

28th June 2020

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	BSE Limited Corporate Relationship Dept. 1 st Floor,New Trading Ring Rotunda Building Phiroze Jeejeebhoy Towers Dalal Street,Fort Mumbai-400001 Code:500840	The Calcutta Stock Exchange Limited 7, Lyons Range Kolkata-700001 Code:05
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SUB: SUBMISSION OF PRESENTATION TO INVESTOR / ANALYSTS

Dear Sir / Madam,

In Furtherance to our intimation dated 24th June 2020 and pursuant to Regulation 30(6) of SEBI (Listing Obligation and Disclosure Requirement) Regulation, 2015 (Listing Regulations), please find enclosed the copy of the presentation to be circulated to Investor / Analysts in respect of the Financial Results (Standalone and Consolidated) of the Company for the Audited Financial Results for the fourth quarter and Financial Year ended 31st March 2020.

Kindly take the above in your records and host in your website.

Thanking you,

Yours faithfully

For **ElH Limited**



S.N. Sridhar
Company Secretary

EIH Limited

A MEMBER OF THE OBEROI GROUP



INVESTOR PRESENTATION [Q4 FY20]
29th June 2020



1. Business Overview
2. Presence
3. Balanced Portfolio
4. Business Expansion
5. Operational Statistics
6. Financials
7. Impact of Covid-19
8. Preparing for a post –Covid World “*The New Normal*”



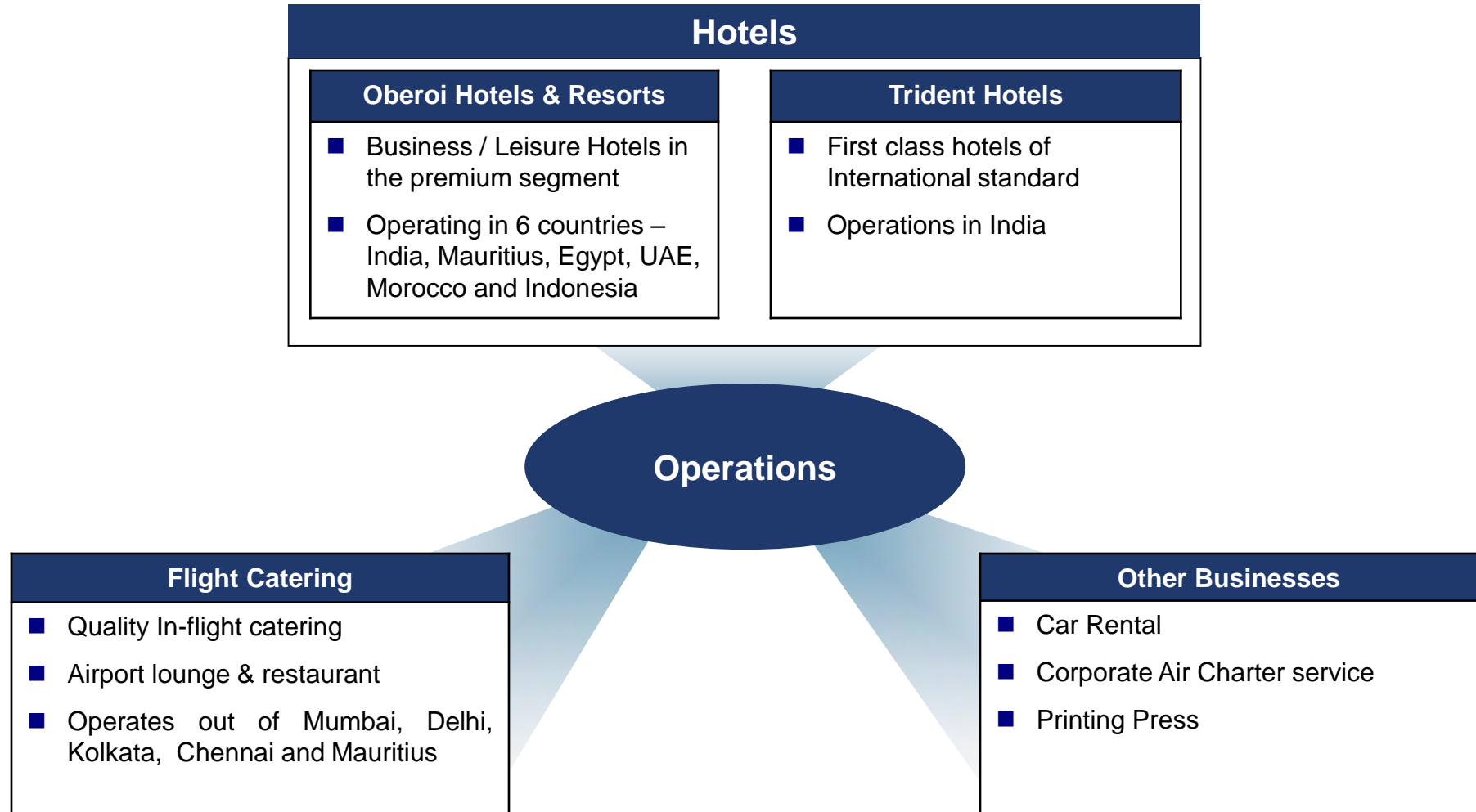
**2340 Rooms*;
19 Hotels
&
2 Cruisers**

**4572
Rooms;
30 Hotels
&
2 Cruisers**

**2232 Rooms;
11 Hotels**

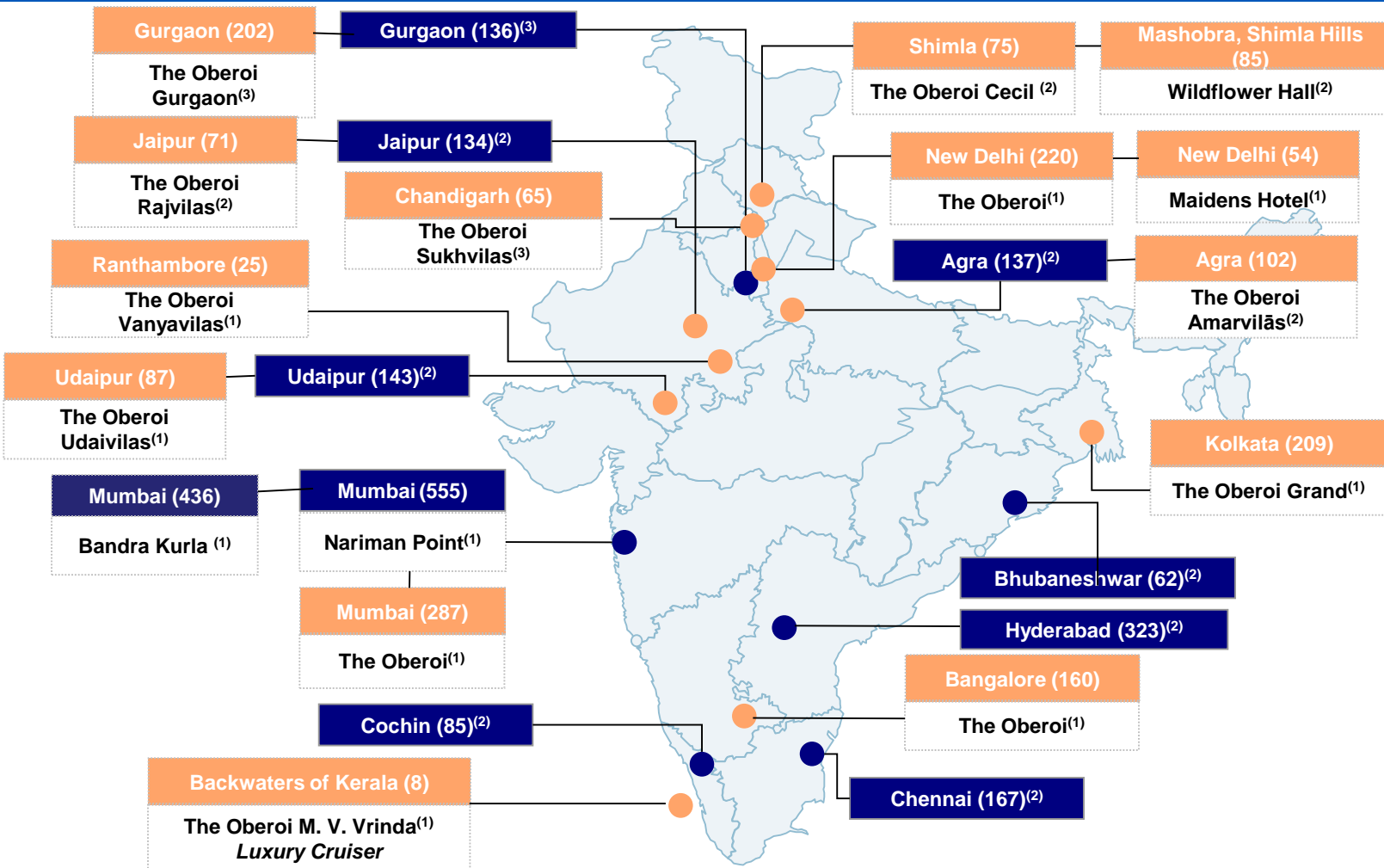
* Includes The Oberoi, Marrakech opened on 1st December 2019

Business Overview



Other businesses complement the core business of hospitality

Presence



International⁽²⁾

EGYPT

The Oberoi, Sahl Hasheesh (102)
The Oberoi Zahra (Cruiser) (27)

MOROCCO

The Oberoi, Marrakech (84)

INDONESIA

The Oberoi, Bali (74)
The Oberoi, Lombok (50)

MAURITIUS

The Oberoi, Mauritius (71)

UAE

The Oberoi Dubai (252)
The Oberoi Al Zorah (89)



We own and/or manage 30 Hotels & 2 Cruisers with 4,572 rooms

Figures in brackets indicate the number of rooms in each property;
(1) Owned by ElH (2) Owned through subsidiaries / Associate Companies; (3) No Equity Interest

Our journey so far....

- 1934 - Rai Bahadur Mohan Singh Oberoi founded the Oberoi Group in 1934.
- 1949 - The Company was incorporated as a public limited company in India on 26 May 1949
- 1956 - Equity shares listed on the BSE
- 1957- Started our flight services business
- 1965 – Built the first hotel ‘The Oberoi New Delhi’
- 1968- The Associated Hotels of India Limited and Hotels (1938) Private Limited was merged into ElH limited. By virtue of this, the Company got the ownership of The Oberoi Grand, Kolkata, Maidens Hotel, Delhi and The Oberoi Cecil, Shimla.
- 1973- Commenced operations at the Oberoi Towers in Mumbai (now Trident Nariman Point)
- 1974- Established a printing press in Delhi
- 1986-2009 – added 9 hotels branded ‘Trident’
- 1994- The Company’s GDRs were listed on the London Stock Exchange
- 1997- The Oberoi Rajvilās (first premier leisure hotel) operational
- 2001- The Oberoi Vanyavilās and The Oberoi Amarvilās operational. Also commenced operations at Wildflower Hall, Shimla
- 2002- The Oberoi Udaivilās operational
- 2004- Strategic arrangement with Hilton for international marketing
- 2006- Joint venture with Avis Europe for car rental business, acquired a 66.67% equity stake in Mercury Car Rentals Limited

Our journey so far....

