

Brigade Enterprises Limited

Corporate Identity Number (CIN): L85110KA1995PLC019126
Registered Office : 29th & 30th Floors, World Trade Center
Brigade Gateway Campus, 26/1, Dr. Rajkumar Road
Malleswaram-Rajajinagar, Bengaluru - 560 055, India
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BRIGADE

Building Positive Experiences

Ref: BEL/NSEBSE/IP/27092019

27th September, 2019

Listing Department
National Stock Exchange of India Limited
Exchange Plaza,
Bandra Kurla Complex,
Bandra (East),
Mumbai - 400 051
Fax Nos. : 022-26598237/38

Department of Corporate Services - Listing
BSE Limited
P. J. Towers
Dalal Street,
Mumbai - 400 001
Fax Nos.: 022- 22722037/2039

Re. : Scrip Symbol: BRIGADE/Scrip Code: 532929

Dear Sir/Madam,

Sub. : Presentation - Investor Meet

We are enclosing herewith the Presentation made in the Investor Meet as scheduled today in Bangalore.

The presentation is also available on the Company's website www.brigadegroup.com

This is pursuant to Regulation 30 & 46 of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015.

Kindly take the same on your records.

Thanking you,

Yours faithfully,

For **Brigade Enterprises Limited**

P. Om Prakash
Company Secretary & Compliance Officer

Encl.: a/a



Brigade is recognised as one among the best in
Construction & Real Estate Industry.



BRIGADE ENTERPRISES LTD INVESTOR MEET 2019

27th September 2019

Disclaimer:

The information in this presentation contains certain forward-looking statements. These include statements regarding outlook on future development schedules, business plans and expectations of Capital expenditures. These statements are based on current expectations that involve a Number of risks and uncertainties which could cause actual results to differ from those anticipated by the Company.



THE WORLD OF 'BRIGADE'



OVERVIEW

One of India's leading and trusted multi – asset class Real Estate Developers

Residential, Office, SEZ, Retail, Hospitality, Senior Living, Real Estate Tech Accelerator, Brigade Foundation Trust

Completed over 66 Million sft of Developable Area

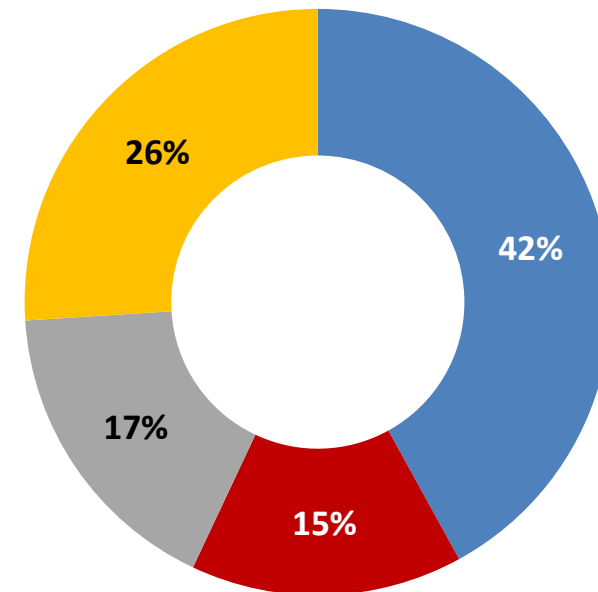
Ongoing Projects of 20 Million sft Saleable Area

10 Million sft Saleable Area planned to be launched within 4 quarters

Strong international and marquee partnerships

Portfolio of over 100 Million Sft

Total Portfolio



- Completed Projects
- Ongoing Projects
- Projects to be Launched
- Land Bank

VISION, MISSION & VALUES

OUR SHARED VISION

To be a World Class Organization in our Products, Processes, People & Performance

OUR SHARED MISSION

To constantly endeavour to be the preferred developer of Residential, Commercial and Hospitality spaces in the markets in which we operate, without compromising on our core values, for the benefit of all our stakeholders

OUR CORE VALUES

QC



- Quality & Customer Centricity

FIRST



- Fairness
- Innovation
- Responsible Socially
- Trust

BOARD OF DIRECTORS



M R Jaishankar
Chairman and Managing Director

- Master's in Business Administration
- Promoter of Brigade Group



Lakshmi Venkatachalam
Independent Director

- MBA Degree from Boston University, USA
- IAS (Retired)



