

14th February 2023

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
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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 Unaudited Financial Results (Standalone and Consolidated) of the Company for the quarter ended 31st December 2022.

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

Thanking you,

Yours faithfully

For **ElH Limited**

Lalit Kumar Sharma
Company Secretary

Elh Limited

Investors' Conference Call

Quarter ended December 2022



Indian Hospitality Industry

Key Highlights – Q3FY23

- In November 2022, the Indian hotel industry recorded its best performance since the pandemic began, with occupancy of 68-70% and average rates exceeding Rs 7,000.
- Domestic air traffic in India increased by 2.5% in November 2022 compared to the previous month and increased by 9% in December 2022 over the previous month
- Mumbai was the market leader in November 2022 and December 2022, with occupancy rates exceeding 80%

Source: HVS Anarock Report (December 2022, January 2023 edition)



Indian Hospitality Industry Overview

EIH RevPAR Growth Higher than Industry

INDUSTRY RevPAR

Y-o-Y	Current Year	vs. Pre - Pandemic	vs. Last Year
October	Rs 3,696 – Rs 3,944	⬆️ 3-4%	⬆️ 58-60%
November	Rs 4,896 – Rs 5,180	⬆️ 1-3%	⬆️ 70-72%
December	Rs 5,168 – Rs 5,460	⬆️ 12-14%	⬆️ 53-55%

EIH Domestic Hotels (including managed) RevPAR

Y-o-Y	Current Year	vs. Pre- Pandemic	vs. Last Year
October	Rs 10,104	⬆️ 19%	⬆️ 75%
November	Rs 13,127	⬆️ 17%	⬆️ 69%
December	Rs 15,109	⬆️ 34%	⬆️ 69%

Source: HVS Anarock Report (November, December 2022 and January 2023 edition)

EIH Industry Leader in PAT Margin

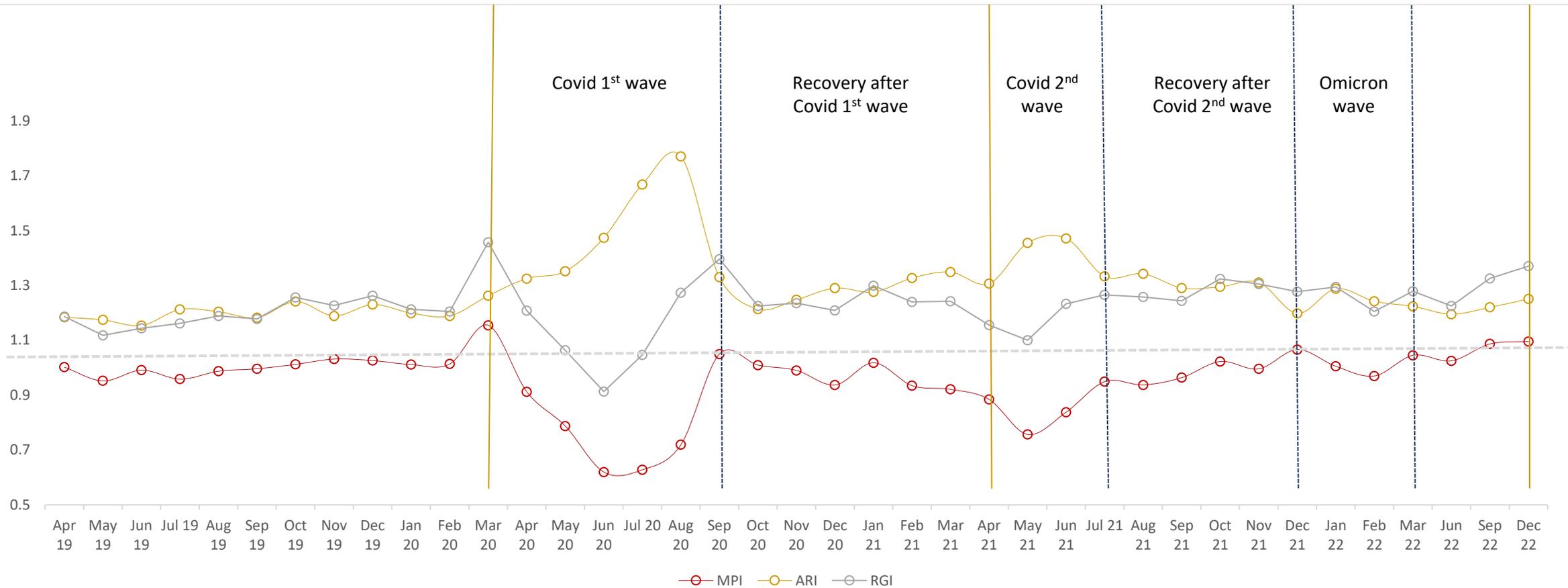
(excluding Exceptional Items) amongst Top 5* Hospitality Companies in India

	Q ₃ FY23	9MFY23
Highest Consolidated PAT Margin (excl. Exceptional Items) amongst Top 5* Hospitality Companies in India	Median 20.8%	Median 13.1%
	Average 15.9%	Average 12.2%
	EIH 24.9%	EIH 17.2%

*Top 5 Hospitality companies in India by Market Capitalization as on 31st December 2022 (Source: S&P Capital IQ)

Indices relative to Competition Set | Domestic Hotels (including managed)

Consistently high RGI due to higher price positioning



Source: STR Global, STR Compset

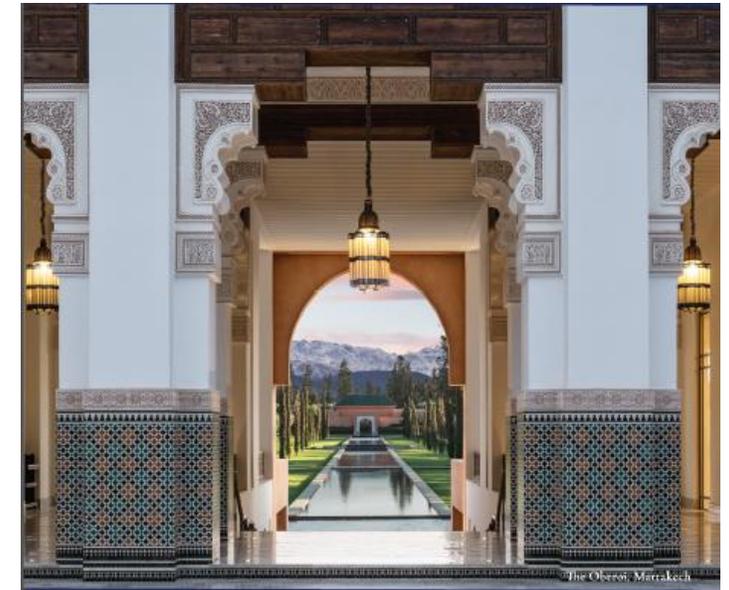
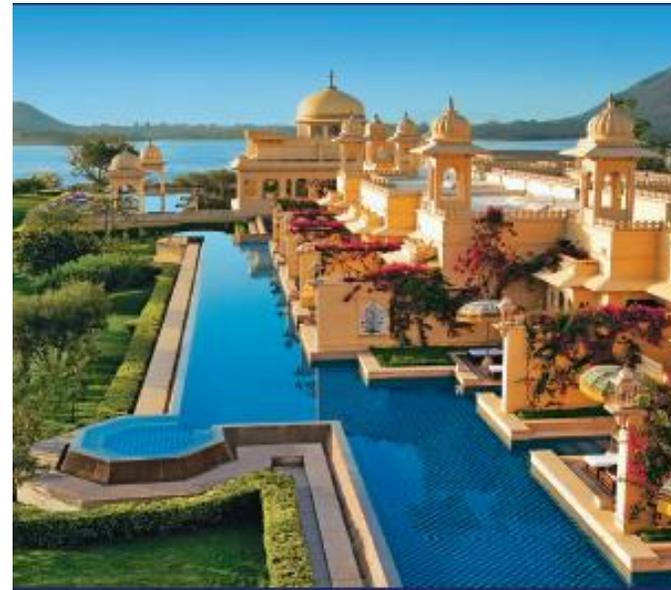
Best In The World

