

**MAHINDRA LIFESPACE DEVELOPERS LIMITED**

CIN: L45200MH1999PLC118949

REGD. OFFICE: 5<sup>TH</sup> 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	November 13, 2018
Type of meeting	One-on-one analyst meeting
Investor / Analysts Fund / Firm	Mr. Mahavir Mehta - Individual Investor
Company Representatives	1. Ms. Sangeeta Prasad - Managing Director & Chief Executive Officer 2. Mr. Jayant Manmadkar - Chief Financial Officer 3. Mr. Sumit Kasat - General Manager, Investor Relations 4. 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	<ul style="list-style-type: none"> <li>• Brief company overview, overall performance, recent progress, project portfolio &amp; project pipeline.</li> <li>• Understand Company's strategy going forward in each business vertical, management's focus area and focused target markets. <ul style="list-style-type: none"> <li>○ In the Integrated Cities &amp; Industrial Clusters segment, the company is looking at pre-aggregated land parcels to reduce holding costs and improve capital efficiency.</li> <li>○ 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.</li> </ul> </li> <li>• Discussion on current developments, key initiatives undertaken, expansion plans and land acquisition approach. Company to multiply its operations through strengthened BD team and effective new launches.</li> </ul>
Any other comments	No

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Date of the meeting	November 13, 2018
Type of meeting	One-on-one analyst meeting
Investor / Analysts Fund / Firm	Representatives from Janus Henderson Investors.: 1. Mr. Nicholas Cowley - Portfolio Manager 2. Mr. Glen Finegan - Head, Global Emerging Markets
Company Representatives	1. Mr. Jayantt Manmadkar - Chief Financial Officer 2. Mr. Sumit Kasat - General Manager, Investor Relations 3. 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	<ul style="list-style-type: none"> <li>• Brief company overview, overall performance, recent progress, project portfolio &amp; project pipeline.</li> <li>• Overall industry sentiments and market feedback.</li> <li>• Implications of recent developments such as Demonetisation, RERA, GST and changes in accounting principles (INDAS 115) on Indian real estate market.</li> <li>• Company's strategy &amp; objectives going forward, management's focus area and focused target markets.</li> <li>• Outlook of M&amp;M Group with respect to Company's objectives and growth aspirations.</li> <li>• Discussion on current developments, strategic partnerships, key initiatives undertaken, expansion plans and land acquisition approach. Company to multiply its operations through strengthened BD team and effective new launches.</li> <li>• Walkthrough the financials of MLDL, especially on sales, margins, net worth, debt, ROE and ROCE levels.</li> </ul>
Any other comments	No