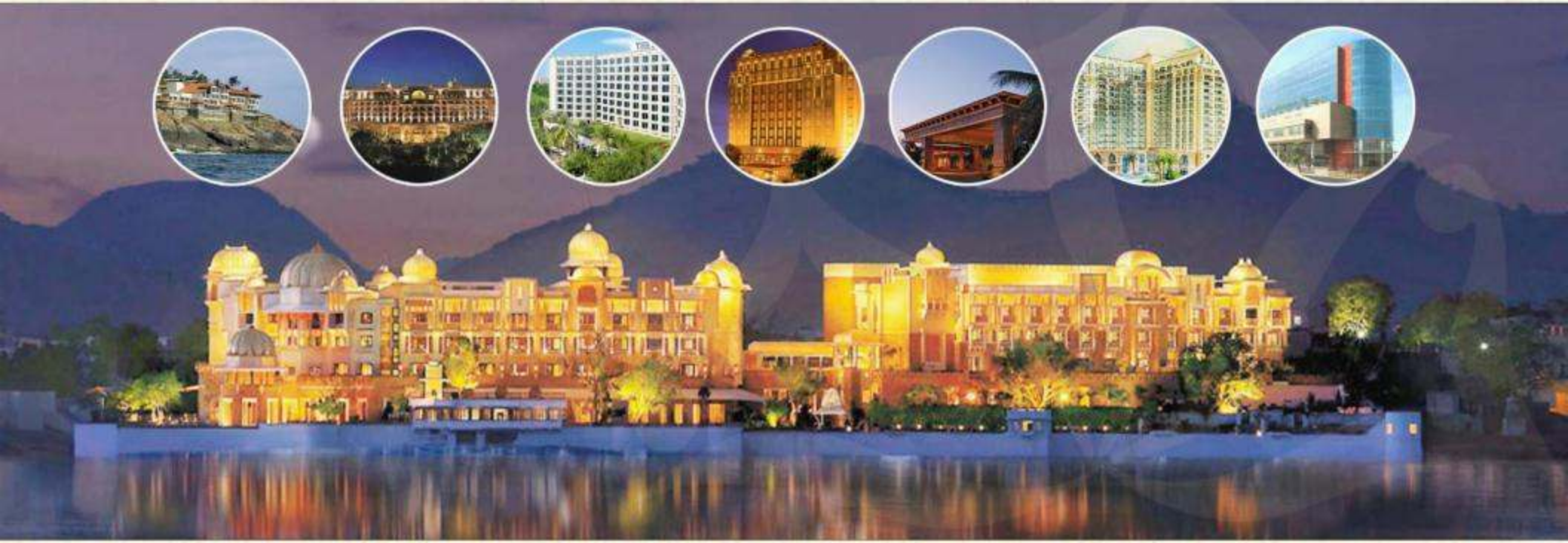
THE LEELA

PALACES HOTELS RESORTS



Corporate Presentation

June 2015

Hotel Leelaventure Limited: Introduction

- A leading player in the growing luxury hotels segment in India, with a well-recognized brand name
- 8 existing five star deluxe properties, all in premium locations spread across India, of which 6 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

2013
The Leela Palace, Chennai begins operations

2011
The Leela Palace, New Delhi begins operations

2011
The Leela, Kovalam
Under management contract

2009
The Leela, Gurgaon under Management contract

2009
The Leela Palace, Udaipur begins operations

2008
The Leela Palace, Bangalore undergoes expansion

2006
Acquired Kovalam Hotels and rechristened it as The Leela Kovalam

2001
The Leela Palace, Bangalore begins operations

1996
Added 60 new rooms to the Leela, Goa and established a 9-hole mini golf course

1991
The Leela, Goa begins operations

1986
The Leela, Mumbai begins Operations

1981
Inception of Hotel Leelaventure Ltd.

THE LEELA
PALACES ~ HOTELS ~ RESORTS
The Essence of India

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PALACES · HOTELS · RESORTS

Well Recognized Brand Name

The Leela Palace, New Delhi

- The Presidential Suite named as one of The Nation's Top 25 Presidential Suites, *Travel + Leisure India & South Asia* – 2013
- "Best of the Best" Hotel in the World, Robb Report USA – 2012
- One of the top Hotels in the World, *Condé Nast Traveler Gold List, USA* – 2014
- The Spa by ESPA voted Favourite Hotel Spa, *Condé Nast Traveler Readers' Travel Awards, India* - 2013

The Leela Palace, Chennai

- The Best New Hotel, Travel + Leisure India & South Asia, Readers Choice Awards – 2014
- One of the Best New Hotels, Travel + Leisure USA, 'IT' List – 2013
- One of the World's Best New Hotels, Condé Nast Traveler Hot List, UK – 2013

The Leela Palace, Bangalore

- India's Leading Conference Hotel - 2010
- India's Leading Business Hotel - 2007, 2008, 2009
- Favorite Business Hotel in India, Condé Nast Traveler Readers' Travel Awards, UK - 2010
- One of World's 681 Best Places to Stay, Condé Nast Traveler Gold List, USA – 2010
- Ranked amongst India's Hottest Wedding Destinations, Forbes – 2007

The Leela, Goa

- Asia's Leading Resort - 2007, 2008

The Leela, Mumbai

- Nominated for World's Leading Presidential Suite – 2010
- The Spa by ESPA voted as one of the World's Top Sybaritic Spas, Condé Nast Traveler Hot list, USA - 2010

The Leela Palace, Udaipur

- The Maharaja Suite named as one of The Nation's Top 25 Presidential Suites, Travel + Leisure India & South Asia – 2013
- One of the World's Top Resorts and The Most Exclusive Retreat on Earth, Robb Report USA – 2012
- One of the Best Leisure Hotel and Best Hotel Spa, Condé Nast Traveler Readers' Travel Awards, India – 2012
- One of the Best New Hotels in the World, Conde Nast Traveler, USA – 2010, 2012

The Leela Ambience , Gurgaon

- 10th Best Hotel in India, Condé Nast Traveler Reader's Choice Awards, USA - 2013

The Leela Raviz, Kovalam

- Asia's Leading Resort – 2010
- Best Five Star Deluxe Hotel – 2008-09

TRAVEL+ LEISURE

National Tourism Award

Robb Report

Condé Nast Traveler

Forbes

THE LEELA PALACES HOTELS RESORTS

Best in Class Alliances and Tie-ups

Alliances	Credentials	Relationship with Leela
Preferred HOTEL GROUP	• 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 • 33 Global Sales Offices assist in promoting transient business for all hotels
global hotel alliance	• 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 travelers • 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
ESPA	• World renowned brand for spas and skincare products	• ESPA manages the Group's Spas at The Leela Palace Udaipur, The Leela Palace New Delhi and Chennai. ESPA products and treatments are offered at The Leela Mumbai
Le Cirque	• One of New York's well known culinary destination known for its Italian and French cuisine	• Le Cirque provides its world renowned culinary experience at The Leela Palace, New Delhi and The Leela Mumbai. • Le Cirque Signature - exclusive French-Italian dining experience has opened at The Leela Mumbai and is slated to open at The Leela Palace Bangalore.
MEGU	• 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**' Award 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 during 50 years

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 Decenber 2011

Vivek Nair
Chairman & MD

- Over 35 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
- 35 years of experience in management, administration and marketing functions

Krishna Deshika
Director Finance & CFO

- 35 years of experience in finance, accounts, company secretarial, legal and commercial functions
- Associated with JSW group for 15 years, Millipore India for 2 years and HMT Limited for 14 years

Rajiv Kaul
President

- Over 36 years of experience in The hotel industry
- Previously worked with Oberoi and Taj groups
- Holds a Diploma in Hotel Management and an MBA in Hospitality Management

