

# EIH Limited

A MEMBER OF THE OBEROI GROUP

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CORPORATE OFFICE: 7, SHAM NATH MARG, DELHI – 110 054, INDIA  
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WEBSITE: [www.eihltd.com](http://www.eihltd.com) / E-MAIL: [isdho@oberoigroup.com](mailto:isdho@oberoigroup.com)

07<sup>th</sup> August 2024

<b>The National Stock Exchange of India Limited</b> Exchange Plaza, 5 <sup>th</sup> Floor Plot No.C/1, G Block Bandra Kurla Complex Bandra (East) Mumbai - 400 051  <b>Code: EIHOTEL</b>	<b>BSE Limited</b> Corporate Relationship Dept. 1 <sup>st</sup> Floor, New Trading Ring Rotunda Building Phiroze Jeejeebhoy Towers Dalal Street, Fort, Mumbai – 400001  <b>Code: 500840</b>
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## **SUB: SUBMISSION OF PRESENTATION TO INVESTORS / ANALYSTS**

Dear Sir / Madam,

Pursuant to Regulation 30(6) of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 (Listing Regulations), please find enclosed the copy of the presentation to investors/analysts in respect of the Un-audited Financial Results (Standalone and Consolidated) of the Company for the quarter ended 30<sup>th</sup> June 2024 declared on 06<sup>th</sup> August 2024.

The above may please be taken on record.

Thank you,

Yours faithfully,

**For EIH Limited**

**Lalit Kumar Sharma**  
Company Secretary

# ElH Limited

Earnings Call: Q<sub>1</sub>FY25

Classification | External




The Oberoi Rajvilas, Jaipur voted the 'Best Hotel In The World'  
at Travel + Leisure World's Best Awards, 2024.

# India Hotel Sector

## Outlook 2024

- The sector is poised for significant expansion, fueled by ongoing growth in domestic tourism and corporate travel, including the MICE segment
- Key growth drivers:
  - ✓ Inbound Tourism
  - ✓ Wedding Market Grandeur
  - ✓ MICE
  - ✓ Sports Tourism
  - ✓ Luxury Wellness Resorts
  - ✓ Growing Cultural importance of Food and Beverage
  - ✓ Sustained Attraction towards Sustainable Tourism
  - ✓ New Horizons: Emerging Regions and Tourism Segments



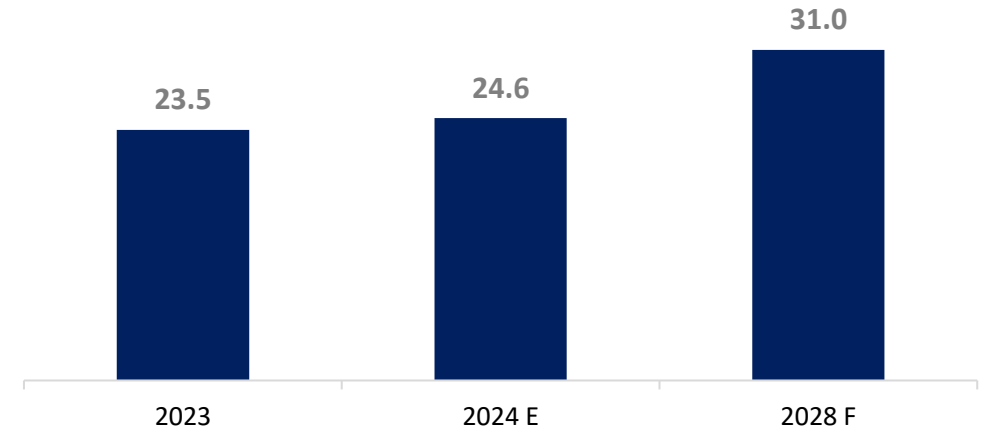
The Oberoi Rajvilas, Jaipur voted the 'Best Hotel In The World' at Travel + Leisure World's Best Awards, 2024.

# Indian Hotel Market – Q1 FY25

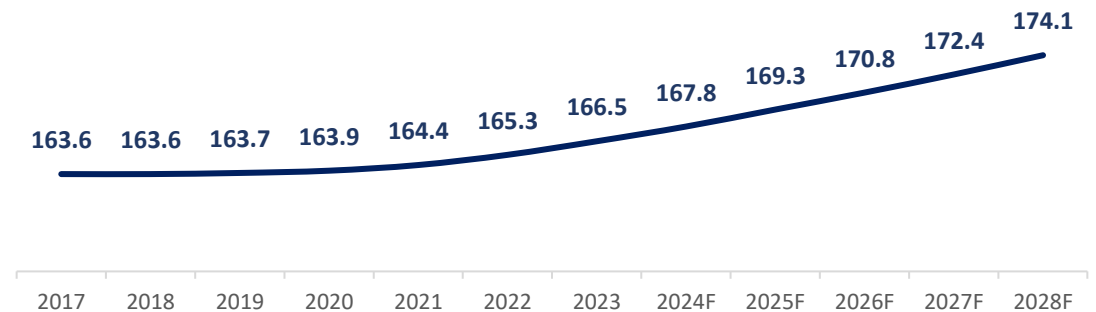
- Domestic air passenger traffic
  - June 2024 - grew by nearly 6% on year-on-year basis
  - Q1 FY25 - grew by nearly 2-4% on year-on-year basis
- The nation-wide occupancy remained flat on year-on-year basis

June 2024 Occupancy	June 2024 ARR (Rs.)	June 2024 RevPAR
61-63% [Same as 2023] [-1-3pp vs. 2019]	6,700-6,900 [+3-5% vs.2023] [+27-29% vs. 2019]	4,087-4,347 [+2-4% vs.2023] [+24-26% vs. 2019]

Market Size (in US\$ billion)



Average Revenue Per User (in US\$)



