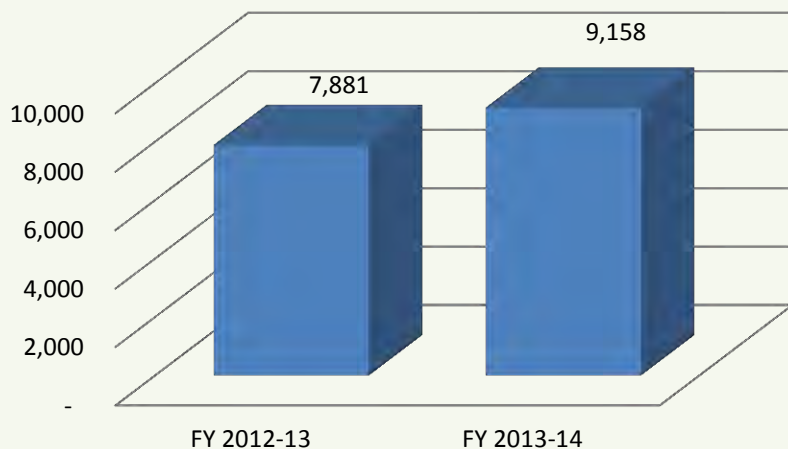




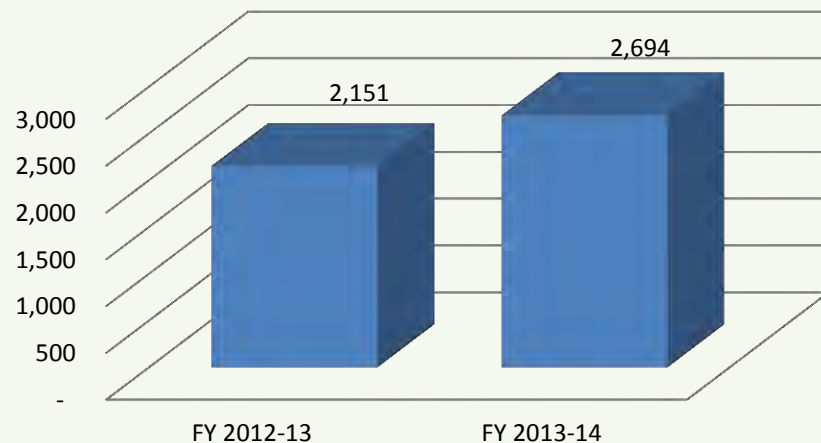
BRIGADE GROUP INVESTOR PRESENTATION MARCH 2014

