#### SCHLOSS BANGALORE LIMITED

(formerly known as Schloss Bangalore Private 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/2025-26/017

Date: July 22, 2025

То

Sr. General Manager
Listing Department
Listing Department
Listing Department

BSE Limited National Stock Exchange of India Limited

Phiroze Jeejeebhoy Towers

Exchange Plaza, C-1, Block G

Bandra Kurla Complex

Mumbai – 400001

Bandra (E), Mumbai – 400 051

Scrip Code- 544408 Symbol- THELEELA ISIN - INE0AQ201015 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 17, 2025, submitted to Stock Exchanges, please find enclosed the Analysts / Institutional Investors Presentation to be made at Q1'FY26 Earnings Conference Call to be held today at 05:30 P.M. (IST).

The above information will also be available on the website of the Company at <a href="www.theleela.com/investors">www.theleela.com/investors</a>.

This is for your information and record.

Thanking you,

For Schloss Bangalore Limited

Jyoti Maheshwari

Company Secretary and Compliance Officer

Membership No.: A24469

Encl.: as Above



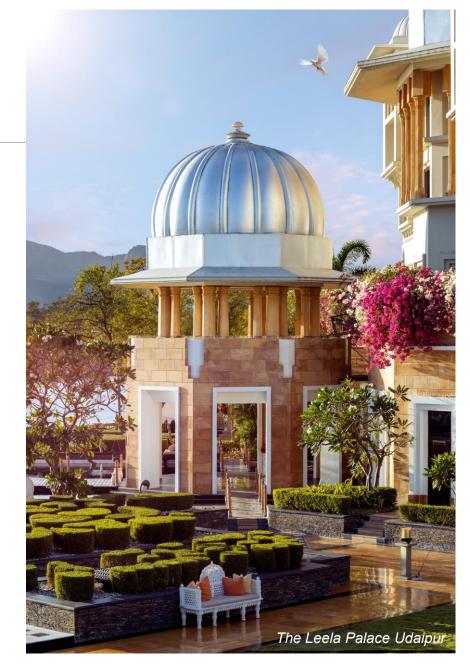
PALACES HOTELS RESORTS





#### 1 | The Leela Value Proposition

- 2 | Q1 FY26 Highlights
  - **|▶** Financial Highlights
  - ▶ Operational highlights
  - **|▶** Growth Highlights
- 3 | Growth Strategy
- 4 | Appendix



## The Leela Value Proposition



Leading Luxury Hospitality Brand in the World	250+ Global Awards
Only Listed Player Focused on the Under-Served Luxury Segment	~1.4x (1) RevPAR premium
Iconic Properties in High Barriers to Entry Locations	21 Hotels (2)
Best-in-class EBITDA Margins	<b>49.8%</b> EBITDA Margin <sup>(3)</sup>
Strong Balance Sheet with Significant Embedded Growth	<b>0.3x</b> Net Debt to LTM EBITDA <sup>(4)</sup>

<sup>(1)</sup> RevPAR premium against India luxury segment for the period FY25 (Owned Hotels)

<sup>(2)</sup> Including pipeline hotels

<sup>(3)</sup> Data pertaining to consolidated financial statements for the period FY25

<sup>(4)</sup> As of June 30, 2025

## LEADING LUXURY HOSPITALITY BRAND IN THE WORLD



#### 250+ GLOBAL AWARDS WON

World's Best Hotel Brand



Travel + Leisure

No. 1 in 2020 & 2021 No. 3 in 2023 & 2024 ATITHI DE VO BHAVA
(Guest Is God)

Featured in
The Gold List (1)

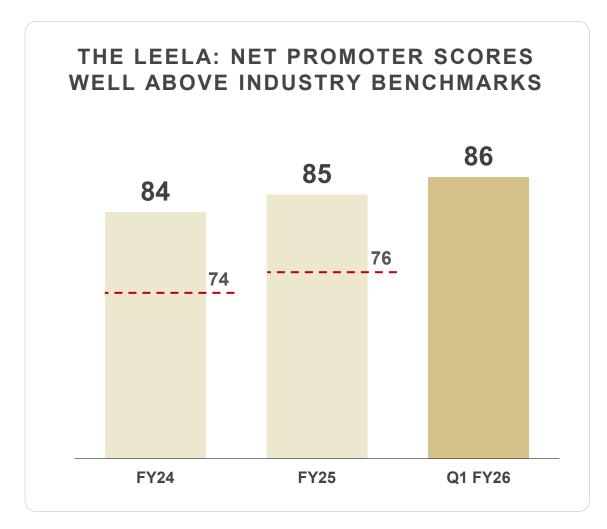


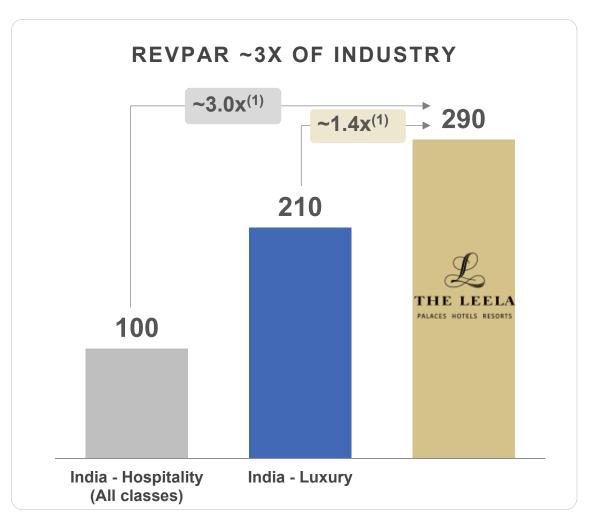
Condé Nast Traveler

2022 | 2023 | 2024 | 2025

# Brand and Service Excellence Delivering Industry Leading NPS and RevPAR Premiums







--- Represents Industry Average for Luxury segment (2)

2) Industry average represents data for CY23 and CY24 for Luxury segment in APAC Region (Source: Revinate Hospitality Benchmark Report 2025)

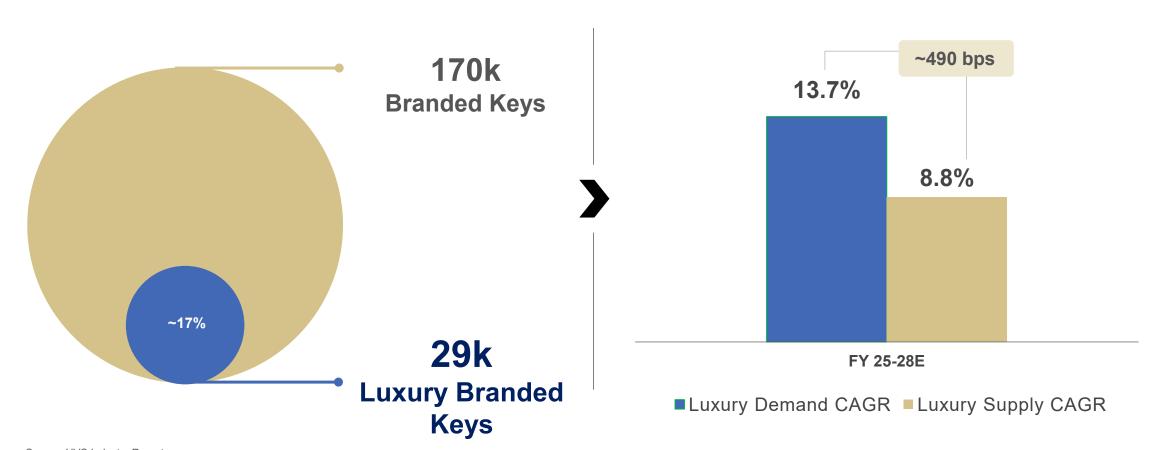
<sup>(1)</sup> Represents RevPAR index of The Leela for the Owned Portfolio against the India hospitality industry (all classes) and India luxury segment for FY25 (Source: CoStar)

