

**MAHINDRA LIFESPACE DEVELOPERS LIMITED**

CIN: L45200MH1999PLC118949

REGD. OFFICE: 5<sup>TH</sup> 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	17 Mar 2021
Type of meeting	Conference Call
Investor / Analysts Fund / Firm	Representative from Nippon India AMC: 1. Mr. Manish Gunwani – CIO, Equity Investments 2. Mr. Dhrumil Shah – Co Fund Manager 3. Mr. Tejas Sheth – Co Fund Manager & Research Analyst 4. Mr. Vinay Sharma – Equity Fund Manager 5. Mr. Amar Kalkundrikar – Equity Fund Manager 6. Mr. Abhinav Bhandari – Senior Analyst 7. Mr. Prateek Poddar – Equity Research Analyst
Company Representatives	1. Mr. Arvind Subramanian – Managing Director & CEO 2. Mr. Sumit Kasat – Senior General Manager, Investor Relations 3. 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"> <li>• Overall industry sentiments, impact of COVID-19 on Indian real estate industry and market demand &amp; supply.</li> <li>• Outlook on overall performance, project portfolio, forthcoming launches and new projects across various business segment.</li> <li>• Company's strategy &amp; objectives going forward and management's growth aspirations &amp; focus area for each business segment. <ul style="list-style-type: none"> <li>○ In the Integrated Cities &amp; Industrial Clusters segment, the company is looking to reduce holding costs and improve capital efficiency.</li> <li>○ In the residential business, the company's focus will be on Mumbai &amp; Pune markets, followed by Bengaluru. The company would like to increase its penetration in its core markets.</li> </ul> </li> <li>• Discussion on current developments, organisation structure, key initiatives undertaken, expansion plans and land acquisition approach.</li> <li>• Walkthrough the financials of MLDL and its subsidiaries, especially on sales, revenue, margins, returns, net worth and debt levels.</li> </ul>
Any other comments	No