

# 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



Ref: BEL/NSEBSE/IP/28052024

28<sup>th</sup> May, 2024

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.: Investor Presentation**

We are enclosing herewith the Investor Presentation for the quarter and financial year ended 31<sup>st</sup> March, 2024.

The above information is also hosted on the website of the Company at [www.brigadegroup.com](http://www.brigadegroup.com)

Kindly take the same on your records.

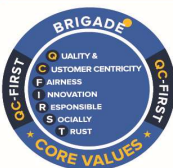
Thanking you,

Yours faithfully,

For **Brigade Enterprises Limited**

**P. Om Prakash**  
Company Secretary & Compliance Officer

Encl.: a/a





# Investor Presentation – FY 24

(CIN: L85110KA1995PLC019126)



# Multiple Domains; Single-Minded Commitment

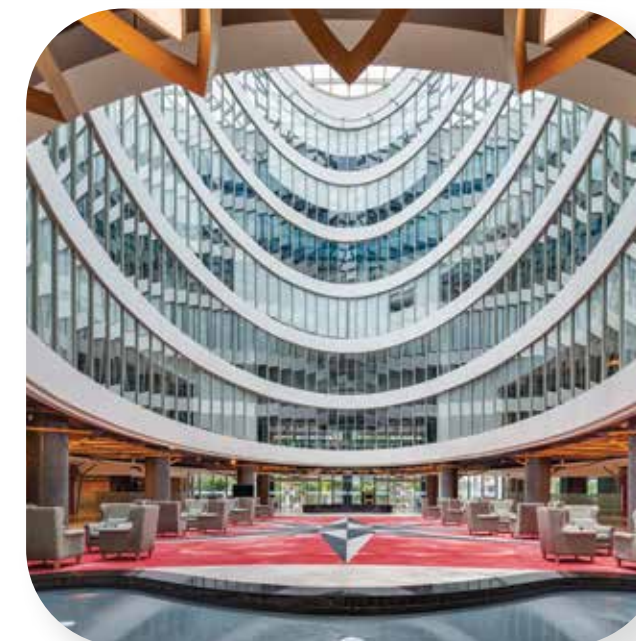
- ◆ Established in 1986, one of India's leading and trusted property developers
- ◆ A multi-asset class developer with Residential, Office, SEZ, Retail, Hospitality, Senior Living, Schools and India's first Real Estate Accelerator Program
- ◆ Reputation of building 'Grade A' properties
- ◆ Strong partnership with marquee investor - GIC
- ◆ Listed on BSE & NSE with a market cap of approximately USD 3.4 Bn as of May 2024
- ◆ Consistent EBITDA margin of ~26%-28% for the past 8 years
- ◆ Rated AA- 'Stable' by ICRA and CRISIL
- ◆ Certified as a Great Place to Work, 13 years in a row



- ◆ OFFICES
- ◆ RETAIL
- ◆ CLUBS
- ◆ HOTELS
- ◆ CONVENTION CENTRES



- ◆ APARTMENTS
- ◆ VILLAS
- ◆ INTEGRATED ENCLAVES
- ◆ PLOTTED DEVELOPMENTS



- ◆ SCHOOLS
- ◆ INDUSTRIAL PARKS & LOGISTICS
- ◆ PROPTech ACCELERATOR
- ◆ MUSIC MUSEUM
- ◆ SKILL DEVELOPMENT ACADEMY

# Transforming City Skylines

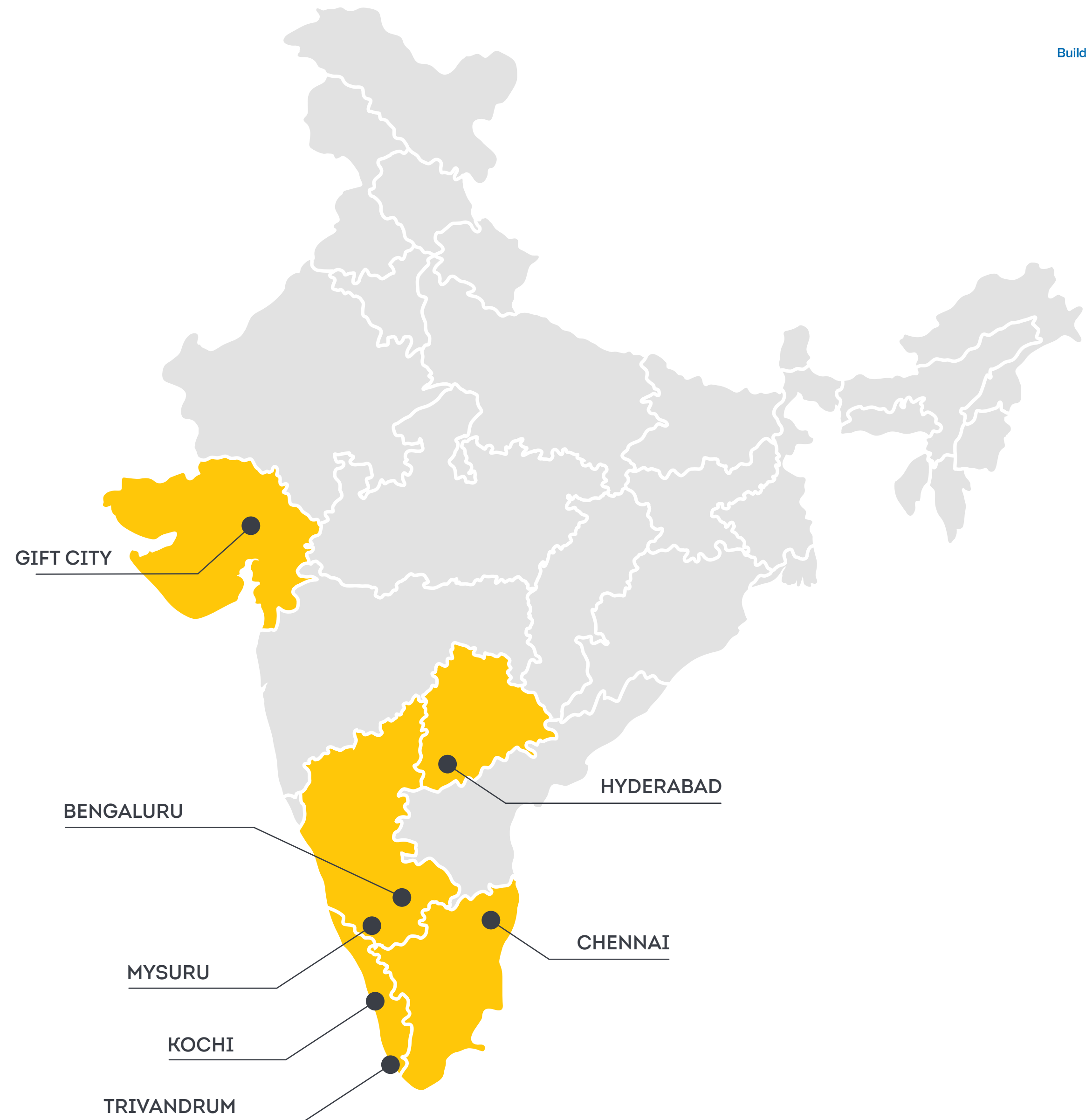
**280+ BUILDINGS • 86+ MN SQ.FT.**  
Delivered

**22 MILLION SQ.FT.**  
Ongoing projects

**16 MILLION SQ.FT.**  
Upcoming launches

License owners for  
**SIX WORLD TRADE CENTERS  
IN SOUTH INDIA**

**AMONG THE TOP 10 LISTED DEVELOPERS**  
in the country, by market capitalization



# Our Mission, Vision, Values

## Our SHARED MISSION

To constantly endeavour to be the Preferred Developer of Residential, Commercial & Hospitality spaces in the markets in which we operate, without compromising on our Core Values, for the benefit of all our Stakeholders.

## Our SHARED VISION

To be a World-class Organisation in our Products, Processes, People and Performance.



## Our CORE VALUES

### QC-FIRST

- **Quality** • **Customer Centricity**
- **Fairness** • **Innovation**
- **Responsible Socially** • **Trust**

