

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/05082024

05th August, 2024

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

We are enclosing herewith the Investor Presentation for the quarter ended 30th June, 2024

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





Brigade Insignia
Artist's impression

Investor Presentation - Q1 FY25

(CIN: L85110KA1995PLC019126)



Multiple Domains; Single-Minded Commitment

- ◆ Brigade group is a multi-asset class developer with Residential, Office, SEZ, Retail, Hospitality, Senior Living, Schools and Real Estate Accelerator Program
- ◆ Listed on BSE & NSE with a market cap of approximately USD 3.7 Bn as of 28th June 2024
- ◆ Rated AA- 'Stable' by ICRA and CRISIL
- ◆ Certified as a Great Place to Work for 14 years in a row

1 USD = INR 83.45 as of 28th June 2024



- ◆ OFFICES
- ◆ RETAIL
- ◆ CLUBS
- ◆ HOTELS
- ◆ CONVENTION CENTRES



- ◆ APARTMENTS
- ◆ VILLAS
- ◆ INTEGRATED ENCLAVES
- ◆ PLOTTED DEVELOPMENTS



- ◆ SCHOOLS
- ◆ INDUSTRIAL PARKS & LOGISTICS
- ◆ PROPTech ACCELERATOR
- ◆ MUSIC MUSEUM
- ◆ SKILL DEVELOPMENT ACADEMY

Operational Highlights - Q1 FY25

Real Estate - On Sale Basis

- ◆ Achieved **real estate revenue** of **INR 7,072 Mn*** in Q1 FY25
- ◆ Achieved **presales** of **INR 10,858 Mn** in Q1 FY25
- ◆ **Sale volume** of **1.15 Mn sft** in Q1 FY25
- ◆ **Average realization** stood at **INR 9,483/sft** during Q1 FY25

