

MAHINDRA LIFESPACE DEVELOPERS LIMITED

CIN: L45200MH1999PLC118949

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Recording of discussion with Analysts, Brokers or Institutional Investors

Date of the meeting	30 th June 2015
Type of meeting	One-on-One Investor Meeting
Attendees:	
Investor / Analysts Fund / Firm	1) Mr. Anubhav Gupta (Maybank Kim Eng)
Company Representatives	1) Mr. Jayantt Manmadkar, Chief Financial Officer and Chief Investor Relations Officer 2) Mr. Siddharth Bafna, Senior General Manager – Strategy and Investor Relations
Did the discussions involved revealing any UPSI	No
Gist of discussions	<ul style="list-style-type: none"> • In Mahindra World City Jaipur, we are in the process of changing the land use mix to take advantage of the strong demand for DTA. The approval process has been initiated and moving as per expectations. Based on the sales trajectory of last year, the company believes that it has sufficient inventory for the next one year at Jaipur. Growth in the integrated cities and industrial clusters segment will be driven by Jaipur and North Chennai project. • The recently announced JV with Sumitomo Corp is for ~300 acres of land in North Chennai where MWCDL will hold 60% of the equity and the balance with Sumitomo. The company will be initiating the approval process in due course. • Overall, the residential market has seen low absorption levels, especially in Chennai. However, Pune as a market has performed well. Our project in Gurgaon, Luminare has also been performing well due to the strong end-user focus and our brand. • We launched two pilots in the affordable housing segment last year at Boisar and Avadi. We continue to learn from these pilots. We will wait for the ecosystem for affordable housing in India to stabilize before we take this business to scale.
Any other comments	No