- 2008- The alliance with Hilton International ended and "Trident" Hilton hotels and the Hilton Towers hotel were renamed "Trident" hotels.
- 2009 - Trident hotel at Bandra Kurla Complex in Mumbai commenced operations
- 2010- EIH International Limited, a wholly owned subsidiary of the Company acquired balance stake of its international hotels joint venture company EIH Holdings Limited. Pursuant to this acquisition, EIH Holdings Limited became a wholly owned subsidiary of EIH International Limited.
- 2012 - Renovation/construction of flight catering operations (flight kitchen) in New Delhi with state-of-the-art equipment having capacity to cater 18,000 meals per day completed.
- 2013 - The Company reduced its equity stake to 40% in Mercury Car Rentals Limited (now Mercury Car Rentals Private Limited);
- 2013 - Trident Hyderabad (a Managed Property) commenced operations
- 2015 - New Flight catering facility operationalized in Kolkata with the state-of-the-art equipment to maintain international hygiene standards having capacity to cater 3,500 meals per day.
- 2016- The Oberoi Sukhvilās Resort & Spa, Near Chandigarh (a Managed Property) commenced operations
- 2017 - GDRs were delisted from the London Stock Exchange.
- 2018 - The Oberoi New Delhi re-opened after complete renovation.
- 2018 - Investment by the Company through its WOS – EIH International Ltd which holds 47.93% in La Roseraie De L’atlas (Marrakech Project) in Marrakech;
- 2018 - EIH sold its entire equity holding of 25.10% in Mercury Travels Ltd to Ebix, USA. Mercury Travels Ltd ceased to be an associate of EIH;
- 2019 – The Oberoi Marrakech commenced operations

Major recognitions received by Oberoi Hotels and Resort (for Domestic)

Hotel	Award	Awarded By
The Oberoi, New Delhi	IT List 2019	Travel + Leisure, USA
	The World's Best Hotels and Resorts for families 2019	Travel + Leisure, USA
The Oberoi Vanyavilās, Ranthambhore	Top 25 Small Hotels - India (Ranked 1st)	Trip Advisor Travelers' Choice Awards 2019
The Oberoi Udaivilās, Udaipur	Gold List, 2019	Condé Nast Traveller, USA
	Gold List, 2019	Condé Nast Traveller, UK
	Gold List, 2019	Condé Nast Traveller, Middle East
The Oberoi Rajvilās, Jaipur	Top 25 Hotels - India (Ranked 1st)	Trip Advisor Travelers' Choice Awards 2019
	Top 25 Luxury Hotels - Asia (Ranked 2nd)	Trip Advisor Travelers' Choice Awards 2019
	Top 25 Luxury Hotels - India (Ranked 1st)	Trip Advisor Travelers' Choice Awards 2019
	Top 25 Hotels for Service - India (Ranked 1st)	Trip Advisor Travelers' Choice Awards 2019
The Oberoi Amarvilās, Agra	Top 10 Hotels for Romance - India (Ranked 1st)	Trip Advisor Travelers' Choice Awards 2019
The Oberoi Sukhvilas Spa Resort, New Chandigarh	Best Wellness Cuisine	GeoSpa GlobalSpa Awards 2019
	Best Destination Spa	GeoSpa GlobalSpa Awards 2019

Major recognitions received by Oberoi Hotels and Resort (for International)

Hotel	Award	Awarded By
The Oberoi Beach Resort, Sahl Hasheesh, Red Sea, Egypt	Top 10 Luxury Hotels - Egypt (Ranked 2nd)	Trip Advisor Travelers' Choice Awards 2019
The Oberoi Beach Resort, Mauritius	Top 10 Luxury Hotels - Mauritius (Ranked 2nd)	Trip Advisor Travelers' Choice Awards 2019
	Top 10 Hotels for Romance - Mauritius (Ranked 2nd)	Trip Advisor Travelers' Choice Awards 2019
The Oberoi, Dubai United Arab Emirates	Top 25 Hotels for Service - UAE (Ranked 2nd)	Trip Advisor Travelers' Choice Awards 2019

THE OBEROI GROUP MISSION

OUR DISTINCTIVENESS

Together we shall continue the Oberoi tradition in the hospitality industry, striving for unsurpassed excellence in high potential locations all the way from Middle East to the Asia Pacific.

FOR OUR GUESTS

To meet and exceed the expectations of our guests through our unremitting dedication to perfection to every aspect of service .

FOR OUR SHAREHOLDERS

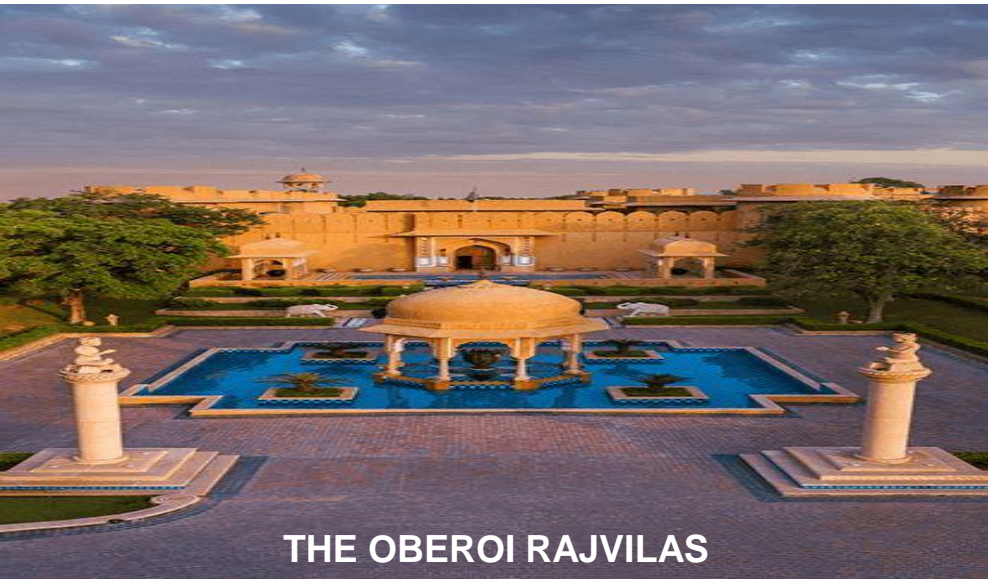
As they have reposed their trust in us and our abilities, we believe it's our responsibility & duty to create extraordinary value for them .

FOR OUR PEOPLE

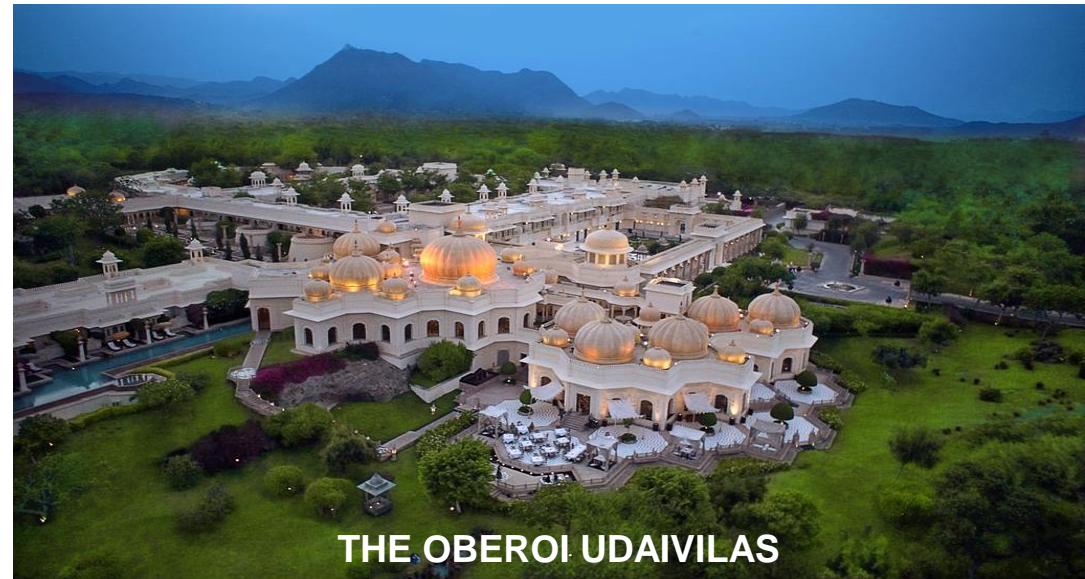
We are committed to the growth, development and welfare of our people upon whom we rely to make this happen .

Pioneering Destinations- Domestic

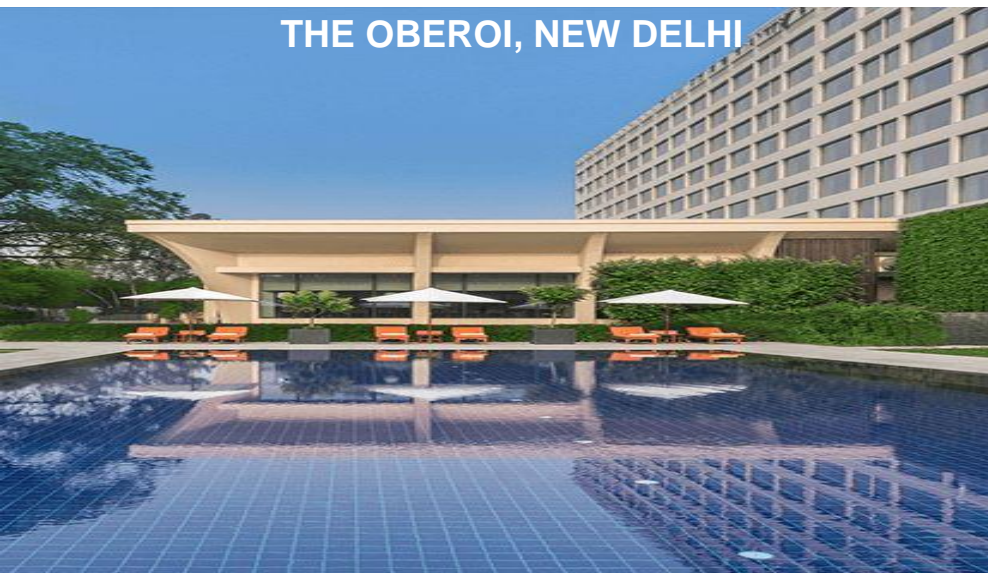
Elh Limited
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THE OBEROI RAJVILAS



THE OBEROI UDAIVILAS



THE OBEROI, NEW DELHI



THE OBEROI, CECIL

Pioneering Destinations- International

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THE OBEROI BEACH RESORT MAURITIUS



THE OBEROI BEACH RESORT, BALI



THE OBEROI AL ZORAH, AJMAN, UAE



THE OBEROI SAHL HASHEESH, EGYPT

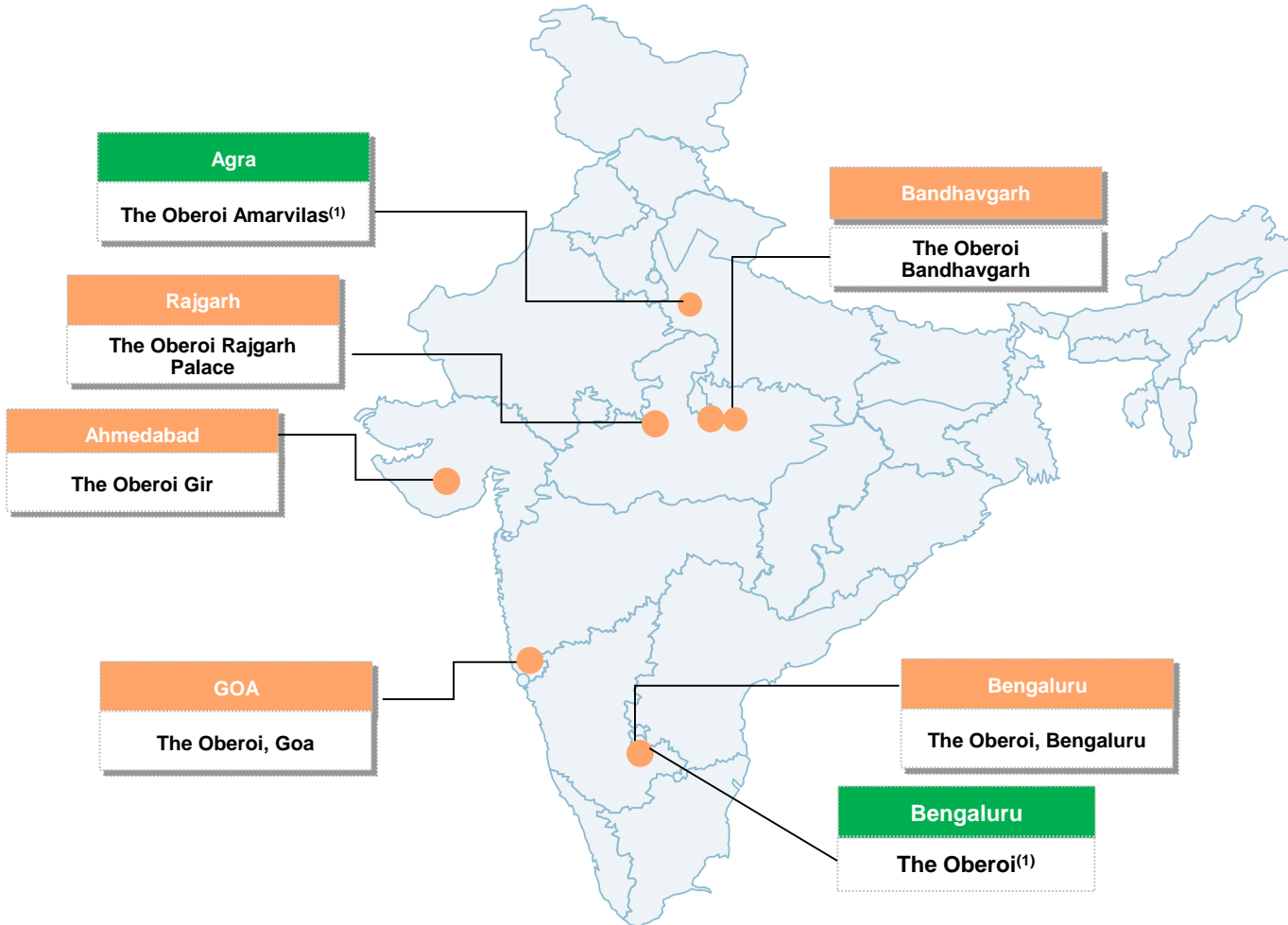
Balanced Portfolio

	Business	Leisure	
Luxury	<ul style="list-style-type: none"> ■ The Oberoi Mumbai (287) ■ The Oberoi New Delhi (220) ■ The Oberoi Grand, Kolkata (209) ■ The Oberoi, Bangalore (160) ■ Trident, Gurgaon (136)* ■ Trident, Nariman Point (555) ■ Trident, Bandra Kurla (436) ■ The Oberoi, Gurgaon (202)* ■ The Oberoi Dubai (252)* 	<ul style="list-style-type: none"> ■ The Oberoi Amarvilās (102)* ■ The Oberoi Rajvilas (71)* ■ The Oberoi Sukhvilās (60)* ■ The Oberoi Cecil (75)* ■ The Oberoi, Marrakech(84)* ■ The Oberoi, Lombok (50)* ■ The Oberoi, Sahl Hasheesh (102)* ■ The Oberoi Zahra (Cruiser) (27)* 	<ul style="list-style-type: none"> ■ The Oberoi Udaivilās (87) ■ The Oberoi Vanyavilās (25) ■ The Oberoi M.V.Vrinda(8) ■ Wildflower Hall (85)* ■ The Oberoi, Bali (74)* ■ The Oberoi Al Zorah (89)*
Great Value for Money	<ul style="list-style-type: none"> ■ Trident , Chennai (167)* ■ Trident , Bhubaneswar (62)* ■ Maidens Hotel (54) ■ Trident Hyderabad (323)* 	<ul style="list-style-type: none"> ■ Trident, Agra (137)* ■ Trident, Udaipur (143)* ■ Trident, Jaipur (134)* ■ Trident, Cochin (85)* 	

