

30th July 2021

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	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 INVESTOR / ANALYSTS

Dear Sir / Madam,

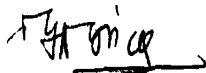
Pursuant to Regulation 30(6) of SEBI (Listing Obligation and Disclosure Requirement) Regulation, 2015 (Listing Regulations), please find enclosed the copy of the presentation to be circulated to Investor / Analysts in respect of the Audited Financial Results (Standalone and Consolidated) of the Company for the First Quarter ended 30th June 2021.

Kindly take the above in your records and host in your website.

Thanking you,

Yours faithfully

For **ElH Limited**



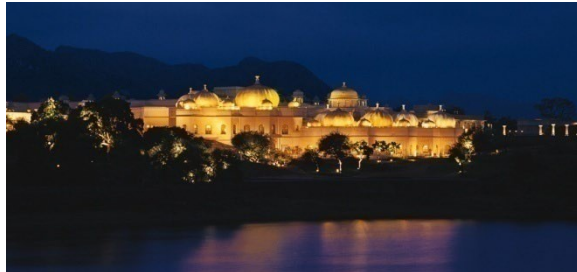
S.N. Sridhar
Company Secretary



ElH Limited
A MEMBER OF THE OBEROI GROUP

Investors' Conference Call

Quarter ended June 2022 | Q1FY22






Industry Outlook

Impact of the global pandemic on travel industry

Source: HVS Anarock

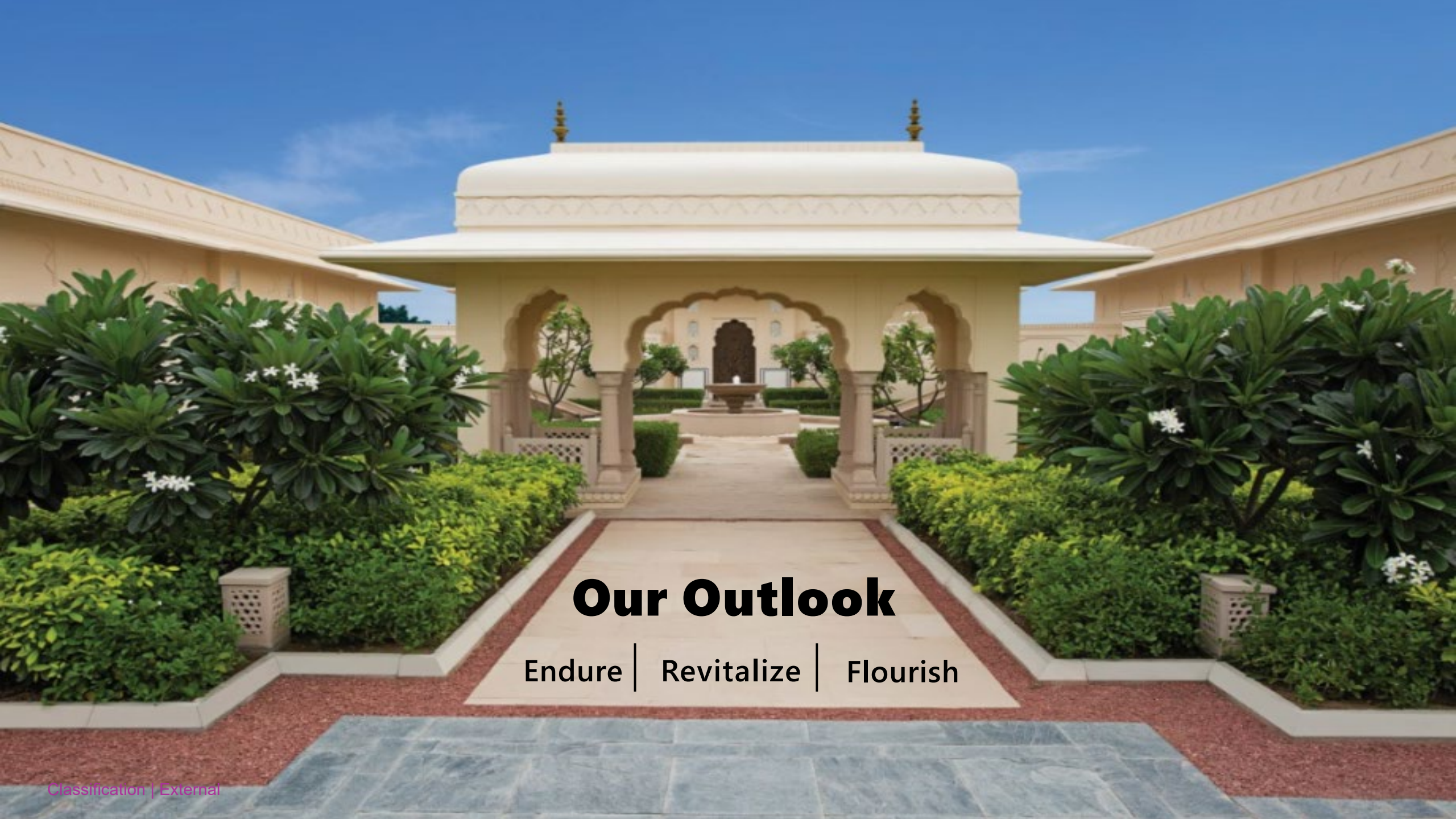
Trends in India Hospitality

		Y-o-Y	Jun 2021	May 2021	Apr 2021	Mar 2021
  	INDUSTRY	ADR	17-19%	2-4%	4-6%	22-24%
		Occupancy	10-12pp	3-5pp	18-20pp	17-19pp
		RevPAR	78-80%	22-24%	149-151%	21-23%
EIH RevPAR		EIH Limited	270%	37%	244%	16%
		Domestic Properties *	383%	75%	376%	1%

Impact of the global pandemic on travel industry

Key Highlights

- 1 Domestic air traffic increased by over 47% in Jun 2021** compared to May 2021 as travel restrictions started easing across states in India because of the declining COVID cases in the country.
- 2 Hotel occupancy in all the major cities witnessed a m-o-m increase** with the revival in leisure travel. Mumbai observed the highest occupancy (51-53%) in Jun 2021, followed by New Delhi (39-41%), primarily driven by staycation and weekend businesses.
- 3 Hotel stocks are seeing an upward trend** due to the increasing positivity towards the sector.
- 4 Brand openings & signings by properties have increased marginally in H1 of 2021** compared to last year.