Githa Shankar
Wholetime Director

- Masters in Business Administration.
- Promoter of Brigade Group









Dr. Venkatesh Panchapagesan
Independent Director

- CA, CWA and Alumni IIM Kolkata.
- Faculty at IIM Bangalore

BOARD OF DIRECTORS



| | |
|---|--|
|  | <p>Pavitra Shankar Executive Director</p> <ul style="list-style-type: none">▪ MBA in Real Estate & Finance from Columbia Business School, USA▪ Part of Promoter Group |
|  | <p>Aroon Raman Independent Director</p> <ul style="list-style-type: none">▪ MBA from the Wharton School, University of Pennsylvania, USA.▪ Entrepreneur and Author |
|  | <p>Pradeep Kumar Panja Independent Director</p> <ul style="list-style-type: none">▪ Master's in Science (Statistics)▪ Former Managing Director of SBI |

| | |
|---|---|
|  | <p>Nirupa Shankar Executive Director</p> <ul style="list-style-type: none">▪ Masters of Management in Hospitality from Cornell University.▪ Part of Promoter Group |
|  | <p>Amar Mysore Executive Director</p> <ul style="list-style-type: none">▪ Master's in Engineering from Pennsylvania State University USA.▪ Part of Promoter Group |
|  | <p>Bijou Kurien Independent Director</p> <ul style="list-style-type: none">▪ PG Diploma in Business Management▪ Rich Retail Experience |

