

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,

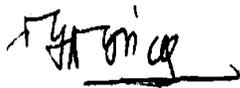
In Furtherance to our intimation dated 20th January 2020 and pursuant to Regulation 30(6) of SEBI (Listing Obligation and Disclosure Requirement) Regulation, 2015 (Listing Regulations), please find enclosed the copy of the presentation to be circulated to Investor / Analysts in respect of the Financial Results (Standalone and Consolidated) of the Company for the third Quarter and Nine months ended 31st December 2019.

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

Thanking you,

Yours faithfully

For **ElH Limited**



S.N. Sridhar
Company Secretary

EIH Limited

A MEMBER OF THE OBEROI GROUP



INVESTOR PRESENTATION [Q3 FY20]
24th January 2020



Voted

THE BEST HOTEL GROUP IN THE WORLD

For the 3rd year running

By Readers of Telegraph U.K.

[November 2019]

1. Business Overview
2. ElH Group Presence
3. Balanced Portfolio
4. Planned addition of properties
5. Operational Statistics
6. Financials



**4543
Rooms;
32
Hotels**

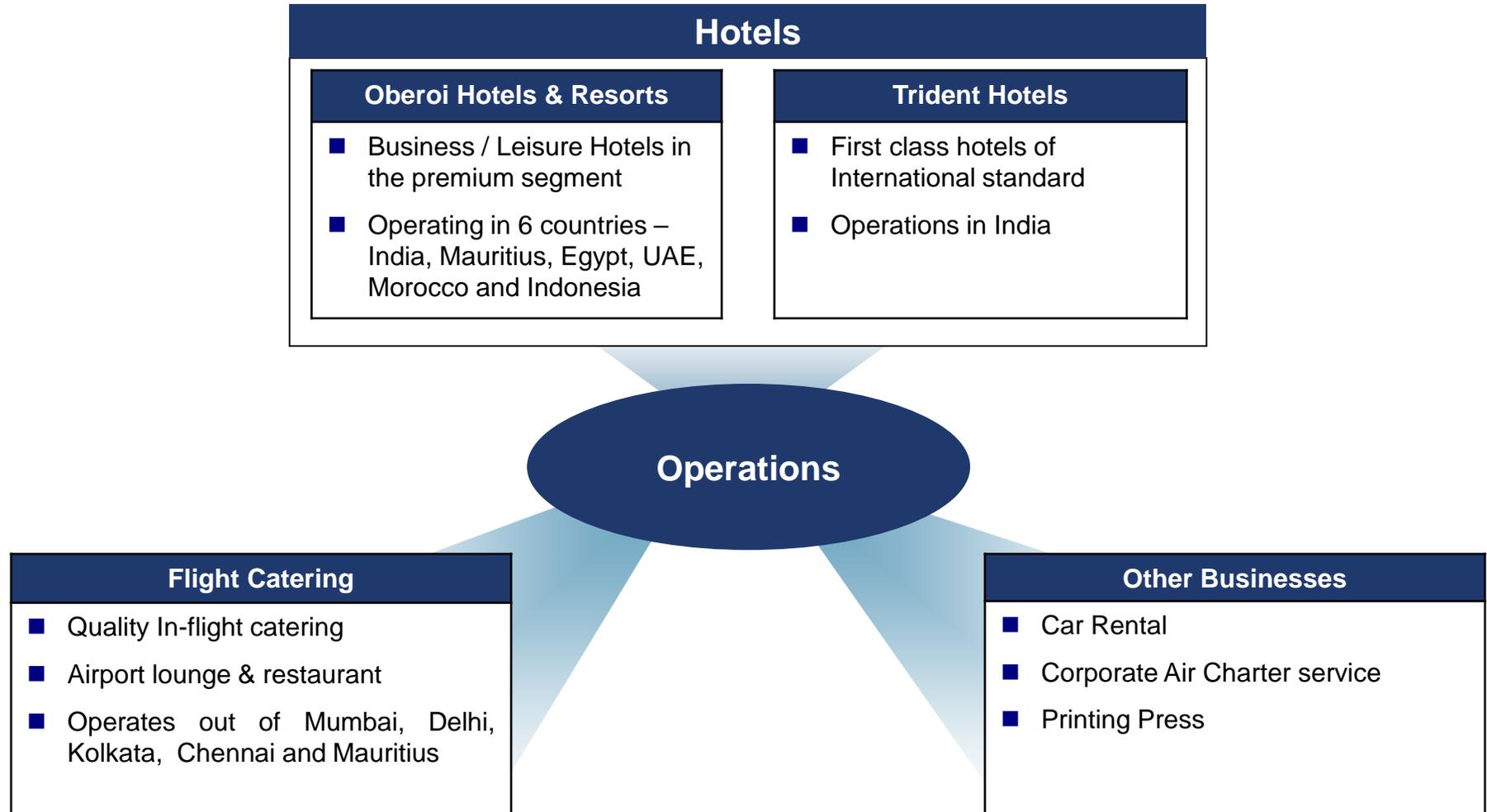


**2311 Rooms*;
21 Hotels**

**2232 Rooms;
11 Hotels**

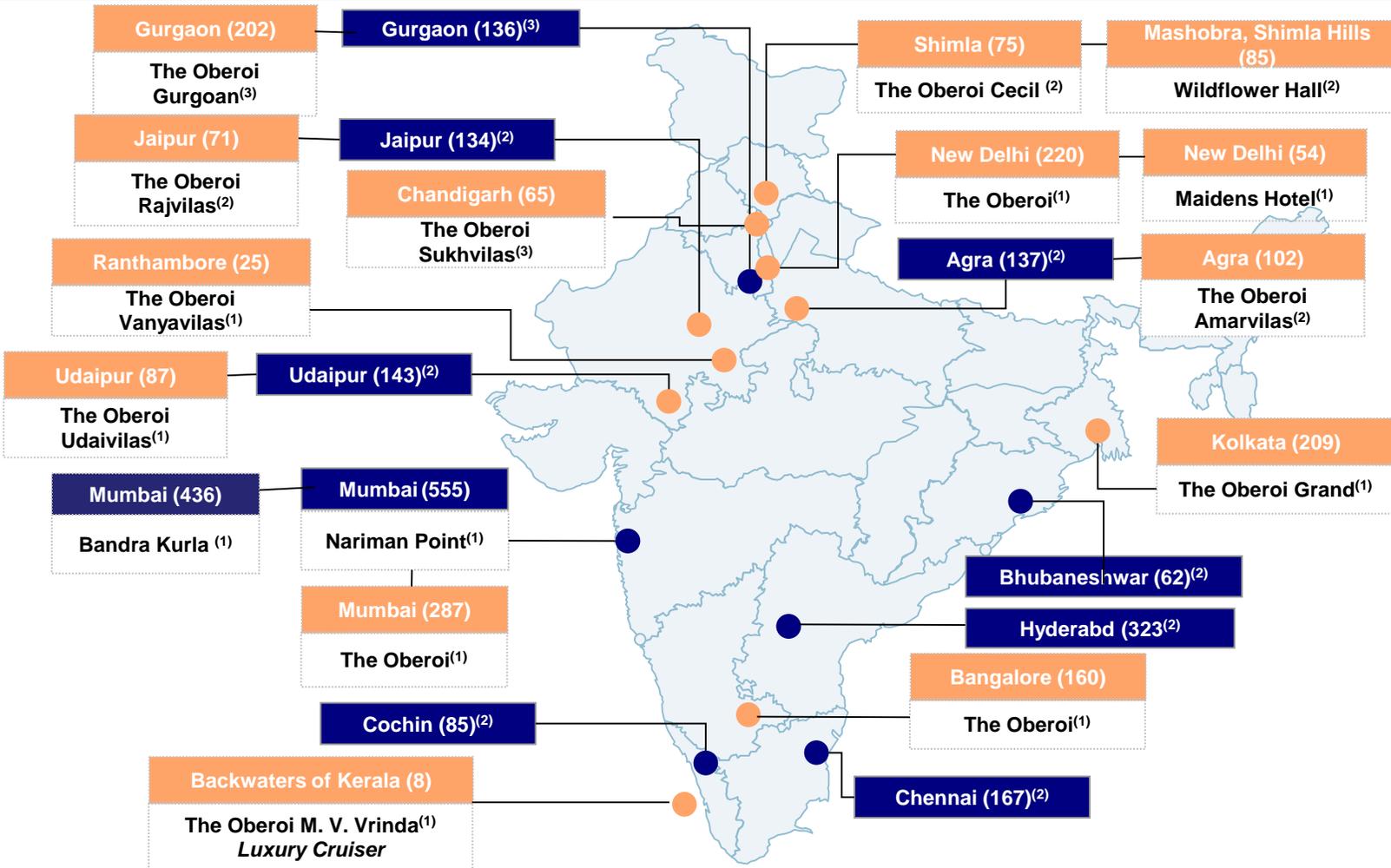
** Includes The Oberoi, Marrakech opened on 1st December 2019*

