

# Brigade Enterprises Limited

Corporate Identity Number (CIN): L85110KA1995PLC019126  
Registered Office : 29th & 30th Floors, World Trade Center  
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**BRIGADE**

Building Positive Experiences

Ref: BEL/NSEBSEPR/06112019

6<sup>th</sup> November, 2019

Listing Department  
National Stock Exchange of India Limited  
Exchange Plaza,  
Bandra Kurla Complex,  
Bandra (East),  
Mumbai - 400 051

Department of Corporate Services - Listing  
BSE Limited  
P. J. Towers  
Dalal Street,  
Mumbai - 400 001

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

Dear Sir,

Sub.: Press Release - "Brigade Group Announces Q2 FY20 Results; reports Sales of 1 Million sq. ft worth Rs. 529 crores. Half Year Sales at 2.1 million sq.ft worth 1,122 crores"

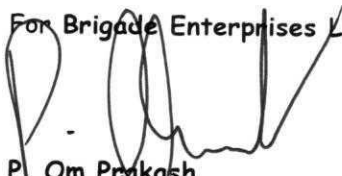
We are enclosing herewith the copy of the press release titled "Brigade Group Announces Q2 FY20 Results; reports Sales of 1 Million sq. ft worth Rs. 529 crores. Half Year Sales at 2.1 million sq.ft worth 1,122 crores."

This is also hosted on the Company's website at [www.brigadegroup.com](http://www.brigadegroup.com)

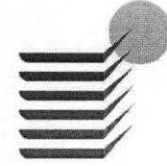
Kindly take the same on your records.

Thanking you,  
Yours faithfully,

For Brigade Enterprises Limited

  
P. Om Prakash  
Company Secretary & Compliance Officer

Encl.: a/a



**BRIGADE**

## **PRESS RELEASE**

For Immediate Release

Bengaluru, November 6, 2019:

### **Brigade Group Announces Q2 FY20 Results; Reports Sales of 1 Million sq. ft worth Rs. 529 crores. Half Year Sales at 2.1 million sq.ft worth 1,122 crores.**

Brigade Enterprises Limited's Consolidated Revenues for the half year ended 30<sup>th</sup> September 2019 is at Rs. 1,469 crores. EBITDA Margin stood at 27% for both H1 FY20 and H1 FY19. Consolidated Net Profit (after minority interest) is at Rs 79 Crores for H1FY20.

Real Estate space aggregating to 1 Million sft was sold during Q2 FY20 which is 24% higher when compared to Q2 FY19. The total value of space sold was Rs. 529 Crores during Q2 FY20 which is 15% higher when compared to Q2 FY19. Sales volume increased by over 70% in H1 FY20 when compared to H1 FY19.

Revenue and EBITDA have both increased in Q2 FY20 when compared to Q1 FY20. The Net Profit has reduced due to increase in depreciation and interest of lease rental yielding and hotel projects which were capitalised.

Commenting on Company's performance, Mr. M.R. Jaishankar, Chairman and Managing Director, Brigade Enterprises Limited:

"The Company has witnessed robust sales in its residential business. The sales volume has increased substantially despite challenges at both, macro and micro economic levels. This is testament to the strong Brand Value of Brigade and is a recognition of the Quality of our products and to the wide range of product offerings that are available to our customers. On the commercial operations front, we are nearing completion in some of our marquee office projects and leasing on the same is progressing well."

#### **Operational Highlights:**

##### **H1 FY20**

- Achieved 2.1 Mn sq ft of sales in H1 FY20 compared to 1.2 Mn sq ft in H1FY19 (73% increase).
- Sale value of Rs 1,122 Crores in H1 FY20 vs Rs 678 Crores in H1 FY19 (65 % increase).



- Leased 1.4 Mn sq ft of new office area in H2 FY20 which is estimated to yield rental of Rs 110 crores.

#### **Q2 FY20**

- Achieved 1 Mn sq ft of sales in Q2 FY20 compared to 0.80 Mn sq ft in Q2FY19 (24% increase).
- Sale value of Rs 529 Crores in Q2 FY20 vs Rs 460 Crores in Q2 FY19 (15 % increase).
- Leased 0.6 Mn sq ft of new office area in Q2 FY20 which is estimated to yield rental of Rs 44 crores.

#### **Financial Highlights**

##### ***Consolidated H1 Performance (H1FY20 Vs H1FY19)***

- Total Revenues at Rs 1,469 crores vis-a-vis Rs 1,552 crores
- EBITDA at Rs. 397 crores vis-a-vis Rs. 425 crores
- EBITDA margin at 27%
- PBT at Rs. 138 crores vis-a-vis Rs. 227 crores
- PAT after Minority Interest at Rs. 79 crores vis-a-vis Rs. 131 crores

##### ***Consolidated Q2 Performance (Q2FY20 Vs Q2FY19)***

- Total Revenues at Rs 752 crores vis-a-vis Rs 844 crores
- EBITDA at Rs. 207 crores vis-a-vis Rs. 236 crores
- EBITDA margin at 27% vis-à-vis 28%
- PBT at Rs. 65 crores vis-a-vis Rs. 133 crores
- PAT after Minority Interest at Rs. 38 crores vis-a-vis Rs. 68 crores

#### **Changes in the Board of Directors**

The Board of Directors has accepted the resignation of Mrs. Gita Shankar, Wholetime Director and part of Promoter Group. Her resignation is part of succession planning where the next generation of the Promoter Group have already been inducted in to the Board in the previous financial year.

Mr. Roshin Mathew has been inducted as a Wholetime Director on the Board of the company. He was President Engineering in the company and has been associated with the Group for nearly two decades.

#### **Outlook**

The Group is currently developing about 19 million Sq. ft across Residential, Office, Retail and Hotel segments. Further, launches to the extent of about 5.5 million Sq. ft. are planned in the next few quarters across segments.



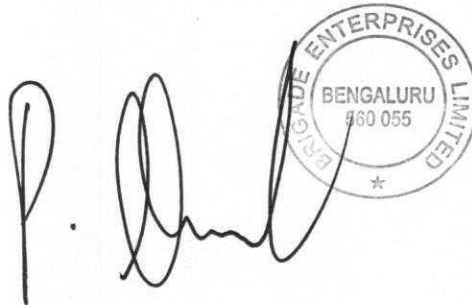
### Awards and Recognitions

- Brigade Group CMD Mr. M.R Jaishankar received Lifetime Achievement Award at 11th Realty Plus Awards, 2019
- Brigade Group received 'India Top Challengers' Award at the CWAB Awards, 2019.
- Brigade Cornerstone Utopia received "Integrated Township Project of the Year Award" at 11th Realty Plus Awards, 2019.
- Brigade Panorama awarded the "Excellence in Delivery Award" at 11th Realty Plus Awards, 2019

For information on Brigade Group, please visit [BrigadeGroup.com](http://BrigadeGroup.com) or contact us at [investors@brigadegroup.com](mailto:investors@brigadegroup.com)

For more information, please contact:

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Phone: + 91 80 41379200  
E-mail: [mathew@brigadegroup.com](mailto:mathew@brigadegroup.com)



The image shows a handwritten signature in black ink, which appears to be 'P. Mathew'. To the right of the signature is a circular stamp. The stamp contains the text 'BRIGADE ENTERPRISES LIMITED' around the top edge, 'BENGALURU 560 055' in the center, and a small star symbol at the bottom.