#### **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/29012025



29th January, 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 Q3 FY25

We are enclosing herewith the Investor Presentation for the third quarter and nine months ended 31st December, 2024.

The above information is also hosted on the website of the Company at <a href="https://www.brigadegroup.com">www.brigadegroup.com</a>

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









Ai dat a Impression

#### **Investor Presentation - Q3 FY25**

(CIN: L85110KA1995PLC019126)



### 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 3.6 Bn as of Dec 31, 2024
- Consistent EBITDA margin of ~26%-28% for the past 8 years
- Rated AA- 'Stable' by ICRA and CRISIL
- 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**





#### 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 CORE VALUES

#### **QC-FIRST**

- Quality Customer Centricity
- Fairness Innovation
- Responsible Socially Trust



### **Transforming** City Skylines

280+ BUILDINGS • 90+ MN SQ.FT.

Delivered

24 MILLION SQ.FT.

Ongoing projects

15 MILLION SQ.FT.

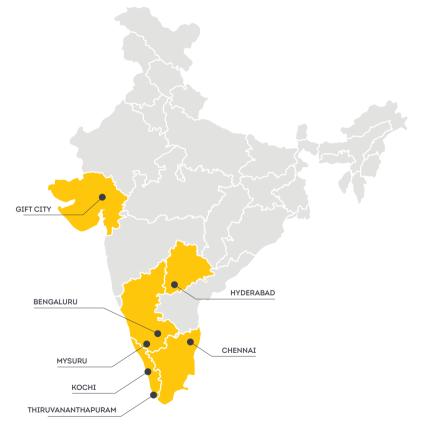
Upcoming launches

License owners for

SIX WORLD TRADE CENTERS IN SOUTH INDIA

AMONG THE TOP 10 LISTED DEVELOPERS

in the country, by market capitalization





### Segment Highlights - Q3 FY25

#### Real Estate - On Sale Basis

- Achieved pre-sales volume of 2.19 Mn sft in Q3 FY25, a growth of 30% over Q2 FY25
- Sales value of INR 24,922 Mn in Q3 FY25, an increase of 37% over Q2 FY25
- Avg. price realization stood at INR 11,364 per sq.ft for Q3 FY25, up by 5% from Q2 FY25

#### Lease Rentals

- Achieved overall leasing of 98% (incl. hard option) across office portfolio while maintaining consistent rental collection of 99%
- Leasing activity witnessed robust growth, up by 14% over previous quarter in India.
- Overall mall consumption grew by 8% over Q3 FY24 driven by festive season, Black Friday sales, early start of EOSS\*
- Achieved highest ever single day footfall across all the malls on 25<sup>th</sup> Dec 2024 i.e on Christmas

#### Collections stood at INR 17,771 Mn during Q3 FY25, a growth of 27% over Q3 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 Updates - Q3 FY25



#### "NetZero" Strategies, Target Setting & Validation By SBTi:

Onboarded a technical partner to set & validate SBTi targets



#### Integration of ESG elements in Enterprise Risk Management:

The process has been initiated



### Implementation of Tech Platform for ESG Monitoring & Measurement:

The platform is live to update the ESG performance metrics



#### Sustainability Benchmark Project:

Brigade Citrine - India's first Net Zero - Carbon residential project has been launched



#### Awards: Brigade has received four sustainability awards in this quarter,

- 1. Sustainability Impact Award 2024 & Sustainable Initiative of the Year 2024 Achieve Net Zero at the 4th Edition Sustainability Summit & Awards 2024 by UBS FORUMS.
- IGBC Green Champion Award at IGBCs' flagship event, the 22<sup>nd</sup> Green Building Congress.
- Corporate Excellence in Sustainable Business Practices Award from RIM's Sustainability Summit-2024.