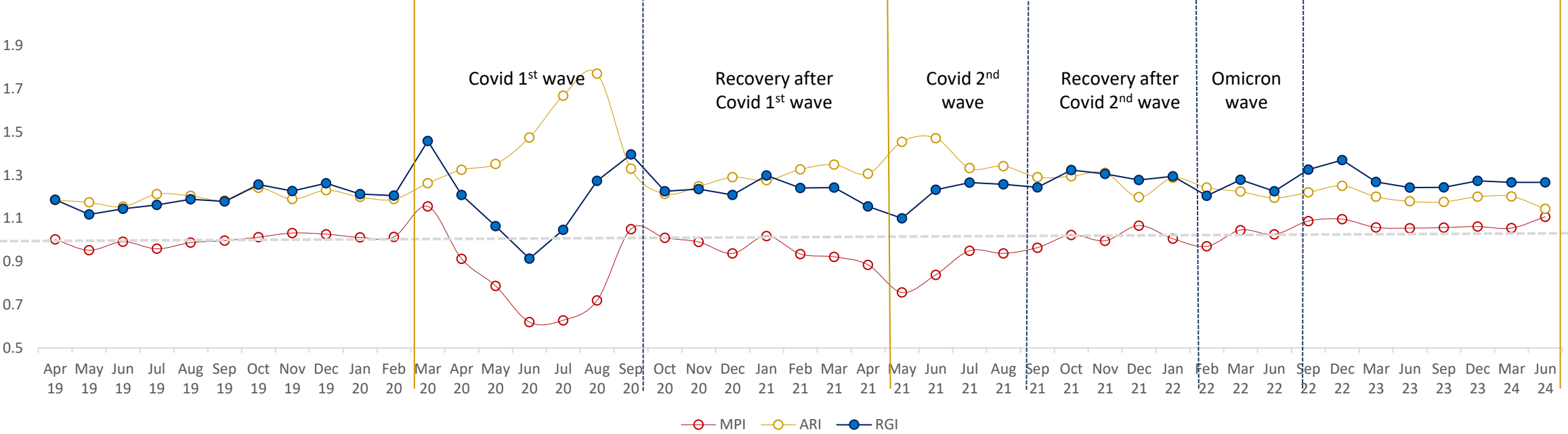
# Operations

Q<sub>1</sub>FY25



# EIH maintains consistent RevPAR Leadership (127%) over STR Competition Set

All Domestic Hotels including Managed



Source: STR Global, STR Compset

Dataset: All Domestic Hotels managed by EIH

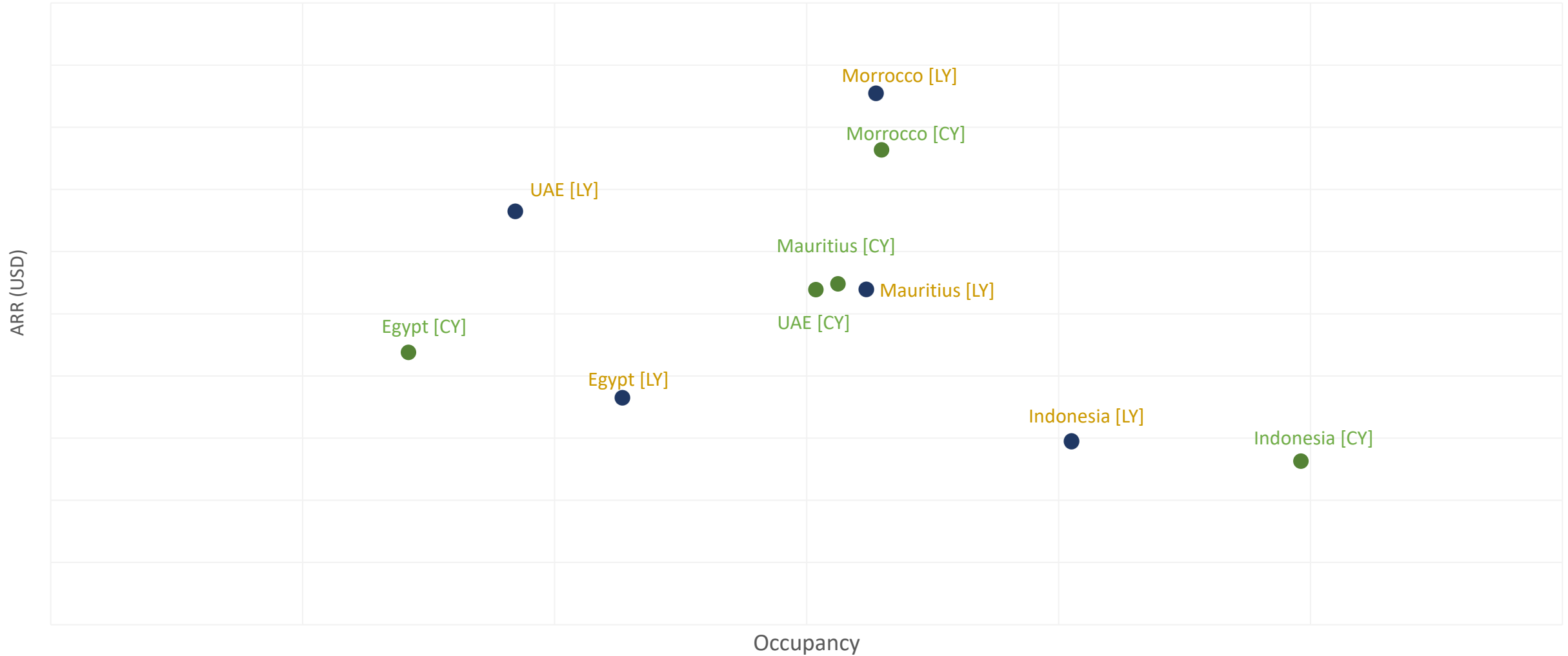
# Q<sub>1</sub> Positioning Y-o-Y

All Domestic Hotels including Managed



