

**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.

February 03, 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: Press Release**

Dear Sir / Madam,

Pursuant to Regulation 30 of the Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015 ('Listing Regulations'), attached herewith is a copy of the Press Release in relation to Un-audited Standalone and Consolidated Financial Results for the quarter and nine months ended on December 31, 2023 approved under Regulation 33 of the Listing Regulations by the Board of Directors of the Company at its meeting held on February 02, 2024.

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**

## SAMHI Reports Robust Q3 FY24 Growth, Charts Course for a Promising FY25 Performance

- ✓ RevPAR up 20.3% YoY
- ✓ Asset Income up 40.5% YoY
- ✓ Asset EBITDA up 49.9% YoY
- ✓ Consolidated EBITDA (pre ESOP) crossed Rs. 1bn mark
- ✓ Positive Free Cash flow
- ✓ On track to deliver 165 new & 137 renovated keys by Q2FY25

**Gurugram, 2<sup>nd</sup> February 2024: SAMHI Hotels Limited** (BSE: 543984) (NSE: SAMHI) a prominent branded hotel ownership and asset management platform in India, announced its unaudited Standalone and Consolidated results for the quarter ended 31<sup>st</sup> December 2023.

Commenting on the performance, **Mr. Ashish Jakhanwala, Chairman & Managing Director, SAMHI Hotels Ltd.** said, *"I am delighted to announce a significant achievement for the quarter – we have reached a strategic milestone of Rs. 1 billion in Consolidated EBITDA (pre ESOP) and have successfully turned free cash positive. Our path to growth has been driven by a strategy centered on acquisitions and turnarounds, complemented by our strategically positioned portfolio of assets that include highly recognized brands delivering not just expansion but growth with a high degree of capital efficiency.*

*Going forward, our growth will be fueled by the completion of the ACIC Portfolio integration, renovation-rebranding of a significant portion of our portfolio and the addition of new inventory.*

*We are making rapid strides in reducing debt and finance costs, coupled with an increase in EBITDA. This dual effort is guiding us towards sustainable debt levels while also enabling the generation of free cash flow for further growth."*

### Key Highlights for Q3FY24:

- **RevPAR** at Rs. 4,248 up 20.3% on a YoY basis
- **Asset Income** and **Asset EBITDA** grew by 40.5% and 49.9% respectively. Same store growth & positive impact of ACIC acquisition led to strong growth in income and EBITDA
- Achieved strategic milestone of **Rs. 1bn of Consolidated EBITDA** (pre non-cash ESOP expense), demonstrating the potential of current portfolio
- **Free Cash from operations at Rs. 460 Mn**
- Rapid reduction in debt and finance cost combined with increase in EBITDA is paving path towards reaching sustainable debt levels and yet allow free cash flow generation for growth.

## Consolidated Financial Highlights:

In Rs. Mn	Q3FY24	Q3FY23	YoY%	9MFY24	9MFY23	YoY%	FY23
<b>Asset Income</b>	<b>2,692</b>	<b>1,915</b>	<b>40.5%</b>	<b>6,817</b>	<b>5,421</b>	<b>25.7%</b>	<b>7,499</b>
<b>Asset EBITDA</b>	<b>1,084</b>	<b>723</b>	<b>49.9%</b>	<b>2,614</b>	<b>2,006</b>	<b>30.3%</b>	<b>2,805</b>
Asset EBITDA%	40.3%	37.7%		38.3%	37.0%		37.4%
Other Income	41	43		72	77		117
Corporate G&A	(106)	(94)		(278)	(244)		(290)
<b>Consolidated EBITDA (pre-ESOP cost &amp; one-time expense)</b>	<b>1,019</b>	<b>673</b>	<b>51.4%</b>	<b>2,408</b>	<b>1,839</b>	<b>30.9%</b>	<b>2,632</b>
ESOP cost & One-Time Expense	(115)	-		(491)	-		(26)
<b>Consolidated EBITDA (Reported)</b>	<b>904</b>	<b>673</b>		<b>1,917</b>	<b>1,839</b>		<b>2,606</b>

## Debt Profile:

In Rs. Mn	Dec 31, 2023	Jun 30, 2023
Net Debt	18,427	29,383
Consolidated EBITDA <sup>1</sup> (TTM)	3,580 <sup>2</sup>	3,333 <sup>2</sup>
Net Debt-to-Consolidated EBITDA	5.1x	8.8x
Annualized Interest Cost	~2,000 @ 10.2% <sup>3</sup> Cost	~3,940 @ 13.0% Cost

1. On Proforma basis and excluding ESOP & One-time Expenses

2. TTM as on December 31, 2023

3. As on January 25, 2024

**About SAMHI Hotels Ltd.**

SAMHI is a prominent branded hotel ownership and asset management platform in India with an institutional ownership model, experienced leadership and professional management team. SAMHI has long-term management arrangement with three of the established and well recognized global hotel operators, namely, Marriott, IHG and Hyatt. SAMHI has a portfolio of 31 operating hotels comprising 4,801 keys and has a diverse geographic presence in 13 cities across India, including National Capital Region (NCR), Bengaluru, Hyderabad, Chennai and Pune.

**Forward-looking and Cautionary Statements**

Statements in this document relating to future status, events, or circumstances, including but not limited to statements about plans and objectives, the progress and results of research and development, potential project characteristics, project potential and target dates for project related issues are forward-looking statements based on estimates and the anticipated effects of future events on current and developing circumstances. Such statements are subject to numerous risks and uncertainties and are not necessarily predictive of future results. Actual results may differ materially from those anticipated in the forward-looking statements. The company assumes no obligation to update forward-looking statements to reflect actual results changed assumptions or other factors.

**For further information, please contact****Company:**

**SAMHI Hotels Limited**  
CIN: U55101DL2010PLC211816

**Mr. Gyana Das**

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**Investor Relations Advisors:**

**Strategic Growth Advisors Pvt. Ltd.**  
CIN: U74140MH2010PTC204285

**Ms. Ami Parekh / Mr. Rahul Agarwal**

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