Financials - Snapshot

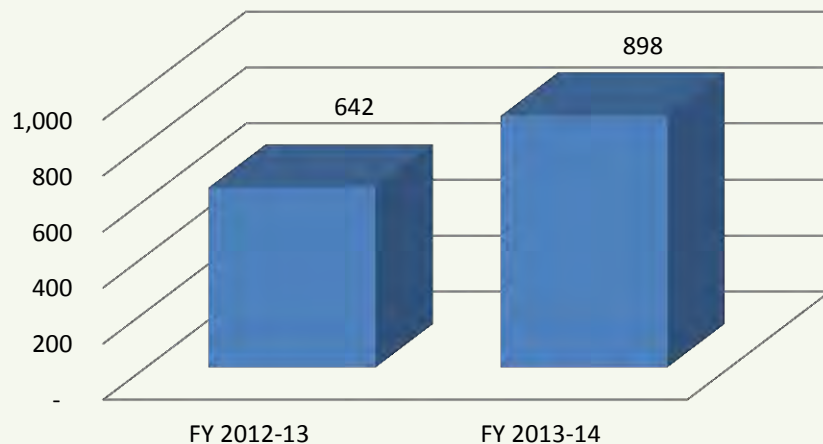
Turnover



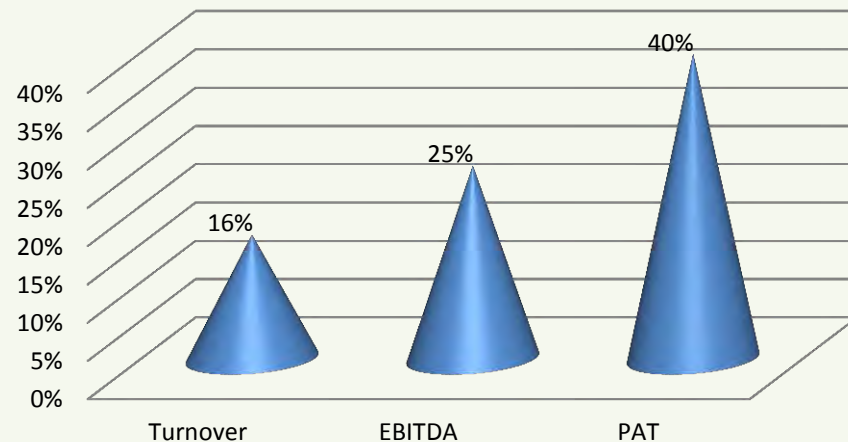
EBITDA



PAT



Growth %



Financials - Snapshot

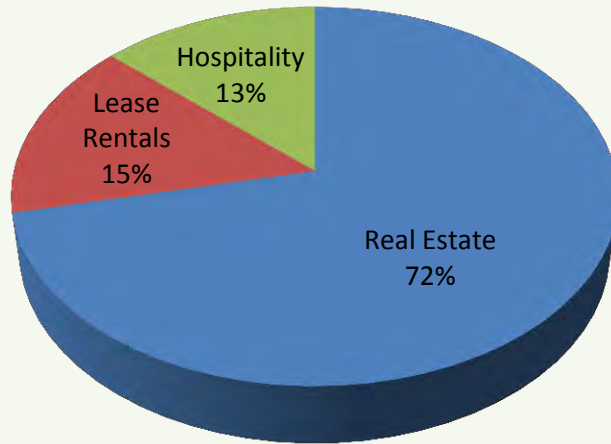
All Amounts in Rs. Mn

Particulars	Q4 -14	Q3-14	Q4-13	FY 2014	FY 2013	Q4 14 on Q3 14	Q4 14 on Q4 13	FY 2014 on FY 2013
Turnover	3,942	1,835	2,994	9,158	7,881	115%	32%	16%
EBIDTA	975	657	721	2,694	2,151	49%	35%	25%
Interest	124	191	195	688	829	-35%	-36%	-17%
Profit after Interest	851	466	526	2,006	1,323	83%	62%	52%
Depreciation	197	200	187	777	722	-2%	5%	8%
PBT	655	266	339	1,230	600	146%	93%	105%
Tax	167	117	55	332	(42)	38%	195%	-884%
PAT	492	149	284	898	642	231%	73%	40%
EBIDTA/Sales	25%	36%	24%	29%	27%			
PBT/Sales	17%	14%	11%	13%	8%			
PAT/Sales	12%	8%	9%	10%	8%			

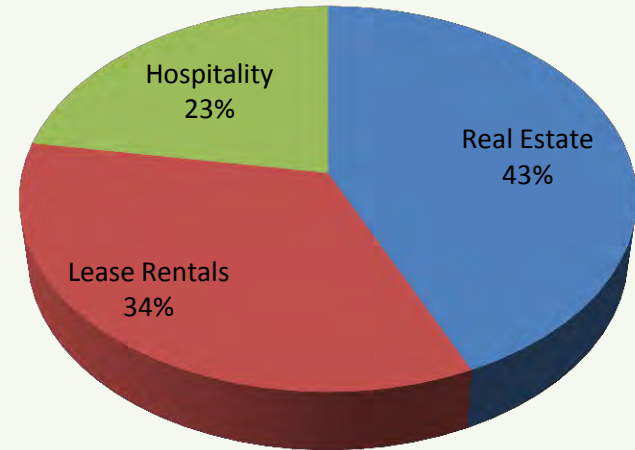


Segment Profit Analysis – FY 2013-14

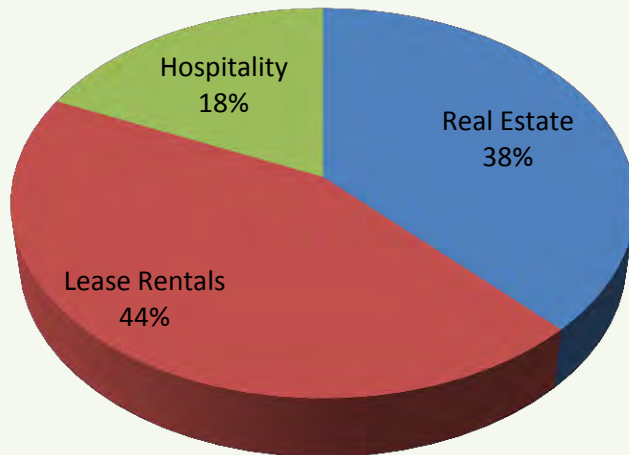
Contribution to Total Revenue



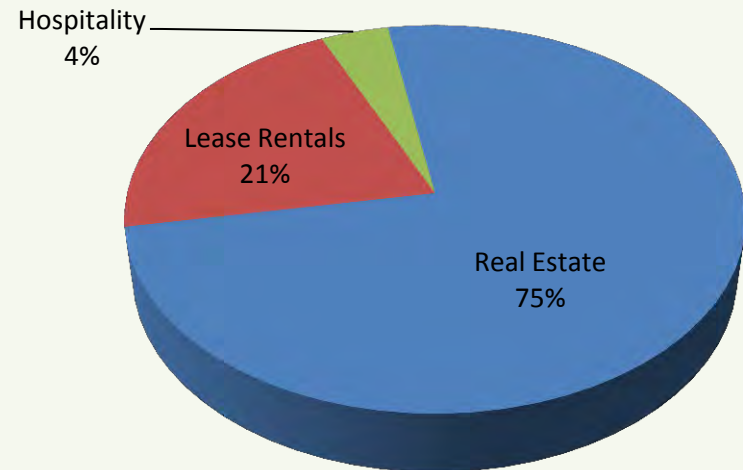
Contribution to Total Gross Profit



Contribution to Total EBITDA



Contribution to Total PBT





Segment Profit Analysis – FY 2013-14

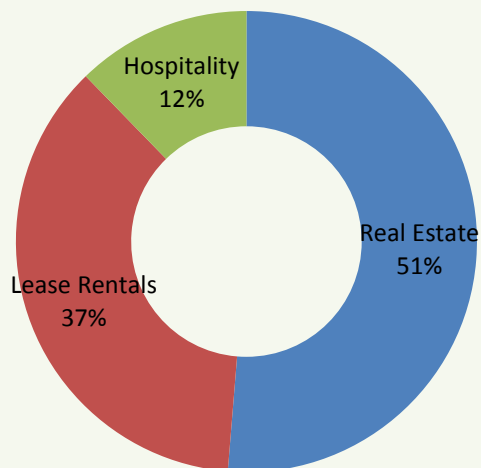
All Amounts in Rs. Mn

Particulars	Real Estate	Hospitality	Lease rentals	Total
Revenue	6,548	1,211	1,400	9,159
Expenses	4,853	331	55	5,239
Gross profit	1,696	880	1,345	3,920
Admin Expenses	290	178	128	597
Employee cost	397	209	23	629
EBIDTA	1,008	492	1,194	2,694
<i>EBIDTA / Revenue %</i>	<i>15%</i>	<i>41%</i>	<i>85%</i>	<i>29%</i>
Interest	39	170	479	688
Profit after interest	969	323	714	2,006
Depreciation	51	272	453	777
PBT	919	50	261	1,230
<i>PBT / Revenue %</i>	<i>14%</i>	<i>4%</i>	<i>19%</i>	<i>13%</i>
Income Tax				332
PAT				898

