

2nd February 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	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,

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 Unaudited Financial Results for the third quarter and nine months ended 31st December 2020.

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

Thanking you,

Yours faithfully

For **EIH Limited**

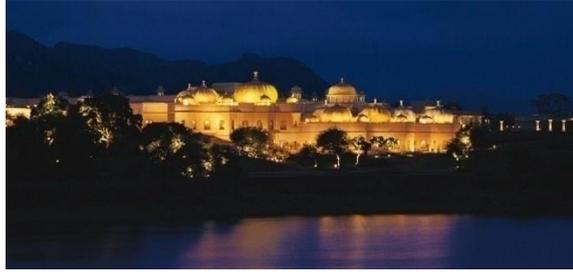
S.N. Sridhar
Company Secretary



ElH Limited
A MEMBER OF THE OBEROI GROUP

Investors' Conference Call

Quarter ended December 2020 | FY21



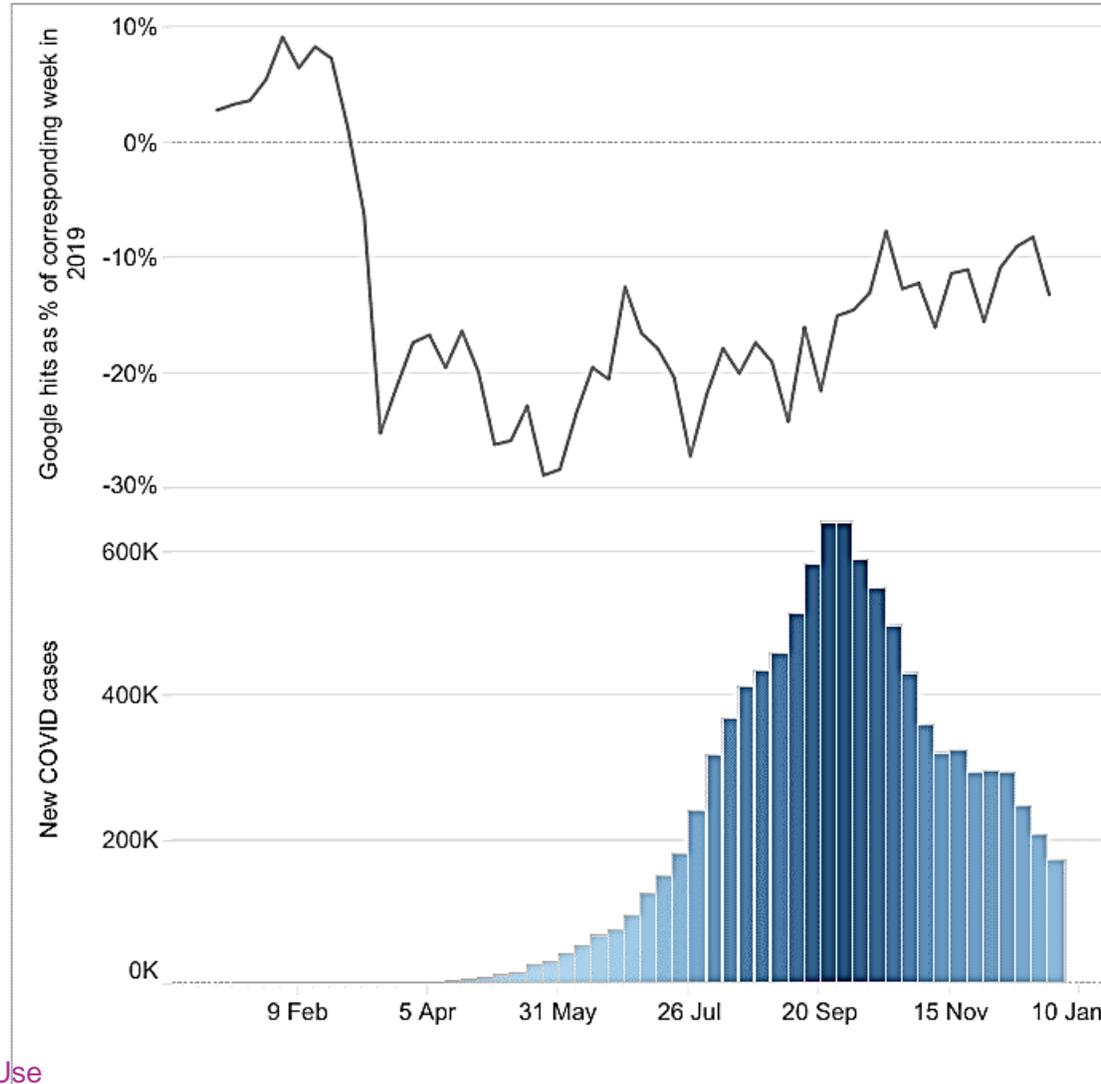
Industry Outlook



Impact of the global pandemic on travel industry

INDIA | Google travel search trends | 2020 vs 2019

Google trends overall compared to corresponding week 2019

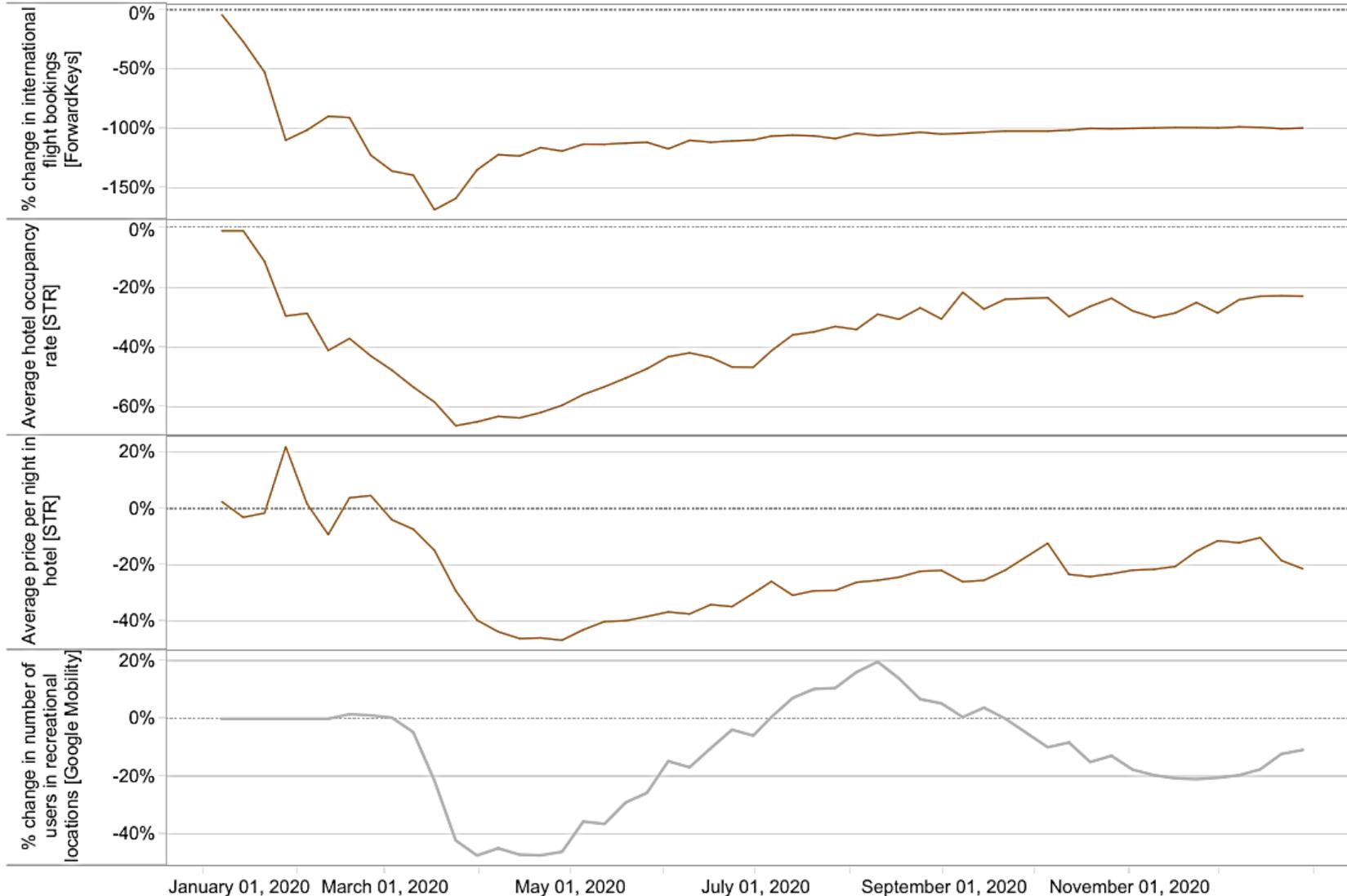


Key Takeaways

- ☀ Culture & Urban are second and third best performing segments in the recovery phase, where Oberoi & Trident brands operate
- ☀ While April 2020 to July 2020 were severely hit, google searches represent that market is in recovery phase

