

BRIGADE ENTERPRISES LIMITED

Corporate Identity Number (CIN): L85110KA1995PLC019126
Registered Office : 29th & 30th Floors, World Trade Center
Brigade Gateway Campus, 26/1, Dr. Rajkumar Road
Malleswaram - Rajajinagar, Bangalore - 560 055, INDIA
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enquiry@brigadegroup.com www.brigadegroup.com



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Ref: BEL/NSEBSE/IP/16052016

16th May, 2016

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 - Q4 FY 2015-16

We are enclosing herewith the Investor Presentation titled "Investor Presentation - Q4 FY 2015-16".

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

Brigade Group

Investor Presentation – Q4 FY 2015-16

(CIN: L85110KA1995PLC019126)



BRIGADE

Consolidated Financial Highlights

- **FY 2015-16:-**
 - Revenue of Rs. 16,997 Mn → 28% increase over previous year
 - PBT of Rs. 2,309 Mn → 34% increase over previous year
 - PAT of Rs. 1,470 Mn → 28% increase over previous year

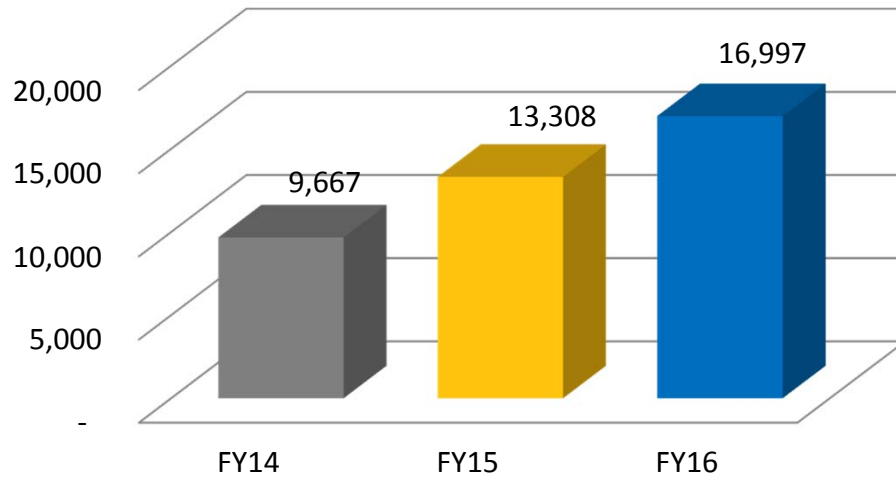
- **Q4 FY 2015-16:-**
 - Revenue of Rs. 4,851 Mn → 23% increase over Q4 FY15
 - PBT of Rs. 593 Mn → 5% increase over Q4 FY15
 - PAT of Rs. 409 Mn → 20% increase over Q4 FY15

- **Unrecognized Revenue** on Ongoing Real Estate projects (including unsold) is **Rs. 59,363 Mn**

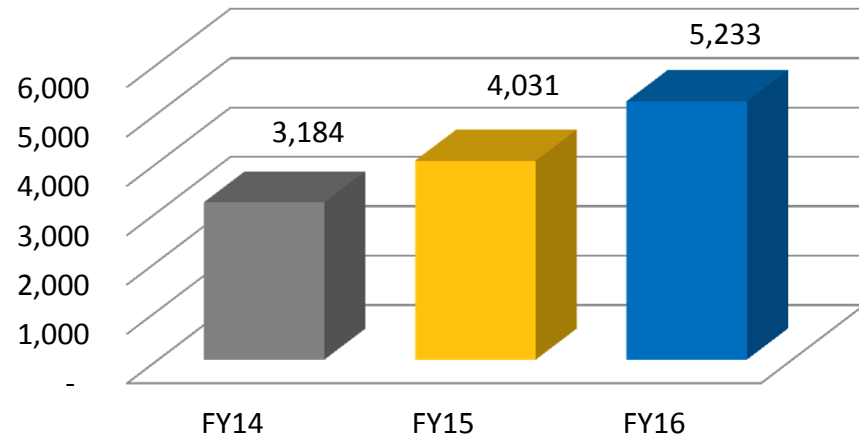
Consolidated Financials Trend



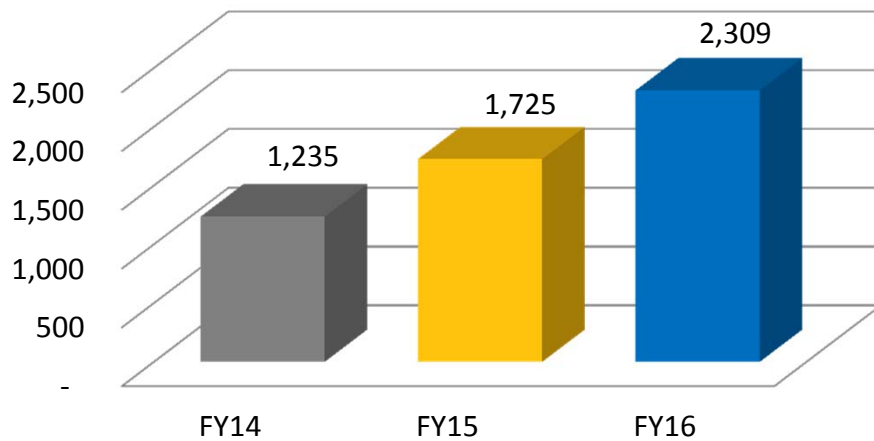
Turnover (Rs. Mn)



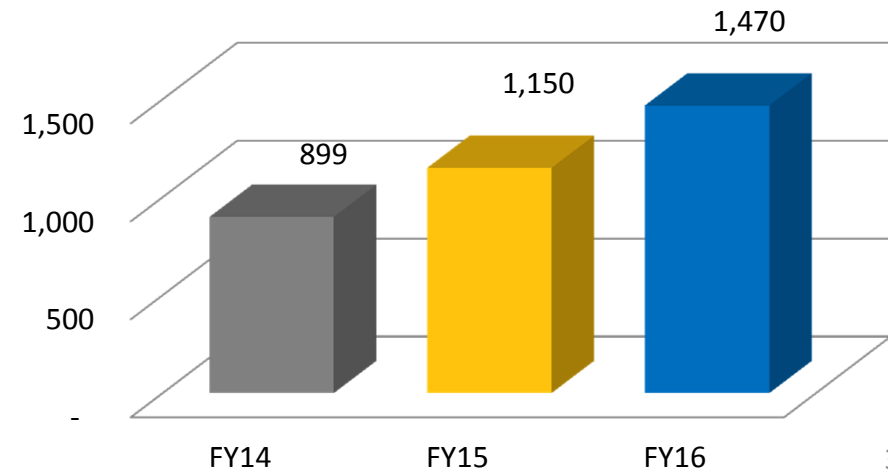
EBITDA (Rs. Mn)



PBT (Rs. Mn)



PAT (Rs. Mn)