# Segment Highlights - FY 24

## Real Estate - On Sale Basis

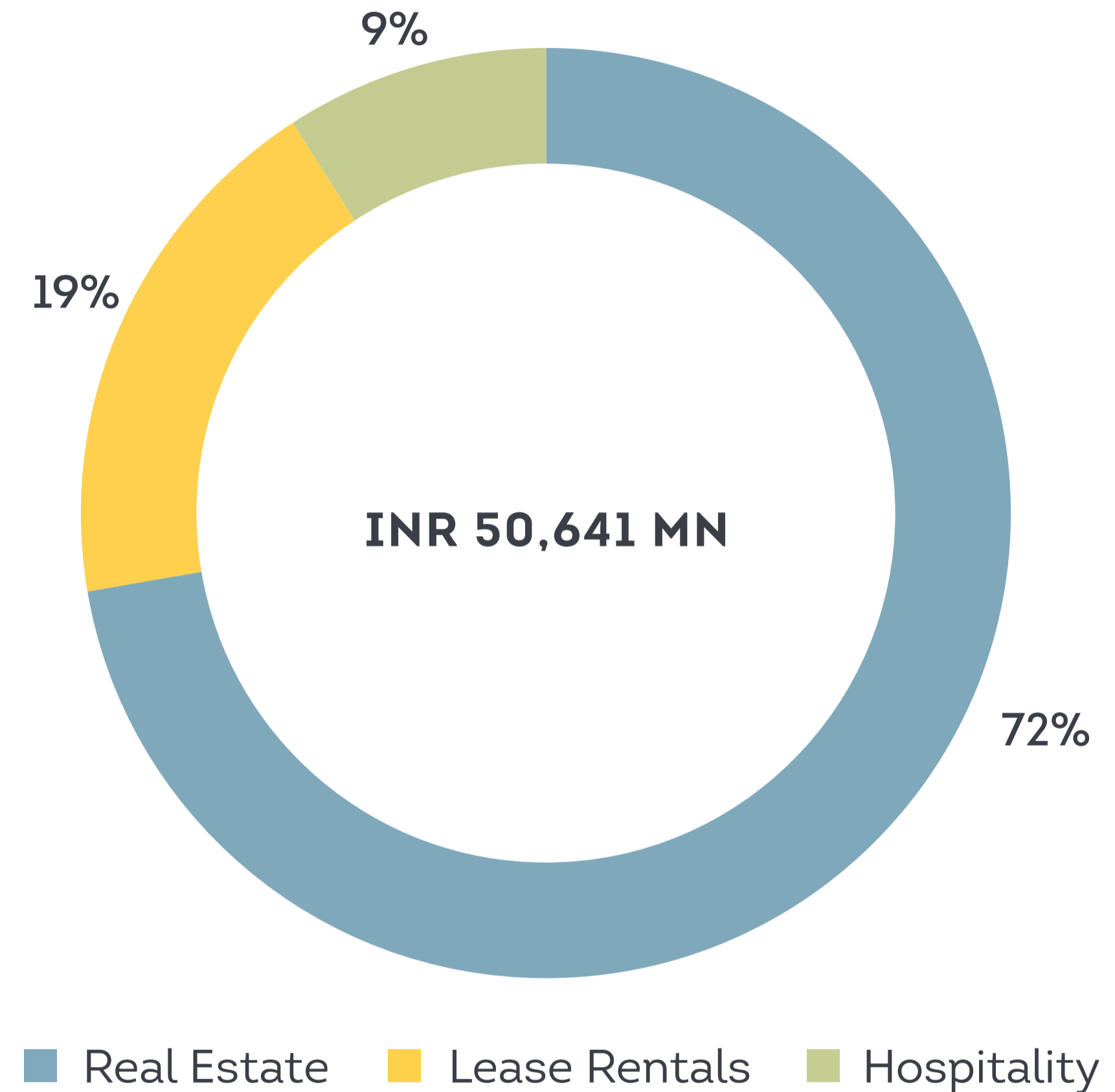
- ◆ Achieved Pre-sales of **INR 60,125 Mn in FY 24** and **INR 22,430 Mn in Q4 FY 24** – the highest ever for the quarter and the financial year
- ◆ Sale volume of **7.55 Mn sft in FY 24** and **2.72 Mn sft in Q4 FY 24**
- ◆ Average realization stood at **INR 7,968/sft** during FY 24, an increase of **23%** over FY 23

## Lease Rentals

- ◆ Witnessed strong performance with a net **absorption of more than 1 Mn sft during the year**; demand driven by medium & large sized office space dominated by automobile, technology, engineering and manufacturing sectors.
- ◆ Revenue stood at **INR 9,377 Mn during FY 24**, a growth of **25%** over FY 23
- ◆ **97% occupancy across SEZ projects**, which is **82% of overall office portfolio** without denotifying, underscoring our commitment to quality assets; **100% occupancy across Non-SEZ projects**

## Hospitality

- ◆ Revenue surged **18% to INR 4,641 Mn** during FY 24 over FY 23 fuelled by increased occupancy and ARR
- ◆ ARR stood at **INR 6,483** and **occupancy at 72% for FY 24**, a growth of **8% & 4%** respectively over FY 23



Highest ever collections of **INR 59,151 Mn** during FY 24

# ESG Updates - FY 24



**“Carbon abatement/ NetZero” strategies:**  
Discussion on carbon abatement strategy with key stakeholders is in progress.



Integration of ESG elements into our **“Supply Chain Management”** along with supplier categorization & criticality assessment of key suppliers has been completed.



Sourcing of **tech-platform for monitoring and measuring** of ESG progress is in final stages.



**Pilot Project (residential):**  
Construction materials, energy, water, waste and carbon interventions have been finalized. Estimation of embodied carbon load from construction BOQ along with carbon offset strategy is under progress.



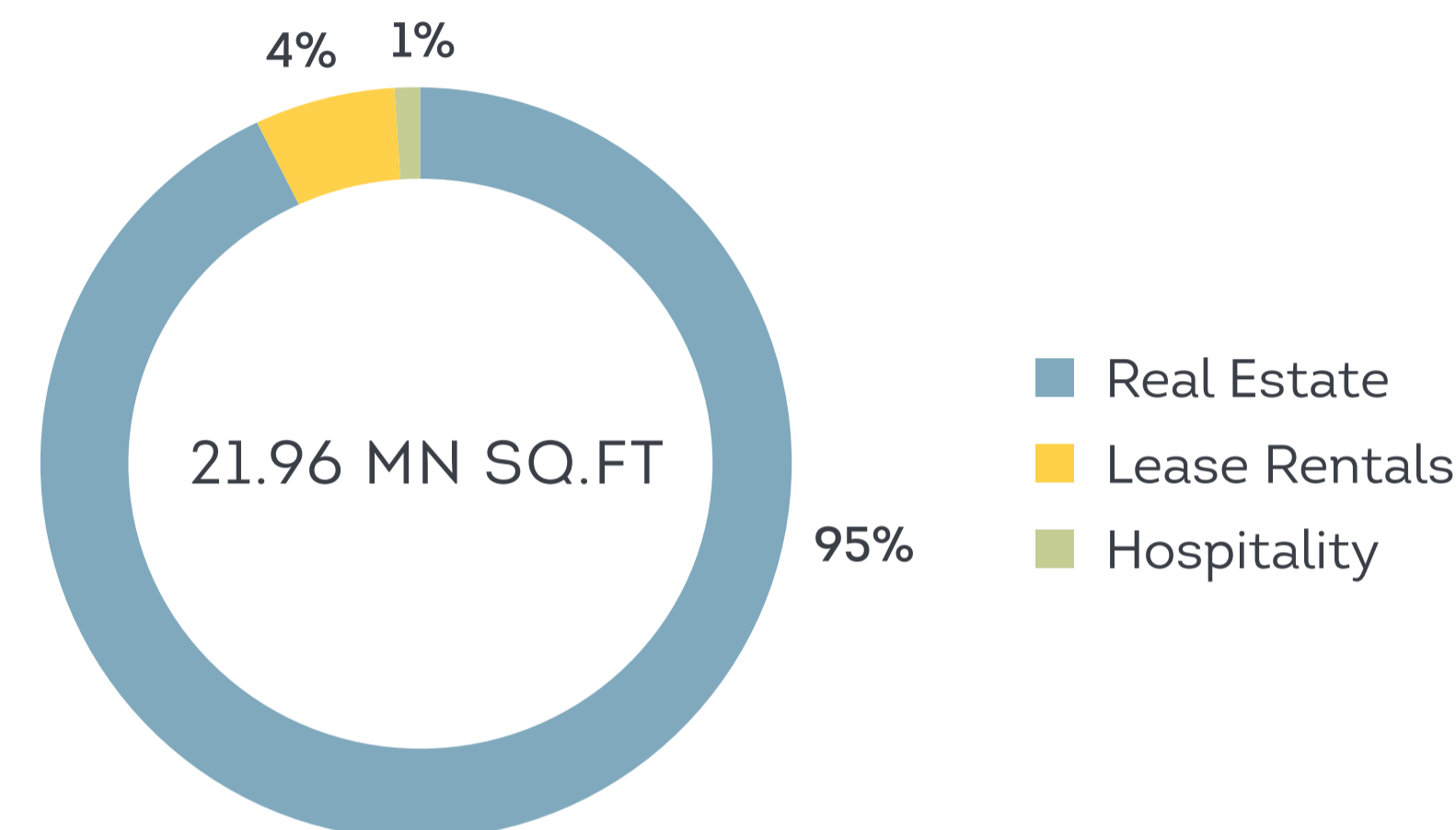
**Learning & Development:**  
Conducted various training programs for cross-functional teams on various aspects of ESG.

