

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, Bangalore - 560 055, India
T 91 80 4137 9200 F 91 80 2221 0784
E enquiry@brigadegroup.com www.brigadegroup.com



BRIGADE

Building Positive Experiences

Ref: BEL/NSEBSE/IP/22052017

22nd May, 2017

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.: Investor Presentation - FY 2016-17

We are enclosing herewith the Investor Presentation titled "Investor Presentation - FY 2016-17".

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 Group

Investor Presentation - FY2016-17

22nd May 2017

(CIN: L85110KA1995PLC019126)



BRIGADE

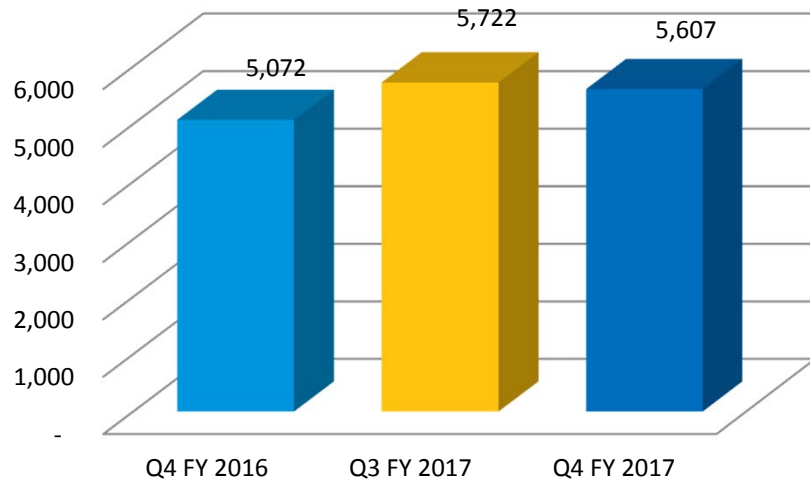
CONSOLIDATED FINANCIAL HIGHLIGHTS

- **FY 2016-17 Revenue was Rs. 20,584 Mn → 1% Decrease over FY 2015-16**
- **PBT for FY 2016-17 is Rs. 2,396 Mn → 10% higher than FY 2015-16**
- **PAT for FY 2016-17 is Rs. 1,664 Mn → 20% higher than FY 2015-16**
- **Unrecognized Revenue on Ongoing Real Estate projects (including unsold) is Rs. 50,079 Mn**
- **Quarter Highlights:-**
 - **Q4 FY 2016-17 Revenue is Rs. 5,607 Mn → 2% Decrease over Q3 FY 2016-17**
 - **PBT for Q4 is Rs. 1,130 Mn → 144% Increase over Q3 FY 2016-17**
 - **PAT for Q4 is Rs. 825 Mn → 161% increase over Q3 FY 2016-17**
- **On-going Real Estate Projects moved to inventory –Brigade Altamont, Brigade Serenity, Brigade Orchards – Aspen & Brigade IRV Centre.**
- **New Projects launched**
 - **Ibis Styles at GIFT City – 0.15 Mn Sft of Developable Area**

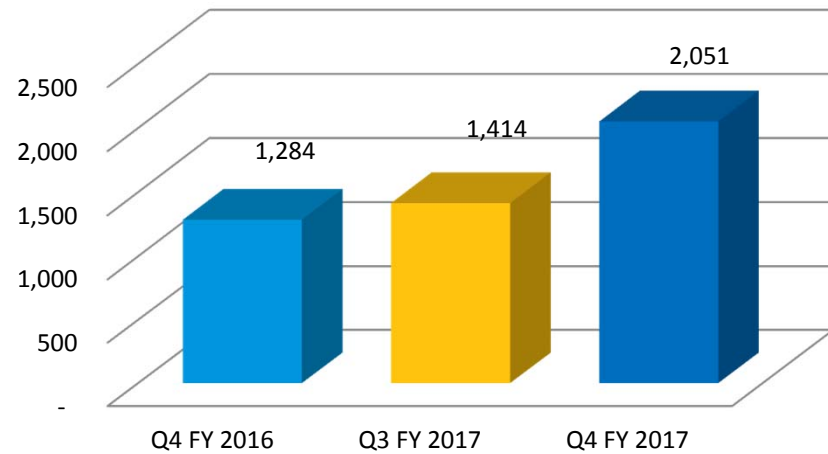
CONSOLIDATED FINANCIALS TREND



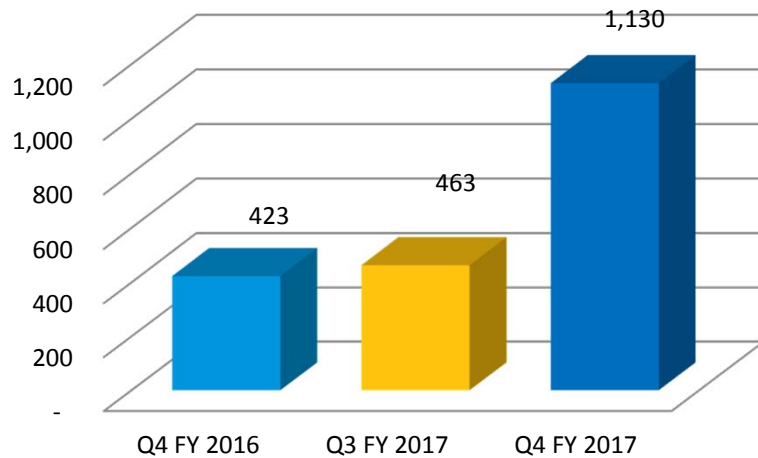
Turnover (Rs. Mn)



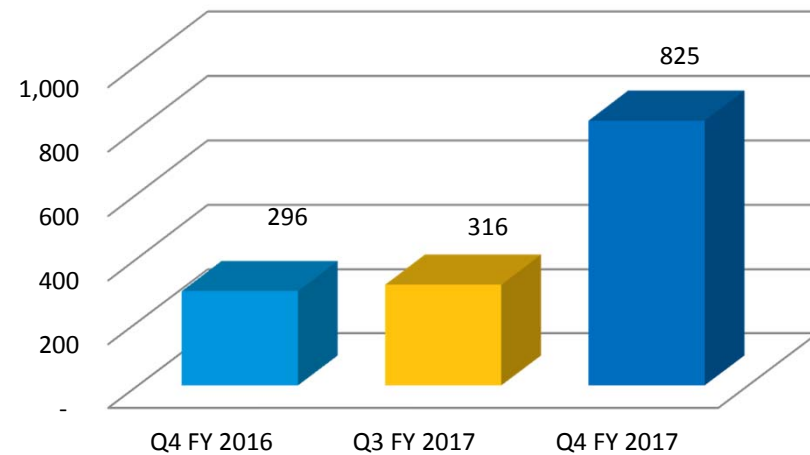
EBITDA (Rs. Mn)



PBT (Rs. Mn)



PAT (Rs. Mn)



