

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

To Sr. General Manager Listing Department BSE Limited Phiroze Jeejeebhoy Towers Dalal Street Mumbai – 400001 Scrip Code- 544408 ISIN - INE0AQ201015	To 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
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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 www.theleela.com/investors.

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



THE LEELA

PALACES HOTELS RESORTS

— — — — —

**Q1 FY26
EARNINGS RELEASE**

22nd July 2025



The Leela Palace Bengaluru

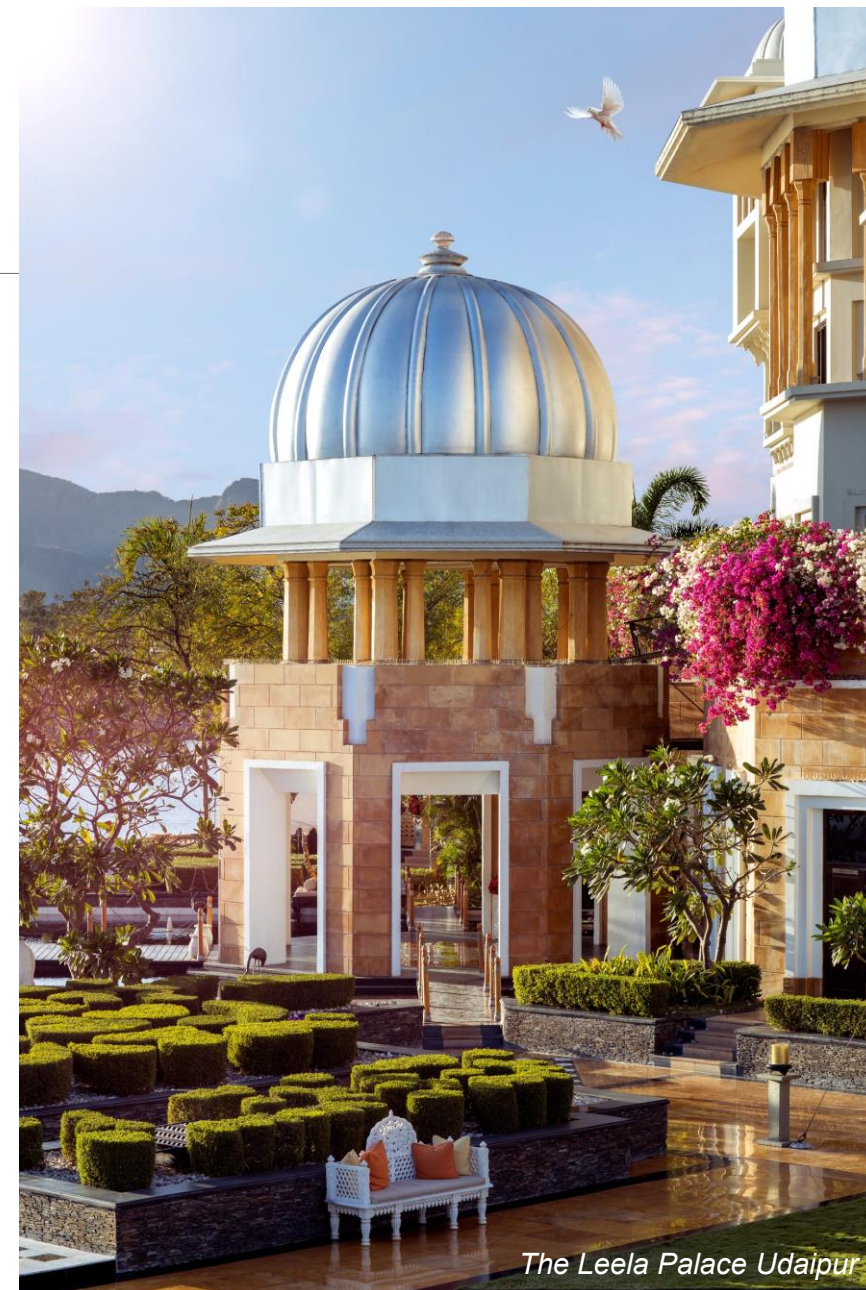
1 | The Leela Value Proposition

2 | Q1 FY26 Highlights

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

3 | Growth Strategy

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The Leela Palace Udaipur

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

49.8%
EBITDA Margin⁽³⁾

Strong Balance Sheet with Significant Embedded Growth

0.3x
Net Debt to LTM EBITDA⁽⁴⁾

(1) RevPAR premium against India luxury segment for the period FY25 (Owned Hotels)

(2) Including pipeline hotels

(3) Data pertaining to consolidated financial statements for the period FY25

(4) 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**

**Featured in
The Gold List ⁽¹⁾**

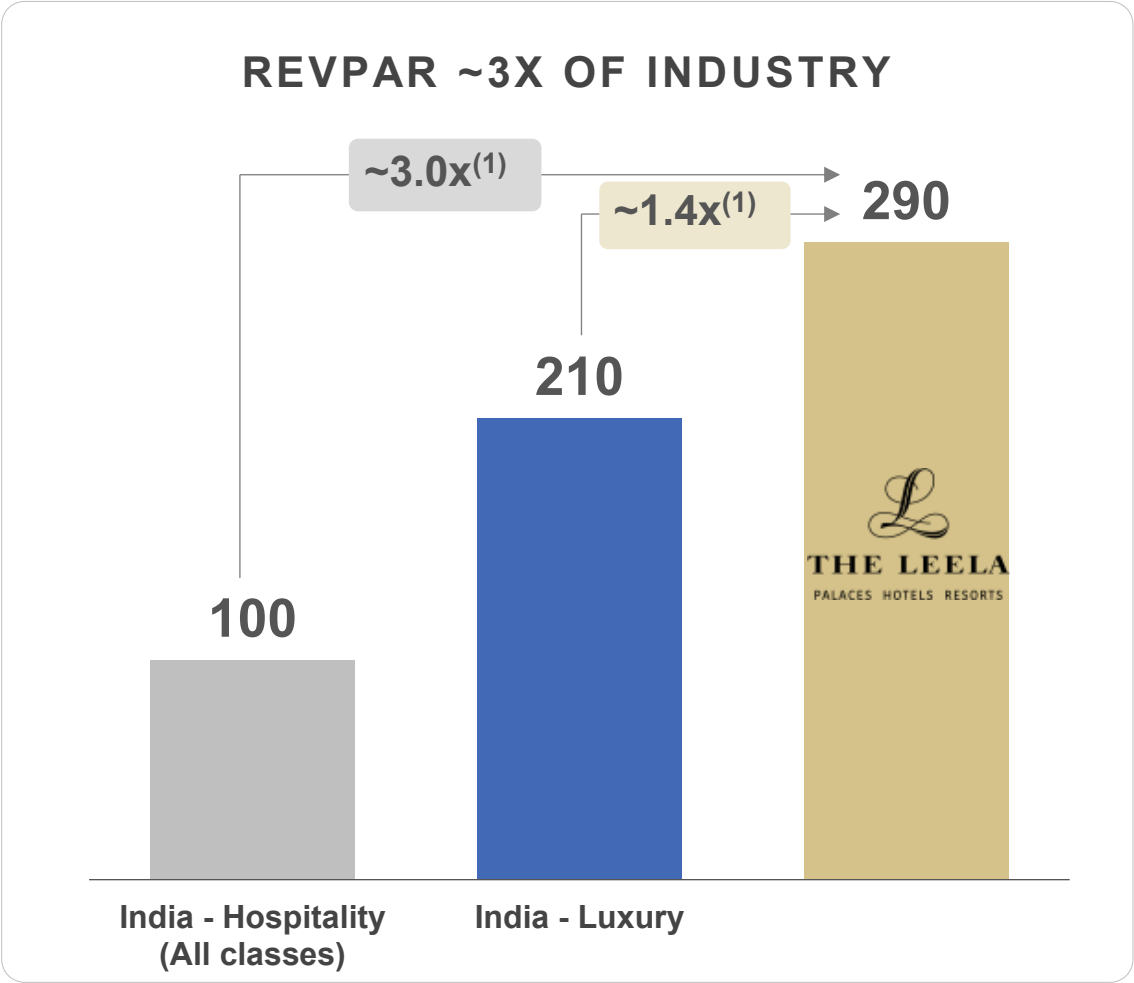
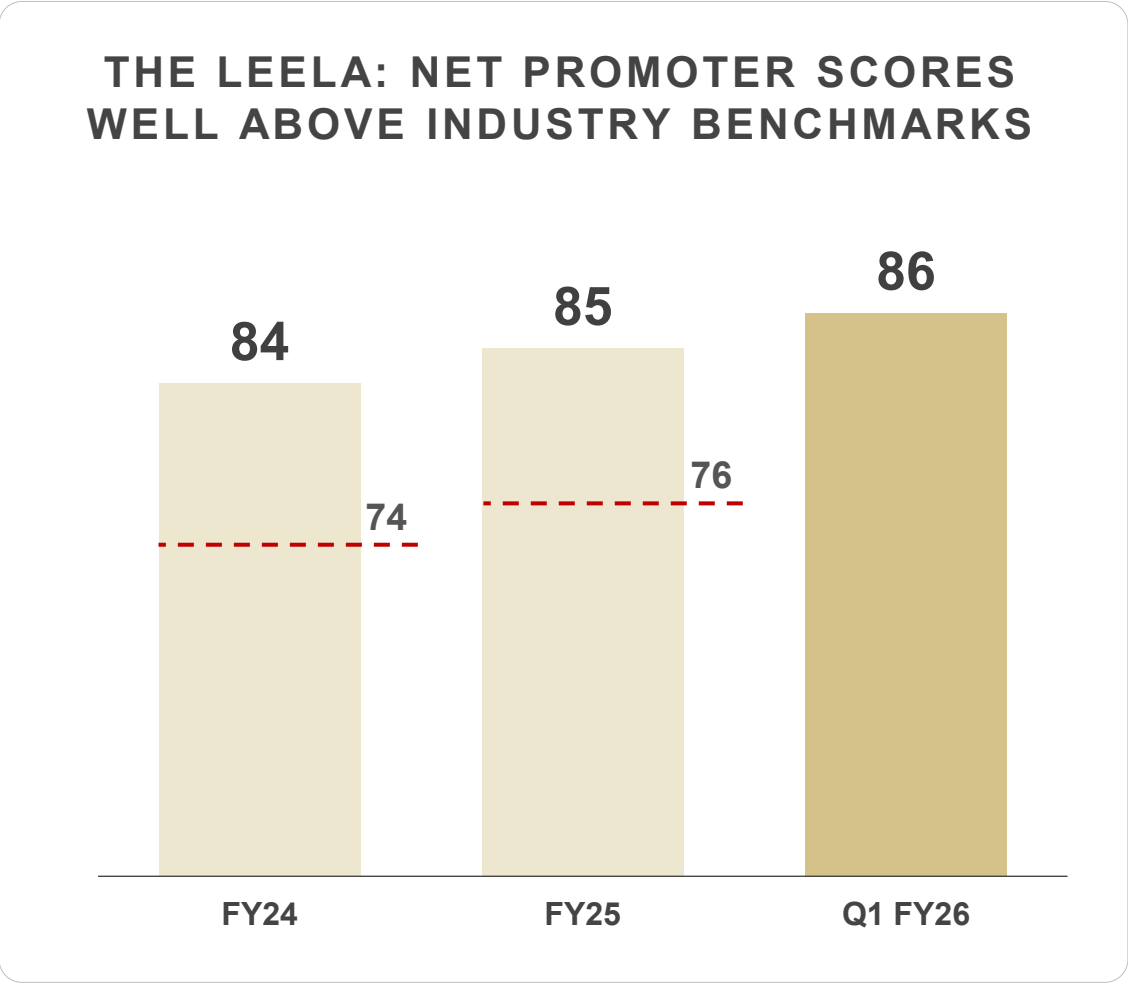