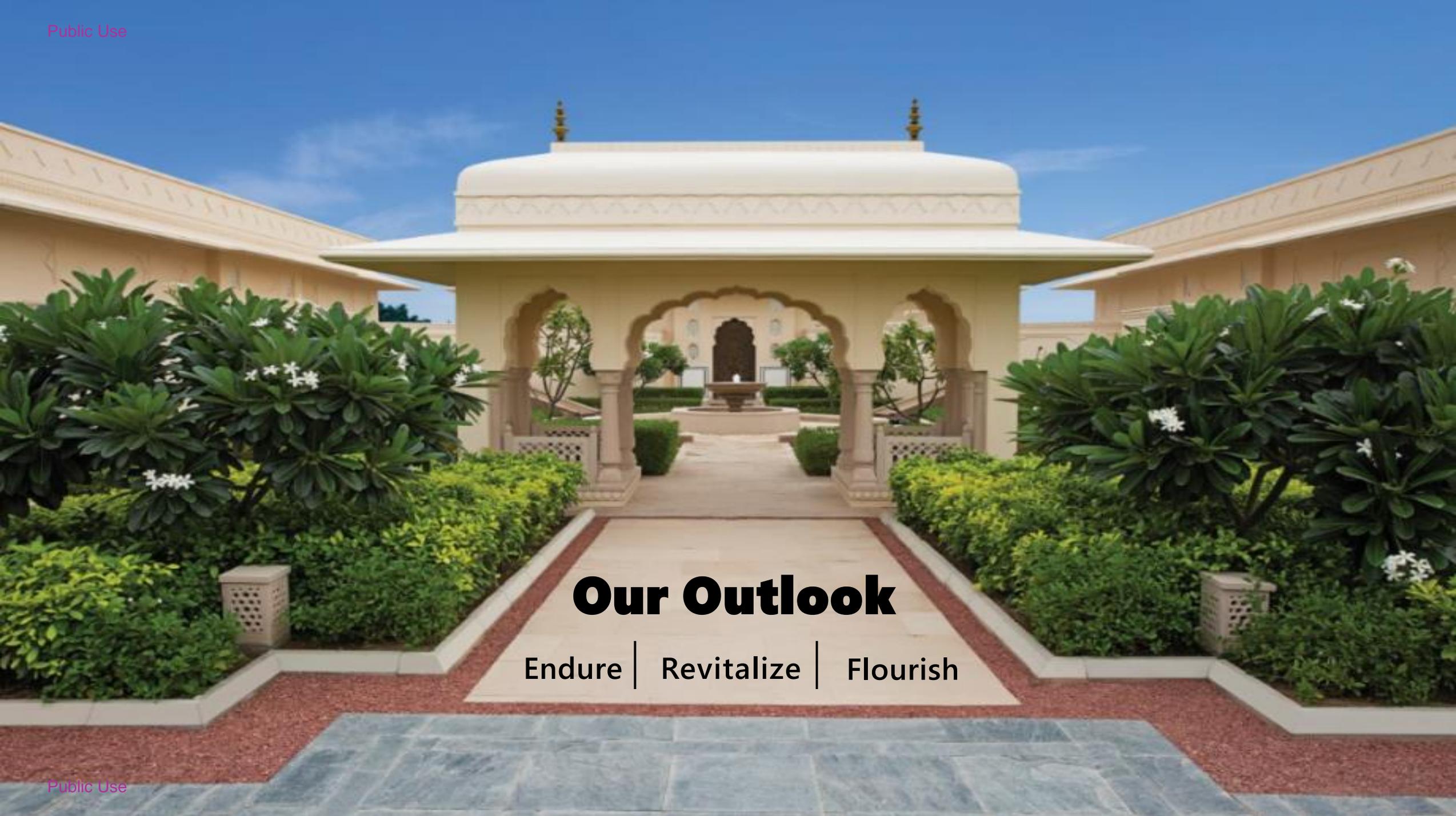
The global pandemic has had an affect on all segments of the travel industry

ASIA PACIFIC | Flights, Hotel Occupancy, Hotel Prices and Mobility Analysis



Key Takeaways

- ✪ Air and Hotel bookings have slightly recovered from the initial shock, stabilizing around a slight upward trend
- ✪ Hotel occupancy has not been hit as strong as airline bookings, suggesting substitution of air travel for other methods of transportation

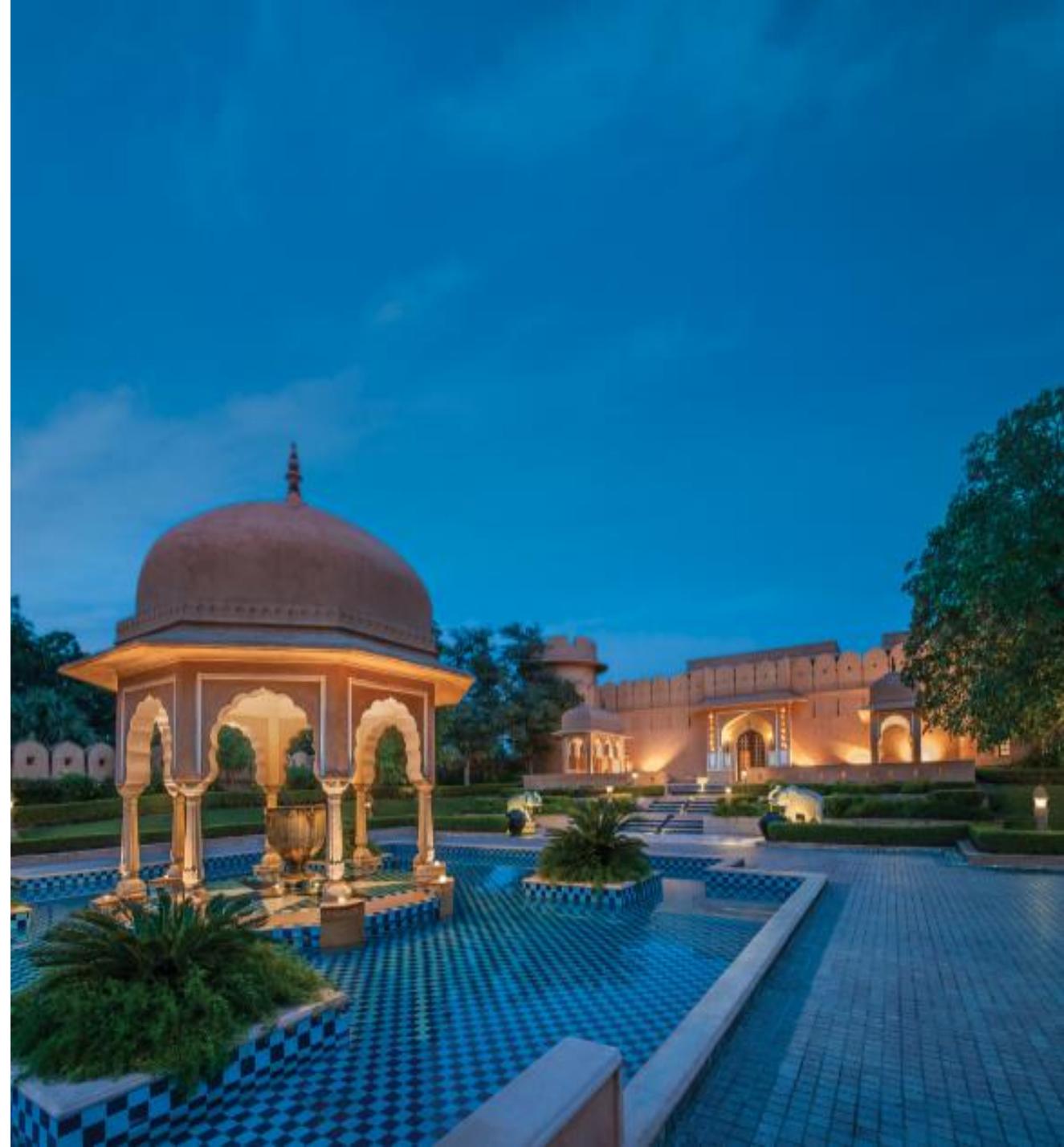


Our Outlook

Endure | Revitalize | Flourish

ENDURE

Brand Strength | Irresistible Offerings | Strong Alliances



BRAND OBEROI

Oberoi Hotels & Resorts

Brand Essence

The guest is everything.