CONSOLIDATED (IND-AS) FINANCIALS - SNAPSHOT

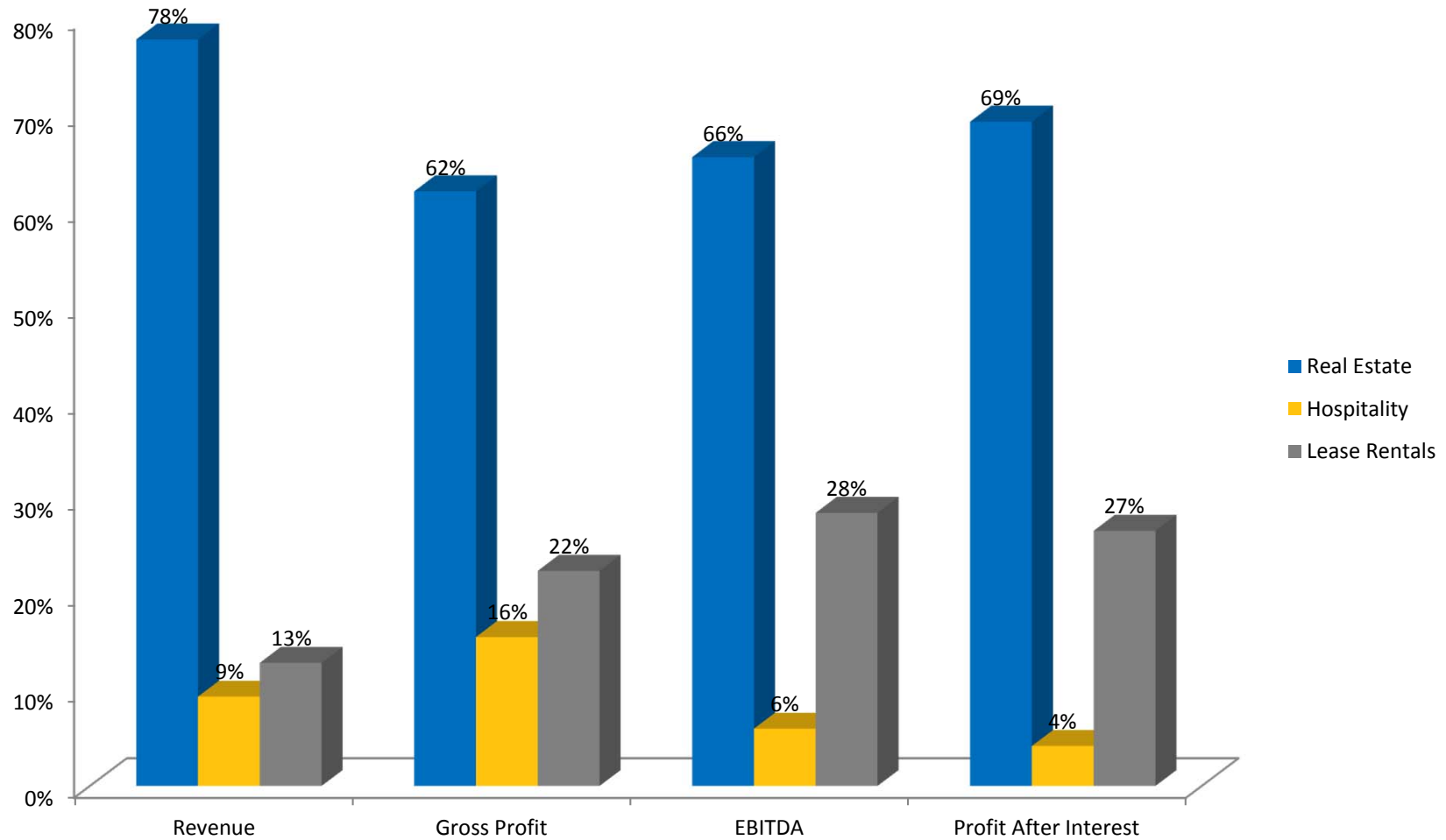
Amount in Rs. Mn

Particulars	FY 2017	FY 2016	FY17 on FY16 (% Inc)	Q4	Q3	Q4	Q4 FY17 on Q3 FY17	Q4 FY17 on Q4 FY16
				FY17	FY17	FY16	(% Inc)	(% Inc)
Turnover	20,584	20,707	-1%	5,607	5,722	5,072	-2%	11%
EBITDA	6,086	5,229	16%	2,051	1,414	1,284	45%	60%
Interest	2,465	1,990	24%	592	647	536	-8%	11%
Profit after Int	3,621	3,239	12%	1,458	768	748	90%	95%
Depreciation	1,226	1,059	16%	328	305	325	8%	1%
PBT	2,396	2,180	10%	1,130	463	423	144%	167%
Tax	732	798	-8%	305	147	127	107%	140%
PAT	1,664	1,383	20%	825	316	296	161%	179%
PAT after MI	1,531	1,239	24%	741	304	252	144%	194%
EBITDA/Revenue	30%	25%		37%	25%	25%		
PBT/Revenue	12%	11%		20%	8%	8%		
PAT/Revenue	8%	7%		15%	6%	6%		

CONSOLIDATED SEGMENT CONTRIBUTION



12 Months ending March 2017



CONSOLIDATED SEGMENT PROFIT ANALYSIS

12 Months ending March 2017

Amount in Rs. Mn

Particulars	Real Estate	Hospitality	Lease Rental	Total
Revenue	15,997	1,930	2,657	20,584
<i>as % of Total</i>	78%	9%	13%	100%
Expenses	9,452	283	284	10,019
Gross profit	6,545	1,647	2,373	10,565
<i>Gross profit Margin %</i>	41%	85%	89%	51%
Admin Expenses	1,191	748	381	2,320
Selling Cost	579	20	122	721
Employee cost	788	513	136	1,436
EBIDTA	3,987	366	1,734	6,086
<i>EBIDTA / Revenue %</i>	25%	19%	65%	30%
Interest	1,482	214	770	2,465
Profit after interest	2,505	152	964	3,621
Depreciation	115	361	749	1,226
PBT	2,390	-209	215	2,396
<i>PBT / Revenue %</i>	15%	-11%	8%	12%
Income Tax				732
PAT				1,664

CONSOLIDATED CASH FLOWS



Direct Method Cash Flows

Amount in Rs. Mn

Particulars	FY 2016	Q1 FY 2017	Q2 FY 2017	Q3 FY 2017	Q4 FY2017	FY 2017
<u>Operating Activities</u>						
Total Collections	19,526	4,456	5,172	5,741	5,475	20,844
Construction Cost	11,392	2,851	2,673	2,521	2,678	10,723
LO Payments	415	151	207	260	198	816
Employee and Admin Expenses	1,514	349	481	391	638	1,859
Sales & Marketing Expenses	926	319	194	177	245	935
Statutory Payments	1,374	204	493	419	562	1,579
Other Expenses & Payments	382	22	55	73	55	304
Net Cash Flow from Operating Activities	3,523	560	1,069	1,900	1,099	4,628

Contd....

CONSOLIDATED CASH FLOWS (CONTD.)