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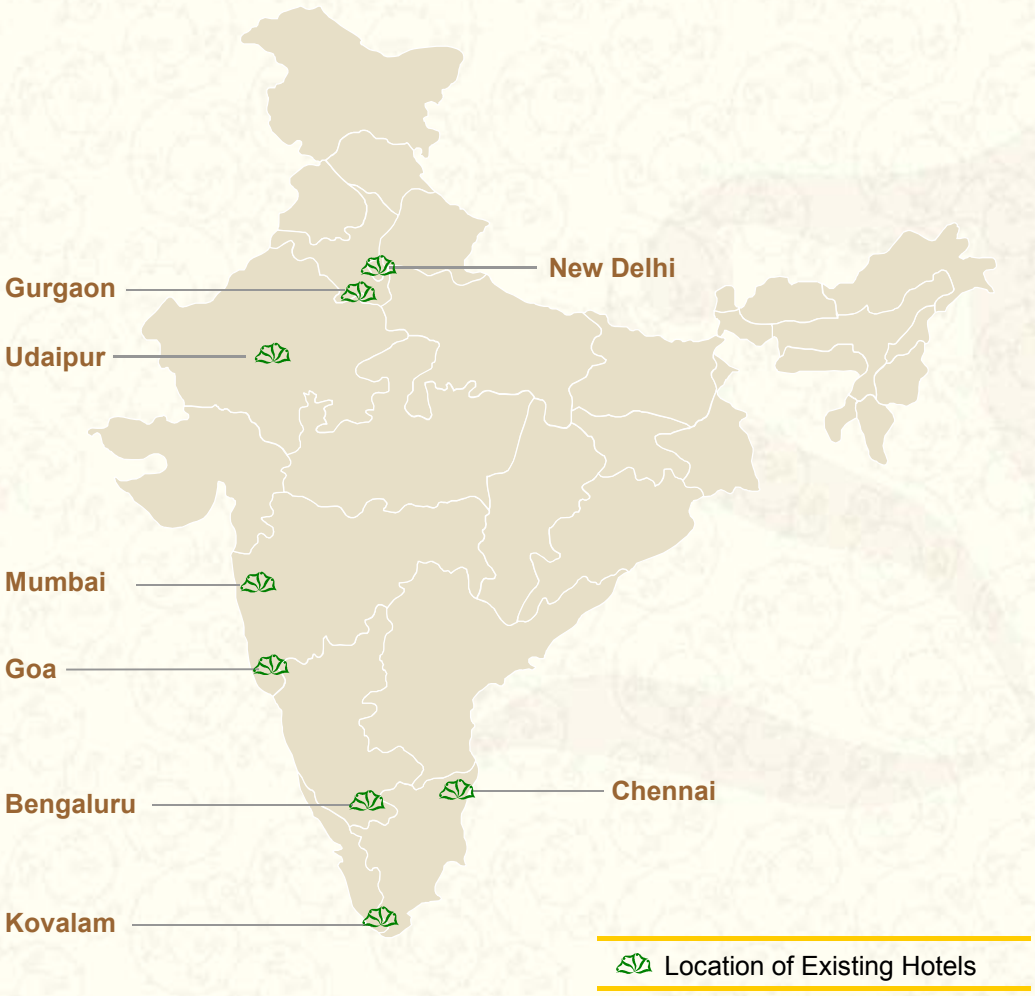
PALACES HOTELS RESORTS

Evolving Pan – India Footprint



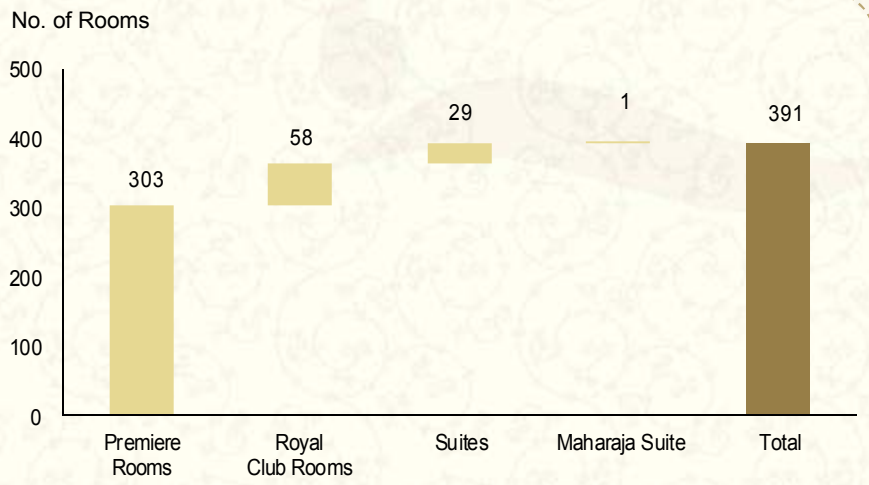
Hotel	Location	No.of Rooms
Owned and Managed		
The Leela	Mumbai	391
The Leela	Goa	206
The Leela Palace	Bengaluru	357
The Leela Palace	Udaipur	80
The Leela Palace	New Delhi	254
The Leela Palace	Chennai	326
Total		**1614**
Managed		
The Leela Ambience	Gurgaon	411
The Leela Raviz	Kovalam	183
Total		**594**
Grand Total		2208

THE LEELA
PALACES HOTELS RESORTS

The Leela, Mumbai

- Operational since 1986, The Leela Mumbai continues to be one of the popular luxury hotels in Mumbai
- Proximity to the International & Domestic airports 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 the Promoter Company

Room Mix



Facilities and Dining

Facilities

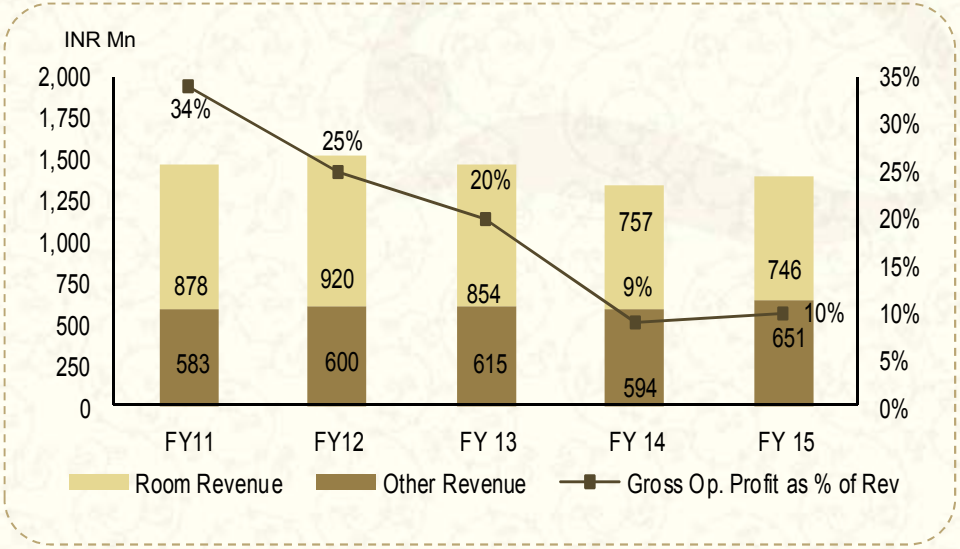
- Grand Ball Room of 11742 sq. ft. divisible in 5 parts
- 5 Meeting Rooms
- Spa, Sate-of-art fitness centre and Warren Tricomi Salons

