

17th August 2020

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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 | The Calcutta Stock Exchange Limited 7, Lyons Range Kolkata-700001 Code:05 |
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SUB: SUBMISSION OF PRESENTATION TO INVESTOR / ANALYSTS

Dear Sir / Madam,

In Furtherance to our intimation dated 13th August 2020 and 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 Financial Results (Standalone and Consolidated) of the Company for the First Quarter ended 30th June 2020.

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

Thanking you,

Yours faithfully

For **ElH Limited**

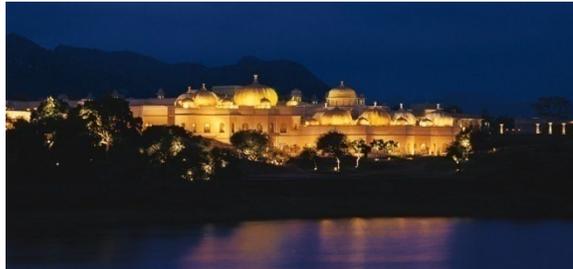


Tejasvi Dixit
Asst. Company Secretary



ElH Limited
A MEMBER OF THE OBEROI GROUP

Investors' Conference Call
Quarter ended June 2020 | FY21



Our Outlook

Endure

Revitalize

Flourish

ENDURE

Endure

OUR INHERENT STRENGTHS

➡ Excellence of 'Oberoi' and 'Trident' brands

Our Robust Balance Sheet and Financial Agility

Strong financial backing of our Promoters, Institutions and Bodies Corporate

OUR COMPETENCIES

Awards: Consistently amongst the world's best
(Slides 6-7)

Industry leading service competencies: Consistently High Net Promotor Scores (NPS) averaging ~ 90% for 'Oberoi' and ~ 80% for 'Trident' Brands

Market Leader as per STR rankings (FY20): Eleven (11) out of Nineteen (19) hotels owned and/or managed by EIH Ltd. in India were ranked #1 or #2 on STR. For the balance five (5) hotels, there is no comparable hotel in the competition set.

Awards | Consistently among the world's best

Voted **Best Hotel Group** for the third consecutive year by Telegraph Travel Awards, UK – 2019, 2018 and 2017

Voted **Best Indian Hotel Group** in the Travel + Leisure, India & South Asia India's Best Awards, 2019

Voted **Best Luxury Hotel Brand** by Business Traveller UK Awards, 2019

Ranked **second** amongst the **Best Hotel Brand** in the World by Travel + Leisure, US, World's Best Awards, 2019

Awards | Consistently voted among the world's best

| HOTEL | AWARD | AWARDED BY |
|--|---|---|
| The Oberoi, Mumbai, India | 10 Best City Hotels in Asia (Ranked 2nd) | Travel + Leisure World's Best Awards 2019 |
| | 10 Best City Hotels in Asia (Ranked 2nd) | Travel + Leisure USA World's Best Awards 2018 |
| | 10 Best City Hotels in Asia (Ranked 2nd) | Travel + Leisure USA World's Best Awards 2018 |
| | Best Business Hotel in Mumbai (2nd consecutive year) | Business Traveller Asia-Pacific Award 2018 |
| The Oberoi Rajvilās, Jaipur, Rajasthan, India | Top 25 Hotels – India (Ranked 1st) | TripAdvisor Travelers' Choice Awards 2019 |
| | Top 25 Luxury Hotels – Asia (Ranked 2nd) | TripAdvisor Travelers' Choice Awards 2019 |
| | Top 25 Luxury Hotels – India (Ranked 1st) | TripAdvisor Travelers' Choice Awards 2019 |
| | Top 25 Hotels for Service – India (Ranked 1st) | TripAdvisor Travelers' Choice Awards 2019 |
| | 5 Best Resort Hotels in India (Ranked 2nd) | Travel + Leisure, USA World's Best Awards, Readers' Survey 2018 |
| The Oberoi Amarvilās, Agra, Uttar Pradesh, India | Top 10 Hotels for Romance – India (Ranked 1st) | TripAdvisor Travelers' Choice Awards 2019 |
| | 5 Best Resort Hotels in India (Ranked 1st) | Travel + Leisure, USA World's Best Awards, Readers' Survey 2018 |
| The Oberoi Vanyavilās, Wildlife Resort, Ranthambhore, Rajasthan, India | Top 25 Small Hotels – India (Ranked 1st) | TripAdvisor Travelers' Choice Awards 2019 |
| HOTEL | AWARD | AWARDED BY |
| The Oberoi Udaivilās, Udaipur, Rajasthan, India | Gold List, 2020 | Condé Nast Traveller, USA & UK |
| | Gold List, 2019 | Condé Nast Traveller, USA |
| | Gold List, 2019 | Condé Nast Traveller, UK |
| | Gold List, 2019 | Condé Nast Traveller, Middle East |
| | Best Asia & Indian Subcontinent Hotel | Condé Nast Traveller, UK Readers' Travel Awards 2018 |
| The Oberoi Cecil, Shimla | Best Hotel in Heritage Grand Category | National Tourism Awards 2017 – 2018 |
| | Top 25 Hotels – India (Ranked 11th) | TripAdvisor 2019 Travelers' Choice Awards |
| | Top 25 Luxury Hotels – Asia (Ranked 21st) | TripAdvisor 2019 Travelers' Choice Awards |
| | Top 25 Luxury Hotels – India (Ranked 5th) | TripAdvisor 2019 Travelers' Choice Awards |
| | Top 25 Hotels for Service – India (Ranked 8th) | TripAdvisor 2019 Travelers' Choice Awards |
| The Oberoi, Madina | Best Hotel in Heritage Grand Category | National Tourism Awards 2016 – 2017 |
| | Top 25 Hotels – Saudi Arabia (Ranked 1st) | TripAdvisor Travelers' Choice Awards 2019 |
| | Top 25 Luxury Hotels – Middle East | TripAdvisor Travelers' Choice Awards 2019 |
| | Top 25 Luxury Hotels – Saudi Arabia (Ranked 1st) | TripAdvisor Travelers' Choice Awards 2019 |
| | Top 25 Hotels for Service – Saudi Arabia (Ranked 2nd) | TripAdvisor Travelers' Choice Awards 2019 |

