LEELA PALACES HOTELS & RESORTS LIMITED

(formerly known as Schloss Bangalore Limited)

Registered Office: The Leela Palace, Diplomatic Enclave, Africa Avenue, Netaji Nagar New Delhi South Delhi 110023
Tel No. +91 (11) 39331234 Email Id: cs@theleela.com CIN: L55209DL2019PLC347492 Website: www.theleela.com

Ref No. THELEELA/2026-27/029

Date: July 31, 2026

To	To
Sr. General Manager Listing Department BSE Limited Phiroze Jeejeebhoy Towers Dalal Street Mumbai – 400001 **Scrip Code- 544408** **ISIN - INE0AQ201015**	Sr. General Manager Listing Department National Stock Exchange of India Limited Exchange Plaza, C-1, Block G Bandra Kurla Complex Bandra (E), Mumbai – 400 051 **Symbol- THELEELA** **ISIN - INE0AQ201015**

Sub: Analysts / Institutional Investors Presentation

Dear Sir/ Madam,

Pursuant to Regulation 30 read with Para A Part A to Schedule III of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 and in continuation to our intimation dated July 28, 2026, submitted to Stock Exchanges, please find enclosed the Analysts / Institutional Investors Presentation to be made at the Leela Palaces Hotels & Resorts Limited Q1'FY27 Earnings Conference Call to be held today at 5:00 P.M. (IST).

The above information will also be available on the website of the Company at www.theleela.com/investors.

We request you to kindly take the above on record.

Thanking you,

For Leela Palaces Hotels & Resorts Limited
(formerly known as Schloss Bangalore Limited)

JYOTI MAHESHWARI
Digitally signed by JYOTI MAHESHWARI
Date: 2026.07.31 14:08:13 +05'30'

Jyoti Maheshwari
Company Secretary and Compliance Officer
Membership No.: A24469

Encl.: as Above

Leela Palaces Hotels & Resorts Limited

THE LEELA
PALACES HOTELS RESORTS

Q1 FY27
EARNINGS RELEASE

31 July 2026

The Leela Palace Bengaluru

We Ranked #2 Globally Amongst Best Hotel Brands in the World

THE LEELA
PALACES HOTELS RESORTS

The Leela Featured in Global Top 3 Hotel Brands for the 5th time since 2020

Our Hotels Are Top Ranked Amongst the Best in India

THE LEELA
PALACES HOTELS RESORTS

The Leela Palace Udaipur

#2 Resort in India

The Leela Palace New Delhi

#2 City Hotel in India

Flagship Assets Recognized as Leaders In Global, Guest-voted Rankings

The Leela | Value Proposition

The Leela
Pure Play Luxury Hospitality

Luxury Market Focus

Demand-Supply CAGR Gap
(4.9% in FY25-28E)

Strong Growth Pipeline
(1,000+ Luxury Keys)

Brand Strength

40 Years of Timeless Indian Luxury

NPS Leadership
(86)[1]

Best in Industry Operational Excellence

Strong RevPAR Growth
(1.4x vs luxury)[2]

Superior Margins, Asset Productivity and Cost Discipline

+

Brookfield
The Sponsor & Promoter

Backing of Long Term Capital, Institutional Ownership and Sound Governance

Capital and Network provides Unique Growth Channels
(BKC, Mumbai &
Palm Jumeirah, Dubai)

1. Revinate, For April-June 2026
2. Source: CoStar for April-June 2026

The Leela | 40 Years of Timeless Indian Luxury

THE LEELA
PALACES HOTELS RESORTS

Own the ‘True Indian Luxury’ Space

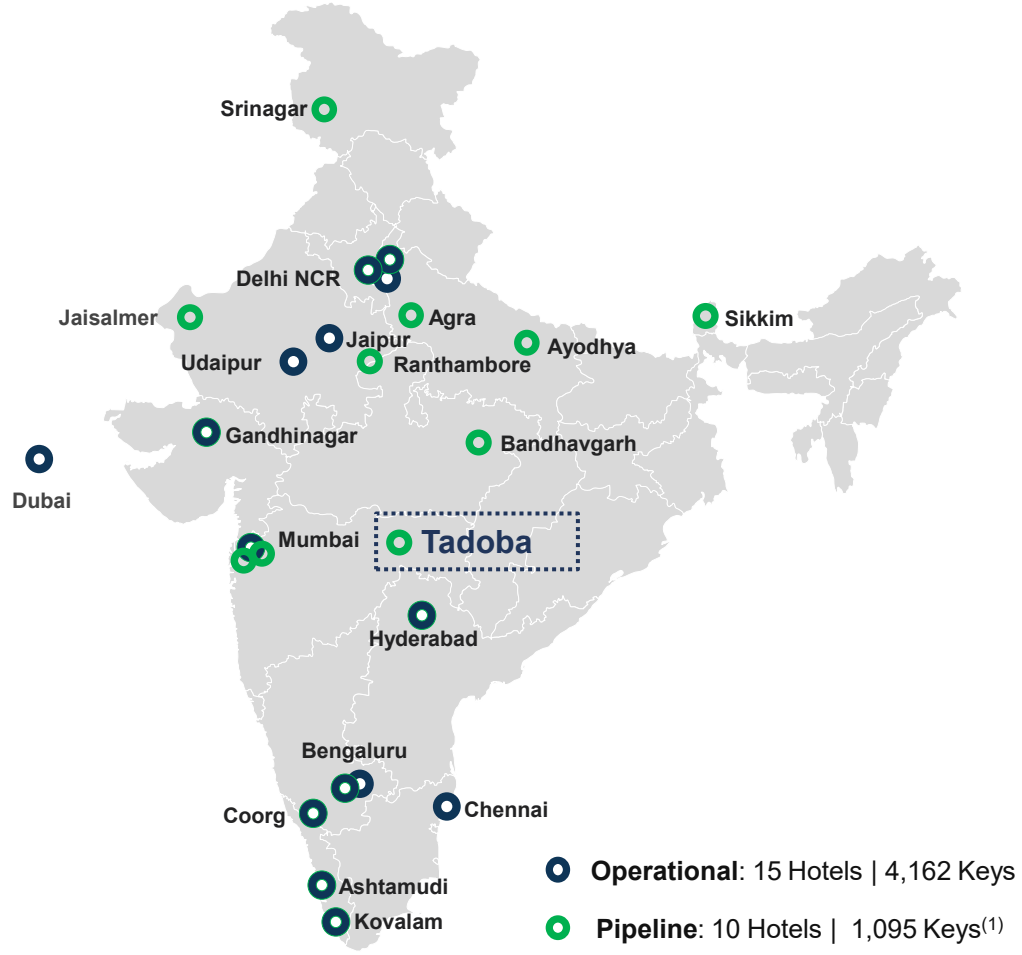
Deepen Guest Engagement

Strengthen Brand Visibility and Saliency

Scale the Culture of The Leela

… through Year-round Activations, Specialised Programming, and Customer Delight Offerings

The Leela | Expanding Across India's Finest Destinations



Strong Growth Pipeline

25
Properties

15 Operational Properties

10 Properties in Pipeline

~50% Owned, 50% Managed

5,257
Keys

2,646 Owned Keys

2,611 Managed Keys

The Leela's Operational Portfolio Contributes ~12% of India's Luxury Hospitality Rooms[2]

1. Including 38 keys under development at The Leela Palace Udaipur and expansion of 19 keys at Coorg
2. Share of Branded Luxury Hotel rooms. HVS Anarock Research