Voted 'Best Hotel Brand in the World' at Travel + Leisure World's Best Awards, 2022.

The Oberoi, New Delhi Ranked Number 1 City Hotel in Asia | The Oberoi Udaivilās, Udaipur Ranked Number 1 Resort in India

The Oberoi, Marrakech Ranked Number 1 Resort in North Africa & the Middle East

oberoihotels.com

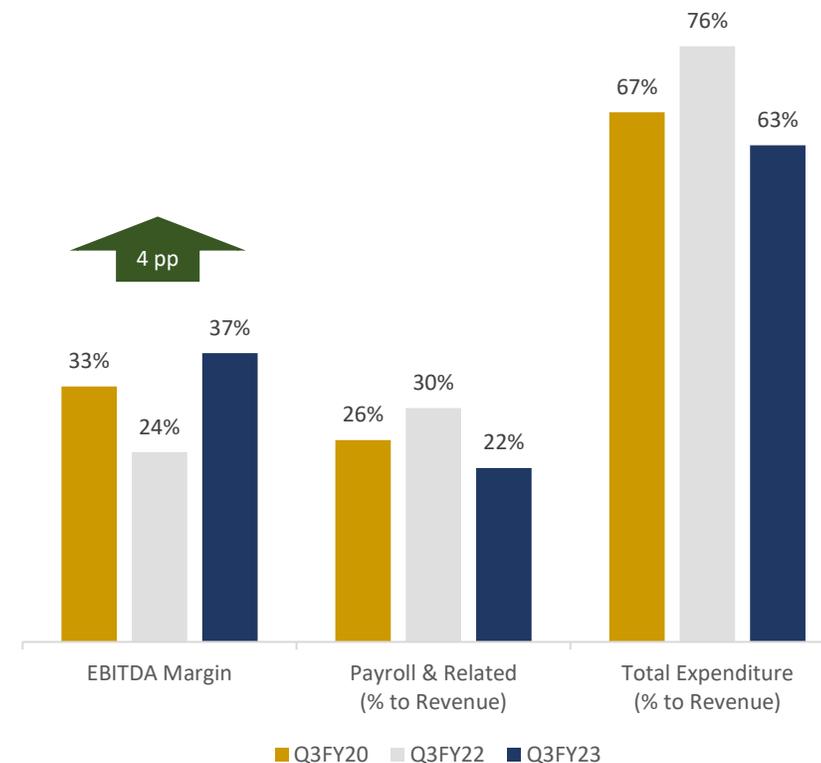




Strong Foundation for Long Term Growth

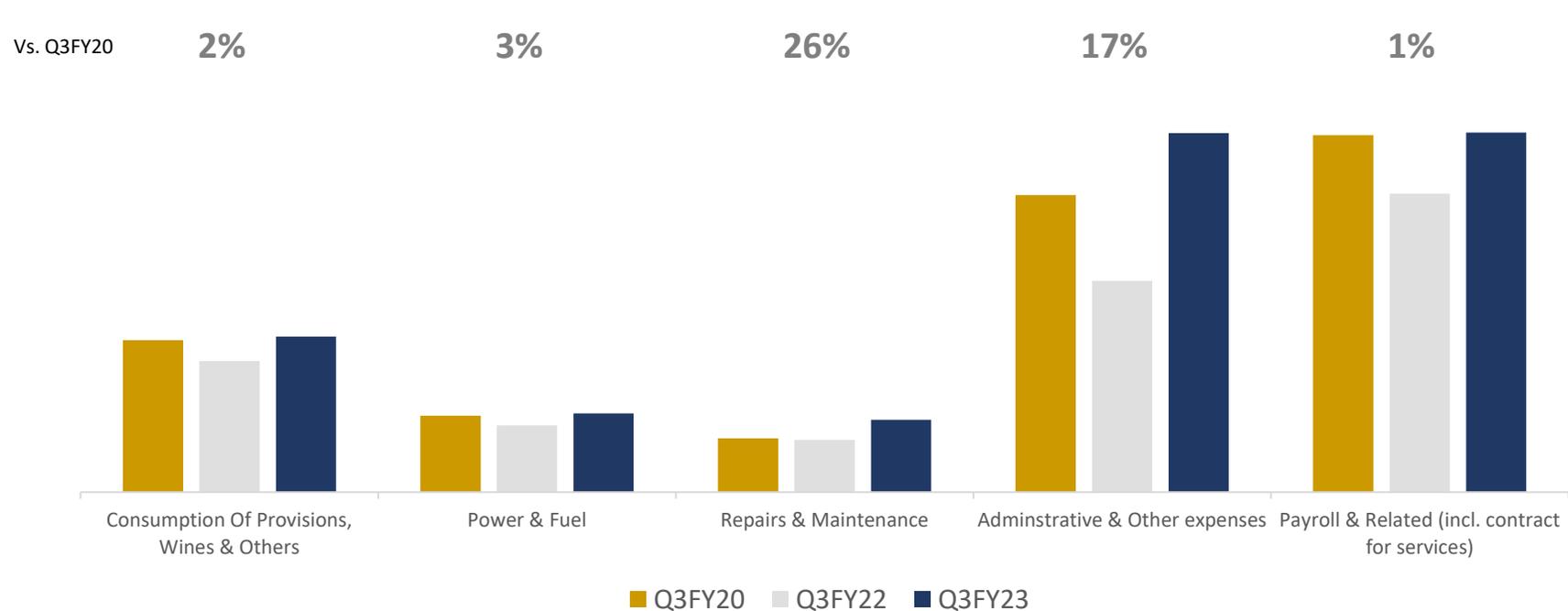
Strong Balance Sheet (Standalone) and Financial Agility

	Dec'22	Mar'22	Dec'21	Dec'19
Current Ratio	1.04	0.67	0.72	0.80
Debt Equity Ratio	0.05	0.11	0.11	0.09
<small>* Debt represent Bank Debt only</small>				
Net Bank Debt (Rs in cr)	60.5	270.7	338.2	214.8
<small>* Debt represent Bank Debt only</small>				