Figures in brackets are number of rooms

- Significant presence in major tourist & business destinations with high room inventory
- Assets irreplaceable in terms of location, ambience and experience
- Geographic spread helps
 - achieve synergies in occupancy by cross selling our properties
 - mitigate affect of seasonality by efficiently utilizing personnel by re-deploying them between hotels

Business Expansion and Development



International

Qatar

The Oberoi, Doha

Kenya

The Oberoi Masai Mara

Thailand

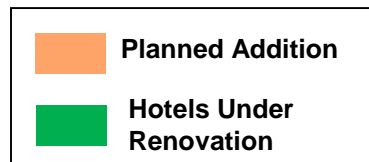
The Oberoi & Trident, Koh Tan Island

Nepal

The Oberoi Kathmandu
The Oberoi Wildlife Resort, Bardia

London

Service Residences



(1) Existing properties under renovation

Business Expansion - Domestic

- **The Oberoi Rajgarh Palace** : Located near Khajuraho, Madhya Pradesh. Work was making good progress till it was suspended due to the Covid lockdown. The hotel will provide luxury accommodation on a 62 acre site next to the Panna forest reserve.
- **The Oberoi, Bandhavgarh** : The Oberoi Wildlife Resort Bandhavgarh, is located on a 22 acre site 5 milestone from Bandhavgarh National Park in Madhya Pradesh. The jungle resort will consist of luxury tents, a restaurant and a spa. The construction of the resort is underway and is likely to open in the third quarter of 2021. This resort will be managed by EIH Limited.
- **The Oberoi, Gir** : Luxury Wildlife Resort on a 50 acre site, is located on the periphery of Gir National Park in Gujarat. Gir National Park is the sole home of the Asiatic Lion and also supports a variety of wildlife, flora and fauna. The Resort shall consist of luxury air-conditioned tents, a restaurant and spa. The project is not proceeding because of environmental clearances.
- **The Oberoi, Goa** : Planning consent for the Company's 55 acre beach front site at Goa is awaited. Government approvals are in the process of being obtained.
- **The Oberoi, Bengaluru** : Planning in respect of The Oberoi Hotel as part of a mixed-use development in Bengaluru is under review due to major changes to the planning guidelines by the Bengaluru Development Authorities.

Business Expansion - International

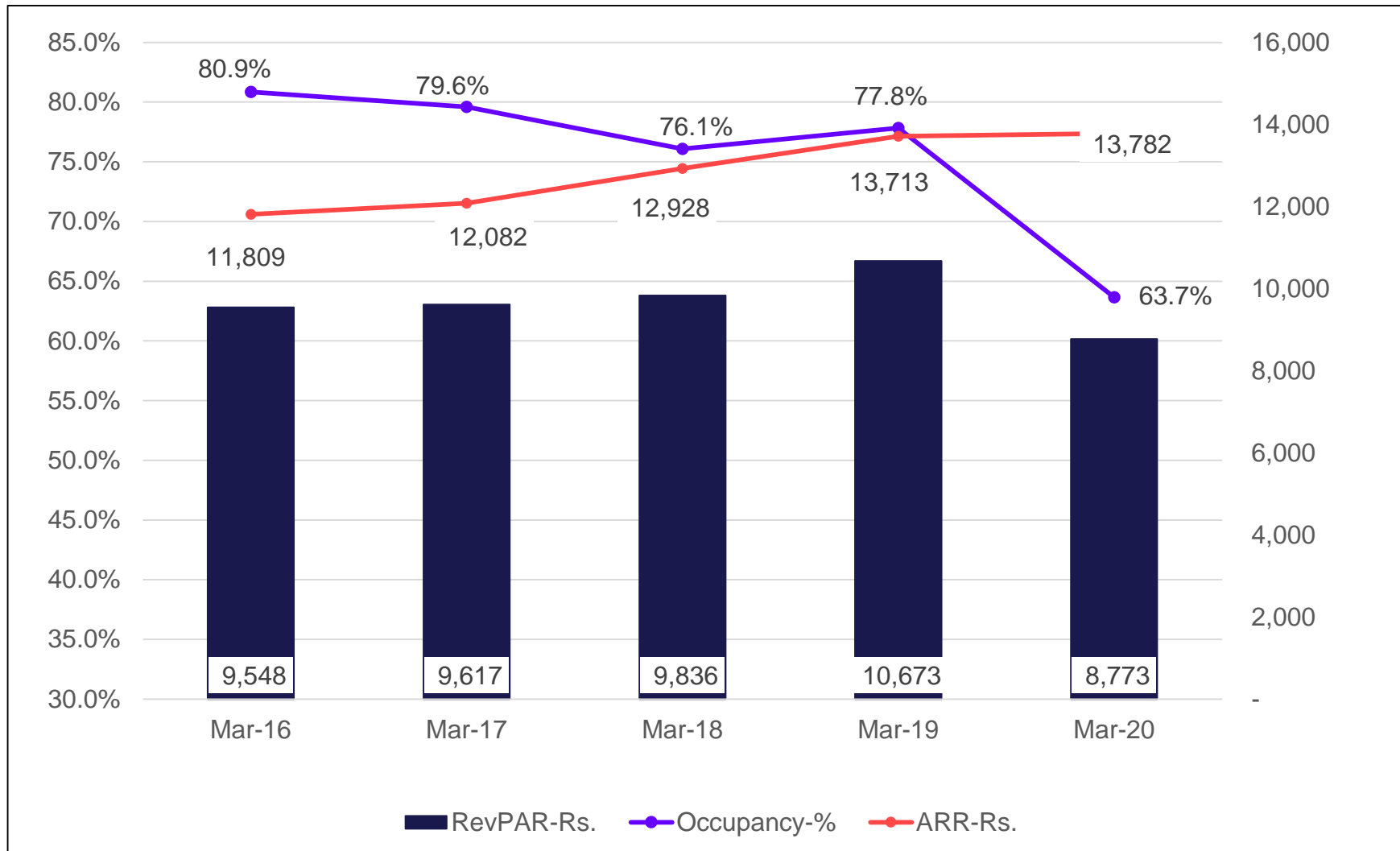
- **The Oberoi, Marrakech** : Opened in December 2019. All rooms and suites in this luxury hotel have private swimming pools. The hotel has received excellent reviews from guests who have stayed at the hotel. The hotel has also received many compliments from Travel Writers, Tour Operators and Travel Agents. The adjoining land of approximately 20 hectares will be developed with Oberoi branded villas as and when there is sufficient demand. The hotel is being managed by a wholly owned subsidiary of the Company.
- **The Oberoi, Doha** : Construction is currently underway. This luxury hotel will have 237 rooms and suites. 45 service apartments are also being built within the development. The hotel is likely to open in the fourth quarter of 2021. The property will be managed by a wholly owned overseas subsidiary of the Company.
- **The Oberoi, Masai Mara** : The Oberoi luxury wildlife resort located on the edge of Masai Mara National Reserve Kenya. The project is in the process of raising appropriate financing.
- **The Oberoi & Trident, Koh Tan Island** : An overseas subsidiary of the Company will operate two resorts, i.e. The Oberoi and Trident, on the island of Koh Tan located five kilometres south west of Koh Samui, Thailand. The lush green one hundred acre site, overlooks a two kilometre pristine beach. The plan incorporates an Oberoi Resort and a Trident Resort with multiple restaurants, meeting and recreation facilities, spas and wellness centres. Planning of both hotels is in progress.

Business Expansion - International

- **The Oberoi, Kathmandu** : The hotel will be developed on a greenfield site measuring six acres. The proposed luxury hotel will be in close proximity to important tourist attractions of the Royal Palace, Thamel and other important business locations. The hotel will incorporate 80 keys and shall be developed as a low rise garden hotel with multiple restaurants, meeting facilities, spa and wellness centre and recreational facilities. The hotel will be managed by a wholly owned subsidiary of the Company.
- **The Oberoi Wildlife Resort, Bardia** : The Oberoi wildlife resort located next to Bardia National Park Nepal, will be developed on a greenfield site measuring approximately 30 acres. The resort will comprise of 20 luxury tents, a restaurant and a spa and wellness centre. The hotel will be managed by a wholly owned subsidiary of the Company.
- **Serviced Residences, London** : Setting its foot in the hospitality world of Europe, an agreement has been signed with Cain International, for jointly operating 23 serviced residences in London's Mayfair.

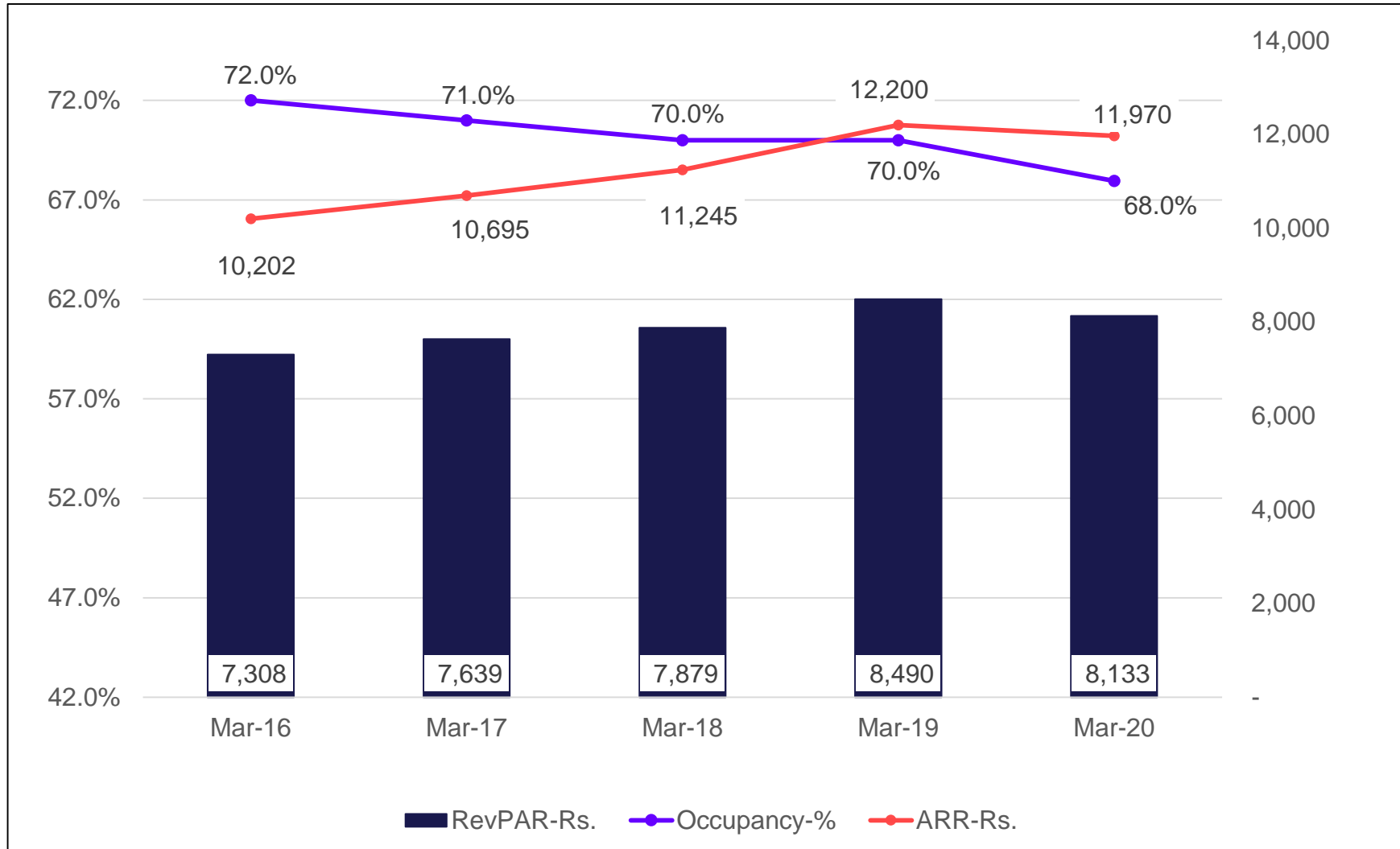
OPERATIONAL STATISTICS – Q4

Domestic properties (Owned)