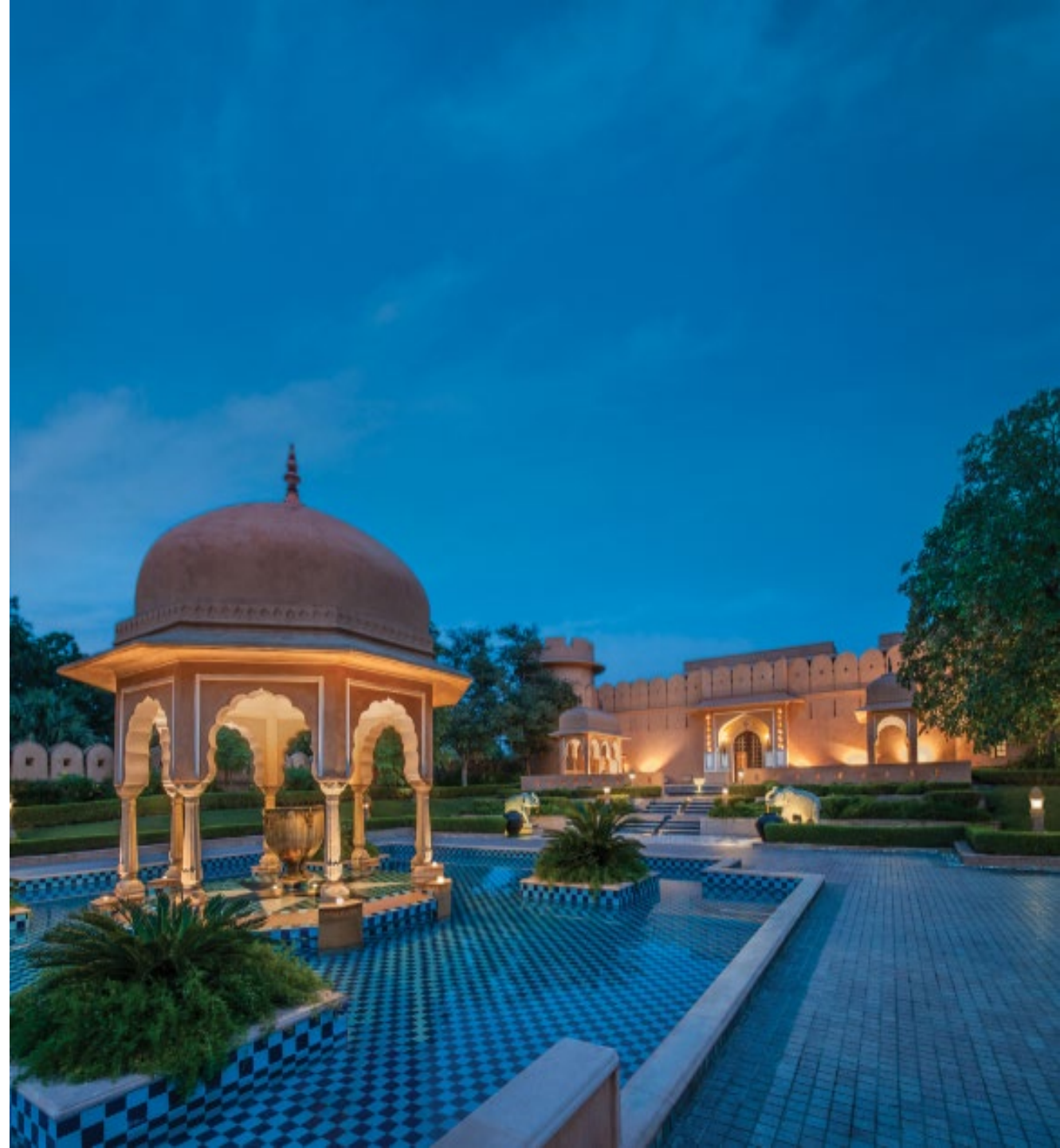


Our Outlook

Endure | Revitalize | Flourish

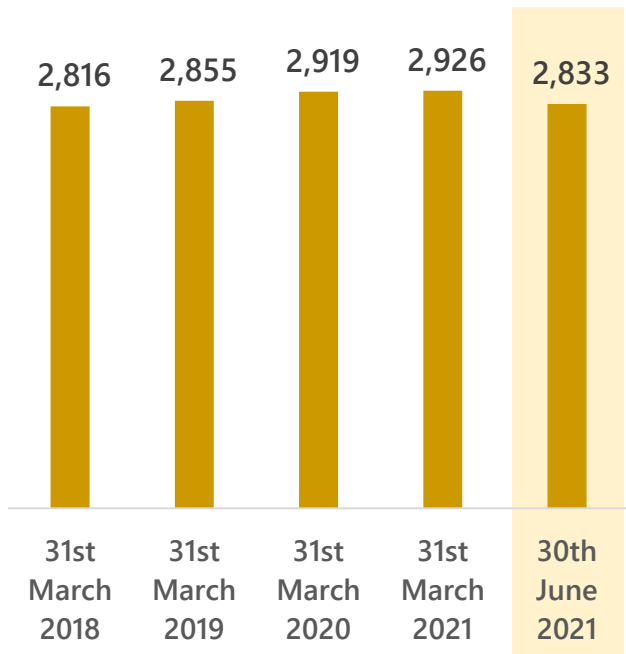
ENDURE

Robust Balance Sheet | Sharp Post-COVID Recovery

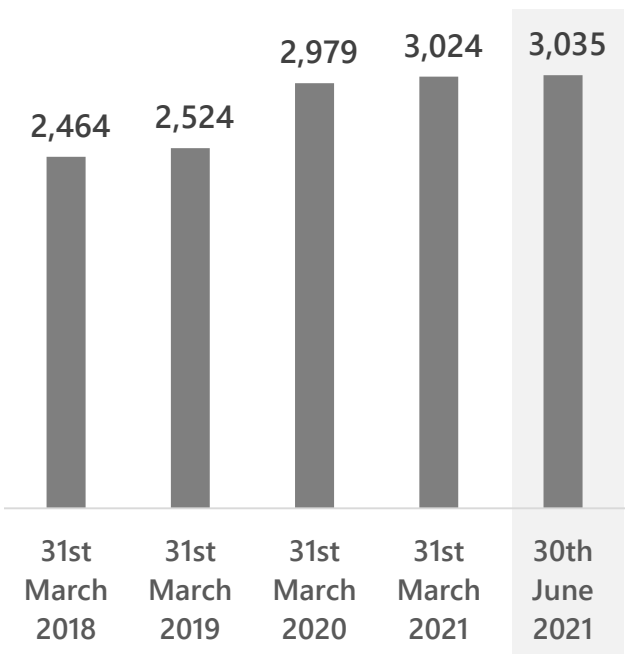


Robust Balance Sheet

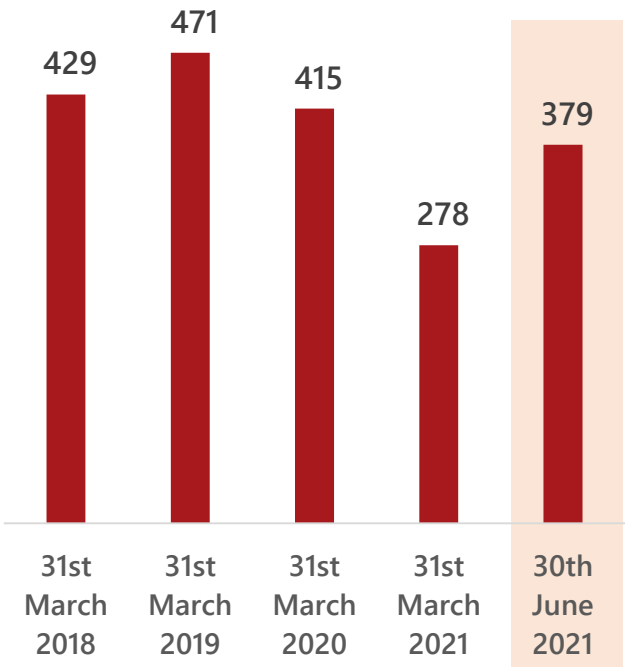
NET WORTH



STRONG ASSET BASE

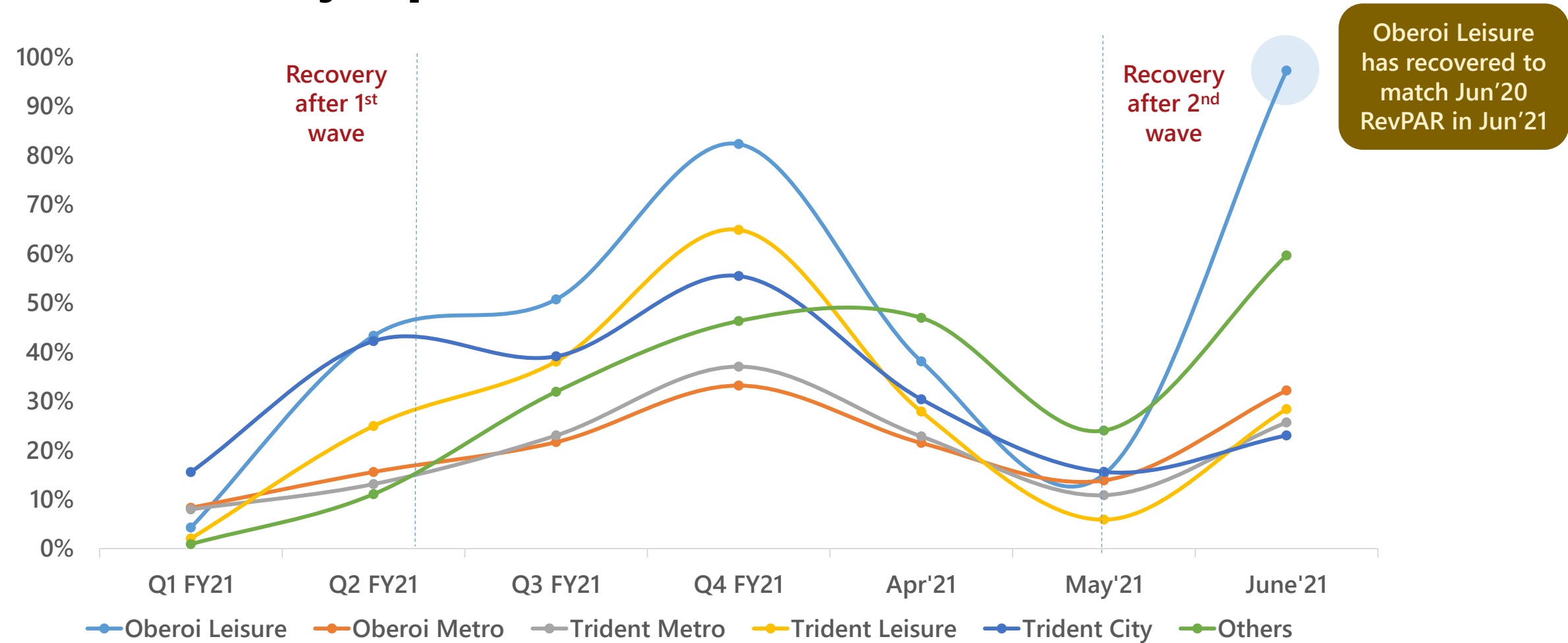


TOTAL DEBT



Our Balance Sheet strength have helped in controlling the finance costs and obtain lowest interest rates from bank.
Weighted Average Cost of Debt as on 30th June 2021 was 7.51%, i.e. reduction by 61 bps in last one year

RevPAR Recovery impacted due to second wave of COVID-19

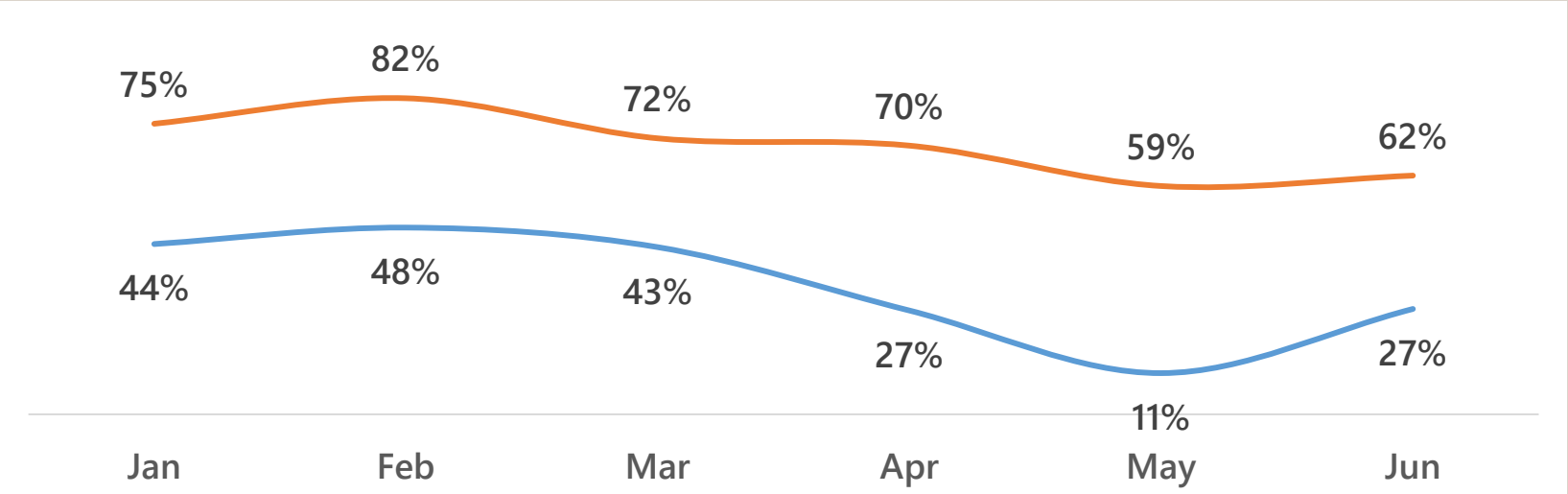


Q1FY22 witnessed decline in RevPAR due to second wave of COVID-19.
However, steep recovery is being witnessed from June 2021 onwards

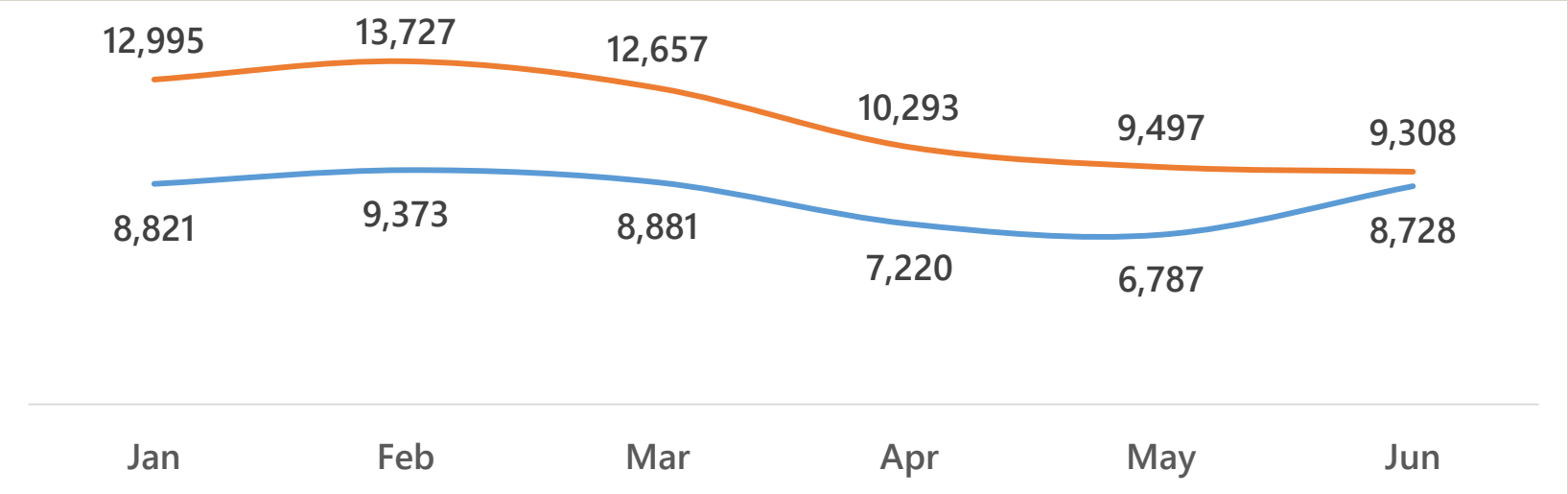
Hotels | Recovery in Domestic Properties

