

SAMHI Hotels Ltd.

CIN:
L55101DL2010PLC211816
Regd. Office: Caspia Hotels
Delhi, District Centre Crossing,
Opp. Galaxy Toyota Outer Ring
Road, Outer Ring Rd., Haider
Pur, Shalimar Bagh, Delhi-
110088.

08th November 2024

BSE Limited
Corporate Relationship Department
Phiroze Jeejeebhoy Towers
Dalal Street, Mumbai 400 001
Maharashtra, India

Scrip Code: 543984

National Stock Exchange of India
Limited
Exchange Plaza, C-1, Block G
Bandra Kurla Complex,
Bandra (East)
Mumbai – 400 051
Scrip Code: SAMHI

Sub: Investor Presentation for Quarter 2 - FY 25

Dear Sir / Madam,

Please find attached the Investor Presentation on the performance of the Company for the Quarter 2 – FY 25.

This information is also being uploaded on the website of the Company i.e. <https://www.samhi.co.in/>

You are hereby requested to take the above information on record.

Thanking You.

Yours faithfully,

For **SAMHI Hotels Limited**

Sanjay Jain
Senior Director- Corporate Affairs,
Company Secretary and Compliance Officer



Renaissance Ahmedabad Lobby



SAMHI Hotels Ltd

Investor Presentation – Q2 FY25



Business update

November 2024

Important notice

The Company is providing a Business update in addition to the Quarterly highlights in view of its recently announced acquisition of a hotel in Bangalore and the lease of a building in Hyderabad. These acquisitions have material impact on the Company's future performance necessitating an update.



Acquisition Update

SAMHI signs a long-term variable lease agreement in Hitec City, Hyderabad to build an Upper Upscale Hotel

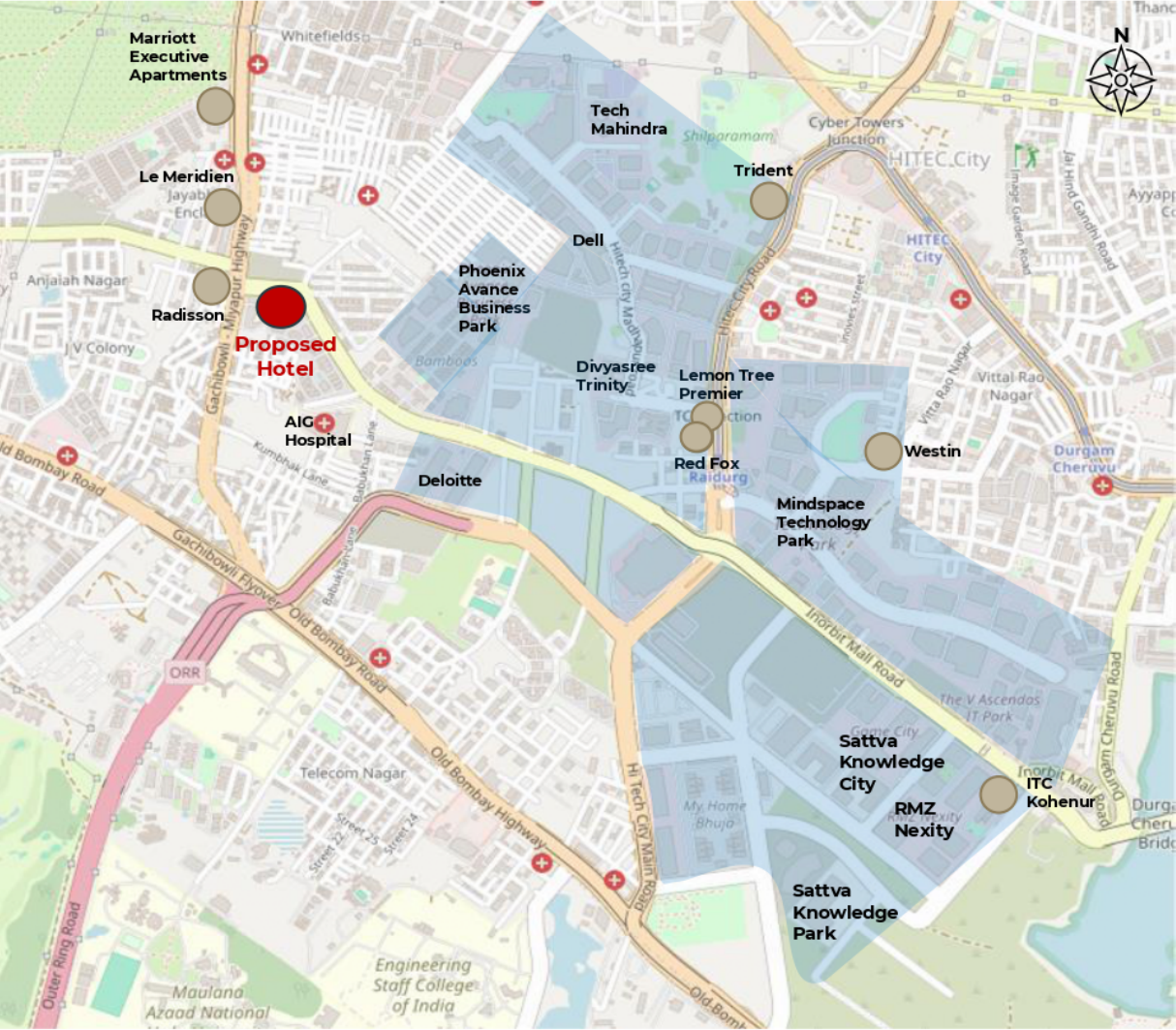
8th November 2024



Executive Summary

Transaction Summary	<ul style="list-style-type: none">• SAMHI Hotels Limited (“SAMHI”) has signed a long-term variable lease agreement in Hitec City, Hyderabad to develop an Upper Upscale hotel with 170 – 175 rooms• Asset located on the main arterial road of Hitec City, the largest office micro-market in Hyderabad• Completed office building with ~270,000 sq. ft. of built-up area is to be converted into a hotel resulting in a shorter capex-to-revenue cycle
Impact	<ul style="list-style-type: none">• 170 – 175 rooms to have a revenue potential of ~₹4.0-4.5mn per room basis the FY24 performance of SAMHI’s existing Upper Upscale & Upscale rooms in Hyderabad & Bangalore• Increases our share in the Hyderabad market, one of the largest and fastest growing office and aviation markets in India
Rationale	<ul style="list-style-type: none">• Capital efficient acquisition: Long-term variable lease (revenue linked) with limited upfront capital• Asset is in a core office market which has strong growth prospects and stable hotel supply• The total cost post development of the 170 – 175 rooms is at a discount to replacement cost

Asset Description



● Hotel Supply ■ Office Space

Particulars	Hitec City, Hyderabad
Brand / Segment	Upper-Upscale
Built-up Area	~270,000 sq. ft. (including 3 basements)
Rooms	170-175
Avg. Room Size	40-45 sq.mt.
Meeting Space	~7,000 sq.mt.
F&B Restaurants	2-3
Amenities:	
Gym	✓
Pool	✓
Spa	✓



Hyderabad Market Presence

<i>(# of Rooms)</i>	Existing Portfolio	Post Acquisition	Grand Total
Upper Upscale & Upscale	326 ¹ Sheraton, Hyderabad (Gachibowli)	+170 - 175 Upper Upscale Asset, Hyderabad (HITEC City)	496 – 501
Upper Mid-scale	232 Fairfield by Marriott, Hyderabad (Gachibowli)		232
Mid-scale	320 Holiday Inn Express, Hyderabad (HITEC City) Holiday Inn Express, Hyderabad (Banjara Hills)		320
Grand Total	824 +54 under development	+170 – 175	1,048 – 1,053

+21%
increase in
Hyderabad
inventory

●●● 1. Includes under-development rooms in Sheraton, Hyderabad (+54)

Key Features

Rationale

- **Variable lease structure** allowing capital efficiency and higher risk-adjusted returns
- **Addition of 170 – 175 rooms** in the Upper Upscale segment

Core Office & Aviation Market

- Robust office market with **7.5mn¹ Net Absorption in FY24**, second to only Bangalore
- **Strong aviation market** with airport passenger capacity of ~34mn passenger p.a. and capacity to expand to ~80mn passenger p.a.

Prime Location & Stable Hotel Supply

- Located on the main arterial road of the Hitec City – **the strongest office micro-market in Hyderabad** with ~66mn sq. ft.¹ office space and 13% vacancy rate
- **Stable branded hotel supply** of ~2,000 rooms within the Hitec City precinct

Quick Asset Turnaround

- One of the first **conversions of a commercial office building into a hotel**
- **Faster time to market** with shorter capex to revenue cycle to allow for faster EBITDA generation



1. Source: Cushman and Wakefield office report Q3CY24

Note: Above shown asset image is only for illustration purpose and is subject to change

Addition of 3 new Upscale hotels with ~525 rooms¹

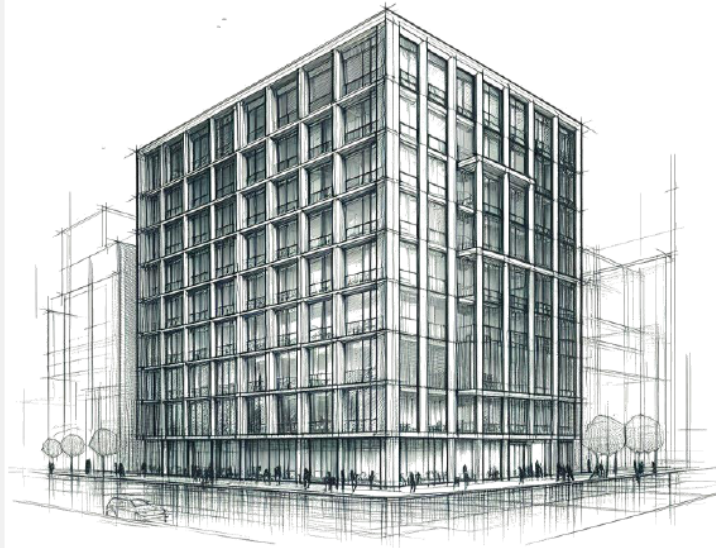
Hyderabad, Hitec City



170-175 Rooms
Upper Upscale Hotel
Conversion of existing office
building

Above shown asset image is only for illustration purpose and is subject to change

Bangalore, Whitefield



200-220 Rooms
Upper Upscale Hotel
To be developed adjacent to
existing operating hotel

Above shown asset image is only for illustration purpose and is subject to change

Bangalore, Whitefield



142 Rooms
Operating Hotel
To be renovated and rebranded
to Upscale hotel

Note: Existing hotel building



¹. Total inventory including operating and proposed hotels to be added

Portfolio Impact

- Bangalore and Hyderabad to add 45% growth to our Upscale portfolio – ~2x higher revenue per room than portfolio avg.
- Strengthen our share in key office markets of Bangalore and Hyderabad which continue to perform strong
- Increasing share of variable leased assets to boost returns and provide capital efficient growth
- Combination of operating asset, brownfield and future expansion allows short capex to revenue cycle
- Growth to be funded from internal accruals and help in improving leverage ratio