**Condé Nast
Traveler**

2022 | 2023 | 2024 | 2025

**ATITHI DEVO BHAVA
(Guest Is God)**

Brand and Service Excellence Delivering Industry Leading NPS and RevPAR Premiums

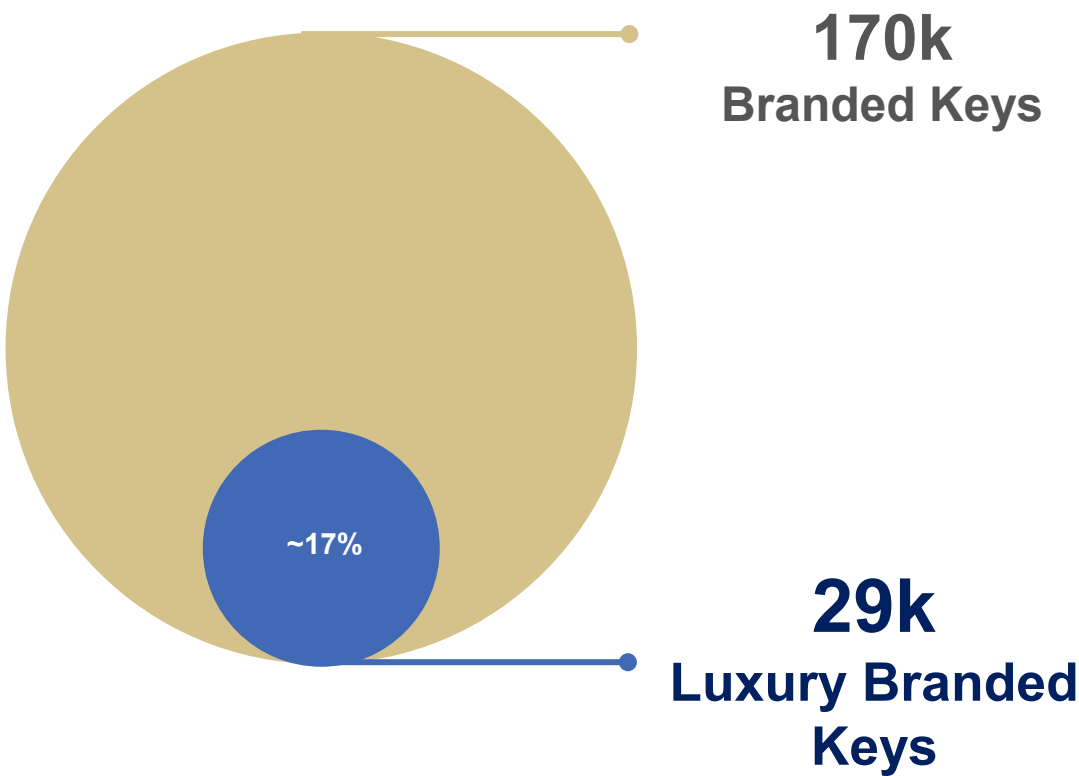


--- Represents Industry Average for Luxury segment ⁽²⁾

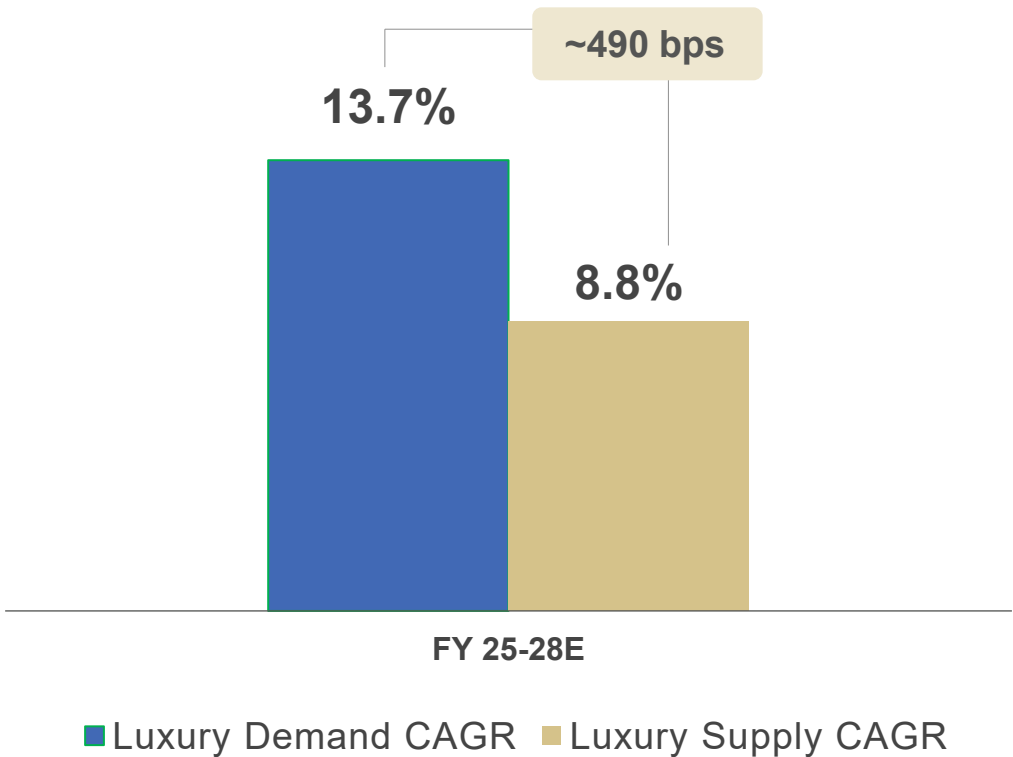
(1) Represents RevPAR index of The Leela for the Owned Portfolio against the India hospitality industry (all classes) and India luxury segment for FY25 (Source: CoStar)
(2) Industry average represents data for CY23 and CY24 for Luxury segment in APAC Region (Source: Revinate Hospitality Benchmark Report 2025)

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

Luxury hospitality segment is significantly underserved ...