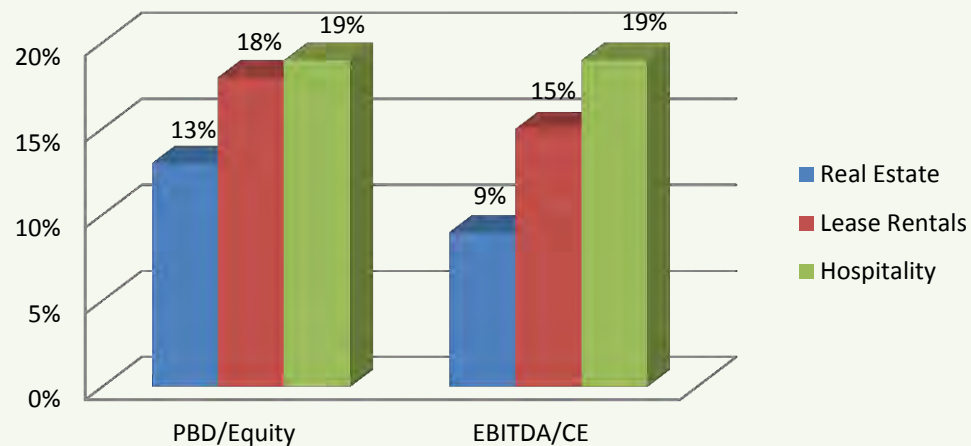
Deployment of Funds



Capital Employed



Profitability Ratios

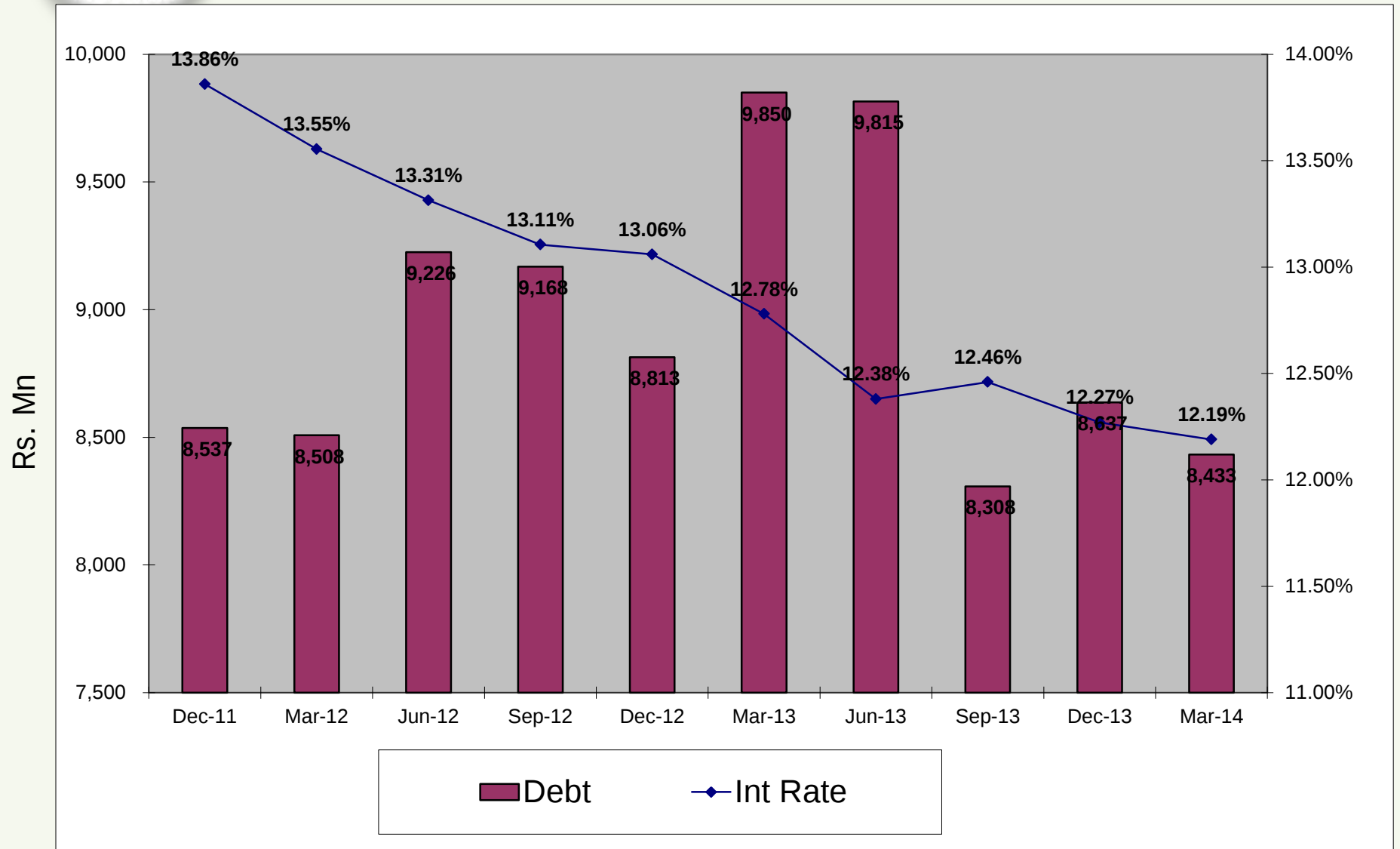


Figures as on Mar 2014; Amounts are in Rs. Mn

Segment	Equity	Debt	Capital Employed	D/E Ratio	PBD/Equity %	EBITDA/CE %
Real Estate	7,187	3,668	10,854	0.51	13%	9%
Hospitality	1,727	870	2,597	0.50	19%	19%
Lease Rental	3,816	3,895	7,711	1.02	18%	15%
Total	12,730	8,433	21,163	0.66	16%	13%
Less: Cash Balance		655				
Net Debt		7,778				

Ratios are annualised; PBD = Profit Before Depreciation & Tax (After Interest)

