



INVESTOR PRESENTATION DECEMBER 2013

Financials - Snapshot

Particulars	Q3 -14	Q2-14	Q3-13	YTD Q3 14	YTD Q3 13	Q3 14 on Q2 14	Q3 14 on Q3 13	YTD Q3 14 on YTD Q3 13
	Rs. Mn	Rs. Mn	Rs. Mn	Rs. Mn	Rs. Mn			
Turnover	1,835	1,808	1,591	5,216	4,887	1%	15%	7%
EBIDTA	657	594	486	1,719	1,431	11%	35%	20%
Interest	191	198	211	564	634	-4%	-10%	-11%
Profit after Int	466	396	275	1,155	797	18%	69%	45%
Depreciation	200	193	190	580	536	4%	6%	8%
PBT	266	203	86	575	261	31%	210%	120%
Tax	117	13	20	170	(97)	836%	500%	-274%
PAT	149	190	66	406	359	-22%	124%	13%
EBIDTA/Sales	36%	33%	31%	33%	29%			
PBT/Sales	14%	11%	5%	11%	5%			
PAT/Sales	8%	11%	4%	8%	7%			

Segment Profit Analysis

For 9 months ended Dec 2013

Rs. in Million

Particulars	Real Estate	Hospitality	Lease rentals	Total
Revenue	3,272	886	1,057	5,216
Expenses	2,405	227	-	2,631
Gross profit	868	660	1,057	2,585
Admin Expenses	145	157	142	445
Employee cost	249	157	15	421
EBIDTA	474	345	900	1,719
EBIDTA / Revenue %	14.47%	38.97%	85.14%	32.96%
Interest	35	159	370	564
Profit after interest	439	186	530	1,155
Depreciation	40	204	336	580
PBT	399	(18)	194	575
Income Tax				170
PAT				406

Deployment of Funds

As on Dec 2013

Rs. in Million

SEGMENT	EQUITY	DEBT	CAPITAL EMPLOYED	D/E Ratio	PBD/Eq %	EBIDTA/CE %
Real Estate	7,338	3,763	11,101	0.51	7.97%	5.69%
Hospitality	1,678	909	2,587	0.54	14.82%	17.80%
Lease Rental	3,471	3,965	7,436	1.14	20.36%	16.14%
Total	12,487	8,637	21,124	0.69	12.33%	10.85%
Less: Cash Balance		311				
Net Debt		8,326				

PBD = Profit Before Depreciation & Tax (After Interest)