# Q<sub>1</sub> Positioning Y-o-Y

All Overseas Hotels including Managed

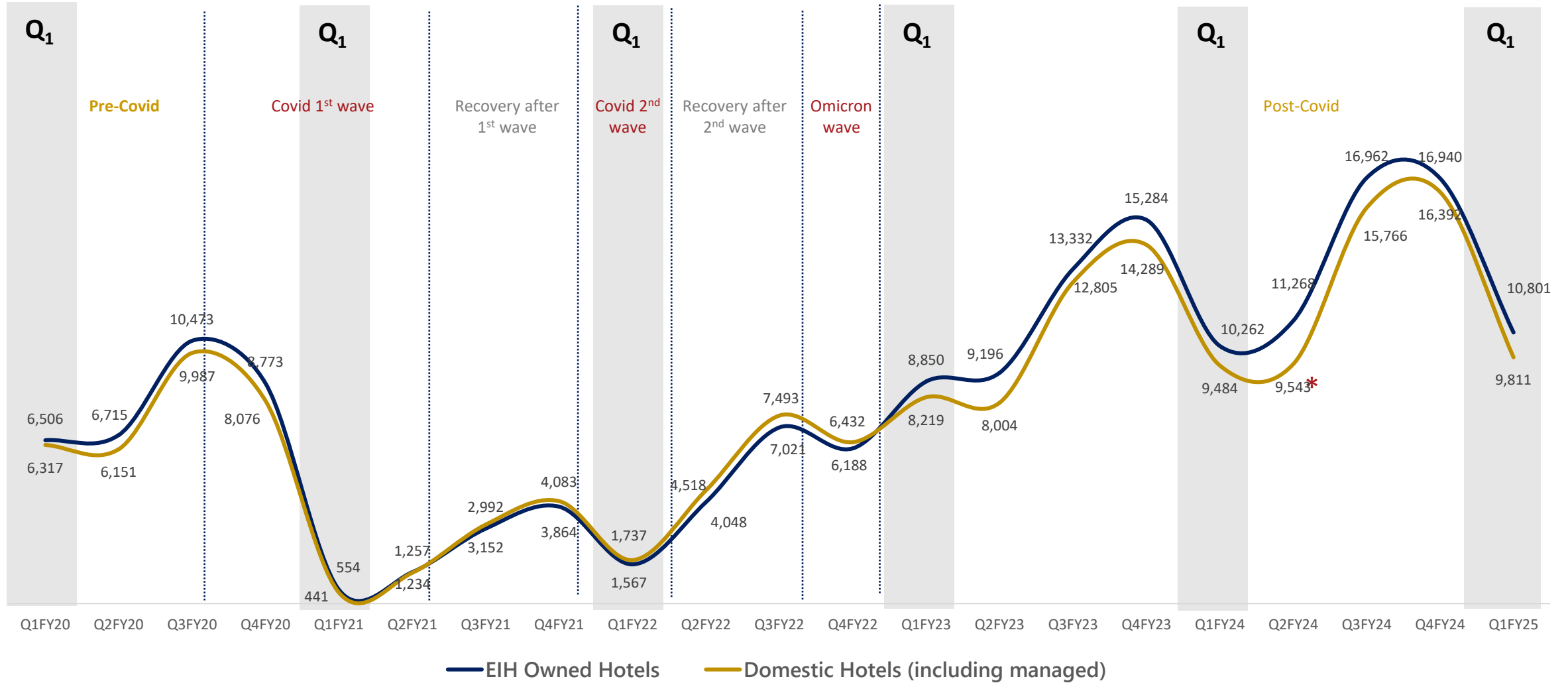




# Q<sub>1</sub> RevPAR grew 5% and 3% Y-o-Y

'Owned' and 'All Domestic' hotels (including managed) respectively

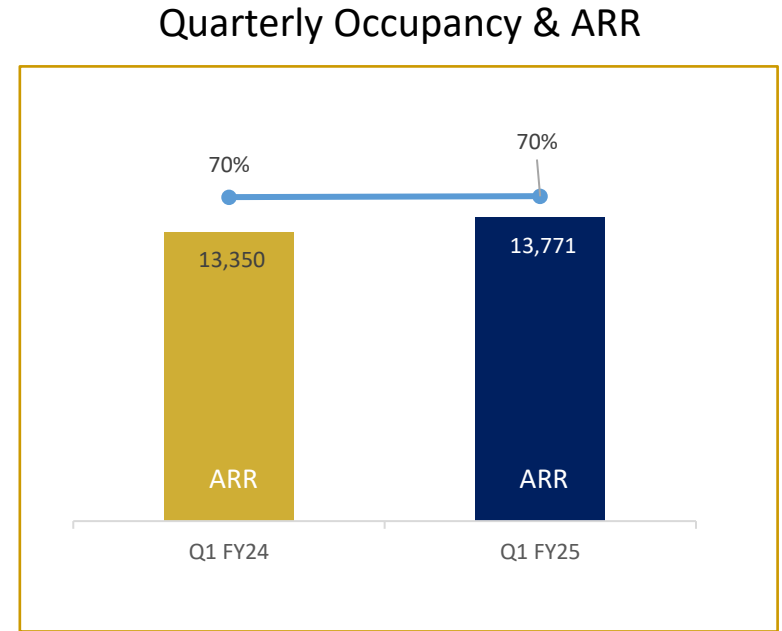
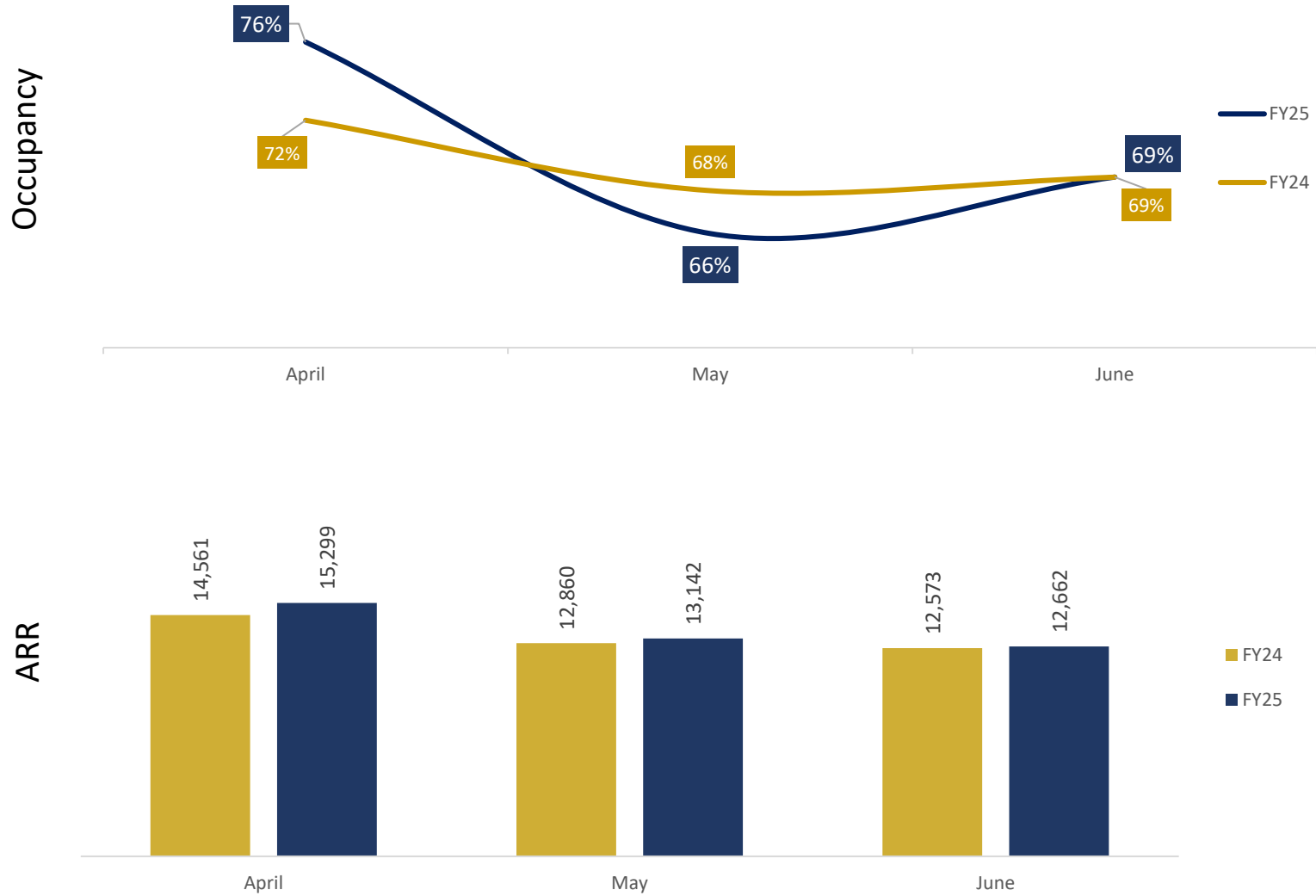
Figures in INR



\* Includes Shimla hotels which were severely impacted by negative environment conditions in Q2FY24

