

**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	November 09, 2017 (Axis Capital Annual Conference)	
Type of meeting	Group Meetings with various participants	
Investor / Analysts Fund / Firm	Representatives from following organisations/funds participated	
	<b>Company Name</b>	<b>Participants Name</b>
	Reliance Nippon Life Asset Management Ltd.	Yatin Matta
	Tata-AIA Life Insurance	Anirban Ray
	Quantum MF	Bhaves R. Bajaj
	BAY CAPITAL	Nishad Karkare
	Axis Bank	Anjani Bagaria
	Deep Financial Consultants Pvt. Ltd.	Ritwik Sheth
	Chrys Capital	Pradumn Bajaj
	Chrys Capital	Kabir Thakur
	Alpana Enterprises	Aditya Nahar
	SageOne Investment Advisors LLP	Kuntal Shah
	White Oak Capital Management	Trupti Agarwal
	Baring PE Partners (India)	Arul Mehra
	West Bridge Capital	Yash Muthiyar
Aditya Birla Sun Life AMC Ltd.	Jayesh Gandhi	
Company Representatives	<ol style="list-style-type: none"> <li>1. Mr. Jayant Manmadkar – Chief Financial Officer</li> <li>2. Mr. Sumit Kasat – General Manager, Corporate Finance and Investor Relations</li> <li>3. Mrs. Ruchika Jain – Manager, Data Analytics &amp; Investor Relations</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. Brief company overview, our business verticals, projects in pipeline, expansion plans, new launches and new projects</li> <li>2. Company's strategy going forward in each business vertical and focused target markets</li> <li>3. Discussion on strategic partnerships with International Finance Corporation (IFC) for Industrial parks and HDFC capital for Affordable Housing platform</li> <li>4. Launch of Origins brand and its strategic benefits, Industrial Parks at North Chennai and Ahmedabad</li> <li>5. Affordable Housing – technology, cost of construction, income tax benefits, sales of existing projects, demand potential, new projects and approvals</li> <li>6. Walkthrough the financials of MLDL especially on net worth and debt levels</li> <li>7. Overall industry sentiments and implications of GST and RERA for Developers and Customers</li> </ol>	
Any other comments	No	