

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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BRIGADE

Building Positive Experiences

Ref: BEL/NSEBSE/IP/16052018

16th May, 2018

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 - FY18

We are enclosing herewith the Investor Presentation titled "**Investor Presentation - FY18**".

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 FY18

16th May 2018

(CIN: L85110KA1995PLC019126)



BUSINESS HIGHLIGHTS

Standalone Financial Highlights

EBDITA for FY 18 is 5,041 Mn → 3% increase over FY17 Rs. 4,900 Mn

PBT for FY18 is 2,518 Mn → 7% increase over FY17 Rs. 2,344 Mn

PAT for FY18 is 1,805 Mn → 9% increase over FY17 Rs. 1,653 Mn

Consolidation Financial Highlights

Revenue for FY18 is Rs. 19,455 Mn → 5% decrease over FY17 Rs. 20,584 Mn

EBDITA for FY 18 is Rs.6,027 → 1% decrease over FY 17 Rs.6,086 Mn

PBT for FY18 is Rs. 1,942 Mn → 19% decrease over FY17 Rs.2,396 Mn

PAT After MI (Before Exceptional Items) for FY18 is Rs. 1,485 Mn → 3% decrease over FY17 Rs.1,531 Mn

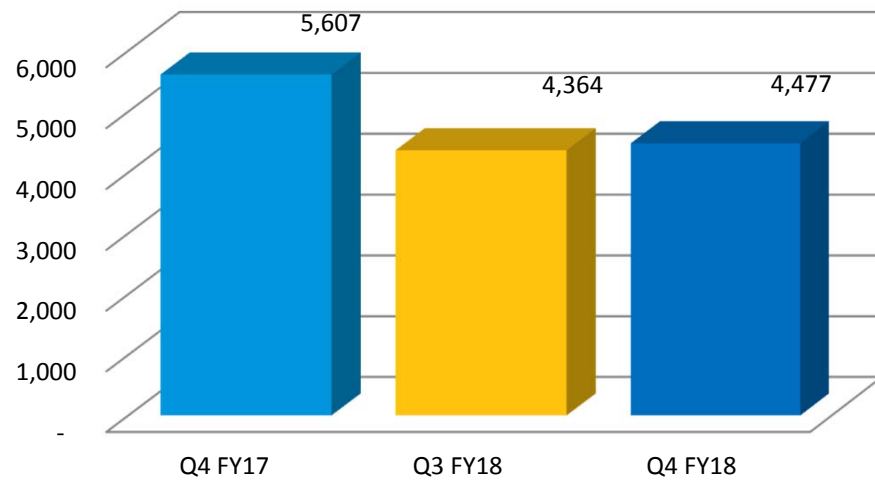
PAT after MI (After Exceptional Items) for FY18 is Rs. 1,392 Mn → 9% decrease over FY17 Rs.1531 Mn

Unrecognized Revenue on Ongoing Real Estate projects is Rs. 42,736 Mn

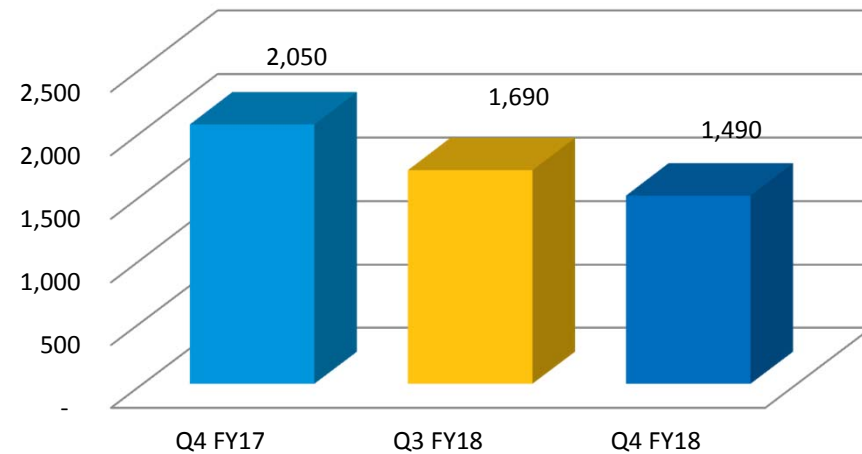
Debt Equity is 0.89

CONSOLIDATED FINANCIALS TREND - QUARTER

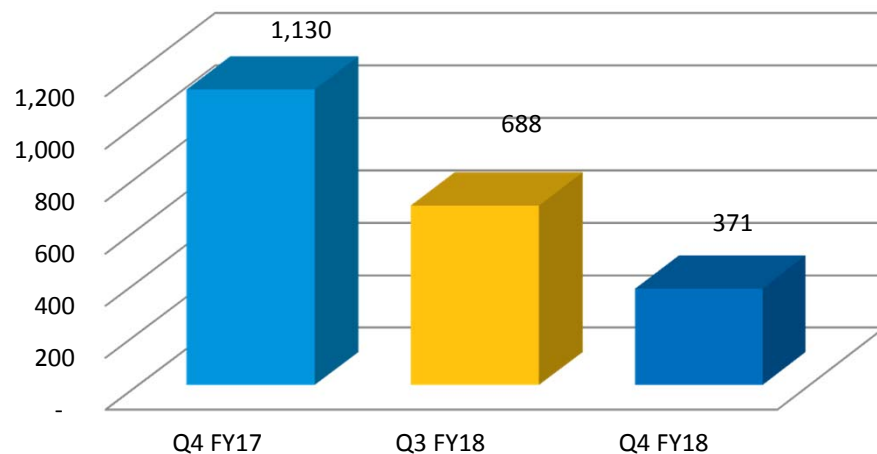
Turnover (Rs. Mn)



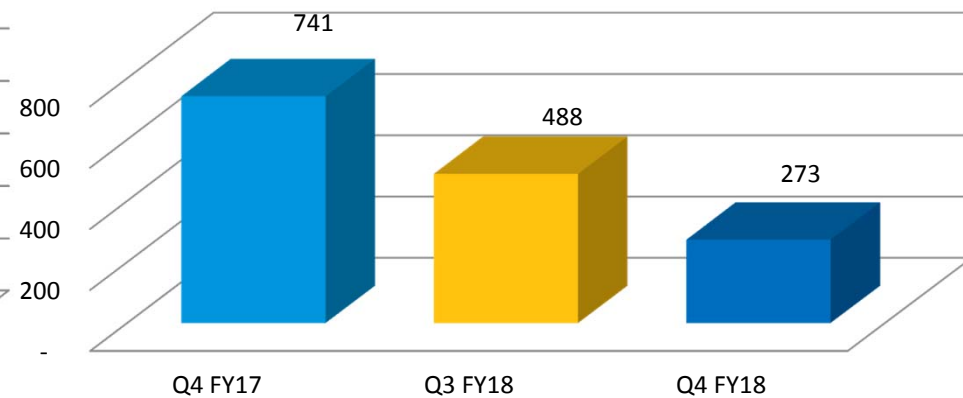
EBITDA (Rs. Mn)



PBT Before Exceptional Items (Rs. Mn)

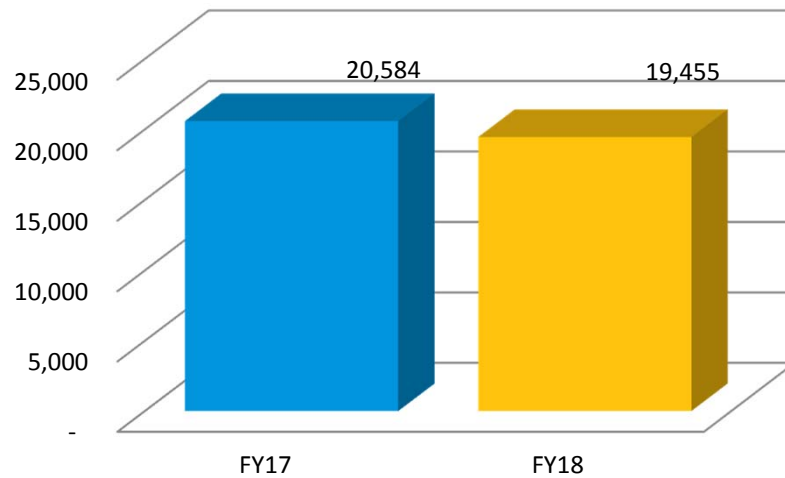


PAT After MI & Before Exceptional Items (Rs. Mn)

