

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

13th August 2019

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 9th August 2019 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 first Quarter ended 30th June 2019.

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

Thanking you,

Yours faithfully

For **EIH Limited**



S.N. Sridhar
Company Secretary

EIH Limited

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INVESTOR PRESENTATION August 2019



1. The Oberoi Dharma
2. The Oberoi Group Mission
3. Business Overview
4. ElH Group Presence
5. Balanced Portfolio
6. Planned addition of properties
7. Operational Statistics
8. Financials
9. Ind AS 116 Impact



**4503
Rooms;
31
Hotels**



**2271 Rooms;
20 Hotels**

**2232 Rooms;
11 Hotels**

The Oberoi Dharma

Fundamental Code of Conduct

We, as members of OBEROI Group are committed to display through our behaviour and actions the following CONDUCT which applies to all aspects of our Business:

- Conduct which is of highest ethical standards, intellectual, financial and moral, and reflects the highest levels of courtesy and consideration to others
- Conduct which builds and maintains Team work, with mutual trust as the basis of all working relationship
- Conduct which puts the customer first, the Company second and the self last
- Conduct which exemplifies care for the customer through anticipation of need, attention to detail, excellence, aesthetics and style and respect for privacy along with warmth and concern
- Conduct which demonstrates two-way communication accepting constructive debate and dissent whilst acting fearlessly with conviction
- Conduct which demonstrates that people are our key asset, through respect for every employee, and leading from the front regarding performance achievements as well as individual development
- Conduct which at all times safeguards the safety, security, health and environment of customers, employees and the assets of the Company
- Conduct which eschews the short-term quick-fix for the long-term establishment of healthy precedent

The Oberoi Group Mission

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OUR GUESTS

We are committed to meeting and exceeding the expectations of our guests through our unremitting dedication to perfection, in every aspect of service