Brand Personality

Confident, Endearing, Caring, Passionate, Genuine, Kind.

Brand Promise

To care for the unique and personal needs of each guest with sincerity, intuition, generosity and respect.

Brand Position

Oberoi is the incomparably guest-centric, emotionally felt hotel brand.

Heart. Felt.





OBEROI ONE

**Flagship guest recognition programme launched in August 2020
with a focus to recognize the brand's most loyal clientele**

Distinctive construct with pillars that add value to the guest experience

- Benefits
- Surprises & Delights
- Milestone Rewards

Blue

Introductory tier

Gold

Mid 5% of Membership

Platinum

Top 1% of Membership

Background algorithm based inputs to hotels ensuring flawless operations to recognize, benefit and surprise every time, based on the guest preferences, behaviour and tier

BRAND TRIDENT



Trident Hotels

A memorable experience: Modern amenities, exceptional locations, warm & friendly service. Everything together creates an experience larger than the sum of its parts.

Brand Personality

Young, friendly, relaxed, informal, welcoming, hospitable, efficient, nimble.

Core Values

Dependable, Caring, Warm, Reliable, Consistent, Solid.

Brand Position

At Trident, you're sure.

TRIDENT PRIVILEGE+

Award winning loyalty program for guests at Trident Hotels rewarding guests with points for stays and hotel spends, including non-residential dining.

Subject to the member tier, benefits include, but are not limited to:

- Savings on Food & Beverage, Spa treatments, Business Center and Laundry
- Special member-only rates
- Complementary upgrades with early check-in and late check-out facility
- Points redemption for room nights

Four Membership Tiers

RED
Introductory tier

SILVER
10% of Membership

GOLD
6% of Membership

PLATINUM
Top 2% of Membership

66%

of Trident Privilege members come back and stay again

Irresistible Offerings

Signature curated offers:

- At city hotels: Oberoi City Breaks and Suite Experiences - Memorable 'Suite Experiences' package across all Oberoi city hotels
- Weekend offers at all Oberoi and Trident city hotels
- At leisure resorts: Unforgettable Holidays
- At Shimla hotels: Himalayan Vacations





Strong Alliances

Focus has been on aligning with relevant alliance partners.



Alliance with American Express offering exclusive stay and dining offers for its Centurion and Platinum Charge members.

Mastercard alliance for its members worldwide offering stay offers.

Alliance with Axis Bank and Citibank for high value credit card holders.

IndusInd bank alliance offers prepaid stay vouchers and ICICI offers dining vouchers to its customers.

Alliance partners with Reliance Industries Limited offering stay vouchers for their Luxury Shopping Festival.

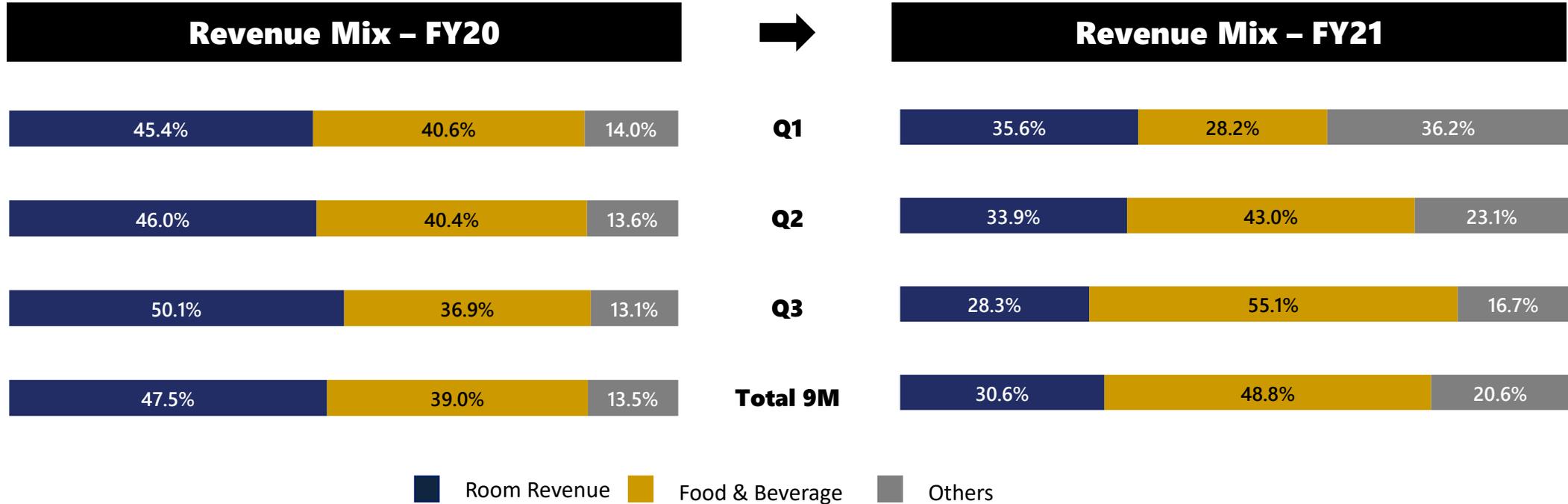
Offering exclusive stay offers to BMW and YPO members.

REVITALIZE

Focus on Food & Beverage | Social Connect |
Tactical Offerings



Food & Beverage



Initiatives taken towards shift in revenue focus towards F&B segment helped resulted in share of F&B revenue to increase to ~49% in current year from ~39% in comparable period last year

F&B Experiences

The Oberoi
NEW DELHI

**INTRODUCING
In-Suite Dining**

Plan an extended Sunday brunch with family, a pleasant sun-downer with friends or a formal sit-down dinner with business associates in our thoughtfully designed Deluxe and Luxury Suites that overlook unmatched views of the Golf greens or the majestic Humayun's Tomb.



Our suites offer a living room, a pantry, a dining area and the grace of Lalycens' style furnishings. Menus will be personalized.

For reservations, dial + 91 11 2436 3030.

*Terms and conditions apply. Rights of the offer are reserved with the hotel management.

Dr. Zakir Husain Marg, New Delhi 110003
Reservations@OberoiGroup.com | OberoiNewDelhi.com
Enhanced safety and hygiene measures are in place. For details visit OberoiIndia.com/Corrid19-1Update

Private Dining Experience – In-Suite

The Oberoi
NEW DELHI

**INTRODUCING
In-Residence Dining**

Be it get-together at home this festive season, a private brunch at your home-garden or an intimate sit-down dinner, entrust it to us.

Enjoy a memorable time with your friends and family as we look after your culinary requirements including a customized menu, "finished-at-site" hors d'oeuvres and a set up at your residence.



Experience the Oberoi warmth and service, now in the comfort of your residence delivered by our professionally trained personnel.

For reservations, dial + 91 11 2436 3030.

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Private Dining Experience – In-Residence

The Oberoi
MUMBAI

**The Best of
INDIA JONES**

at
Fenix

In an exclusive showcase, Fenix welcomes the Best of India Jones' Classics, carefully selected from the Sichuan and Cantonese regions of mainland China along with signature delicacies from Hong Kong and Thailand. Join Chef Stefan Chin in this delicious journey to the orient. To reserve a table for dinner on the 5th and 6th of November, please call Fenix at 022 66325757.



For reservations, dial + 91 22 6632 5757.

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Cross Restaurant Innovations

The Oberoi
NEW DELHI

Diwali Festivities

It's a special time to celebrate with loved ones and friends. We have curated a list of special Diwali offers, hampers, and gifts.



For reservations, dial + 91 11 2436 3030.

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Diwali Offers and Hampers

F&B Experiences

The Oberoi
NEW DELHI

Here comes the sun

Easy like Sunday morning

We'll have joy, we'll have fun, we'll have parties in the sun. Let your hair down at our Sunny Side Up Brunch, with live music in a naturally air-conditioned setting across Lapis and Wabi Sabi.

The weekend just got a whole lot breezier. Enjoy Sunny Side Up Brunches at Lapis and Wabi Sabi, with unlimited posets of Louis Roederer or Moët Chandon Champagne.

12:30 pm onwards on all Sundays. Prices start from INR 2750 per person, exclusive of 18% GST.

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LAPIS **WABI SABI**

The Oberoi, 21 M.C. Road, Bangalore, India 56001
Telephone: +91 8121018181

The Oberoi, 21 M.C. Road, Bangalore, India 56001
Telephone: +91 8121018181

Sunday Brunch

THE OBEROI
AT HOME

Food delivery & Takeaway menu

The Oberoi
NEW DELHI

Home Delivery and Take-away

HOPE & JOY
2020-21

Celebrate the season with our range of festive cocktails, specially curated to kindle the spirit of hope & joy. Warm your heart with a 'Ho-ho Ho' Toddy, sing along with a 'Santagria', have yourself a very 'Berry Christmas', or just marvel at the 'Miracle on MG Road'. Available all day from 22nd December to 3rd January 2021.