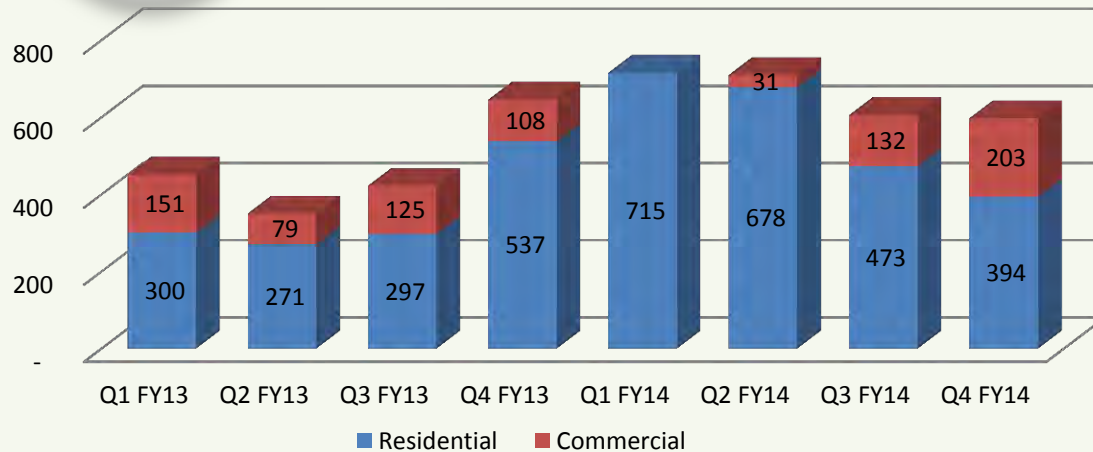
Debt and cost movement up to Mar 14



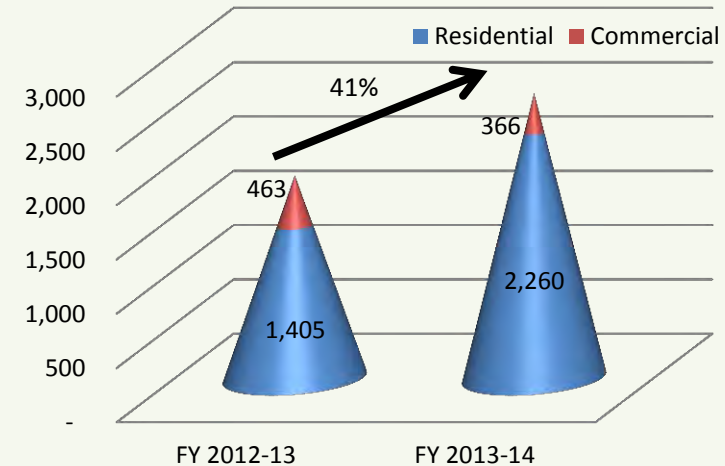


2013-14 Sales Analysis - Volume

Quarterly Sales



Annual Growth



All figures are in sft '000

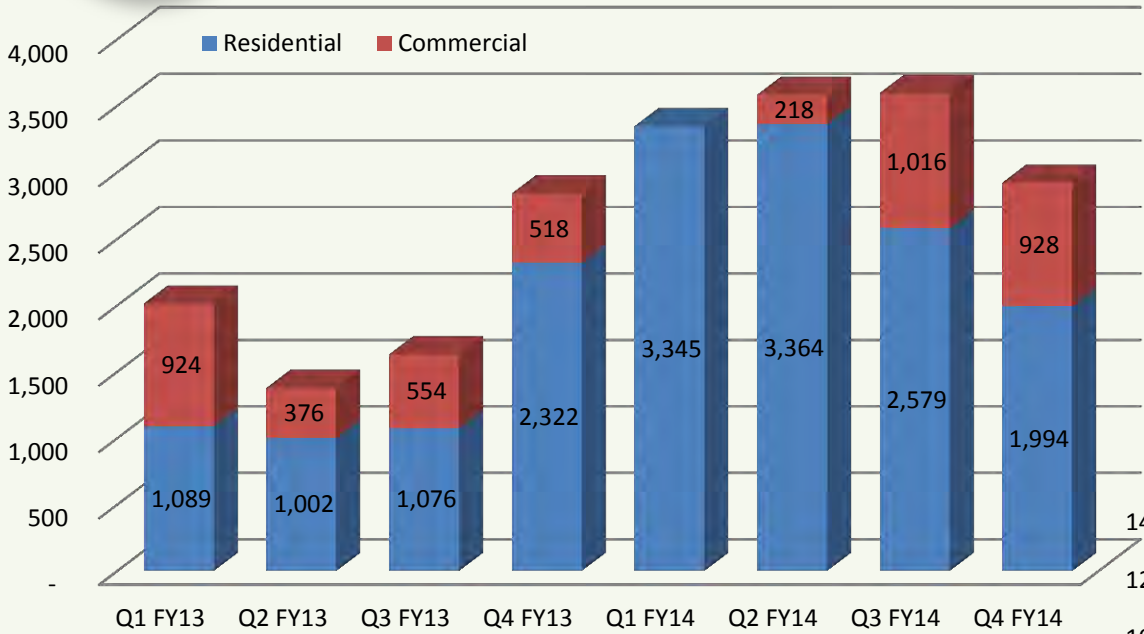
	Q1 FY13	Q2 FY13	Q3 FY13	Q4 FY13	FY 2013	Q1 FY14	Q2 FY14	Q3 FY14	Q4 FY14	FY 2014
Residential	300	271	297	537	1,405	715	678	473	394	2,260
Commercial	151	79	125	108	463		31	132	203	366
Total	451	350	422	645	1,868	715	709	605	597	2,626

Total Sales Volume for FY 2013-14 - 2.62 Million sft



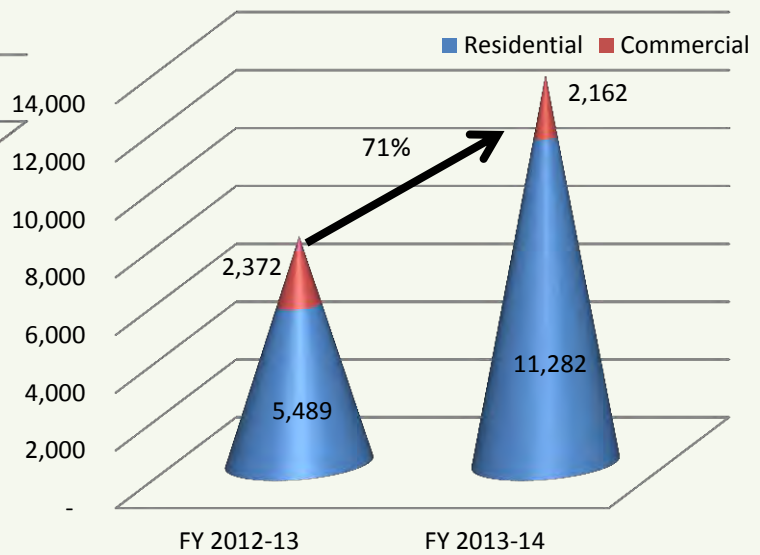
2013-14 Sales Analysis - Value

