JHL/SJ/2026/80 **November 05, 2026**

National Stock Exchange of India Limited Exchange Plaza, Bandra Kurla Complex, Bandra (East), Mumbai - 400 051	BSE Limited, Corporate Relationship Department Phiroze Jeejeebhoy Towers, Dalal Street, Fort, Mumbai - 400 001
Symbol: JUNIPER	**Scrip Code: 544129**

Sub.: Investor Presentation – Investor Meet to be held today, i.e., November 05, 2026

Ref: Regulation 30 of SEBI (LODR) Regulations, 2015

Dear Sir/Madam,

With reference to our letter bearing reference no. JHL/SJ/2026/76 dated November 02, 2026, wherein the Stock Exchanges were informed about the Investor Meet scheduled to be held today, i.e., November 05, 2026, at 4:00 p.m., please find enclosed herewith the Investor Presentation in connection with the said Investor Meet.

This intimation is also being made available on the website of the Company at www.juniperhotels.com

This is for your information, record, and appropriate dissemination.

Thanking You,

For Juniper Hotels Limited

Sandeep Laxmikant Joshi

Digitally signed by Sandeep Laxmikant Joshi
Date: 2026.11.05 12:52:06 +05'30'

Sandeep L. Joshi
Company Secretary and Compliance Officer

Encl: a\a

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Investor Presentation | Q2FY27

Q2FY27 - Executive Summary

JUNIPER® HOTELS

RevPAR Growth of 12% YoY, with Sustained Operating EBITDA Margins of 40%

ARR	Total Income	EBITDA[1]	PBT[2]	PAT[3]
₹ 11,514	₹ 258 Cr.	₹ 91 Cr.	₹ 49 Cr.	₹ 37 Cr.
▲ 9%	▲ 10%	▲ 5%	▲ 108%	▲ 121%

▲ *YoY Growth*

Key Quarterly Highlights:

- **Westin Bengaluru:** Soft opening with 100+ operations staff on site; expands the luxury portfolio beyond Grand Hyatt Mumbai and Andaz, strengthening the Marriott International partnership.
- **Novotel Imagicaa:** Acquisition of a 287-key hotel near Mumbai—among the largest in the leisure segment. Asset management handover underway, advancing the brownfield expansion strategy.

Note: 1. EBITDA includes Other Income. 2. PBT after exceptional item. 3. Tax deduction is notional.

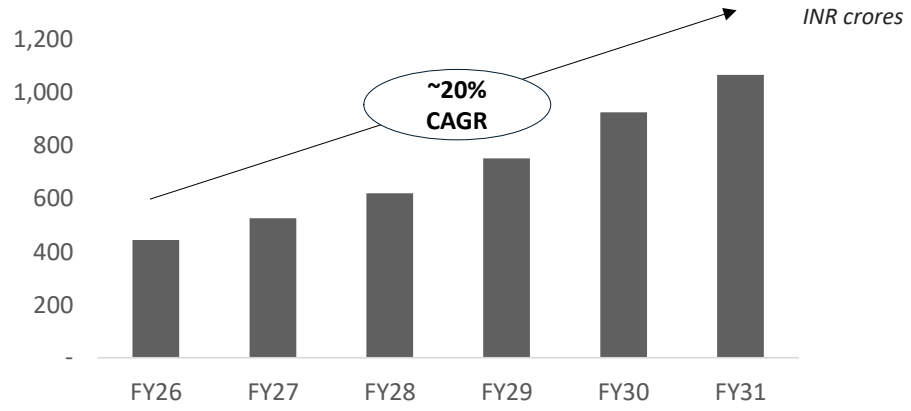
H1FY27 - Executive Summary

Sustained Operating EBITDA Margins of 40%, with PAT Growing 173% YoY

ARR	Total Income	EBITDA[1]	PBT[2]	PAT[3]
₹ 11,287	₹ 510 Cr.	₹ 180 Cr.	₹ 94 Cr.	₹ 70 Cr.
▲ 7%	▲ 10%	▲ 4%	▲ 127%	▲ 173%

▲ *YoY Growth*

Operating EBITDA



Aim to Double Room Inventory & EBITDA by FY31

"With the strategic growth roadmap, Juniper aims to double its room inventory and EBITDA by FY2030-31"

Note: 1. EBITDA includes Other Income. 2. PBT after exceptional item. 3. Tax deduction is notional.