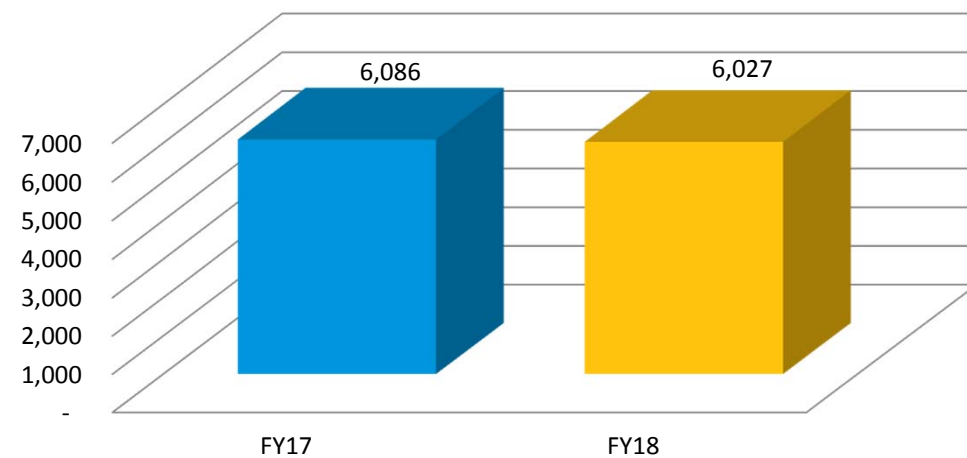


CONSOLIDATED FINANCIALS TREND -YEAR

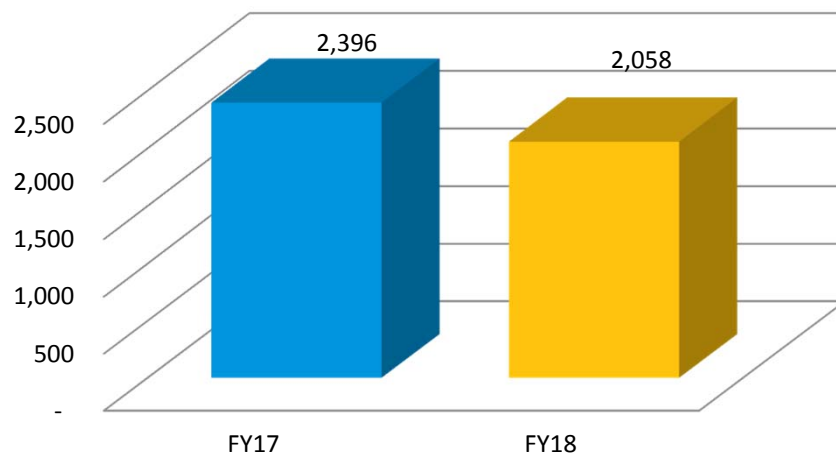
Turnover (Rs. Mn)



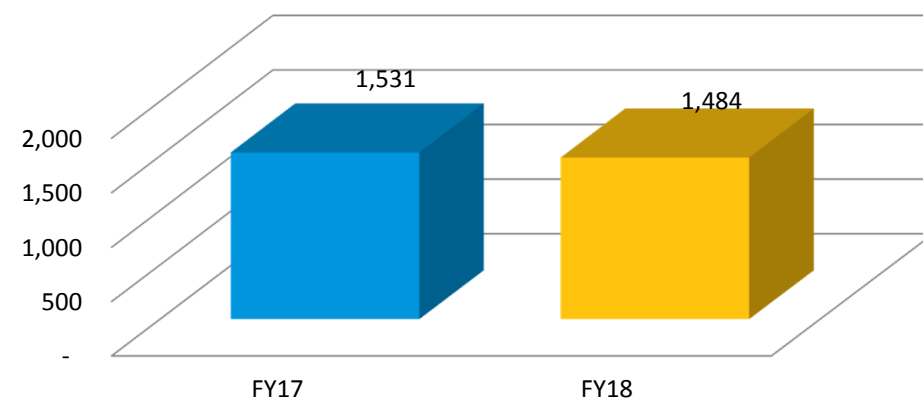
EBITDA (Rs. Mn)



PBT Before Exceptional Items (Rs. Mn)



PAT After MI & Before Exceptional Items (Rs. Mn)





BRIGADE

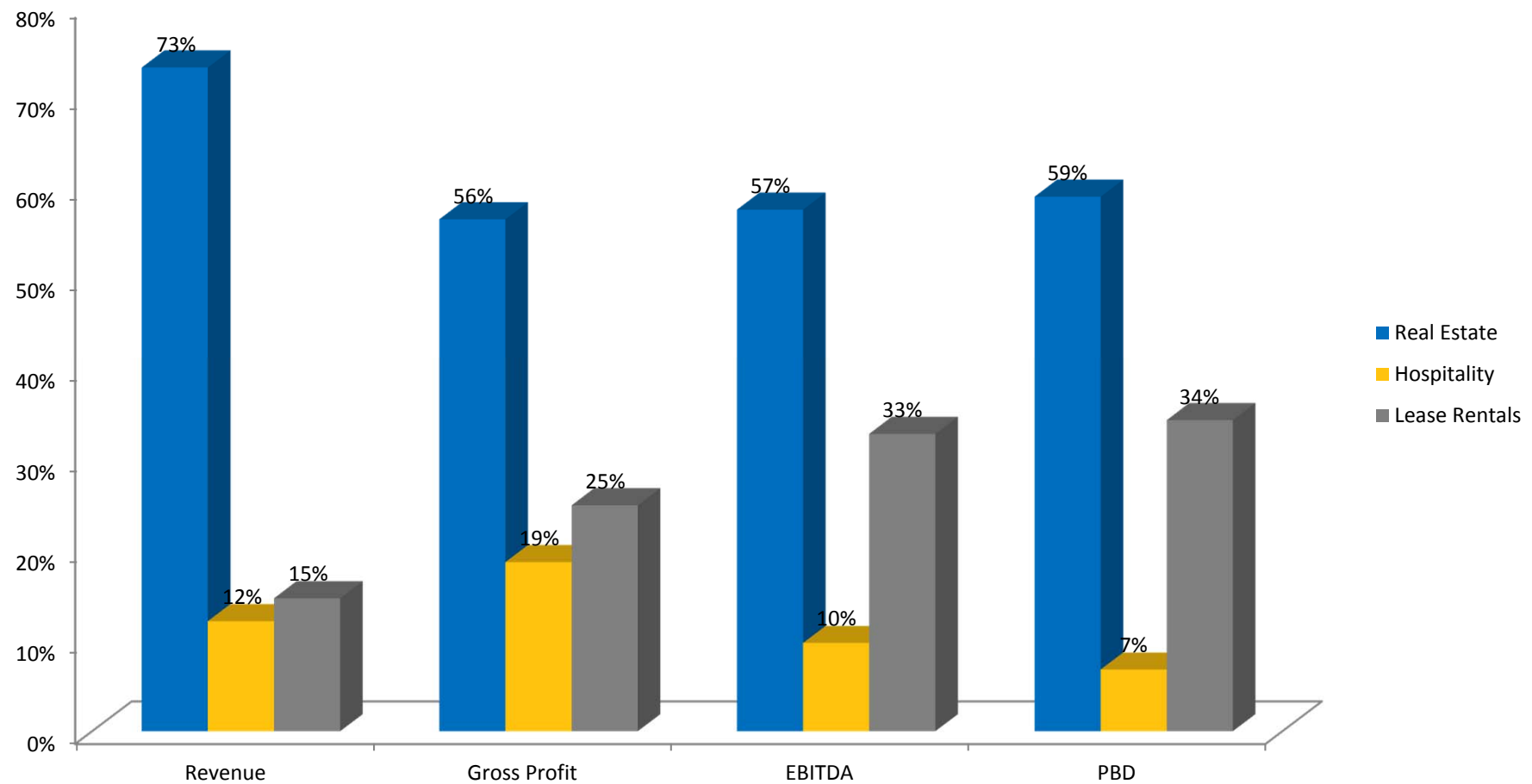
CONSOLIDATED FINANCIALS - SNAPSHOT

Amount in Rs. Mn

Particulars	FY18	FY17	FY18 on FY17 (% Inc)	Q4 FY18	Q3 FY18	Q4 FY17	Q4 FY18 on Q3 FY18 (% Inc)	Q4 FY18 on Q4 FY17 (% Inc)
Turnover	19,455	20,584	-5%	4,477	4,336	5,607	3%	-20%
EBITDA	6,027	6,086	-1%	1,490	1,690	2,050	-12%	-27%
Interest	2,594	2,464	5%	746	636	592	17%	26%
Profit after Int	3,434	3,621	-5%	743	1,054	1,458	-29%	-49%
Depreciation	1,376	1,226	12%	372	366	328	2%	14%
PBET	2,058	2,396	-14%	371	688	1,130	-46%	-67%
Exceptional Items	115			115				
PBT	1,942	2,396	-19%	256	688	1,130	-63%	-77%
Tax	628	732	-14%	102	237	305	-57%	-67%
PAT	1,315	1,664	-21%	154	451	825	-66%	-81%
PAT with Share of profit of Associate	1,329	1,672	-21%	155	456	824	-66%	-81%
Minority Interest	-63	141	-145%	-26	-33	83	-21%	-131%
PAT after MI (After Exceptional Items)	1,392	1,531	-9%	181	489	741	-63%	-76%
PAT after MI (Before Exceptional Items)	1,485	1,531	-3%	273	488	741	-44%	-63%
EBITDA/Revenue	31%	30%		33%	39%	37%		
PBT/Revenue	11%	12%		8%	16%	20%		
PAT/Revenue	7%	8%		3%	10%	15%		