Quarterly Sales



All Amounts in Rs. Mn

Annual Growth





2013-14 Sales Analysis - Value

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

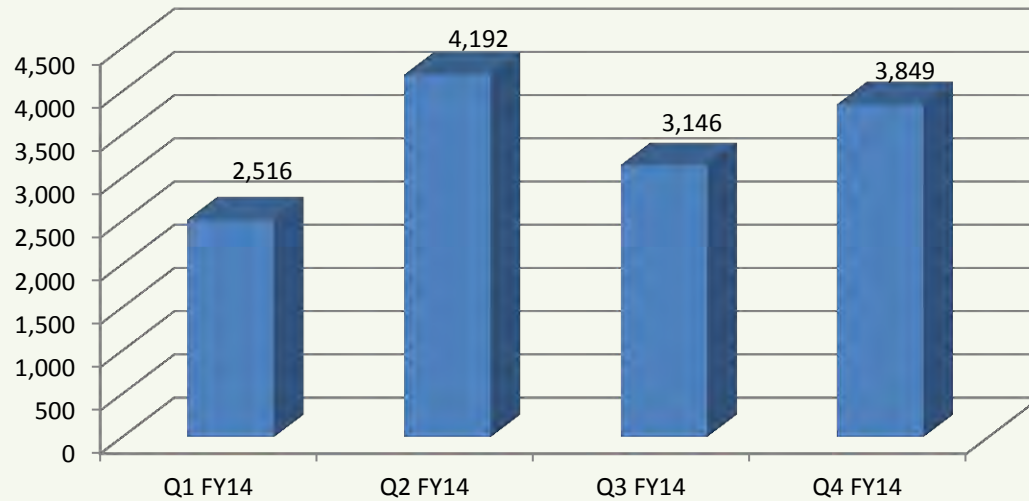
	Q1 FY13	Q2 FY13	Q3 FY13	Q4 FY13	Q1 FY14	Q2 FY14	Q3 FY14	Q4 FY14	FY 2013	FY 2014
Residential	1,089	1,002	1,076	2,322	3,345	3,364	2,579	1,994	5,489	11,282
Commercial	924	376	554	518	-	218	1,016	928	2,372	2,162
Total	2,013	1,378	1,630	2,840	3,345	3,582	3,595	2,922	7,861	13,444
Avg Rate/SFT	4,464	3,937	3,863	4,406	4,678	5,050	5,946	4,892	4,209	5,119
% Increase in Ave Rate		-12%	-2%	14%	6%	8%	18%	-18%		22%

