

ElH Limited

A MEMBER OF THE OBEROI GROUP

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26th May 2025

The National Stock Exchange of India Limited Exchange Plaza, 5 th Floor Plot No.C/1, G Block Bandra Kurla Complex Bandra (East) Mumbai - 400 051 Code: EIHOTEL	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 Audited Financial Results (Standalone and Consolidated) of the Company for the quarter and year ended 31st March 2025 declared on 20th May 2025.

The above may please be taken on record.

Thank you,

Yours faithfully,

For ElH Limited

Lalit Kumar Sharma
Company Secretary

ElH Limited

Earnings Call: Q₄FY25



The Oberoi Rajvilas, Jaipur voted the 'Best Hotel In The World'
at Travel + Leisure World's Best Awards, 2024.

India Hotel Sector

Outlook 2025

- The sector is poised for significant expansion, fueled by ongoing growth in domestic tourism and corporate travel, including the MICE segment
- Key growth drivers:
 - ✓ Spiritual Tourism
 - ✓ Live Events Tourism
 - ✓ Culture & Heritage Tourism
 - ✓ MICE
 - ✓ Experiential travel
 - ✓ Infrastructure Growth - New airports, expanding highways
 - ✓ Demand for high-end leisure travel continues to rise, supported by an 11% increase in India's UHNI base
 - ✓ Inbound tourism forecasted to grow by ~15% in FY26, driven by increased global connectivity and India's G20 profile

The Oberoi Rajvilas, Jaipur voted the 'Best Hotel In The World' at Travel + Leisure World's Best Awards, 2024.

Indian Hotel Market – Q4 FY25

- Domestic air passenger traffic for Q4 FY25 grew by nearly 9% on year-on-year basis
- Average Rates (ARR) continued its upward trajectory, with the year-on-year growth rate now starting to stabilize

Q4 FY24-25 Occupancy	Q4 FY24-25 ARR (Rs.)	Q4 FY24-25 RevPAR
68-70% [+1-3 pp vs. 2024]	9,400-9,600 [+11-13% vs.2024]	6,392-6,720 [+14-16% vs.2024]

Management Perspective

- It is encouraging to observe a notable year-on-year increase in average rates across all regions.
- The ongoing growth in RevPAR highlights the demand for new hotels in the country.
- Our pipeline of 21 new hotels across global and domestic markets, highlights our ambition to meet the growing needs of today’s travellers.