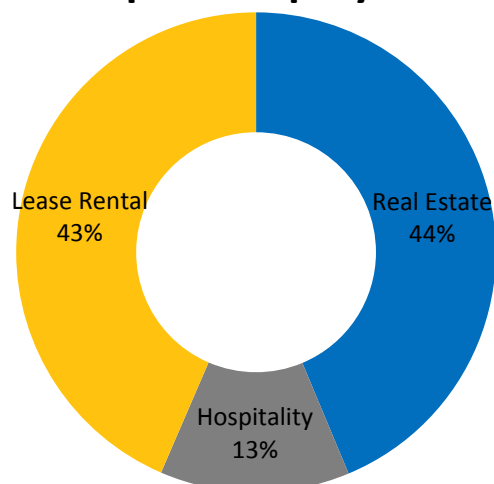
Direct Method Cash Flows

Amount in Rs. Mn

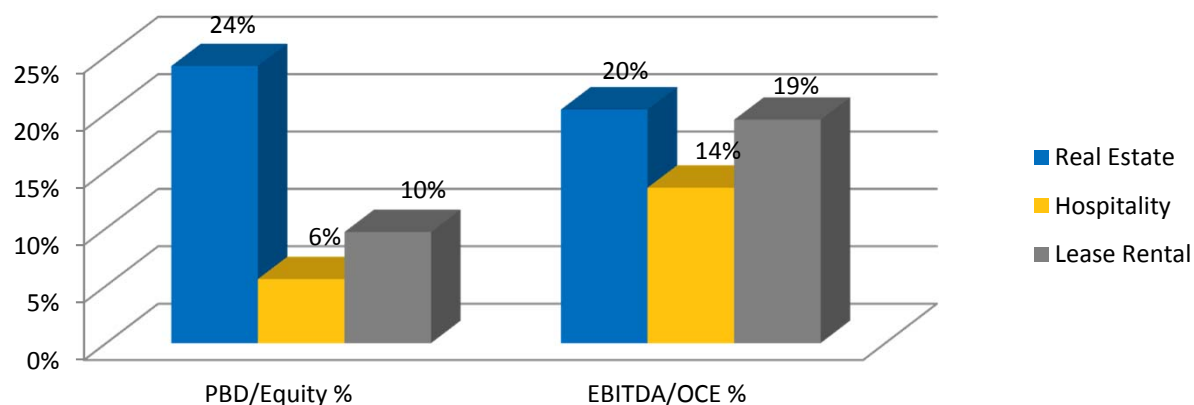
Particulars	FY 2016	Q1 FY 2017	Q2 FY2017	Q3 FY2017	Q4 FY2017	FY 2017
<u>Investment Activities</u>						
Cash from Investment Activities	2,082	312	199	343	92	946
Construction Cost (CWIP)	2,085	606	679	614	1,195	3,094
Investment in Land/JD/JV/TDR	6,957	94	694	501	197	1,486
Other Investments	1,788	336	120	37	178	671
Net Cash Flow from Investment Activities	-8,748	-724	-1,294	-809	-1,478	-4,305
<u>Financing Activities</u>						
Debt Drawdown	14,521	2,633	2418	2,360	2,769	10,180
Share Issue / Shareholder Debt	3,152	2	0	21	56	79
Advances received back				18	0	18
Dividend Payment	450	0	0	0	0	0
Debt Repayment	8,356	1,807	1,910	2,958	1,983	8,658
Interest Payment	1,646	562	502	551	491	2,114
Debenture Redemption	1,565	0	0	0	0	0
Net Cash Flow from Financing Activities	5,656	258	6	-1110	351	-495
Net Cash Flows for the Period	431	94	-219	-19	-28	-172

DEPLOYMENT OF FUNDS - CONSOLIDATED

Capital Employed



Profitability Ratios



Figures as on March 2017; Amounts are in Rs. Mn

Segment	Equity	Debt	Capital Employed	D/E Ratio	PBD / Equity %	Operating Capital Employed (OCE)	EBITDA / OCE %
Real Estate	10,383	9,221	19,604	0.88	26%	19,604	22%
Hospitality	2,732	3,002	5,734	1.10	6%	2,707	14%
Lease Rental	9,941	9,550	19,491	0.96	10%	8,881	19%
Less: Cash Balance		2,240					
Total	23,091	19,533	44,864	0.85	16%	31,226	19%

PBD = Profit Before Depreciation & Tax (After Interest)

CONSOLIDATED DEBT PROFILE



Amount in Rs. Mn

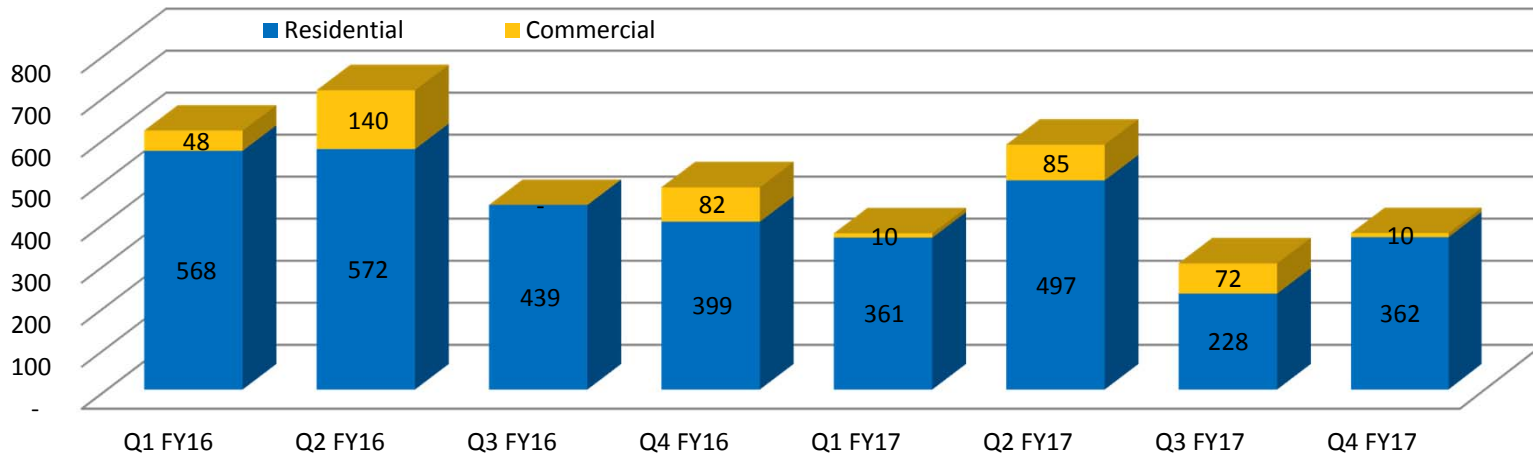
Particulars	March 2016	December 2016	March 2017
Real Estate	9,647	9,312	9,221
Hospitality	1,696	2,634	3,001
Lease Rental	8,647	8,904	9,550
Gross Debt	19,990	20,849	21,772
Cost of Debt	10.9%	10.57%	10.39%
Credit Rating	CRISIL "A" ICRA "A"	CRISIL "A" ICRA "A"	CRISIL "A" ICRA "A"

Note: The gross debt figure for March 2017 includes Rs. 3,141 Mn debt taken in SPVs where BEL has ~51% share