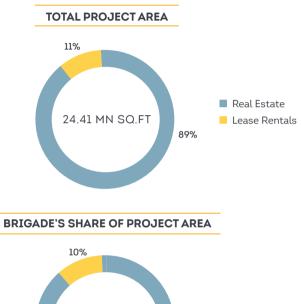


### **Summary: Ongoing Projects**

Area in Mn sf

	I		Area in Mn sft
Projects	Project Area	Co Share	LO/JV Share
Real Estate projects for sale	13.15	9.56	3.59
Brigade Orchards*	1.18	0.81	0.37
Brigade Cornerstone Utopia*	1.51	1.00	0.51
Brigade Residences at WTC Chennai*	0.35	0.18	0.17
Brigade Insignia*	0.89	0.89	-
Brigade El Dorado*	4.11	4.11	-
Brigade Twin Towers - Tower B*	0.55	0.55	-
Total Real Estate (A)	21.74	17.10	4.64
Brigade Twin Towers - Tower A & C*	0.66	0.66	-
Brigade Square, Thiruvananthapuram	0.19	0.19	-
Arcadia at Brigade Cornerstone Utopia*	0.12	0.08	0.04
Brigade Padmini Tech Valley – Tower B	0.73	0.37	0.36
Brigade Tech Boulevard	0.84	0.51	0.33
Brigade Vantage, Mysore	0.13	0.07	0.06
Total Leasing (B)	2.67	1.88	0.79
Total (A+B)	24.41	18.98	5.43









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### Highlights: Real Estate - Q3 FY25

- Acheived pre-sales volume of 2.19 Mn sft in Q3 FY25, a growth of 29% over Q3 FY24
- Sales value of INR 24,922 Mn in Q3 FY25, an increase of 63% over Q3 FY24
- Avg. price realization stood at INR 11,364 per sq.ft for Q3 FY25, up by 27% from Q3 FY24
- Ongoing projects of 22 Mn sft; residential projects launched with saleable area of 1.89 Mn sft during Q3 FY25

# Upcoming Projects planned to be launched ~11.87 Mn sft in next 4 Quarters

- 9 Residential projects in Bangalore
- 4 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	9M FY25	9M FY24	9M FY25 on 9M FY24	Q3 FY25	Q2 FY25	Q3 FY24	Q3 FY25 on Q2 FY25	Q3 FY25 on Q3 FY24		
Net Area Sales ('000 sft)										
Residential	4,806	4,748	1%	2,127	1,556	1,646	37%	29%		
Commercial	213	77	177%	66	125	49	(47%)	35%		
Total	5,019	4,825	4%	2,193	1,681	1,695	30%	29%		
			Ne	t Sale Value (IN	R Mn)					
Residential	52,098	36,970	41%	24,350	17,115	14,720	42%	65%		
Commercial	1,890	725	161%	572	1,093	524	(48%)	9%		
Total	53,988	37,695	43%	24,922	18,208	15,244	37%	63%		
Realization (INR/sft)	10,757	7,812	38%	11,364	10,832	8,944	5%	27%		



### Consolidated Synopsis of Real Estate Projects - Dec-24

Particulars	Ongoing BEL Projects	Ongoing SPV Projects*	Sto	ck	Total
			Mn sft		
			BEL	SPV*	
Total super built-up area of launched projects on sale basis	20.21	1.53	0.34	0.28	22.36
Less: Landowner share	4.10	-	-	-	4.10
Company share of saleable area	16.11	1.53	0.34	0.28	18.26
Sold till date	12.34	1.41	-	-	13.75
To be sold	3.77	0.12	0.34	0.28	4.51
			INR Mn		
Estimated receipts	1,55,132	12,727	11,672	3,658	1,83,189
From sold units	1,02,488	11,295	8,451	1,272	1,23,506
From unsold units	52,644	1,432	3,221	2,386	59,683
Collection to date on sold units	43,638	7,064	7,522	598	58,822
Remaining to be collected from sold units	58,850	4,231	929	674	64,684
Remaining to be collected from the sold and unsold units [A]	1,11,494	5,663	4,150	3,060	1,24,367
Estimated Total Cost	93,819	8,864	1,993	1,432	1,06,108
Cost incurred till date	39,951	5,631	1,993	1,432	49,007
Remaining cost to be incurred [B]	53,868	3,233	-	-	57,101
Gross Operating Cash Flows [A] - [B]	57,626	2,430	4,150	3,060	66,266
Present Borrowings [C]	1,536	-	-	-	1,536
Net Operating Cash Flows Projected [A] - [B] - [C]	56.090	2.430	4.150	3.060	65.730