# Summary: Ongoing Projects

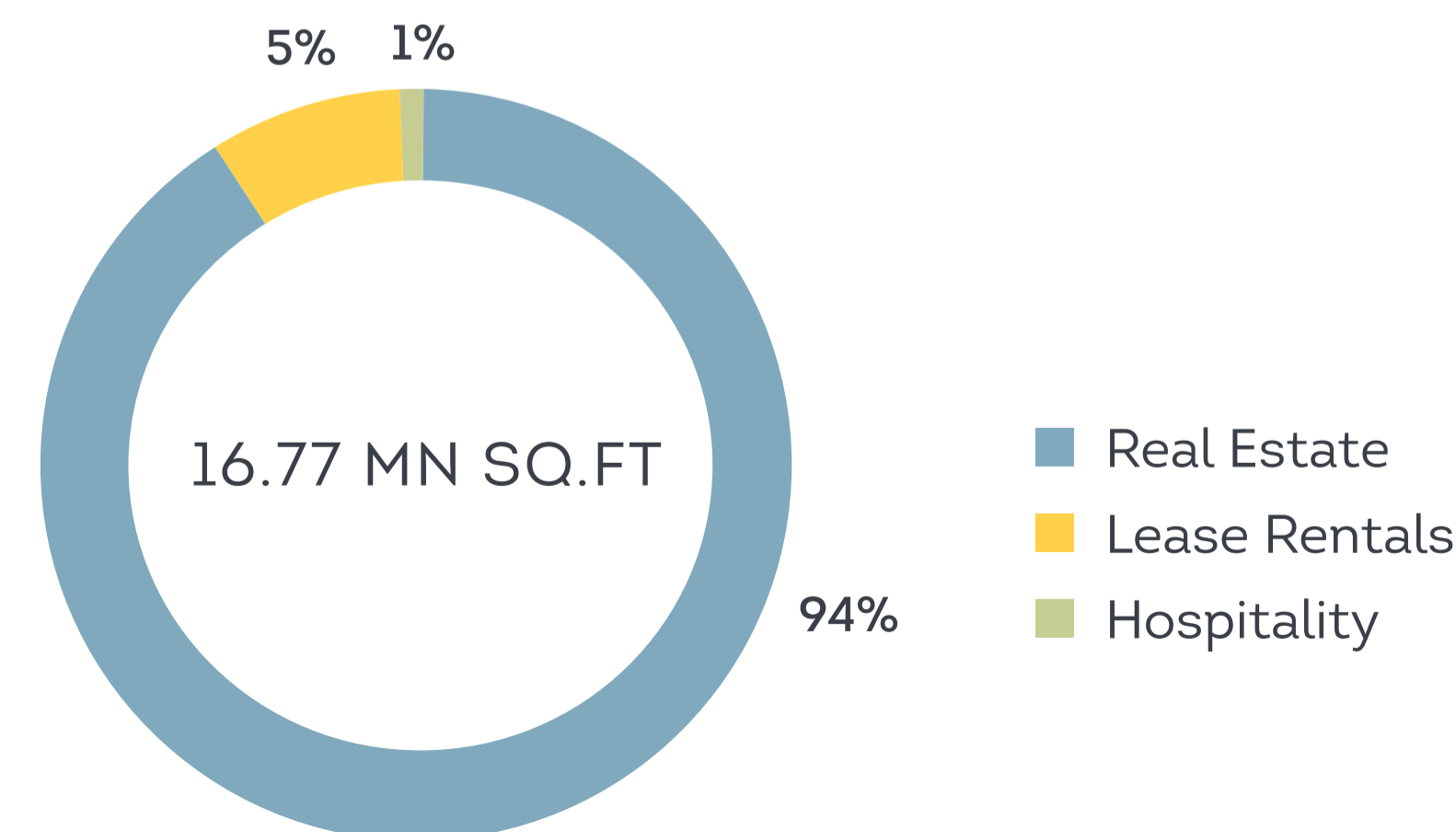
Projects	Project Area	Co Share	Area in Mn sft
			LO/JV Share
Real Estate projects for sale	10.95	7.25	3.70
Brigade El Dorado*	5.14	5.14	-
Brigade Cornerstone Utopia*	2.54	1.69	0.85
Brigade Orchards*	1.35	0.92	0.43
Brigade Residences at WTC Chennai*	0.35	0.18	0.17
Brigade Twin Towers - Tower B*	0.55	0.55	-
<b>Total Real Estate (A)</b>	<b>20.88</b>	<b>15.73</b>	<b>5.15</b>
Brigade Twin Towers - Tower A & C*	0.66	0.66	-
Brigade Square, Trivandrum	0.19	0.19	-
Arcadia at Brigade Cornerstone Utopia*	0.12	0.08	0.04
<b>Total Leasing (B)</b>	<b>0.97</b>	<b>0.93</b>	<b>0.04</b>
IBIS Styles, Mysuru*	0.11	0.11	-
<b>Total Hospitality (C)</b>	<b>0.11</b>	<b>0.11</b>	<b>-</b>
<b>Total (A+B+C)</b>	<b>21.96</b>	<b>16.77</b>	<b>5.19</b>

\* Projects in SPV

## TOTAL PROJECT AREA



## BRIGADE'S SHARE OF PROJECT AREA





# Contents

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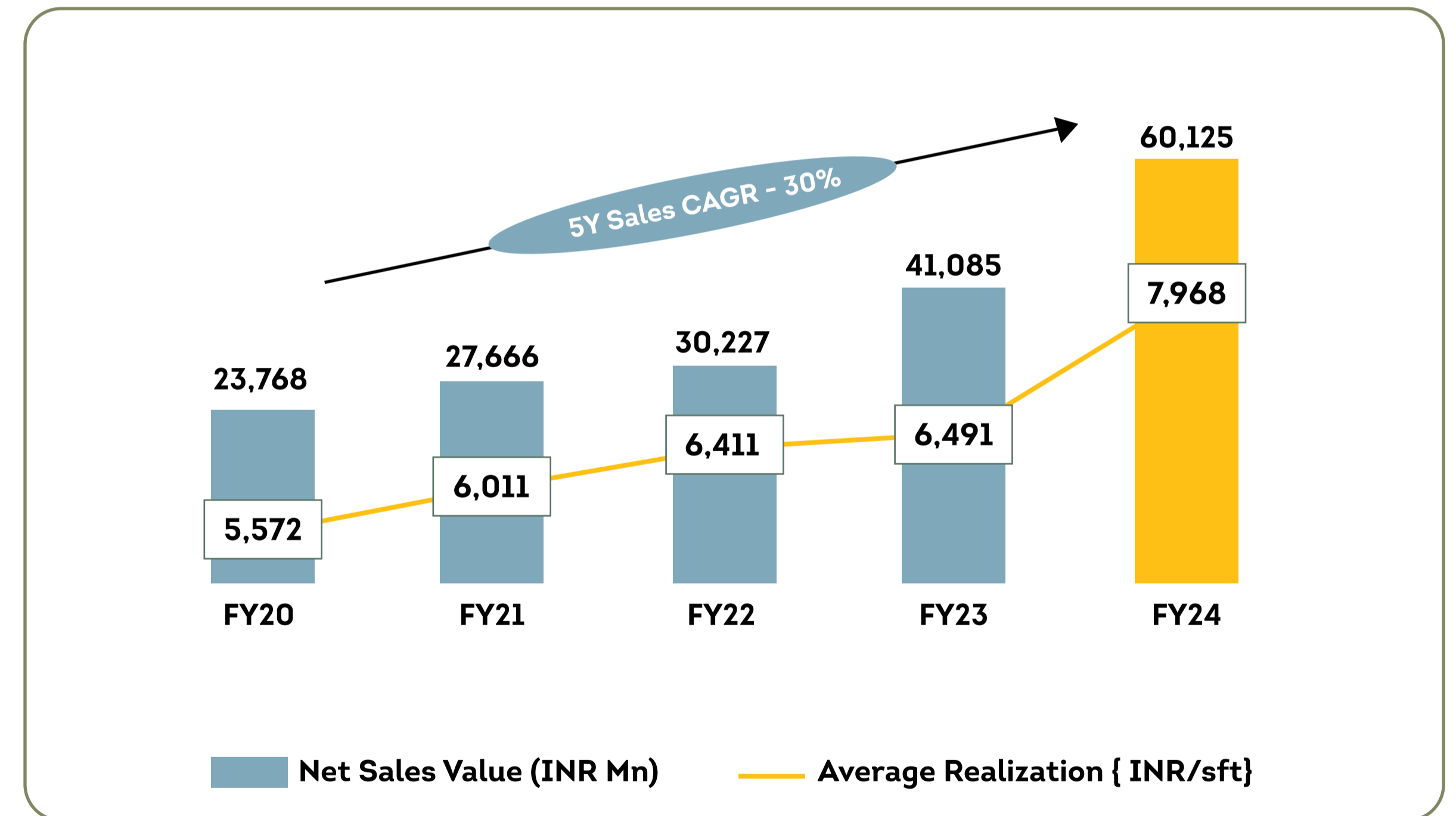
- 1. Continued robust performance in Real Estate segment**
2. Expansion-driven demand fuelled the growth of Leasing segment
3. Poised to witness sustained growth in Hospitality segment
4. Financial Performance
5. Land Bank
6. Projects launched and upcoming launches

# Highlights: Real Estate - Q4 FY 24

- ◆ **Continued bull run** in the Indian residential market witnessing sales at an all time high
- ◆ **Pre-sales volume** was ~2.72 Mn sft in Q4 FY 24 (including landowner's space share of 0.11 Mn sft), a growth of 61% over Q3 FY 24
- ◆ **Sales value of INR 22,430 Mn** in Q4 FY 24 (including landowner's space share of INR 994 Mn), an increase of 47% from Q3 FY 24
- ◆ **Ongoing projects of 21 Mn sft; Launched 1.82 Mn sft** during Q4 FY 24

## Upcoming Projects planned to be launched ~12.61 Mn sft in next 4 Quarters

- ◆ 11 Residential projects at **Bangalore**
- ◆ 3 Residential projects at **Chennai**
- ◆ 1 Residential project at **Hyderabad**
- ◆ 1 Residential project at **Mysuru**



**Zero residential debt across group owing to robust sales & collections**

# Group Sales Snapshot

Particulars	FY24*	FY23	Q4 FY24	Q3 FY24	Q4 FY24 on Q3 FY24	Q4 FY23
<b>Net Area Sales ('000 sft)</b>						
Residential*	7,356	6,075	2,608	1,646	58%	2,333
Commercial	190	254	113	49	131%	35
<b>Total</b>	<b>7,546</b>	<b>6,329</b>	<b>2,721</b>	<b>1,695</b>	<b>61%</b>	<b>2,368</b>
<b>Net Sale Value (INR Mn)</b>						
Residential*	58,468	39,082	21,498	14,720	46%	14,631
Commercial	1,657	2,003	932	524	78%	254
<b>Total</b>	<b>60,125</b>	<b>41,085</b>	<b>22,430</b>	<b>15,244</b>	<b>47%</b>	<b>14,885</b>
<b>Realization (INR/sft)</b>	<b>7,968</b>	<b>6,491</b>	<b>8,243</b>	<b>8,994</b>	<b>(8%)**</b>	<b>6,284</b>

\* Figures in FY24 includes landowner's space share of 0.67 Mn sft and sales value of INR 5,773 Mn

\*\* No price drop, impact of product mix

**Note:** Figures are not comparable with corresponding numbers of last year

# Consolidated Synopsis of Real Estate Projects

Particulars	Ongoing BEL Projects	Ongoing SPV Projects*	Stock Sales		Total
			BEL	SPV*	
			<b>In Mn sft</b>		
Total super built-up area of launched projects on sale basis	19.18	1.70	0.89	0.37	22.14
Less: Landowner share	4.58	-	-	-	4.58
Company share of saleable area	14.60	1.70	0.89	0.37	17.56
Sold till date	12.31	1.15	-	-	13.46
To be sold	2.29	0.55	0.89	0.37	4.10
			<b>INR In Mn</b>		
Estimated receipts	1,06,700	13,280	24,449	4,203	1,48,632
From sold units	82,117	8,986	16,574	1,225	1,08,902
From unsold units	24,583	4,294	7,875	2,978	39,730
Collection to date on sold units	41,594	5,065	16,264	416	63,339
Remaining to be collected from sold units	40,523	3,921	310	809	45,563
<b>Remaining to be collected from the sold and unsold units [A]</b>	<b>65,106</b>	<b>8,215</b>	<b>8,185</b>	<b>3,787</b>	<b>85,293</b>
Estimated Total Cost	69,163	9,048	3,728	1,783	83,722
Cost incurred till date	36,028	4,994	3,728	1,783	46,533
<b>Remaining cost to be incurred [B]</b>	<b>33,135</b>	<b>4,054</b>	-	-	<b>37,189</b>
<b>Gross Operating Cash Flows [A] - [B]</b>	<b>31,971</b>	<b>4,161</b>	<b>8,185</b>	<b>3,787</b>	<b>48,104</b>
<b>Present Borrowings [C]</b>	<b>1,650</b>	-	-	-	<b>1,650</b>
<b>Net Operating Cash Flows Projected [A] - [B] - [C]</b>	<b>30,321</b>	<b>4,161</b>	<b>8,185</b>	<b>3,787</b>	<b>46,454</b>