CONSOLIDATED SEGMENT CONTRIBUTION

12 Months ending Mar 2018



CONSOLIDATED SEGMENT PROFIT ANALYSIS

Amount in Rs. Mn

Particulars	Real Estate	Hospitality	Lease Rental	Total
Revenue	14,225	2,371	2,859	19,455
<i>as % of Total</i>	73%	12%	15%	100%
Expenses	8,014	316	118	8,448
Gross profit	6,211	2,055	2,741	11,007
<i>Gross profit Margin %</i>	44%	87%	96%	57%
Admin Expenses	1,356	788	502	2,646
Selling Cost	544	121	124	789
Employee cost	847	557	141	1,545
EBIDTA	3,464	589	1,974	6,027
<i>EBIDTA / Revenue %</i>	24%	25%	69%	31%
Interest	1,447	345	802	2,594
Profit before Depreciation	2,017	244	1,173	3,434
Depreciation	77	620	679	1,376
PBET	1,940	-376	494	2,058
<i>PBT / Revenue %</i>	14%	-16%	17%	11%

CONSOLIDATED CASH FLOWS (1)

Direct Method Cash Flows

Amount in Rs. Mn

Particulars	Q1 FY18	Q2 FY18	Q3 FY18	Q4 FY18	FY18	FY17
<u>Operating Activities</u>						
Total Collections	5,305	3,673	4,230	4,714	17,922	20,844
Construction Cost	-2,933	-2,074	-2,216	-2,532	-10,004	-11,027
LO Payments	-170	-122	-72	-81	-445	-816
Employee and Admin Expenses	-883	-689	-578	-695	-2596	-1,859
Sales & Marketing Expenses	-210	-88	-305	-273	-876	-935
Statutory Payments	-506	-452	-661	-774	-2393	-1,579
Other Payments			-18	-2	-20	
Net Cash Flow from Operating Activities	603	248	380	357	1,588	4,628

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CONSOLIDATED CASH FLOWS (2)

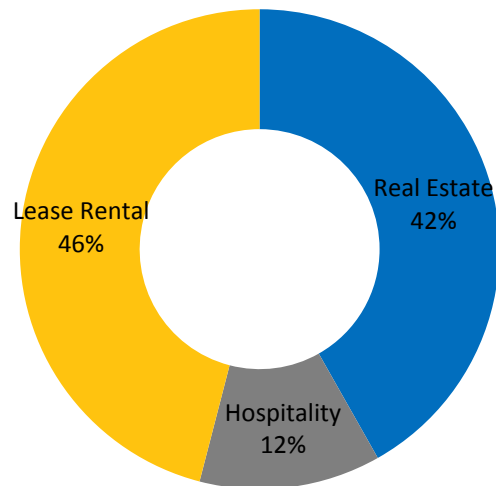
Direct Method Cash Flows

Amount in Rs. Mn

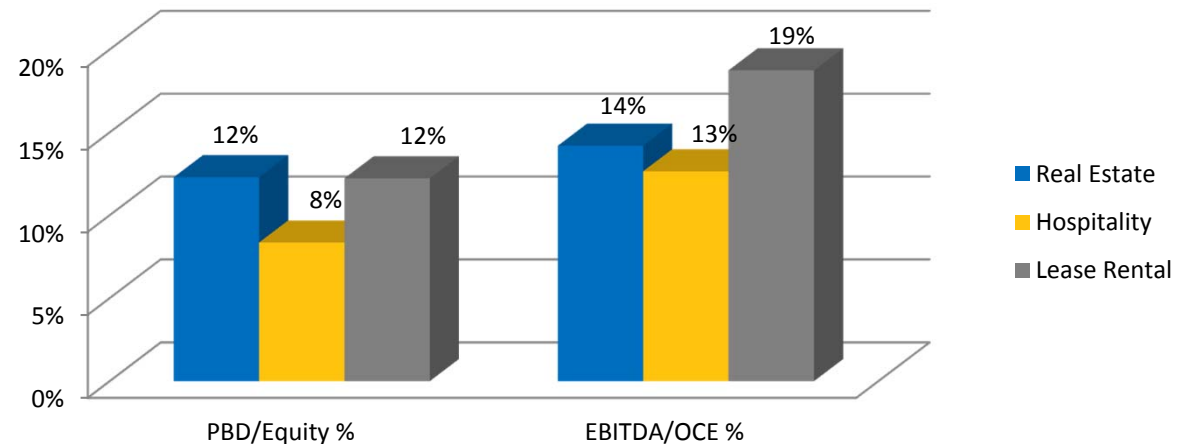
Particulars	Q1 FY18	Q2 FY18	Q3 FY18	Q4 FY18	FY18	FY17
<u>Investment Activities</u>						
Cash from Investment Activities	1,996	288	152	1,645	4081	946
Construction Cost (CWIP)	-1,330	-1,165	-1,538	-1,984	-6017	-3094
Investment in Land/JD/JV/TDR	-1,272	-233	-2,435	-415	-4355	-1,486
Other Investments	-5,287	-260	-97	-158	-5802	-671
Net Cash Flow from Investment Activities	-5,893	-1,370	-3,918	-912	-12,093	-4,305
<u>Financing Activities</u>						
Debt Drawdown	6,369	4,353	6,879	2,524	20,125	10,198
Investment by PE	150	250	-	-	400	79
Proceeds from QIP/ESOP	5,000	-	19	-	5,019	
Dividend Payment	-	-	-358	-	-358	-
Debt Repayment	-5,319	-2,051	-3,480	-1,809	-12,659	-8,658
Interest Payment	-581	-643	-646	-632	-2502	-2114
Net Cash Flow from Financing Activities	5,619	1,909	2,772	83	10,025	-495
Net Cash Flows for the Period	329	787	-766	-472	-480	-172

DEPLOYMENT OF FUNDS – CONSOLIDATED

Capital Employed



Profitability Ratios



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

Segment	Equity	Debt	Capital Employed	D/E Ratio	PBD / Equity %	Operating Capital Employed (OCE)	EBITDA / OCE %
Real Estate	16,500	7,918	24,418	0.48	12%	24,418	14%
Hospitality	2,802	4,387	7,149	1.55	8%	4,656	13%
Lease Rental	9,588	17,265	26,853	1.80	12%	10,533	19%
Less: Cash Balance		3,758					
Total	28,890	25,772	58,420	0.89	12%	39,607	15%

PBD = Profit Before Depreciation & Tax (After Interest)