Ratios are annualised

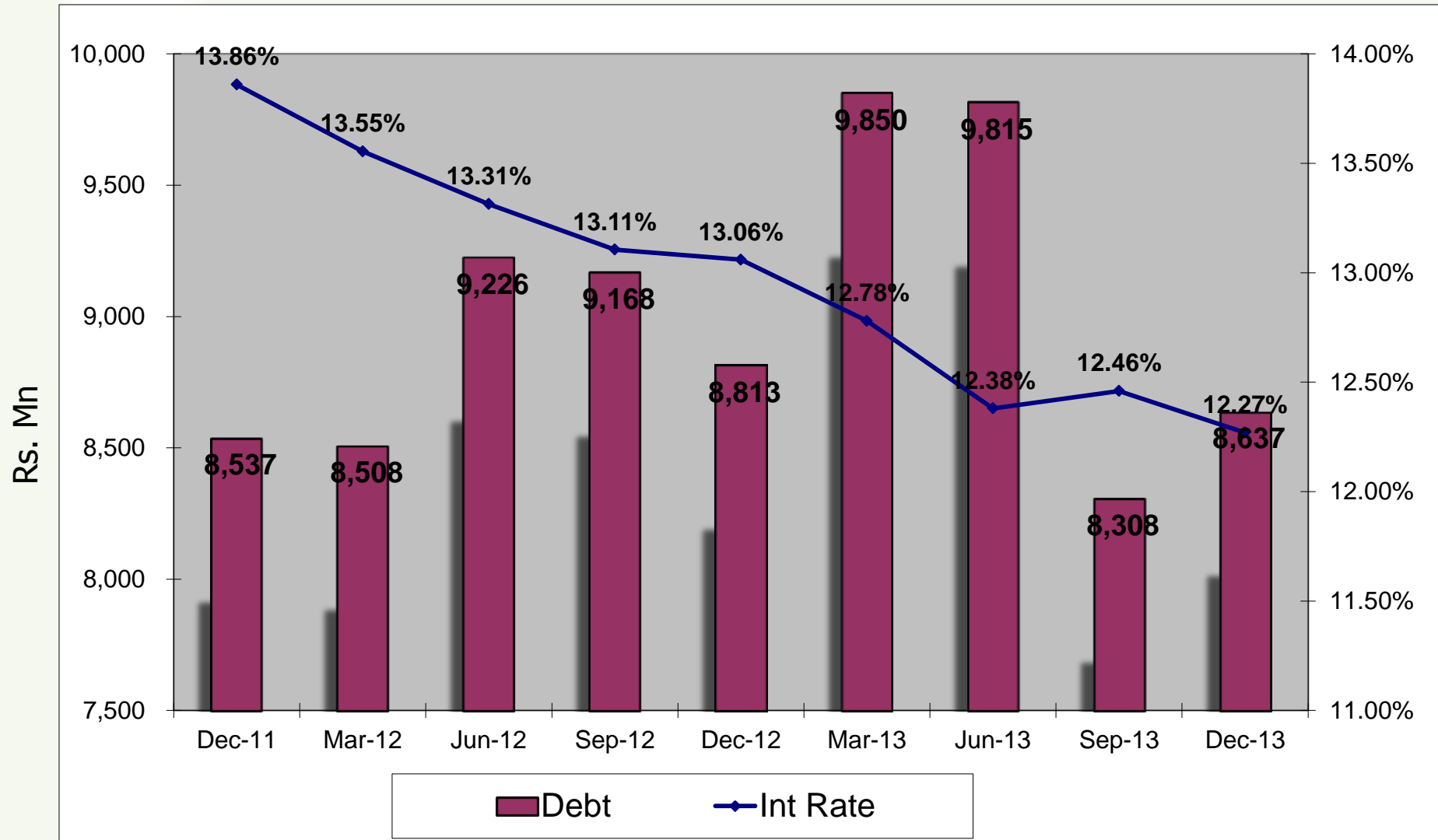
Loan Movement

Rs. in Million

Movement of Loan	Qtr ended June 12	Qtr ended Sept 12	Qtr ended Dec 12	Qtr ended Mar 13	Qtr ended June 13	Qtr ended Sept 13	Qtr ended Dec 13
Opening Balance	8,508	9,226	9,168	8,813	9,850	9,815	8,308
Availed during the Qtr	1,399	1,805	425	1,718	925	821	1,420
Repaid during the Qtr	682	1,862	780	682	960	2,328	1,091
Closing Balance	9,226	9,168	8,813	9,850	9,815	8,308	8,637
Cost of Debt	13.31%	13.10%	13.06%	12.78%	12.38%	12.46%	12.27%
Sector-wise							
Residential	3,651	3,798	3,405	3,911	4,020	4,024	3,763
Lease rental	3,704	3,583	3,688	4,295	4,226	3,133	3,965
Hospitality	1,871	1,787	1,720	1,644	1,569	1,151	909
Total	9,226	9,168	8,813	9,850	9,815	8,308	8,637

Debt Credit Rating by ICRA upgraded from BBB Plus to A Minus

Debt and cost movement upto Dec 13



YoY Quarterly Sales Analysis

←=====2013-14 Sales (SFt in '000)=====→

Type	Q1	Q2	Q3	Q4	Total
Residential	715	678	473		1,866
Commercial		31	132		163
Total	715	709	605		2,029

2012-13 Quarterly sales (SFt in '000)

Type	Q1	Q2	Q3	Q4	Total
Residential	300	271	297	537	1,405
Commercial	151	79	125	108	463
Total	451	350	422	645	1,868

Increase in volume of business by 66% for 9 months on y-o-y basis

2013-14 Sales Analysis

←=====2013-14 Sales (Rs. In Mn)=====→

Type	Q1	Q2	Q3	Q4	Total
Residential	3,345	3,364	2,579		9,288
Commercial		218	1,016		1,234
Total	3,345	3,582	3,595		10,522
Avg Rate/ SFT Rs.	4,678	5,050	5,946		5,186

2012-13 Quarterly sales (Rs. In Mn)

Type	Q1	Q2	Q3	Q4	Total
Residential	1,089	1,002	1,076	2,322	5,489
Commercial	924	376	554	518	2,372
Total	2,013	1,378	1,630	2,840	7,861
Avg Rate/ SFT Rs.	4,464	3,937	3,863	4,406	4,209

Increase in Sales value by 109% on year on year basis.

Increase in Average Price Realisation 23% over previous year.



2013-14 Sales Analysis – Location wise

Location	Q-1	Q-2	Q-3	Total
	Area in Sft			
Bangalore	6,79,960	634,102	5,25,160	18,39,222
Mysore	12,520	58,000	62,230	1,32,750
Chikmagalur	700		2,150	2,850
Mangalore	9,660	17,190	15,120	41,970
Hyderabad	12,180			12,180
Total	7,15,020	709,292	6,04,660	20,28,972

	Q-1	Q-2	Q-3	Total
	Rs. In Mn			
Bangalore	3,118	3,312	3,249	9,679
Mysore	43	196	275	514
Chikmagalur	2		7	9
Mangalore	42	74	64	180
Hyderabad	139			139
Total	3,345	3,582	3,595	10,522

Hospitality

	<u>GRAND MERCURE</u>			<u>SHERATON</u>		
Details	APRIL TO DEC		FOR THE YEAR	APRIL TO DEC		FOR THE YEAR
	2013	2012	2012-13	2013	2012	2012-13
No of Keys	126	126	126	230	230	230
Occupancy	85%	78%	82%	71%	64%	63%
ARR	6399	6535	6682	7688	7036	7603
GOP	49.9%	52.7%	51.0%	38.9%	31.9%	33.4%

