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

BRIGADE
Building Positive Experiences

Ref: BEL/NSEBSE/IM/16032021

16th March, 2021

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.: Disclosure pursuant to Regulation 30 and 46 of the Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015

Pursuant to Regulation 30 and 46 and other applicable Regulations of the Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015, please find enclosed investor presentation of the Company. Further, the schedule of the Analyst/ Institutional Investors meetings are as follows:

Date	Name of the Investor	Type of Meeting	Mode of Meeting
Wednesday, 17th March, 2021	• Ashmore • Birla Mutual Fund • Franklin Templeton • ICICI Prudential Mutual Fund	One on One	Virtual

Kindly take the same on your records.

Thanking You,

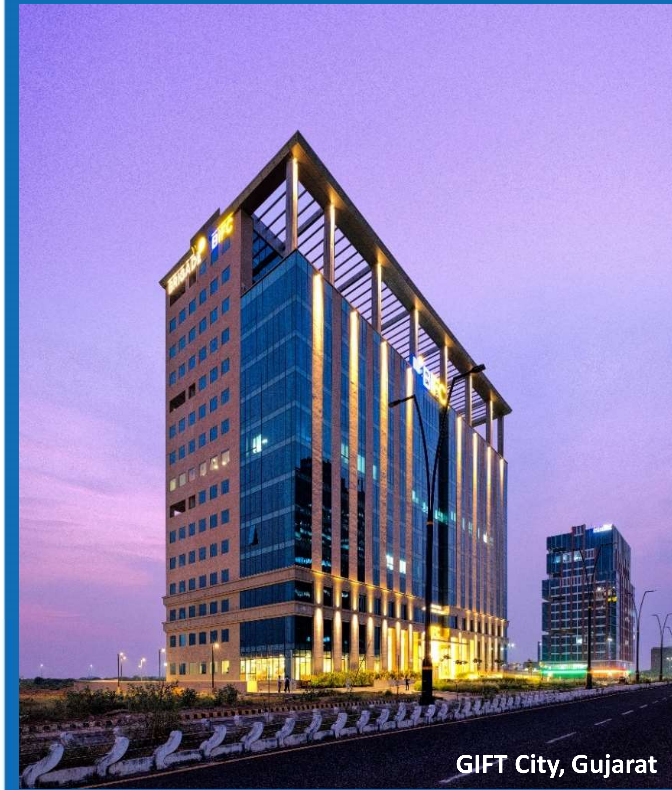
Yours faithfully,

For Brigade Enterprises Limited

P. Om Prakash
Company Secretary & Compliance Officer

Encl: as above

World Trade Center, Chennai



GIFT City, Gujarat

BRIGADE ENTERPRISES LIMITED

INVESTOR PRESENTATION

(CIN: L85110KA1995PLC019126)

BRIGADE

Great Place To Work® Certified JAN 2020-DEC 2020 INDIA

Brigade – A brand that puts values first

Who we are

- A prominent property developer in South Indian real estate market Close to **three decades** of experience
- Reputation of developing **Grade A properties**
- Business Portfolio of **Residential**, **Lease Rentals** and **Hospitality** projects
- Consistent **EBITDA margin** of **~26%-28%** for the past five years
- Ranked amongst the **100 Best Places to Work in India** for **ten** consecutive years by **GPTW Institute**

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, without compromising on our values, for the **benefit of all our stakeholders**
- **Core Values:**
  QC-First – Quality, **C**ustomer Centricity, **F**air, **I**nnovative, **R**esponsible **S**ocially, **T**rustworthy

Our presence

Segments highlights and share of business by revenue

BRIGADE

Real Estate – On Sale Basis

- Achieved an quarterly sales of ~ **1.53 Mn sft** with a sale value of **INR 9,232 Mn in Q3FY21**
- Real estate sales are up **60%** from previous quarter by sale value in **Q3FY21**

Lease Rentals

- Rental collection stands at **~99%** in office portfolio as on December 31, 2020.
- Gradual **increase** in **re-occupancy** in **operational portfolio**.
- Witnessing **higher tenant occupancy** in the malls.
- With the EOSS* and multiplex cum family entertainment formats being allowed to operate with full capacity# ,footfalls and subsequent consumption expected to increase

