

EIH Limited

A MEMBER OF THE OBEROI GROUP

CIN:L55101WB1949PLC017981

CORPORATE OFFICE: 7 SHAM NATH MARG, DELHI -110054, INDIA / TELEPHONE: +91-11-23890505/ WEBSITE: WWW.EIHLTD.COM
email: isdho@oberoigroup.com

10th August 2023

The National Stock Exchange of India Limited Exchange Plaza, 5 th Floor Plot No..C/1, G Block Bandra Kurla Complex Bandra(E) Mumbai – 400 051. Code: EIHOTEL	The BSE Limited Corporate Relationship Dept. 1 st Floor,New Trading Ring Rotunda Building Phiroze Jeejeebhoy Towers Dalal Street,Fort Mumbai-400001 Code:500840
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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 Unaudited Financial Results (Standalone and Consolidated) of the Company for the quarter ended 30th June 2023 declared on 8th August 2023.

Kindly take the above on your records.

Thanking you,

Yours faithfully
For **EIH Limited**

Lalit Kumar Sharma
Company Secretary



EIH Limited

Earnings Call: Q₁ FY24

Indian Hospitality Industry

Key Highlights – Q₁FY24

- The hotel industry in India saw rates rise in Q₁FY23, boosting RevPAR despite a slight drop in occupancy.
- Domestic air traffic in India increased by 19% in June 2023 compared to June 2022.

Source: HVS Anarock Report (July 2023 edition)



Image: The Oberoi, New Delhi

Operations

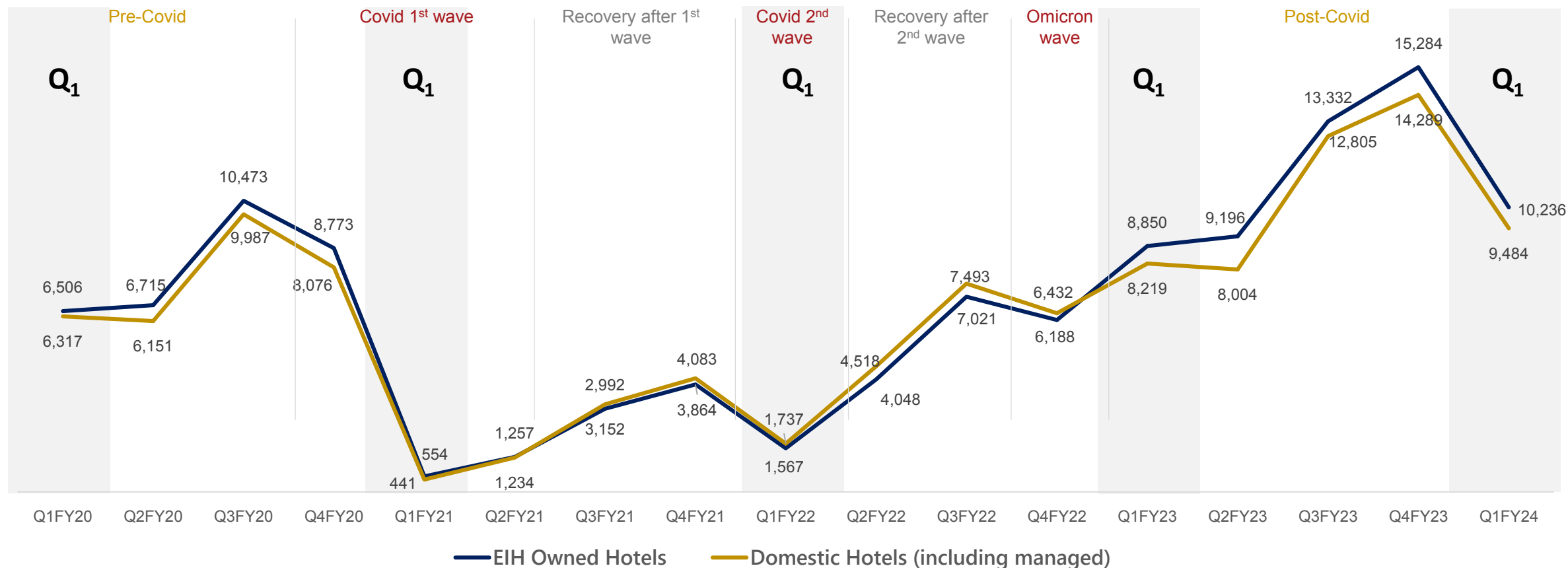
Q₁FY24



RevPAR growth

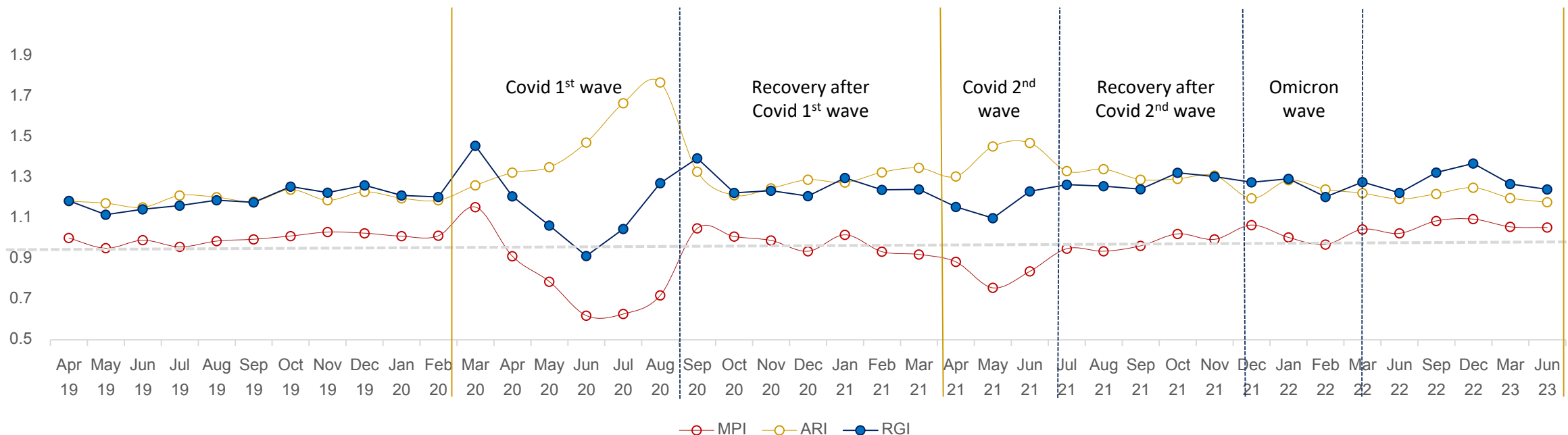
Q₁FY24 higher by 16% over Q₁FY23

Figures in INR



RevPAR Leadership

RevPAR index: 124% (All Domestic Hotels)