OPERATIONAL STATISTICS – YTD Q4

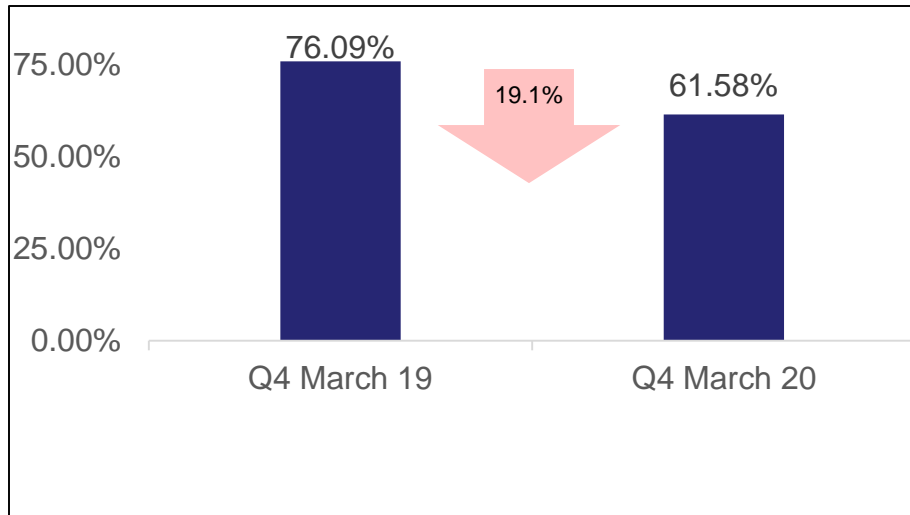
Domestic properties (Owned)



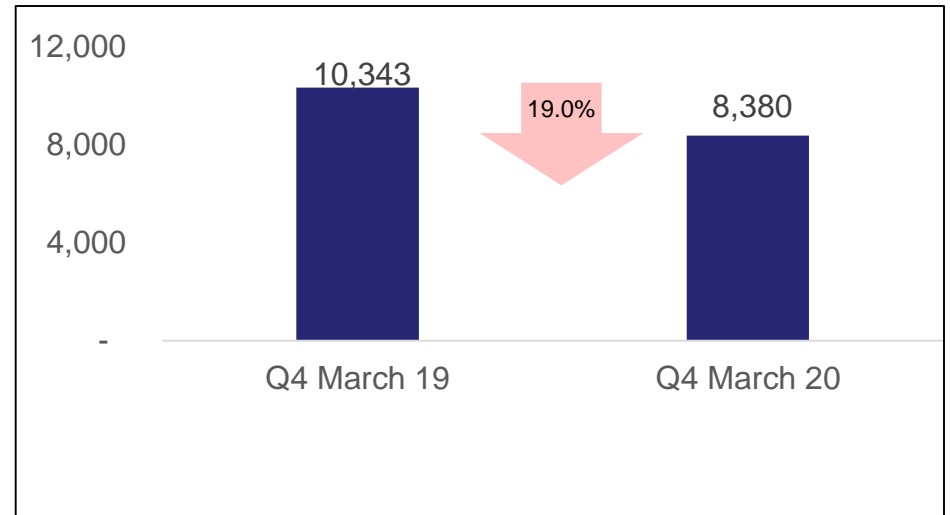
Operational Statistics – Q4

Domestic Properties (Owned & Managed)

Occupancy (%)



RevPAR (₹)



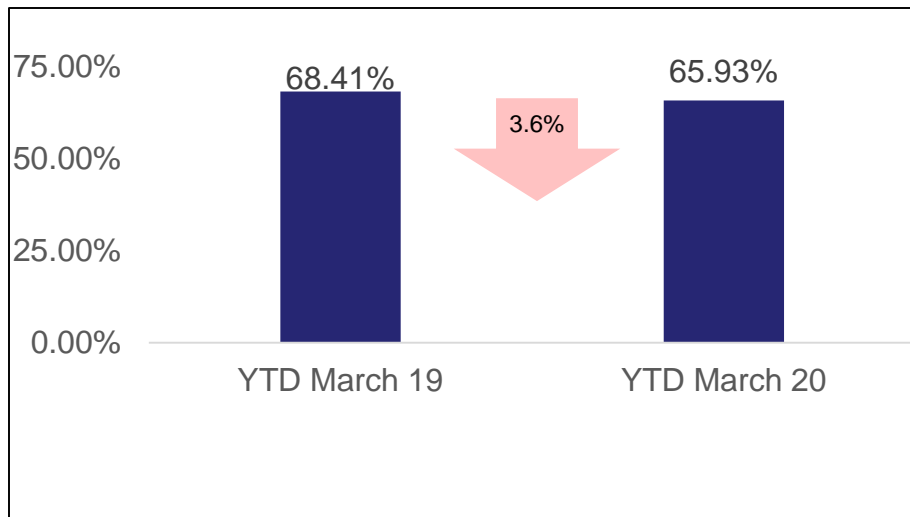
Note:

1. *Occupancy and RevPAR are for Domestic properties only.*
2. *Includes managed properties and pure management contracts.*

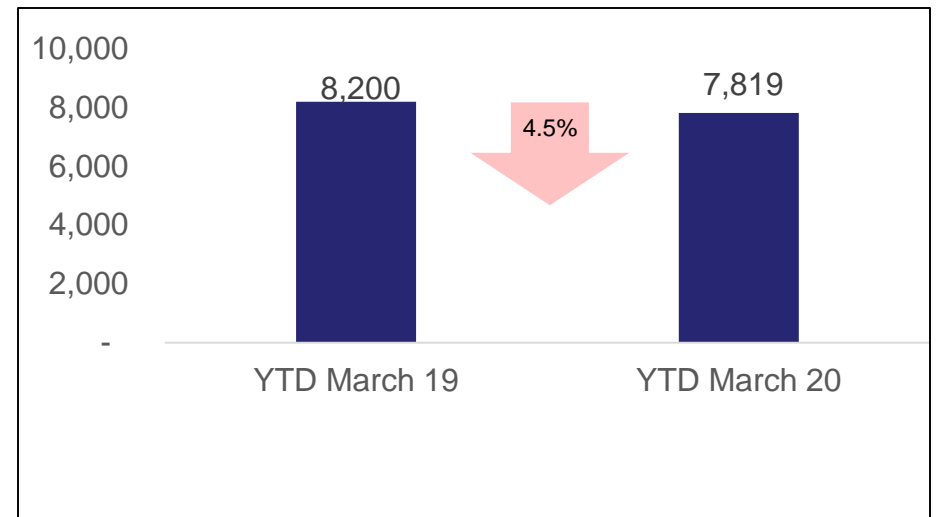
Operational Statistics – YTD Q4

Domestic Properties (Owned & Managed)

Occupancy (%)



RevPAR (₹)



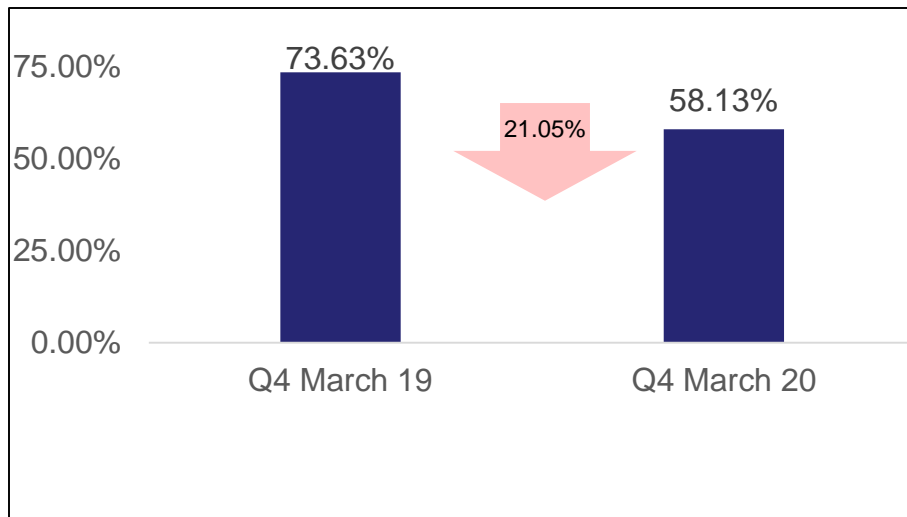
Note:

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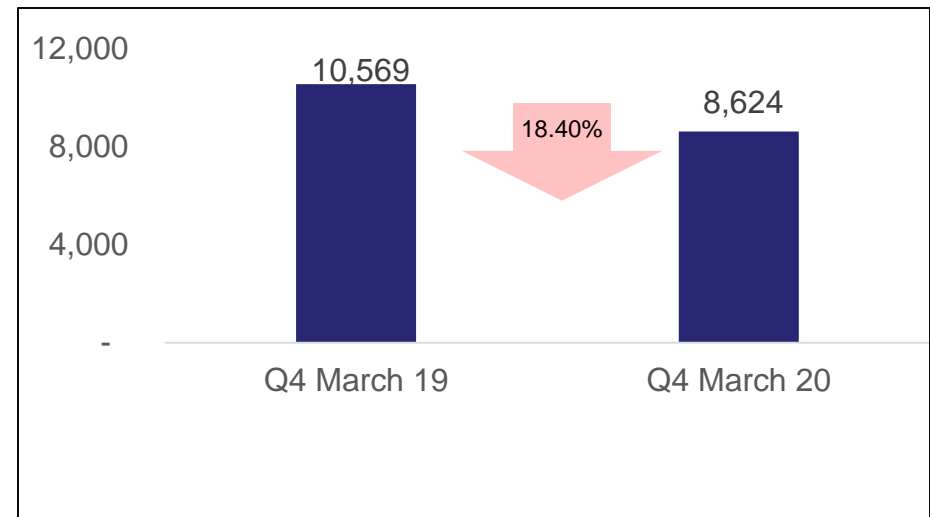
Operational Statistics – Q4

Domestic + International (Owned & Managed)

Occupancy (%)



RevPAR (₹)



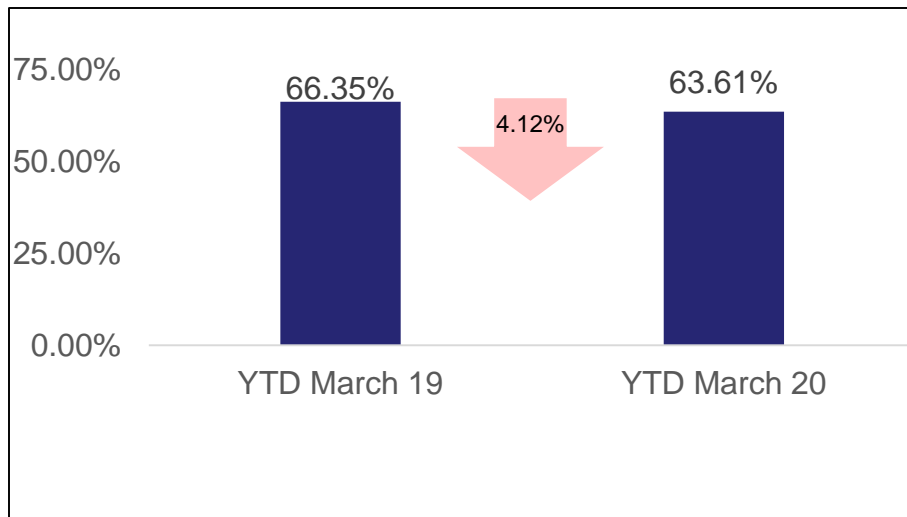
Note:

- 1) Includes managed properties and pure management contracts.
- 2) Q4 Mar 20 Includes The Oberoi, Marrakech started operations w.e.f. 1st December 2019

