#### **Brigade Enterprises Limited**

Corporate Identity Number (CIN): L85110KA1995PLC019126 Registered Office: 29th & 30th Floor, World Trade Center Brigade Gateway Campus, 26/1, Dr. Rajkumar Road Malleswaram - Rajajinagar, Bengaluru - 560 055, India T: +91 80 4137 9200

E: enquiry@brigadegroup.com W: www.brigadegroup.com



Ref: BEL/NSEBSE/IP/14052025 14<sup>th</sup> May, 2025

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/Madam,

Sub.: Investor Presentation Q4 FY25

We are enclosing herewith the Investor Presentation for the fourth quarter and year ended  $31^{st}$  March, 2025.

The above information is also hosted on the website of the Company at 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









#### **Investor Presentation - FY25**

(CIN: L85110KA1995PLC019126)

Artist's impression



### Multiple Domains; Single-Minded Commitment

- Established in 1986, one of India's leading and trusted property developers
- A multi-asset class developer with Residential, Office, SEZ, Retail, Hospitality, Senior Living, Schools and India's first Real Estate Accelerator Program
- Reputation of building 'Grade A' properties
- Strong partnership with marguee investor GIC
- Listed on BSE & NSE with a market cap of approximately USD 2.79 Bn as of Mar 31, 2025
- Consistent EBITDA margin of ~26%-28% for the past 9 years
- Rated AA- Positive by CRISIL; AA- Stable by ICRA
- Recognized as a Laureate for being in the Top 100 workplaces for 10 years and certified as a Great Place to Work for 14 years in a row







- **DEVELOPMENTS**













- PARKS & LOGISTICS

- **ACADEMY**







Building Positive Experiences



#### Our Mission, Vision, Values

# Our SHARED MISSION

To constantly endeavour to be the Preferred Developer of Residential, Commercial & Hospitality spaces in the markets in which we operate, without compromising on our Core Values, for the benefit of all our Stakeholders.

# Our SHARED VISION

To be a World-class Organisation in our Products, Processes, People and Performance.



# Our CORF VALUES

#### **QC-FIRST**

- Quality Customer Centricity
- Fairness Innovation
- $\cdot$  Responsible Socially  $\cdot$  Trust



# Transforming City Skylines

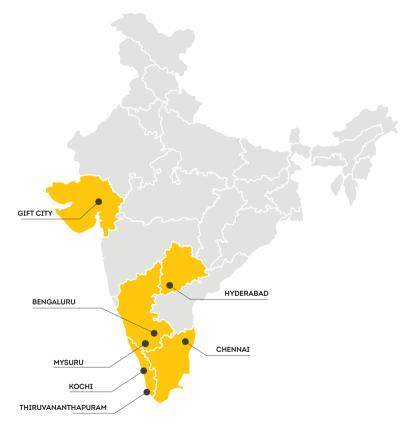
**300+ BUILDINGS • 100+ MN SQ.FT.**Delivered

**26 MILLION SQ.FT.** Ongoing projects

**16 MILLION SQ.FT.** Upcoming launches

License owners for SIX WORLD TRADE CENTERS IN SOUTH INDIA

**AMONG THE TOP 10 LISTED DEVELOPERS** in the country, by market capitalization





### Segment Highlights - FY25

#### Real Estate - On Sale Basis

- Achieved presales of INR 7,847 Cr in FY25, a growth of 31% over FY24
- Presales volume for FY25 stood at 7.05 mn sft
- Average realization stood at INR 11,138/sft during FY25 an increase of 40% over FY24 driven by launch of premium projects
- Launched highest ever area of 9.5 mn sft comprising of 11 projects in FY25

#### Lease Rentals

- Launched 2 mn sft of commercial development in FY25
- Brigade Twin Towers witnessed increased demand for sales as well as leasing from manufacturing, flexi office space and retail tenants underscoring the demand for office space
- Overall mall consumption grew by 4% Y-o-Y over FY24 driven by electronics, speciality lifestyle and watches δ accessories categories across all the three malls
- Revenue stood at INR 1,165 Cr during FY25, a growth of 24% over FY24

#### Achieved highest ever collections of INR 7,250 Cr during FY25, a growth of 23% over FY24

Note: Brigade Hotel Ventures Limited, our subsidiary, is proposing, subject to receipt of requisite approvals, market conditions and other considerations, an initial public offering of its equity shares and has filed a draft red herring prospectus dated October 30, 2024 with the Securities and Exchange Board of India and the relevant stock exchanges. Due to regulatory restrictions, information relating to the hospitality segment is currently excluded from this presentation.