SALES VOLUME ANALYSIS



Quarterly Area Sales



All figures are in '000 sft

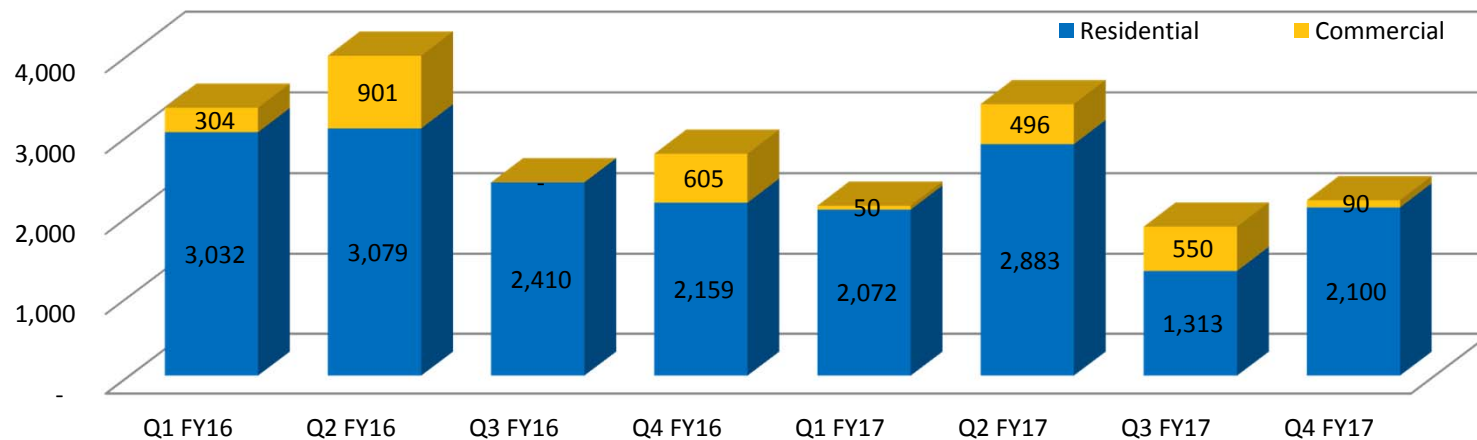
	FY 2015-16					FY 2016-17				
	Q1	Q2	Q3	Q4	Year	Q1	Q2	Q3	Q4	Year
Residential	568	572	439	399	1,978	361	497	228	362	1,449
Commercial	48	140	0	82	271	10	85	72	10	177
Total	616	712	439	481	2,249	371	582	300	372	1,626

Note: All Sales exclude Land Owner unit sales; FY17 sales of Land Owner share was 1,99,799 sft

SALES VALUE ANALYSIS



Quarterly Sales Value



All Amounts in Rs. Mn except Average Rate/SFT which is in INR

	FY 2015-16					FY 2016-17				
	Q1	Q2	Q3	Q4	YTD	Q1	Q2	Q3	Q4	YTD
Residential	3,032	3,079	2,410	2,159	10,680	2,072	2,883	1,313	2,100	8,368
Commercial	304	901	0	605	1,810	50	497	550	90	1,187
Total	3,336	3,980	2,410	2,764	12,490	2,122	3,380	1,863	2,190	9,555
Avg Rate/SFT	5,415	5,591	5,485	5,741	5,554	5,715	5,808	6,210	5,887	5,876
% Inc in Ave Rate	9%	3%	-2%	5%	9%	0%	1%	7%	-5%	6%

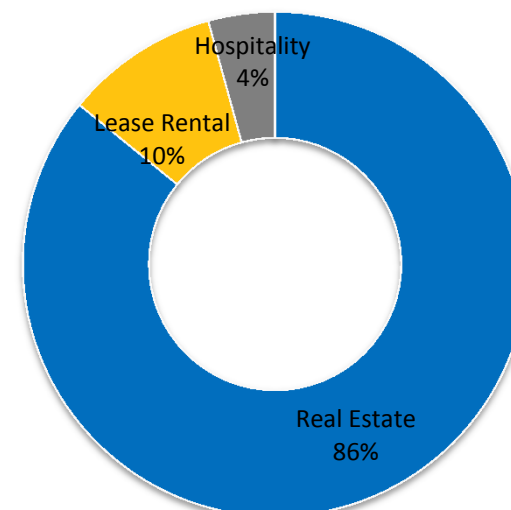
Note: All Sales exclude Land Owner unit sales; FY17 sales of Land Owner share was Rs. 1126 Mn

Average rate per SFT increased 6% YoY

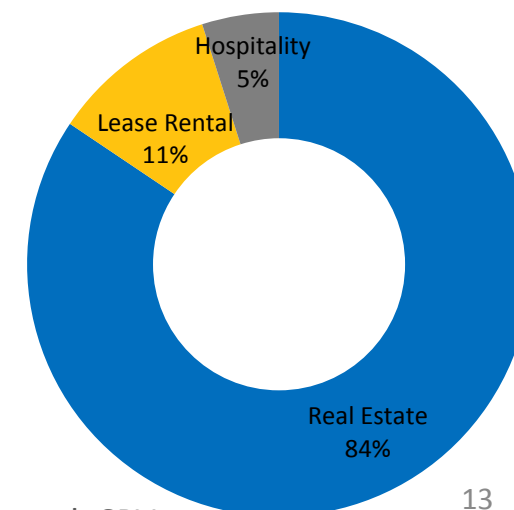
ONGOING PROJECTS - SUMMARY

Projects	Area in '000 sft		
	Project Area	LO/JV share	Co Share
Real Estate projects	11,955	2,670	9,285
Brigade Orchards *	2,938	1,468	1,469
Brigade Cosmopolis *	1,539	754	785
Total Real Estate	16,432	4,892	11,539
WTC, Kochi - Phase 2	385	-	385
Brigade Vantage Chennai	133	66	66
Brigade Bhuwalka Icon	376	188	188
Brigade Broadway	125	88	38
Brigade Opus	319	-	319
GIFY City Tower 1*	267	-	267
Brigade Orion OMR	283	85	198
Total Lease Rental	1,888	427	1,461
Holiday Inn-Chennai*	229	114	114
Four Points by Sheraton, Kochi	188	-	188
Holiday Inn Express	169	-	169
Ibis styles – GIFT City*	145	-	145
Holiday Inn Express at Golden Triangle	87	26	61
Total Hospitality	818	140	677
Grand Total	19,138	5,459	13,677