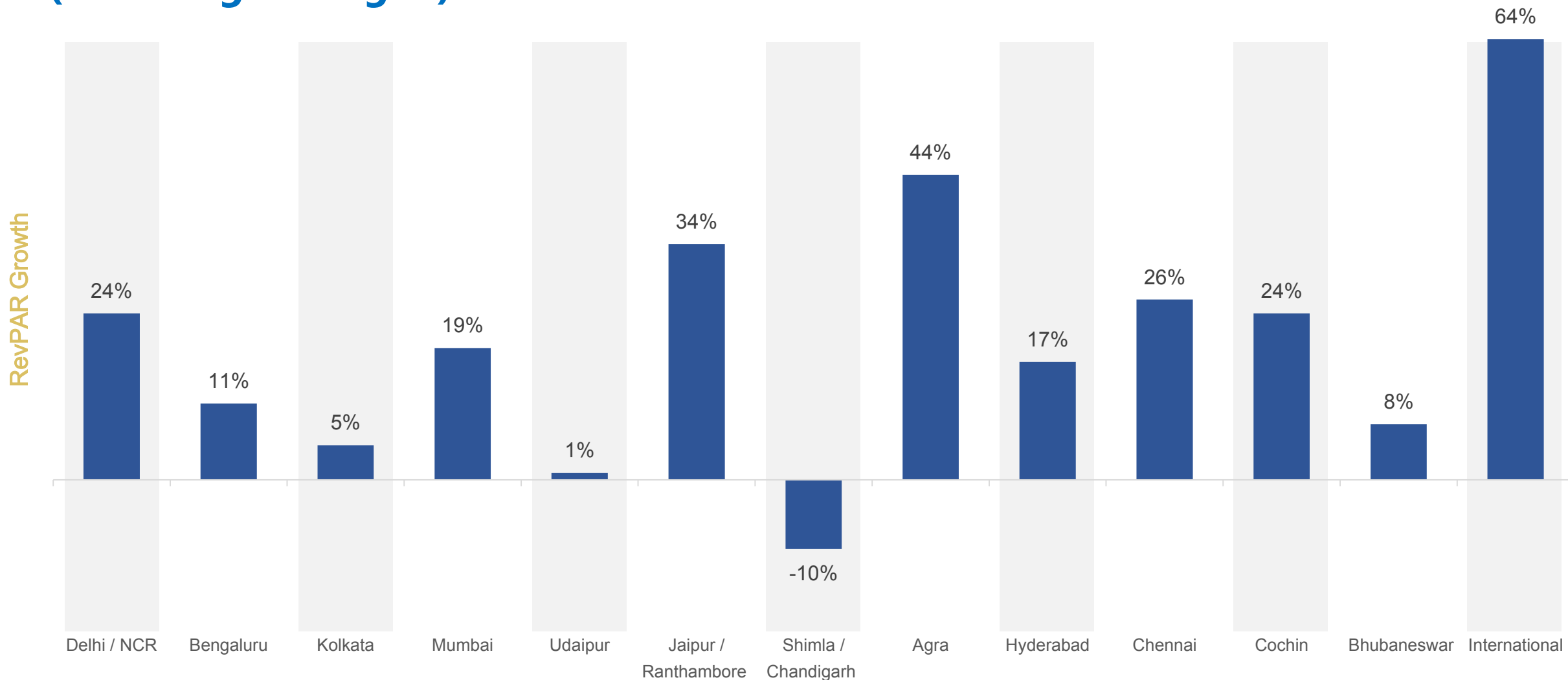


The Company’s ability to consistently achieve RevPAR index > 100, supported by ARR index that is consistently >100 over a 4-year period from Q1FY20 to Q1FY24 demonstrates the premium the Company’s hotels command, due to the Company’s unwavering commitment to quality and meticulous attention to detail that discerning guests care for.

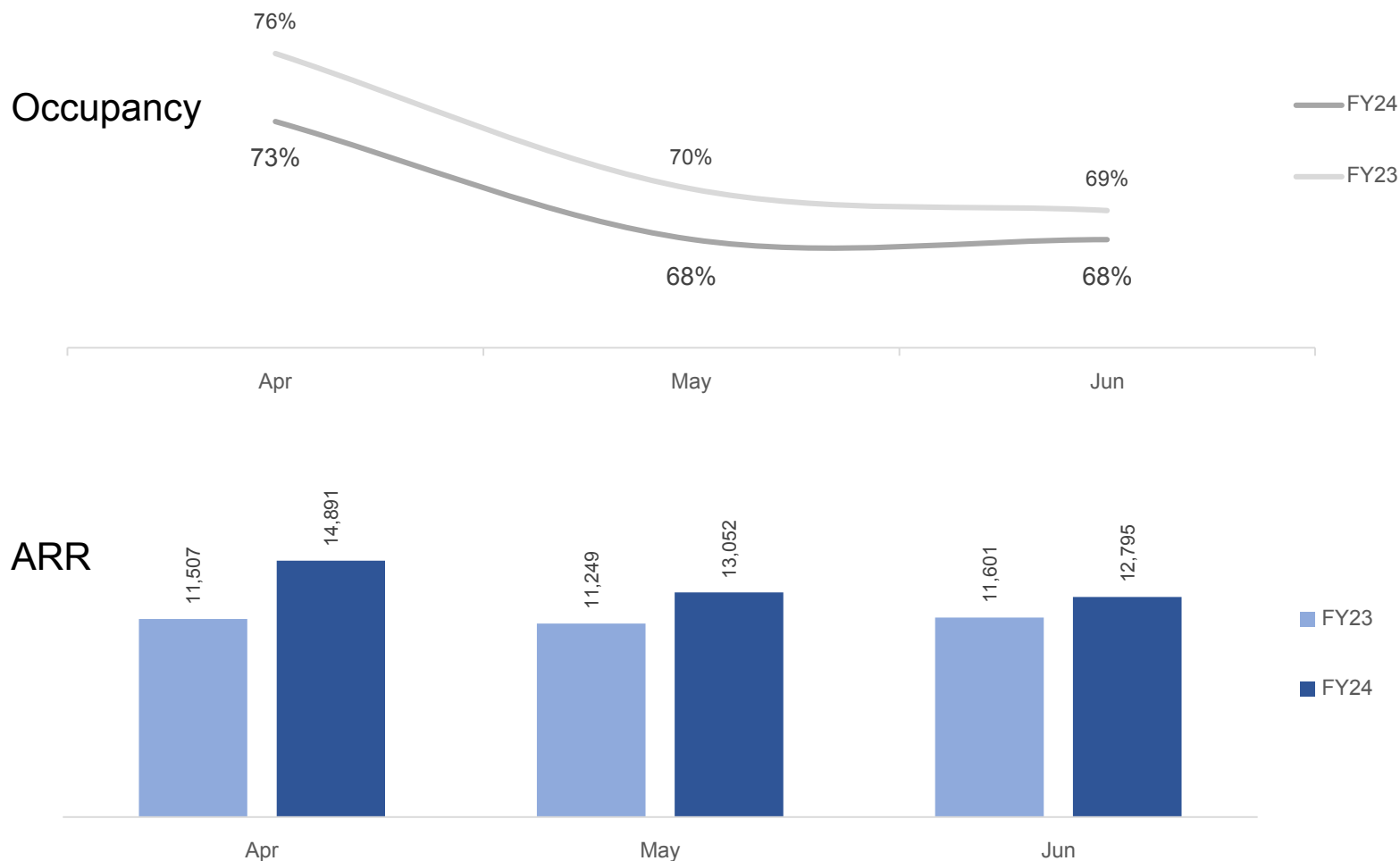
Source: STR Global, STR Compset

Dataset: All Domestic Hotels managed by EIH

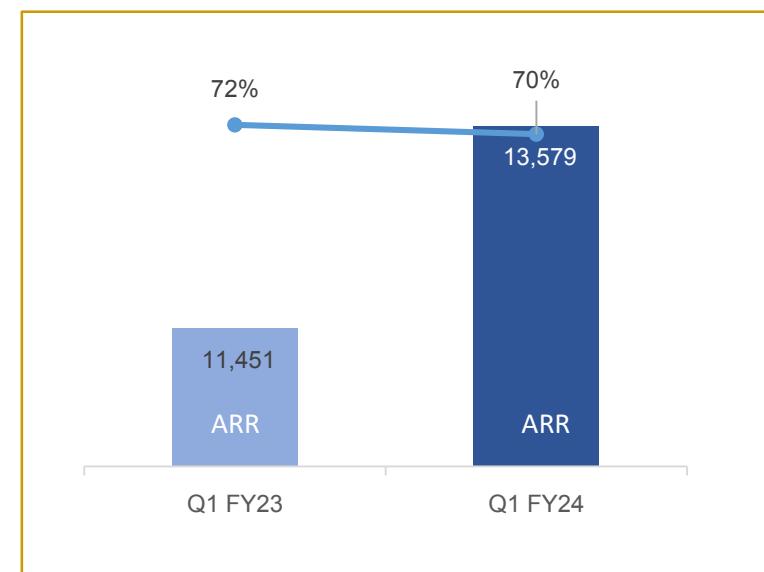
Q₁ (FY24 vs FY23) RevPAR growth at Domestic Hotels (including managed)



Q₁ Month-wise ARR & Occupancy Trends at Domestic Hotels (including managed)