Business Overview



Other businesses complement the core business of hospitality

EIH Group Presence



International⁽²⁾

EGYPT

The Oberoi, Sahl Hasheesh (102)
The Oberoi Zahra (Cruiser) (27)

MOROCCO

The Oberoi, Marrakech(40)

INDONESIA

The Oberoi, Bali (74)
The Oberoi, Lombok (50)

MAURITIUS

The Oberoi, Mauritius (71)

UAE

The Oberoi Dubai (252)
The Oberoi Al Zorah (104)



We own and/or manage 32 Hotels with 4,543 rooms

Figures in brackets indicate the number of rooms in each property;
(1) Owned by EIH (2) Owned through subsidiaries / Associate Companies; (3) No Equity Interest

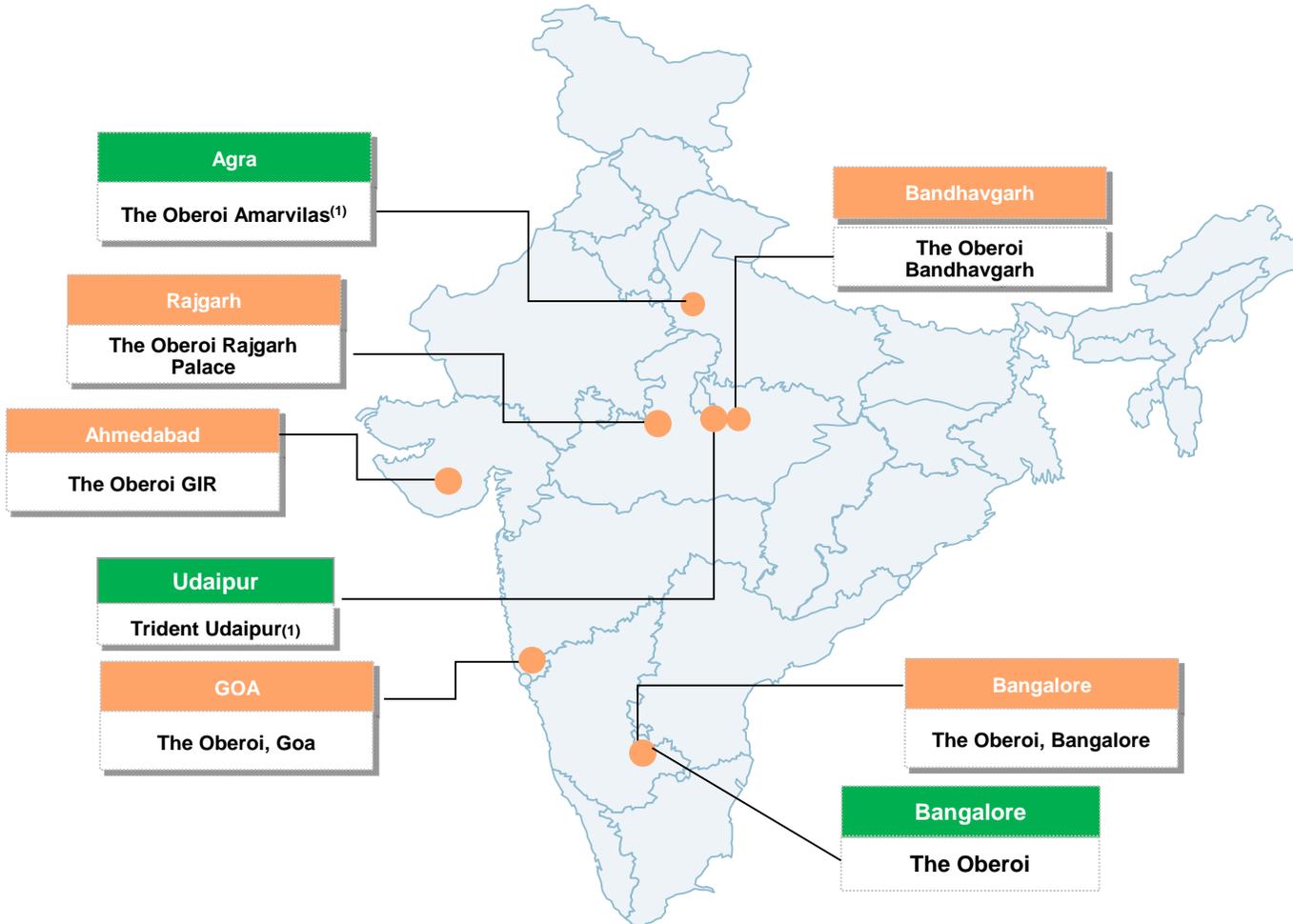
Balanced Portfolio

	Business	Leisure	
Luxury	<ul style="list-style-type: none"> ■ The Oberoi Mumbai (287) ■ The Oberoi New Delhi (220) ■ The Oberoi Grand, Kolkata (209) ■ The Oberoi, Bangalore (160) ■ Trident, Gurgaon (136)* ■ Trident, Nariman Point (555) ■ Trident, Bandra Kurla (436) ■ The Oberoi, Gurgaon (202)* ■ The Oberoi Dubai (252)* 	<ul style="list-style-type: none"> ■ The Oberoi Amarvilas (102)* ■ The Oberoi Rajvilas (71)* ■ The Oberoi Sukhvilas (60)* ■ The Oberoi Cecil (75)* ■ The Oberoi, Marrakech(40)* ■ The Oberoi, Lombok (50)* ■ The Oberoi, Sahl Hasheesh (102)* ■ The Oberoi Zahra (Cruiser) (27)* 	<ul style="list-style-type: none"> ■ The Oberoi Udaivilas (87) ■ The Oberoi Vanyavilas (25) ■ The Oberoi M.V.Vrinda(8) ■ Wildflower Hall (85)* ■ The Oberoi, Bali (74)* ■ The Oberoi Al Zorah (104)*
Great Value for Money	<ul style="list-style-type: none"> ■ Trident , Chennai (167)* ■ Trident , Bhubaneswar (62)* ■ Maidens Hotel (54) ■ Trident Hyderabad (323)* 	<ul style="list-style-type: none"> ■ Trident, Agra (137)* ■ Trident,Udaipur (143)* ■ Trident, Jaipur (134)* ■ Trident, Cochin (85)* 	

Figures in brackets are number of rooms

- Significant presence in major tourist & business destinations with high room inventory
- Assets irreplaceable in terms of location, ambience and experience
- Geographic spread helps
 - achieve synergies in occupancy by cross selling our properties
 - mitigate affect of seasonality by efficiently utilizing personnel by re-deploying them between hotels

