

9th May 2021

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|---|---|
| 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 |
|---|---|

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 Fourth Quarter and Financial Year ended 31st March 2021.

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

Thanking you,

Yours faithfully

For **ElH Limited**



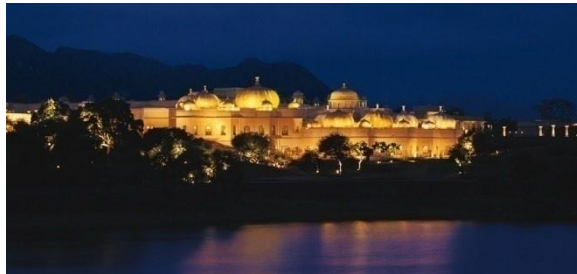
S.N. Sridhar
Company Secretary



ElH Limited
A MEMBER OF THE OBEROI GROUP

Investors' Conference Call

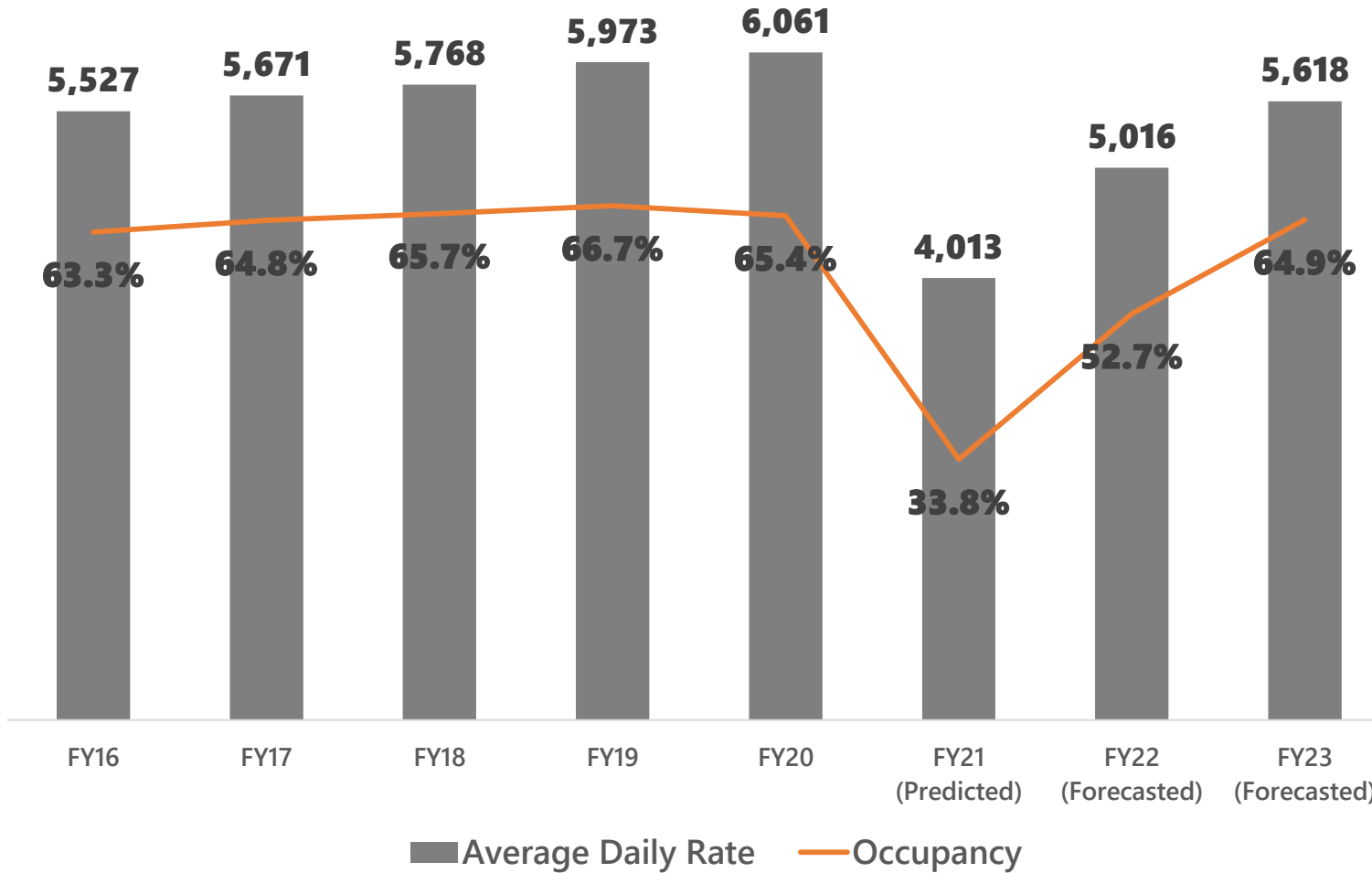
Quarter ended March 2021 | FY21



Industry Outlook

Impact of the global pandemic on travel industry

Trends in India Hospitality



AVERAGE DAILY RATE

Rs 4,013 | Decline by 34%



OCCUPANCY

33.8% | Decline by 48%

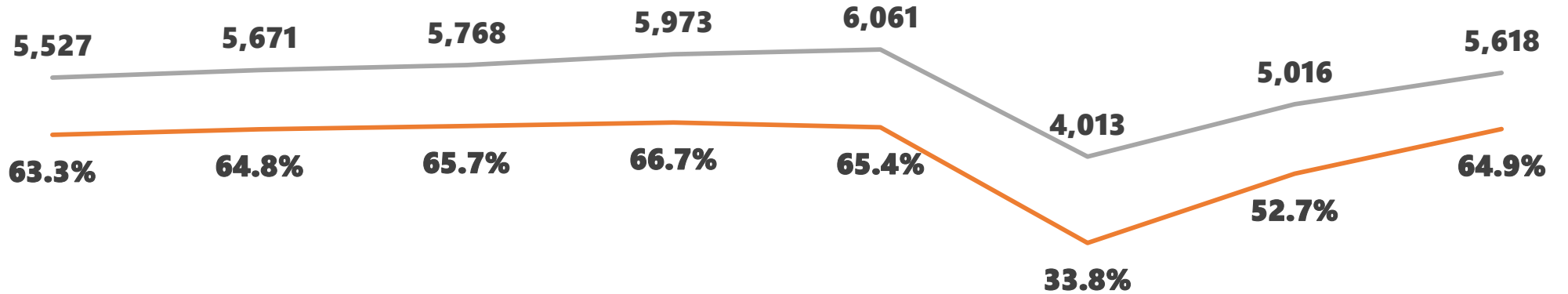


REVPAR

Rs 1,358 | Decline by 66%

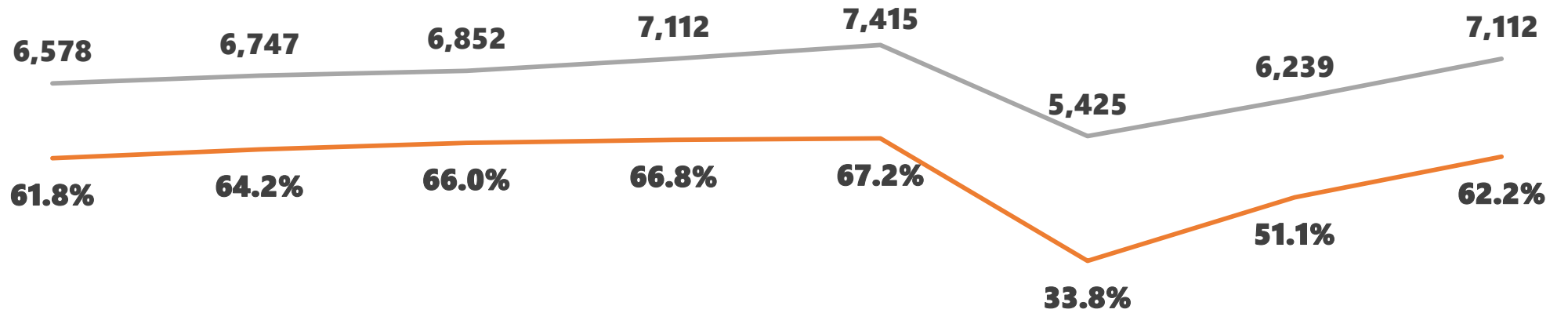
Impact of the global pandemic on travel industry

INDIA LUXURY MARKET



FY16 FY17 FY18 FY19 FY20 FY21 (Predicted) FY22 (Forecasted) FY23 (Forecasted)