EXECUTIVE MANAGEMENT



Roshin Mathew
Executive Director & President –
Engineering



Atul Goyal
Chief Financial Officer



Vineet Verma
Executive Director - Hospitality



Shashie Kumar S
Chief Operating Officer - Retail



Subrata K C Sharma
Chief Operating Officer -
Commercial



Rajendra Joshi
Chief Executive Officer -
Residential

EXECUTIVE MANAGEMENT



Viswa Pratap Desu
Chief Sales officer



Om Prakash
Company Secretary &
Compliance Officer

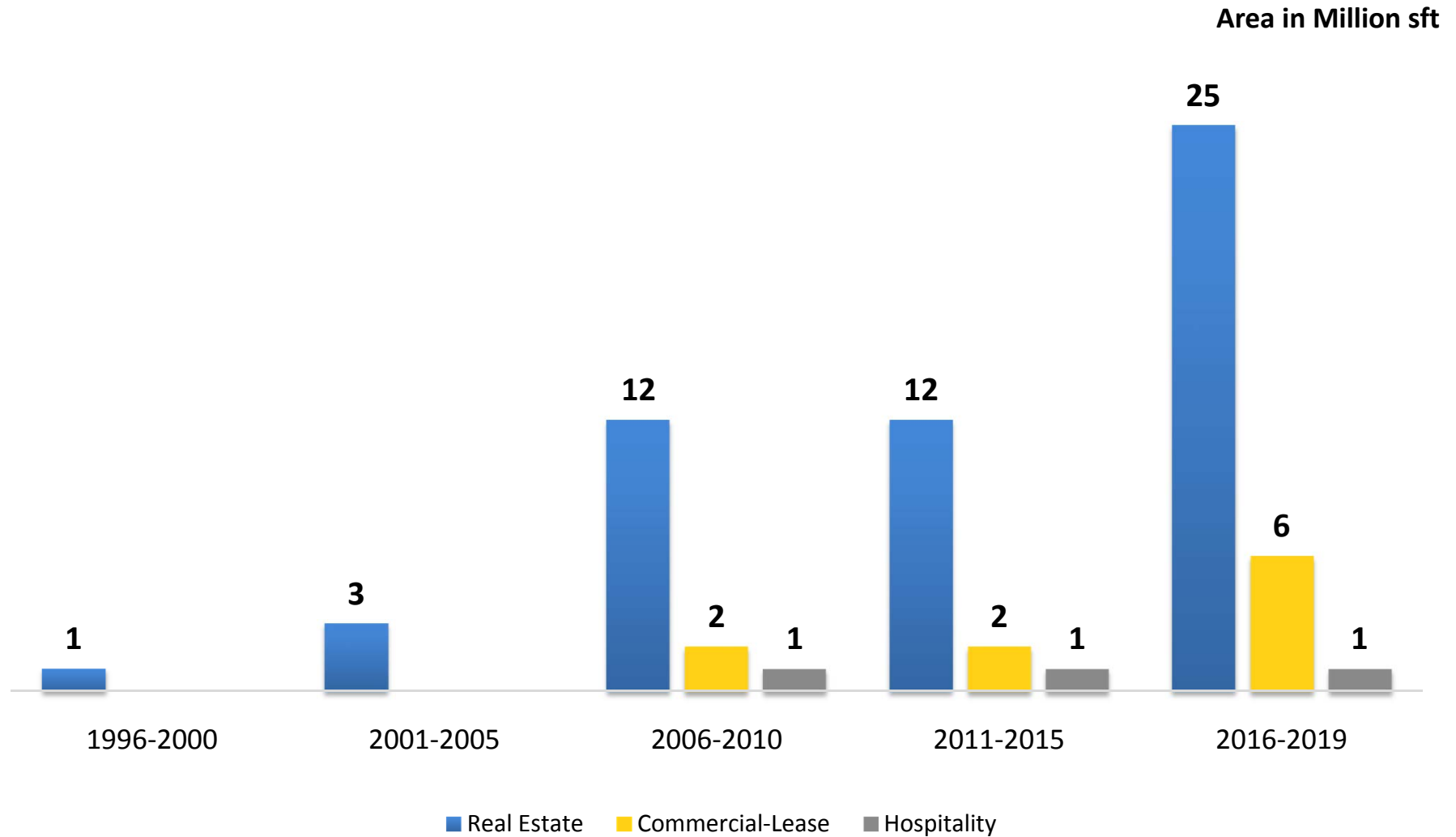


Pramodh Karumbaiah
Chief Human Resource Officer

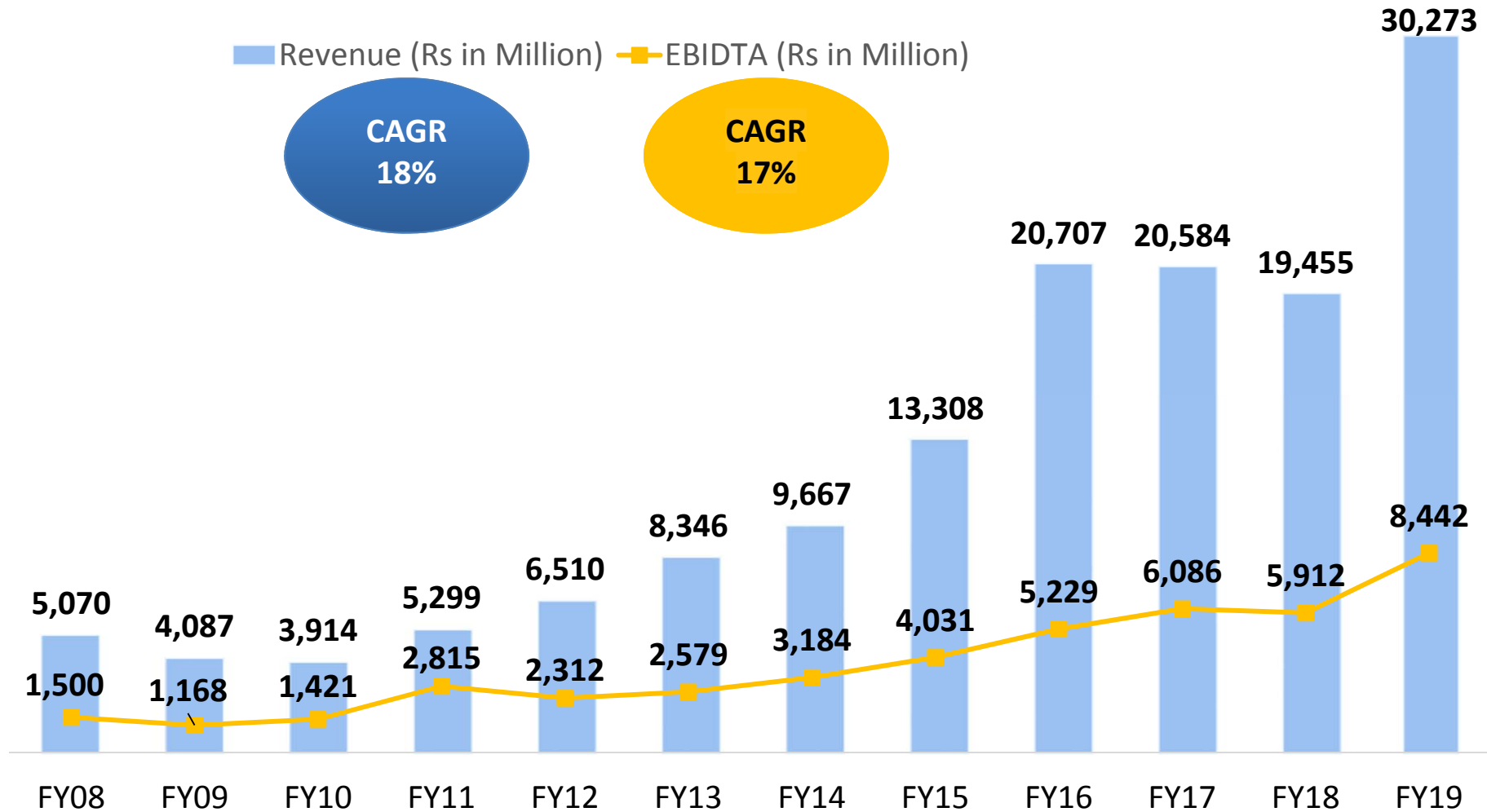


Pradyumna Krishnakumar
Vice President – Chairman's
Office

COMPLETED PROJECTS DELIVERED



