



BRIGADE ENTERPRISES LIMITED

Investor Presentation FY20

(CIN: L85110KA1995PLC019126)



COVID – 19 IMPACT AND OUTLOOK



IMPACT & RESPONSE

- Negative impact on consumer sentiments, stakeholder sentiments and spending appetite due to nation-wide lockdown in the short term due to economic uncertainties.
- Lockdown period had impact on Hospitality business and Retail Malls in terms of revenues and profits.
- Brigade has resumed activities immediately after the lockdown was lifted across all its business segments with adequate social distancing norms.

COMPANY OUTLOOK AND OPERATIONS

- Brigade has positive outlook in all its business segments. The negative impact on hospitality and retail business due to the COVID-19 Pandemic is only for the short time horizon.
- Aligning Hospitality & Retail businesses to the new normal caused by the pandemic.
- Substantial reduction of overheads in all the segments under its operation.
- In this dynamic situation, it is difficult to ascertain the material impact on business segments for the financial year 2020-21.

SECTOR LIQUIDITY IMPACT

- As Banks and NBFCs are getting more risks averse, liquidity situation of the sector is more likely to worsen.
- Brigade has strong balance sheet and is in good position to manage all its operations and continues to maintain liquidity to meet its business obligations.

COVID 19 relief efforts and initiatives

- Around 9,500-10,000 migrant workers supported with ' Dry Ration' and money was remitted to their Jan Dhan Bank Accounts/given in hand.
- Provided 3,65,000 meals during the lockdown period to migrant workers and economically weaker section of the society.
- Workers engagement programmes viz. exercises, aerobics , yoga etc.
- Workers counselling .
- Over 7 truck loads of rice distributed in Chennai.
- Dry ration to more than 3,500 families in Bangalore.
- Bread loaves of over 11,500 provided in slums.
- Employees of Brigade Group have made financial contribution voluntarily.



The World of Brigade



Who we are

- Leading property developer in South Indian real estate market with over three decades of experience
- Reputation of developing Grade A properties
- Business Portfolios of Residential, Hospitality and Lease Rentals
- Consistent EBITDA margin of ~26%-28% for the past 5 years
- Consistently ranked amongst the 100 Best Places to Work in India for 9 consecutive years

What we stand for

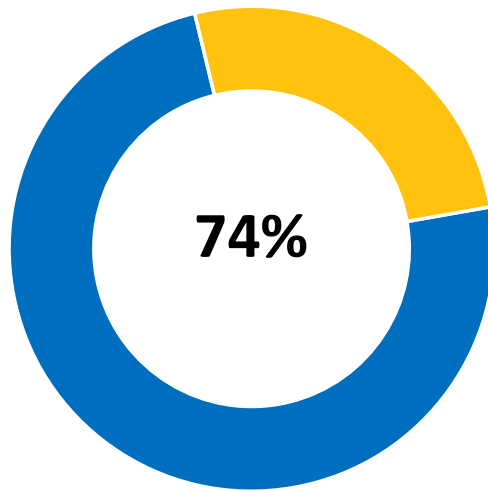
- **Shared Vision:**
To be a World Class Organization in our Products, Processes, People & Performance
- **Shared Mission:**
To be the Preferred Developer of Residential, Commercial & Hospitality Spaces in the market in which we operate
- **Core Values:**
QC-First – **Q**uality, **C**ustomer Centricity, **F**air, **I**nnovative, **R**esponsible
Socially, **T**rustworthy

Our presence



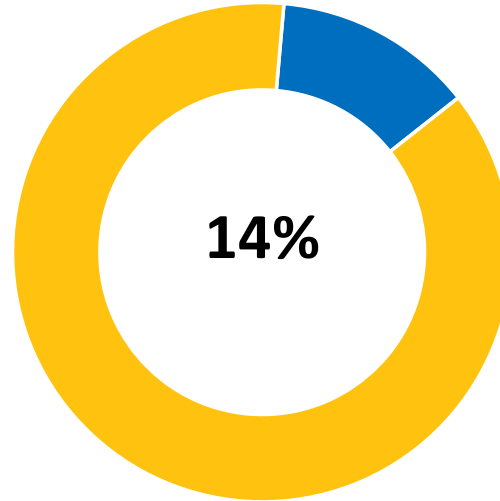
Our Business Segments

Real Estate – On Sale Basis



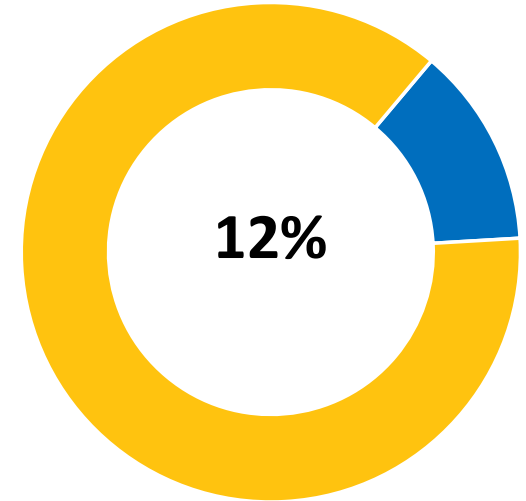
- Sales volume for FY20 is **4.3 Mn sft** (44% increase as compared to FY19) and sales value at **INR 23,768 Mn**
- Highest ever sales since inception of the Company
- Strong pipeline of ongoing projects of 15.62 Mn sft and upcoming 2.65 Mn sft to be launched in FY 21

Lease Rentals



- Leased **2.45 Mn sft** of new office and retail area in FY20 which is estimated to yield rental of **INR 2,370 Mn**
- Strong and fast-growing segment for the company with estimated exit rental of INR 7,365 Mn

Hospitality



- Average Occupancy rate increased to 67% in FY20 from 64% in FY19 and GOP achieved at **INR 856 Mn** in FY20 (Excluding newly launched Four Points Sheraton, Kochi and Grand Mercure, GIFT City)
- Grand Mercure - GIFT City started operations in Q4 FY20 with 151 keys. Holiday Inn Express & Suites, Bengaluru OMR is expected to be operational in Q2 FY21 having 134 Keys

Total collections in FY20 has increased by INR 2,969 Mn (13%) as compared to FY19.

