

Brigade Enterprises Limited

Corporate Identity Number (CIN) L85110KA1995PLC019126
Registered Office: Floor 29 - 30, World Trade Center,
Brigade Gateway Campus 26/1, Dr Rajkumar Road,
Malleshwaram - Rajajinagar, Bangalore 560 055, India
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Building Positive Experiences

Ref: BEL/NSEBSE/IP/14112016

14th November, 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 - H1 FY 2016-17

We are enclosing herewith the Investor Presentation titled "**Investor Presentation - H1 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 – H1 FY2016-17

September 2016

(CIN: L85110KA1995PLC019126)



BRIGADE

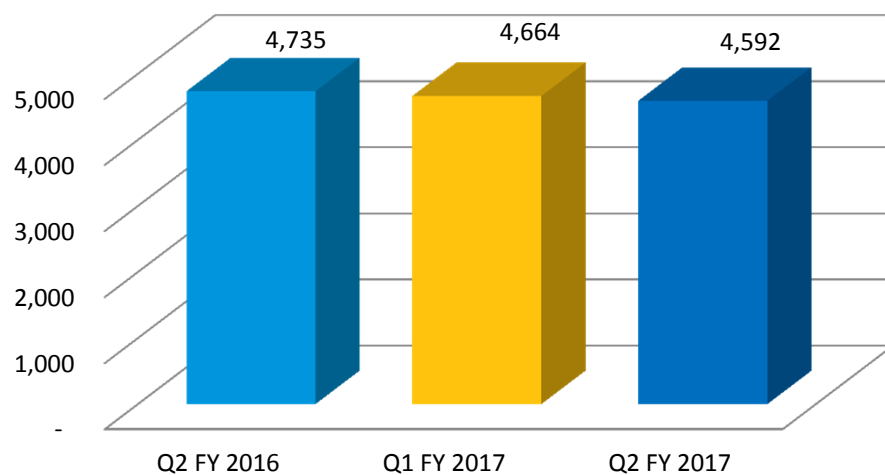
Consolidated Financial Highlights

- **H1 FY 2016-17 Revenue was Rs. 9,255 Mn** → 1% increase over H1 FY 2015-16
- **PBT for the H1 FY 2016-17 is Rs. 802 Mn** → 23% lower than H1 FY 2015-16
- **PAT for the H1 FY 2016-17 is Rs. 523 Mn** → 20% lower than H1 FY 2015-16
- **Unrecognized Revenue on Ongoing Real Estate projects (including unsold) is Rs. 57,007 Mn**
- **Quarter Highlights:-**
 - **Q2 FY 2016-17 Revenue is Rs. 4592 Mn** → 2% lower than Q1 FY 2016-17
 - **PBT for Q2 FY 2016-17 is Rs. 462 Mn** → 36% Increase over Q1 FY 2016-17
 - **PAT for Q2 FY 2016-17 is Rs. 301 Mn** → 36% Increase over Q1 FY 2016-17

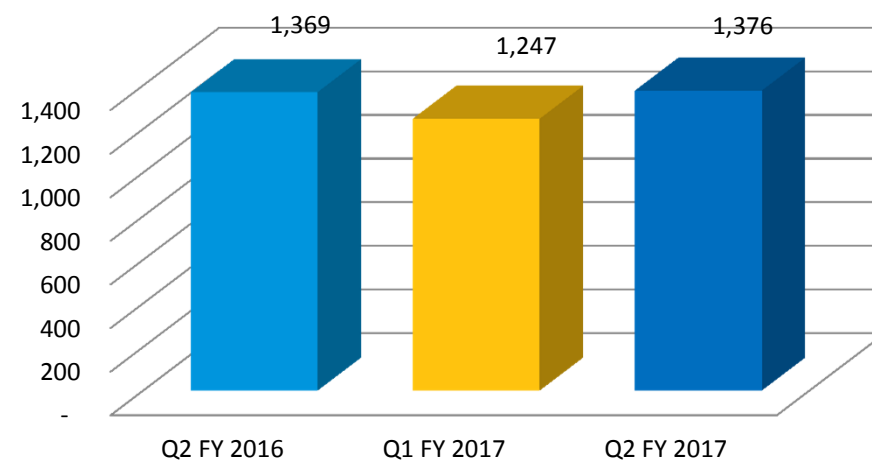
Consolidated Financials Trend



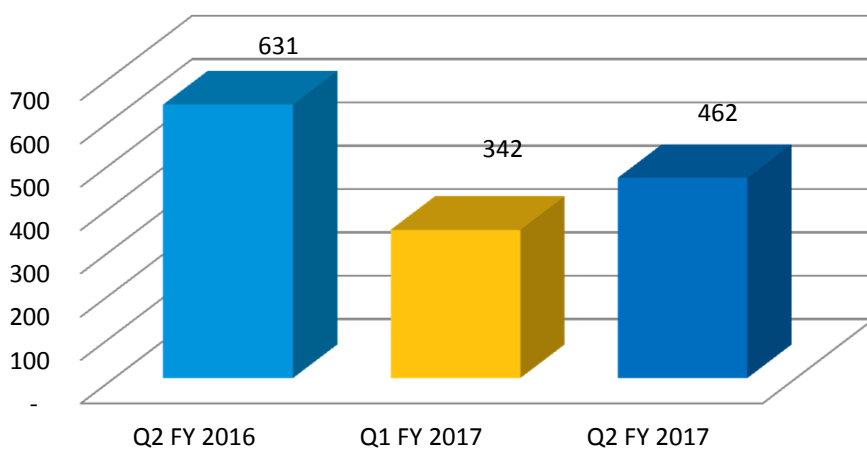
Turnover (Rs. Mn)



