

EIH Limited

A MEMBER OF THE OBEROI GROUP

CIN:L55101WB1949PLC017981

CORPORATE OFFICE: 7 SHAM NATH MARG, DELHI -110054, INDIA / TELEPHONE: +91-11-23890505/ WEBSITE: WWW.EIHLTD.COM

email: isdho@oberoigroup.com

06th November 2023

The National Stock Exchange of India Limited Exchange Plaza, 5 th Floor Plot No..C/1, G Block Bandra Kurla Complex Bandra(E) Mumbai – 400 051. Code: EIHOTEL	The BSE Limited Corporate Relationship Dept. 1 st Floor, New Trading Ring Rotunda Building Phiroze Jeejeebhoy Towers Dalal Street, Fort Mumbai-400001 Code:500840
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SUB: SUBMISSION OF PRESENTATION TO INVESTORS / ANALYSTS

Dear Sir / Madam,

Pursuant to Regulation 30(6) of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 (Listing Regulations), please find enclosed the copy of the presentation to investors/analysts in respect of the Unaudited Financial Results (Standalone and Consolidated) of the Company for the quarter and six months ended 30th September 2023 declared on 3rd November 2023.

The above may please be taken on record.

Thanking you,

Yours faithfully
For **EIH Limited**

Lalit Kumar Sharma
Company Secretary

EIH Limited

Earnings Call: Q₂FY24



Global Economy In a Complex Landscape

- Rising Interest rates
- Monetary policy tightening
- Financial Sector Turmoil
- Supply Chain disruptions
- Elevated inflation
- Rising Crude Oil Prices
- Russia Ukraine Conflict
- Israel-Palestine Middle East Crisis



Indian Economy In 'Goldilocks Zone'

- 5th largest economy by nominal GDP
- 3rd largest by Purchasing Power Parity
- Poised to be the 3rd largest economy by FY28.
- GDP expected to grow 6.5% - 7% over next 3 years.

- Pre pandemic levels in consumption and investments surpassed on the back of:
 - Private and Public investments
 - Streamlined tax systems
 - Bolstered Digital infrastructure
 - Export Boosts
 - Infrastructure Development
 - "Atmanirbhar Bharat"

- Demographic advantages
 - World's most populous country
 - Expanding share of working age population
 - Lower old age dependency ratio



Indian Tourism and Hospitality Industry very well poised

Contribution to GDP

2022 - 5.9% (Rs. 15.7 lakh crore) [2019 - 7% (Rs. 17 lakh crore)]

Employment

FY23: 37 million [FY20: 40 million]

As per WTTC, Industry is expected to grow 8.4% in the coming decade generating incremental 19.4 million jobs

World Economic Forum's Travel & Tourism Development Index

India rank on top in South Asia and 54th globally

Improved Infrastructure and connectivity through UDAAN

Number of airports from 148 (FY23) to over 200 by FY30.

Impetus of Govt to achieve 2 objectives

- Tourism policy aims to design India as:
 - One of top 5 global tourist destination by FY30
 - USD 1 trillion tourism economy with over 100 million international visitors by FY47.
- Surge in development of large convention centres to compete with Global destinations

Operational Trends

FY23 (FY20)	Occupancy	ARR (Rs.)	RevPAR
5 STAR DELUX	67.5% (66.5%) +1.0 pp	12,923 (10,679) +21%	8,723 (7,103) +23%
5 STAR	67.1% (67.2%) -0.1 pp	7,275 (6,451) +13%	4,882 (4,334) +13%
Overall	66.1% (66.1%) [-]	6,869 (6,104) +13%	4,540 (4,033) +13%

Future Supply

FY23	FY23	New	FY28
Overall	165,712	55,060 +33%	220,772

Only one third of additional supply will be under Luxury and Upscale categories

EIH RevPAR Y-o-Y Growth Accelerating Faster than Industry

INDUSTRY - September

Y-o-Y	Current Year	vs. Pre - Pandemic	vs. Last Year
ADR	Rs 7,000 – Rs 7,200	⬆️ 27-29%	⬆️ 17-19%
Occupancy	60%-62%	⬇️ 3-5 pp	⬇️ 1-3 pp
RevPAR	Rs 4,200 – Rs 4,464	⬆️ 19-21%	⬆️ 15-17%

RevPAR Index (Sep)

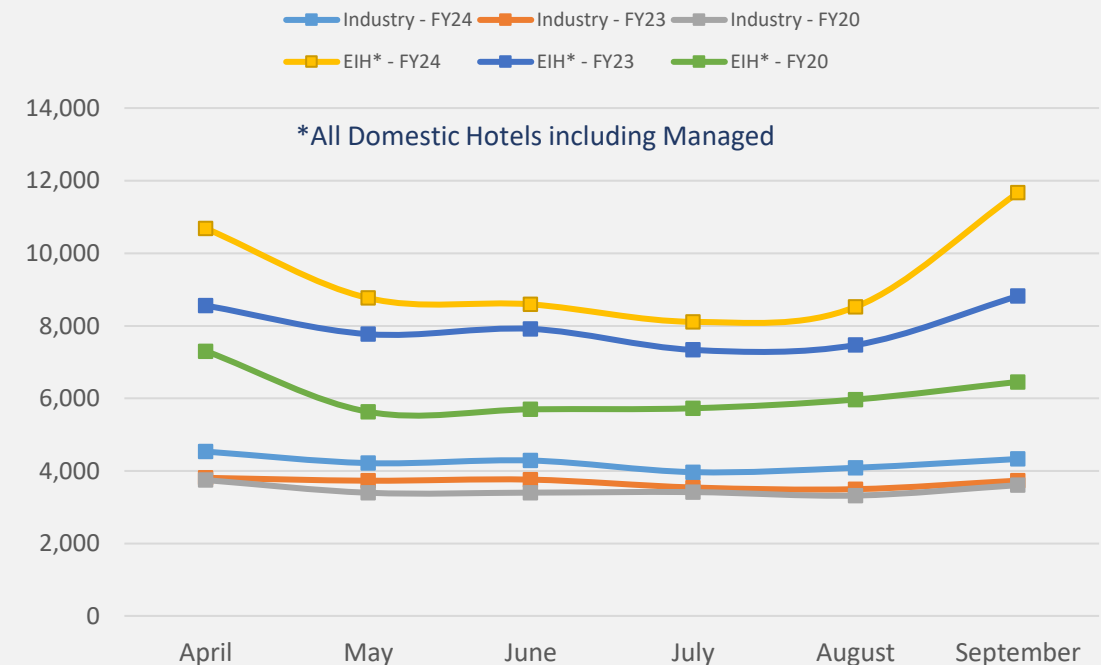
FY24 – 2.61 | FY20 – 1.99
[Owned Hotels]

FY24 – 2.74 | FY20 – 1.79
[Domestic Hotels (including managed)]

EIH Domestic Hotels (including managed)

Y-o-Y	Current Year	vs. Pre-Pandemic	vs. Last Year
ADR	Rs 16,509	⬆️ 45%	⬆️ 23%
Occupancy	72%	⬆️ 2 pp	⬆️ 2 pp
RevPAR	Rs 11,865	⬆️ 48%	⬆️ 20%

Source: HVS Anarock Report (October 2023)



