

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
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enquiry@brigadegroup.com www.brigadegroup.com



For a better quality of life,
upgrade to Brigade

Ref: BEL/NSEBSE/IP/04082016

4th August, 2016

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 - Q1 FY 2016-17

We are enclosing herewith the Investor Presentation titled "Investor Presentation - Q1 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 – Q1 FY 2016-17

August 2016

(CIN: L85110KA1995PLC019126)



BRIGADE

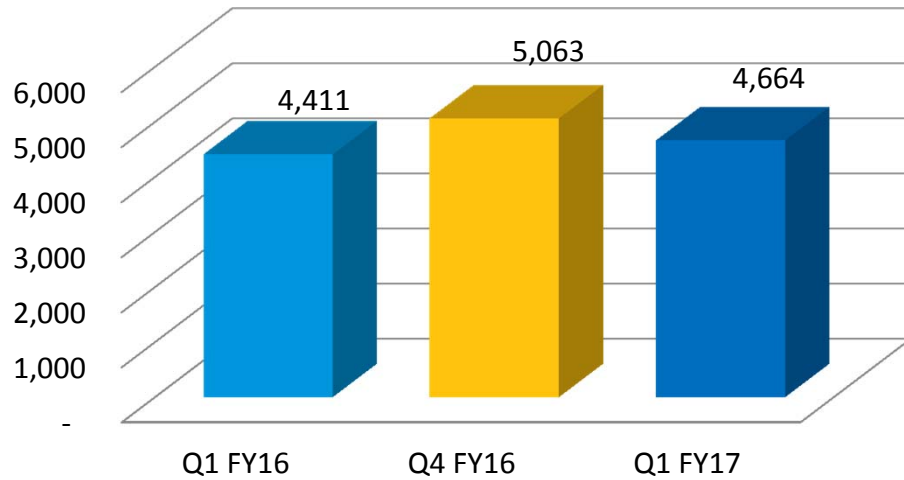
Consolidated Financial Highlights

- **Q1 FY 2016-17 Revenue was Rs. 4,664 Mn** → 6% increase over Q1 FY 2015-16
- **PBT for the quarter was Rs. 342 Mn** → 17% lower than Q1 FY 2015-16
- **PAT for the quarter was Rs. 222 Mn** → 12% lower than Q1 FY 2015-16
- **Unrecognized Revenue on Ongoing Real Estate projects (including unsold) is Rs. 59,011 Mn**
- **Quarter Highlights:-**
 - **New Revenue Recognition Project:** Panorama Phase 1 – Rs. 506 Mn
 - **Ongoing Real Estate Projects moved to inventory:** Brigade Exotica 1 and Brigade Magnum
 - **Projects Capitalized:-** Grand Mercure, Mysore and Orion East Mall
 - **New Launches:** WTC, Kochi Phase II and Four Points by Sheraton, Kochi

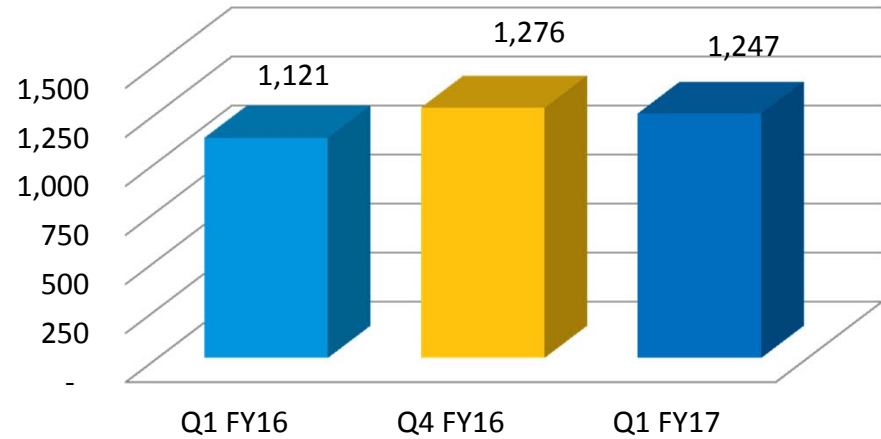
Consolidated Financials Trend



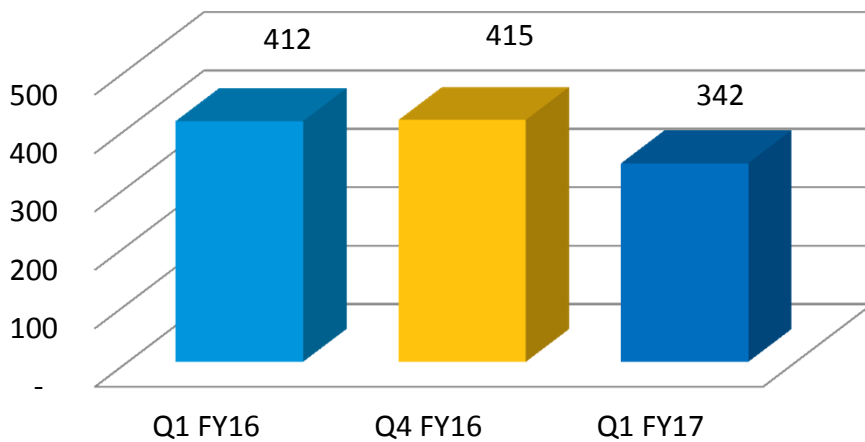
Turnover (Rs. Mn)



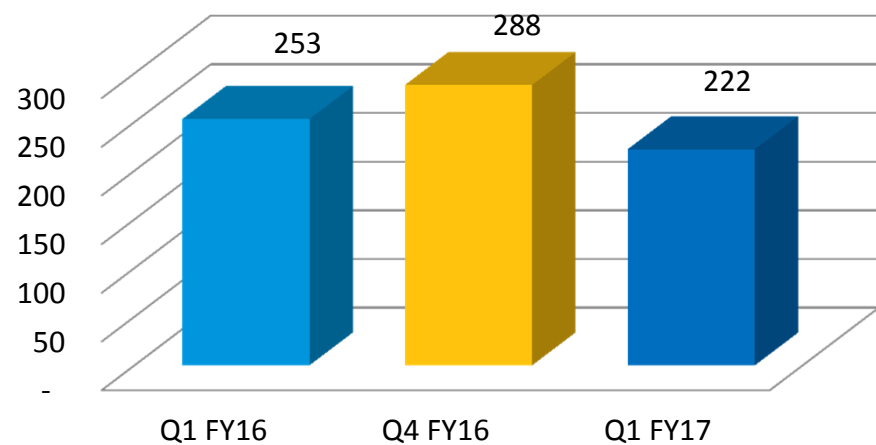
EBITDA (Rs. Mn)



PBT (Rs. Mn)