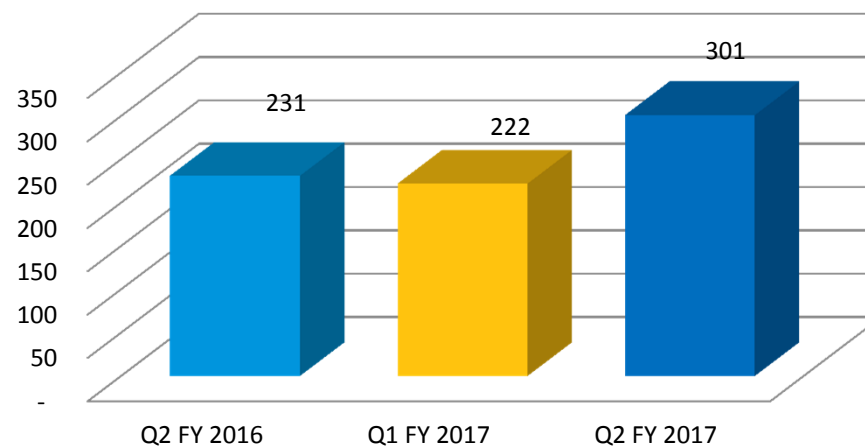
EBITDA (Rs. Mn)



PBT (Rs. Mn)



PAT (Rs. Mn)



Consolidated (Ind-AS) Financials - Snapshot



Amount in Rs. Mn

Particulars	H1 FY2017	H1 FY 2016	H1 FY16 on H1 FY15 (% Inc)	Q2 FY 2016-17	Q1 FY 2016-17	Q2 FY 2015-16	Q2 FY17 on Q1 FY17 (% Inc)	Q1 FY17 on Q1 FY16 (% Inc)
Turnover	9,255	9,146	1%	4592	4664	4735	-2%	-3%
EBITDA	2,622	2,491	5%	1376	1247	1369	10%	1%
Interest	1227	956	28%	625	602	483	4%	29%
Profit after Int	1,395	1,535	-9%	751	645	886	17%	-15%
Depreciation	593	491	21%	289	304	255	-5%	13%
PBT	802	1,044	-23%	462	341	631	36%	-27%
Tax	279	390	-28%	161	119	231	35%	-35%
PAT	523	654	-20%	301	222	399	36%	-25%
PAT after MI	488	641	-23%	286	202	382	42%	-25%
EBITDA/Revenue	28.3%	27.2%		30.0%	26.7%	28.9%		
PBT/Revenue	8.7%	11.4%		10.1%	7.3%	13.3%		
PAT/Revenue	5.7%	7.1%		6.5%	4.7%	8.4%		

