

MAHINDRA LIFESPACE DEVELOPERS LIMITED

CIN: L45200MH1999PLC118949

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Recording of discussion with Analysts, Brokers or Institutional Investors

Date of the meeting	October 05, 2017 (Edelweiss Real Estate Day Conference)	
Type of meeting	Group Meetings with various participants	
Investor / Analysts Fund / Firm	Representatives from following organisations/funds participated	
	Edelweiss Securities Ltd.	Harshal Pandya & Parvez Qazi
	Banyan Tree Advisors	Jigar Shah & Prabhu Rajpurohit
	AUM Fund Advisors LLP	Samir Polad
	Catamaran	Kartik Swaminathan
	GAM International Management Ltd.	Rachit Chirania
	Premji Invest	Shyam Madhusoodhanan
	KDK Capital	Deepan Kapadia
	Reliance Capital Ltd.	Siddharth Shah
	Edelweiss Tokio Life Insurance Co Ltd.	Gaurav Kumar
Company Representatives	<ol style="list-style-type: none"> 1. Mr. Sumit Kasat – General Manager, Corporate Finance and Investor Relations 2. Mrs. Ruchika Jain – Manager, Data Analytics & Investor Relations 	
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. Brief company overview, our business verticals, projects in pipeline, expansion plans, new launches and new projects 2. Company's strategy going forward in each business vertical and focused target markets 3. Overall industry sentiments and impact of RERA and GST 4. Walkthrough the financials of MLDL especially on net worth and debt levels 5. Affordable Housing – technology, cost of construction, income tax benefits, sales of existing projects, demand potential, new projects and approvals 6. GST – Implications for Developers and Customers; would this lead to price increase of real estate properties 7. RERA – Implication for developers and how MLDL sees this major structural shift in the industry 	
Any other comments	No	