

29th July 2022

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,

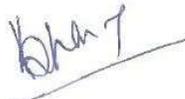
Pursuant to Regulation 30(6) of SEBI (Listing Obligation and Disclosure Requirement) Regulation, 2015 (Listing Regulations), please find enclosed the copy of the presentation to be circulated to Investor / Analysts in respect of the Unaudited Financial Results (Standalone and Consolidated) of the Company for the first quarter ended 30th June 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

EIH Limited

Investors' Conference Call

Quarter ended June 2022



Indian Hospitality Industry

Key Highlights – Q1FY23

- Average rates in Indian hotel sector remained relatively flat in May 2022 compared to Apr 2022, while RevPAR and occupancy fell slightly from the previous month
- Domestic air traffic in India increased by more than 11% in May 2022 compared to the previous month, nearly reaching pre-pandemic levels of May 2019
- Mumbai continued to be the market leader, with occupancy of more than 80% in May 2022, followed by Pune and Bengaluru
- While rising travel costs have yet to have a discernible impact on travel demand, the industry's recovery may be hampered due to ongoing economic and global headwinds

Source: HVS Anarock Report (June 2022 edition)



Indian Hospitality Industry Overview

EIH RevPAR Growth Higher than Industry

Signs of growth visible in early months of FY23

INDUSTRY

Y-o-Y	May 2022		vs. May 2019		vs. May 2021
ADR	Rs 5,750 – Rs 5,950	⬆️	6-8%	⬆️	87-89%
Occupancy	63%-65%	⬆️	1-3pp	⬆️	46-48pp
RevPAR	Rs 3,622 – Rs 3,867	⬆️	10-12%	⬆️	615-617%

EIH

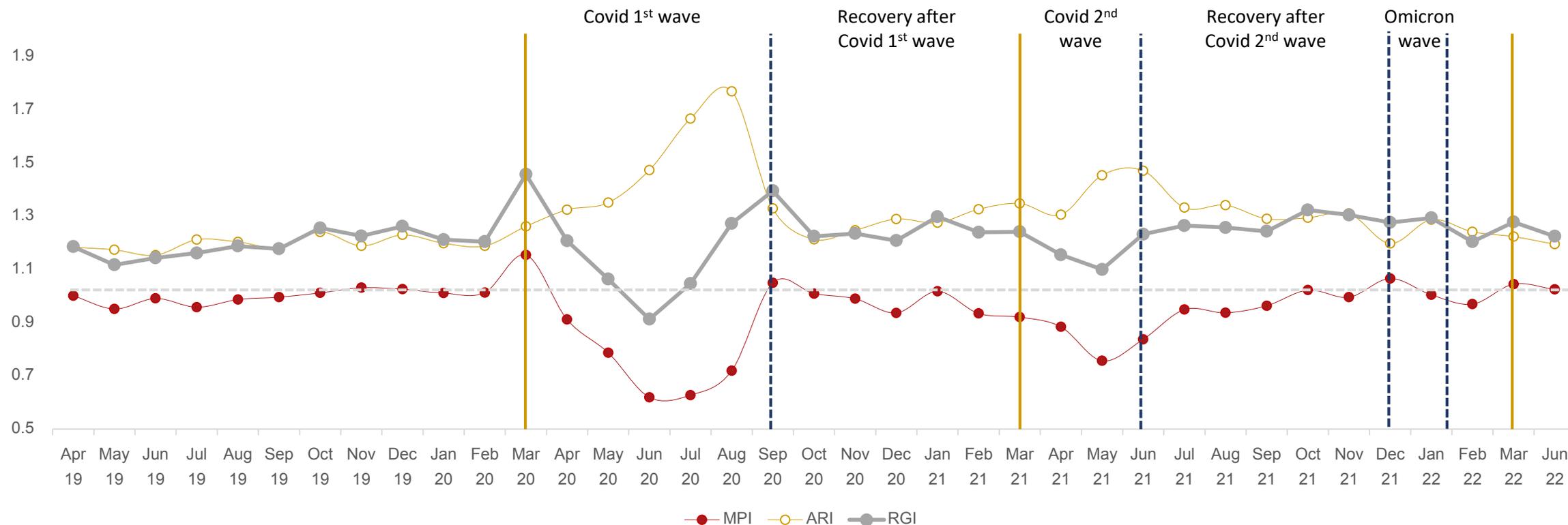
Owned Hotels	ADR	Rs 11,245	⬆️	12%	⬆️	59%
	Occupancy	79%	⬆️	21pp	⬆️	255pp
	RevPAR	Rs 8,755	⬆️	47%	⬆️	1067%
Domestic Hotels (including managed)	ADR	11,066	⬆️	14%	⬆️	35%
	Occupancy	72%	⬆️	13pp	⬆️	167pp
	RevPAR	Rs 7,906	⬆️	38%	⬆️	982%

RevPAR Index (May)

FY23 – 2.34 | FY20 –
1.76
[Owned Hotels]

FY23 – 2.11 | FY20 –
1.70
[Domestic Hotels (including managed)]

Indices relative to Competition | Domestic Hotels (including managed)



