



Corporate Office: 7, Sham Nath Marg, Delhi – 110 054
Telephone: 91-11-2389 0505 Facsimile: 91-11-2389 0575
Website: www.eihltd.com
CIN:L55101WB1949PLC017981

10th November 2019

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 1st November 2019 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 second quarter and six months ended 30th September 2019.

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

Thank you,

Yours faithfully,

For **EIH Limited**

S.N. Sridhar
Company Secretary
encl: a.a

A member of *The Oberoi Group*

Registered Office: EIH Limited, 4, Mangoe Lane, Kolkata – 700 001
Telephone: 91-33-22486751 Facsimile: 91-33-2248 6785

EIH Limited

A MEMBER OF THE OBEROI GROUP



INVESTOR PRESENTATION Q2 FY20 11th November 2019



1. The Oberoi Dharma
2. The Oberoi Group Mission
3. Business Overview
4. ElH Group Presence
5. Balanced Portfolio
6. Planned addition of properties
7. Operational Statistics
8. Financials



**4503
Rooms;
31
Hotels**



**2271 Rooms;
20 Hotels**

**2232 Rooms;
11 Hotels**

The Oberoi Dharma

Fundamental Code of Conduct

We, as members of OBEROI Group are committed to display through our behaviour and actions the following CONDUCT which applies to all aspects of our Business:

- Conduct which is of highest ethical standards, intellectual, financial and moral, and reflects the highest levels of courtesy and consideration to others
- Conduct which builds and maintains Team work, with mutual trust as the basis of all working relationship
- Conduct which puts the customer first, the Company second and the self last
- Conduct which exemplifies care for the customer through anticipation of need, attention to detail, excellence, aesthetics and style and respect for privacy along with warmth and concern
- Conduct which demonstrates two-way communication accepting constructive debate and dissent whilst acting fearlessly with conviction
- Conduct which demonstrates that people are our key asset, through respect for every employee, and leading from the front regarding performance achievements as well as individual development
- Conduct which at all times safeguards the safety, security, health and environment of customers, employees and the assets of the Company
- Conduct which eschews the short-term quick-fix for the long-term establishment of healthy precedent

The Oberoi Group Mission

ElH Limited
A MEMBER OF THE OBEROI GROUP

OUR GUESTS

We are committed to meeting and exceeding the expectations of our guests through our unremitting dedication to perfection, in every aspect of service

OUR PEOPLE

We are committed to the growth, development and welfare of our people upon whom we rely to make this happen

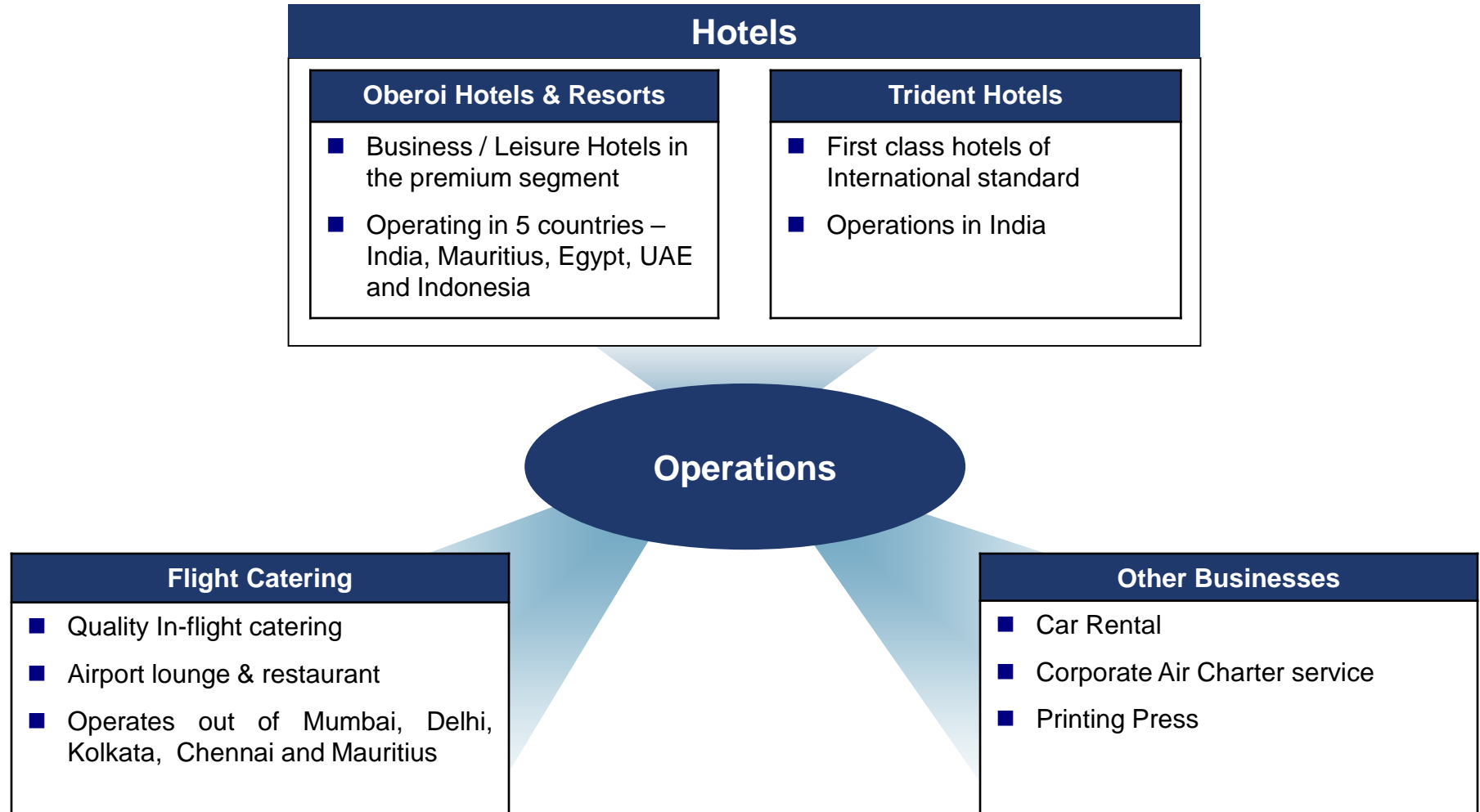
OUR DISTINCTIVENESS

Together we shall continue the Oberoi tradition of pioneering in the hospitality industry, striving for unsurpassed excellence in high potential locations all the way from the Middle East to Asia Pacific

OUR SHAREHOLDERS

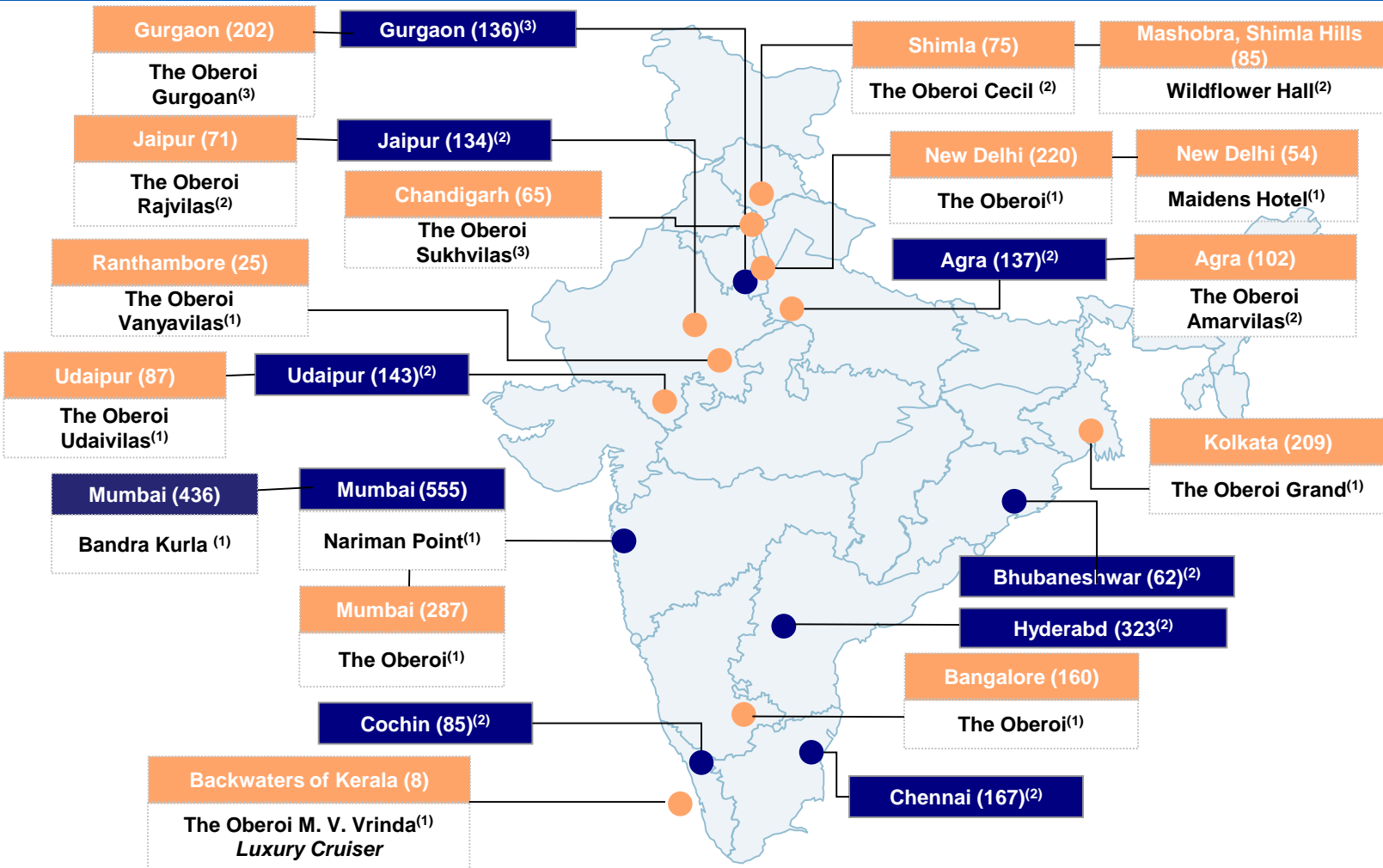
As a result we will create extraordinary value for our shareholders