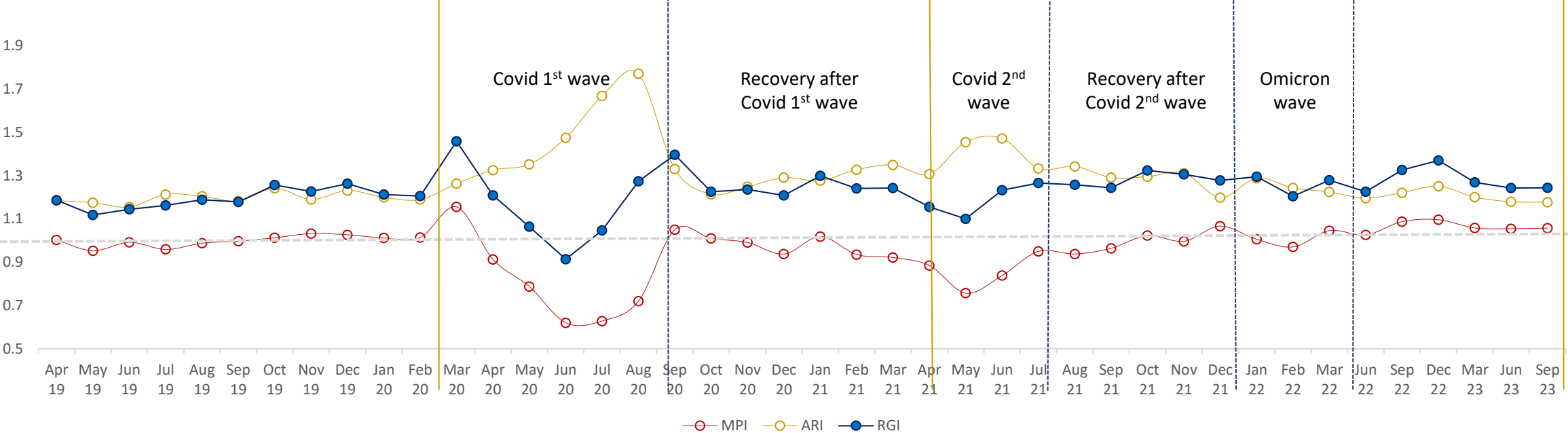
Operations

Q₂FY24



EIH maintains consistent RevPAR Leadership (124%) over STR Competition Set

All Domestic Hotels including Managed

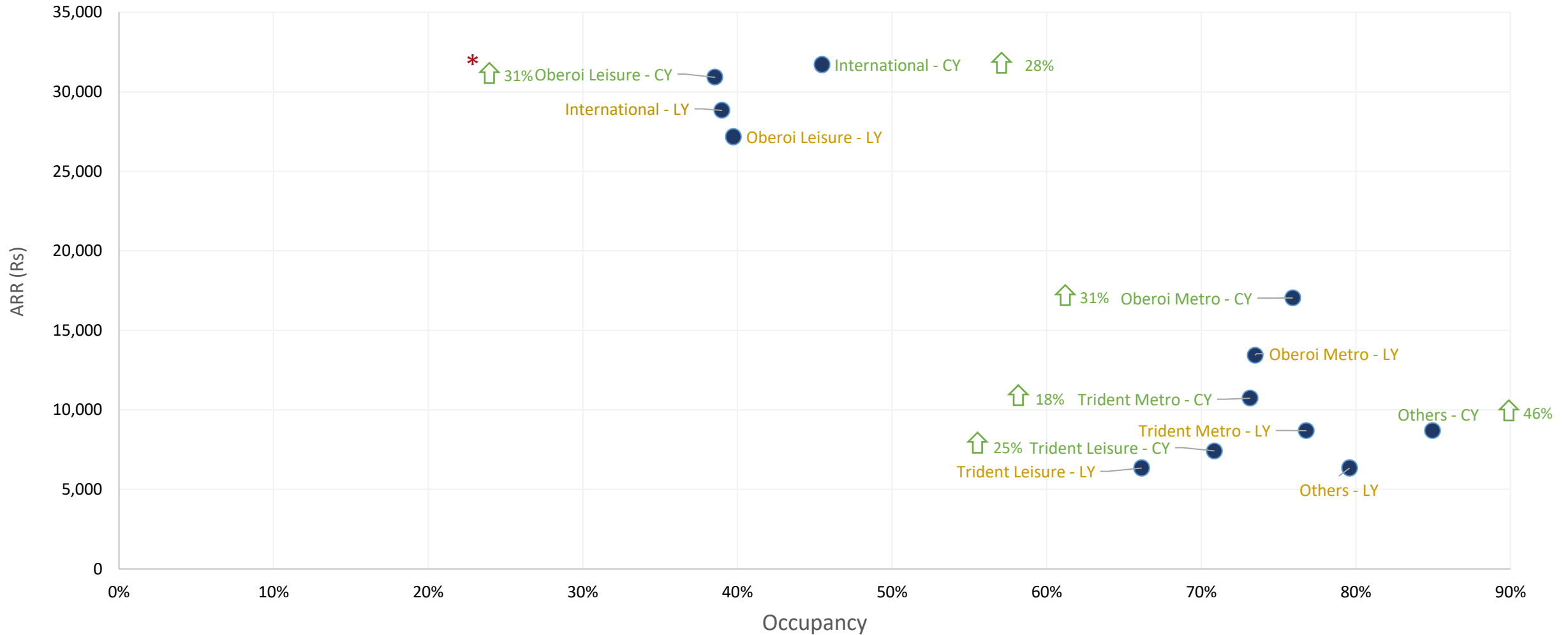


Source: STR Global, STR Compset

Dataset: All Domestic Hotels managed by EIH

Elevated Q₂ Positioning Y-o-Y

All Hotels including Managed

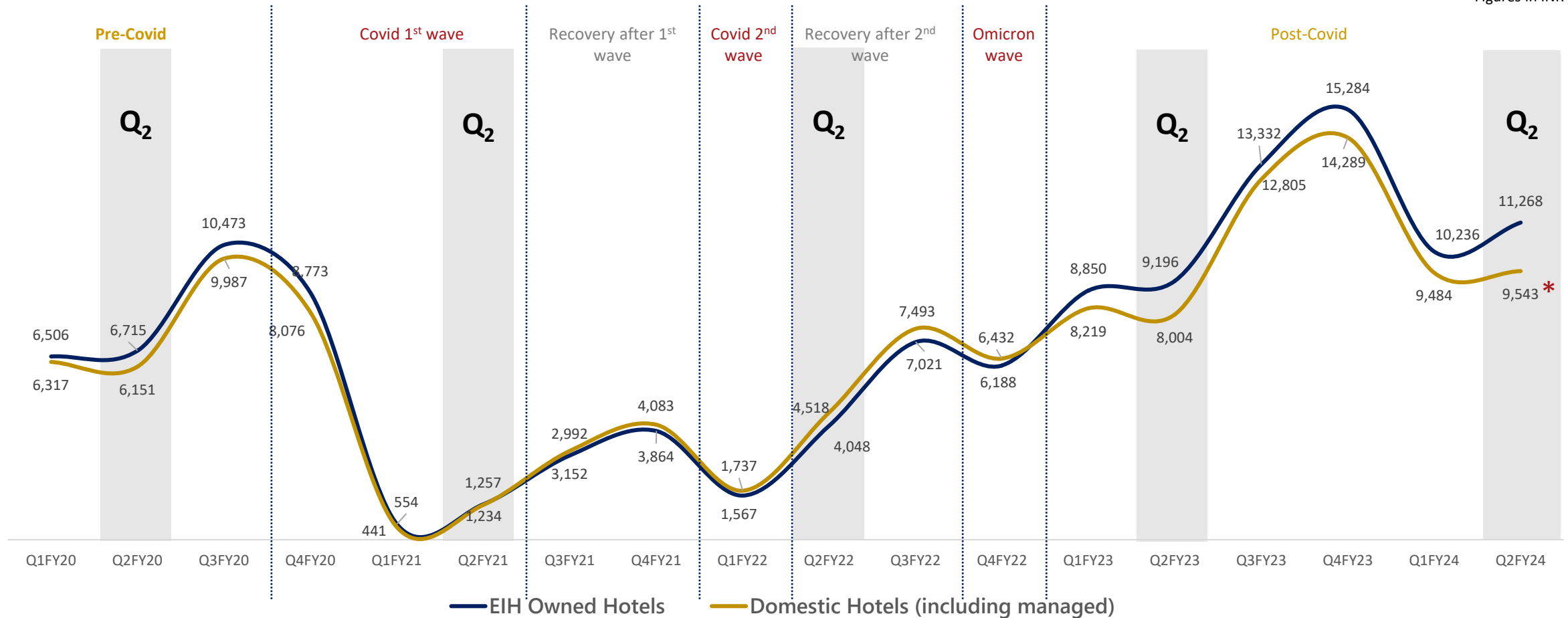


* Excludes Shimla hotels which were severely impacted by negative environment conditions in Q2FY24

Q₂ RevPAR grew 23% and 19% Y-o-Y

‘Owned’ and ‘All Domestic’ hotels (including managed) respectively

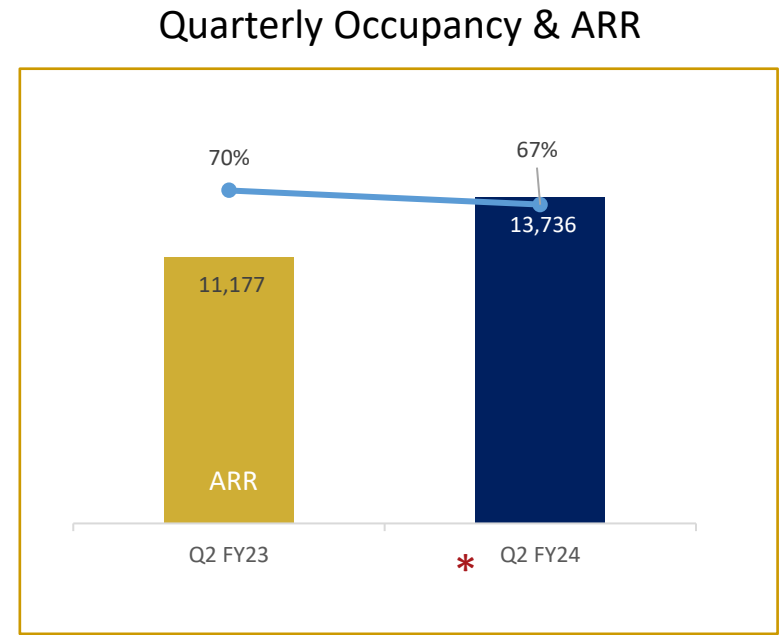
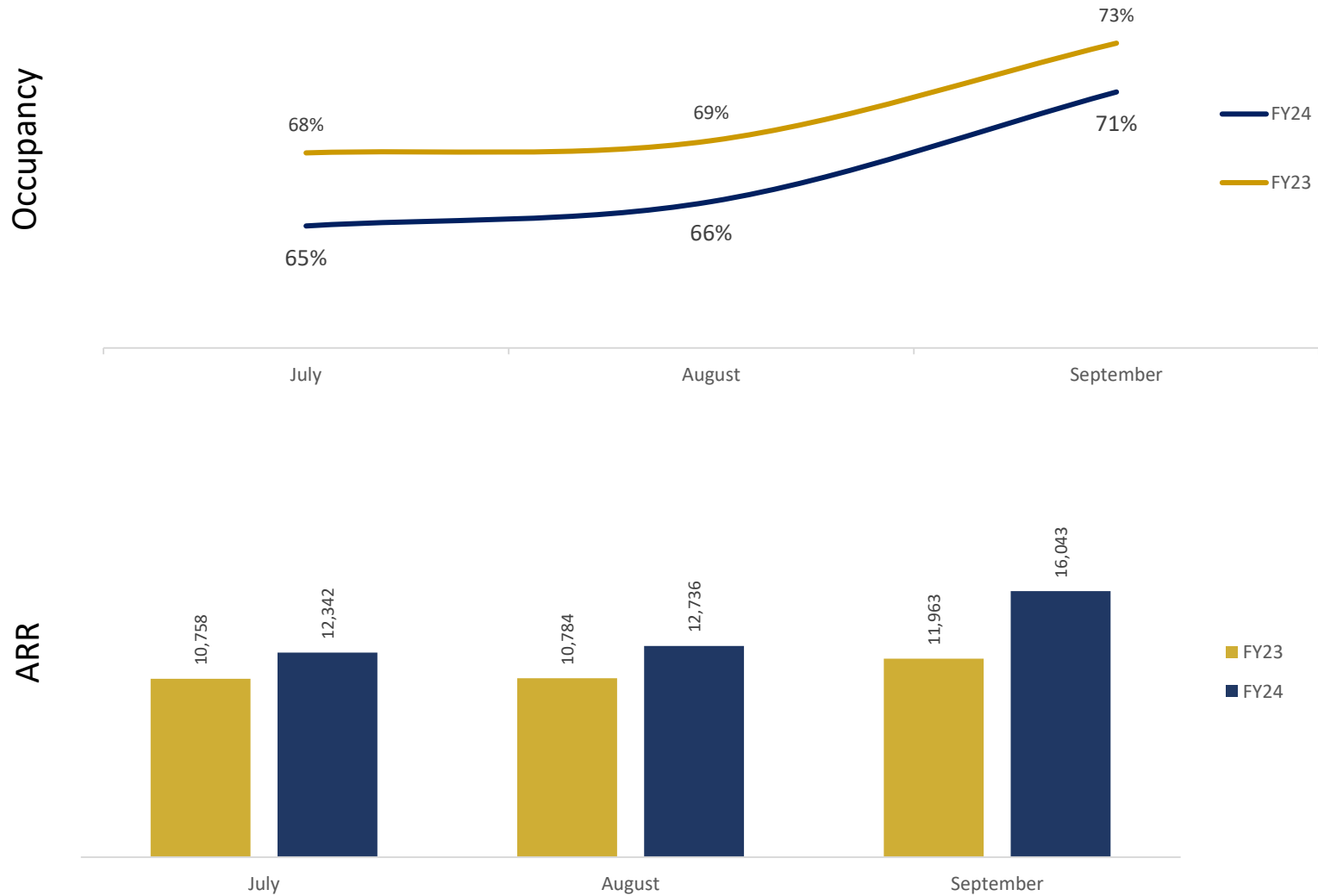
Figures in INR