Source: STR Global



Our Outlook

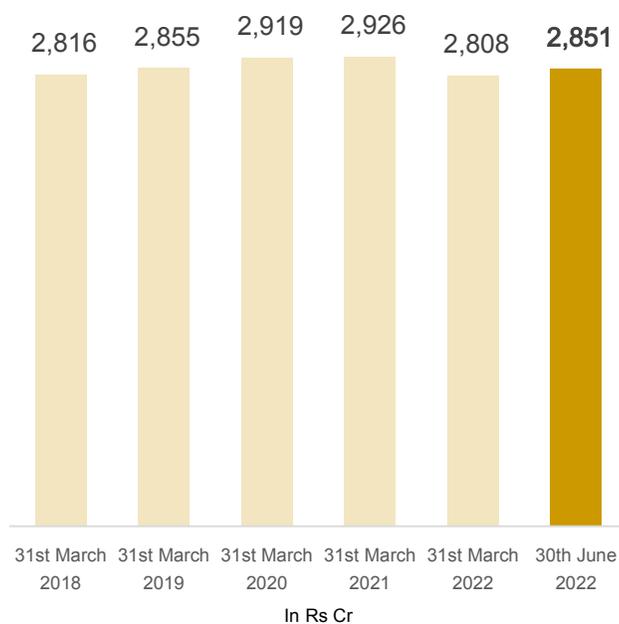
Endure | Revitalize | Flourish

Endure

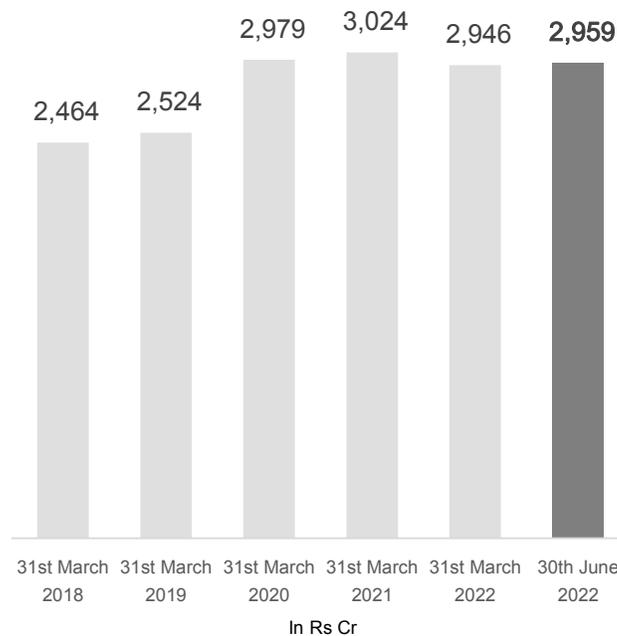
Strong Balance Sheet | Financial Agility | Highest Standards of Health and Safety | Focus on Energy Conservation



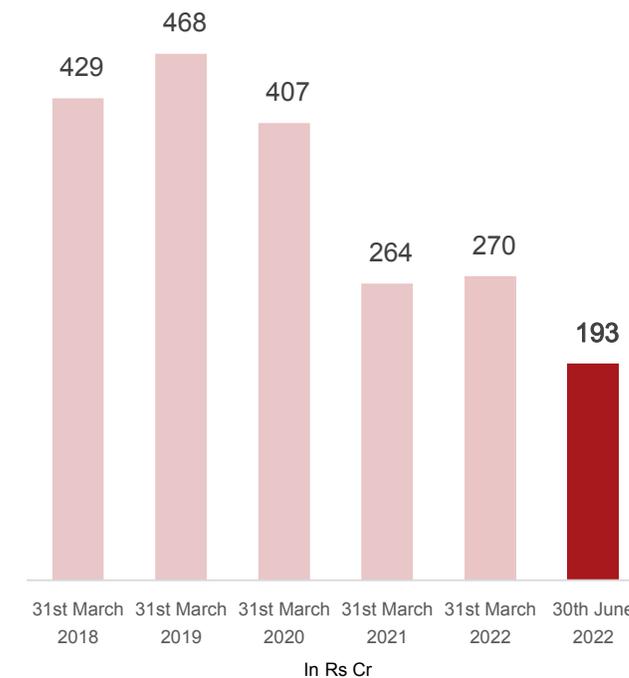
Strong Balance Sheet (Standalone)



NET WORTH



STRONG ASSET* BASE

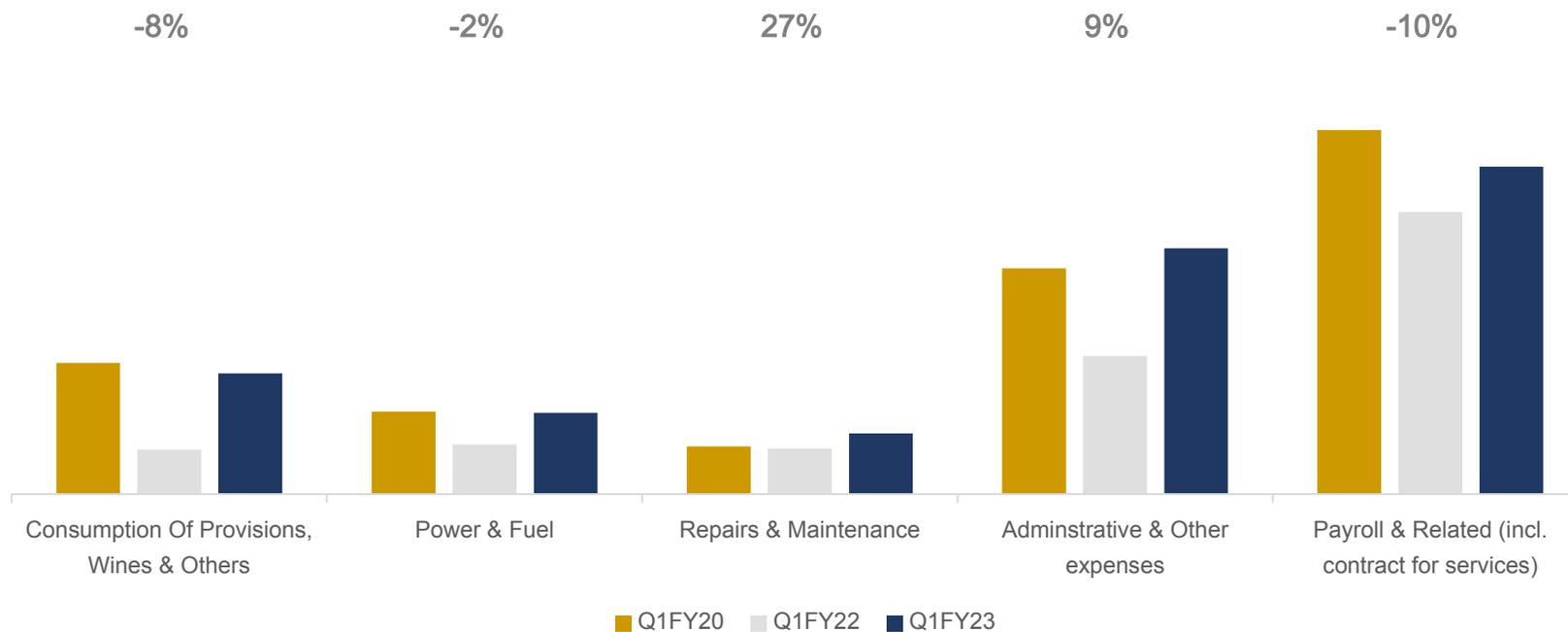


BANK NET DEBT

- Our Balance Sheet strength have helped in controlling the finance costs and obtain lowest interest rates from bank.
- Weighted Average Cost of Debt as on 30th June 2022 was 7.4%

