

EIH Associated Hotels Limited
A MEMBER OF THE OBEROI GROUP

CIN: L92490TN1983PLC009903
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Telephone: +91-11-2389 0505
Website: www.eihassociatedhotels.in E-mail: isdho@oberoigroup.com

7th August 2024

The National Stock Exchange of India Limited Exchange Plaza, 5 th Floor Plot No.C/1, G Block Bandra Kurla Complex Bandra (East) Mumbai - 400 051 Code: EIHAHOTELS	BSE Limited Corporate Relationship Dept. 1 st Floor, New Trading Ring Rotunda Building Phiroze Jeejeebhoy Towers Dalal Street, Fort, Mumbai-400001 Code: 523127
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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 of the Company for the quarter ended 30th June 2024 declared on 05th August 2024.

The above may please be taken on record.

Thank you,

Yours faithfully,

For EIH Associated Hotels Limited

Tejasvi Dixit
Company Secretary

EIH Associated Hotels Limited

Investor Presentation: Q₁FY25




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



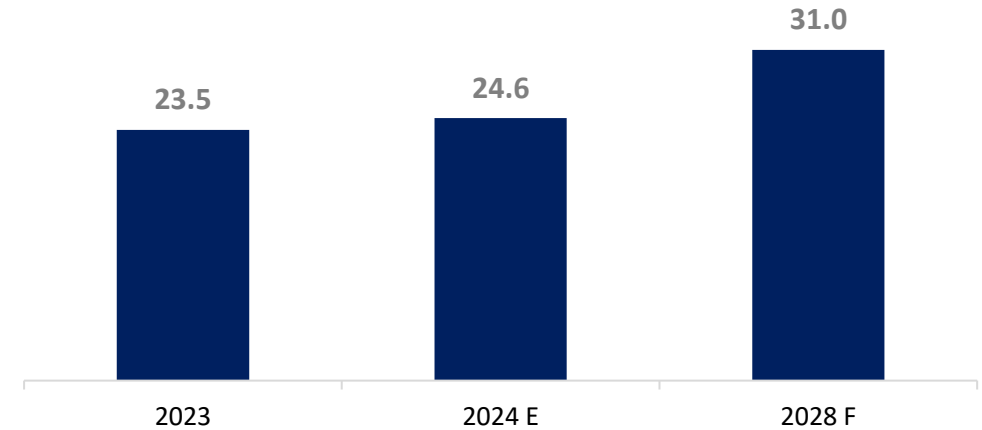
The Oberoi Rajvilas, Jaipur voted the 'Best Hotel In The World' at Travel + Leisure World's Best Awards, 2024.

Indian Hotel Market – Q1 FY25

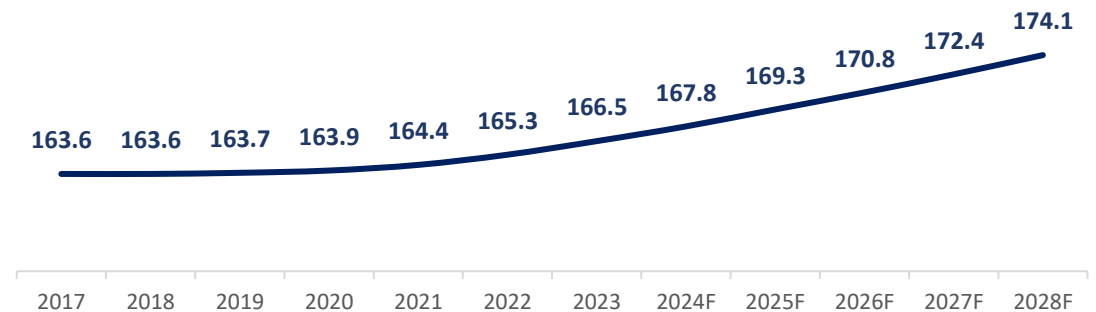
- Domestic air passenger traffic
 - June 2024 - grew by nearly 6% on year-on-year basis
 - Q1 FY25 - grew by nearly 2-4% on year-on-year basis
- The nation-wide occupancy remained flat on year-on-year basis