The Westin Bengaluru: Soft Opening Marks the Next Phase of Growth

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OPERATIONS READINESS

~100+ member operations team deployed

PRE-OPENING ACTIVITIES

Trial runs underway
Walk-ins post Diwali

BOOKING MILESTONE

Online bookings from 15 December 2026



Novotel Imagicaa: Acquisition at an Attractive Cost per Key

JUNIPER® HOTELS

TRANSACTION TIMELINE

Completion target by December 2026

TRANSITION IN PROGRESS

Asset management handover underway

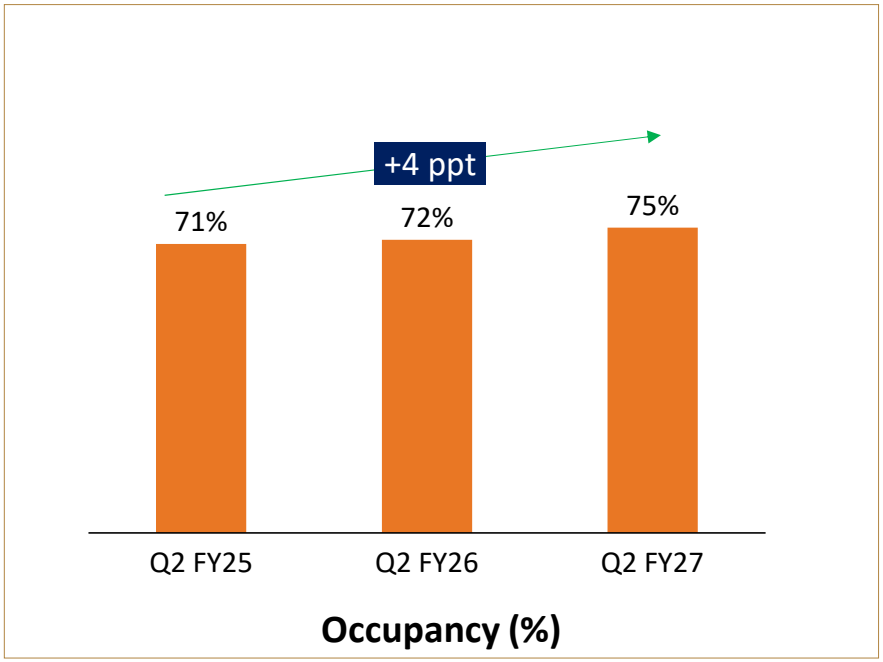
Acquisition price with Cost per key

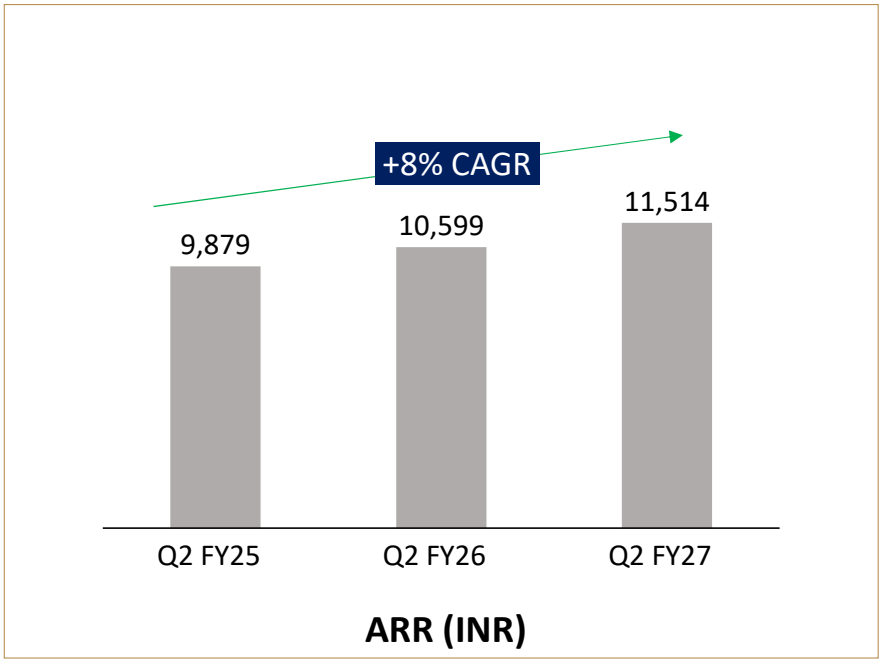
₹248 crore (86 lacs per key)



