

**PRESS RELEASE**

**BRIGADE Revenue GROWS 52% in FY22  
HIGHEST EVER SALES OF 4.72 MN SFT WITH TOTAL VALUE OF 3,023 CR  
*Company Records Highest Ever Collections of 4,083 Cr increase by 51% in FY22***

**Bengaluru May 12, 2022:** Brigade Group registered its best ever residential performance in FY22, growing 9% in sales value over FY21. The company recorded 4.72 mn sqft of net new bookings having a sales value of Rs. 3,023 crores compared to an area of 4.60 mn sqft and sales value of 2,767 Cr in FY21. Collections in FY22 amounted to Rs. 4,083 Cr. Cash flow from operations for FY22 stood at Rs. 1,125 Cr, an increase of 23% over the previous financial year. The office segment transacted new business of about 1 mn sft in FY22.

**Q4 – FY 22**

The Group recorded its best quarterly presales by value in Q4 at Rs 1,028 Cr, translating to 1.55 mn sqft in Real Estate segment.

Brigade Group reported a revenue of Rs. 965 Cr in Q4 registering an increase of 18% over the previous comparable quarter and total Collections stood at Rs 1,334 Cr.

Commenting on the results, Mr. M R. Jaishankar, Chairman and Managing Director, Brigade Enterprises Ltd. said, "It is very encouraging to end FY22 on a good note with the best ever sales and collections, till date. This is notwithstanding the second and third waves of COVID-19 as well as an increase in construction costs. Despite price increases, the residential sales momentum has continued reflecting positive buyer sentiment and the strength of our brand. Similarly, there has been demand revival in the leasing segment and positive momentum in the hospitality segment. We feel confident that the strong pipeline of our upcoming projects will help maintain the momentum in the coming months."

**Lease Rental - Office**

The leasing segment of Brigade remained stable with 99% collections. Besides achieving renewals of 0.50 mn sft, Brigade has an existing pipeline of over 1 mn sft across all properties with increased traction for larger floor plates as well as for small and mid-sized workspaces.

**Lease Rental- Retail:**

The retail vertical achieved higher retailer sales consumption over Q4 FY20 (Pre-Covid) by more than 100%. The company is seeing consistent traction on the leasing front. Almost 80,000 sft (15 units) are under fitout across all three malls. These brands will be operational by mid of Q1 FY23. Retail revenue increased by 64% during FY22 compared to FY21

**Hospitality**

The hospitality portfolio had a slow start due to the Omicron wave in Q4 but occupancies and ARR's both grew strongly touching 94% and 72% of the pre-covid levels respectively, for the comparable period. Revenue stood at 179 Cr in FY22 when compared to 114 Cr in FY21. Revenue in FY22 increased by 57% when compared with FY21.

**Dividend**

The Board of Directors has recommended a final dividend of Rs. 1.50/- per equity share (15%) of Rs. 10 each for the Financial Year 2021-22.



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### **FY22 Financial Highlights**

EBITDA stood at Rs. 833 Cr in FY22 as against Rs. 532 Cr in FY21, an increase of 56%.  
PAT (after MI) during the year stood at Rs. 83 Cr in FY22 as compared to Loss of Rs. 46 Cr in FY21.

### **About Brigade Enterprises**

Established in 1986, Brigade Enterprises Ltd. is one of India's leading property developers with over three decades of expertise in building positive experiences for all their stakeholders and winning their customers' trust. Brigade has developed many landmark buildings and transformed skylines across South India in the cities of Bengaluru, Mysuru, Hyderabad, Chennai and Kochi with developments across Residential, Office, Retail, Hospitality and Education Sectors.

For information on Brigade Group, please visit [BrigadeGroup.com](http://BrigadeGroup.com) or contact us at [investors@brigadegroup.com](mailto:investors@brigadegroup.com)

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