INDIA UPSCALE MARKET

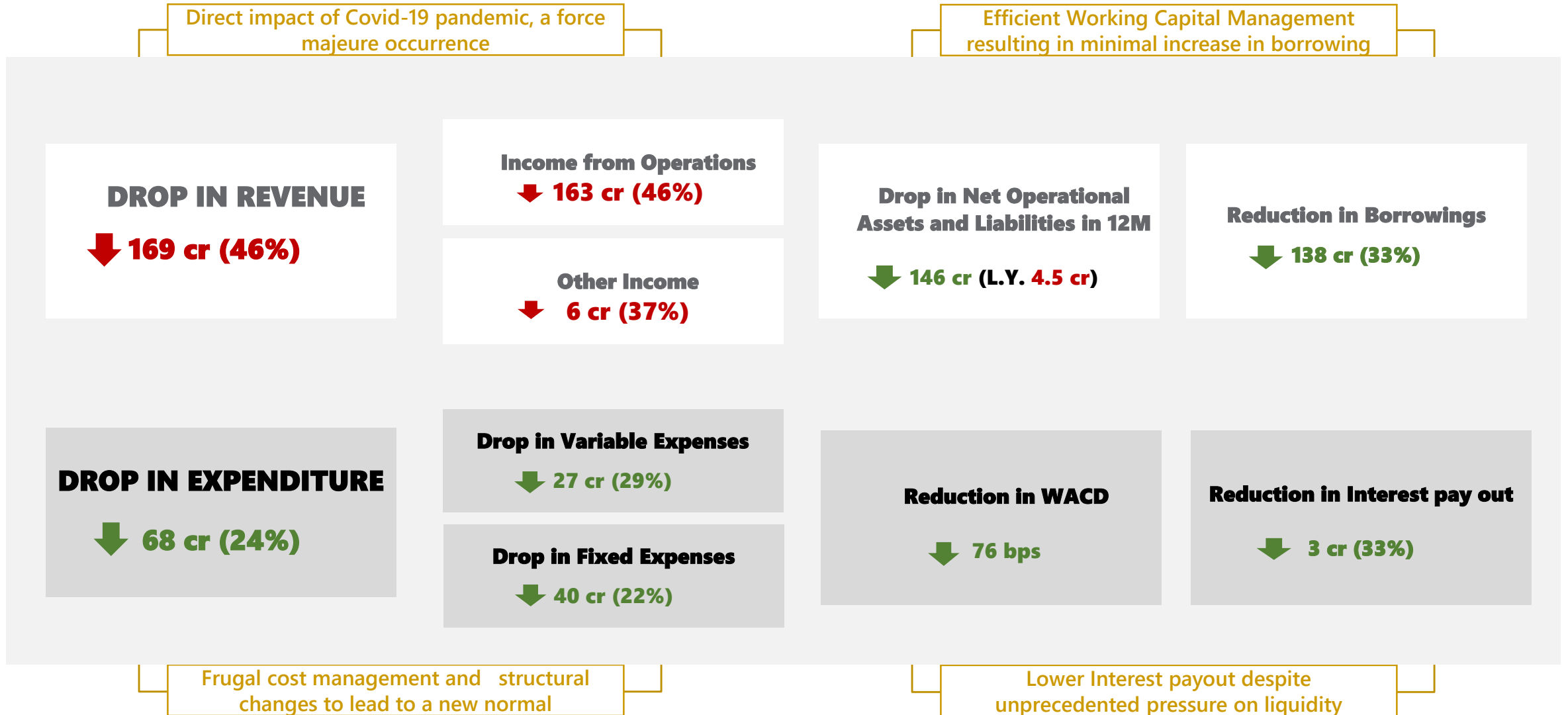


ElH Limited | Performance Highlights

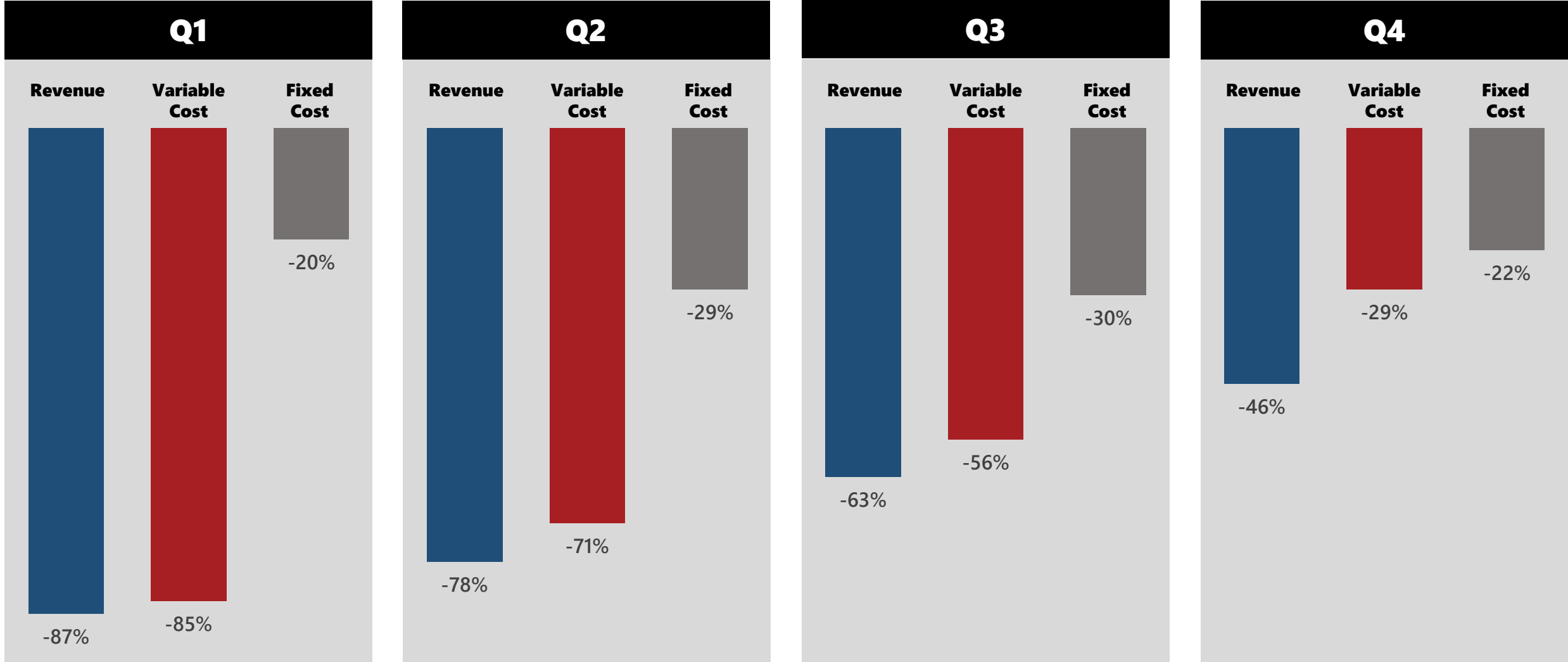
Quarter ended March 2021



Financial Agility | Handling the levers of change | Q4 FY2020

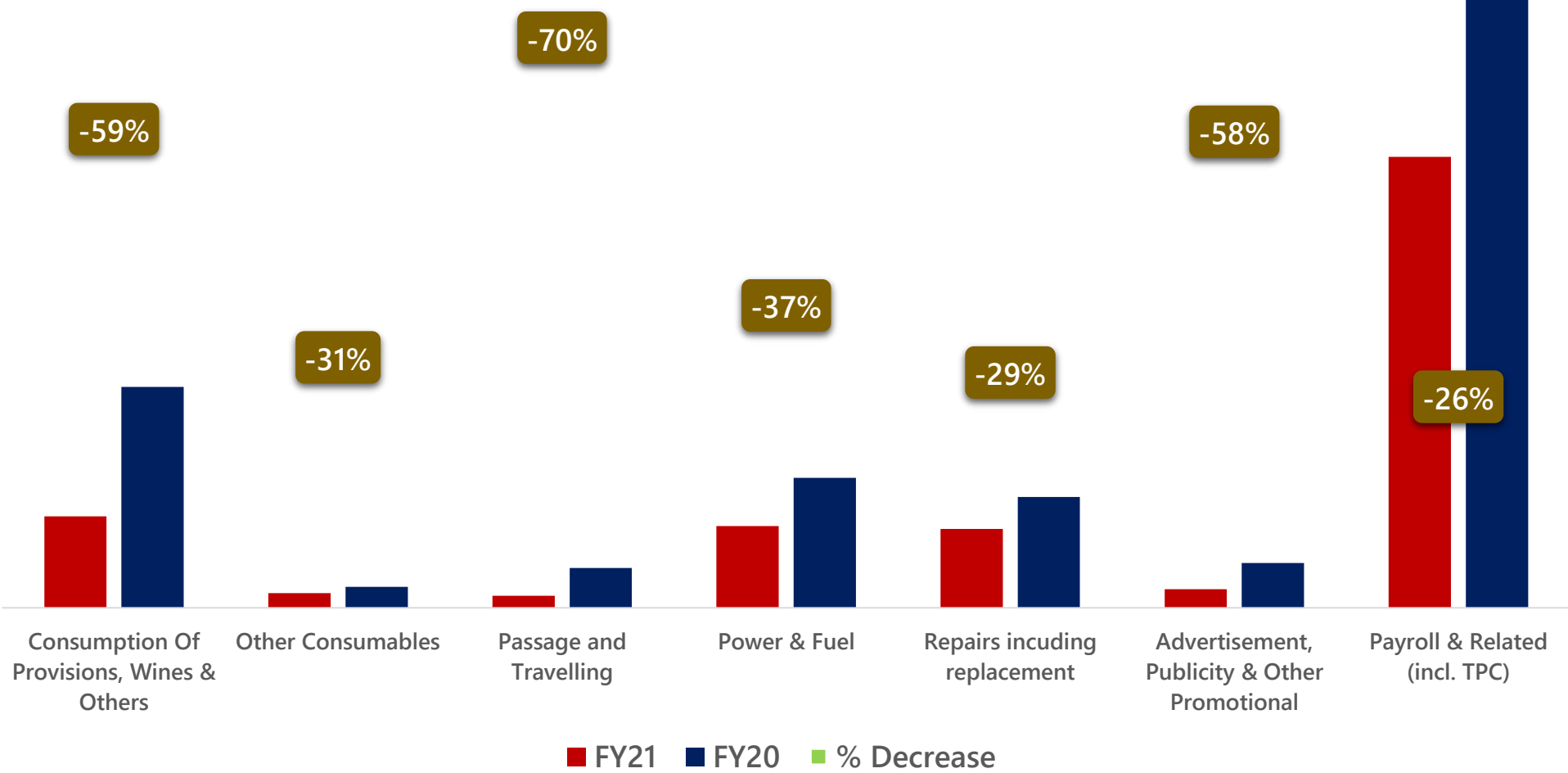


Financial Agility | Positive Performance Trajectory QoQ vs. LY



Strong & effective cost savings measures leading to fixed cost savings

Financial Agility | Significantly enhanced operational efficiencies



Efforts towards implementing efficient cost structure through rationalization of human capital and technological advancements have resulted into substantial saving in fixed and variable expenses

| STANDALONE P&L | QTR 4 | | |
|---|--------------------------|--------------------|-------------------|
| <i>Figures in Rs. Crores rounded to nearest first decimal</i> | FY21 (Actual) | FY20 (L.Y.) | Variance % |
| Revenue from Operations | 187.9 | 351.0 | (-) 46% |
| Other Income | 10.3 | 16.5 | (-) 37% |
| TOTAL REVENUE (A) | 198.2 | 367.5 | (-) 46% |
| Consumption | 30.0 | 40.7 | (-) 26% |
| Employee Benefits | 85.0 | 116.6 | (-) 27% |
| Power, Fuel & Light | 18.0 | 22.3 | (-) 19% |
| Administrative & Other Expenses | 81.6 | 103.0 | (-) 21% |
| TOTAL EXPENDITURE (B) | 214.6 | 282.6 | (-) 24% |
| EBITDA = (A) - (B) | (16.4) | 84.9 | |
| <i>Less: Depreciation & Amortization</i> | 28.4 | 32.5 | (-) 13% |
| EBIT | (44.8) | 52.4 | |
| <i>Less: Finance Costs</i> | 7.5 | 11.3 | (-) 33% |
| PBT | (52.3) | 41.1 | |
| <i>Less: Exceptional Items - Loss</i> | 28.7 | 16.1 | |
| <i>Less: Tax including Deferred Tax</i> | (12.9) | 9.4 | |
| PAT | (68.1) | 15.6 | |

Classification | External

| STANDALONE P&L | 12M | | |
|---|--------------------------|--------------------|-------------------|