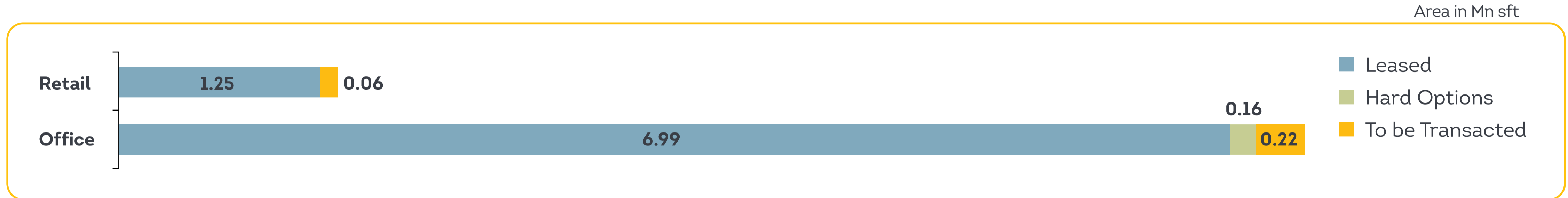
\* Brigade Orchards, Brigade Residences at WTC Chennai

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# Our Leasing Portfolio: Operating Assets



Particulars	Leasable Area	Leased	Hard Option	To be Transacted
Brigade Tech Gardens*	3.00	2.84	0.16	-
WTC Chennai*	2.01	1.82	-	0.19
WTC Bengaluru	0.62	0.62	-	-
Brigade Opus	0.30	0.30	-	-
Brigade Bhuwalka Icon	0.19	0.19	-	-
WTC Kochi*	0.77	0.77	-	-
Brigade Int'l Financial Center, GIFT City*	0.27	0.27	-	-
Brigade Southfield	0.15	0.15	-	-
Orion Gateway Mall	0.83	0.83	-	-
Orion Uptown Mall	0.27	0.24	-	0.03
Orion Avenue	0.15	0.12	-	0.03
Brigade Vantage, Chennai	0.06	0.06	-	-
Others	0.06	0.03	-	0.03
<b>Total</b>	<b>8.68</b>	<b>8.24</b>	<b>0.16</b>	<b>0.28</b>

\*SEZ Projects

# Capex Commitment

(INR Mn)

Project	Segment	Estimated Cost	Incurred	Balance*
Brigade Twin Towers**	Leasing	3,597	2,456	1,141
Brigade Square, Trivandrum	Leasing	756	217	539
IBIS Styles, Mysuru	Hospitality	900	641	259
<b>Total</b>		<b>5,253</b>	<b>3,314</b>	<b>1,939</b>

\*As of Mar 31, 2024

\*\* Tower B consisting of 0.55 Mn sft removed from capex and moved to ongoing sale



Brigade Twin Towers

Artist's impression



Brigade Square, Trivandrum

Artist's impression



IBIS Styles, Mysuru

Artist's impression

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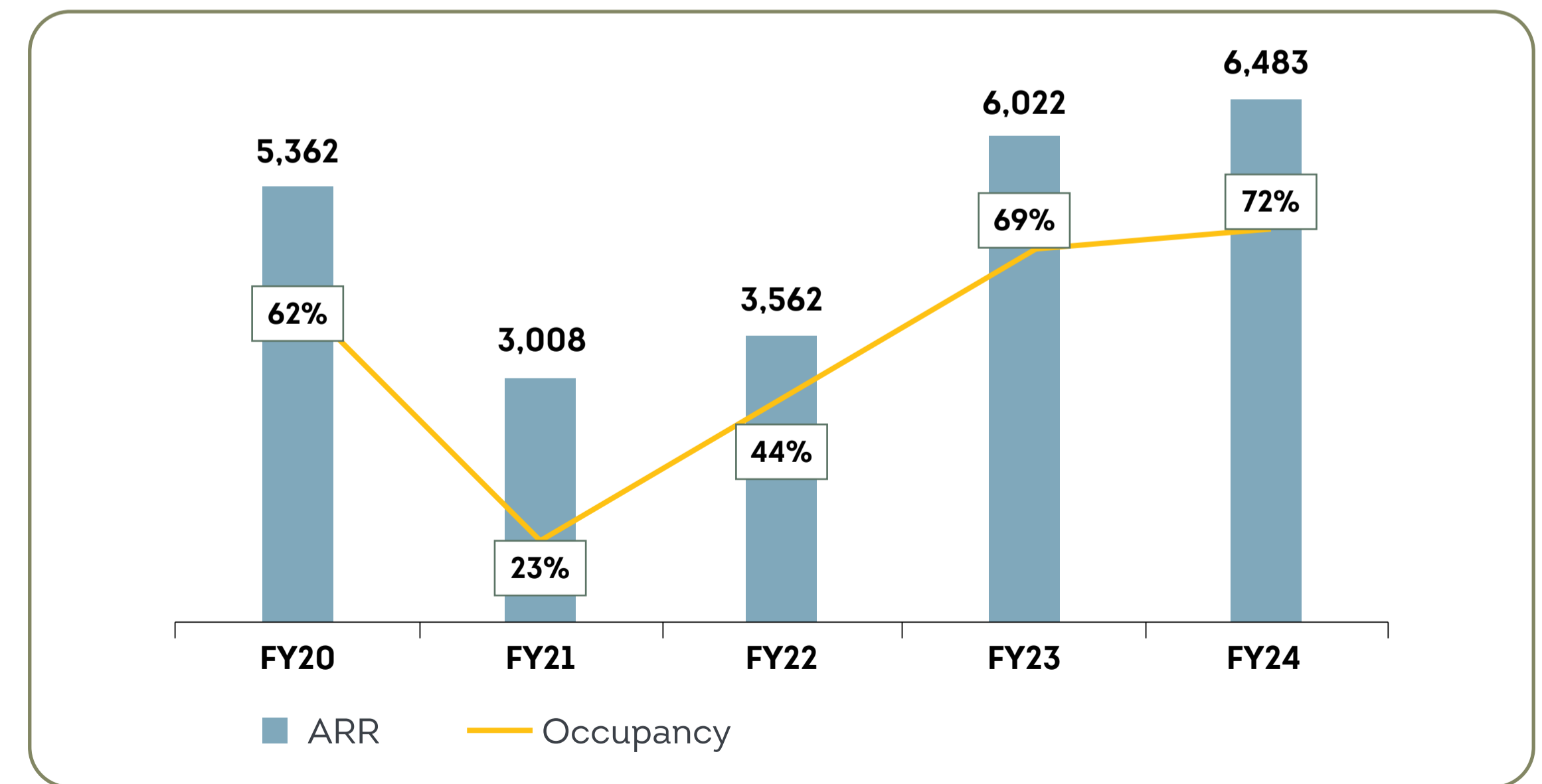


# Poised to witness sustained growth in hospitality segment

- ◆ Clocked **revenue of INR 4,641 Mn** during FY 24, an **increase of 18%** over FY 23
- ◆ The accessibility gap for air travellers in India has reduced, with expanded capacities in existing airports, leading to increased room demand reflected in rising occupancies
- ◆ International air passenger travel growth of 22%\* in FY 24 over FY 23 bodes well for room demand
- ◆ Promising **growth in core revenue streams**, particularly in F&B revenues

**Achieved EBITDA of INR 1,684 Mn in FY 24, an increase of 43% from INR 1,176 Mn in FY 23**

\*Source: AAI website



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# Consolidated Financials: Snapshot

(INR Mn)

Particulars	Q4 FY24	Q3 FY24	Q4 FY23	Q4 FY24 on Q3 FY24	Q4 FY24 on Q4 FY23	FY 24	FY 23	FY 24 on FY23
Revenue	17,626	12,082	8,721	46%	102%	50,641	35,632	42%
EBITDA	4,930	2,964	2,315	66%	113%	13,618	9,776	39%
Finance cost	1,380	1,350	1,000	2%	38%	4,910	4,341	13%
Profit before depreciation	3,550	1,616	1,315	120%	170%	8,708	5,435	60%
Depreciation	762	821	834	(7%)	(9%)	3,021	3,146	(4%)
Profit/(Loss) before share from Associate & Exceptional item	2,788	795	481	251%	479%	5,687	2,289	148%
Add: Profit from Associate	-	-	-	-	-	-	41	(100%)
Add/(Less): Exceptional Item	-	-	170	-	(100%)	-	450	(100%)
PBT	2,788	795	651	251%	328%	5,687	2,780	105%
Tax charge/(Credit)	679	237	20	187%	3,297%	1,676	558	200%
PAT	2,109	558	631	278%	234%	4,011	2,222	81%
PAT after MI	2,061	735	693	180%	197%	4,516	2,914	55%
EBITDA/Revenue	28%	25%	27%			27%	27%	
PBT/Revenue	16%	7%	7%			11%	8%	
PAT/Revenue	12%	5%	7%			8%	6%	

\*PAT: Profit After Tax, PBT: Profit Before Tax, EBITDA: Earnings Before Interest Tax Depreciation Amortization, MI: Minority Interest, () indicates negative figure

# Business Segment Performance - FY 24

(INR Mn)