Summary: Ongoing Projects

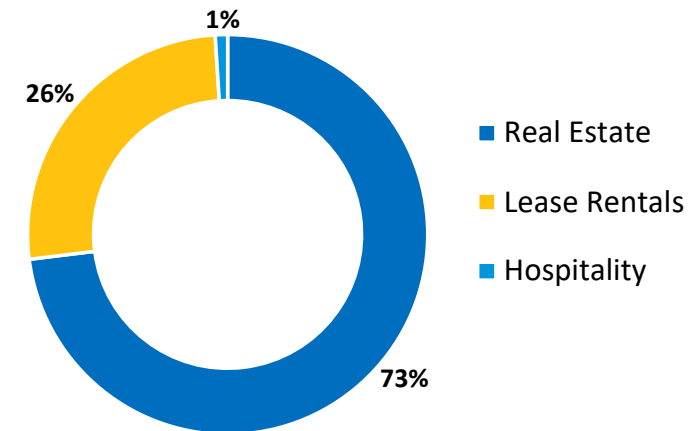
Area in Mn sft

Projects	Project Area	Co Share	LO/JV share
Real Estate projects for sale	8.15	6.13	2.02
Brigade Orchards *	1.82	0.91	0.91
Brigade Cornerstone Utopia*	4.00	2.66	1.34
Brigade Residences @ WTC Chennai*	0.57	0.29	0.28
Brigade El Dorado*	1.08	1.08	-
Total Real Estate (A)	15.62	11.07	4.55
Brigade Southfield	0.35	0.21	0.14
Brigade Tech Gardens* (Note1)	3.20	1.63	1.57
WTC, Chennai*	2.00	1.02	0.98
Total Leasing (B)	5.55	2.86	2.69
Holiday Inn Express & Suites, Bengaluru OMR	0.09	0.09	-
Ibis Style, Mysore*	0.11	0.11	-
Total Hospitality (C)	0.20	0.20	-
Total (A+B+C)	21.37	14.13	7.24

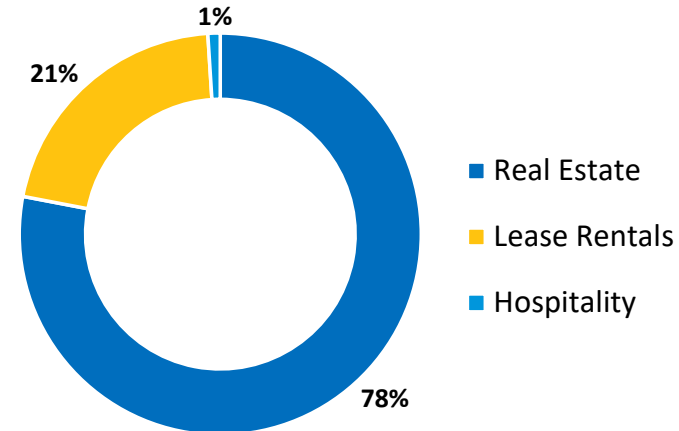
* Projects in SPV

Note1: 1.2 Mn sft has been completed and operational in Brigade Tech Gardens

Total Project Area



Brigade's share of the Project Area



Contents

1	Strong momentum in residential launches
2	Strong Leasing Pipeline
3	Well positioned in the Hospitality Segment to capitalize opportunities
4	Financial Performance
5	Land Bank
6	Projects Launched and Upcoming Launches

Highlights: Real Estate

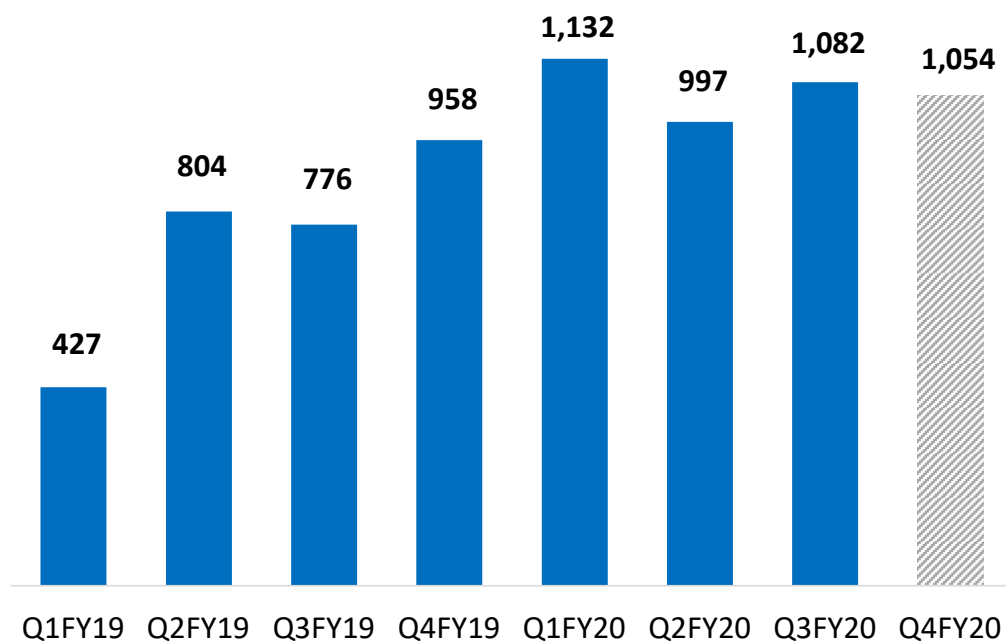
- Achieved pre sales 4.3 msft in FY20 vs 2.97 msft in FY19 (44% increase)
- Also achieved pre sales ~1.1 msft in Q4 FY20 vs ~0.96 msft in Q4 FY19 (10% increase)
- Average Selling price at INR 6,176 per sft in Q4 FY 20
- Projects of 5.28 mn sft launched in FY 20
 - Brigade Cornerstone Utopia – Tranquil Block
 - Brigade Residences @ WTC Chennai
 - Brigade Xanadu Cluster 2, Bonito G,H,J & K Block
 - WTC Annexe
- Strong pipeline of 2.65 msft with key projects like
 - **Bangalore**
 - Brigade Orchards – Goldspire Block
 - Brigade Eldorado – J & F Block
 - Brigade Northridge Phase 2
 - **Chennai**
 - Brigade Xanadu Cluster 2 – E,F & L Block
 - Brigade Xanadu Cluster 4 (Wing 1)
 - **Hyderabad**
 - Brigade Citadel Phase I



