

MAHINDRA LIFESPACE DEVELOPERS LIMITED

CIN: L45200MH1999PLC118949

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Recording of discussion with Analysts, Brokers or Institutional Investors

Date of the meeting	August 30, 2018
Type of meeting	One-on-one analyst meeting
Investor / Analysts Fund / Firm	1. Mr. Andy Draycott– Coupland Cardiff Asset Management LLP. 2. Mr. Abhinav Mehra– Coupland Cardiff Management (Singapore) Pte Ltd. 3. Mr. Abhishek Raichura– ICICI Securities Ltd.
Company Representatives	1. Mr. Jayant Manmadkar – Chief Financial 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"> Brief overview on overall performance, project portfolio, management focus area, forthcoming launches and new projects. Discussion on the recent developments of the Company: <ol style="list-style-type: none"> Launch of 2 new mid-premium residential projects: <ul style="list-style-type: none"> 'ROOTS' at Kandivali (E), Mumbai in Jun'18. 'LAKEWOODS' at MWC Chennai in Jul'18. Acquisition of a new land parcel on Kalyan – Bhiwandi Road having a development potential of ~0.83 msft for the affordable housing segment in Jul'18. Inauguration of the Multi-product SEZ at MWC Jaipur in Jun'18. Received funding of Rs.195 crores from the strategic partner - IFC for industrial development at MWC Jaipur in Jul'18. Acquired 30% stake in Mahindra Bebanco Developers Ltd. (MBDL) from BE Billimoria Ltd. (BEBL), making MBDL a 100% subsidiary in May'18. Implications of recent developments such as RERA, GST and changes in accounting principles (INDAS 115) on Indian real estate market. Company's strategy and objectives going forward and focused target markets. Discussion on recent strategic partnerships, key initiatives undertaken, expansion plans and land acquisition approach. Company to multiply its operations through strengthened BD team and effective new launches. Walkthrough the financials of MLDL and its subsidiaries, especially on sales, net worth, debt, ROE and ROCE levels.
Any other comments	No