



Brigade Group

Investor Presentation – Q4 FY 2014-15

Q4 FY 15 - Key Highlights

Consolidated FY 2014-15 Revenue of Rs. 13.31 Bn (38% Y-o-Y increase) and **PAT of Rs. 1.15 Bn** (29% Y-o-Y increase)

Standalone FY 2014-15 Revenue of Rs. 10.08 Bn (10% Y-o-Y increase) and **PAT of Rs. 0.7 Bn** (22% Y-o-Y decrease)

Standalone Q4 FY 2014-15 Revenue of Rs. 3.07 Bn (51% Q-o-Q increase) and **PAT of Rs. 0.3 Bn** (162% Q-o-Q increase)

Projects with total saleable area of **1.2 Mn sft were launched** during the fourth quarter, which include **Brigade Panorama I** (0.7 mn sft) and **Brigade Cosmopolis Ph II** (0.37 mn sft)

Our project **Wisteria at Brigade Meadows** reached revenue recognition during the quarter

Unrecognized Revenue on Ongoing Real Estate projects (including unsold) stands at **Rs. 53.6 Bn**

Brigade Group – Business Overview

Real Estate

- Executed over 20 million sft of residential & commercial projects
- Ongoing projects of over 16 million sft expected to be delivered in the next 3-3.5 years
- Unrecognized Revenue of Ongoing projects (including unsold units) stands at Rs. 53.6 Bn
- Pioneer in integrated enclaves
- Flagship project – Brigade Gateway, the most integrated City-centric development in India

Lease Rental

- Portfolio of 1.63 million sft of completed commercial & retail projects (over 96% leased)
- Portfolio includes marquee assets like the iconic WTC Bangalore and Orion Mall
- Over 1.1 million sft of assets under construction and expected to be completed in the next 2-3 years
- Office tenants include Amazon, KPMG, Coca Cola, Siemens, Samsung, Mckinsey among others
- Retail tenants include PVR Cinemas, West Side, Landmark, Zara, Bangalore Central among others

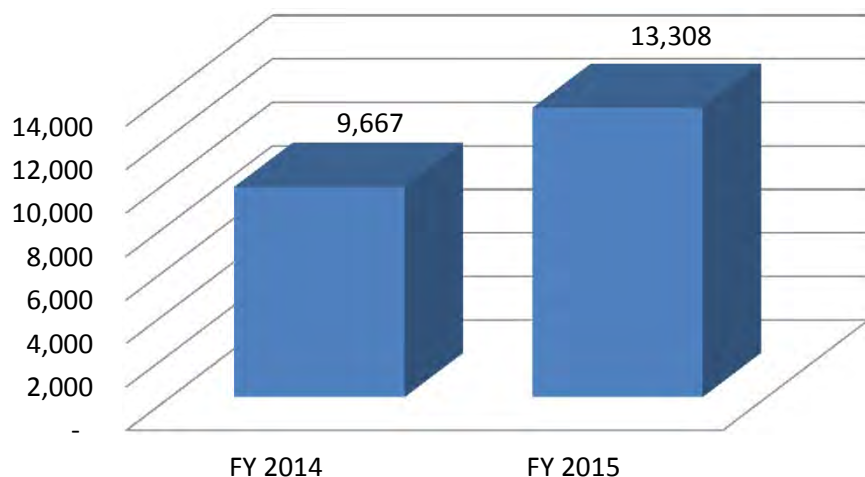
Hospitality

- Portfolio of two best-in-class performing 5 Star hotels in Bangalore. Sheraton Bangalore at Brigade Gateway – 230 Keys and Grand Mercure Bangalore – 126 Keys
- Three hotels and a high end club under construction – 672 keys; to be delivered in the next 2 years
- Tie-ups with leading global hotel management companies to manage our hotels
- Partnering brands include Sheraton, Grand Mercure, Holiday Inn, Holiday Inn Express among others