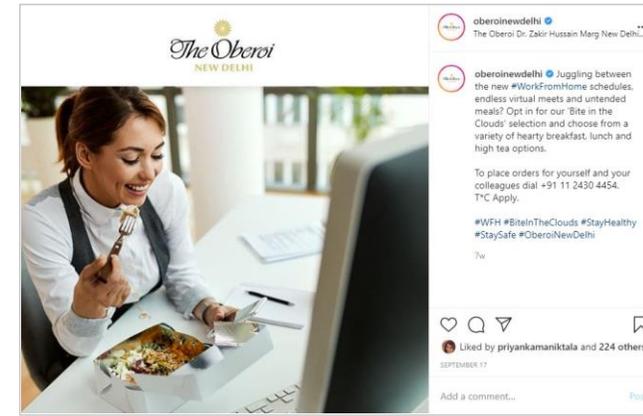
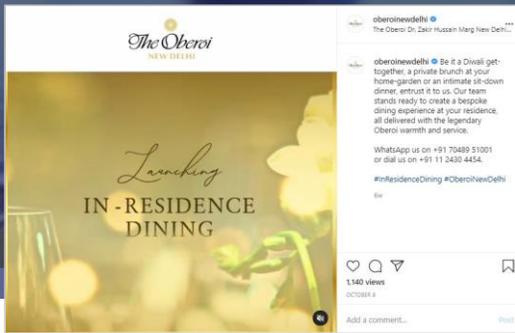
Raise your spirits.

The Polo Club

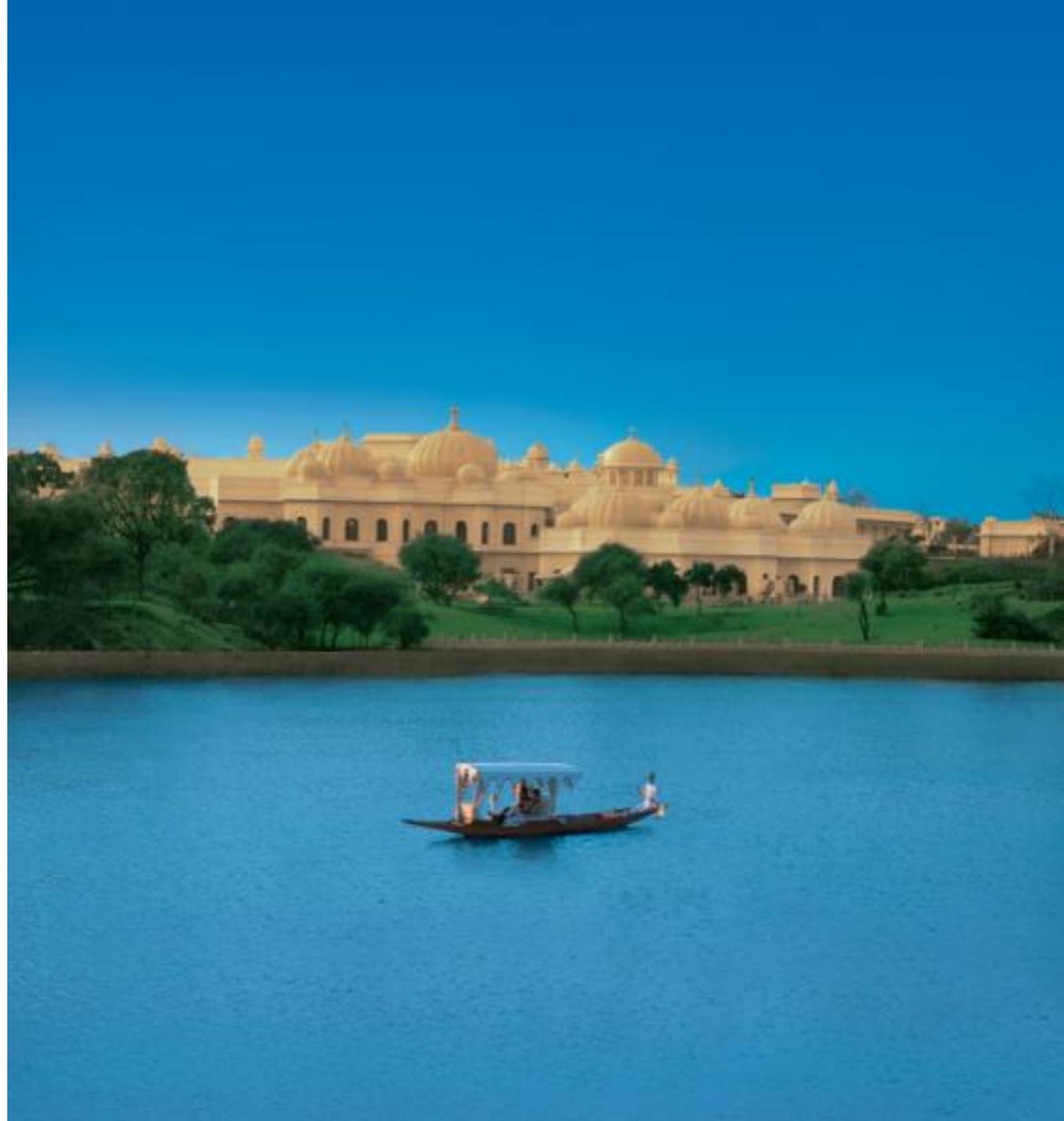
Christmas-New Year Festivities

Social Connect

business associates or a reunion with old friends, our suites present befitting venues for all your special occasions. Stunning views, an ambience to match the mood, our personalised care and attention to detail promise a seamless event and timeless memories.



FLOURISH



THE
O&M
ALLIANCE

The O&MO Alliance



- ☀ The O&MO Alliance brings together two of the world's leading luxury hotel brands.
- ☀ Leverage MO's wider hotels and sales network in key geographies:
 - ❖ After India, the US and UK are Oberoi's largest source markets followed by major Western European economies. The alliance offers a reach to a larger network of clients in these markets through MO's well established network.
 - ❖ MO also has a very strong presence in China and East Asia which is expected to increase contribution from these growth markets.
- ☀ Access to a large audience of luxury hotel users
 - ❖ through members of the Fans of M.O. guest recognition programme.
 - ❖ Prominent visibility on mandarinoriental.com with 1.25 million average monthly visitors.
- ☀ Prestige by association between two of the best known globally recognized brands.
- ☀ Oberoi One members to have access to a broader portfolio of luxury hotels across the world.
- ☀ Members of Oberoi One and Mandarin Oriental's Fans of M.O. programmes to enjoy personalized recognition and exclusive benefits when staying at the other brand's hotels.
- ☀ Curated, unique and exclusive experiences for loyal members of both brands through food promotions, cross exposure and training for chefs, and wellness experts.

Collaboration Benefits



Marketing

Exclusive benefits for Oberoi One members at MO hotels and vice versa & communicating directly with MO members



Sales

Leverage sales network and selling opportunities of both brands.



F&B

Creation of unique experiences by hosting visiting MO chefs.



HR

Cross company training, development, exposure opportunities & Sharing of best practices



Spa

Visiting spa therapists at each others hotels.