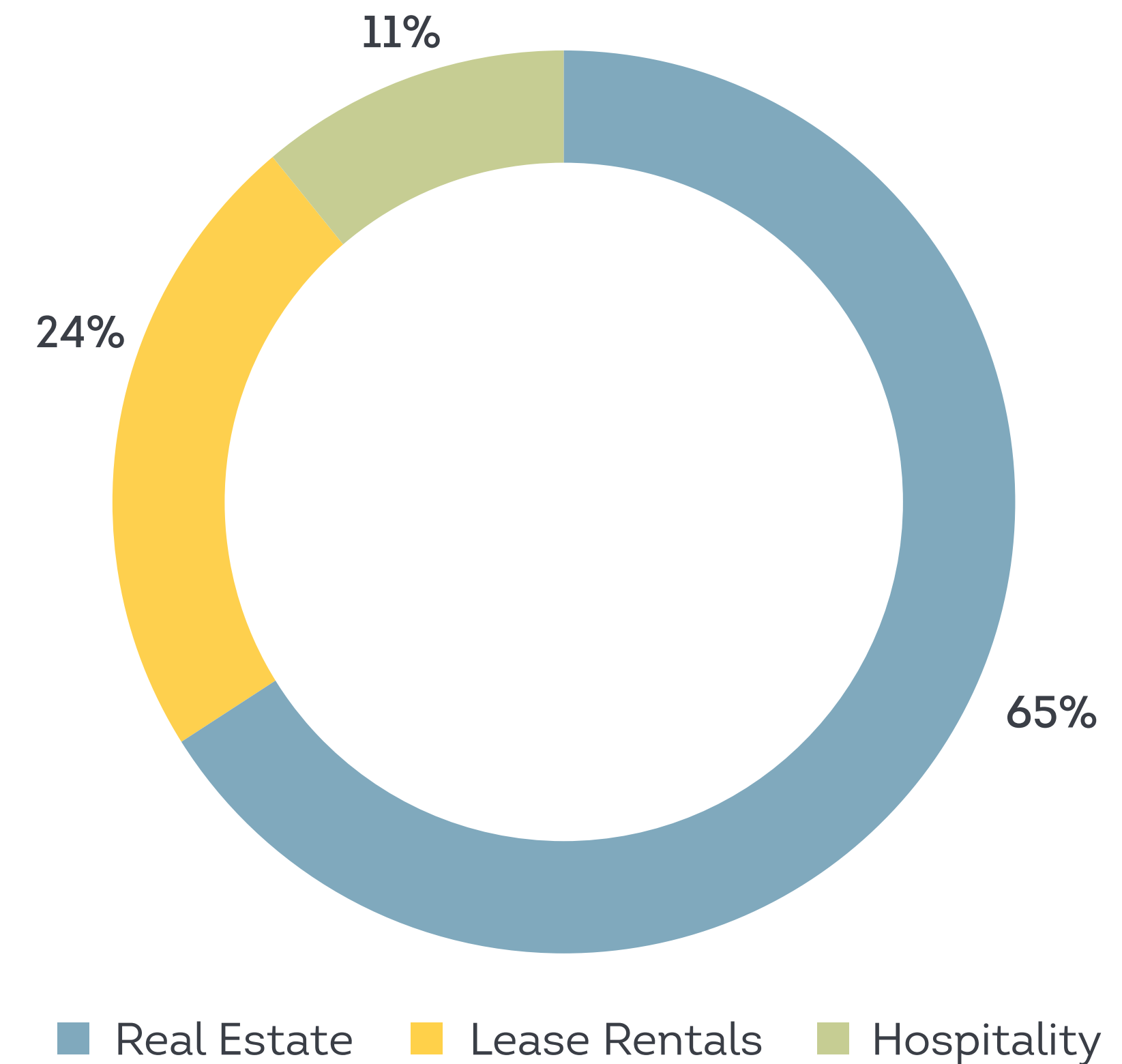
Lease Rentals

- ◆ Achieve **leasing revenue** of **INR 2,594 Mn*** in Q1 FY25

Hospitality

- ◆ Achieved **hospitality revenue** of **INR 1,180 Mn*** in Q1 FY25
- ◆ Portfolio **occupancies** stood at **75%** during Q1 FY25
- ◆ Portfolio **ARRs** stood at **INR 6,233/-** during Q1 FY25

Q1 FY25 - REVENUE SHARE %



ARR represents average room rental per paid occupied room
*Numbers are as per Reg 33 segment reporting

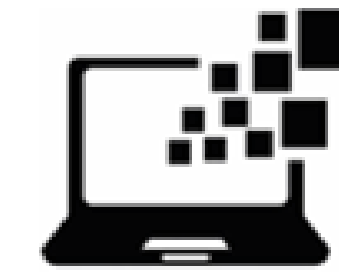
ESG Updates - Q1 FY25



“Carbon abatement/ NetZero” strategies:
Formulated the strategy to attain the goal



Integration of ESG elements into our
“Enterprise Risk Management”: In progress



Tech-platform for monitoring & measuring:
SaaS based platform has been finalized,
system configuration is in progress.



Pilot Project (residential):
Embodied carbon estimation with offset strategies are under progress.
Efforts on the sustainability salient features of the project are in progress.



ESG Reporting and Rating:
Application has been filed for GRESB RE sustainability
rating and benchmarking for FY-2023-24.

Group Sales Snapshot

Particulars	Q1 FY25	FY24	FY23
Net Area Sales ('000 sft)			
Residential	1,123	7,356	6,075
Commercial	22	190	254
Total	1,145	7,546	6,329
Net Sale Value (INR Mn)			
Residential	10,633	58,468	39,082
Commercial	225	1,657	2,003
Total	10,858	60,125	41,085
Realization (INR/sft)	9,483	7,968	6,491

Operating Leasing Portfolio as of 30th June 2024

Area in Mn sft

Particulars	Leasable Area
Brigade Tech Gardens*	3.00
WTC Chennai*	2.01
WTC Bengaluru	0.62
Brigade Opus	0.30
Brigade Bhuwalka Icon	0.19
WTC Kochi*	0.77
Brigade Int'l Financial Center, GIFT City*	0.27
Brigade Southfield	0.16
Orion Gateway Mall	0.83
Orion Uptown Mall	0.27
Orion Avenue Mall	0.15
Brigade Vantage, Chennai	0.06
Others	0.07
Total	8.70



