

MAHINDRA LIFESPACE DEVELOPERS LIMITED

CIN: L45200MH1999PLC118949

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Recording of discussion with Analysts, Brokers or Institutional Investors

Date of the meeting	June 04, 2018
Type of meeting	One-on-one analyst meeting
Investor / Analysts Fund / Firm	Representatives from ICICI Prudential Life Insurance Co. Ltd.: 1. Mr. Shiladitya Dasgupta – Senior VP, Investments 2. Mr. Prateek Pareek – Senior Manager, Investments
Company Representatives	1. Mrs. Sangeeta Prasad – Chief Executive Officer 2. Mr. Sumit Kasat – General Manager, Investor Relations 3. Mrs. 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, overall performance, project portfolio, expansion plans, forthcoming launches and new projects. 2. Company's strategy and objectives going forward in each business vertical, land acquisition approach and focused target markets. 3. In the integrated cities & industrial clusters segment, the company is looking at pre-aggregated land parcels to reduce holding costs and improve capital efficiency. 4. 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. 5. 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. 6. Overall industry sentiments and implications of GST and RERA for developers and customers.
Any other comments	No