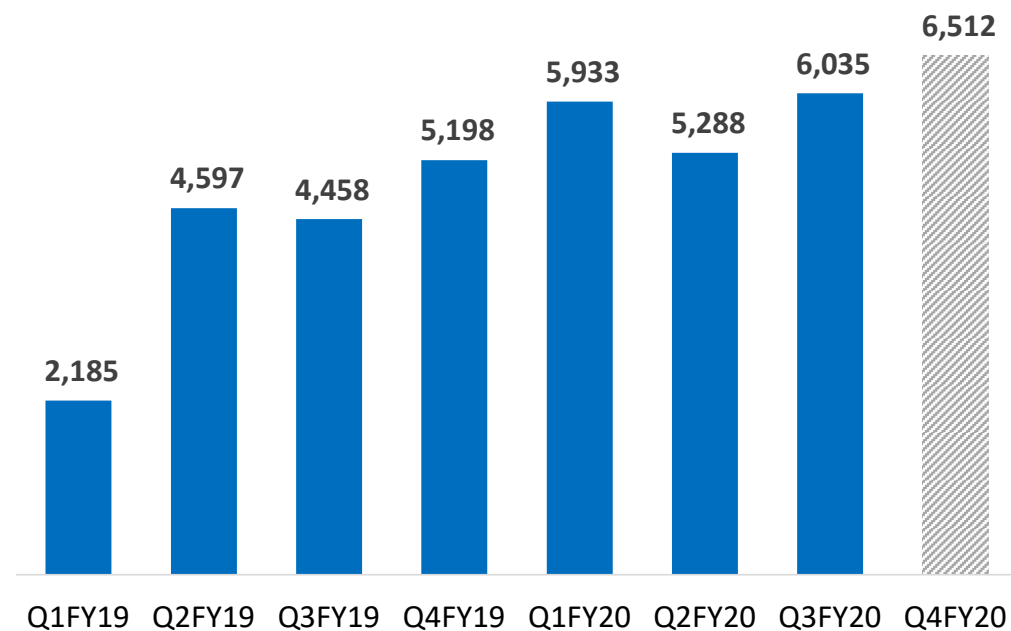
Artist's impression of Club House @ Brigade Xanadu

Sales Performance – Real Estate

QoQ Sales Area ('000 sft)



QoQ Sales Value (INR Mn)



Group Sales Snapshot



Particulars	Twelve Months			Quarterly				
	FY 20	FY19	FY 20 on FY 19	Q4 FY 20	Q3 FY 20	Q4 FY 19	Q4 FY 20 on Q3 FY 20	Q4 FY 20 on Q4 FY 19
Area Sales ('000 sft)								
Residential	3,976	2,673	49%	944	979	863	(4%)	9%
Commercial	289	292	(1%)	110	103	95	7%	16%
Total	4,265	2,965	44%	1,054	1,082	958	(3%)	10%
Sale Value (INR Mn)								
Residential	21,348	14,291	49%	5,634	5,157	4,637	9%	21%
Commercial	2,420	2,149	13%	878	878	561	-	57%
Total	23,768	16,440	45%	6,512	6,035	5,198	8%	25%
Realization (INR/sft)	5,572	5,545	0.5%	6,176	5,580	5,426	11%	14%

During FY20 area sold 4.3 Mn Sft and sale value of INR 23,768 Mn

Y-o-Y growth of 44% in area sold and 45% in total sales value for FY20

Realization has increased due to change in product mix in Q4 FY 20

Consolidated synopsis of Real Estate Projects

Particulars	Ongoing BEL Projects	Ongoing SPV Projects	Stock Sales		Total
	In Mn. Sft				
			JV	JD	
Total super built-up area of projects on sale basis	13.23	2.39	0.21	0.94	16.77
Less: LO Share	3.36	-	-	-	3.36
Co share of saleable area	9.87	2.39	0.21	0.94	13.41
Sold till date	4.76	0.85	-	-	5.61
To be sold	5.11	1.54	0.21	0.94	7.80
	INR Mn				
Estimated Receipts	54,609	15,832	944	4,866	76,251
From Sold units	25,411	4,950	-	-	30,361
From unsold units	29,198	10,882	944	4,866	45,890
Collection till date on sold units	11,314	3,050	-	-	14,364
Balance to be collected for the projects (From Sold Units)	14,097	1,900	-	-	15,997
Balance to be collected for the projects (sold and unsold units) – A	43,295	12,782	944	4,866	61,887
Estimated Total cost to be spent	43,122	12,235	601	3,281	59,239
Cost incurred till date	15,822	7,943	601	3,281	27,647
Balance Cost to be incurred to finish the project- B	27,300	4,292	-	-	31,592
Gross Operating Cash Flows (A-B)	15,995	8,490	944	4,866	30,295
Present Borrowings – C	3,848	1,971	623	477	6,919
Net Operating Cash Flows projected (A-B-C)	12,147	6,519	321	4,389	23,376