# Q<sub>1</sub> ARR/Occupancy trends by month

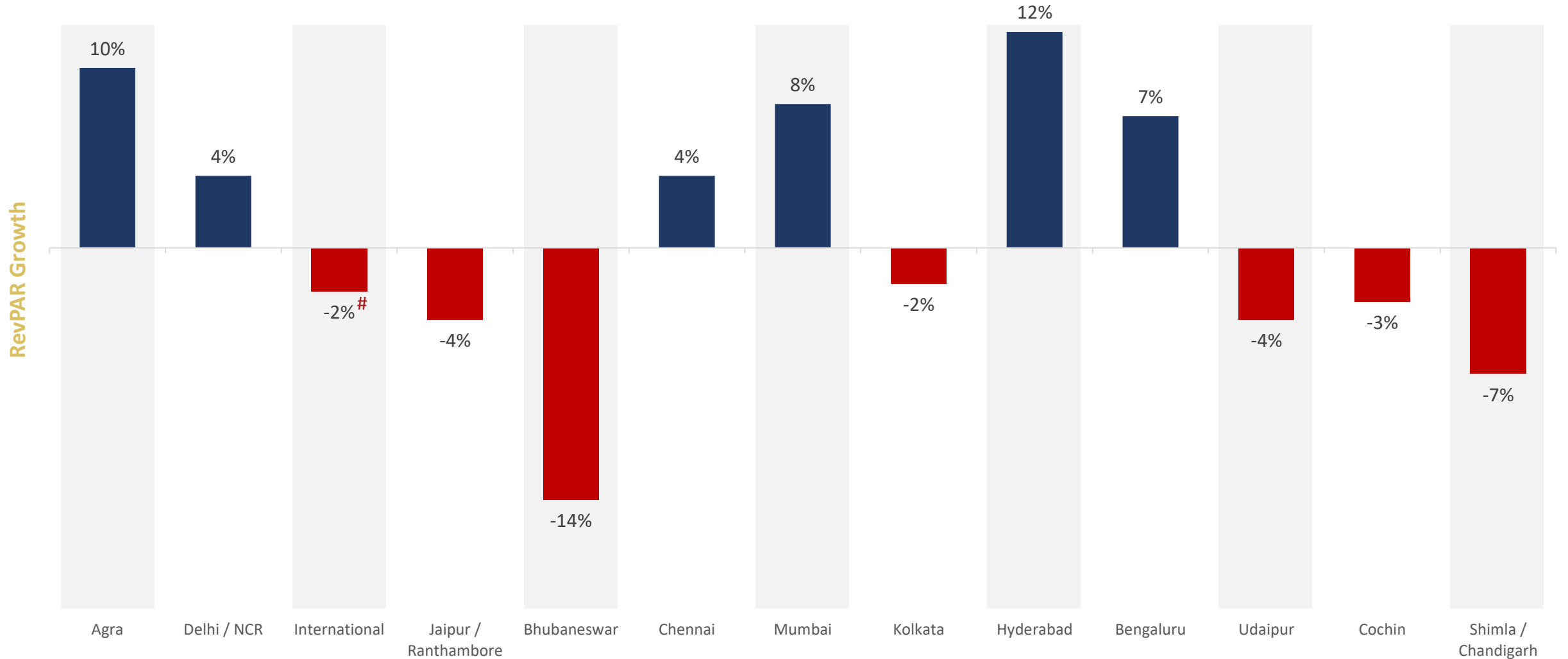
All Domestic Hotels including managed



In Rs

# Q<sub>1</sub> RevPAR Y-o-Y change by City

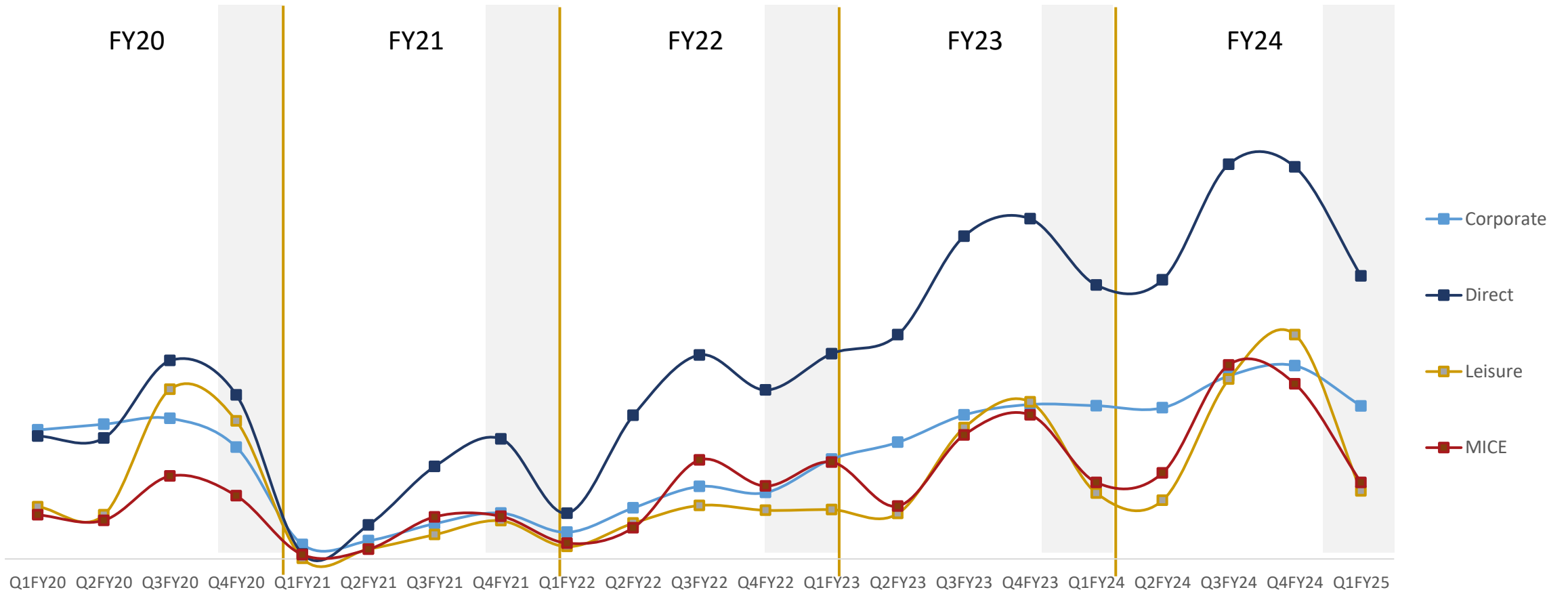
All Domestic Hotels including Managed



# Includes hotels in MENA region which were impacted by the Israel conflict

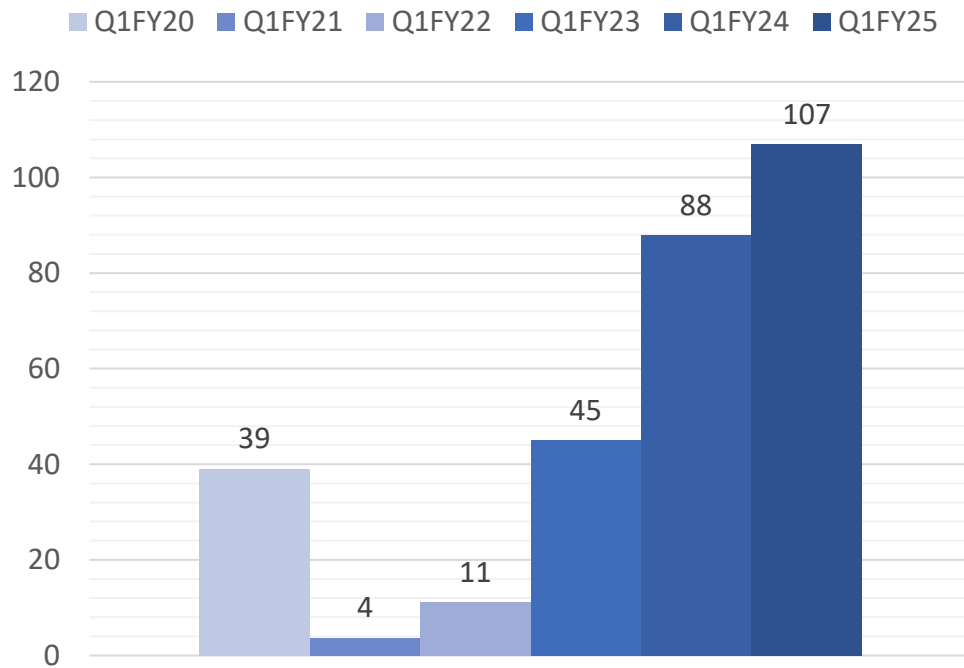
# Strong Room Revenue Tailwinds across Segments

