

**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	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"> <li>1. Brief company overview, our business verticals, projects in pipeline, cashflow potential, expansion plans and new projects.</li> <li>2. Overall industry sentiments, market demand and implications of GST and RERA for developers and customers.</li> <li>3. Company's growth objectives, focused target markets, land acquisition approaches and new project launches.</li> <li>4. Company's strategy to improve capital efficiency through balanced &amp; capital light approach.</li> <li>5. Discussion on strategic partnerships with International Finance Corporation (IFC) for Industrial parks &amp; HDFC Capital for Affordable Housing platform and their benefits.</li> <li>6. Experience in residential and integrated cities business - planning &amp; execution, cost of construction, sales of existing projects, tax benefits, demand potential, new projects and opportunities.</li> <li>7. Walkthrough the financials of MLDL, especially on sales, networth and debt levels.</li> </ol>
Any other comments	No