Planned Addition/ Renovation



International

Qatar

The Oberoi, Doha

Kenya

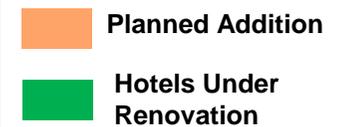
The Oberoi Maasai Mara

Thailand

The Oberoi & Trident, Koh Tan Island

Nepal

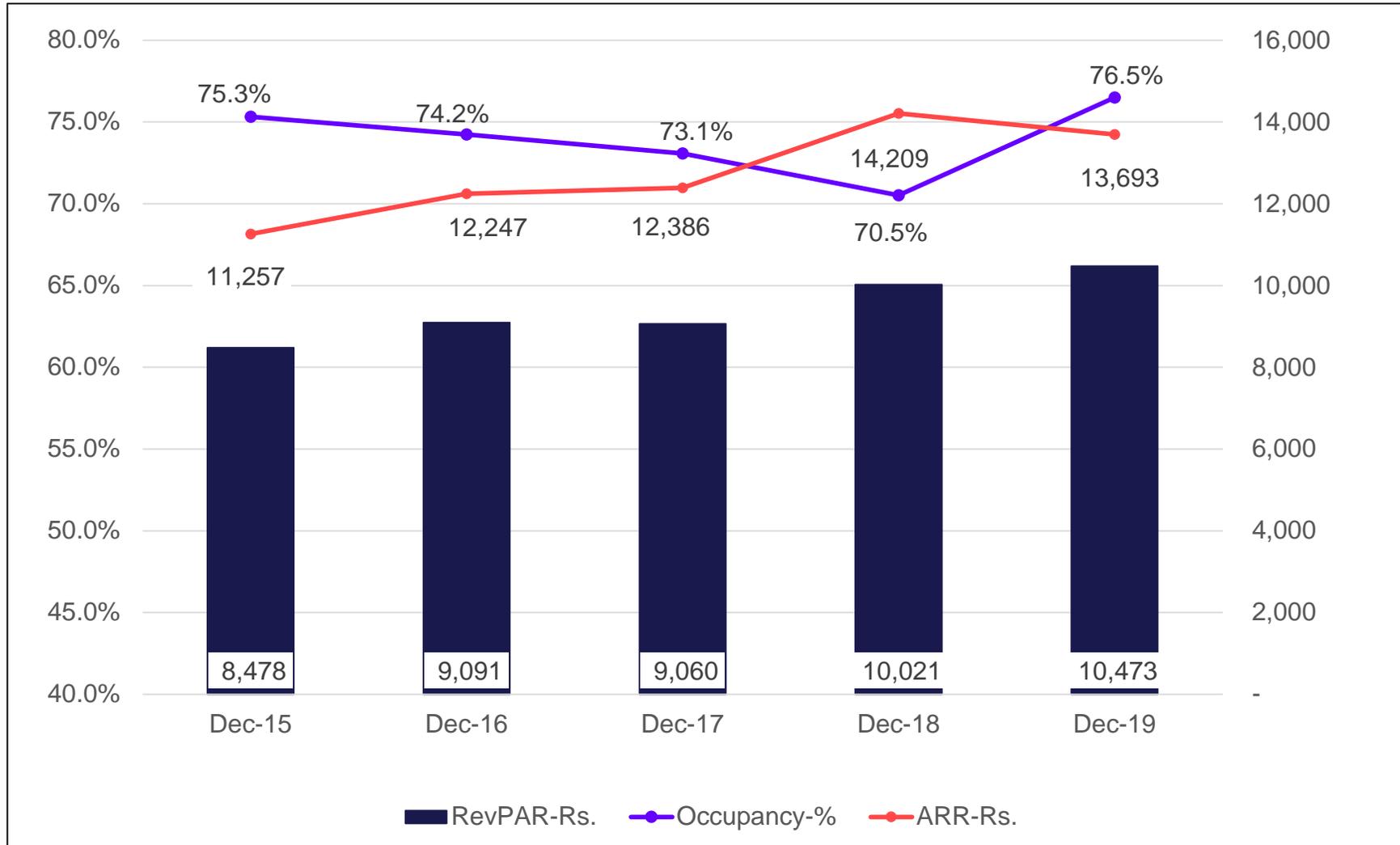
The Oberoi Kathmandu



(1) Existing properties under renovation

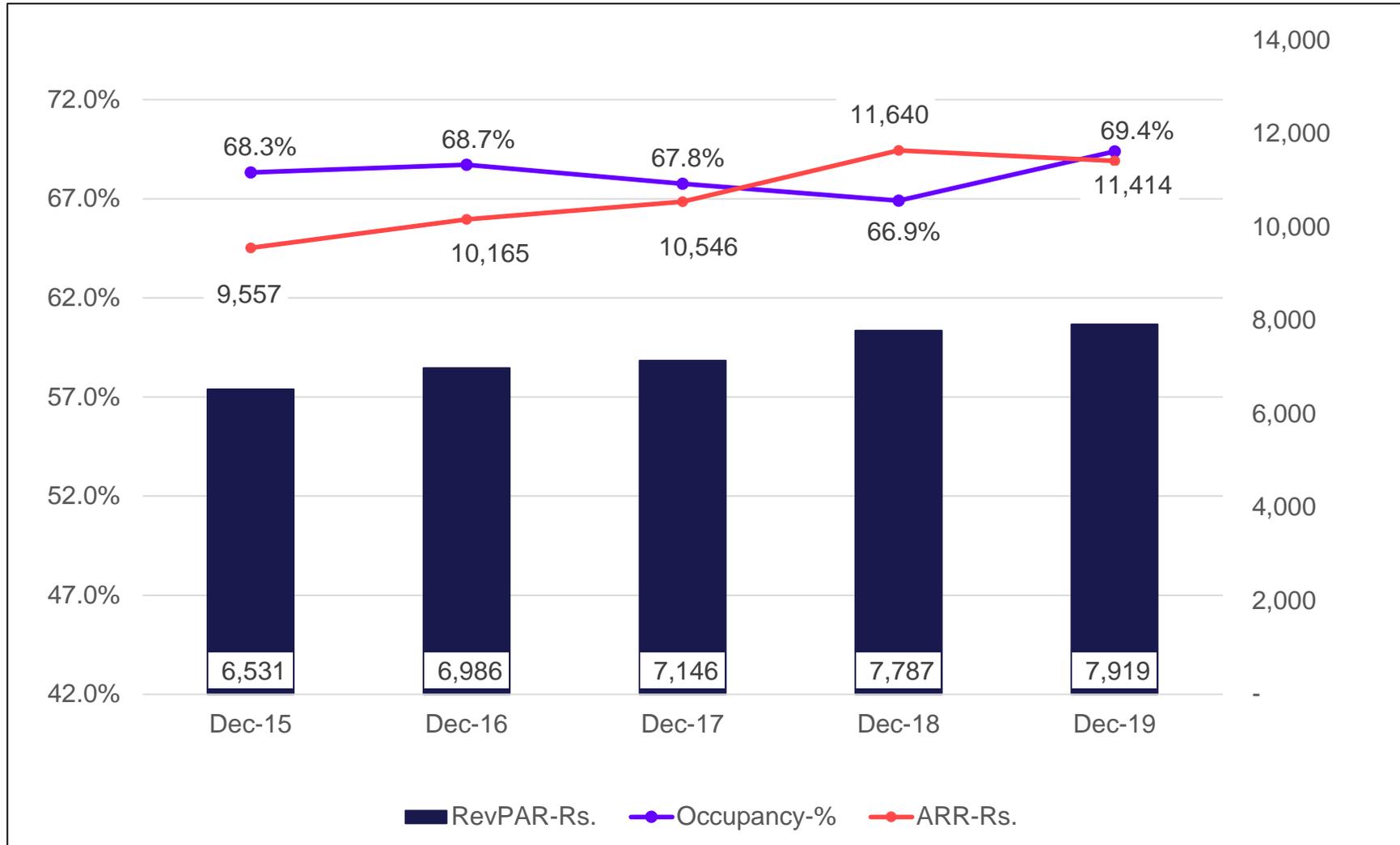
OPERATIONAL STATISTICS – Q3

Domestic properties (Owned)