RevPAR Momentum Across the Portfolio

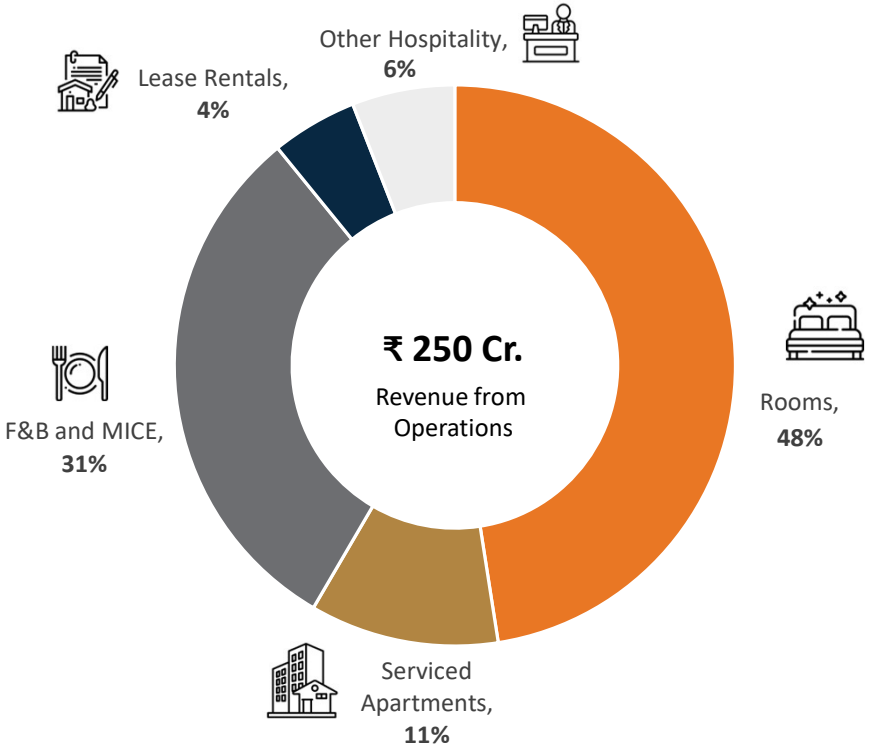
RevPAR growth of 12% Y-O-Y, driven by both ARR and occupancy





Diversified Revenue Across Segments

Multiple Revenue Streams (Q2FY27)



1

Room Revenue:

- The portfolio achieved ~11% YoY growth in Q2FY27. Driven by flagship assets:
- GHM: 22% (YoY)
- Andaz: 10% (YoY)

2

F&B and MICE Revenue[1]:

- F&B and MICE revenue grew 11% YoY to ₹78 Cr. led by MICE.
- The Grand Showroom revenue doubled YoY to ₹8 Cr.
- Guest experiences were enhanced through curated ready-to-serve menus, which received encouraging guest response.

3

Standard Annuity Asset[2]:

- Standard Annuity Assets: Stable Revenue Contribution of ~₹36 Crores.
- Overall Occupancy of commercial area : 86%
- Serviced apartment revenue increased 16% YoY

Note: 1. F&B Revenue also includes F&B revenue from banquet and MICE 2. Standard Annuity Asset includes Serviced Apartments and Lease rental income.

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Growth & Expansion Updates



Short To Medium Term Expansion

In advanced stage of discussion to acquire additional 2 Brownfield assets



Delivering on commitment





~600
Potential Keys

3
Strategic Asset

Prime
Locations

Growth
Potential for Future Key Additions

Novotel Imagicaa acquisition pursuant to a binding MoU signed in October 2026

Novotel Imagicaa | Strategic Brownfield Expansion (1/2)

BINDING MOU SIGNED | OCT 2026



287-key leisure hotel near Mumbai

Khopoli, Maharashtra | Adjacent to Imagicaa theme park

- **~11-acre land parcel**
  Established property with hotel and ancillary facilities
- **Expansion potential**
  Banquet expansion and asset repositioning opportunities

Indicative Return Metric

~ 8.5-9.0x ^
EBITDA multiple

₹248 cr.
Proposed consideration

~₹86 lakh
Proposed acquisition cost per key

~₹435 cr.
Estimated replacement cost[1]

~1.5 hours
Drive to Mumbai airport

Note: Binding MoU signed on 5 October 2026; proposed acquisition subject to execution of definitive documents.

[1] Equivalent to ~₹1.25 cr. per key.

^ 1 yr. forward (FY28E)

Novotel Imagicaa | Operating Potential & Demand Drivers (2/2)

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Unlocking revenue potential through Juniper's hospitality expertise and banquet expansion

CORE DEMAND DRIVERS

Diversified sources of hotel demand

01 THEME PARK LEISURE
Leisure visitation

02 DESTINATION WEDDINGS
Events & banqueting

03 MICE
Meetings & conferences

04 INDUSTRIAL CATCHMENTS
Business travel demand

RENOVATION & REPOSITIONING — Operational expertise • Banquet expansion • Revenue enhancement

FY30E OUTLOOK AFTER RENOVATION

Indicative management estimates

ARR TREND
40+% ↑
Projected ARR Uplift

OCCUPANCY
70–75% ↑
Expected occupancy range

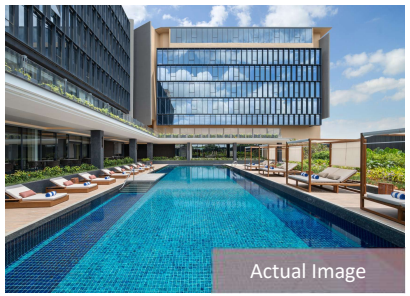
REVENUE
~2.5× ↑
Indicative revenue potential

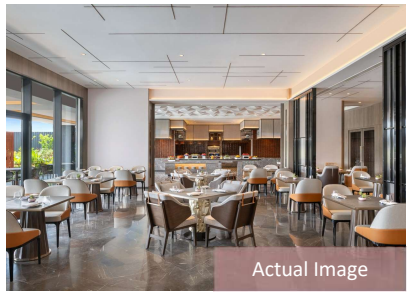
Note: FY30E outlook is post-renovation; figures shown are management estimates.