Sustainability

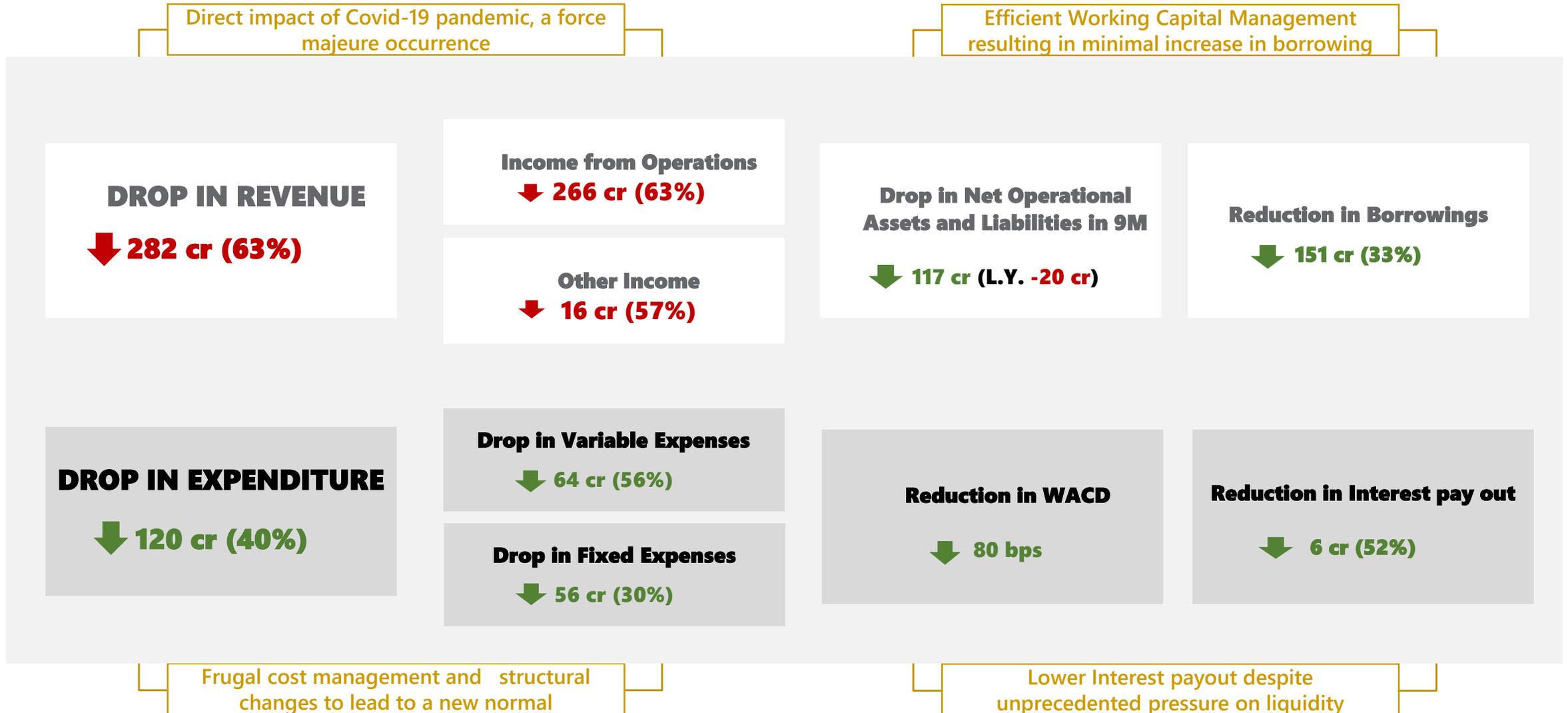
Common desire to act as leaders in the global sustainability agenda.

EH Limited | Performance Highlights

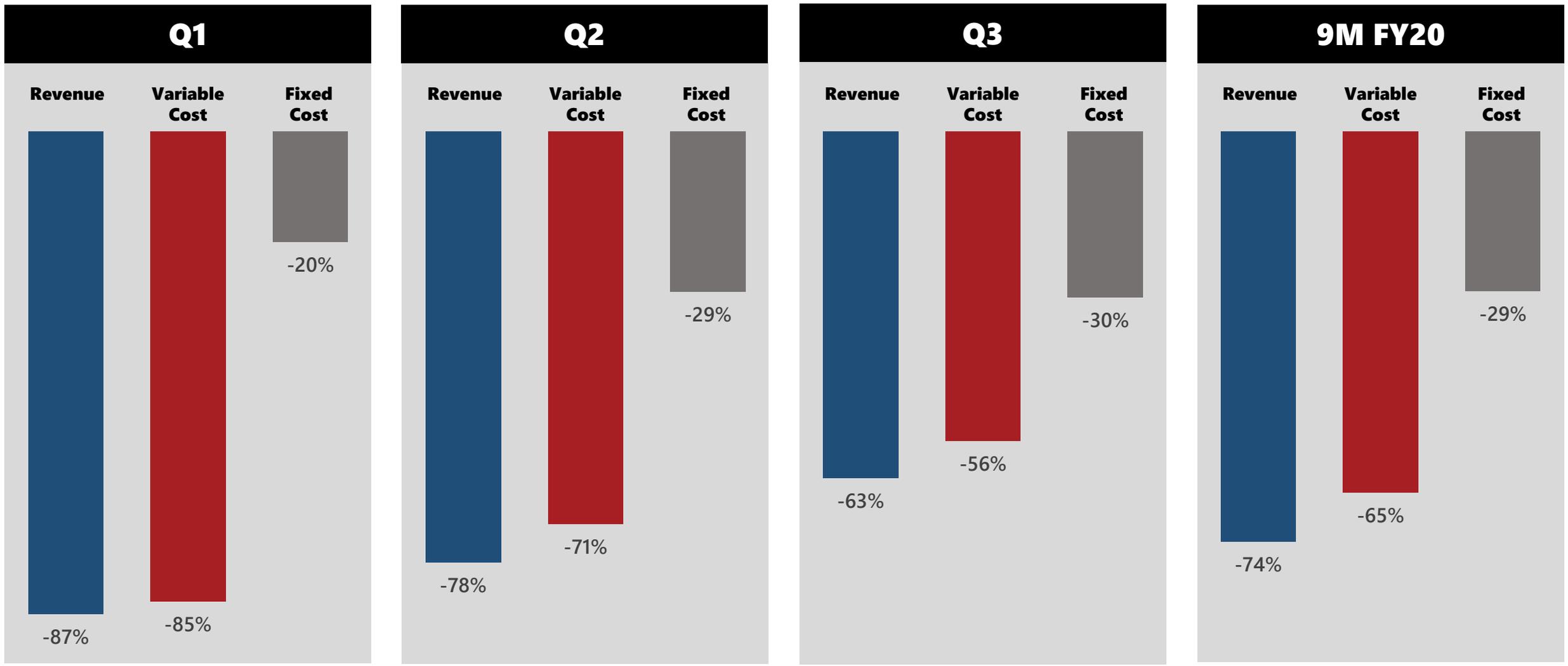
Quarter ended December 2020



Financial Agility | Handling the levers of change | Q3 FY2020

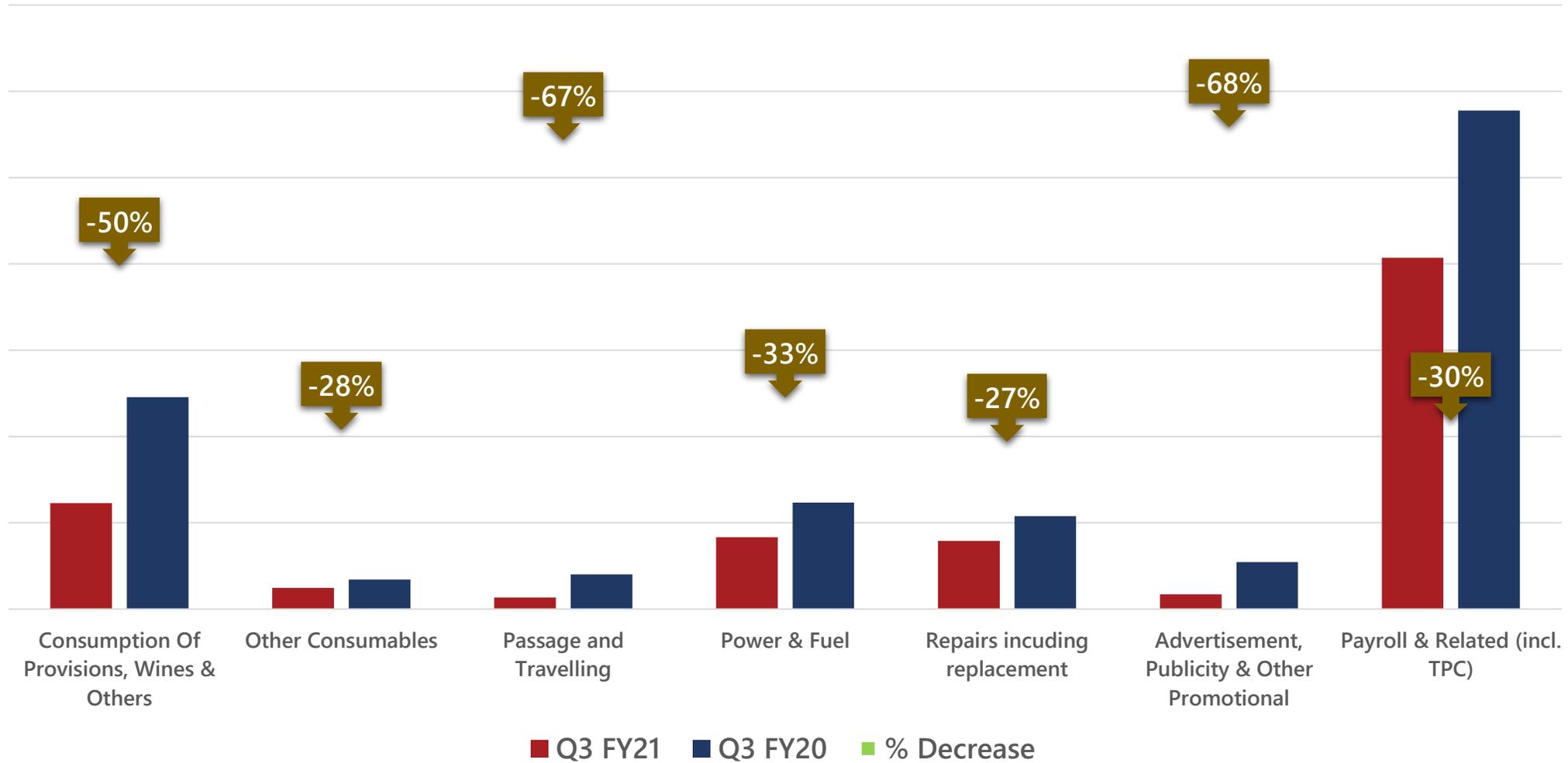


Financial Agility | Positive Performance Trajectory QoQ vs. LY



Strong & effective cost savings measures leading to increasing 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

