

**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	13 <sup>th</sup> September 2019
Type of meeting	One-on-One Meeting
Investor / Analysts Fund / Firm	Organisation Name – Stewart Investors <ul style="list-style-type: none"> <li>• Guilia Pradelli</li> <li>• AL Holsborough</li> <li>• Sujo Akoni</li> </ul>
Company Representatives	Mr. Vimal Agarwal - CFO Mr. Sumit Kasat – General Manager, Investor Relations
Did the discussions involved revealing any UPSI	No
Whether any presentation was made during discussion	No
Gist of discussions	<ul style="list-style-type: none"> <li>• Overall industry sentiments, regulatory and industry changes, implications of liquidity crisis on Indian real estate market, Current landscape and opportunities.</li> <li>• Company's strategy &amp; objectives going forward on each business segment, management's focus area and focused target markets. <ul style="list-style-type: none"> <li>a) Discussion on current organisation structure, strategic partnerships and key initiatives undertaken.</li> <li>b) Discussion on various organisation changes and new leaderships</li> <li>c) 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>d) In the Integrated Cities &amp; Industrial Clusters (IC&amp;IC) segment, the Company's focus will be: <ul style="list-style-type: none"> <li>- Monetising the existing investments by intensifying the efforts on higher leasing volume.</li> </ul> </li> </ul> </li> <li>• Partnerships in past, current debt level, overall borrowing ability of the company, funding approach, interest rates etc.</li> </ul>
Any other comments	No