<sup>\*</sup>Brigade Orchards, WTC Residences at Chennai



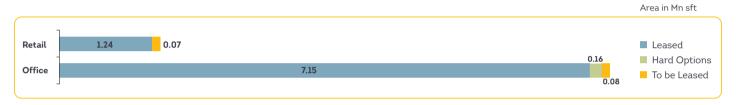
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### Our Leasing Portfolio: Operating Assets - Dec-24



Particulars	Leasable Area	Leased	Hard Option	To be Leased
Brigade Tech Gardens*	3.00	2.81	0.16	0.03
WTC Chennai*	2.01	2.01	-	-
WTC Bengaluru	0.62	0.62	-	-
Brigade Opus	0.30	0.30	-	-
Brigade Bhuwalka Icon	0.19	0.19	-	-
WTC Kochi*	0.77	0.77	-	-
Brigade Int'l Financial Center, GIFT City*	0.27	0.27	-	-
Brigade Southfield	0.16	0.16	-	-
Orion Gateway Mall	0.83	0.81	-	0.02
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	0.07	0.02	-	0.05
Total	8.70	8.39	0.16	0.15

<sup>\*</sup>SEZ Projects



## Capex Commitment - Dec-24

(INR Mn)

Project	Estimated Cost	Incurred	Balance*
Brigade Twin Towers - Tower A & B	3,597	2,981	616
Brigade Square, Thiruvananthapuram	756	355	401
Brigade Tech Boulevard, Chennai	4,018	820	3,198
Brigade Padmini Tech Valley-Block B	2,942	612	2,330
Brigade Vantage, Mysore	577	137	440
Arcadia at Brigade Cornerstone Utopia	630	474	156
Total	12,520	5,379	7,141

\*As of Dec 31, 2024









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## Consolidated Financial: Snapshot

(INR Mn)

Particulars	Q3 FY25	Q2 FY25	Q3 FY24	Q3FY25 on Q2 FY25	Q3 FY25 on Q3 FY24	9M FY25	9M FY24	9M FY25 on 9M FY24
Revenue	15,297	11,381	12,082	34%	27%	37,813	33,015	15%
EBITDA	4,794	3,580	2,964	34%	62%	11,657	8,688	34%
Finance cost	1,143	1,227	1,350	(7%)	(15%)	3,889	3,530	10%
Profit before depreciation	3,651	2,353	1,616	55%	126%	7,768	5,158	51%
Depreciation	763	689	821	11%	(7%)	2,132	2,259	(6%)
PBT	2,888	1,664	795	74%	263%	5,636	2,899	94%
Tax charge/(Credit)	533	513	237	4%	125%	1,325	997	33%
PAT	2,355	1,151	558	105%	322%	4,311	1,902	127%
PAT after MI	2,362	1,190	735	98%	221%	4,389	2,455	79%
EBITDA/Revenue	31%	31%	25%			31%	26%	
PBT/Revenue	19%	15%	7%			15%	9%	
PAT/Revenue	15%	10%	5%			11%	6%	

\*PAT: Profit After Tax, PBT: Profit Before Tax, EBITDA: Earnings Before Interest Tax Depreciation Amortization,

MI: Minority Interest, () indicates negative figure



## **Business Segment performance - 9M FY25**

(INR Mn)

Particulars	Real Estate	Lease Rental
Revenue	25,625	8,341
Direct Expenses	17,209	339
Admin Expenses	1,024	1,425
Selling cost	1,168	273
Employee cost	1,639	530
EBITDA	4,585	5,774
EBITDA/Revenue %	18%	69%
Finance costs	410	3,051
PBDT	4,175	2,723
Depreciation	75	1,640
PBT	4,100	1,083
PBT/Revenue %	16%	13%

PBDT: Profit Before Depreciation & Tax, PBT: Profit Before Tax, EBITDA: Earnings before Interest Tax Depreciation Amortization,
() indicates negative figure. Due to publicity restrictions as indicated in slide 5, the information relating to hospitality segment is currently excluded from this presentation



