Brigade Enterprises Limited
Corporate Identity Number (CIN) L85110KA1995PLC019126
Registered Office: Floor 29 - 30, World Trade Center,
Brigade Gateway Campus 26/1, Dr Rajkumar Road,
Malleshwaram - Rajajinagar, Bangalore 560 055. India
T +91 80 4137 9200 F 91-80-2221-0784
E enquiry@brigadegroup.com www. brigadegroup.com

BRIGADE
Building Positive Experiences

Ref: BEL/NSEBSE/IP/03022017

3rd February, 2017

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 - 9M FY 2016-17

We are enclosing herewith the Investor Presentation titled "**Investor Presentation - 9M FY 2016-17**".

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

INDIA'S BEST COMPANIES TO WORK FOR
A STUDY BY
THE ECONOMIC TIMES
GREAT PLACE TO WORK

Brigade Group

Investor Presentation – 9M FY2016-17

December 2016

(CIN: L85110KA1995PLC019126)

BRIGADE

CONSOLIDATED FINANCIAL HIGHLIGHTS

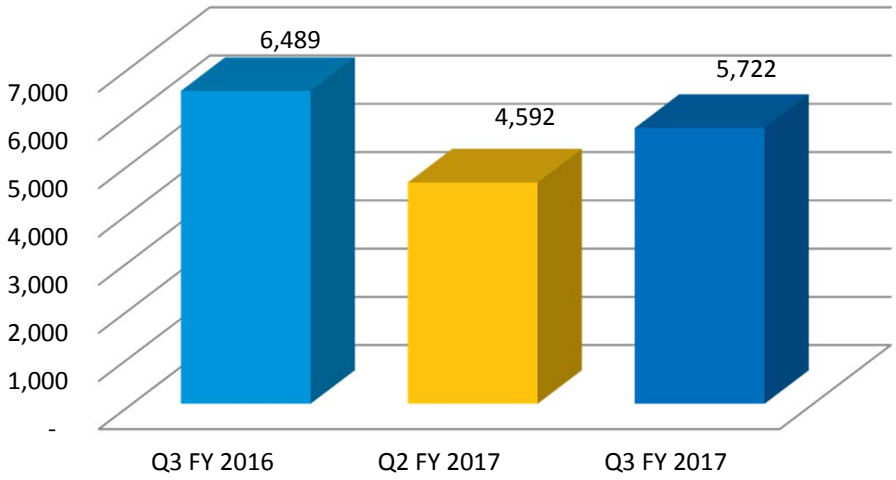
BRIGADE

- **9M YTD FY 2016-17 Revenue was Rs. 14,977 Mn** → 4% decrease over 9M YTD FY 2015-16
- **PBT for 9M YTD FY 2016-17 is Rs. 1,266 Mn** → 28% lower than 9M YTD FY 2015-16
- **PAT for 9M YTD FY 2016-17 is Rs. 839 Mn** → 23% lower than 9M YTD FY 2015-16
- **Unrecognized Revenue** on Ongoing Real Estate projects (including unsold) is **Rs. 53,990 Mn**
- **Quarter Highlights:-**
  - **Q3 FY 2016-17 Revenue is Rs. 5,722 Mn** → 25% increase over Q2 FY 2016-17
  - **PBT for Q3 is Rs. 463 Mn** → 1Mn Increase over Q2 FY 2016-17
  - **PAT for Q3 is Rs. 316 Mn** → 5% increase over Q2 FY 2016-17
- **New project for revenue recognition**
  - Lake Front Crimson: Revenue - 564 mn
  - Mountain View: Revenue - 203 mn
- **New Projects lunched**
  - Orion OMR – 0.35 Mn Developable Area
  - GIFT City Tower 1 – 0.27 Mn Developable Area

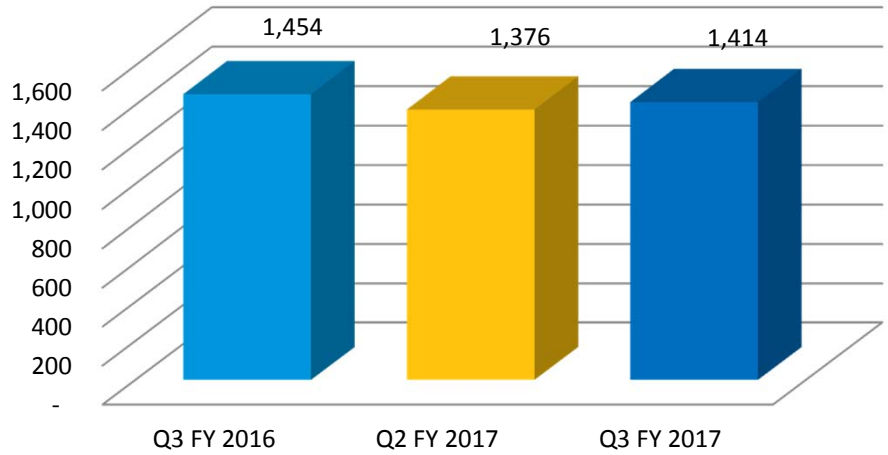
CONSOLIDATED FINANCIALS TREND

BRIGADE

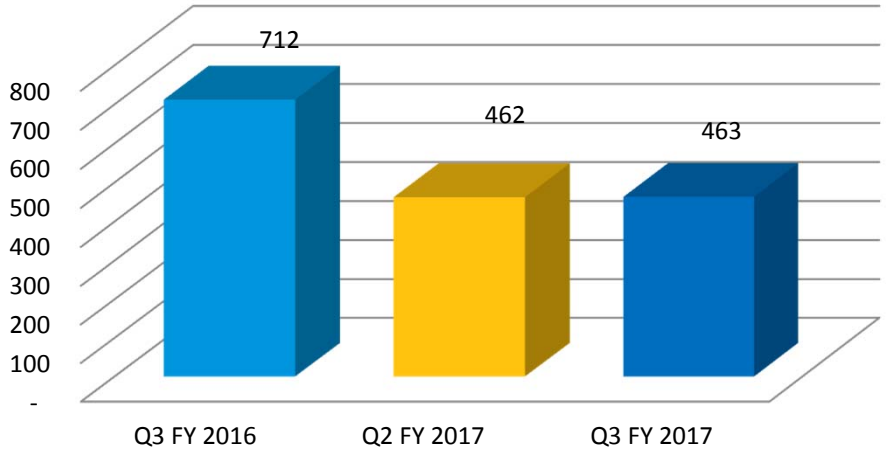
Turnover (Rs. Mn)



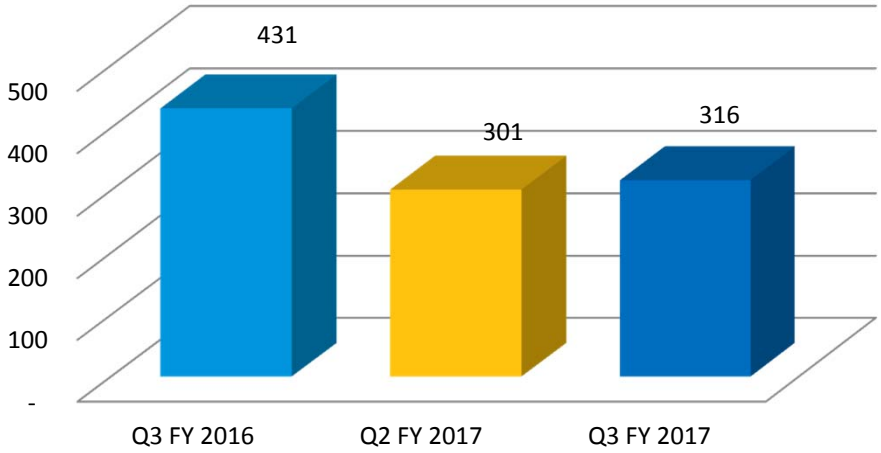
EBITDA (Rs. Mn)