CONSOLIDATED DEBT PROFILE

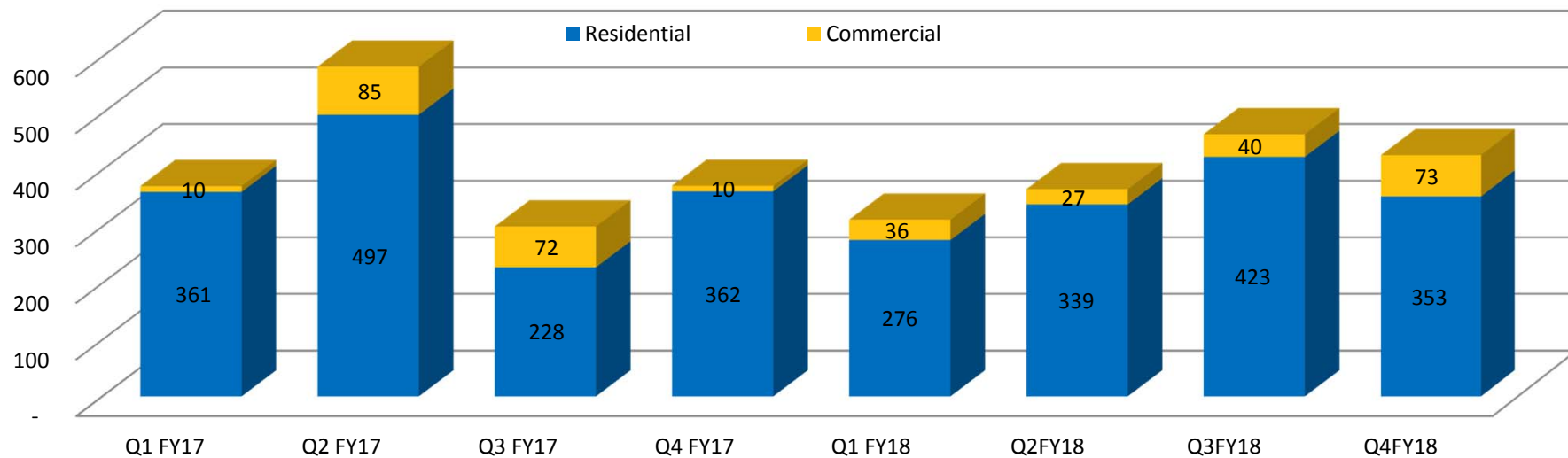
Amount in Rs. Mn

Particulars	Mar 2018	Mar 2017	Dec 2017
Real Estate	7,918	9,221	8,598
Hospitality	4,347	3,001	3,981
Lease Rental	17,265	9,550	16,004
Gross Debt	29,530	21,772	28,583
Cost of Debt	9.21 %	10.38 %	9.28 %
Credit Rating	CRISIL "A" ICRA "A"	CRISIL "A" ICRA "A"	CRISIL "A" ICRA "A"

Note: The gross debt figure for Mar 2018 includes Rs. 6,150 Mn debt taken in SPVs where BEL has ~51% share

SALES VOLUME ANALYSIS

Quarterly Area Sales

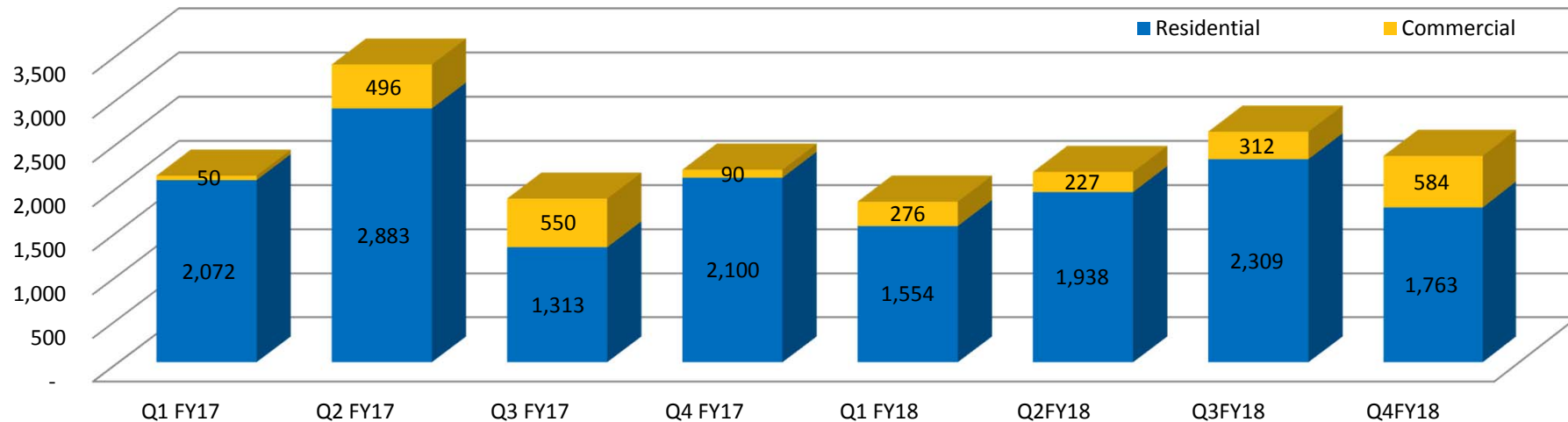


All figures are in '000 sft

	FY17					FY18				
	Q1	Q2	Q3	Q4	Year	Q1	Q2	Q3	Q4	Year
Residential	361	497	228	362	1,449	276	339	423	353	1,391
Commercial	10	85	72	10	177	36	27	40	73	175
Total	371	582	300	372	1,626	312	366	463	426	1,567

SALES VALUE ANALYSIS

Quarterly Sales Value



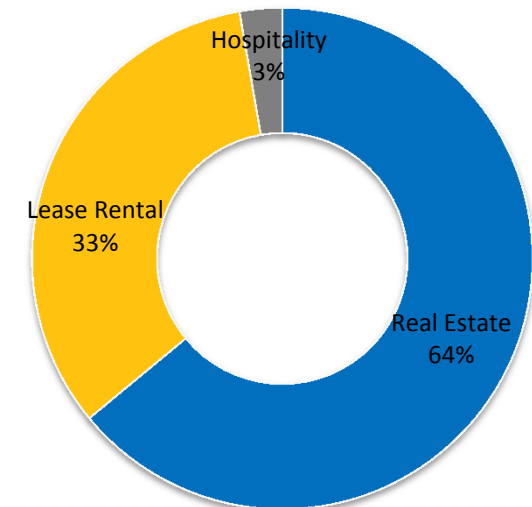
All Amounts in Rs. Mn except Average Rate/SFT which is in INR

	FY17					FY18				
	Q1	Q2	Q3	Q4	Year	Q1	Q2	Q3	Q4	Year
Residential	2,072	2,883	1,313	2,100	8,368	1,554	1,938	2,309	1,763	7,564
Commercial	50	497	550	90	1,187	276	227	312	584	1,399
Total	2,122	3,380	1,863	2,190	9,555	1,830	2,166	2,621	2,347	8,964
Avg Rate/SFT	5,715	5,808	6,210	5,887	5,876	5,863	5,916	5,667	5,509	5,721

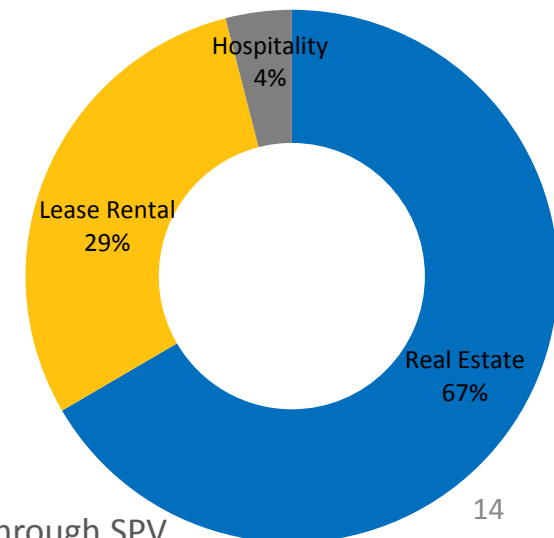
ONGOING PROJECTS - SUMMARY

Projects	Area in '000 sft		
	Project Area	LO/JV share	Co Share
Real Estate projects – BEL	8,940	1,842	7,097
Brigade Orchards * - BCV	2,679	1,339	1,340
Brigade Cosmopolis * - BPPL	708	347	361
Total Real Estate	12,326	3,528	8,798
WTC, Kochi - Phase 2	387	-	387
Brigade Broadway	83	58	25
Brigade Opus	347	-	347
Brigade Orion OMR	283	-	283
GIFT City Tower 1*	314	-	314
Brigade Tech Gardens*	3,300	1,617	1,683
WTC Chennai *	2,000	980	1,020
Total Lease Rental	6,714	2,655	4,059
Four Points by Sheraton, Kochi	191	-	191
Holiday Inn Express @ Golden Triangle	87	-	87
Ibis styles – GIFT City*	145	-	145
Total Hospitality	423	-	423
Grand Total	19,463	6,183	13,280