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)

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

MAURITIUS
The Oberoi, Mauritius (71)

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

The Oberoi (Orange box)
Trident (Blue box)

We own and/or manage 31 Hotels with 4,503 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

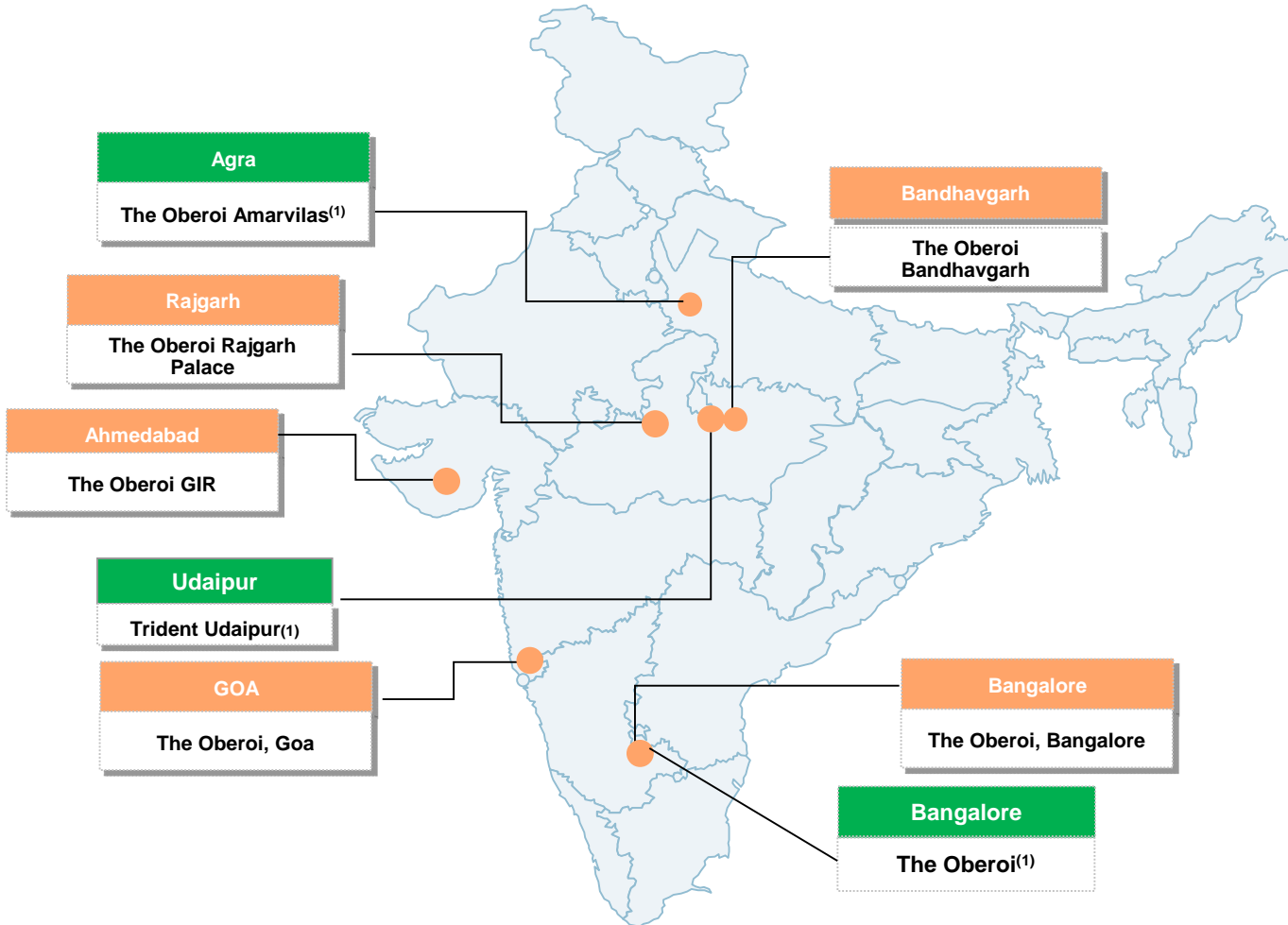
	Business	Leisure
Luxury	<ul style="list-style-type: none"> ■ The Oberoi Mumbai (287) ■ The Oberoi New Delhi (220) ■ The Oberoi Grand, Kolkata (209) ■ The Oberoi, Bangalore (160) ■ Trident, Gurgaon (136)* ■ Trident, Nariman Point (555) ■ Trident, Bandra Kurla (436) ■ The Oberoi, Gurgaon (202)* 	<ul style="list-style-type: none"> ■ The Oberoi Amarvilas (102)* ■ The Oberoi Udaivilas (87) ■ The Oberoi Rajvilas (71)* ■ The Oberoi Vanyavilas (25) ■ The Oberoi Sukhvilas (60)* ■ The Oberoi Cecil (75)* ■ Wildflower Hall (85)* ■ The Oberoi M.V.Vrinda(8)
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
 - Business Destinations - Mumbai, NCR, Kolkata, Bangalore, Chennai, Hyderabad
 - Leisure Destinations - Agra, Jaipur, Udaipur, Kerala and Shimla
- 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

* Properties managed by EIH limited

Planned Addition/ Renovation



International

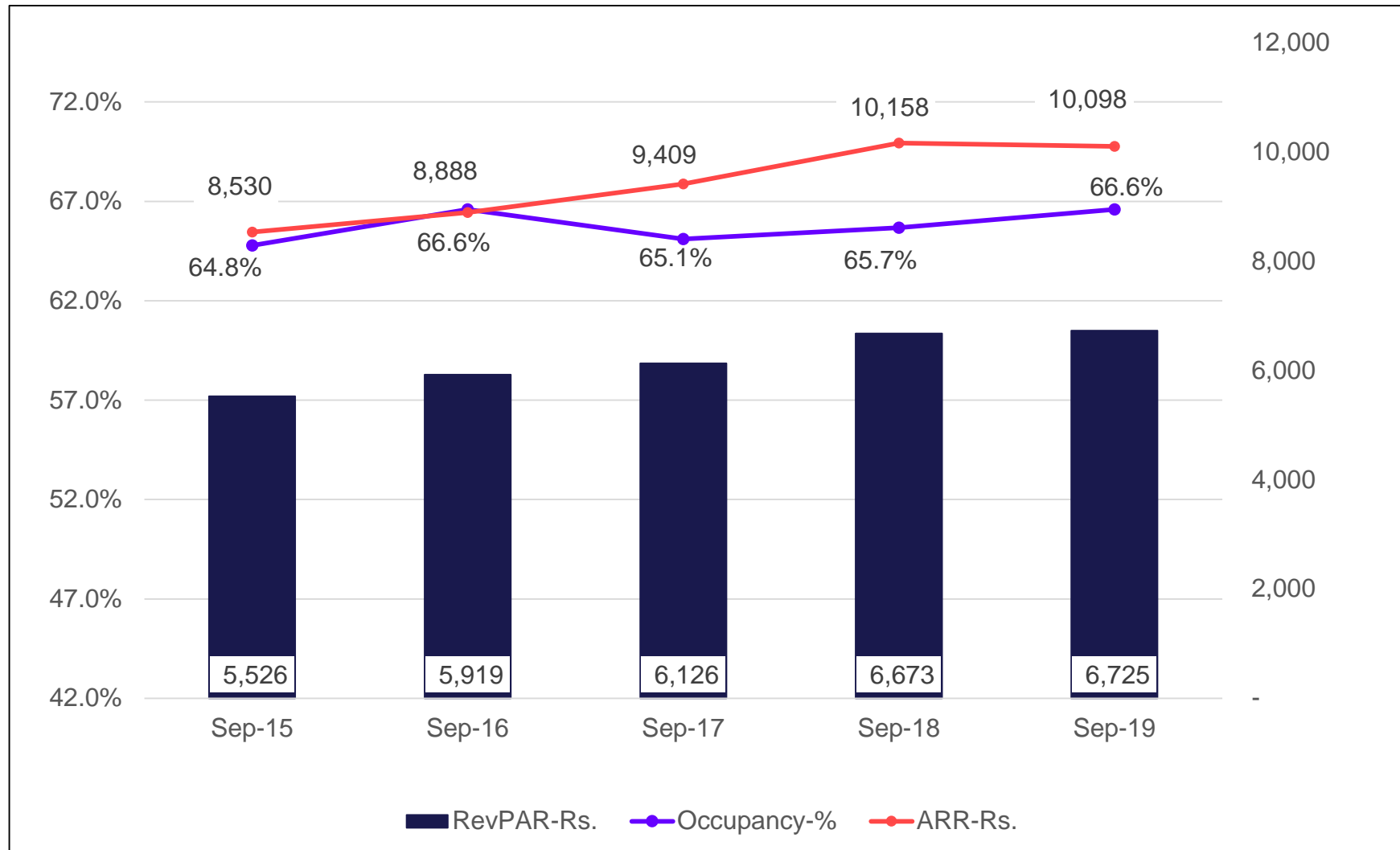
- Morocco**
The Oberoi, Marrakech
- Qatar**
The Oberoi, Doha
- Kenya**
The Oberoi Maasai Mara
- Thailand**
The Oberoi & Trident, Koh Tan Island
- Nepal**
The Oberoi Kathmandu