Dining

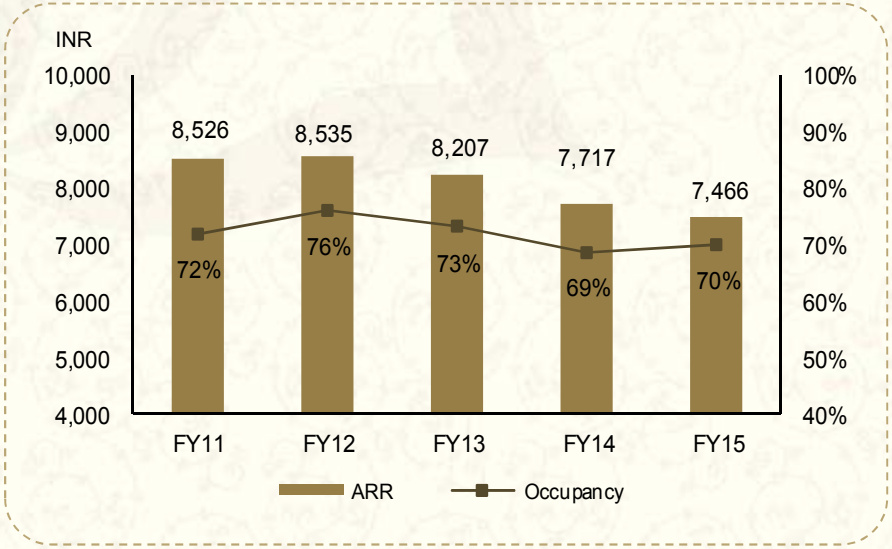
- CITRUS – 24 hour brasserie offering multi cuisine specialty
- Jamavar – Indian specialty cuisine
- The Great Wall – Chinese specialty cuisine
- Le Cirque Signature – Italian specialty cuisine
- 6 Degrees - The cosmopolitan bar

The Leela, Mumbai

Revenue Breakup



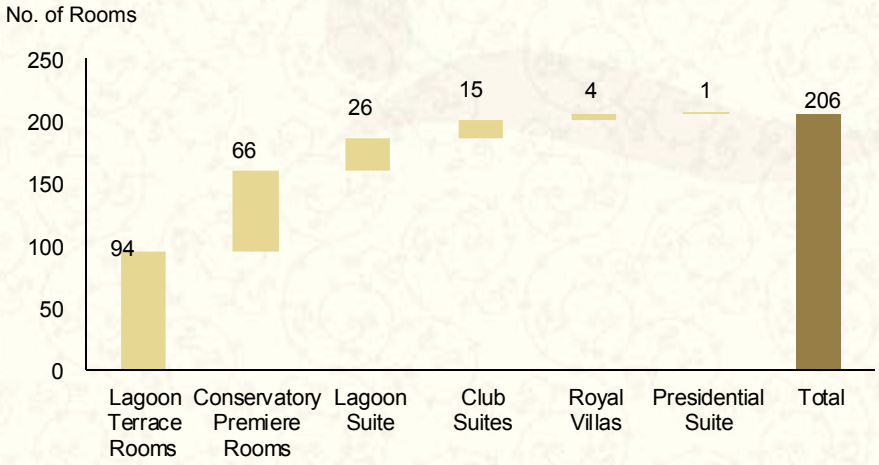
ARR and Occupancy



The Leela, Goa

- The Leela Goa is operational since 1991 and underwent significant expansion in 1994 and renovation in 2011.
- The Leela Goa has 206 luxuriously appointed guestrooms and suites
- Spread over 50.46 acres and located in Cavelossim on the Mobor beach in South Goa between Sal River and Arabian Sea, the hotel is designed to reflect the Indian and Portuguese heritage
- The Hotel is built on 38.58 acres of land owned by the Company and 11.88 acres of land leased from the Promoter Company

Room Mix



Facilities

- Ballroom of 6585 sq ft, 1 Conference room and 2 Boardrooms
- Golf course, Tennis Courts, Spa and and other facilities
- Warren Tricomi Salon – ultimate experience in luxury hair and beauty care
- Aqua: Entertainment lounge and discotheque

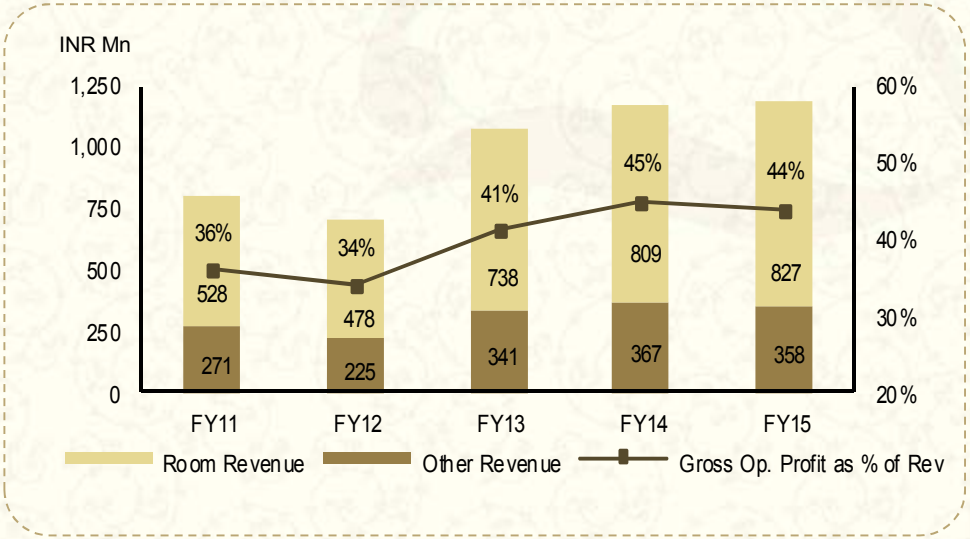
Dining

- The Restaurant - All day dining and multi cuisine restaurant
- The Riverside – the Italian restaurant
- Susegado – Seafood restaurant
- The Yali Lounge
- The Pool Bar

THE LEELA
PALACES HOTELS RESORTS

The Leela, Goa

Revenue Breakup



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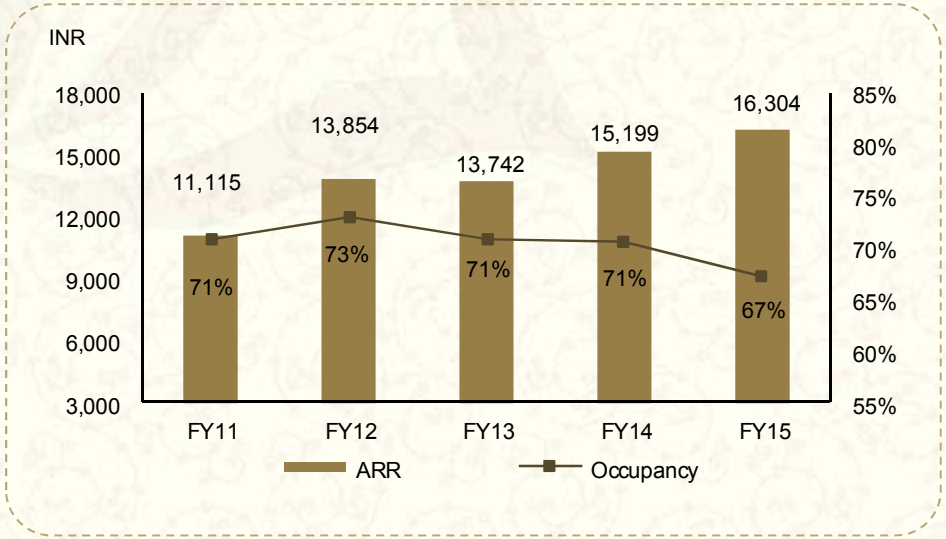
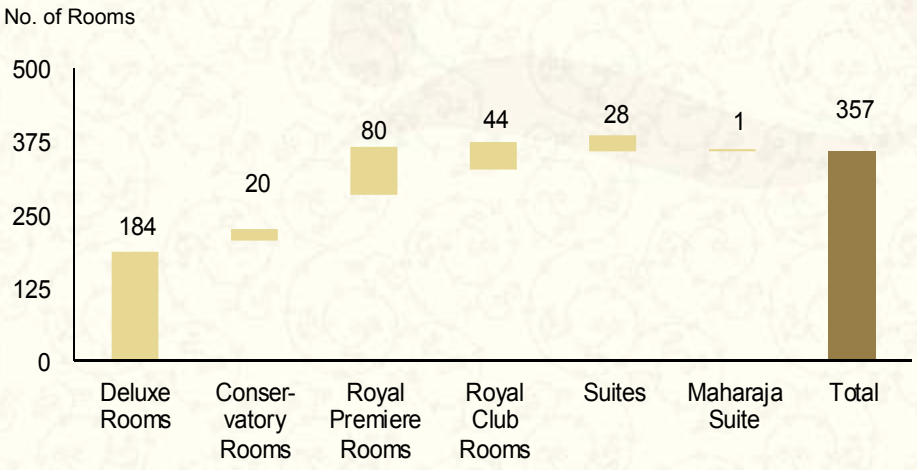


