

MAHINDRA LIFESPACE DEVELOPERS LIMITED

CIN: L45200MH1999PLC118949

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Recording of discussion with Analysts, Brokers or Institutional Investors

Date of the meeting	December 08, 2017
Type of meeting	One-on-one analyst meeting
Investor / Analysts Fund / Firm	Mr. George Barrow from Polar Capital LLP
Company Representatives	<ol style="list-style-type: none"> 1. Ms. Anita Arjundas – MD & CEO 2. Mr. Jayant Manmadkar – CFO 3. Mr. Sumit Kasat – GM, Corporate Finance and Investor Relations 4. 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 and expansion plans. 2. Company's strategy going forward and focused target markets. 3. In the residential business, the company's focus will be on Mumbai, Pune and Bengaluru markets, followed by NCR and Hyderabad. 4. Overall industry sentiments and impact on demand due to demonetisation, GST and RERA. 5. Affordable Housing - project tenure, sales volume, cost of construction, Govt. initiatives & subsidies, demand potential, new projects and approvals. 6. Discussion on strategic partnerships with International Finance Corporation (IFC) for Industrial parks & HDFC Capital for Affordable Housing platform and their benefits. 7. Walkthrough the financials of MLDL, especially on debt and equity.
Any other comments	No