New Addition
 Hotels Under Renovation

(1) Existing properties under renovation

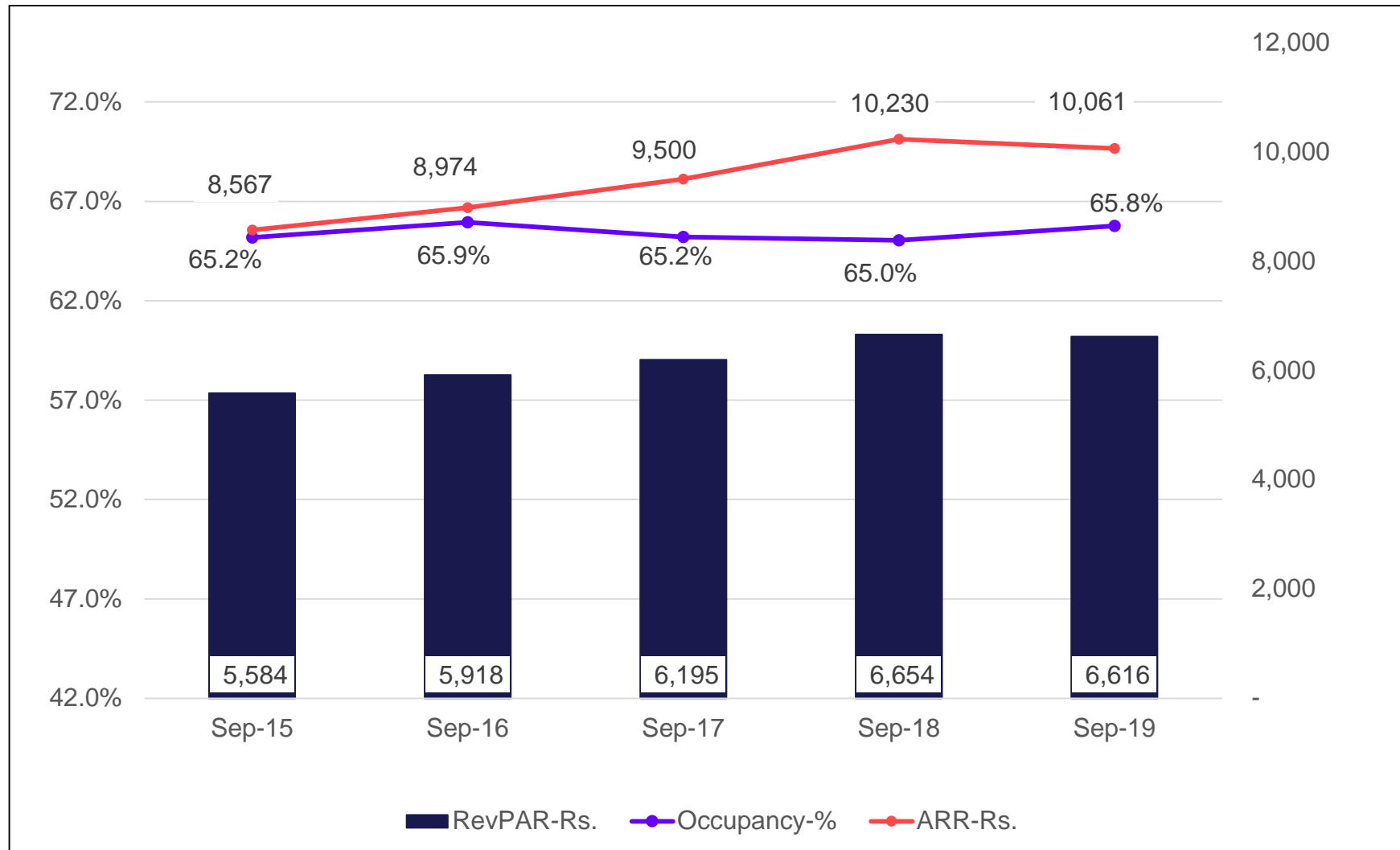
OPERATIONAL STATISTICS – Q2

Domestic properties (Owned)



OPERATIONAL STATISTICS – YTD Q2

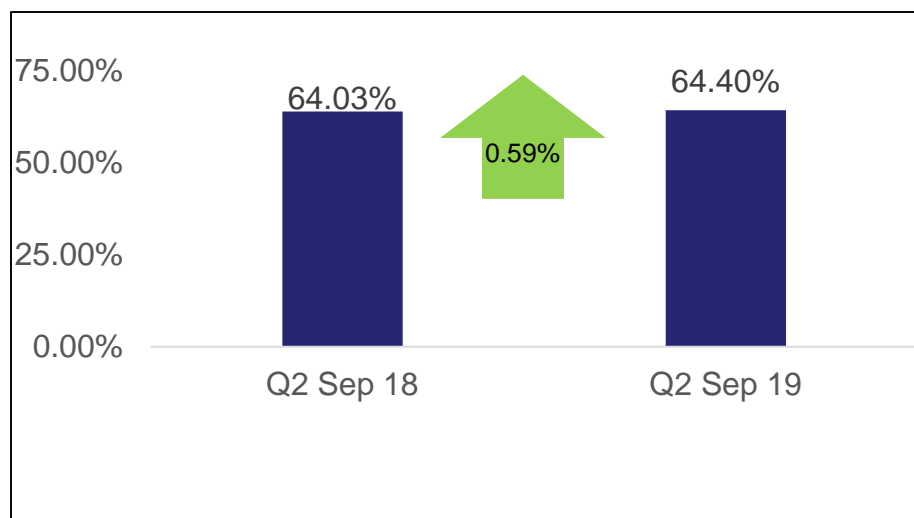
Domestic properties (Owned)



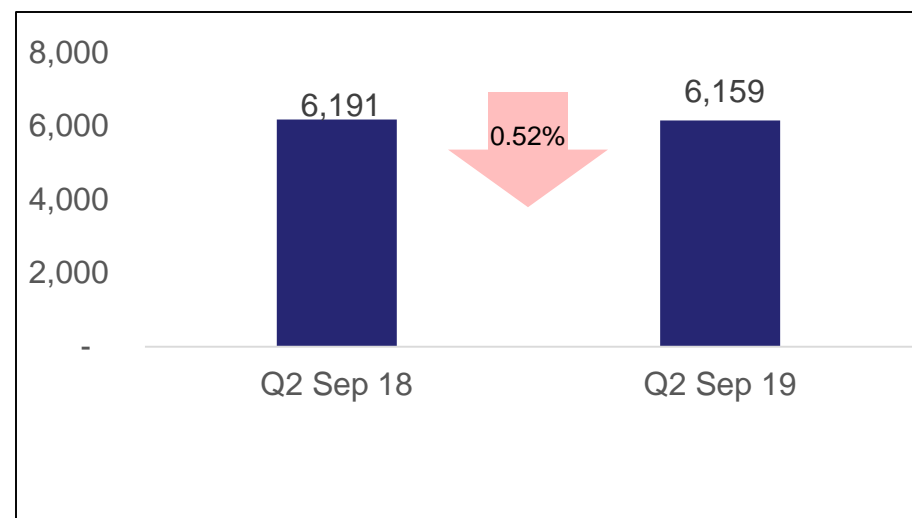
Operational Statistics – Q2

Domestic Properties (Owned & Managed)