The Leela Palace, Bangalore

- The Leela Palace, Bangalore commenced operations in 2001 with 256 guest rooms and expanded to 357 guest 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

Room Mix



Facilities and Dining

Facilities

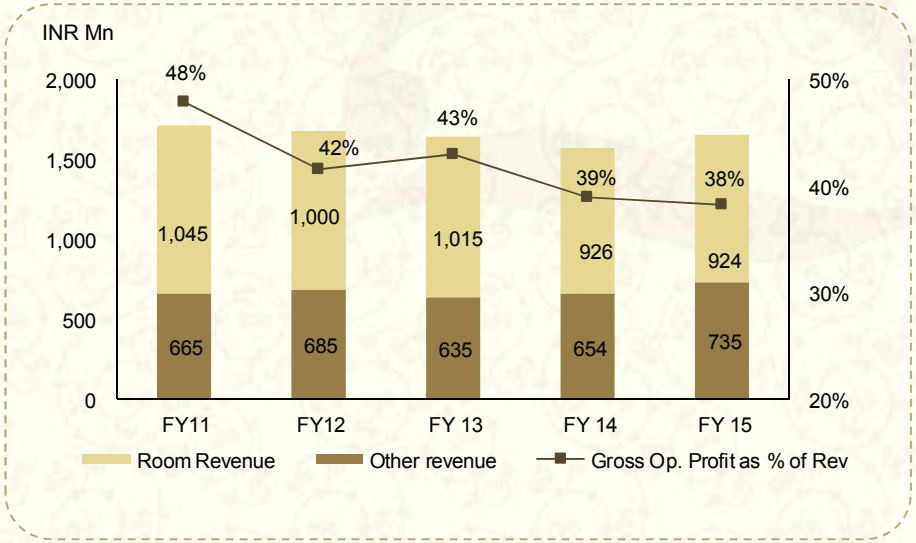
- Grand Ball Room of 4400 sq. ft.
- 12 Board Rooms and Meeting Rooms
- Spa by ESPA

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

The Leela Palace, Bangalore

Revenue Breakup



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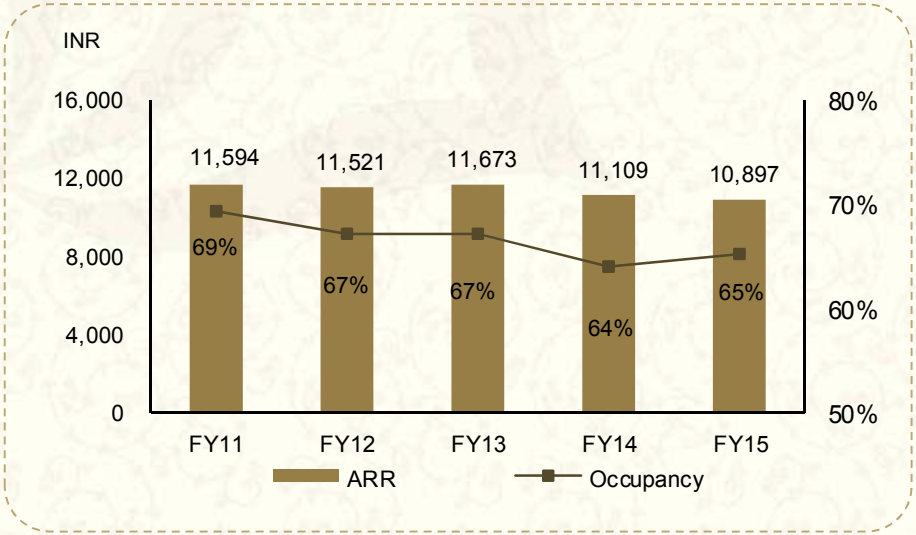
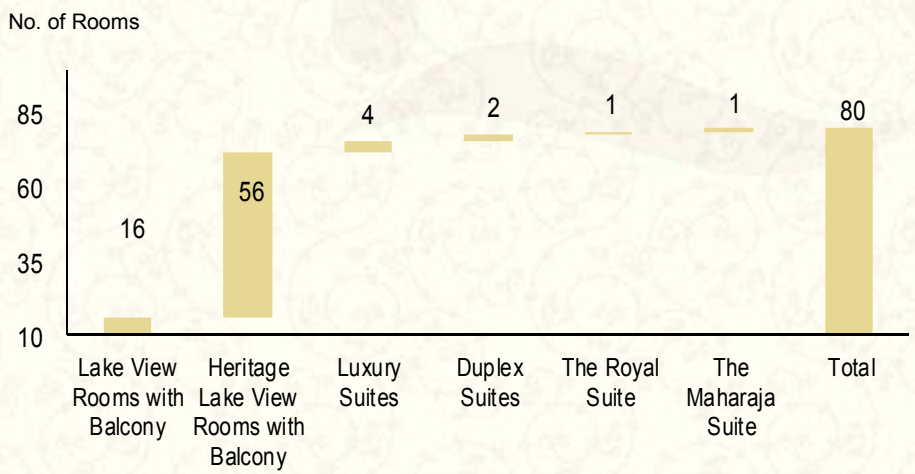


The Leela Palace, Udaipur

- The 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

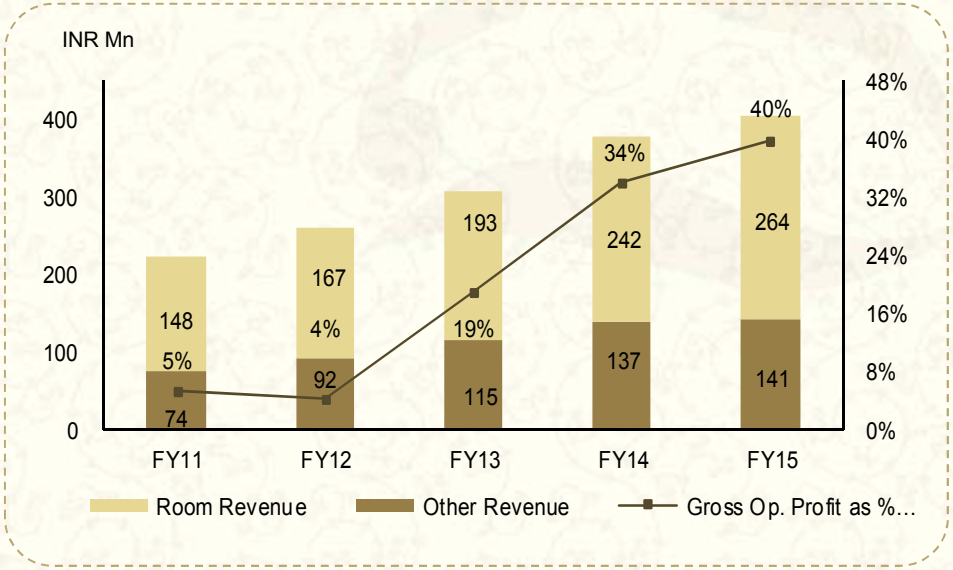
- The Marwar ballroom of 2461 sq ft and Mewar ballroom of 1872 sq ft and 4 Boardrooms / meeting rooms
- Spa by ESPA
- Gym with steam room and Sunrise and Sunset Yoga