### Consolidated Cash Flow

Particulars (All amounts in INR Mn)	Q3 FY25	Q2 FY25	Q3 FY24	9M FY25	9M FY24
Operating Activities					
Total Collections	17,771	19,365	13,944	53,206	40,776
Direct Cost/ Construction Cost	(6,602)	(5,823)	(6,038)	(18,601)	(17,114)
Landowner Payments	(2,306)	(2,660)	(2,181)	(7,262)	(5,280)
Employee and Admin Expenses	(1,619)	(1,855)	(1,180)	(4,503)	(3,412)
Sales and Marketing Expenses	(623)	(549)	(371)	(1,610)	(926)
Statutory Payments	(2,092)	(1,797)	(1,432)	(5,639)	(4,049)
Other Payments	(23)	(26)	(79)	(85)	(143)
Net Cash Flow from Operating Activities (A)	4,506	6,655	2,663	15,506	9,852
Investment Activities					
Cash from Investment Activities (FD & MF)	20,323	12,706	4,105	41,728	14,369
Construction Cost (CWIP/Capex Projects)	(1,903)	(1,192)	(421)	(3,922)	(1,370)
Investment in Land/JD/JV/TDR	(7,710)	(933)	(3,479)	(10,674)	(10,882)
Investment in Subsidiary/ associate companies	-	-	(276)	-	(276)
Other Investments (FD & Mutual Fund)	(15,405)	(28,884)	(5,558)	(53,115)	(13,963)
Net Cash Flow from Investment Activities (B)	(4,695)	(18,303)	(5,629)	(25,983)	(12,122)
Financing Activities					
Debt Drawdown	723	1,167	9,255	2,921	17,161
Debt Repayment	(1,916)	(1,835)	(6,618)	(4,510)	(12,178)
Investment by PE/JV	3,265	-	-	3,265	1
Payments to PE	(150)	(400)	_	(1,856)	(1,450)
Proceeds from ESOP/QIP	25	15,012	14	15,046	34
Dividend Payment	-	(462)	-	(463)	(461)
Finance costs	(994)	(1,129)	(952)	(3,125)	(2,639)
Net Cash Flow from Financing Activities (C)	953	12,353	1,699	11,275	468
Net Cash Flows for the Period (A+B+C)	764	705	(1,267)	798	(1,802)



### Capital Allocation: Segment-wise - as of 31st Dec-24

(INR Mn)

Segment	Equity (A)	Debt (B)	Capital Employed (A+B)	D/E Ratio (A/B)	PBD*/ Equity %	Operating Capital Employed (OCE)	EBITDA/ OCE %
Real Estate	35,394	1,536	36,930	0.04	19%	36,930	20%
Leasing	22,971	38,899	61,870	1.69	15%	39,223	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 Mn)

Particulars	Dec-24	Sept-24	Dec-23
Gross Debt	45,312	46,404	43,371
Less: Cash & Cash Equivalents	34,041	37,837	15,622
Net Debt	11,271	8,567	27,750
Less: SPV Partner's share of net debt	7,601	7,792	6,335
Exposure of BEL	3,670	775	21,115
Cost of Debt (Consolidated)	8.76%	8.75%	8.73%
Net Debt Equity Ratio	0.18	0.15	0.69

Gross debt figure for Dec-24 includes INR 20,199 Mn debt taken in SPVs wherein BEL's share is INR 10,296 Mn



### Standalone Financial: Snapshot

(INR Mn)

Particulars	Q3 FY25	Q2 FY25	Q3 FY24	Q2 FY25 on Q3 FY25	Q2 FY25 on Q2 FY24	9M FY25	9M FY24	9M FY25 on 9M FY24
Turnover	6,069	5,158	4,508	18%	35%	17,002	13,059	30%
EBITDA	1,709	1,665	1,244	3%	37%	4,915	3,745	31%
Finance cost	277	339	384	(18%)	(28%)	1,092	1,026	6%
Profit before depreciation	1,432	1,326	860	8%	67%	3,823	2,719	41%
Depreciation	210	197	218	7%	(4%)	593	581	2%
PBT	1,222	1,129	642	8%	90%	3,230	2,138	51%
Tax charge/(Credit)	311	224	169	39%	84%	758	559	36%
PAT	911	905	473	1%	93%	2,472	1,579	57%
EBITDA/Revenue	28%	32%	28%			29%	29%	
PBT/Revenue	20%	22%	14%			19%	16%	
PAT/Revenue	15%	18%	10%			15%	12%	

