

MAHINDRA LIFESPACE DEVELOPERS LIMITED

CIN: L45200MH1999PLC118949

REGD. OFFICE: 5TH 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	21 st August 2015
Type of meeting	One-on-One Investor Meeting
Attendees:	
Investor / Analysts Fund / Firm	1) Mr. Bharat Sheth (Quest Investment Advisors Private Ltd.) 2) Mr. Ajay Sheth (Quest Investment Advisors Private Ltd.)
Company Representatives	1) Ms. Anita Arjundas, Managing Director and CEO 2) Mr. Jayantt Manmadkar, Chief Financial Officer and Chief Investor Relations Officer 3) 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"> • Overall, the residential market has seen an inventory build-up. Developers have held back on launches and sales have now stabilized. There is an opportunity for players like us in such a market as customers prefer to buy with safe and trusted brands. • In Mahindra World City Jaipur, we have received the approval for changing the product mix and increase the size of DTA. We are now working to bring this product to market. We have also initiated the process of converging all our sector specific SEZ into a multi-product SEZ so that we can cater to a wider range of industries. • The company recently announced a JV with Sumitomo Corporation for setting up an industrial park in north Chennai. The partnership with Sumitomo is expected to help in marketing the product to Japanese customers as well as customers in rest of Asia. • In the affordable housing business, we are working towards refining our design for a standardized product based on learnings and customer feedback from our pilot projects. Currently, we are evaluating only 2 to 3 states for this segment – Maharashtra and two other states which are aggressive on affordable housing.



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Any other comments	No
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