| <i>Figures in Rs. Crores rounded to nearest first decimal</i> | FY21 (Actual) | FY20 (L.Y.) | Variance % |
| Revenue from Operations | 432.7 | 1350.3 | (-) 68% |
| Other Income | 40.9 | 84.0 | (-) 51% |
| TOTAL REVENUE (A) | 473.6 | 1434.3 | (-) 67% |
| Consumption | 70.0 | 168.9 | (-) 59% |
| Employee Benefits | 344.8 | 464.8 | (-) 26% |
| Power, Fuel & Light | 62.6 | 99.3 | (-) 37% |
| Administrative & Other Expenses | 230.0 | 391.9 | (-) 41% |
| TOTAL EXPENDITURE (B) | 707.4 | 1124.9 | (-) 37% |
| EBITDA = (A) - (B) | (233.7) | 309.4 | |
| <i>Less: Depreciation & Amortization</i> | 120.0 | 134.2 | (-) 11% |
| EBIT | (353.7) | 175.2 | |
| <i>Less: Finance Costs</i> | 40.4 | 49.5 | (-) 18% |
| PBEIT | (394.1) | 125.7 | |
| <i>Less: Exceptional Items - Loss</i> | 49.0 | 16.6 | |
| <i>Less: Tax including Deferred Tax</i> | (99.9) | (15.4) | |
| PAT | (343.1) | 124.4 | |

| CONSOLIDATED P&L | QTR 4 | | |
|---|--------------------------|--------------------|-------------------|
| <i>Figures in Rs. Crores rounded to nearest first decimal</i> | FY21 (Actual) | FY20 (L.Y.) | Variance % |
| Revenue from Operations | 216.3 | 410.4 | (-) 47% |
| Other Income | 14.5 | 20.7 | (-) 30% |
| TOTAL REVENUE (A) | 230.8 | 431.2 | (-) 46% |
| Consumption | 32.3 | 48.2 | (-) 33% |
| Employee Benefits | 86.1 | 116.9 | (-) 26% |
| Administrative & Other Expenses | 122.0 | 160.7 | (-) 24% |
| TOTAL EXPENDITURE (B) | 240.4 | 325.8 | (-) 26% |
| EBITDA = (A) – (B) | (9.6) | 105.4 | |
| <i>Less: Depreciation & Amortization</i> | 31.7 | 36.3 | |
| EBIT | (41.3) | 69.1 | |
| <i>Less: Finance Costs</i> | 8.9 | 13.3 | |
| PBEIT | (50.2) | 55.8 | |
| Share of net profit of associates and joint ventures | (8.9) | (10.9) | |
| <i>Less: Exceptional Items – Loss</i> | 0.0 | 0.0 | |
| <i>Less: Tax including Deferred Tax</i> | 10.2 | (11.7) | |
| PAT | (48.8) | 33.2 | |