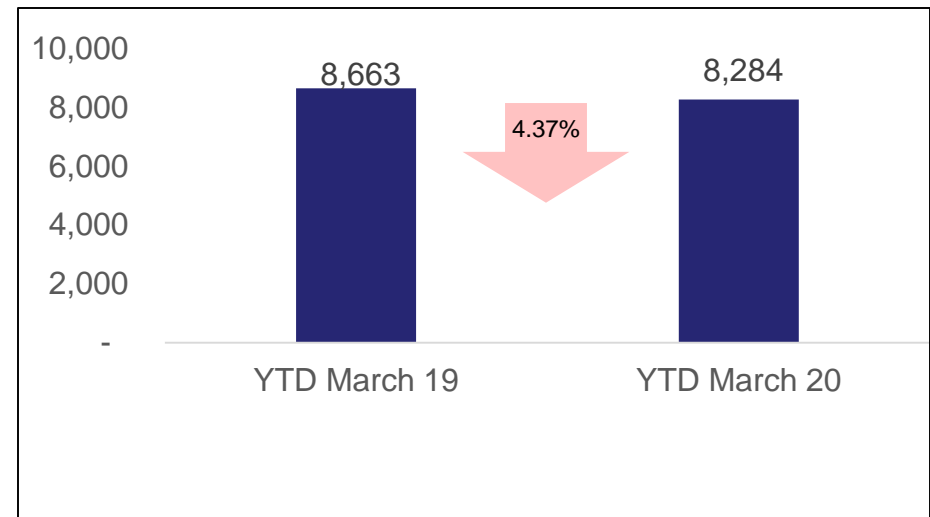
Operational Statistics – YTD Q4

Domestic + International (Owned & Managed)

Occupancy (%)



RevPAR (₹)



Note:

- 1) Includes managed properties and pure management contracts.
- 2) YTD Mar 20 Includes The Oberoi, Marrakech started operations w.e.f. 1st December 2019

Operational Statistics – Q4

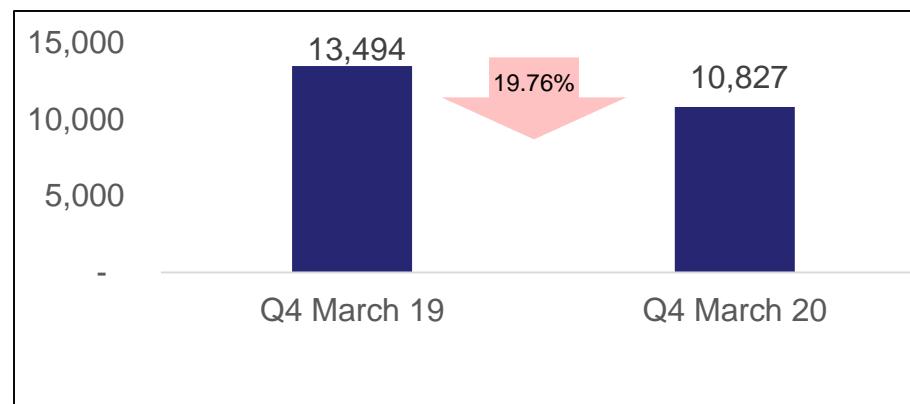
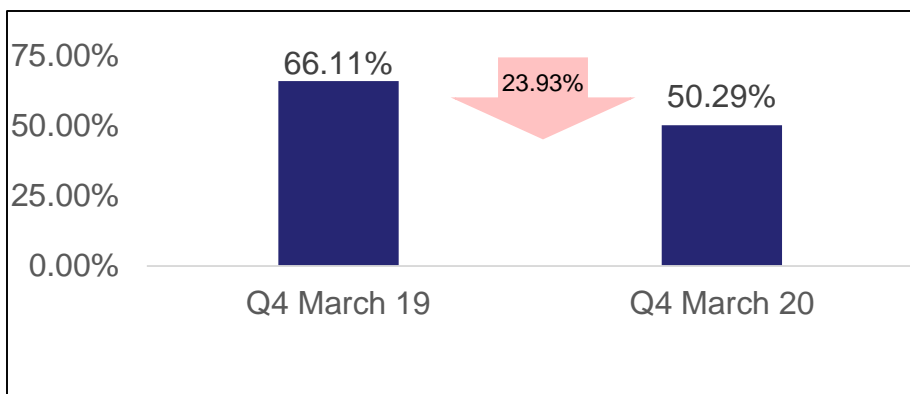
Brand Wise ~ Domestic + International (Owned & Managed)

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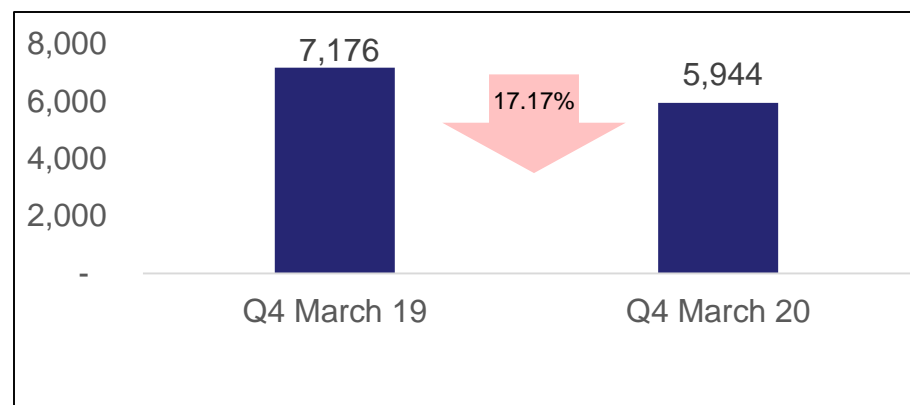
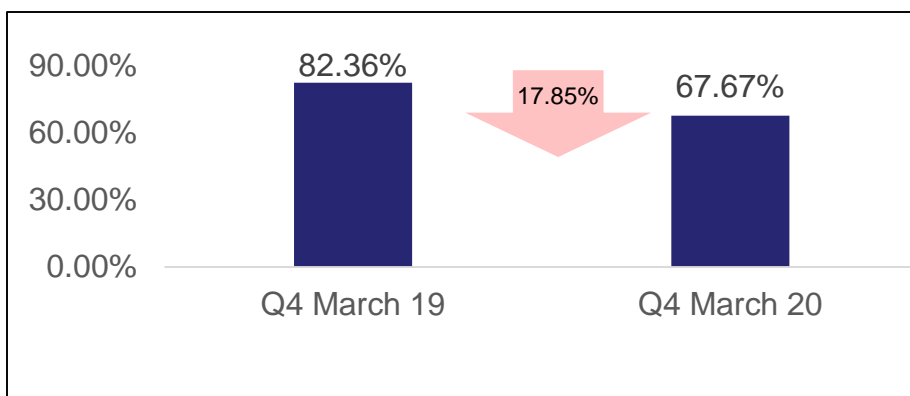
Occupancy (%)

RevPAR (₹)

Oberoi Hotels



Trident Hotels



Note: Includes managed properties and pure management contracts.

Operational Statistics – YTD Q4

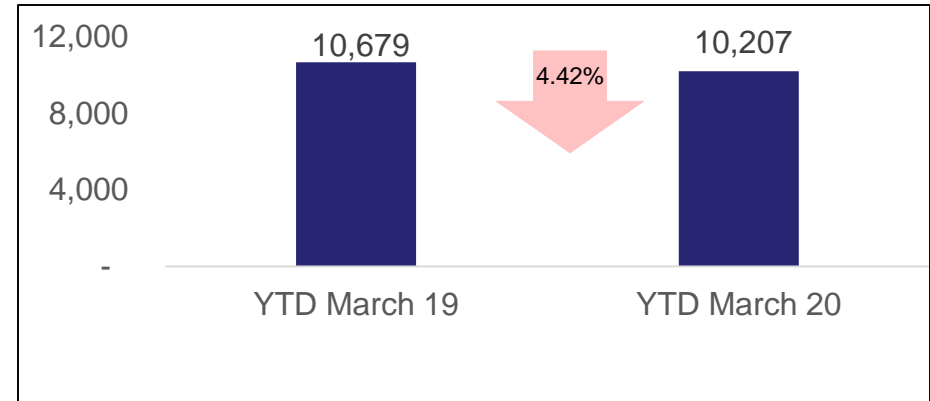
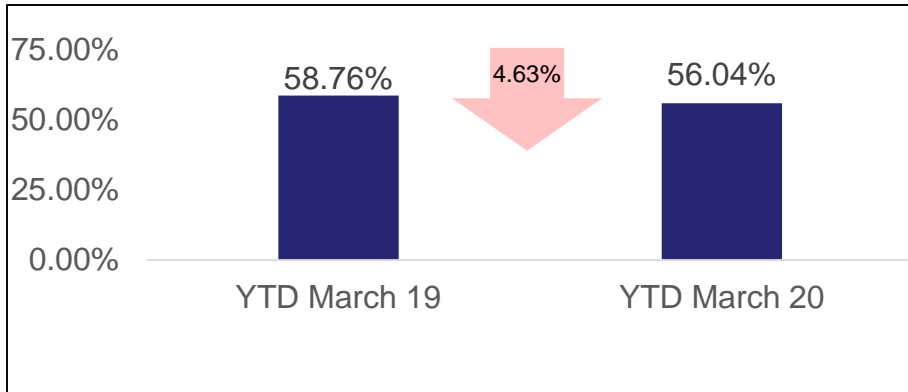
Brand Wise ~ Domestic + International (Owned & Managed)

ElH Limited
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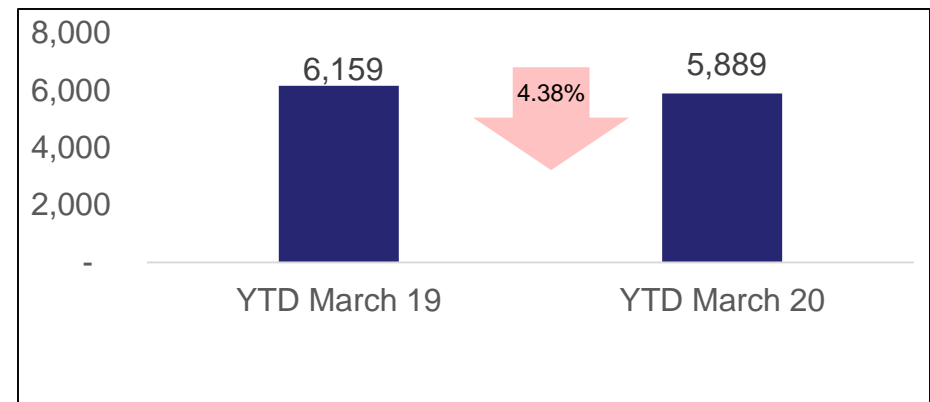
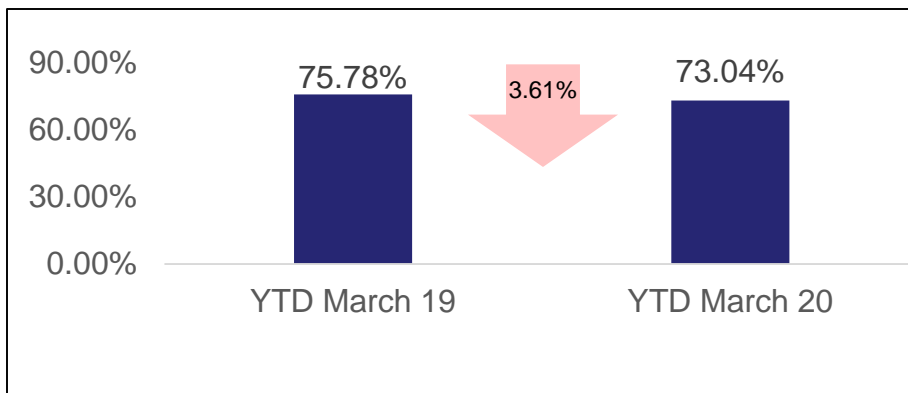
Occupancy (%)

RevPAR (₹)

Oberoi Hotels



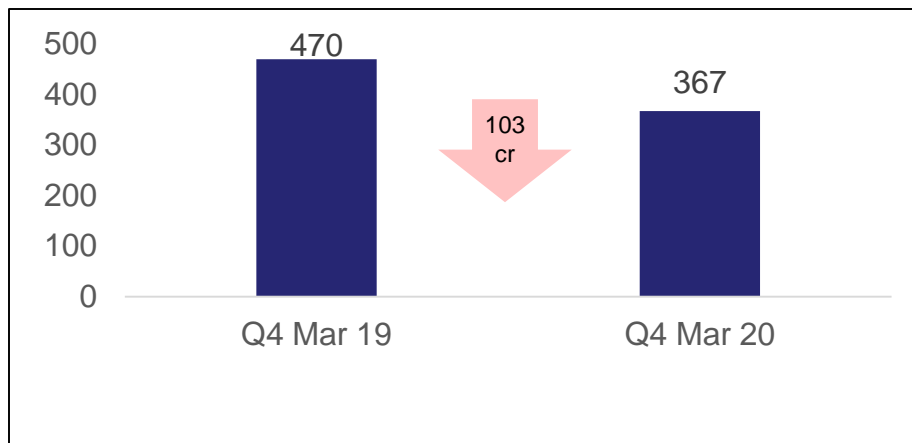
Trident Hotels



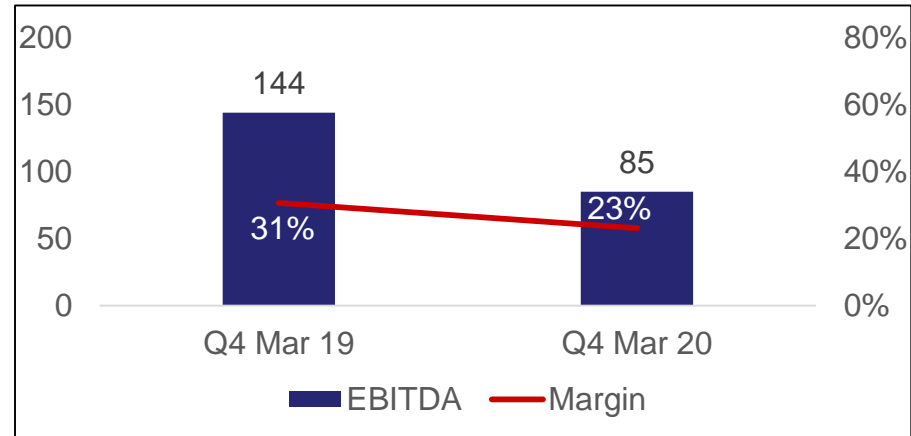
Note: Includes managed properties and pure management contracts.

