

**MAHINDRA LIFESPACE DEVELOPERS LIMITED**

CIN: L45200MH1999PLC118949

REGD. OFFICE: 5<sup>TH</sup> FLOOR, MAHINDRA TOWERS, WORLI, MUMBAI 400 018

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**Recording of discussion with Analysts, Brokers or Institutional Investors**

Date of the meeting	June 02, 2017 (Motilal Oswal Investor Conference)
Type of meeting	One-on-one Meeting and Group Meetings with various participants
Attendees:	
Investor / Analysts Fund / Firm	Representatives from following organisations/funds participated DHFL Pramerica, Subhkam Ventures, Motilal Oswal Securities, OHM Portfolio Research , CX Partners, MSD Partners, Esquire Capital Investment Advisors, Gautam Mambro, Exide Life Insurance, DSP Blackrock, Entrust Family Office, Siddhesh Capital Market, Centrum Broking, Jeet Capital Advisors, Param Capital, Steinberg Asset Management, Quest Investment Advisors, Sudaram Mutual Fund, Premji Invest, Nikko Asset Management (Singapore)
Company Representatives	<ol style="list-style-type: none"> <li>1. Mr. Jayant Manmadkar – CFO</li> <li>2. Mr. Sumit Kasat – General Manager, Finance</li> </ol>
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"> <li>1. Discussion on various business verticals, expansion plans, growth in each business, new launches and new projects, our pipeline of projects</li> <li>2. Discussed on strategy of how company intends to improve its depth in focused markets</li> <li>3. Financial performance of MLDL and related queries on net worth, debt levels and indicative plans for land acquisition and future capital requirement</li> <li>4. Overall market demand – how do we see this post demonetisation and now RERA and GST.</li> <li>5. Overall industry sentiments on residential segment and demand.</li> <li>6. Affordable Housing – how does company see this segment and opportunity including company’s plans</li> <li>7. Income Tax benefit to developers –</li> <li>8. GST – implications for Developers and Customers; would this lead to price increase of real estate properties</li> <li>9. RERA : Implication for developers and how MLDL sees this major structural shift in the Industry</li> </ol>
Any other comments	No