Operating and Under Development	Existing	Internal Growth	Bangalore Acquisition (Oct '24) ⁴	Hyderabad Lease (Nov '24)	Total Portfolio	Post Conversions ⁵
Upper Upscale & Upscale	1,074	76 ¹	+340	+170	1,660	1,991
Upper-Midscale	2,163	86 ²	-	-	2,249	1,918
Midscale	1,564	165 ³	-	-	1,729	1,729
PORTFOLIO	4,801	327	340	170	~5,640	~5,640

1. Includes under-development rooms in Hyatt Regency, Pune (+22), Sheraton, Hyderabad (+54)

2. Includes under-development rooms in Fairfield by Marriott, Sriperumbudur, Chennai (+86)

3. Includes rooms in Holiday Inn Express, Kolkata (+111) and Holiday Inn Express, Whitefield, Bangalore (+54) – under pre-opening

4. Refer to the acquisition note uploaded on the stock exchange on 4th Oct'24 for further details

5. Four Points by Sheraton, Pune and Jaipur to be rebranded as Courtyard by Marriott and Tribute Portfolio by Marriott respectively





Q2 FY25 Performance Update



Q2 FY25 Highlights

RevPAR ¹	Total Income
₹4,529 + 16.5% YoY	₹2,705mn + 21.2% YoY
Consol. EBITDA (pre- ESOP)	PAT
₹1,016mn +37.6% YoY	₹126mn

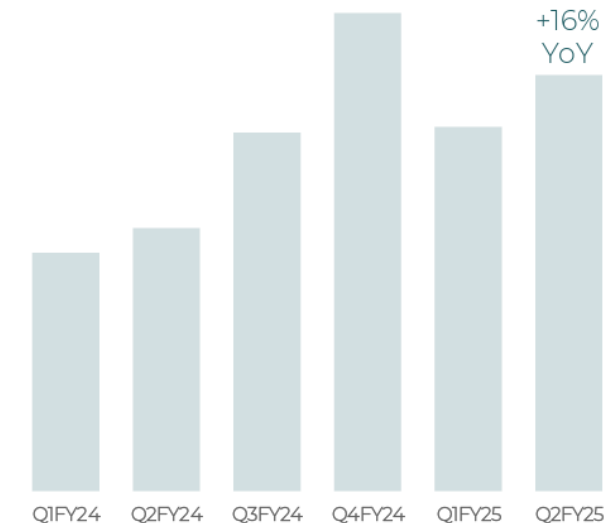
16.5% YoY growth in RevPAR demonstrates strong business demand across key markets

Multiple levers in place to augment same-store growth

Consistent & strong growth

	FY2024				FY2025	
	Q1	Q2	Q3	Q4	Q1	Q2
<i>All values in ₹ mn unless specified</i>						
Total Income ¹	1,924	2,232	2,733	2,899	2,568	2,705
YoY growth	9.6%	25.1%	39.5%	36.9%	33.5%	21.2%
EBITDA <i>(pre-ESOP / One Time)</i>	650	739	1,019	1,077	934	1,016
ESOP & One-Time	(178)	(198)	(115)	(115)	(44)	(44)
Depreciation	(230)	(279)	(312)	(315)	(299)	(288)
Interest	(1,077)	(1,146)	(651)	(577)	(556)	(562)
PBT <i>(excl. exceptional items)</i>	(835)	(885)	(60)	70	35	122
PAT	(835)	(880)	(744)	113	42	126

RevPAR Trend



Near term growth from healthy demand for same store assets, material re-rating of part of our portfolio post renovation & rebranding, addition of new inventory and M&A



SAMHI Hotels Ltd.

Macro Dynamics

Robust commercial activity across key markets

	Office market size ¹ (mn sq. ft.)		Net Absorption ²	
	Current	Upcoming	FY24 Full Year Total of ~43 mn sqft	H1FY25 Total of ~21 mn sqft
Bangalore	205	35	14.0	6.6
Hyderabad	124	45	7.5	2.8
Pune	79	21	5.4	2.0
Delhi NCR	151	22	5.2	3.3
Kolkata	29	3	0.9	1.1
Chennai	75	14	3.8	1.3
Mumbai	151	20	6.2	4.4

Office space absorption for Q2FY25 stood at **~12 mn sqft up from ~8 mn sqft** in Q2FY24

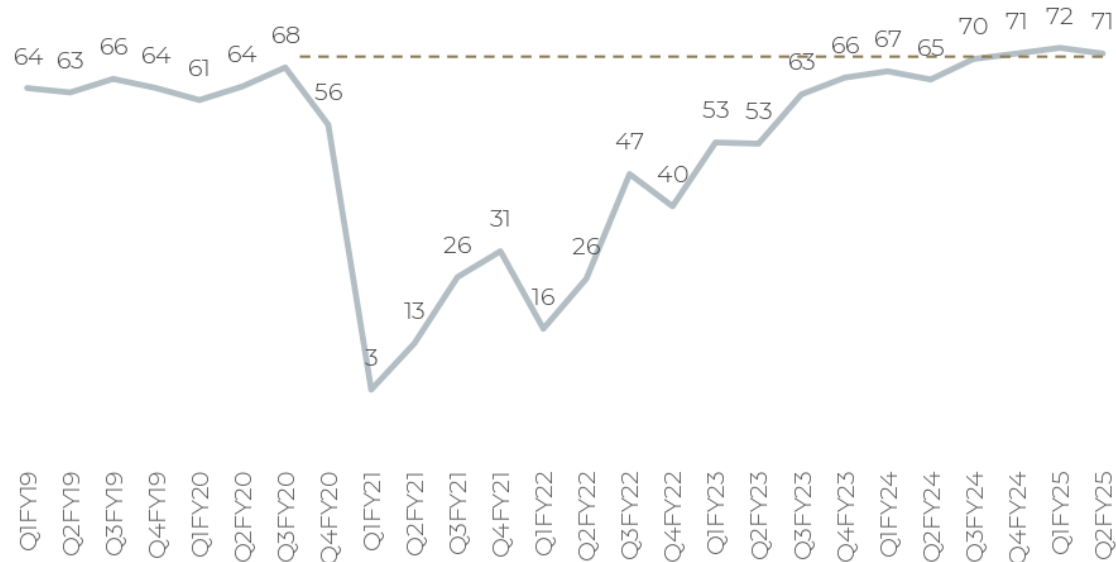
4 Key Markets (Bangalore, Hyderabad, Pune, Delhi NCR) captured **~69%** of the total absorption in Q2FY25

Contribute to **76%** of SAMHI's Q2FY25 Asset Income

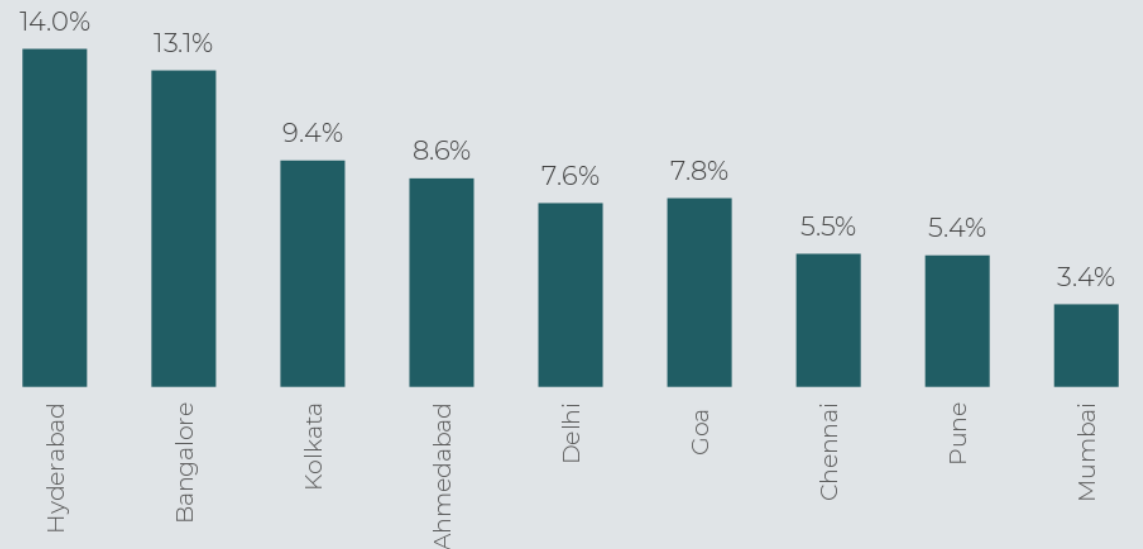
Travel across key cities continue growth path

Air passenger growth continues its upward trajectory with **71 million passengers** in Q2FY25 (+7.9% YoY)