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

Q₁ FY25

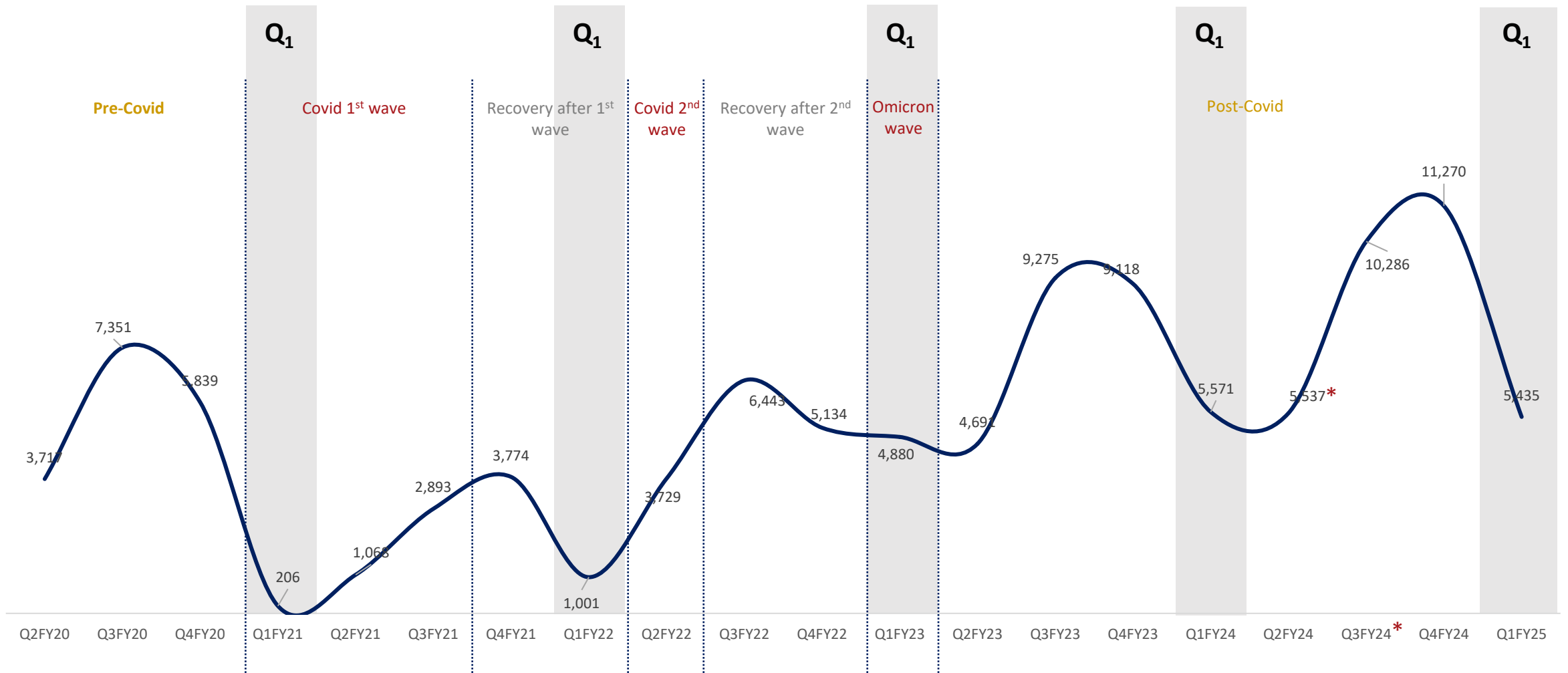


Operational Performance