Consolidated (I - GAAP) Financials - Snapshot



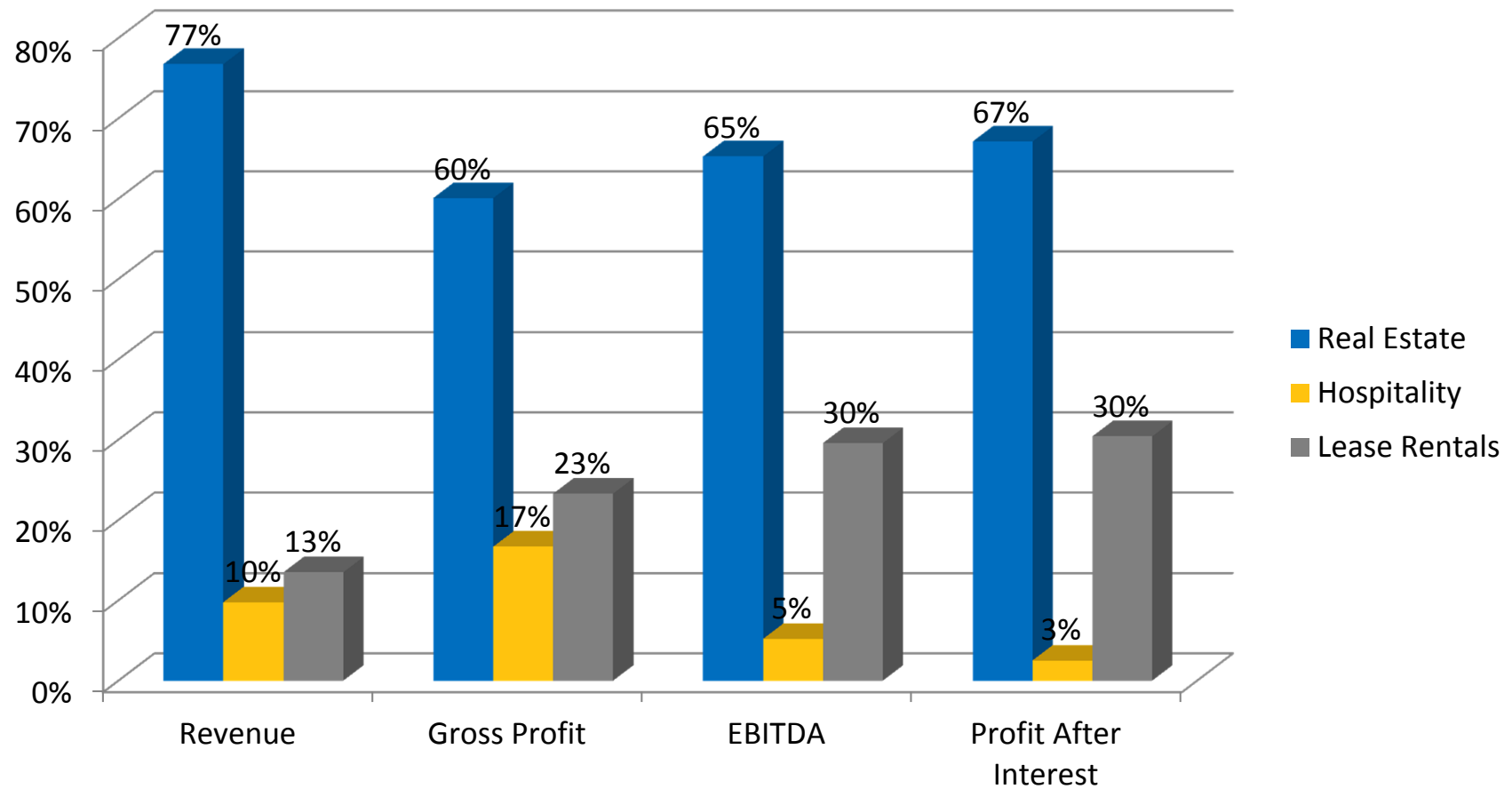
Amount in Rs. Mn

Particulars	H1 FY2017	H1 FY 2016	H1 FY16 on H1 FY15 (% Inc)	Q2 FY 2016-17	Q1 FY 2016-17	Q2 FY 2015-16	Q2 FY17 on Q1 FY17 (% Inc)	Q1 FY17 on Q1 FY16 (% Inc)
Turnover	8,077	7,032	15%	4094	3983	3460	3%	18%
EBITDA	2,436	2,432	0%	1239	1197	1355	4%	-9%
Interest	1158	894	29%	589	569	451	4%	31%
Profit after Int	1,278	1,538	-17%	650	628	904	4%	-28%
Depreciation	593	491	21%	289	304	255	-5%	13%
PBT	685	1,047	-35%	361	324	649	11%	-44%
Tax	240	390	-38%	126	114	237	11%	-47%
PAT	445	657	-32%	235	210	411	12%	-43%
PAT after MI	395	630	-37%	212	183	387	16%	-45%
EBITDA/Revenue	30.2%	34.6%		30.3%	30.1%	39.2%		
PBT/Revenue	8.5%	14.9%		8.8%	8.1%	18.8%		
PAT/Revenue	5.5%	9.3%		5.7%	5.3%	11.9%		

Consolidated Segment Contribution



6 Months ending September 2016



Consolidated Segment Profit Analysis



6 Months ending September 2016

Amount in Rs. Mn

Particulars	Real Estate	Hospitality	Lease rentals	Total
Revenue	7,103	904	1,248	9,255
<i>as % of Total</i>	<i>77%</i>	<i>10%</i>	<i>13%</i>	<i>100%</i>
Expenses	4,257	118	147	4,523
Gross profit	2,844	786	1,102	4,733
<i>Gross profit Margin %</i>	<i>40%</i>	<i>87%</i>	<i>88%</i>	<i>51%</i>
Admin Expenses	533	379	206	1,118
Selling Cost	230	9	54	293
Employee cost	371	263	66	700
EBIDTA	1,710	136	775	2,622
<i>EBIDTA / Revenue %</i>	<i>24%</i>	<i>15%</i>	<i>62%</i>	<i>28%</i>
Interest	774	101	351	1,227
Profit after interest	936	35	424	1,395
Depreciation	32	183	377	593
PBT	904	-148	48	802
<i>PBT / Revenue %</i>	<i>13%</i>	<i>-16%</i>	<i>4%</i>	<i>9%</i>
Income Tax				279
PAT				523

Consolidated Cash Flows



Direct Method Cash Flows

Amount in Rs. Mn

Particulars	FY 2016	Q4 FY 2016	Q1 FY 2017	Q2 FY 2017
<u>Operating Activities</u>				
Total Collections	19,526	5,148	4,456	5,172
Construction Cost	11,392	3,115	2,851	2,673
LO Payments	415	80	151	207
Employee and Admin Expenses	1,514	489	349	481
Sales & Marketing Expenses	926	266	319	194
Statutory Payments	1,374	444	204	493
Other Expenses & Payments	382	269	22	55
Net Cash Flow from Operating Activities	3,523	485	560	1,069

Contd....

Consolidated Cash Flows (Contd.)

Direct Method Cash Flows

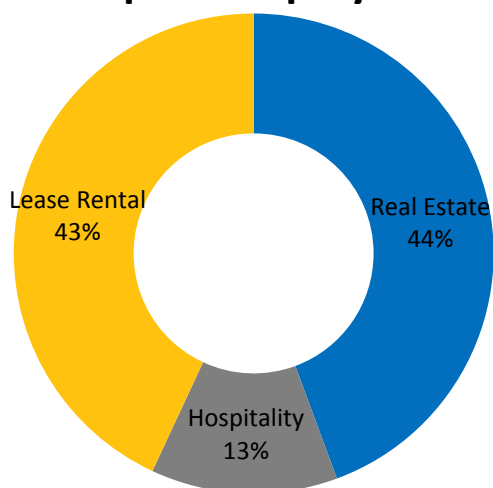
Amount in Rs. Mn

Particulars	FY 2016	Q4 FY 2016	Q1 FY 2017	Q2 FY2017
<u>Investment Activities</u>				
Cash from Investment Activities	2,082	1,640	312	199
Construction Cost (CWIP)	2,085	614	606	679
Investment in Land/JD/JV/TDR	6,957	5,588	94	694
Other Investments	1,788	766	336	120
Net Cash Flow from Investment Activities	-8,748	-5,328	-724	-1,294
<u>Financing Activities</u>				
Debt Drawdown	14,521	6,114	2,633	2418
Share Issue / Shareholder Debt	3,152	3,125	2	0
Dividend Payment	450	225	0	0
Debt Repayment	8,356	2,358	1,807	1,910
Interest Payment	1,646	420	562	502
Debenture Redemption	1,565	1,565	0	0
Net Cash Flow from Financing Activities	5,656	4,671	258	6
Net Cash Flows for the Period	431	-172	94	-219

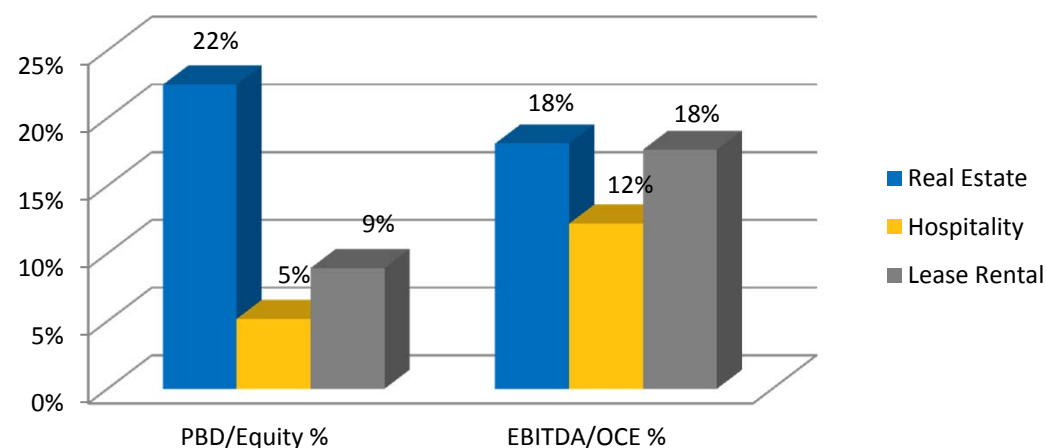
Deployment of Funds - Consolidated



Capital Employed



Profitability Ratios



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

Segment	Equity	Debt	Capital Employed	D/E Ratio	PBD / Equity %	Operating Capital Employed (OCE)	EBITDA / OCE %
Real Estate	8,344	10,537	18,871	1.26	22%	18,871	18%
Hospitality	2,999	2,347	5,346	0.78	5%	2,926	12%
Lease Rental	9,501	8,821	18,322	0.93	9%	8,774	18%
Less: Cash Balance		2,449					
Total	20,834	19,255	42,538	0.92	14%	30,571	17%

