



THE LEELA

PALACES HOTELS RESORTS

June 27, 2016

The Department of Corporate Services
BSE Limited
1st floor, Rotunda Building
B.S. Marg, Fort
Mumbai – 400 001

Stock Code: 500193

The Listing Department
National Stock Exchange of India
Limited
Exchange-Plaza, Bandra Kurla Complex
Bandra (E)
Mumbai – 400 051

Stock Code: HOTELEELA

Dear Sir/Madam,

Sub: Corporate Presentation

This is to inform you that the Company has uploaded on its web-site (www.theleela.com) under the "Investor Relations" a corporate presentation made out for the information of the stakeholders of the Company.

A copy of the said presentation is submitted for your information.

Kindly take this on record.

Thanking you,

Yours faithfully
For **Hotel Leelaventure Limited**

A. S. Bohra
Anandghan Bohra
Company Secretary



Encl: as above

Regd. Office:

HOTEL LEEAVENTURE LIMITED

The Leela Mumbai, Sahar, Mumbai 400 059 India. Phone: (91-22) 6691 1234; Fax: (91-22) 6691 1212; Email: leela@theleela.com; www.theleela.com

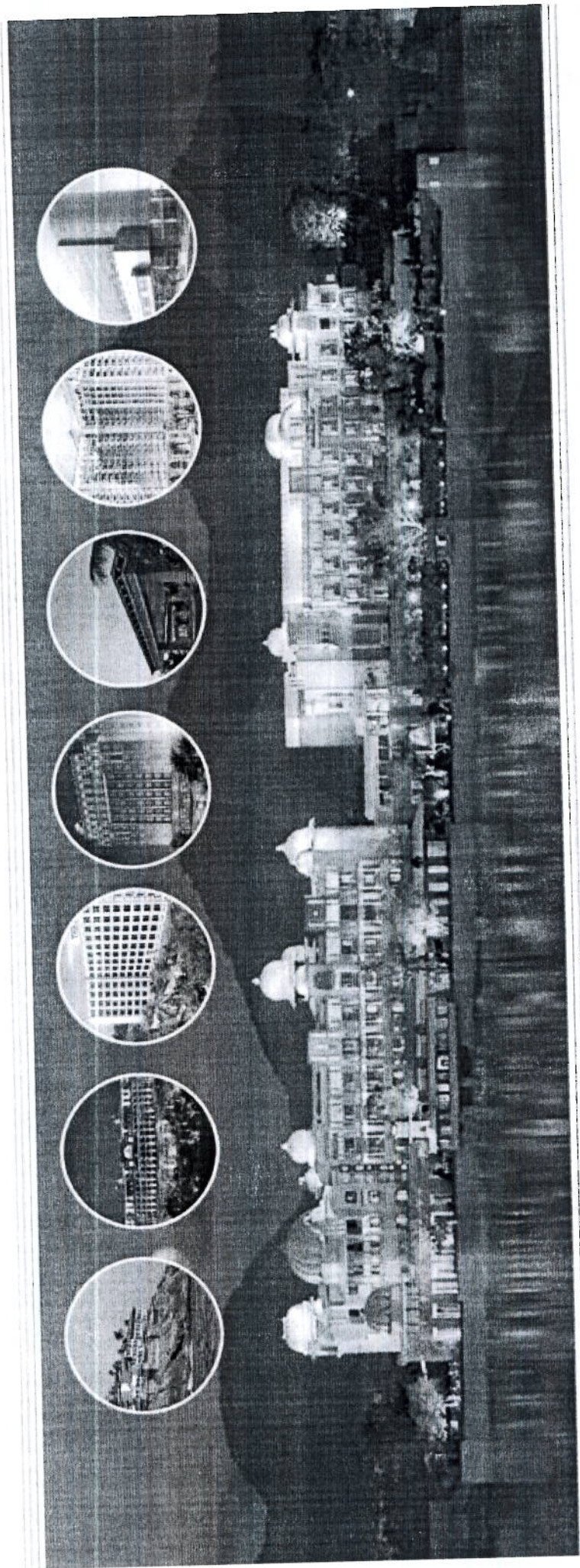
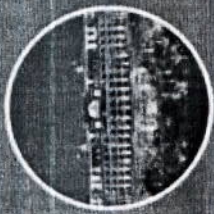
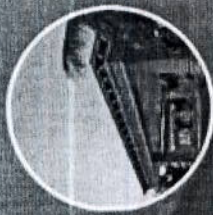
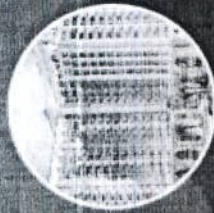
The Leela Palaces, Hotels and Resorts: New Delhi, Bengaluru, Chennai, Mumbai, Gurgaon, Udaipur, Goa and Kovalam.
Upcoming Properties: Jaipur; Agra; Lake Ashtamudi (Kerala); Bhartiya City, Bengaluru and Lucknow.

Corporate Identity Number (CIN): L55101MH1981PLC024097



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PALACES HOTELS RESORTS



Corporate Presentation

May 2016

Hotel Leelaventure Limited: Introduction

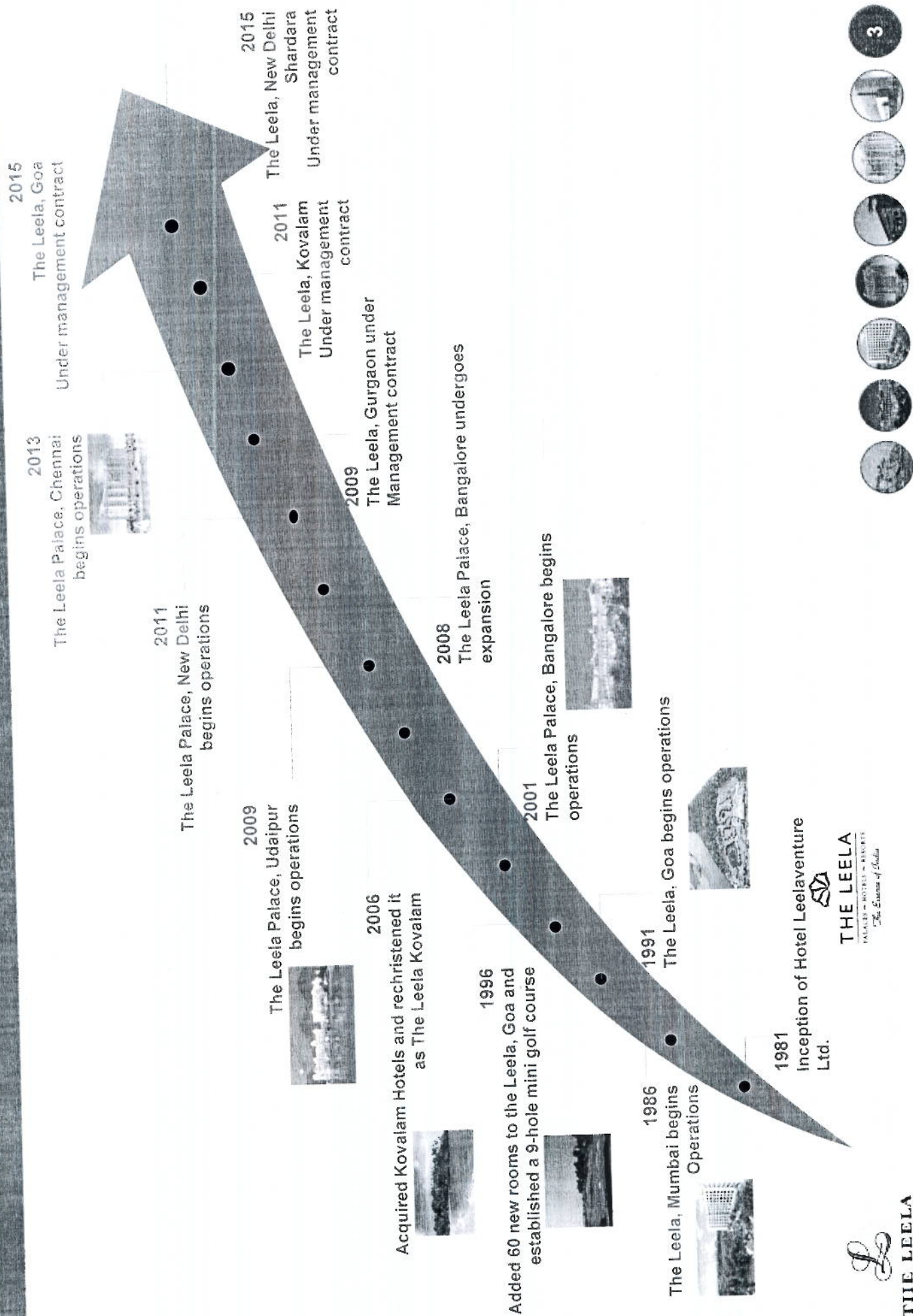


THE LEELA
PALACES HOTELS RESORTS

- ❖ A leading player in the growing luxury hotels segment in India, with a well-recognized brand name
- ❖ 9 existing five star deluxe properties, all in premium locations spread across India, of which 5 are owned
- ❖ Company presently adopting asset light strategy. More hotels being taken on Management
- ❖ Strong business fundamentals and operating matrix as compared to industry average, making its hotels RevPAR leaders in most of the markets it operates in
- ❖ Alliances with Preferred Hotel Group, Global Hotel Alliance, ESPA, Le-Cirque and Megu
- ❖ Experienced management team with rich industry experience and proven execution capabilities



Evolution of The Leela Palaces and Resorts



Well Recognized Brand Name

The Leela Palace, Bangalore

- Times Food and Nighlife Awards – Le Cirque restaurant awarded for Best European Fine Dining Category, December 2015

The Leela Palace, Chennai

- The Best Business Hotel in Chennai, Today's Traveller Award, August 2015

The Leela Palace, Delhi

- TripAdvisor Travellers' Choice Awards – Amongst the Top 25 Luxury Hotels in India and Top 25 Hotels for Service in India. - January 2016
- Robb Report USA – Recognised as one of World's Top 100 Hotels of 2015, May 2015
- Conde Nast Traveller Reader's Travel Awards 2015 (UK) – The Leela Palace New Delhi voted among 'The World's Top 100 hotels,' October 2015 and ESPA as the Favourite Indian Hotel Spa, November 2015.
- CNBC Awaaz Travel Awards 2015 – Awarded 'Best Leisure Hotel', May 2015
- Eazy Diner Foodie Awards 2016 – Le Cirque awarded Critics Choice 'Best European Restaurant in a Hotel,' April 2016
- Ospitalita Italiana 2015-16 – Le Cirque is awarded one of the top authentic Italian restaurants in the world, March 2016

The Leela, Mumbai

- TripAdvisor Awards 2015 – Awarded the Certificate of Excellence and inducted in to the Hall of Fame, May 2015
- Times Food & Nighlife Awards – Le Cirque Signature awarded Best Italian restaurant in Mumbai – Fine Dine (Suburbs), February 2015

The Leela Palace, Udaipur

- Business World India Hotelier Awards – The Leela Palace Udaipur wins Luxury Hotel of the Year at Indian Hospitality Awards, March 2016.
- Trip Advisor Travellers' Choice Awards – The Leela Palace Udaipur recognised among Best Luxury Hotels in India, January 2016
- Conde Nast Traveller India Readers' Travel Awards 2015 – Voted 'Favourite Leisure Hotel' of India, November 2015.