Public Use

The Oberoi Centre of Excellence (TOCE) - Leading our Transformative Digital Interventions

- ☀ TOCE has led to seamless onboarding of new properties with minor incremental cost
- ☀ Technological advancements has not just resulted in substantial cost savings but also reduced the turn around time of various processes
- ☀ Few processes covered under TOCE includes :



Public Use STANDALONE P&L	QTR 3		
<i>Figures in Rs. Crores rounded to nearest first decimal</i>	FY21 (Actual)	FY20 (L.Y.)	Variance %
Revenue from Operations	155.9	422.0	(-) 63%
Other Income	11.6	27.1	(-) 57%
TOTAL REVENUE (A)	167.5	449.1	(-) 63%
Consumption	24.6	49.1	(-) 50%
Employee Benefits	81.5	115.5	(-) 29%
Power, Fuel & Light	16.7	24.7	(-) 32%
Administrative & Other Expenses	60.5	113.6	(-) 47%
TOTAL EXPENDITURE (B)	183.3	303.0	(-) 39%
EBITDA = (A) - (B)	(15.8)	146.2	
<i>Less: Depreciation & Amortization</i>	29.7	34.1	(-) 13%
EBIT	(45.5)	112.1	
<i>Less: Finance Costs</i>	9.6	13.2	(-) 27%
PBT	(55.1)	98.9	
<i>Less: Tax including Deferred Tax</i>	(13.6)	23.9	
PAT	(41.5)	75.0	

STANDALONE P&L	9M		
<i>Figures in Rs. Crores rounded to nearest first decimal</i>	FY21 (Actual)	FY20 (L.Y.)	Variance %
Revenue from Operations	244.8	999.3	(-) 76%
Other Income	30.6	67.5	(-) 55%
TOTAL REVENUE (A)	275.4	1066.8	(-) 74%
Consumption	39.9	128.1	(-) 69%
Employee Benefits	259.7	348.2	(-) 25%
Power, Fuel & Light	44.6	76.9	(-) 42%
Administrative & Other Expenses	148.5	289.1	(-) 49%
TOTAL EXPENDITURE (B)	492.7	842.3	(-) 42%
EBITDA = (A) - (B)	(217.3)	224.5	
<i>Less: Depreciation & Amortization</i>	91.5	101.7	(-) 10%
EBIT	(308.8)	122.8	
<i>Less: Finance Costs</i>	32.9	38.2	(-) 14%
PBEIT	(341.7)	84.6	
<i>Less: Exceptional Items - Loss</i>	20.3	0.5	
<i>Less: Tax including Deferred Tax</i>	(87.0)	(24.8)	
PAT	(275.0)	108.9	

Public Use CONSOLIDATED P&L	QTR 3		
<i>Figures in Rs. Crores rounded to nearest first decimal</i>	FY21 (Actual)	FY20 (L.Y.)	Variance %
Revenue from Operations	179.2	509.5	(-) 65%
Other Income	15.6	24.6	(-) 37%
TOTAL REVENUE (A)	194.8	534.1	(-) 64%
Consumption	26.6	58.4	(-) 54%
Employee Benefits	83.1	116.6	(-) 29%
Administrative & Other Expenses	96.3	181.1	(-) 47%
TOTAL EXPENDITURE (B)	206.0	356.1	(-) 42%
EBITDA = (A) – (B)	(11.2)	178.0	
<i>Less: Depreciation & Amortization</i>	32.8	37.0	
EBIT	(44.0)	141.0	
<i>Less: Finance Costs</i>	10.5	14.5	
PBEIT	(54.5)	126.5	
Share of net profit of associates and joint ventures	(12.9)	9.8	
<i>Less: Exceptional Items – Loss</i>	0.0	0.0	
<i>Less: Tax including Deferred Tax</i>	(11.5)	(33.7)	
PAT	(55.8)	102.6	

CONSOLIDATED P&L	9 M		
<i>Figures in Rs. Crores rounded to nearest first decimal</i>	FY21 (Actual)	FY20 (L.Y.)	Variance %
Revenue from Operations	280.8	1,185.8	(-) 76%
Other Income	43.4	57.7	(-) 25%
TOTAL REVENUE (A)	324.1	1,243.5	(-) 74%
Consumption	42.8	151.2	(-) 72%
Employee Benefits	265.8	352.3	(-) 25%
Administrative & Other Expenses	239.9	476.7	(-) 50%
TOTAL EXPENDITURE (B)	548.5	980.2	(-) 44%
EBITDA = (A) – (B)	(224.4)	263.3	
<i>Less: Depreciation & Amortization</i>	101.0	110.2	
EBIT	(325.4)	153.1	
<i>Less: Finance Costs</i>	36.8	42.3	
PBEIT	(362.2)	110.8	
Share of net profit of associates and joint ventures	(51.9)	10.8	
<i>Less: Exceptional Items – Loss</i>	2.5	0.5	
<i>Less: Tax including Deferred Tax</i>	(90.0)	10.9	
PAT	(326.6)	132.0	

Robust Balance Sheet

CAPITAL STRUCTURE OVERVIEW

Equity

INR 2993 cr

Net Debt

INR 250 cr

Net Leverage

0.08 x

DEBT OVERVIEW

WACD

7.86%

Debt to Equity

10%

Undrawn Facilities

INR 482 cr

WEIGHTED AVERAGE COST OF DEBT

**December
2019**



8.66% p.a.

**June
2020**



8.12% p.a.