QoQ airline passenger growth (in mn)¹



Q2FY25 change over Q2FY24



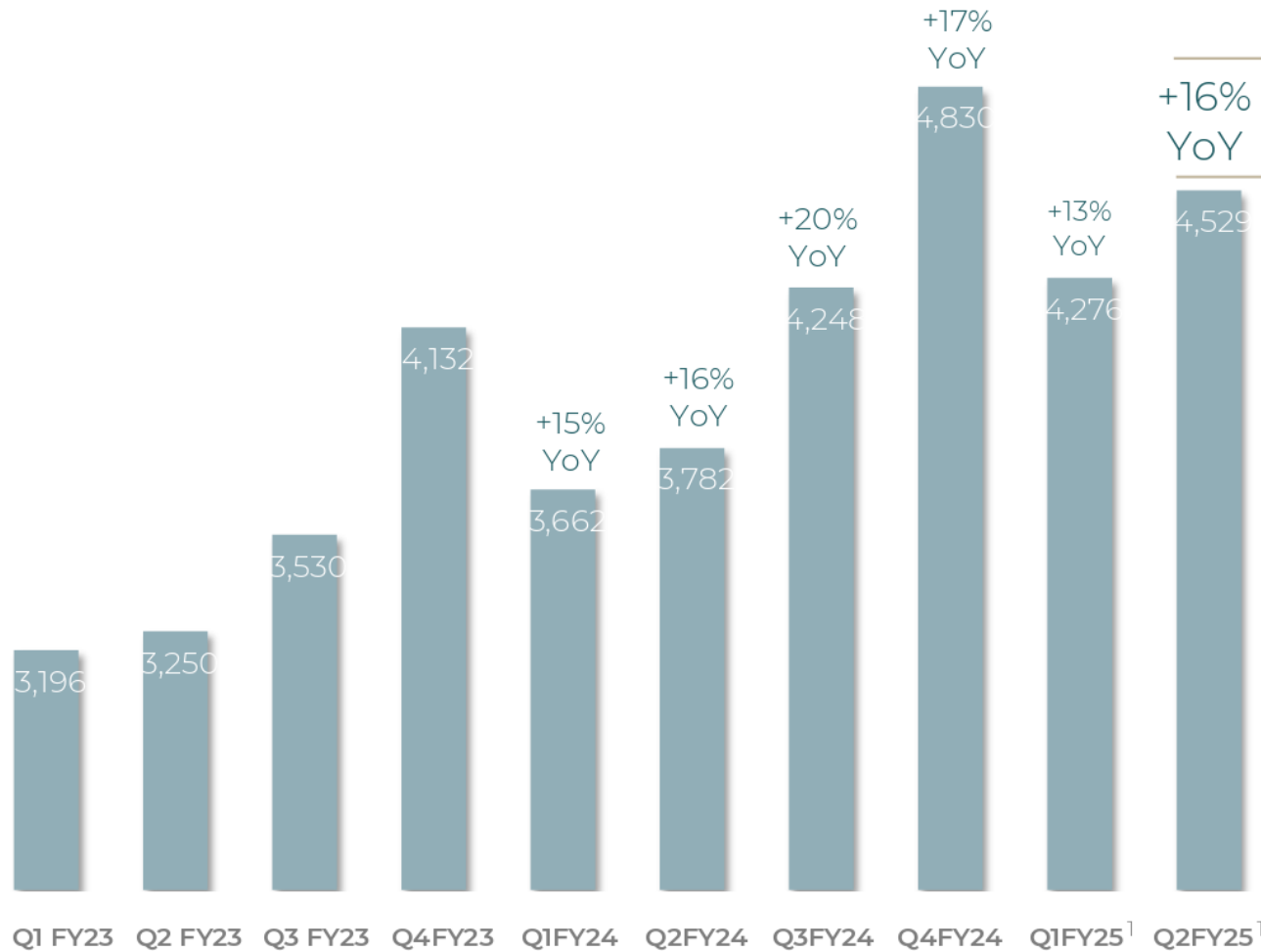


Fairfield Sriperumbudur All-Day Dining

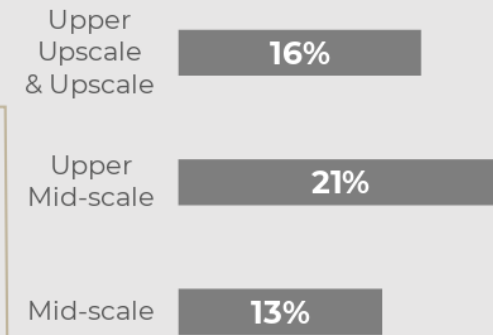
SAMHI Hotels Ltd.

Performance Summary

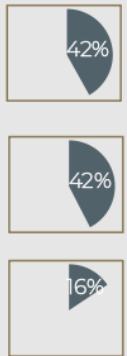
RevPARs continue upward trend



Segment wise RevPAR growth (for Q2 FY25 YoY)



Revenue Contribution of the Segment (Q2 FY25)



Established larger base of demand and continued growth in commercial activities across key markets driving RevPAR growth

Growth expected to be stronger in coming quarters

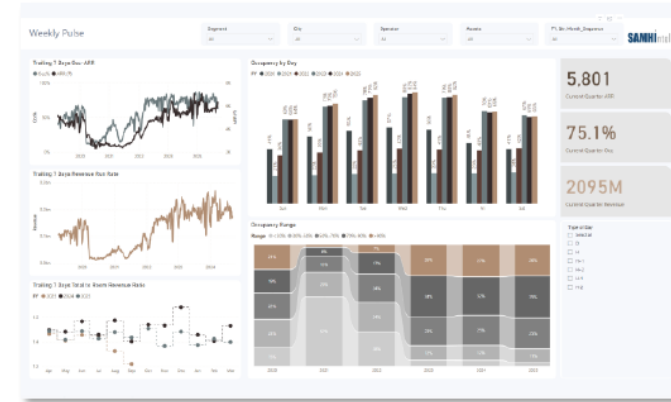
¹ Based on Same-store i.e. excludes ACIC Portfolio acquired in Aug'23 and Caspia Pro, Greater Noida which is currently shut-down and under renovation

SAMHIintel

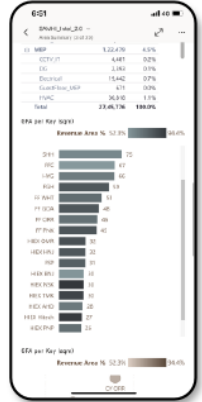
SAMHIintel is our inhouse and proprietary asset management tool

Updates

- The system now has been migrated to a scalable platform with underlying larger database and efficient automated data uploading process
- New mobile friendly view added to allow asset manager easy and on the move access to information