* Includes Shimla hotels which were severely impacted by negative environment conditions in Q2FY24

Q₂ ARR/Occupancy trends by month

All Domestic Hotels including managed

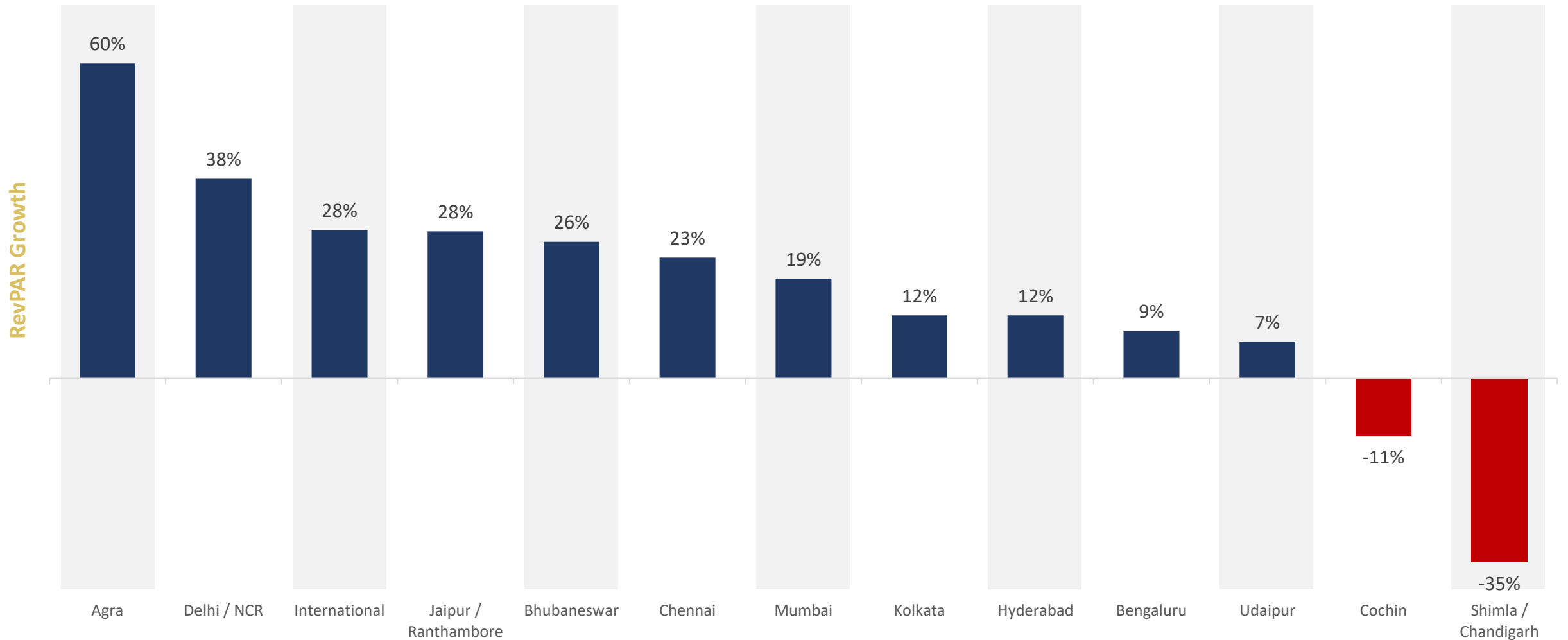


*Includes Shimla hotels which were severely impacted by negative environment conditions in Q2FY24

