

MAHINDRA LIFESPACE DEVELOPERS LIMITED

CIN: L45200MH1999PLC118949

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Recording of discussion with Analysts, Brokers or Institutional Investors

Date of the meeting	17 th March 2016
Type of meeting	One-on-one meeting
Attendees:	
Investor / Analysts Fund / Firm	1) Samar Sarda – Kotak Institutional Equities
Company Representatives	1) Ms. Anita Arjundas – MD & CEO 2) Mr. Siddharth Bafna – Senior General Manager, Strategy & 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"> • Overall, the residential market has seen low absorption levels and an inventory build-up. However, the end consumers are continuing to buy with a clear preference towards reputed developers • Land prices are not seeing any major correction except in NCR, where there are has been some revision of prices. • The company's growth strategy is to increase penetration in its existing markets through a mix of Joint Developments, Joint Ventures and Outright purchase of land. • The company has no immediate plans of capital raising. Any capital raising plans will be linked to business needs for growth including purchase of land.
Any other comments	No