

EIH Limited

A MEMBER OF THE OBEROI GROUP

CIN: L55101WB1949PLC017981
CORPORATE OFFICE: 7, SHAM NATH MARG, DELHI – 110 054, INDIA
TELEPHONE: +91 - 11- 2389 0505
WEBSITE: www.eihltd.com / E-MAIL: isdho@oberoigroup.com

05th June 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: EIHOTEL	BSE Limited Corporate Relationship Dept. 1 st Floor, New Trading Ring Rotunda Building Phiroze Jeejeebhoy Towers Dalal Street, Fort, Mumbai – 400001 Code: 500840
---------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------	---------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------

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 Audited Financial Results (Standalone and Consolidated) of the Company for the quarter and year ended 31st March 2024 declared on 28th May 2024.

The above may please be taken on record.

Thank you,

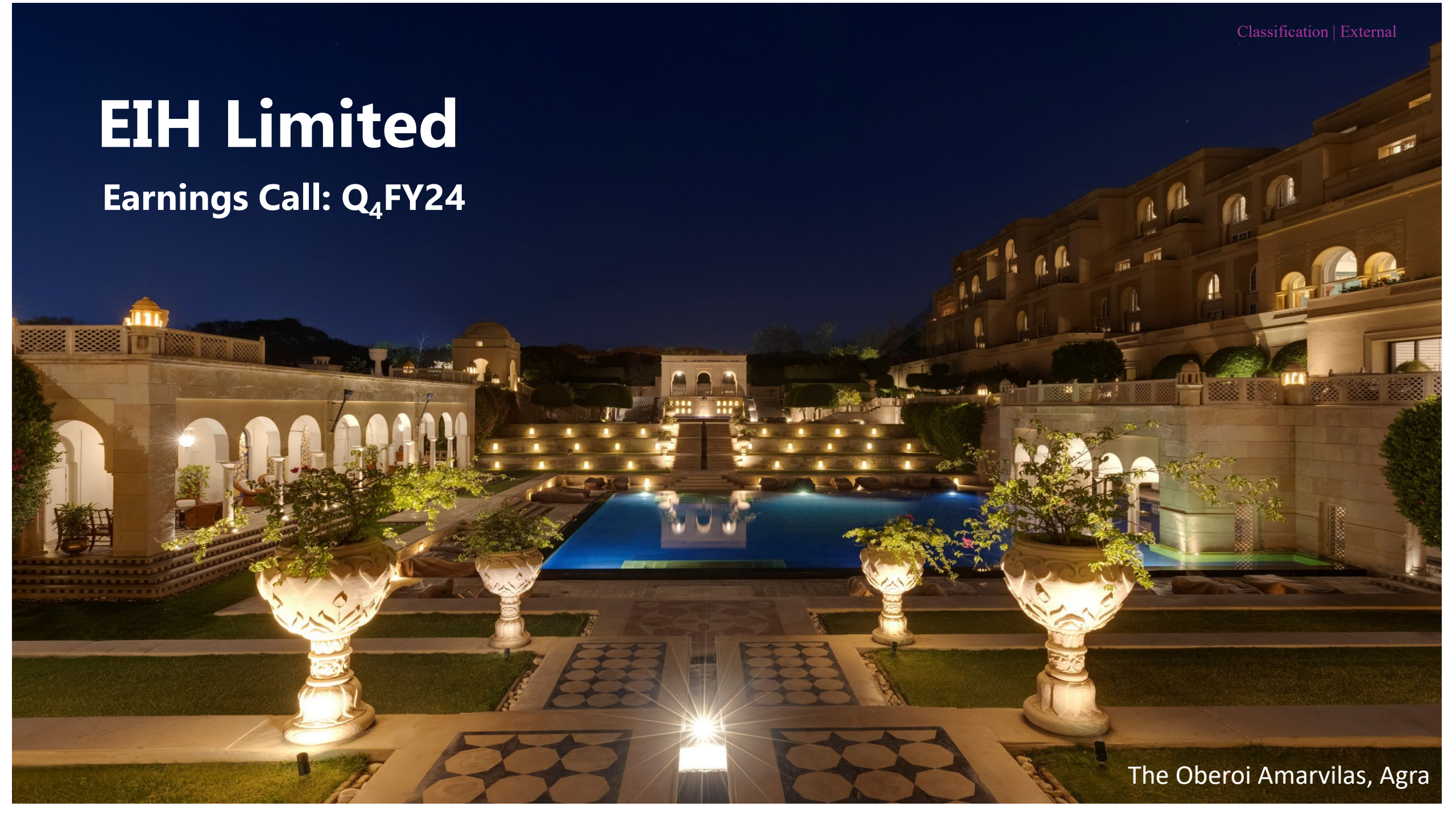
Yours faithfully,

For EIH Limited

Lalit Kumar Sharma
Company Secretary

EIH Limited

Earnings Call: Q₄FY24




The Oberoi Amarvilas, Agra

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



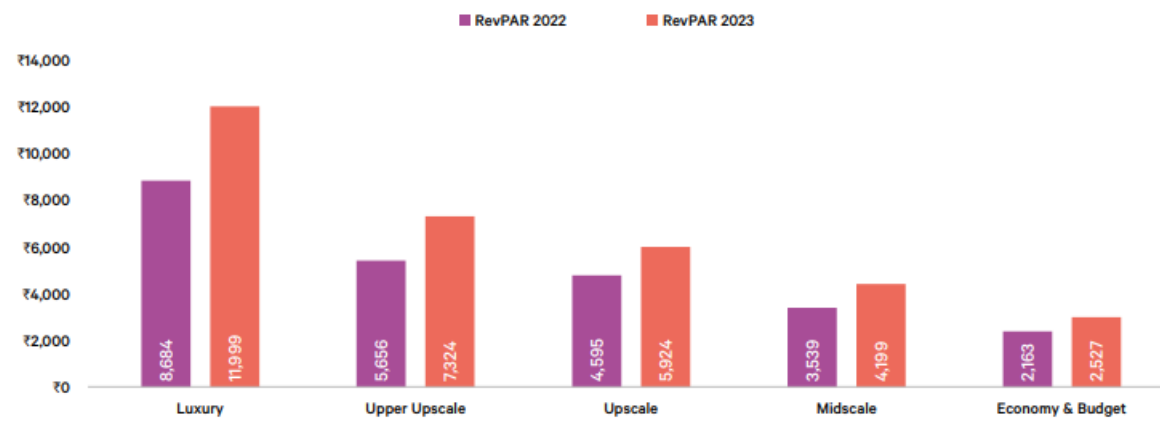
The Oberoi Udaivilas, Udaipur

Indian Hotel Market – 2023

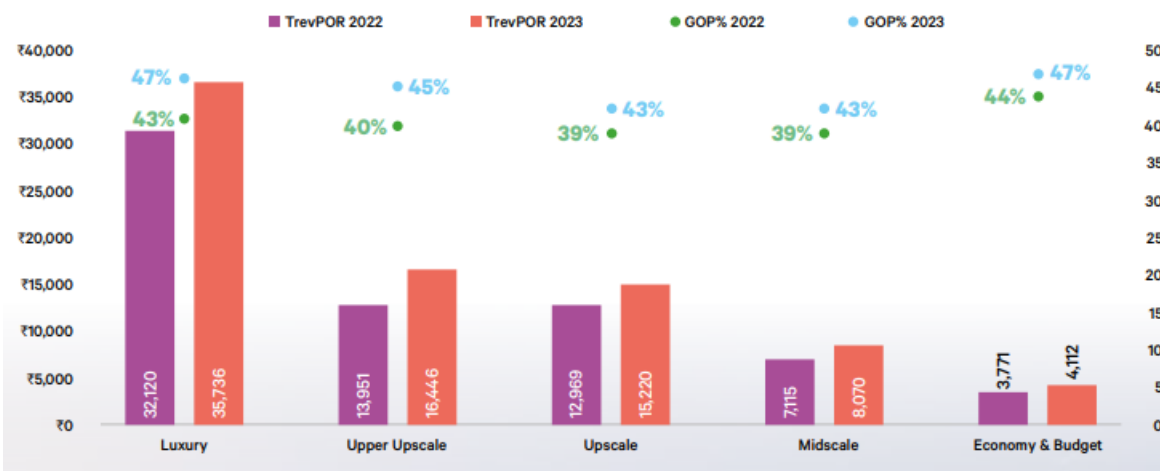
- Recovery in MICE and corporate travel segments significantly contributed to the positive trajectory of major commercial markets such as Mumbai and New Delhi
- As the Indian hotel sector experiences a revival in average rates, reminiscent of the booming period of 2007-08, the current figures, despite their upward trajectory, still linger 6% below the previous peak

2023 Occupancy	2023 ARR (Rs.)	2023 RevPAR
63-65% [+3-5pp vs.2022] [-2-4pp vs. 2019]	7,400-7,600 [+21-23% vs.2022] [+24-26% vs. 2019]	4,662-4,940 [+29-31% vs.2022] [+19-21% vs. 2019]

Key Metrics by Hotel Positioning RevPAR (in INR)



Key Metrics by Hotel Positioning Total Revenue per Occupied Room (in INR) and GOP (%)