Q1FY27 Highlights | Strong Performance Across Key Dimensions

THE LEELA PALACES HOTELS RESORTS

1 Robust RevPAR Growth led by Domestic Surge

17%

RevPAR Growth

25% Growth in Domestic Room Revenue*

2 Record EBITDA Growth

41%

Operating EBITDA Growth

Record First-quarter Margin Performance

3 Pole Position in Customer Experience Metrics

86

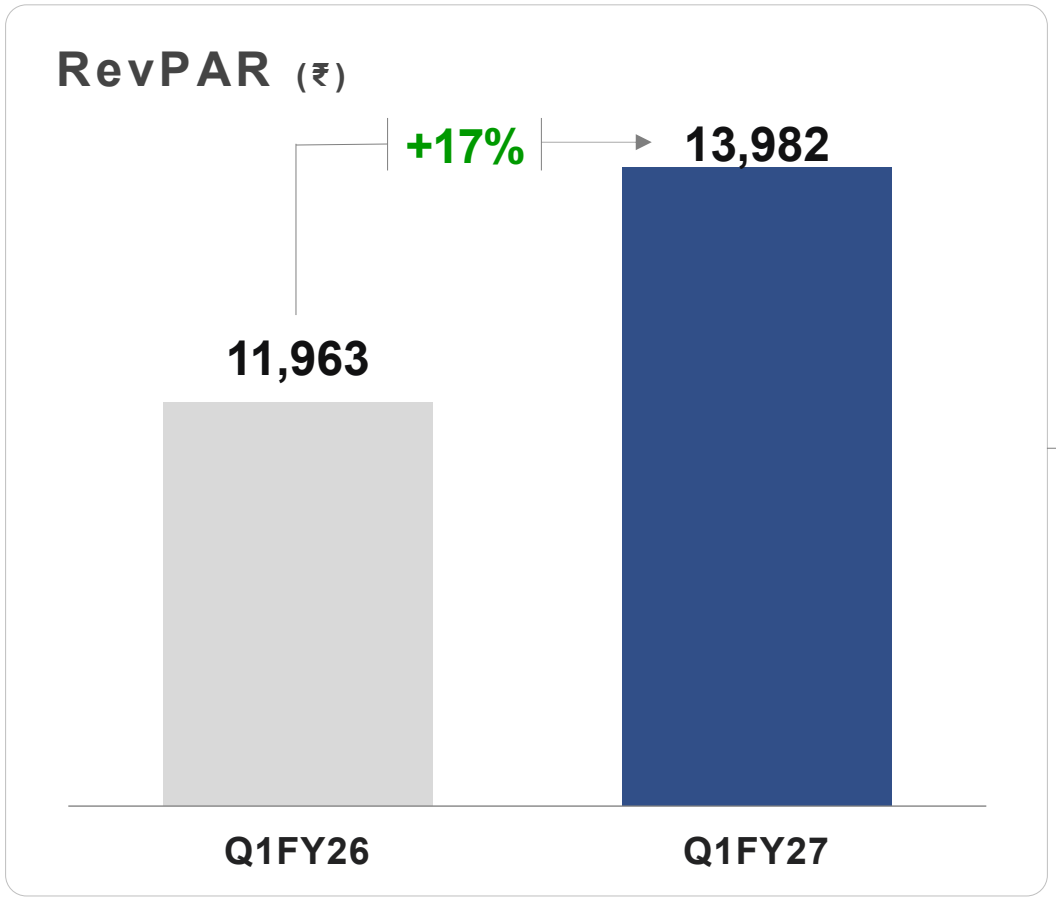
Net Promoter Score

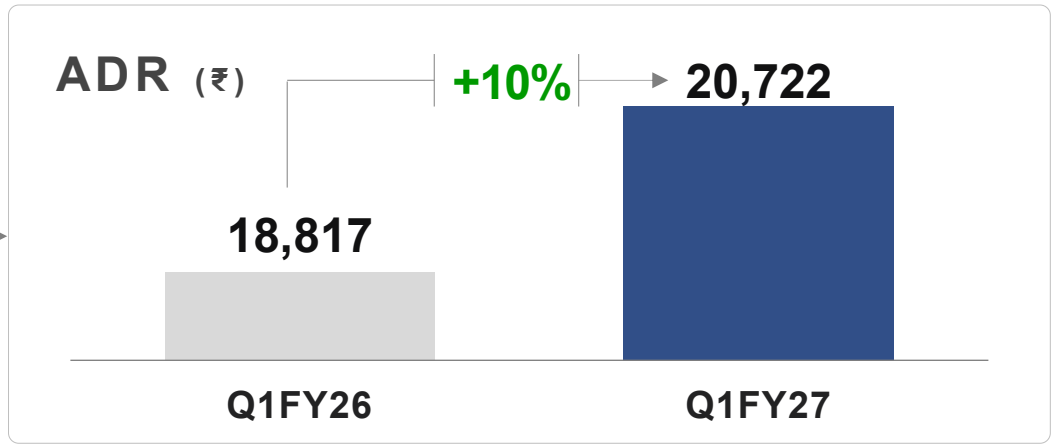
vs 74 for Industry^

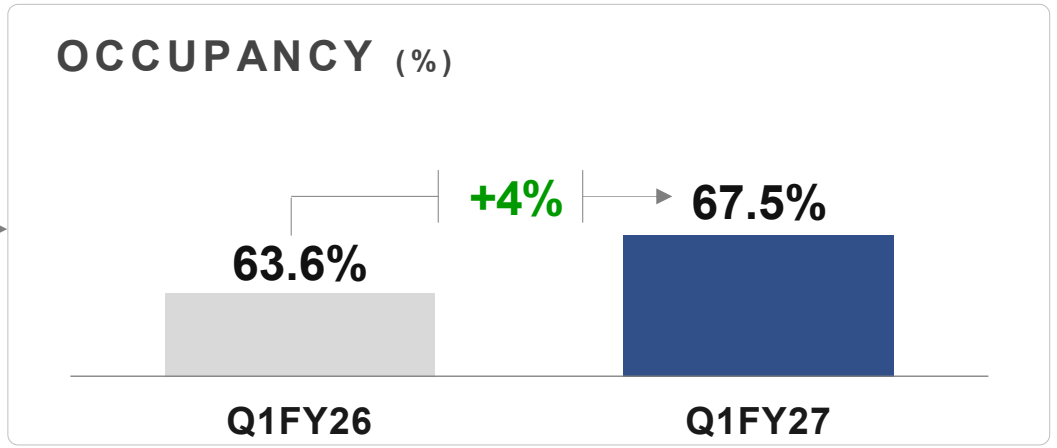
4 Steadily Expanding Footprint in Key Locations

^Source: Revinate. Industry average represents data for CY 25 for Luxury segment in APAC Region, Revinate Hospitality Benchmark Report 2026
*For 5 Owned Palaces