PBD = Profit Before Depreciation & Tax (After Interest)

Consolidated Debt Profile



Amount in Rs. Mn

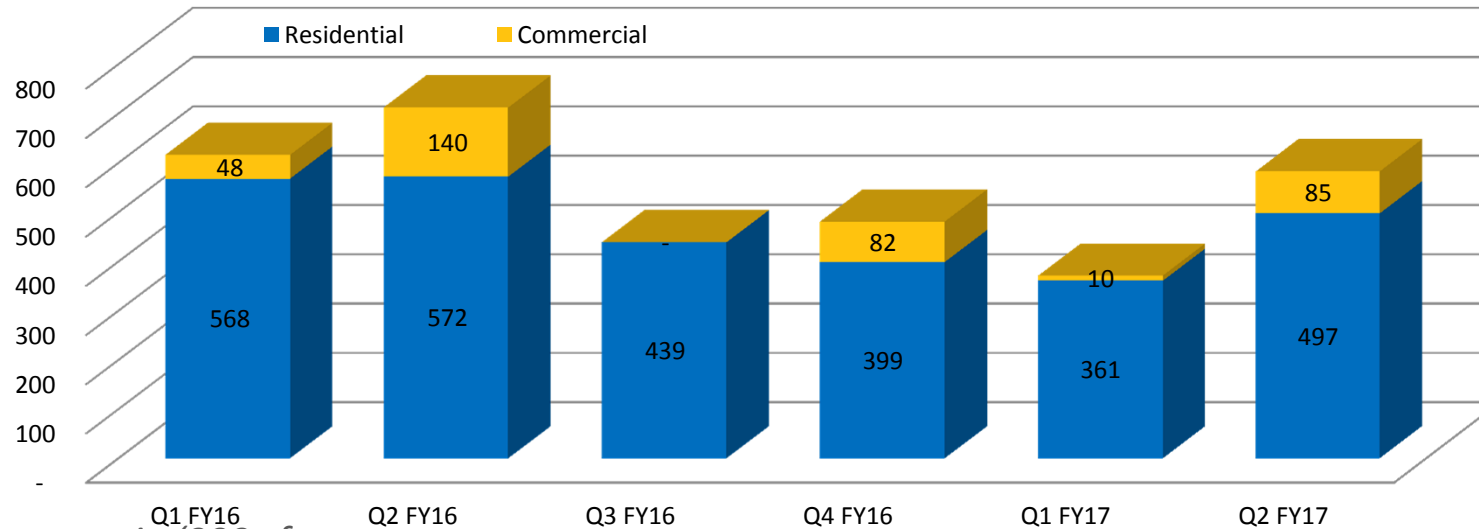
Particulars	September 2015	September 2016
Real Estate	8,259	10,537
Hospitality	1,276	2,437
Lease Rental	5,999	8,821
Gross Debt	15,534	21,705
Cost of Debt	11.2%	10.6%
Credit Rating	CRISIL "A" ICRA "A"	CRISIL "A" ICRA "A"

Note: The gross debt figure for September 2016 includes Rs. 2,684 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 2017				
	Q1	Q2	Q3	Q4	Year	Q1	Q2	Q3	Q4	Year
Residential	568	572	439	399	1,978	361	497	Intentionally		858
Commercial	48	140	0	82	271	10	85	Left blank		95
Total	616	712	439	481	2,249	371	582			954

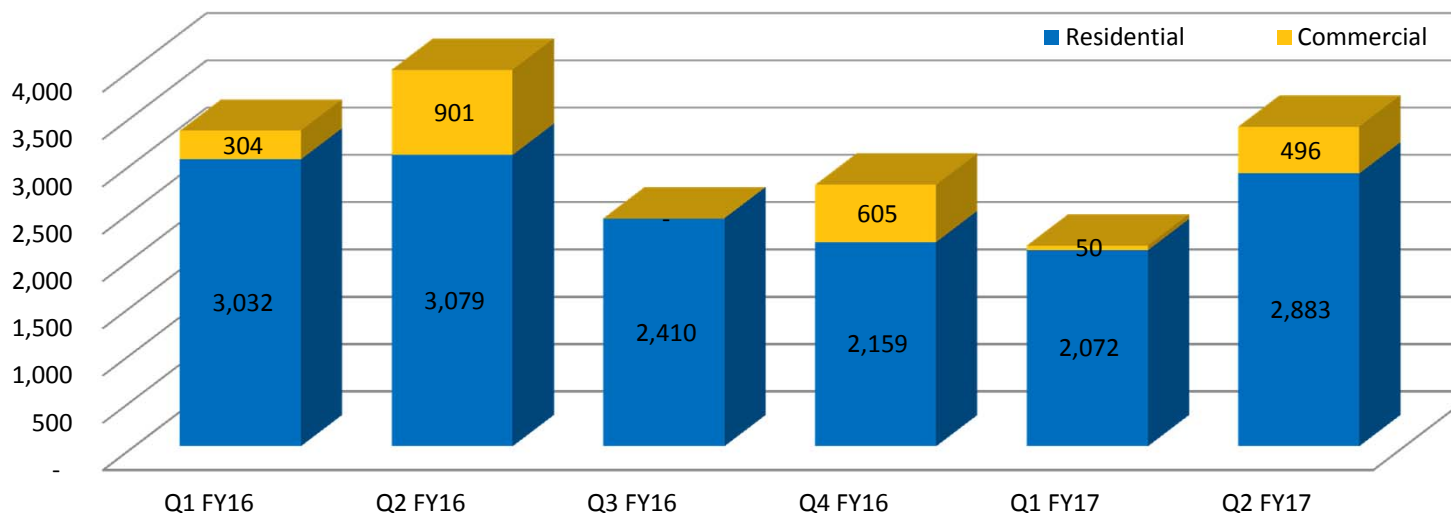
Note: All Sales exclude Land Owner unit sales; Q2 FY17 sales of Land Owner share was 78,160 sft