Operations

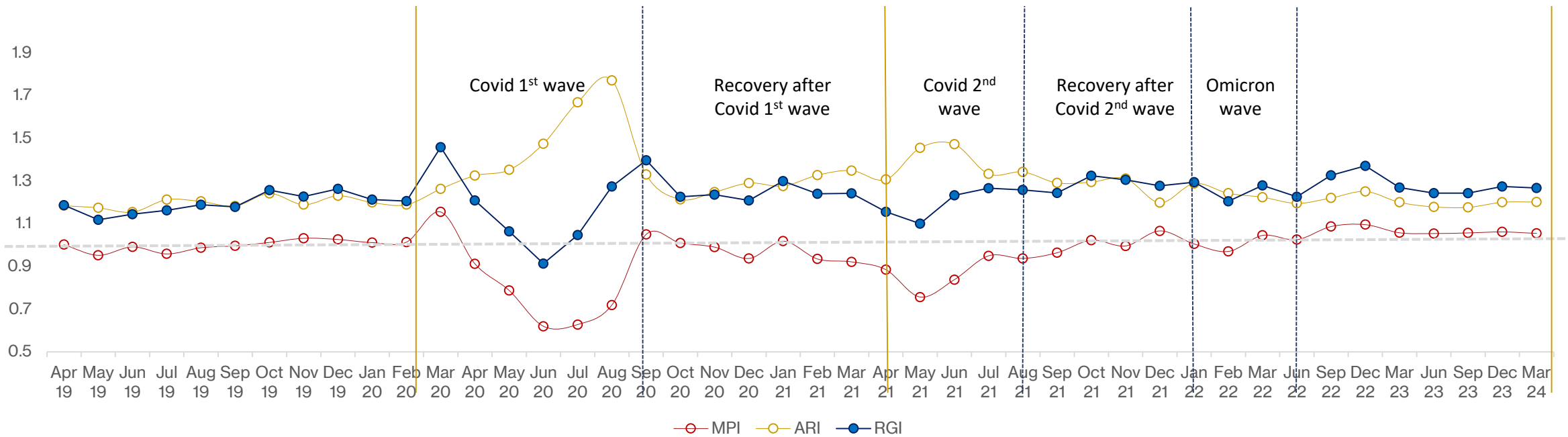
Q₄FY24



Wildflower Hall, An Oberoi Resort

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

All Domestic Hotels including Managed



Source: STR Global, STR Compset

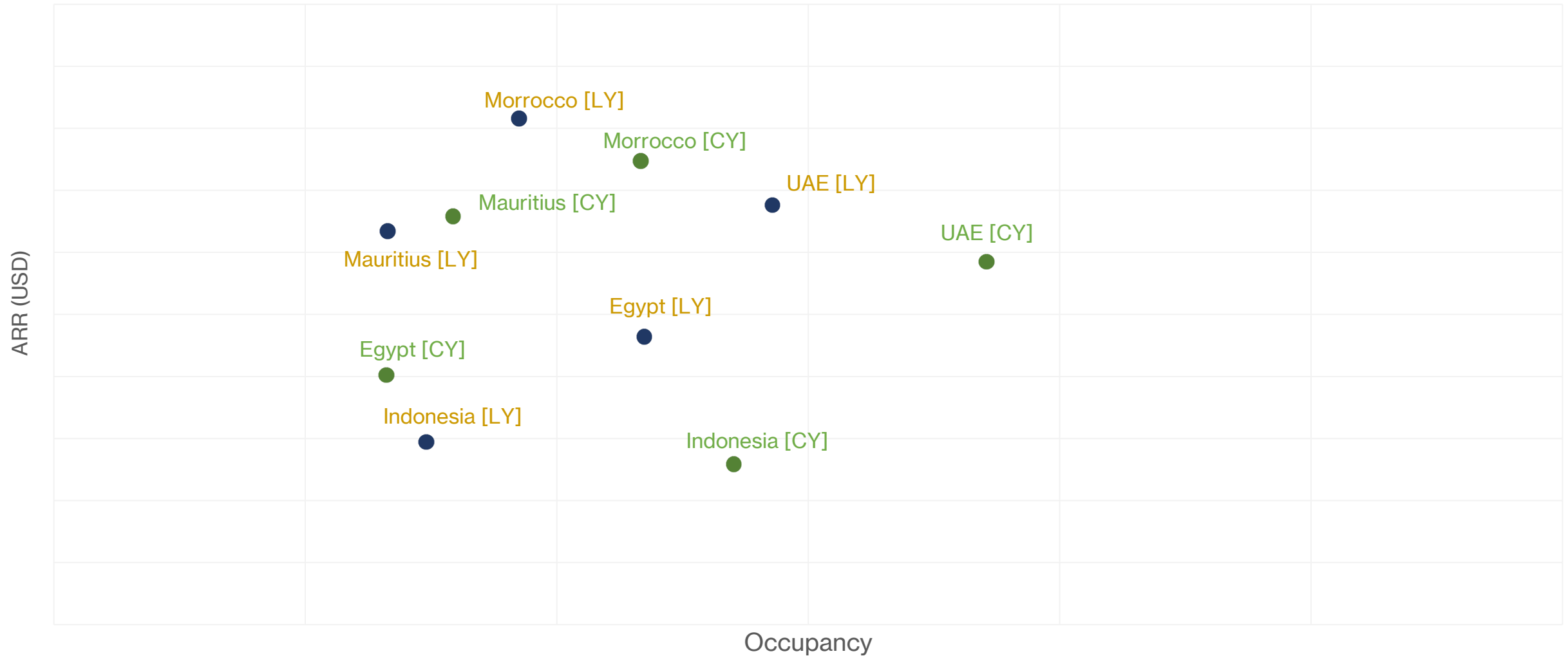
Dataset: All Domestic Hotels managed by EIH

Elevated Q₄ Positioning Y-o-Y

All Domestic Hotels including Managed



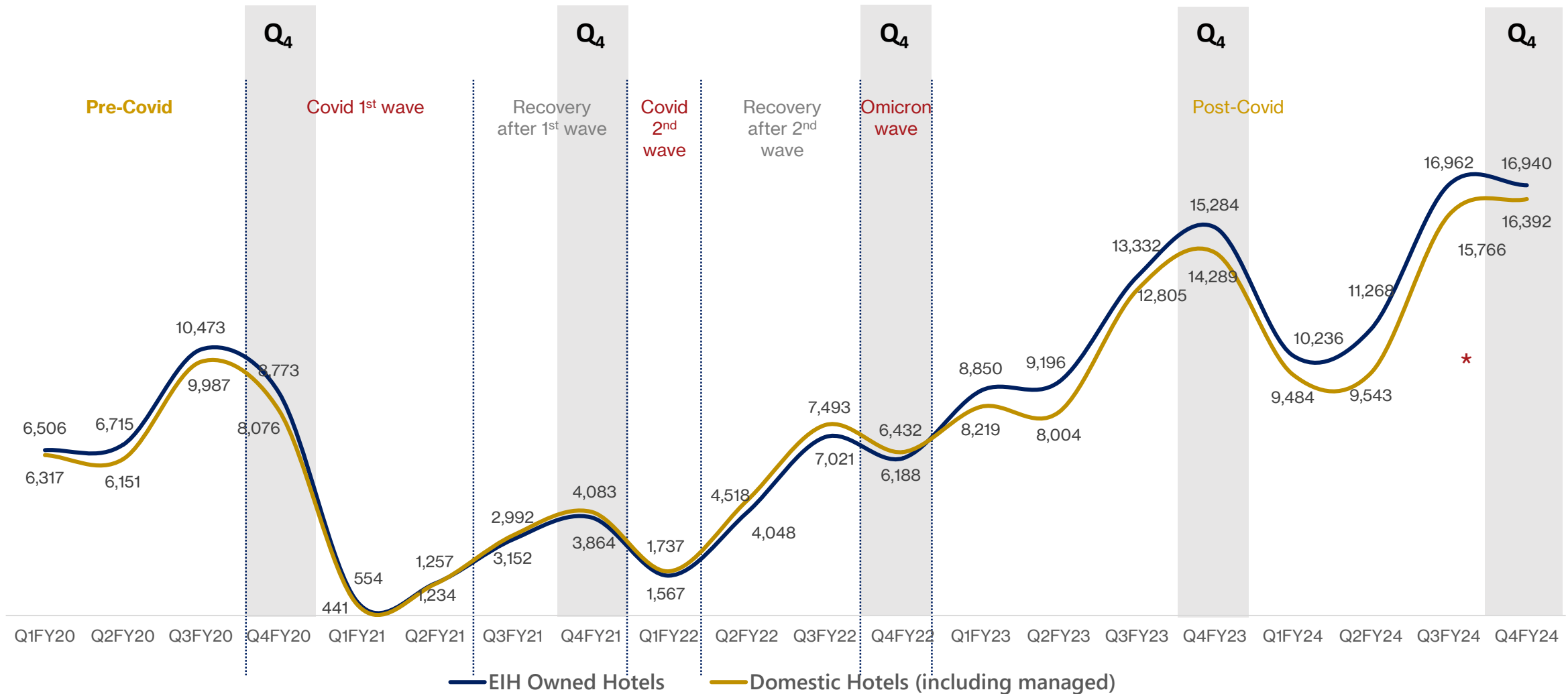
Trends in International Locations [Jan to Mar 2024]



