

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	August 16, 2018
Type of meeting	One-on-one meeting
Investor / Analysts Fund / Firm	Representatives from Kotak Mahindra AMC Ltd.: 1. Mr. Pankaj Tibrewal – Fund Manager, Equity Fund Management 2. Mr. Harish Krishnan – Sr. Vice President, Equity Fund Management 3. Mr. Nalin Bhatt – Vice President, Equity Fund Management
Company Representatives	1. Mr. V. S. Parthasarathy – Group (M&M) Chief Financial Officer 2. Mr. Vinit Bhansali – EA to Group (M&M) Chief Financial 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 UPSI	No
Whether any presentation was made during discussion	Company Profile was discussed
Gist of discussions	1. Discussion on Company's strategy, growth scale, management's focus area and land acquisition approach going forward. 2. Major key initiatives undertaken by the Company to multiply its operations through strengthened BD team and effective new launches. 3. Walkthrough the financials of MLDL, especially on net worth, debt, ROE and ROCE levels. 4. Outlook of M&M Group with respect to Company's objectives and growth aspirations. 5. Overall industry sentiments and market feedback.
Any other comments	No

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Investor / Analysts Fund / Firm	<p>Meeting 1: Representatives from Anand Rathi: Mr. Prem Khurana – Research Analyst Mr. Sujan Hajra – Chief Economist, Executive Director</p> <p>Meeting 2: Representatives from ICICI Direct.: Mr. Deepak Purswani – Research Analyst</p> <p>Meeting 3: Representatives from ICICI Securities Ltd.: Mr. Adhidev Chattopadhyay – Research Analyst</p> <p>Meeting 4: Representatives from ICICI Prudential Life Insurance Co. Ltd.: Mr. Shiladitya Dasgupta – Senior VP, Investments</p>
Company Representatives	<ol style="list-style-type: none"> 1. Mr. V. S. Parthasarathy – Group (M&M) Chief Financial Officer 2. Mr. Vinit Bhansali – EA to Group (M&M) Chief Financial Officer 3. Mr. Jayantt 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 UPSI	No
Whether any presentation was made during discussion	Company Profile was discussed
Gist of discussions	<ol style="list-style-type: none"> 1. Discussion on Company's strategy, growth scale, focused target markets, management's focus area and land acquisition approach going forward. 2. Major key initiatives undertaken by the Company to multiply its operations through strengthened BD team and effective new launches. 3. Walkthrough the financials of MLDL and its subsidiaries, especially on net worth and debt levels. 4. Outlook of M&M Group with respect to Company's objectives and aspirations. 5. Overall industry sentiments and market feedback.
Any other comments	No