| | | |
|--|---|--|
| The Oberoi Sukhvilās Spa Resort, New Chandigarh | Best destination Spa for International Travellers Best Wellness Cuisine Best Destination Spa World's Greatest Places 2018 52 Places to go in 2018 | Travel + Leisure, India & South Asia India's Best Awards 2019 GeoSpa GlobalSpa Awards 2019 GeoSpa GlobalSpa Awards 2019 TIME magazine, USA New York Time |
| The Oberoi Beach Resort, Sahl Hasheesh, Red Sea, Egypt | Top 10 Luxury Hotels – Egypt (Ranked 2nd) | TripAdvisor Travelers' Choice Awards 2019 |
| The Oberoi Beach Resort, Mauritius | 2020 Star Award Winners Top 10 Luxury Hotels – Mauritius (Ranked 2nd) Top 10 Hotels for Romance – Mauritius (Ranked 2nd) | Forbes Travel Guide, USA TripAdvisor Travelers' Choice Awards 2019 TripAdvisor Travelers' Choice Awards 2019 |
| The Oberoi, Gurgaon, Delhi National Capital Region | 10 Best City Hotels in Asia (Ranked 2nd) | Travel + Leisure, USA World's Best Awards 2018 |
| The Oberoi, New Delhi | The 2020 Gold List | Condé Nast Traveler, USA and UK |
| | Hotel of the year | Travel + Leisure, India & South Asia India's Best Awards 2019 |
| | Favourite Business Hotel in India | Condé Nast Traveller Readers' Travel Awards 2019 |
| | IT List 2019 | Travel + Leisure, USA |
| | The World's Best Hotels and Resorts for Families 2019 | Travel + Leisure, USA |
| | Hot List 2018 | Condé Nast Traveller, UK |
| The Oberoi, Dubai United Arab Emirates | Best Business Hotel - International Top 25 Hotels for Service – UAE (Ranked 2nd) | Travel + Leisure, India & South Asia India's Best Awards 2019 TripAdvisor Travelers' Choice Awards 2019 |
| The Oberoi Beach Resort, Al Zorah | Best Luxury Resort International | Travel + Leisure, India & South Asia India's Best Awards 2019 |
| | Ajman's Leading Luxury Resort | World Travel Awards Middle East 2019 |
| | Middle East's Leading Luxury Villa Resort (2nd Consecutive Year) | World Travel Awards Middle East 2018 & 2017 |
| | Ajman's Leading Luxury Resort 2018 | World Travel Awards Middle East 2018 |
| The Oberoi, Bengaluru | Top 25 Hotels – India (Ranked 13th) | TripAdvisor Travelers' Choice Awards 2019 |
| | Top 25 Luxury Hotels – India (Ranked 13th) | TripAdvisor Travelers' Choice Awards 2019 |
| | Top 25 Hotels for Service – India (Ranked 12th) | TripAdvisor Travelers' Choice Awards 2019 |
| | | TripAdvisor Travelers' Choice Awards 2019 |

Endure

OUR INHERENT STRENGTHS

Excellence of 'Oberoi' and 'Trident' brands

➔ **Robust Balance Sheet and Financial Agility**

Strong financial backing of our Promoters, Institutions and Bodies Corporate

CAPITAL STRUCTURE OVERVIEW

Equity
INR 2800 cr.

Debt
INR 458 cr.

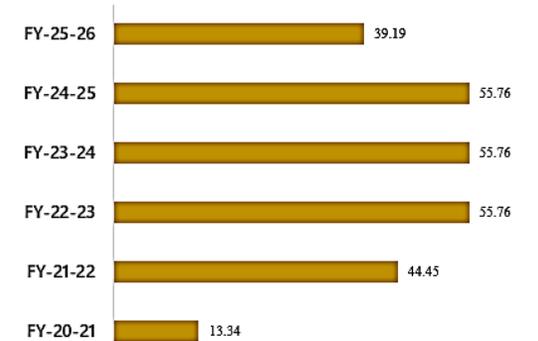
Net Leverage
0.16 x

DEBT OVERVIEW

WACD
8.12%

Undrawn Facilities
INR 335 cr.