PBT (Rs. Mn)



PAT (Rs. Mn)



CONSOLIDATED (IND-AS) FINANCIALS - SNAPSHOT

BRIGADE

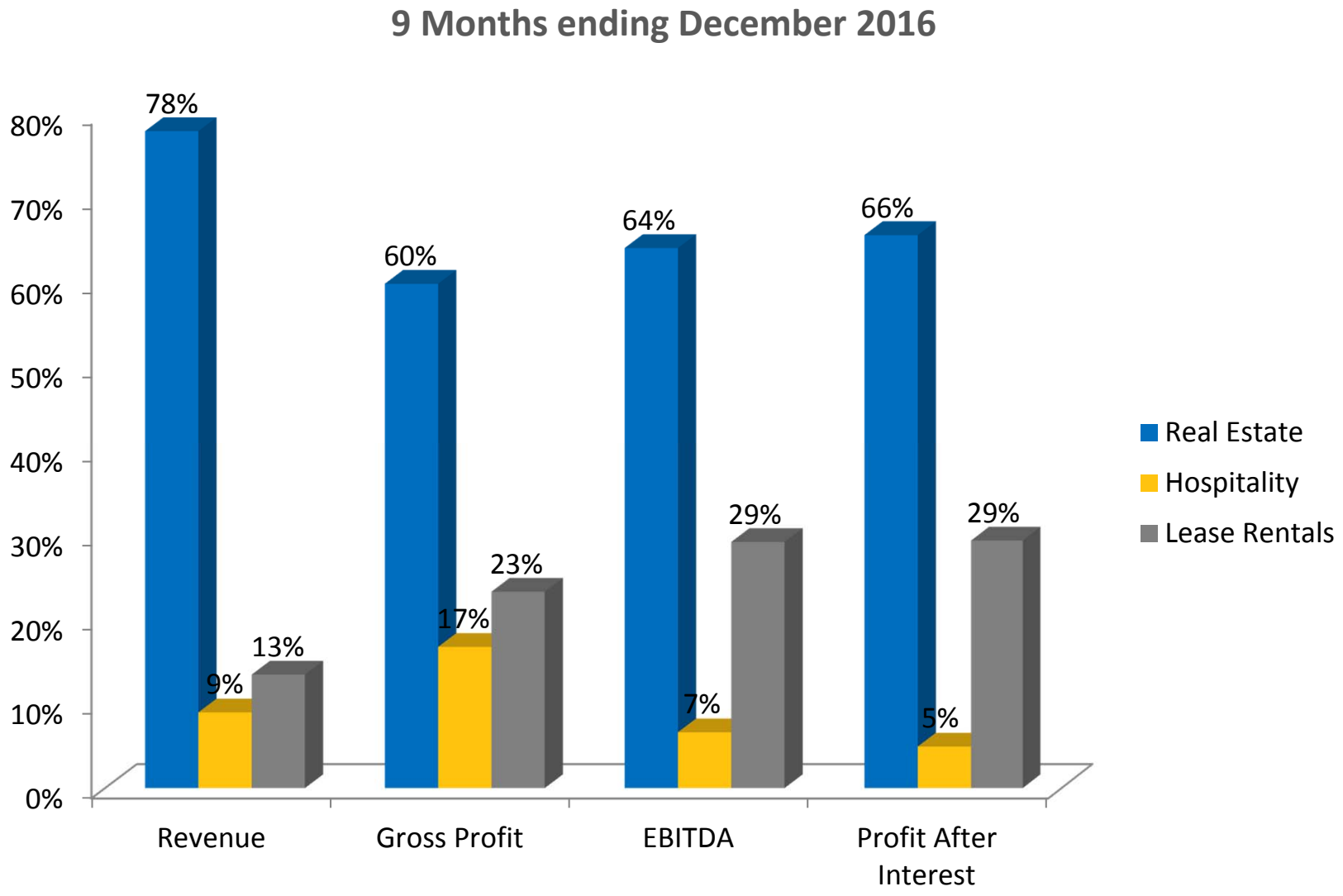
9 Months ending December 2016

Amount in Rs. Mn

Particulars	9M FY 2017	9M FY 2016	9M FY17 on 9M FY16 (% Inc)	Q3 FY17	Q2 FY17	Q3 FY16	Q3 FY17 on Q2 FY17 (% Inc)	Q3 FY17 on Q3 FY16 (% Inc)
Turnover	**14,977**	**15,635**	**-4%**	**5722**	**4592**	**6489**	**25%**	**-12%**
EBITDA	**4,036**	**3,945**	***2%***	**1414**	**1376**	**1454**	***3%***	***-3%***
Interest	1873	1454	*29%*	647	625	498	*3%*	*30%*
Profit after Int	2,163	2,491	*-13%*	768	751	956	*2%*	*-20%*
Depreciation	897	734	*22%*	305	289	243	*6%*	*26%*
PBT	**1,266**	**1,756**	***-28%***	**463**	**462**	**712**	***0%***	***-35%***
Tax	427	671	*-36%*	147	161	281	*-9%*	*-48%*
PAT	**839**	**1,085**	***-23%***	**316**	**301**	**431**	***5%***	***-27%***
PAT after MI	791	988	*-20%*	304	285	349	*7%*	*-13%*
EBITDA/Revenue	*27%*	*25%*		*25%*	*30%*	*22%*		
PBT/Revenue	*9%*	*11%*		*8%*	*10%*	*11%*		
PAT/Revenue	*6%*	*7%*		*6%*	*7%*	*7%*		

CONSOLIDATED SEGMENT CONTRIBUTION

BRIGADE



CONSOLIDATED SEGMENT PROFIT ANALYSIS

BRIGADE

9 Months ending December 2016 Amount in Rs. Mn

Particulars	Real Estate	Hospitality	Lease Rental	Total
Revenue	**11,649**	**1,414**	**1,914**	**14,977**
as % of Total	*78%*	*9%*	*13%*	*100%*
Expenses	7,288	193	217	**7,698**
Gross profit	**4,361**	**1,221**	**1,697**	**7,279**
Gross profit Margin %	*37%*	*86%*	*89%*	*49%*
Admin Expenses	798	552	322	1,672
Selling Cost	418	15	94	527
Employee cost	556	385	102	1,043
EBIDTA	**2,589**	**269**	**1,179**	**4,037**
EBIDTA / Revenue %	*22%*	*19%*	*62%*	*27%*
Interest	1,167	162	543	1,872
Profit after interest	1,422	107	636	2,165
Depreciation	52	278	568	898
PBT	**1,370**	**-171**	**68**	**1,267**
PBT / Revenue %	*12%*	*-12%*	*4%*	*8%*
Income Tax				427
Share of Associate				**10**
PAT				**849**
PAT after MI				**790**

CONSOLIDATED CASH FLOWS

BRIGADE

Direct Method Cash Flows

Amount in Rs. Mn

Particulars	FY 2016	Q4 FY 2016	Q1 FY 2017	Q2 FY 2017	Q3 FY 2017
Operating Activities					
Total Collections	**19,526**	**5,148**	**4,456**	**5,172**	**5,741**
Construction Cost	11,392	3,115	2,851	2,673	2,521
LO Payments	415	80	151	207	260
Employee and Admin Expenses	1,514	489	349	481	391
Sales & Marketing Expenses	926	266	319	194	177
Statutory Payments	1,374	444	204	493	419
Other Expenses & Payments	382	269	22	55	73
Net Cash Flow from Operating Activities	**3,523**	**485**	**560**	**1,069**	**1,900**

Contd….