Best Performing Q1 in the history of the Company

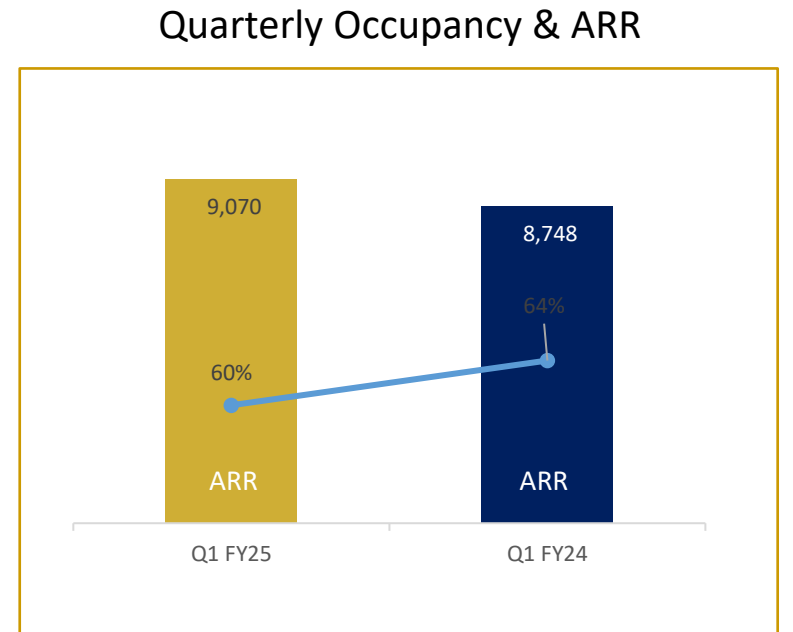
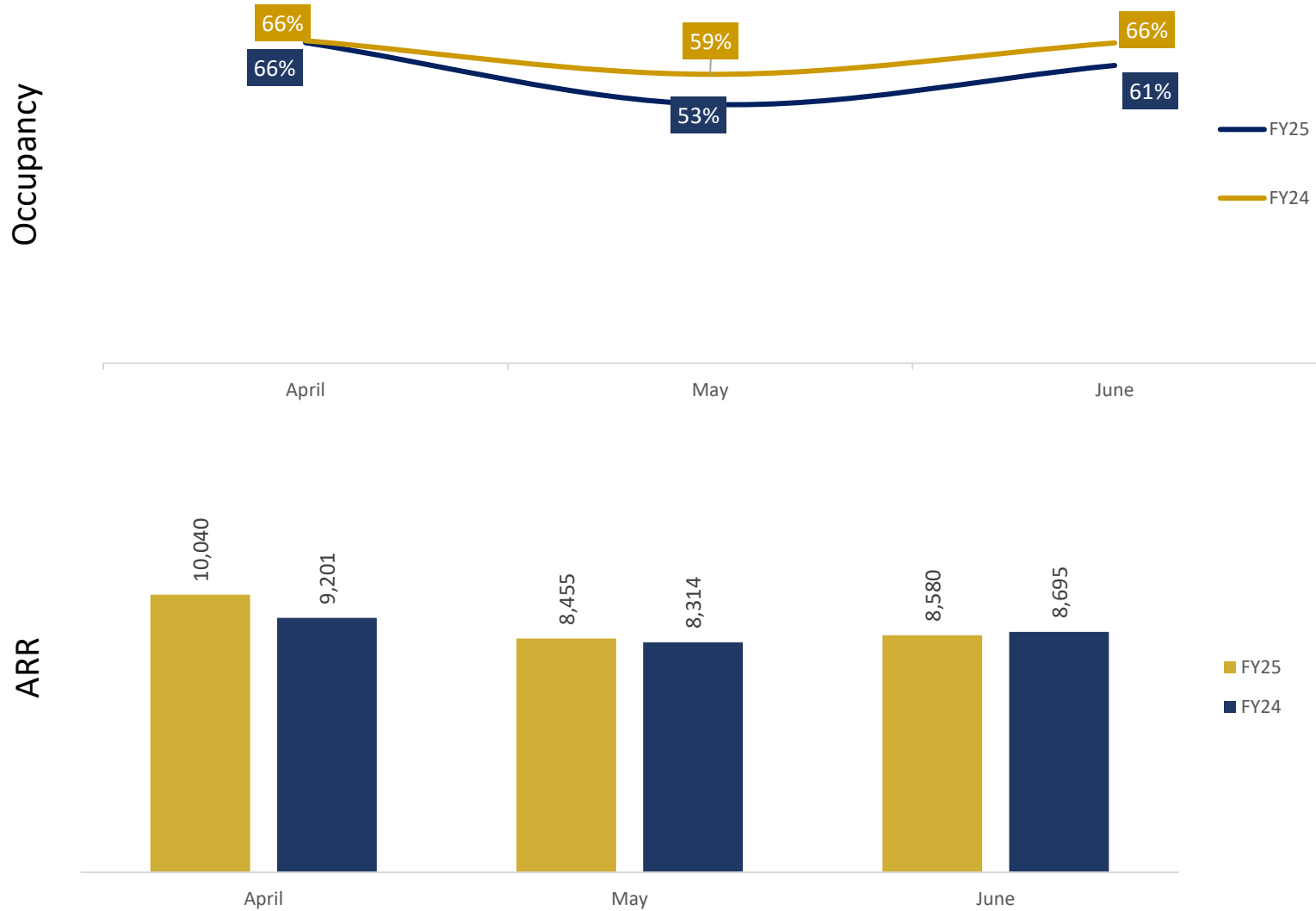
Q-o-Q RevPAR