- Our Balance Sheet strength have helped in controlling the finance costs and obtain low interest rates from bank.
- Weighted Average Cost of Debt as on 31st December 2022 was 7.8%

Financial Agility | Significantly enhanced operational efficiencies



Increase (Q3FY23 vs. Q3FY20)
17%
 Total Revenue

Increase (Q3FY23 vs. Q3FY20)
10%
 Total Expenses



Stellar Q3 Performance

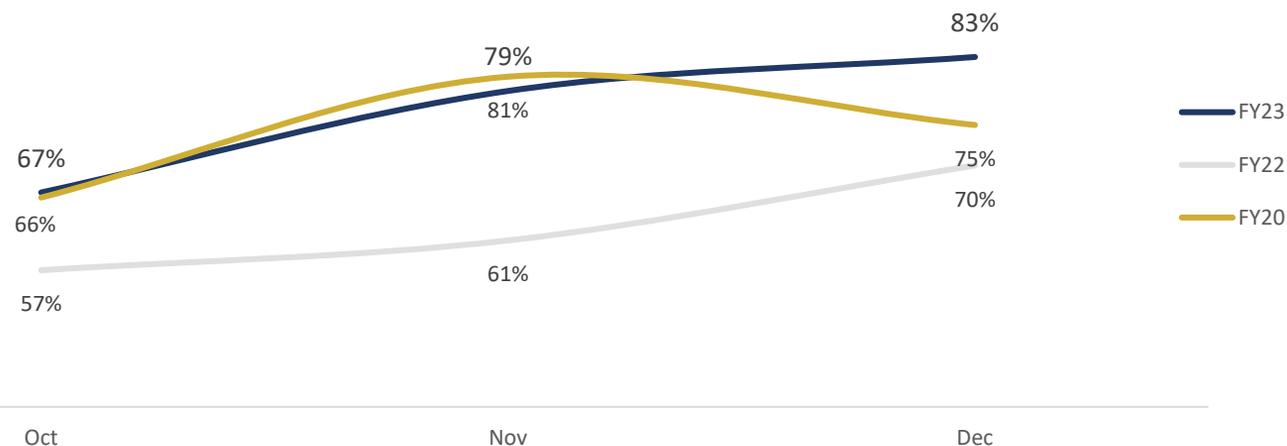
Best Performing Q3 in the history of the Company

Q₃ RevPAR surpassed pre-pandemic level

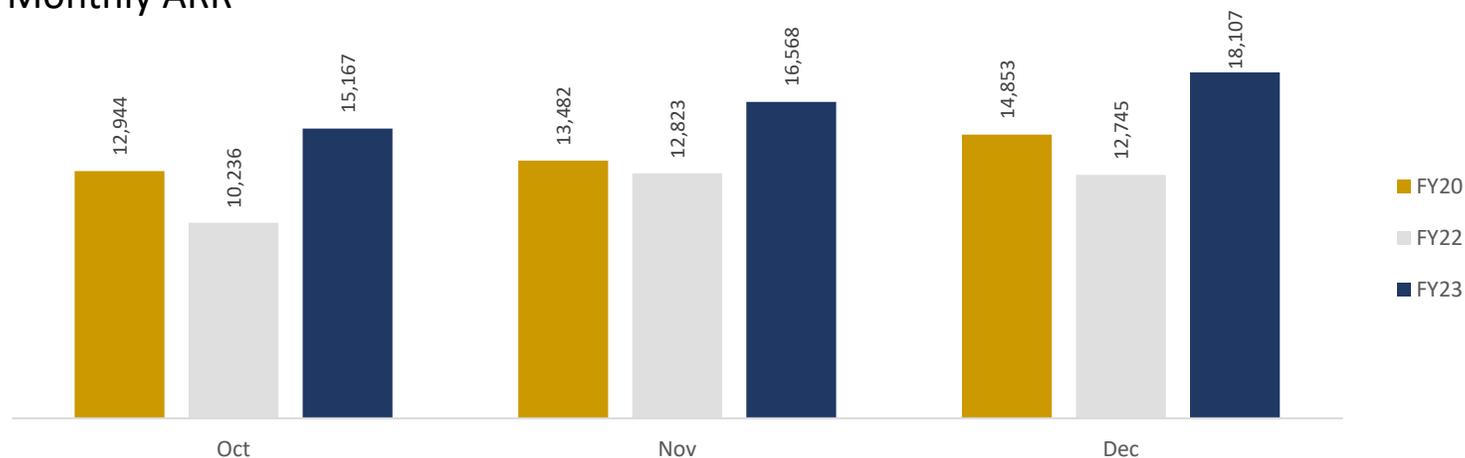


Q₃ ARR and Occupancy Performance at Domestic Hotels (including managed)