Particulars	Real Estate	Lease Rental	Hospitality	Total
Revenue	36,623	9,377	4,641	<b>50,641</b>
as % of Total	72%	19%	9%	<b>100%</b>
Direct Expenses	27,592	98	524	<b>28,214</b>
Admin Expenses	1,382	1,485	1,318	<b>4,185</b>
Selling cost	840	404	204	<b>1,448</b>
Employee cost	1,711	554	911	<b>3,176</b>
EBITDA	5,098	6,836	1,684	<b>13,618</b>
EBITDA/Revenue %	14%	73%	36%	<b>27%</b>
Finance costs	645	3,705	560	<b>4,910</b>
PBDT	4,453	3,131	1,124	<b>8,708</b>
Depreciation	87	2,411	523	<b>3,021</b>
PBTE	4,366	720	601	<b>5,687</b>
PBTE/Revenue %	12%	8%	13%	<b>11%</b>

PBDT: Profit Before Depreciation & Tax, PBTE: Profit Before Tax & Exceptional Items,  
EBITDA: Earnings before Interest Tax Depreciation Amortization, () indicates negative figure

# Consolidated Cash Flows

Particulars (All amounts in INR Mn)	Q4 FY24	Q3 FY24	Q2 FY24	Q1 FY24	FY24	FY23
<b>Operating Activities</b>						
Total Collections	18,375	13,944	14,393	12,439	59,151	54,238
Direct Cost/ Construction Cost	(6,866)	(6,038)	(5,401)	(5,675)	(23,980)	(23,762)
Landowner Payments	(2,330)	(2,181)	(1,605)	(1,494)	(7,610)	(4,900)
Employee and Admin Expenses	(1,137)	(1,180)	(1,129)	(1,103)	(4,549)	(4,194)
Sales and Marketing Expenses	(407)	(371)	(291)	(264)	(1,333)	(1,343)
Statutory Payments	(1,644)	(1,432)	(1,421)	(1,196)	(5,693)	(4,699)
Other Payments	(97)	(79)	(25)	(39)	(240)	(173)
<b>Net Cash Flow from Operating Activities (A)</b>	<b>5,894</b>	<b>2,663</b>	<b>4,521</b>	<b>2,668</b>	<b>15,746</b>	<b>15,167</b>
<b>Investment Activities</b>						
Cash from Investment Activities (FD & MF)	7,755	4,105	7,556	2,708	22,124	22,091
Construction Cost (CWIP/Capex Projects)	(626)	(421)	(403)	(546)	(1,996)	(2,314)
Investment in Land/JD/JV/TDR	(2,211)	(3,479)	(7,148)	(255)	(13,093)	(7,077)
Investment in Subsidiary/associate companies	-	(276)	-	-	(276)	(510)
Other Investments (FD & Mutual Fund)	(11,501)	(5,558)	(4,068)	(4,337)	(25,464)	(21,544)
<b>Net Cash Flow from Investment Activities (B)</b>	<b>(6,583)</b>	<b>(5,629)</b>	<b>(4,063)</b>	<b>(2,430)</b>	<b>(18,705)</b>	<b>(9,354)</b>
<b>Financing Activities</b>						
Debt Drawdown	4,346	9,255	7,301	605	21,507	3,665
Debt Repayment	(844)	(6,618)	(4,368)	(1,192)	(13,022)	(6,697)
Investment by PE/(Payment to PE)	(369)	-	(1,450)	1	(1,818)	301
Proceeds from ESOP	48	14	10	10	82	78
Dividend Payment	-	-	(461)	-	(461)	(316)
Finance costs	(961)	(952)	(861)	(826)	(3,600)	(3,283)
<b>Net Cash Flow from Financing Activities (C)</b>	<b>2,220</b>	<b>1,699</b>	<b>171</b>	<b>(1,402)</b>	<b>2,688</b>	<b>(6,552)</b>
<b>Net Cash Flows for the Period (A+B+C)</b>	<b>1,531</b>	<b>(1,267)</b>	<b>629</b>	<b>(1,164)</b>	<b>(271)</b>	<b>(739)</b>

# Capital Allocation: Segment-wise - FY 24

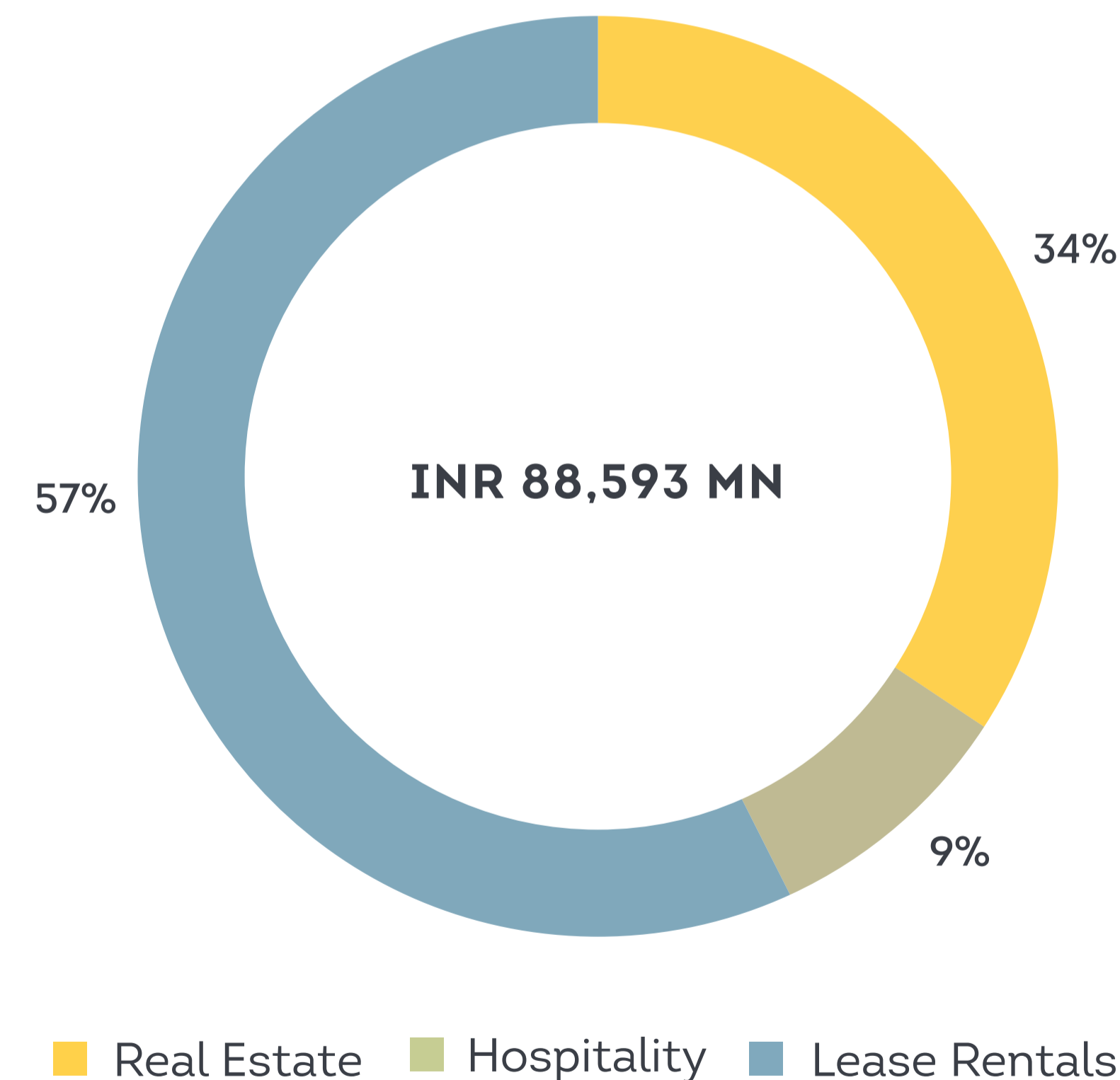
(INR Mn)

Segment	Equity (A)	Debt (B)	Capital Employed (A+B)	D/E Ratio (A/B)	PBD*/ Equity %	Operating Capital Employed (OCE)	EBITDA/OCE %
Real Estate	28,342	1,650	29,992	0.06	16%	29,992	17%
Hospitality	3,601	4,774	8,375	1.33	31%	7,657	22%
Leasing	10,021	40,205	50,226	4.01	31%	38,629	18%
Less: Cash Balance		20,726					
<b>Total</b>	<b>41,965</b>	<b>25,903</b>	<b>88,593</b>	<b>0.62</b>	<b>21%</b>	<b>76,278</b>	<b>18%</b>

Note: PBD/Equity and EBITDA/OCE percentages are calculated based on trailing four quarter numbers

\*PBD: Profit Before Depreciation & Tax (After Interest)