## Only Listed Player Focused on the Under-Served Luxury Segment THE LEELA PLANCES HOTELS RESORTS



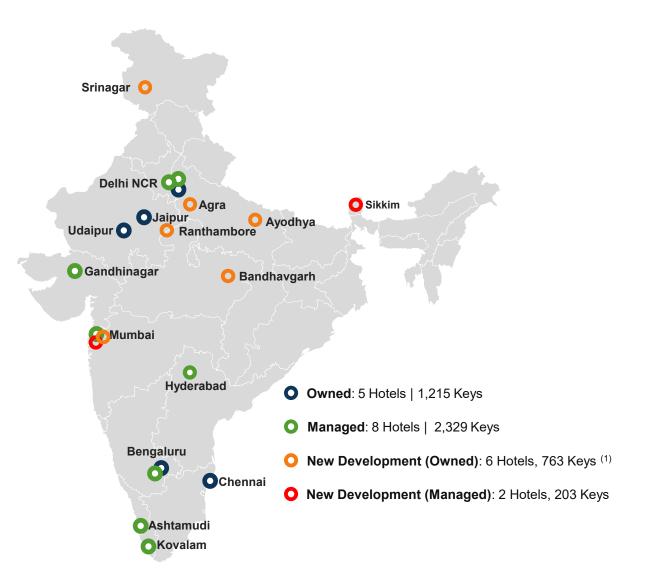
#### **Luxury hospitality segment is significantly** underserved ...

#### ...and the gap is widening



#### Iconic Properties in High Barriers to Entry Locations







13 Properties

+8 in Pipeline



3,544 Keys

+966 in Pipeline



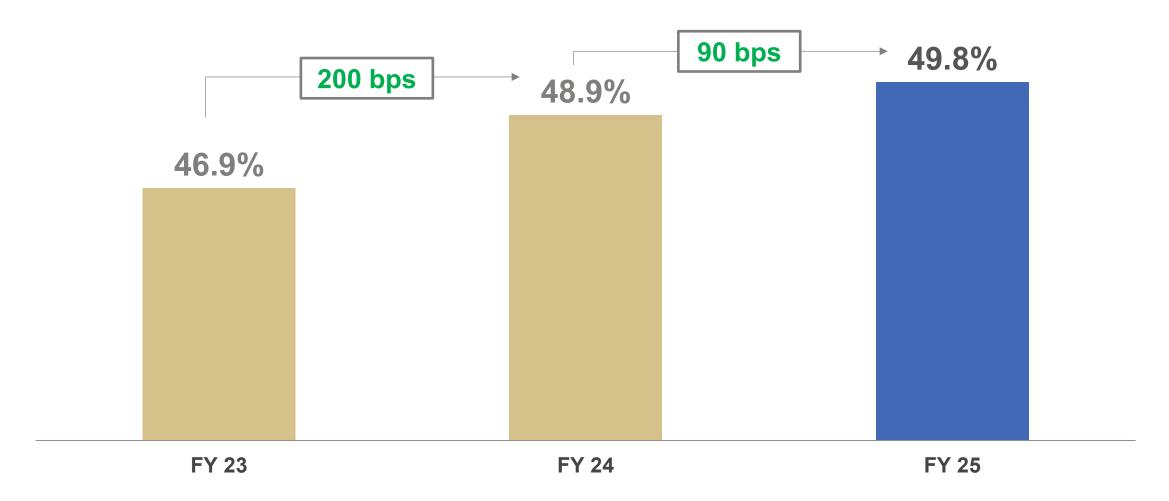
## **Expansion into high growth segments**

