

MAHINDRA LIFESPACE DEVELOPERS LIMITED

CIN: L45200MH1999PLC118949

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Recording of discussion with Analysts, Brokers or Institutional Investors

Date of the meeting	30th September 2016
Type of meeting	One-on-one Meeting
Attendees:	
Investor / Analysts Fund / Firm	1) Ms. Ankita Bora – B&K Securities 2) Mr. Charanjeet Singh – B&K Securities
Company Representatives	1) Ms. Sonam Singh – Manager, Investor Relations
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 company is looking to expand its Mahindra World City business through smaller industrial clusters in pre-aggregated land parcels. The first such small industrial cluster will be located in North Chennai, and we have already initiated the approval process for it. We are in the advanced stages of acquiring land for our second industrial cluster in Gujarat. • In Mahindra World City Jaipur, we have completed the economic master planning for the social and residential area and have initiated the process of appointing a master planner. • In Mahindra World City Chennai, we have received the approvals pertaining to the last 40 acres and we are therefore, in a position to start marketing these 40 acres to our customers. • In the residential business, we will continue our focus on Mumbai, Pune and Bengaluru as the primary markets and Hyderabad and NCR as the secondary markets. • Overall, we expect Goods and Service Tax (GST) and Real Estate Regulation Act (RERA) to have a positive impact on our business especially 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