1 17% RevPAR Growth, Fueled by Strong Domestic Demand



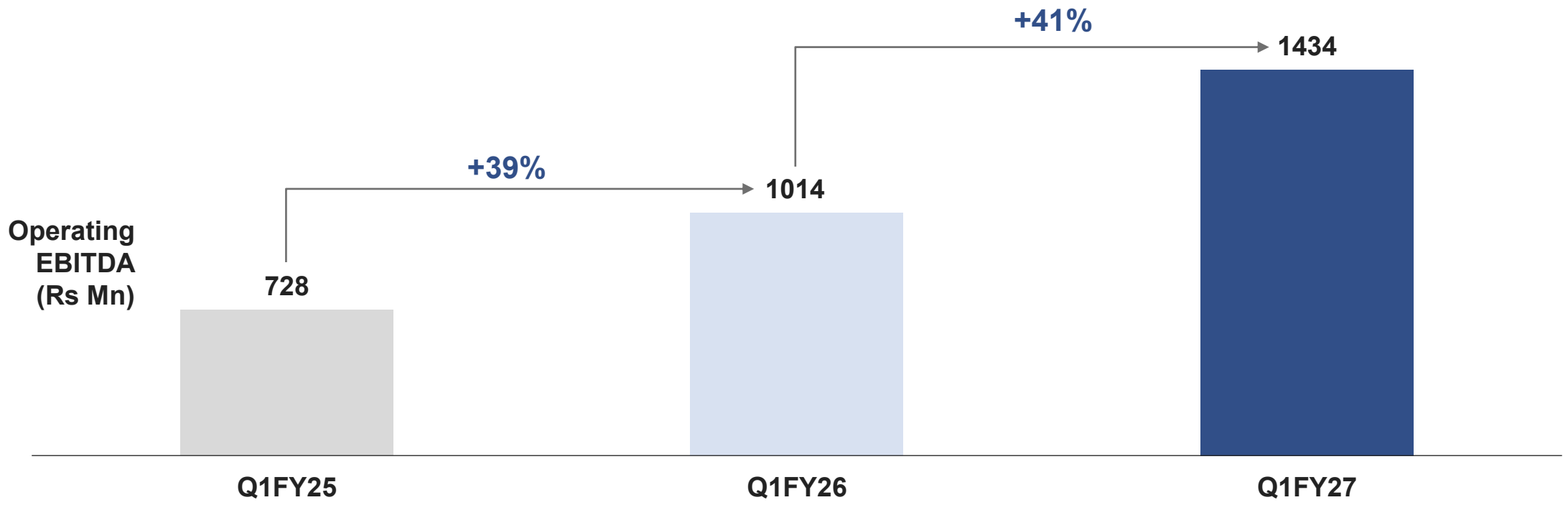




Momentum driven by Double-digit ADR growth, in tandem with Occupancy Gain on an Expanded Portfolio

Note: Metrics presented above pertains to Owned Domestic Hotels, including Coorg

2 40%+ Operating EBITDA Growth

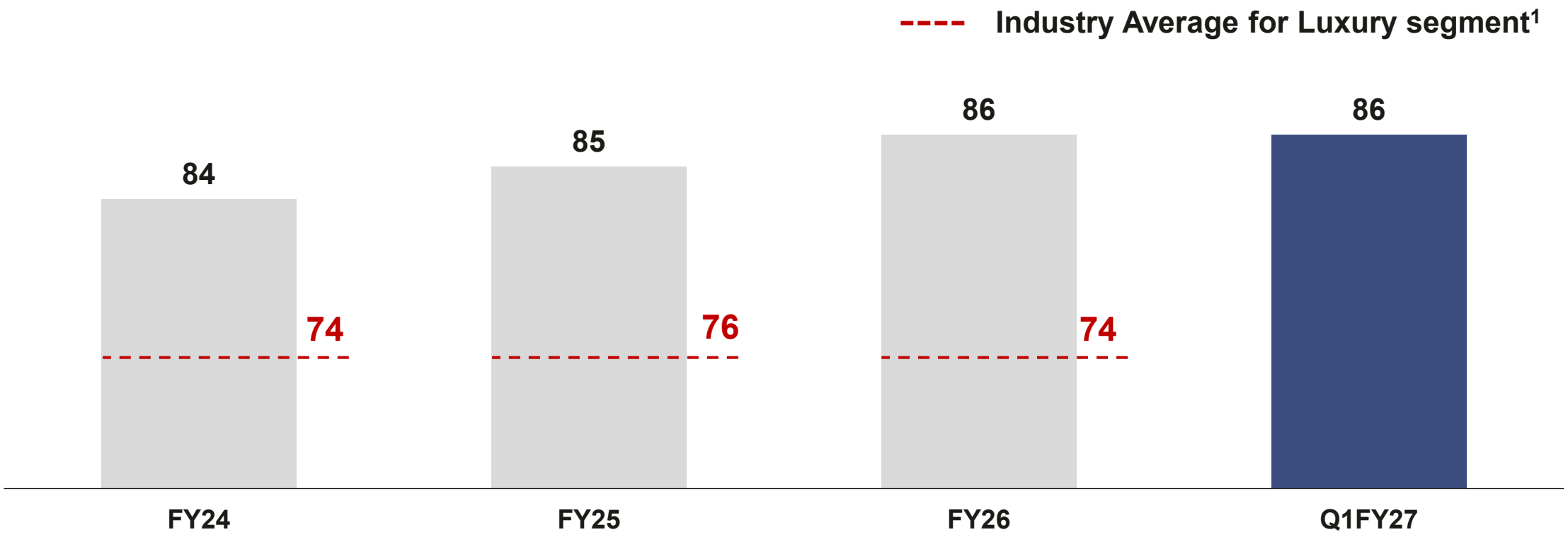


Operating Leverage and Fee Income Growth Driving Consistent EBITDA Growth

3 Pole Position in Customer Experience

THE LEELA
PALACES HOTELS RESORTS

The Leela Net Promoter Score (NPS)



Excellence in Guest Service Standards, Reflected in The Leela's RevPAR Premium

Source: Revinate. The Leela NPS presented above pertains to Entire Leela Hotel Portfolio
1. Industry average from Revinate Hospitality Benchmark Report for Luxury segment in APAC Region for respective Calendar year