Total Project Area



Company Share Project Area



* Through SPV

SYNOPSIS OF ONGOING PROJECTS –MARCH 2017



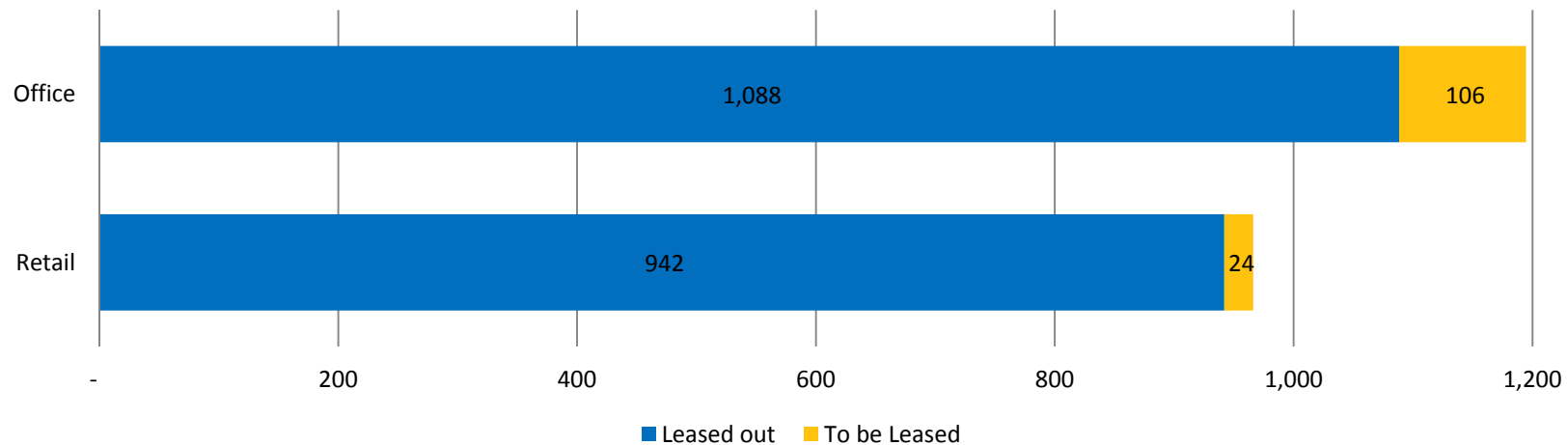
Particulars	Ongoing BEL Projects	Ongoing SPV Projects	Stock Sales	Total
	In Mn. Sft			
Total super built-up area of launched project on sale basis	11.95	4.48	0.56	16.99
Less: LO Share	2.67	-	-	2.67
Co share of saleable area	9.28	4.48	0.56	14.32
Sold till date	4.98	2.65	0	7.63
To be sold	4.30	1.83	0.56	6.69
	Rs. In Mn			
Estimated Sale value	48,768	24,488	3,714	76,971
Value of Sold units	26,093	14,391	-	40,483
Value of unsold units	22,676	10,098	3,714	36,488
Collection till date on sold units	20,158	10,366	-	30,525
Balance collection for the projects (including unsold units) - A	27,820	14,122	3,714	45,657

SYNOPSIS OF ONGOING PROJECTS – CONTD.



Particulars	Ongoing BEL Projects	Ongoing SPV Projects	Stock Sales	Total
	Rs. In Mn			
Revenue Recognised till date	17,298	9,594	-	26,892
Revenue to be Recognised (incl unsold units)	31,471	14,894	3,714	50,079
Estimated cost for the projects – (Incl Land Cost / NRD)	34,995	17,911	1,364	54,270
Cost incurred till date	21,888	11,705	1,364	34,957
Balance Construction cost to be incurred to finish the project- B	13,107	6,206	-	19,313
Estimated Profit for the projects	13,773	6,577	2,351	22,701
Profit recognised till date	4,286	2,510	-	6,796
Profit to be recognised (incl unsold units)	9,487	4,067	2,351	15,905
Gross Operating Cash Flows (A-B)	15,503	7,916	3,714	27,133
Present Borrowings	5,329	1,771	2,121	9,221
Net Operating Cash Flows	10,174	6,145	1,593	17,192
Period of realization	3 Years	3 Years	6 Months	

LEASE POSITION – MARCH 2017



Project	Leasable Area	Area in '000 Sft	
		Leased out	To be Leased
WTC Bangalore	637	632	5
Orion Mall at Brigade Gateway	818	802	16
Orion East Mall	148	140	8
WTC, Kochi - Phase 1	388	292	96
Brigade South Parade	117	117	-
Others	53	48	5
Total	2,161	2,030	130

In addition to the World Trade Center in Bangalore and Kochi, Brigade Group also holds the exclusive License for World Trade Centers at Hyderabad, Chennai & Thiruvananthapuram

HOSPITALITY BUSINESS

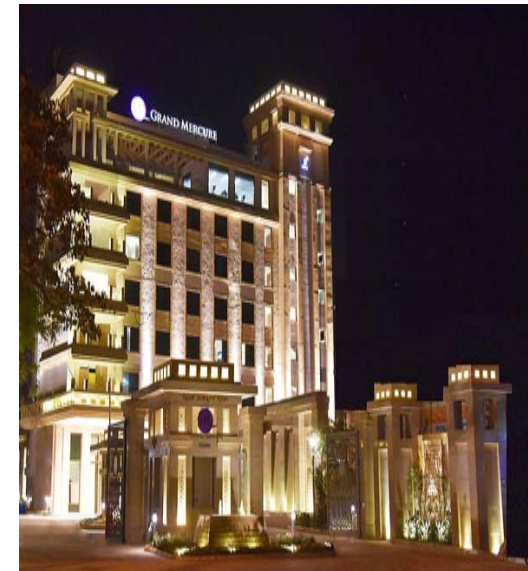
Details	<u>GRAND MERCURE (BLR)</u>		<u>SHERATON</u>	
	FY 16-17	FY 15-16	FY 16-17	FY 15-16
No of Keys	126	126	230	230
Occupancy	73%	82%	81%	82%
ARR (Rs.)	6666	6470	8258	7600
GOP	45.9%	48.80%	38.70%	41.0%



GM (BLR)



Sheraton

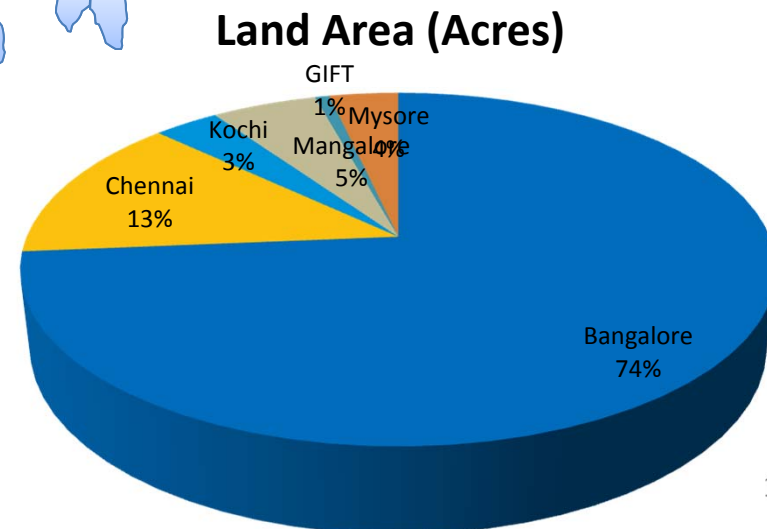
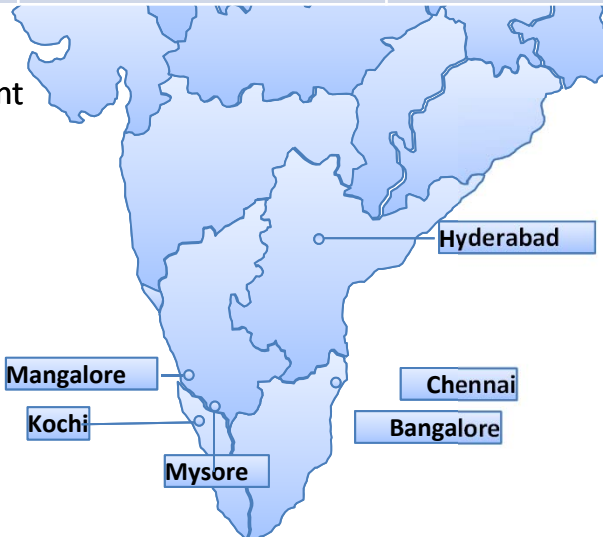