- Wildlife
- Wellness
- Heritage
- Spiritual
- Serviced apartments

## Superior EBITDA Margins



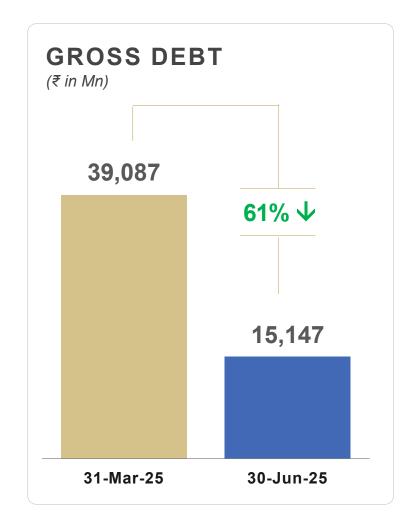
% of Total Revenue

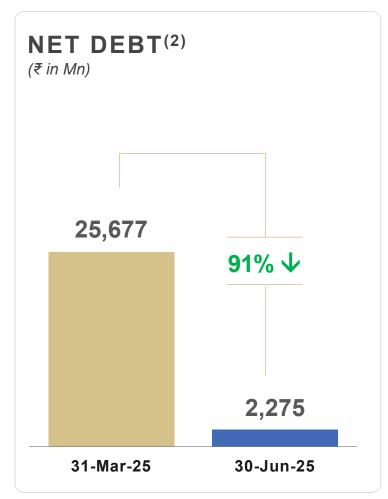


#### Strong Balance Sheet, Poised for Growth



#### 0.3x Net Debt / LTM EBITDA







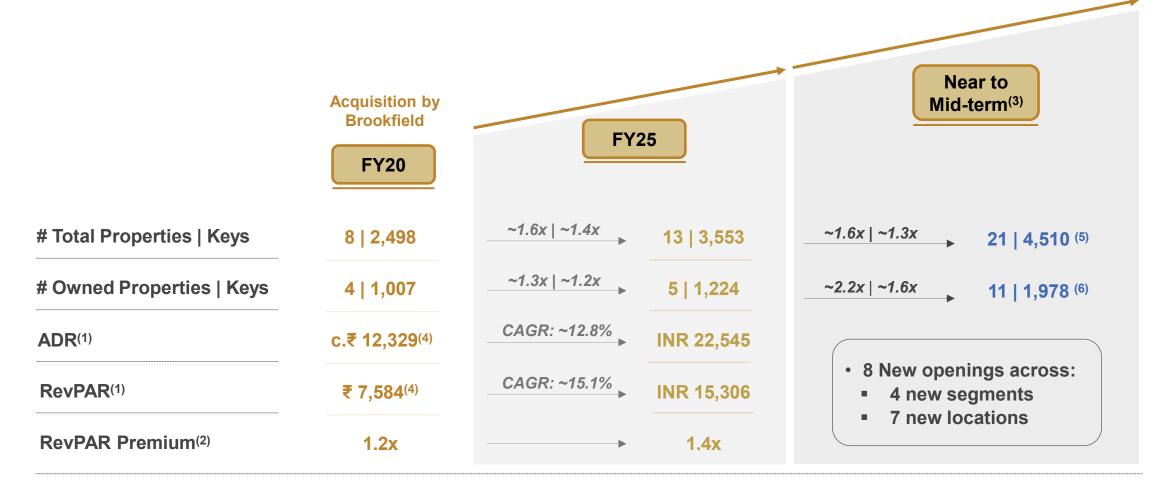


<sup>(1)</sup>  $\,$  3.7x Net debt / LTM EBITDA is as of Mar 25 ; 0.3x is as of Jun 25  $\,$ 

## Significant Embedded Growth Ahead



Strong track record of delivering 15%+ CAGR since FY20, robust pipeline for growth ahead



#### Note:

- (5) By adding pipeline of 8 hotels and 966 keys including 38 keys at The Leela Palace Udaipur, reduced by 9 keys at The Leela Palace Jaipur undergoing room expansion
- (6) By adding pipeline of 6 Owned Hotels and 763 Owned Keys including 38 keys at The Leela Palace Udaipur, reduced by 9 keys at The Leela Palace Jaipur undergoing room expansion

<sup>(1)</sup> ADR and RevPAR for owned hotels

<sup>(2)</sup> RevPAR for owned hotels relative to RevPAR for India luxury segment (Source: CoStar)

<sup>(3)</sup> By FY2027-28.

<sup>(4)</sup> Basis Management information

## IPO Highlights



#### Oversubscribed IPO with continued support from long-term institutional sponsor, Brookfield

#### Schloss Bangalore Ltd; NSE: THELEELA | BSE: 544408

LISTING DATE	June 2, 2025
ISSUE SIZE	₹35,000 Mn
MAIN BOOK SUBSCRIPTION	4.7x
FRESH ISSUE	₹25,000 Mn
OFFER FOR SALE	₹10,000 Mn
ISSUE PRICE / SHARE	₹435
MARKET CAPITALIZATION AT IPO PRICE	₹145,000 Mn

Brookfield owns **75.9**% post-IPO, ensuring longterm alignment and strategic support

Use of IPO Proceeds (in Mn)			
Proceeds of Fresh Issue ₹ 25,000			
GCP & Issue Expenses ₹ 2,000			
Debt Repayment ₹ 23,000			

#### **INITIATION OF COVERAGE SINCE IPO**

Morgan	
Stanley	

Bank of America

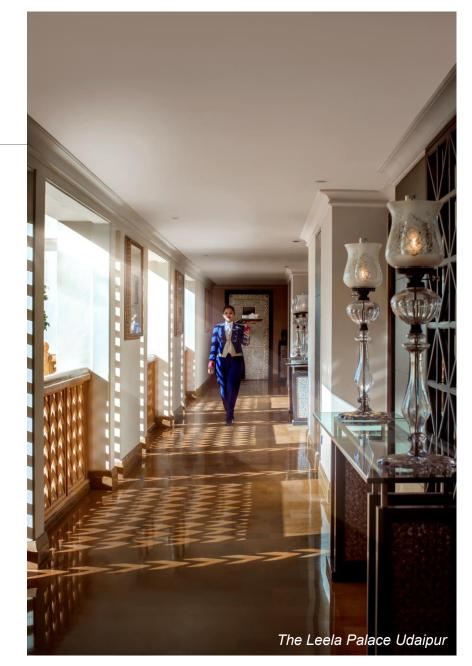
JP Morgan



#### 1 | The Leela Value Proposition

## 2 | Q1 FY26 Highlights

- **|►** Financial Highlights
- ▶ Operational highlights
- **|▶** Growth Highlights
- 3 | Growth Strategy
- 4 | Appendix



## Q1 FY26 Financial Highlights



#### Best-ever Q1 performance

**Total Revenue: ₹3,013 Mn** 

+25%

Increase<sup>(1)</sup>

EBITDA: ₹1,280 Mn

+63%

Increase<sup>(1)</sup>

**EBITDA Margin: 42.5%** 

+980bps

Increase<sup>(1)</sup>

PAT Positive: ₹87 Mn (2)

+837 Mn

Increase<sup>(1)</sup>

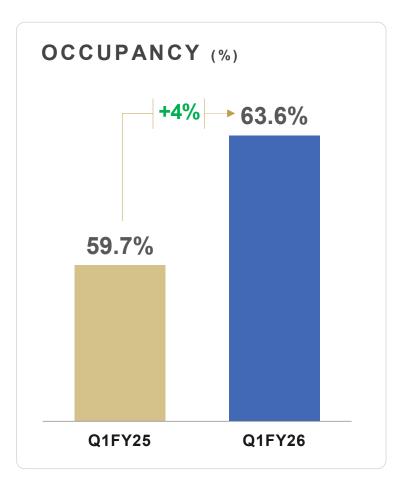
<sup>(1)</sup> Increase represents YoY growth as compared to Q1 FY25;

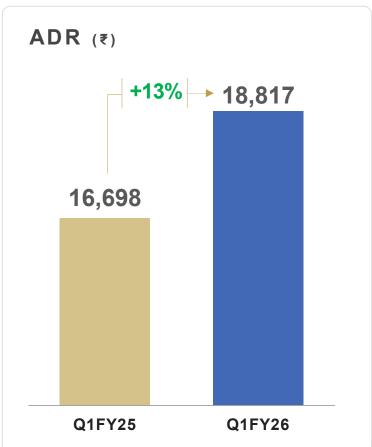
<sup>(2)</sup> Assuming Debt Repayment (from IPO Proceeds) at the beginning of the quarter, the PAT for the quarter would have been c.₹400 Mn

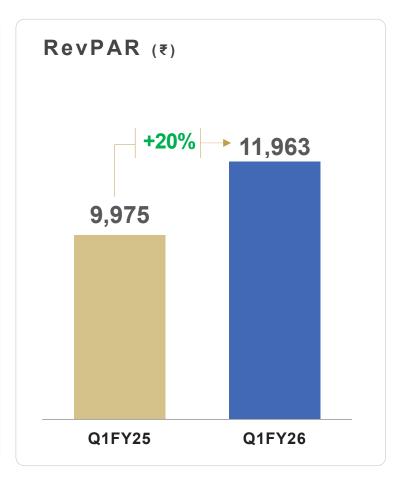
#### Revenue Growth on the Back of Both ADR and Occupancy