PERFORMANCE TREND AFTER LISTING



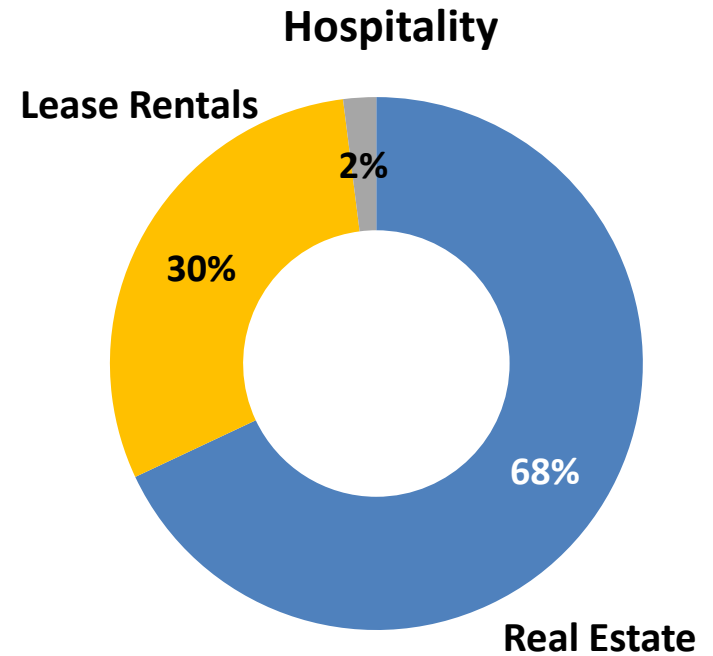
SUMMARY – ONGOING PROJECTS



Area rounded off to nearest million sft

| SEGMENT | AREA | BRIGADE ECONOMIC INTEREST |
|--------------|-----------|---------------------------|
| Real Estate | 13 | 10 |
| Lease Rental | 6 | 3 |
| Hospitality | 1 | 1 |
| Total | 20 | 14 |

PROJECT AREA



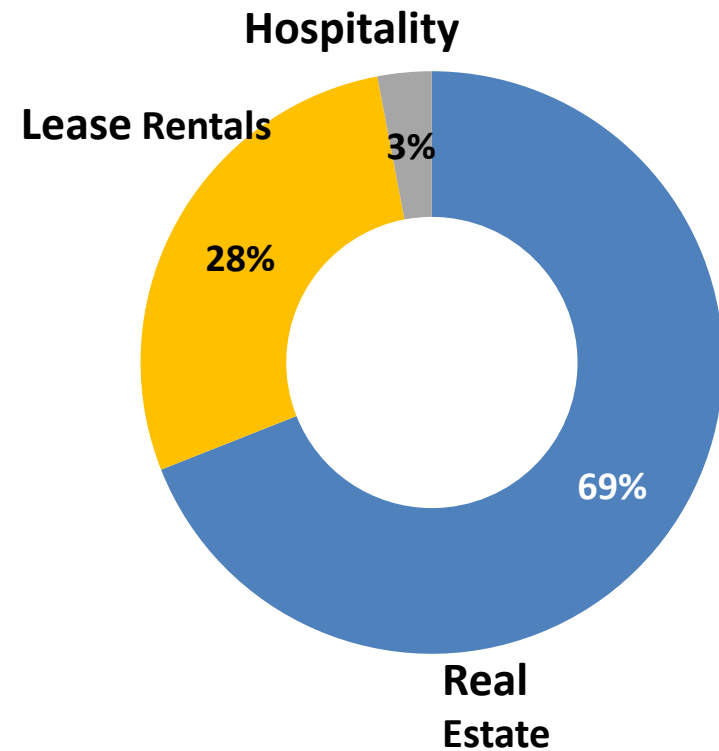
UPCOMING PROJECTS - NEXT 4 QUARTERS



Area rounded off to nearest million sft

| SEGMENT | AREA | BRIGADE ECONOMIC INTEREST |
|--------------|-----------|---------------------------|
| Real Estate | 6 | 4 |
| Lease Rental | 3 | 2 |
| Hospitality | 1 | 1 |
| Total | 10 | 7 |