Figures in INR



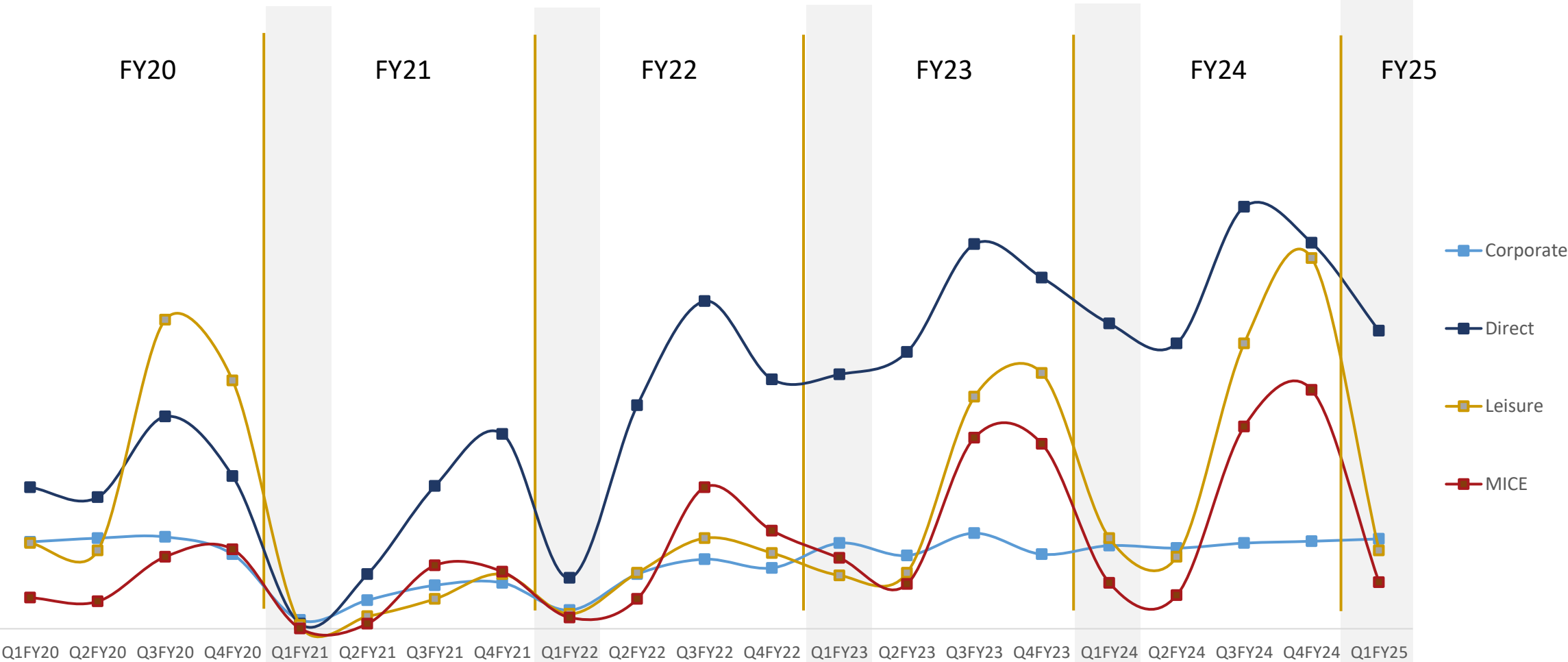
* Includes Shimla hotel which were severely impacted by negative environment conditions in Q2FY24.

