

MAHINDRA LIFESPACE DEVELOPERS LIMITED

CIN: L45200MH1999PLC118949

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Recording of discussion with Analysts, Brokers or Institutional Investors

Date of the meeting	February 19, 2018
Type of meeting	Conference call meeting
Investor / Analysts Fund / Firm	Representatives from NT Asset Management.: 1. Mr. Vikas Sharda – India Specialist
Company Representatives	1. Mr. Sumit Kasat – GM, Corporate Finance and Investor Relations 2. Ms. 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, cashflow potential, expansion plans, new projects and launches. 2. Company's strategy going forward in each business vertical and focused target markets. 3. Discussion on strategic partnerships with International Finance Corporation (IFC) for Industrial Parks & HDFC Capital for Affordable Housing platform and their benefits. 4. Launch of Origins brand for Industrial Parks - Site development commenced at North Chennai and approvals in process at Ahmedabad project. 5. In the Integrated Cities & Industrial Clusters business, the Company is looking at pre-aggregated land parcels to reduce holding costs and improve capital efficiency. 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. 7. Walkthrough the financials of MLDL, especially on networth and debt levels.
Any other comments	No