GM (Mysore)

LAND BANK - GROUP

Location	Land Area (in acres)	Total Cost* (INR in Mn)	Paid (INR in Mn)	Payable (INR in Mn)
Bangalore	400	10,253	70,361	3,217
Chennai	72	6,578	6,358	220
Kochi	18	140	140	-
Mangalore	29	54	52	2
GIFT, Gujarat	4	260	74	186
Mysore	19	97	85	12
Total	542	17,382	13,745	3,637

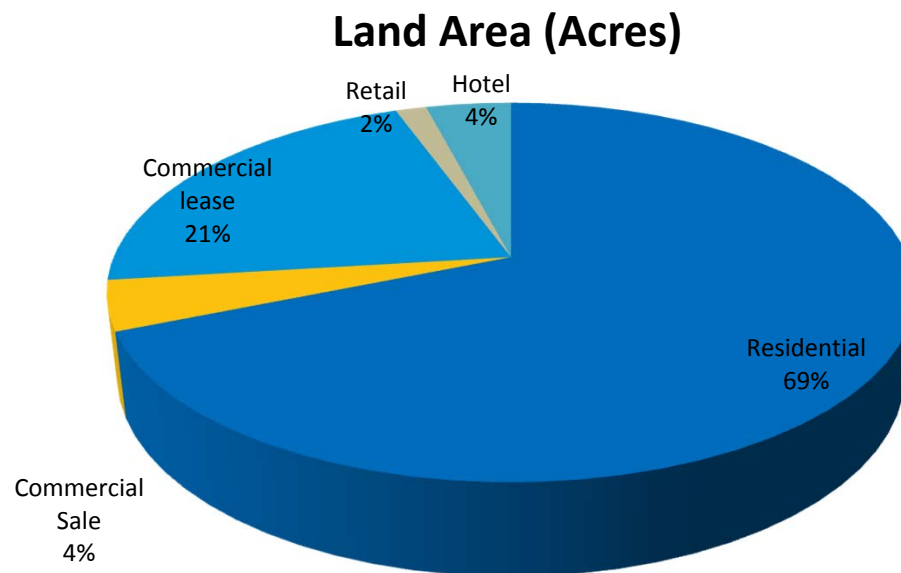
* Includes Refundable/Non Refundable Deposits for Joint Developments



LAND BANK – SEGMENT WISE

Segment	Land Area (in acres)	Total Cost* (INR in Mn)	Paid (INR in Mn)	Payable (INR in Mn)
Residential	373	8,971	5,969	3,002
Commercial Sale	23	460	427	33
Commercial lease	116	7,548	7,119	429
Retail	8	136	12	123
Hotel	22	267	217	50
Total	542	17,382	13,745	3,637

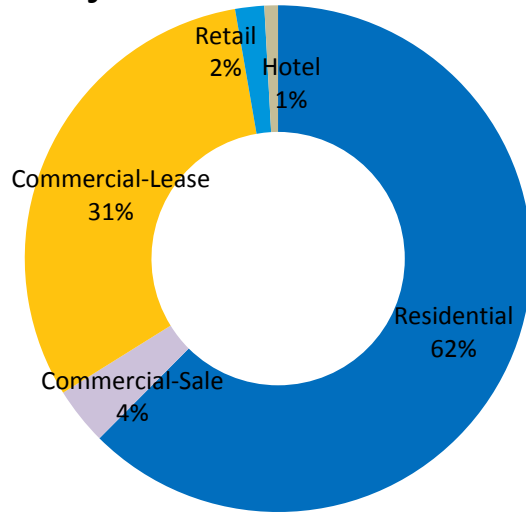
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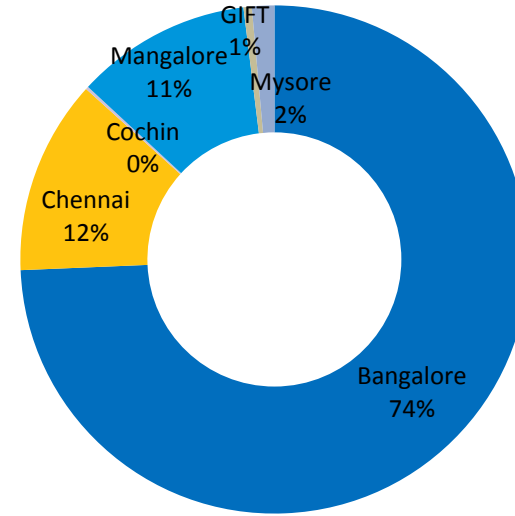
LAND BANK – DEVELOPABLE AREA



Project Area - Product



Project Area - Location



Product	No of Projects	Proj Area SFT in Mn	BEL Share SFT in Mn
Residential	38	36.0	26.3
Commercial-Sale	4	2.1	1.1
Commercial-Lease	13	17.8	13.5
Retail	2	1.1	0.7
Hotel	3	0.5	0.5
Total	59	57.6	42.2

Location	No of Projects	Proj Area SFT in Mn	BEL Share SFT in Mn
Bangalore	46	42.8	31.5
Chennai	5	7.1	3.8
Kochi	1	0.1	0.1
Mangalore	3	6.4	6.0
GIFT	1	0.3	0.3
Mysore	4	0.8	0.6
Total	59	57.6	42.2

PROJECTS LAUNCHED IN FY2017

Project	Product	City	Land Area	Project Area	BEL Share	Launch Plan
			Acres	Mn sft	Mn sft	
WTC Kochi - Phase-2	Commercial -Lease	Kochi	2.5	0.39	0.39	Launched Q1
Four Points by Sheraton	Hotel	Kochi	0.9	0.10	0.10	Launched Q1
GIFT City	Commercial -Lease	Gujarat	2.9	0.26	0.26	Launched Q3
Orion OMR and Holday Inn Express	Retail / Hotel	Bangalore	3.5	0.35	0.25	Launched Q3
GIFT, Gujarat	Hotel	Gujarat	1.1	0.15	0.15	Launched Q4
Total			10.9	1.25	1.15	

PROJECTS TO BE LAUNCHED

Project	Product	City	Land Area	Project Area	BEL Share	Launch Plan
			Acres	Mn sft	Mn sft	
Brigade 7 Gardens	Residential	Bangalore	8.4	0.87	0.55	Q1 FY 18
Brigade Northridge II	Residential	Bangalore	1.4	0.16	0.10	Q4 FY 18
Brigade Topaz	Residential	Mysore	1.2	0.09	0.06	Q2 FY 18
Brigade Xanadu Ph-1	Residential	Chennai	11.9	0.77	0.46	Q1 FY 18
Brigade Buena Vista	Residential	Bangalore	3.9	0.39	0.39	Q1 FY 18
Brigade Sapphire (Brigade Hebbal)	Residential	Mysore	1.0	0.11	0.08	Q3 FY 18
Brigade Pinnacle II	Residential	Mangalore	4.0	0.42	0.29	Q4 FY 18
Residencies at WTC Chennai	Residential	Chennai	3.9	0.6	0.3	Q4 FY18
Park lane at Brigade Meadows	Residential	Bangalore		0.22	0.22	Q1 FY18
Northridge Annex	Residential	Bangalore	8.2	0.80	0.51	Q4 FY18
Brigade Orchards - Kino	Residential	Bangalore	3.5	0.33	0.17	Q4 FY18
Brigade Orchards – Fairmont	Residential	Bangalore	1.7	0.19	0.1	Q4 FY18
Brigade Orchards - Homestead	Residential	Bangalore	0.7	0.07	0.03	Q4 FY18
Residential Total			49.8	5.02	3.26	22

PROJECTS TO BE LAUNCHED (CONTD.)