4 Steadily Expanding Footprint Across High-Potential Markets

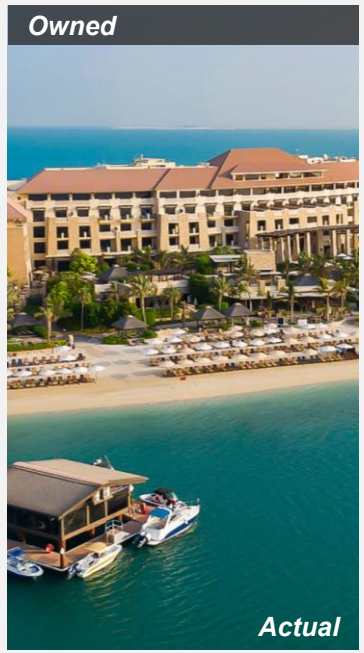
THE LEELA PALACES HOTELS RESORTS

Mumbai, BKC

CBD Hotel
Luxury

250 Keys

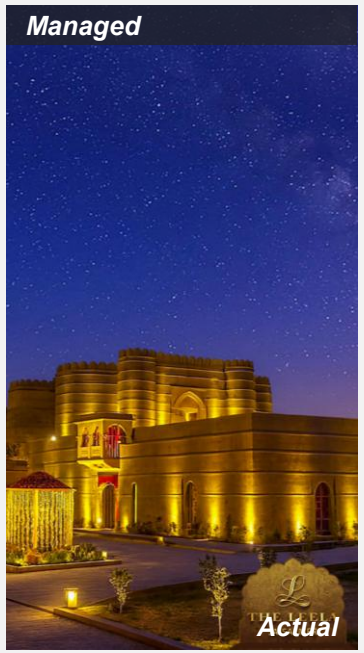
Palm Jumeirah, Dubai



International Resort
Leisure

546 Keys

Jaisalmer



Resort
Leisure

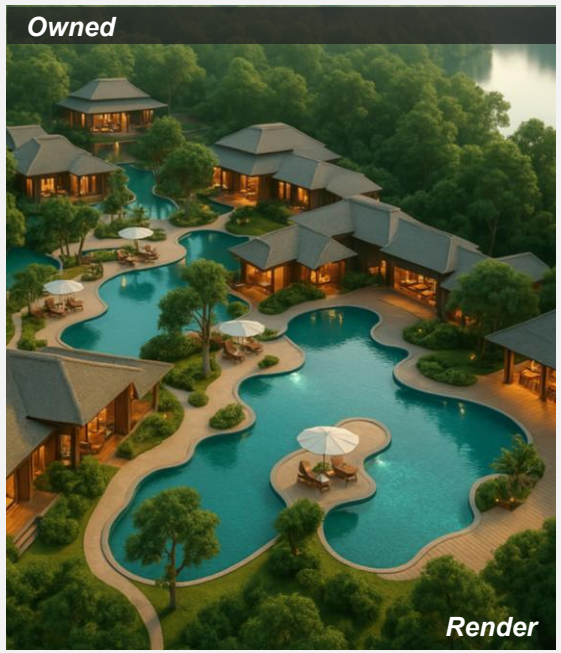
80 Keys

Coorg

Resort
Wellness

71 Keys
+19 Expansion

Tadoba



Resort
Wildlife

30 Keys

The Leela | Scaling Luxury Across Markets, Segments & Verticals

THE LEELA PALACES HOTELS RESORTS

	FY 20[2]	FY 26	FY 30
Total Properties | Keys	8 | 2,498	15 | 4,162 (1.9x | 1.7x)	25 | 5,257[3]
Owned Properties | Keys	4 | 1,007	7 | 1,834 (1.8x | 1.8x)	14 | 2,646[3]
RevPAR[1] *(INR)*	7,584	17,460 (2.3x over FY20)	
RevPAR premium[1] (Vs India Luxury)	1.2x	1.5x	
EBITDA *(INR Mn)*	1,930	8,133 (4.2x over FY20)	
EBITDA Margin	34%	51%	

+ New Deals (Acq. + HMA) under evaluation

- **10 Openings, expanding into 8 New Locations spanning multiple segments**
- **New verticals, including Luxury Residences and Clubs**

A Decade of Growth: 2x Keys, 3x Properties and 10x EBITDA over FY20-FY30

1. For 5 Owned Palaces
2. Basis Management information
3. Includes contracted hotels which will get operationalized by FY30

THE LEELA
PALACES HOTELS RESORTS

1 **Operational Performance**

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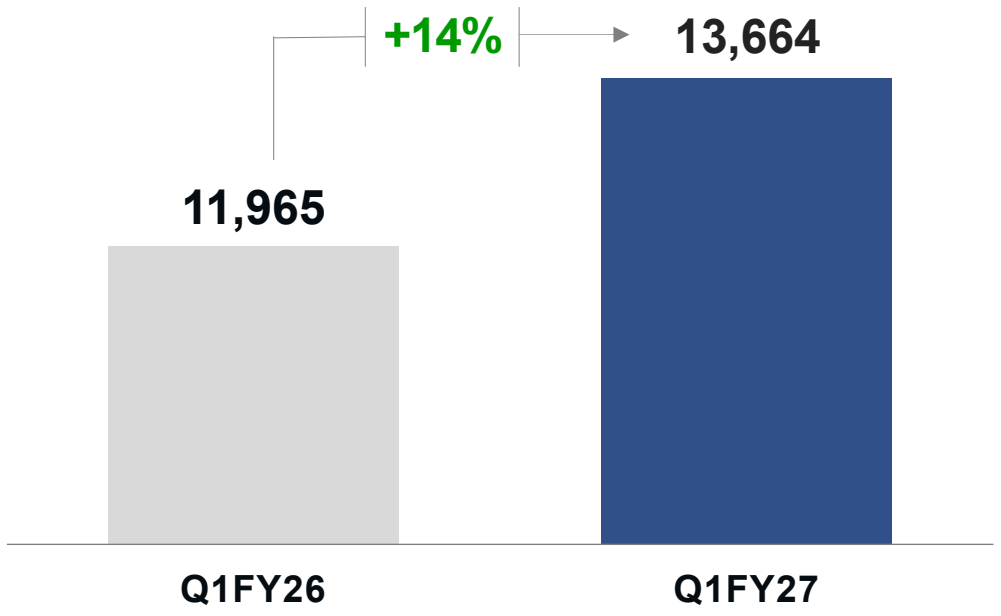
The Leela Palace Udaipur

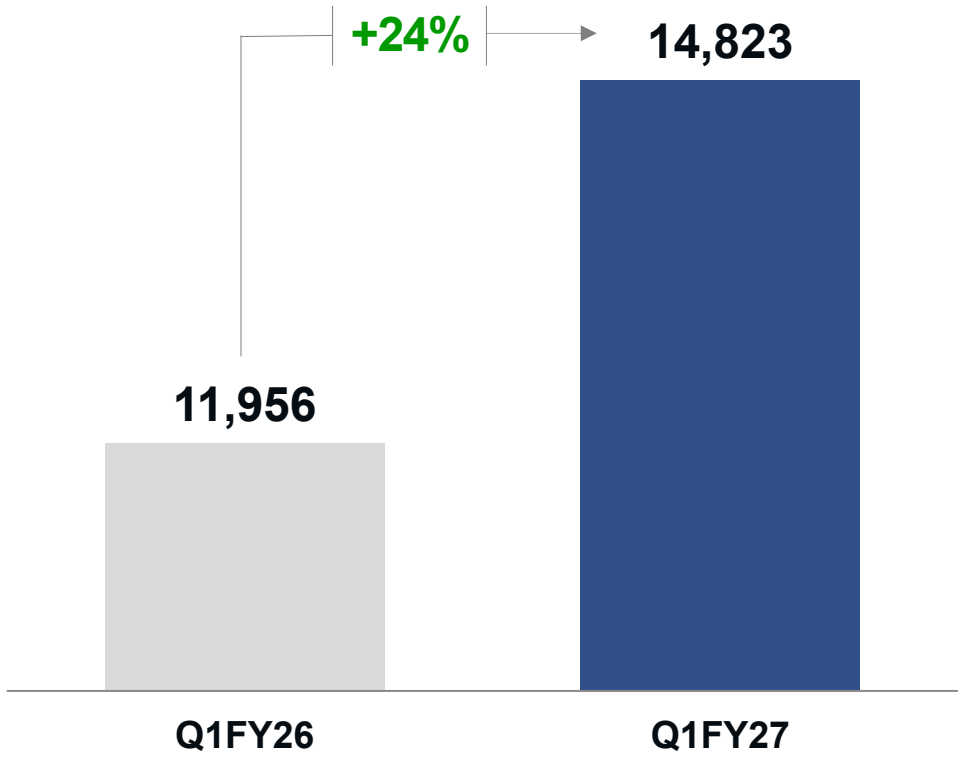
Broad-Based RevPAR Growth Across the Portfolio

THE LEELA PALACES HOTELS RESORTS

CITY HOTELS REVPAR (₹)