The Westin Bengaluru (1/2)

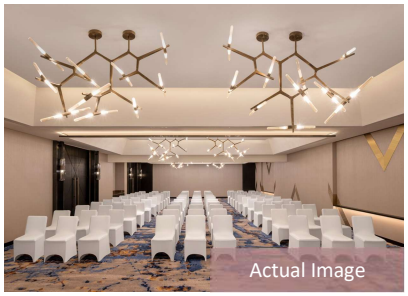
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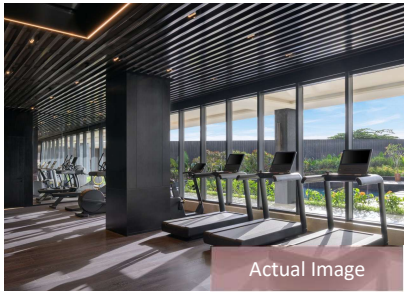
A Glimpse of the Westin Experience











Keys (phase I)
238

Area
6.5 Acres with 32,345 Sq. Ft. MICE space

Acquisition Consideration
₹ 325 Cr[1]

Current Status
Walk-ins post Diwali, Online booking in Dec'26

Note: It excludes INR 25 crores towards stamp duty.

The Westin Bengaluru (2/2)

Phase I and II investment outlook

Investment and Cost Per Key

Metric	Phase I	Phase II	Combined
Keys	238	275	**513**
Capex[1] (₹ cr.)	450	400	**850**
Cost per key	**₹1.89 cr.**	**₹1.45 cr.**	**₹1.65 cr.**

Phase II cost per key is ~23% lower than Phase I, supporting improved blended capital efficiency

ROCE

~18% → **~20%**

Phase I | Phase I + II

EBITDA MARGIN

42%+

Indicative margin

COMBINED COST PER KEY

₹1.65 cr.

513 keys | ₹850 cr. total capex

Note: 1. Excluding taxes. 2. Numbers above are based on estimates.

ROCE: Existing Portfolio

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Adjusted ROCE Highlights the Portfolio's Strong Return Potential

8%
Reported ROCE

17%
Adjusted ROCE

+9 percentage points
IND AS & fair value adjustments

INR crores	Reported ROCE	Adjusted ROCE
EBIT[1] [X]	289	322[1]
Total assets	4,292	4,292
Less: Ind AS & fair value uplift of land adjustments[2]	—	(1,645)
Less: Total liabilities	(1,424)	(1,424)
Tangible net worth [P]	2,868	1,224
Debt [Q]	739	739
Capital employed [Y = P + Q]	3,607	1,962
ROCE [X / Y]	**8%**	**17%**

Why Adjusted ROCE is Higher?