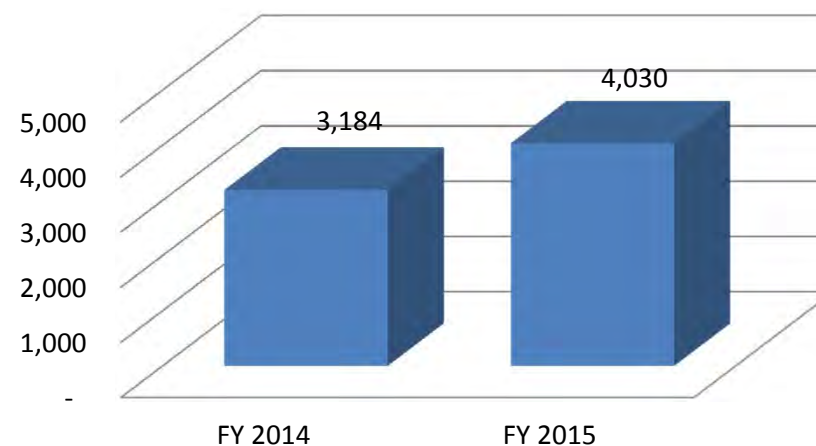
Consolidated Financials - Snapshot

Amounts in Rs. Mn

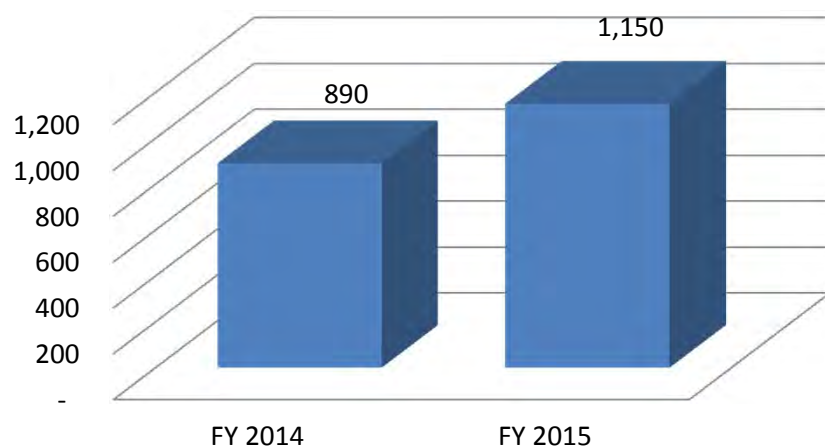
Turnover



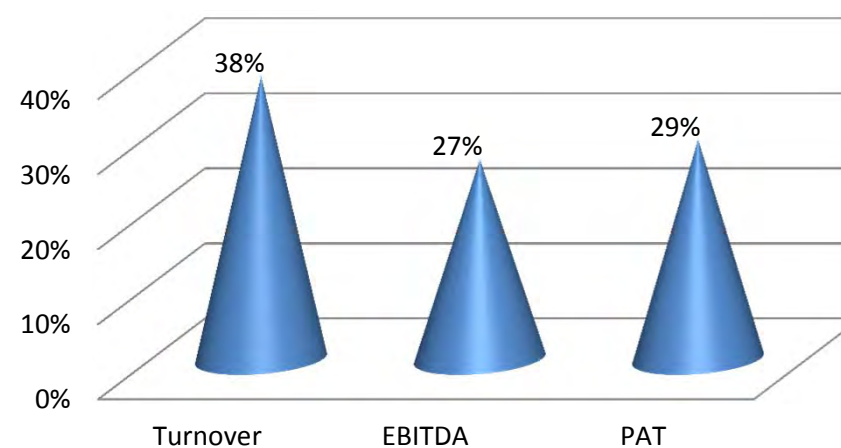
EBITDA



PAT



Growth %



Consolidated Financials - Snapshot

Amount in Rs. Mn

Particulars	FY 2015	FY 2014	FY 2015 on FY 2014	Q4 FY15	Q3 FY15	Q4 FY14	Q4 FY15 on Q3 FY15	Q4 FY15 on Q4 FY14
Turnover	13,308	9,667	38%	3,538	4,116	4,070	-14%	-13%
EBITDA	4,030	3,184	27%	1,356	1,138	1,084	19%	25%
Interest	1,314	1,131	16%	491	283	228	73%	116%
Profit after Int	2,717	2,054	32%	865	856	856	1%	1%
Depreciation	992	818	21%	213	280	199	-24%	7%
PBT	1,725	1,236	40%	652	576	657	13%	-1%
Tax	575	346	66%	218	131	163	67%	34%
PAT	1,150	890	29%	434	445	494	-2%	-13%
PAT after MI	952	920	3%	405	277	494	46%	-19%
EBITDA/Sales	30%	33%		38%	28%	27%		
PBT/Sales	13%	13%		18%	14%	16%		
PAT/Sales	9%	9%		12%	11%	12%		

Standalone Financials - Snapshot

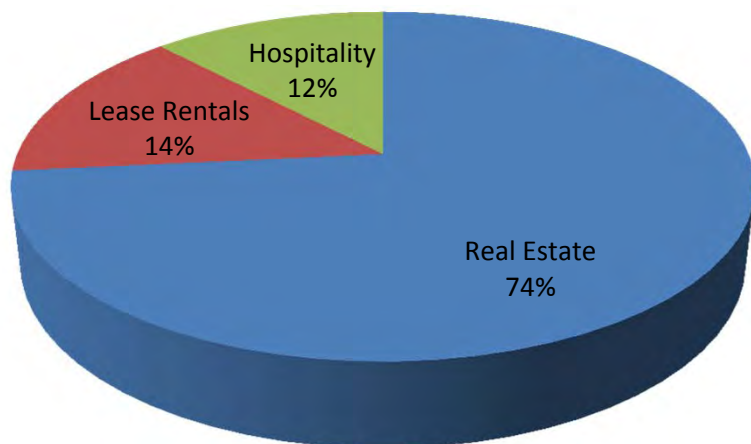
Amount in Rs. Mn

Particulars	FY 2015	FY 2014	FY 2015 on FY 2014	Q4 FY15	Q3 FY15	Q4 FY14	Q4 FY15 on Q3 FY15	Q4 FY15 on Q4 FY14
Turnover	10,080	9,158	10%	3,070	2,036	3,942	51%	-22%
EBITDA	3,153	3,019	4%	986	645	1,083	53%	-9%
Interest	1,146	1,024	12%	323	283	235	14%	37%
Profit after Int	2,007	1,995	1%	663	362	848	83%	-22%
Depreciation	920	765	20%	191	259	194	-26%	-2%
PBT	1,087	1,230	-12%	472	102	654	361%	-28%
Tax	387	332	16%	175	(11)	162	-1658%	8%
PAT	700	898	-22%	298	114	492	162%	-39%
EBITDA/Sales	31%	33%		32%	32%	27%		
PBT/Sales	11%	13%		15%	5%	17%		
PAT/Sales	7%	10%		10%	6%	12%		

