



May 9, 2020

MHRIL/SE/20-21/10

Listing Compliance  
National Stock Exchange of India Limited  
Exchange Plaza, Plot No. C/1, G Block  
Bandra-Kurla Complex  
Bandra (E), Mumbai - 400 051  
**Scrip Code: MHRIL**

Department of Corporate Services  
BSE Limited  
Floor 25, PJ Towers,  
Dalal Street  
Mumbai – 400 001  
**Scrip Code: 533088**

Dear Sir / Madam,

**Sub: Presentation on the Financial Results for the quarter and financial year ended March 31, 2020**

Pursuant to Regulation 30 of the Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015 ("SEBI Listing Regulations"), please find enclosed a presentation on the Financial Results of the Company for the quarter and financial year ended March 31, 2020 to be made to the Investors / Analysts.

The aforesaid presentation is also being hosted on the website of the Company, [www.clubmahindra.com](http://www.clubmahindra.com) in accordance with Regulation 46 of the SEBI Listing Regulations.

Kindly take the same on record.

Thanking you,

Yours faithfully,  
For **Mahindra Holidays & Resorts India Limited**

Dhanraj  
Narsappa  
Mulki

Digitally signed by Dhanraj Narsappa Mulki  
DN: c=IN, o=Personal, cn=Dhanraj Narsappa  
Mulki,  
serialNumber=1ac55b96ed3ba12ee51acf3f4  
b328ac114b6888ba4995bbafd72a2952aca7d  
bd, postalCode=400104,  
2.5.4.20=6c35623ee3f5792811758b61e7813  
ec46b00a4b7ed7c1cc84b59df2724d2bc55,  
st=Maharashtra, title=  
Date: 2020.05.09 19:21:18 +05'30'

Dhanraj Mulki  
General Counsel & Company Secretary

Encl: as above

**Mahindra Holidays & Resorts India Limited**

**Corporate Office:** Mahindra Tower, 1st Floor, 'A' Wing, Dr. G.M.Bhosle Marg, P.R.Kurane Chowk, Worli, Mumbai - 400 018.  
t: +91 22 3368 4722

**Registered Office:** Mahindra Tower, 2nd Floor, 17/18 Patullos Road, Chennai - 600 002 t +91 44 3988 1000 f +91 44 3027 7778  
e: memberrelations@clubmahindra.com / www.clubmahindra.com / CIN: L55101TN1996PLC036595



# Mahindra Holidays & Resorts India Limited

Q4 FY20 Investor Presentation  
9th May 2020

Pristine Peaks by  
Club Mahindra, Naldehra,  
Himachal Pradesh



## Disclaimer

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*This presentation may contain 'forward looking statements' within the meaning of applicable laws and regulations. Investors are cautioned that 'forward looking statements' are based on certain assumptions, which Mahindra Holidays & Resorts India Limited considers reasonable at this time and our views as of this date and are accordingly subject to change. Actual results might differ substantially or materially from those expressed or implied. The Company undertakes no obligation to publicly update or revise any forward looking statements, whether as a result of new information, future events or otherwise. Future results, performance and achievements may be affected by general economic conditions, regulatory environment, business conditions, changes in statutes and operating risks associated with the vacation ownership / hospitality industry and other circumstances and uncertainties. No representation / assurance is given by the Company as to achievement or completeness of any idea and / or assumptions.*

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Unique &  
Resilient  
Business Model



Leadership  
Position in  
Vacation  
Ownership

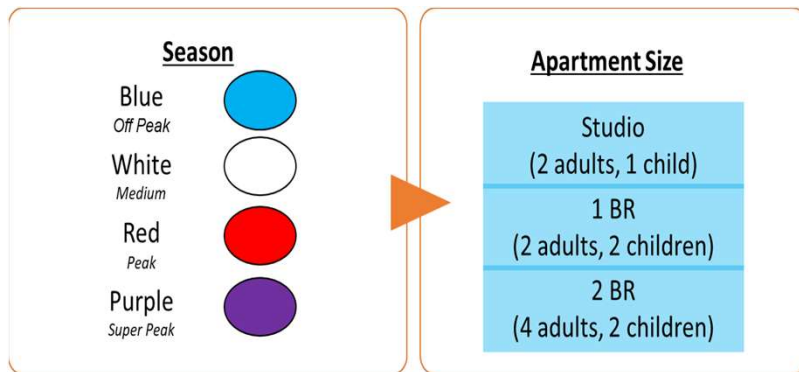


Q4 FY20  
Results  
Update



Holiday Club  
Resorts, Oy

## Club Mahindra (CMH 25) Flagship Product Offering



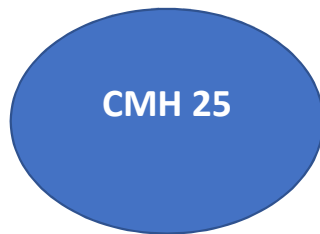
## Target Profile of CMH 25 Member



28+ years of age  
Married; 1-2 children (Age 3-15 years)  
NCCS A+ & A

Appreciates quality family time  
Takes regular vacation  
Seeking variety  
Plans in advance

## Product Portfolio



## Strategic Priorities

Grow Member Base

Strengthen & Leverage Brand

Create Marquee resorts in unexplored destinations

Member Engagement

Drive Operational Efficiency

Maximize Lifetime Value of members





# Sales Network and Revenue & Cost Model

## Sales Network

- 120+ branch offices, sales offices & channel partners
- Leads generated through Digital route, Referrals, Alliances, On-ground Events/Activities, Campaigns

## Cost Model

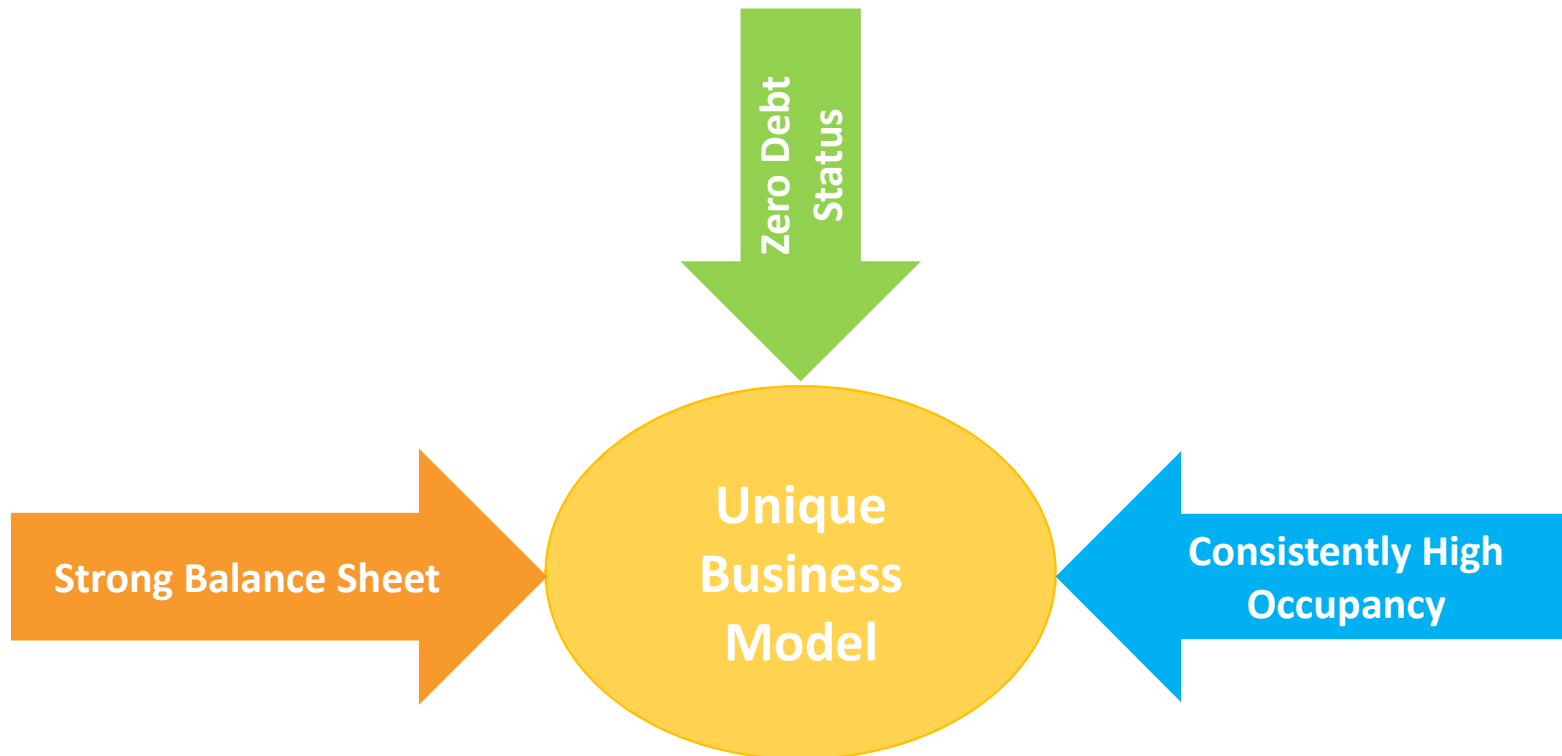
- ASF funds maintenance, renovation of resorts & member servicing

## Revenue Model

- Vacation Ownership Income
  - Admission Fee
  - Entitlement Fee
  - Income from Upgrades
- Annual Subscription Fee
- Interest on Instalments
- Resort Income
  - Room
  - F&B
  - Holiday Activity
  - Spa & Wellness