#### ESG Intiatives - Q4 FY25



"NetZero" Strategies, Target Setting & Validation By SBTi: GHG Inventorization FY 2022-23 &24 has been reviewed along with strategy and roadmap. Target setting is in progress.



Integration of ESG elements in Enterprise Risk Management: ESG elements have been made part of ERM, Climate related and Biodiversity Risk assessments is part of the same.



Implementation of Tech Platform for ESG Monitoring & Measurement: ESG tech platform is implemented in FY 2024-25.



Sustainability Benchmark Project: Have undertaken two more projects along with ongoing B. Critrine for NetZero-C which are in design stage.



Target of 50% women representation in Board by 2028: Women Directors on the Board has increased from 25% to 33% in FY 2025.

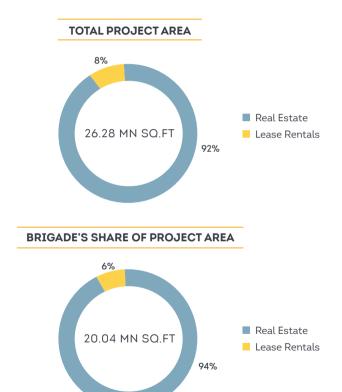


## **Summary: Ongoing Projects**

Area in mn sft

Portorio		0.01	Areammist
Projects	Project Area	Co Share	LO/JV Share
Real Estate projects for sale	16.38	12.09	4.29
Brigade El Dorado*	3.60	3.60	-
Brigade Orchards*	1.54	1.06	0.48
Brigade Cornerstone Utopia*	1.51	1.00	0.51
Brigade Residences at WTC Chennai*	0.35	0.18	0.17
Total Real Estate (A)	24.27	18.82	5.45
Brigade Square	0.19	0.19	-
Arcadia at Brigade Cornerstone Utopia*	0.12	0.08	0.04
Brigade Padmini Tech Valley	0.73	0.37	0.36
Brigade Tech Boulevard	0.84	0.51	0.33
Brigade Vantage, Mysuru	0.13	0.07	0.06
Total Leasing (B)	2.01	1.22	0.79
Total (A+B)	26.28	20.04	6.24

<sup>\*</sup>Projects in SPV





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- 5. Projects launched and upcoming launches





### Highlights: Real Estate - Q4 FY25

- Pre-sales volume of 2.03 mn sft in Q4 FY25
- Achieved Pre-Sales value of INR 2,448 Cr in Q4 FY25, a growth of 9% over Q4 FY24
- Avg. price realization stood at INR 12,082 per sq.ft for Q4 FY25, up by 47% from Q4 FY24
- Launched 4 mn sft residential projects during Q4 FY25;
   Ongoing real estate projects of 24 Mn sft

# Upcoming Projects planned to be launched ~12 mn sft in next 4 Quarters

- 8 Residential projects in Bangalore
- 5 Residential projects in Chennai
- 1 Residential project in Hyderabad
- 2 Residential projects in Mysuru



Artist's impression

Continued Zero residential debt across group owing to robust sales & collections





# **Group Sales Snapshot**

Particulars	FY25	FY24	FY25 on FY24	Q4 FY25	Q3 FY25	Q4 FY25 on Q3 FY25	Q4 FY24	Q4 FY25 on Q4 FY24
			Ne	t Area Sales ('00	0 sft)			
Residential	6,753	7,356	(8%)	1,947	2,127	(8%)	2,608	(25%)
Commercial	292	190	54%	79	66	20%	113	(30%)
Total	7,045	7,546	(7%)	2,026	2,193	(8%)	2,721	(26%)
			Ne	t Sale Value (IN	R Cr)			
Residential	7,567	5,847	29%	2,357	2,435	(3%)	2,150	10%
Commercial	280	166	69%	91	57	58%	93	(3%)
Total	7,847	6,013	31%	2,448	2,492	(2%)	2,243	9%
Realization (INR/sft)	11,138	7,968	40%	12,082	11,364	6%	8,243	47%