OPERATIONAL STATISTICS – YTD Q3

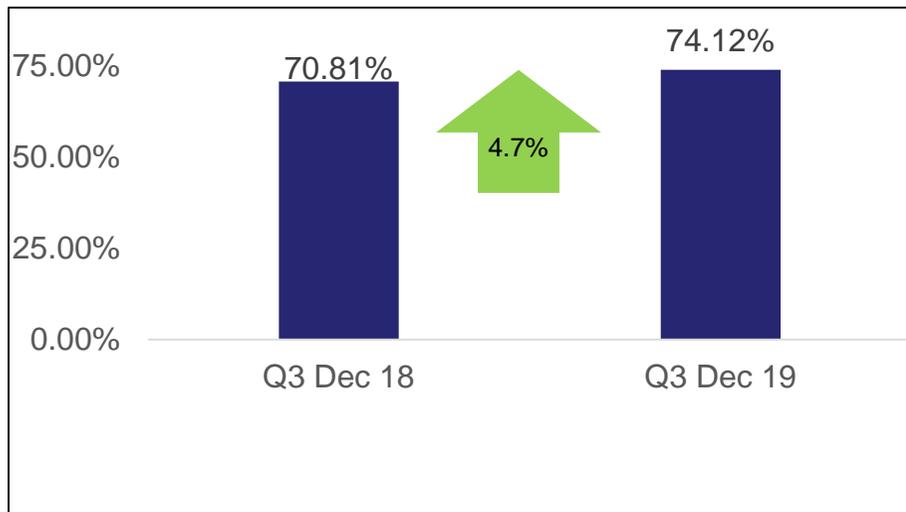
Domestic properties (Owned)



Operational Statistics – Q3

Domestic Properties (Owned & Managed)

Occupancy (%)



RevPAR (₹)



Note:

- 1. Occupancy and RevPAR are for Domestic properties only.*
- 2. Includes managed properties..*

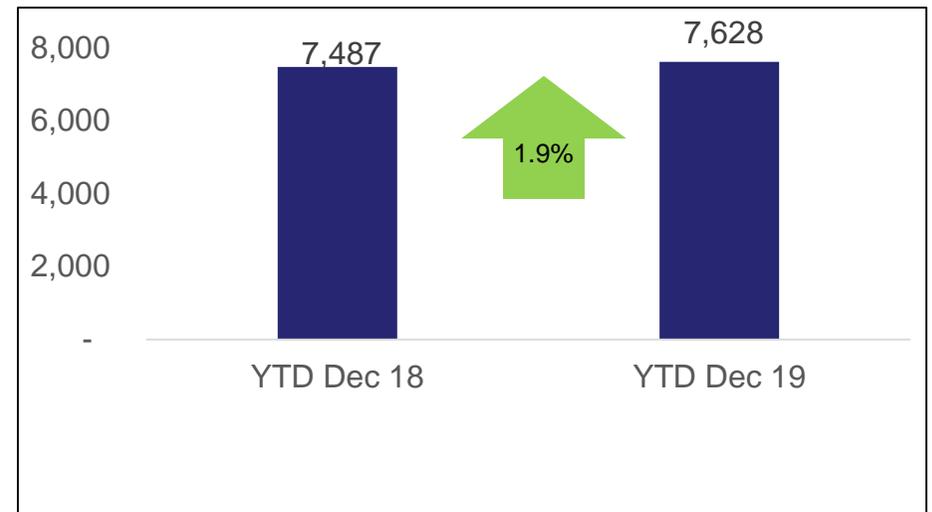
Operational Statistics – YTD Q3

Domestic Properties (Owned & Managed)

Occupancy (%)



RevPAR (₹)



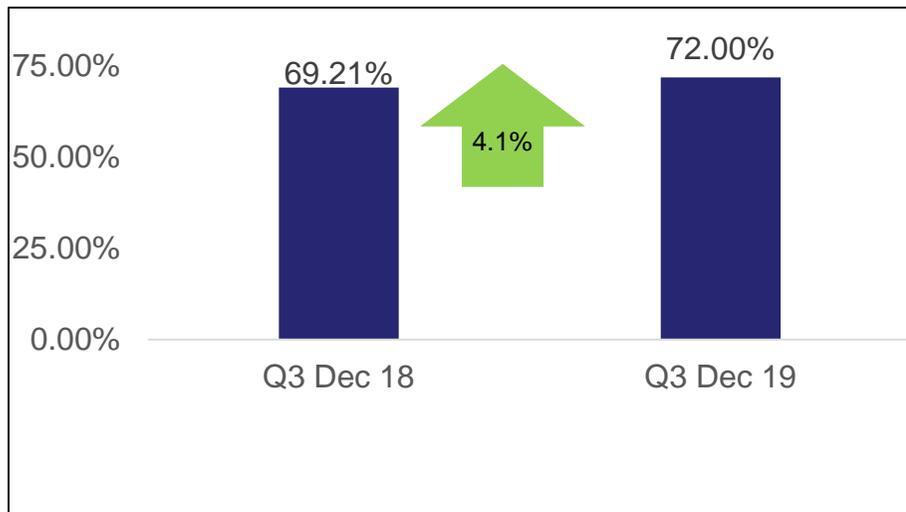
Note:

1. Occupancy and RevPAR are for Domestic properties only.
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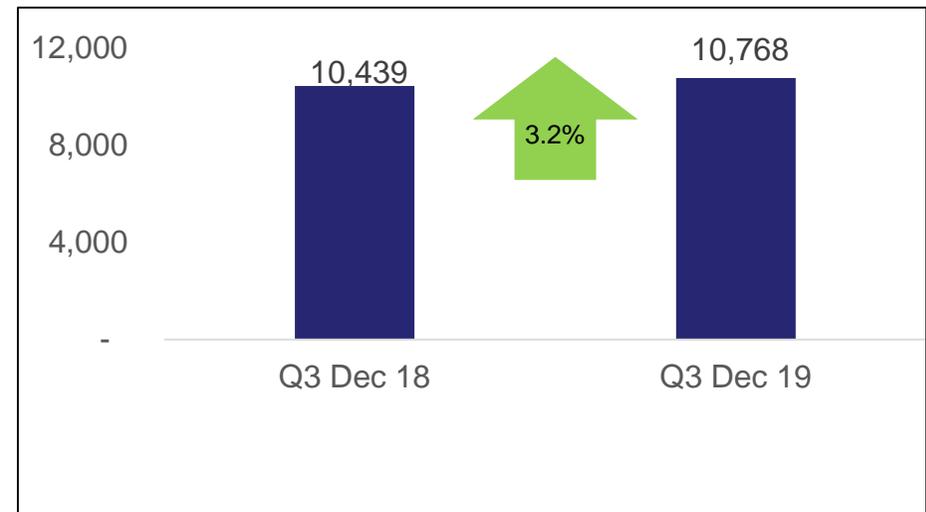
Operational Statistics – Q3

Domestic + International (Owned & Managed)

Occupancy (%)



RevPAR (₹)



Note:

1) Includes managed properties.