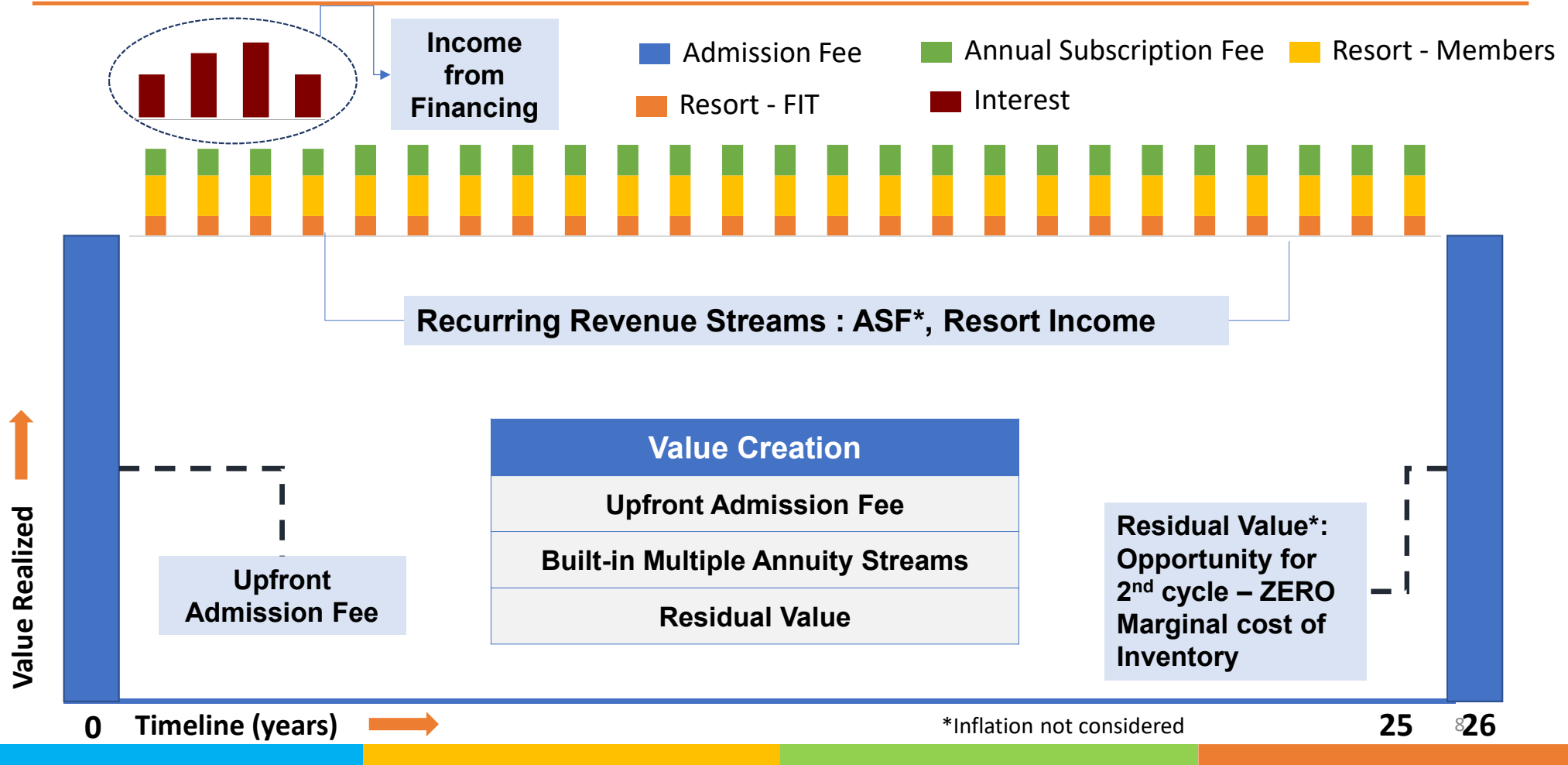


# Unique & Resilient Business Model



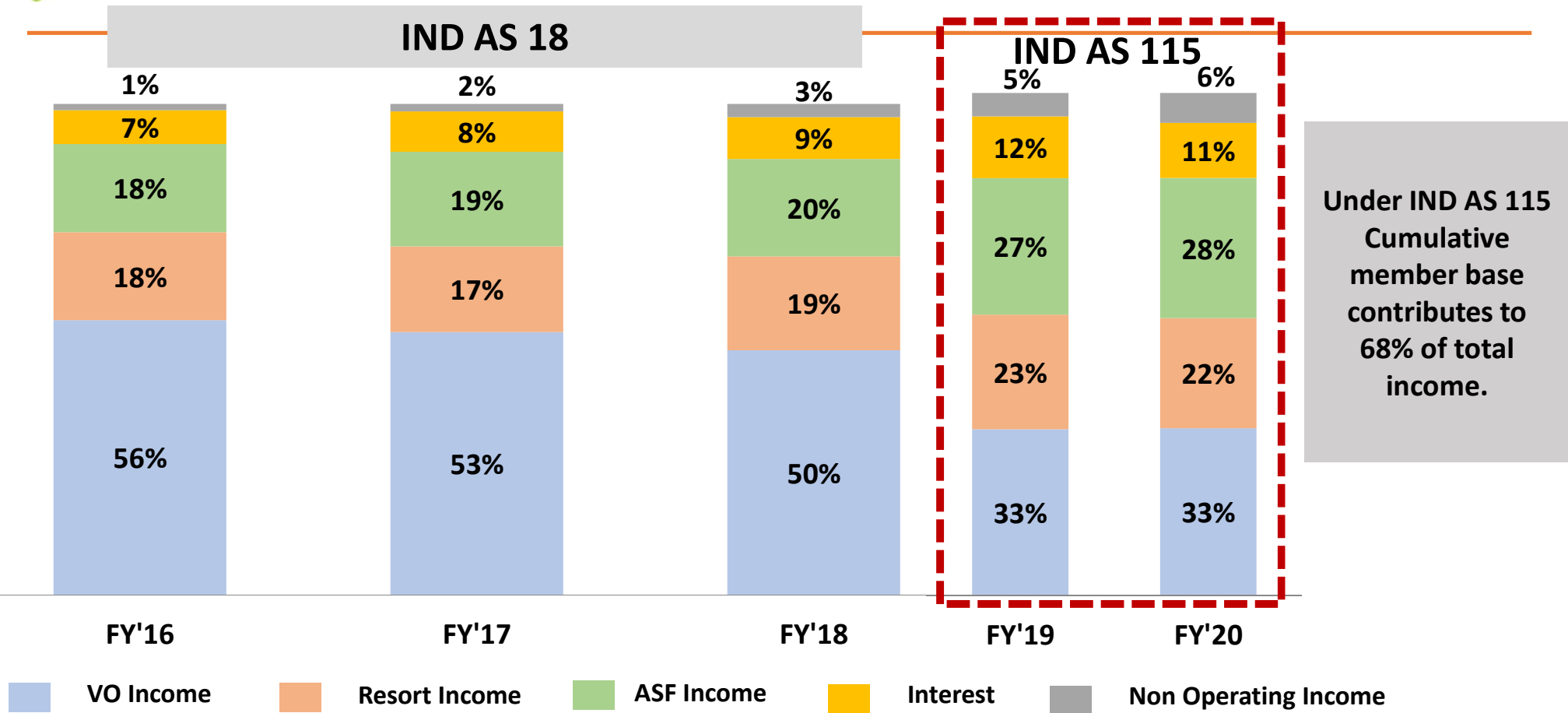


# Resilient Business Model



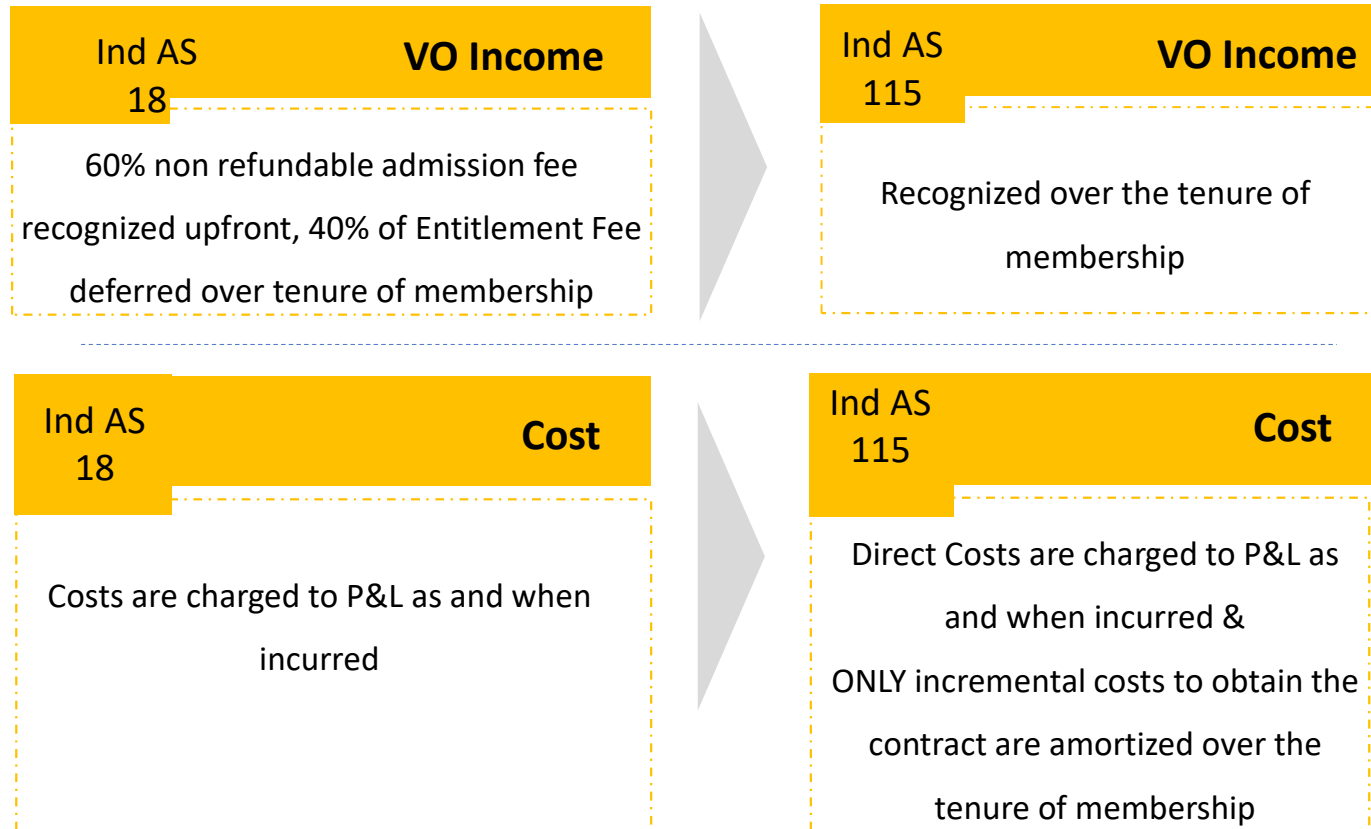


# Revenue Mix





# Company follows Ind AS 115 Accounting system from FY19



**While significant part of Income is deferred, significant expenses are charged upfront**



## IND AS 115 - Explained

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- **Income recognized equally over the tenure of membership (4% per year for 25 year product) as against 60% upfront in AS 18**
- **Only incremental costs to obtain the membership are amortized over the tenure of membership**
- **Unit economics remains the same over the tenure of the membership**
- **No impact on Cash Flows**
- **95%+ of the revenues are predictable and recurring thereby significantly increasing the visibility of revenues in the Future**
- **Deferred Revenue grows faster since 96% of sale value is deferred while the recognition in P&L is 4%**
- **Deferred Revenue increases every year from the growing Deferred Revenue Pool, without incremental cost, leading to improvement of profitability**

## Movement of Deferred Revenue

Rs in Lakhs		FY 20			FY 19		
Particulars	Vacation Ownership	Annual Subscription Fees	Total	Vacation Ownership	Annual Subscription Fees	Total	
<b>Opening Balance</b>	<b>510,745</b>	<b>13,187</b>	<b>523,932</b>	<b>493,103</b>	<b>12,239</b>	<b>505,342</b>	
i) Addition during the year	61,063	30,679	91,742	71,295	27,643	98,938	
ii) <b>Income recognized during the year</b>	<b>(34,671)</b>	<b>(29,130)</b>	<b>(63,801)</b>	<b>(31,546)</b>	<b>(26,139)</b>	<b>(57,685)</b>	
iii) Impact of one off cancellation of overdue members	-	-	-	(22,107)	(556)	(22,663)	
<b>Closing Balance</b>	<b>537,137</b>	<b>14,736</b>	<b>551,873</b>	<b>510,745</b>	<b>13,187</b>	<b>523,932</b>	