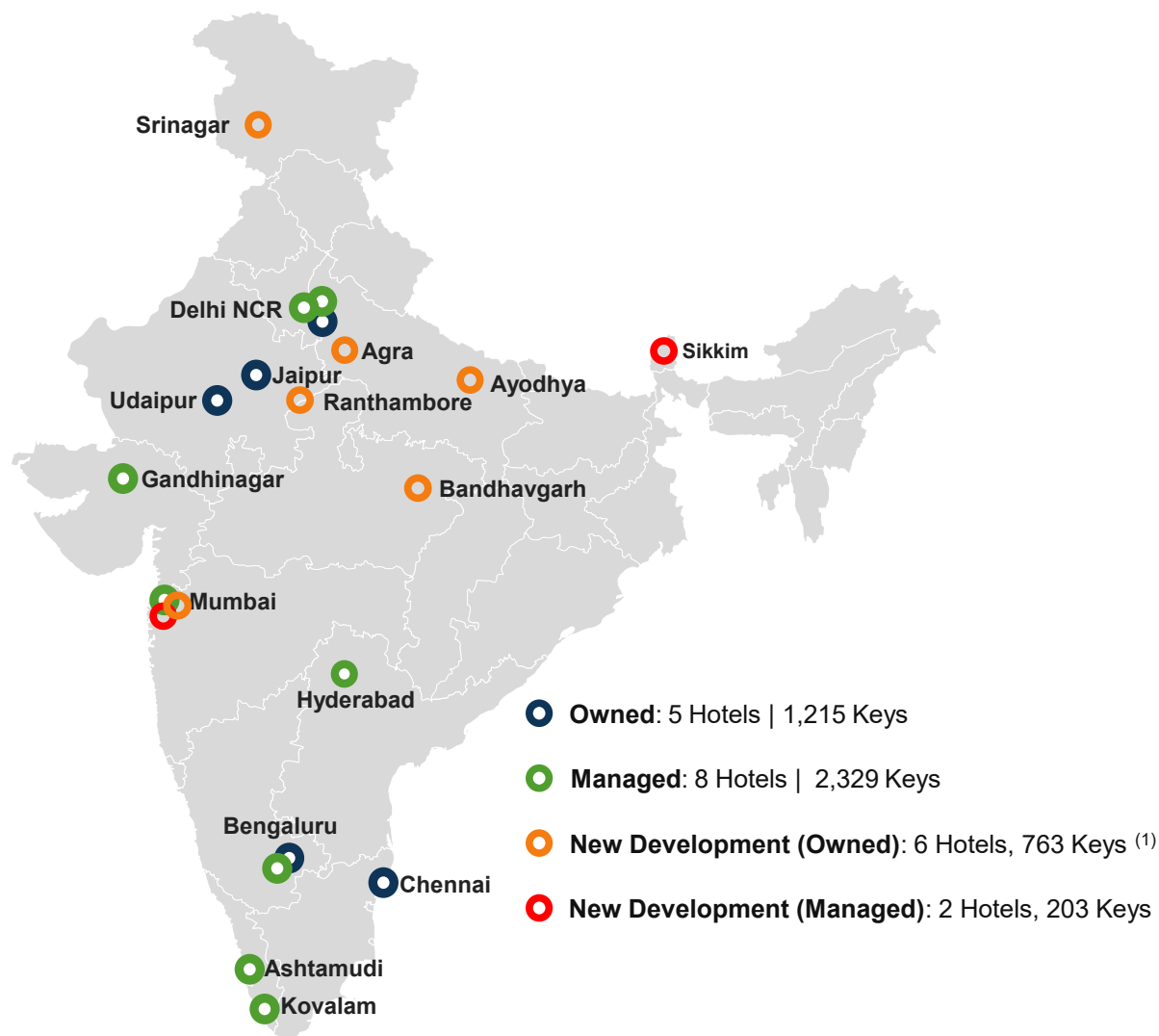


...and the gap is widening



Source: HVS Industry Report
(1) No. of keys are as of March 31, 2024

Iconic Properties in High Barriers to Entry Locations



13 Properties

+8 in Pipeline



3,544 Keys

+966 in Pipeline

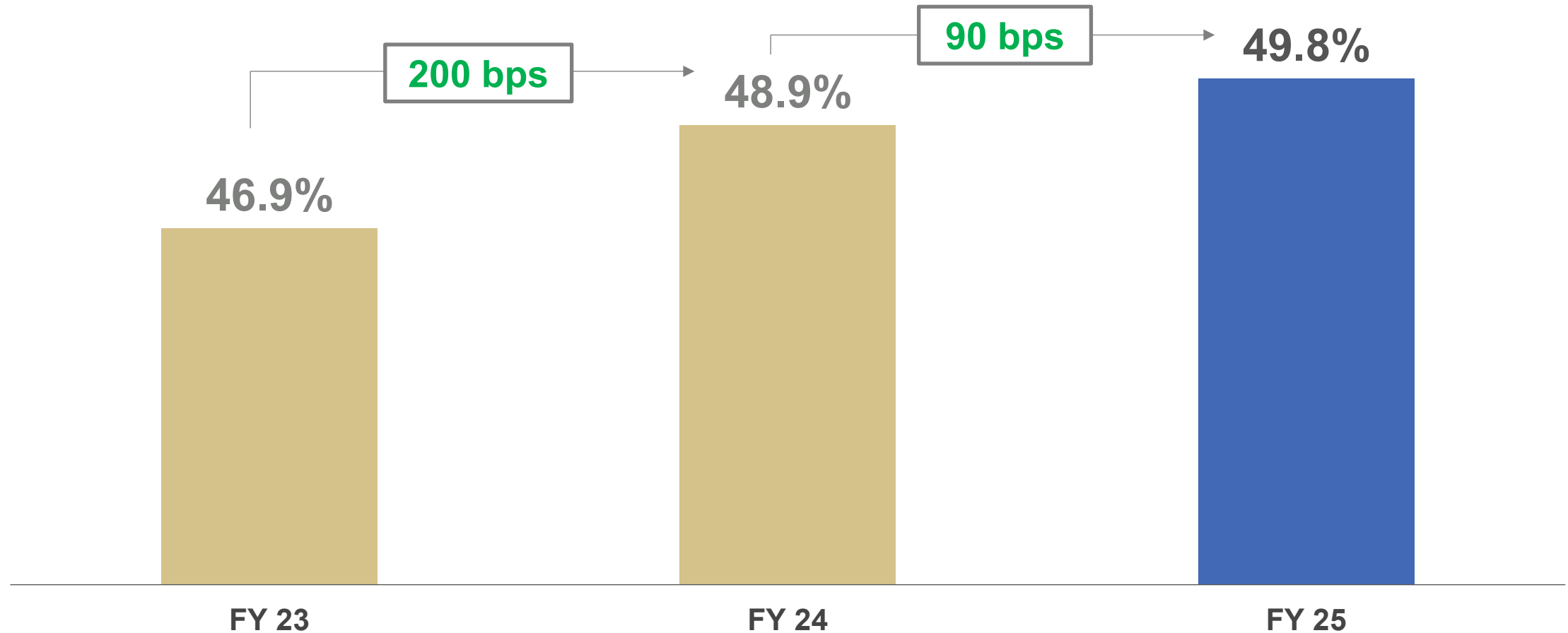


Expansion into high growth segments

- Wildlife
- Wellness
- Heritage
- Spiritual
- Serviced apartments

Superior EBITDA Margins

% of Total Revenue

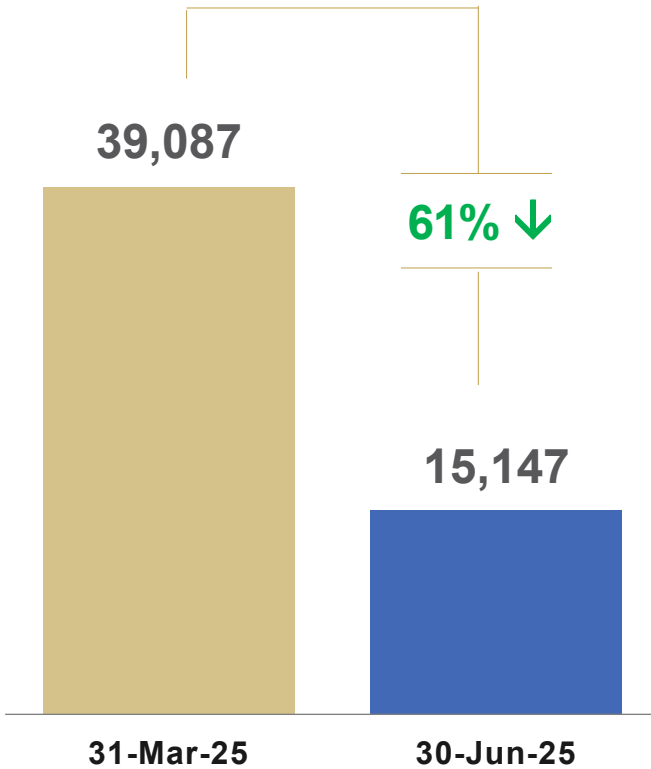


Strong Balance Sheet, Poised for Growth

0.3x Net Debt / LTM EBITDA

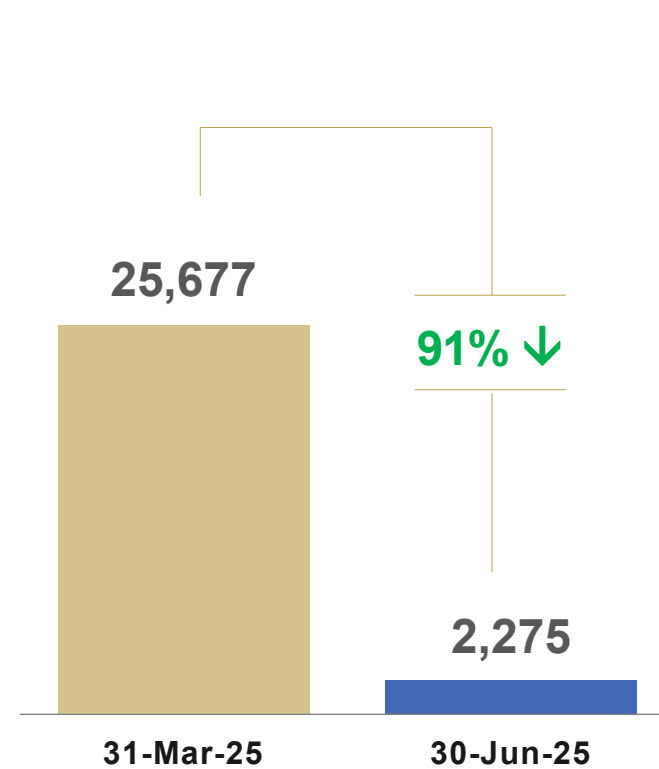
GROSS DEBT

(₹ in Mn)



NET DEBT⁽²⁾

(₹ in Mn)