All Domestic Hotels including Managed

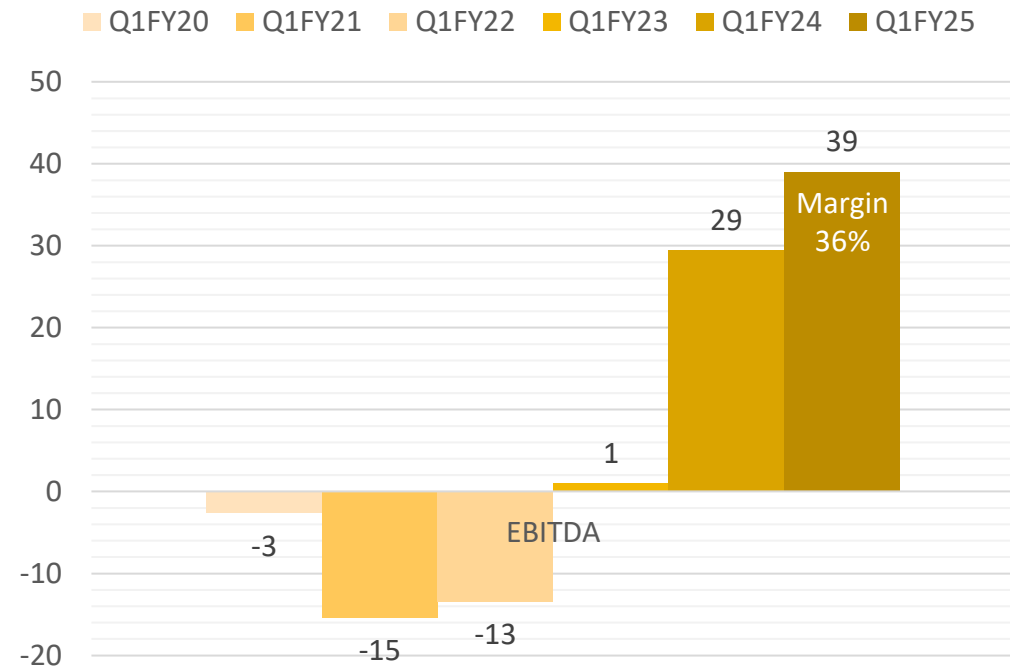


# Growing Flight Catering & Airport Lounge Business

## Revenue



## EBITDA



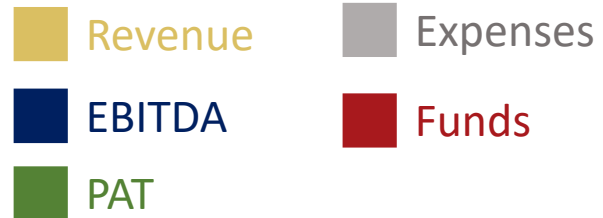
# Financials

Q<sub>1</sub> FY25



# Financial Performance – Q<sub>1</sub>FY25

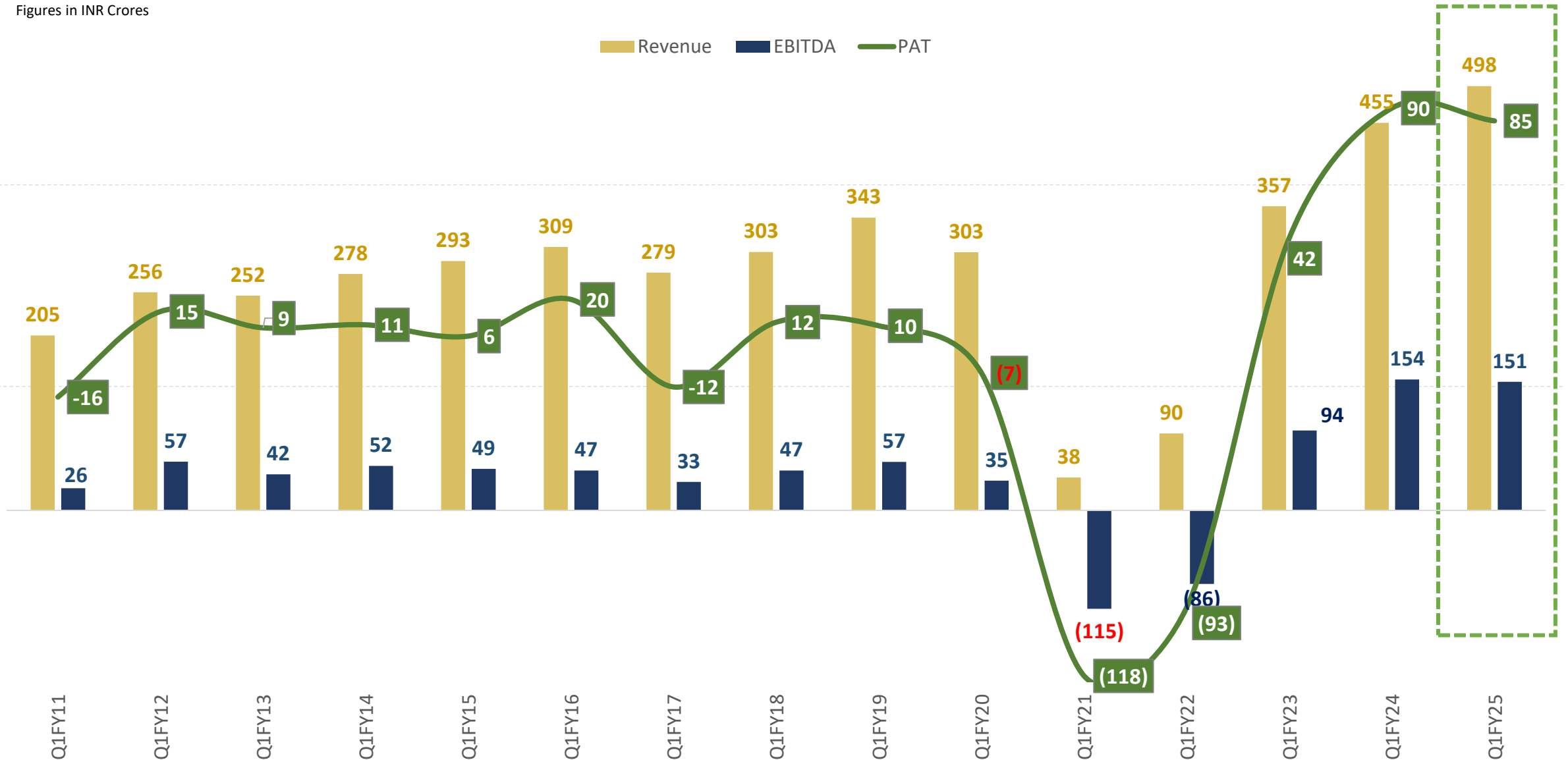
Standalone and Consolidated



# Q<sub>1</sub> Standalone performance

Figures in INR Crores

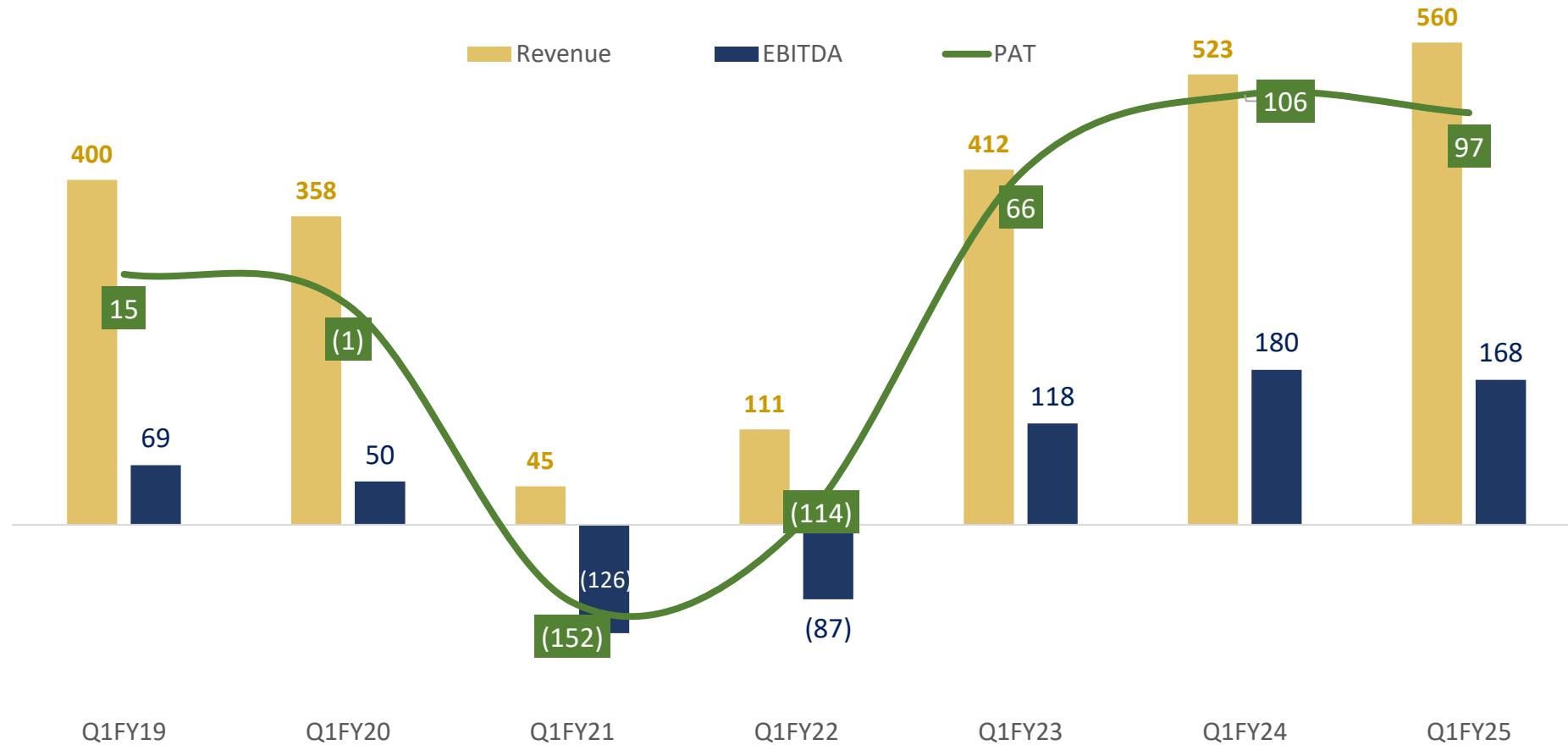
Revenue EBITDA PAT





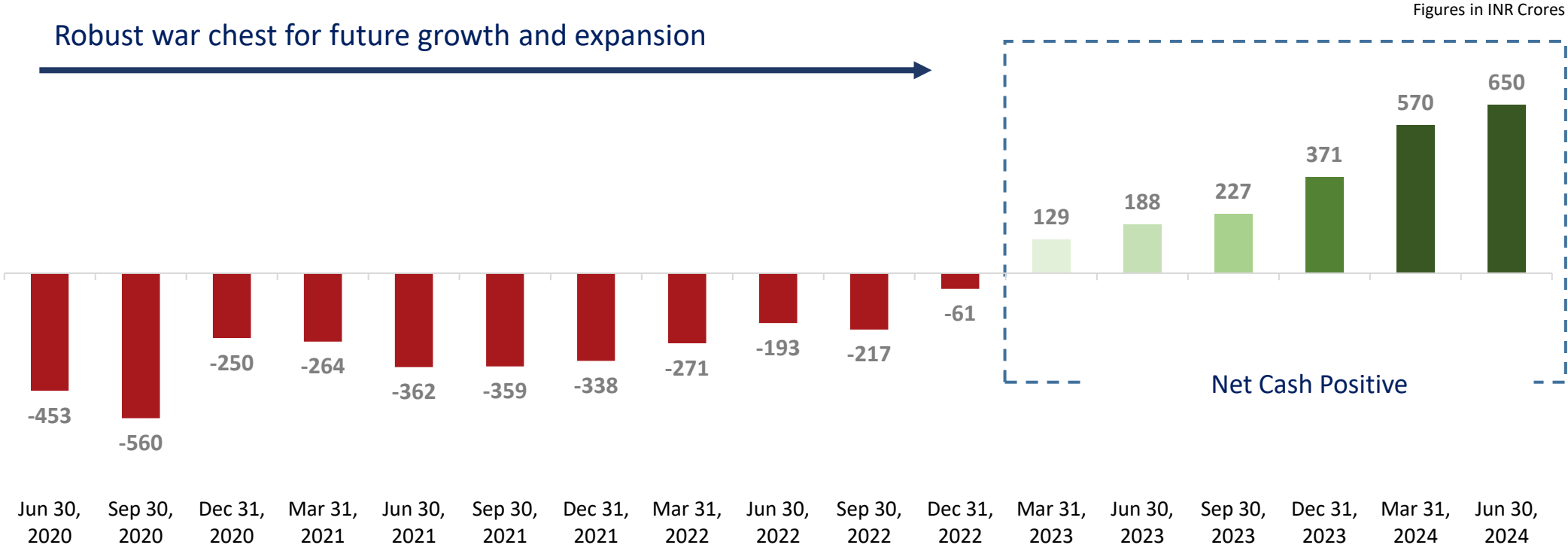
# Q<sub>1</sub> Consolidated\* Performance

Figures in INR Crores



\*Consolidated Financial Statements became mandatory on quarterly basis effective 1<sup>st</sup> April 2019