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Our Leasing Portfolio: Operating Assets

Area in Mn sft



Particulars	Leasable Area	Leased	To be Leased
Brigade Tech Gardens Phase 1	1.24	0.79	0.45*
WTC @ Kochi	0.77	0.55	0.22
WTC @ Bangalore	0.62	0.62	-
Brigade Opus	0.30	0.20	0.10
Brigade Financial Centre @ Gift City	0.29	0.03	0.26
Brigade Bhuwalka Icon	0.19	0.19	-
Orion Mall @ Brigade Gateway	0.83	0.83	-
Orion Uptown Mall (Earlier Orion OMR)	0.27	0.19	0.08
Orion Avenue Mall (Earlier Orion East) (BEL Share only)	0.15	0.14	0.01
Brigade Vantage @ Chennai	0.06	0.06	-
Others	0.06	0.03	0.03
Total	4.78	3.63	1.15

* Includes 0.3 Mn sft hard option

Exit Rentals by FY 21: Project-wise

Particulars	Segment	Leasable Area (In Mn sft)	Rent per annum (INR Mn)	BEL Economic Interest (INR Mn)
A. Operational Projects				
WTC @ Kochi	Commercial	0.77	370	370
WTC @ Bangalore	Commercial	0.62	800	800
Brigade Opus	Commercial	0.30	290	290
Brigade Financial Centre @ Gift City	Commercial	0.29	130	130
Brigade Bhuwalka Icon	Commercial	0.19	95	95
Orion Mall @ Brigade Gateway	Retail	0.83	1,125	1,125
Orion Uptown Mall (Earlier Orion OMR)	Retail	0.27	150	150
Orion Avenue Mall (Earlier Orion East)	Retail	0.15	70	70
Brigade Vantage @ Chennai	Retail	0.06	40	40
Others	Commercial	0.06	35	35
Total – A		3.54	3,105	3,105
B. Under Construction				
Brigade Tech Gardens	Commercial	3.00	2,235	1,140
WTC Chennai	Commercial	2.00	1,920	980
Brigade Southfield	Commercial	0.15	105	105
Total – B		5.15	4,260	2,225
Total – A + B		8.69	7,365	5,330

Projects to be launched – 2.6 Mn sft with rental potential of 2,150 Mn of which BEL share will be 2,050 Mn

Capex Commitment: Commercial

(INR Mn)

Projects	Est. cost	Incurred	Balance^
B. Commercial Lease			
Brigade Southfield	1,144	658	486
Brigade Tech Gardens*	11,900	9,694	2,206
World Trade Centre, Chennai*	8,000	5,872	2,128
Total Commercial Lease	21,044	16,224	4,820



* Through 51% SPV

^ As of Mar'20

Actual Shot of Brigade Tech Gardens

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Strong growth aided by favourable market dynamics

- Strong portfolio of assets in South India
- Portfolio with 1,345 keys across seven hotels
- EBITDA for Hospitality segment increased to 27% in FY20 vs 26% in FY19.
- Grand Mercure - GIFT City started operations in Q4 FY20 with 151 keys and Holiday Inn Express & Suites, Bengaluru OMR will start operations in Q2 FY21 with 134 Keys



Hospitality Business Performance: FY 20

Particulars	Grand Mercure (BLR)	Sheraton Grand	Holiday Inn Chennai #	Holiday Inn RCR (BLR)	Grand Mercure (Mysore)	Four Points by Sheraton (Kochi)*	Grand Mercure (GIFT City)**	Total
No of Keys								
FY 19	126	230	202	272	146	218	-	1,194
FY 20	126	230	202	272	146	218	151	1,345
Occupancy								
FY 19	69%	80%	72%	45%	56%	24%	-	62%
FY 20	74%	75%	75%	55%	59%	40%	13%	61%
ARR (INR)								
FY 19	7,039	8,237	4,384	4,281	3,584	5,172	-	5,746
FY 20	6,767	8,279	4,337	4,009	3,897	3,512	5,184	5,362
GOP								
FY 19	38%	42%	31%	30%	21%	-4%	-	36%
FY 20	38%	38%	34%	28%	22%	9%	-	32%
GOP (INR Mn)								
FY 19	135	509	121	66	40	-2	-	869
FY 20	133	463	144	71	45	19	-11	864
AGOP								
FY 19	36%	39%	30%	30%	21%	-4%	-	34%
FY 20	36%	36%	33%	28%	22%	9%	-	31%
AGOP (INR Mn)								
FY 19	129	473	116	66	40	-2	-	822
FY 20	127	431	140	71	45	17	-11	820

In SPV, BEL Economic Interest is 50%

* Operational for 3 months in FY 19 ** Operational for 3 months in FY20

Capex Commitment: Hospitality

(INR Mn)

Projects	Estimate cost	Incurred	Balance	Planned Number of Keys	Expected date of Commencement
Holiday Inn Express & Suites, Bengaluru OMR*	650	290	360	134	Q2 FY21
Ibis Style Mysore*	730	192	538	151	Q1 FY22
Total Hospitality	1380	482	898	285	



* Through SPV

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Consolidated Financials: Snapshot



(INR Mn)