Q₄ RevPAR grew 11% and 15% Y-o-Y

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

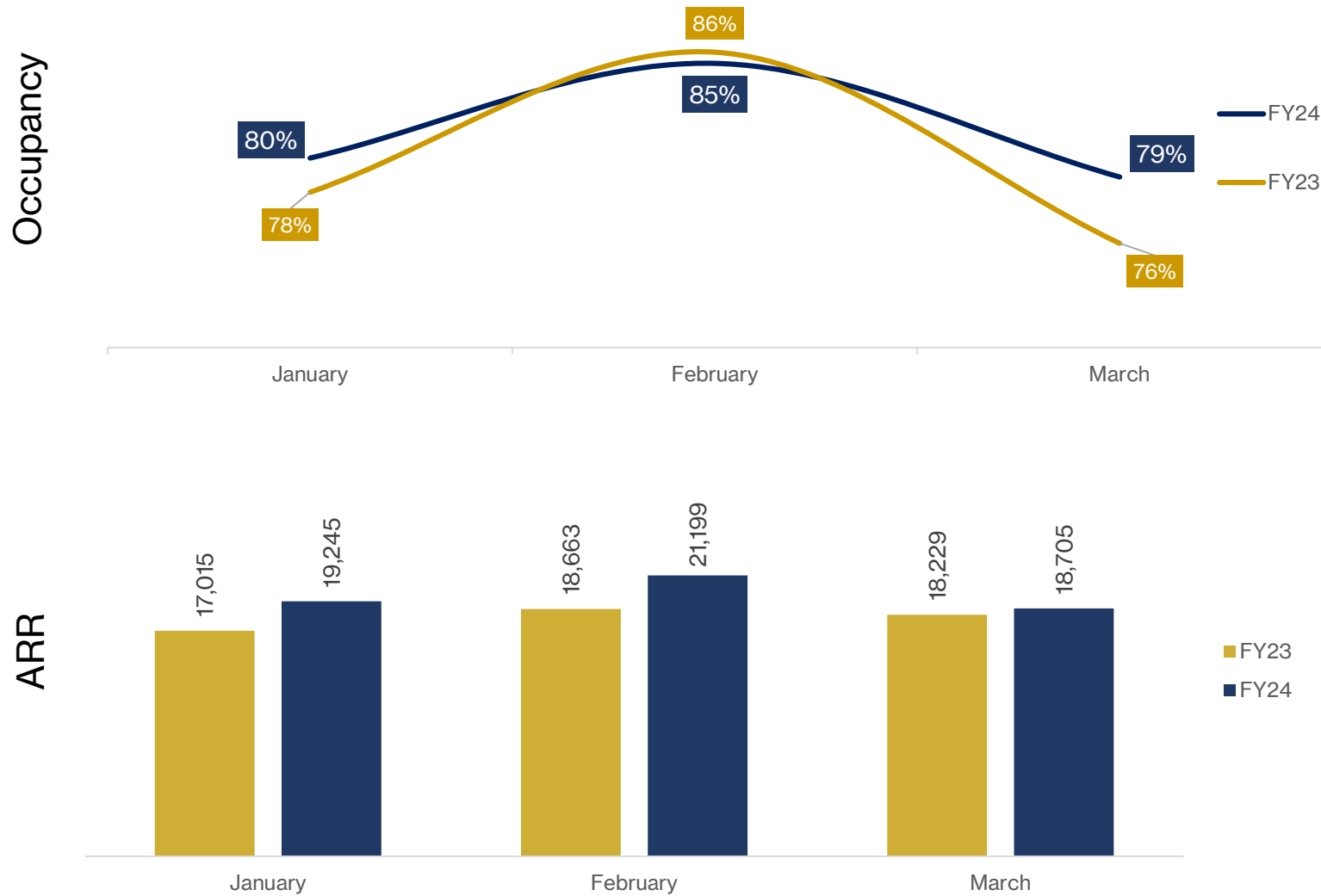
Figures in INR



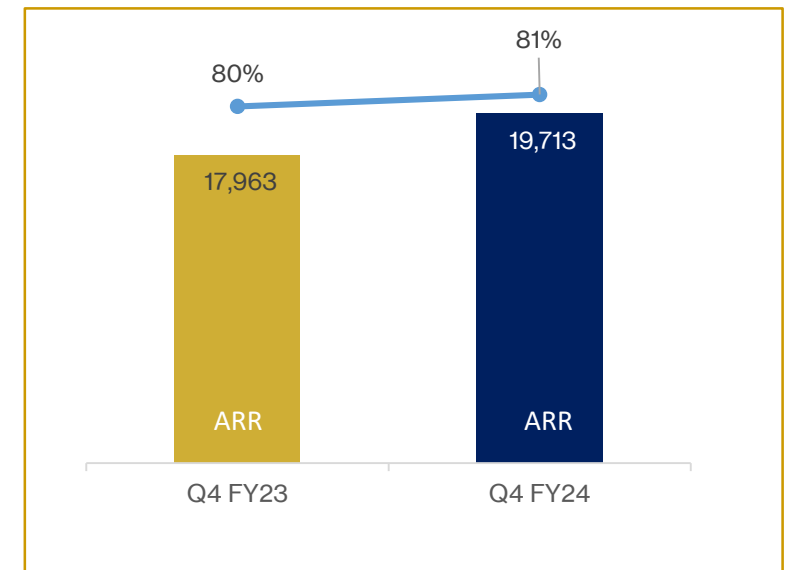
* Includes Shimla hotels which were severely impacted by negative environment conditions in Q2FY24