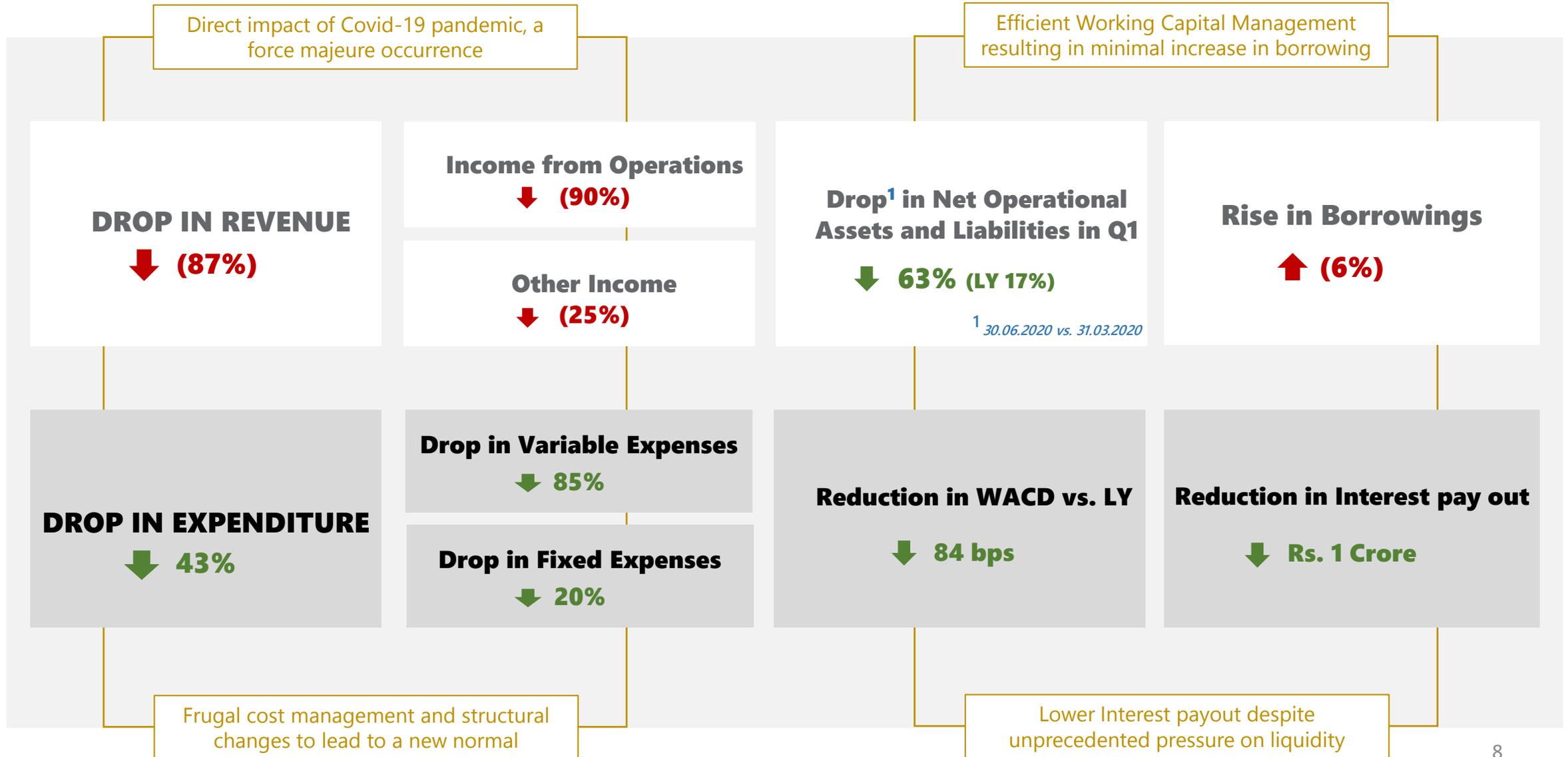
Debt Repayment (in INR crores)