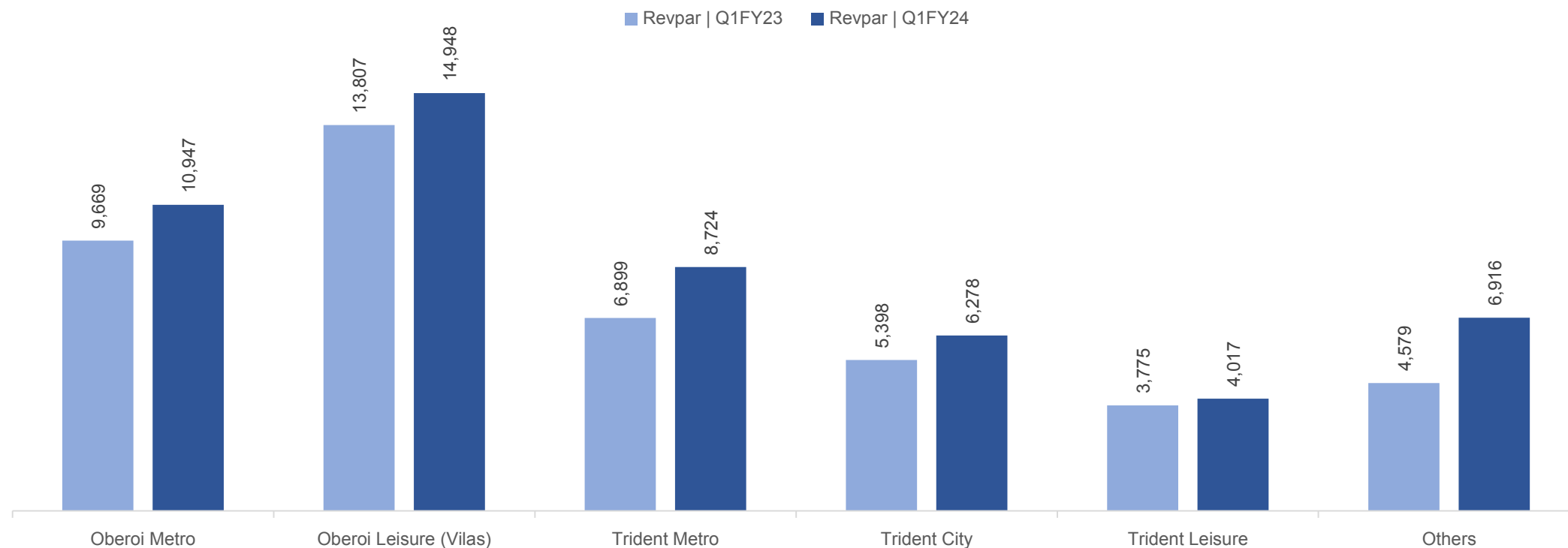


Quarterly Occupancy & ARR



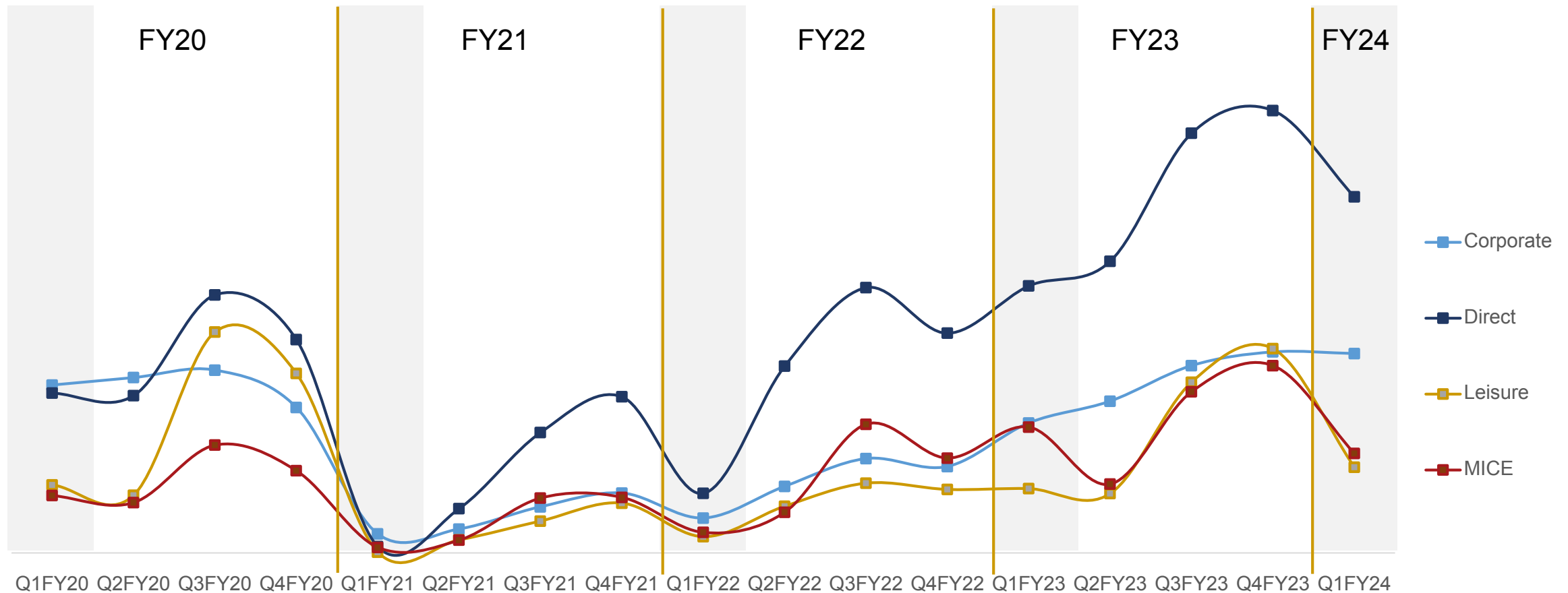
In Rs

Q₁ Occupancy and ARR performance at Domestic Hotels (including managed)



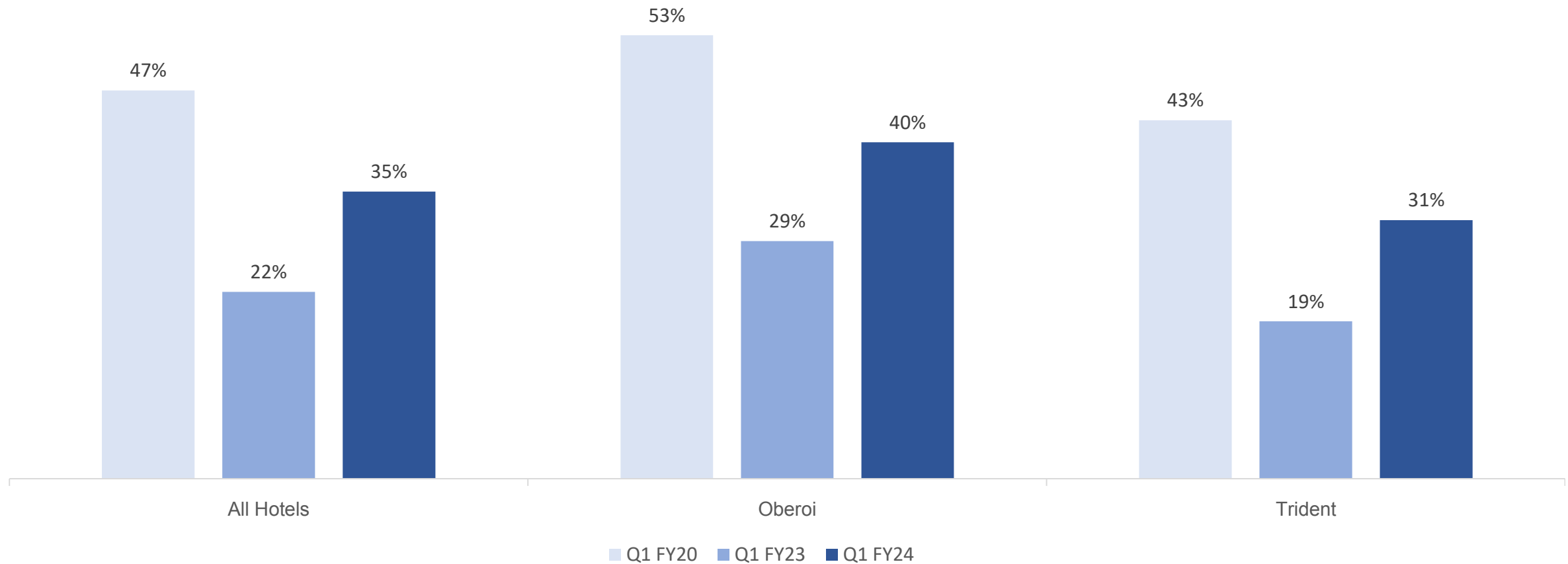
Occupancy Q1FY24	70.8%	50.5%	78.9%	67.9%	61.0%	87.1%
Occupancy Q1FY23	72.0%	49.5%	84.6%	79.4%	60.3%	74.3%
ARR Q1FY24	₹ 15,463	₹ 29,607	₹ 11,057	₹ 9,243	₹ 6,589	₹ 7,937
ARR Q1FY23	₹ 13,436	₹ 27,915	₹ 8,158	₹ 6,797	₹ 6,259	₹ 6,161