Occupancy (%)



RevPAR (₹)



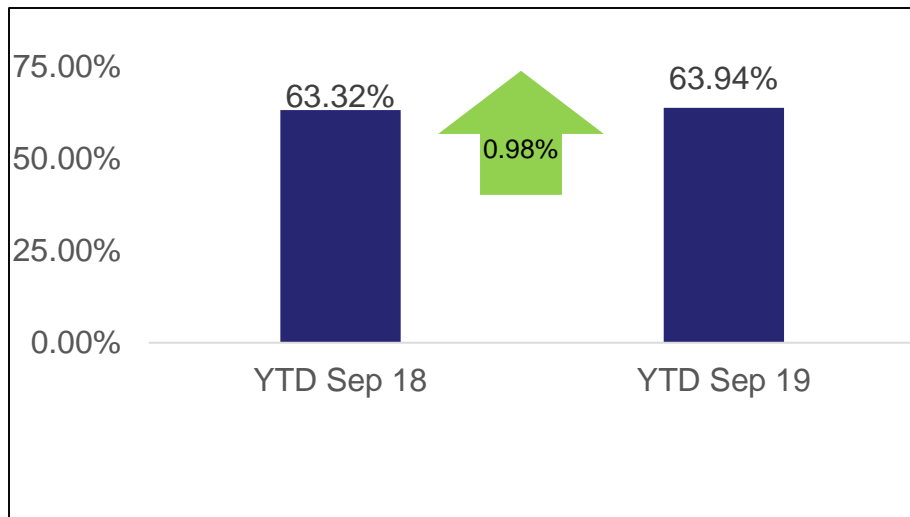
Note:

- 1. Occupancy and RevPAR are for Domestic properties only.*
- 2. Includes managed properties.*
- 2. The results of this quarter are not indicative of full year's performance due to seasonal nature of the hotel industry.*

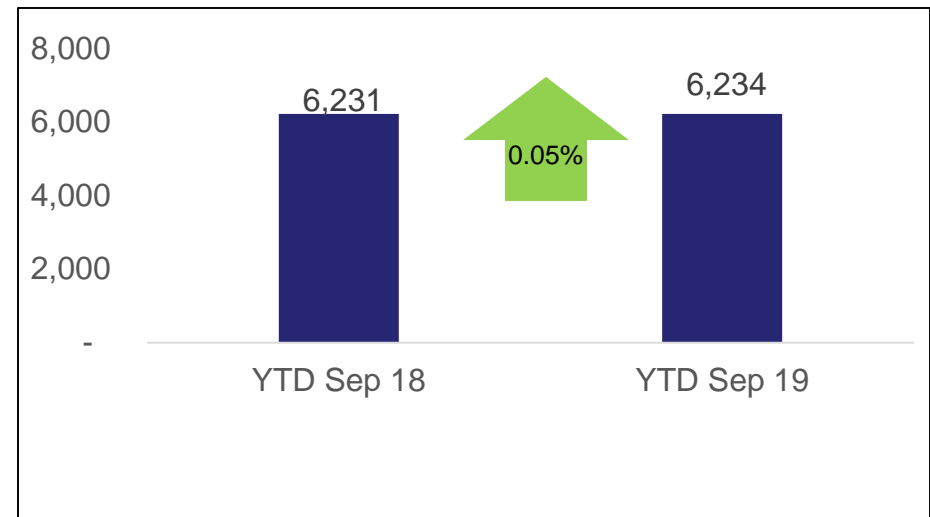
Operational Statistics – YTD Q2

Domestic Properties (Owned & Managed)

Occupancy (%)



RevPAR (₹)



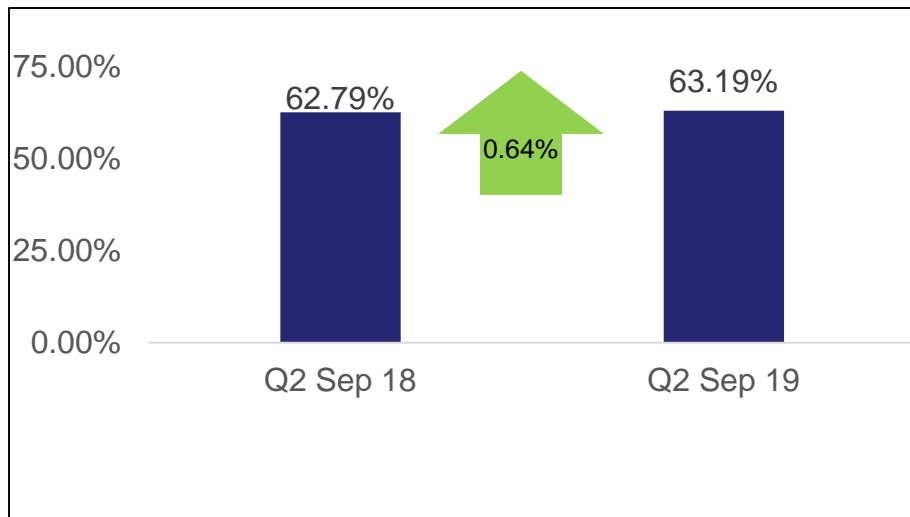
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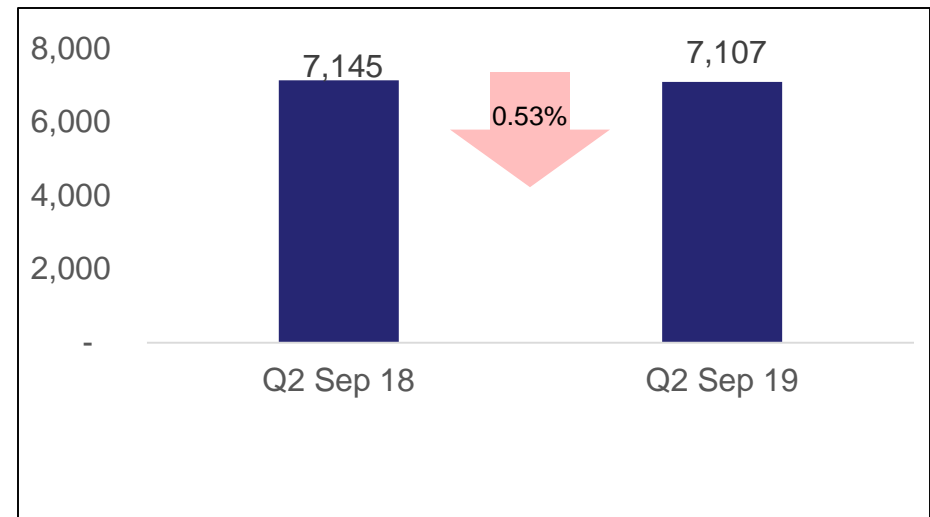
Operational Statistics – Q2

Domestic + International (Owned & Managed)

Occupancy (%)



RevPAR (₹)



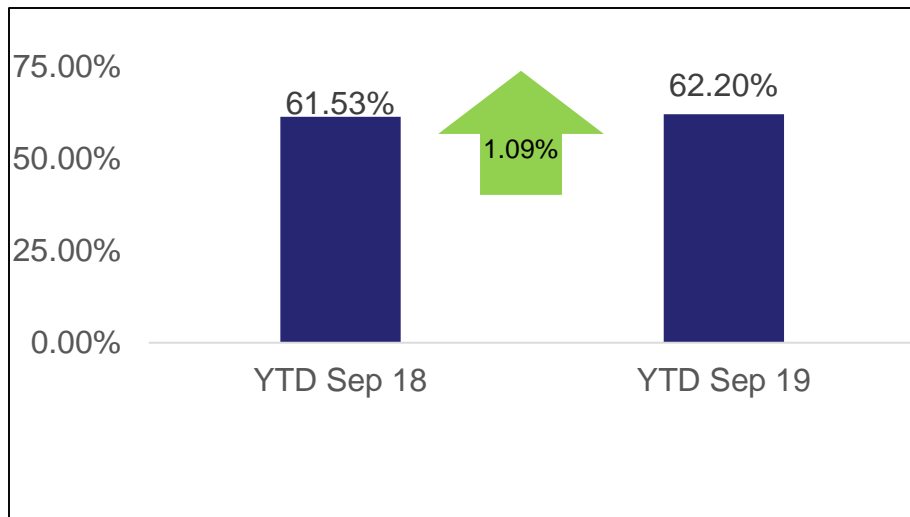
Note:

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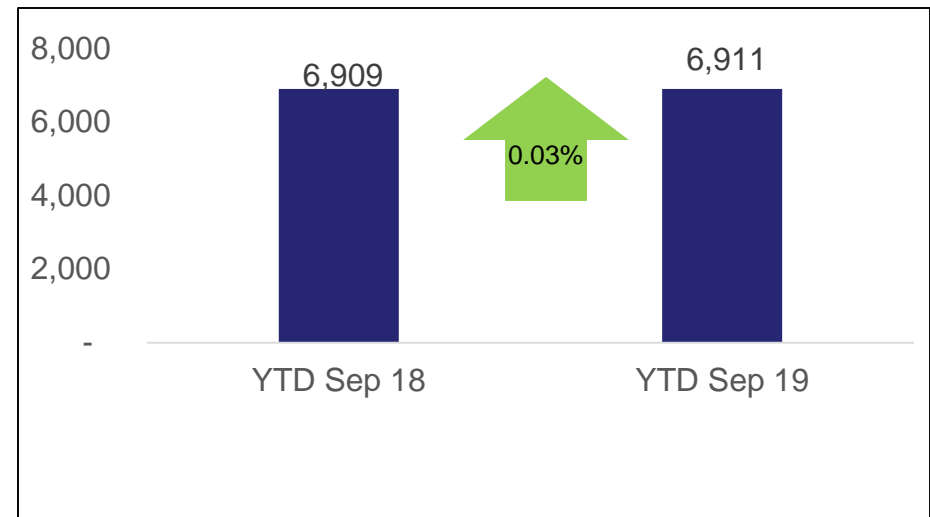
Operational Statistics – YTD Q2

Domestic + International (Owned & Managed)

Occupancy (%)



RevPAR (₹)



Note:

- 1. Includes managed properties.*
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Operational Statistics – Q2

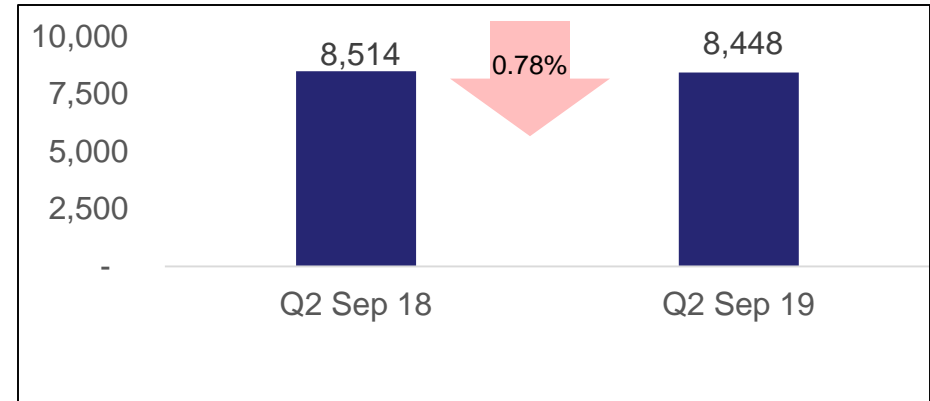
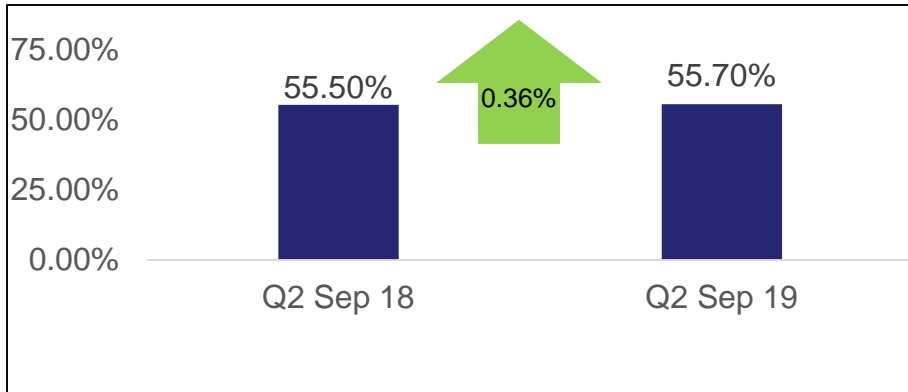
Brand Wise ~ Domestic + International (Owned & Managed)

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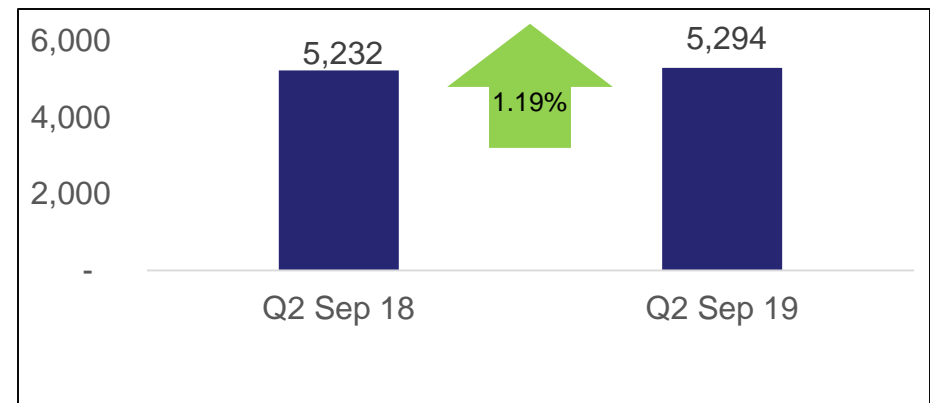
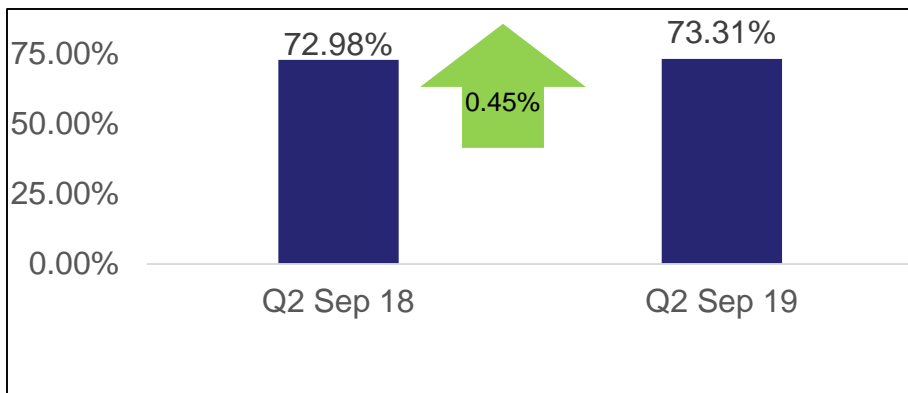
Occupancy (%)

RevPAR (₹)

Oberoi Hotels



Trident Hotels



1. Includes managed properties.

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Operational Statistics – YTD Q2

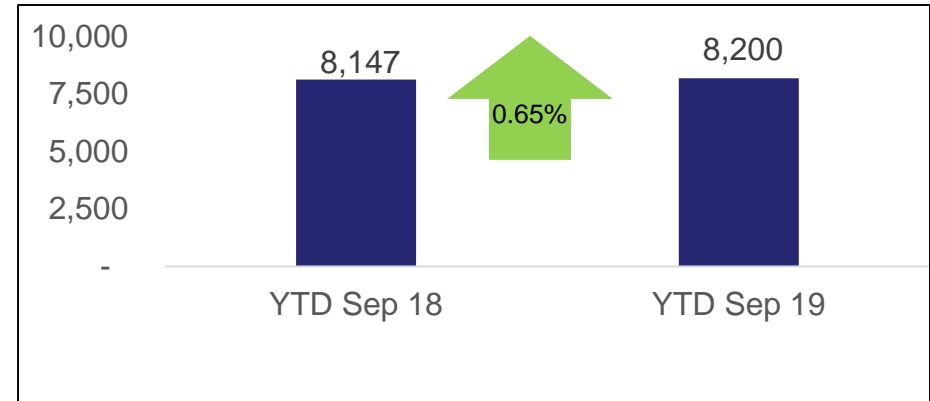
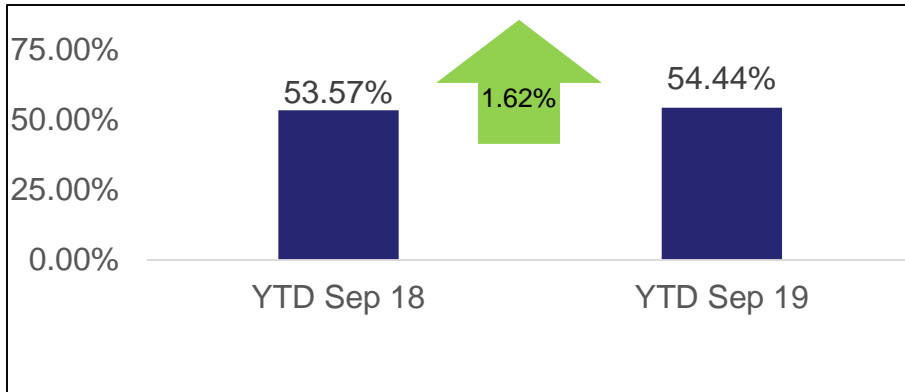
Brand Wise ~ Domestic + International (Owned & Managed)