Q4 Financials (*EIH Standalone*)

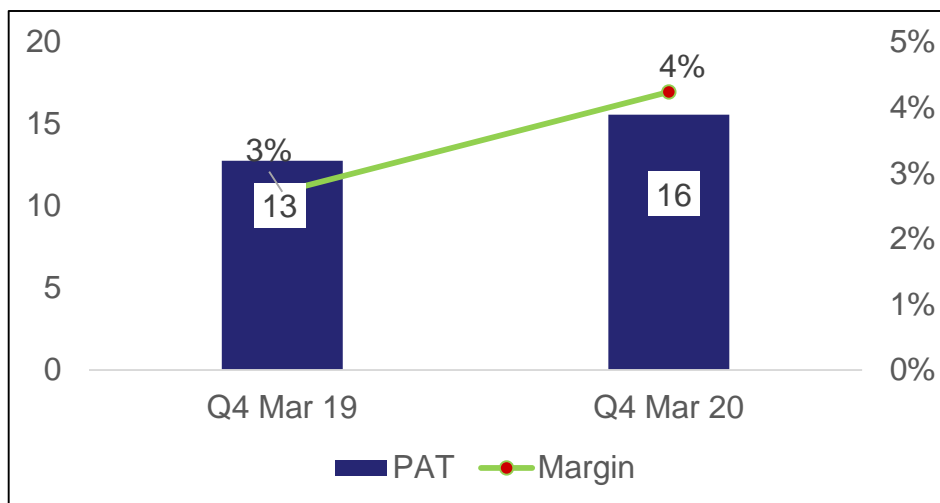
Turnover (Rs. Cr)



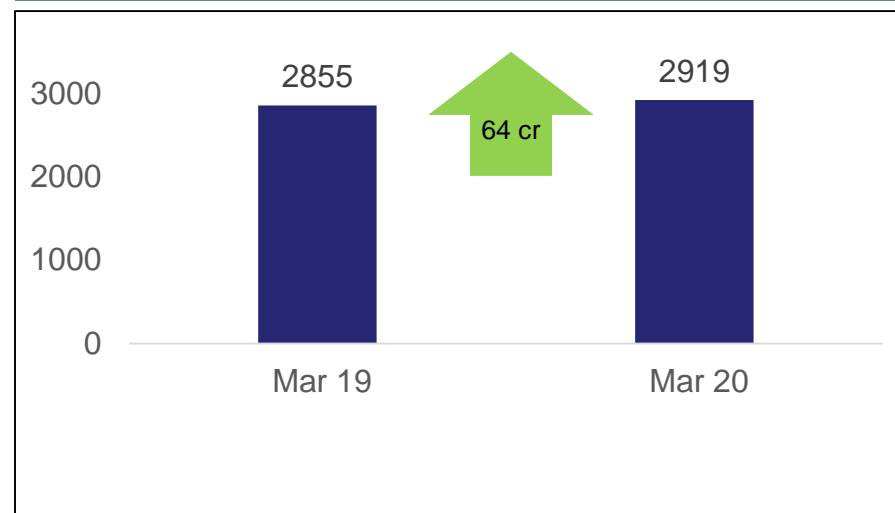
EBITDA (Rs. Cr)



PAT (Rs. Cr)

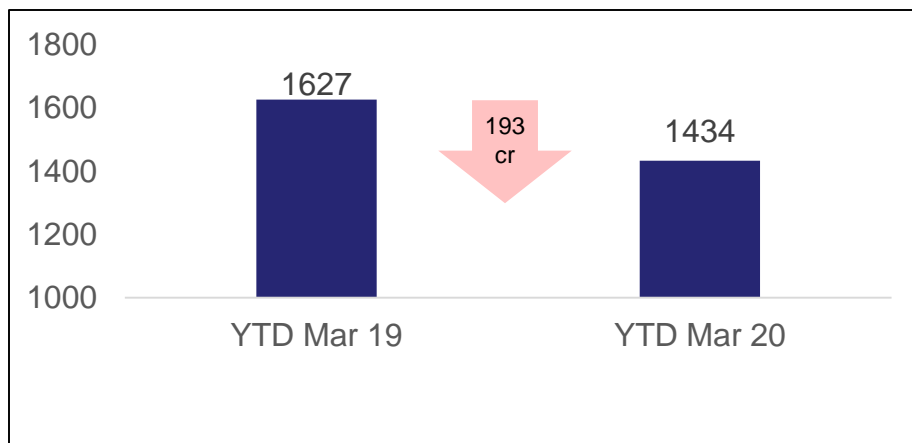


Net Worth (Rs. Cr)

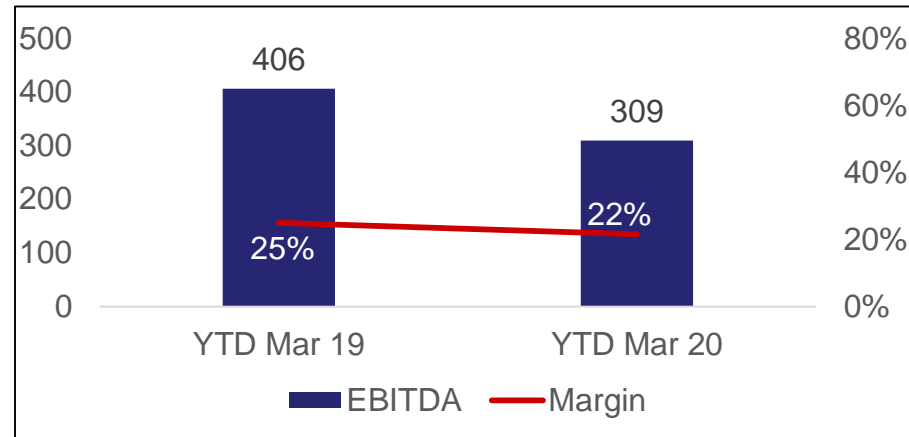


YTD FY20 Financials (*EIH Standalone*)

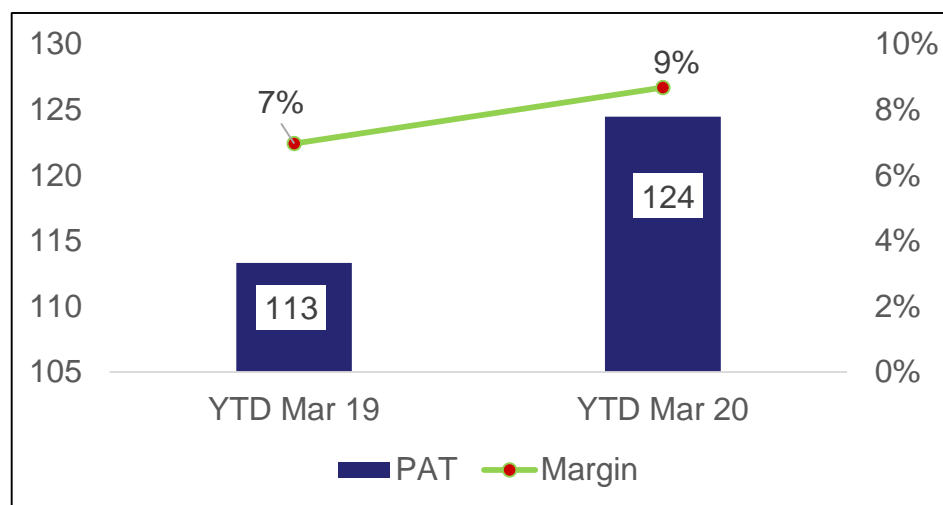
Turnover (Rs. Cr)



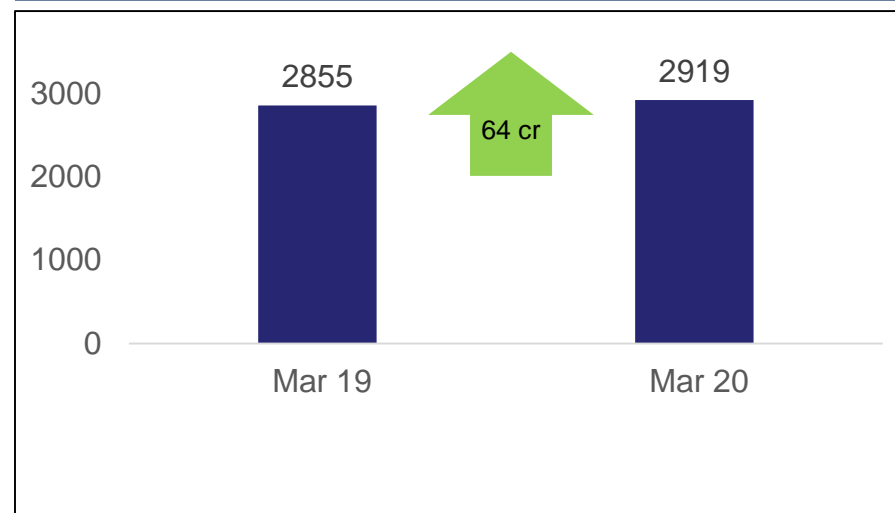
EBITDA (Rs. Cr)



PAT (Rs. Cr)



Net Worth (Rs. Cr)



FINANCIAL PERFORMANCE (*EIH Standalone*)

YTD FY20

EIH Limited
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	MAR'20	MAR'19	(Rs. Crore) INC / (DEC)
Revenue	1,434.31	1,627.26	(192.95)
Expenditure	1,124.89	1,221.12	(96.23)
EBITDA	309.42	406.14	(96.72)
Interest	49.51	46.36	3.15
Depreciation	134.20	123.01	11.19
Exceptional item – Profit / (loss)	(16.61)	(73.07)	56.46
Profit before tax	109.10	163.70	(54.60)
Tax including deferred tax	(15.37)	50.37	(65.74)
Profit After Tax	124.47	113.33	11.14
OCI	(2.33)	(0.88)	(1.45)
Total Comprehensive Income	122.14	112.45	9.69

IndAS 116 - Impact

(Rs. Crore)

Adjustments	YTD MAR'19	YTD MAR'20 Comparable Basis	Changes due to IndAS 116 Inc/(Dec)*	YTD MAR'20 Reported
Impact on Net Profit				
Rent	44.3	51.3	(13.5)	37.8
Depreciation and Amortization	123.0	121.7	12.5	134.2
Finance Cost	46.4	40.4	9.1	49.5
Profit before Tax	163.70	117.20	(8.1)	109.10
Impact on Balance Sheet				
Property, plant and equipment	1,931.4	1,891.6	(67.7)	1,823.9
Right-of-use assets	-	-	387.4	387.4
Other Assets	270.7	267.4	(223.8)	43.6
Borrowings	284.6	266.9	(9.8)	257.1
Lease Liability	-	-	118.0	118.0
Deferred tax asset	159.9	123.3	0.4	123.6
Retained earnings	486.1	549.6	0.7	550.2

*Change due to IndAS 116 includes the impact of application of IndAS 116 on the application date (1st April 2019) and movement during the year.

Capital Structure with High Liquidity

CAPITAL STRUCTURE OVERVIEW

Equity
INR 2935 cr.

Net Debt
INR 415 cr.