Consolidated Financials - Snapshot

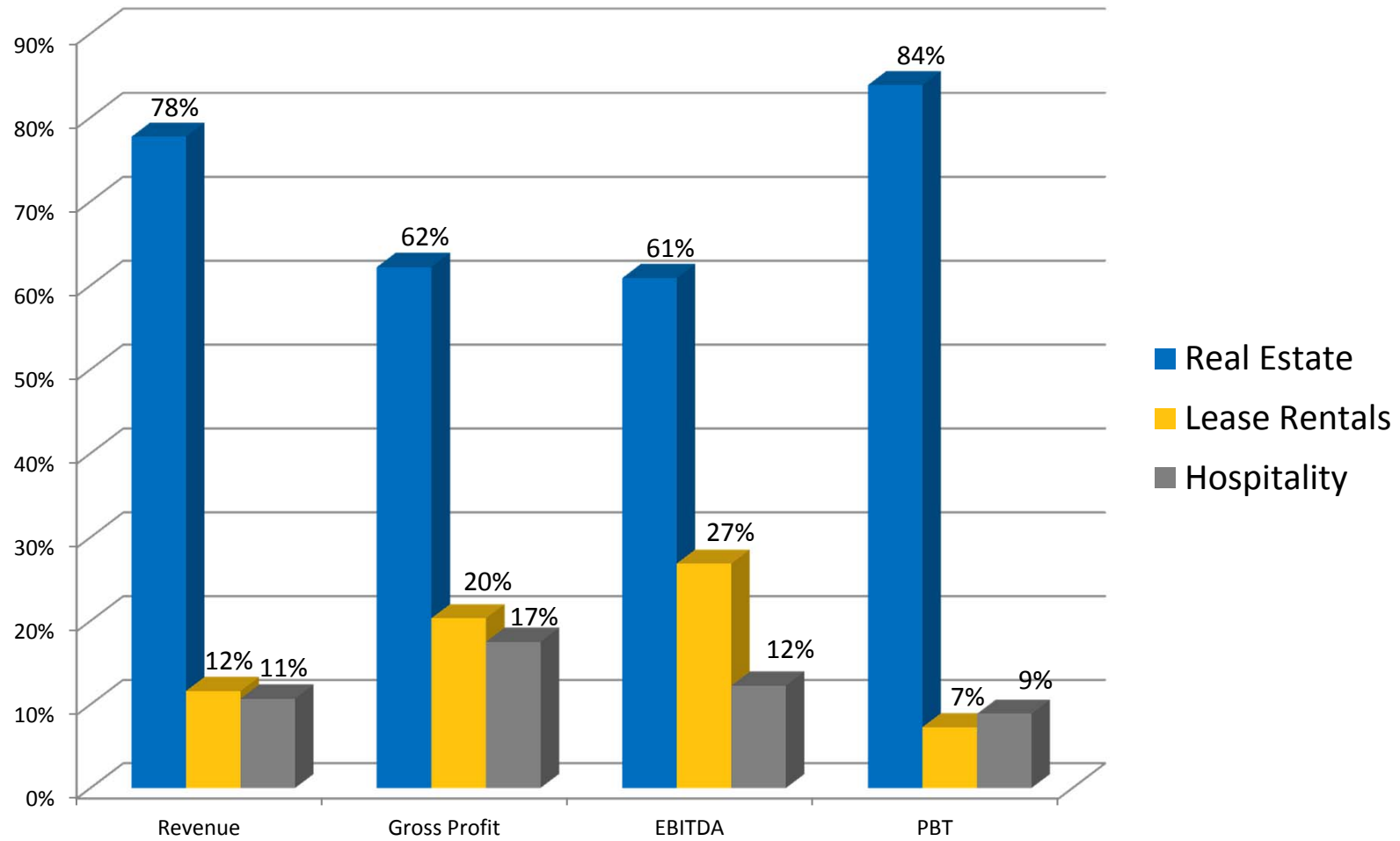


Amount in Rs. Mn

Particulars	FY 2016	FY 2015	FY16 on FY15 (% Inc)	Q4 FY16	Q3 FY16	Q4 FY15	Q4 FY16 on Q3 FY16 (% Inc)	Q4 FY16 on Q4 FY15 (% Inc)
Turnover	16,997	13,308	28%	4,851	5,113	3,938	-5%	23%
EBITDA	5,233	4,031	30%	1,422	1,378	1,187	3%	20%
Interest	1,864	1,314	42%	504	466	404	8%	25%
Profit after Int	3,368	2,717	24%	918	912	783	1%	17%
Depreciation	1,059	992	7%	325	243	217	33%	49%
PBT	2,309	1,725	34%	593	669	566	-11%	5%
Tax	839	575	46%	184	265	225	-31%	-18%
PAT	1,470	1,150	28%	409	403	341	1%	20%
PAT after MI	1,301	952	37%	359	312	306	15%	17%
EBITDA/Revenue	30.8%	30.3%		29.3%	26.9%	30.1%		
PBT/Revenue	13.6%	13.0%		12.2%	13.1%	14.4%		
PAT/Revenue	8.6%	8.6%		8.4%	7.9%	8.7%		

Consolidated Segment Contribution

12 Months ending Mar 2016



Consolidated Segment Profit Analysis



12 Months ending Mar 2016

Amount in Rs. Mn

Particulars	Real Estate	Hospitality	Lease rentals	Total
Revenue	13,208	1,817	1,972	16,997
<i>as % of Total</i>	<i>78%</i>	<i>11%</i>	<i>12%</i>	<i>100%</i>
Expenses	7,591	237	138	7,967
Gross profit	5,616	1,580	1,834	9,030
<i>Gross profit Margin %</i>	<i>43%</i>	<i>87%</i>	<i>93%</i>	<i>53%</i>
Admin Expenses	907	499	254	1,660
Selling Cost	712	74	96	882
Employee cost	812	366	78	1,256
EBIDTA	3,186	641	1,406	5,233
<i>EBIDTA / Revenue %</i>	<i>24%</i>	<i>35%</i>	<i>71%</i>	<i>31%</i>
Interest	1,179	133	553	1,864
Profit after interest	2,007	508	854	3,369
Depreciation	70	303	686	1,059
PBT	1,937	205	168	2,309
<i>PBT / Revenue %</i>	<i>15%</i>	<i>11%</i>	<i>8%</i>	<i>14%</i>
Income Tax				839
PAT				1,470

Consolidated Cash Flows



Direct Method Cash Flows

Amount in Rs. Mn

Particulars	FY 2015	FY 2016	Q4 FY 2016
<u>Operating Activities</u>			
Total Collections	14,756	19,526	5,148
Construction Cost	8,770	11,392	3,115
LO Payments	756	415	80
Employee and Admin Expenses	1,391	1,514	489
Sales & Marketing Expenses	739	926	266
Statutory Payments	1,108	1,374	444
Other Expenses & Payments	191	382	269
Net Cash Flow from Operating Activities	1,802	3,523	485

Contd....

Note: Current year cash flows have been re-classified where required

Consolidated Cash Flows (Contd.)