CONSOLIDATED CASH FLOWS (CONTD.)

BRIGADE

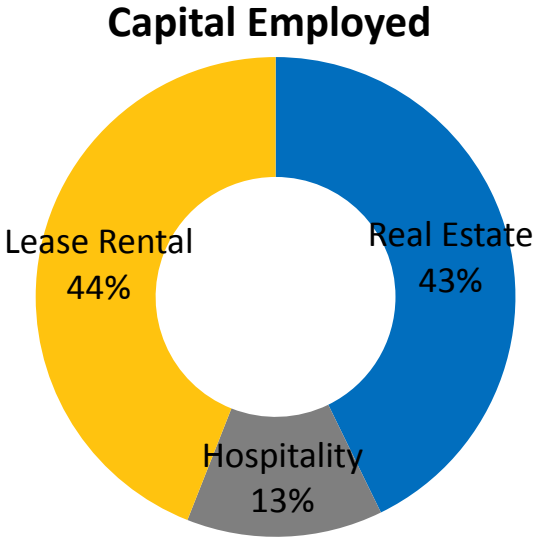
Direct Method Cash Flows

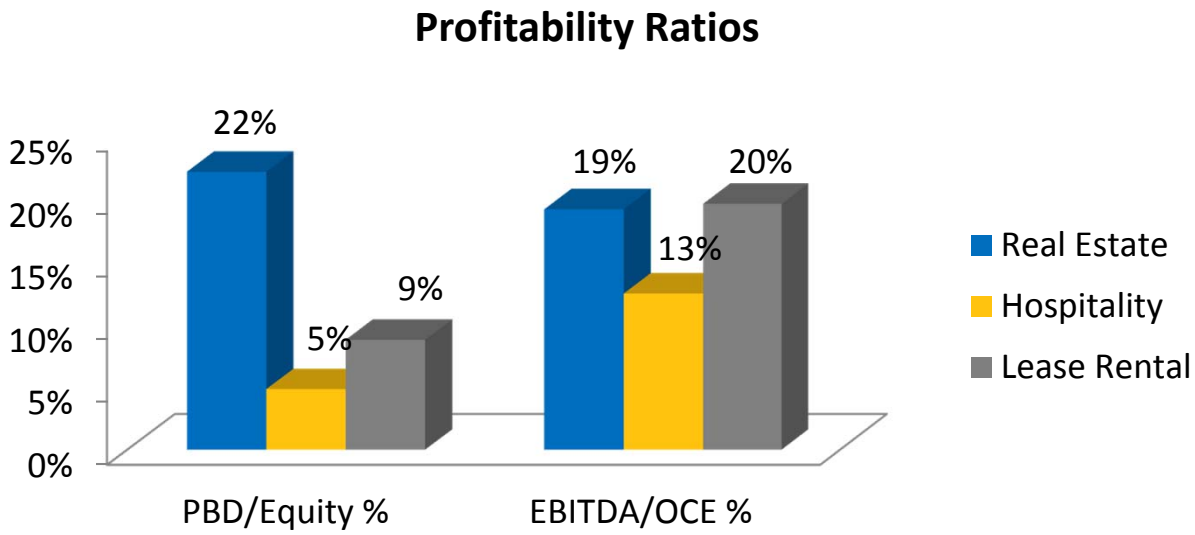
Amount in Rs. Mn

Particulars	FY 2016	Q4 FY 2016	Q1 FY 2017	Q2 FY2017	Q3 FY2017
Investment Activities					
Cash from Investment Activities	**2,082**	**1,640**	**312**	**199**	**343**
Construction Cost (CWIP)	2,085	614	606	679	614
Investment in Land/JD/JV/TDR	6,957	5,588	94	694	501
Other Investments	1,788	766	336	120	37
Net Cash Flow from Investment Activities	**-8,748**	**-5,328**	**-724**	**-1,294**	**-809**
Financing Activities					
Debt Drawdown	**14,521**	**6,114**	**2,633**	**2418**	**2,360**
Share Issue / Shareholder Debt	**3,152**	**3,125**	**2**	**0**	**21**
Advances received back					18
Dividend Payment	450	225	0	0	
Debt Repayment	8,356	2,358	1,807	1,910	2,958
Interest Payment	1,646	420	562	502	551
Debenture Redemption	1,565	1,565	0	0	
Net Cash Flow from Financing Activities	**5,656**	**4,671**	**258**	**6**	**-1110**
Net Cash Flows for the Period	**431**	**-172**	**94**	**-219**	**-19**

DEPLOYMENT OF FUNDS - CONSOLIDATED

BRIGADE





Figures as on December 2016; Amounts are in Rs. Mn

Segment	Equity	Debt	Capital Employed	D/E Ratio	PBD / Equity %	Operating Capital Employed (OCE)	EBITDA / OCE %
Real Estate	8,669	9,312	17,981	1.07	22%	17,981	19%
Hospitality	2,930	2,634	5,564	0.90	5%	2,869	13%
Lease Rental	9,602	8,904	18,506	0.93	9%	8,007	20%
Less: Cash Balance		1,824					
Total	**21,201**	**19,026**	**42,051**	**0.90**	**14%**	**28,857**	**19%**

PBD = Profit Before Depreciation & Tax (After Interest)