The Leela, Goa

- Conde Nast Traveller Reader's Travel Awards 2015 (UK) – named among The World's Top 100 hotels, October 2015

The Leela Ambience , Gurgaon

- EazyDiner Foodie Awards – The Leela Ambience Gurgaon Hotel and Residences named Hotel of the year, April 2016
- Times Food and Nighlife Awards – Zanotta awarded Best Italian Fine Dine; Rubicon awarded Best Bar for Wine – Luxurious Night Life; Spectra awarded Best Restaurant for Multi Cuisine, Pan Asian and Spanish cuisine in Gurgaon, March 2016

The Leela, Kovalam

- Lonely Planet India Travel Awards – The Leela Kovalam awarded Best Indian Luxury Hotel in India, June 2015
- Today's Traveller Award 2015 – "Favourite Kerala Ayurveda & Spa" awarded as the Best Wellness Spa, August 2015.

**TRAVELLER'S
LEISURE**



National
Tourism Award

Robb Report

Condé Nast
TRAVELLER

Forbes

Best in Class Alliances and Tie-ups

Alliances	Credentials	Relationship with Leela
	- Global leader in the luxury hospitality industry - Facilitates reservations, sales and marketing services to more than 650 independent hotels in over 65 countries	- Provides marketing, sales, reservation and technological support. - Provides sales contact with large consortia namely- Amex, CWT, BCD and Hogg Robinson, PHG's Airlines and Credit Card partnerships 35 Global Sales Offices assist in promoting transient business for all hotels
	- World's largest alliance of independent hotel brands - Currently comprises nearly 335 hotels with over 65,000 rooms across 61 countries	- Helps improve brand awareness among international travellers - Leverage GHA's international services - Provides access to key market sales support, hotel cross-promotional activity, trade show representation - Access to frequent flier program partnerships, loyalty programs, public relations and advertising campaigns
	World renowned brand for spas and skincare products	ESPA manages the Group's Spas at The Leela Palace New Delhi, The Leela Palace Chennai and The Leela Palace Udaipur. ESPA products and treatments are offered at The Leela Mumbai
	One of New York's well known culinary destinations known for its Italian and French cuisine	- Le Cirque provides its world renowned culinary experience at The Leela Palace, New Delhi. - Le Cirque Signature - exclusive French-Italian dining experience at The Leela Mumbai and The Leela Palace Bangalore.
	- New York based high end Japanese restaurant - Both its menu and design concept are a blend of traditional and contemporary Japanese	Megu operates its specialty Japanese restaurant at The Leela Palace, New Delhi

Strong Management Team with Proven Capabilities



Late Capt. C P Krishnan Nair
Founder Chairman

Promoted The Leela Group of Hotels
in 1986



Conferred the 'Padma Bhushan' by the
Government of India, 2010

The Hotelier of the Century Award by International
Hotel and Restaurant Association (IH&RA),
(Switzerland) in 2010 for Capt. Nair's contribution to
the hospitality industry in India



Elected to **Global 500 Roll of Honour** by United
Nations Environment Programme presented in 1999 in
recognition of outstanding practical achievements in
the protection and improvement of environment



The Green Hotelier, 2010 awarded by Gulf
Connoisseur



Lifetime Achievement Five Star Diamond Award
2009 awarded by The American Academy of Hospitality
Sciences

Lifetime Achievement Award at Conde Nast
Traveller India's Readers' Travel Award conferred in
December 2011



Vivek Nair
Chairman & MD

- Over 36 years of experience in the hotel industry
- Hon. Secretary and immediate Past President of Federation of Hotels & Restaurants Association of India (FHRAI).



Dinesh Nair
Co Chairman & MD

- With the Company since its inception
- Over 36 years of experience in management, administration and marketing functions



Krishna Deshika
CFO

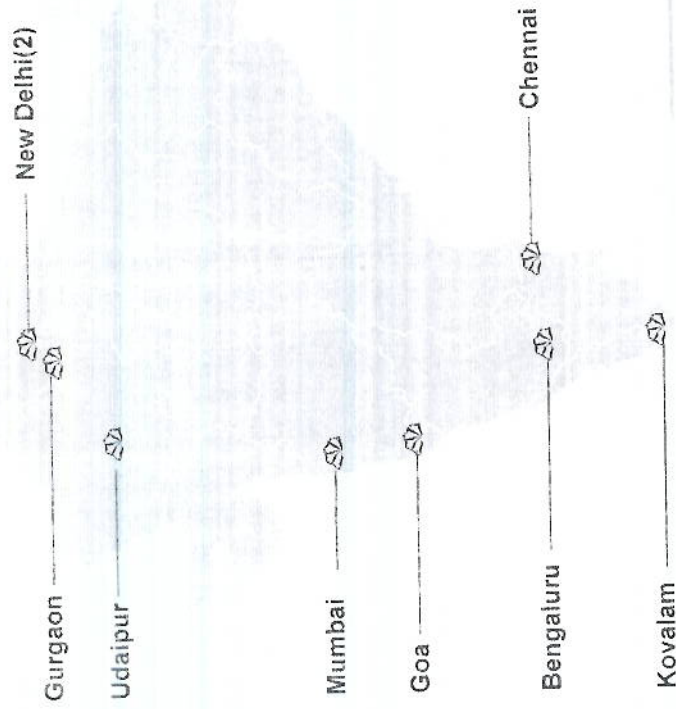
- Over 36 years of experience in finance, accounts, company secretarial, legal and commercial functions
- With the company since 2010
- Associated with JSW group for 15 years, Millipore India for 2 years and HMT Limited for 14 years



Rajiv Kaul
President

- Over 37 years of experience in The hotel industry
- With the company since 2006
- Previously worked with Oberoi and Taj groups
- Holds a Diploma in Hotel Management and an MBA in Hospitality Management

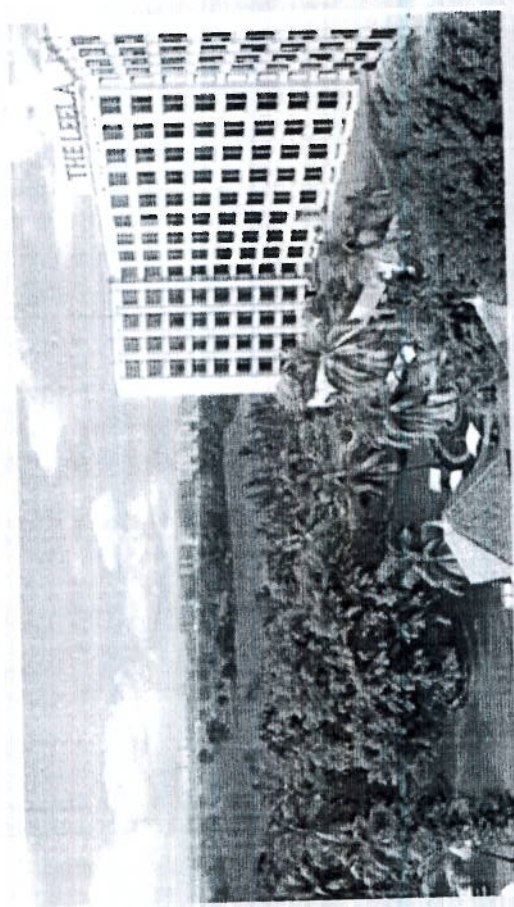
Evolving Pan – India Footprint



Location of Existing Hotels

Hotel	Location	No. of Rooms
Owned and Managed		
The Leela	Mumbai	391
The Leela Palace	Bengaluru	357
The Leela Palace	Udaipur	80
The Leela Palace	Delhi	254
The Leela Palace	Chennai	326
Total		1408
Managed		
The Leela	Goa	206
The Leela Ambience	Gurgaon	411
The Leela	Kovalam	183
The Leela Ambience	New Delhi, Shahdara	480
Total		1280
Grand Total		2688

The Leela, Mumbai



- Operational since 1986, The Leela Mumbai continues to be one of the popular luxury hotels in Mumbai
- Proximity to the airport and business hubs like the Bandra Kurla Complex (BKC) makes it an attractive location
- The Hotel is built on land of 18000 sq mtrs (4.45 acres) leased from AAI and 7525 sq mtrs (1.85 acres) leased from a Promoter Company

