

SAMHI Hotels Ltd.

*(Formerly known as SAMHI
Hotels Private Limited)*
CIN:
U55101DL2010PLC211816
Regd. Office: Caspia Hotels
Delhi, District Centre Crossing,
Opp. Galaxy Toyota Outer Ring
Road, Outer Ring Rd., Haider
Pur, Shalimar Bagh, Delhi-
110088.

November 08, 2023

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: Investor Presentation for Quarter 2 – FY 24

Dear Sir / Madam,

Please find attached herewith Investor Presentation on the performance of the Company for the Quarter 2 – FY 24.

This information is also being uploaded on the website of the Company i.e. <https://www.samhi.co.in/>

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

Correspondence:

SAMHI Hotels Ltd.
*(Formerly known as SAMHI
Hotels Private Limited)*
14th Floor, Building 10C,
Cyber City, Phase II,
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SAMHI Hotels Ltd

Investor Presentation – Q2FY24

- » Demand remains to be strong with continued recovery in airline traffic and absorption of commercial office in key cities
- » Our portfolio is well positioned in the right cities with strong brands and at different price points to benefit from the growth in demand
- » Reduction in debt will lead to higher free cash flow generation to fund capex and growth
- » Renovation and rebranding of 900+ rooms and addition of 600+ rooms to our portfolio to further enhance financial performance