Total Project Area



Company Share Project Area



* Through SPV

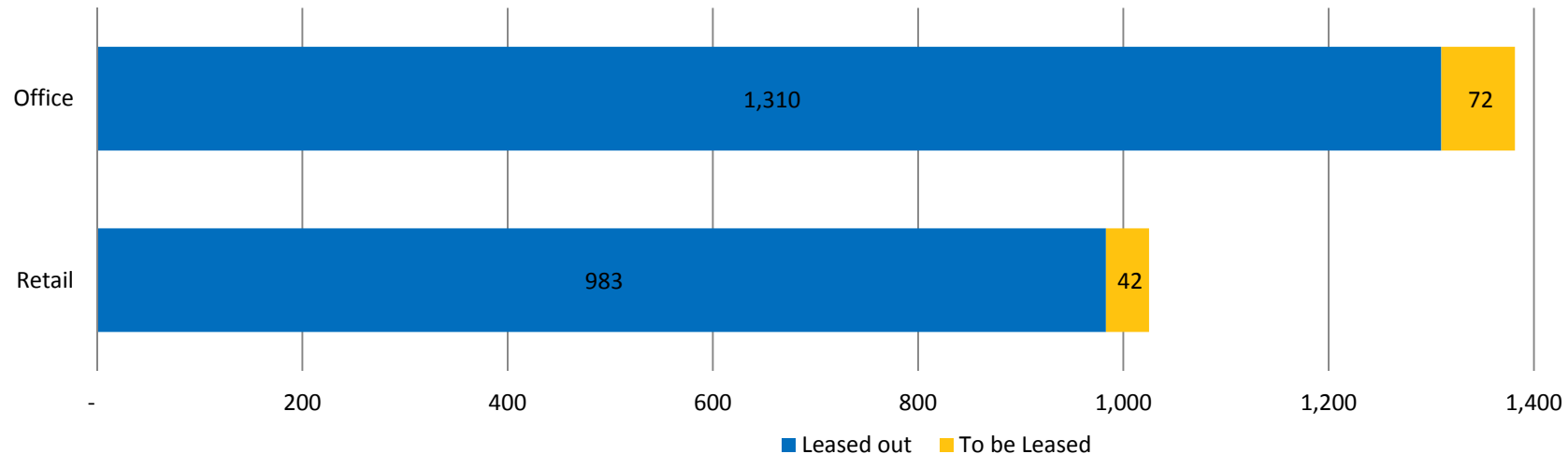
SYNOPSIS OF REAL ESTATE PROJECTS (1)

Particulars	Ongoing BEL Projects	Ongoing SPV Projects	Stock Sales	Total
	In Mn. Sft			
Total super built-up area of projects on sale basis	8.94	3.39	0.98	13.31
Less: LO Share	1.84	-	-	1.84
Co share of saleable area	7.10	3.39	0.98	11.47
Sold till date	3.23	1.86	-	5.09
To be sold	3.87	1.53	0.98	6.38
	Rs. In Mn			
Estimated Sale value	36,648	17,678	5,369	59,695
Value of Sold units	17,224	9,536	-	26,760
Value of unsold units	19,424	8,142	5,369	32,935
Collection till date on sold units	11,196	6,822	-	18,018
Balance collection for the projects (including unsold units)				
- A	25,452	10,856	5,369	41,677
Estimated cost for the projects – (Incl Land Cost / NRD)	26,121	13,293	3,672	43,085
Cost incurred till date	15,532	9,440	3,672	28,643
Balance Construction cost to be incurred to finish the project- B	10,589	3,853	-	14,441
Gross Operating Cash Flows (A-B)	14,863	7,003	5,369	27,236
Present Borrowings	3,212	1,985	2,721	7,918
Net Operating Cash Flows	11,651	5,018	2,648	19,318

SYNOPSIS OF REAL ESTATE PROJECTS (2)

Particulars	Ongoing BEL Projects	Ongoing SPV Projects	Stock Sales	Total
	Rs. In Mn			
Revenue Recognised till date	10,002	6,957	-	16,960
Revenue to be Recognised (incl unsold units)	26,646	10,720	5,369	42,736
Estimated Profit for the projects	10,528	4,385	1,698	16,611
Profit recognised till date	2,740	1,614	-	4,354
Profit to be recognised (incl unsold units)	7,788	2,771	1,698	12,256

LEASE POSITION – MAR 2018



Project	Leasable Area	Leased out	Area in '000 Sft
			To be Leased
WTC Bangalore	637	635	2
Orion Mall at Brigade Gateway	820	816	4
Orion East Mall	148	140	8
WTC, Kochi - Phase 1	388	327	61
Brigade South Parade	117	117	-
Bhuwalaka Icon	187	187	-
Brigade Vantage, Chennai	57	27	30
Others	53	44	9
Total	2,407	2,293	114

HOSPITALITY BUSINESS



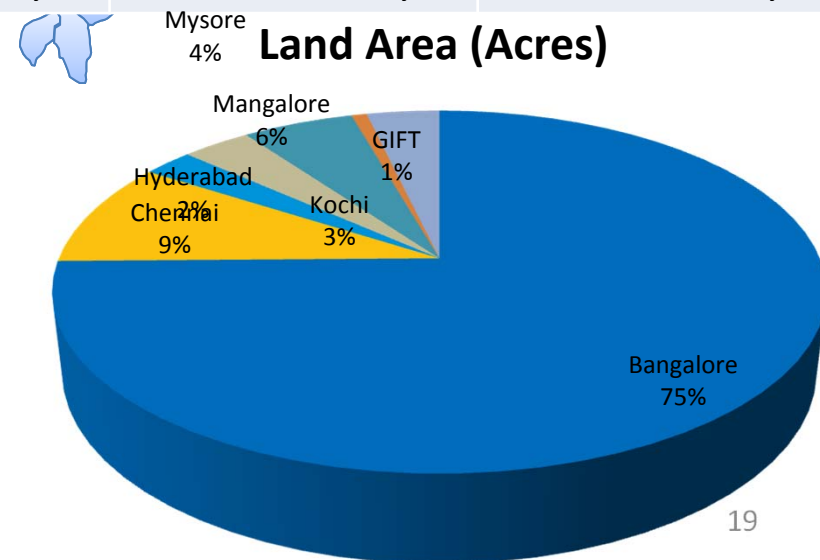
	<u>GRAND MERCURE (BLR)</u>		<u>SHERATON GRAND (BLR)</u>		<u>GRAND MERCURE (MYSORE)</u>	<u>Holiday Inn Chennai</u>	<u>Holiday Inn Express (BLR)</u>
Details	FY18	FY17	FY18	FY17	FY18	FY18	Oct17 to Mar 18
No of Keys	126	126	230	230	146	202	274
Occupancy	71%	73%	77%	81%	45%	36%	32%*
ARR (Rs.)	6898	6,666	8434	7,638	3734	4228	4,975
GOP	41%	46%	40%	37%	9%	6%	7%
GOP (Rs in Mn)	138	153	444	432	14	13	3
AGOP %	39%	43%	38%	36%	9%	6%	7%
AGOP (Rs in Mn)	130	144	413	402	14	13	3

* Occupancy Rate is calculated on available room nights

LAND BANK - GROUP

Location	Land Area (in acres)	Total Cost* (INR in Mn)	Paid (INR in Mn)	Payable (INR in Mn)
Bangalore	391	11,050	8,175	2,875
Chennai	49	2,377	2,181	197
Hyderabad	13	180	120	60
Kochi	18	140	140	-
Mangalore	29	54	52	2
GIFT, Gujarat	4	260	74	186
Mysore	19	97	85	12
Total	523	14,158	10,827	3,331

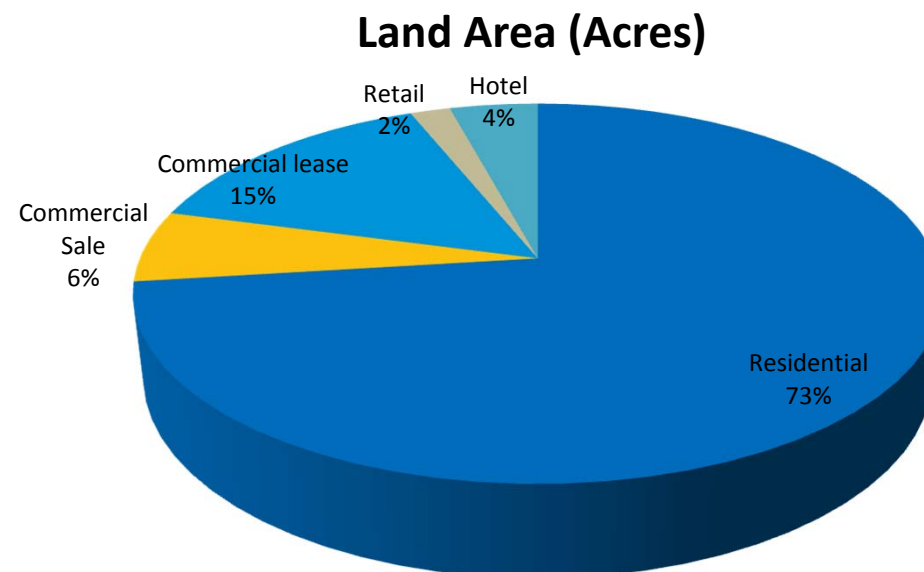
* Includes Refundable/Non Refundable Deposits for Joint Developments