Room Revenue Trends | Strong tailwinds



Movement in Segment-wise Room Revenue for Domestic Hotels (including managed)

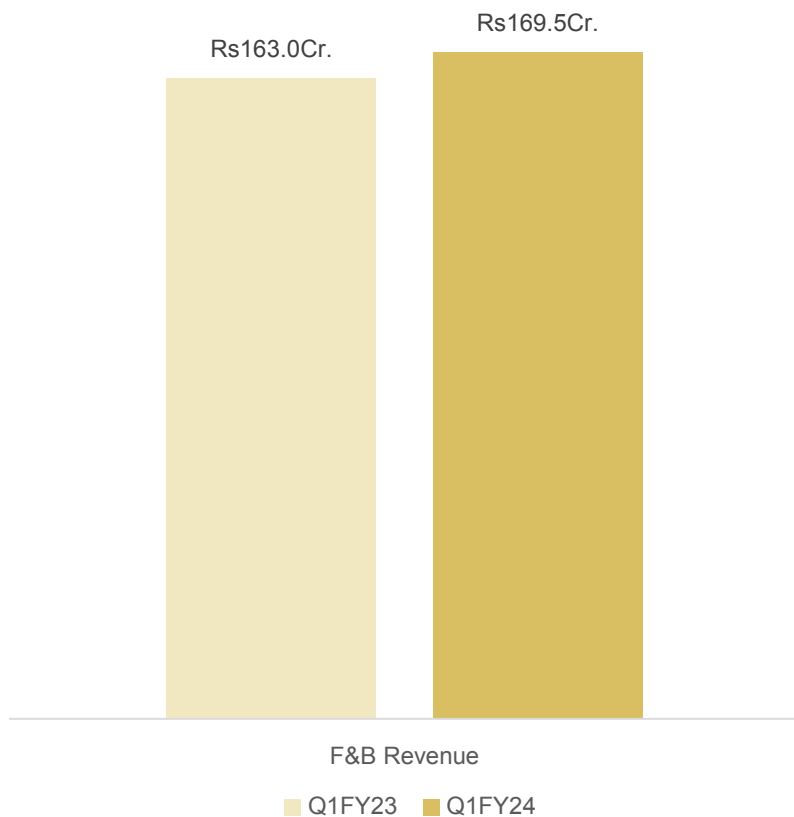
Trend of Foreign Room Nights



% Room Nights of Foreign Tourists to Total Room Nights for Domestic Hotels (including managed)

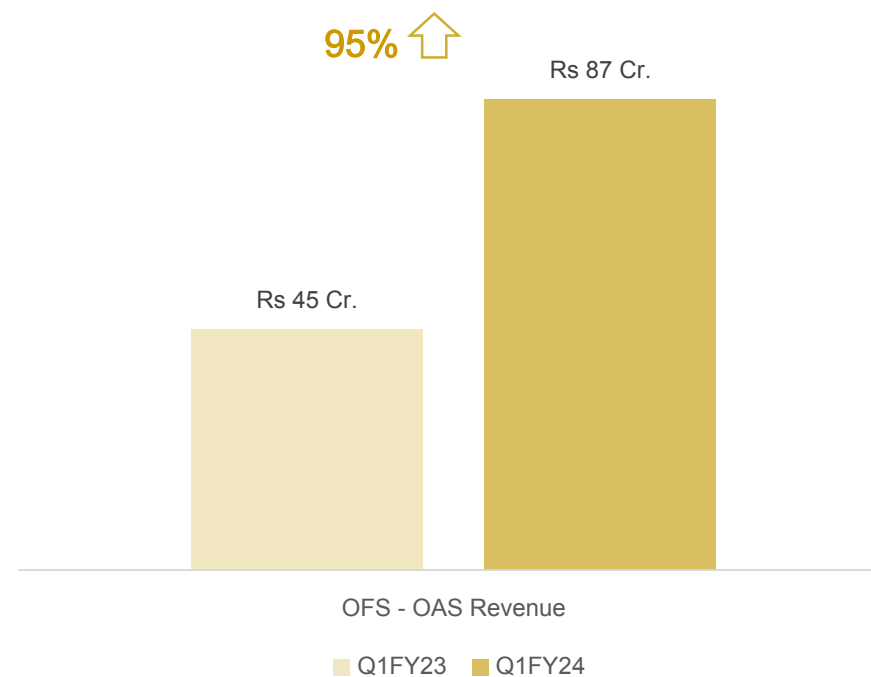
Q₁ F&B Revenue

Domestic Hotels (incl. managed)