CONSOLIDATED DEBT PROFILE

BRIGADE

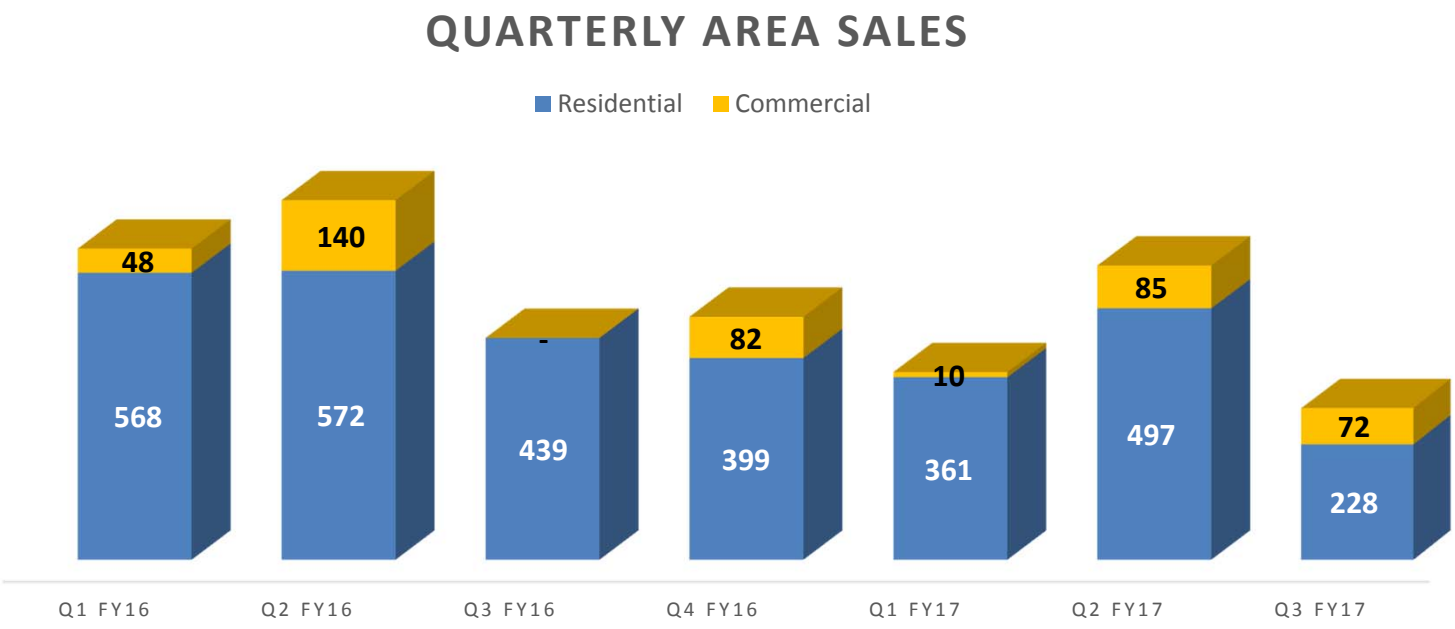
Amount in Rs. Mn

Particulars	December 2015	September 2016	December 2016
Real Estate	9,023	10,537	9,312
Hospitality	1,401	2,437	2,634
Lease Rental	5,896	8,821	8,904
Gross Debt	**16,320**	**21,705**	**20,849**
Cost of Debt	**10.92%**	**10.66%**	**10.57%**
Credit Rating	**CRISIL "A" ICRA "A"**	**CRISIL "A" ICRA "A"**	**CRISIL "A" ICRA "A"**

Note: The gross debt figure for December 2016 includes Rs. 2,393 Mn debt taken in SPVs where BEL has ~51% share

SALES VOLUME ANALYSIS

BRIGADE



All figures are in '000 sft

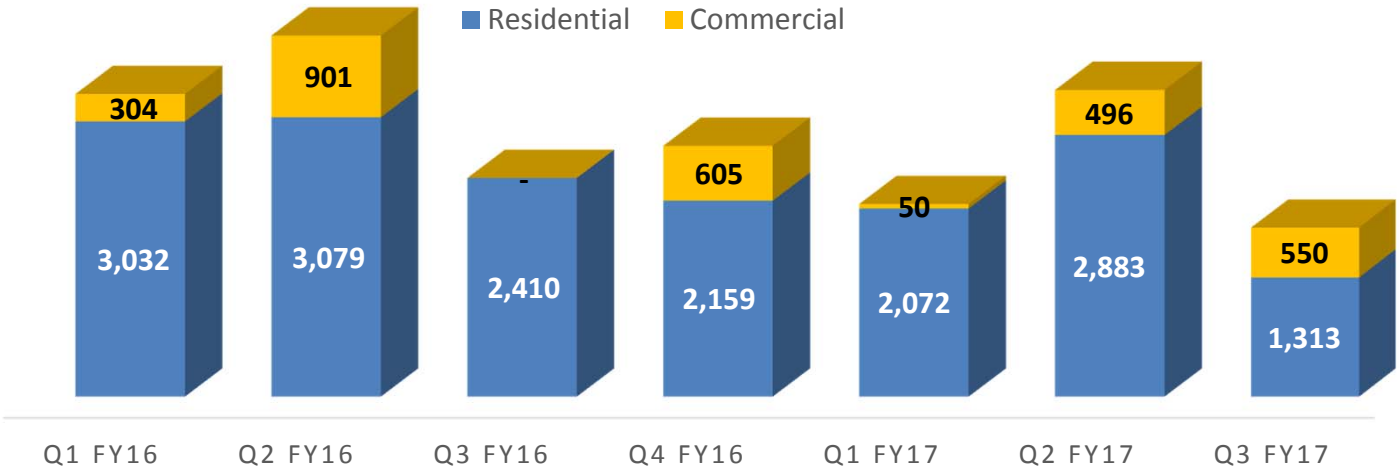
	FY 2015-16					FY 2016-17				
	Q1	Q2	Q3	Q4	Year	Q1	Q2	Q3	Q4	Year
Residential	568	572	439	399	1,978	361	497	228	NA	1086
Commercial	48	140	0	82	271	10	85	72		167
Total	**616**	**712**	**439**	**481**	**2,249**	**371**	**582**	**300**		**1253**

Note: All Sales exclude Land Owner unit sales; Q3 FY17 sales of Land Owner share was 66,045 sft

SALES VALUE ANALYSIS

BRIGADE

QUARTERLY SALES VALUE



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

	FY 2015-16					FY 2016-17				
	Q1	Q2	Q3	Q4	YTD	Q1	Q2	Q3	Q4	YTD
Residential	3,032	3,079	2,410	2,159	10,680	2,072	2,883	1313	NA	6,268
Commercial	304	901	0	605	1,810	50	497	550		1097
Total	**3,336**	**3,980**	**2,410**	**2,764**	**12,490**	***2,122***	**3,380**	**1863**		**7,365**
Avg Rate/SFT	***5,415***	***5,591***	***5,485***	***5,741***	***5,554***	***5,715***	***5,801***	***6210***		***5,878***
% Inc in Ave Rate	**9%**	3%	-2%	5%	**9%**	0%	1%	7%		**6%**

Note: All Sales exclude Land Owner unit sales; Q3 FY17 sales of Land Owner share was Rs. 382 Mn

Average rate per SFT increased 7% QoQ and 6% YoY

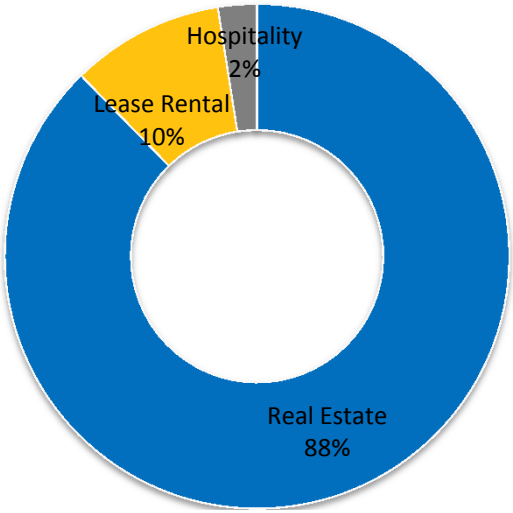
ONGOING PROJECTS - SUMMARY

Area in '000 sft

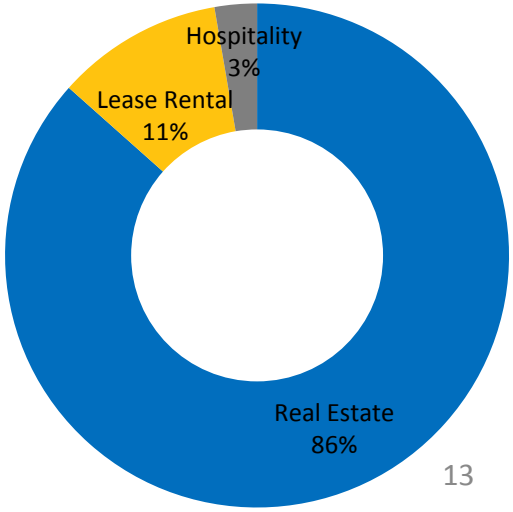
Projects	Project Area	LO/JV share	Co Share
Real Estate projects	12,733	2,934	9,799
Brigade Orchards *	3,226	1,613	1,613
Brigade Cosmopolis *	1,539	754	785
Total Real Estate	**17,498**	**5,301**	**12,198**
WTC, Kochi - Phase 2	385	-	385
Brigade Vantage Chennai	133	66	66
Brigade Bhuwalka Icon	376	188	188
Brigade Broadway	125	88	38
Brigade Opus	319	-	319
Orion OMR	350	105	245
GIFY City Tower 1*	267	-	267
Total Lease Rental	**1,955**	**447**	**1508**
Holiday Inn-Chennai*	229	114	114
Four Points by Sheraton, Kochi	99	-	99
Holiday Inn Express	169	-	169
Total Hospitality	**497**	**114**	**382**
Grand Total	**19,950**	**5,862**	**14,088**