Dining

- The Dining Room – International cuisine
- Sheesh Mahal – fine dining Indian cuisine
- Library Bar

The Leela Palace, Udaipur

Revenue Breakup



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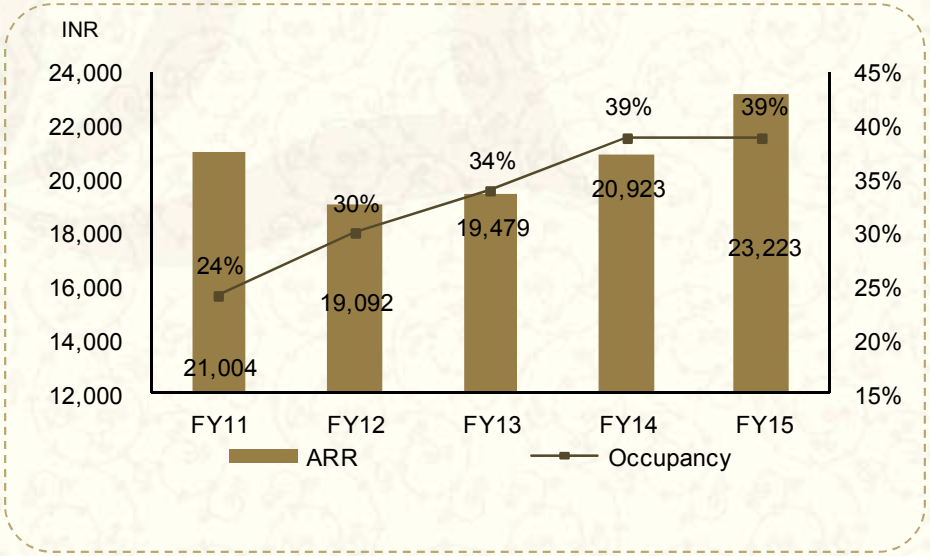

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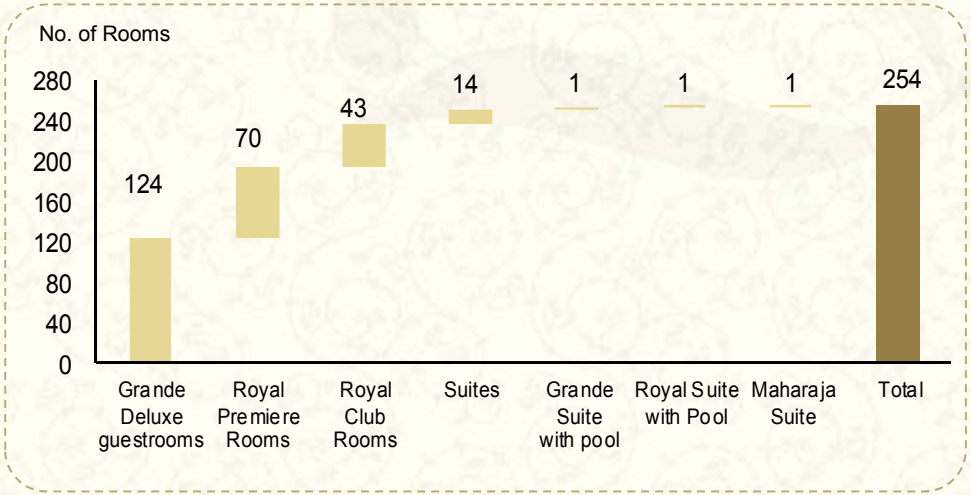
PALACES, HOTELS, RESORTS

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

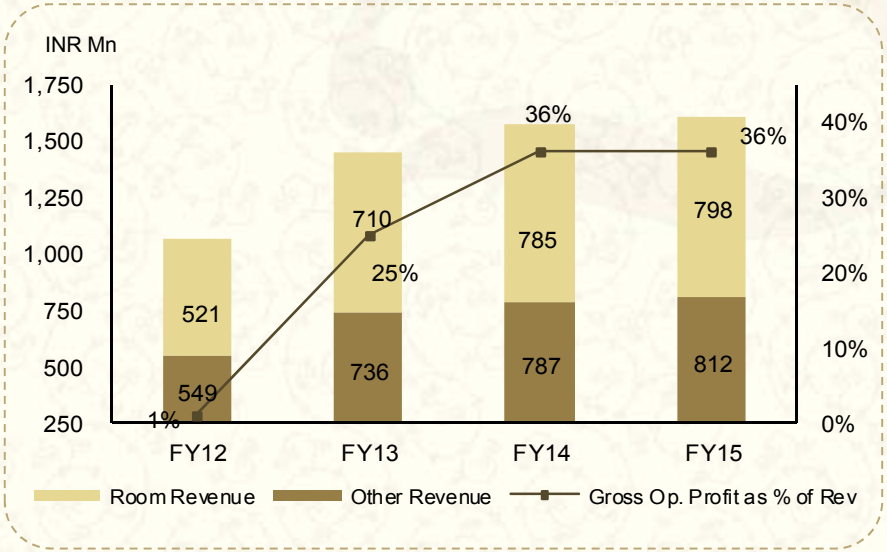
- Grand Ball Room of 4300 sq ft and Royal Ball Room of 1176 sq ft
- 8 Meeting rooms and Boardrooms
- Spa by ESPA

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



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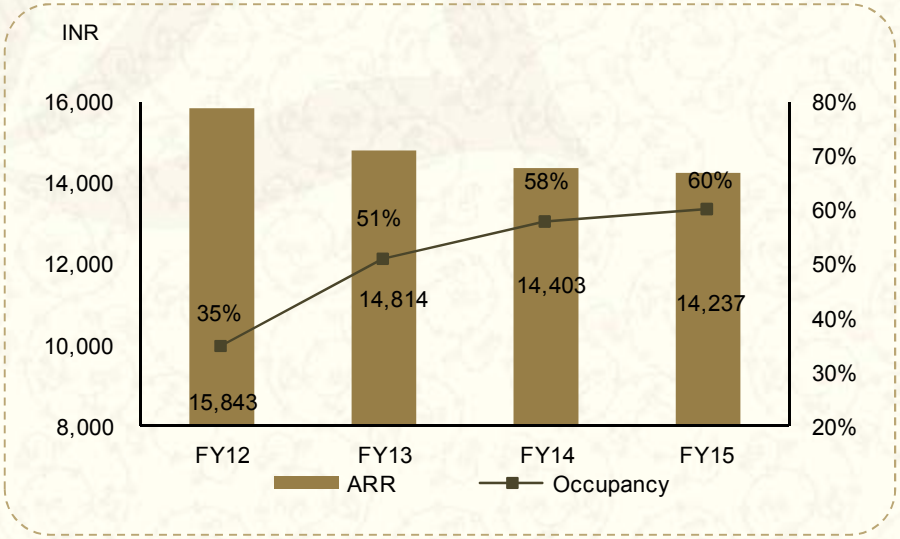
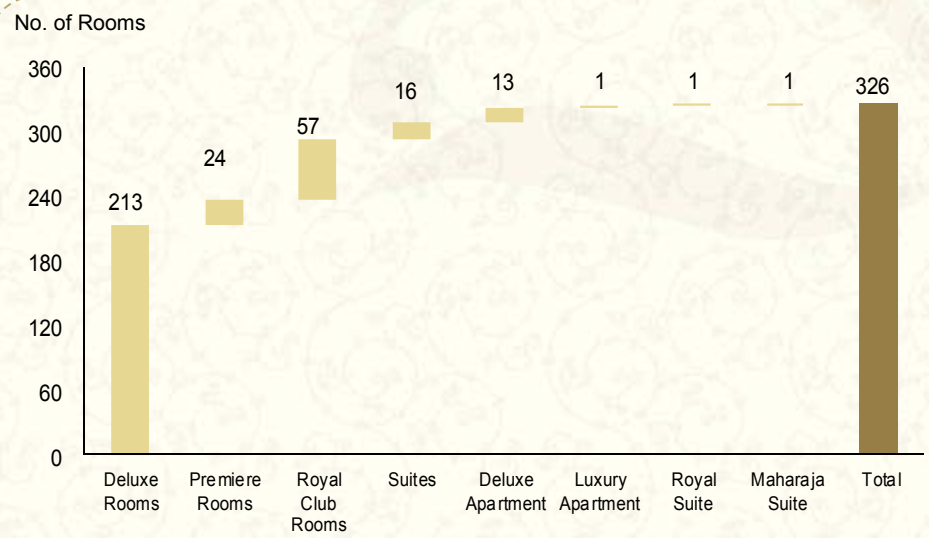


