

**MAHINDRA LIFESPACE DEVELOPERS LIMITED**

CIN: L45200MH1999PLC118949

REGD. OFFICE: 5<sup>TH</sup> FLOOR, MAHINDRA TOWERS, WORLI, MUMBAI 400 018

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**Recording of discussion with Analysts, Brokers or Institutional Investors**

Date of the meeting	20 <sup>th</sup> Aug, 2019 (Motilal Oswal 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>Motilal Oswal Securities Ltd</td> <td>Alpesh Thacker Shrey Loonker Rakesh Tarway</td> </tr> <tr> <td>Carnelian Capital Advisors</td> <td>Devesh Kayal</td> </tr> <tr> <td>Ohm Portfolio Equi Research Pvt Ltd</td> <td>Mayur Gathani</td> </tr> <tr> <td>Goldman Sachs Services Pvt Ltd</td> <td>Prateek Jain</td> </tr> <tr> <td>PPFAS Mutual Fund</td> <td>Rajeev Thakkar</td> </tr> <tr> <td>Hitesh Dohi (Individual Investor)</td> <td>Hitesh Doshi</td> </tr> <tr> <td>Kotal Mahindra Asset Management Co</td> <td>Nalin Bhatt Ashish Jagnani</td> </tr> <tr> <td>K M Visaria Family Trust</td> <td>Giriraj Daga</td> </tr> <tr> <td>Wealth Manager Pvt Ltf</td> <td>Nandan Vartak</td> </tr> <tr> <td>Aviva Life Insurance Co India Ltd</td> <td>Vishal Biraia</td> </tr> <tr> <td>Reliance Nippon Life Asset Management Ltd</td> <td>Manish Kayal</td> </tr> </tbody> </table>	Company Name	Participants Name	Motilal Oswal Securities Ltd	Alpesh Thacker Shrey Loonker Rakesh Tarway	Carnelian Capital Advisors	Devesh Kayal	Ohm Portfolio Equi Research Pvt Ltd	Mayur Gathani	Goldman Sachs Services Pvt Ltd	Prateek Jain	PPFAS Mutual Fund	Rajeev Thakkar	Hitesh Dohi (Individual Investor)	Hitesh Doshi	Kotal Mahindra Asset Management Co	Nalin Bhatt Ashish Jagnani	K M Visaria Family Trust	Giriraj Daga	Wealth Manager Pvt Ltf	Nandan Vartak	Aviva Life Insurance Co India Ltd	Vishal Biraia	Reliance Nippon Life Asset Management Ltd	Manish Kayal
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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"> <li>1. Brief company overview, business verticals, projects portfolio, recent developments, expansion plans, forthcoming launches and new projects.</li> <li>2. Overall industry sentiments, market demand and implications of various reforms including recent liquidity crisis on Indian real estate market.</li> <li>3. Company's strategy &amp; objectives going forward, management's focus area and focused target markets. <ol style="list-style-type: none"> <li>a) Discussion on organisation structure, strategic partnerships, key initiatives undertaken, expansion plans and land acquisition approach.</li> <li>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.</li> <li>c) In the Integrated Cities &amp; Industrial Clusters segment, the Company focuses to monetise its investments through high leasing volumes and improve capital efficiency through balanced &amp; capital light approach.</li> <li>d) Company has new project launches planned during this fiscal, which would help gain higher volumes</li> </ol> </li> <li>4. Walkthrough the financials of MLDL like capital employed in each business segment, debt levels, segment-wise financials, sales trend etc</li> <li>5. Discussion on funding plans for expansion and fuelling growth</li> </ol>																								
Any other comments	No																								