

MAHINDRA LIFESPACE DEVELOPERS LIMITED

CIN: L45200MH1999PLC118949

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Recording of discussion with Analysts, Brokers or Institutional Investors

Date of the meeting	26 Mar 2021
Type of meeting	Conference Call
Investor / Analysts Fund / Firm	Representative from UBS Securities India Pvt. Ltd.: Mr. Sourabh Taparia – Real Estate Analyst
Company Representatives	1. Mr. Sumit Kasat – Senior General Manager, Investor Relations 2. 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. • Outlook on overall performance, new launches, 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 sales, revenue, margins, returns, net worth and debt levels.
Any other comments	No