Operations

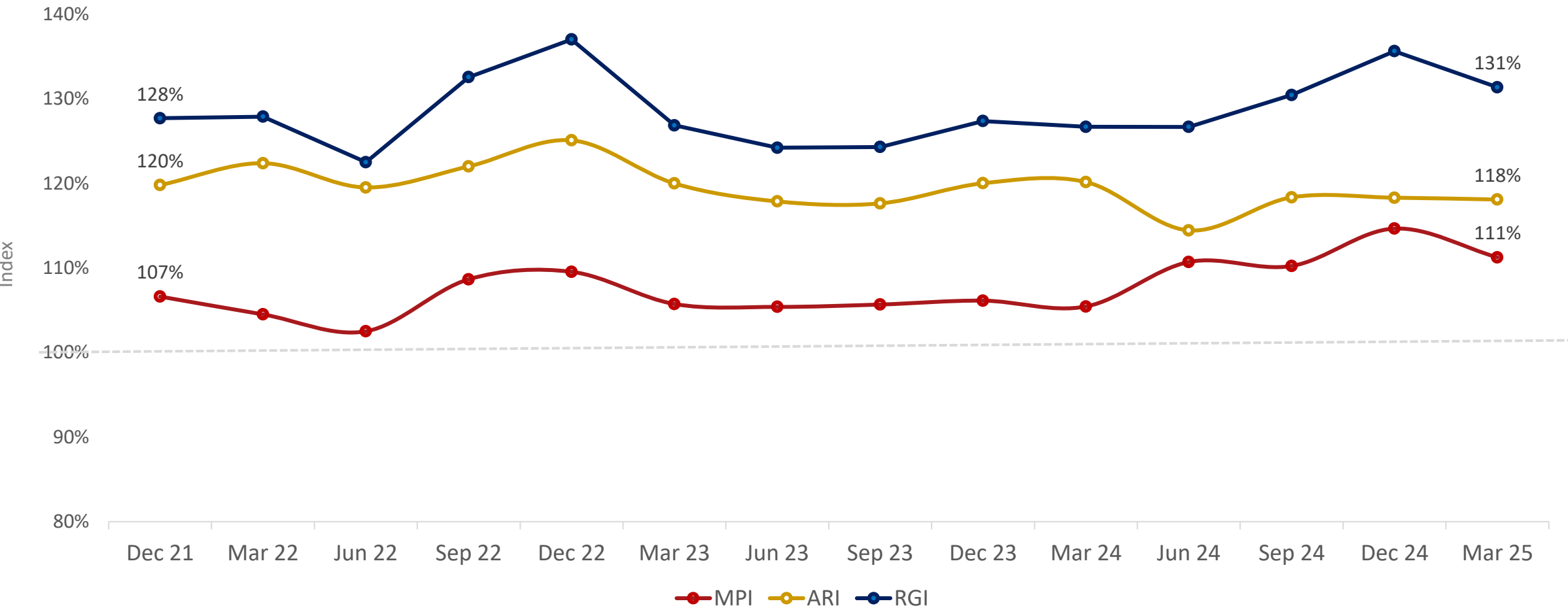
Q₄FY25

Operational Performance



EIH maintains consistent RevPAR Leadership over STR Competition Set

All Domestic Hotels including Managed

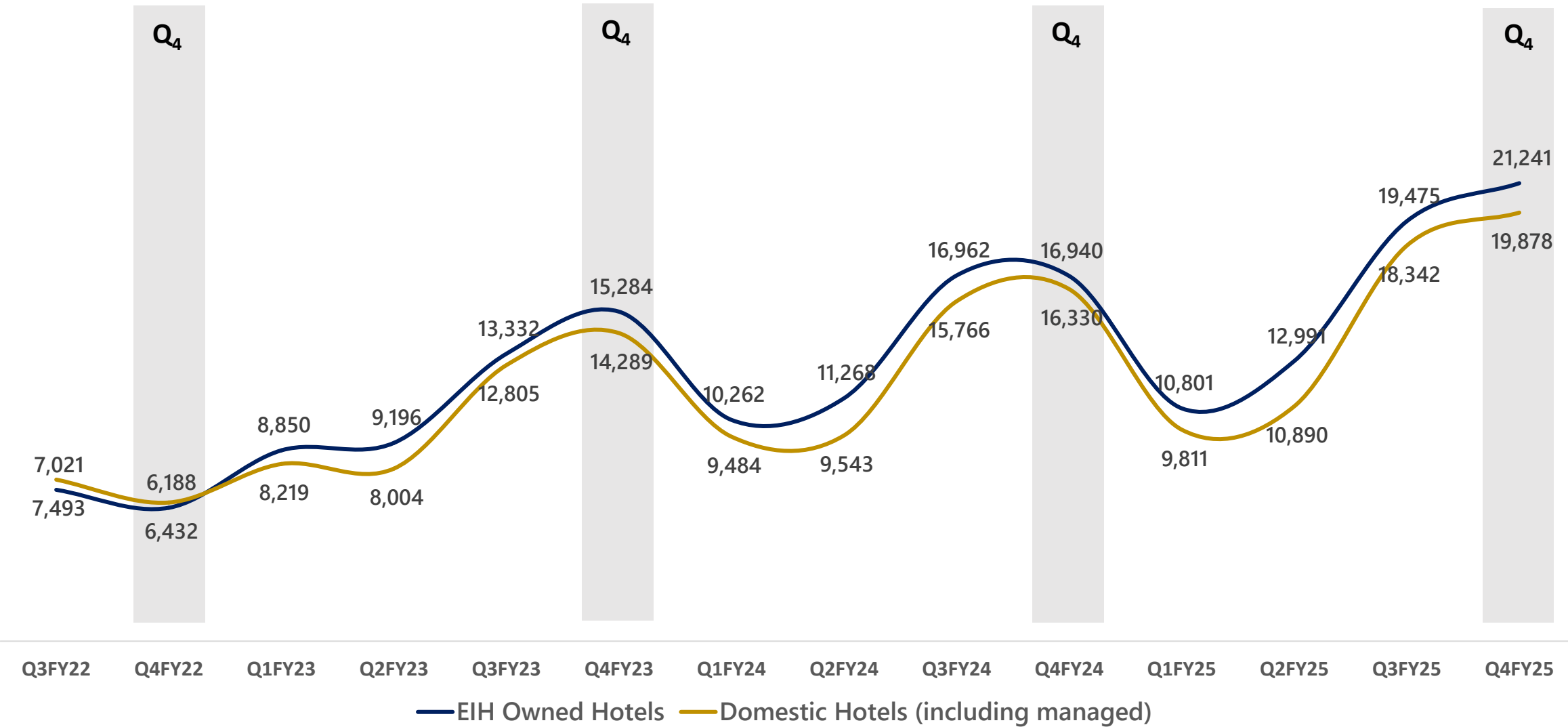


Source: STR Global, STR Compset

Dataset: All Domestic Hotels managed by EIH

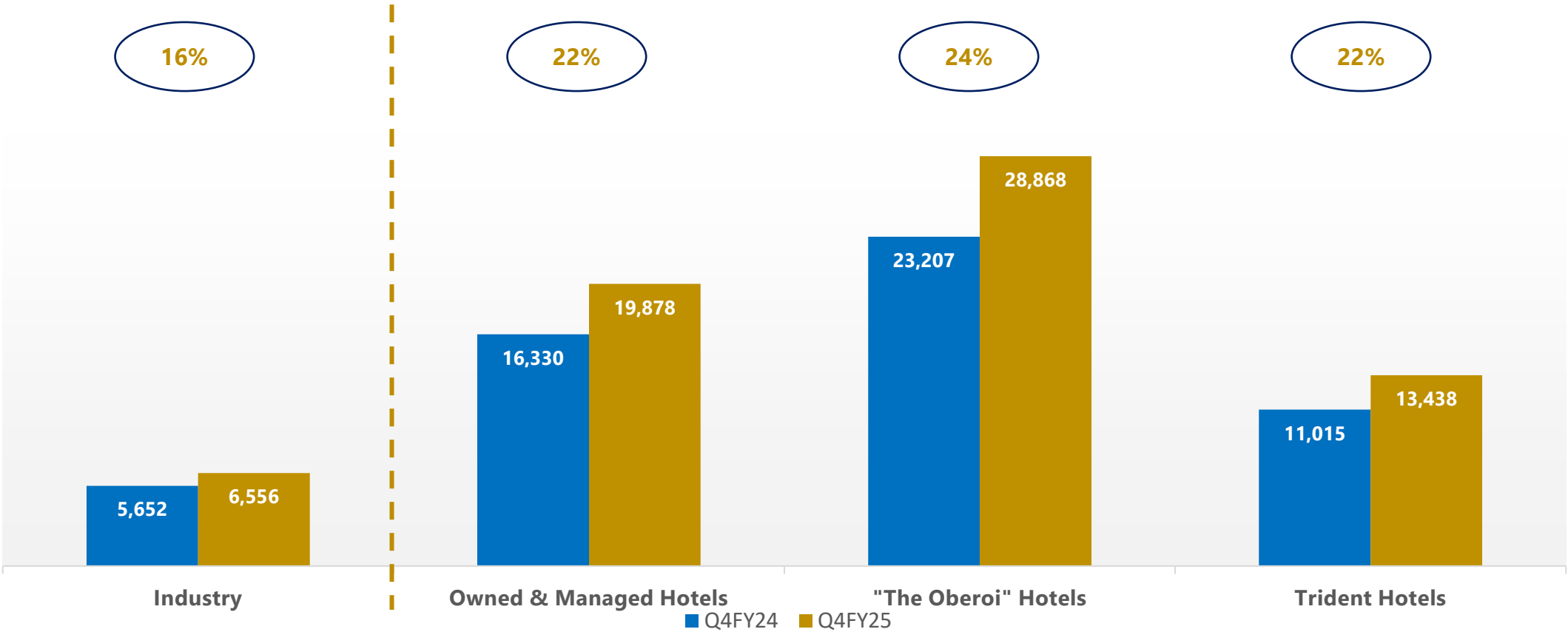
Q-o-Q RevPAR Movement

