

MAHINDRA LIFESPACE DEVELOPERS LIMITED

CIN: L45200MH1999PLC118949

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Recording of discussion with Analysts, Brokers or Institutional Investors

Date of the meeting	09 th September 2019
Type of meeting	One-on-One Meeting
Investor / Analysts Fund / Firm	Organisation Name – Grandeur Peak Advisors, Salt Lake City, USA • Rohan Dalal – Research Analyst
Company Representatives	Mr. Sumit Kasat – General Manager, Investor Relations
Did the discussions involved revealing any UPSI	No
Whether any presentation was made during discussion	Company Profile was discussed.
Gist of discussions	<ul style="list-style-type: none"> • Overall industry sentiments, market demand, regulatory and industry changes, implications of liquidity crisis on Indian real estate market. • Brief company profile, projects portfolio, Overview of business segments, expansion plans and land acquisition approach. • Company's strategy & objectives going forward, management's focus area and focused target markets. <ul style="list-style-type: none"> a) Discussion on current organisation structure, strategic partnerships and key initiatives undertaken. 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 (IC&IC) segment, the Company's focus will be: <ul style="list-style-type: none"> - Monetising the existing investments by intensifying the efforts on higher leasing volume. • Partnerships in past, current debt level, overall borrowing ability of the company, funding approach, interest rates etc.
Any other comments	No