Post IPO Credit Rating

A⁺ (Positive) → **AA (Stable)**

Post IPO Net Debt/ LTM EBITDA⁽¹⁾

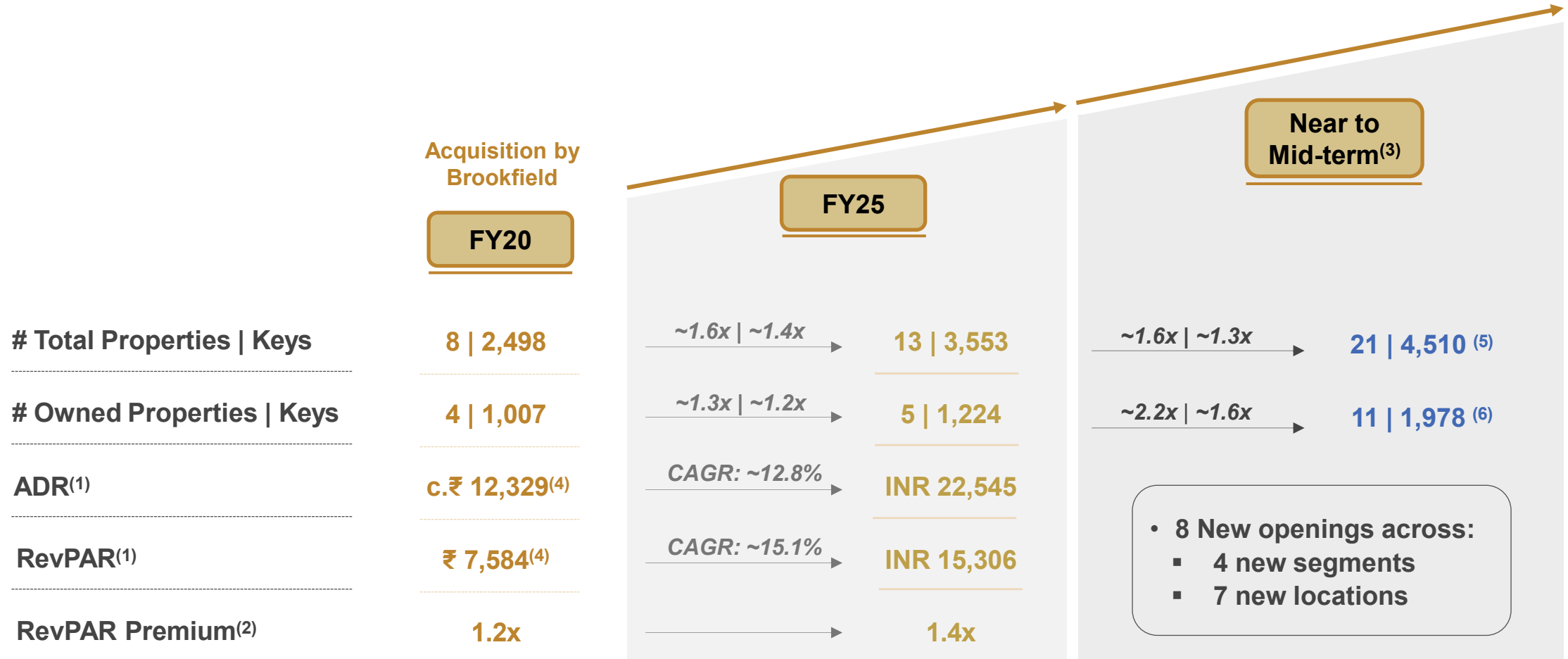
3.7x → **0.3x**

(1) 3.7x Net debt / LTM EBITDA is as of Mar 25 ; 0.3x is as of Jun 25

(2) Cash and Bank Balance as on Jun 30, 2025 of Rs.12,869 Mn

Significant Embedded Growth Ahead

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



Note:

(1) ADR and RevPAR for owned hotels

(2) RevPAR for owned hotels relative to RevPAR for India luxury segment (Source: CoStar)

(3) By FY2027-28.

(4) Basis Management information

(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

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 long-term 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

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The Leela Palace Udaipur

Q1 FY26 Financial Highlights

Best-ever Q1 performance

Total Revenue: ₹3,013 Mn

+25%
Increase⁽¹⁾

EBITDA: ₹1,280 Mn

+63%
Increase⁽¹⁾

EBITDA Margin: 42.5%

+980bps
Increase⁽¹⁾

PAT Positive: ₹87 Mn ⁽²⁾

+837 Mn
Increase⁽¹⁾

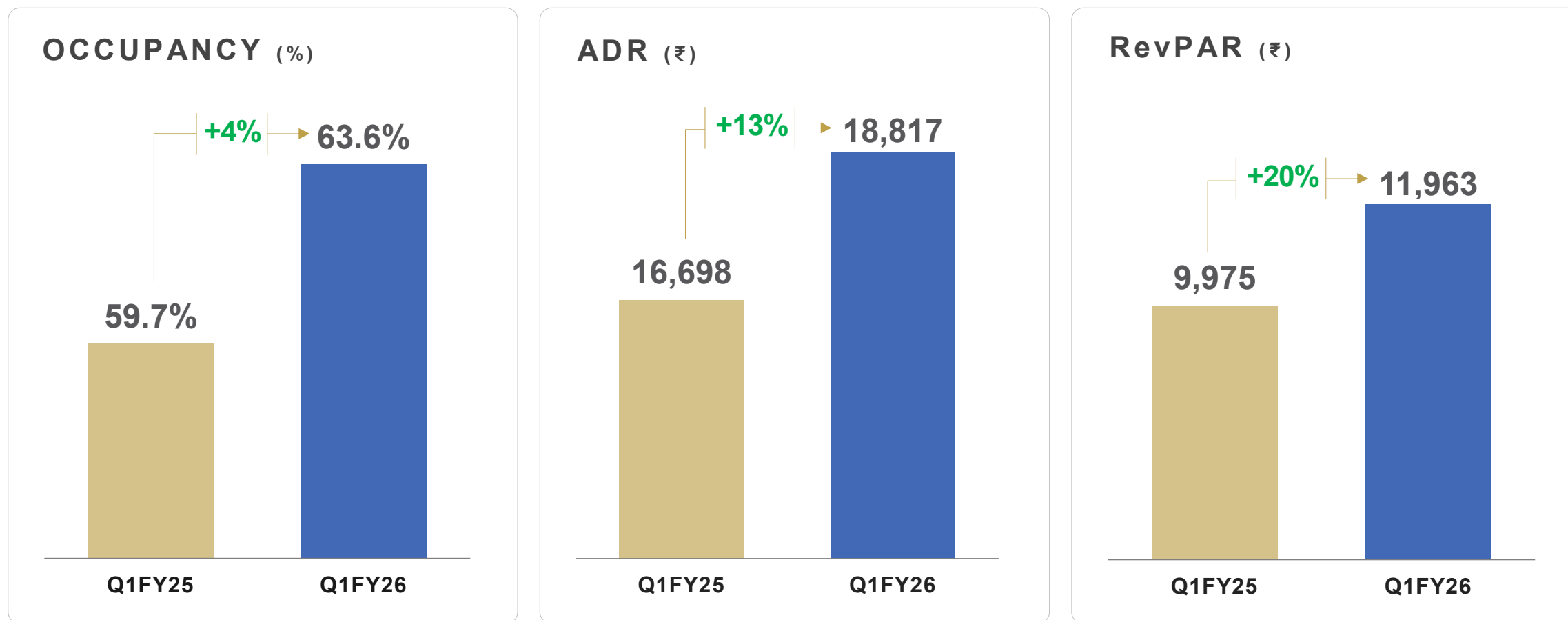
Data pertaining to consolidated financial statements

(1) Increase represents YoY growth as compared to Q1 FY25;

(2) 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

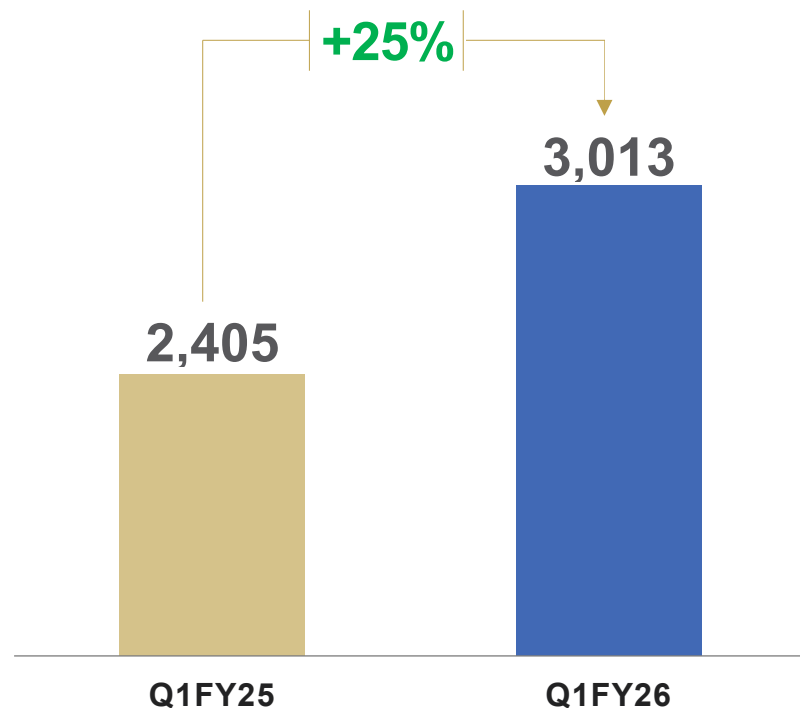
+4% increase in Occupancy and 13% Growth in ADR



Margin Expansion through Operating Leverage

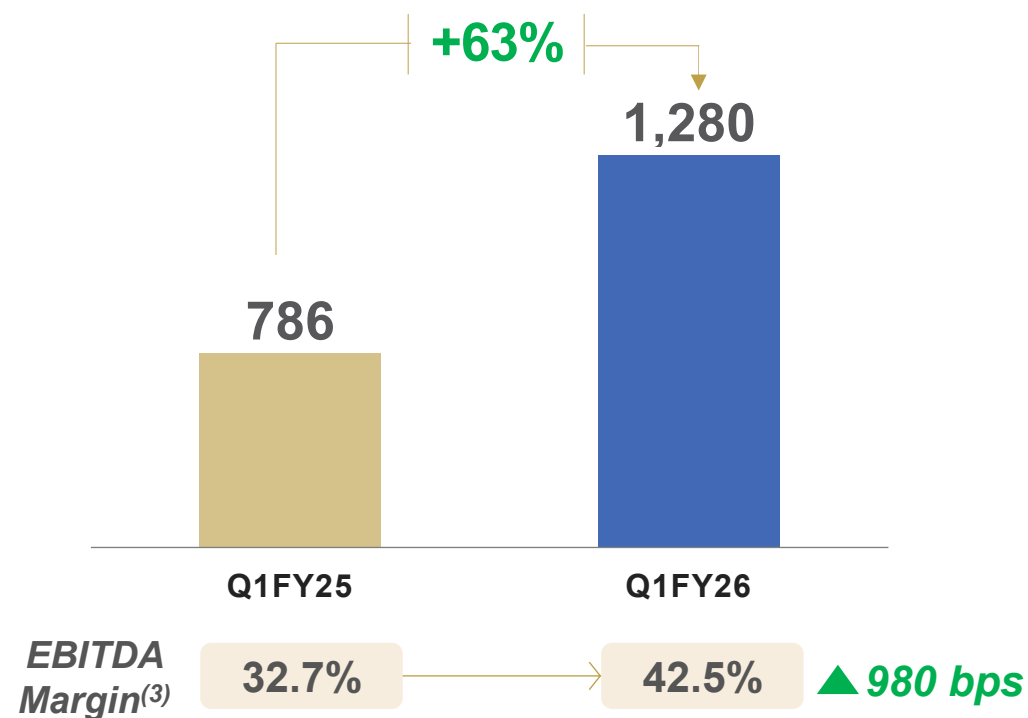
TOTAL REVENUE⁽¹⁾

(₹ in Mn)