In Rs

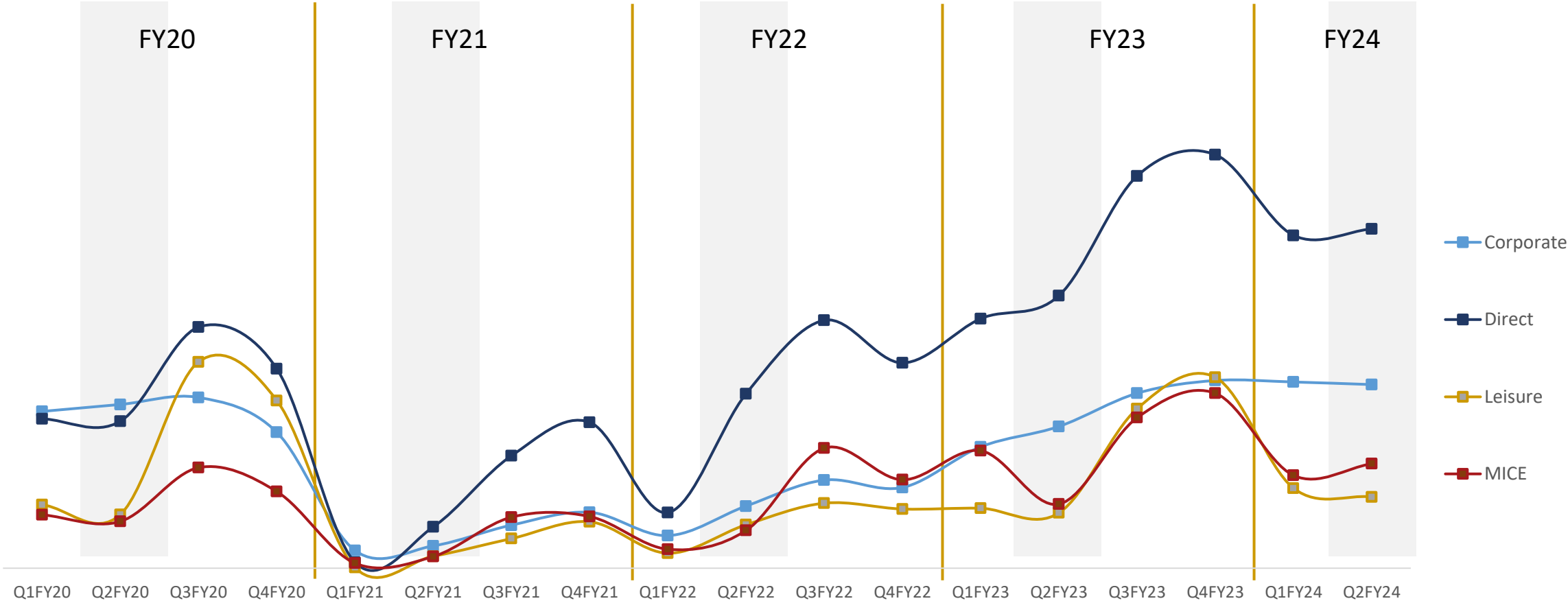
Q₂ RevPAR Y-o-Y growth by City

All Domestic Hotels including Managed



Strong Room Revenue Tailwinds across Segments

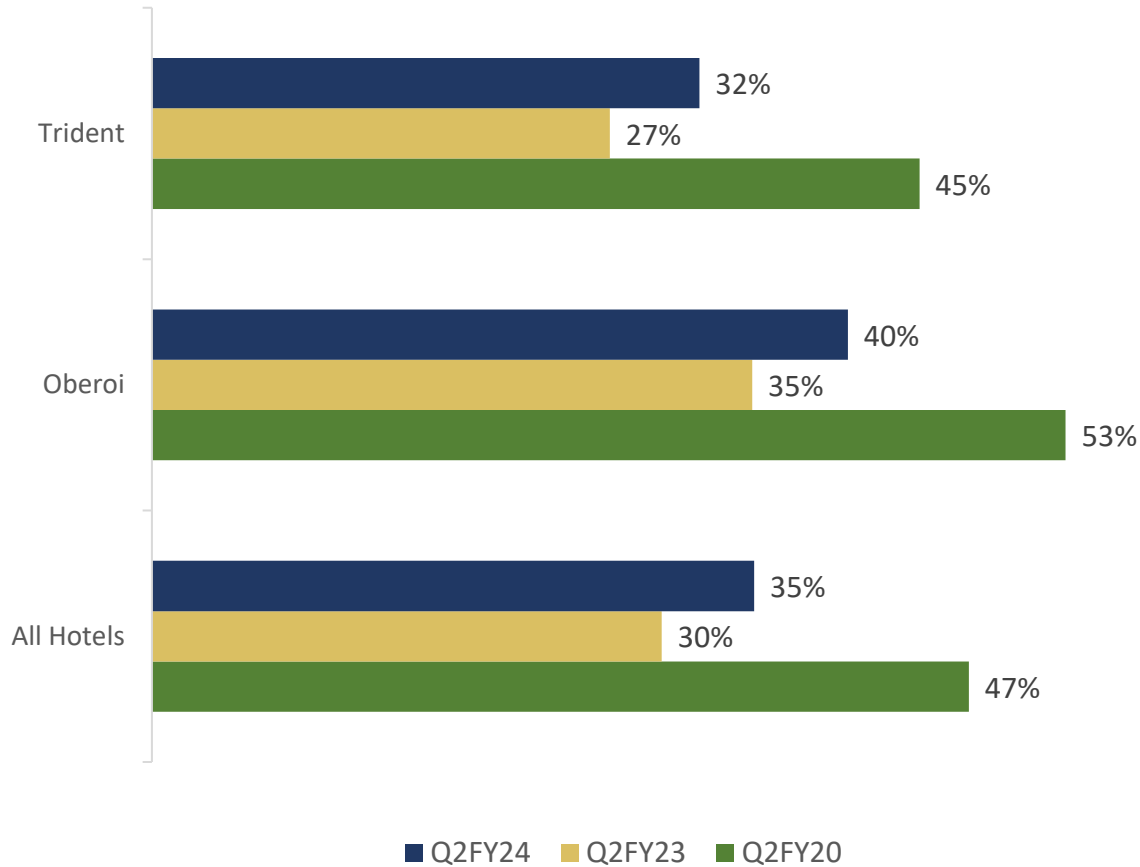
All Domestic Hotels including Managed



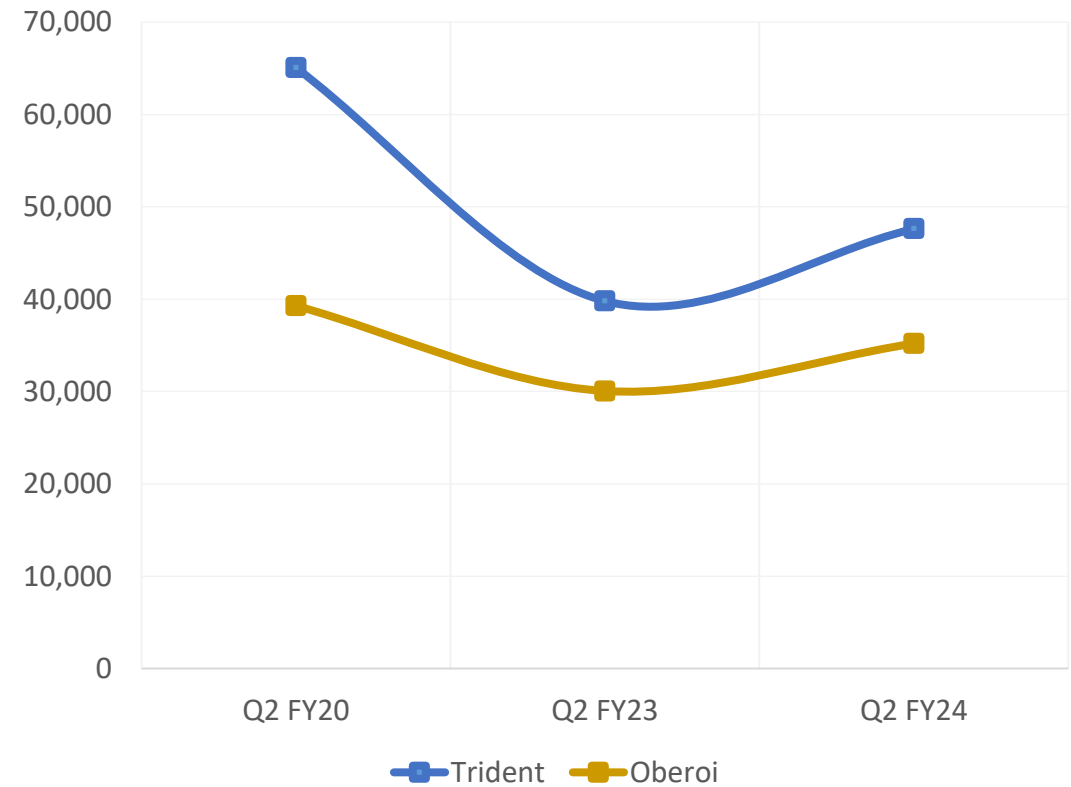
Growth in Q₂ Foreign Room Nights Y-O-Y

All Domestic Hotels including Managed

% of Foreign to Total Room Nights

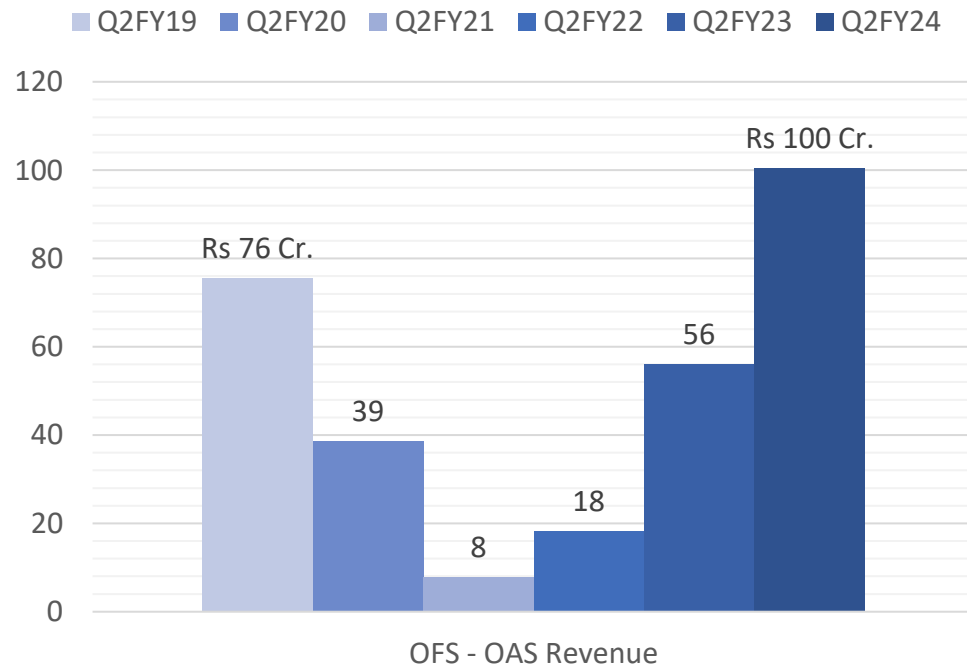


Recovery In Absolute Foreign Room Nights

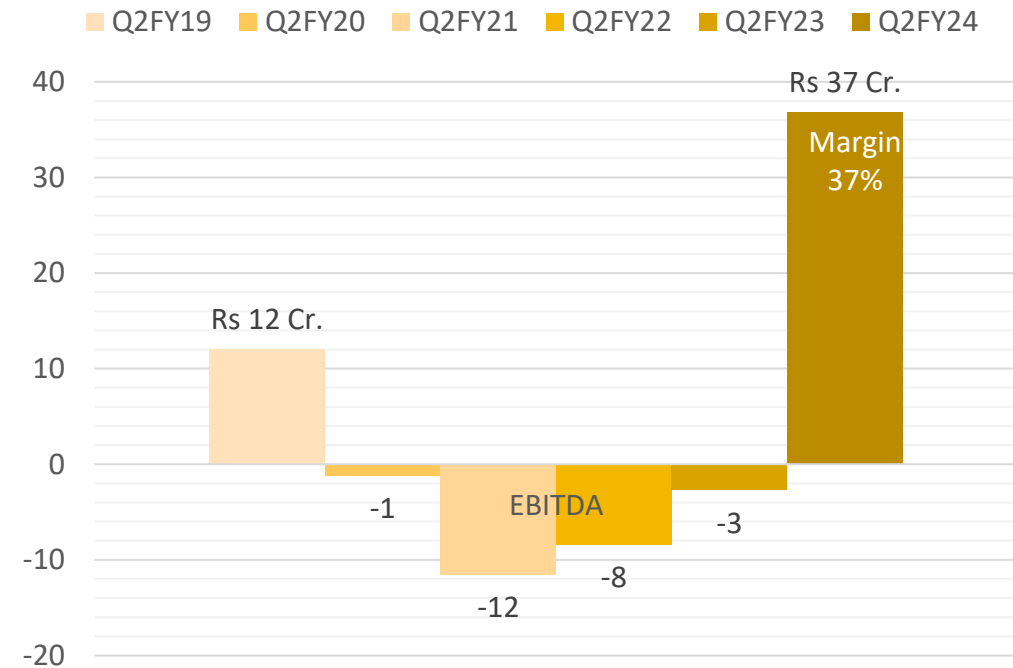