Hospitality

- Increase in average occupancy **to 27% in Q3 FY21 vis-a-vis 15%** in **Q2 FY21**
- **Gross operating Margin of INR 41 Mn** recorded in last quarter**. GOP Margin** stood at **16% vis-à-vis (45%)** last quarter
- Holiday Inn Express & Suites, Bengaluru OMR started operations with 129 keys & has achieved 26% occupancy

*EOSS – End of Season Sale
Subject to changing regulation

Highlights: Real Estate - Q3 FY21

- Achieved all time high pre-sales of ~**1.53 Mn sft** in Q3 FY21

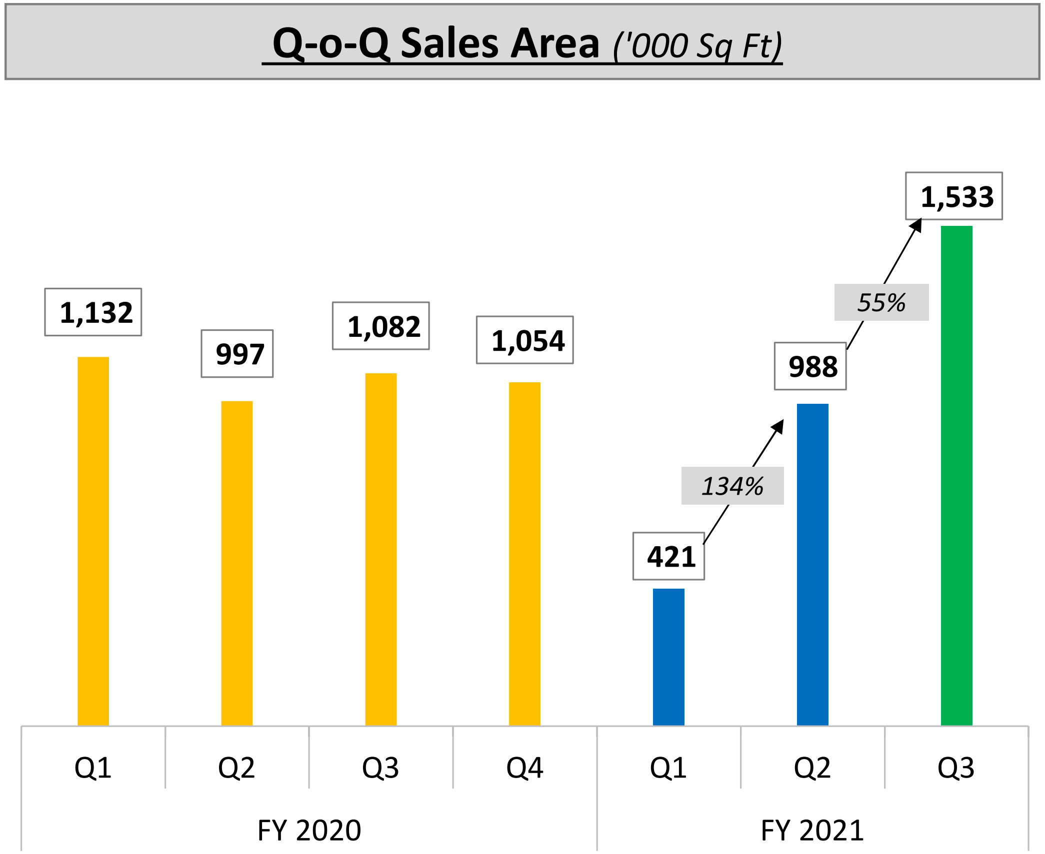
- Real estate sale is 60% up from the previous quarter by value