| CONSOLIDATED P&L | 12M | | |
|---|--------------------------|--------------------|-------------------|
| <i>Figures in Rs. Crores rounded to nearest first decimal</i> | FY21 (Actual) | FY20 (L.Y.) | Variance % |
| Revenue from Operations | 497.1 | 1,596.2 | (-) 69% |
| Other Income | 57.9 | 78.5 | (-) 26% |
| TOTAL REVENUE (A) | 555.0 | 1,674.7 | (-) 67% |
| Consumption | 75.1 | 199.4 | (-) 62% |
| Employee Benefits | 351.9 | 469.2 | (-) 25% |
| Administrative & Other Expenses | 361.9 | 637.4 | (-) 43% |
| TOTAL EXPENDITURE (B) | 789.0 | 1,306.0 | (-) 40% |
| EBITDA = (A) – (B) | (234.0) | 368.7 | |
| <i>Less: Depreciation & Amortization</i> | 132.7 | 146.5 | |
| EBIT | (366.6) | 222.2 | |
| <i>Less: Finance Costs</i> | 45.7 | 55.6 | |
| PBEIT | (412.4) | 166.7 | |
| Share of net profit of associates and joint ventures | (60.8) | (0.1) | |
| <i>Less: Exceptional Items – Loss</i> | (2.5) | (0.5) | |
| <i>Less: Tax including Deferred Tax</i> | 100.2 | (0.8) | |
| PAT | (375.4) | 165.3 | |