The Leela Palace, Chennai

- 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

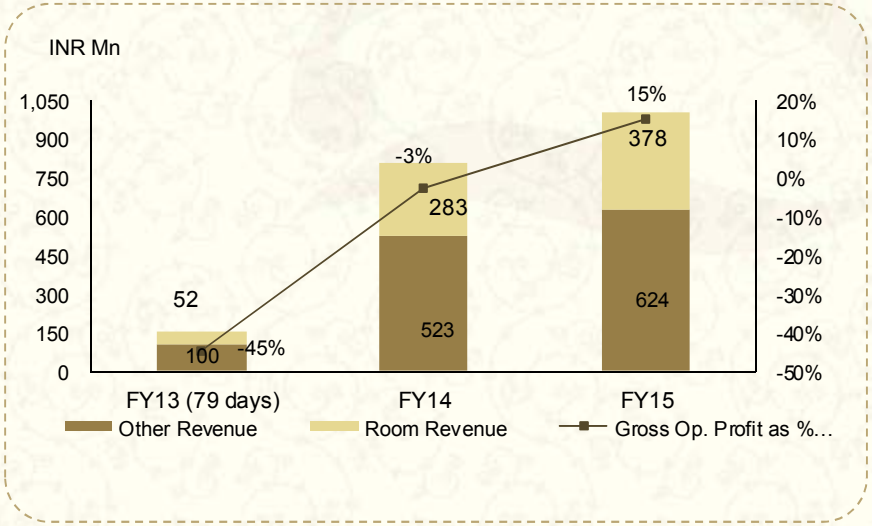
- Grand Ballroom of 15400 sq. ft. and Royal Ballroom of 8535 sq. ft. with pre-function area
- 2 Meeting Rooms and 7 Board Rooms

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



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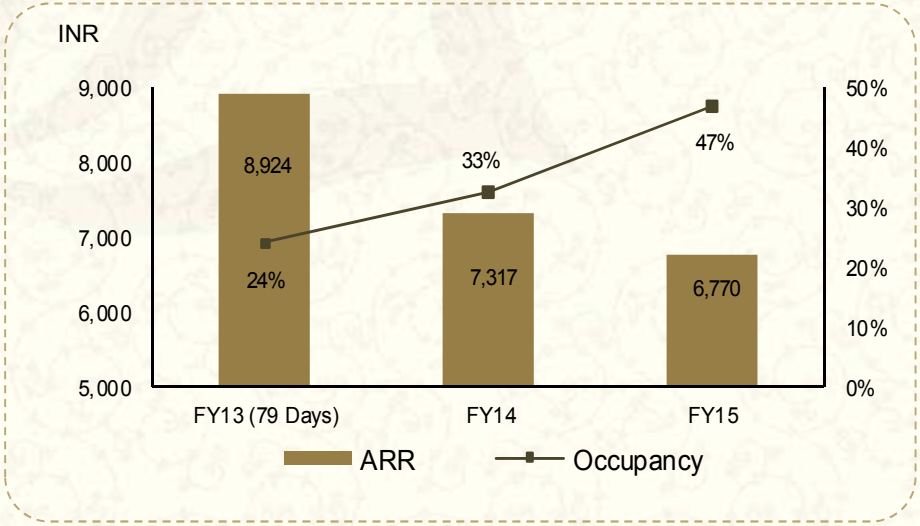
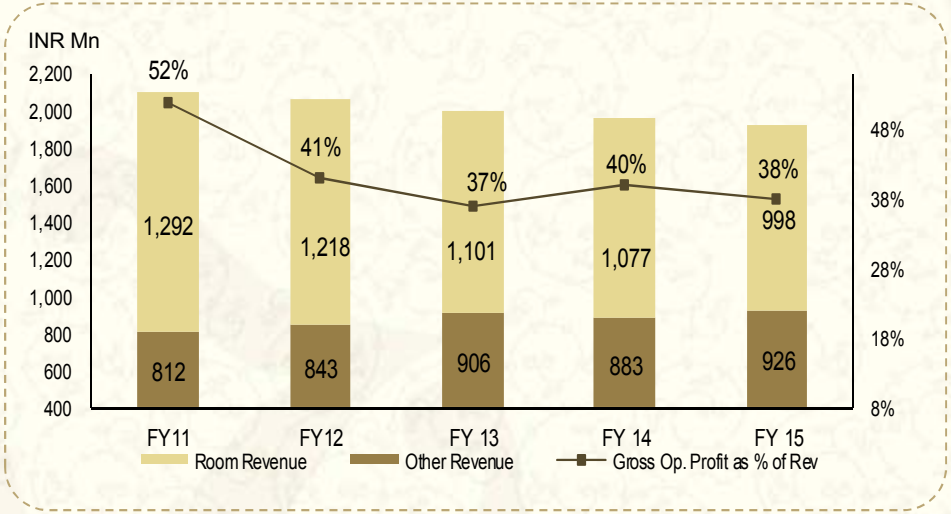