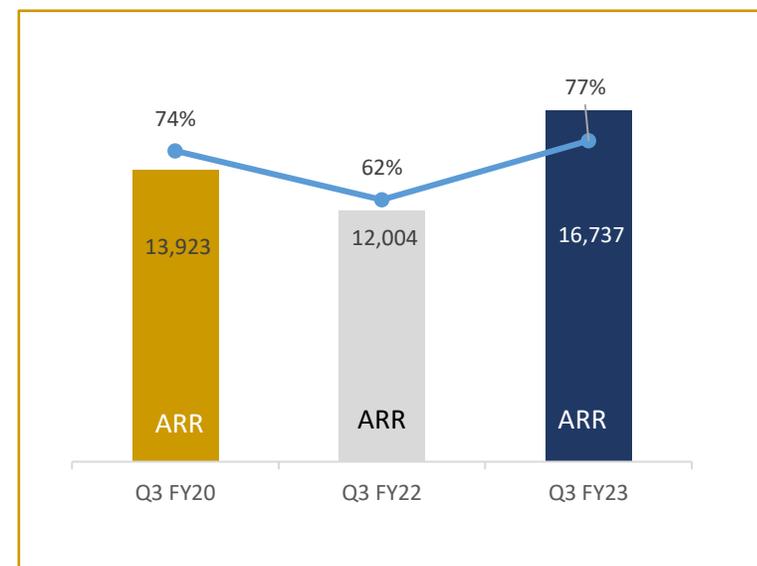
Monthly Occupancy



Monthly ARR

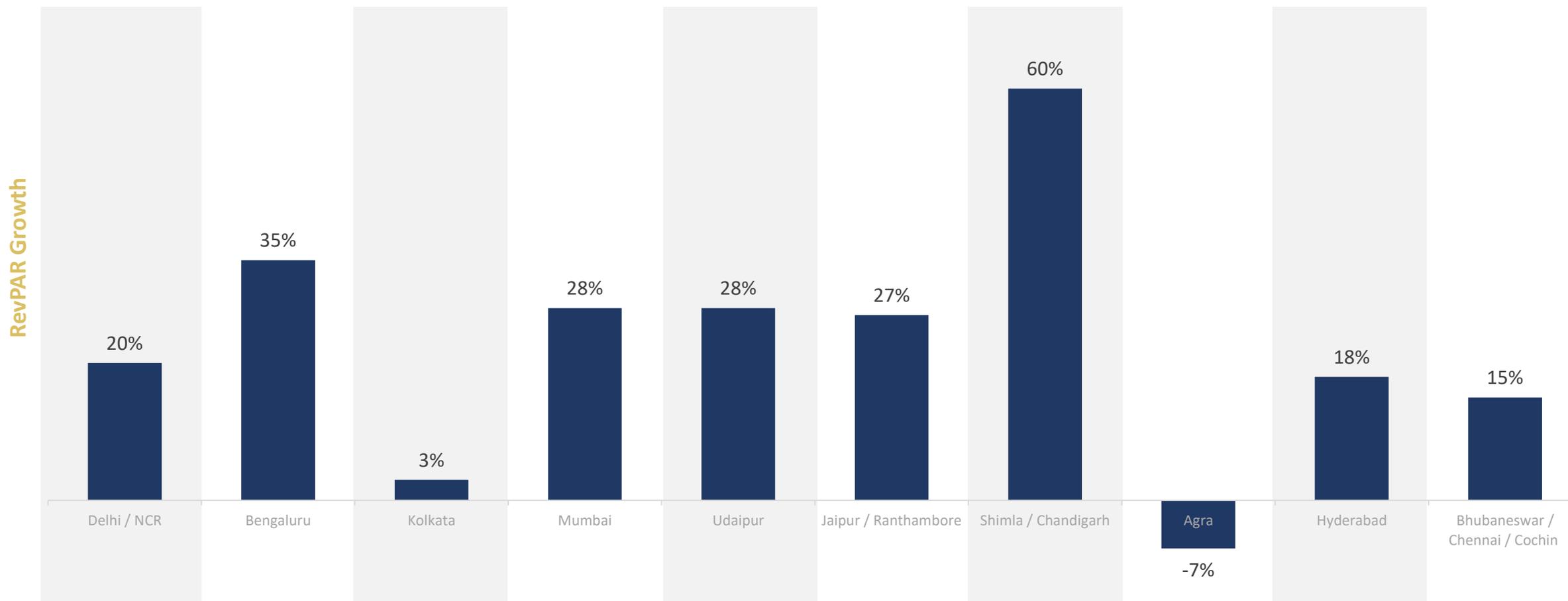


Quarterly Occupancy & ARR



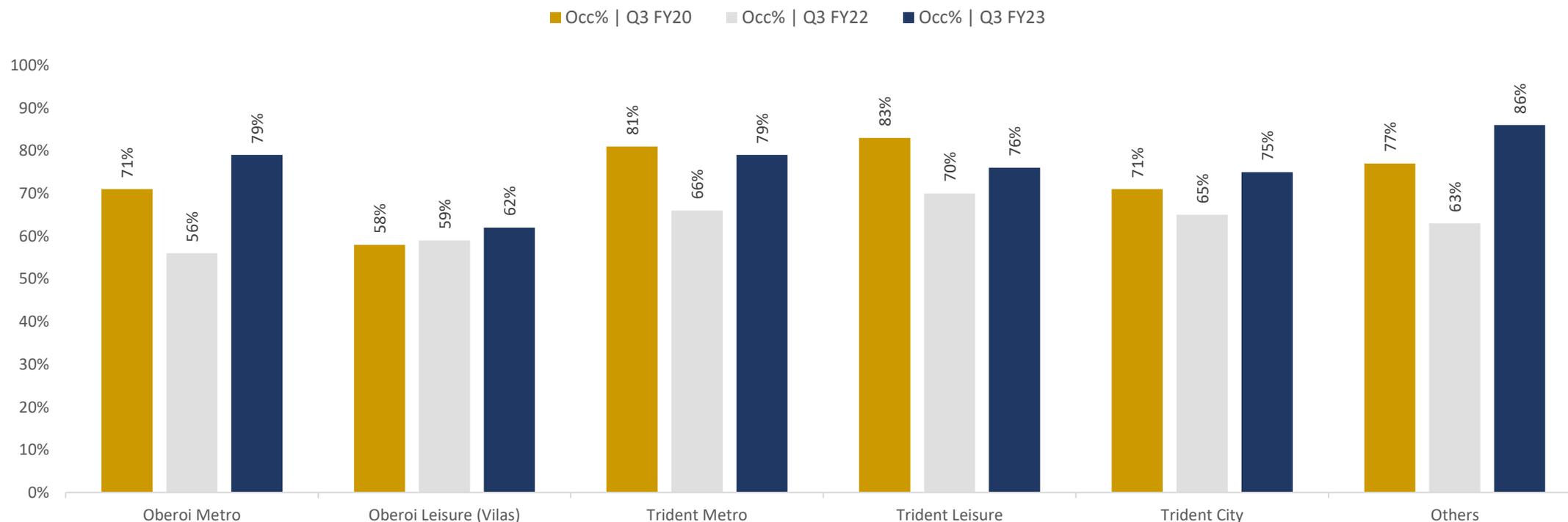
In Rs

Q₃ (FY23 vs FY20) City wise RevPAR growth at Domestic Hotels (including managed)



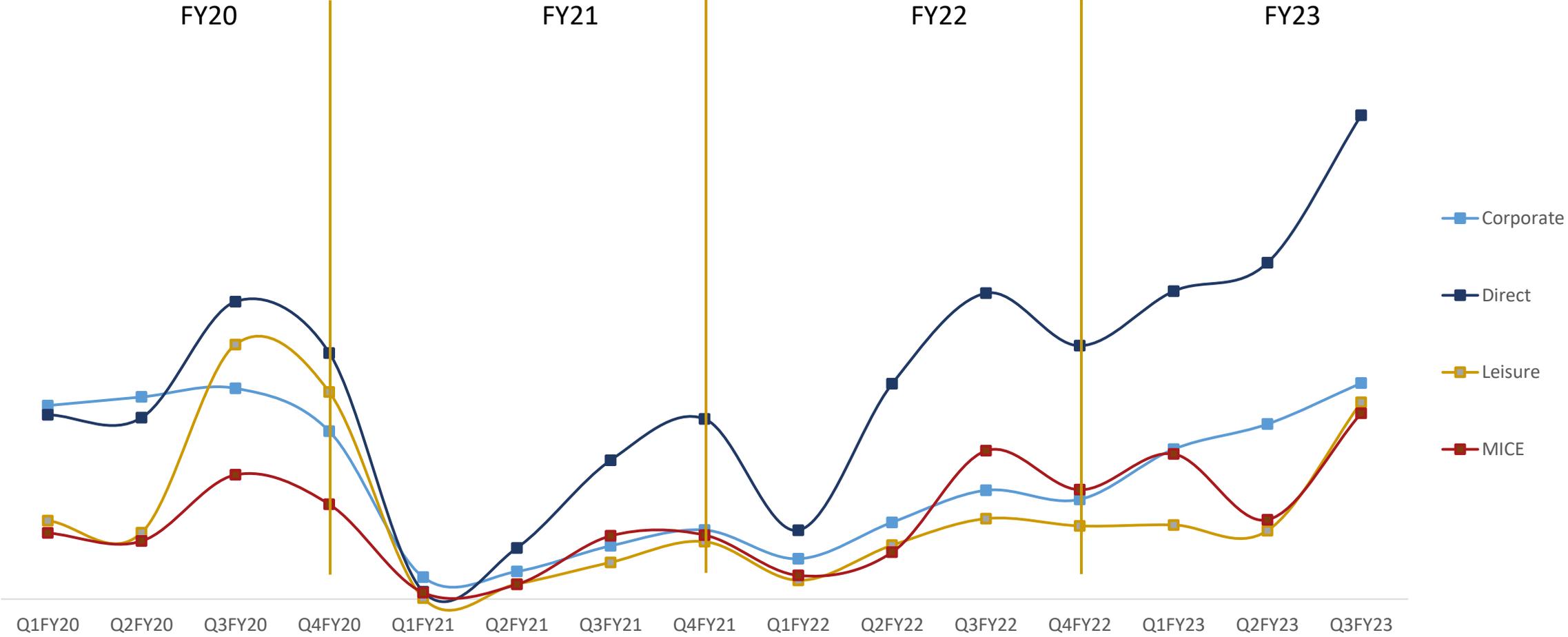
*At Udaipur, one of EIH managed hotel was under partial renovation in Q₃ FY20