OUR PEOPLE

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

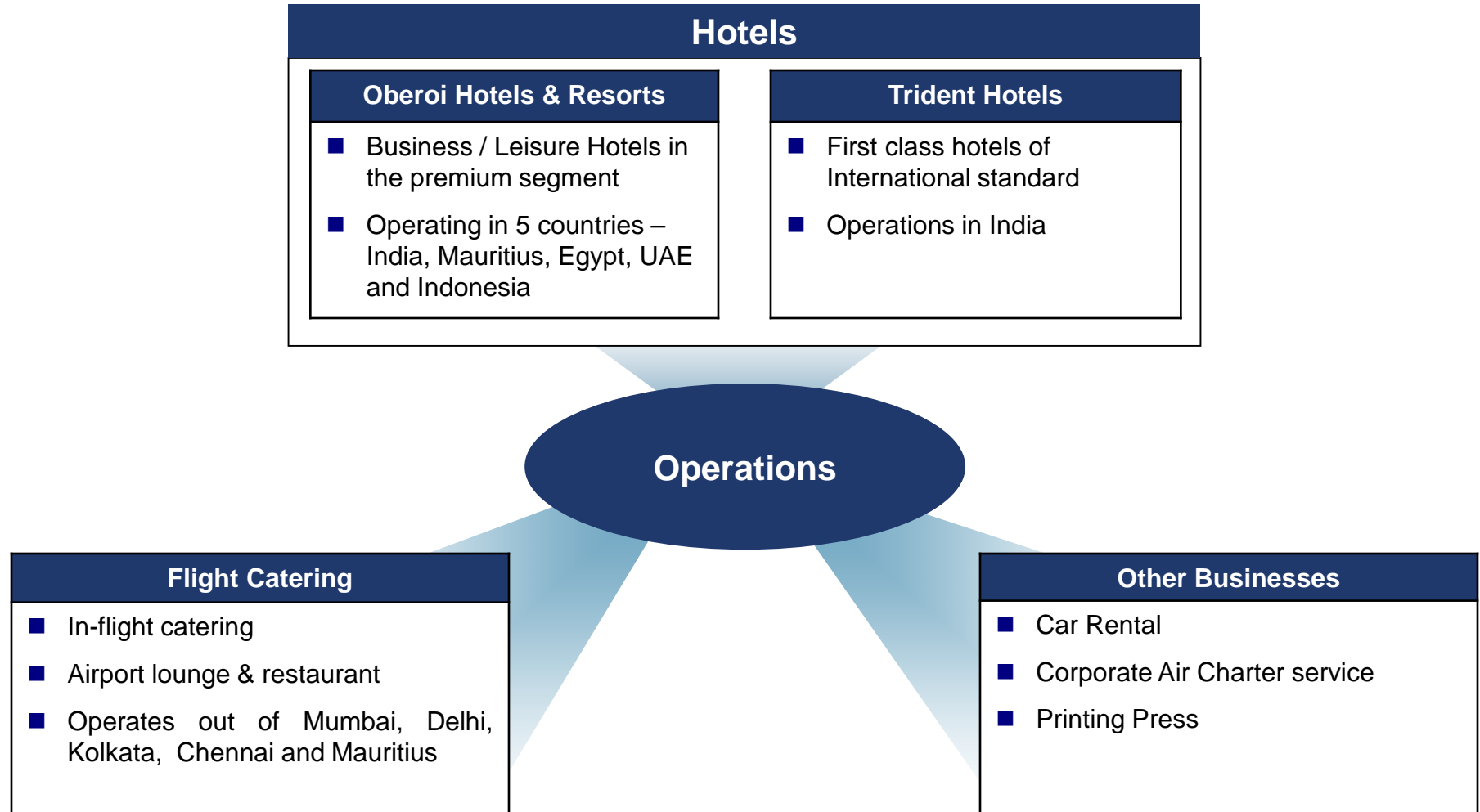
OUR DISTINCTIVENESS

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

OUR SHAREHOLDERS

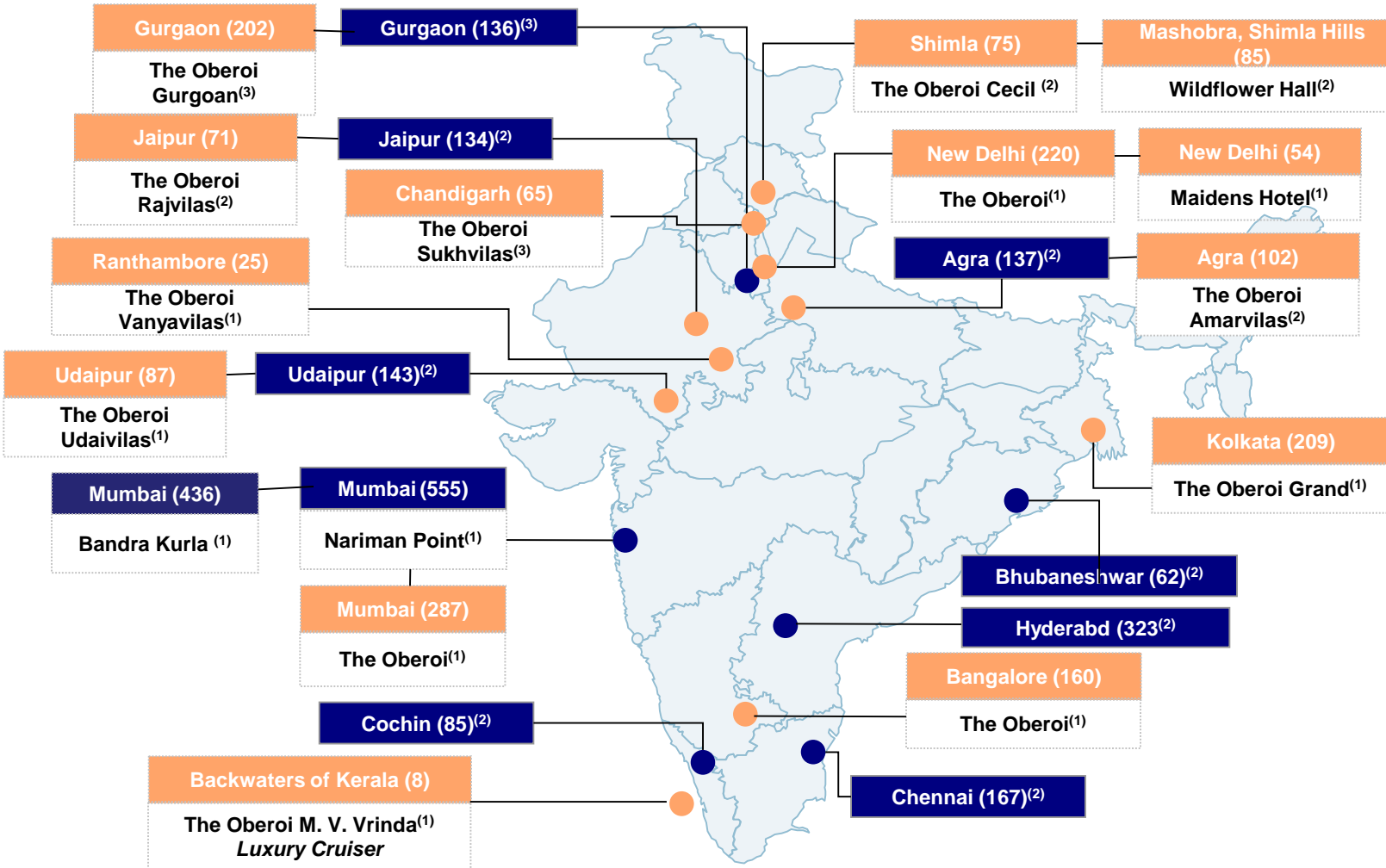
As a result we will create extraordinary value for our shareholders

Business Overview



Other businesses complement the core business of hospitality

EIH Group Presence



International⁽²⁾

EGYPT
The Oberoi, Sahl Hasheesh (102)

The Oberoi Zahra (Cruiser) (27)

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

MAURITIUS
The Oberoi, Mauritius (71)

UAE
The Oberoi Dubai (252)
The Oberoi Al Zorah (104)

The Oberoi (Orange box)
Trident (Blue box)

We own and/or manage 31 Hotels with 4,503 rooms

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

Balanced Portfolio

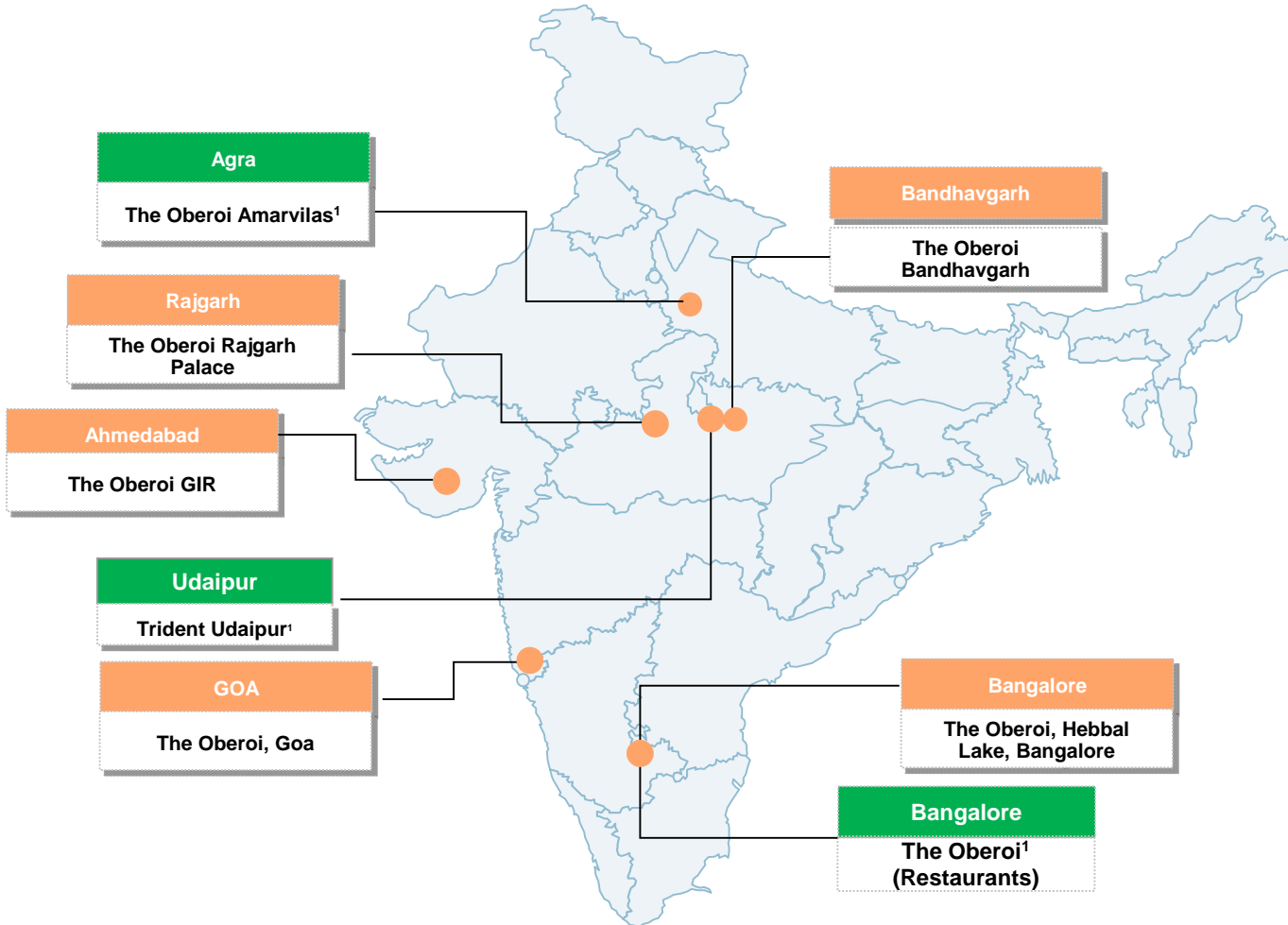
	Business	Leisure
Luxury	<ul style="list-style-type: none"> ■ The Oberoi Mumbai (287) ■ The Oberoi New Delhi (220) ■ The Oberoi Grand, Kolkata (209) ■ The Oberoi, Bangalore (160) ■ Trident, Gurgaon (136)* ■ Trident, Nariman Point (555) ■ Trident, Bandra Kurla (436) ■ The Oberoi, Gurgaon (202)* 	<ul style="list-style-type: none"> ■ The Oberoi Amarvilas (102)* ■ The Oberoi Udaivilas (87) ■ The Oberoi Rajvilas (71)* ■ The Oberoi Vanyavilas (25) ■ The Oberoi Sukhvilas (60)* ■ The Oberoi Cecil (75)* ■ Wildflower Hall (85)* ■ The Oberoi M.V.Vrinda(8)
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
 - Business Destinations - Mumbai, NCR, Kolkata, Bangalore, Chennai, Hyderabad
 - Leisure Destinations - Agra, Jaipur, Udaipur, Kerala and Shimla
- Assets irreplaceable in terms of location, ambience and experience
- Geographic spread helps
 - achieve synergies in occupancy by cross selling our properties
 - mitigate effect of seasonality by efficiently utilizing personnel by re-deploying them between hotels