* Through SPV

Total Project Area



Company Share Project Area



SYNOPSIS OF ONGOING PROJECTS – DECEMBER 2016

BRIGADE

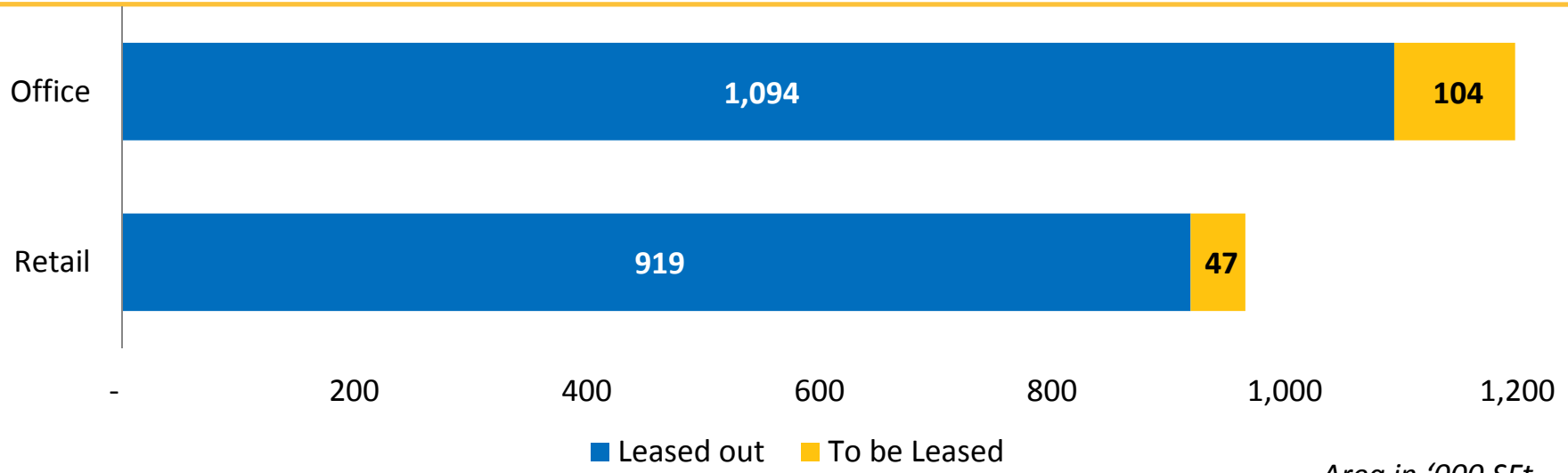
Particulars	Ongoing BEL Projects	Ongoing SPV Projects	Stock Sales	Total
	In Mn. Sft			
Total super built-up area of launched project on sale basis	12.73	4.77	0.57	18.07
Less: LO Share	2.93	0	0	2.93
Co share of saleable area	9.80	4.77	0.57	15.13
Sold till date	5.34	2.81	0	8.15
To be sold	4.46	1.95	0.57	6.98
	Rs. In Mn			
Estimated Sale value	50,970	25,740	3,802	80,512
Value of Sold units	27,073	14,826	0	41,899
Value of unsold units	23,897	10,914	3,802	38,613
Collection till date on sold units	20,658	10,388	0	31,046
Balance collection for the projects (including unsold units) - A	30,312	15,352	3,802	49,466

SYNOPSIS OF ONGOING PROJECTS – CONTD.

BRIGADE

Particulars	Ongoing BEL Projects	Ongoing SPV Projects	Stock Sales	Total
	Rs. In Mn			
Revenue Recognised till date	17,050	9,472	-	26,522
Revenue to be Recognised (incl unsold units)	33,920	16,268	3,802	53,990
Estimated cost for the projects – (Incl Land Cost / NRD)	36,957	18,973	1,257	57,187
Cost incurred till date	21,879	12,082	1,257	35,218
Balance Construction cost to be incurred to finish the project- B	15,078	6,891	-	21,970
Estimated Profit for the projects	14,013	6,767	2,545	23,324
Profit recognised till date	4,018	2,063	-	6,081
Profit to be recognised (incl unsold units)	9,995	4,704	2,545	17,243
Gross Operating Cash Flows (A-B)	15,233	8,461	3,802	27,496
Present Borrowings	7,559	2,176	803	10,538
Net Operating Cash Flows	7,674	6,285	2,999	16,958
Period of realization	3 Years	3 Years	6 Months	

LEASE POSITION – DECEMBER 16



Area in '000 SFt

Project	Leasable Area	Leased out	To be Leased
WTC Bangalore	637	636	1
Orion Mall at Brigade Gateway	818	806	12
Orion East Mall	148	113	35
WTC, Kochi - Phase 1	388	293	95
Brigade South Parade	117	117	-
Others	56	48	8
Total	2,164	2,013	151

In addition to the World Trade Center in Bangalore and Kochi, Brigade Group also holds the exclusive License for World Trade Centers at Hyderabad, Chennai & Thiruvananthapuram

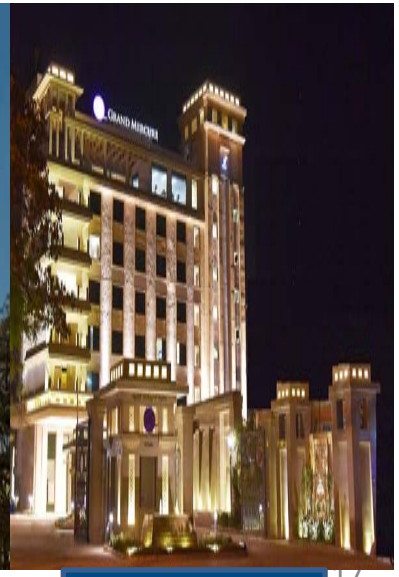
HOSPITALITY BUSINESS

	GRAND MERCURE (BLR)			SHERATON		
Details	YTD FY 16-17	YTD FY 15-16	FY 15-16	YTD FY 16-17	YTD FY 15-16	FY 15-16
No of Keys	126	126	126	230	230	230
Occupancy	73.20%	81%	82%	80.30%	80.70%	82%
ARR (Rs.)	6509	6480	6470	7596	7424	7600
GOP	45.70%	48.20%	48.80%	36.90%	39.60%	41.00%

Our third hotel - Grand Mercure at Mysore commenced operations in Q1 FY 2017

GM (BLR)