Q₃ Occupancy and ARR performance at Domestic Hotels (including managed)



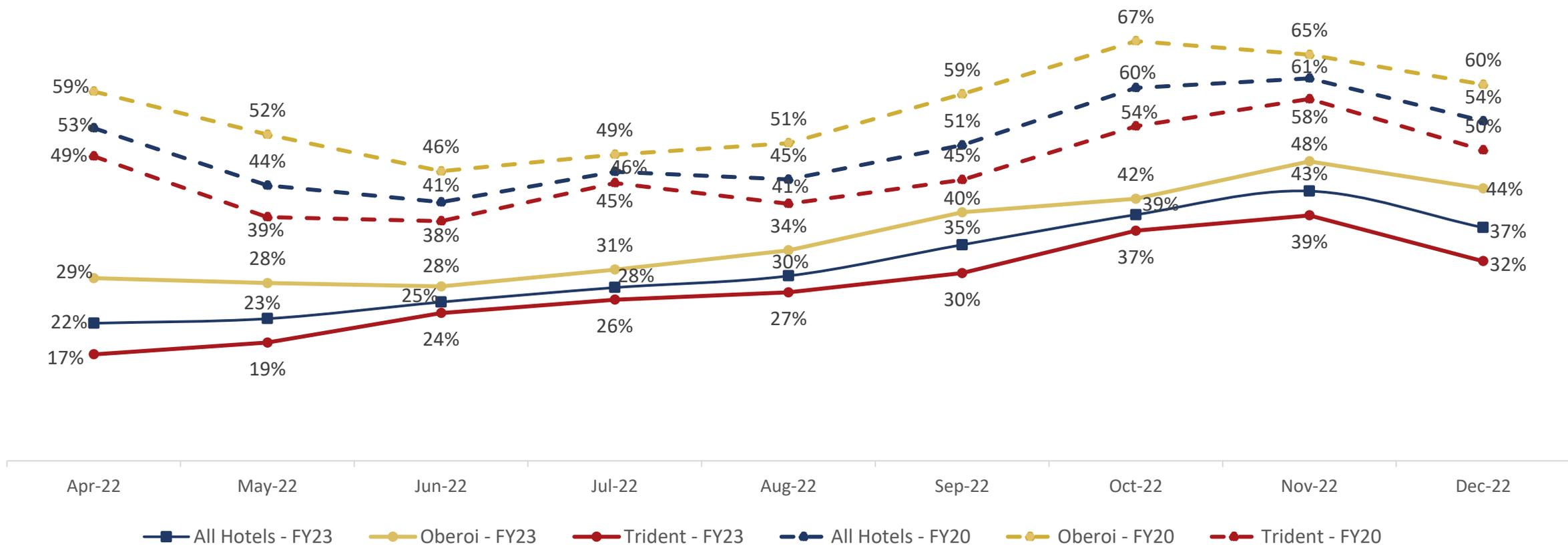
Metric	Q3 FY23	Q3 FY22	Q3 FY20	Oberoi Metro		Oberoi Leisure (Vilas)		Trident Metro		Trident Leisure		Trident City		Others	
				Change (%)	Value (₹)	Change (%)	Value (₹)	Change (%)	Value (₹)	Change (%)	Value (₹)	Change (%)	Value (₹)	Change (%)	Value (₹)
ARR (Rs.)	Q3 FY23	Q3 FY22	Q3 FY20	14%	₹ 17,001	16%	₹ 43,339	25%	₹ 11,850	43%	₹ 10,521	9%	₹ 9,006	10%	₹ 9,194
	Q3 FY22	Q3 FY20			₹ 10,824		₹ 34,846		₹ 6,635		₹ 9,240		₹ 5,592		₹ 6,306
	Q3 FY20				₹ 14,888		₹ 37,484		₹ 9,513		₹ 7,347		₹ 8,245		₹ 8,353
RevPar (Rs.)	Q3 FY23	Q3 FY22	Q3 FY20	27%	₹ 13,431	24%	₹ 26,870	21%	₹ 9,362	31%	₹ 7,996	15%	₹ 6,755	23%	₹ 7,907
	Q3 FY22	Q3 FY20			₹ 6,061		₹ 20,559		₹ 4,379		₹ 6,468		₹ 3,635		₹ 3,973
	Q3 FY20				₹ 10,570		₹ 21,741		₹ 7,706		₹ 6,098		₹ 5,854		₹ 6,432

Room Revenue Trends | Strong tailwinds



Movement in Segment-wise Room Revenue for Domestic Hotels (including managed)

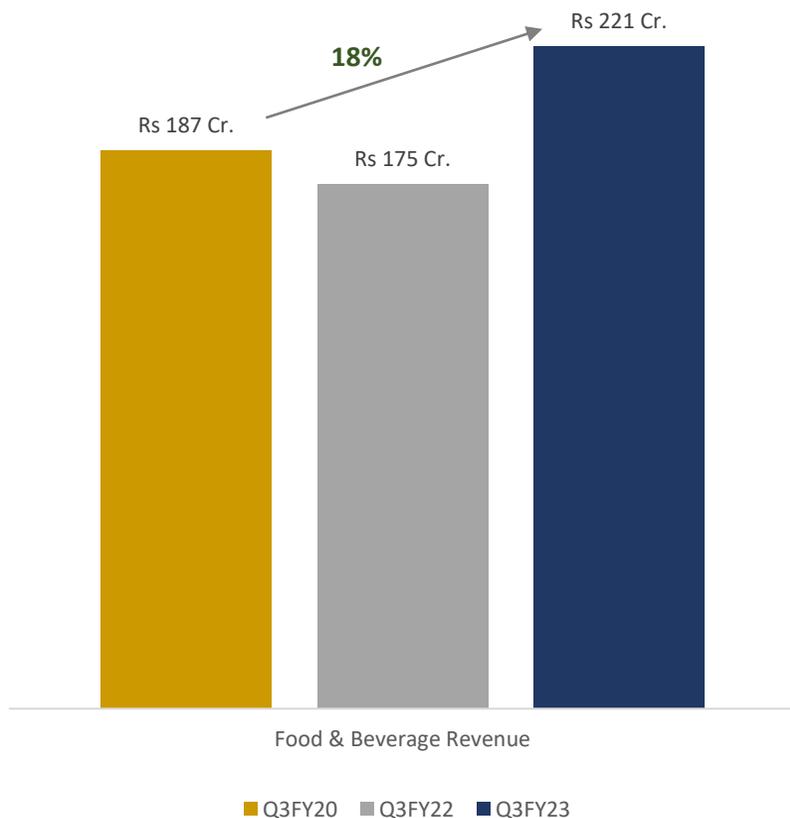
Trend of Foreign Room Nights



% Room Nights of Foreign Tourists to Total Room Nights for Domestic Hotels (including managed)

