

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 26, 2018
Type of meeting	One-on-one analyst meeting
Investor / Analysts Fund / Firm	Representatives from Tata Investment Corporation Ltd.: Mr. Amit Dalal – Executive Director
Company Representatives	<ol style="list-style-type: none"> 1. Ms. Anita Arjundas – Managing Director 2. Ms. Sangeeta Prasad – Chief Executive Officer 3. Mr. Jayant Manmadkar – Chief Financial Officer 4. Mr. Sumit Kasat – General Manager, Investor Relations 5. Ms. Ruchika Jain – Manager, Business Analytics & Investor Relations
Did the discussions involved revealing any UPI	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, forthcoming launches and new projects. 2. Company's strategy going forward in each business vertical, Land acquisition approach, focused target markets and overall industry sentiments. 3. Recent developments: <ol style="list-style-type: none"> a) Launch of a new project 'ROOTS' in Kandivali (E), Mumbai on 22nd June 2018. b) MWC Jaipur inaugurated the Multi-product SEZ on 14th June 2018. c) MWC Jaipur entered into strategic partnership with IFC for industrial development. d) MBDL becomes a wholly owned subsidiary through acquisition of 15000 equity shares effective from 28th May 2018. 4. Walkthrough the financials of MLDL and its subsidiaries, especially on net worth and debt levels.
Any other comments	No

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Date of the meeting	June 26, 2018
Type of meeting	Conference call
Investor / Analysts Fund / Firm	Mr. Ranjeet Hingorani (existing shareholder)
Company Representatives	<ol style="list-style-type: none"> 1. Ms. Sangeeta Prasad – Chief Executive Officer 2. Mr. Sumit Kasat – General Manager, Investor Relations 3. Ms. Ruchika Jain – Manager, Business 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, current developments, projects in pipeline, expansion plans, new launches and new projects. 2. In the integrated cities & industrial clusters segment, the company is looking at pre-aggregated land parcels to reduce holding costs and improve capital efficiency. 3. 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. 4. Recent developments: <ol style="list-style-type: none"> a) Launch of a new project 'ROOTS' in Kandivali (E), Mumbai on 22nd June 2018. b) MWC Jaipur inaugurated the Multi-product SEZ on 14th June 2018. c) MWC Jaipur entered into strategic partnership with IFC for industrial development. 5. Walkthrough the financials of MLDL and its subsidiaries, especially on net worth & debt levels.
Any other comments	No

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Recording of discussion with Analysts, Brokers or Institutional Investors

Date of the meeting	June 26, 2018
Type of meeting	One-on-one analyst meeting
Investor / Analysts Fund / Firm	Representatives from Anand Rathi: Mr. Prem Khurana – Research Analyst
Company Representatives	<ol style="list-style-type: none"> 1. Ms. Sangeeta Prasad – Chief Executive Officer 2. Mr. Sumit Kasat – General Manager, Investor Relations 3. Ms. Ruchika Jain – Manager, Business 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 objectives, key initiatives, 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. Recent developments: <ol style="list-style-type: none"> a) Launch of a new project 'ROOTS' in Kandivali (E), Mumbai on 22nd June 2018. b) MWC Jaipur inaugurated the Multi-product SEZ on 14th June 2018. c) MWC Jaipur entered into strategic partnership with IFC for industrial development. d) MBDL becomes a wholly owned subsidiary through acquisition of 15000 equity shares effective from 28th May 2018. 5. Walkthrough the financials of MLDL and its subsidiaries, especially on net worth and debt levels. 6. Overall industry sentiments and implications of GST and RERA for developers and customers.
Any other comments	No