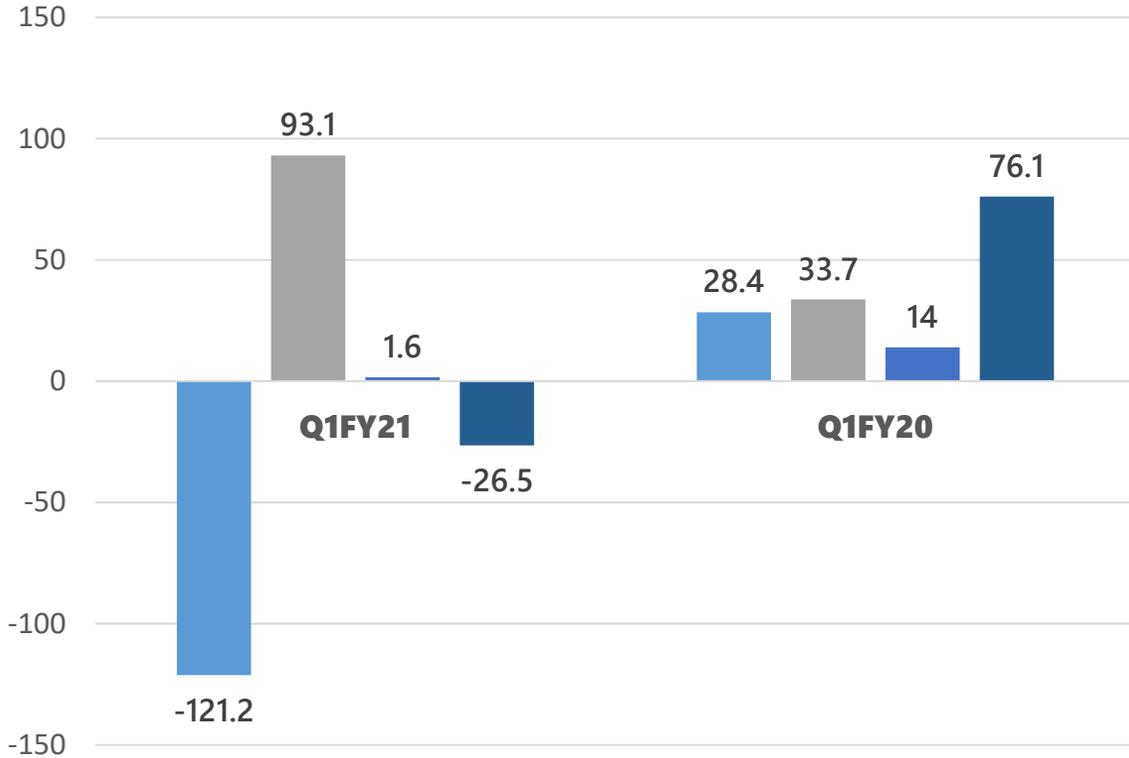
Weighted Average Cost of Debt

| | |
|------------|------------|
| June 2019 | 8.96% p.a. |
| March 2020 | 8.66% p.a. |
| June 2020 | 8.12% p.a. |

Financial Agility | Handling the levers of change

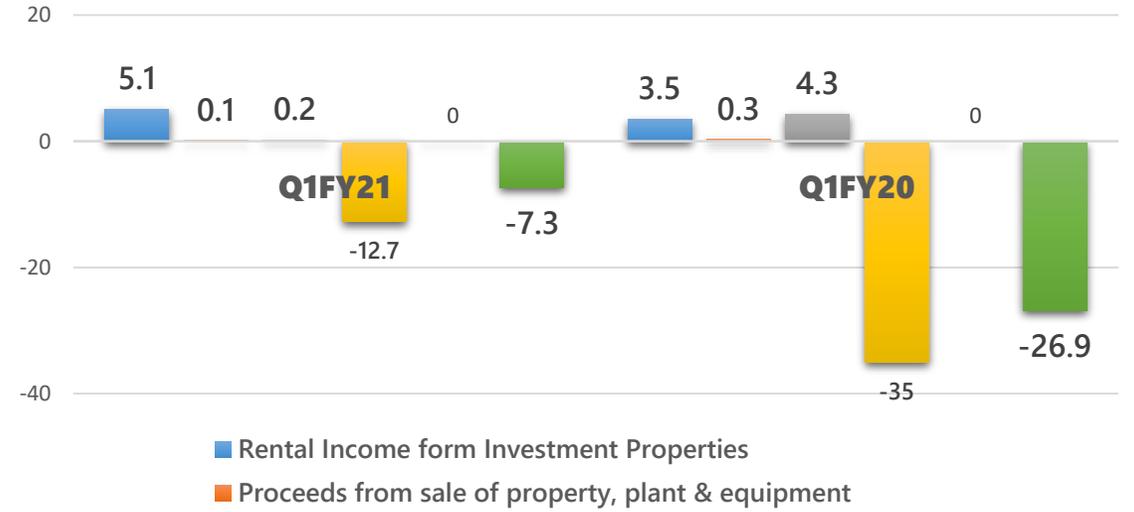


Cash Flow From Operating Activities



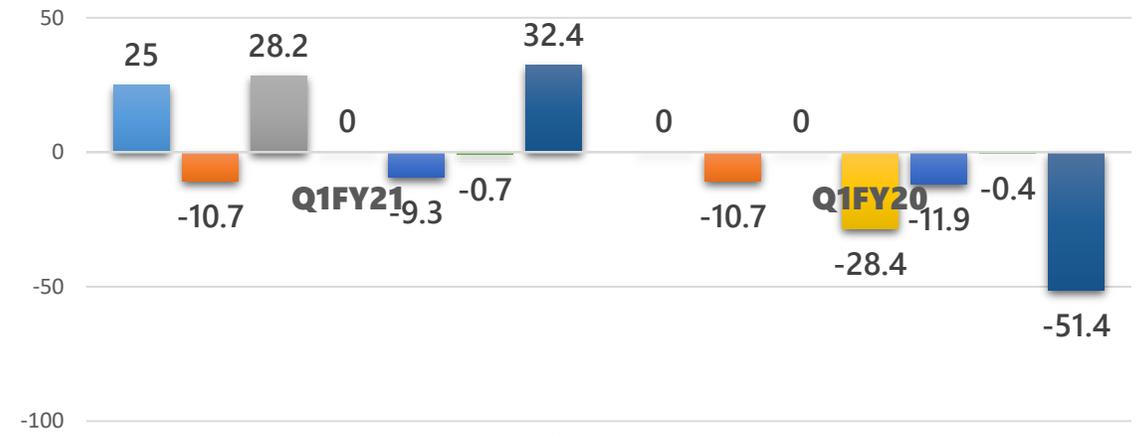
- Profit from operations after all adjustments
- Net Change in operating Assets & Liabilities
- Income Tax Paid (net of refund)
- Net Cash Flow from Operating Activities (A)

