

MAHINDRA LIFESPACE DEVELOPERS LIMITED

CIN: L45200MH1999PLC118949

REGD. OFFICE: 5TH FLOOR, MAHINDRA TOWERS, WORLI, MUMBAI 400 018

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Recording of discussion with Analysts, Brokers or Institutional Investors

Date of the meeting	7 th Aug, 2019 (Emkay Annual Investor Conference)																								
Type of meeting	One-on-one / Group meetings with various participants																								
Investor / Analysts Fund / Firm	Representatives from following organisations / funds participated:																								
	<table border="1" style="width: 100%;"> <thead> <tr> <th style="text-align: left;">Company Name</th> <th style="text-align: left;">Participants Name</th> </tr> </thead> <tbody> <tr> <td>Valentis Advisors</td> <td>Daljeet Kohli</td> </tr> <tr> <td>Steinberg Asset Management</td> <td>Saket Narang</td> </tr> <tr> <td>GSAM Services Pvt Ltd</td> <td>Aman Batra</td> </tr> <tr> <td>Bharati Axa Life Insurance Co Ltd</td> <td>Amit Surekha</td> </tr> <tr> <td>Renaissance Investment Advisors</td> <td>Pawan Parakh</td> </tr> <tr> <td>Ashmore Investment Management India LLP</td> <td>Ashwini Agarwal, Vaibhav Gogate</td> </tr> <tr> <td>Azalea Capital Partners</td> <td>Pratima Swaminathan</td> </tr> <tr> <td>AlfAccurate Advisors</td> <td>Chetan Gindodia</td> </tr> <tr> <td>Aditya Birla Capital</td> <td>Sameer Mistry</td> </tr> <tr> <td>Bajaj Allianz Life Insurance</td> <td>Sampath Reddy</td> </tr> <tr> <td>Franklin Templeton Asset Management</td> <td>Hari Shyamsunder</td> </tr> </tbody> </table>	Company Name	Participants Name	Valentis Advisors	Daljeet Kohli	Steinberg Asset Management	Saket Narang	GSAM Services Pvt Ltd	Aman Batra	Bharati Axa Life Insurance Co Ltd	Amit Surekha	Renaissance Investment Advisors	Pawan Parakh	Ashmore Investment Management India LLP	Ashwini Agarwal, Vaibhav Gogate	Azalea Capital Partners	Pratima Swaminathan	AlfAccurate Advisors	Chetan Gindodia	Aditya Birla Capital	Sameer Mistry	Bajaj Allianz Life Insurance	Sampath Reddy	Franklin Templeton Asset Management	Hari Shyamsunder
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Company Representatives	1. Mr. Sumit Kasat – General Manager, Investor Relations 2. Mrs. Vimal Agarwal – Chief Financial Officer																								
Did the discussions involved revealing any UPSI	No																								
Whether any presentation was made during discussion	Company Profile and Investor Presentation was discussed																								
Discussion Highlights	<ol style="list-style-type: none"> 1. Brief company overview, business verticals, projects portfolio, recent developments, expansion plans, forthcoming launches and new projects. 2. Overall industry sentiments, market demand and implications of various reforms including recent liquidity crisis on Indian real estate market. 3. Company's strategy & objectives going forward, management's focus area and focused target markets. <ol style="list-style-type: none"> a) Discussion on organisation structure, strategic partnerships, key initiatives undertaken, expansion plans and land acquisition approach. b) In the residential business, the Company's focus will be on Mumbai, Pune and Bengaluru markets, followed by NCR to increase its penetration in its core markets. c) In the Integrated Cities & Industrial Clusters segment, the Company focuses to monetise its investments through high leasing volumes and improve capital efficiency through balanced & capital light approach. d) Company has new project launches planned during this fiscal, which would help gain higher volumes 4. Walkthrough the financials of MLDL like capital employed in each business segment, debt levels, 5. Discussion on funding plans for expansion and fuelling growth 																								
Any other comments	No																								