Q4 ARR/Occupancy trends by month

All Domestic Hotels including managed



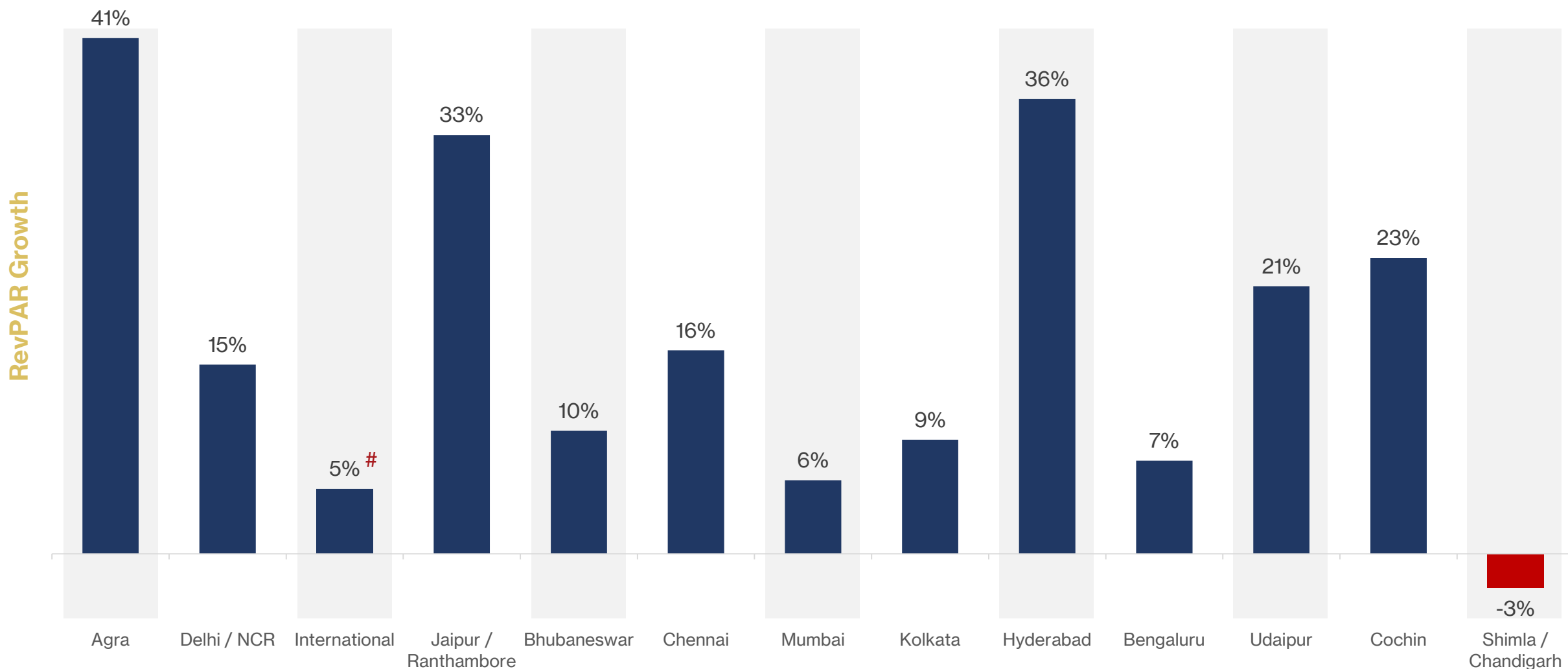
Quarterly Occupancy & ARR



In Rs

Q₄ RevPAR Y-o-Y growth by City

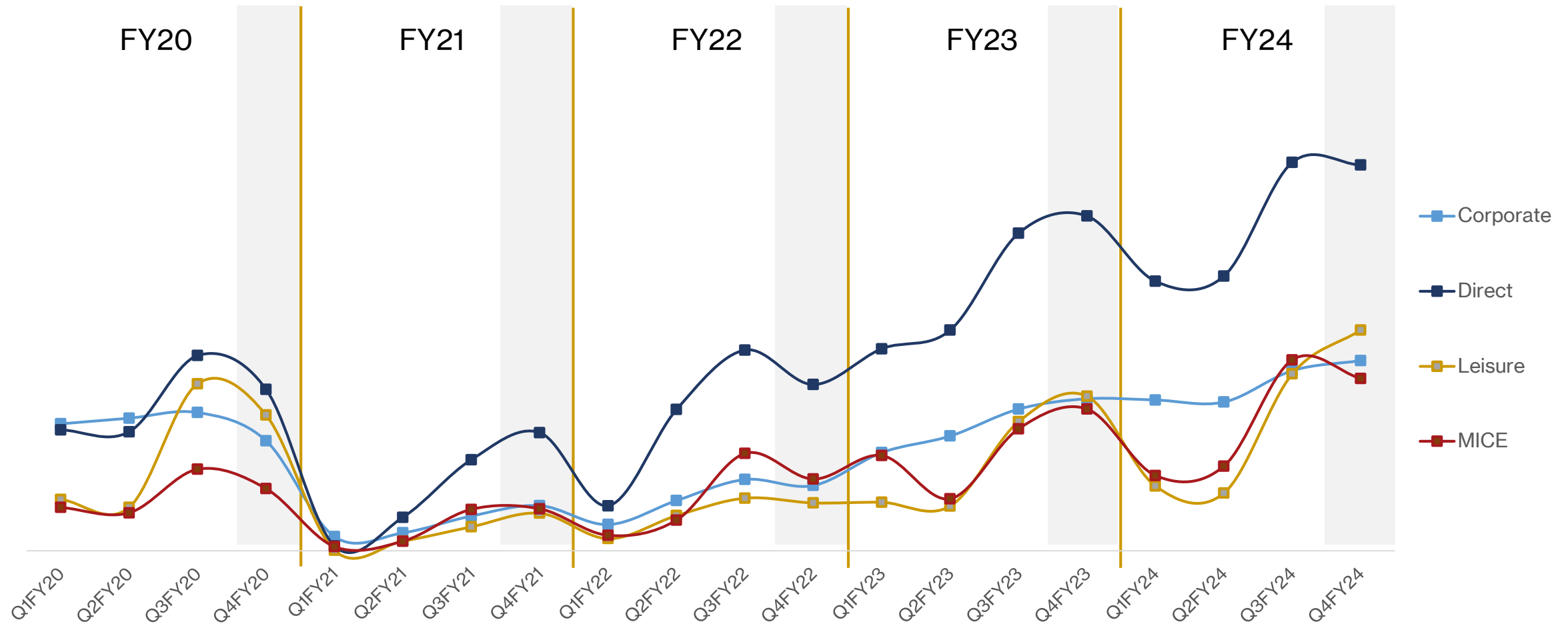
All Domestic Hotels including Managed



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

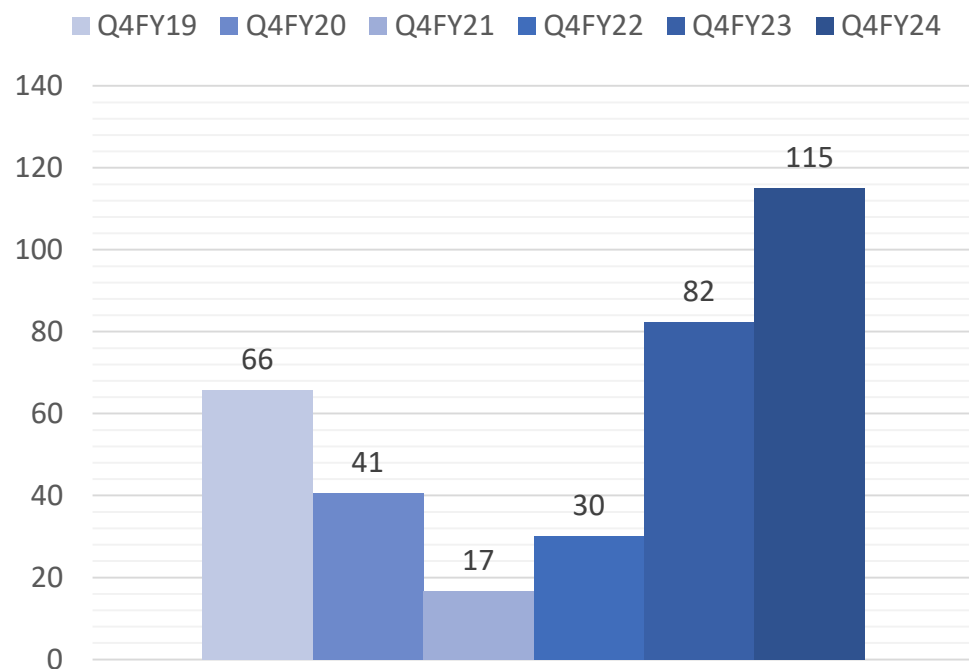
Strong Room Revenue Tailwinds across Segments