**Deferred Revenue grows from Rs 5239 Crs to Rs 5519 Crs, an increase of Rs 280 Crs in FY20**

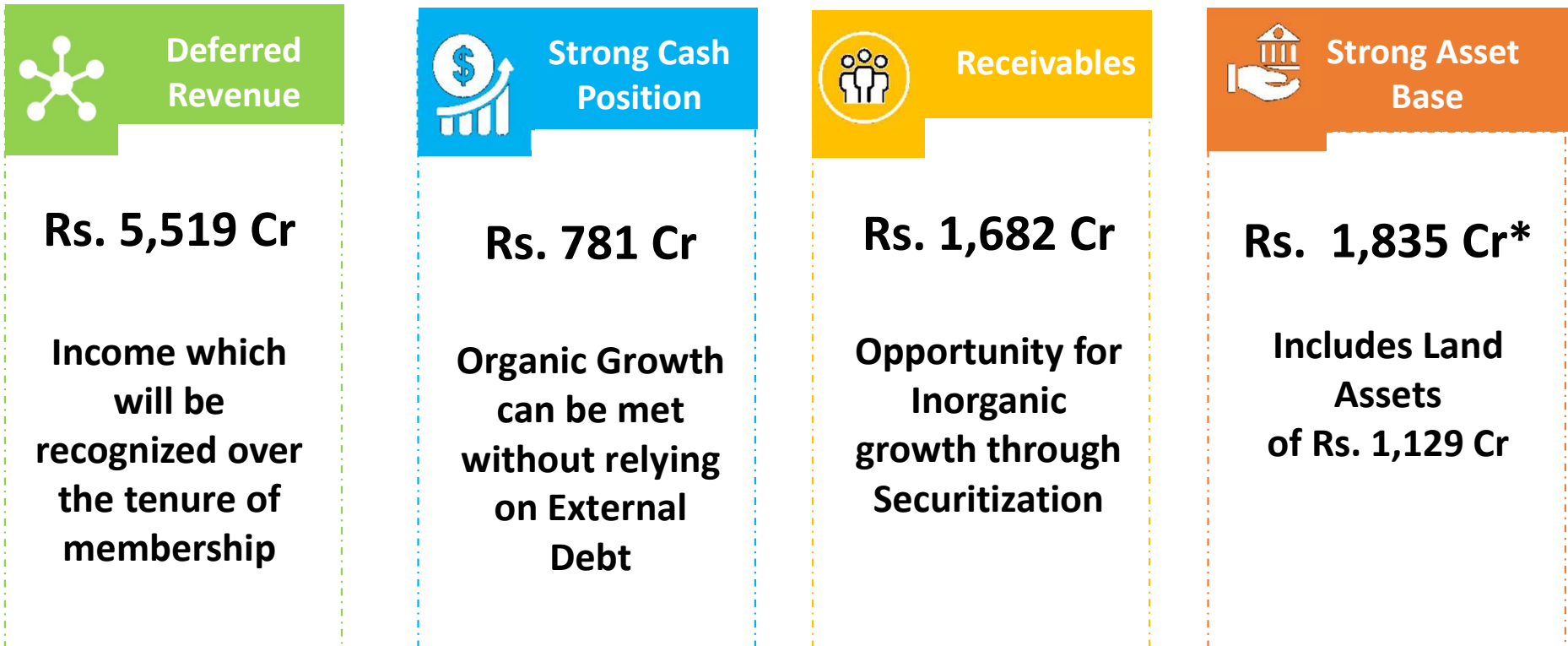
# VO Income

Rs in Lakhs

Time Band	As at Mar'20	As at Mar'19
< 1 Year - Vacation Ownership	37,496	34,112
1 - 2 Years	36,925	33,812
2 - 3 Years	36,505	33,329
3 - 4 Years	36,152	33,019
4 - 5 Years	35,920	32,878
> 5 Year	354,139	343,595
<b>Closing Balance</b>	<b>537,137</b>	<b>510,745</b>

**FY21 VO Income accrual from Deferred Revenue is expected to be at Rs 375 Crs  
(FY20 VO income is at Rs 347 Crs)**

# Unique Business Model - Strong Balance Sheet

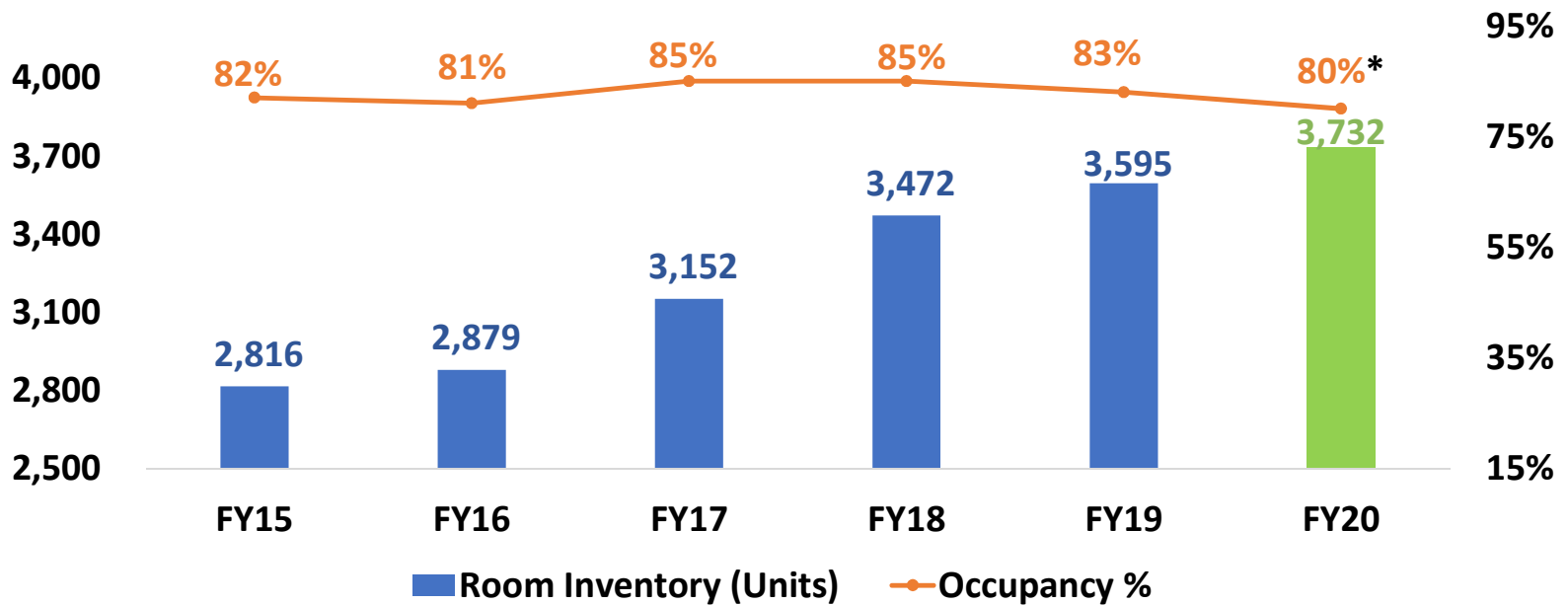


\*Excluding IND AS 116 ROU Asset



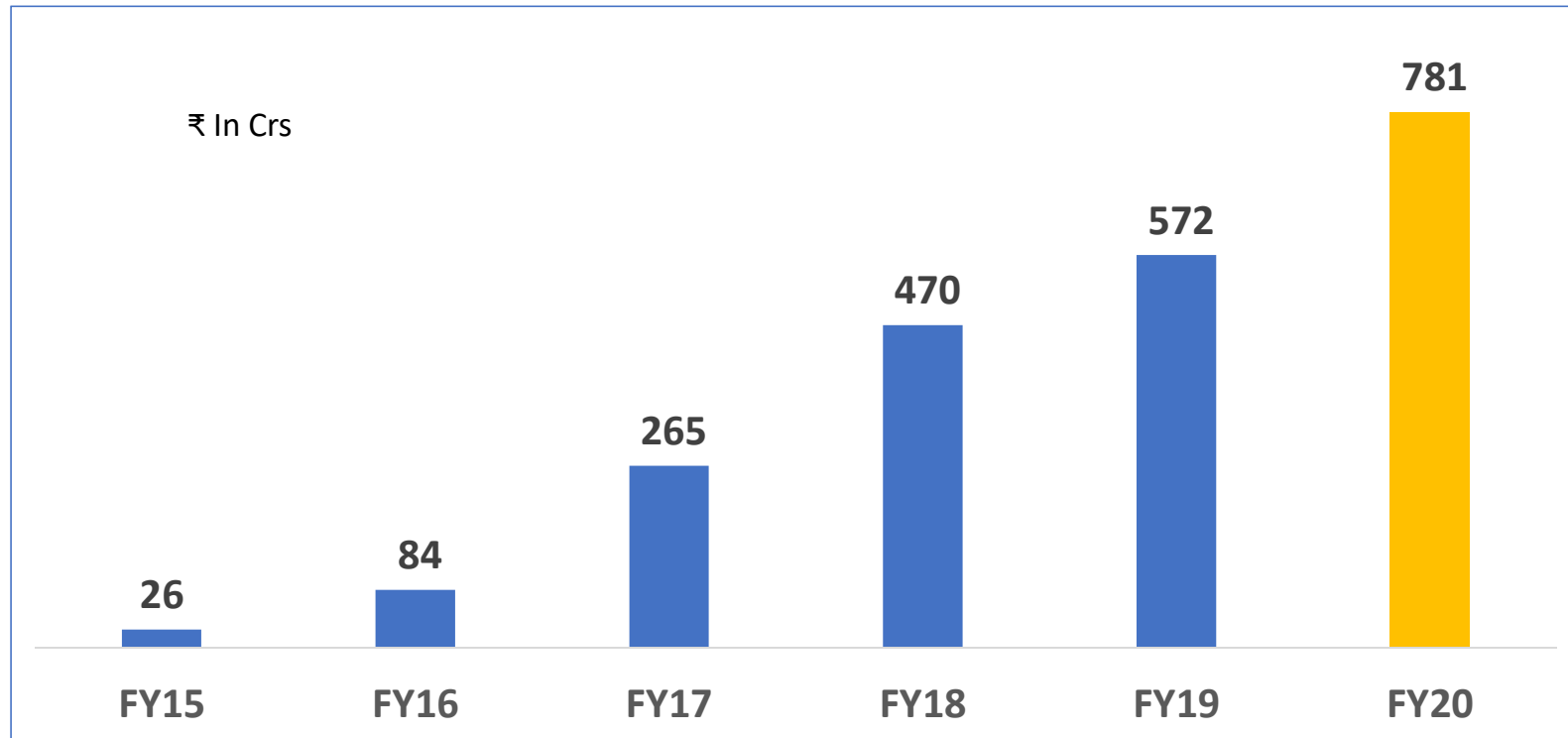


# Unique Business Model - Consistently High Occupancy



\*Lower occupancy across all resorts due to the COVID-19 impact in March-20.