LAND BANK – SEGMENT WISE

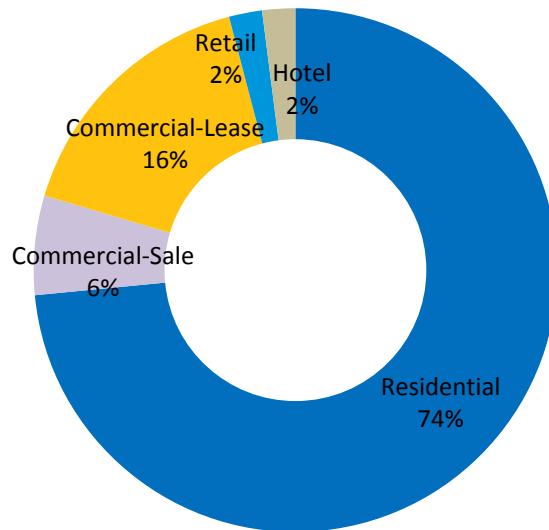
Segment	Land Area (in acres)	Total Cost* (INR in Mn)	Paid (INR in Mn)	Payable (INR in Mn)
Residential	382	9,233	6,723	2,510
Commercial Sale	32	693	640	53
Commercial lease	77	3,177	2,991	186
Retail	10	789	256	533
Hotel	22	267	217	50
Total	523	14,158	10,827	3,331

* Includes Refundable/Non
Refundable Deposits for Joint
Developments



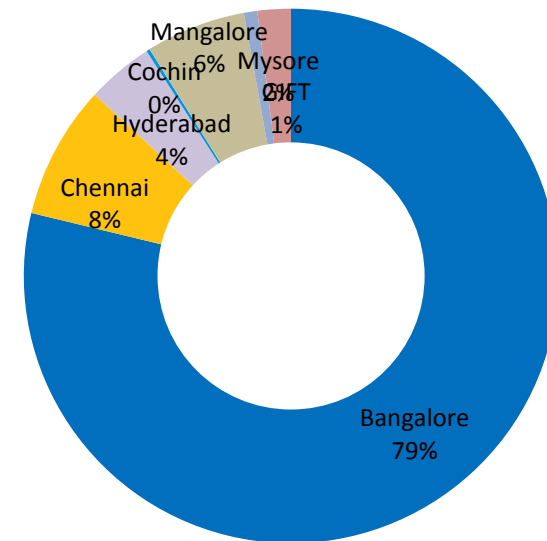
LAND BANK – DEVELOPABLE AREA

Project Area - Product



Product	Proj Area SFT in Mn	BEL Share SFT in Mn
Residential	36	26
Commercial-Sale	3	2
Commercial-Lease	8	8
Retail	1	1
Hotel	1	1
Total	49	37

Project Area - Location



Location	Proj Area SFT in Mn	BEL Share SFT in Mn
Bangalore	39	30
Chennai	4	2
Hyderabad	2	1
Kochi	0.1	0.1
Mangalore	3	3
GIFT	0.4	0.4
Mysore	1	1
Total	49	37

PROJECTS LAUNCHED IN FY18

Project	Product	City	Project Area	BEL Share	Launch Plan
			Mn sft	Mn sft	
1.Brigade Enterprises Limited					
Brigade 7 Gardens	Residential	Bangalore	0.87	0.55	Launched Q1
Brigade Buena Vista	Residential	Bangalore	0.39	0.39	Launched Q1
Brigade Xanadu Ph-1	Residential	Chennai	0.77	0.46	Launched Q1
Total			2.03	1.40	
2. Brookefields Real Estates And Projects Private Limited – lease					
Brigade Tech Gardens	Commercial-Lease	Bangalore	3.37	1.72	Launched Q1
3.Perungudi Real Estates Private Limited – Lease					
World Trade Centre - Chennai	Commercial-Lease	Chennai	2.00	1.00	Launched Q3
Total			7.40	4.12	

PROJECTS TO BE LAUNCHED – RESIDENTIAL - 1

Project	City	Total Area	Brigade Economic Interest
		Mn sft	Mn sft
1. Brigade Enterprises Limited			
Brigade Northridge II	Bangalore	0.16	0.10
Brigade Buena Vista Phase II	Bangalore	0.46	0.46
Brigade Bricklane	Bangalore	0.71	0.46
Brigade Woods	Bangalore	0.54	0.32
Brigade Parkside @ Sarjapur	Bangalore	0.29	0.20
Brigade Parkside @ Mysore Road	Bangalore	0.38	0.38
Brigade Oak Tree Place	Bangalore	0.46	0.29
Brigade Parkside @ Kanakapura - Phase I	Bangalore	0.50	0.35
Brigade Topaz	Mysore	0.13	0.09
Brigade Sapphire	Mysore	0.11	0.08
Brigade Xanadu Phase II	Chennai	0.85	0.51
Brigade Sanatnagar Phase I	Hyderabad	0.80	0.52
Total ----- A		5.39	3.76

PROJECTS TO BE LAUNCHED – RESIDENTIAL - 2

Project	City	Total Area	Brigade Economic Interest
		Mn sft	Mn sft
2. Brigade Tetrarch Private Limited			
Brigade El Dorado Phase I	Bangalore	1.00	1.00
3. Perungudi Real Estates Private Limited			
Brigade Zenith	Chennai	0.54	0.27
4. BCV Developers Private Limited			
Brigade Orchards Kino	Bangalore	0.26	0.13
Brigade Homestead	Bangalore	0.12	0.06
5. Mysore Projects Private Limited			
Brigade Utopia	Bangalore	1.00	0.66
Total (2+3+4+5) ----- B		2.92	2.12
Total Residential – (A+B)		8.31	5.88

PROJECTS TO BE LAUNCHED - COMMERCIAL

Project	City	Project Area	BEL Share
		Mn sft	Mn sft
1. Brigade Enterprises Limited – Sale			
Brigade Southfields	Bangalore	0.38	0.23
Brigade Deccan	Bangalore	0.39	0.21
Brigade Senate	Bangalore	0.36	0.18
Brigade Tirumph	Bangalore	0.20	0.12
Total		1.33	0.74
2. BCV Developers Private Limited – Sale			
Brigade Orchards - Arcade	Bangalore	0.24	0.12
Commercial Sale (1+2)----A		1.57	0.86
3. Brigade Infrastructure and Power Private Limited – Lease			
Brigade Twin Towers----- B	Bangalore	1.7	1.7
Total Commercial ----- (A+B)		3.27	2.56