All Domestic Hotels including Managed

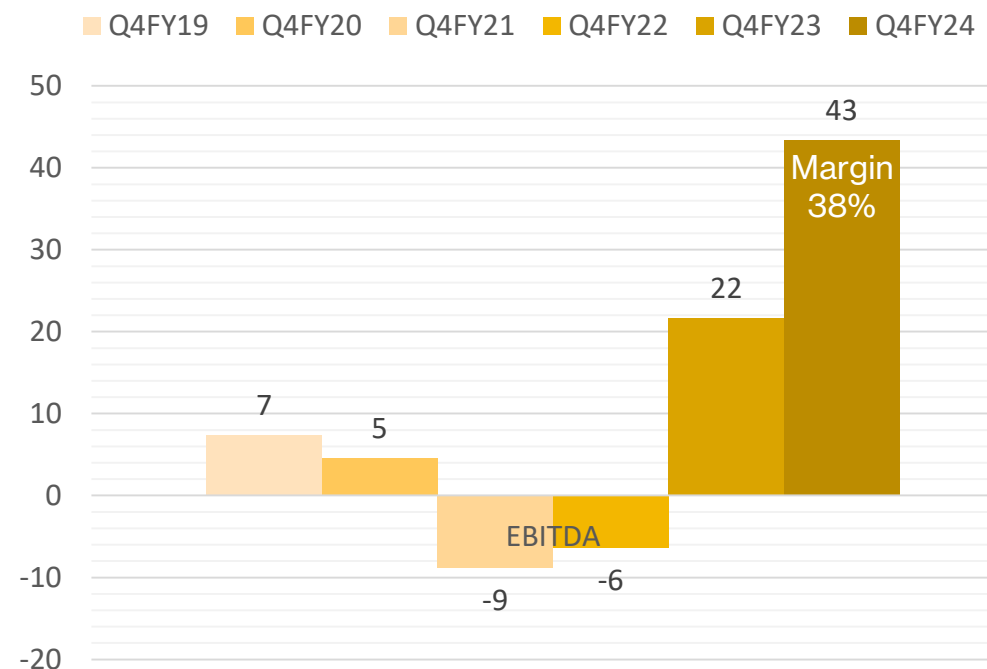


Strong Bounce Back in Q₄ Flight Catering & Airport Lounge Business

Revenue



EBITDA



Financials

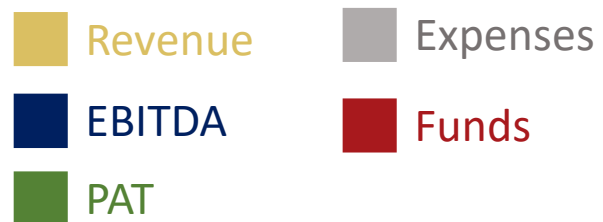
Q₄FY24



The Oberoi Gurgaon

Financial Performance – Q₄FY24

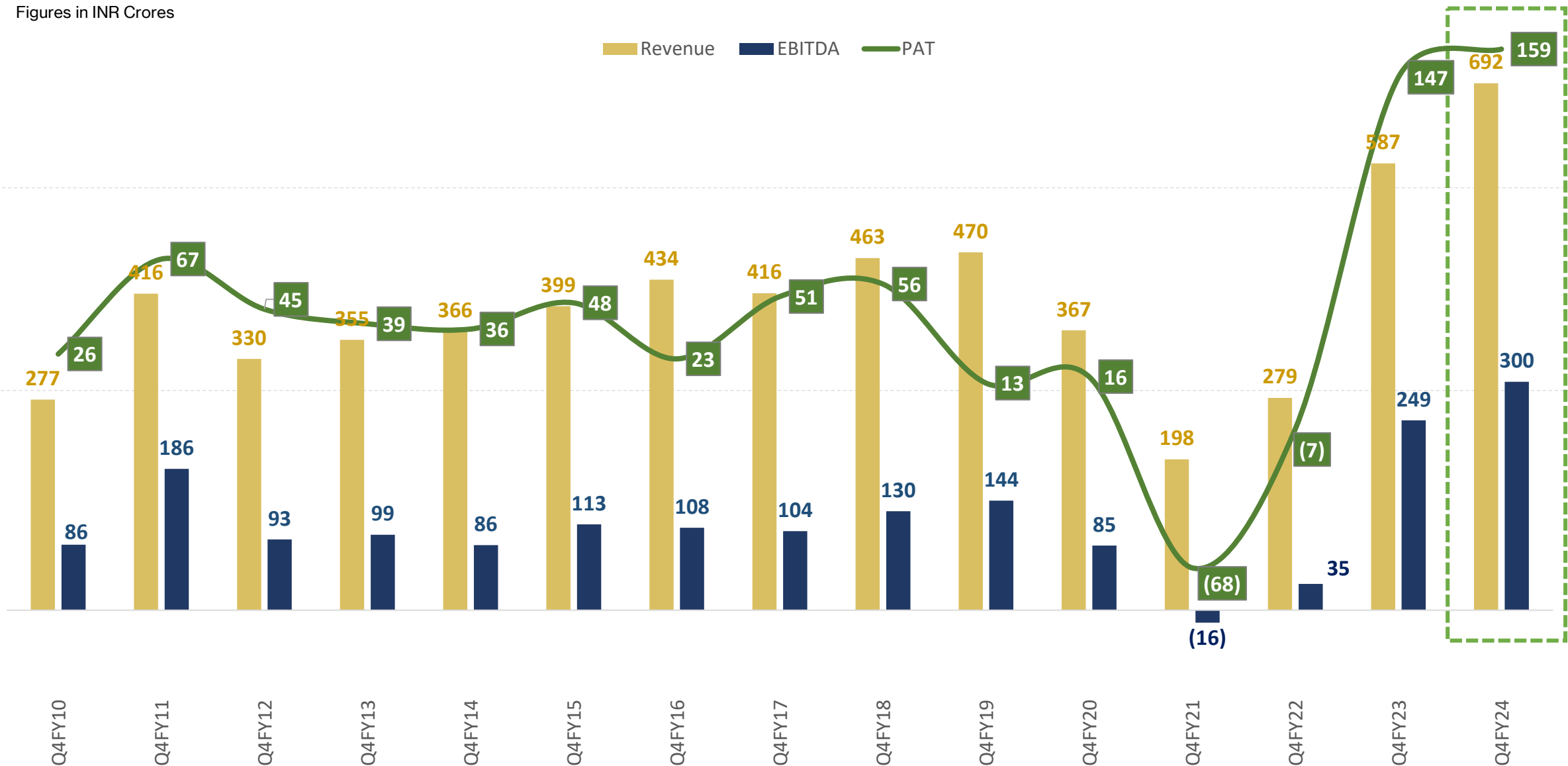
Standalone and Consolidated



Strongest Q₄ Standalone performance

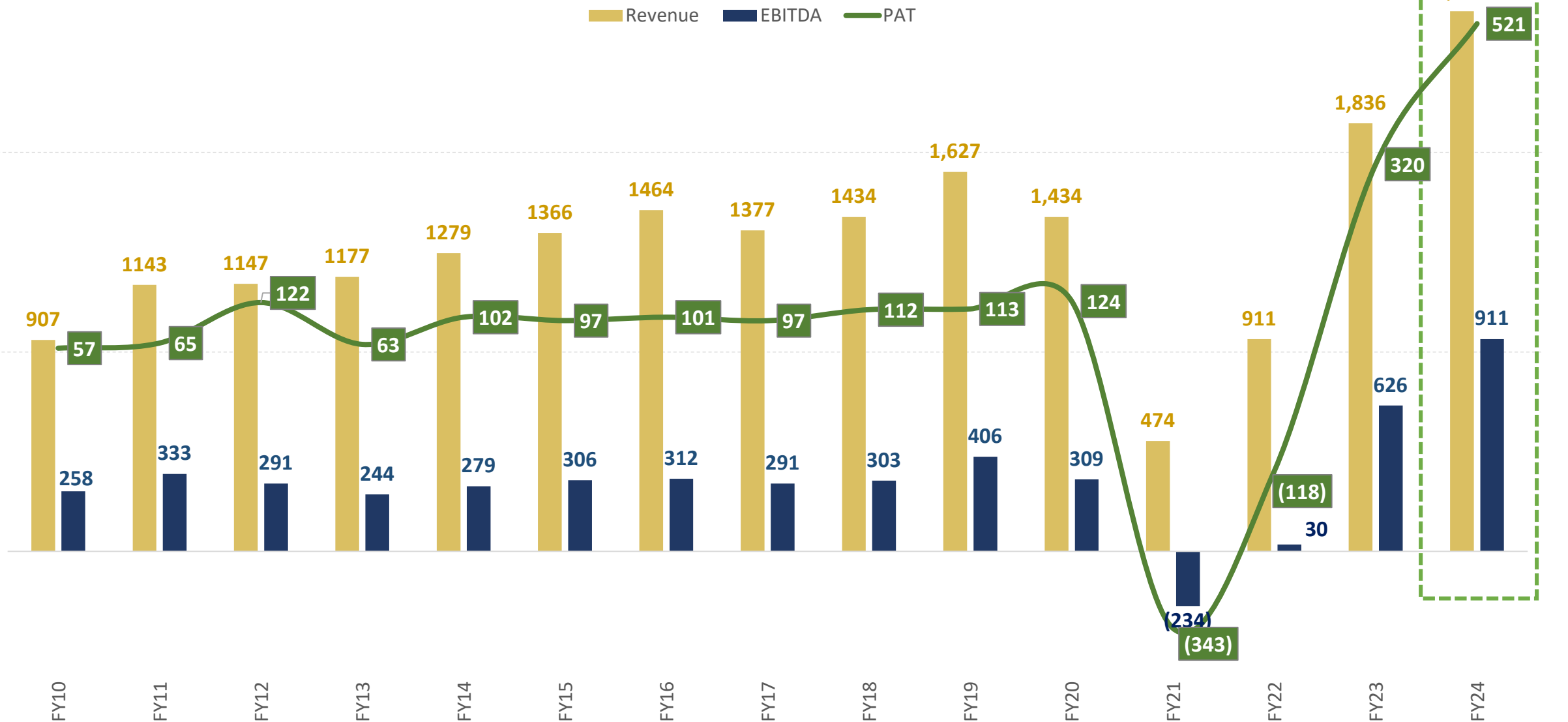
Figures in INR Crores

Revenue EBITDA PAT



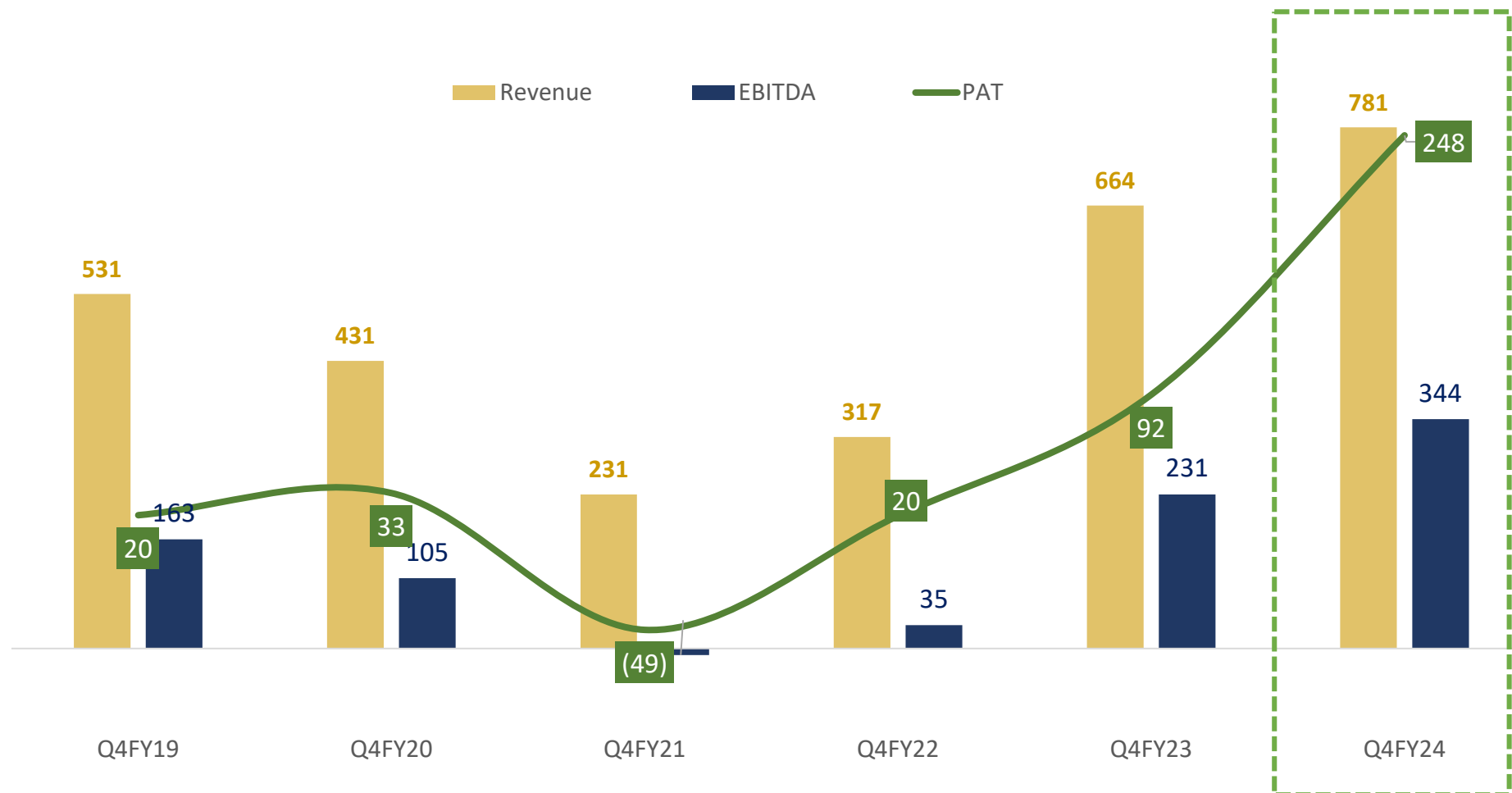
Strongest Financial Year (Standalone) performance

Figures in INR Crores



Strongest Q₄ Consolidated* Performance

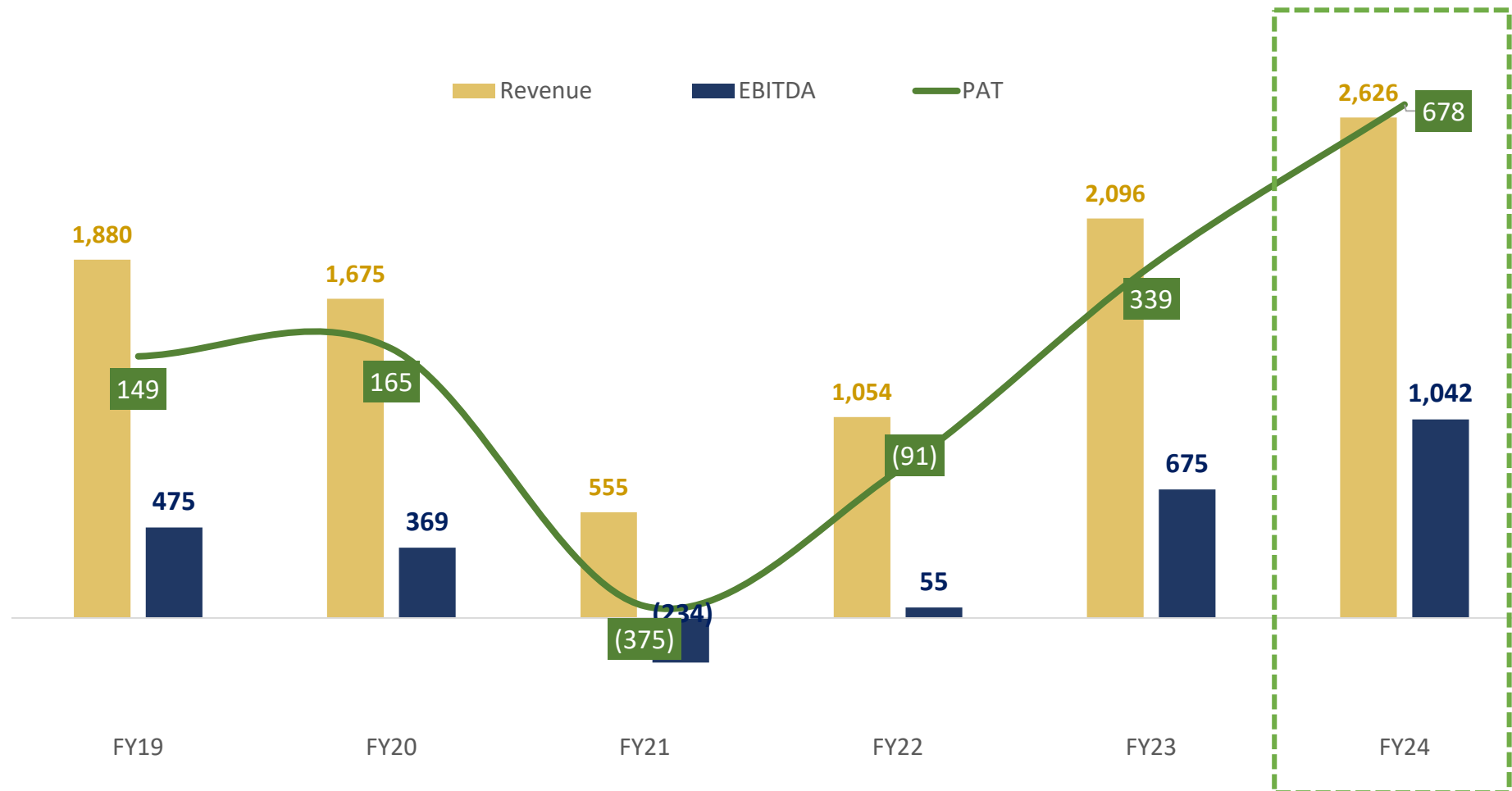
Figures in INR Crores



*Consolidated Financial Statements became mandatory on quarterly basis effective 1st April 2019