Cash Flow From Investing Activities



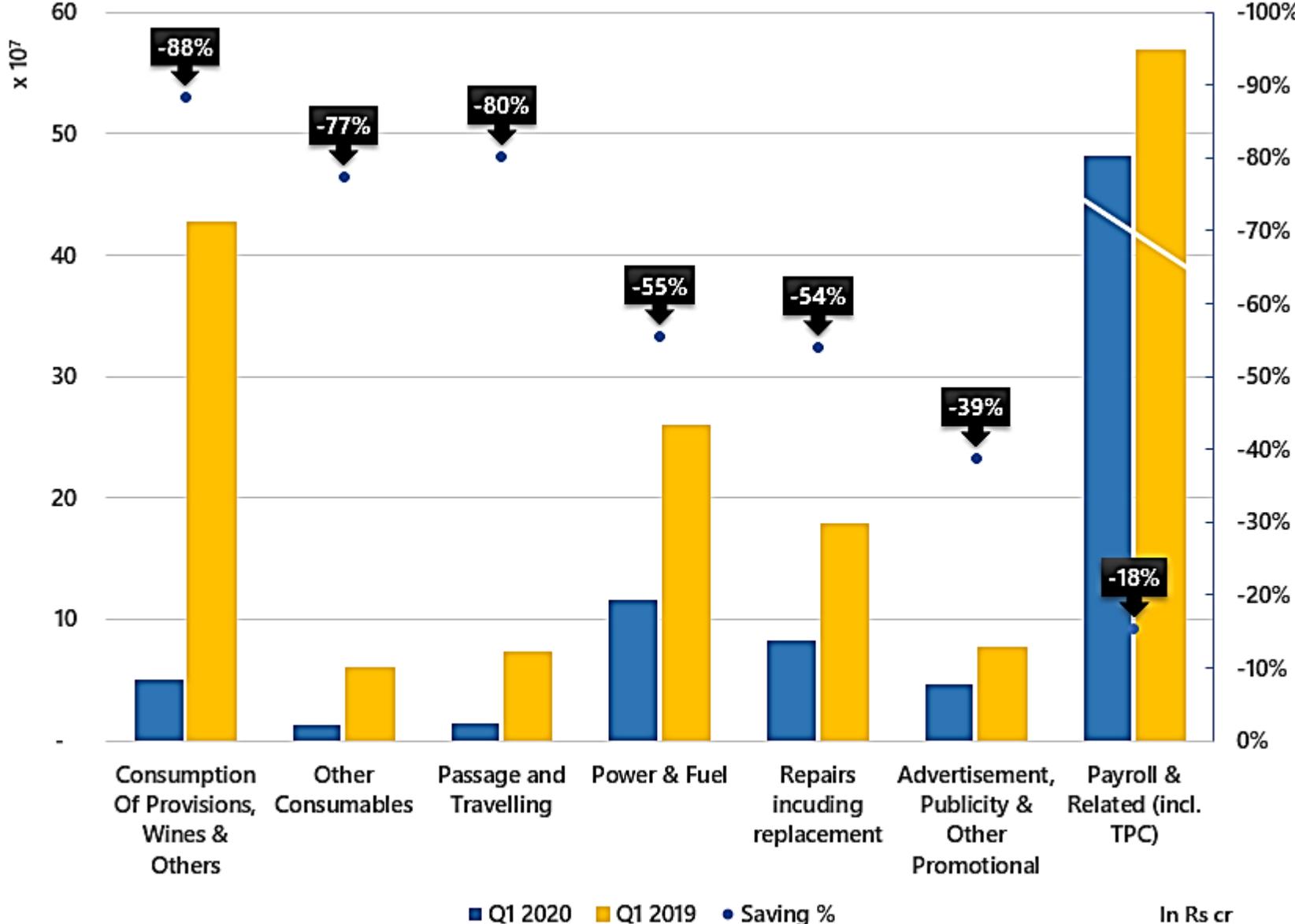
- Rental Income form Investment Properties
- Proceeds from sale of property, plant & equipment

Cash Flow From Financing Activities



- Proceeds from Long term Borrowing
- Repayment of Principal Installment of Long Term Borrowings
- Proceeds from Short Term Borrowings
- Repayment of Short Term Borrowings