Sale volume for Q2 FY 2016-17 was 57% higher than the previous quarter

Sales Value Analysis



Quarterly Sales Value



All Amounts in Rs. Mn except Average Rate/SFT

	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			4,956
Commercial	304	901	0	605	1,810	50	497	Intentionally		547
Total	3,336	3,980	2,410	2,764	12,490	2,122	3,380	Left blank		5,502
Avg Rate/SFT	5,415	5,591	5,485	5,741	5,554	5,715	5,806			5,767
% Inc in Ave Rate	9%	3%	-2%	5%	9%	0%	1%			4%

Note: All Sales exclude Land Owner unit sales; Q2 FY17 sales of Land Owner share was Rs. 542 Mn

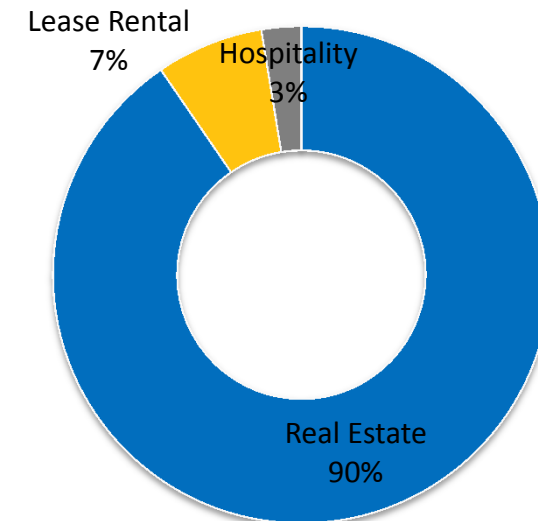
Sale value for Q2 FY 2016-17 was 59% higher than the previous quarter

Ongoing Projects - Summary

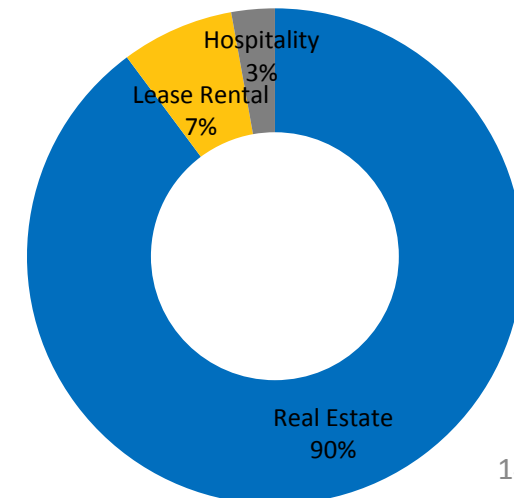
Projects	Area in '000 sft		
	Project Area	LO/JV share	Co Share
Real Estate projects	12,588	2,830	9,758
Brigade Orchards *	3,226	1,613	1,613
Brigade Cosmopolis *	1,539	754	785
Total Real Estate	17,353	5,197	12,156
WTC, Kochi - Phase 2	385	0	385
Brigade Vantage Chennai	133	66	66
Brigade Bhuwalka Icon	376	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	497	114	382
Grand Total	19,188	5,653	13,535

* Through SPV

Total Project Area



Company Share Project Area



Synopsis of Ongoing Projects – September 2016



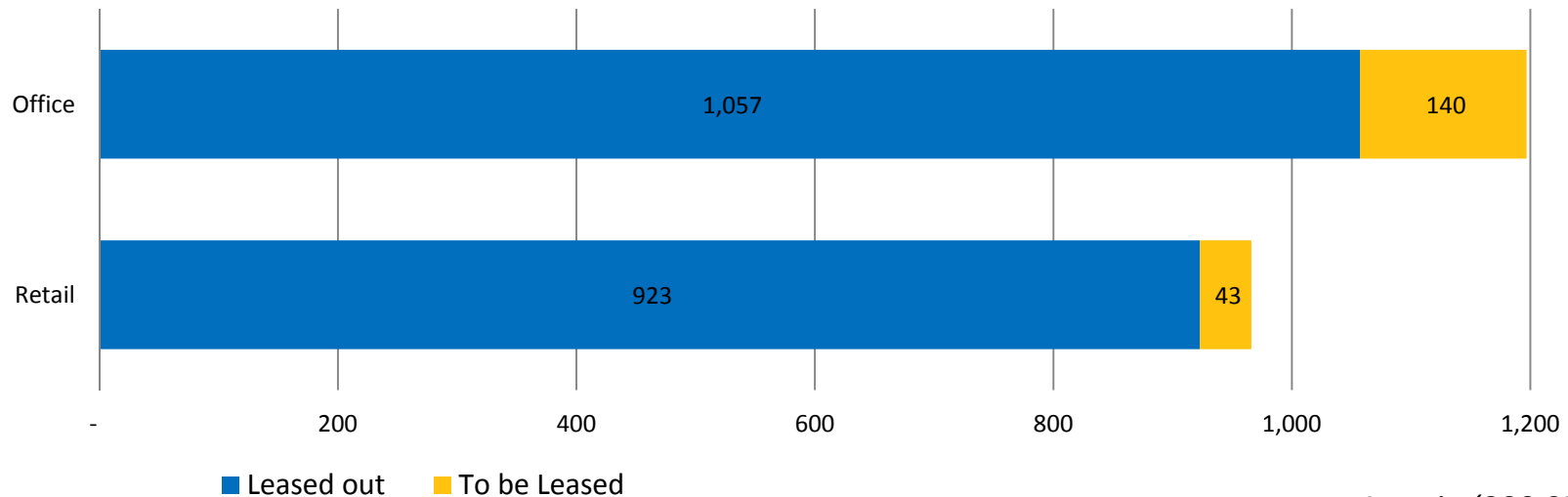
Particulars	Ongoing BEL Projects	Ongoing SPV Projects	Stock Sales	Total
	In Mn. Sft			
Total super built-up area of launched project on sale basis	12.59	4.77	0.62	17.97
Less: LO Share	2.83	0	0	2.83
Co share of saleable area	9.76	4.77	0.62	15.14
Sold till date	5.06	2.83	0	7.89
To be sold	4.70	1.94	0.62	7.25
	Rs. In Mn			
Estimated Sale value	51,021	25,289	4,109	80,419
Value of Sold units	25,993	14,574	0	40,568
Value of unsold units	25,028	10,715	4,109	39,851
Collection till date on sold units	18,677	9,426	0	28,103
Balance collection for the projects (including unsold units) - A	32,344	15,863	4,109	52,315

Synopsis of Ongoing Projects – Contd.