Total Sales Value for FY 2013-14 - Rs. 13.44 Billion



2013-14 – Robust Collections

Collections - FY 2013-14



All Amounts in Rs. Mn

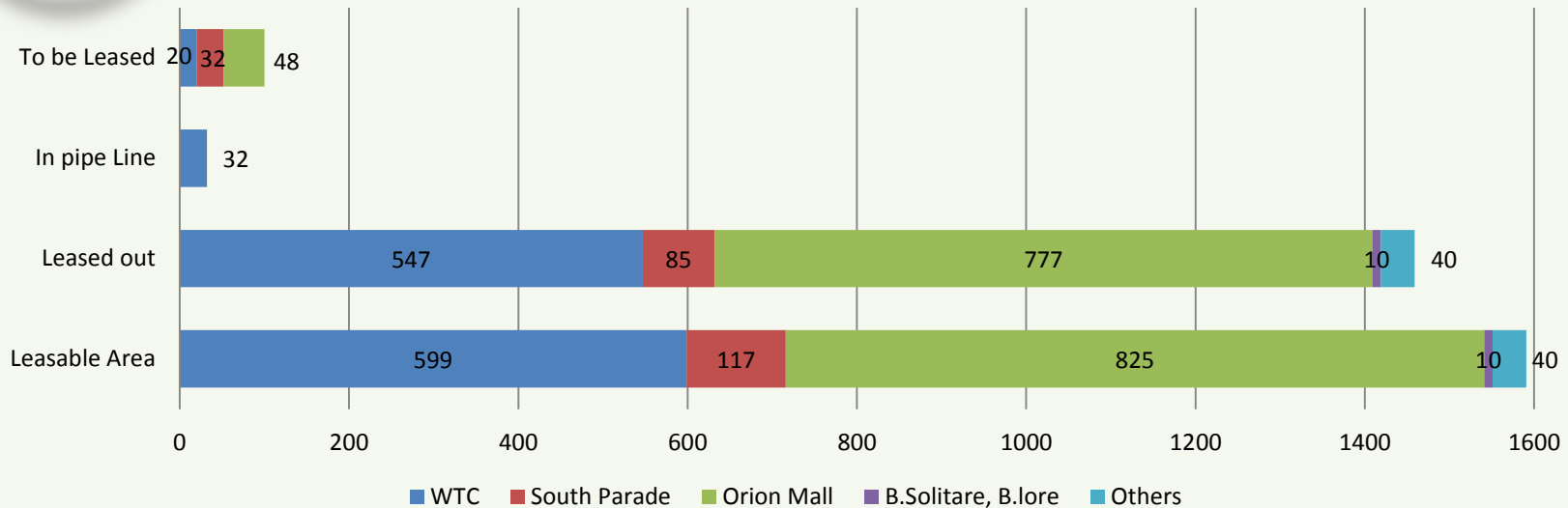
Particulars	Q1	Q2	Q3	Q4	FY 2013-14
Collections	2,516	4,192	3,146	3,849	13,703

Hospitality

	<u>GRAND MERCURE</u>		<u>SHERATON</u>	
Details	FY 2013-14	FY 2012-13	FY 2013-14	FY 2012-13
No of Keys	126	126	230	230
Occupancy	86%	82%	75%	63%
ARR (Rs.)	6,558	6,682	7,633	7,603
GOP	50.7%	51.0%	40.8%	33.4%



Lease position - March 2014



Area in '000 Sft

Project	Leasable Area	Leased out	In pipe Line	To be Leased
WTC Bangalore	599	547	32	20
Brigade South Parade	117	85	-	32
Orion Mall at Brigade Gateway	825	777	-	48
Brigade Solitaire	10	10	-	-
Others	40	40	-	-
Total	1,591	1,459	32	100



Synopsis of Ongoing Projects Mar 2014

Particulars	Ongoing Projects	Stock Sales	Total
	In Mn. Sft		
Total super built-up area of launched project on sale basis	8.92	0.10	9.02
Less: LO Share	1.93		1.93
Co share of saleable area	6.99	0.10	7.10
Sold till date	3.77		3.77
To be sold	3.22	0.10	3.33
	Rs. In Mn		
Estimated Sale value	33,925	891	34,815
Value of Sold units	15,862		15,862
Value of unsold units	18,062	891	18,953
Collection till date on sold units	9,270		9,270
Balance collection for the projects (including unsold units)-A	24,655	891	25,545

Synopsis of Ongoing Projects-Continued

Particulars	Ongoing Projects	Stock Sales	Total
	Rs. In Mn		
Revenue Recognised till date	5,722		5,722
Revenue to be Recognised (including unsold units)	28,203	891	29,093
Estimated cost for the projects (including Land/NRD)	22,975	449	23,424
Cost incurred till date	7,773	449	8,222
Balance cost to be incurred to finish the project-B	15,202	-	15,202
Estimated Profit for the projects	10,950	441	11,391
Profit recognised till date	1,551		1,551
Profit to be recognised (including unsold units)	9,399	441	9,840
Present Borrowings-C	3,668		3,668
Operating Cash Flows-D=(A-B-C)	5,785	891	6,675
Period of realization	3 years	6 months	