Figures in INR



Q₄ RevPAR Y-o-Y growth by Hotel Positioning

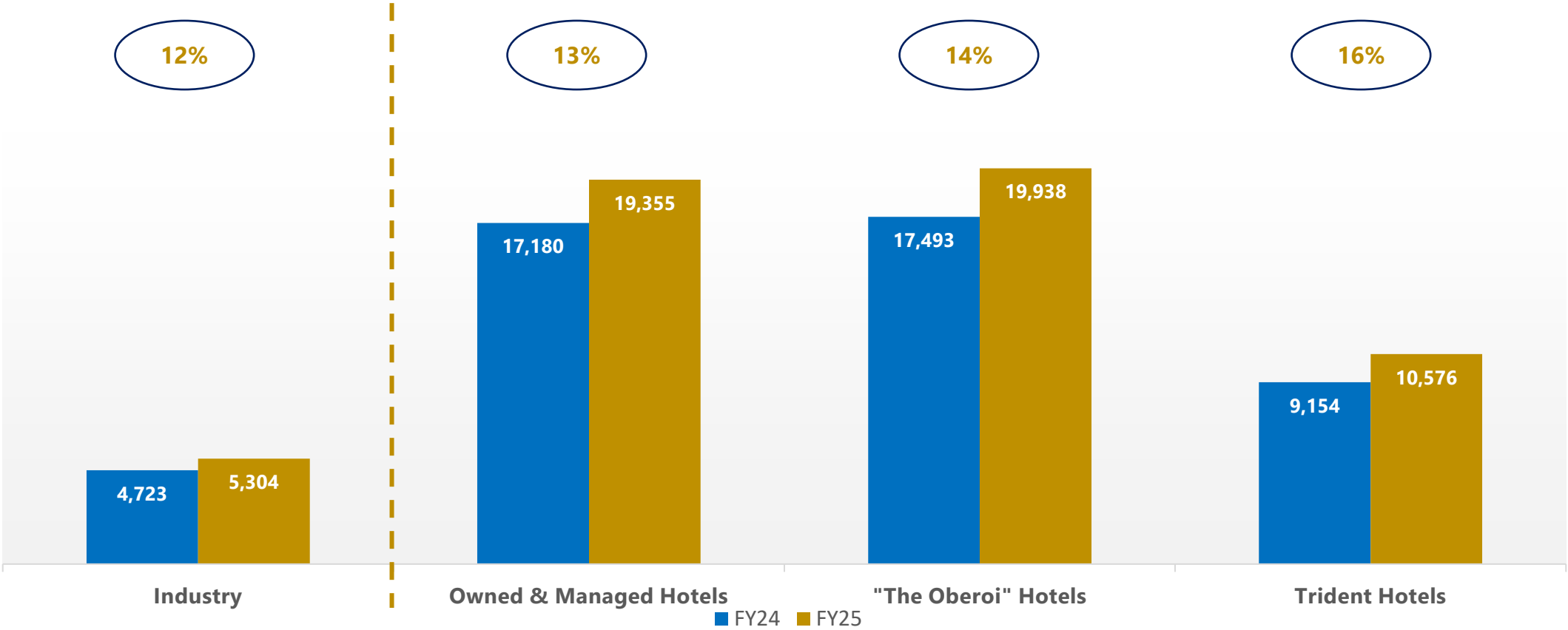
All Domestic Hotels including Managed



EIH considerably outperforms the industry with “The Oberoi” hotels growing 24% over the same quarter last year

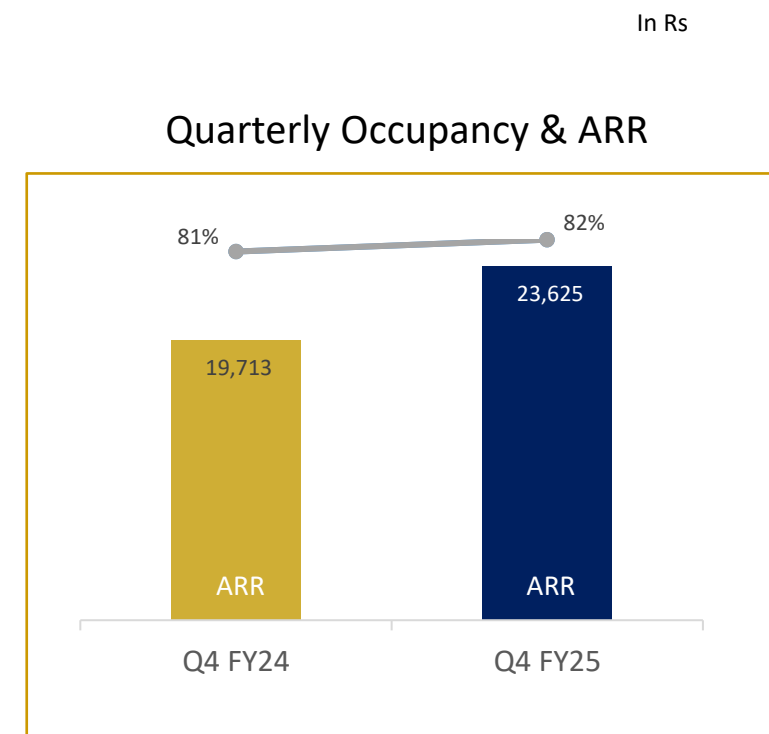
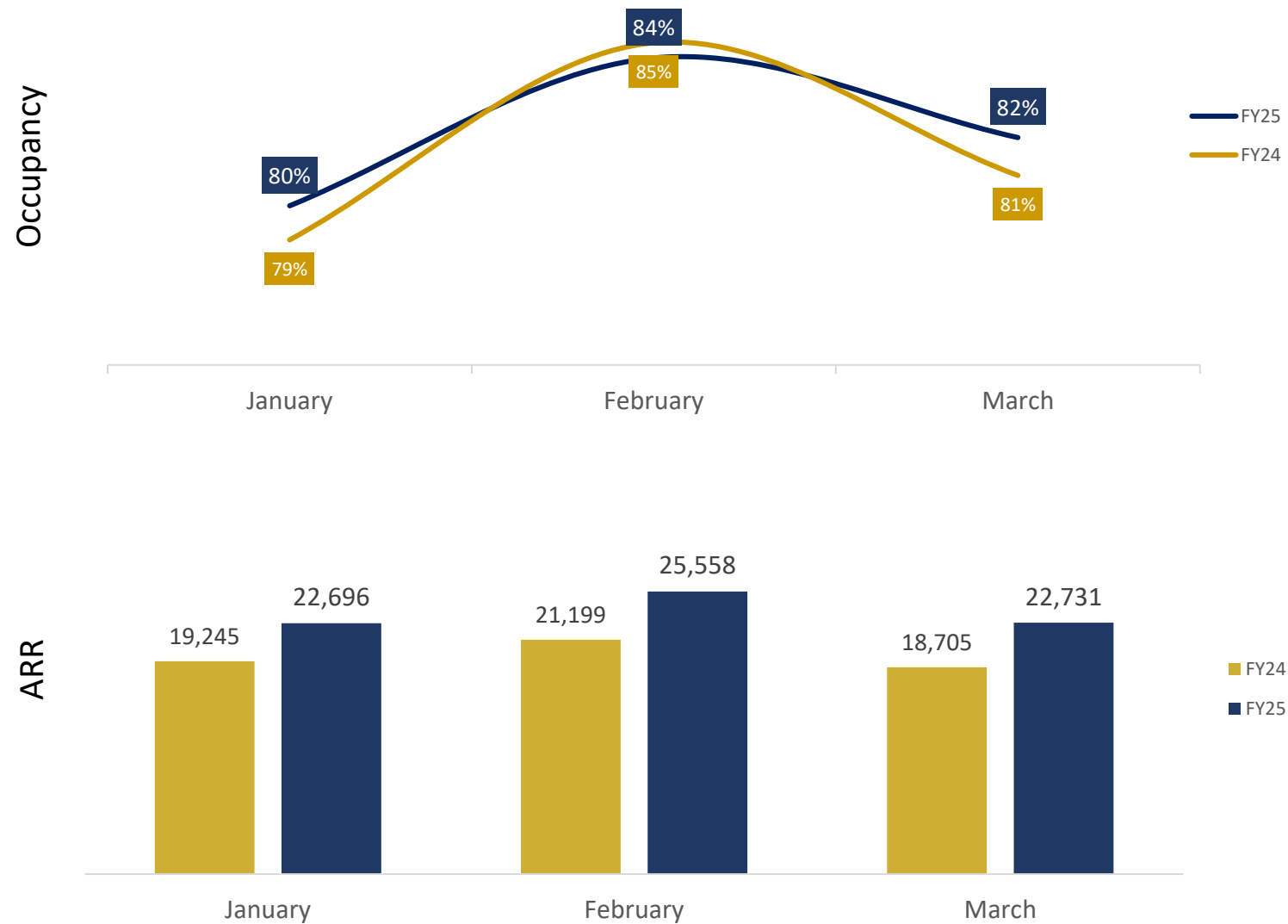
RevPAR Y-o-Y growth by Hotel Positioning