+4% increase in Occupancy and 13% Growth in ADR



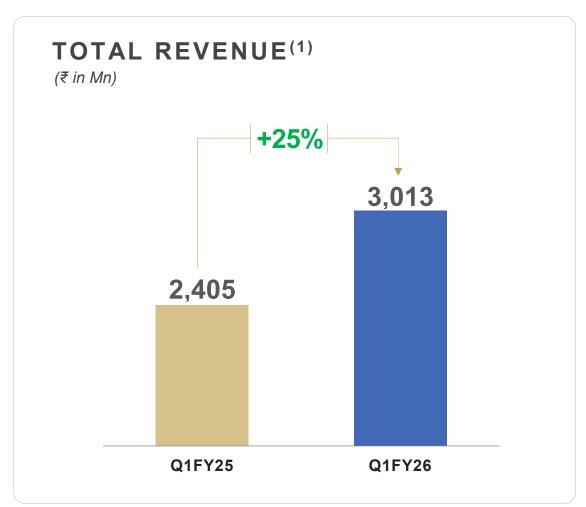


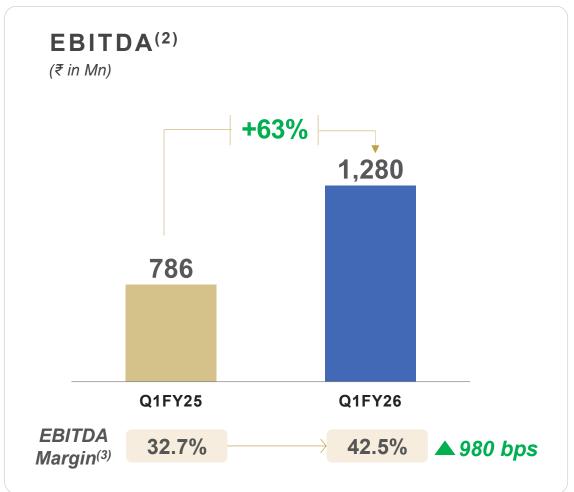


Note: Metrics presented above pertains to the Owned Portfolio

## Margin Expansion through Operating Leverage







Data pertaining to consolidated financial statements

<sup>(1)</sup> Total Revenue excluding treasury income and government grants for the period Q1 FY26 is ₹2,748 Mn vis-à-vis ₹2,347 Mn for Q1 FY25 (Growth of 17%)

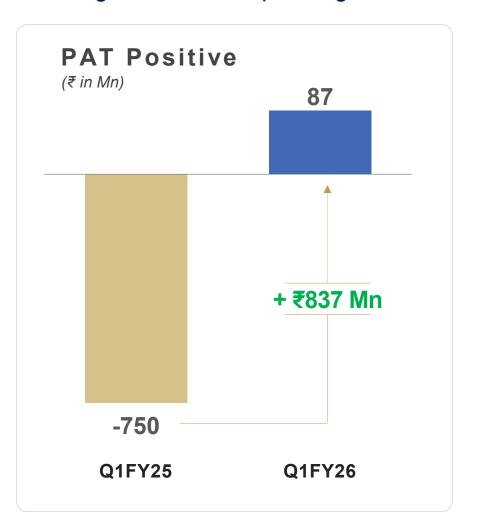
<sup>(2)</sup> EBITDA excluding treasury income and government grants for the period Q1 FY26 is ₹1,014 Mn vis-à-vis ₹728 Mn for Q1 FY25 (Growth of 39%)

<sup>(3)</sup> EBITDA margin excluding treasury income and government grants for the period Q1 FY26 is 36.9% vis-à-vis 31.0% for Q1 FY25 (Growth of ~590 bps)

## PAT Positive in Q1FY26



#### Lower leverage and robust operating momentum supporting PAT recovery



#### PAT improvement primarily driven by

- ~₹494 Mn due to steady growth in business momentum resulting in 63% EBITDA expansion
- ~₹332 Mn due to reduction in finance costs triggered by ₹ 23,941 Mn debt reduction

#### Double Digit Growth Across All Markets



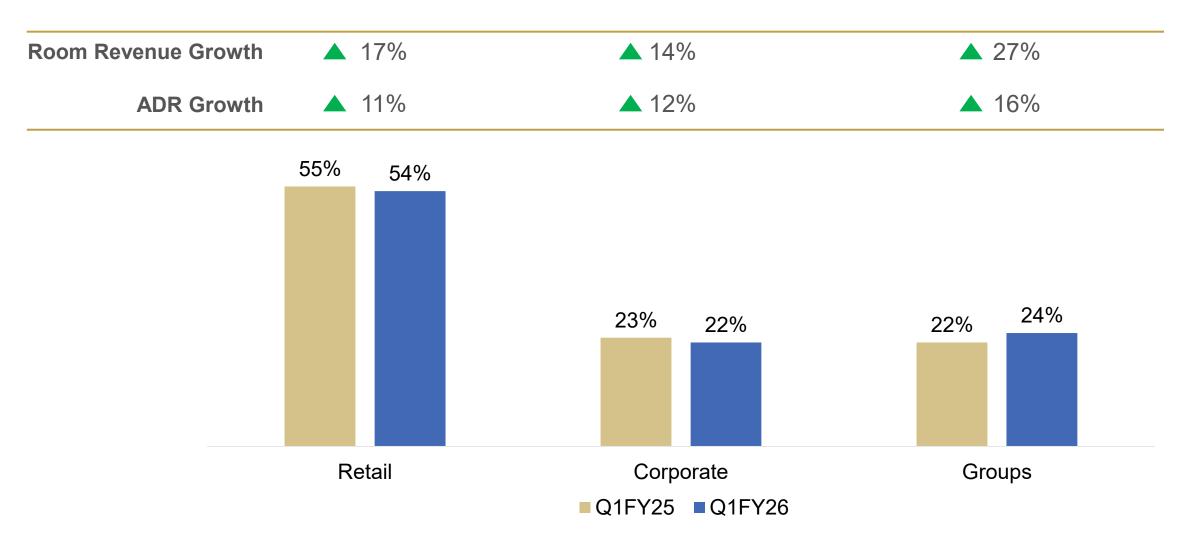
Leisure led growth with metro demand remaining healthy. Maintained / enhanced market share and achieved double digit RevPAR growth across all markets