# Cash position



- **Strong and Resilient Business model**
  - Growing cumulative member base of 258000+ generates multiple annuity revenue streams
- **Predictability of Revenue streams**
  - VO Income (Growing VO income from Deferred Revenue)
  - Track record of consistently high Occupancy (80%+) ensures resort revenue growth
  - Growing Annual Subscription Fees (ASF) revenues from growing cumulative member base
- **Strong balance sheet** (Robust operating cash flows will support growth in room inventory without taking recourse to debt)
  - Deferred Revenue of over Rs 5,500 Crs
  - Regular Cash flows
- **Focus on experience ecosystem, technology and analytics, innovation in customer acquisition will grow member base going forward**

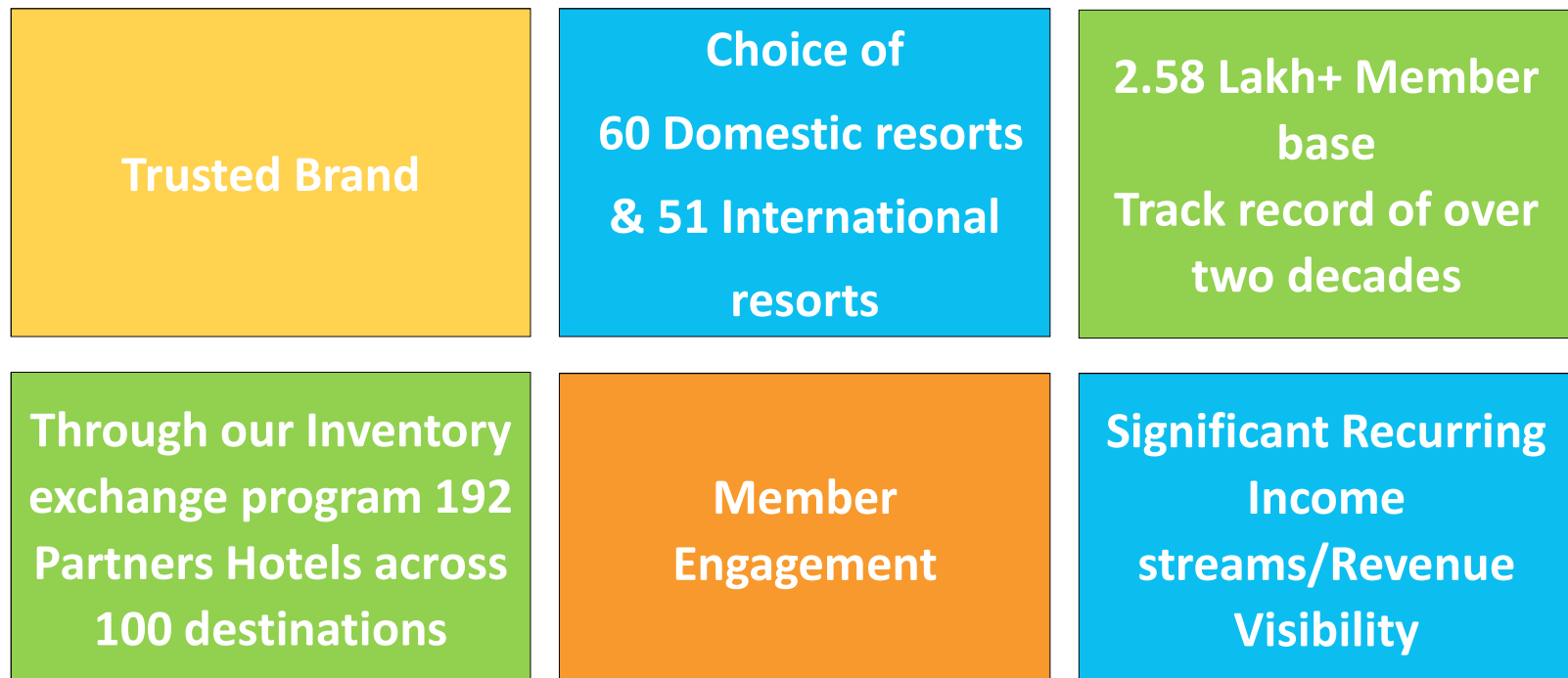


# Leadership Position in Vacation Ownership



# Leadership Position in Vacation Ownership

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## Hill Stations

- Manali, Shimla, Naldhera, Kandaghat, Rishikesh, Mysuru
- Dharamshala, Kanatal, Binsar, Bhutan
- Mussorie, Naukuchiatal, Srinagar
- Munnar, Ooty, Kodai, Coorg, Yercaud, Wayanad
- Gangtok, Baiguney, Kalimpong, Darjeeling, Namchi
- Mahabaleshwar, Lonavala, Hatgad

## Beaches

- Varca, Emerald Palms, Acacia Palms - Goa
- Cherai
- Pondicherry
- Ganpatipule
- Srilanka
- Diu
- Pattaya, Phuket

## Cities

- Cochin
- Nadiad
- Dubai
- Kuala Lumpur
- Singapore
- Bangkok
- Ahmedabad
- Bangalore

## Wildlife

- Corbett
- Gir
- Kanha
- Thekkady
- Bandhavgarh

## Forts & Heritage

- Kumbhalgarh, Udaipur, Jaisalmer, Jaipur, Jodhpur, Agra
- Dwarka
- Hampi
- Khajuraho

## Backwaters

- Ashtamudi
- Poovar
- Allepey
- Kashmir

# Member Engagement

## Dreamscapes

- Wide variety of in-city experiences especially curated for members
- 2,200+ experiences available in 60 cities

## Heart-to-Heart

- In-city meets include leisure & edutainment activities for members

## Curated Vacations

- Festivals & theme-based vacation experiences for members at attractive prices

## Exchange Program

- Creating choice of destinations for members for a Fee (192 Partners Hotels across 100 destinations)
- Exchange of room nights for stays at reputed hotel chains in India & abroad

## Cruise Experiences

- Preferential pricing & room night exchange for cruise experiences
- Available on popular cruising routes in South Asia and South East Asia

## Mobile App

- Mobile app has become preferred platform of engagement for members
- Use of Analytics for personalised recommendations

## Video/Social Media

- Created video content on our resorts, offerings & experiences
- Increasing Social Media presence for engagement, positive online sentiment & faster complaint resolution

## Resort Campaigns

- Curating special itineraries with activities & events in resorts.





Operating Performance

## Covid-19 Impact on Q4

The outbreak of Coronavirus (COVID-19) pandemic has caused significant disturbance and slowdown of economic activity in March-20. The Company has evaluated impact of this pandemic on its business operations in March-20, as summarized below:

### Membership Addition

Traditionally March is a peak month but due to COVID-19 the member additions were adversely affected. We have added 3616 members in Q4 FY20 as compared to 5671 members in Q4 FY19.

### Occupancy Levels

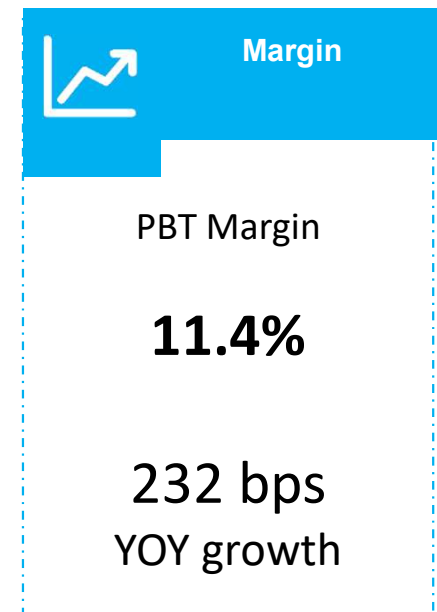
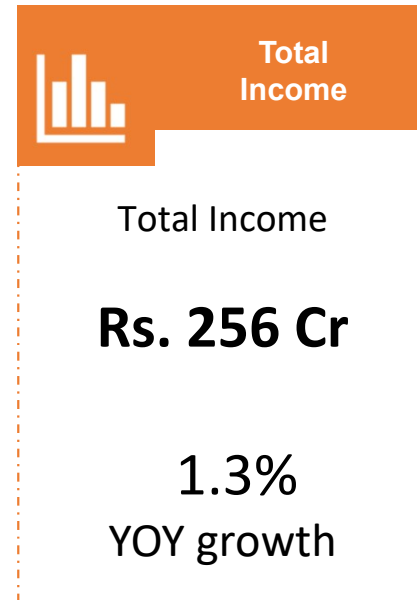
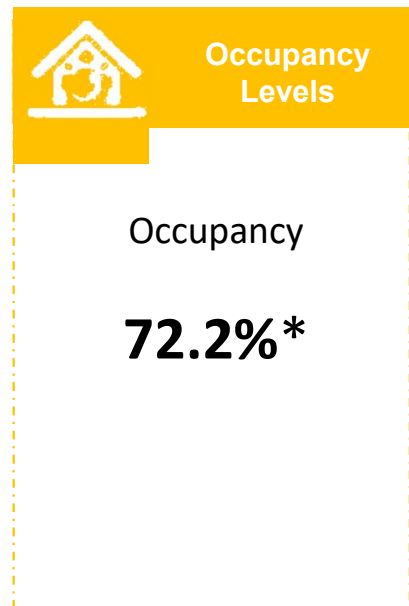
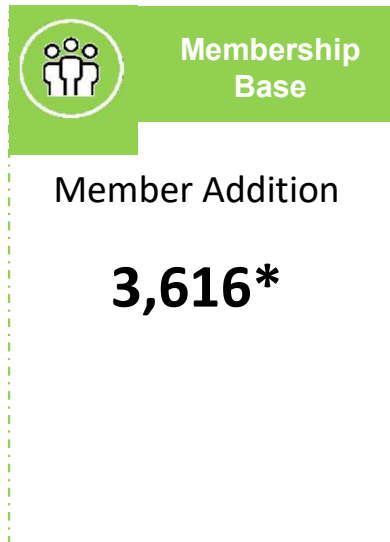
Management took a decision for phased closing of resorts considering the safety of the Guests & Employees in March-20 which impacted the resort occupancy. For Q4 FY20 occupancy was at 72.2% as compared to 83.7% in Q4 FY19.

### Income

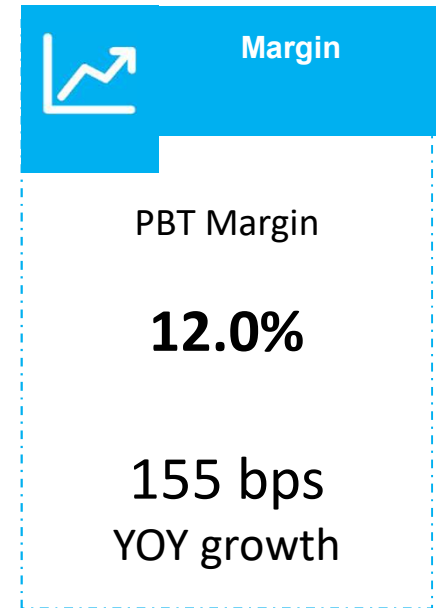
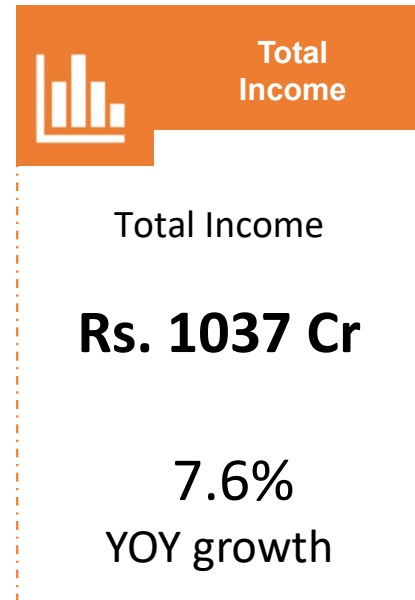
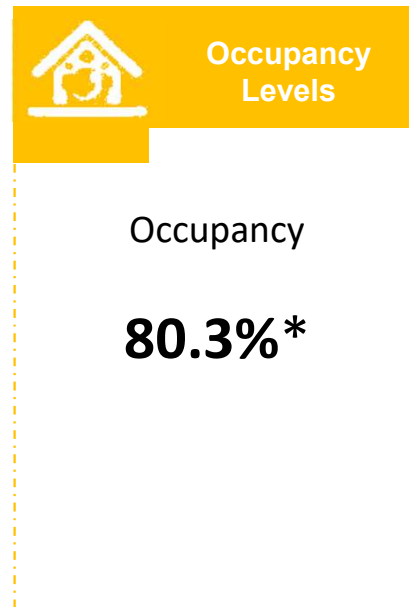
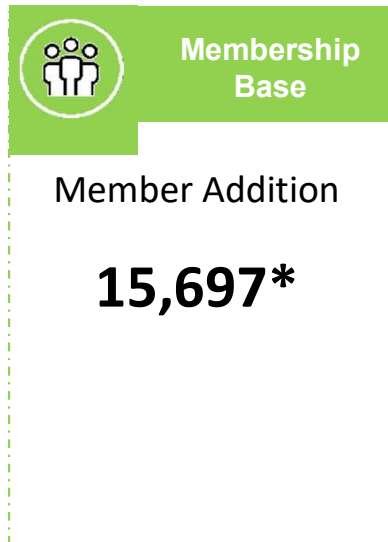
- Resort income declined due to lower occupancies and cancellation of bookings in March-20. Resort Income dipped by 10.8% YOY in Q4 FY20.
- Minimal impact on VO income as we recognize income over the tenure of the membership.
- Impact on ASF, Interest & Other Non-Operating Income were also minimal.