All Domestic Hotels including Managed



Q₄ ARR/Occupancy trends by month

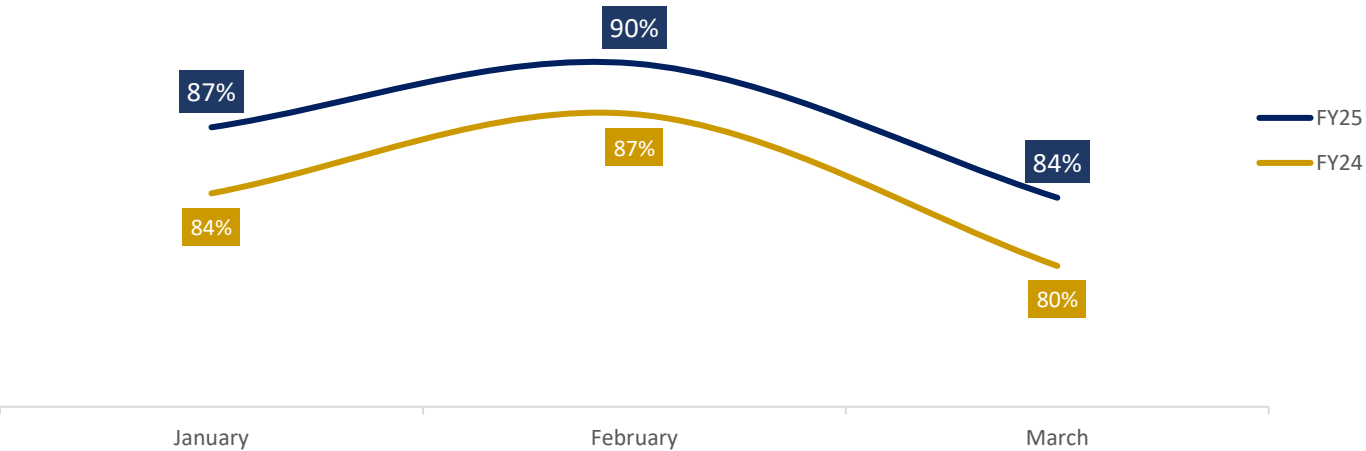
All Domestic Hotels including managed



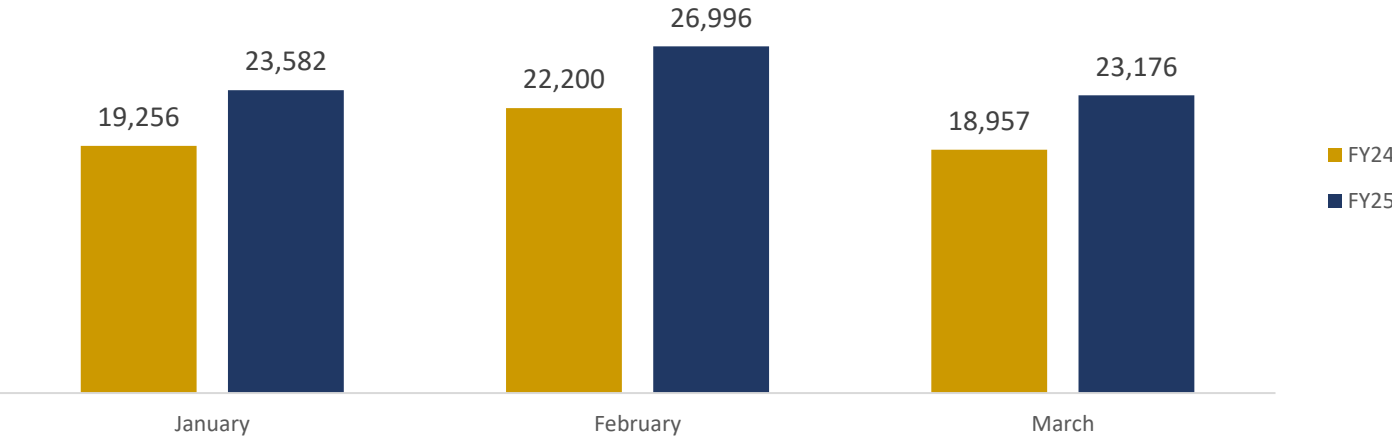
Q₄ ARR/Occupancy trends by month

ElH Owned Hotels

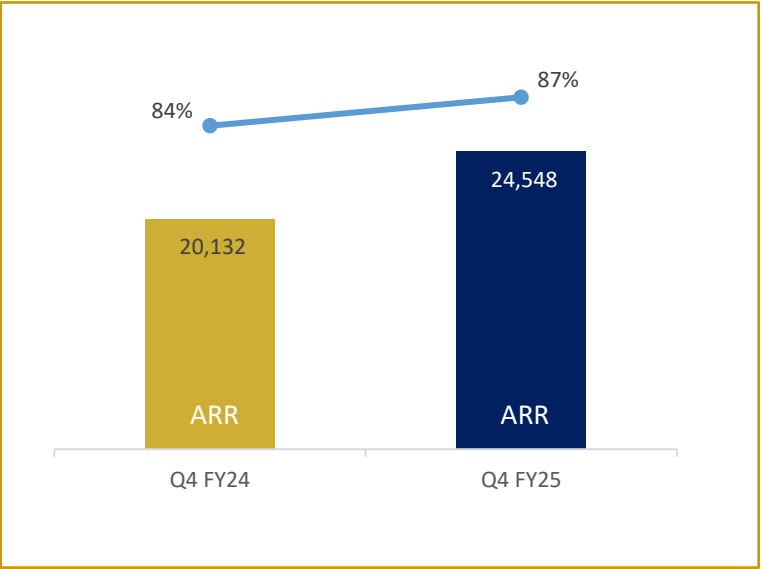
Occupancy



ARR



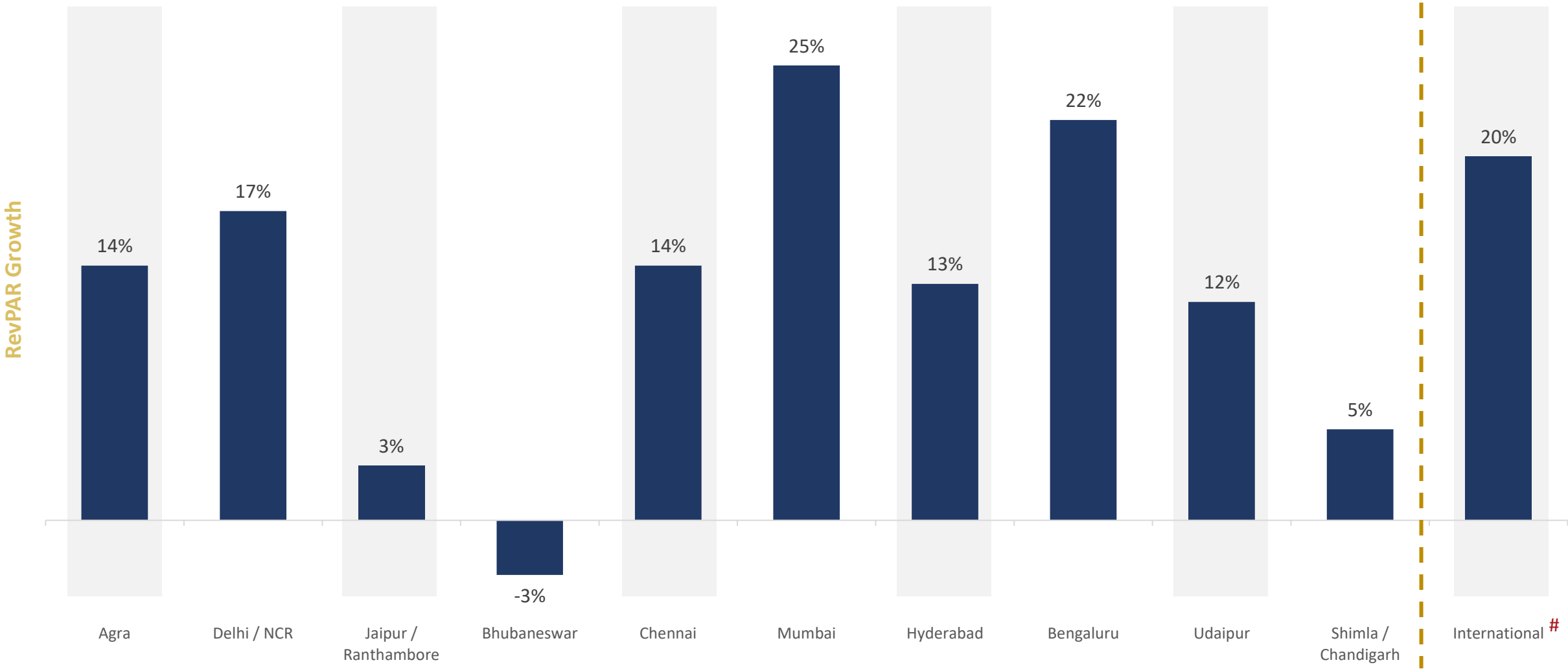
Quarterly Occupancy & ARR



In Rs