Lease position Dec 13

Area in '000 SFt

	Leasable Area	Leased out	In pipe Line	To be Leased
WTC	599	529		70
South Parade	117	73	12	32
Orion Mall	825	772		53
B.Solitare, B.lore	10	10		
Others	13	13		
Total	1,564	1,397	12	155

Synopsis of Ongoing Projects Dec 2013

Particulars	Ongoing Projects	Stock Sales	Total
	In Mn. Sft		
Total super built-up area of launched project on sale basis	9.81	0.17	9.98
Less: LO Share	2.05		2.05
Co share of saleable area	7.76	0.17	7.94
Sold till date	3.95		3.95
To be sold	3.81	0.17	3.98
	Rs. In Mn		
Estimated Sale value	37,596	741	38,337
Value of Sold units	16,314		16,314
Value of unsold units	21,282	741	22,023
Collection till date on sold units	9,127		9,127
Balance collection for the projects (incl unsold units)-A	28,470	741	29,211

Synopsis of Ongoing Projects-Coninued

Particulars	Ongoing Projects	Stock Sales	Total
	Rs. In Mn		
Revenue Recognised till date	5,457		5,457
Revenue to be Recognised (incl unsold units)	32,140	741	32,880
Estimated cost for the projects (incl Land/NRD)	24,843	650	25,493
Cost incurred till date	7,833	650	8,483
Balance cost to be incurred to finish the project-B	17,011	-	17,011
Estimated Profit for the projects	12,753	91	12,844
Profit recognised till date	1,490		1,490
Profit to be recognised (incl unsold units)	11,263	91	11,354
Present Borrowings-C	3,763		3,763
Operating Cash Flows-D=(A-B-C)	7,696	741	8,437
Period of realization	3 years	3 months	

Ongoing Project Summary

As on Dec 2013

Area in SFT

Projects	Project Area	LO/JV share	Co Share
Residential projects	98,11,219	20,46,918	77,64,301
B.Orchards *	11,51,614	5,75,807	5,75,807
B.Cosmopolis *	8,04,000	3,93,960	4,10,040
Total Residential	1,17,66,833	30,16,685	87,50,148
B. Metropolis Annex	460,665	230,333	230,332
B Banaswadi-Retail	2,71,830	1,19,605	1,52,225
B.Vantage, Mysore	1,31,130	65,565	65,565
B.Vantage Chennai	1,32,810	66,405	66,405
B. Info Park, Kochi	3,46,910		3,46,910
Total Commercial	13,43,345	4,81,908	8,61,437
B. Holiday Inn-Chennai	2,28,640	1,14,320	1,14,320
Mercure, Mysore	1,04,580		1,04,580
Total Hospitality	3,33,220	1,14,320	2,18,900
Grand Total	1,34,43,398	36,12,913	98,30,486

* Through SPV

Completed Projects – Stock & Sales

As on Dec 2013

Rs. in Million

Completed Projects	Stock	Current rate	Estimated sale value	Estimated profit
Brigade Gateway-Residential	3,040	7,550	23	15
Brigade Metropolis Arcade	4,410	5,000	22	11
Metropolis Summit	1,65,610	4,200	696	64
Total-Completed	1,73,060	4,279	741	91

LAND BANK DETAILS-Group

Rs. Mn

As on Dec 2013

LOCATION	LAND AREA (in acres)	TOTAL COST*	PAID	PAYABLE
Bangalore	240	5,372	4,090	1,282
Chennai	57	750	400	350
Cochin	21	204	204	-
Mangalore	25	45	45	0
Mysore	30	96	84	12
Total	373	6,467	4,823	1,644

* Includes Refundable/Non Refundable Deposits for Joint Developments



Developable Area-Group

As on Dec 2013

Product	No of Projects	Proj Area SFT in Mn	BEL Share SFT in Mn
Residential	27	21.69	16.03
Commercial-Sale	5	1.66	0.99
Commercial-Lease	11	6.83	6.49
Retail	2	0.19	0.10
Hotel	4	0.70	0.70
Total	49	31.07	24.31

Location	No of Projects	Proj Area SFT in Mn	BEL Share SFT in Mn
Bangalore	37	22.45	17.90
Chennai	2	4.46	2.46
Cochin	2	0.42	0.42
Mangalore	2	2.50	2.50
Mysore	6	1.25	1.03
Total	49	31.07	24.31

New Projects to be Launched during the year 2013-14

As on Dec 2013

PROJECT	CITY	LAND AREA	PROJECT AREA	BEL SHARE	During
		In Acres	Sft in Mn	Sft in Mn	
Brigade Palmgrove-town homes	Mysore	2	0.09	0.07	Q-4
B.Meadows Block B Phase 2	Bangalore	15	0.70	0.70	Q-4
B.Meadows Block C Phase 2	Bangalore	16	0.72	0.72	Q-4
Brigade (Lakefront) 2nd phase	Bangalore	4	0.70	0.49	Q-4
Brigade Lake shore	Bangalore	4	0.36	0.20	Q-4
B.Metropolis-Chennai Phase-1	Chennai	12	0.76	0.46	Q-4
Total Residential		53	3.33	2.64	



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

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.