Particulars	FY 20	FY 19	FY 20 on FY 19	Q4 FY 20	Q3 FY 20	Q4 FY 19	Q4 FY 20 on Q3 FY 20	Q4 FY 20 on Q4 FY 19
Revenue	26,816	30,273	(11%)	6,443	5,686	7,779	13%	(17%)
EBITDA	7,126	8,442	(16%)	1,435	1,719	2,332	(17%)	(38%)
Interest	3,403	2,785	22%	805	863	763	(7%)	6%
Profit after Interest	3,723	5,657	(34%)	630	857	1,569	(26%)	(60%)
Depreciation	1,920	1,400	37%	563	501	425	12%	32%
Profit before share from Associate & Exceptional item	1,803	4,257	(58%)	67	356	1,144	(81%)	(94%)
Add: Profit from Associate	16	17		-	5	4	(104%)	(105%)
Less: Exceptional items	205	-	-	205			-	-
PBT	1,614	4,274	(62%)	(138)	360	1,148	(138%)	(112%)
Tax	474	1,455	(67%)	(28)	(49)	428	(43%)	(107%)
PAT	1,140	2,819	(60%)	(110)	409	720	(127%)	(115%)
PAT after MI	1,306	2,399	(46%)	27	493	597	(95%)	(95%)
EBITDA/Revenue	27%	28%		22%	30%	30%		
PBT/Revenue	6%	14%		(2%)	6%	15%		
PAT/Revenue	4%	9%		(2%)	7%	9%		

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

Business Segment Performance: FY 20

(INR Mn)

Particulars	Real Estate	Hospitality	Lease Rental	Total	% of Revenue
Revenue	19,741	3,341	3,734	26,816	100%
<i>as % of Total</i>	<i>74%</i>	<i>12%</i>	<i>14%</i>	<i>100%</i>	
Direct Expenses	13,221	534	87	13,842	52%
Admin Expenses	962	982	858	2802	10%
Selling Cost	637	118	130	885	3%
Employee cost	1,001	808	352	2,161	8%
EBITDA	3,920	899	2,307	7,126	27%
<i>EBITDA / Revenue %</i>	<i>20%</i>	<i>27%</i>	<i>62%</i>	<i>27%</i>	
Interest	1,195	534	1,674	3,403	13%
PBDT	2,725	365	633	3,723	14%
Depreciation	77	747	1,096	1,920	7%
PBTE	2,648	(382)	(463)	1,803	7%
<i>PBTE/ Revenue %</i>	<i>13%</i>	<i>(11%)</i>	<i>(12%)</i>	<i>7%</i>	

*PAT: Profit After Tax, PBTE: Profit Before Tax and Expectational Items, EBITDA: Earnings before Interest Tax Depreciation Amortization ,MI : Minority Interest

Consolidated Cash Flows



(INR Mn)

Particulars	Q4 FY20	Q3 FY20	Q2 FY20	Q1 FY20	FY 20	FY19
Operating Activities						
Total Collections	7,184	7,362	5,814	5,025	25,385	22,416
Direct Cost/Construction Cost	(3,037)	(3,698)	(2,858)	(3,191)	(12,784)	(11,520)
LO Payments	(495)	(341)	(274)	(178)	(1,288)	(608)
Employee and Admin Expenses	(653)	(851)	(1,004)	(668)	(3,176)	(2,796)
Sales & Marketing Expenses	(347)	(273)	(251)	(172)	(1,043)	(703)
Statutory Payments	(553)	(520)	(430)	(517)	(2,020)	(2,020)
Other Payments	(11)	(1)	(19)	(21)	(52)	(265)
Net Cash Flow from Operating Activities (A)	2,088	1,678	978	278	5,022	4,504
Investment Activities						
Cash from Investment Activities (FD & MF)	409	376	640	788	2,213	5,017
Construction Cost (CWIP/Capex Projects)	(1,907)	(2,016)	(1,811)	(1,884)	(7,618)	(5,327)
Investment in Land/JD/JV/TDR	(1)	310	(602)	(21)	(314)	(952)
Other Investments (FD & Mutual Fund)	(755)	(209)	(210)	(898)	(2,072)	(3,001)
Net Cash Flow from Investment Activities (B)	(2,254)	(1,539)	(1,983)	(2,015)	(7,791)	(4,263)
Financing Activities						
Debt Drawdown	3,674	2,132	3,159	2,909	11,874	11,165
Investment by PE	150	150	170	600	1,070	10
Proceeds from ESOP/ warrant's	3	2	297	-	302	8
Dividend Payment	(253)	-	(322)	-	(575)	(319)
Debt Repayment	(2,224)	(967)	(743)	(1,735)	(5,669)	(7,267)
Interest Payment	(948)	(936)	(941)	(803)	(3,628)	(3,000)
Net Cash Flow from Financing Activities (C)	402	381	1,620	971	3,374	597
Net Cash Flows for the Period (A+B+C)	236	520	615	(766)	605	838

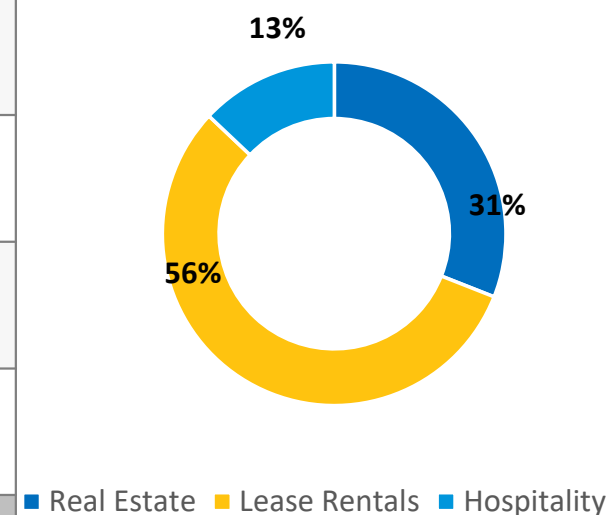
Capital Allocation: Segment-wise

As of March, 2020

(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	14,697	6,919	21,616	0.47	19%	21,617	18%
Hospitality	3,537	5,391	8,928	1.52	10%	8,608	10%
Leasing	11,917	27,246	39,163	2.29	5%	18,592	12%
Less: Cash Balance		4,374					
Total	30,151	35,182	69,707	1.17	5%	48,817	15%