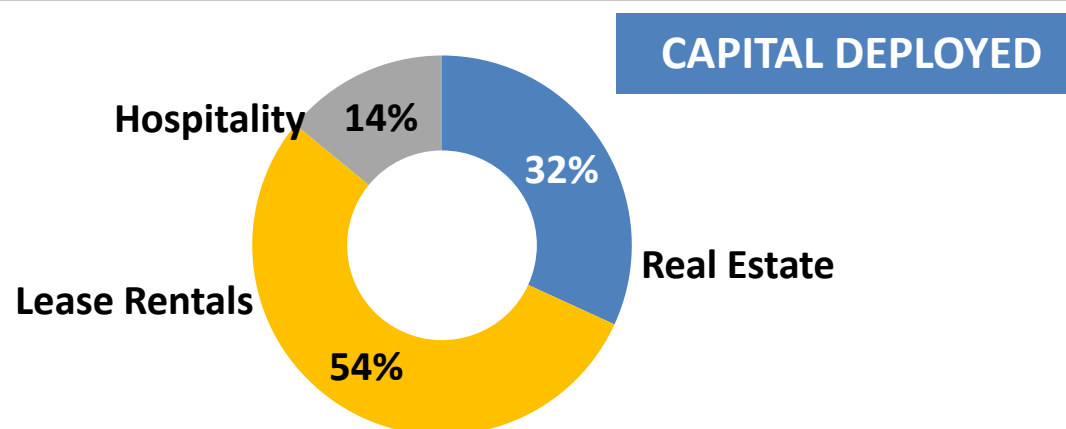
PROJECT AREA



DEPLOYMENT OF FUNDS – JUNE 19

Amounts are in Rs. Million

| SEGMENT | EQUITY | DEBT | CAPITAL EMPLOYED | D/E RATIO | OPERATING CAPITAL EMPLOYED (OCE)* | EBITDA / OCE % |
|----------------------------|---------------|---------------|------------------|-------------|-----------------------------------|----------------|
| Real Estate | 13,552 | 6,807 | 20,359 | 0.53 | 20,759 | 23% |
| Hospitality | 3,795 | 5,370 | 9,165 | 1.31 | 7,647 | 11% |
| Lease Rental | 12,025 | 22,567 | 34,592 | 1.88 | 13,990 | 16% |
| (-) Cash & Cash Equivalent | | 3,425 | | | | |
| Total | 29,372 | 31,319 | 64,115 | 1.07 | 41,996 | 18% |