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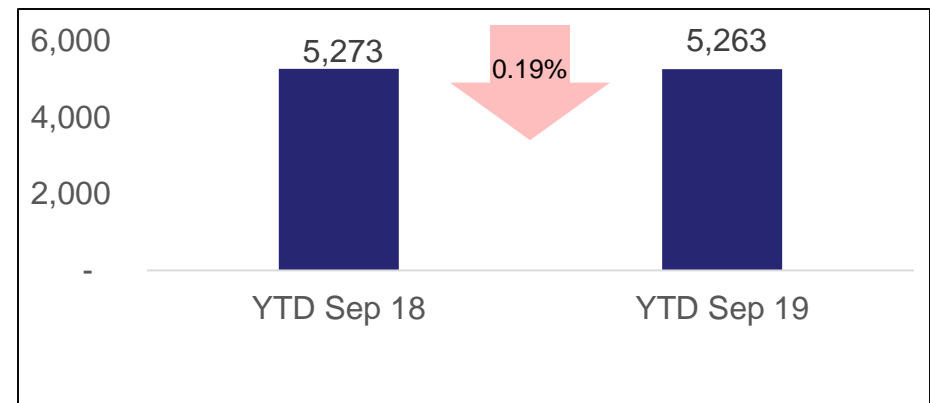
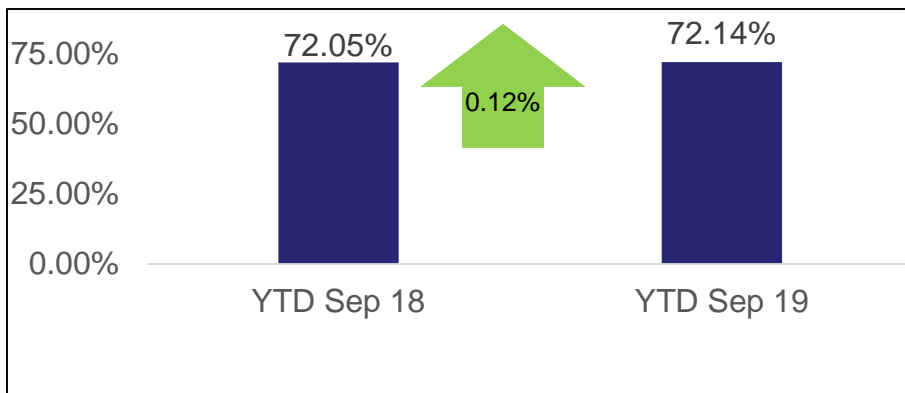
Occupancy (%)

RevPAR (₹)

Oberoi Hotels



Trident Hotels



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Market Leader

YTD Q2 2019-20

Hotel-wise STR ranking suggests Oberoi & Trident branded hotels continue to be the leaders across India with 7 hotels ranked # 1 and 3 hotels ranked # 2 out of total 18 hotels in India

Oberoi Branded Hotels	STR Rank
The Oberoi, Mumbai	3 of 5
The Oberoi, Bengaluru	3 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	4 of 5

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

* STR data in respect of The Oberoi Amarvilas, The Oberoi Vanyavilas, Wild Flower Hall, The Oberoi MV Vrinda, Trident Bhubaneshwar and Maidens Hotel is not available in the absence of comparable competition set.

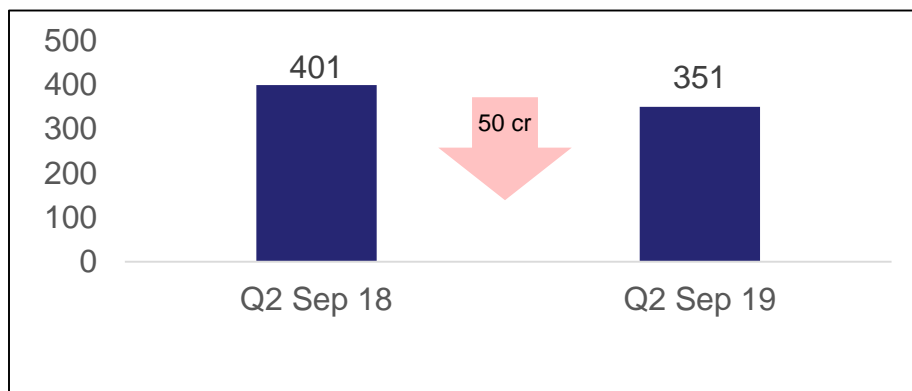
International Oberoi Branded Hotels	STR Rank
The Oberoi, Bali	9 of 11
The Oberoi, Mauritius	6 of 6
The Oberoi, Sahl Hasheesh	1 of 6

* STR data in respect of other International properties is not available.

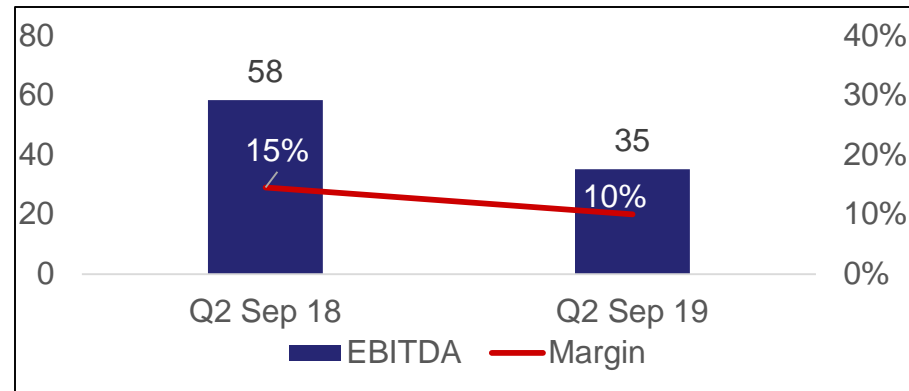
- The grounding of a major Indian airline in April 2019, as well as closure of air space has affected the Airline catering business of the company resulting in a drop in revenue in this business vertical by 48.4% in H1/FY20 vs. H1/FY19.
- Gradual regaining of business is underway, with the company securing incremental, quality business from several foreign airlines and also certain select domestic airlines business at its all its four locations in India. Measures have also been initiated to significantly optimize operational costs.
- 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 (especially US and EUROPE) airline business in India.

Q2 Financials (*EIH CFS*)

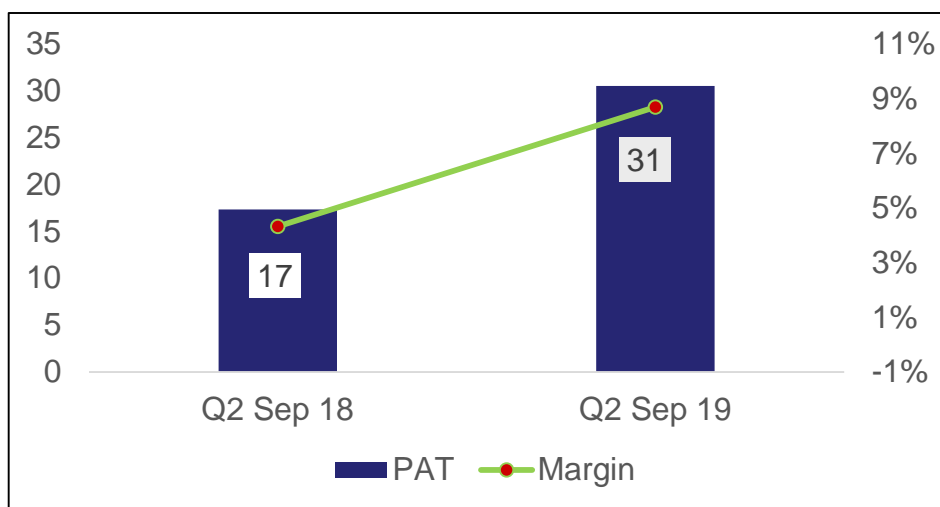
Turnover (Rs. Cr)



