

**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 24, 2017
Type of meeting	One-on-one analyst meeting
Investor / Analysts Fund / Firm	Representatives from IDFC Securities Ltd.: 1. Mr. Mohit Kumar, Sr. Vice President – Equity Research
Company Representatives	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"> <li>1. Brief company overview, our business verticals, projects in pipeline, expansion plans, new launches and new projects.</li> <li>2. Company's strategy, growth scale, focused target markets and land acquisition approaches going forward.</li> <li>3. In the integrated cities &amp; industrial clusters segment, the company is looking at pre-aggregated land parcels to reduce holding costs and improve capital efficiency.</li> <li>4. Launch of Origins brand for Industrial Parks - Site development commenced at North Chennai and approvals in process at Ahmedabad project.</li> <li>5. Walkthrough the financials of MLDL and its subsidiaries, especially on sales, net worth and debt levels.</li> <li>6. Overall industry sentiments and impact of GST, RERA and demonetisation on developers and customers.</li> </ol>
Any other comments	No