Sheraton

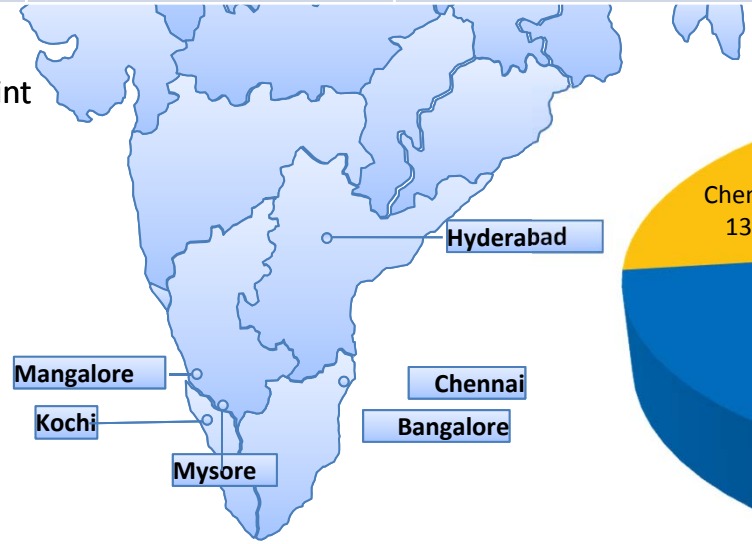


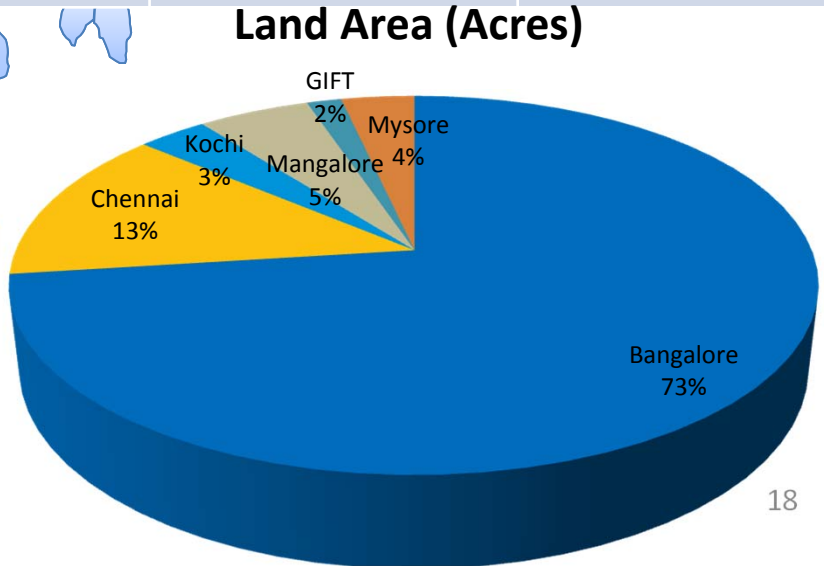
GM (Mysore)

LAND BANK - GROUP

Location	Land Area (in acres)	Total Cost* (INR in Mn)	Paid (INR in Mn)	Payable (INR in Mn)
Bangalore	397	10,116	6,874	3,241
Chennai	72	6,578	6,358	220
Kochi	18	140	140	-
Mangalore	29	54	46	7
GIFT, Gujarat	9	696	2017	489
Mysore	19	97	85	12
Total	**544**	**17,681**	**13,711**	**3,969**

* Includes Refundable/Non Refundable Deposits for Joint Developments

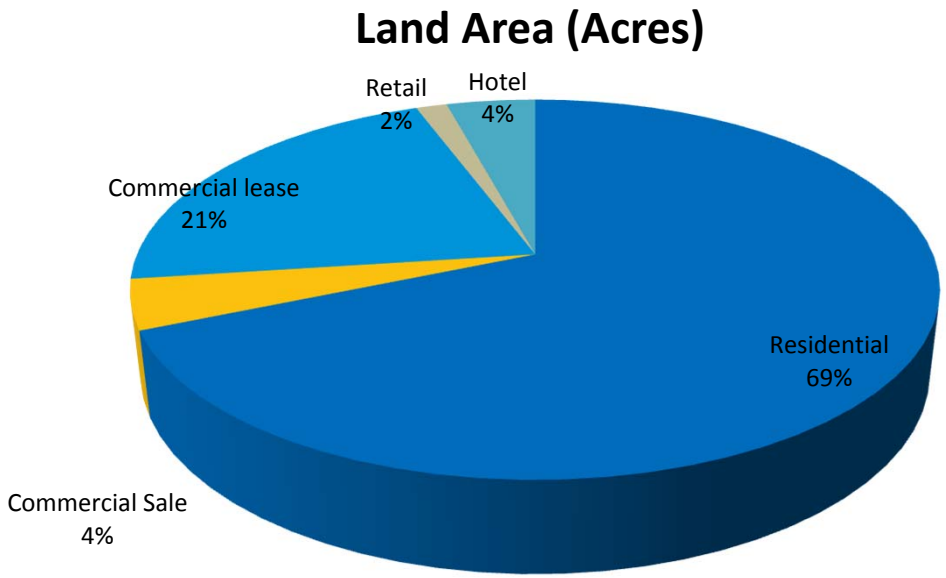




LAND BANK – SEGMENT WISE

Segment	Land Area (in acres)	Total Cost* (INR in Mn)	Paid (INR in Mn)	Payable (INR in Mn)
Residential	373	9,137	5,878	3,259
Commercial Sale	23	460	427	33
Commercial lease	116	7,548	7,110	438
Retail	8	135	12	123
Hotel	23	399	283	116
Total	**544**	**17,681**	**13,711**	**3,969**

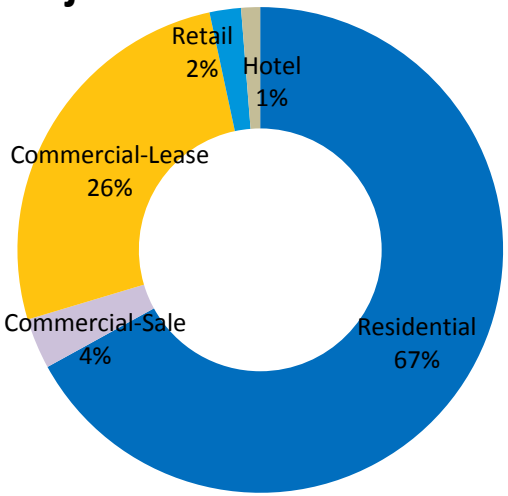
* Includes Refundable/Non Refundable Deposits for Joint Developments



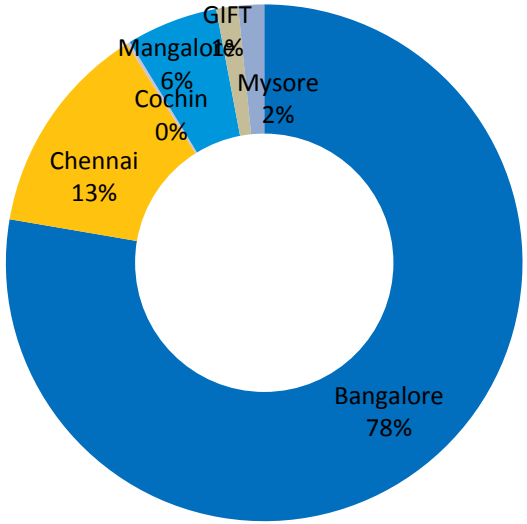
LAND BANK – DEVELOPABLE AREA

BRIGADE

Project Area - Product



Project Area - Location



Product	No of Projects	Proj Area SFT in Mn	BEL Share SFT in Mn
Residential	41	33.8	25.0
Commercial-Sale	4	1.7	0.9
Commercial-Lease	13	13.2	9.7
Retail	2	1.1	0.7
Hotel	4	0.6	0.6
Total	**64**	**50.4**	**37.0**

Location	No of Projects	Proj Area SFT in Mn	BEL Share SFT in Mn
Bangalore	48	39.2	29.3
Chennai	5	6.8	3.6
Kochi	1	0.1	0.1
Mangalore	3	2.9	2.8
GIFT	3	0.7	0.7
Mysore	4	0.8	0.6
Total	**64**	**50.4**	**37.0**

PROJECTS TO BE LAUNCHED

BRIGADE

Project	Product	City	Land Area	Project Area	BEL Share	Launch Plan
			Acres	Mn sft	Mn sft	
Brigade 7 Gardens	Residential	Bangalore	8.4	0.87	0.55	Q4 FY 17
Brigade Northridge II	Residential	Bangalore	1.4	0.16	0.10	Q4 FY 18
Brigade Topaz	Residential	Mysore	1.2	0.09	0.06	Q4 FY 17
Brigade Xanadu Ph-1	Residential	Chennai	11.9	0.77	0.46	Q4 FY 17
Brigade Buena Vista	Residential	Bangalore	3.9	0.39	0.39	Q1 FY 18
Brigade Villas	Residential	Mysore	15.0	0.49	0.34	Q2 FY 18
Brigade Hebbal	Residential	Mysore	1.0	0.11	0.08	Q4 FY 17
Brigade Pinnacle II	Residential	Mangalore	4.0	0.42	0.29	Q2 FY 18
Residential Total			**46.8**	**3.30**	**2.27**	
Brigade Orchards C&R	Commercial	Bangalore	2.8	0.24	0.12	Q2 FY 18
Brigade Southfields	Commercial	Bangalore	3.5	0.38	0.22	Q3 FY 18
Commercial Sale Total			**6.3**	**0.62**	**0.34**	

Total 3.30 Mn sft (BEL Share 2.27 Mn sft) of Residential Projects and 0.62 Mn sft Commercial Sale Projects have been planned for launch

PROJECTS TO BE LAUNCHED (CONTD.)

