

MAHINDRA LIFESPACE DEVELOPERS LIMITED

CIN: L45200MH1999PLC118949

REGD. OFFICE: 5TH FLOOR, MAHINDRA TOWERS, WORLI, MUMBAI 400 018

Tel: 6747 8600 /6747 8601 Fax: 2497 5084 Website: www.mahindralifespaces.com

Recording of discussion with Analysts, Brokers or Institutional Investors

Date of the meeting	February 07, 2018
Type of meeting	One-on-one analyst meeting
Investor / Analysts Fund / Firm	Representatives from HDFC Securities Ltd.: 1. Mr. Dipen Sheth – Head - Institutional Research 2. Mr. Parikshit Kandpal – Research Analyst 3. Mr. Kunal Bhandari – Research Analyst
Company Representatives	1. Mr. Jayant Manmadkar – Chief Financial Officer 2. Mr. Sumit Kasat – GM, Corporate Finance and Investor Relations 3. 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 and Investor Presentation was discussed
Gist of discussions	<ol style="list-style-type: none"> 1. Brief company overview, our business verticals, projects in pipeline, cashflow potential, expansion plans and new projects. 2. Overall industry sentiments, market demand and implications of GST and RERA for developers and customers. 3. Company's growth objectives, focused target markets, land acquisition approaches and new project launches. 4. Company's strategy to improve capital efficiency through balanced & capital light approach. 5. Discussion on strategic partnerships with International Finance Corporation (IFC) for Industrial parks & HDFC Capital for Affordable Housing platform and their benefits. 6. Experience in residential and integrated cities business - planning & execution, cost of construction, sales of existing projects, tax benefits, demand potential, new projects and opportunities. 7. Walkthrough the financials of MLDL, especially on sales, networth and debt levels.
Any other comments	No