

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	March 20, 2018 (Systematix Real Estate & Housing Day Conference)	
Type of meeting	Group Meetings with various participants	
Investor / Analysts Fund / Firm	Representatives from following organisations/funds participated	
	Company Name	Participants Name
	DSP Blackrock Investment Managers Pvt. Ltd.	Chinmay Sapre
	Renaissance Investment Managers Pvt. Ltd.	Manish Poddar
	GeeCee Investments	Rajiv Pathak
	Motilal Oswal Asset Management Co. Ltd.	Kunal Jadhvani
	A-Square Investment Advisors LLP	David Pezarkar
	White Oak Capital Management	Ayush Abhijeet
	ASK Investment Managers Pvt. Ltd.	Prateek Agrawal & Sumit Jain
	Astute Investment Management	Saurabh Jain & Aman Vij
	Crest Wealth Management Pvt. Ltd.	K. R. Senthilnathan
	HDFC Asset Management Co. Ltd.	Amit Golchha
	Mirae Asset Global Investments (I) Pvt. Ltd.	Bharti Sawant
	Citigate Dewe Rogerson Communications Ltd.	Varun Divadkar
	Girik Wealth Advisors Pvt. Ltd.	Harsh Saraswat & Yash Somani
	Solidarity Advisors Pvt. Ltd.	Manjit Buaria
	Ohm Portfolio Equi Research Pvt. Ltd.	Jayesh Shah & Naitik Mody
	Proalpha Systematic Capital	Mehul Patel
	Jayashankar Nair & Rohit Vaidyanathan	
	Ronak Raichura	
	Danesh Mistry	
Company Representatives	<ol style="list-style-type: none"> Mr. Sumit Kasat – GM, Corporate Finance & Investor Relations 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 was discussed	
Discussion Highlights	<ol style="list-style-type: none"> Brief company overview, our business verticals, projects in pipeline, cashflow potential, expansion plans and new projects. Overall industry sentiments and impact on demand due to demonetisation, GST and RERA. Company's growth objectives, land acquisition approaches and new project launches. Company's strategy to improve capital efficiency through balanced & capital light approach. Discussion on strategic partnerships with International Finance Corporation (IFC) for Industrial Parks & HDFC Capital for Affordable Housing platform and their benefits. In the Integrated Cities & Industrial Clusters business, the Company is looking at pre-aggregated land parcels to reduce holding costs and improve capital efficiency. 	



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	<ol style="list-style-type: none">7. 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.8. 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.9. 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.10. Affordable Housing – tenure, sales volume, technology, cost of construction, government initiatives & subsidies, demand potential, new projects and approvals.11. Walkthrough the financials of MLDL especially on sales, networth and debt levels.
Any other comments	No