Direct Method Cash Flows

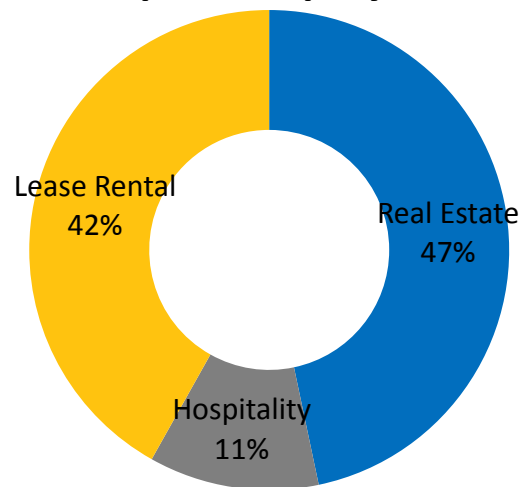
Amount in Rs. Mn

Particulars	FY 2015	FY 2016	Q4 FY 2016
<u>Investment Activities</u>			
Cash from Investment Activities	475	2,082	1,640
Construction Cost (CWIP)	2,438	2,085	614
Investment in Land/JD/JV/TDR	3,519	6,957	5,588
Other Investments	411	1,788	766
Net Cash Flow from Investment Activities	-5,893	-8,748	-5,328
<u>Financing Activities</u>			
Debt Drawdown	7,326	14,521	6,114
Share Issue / Shareholder Debt	553	3,152	3,125
Dividend Payment	224	450	225
Debt Repayment	2,129	8,356	2,358
Interest Payment	1,229	1,646	420
Debenture Redemption	0	1,565	1,565
Net Cash Flow from Financing Activities	4,297	5,656	4,671
Net Cash Flows for the Period	205	431	-172

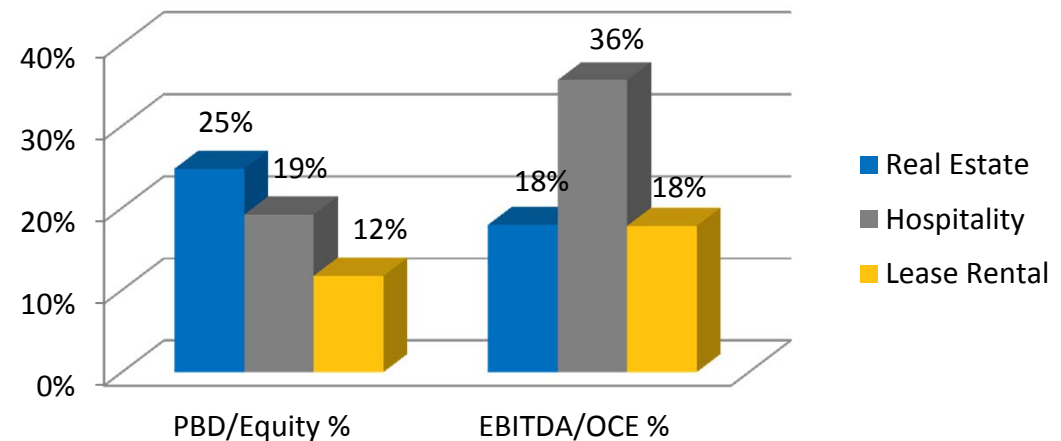
Note: Current year cash flows have been re-classified where required

Deployment of Funds - Consolidated

Capital Employed



Profitability Ratios



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

Segment	Equity	Debt	Capital Employed	D/E Ratio	PBD / Equity %	Operating Capital Employed (OCE)	EBITDA / OCE %
Real Estate	8,094	9,647	17,740	1.19	25%	17,740	18%
Hospitality	2,653	1,696	4,349	0.64	19%	1,805	36%
Lease Rental	7,256	8,647	15,903	1.19	12%	7,882	18%
Less: Cash Balance		2,088					
Total	18,003	17,902	37,993	0.99	19%	27,426	19%

PBD = Profit Before Depreciation & Tax (After Interest)

Consolidated Debt Profile



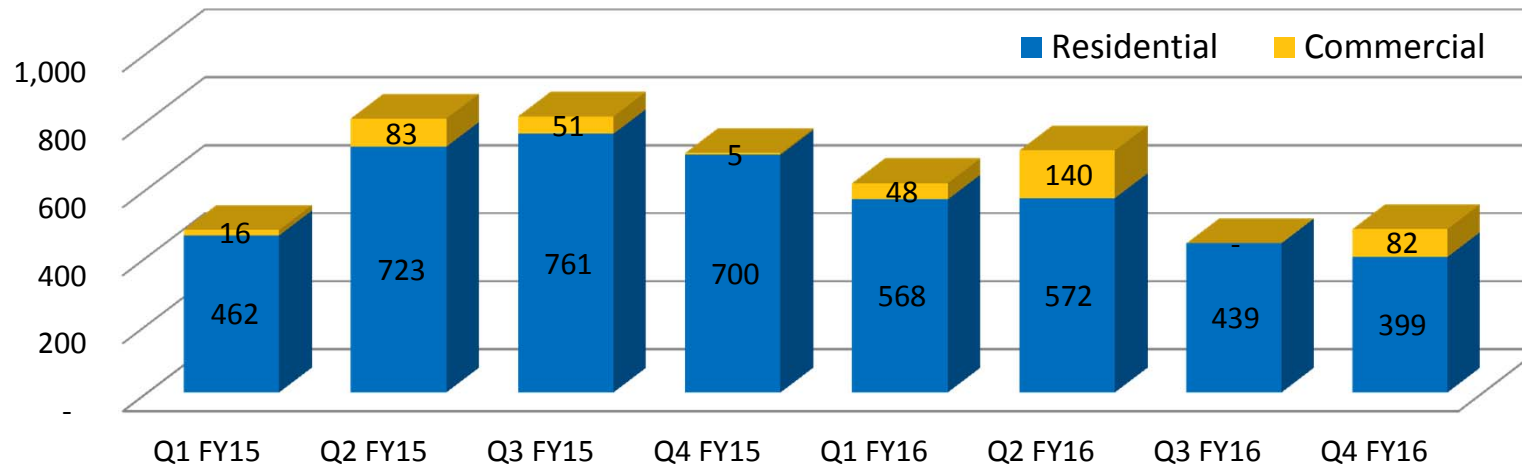
Amount in Rs. Mn

Particulars	March 2015	March 2016
Real Estate	7,278	9,647
Hospitality	970	1,696
Lease Rental	5,696	8,647
Gross Debt	13,944	19,990
Cost of Debt	11.9%	10.9%
Credit Rating	CRISIL "A" ICRA "A"	CRISIL "A" ICRA "A"

Sales Volume Analysis



Quarterly Area Sales



All figures are in '000 sft

	FY 2014-15					FY 2015-16				
	Q1	Q2	Q3	Q4	Year	Q1	Q2	Q3	Q4	YTD
Residential	462	723	761	700	2,646	568	572	439	399	1,978
Commercial	16	83	51	5	155	48	140	0	82	271
Total	478	806	812	704	2,801	616	712	439	481	2,249