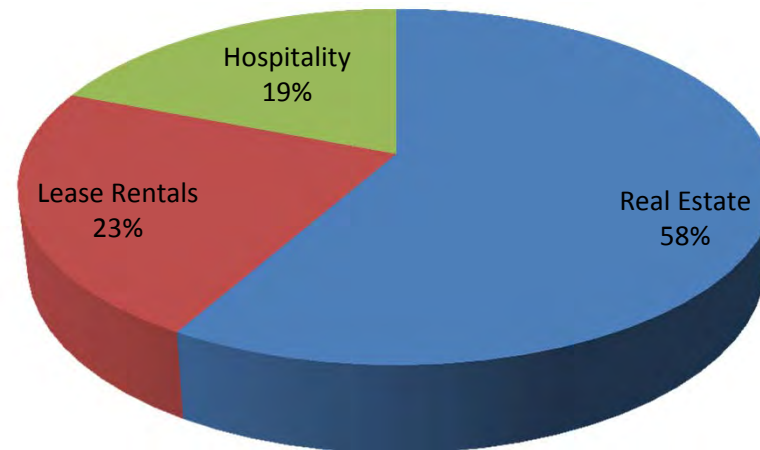
Consolidated Segment Profit Analysis

For 12 months ended March 2015

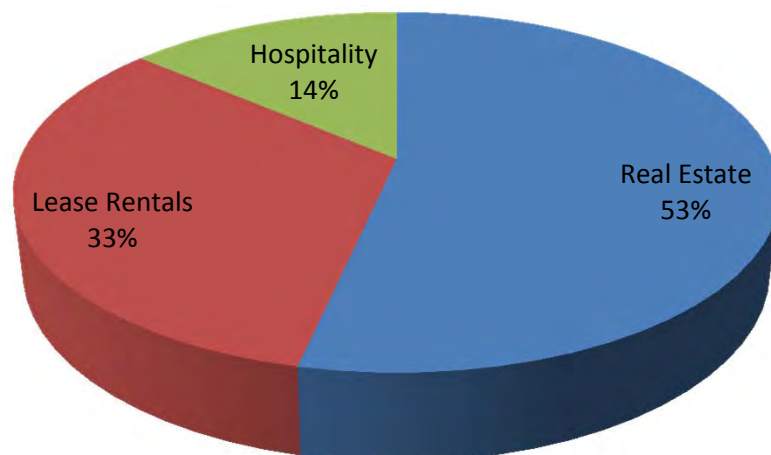
Contribution to Total Revenue



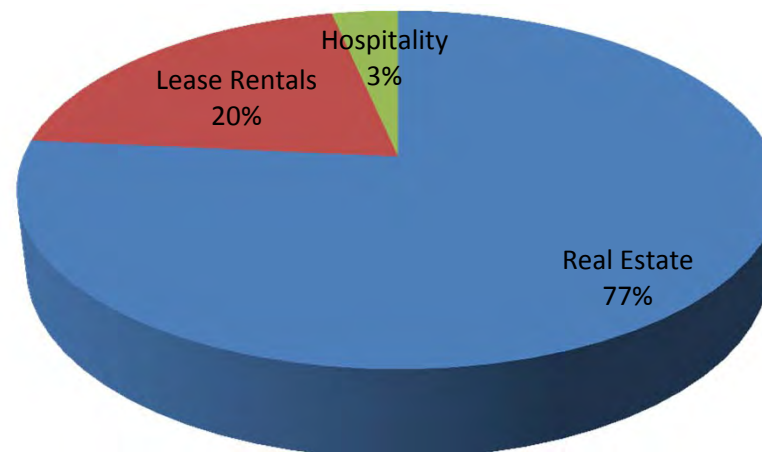
Contribution to Gross Profit



Contribution to EBITDA



Contribution to PBT



Consolidated Segment Profit Analysis

12 Months ending March 2015

Amount in Rs. Mn

Particulars	Real Estate	Hospitality	Lease rentals	Total
Revenue	9,839	1,628	1,842	13,308
Expenses	5,488	202	146	5,836
Gross profit	4,351	1,425	1,696	7,472
Gross profit Margin %	44%	88%	92%	56%
Admin Expenses	1,017	551	296	1,864
Employee cost	677	318	53	1,048
EBIDTA	2,154	555	1,321	4,030
EBIDTA / Revenue %	22%	34%	72%	30%
Interest	766	115	433	1,314
Profit after interest	1,389	440	888	2,717
Depreciation	69	382	541	992
PBT	1,319	58	347	1,725
PBT / Revenue %	13%	4%	19%	13%
Income Tax				575
PAT				1,150

Standalone Segment Profit Analysis

12 Months ending March 2015

Amount in Rs. Mn

Particulars	Real Estate	Hospitality	Lease rentals	Total
Revenue	7,220	1,238	1,623	10,080
Expenses	3,951	103	141	4,195
Gross profit	3,269	1,135	1,481	5,862
Gross profit Margin %	45%	92%	91%	58%
Admin Expenses	785	413	117	1,316
Employee cost	661	201	25	886
EBIDTA	1,320	519	1,314	3,153
EBIDTA / Revenue %	18%	42%	81%	31%
Interest	598	115	433	1,146
Profit after interest	722	404	880	2,007
Depreciation	46	337	537	920
PBT	676	68	343	1,087
PBT / Revenue %	9%	5%	21%	11%
Income Tax				387
PAT				700

Consolidated Cash Flows

Direct Method Cash Flows

Amount in Rs. Mn

Particulars	FY 2014-15	Q4 FY 2014-15
<u>Operating Activities</u>		
Total Collections	14,756	3,825
Construction Cost	8,200	2,627
Employee and Admin Expenses	1,961	554
Sales & Marketing Expenses	739	248
Statutory Payments	1,108	273
Other Expenses & Payments	947	299
Net Cash Flow from Operating Activities	1,802	-177

Contd....

Consolidated Cash Flows (Contd.)

Amount in Rs. Mn

Particulars	FY 2014-15	Q4 FY 2014-15
<u>Investment Activities</u>		
Investments Matured	475	475
Construction Cost (CWIP)	2,438	791
Investment in BPPL	510	510
Investment in Land/JD/JV/TDR	3,519	1,744
Other Investments	411	141
Net Cash Flow from Investment Activities	-6,403	-2,711
<u>Financing Activities</u>		
Debt Drawdown	7,326	3,698
Share Issue / Debenture Issue	1,063	192
Dividend Payment	224	0
Debt Repayment	2,129	608
Interest Payment	1,229	338
Net Cash Flow from Financing Activities	4,806	2,944
Net Cash Flows for the Period	205	57

Standalone Cash Flows

Direct Method Cash Flows

Amount in Rs. Mn

Particulars	FY 2014-15	Q4 FY 2014-15
<u>Operating Activities</u>		
Total Collections	11,154	2,891
Construction Cost	6,245	2,001
Employee and Admin Expenses	1,270	359
Sales & Marketing Expenses	588	198
Statutory Payments	747	184
Other Expenses & Payments	879	287
Net Cash Flow from Operating Activities	1,426	-137

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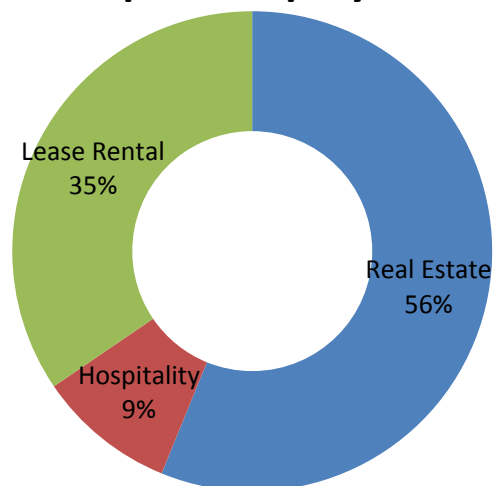
Standalone Cash Flows (Contd.)

Amount in Rs. Mn

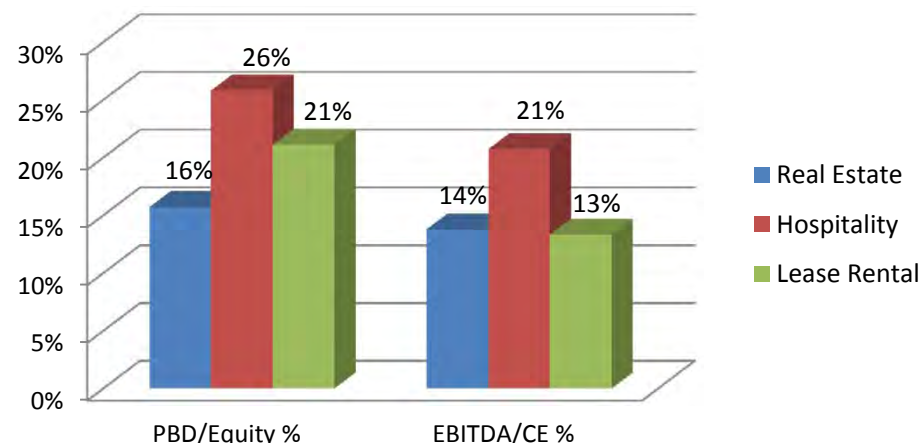
Particulars	FY 2014-15	Q4 FY 2014-15
<u>Investment Activities</u>		
Investments Matured / Inter Company	35	30
Construction Cost (CWIP)	2,173	705
Investment in BPPL	510	510
Investment in Land/JD/JV/TDR	1,277	633
Other Investments	211	86
Net Cash Flow from Investment Activities	-4,136	-1,904
<u>Financing Activities</u>		
Debt Drawdown	6,108	3,083
Share Issue / Debenture Issue	25	4
Dividend Payment	224	0
Debt Repayment	2,028	579
Interest Payment	1,151	316
Net Cash Flow from Financing Activities	2,729	2,192
Net Cash Flows for the Period	19	151

Deployment of Funds - Consolidated

Capital Employed



Profitability Ratios



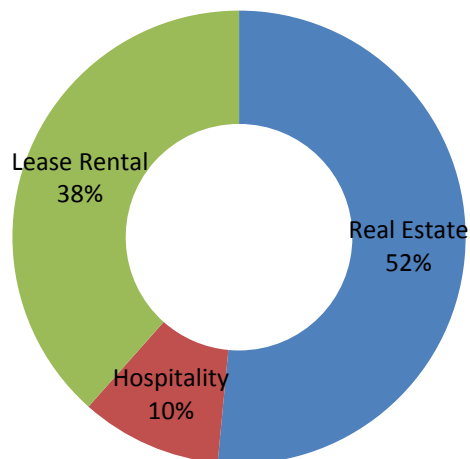
Figures as on March 2015; Amounts are in Rs. Mn

