

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	6 th September 2019 (Elara 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>SBI Fund Management Pvt Ltd</td> <td>Rajesh Disale</td> </tr> <tr> <td>Buoyant Capital</td> <td>Viral Berawala</td> </tr> <tr> <td>ICICI Prudential Asset Management Co. Ltd</td> <td>Ritesh Lunavat Prakash Goel</td> </tr> <tr> <td>HDFC Asset Management CO Ltd</td> <td>Rakesh Vyas</td> </tr> </tbody> </table>	Company Name	Participants Name	SBI Fund Management Pvt Ltd	Rajesh Disale	Buoyant Capital	Viral Berawala	ICICI Prudential Asset Management Co. Ltd	Ritesh Lunavat Prakash Goel	HDFC Asset Management CO Ltd	Rakesh Vyas
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	Buoyant Capital	Viral Berawala									
ICICI Prudential Asset Management Co. Ltd	Ritesh Lunavat Prakash Goel										
HDFC Asset Management CO Ltd	Rakesh Vyas										
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, segment-wise financials, sales trend etc 5. Discussion on funding plans for expansion and fuelling growth 										
Any other comments	No										