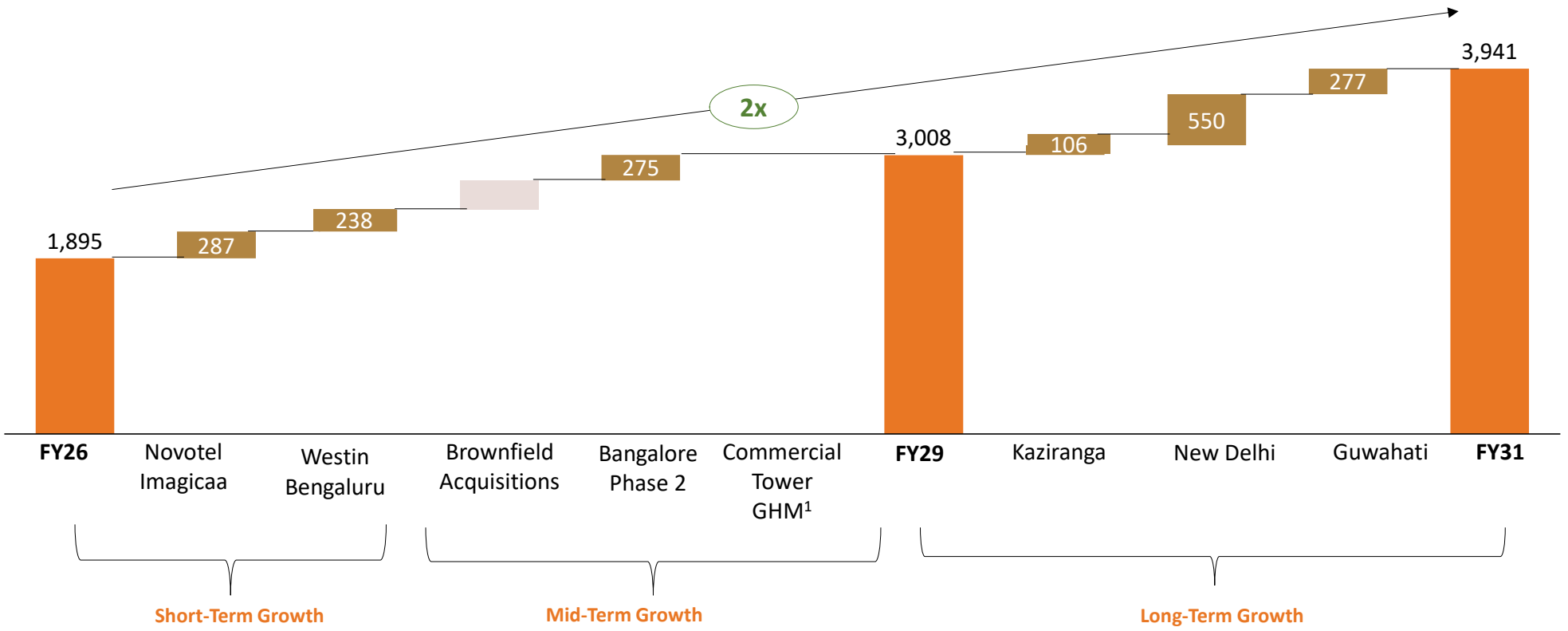
1. Excludes fair value uplift of land and IND AS-related adjustments

2. Reflects the underlying operational returns of the existing portfolio

Capital employed
Post-adjustment basis
₹3,607 cr. → ₹1,962 cr.

Note: [1] EBIT adjusted for exceptional items. [2] Adjusted ROCE excludes land fair-value uplift and Ind AS-related items, including right-of-use assets, goodwill and other adjustments.

A Clear Path to Doubling the Key Portfolio



Strategic Expansion Roadmap Positions the Portfolio for 2x Growth

Includes 2 Assets

Notes :1. Commercial Tower –GHM: Construction Area: ~80,000 sq. ft.

Bengaluru Phase II (275 Keys)


Actual Image


Render Image

275 keys
(250 hotel keys +25 Apartments)

Phase I ROCE: ~18%
Total ROCE: ~20%
As Phase II has a lower incremental cost per key

To be operational by
FY29

Current Status
Excavation work complete, Basement foundation underway.

Greenfield Luxury Development at Guwahati



Unlocking the Land value



Total: 277 keys
(263 keys + 14 apartments)

Land Area
73,000 Sq. ft.

ROCE:
~14%

To be Operational by
FY31

Current Status
Architectural DD[1] Completed.
Structural work tendering underway

Note 1 : DD stands for design and development.

Luxury Big Box Greenfield Development in New Delhi



Key Project details

Establishing leadership position in New Delhi with 1000+ keys
~550 Keys Luxury Asset

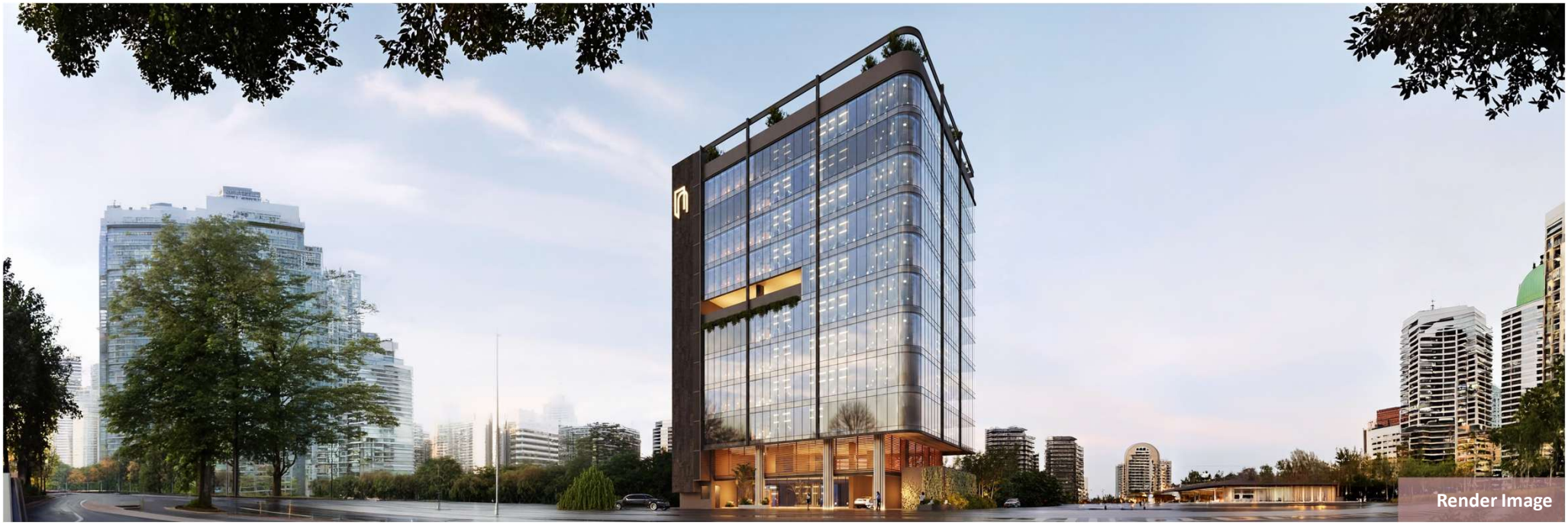
License fees
Nil during construction period