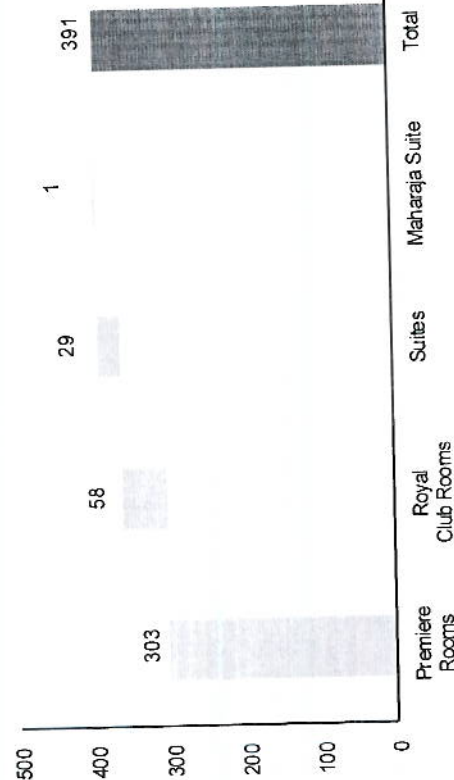
Facilities and Dining

Facilities

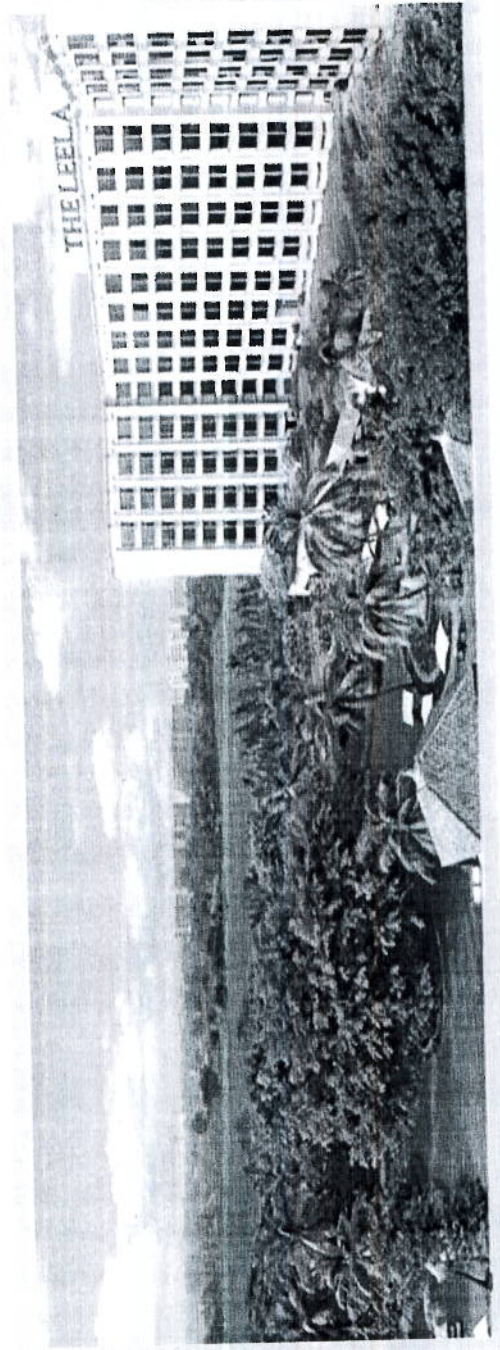
- Grand Ball Room of 11742 sq. ft. divisible in 5 parts
- 5 Meeting Rooms
- Spa, State-of-art fitness centre and Warren Tricomi Salons
- Dining**
- CITRUS – 24 hour brasserie offering multi cuisine specialty
- Jamavar – Indian specialty cuisine
- The Great Wall – Chinese specialty cuisine
- Le Cirque Signature – Italian specialty cuisine
- 6 Degrees - The cosmopolitan bar

Room Mix

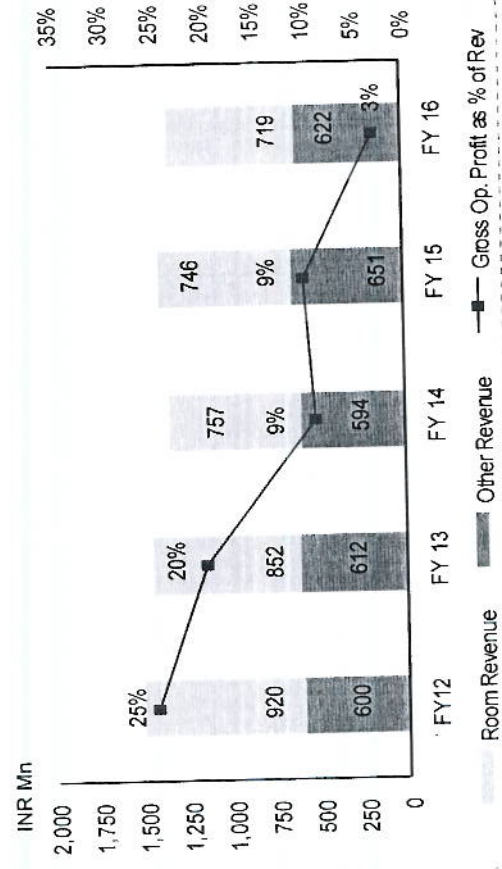
No. of Rooms



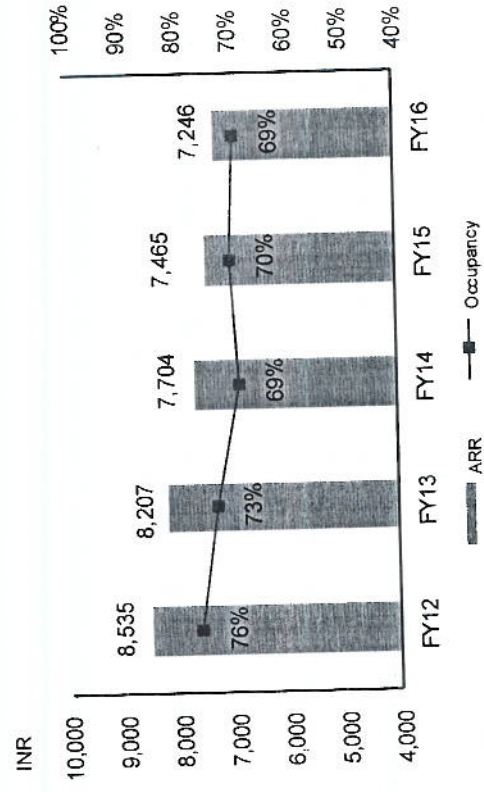
The Leela, Mumbai



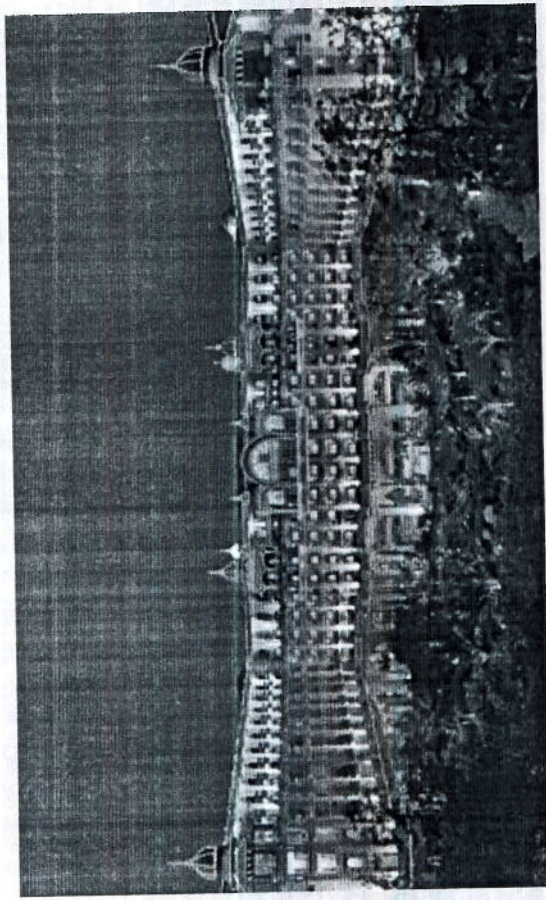
Revenue Breakup



ARR and Occupancy



The Leela Palace, Bangalore



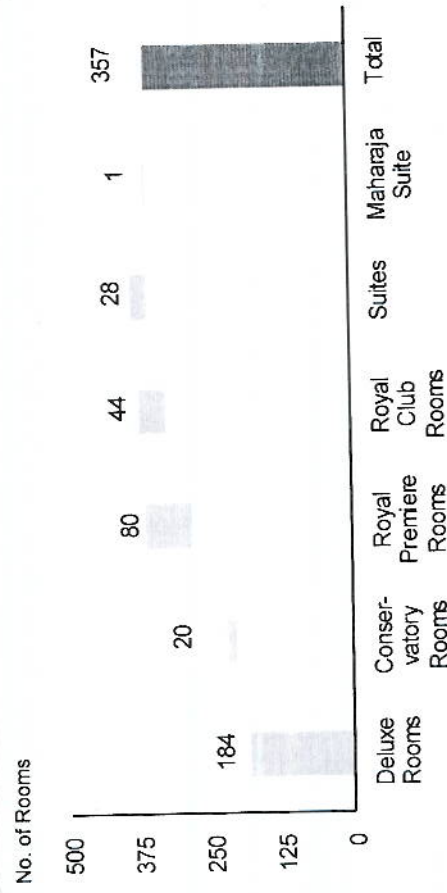
- Leela Palace, Bangalore commenced operations in 2001 with 256 rooms and expanded to 357 rooms in FY08
- The hotel is located in close proximity to the city centre and recreates the architectural style of the Mysore Palace in a modern art deco form
- The Leela Palace Bangalore stands majestically amidst seven acres of lush gardens and a sparkling lagoon in the garden city of Bangalore
- The Hotel is built on land of 6 acres leased from promoter Company and 0.9 acre of land and building leased by an Investor

Facilities and Dining

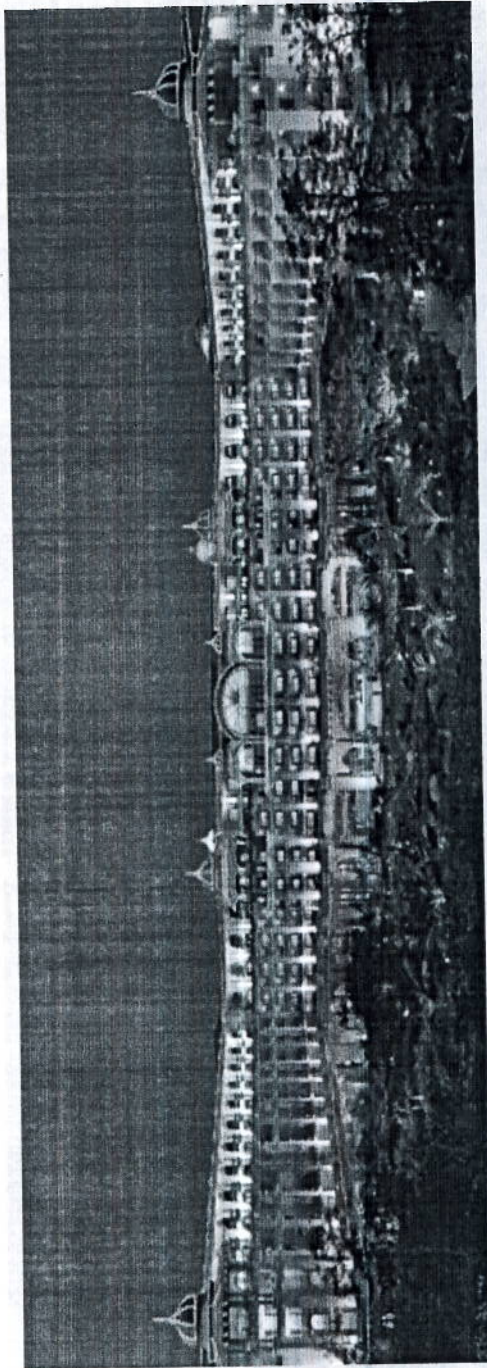
Facilities

- Grand Ball Room of 4400 sq. ft.
- 12 Board Rooms and Meeting Rooms
- Spa by ESPA
- Dining
- CITRUS - 24 hour brasserie offering Mediterranean cuisine, multi-cuisine buffet
- Jamavar - Fine dining signature Indian restaurant
- Le Cirque - offers pan Asia cuisine
- Library Bar - International martinis and cigar lounge