Segment	Equity	Debt	Capital Employed	D/E Ratio	PBD/Equity %	EBITDA/CE %
Real Estate	8,834	7,278	16,112	0.82	16%	14%
Hospitality	1,704	970	2,674	0.57	26%	21%
Lease Rental	4,206	5,696	9,902	1.35	21%	13%
Total	14,744	13,944	28,688	0.95	18%	14%
Less: Cash Balance		1,403				
Net Debt		12,541				

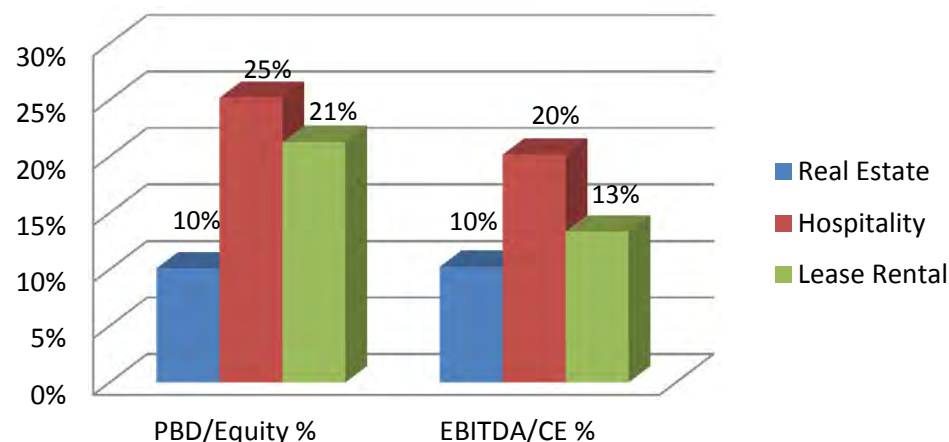
Ratios are annualised; PBD = Profit Before Depreciation & Tax (After Interest)

Deployment of Funds - Standalone

Capital Employed



Profitability Ratios

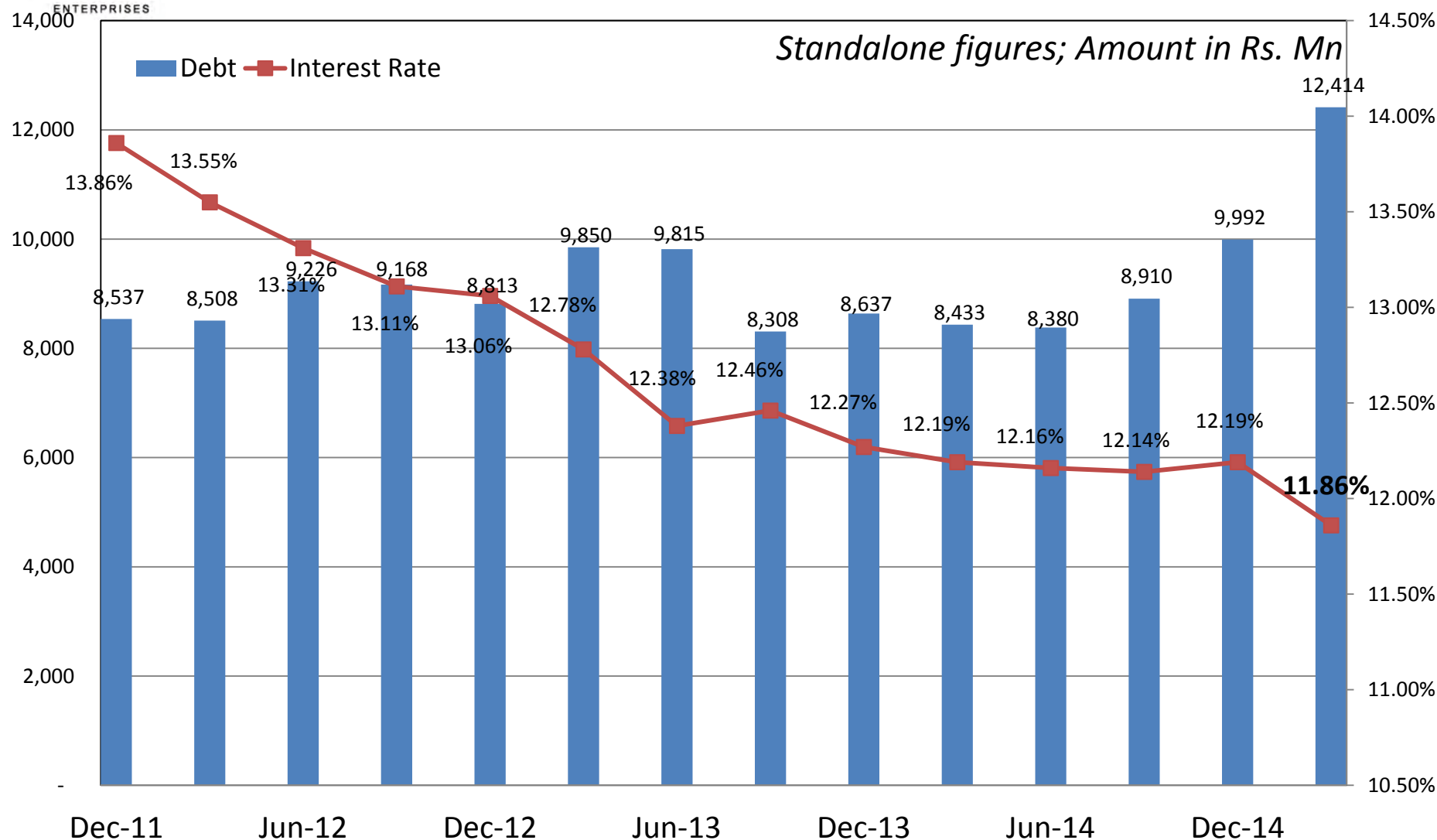


Figures as on March 2015; Amounts are in Rs. Mn

Segment	Equity	Debt	Capital Employed	D/E Ratio	PBD/Equity %	EBITDA/CE %
Real Estate	7,426	5,748	13,174	0.77	10%	10%
Hospitality	1,603	970	2,573	0.61	25%	20%
Lease Rental	4,137	5,696	9,833	1.38	21%	13%
Total	13,166	12,414	25,580	0.94	15%	12%
Less: Cash Balance		762				
Net Debt		11,652				

