

**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 08, 2018
Type of meeting	One-on-one analyst meeting
Investor / Analysts Fund / Firm	Representatives from Kotak Securities Ltd.: 1. Mr. Samar Sarda – Senior Analyst
Company Representatives	1. Ms. Anita Arjundas – Managing Director 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, projects in pipeline, cashflow potential, expansion plans and new projects.</li> <li>2. Company's growth objectives, land acquisition approaches and new project launches.</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. 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>5. Walkthrough the financials of MLDL, especially on sales, networth and debt levels.</li> </ol>
Any other comments	No