

MAHINDRA LIFESPACE DEVELOPERS LIMITED

CIN: L45200MH1999PLC118949

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Recording of discussion with Analysts, Brokers or Institutional Investors

Date of the meeting	February 28, 2018
Type of meeting	One-on-one analyst meeting
Investor / Analysts Fund / Firm	Representatives from Systematix Shares & Stocks (I) Ltd.: 1. Mr. Abhishek Lodhiya – AVP, Institutional Equities
Company Representatives	1. Mr. Sumit Kasat – GM, Corporate Finance & Investor Relations 2. 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, growth objectives and new projects. 2. 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. 3. In the Integrated Cities & Industrial Clusters business, the Company is looking at pre-aggregated land parcels to reduce holding costs and improve capital efficiency. 4. Discussion on strategic partnerships with International Finance Corporation (IFC) for Industrial parks & HDFC Capital for Affordable Housing platform and their benefits. 5. Launch of 'Origins by Mahindra World City' a brand for Industrial Clusters - Site development commenced at North Chennai and approvals in process at Ahmedabad project. 6. Launch of 'Happinest Palghar' project on 15th February 2018 - the first affordable housing project to be undertaken by a joint platform between the Company and HDFC Capital. 7. Walkthrough the financials of MLDL, especially on sales, networth and debt levels.
Any other comments	No