Capital Employed



[^] PBD: Profit Before Depreciation & Tax (After Interest)

Consolidated Debt Profile

Particulars	As on Mar-20	As on Dec-19	As on Mar-19
Real Estate	6,919	6,975	6,849
Hospitality	5,391	5,387	5,202
GOP Securitised	4,172	4,173	3,319
Capex	1,219	1,214	1,883
Leasing	27,246	25,800	21,344
Securitised Lease Rental	12,677	12,417	12,535
Capex	14,569	13,383	8,809
Less: Cash & Cash Equivalents	4,374	3,980	3,844
Net Debt	35,182	34,182	29,551
Less: SPV Partner's share of debt	6,871	6,337	4,848
Exposure of BEL	28,311	27,845	24,703
Cost of Debt (Consolidated)	9.57%	9.62%	9.63%
Credit Rating	CRISIL "A"; ICRA "A"	CRISIL "A"; ICRA "A"	CRISIL "A"; ICRA "A"

Note: The gross debt figure for March 2020 includes INR 13,978 Mn debt taken in SPV's where BEL has INR 7,107 Mn share

Standalone Financial Statements



(INR Mn)

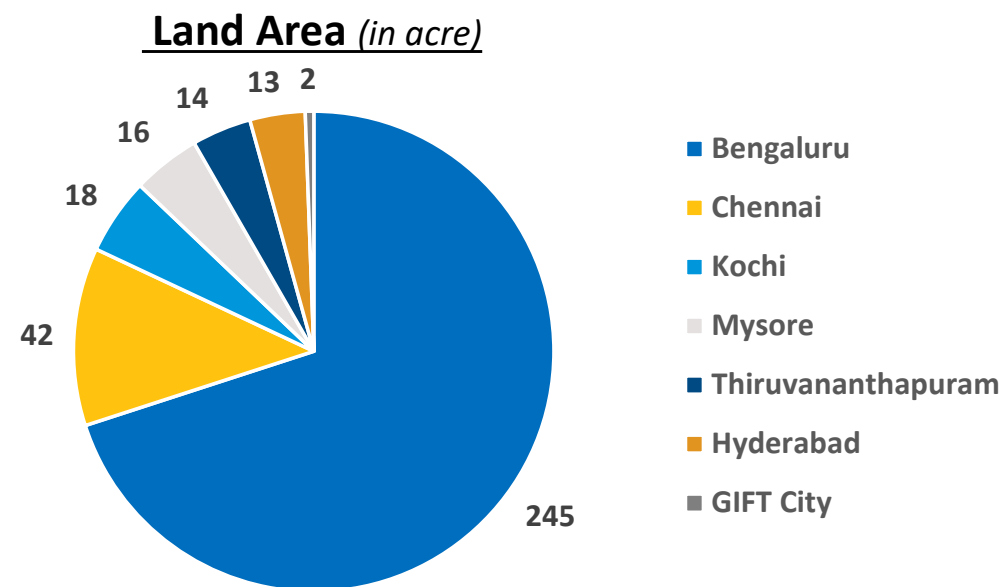
Particulars	FY 20	FY 19	FY 20 on FY 19	Q4 FY 20	Q3 FY 20	Q4 FY 19	Q4 FY 20 on Q3 FY 20	Q4 FY 20 on Q4 FY 19
Turnover	19,935	19,286	3%	4,781	3,830	4,951	25%	-3%
EBITDA	6,349	6,046	5%	1,366	1,431	1,732	-5%	-21%
Interest	2,005	1,778	13%	484	509	490	-5%	-1%
Profit after Int	4,344	4,268	2%	882	922	1,242	-4%	-29%
Depreciation	756	682	11%	177	215	213	-18%	-17%
PBTE	3,588	3,586	0%	705	707	1,029	-	-31%
Exceptional items	(145)	-	-	(145)	-	-	-	-
PBT	3,443	3,586	-4%	560	707	1,029	-21%	-46%
Tax	835	1,244	-33%	154	(101)	376	-252%	-59%
PAT	2,608	2,342	11%	406	808	653	-50%	-38%
EBITDA/Revenue	32%	31%		29%	37%	35%		
PBTE/Revenue	18%	19%		15%	18%	21%		
PAT/Revenue	13%	12%		8%	21%	13%		

* PAT: Profit After Tax, PBT: Profit Before Tax, PBTE: Profit Before Tax & Exceptional Items, EBITDA: Earnings Before Interest Tax Depreciation Amortization

