

MAHINDRA LIFESPACE DEVELOPERS LIMITED

CIN: L45200MH1999PLC118949

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Recording of discussion with Analysts, Brokers or Institutional Investors

Date of the meeting	May 10, 2018
Type of meeting	One-on-one analyst meeting
Investor / Analysts Fund / Firm	Representatives from Renaissance Investment Manager Pvt. Ltd.: 1. Mr. Pankaj Murarka – Founder & CIO 2. Mr. Manish Poddar – Senior Analyst
Company Representatives	1. Mr. Sumit Kasat – General Manager, 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 was discussed
Gist of discussions	<ol style="list-style-type: none"> 1. Brief company overview, our business verticals, projects in pipeline, expansion plans, new launches and new projects. 2. Company's strategy going forward in each business vertical, Land acquisition approach 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. In the integrated cities & industrial clusters segment, the company is looking at pre-aggregated land parcels to reduce holding costs and improve capital efficiency. 5. 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. 6. Walkthrough the financials of MLDL and its subsidiaries, especially on net worth and debt levels. 7. Overall industry sentiments and implications of GST and RERA for developers and customers.
Any other comments	No