2) Q3 Dec 19 Includes The Oberoi, Marrakech started operations w.e.f. 1st December 2019

Operational Statistics – YTD Q3

Domestic + International (Owned & Managed)

Occupancy (%)



RevPAR (₹)



Note:

- 1) Includes managed properties.
- 2) YTD Dec 19 Includes The Oberoi, Marrakech started operations w.e.f. 1st December 2019

Operational Statistics – Q3

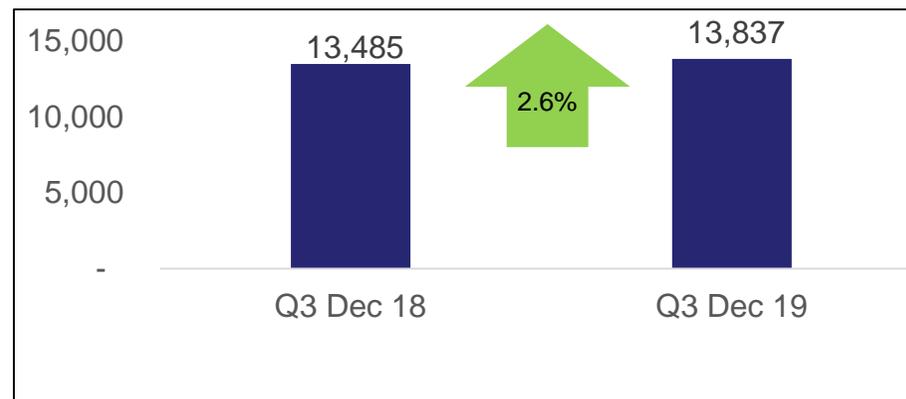
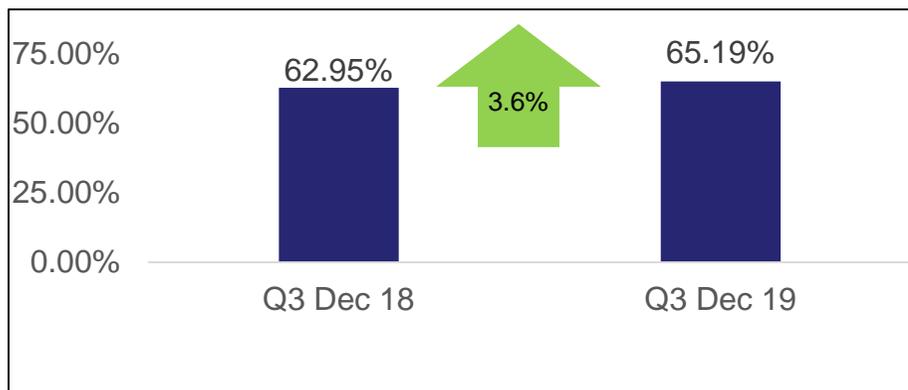
Brand Wise ~ Domestic + International (Owned & Managed)

EIH Limited
A MEMBER OF THE OBEROI GROUP

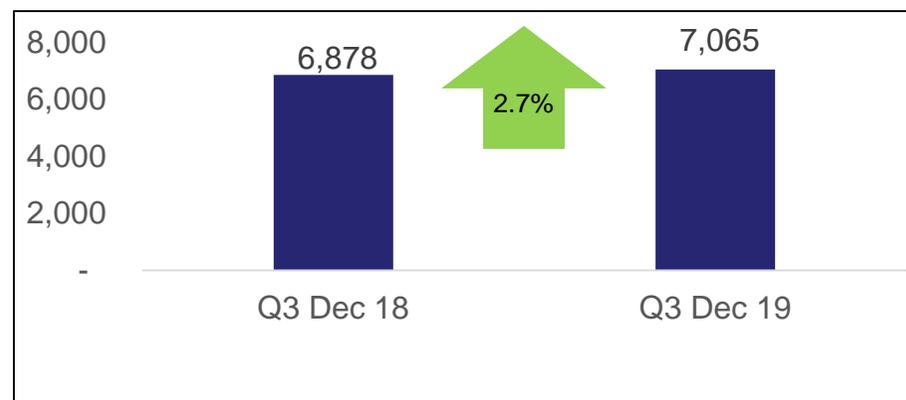
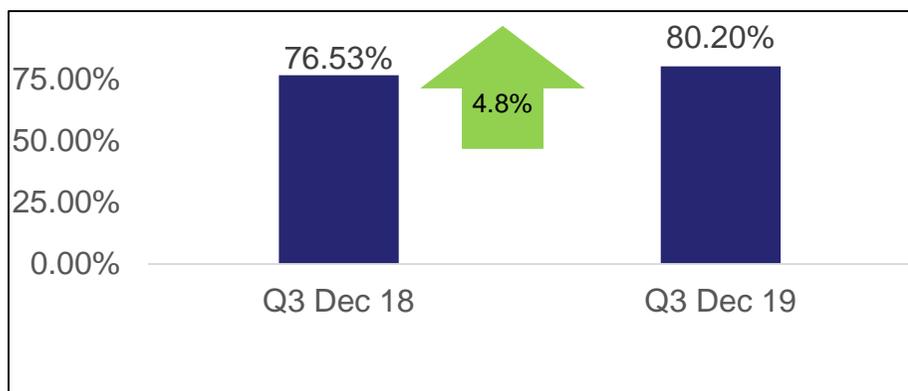
Occupancy (%)

RevPAR (₹)

Oberoi Hotels



Trident Hotels



Note: Includes managed properties.

Operational Statistics – YTD Q3

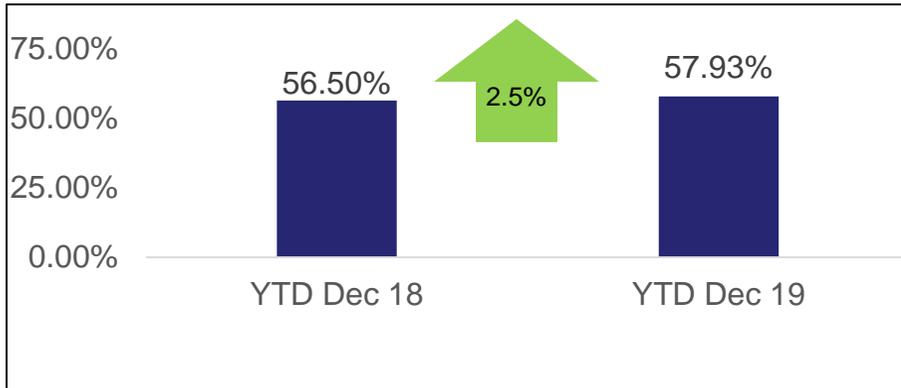
Brand Wise ~ Domestic + International (Owned & Managed)

ElH Limited
A MEMBER OF THE OBEROI GROUP

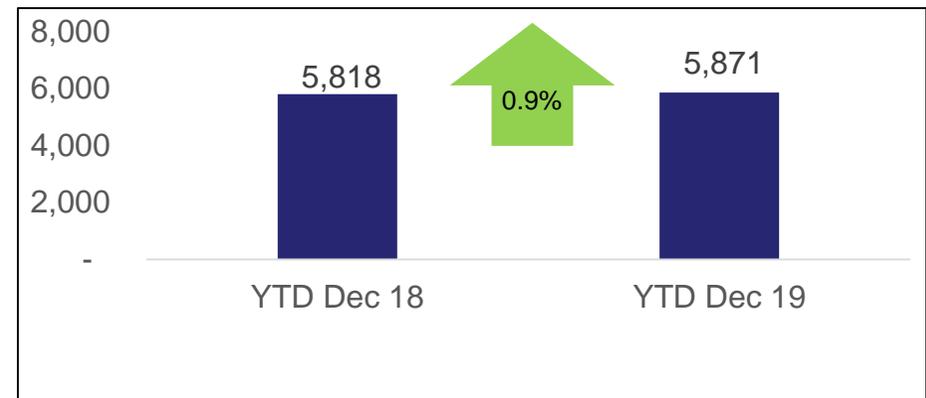
Occupancy (%)

RevPAR (₹)

Oberoi Hotels



Trident Hotels



Note: Includes managed properties.