## Consolidated Synopsis of Real Estate Projects - Mar-25

Particulars	Ongoing BEL Projects	Ongoing SPV Projects	Stock Sales		Total
			Mn sft		
			BEL	SPV*	
Total super built-up area of launched projects on sale basis	22.37	1.90	0.58	0.27	25.12
Less: Landowner share	4.80	-	-	-	4.80
Company share of saleable area	17.57	1.90	0.58	0.27	20.32
Sold till date	13.22	1.46	-	-	14.68
To be sold	4.35	0.44	0.58	0.27	5.64
			INR Cr		
Estimated receipts	17,934	1,625	1,905	412	21,876
From sold units	11,669	1,199	1,284	169	14,321
From unsold units	6,264	426	621	243	7,555
Collection to date on sold units	4,923	744	1,082	97	6,846
Remaining to be collected from sold units	6,746	456	202	72	7,475
Remaining to be collected from the sold and unsold units [A]	13,010	881	823	315	15,030
Estimated Total Cost	11,119	1,036	382	140	12,677
Cost incurred till date	4,074	614	382	140	5,211
Remaining cost to be incurred [B]	7,045	422	-	-	7,467
Gross Operating Cash Flows [A] - [B]	5,965	460	823	315	7,563
Present Borrowings [C]	-	-	144	-	144
Net Operating Cash Flows Projected [A] - [B] - [C]	5.965	460	679	315	7.419

 $<sup>{}^*\</sup>mathsf{Brigade}$  Orchards and Brigade Residences at WTC Chennai



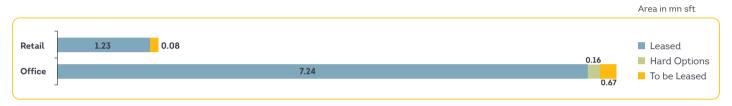
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## Our Leasing Portfolio: Operating Assets - Mar-25



Particulars	Leasable Area	Leased	Hard Option	To be Transacted
Brigade Tech Gardens*	3.00	2.84	0.16	-
WTC Chennai*	1.98	1.98	-	-
WTC Kochi*	0.77	0.77	-	-
Brigade Twin Towers - Tower A & C	0.66	0.02	-	0.64
WTC Bangalore	0.62	0.62	-	-
Brigade Opus	0.30	0.30	-	-
Brigade Int'l Financial Center, GIFT City*	0.27	0.27	-	-
Brigade Bhulwalka Icon	0.19	0.19	-	-
Brigade Southfield	0.16	0.16	-	-
Orion Gateway Mall	0.83	0.80	-	0.03
Orion Uptown Mall	0.27	0.24	-	0.03
Orion Avenue Mall	0.15	0.13	-	0.02
Brigade Vantage, Chennai	0.06	0.06	-	-
Others	0.12	0.09	-	0.03
Total	9.38	8.47	0.16	0.75

<sup>\*</sup>SEZ Projects



## Capex Commitment - Mar-25

(INR Cr)

Project	Estimated Cost	Incurred	Balance*
Brigade Square	76	42	34
Brigade Tech Boulevard	402	102	300
Brigade Padmini Tech Valley-Block B	294	81	213
Brigade Vantage, Mysuru	58	21	37
Arcadia at Brigade Cornerstone Utopia	63	49	14
Total	892	294	598

\*As of Mar 31, 2025









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## Consolidated Financials: Snapshot

(INR Cr)

Particulars	Q4 FY25	Q3 FY25	Q4 FY24	Q4FY25 on Q3 FY25	Q4 FY25 on Q4 FY24	FY25	FY24	FY25 on FY24
Revenue	1,532	1,530	1,763	0%	(13%)	5,314	5,064	5%
EBITDA	488	480	493	2%	(1%)	1,654	1,362	21%
Finance cost	106	114	138	(7%)	(23%)	496	491	1%
Profit before depreciation	382	365	355	5%	8%	1,158	871	33%
Depreciation	76	76	76	(1%)	(1%)	289	302	(4%)
PBT	306	289	279	6%	10%	869	569	53%
Tax charge / (credit)	56	53	68	6%	(17%)	189	167	13%
PAT	249	236	211	6%	19%	680	402	69%
PAT after MI	247	236	206	5%	20%	686	451	52%
EBITDA/Revenue	32%	31%	28%			31%	27%	
PBT/Revenue	20%	19%	16%			16%	11%	
PAT/Revenue	16%	15%	12%			13%	8%	