*Total Gross Fixed Assets

Financial Agility | Significantly enhanced operational efficiencies



Increase (Q1FY23 vs. Q1FY20) in

↑ **18%**
Total Revenue

Reduction (Q1FY23 vs. Q1FY20) in

↓ **2%**
Total Expenses

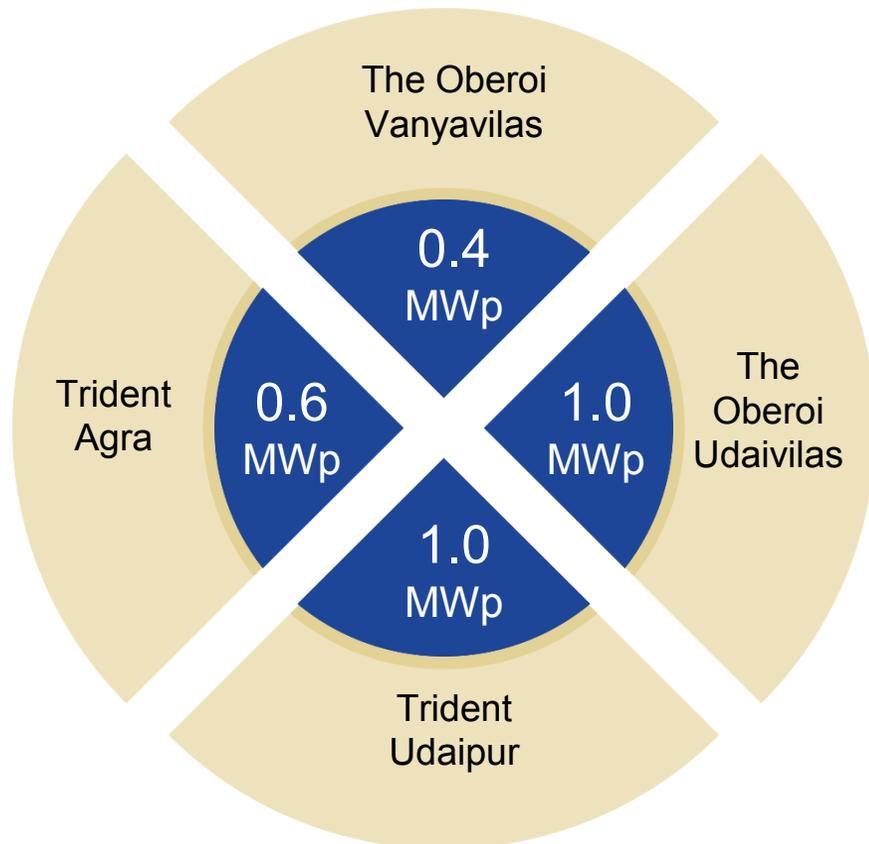
Reduction (Q1FY23 vs. Q1FY20) in

↓ **10%**
Fixed Expenses

Reduction (Q1FY23 vs. Q1FY20) in

↓ **1 pp**
Variable Expenses

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 ~ ` 10.9 p.u. to ~ ` 5.9 p.u.

Hotels consuming Renewable Energy

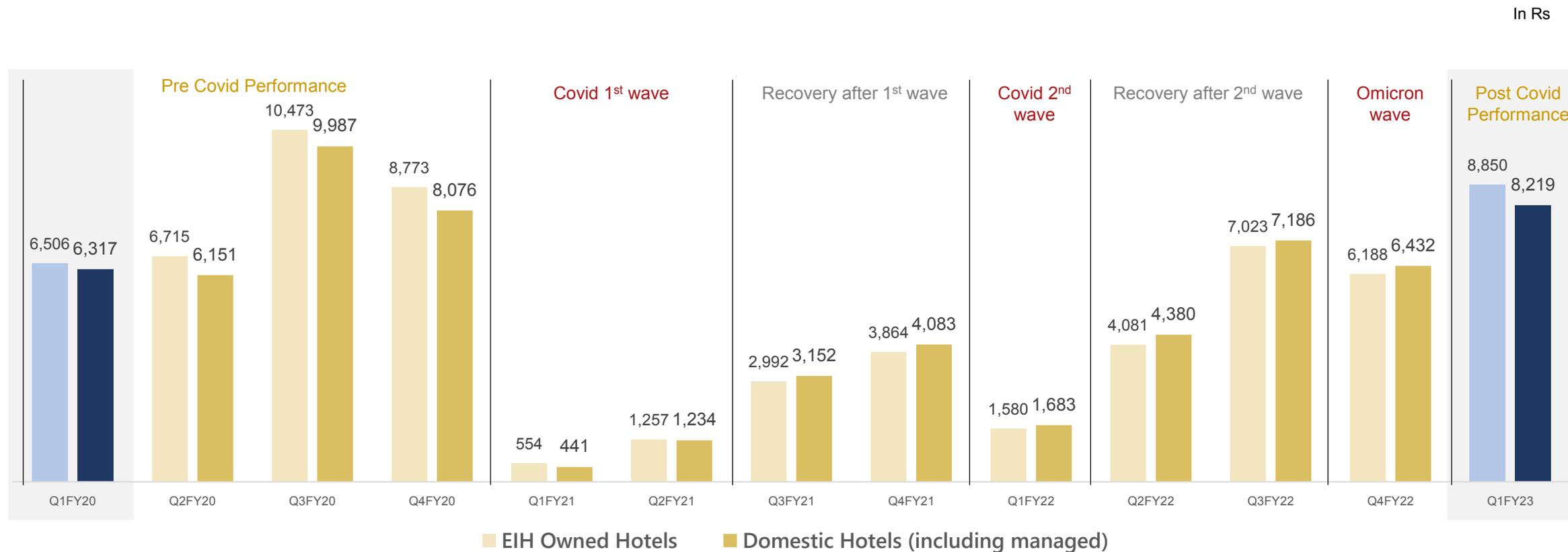
- The Oberoi Gurgaon
- Trident Gurgaon
- The Oberoi Vanyavilas
- The Oberoi Udaivilas
- Trident Agra
- Trident Udaipur
- The Oberoi Bengaluru
- Trident Bandra Kurla
- Trident Chennai
- OFS, Chennai