Market Leadership in Domestic Market

YTD Q3 2019-20

Oberoi Branded Hotels	STR Rank
The Oberoi, Mumbai	3 of 5
The Oberoi, Bengaluru	2 of 7
The Oberoi Grand, Kolkata	1 of 5
The Oberoi, Gurgaon	1 of 5
The Oberoi, Rajvilas	2 of 5
The Oberoi, Udaivilas	1 of 5
The Oberoi, New Delhi	1 of 5
The Oberoi Cecil, Shimla	3 of 5
The Oberoi, Sukhvilas	3 of 5
The Oberoi Amarvilas	*
The Oberoi Vanyavilas	*
Wild Flower Hall,	*
The Oberoi MV Vrinda	*

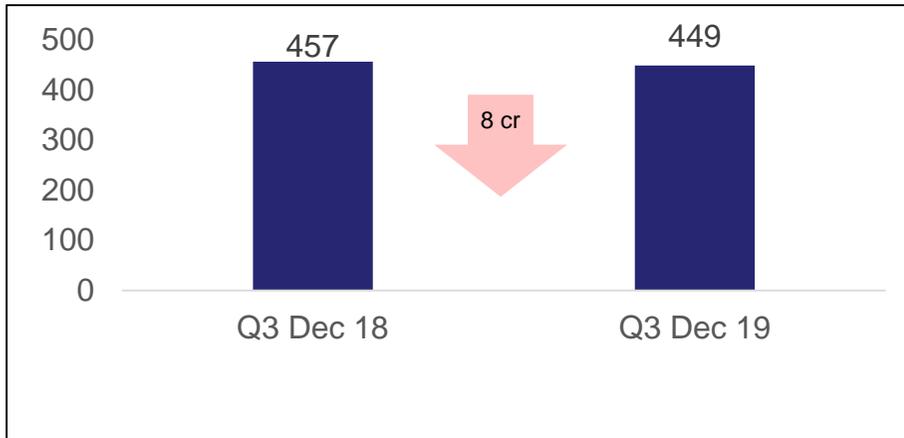
Trident Branded Hotels	STR Rank
Trident, Nariman Point	2 of 5
Trident, Bandra Kurla	2 of 6
Trident, Gurgaon	1 of 6
Trident, Chennai	3 of 6
Trident, Hyderabad	3 of 8
Trident, Agra	2 of 6
Trident, Jaipur	4 of 6
Trident, Udaipur	1 of 6
Trident, Cochin	5 of 7
Maidens Hotel	3 of 5
Trident Bhubaneshwar	*

* STR data is not available in the absence of comparable competition set.

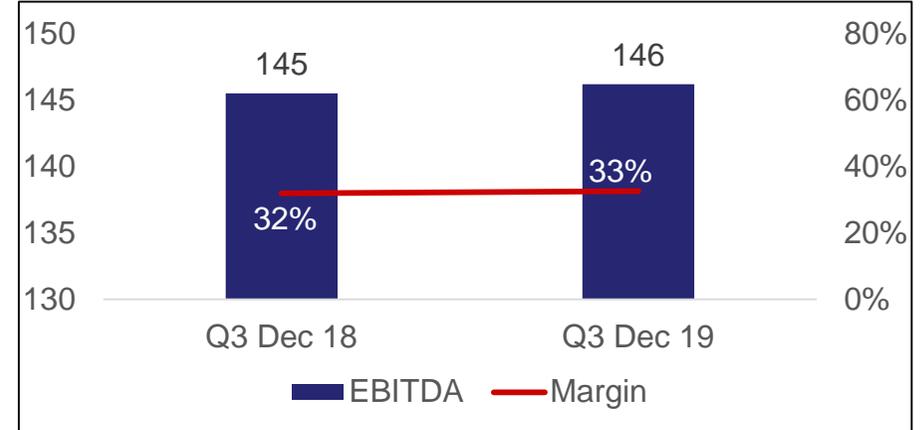
- Construction of a new state-of-art flight kitchen at Mumbai is nearing completion and is expected to be operational before the end of this fiscal. Along with its other already existing modern facilities at Delhi, Chennai, Kolkata and Mauritius, this is aimed to ensure the Company's premium positioning in the airline catering business with majority market share of foreign origin (specially US and EUROPE) airline business in India.
- Measures have also been initiated to significantly optimize operational costs and drive additional revenue.

Q3 Financials (*EIH Standalone*)

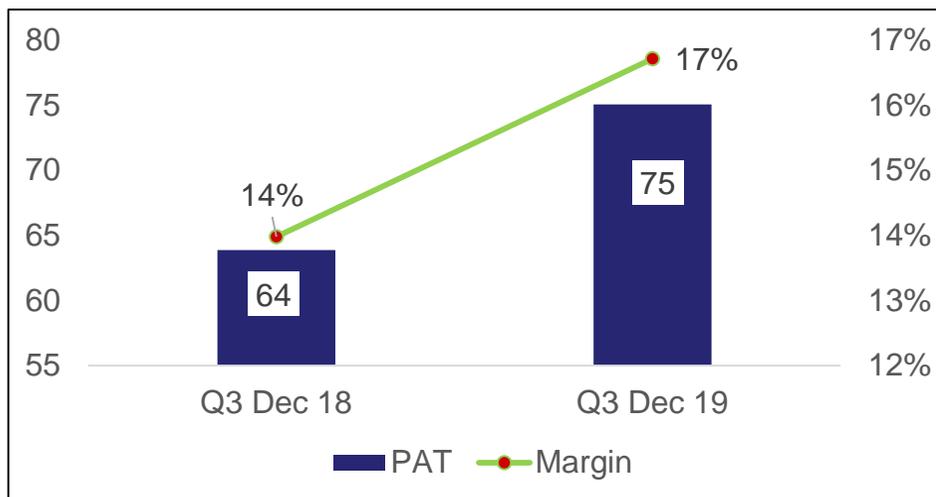
Turnover (Rs. Cr)



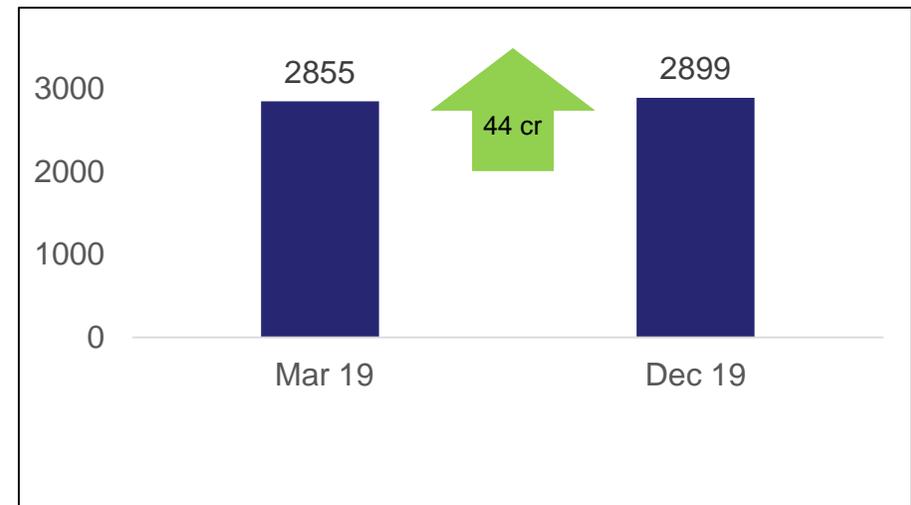
EBITDA (Rs. Cr)



PAT (Rs. Cr)