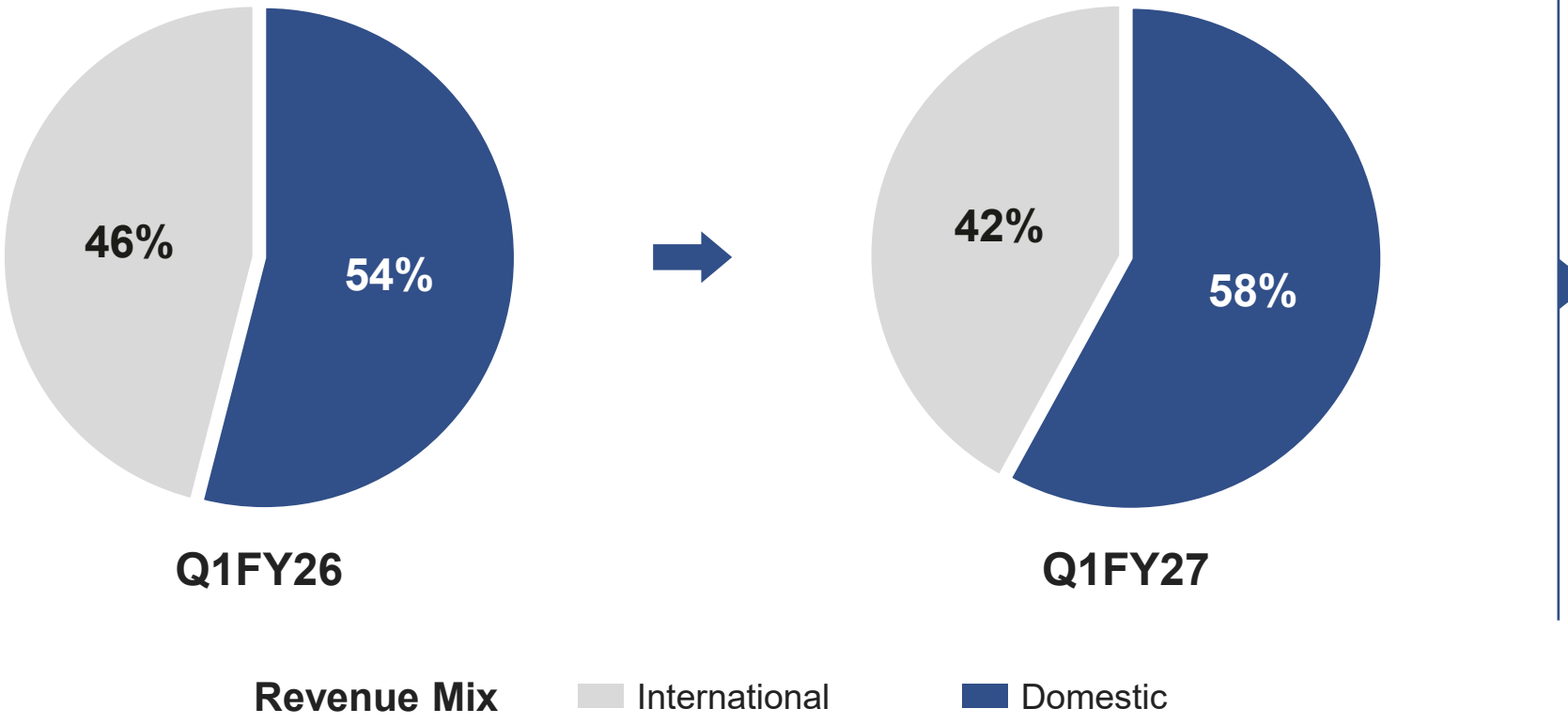
RESORT HOTELS REVPAR (₹)



Occupancy	67%	→	73%	▲ *~5.9 pp*	51%	→	53%	▲ *~1.4 pp*

Chart not to scale
Note: Metrics presented above pertains to Domestic Owned Hotels, including Coorg

Domestic Demand Offset Temporary FTA Impact



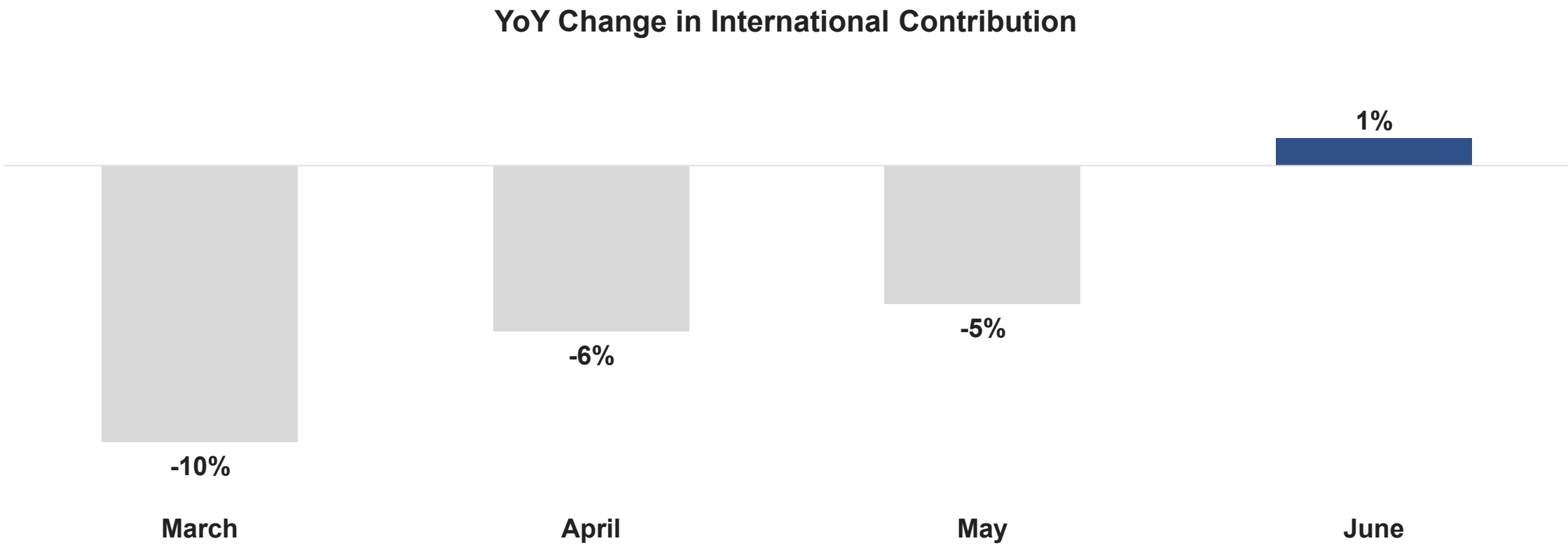
25%

Growth in Room Revenue from Domestic Segment

Agile Rebalancing of Mix, Through Harnessing Growing Domestic Demand Including MICE