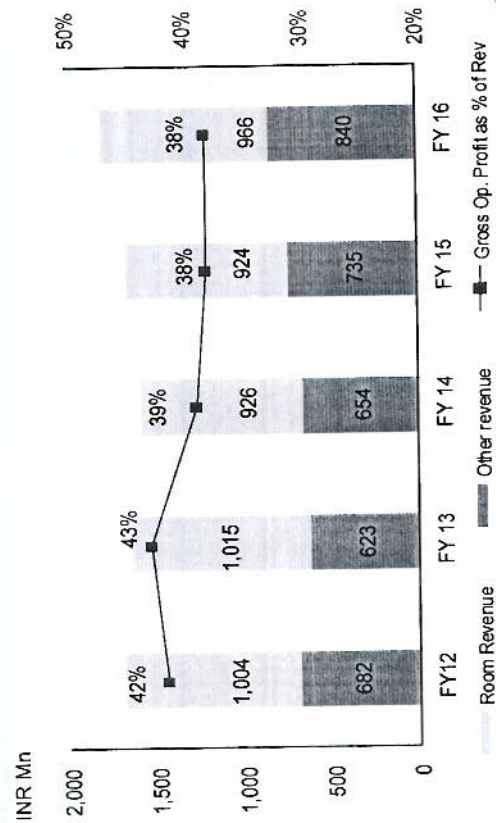
Room Mix



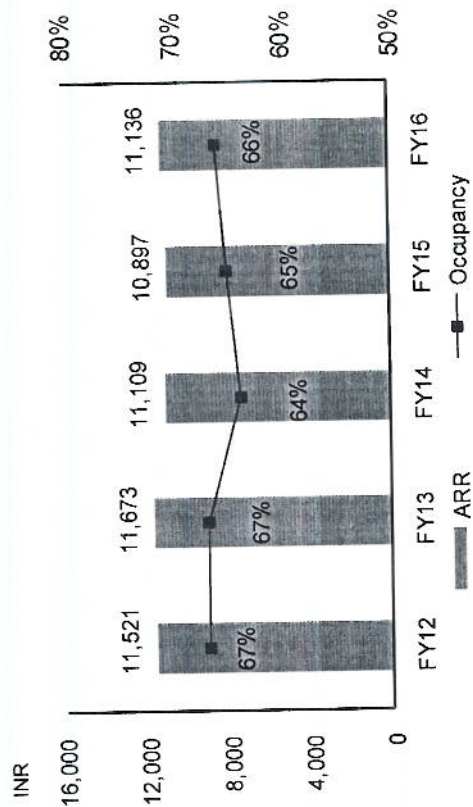
The Leela Palace, Bangalore



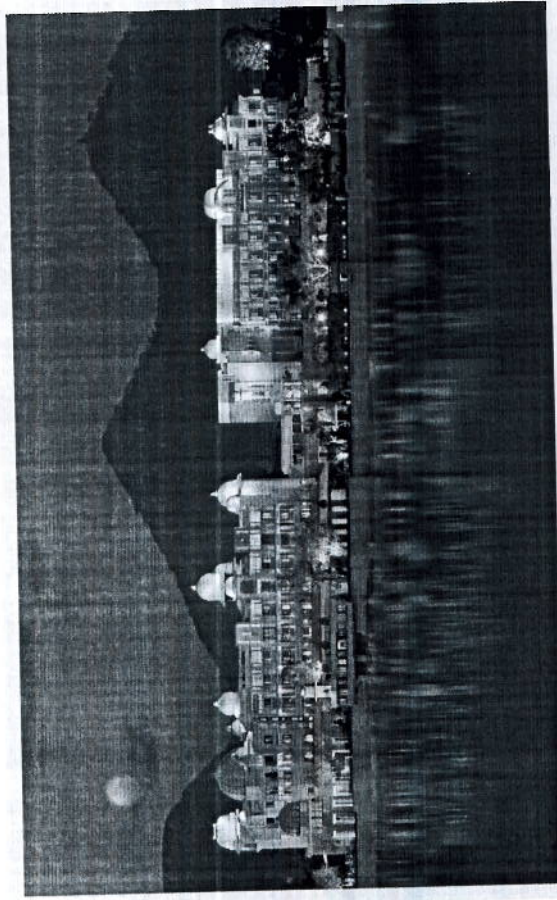
Revenue Breakup



ARR and Occupancy

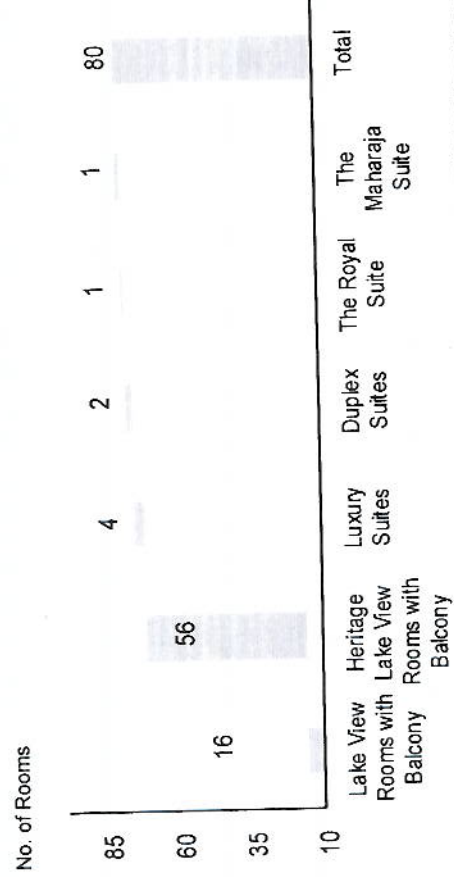


The Leela Palace, Udaipur



- Leela Palace Udaipur commenced operations in 2009
- The hotel offers a spectacular view of Lake Pichola, the City Palace and the Aravalli mountains
- All 80 guestrooms and suites are on the waterfront of Lake Pichola
- The hotel is built on 8.2 acres of land owned by the Company

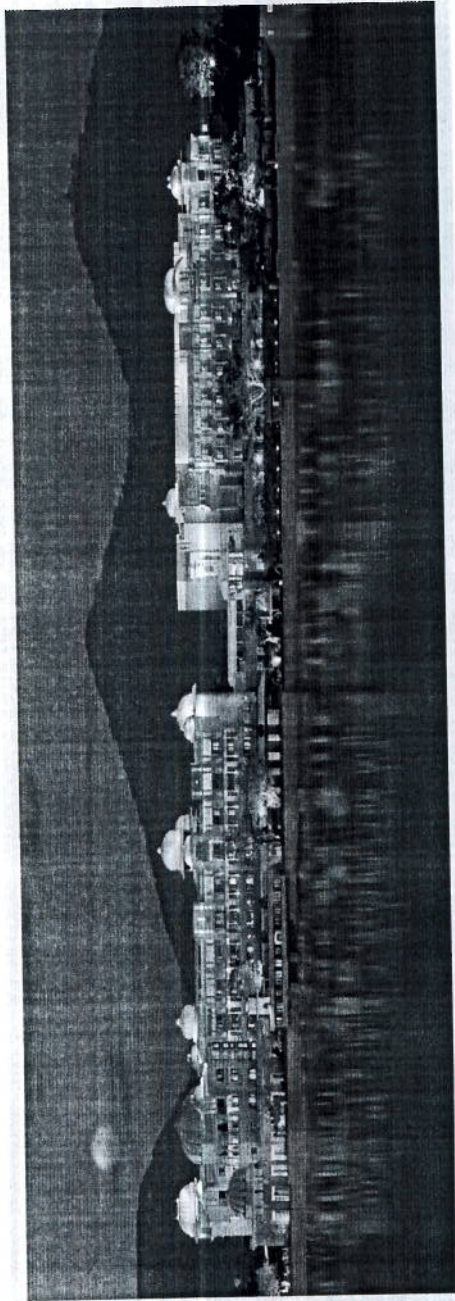
Room Mix



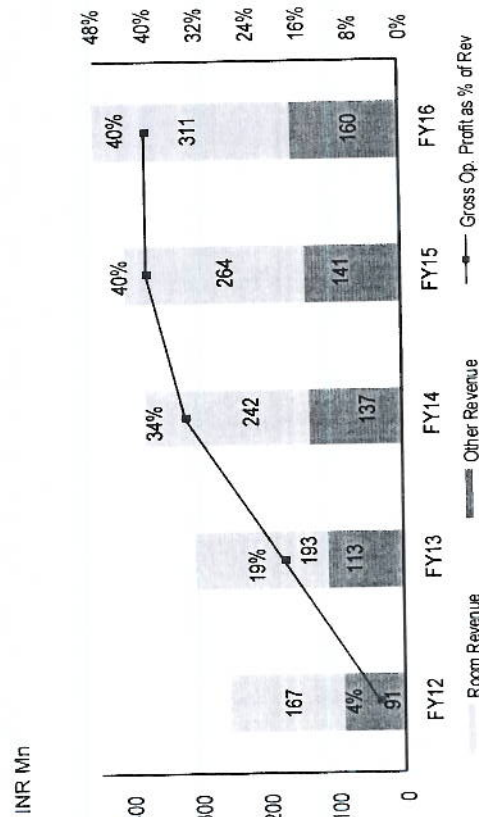
Facilities

- The Marwar ballroom of 2461 sq ft and Mewar ballroom of 1872 sq ft and 4 Boardrooms / meeting rooms
- Spa by ESPA
- Gym and Sunrise and Sunset Yoga
- Dining**
- The Dining Room – International cuisine
- Sheesh Mahal – fine dining Indian cuisine
- Library Bar