PAT (Rs. Mn)



Consolidated (Ind-AS) Financials - Snapshot



Amount in Rs. Mn

Particulars	Q1 FY 2016-17	Q4 FY 2015-16	Q1 FY 2015-16	Q1 FY17 on Q4 FY16 (% Inc)	Q1 FY17 on Q1 FY16 (% Inc)
Turnover	4,664	5,063	4,411	-8%	6%
EBITDA	1,247	1,276	1,121	-2%	11%
Interest	602	536	473	12%	27%
Profit after Int	645	740	648	-13%	0%
Depreciation	304	325	236	-6%	29%
PBT	342	415	412	-18%	-17%
Tax	119	127	159	-6%	-25%
PAT	222	288	253	-23%	-12%
PAT after MI	203	245	258	-17%	-21%
EBITDA/Revenue	26.7%	25.2%	25.4%		
PBT/Revenue	7.3%	8.2%	9.3%		
PAT/Revenue	4.8%	5.7%	5.7%		

Consolidated (I-GAAP) Financials - Snapshot



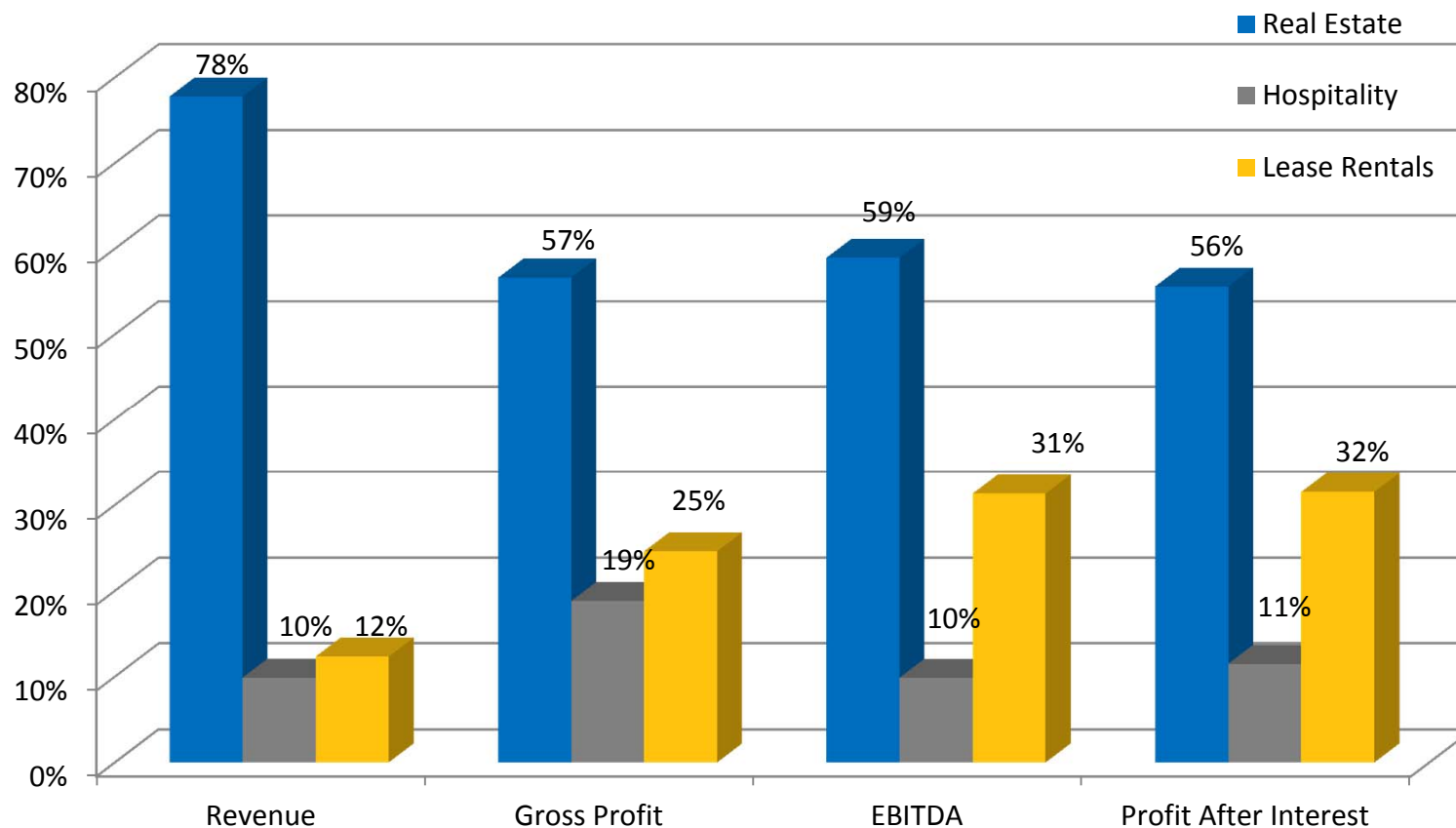
Amount in Rs. Mn

Particulars	Q1 FY 2016-17	Q4 FY 2015-16	Q1 FY 2015-16	Q1 FY17 on Q4 FY16 (% Inc)	Q1 FY17 on Q1 FY16 (% Inc)
Turnover	3,983	4,851	3,573	-18%	11%
EBITDA	1,197	1,422	1,078	-16%	11%
Interest	569	504	443	13%	29%
Profit after Int	628	918	635	-32%	-1%
Depreciation	304	325	236	-6%	29%
PBT	324	593	399	-45%	-19%
Tax	114	184	154	-38%	-26%
PAT	211	409	246	-49%	-14%
PAT after MI	183	359	243	-49%	-25%
EBITDA/Revenue	30.1%	29.3%	30.2%		
PBT/Revenue	8.1%	12.2%	11.2%		
PAT/Revenue	5.3%	8.4%	6.9%		

Consolidated Segment Contribution



3 Months ending June 2016



Consolidated Segment Profit Analysis

Particulars	3 Months ending June 2016			Amount in Rs. Mn
	Real Estate	Hospitality	Lease rentals	Total
Revenue	3,627	461	575	4,664
<i>as % of Total</i>	<i>78%</i>	<i>10%</i>	<i>12%</i>	<i>100%</i>
Expenses	2,407	57	46	2,510
Gross profit	1,220	405	530	2,154
<i>Gross profit Margin %</i>	<i>34%</i>	<i>88%</i>	<i>92%</i>	<i>46%</i>
Admin Expenses	179	149	70	397
Selling Cost	131	6	37	173
Employee cost	177	127	33	337
EBIDTA	734	123	390	1,247
<i>EBIDTA / Revenue %</i>	<i>20%</i>	<i>27%</i>	<i>68%</i>	<i>27%</i>
Interest	376	49	177	602
Profit after interest	358	74	213	645
Depreciation	11	89	203	304
PBT	346	-15	10	342
<i>PBT / Revenue %</i>	<i>10%</i>	<i>-3%</i>	<i>2%</i>	<i>7%</i>
Income Tax				119
PAT				222

Consolidated Cash Flows



Direct Method Cash Flows

Amount in Rs. Mn

Particulars	FY 2016	Q4 FY 2016	Q1 FY 2017
<u>Operating Activities</u>			
Total Collections	19,526	5,148	4,456
Construction Cost	11,392	3,115	2,851
LO Payments	415	80	151
Employee and Admin Expenses	1,514	489	349
Sales & Marketing Expenses	926	266	319
Statutory Payments	1,374	444	204
Other Expenses & Payments	382	269	22
Net Cash Flow from Operating Activities	3,523	485	560

Contd....