# Q4 FY20 Performance

IND AS 115 & 116



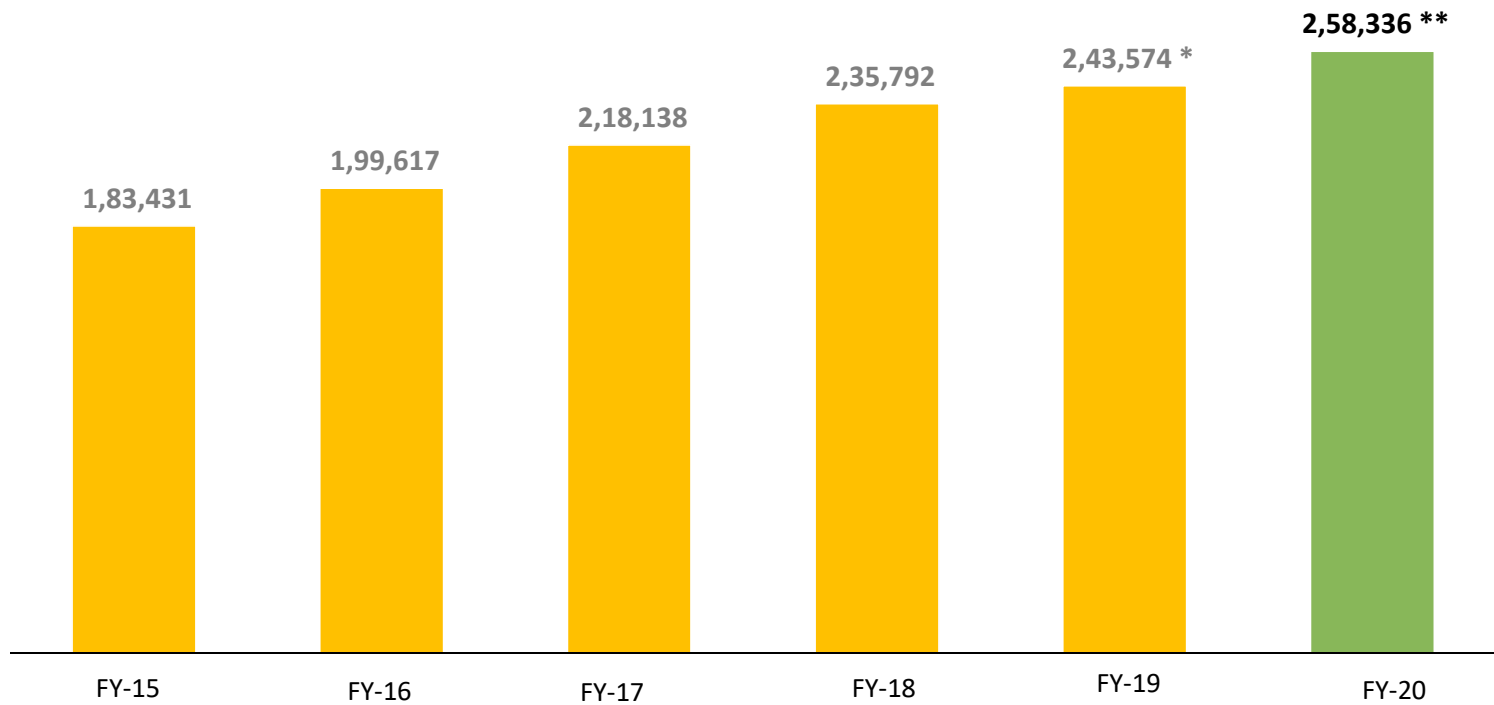
\*Member addition and occupancies were adversely affected in Q4 due to COVID-19 impact in March-20.



\*Member addition and Occupancies were adversely affected due to COVID-19 impact in March-20.



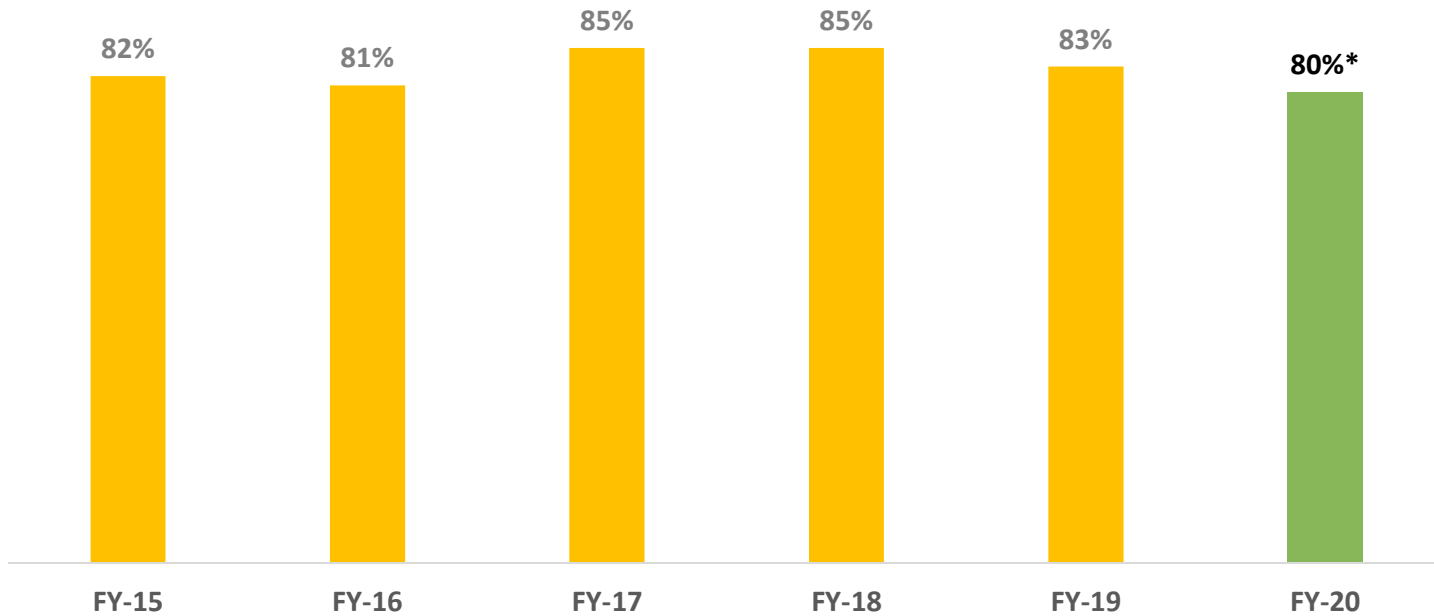
# Cumulative Member Base



\* Net of one-off cancellation of 9,556 overdue members, in Q4 FY19.

\*\* Lower Member addition in March-20 due to the COVID-19 impact.

## Occupancy Trend

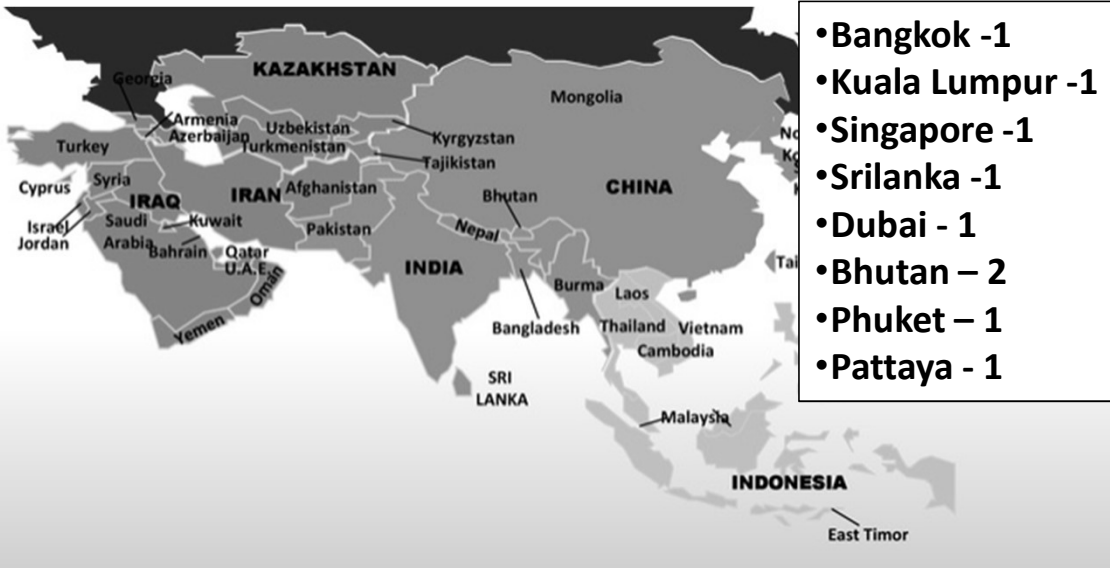


\*Lower occupancy across all resorts due to the COVID-19 impact in March-20.

# Our growing International presence

***51 destinations & growing....***

## UAE & Asia – 9 destinations



- Bangkok -1
- Kuala Lumpur -1
- Singapore -1
- Srilanka -1
- Dubai - 1
- Bhutan – 2
- Phuket – 1
- Pattaya - 1

## Europe & US – 42 destinations



- Finland - 25
- Sweden – 2
- Spain - 6
- Orlando – 7
- Las Vegas - 2



Member Engagement & Marketing campaign



# Member engagement

## JANTA CURFEW: #HolidayFromHome

The #HolidayFromHome campaign was launched within 1hr of the PMO announcing the #JantaCurfew

This Sunday, we urge you to stay at home and enjoy a safe #HolidayFromHome with your family. So take the pledge and share a picture with your family and encourage everyone to stay indoors.



Pratyush Raj @Khiladipratyush · Mar 22  
this initiative #HolidayFromHome by club mahindra is really appreciable, advising people to not help in spreading of virus in a unique way @clubmahindra

## 21 DAYS LOCKDOWN: #21DaysOfFamilyMoments

#21DaysOfFamilyMoments campaign was launched on the declaration of #21DaysLockdown where daily magical family ideas will be shared

While we're indoors with our family, let's positively make use of this time, while keeping each other safe. #21DaysOfFamilyMoments

#21DaysLockdown #StayHomeStaySafe



ACTIVITIES: Tutorials from resort staff (recipe, Towel Art) | DIY Ideas (Kitchen garden) | Teaching a Skill (Family Yoga) | Family Games (Holiday Bingo)



# Marketing campaign

CLUB MAHINDRA HITS A 100!

Enjoy holidaying at 100+ resorts in India and abroad.

Sign-up now, and start with a holiday to Switzerland, absolutely FREE\*.

Holiday at over 100 resorts in India, Dubai, Singapore, Malaysia, Thailand, Finland, Sweden, Spain, USA and more. Also access 4300+ (ICI) resorts and 170+ Partner Hotels and Resorts worldwide.

EMI starts from ₹4800 | Call 1800 266 9200 or text "CM" to 56677 to get a call back. | www.clubmahindra.com

20\_FEB\_MH\_CLUB MAH\_11347612\_RS\_c\_32.8 w X 20h CM\_Hits a 100 Resorts\_R3

Print

CLUB MAHINDRA HITS A 100!