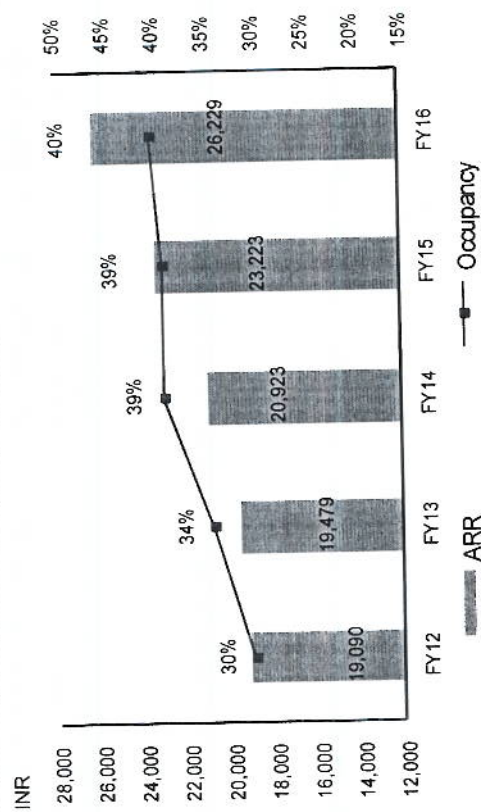
The Leela Palace, Udaipur



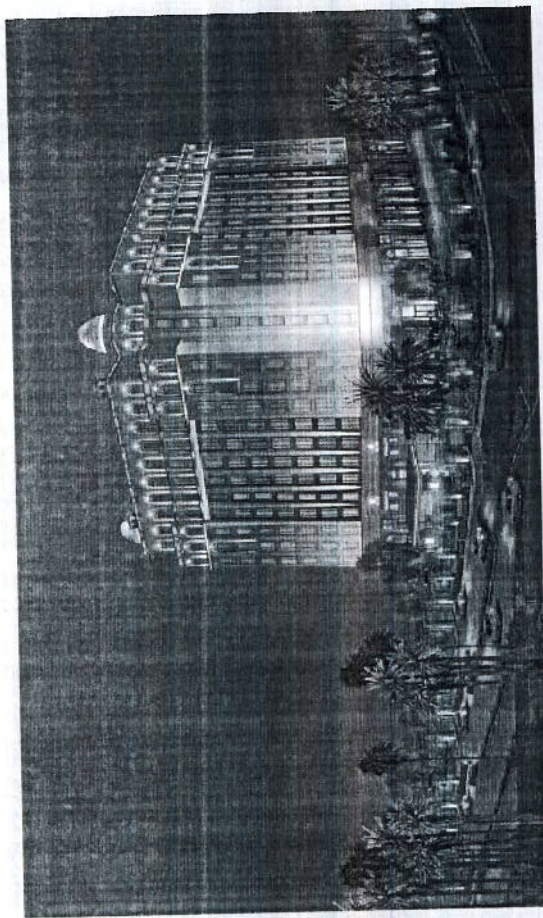
Revenue Breakup



ARR and Occupancy

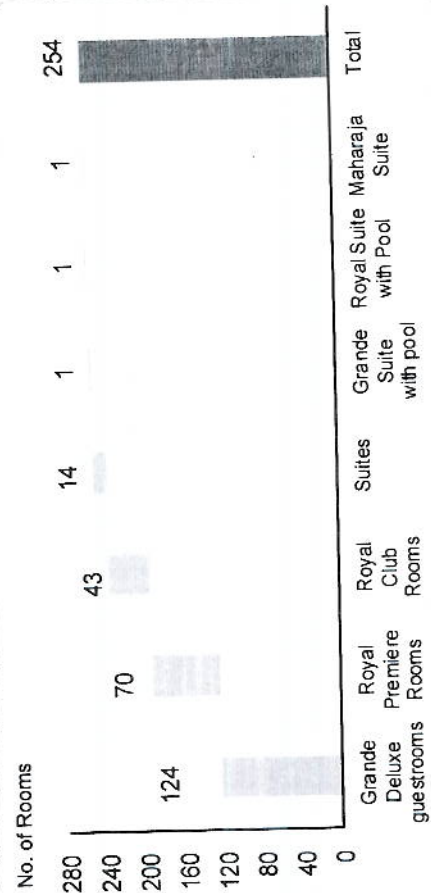


The Leela Palace, New Delhi



- Leela Palace, Delhi commenced operation in April 2011.
- Located in the exclusive Diplomatic Enclave with close proximity to Rashtrapati Bhavan, the Secretariat, as well as the central business district and historical monuments
- Spread over 3 acres of land, owned by the Company
- All suites and guestrooms are over 550 sq. ft.

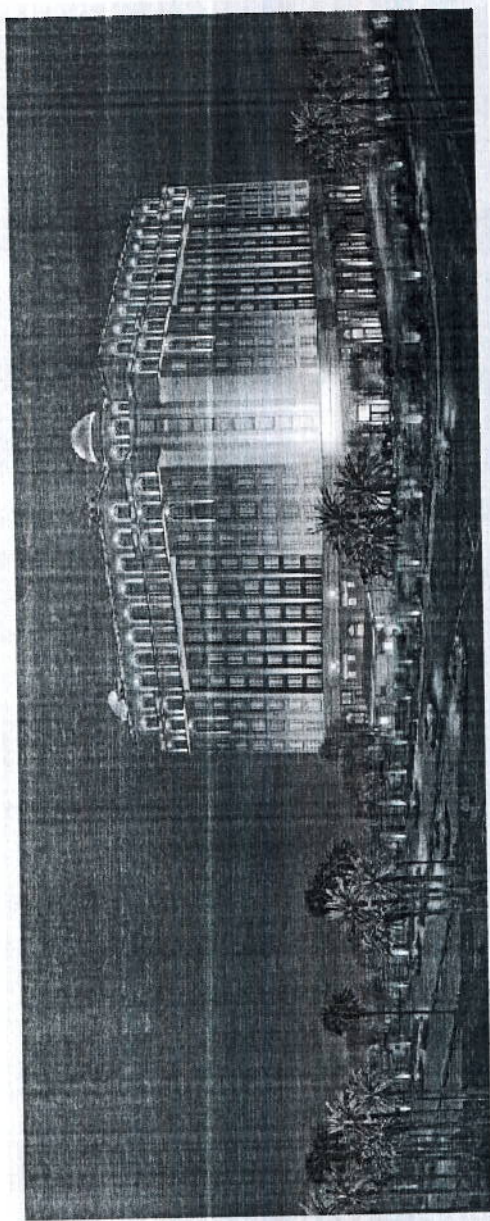
Room Mix



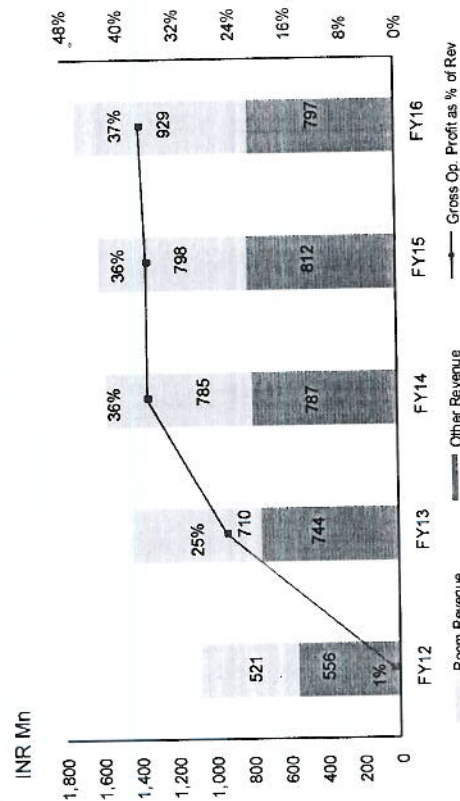
Facilities

- Grand Ball Room of 4300 sq ft and Royal Ball Room of 1176 sq ft
- 8 Meeting rooms and Boardrooms
- Spa by ESPA
- Dining**
 - The Qube – all day dining restaurant
 - Jamavar – Royal Indian cuisine
 - Megu – modern Japanese cuisine
 - Le-Cirque – French & Italian gourmet cuisine
 - The Library – Bar

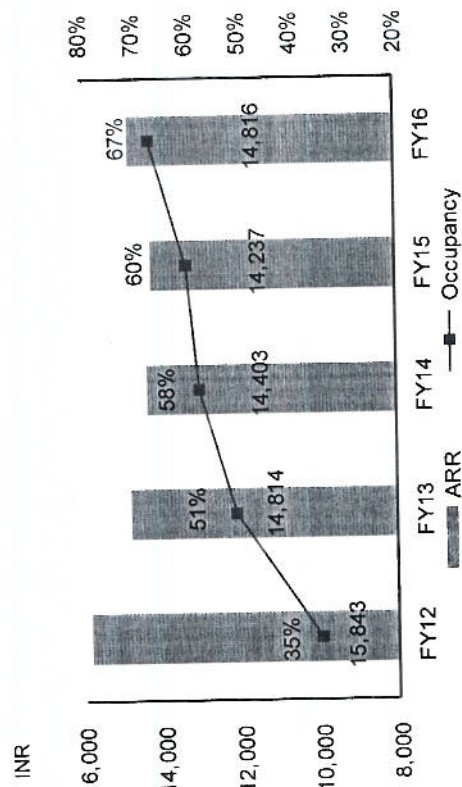
The Leela Palace, New Delhi



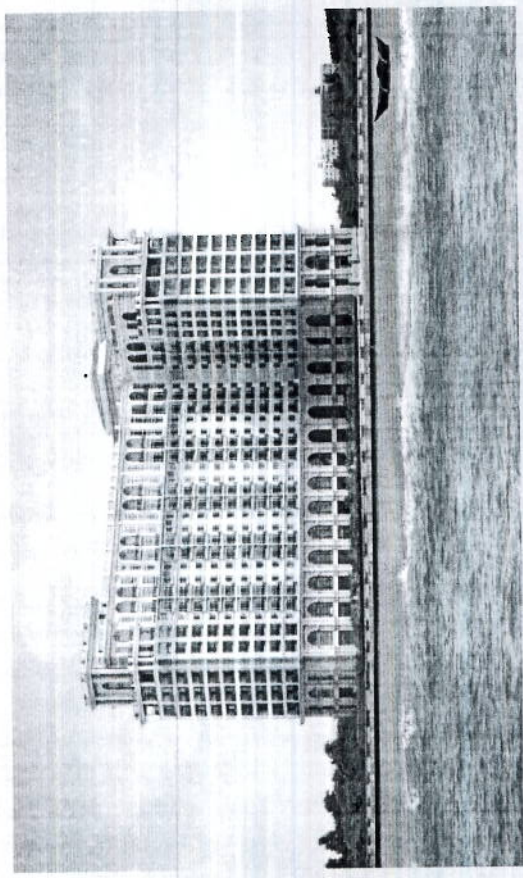
Revenue Breakup



ARR and Occupancy

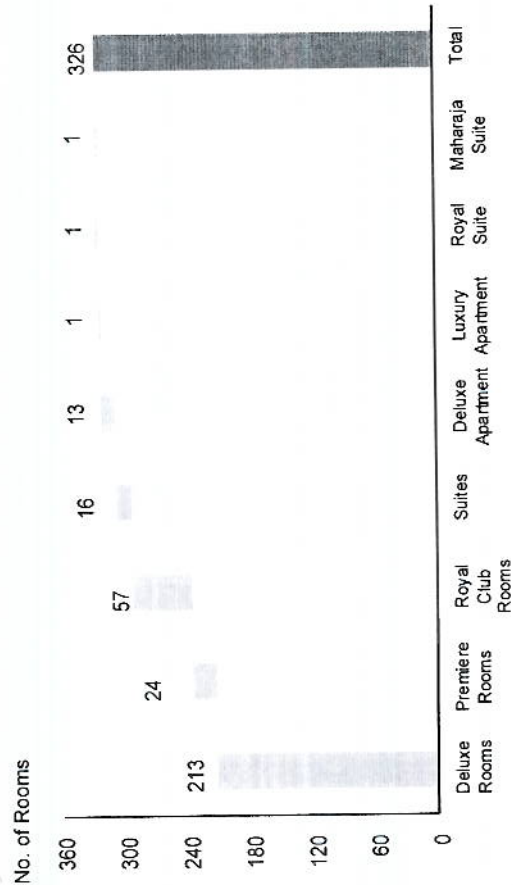


The Leela Palace, Chennai



- Leela Palace, Chennai commenced operations in Jan 2013.
- The hotel is located in Adyar in Chennai, overlooking the azure blue sea of the Bay of Bengal
- The seafront hotel reflects the grandeur of the Chettinad Palace architecture
- Majority of the 326 guest-rooms and suites overlooking the Bay of Bengal
- The hotel is built on 4.8 acres of land owned by the Company