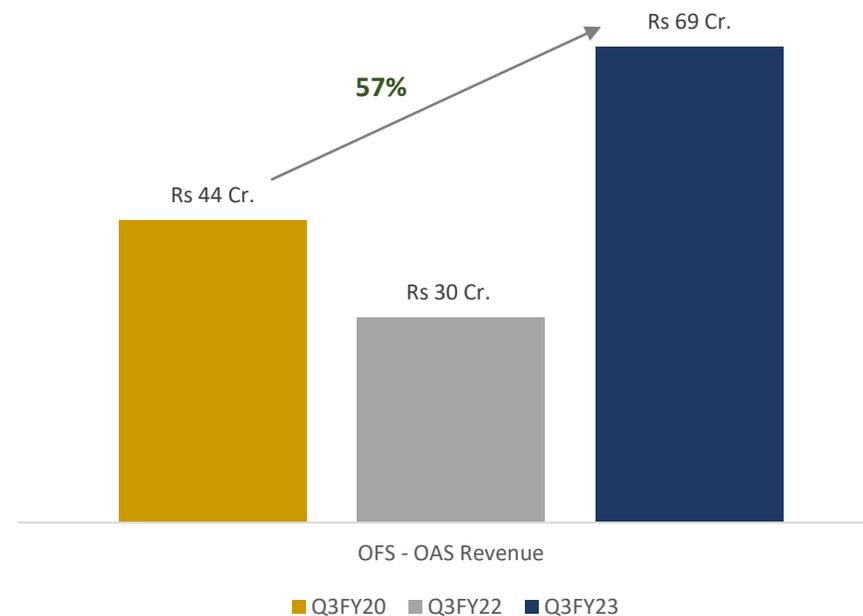
Q₃ F&B Revenue

Domestic Hotels (incl. managed)



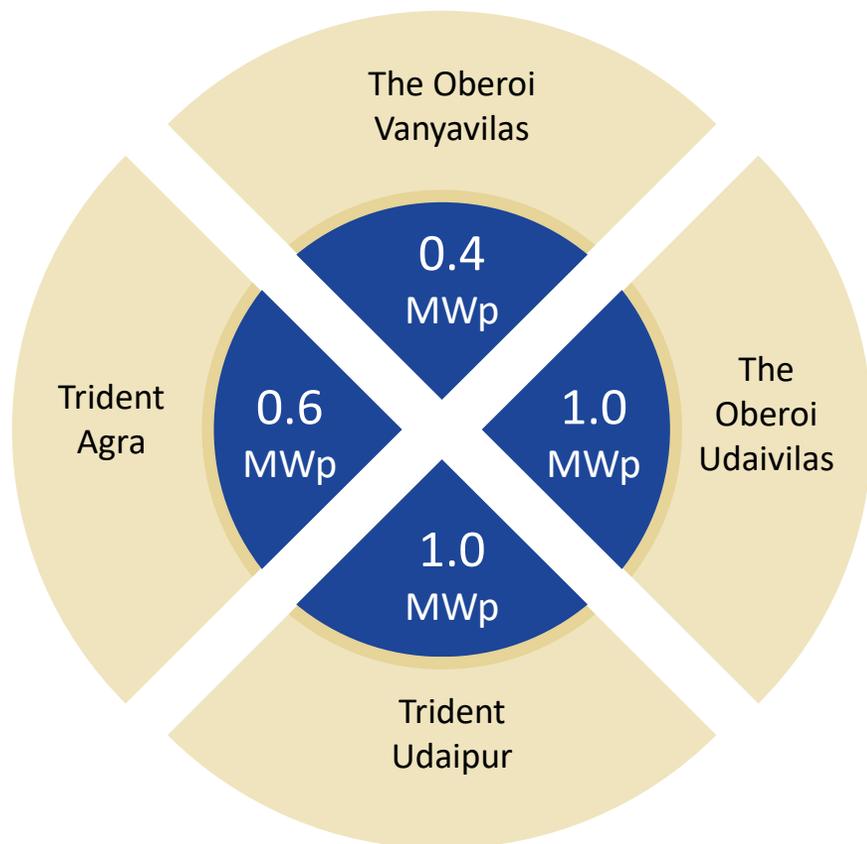
Strong growth in Hotel F&B revenues

Flight Catering & Airport Lounges



Strong bounce back in OFS/OAS Revenues

Reducing our Carbon Footprint | Energy Conservation new initiatives



Commissioning of Solar Plants

- Solar Plants with a capacity of 3.0 MWp under operation
- Expected to generate 4.2 mn units p.a. thereby reducing the carbon footprint
- 47% of electricity consumption being met through Solar power generation at these location.
- Average cost reduced from ~ Rs 10.9 p.u. to ~ Rs 5.9 p.u.

Hotels consuming Renewable Energy

- | | |
|-------------------------------|------------------------------|
| • The Oberoi Gurgaon (52%) | • Trident Udaipur (23%) |
| • Trident Gurgaon (53%) | • The Oberoi Bengaluru (50%) |
| • The Oberoi Vanyavilas (21%) | • Trident Bandra Kurla (7%) |
| • The Oberoi Udaivilas (15%) | • Trident Chennai (68%) |
| • Trident Agra (17%) | • OFS, Chennai |



EIH Limited | Performance Highlights

Period ended 31st December 2022

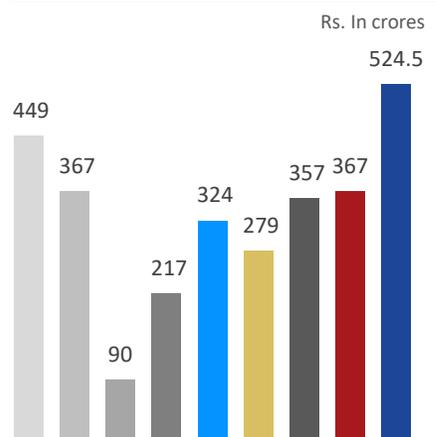
Performance Highlights (Standalone)