Q₁ ARR/Occupancy trends by month



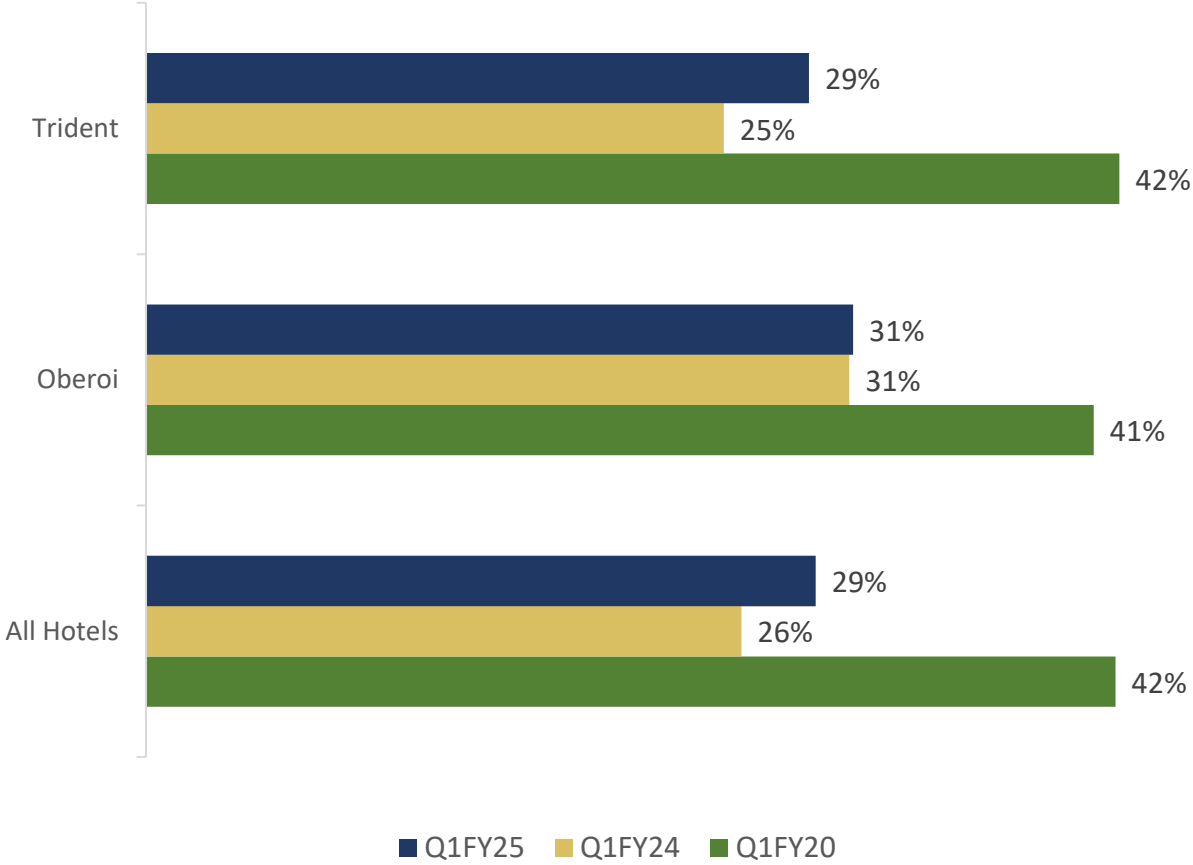
In Rs

Strong Room Revenue Tailwinds across Segments

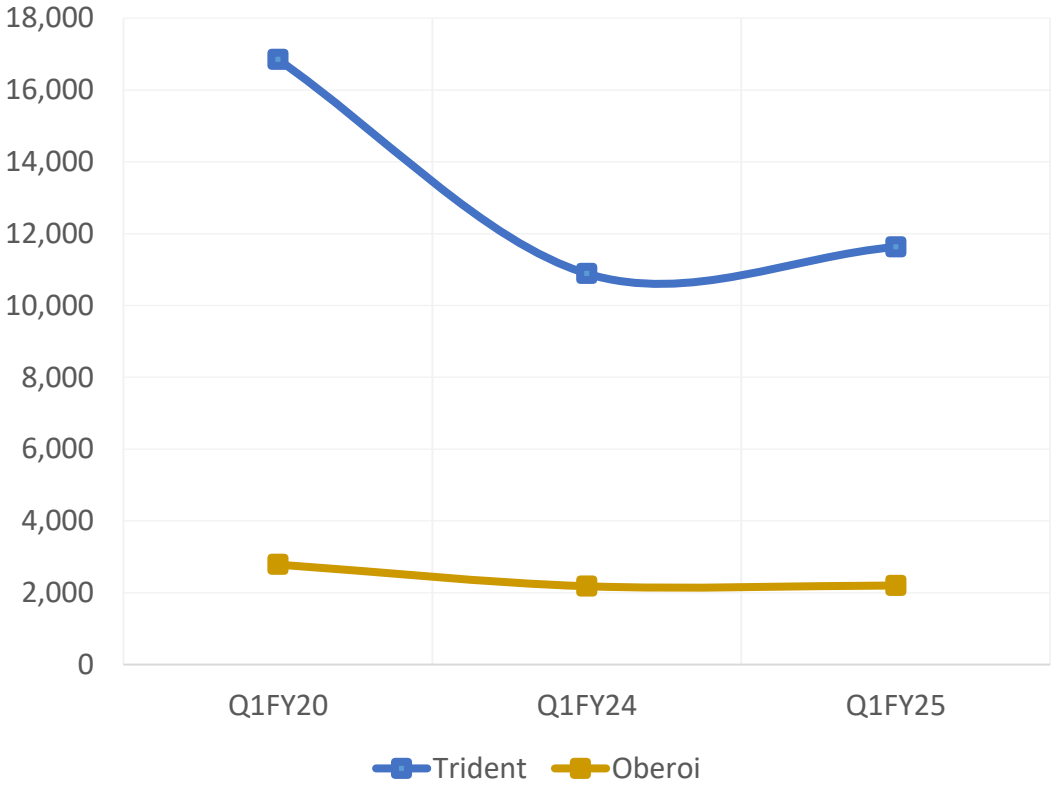


Growth in Q₁ Foreign Room Nights

% of Foreign to Total Room Nights



Foreign Room Nights



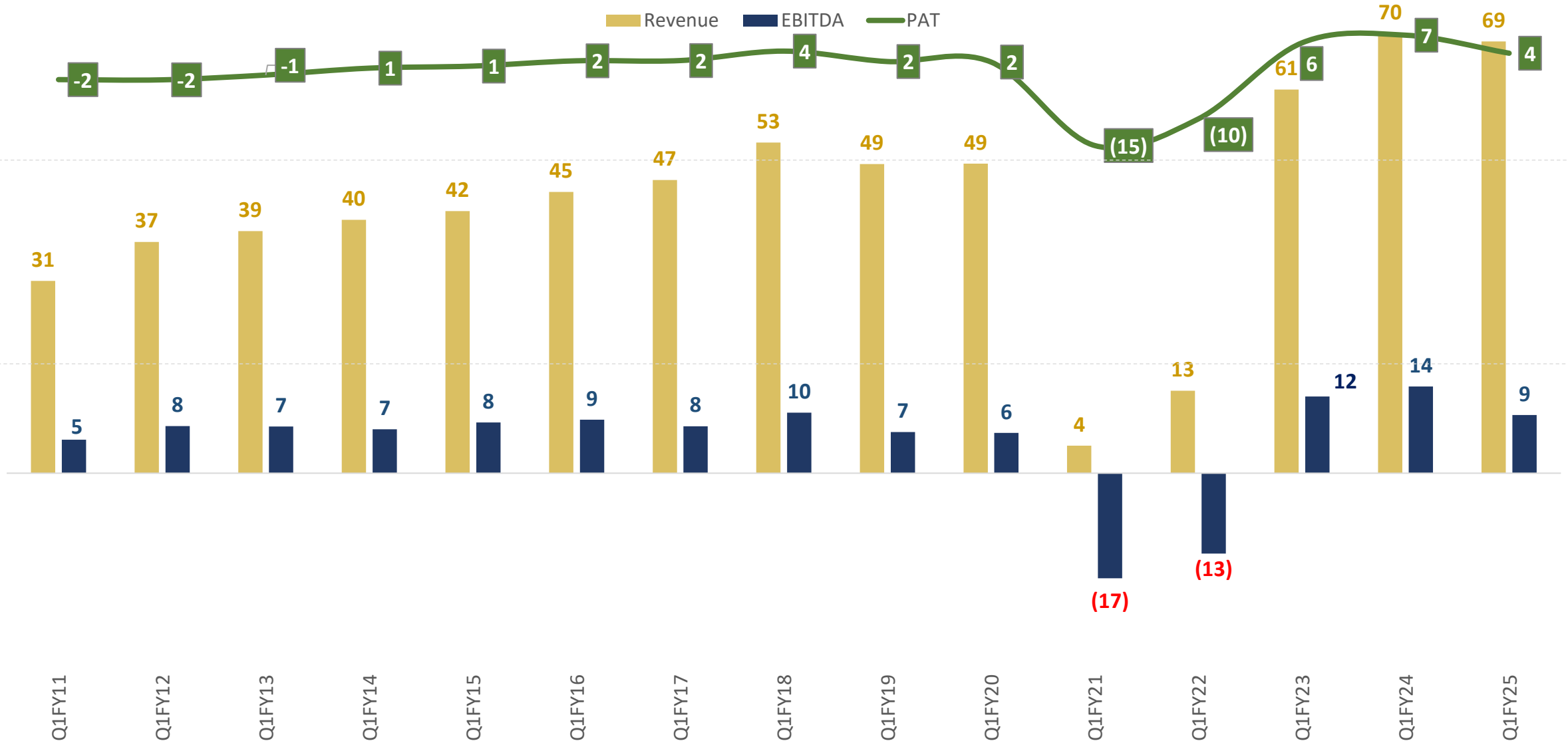
Financials

Q₁FY25

Growth in Financial Performance

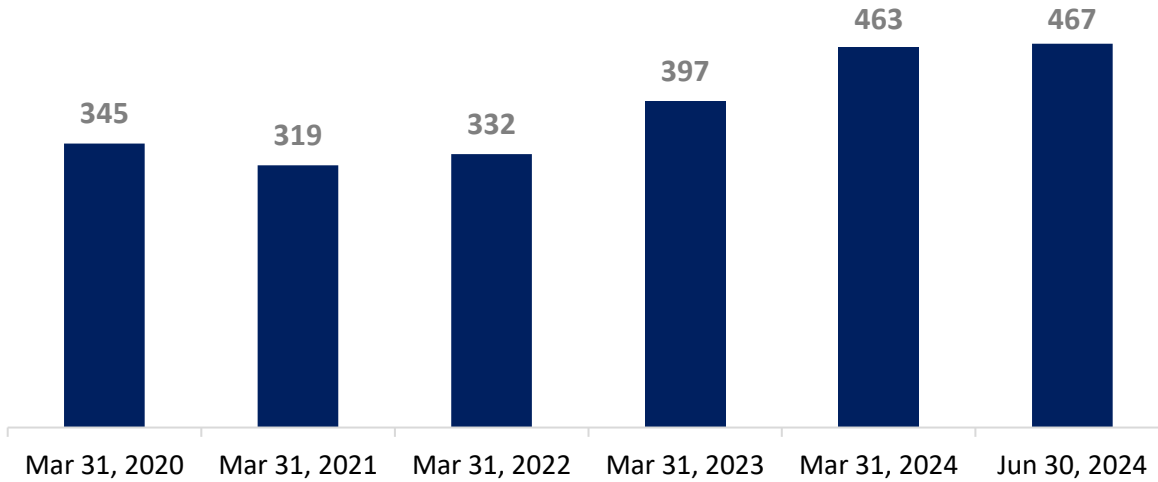
Q₁ performances snapshot

Figures in INR Crores

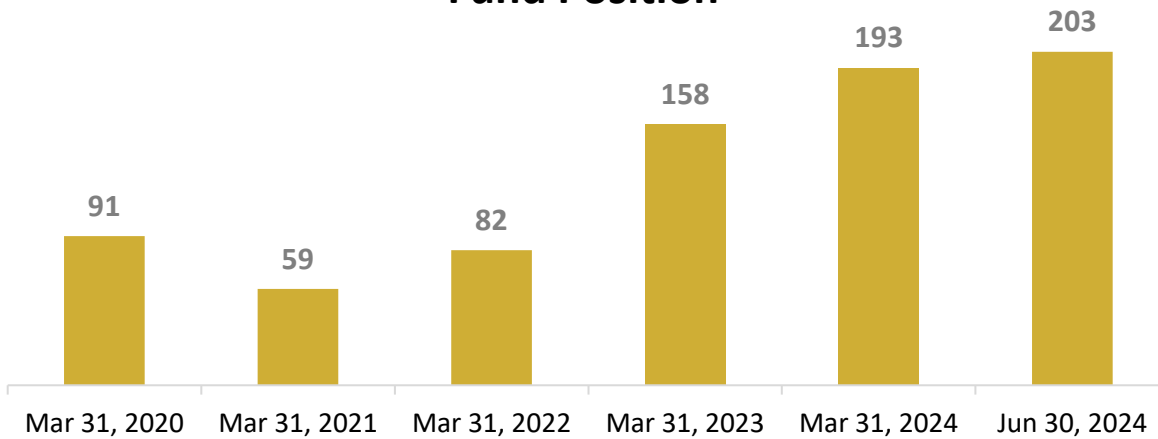


Strong Balance Sheet

Increasing Net Worth