Strong growth in Hotel F&B revenues

Flight Catering & Airport Lounges



Strong bounce back in OFS/OAS Revenues

Financials

Q₁ FY24



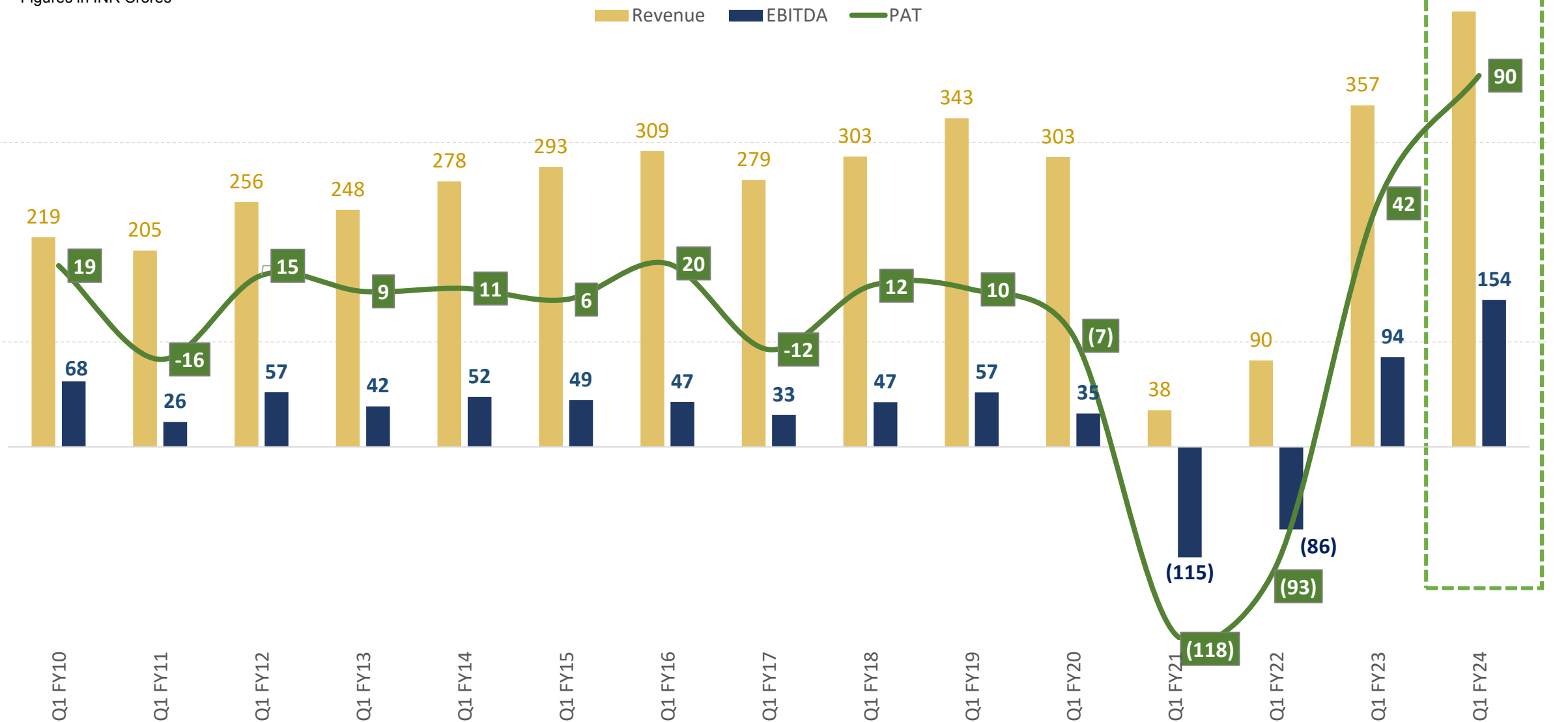
Financial Performance – Q₁FY24

Standalone and Consolidated



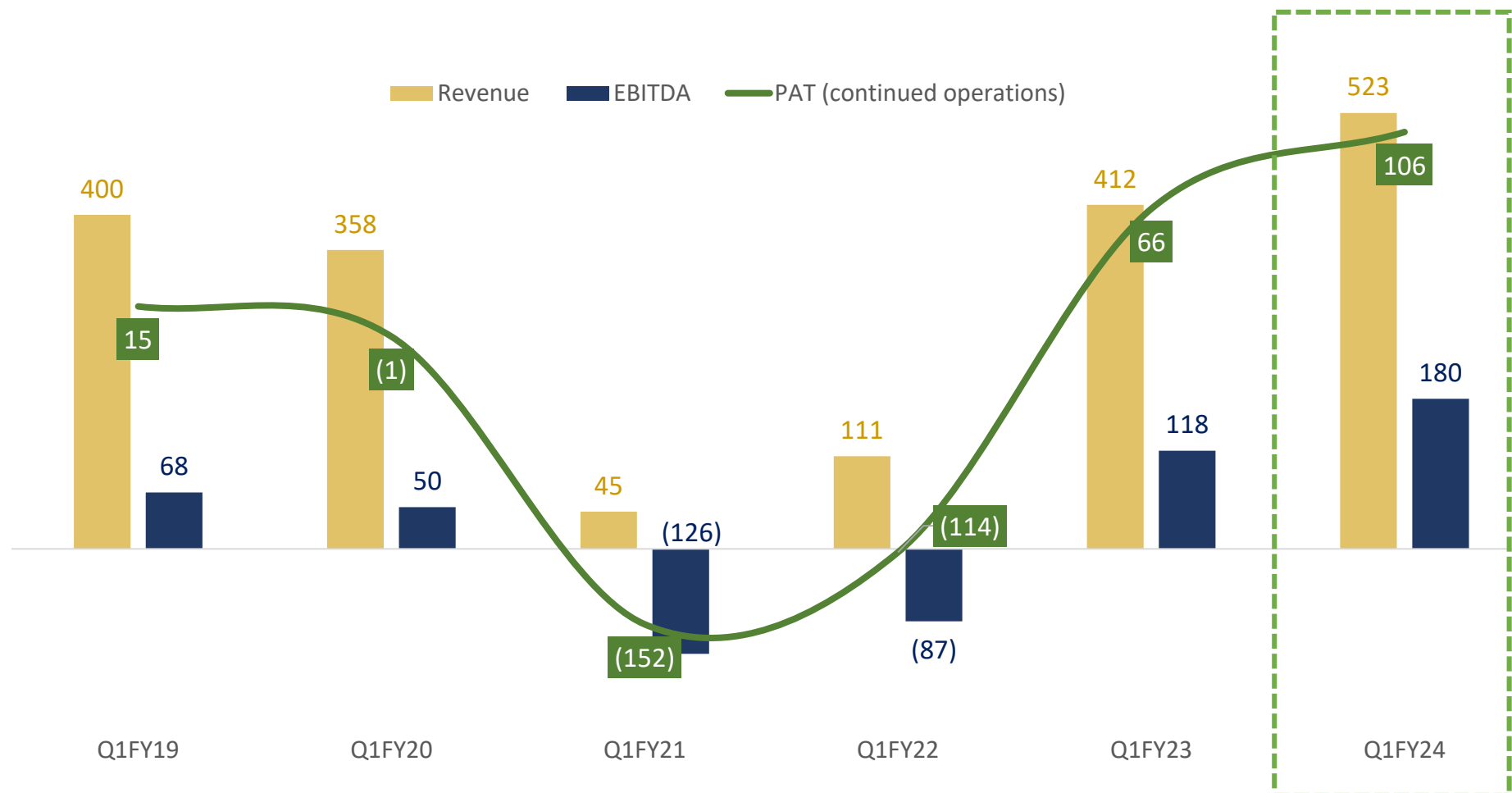
Standalone (15 Years)

Figures in INR Crores



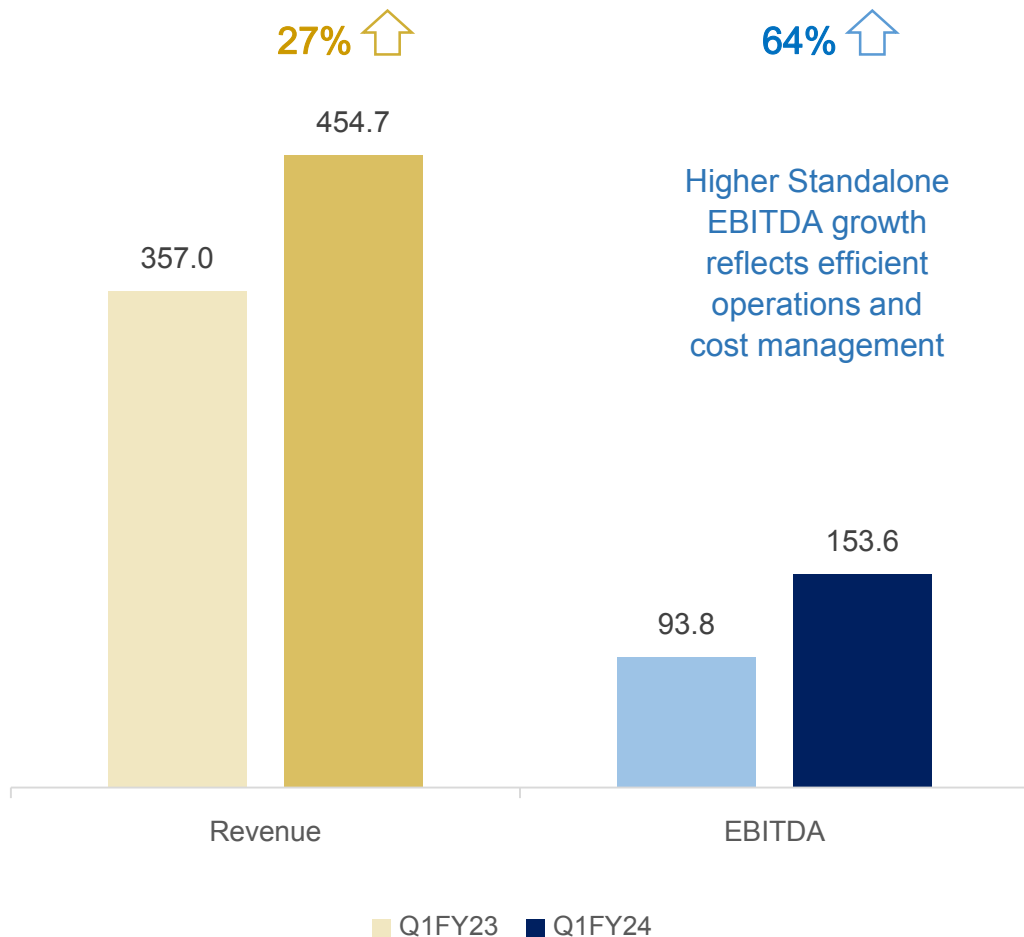
Consolidated (6 Years)

