

MAHINDRA LIFESPACE DEVELOPERS LIMITED

CIN: L45200MH1999PLC118949

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Recording of discussion with Analysts, Brokers or Institutional Investors

Date of the meeting	28 th June 2016
Type of meeting	One-on-one Meeting
Attendees:	
Investor / Analysts Fund / Firm	1) Anuj Sharma – M3 Investments 2) Himanshu Upadhyay – DHFL Pramerica
Company Representatives	1) Ms. Anita Arjundas – Chief Executive Officer 2) Mr. Siddharth Bafna – Senior General 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"> • Mahindra Lifespaces has three major business verticals <ul style="list-style-type: none"> • Our Mahindra World City business focuses on building integrated business cities and economic clusters. 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. • In the affordable housing segment, we have launched two pilot projects. We continue to learn from these pilot projects. • 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. • Over the last few years, we have built organizational capabilities across several departments and improved our internal processes and systems. • The company has tactically used payment linked plans to drive volumes.
Any other comments	No