Net Leverage
0.14 x

WACD
8.6%

Debt to Equity

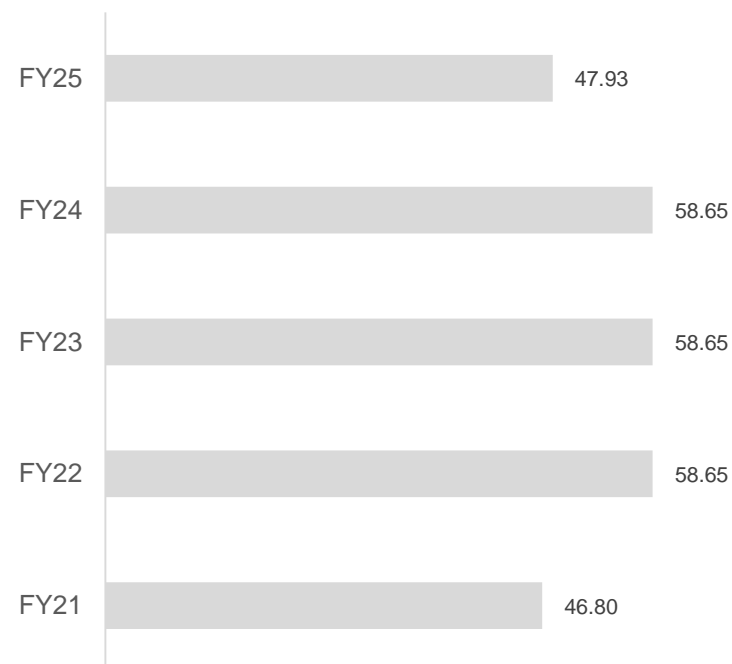
14%

Undrawn Facilities

INR 263 cr.

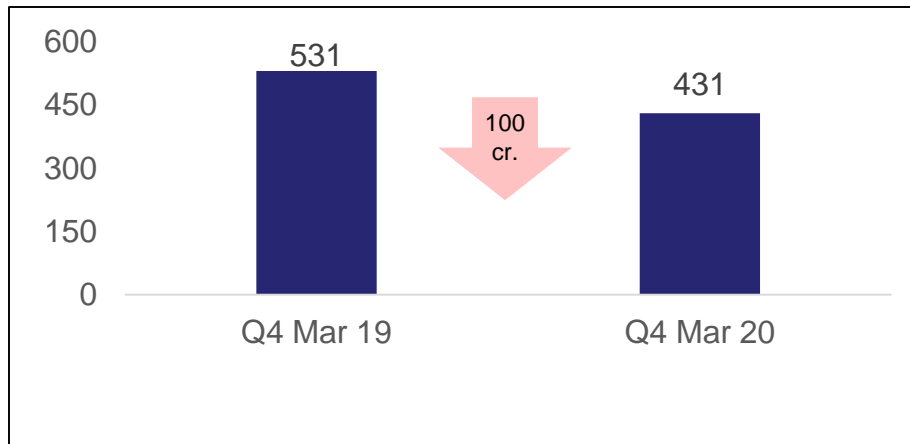
DEBT OVERVIEW

Debt Repayment (in INR crores)

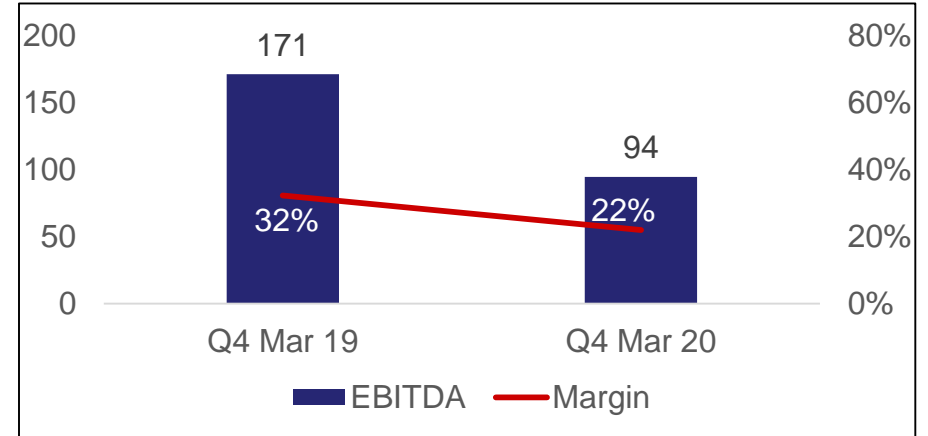


Q4 Financials (EIH CFS)

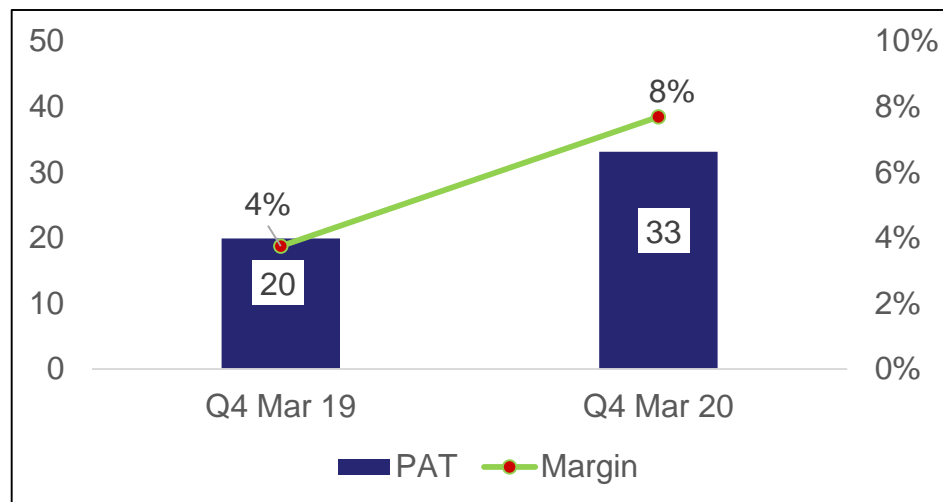
Turnover (Rs. Cr)



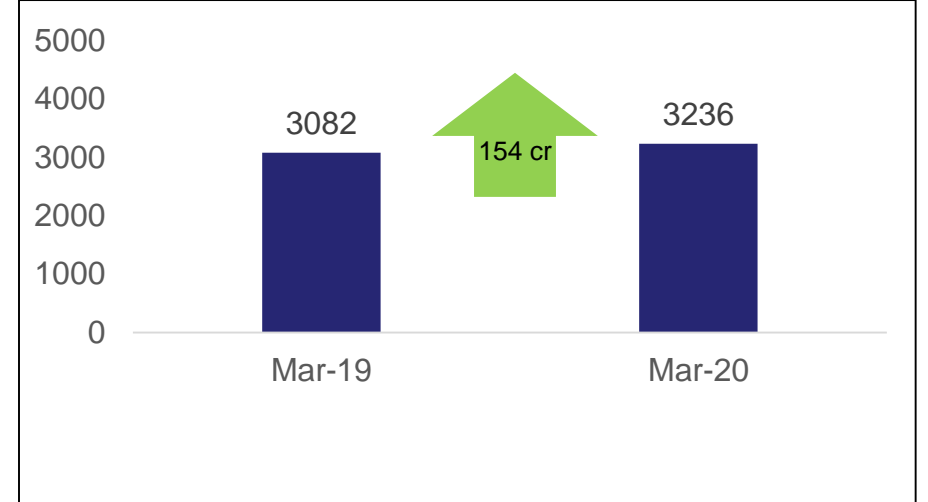
EBITDA (Rs. Cr)



PAT (Rs. Cr)

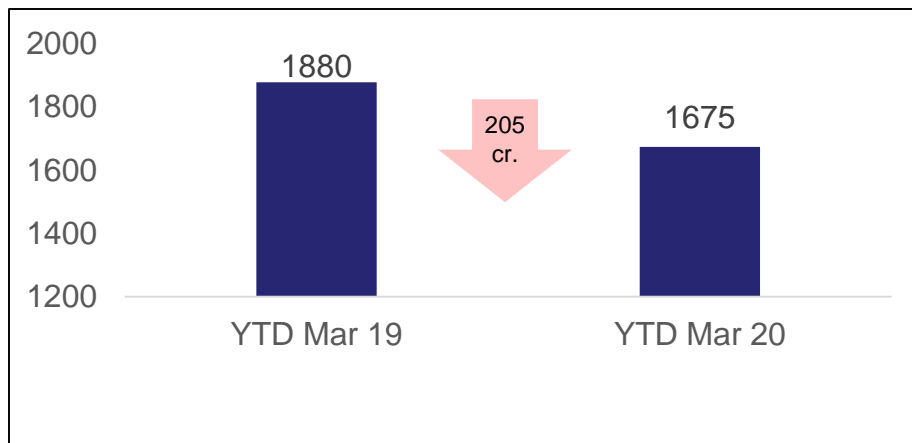


Net Worth (Rs. Cr)

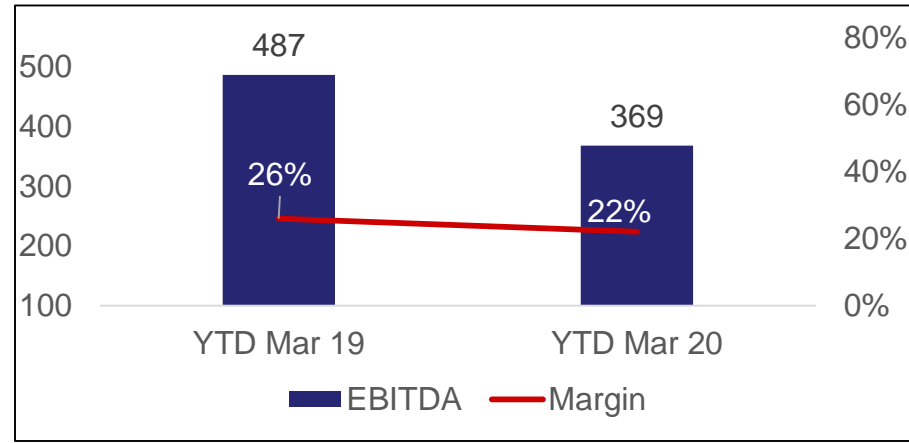


YTD FY20 Financials (*EIH CFS*)

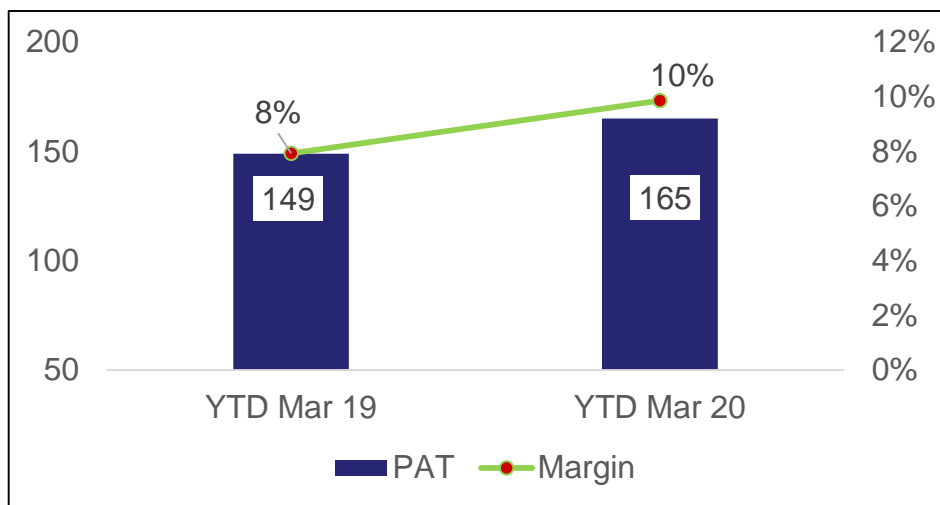
Turnover (Rs. Cr)



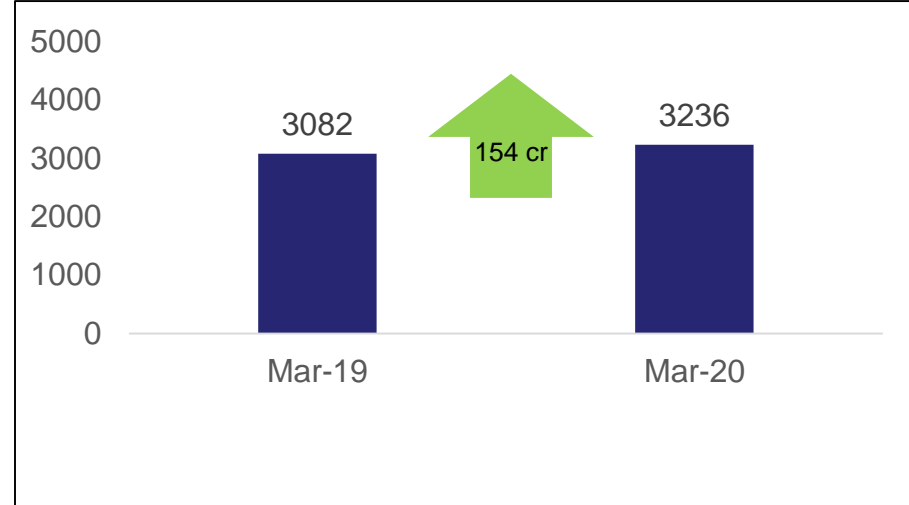
EBITDA (Rs. Cr)



PAT (Rs. Cr)



Net Worth (Rs. Cr)



FINANCIAL PERFORMANCE (EIH CFS)