## CAPITAL EMPLOYED

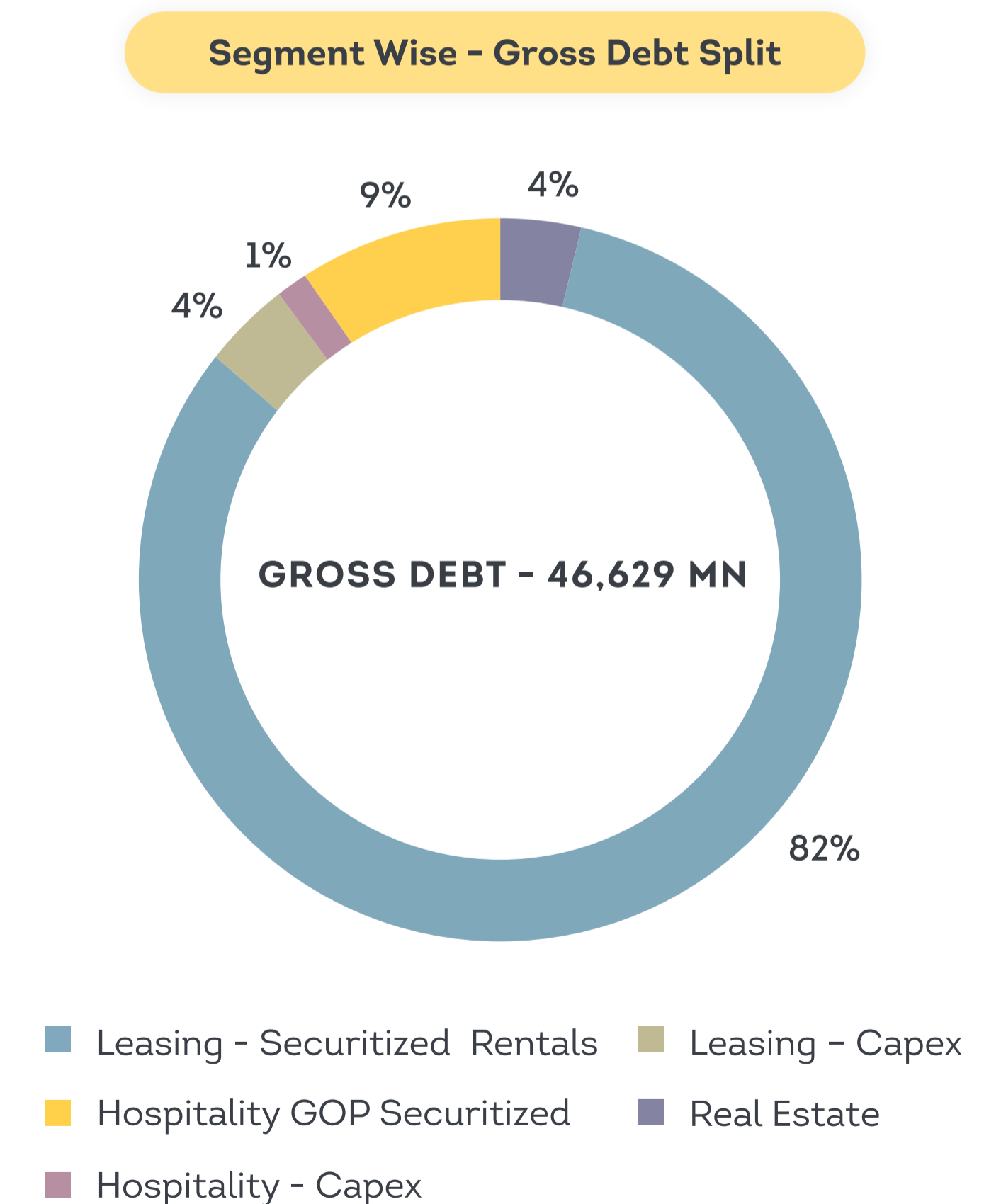


# Consolidated Debt Profile

(INR Mn)

Particulars	Mar-24	Dec-23	Mar-23
<b>Real Estate</b>	<b>1,650</b>	<b>109</b>	<b>465</b>
<b>Hospitality</b>	<b>4,774</b>	<b>4,923</b>	<b>5,468</b>
GOP Securitized	4,415	4,543	4,985
Capex	359	380	483
<b>Leasing</b>	<b>40,205</b>	<b>38,339</b>	<b>32,363</b>
Securitized Lease Rental	38,213	34,832	28,839
Capex	1,992	3,507	3,524
<b>Gross Debt</b>	<b>46,629</b>	<b>43,371</b>	<b>38,296</b>
Less: Cash & Cash Equivalents	20,726	15,622	16,903
<b>Net Debt</b>	<b>25,903</b>	<b>27,750</b>	<b>21,393</b>
Less: SPV Partner's share of net debt	6,821	6,635	6,649
<b>Exposure of BEL</b>	<b>19,082</b>	<b>21,115</b>	<b>14,744</b>
<b>Cost of Debt (Consolidated)</b>	<b>8.82%*</b>	<b>8.73%</b>	<b>8.67%</b>

\*Cost of debt stands at 8.68% p.a. as of 30<sup>th</sup> April 2024



# Standalone Financial: Snapshot

(INR Mn)

Particulars	Q4 FY 24	Q3 FY 24	Q4 FY 23	Q4 FY 24 on Q3 FY 24	Q4 FY 24 on Q4 FY 23	FY 24	FY 23	FY 24 on FY 23
Turnover	9,181	4,508	5,744	104%	60%	22,240	24,245	(8%)
EBITDA	2,771	1,244	1,798	123%	54%	6,516	6,798	(4%)
Finance cost	414	384	341	8%	21%	1,441	1,344	7%
Profit before depreciation	2,357	860	1,457	174%	62%	5,075	5,454	(7%)
Depreciation	201	218	214	(8%)	(6%)	782	795	(2%)
PBTE	2,156	642	1,243	236%	73%	4,293	4,659	(8%)
Add/(Less): Exceptional Items	-	-	60	-	(100%)	-	359	(100%)
PBT	2,156	642	1,303	236%	65%	4,293	5,018	(14%)
Tax charge/(Credit)	552	169	210	227%	163%	1,111	1,168	(5%)
PAT	1,604	473	1,093	239%	47%	3,182	3,850	(17%)
EBITDA/Revenue	30%	28%	31%			29%	28%	
PBT/Revenue	23%	14%	23%			19%	21%	
PAT/Revenue	17%	10%	19%			14%	16%	

\*PAT: Profit After Tax, PBTE: Profit Before Tax & Exceptional Items, PBT: Profit Before Tax, EBITDA: Earnings Before Interest Tax Depreciation Amortization, ( ) indicates negative figure