Financial Agility | Significantly enhanced operational efficiencies



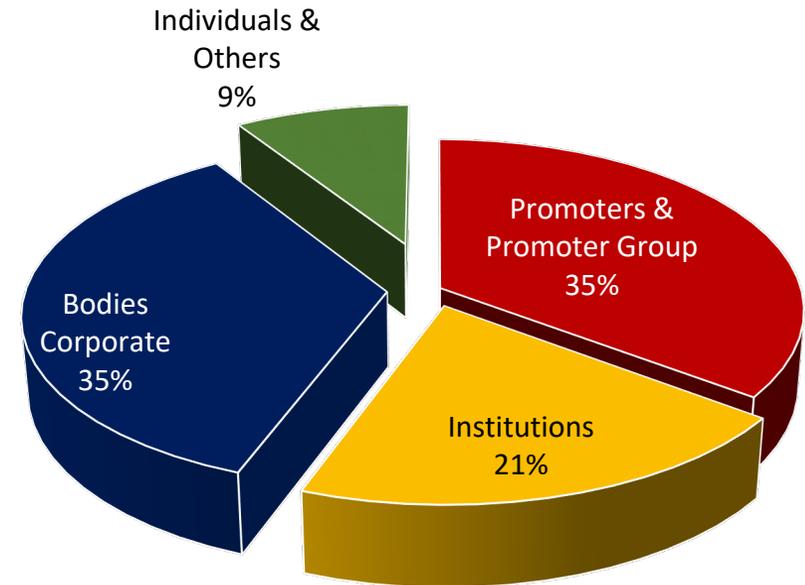
Endure

OUR INHERENT STRENGTHS

Excellence of 'Oberoi' and 'Trident' brands

Robust Balance Sheet and Financial Agility

➔ **Strong financial backing of our Promoters, Institutions and Bodies Corporate**



REVITALIZE

Revitalize

OUR INHERENT STRENGTHS

➔ **Excellence of 'Oberoi' and 'Trident' brands**

Enhancing efficiencies through process excellence

OUR COMPETENCIES

Oberoi Hygiene and Safety Shield   deployed

OBEROI ONE ... ready for launch on 18th August, 2020



More in store...watch this space!

Revitalize

OUR INHERENT STRENGTHS

➔ **Excellence of 'Oberoi' and 'Trident' brands**

Enhancing efficiencies through process excellence

OUR COMPETENCIES

Strong Brand Pull

Combined business for both brands from 'Direct' segment, largest at 32.7% of total in FY20

Strong B-2-B domestic network

100+ sales team servicing 6500+ corporates and 1500+ Travel companies, DMCs, FTOs, Wedding Planners

Enhanced CRM

Under deployment, with 360° view of our customer, to be operational by September 2020

Institutional Catering launched by Oberoi Flight Services

Oberoi @ Home Food Delivery: Bengaluru, Hyderabad, Delhi, Gurgaon, Kolkata, Mumbai

Revitalize

OUR INHERENT STRENGTHS

Excellence of 'Oberoi' and 'Trident' brands

➔ **Enhancing efficiencies through process excellence**

OUR COMPETENCIES

The Oberoi Centre of Excellence (TOCE)

Leading our Transformative Digital Interventions

- Paperless @ Front Office and F&B
- Contactless check-in/checkout and ordering
- Back-office Process automations using AI, Robotics and other technological advancements leading to 40% efficiency enhancement
- Paperless processing using portals and workflows
- More in store...watch this space!

FLOURISH

Flourish

OUR INHERENT STRENGTHS

➔ **Extensive in-house Project Management and Development experience of creating niche properties**

Strong relationships with Domestic and Foreign clientele and intermediaries

OUR COMPETENCIES

Nine (9) new hotels and resorts in pipeline at different stages: Three (3) owned and six (6) Management Contracts

MOUs signed for management contracts at 2 locations (one in India and one in UK)

Brand new flight kitchen at Mumbai expected to be operational in November 2020

Seamless onboarding of new properties @ TOCE with minor incremental costs

Flourish

OUR INHERENT STRENGTHS

Extensive in-house Project Management and Development experience of creating niche properties

➔ **Strong relationships with Domestic and Foreign clientele and intermediaries**

OUR COMPETENCIES

RFP acceptance with most major companies travelling to India

Strong relationships with Destination Management Companies (DMCs) and Foreign Tour Operators (FTOs)