STANDALONE P&L	QTR 3	
	FY23	FY22
<i>Figures in Rs Crores rounded to nearest first decimal</i>		
Revenue from Operations	512.2	314.4
Other Income	12.3	10.0
TOTAL INCOME (A)	524.5	324.4
Consumption	50.3	42.4
Employee Benefits <small>*(excluding third party cost)</small>	99.8	85.9
Power, Fuel & Light	25.5	21.6
Administrative & Other Expenses	156.2	96.1
TOTAL EXPENDITURE (B)	331.8	246.0
EBITDA = (A) – (B)	192.7	78.4
<i>Less: Depreciation & Amortization</i>	28.8	28.5
EBIT	163.9	49.9
<i>Less: Finance Costs</i>	6.8	8.4
PBT	157.1	41.5
<i>Less: Exceptional Items</i>	(21.0)	-
<i>Less: Tax including Deferred Tax</i>	32.2	8.8
PAT	103.9	32.6

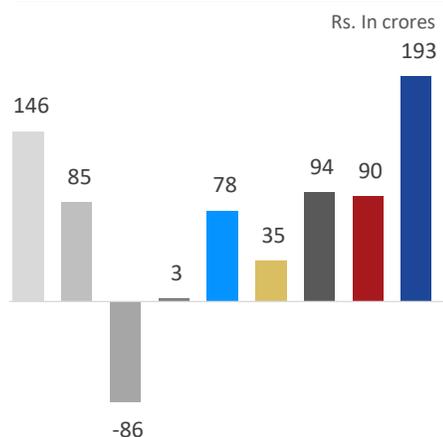
Performance Highlights (Standalone)

Q-o-Q STANDALONE Financial Results for starting from Q3 FY20 to Q3 FY23

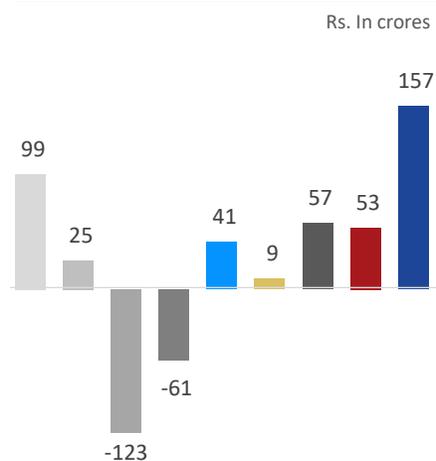
Revenue



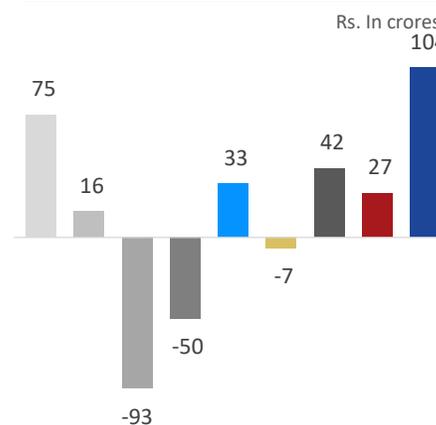
EBITDA



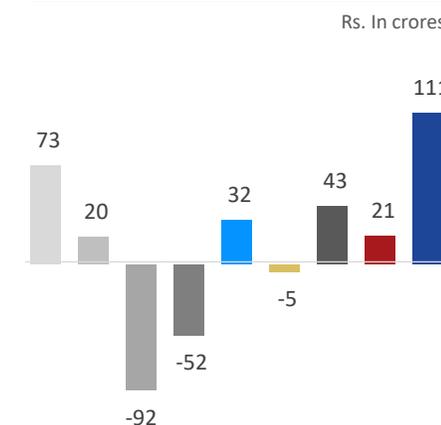
PBT (before exceptional items)



PAT



TCI



Q3 FY20 Q4 FY20 Q1 FY22 Q2 FY22 Q3 FY22 Q4 FY22 Q1 FY23 Q2 FY23 Q3 FY23

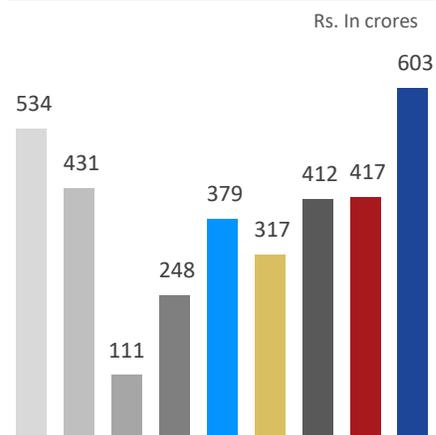
Performance Highlights (Consolidated)

Consolidated P&L	QTR 3	
	FY23 (Actual)	FY22 (L.Y.)
<i>Figures in Rs Crores rounded to nearest first decimal</i>		
Revenue from Operations	586.4	360.1
Other Income	16.8	12.5
TOTAL REVENUE (A)	603.2	372.6
Consumption	54.4	44.9
Employee Benefits*(excluding third party cost)	112.5	94.0
Administrative & Other Expenses	210.5	135.3
TOTAL EXPENDITURE (B)	377.4	274.2
EBITDA = (A) – (B)	225.8	98.3
<i>Less: Depreciation & Amortization</i>	31.5	30.9
EBIT	194.3	67.4
<i>Less: Finance Costs</i>	7.1	8.7
PBEIT	187.2	58.7
Share of net profit of associates and joint ventures	13.9	(1.6)
Exceptional Items	(1.7)	0.0
Tax Expense	48.3	15.3
Profit / (Loss) for the period from continuing operations	151.1	41.9
Profit from discontinued operations	(2.4)	(1.1)
Items that may not be reclassified to Profit or Loss	(5.2)	(0.3)
Items that may be reclassified to Profit or Loss	13.0	0.8
Total Other Comprehensive Income / Loss (net of tax)	156.5	41.3
<i>Less: Non-Controlling Interest in total comprehensive income</i>	(5.8)	(2.8)
Total Comprehensive Income / (Loss) for the period	150.7	38.5

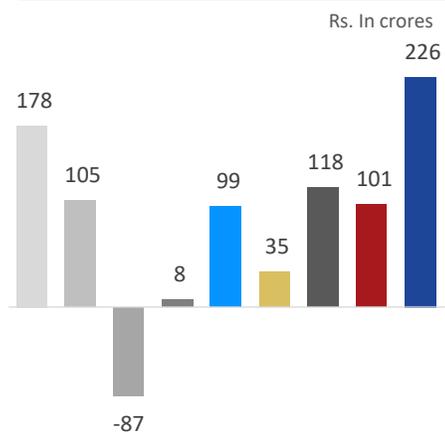
Performance Highlights (Consolidated)