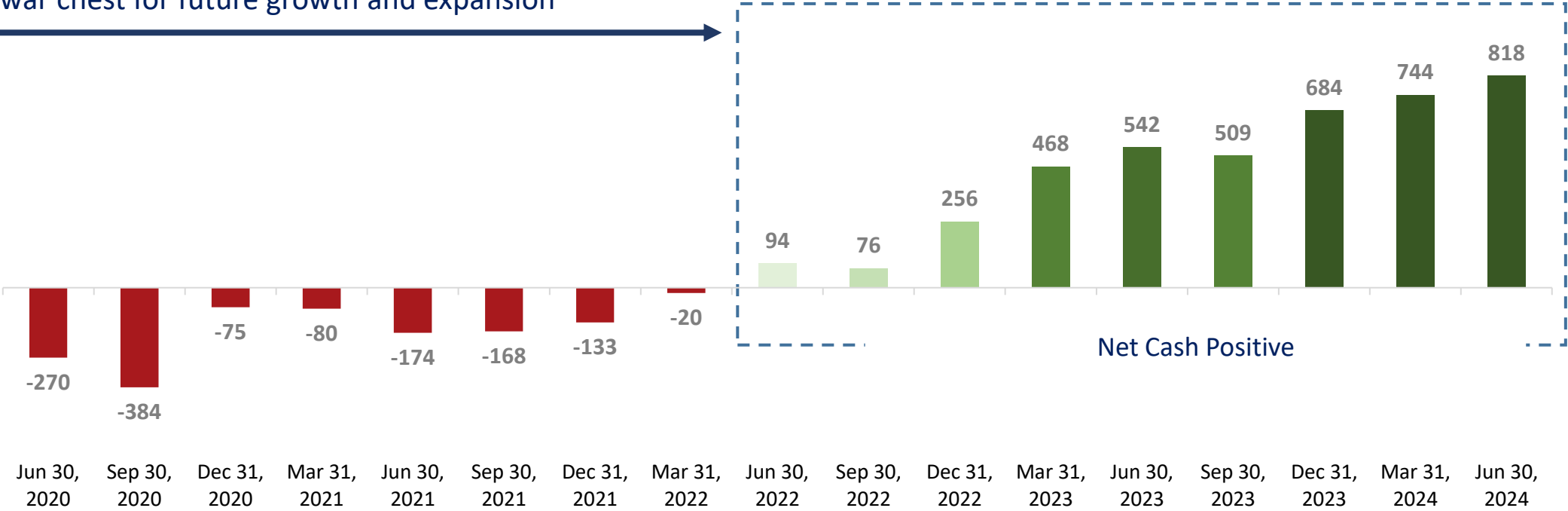
# Strong Standalone Funds position



# Strong Consolidated Funds Position

Robust war chest for future growth and expansion

Figures in INR Crores



\*Including earmarked balances






# Financial Statements

Q<sub>1</sub> FY25

Classification | External

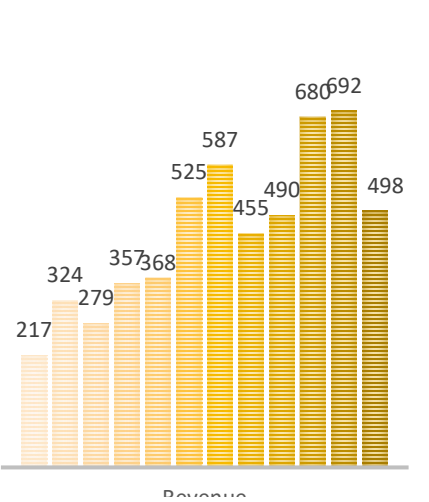
# Performance Highlights (Standalone)

STANDALONE P&L	QTR 1		
	FY25	FY24	
Figures in Rs Crores rounded to first decimal			
Revenue from Operations	455.9	426.8	
Other Income	41.9	27.9	
<b>TOTAL INCOME (A)</b>	<b>497.8</b>	<b>454.7</b>	 <b>9%</b>
Consumption	49.1	44.5	
Employee Benefits (excluding third party cost)	116.6	98.6	
Power, Fuel & Light	29.5	27.3	
Administrative & Other Expenses	151.8	130.7	
<b>TOTAL EXPENDITURE (B)</b>	<b>347.0</b>	<b>301.1</b>	
<b>EBITDA = (A) – (B)</b>	<b>150.8</b>	<b>153.6</b>	 <b>(2)%</b>
<i>Less: Depreciation &amp; Amortization</i>	30.6	29.1	
<b>EBIT</b>	<b>120.2</b>	<b>124.5</b>	
<i>Less: Finance Costs</i>	3.7	4.3	
<b>PBT</b>	<b>116.5</b>	<b>120.2</b>	
<i>Less: Exceptional Items</i>	2.1	-	
<i>Less: Tax including Deferred Tax</i>	29.0	30.2	
<b>PAT</b>	<b>85.4</b>	<b>90.0</b>	 <b>5%</b>

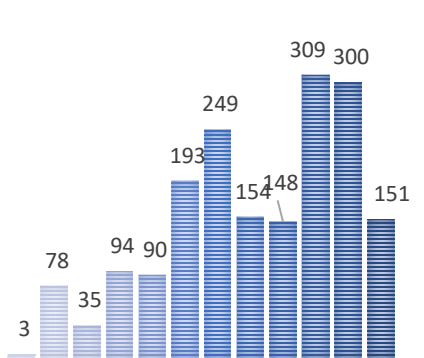
# Performance Highlights (Standalone)

Q-o-Q STANDALONE Financial Results for starting from Q2 FY22 to Q1 FY25

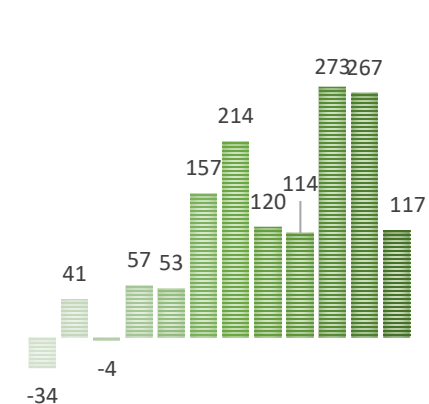
Revenue



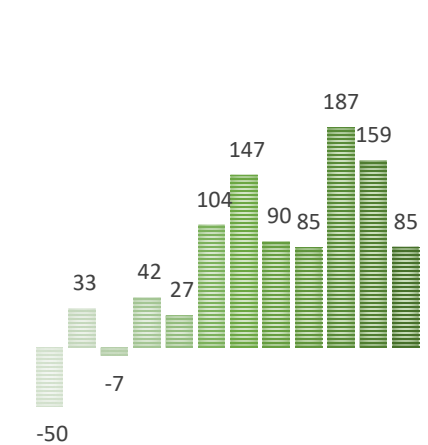
EBITDA






PBT (before exceptional items)



PAT



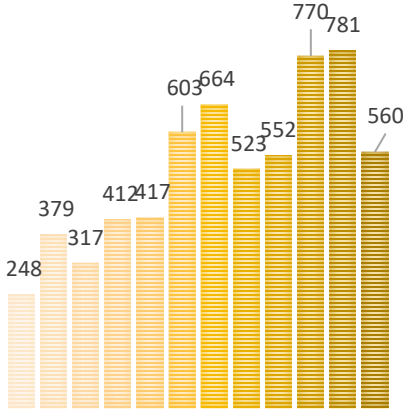
# Performance Highlights (Consolidated)

Consolidated P&L	QTR 1		
	FY25	FY24	
Figures in Rs Crores rounded to nearest first decimal			
Revenue from Operations	526.5	498.1	
Other Income	33.4	24.5	
<b>TOTAL REVENUE (A)</b>	<b>559.9</b>	<b>522.6</b>	 <b>7%</b>
Consumption	53.7	48.8	
Employee Benefits*(excluding third party cost)	128.8	109.7	
Administrative & Other Expenses	209.2	184.1	
<b>TOTAL EXPENDITURE (B)</b>	<b>391.7</b>	<b>342.6</b>	
<b>EBITDA = (A) – (B)</b>	<b>168.2</b>	<b>180.0</b>	 <b>(7)%</b>
Less: Depreciation & Amortization	33.4	31.9	
<b>EBIT</b>	<b>134.8</b>	<b>148.1</b>	
Less: Finance Costs	4.6	6.2	
<b>PBEIT</b>	<b>130.2</b>	<b>141.9</b>	
Add: Share of net profit of associates and joint ventures	5.4	3.2	
Add/(less): Exceptional Items	(2.2)	-	
Less: Tax Expense	36.7	39.0	
<b>Profit / (Loss) for the period from continuing operations</b>	<b>96.7</b>	<b>106.1</b>	 <b>(9)%</b>
Profit from discontinued operations	0.0	0.0	
Items that may not be reclassified to Profit or Loss	(0.4)	(2.2)	
Items that may be reclassified to Profit or Loss	(2.3)	(0.4)	
<b>Total Other Comprehensive Income / Loss (net of tax)</b>	<b>94.0</b>	<b>103.5</b>	
Less: Non-Controlling Interest in total comprehensive income	3.9	2.3	
<b>Total Comprehensive Income / (Loss) for the period</b>	<b>90.1</b>	<b>101.2</b>	