BRIGADE

Project		City	Land Area	Project Area	BEL Share	Launch Plan
			Acres	Mn sft	Mn sft	
WTC Kochi - Phase-2	Commercial-Lease	Kochi	2.5	0.39	0.39	Launched Q1
Orion OMR	Retail	Bangalore	3.5	0.35	0.25	Launched Q3
GIFT City	Commercial-Lease	Gujarat	2.9	0.26	0.26	Launched Q3
Brigade Brookfields	Commercial-Lease	Bangalore	8.53	1.00	0.50	Q4 FY 17
Brigade TR	Commercial-Lease	Bangalore	2.75	0.39	0.21	Q3 FY 18
Brigade Senate	Commercial-Lease	Bangalore	2.15	0.30	0.16	Q2 FY 18
Total Commercial & Retail			**22.3**	**2.69**	**1.77**	
Four Points by Sheraton	Hotel	Kochi	0.9	0.10	0.10	Launched Q1
Holiday Inn Express, Metagalli	Hotel	Mysore	1.4	0.13	0.13	Q4 FY 17
GIFT, Gujarat	Hotel	Gujarat	1.1	0.10	0.10	Q4 FY 17
Hospitality Total			**3.4**	**0.33**	**0.33**	
Grand Total			**77.7**	**6.85**	**4.50**	

Total of 1.1 Mn sft (BEL share 1.00 mn sft) of projects have been launched in YTD of FY 2016-17

AWARDS & RECOGNITION

BRIGADE

- **Mr. Jaishankar** was recognised as a **Professional Developer Par Excellence by Association of Consulting Civil Engineers (India)**, Bangalore Centre for his contributions to the Society at REDECON 2016.

- Brigade wins 2 awards at the Realty Plus Excellence Awards (South) 2016 -**Developer of the year – Commercial for Nalapad Brigade Centre** & **CSR Initiative of the year for the Redevelopment of Sitharampalya Lake.**

- **Mr. M R Jaishankar** has been recognised as one of **India's Best CEO's and ranked in the Top 100 CEOs by Business Today- PwC** in the annual ranking of India's Best CEOs 2016

Annexure I

Project Details

ONGOING BEL PROJECTS - SALES

BRIGADE

	←======Area in SFT=====→			Amount in Rs. Mn	
Project	Co's share	Sold	Unsold	Sales till date	Future Sales
Wisteria @ Brigade Meadows	4,41,020	3,25,300	1,15,720	1,359	491
Brigade Lakefront	14,55,748	10,31,470	4,24,278	6,481	2,762
Brigade Exotica – 2	7,20,610	75,850	6,44,760	437	3,869
Brigade At No.7	1,02,975	58,960	44,015	609	581
Brigade Golden Triangle-1 & 2	6,79,310	6,62,190	17,120	2,989	95
Brigade Omega-A, B & C	5,84,720	4,75,180	1,09,540	2,407	647
Brigade Palmgrove	2,60,698	79,350	1,81,348	418	1,054
Brigade Pinnacle I	4,39,019	2,39,850	1,99,169	990	864
Brigade Altamount	2,11,690	2,06,020	5,670	942	32
Brigade Caladium	1,46,100	91,080	55,020	742	530
Brigade IRV Centre	2,20,606	1,34,720	85,886	774	553
Brigade Serenity	91,690	75,500	16,190	260	70
Brigade Symphony	5,15,510	2,35,180	2,80,330	939	1,253
Brigade Northridge – Phase I	3,86,698	3,53,840	32,858	1,892	183
Brigade Mountview	3,51,230	1,02,950	2,48,280	490	1,239
Brigade Panorama	10,58,213	6,81,540	3,76,673	2,559	1,809
Brigade Atmosphere	2,48,311	46,740	2,01,571	276	1,147
Brigade Plumeria	11,34,010	1,72,370	9,61,640	741	3,981
Brigade Meadows Arcade	53,470	9,240	44,230	50	188
Brigade Nalapad Center	2,70,350	2,03,010	67,340	1,276	485
Brigade GT Signature Tower	4,27,392	81,320	3,46,072	443	2,064
Total	**97,99,370**	**53,41,660**	**44,57,710**	**27,073**	23,897

ONGOING SPV PROJECTS - SALES

BRIGADE

←======Area in SFT=====→ Amount in Rs. Mn

Project	Saleable Area	Sold	Unsold	Sales till date	Future Sales
Brigade Cosmopolis Phase I	8,36,430	7,42,410	94,020	5,131	715
Brigade Cosmopolis Phase II	7,02,980	2,71,710	4,31,270	2,257	2,984
Brigade Orchards – Villas	4,69,045	2,13,515	2,55,530	1,408	1,942
Brigade Orchards – Aspen	2,88,480	2,87,480	1,000	838	3
Brigade Orchards – Banyan	2,98,080	2,78,060	20,020	856	84
Brigade Orchards – Cedar	5,34,720	2,75,730	2,58,990	1,186	1,243
Brigade Orchards – Deodar	6,26,508	3,74,730	2,51,778	1,560	1,209
Brigade Orchards – Parkside	2,01,835	1,71,520	30,315	742	136
Brigade Orchards – Juniper	8,07,370	1,96,160	6,11,210	849	2,598
Total SPVs	**47,65,448**	**28,11,315**	**19,54,133**	**14,826**	**10,914**

ONGOING BEL PROJECTS - REVENUE

BRIGADE

Amount in Rs. Mn

Project	Estimated Sales Value	Collected	To be collected	Revenue recognized	Rev to be recognized
Wisteria @ Brigade Meadows	1,850	1,088	761	1,118	732
Brigade Lakefront	9,243	4,232	5,011	3,913	5,330
Brigade Exotica – 2	4,305	338	3,967	-	4,305
Brigade At No.7	1,190	397	793	335	855
Brigade Golden Triangle-1 & 2	3,084	3,002	82	2,371	713
Brigade Omega - A, B & C	3,054	2,147	907	2,015	1,039
Brigade Palmgrove	1,472	318	1,154	252	1,219
Brigade Pinnacle I	1,855	911	944	820	1,034
Brigade Altamount	974	942	32	911	64
Brigade Caladium	1,273	660	613	607	665
Brigade IRV Centre	1,327	707	620	551	777
Brigade Serenity	330	246	85	250	81
Brigade Symphony	2,192	782	1,409	622	1,569
Brigade Northridge – Phase I	2,075	1,216	859	1,078	997
Brigade Mountview	1,729	337	1,392	204	1,525
Brigade Panorama	4,368	1,385	2,983	894	3,474
Brigade Atmosphere	1,423	37	1,386	-	1,423
Brigade Plumeria	4,722	278	4,444	-	4,722
Brigade Meadows Arcade	238	35	203	-	238
Brigade Nalapad Center	1,761	1,276	485	1,109	651
Brigade GT Signature Tower	2,507	323	2,183	-	2,507
Total	**50,970**	**20,658**	**30,312**	**17,050**	**33,920**