Consolidated Cash Flows (Contd.)

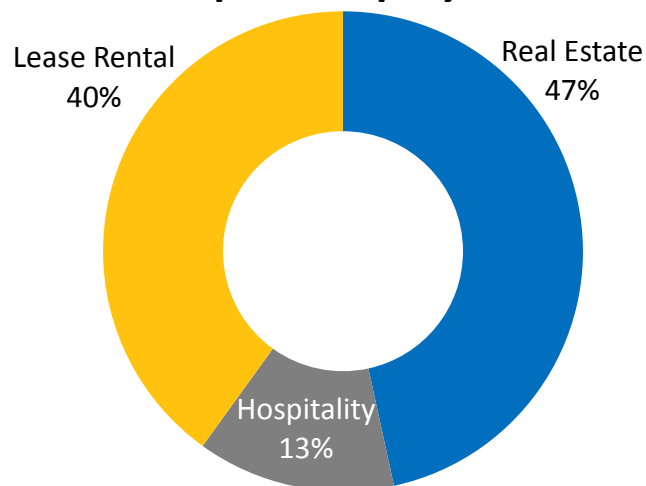
Direct Method Cash Flows

Amount in Rs. Mn

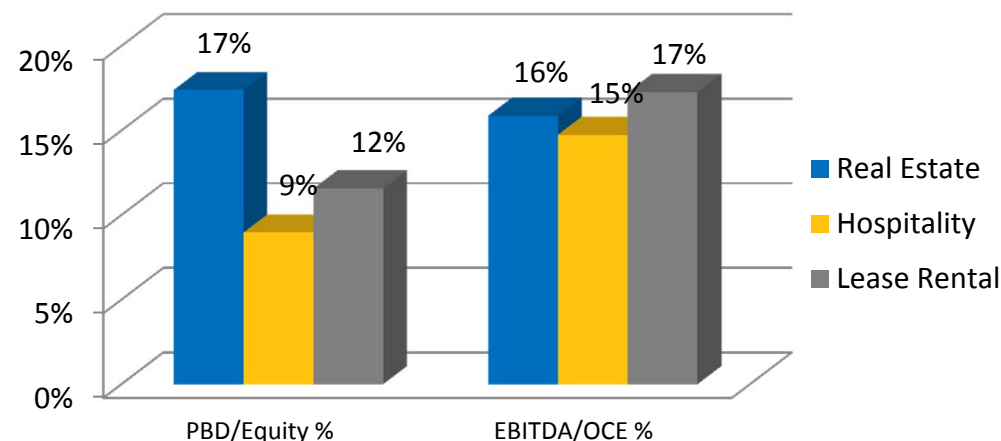
Particulars	FY 2016	Q4 FY 2016	Q1 FY 2017
<u>Investment Activities</u>			
Cash from Investment Activities	2,082	1,640	312
Construction Cost (CWIP)	2,085	614	606
Investment in Land/JD/JV/TDR	6,957	5,588	94
Other Investments	1,788	766	336
Net Cash Flow from Investment Activities	-8,748	-5,328	-724
<u>Financing Activities</u>			
Debt Drawdown	14,521	6,114	2,633
Share Issue / Shareholder Debt	3,152	3,125	10
Dividend Payment	450	225	0
Debt Repayment	8,356	2,358	1,807
Interest Payment	1,646	420	570
Debenture Redemption	1,565	1,565	0
Net Cash Flow from Financing Activities	5,656	4,671	265
Net Cash Flows for the Period	431	-172	101

Deployment of Funds - Consolidated

Capital Employed



Profitability Ratios



Figures as on June 2016; Amounts are in Rs. Mn

Segment	Equity	Debt	Capital Employed	D/E Ratio	PBD / Equity %	Operating Capital Employed (OCE)	EBITDA / OCE %
Real Estate	8,208	10,279	18,487	1.25	17%	18,487	16%
Hospitality	3,300	1,996	5,296	0.60	9%	3,337	15%
Lease Rental	7,365	8,527	15,892	1.16	12%	9,017	17%
Less: Cash Balance		2,256					
Total	18,873	18,546	39,675	0.98	14%	30,842	16%

PBD = Profit Before Depreciation & Tax (After Interest)