#### Revenue Growth in Double Digits Across Segments



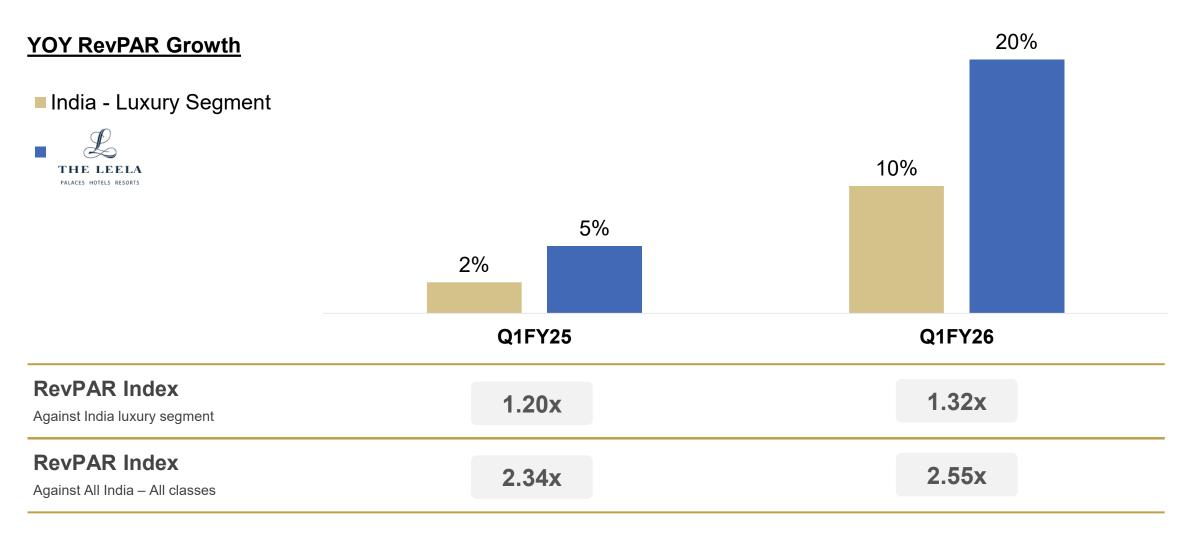
Retail continues to be dominant segment and strength for The Leela platform



## Consistent Above-Industry RevPAR Growth



The Leela continues to increase market share and outperform overall luxury sector in RevPAR growth



Source: CoStar; Details for Owned Hotels

## Operating Revenue Growth Across Verticals



17% growth in Operating revenue led by both Rooms and F&B segment

(₹ in Mn)

			(< III IVIII)
Particulars	Q1 FY26	Q1 FY25	Var %
Room revenue	1,312	1,103	+19%
F&B Revenue	1,063	914	+16%
HMA Fees	141	117	+20%
Other Operational Services Revenue (1)	233	148	+57%
Revenue From Operations	2,748	2,282	+20%
Adj: Rental and other operating revenue	NA <sup>(3)</sup>	64	
Adjusted Operating Revenue	2,748	2,347	+17%

#### Key revenue drivers for Q1 FY26

**ROOM and F&B** revenue delivered strong growth due to:

- o Increase in market share by 11pp<sup>(2)</sup>
- Increase in direct channel revenue growth (+21%) driving ADR premiums
- City hotels witnessed sustained momentum on the back of strong FIT demand; and increased GDS revenue (+20%)
- Robust MICE demand leading to increase in banqueting revenues

<sup>(1)</sup> Includes manpower revenue and revenue from other allied services

Increase in market share compared to India Luxury Segment

<sup>(</sup>a) Effective Q1 FY26, rental income and other ancillary services has been reclassified from 'Other Income' to 'Revenue from Operations' being incidental to core hospitality activities. Please refer to page 48 for details

## Profit & Loss Statement (Q1 FY26 and Q1 FY25)



#### Same-store portfolio delivers strong operating leverage

(₹ in Mn)

Particulars	Q1 FY26	Q1 FY25	Variance %
Revenue from operations	2,748	2,282	+20%
Other Income	265	123	+116%
Total Revenue (A)	3,013	2,405	+25%
Total operating expenses (B) (1)	1,734	1,619	+7%
EBITDA (A - B)	1,280	786	+63%
EBITDA Margin	42.5%	32.7%	+980 bps
Adjusted Operating Revenue (2)	2,748	2,347	+17%
Adjusted Operating EBITDA <sup>(2)</sup>	1,014	728	+39%
Adjusted Operating EBITDA Margin	36.9%	31.0%	+590 bps
Finance costs	860	1,192	(28%)
Depreciation and amortisation expenses	264	384	(31%)
Share of net profit/(loss) of joint ventures accounted for using equity method	0.9	-	-
Profit/(Loss) before tax	157	(790)	-
Total tax expense/(credit)	70	(40)	-
Profit/(Loss) for the quarter	87	(750)	-

Data pertaining to consolidated financial statements

<sup>(1)</sup> Total operational expenses includes Cost of Food and Beverages consumed, Employee Benefits expense and Other Expenses

<sup>(2)</sup> Adjusted Operating Revenue & Adjusted Operating EBITDA excludes treasury income and government grants. Please refer to page 48 for details



#### 1 | The Leela Value Proposition

## 2 | Q1FY26 Highlights

- **|▶** Financial Highlights
- **|►** Operational highlights
- **|▶** Growth Highlights
- 3 | Growth Strategy
- 4 | Appendix



## Unveiling Our New Website, A Digital Reflection of True Luxury



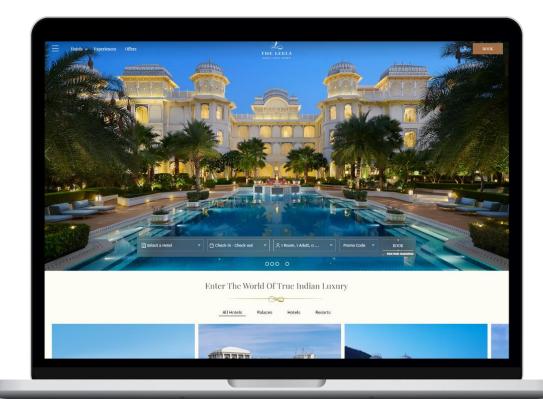
Redesigned to reflect our commitment to excellence

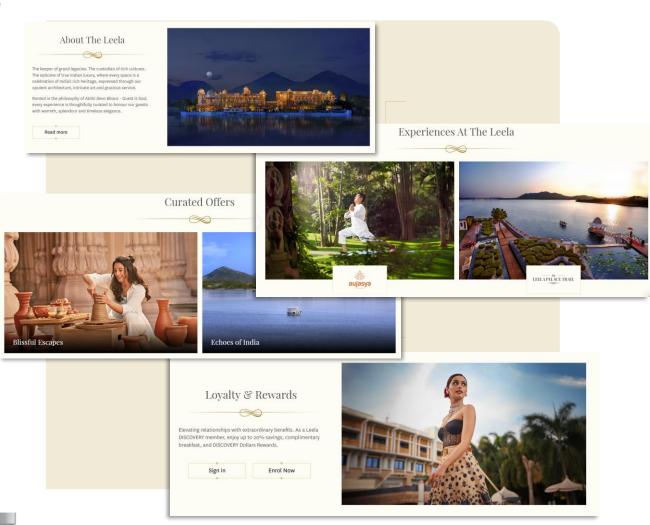
+80%

+72%

VOLUME<sup>(1)</sup>

REVENUE<sup>(1)</sup>





(1) Vis-à-vis Q1FY25

#### The QUBE Relaunched



Our iconic all-cuisine fine dining restaurant relaunched from June 2025



COMPLETED RENOVATION IN RECORD

21 DAYS

• REFRESHED

REIMAGINED

REOPENED



## The ARQ Club Ready for Launch in Bengaluru





# OPENING IN SEPTEMBER 2025





Actual Images









#### 1 | The Leela Value Proposition

#### 2 | Q1FY26 Highlights

- ► Financial Highlights
- **|▶** Operational highlights
- **|►** Growth Highlights
- 3 | Growth Strategy
- 4 | Appendix