Q4 RevPAR Y-o-Y growth by City

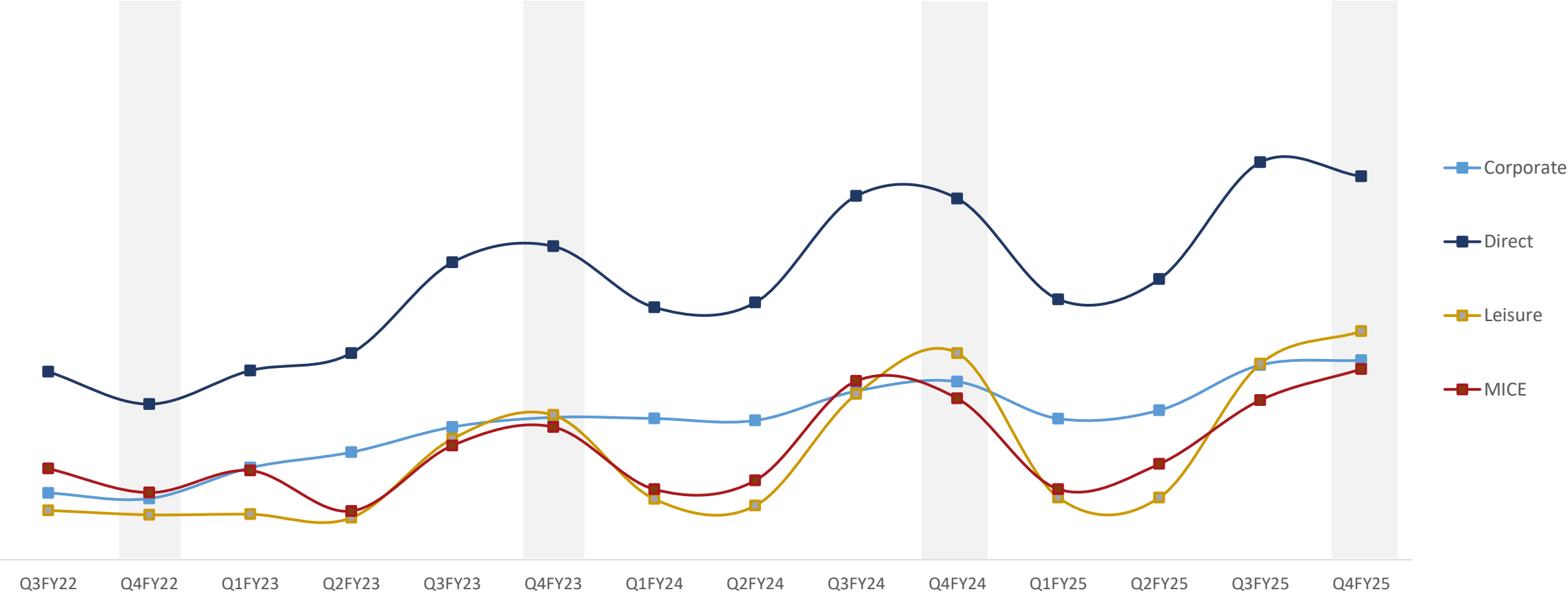
All Domestic Hotels including Managed



Includes hotels in MENA region which were impacted by the Israel conflict

Strong Room Revenue Tailwinds across Segments

All Domestic Hotels including Managed



Q4 revenue witnessed growth across all segments compared to previous quarter and same quarter last year