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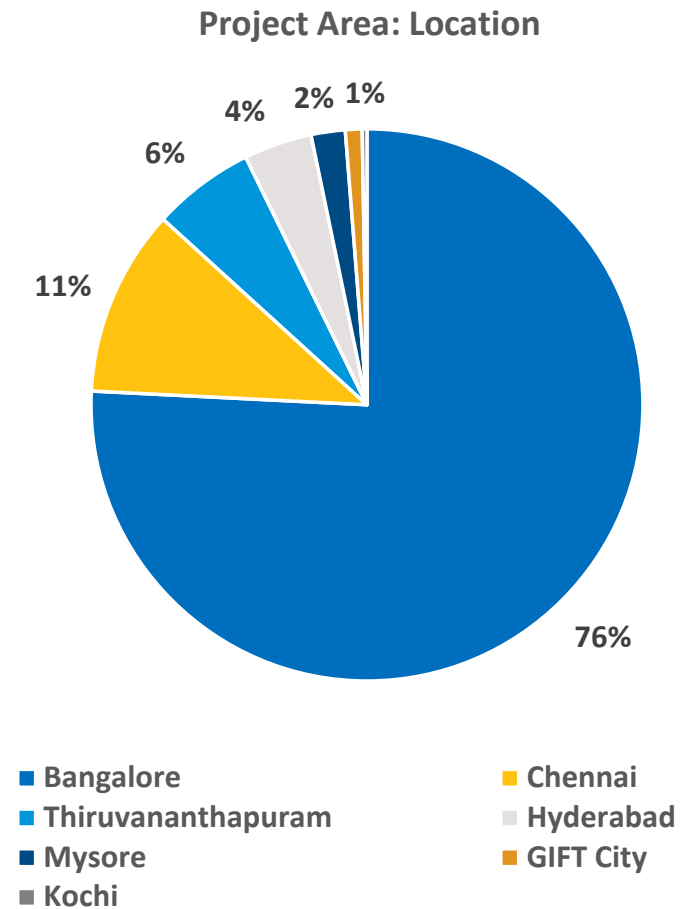
Brigade's Land Bank



Total Area of 350 acres as on 31st March 2020. Total cost of Land is Rs.10,640 Mn out of which Rs.7,883 Mn is paid and balance Rs.2,757 Mn is payable

Developable Area Details

Product	Proj Area SFT in Mn	BEL Share SFT in Mn
Residential	26.3	19.1
Commercial-Sale	1.2	0.7
Commercial-Lease	8.7	8.0
Hotel	0.4	0.4
Total	36.6	28.2
Location	Proj Area SFT in Mn	BEL Share SFT in Mn
Bangalore	27.8	22.0
Chennai	3.9	2.1
Thiruvananthapuram	2.2	2.2
Hyderabad	1.7	1.1
Mysore	0.6	0.4
GIFT City	0.3	0.3
Kochi	0.1	0.1
Total	36.6	28.2



Agenda



- 1 **Strong momentum in residential launches**
- 2 **Strong Leasing Pipeline**
- 3 **Well positioned in the Hospitality Segment to capitalize opportunities**
- 4 **Financial Performance**
- 5 **Land Bank**
- 6 **Projects Launched and Upcoming Launches**

Projects Launched: FY 20

Project	Product	City	Project Area (msft)	Quarter Launched
Brigade Topaz	Residential	Mysore	0.12	Q1
Brigade El Dorado – Gallium Block*	Residential	Bengaluru	0.52	Q1
Brigade Triumph	Commercial-Sale	Bengaluru	0.22	Q1
Brigade Deccan Heights	Commercial-Sale	Bengaluru	0.43	Q1
Brigade Southfield	Commercial-Lease	Bengaluru	0.35	Q1
Brigade Orchards – Kino Block*	Residential	Bengaluru	0.26	Q2
Brigade Cornerstone Utopia – Halcyon Block*	Residential	Bengaluru	0.42	Q3
Brigade El Dorado – Helio Block*	Residential	Bengaluru	0.50	Q3
Brigade Cornerstone Utopia – Tranquil Block*	Residential	Bengaluru	1.22	Q4
Brigade Xanadu Cluster 2 - Bonito G,H,J,K Blocks	Residential	Chennai	0.55	Q4
Brigade Residences @ WTC Chennai*	Residential	Chennai	0.57	Q4
WTC Annexe	Commercial-Sale	Bengaluru	0.12	Q4
Total			5.28	

- Projects in SPV

Upcoming Launches

Segment	Total Area (mn sq ft)	Brigade Economic Interest (msft)
Residential	2.65	2.12
Leasing	1.84	1.66
Total	4.49	3.78