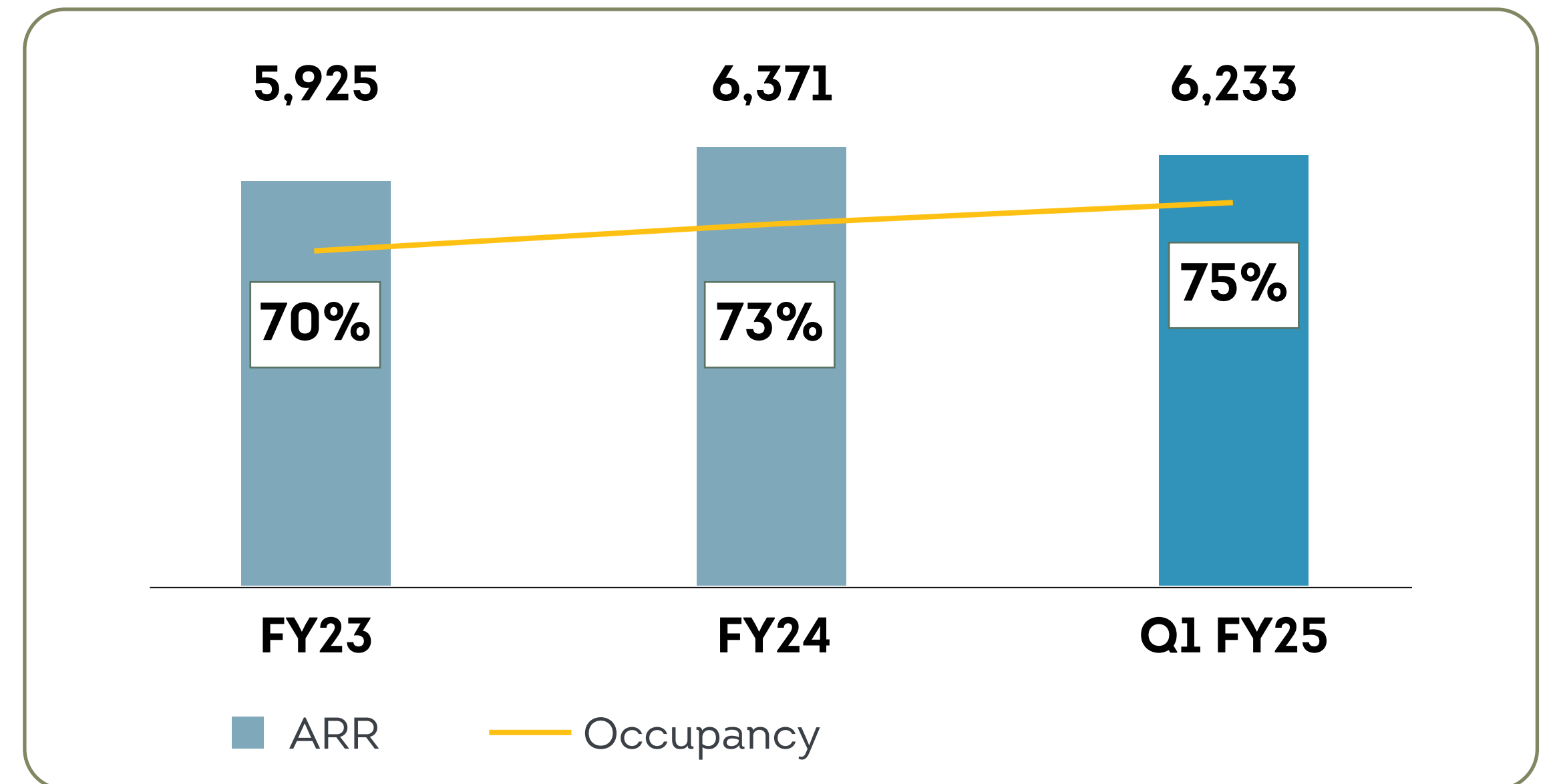
Brigade Tech Gardens

Actual shot

*SEZ Projects

Hospitality Segment

- ◆ Operating **8 hotels across 5 cities** with **1,474 keys**
- ◆ Major events including IPL matches & MICE contributed significantly to occupancy & ARR
- ◆ Nation-wide general election resulted in sluggishness in the revenue; fewer auspicious dates during the quarter added to the slower growth rate



*MICE - Meetings Incentives Conferences & Exhibitions

Ongoing Projects - Leasing & Hospitality as of 30th June 2024

(INR Mn)