YTD FY20

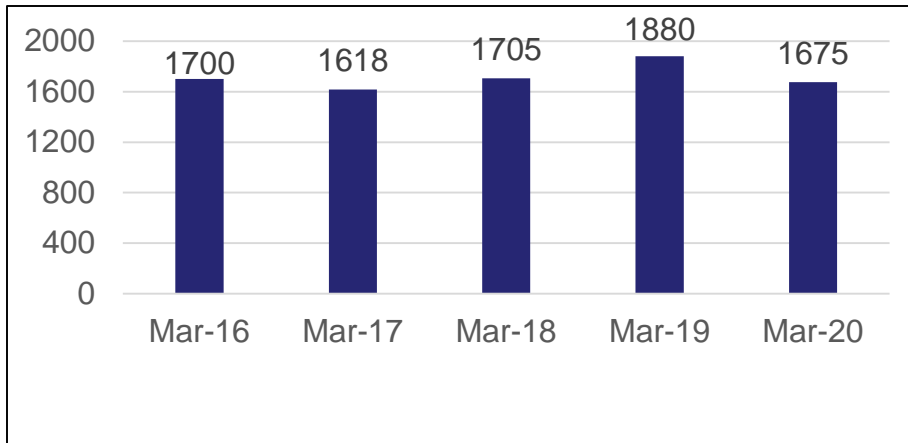
EIH Limited
A MEMBER OF THE OBEROI GROUP

(Rs. Crore)

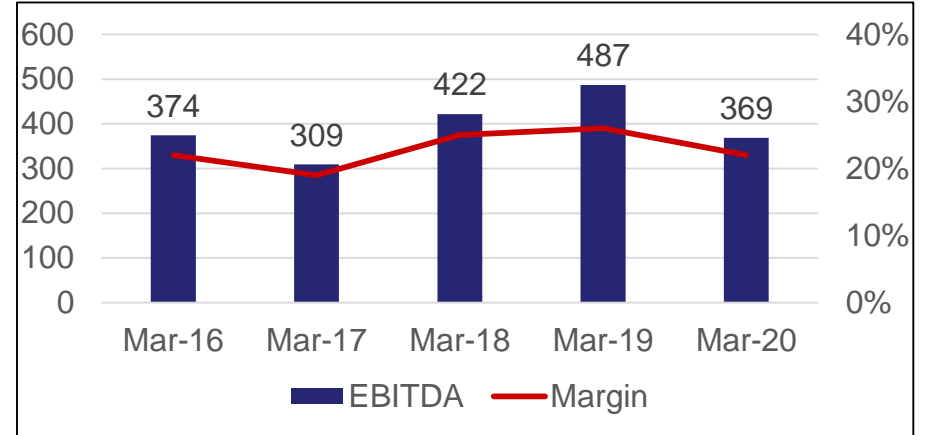
	MAR'20	MAR'19	INC / (DEC)
Revenue	1,674.69	1,879.61	(204.92)
Expenditure	1,305.99	1,404.90	(98.91)
Share of Net Profit of Associates and JVs	(0.14)	12.30	(12.44)
EBITDA	368.56	487.01	(118.45)
Interest	55.61	50.44	5.17
Depreciation	146.46	132.56	13.90
Exceptional item – Profit / (loss)	(0.47)	(73.07)	72.60
Profit before tax	166.02	230.94	(64.92)
Tax including deferred tax	0.88	81.98	(81.10)
Profit After Tax	165.14	148.96	16.18
OCI	55.09	(1.63)	56.72
Total Comprehensive Income	220.23	147.33	72.90

Historical Financials (EIH CFS)

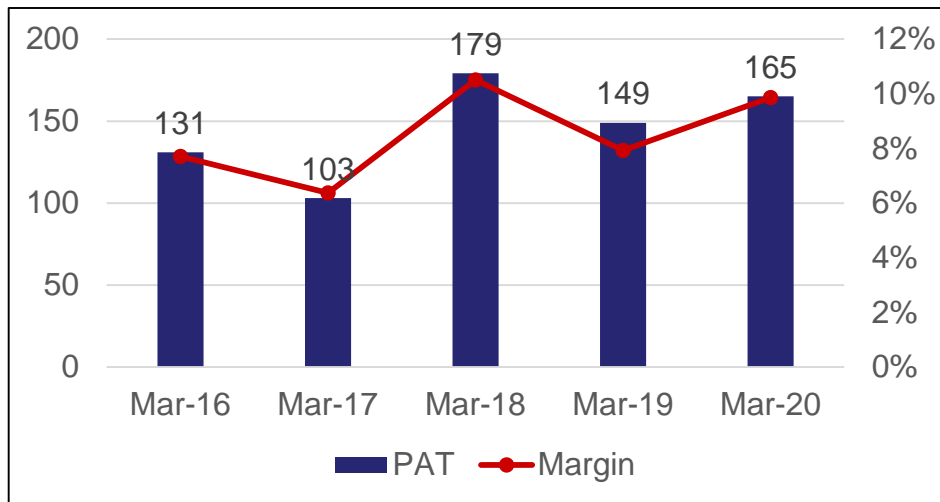
Turnover (Rs. Cr)



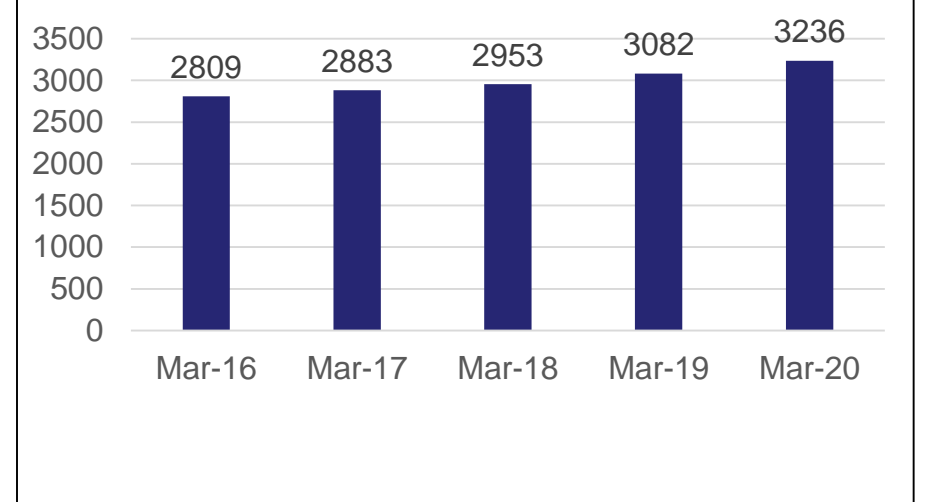
EBITDA (Rs. Cr)



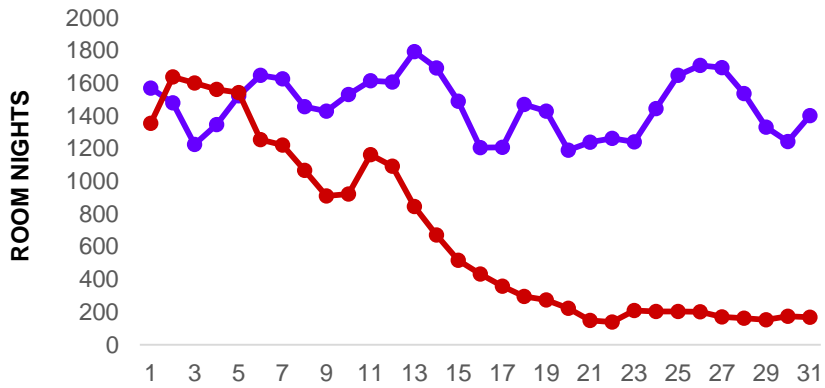
PAT (Rs. Cr)



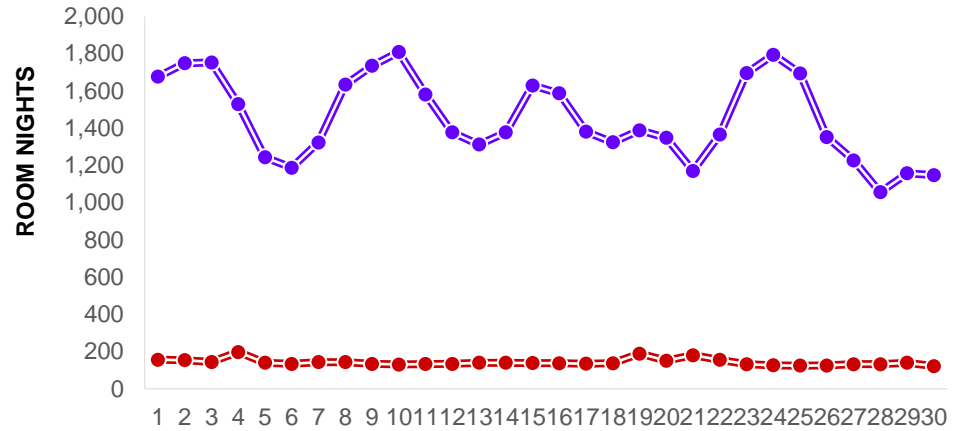
Net Worth (Rs. Cr)



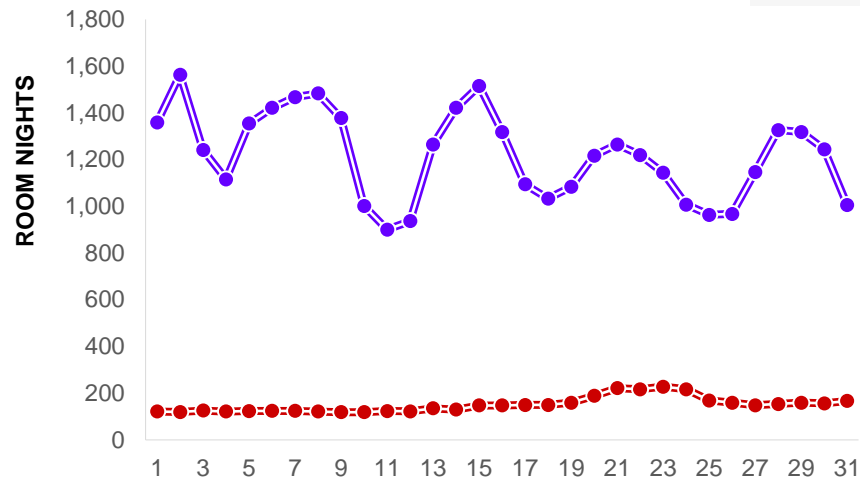
Impact of Covid-19 Pandemic effect on business



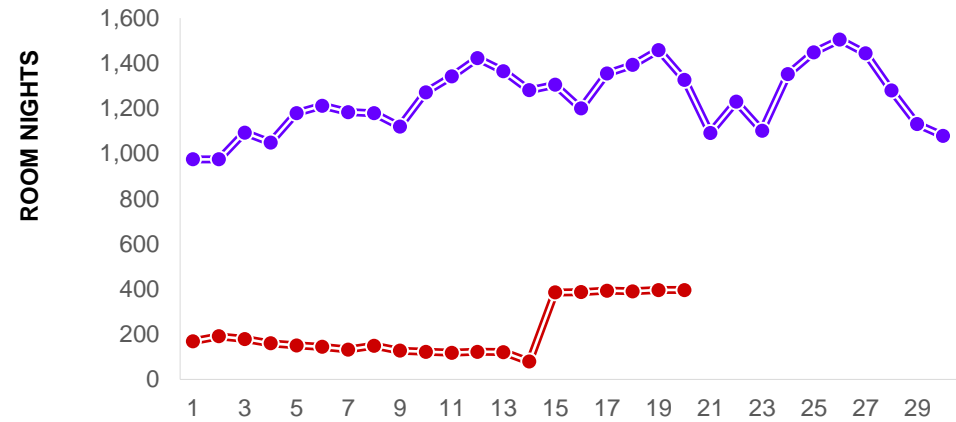
MARCH



APRIL



MAY



JUNE

THE NEW NORMAL

Post Covid Strategies

- Enhanced safety and hygiene – Oberoi Shield 
- Partnership with Bureau Veritas 
- Mandatory Safety Protocols
- Processes like:
 - *Complete end to end contactless Check-In/Check-Out*
 - *Contactless ordering of hotel services during hotel stay*
- Home Delivery and Takeaways
- New business lines – Institutional catering
- Harnessing the luxury of space and environs for guests
- Pushing the boundaries with ‘The Oberoi Centre of Excellence’
- Resetting the ‘new normal’ for cost and organization structures

- On 1st October 2019, ‘The Oberoi Centre of Excellence’ (TOCE) went live.
- TOCE is a Centralized facility to ensure ‘Excellence in Process’ for all business units of the group
- It is a Resource centre to:
 - Channelize collective resources
 - Ensure smart and efficient delivery of transactional services
 - Drive expertise-driven services in Finance, Procurement, Master Data Management, Taxation, Business Transformation, Budgeting
 - Enable realization of benefits from scale, standardization, collective experience, high-end technology, R&D, mitigation of attrition risk

THANK YOU