Desktop Version

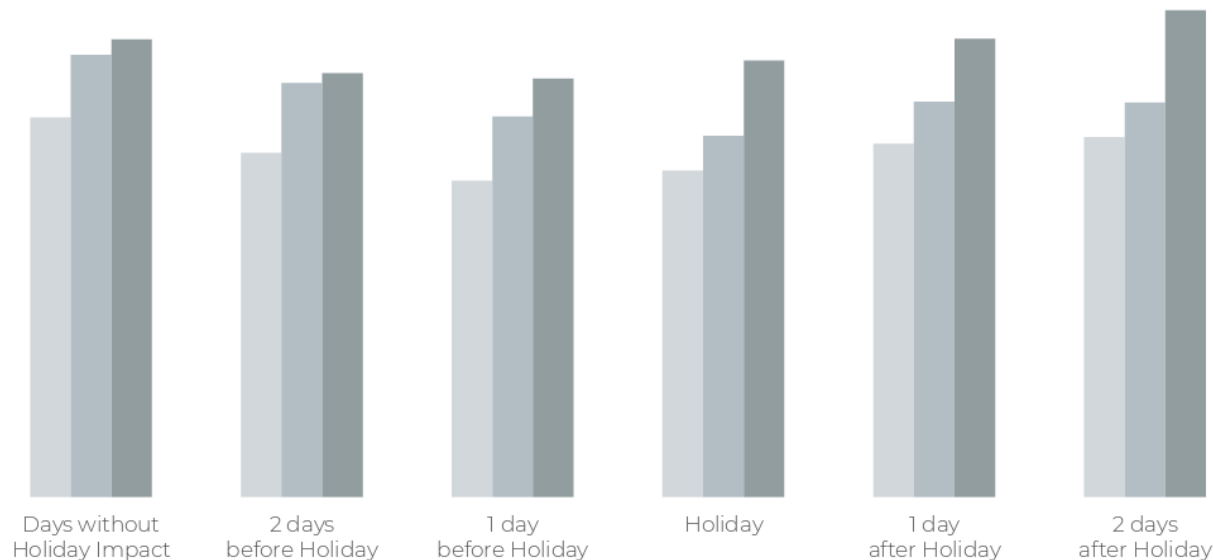


Cell Phone Version

Reduced impact of holidays on average earning rate of the portfolio

Portfolio Daily Revenue Rate

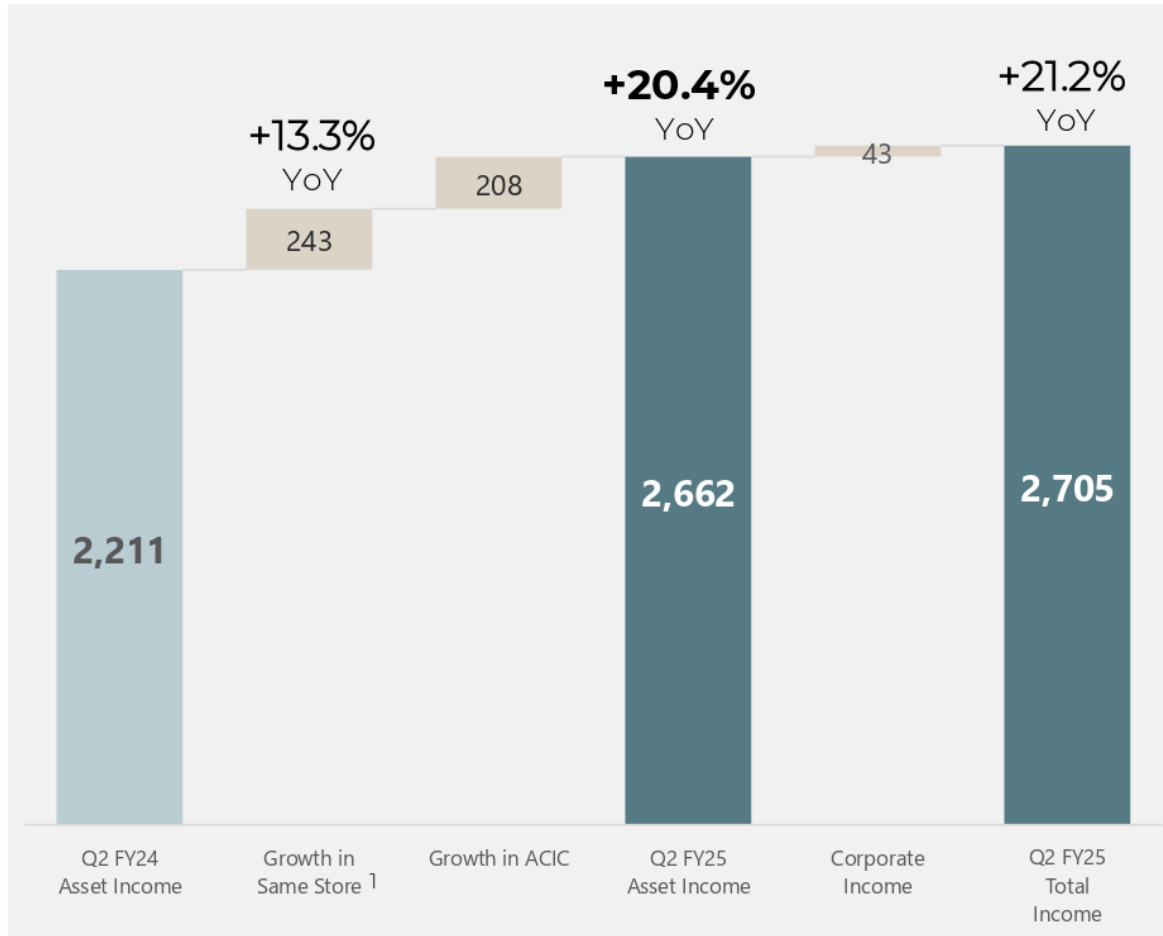
■ H1 FY23 ■ H1 FY24 ■ H1 FY25



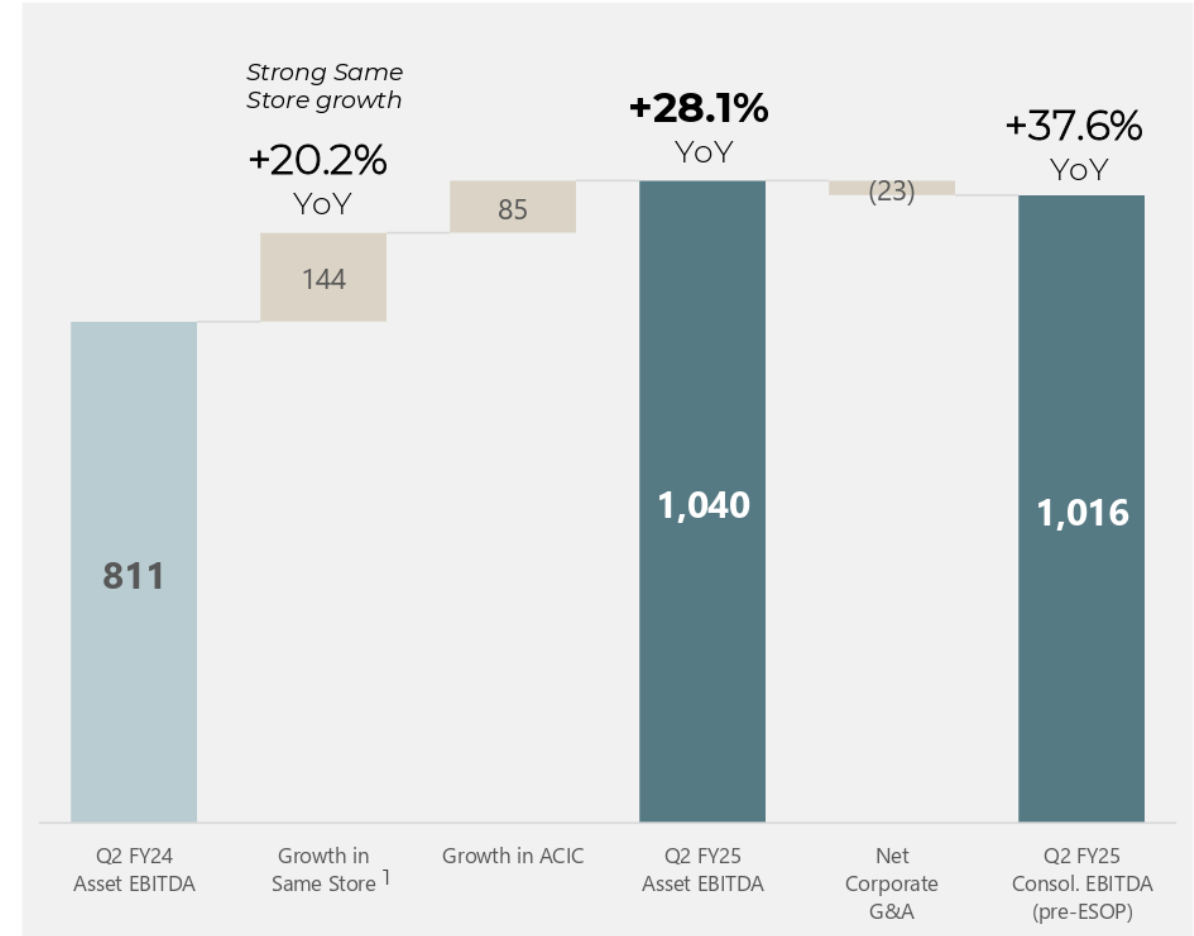
H1 FY25 showed an average 5% reduction in earning rate during holidays vs days without a holiday impact
As compared to **18% reduction in H1FY24**

Q2FY25 - Total Income and Consol. EBITDA bridge

Total Income (₹ mn)



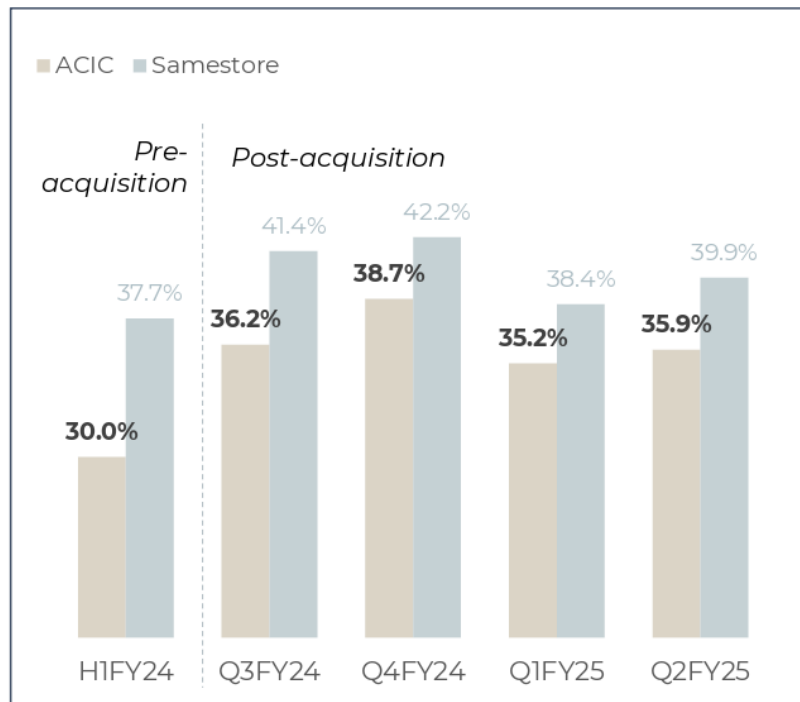
Consol. EBITDA (pre-ESOP) (₹ mn)



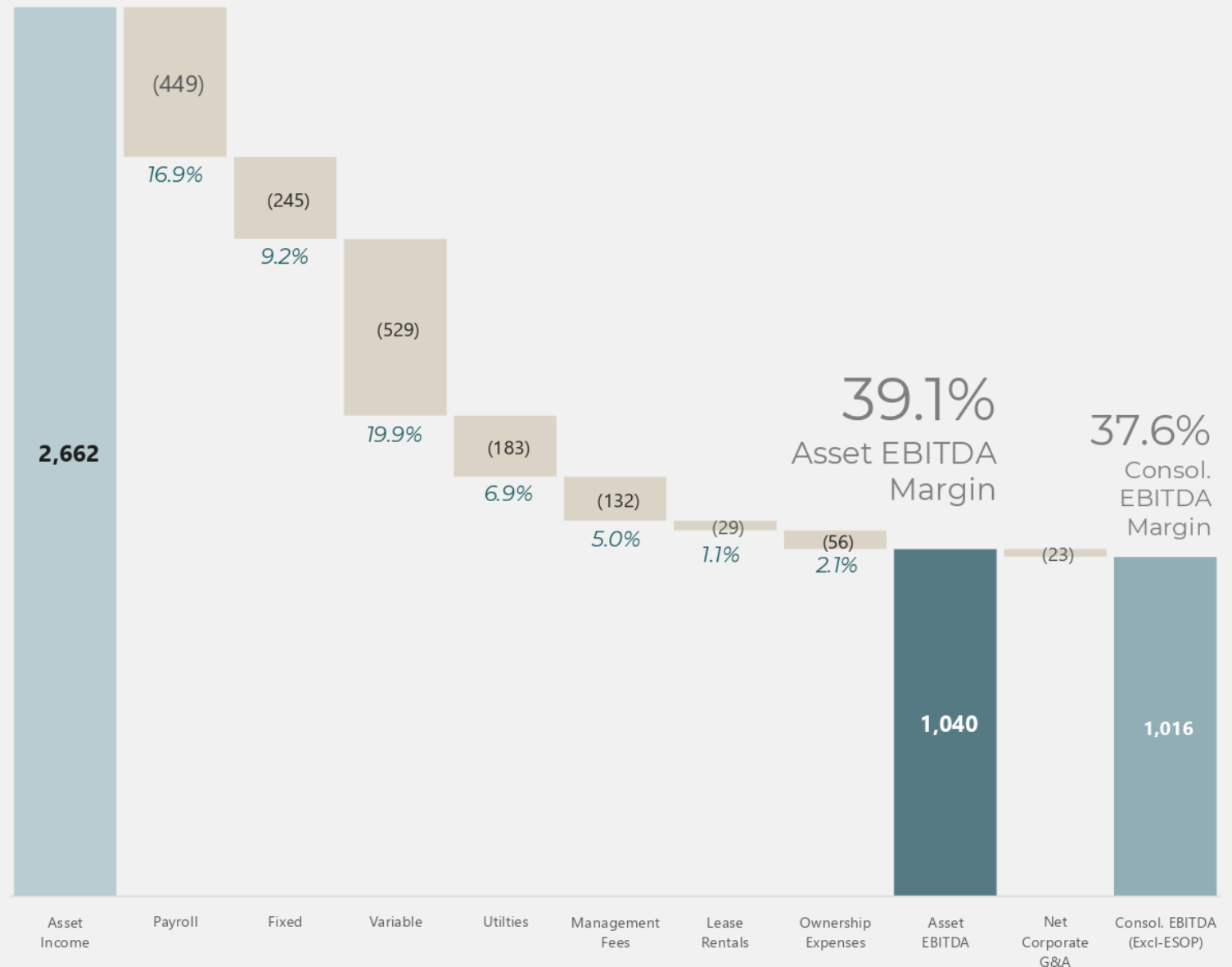
1. Based on Same-store i.e. excludes ACIC Portfolio acquired in Aug'23 and Caspia Pro, Greater Noida which is currently shut-down and under renovation

Operational efficiency

ACIC Portfolio and Same Store EBITDA Margins



Q2FY25 – Bridge from Total Asset Income to Consol. EBITDA (excl. ESOP)



●●● Note: All values in ₹ mn unless specified otherwise

SAMHI Hotels Ltd.

Segment Performance



Upper Upscale & Upscale assets

■ **Stable:** Y-o-Y change of +/-200bps;
▲ **Upward:** Y-o-Y increase of between 200 – 700bps;
▲ **Strong Upwards:** Y-o-Y increase of more than 700bps;
▼ **Downward:** Y-o-Y decrease of between 200 – 700bps; and
▼ **Strong Downwards:** Y-o-Y decrease of more than 700bps.