Robust Balance Sheet

CAPITAL STRUCTURE OVERVIEW

Equity
INR 2923 cr

Net Debt
INR 264 cr

Net Leverage
0.09 x

DEBT OVERVIEW

WACD
7.89%

Debt to Equity
9%

Undrawn Facilities
INR 493 cr

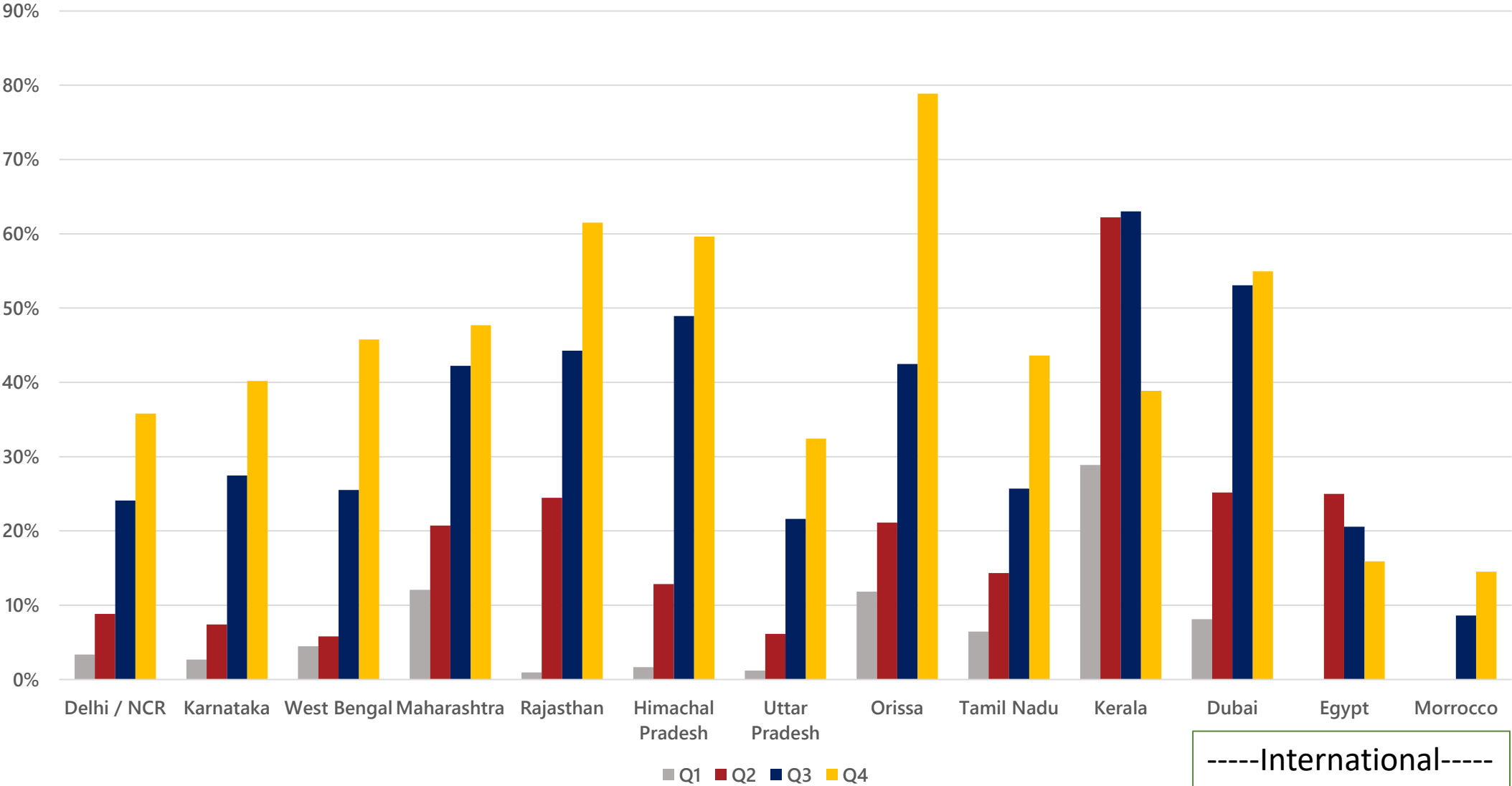