Ongoing Project Summary



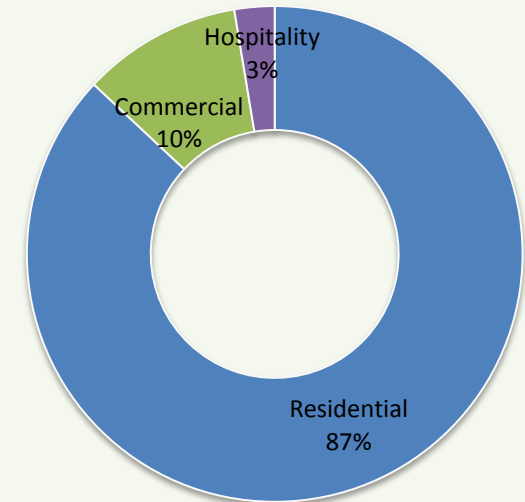
As on March 2014

Area in '000 SFT

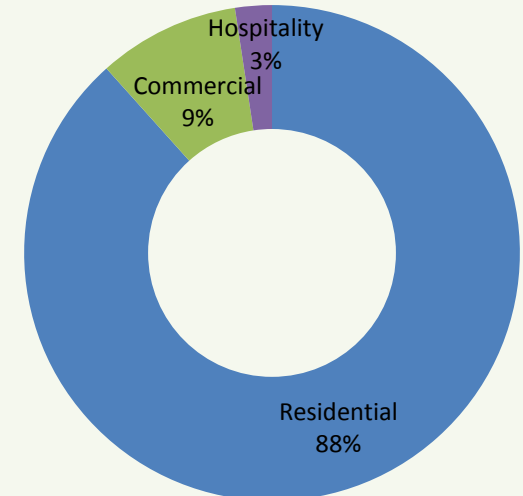
Projects	Project Area	LO/JV share	Co Share
Residential projects	8,921	1,928	6,993
Brigade Orchards *	1,355	677	677
Brigade Cosmopolis *	804	394	410
Total Residential	11,080	3,000	8,081
Brigade Nalapad Centre	461	230	230
Brigade Orion East	253	116	137
Brigade Vantage, Mysore	131	66	66
Brigade Vantage Chennai	133	66	66
Brigade Info Park, Kochi	347	-	347
Total Commercial	1,325	479	846
Holiday Inn-Chennai	229	114	114
Mercure, Mysore	105	-	105
Total Hospitality	333	114	219
Grand Total	12,738	3,593	9,146

* Through SPV

Total Project Area



Company Share Project Area





Completed Projects – Stock & Sales

As on March 2014

Amounts in Rs. Mn

Completed Projects	Stock (SFT)	Current rate (INR/SFT)	Estimated sale value	Estimated profit
Brigade Metropolis	7,000	6,000	42	26
Brigade Metropolis Arcade	2,210	6,000	13	8
Brigade Crescent	12,730	14,000	178	78
Brigade Sonata	13,230	14,000	185	89
Brigade Horizon	1,480	4,010	6	2
Brigade Sparkle	6,370	3,524	22	10
Brigade Rubix	59,140	7,500	444	227
Total - Completed	102,160	8,718	891	441



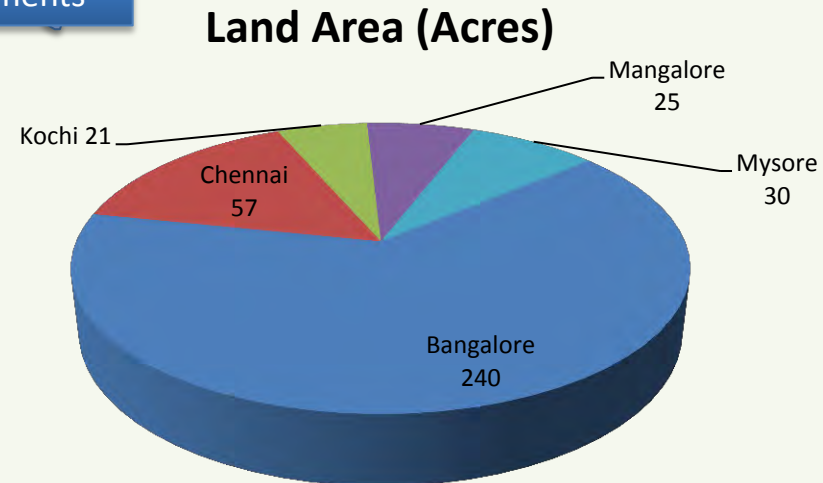
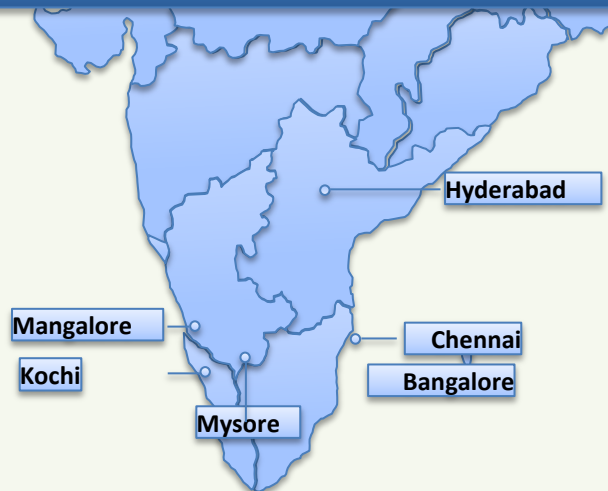
Land Bank Details - Group

As on March 2014

Amount in Rs. Mn

Location	Land Area (in acres)	Total Cost*	Paid	Payable
Bangalore	240	5,347	4,150	1,197
Chennai	57	750	400	350
Kochi	21	204	204	-
Mangalore	25	45	45	-
Mysore	30	96	84	12
Total	373	6,442	4,883	1,559