EBITDA⁽²⁾

(₹ in Mn)



Data pertaining to consolidated financial statements

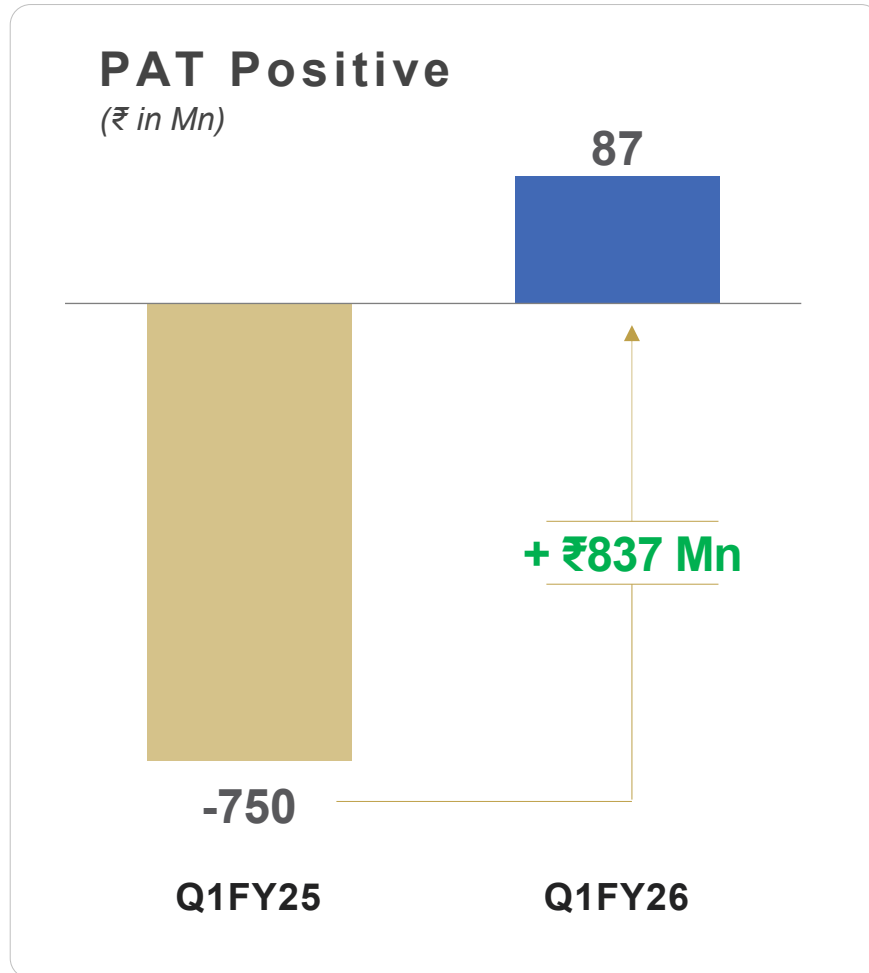
(1) Total Revenue excluding treasury income and government grants for the period Q1 FY26 is ₹2,748 Mn vis-à-vis ₹2,347 Mn for Q1 FY25 (Growth of 17%)

(2) 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%)