Revitalize

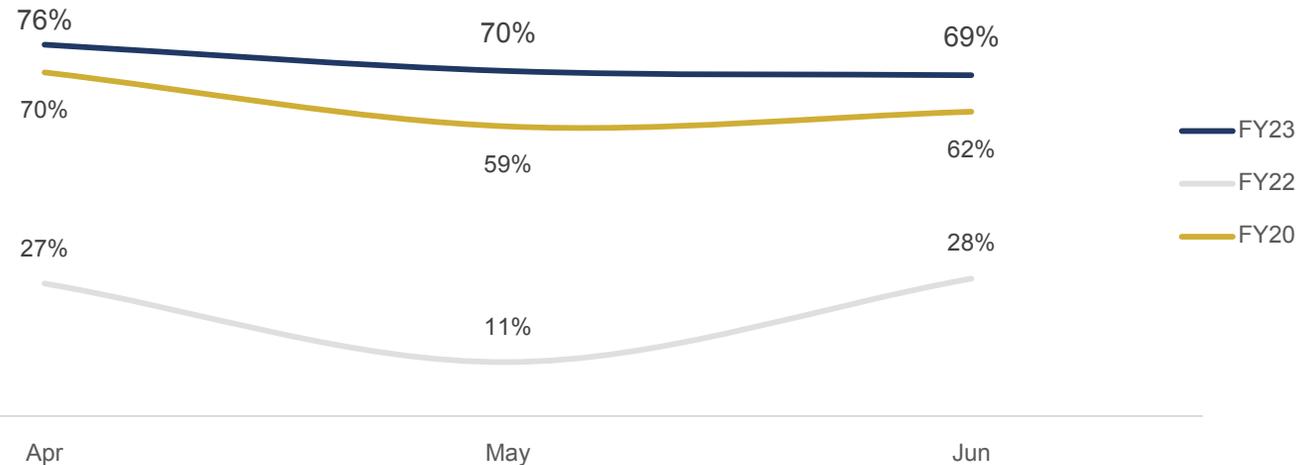
Surpassed Pre-Covid performance

Q₁ RevPAR surpassed pre-pandemic level

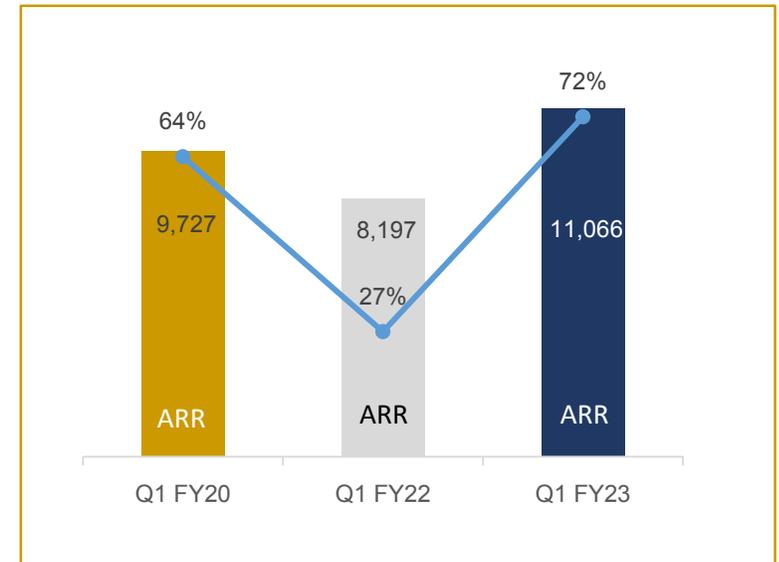
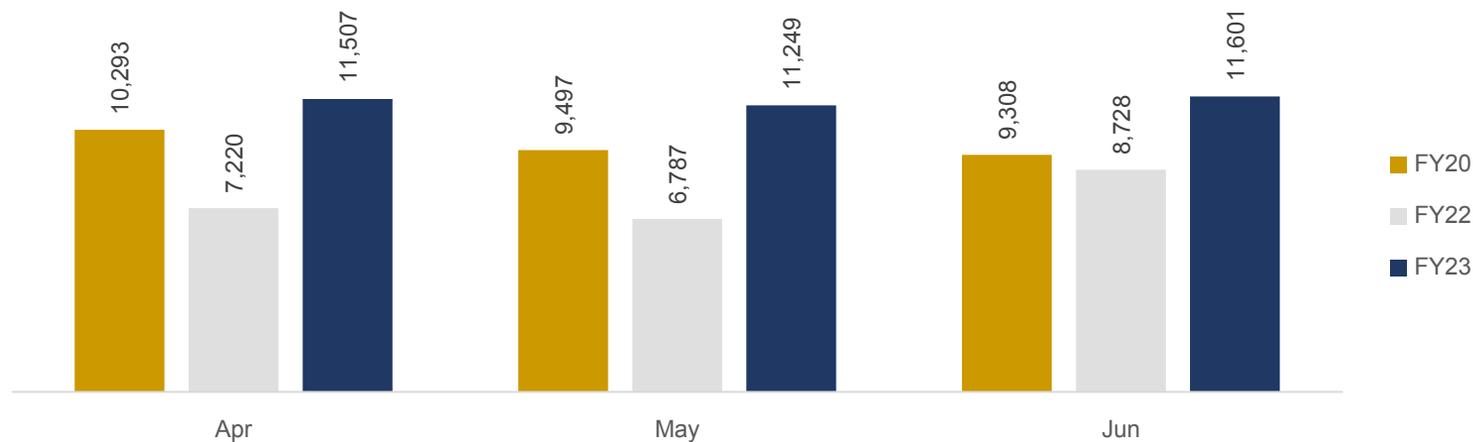


Q₁ ARR and Occupancy Performance at Domestic Hotels (including managed)