Note: Metrics presented above pertains to 5 Owned Palaces

International Mix has Significantly Recovered by June



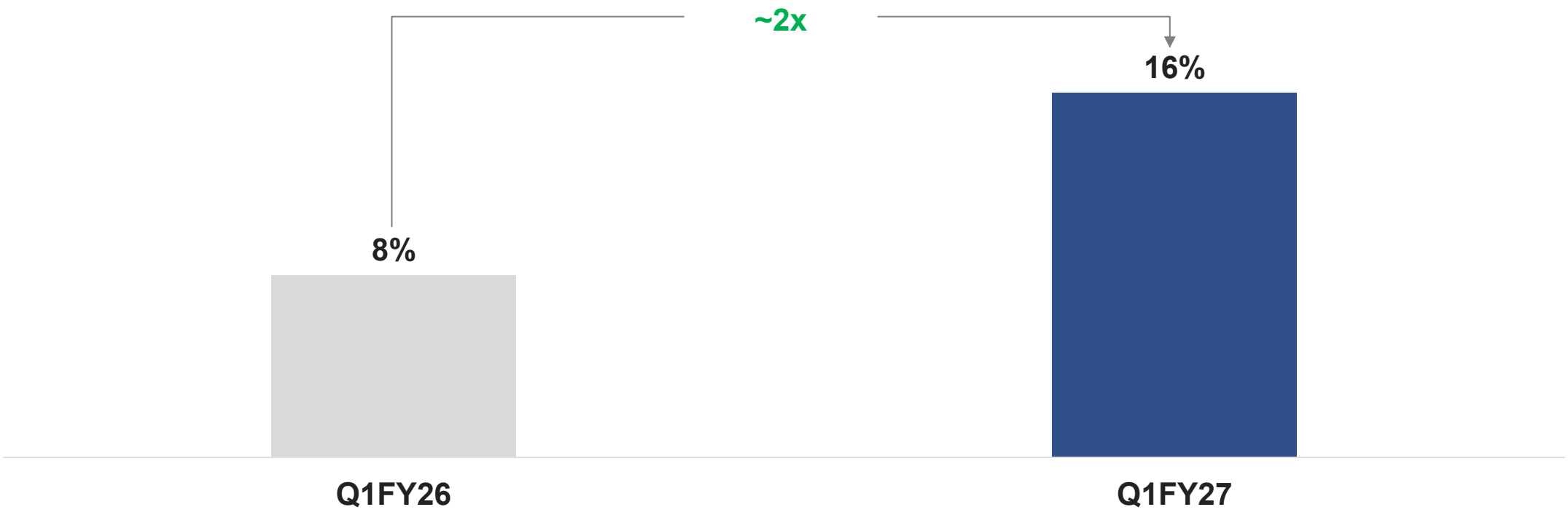
Inbound Demand Reviving as Global Travel Adapts to Evolving Airspace Constraints

Note: Metrics presented above pertains to 5 Owned Palaces

Scaling Direct Demand through Brand Website

THE LEELA
PALACES HOTELS RESORTS

Brand Website Contribution to Room Revenue



Brand Website Contribution To Revenue Doubled, Improving Distribution Economics

THE LEELA
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The Leela Palace Udaipur

Robust Revenue Growth Across Segments

THE LEELA PALACES HOTELS RESORTS

(₹ in Mn)

Particulars	Q1 FY27	Q1 FY26	Growth%
Room Revenue	1,639	1,312	25%
F&B Revenue	1,326	1,063	25%
HMA Fees	262	141	86%
Other Operational Services Revenue	293	233	26%
Operating Revenue	**3,520**	**2,748**	**28%**

Key Drivers	
Room Revenue	• Growth in Room Revenue from Domestic Segment • Addition of Coorg Inventory
F&B Revenue	• 26% growth in Non-Resident Covers at City Hotels, driving up Contribution to 54% • Refurbishment / Addition of 8 F&B outlets
HMA Fees	• Ramp-up of managed properties, including higher fees in some contracts linked to performance and past key money investments

Operating Revenue Up 28%, Underpinned by 25%+ Growth Across All Segments

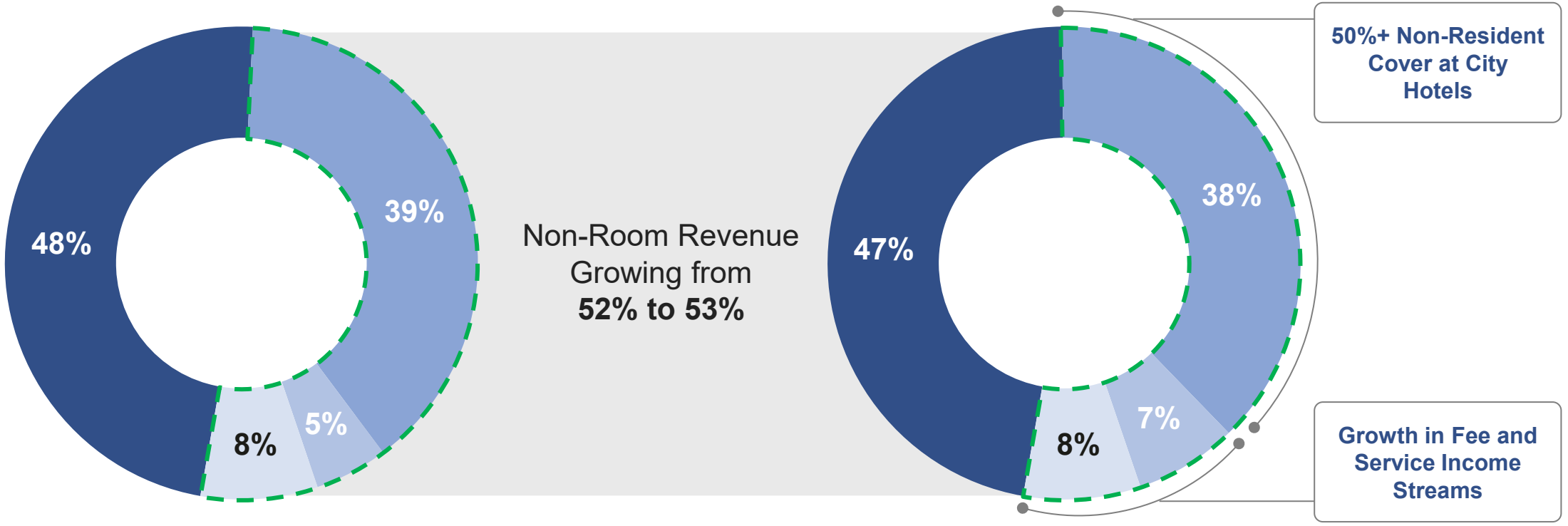
Other Operational Services Revenue comprises income from Wellness, Club Membership, Transport and other services

Diversifying Revenue Mix and Growing Non-Room Streams

THE LEELA PALACES HOTELS RESORTS

Q1FY26 | **Q1FY27**

Room Revenue | F&B Revenue | HMA Fees | Other Operational Services Revenue



More Than Half the Revenue Comes From Beyond Rooms

Operating Leverage Driving Margin Expansion, PAT up 4.6x

THE LEELA PALACES HOTELS RESORTS

(₹ in Mn)

Particulars	Q1 FY27	Q1 FY26	Var.%
Revenue from operations	3,520	2,748	28%
Other Income	85	265	(68%)
Total Revenue	**3,605**	**3,013**	**20%**
EBITDA	**1,519**	**1,280**	**19%**
Operating Revenue	***3,520***	***2,748***	**28%**
Operating EBITDA	***1,434***	***1,014***	**41%**
Operating EBITDA Margin	***41%***	***37%***	***383 bps***
Less: Finance costs	393	860	(54%)
Less: Depreciation and amortisation expenses	327	264	24%
Add: Share of net profit/(loss) of joint ventures[1]	(156)	1	-
Profit before tax	**643**	**157**	**310%**
Less: Total tax expense	156	70	123%
Profit for the period	**488**	**87**	**460%**

Commentary

- 41% Operating EBITDA Margin the highest ever for an Apr-Jun quarter
- Finance cost reduced from deleveraging, interest cost reduction
- Temporary Dubai market headwinds from West-Asia conflict affected Share of profit of JVs; expected to ease as regional travel normalizes