Consolidated Debt Profile

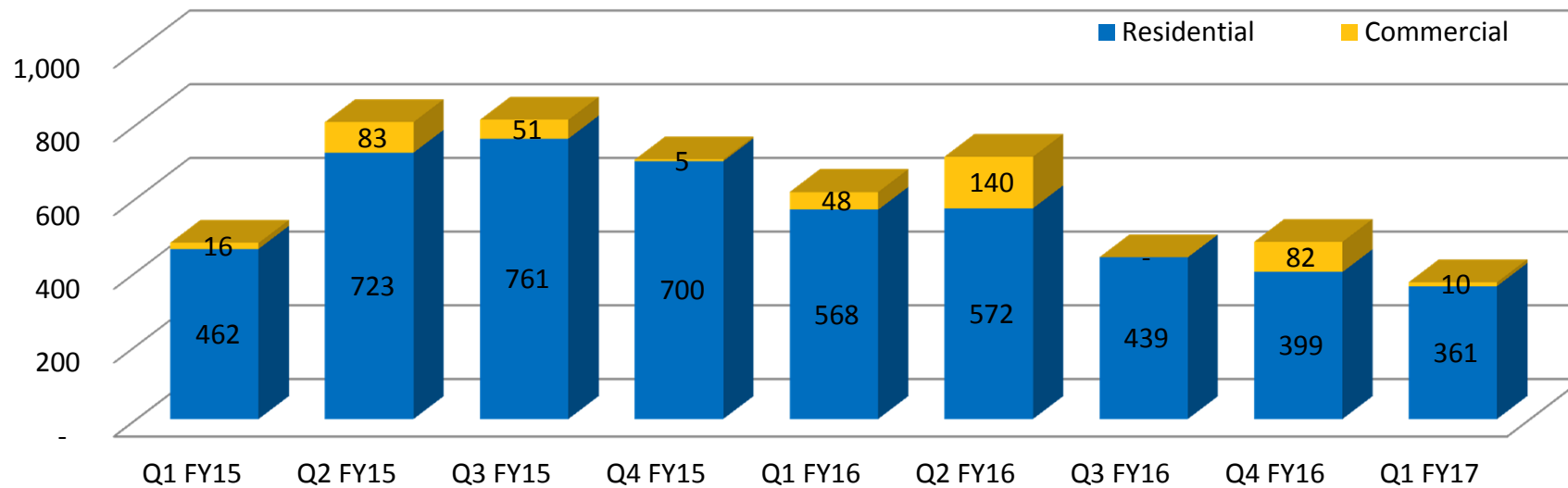


Amount in Rs. Mn

Particulars	June 2015	June 2016
Real Estate	7,756	10,279
Hospitality	1,106	1,996
Lease Rental	6,144	8,527
Gross Debt	15,007	20,802
Cost of Debt	11.4%	10.7%
Credit Rating	CRISIL "A" ICRA "A"	CRISIL "A" ICRA "A"

Note: The gross debt figure for June 2016 includes Rs. 2,674 Mn debt taken in SPVs where BEL has ~51% share

Sales Volume Analysis



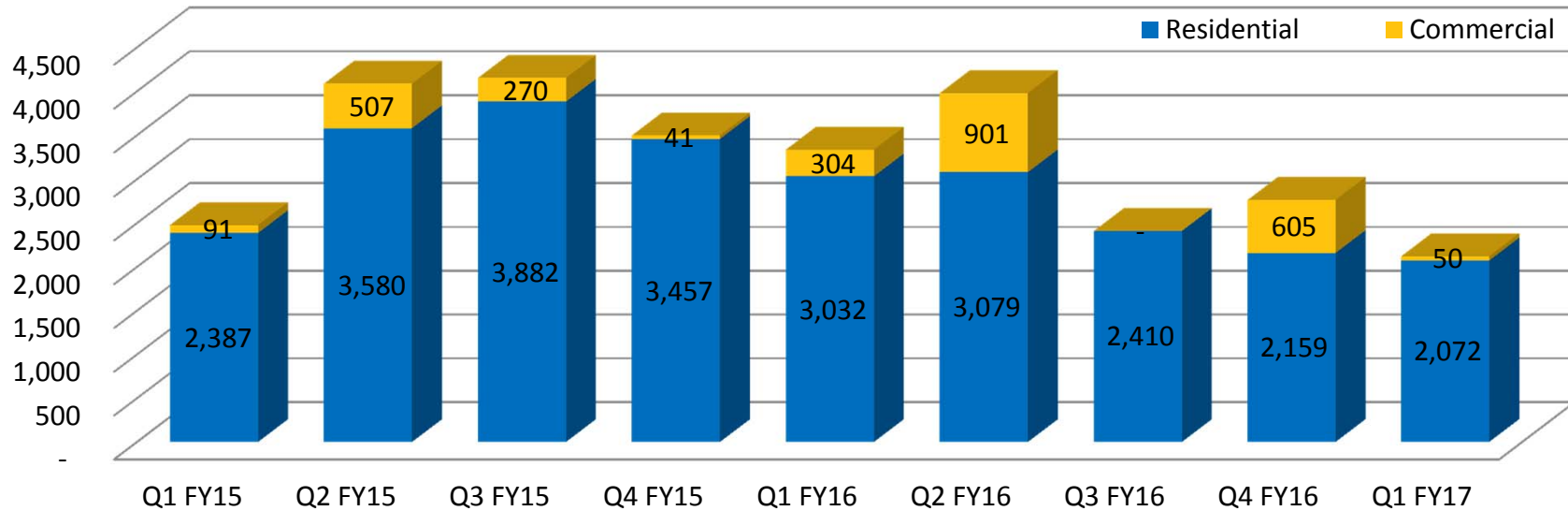
All figures are in '000 sft

	FY 2014-15					FY 2015-16					FY 2017
	Q1	Q2	Q3	Q4	Year	Q1	Q2	Q3	Q4	Year	Q1
Residential	462	723	761	700	2,646	568	572	439	399	1,978	361
Commercial	16	83	51	5	155	48	140	0	82	271	10
Total	478	806	812	704	2,801	616	712	439	481	2,249	371

Note: All Sales exclude Land Owner unit sales; Q7 FY16 sales of Land Owner share was 47,520 sft

Sale volume for Q1 FY 2016-17 was 23% lower than the previous quarter

Sales Value Analysis



All Amounts in Rs. Mn except Average Rate/SFT

	FY 2014-15					FY 2015-16					FY 2017
	Q1	Q2	Q3	Q4	Year	Q1	Q2	Q3	Q4	YTD	Q1
Residential	2,387	3,580	3,882	3,457	13,306	3,032	3,079	2,410	2,159	10,680	2,072
Commercial	91	507	270	41	910	304	901	0	605	1,810	50
Total	2,478	4,087	4,152	3,498	14,216	3,336	3,980	2,410	2,764	12,490	2,122
Avg Rate/SFT	5,187	5,071	5,111	4,967	5,076	5,415	5,591	5,485	5,741	5,554	5,715
% Inc in Ave Rate	6%	-2%	1%	-3%	-1%	9%	3%	-2%	5%	9%	0%

Note: All Sales exclude Land Owner unit sales; Q1 FY17 sales of Land Owner share was Rs. 255 Mn

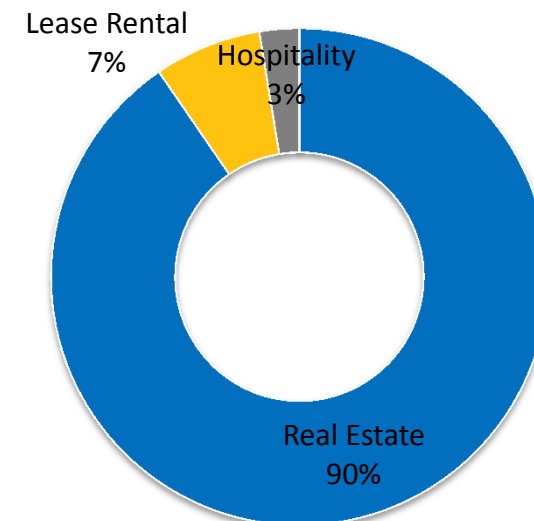
Sale value for Q1 FY 2016-17 was 23% lower than the previous quarter