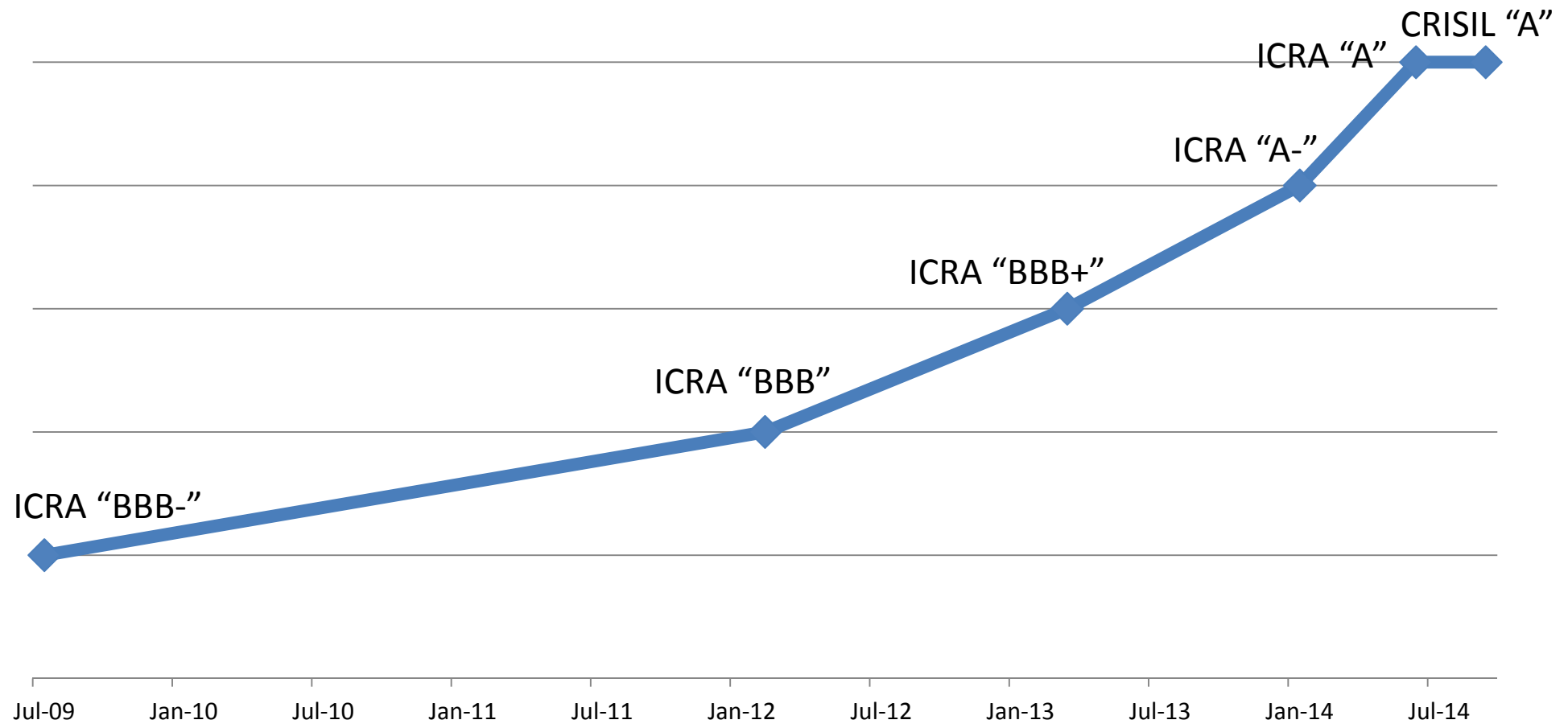
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Debt & Cost Movement



Conservative leverage & consistent improvement in cost of debt

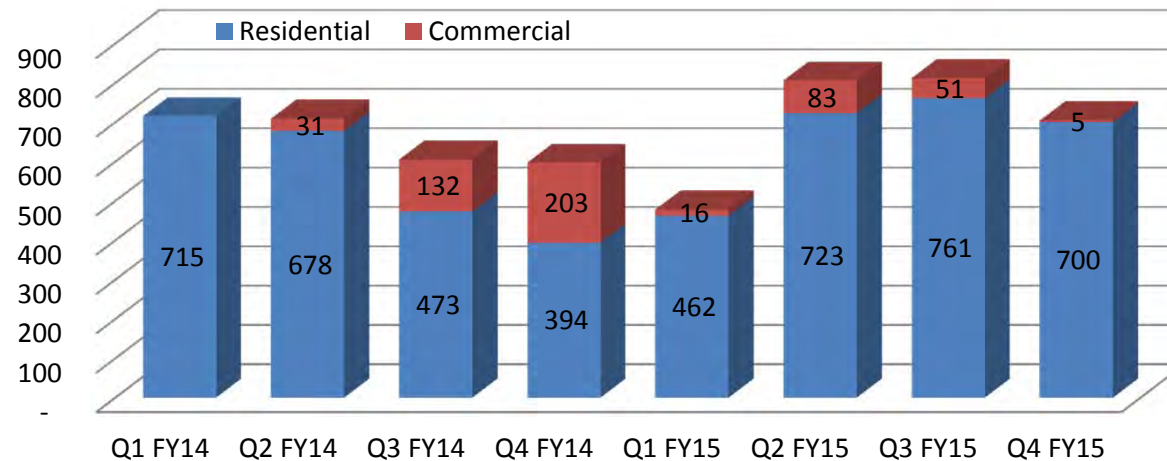
Credit Rating



Consistent improvement in Credit Rating

Sales Volume Analysis

Quarterly Area Sales



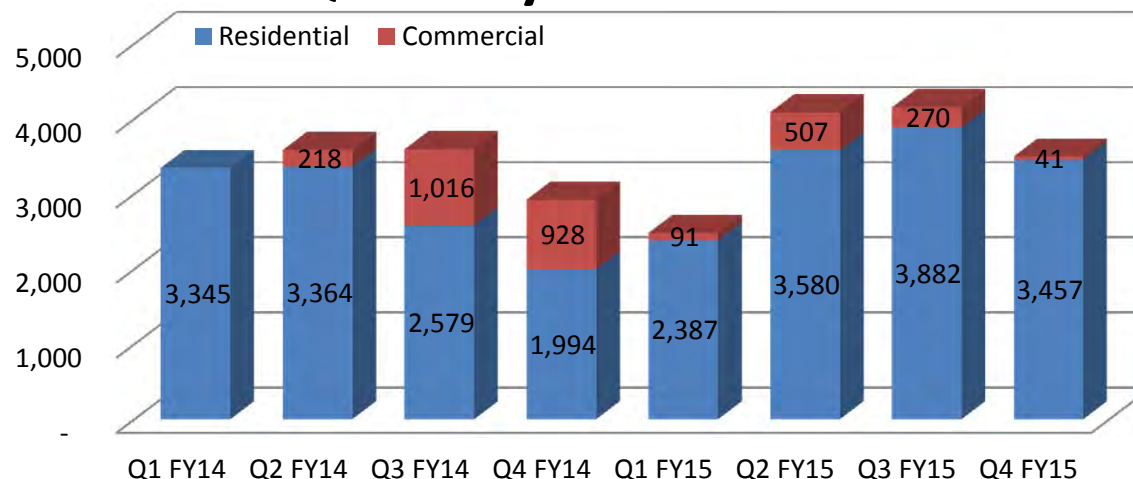
All figures are in sft '000

	FY 2013-14					FY 2014-15				
	Q1	Q2	Q3	Q4	Year	Q1	Q2	Q3	Q4	Year
Residential	715	678	473	394	2,260	462	723	761	700	2,646
Commercial	0	31	132	203	366	16	83	51	5	155
Total	715	709	605	597	2,626	478	806	812	704	2,801