Fund Position



Bonus Issue
1:1

Dividend for FY24
Rs. 6 / share



Financial Statements

Q₁ FY25

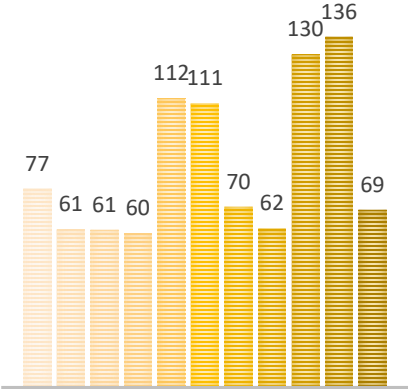
Performance Highlights

STATEMENT OF PROFIT & LOSS ACCOUNT	QTR 1		
Figures in Rs Crores rounded to first decimal	FY25	FY24	
Revenue from Operations	64.5	66.9	
Other Income	4.5	3.4	
TOTAL INCOME (A)	69.0	70.2	↓ (2)%
Consumption	5.3	5.5	
Employee Benefits (excluding third party cost)	17.4	15.0	
Power, Fuel & Light	6.3	6.7	
Administrative & Other Expenses	30.8	29.2	
TOTAL EXPENDITURE (B)	59.8	56.4	
EBITDA = (A) – (B)	9.2	13.8	↓ (33)%
<i>Less: Depreciation & Amortization</i>	4.3	4.0	
EBIT	4.9	9.8	
<i>Less: Finance Costs</i>	0.1	0.1	
PBT	4.8	9.7	
<i>Less: Exceptional Items</i>	0.0	0.0	
<i>Less: Tax including Deferred Tax</i>	1.2	2.4	
PAT	3.6	7.3	↓ (51)%

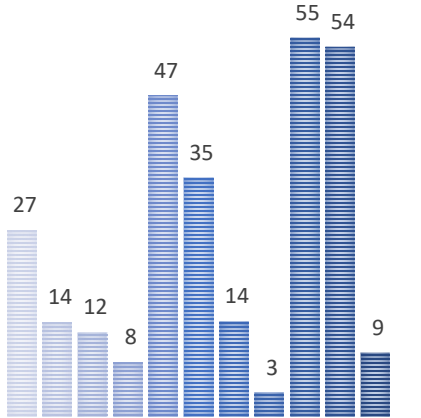
Performance Highlights

Q-o-Q Financial Results for starting from Q3 FY22 to Q1 FY25

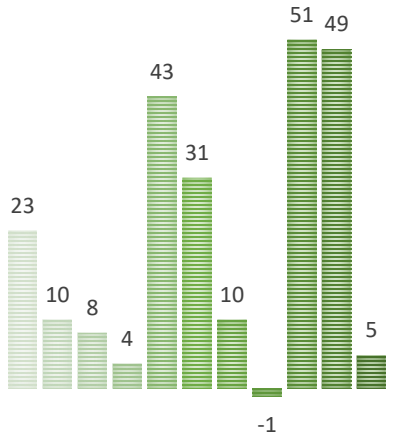
Revenue



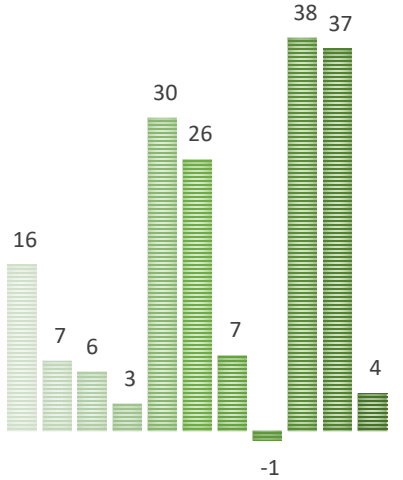
EBITDA



PBT (before exceptional items)



