

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	August 21 at Singapore and August 22 at Hong Kong (Axis Capital - Investor Conference)	
Type of meeting	One-on-one Meeting with following funds and companies	
Attendees:	As per below list	
Investor / Analysts Fund / Firm	Meetings in Singapore - 21st August	
	Eastspring Investments	Gaurav Pathak
	Maybank Asset Management Singapore Pte L	Kedar Wagle
	Aurigin Capital	Anurag Gupta Anshu Govil
	DYMON ASIA CAPITAL	Prashant Kothari
	Lion Global Investors	Saurabh Sinha
	Temasek Holdings Advisors India Pvt. Ltd	Alpin Mehta
	Meetings in Hong Kong - 22nd August	
	Mirae Asset Inv Mgnt HK	Rahul Chadha
	HSBC Global	Nilang Mehta
	Indus Capital Advisors, Inc	Sid Velakacharla Prasoon Agarwal
	Janchor Partners	Jiten Poojara
	Ward Ferry Management Ltd	Anubhav Kaul
	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, 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 	



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	<ol style="list-style-type: none">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, given this segment is low margin business, how company intends to stay profitable and achieve scale in this segment7. Government has provided Income Tax benefit to developers on affordable housing – what are company plans to take this benefit8. GST – implications for Developers and Customers; would this lead to price increase of real estate properties9. RERA : Implication for developers and how MLDL sees this major structural shift in the Industry
Any other comments	No