(3) 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

Absolute
RevPAR
Growth YoY

▲ 15%

▲ 16%

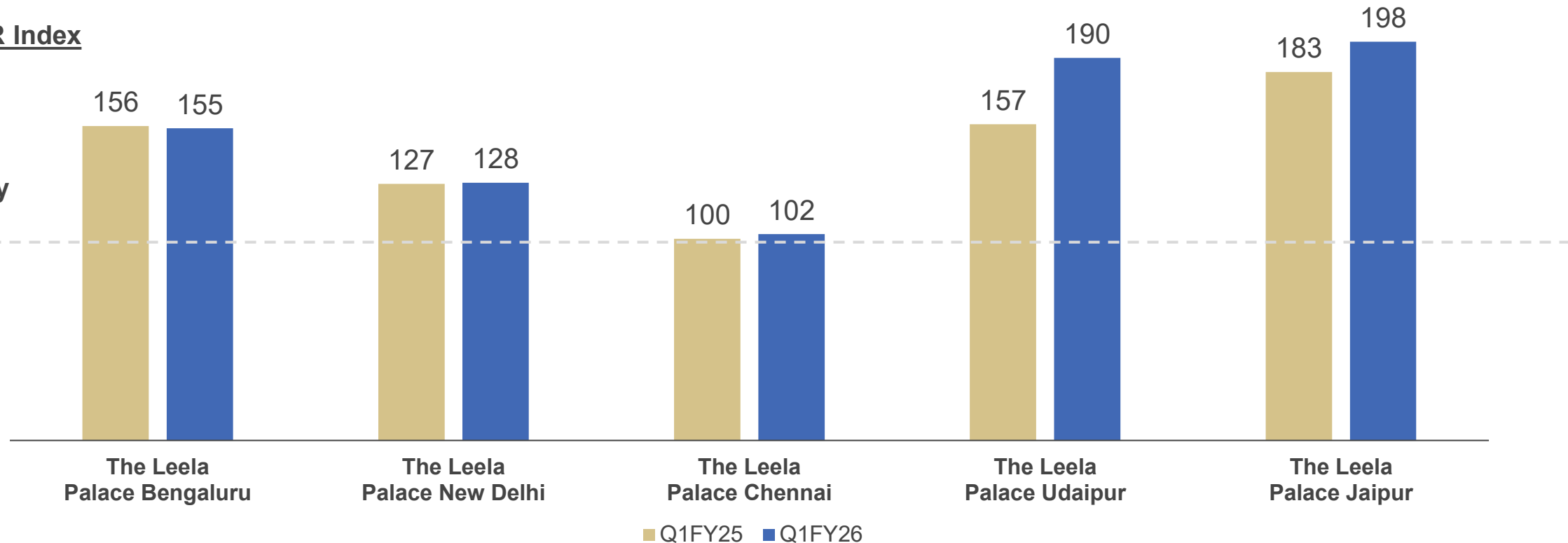
▲ 15%

▲ 29%

▲ 42%

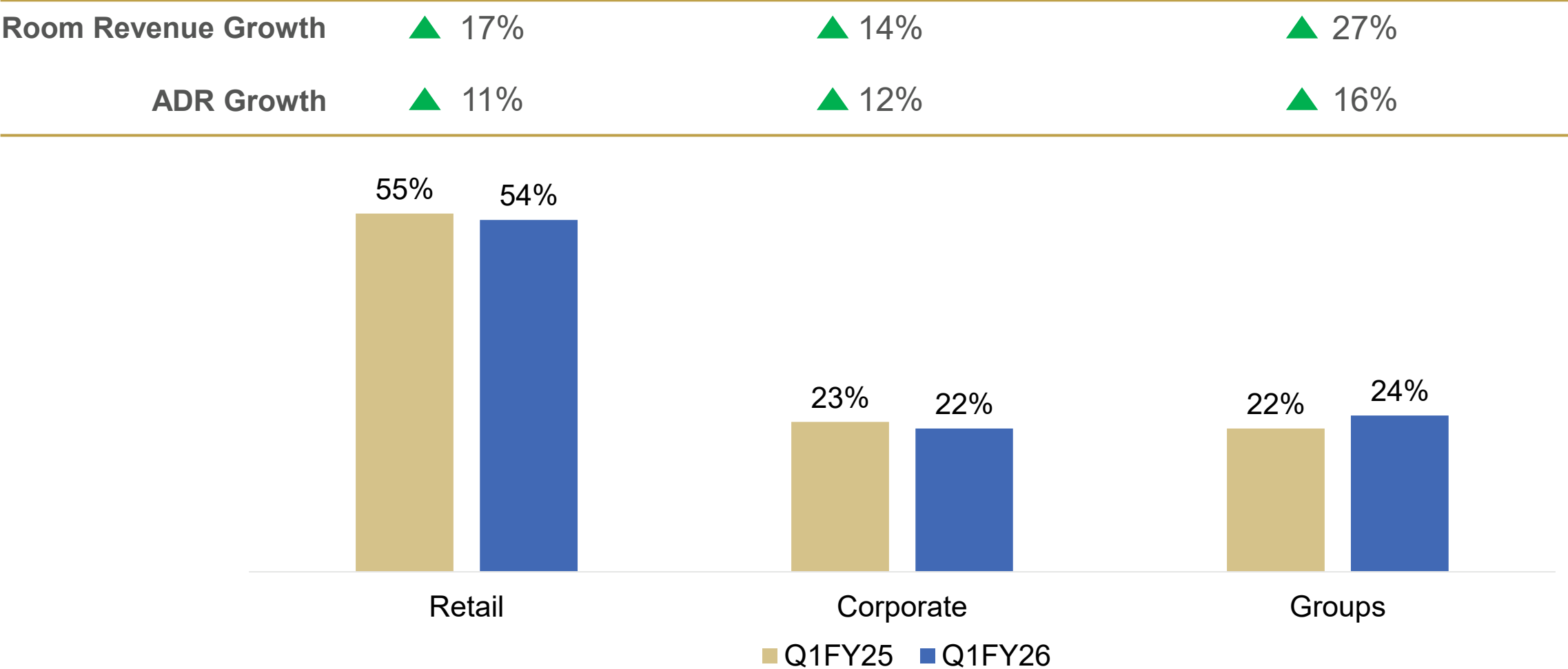
RevPAR Index

Industry
Index



Revenue Growth in Double Digits Across Segments

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



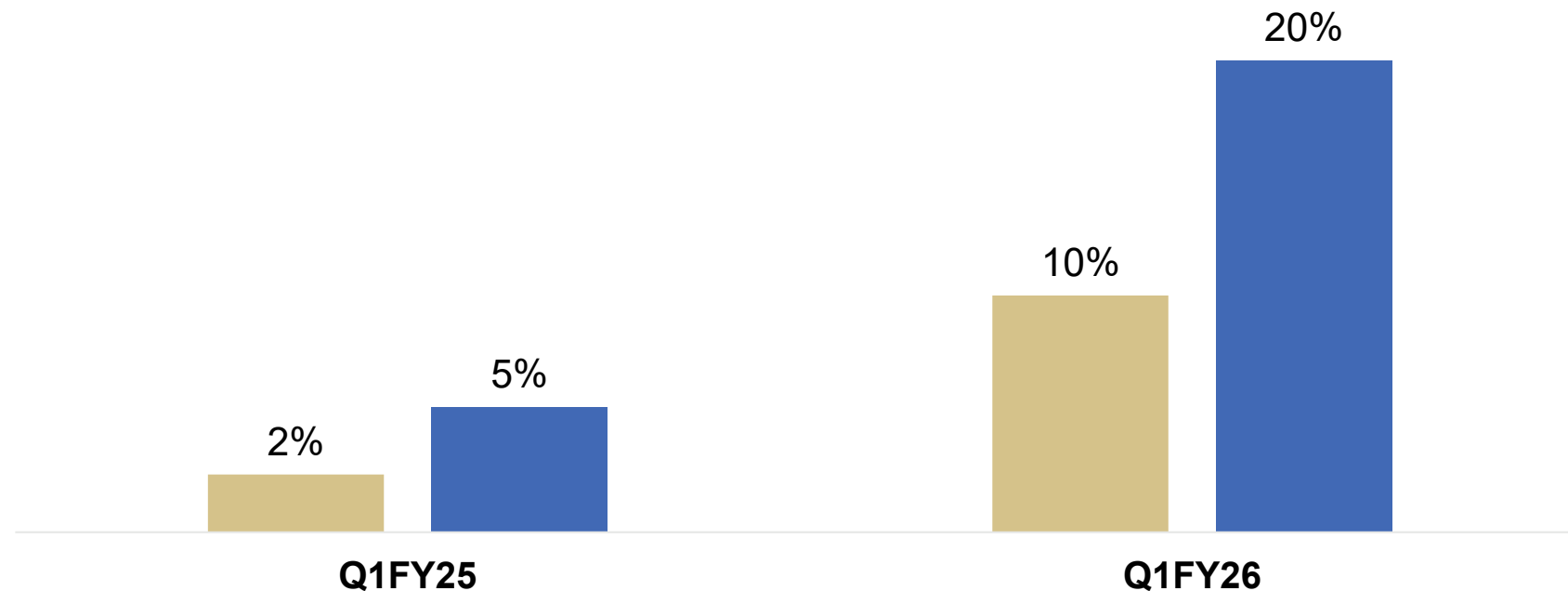
Note: Details pertaining to Owned Hotels

Consistent Above-Industry RevPAR Growth

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

YOY RevPAR Growth

■ India - Luxury Segment



RevPAR Index

Against India luxury segment

1.20x

1.32x

RevPAR Index

Against All India – All classes

2.34x

2.55x

Operating Revenue Growth Across Verticals

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

(₹ in Mn)

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 ⁽³⁾	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:

- Increase in market share by 11pp⁽²⁾
- 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

(1) Includes manpower revenue and revenue from other allied services

(2) Increase in market share compared to India Luxury Segment

(3) 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 ⁽²⁾	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

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

(2) 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

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The Leela Palace New Delhi

Unveiling Our New Website, A Digital Reflection of True Luxury

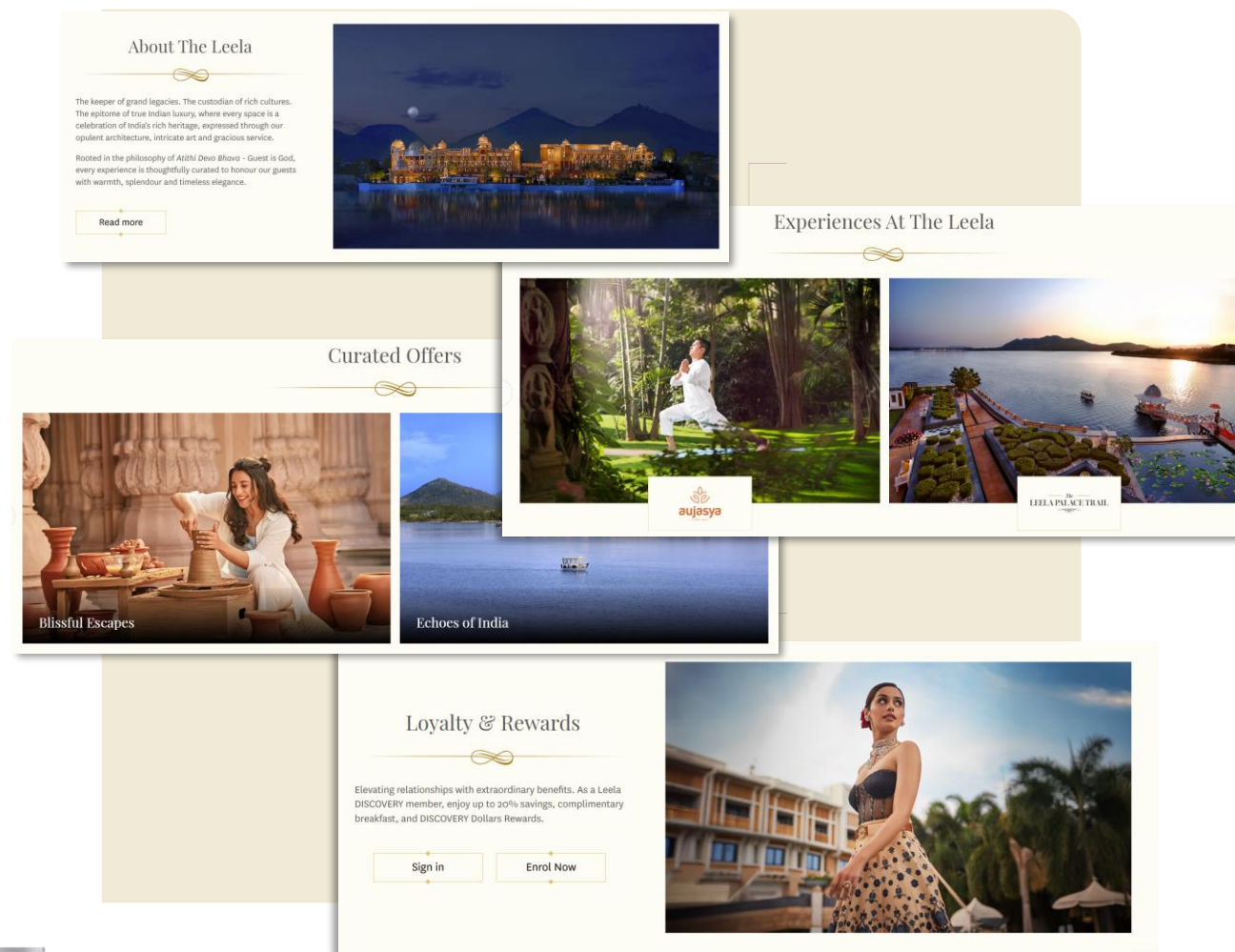
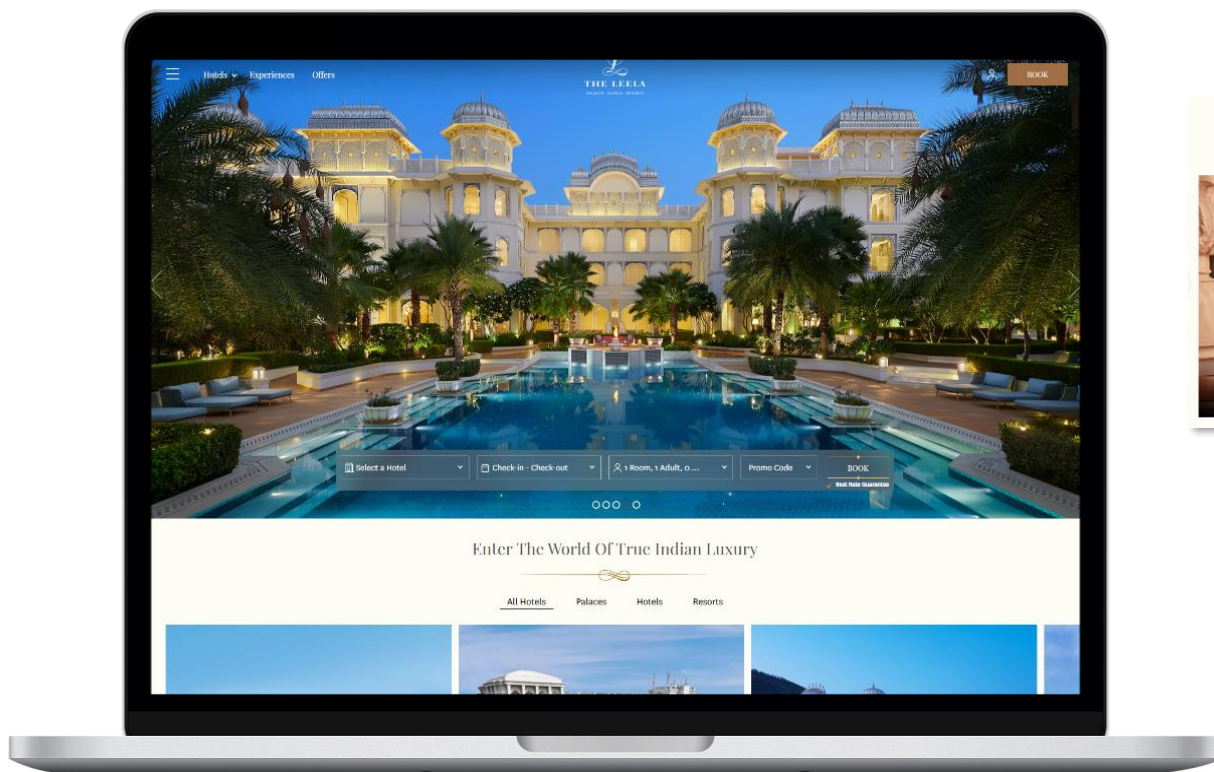
Redesigned to reflect our commitment to excellence