<sup>\*</sup>PAT: Profit After Tax, PBT: Profit Before Tax, EBITDA: Earnings Before Interest Tax Depreciation Amortization,

MI: Minority Interest, () indicates negative figure



### **Business Segment Performance - FY25**

(INR Cr)

Particulars	Real Estate	Lease Rental
Revenue	3,613	1,165
Direct Expenses	2,373	87
Admin Expenses	160	199
Selling cost	158	35
Employee cost	225	72
EBITDA	697	771
EBITDA/Revenue %	19%	66%
Finance costs	50	388
PBDT	647	383
Depreciation	16	215
PBT	631	168
PBT/Revenue %	18%	14%

PBDT: Profit Before Depreciation & Tax, PBT: Profit Before Tax, EBITDA: Earnings before Interest Tax Depreciation Amortization, () indicates negative figure

Note: Due to publicity restrictions as indicated in slide 5, the information relating to hospitality segment is currently excluded from this presentation



### Consolidated Cash Flow

(INR Cr)

Particulars	Q4 FY25	Q3 FY25	Q2 FY25	Q1 FY25	FY25	FY24
Operating Activities						
Total Collections	1,929	1,777	1,937	1,607	7,250	5,915
Direct Cost/ Construction Cost	(712)	(660)	(582)	(618)	(2,572)	(2,398)
Landowner Payments	(209)	(231)	(266)	(230)	(936)	(761)
Employee and Admin Expenses	(138)	(162)	(186)	(103)	(589)	(455)
Sales and Marketing Expenses	(50)	(62)	(55)	(44)	(211)	(133)
Statutory Payments	(232)	(209)	(180)	(175)	(796)	(569)
Other Payments	(2)	(2)	(3)	(4)	(11)	(24)
Net Cash Flow from Operating Activities (A)	586	451	665	434	2,135	1,575
Investment Activities						
Cash from Investment Activities (FD & MF)	2,178	2,032	1,271	870	6,351	2,212
Construction Cost (CWIP/Capex Projects)	(134)	(190)	(119)	(83)	(526)	(200)
Investment in Land/JD/JV/TDR	(226)	(771)	(93)	(203)	(1,293)	(1,309)
Investment in Subsidiary/ associate companies	-	-	-	-	-	(28)
Other Investments (FD & Mutual Fund)	(2,213)	(1,541)	(2,888)	(883)	(7,525)	(2,546)
Net Cash Flow from Investment Activities (B)	(394)	(470)	(1,830)	(299)	(2,992)	(1,871)
Financing Activities						
Debt Drawdown	231	72	117	103	523	2,151
Debt Repayment	(320)	(192)	(184)	(76)	(772)	(1,302)
Investment by PE/JV	29	327	-	-	356	(182)
Payments to PE	(60)	(15)	(40)	(131)	(246)	-
Proceeds from ESOP/QIP	4	3	1,501	1	1,509	8
Dividend Payment	(0)	-	(46)	-	(46)	(46)
Finance costs	(100)	(99)	(113)	(100)	(412)	(360)
Net Cash Flow from Financing Activities (C)	(217)	96	1,235	(203)	911	269
Net Cash Flows for the Period (A+B+C)	(25)	77	71	(67)	54	(27)



## Capital Allocation: Segment-wise - as of 31st Mar-25

(INR Cr)

Segment	Equity (A)	Debt (B)	Capital Employed (A+B)	D/E Ratio (A/B)	PBD*/ Equity %	Operating Capital Employed (OCE)	EBITDA/ OCE %
Real Estate	4,054	144	4,198	0.04	16%	4,198	17%
Leasing	2,202	3,821	6,023	1.74	18%	4,116	19%

Note: PBD/Equity and EBITDA/OCE percentages are calculated based on trailing four quarter numbers \*PBD: Profit Before Depreciation & Tax (After Interest)

Due to publicity restrictions as indicated in slide 5, the information relating to hospitality segment is currently excluded from this presentation