Residential Sale volumes in FY 2014-15 were 17% higher than previous year

Sales Value Analysis

Quarterly Sales Value



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

	FY 2013-14					FY 2014-15				
	Q1	Q2	Q3	Q4	Year	Q1	Q2	Q3	Q4	Year
Residential	3,345	3,364	2,579	1,994	11,282	2,387	3,580	3,882	3,457	13,306
Commercial	-	218	1,016	928	2,162	91	507	270	41	910
Total	3,345	3,582	3,595	2,922	13,444	2,478	4,087	4,152	3,498	14,216
Avg Rate/SFT	4,678	5,050	5,946	4,892	5,119	5,187	5,071	5,111	4,967	5,076
% Inc in Ave Rate	6%	8%	18%	-18%	22%	6%	-2%	1%	-3%	-1%

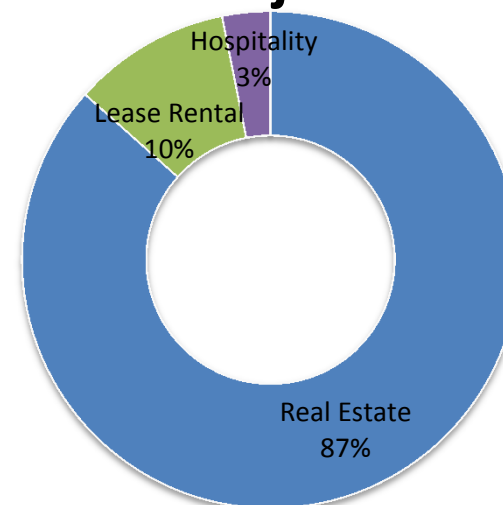
Residential Sale value in FY 2014-15 were 18% higher than previous year

Ongoing Projects - Summary

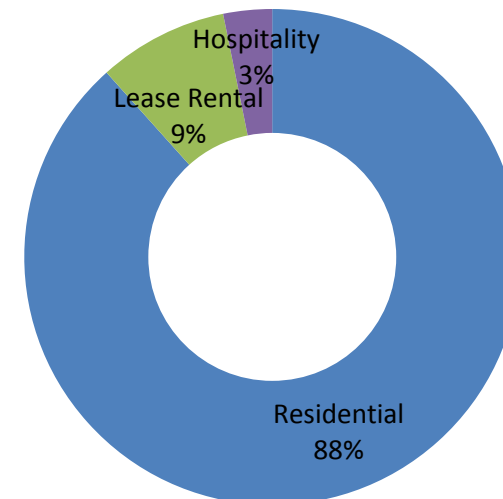
Area in '000 SFT

Projects	Project Area	LO/JV share	Co Share
Real Estate projects	12,716	2,494	10,222
Brigade Orchards *	2,433	1,216	1,216
Brigade Cosmopolis *	1,206	591	615
Total Real Estate	16,355	4,302	12,053
Brigade Nalapad Centre	524	262	262
Brigade Orion East	267	118	150
Brigade Vantage, Mysore	131	66	66
Brigade Vantage Chennai	133	66	66
Brigade Bhuwalka Icon	376	188	188
Brigade Broadway	125	88	38
Brigade Info Park, Kochi	388	-	388
Total Lease Rental	1,943	787	1,157
Holiday Inn-Chennai*	229	114	114
Brigade Orchards Signature Club*	89	45	45
Mercure, Mysore	105	-	105
Holiday Inn Express	169	-	169
Total Hospitality	591	159	433
Grand Total	18,890	5,248	13,643

Total Project Area



Company Share Project Area



* Through SPV

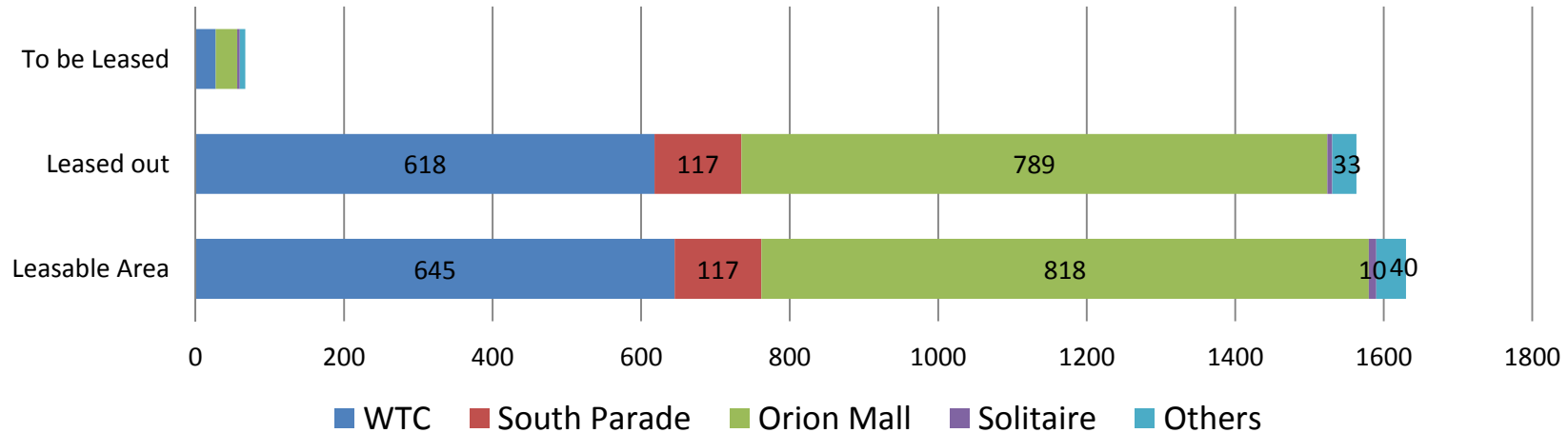
Synopsis of Ongoing Projects – Mar 2015

Particulars	Ongoing BEL Projects	Ongoing SPV Projects	Stock Sales	Total
	In Mn. Sft			
Total super built-up area of launched project on sale basis	12.72	3.64	0.09	16.45
Less: LO Share	2.49	0	0	2.49
Co share of saleable area	10.22	3.64	0.09	13.95
Sold till date	5.69	1.98	0	7.67
To be sold	4.53	1.66	0.09	6.28
	Rs. In Mn			
Estimated Sale value	49,793	18,459	793	69,044
Value of Sold units	25,546	9,677	0	35,223
Value of unsold units	24,246	8,782	793	33,821
Collection till date on sold units	16,193	3,588	0	19,781
Balance collection for the projects (including unsold units)-A	33,600	14,871	793	49,264

Synopsis of Ongoing Projects – Contd.