Figures in INR Crores



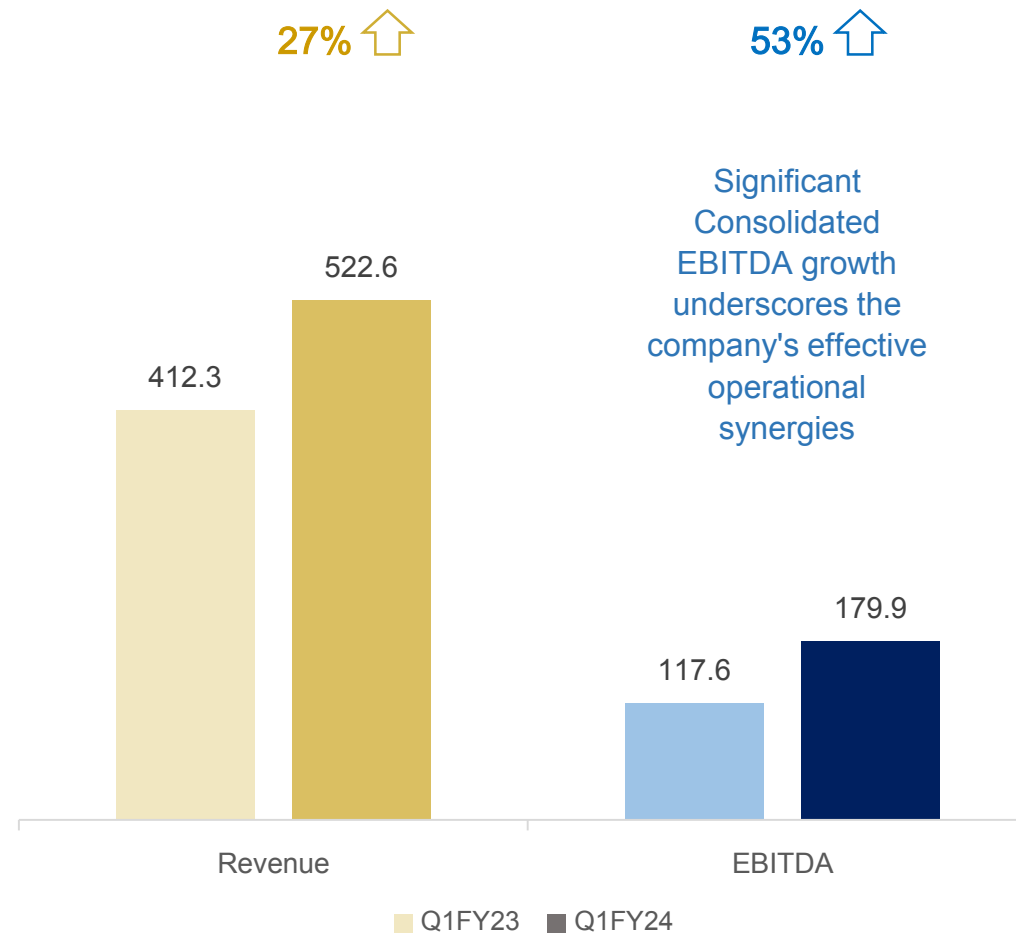
Standalone

Figures in INR Crores



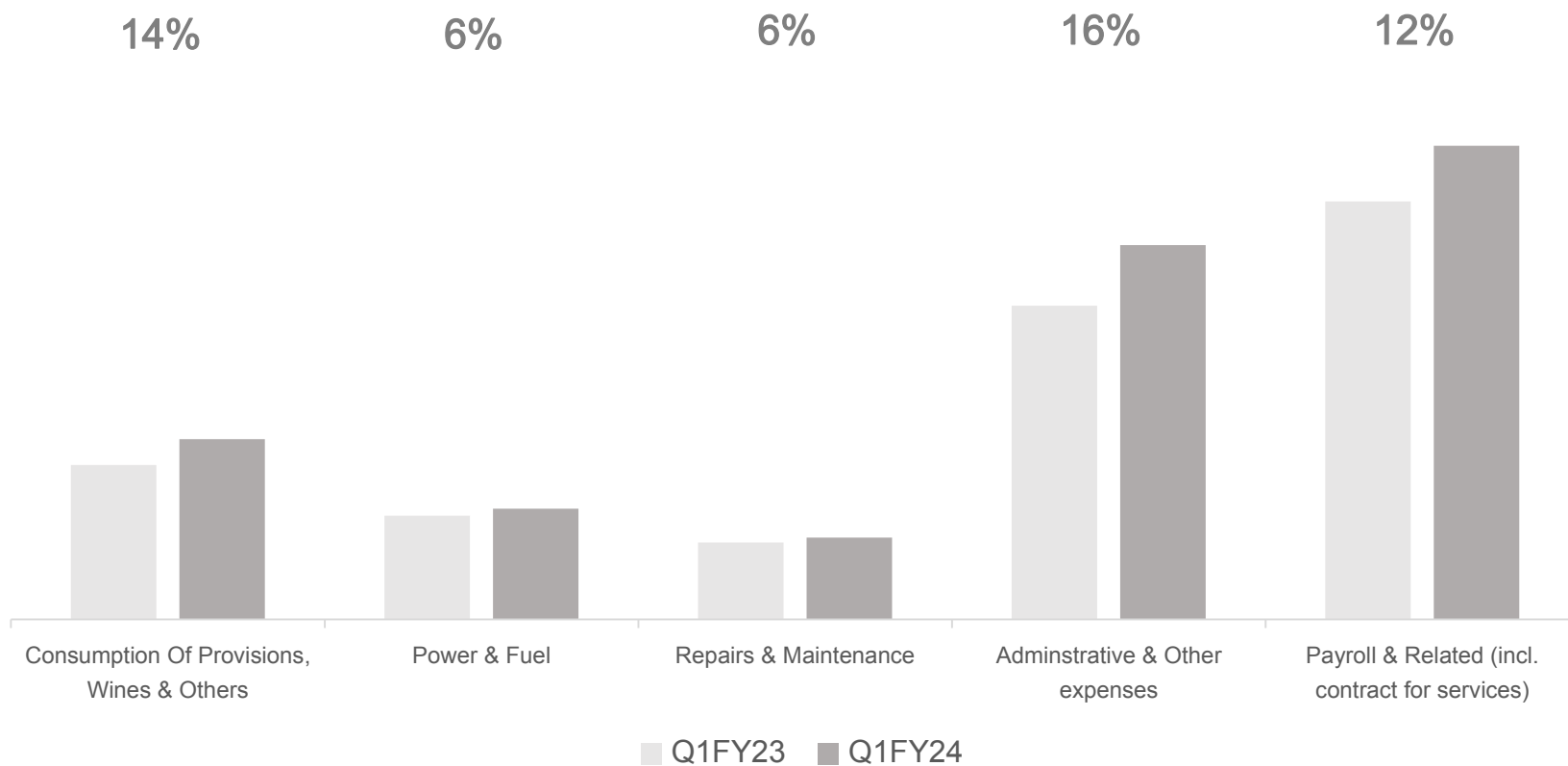
Consolidated

Figures in INR Crores



Standalone

Y-O-Y Expenses for Q₁



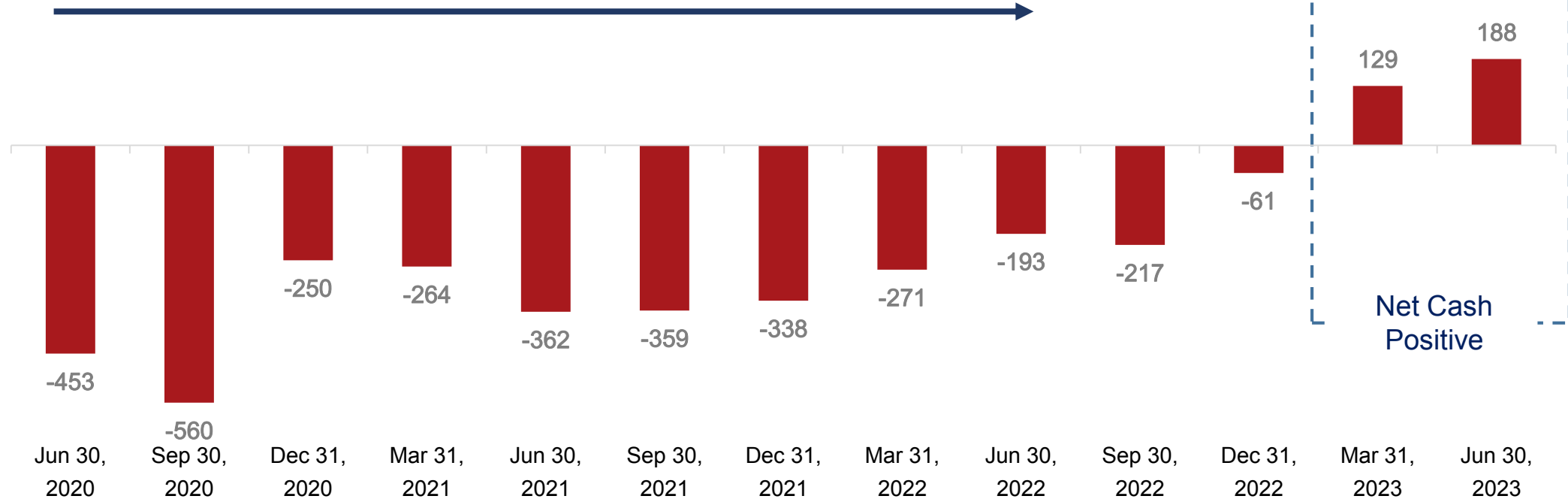
Increase
(Q1FY24 vs. Q1FY23)
27%
Total Revenue