Project	Segment	Estimated Cost*	Incurred	Balance
Brigade Tech Boulevard, Chennai	Commercial	4,018	433	3,585
Brigade Twin Towers		3,597	2,469	1,128
Brigade Padmini Tech Valley-Block B		2,942	331	2,611
Brigade Square, Thiruvananthapuram		756	216	540
IBIS Styles, Mysuru	Hospitality	900	799	101
Grand Total		12,213	4,248	7,965

*Excluding land cost



Brigade Twin Towers, Bangalore

Artist's impression



Brigade Square, Thiruvananthapuram

Artist's impression



IBIS Styles, Mysuru

Artist's impression

Consolidated Financials: Snapshot

(INR Mn)

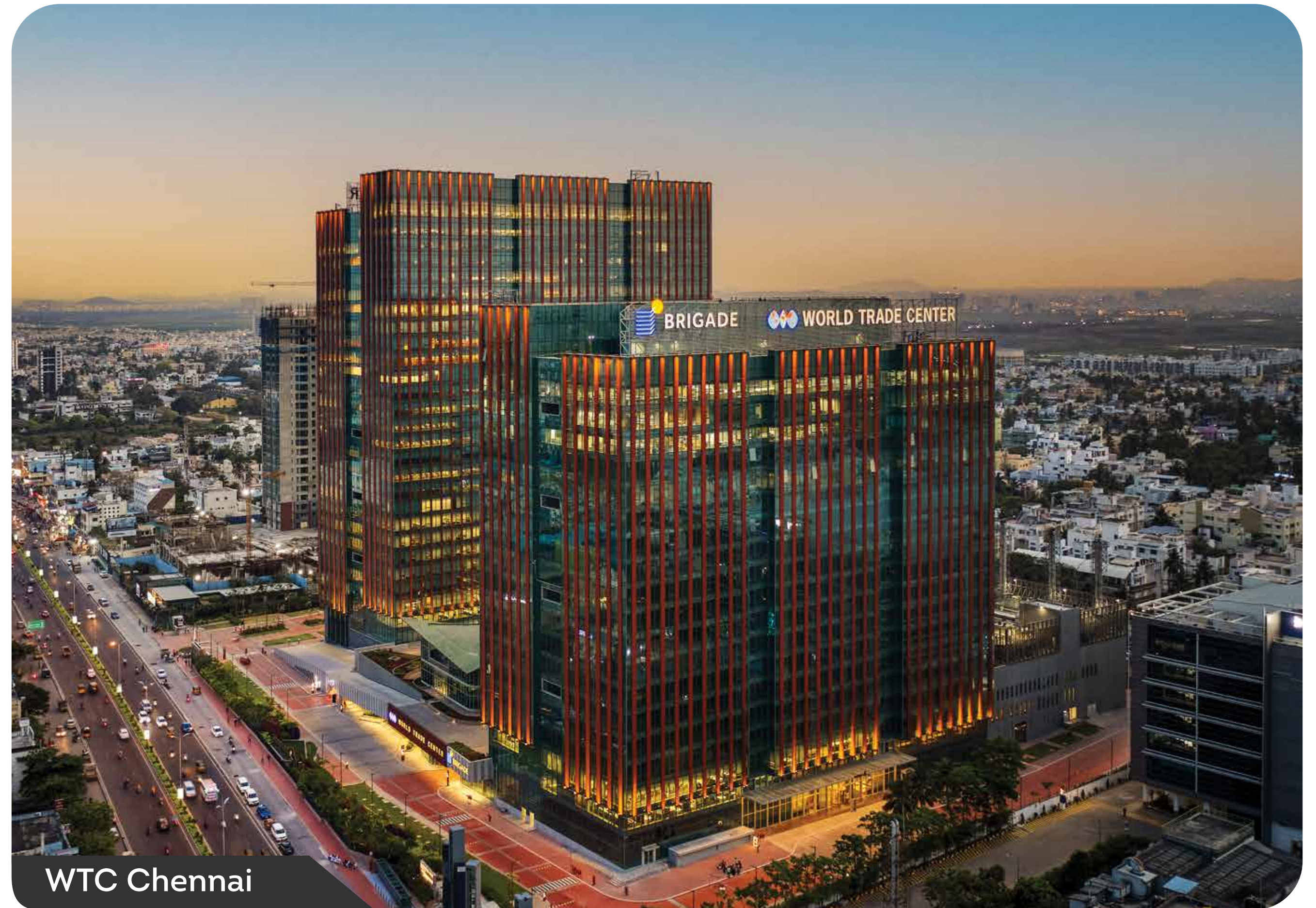
Particulars	Q1 FY25	FY24	FY23
Revenue from operations	10,777	48,967	34,446
Other incomes	357	1,675	1,186
Total income	11,134	50,642	35,632
Expenses			
Sub-contractor costs	3,843	16,079	16,970
Cost of raw materials, components and stores consumed	439	1,909	1,365
Land purchase cost (including development rights)	1,189	17,506	10,321
Decrease/(Increase) in inventories of stock of flats, land stocks and work-in-progress	(334)	(8,111)	(11,027)
License fees and plan approval charges	231	461	363
Architect & consultancy charges	119	370	292
Employee benefits expense	883	3,177	2,683
Finance costs	1,519	4,910	4,342
Depreciation & amortization expense	679	3,021	3,146
Other expenses	1,481	5,632	4,889
Total expenses	10,050	44,955	33,343
Profit/(Loss) before share from associate & exceptional items	1,084	5,687	2,289
Add: Profit from Associate	-	-	41
Profit/(Loss) before exceptional items & tax	1,084	5,687	2,330
Add/(Less): Exceptional Item	-	-	450
PBT	1,084	5,687	2,780
Tax charge/ (credit)	279	1,676	558
PAT	805	4,010	2,222
PAT after MI	837	4,516	2,914
PBT/ Revenue	10%	11%	8%
PAT/Revenue	7%	8%	6%