Ongoing Projects - Summary

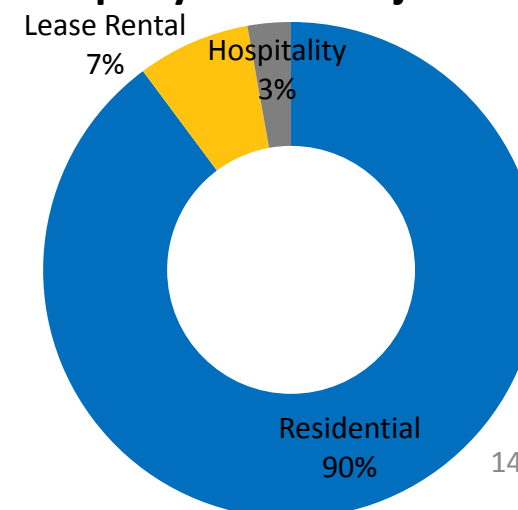
Projects	Area in '000 sft		
	Project Area	LO/JV share	Co Share
Real Estate projects	12,568	2,827	9,741
Brigade Orchards *	3,226	1,613	1,613
Brigade Cosmopolis *	1,539	754	785
Total Real Estate	17,333	5,194	12,140
WTC, Kochi - Phase 2	385	0	385
Brigade Vantage Chennai	133	66	66
Brigade Bhuwalka Icon	376	188	188
Brigade Broadway	125	88	38
Brigade Opus	319	-	319
Total Lease Rental	1,338	342	996
Holiday Inn-Chennai*	229	114	114
Four Points by Sheraton, Kochi	100	-	100
Holiday Inn Express	169	-	169
Total Hospitality	498	114	383
Grand Total	19,169	5,650	13,519

* Through SPV

Total Project Area



Company Share Project Area



Synopsis of Ongoing Projects – June 2016



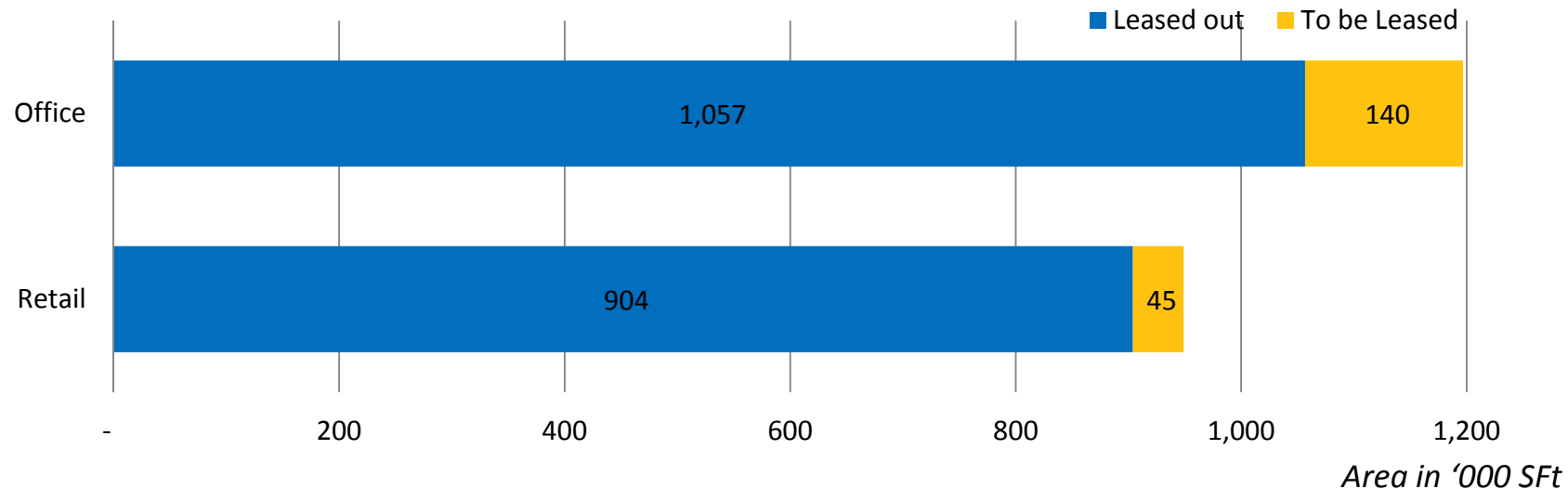
Particulars	Ongoing BEL Projects	Ongoing SPV Projects	Stock Sales	Total
	In Mn. Sft			
Total super built-up area of launched project on sale basis	12.57	4.77	0.66	17.99
Less: LO Share	2.83	0	0	2.83
Co share of saleable area	9.74	4.77	0.66	15.16
Sold till date	4.83	2.69	0	7.52
To be sold	4.91	2.07	0.66	7.64
	Rs. In Mn			
Estimated Sale value	50,409	25,017	4,431	79,857
Value of Sold units	24,561	13,731	0	38,291
Value of unsold units	25,849	11,286	4,431	41,565
Collection till date on sold units	16,809	8,610	0	25,418
Balance collection for the projects (including unsold units) - A	33,601	16,407	4,431	54,438

Synopsis of Ongoing Projects – Contd.



Particulars	Ongoing BEL Projects	Ongoing SPV Projects	Stock Sales	Total
	Rs. In Mn			
Revenue Recognised till date	13,100	7,746	0	20,846
Revenue to be Recognised (incl unsold units)	37,309	17,271	4,431	59,011
Estimated cost for the projects (incl Land/NRD)	36,706	18,969	1,195	56,871
Cost incurred till date	18,428	10,975	1,195	30,599
Balance cost to be incurred to finish the project-B	18,278	7,994	0	26,272
Estimated Profit for the projects	13,703	6,048	3,235	22,986
Profit recognised till date	3,158	1,635	0	4,794
Profit to be recognised (incl unsold units)	10,545	4,412	3,235	18,192
Present Borrowings-C	7,966	2,313	0	10,279
Operating Cash Flows-D=(A-B-C)	7,357	6,099	4,431	17,887
Period of realization	3 Years	3 Years	6 Months	

Lease Position – June 16



Project	Leasable Area	Leased out	To be Leased
WTC Bangalore	637	635	2
Orion Mall at Brigade Gateway	818	804	14
Orion East Mall	131	100	31
WTC, Kochi - Phase 1	388	261	127
Brigade South Parade	117	117	-
Others	56	44	12
Total	2,146	1,961	185

Area in '000 Sft

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

	Grand Mercure (BLR)			Sheraton Grand (BLR)		
Details	Q1 FY 16-17	Q1 FY 15-16	FY 15-16	Q1 FY 16-17	Q1 FY 15-16	FY 15-16
No of Keys	126	126	126	230	230	230
Occupancy	72%	76%	82%	82%	79%	82%
ARR (Rs.)	6,599	6,796	6,470	7,638	7,453	7,600
GOP	46.8%	48.5%	48.8%	36.8%	40.5%	41.0%