WEIGHTED AVERAGE COST OF DEBT

March 2020 **8.66% p.a.**

March 2021 **7.89% p.a.**

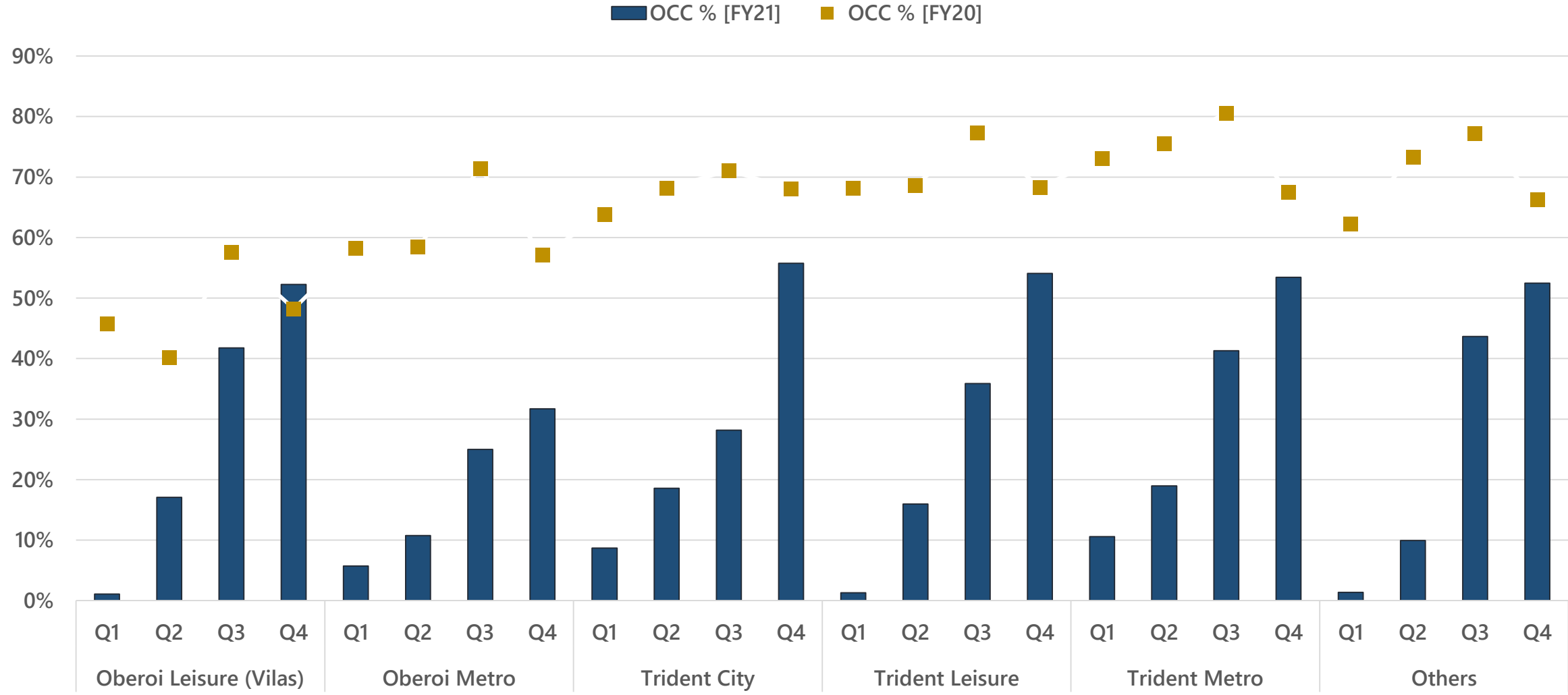


Geography-wise Occupancy Growth QoQ

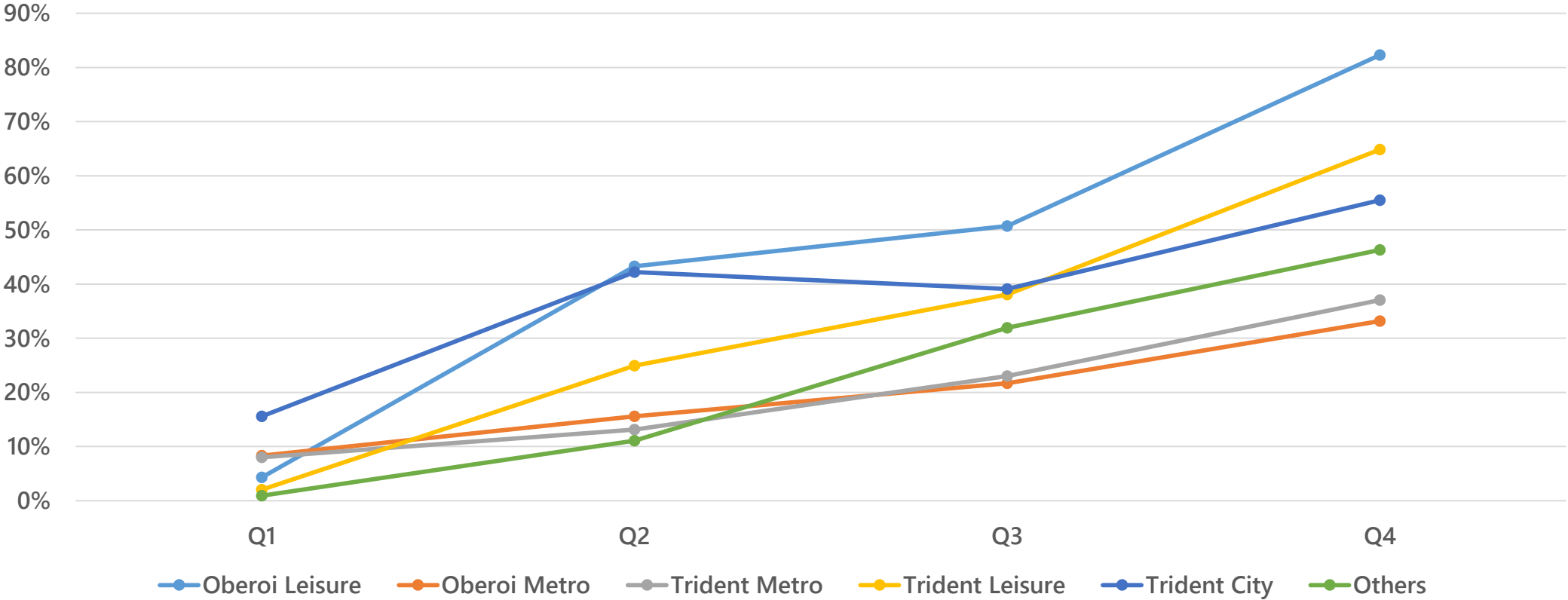


Trends: India (April 2020 to March 2021)