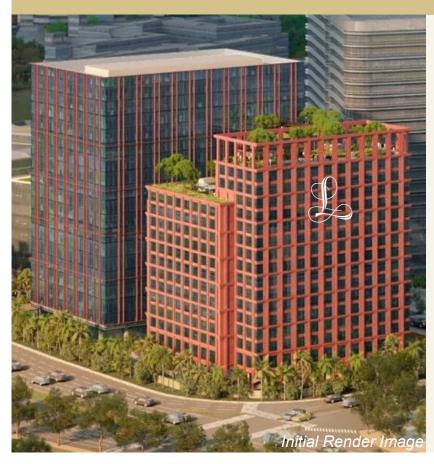


#### Expansion into Mumbai with Owned Hotel



Strategically located at the gateway to BKC, this is a rare opportunity to expand with 250+ keys Leela Palace Hotel in Mumbai, one of the most underserved luxury hospitality markets

#### RECEIVED ALLOTMENT OF A 80 YEAR LEASE of a c.2.1 ACRE LAND PARCEL IN BKC



- Opportunity: Introducing The Leela Palace brand to Mumbai at most premium location
- Attractive Basis compared to other land transactions in G Block BKC
- Strong Fundamentals: No new hotel supply since 2011.
- Significantly Underpenetrated: No luxury hotels present in BKC, with Mumbai having lowest # of keys per million SF vs CBDs of other metros
- Strong Demand Drivers: Anchored by India's largest convention center, robust office absorption, and new retail destinations
- **Partnership Synergies:** The Leela will develop this asset in partnership with Brookfield, which links expertise across sectors and shows financial support towards this development.

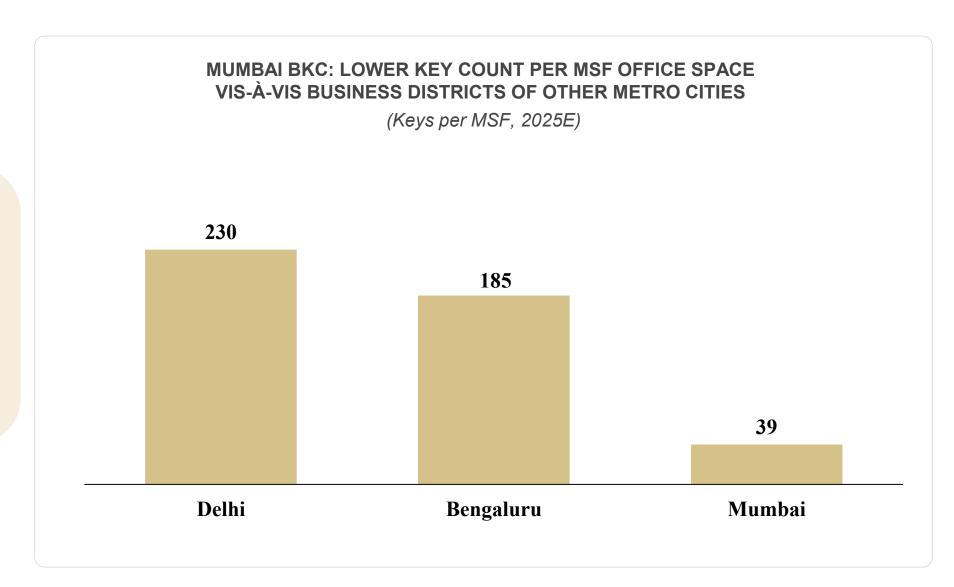
Note: CBD = Central Business District

## Mumbai BKC has Huge Untapped Demand for Hospitality



No new hotel supply in Mumbai BKC since 2011

Only 738 keys operational



## The Leela Palace Udaipur Expansion





+33
Keys

Opportunity to expand premium inventory and capture larger market share of MICE business

 $10k \, SF$  Banquet Space

## The Leela Hyderabad Ramp-Up



Delivering 18% ADR premium over city's luxury peers amid strong ramp-up



## Confidently Poised for Mid- High Teens Growth in FY26





FY26
Mid-High
Teens
Growth in
EBITDA



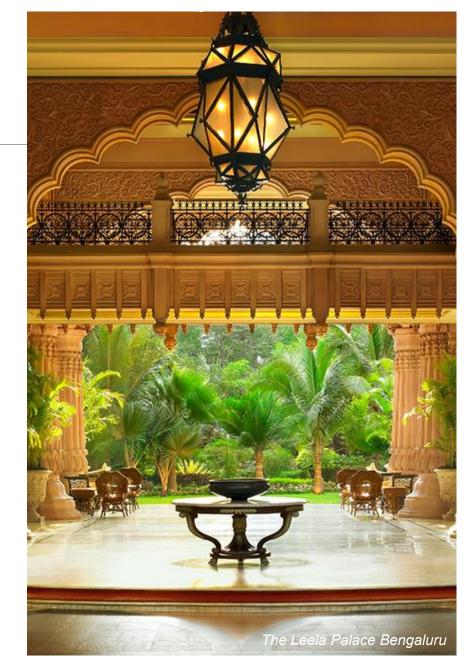
#### 1 | The Leela Value Proposition

#### 2 | Q1FY26 Highlights

- **|▶** Financial Highlights
- **|▶** Operational highlights
- **|►** Growth Highlights

