

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	June 04, 2018 (Trinity India 2018 - B&K's Annual Investor Conference)	
Type of meeting	Group Meetings with various participants	
Investor / Analysts Fund / Firm	Representatives from following organisations/funds participated	
	Company Name	Participants Name
	Alquity Investment Management Ltd.	Aaron Armstrong
	Doric Capital	Rajesh Ranganathan
	Stewart Investors	Chris Grey
	Aditya Birla Sunlife Mutual Fund	Chanchal Khandelwal
	Ellara Capital	Gaurav Lohiya
	Goldman Sachs	Niraj Mansingka
	ICICI Prudential Life Insurance Company Ltd.	Akalp Gupta
	ICICI Prudential Life Insurance Company Ltd.	Prateek Pareek
	ICICI Prudential MF	Manasvi Shah
	Principal PNB AMC Pvt. Ltd.	Ashish Aggarwal
	SBI Mutual Fund	Rohit Shimpi
	Star Union	Rahul Daiichi
	Tata Investment Corporation Ltd.	Shatayu Mehta
	Taurus MF	Manisha Porwal
	Kotak Mahindra AMC Ltd.	Nalin Bhatt
Kotak Mahindra AMC Ltd.	Pankaj Tibrewal	
Habrok Capital Management LLP.	Rahul Khanna	
DSP BlackRock Investment Managers Pvt. Ltd.	Apoorva Shah	
Company Representatives	<ol style="list-style-type: none"> 1. Mr. Jayant Manmadkar – Chief Financial Officer 2. Mr. Sumit Kasat – General Manager, 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 was discussed	
Discussion Highlights	<ol style="list-style-type: none"> 1. Brief company overview, our business verticals, projects in pipeline, expansion plans, forthcoming launches and new projects. 2. Company's strategy going forward in each business vertical and focused target markets. 3. Company's growth objectives, land acquisition approaches and new project launches. 4. Company's strategy to improve capital efficiency through balanced & capital light approach. 5. Discussion on strategic partnerships with International Finance Corporation (IFC) for Industrial Parks and HDFC Capital for Affordable Housing platform and its benefits. 6. In the Integrated Cities & Industrial Clusters business, the Company is looking at pre-aggregated land parcels to reduce holding costs and improve capital efficiency. 7. 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. 	



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	<ol style="list-style-type: none">8. Affordable Housing – tenure, sales volume, technology, cost of construction, government initiatives & subsidies, demand potential, new projects and approvals.9. Walkthrough the financials of MLDL especially on sales, cashflows, net worth and debt levels10. Overall industry sentiments, market demand and implications of demonitisation, GST and RERA for developers and customers
Any other comments	No