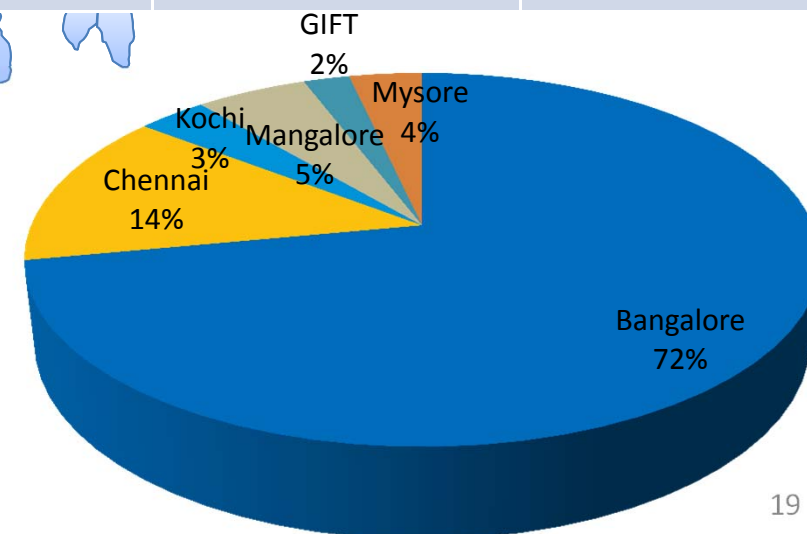
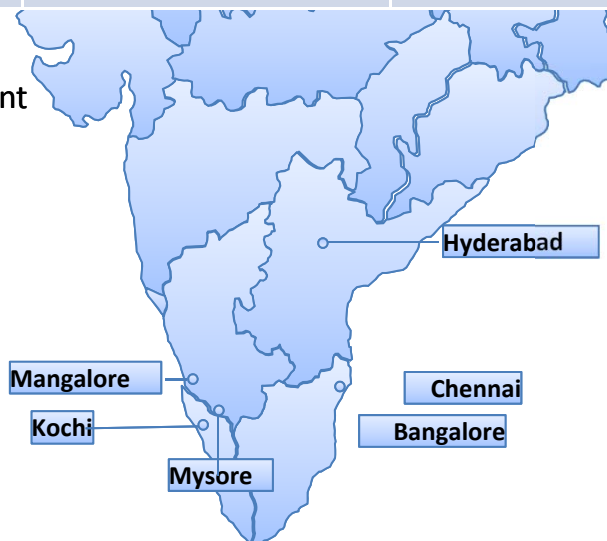


Our third hotel - Grand Mercure at Mysore commenced operations during the last week of April 2016

Land Bank - Group

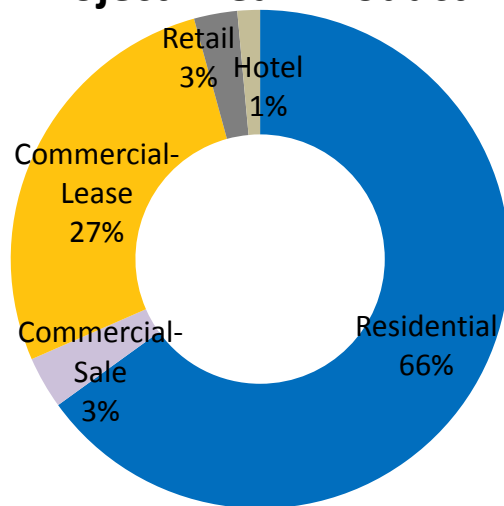
Location	Land Area (in acres)	Total Cost*	Paid	Payable
Bangalore	386	9,776	5,755	4,021
Chennai	72	6,128	5,908	220
Kochi	18	140	140	-
Mangalore	29	54	46	7
GIFT, Gujarat	12	964	302	662
Mysore	19	97	83	14
Total	536	17,159	12,234	4,925

* Includes Refundable/Non Refundable Deposits for Joint Developments

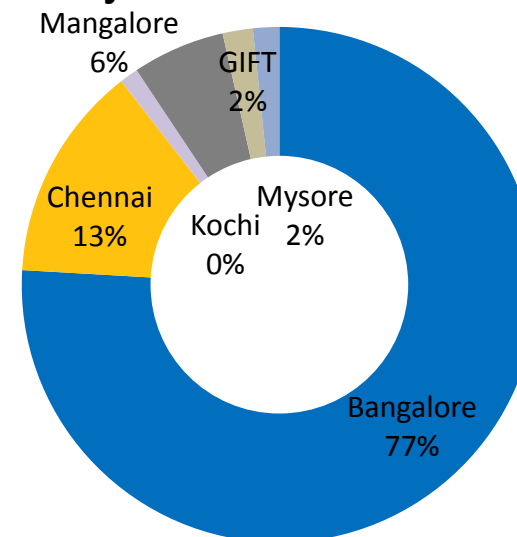


Land Bank – Developable Area

Project Area - Product



Project Area - Location



Product	No of Projects	Proj Area SFT in Mn	BEL Share SFT in Mn
Residential	39	32.6	24.3
Commercial-Sale	4	1.7	0.9
Commercial-Lease	13	13.3	9.9
Retail	3	1.4	1.0
Hotel	4	0.6	0.6
Total	63	49.7	36.8

Location	No of Projects	Proj Area SFT in Mn	BEL Share SFT in Mn
Bangalore	46	38.2	28.7
Chennai	5	6.8	3.6
Kochi	1	0.1	0.1
Mangalore	3	2.9	2.8
GIFT	4	1.0	1.0
Mysore	4	0.8	0.6
Total	63	49.7	36.8

Projects to be Launched – FY 2016-17

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	Q2
Brigade Northridge II	Residential	Bangalore	1.4	0.16	0.10	Q2
Brigade Topaz	Residential	Mysore	1.2	0.09	0.06	Q2
Brigade Xanadu Ph-1	Residential	Chennai	11.9	0.77	0.46	Q3
Brigade Laguna	Residential	Bangalore	2.8	0.30	0.18	Q4
Brigade Villas	Residential	Mysore	15.0	0.49	0.34	Q4
Brigade Hebbal	Residential	Mysore	1.0	0.11	0.08	Q4
Brigade Pinnacle II	Residential	Mangalore	4.0	0.42	0.29	Q4
Residential Total			45.7	3.21	2.06	
Brigade Orchards C&R	Commercial	Bangalore	2.8	0.24	0.12	Q3
Brigade Southfields	Commercial	Bangalore	3.5	0.38	0.22	Q4
Commercial Sale Total			6.3	0.62	0.34	

Total 3.21 Mn sft (BEL Share 2.06 Mn sft) of Residential Projects and 0.62 Mn sft Commercial Sale Projects have been planned for launch in FY 2016-17