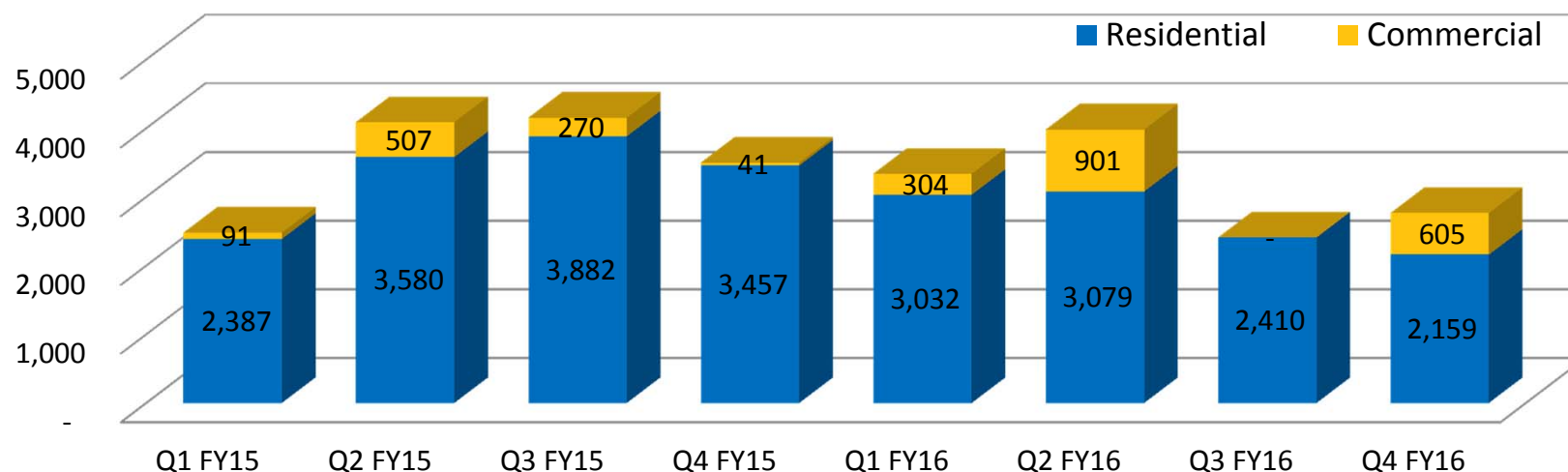
Note: All Sales exclude Land Owner unit sales; FY16 sales of Land Owner share was 141,511 sft

Sale volume for FY 2015-16 was 20% lower than previous year

Sales Value Analysis



Quarterly Sales Value



All Amounts in Rs. Mn except Average Rate/SFT

	FY 2014-15					FY 2015-16				
	Q1	Q2	Q3	Q4	Year	Q1	Q2	Q3	Q4	YTD
Residential	2,387	3,580	3,882	3,457	13,306	3,032	3,079	2,410	2,159	10,680
Commercial	91	507	270	41	910	304	901	0	605	1,810
Total	2,478	4,087	4,152	3,498	14,216	3,336	3,980	2,410	2,764	12,490
Avg Rate/SFT	5,187	5,071	5,111	4,967	5,076	5,415	5,591	5,485	5,741	5,554
% Inc in Ave Rate	6%	-2%	1%	-3%	-1%	9%	3%	-2%	5%	9%

Note: All Sales exclude Land Owner unit sales; FY16 sales of Land Owner share was Rs. 684 Mn

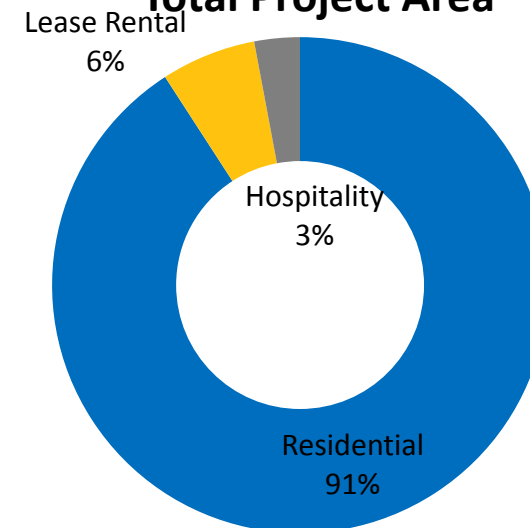
Sale value for FY 2015-16 was 12% lower than previous year

Ongoing Projects - Summary

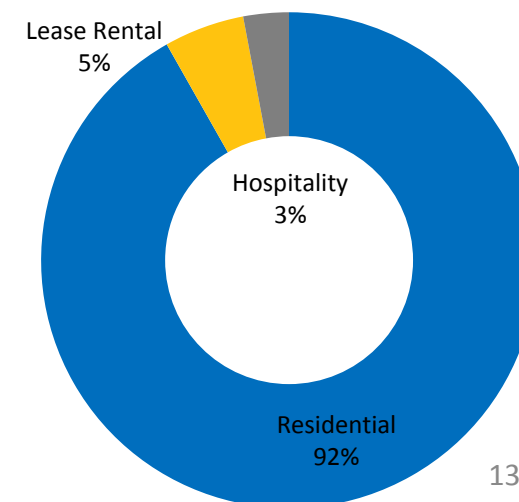
Projects	Area in '000 sft		
	Project Area	LO/JV share	Co Share
Real Estate projects	13,922	2,982	10,940
Brigade Orchards *	3,121	1,561	1,561
Brigade Cosmopolis *	1,539	754	785
Total Real Estate	18,583	5,297	13,286
Brigade Orion East	266	118	149
Brigade Vantage Chennai	133	66	66
Brigade Bhuwalka Icon	376	188	188
Brigade Broadway	125	88	38
Brigade Opus	319	-	319
Total Lease Rental	1,219	460	760
Holiday Inn-Chennai*	229	114	114
Brigade Orchards Signature Club*	82	41	41
Mercure, Mysore	105	-	105
Holiday Inn Express	169	-	169
Total Hospitality	584	155	429
Grand Total	20,386	5,911	14,474

* Through SPV

Total Project Area



Company Share Project Area



Synopsis of Ongoing Projects – Mar 2016



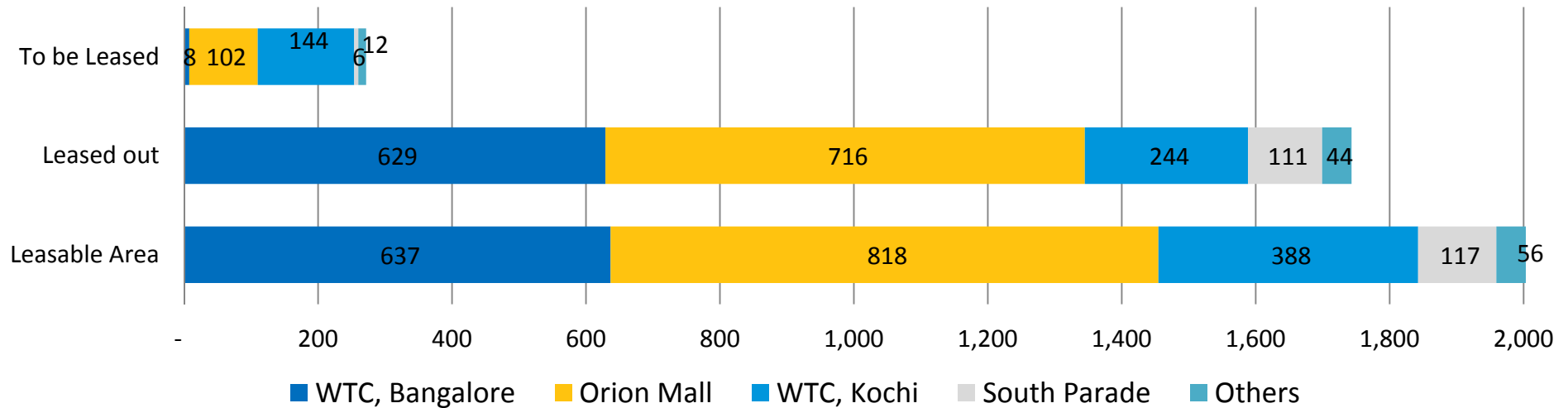
Particulars	Ongoing BEL Projects	Ongoing SPV Projects	Stock Sales	Total
	In Mn. Sft			
Total super built-up area of launched project on sale basis	13.92	4.66	0.09	18.67
Less: LO Share	2.98	0	0	2.98
Co share of saleable area	10.94	4.66	0.09	15.69
Sold till date	5.39	2.62	0	8.01
To be sold	5.55	2.04	0.09	7.68
	Rs. In Mn			
Estimated Sale value	56,620	24,461	547	81,628
Value of Sold units	27,623	13,276	0	40,899
Value of unsold units	28,997	11,185	547	40,729
Collection till date on sold units	19,282	7,700	0	26,981
Balance collection for the projects (including unsold units) - A	37,338	16,762	547	54,647

Synopsis of Ongoing Projects – Contd.