*PAT: Profit After Tax, PBT: Profit Before Tax, MI: Minority Interest, () indicates negative figure

Consolidated Debt Profile*

Period	INR MN
FY 23	38,215
FY 24	46,539

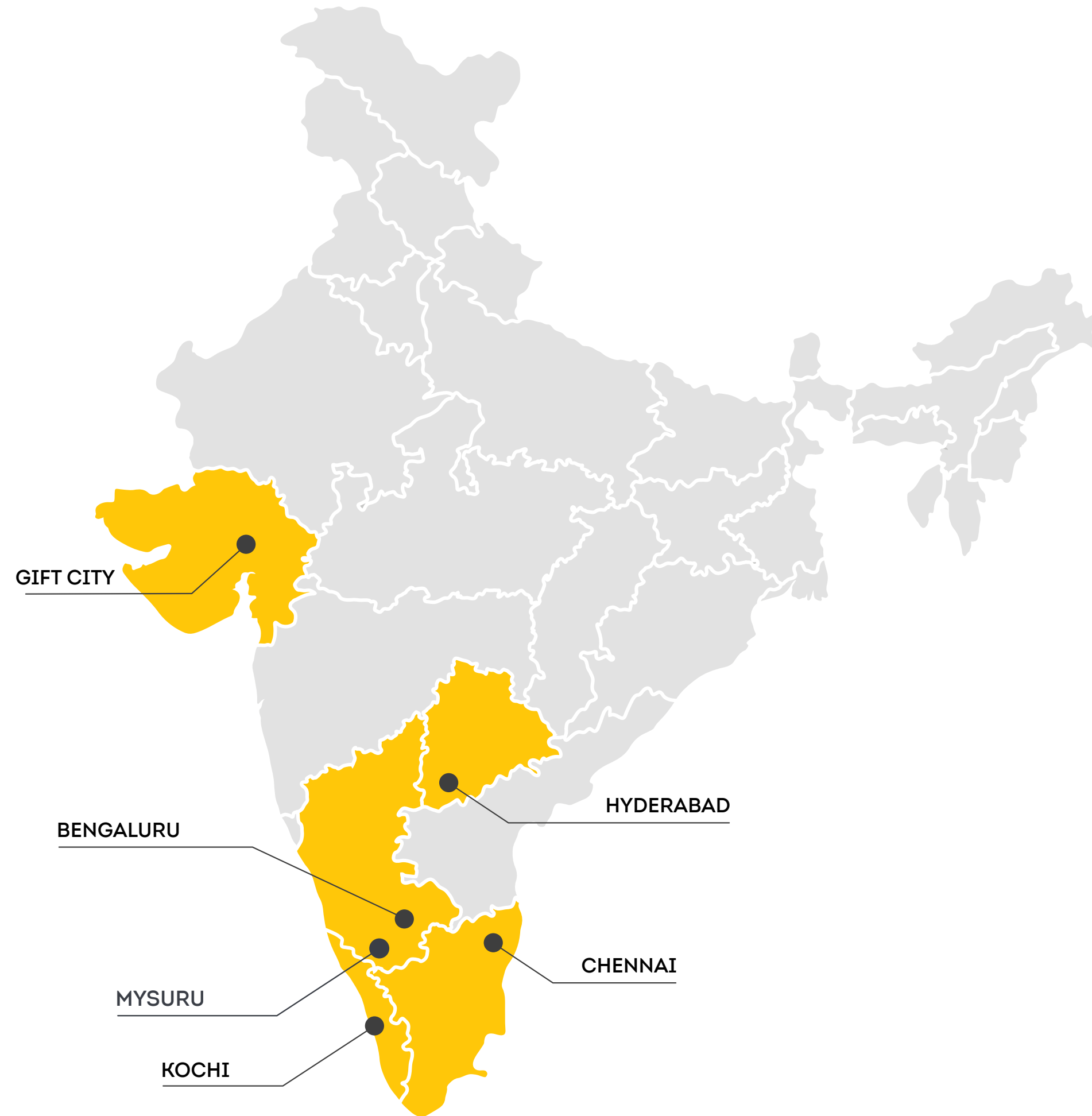
*Includes outstanding debt from Banks and NBFCs