— Y 2021 — Y 2019

Occupancy

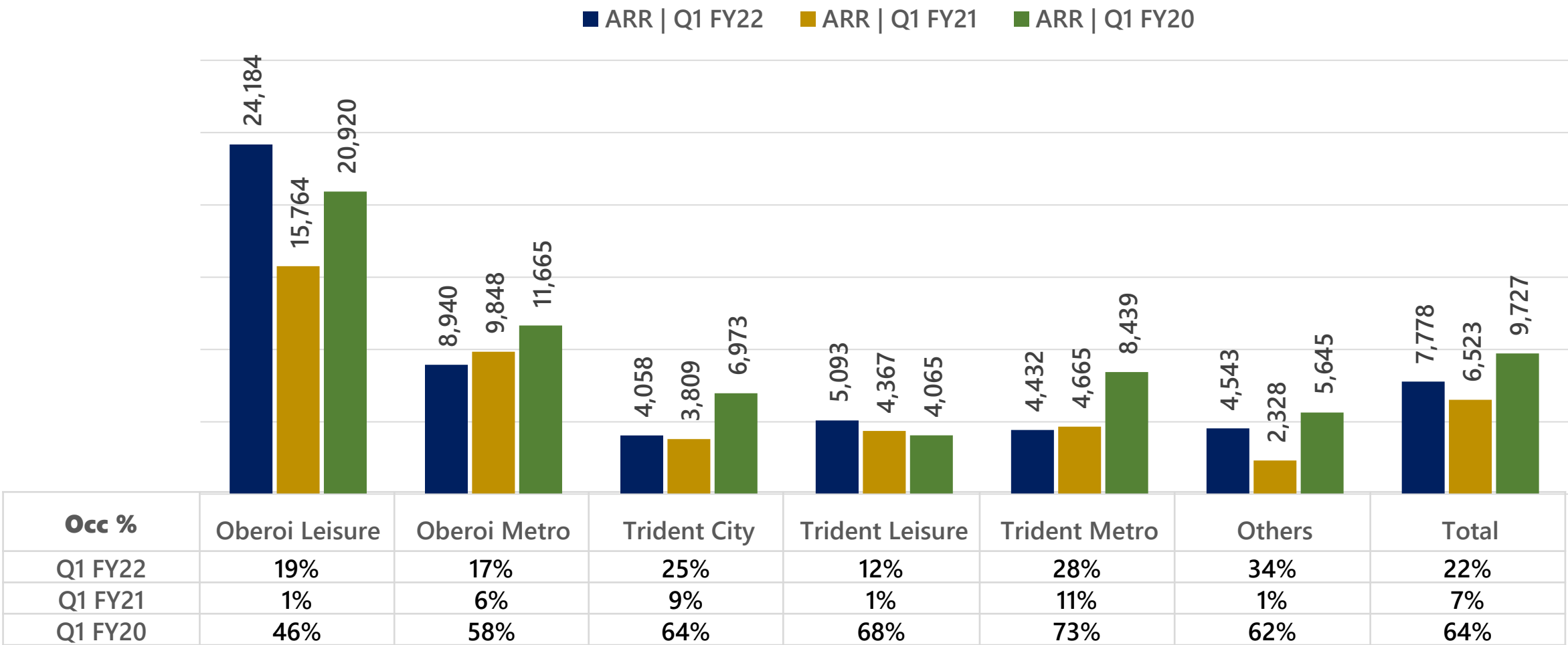


ARR

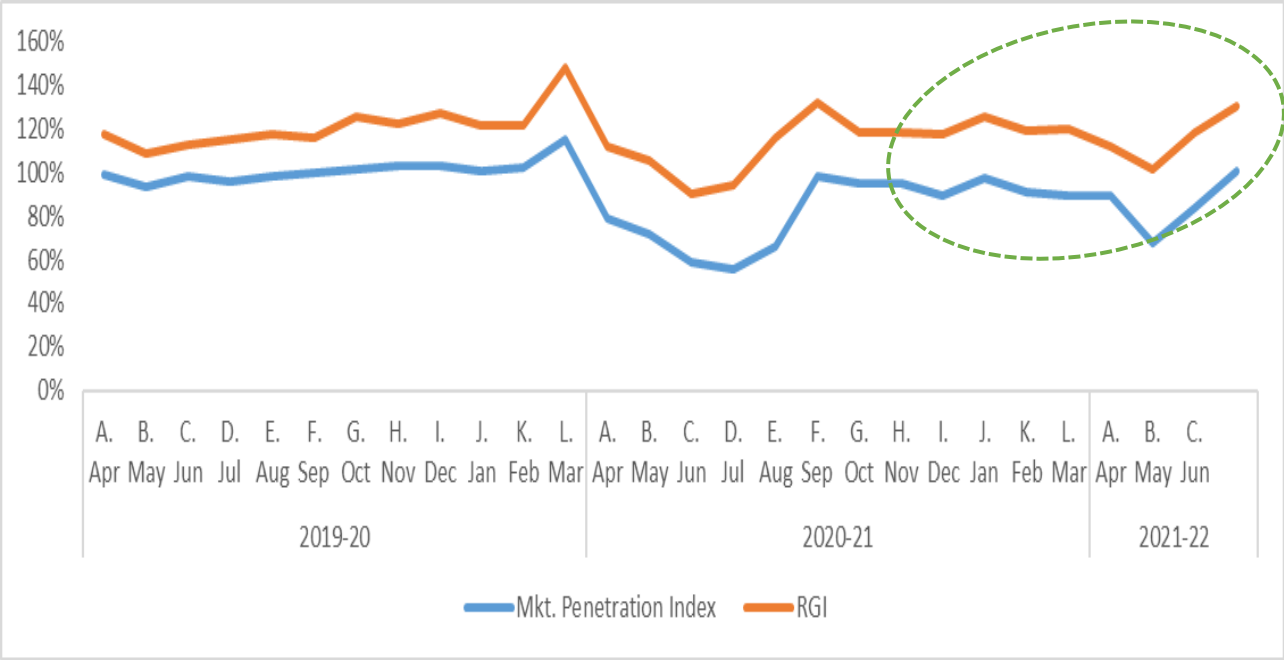


ARR & Occupancy Trends: India

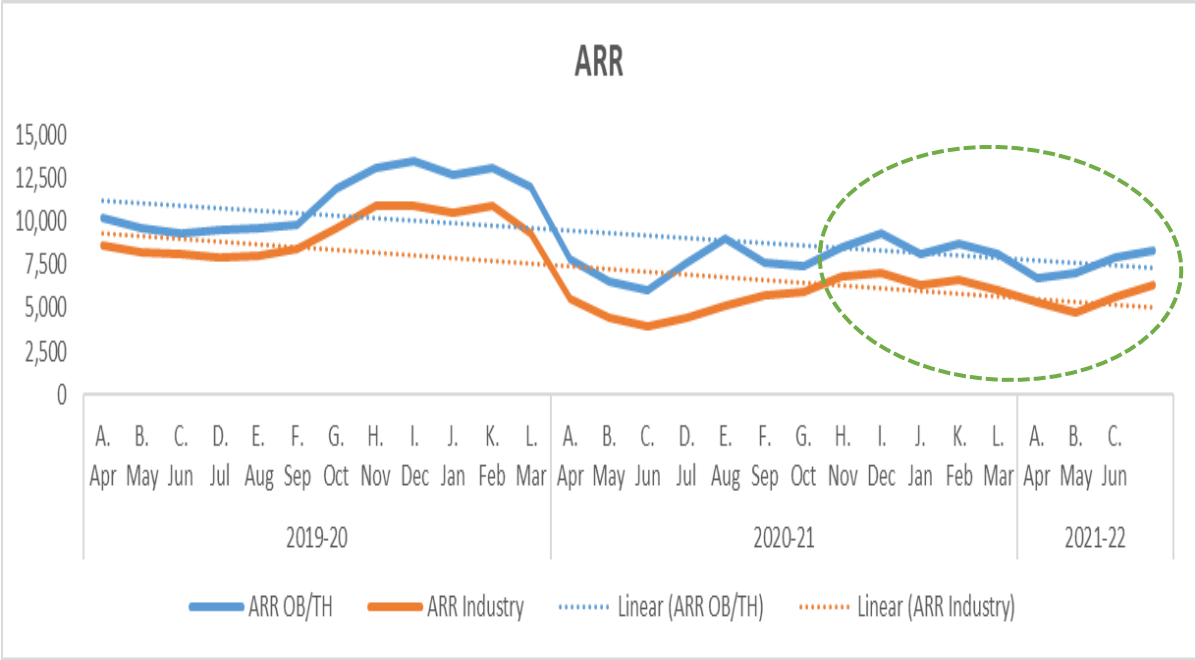
Hotels | Quarterly ARR Movement | Including Managed Properties



High on ARR and RGI – Brand Promise of being the best.



RGI improved from 120% pre-pandemic, to 130% in July 2021.



Continue to maintain ARR premium, while driving higher RPD.

