

MAHINDRA LIFESPACE DEVELOPERS LIMITED

CIN: L45200MH1999PLC118949

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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"> 1. Brief company overview, our business verticals, projects in pipeline, expansion plans, new launches and new projects. 2. Company's strategy, growth scale, focused target markets and land acquisition approaches going forward. 3. In the integrated cities & industrial clusters segment, the company is looking at pre-aggregated land parcels to reduce holding costs and improve capital efficiency. 4. Launch of Origins brand for Industrial Parks - Site development commenced at North Chennai and approvals in process at Ahmedabad project. 5. Walkthrough the financials of MLDL and its subsidiaries, especially on sales, net worth and debt levels. 6. Overall industry sentiments and impact of GST, RERA and demonetisation on developers and customers.
Any other comments	No