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20\_FEB\_MH\_CLUB MAH\_11347612\_RS\_c\_32.8 w X 20h CM\_Hits a 100 Resorts\_R3

Television



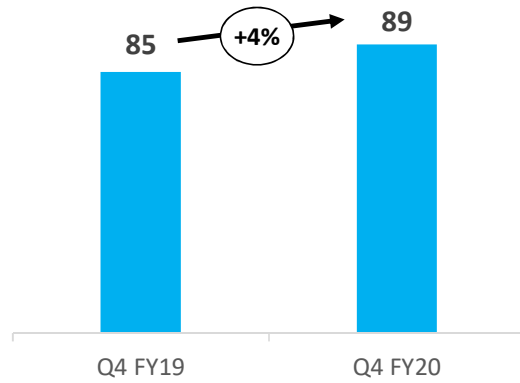
Financial Performance – IND AS 116  
Q4 FY20

# Q4 Income Trend

IND AS 115 & 116

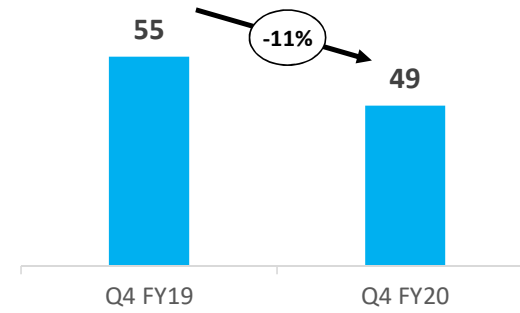
## VO Income

Rs. Crs



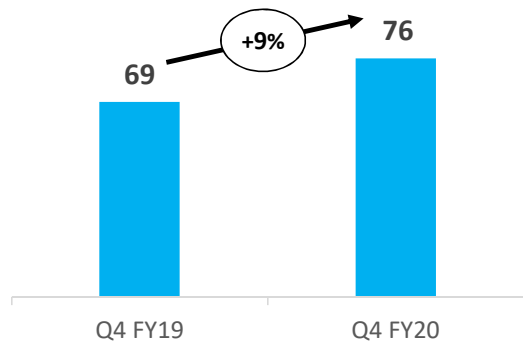
## Resort Income

Rs. Crs



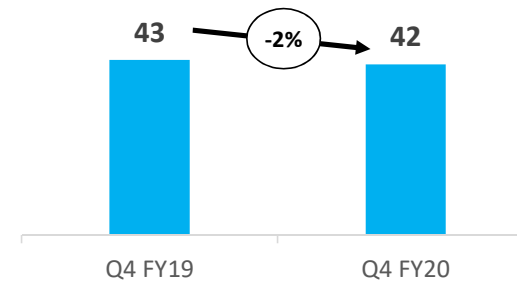
## ASF Income

Rs. Crs



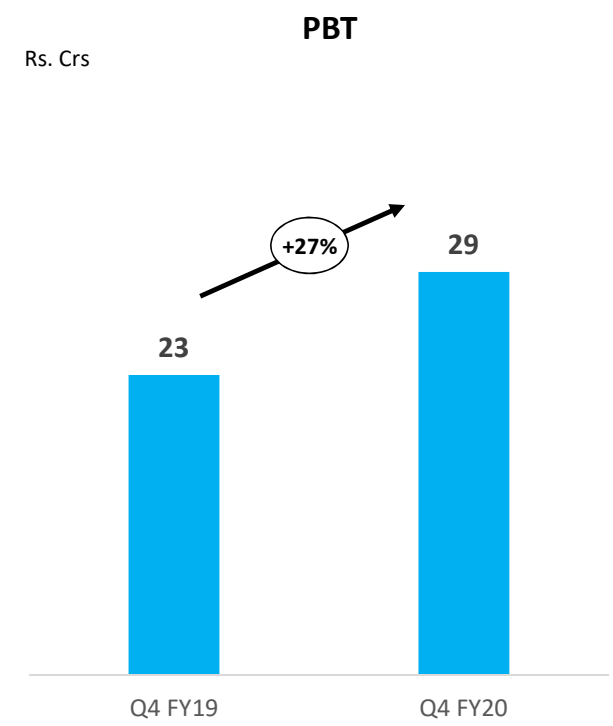
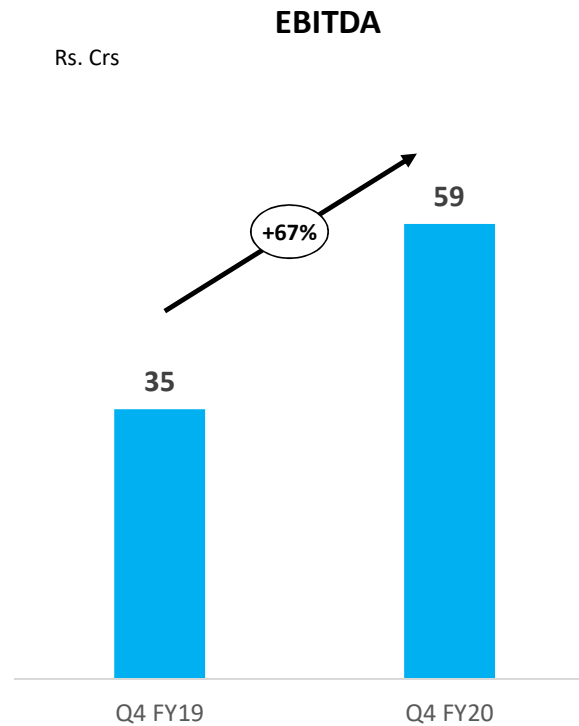
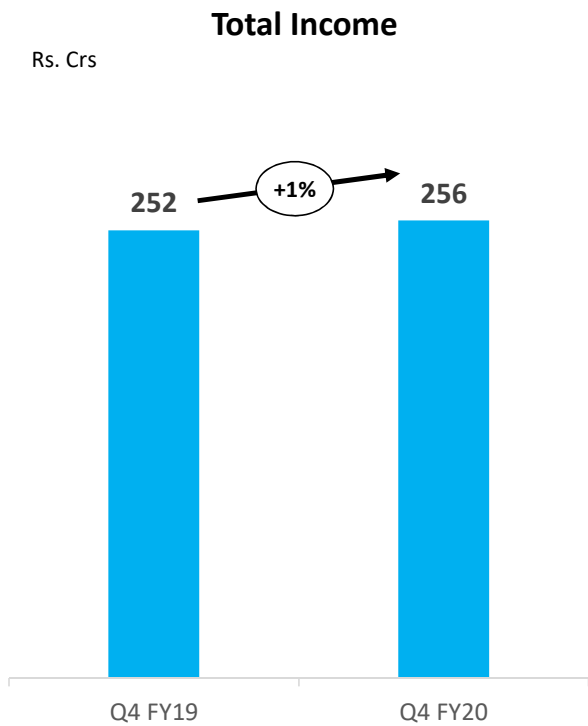
## Interest & Non-Operating Income

Rs. Crs



# Q4 Performance Trend

IND AS 115 & 116



*FY20 numbers are post IND AS 116 impact.*



## Income Break Up – Q4 FY'20

Rs. In Lakhs			Growth
Total Income	Q4 FY20	Q4 FY19	YoY
Income from Vacation Ownership	8,876	8,509	4.3%
ASF	7,555	6,909	9.4%
Resort Income	4,888	5,481	-10.8%
<i>Room</i>	1,046	1,223	-14.5%
<i>F&amp;B</i>	2,977	3,248	-8.3%
<i>Holiday Activity &amp; Others</i>	865	1,010	-14.4%
Interest & Others	2,748	2,930	-6.2%
Non-Operating Income	1,485	1,384	7.3%
<b>Total Income</b>	<b>25,552</b>	<b>25,213</b>	<b>1.3%</b>



# Impact of Ind AS 116 – Standalone Q4 FY'20

(Rs. in lakhs)

Sl. No	Particulars	Standalone (Audited)			
		Quarter ended March 31, 2020		Quarter ended March 31, 2019	
		As reported	Impact of Ind AS 116	Amount without adoption of Ind AS 116	Amount without adoption of Ind AS 116
1.	Profit prior to Rent, Finance cost, Depreciation and amortisation expense and taxes	7,477.96	(23.19)	7,454.77	6,728.64
2.	Less : Rent	(1,626.55)	(1,506.83)	(3,133.38)	(3,230.84)
3.	Profit prior to Finance cost, Depreciation and amortisation expense and taxes	<b>5,851.41</b>	<b>(1,530.02)</b>	<b>4,321.39</b>	<b>3,497.80</b>
4.	Less: Finance cost	(370.68)	370.68	-	(0.02)
5.	Less: Depreciation and amortisation expense	(2,575.11)	1,304.07	(1,271.04)	(1,216.09)
6.	<b>Profit before tax (3-4-5)</b>	<b>2,905.62</b>	<b>144.73</b>	<b>3,050.35</b>	<b>2,281.69</b>

# Profit & Loss Statement – Q4 FY'20

Rs. In Lakhs	As reported (With impact of IND AS 116)			Without impact of IND AS 116		
	Particulars	Q4 FY20	Q4 FY19	YoY Gr	Q4 FY20	Q4 FY19
Revenue from Operations	24,067	23,829	1.0%	24,067	23,829	1.0%
Non-Operating Income	1,485	1,384	7.3%	1,442	1,384	4.2%
<b>Total Income</b>	<b>25,552</b>	<b>25,213</b>	<b>1.3%</b>	<b>25,509</b>	<b>25,213</b>	<b>1.2%</b>
Employee Benefit Expenses	7,057	6,508		7,057	6,508	
Finance Cost	371	-		-	-	
Depreciation	2,575	1,216		1,271	1,216	
Sales & Marketing Expenses	4,945	5,569		4,945	5,569	
Rent	1,627	3,231		3,133	3,231	
Other Expenses	6,071	6,407		6,053	6,407	
<b>Total Expenditure</b>	<b>22,646</b>	<b>22,931</b>	<b>-1.3%</b>	<b>22,459</b>	<b>22,931</b>	<b>-2.1%</b>
<b>Profit Before Tax (PBT)</b>	<b>2,906</b>	<b>2,282</b>	<b>27.3%</b>	<b>3,050</b>	<b>2,282</b>	<b>33.7%</b>
<b>Tax Expenses</b>	<b>(145)</b>	<b>840</b>		<b>(120)</b>	<b>840</b>	
<b>Profit after Tax (PAT)</b>	<b>3,051</b>	<b>1,442</b>	<b>111.6%</b>	<b>3,170</b>	<b>1,442</b>	<b>119.8%</b>
One-time Tax Impact*	19,973	-		19,755	-	
<b>Profit after Tax (PAT) post one-time Tax impact</b>	<b>(16,922)</b>	<b>1,442</b>		<b>(16,585)</b>	<b>1,442</b>	
<b>EBITDA</b>	<b>5,852</b>	<b>3,498</b>	<b>67.3%</b>	<b>4,321</b>	<b>3,498</b>	<b>23.5%</b>
<b>EBITDA Margin</b>	<b>22.9%</b>	<b>13.9%</b>		<b>16.9%</b>	<b>13.9%</b>	

\*The Company has exercised the option of Lower Corporate Tax Rate available under Section 115BAA of the Income Tax Act, 1961, as introduced by Taxation Laws (Amendment) Ordinance, 2019 vide Press Note dated 20 September 2019 and accordingly re-measured accumulated deferred tax asset & current tax, which has resulted in a one-time transition impact of Rs 19,973 Lakhs in current quarter and financial year.