RevPAR
+16.4% YoY

Asset Income
+25.3% YoY

Asset EBITDA
+29.8% YoY

Net Debt*
-35.2%

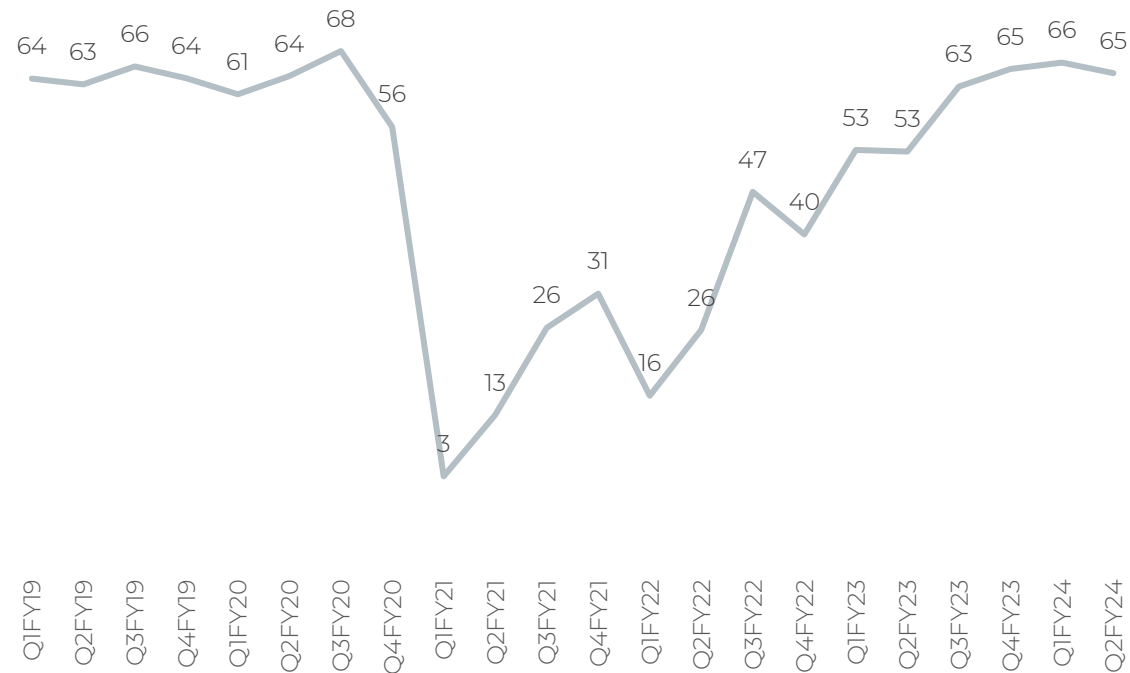


Quarter ending September 30, 2023

Macro Dynamics

Travel is recovering fast

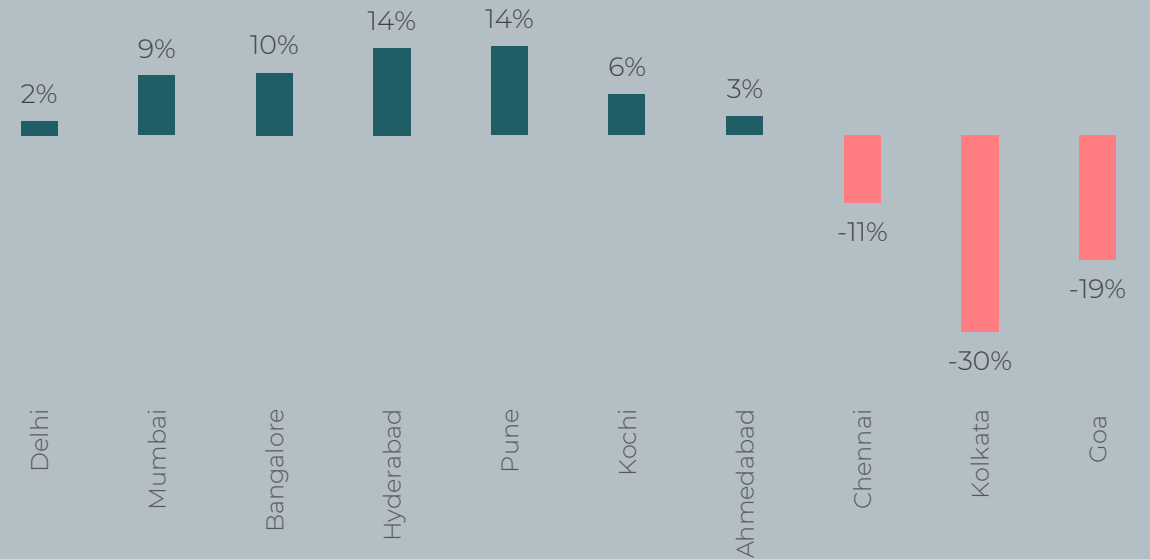
QoQ airline passenger growth (in mn)



Source: Director General of Civil Aviation

- Total airline traffic during Q2 FY24 has recovered to same levels as pre COVID (FY20); material headroom for growth
- Core office markets driving airline passenger growth; Hyderabad, Pune and Bangalore materially higher than pre COVID
- High potential in other markets as they grow above FY20 volumes in the near future