5 hotels 1,074 rooms in 5 key cities

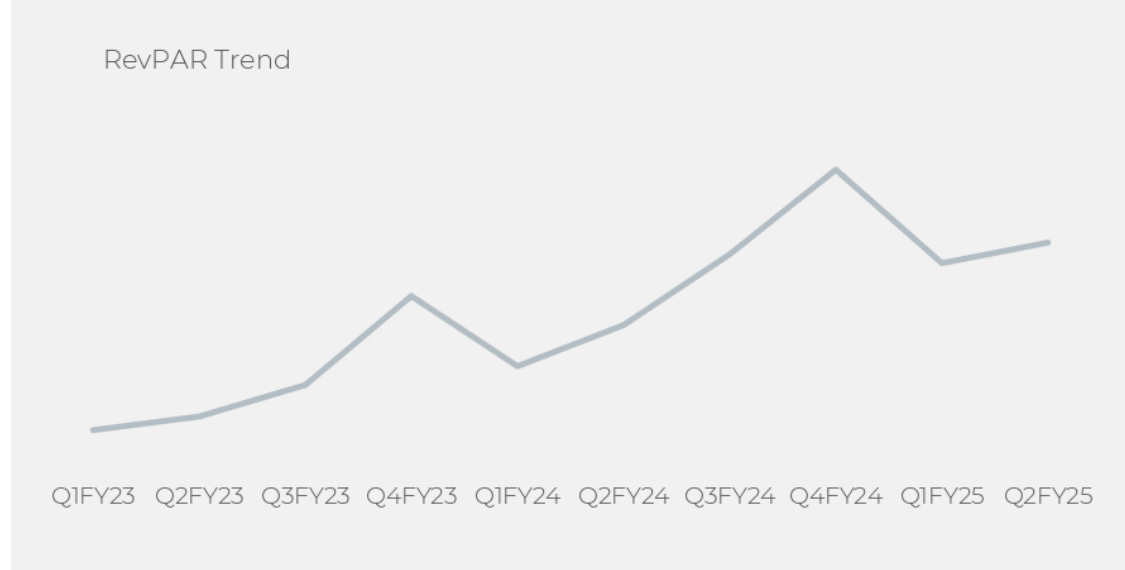
22% of total room inventory

42% of Asset Revenues for Q2FY25

34% revenue from Food & Beverage

- Upper Upscale & Upscale inventory to increase by ~930 rooms :
 - ~525 rooms to be added in Bangalore and Hyderabad from the latest acquisition and lease signing
 - 331 rooms post rebranding and upgradation of ACIC Pune and Jaipur assets to Courtyard by Marriott and Tribute Portfolio by Marriott respectively
 - Addition of inventory of 54 rooms in Sheraton, Hyderabad and 22 rooms in Hyatt Regency, Pune

	Q2FY25	(Y-o-Y)	FY24	(Y-o-Y)
Occupancy (%)	77%	■	74%	▲
ARR (₹)	9,162	▲	8,954	▲
RevPAR (₹)	7,067	▲	6,648	▲



Upper Mid-scale assets



15 hotels 2,163 rooms in 10 cities

45% of total room inventory

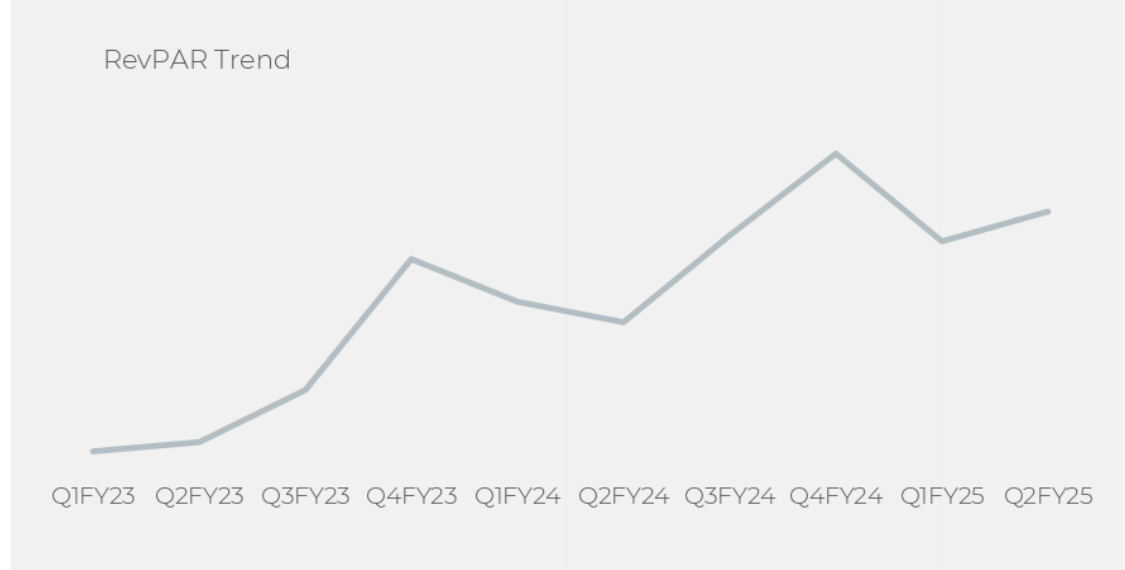
42% of Asset Revenues for Q2FY25

24% revenue from Food & Beverage

- Upper Mid-scale inventory to reduce by 331 rooms post rebranding and upgradation of ACIC Pune and Jaipur assets to Courtyard by Marriott and Tribute Portfolio by Marriott respectively
- 631 rooms in ACIC Portfolio to stabilize over FY2026
- Caspia Delhi with 142 rooms to be renovated and rebranded to Fairfield by Marriott

■ **Stable:** Y-o-Y change of +/-200bps;
▲ **Upward:** Y-o-Y increase of between 200 – 700bps;
▲ **Strong Upwards:** Y-o-Y increase of more than 700bps;
▼ **Downward:** Y-o-Y decrease of between 200 – 700bps; and
▼ **Strong Downwards:** Y-o-Y decrease of more than 700bps.

	Q2FY25	(Y-o-Y)	FY24	(Y-o-Y)
Occupancy (%)	71%	■	72%	▼
ARR (₹)	5,865	▲	5,580	▲
RevPAR (₹)	4,170	▲	4,026	▲



Mid-scale assets



11 hotels 1,564 rooms in 7 cities

33% of total room inventory

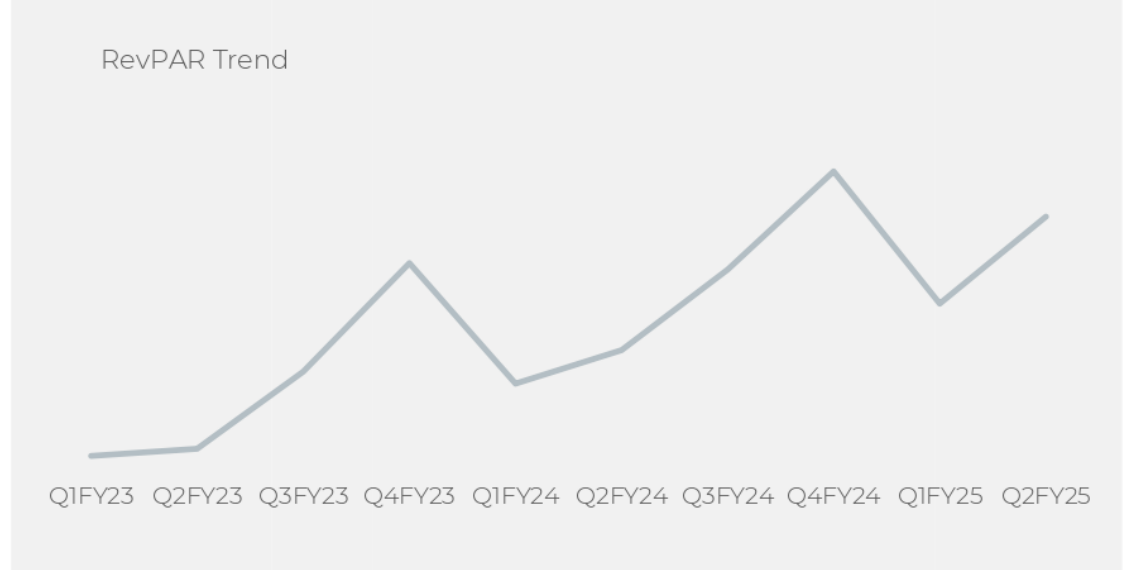
16% of Asset Revenues for Q2FY25

9% revenue from Food & Beverage

- Mid-scale inventory to increase by 165 rooms:
 - 111 rooms in Holiday Inn Express, Kolkata
 - 54 rooms in Holiday Inn Express, Whitefield, Bangalore
- 137 rooms of Caspia Pro, Greater Noida to be reopened as Holiday Inn Express

■ **Stable:** Y-o-Y change of +/-200bps;
▲ **Upward:** Y-o-Y increase of between 200 – 700bps;
▲ **Strong Upwards:** Y-o-Y increase of more than 700bps;
▼ **Downward:** Y-o-Y decrease of between 200 – 700bps; and
▼ **Strong Downwards:** Y-o-Y decrease of more than 700bps.

		Q2FY25	(Y-o-Y)	FY24	(Y-o-Y)
Occupancy	(%)	79%	▲	72%	▲
ARR	(₹)	3,538	▲	3,523	▲
RevPAR	(₹)	2,810	▲	2,533	▲





Holiday Inn Express Gurgaon Great Room

SAMHI Hotels Ltd.

Growth Drivers

New Openings in Q3FY25

302 rooms under Holiday Inn Express brand; annual revenue potential of ₹250-300mn

Holiday Inn Express Whitefield
Extension: 54 Guestrooms



Under Pre-Opening

Holiday Inn Express Kolkata
111 Guestrooms



Under Pre-Opening

Holiday Inn Express Greater NOIDA
137 Guestrooms



Under Pre-Opening

Internal Growth Projects

#	Hotel	Growth Project	Status
1	Caspia Pro, Greater NOIDA	Conversion to Holiday Inn Express	Under pre-opening
2	Holiday Inn Express, Kolkata	New Opening	Under pre-opening
3	Holiday Inn Express, Whitefield, Bangalore	Expansion with 54 guest rooms	Under pre-opening
4	Sheraton, Hyderabad ¹	Expansion with 54 guest rooms	Under development
5	Four Points by Sheraton, Pune	Conversion to Courtyard by Marriott	Planning & designing
6	Four Points by Sheraton, Jaipur	Conversion to Tribute Portfolio by Marriott	Planning & designing
7	Caspia, Delhi	Conversion to Fairfield by Marriott	Planning & designing
8	Hyatt Regency, Pune	Expansion with 22 service apartments and one specialty restaurant	Planning & designing
9	Fairfield by Marriott, Sriperumbudur, Chennai	Expansion with 86 guest rooms	Planning & designing

Internal growth projects would lead to inventory expansion of **327 guest rooms** and one F&B outlet along with significant **repositioning of portfolio**

¹ Conversion of Commercial to hotel rooms which will lead to short-term rental income loss of ~₹18mn per quarter for about 3-4 quarters



Sheraton Hyderabad Reception Lobby

SAMHI Hotels Ltd.