* Includes Refundable/Non Refundable Deposits for Joint Developments

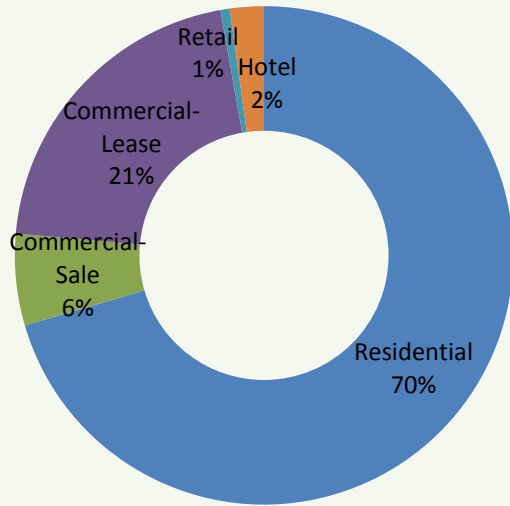


Developable Area-Group

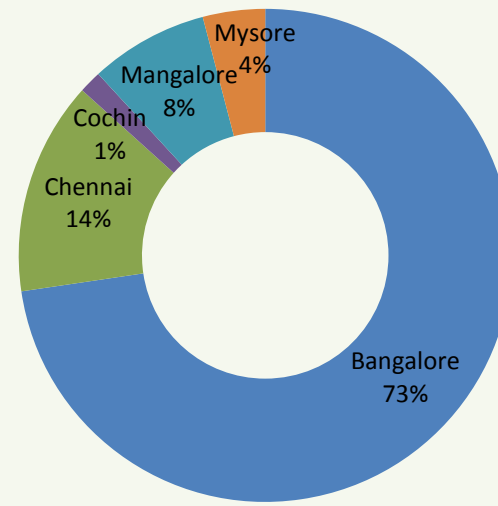


As on March 2014

Project Area - Product



Project Area - Location



Product	No of Projects	Proj Area SFT in Mn	BEL Share SFT in Mn
Residential	28	22.42	16.61
Commercial-Sale	5	1.89	1.16
Commercial-Lease	11	6.62	6.36
Retail	2	0.19	0.10
Hotel	4	0.70	0.70
Total	50	31.82	24.93

Location	No of Projects	Proj Area SFT in Mn	BEL Share SFT in Mn
Bangalore	37	23.13	18.46
Chennai	3	4.46	2.46
Cochin	2	0.47	0.47
Mangalore	2	2.47	2.47
Mysore	6	1.30	1.07
Total	50	31.82	24.93



New Projects to be Launched - 2014-15

Project	City	Land Area	Project Area	BEL Share	During
		In Acres	Sft in Mn	Sft in Mn	
Brigade Exotica-Tower-2	Bangalore	5.26	0.72	0.72	Q1
Brigade Omega - Tower-A	Bangalore	2.46	0.31	0.19	Q1
Brigade Meadows Phase 2	Bangalore	14.99	0.88	0.88	Q1
Brigade Mount view	Mysore	4.00	0.40	0.40	Q2
Brigade Northridge	Bangalore	7.30	0.61	0.40	Q2
Brigade Oak Tree Place	Bangalore	18.58	0.34	0.24	Q2
Brigade Palmgrove – Townhomes	Mysore	2.14	0.14	0.10	Q2
Brigade Lakeshore	Bangalore	4.40	0.36	0.20	Q2
Brigade Orchards – Cedar	Bangalore	5.00	0.50	0.25	Q2
Brigade Panorama	Bangalore	11.73	1.28	0.92	Q3
Brigade Metropolis Chennai Ph-1	Chennai	11.85	0.77	0.46	Q3
Brigade Orchards – Deodar	Bangalore	6.00	0.55	0.28	Q3
Brigade Orchards - Studio Units	Bangalore	1.00	0.10	0.05	Q4
Residential Total		94.70	6.96	5.08	



New Projects to be Launched - 2014-15

Project	City	Land Area	Project Area	BEL Share	During
		In Acres	Sft in Mn	Sft in Mn	
Brigade Golden Triangle Signature Tower	Bangalore	5.41	0.55	0.39	Q2
Brigade Bhuwalka	Bangalore	2.61	0.29	0.15	Q3
Brigade Meadows	Bangalore	1.50	0.12	0.12	Q3
Brigade Lakeshore	Bangalore	6.60	0.84	0.46	Q4
Commercial Total		16.12	1.80	1.11	
Total Real Estate		110.82	8.76	6.19	
Brigade Bhuwalka Retail	Bangalore	0.74	0.08	0.04	Q1
Brigade Opus	Bangalore	2.25	0.32	0.32	Q1
Brigade Golden Triangle Orion OMR	Bangalore	3.45	0.35	0.25	Q4
Total Commercial & Retail		6.44	0.75	0.61	
Grand Total		117.26	9.51	6.80	

THANK YOU

Brigade Enterprises Ltd

29th & 30th Floor, World Trade Centre,
Brigade Gateway Campus,
26/1, Dr. Rajkumar Road,
Malleswaram-Rajajinagar,
Bangalore -560 055.
Phone: 91-80-4137 9200
Fax: 91-80-2221 0784
www.brigadegroup.com

K Suresh

Chief Financial Officer
Email: sureshkris@brigadegroup.com

Om Prakash P

Company Secretary
Email: omprakash@brigadegroup.com

Pradyumna Krishnakumar

EA to CMD & Analyst
Email: pradyumna@brigadegroup.com

Vikas Jain

Sr. Manager Finance & Analyst
Email: vikasjain@brigadegroup.com

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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.