No upfront land cost to drive superior project returns
ROCE: ~23%

To be Operational by
FY31

Current Status
Concept design approved & Services and structural design underway

Commercial Tower- GHM



Unlocking the Latent Opportunity

Proposed construction area of ~80,000 Sq. ft

Steady annuity income through commercial lease rentals

To be Operational by FY29

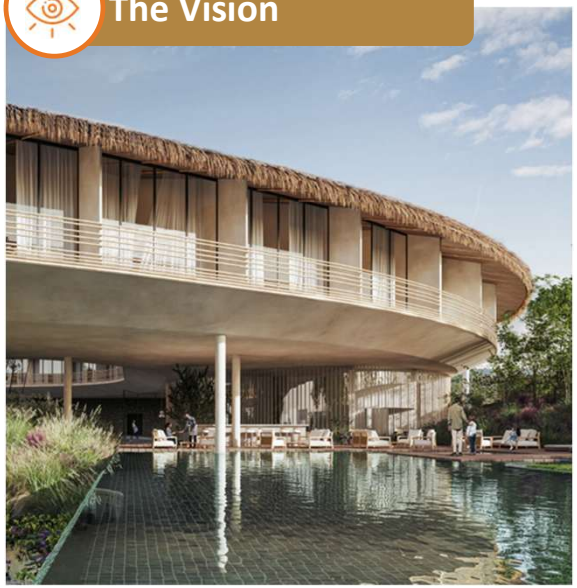
Current Status
Concept design approved

Notes: 1. The said space is within the same land parcel of GHM – Grand Hyatt Mumbai

Luxury wildlife resort in Kaziranga National Park

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The Vision







The Progress



Location: Kaziranga, Assam
First ever 5-star Hotel Asset

Long Leased Land
extendable up to 99 years

Land Area:
4,20,000 Sq. ft. Plan to build
~106 Luxury Rooms

To be operational by
FY30

Current Status
Boundary wall work completed

Latent Growth Opportunities

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Opportunities that are still lying available to company

Land Bank Available for Further Development



~3,00,000 sq. ft[1] built up area available on land adjacent to Grand Hyatt Mumbai for the purpose of constructing a mixed-use space



Existing land of 17,000 sq. ft. available in Thiruvananthapuram

Additional Development Opportunities on Existing Assets



- ~2,00,000 sq. ft.[1] brownfield expansion at Grand Hyatt Mumbai
- Resulting in the addition of ~317 hotel keys and serviced apartments
- All requisite approvals, including IOD[2] and CC[2], have been secured

Note – [1]Subject to change and regulatory approval. 2. IOD refers to Intimation of Disapproval, and CC refers to Commencement Certificate.

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Financial Performance



Q2FY27 - Consolidated Statement of Profit & Loss

All figures in INR Crores	Q2FY27	Q2FY26	*YoY var.*	H1FY27	H1FY26	*YoY var.*
Revenue from Operations	249.5	230.3	8%	499.1	451.1	11%
Other Income[1]	8.6	4.7	82%	11.2	11.2	0%
Total Income	**258.1**	**235.0**	**10%**	**510.3**	**462.3**	10%
Expenses	166.7	147.7	13%	330.0	288.6	14%
EBITDA[2]	**91.4**	**87.3**	**5%**	**180.3**	**173.7**	4%
EBITDA (% of Total income)	**35%**	**37%**	**-2 pp**	**35%**	**38%**	-2 pp
Finance costs	15.3	30.3	-50%	33.2	52.7	-37%
Depreciation and amortization expenses	26.7	29.5	-10%	52.8	58.5	-10%
Profit before exceptional items and tax	**49.4**	**27.5**	**80%**	**94.2**	**62.5**	51%
Exceptional items[3]	-	3.8	N.M.	-	20.9	N.M.
Profit / (Loss) before tax	**49.4**	**23.7**	**108%**	**94.2**	**41.6**	127%
Tax Expense[4]	12.2	6.9	77%	23.8	15.8	51%
Profit / (Loss) for the period	**37.2**	**16.8**	**121%**	**70.4**	**25.8**	173%