Hotels | Quarterly Occupancy Movement | Including Managed Properties

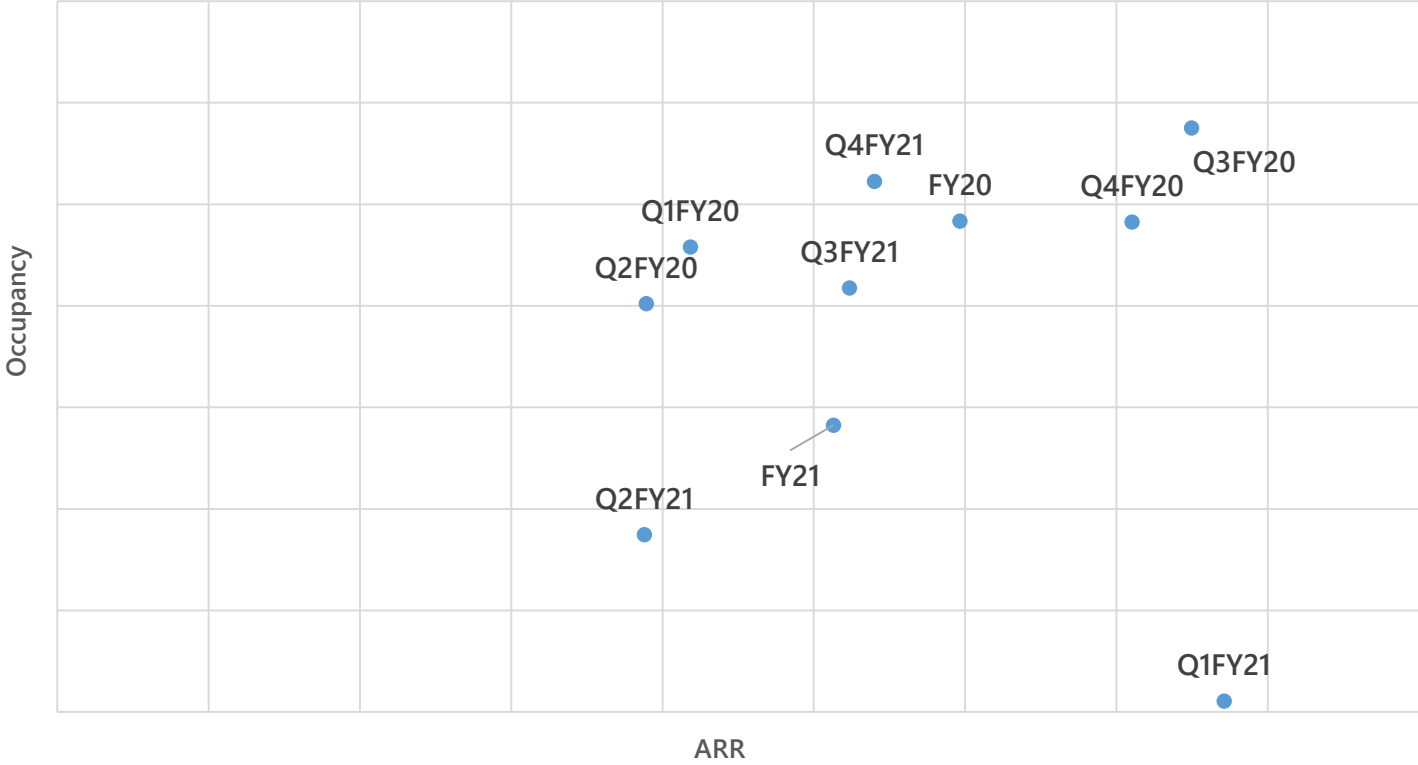


Encouraging RevPAR Recovery



Q4FY21 witnessed strong recovery in business in comparison to previous quarters with Oberoi Leisure Hotels achieving 50%+ RevPAR in comparison to same quarter last year

Oberoi Leisure | Outperforming Expectations

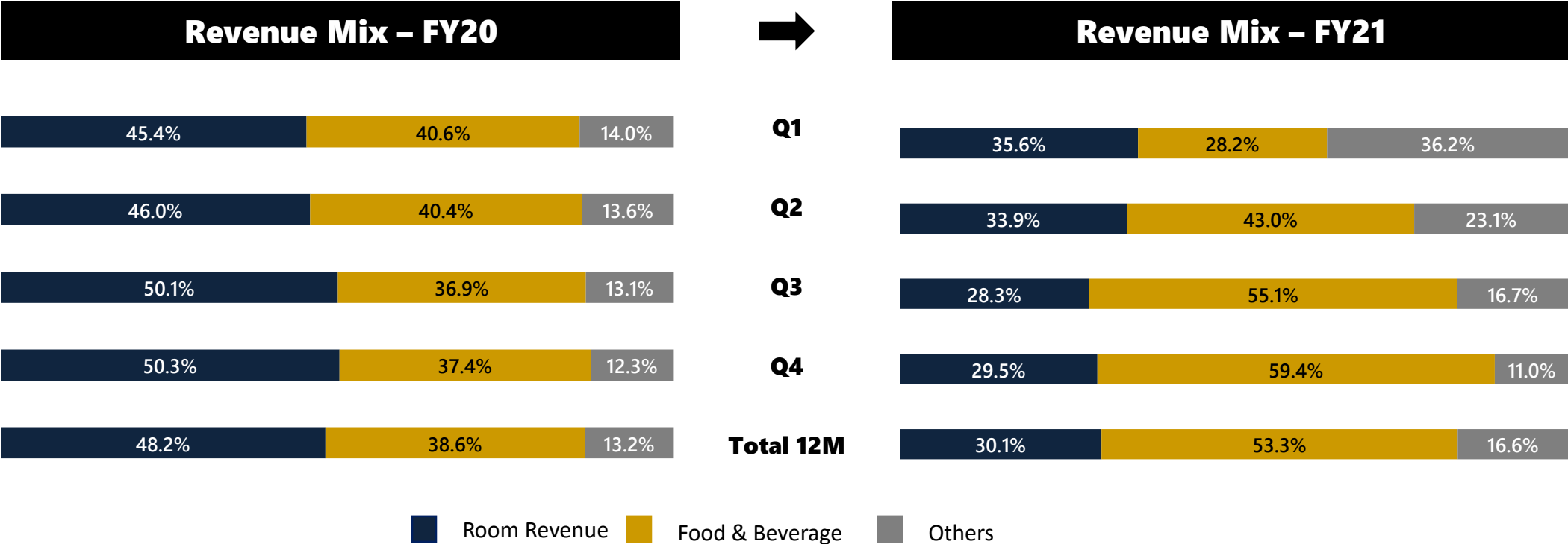


List of Oberoi Leisure Properties

- 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

Several Oberoi Leisure resorts outperformed Q4 performance in FY21 surpassing the corresponding Q4 performance in FY20