Particulars	Ongoing BEL Projects	Ongoing SPV Projects	Stock Sales	Total
	Rs. In Mn			
Revenue Recognised till date	15,139	7,126	0	22,265
Revenue to be Recognised (incl unsold units)	41,480	17,336	547	59,363
Estimated cost for the projects (incl Land/NRD)	40,572	18,473	300	59,345
Cost incurred till date	20,734	10,185	300	31,220
Balance cost to be incurred to finish the project-B	19,837	8,288	0	28,125
Estimated Profit for the projects	16,048	5,988	247	22,283
Profit recognised till date	3,864	1,439	0	5,304
Profit to be recognised (incl unsold units)	12,183	4,549	247	16,979
Present Borrowings-C	7,093	2,554	0	9,647
Operating Cash Flows-D=(A-B-C)	10,408	5,920	547	16,875
Period of realization	3 Years	3 Years	6 Months	

Lease Position – Mar 16



Area in '000 Sft

Project	Leasable Area	Leased out	To be Leased
WTC Bangalore	637	629	8
Orion Mall at Brigade Gateway	818	716	102
WTC, Kochi	388	244	144
Brigade South Parade	117	111	6
Others	56	44	12
Total	2,015	1,743	272

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



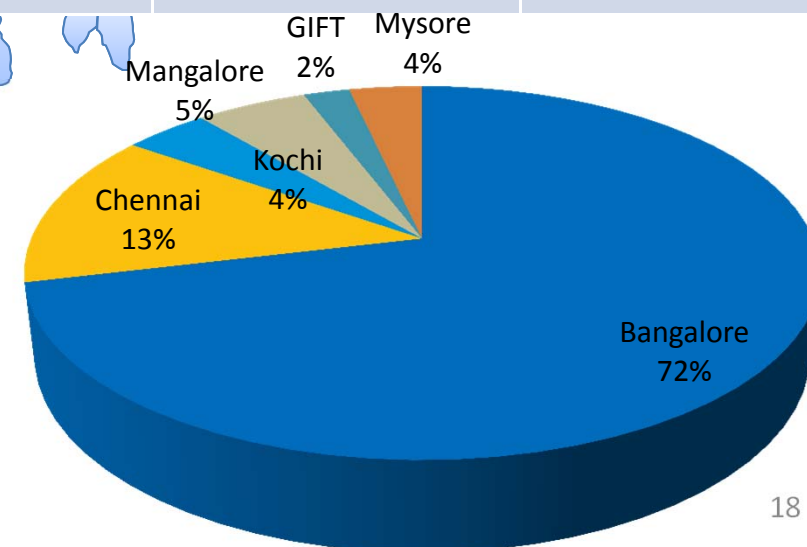
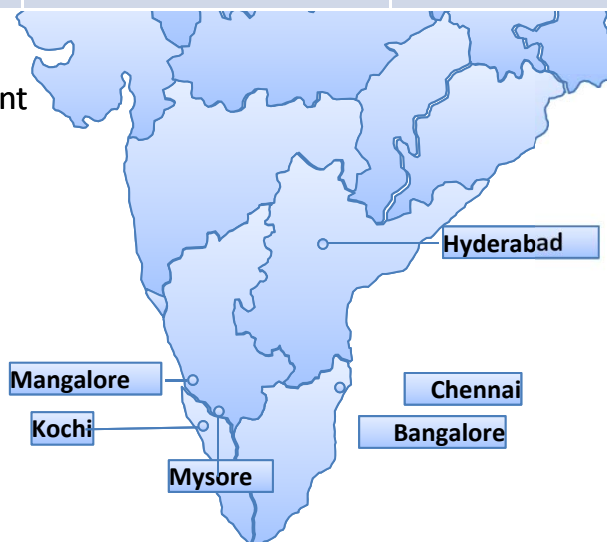
Details	GRAND MERCURE		SHERATON	
	FY 15-16	FY 14-15	FY 15-16	FY 14-15
No of Keys	126	126	230	230
Occupancy	82%	78%	82%	72%
ARR (Rs.)	6,470	6,757	7,600	7,811
GOP	48.8%	48.5%	41.0%	41.0%



Land Bank - Group

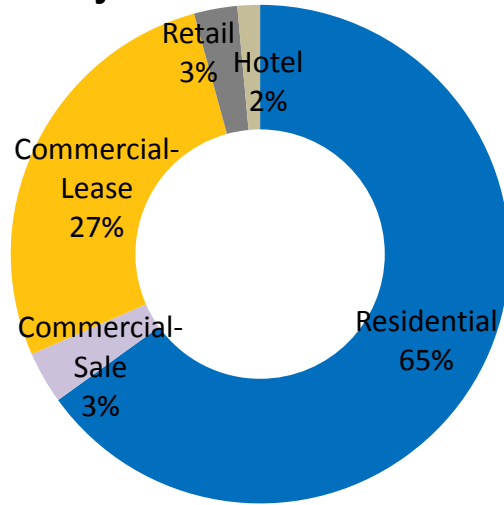
Location	Land Area (in acres)	Total Cost*	Paid	Payable
Bangalore	386	9,777	5,745	4,032
Chennai	72	6,153	5,803	350
Kochi	22	281	281	-
Mangalore	29	54	46	7
GIFT, Gujarat	12	957	272	684
Mysore	19	97	88	9
Total	539	17,318	12,235	5,083

* Includes Refundable/Non Refundable Deposits for Joint Developments

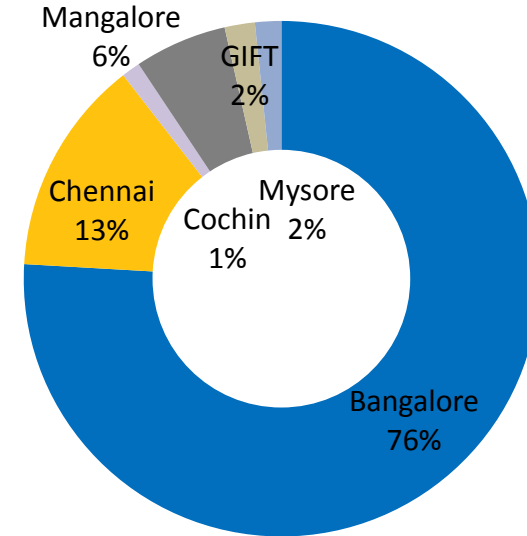


Land Bank – Developable Area

Project Area - Product



Project Area - Location



Product	No of Projects	Proj Area SFT in Mn	BEL Share SFT in Mn
Residential	39	32.6	24.3
Commercial-Sale	4	1.7	0.9
Commercial-Lease	14	13.7	10.3
Retail	3	1.4	1.0
Hotel	5	0.7	0.7
Total	65	50.1	37.2

