



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	21 st November 2016
Type of meeting	One-on-one Meeting
Attendees:	
Investor / Analysts Fund / Firm	1) Mr. Pramod Gubbi – Ambit Capital 2) Ms. Bijal Thakkar – Ambit Capital
Company Representatives	1) Ms. Anita Arjundas – Managing Director and CEO 2) Mr. Jayant Manmadkar – Chief Financial Officer
Did the discussions involved revealing any UPSI	No
Whether any presentation was made during discussion	No
Gist of discussions	<ul style="list-style-type: none">• The residential market has seen lower absorption levels and an inventory build-up. In such an environment, end consumers tend to be comfortable with reputed brands, which have always focused on execution.• The company has received Board approval for a rights issue of Rs. 300 cr.• Overall, the company expects Goods and Service Tax (GST) and Real Estate Regulation Act (RERA) to have a positive impact on our business in the long run. However, it is difficult to ascertain the real impact until all clarifications are made by the authorities.
Any other comments	No