



MAHINDRA LIFESPACE DEVELOPERS LIMITED

CIN: L45200MH1999PLC118949

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Recording of discussion with Analysts, Brokers or Institutional Investors

Date of the meeting	May 10th, 2017
Type of meeting	One-on-one Meeting
Attendees:	
Investor / Analysts Fund / Firm	1) George P. Thomas - Quantum Advisors Private Limited 2) Jainish A.Shah – Quantum Advisors Private Limited
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">• In the affordable housing segment, we have launched two pilot projects. We are in the advanced stage of launch of another project at Palghar.• The company is looking to expand presence in the industrial real estate segment through smaller industrial clusters on pre-aggregated land parcels. The first such small industrial cluster is in North Chennai and will be spread over ~300 acres. We have signed up with Sumitomo as a partner for this project. We have also completed the last acquisition for our second industrial cluster near Ahmedabad, Gujarat.• 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.• Over the last few years, we have built organizational capabilities across several departments and improved our internal processes and systems.• 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.
Any other comments	No