Location	No of Projects	Proj Area SFT in Mn	BEL Share SFT in Mn
Bangalore	46	38.2	28.7
Chennai	5	6.8	3.6
Cochin	3	0.6	0.6
Mangalore	3	2.9	2.8
GIFT	4	0.9	0.9
Mysore	4	0.8	0.6
Total	65	50.1	37.2

Projects Launched – FY 2015-16

Project	Product	City	Land Area	Project Area	BEL Share	Launch Plan
			Acres	Mn sft	Mn sft	
Brigade Meadows Plumeria	Residential	Bangalore	7.8	1.13	1.13	Launched-Q2
Brigade Orchards – Juniper	Residential	Bangalore	5.1	0.70	0.35	Launched-Q2
Brigade Cosmopolis Phase III	Residential	Bangalore	2.2	0.33	0.17	Launched-Q3
Brigade Palmgrove-apartments	Residential	Mysore	2.5	0.14	0.10	Launched-Q4
Brigade Atmosphere	Residential	Bangalore	18.6	0.35	0.25	Launched-Q4
Brigade Panorama II	Residential	Bangalore	5.2	0.58	0.48	Launched-Q4
Brigade Buena Vista	Residential	Mysore	3.9	0.39	0.39	Pre-Launched-Q4
Residential Total			45.3	3.62	2.87	
Brigade Meadows Commercial	Commercial	Bangalore	1.3	0.07	0.07	Launched-Q3
Brigade Opus	Commercial	Bangalore	2.3	0.32	0.32	Launched-Q4
Commercial Total			3.6	0.39	0.39	
Grand Total			48.9	4.01	3.26	

Total 4.01 Mn sft (BEL Share 3.26 Mn sft) of Projects have been launched in FY 2015-16

Projects to be Launched – FY 2016-17

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	Q1
Brigade Northridge II	Residential	Bangalore	1.4	0.16	0.10	Q1
Brigade Topaz	Residential	Mysore	1.2	0.09	0.06	Q2
Brigade Laguna	Residential	Bangalore	2.8	0.30	0.18	Q2
Brigade Xanadu Ph-1	Residential	Chennai	11.9	0.77	0.46	Q2
Brigade Villas	Residential	Mysore	15.0	0.49	0.34	Q4
Brigade Hebbal	Residential	Mysore	1.0	0.11	0.08	Q4
Brigade Pinnacle II	Residential	Mangalore	4.0	0.42	0.29	Q4
Residential Total			45.7	3.21	2.06	
Brigade Orchards C&R	Commercial	Bangalore	2.8	0.24	0.12	Q1
Brigade Southfields	Commercial	Bangalore	3.5	0.38	0.22	Q3
Commercial Sale Total			6.3	0.62	0.34	

Total 3.21 Mn sft (BEL Share 2.06 Mn sft) of Residential Projects and 0.62 Mn sft Commercial Sale Projects have been planned for launch in FY 2016-17

Projects to be Launched – FY 2016-17

Project		City	Land Area	Project Area	BEL Share	Launch Plan
			Acres	Mn sft	Mn sft	
WTC Kochi - Phase-2	Commercial-Lease	Cochin	2.5	0.39	0.39	Q1
Orion OMR	Retail	Bangalore	3.5	0.35	0.25	Q1
Brigade Brookfields	Commercial-Lease	Bangalore	8.5	1.00	0.50	Q2
GIFT City	Commercial-Lease	Gujarat	2.9	0.26	0.26	Q2
Brigade TR	Commercial-Lease	Bangalore	2.8	0.39	0.21	Q3
Brigade Senate	Commercial-Lease	Bangalore	2.1	0.30	0.16	Q4
Total Commercial & Retail			22.3	2.69	1.77	
Four Points by Sheraton	Hotel	Cochin	0.9	0.10	0.10	Q1
Holiday Inn Express, Metagalli	Hotel	Mysore	1.4	0.13	0.13	Q2
GIFT, Gujarat	Hotel	Gujarat	1.1	0.10	0.10	Q3
Hospitality Total			3.4	0.33	0.33	
Grand Total			77.7	6.85	4.50	

**Overall 6.85 Mn sft (BEL Share 4.50 Mn sft) of projects have been
Planned for launch in FY 2016-17**

Awards & Recognition

- **Brigade Exotica** won the ‘**Luxury apartment project of the Year**’ award at the **NDTV Property Awards 2015**.
- **Brigade** won the ‘**Developer of the year –Commercial**’ award for **Brigade Magnum** at the **Global Real Estate Brand Awards 2016**.
- **Mr. Om Ahuja- CEO Residential, Brigade Enterprises Ltd** won the ‘**Most Enterprising CEO of the Year**’ award at the **Global Real Estate Brand Awards 2016**.
- **Orion East Mall** won "**Retail Property of the Year-South**" at the **5th Indian Retail & e-Retail Awards 2016**

Annexure I

Project Details

Ongoing BEL Projects - Sales

Project	←=====Area in SFT=====→			Amount in Rs. Mn	
	Co's share	Sold	Unsold	Sales till date	Future Sales
Wisteria @ Brigade Meadows	4,41,020	3,04,820	1,36,200	1,264	586
Brigade Lakefront	14,14,366	9,49,800	4,64,566	5,788	2,924
Brigade Exotica-1 & 2	14,41,220	5,75,050	8,66,170	2,884	5,068
Brigade At No.7	1,02,975	36,520	66,455	381	678
Brigade Golden Triangle-1 & 2	6,79,310	6,54,520	24,790	2,938	121
Brigade Omega-A, B & C	5,84,730	4,38,000	1,46,730	2,197	832
Brigade Palmgrove	2,60,698	75,630	1,85,068	390	928
Brigade Pinnacle I	4,39,019	2,12,700	2,26,319	875	951
Brigade Altamount	2,11,690	1,95,210	16,480	884	79
Brigade Caladium	1,46,100	66,940	79,160	535	728
Brigade IRV Centre	2,20,606	1,13,410	1,07,196	622	697
Brigade Serenity	91,690	72,620	19,070	250	67
Brigade Symphony	5,15,510	2,11,170	3,04,340	834	1,251
Brigade Magnum	2,96,320	2,36,510	59,810	1,778	508
Brigade Northridge – Phase I	3,86,698	3,32,850	53,848	1,776	302
Brigade Mountview	4,26,160	78,220	3,47,940	376	1,635
Brigade Panorama	11,48,697	4,88,089	6,60,609	2,046	2,933
Brigade Atmosphere	2,48,311	19,780	2,28,531	111	1,279
Brigade Plumeria	11,34,010	1,49,390	9,84,620	633	4,135
Brigade Meadows Commercial	53,470	1,200	52,270	6	261
Brigade Nalapad Center	2,70,350	1,16,380	1,53,970	748	1,001
Brigade GT Signature Tower	4,27,392	57,740	3,69,652	307	2,033
Total	1,09,40,342	53,86,549	55,53,794	27,623	28,997