Financials

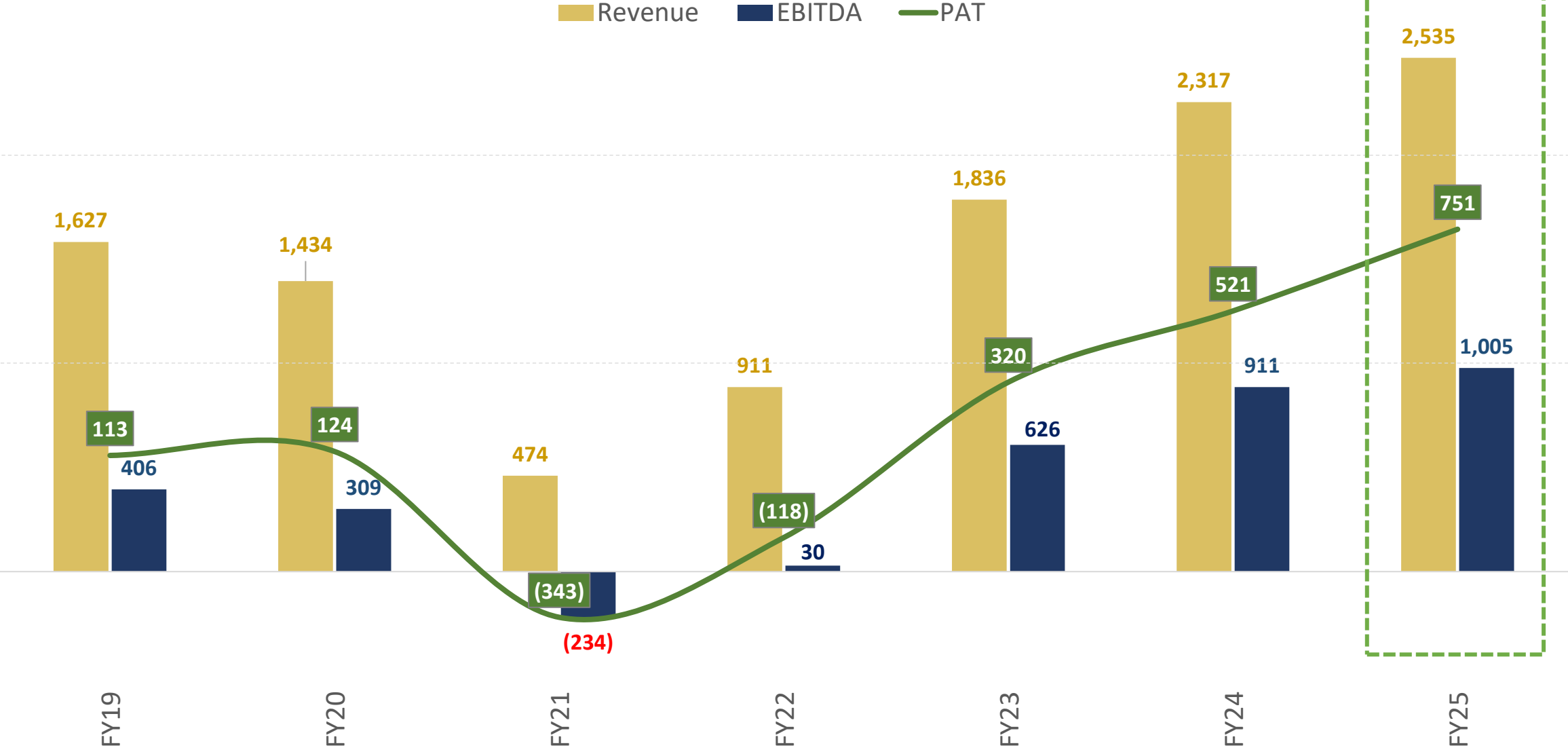


Financial Performance – FY25

Standalone and Consolidated

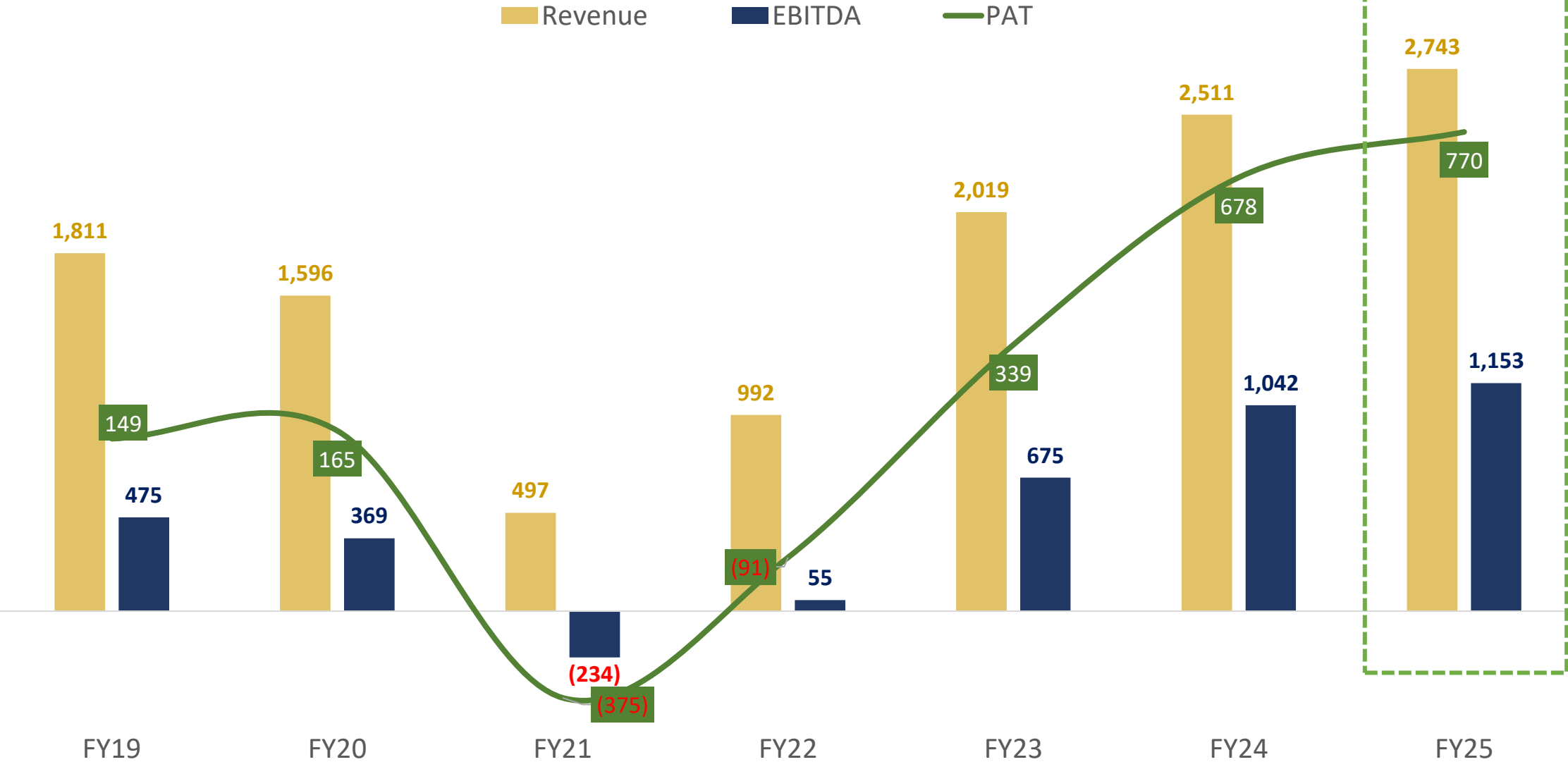
Standalone performance

INR Crores



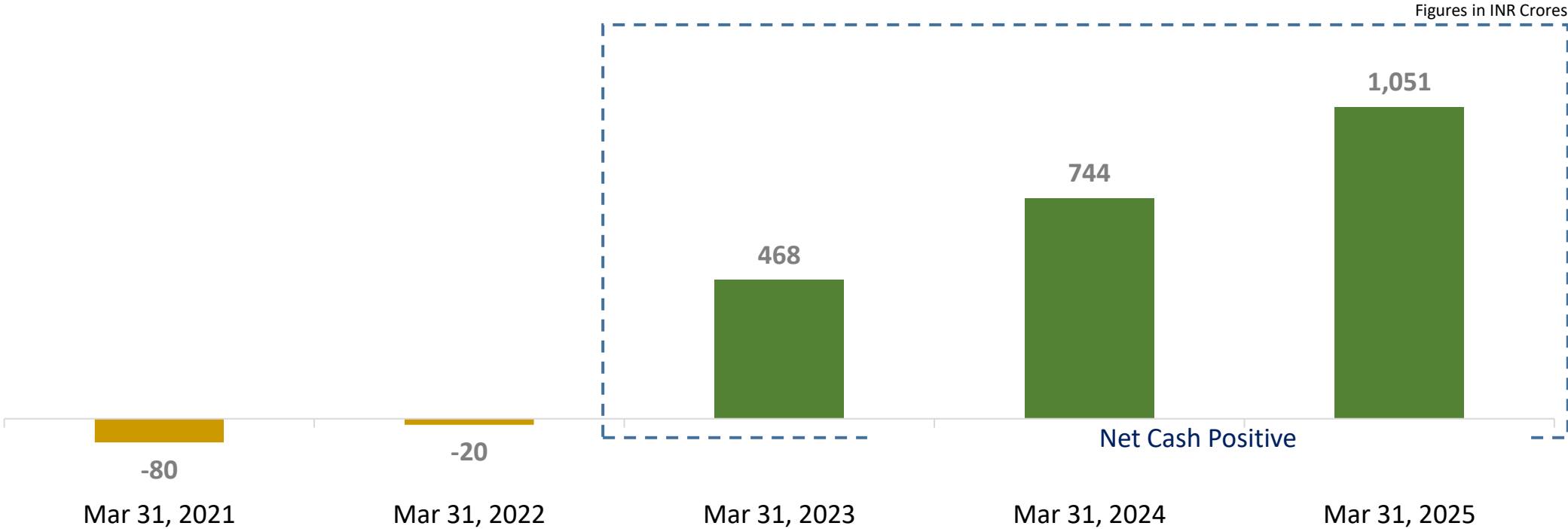
Consolidated Performance

INR Crores



Strong Funds Position - Consolidated

Robust fund position for future growth and expansion



*Including earmarked balances






Financial Statements

Q₄FY25 & FY25




Performance Highlights (Consolidated)

INR Crores

Consolidated P&L	QTR 4		
	FY25	FY24	
Revenue from Operations	827.4	741.3	
Other Income	38.4	39.7	
TOTAL REVENUE (A)	865.8	781.0	 11%
Consumption	67.7	64.4	
Employee Benefits	142.7	130.0	
Administrative & Other Expenses	266.2	242.8	
TOTAL EXPENDITURE (B)	476.6	437.2	
EBITDA = (A) – (B)	389.2	343.7	 13%
Less: Depreciation & Amortization	33.0	32.5	
EBIT	356.2	311.2	
Less: Finance Costs	5.9	2.3	
Add: Share of net profit of associates and joint ventures	26.8	12.6	
Add/(less): Exceptional Items	(22.1)	16.6	
Less: Tax Expense	93.3	90.6	
Profit / (Loss) for the period from operations	261.6	247.6	 6%
Other Comprehensive Income / Loss (net of tax)	6.8	1.2	
Total Comprehensive Income / Loss (net of tax)	268.4	248.8	
Less: Non-Controlling Interest in total comprehensive income	8.1	24.1	
Total Comprehensive Income / (Loss) for the period	260.4	224.7	




Performance Highlights (Consolidated)

INR Crores

Consolidated P&L	12 months		
	FY25	FY24	