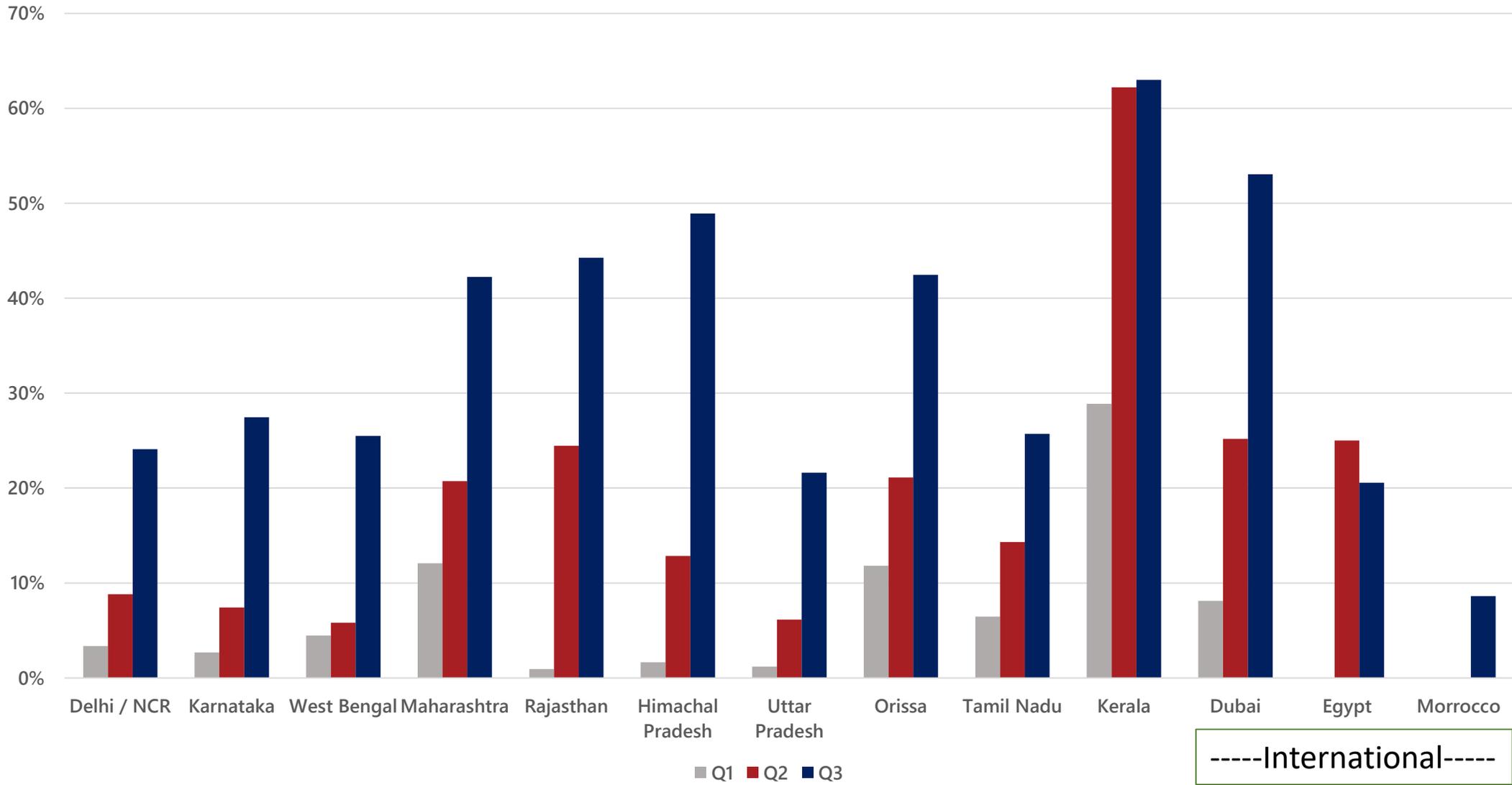
**December
2020**



7.86% p.a.

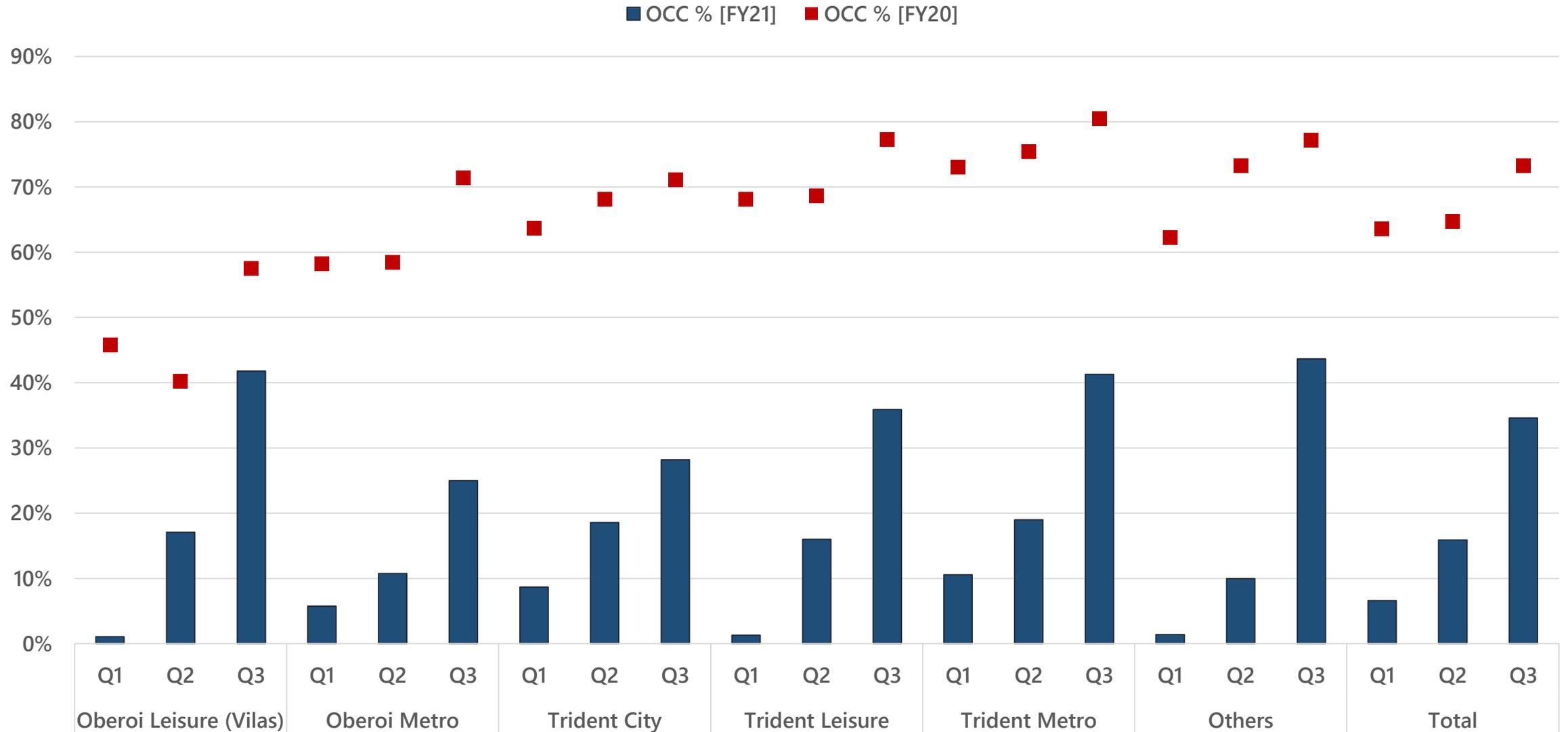
Rights issue in October 2020 was successful with a subscription of 1.6 times the issue size

Geography-wise Occupancy Growth QoQ

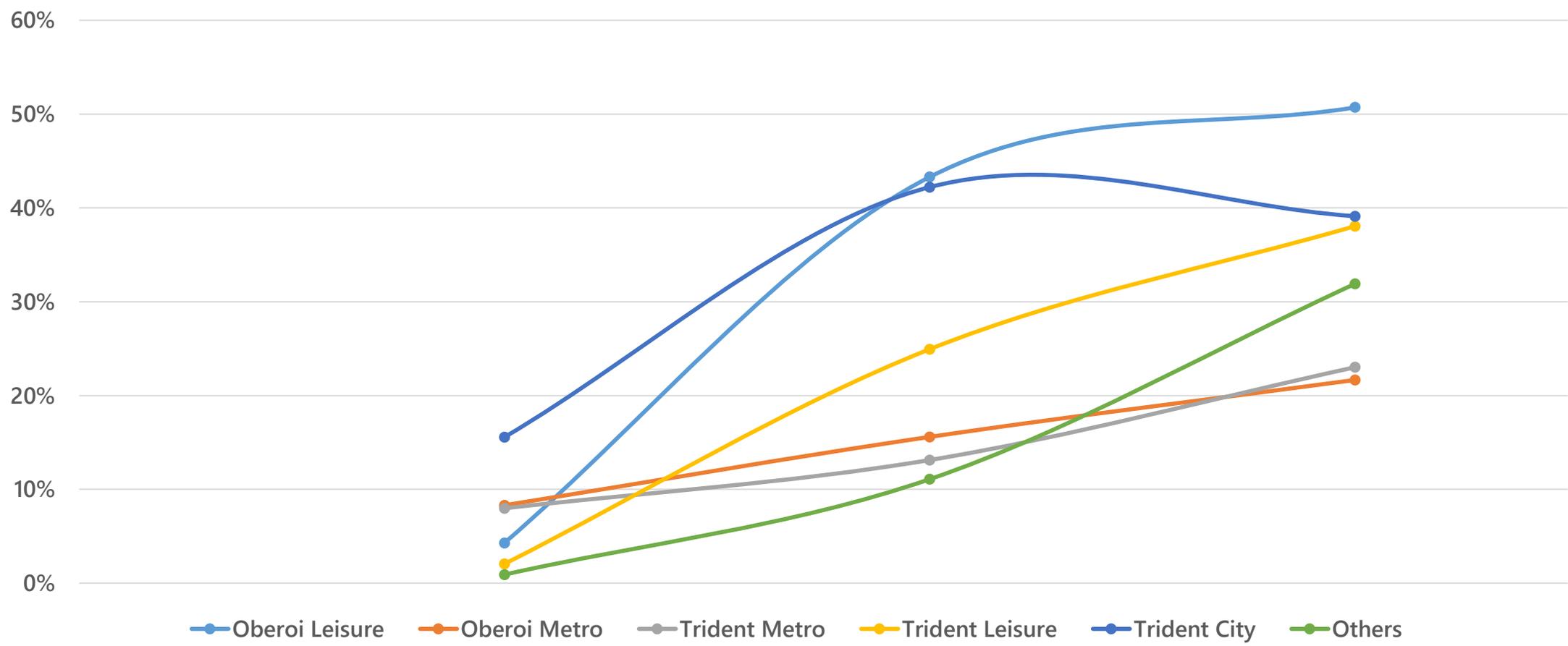


Trends: India (April 2020 to December 2020)