1. Primarily attributable to our 25% stake in Dubai Palm Jumeirah Hotel

Growth-ready Balance Sheet with Healthy Leverage

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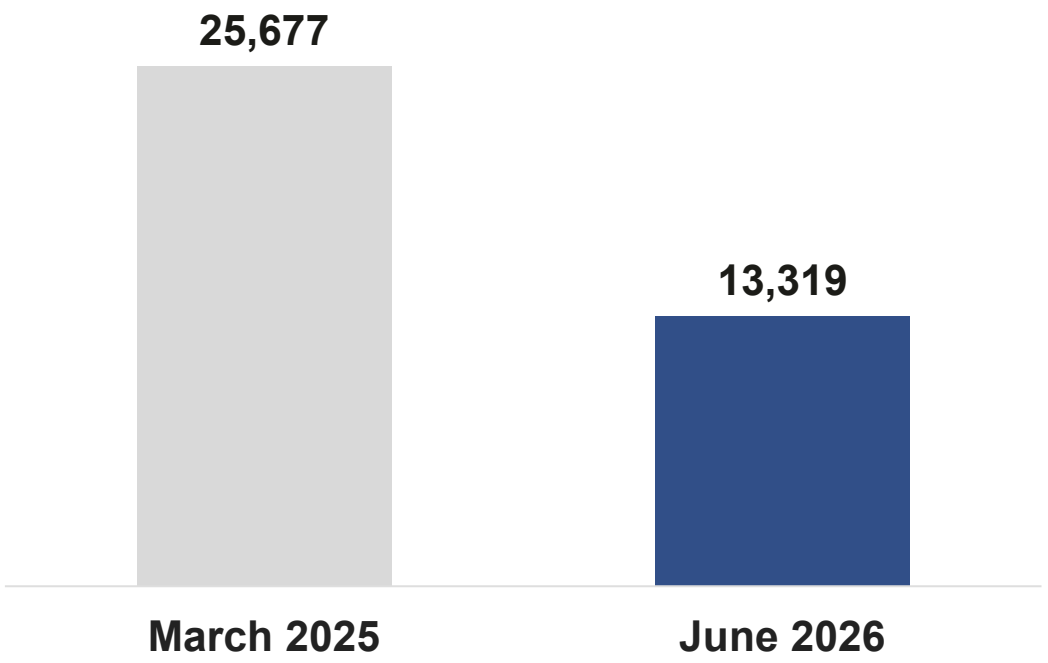
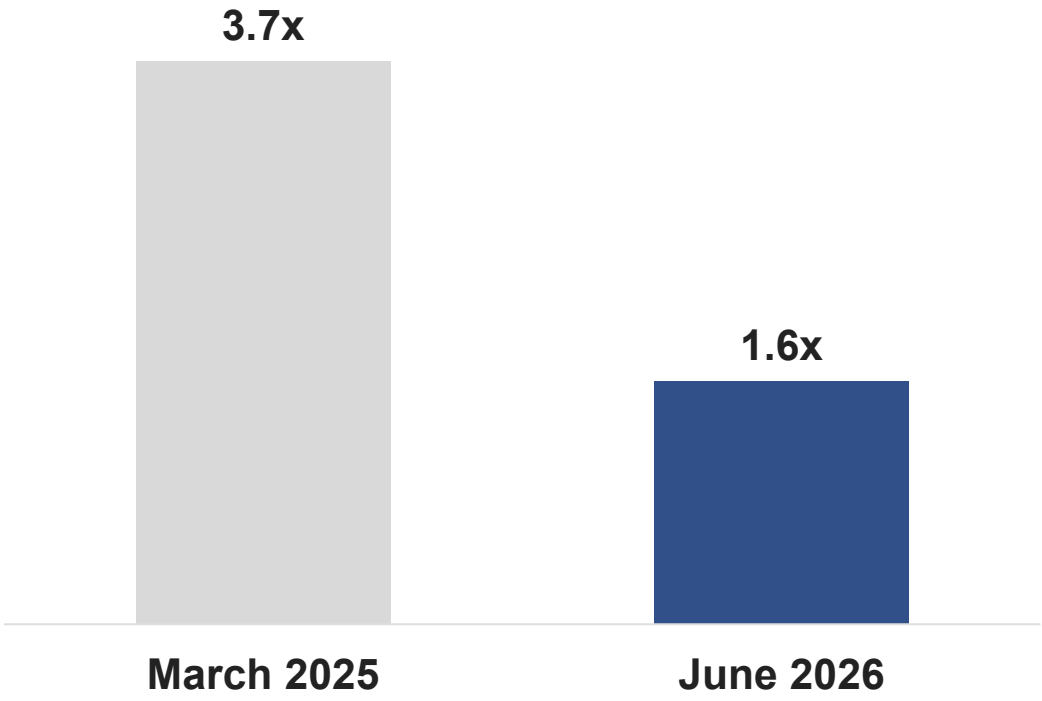
PALACES HOTELS RESORTS

Net Debt



Net Debt to EBITDA*



Prudent Capital Management and Optimal Leverage Position the Company for Growth

*LTM EBITDA

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The Leela Palace Udaipur

ARQ Expanded to Second Club; New Delhi Now Open

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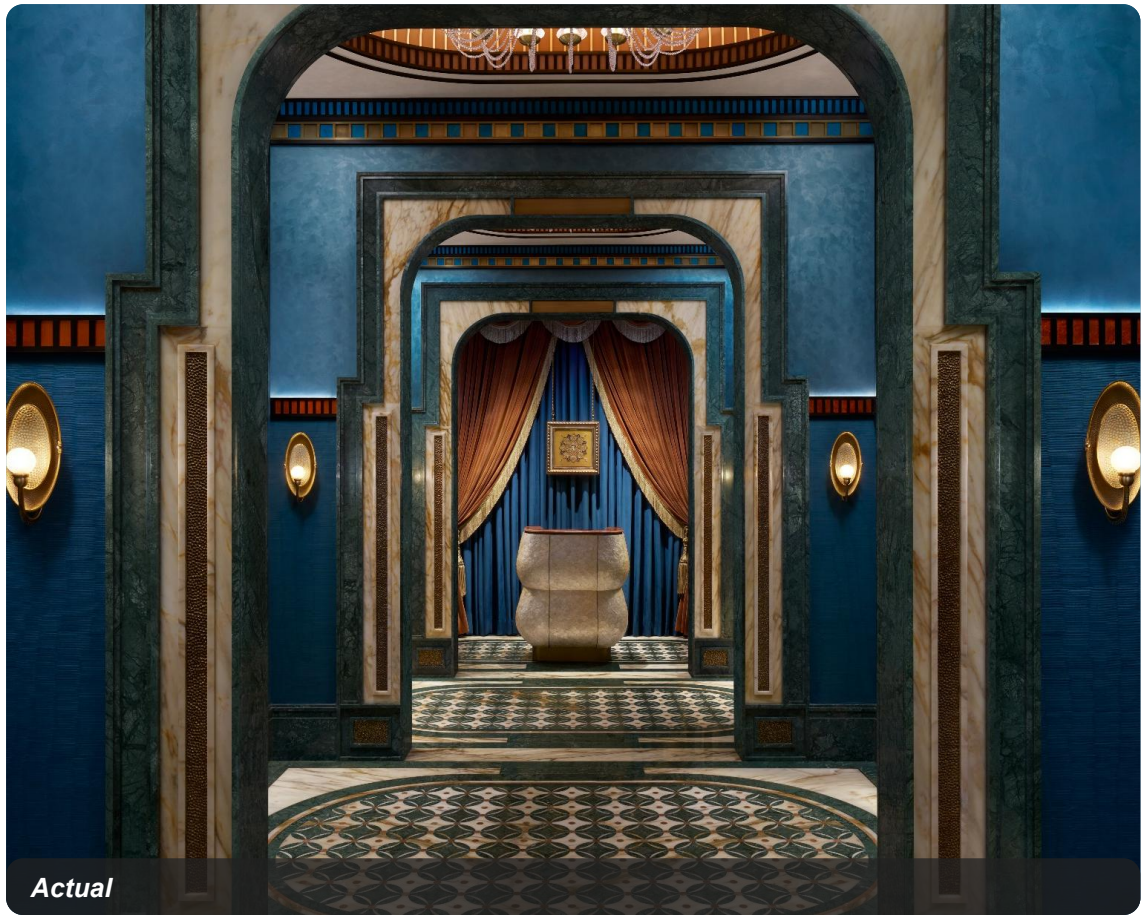
PALACES HOTELS RESORTS