Ongoing SPV Projects - Sales

←=====Area in SFT=====→

Amount in Rs. Mn

Project	Saleable Area	Sold	Unsold	Sales till date	Future Sales
Brigade Cosmopolis Phase I	8,36,430	7,11,170	1,25,260	4,780	883
Brigade Cosmopolis Phase II	7,02,980	2,69,200	4,33,780	1,881	3,036
Brigade Orchards – Villas	4,69,045	1,79,185	2,89,860	1,147	2,029
Brigade Orchards – Aspen	2,88,480	2,86,470	2,010	833	6
Brigade Orchards – Banyan	2,98,080	2,76,450	21,630	845	69
Brigade Orchards – Cedar	5,34,720	2,67,180	2,67,540	1,140	1,231
Brigade Orchards – Deodar	6,26,508	3,60,350	2,66,158	1,491	1,224
Brigade Orchards – Parkside	2,01,835	1,45,130	56,705	624	250
Brigade Orchards – Juniper	7,02,467	1,24,380	5,78,087	534	2,457
Total SPVs	46,60,545	26,19,515	20,41,030	13,276	11,185

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	778	1,073	721	1,129
Brigade Lakefront	8,711	3,497	5,214	3,028	5,684
Brigade Exotica-1 & 2	7,951	2,539	5,412	2,316	5,636
Brigade At No.7	1,059	237	822	187	872
Brigade Golden Triangle-1 & 2	3,059	2,725	334	1,768	1,291
Brigade Omega-A, B & C	3,029	1,834	1,195	1,603	1,426
Brigade Palmgrove	1,318	296	1,022	212	1,106
Brigade Pinnacle I	1,826	763	1,063	593	1,233
Brigade Altamount	963	841	122	718	245
Brigade Caladium	1,264	442	822	372	891
Brigade IRV Centre	1,319	462	857	340	979
Brigade Serenity	317	194	123	205	112
Brigade Symphony	2,085	631	1,454	522	1,563
Brigade Magnum	2,286	1,588	698	1,420	866
Brigade Northridge – Phase I	2,077	792	1,285	672	1,405
Brigade Mountview	2,011	172	1,839	-	2,011
Brigade Panorama	4,979	456	4,524	-	4,979
Brigade Atmosphere	1,390	5	1,384	-	1,390
Brigade Plumeria	4,769	98	4,671	-	4,769
Brigade Meadows Commercial	268	2	266	-	268
Brigade Nalapad Center	1,749	748	1,001	462	1,287
Brigade GT Signature Tower	2,340	182	2,158	-	2,340
Total	56,620	19,282	37,338	15,139	41,480

Ongoing SPV Projects - Revenue



Amount in Rs. Mn

Project	Estimated Sales Value	Collected	To be collected	Revenue recognized	Rev to be recognized
Brigade Cosmopolis Phase I	5,664	3,356	2,307	3,235	2,429
Brigade Cosmopolis Phase II	4,918	679	4,238	648	4,269
Brigade Orchards – Villas	3,176	614	2,563	669	2,508
Brigade Orchards – Aspen	839	781	59	762	77
Brigade Orchards – Banyan	914	683	232	560	354
Brigade Orchards – Cedar	2,371	564	1,806	481	1,890
Brigade Orchards – Deodar	2,715	688	2,027	542	2,173
Brigade Orchards – Parkside	874	286	587	229	645
Brigade Orchards – Juniper	2,991	48	2,942	-	2,991
Total SPVs	24,461	7,700	16,762	7,126	17,336

Ongoing BEL Projects - Profitability

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	1,234	739	495	616	235	381
Brigade Lakefront	5,856	2,898	2,958	2,856	1,016	1,839
Brigade Exotica-1 & 2	5,289	3,784	1,505	2,662	573	2,089
Brigade At No.7	849	513	336	210	39	171
Brigade Golden Triangle-1 & 2	2,545	1,552	993	514	274	239
Brigade Omega-A, B & C	2,239	1,628	611	790	392	398
Brigade Palmgrove	1,143	629	514	176	32	144
Brigade Pinnacle I	1,542	1,068	474	284	87	197
Brigade Altamount	825	689	136	138	100	38
Brigade Caladium	860	673	187	404	98	305
Brigade IRV Centre	1,018	741	276	301	54	247
Brigade Serenity	235	205	30	82	52	29
Brigade Symphony	1,428	551	877	657	155	502
Brigade Magnum	1,391	1,284	106	895	533	362
Brigade Northridge – Phase I	1,621	622	998	457	144	312
Brigade Mountview	1,249	354	894	762	-	762
Brigade Panorama	4,184	773	3,411	795	-	795
Brigade Atmosphere	938	34	904	452	-	452
Brigade Plumeria	2,785	506	2,279	1,984	-	1,984
Brigade Meadows Commercial	176	90	86	91	-	91
Brigade Nalapad Center	1,438	888	551	311	80	231
Brigade GT Signature Tower	1,726	511	1,215	613	-	613
Total	40,572	20,734	19,837	16,048	3,864	12,183

Ongoing SPV Projects - Profitability

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	3,639	2,611	1,028	2,025	1,150	875
Brigade Cosmopolis Phase II	3,551	1,823	1,728	1,367	180	1,187
Brigade Orchards – Villas	2,717	1,873	844	459	69	390
Brigade Orchards – Aspen	975	892	83	-135	-136	0
Brigade Orchards – Banyan	1,012	673	339	-97	-100	3
Brigade Orchards – Cedar	1,848	856	992	523	91	432
Brigade Orchards – Deodar	1,897	747	1,150	818	144	674
Brigade Orchards – Parkside	707	323	385	166	42	124
Brigade Orchards – Juniper	2,127	388	1,739	863	-	863
Total SPVs	18,473	10,185	8,288	5,988	1,439	4,549

Capex Commitment



Amount in Rs. Mn

Projects	Estimated cost	Incurred	Balance	Loan Tied up
Brigade Orion East	1,300	1,282	18	500
Brigade Opus	1,625	881	744	1,000
Brigade Vantage Chennai	476	297	179	-
Brigade Bhuwalka Icon	1,117	749	368	-
Brigade Broadway	524	244	280	-
Total Commercial	5,042	3,453	1,589	1,500
Holiday Inn-Chennai*	1,220	1,090	130	550
Brigade Orchards Signature Club*	421	395	26	-
Grand Mercure, Mysore	1,030	813	217	500
Holiday Inn Express, Bangalore	1,000	365	635	-
Total Hospitality	3,671	2,663	1,008	1,050
Grand Total	8,713	6,116	2,597	2,550

