

**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	8 <sup>th</sup> July 2015
Type of meeting	One-on-One Investor Meeting
Attendees:	
Investor / Analysts Fund / Firm	1) Babar Ali Khan (Khazanah Nasional) 2) Vishal Agarwal (Khazanah Nasional)
Company Representatives	1) Ms. Anita Arjundas, Chief Executive Officer and Managing Director 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"> <li>• Mahindra Lifespaces has three major business verticals <ul style="list-style-type: none"> <li>• In residential real estate, our focus is on the existing cities in which we operate - NCR, Mumbai, Pune, Hyderabad, Chennai and Bengaluru. The company also has a single large project in Nagpur. We will review our next project in Nagpur market post substantial completion of this project. Majority of our products are priced between Rs. 40 lakhs and Rs.1.2 cr (except Mumbai and NCR, where it is higher). Our growth strategy is focused at present to increase penetration in the 6 cities through a mix of Joint Developments, Joint Ventures and Outright purchase of land.</li> <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. Both projects are under PPP. 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. 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.</li> <li>• We also launched the affordable housing business last year. The intent is to sell houses below Rs. 20 lakhs. We launched two pilots last year at Boisar and Avadi. We will wait for the</li> </ul> </li> </ul>



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	ecosystem for affordable housing in India to stabilize before we take this business to scale.
Any other comments	No