Particulars	Ongoing BEL Projects	Ongoing SPV Projects	Stock Sales	Total
	Rs. In Mn			
Revenue Recognised till date	14,853	8,558	0	23,411
Revenue to be Recognised (incl unsold units)	36,168	16,731	4,109	57,007
Estimated cost for the projects – (Incl Land Cost / NRD)	37,035	18,962	1,296	57,292
Cost incurred till date	20,017	11,523	1,296	32,836
Balance Construction cost to be incurred to finish the project- B	17,017	7,439	0	24,456
Estimated Profit for the projects	13,987	6,327	2,813	23,127
Profit recognised till date	3,440	1,859	0	5,299
Profit to be recognised (incl unsold units)	10,546	4,469	2,813	17,828
Gross Operating Cash Flows (A-B)	15,327	8,424	4,109	27,859
Present Borrowings	7,559	2,176	803	10,537
Net Operating Cash Flows	7,768	6,248	3,306	17,321
Period of realization	3 Years	3 Years	6 Months	16

Lease Position – September 16



Project	Leasable Area	Area in '000 Sft	
		Leased out	To be Leased
WTC Bangalore	637	636	1
Orion Mall at Brigade Gateway	818	810	8
Orion East Mall	148	113	35
WTC, Kochi - Phase 1	388	261	127
Brigade South Parade	117	117	-
Others	56	44	12
Total	2,163	1,980	183

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	H1 FY 16-17	H1 FY 15-16	FY 15-16	H1 FY 16-17	H1 FY 15-16	FY 15-16
No of Keys	126	126	126	230	230	230
Occupancy	75%	82%	82%	82%	81%	82%
ARR (Rs.)	6,461	6,501	6,470	7,542	7,371	7,600
GOP	46.8%	49.0%	48.8%	37.0%	38.8%	41.0%



GM (BLR)



Sheraton



GM (Mysore)

Our third hotel - Grand Mercure at Mysore commenced operations in Q1 FY 2017

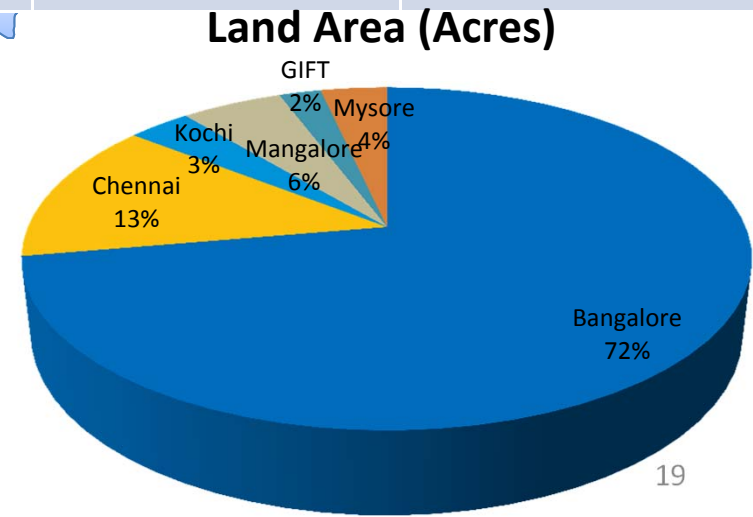
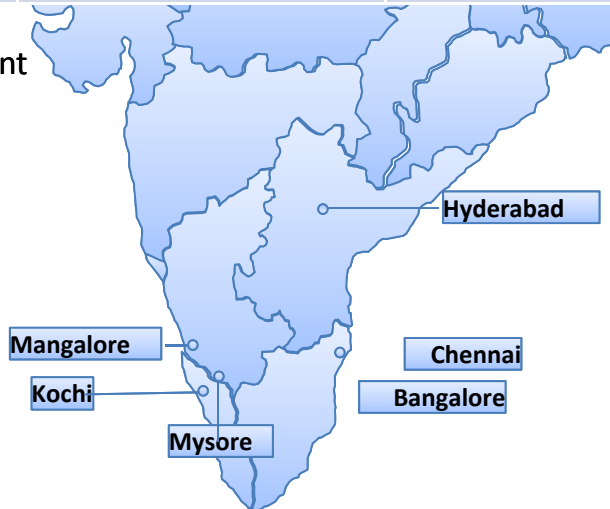
Land Bank - Group



Rs. In Mn

Location	Land Area (in acres)	Total Cost*	Paid	Payable
Bangalore	391	10,016	6,419	3,597
Chennai	72	6,578	6,358	220
Kochi	18	140	140	-
Mangalore	29	54	46	7
GIFT, Gujarat	12	964	302	662
Mysore	19	97	85	12
Total	541	17,849	13,351	4,498

* Includes Refundable/Non Refundable Deposits for Joint Developments



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	Q3
Brigade Northridge II	Residential	Bangalore	1.4	0.16	0.10	Q3
Brigade Topaz	Residential	Mysore	1.2	0.09	0.06	Q4
Brigade Xanadu Ph-1	Residential	Chennai	11.9	0.77	0.46	Q4
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	Q3
GIFT City	Commercial-Lease	Gujarat	2.9	0.26	0.26	Q3
Brigade Brookfields	Commercial-Lease	Bangalore	8.53	1.00	0.50	Q4
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	Q4
GIFT, Gujarat	Hotel	Gujarat	1.1	0.10	0.10	Q4
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 H1 FY 2016-17

