

**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 27, 2017
Type of meeting	One-on-one analyst meeting
Investor / Analysts Fund / Firm	Mr. Faisal Hawa from H. G. Hawa & Co.
Company Representatives	<ol style="list-style-type: none"> <li>1. Ms. Anita Arjundas – MD &amp; CEO</li> <li>2. Mr. Sumit Kasat – GM, 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 in each business vertical, management's focus areas and land acquisition approaches going forward.</li> <li>3. Discussion on strategic partnerships with International Finance Corporation (IFC) for Industrial parks &amp; HDFC Capital for Affordable Housing platform and their benefits.</li> <li>4. The company is looking at pre-aggregated land parcels to reduce holding costs and improve capital efficiency.</li> <li>5. Learnings from World City to be inherited by Origins (Industrial Parks projects) - Site development commenced at North Chennai and approvals in process at Ahmedabad project.</li> <li>6. In the residential business, the company's focus will be on Mumbai, Pune and Bengaluru markets, followed by NCR and Hyderabad. The company would like to increase its penetration in its core markets.</li> <li>7. Affordable Housing - tenure, cost of construction, sales of existing projects, demand potential, new projects and approvals</li> <li>8. Walkthrough the financials of MLDL and its subsidiaries, especially on ROE, net worth and debt levels.</li> <li>9. Overall industry sentiments and implications of GST and RERA for developers and customers.</li> </ol>
Any other comments	No