Q2FY24 change over Q2FY20

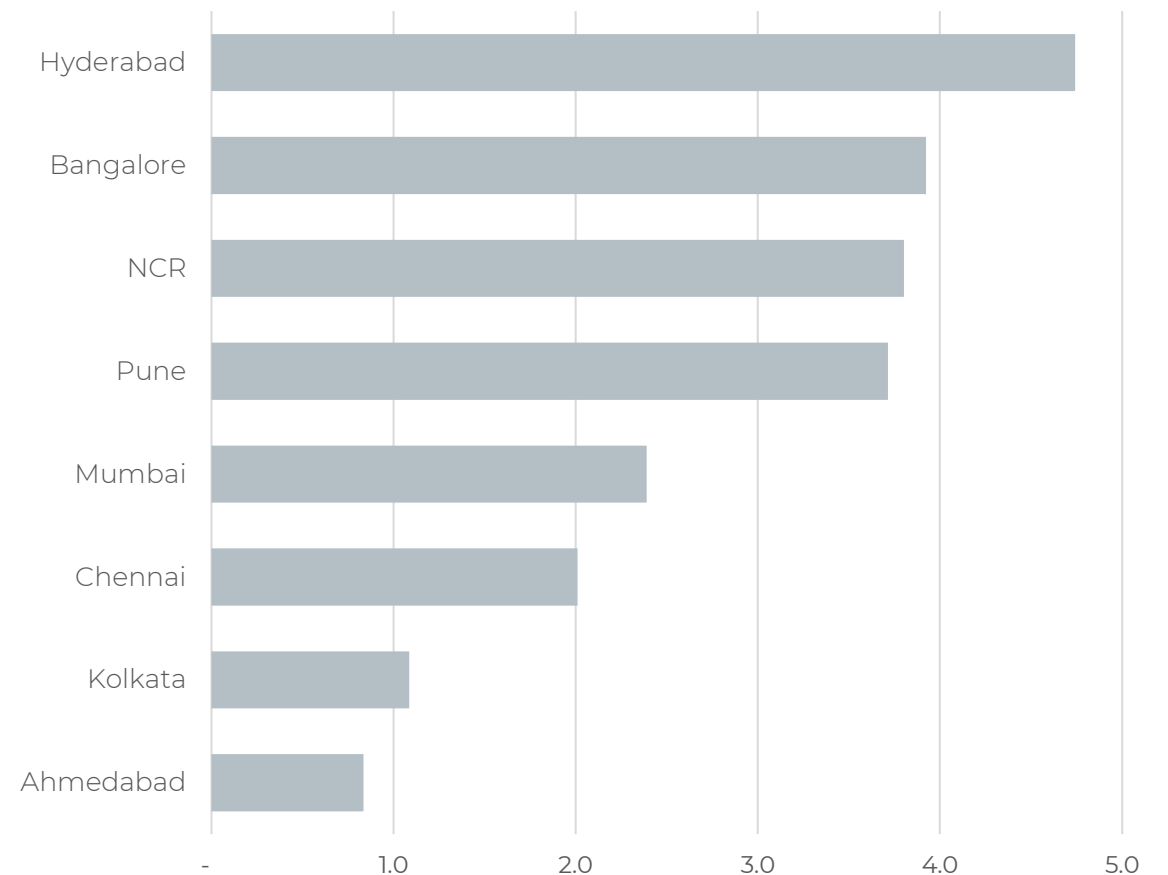


Office space expansion continues

Q2FY24: Key Indian cities absorbed ~22.5mn sq. ft. of office space

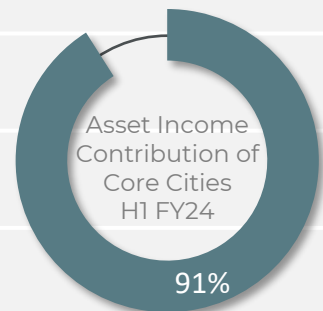
SAMHI is well positioned with over 88% of our operating rooms in these key markets

Office space absorption Q2FY24 (mn sq. ft.)