ONGOING SPV PROJECTS - REVENUE

BRIGADE

Amount in Rs. Mn

Project	Estimated Sales Value	Collected	To be collected	Revenue recognized	Rev to be recognized
Brigade Cosmopolis Phase I	5,845	4,147	1,698	4,088	1,757
Brigade Cosmopolis Phase II	5,241	1,135	4,106	1,112	4,129
Brigade Orchards – Villas	3,350	672	2,678	902	2,448
Brigade Orchards – Aspen	841	829	12	794	47
Brigade Orchards – Banyan	940	781	159	694	245
Brigade Orchards – Cedar	2,429	921	1,509	717	1,713
Brigade Orchards – Deodar	2,769	1,164	1,605	758	2,011
Brigade Orchards – Parkside	878	539	339	407	471
Brigade Orchards – Juniper	3,447	200	3,247	-	3,447
Total SPVs	**25,740**	**10,388**	**15,352**	**9,472**	**16,268**

ONGOING BEL PROJECTS - PROFITABILITY

BRIGADE

Amount in Rs. Mn

Project	Est Total Cost	Cost incurred	Cost to be incurred	Est Profit	Profit recognized	Profit to be recognized
Wisteria @ Brigade Meadows	1,205	1,017	187	645	387	258
Brigade Lakefront	6,200	3,744	2,456	3,043	1,315	1,728
Brigade Exotica – 2	2,894	1,461	1,433	1,412	-	1,412
Brigade At No.7	855	591	264	335	66	269
Brigade Golden Triangle-1 & 2	2,401	1,917	485	683	497	186
Brigade Omega-A, B & C	2,192	1,899	293	862	521	341
Brigade Palmgrove	1,131	718	413	341	43	298
Brigade Pinnacle I	1,576	1,322	254	279	107	172
Brigade Altamount	839	818	21	136	122	14
Brigade Caladium	873	783	90	400	162	238
Brigade IRV Centre	982	791	191	345	99	246
Brigade Serenity	236	227	9	94	63	31
Brigade Symphony	1,376	665	712	815	191	624
Brigade Northridge – Phase I	1,698	1,006	693	376	193	184
Brigade Mountview	1,078	485	593	651	72	579
Brigade Panorama	4,367	1,512	2,855	1	33	-32
Brigade Atmosphere	939	40	899	484	-	484
Brigade Plumeria	2,745	713	2,033	1,976	-	1,976
Brigade Meadows Arcade	180	119	61	58	-	58
Brigade Nalapad Center	1,472	1,280	192	289	148	140
Brigade GT Signature Tower	1,719	772	947	788	-	788
Total	**36,957**	**21,879**	**15,078**	**14,013**	**4,018**	**9,995**

ONGOING SPV PROJECTS - PROFITABILITY

BRIGADE

Amount in Rs. Mn

Project	Est Total Cost	Cost incurred	Cost to be incurred	Est Profit	Profit recognized	Profit to be recognized
Brigade Cosmopolis Phase I	3,638	2,979	660	2,207	1,472	735
Brigade Cosmopolis Phase II	3,551	2,084	1,467	1,690	310	1,380
Brigade Orchards – Villas	2,730	2,023	707	620	99	520
Brigade Orchards – Aspen	975	924	51	-134	-134	0
Brigade Orchards – Banyan	1,012	829	183	-72	-95	23
Brigade Orchards – Cedar	1,863	1,144	719	567	136	430
Brigade Orchards – Deodar	1,932	947	985	837	196	641
Brigade Orchards – Parkside	707	413	294	171	77	93
Brigade Orchards – Juniper	2,566	740	1,826	881	-	881
Total SPVs	**18,973**	**12,082**	**6,891**	**6,767**	**2,063**	**4,704**

CAPEX COMMITMENT

BRIGADE

As on December 2016

Amount in Rs. Mn

Projects	Est. cost	Incurred	Balance	Loan Tied up
WTC, Kochi - Phase 2	1,298	355	943	600
Brigade Opus	1,693	1,144	549	1,000
Brigade Vantage Chennai	471	327	144	-
Brigade Bhuwalka Icon	1,073	942	131	-
Brigade Broadway	526	279	247	-
GIFT City Tower 1*	767	60	707	-
Orion OMR	1,225	87	1,138	-
Total Commercial	**7,053**	**3,194**	**3,859**	**1,600**
Holiday Inn-Chennai*	1,690	1,577	113	670
Four Points by Sheraton, Kochi	1,060	193	867	
Holiday Inn Express, Bangalore	1,000	608	392	600
Total Hospitality	**3,750**	**2,378**	**1,372**	**1,270**
Grand Total	**10,803**	**5,572**	**5,231**	**2,870**

* Through SPV

Annexure II

Standalone Financials

STANDALONE (IND - AS) FINANCIALS - SNAPSHOT

BRIGADE

9 Months ending December 2016

Amount in Rs. Mn

Particulars	9M FY 2017	9M FY 2016	9M FY17 on 9M FY16 (% Inc)	Q3 FY17	Q2 FY17	Q3 FY16	Q3 FY17 on Q2 FY17 (% Inc)	Q3 FY17 on Q3 FY16 (% Inc)
Turnover	**12,596**	**13,217**	**-5%**	**4,744**	**3,779**	**5,078**	**26%**	**-7%**
EBITDA	**3,709**	**3,597**	***3%***	**1,279**	**1,262**	**1274**	***1%***	***0%***
Interest	1519	1100	*38%*	530	507	370	*5%*	*43%*
Profit after Int	2,189	2,497	*-12%*	749	755	904	*-1%*	*-17%*
Depreciation	827	677	*22%*	280	266	230	*5%*	*22%*
PBT	**1,362**	**1,820**	***-25%***	**469**	**489**	**674**	***-4%***	***-30%***
Tax	435	561	*-22%*	126	170	185	*-26%*	*-32%*
PAT	**927**	**1,259**	***-26%***	**344**	**320**	**490**	***7%***	***-30%***
EBITDA/Revenue	*29%*	*27%*		*27%*	*33%*	*25%*		
PBT/Revenue	*11%*	*14%*		*10%*	*13%*	*13%*		
PAT/Revenue	*7%*	*10%*		*7%*	*8%*	*10%*		

STANDALONE SEGMENT PROFIT ANALYSIS

BRIGADE

9 Months ending December 2016

Amount in Rs. Mn

Particulars	Real Estate	Hospitality	Lease Rental	Total
Revenue	**9,938**	**1,108**	**1,549**	**12,596**
as % of Total	*79%*	*9%*	*12%*	*100%*
Expenses	6,154	125	114	**6,393**
Gross profit	**3,783**	**984**	**1,435**	**6,203**
Gross profit Margin %	*38%*	*89%*	*93%*	*49%*
Admin Expenses	664	389	187	1,240
Selling Cost	290	8	52	350
Employee cost	531	304	68	904
EBIDTA	**2,297**	**283**	**1,128**	**3,709**
EBIDTA / Revenue %	*23%*	*26%*	*73%*	*29%*
Interest	819	161	540	1,519
Profit after interest	1,479	123	588	2,189
Depreciation	17	251	559	827
PBT	**1,462**	**-129**	**29**	**1,362**
PBT / Revenue %	*15%*	*-12%*	*2%*	*11%*
Income Tax				435
PAT				**927**

Thank you

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