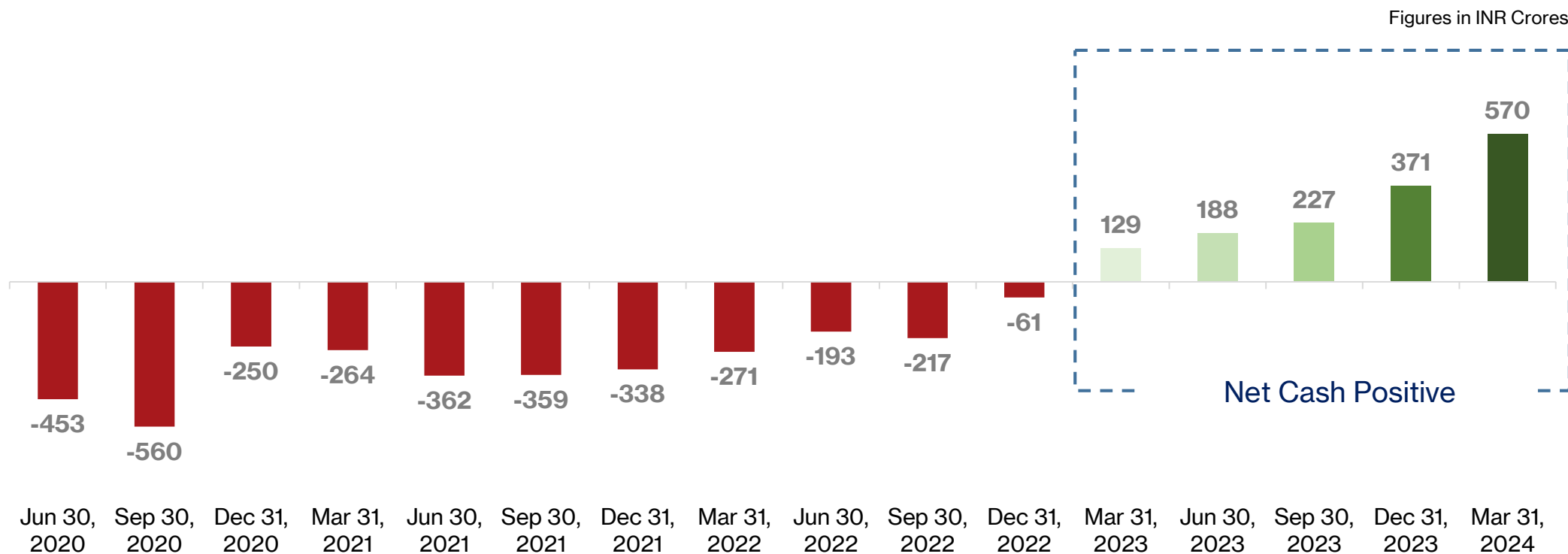
Strongest Financial Year (Consolidated*) Performance

Figures in INR Crores

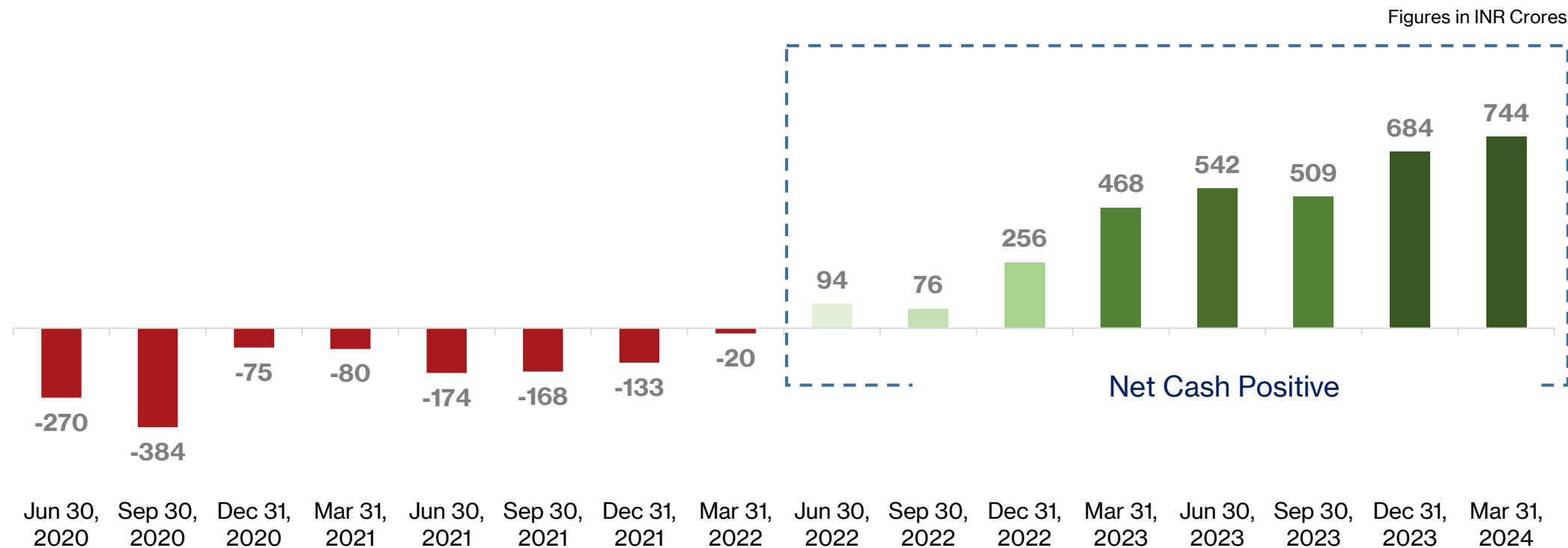


*Consolidated Financial Statements became mandatory on quarterly basis effective 1st April 2019

Strong Standalone Funds position



Strong Consolidated Funds Position



*Including earmarked balances






Financial Statements

Q₄ FY24

The Oberoi Marrakech, Morocco

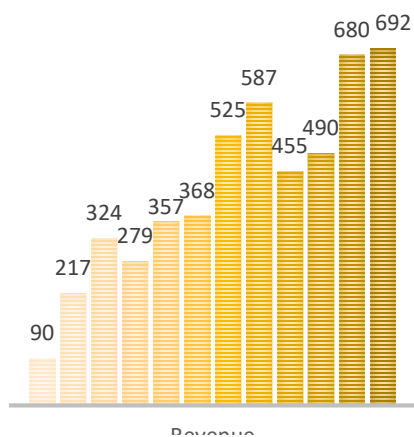
Performance Highlights (Standalone)

STANDALONE P&L	QTR 4		
	FY24	FY23	
Figures in Rs Crores rounded to first decimal			
Revenue from Operations	649.3	563.4	
Other Income	43.1	23.5	
TOTAL INCOME (A)	692.4	586.9	 18%
Consumption	59.7	48.7	
Employee Benefits (excluding third party cost)	117.6	101.6	
Power, Fuel & Light	26.6	24.8	
Administrative & Other Expenses	188.1	162.4	
TOTAL EXPENDITURE (B)	392.0	337.5	
EBITDA = (A) – (B)	300.4	249.4	 20% (0.9 pp Margin Expansion)
Less: Depreciation & Amortization	30.3	28.9	
EBIT	270.1	220.5	
Less: Finance Costs	3.3	6.6	
PBT	266.8	213.9	
Less: Exceptional Items	59.9	10.5	
Less: Tax including Deferred Tax	48.1	56.8	
PAT	158.8	146.6	 8%

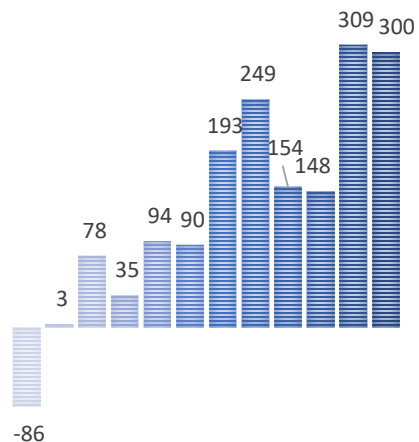
Performance Highlights (Standalone)