Occupancy

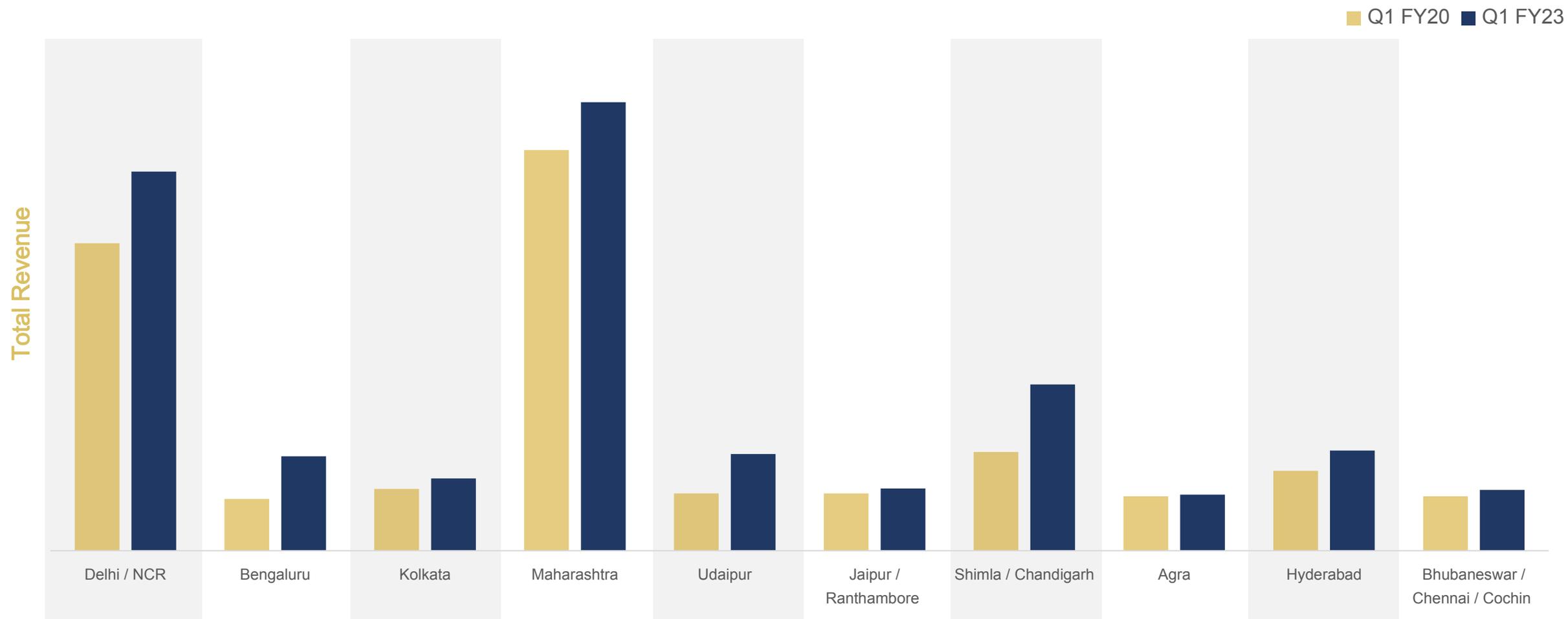


ARR



In Rs

Q₁ City wise revenue growth at Domestic Hotels (including managed)

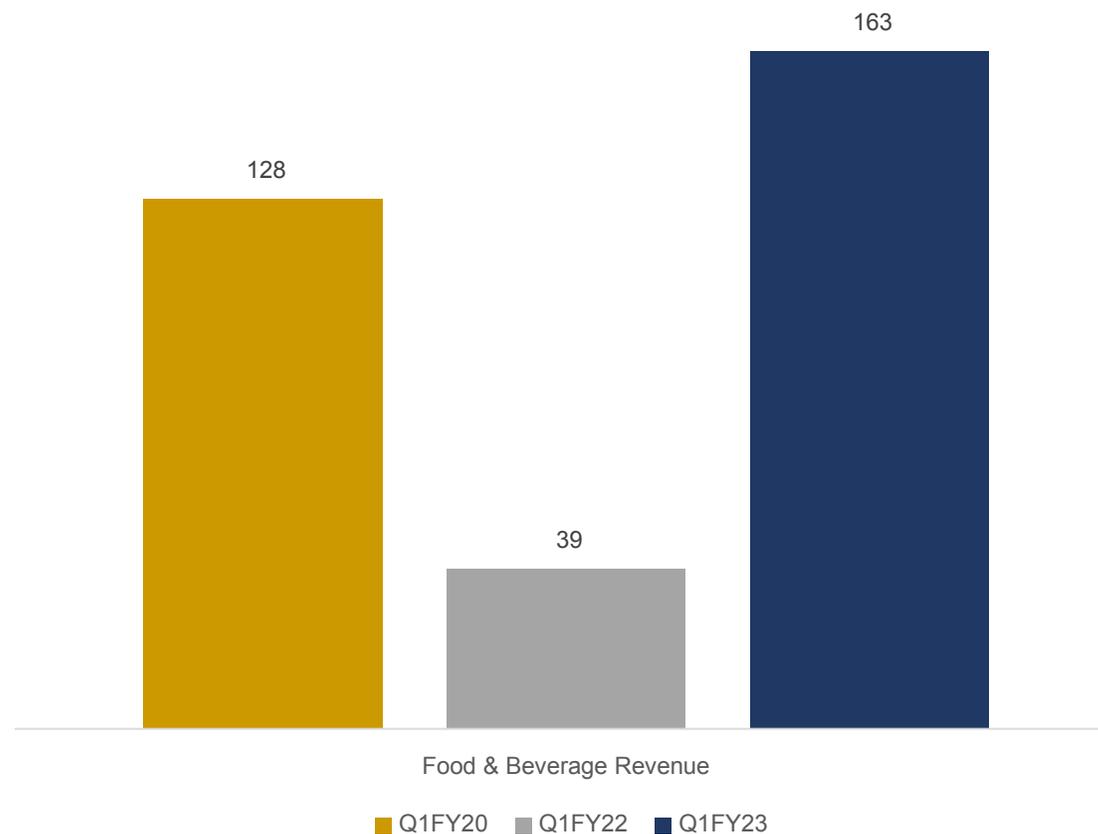


*At Udaipur, one of EIH managed hotel was under partial renovation in Q₁ FY20

Q₁ Occupancy and ARR performance at Domestic Hotels (including managed)



Q₁ F&B Revenue in Domestic Hotels (including managed)



Focus on Food & Beverage Revenue continues. Q₁ revenue in current year is higher by ₹ 35 Crs (+28%) compared to same period pre-pandemic.



