

PRESS RELEASE

BRIGADE RECORDS 92% GROWTH (YoY) IN Sales IN Q1 FY 2022, Credit Rating upgraded to A+

Bengaluru, August 5, 2021: Brigade Enterprises Ltd reported a 92% growth in new sales for its Real Estate business with a total value of Rs 480 crores in Q1 of FY 2022 as against Q1 of FY 2021. The company's residential projects across Bangalore, Chennai & Hyderabad continued to deliver consistently, despite the severity of the second wave of Covid-19. Brigade registered overall collections of Rs 717 crores in Q1 FY22, driven by continued strong sales performance. In its Office business, Brigade achieved 99% cumulative collections in lease rentals with increased momentum in terms of leasing enquiries, RFP releases and site inspections.

The company raised INR 5,000 Mn through QIP during the quarter, which was oversubscribed by 6.25 times. Proceeds will be utilized for Capex – Acquisition of land or land developmental rights, working capital requirements, repayment of debt and general corporate purposes. The company's credit rating was recently upgraded by ICRA to A+ with stable outlook. The successful fundraise and rating upgrade reaffirms the confidence of lenders and investors in the Company. Cost of debt stood at an all-time low of 8.14%.

Commenting on the results, Chairman and Managing Director, Mr. M.R. Jaishankar, Brigade Enterprises Ltd. said, "Despite the second wave of Covid 19, we have witnessed resilience across verticals of our business during the quarter. Given the current scenario our residential business has performed reasonably well especially in key markets. With a favorable macro-economic environment in the residential sector the outlook remains bright. In the commercial segment, we expect to see renewed demand driven by continued hiring in IT & ITES which is likely to enhance the need for office space. The Retail business is back to 60% of the pre-COVID footfalls and will scale up further from here and all efforts are being made to improve the Hospitality business, which is gaining traction. We will continue to see sales move in the upward direction with market consolidation and established players growing at higher levels. Furthermore, Brigade Enterprises also successfully raised over Rs. 500 Crores through QIP – a clear indication of the continued confidence our investors have in our business."

Real Estate Highlights

The real estate segment achieved 0.76 mn sft of new bookings having a value of Rs 480 crores, a growth of 82% by area and 92% by value over the comparable period of first wave of Covid19 in Q1 FY21. On the collections front, we are at Rs 557 crores from the real estate business, driven by continued strong sales performance and good construction progress at all project sites. Average realization increased by 5% to INR 6,275/sft in Q1 FY22 from INR 5,956/sft in Q1 FY21. Currently Brigade has approximately 18.11 Mn Sqft of ongoing projects and 1.91 Mn Sqft of upcoming projects.



Lease Rental

The office segment of the commercial business of Brigade remains stable and positive with around 99% collections; overall, there was increased momentum in terms of leasing enquiries, RFP releases and site inspections. Retail malls were impacted because of the lockdown during the 2nd wave. However, footfalls are now back to 60% of pre-Covid level along with higher conversion rates

Hospitality

The hospitality business, which was impacted the most due to COVID-19 travel restrictions that are in place, has reported a 23% average occupancy compared to 11 % in the Q1 FY21 with better traction in the F&B and banquet business.

Financial Highlights (Consolidated):

Revenue in Q1 FY22 stood at ₹ 391 Crores as against ₹ 214 Crores in Q1 FY21; an increase of 83% . EBITDA stood at ₹ 120 Crores in Q1 FY22 as against ₹ 58 Crores in Q1 FY21; an increase of 107 %. Net debt to equity stood at 0.86x and Average cost of debt stood at 8.14 %. Loss after tax during the quarter under review stood at (₹ 86) Crores in Q1 FY22 as compared to (₹ 64) Crores in Q1 FY21.

About Brigade Enterprises

The Brigade Group is one of India's leading property developers with over three decades of expertise in building positive experiences for all stakeholders. Instituted in 1986, the company has developed many landmark buildings and transformed the skyline of cities across South India, namely – Bengaluru, Mysuru, Hyderabad, Chennai and Kochi with developments across the Residential, Commercial, Retail, Hospitality and Education sectors. Since its inception, Brigade has completed 250+ buildings amounting to over 71 million sq. ft of developed space across a diverse real estate portfolio.



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