THE LEELA
PALACES HOTELS RESORTS

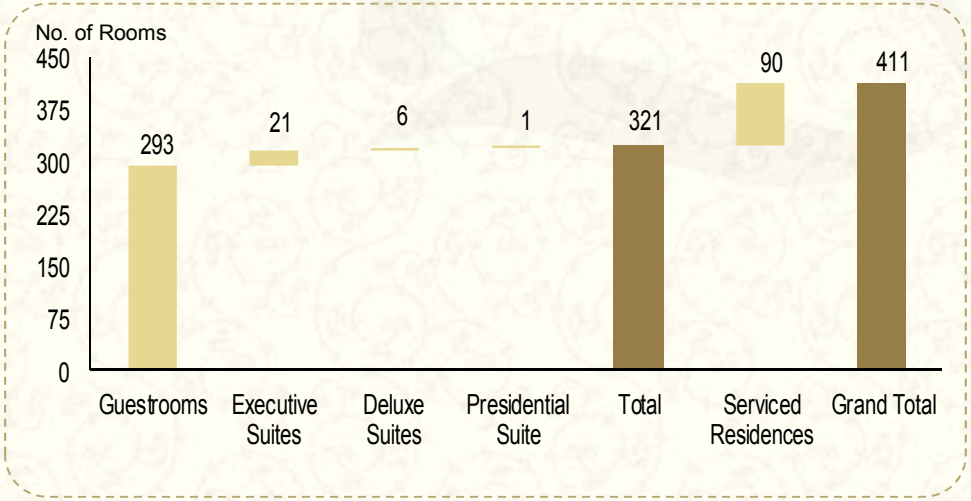
The Leela Ambience, Gurgaon/NCR

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

Revenue Breakup



Room Mix



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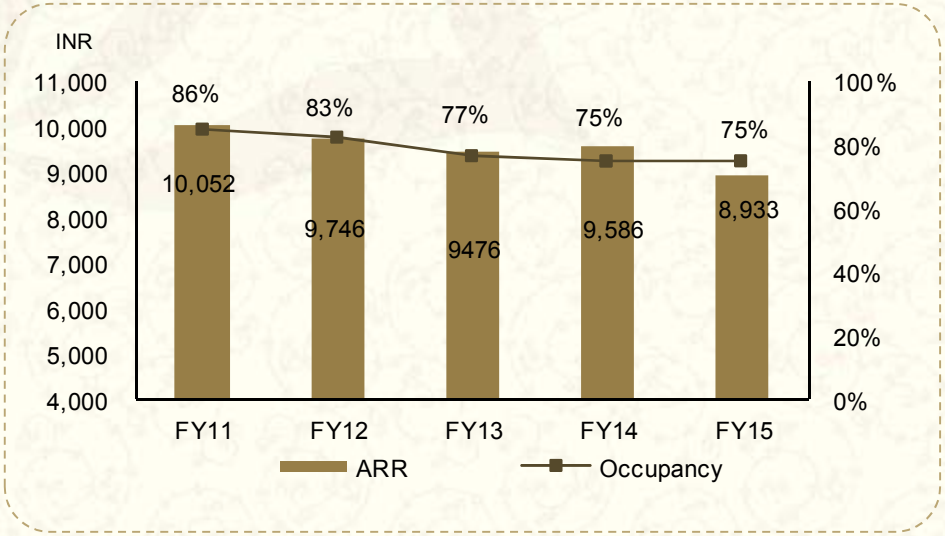
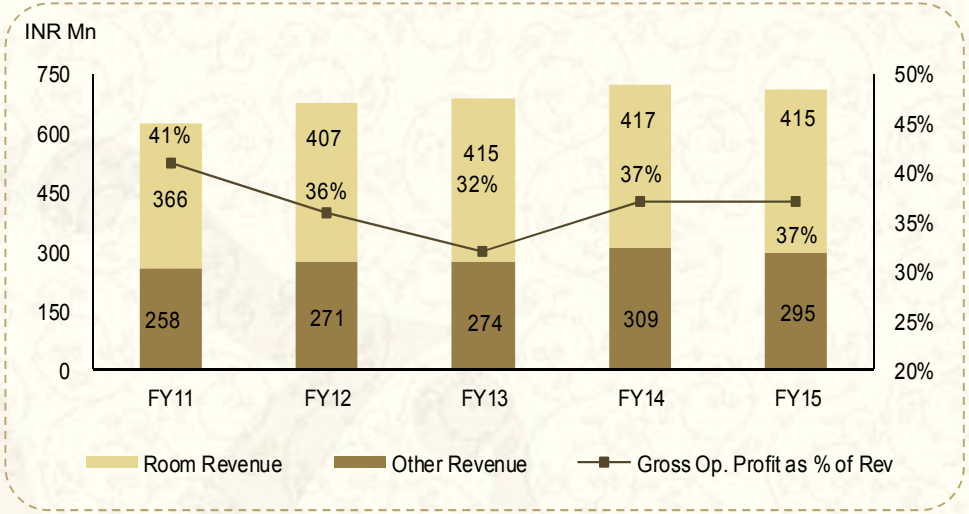


THE LEELA
PALACES HOTELS RESORTS

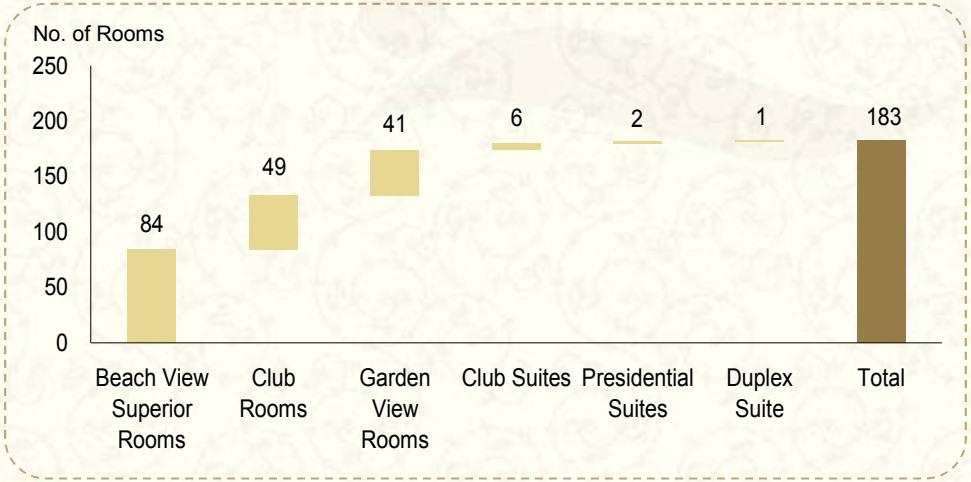
The Leela Raviz, Kovalam

- This resort earlier owned by HLVL was sold in 2011 and is 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 ARRs and Occupancy during the tourist season from November to March

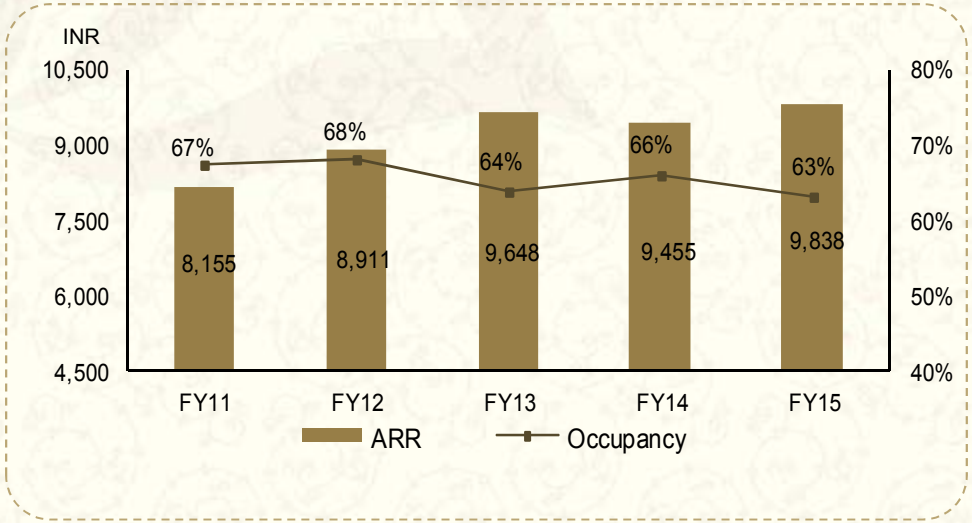
Revenue Breakup



Room Mix



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. Lucknow, Uttar Pradesh

   Management Contract signed with Shri Colonizers & Developers P. Ltd. for managing a luxury hotel with 175 guestrooms.