## Transition to IND AS 116 – Key Takeaways

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- The Ministry of Corporate Affairs (MCA) vide notification dated March 30, 2019 has made Ind-AS 116 "Leases" (Ind-AS 116) applicable w.e.f. April 1, 2019.
- The Company has applied the modified retrospective approach as per para C5(b) of Ind-AS 116 to existing leases as on April 1, 2019 and the cumulative effect of applying this standard is recognized at the date of initial application i.e. April 1, 2019 in accordance with para C7 of Ind-AS 116 as an adjustment to the transition difference under other equity.
- Changes in the Balance sheet : IND AS 116 requires lessee to recognize lease assets (Right of Use) and lease liabilities.
- Changes in the P&L Account : Amortization of Right of Use asset and notional finance cost on the lease liability substitutes the actual lease rental costs.



# Note on Adoption of Lower Tax Rate

## The Taxation Law (Amendment) Ordinance, 2019

With an intent to promote growth and investments, the Ministry of Finance has announced important fiscal reliefs vide Press Note dated 20 September 2019. The President of India has promulgated The Taxation Law (Amendment) Ordinance, 2019.

- The Ordinance has reduced the corporate tax rates for domestic companies (not claiming specified incentives and deductions) vide Section 115BAA. The effective tax rate now being 25.168%.
- Further, CBDT via circular no 29 dated 2nd October 2019 has clarified that MAT tax credit will not be available to any Corporate exercising the option of lower tax rate.

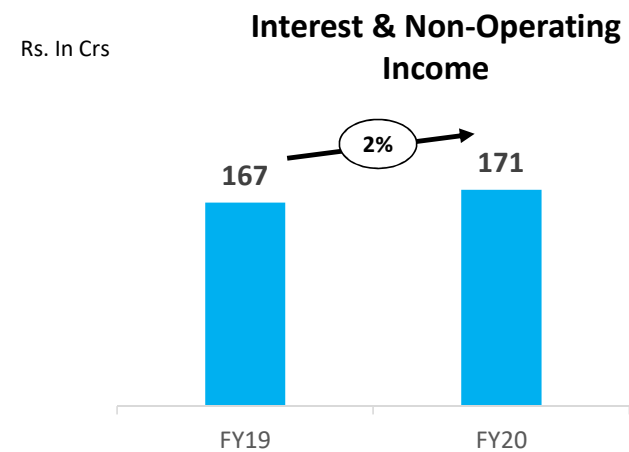
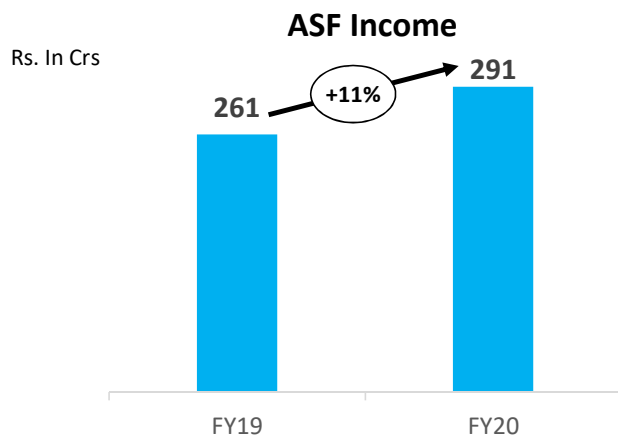
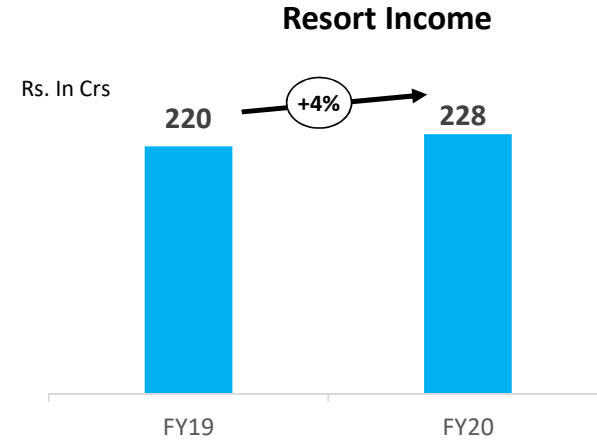
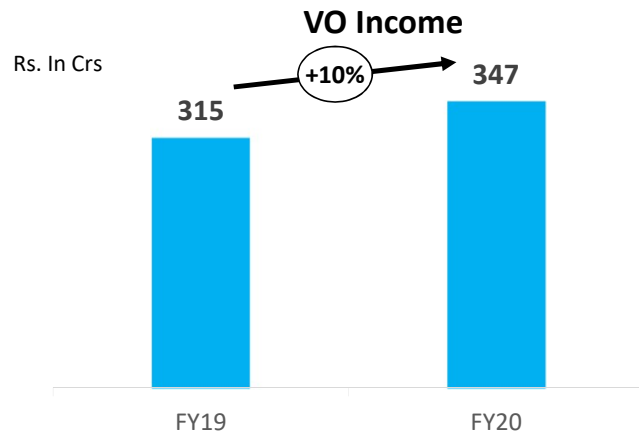
The company has exercised the option of lower tax rate available under Section 115BAA of the Income Tax Act, 1961, as introduced by Taxation Laws (Amendment) Ordinance, 2019, with effect from FY 2019-2020 and remeasured the accumulated deferred tax asset and current tax asset.

The re-measurement of accumulated deferred tax asset and current tax has resulted in a one-time transition impact of Rs 19,973 Lakhs in standalone financial results and consolidated financial results for the quarter and year ended March 31,2020 and this has also resulted in reduction of deferred tax (Net). Our deferred tax (Net) now stands at Rs 24,836 Lakhs as on Mar-20 compared to 42,555 Lakhs as on Mar-19.

Financial Performance – IND AS 116  
FY-20

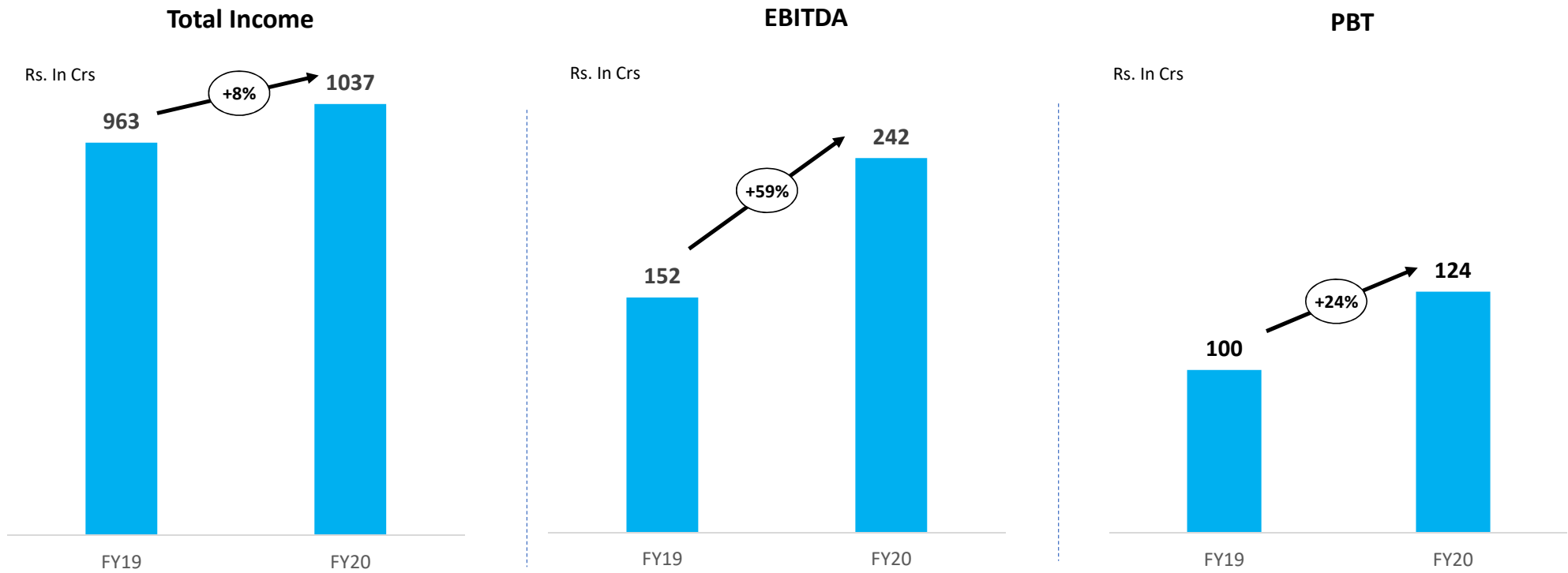
# FY20 Income Trend

IND AS 115 & 116



# FY20 Performance Trend

IND AS 115 & 116



*\*FY20 numbers are post IND AS 116 impact*

## Income Break Up –FY’20

Rs. In Lakhs			Growth
Total Income	FY-20	FY-19	YoY
Income from Vacation Ownership	34,671	31,546	9.9%
ASF	29,130	26,140	11.4%
Resort Income	22,828	21,971	3.9%
<i>Room</i>	4,802	4,631	3.7%
<i>F&amp;B</i>	14,010	13,386	4.7%
<i>Holiday Activity &amp; Others</i>	4,016	3,954	1.6%
Interest & Others	11,072	12,172	-9.0%
Non-Operating Income	6,011	4,515	33.1%
<b>Total Income</b>	<b>1,03,712</b>	<b>96,344</b>	<b>7.6%</b>



## Impact of Ind AS 116 – Standalone FY'20

(Rs. in lakhs)

Sl. No	Particulars	Standalone (Audited)			
		Year ended March 31, 2020		Year ended March 31, 2019	
		As reported	Impact of Ind AS 116	Amount without adoption of Ind AS 116	Amount without adoption of Ind AS 116
1.	Profit prior to Rent, Finance cost, Depreciation and amortisation expense and taxes	30,911.60	(13.48)	30,898.12	28,177.10
2.	Less : Rent	(6,750.76)	(6,429.99)	(13,180.75)	(13,017.17)
3.	Profit prior to Finance cost, Depreciation and amortisation expense and taxes	<b>24,160.84</b>	<b>(6,443.47)</b>	<b>17,717.37</b>	<b>15,159.93</b>
4.	Less: Finance cost	(1,599.31)	1,598.09	(1.22)	(2.19)
5.	Less: Depreciation and amortisation expense	(10,166.79)	5,116.53	(5,050.26)	(5,140.50)
6.	<b>Profit before tax (3-4-5)</b>	<b>12,394.74</b>	<b>271.15</b>	<b>12,665.89</b>	<b>10,017.24</b>

# Profit & Loss Statement – FY'20

Rs. In Lakhs Particulars	As reported (With impact of IND AS 116)			Without impact of IND AS 116		
	FY-20	FY-19	YoY Gr	FY-20	FY-19	YoY Gr
Revenue from Operations	97,701	91,829	6.4%	97,701	91,829	6.4%
Non-Operating Income	6,011	4,515	33.1%	5,968	4,515	32.2%
<b>Total Income</b>	<b>103,712</b>	<b>96,344</b>	<b>7.6%</b>	<b>103,669</b>	<b>96,344</b>	<b>7.6%</b>
Employee Benefit Expenses	27,269	24,850		27,269	24,850	
Finance Cost	1,599	2		1	2	
Depreciation	10,167	5,141		5,050	5,141	
Sales & Marketing Expenses	18,805	16,917		18,805	16,917	
Rent	6,751	13,017		13,181	13,017	
Other Expenses	26,726	26,400		26,697	26,400	
<b>Total Expenditure</b>	<b>91,317</b>	<b>86,327</b>	<b>5.5%</b>	<b>91,003</b>	<b>86,327</b>	<b>5.1%</b>
<b>Profit Before Tax (PBT)</b>	<b>12,395</b>	<b>10,017</b>	<b>23.7%</b>	<b>12,666</b>	<b>10,017</b>	<b>26.4%</b>
<b>Tax Expenses</b>	<b>3,243</b>	<b>3,631</b>		<b>3,314</b>	<b>3,631</b>	
<b>Profit after Tax (PAT)</b>	<b>9,152</b>	<b>6,386</b>	<b>43.3%</b>	<b>9,352</b>	<b>6,386</b>	<b>46.4%</b>
One-time Tax Impact*	19,973	-		19,755	-	
<b>Profit after Tax (PAT) post one-time Tax impact</b>	<b>(10,821)</b>	<b>6,386</b>		<b>(10,403)</b>	<b>6,386</b>	
<b>EBITDA</b>	<b>24,161</b>	<b>15,160</b>	<b>59.4%</b>	<b>17,717</b>	<b>15,160</b>	<b>16.9%</b>
<b>EBITDA Margin</b>	<b>23.3%</b>	<b>15.7%</b>		<b>17.1%</b>	<b>15.7%</b>	

\*The Company has exercised the option of Lower Corporate Tax Rate available under Section 115BAA of the Income Tax Act, 1961, as introduced by Taxation Laws (Amendment) Ordinance, 2019 vide Press Note dated 20 September 2019 and accordingly re-measured accumulated deferred tax asset & current tax, which has resulted in a one-time transition impact of Rs 19,973 Lakhs in current quarter and financial year.