Revenue from Operations	2,743.1	2,511.3	
Other Income	136.4	114.7	
TOTAL REVENUE (A)	2,879.5	2,626.0	 10%
Consumption	246.6	228.3	
Employee Benefits	544.5	491.9	
Administrative & Other Expenses	935.0	864.2	
TOTAL EXPENDITURE (B)	1726.1	1584.4	
EBITDA = (A) – (B)	1153.4	1041.6	 11%
Less: Depreciation & Amortization	134.5	131.5	
EBIT	1018.9	910.1	
Less: Finance Costs	21.3	19.4	
Add: Share of net profit of associates and joint ventures	58.8	33.8	
Add/(less): Exceptional Items	(28.4)	(7.3)	
Less: Tax Expense	258.1	239.5	
Profit / (Loss) for the period from operations	769.9	677.7	 14%
Other Comprehensive Income / Loss (net of tax)	8.8	2.3	
Total Comprehensive Income / Loss (net of tax)	778.7	680.0	
Less: Non-Controlling Interest in total comprehensive income	30.4	37.8	
Total Comprehensive Income / (Loss) for the period	748.3	642.2	




Performance Highlights (Standalone)

INR Crores

Standalone P&L	QTR 4		
	FY25	FY24	
Revenue from Operations	727.8	649.3	
Other Income	29.6	43.1	
TOTAL INCOME (A)	757.4	692.4	 9%
Consumption	62.7	59.6	
Employee Benefits	129.6	117.7	
Power, Fuel & Light	25.9	26.6	
Administrative & Other Expenses	203.7	188.1	
TOTAL EXPENDITURE (B)	421.9	392.0	
EBITDA = (A) – (B)	335.5	300.4	 12%
<i>Less: Depreciation & Amortization</i>	30.1	30.3	
EBIT	305.4	270.1	
<i>Less: Finance Costs</i>	3.8	3.2	
PBT	301.6	266.9	
<i>Less: Exceptional Items</i>	(103.1)	59.9	
<i>Less: Tax including Deferred Tax</i>	73.0	48.0	
PAT	331.7	158.8	 109%