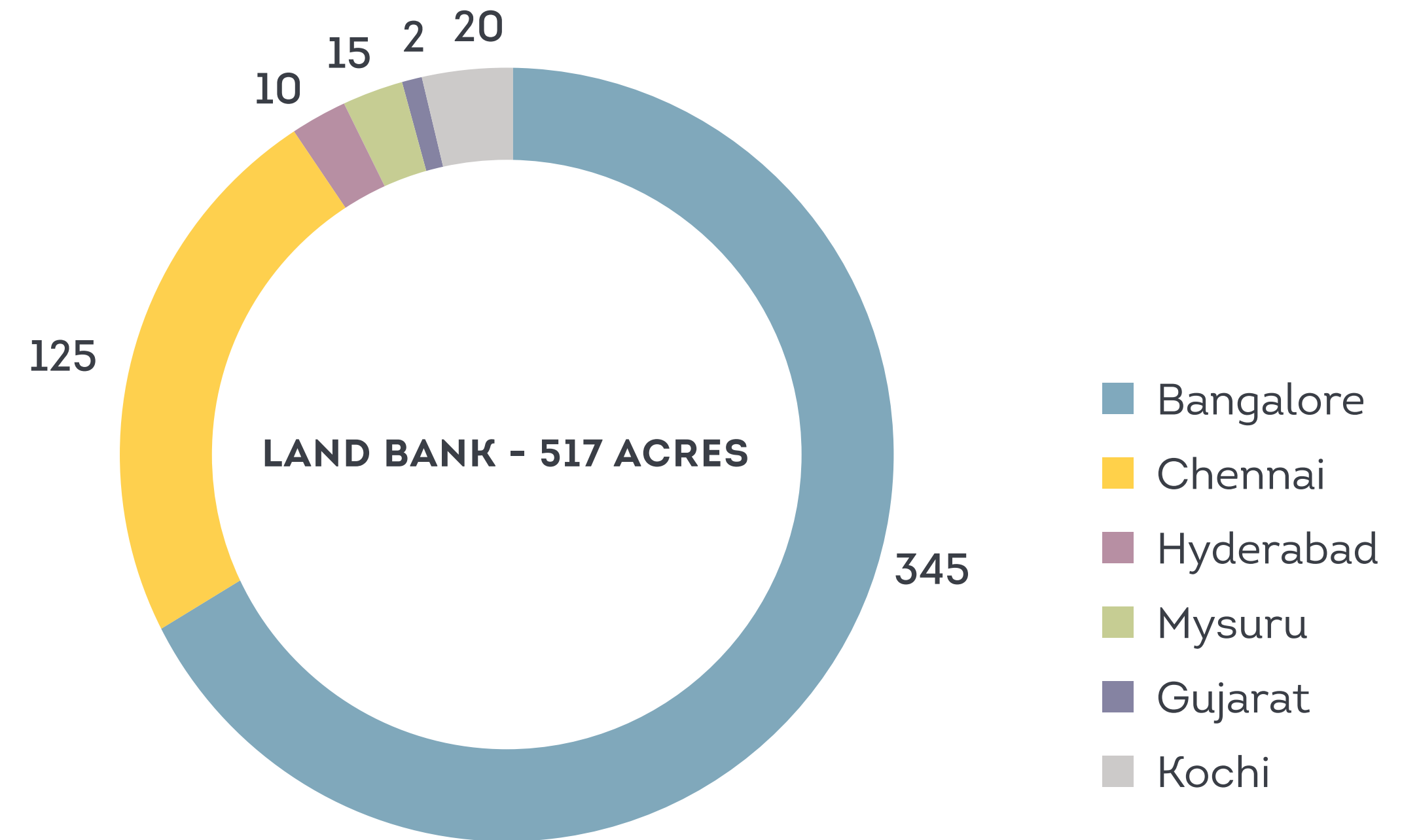
WTC Chennai

Actual shot

Brigade's Land Bank



LAND BANK (IN ACRES) AS OF 30TH JUNE 24



Awards and Accolades – Q1 FY25



Executive Chairman, M R Jaishankar, has been honoured with the prestigious **'Lifetime Achievement Award'** by Karnataka Aryavysya Mahasabha at the **5th Vasavi Awards of Excellence 2024**.



Brigade Group was recognised as a **Great Place To Work for the 14th year in a row**. Brigade was also **recognised as a Laureate** for being in the top 100 workplaces, 10 years in a row. Brigade Enterprises Limited ranked **38th** and Brigade Hospitality Services ranked **67th**.

Awards and Accolades – Q1 FY25



Brigade Group was recognised in the **Top 30 list of Future-ready Workplaces in India, 2024** by Fortune India and CIEL HR.