#### 3 | Growth Strategy

4 | Appendix



## Strong Embedded Growth on the back of Four Pillars





Upgrading our assets

Repurposing areas in our assets to add revenue streams

Addition of **38 keys** to existing portfolio





Expansion into Mumbai



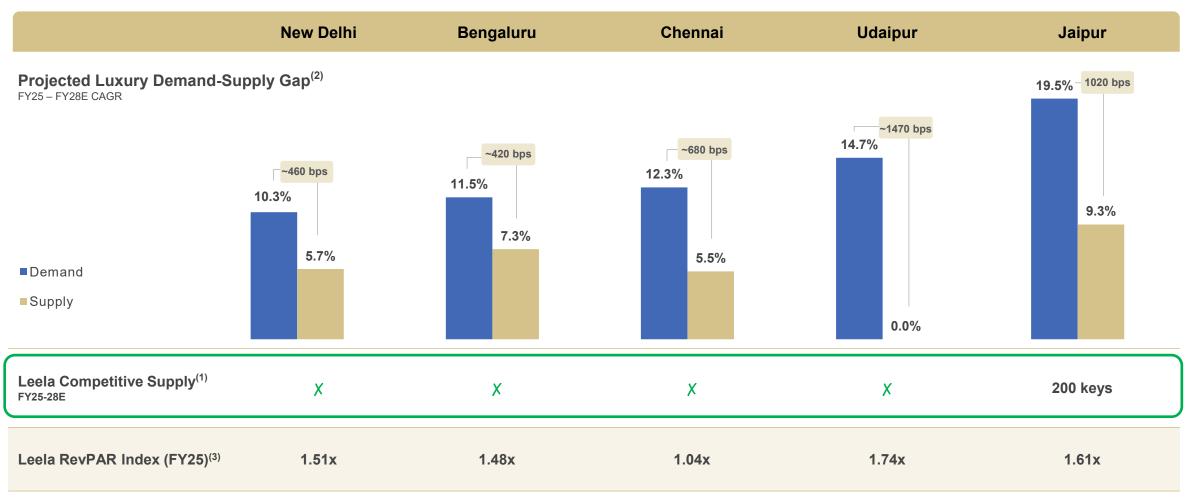
**EXPANSIONS** 

203 Keys
in pipeline through
Management
Contracts
(2 Hotels)

## 1 Attractive Fundamentals Supporting Same-Store Growth



Located in markets with attractive demand and supply fundamentals



<sup>(1)</sup> Refers to comparable luxury supply within the micro-market

<sup>(2)</sup> Source: HVS Industry Report - Demand-Supply Gap and Leela Competitive supply;

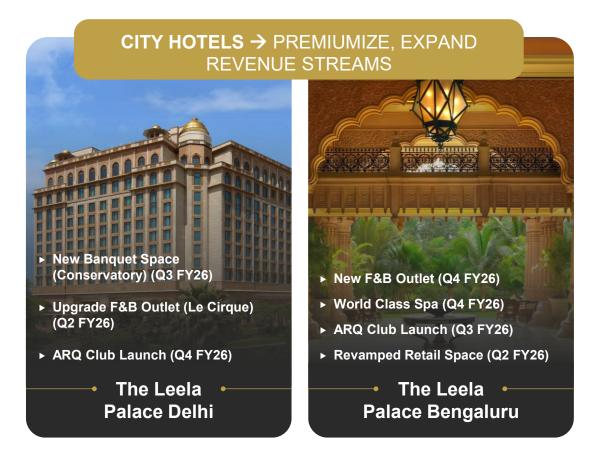
<sup>(3)</sup> Source: CoStar



#### Strategic Asset Enhancement Drives Higher Growth



#### **ASSET ENHANCEMENT STRATEGY**





# 2 New Verticals – Invite-Only Luxury Club Offering



ARQ extends The Leela's brand into the ultra-luxury lifestyle segment, deepening customer wallet share while delivering high-margin and capital-light returns



**2,000+**(1)
Members by 2030

BENGALURU (Q2FY26)



Render Image

CHENNAI (Q4FY26)





NEW DELHI (Q4FY26)





**MUMBAI** 

2 ARQ clubs being launched in Mumbai at The Leela Luxury Residences (FY27) and The Leela Palace BKC

(1) Management Estimates 36

## 2 New Verticals – Entry into Luxury Residences



#### Leela Luxury Residences upcoming in Mumbai







#### **HIGHLIGHTS**

- ❖ Tapping an under-penetrated luxury living segment in India through managed branded serviced residences
- Strategically located adjacent to the Mumbai International Airport
- Managing 63 ultra-luxury serviced apartments under "The Leela Luxury Residences" brand
- Integrated with a ~22,000 SF, 3-level, members only ARQ club
- Designed for long-stay executives, HNIs and families seeking luxury hotel-grade living
- Expected launch in FY 2027
- Strong potential for expansion into other locations and urban metros such as Pune, Bengaluru, and NCR

(1) Management Estimates 37

# 3 Strong Pipeline of Owned Hotels



Expanding into high-growth segments of heritage and hill station



# OF KEYS	99	STAKE	100%		
EXP. LAUNCH	FY 2028	CAPEX	₹4,419 Mn <sup>(2)</sup>		



# OF KEYS	170	STAKE	50%
EXP. LAUNCH	FY 2028	CAPEX	₹1,899 Mn <sup>(1)</sup>

(2) Excluding land cost of ₹1,150 mn

<sup>(1)</sup> Capex attributable to The Leela's stake

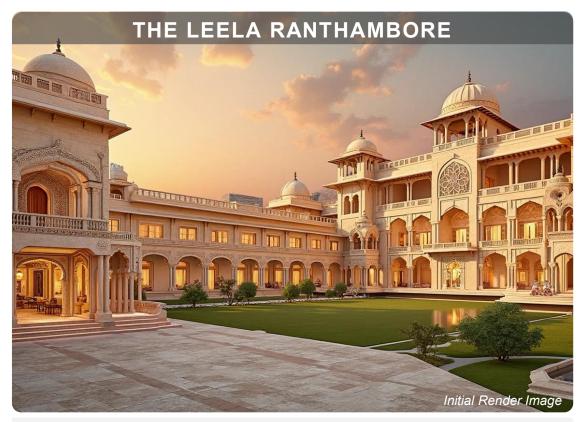
# 3 Strong Pipeline of Owned Hotels (Contd...)



Expanding into high-growth segments such as wildlife and heritage tourism



# OF KEYS	30	STAKE	74%
EXP. LAUNCH	FY 2028	CAPEX	₹720 Mn <sup>(1)</sup>



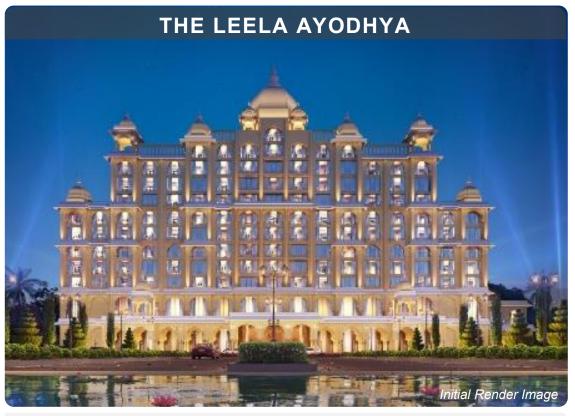
# OF KEYS	76	STAKE	51%
EXP. LAUNCH	FY 2028	CAPEX	₹1,280 Mn <sup>(1)</sup>

(1) Capex attributable to The Leela's stake

# 3 Strong Pipeline of Owned Hotels (Contd...)



#### Expanding our leisure footprint in key spiritual destination



# OF KEYS 100 STAKE 76%

EXP. LAUNCH FY 2028 CAPEX ₹2,997 Mn<sup>(1)</sup>



Active Pipeline of Owned Hotels Across Strategic Urban and Resort Markets;