+80%

VOLUME⁽¹⁾

+72%

REVENUE⁽¹⁾



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



Actual Image



Actual Image



Actual Image



Actual Image



Actual Image

1 | The Leela Value Proposition

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|▶ Operational highlights

|▶ **Growth Highlights**

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The Leela Palace Chennai

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.

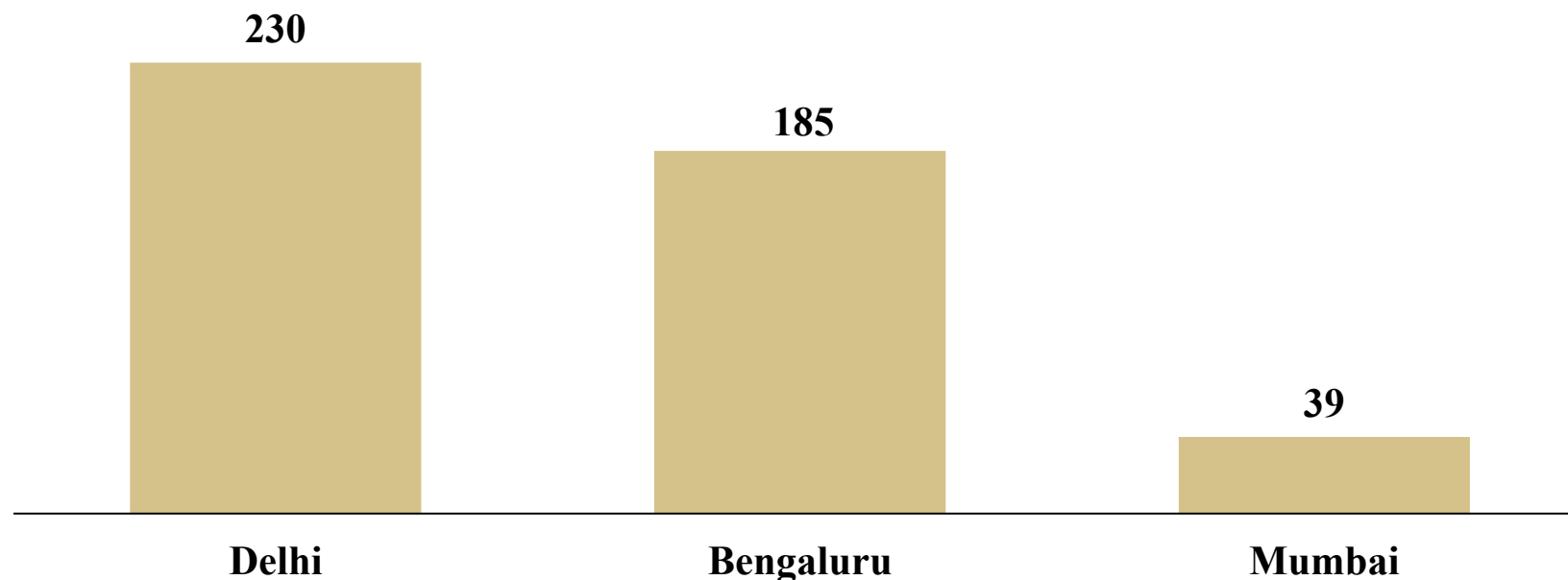
Mumbai BKC has Huge Untapped Demand for Hospitality

**No new hotel
supply in Mumbai
BKC since 2011**

**Only 738 keys
operational**

MUMBAI BKC: LOWER KEY COUNT PER MSF OFFICE SPACE VIS-À-VIS BUSINESS DISTRICTS OF OTHER METRO CITIES

(Keys per MSF, 2025E)



The Leela Palace Udaipur Expansion

Completed Strategic Acquisition of
c.1.8 Acres Adjacent to Existing Hotel



+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

THE LEELA HYDERABAD



156
PREMIER ROOMS

6
F&B OUTLETS

7,300+ Sq. ft.
MICE AREA

18,400+ Sq. ft.
SPA & WELLNESS

Confidently Poised for Mid- High Teens Growth in FY26



FY26

**Mid-High
Teens
Growth in
EBITDA**

1 | The Leela Value Proposition

2 | Q1FY26 Highlights

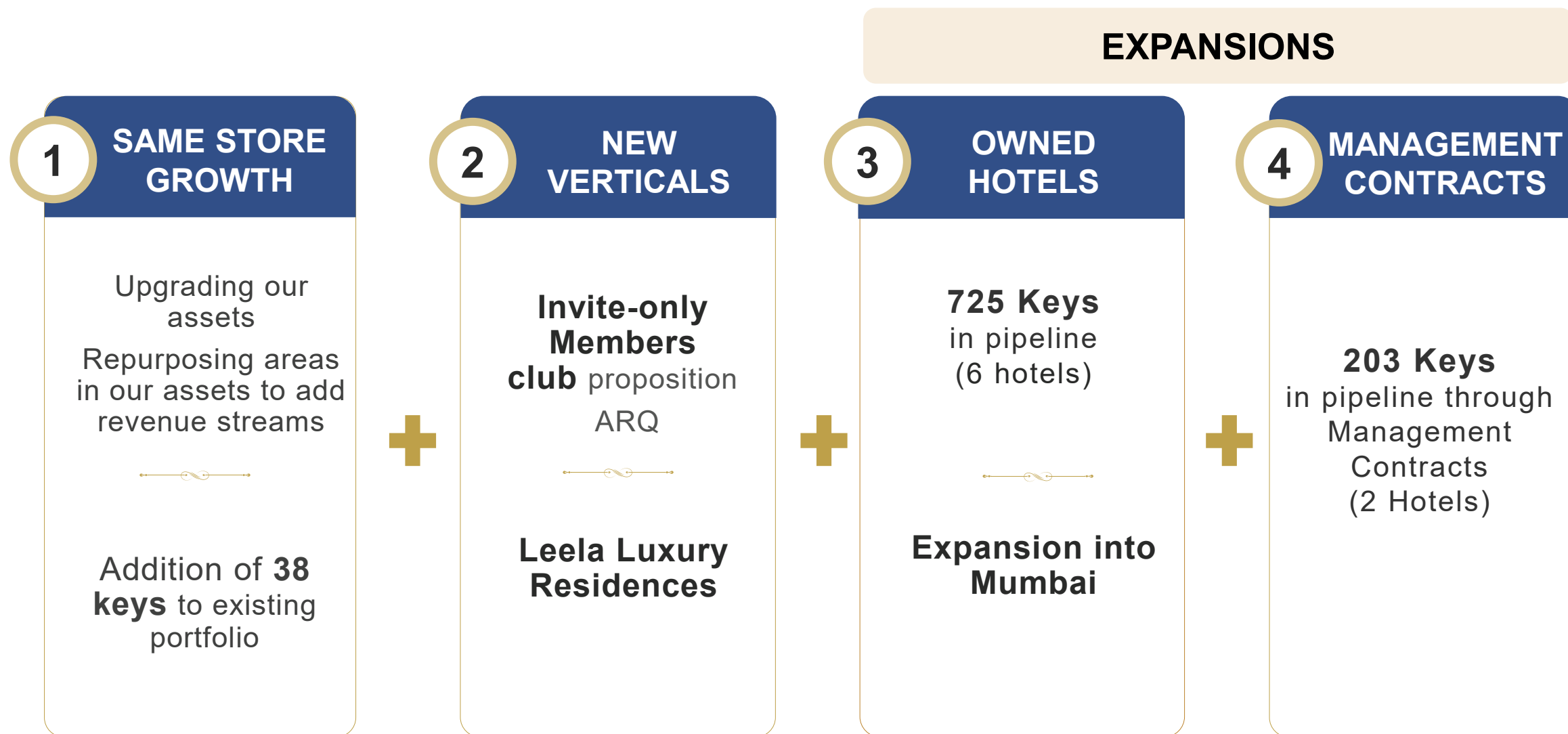
- ▶ Financial Highlights
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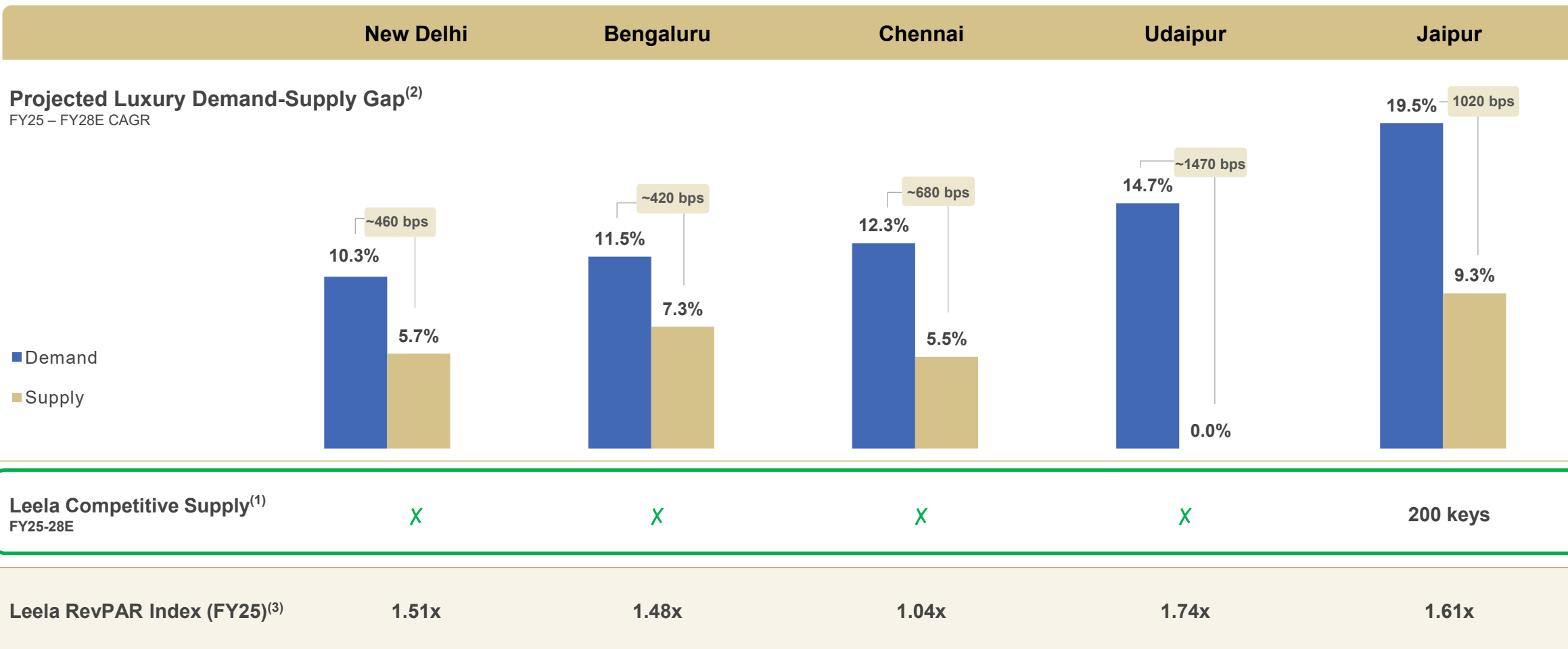