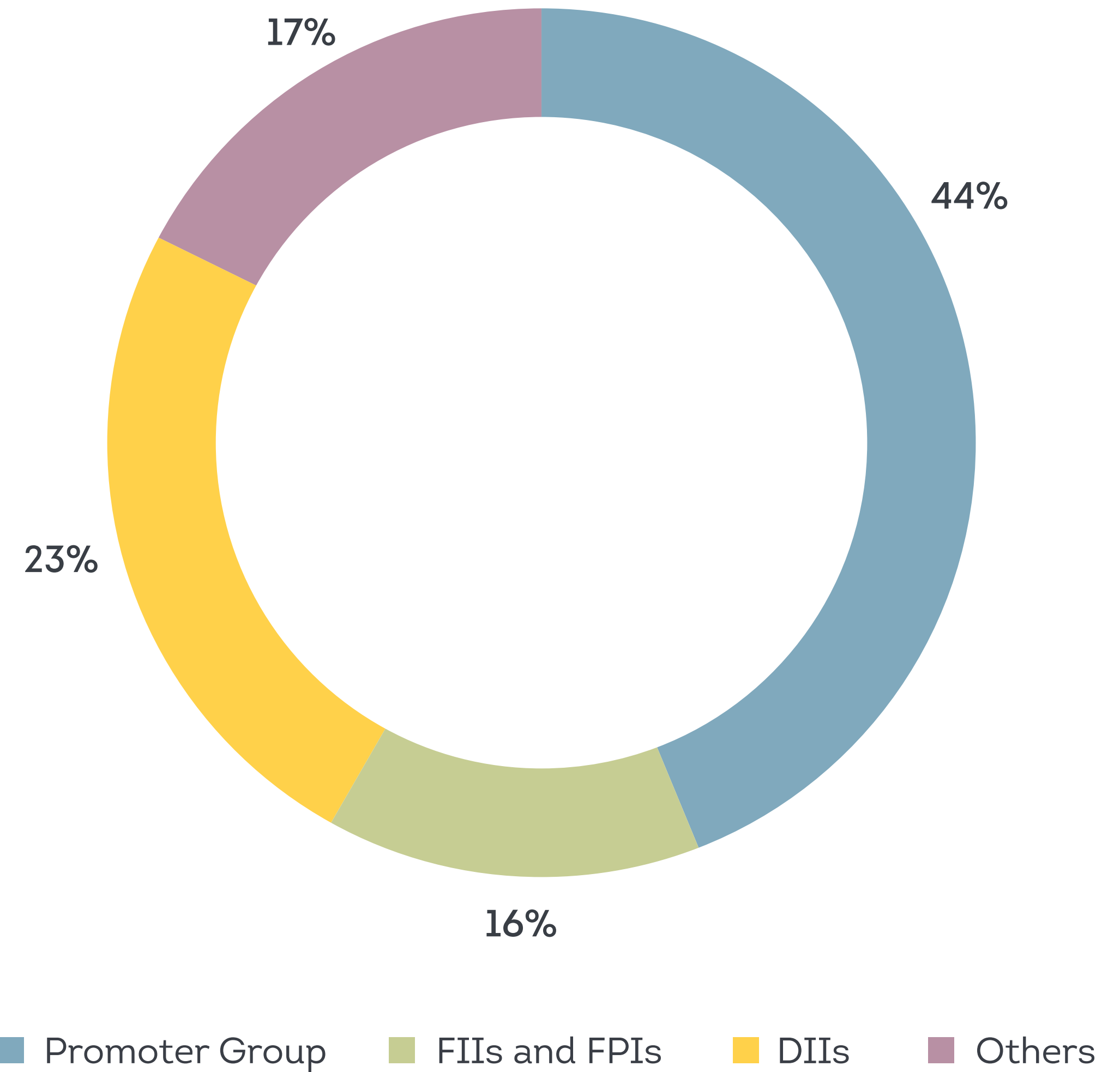


The Department of Factories, Boilers, Industrial Safety & Health, arranged a state-level Safety award on account of **53rd National Safety Day. Brigade El Dorado won the 2nd prize.**



Brigade Komarla Heights won the Bronze at the **CII-SR Excellence Awards 2023** for our commitment to Environment Health and Safety practices.

Shareholding Pattern - 30th June 2024



Board of Directors



Board of Directors



M R Jaishankar
Executive Chairman



Aroon Raman
Vice Chairman
(Independent Director)



Pavitra Shankar
Managing Director



Nirupa Shankar
Jt. Managing Director



Amar Mysore
Executive Director



Roshin Mathew
Executive Director



**Pradyumna
Krishnakumar**
Executive Director

Board of Directors



Lakshmi Venkatachalam
Independent Director



Pradeep Kumar Panja
Independent Director



Dr. Venkatesh Panchapagesan
Independent Director



Bijou Kurien
Independent Director



V V Ranganathan
Independent Director



Abraham Stephanos
Independent Director

Ongoing Projects, Residential



Artist's impression



Artist's impression

Completed Projects, Residential



Completed Projects, Commercial



Brigade Senate 2

Actual shot



WTC Annex at Brigade Gateway

Actual shot

Thank you

Disclaimer:

This presentation has been prepared by Brigade Enterprises Limited (“Company”) solely for providing information about the Company and its subsidiaries and joint ventures. The forward-looking statements appear in a number of places throughout this presentation and include statements regarding the intentions, beliefs or current expectations of our Company concerning, amongst other things, the expected results of operations, financial condition, liquidity, prospects, growth, strategies and dividend policy of our Company and the industry in which we operate. In addition, even if the result of operations, financial conditions, liquidity and dividend policy of our Company, and the development of the industry in which we operate, are consistent with the forward-looking statements contained in this presentation, those results or developments may not be indicative of results or developments in subsequent periods. Forward-looking statements include statements as to our Company’s business strategy, planned projects, (including, without limitation, any operating projections or forecasts), new business and other matters discussed in this presentation that are not historical facts. These forward-looking statements contained in this presentation (whether made by our Company or any third party), are predictions and involve known and unknown risks, uncertainties, assumptions and other factors that may cause the actual results, performance or achievements of our Company to be materially different from any future results, performance or achievements expressed or implied by such forward-looking statements or other projections.

Brigade Enterprises Ltd.

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