Note: 1. Other Income includes interest income on deposits, financial instruments holding & Government grant income 2. EBITDA is computed as Total Income less 'Food and beverages consumed', 'Employee benefits expense' and 'Other expenses'; 3. Exceptional items in H1FY26 pertains to one-off incident relating to Bangalore fire. 4. Company has utilized the b/f losses (tax shield) against current period profits. 5. All figures have been rounded off.

Balance Sheet – 30 September 2026

INR Crores	As at	
Particulars	**Sep' 30, 2026**	**Mar'31, 2026**
Non-Current Assets	3,708	3,750
Capital Work-in-Progress	456	345
Total Non-Current Assets	4,164	4,095
Cash & Bank Balances	70	30
Other Current Assets	110	168
Total Assets	**4,343**	**4,292**
Total Equity	2,940	2,868
Borrowings	703	739
Other Non-Current Liabilities	472	460
Other Current Liabilities	229	225
Total Liabilities	**4,343**	**4,292**

Strong Financial Position Provides Headroom for Future Growth

- **Tax Shield:** ~₹1,000 Cr.
- **Credit Profile:** AA- / Stable
- **CWIP Monetisation:** Bengaluru capitalisation in FY27
- **Net Bank Debt/ EBITDA:** 1.4x
- **Net Debt/ Equity:** 0.2x

Note: Effective cost of debt stands at 8.27% as of March 2026

Funding for the Next Phase of Growth



Capex Requirements	Source of Funds	ROCE	Result
Rs. 1930 Cores Total Capex Planned up to FY31	**~ ₹ 1,600 - 1,800 Cr.** Internal Surplus up to FY31	Existing Portfolio Adjusted ROCE **~17%**	**~3900+** Keys by FY31 * Incl. inorganic acquisitions
In advanced stage of discussion to acquire **2 Brownfield assets**	**1.4X** Sept'26 Leverage	**Not exceeding 2.6X** Estimated Gross Debt-to-EBITDA	**2X** EBITDA by FY31

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Company Overview



Creating Landmark Hospitality Real Estate

JUNIPER® HOTELS

RIGHT LOCATION | RIGHT ASSET | RIGHT BRAND | OPTIMAL RETURNS

Strategic asset development and ownership, with brand selection tailored to each property's location, positioning and return potential.

AN ADAPTIVE ASSET-LED VALUE-CREATION MODEL

IDENTIFY & ASSESS

Select high-potential locations and assess market demand, asset quality and positioning.

DEVELOP + ALIGN BRAND

Integrate development and brand engagement flexibly

CREATE ASSET VALUE

Deliver landmark hospitality real estate positioned for optimal long-term returns.

REAL ESTATE VALUE CREATION

Prime locations, development expertise and asset ownership underpin long-term property value.



BRAND-AGNOSTIC ASSET STRATEGY

Engagement across multiple hospitality brands, like Hyatt, Marriott and Accor; brand fit is evaluated for each asset.



Creating Long-Term Asset Value.

