



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	May 2 nd , 2017
Type of meeting	One-on-one Meeting
Attendees:	
Investor / Analysts Fund / Firm	1) Samar Sarda – Kotak Institutional Equities
Company Representatives	1) Mr. Sumit Kasat – General Manager, Finance
Did the discussions involved revealing any UPSI	No
Whether any presentation was made during discussion	Yes
Gist of discussions	<ul style="list-style-type: none">• Overall, the company expects the Real Estate Regulation Act (RERA) to have a positive impact on its business especially in the long run. However, it is difficult to ascertain the real impact until all clarifications are received.• The company has entered a joint venture with SCM Private Equity for development of residential projects. Currently, it is developing two projects under this partnership.• In the premium residential business, we will be focussing on markets where there is job creation. We will deepen our presence in markets of Mumbai, Pune and Bangalore while selectively expanding in NCR and Hyderabad. Land acquisition will be funded through a mix of funding structures such as joint developments, joint ventures and outright purchase.
Any other comments	No