Oberoi and Trident Hotels perform better than the industry, while maintaining Brand Premium and Revenue Generating Index

REVITALIZE

Leaders in Health and Safety | Process
Efficiency | Automation | Rationalization of
Fixed Costs | Environmental consciousness



Leaders in Health & Safety



Platinum rating for all hotels
by Bureau Veritas



Editor's Choice Award
Best Safety and Hygiene Protocols

Process Efficiency | The Oberoi Centre of Excellence | Milestones achieved

Procurement

- PRODUCT STANDARDIZATION
- PRICE RATIONALIZATION
- ECONOMIES OF SCALE
- CONSOLIDATION
- TRANSPARENCY
- TECHNOLOGY & DIGITIZATION
- E-AUCTIONS
- VENDOR PORTAL
- OPTIMIZED P2P CYCLE

Financial Planning & Analysis

- AUTOMATED BUDGETARY CONTROLS
- MIS STANDARDISATION/CENTRALISATION
- CLEAN MASTER DATA
- VALIDATION OF VENDOR MASTER
- VALIDATION OF PAN/ TDS SECTIONS
- CENTRAL DATA EXTRACTION

Tax Compliances

- TIMELY RETURN FILING
- TIMELY TAX PAYMENTS
- MONTHLY GSTR RECONCILIATION
- GST RATIO STANDARDIZATION
- MONTHLY 2A RECONCILIATION

13 Units managed by TOCE received

Certificate of Appreciation from

**Ministry of Finance for prompt filing of
returns during financial year ended 31st**

March 2021

Process Efficiency | The Oberoi Centre of Excellence | Milestones achieved

Accounts Receivable

- TIMELY BILLING
- DEDICATED SPOC
- CUSTOMER SATISFACTION
- DAILY SETTLEMENT
- TDS RECONCILIATION
- ROBUST FOLLOW UP
- EFFICIENT RECOVERY

Accounts Payable

- TIMELY PAYMENTS
- VENDOR PORTAL
- ONLINE BILL SUBMISSION
- DEDICATED SPOC
- VENDOR SATISFACTION
- DIGITAL DOCUMENTS

Financial Closing

- QUICKER MONTHLY CLOSURE
- EARLIER STATUTORY FINALISATION
- CENTRAL DATA EXTRACTION
- AUTOMATED BANK RECONCILIATION
- CENTRALISED CAPITALISATION
- AUTOMATED RELATED PARTY DISCLOSURES
- STANDARDISED FINANCIALS
- SEAMLESS CONSOLIDATION

Process Efficiency | The Oberoi Centre of Excellence | Milestones achieved

Income Audit

- STANDARDISED PROCESSES
- UNIFORMITY IN REPORTING
- STRONG INTERNAL CONTROL
- REAL TIME TRACKING
- PAPERLESS ENVIRONMENT
- AUTOMATED CHECKS

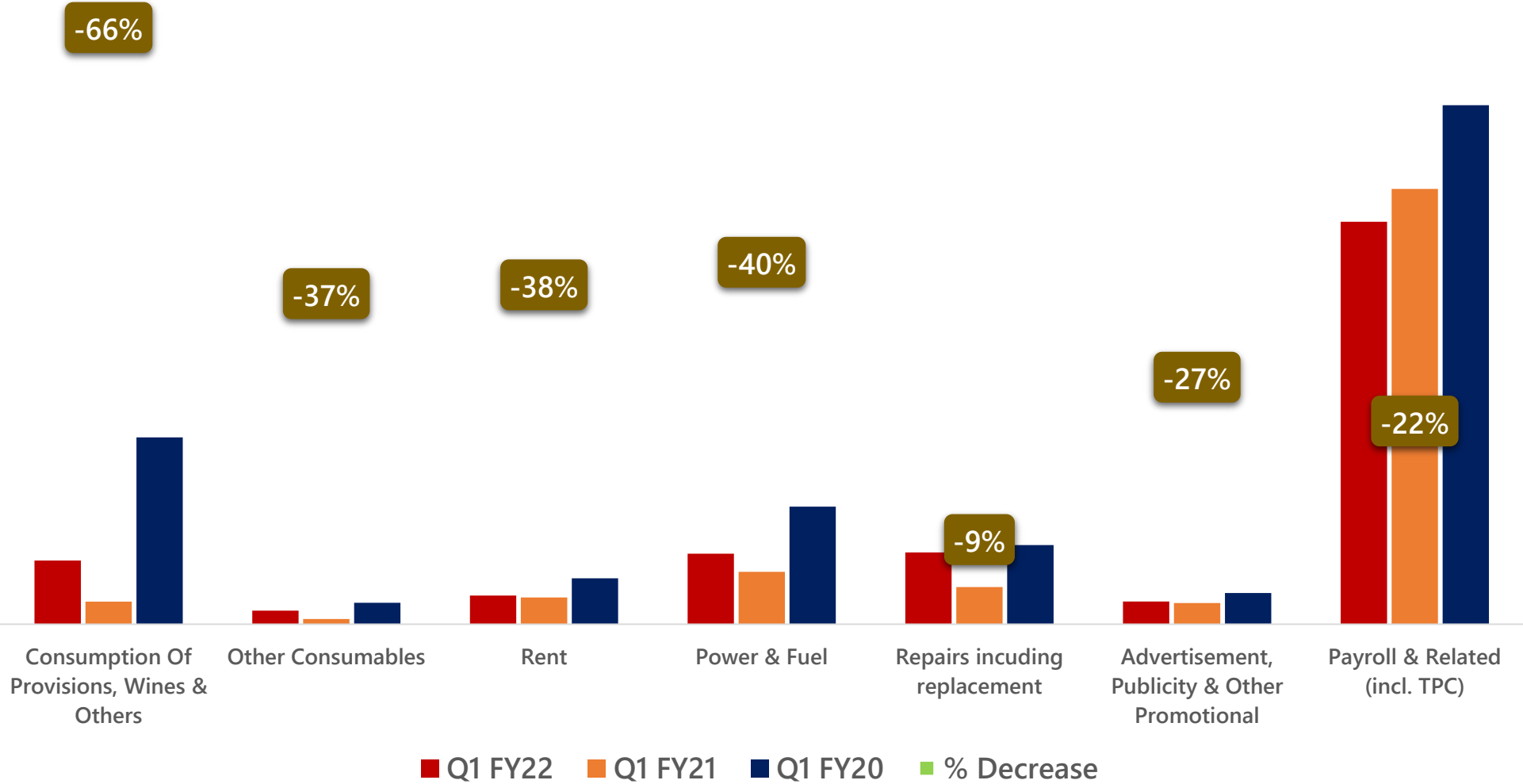
Dashboarding & Data Analytics

- REAL-TIME DYNAMIC DASHBOARDS
- FULLY STANDARDIZED MIS
- INTEGRATED DATA FLOW
- MIS EFFECTIVENESS
- KPI MONITORING
- CENTRALISED REPORTING

Treasury

- CENTRALISED ONLINE BANKING
- DAILY FUND MONITORING
- EFFICIENT INVESTMENTS
- COST-EFFECTIVE DEBT
- CENTRALISED BANK GUARANTEES

Financial Agility | Significantly enhanced operational efficiencies



Efforts towards implementing efficient cost structure through rationalization of human capital (~24% reduction in executive & staff from June 2019 to June 2021 for the group) and technological advancements have resulted into sustainable savings in fixed expenses

Multiskilling

Benefits

PEOPLE

Rotation of job profile
Progression to senior positions within the company or outside
Increased employee satisfaction

GUESTS

Exceptional guest service encouraged by a culture of multi-functionality

COMPANY

People efficiencies
Talent development with new knowledge and skills



Automation

Document Management System

Storing, managing and tracking of digital documents in an efficient manner ensuring easy retrieval of information as and when required and significant reduction in use of paper.

Workflow based processes

End-to-end visibility of processes besides real-time tracking of the status of progress. Has also established strong internal controls through effective delegation of authority - raising of PR/PO, acknowledgement of receipt of goods/services, invoice booking, payment processing, vendor onboarding, reimbursement of individual expenses, approval and procurement of capex, to name a few.

Seamless consolidation

Usage of system tools for consolidation, thereby enabling timely reporting of financial numbers at more frequent intervals, both at a legal entity level as well as group level. Simultaneously obviates the chances of human errors inherent in a manual consolidation process.

Automation

Robotics

Repetitive tasks being done by software technology, thereby saving valuable human effort and time and simultaneously reducing the chances of errors and frauds.

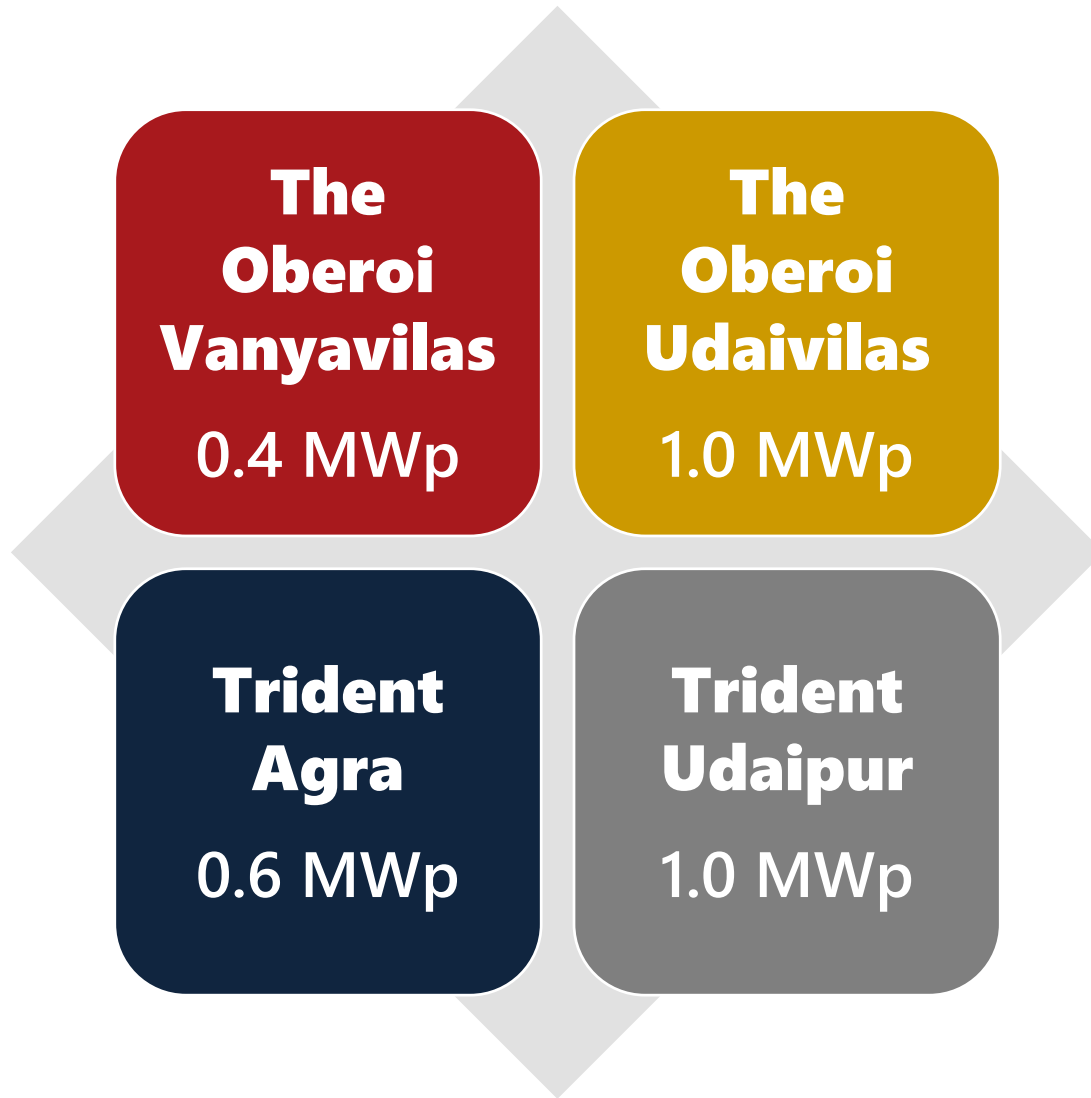
100% online Banking

Complete switchover to the online mode of banking, thus saving valuable time and providing complete mobility to authorisers, thereby ensuring that payments are never held up due to availability of authorisers.