Awards & Recognition



- **Brigade Group** has been received **India's Top Builders 2016** Award at **CWAB Awards**.
- **Brigade Group** won the **1st Runner Up** for the **South Region** in the **CII- National Excellence Practice Competition-2016**.
- **Mr. Suresh Kris** was awarded the '**CFO of the Year in Construction & Real Estate Sector**' at the **Asia CFO Excellence Awards 2016**.
- **Brigade Group** have scored a **Hat-Trick** at the **6th Annual Construction Week India Awards 2016** - **Mr. Jaishankar** won the **Real Estate Person of the Year Award**, **Ms. Nirupa Shankar** won the **-Young Entrepreneur of the Year Award** and **Brigade Exotica** won the **Runners Up Award in the High Rise Building** category.
- **Orion Malls** win **3 awards** at the **Times Retail Icon Awards - Bangalore 2016** - **Emerging Mall** - Orion East, **Best Marketing & Promotion** - Orion Mall @ Brigade Gateway and **Best CSR Activities** - Orion Mall @ Brigade Gateway
- **Aspen@ Brigade Orchards**, won the **ICI (BC) – Birla Super Jury Appreciation Award For Outstanding Concrete Structure of Karnataka 2016** in the Building Category.



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	3,19,770	1,21,250	1,335	515
Brigade Lakefront	14,14,366	10,06,100	4,08,266	6,308	2,638
Brigade Exotica – 2	7,20,610	70,450	6,50,160	406	3,901
Brigade At No.7	1,02,975	52,090	50,885	543	662
Brigade Golden Triangle-1 & 2	6,79,310	6,63,830	15,480	2,992	84
Brigade Omega-A, B & C	5,84,730	4,55,900	1,28,830	2,299	734
Brigade Palmgrove	2,60,698	79,350	1,81,348	413	1,042
Brigade Pinnacle I	4,39,019	2,29,800	2,09,219	944	921
Brigade Altamount	2,11,690	2,04,350	7,340	936	42
Brigade Caladium	1,46,100	75,320	70,780	610	679
Brigade IRV Centre	2,20,606	1,34,720	85,886	764	541
Brigade Serenity	91,690	75,500	16,190	260	70
Brigade Symphony	5,15,510	2,37,740	2,77,770	947	1,184
Brigade Northridge – Phase I	3,86,698	3,42,060	44,638	1,828	246
Brigade Mountview	3,51,230	94,150	2,57,080	448	1,285
Brigade Panorama	10,58,213	5,57,604	5,00,609	2,481	2,389
Brigade Atmosphere	2,48,311	42,970	2,05,341	262	1,170
Brigade Plumeria	11,34,010	1,70,780	9,63,230	733	3,997
Brigade Meadows Arcade	53,470	7,980	45,490	43	246
Brigade Nalapad Center	2,70,350	1,74,570	95,780	1,083	575
Brigade GT Signature Tower	4,27,392	67,420	3,59,972	358	2,106
Total	97,57,998	50,62,454	46,95,544	25,993	25,028

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	7,47,140	89,290	5,075	661
Brigade Cosmopolis Phase II	7,02,980	3,22,400	3,80,580	2,265	2,645
Brigade Orchards – Villas	4,69,045	2,03,705	2,65,340	1,326	2,017
Brigade Orchards – Aspen	2,88,480	2,86,470	2,010	834	6
Brigade Orchards – Banyan	2,98,080	2,78,450	19,630	854	82
Brigade Orchards – Cedar	5,34,720	2,73,570	2,61,150	1,177	1,254
Brigade Orchards – Deodar	6,26,508	3,71,360	2,55,148	1,545	1,225
Brigade Orchards – Parkside	2,01,835	1,67,830	34,005	726	153
Brigade Orchards – Juniper	8,07,370	1,78,500	6,28,870	773	2,673
Total SPVs	47,65,448	28,29,425	19,36,023	14,574	10,715

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	1,850	950	901	943	907
Brigade Lakefront	8,946	3,986	4,961	3,591	5,356
Brigade Exotica – 2	4,307	301	4,006	-	4,307
Brigade At No.7	1,204	342	863	361	843
Brigade Golden Triangle-1 & 2	3,077	3,019	58	2,091	985
Brigade Omega - A, B & C	3,033	2,062	971	1,844	1,190
Brigade Palmgrove	1,455	318	1,137	227	1,229
Brigade Pinnacle I	1,865	859	1,006	725	1,140
Brigade Altamount	978	907	70	882	96
Brigade Caladium	1,289	544	745	497	792
Brigade IRV Centre	1,305	681	624	454	851
Brigade Serenity	331	222	109	236	95
Brigade Symphony	2,131	744	1,387	620	1,511
Brigade Northridge – Phase I	2,074	1,053	1,020	938	1,135
Brigade Mountview	1,733	268	1,465	-	1,733
Brigade Panorama	4,870	1,000	3,869	740	4,130
Brigade Atmosphere	1,433	32	1,401	-	1,433
Brigade Plumeria	4,730	184	4,546	-	4,730
Brigade Meadows Arcade	289	34	255	-	289
Brigade Nalapad Center	1,658	907	751	706	952
Brigade GT Signature Tower	2,464	264	2,200	-	2,464
Total	51,021	18,677	32,344	14,853	36,168

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	5,735	3,964	1,771	3,833	1,902
Brigade Cosmopolis Phase II	4,910	961	3,950	940	3,970
Brigade Orchards – Villas	3,342	637	2,705	702	2,641
Brigade Orchards – Aspen	840	824	16	777	63
Brigade Orchards – Banyan	936	758	179	638	299
Brigade Orchards – Cedar	2,430	751	1,680	644	1,786
Brigade Orchards – Deodar	2,769	995	1,775	683	2,087
Brigade Orchards – Parkside	879	439	440	341	538
Brigade Orchards – Juniper	3,446	98	3,348	-	3,446
Total SPVs	25,289	9,426	15,863	8,558	16,731