Particulars	Ongoing BEL Projects	Ongoing SPV Projects	Stock Sales	Total
	Rs. In Mn			
Revenue Recognised till date	12,341	3,100	0	15,441
Revenue to be Recognised (incl unsold units)	37,451	15,359	793	53,603
Estimated cost for the projects (incl Land/NRD)	35,344	13,508	406	49,258
Cost incurred till date	15,854	6,154	406	22,414
Balance cost to be incurred to finish the project-B	19,491	7,354	0	26,844
Estimated Profit for the projects	14,448	4,951	386	19,786
Profit recognised till date	3,205	623	0	3,828
Profit to be recognised (incl unsold units)	11,244	4,328	386	15,958
Present Borrowings-C	5,748	1,529	0	7,278
Operating Cash Flows-D=(A-B-C)	8,361	5,988	793	15,142
Period of realization	3 Years	3 Years	6 Months	

Lease Position – March 15



Area in '000 SFt

Project	Leasable Area	Leased out	To be Leased
WTC Bangalore	645	618	27
Brigade South Parade	117	117	0
Orion Mall at Brigade Gateway	818	789	29
Brigade Solitaire	10	7	4
Others	40	33	7
Total	1,630	1,563	67

In addition to the World Trade Center in Bangalore, Brigade Group also holds the exclusive License for World Trade Centers at Kochi, Hyderabad, Chennai & Thiruvananthapuram

Hospitality Business

	<u>GRAND MERCURE</u>		<u>SHERATON</u>	
Details	FY 14-15	FY 13-14	FY 14-15	FY 13-14
No of Keys	126	126	230	230
Occupancy	78%	86%	72%	75%
ARR (Rs.)	6,757	6,558	7,811	7,633
GOP	48.5%	50.7%	41.0%	40.8%



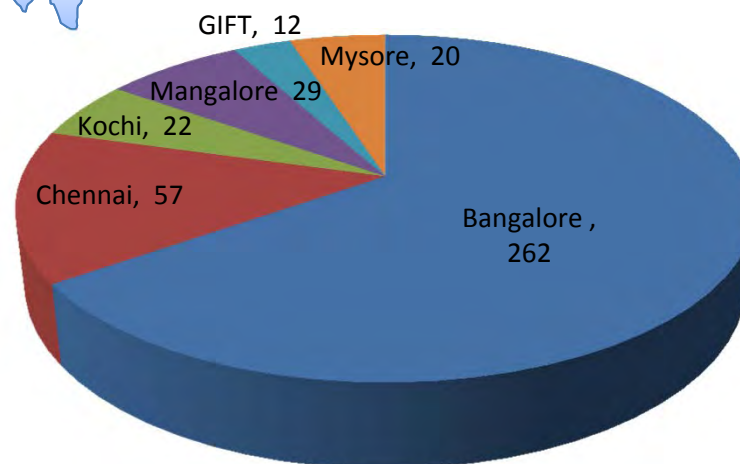
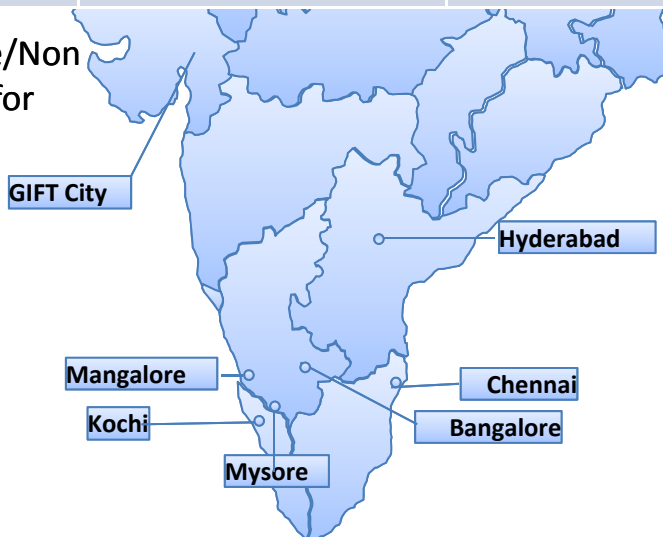
Land Bank - Group

As on March 2015

Amount in Rs. Mn

Location	Land Area (in acres)	Total Cost*	Paid	Payable
Bangalore	262	8,233	6,504	1,729
Chennai	57	775	430	345
Kochi	22	281	281	-
Mangalore	29	54	46	7
GIFT, Gujarat	12	1,200	299	901
Mysore	20	94	83	11
Total	401	10,637	7,644	2,993

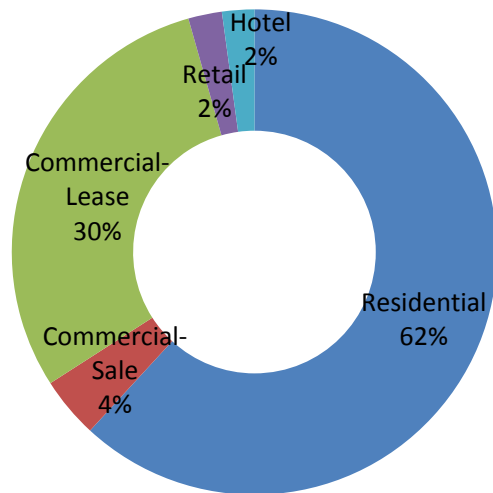
* Includes Refundable/Non
Refundable Deposits for
Joint Developments



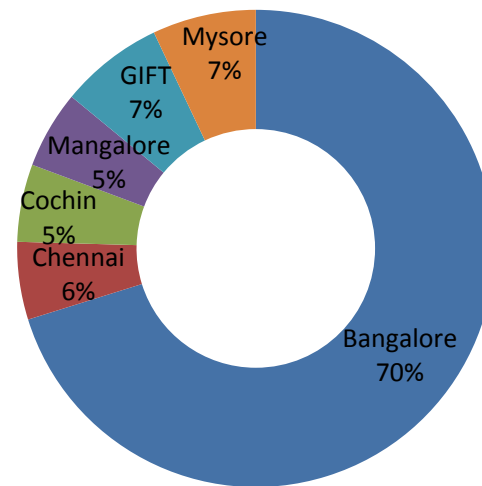
Land Bank – Developable Area

As on March 2015

Project Area - Product



Project Area - Location



Product	No of Projects	Proj Area SFT in Mn	BEL Share SFT in Mn
Residential	34	21.1	15.6
Commercial-Sale	4	1.4	0.8
Commercial-Lease	11	10.1	8.2
Retail	3	0.8	0.7
Hotel	5	0.7	0.7
Total	57	34.1	26.0

Location	No of Projects	Proj Area SFT in Mn	BEL Share SFT in Mn
Bangalore	40	24.2	18.5
Chennai	3	4.5	2.5
Cochin	3	0.6	0.6
Mangalore	3	2.9	2.8
GIFT	4	1.1	1.1
Mysore	4	0.8	0.6
Total	57	34.1	26.0