Information Integration

Integration amongst the various tools and softwares we use, viz., Opera, Micros, SAP, Salesforce, NewGen, Ecobillz, Qlik, thereby ensuring accurate and timely reporting of data.

Reducing our Carbon Footprint | Energy Conservation



Commissioning of Solar Plants

- Solar Plants with a capacity of 3.0 MWp are being commissioned
- Expected to generate 4.2 mn units p.a. thereby reducing the carbon footprint
- Annual estimated cost reduction of ~86% at hotels where solar plants are being commissioned

Hotels/units consuming Renewable Energy

- The Oberoi Gurgaon
- Trident Gurgaon
- The Oberoi Vanyavilas
- The Oberoi Udaivilas
- Trident Agra
- Trident Udaipur
- The Oberoi Bengaluru
- Trident Bandra Kurla
- Trident, Chennai
- OFS, Chennai



Partnership with Energy Efficiency Services Limited (EESL)

The Oberoi Group has signed a Memorandum of Understanding (MoU) with Energy Efficiency Services Limited (EESL). With this partnership, EESL, through its nationwide network, will collaborate with all Oberoi Hotels & Resorts to evaluate opportunities for saving energy and lowering emissions. EESL will recommend select energy programmes from its portfolio with proven track records of successful implementation.

Additionally, as a part of The Oberoi Group's efforts towards sustainability, tailor-made energy efficiency initiatives for each of its hotels and resorts will be executed. EESL will provide technical support and extend its procurement advantage through its partners across the energy sector. The potential energy efficiency measures will include lighting, electric motors and pumps, air-conditioning, ventilation systems, indoor air quality systems and electric vehicles, along with charging infrastructure.



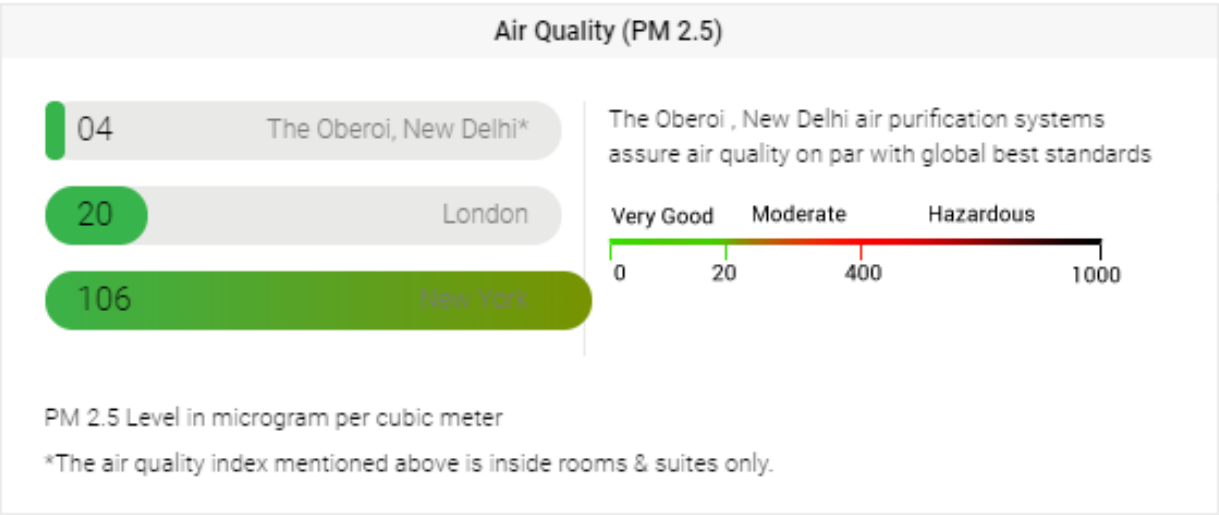
Keeping it Clean

Oberoi Hotels and Resorts continue to follow highest standard of health, hygiene and safety of our guests and employees in keeping with WHO guideline.

Demonstrated by implementation of the state of the art technology to ensure guests are able to experience pollution free **clean air** at The Oberoi, New Delhi.

Local Time 08:04 AM

Current Weather



Real-time update on AQI (PM2.5) of rooms as compared to London and New York.

As per WHO recommendation, PM 2.5 less than 50 is considered to be healthy.



Water Hygiene – environment friendly disinfection system

Installation of centralized ultra-violet disinfection system for domestic water systems

- All hotels have a centralized ultra-violet water disinfection system. These microprocessor based systems are operational round the clock to ensure water hygiene.
- The UV systems are environment friendly as they have offset our consumption and dependence on oxidizing disinfection chemicals like chlorine.



Waste Water Treatment – recycling of used water

Installation of modern waste water treatment plants

- All hotels have sewage and waste water treatment plant that enables us to treat the used water to high grade recyclable quality treated water.
- The treated water is recycled for use in irrigation of our gardens and lawns, air-conditioning cooling towers and flushing systems where excess is available.
- The recycling of used water not only reduces our usage of fresh water but also helps in conserving ground water resources and municipal water resources where in use.



Environment friendly water heating systems

Installation of Heat Pumps replacing fossil fuel based water heating boilers

- Several hotels now utilize high efficiency electrically operated Heat Pumps to heat swimming pool and domestic water.
- As well as having high thermal efficiency Heat Pumps have also reduced our dependence on fossil fuels like diesel, gas and cut down carbon emissions.
- The Oberoi Rajvilas, The Oberoi Vanyavilas, Trident Chennai, The Oberoi New Delhi, The Oberoi Gurgaon and Maidens hotel utilize heat pumps.



Boosting confidence in travel by vaccination drive



Our Heart.Felt priority, is you safety

#WeAreVaccinated



Your Safety is our Priority.



A step towards your safety

#WeAreVaccinated



Your Safety is our Priority.

FLOURISH

Leadership in Domestic Leisure | Food & Beverage | Alliances | Guest Recognition



Oberoi Leisure | Outperforming Expectations

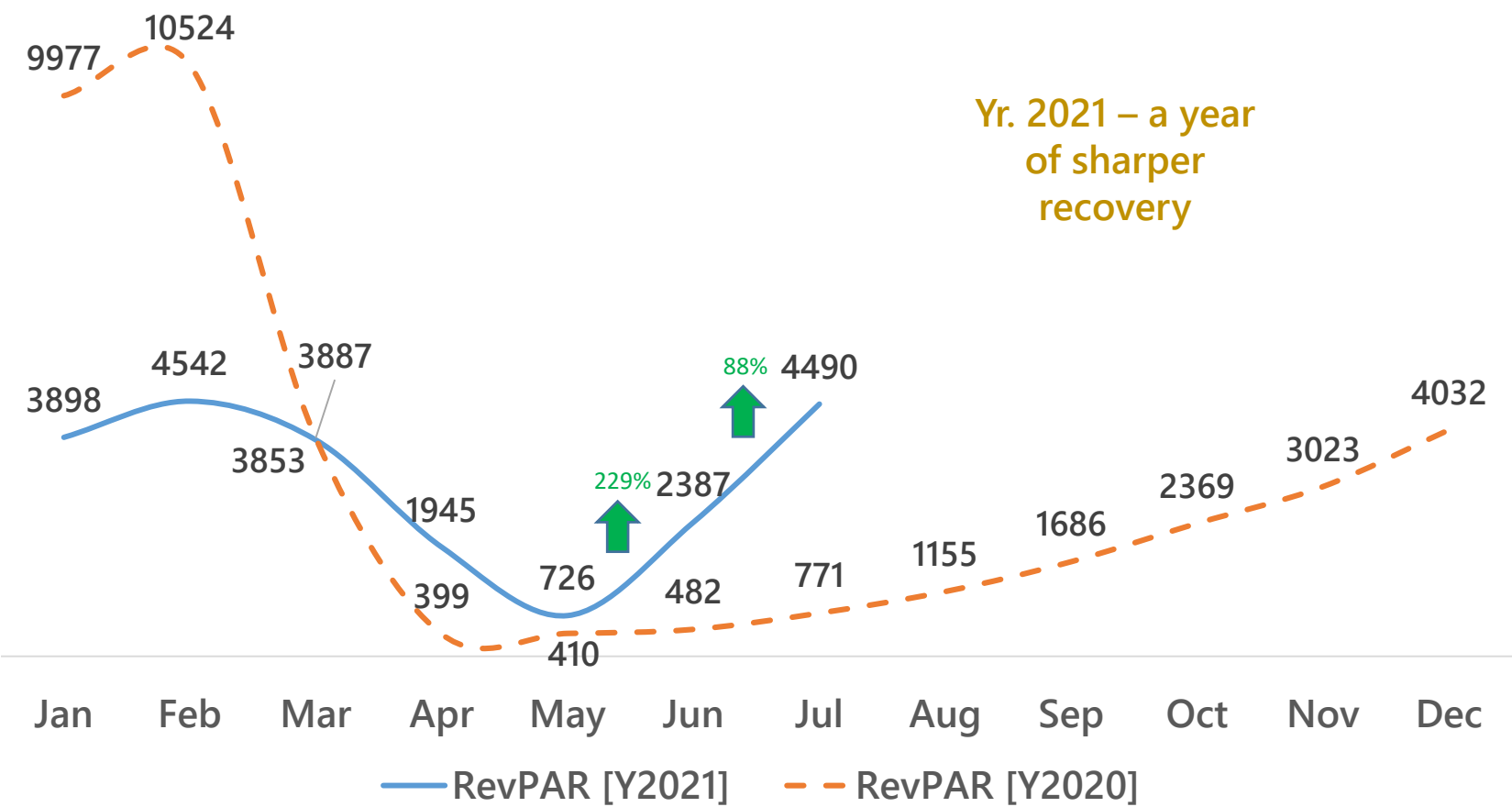


List of Oberoi Leisure Properties

- The Oberoi Udaivilas
- The Oberoi, MV Vrinda
- The Oberoi Vanyavilas
- The Oberoi Rajvilas
- The Oberoi Cecil, Shimla
- Wildflower Hall, Shimla
- The Oberoi Amarvilas
- The Oberoi Sukhvilas