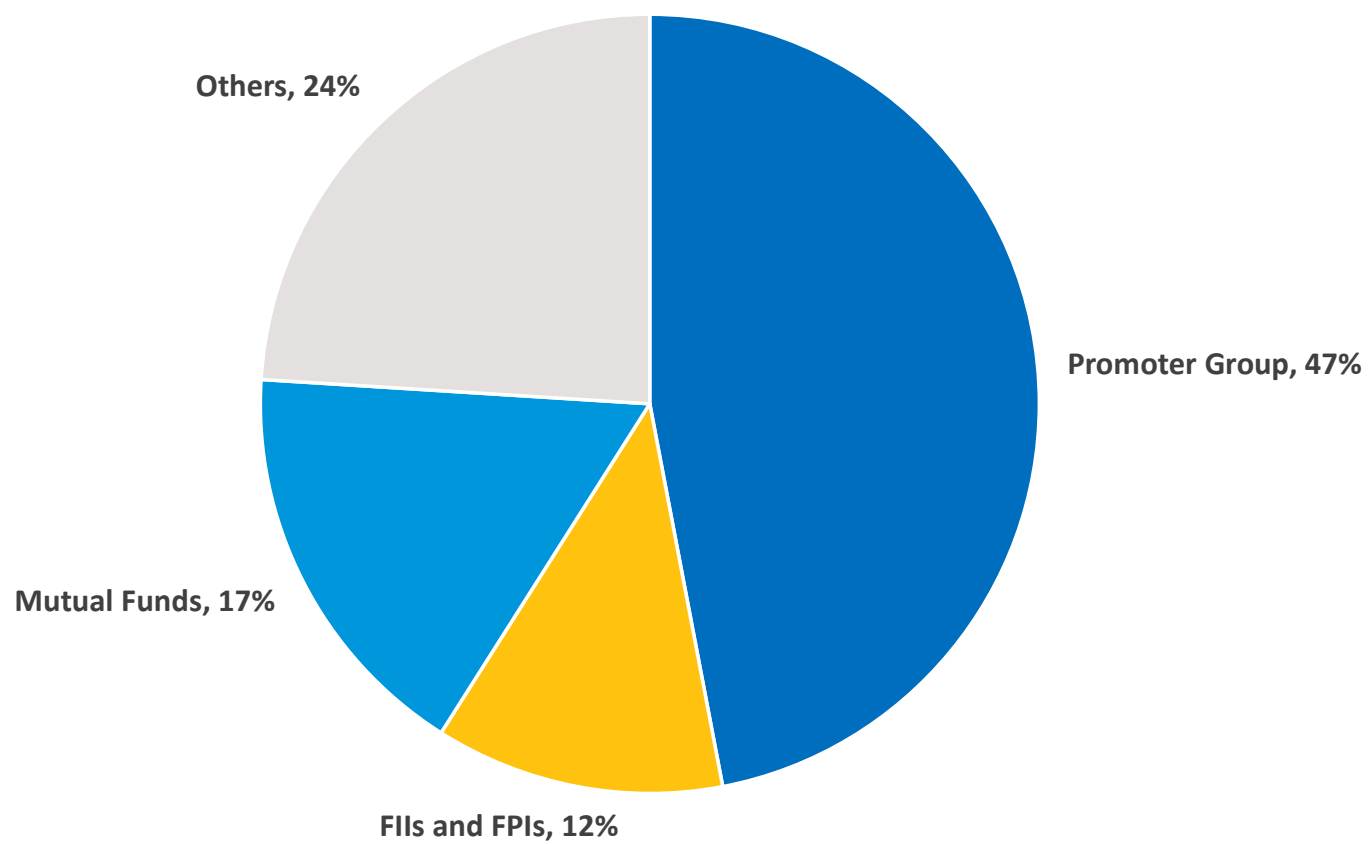
Orion Uptown Mall

Awards and Accolades

- **Ranked one** among India's 75 Best Places to **Work for Women**
- Brigade International Financial Centre, Gujarat-our flagship project in GIFT City, Ahmedabad received the '**Commercial Project of the Year Award**' at the **Realty Plus Awards 2019**
- Brigade Mountain View won the award for '**Best Residential Dwellings above 50 units in Mysuru**' at the **CARE Awards 2019**
- '**India Top Challengers**' Award at the **CWAB Awards, 2019**
- **Integrated Township Project of the Year** Award for Brigade Cornerstone Utopia at **11th Realty Plus Awards, 2019**
- Brigade Opus won the **Best Commercial Complex** Award at the **CARE Awards 2019**
- Brigade Group was awarded the **Best Developer of the Year, South India** at the **Common floor and India property Realty Awards 2020**
- '**Best Developer of the Year**' Award at the **Times Business Awards 2019**
- Recognised as the '**Best Place to work in the real estate category**' for the **9th year in a row** by **Great Place to Work Institute**
- **Lifetime Achievement** Award for **Mr. M.R Jaishankar** at **11th Realty Plus Awards, 2019**
- **Excellence in Delivery** Award for Brigade Panorama at **11th Realty Plus Awards, 2019**
- Brigade Hospitality Services Ltd has for the first time been certified by **Great Place to Work Institute** and ranked **15th** amongst India's Great Mid-size Workplaces.

Shareholding Pattern

As on March 31, 2020



Board of Directors



M. R. Jaishankar

Chairman and Managing Director

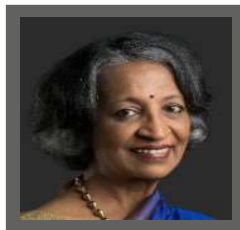
- Masters in Business Administration
- Promoter of the Brigade Group



Aroon Raman

Independent Director

- MBA from Wharton School, University of Pennsylvania
- Author and Entrepreneur



Lakshmi Venkatchalam

Independent Director

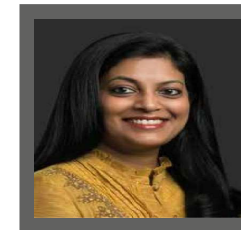
- MBA from Boston University
- Retired IAS



Dr. Venkatesh Panchaganesan

Executive Director

- CA, CWA, IIM K Alumni
- Faculty at IIM B



Pavitra Shankar

Executive Director

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



Nirupa Shankar

Executive Director

- Masters of Mgmt, Hospitality from Cornell University
- Part of Promoter Group



Roshin Mathew

Executive Director

- B Tech and Masters' in Building Engineering and Management



Amar Mysore

Executive Director

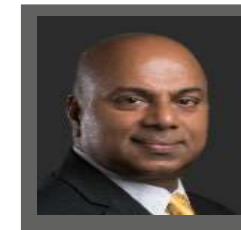
- Masters in Engineering from Pennsylvania State University
- Part of Promoter Group



Pradeep Kumar Panja

Independent Director

- Masters in Science
- Former MD of SBI



Bijou Kurien

Independent Director

- PG Diploma in Business Management
- Rich experience in Real Estate

Ongoing Projects

Brigade Senate Phase 1 & Phase 2



Artist's impression

Brigade Cornerstone Utopia - Serene



Artist's impression

Ongoing Projects

Brigade Seven Gardens



Brigade Plumeria Lifestyle



Projects Launched

Brigade Cornerstone Utopia - Tranquil



Artist's impression

Brigade Residences @ WTC Chennai



Artist's impression

Atul Goyal

Chief Financial Officer

atulgoyal@brigadegroup.com

Om Prakash P

Company Secretary

omprakash@brigadegroup.com

Rajiv Sinha

Dy. General Manager - Finance

rajivsinha@brigadegroup.com



Thank you

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(CIN: L85110KA1995PLC019126)

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.