5. Chandigarh

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

6. Kathmandu, Nepal

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

THE LEELA
PALACES HOTELS RESORTS

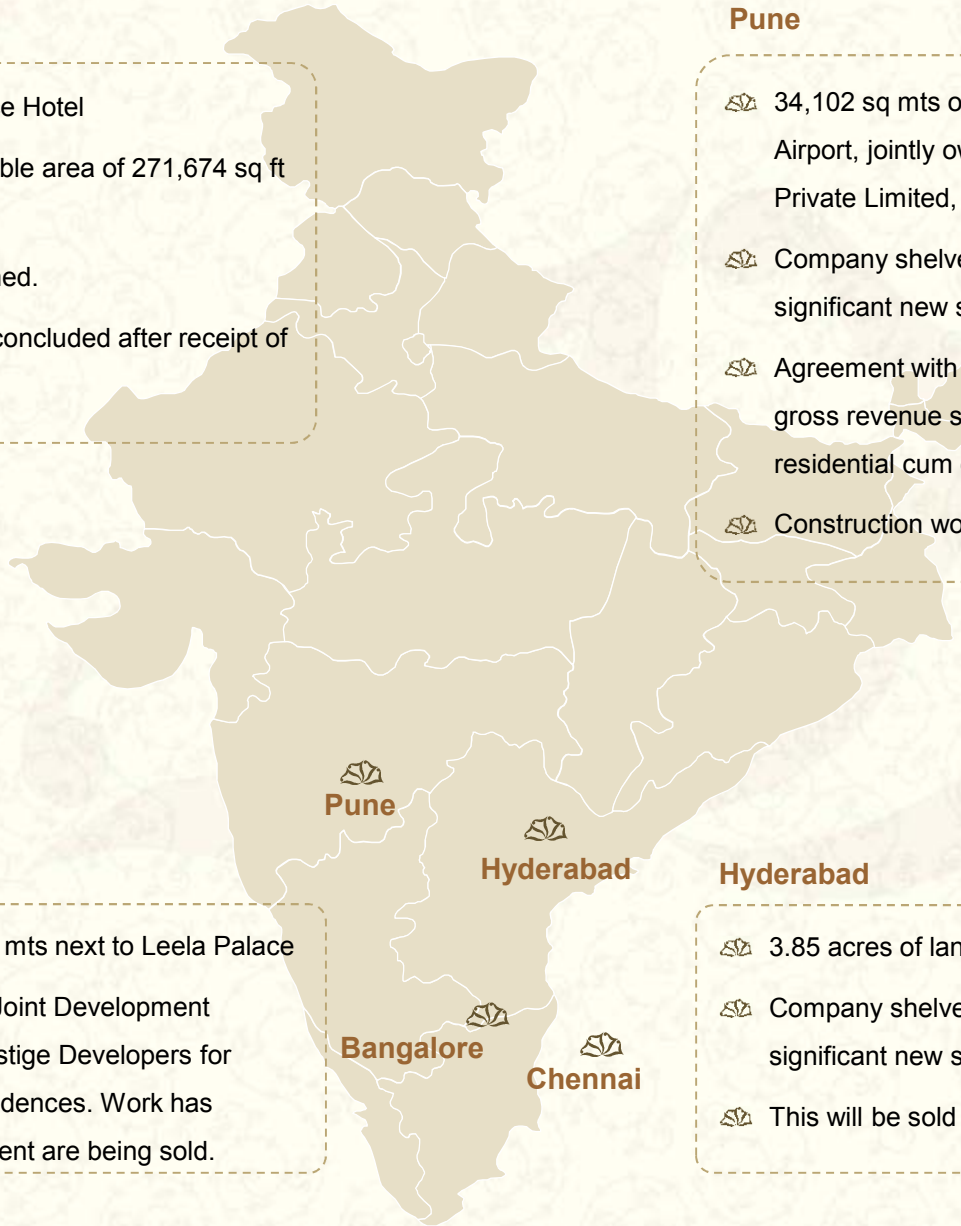
Deleveraging Through Monetization of Non-core Assets

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



Bangalore

- 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 apartment are being sold.

Hyderabad

- 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 2015-16.

THE LEELA
PALACES HOTELS RESORTS

Profit and Loss Statement

INR Mn	2014-15	2013-14	2012-13	2011-12	2010-11
Income	**5**	**4**	**3**	**2**	**1**
Room Revenue	3,930	3,795	3,559	3,088	2,599
Food & Beverage Revenue	2,723	2,525	2,038	1,746	1,251
Other Operating Services	597	537	490	587	520
Income from Rental & related Services	163	177	185	172	157
Sale of Power	-	-	20	118	113
Income from Operations	7,413	7,034	6,292	5,711	4,640
Other Income	207	648	223	166	270
Total Income	**7,620**	**7,682**	**6,515**	**5,877**	**4,910**
Expenditure					
Consumption of raw materials	670	619	510	430	306
Employee Cost	2,123	1,976	1,864	1,731	1,043
Fuel, Power and Light	640	665	559	506	385
Other Expenses	2,679	2,473	2,389	2,859	1,608
Total Expenditure	**6,112**	**5,733**	**5,322**	**5,526**	**3,342**
EBITDA	**1,508**	**1,949**	**1,193**	**351**	**1,568**

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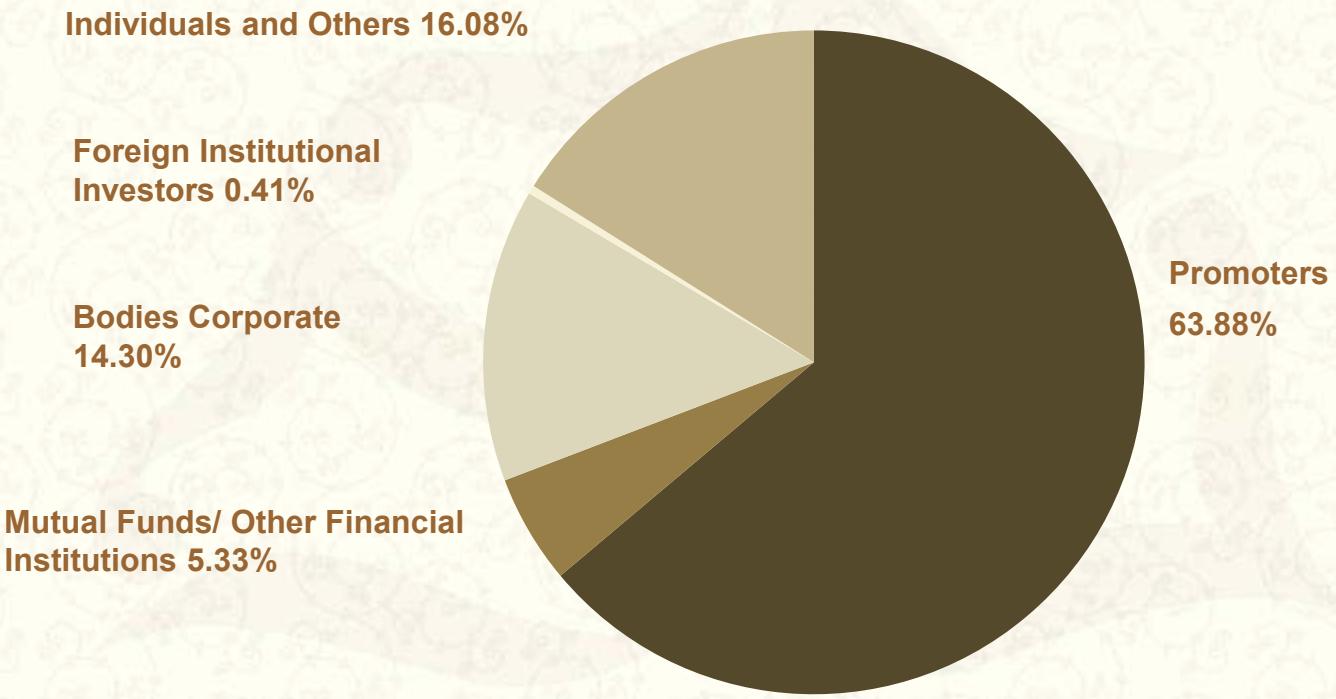
Shareholding Pattern



As on March 31, 2015

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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'.