Ultra-Premium Brand-Extension to Enhance Luxury Ecosystem for Leela Loyalists, and Grow Wallet-share

Tadoba | Developing a Premier Wildlife Resort Destination

THE LEELA
PALACES HOTELS RESORTS

62 Acres
Plot Area

30
Keys

~ ₹1,200Mn
Capex

₹40Mn
Cost per Key

CY30
Project Completion

60 Years*
Concession Period

The Leela Tadoba (Initial Rendering)

Concession Agreement Executed

* Extendable for another 30 years through Bid

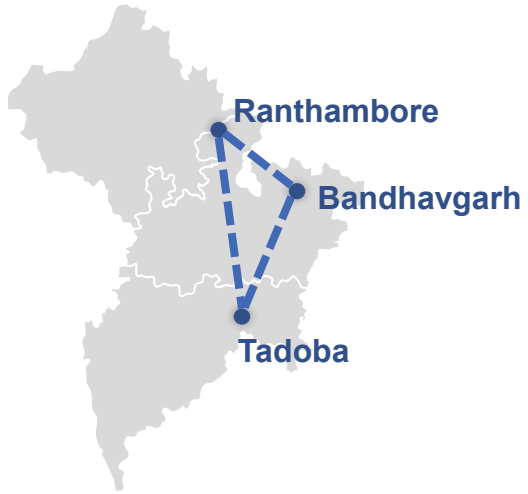
Tadoba | Fast-Growing, Underserved Wildlife Destination

THE LEELA
PALACES HOTELS RESORTS

Demand Supply Gap

Demand	2L+ annual visitors growing at ~7% CAGR historically
Supply	Only 1 luxury hotel/ 8 upscale hotels with only ~155 keys

Creating a Wildlife Tourism Circuit



Convenient Access

140km / 3hrs drive from Nearest Airport Nagpur

1.5 hrs away from Mumbai by Air

1.25 hrs away from Pune by Air

Tadoba - One of India's Oldest National Parks

1955	**625** sq km	**500+**	**~115**
Year of Establishment	Park Area	Species of Fauna	Tigers

Source : International Journal of Researches in Social Science and Information Studies, Industry Sources

Key Value Drivers for FY27

THE LEELA PALACES HOTELS RESORTS

New Vertical

ARQ New Delhi

ARQ Chennai

Same Store

Azulian House Bengaluru

Wellness Facility Bengaluru

Cost Optimization

Hybrid Plant Chennai

Solar Plant Coorg

Asset Enhancement Initiatives to Drive Growth, Premiumization and Long-Term Value Creation

FY27 Openings: Wellness, Desert Leisure & Luxury Homes

THE LEELA
PALACES HOTELS RESORTS

The Leela Coorg Forest Sanctuary

Iconic Resort in South India (71 Keys*, Owned)

Rebranded on 8th July 2026

The Leela Jaisalmer

A Luxury Desert Resort and Spa (80 Keys, Managed)

Pre-Opening in Progress

The Leela Luxury Residences, Mumbai

New Business Vertical (63 Keys, Managed)

Pre-Opening in Progress

*+19 keys potential expansion

On Track for 1,000+ Keys Addition Across Pipeline Assets

	Keys	Timelines	Status
Jaisalmer	80	CY26	Public area works underway
Mumbai (Waterstones)	63	CY26	Interior fit-outs in advanced stage
Srinagar	170	CY27	Room walling and landscaping work in progress
Bandhavgarh	30	CY27	Villa construction in progress
Sikkim	140	CY28	Main block and villa civil works underway
Ayodhya	100	CY28	Design development and test piling completed. Main piling work to commence.
Agra	99	CY28	Piling works underway
Ranthambore	76	CY28	Fort wall stabilization in progress
Tadoba	30	CY30	Concession Agreement executed
Mumbai (BKC)	250	CY30	Lease premium paid. Design finalization and site preparation in progress
Total	**1,038**		

Activities in Full Swing Across Entire Pipeline

Expansion Pipeline: Execution in Full Swing

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PALACES HOTELS RESORTS

Agra

Piling works underway

Srinagar

Exterior work in progress

Ayodhya

Piling work in progress

Bandhavgarh

Construction of villas in progress

Leela Centre of Excellence: Building Future Talent for Pipeline Assets

Actual

Le Cordon Bleu partnership

Institutionalising The Leela service culture at scale with Global hospitality curriculum

9,600 sq. ft.

Purpose-built Centre of Excellence with immersive academic infrastructure

3,000+ personnel

To be trained over the next 3 years to support portfolio expansion

Strategic Partnership to Scale Culture and Talent Pipeline for Future Expansions

The Leela | Value-Creation Levers

THE LEELA
PALACES HOTELS RESORTS

Operational Excellence	Value Drivers	Expansion
Capitalizing on Robust Domestic Demand	ARQ Clubs	Rebranding and ramp-up of Coorg
Poised to capture International Demand recovery	MICE Space	6 New Hotels at Marquee locations
Ramp-up of 8 F&B outlets, and serving non-residents	World class Wellness facility	3 New Managed Contracts
Margin improvement through Channel optimization	Retail Space	BKC Mumbai
Scaling Leela Talent and Culture	Renewable Power plants	Dubai Palm Jumeirah

THE LEELA
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The Leela Palace Udaipur

Recognized Certification Showcasing ESG

THE LEELA
PALACES HOTELS RESORTS

Green Building

All Owned Hotels **Platinum Rating** certified

Design for Greater Efficiencies

Advanced Rating: Largest Hospitality Portfolio in South-East Asia to get Advanced Rating

Responsible water management

For long-term water resilience

Eliminating single-use plastics

By 2030

THE LEELA
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The Leela Palace Udaipur

Our Journey So Far | Key Quarterly KPIs

THE LEELA PALACES HOTELS RESORTS

Operating Metrics	*Units*	Q1 FY25	Q2 FY25	Q3 FY25	Q4 FY25	Q1 FY26	Q2 FY26	Q3 FY26	Q4 FY26*	Q1 FY27
Occupancy	*%*	**59.7%**	64.9%	69.4%	77.6%	**63.6%**	68.7%	71.0%	71.4%	**67.5%**
ADR	*₹*	**16,698**	18,042	25,827	27,918	**18,817**	19,290	30,337	32,012	**20,722**
RevPAR	*₹*	**9,975**	11,712	17,912	21,678	**11,963**	13,262	21,551	22,862	**13,982**
RevPAR Growth	*%*					***20%***	*13%*	*20%*	*5%*	***17%***
RevPAR Premium *(vs India Luxury segment)*		***1.2 x***	*1.3 x*	*1.4 x*	*1.5 x*	***1.3 x***	*1.5 x*	*1.6 x*	*1.6 x*	***1.4x***

Note: RevPAR Premium source: CoStar
Data for Owned Hotels
*Restated

“Atithi Devo Bhava (Guest is God)”

THE LEELA

PALACES HOTELS RESORTS

The Leela Palace Udaipur

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