Increase
(Q1FY24 vs. Q1FY23)
14%
Total Expenses

Standalone Funds (Last 3 years)

Figures in INR Crores

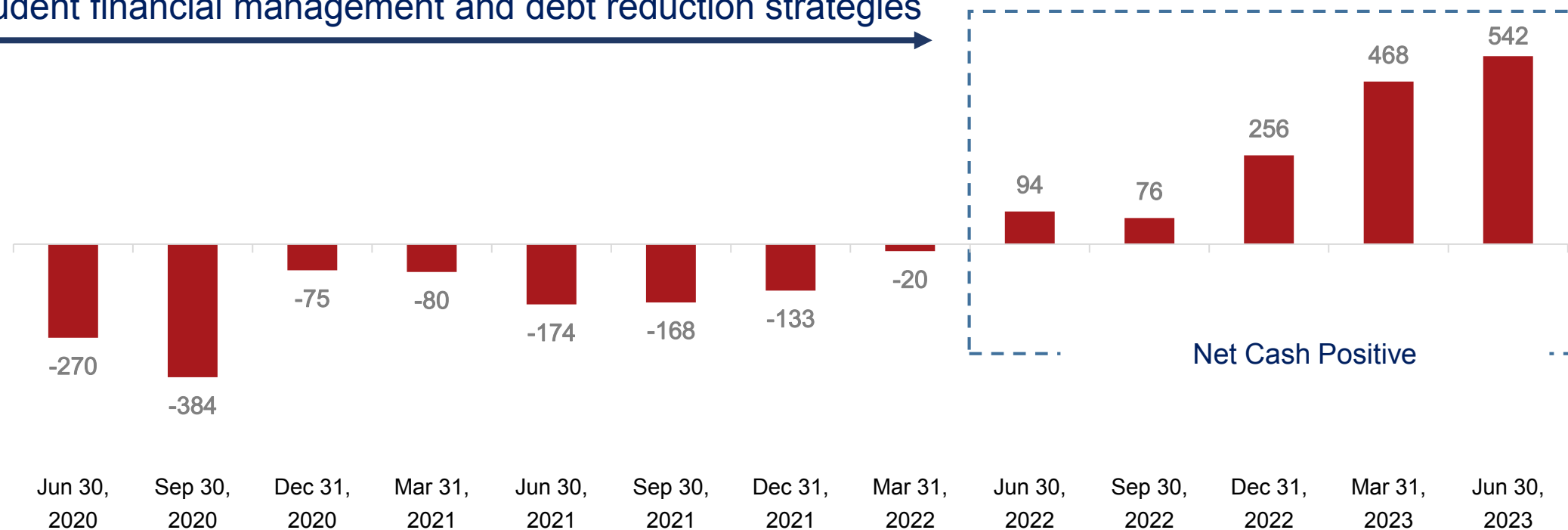
Prudent financial management and debt reduction strategies



Consolidated Funds (Last 3 years)

Figures in INR Crores

Prudent financial management and debt reduction strategies



*Including earmarked balances



Financial Statements

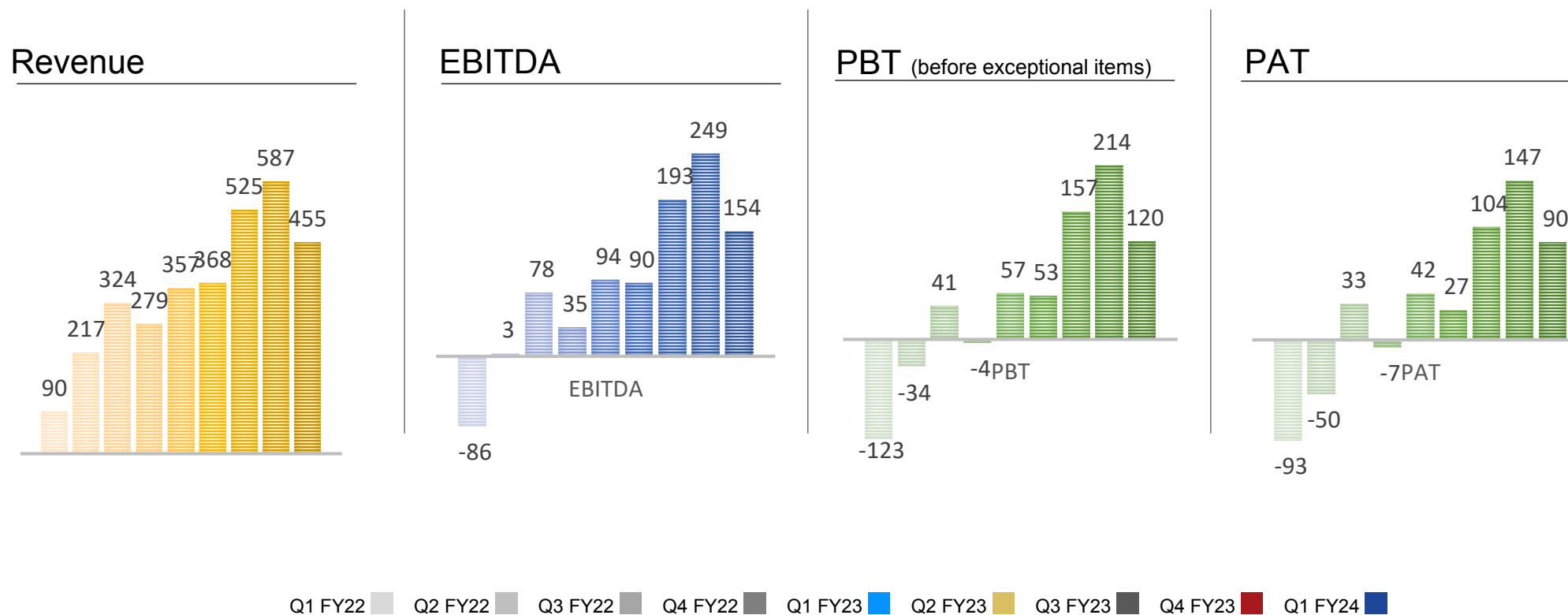
Q₁FY24

Performance Highlights (Standalone)

STANDALONE P&L	QTR 1	
<i>Figures in Rs Crores rounded to nearest first decimal</i>	FY24	FY23
Revenue from Operations	426.8	342.4
Other Income	27.9	14.6
TOTAL INCOME (A)	454.7	357.0
Consumption	44.5	38.1
Employee Benefits <small>*(excluding third party cost)</small>	98.6	89.0
Power, Fuel & Light	27.3	25.6
Administrative & Other Expenses	130.7	110.5
TOTAL EXPENDITURE (B)	301.1	263.2
EBITDA = (A) – (B)	153.6	93.8
<i>Less: Depreciation & Amortization</i>	29.1	28.9
EBIT	124.5	64.9
<i>Less: Finance Costs</i>	4.3	8.2
PBT	120.2	56.7
<i>Less: Exceptional Items</i>	0.0	0.0
<i>Less: Tax including Deferred Tax</i>	30.2	14.3
PAT	90.0	42.4

Performance Highlights (Standalone)

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



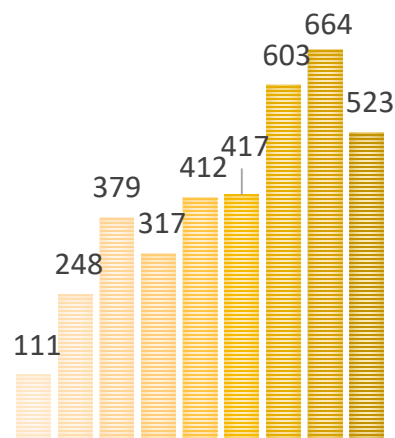
Performance Highlights (Consolidated)