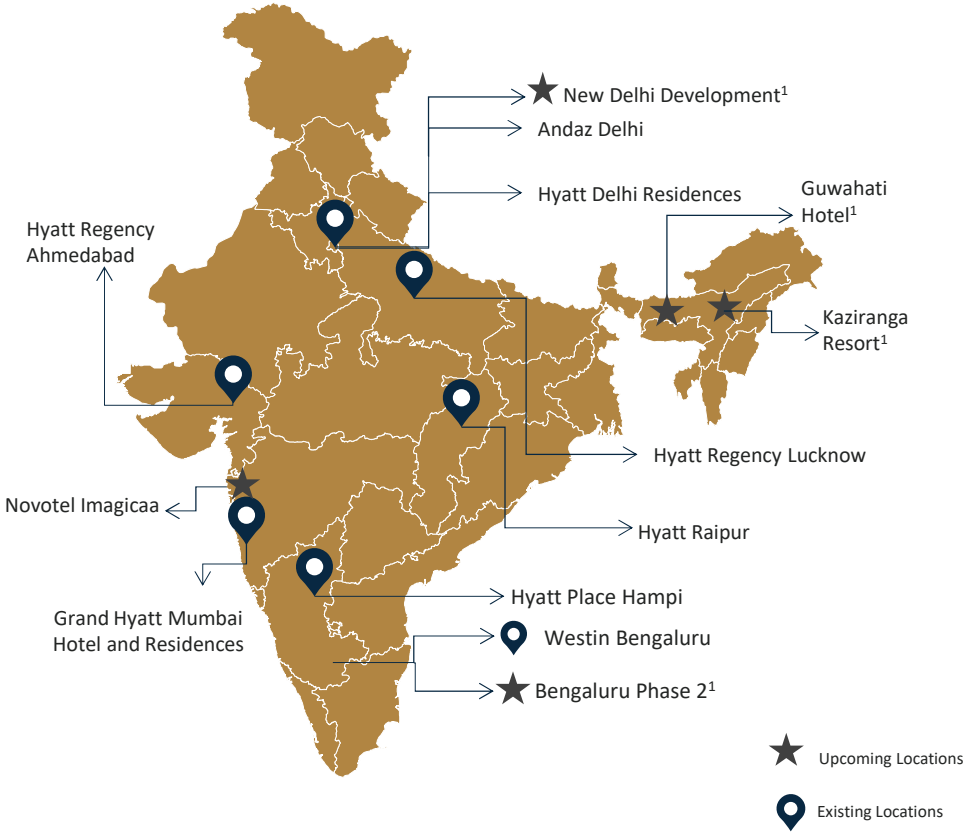
Juniper Hotels - An Overview

JUNIPER® HOTELS

Highest share of Hyatt operated keys in India

Owners & Developers of Landmark Assets

Global Hospitality Operator as Promoter Partner



Existing Footprint

8	2,133	2.25 lakh sq. ft	1.44 lakh sq. ft
Hotel Assets	Number of Keys	MICE Area	Commercial Area

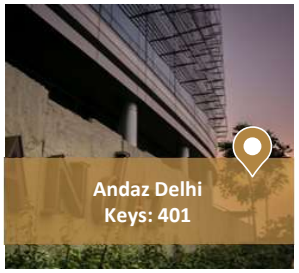
Upcoming Assets[1]

5	1,495	1.31 lakh sq. ft[2]
Hotel Assets	Number of Keys	MICE Area

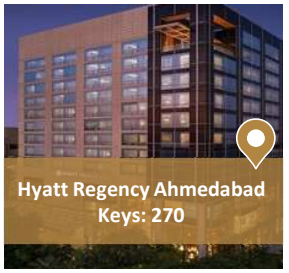
Note – [1]Addition of upcoming hotel assets subject to corporate and regulatory approvals [2]MICE component under evaluation as part of the upcoming development. This slide does not include Latent opportunities

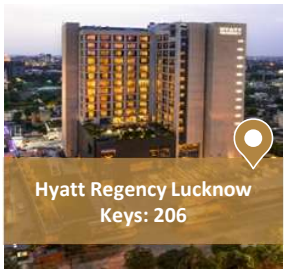
Owner and Developer of Big Box Luxury Assets

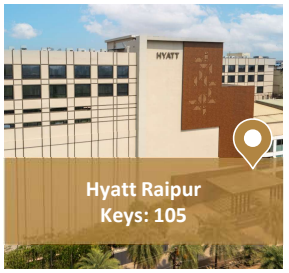


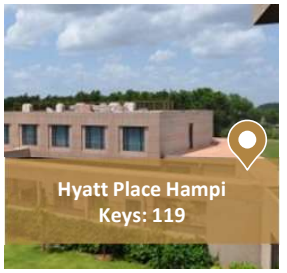


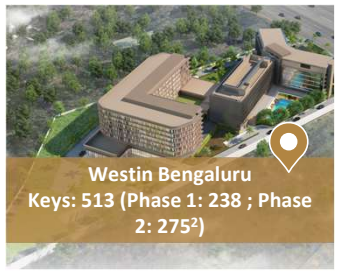


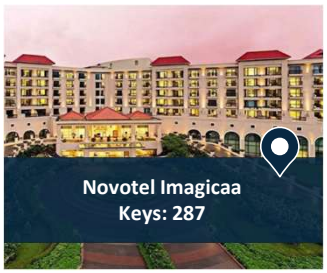




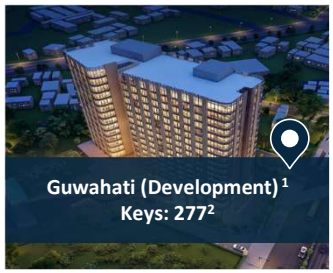
















% share of keys		
Mumbai	Delhi	Bangalore
26%	30%	14%

Keys	Existing	Upcoming	Total
Total Count[3]	2,133	1,495	3,628

Existing Assets

Upcoming Assets

Note – [1]Addition of upcoming hotel assets subject to corporate and regulatory approvals [2]Management Estimate. [3] Excludes latent opportunities.

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