Summary Financials

Financial summary

(Consolidated P&L)

	Q2FY25	Q2FY24	Change% ³	H1FY25	H1FY24	Change%	FY24
Operating Rooms (#)	4,664 ¹	4,801		4,664 ¹	4,801		4,664 ¹
Occupancy (%)	75%	72%		75%	71%		73%
Average Room Rate (₹)	5,892	5,441		5,782	5,426		5,804
Asset Income	2,662	2,211	20.4%	5,174	4,125	25.4%	9,630
Asset EBITDA	1,040	811	28.1%	1,986	1,530	29.8%	3,777
<i>EBITDA Margin</i>	<i>39.1%</i>	<i>36.7%</i>		<i>38.4%</i>	<i>37.1%</i>		<i>39.2%</i>
Net Corporate G&A	(23)	(73)		(36)	(141)		(293)
Consolidated EBITDA (pre-ESOP cost & one-time expense)	1,016	739	37.6%	1,950	1,389	40.4%	3,484
ESOP ² Cost	(44)	(115)		(89)	(230)		(459)
Other One-Time Expenses	-	(83)		-	(146)		(146)
Consolidated EBITDA (Reported)	972	540		1,862	1,013		2,879
<i>EBITDA Margin</i>	<i>35.9%</i>	<i>24.2%</i>		<i>35.3%</i>	<i>24.6%</i>		<i>29.4%</i>
Depreciation & Amortization	(288)	(279)		(588)	(509)		(1,137)
Finance cost	(562)	(1,146)		(1,117)	(2,223)		(3,451)
PBT (excluding exceptional items)	122	(885)		157	(1,719)		(1,709)
Exceptional Items	-	-		-	-		(732)
PBT	122	(885)		157	(1,719)		(2,441)
Tax Expense	4	4		12	4		95
PAT	126	(880)		168	(1,715)		(2,346)

³Q2FY25 Asset Income and Asset EBITDA YoY change % on a same store basis is 13.3% and 20.2% respectively

Note: All values in ₹ mn unless specified otherwise

1. Excluding Caspia Pro, Greater Noida which is currently shut-down and under renovation

2. ESOP 2023 (as disclosed in prospectus); ESOP &L impact over next 4 years: ₹459mn in FY24, ₹177mn in FY25, ₹ 95mn in FY26 and ₹40mn in FY27

Financial summary

(Consolidated
Balance Sheet)

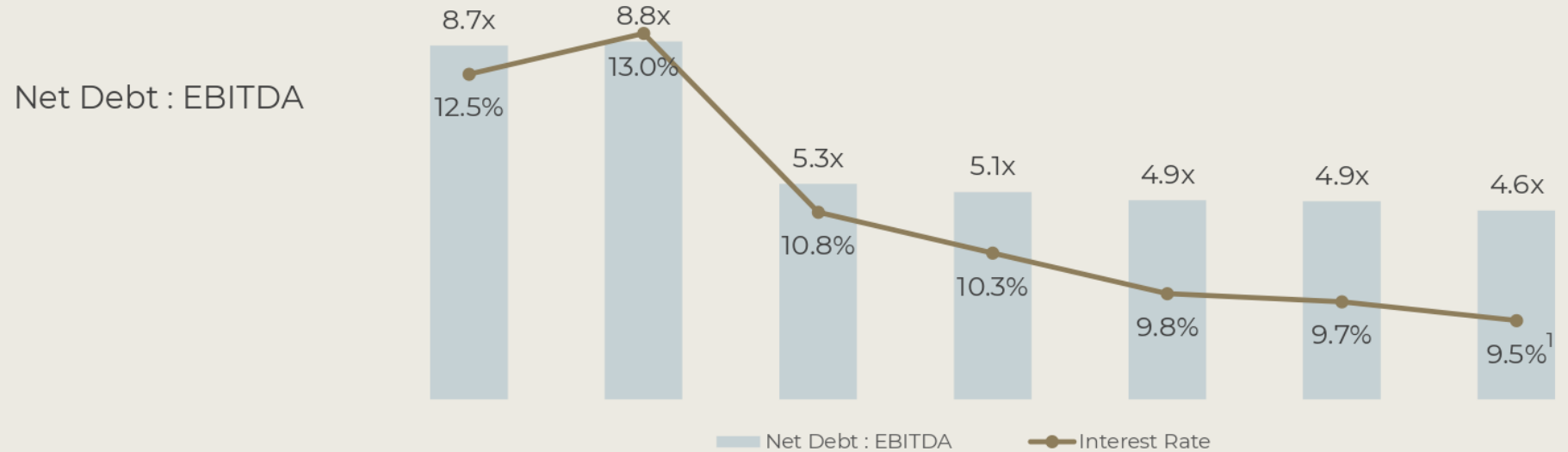
	Sep'24	Mar'24
Fixed Assets	24,575	24,977
CWIP ¹	877	325
Other Non-current Assets	5,365	5,213
Cash & Cash Equivalents	2,857	2,625
Inventories	38	40
Trade Receivables	777	605
Other Current Assets	697	666
Total Assets	35,186	34,451
Total Equity	10,646	10,385
Total Borrowings	21,565	20,773
Trade Payables	959	1,269
Other Non-current Liabilities	1,165	1,118
Other Current Liabilities	851	906
Total Equity & Liabilities	35,186	34,451

Note: All values in ₹ mn unless specified otherwise

1. Increase is on account of capex incurred on growth projects: HIEX Kolkata, HIEX Whitefield BLR, HIEX Greater Noida and ACIC Conversion

Financial flexibility

	Mar 31, 2023	Jun 30, 2023	Sept 30, 2023	Dec 31, 2023	Mar 31, 2024	Jun 30, 2024	Sept 30, 2024
Net Debt (₹ mn)	28,339	29,383	17,974	18,427	18,242	18,626	18,788
TTM EBITDA* (₹ mn)	3,273	3,333	3,398	3,580	3,681	3,810	4,045



Annualized interest cost ² (₹ mn)	~3,750	~3,940	~2,400	~2,000	~1,990	~1,950	~1,960
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*On Proforma basis and excluding ESOP & One-time Expenses

1. As on 31st October 2024

2. It does not include non-cash finance cost items such as interest on lease, EIR, etc. which are directly charged to P&L

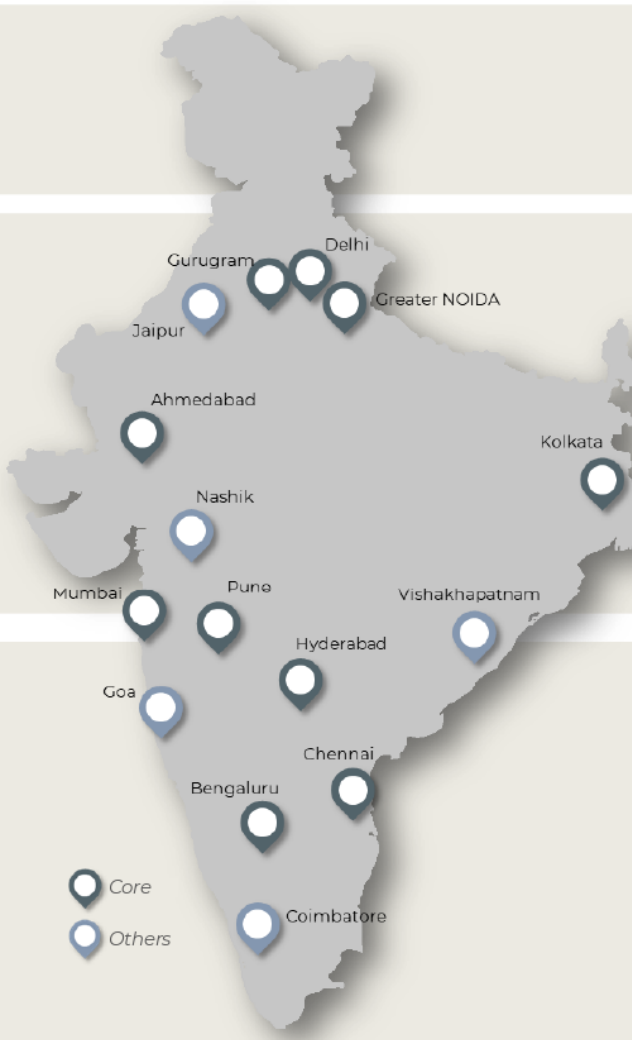


Courtyard by Marriott Bangalore Specialty Restaurant BCGs

SAMHI Hotels Ltd.

About Us

Portfolio snapshot¹



Hotel Name	City	Brand	Category	#Rooms / %	
Hyatt Regency on Nagar Road	Hyderabad	Hyatt	Upscale & Upscale	1,216 25%	
Sheraton, Hyderabad	Hyderabad	Sheraton	Upscale & Upscale		
Renaissance, Ahmedabad	Ahmedabad	Renaissance	Upscale & Upscale		
Courtyard, Bangalore (ORR)	Bangalore	Courtyard	Upscale & Upscale		
Hyatt Place in Udyog Vihar, Gurugram	Gurugram	Hyatt Place	Upscale & Upscale		
Trinity, Bangalore (Whitefield)?	Bangalore	Trinity	Upscale & Upscale		
Four Points, Vizag	Vizag	Four Points	Upper Mid-scale	2,163 44%	
Fairfield, Bangalore (City Center)	Bangalore	Fairfield			Upper Mid-scale
Fairfield, Bangalore (ORR)	Bangalore	Fairfield			Upper Mid-scale
Fairfield, Coimbatore	Coimbatore	Fairfield			Upper Mid-scale
Fairfield, Chennai (SPMB)	Chennai	Fairfield			Upper Mid-scale
Fairfield, Hyderabad	Hyderabad	Fairfield			Upper Mid-scale
Four Points, Pune	Pune	Four Points	Upper Mid-scale		
Fairfield, Pune	Pune	Fairfield	Mid-scale	1,564 32%	
Fairfield, Bangalore (Wht.)	Bangalore	Fairfield			Mid-scale
Fairfield, Goa	Goa	Fairfield			Mid-scale
Caspia, Delhi	Delhi	Caspia			Mid-scale
Fairfield, Ahmedabad	Ahmedabad	Fairfield			Mid-scale
Four Points, Jaipur	Jaipur	Four Points			Mid-scale
Four Points, Chennai (OMR)	Chennai	Four Points	Mid-scale		
Fairfield, Chennai (MWC)	Chennai	Fairfield	Mid-scale		
HIEX, Ahmedabad	Ahmedabad	HIEX	Mid-scale	1,564 32%	
HIEX, Bangalore (Wht.)	Bangalore	HIEX			Mid-scale
HIEX, Gurgaon	Gurgaon	HIEX			Mid-scale
HIEX, Pune (Pimpri)	Pune	HIEX			Mid-scale
Caspia Pro, Greater Noida	Greater Noida	Caspia Pro			Mid-scale
HIEX, Pune (Hinjewadi)	Pune	HIEX			Mid-scale
HIEX, Chennai	Chennai	HIEX	Mid-scale		
HIEX, Hyderabad (Hi-tech)	Hyderabad	HIEX	Mid-scale		
HIEX, Nashik	Nashik	HIEX	Mid-scale		
HIEX, Hyderabad (Banjara)	Hyderabad	HIEX	Mid-scale		
HIEX, Bangalore (Tumkur)	Bangalore	HIEX	Mid-scale		