*Operating Capital Employed = Capital Employed - CWIP

CONSOLIDATED DEBT PROFILE



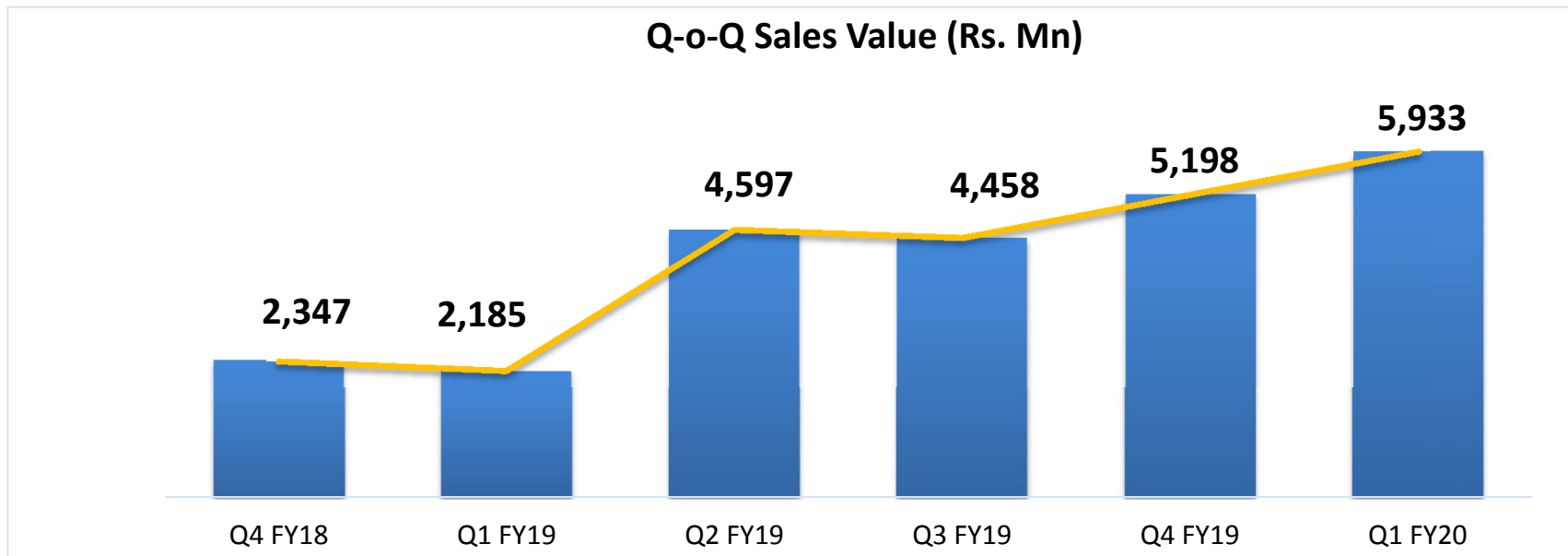
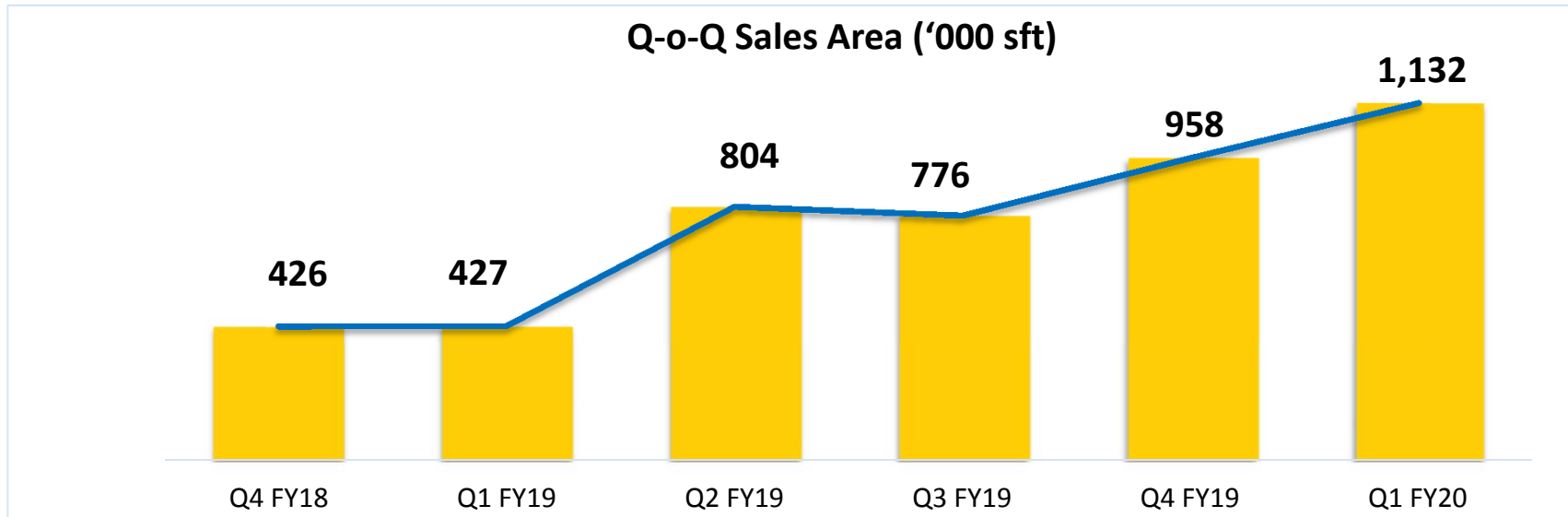
Amounts are in Rs. Million

| PARTICULARS | JUNE-19 |
|---------------------------------|---------|
| Real Estate | 6,807 |
| Hospitality | 5,370 |
| GOP Securitised | 4,370 |
| Capex | 1,000 |
| Leasing | 22,567 |
| Securitised Lease Rental | 12,414 |
| Capex | 10,153 |
| (-) Liquid Investments | 3,425 |
| Net Debt | 31,319 |
| (-) SPV Partner's share of debt | 5,084 |
| Exposure of BEL | 26,235 |
| Cost of Debt | 9.71% |