* Properties managed by EIH limited

Planned Addition/ Renovation



International

- Morocco**
The Oberoi, Marrakech
- Qatar**
The Oberoi, Doha
- Kenya**
The Oberoi Maasai Mara
- Thailand**
The Oberoi & Trident, Koh Tan Island
- Nepal**
The Oberoi Kathmandu

	New Addition
	Hotels Under Renovation

¹Existing properties under renovation

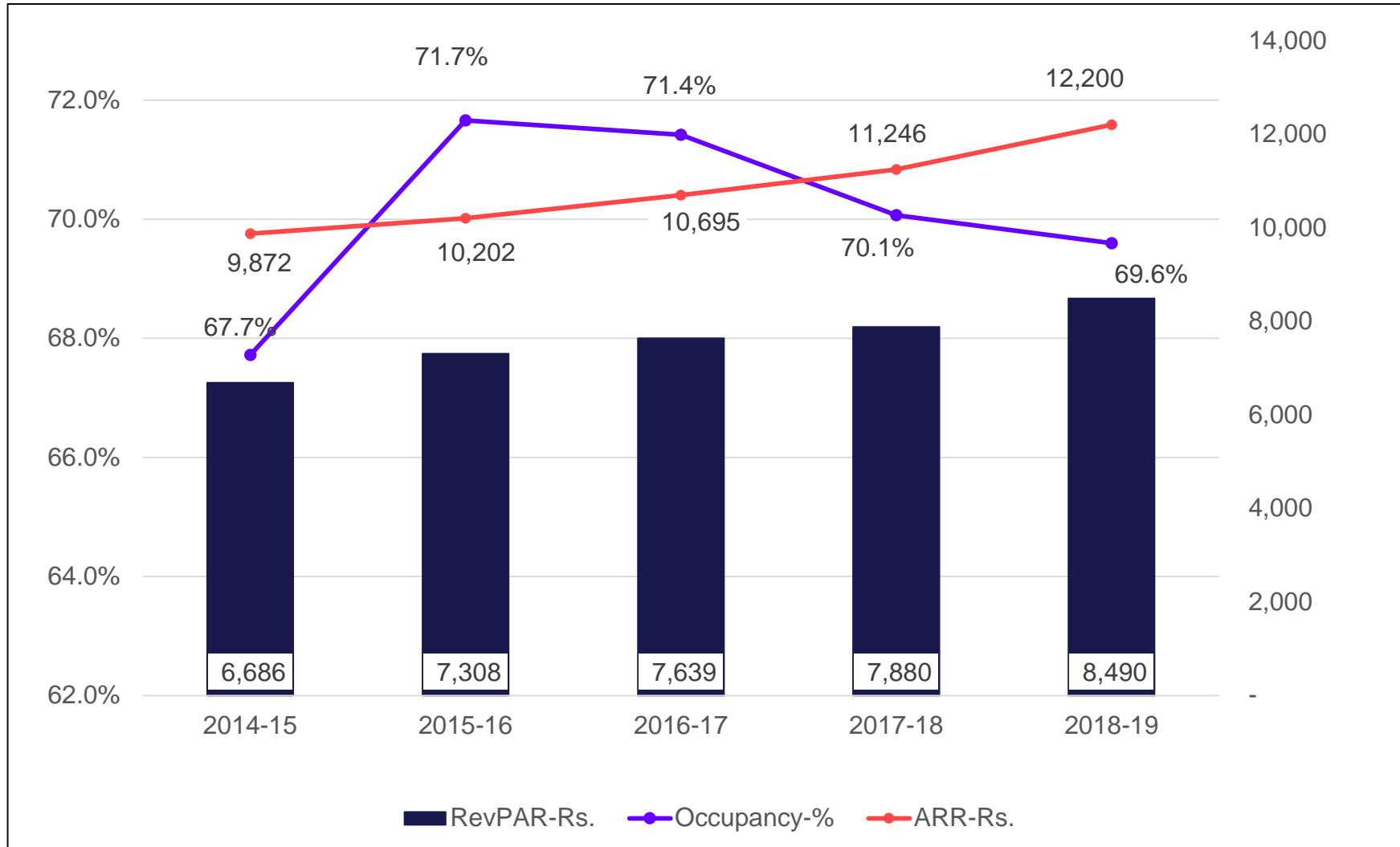
In Flight Catering and Airport Services

- EIH Limited was an early mover in the industry
 - In-flight catering and related services to airlines started in 1966
 - First independent kitchen in 1979 in Delhi.
 - OAS/ OFS has reported an average EBITDA of Rs.63.7 crore per year during the past 15 years.
- In FY19, it supplied 13.7 million meals. In Q1 of the current year, it supplied 1.2 million meals as compared to 3.9 million meals Q1 last year.
- It also provides laundry, provision of dry stores and bonded warehousing to airlines
- EIH operates flight catering services and airport restaurant/lounge at the following locations:

Kitchen / Airport Service Locations	
Airport Services	Flight Services
Chennai	✓
Delhi	✓
Kolkata	✓
Mumbai	✓
Mauritius	✓