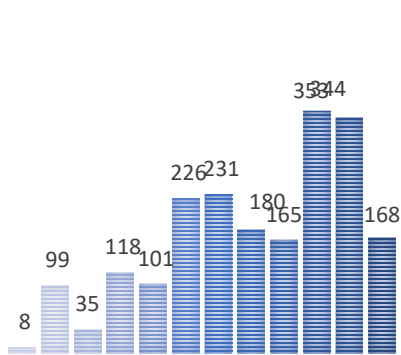
# Performance Highlights (Consolidated)

Q-o-Q CONSOLIDATED Financial Results for starting from Q2 FY22 to Q1 FY25

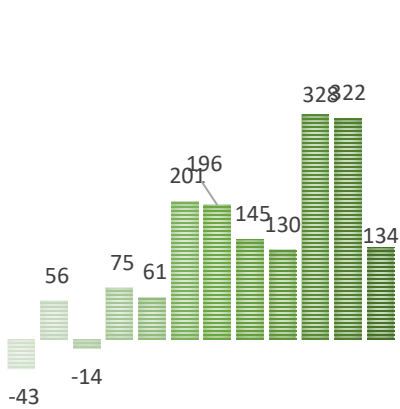
Revenue



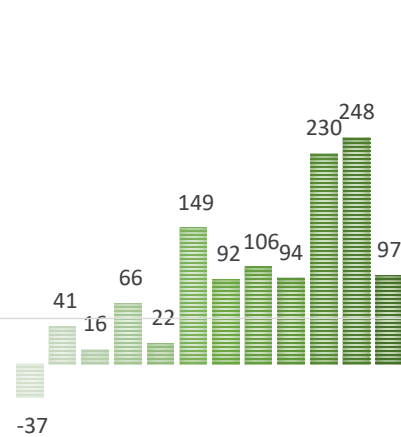
EBITDA



PBT (before exceptional items)



PAT



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



# Premium positioning reflected in Awards & Accolades

## Travel +Leisure, USA World's Best Awards 2024

- The Oberoi Rajvilas, Jaipur ranked the Best Hotel in the World
- The Oberoi Amarvilas, Agra enters Travel + Leisure, USA Hall of Fame for featuring amongst the Top 25 Resorts in Asia for ten consecutive years.
- Four Oberoi Hotels & Resorts amongst Top 15 Resorts in Asia: The Oberoi Rajvilas, Jaipur; The Oberoi Amarvilas, Agra; The Oberoi Vanyavilas, Ranthambhore and The Oberoi Udaivilas, Udaipur.
- The Oberoi ranked amongst the Top 3 River Cruise Lines in the World

## Travel +Leisure, Asia Delicious Dining Awards 2023

- Best Hotel Brand for Service Excellence: Oberoi Hotels & Resorts (Editor's Choice for three consecutive years)
- Best Speciality Cuisine: Wabi Sabi, The Oberoi, Bengaluru (Editor's Choice)
- Best Emerging Restaurant: ZIYA, The Oberoi, Gurgaon (Editor's Choice)
- Best New Culinary Experience: AMADEO By Oberoi (Editor's Choice)

## Telegraph Travel Awards, UK 2023

- Oberoi Hotels & Resorts ranked #2 as the Best Hotel Group

## Conde Nast Traveller, USA & UK, 2023

- The Oberoi Udaivilas, Udaipur featured on The Gold List

## World's 50 Best Hotels, 2023

- The Oberoi Amarvilas, Agra: The only Indian hotel to feature in the inaugural ranking

## La Liste, France, 2023

- The Oberoi Udaivilas, Udaipur ranked #3 as the Best Hotel in the World

## CII DX Awards 2023

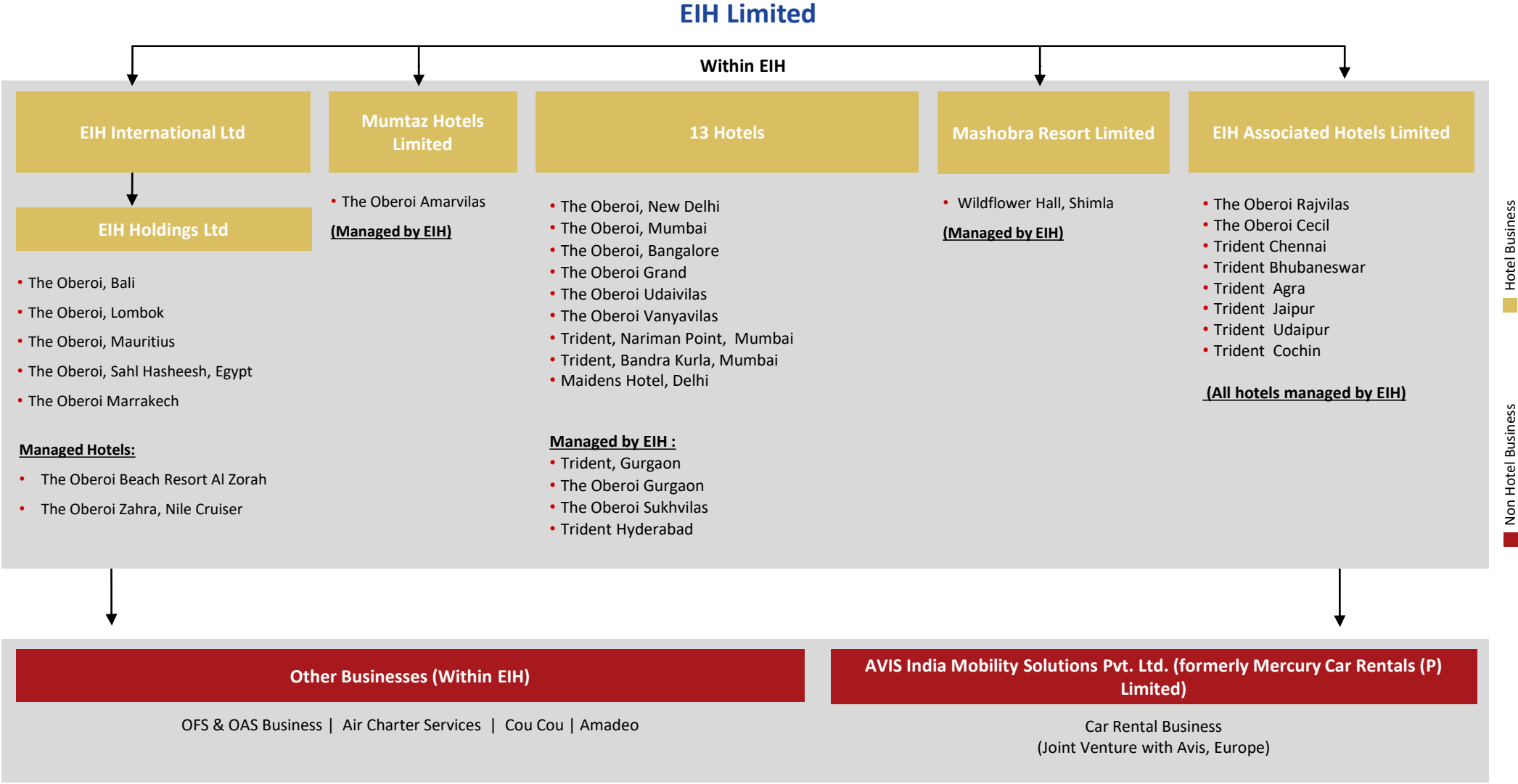
- Award for Best Practice in Digital Transformation in Finance Operations to The Oberoi Centre of Excellence