Q-o-Q CONSOLIDATED Financial Results for starting from Q3 FY20 to Q3 FY23

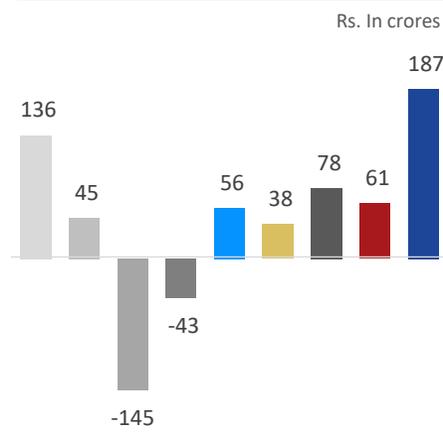
Revenue



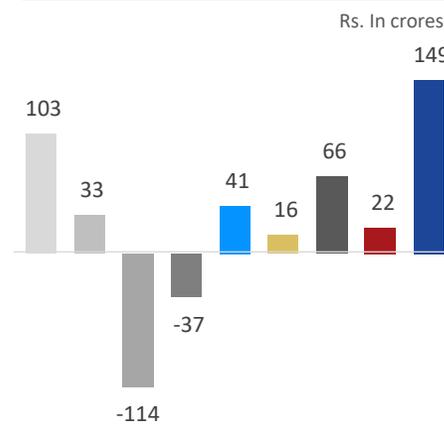
EBITDA



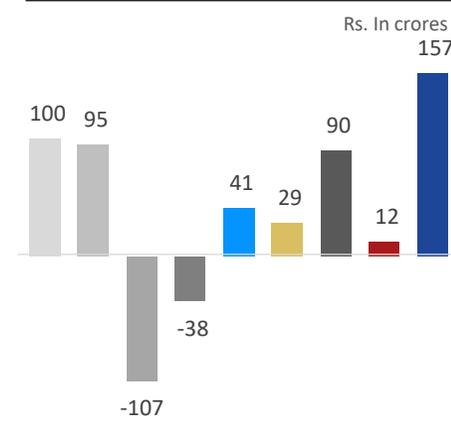
PBT (before exceptional items)



PAT



TCI



Q3 FY20 Q4 FY20 Q1 FY22 Q2 FY22 Q3 FY22 Q4 FY22 Q1 FY23 Q2 FY23 Q3 FY23

PBT and PAT have been calculated after Share of Profit of Associates & JV's accounted for using equity method and loss from discontinued operations



Expansion Plans

Upcoming Projects

Upcoming Projects

Announced

	FY23	FY25	FY26	FY27
Recently Opened and Opening Soon	Bay Club in Mumbai Managed (Opened in November 2022) Restaurant in Mumbai Leased (March 2023)			
Under Construction		The Oberoi Rajgarh Palace Owned – 48 keys	The Oberoi Kathmandu Managed – 84 keys	
		The Oberoi Bandavgarh Managed – 24 keys	The Oberoi Wadi Safar, Saudi Arabia Managed – 60 keys	
Under Planning		The Oberoi Bardia Managed – 18 keys	Trident Tirupati Owned by subsidiary & managed by EIH - 100 keys	The Oberoi Goa Owned – 90 keys Trident Goa Owned - 150 keys The Oberoi Al Zorah Managed – 174 keys

Under Active Discussions

'Oberoi' Hotels | 3

'Trident' Hotels | 7

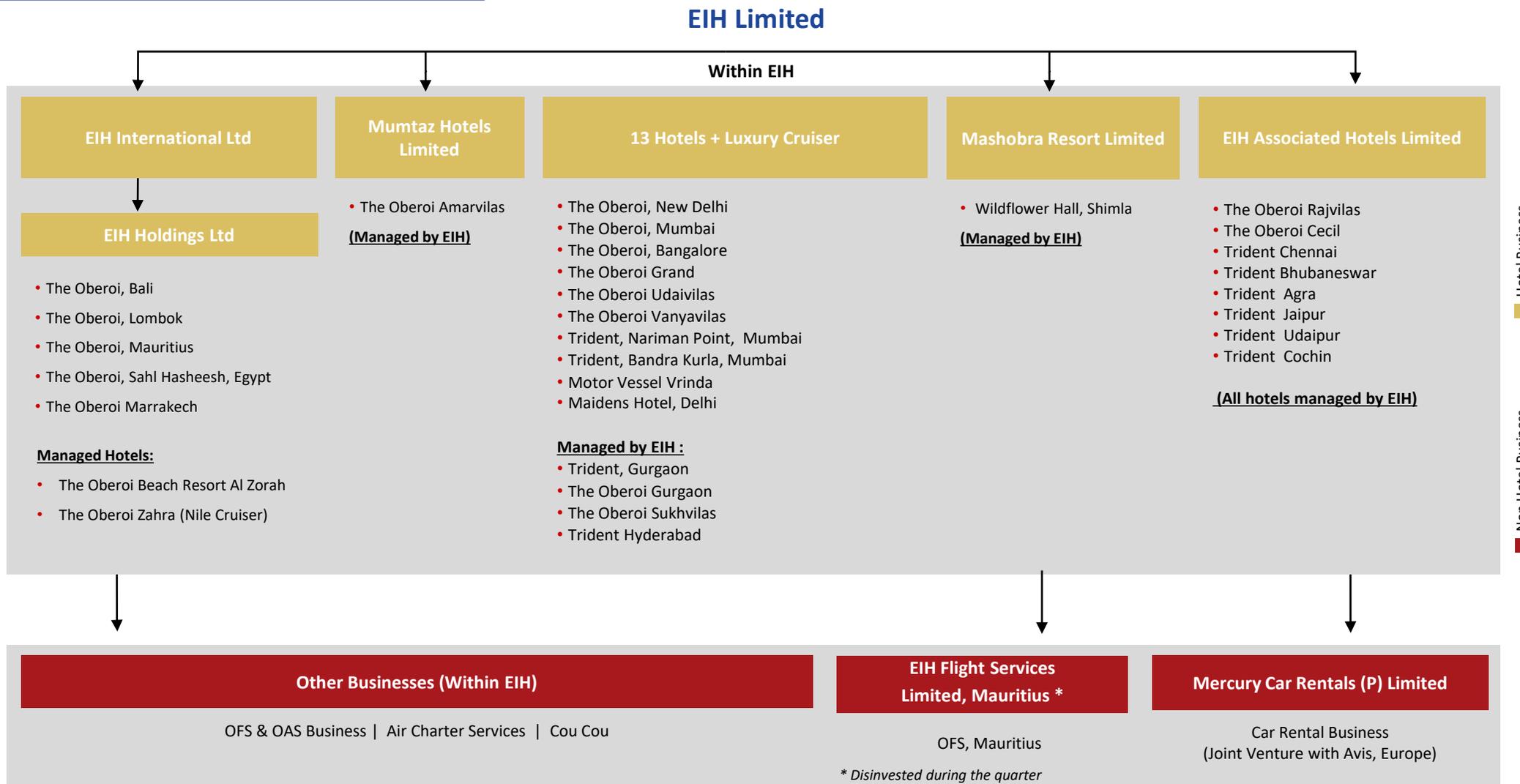
Serviced Apartments | 1



Business Footprint

Period ended 31st December 2022

Corporate Structure



Hotels in India



1,523 keys
under The Oberoi Brand

2,172 keys
under Trident Brand

24 Hotels and Resorts

3,750 keys in India

Where the Guest is Everything.

Oberoi Hotels & Resorts around the world



497 keys
under The Oberoi Brand
(excluding India)

THANK YOU