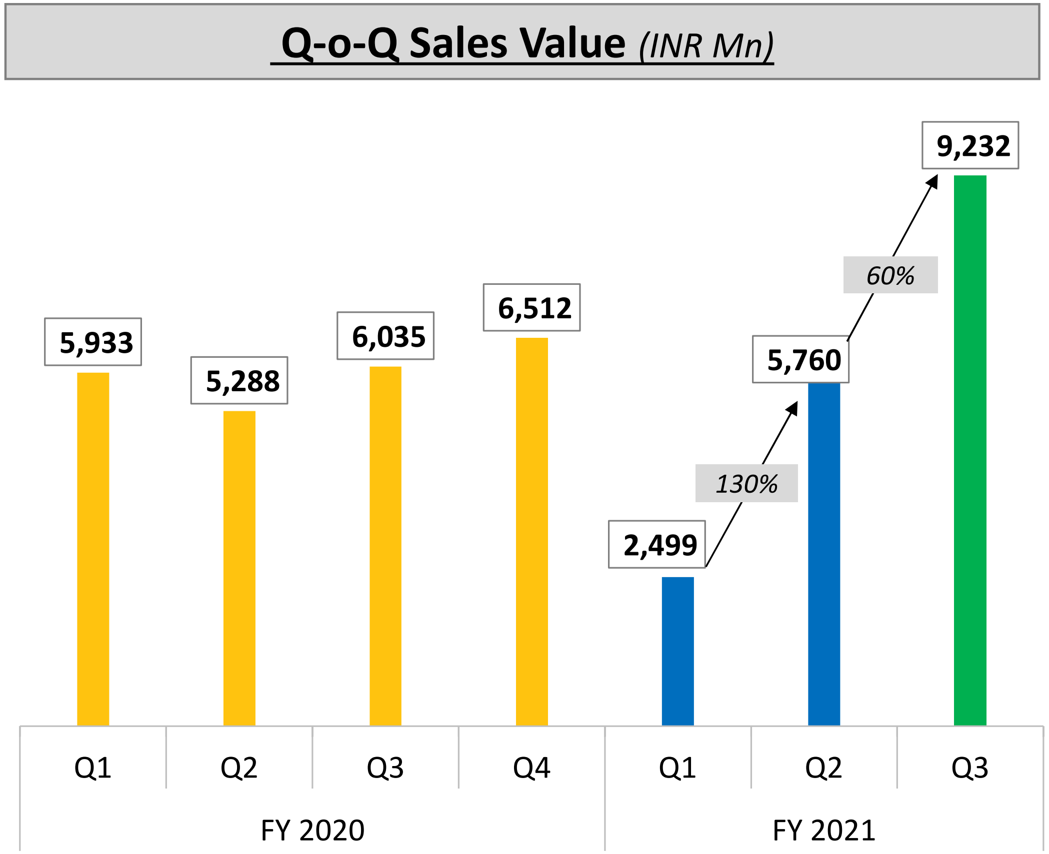
- Average realisation at INR **6,022 per sft** in Q3 FY21

- **Sales realization increased by 3%** from previous quarter

Actual shot at Brigade Buena Vista

Sales Performance – Real Estate





Achieved pre-sales of ~1.53 Mn sft in Q3 FY21

Group Sales Snapshot

BRIGADE

	Quarterly					Nine Months		
Particulars	**Q3 FY21**	**Q2 FY21**	**Q3 FY20**	**Q3 FY21 on Q2 FY21**	**Q3 FY21 on Q3 FY20**	**9M FY21**	**9M FY20**	**9M FY21 on 9M FY20**
Area Sales ('000 sft)								
Residential	1,478	970	979	*52%*	*51%*	2,842	3,032	*(6%)*
Commercial	55	18	103	*205%*	*(47%)*	100	179	*(44%)*
Total	**1,533**	**988**	**1,082**	***55%***	***42%***	**2,942**	**3,211**	***(8%)***
Sale Value (INR Mn)								
Residential	8,793	5,656	5,157	*55%*	*71%*	16,682	15,714	*6%*
Commercial	439	104	878	*322%*	*(50%)*	809	1,542	*(48%)*
Total	**9,232**	**5,760**	**6,035**	***60%***	***53%***	**17,491**	**17,256**	***1%***
Realization *(INR/sft)*	**6,022**	**5,833**	**5,580**	***3%***	***8%***	**5,945**	**5,375**	***11%***

Our Leasing Portfolio

BRIGADE

Operating Assets
Brigade Tech Gardens Phase 1
WTC Bangalore
Brigade Opus
Brigade Bhuwalka Icon
WTC Kochi
Brigade Financial Centre, Gift City
Orion Gateway
Orion Uptown
Orion Avenue (BEL Share)
Brigade Vantage, Chennai

Under Construction
Brigade Tech Gardens Phase 2
WTC Chennai
Brigade Southfields
Brigade Twin Towers

Hospitality performance improving but remains subdued

- **Occupancy** has improved to **27%** in Q3 FY21 from **15%** in Q2 FY21
- **Gross Operating Profit of INR 41 Mn** recorded in Q3 FY 21. **GOP Margin** stood at **16%** in Q3 FY21 vis-à-vis **(45%)** previous quarter
- Holiday Inn Express & Suites, Bengaluru OMR started operations with 129 keys & has achieved 26% occupancy during the quarter
- **Availed ECLGS* facility** from banks to fund the cash flow mismatch, support of parent company is reduced to that extent
- **Removal of restrictions** on meetings, banquets and swimming pools will further boost F&B, rooms and other businesses