# Business Footprint

Period ended 30<sup>th</sup> June 2024

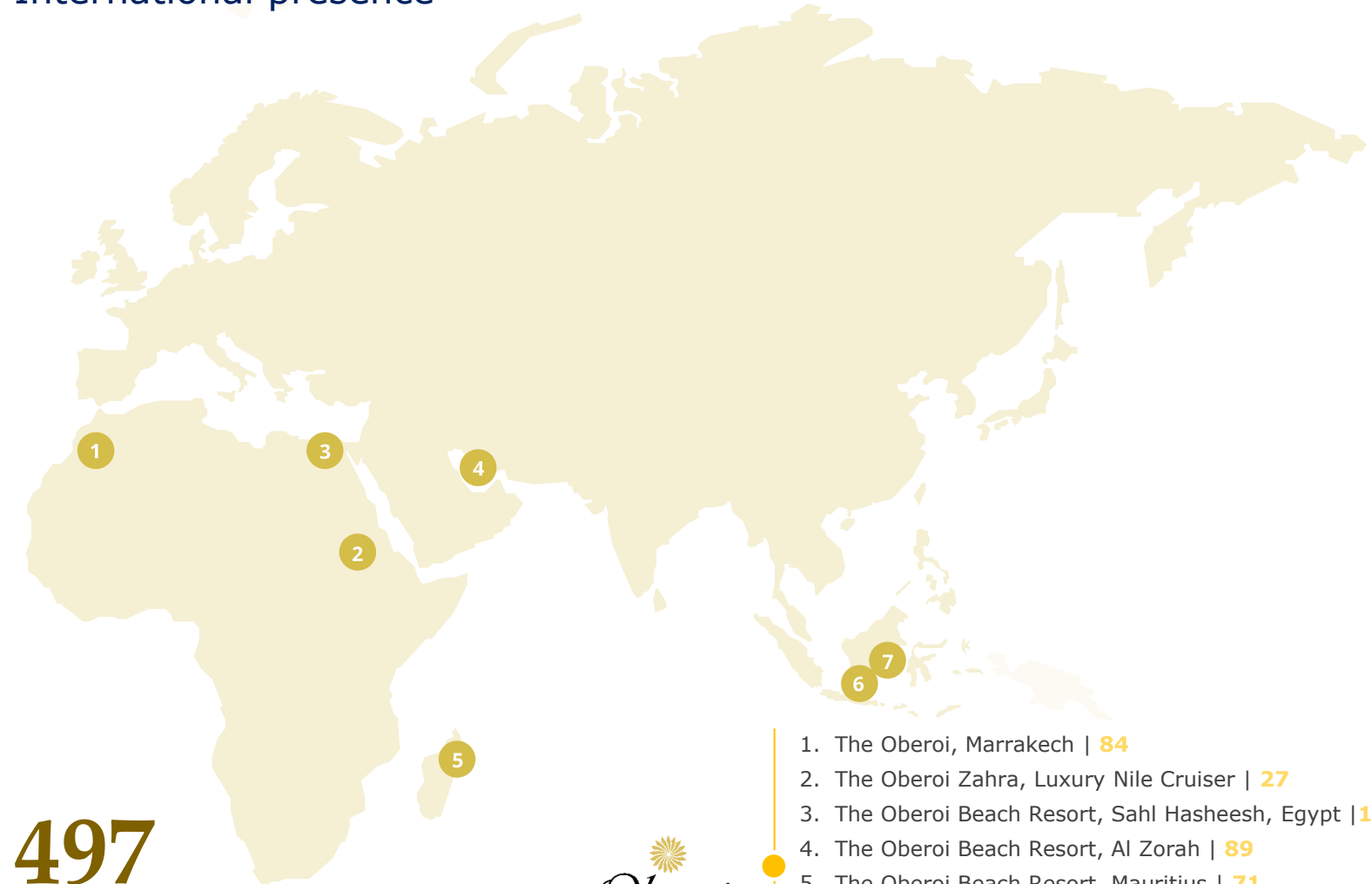
# Corporate Structure





Widespread  
presence across  
attractive  
destinations

## International presence



# 497

Keys under The Oberoi Brand  
(excluding India)



- 1. The Oberoi, Marrakech | **84**
- 2. The Oberoi Zahra, Luxury Nile Cruiser | **27**
- 3. The Oberoi Beach Resort, Sahl Hasheesh, Egypt | **102**
- 4. The Oberoi Beach Resort, Al Zorah | **89**
- 5. The Oberoi Beach Resort, Mauritius | **71**
- 6. The Oberoi Beach Resort, Bali | **74**
- 7. The Oberoi Beach Resort, Lombok | **50**

● ROOMS

Widespread presence  
across attractive  
destinations (Contd.)

## National presence



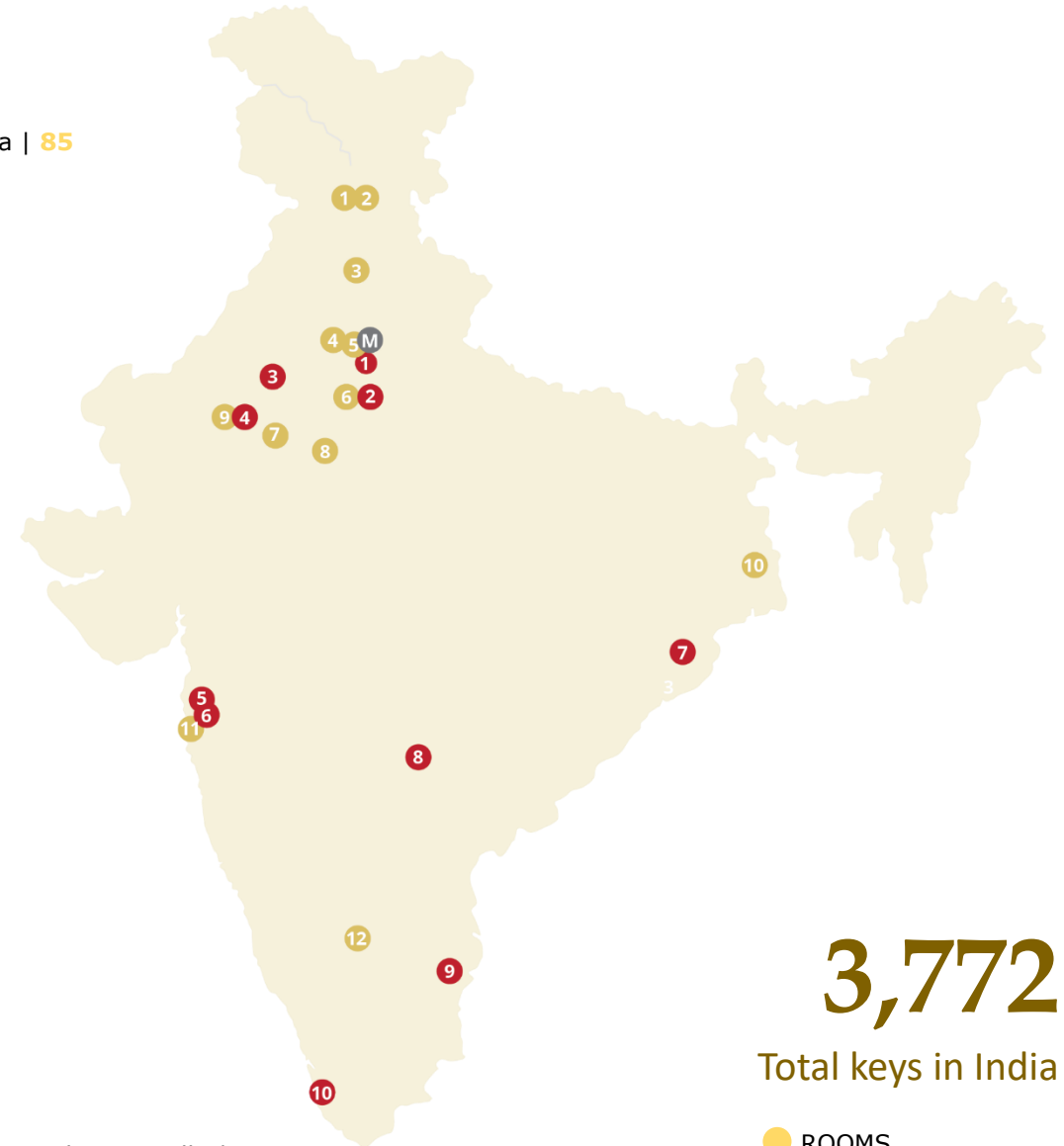
1. Wildflower Hall, An Oberoi Resort, Shimla | **85**
2. The Oberoi Cecil, Shimla | **75**
3. The Oberoi Sukhvilās Spa Resort, New Chandigarh | **60**
4. The Oberoi, Gurgaon | **202**
5. The Oberoi, New Delhi | **220**
6. The Oberoi Amarvilās, Agra | **102**
7. The Oberoi Rajvilās, Jaipur | **71**
8. The Oberoi Vanyavilās, Wildlife Resort, Ranthambhore | **25**
9. The Oberoi Udaivilās, Udaipur | **87**
10. The Oberoi Grand, Kolkata | **209**
11. The Oberoi, Mumbai | **217**
12. The Oberoi, Bengaluru | **160**



**TRIDENT**  
HOTELS

1. Trident, Gurgaon | **136**
2. Trident, Agra | **135**
3. Trident, Jaipur | **132**
4. Trident, Udaipur | **142**
5. Trident, Bandra Kurla, Mumbai | **436**
6. Trident, Nariman Point, Mumbai | **586**
7. Trident, Bhubaneshwar | **62**
8. Trident, Hyderabad | **323**
9. Trident, Chennai | **167**
10. Trident, Cochin | **85**
- M Maidens Hotel, New Delhi | **55**

Classification | External



**3,772**  
Total keys in India

● ROOMS



**THANK YOU**