

MAHINDRA LIFESPACE DEVELOPERS LIMITED

CIN: L45200MH1999PLC118949

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Recording of discussion with Analysts, Brokers or Institutional Investors

Date of the meeting	20 th August 2015
Type of meeting	One-on-One Investor Meeting
Attendees:	
Investor / Analysts Fund / Firm	1) Mr. Hitesh Doshi
Company Representatives	1) Ms. Anita Arjundas, Managing Director and CEO 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 the residential business, our focus remains on the existing cities in which we operate - NCR, Mumbai, Pune, Hyderabad, Chennai and Bengaluru.• The company's growth strategy is to increase penetration in these 6 cities through a mix of Joint Developments, Joint Ventures and Outright purchase of land.• The company is in the process of planning focussed interventions for accelerating the pace of residential development in Mahindra World City Chennai• In the Mahindra World City business, we are looking at sharing capital investment, similar to what we have done with Sumitomo for the north Chennai industrial park project.• The company's RoE reflects the investments made in land for new projects, and given the period of approvals at present, the capital employed starts showing returns only once the project is launched and attains a certain level of maturity on collections. The company continues to be focused to improve its ROE levels and sustain it over the long term.
Any other comments	No