Consolidated P&L	QTR 1	
	FY24	FY23
<i>Figures in Rs Crores rounded to nearest first decimal</i>		
Revenue from Operations	498.1	394.3
Other Income	24.5	18.0
TOTAL REVENUE (A)	522.6	412.3
Consumption	48.8	41.1
Employee Benefits*(excluding third party cost)	109.7	98.6
Administrative & Other Expenses	184.2	155.1
TOTAL EXPENDITURE (B)	342.7	294.8
EBITDA = (A) – (B)	180.0	117.6
<i>Less: Depreciation & Amortization</i>	31.9	31.4
EBIT	148.0	86.2
<i>Less: Finance Costs</i>	6.2	8.5
PBEIT	141.8	77.7
Share of net profit of associates and joint ventures	3.2	(2.6)
Exceptional Items	0.0	15.5
Tax Expense	39.0	21.1
Profit / (Loss) for the period from continuing operations	106.0	69.5
Profit from discontinued operations	0.0	(3.6)
Items that may not be reclassified to Profit or Loss	(2.2)	0.2
Items that may be reclassified to Profit or Loss	(0.4)	24.2
Total Other Comprehensive Income / Loss (net of tax)	103.4	90.3
<i>Less: Non-Controlling Interest in total comprehensive income</i>	2.3	3.5
Total Comprehensive Income / (Loss) for the period	101.1	86.8

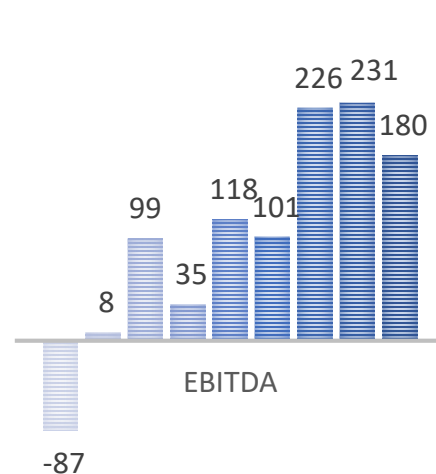
Performance Highlights (Consolidated)

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

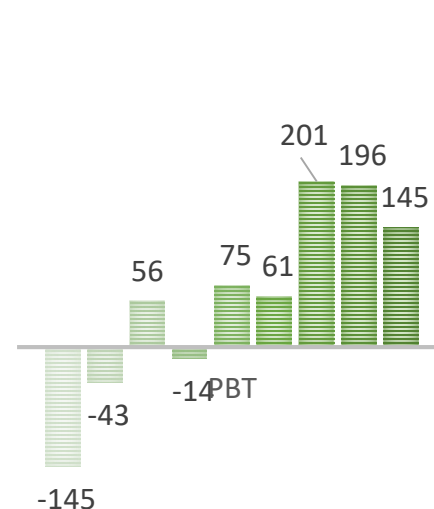
Revenue



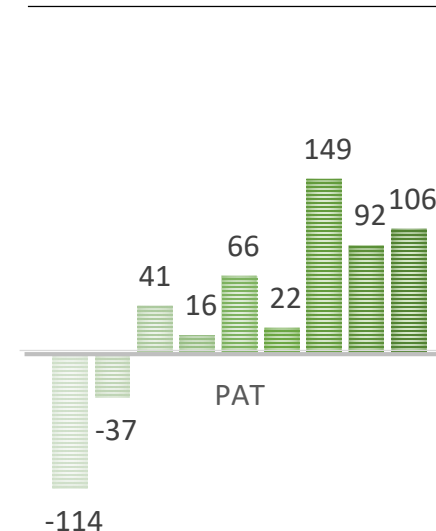
EBITDA



PBT (before exceptional items)



PAT



Q1 FY22 Q2 FY22 Q3 FY22 Q4 FY22 Q1 FY23 Q2 FY23 Q3 FY23 Q4 FY23 Q1 FY24

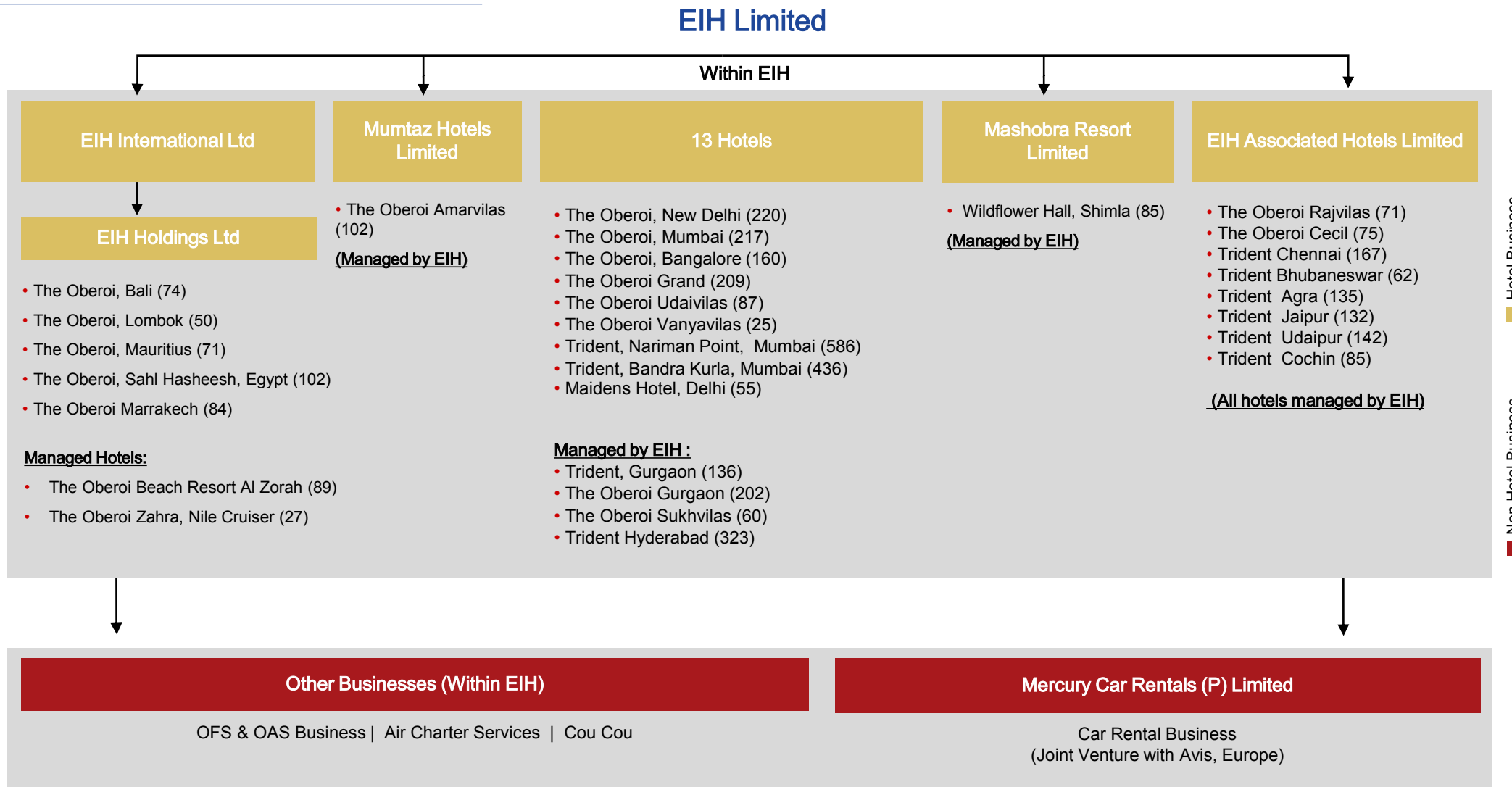
PBT and PAT have been calculated after Share of Profit of Associates & JV's accounted for using equity method and loss from discontinued operations



Business Footprint

Period ended 30th June 2023

Corporate Structure



Hotels in India



1,513 keys

under The Oberoi Brand

2,204 keys

under Trident Brand

24 Hotels and Resorts

3,772 keys in India

Where the Guest is Everything.

Oberoi Hotels & Resorts around the world



497 keys
under The Oberoi Brand
(excluding India)

THANK YOU