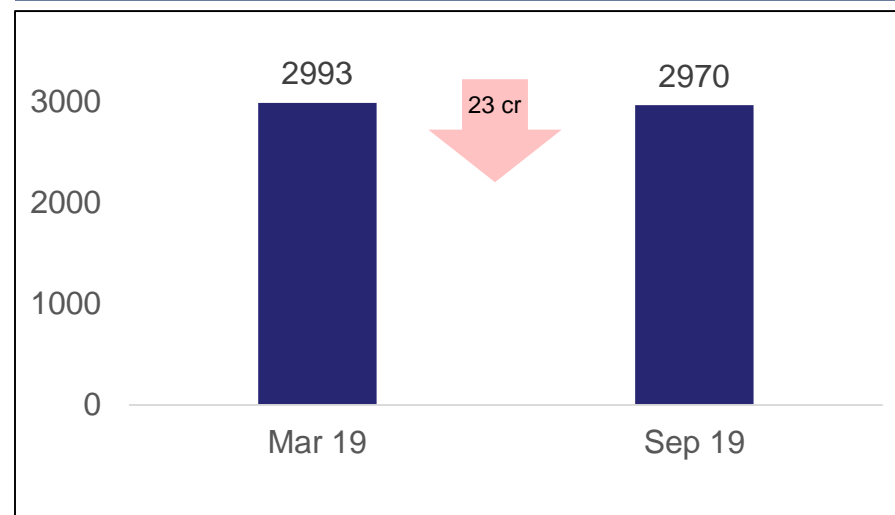
EBITDA (Rs. Cr)



PAT (Rs. Cr)

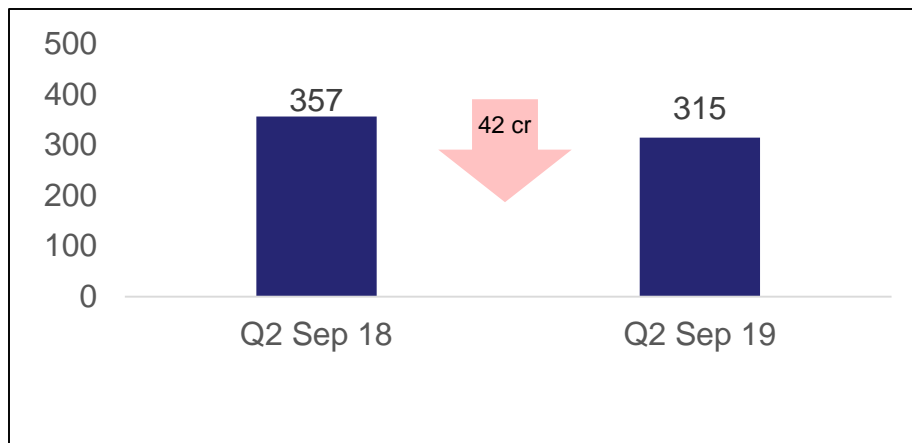


Net Worth (Rs. Cr)

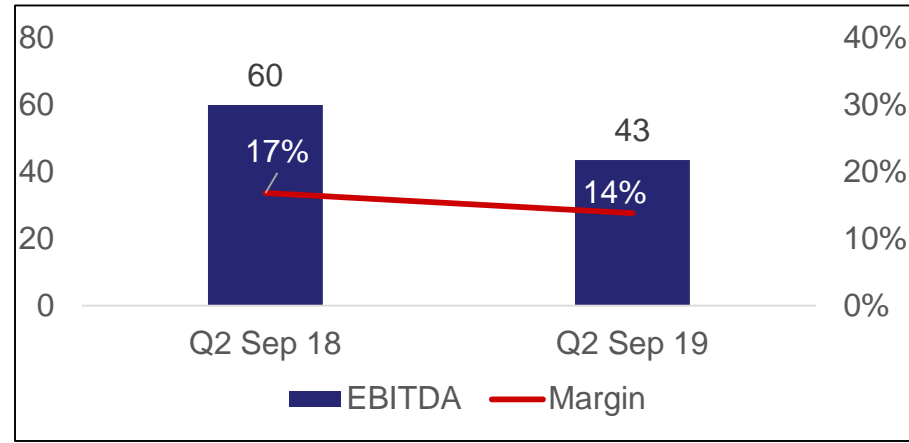


Q2 Financials (*EIH Standalone*)

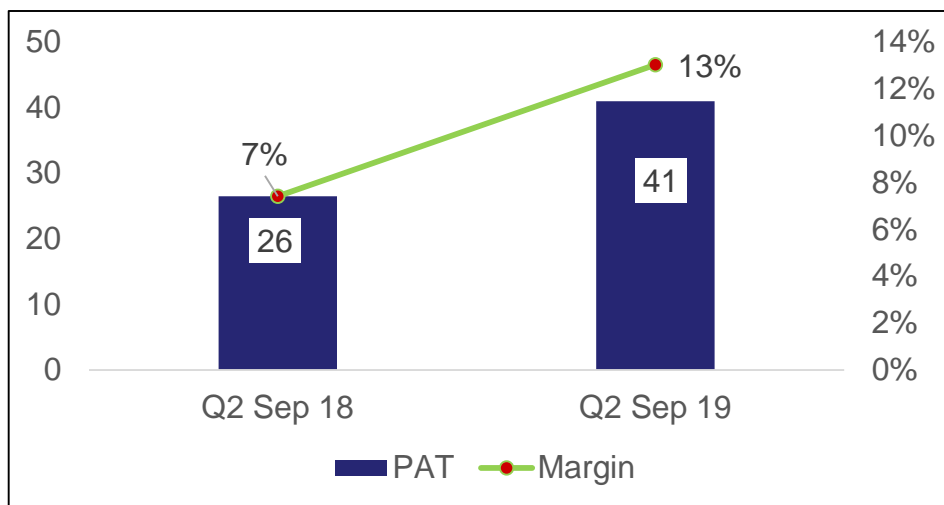
Turnover (Rs. Cr)



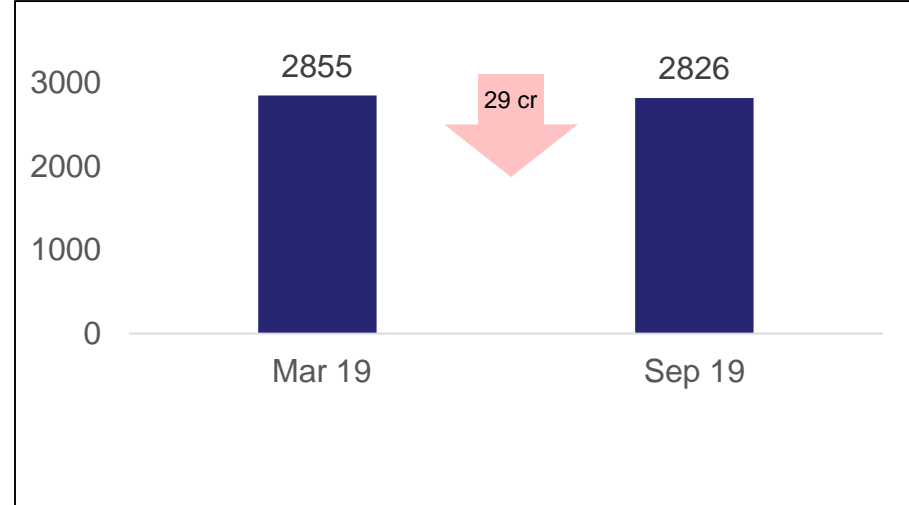
EBITDA (Rs. Cr)



PAT (Rs. Cr)



Net Worth (Rs. Cr)



Strong Balance Sheet

Robust long term asset base

- Revenue generating long term assets comprises 80% of total asset base.