Flourish

World's Best Hotel Brand | Strong tailwinds in Corporate Segment Business

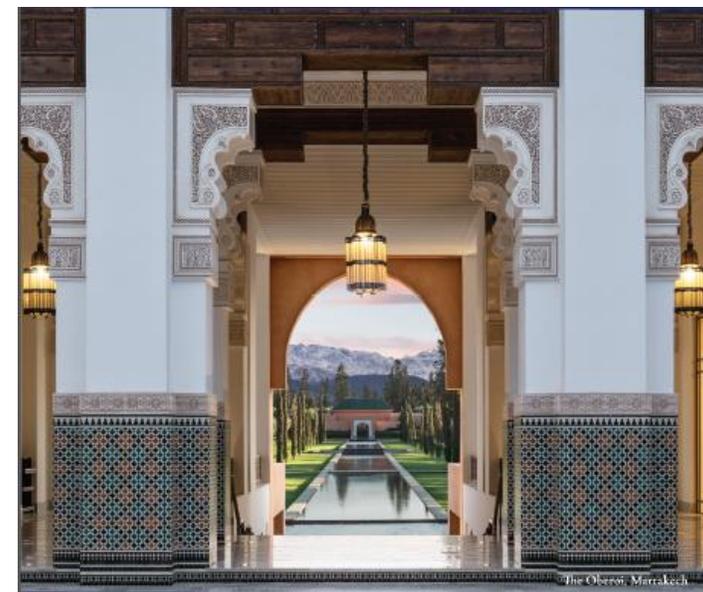
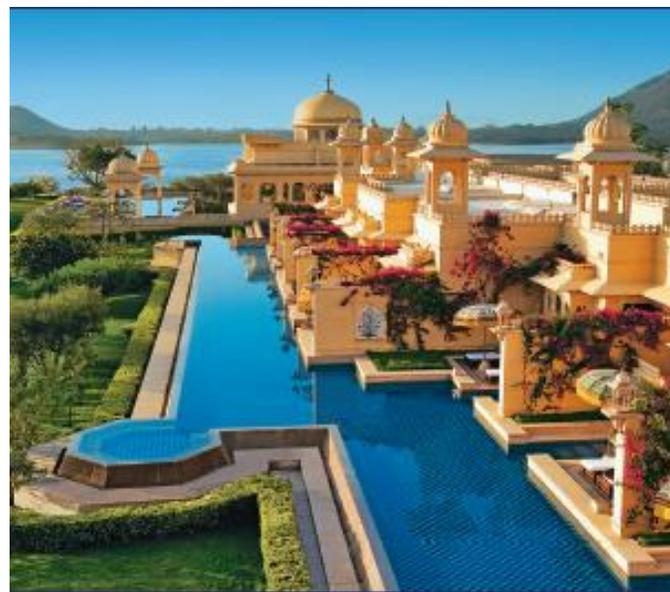
Best In The World

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



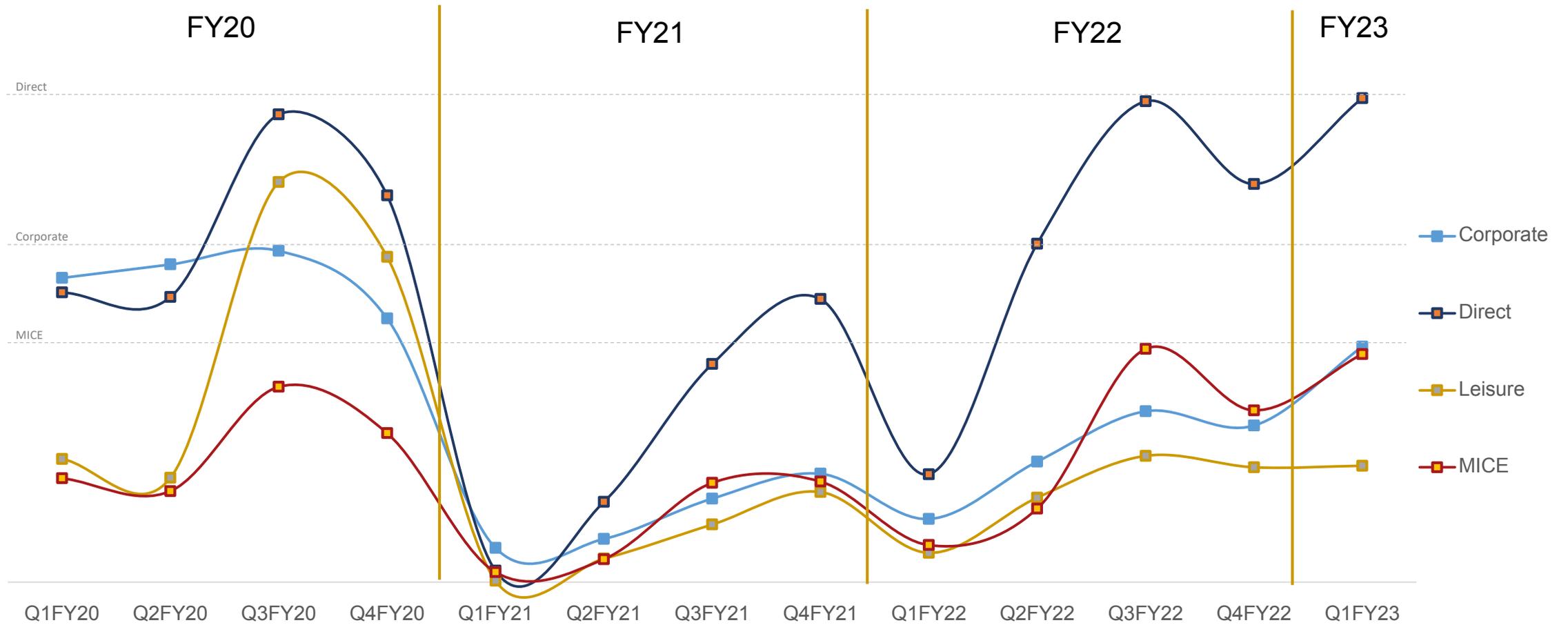
Highest Standards of Health and Safety



All Oberoi and Trident hotels received the highest Safety & Hygiene rating
“PLATINUM”
by Bureau Veritas*