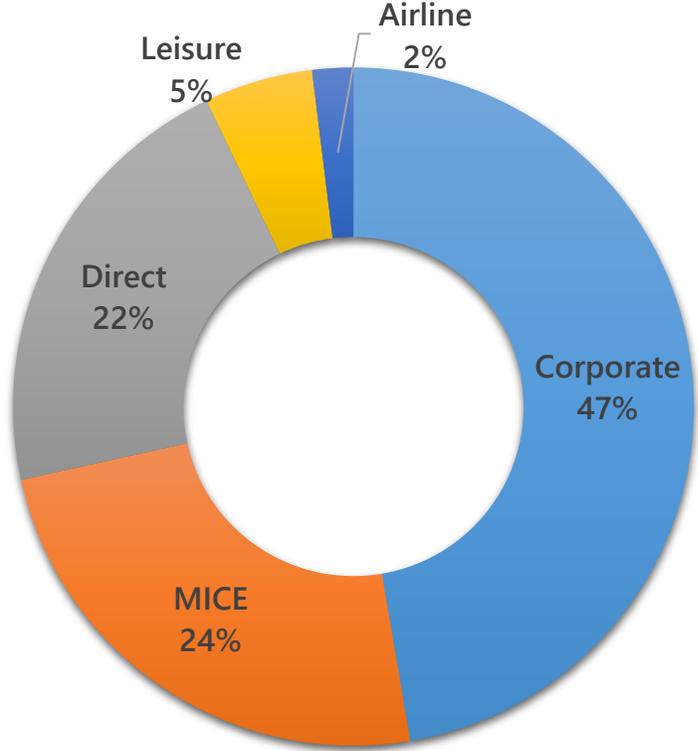
ElH Limited | Performance Highlights

Quarter ended June 2020

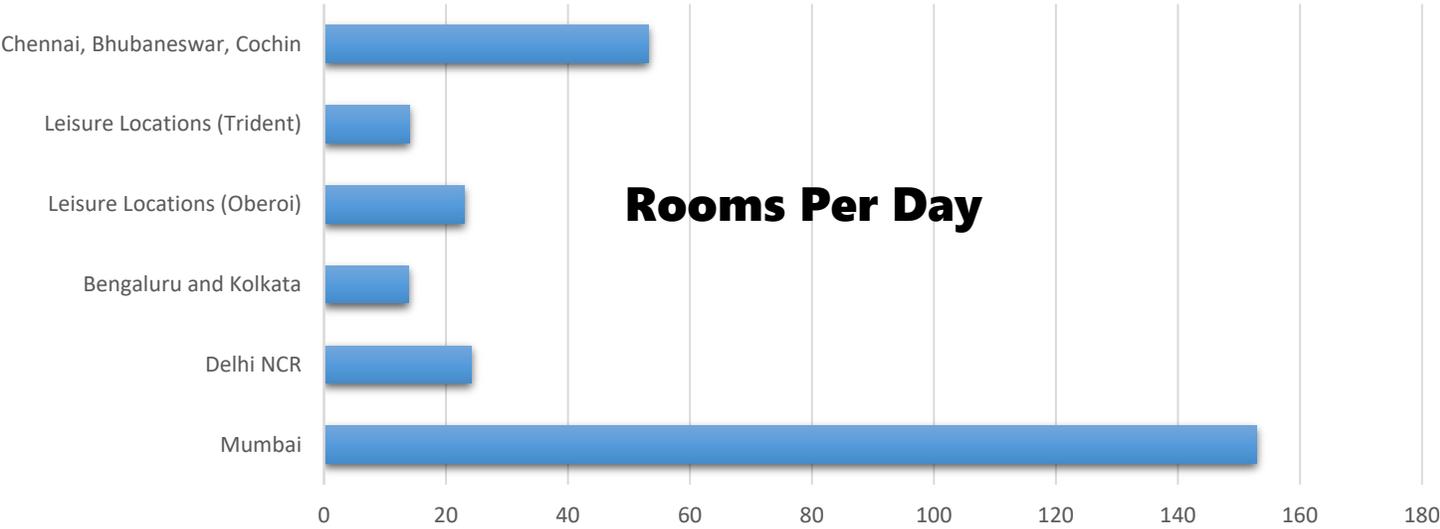
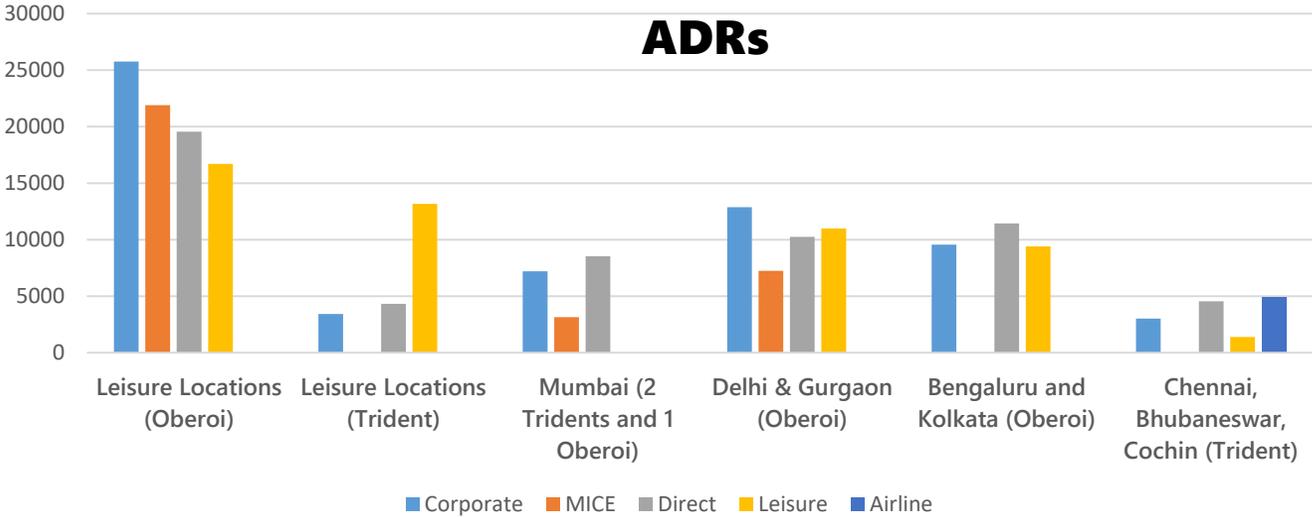
| STANDALONE P&L | QTR 1 | |
|--|----------------------|--------------------|
| <i>Figures in Rs. Crores rounded to nearest whole number</i> | FY21 (Actual) | FY20 (L.Y.) |
| Revenue from Operations | 29 | 290 |
| Other Income | 10 | 13 |
| TOTAL REVENUE (A) | 39 | 303 |
| Consumption | 5 | 41 |
| Employee Benefits | 96 | 115 |
| Power, Fuel & Light | 12 | 26 |
| Administrative & Other Expenses | 41 | 86 |
| TOTAL EXPENDITURE (B) | 154 | 268 |
| EBITDA = (A) – (B) | (115) | 35 |
| <i>Less: Depreciation & Amortization</i> | 31 | 34 |
| EBIT | (146) | 1 |
| <i>Less: Finance Costs</i> | 11 | 12 |
| PBEIT | (157) | (11) |
| <i>Less: Exceptional Items (Gain/Loss)</i> | NIL | (1) |
| <i>Less: Tax including Deferred Tax</i> | (39) | (3) |
| PAT | (118) | (7) |