Exploring International Expansion Opportunities

(1) Capex attributable to The Leela's stake

## 4 Future Pipeline of Managed Hotels



Expanding our Managed Footprint in key destinations: Sikkim and Mumbai

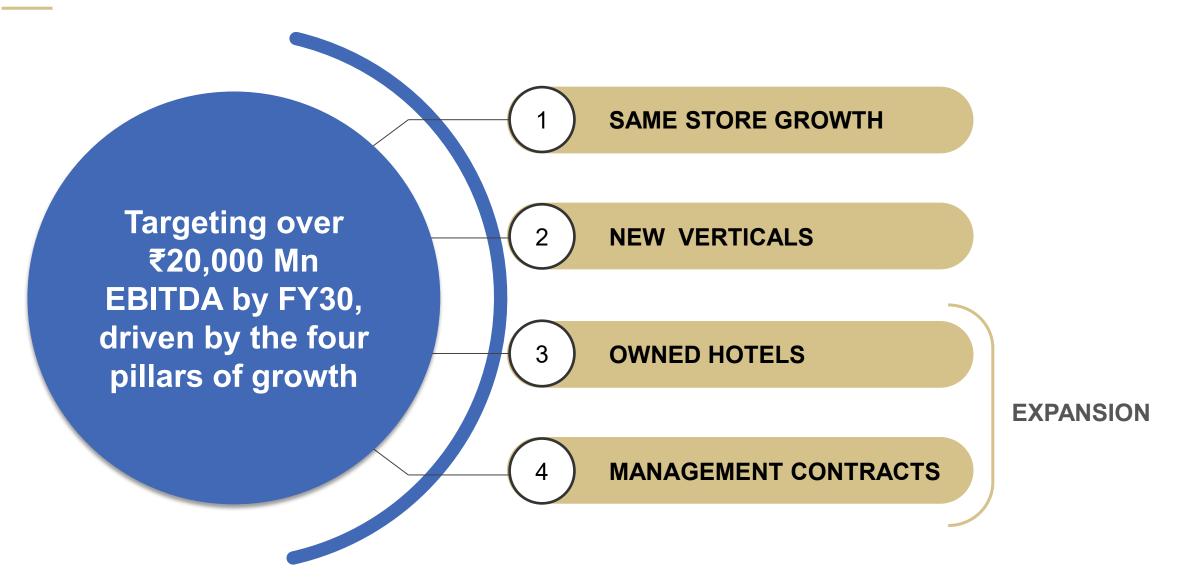


# OF KEYS	63
EXP. LAUNCH	FY 2027



### Vision FY30









#### 1 | The Leela Value Proposition

#### 2 | Q1FY26 Highlights

- **|▶** Financial Highlights
- **|▶** Operational highlights
- **|▶** Growth Highlights

#### 3 | Growth Strategy

## 4 | Appendix



## ESG – Strategic Initiatives



#### Creating Shared Value with Purpose Partnerships

#### Leela Ke Phool

3.1 MT

of floral waste upcycled





#### Leela's Ceremonial Rituals

50

Local artists supported daily



28%

Tea sourced from a carbon-neutral, organic estate





JMGU – Women Empowerment

1.35 Lakh

embroidered jute bags procured locally

Note: Data pertaining to FY25

## ESG – Growing Responsibly



Certified Excellence: IFC EDGE Advanced | IGBC Platinum

Environmental Stewardship

50%

POWERED BY RENEWABLES



Inclusive Culture

22%

PERMANENT
WOMEN TALENT

Towards Net Zero

By 2050

100%

VENDORS COMPLIANT WITH COC AND ABAC POLICIES

Responsible Supply chain





7,000+

CHILDREN IMPACTED THROUGH CSR - EDUCATIONAL INITIATIVE

Heritage & Communities

Note: Data pertaining to FY25

## Our Journey So Far | Key Quarterly KPIs



Particulars	Units	Q1 FY24	Q2 FY24	Q3 FY24	Q4 FY24	Q1 FY25	Q2 FY25	Q3 FY25	Q4 FY25	Q1 FY26
OPERATIONAL ME	TRICS									
Occupancy	%	58.7%	62.0%	69.1%	78.0%	59.7%	64.9%	69.4%	77.6%	63.6%
ADR	₹	16,148	19,027	23,224	24,127	16,698	18,042	25,827	27,918	18,817
RevPAR	₹	9,475	11,790	16,052	18,808	9,975	11,712	17,912	21,678	11,963
RevPAR Premium (vs India Luxury segment)		1.2 x	1.4 x	1.4 x	1.5 x	1.2 x	1.3 x	1.4 x	1.5 x	1.3 x

Note: RevPAR Premium source: CoStar

## Reconciliation to Operational EBITDA



(₹ in Mn)

		,
Q1FY26	Q1FY25	YoY Growth
3,013	2,405	25%
(265)	(123)	
2,748	2,282	
NA	64	
2,748	2,347	17%
1,280	786	63%
42.5%	32.7%	
1,014	728	39%
36.9%	31.0%	
	3,013 (265) 2,748 NA 2,748 1,280 42.5%	3,013 2,405 (265) (123) 2,748 2,282 NA 64 2,748 2,347  1,280 786 42.5% 32.7%

**Note 1**: Effective Q1FY26, retail rental revenue from hotels and other ancillary services has been reclassified from 'Other Income' to 'Revenue from Operations' being incidental to core hospitality activities.

#### Disclaimer



This presentation ("Presentation") prepared by Schloss Bangalore Limited does not constitute or form part of and should not be construed as a prospectus, offering circular or offering memorandum or an offer to sell or issue or the solicitation of an offer to buy or acquire securities of the Company or any of its subsidiaries or affiliates in any jurisdiction or as an inducement to enter into investment activity. This document is given solely for your information and for your use and may not be retained by you nor may this document, or any portion thereof, be shared, copied, reproduced or redistributed to any other person in any manner.

This document has been prepared by the Company based on information available to them and the information contained herein has not been independently verified. None of the Company or any of its affiliates, advisors or representatives shall have any liability whatsoever (in negligence or otherwise) for any loss howsoever arising from any use of this document or its contents or otherwise arising in connection with the document. Furthermore, no person is authorized to give any information or make any representation, which is not contained in, or is inconsistent with, this presentation. Any such extraneous or inconsistent information or representation, if given or made, should not be relied upon as having been authorized by or on behalf of the Company.

This presentation contains forward-looking statements based on the currently held beliefs and assumptions of the management of the Company, which are expressed in good faith and, in their opinion, reasonable. Forward-looking statements involve known and unknown risks, uncertainties and other factors, which may cause the actual results, financial condition, performance, or achievements of the Company or industry results, to differ materially from the results, financial condition, performance or achievements expressed or implied by such forward-looking statements. Actual results may differ materially from these forward-looking statements due to a number of factors, including future changes or developments in the Company's business, its competitive environment, information, technology and political, economic, legal and social conditions in India. Given these risks, uncertainties and other factors, recipients of this document are cautioned not to place undue reliance on these forward-looking statements.

The Company may alter, modify or otherwise change in any manner the contents of this presentation, without obligation to notify any person of such revision or changes.

The Company expects the media to access this Presentation and seek the management's commentaries and opinions thereon. The Company does not take any responsibility for any opinions or reports which may be published or expressed by any media agency (digital or print), without the prior authorization of the Company's authorized personnel.