

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	28th September 2016
Type of meeting	One-on-one Meeting
Attendees:	
Investor / Analysts Fund / Firm	1) Mr. Bharat Sheth – Quest Investment Advisors Limited 2) Mr. Ujwal Shah - Quest Investment Advisors Limited
Company Representatives	1) Ms. Anita Arjundas – Managing Director and CEO 2) Mr. Jayantt Manmadkar – Chief Financial Officer 3) Mr. Siddharth Bafna – Business Head – Industrial Clusters (West) and 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 the affordable housing segment, we have launched two pilot projects. We will wait for the ecosystem for affordable housing in India to stabilize before we take this business to scale. • 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. • The company has substituted river sand with alternative materials across different stages of construction. • 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