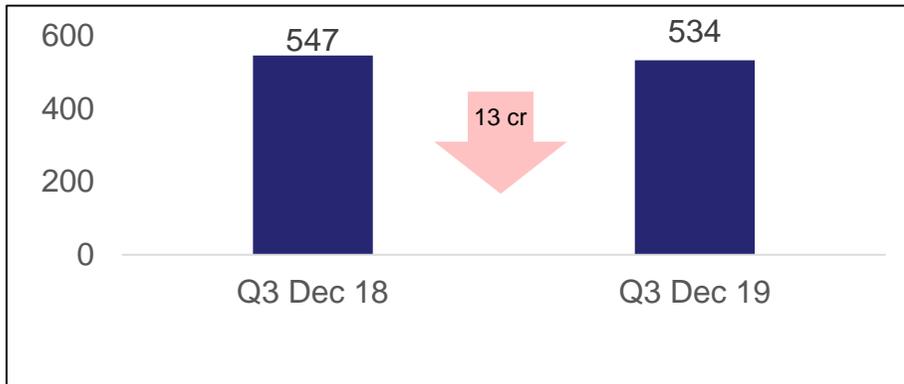


Net Worth (Rs. Cr)

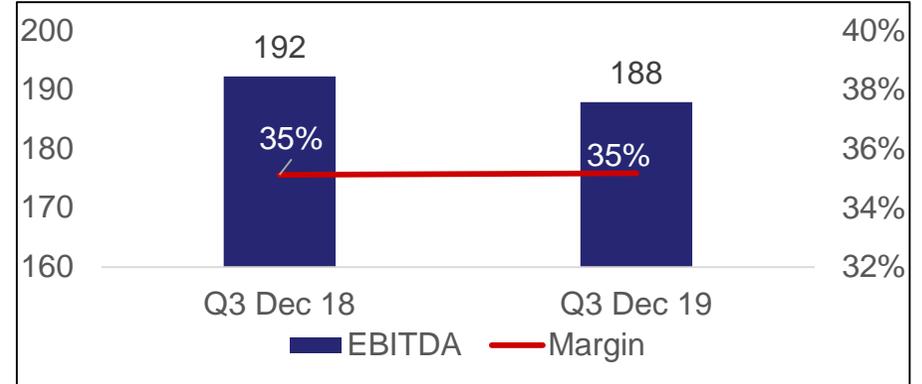


Q3 Financials (EIH CFS)

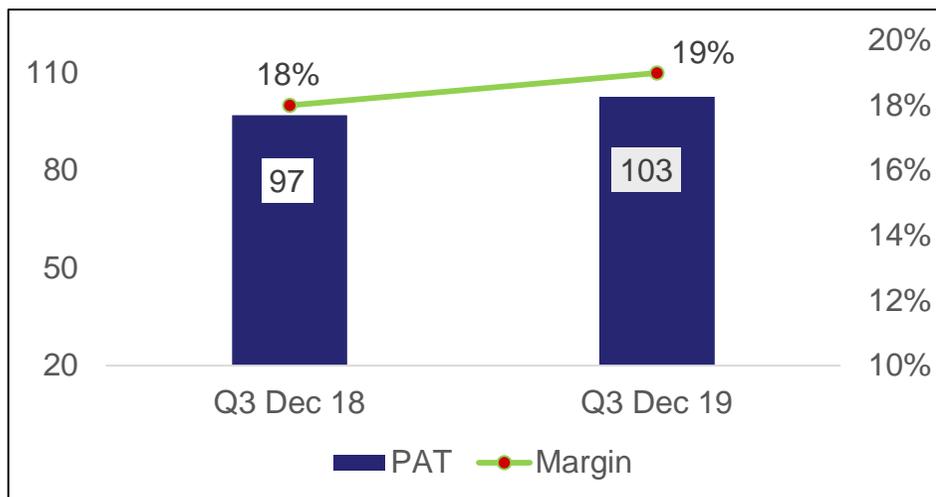
Turnover (Rs. Cr)



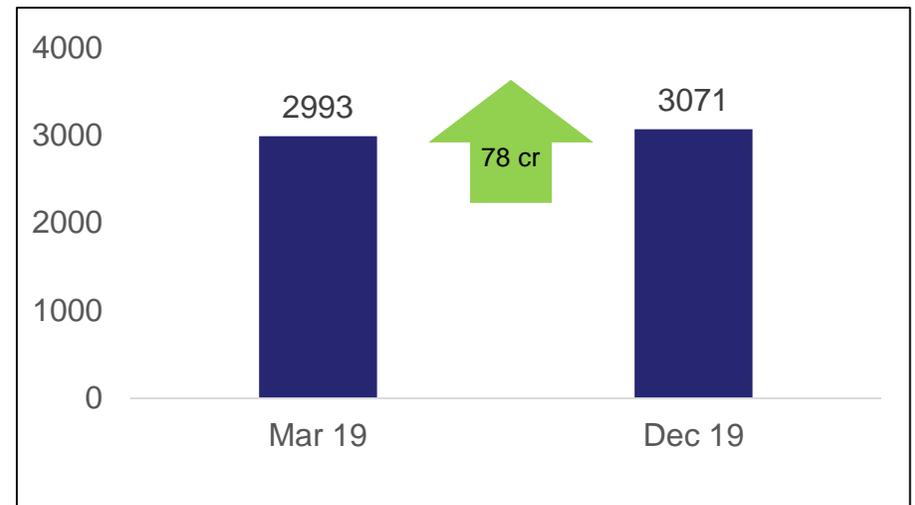
EBITDA (Rs. Cr)



PAT (Rs. Cr)



Net Worth (Rs. Cr)



Strong Balance Sheet

Robust long term asset base

- Revenue generating long term assets comprises 82% of total asset base.

Healthy Gearing

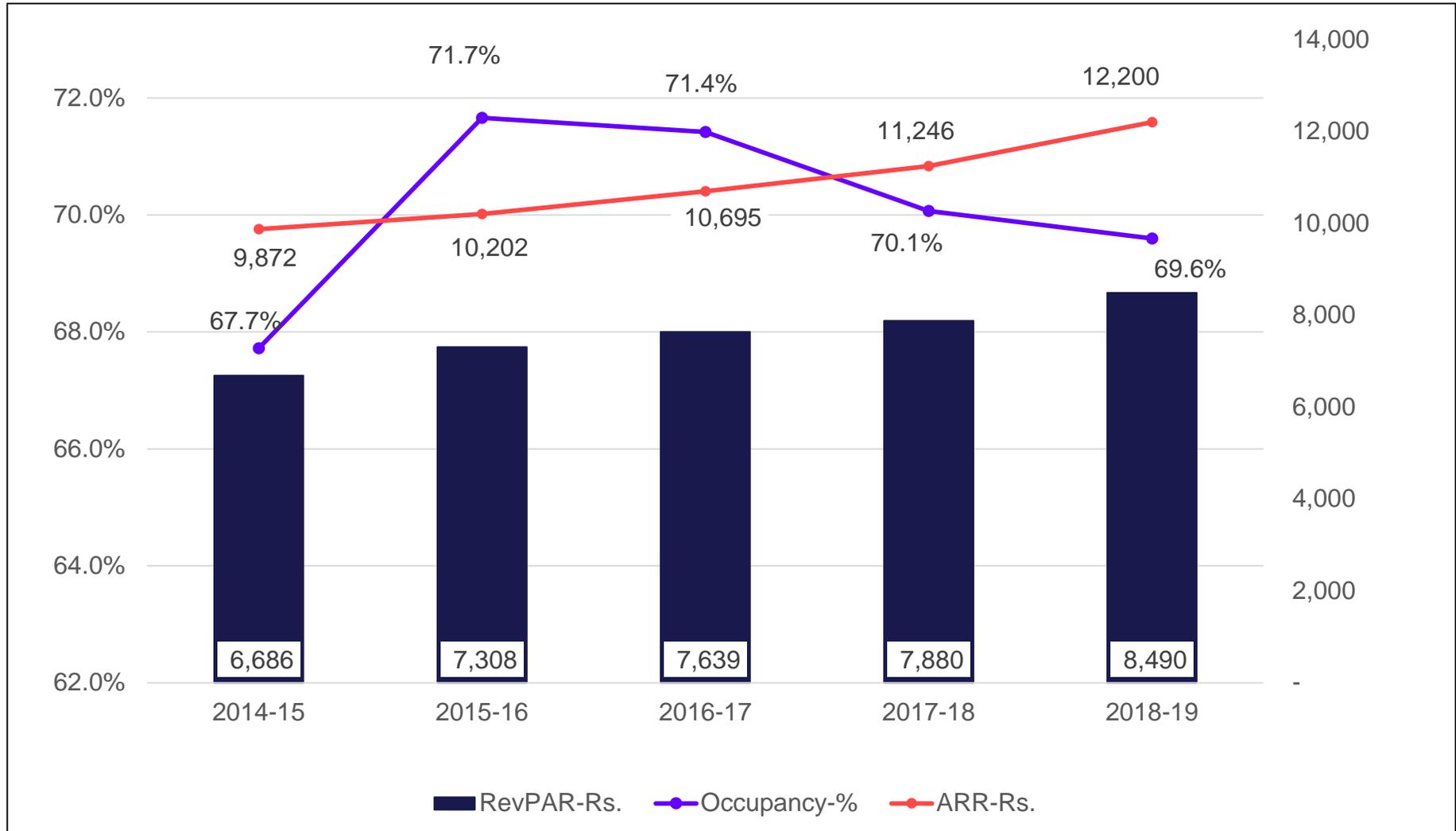
- Substantial reduction of 18% in over all debt in Q3 FY20 vs Q3 FY19
- Debt : Equity = 0.16