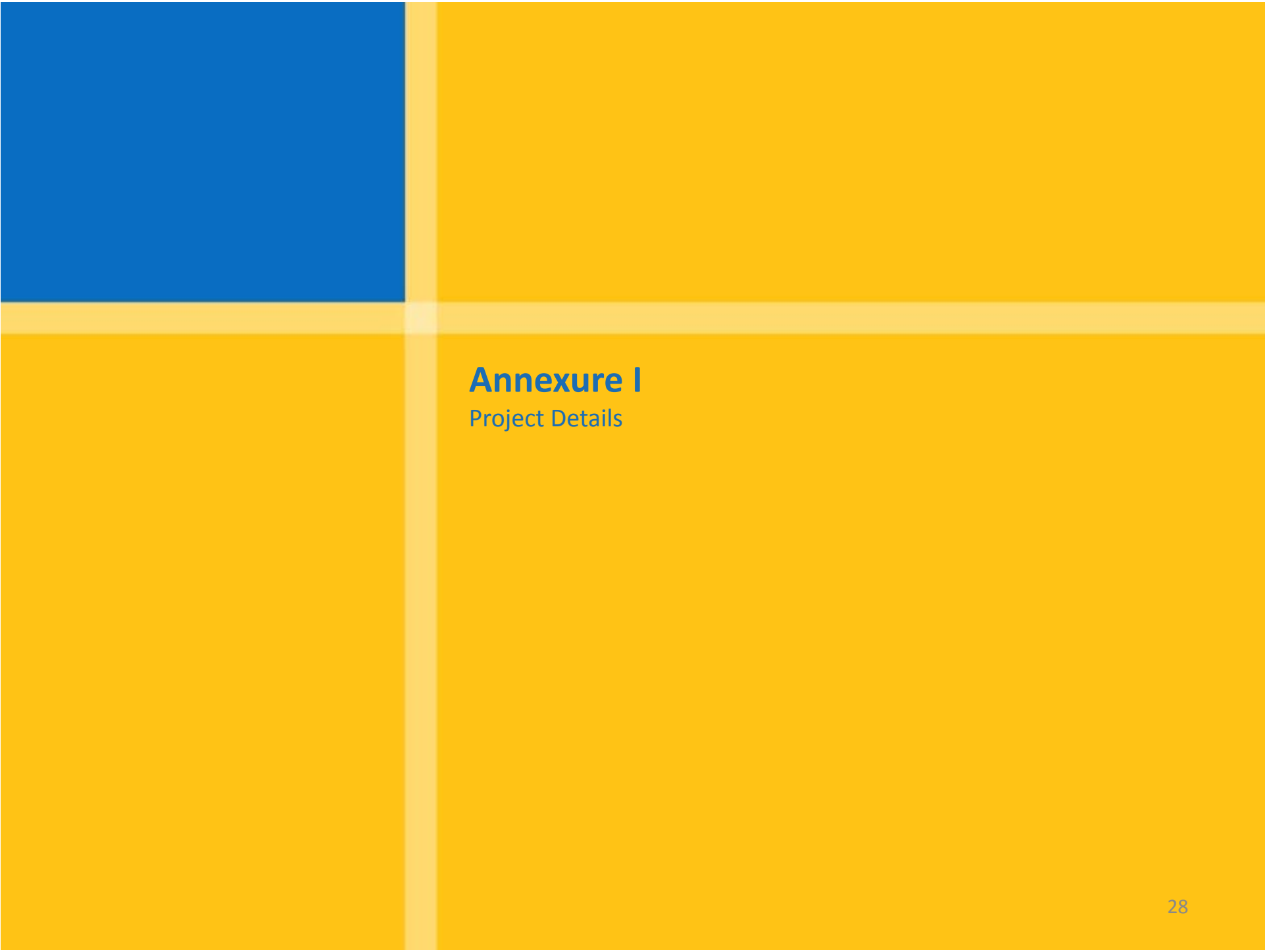
PROJECTS TO BE LAUNCHED HOSPITALITY

Project	City	No of Keys
1. Brigade Hotel Ventures Limited		
Ibis Styles, Metagalli	Mysore	154 Keys
Ibis Styles , Near Airport	Bangalore	150 Keys
Total		

AWARDS & RECOGNITION



- ❖ Brigade was recognised as one of Bengaluru's Hot 50 Brands at the Brand Summit & Hot Brands 2018 event organised by Paul Writer.
- ❖ Brigade Exotica won the Best Residential Project at the CIA World Construction & Infra Awards 2018
- ❖ Brigade Palmgrove Mysore won the Premium Villa Project of the Year at NDTV Property Awards 2018
- ❖ Brigade won the first runner up award for Excellence in Workplace Safety Award from CII, Institute of Quality
- ❖ Mr. M R Jaishankar was conferred the 'Entrepreneur Extraordinaire Award' by Builders Association of India, Mysuru Centre



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
Brigade Lakefront	14,55,748	12,50,852	2,04,896	7,895	1,332
Brigade Exotica-2	7,20,610	87,230	6,33,380	495	3,484
Brigade Palmgrove	2,61,850	1,06,670	1,55,180	535	881
Brigade Symphony - Block A	3,08,070	87,040	2,21,030	369	928
Brigade Mountview	3,51,230	1,42,031	2,09,199	668	983
Brigade Panorama	10,66,507	6,58,785	4,07,722	2,901	1,876
Brigade Atmosphere – Phase I	1,14,795	52,334	62,461	311	356
Brigade Plumeria	11,34,010	2,25,173	9,08,837	963	3,908
Brigade Golden Triangle Signature	3,24,185	86,640	2,37,545	474	1,425
Brigade 7 Gardens	5,57,120	91,150	4,65,970	446	2,283
Brigade Buena Vista	4,81,110	3,37,334	1,43,776	1,540	676
Brigade Xanadu	3,22,152	1,03,250	2,18,902	628	1,292
Total	70,97,387	32,28,489	38,68,898	17,224	19,424

ONGOING SPV PROJECTS - SALES

←=====Area in SFT=====→

Amount in Rs. Mn

Project	Saleable Area	Sold	Unsold	Sales till date	Future Sales
Brigade Properties Private Limited					
Brigade Cosmopolis Phase II	3,66,690	3,53,950	12,740	2,472	89
Brigade Cosmopolis Phase III	3,41,220	19,560	3,21,660	138	2,252
Total (A)	7,07,910	3,73,510	3,34,400	2,610	2,341
BCV Developers Private Limited					
Brigade Orchards – Villas	4,78,785	2,67,605	2,11,180	1,732	1,584
Brigade Orchards – Cedar	5,34,720	3,63,960	1,70,760	1,560	717
Brigade Orchards – Deodar	6,55,630	4,23,000	2,32,630	1,769	977
Brigade Orchards – Parkside	2,02,200	1,93,710	8,490	844	38
Brigade Orchards – Juniper	8,07,370	2,34,820	5,72,550	1,020	2,485
Total B	26,78,705	14,83,095	11,95,610	6,962	5,801
Total SPVs	33,86,615	18,56,605	15,30,010	9,536	8,142

ONGOING BEL PROJECTS - REVENUE

Amount in Rs. Mn

Project	Estimated Sales Value	Collected	To be collected	Revenue recognized	Rev to be recognized
Brigade Lakefront	9,227	5,841	3,386	6,209	3,017
Brigade Exotica-2	3,978	395	3,583	-	3,978
Brigade Palmgrove	1,416	401	1,016	310	1,107
Brigade Symphony - Block A	1,298	177	1,121	-	1,298
Brigade Mountview	1,651	520	1,131	409	1,243
Brigade Panorama	4,776	2,340	2,436	1,981	2,795
Brigade Atmosphere – Phase I	667	161	506	122	545
Brigade Plumeria	4,871	569	4,302	702	4,169
Brigade Golden Triangle Signature	1,899	423	1,476	270	1,629
Brigade 7 Gardens	2,730	55	2,674	-	2,730
Brigade Buena Vista	2,216	211	2,005	-	2,216
Brigade Xanadu	1,920	102	1,817	-	1,920
Total	36,648	11,196	25,452	10,002	26,646

ONGOING SPV PROJECTS - REVENUE

Amount in Rs. Mn

Project	Estimated Sales Value	Collected	To be collected	Revenue recognized	Rev to be recognized
Brigade Properties Private Limited					
Brigade Cosmopolis Phase II	2,472	1,697	859	2,018	543
Brigade Cosmopolis Phase III	138	2	2,383	-	2,390
Total - A	4,951	1,699	3,242	2,018	2,933
BCV Developers Private Limited					
Brigade Orchards – Villas	3,316	1,192	2,124	1,258	2,059
Brigade Orchards – Cedar	2,277	1,148	1,129	1,211	1,066
Brigade Orchards – Deodar	2,746	1,492	1,255	1,287	1,459
Brigade Orchards – Parkside	882	782	100	751	131
Brigade Orchards – Juniper	3,505	509	2,997	432	3,073
Total - B	12,727	5,122	7,604	4,939	7,788
Total SPVs (A+B)	17,678	6,822	10,846	6,957	10,720

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
Brigade Lakefront	6,222	5,291	932	3,004	1,999	1,005
Brigade Exotica-2	2,588	1,868	721	1,390	-	1,390
Brigade Palmgrove	962	856	106	454	60	394
Brigade Symphony - Block A	817	346	472	480	-	480
Brigade Mountview	1,016	766	250	635	157	478
Brigade Panorama	4,077	2,734	1,343	699	239	460
Brigade Atmosphere	580	249	331	87	18	69
Brigade Plumeria	2,855	1,367	1,488	2,016	251	1,765
Brigade Golden Triangle						
Signature	1,675	999	677	224	15	209
Brigade 7 Gardens	2,278	287	1,991	452	-	452
Brigade Buena Vista	1,653	364	1,289	563	-	563
Brigade Xanadu	1,396	407	989	524	-	524
Total Ongoing	26,121	15,532	10,589	10,528	2,740	7,788