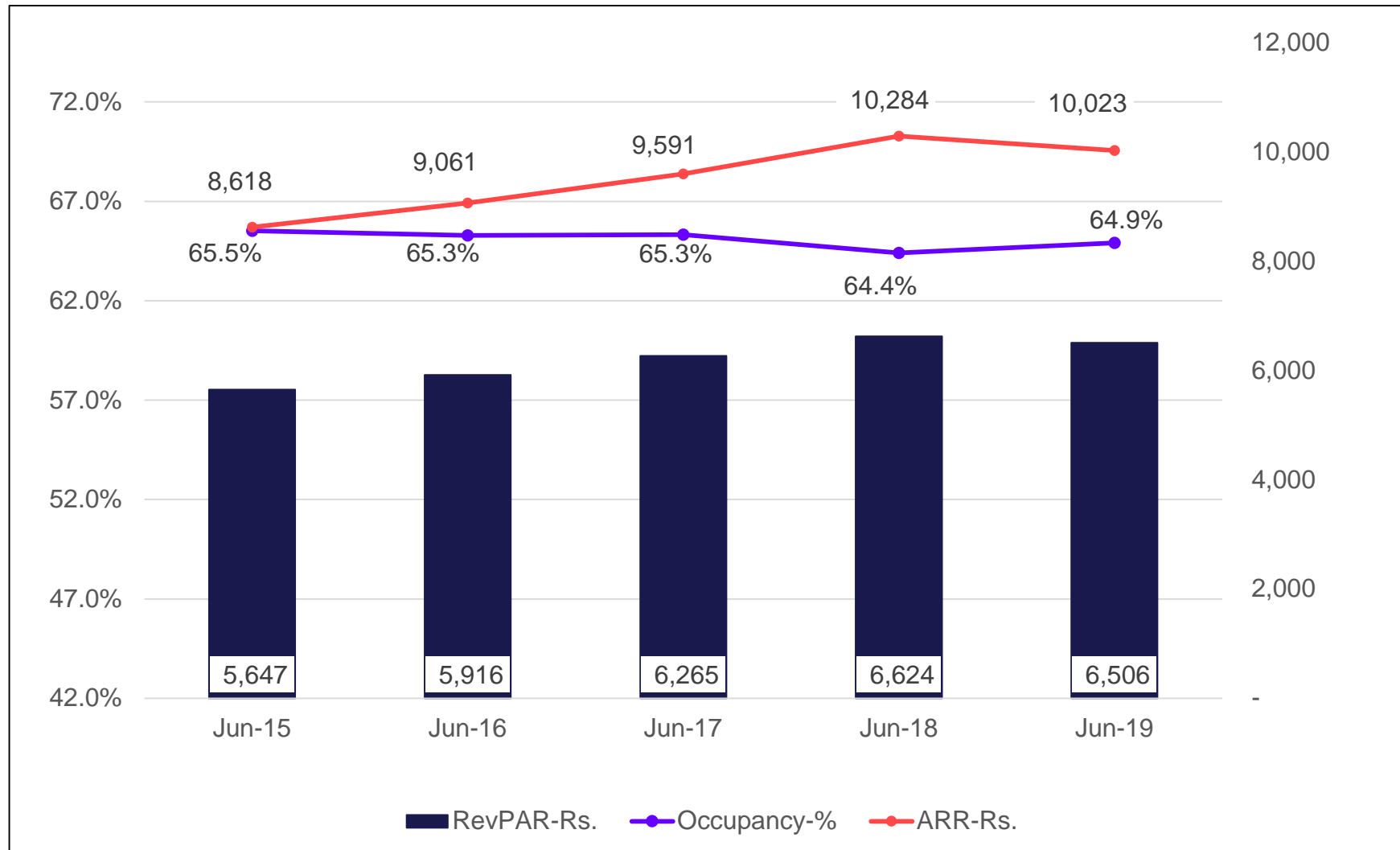
OPERATIONAL STATISTICS - Annual

Domestic properties - Owned



OPERATIONAL STATISTICS – Q1

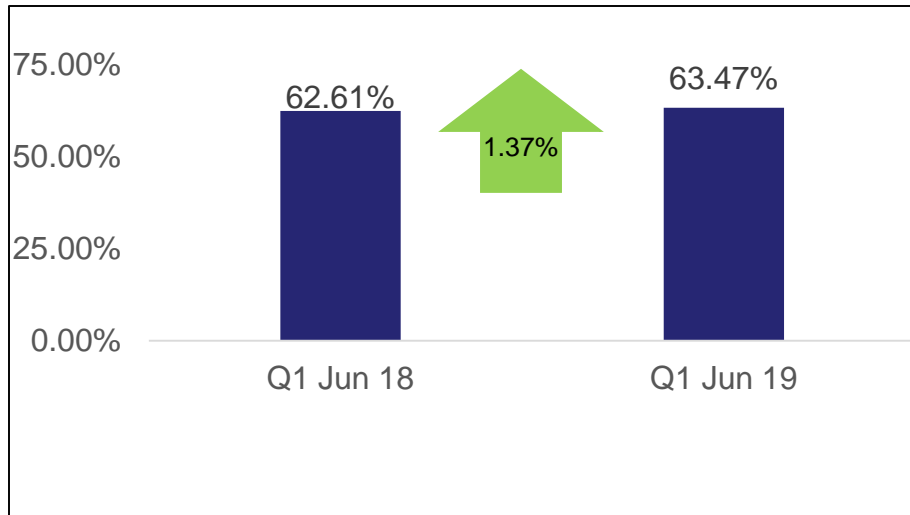
Domestic properties - Owned



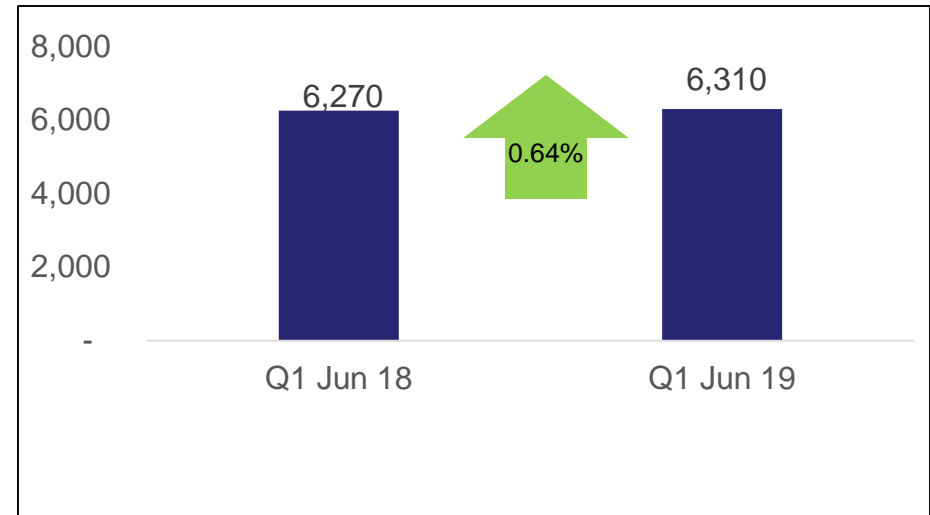
Operational Statistics – Q1

Domestic Properties – Owned / Managed

Occupancy (%)



RevPAR (₹)



Note:

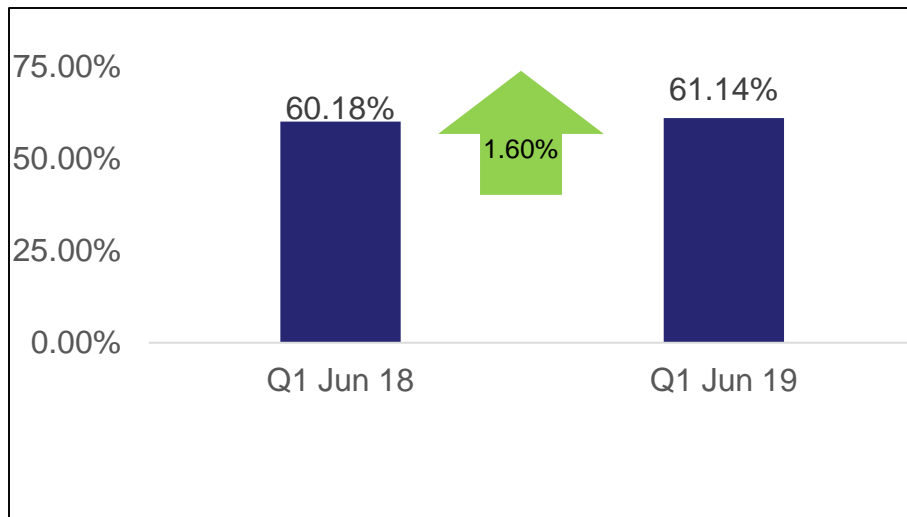
- 1. Occupancy and RevPAR are for Domestic properties only.*
- 2. Includes managed properties.*
- 2. The results of this quarter are not indicative of full year's performance due to seasonal nature of the hotel industry.*