1. This includes the operating hotels and does not include the under-development rooms and hotels
 2. Asset to be rebranded to an Upscale hotel

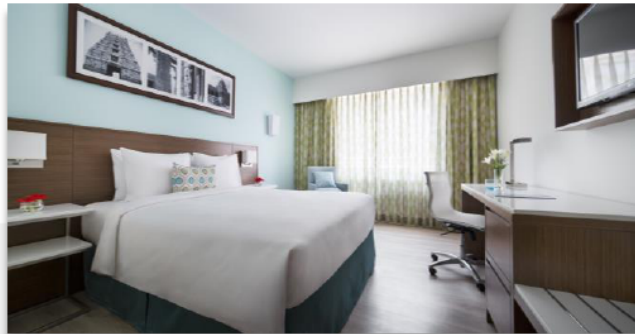
Portfolio of strong brands across price point



Upper Upscale / Upscale

6 hotels 1,216 rooms

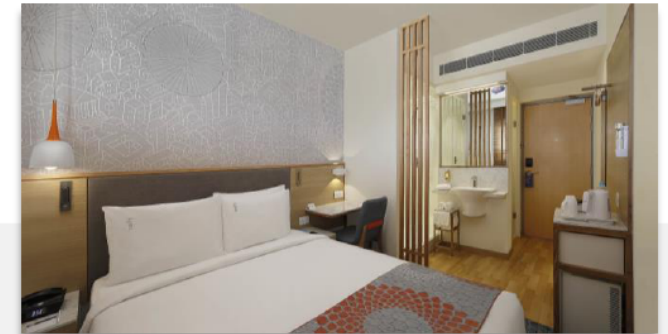
Individually stylized hotels catering to high-end business travelers. Provide extensive dining options and large social and meeting venues



Upper Mid-scale

15 hotels 2,163 rooms

Prototypical design for efficiency and scalability; cater to a wide spectrum of travelers. Can cater to medium sized meeting and social events. One of the market leaders in the segment



Mid-scale

11 hotels 1,564 rooms

One of the most efficient hotel products in market; highly scalable. Focus on high quality and affordable room and breakfast

Experienced and professional team



Ashish Jakhanwala
Chairman, MD & CEO

- Experience across hotel operations, design, consulting and investment
- Previously worked at InterGlobe Hotels (Director, Development) and Pannell Kerr Forster (Consultant)



Rajat Mehra
CFO

- Previously worked with Religare Corporate Services as a EVP - Finance
- CA with diploma in Management from IGNOU

11+ yrs
In SAMHI



Sanjay Jain
Senior Director, Corporate Affairs, Company Secretary and Compliance Officer

- Previously worked with Beekman Helix India and DLF
- B.Com from University of Delhi, Cost Acct. and CS

13+ yrs
In SAMHI



Gyana Das
EVP & Head of Investments

- Previously worked with InterGlobe Hotels
- Masters in City Planning; IIT, Kharagpur & Bachelors in Architecture; NIT, Nagpur

13+ yrs
In SAMHI



Tanya Chakravarty
General Counsel

- Previously worked with Phoenix Legal and Unitech
- Bachelor's degree in law from Army Institute of Law, Mohali

7+ yrs
In SAMHI

Headed by a professional Board with strong corporate experience...



Ashish Jakhanwala
Chairman,
MD & CEO

*Accor
Interglobe Hotels
Pvt. Ltd.
Pannel Kerr Forster
Consultants Pvt. Ltd.*



Manav Thadani
Non-Executive &
Non-Independent
Director

*Hotelivate Pvt. Ltd.
HVS Licensing LLC*



Ajish Abraham Jacob
Non-Executive &
Non-Independent
Director

*Asiya Capital
Investments
Company K.S.C.P.
Albazie & Co (RSM)
Ernst & Young*



Michael David Holland
Independent
Director

*Nexus Select Mall
Management Pvt. Ltd.
Embassy Office Parks
Management
Services Pvt. Ltd.
Assetz Property
Management
Services Pvt. Ltd.
JLL*



Aditya Jain
Independent
Director

*International
Market Assessment
(India) Pvt. Ltd.
PR Pandit Public
Relations Pvt. Ltd.
Chemplast Sanmar
Ltd.*



Archana Capoor
Independent
Director

*Tourism Finance
Corporation of India
Birla Cable Limited
S Chand and
Company Ltd.
Sandhar
Technologies Ltd.*



Krishan Dhawan
Independent
Director

*Bank of America
Oracle India*

Independent Directors

Focus on key demand drivers

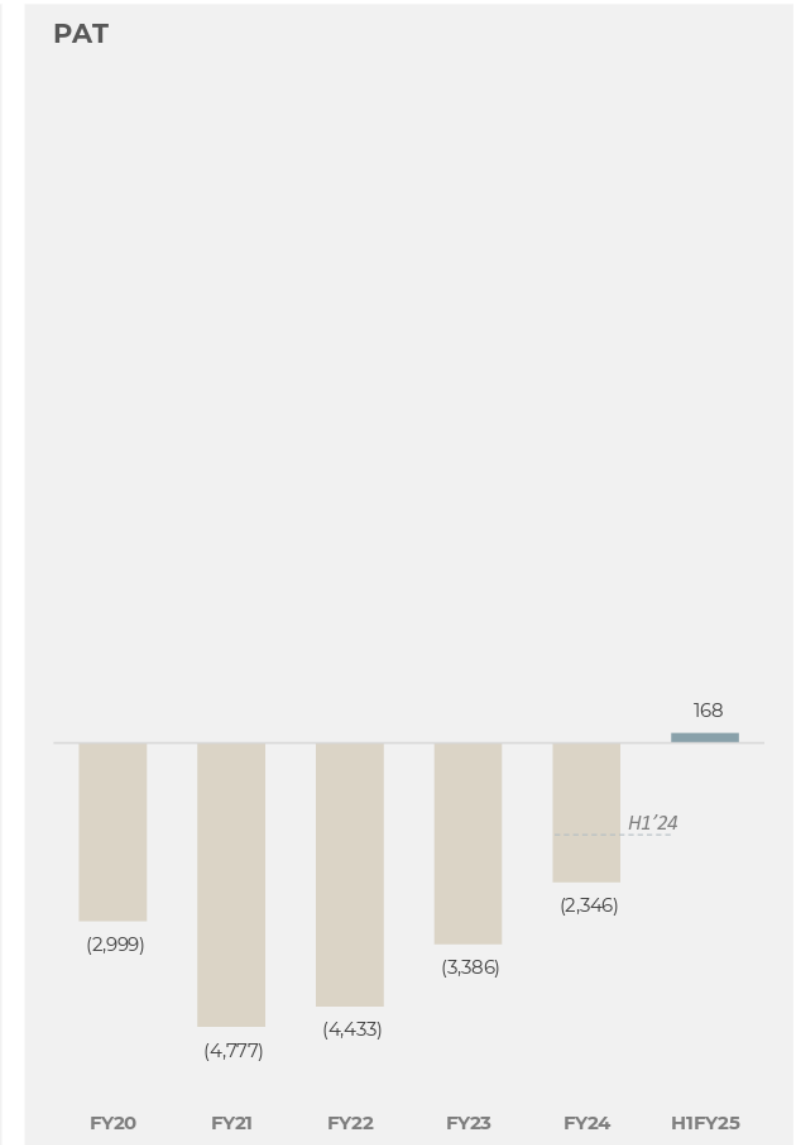
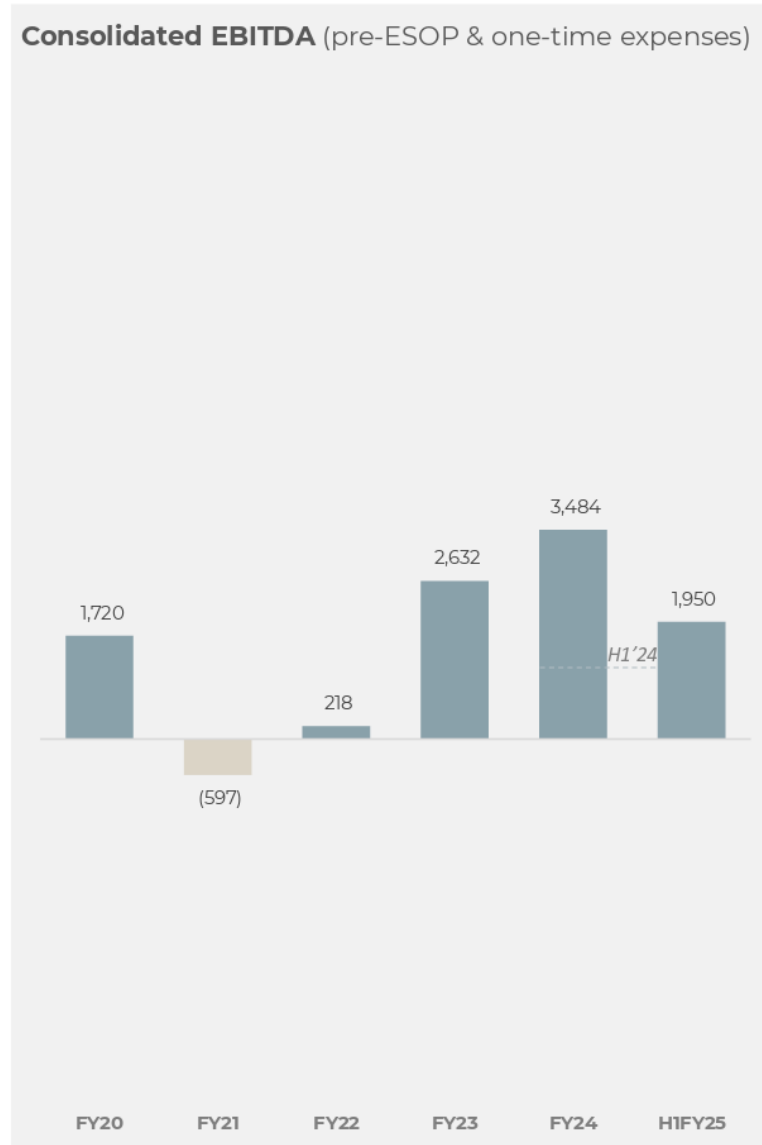
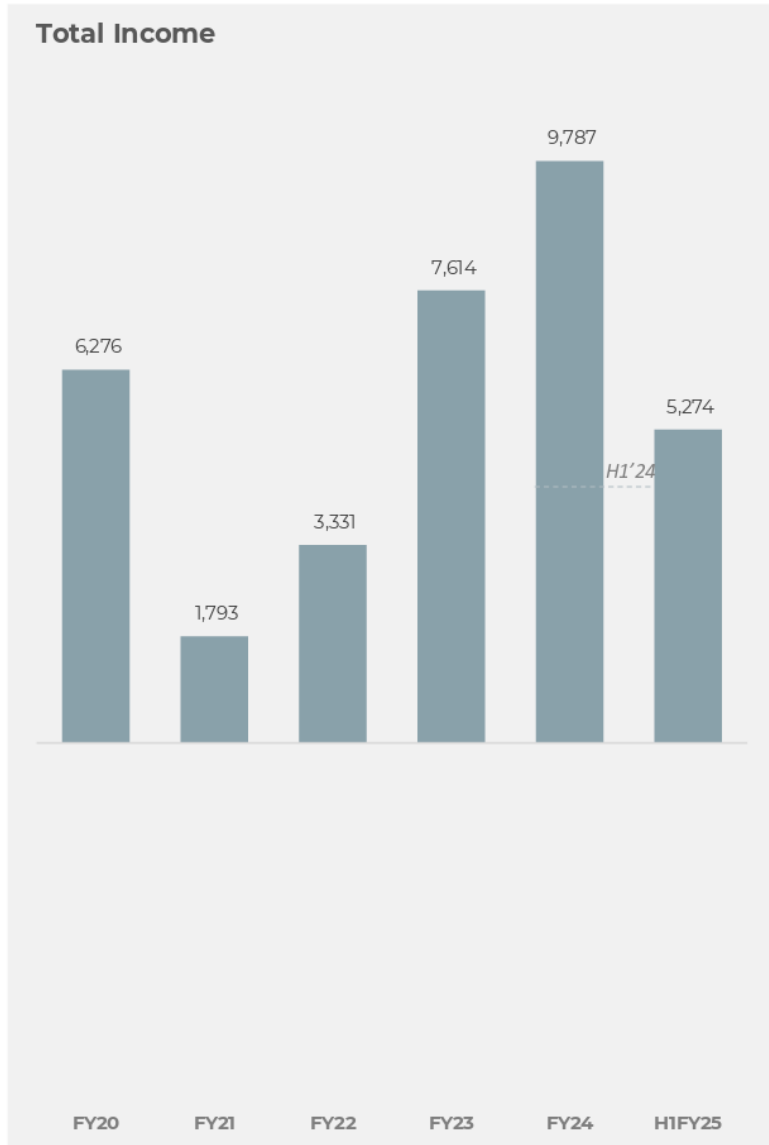