Projects Launched – FY 2014-15

Project	City	Land Area	Project Area	BEL Share	Launch Plan / Status
		In Acres	Sft in Mn	Sft in Mn	
Brigade Exotica-Tower-2	Bangalore	5.26	0.72	0.72	Launched in Q1
Brigade Omega - Tower-A	Bangalore	2.46	0.31	0.19	Launched in Q1
Brigade Meadows Phase 2	Bangalore	14.99	0.88	0.88	Launched in Q1
Brigade Orchards – Cedar	Bangalore	5.00	0.50	0.25	Launched in Q2
Brigade Orchards – Deodar	Bangalore	6.00	0.55	0.28	Launched in Q2
Brigade Mount view	Mysore	4.00	0.42	0.42	Launched in Q3
Brigade Northridge – Phase I	Bangalore	7.30	0.61	0.40	Launched in Q3
Brigade Panorama	Bangalore	5.63	0.70	0.52	Launched in Q4
Brigade Cosmopolis II	Bangalore	2.45	0.37	0.19	Launched in Q4
Residential Total		53.09	5.06	3.85	

Total 5.06 Mn sft (BEL Share 3.85 Mn sft) of Residential projects launched in FY 2014-15

Projects Launched – FY 2014-15

Project	City	Land Area	Project Area	BEL Share	Launch Plan / Status
		In Acres	Sft in Mn	Sft in Mn	
Brigade Golden Triangle Signature Tower	Bangalore	5.41	0.55	0.39	Launched in Q3
Commercial Sale Total		5.41	0.55	0.39	
Brigade Bhuwalka Icon	Bangalore	2.61	0.29	0.15	Launched in Q1
Brigade Bhuwalka Retail	Bangalore	0.74	0.08	0.04	Launched in Q1
Brigade Broadway	Bangalore	0.73	0.13	0.04	Launched in Q4
Total Commercial & Retail		4.08	0.50	0.23	
Holiday Inn Express , Bangalore	Bangalore	1.19	0.17	0.17	Launched in Q2
Hospitality Total		1.19	0.17	0.17	
Grand Total		63.77	6.28	4.64	

Overall 6.28 Mn sft (BEL Share 4.64 Mn sft) of projects were launched in FY 2014-15

Projects to be Launched – FY 2015-16

Project		City	Land Area	Project Area	BEL Share	Launch Plan
			Acres	Mn sft	Mn sft	
Brigade Omega - II	Residential	Bangalore	8.4	0.87	0.55	Q1
B. Orchards - Assisted Living	Residential	Bangalore	0.7	0.05	0.02	Q1
Brigade Palmgrove-apartments	Residential	Mysore	2.5	0.14	0.10	Q1
B. Oak Tree Place	Residential	Bangalore	18.6	0.34	0.24	Q2
B. Metropolis Chennai Ph-1	Residential	Chennai	11.9	0.77	0.46	Q2
B. Orchards Survey 41 Phase I	Residential	Bangalore	5.1	0.70	0.35	Q2
B. Meadows Begonia	Residential	Bangalore	17.5	0.90	0.90	Q2
B. Panorama II	Residential	Bangalore	5.2	0.65	0.48	Q3
B. GIFT, Gujarat	Residential	Gujarat	3.7	0.34	0.34	Q3
B. Pinnacle II	Residential	Mangalore	4.0	0.42	0.29	Q3
Brigade Topaz	Residential	Mysore	1.2	0.09	0.06	Q3
B. Cosmopolis Phase III	Residential	Bangalore	2.2	0.33	0.17	Q3
Brigade Northridge II	Residential	Bangalore	1.4	0.16	0.10	Q4
Residential Total			82.2	5.75	4.07	

Total 5.75 Mn sft (BEL Share 4.07 Mn sft) of Residential projects to be launched in FY 2015-16

Projects to be Launched – FY 2015-16

Project		City	Land Area	Project Area	BEL Share	Launch Plan
			Acres	Mn sft	Mn sft	
B. Orchards Comml & Retail	Commercial-Sale	Bangalore	2.8	0.24	0.12	Q3
B. Meadows Commercial	Commercial-Sale	Bangalore	1.3	0.07	0.07	Q1
Commercial Sale Total			4.1	0.30	0.20	
Brigade Opus	Commercial-Lease	Bangalore	2.3	0.32	0.32	Q1
WTC Kochi - Phase-2	Commercial-Lease	Cochin	2.5	0.39	0.39	Q1
GIFT, Gujarat	Commercial-Lease	Gujarat	2.9	0.26	0.26	Q3
Orion OMR	Retail	Bangalore	3.5	0.35	0.25	Q3
Total Commercial & Retail			11.1	1.30	1.20	
Four Points by Sheraton	Hotel	Cochin	0.9	0.10	0.10	Q2
GIFT, Gujarat	Hotel	Gujarat	1.1	0.10	0.10	Q3
Holiday Inn Express, Metagalli	Hotel	Mysore	1.4	0.13	0.13	Q4
Hospitality Total			3.4	0.30	0.30	
Grand Total			100.8	7.70	5.79	

Overall 7.70 Mn sft (BEL Share 5.79 Mn sft) of projects to be launched in FY 2015-16

Awards & Recognition – Q4 FY 15

- **Brigade Group** won 4 awards across various categories at the **CARE Awards (CREDAI Real Estate Awards)** held on 27th March 2015 at ITC Gardenia, Bangalore:-
 - **Mr. M R Jaishankar**, CMD, Brigade Group was given an award for '**Outstanding contribution to the Real Estate Sector**'
 - **Brigade Group** received the '**Best CSR work by a Developer**' for the redevelopment of the Kempegowda Playground in Malleswaram and Skywalk on Dr. Rajkumar Road
 - **Brigade Sparkle** won the '**Best Dwelling below 1500 sqft (Residential)**' in South Karnataka
 - **Brigade Rubix** won the '**Best Commercial Complex**' in Bangalore
- **Brigade Group** selected as one of **India's Best Companies to Work For 2014** by Economic Times and Great Place to Work Institute, for the fourth consecutive year
- **Mr. Suresh Kris**, CFO- Brigade Group was recognized as one of the **Top 100 CFO's in the country for 2015** by the **CFO India Magazine**
- **Ms. Nirupa Shankar** was awarded the "**Rising Star Award – South Asia**" by the **International Society of Hospitality Consultants (ISHC)** at the Hotel Investment Forum India (HIFI) in Delhi

Awards & Recognition – Q4 FY 15

- **Mr. Manjunath Prasad**, COO Projects was awarded the **Most Enterprising Real Estate Professional** of the year at the **Global Real Estate Brand awards 2015**
- **Orion Mall** won the **Best Shopping Mall of the year** in South India at the **Indian Retail & eRetail Awards 2015**
- **Orion Mall** received ‘**IMAGES Most Admired Shopping Centre of the Year: South** and ‘**IMAGES Most Admired Shopping Centre Marketing & Promotions of the Year- South**’, at the **IMAGES Shopping Centre Awards 2015**
- **HIGH** won the “**IMAGES Most Admired Food Service Retail Launch of the Year: Home Grown Retailer**” at the **Coca Cola Golden Spoon Awards 2015** in Mumbai



THANK YOU

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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.