Strong Bounce Back in Q₂ Flight Catering & Airport Lounge Business

Revenue



EBITDA



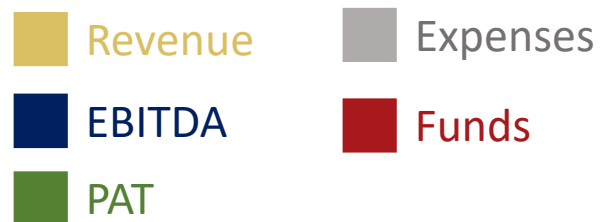
Financials

Q₂FY24



Financial Performance – Q₂FY24

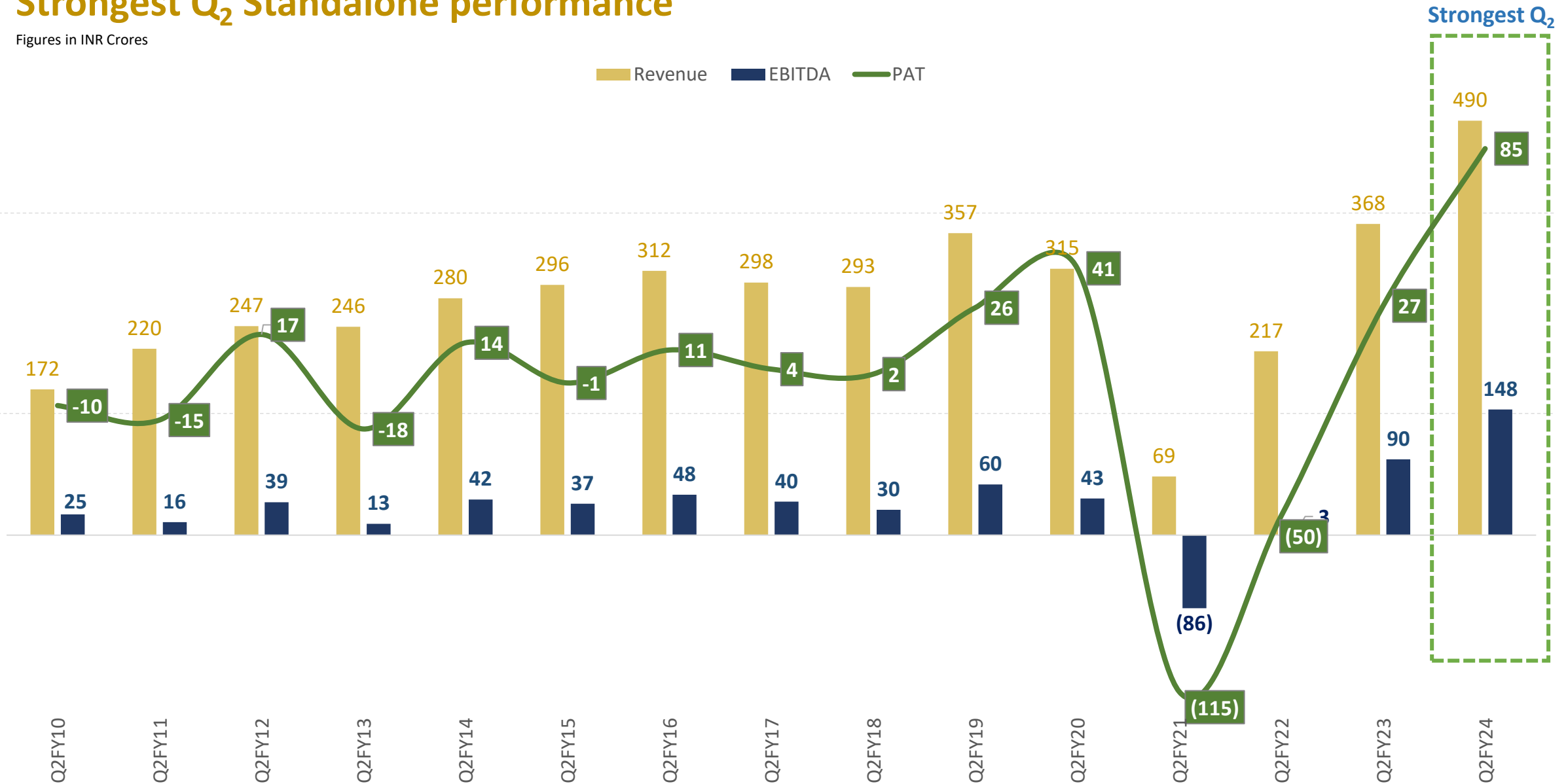
Standalone and Consolidated



Strongest Q₂ Standalone performance

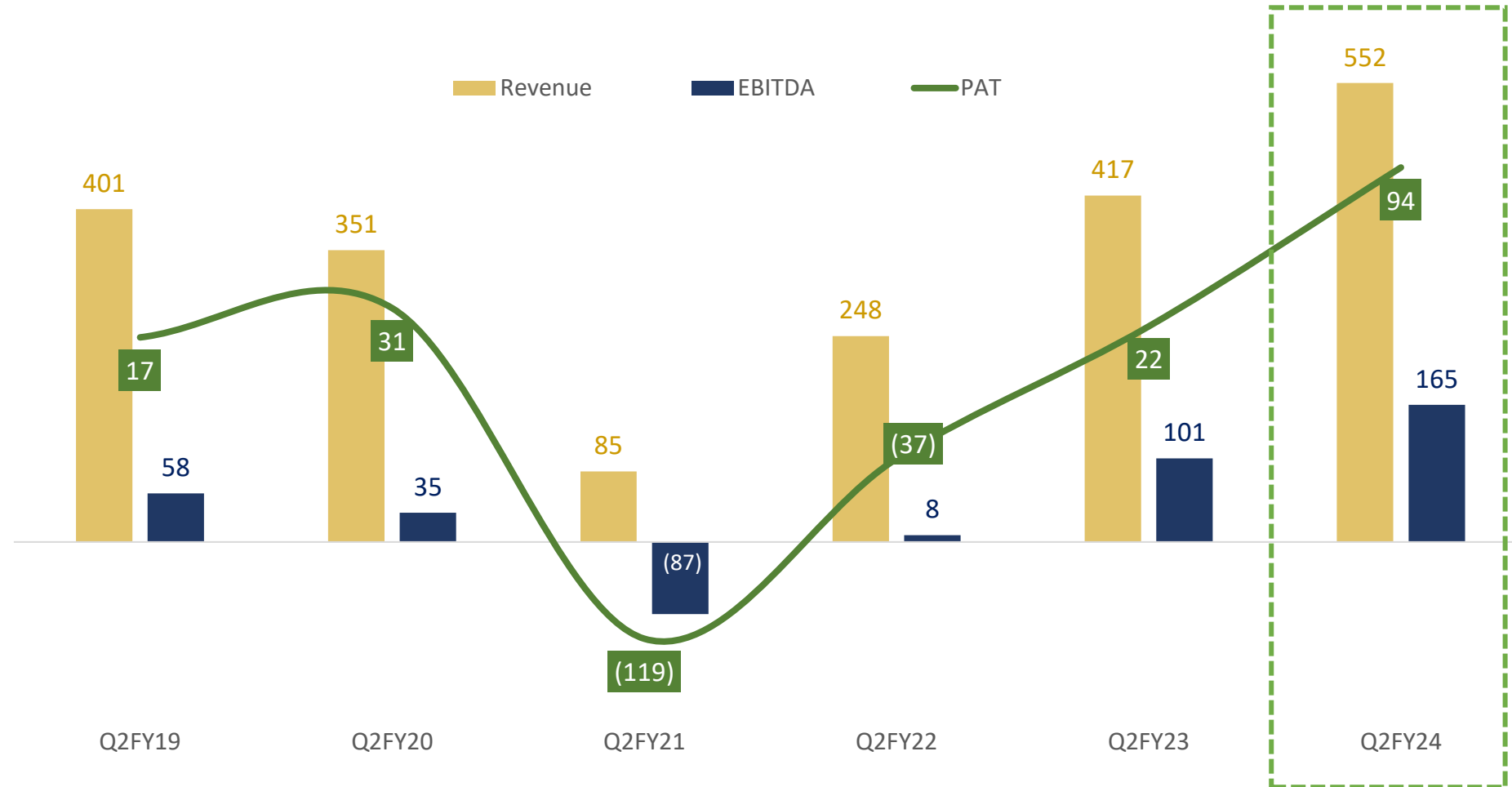
Figures in INR Crores

Revenue EBITDA PAT



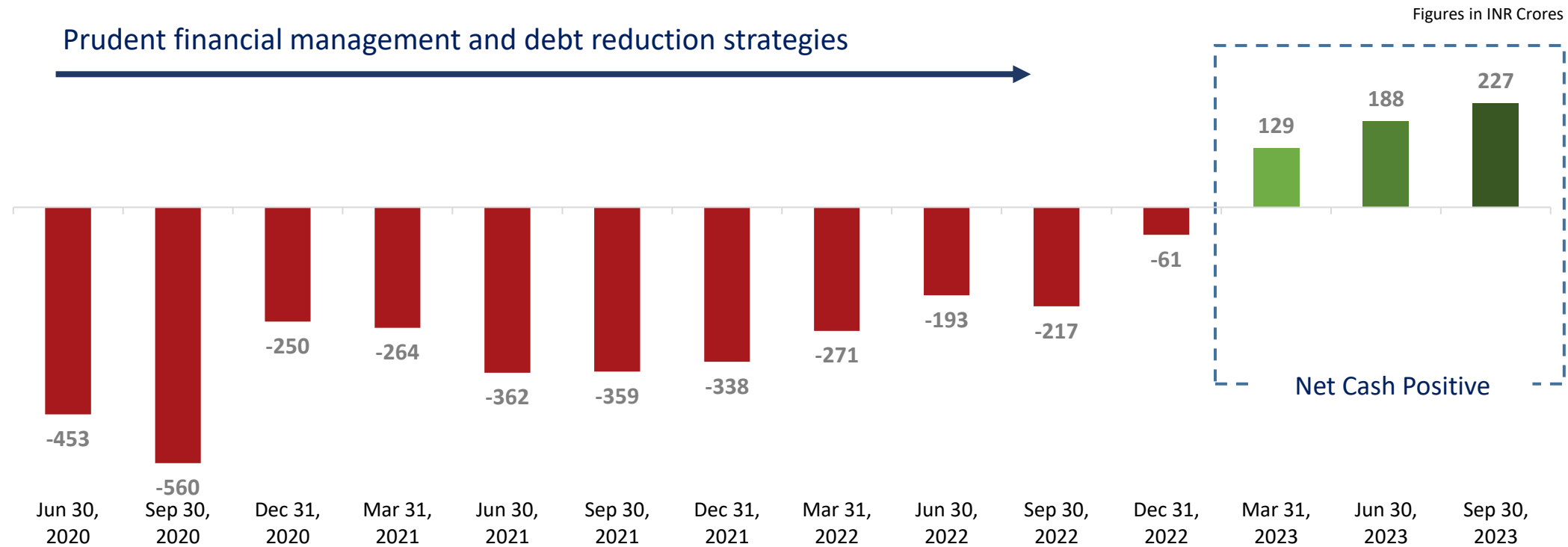
Strongest Q₂ Consolidated* Performance

Figures in INR Crores



*Consolidated Financial Statements became mandatory on quarterly basis effective 1st April 2019