Operational Statistics – Q1

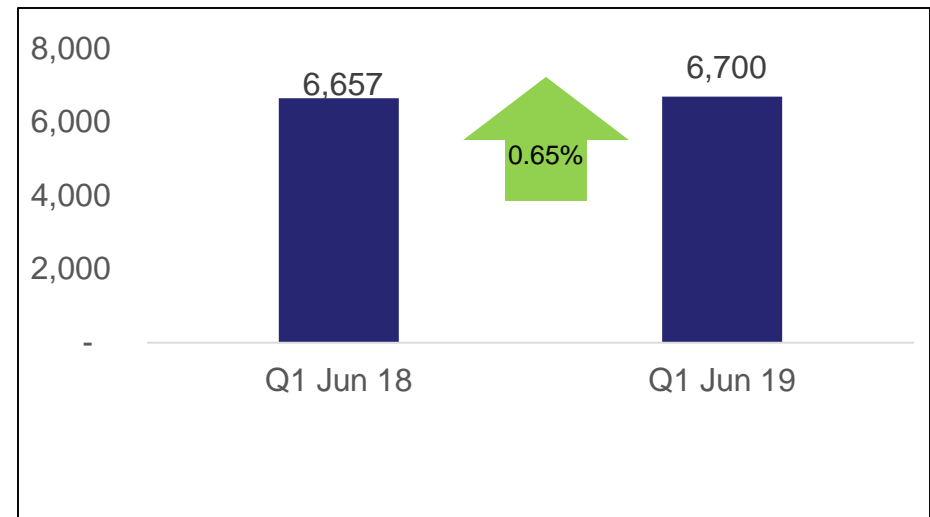
Domestic + International – Owned / Managed

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Occupancy (%)



RevPAR (₹)



Note:

1. *Includes managed properties.*

2. *The results of this quarter are not indicative of full year's performance due to seasonal nature of the hotel industry.*

Operational Statistics – Q1

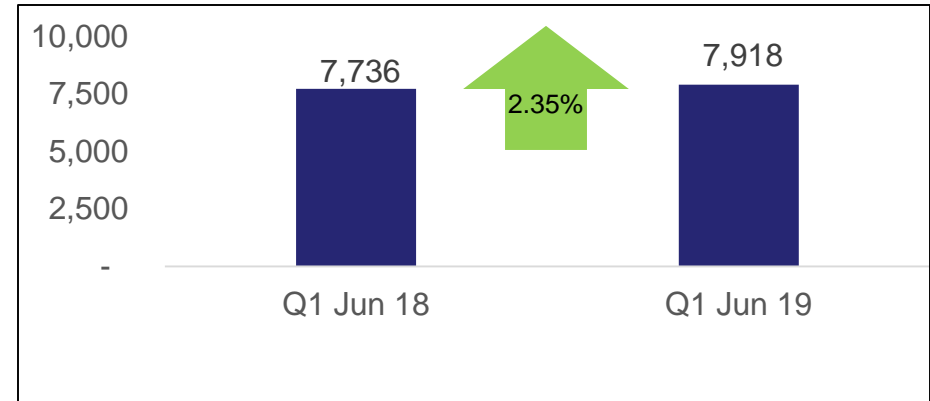
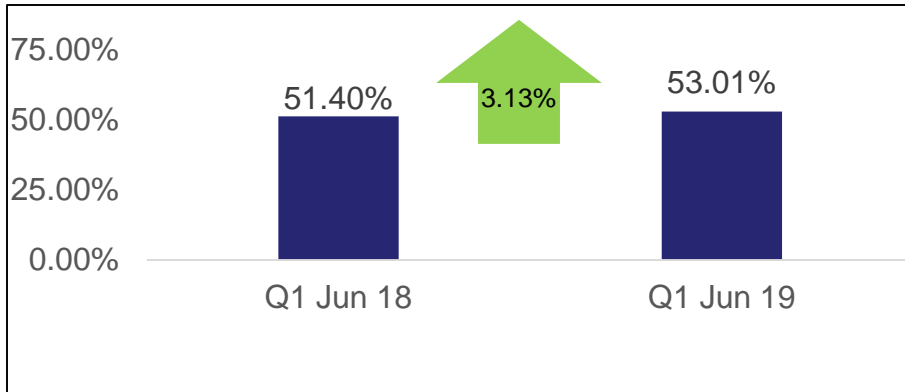
Brand Wise ~ Domestic + International – Owned / Managed

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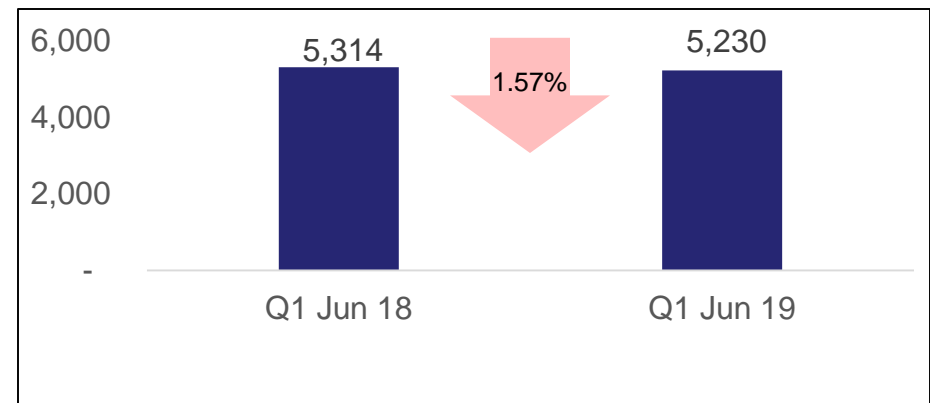
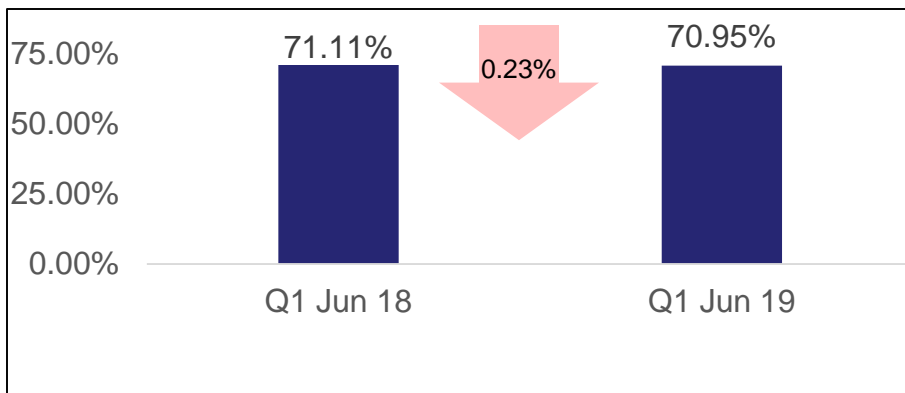
Occupancy (%)

RevPAR (₹)

Oberoi Hotels



Trident Hotels



1. Includes managed properties.

2. The results of this quarter are not indicative of full year's performance due to seasonal nature of the hotel industry.