PAT



Business Footprint

Period ended 30th June 2024





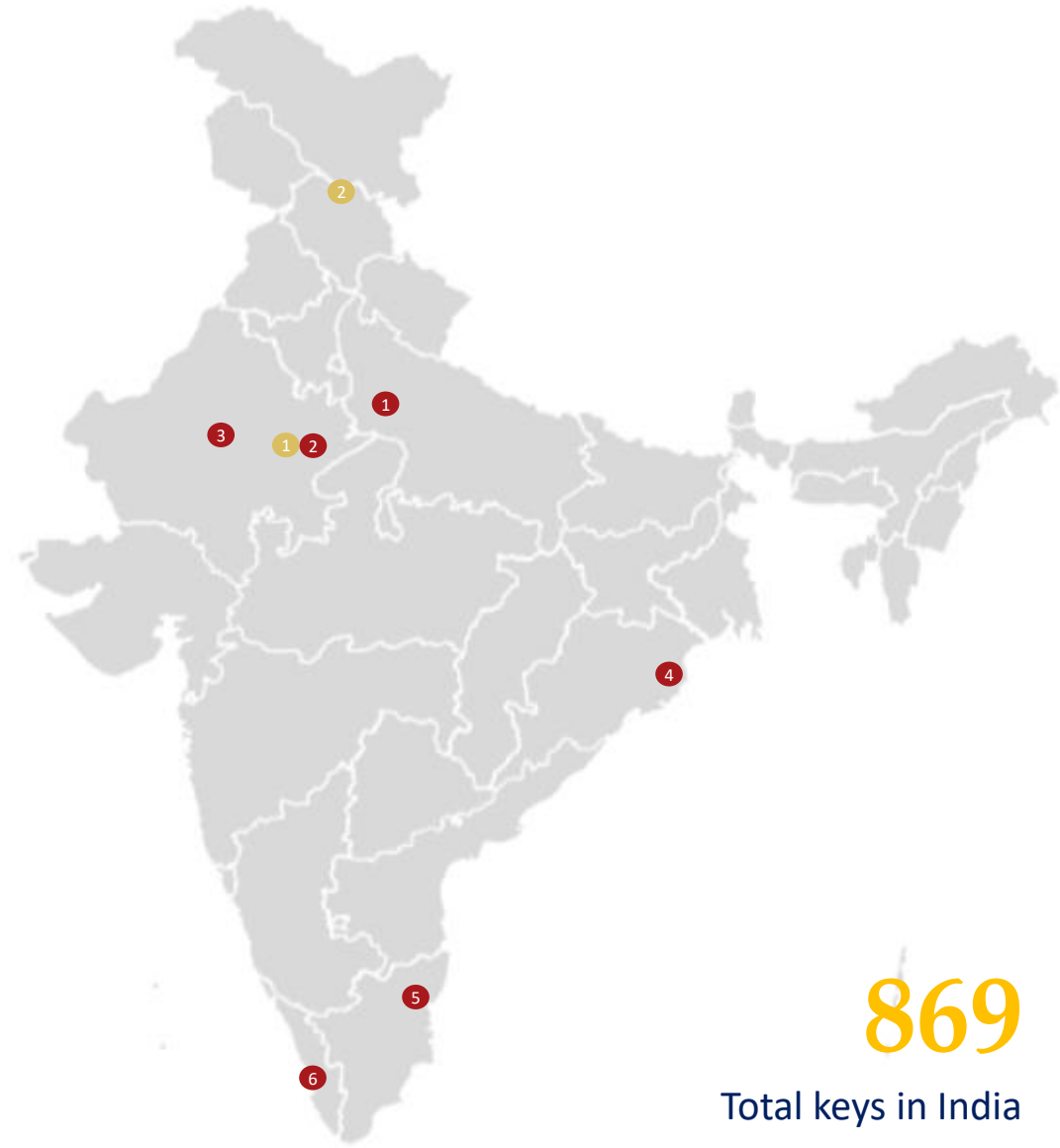
National presence



- 1. The Oberoi Rajvilas, Jaipur | **71**
- 2. The Oberoi Cecil, Shimla | **75**



- 1. Trident, Agra | **135**
- 2. Trident, Jaipur | **132**
- 3. Trident, Udaipur | **142**
- 4. Trident, Bhubaneshwar | **62**
- 5. Trident, Chennai | **167**
- 6. Trident, Cochin | **85**



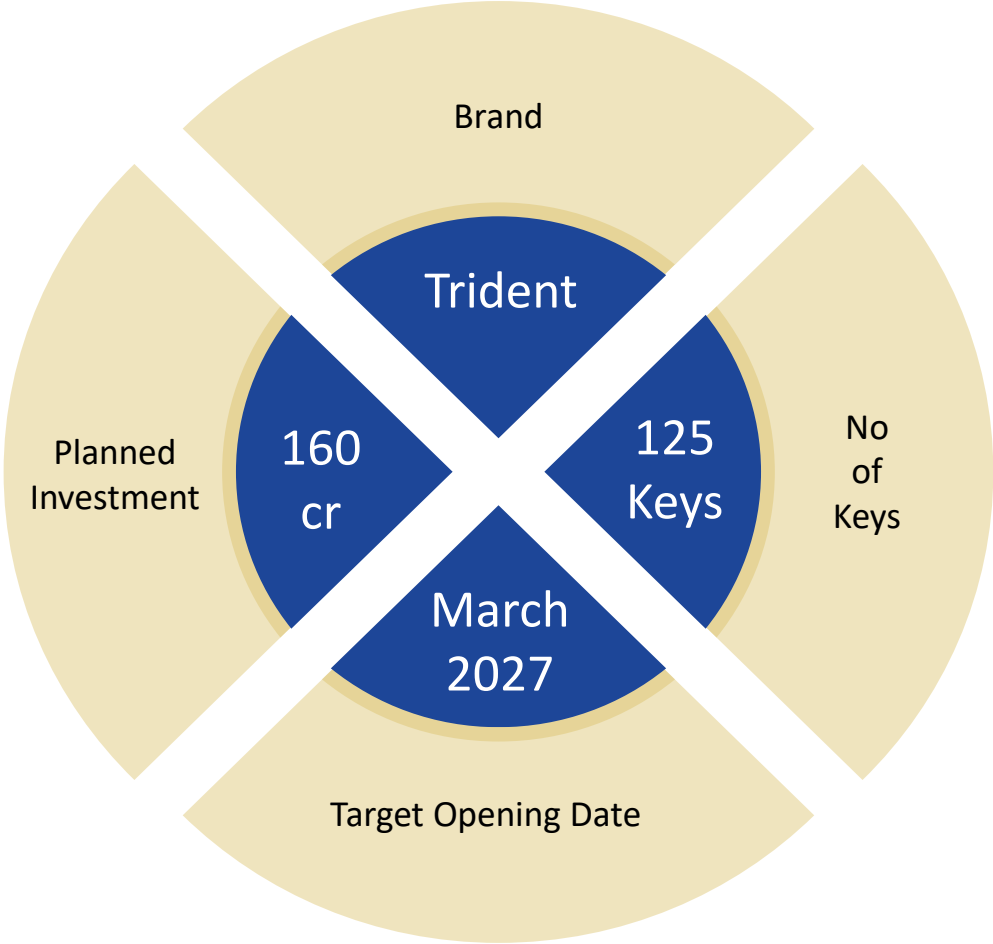
869

Total keys in India

● ROOMS

Upcoming Project

Trident Visakhapatnam





THANK YOU