Healthy Gearing

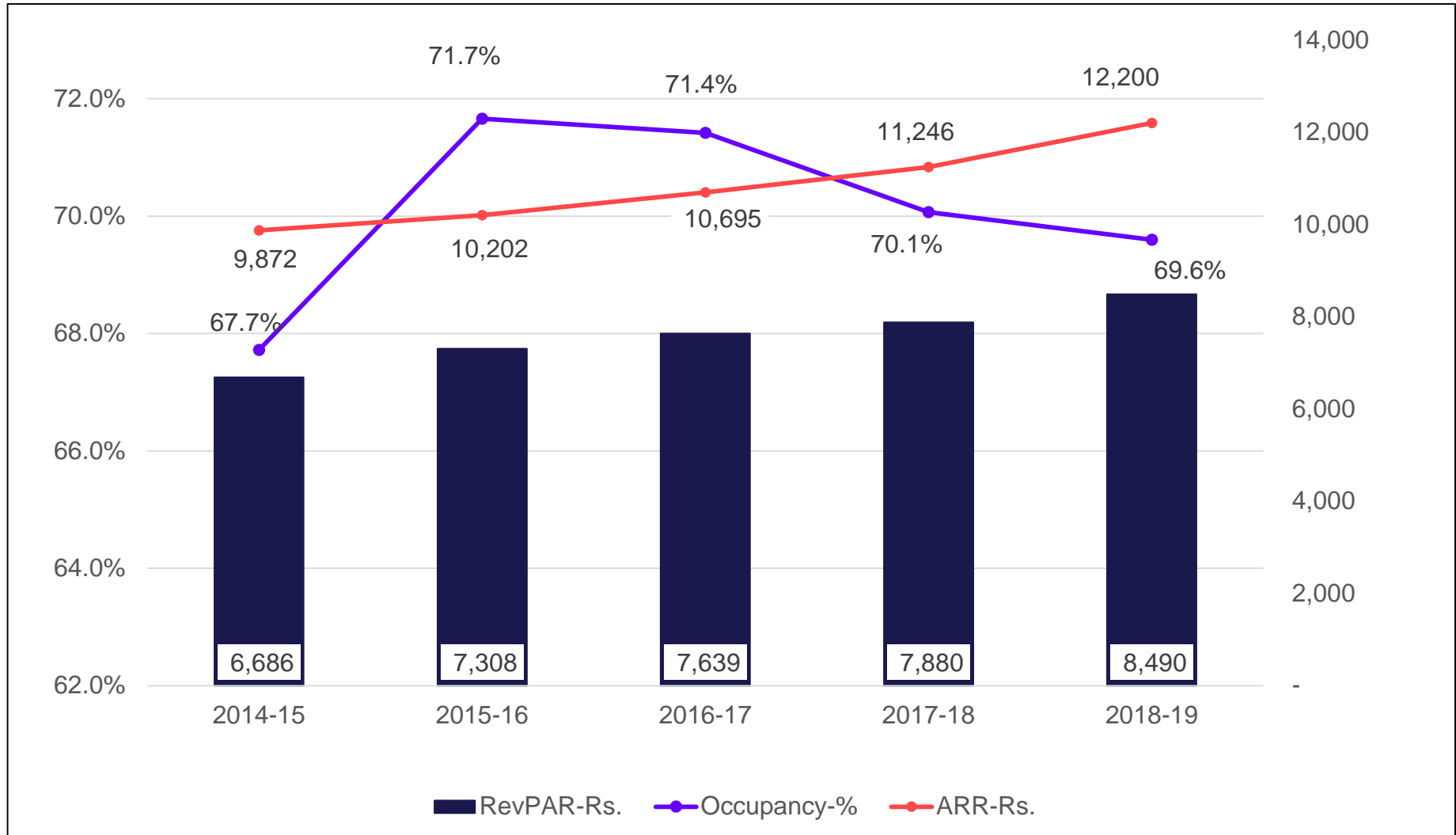
- Debt : Equity \rightarrow 1 : 21
- 9% reduction in over all debt in Q2 FY20 vs Q2 FY19

Proven record of debt servicing

- Clean servicing track record resulting in low WACD

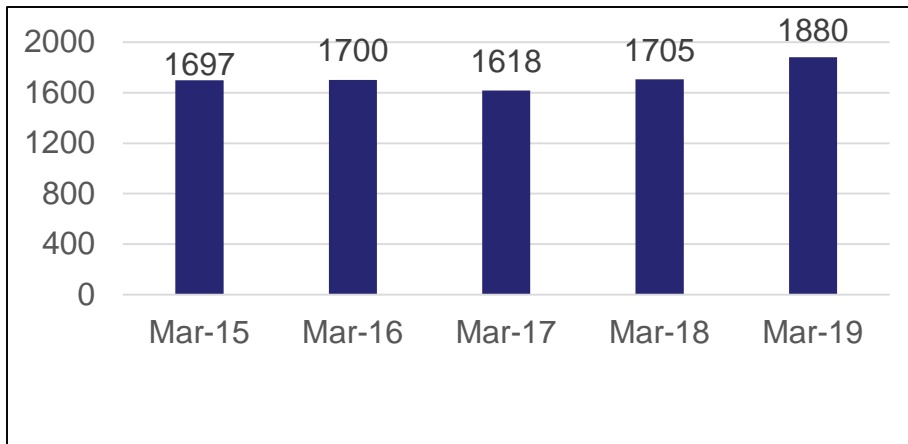
5-Year Annual Operational Statistics

(Domestic Hotels – Owned)

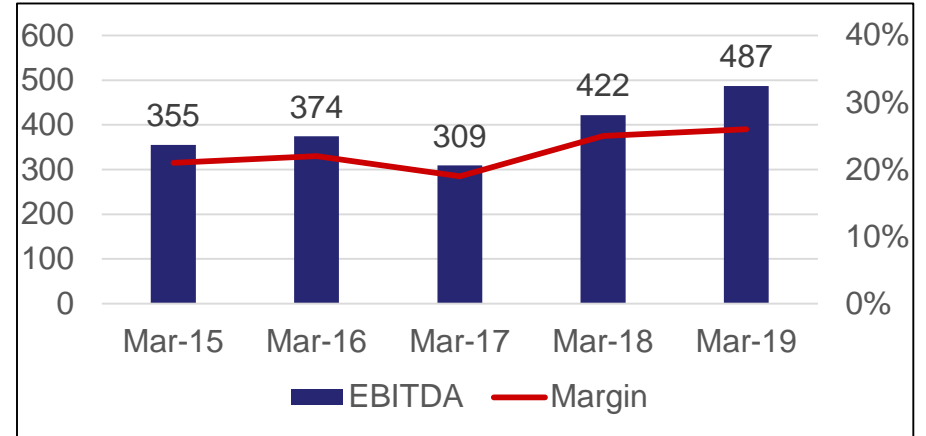


Historical Financials (*EIH CFS*)

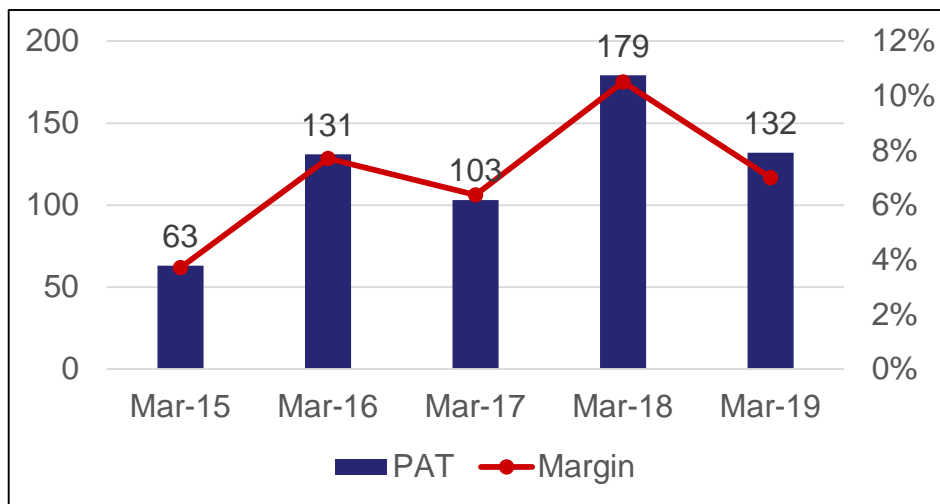
Turnover (Rs. Cr)



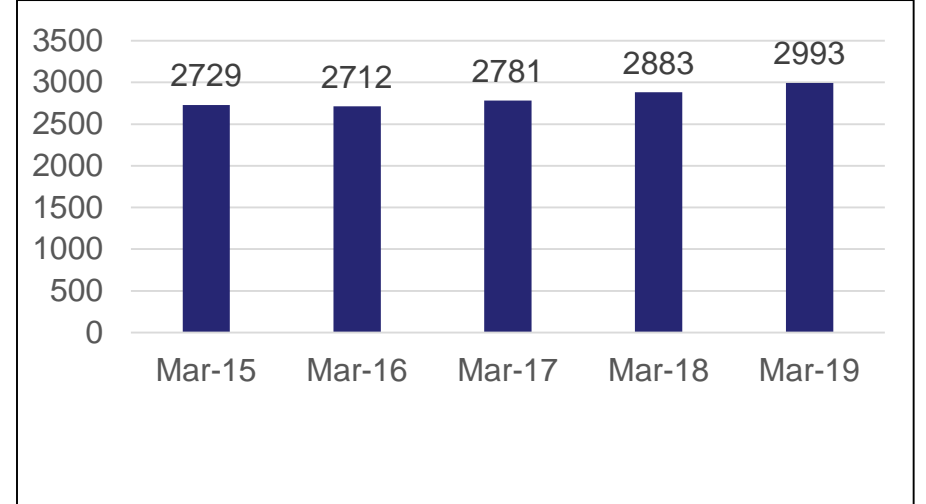
EBITDA (Rs. Cr)



PAT (Rs. Cr)



Net Worth (Rs. Cr)



THANK YOU