Hotels | Quarterly Occupancy Movement | Including Managed Properties

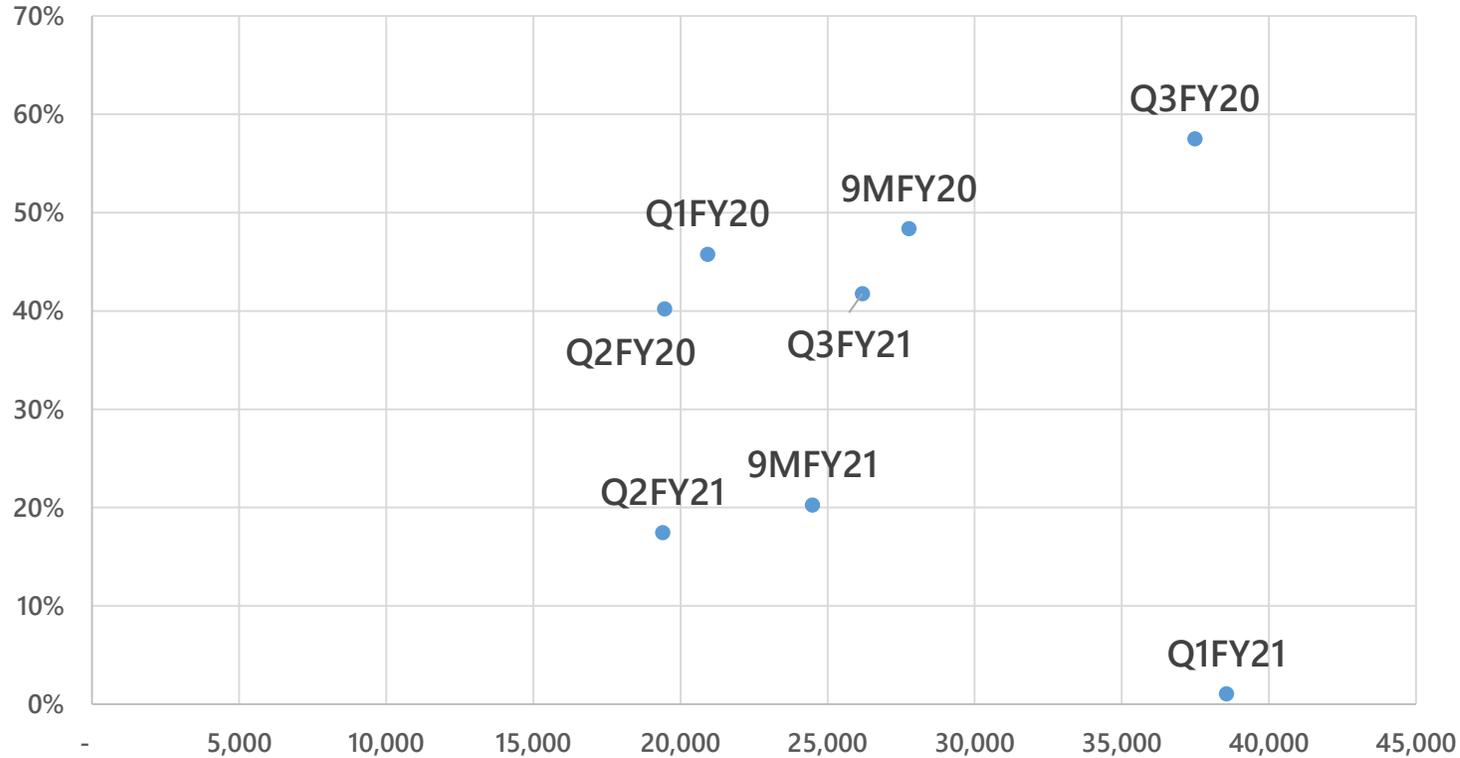


Encouraging RevPAR Recovery



Q3FY21 witnessed strong recovery in business in comparison to previous quarters with Oberoi Leisure Hotels achieving 50%+ ARR 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 Q3 performance in FY21 surpassing the corresponding Q3 performance in FY20

Recovery in Affiliate Companies

In INR cr

Company	Q3 FY21	
	Revenue	TCI
EIH Associated Hotels Limited	37.1	0.1
Mashobra Resort Limited	15.2	6.0
Mumtaz Hotels Limited	7.1	-1.0
Mercury Car Rental Private Limited	50.0	-6.9
EIH International Limited (Consolidated)	3.6	-11.9
EIH Flight Services Limited, Mauritius	2.2	-2.5

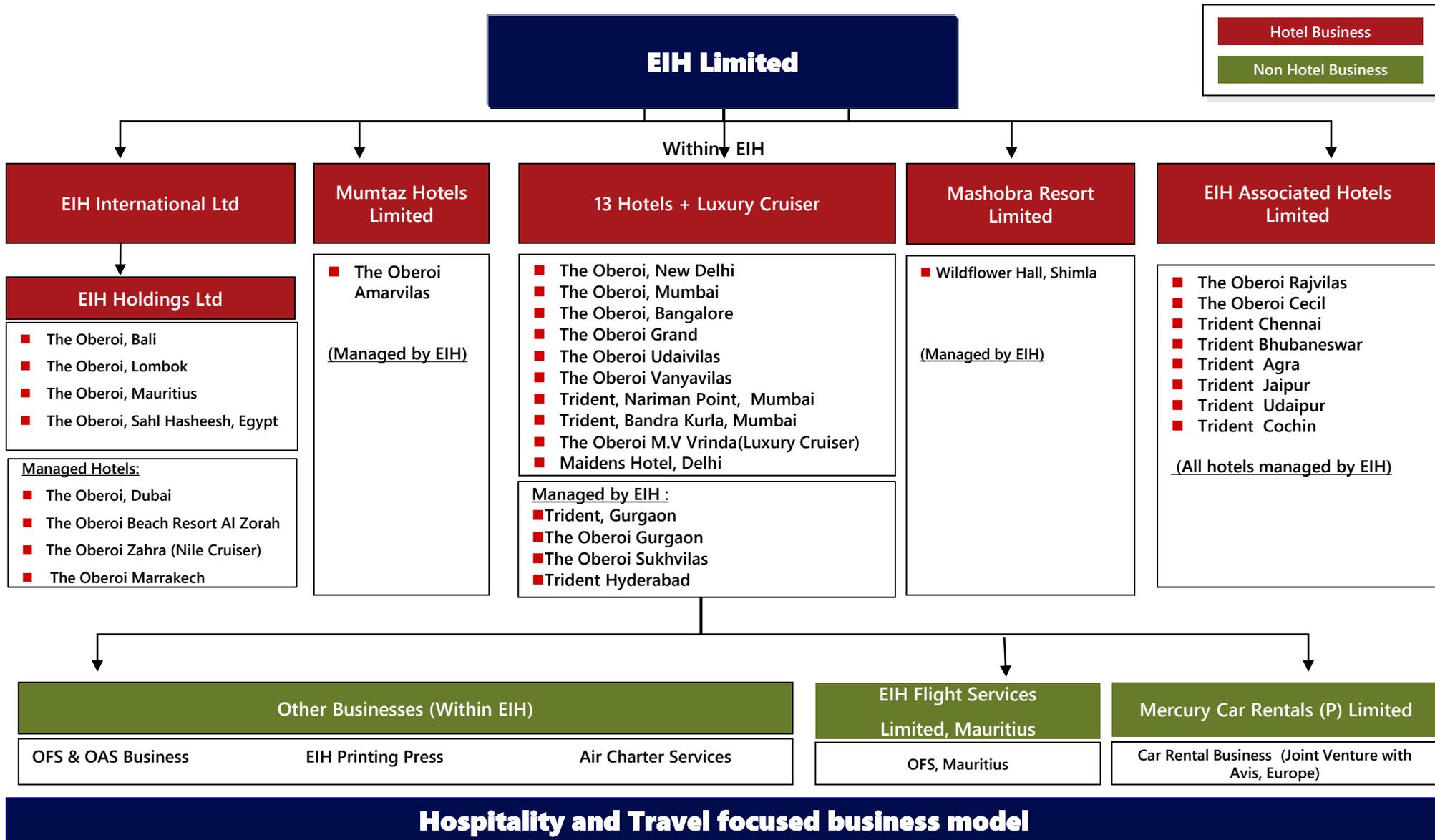
The Company's affiliates have displayed a recovery trend with 2 of them turning profitable in Quarter 3 of FY21

Elh Limited | Business Footprint

Quarter ended December 2020



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