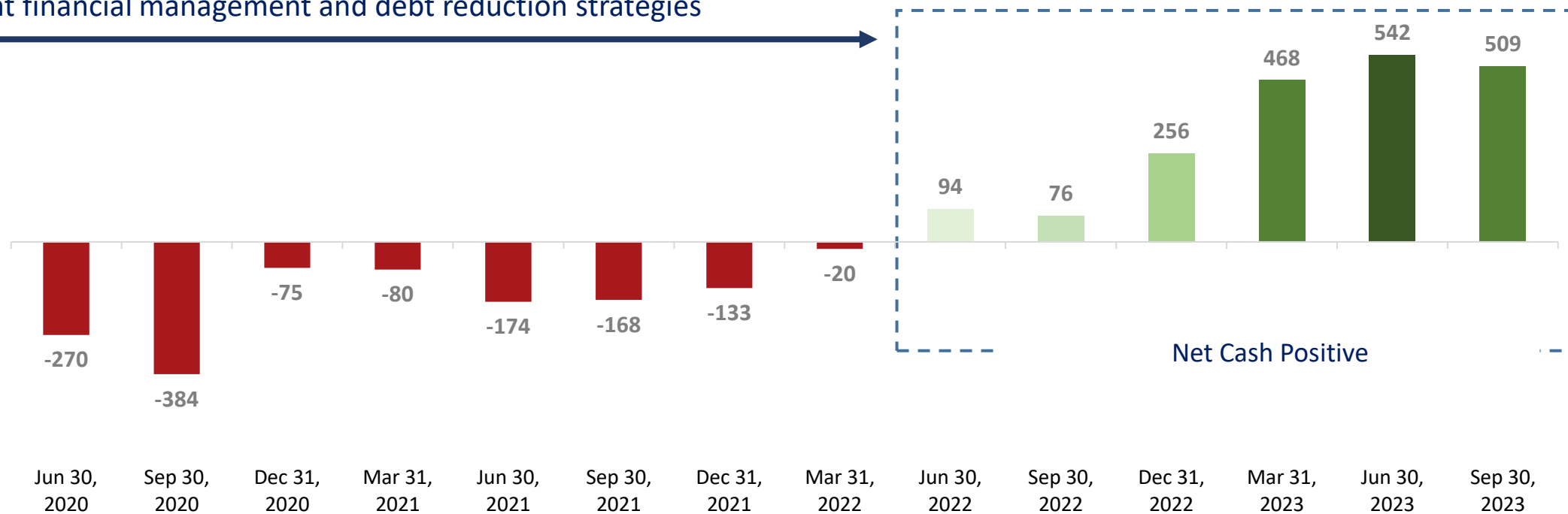
Strong Standalone Funds position



Strong Consolidated Funds Position

Prudent financial management and debt reduction strategies

Figures in INR Crores

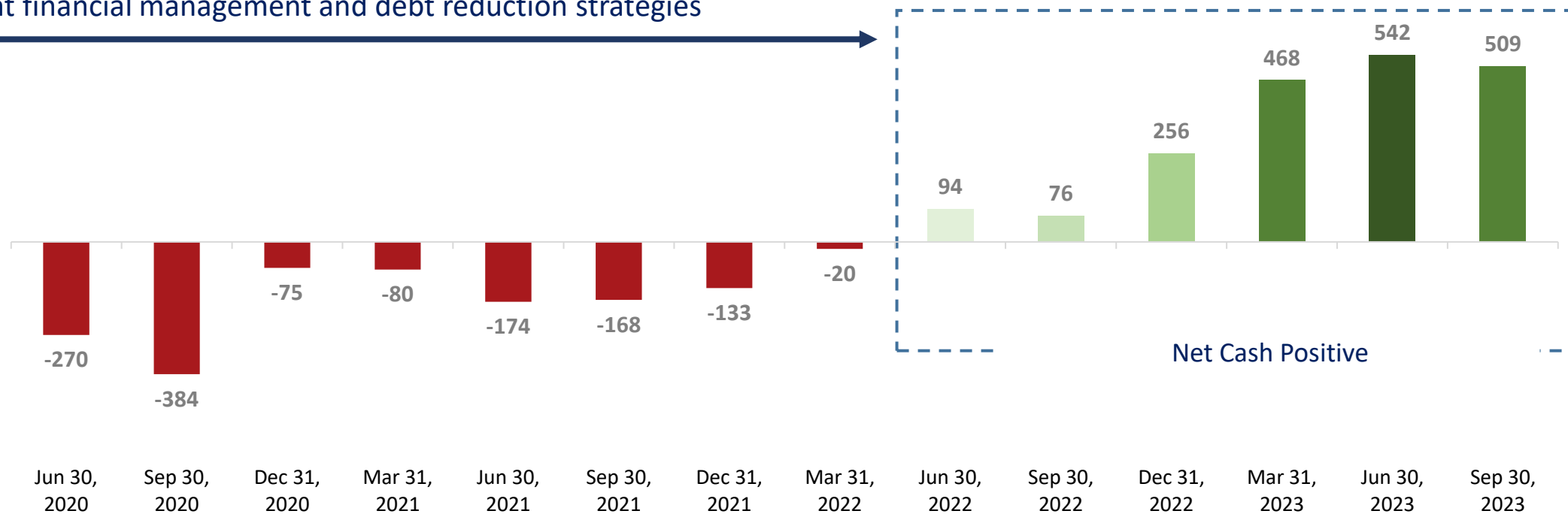


*Including earmarked balances

Strong Consolidated Funds Position

Prudent financial management and debt reduction strategies

Figures in INR Crores






*Including earmarked balances



Financial Statements

Q₂FY24

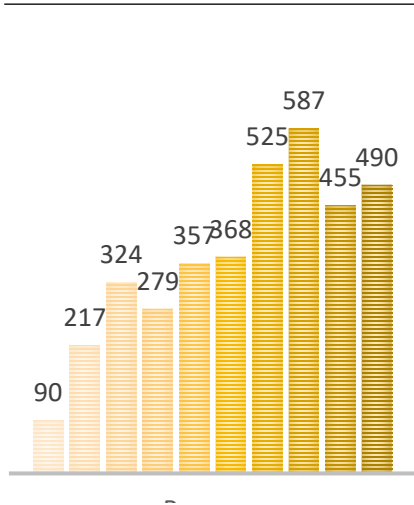
Performance Highlights (Standalone)

STANDALONE P&L	QTR 2		
	FY24	FY23	
Figures in Rs Crores rounded to first decimal			
Revenue from Operations	465.2	355.7	
Other Income	24.4	11.8	
TOTAL INCOME (A)	489.6	367.5	 33%
Consumption	46.1	40.9	
Employee Benefits *(excluding third party cost)	115.5	92.2	
Power, Fuel & Light	27.3	25.5	
Administrative & Other Expenses	152.3	119.3	
TOTAL EXPENDITURE (B)	341.2	277.9	
EBITDA = (A) – (B)	148.4	89.6	 66% (5.9 pp Margin Expansion)
<i>Less: Depreciation & Amortization</i>	30.3	28.7	
EBIT	118.1	60.9	
<i>Less: Finance Costs</i>	4.2	7.6	
PBT	113.9	53.3	
<i>Less: Exceptional Items</i>	0.0	13.0	
<i>Less: Tax including Deferred Tax</i>	28.7	13.1	
PAT	85.2	27.2	 213%

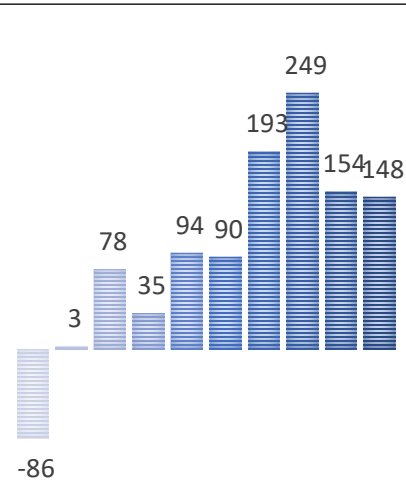
Performance Highlights (Standalone)

Q-o-Q STANDALONE Financial Results for starting from Q1 FY22 to Q2 FY24

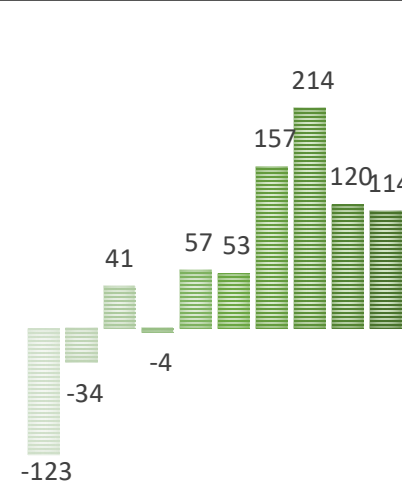
Revenue



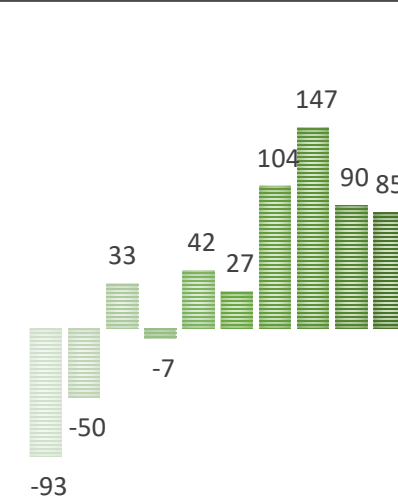
EBITDA



PBT (before exceptional items)