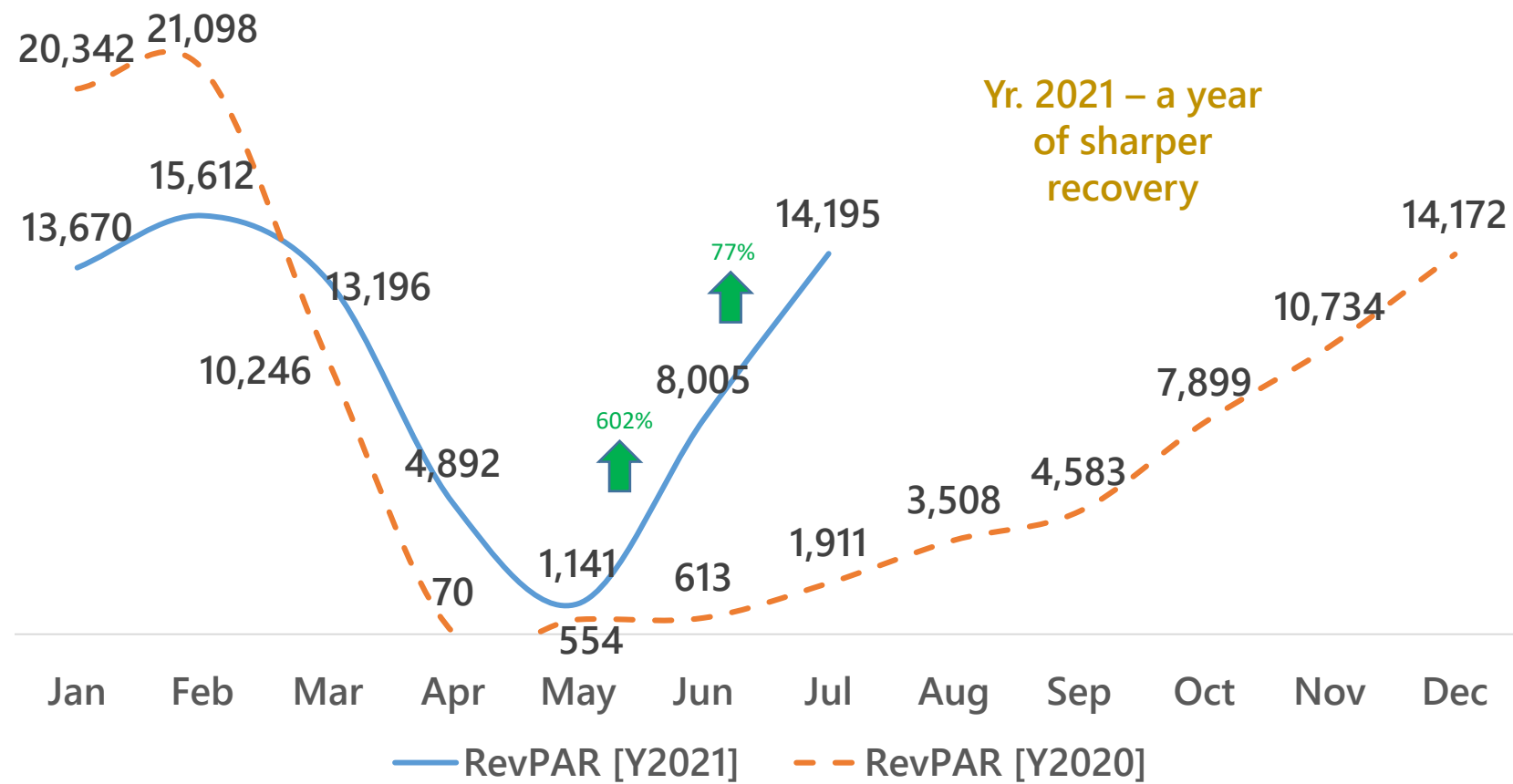
Oberoi Leisure Resorts have started outperforming normalized year performance as well as surpassing the corresponding quarter performance

RevPAR Recovery | Domestic Properties



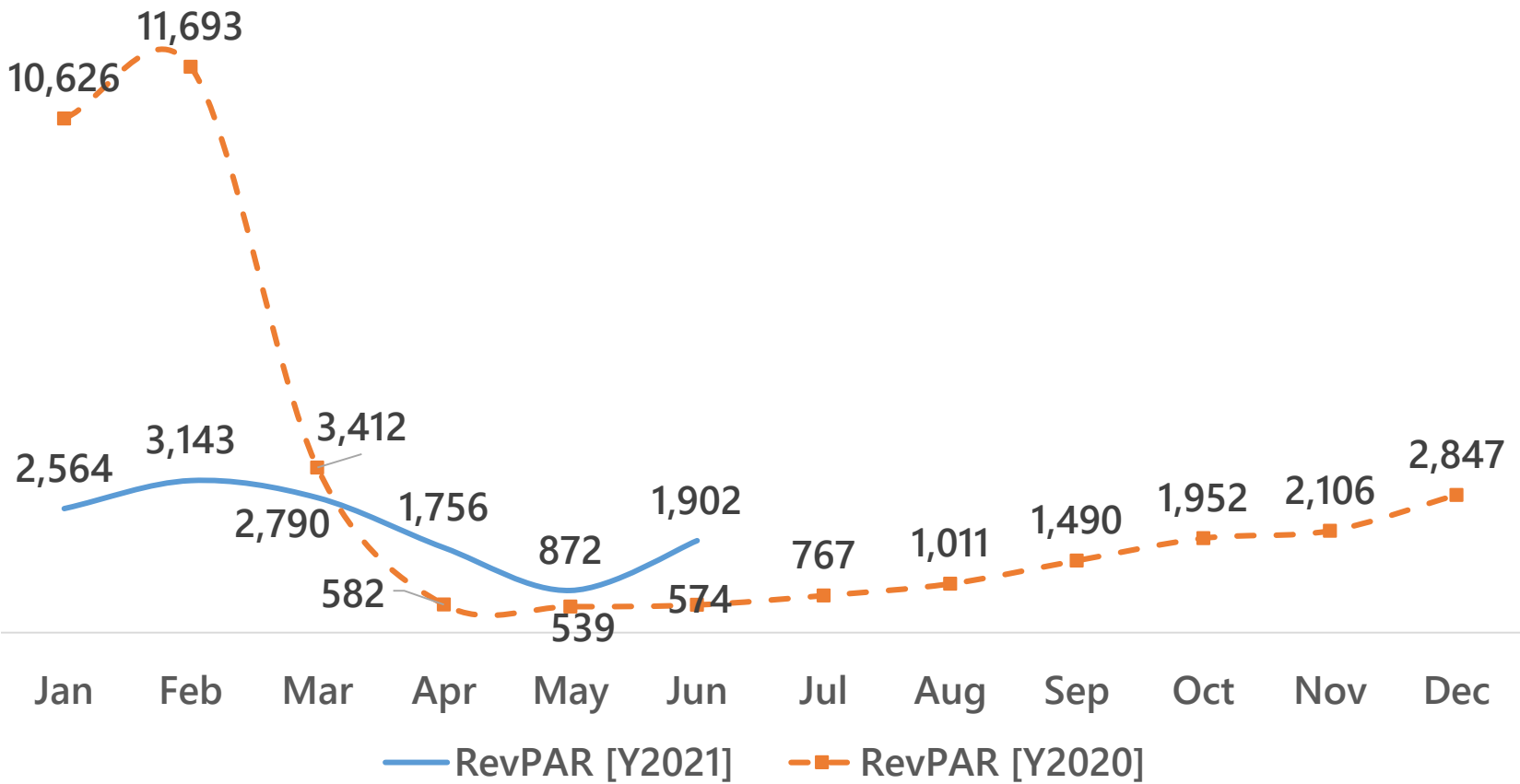
Q1FY22 witnessed sharper recovery in RevPAR as compared to 1st wave.

RevPAR Recovery | Oberoi Leisure Properties



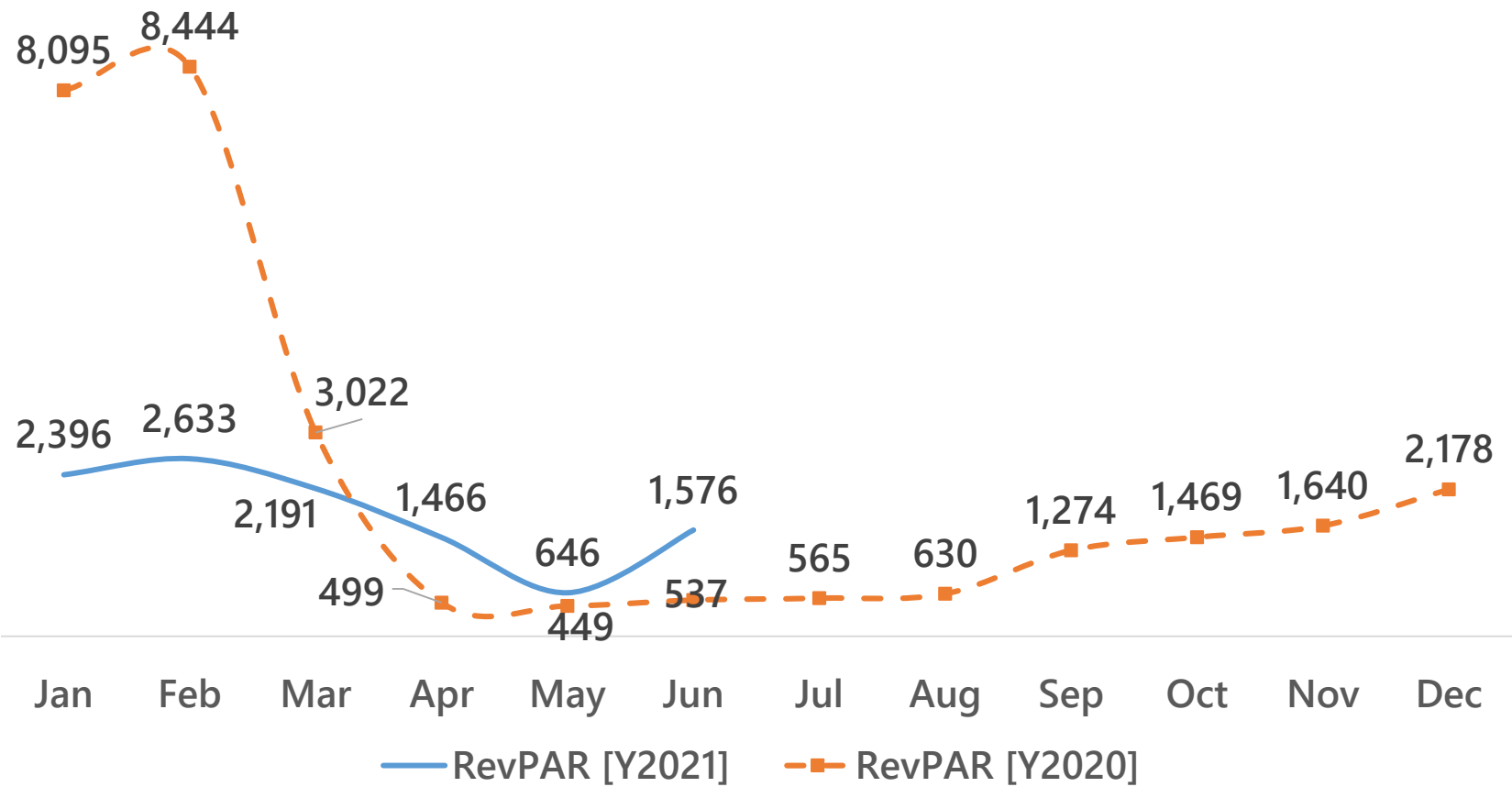
Q1FY22 witnessed sharper recovery in RevPAR as compared to 1st wave.