Cities with large volume of air passengers, a key demand driver for hotel room nights. Primary driver of business hotels

Established organized hospitality markets provide resilience against new supply and predictable demand pattern. Allows to focus on business efficiencies rather than speculation of demand

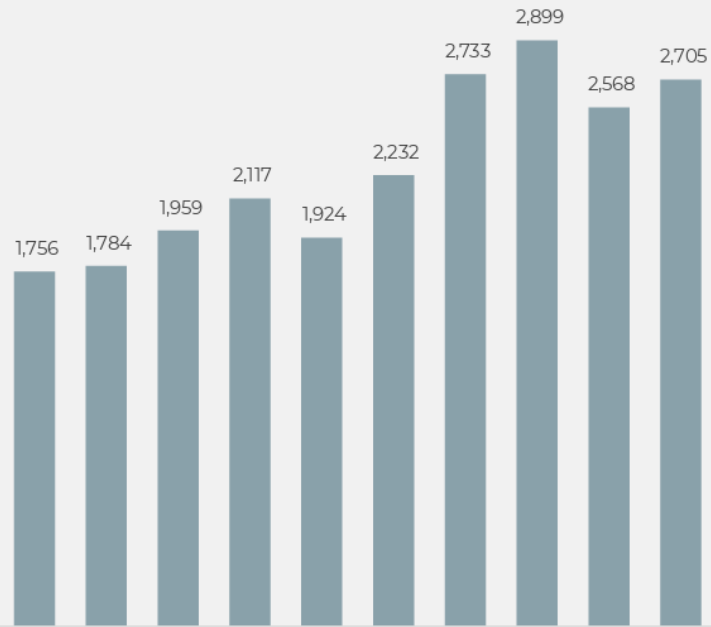
Primary catalyst for business travel and related socio-economic activities. Driver of purchasing power of the market

Historical Consolidated P&L Summary



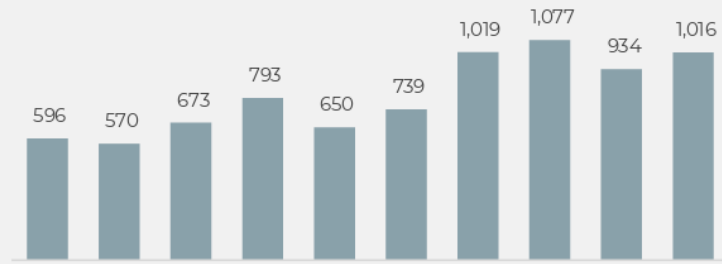
Historical Consolidated Quarterly P&L Summary

Total Income



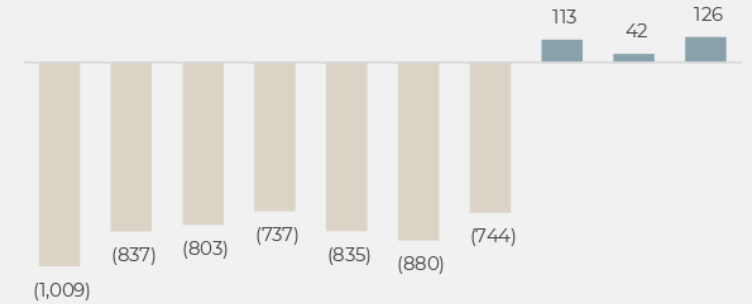
Q1'23 Q2'23 Q3'23 Q4'23 Q1'24 Q2'24 Q3'24 Q4'24 Q1'25 Q2'25

Consolidated EBITDA (pre-ESOP & one-time expenses)



Q1'23 Q2'23 Q3'23 Q4'23 Q1'24 Q2'24 Q3'24 Q4'24 Q1'25 Q2'25

PAT



Q1'23 Q2'23 Q3'23 Q4'23 Q1'24 Q2'24 Q3'24 Q4'24 Q1'25 Q2'25

Glossary

#	Hotel Brand	City	Location	Operator	Segment	Operating Rooms	Addition/ Renovation
1	Hyatt Regency™	Pune	Nagar Road	Hyatt	Upper Upscale	301	22
2	Renaissance	Ahmedabad	SG Highway	Marriott	Upper Upscale	155	-
3	Sheraton	Hyderabad	Gachibowli	Marriott	Upscale	272	54
4	Courtyard by Marriott	Bangalore	Outer Ring Road	Marriott	Upscale	170	-
5	Hyatt Place™	Gurugram	Udyog Vihar	Hyatt	Upscale	176	-
6	Four Points by Sheraton	Visakhapatnam	City Center	Marriott	Upper Mid-scale	123	-
7	Fairfield by Marriott	Bangalore	Whitefield	Marriott	Upper Mid-scale	104	-
8	Fairfield by Marriott	Bangalore	City Center	Marriott	Upper Mid-scale	148	-
9	Fairfield by Marriott	Bangalore	Outer Ring Road	Marriott	Upper Mid-scale	166	-
10	Fairfield by Marriott	Coimbatore	Airport	Marriott	Upper Mid-scale	126	-
11	Fairfield by Marriott	Chennai	Sriperumbudur	Marriott	Upper Mid-scale	153	86
12	Fairfield by Marriott	Pune	Kharadi	Marriott	Upper Mid-scale	109	-
13	Fairfield by Marriott	Goa	Anjuna	Marriott	Upper Mid-scale	130	-
14	Caspia	New Delhi	Shalimar Bagh	SAMHI	Upper Mid-scale	142	-
15	Holiday Inn Express	Ahmedabad	SG Road	IHG	Mid-scale	130	-
16	Holiday Inn Express	Bangalore	Whitefield	IHG	Mid-scale	161	54
17	Holiday Inn Express	Pune	Hinjewadi	IHG	Mid-scale	104	-
18	Holiday Inn Express	Gurugram	Sohna Road	IHG	Mid-scale	205	-
19	Holiday Inn Express	Pune	Pimpri	IHG	Mid-scale	142	-
20	Holiday Inn Express	Hyderabad	Hi-tech City	IHG	Mid-scale	150	-
21	Holiday Inn Express	Nashik	Ambad	IHG	Mid-scale	101	-
22	Holiday Inn Express	Hyderabad	Banjara Hills	IHG	Mid-scale	170	-
23	Holiday Inn Express	Bangalore	Tumkur Road	IHG	Mid-scale	115	-
24	Holiday Inn Express	Chennai	Thoraiakkam	IHG	Mid-scale	149	-
25	Caspia Pro	Greater Noida	Knowledge Park	SAMHI	Mid-scale	137	Rebranding
Sub-total (Ex-ACIC Portfolio)						3,839	4,055
26	Fairfield by Marriott	Hyderabad	Gachibowli	-	Upper Mid-scale	232	-
27	Four Points by Sheraton	Pune	Viman Nagar	-	Upper Mid-scale	217	Rebranding
28	Fairfield by Marriott	Ahmedabad	Ashram Road	-	Upper Mid-scale	147	-
29	Four Points by Sheraton	Jaipur	City Square	-	Upper Mid-scale	114	Rebranding
30	Four Points by Sheraton	Chennai	OMR	-	Upper Mid-scale	116	-
31	Fairfield by Marriott	Chennai	Mahindra World Centre	-	Upper Mid-scale	136	-
Sub-total (ACIC Portfolio)						962	962
32	Holiday Inn Express	Kolkata	Rajarhat	IHG	Mid-scale	-	111
33	Trinity	Bangalore	Whitefield	-	Upscale	142	-
34	Upper Upscale Asset	Bangalore	Whitefield	-	Upper Upscale	-	200
35	Upper Upscale Asset	Hyderabad	Hitec City	-	Upper Upscale	-	170
Sub-total (New Addition)						142	481
Grand Total						4,943	5,640

Management Contract Highlights

Average Tenure (yrs)	24.1
Average Residual Tenure as on Mar'24 (yrs)	17.6
Management Fee as % to Total Income from Assets (FY24) (Base & Incentive Fee)	4.76%



Disclaimer

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The equity shares of SAMHI Hotels Ltd. were listed on National Stock Exchange of India Ltd. (NSE) and BSE Ltd. (BSE) on 22 September 2023. Accordingly, the unaudited standalone and consolidated financial results for the quarter ended 30 September 2024 has been drawn up in accordance with the requirement of Regulation 33 of the Listing Regulations.



Thank You



Company

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