

MAHINDRA LIFESPACE DEVELOPERS LIMITED

CIN: L45200MH1999PLC118949

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

Tel: 6747 8600 /6747 8601 Fax: 2497 5084 Website: www.mahindralifespaces.com

Recording of discussion with Analysts, Brokers or Institutional Investors

Date of the meeting	16 Mar 2021
Type of meeting	Conference Call
Investor / Analysts Fund / Firm	<p>Representative from Canara Robeco AMC:</p> <ol style="list-style-type: none"> 1. Mr. Nimesh Chandan – Head Investments – Equities 2. Mr. Abhinav Khandelwal – Fund Manager – Offshore 3. Mr. Miyush Gandhi – Fund Manager 4. Ms. Silky Jain – Research Analyst <p>Representative from HDFC Securities Ltd.:</p> <ol style="list-style-type: none"> 1. Mr. Parikshit Khandpal – Research Analyst
Company Representatives	<ol style="list-style-type: none"> 1. Mr. Arvind Subramanian – Managing Director & CEO 2. Mr. Vimal Agrawal – CFO 3. Mr. Sumit Kasat – Senior General Manager, Investor Relations 4. Mrs. Ruchika Jain – Manager, Business Analytics & 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, impact of COVID-19 on Indian real estate industry and market demand & supply. • Brief overview on overall performance, project portfolio, forthcoming launches and new projects across various business segment. • Company's strategy & objectives going forward and management's growth aspirations & focus area for each business segment. <ul style="list-style-type: none"> ○ In the Integrated Cities & Industrial Clusters segment, the company is looking to reduce holding costs and improve capital efficiency. ○ In the residential business, the company's focus will be on Mumbai & Pune markets, followed by Bengaluru. The company would like to increase its penetration in its core markets. • Discussion on current developments, organisation structure, key initiatives undertaken, expansion plans and land acquisition approach. • Walkthrough the financials of MLDL and its subsidiaries, especially on net worth and debt levels.
Any other comments	No