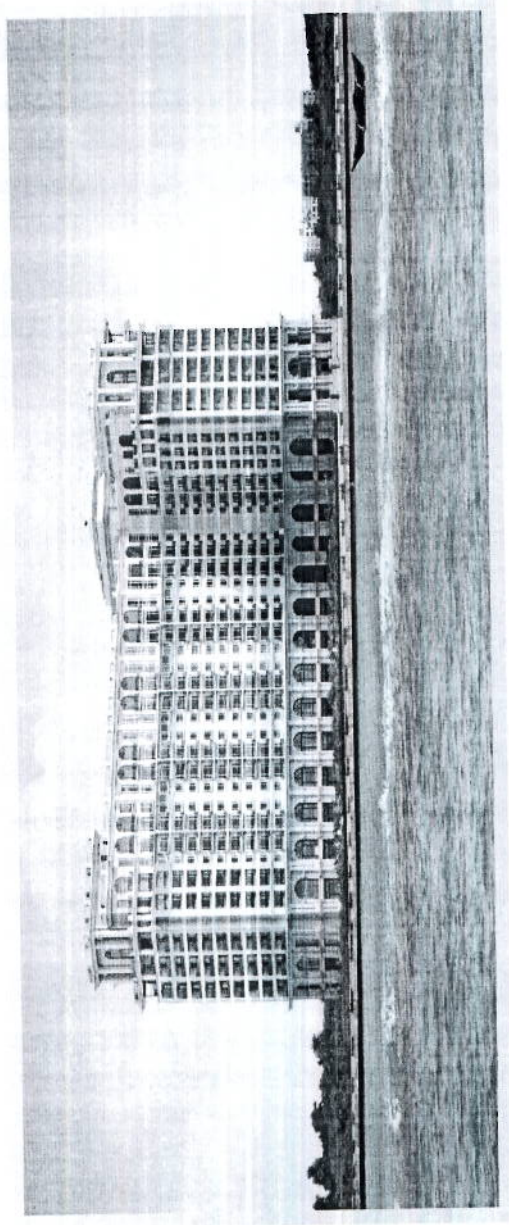
Room Mix



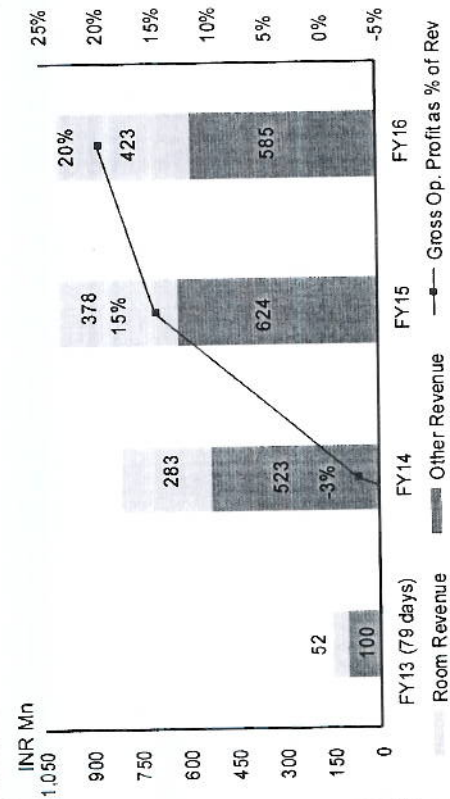
Facilities

- Grand Ballroom of 15400 sq. ft. and Royal Ballroom of 8535 sq. ft. with pre-function area
- 2 Meeting Rooms and 7 Board Rooms
- Dining**
- Spectra - All day dining restaurant
- Jamavar - Indian restaurant
- China XO - Chinese restaurant with alfresco dining
- Library Blue - Bar

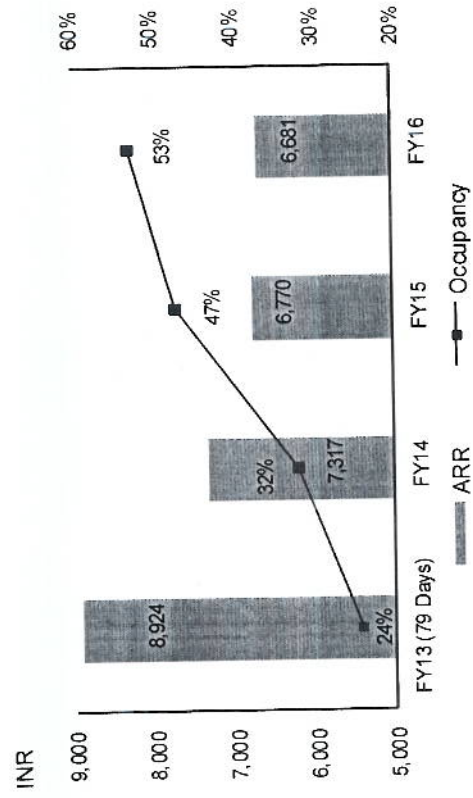
The Leela Palace, Chennai



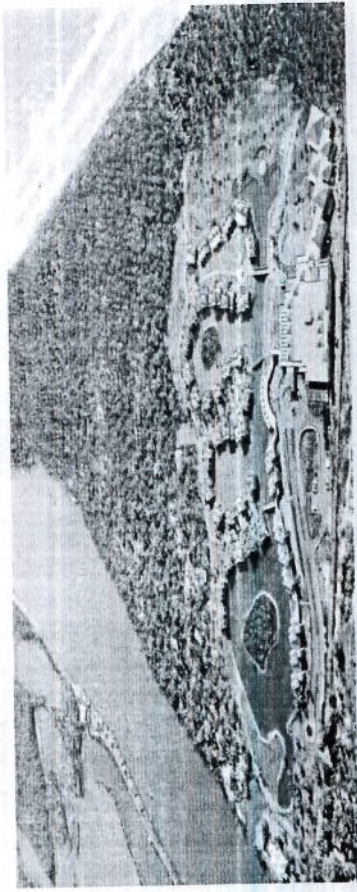
Revenue Breakup



ARR and Occupancy

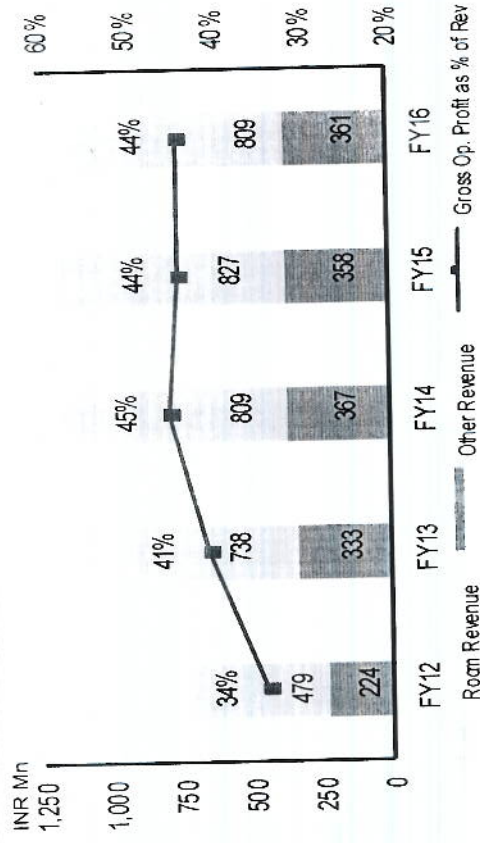


The Leela, Goa

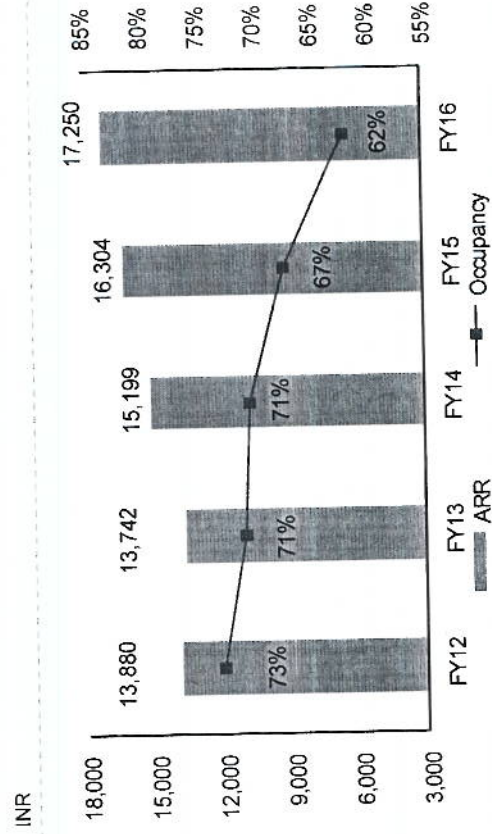


- Operational Since 1991.
- This resort earlier owned by HLVL was sold in 2015 and continues to be managed by HLVL.
- Has 206 rooms and suites, spread over 50 acres of land
- Located in Cavelossim on the Mobor beach in South Goa between Sal River and R. Arapoti Sea, the hotel is designed to reflect the Indian and Portuguese heritage