| Consolidated P&L | QTR 1 | |
|---|----------------------|--------------------|
| <i>Figures in Rs. Crores rounded to nearest first decimal</i> | FY21 (Actual) | FY20 (L.Y.) |
| Revenue from Operations | 30 | 341 |
| Other Income | 15 | 18 |
| TOTAL REVENUE (A) | 45 | 358 |
| Consumption | 5 | 48 |
| Employee Benefits | 97 | 116 |
| Administrative & Other Expenses | 68 | 144 |
| TOTAL EXPENDITURE (B) | 171 | 308 |
| EBITDA = (A) – (B) | (126) | 50 |
| <i>Less: Depreciation & Amortization</i> | 34 | 36 |
| EBIT | (160) | 14 |
| <i>Less: Finance Costs</i> | 13 | 16 |
| PBEIT | (173) | 0 |
| Share of net profit of associates and joint ventures | (22) | (1) |
| Exceptional Items | - | (1) |
| Tax Expense | 43 | 0 |
| PROFIT / (LOSS) FOR THE PERIOD | (152) | (1) |

Trends: India (01 April 2020 to 14 August 2020)



Market Segments



Rooms Per Day

ElH Limited | Business Footprint

Quarter ended June 2020

OBEROI HOTELS & RESORTS

| | |
|-------------------------|--|
| INDIA | |
| Agra | The Oberoi Amarvilās |
| Bengaluru | The Oberoi |
| Chandigarh | The Oberoi Sukhvilās |
| Gurgaon | The Oberoi |
| Jaipur | The Oberoi Rajvilās |
| Kolkata | The Oberoi Grand |
| Shimla in the Himalayas | Wildflower Hall |
| Mumbai | The Oberoi |
| New Delhi | The Oberoi |
| Ranthambhore | The Oberoi Vanyavilās |
| Shimla | The Oberoi Cecil |
| Udaipur | The Oberoi Udaivilās |
| Cochin | Motor Vessel Vrinda <i>(A luxury backwater cruiser)</i> |

TRIDENT HOTELS

| | |
|-------------|---|
| Agra | Trident |
| Bhubaneswar | Trident |
| Chennai | Trident |
| Cochin | Trident |
| Gurgaon | Trident |
| Hyderabad | Trident |
| Jaipur | Trident |
| Mumbai | Trident, Nariman Point Trident, Bandra Kurla |
| Udaipur | Trident |

| | |
|---------------|---|
| EGYPT | |
| Sahl Hasheesh | The Oberoi |
| | The Oberoi Zahra <i>Luxury Nile Cruiser</i> |
| | The Oberoi Philae <i>Luxury Nile Cruiser</i> |

| | |
|------------------|------------|
| INDONESIA | |
| Bali | The Oberoi |
| Lombok | The Oberoi |

| | |
|----------------|------------|
| MOROCCO | |
| Marrakech | The Oberoi |

| | |
|------------------|------------|
| MAURITIUS | |
| Mauritius | The Oberoi |

| | |
|---------------------|---------------|
| SAUDI ARABIA | |
| Madina | Madina Oberoi |

| | |
|------------|--------------------------------------|
| UAE | |
| Ajman | The Oberoi Beach Resort, Al Zorah |
| Dubai | The Oberoi |

OTHER BUSINESS UNITS

| | |
|------------------------------------|---------------------------------|
| Delhi | Maidens Hotel |
| Manesar, Gurgaon | Printing Press |
| Mumbai, Delhi, Kolkata and Chennai | Oberoi Flight Services |
| Mumbai | Oberoi Airport Services |
| | Luxury Car Hire and Car Leasing |
| | Aircraft Charters |

No. of Keys: 4501

India
Owned: 2041
Managed: 1782

International
Owned/Managed by WoS: 678

PROJECTS UNDER DEVELOPMENT

| | |
|----------------------|---|
| INTERNATIONAL | |
| Qatar | The Oberoi, Doha <i>Under construction</i> |
| Thailand | The Oberoi Koh Tan, Koh Samui <i>Awaiting Environmental approvals</i> |
| | Trident Koh Tan, Koh Samui <i>Awaiting Environmental approvals</i> |
| Nepal | The Oberoi, Kathmandu <i>Under planning</i> |
| | The Oberoi, Bardiya Wildlife Resort, Bardiya National Park <i>Under planning</i> |
| INDIA | |
| Madhya Pradesh | The Oberoi Rajgarh Palace <i>Under construction</i> |
| | The Oberoi Vindhya Vilas Wildlife Resort, Bandhavgarh National Park <i>Under construction</i> |
| Bengaluru | The Oberoi <i>Pending approval of new planning guidelines</i> |
| Goa | The Oberoi <i>Awaiting environmental approvals</i> |

THANK YOU