Food & Beverage



Initiatives taken towards shift in revenue focus towards F&B segment resulted in share of F&B revenue to increase to ~53% in current year from ~39% in comparable period last year

Recovery in Affiliate Companies

In INR cr

| Company | Q4 FY21 | | FY21 | |
|--|----------------|------------|----------------|------------|
| | Revenue | TCI | Revenue | TCI |
| EIH Associated Hotels Limited | 48.7 | -0.6 | 104.5 | -26.4 |
| Mashobra Resort Limited | 18.6 | 7.4 | 39.1 | 12.9 |
| Mumtaz Hotels Limited | 10.2 | -1.6 | 18.9 | -9.0 |
| Mercury Car Rentals Private Limited | 52.6 | -0.5 | 206.3 | -20.4 |
| EIH International Limited (Consolidated) | 2.5 | -12.1 | 18.3 | -50.2 |
| EIH Flight Services Limited, Mauritius | 2.1 | -3.5 | 8.0 | -12.1 |

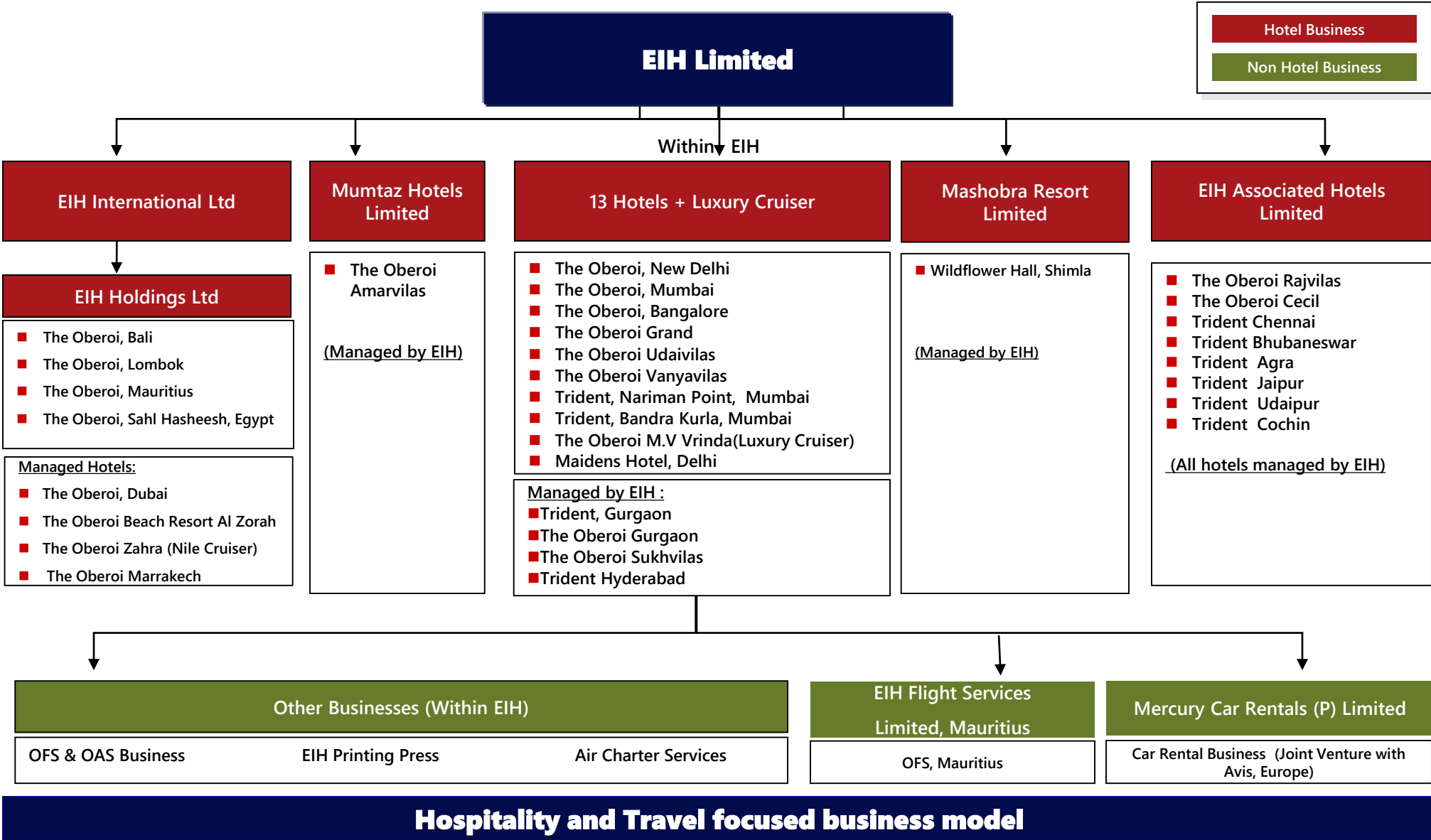
The Company's affiliates have displayed a recovery trend with 2 of them turning profitable in Quarter 3 of FY21

Elh Limited | Business Footprint

Quarter ended March 2021



Corporate Structure



HOTELS IN INDIA



33 Hotels and Resorts
in 7 countries.

Where the
Guest is Everything.

OBEROI HOTELS & RESORTS AROUND THE WORLD

- The Oberoi, Marrakech
- The Oberoi Philae, Luxury Nile Cruiser, River Nile, Egypt
- The Oberoi Zaira, Luxury Nile Cruiser
- The Oberoi Beach Resort, Al Zohra
- The Oberoi Beach Resort, Sahl Hasheesh, Egypt
- The Oberoi Madina
- The Oberoi, Dubai

- The Oberoi Beach Resort, Bali
- The Oberoi Beach Resort, Lombok

- The Oberoi Beach Resort, Mauritius

THANK YOU