*In all 5 audits conducted during October 2020 to April 2022

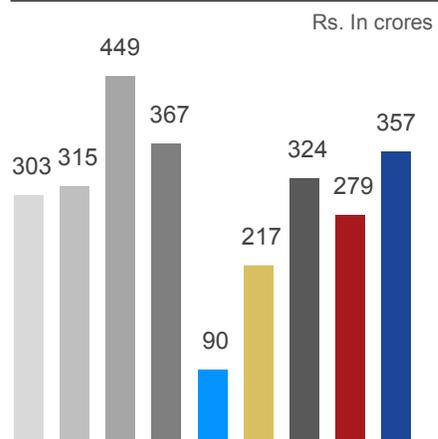
Trends | Strong tailwinds in Corporate and MICE



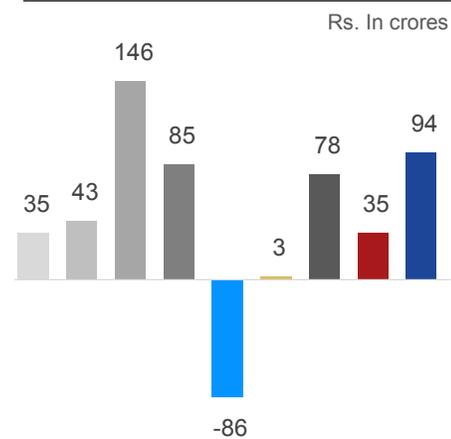
Performance Highlights (Standalone)

Q-o-Q STANDALONE Financial Results for starting from Q1 FY20 to Q1 FY23

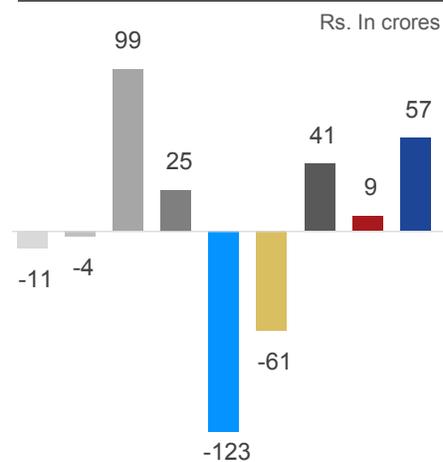
Revenue



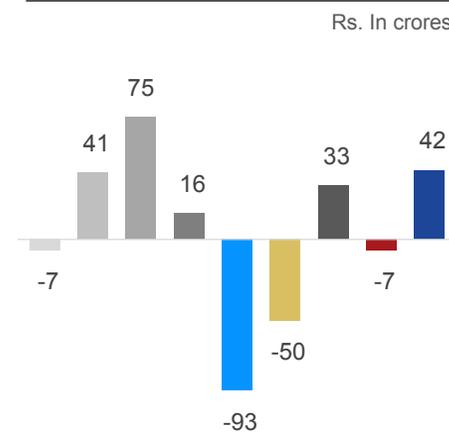
EBITDA



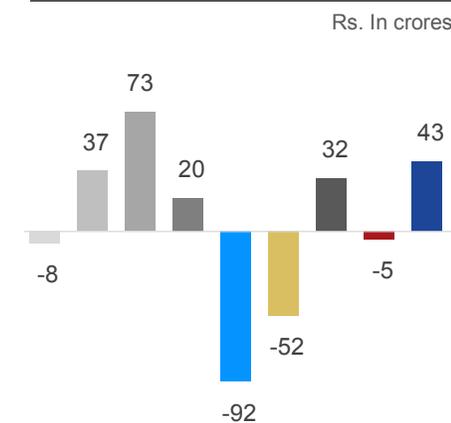
PBT



PAT



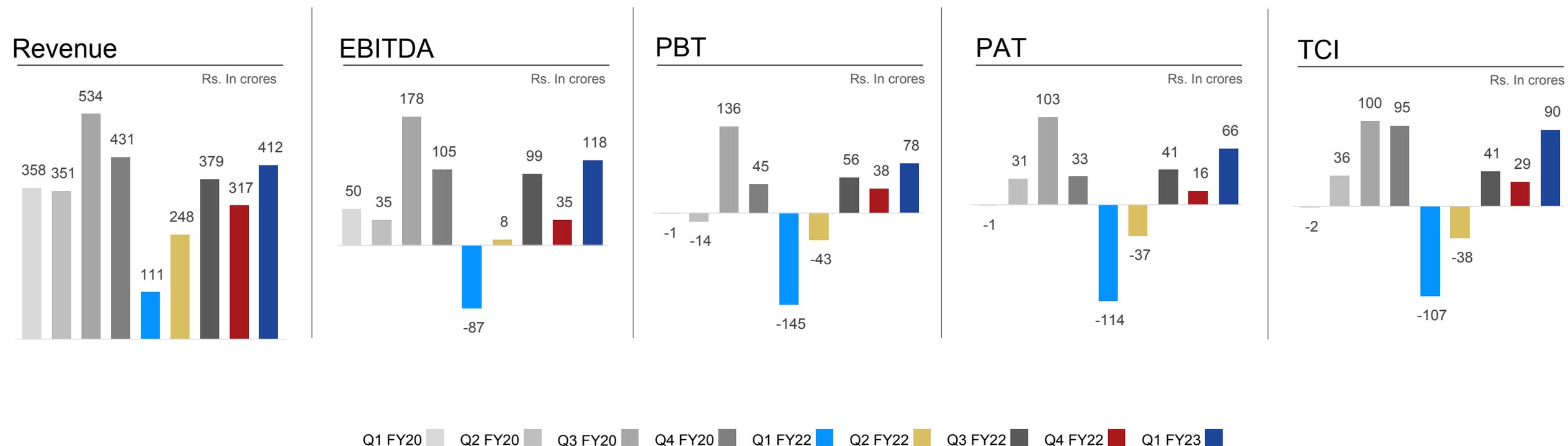
TCI



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

Performance Highlights (Consolidated)

Q-o-Q CONSOLIDATED Financial Results for starting from Q1 FY20 to Q1 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



EIH Limited | Performance Highlights

Period ended 30th June 2022

Performance Highlights (Standalone)