Market Leader

FY 2018-19

Hotel-wise STR ranking suggests Oberoi & Trident branded hotels continue to be the leaders across India with 7 hotels ranked # 1 and 6 hotels ranked # 2 out of total 18 hotels in India

Oberoi Branded Hotels	STR Rank
The Oberoi, Mumbai	3
The Oberoi, Bengaluru	1
The Oberoi Grand, Kolkata	1
The Oberoi, Gurgaon	1
The Oberoi, Rajvilas	1
The Oberoi, Udaivilas	2
The Oberoi, New Delhi	1
The Oberoi, Cecil	2
The Oberoi, Sukhvilas	3

Trident Branded Hotels	STR Rank
Trident, Nariman Point	2
Trident, Bandra Kurla	2
Trident, Gurgaon	1
Trident, Chennai	6
Trident, Hyderabad	2
Trident, Agra	3
Trident, Jaipur	2
Trident, Udaipur	1
Trident, Cochin	5

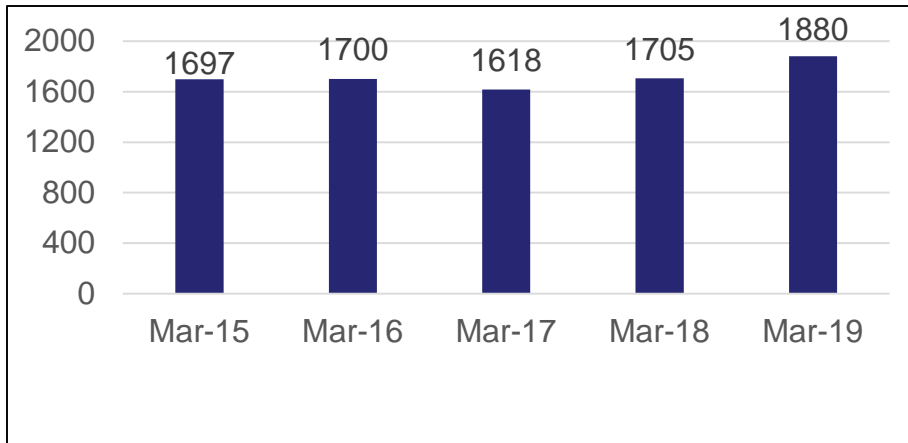
* STR date in respect of The Oberoi Amarvilas, The Oberoi Vanyavilas, Wild Flower Hall, The Oberoi MV Vrinda, Trident Bhubaneshwar and Maidens Hotel is not available.

International Oberoi Branded Hotels	STR Rank
The Oberoi, Bali	7 of 11
The Oberoi, Mauritius	3 of 6
The Oberoi, Sahl Hasheesh	1 of 6

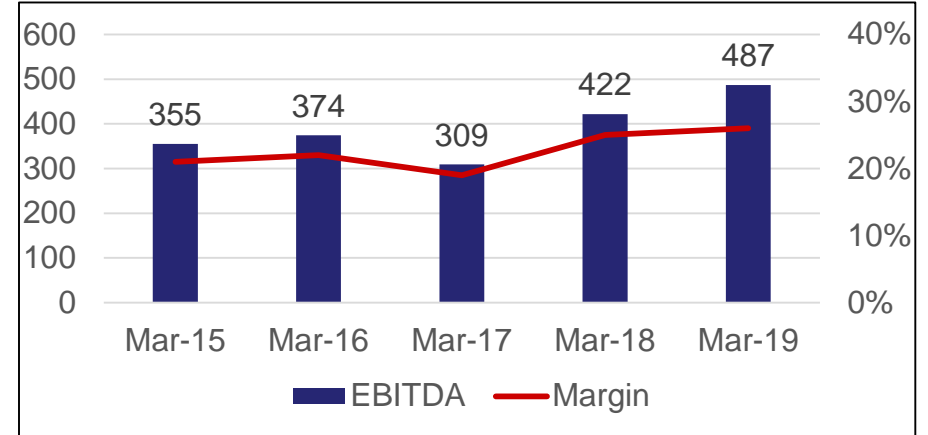
* STR data in respect of other International properties is not available.

Historical Financials (*EIH CFS*)

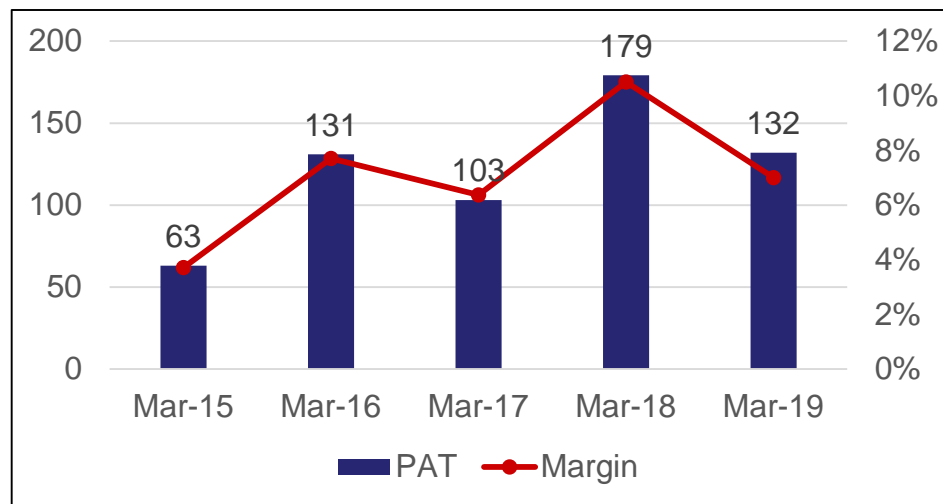
Turnover (Rs. Cr)



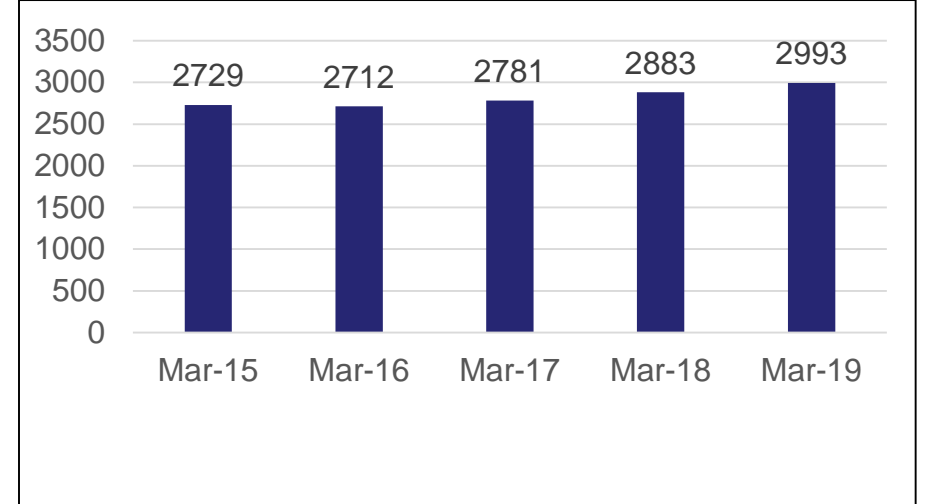
EBITDA (Rs. Cr)



