

MAHINDRA LIFESPACE DEVELOPERS LIMITED

CIN: L45200MH1999PLC118949

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Recording of discussion with Analysts, Brokers or Institutional Investors

Date of the meeting	July 20, 2018
Type of meeting	One-on-one analyst meeting
Investor / Analysts Fund / Firm	Representatives from Deutsche Bank: 1. Mr. Nilesh Navlakha – Managing Director, Equities (South Asia & ASEAN) 2. Mr. Pratik Gupta – Managing Director, Equities India 3. Mr. Bijay Kumar – Vice President, India Equity Strategy
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	<ol style="list-style-type: none"> 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 going forward and focused target markets. 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. Company's growth aspirations, key initiatives undertaken and land acquisition approach going forward. 5. Company's strategy to improve capital efficiency through balanced & capital light approach. Discussion on company's various strategic partnerships and their benefits. 6. Affordable Housing - tenure, planning & execution, sales of existing projects, demand potential and new projects 7. Walkthrough the financials of MLDL and its subsidiaries, especially on cashflow, net worth and debt levels.
Any other comments	No