Project	Product	City	Land Area	Project Area	BEL Share	Launch Plan
			Acres	Mn sft	Mn sft	
Brigade Orchards C&R	Commercial	Bangalore	2.8	0.24	0.12	Q2 FY18
Brigade Southfields	Commercial	Bangalore	3.5	0.38	0.22	Q3 FY18
Commercial Sale Total			6.3	0.62	0.34	
Brigade Brookfields	Commercial-Lease	Bangalore	28.1	3.37	1.72	Q1 FY 18
Brigade Deccan	Commercial-Lease	Bangalore	2.8	0.39	0.21	Q3 FY 18
Brigade Senate	Commercial-Lease	Bangalore	2.1	0.30	0.16	Q3 FY 18
World Trade Centre - Chennai	Commercial-Lease	Chennai	11.1	1.70	0.85	Q2 FY18
Total Commercial & Retail			44.1	5.76	2.94	
Ibis Styles, Metagalli	Hotel	Mysore	1.4	0.13	0.13	Q1 FY 18
Hospitality Total			1.4	0.13	0.13	
Grand Total			77.7	11.53	6.67	

**Total of 11.53 Mn sft (BEL share 6.67 mn sft) of projects have been
Planned to launch FY 2017-18**

AWARDS & RECOGNITION



- Brigade Orchards won the Order of Merit Award at the Businessworld Smart Cities Conclave & Awards.
- Brigade Cosmopolis won the Best Residential project in Bangalore in the Luxury segment at the 11th CNBC Awaaz Awards 2016.
- Brigade at No.7 won the Best Residential project in Hyderabad in the Ultra Luxury segment at the 11th CNBC Awaaz Awards 2016.
- Brigade Group won the Integrated Township of the year- South and Developer of the Year- Mixed Use at the Estate Awards 2017
- Orion Mall won the Retail Property of the Year-South at the Estate Awards 2017

Annexure I

Project Details

ONGOING BEL PROJECTS - SALES

←=====Area in SFT=====→

Amount in Rs. Mn

Project	Co's share	Sold	Unsold	Sales till date	Future Sales
Wisteria @ Brigade Meadows	4,41,020	3,24,640	1,16,380	1,357	517
Brigade Omega	5,85,630	4,83,570	1,02,060	2,446	601
Brigade Lakefront	14,55,748	11,05,420	3,50,328	6,958	2,272
Brigade Exotica – 2	7,20,610	78,950	6,41,650	454	3,811
Brigade Meadows Commercial	53,470	10,460	43,010	56	222
Brigade At No.7	1,02,975	58,960	44,015	614	578
Brigade Palmgrove	2,60,698	90,130	1,70,568	471	971
Brigade Symphony	5,15,510	2,38,000	2,77,510	952	1,218
Brigade Golden Triangle	6,79,310	6,65,840	13,470	3,006	75
Brigade Pinnacle	4,39,019	2,55,540	1,83,479	1,062	824
Brigade Nalapad Center	2,70,350	2,03,010	67,340	1,276	539
Brigade Caladium	1,46,100	99,050	47,050	809	454
Brigade Northridge – Phase I	3,86,698	3,63,110	23,588	1,944	132
Brigade Mountview	3,51,230	1,09,420	2,41,810	519	1,207
Brigade Panorama	10,66,507	5,80,309	4,86,198	2,643	2,232
Brigade Atmosphere	2,48,311	43,330	2,04,981	258	1,166
Brigade Plumeria	11,34,010	1,91,530	9,42,480	823	3,902
Brigade GT Signature Tower	4,27,392	81,320	3,46,072	446	1,955
Total	92,84,588	49,82,599	43,01,989	26,094	22,676

ONGOING SPV PROJECTS - SALES



←=====Area in SFT=====→

Amount in Rs. Mn

Project	Saleable Area	Sold	Unsold	Sales till date	Future Sales
Brigade Cosmopolis Phase I	8,36,430	7,69,670	66,760	5,239	467
Brigade Cosmopolis Phase II	7,02,980	3,36,490	3,66,490	2,355	2,543
Brigade Orchards – Villas	4,69,045	2,18,445	2,50,600	1,460	2,002
Brigade Orchards – Banyan	2,98,080	2,77,860	20,020	858	88
Brigade Orchards – Cedar	5,34,720	2,84,550	2,50,170	1,229	1,148
Brigade Orchards – Deodar	6,26,508	3,77,550	2,48,958	1,575	1,143
Brigade Orchards – Parkside	2,01,835	1,74,780	27,055	747	121
Brigade Orchards – Juniper	8,07,370	2,11,760	5,95,610	918	2,585
Total SPVs	44,76,968	26,51,105	18,25,863	14,391	10,098

ONGOING BEL PROJECTS - REVENUE

Amount in Rs. Mn

Project	Estimated Sales Value	Collected	To be collected	Revenue recognized	Rev to be recognized
Wisteria @ Brigade Meadows	1,874	1,163	711	1,236	638
Brigade Omega	3,047	2,278	769	2,248	799
Brigade Lakefront	9,230	4,536	4,694	4,474	4,756
Brigade Exotica – 2	4,265	354	3,911	-	4,265
Brigade Meadows Commercial	278	45	233	-	278
Brigade At No.7	1,193	433	760	431	761
Brigade Palmgrove	1,441	353	1,088	263	1,178
Brigade Symphony	2,170	795	1,375	647	1,523
Brigade Golden Triangle	3,082	3,009	72	2,611	471
Brigade Pinnacle	1,885	943	942	929	956
Brigade Nalapad Center	1,263	693	570	704	559
Brigade Caladium	1,814	1,276	539	1,145	669
Brigade Northridge – Phase I	2,076	1,391	685	1,311	765
Brigade Mountview	1,726	397	1,328	244	1,482
Brigade Panorama	4,874	1,672	3,202	1,054	3,820
Brigade Atmosphere	1,424	67	1,357	-	1,424
Brigade Plumeria	4,725	374	4,352	-	4,725
Brigade GT Signature Tower	2,401	383	2,018	-	2,401
Total	48,768	20,162	28,606	17,297	31,470