Rated by ICRA & CRISIL – 'A' Rating

RESIDENTIAL

SALES TREND



RESIDENTIAL DEVELOPMENT MIX

UNSOLD AREA MIX AS ON JUNE-19

| TYPE | BUDGET (Rs.) | TOTAL AREA |
|--------------------|----------------|------------|
| Luxury | > 1.5 Cr | 14% |
| Mid Income | 0.65 to 1.5 Cr | 65% |
| Affordable Housing | <0.65 Cr | 21% |



Brigade Lakefront

UPCOMING LAUNCHES AREA MIX

| TYPE | BUDGET (Rs.) | TOTAL AREA |
|--------------------|----------------|------------|
| Luxury | > 1.5 Cr | 7% |
| Mid Income | 0.65 to 1.5 Cr | 66% |
| Affordable Housing | <0.65 Cr | 27% |



Brigade Cornerstone Utopia

COMMERCIAL LEASE

OFFICE - EXIT RENTALS FY22



Amounts are in Rs. Million

| PARTICULARS | RENT PER ANNUM | BRIGADE ECONOMIC INTEREST |
|---|----------------|---------------------------|
| WTC Bangalore | 800 | 800 |
| Brigade Bhuwalka Icon | 95 | 95 |
| Brigade Opus | 290 | 290 |
| Brigade Broadway | 15 | 15 |
| Brigade Financial Centre @ Gift City | 130 | 130 |
| WTC Kochi | 370 | 370 |
| Others | 20 | 20 |
| Total – A (Operational Projects) | 1,720 | 1,720 |
| Brigade Tech Gardens | 2,235 | 1,140 |
| WTC Chennai | 1,920 | 980 |
| Brigade Southfield | 105 | 105 |
| Total – B (Under Construction) | 4,260 | 2,225 |
| Total C = A + B | 5,980 | 3,945 |

RETAIL - EXIT RENTALS FY22



Amounts are in Rs. Million

| PARTICULARS | RENT PER ANNUM | BRIGADE ECONOMIC INTEREST |
|---|----------------|---------------------------|
| Orion Mall Brigade Gateway | 1,125 | 1,125 |
| Orion Avenue Mall | 70 | 70 |
| Brigade Vantage Chennai | 40 | 40 |
| Total – D (Operational Projects) | 1,235 | 1,235 |
| Orion Uptown Mall | 150 | 150 |
| Total – E (Under Construction) | 150 | 150 |
| Total F = D + E | 1,385 | 1,385 |
| Total (Office + Retail) C+F | 7,365 | 5,330 |

OPERATIONAL ASSETS – JUNE 2019



Area in Million Sft

| PARTICULARS | LEASABLE AREA | LEASED | TO BE LEASED |
|--------------------------------------|---------------|------------|--------------|
| WTC Bangalore | 0.6 | 0.6 | - |
| Brigade Bhuwalka Icon | 0.2 | 0.2 | - |
| Brigade Opus | 0.3 | 0.2 | 0.1 |
| Brigade Financial Centre - GIFT City | 0.3 | - | 0.3 |
| WTC Kochi | 0.8 | 0.5 | 0.3 |
| Brigade Broadway | 0.1 | - | 0.1 |
| Others | 0.1 | 0.1 | - |
| Total Office - A | 2.4 | 1.6 | 0.8 |
| Orion Mall Brigade Gateway | 0.8 | 0.8 | - |
| Orion Avenue | 0.1 | 0.1 | - |
| Brigade Vantage Chennai | 0.1 | 0.1 | - |
| Total Retail - B | 1.0 | 1.0 | - |
| Total (A+B) | 3.4 | 2.6 | 0.8 |