RevPAR Recovery | Oberoi Metro Properties



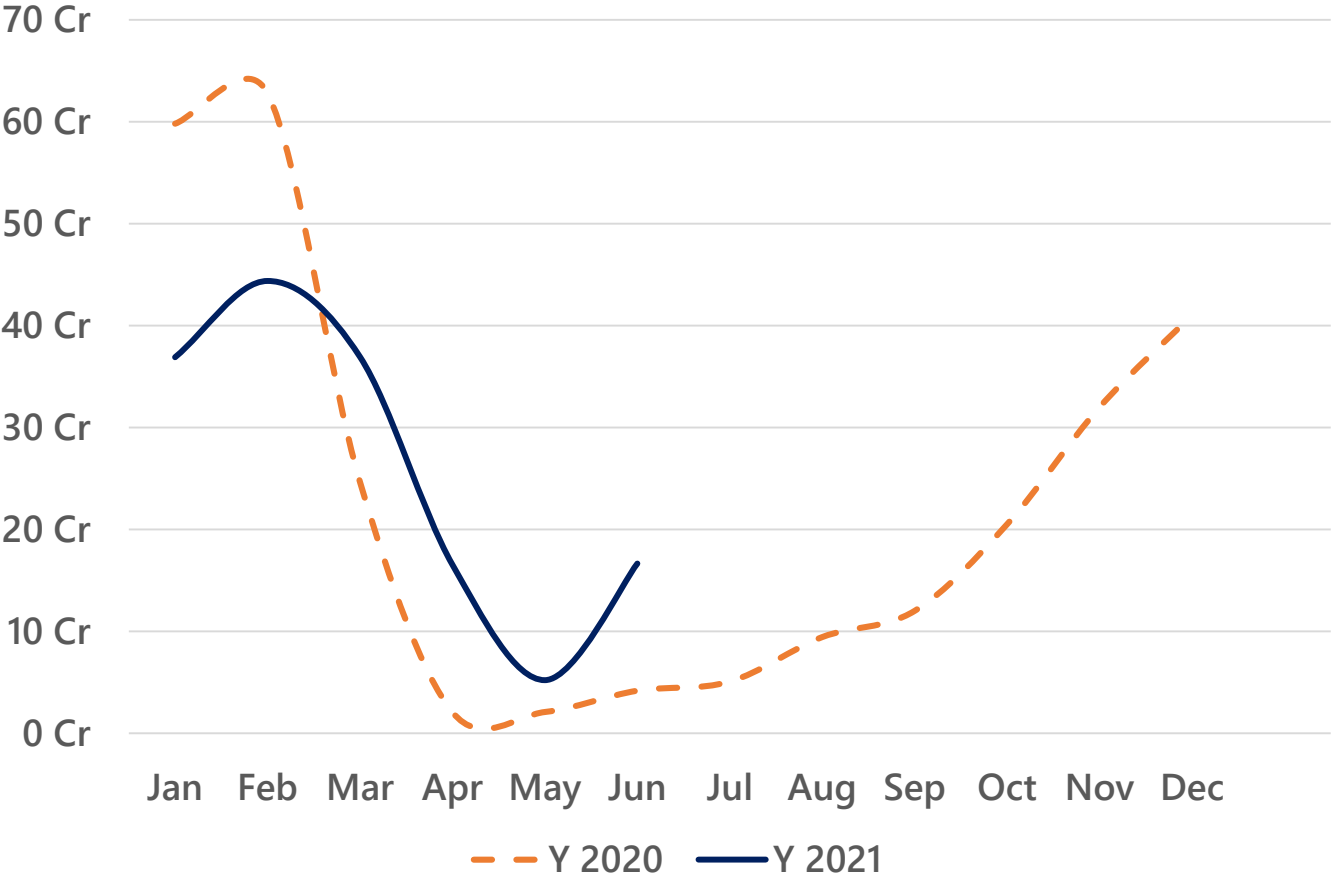
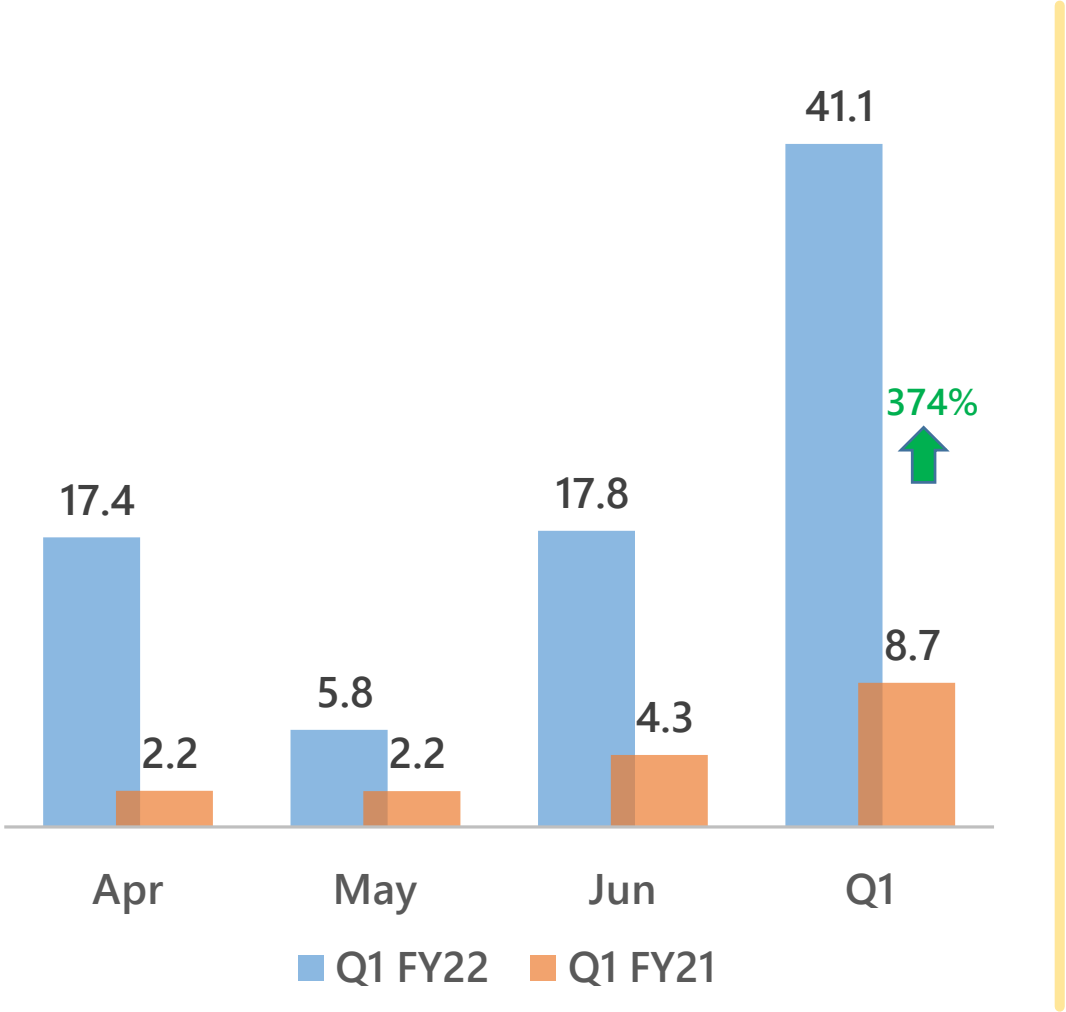
Q1FY22 witnessed sharper recovery in RevPAR as compared to 1st wave.

RevPAR Recovery | Trident Metro Properties



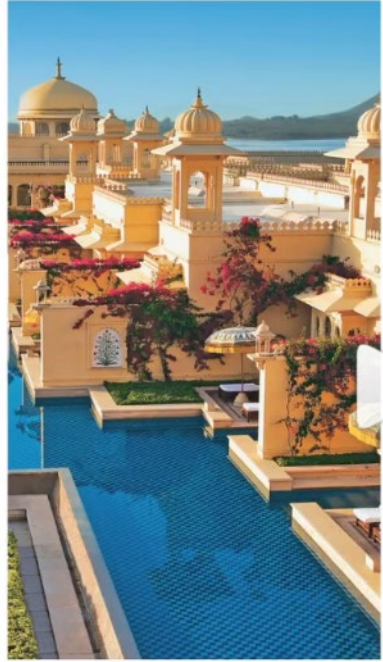
Q1FY22 witnessed sharper recovery in RevPAR as compared to 1st wave.

F&B Revenue | Hotels | Domestic Properties

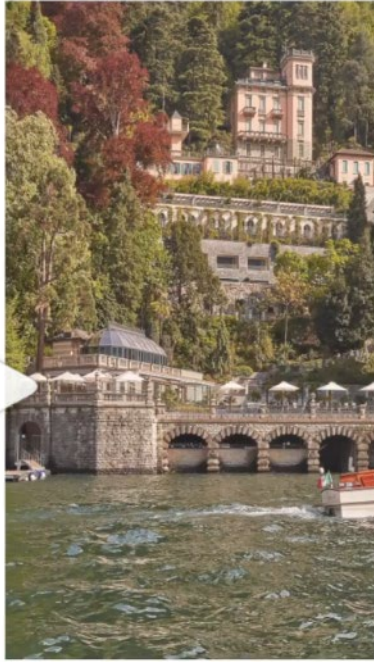


The focus on Food & Beverage Revenue continues.