# Summarized Balance Sheet

Rs. in Lakhs		
Description	As at 31 Mar 2020	As at 31 March 2019
<b>ASSETS</b>		
Property, Plant & Equipment	2,08,178	2,02,146
Right of Use Asset (IND AS 116)	17,427	-
Trade receivables	1,68,188	1,62,091
Cash and cash equivalents (regrouped)	78,073	57,193
Deferred Tax (Net)	24,836	42,555
Other Assets	1,22,828	1,18,571
	<b>6,19,530</b>	<b>5,82,556</b>
<b>LIABILITIES</b>		
Shareholders Equity	13,292	13,290
<b>Other equity</b>		
Reserves & Surplus	70,984	63,771
Revaluation Reserve	73,759	73,759
Other Comprehensive Income	(148)	(93)
Transition Difference	(1,40,272)	(1,21,045)
	<b>17,615</b>	<b>29,682</b>
<b>Deferred Revenue</b>		
VO	5,37,137	5,10,745
ASF	14,736	13,187
Lease Liability (IND AS 116)	18,726	-
Other Liabilities	31,316	28,942
	<b>6,19,530</b>	<b>5,82,556</b>

**Notes:**

1. Balance sheet figures are regrouped for presentation purpose.
2. FY20 numbers are post IND AS 116 impact



# HCRO

We Create and Sell Dream Holidays

*Holiday*  *Club*

# Figures of the Resorts

Spa Hotels	8
Other Holiday Resorts	25
Hotel Rooms	1,149
Timeshare apartments	1,560
Villas Apartments	600
Restaurants & Bars	44
Aqua Parks with Saunas	8
Spa Treatment Departments	8
Golf Courses	4
Angry Birds Activity Parks	4
Shopping Centre	1



# Key Facts

- Holiday Club Resorts is the largest vacation ownership company in Europe and the leading leisure travel company in Finland
- A total of 33 resorts - 25 in Finland, 2 in Sweden, 6 in Spain (5 in Gran Canary, 1 in Costa del Sol)
- Mahindra Holidays owns 100% of HCR Oy
- ~62,000 families and over 1,300 companies own HCR timeshare
- Over 1 million guests visit Holiday Club Spa hotels annually
- 54% timeshare related income, 46% Spa hotel related income
- 83% of business in Finland, 17% in Sweden and Spain

# Financial Performance

*Holiday* ■ *Club*

# Turnover : Q4 2019-20

## Turnover by Business Areas\*

Euro Mn

Particulars	HCRO			
	Q4 FY 20	Q4 FY 19	FY'20	FY'19
Timeshare	8.72	11.92	38.86	44.73
Spa Hotels	19.35	22.00	72.58	70.69
Renting	1.98	1.93	7.76	7.08
Real Estate Management	1.41	1.32	5.86	5.65
Villas	4.98	6.74	23.79	24.28
Other Sales	0.33	0.64	1.72	2.12
Other Income	2.10	2.13	6.76	6.54
	<b>38.87</b>	<b>46.68</b>	<b>157.33</b>	<b>161.09</b>

\*Nos are as per FAS Accounts

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# P&L Q4 2019-2020

Euro Mn

Particulars	Q4 FY 20	Q4 FY 19	FY'20	FY'19
Turnover	38.87	46.68	157.33	161.09
<b>Operating Profit</b>	<b>2.38</b>	<b>6.93</b>	<b>6.73</b>	<b>7.79</b>
Less: Depreciations and impairments	1.35	1.45	5.67	5.73
(Add)/Less Financial (income) and expenses	0.22	0.31	0.80	1.25
<b>Profit before Tax</b>	<b>0.81</b>	<b>5.17</b>	<b>0.26</b>	<b>0.81</b>
Add/ (Less) : Minority Share + Associate Share	-0.34	-0.67	0.11	0.02
Add/ (Less) : Taxes	-0.21	-1.07	-0.23	-0.33
<b>Profit after Tax</b>	<b>0.26</b>	<b>3.43</b>	<b>0.14</b>	<b>0.50</b>

Nos are as per FAS Accounts

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*Holiday*  *Club*

## COMMENTS FY19-20

- ❑ Traditionally Q4 is the best quarter and March is a peak month for the business in Finland, our turnover has been adversely affected due to COVID-19 impact in March-20.
- ❑ HCRO has earned a revenue of 157.33 m€ in FY 20 as compared to 161.09 m€ in FY 19. The turnover dipped by 7.81 m€ YOY in Q4 FY20 due to COVID-19 impact in March-20.
  - SPA Hotel turnover has increased by 3% to 72.58m€ in FY 20 backed by higher occupancy and growth in revenue compared to FY 19 (70.69 m€).
  - Finance Cost has reduced by 0.45 m€ in FY 20 as Loan of 5.5 m€ has been repaid in current financial year.
- ❑ In Sept-14, at the time of acquisition, debt in HCRO Books was 51.7 m€ which as on Mar-20 stands at 19.59 m€.

Financial Performance- Consolidated

# Segment Revenue

IND AS 115 & 116

Rs. In Lakhs

Particulars	Q4 FY'20	Q4 FY'19	FY'20	FY'19
- MHRIL	25,758	25,570	104,753	97,635
- HCRO	37,299	39,430	138,163	131,269
<b>Total Segment Revenue</b>	<b>63,057</b>	<b>65,000</b>	<b>242,916</b>	<b>228,904</b>
- Other Unallocable Revenue	86	665	199	662
<b>Revenue from Operations</b>	<b>63,143</b>	<b>65,665</b>	<b>243,115</b>	<b>229,566</b>

\*FY20 numbers are post IND AS 116 impact

# Segment Profitability (PBT)

IND AS 115 & 116

Rs. In Lakhs

Particulars	Q4 FY'20	Q4 FY'19	FY'20	FY'19
- MHRIL	3,050	2,282	12,666	10,017
- HCRO	2,400	4,052	2,601	300
<b>PBT before Ind AS 116 &amp; Consolidation adjustments</b>	<b>5,450</b>	<b>6,334</b>	<b>15,267</b>	<b>10,317</b>
- Ind AS 116 Impact	(646)	-	(2,024)	-
<b>Segment Results</b>	<b>4,804</b>	<b>6,334</b>	<b>13,243</b>	<b>10,317</b>
- Forex Gain/ (Loss)	(1,167)	714	(2,361)	286
- Other Unallocable Expenditure	468	(118)	(749)	(798)
<b>Total Segment Results</b>	<b>4,105</b>	<b>6,930</b>	<b>10,133</b>	<b>9,805</b>

48% YOY Growth in PBT before Ind As 116 & Consolidation Adjustments in FY 20.

\*FY20 numbers are post IND AS 116 impact

# Impact of Ind AS 116 – Consolidated Q4 FY'20

(Rs. in lakhs)

Sl. No	Particulars	Consolidated (Audited)			
		Quarter ended March 31, 2020		Quarter ended March 31, 2019	
		As reported	Impact of Ind AS 116	Amount without adoption of Ind AS 116	Amount without adoption of Ind AS 116
1.	Profit prior to Rent, Finance cost, Depreciation and amortisation expense and taxes	13,302.31	8.25	13,310.56	16,162.41
2.	Less : Rent	(1,405.85)	(4,773.10)	(6,178.95)	(6,392.67)
3.	Profit prior to Finance cost, Depreciation and amortisation expense and taxes	<b>11,896.46</b>	<b>(4,764.85)</b>	<b>7,131.61</b>	<b>9,769.74</b>
4.	Less: Finance cost	(1,507.89)	1,567.48	59.59	(389.73)
5.	Less: Depreciation and amortisation expense	(6,283.83)	3,842.92	(2,440.91)	(2,449.57)
6.	<b>Profit before tax (3-4-5)</b>	<b>4,104.74</b>	<b>645.55</b>	<b>4,750.29</b>	<b>6,930.44</b>

## Impact of Ind AS 116 – Consolidated FY'20

(Rs. in lakhs)

Sl. No	Particulars	Consolidated (Audited)			
		Year ended March 31, 2020			Year ended March 31, 2019
		As reported	Impact of Ind AS 116	Amount without adoption of Ind AS 116	Amount without adoption of Ind AS 116
1.	Profit prior to Rent, Finance cost, Depreciation and amortisation expense and taxes	48,364.16	43.89	48,408.05	47,700.90
2.	Less : Rent	(5,571.78)	(19,226.86)	(24,798.64)	(25,403.10)
3.	Profit prior to Finance cost, Depreciation and amortisation expense and taxes	<b>42,792.38</b>	<b>(19,182.97)</b>	<b>23,609.41</b>	<b>22,297.80</b>
4.	Less: Finance cost	(7,947.41)	6,316.55	(1,630.86)	(2,358.80)
5.	Less: Depreciation and amortisation expense	(24,712.35)	14,890.30	(9,822.05)	(10,134.30)
6.	<b>Profit before tax (3-4-5)</b>	<b>10,132.62</b>	<b>2,023.88</b>	<b>12,156.50</b>	<b>9,804.70</b>



# Consolidated Profit & Loss Statement

IND AS 115 & 116

Particulars	Rs. In Lakhs			
	Q4 FY'20	Q4 FY'19	FY'20	FY'19
Income from Operations	61,661	63,459	237,187	223,899
Non Operating Revenue	1,482	2,206	5,928	5,667
<b>Total Income</b>	<b>63,143</b>	<b>65,665</b>	<b>243,115</b>	<b>229,566</b>
Cost of vacation ownership weeks	9,854	9,307	37,383	30,850
Employee benefits expense	14,918	14,809	58,485	57,430
Other expenses	26,473	31,788	104,456	118,998
<b>Operational EBITDA</b>	<b>11,898</b>	<b>9,761</b>	<b>42,791</b>	<b>22,288</b>
Finance costs	1,508	390	7,947	2,359
Depreciation	6,284	2,450	24,712	10,134
<b>Profit before tax</b>	<b>4,105</b>	<b>6,930</b>	<b>10,133</b>	<b>9,805</b>

\*FY20 numbers are post IND AS 116 impact





Thank You