Performance Highlights (Standalone)

INR Crores

Standalone P&L	12 months		
	FY25	FY24	
Revenue from Operations	2,399.9	2,193.5	
Other Income	135.4	123.3	
TOTAL INCOME (A)	2,535.3	2,316.8	 9%
Consumption	226.9	210.1	
Employee Benefits	492.0	444.1	
Power, Fuel & Light	110.5	108.6	
Administrative & Other Expenses	700.9	643.1	
TOTAL EXPENDITURE (B)	1,530.3	1,405.9	
EBITDA = (A) – (B)	1,005.0	910.9	 10%
<i>Less: Depreciation & Amortization</i>	123.8	120.5	
EBIT	881.2	790.4	
<i>Less: Finance Costs</i>	15.6	16.2	
PBT	865.6	774.2	
<i>Less: Exceptional Items</i>	(96.9)	82.2	
<i>Less: Tax including Deferred Tax</i>	211.2	171.1	
PAT	751.3	520.9	 44%

Premium positioning reflected in Awards & Accolades

Travel +Leisure, USA World's Best Awards 2024

- The Oberoi Rajvilas, Jaipur ranked the Best Hotel in the World
- The Oberoi Amarvilas, Agra enters Travel + Leisure, USA Hall of Fame for featuring amongst the Top 25 Resorts in Asia for ten consecutive years.
- Four Oberoi Hotels & Resorts amongst Top 15 Resorts in Asia
- The Oberoi ranked amongst the Top 3 River Cruise Lines in the World

The Times Travel Awards, UK 2024

- Oberoi Hotels & Resorts voted as the Best Luxury Hotel Group

The International Historic Motoring Awards, UK, 2024

- The Oberoi Concours d'Elegance Awarded the 'Breakthrough Event of The Year'

Conde Nast Traveler, USA, Reader's Choice Awards, 2024

- The Oberoi Amarvilas, Agra ranked as the Best Hotel in India
- Seven Oberoi Hotels & Resorts featured amongst the Top 10 Hotels in India:
- Top 12 Resorts in the Middle East : The Oberoi Beach Resort, Al Zorah (ranked 3rd)
- Best River Cruise Lines in the World: The Oberoi (ranked 4th)

Tatler Asia, 2024

- The Oberoi Udaivilas, Udaipur featured amongst The Best 100 Hotels in Asia

Premium positioning reflected in Awards & Accolades

Conde Nast Traveller, UK, Reader's Choice Awards, 2024

- The Oberoi Rajvilas, Jaipur ranked as the Best Hotel in India
- Seven Oberoi Hotels & Resorts featured amongst the Top 20 Hotels in India
- Three Oberoi Hotels & Resorts featured amongst the Top 15 Resorts in Asia
- Two Oberoi Hotels & Resorts featured amongst the Top 10 Resorts in the Middle East
- The Oberoi Beach Resort, Bali ranked as the Best Resort in Indonesia

Condé Nast Traveller, US & UK

- The Oberoi Amarvilas, Agra featured on The Gold List, 2025
- The Oberoi Vanyavilas Wildlife Resort, Ranthambhore featured on The Gold List, 2024

Conde Nast Traveller, India, Readers' Travel Awards, 2024

- Favorite Indian Hotel For Service: The Oberoi, Mumbai (Winner)
- Favorite Indian Leisure Hotel: The Oberoi Udaivilas, Udaipur (Winner for two consecutive years)

- Favorite Overseas Leisure Hotel: The Oberoi, Marrakech (Winner)

Travel + Leisure, India & South Asia's Best Awards, 2024

- Editor's Choice for Best Hotel Brand for Service Excellence: Oberoi Hotels & Resorts (For three consecutive years)
- Editor's Choice for Best Luxury Resort- The Oberoi Udaivilas, Udaipur (For two consecutive years)
- Editor's Choice for Best City Hotel-The Oberoi, Mumbai (For two consecutive years)
- Editor's Choice for Best Five Star Hotel Group- Trident Hotels (For three consecutive years)



Expansion Plans

Upcoming Projects

Hotels Development Pipeline

21 Properties | 1,473 Keys

Brand	Name	No. of Keys	Owned/ Managed	Domicile	Expected Year of Opening
Oberoi	The Oberoi Rajgarh	66	Owned	India	2025
Oberoi	The Oberoi Dahabiya 1	7	Managed	International	2025
Oberoi	The Oberoi Dahabiya 2	7	Managed	International	2025
Oberoi	The Oberoi Goa, Bogmallo	20	Managed	India	2026
Oberoi	The Oberoi Nile Cruiser	25	Managed	International	2026
Oberoi	The Oberoi Bardia, Nepal	18	Managed	International	2026
Oberoi	The Oberoi Diriyah	60	Managed	International	2026
Trident	Trident Visakhapatnam	150	Associate	India	2027
Trident	Trident Tirupati	124	Subsidiary	India	2027
Oberoi	The Oberoi Kathmandu	60	Managed	International	2027
Oberoi	The Oberoi Goa, Cavelossim	90	Owned	India	2028
Oberoi	The Oberoi Diriyah, Saudi Arabia (Nature)	60	Managed	International	2028
Oberoi	The Oberoi London	21	Owned	International	2028
Oberoi	The Oberoi Paro	30	Managed	International	2028
Oberoi	The Oberoi Jawai	15	Managed	India	2028
Oberoi	Trident Dehradun	130	Managed	India	2028
Oberoi	The Oberoi Rishikesh	80	Managed	India	2029
Trident	Trident Rishikesh	120	Managed	India	2029
Oberoi	The Oberoi Hebbal (#)	120	Owned	India	2029
Trident	Trident Hebbal (#)	250	Owned	India	2029
Oberoi	The Oberoi Gandikota	20	Subsidiary	India	2029

Total

'The Oberoi' Hotels | 13
'Trident' Hotels | 5
Luxury Boats and Nile Cruiser | 3

Domestic | 12
International | 9

Owned* | 8
Managed | 13

Mixed-use development will include commercial, retail and F&B space of approximately 7.63 lakhs sq. ft.

*Owned hotels include through Joint Ventures and Associate Companies



Business Footprint

Period ended 31st March 2025

Widespread presence across attractive destinations

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** (under renovation)
11. The Oberoi, Mumbai | **217**
12. The Oberoi, Bengaluru | **160**
13. The Oberoi Vindhyavilas, Bandavgarh | **21**



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**



Maidens Hotel, New Delhi | **55**

International presence



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**

497

Keys under The Oberoi Brand
(international)

3,708

Total keys in India



THANK YOU