Actual shot at Sheraton Hotel, Brigade Gateway

Positive GOPs in most hotels due to continued monitoring of operating costs

*Emergency Credit Line Guarantee Scheme

Consolidated Financials: Snapshot

(INR Mn)

Particulars	9M FY21	9M FY20	9M FY21 on 9M FY20	Q3 FY 21	Q2 FY 21	Q3 FY 20	Q3 FY 21 on Q2 FY 21	Q3 FY 21 on Q3 FY 20
Revenue	11,895	20,372	*(42%)*	6,537	3,221	5,686	*103%*	*15%*
EBITDA	3,140	5,691	*(45%)*	1,575	986	1,719	*60%*	*(8%)*
Finance costs	2,568	2,598	*(1%)*	856	821	863	*4%*	*(1%)*
Profit before depreciation	571	3,092	*(82%)*	719	165	857	*336%*	*(16%)*
Depreciation	1,709	1,357	*26%*	591	562	501	*5%*	*18%*
Profit before share from Associate & Exceptional item	(1,137)	1,735	*(166%)*	127	(397)	356	*(132%)*	*(64%)*
Add: Profit from Associate	21	16	*27%*	6	5	5	*26%*	*31%*
Less: Exceptional Item	400	-	-	400	-	-	-	-
PBT	(1,516)	1,751	*(187%)*	(267)	(392)	360	*(32%)*	*(174%)*
Tax charge / (credit)	(357)	501	*(171%)*	(52)	(86)	(49)	*(39%)*	*6%*
PAT	(1,160)	1,250	*(193%)*	(215)	(306)	409	*(30%)*	*(152%)*
PAT after MI	(859)	1,279	*(167%)*	(161)	(171)	493	*(6%)*	*(133%)*
EBITDA/Revenue	*26%*	*28%*		*24%*	*31%*	*30%*		
PBT/Revenue	*(13%)*	*9%*		*(4%)*	*(12%)*	*6%*		
PAT/Revenue	*(10%)*	*6%*		*(3%)*	*(10%)*	*7%*		

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

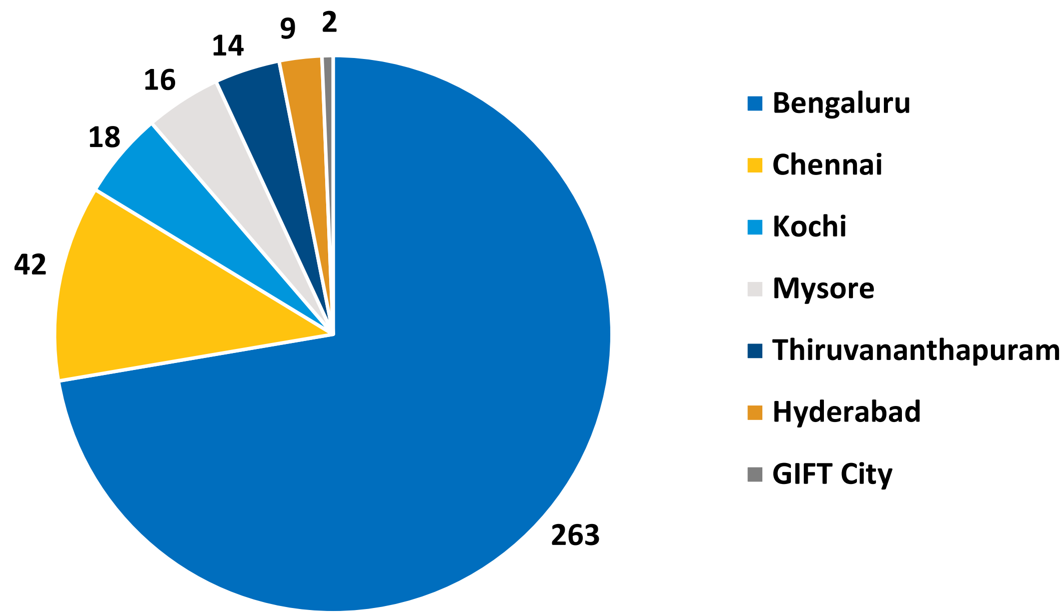
Consolidated Bank Debt Profile

(INR Mn)