Proven record of debt servicing

- Clean servicing track record resulting in low WACD

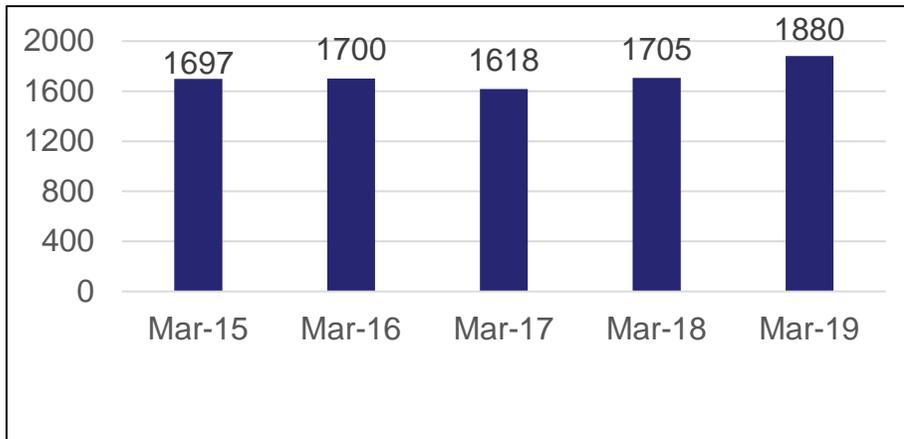
5-Year Annual Operational Statistics

(Domestic Hotels – Owned)

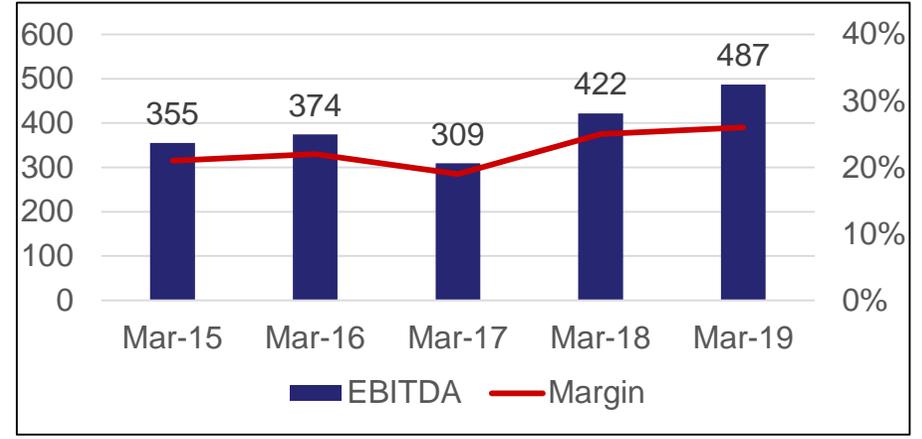


Historical Financials (*EIH CFS*)

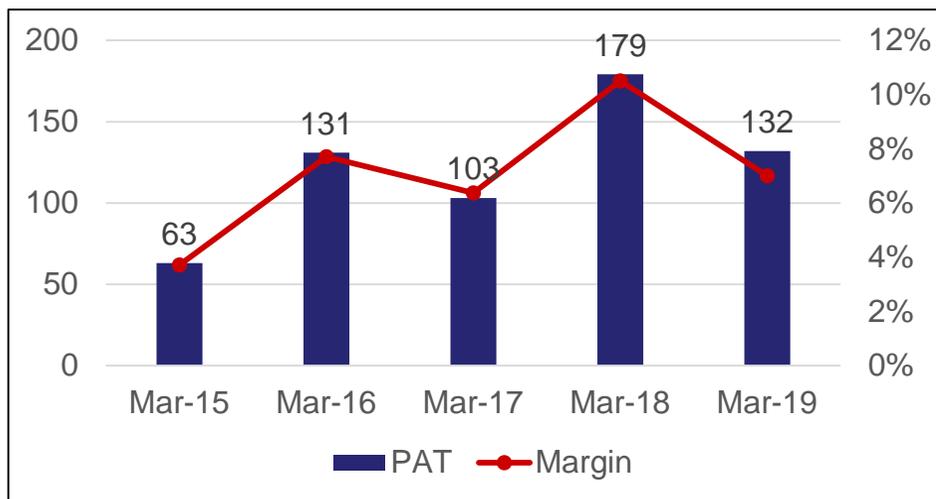
Turnover (Rs. Cr)



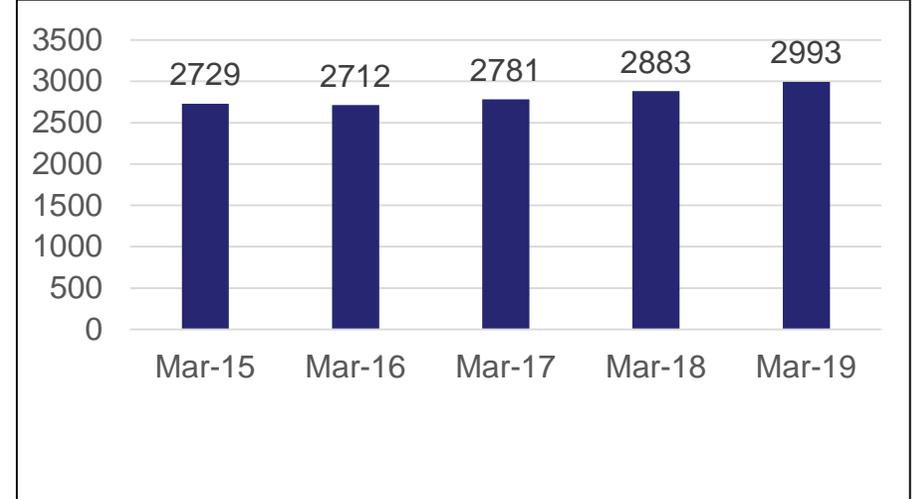
EBITDA (Rs. Cr)



PAT (Rs. Cr)



Net Worth (Rs. Cr)



THANK YOU