Strong Embedded Growth on the back of Four Pillars



1 Attractive Fundamentals Supporting Same-Store Growth

Located in markets with attractive demand and supply fundamentals



(1) Refers to comparable luxury supply within the micro-market

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

(3) Source: CoStar

1 Strategic Asset Enhancement Drives Higher Growth

ASSET ENHANCEMENT STRATEGY

CITY HOTELS → PREMIUMIZE, EXPAND REVENUE STREAMS

- ▶ New Banquet Space (Conservatory) (Q3 FY26)
- ▶ Upgrade F&B Outlet (Le Cirque) (Q2 FY26)
- ▶ ARQ Club Launch (Q4 FY26)

**The Leela
Palace Delhi**

- ▶ New F&B Outlet (Q4 FY26)
- ▶ World Class Spa (Q4 FY26)
- ▶ ARQ Club Launch (Q3 FY26)
- ▶ Revamped Retail Space (Q2 FY26)

**The Leela
Palace Bengaluru**

RESORT HOTELS → ATTRACT LUXURY FAMILY TRAVELLERS, FIT

- ▶ New Plunge Pool Villas – 5 keys (Q4 FY26)
- ▶ Addition of 33 Keys, F&B Outlet and a 10k Sq. ft. Ballroom (Q1FY28)

**The Leela
Palace Udaipur**

- ▶ Launch of Royal club lounge, Kids club, Gym, Spa, Wellness center and a Specialty F&B outlet (Q4 FY26)
- ▶ Upgradation of existing villas to cater to multi-generational travel (Q4 FY26)

**The Leela
Palace Jaipur**

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



Render Image

CHENNAI
(Q4FY26)



Render Image



Render Image

NEW DELHI
(Q4FY26)



Render Image



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MUMBAI

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

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**
- ❖ **c.₹70 Mn+ in stabilized management fees⁽¹⁾**
- ❖ **Strong potential for expansion** into other locations and urban metros such as Pune, Bengaluru, and NCR

3 Strong Pipeline of Owned Hotels

Expanding into high-growth segments of heritage and hill station

THE LEELA PALACE AGRA



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

THE LEELA SRINAGAR



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

(1) Capex attributable to The Leela's stake

(2) Excluding land cost of ₹1,150 mn

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 ⁽¹⁾

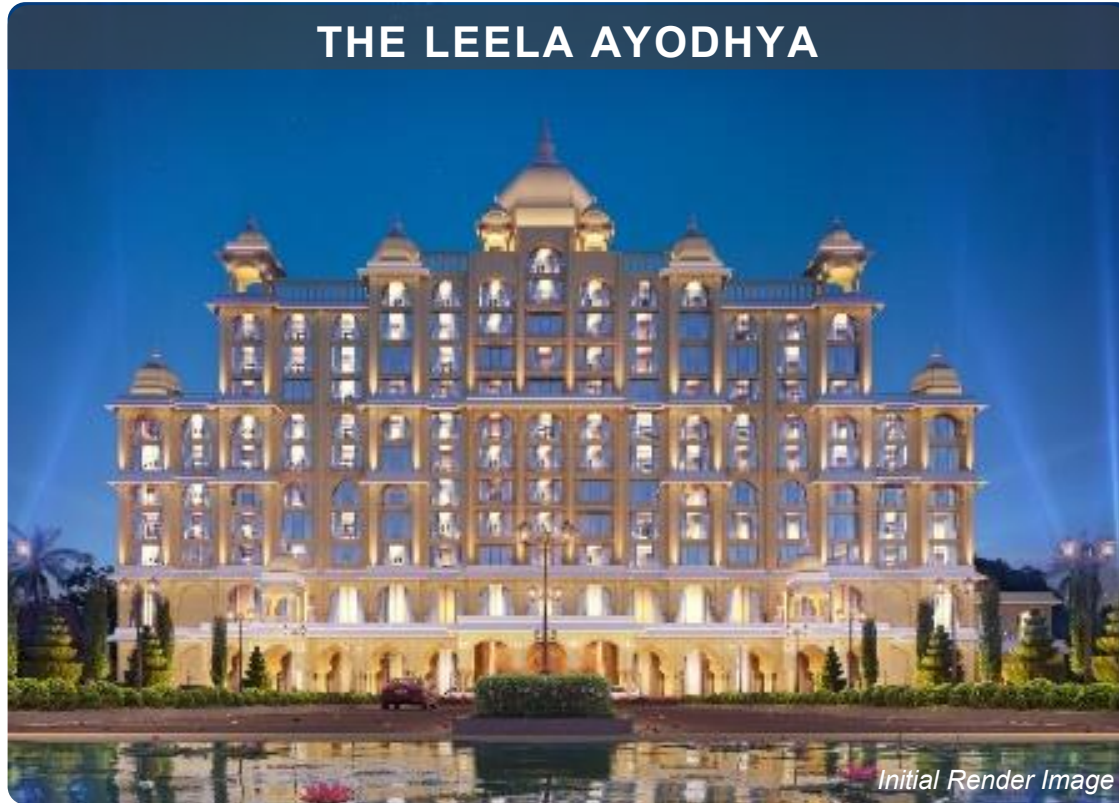


# OF KEYS	76	STAKE	51%
EXP. LAUNCH	FY 2028	CAPEX	₹1,280 Mn ⁽¹⁾

(1) Capex attributable to The Leela's stake

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

Expanding our leisure footprint in key spiritual destination



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

Exploring International Expansion Opportunities

# OF KEYS	100	STAKE	76%
EXP. LAUNCH	FY 2028	CAPEX	₹2,997 Mn ⁽¹⁾

(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



OF KEYS 140

EXP. LAUNCH FY2027

Vision FY30

Targeting over
₹20,000 Mn
EBITDA by FY30,
driven by the four
pillars of growth

1

SAME STORE GROWTH

2

NEW VERTICALS

3

OWNED HOTELS

4

MANAGEMENT CONTRACTS

EXPANSION

“Atithi Devo Bhava (Guest is God)”



THE LEELA
PALACES HOTELS RESORTS

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The Leela Kovalam, A Raviz Hotel

ESG – Strategic Initiatives

Creating Shared Value with Purpose Partnerships

Leela Ke Phool

3.1 MT
of floral waste
upcycled



Jalinga Tea

28%
Tea sourced from a
carbon-neutral,
organic estate



Leela's Ceremonial Rituals

50
Local artists
supported daily



JMGU – Women Empowerment

1.35 Lakh
embroidered jute
bags procured locally



ESG – Growing Responsibly

Certified Excellence: IFC EDGE Advanced | IGBC Platinum



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 METRICS										
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

Reconciliation to Operational EBITDA

(₹ in Mn)

PARTICULARS	Q1FY26	Q1FY25	YoY Growth
Reported Total Revenue (A)	3,013	2,405	25%
Less: Other Income	(265)	(123)	
Reported Revenue from Operations (B)	2,748	2,282	
Adj: Rental and other operating revenue (Note 1)	NA	64	
Adjusted Operating Revenue (C)	2,748	2,347	17%
Reported EBITDA (D)	1,280	786	63%
EBITDA Margin (D) / (A)	42.5%	32.7%	
Adjusted Operating EBITDA (E)	1,014	728	39%
Adjusted Operating EBITDA Margin (E) / (C)	36.9%	31.0%	

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.

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