

**MAHINDRA LIFESPACE DEVELOPERS LIMITED**

CIN: L45200MH1999PLC118949

REGD. OFFICE: 5<sup>TH</sup> FLOOR, MAHINDRA TOWERS, WORLI, MUMBAI 400 018

Tel: 6747 8600 /6747 8601 Fax: 2497 5084 Website: www.mahindralifespaces.com

**Recording of discussion with Analysts, Brokers or Institutional Investors**

Date of the meeting	2 <sup>nd</sup> September 2016
Type of meeting	One-on-one Meeting
Attendees:	
Investor / Analysts Fund / Firm	1) Harshal Pandya – Edelweiss Financial Services
Company Representatives	1) Mr. Siddharth Bafna – Business Head – Industrial Clusters (West) and Investor Relations 2) Mr. Vaibhav Jambhekar - Senior General Manager, Strategy and Business Excellence
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"> <li>• Mahindra Lifespaces has three major business verticals <ul style="list-style-type: none"> <li>• Our Mahindra World City business focuses on building integrated business cities and economic clusters. Our first project is in Chennai, spread over ~1500 acres and the second one is in Jaipur, spread over ~3000 acres. There is a good mix of different industries at each of the projects. The company is looking to expand presence in this segment through smaller industrial clusters on pre-aggregated land parcels. The first such small industrial cluster will be located in North Chennai and will be spread over ~300 acres. We have signed up with Sumitomo as a partner for this project. We are in the advanced stages of acquiring land for our second industrial cluster in Gujarat.</li> <li>• 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.</li> <li>• In the premium residential business, we will be focussing on markets where there is job creation. We will deepen our presence in markets of Mumbai, Pune and Bangalore while selectively expanding in NCR and Hyderabad. Land acquisition will be funded through a mix of funding structures such as joint developments, joint ventures and outright purchase.</li> </ul> </li> </ul>



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	<ul style="list-style-type: none"><li>Over the last few years, we have built organizational capabilities across several departments and improved our internal processes and systems.</li></ul>
Any other comments	No