Particulars	As on Dec-20	As on Sept-20	As on Dec-19
Real Estate	**6,084**	**7,495**	**6,975**
Hospitality	**5,738**	**5,575**	**5,387**
GOP Securitised	4,257	4,302	4,173
Capex	1,481	1,273	1,214
Leasing	**31,169**	**30,341**	**25,800**
Securitised Lease Rental	17,193	17,010	12,417
Capex	13,976	13,330	13,383
Less: Cash & Cash Equivalents	**4,852**	**5,133**	**3,980**
Net Debt	**38,139**	**38,277**	**34,182**
Less: SPV Partner's share of debt	**8,660**	**8,367**	**6,337**
Exposure of BEL	**29,479**	**29,910**	**27,845**
Cost of Debt (Consolidated)	**9.00%**	**9.23%**	**9.62%**
Credit Rating	**CRISIL "A"; ICRA "A"**	**CRISIL "A"; ICRA "A"**	**CRISIL "A"; ICRA "A"**

Brigade's Land Bank

Land Area (in acres) as on 31st December 20

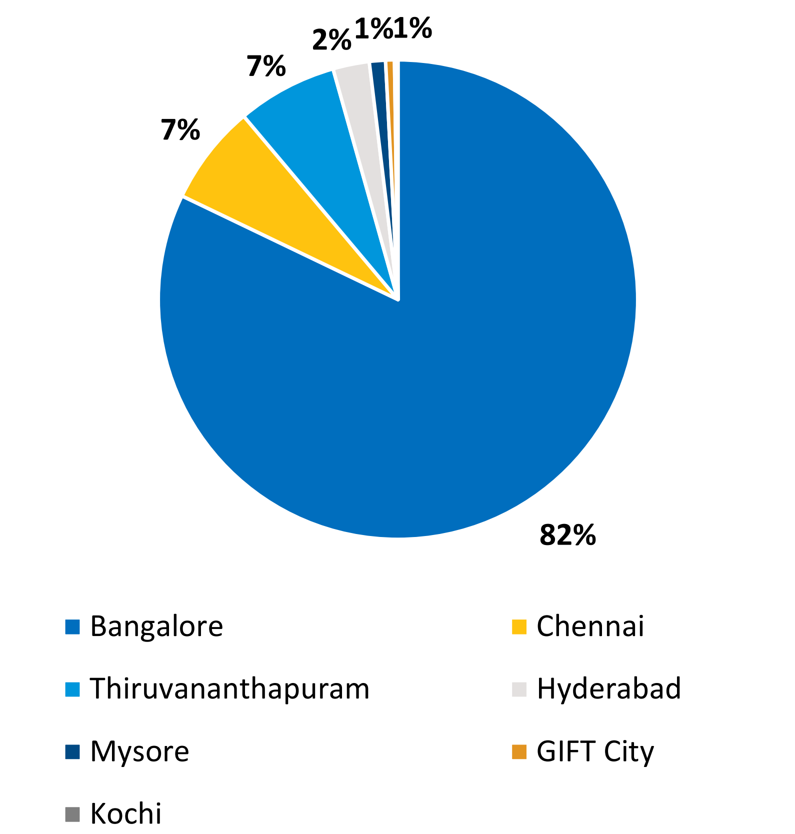


Total Land Area (Acres)
364

Developable Area Details

Location	Project Area in Mn sft	BEL Share in Mn sft
Bangalore	47.06	36.26
Chennai	5.40	2.98
Thiruvananthapuram	2.99	2.99
Hyderabad	1.68	1.08
Mysore	0.69	0.48
GIFT City	0.26	0.26
Kochi	0.10	0.10
Total	**58.18**	**44.15**

Project Area: Location



Awards and Accolades

12th Realty Conclave & Excellence Awards

Brigade Group

Developer of the Year – Residential

Brigade Tech Gardens

Commercial Project of the Year

Awards and Accolades

REMAX Estate Awards

Brigade Utopia

Smart Project of the Year – Residential (National)