Q-o-Q STANDALONE Financial Results for starting from Q1 FY22 to Q4 FY24

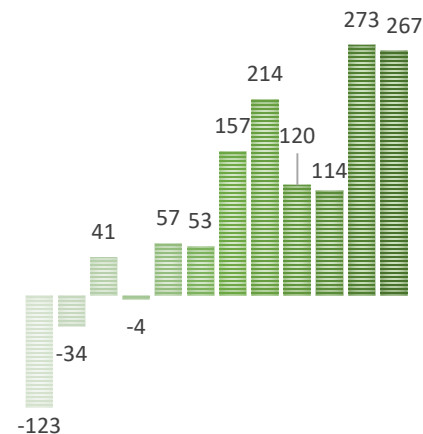
Revenue



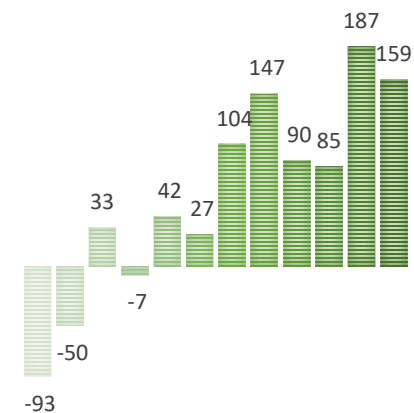
EBITDA



PBT (before exceptional items)






PAT



Performance Highlights (Consolidated)

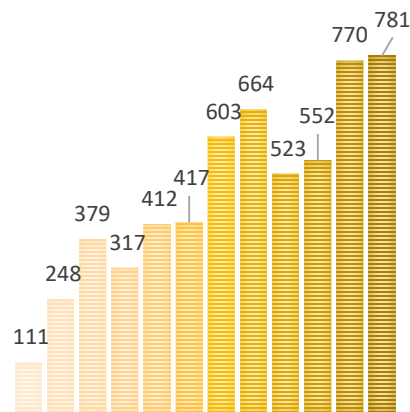
Classification | External

Consolidated P&L	QTR 4		
	FY24	FY23	
Figures in Rs Crores rounded to nearest first decimal			
Revenue from Operations	741.3	637.1	
Other Income	39.7	26.8	
TOTAL REVENUE (A)	781.0	663.9	 18%
Consumption	64.4	52.8	
Employee Benefits*(excluding third party cost)	130.0	115.9	
Administrative & Other Expenses	242.8	264.1	
TOTAL EXPENDITURE (B)	437.2	432.8	
EBITDA = (A) – (B)	343.8	231.0	 56% (9.2 pp Margin Expansion)
Less: Depreciation & Amortization	32.5	31.7	
EBIT	311.3	199.3	
Less: Finance Costs	2.3	12.1	
PBEIT	308.0	187.2	
Add: Share of net profit of associates and joint ventures	12.6	8.8	
Add/(less): Exceptional Items	16.6	(51.4)	
Less: Tax Expense	90.5	52.4	
Profit / (Loss) for the period from continuing operations	247.6	92.2	 169%
Profit from discontinued operations	0.0	0.0	
Items that may not be reclassified to Profit or Loss	1.7	0.8	
Items that may be reclassified to Profit or Loss	0.5	(3.4)	
Total Other Comprehensive Income / Loss (net of tax)	248.8	89.5	
Less: Non-Controlling Interest in total comprehensive income	24.1	8.0	
Total Comprehensive Income / (Loss) for the period	224.7	81.5	

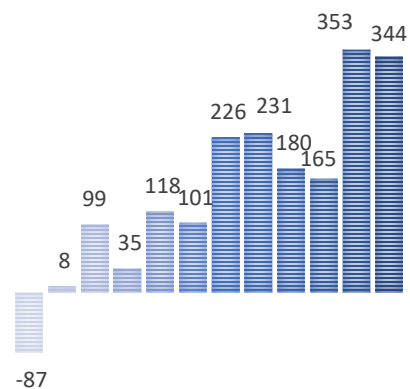
Performance Highlights (Consolidated)

Q-o-Q CONSOLIDATED Financial Results for starting from Q1 FY22 to Q4 FY24

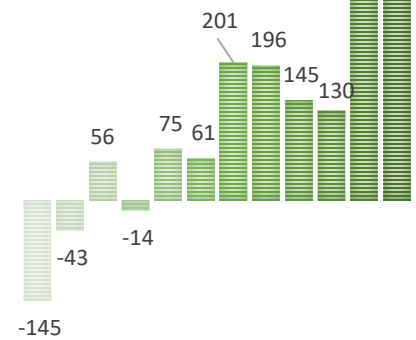
Revenue



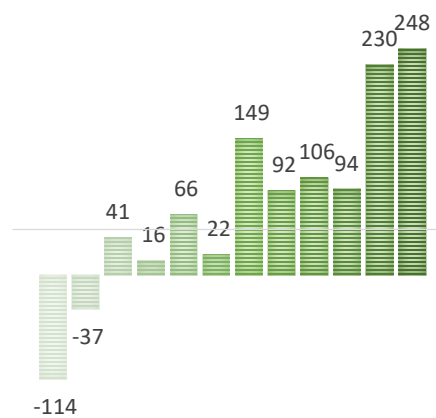
EBITDA



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 2023

- Oberoi Hotels & Resorts enters Travel +Leisure, USA Hall of Fame for featuring in their World's Best Awards for ten consecutive years
- The Oberoi, Marrakech ranked the Best Resort in North Africa & Middle East for two consecutive years
- Wildflower Hall, Shimla in the Himalayas – An Oberoi Resort ranked the Best Resort in India
- The Oberoi Amarvilās, Agra enters Travel +Leisure, USA Hall of Fame for featuring in their Top Five Resorts in India for ten consecutive years
- The Oberoi Grand, Kolkata ranked among the Top Three City Hotels in India

CII DX Awards 2023

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

Travel +Leisure, Asia Delicious Dining Awards 2023

- Best Hotel Brand for Service Excellence: Oberoi Hotels & Resorts (for two consecutive years)
- Best New Restaurant Opening: Dhilli at The Oberoi, New Delhi (Editor's Choice)
- Best Bar for a Sundowner : Eau Bar at The Oberoi, Mumbai (Editor's Choice - for two consecutive years)

Travel + Leisure, India & South Asia's Best Awards, 2023

- Editor's Choice for Best Hotel Brand for Service Excellence- Oberoi Hotels & Resorts (For two consecutive years)
- Editor's Choice for Best Luxury Resort- The Oberoi Udaivilas, Udaipur
- Editor's Choice for Best City Hotel-The Oberoi, Mumbai
- Editor's Choice for Best Five Star Hotel Group- Trident Hotels (For two consecutive years)
- Editor's Choice for Best Family Hotel/ Resort- Trident, Udaipur (For two consecutive years)

Premium positioning reflected in Awards & Accolades

Conde Nast Traveller, India, Readers' Travel Awards, 2023

- Favorite Indian Hotel For Service: The Oberoi, New Delhi (Winner for two consecutive years)
- Favorite Safari Lodge in India – The Oberoi Vanyavilās Wildlife Resort Ranthambore (Winner for two consecutive years)
- Favorite Indian Leisure Hotel: The Oberoi Udaivilas, Udaipur (Winner)
- Favorite Hotel For Weddings In India: The Oberoi Sukhvilās Spa Resort, New Chandigarh (Winner)
- Favorite Indian Hotel For Design: The Oberoi Amarvilās, Agra (Winner)
- Favorite Indian Business Hotel: The Oberoi, New Delhi (Runner-up)
- Favorite Spa In An Indian Hotel: The Oberoi Spa, The Oberoi Sukhvilās Spa Resort, New Chandigarh (Runner-up)
- Favorite Bar In An Indian Hotel: Cirrus 9, The Oberoi, New Delhi (Runner-up)

Telegraph Travel Awards, UK 2023

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

Robb Report, USA

- The Oberoi Rajvilās, Jaipur ranked among the 50 Greatest Luxury Hotels on Earth