PAT (Rs. Cr)

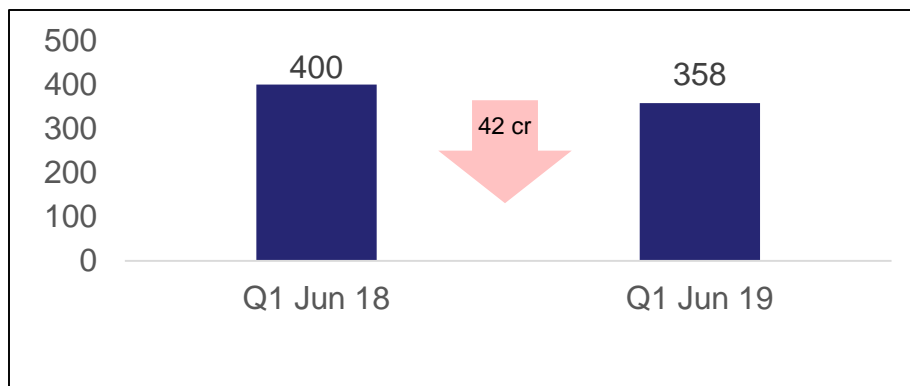


Net Worth (Rs. Cr)

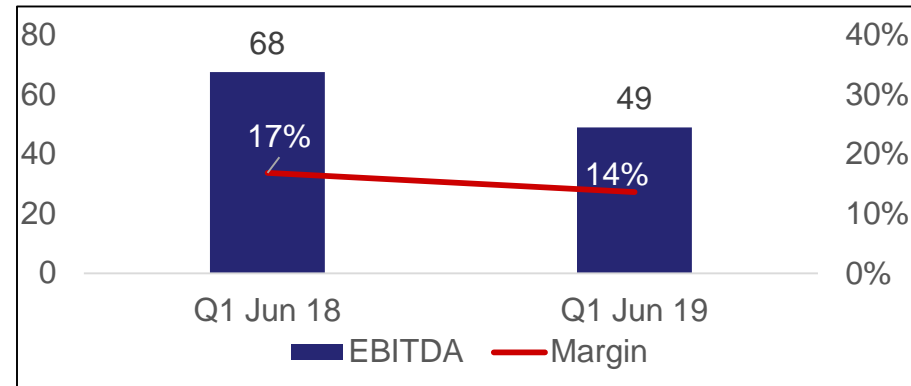


Q1 Financials (EIH CFS)

Turnover (Rs. Cr)

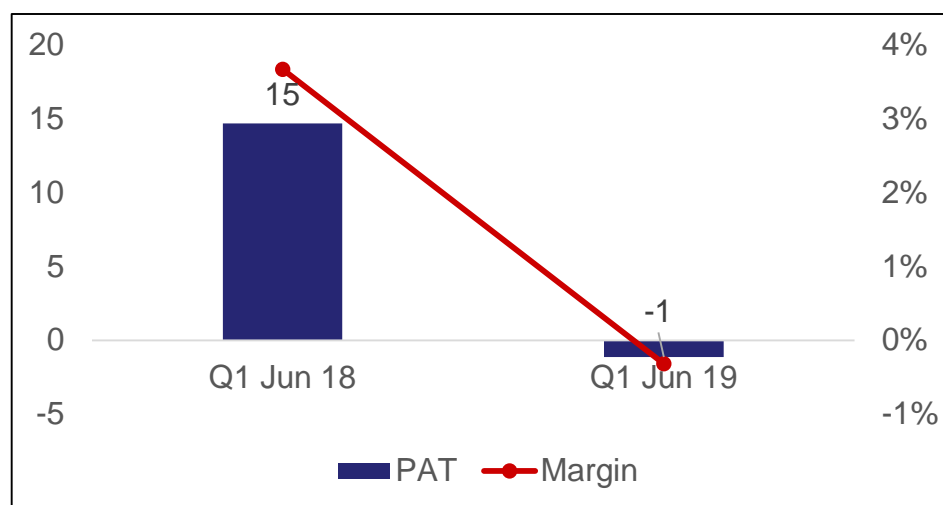


EBITDA (Rs. Cr)

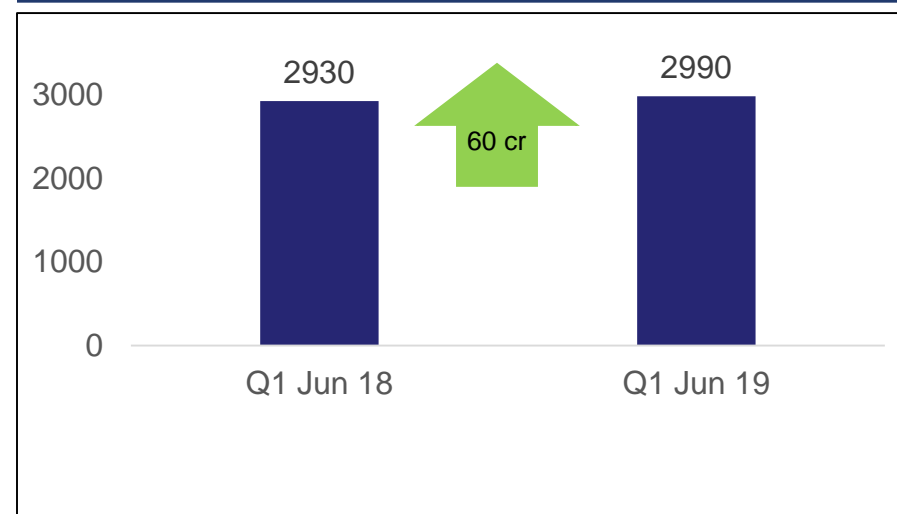


* The drop in revenue in the current quarter is attributable to slowdown in business travel due to high airline fares, General Elections in India and general slowdown in consumption.