#### Consolidated Debt Profile

(INR Cr)

Particulars	Mar-25	Dec-24	Mar-24
Gross Debt	4,444	4,531	4,663
Less: Cash & Cash Equivalents	3,483	3,404	2,073
Net Debt	962	1,127	2,590
Less: SPV Partner's share of net debt	762	760	682
Exposure of BEL	199	367	1,908
Cost of Debt (Consolidated)	8.67%	8.76%	8.82%
Net Debt Equity Ratio	0.14	0.18	0.62

Gross debt figure for Mar-25 includes INR 2,094 Cr debt taken in SPVs wherein BEL's share is INR 1,067 Cr



## Standalone Financial: Snapshot

(INR Cr)

Particulars	Q4 FY25	Q3 FY25	Q4 FY24	Q4 FY25 on Q3 FY25	Q4 FY25 on Q4 FY24	FY25	FY24	FY25 on FY24
Turnover	684	607	918	13%	(26%)	2,384	2,224	7%
EBITDA	210	171	277	23%	(24%)	702	652	8%
Finance cost	21	28	41	(28%)	(51%)	130	144	(10%)
Profit before depreciation	189	143	236	33%	(19%)	572	508	13%
Depreciation	20	21	20	(2%)	2%	80	78	2%
PBT	169	122	216	39%	(21%)	492	430	15%
Tax charge/(Credit)	(39)	31	55	-	-	37	111	(67%)
PAT	208	91	161	129%	29%	455	319	43%
EBITDA/Revenue	31%	28%	30%			29%	29%	
PBT/Revenue	25%	20%	23%			21%	19%	
PAT/Revenue	30%	15%	17%			19%	14%	

<sup>\*</sup>PAT: Profit After Tax, PBT: Profit Before Tax, EBITDA: Earnings Before Interest Tax Depreciation Amortization, () indicates negative figure



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# Brigade's Land Bank



(INR Cr)

Total Land Area (Acres)	Cost of Land	Amount Paid	Balance Payable
498	3,441	2,538	903

Note: Due to publicity restrictions as indicated in slide 5, the information relating to hospitality segment is currently excluded from this presentation



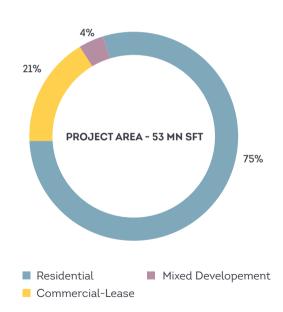
### Developable Area Details

Product	Land Area (in acres)	Project Area (Mn sft)	BEL Share (Mn sft)
Residential	364	40	28
Commercial-Lease	68	11	9
Mixed Development	66	2	2
Total	498	53	39

Location	Land Area (in acres)	Project Area (Mn sft)	BEL Share (Mn sft)
Bengaluru	321	28	21
Chennai	119	18	12
Hyderabad	10	3	3
Others*	48	4	3
Total	498	53	39

<sup>\*</sup>Others include Mysuru, Gujarat, Thiruvananthapuram, & Kochi

#### PROJECT AREA: PRODUCT MIX



Note: Due to publicity restrictions as indicated in slide 5, the information relating to hospitality segment is currently excluded from this presentation



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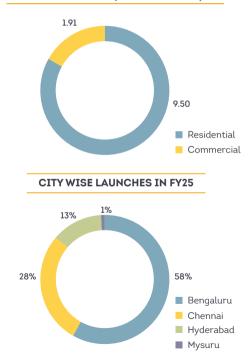
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## Projects Launched - FY25

Project	City	Segment	Project Area (mn sft)	BEL Interest (mn sft)	Launch Period
Brigade Insignia		Residential	0.89	0.89	
Brigade El Dorado - Cobalt	Bengaluru	Residential	0.51	0.51	
Brigade Padmini - Tower B		Commercial	0.73	0.37	Q1 FY25
Brigade Residences at WTC - Nebula	Chennai	Residential	0.07	0.04	
Brigade Tech Boulevard		Commercial	0.84	0.51	1
Brigade Valencia – Brillio	Bengaluru	Residential	1.19	0.85	
Brigade El Dorado - Beryl		Residential	0.43	0.43	
Paradise @ Brigade Cornerstone Utopia		Commercial	0.21	0.14	Q2 FY25
Brigade Icon	Chennai	Residential	0.62	0.62	
Brigade Citrine	Bengaluru	Residential	0.70	0.70	
Brigade Gateway - Tower A	Hyderabad	Residential	1.19	1.19	Q3 FY25
Brigade Vantage	Mysuru	Commercial	0.13	0.07	
Brigade Altius	Chennai	Residential	1.42	1.42	
Bigade Eternia		Residential	2.05	1.25	Q4 FY25
Brigade Orchards - Ebony	Bengaluru	Residential	0.43	0.29	
Total			11.41	9.28	FY25