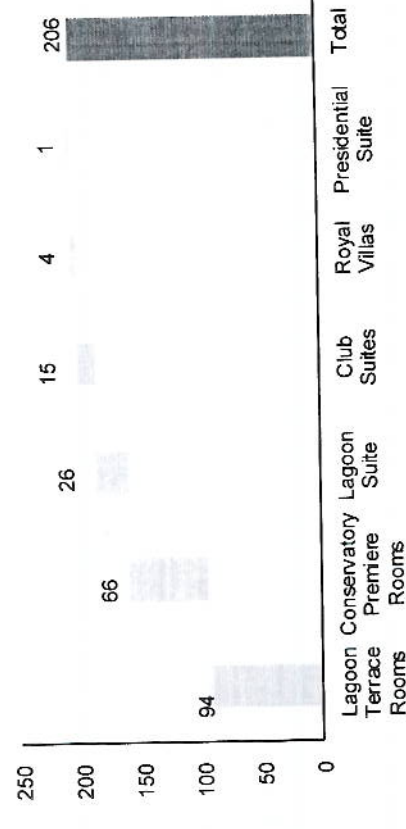
Revenue Breakup



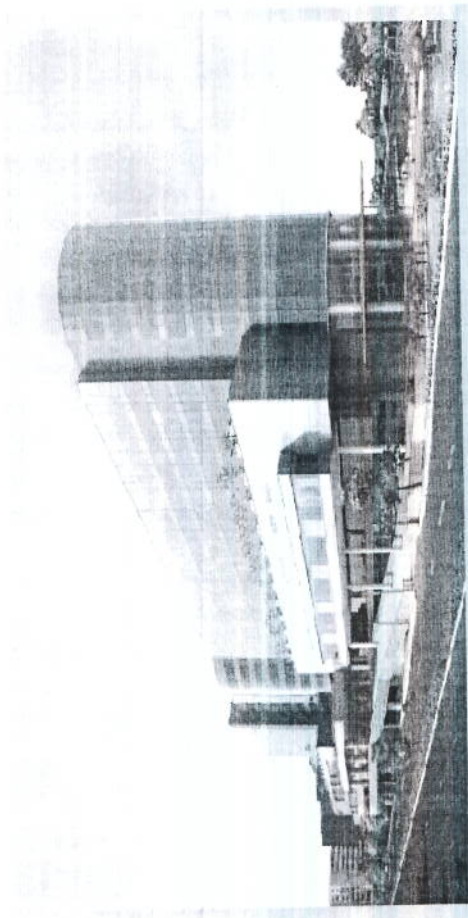
ARR and Occupancy



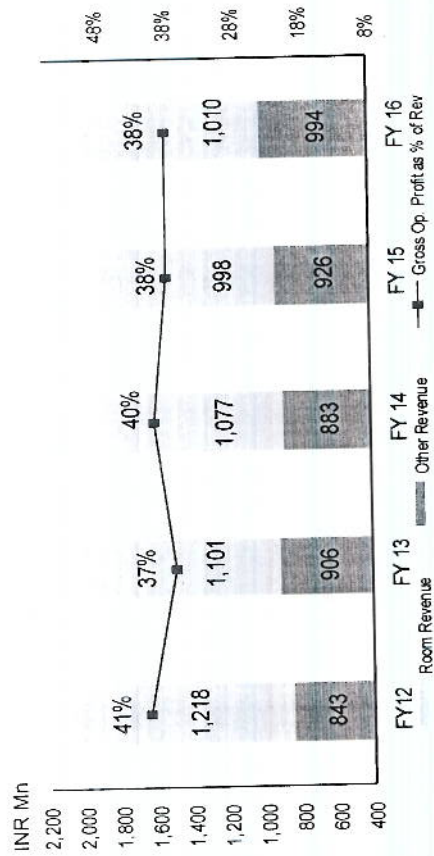
No. of Rooms



The Leela, Gurgaon/NCR

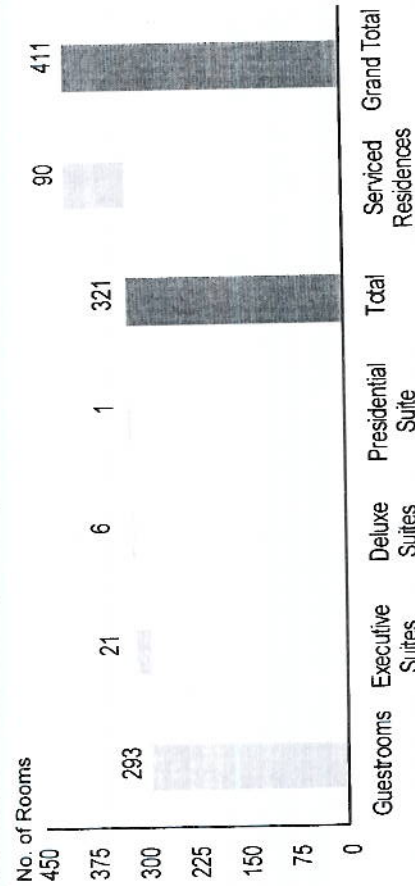


Revenue Breakup

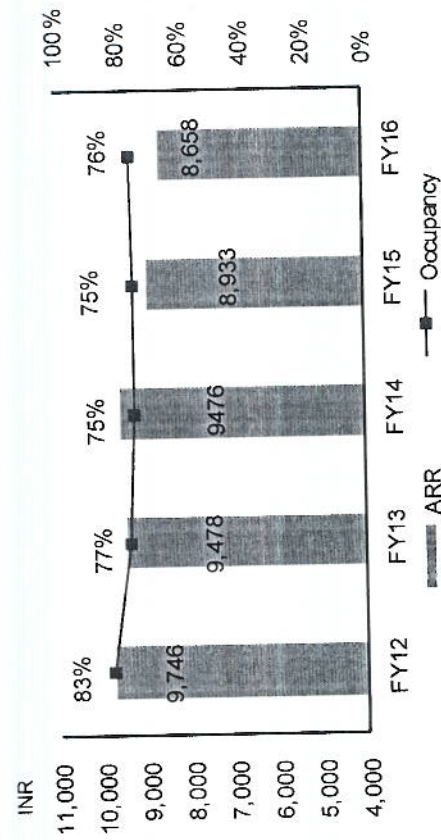


- Operational since April 2009
- The property is owned by the Ambience Group
- HLVL operates the hotel through a management contract

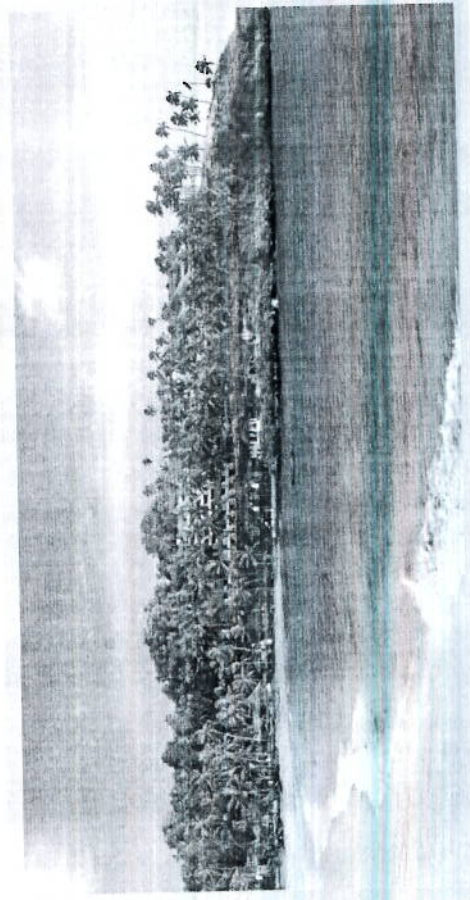
Room Mix



ARR and Occupancy

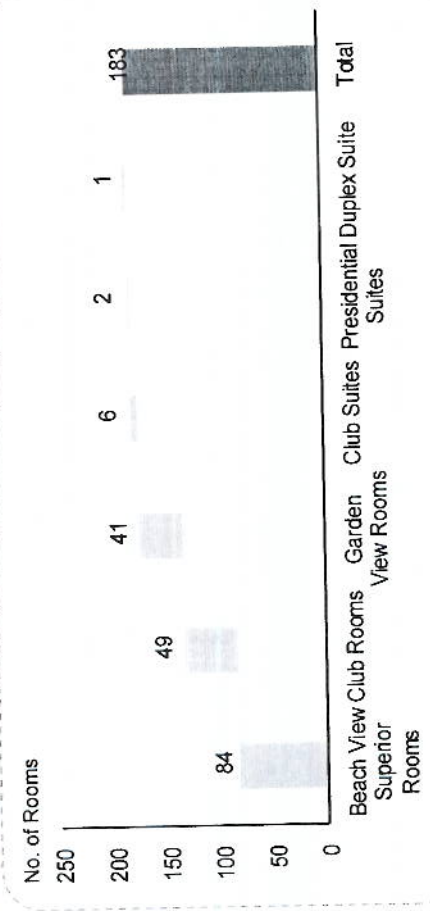


The Leela, Kovalam

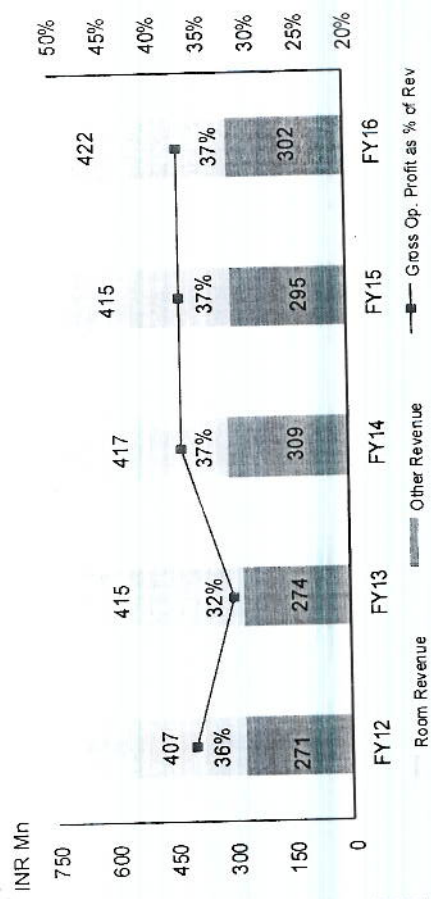


- This resort earlier owned by HLVL was sold in 2011 and continues to be managed by HLVL.
- Has 183 rooms and suites, spread over 44 acres of land
- Kovalam being one of the main tourist attractions in Kerala, it enjoys high ARR and Occupancy during the tourist season from November to March