PAT (Rs. Cr)

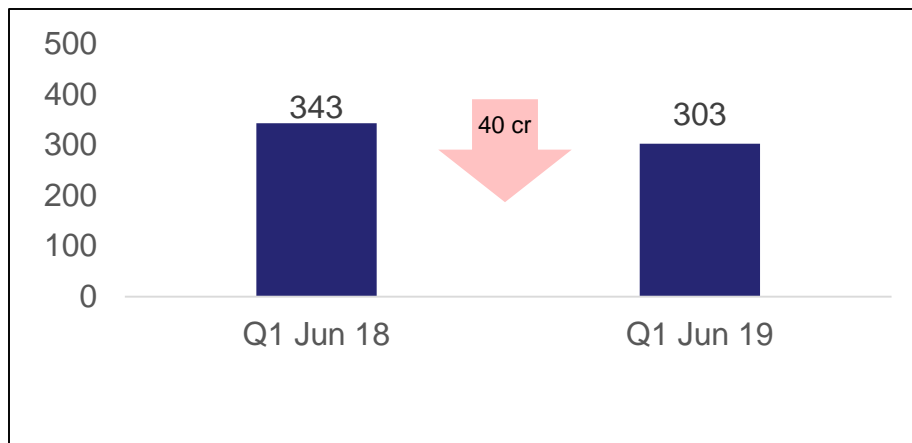


Net Worth (Rs. Cr)

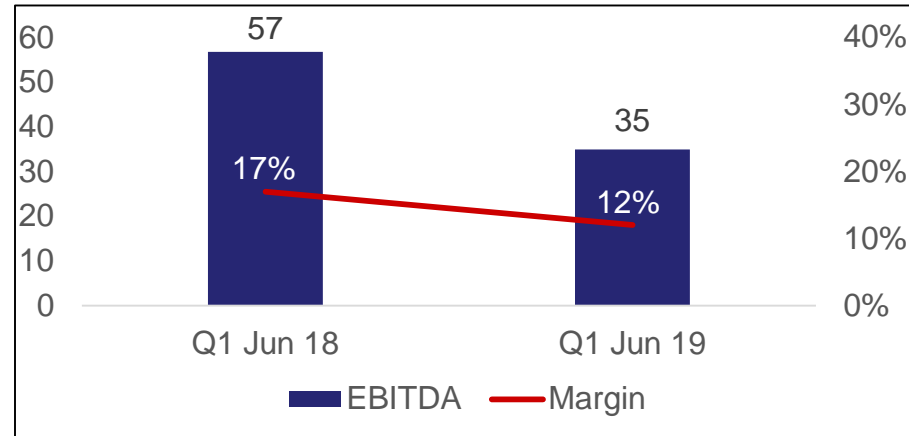


Q1 Financials (*EIH Standalone*)

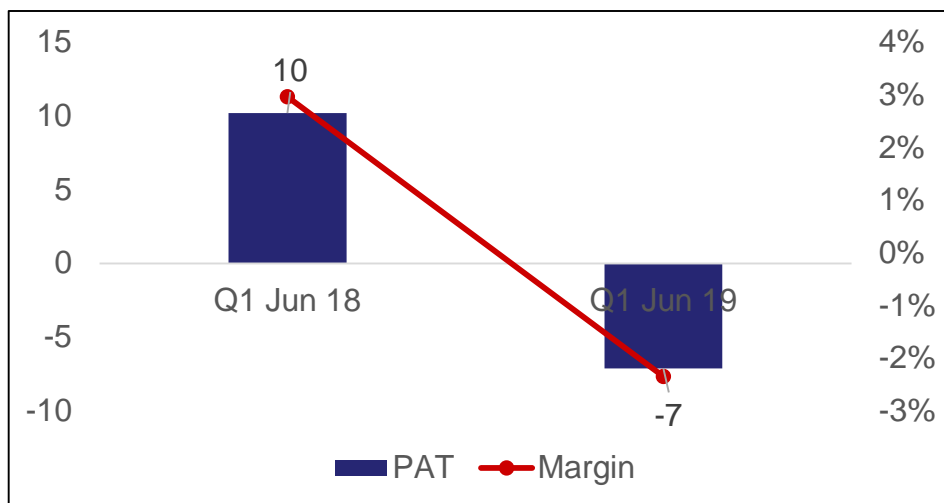
Turnover (Rs. Cr)



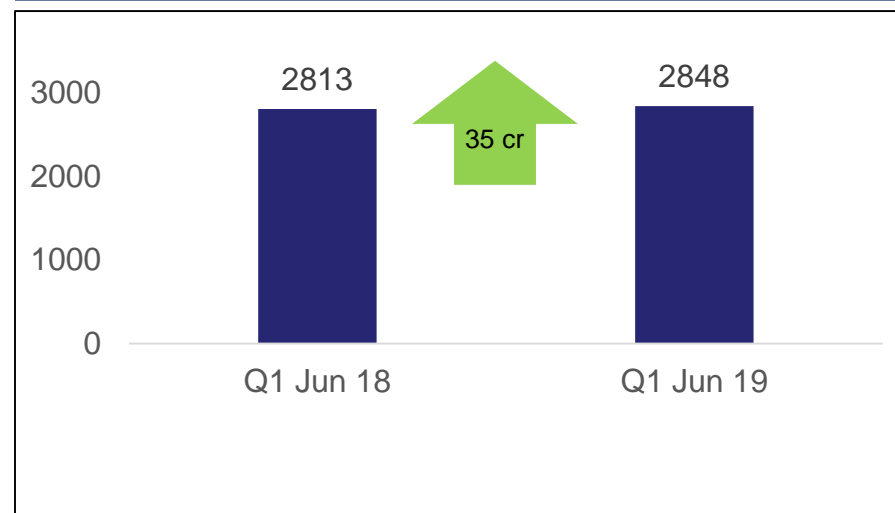
EBITDA (Rs. Cr)



PAT (Rs. Cr)



Net Worth (Rs. Cr)



FINANCIAL PERFORMANCE (*EIH CFS*)

Q1 FY20

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(Rs. Crore)

	JUN'19	JUN'18	INC / (DEC)
Revenue	358.22	400.35	(42.13)
Expenditure	308.11	331.34	(23.23)
EBITDA	50.11	69.01	(18.90)
Interest	13.51	11.23	2.28
Depreciation	36.31	32.78	3.53
Exceptional item – loss	(0.47)	-	(0.47)
Share of Net Profit of Associates and JVs	(1.15)	(1.49)	0.34
Profit before tax	(1.33)	23.51	(24.84)
Tax including deferred tax	(0.20)	8.81	(9.01)
Profit After Tax	(1.13)	14.70	(15.83)
OCI	(0.50)	(1.80)	1.30
Total Comprehensive Income	(1.63)	12.90	(14.53)

FINANCIAL PERFORMANCE (*EIH Standalone*)

Q1 FY20

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	JUN'19	JUN'18	(Rs. Crore)
			INC / (DEC)
Revenue	302.99	343.46	(40.47)
Expenditure	268.08	286.65	(18.57)
EBITDA	34.91	56.81	(21.90)
Interest	12.12	10.14	1.98
Depreciation	33.57	30.64	2.93
Exceptional item – loss	(0.47)	-	0.47
Profit before tax	(11.25)	16.03	(27.28)
Tax including deferred tax	(4.15)	5.84	(9.99)
Profit After Tax	(7.10)	10.19	(17.29)
OCI	(0.45)	(1.79)	1.34
Total Comprehensive Income	(7.55)	8.40	(15.95)

Impact of IndAS 116 on Company's Financials *EIH Limited*

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Impact on Profit and Loss Statement for the quarter ended June 2019 :

Amount in Rs. crore

Particular	Before Ind AS 116	After Ind AS 116	Net Impact on Profit
Lease Rent	2.16	-	2.16
Others	1.19	-	1.19
Net EBITDA	3.35	-	3.35
Interest expenses	0.08	2.32	(2.24)
Depreciation	0.12	3.24	(3.12)
Profit Before Tax	3.15	5.56	(2.01)

The impact of adoption of Ind AS 116 on the financial results of Subsidiaries and Associates for the quarter is insignificant.

THANK YOU