HOSPITALITY

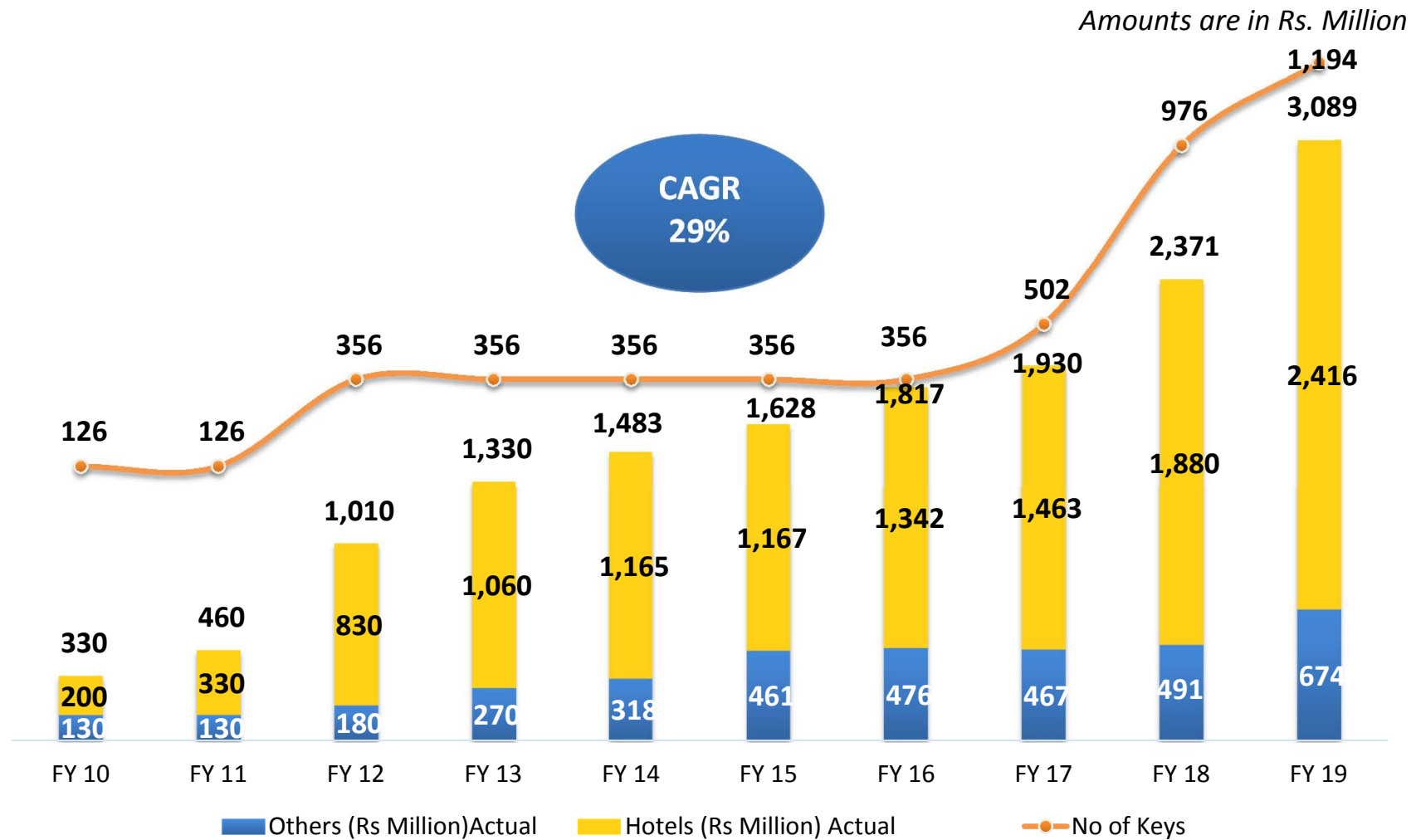
OVERVIEW



| Operator(s) | Brand(s) | Portfolio Properties | Keys |
|-------------|----------|--|---|
| | | Sheraton Grand Bengaluru | 230 |
| | | Four Points by Sheraton Kochi | 218 |
| | | Grand Mercure Bengaluru Mysuru | 126 146 |
| | | ibis Styles Mysuru# BIAL# | 151 139 166 |
| | | | Holiday Inn Chennai* Race Course Bengaluru |
| | | Holiday Inn Express & Suites OMR, Bengaluru# | 129 |
| | | TOTAL | 1,779 |

Under Construction * 50% BHVL ownership, balance with JV partner;

REVENUE TREND - ACTUALS



NEW VENTURES



CoWorking

2,500+ seats
in 4 cities by
end of
FY2020



Accelerator

Asia's first
real estate
proptech



Catering

Meals per
day: 15,000
Senior Living



Facility Mgmt.

~ 7 Million sft
of Office Space
Over 1 Million
sft of Retail

Brigade Enterprises Ltd

29th & 30th Floor, WTC Bangalore,
Brigade Gateway Campus,
26/1, Dr. Rajkumar Road,
Malleswaram-Rajajinagar,
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www.brigadegroup.com

THANK YOU

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