* Through SPV

Annexure II

Standalone Financials

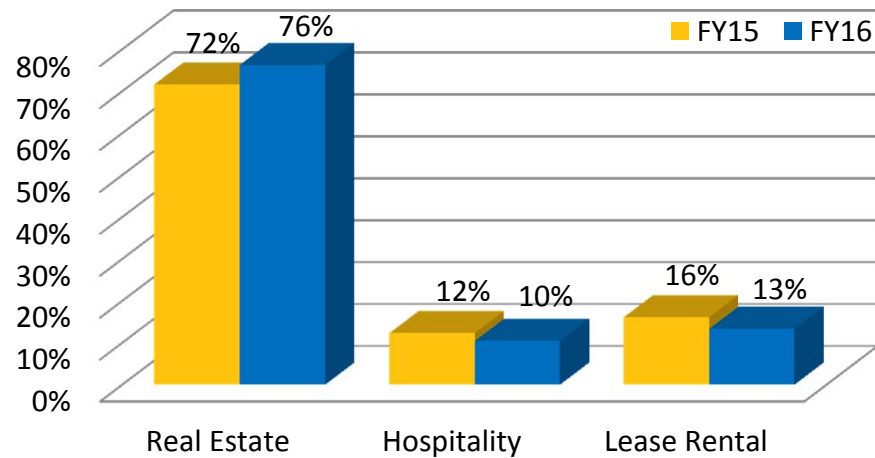
Standalone Financials - Snapshot

Amount in Rs. Mn

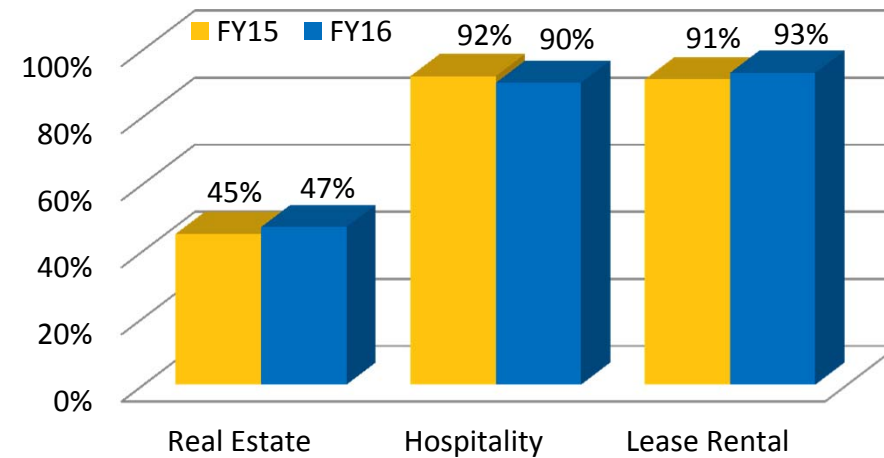
Particulars	FY 2016	FY 2015	FY16 on FY15 (% Inc)	Q4 FY16	Q3 FY16	Q4 FY15	Q4 FY16 on Q3 FY16 (% Inc)	Q4 FY16 on Q4 FY15 (% Inc)
Turnover	13,013	10,080	29%	3,233	3,737	3,070	-14%	5%
EBITDA	4,551	3,153	44%	1,100	1,208	986	-9%	12%
Interest	1,468	1,146	28%	395	361	323	9%	22%
Profit after Int	3,082	2,007	54%	705	848	663	-17%	6%
Depreciation	980	920	7%	303	230	191	32%	59%
PBT	2,103	1,087	93%	402	618	472	-35%	-15%
Tax	639	387	65%	121	165	175	-27%	-31%
PAT	1,464	700	109%	282	452	297	-38%	-5%
EBITDA/Revenue	35.0%	31.3%		34.0%	32.3%	32.1%		
PBT/Revenue	16.2%	10.8%		12.4%	16.5%	15.4%		
PAT/Revenue	11.2%	6.9%		8.7%	12.1%	9.7%		

Standalone Segment Trend

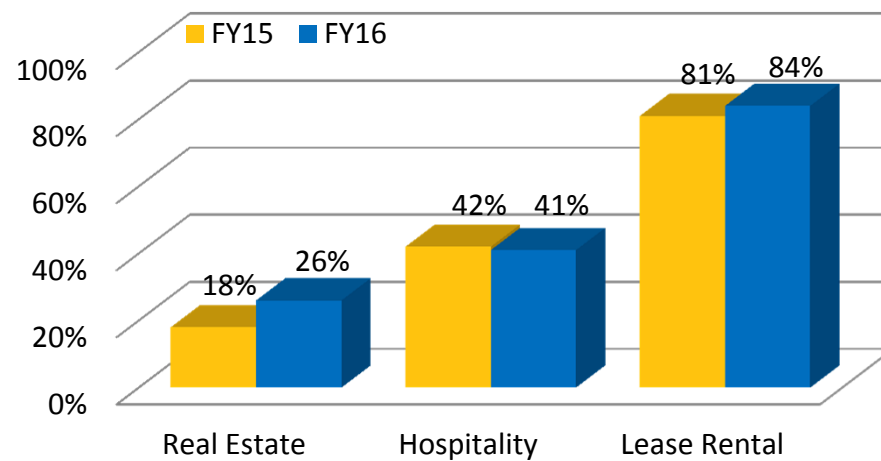
Segment Revenue as % of Total Revenue



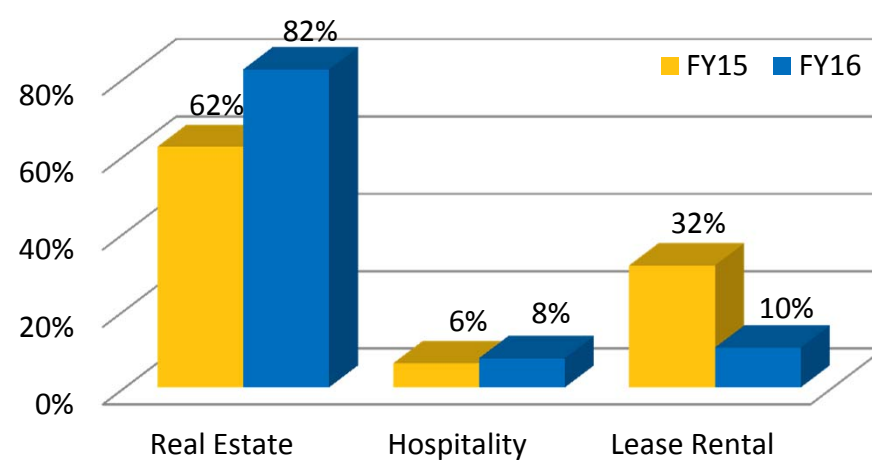
Segment Gross Margin



Segment EBITDA Margin



Segment PBT as % of Total PBT



Standalone Segment Profit Analysis

Particulars	12 Months ending Mar 2016			Amount in Rs. Mn
	Real Estate	Hospitality	Lease Rental	Total
Revenue	9,925	1,354	1,734	13,014
<i>as % of Total</i>	76%	10%	13%	100%
Expenses	5,225	135	121	5,482
Gross profit	4,700	1,219	1,613	7,532
<i>Gross profit Margin %</i>	47%	90%	93%	58%
Admin Expenses	824	354	82	1,261
Selling Cost	545	61	42	649
Employee cost	787	248	36	1,071
EBIDTA	2,543	556	1,452	4,551
<i>EBIDTA / Revenue %</i>	26%	41%	84%	35%
Interest	786	130	553	1,468
Profit after interest	1,757	426	900	3,083
Depreciation	30	267	683	980
PBT	1,728	159	217	2,103
<i>PBT / Revenue %</i>	17%	12%	12%	16%
Income Tax				639
PAT				1,464

Thank you

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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.