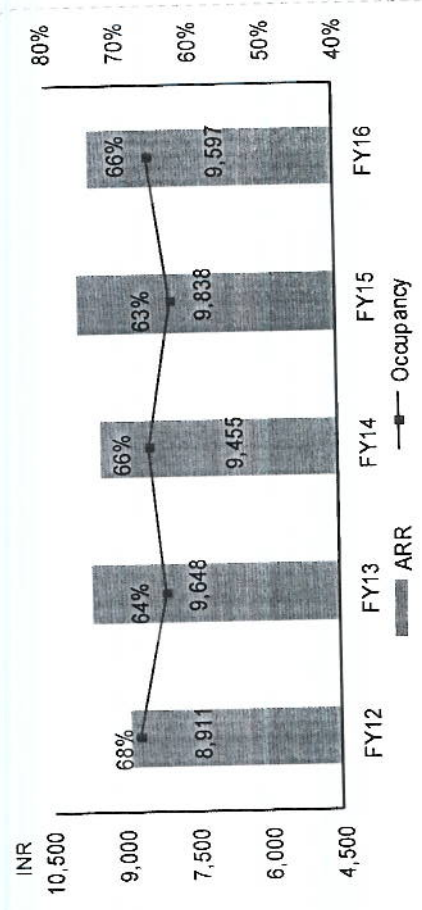
Room Mix



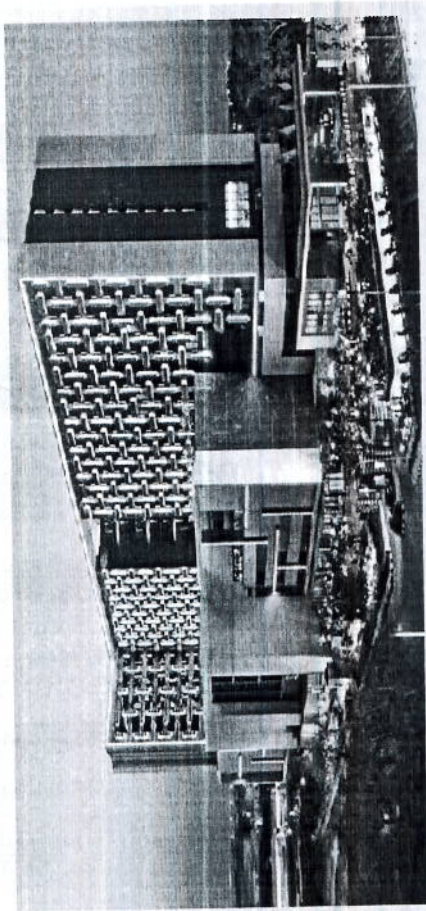
Revenue Breakup



ARR and Occupancy

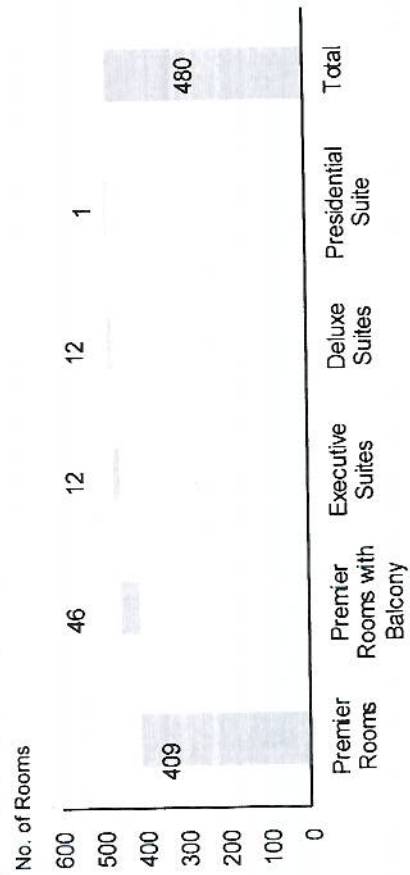


The Leela Ambiance, Shahdara

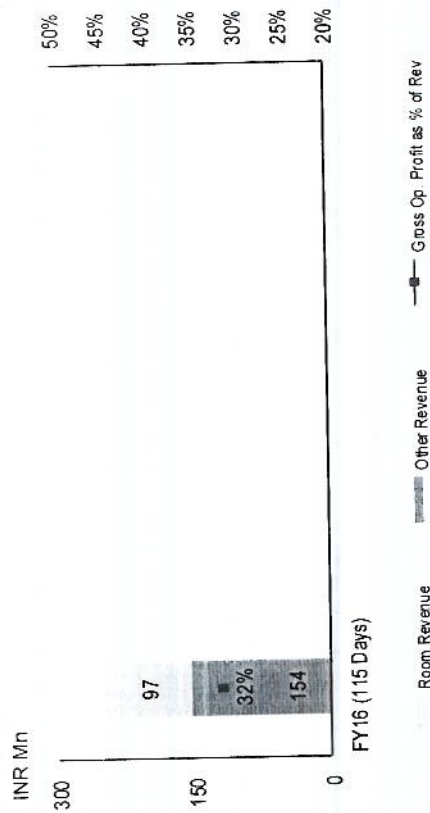


- The Leela Ambiance convention, Delhi Hotel is owned by the Ambience Group
- Has 480 rooms and suites
- The Hotel taken under management since Dec 2016.

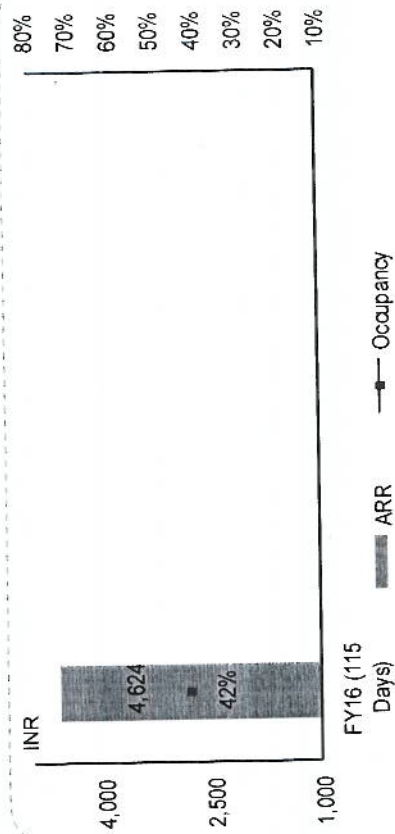
Room Mix



Revenue Breakup



ARR and Occupancy



Asset light Strategy for Future Growth

MOUs / Management Contracts executed

1. Bengaluru, Karnataka

Management Contract signed with the Bharatiya Group for managing a Leela Hotel, near the International Airport, with 250 guestrooms, and a Convention Centre for 1500 persons. MOU signed for the Leela Residences with 150 units. The property is under construction and is a part of a 120 acres modern township.

2. Jaipur, Rajasthan

Management Contract signed for a 58 villa resort under development.

3. Agra

The Company through its subsidiary owns 6.5 acres of land on which 100 rooms, all facing the Taj Mahal can be built. The Company is in the process of selling the land to an investor who proposes to build the hotel and sign a Management Contract with the Company to manage under the Leela Palace Brand.

4. Chandigarh

MOU signed with WVMCS Resorts P. Ltd. for managing a Luxury hotel with 175 guestrooms and 100 Branded Residences.

5. Kathmandu, Nepal

MOU signed with Summit Hotels P. Ltd. for managing a Luxury hotel with 175 guestrooms .



Deleveraging Through Monetization of Non-core Assets

Chennai

- Next to the Leela Palace Hotel
- Office space with saleable area of 271,674 sq ft ready for fit outs
- Agreement to Sale signed
- Sale transaction to be concluded after receipt of completion certificate

Pune

- 34,102 sq mts of land near the golf club on the main road to the Airport, jointly owned by the Company and Leela Lace Holdings Private Limited, one of the promoters
- Company shelved initial plans of building luxury hotel, after significant new supply came up in the area
- Agreement with Sky Realty Projects Private Limited on a 50:50 gross revenue sharing basis. Sky Realty to develop high-end residential cum commercial property
- Construction work has commenced

Pune

Hyderabad

Hyderabad

- Surplus land of 8,027 sq mts next to Leela Palace
- Company has signed a Joint Development Agreement with M/s Prestige Developers for developing high-end residences
- Work has commenced and apartments are being sold

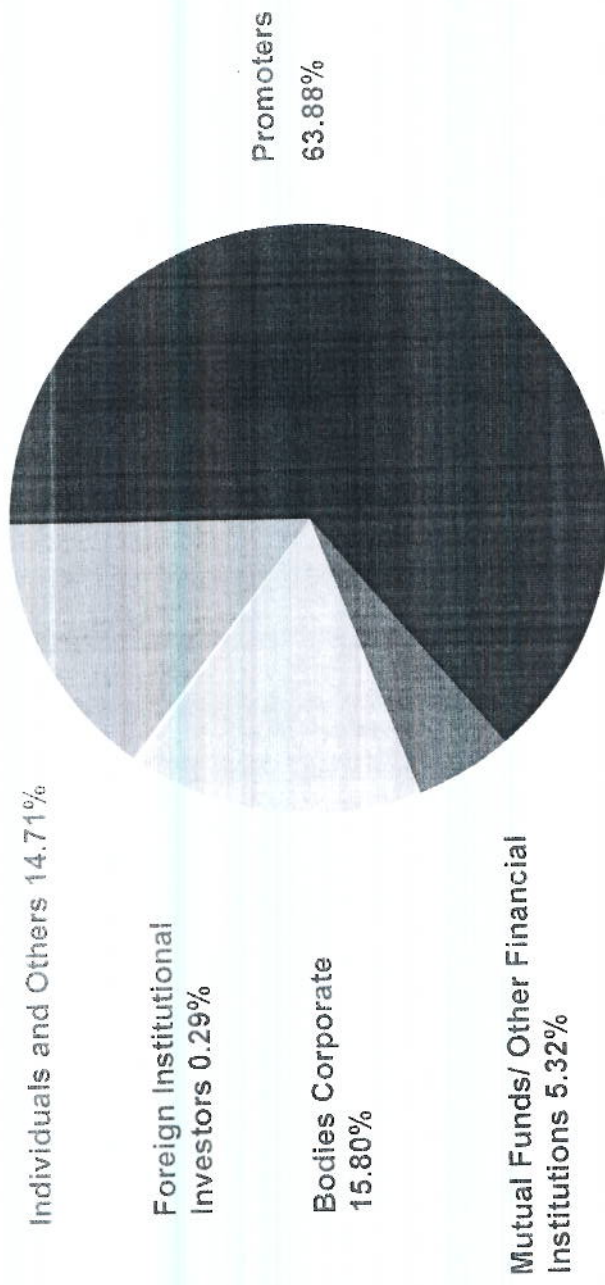
- 3.85 acres of land in a prime locality at Banjara Hills
- Company shelved initial plans of building a luxury hotel after significant new supply came up in the area
- This will be sold in FY 2016-17

Bangalore

Chennai



Shareholding Pattern



As on March 31, 2016





THE LEEEA

PALACES HOTELS RESORTS

Thank You

Disclaimer :

Statements made in this Presentation describing the Company's objectives, projections, estimates, predictions and expectations may be 'forward-looking statements', within the meaning of applicable securities laws and regulations. As 'forward-looking statements' are based on certain assumptions and expectations of future events over which the Company exercises no control, the Company cannot guarantee their accuracy nor can it warrant that the same will be realized by the Company. The Company assumes no responsibility to publicly amend, modify or revise any forward looking statements on the basis of any subsequent developments or events or for any loss any investor may incur by investing in the shares of the Company based on the 'forward-looking statements'.