PAT



Performance Highlights (Consolidated)

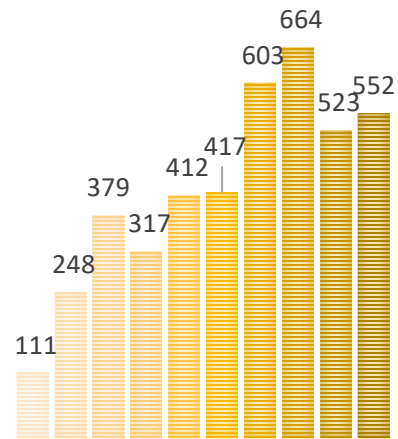
Classification | External

Consolidated P&L	QTR 2		
	FY24	FY23	
Figures in Rs Crores rounded to nearest first decimal			
Revenue from Operations	530.6	401.0	
Other Income	21.9	16.0	
TOTAL REVENUE (A)	552.5	417.0	 32.5%
Consumption	50.5	44.0	
Employee Benefits*(excluding third party cost)	146.8	119.8	
Administrative & Other Expenses	190.3	152.6	
TOTAL EXPENDITURE (B)	387.6	316.4	
EBITDA = (A) – (B)	164.9	100.6	 64% (5.7 pp Margin Expansion)
Less: Depreciation & Amortization	33.2	31.6	
EBIT	131.7	69.0	
Less: Finance Costs	5.8	7.9	
PBEIT	125.9	61.1	
Share of net profit of associates and joint ventures	4.3	(0.4)	
Exceptional Items	0.0	(31.4)	
Tax Expense	36.2	2.9	
Profit / (Loss) for the period from continuing operations	94.0	26.4	 256%
Profit from discontinued operations	0.0	(4.1)	
Items that may not be reclassified to Profit or Loss	(0.7)	(6.3)	
Items that may be reclassified to Profit or Loss	5.4	(4.5)	
Total Other Comprehensive Income / Loss (net of tax)	98.7	11.5	
Less: Non-Controlling Interest in total comprehensive income	0.7	(2.6)	
Total Comprehensive Income / (Loss) for the period	98.0	14.1	

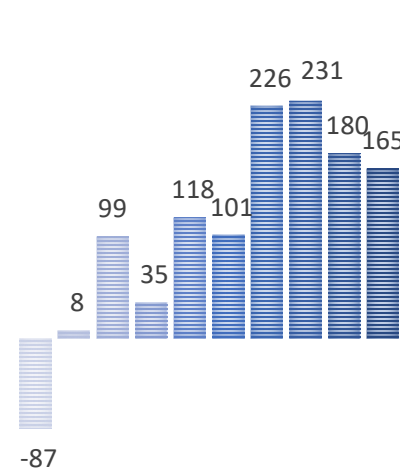
Performance Highlights (Consolidated)

Q-o-Q CONSOLIDATED Financial Results for starting from Q1 FY22 to Q2 FY24

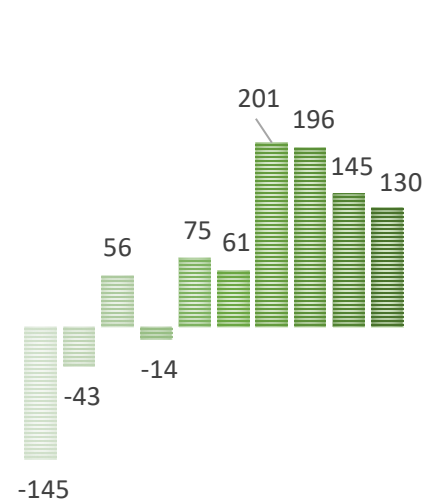
Revenue



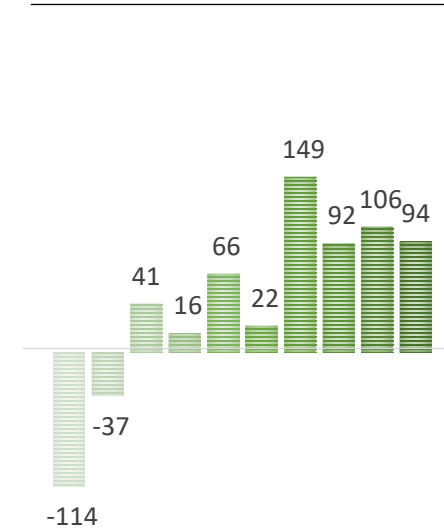
EBITDA



PBT (before exceptional items)



PAT



PBT and PAT calculated post Share of Profit of Associates & JV's accounted for using equity method and loss from discontinued operations

Premium positioning reflected in Awards & Accolades

Travel +Leisure, USA World's Best Awards 2023

- Oberoi Hotels & Resorts enters Travel +Leisure, USA Hall of Fame for featuring in their World's Best Awards for ten consecutive years
- The Oberoi, Marrakech ranked the Best Resort in North Africa & Middle East for two consecutive years
- Wildflower Hall, Shimla in the Himalayas – An Oberoi Resort ranked the Best Resort in India
- The Oberoi Amarvilās, Agra enters Travel +Leisure, USA Hall of Fame for featuring in their Top Five Resorts in India for ten consecutive years
- The Oberoi Amarvilas, Agra featured amongst World's 50 Best Hotels.
- The Oberoi Grand, Kolkata ranked among the Top Three City Hotels in India
- The Oberoi Beach Resort, Bali ranked among the Top Hundred Hotels in the World

CII DX Awards 2023

- Award for Best Practice in Digital Transformation in Finance Operations to The Oberoi Centre of Excellence

Travel +Leisure, Asia Delicious Dining Awards 2023

- Best Hotel Brand for Service Excellence for two consecutive years- Oberoi Hotels & Resorts
- Best New Restaurant Opening for two consecutive years - Dhilli at The Oberoi, New Delhi (Editor's Choice)
- Best Bar for a Sundowner for two consecutive years - Eau Bar at The Oberoi, Mumbai (Editor's Choice)

Telegraph Travel Awards, UK 2023

- Oberoi Hotels & Resorts ranked #2 as the Best Hotel Group

Robb Report, USA

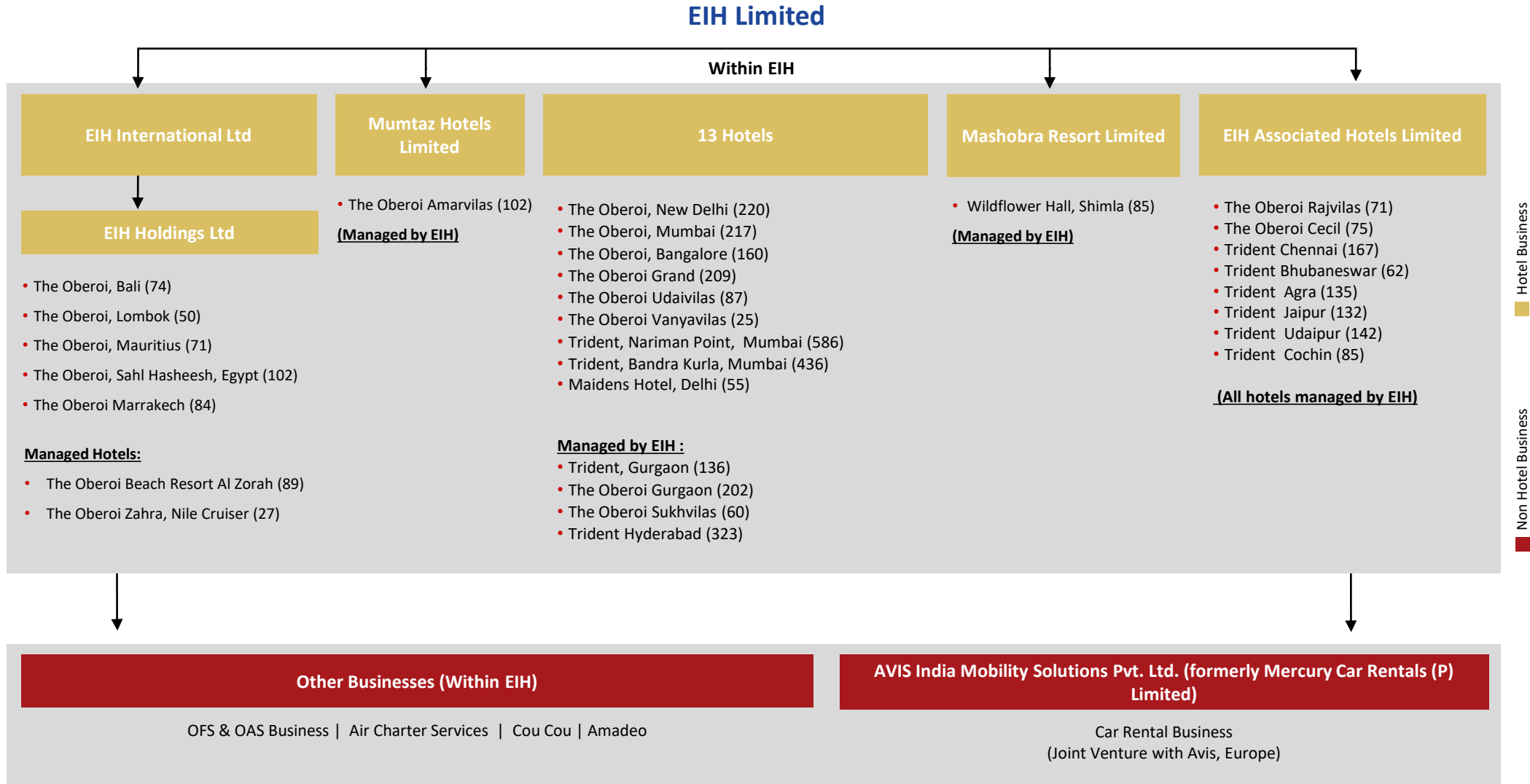
- The Oberoi Rajvilās, Jaipur ranked among the 50 Greatest Luxury Hotels on Earth