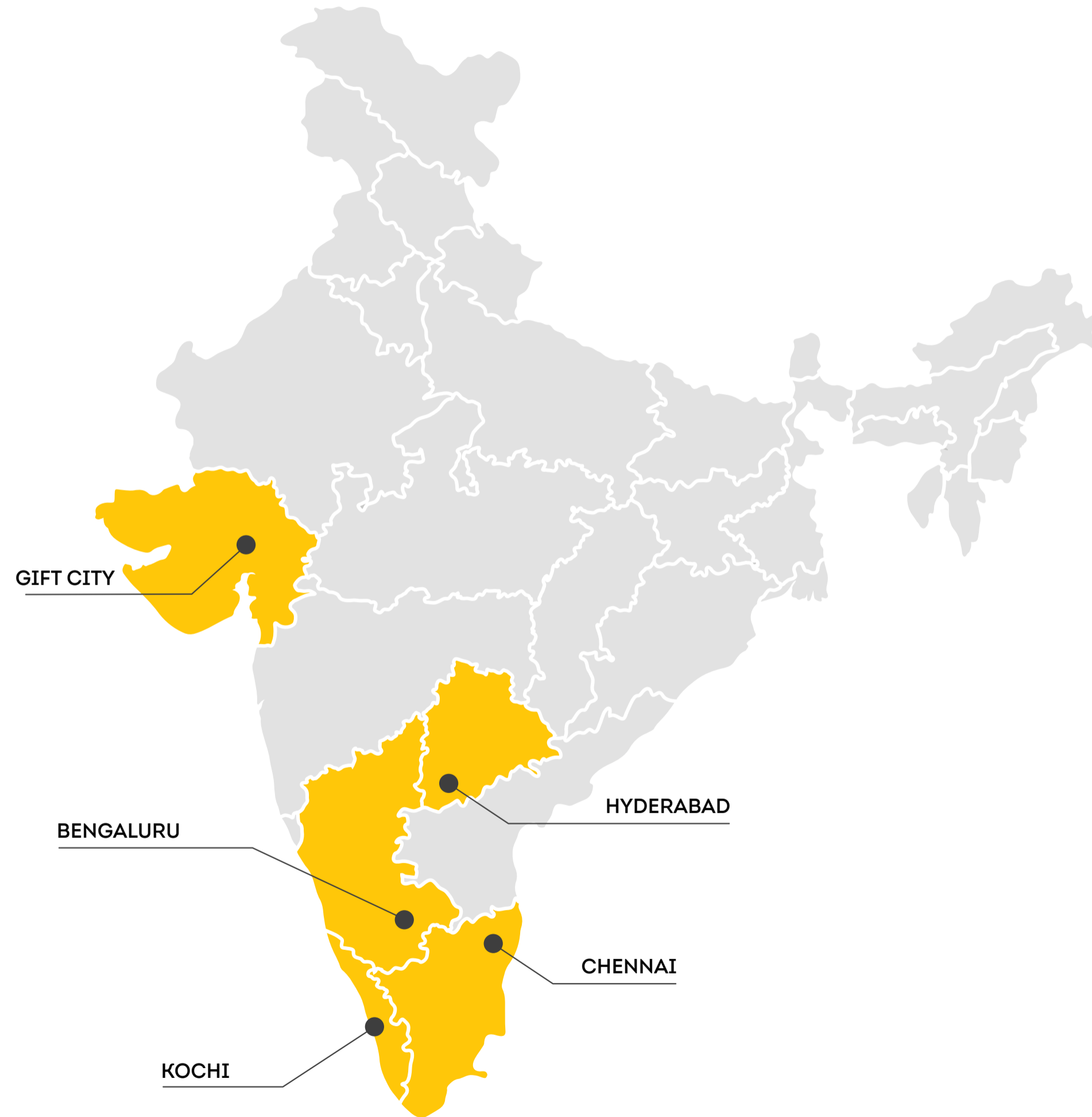


# Contents

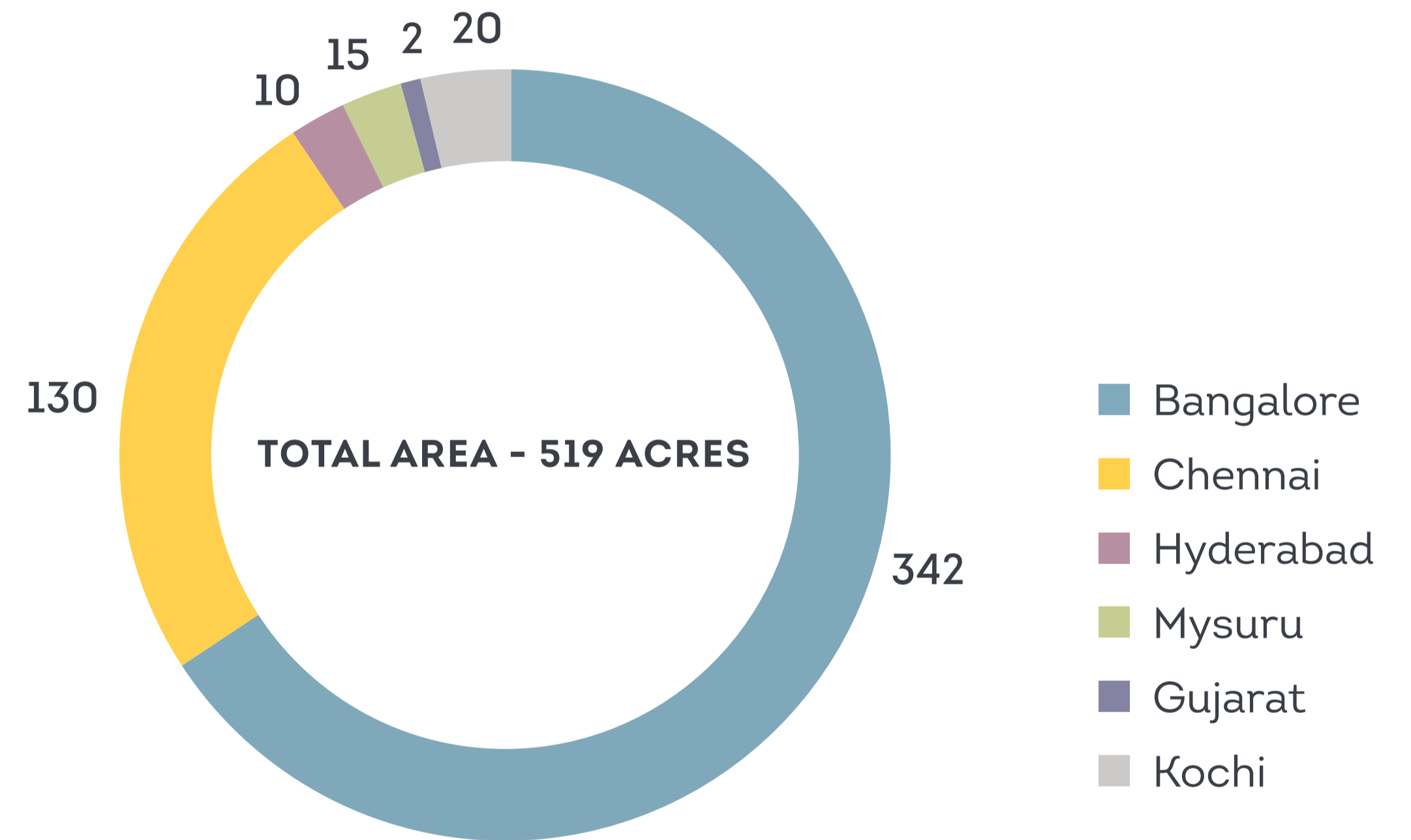
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1. Continued robust performance in Real Estate segment
2. Expansion-driven demand fuelled the growth of Leasing segment
3. Poised to witness sustained growth in Hospitality segment
4. Financial Performance
5. **Land Bank**
6. Projects launched and upcoming launches

# Brigade's Land Bank



LAND AREA (IN ACRES) AS ON 31<sup>ST</sup> MAR 24



Total Land Area (Acres)	Cost of Land (INR Mn)	Amount Paid (INR Mn)	Balance Payable (INR Mn)
519	33,432	23,791	9,641

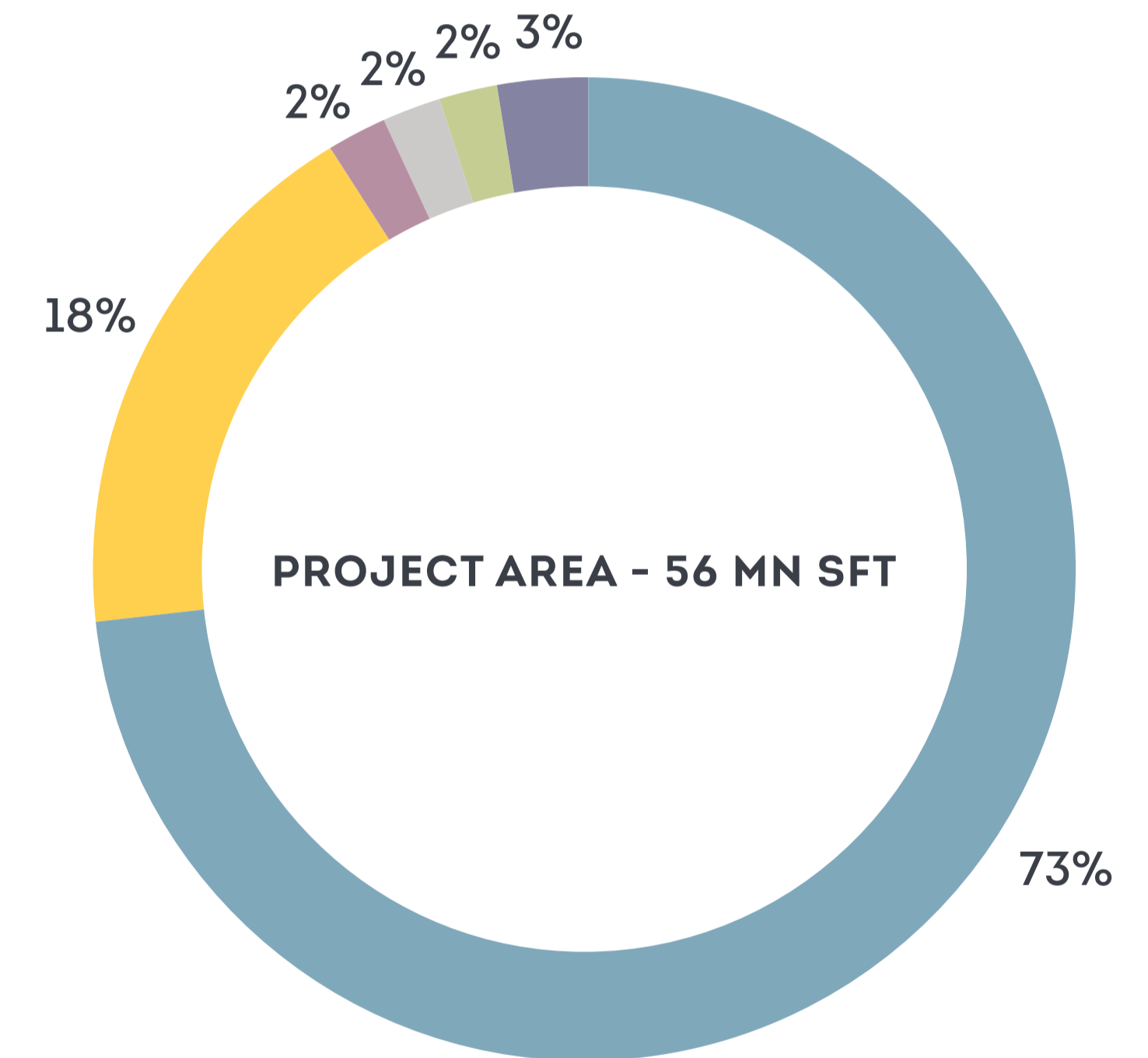
# Developable Area Details

Product	Land Area	Project Area (Mn sft)	BEL Share (Mn sft)
Residential	284	41	31
Plotted Development	77	2	1
Commercial-Lease	70	10	9
Commercial-Sale	7	1	1
Mixed Development	44	1	1
Hospitality	37	1	1
<b>Total</b>	<b>519</b>	<b>56</b>	<b>44</b>

Location	Land Area	Project Area (Mn sft)	BEL Share (Mn sft)
Bengaluru	342	31	26
Chennai	130	19	13
Hyderabad	10	4	4
Others*	37	2	1
<b>Total</b>	<b>519</b>	<b>56</b>	<b>44</b>

\*Others include Mysuru, Gujarat & Kochi

## PROJECT AREA: PRODUCT MIX



- Residential
- Plotted Development
- Commercial-Lease
- Mixed Development
- Commercial-Sale
- Hospitality

# Contents

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1. Continued robust performance in Real Estate segment
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# Projects Launched - FY 24

Project	Segment	Project Area (Mn sft)	BEL Interest (Mn sft)	Launch Quarter
Brigade Padmini Tech Valley - Tower C	Commercial	0.26	0.13	Q1
Brigade El Dorado - Aurum	Residential	0.59	0.59	Q2
Brigade Calista - Phase 2	Residential	0.70	0.56	Q2
Brigade Millennium Annexe	Residential	0.02	0.02	Q3
Brigade Orchards - Ivory Phase 2	Residential	0.48	0.33	
Brigade Orchards - Fairmont	Residential	0.19	0.13	
Brigade Sanctuary	Residential	2.00	1.52	Q4
Brigade Oasis - Phase 3	Residential	0.72	0.31	
Brigade El Dorado - Dioro	Residential	0.56	0.56	
Elysium - Brigade Cornerstone Utopia	Commercial	0.40	0.27	
Arcadia - Brigade Cornerstone Utopia	Retail	0.12	0.08	
Brigade Senate I Wing B	Commercial	0.14	0.07	
<b>Total</b>		<b>6.18</b>	<b>4.57</b>	

Note: All the projects launched during FY 24 were in Bengaluru



Brigade Sanctuary

Artist's impression



Brigade Ivory

Artist's impression



Brigade El Dorado

Artist's impression

# Upcoming Projects

Segment	Total Area (Mn sft)	Brigade Economic Interest (Mn sft)
Residential	12.61	10.77
Commercial	2.98	1.96
Hotels	0.50	0.42
<b>Total</b>	<b>16.09</b>	<b>13.15</b>



**Brigade Padmini Tech Valley**

*Artist's impression*



**Brigade Valencia**

*Artist's impression*

# Awards and Accolades – Q4 FY 24



**WTC Chennai** won the award for Environmental, Social and Governance (ESG) at the **INFHRA Awards 2024**. WTCC was also declared winner in the **Safety and Security category** as well.

**WTC Kochi** won the award for **Return to Office**. It also secured Silver in **Safety and Security at the INFHRA Awards 2024**.



