

MAHINDRA LIFESPACE DEVELOPERS LIMITED

CIN: L45200MH1999PLC118949

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Recording of discussion with Analysts, Brokers or Institutional Investors

Date of the meeting	June 06, 2017 (B&K Securities Investor Conference)	
Type of meeting	One-on-one Meeting and Group Meetings with various participants	
Investor / Analysts Fund / Firm	Representatives from following organisations/funds participated	
	Kotak Mutual Fund	Nalin Bhatt
	Tata MF	Amey Sathe
	Comgest Singapore Pte Ltd	Manish Shah
	Lloyd Baughan	Mark Baughan
	DHFL Pramerica MF	Vivek Sharma, Akash SInghania
	Quest Investment Advisors Pvt Ltd	Girish Raj
	UTI MF	V Srivatsa, Ritesh Rathod
	Reliance Asset Management (Singapore) Pte Ltd	Sulabh Jhajharia
	SBIMF	Nidhi Chawla
Stewart Investors	Alex Summers	
Company Representatives	1. Mr. Jayant Manmadkar – CFO 2. Mr. Sumit Kasat – General Manager, Finance	
Did the discussions involved revealing any UPSI	No	
Whether any presentation was made during discussion	Company Profile was discussed	
Gist of discussions	<ol style="list-style-type: none"> 1. Discussion on various business verticals, expansion plans, growth in each business, new launches and new projects, our pipeline of projects 2. Discussed on strategy of how company intends to improve its depth in focused markets 3. Financial performance of MLDL and related queries on net worth, debt levels and indicative plans for land acquisition and future capital requirement 4. Overall market demand – how do we see this post demonetisation and now RERA and GST. 5. Overall industry sentiments on residential segment and demand. 6. Affordable Housing – how does company see this segment and opportunity including company's plans 7. Income Tax benefit to developers – 8. GST – implications for Developers and Customers; would this lead to price increase of real estate properties 9. RERA : Implication for developers and how MLDL sees this major structural shift in the Industry 	
Any other comments	No	