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	1,234	892	343	616	311	305
Brigade Lakefront	5,842	3,409	2,433	3,105	1,219	1,886
Brigade Exotica – 2	2,891	1,383	1,508	1,416	-	1,416
Brigade At No.7	853	567	286	351	74	277
Brigade Golden Triangle-1 & 2	2,538	1,801	737	539	339	200
Brigade Omega-A, B & C	2,243	1,789	455	790	450	340
Brigade Palmgrove	1,131	681	450	324	37	288
Brigade Pinnacle I	1,541	1,210	331	323	105	218
Brigade Altamount	827	791	36	151	130	21
Brigade Caladium	871	745	126	418	131	287
Brigade IRV Centre	1,029	771	257	276	80	195
Brigade Serenity	236	225	11	95	60	35
Brigade Symphony	1,428	624	804	703	189	514
Brigade Northridge – Phase I	1,617	846	771	456	204	252
Brigade Mountview	1,079	433	646	654	-	654
Brigade Panorama	4,386	1,228	3,158	484	21	463
Brigade Atmosphere	938	36	902	495	-	495
Brigade Plumeria	2,993	648	2,345	1,737	-	1,737
Brigade Meadows Arcade	180	114	67	108	-	108
Brigade Nalapad Center	1,463	1,138	324	195	90	105
Brigade GT Signature Tower	1,714	686	1,027	750	-	750
Total	37,035	20,017	17,017	13,987	3,440	10,546

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	2,847	791	2,097	1,375	722
Brigade Cosmopolis Phase II	3,551	1,987	1,563	1,360	263	1,097
Brigade Orchards – Villas	2,731	1,968	762	612	72	540
Brigade Orchards – Aspen	975	911	64	-135	-135	0
Brigade Orchards – Banyan	1,012	762	249	-75	-98	22
Brigade Orchards – Cedar	1,830	1,045	786	600	131	469
Brigade Orchards – Deodar	1,893	880	1,014	876	186	690
Brigade Orchards – Parkside	707	384	324	171	64	107
Brigade Orchards – Juniper	2,624	738	1,886	821	-	821
Total SPVs	18,962	11,523	7,439	6,327	1,859	4,469

Capex Commitment



As on September 2016

Amount in Rs. Mn

Projects	Est. cost	Incurred	Balance	Loan Tied up
WTC, Kochi - Phase 2	1,298	224	1,074	600
Brigade Opus	1,693	1,031	662	1,000
Brigade Vantage Chennai	471	321	150	-
Brigade Bhuwalka Icon	1,073	861	212	-
Brigade Broadway	526	271	255	-
Total Commercial	5,061	2,708	2,352	1,600
Holiday Inn-Chennai*	1,561	1,501	60	550
Four Points by Sheraton, Kochi	1,060	144	916	
Holiday Inn Express, Bangalore	1,000	496	504	600
Total Hospitality	3,620	2,141	1,479	1,150
Grand Total	8,681	4,849	3,831	2,750

* Through SPV

Annexure II

Standalone Financials

Standalone (Ind - AS) Financials - Snapshot

Amount in Rs. Mn

Particulars	H1 FY2017	H1 FY 2016	H1 FY16 on H1 FY15 (% Inc)	Q2 FY 2016-17	Q1 FY 2016-17	Q2 FY 2015-16	Q2 FY17 on Q1 FY17 (% Inc)	Q1 FY17 on Q1 FY16 (% Inc)
Turnover	7,852	8,139	-4%	3,779	4,073	4,290	-7%	-12%
EBITDA	2,429	2,324	5%	1,262	1,167	1306	8%	-3%
Interest	989	731	35%	507	482	368	5%	38%
Profit after Int	1,440	1,593	-10%	755	685	938	10%	-20%
Depreciation	548	447	23%	266	282	225	-6%	18%
PBT	892	1,146	-23%	489	403	713	23%	-31%
Tax	309	376	-18%	170	139	222	22%	-24%
PAT	583	770	-25%	320	264	491	21%	-35%
EBITDA/Revenue	30.9%	28.5%		33.3%	28.7%	30.4%		
PBT/Revenue	11.4%	14.1%		13.0%	9.9%	16.6%		
PAT/Revenue	7.4%	9.5%		8.5%	6.5%	11.5%		

Standalone (I -GAAP) Financials - Snapshot

Amount in Rs. Mn

Particulars	H1 FY2017	H1 FY 2016	H1 FY16 on H1 FY15 (% Inc)	Q2 FY 2016-17	Q1 FY 2016-17	Q2 FY 2015-16	Q2 FY17 on Q1 FY17 (% Inc)	Q1 FY17 on Q1 FY16 (% Inc)
Turnover	6,614	6,043	9%	3283	3378	3068	-3%	7%
EBITDA	2,169	2,242	-3%	1096	1072	1323	2%	-17%
Interest	970	713	36%	496	473	359	5%	38%
Profit after Int	1,199	1,529	-22%	600	599	964	0%	-38%
Depreciation	548	447	23%	266	282	225	-6%	18%
PBT	651	1,083	-40%	334	317	739	6%	-55%
Tax	226	353	-36%	117	109	230	7%	-49%
PAT	425	730	-42%	218	207	509	5%	-57%
EBITDA/Revenue	32.8%	37.1%		33.4%	31.7%	43.1%		
PBT/Revenue	9.8%	17.9%		10.2%	9.4%	24.1%		
PAT/Revenue	6.4%	12.1%		6.6%	6.1%	16.6%		

Standalone Segment Profit Analysis

Particulars	6 Months ending September 2016			Amount in Rs. Mn
	Real Estate	Hospitality	Lease Rental	Total
Revenue	6,130	712	1010	7,852
<i>as % of Total</i>	<i>78%</i>	<i>9%</i>	<i>13%</i>	<i>100%</i>
Expenses	3,659	76	81	3,815
Gross profit	2,472	636	929	4,037
<i>Gross profit Margin %</i>	<i>40%</i>	<i>89%</i>	<i>92%</i>	<i>51%</i>
Admin Expenses	429	270	113	812
Selling Cost	161	5	29	194
Employee cost	355	202	44	601
EBIDTA	1,527	160	742	2,429
<i>EBIDTA / Revenue %</i>	<i>25%</i>	<i>22%</i>	<i>74%</i>	<i>31%</i>
Interest	540	100	349	989
Profit after interest	987	60	394	1,440
Depreciation	11	165	372	548
PBT	976	-105	21	892
<i>PBT / Revenue %</i>	<i>16%</i>	<i>-15%</i>	<i>2%</i>	<i>11%</i>
Income Tax				309
PAT				583

Thank you

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