STANDALONE P&L	QTR 1	
<i>Figures in Rs Crores rounded to nearest first decimal</i>	FY23	FY22
Revenue from Operations	342.4	79.3
Other Income	14.6	10.9
TOTAL INCOME (A)	357.0	90.2
Consumption	38.0	14.1
Employee Benefits	103.1	88.9
Power, Fuel & Light	25.6	15.6
Administrative & Other Expenses	96.5	57.9
TOTAL EXPENDITURE (B)	263.2	176.5
EBITDA = (A) – (B)	93.8	(86.3)
<i>Less: Depreciation & Amortization</i>	28.9	28.5
EBIT	64.9	(114.8)
<i>Less: Finance Costs</i>	8.2	7.8
PBT	56.7	(122.6)
<i>Less: Exceptional Items</i>	-	-
<i>Less: Tax including Deferred Tax</i>	14.3	(29.5)
PAT	42.4	(93.1)

Performance Highlights (Consolidated)

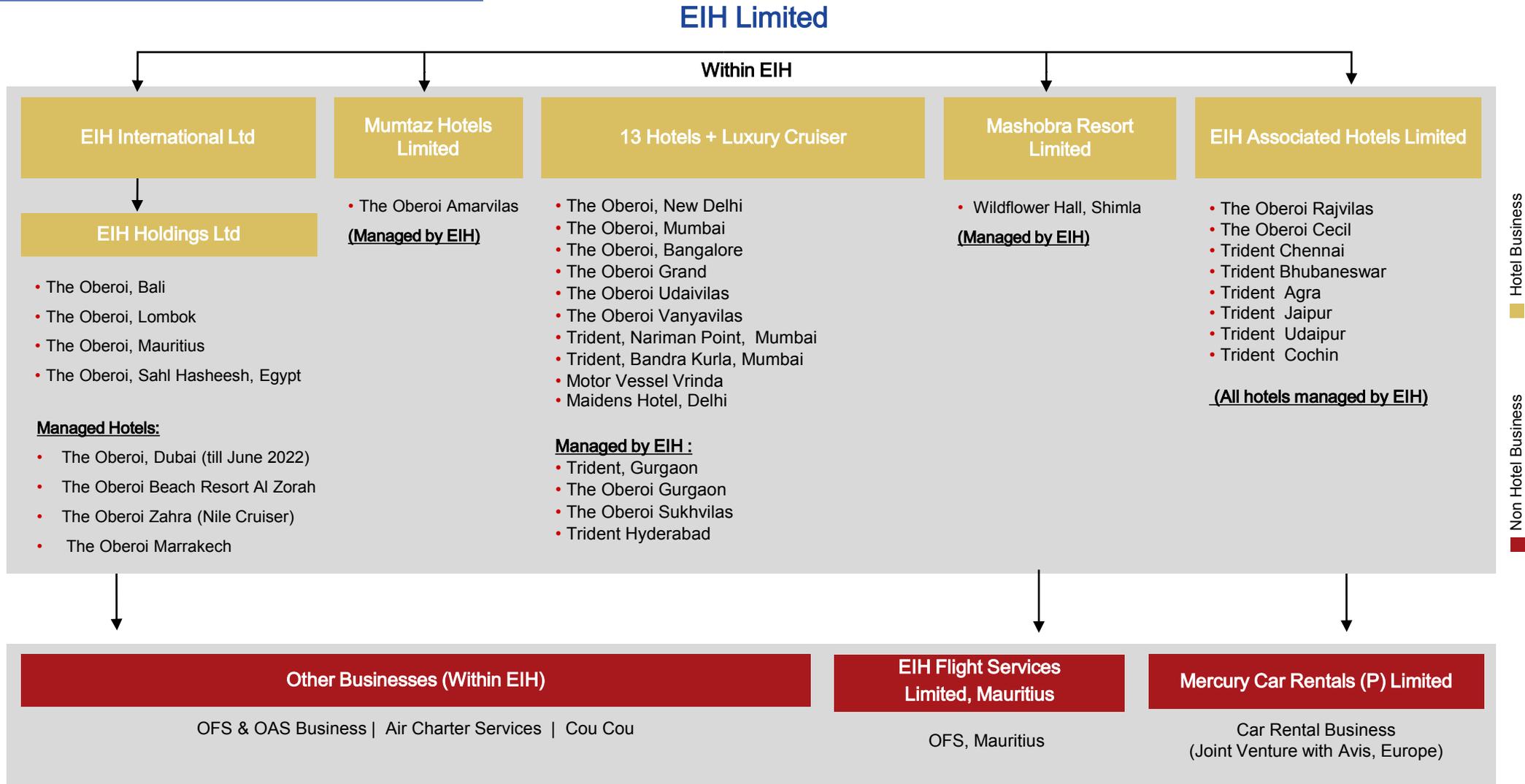
Consolidated P&L	Q1	
	FY23 (Actual)	FY22 (L.Y.)
<i>Figures in Rs Crores rounded to nearest first decimal</i>		
Revenue from Operations	394.3	95.2
Other Income	18.0	13.6
TOTAL REVENUE (A)	412.3	108.8
Consumption	41.1	15.0
Employee Benefits	98.6	89.5
Administrative & Other Expenses	155.1	89.9
TOTAL EXPENDITURE (B)	294.8	194.4
EBITDA = (A) – (B)	117.5	(85.6)
<i>Less: Depreciation & Amortization</i>	31.4	30.8
EBIT	86.1	(116.4)
<i>Less: Finance Costs</i>	8.5	8.0
PBEIT	77.7	(124.4)
Share of net profit of associates and joint ventures	(2.6)	(17.3)
Exceptional Items	15.5	0.0
Tax Expense	21.1	(30.6)
Profit / (Loss) for the period from continuing operations	69.4	(111.2)
Items that may not be reclassified to Profit or Loss	0.2	0.8
Items that may be reclassified to Profit or Loss	24.2	6.9
Total Other Comprehensive Income / Loss (net of tax)	90.3	(106.5)
<i>Less: Non-Controlling Interest in total comprehensive income</i>	3.4	(0.8)
Total Comprehensive Income / (Loss) for the period	86.9	(105.7)



Business Footprint

Period ended 30th June 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



The Oberoi, Marrakech

The Oberoi Zaira,
Luxury Nile Cruiser

The Oberoi Beach Resort,
Sahl Hasheesh, Egypt

The Oberoi Philae,
Luxury Nile Cruiser,
River Nile, Egypt

The Oberoi Beach Resort,
Al Zohra

The Oberoi, Dubai



The Oberoi Beach Resort, Bali



The Oberoi Beach Resort,
Lombok



The Oberoi Beach
Resort,
Mauritius

749 keys
under The Oberoi Brand
[excluding India]

THANK YOU

