

MAHINDRA LIFESPACE DEVELOPERS LIMITED

CIN: L45200MH1999PLC118949

REGD. OFFICE: 5TH FLOOR, MAHINDRA TOWERS, WORLI, MUMBAI 400 018

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Recording of discussion with Analysts, Brokers or Institutional Investors

Date of the meeting	June 12, 2018
Type of meeting	Concal meeting
Investor / Analysts Fund / Firm	Representatives from Capital World Investors: 1. Mr. Shlok Melwani – Investment Analyst
Company Representatives	1. Mr. Sumit Kasat – General Manager, Investor Relations 2. 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	1. Overall industry sentiments and implications of recent developments in Indian real estate market such as RERA, GST, and changes in accounting principles. 2. Company's strategy to improve capital efficiency through balanced & capital light approach. 3. Company's growth objectives and land acquisition approach going forward. 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.
Any other comments	No