Business Footprint

Period ended 30th September 2023

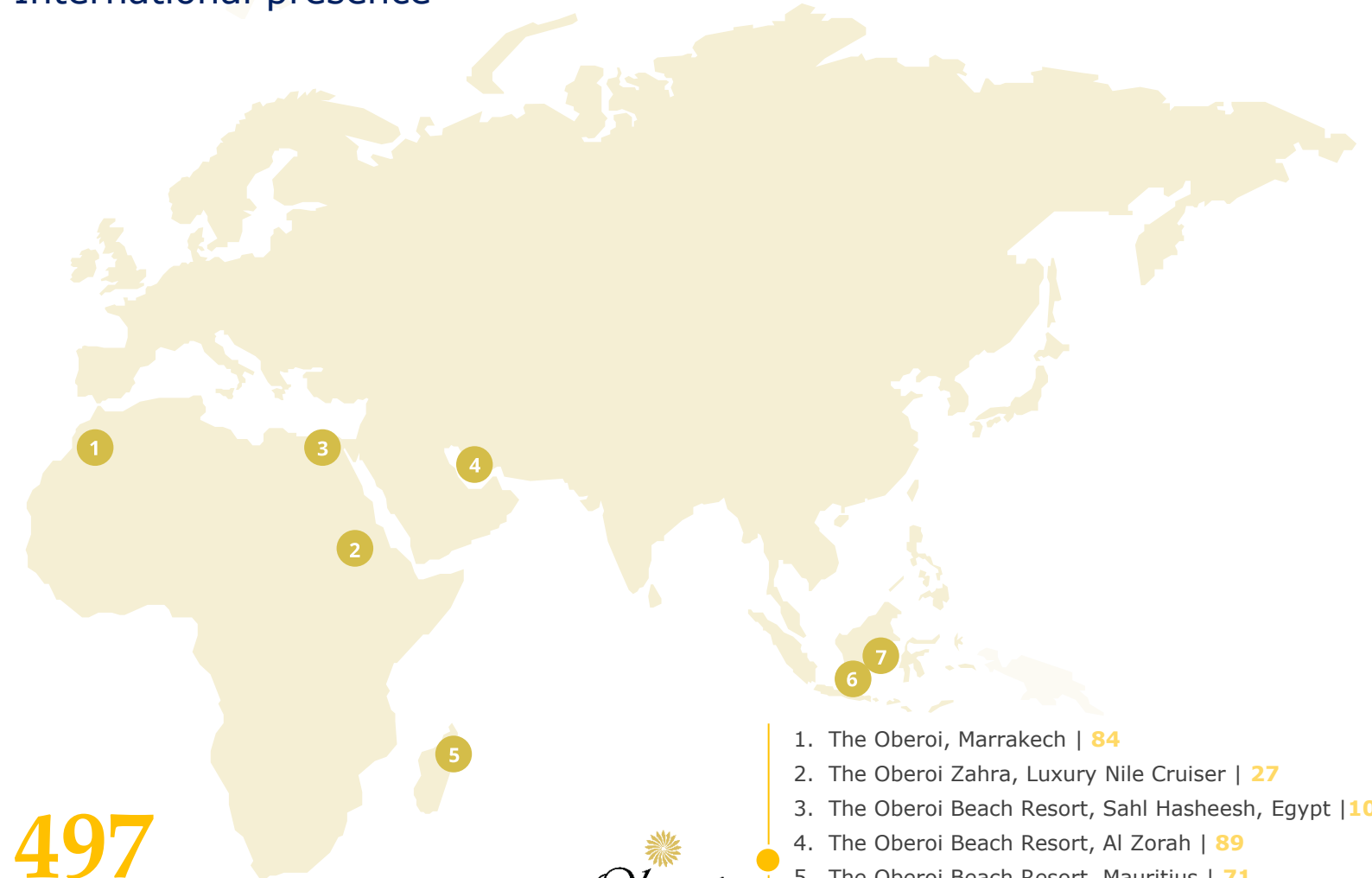
Corporate Structure



Widespread
presence across
attractive
destinations



International presence



497

Keys under The Oberoi Brand
(excluding India)



- 1. The Oberoi, Marrakech | **84**
- 2. The Oberoi Zahra, Luxury Nile Cruiser | **27**
- 3. The Oberoi Beach Resort, Sahl Hasheesh, Egypt | **102**
- 4. The Oberoi Beach Resort, Al Zorah | **89**
- 5. The Oberoi Beach Resort, Mauritius | **71**
- 6. The Oberoi Beach Resort, Bali | **74**
- 7. The Oberoi Beach Resort, Lombok | **50**

● ROOMS

Widespread presence across attractive destinations (Contd.)



National presence



1. Wildflower Hall, An Oberoi Resort, Shimla | **85**
2. The Oberoi Cecil, Shimla | **75**
3. The Oberoi Sukhvilās Spa Resort, New Chandigarh | **60**
4. The Oberoi, Gurgaon | **202**
5. The Oberoi, New Delhi | **220**
6. The Oberoi Amarvilās, Agra | **102**
7. The Oberoi Rajvilās, Jaipur | **71**
8. The Oberoi Vanyavilās, Wildlife Resort, Ranthambhore | **25**
9. The Oberoi Udaivilās, Udaipur | **87**
10. The Oberoi Grand, Kolkata | **209**
11. The Oberoi, Mumbai | **217**
12. The Oberoi, Bengaluru | **160**

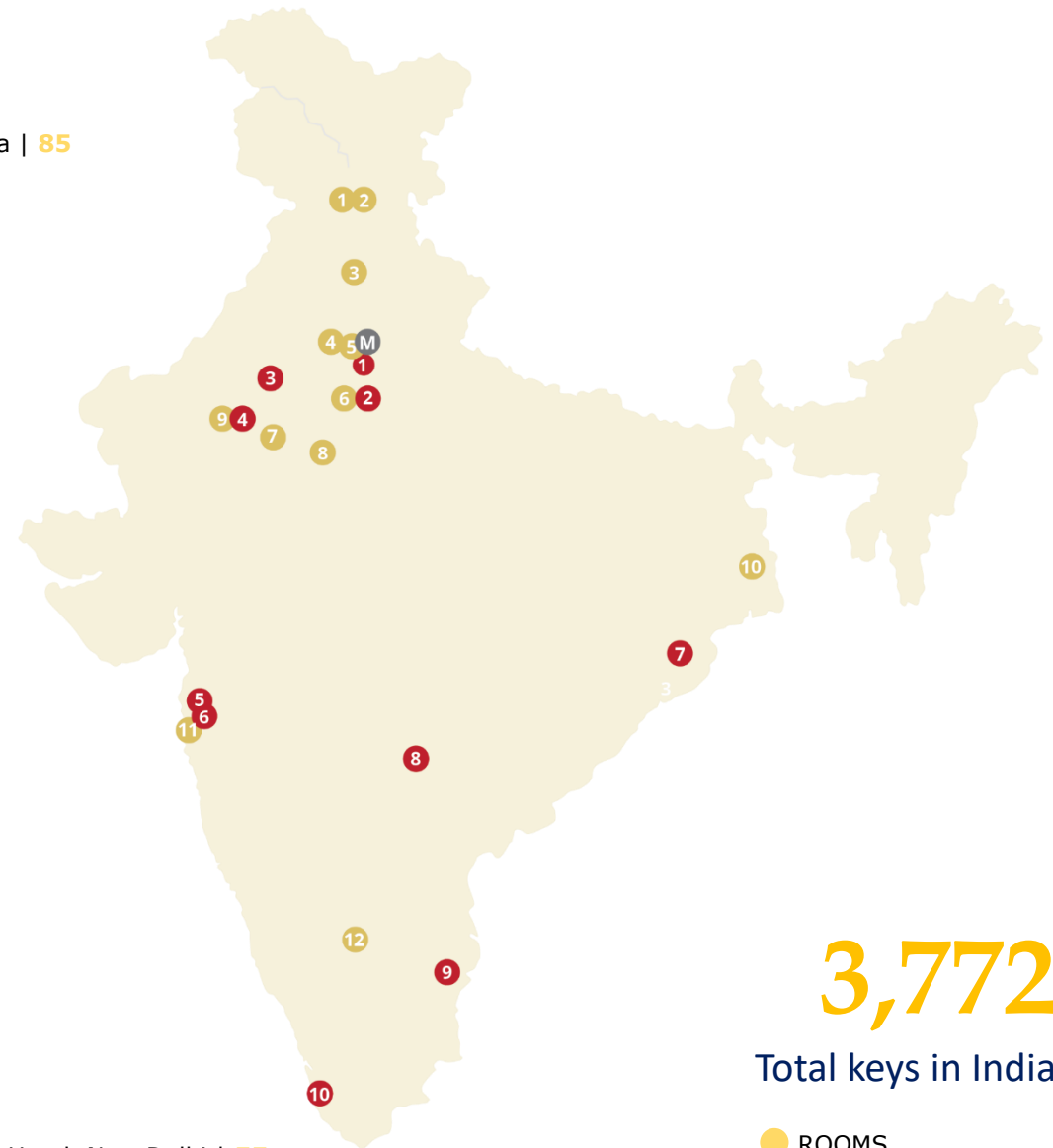


TRIDENT
HOTELS

1. Trident, Gurgaon | **136**
2. Trident, Agra | **135**
3. Trident, Jaipur | **132**
4. Trident, Udaipur | **142**
5. Trident, Bandra Kurla, Mumbai | **436**
6. Trident, Nariman Point, Mumbai | **586**
7. Trident, Bhubaneshwar | **62**
8. Trident, Hyderabad | **323**
9. Trident, Chennai | **167**
10. Trident, Cochin | **85**



Maidens Hotel, New Delhi | **55**



3,772

Total keys in India

● ROOMS



THANK YOU