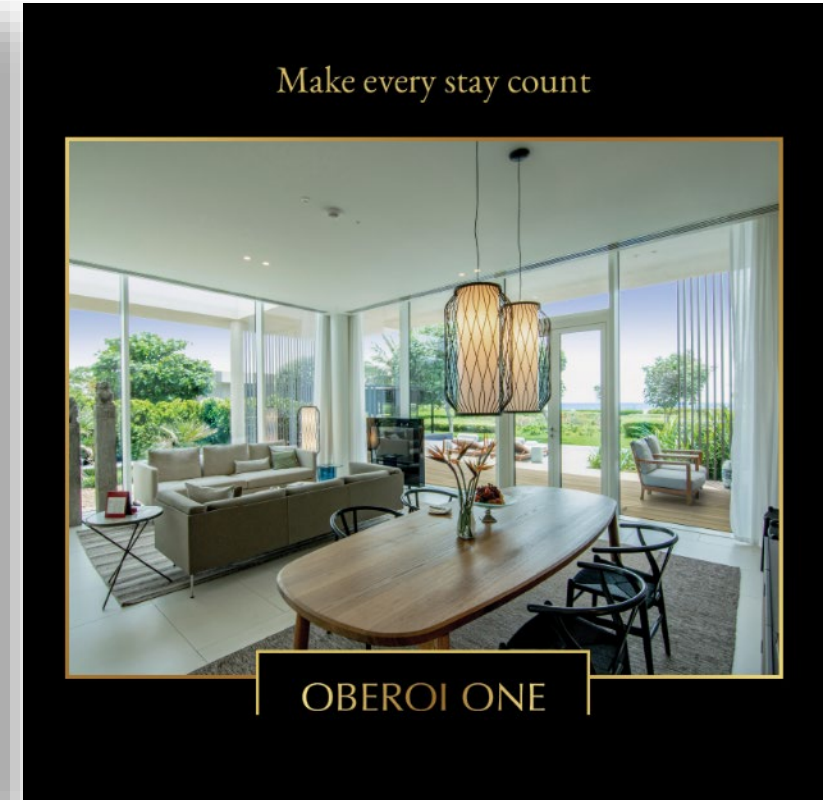
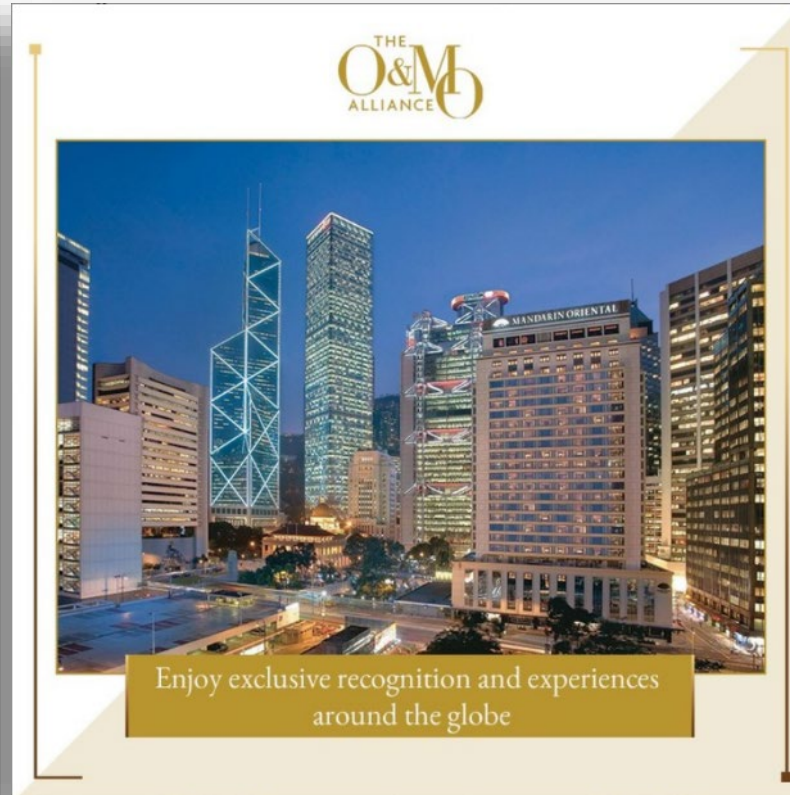
O&MO Alliance strengthening brand imagery



The Oberoi Udaivilas,
Udaipur



Mandarin Oriental,
Lago di Como



Alliance with luxury brand MO leading to enhanced brand imagery across the world

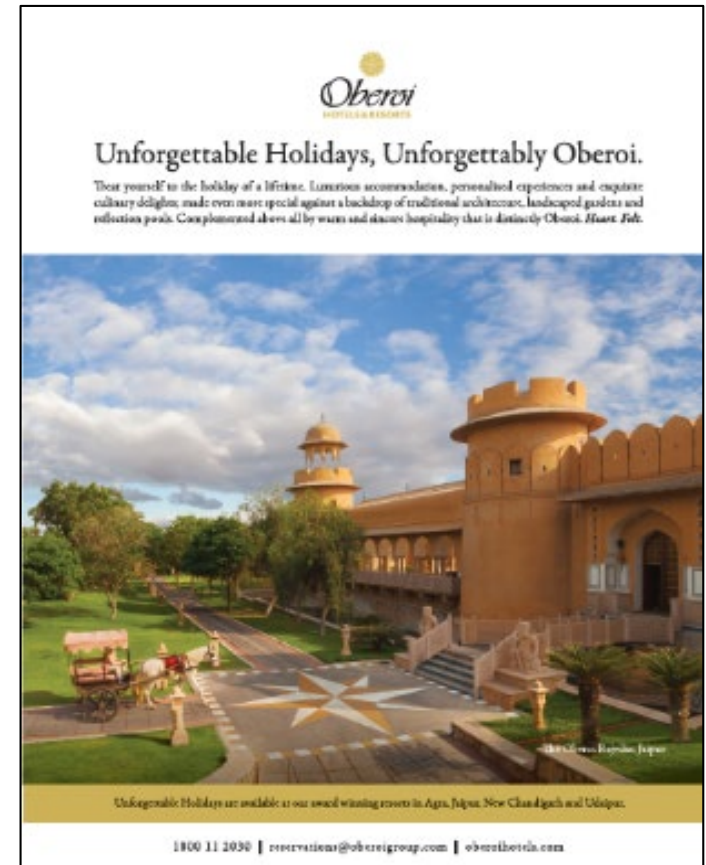
Creating brand awareness



Fortune, April 2021



ET , June 2021



Fortune, May 2021

Enhanced media visibility to drive top of mind recall for consumers

ElH Limited | Performance Highlights

Quarter ended June 2021



STANDALONE P&L	QTR 1		
<i>Figures in Rs. Crores rounded to nearest first decimal</i>	FY22 (Actual)	FY21 (L.Y.)	Variance %
Revenue from Operations	79.3	28.4	179%
Other Income	10.9	10.0	9%
TOTAL REVENUE (A)	90.2	38.4	135%
Consumption	14.1	5.0	183%
Employee Benefits	88.9	96.2	(-) 8%
Power, Fuel & Light	15.6	11.6	35%
Administrative & Other Expenses	57.9	41.0	41%
TOTAL EXPENDITURE (B)	176.5	153.8	15%
EBITDA = (A) – (B)	(86.3)	(115.4)	
<i>Less: Depreciation & Amortization</i>	28.5	31.0	(-) 8%
EBIT	(114.8)	(146.4)	
<i>Less: Finance Costs</i>	7.8	11.0	(-) 30%
PBT	(122.6)	(157.4)	
<i>Less: Exceptional Items - Loss</i>	0.0	0.0	
<i>Less: Tax including Deferred Tax</i>	(29.5)	(39.2)	
PAT	(93.1)	(118.2)	

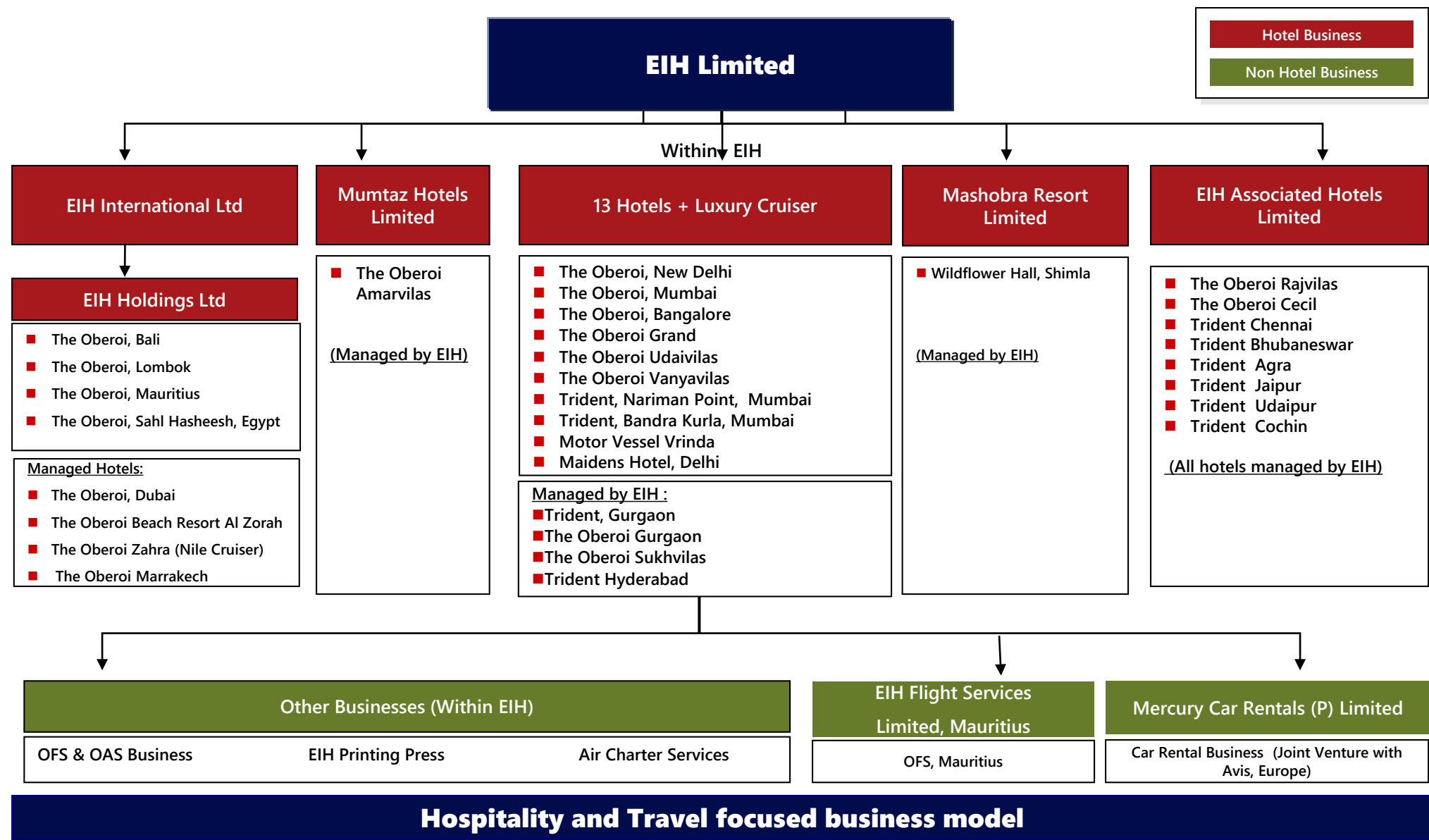
CONSOLIDATED P&L	QTR 1		
<i>Figures in Rs. Crores rounded to nearest first decimal</i>	FY22 (Actual)	FY21 (L.Y.)	Variance %
Revenue from Operations	96.0	29.7	223%
Other Income	14.7	14.9	(-) 1%
TOTAL REVENUE (A)	110.7	44.6	149%
Consumption	15.4	5.3	191%
Employee Benefits	91.2	97.4	(-) 6%
Administrative & Other Expenses	90.8	67.9	34%
TOTAL EXPENDITURE (B)	197.4	170.6	16%
EBITDA = (A) – (B)	(86.7)	(126.0)	
<i>Less: Depreciation & Amortization</i>	31.7	34.2	
EBIT	(118.4)	(160.2)	
<i>Less: Finance Costs</i>	9.1	12.6	
PBEIT	(127.5)	(172.8)	
Share of net profit of associates and joint ventures	(17.3)	(21.9)	
<i>Less: Exceptional Items – Loss</i>	0.0	0.0	
<i>Less: Tax including Deferred Tax</i>	(30.5)	(42.6)	
PAT	(114.3)	(152.1)	

Elh Limited | Business Footprint

Quarter ended June 2021



Corporate Structure



HOTELS IN INDIA



33 Hotels and Resorts
in 7 countries.

Where the
Guest is Everything.

OBEROI HOTELS & RESORTS AROUND THE WORLD



THANK YOU