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

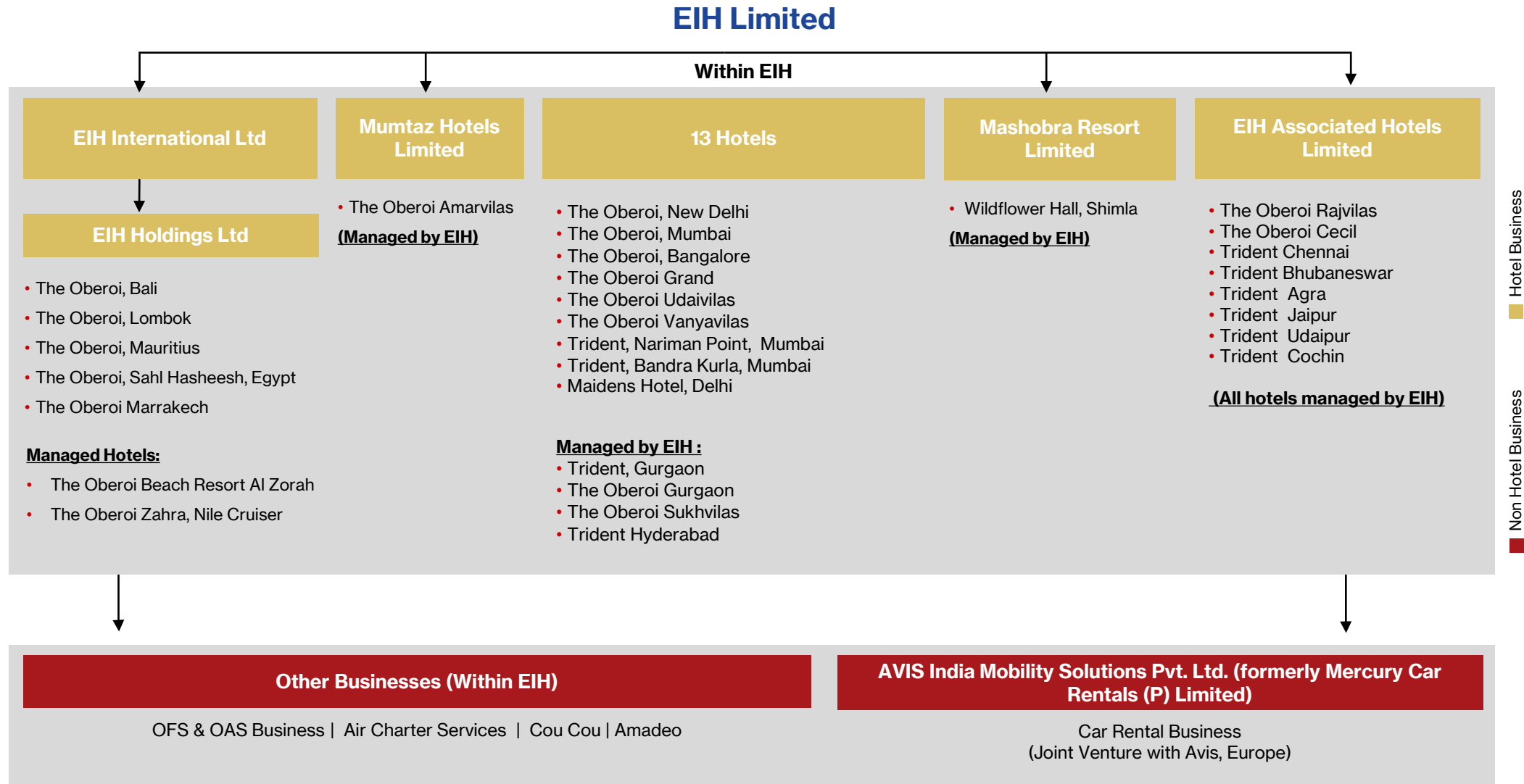


Business Footprint

Period ended 31st March 2024

The Oberoi Marrakech, Morocco

Corporate Structure

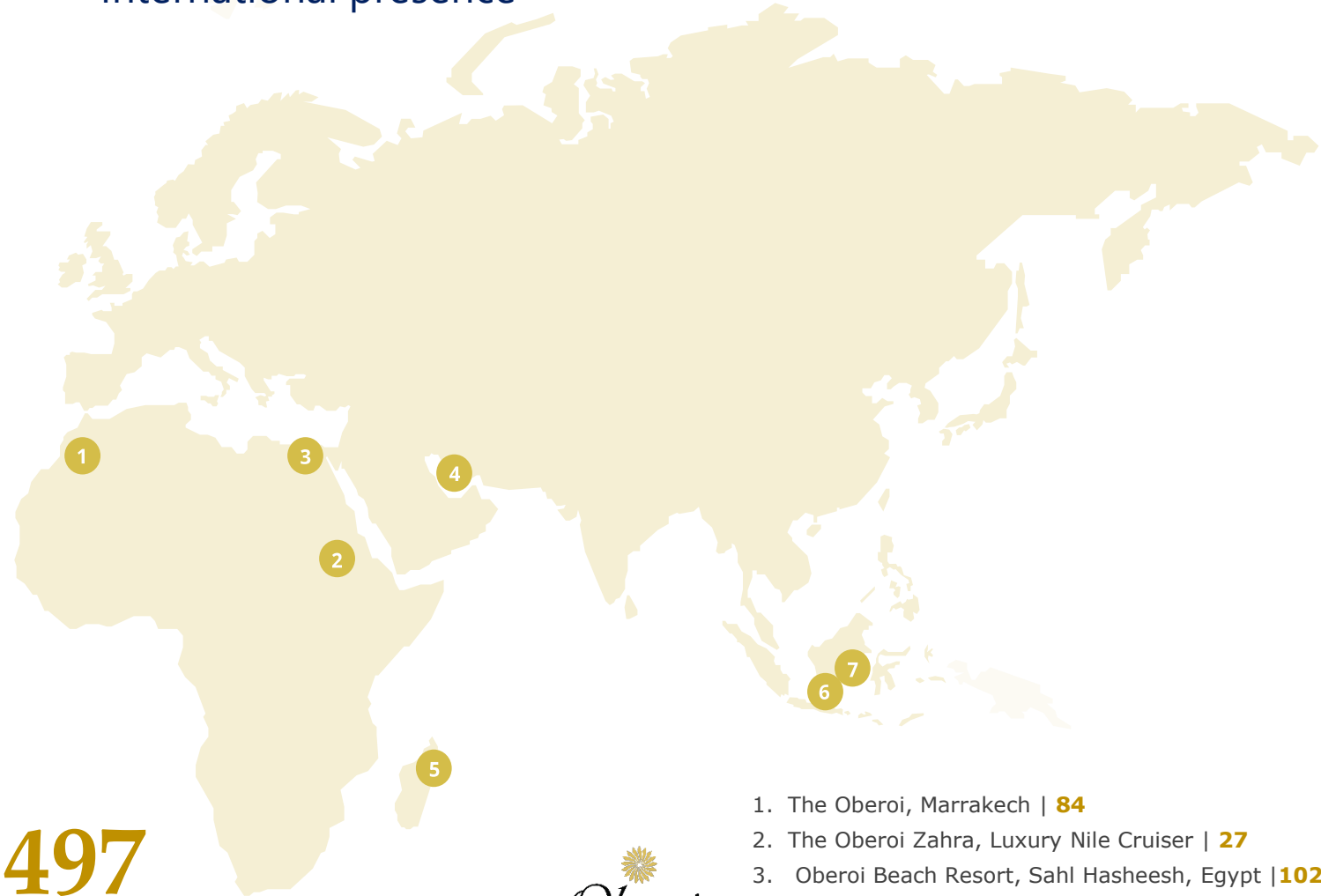


Widespread presence across attractive destinations



The Oberoi, Gurgaon

International presence



497

Keys under The Oberoi Brand (excluding India)



- 1. The Oberoi, Marrakech | **84**
- 2. The Oberoi Zahra, Luxury Nile Cruiser | **27**
- 3. 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

National presence

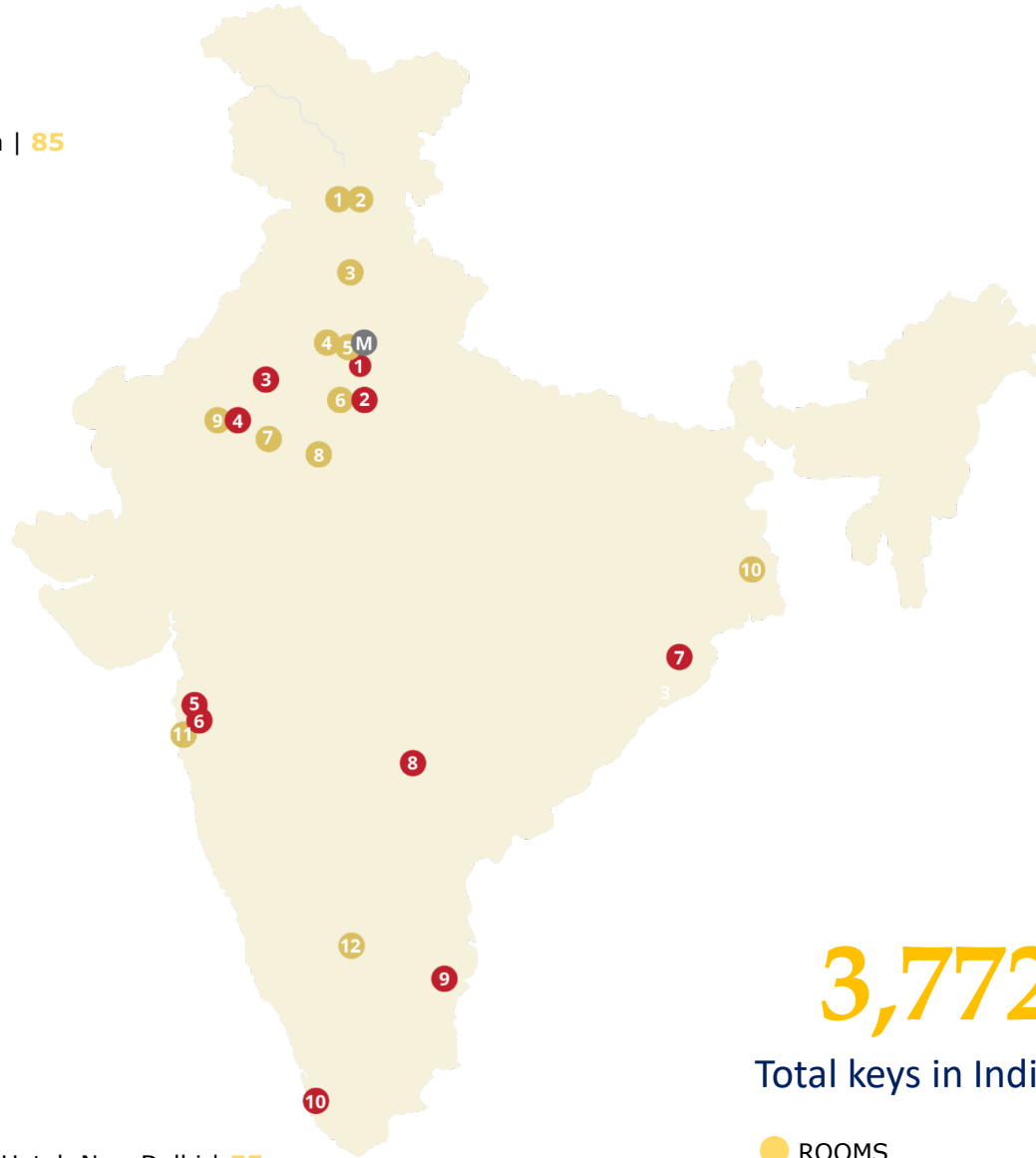


1. Wildflower Hall, An Oberoi Resort, Shimla | **85**
2. The Oberoi Cecil, Shimla | **75**
3. The Oberoi Sukhvilās Spa Resort, New Chandigarh | **60**
4. The Oberoi, Gurgaon | **202**
5. The Oberoi, New Delhi | **220**
6. The Oberoi Amarvilās, Agra | **102**
7. The Oberoi Rajvilās, Jaipur | **71**
8. 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**



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**



3,772
Total keys in India

● ROOMS



Widespread presence across attractive destinations (Contd.)

The Oberoi Rajvilas, Jaipur

THANK YOU

The Oberoi, New Delhi