

MAHINDRA LIFESPACE DEVELOPERS LIMITED

CIN: L45200MH1999PLC118949

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Recording of discussion with Analysts, Brokers or Institutional Investors

Date of the meeting	12 Mar 2021
Type of meeting	Conference Call
Investor / Analysts Fund / Firm	Representatives of Sharekhan Limited: 1. Mr. Ronald Siyoni – AVP, Fundamental Research 2. Mr. Sanjeev Hota – VP, Head of Research 3. Gaurav Dua – SVP, Head of Capital Market Strategy
Company Representatives	Mr. Sumit Kasat – Senior 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, impact of COVID-19 on Indian real estate industry and market demand. • Company's performance across various business verticals, project portfolio, new project launches. • Company's strategy & objectives going forward and management's growth aspirations & focus area for each business vertical. <ul style="list-style-type: none"> ○ In the Integrated Cities & Industrial Clusters segment, the company is looking at pre-aggregated land parcels to reduce holding costs and improve capital efficiency. ○ In the residential business, the company's focus will be on Mumbai, Pune and Bengaluru markets, followed by NCR and Hyderabad. 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.
Any other comments	No