Projects to be Launched – FY 2016-17

Project		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
Orion OMR	Retail	Bangalore	3.5	0.35	0.25	Q2
GIFT City	Commercial-Lease	Gujarat	2.9	0.26	0.26	Q2
Brigade Brookfields	Commercial-Lease	Bangalore	8.53	1.00	0.50	Q3
Brigade TR	Commercial-Lease	Bangalore	2.75	0.39	0.21	Q4
Brigade Senate	Commercial-Lease	Bangalore	2.15	0.30	0.16	Q4
Total Commercial & Retail			22.3	2.69	1.77	
Four Points by Sheraton	Hotel	Kochi	0.9	0.10	0.10	Launched Q1
Holiday Inn Express, Metagalli	Hotel	Mysore	1.4	0.13	0.13	Q3
GIFT, Gujarat	Hotel	Gujarat	1.1	0.10	0.10	Q3
Hospitality Total			3.4	0.33	0.33	
Grand Total			77.7	6.85	4.50	

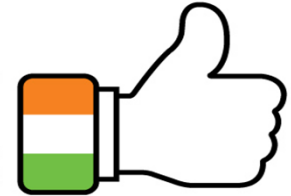
Total of 0.49 Mn sft (BEL share 0.49 mn sft) of projects have been launched in Q1 FY 2016-17

Awards & Recognition



- **Brigade Group** has been **Ranked No 1** in the **Real Estate Industry** and **No. 39** across all industries in India as **India's Great Companies to Work for 2016** by **Great Place to Work Institute** and **The Economic Times**.

**INDIA'S BEST
COMPANIES
TO WORK FOR**



A STUDY BY

THE ECONOMIC TIMES



- **Mr. Suresh Kris** was conferred the **'100 Most Influential CFO's of India'** title by **Chartered Institute of Management Accounts (CIMA)** at the **National Awards for CFO Excellence**
- **Mr. Vishal Mirchandani**, CEO - Retail & Commercial won the **IMAGES Most Admired Shopping Centre Professional of the Year** award
- **Nirupa Shankar**, Director – Brigade Hospitality won the **'Restaurant Owner of the Year'** award and **Saurabh Bakshi**, General Manager – Sheraton Grand Bangalore won the **'General Manager of the Year'** award at the **Hospitality Leaders' Industry Choice Awards (HLICA)** at the 7th edition of the **Hotelier Summit India**.
- **Orion East Mall** won **"Retail Property of the Year-South"** at the **5th Indian Retail & e-Retail Awards 2016**
- **Brigade Exotica** received the **'Best Design Apartment Project of the Year - East Bangalore'** award at the **Siliconindia Bangalore Real Estate Awards 2016**

Annexure I

Project Details

Ongoing BEL Projects - Sales

Project	←=====Area in SFT=====→			Amount in Rs. Mn	
	Co's share	Sold	Unsold	Sales till date	Future Sales
Wisteria @ Brigade Meadows	4,41,020	3,12,040	1,28,980	1,299	555
Brigade Lakefront	14,14,366	9,92,560	4,21,806	6,203	2,718
Brigade Exotica – 2	7,20,610	66,820	6,53,790	385	3,857
Brigade At No.7	1,02,975	45,220	57,755	479	595
Brigade Golden Triangle-1 & 2	6,79,310	6,61,820	17,490	2,980	89
Brigade Omega-A, B & C	5,84,730	4,55,530	1,29,200	2,300	723
Brigade Palmgrove	2,60,698	82,230	1,78,468	425	900
Brigade Pinnacle I	4,39,019	2,24,640	2,14,379	923	911
Brigade Altamount	2,11,690	1,98,310	13,380	901	64
Brigade Caladium	1,46,100	71,800	74,300	573	684
Brigade IRV Centre	2,20,606	1,11,550	1,09,056	621	709
Brigade Serenity	91,690	72,620	19,070	249	67
Brigade Symphony	5,15,510	2,20,530	2,94,980	872	1,241
Brigade Northridge – Phase I	3,86,698	3,34,080	52,618	1,785	295
Brigade Mountview	3,51,230	88,010	2,63,220	420	1,211
Brigade Panorama	10,41,595	5,22,517	5,19,078	2,210	2,477
Brigade Atmosphere	2,48,311	22,870	2,25,441	131	1,308
Brigade Plumeria	11,34,010	1,61,650	9,72,360	690	4,181
Brigade Meadows Arcade	53,470	7,980	45,490	49	246
Brigade Nalapad Center	2,70,350	1,16,380	1,53,970	748	1,001
Brigade GT Signature Tower	4,27,392	60,230	3,67,162	317	2,019
Total	97,41,380	48,29,387	49,11,993	24,561	25,849

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	7,29,010	1,07,420	4,910	752
Brigade Cosmopolis Phase II	7,02,980	2,94,680	4,08,300	2,051	2,838
Brigade Orchards – Villas	4,69,045	1,84,065	2,84,980	1,187	1,995
Brigade Orchards – Aspen	2,88,480	2,86,470	2,010	834	6
Brigade Orchards – Banyan	2,98,080	2,76,450	21,630	845	69
Brigade Orchards – Cedar	5,34,720	2,68,260	2,66,460	1,151	1,226
Brigade Orchards – Deodar	6,26,508	3,63,370	2,63,138	1,507	1,237
Brigade Orchards – Parkside	2,01,835	1,51,300	50,535	650	220
Brigade Orchards – Juniper	8,07,370	1,38,290	6,69,080	596	2,944
Total SPVs	47,65,448	26,91,895	20,73,553	13,731	11,286



BRIGADE

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	1,854	870	984	821	1,032
Brigade Lakefront	8,921	3,710	5,211	3,301	5,620
Brigade Exotica – 2	4,243	268	3,975	-	4,243
Brigade At No.7	1,073	331	742	222	851
Brigade Golden Triangle-1 & 2	3,069	2,876	193	1,960	1,110
Brigade Omega - A, B & C	3,022	1,931	1,091	1,705	1,317
Brigade Palmgrove	1,325	307	1,018	222	1,103
Brigade Pinnacle I	1,834	847	987	687	1,147
Brigade Altamount	966	876	90	793	173
Brigade Caladium	1,257	496	761	415	841
Brigade IRV Centre	1,330	530	800	381	949
Brigade Serenity	316	209	107	216	100
Brigade Symphony	2,113	680	1,433	551	1,562
Brigade Northridge – Phase I	2,079	870	1,209	793	1,286
Brigade Mountview	1,631	218	1,413	-	1,631
Brigade Panorama	4,688	678	4,010	506	4,182
Brigade Atmosphere	1,438	20	1,418	-	1,438
Brigade Plumeria	4,871	140	4,732	-	4,871
Brigade Meadows Arcade	295	8	287	-	295
Brigade Nalapad Center	1,749	748	1,001	527	1,222
Brigade GT Signature Tower	2,337	196	2,141	-	2,337
Total	50,409	16,809	33,601	13,100	37,309