#### **LAUNCHES IN FY25 (AREA IN MN SFT)**





## **Upcoming Projects**

Segment	Total Area (mn sft)	Brigade Economic Interest (mn sft)
Residential	12.33	9.22
Commercial	3.07	2.23
Total	15.40	11.45



Artist's impression

Note: Due to publicity restrictions as indicated in slide 5, the information relating to hospitality segment is currently excluded from this presentation



#### Awards and Accolades - Q4 FY25



Brigade Citadel won
'Residential Project of the Year'
at the 2<sup>nd</sup> Realty+ Excellence
and Conclave Awards Hyderabad 2025.



Brigade Tech Gardens was awarded the 'Shotcrete and Waterproofing' award by the American Shotcrete Association.



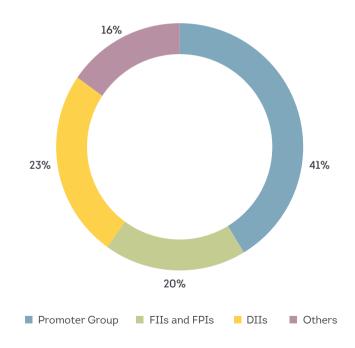
Brigade Parkside North has been awarded the 'IIA Awards for Excellence in Architecture' under the category 'Architecture Al.1 - Residential' by The Indian Institute of Architects



Brigade Group ranked 10<sup>th</sup> in the **'Future Ready Employers 2024'** Survey by Fortune India powered by CIEL HR.



# Shareholding Pattern – 31<sup>th</sup> Mar 2025





#### **Board of Directors**



M R Jaishankar Executive Chairman

- Masters in Business Administration
- · Part of Promoter Group



Pavitra Shankar Managing Director

- MBA, Real Estate & Finance, Columbia Business School
- · Part of Promoter Group



Nirupa Shankar Jt. Managing Director

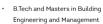
- Masters of Management,
   Hospitality from Cornell University
- · Part of Promoter Group



Amar Mysore Executive Director

 Masters in Engineering from Pennsylvania State University





**Roshin Mathew** 

Executive Director



Pradyumna Krishnakumar Executive Director

MBA, Finance & General Management, Asian Institute of Management, Manila



#### **Board of Directors**



Lakshmi Venkatachalam Independent Director

- MBA from Boston University
- Retired IAS Officer



Pradeep Kumar Panja

Independent Director

- Masters in Science
- · Former MD of SBI



Dr. Venkatesh Panchapagesan Independent Director

- CA. CWA. IIM K Alumni
- · Faculty at IIM B



Bijou Kurien\* Independent Director

- PG Diploma in Business Management
- Rich Experience in Retail Sector



V V Ranganathan Independent Director

- · CA, Finance professional with 4 decades of experience
- · Graduate in Commerce





**Abraham Stephanos** 

PGDM from IIM Calcutta

Independent Director

· Four decades of versatile experience



Padmaja Chunduru\*\* Independent Director

- M.Com (Banking & Finance)
- Certified Associate of Indian Institute of Bankers (CAIIB)

Note: \*\*Appointed as Non-Executive Independent Director w.e.f. 29th January, 2025 \*Retired as non executive independent director w.e.f. 31st January 2025



# **Ongoing Residential Projects**







# **Completed Residential Projects**







# **Completed Commercial Projects**







## Thank you

#### 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.

#### Brigade Enterprises Ltd.

 $29^{\text{th}} \text{ and } 30^{\text{th}} \text{ Floors, World Trade Center, Brigade Gateway Campus, Malleswaram-Rajajinagar, Bengaluru-560~055}$ 

investors@brigadegroup.com