

**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	13 <sup>th</sup> August 2015
Type of meeting	One-on-One Investor Meeting
Attendees:	
Investor / Analysts Fund / Firm	1) Mr. Ihab Dalwai (ICICI Prudential Asset Management Company Limited )
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"> <li>• In the residential business, our focus remains 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 and will decide on its future in the Nagpur market post completion of this project. 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.</li> <li>• Over the last year, the company has made efforts to enhance its sales and marketing team and tactically used payment linked plans to drive volumes.</li> <li>• The company is in the process of planning specific interventions for accelerating the pace of residential development in Mahindra World City Chennai.</li> <li>• Any transaction for land with the parent company will be at an arm's length price. Both the company and its parent are listed entities and will ensure all compliances and fair practices are duly adhered to.</li> <li>• 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.</li> <li>• The company recently announced a JV with Sumitomo Corp for setting up an industrial park in North Chennai. The company will be initiating the approval process in due course. The</li> </ul>



**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](http://www.mahindralifespaces.com)

---

	partnership with Sumitomo is expected to help in marketing the product to Japanese customers as well as customers in rest of Asia.
Any other comments	No