**Regional Member of the Year (Asia Pacific)**

WTC Bengaluru won the award for operating with transparency, contributing to a culture of trust & reliability among its members and the broader business community in the Asia Pacific region.

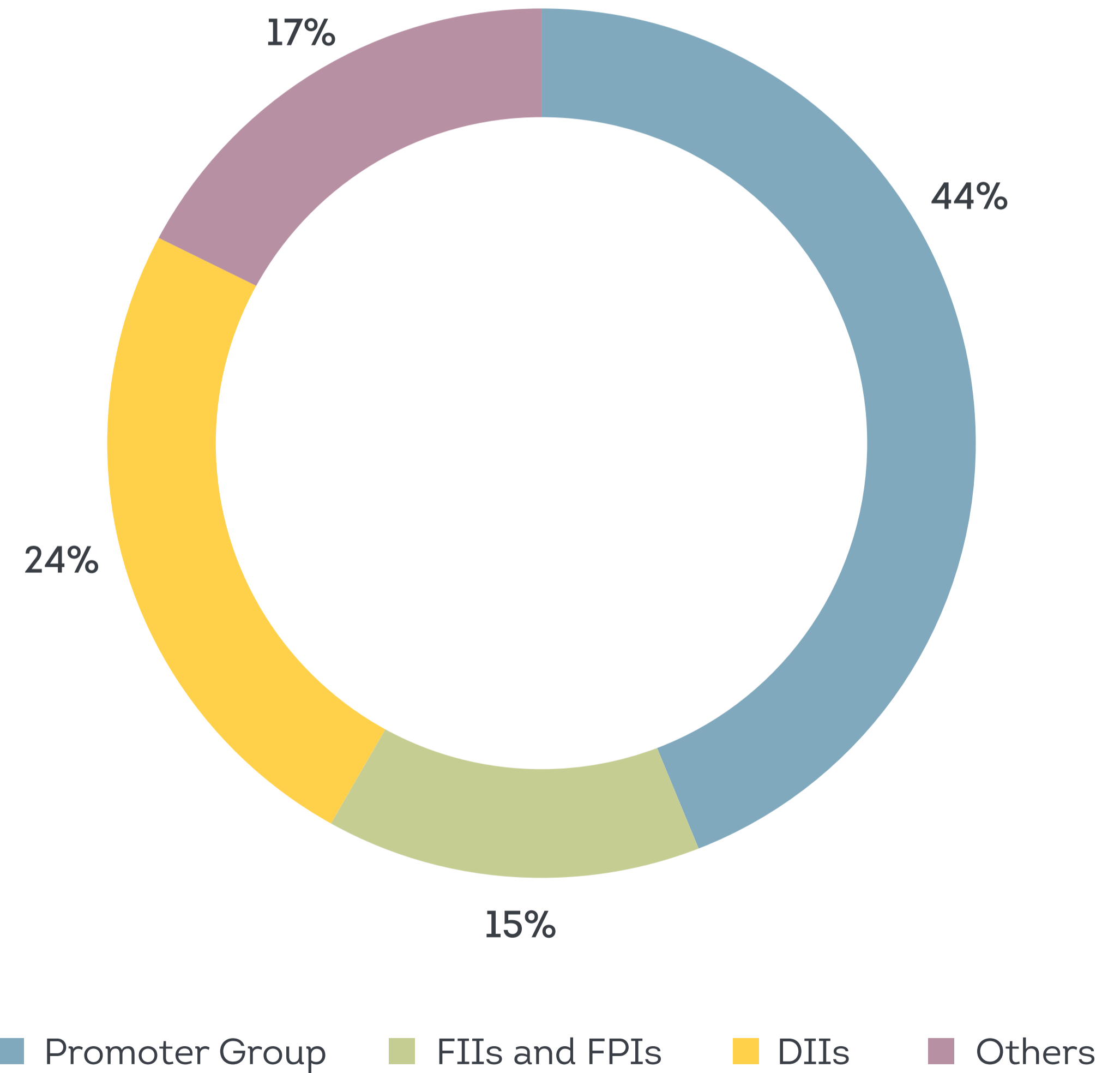


**WTC-Bengaluru conferred Global Member of the Year award**  
This certificate is awarded to the Member who most exemplifies the values, vision, mission and goals of the entire Association across the five regions-Asia Pacific, North America, Latin America, Europe, Middle East and Africa.



**Pavitra Shankar, Managing Director** won 'Realty Personality of the Year' at the **Economic Times Real Estate Awards 2024**.

# Shareholding Pattern - 31<sup>st</sup> Mar 2024





# Board of Directors

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**M R Jaishankar**

Executive Chairman

- Masters in Business Administration
- Part of Promoter Group

**Aroon Raman**

Vice Chairman  
(Independent Director)

- MBA from Wharton School, University of Pennsylvania
- Author and Entrepreneur

**Pavitra Shankar**

Managing Director

- MBA, Real Estate & Finance, Columbia Business School
- Part of Promoter Group

**Nirupa Shankar**

Jt. Managing Director

- Masters of Management, Hospitality from Cornell University
- Part of Promoter Group

**Amar Mysore**

Executive Director

- Masters in Engineering from Pennsylvania State University

**Roshin Mathew**

Executive Director

- B.Tech and Masters in Building Engineering and Management

# Board of Directors

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**Pradyumna  
Krishnakumar**  
Executive Director

- MBA, Finance & General Management, Asian Institute of Management, Manila



**Lakshmi  
Venkatachalam**  
Independent Director

- MBA from Boston University
- Retired IAS Officer



**Pradeep Kumar  
Panja**  
Independent Director

- Masters in Science
- Former MD of SBI



**Dr. Venkatesh  
Panchapagesan**  
Independent Director

- CA, CWA, IIM K Alumni
- Faculty at IIM B



**Bijou Kurien**  
Independent Director

- PG Diploma in Business Management
- Rich Experience in Retail Sector



**V V Ranganathan**  
Independent Director

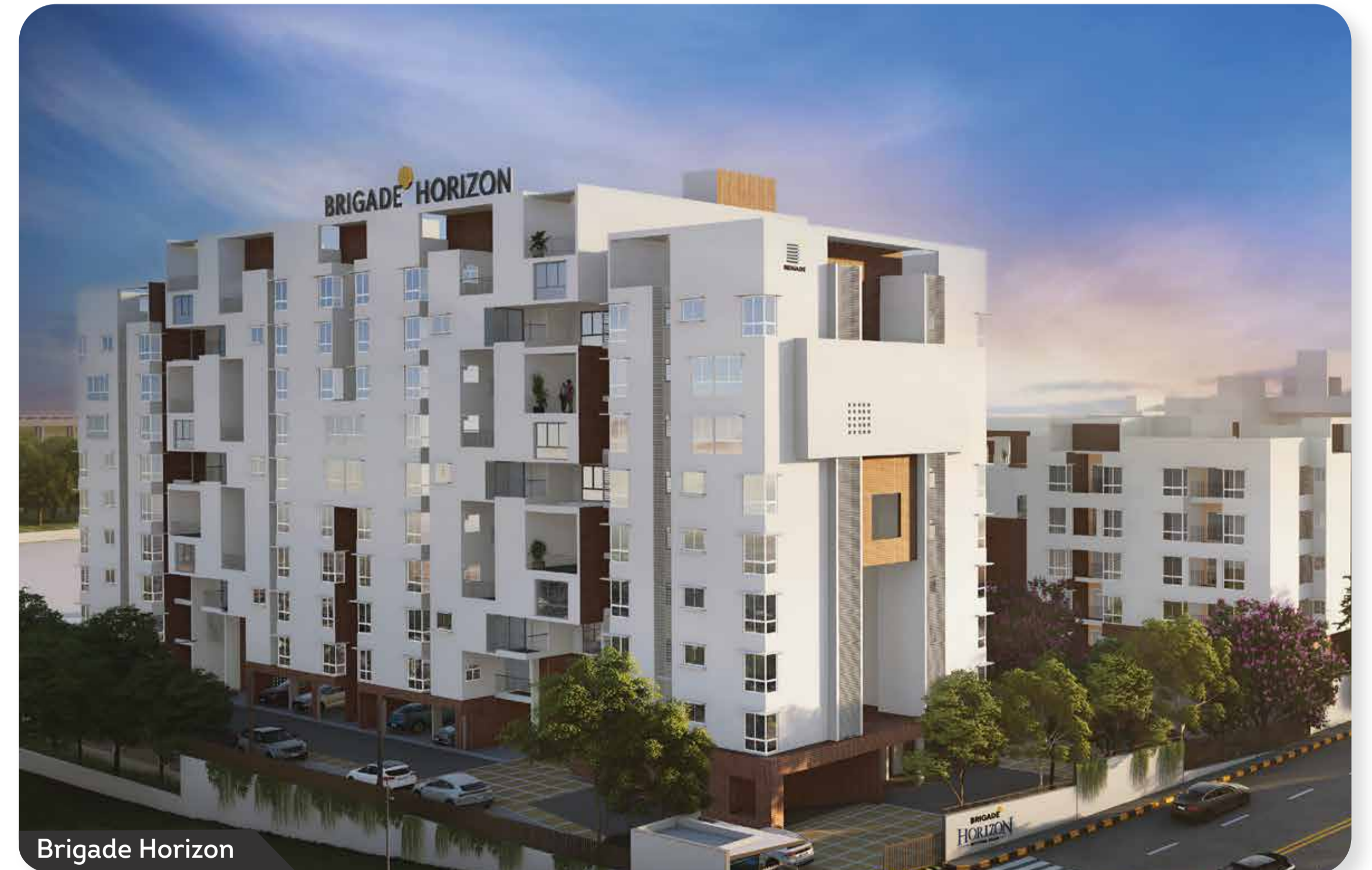
- CA, Finance professional with 4 decades of experience
- Graduate in Commerce

# Ongoing Residential Projects

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Artist's impression



Artist's impression

# Completed Residential Projects

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*Actual shot*



*Actual shot*

# Completed Commercial Projects

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Arcade at Brigade Orchards

*Actual shot*



Brigade Tech Gardens

*Actual shot*



Brigade Deccan Heights

*Actual shot*

# Thank you

## 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.

## Brigade Enterprises Ltd.

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