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	5,662	3,638	2,024	3,570	2,092
Brigade Cosmopolis Phase II	4,889	825	4,063	752	4,137
Brigade Orchards – Villas	3,182	653	2,529	684	2,498
Brigade Orchards – Aspen	840	803	37	769	71
Brigade Orchards – Banyan	914	698	216	560	354
Brigade Orchards – Cedar	2,377	674	1,703	551	1,826
Brigade Orchards – Deodar	2,744	883	1,860	596	2,148
Brigade Orchards – Parkside	870	367	503	265	605
Brigade Orchards – Juniper	3,540	69	3,471	-	3,540
Total SPVs	25,017	8,610	16,407	7,746	17,271

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	1,227	807	419	627	273	355
Brigade Lakefront	5,847	3,146	2,701	3,074	1,113	1,961
Brigade Exotica – 2	2,837	1,295	1,542	1,406	-	1,406
Brigade At No.7	851	539	312	222	49	174
Brigade Golden Triangle-1 & 2	2,542	1,680	862	527	323	204
Brigade Omega-A, B & C	2,242	1,695	547	780	419	361
Brigade Palmgrove	1,131	659	471	194	36	158
Brigade Pinnacle I	1,542	1,148	394	292	100	192
Brigade Altamount	828	744	83	138	111	27
Brigade Caladium	870	710	160	386	105	281
Brigade IRV Centre	1,028	748	280	302	62	240
Brigade Serenity	236	213	23	80	54	26
Brigade Symphony	1,430	580	851	683	164	519
Brigade Northridge – Phase I	1,598	721	878	481	179	301
Brigade Mountview	1,080	388	693	550	-	550
Brigade Panorama	4,370	1,053	3,318	317	77	240
Brigade Atmosphere	938	34	904	500	-	500
Brigade Plumeria	2,782	562	2,220	2,090	-	2,090
Brigade Meadows Arcade	181	103	78	114	-	114
Brigade Nalapad Center	1,427	1,005	422	321	94	227
Brigade GT Signature Tower	1,718	599	1,119	618	-	618
Total	36,706	18,428	18,278	13,703	3,158	10,545

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	2,730	908	2,023	1,279	745
Brigade Cosmopolis Phase II	3,551	1,910	1,641	1,338	209	1,129
Brigade Orchards – Villas	2,717	1,913	804	465	69	395
Brigade Orchards – Aspen	975	899	76	-135	-135	0
Brigade Orchards – Banyan	1,012	697	314	-97	-100	3
Brigade Orchards – Cedar	1,848	970	878	529	106	424
Brigade Orchards – Deodar	1,897	809	1,088	846	159	687
Brigade Orchards – Parkside	707	357	351	163	49	114
Brigade Orchards – Juniper	2,624	690	1,934	916	-	916
Total SPVs	18,969	10,975	7,994	6,048	1,635	4,412

Capex Commitment



As on June 2016

Amount in Rs. Mn

Projects	Est. cost	Incurred	Balance	Loan Tied up
WTC, Kochi - Phase 2	1,298	142	1,156	600
Brigade Opus	1,693	923	770	1,000
Brigade Vantage Chennai	471	305	166	-
Brigade Bhuwalka Icon	1,073	811	261	-
Brigade Broadway	526	259	267	-
Total Commercial	5,061	2,440	2,620	1,600
Holiday Inn-Chennai*	1,308	1,203	105	550
Four Points by Sheraton, Kochi	1,060	99	961	
Holiday Inn Express, Bangalore	1,000	409	591	600
Total Hospitality	3,368	1,711	1,657	1,150
Grand Total	8,429	4,151	4,278	2,750

* Through SPV

Annexure II

Standalone Financials

Standalone (Ind-AS) Financials - Snapshot



Amount in Rs. Mn

Particulars	Q1 FY 2016-17	Q4 FY 2015-16	Q1 FY 2015-16	Q1 FY17 on Q4 FY16 (% Inc)	Q1 FY17 on Q1 FY16 (% Inc)
Turnover	4,074	3,456	3,848	18%	6%
EBITDA	1,168	999	1,017	17%	15%
Interest	482	403	363	20%	33%
Profit after Int	686	596	654	15%	5%
Depreciation	282	303	222	-7%	27%
PBT	404	293	432	38%	-6%
Tax	139	87	154	61%	-10%
PAT	265	206	278	28%	-5%
EBITDA/Revenue	28.7%	28.9%	26.4%		
PBT/Revenue	9.9%	8.5%	11.2%		
PAT/Revenue	6.5%	6.0%	7.2%		

Standalone (I-GAAP) Financials - Snapshot

Amount in Rs. Mn

Particulars	Q1 FY 2016-17	Q4 FY 2015-16	Q1 FY 2015-16	Q1 FY17 on Q4 FY16 (% Inc)	Q1 FY17 on Q1 FY16 (% Inc)
Turnover	3,379	3,233	2,975	5%	14%
EBITDA	1,072	1,100	919	-3%	17%
Interest	473	395	354	20%	34%
Profit after Int	599	705	566	-15%	6%
Depreciation	282	303	222	-7%	27%
PBT	317	402	344	-21%	-8%
Tax	109	121	123	-9%	-11%
PAT	207	282	221	-26%	-6%
EBITDA/Revenue	31.7%	34.0%	30.9%		
PBT/Revenue	9.4%	12.4%	11.6%		
PAT/Revenue	6.1%	8.7%	7.4%		

Standalone Segment Profit Analysis

Particulars	3 Months ending June 2016			Amount in Rs. Mn
	Real Estate	Hospitality	Lease Rental	Total
Revenue	3,242	360	471	4,074
<i>as % of Total</i>	<i>80%</i>	<i>9%</i>	<i>12%</i>	<i>100%</i>
Expenses	2,156	36	13	2,205
Gross profit	1,086	324	458	1,868
<i>Gross profit Margin %</i>	<i>33%</i>	<i>90%</i>	<i>97%</i>	<i>46%</i>
Admin Expenses	141	122	29	293
Selling Cost	94	3	21	118
Employee cost	168	99	22	289
EBIDTA	682	100	386	1,168
<i>EBIDTA / Revenue %</i>	<i>21%</i>	<i>28%</i>	<i>82%</i>	<i>29%</i>
Interest	257	48	176	482
Profit after interest	425	52	210	686
Depreciation	3	81	199	282
PBT	422	-29	11	404
<i>PBT / Revenue %</i>	<i>13%</i>	<i>-8%</i>	<i>2%</i>	<i>10%</i>
Income Tax				139
PAT				265

Thank you

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