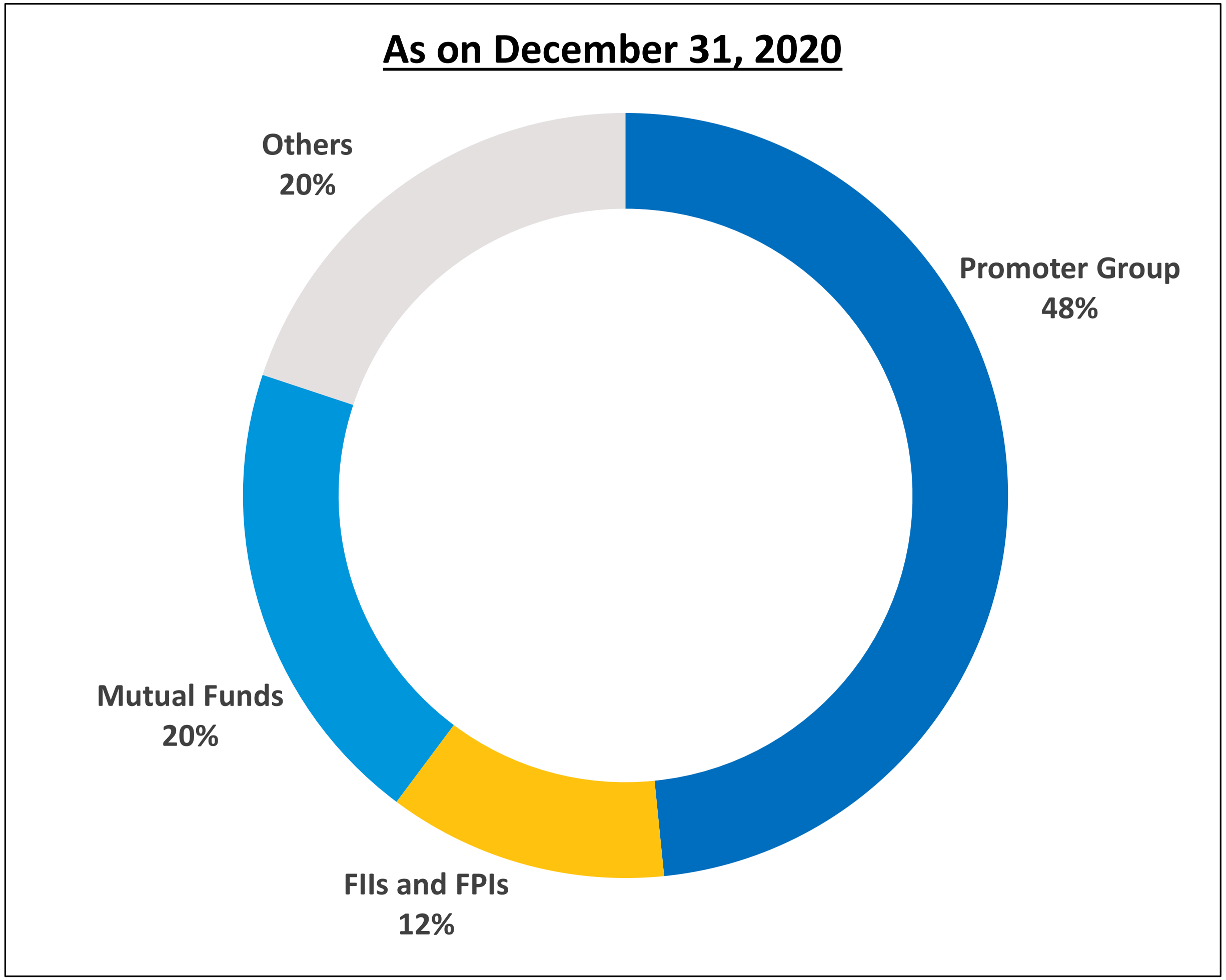
Brigade Tech Gardens

Commercial property of the year (South)

Brigade Orion Mall @ Gateway

Retail Property of the year – 1 to 10 Lac Sqft (South)

Shareholding Pattern



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 Officer*

Dr. Venkatesh Panchapagesan

Independent 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 Sate 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 Residential Projects

Artist's impression of Brigade Orchards, Kino


Artist's impression of Brigade Citadel

Ongoing Commercial Projects

Artist's impression of Brigade Senate

Artist's impression of Brigade Deccan Heights

Completed Projects

Brigade Signature Towers

Arcade, Brigade Orchards

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

Brigade Enterprises Limited

29th & 30th Floor, World Trade Center
Brigade Gateway Campus, Dr Rajkumar Road,
Malleswaram-Rajajinagar, Bangalore 560055
Email:investors@brigadegroup.com
(CIN: L85110KA1995PLC019126)

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