ONGOING SPV PROJECTS - REVENUE



Amount in Rs. Mn

Project	Estimated Sales Value	Collected	To be collected	Revenue recognized	Rev to be recognized
Brigade Cosmopolis Phase I	5,706	4,354	1,352	4,345	1,361
Brigade Cosmopolis Phase II	4,898	1,275	3,623	1,263	3,635
Brigade Orchards – Villas	3,462	733	2,729	1,022	2,441
Brigade Orchards – Banyan	946	783	162	750	195
Brigade Orchards – Cedar	2,377	1,025	1,353	824	1,553
Brigade Orchards – Deodar	2,718	1,249	1,469	923	1,795
Brigade Orchards – Parkside	878	629	249	467	411
Brigade Orchards – Juniper	3,503	317	3,186	-	3,503
Total SPVs	24,488	10,366	14,122	9,594	14,894

ONGOING BEL PROJECTS - PROFITABILITY

Amount in Rs. Mn

Project	Est Total Cost	Cost incurred	Cost to be incurred	Est Profit	Profit recognized	Profit to be recognized
Wisteria @ Brigade Meadows	1,209	1,111	98	665	425	239
Brigade Omega	2,194	2,039	154	853	583	270
Brigade Lakefront	6,189	4,082	2,108	3,041	1,496	1,545
Brigade Exotica – 2	2,879	1,563	1,316	1,386	-	1,386
Brigade Meadows Commercial	180	133	47	98	-	98
Brigade At No.7	863	645	218	329	84	245
Brigade Palmgrove	1,051	763	288	390	46	344
Brigade Symphony	1,374	707	668	796	207	588
Brigade Golden Triangle	2,324	2,035	290	757	617	141
Brigade Pinnacle	1,539	1,415	124	346	145	201
Brigade Nalapad Center	866	789	77	397	193	203
Brigade Caladium	1,521	1,366	156	293	120	173
Brigade Northridge – Phase I	1,693	1,155	538	383	239	144
Brigade Mountview	1,073	543	530	652	87	566
Brigade Panorama	4,353	1,789	2,564	521	45	476
Brigade Atmosphere	939	50	889	485	-	485
Brigade Plumeria	3,038	803	2,236	1,687	-	1,687
Brigade GT Signature Tower	1,707	900	806	694	-	694
Total	34,992	21,888	13,107	13,773	4,287	9,485

ONGOING SPV PROJECTS - PROFITABILITY

Amount in Rs. Mn

Project	Est Total Cost	Cost incurred	Cost to be incurred	Est Profit	Profit recognized	Profit to be recognized
Brigade Cosmopolis Phase I	3,638	2,979	660	2,068	1,569	498
Brigade Cosmopolis Phase II	3,551	2,084	1,467	1,347	352	996
Brigade Orchards – Villas	2,731	2,069	662	731	130	602
Brigade Orchards – Banyan	987	880	107	-42	-67	26
Brigade Orchards – Cedar	1,889	1,297	592	488	150	338
Brigade Orchards – Deodar	1,805	1,072	733	913	285	628
Brigade Orchards – Parkside	703	455	248	175	91	84
Brigade Orchards – Juniper	2,607	870	1,738	895	-	895
Total SPVs	17,911	11,705	6,206	6,577	2,510	4,067

CAPEX COMMITMENT



As on March 2017

Amount in Rs. Mn

Projects	Est. cost	Incurred	Balance	Loan Tied up
WTC, Kochi - Phase 2	1,298	449	849	600
Brigade Opus	1,693	1,270	423	1,000
Brigade Vantage Chennai	471	328	143	-
Brigade Bhuwalka Icon	1,073	1,009	64	-
Brigade Broadway	526	285	241	-
GIFT City Tower 1*	767	93	674	-
Brigade Orion OMR	900	175	725	-
Total Commercial	6,728	3,609	3,119	1,600
Holiday Inn-Chennai*	1,870	1,762	108	670
Four Points by Sheraton, Kochi	1,280	254	1,026	500
Holiday Inn Express, Bangalore	1,180	839	341	600
Ibis Styles, Gift City*	1,140	9	1131	-
Holiday Inn Express at Golden Triangle	700	-	600	-
Total Hospitality	6,170	2,864	3,206	1,770
Grand Total	12,898	6,473	6,325	3,370

* Through SPV

Annexure II

Standalone Financials

STANDALONE (IND - AS) FINANCIALS - SNAPSHOT

12 Months ended 31st March 2017

Amount in Rs. Mn

Particulars	FY 2017	FY 2016	FY17 on FY16 (% Inc)	Q4 FY17	Q3 FY17	Q4 FY16	Q4 FY17 on Q3 FY17 (% Inc)	Q4 FY17 on Q4 FY16 (% Inc)
Turnover	17,477	16,674	5%	4,883	4,744	3,456	3%	41%
EBITDA	5,433	4,604	18%	1,724	1,279	1,006	35%	73%
Interest	2,005	1,504	33%	486	530	403	-8%	21%
Profit after Int	3,428	3,100	11%	1,239	749	603	66%	108%
Depreciation	1,087	980	11%	260	280	304	-7%	-15%
PBT	2,341	2,120	11%	979	470	299	109%	236%
Tax	689	647	6%	255	126	87	102%	193%
PAT	1,652	1,473	13%	725	343	213	111%	254%
EBITDA/Revenue	31%	28%		35%	27%	29%		
PBT/Revenue	13%	13%		20%	10%	8%		
PAT/Revenue	9%	9%		15%	7%	6%		

STANDALONE SEGMENT PROFIT ANALYSIS

12 Months ended 31st March 2017

Amount in Rs. Mn

Particulars	Real Estate	Hospitality	Lease Rental	Total
Revenue	13,793	1,522	2,163	17,477
<i>as % of Total</i>	<i>79%</i>	<i>9%</i>	<i>12%</i>	<i>100%</i>
Expenses	8,272	188	134	8,594
Gross profit	5,521	1,334	2,029	8,883
<i>Gross profit Margin %</i>	<i>40%</i>	<i>88%</i>	<i>94%</i>	<i>51%</i>
Admin Expenses	944	536	232	1,712
Selling Cost	416	12	71	499
Employee cost	748	403	88	1,239
EBIDTA	3,413	383	1,638	5,433
<i>EBIDTA / Revenue %</i>	<i>25%</i>	<i>25%</i>	<i>76%</i>	<i>31%</i>
Interest	1,028	211	766	2,005
Profit after interest	2,385	172	872	3,428
Depreciation	23	327	737	1,087
PBT	2,362	-155	135	2,341
<i>PBT / Revenue %</i>	<i>17%</i>	<i>-10%</i>	<i>6%</i>	<i>13%</i>
Income Tax				690
PAT				1,652

Thank you

Brigade Enterprises Ltd

29th & 30th Floor, WTC,
Brigade Gateway Campus,
26/1, Dr. Rajkumar Road,
Malleswaram-Rajajinagar,
Bangalore -560 055.

Phone: 91-80-4137 9200

Fax: 91-80-2221 0784

www.brigadegroup.com

K Suresh

ED & Chief Financial Officer

Email: sureshkris@brigadegroup.com

Om Prakash P

Company Secretary

Email: omprakash@brigadegroup.com

Pradyumna Krishnakumar

General Manager - Chairman's Office

Email: pradyumna@brigadegroup.com

Ramcharan B

Sr. Executive – Finance

Email: ramcharanb@brigadegroup.com

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.