<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

Total Land Area	Cost of Land	Amount Paid	Balance Payable
(Acres)	(INR Mn)	(INR Mn)	(INR Mn)
496	35,517	27,497	



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

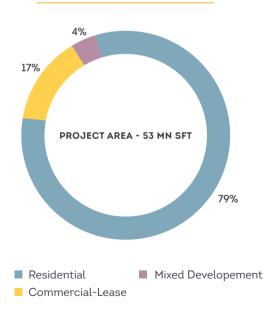
Product	Land Area (in acres)	Project Area (Mn sft)	BEL Share (Mn sft)
Residential	375	42	30
Commercial-Lease	55	9	7
Mixed Development	66	2	2
Total	496	53	39

Location	Land Area (in acres)	Project Area (Mn sft)	BEL Share (Mn sft)
Bengaluru	342	30	22
Chennai	110	18	12
Hyderabad	10	3	3
Others*	34	2	2
Total	496	53	39

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

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

#### PROJECT AREA: PRODUCT MIX





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# Projects Launched - 9M 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	Chemiai	Commercial	0.84	0.51	
Brigade Valencia - Brillio		Residential	1.19	0.85	
Brigade El Dorado - Beryl	Bengaluru	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	Mysore	Commercial	0.13	0.07	
Total			7.51	6.32	9M FY25



## **Upcoming Projects**

Segment	Total Area (Mn sft)	Brigade Economic Interest (Mn sft)
Residential	11.87	9.07
Commercial	3.07	2.23
Total	14.94	11.30



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 - Q3 FY25



Pavitra Shankar and Nirupa Shankar were recognised by Business Today as the Most Powerful Women in Business 2024.



Pavitra Shankar, Managing Director, Brigade Group, was conferred with the Pride of India by Construction Week India Awards 2024.



M R Jaishankar, Executive Chairman, Brigade Group was felicitated as the 'Visionary Entrepreneur and Philanthropist of the Year' Additionally, Nirupa Shankar (Jt. MD) and Pavitra Shankar (MD) of Brigade Group were honored with the 'Women Icon of the Year-South' Award at the 16th Realty+ Conclave & Excellence Awards 2024



Executive Chairman, MR Jaishankar, Brigade Group, was inducted into the Hall of Fame and conferred with the Pride of India by The Global Editorial Board of ITP Media Group at the Commercial Design Awards 2024.



#### Awards and Accolades - Q3 FY25





Brigade Group has been recognized by the **Society of Energy Engineers** & Manager (SEEM) during the SEEM Awards 2023 for

- Brigade Tech Gardens Platinum SEEM National Sustainability Award 2023
- Brigade Tech Gardens Platinum SEEM National Energy Management Award 2023
- World Trade Center, Kochi Silver SEEM National Energy Management Award 2023

**Brigade Tech Gardens** is the only recipient of the Platinum award in the mentioned categories.



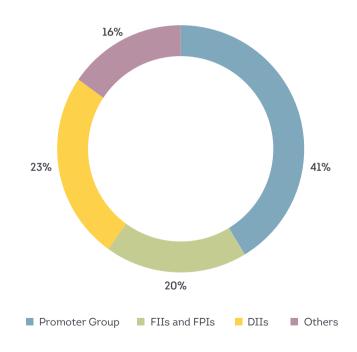
Brigade Cornerstone Utopia won 'Residential Project of the Year' at the GRI Awards India 2024.



Brigade Twin Towers was conferred with the 'Outstanding Concrete Structure' by the Indian Concrete Institute Karnataka in the 'Building Category Award' 2024.



# Shareholding Pattern - 31<sup>th</sup> Dec 2024





#### **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

 B.Tech and Masters in Building Engineering and Management



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 Independent Director

- B. Sc. in Mechanical Engineering
   PGDM from IIM Calcutta
- 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



# **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.

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