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 Properties Private Limited						
Brigade Cosmopolis Phase II	2,032	1,831	201	529	416	113
Brigade Cosmopolis Phase II	1,692	660	1,032	698	-	698
Total A						
BCV Developers Private Limited						
Brigade Orchards – Villas	2,627	2,166	460	689	163	526
Brigade Orchards – Cedar	1,805	1,630	176	472	277	195
Brigade Orchards – Deodar	1,756	1,320	436	990	478	512
Brigade Orchards – Parkside	689	632	57	193	159	34
Brigade Orchards – Juniper	2,691	1,201	1,490	814	121	693
Total B	9,568	6,949	2,620	3,158	1,198	1,960
Total SPVs (A+B)	13,293	9,440	3,853	4,385	1,614	2,771

CAPEX COMMITMENT – COMMERCIAL (1)

As on Mar 2018

Amount in Rs. Mn

Projects	Est. cost	Incurred	Balance
1. Brigade Enterprises Limited			
A. Office Space			
Brigade Opus	1,800	1,706	94
WTC, Kochi - Phase 2	1,300	799	501
Total Office Space	3,100	2,505	595
B.Retail Space			
Brigade Orion OMR	900	421	479
Brigade Broadway	430	390	40
Total Retail Space	1,330	811	539
Total (A+B)	4,430	3,316	1,134

CAPEX COMMITMENT – COMMERCIAL (2)

As on Mar 2018

Amount in Rs. Mn

Projects	Est. cost	Incurred	Balance
2.Brigade (Gujarat) Properties Private Limited			
SEZ Office Space			
GIFT City Tower 1 *	770	488	282
3.Brookefields Real Estates And Projects Private Limited			
SEZ Office Space			
Brigade Tech Gardens #	12,000	2,561	9,439
4.Perungudi Real Estates Private Limited – Lease			
World Trade Centre, Chennai #	9,000	783	8,217
Total Commercial (1+2+3+4)	26,220	7,148	19,072

* Through 100% SPV

Through 51% SPV

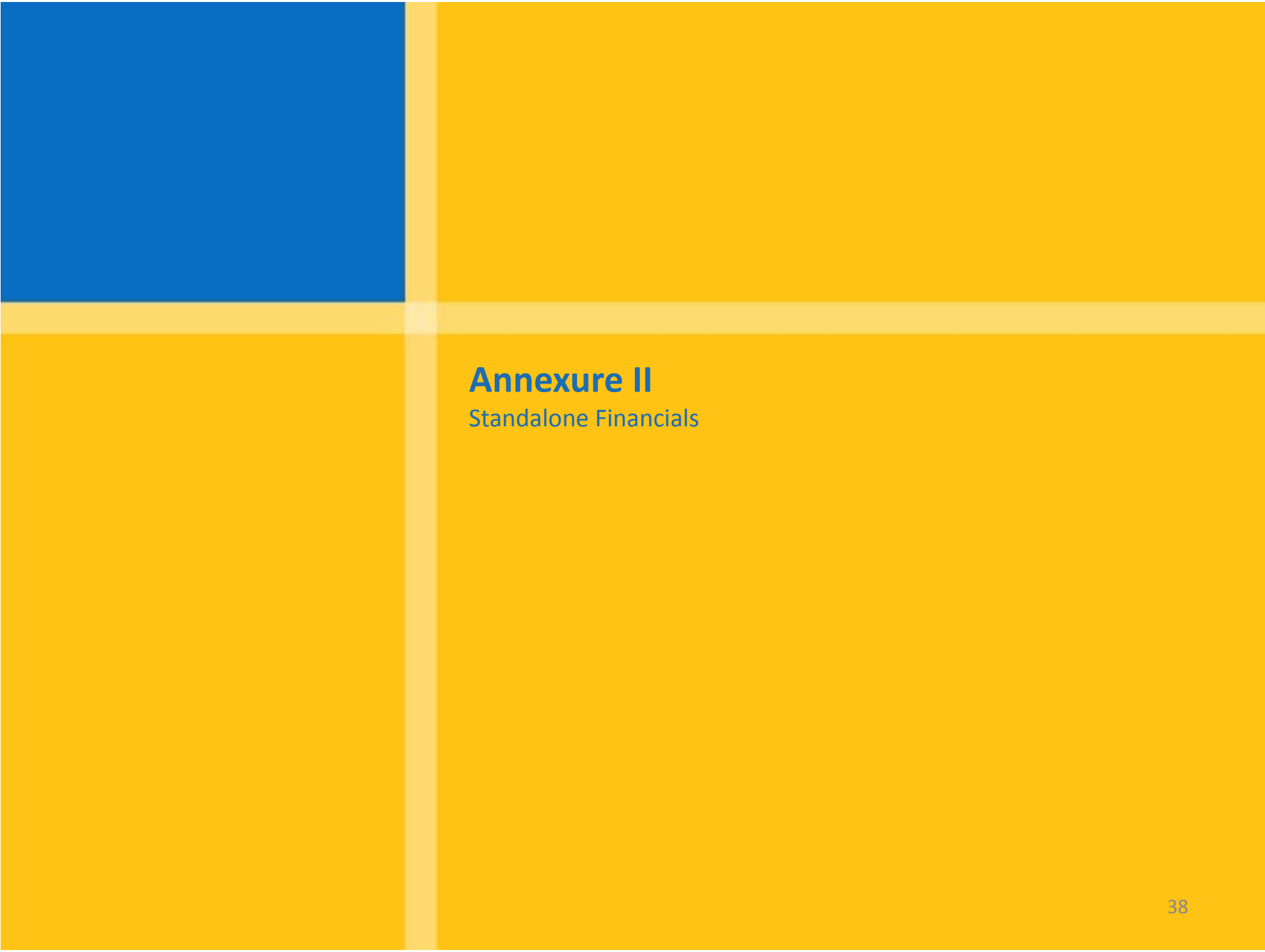
CAPEX COMMITMENT - HOSPITALITY

As on Mar 2018

Amount in Rs. Mn

Projects	Est. cost	Incurred	Balance	Planned No. of Keys	Commencement of Operations
1. Brigade Hotel Ventures Limited					
Holiday Inn Express at Golden Triangle	790	-	790	132	Q1 FY20
Four Points by Sheraton, Kochi	1,280	799	481	218	Q3 FY19
Ibis Styles, Gift City	1,140	239	901	158	Q1 FY20
Total Hospitality	3,210	1,038	2,172	508	

* Through 100% SPV



Annexure II

Standalone Financials

STANDALONE FINANCIALS - SNAPSHOT

12 Months ending March 2018

Amount in Rs. Mn

Particulars	FY 2018	FY 2017	FY18 on FY17 (% Inc)	Q4 FY18	Q3 FY18	Q4 FY17	Q4 FY18 on Q3 FY18 (% Inc)	Q4 FY18 on Q4 FY17 (% Inc)
Turnover	13,683	15,900	-14%	3,192	3,154	4,451	1%	-28%
EBITDA	5,041	4,900	3%	1,281	1,514	1,570	-15%	-18%
Interest	1,833	1,795	2%	531	454	433	17%	23%
Profit after Int	3,208	3,105	3%	750	1,060	1,137	-29%	-34%
Depreciation	691	760	-9%	185	180	180	3%	3%
PBT	2,518	2,344	7%	565	880	957	-36%	-41%
Tax	713	691	3%	132	283	247	-53%	-47%
PAT	1,805	1,653	9%	433	597	710	-27%	-39%
EBITDA/Revenue	37%	31%		40%	48%	35%		
PBT/Revenue	18%	15%		18%	28%	22%		
PAT/Revenue	13%	10%		14%	19%	16%		

STANDALONE SEGMENT PROFIT ANALYSIS

Amount in Rs. Mn

Particulars	Real Estate	Lease Rental	Total
Revenue	11,257	2,426	13,683
<i>as % of Total</i>	<i>82%</i>	<i>18%</i>	<i>100%</i>
Expenses	6,109	99	6,208
Gross profit	5,148	2,327	7,475
<i>Gross profit Margin %</i>	<i>46%</i>	<i>96%</i>	<i>55%</i>
Admin Expenses	869	172	1,041
Selling Cost	438	58	496
Employee cost	803	95	898
EBIDTA	3,038	2,003	5,041
<i>EBIDTA / Revenue %</i>	<i>27%</i>	<i>83%</i>	<i>37%</i>
Interest	1,020	813	1,833
Profit after interest	2,018	1,190	3,208
Depreciation	22	669	691
PBT	1,997	521	2,518
<i>PBT / Revenue %</i>	<i>18%</i>	<i>21%</i>	<i>18%</i>
Income Tax			713
PAT			1,805

Thank you

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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.