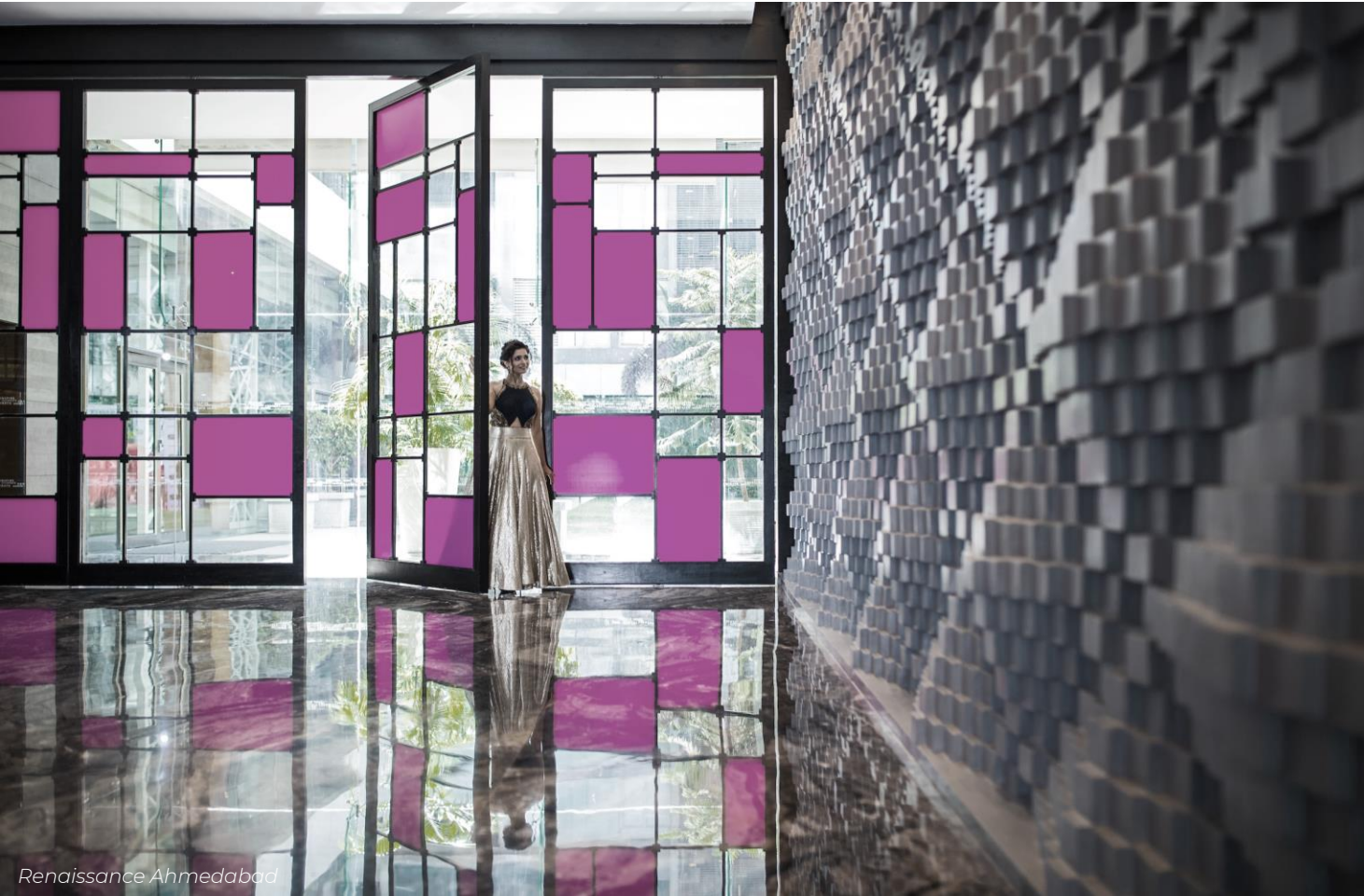


We occupy large office markets across India with strong brands

| | Total Rooms | | Operating Hotels / Rooms | | | | | | | Office market size ¹ (mn sq. ft.) | | | |
|--------------|-------------|-----|------------------------------|----------|--|---|---|------------------|----------------|--|--------------------|-----|----|
| | Operating | U/D | Marriott | | | Hyatt | | IHG | | Current | Upcoming | | |
| | | | RENAISSANCE EMERALD HOTEL | SHERATON | COURTYARD BY MARRIOTT Bengaluru Outer Ring Road | Fairfield BY MARRIOTT BANGALURU WORLD CLUB | FOUR POINTS BY SHERATON WALTON | Hyatt Regency | Hyatt Place | Holiday Inn Express | To be rebranded | | |
| Bengaluru | 864 | 54 | | | 1/170 | 3/418 | | | | 2/276 | | 195 | 37 |
| Mumbai | | 350 | | | | | | | | | | 148 | 25 |
| Delhi NCR | 660 | | | | | | | 1/176 | | 1/205 | 2/279 | 143 | 30 |
| Hyderabad | 824 | | | 1/272 | | 1/232 | | | | 2/320 | | 109 | 47 |
| Pune | 873 | 16 | | | | 1/109 | 1/217 | 1/301 | | 2/246 | | 76 | 24 |
| Chennai | 554 | 86 | | | | 2/289 | 1/116 | | | 1/149 | | 70 | 16 |
| Kolkata | | 111 | | | | | | | | | | 28 | 4 |
| Other Cities | 1,026 | | 1/155 | | | 3/403 | 2/237 | | | 2/231 | | | |



Note: All figures are based on Proforma Same-store i.e. includes ACIC Portfolio acquired in Aug'23 and excludes 2 sold assets in Feb'23
 1: Source: JLL Report as of March 31, 2023
 Core Cities include Ahmedabad









SAMHI Hotels Ltd.

Performance Summary

Renaissance Ahmedabad

Q2 FY24 : Performance snapshot

| | | |
|--|---|--|
| Occupancy  | Average Room Rate  | RevPAR  |
| 72.0% +103 bps YoY | ₹5,441 + 14.7% YoY | ₹3,916 + 16.4% YoY |
| Asset Income  | Asset EBITDA  | Net Debt  |
| ₹2,211mn +25.3% YoY | ₹811mn +29.8% YoY | ₹18,377mn |

Proforma Including
ACIC Portfolio

| |
|--------------|
| Asset Income |
| ₹2,450mn |
| Asset EBITDA |
| ₹859mn |

Notes:

Includes impact of ACIC acquisition wef. August 11, 2023

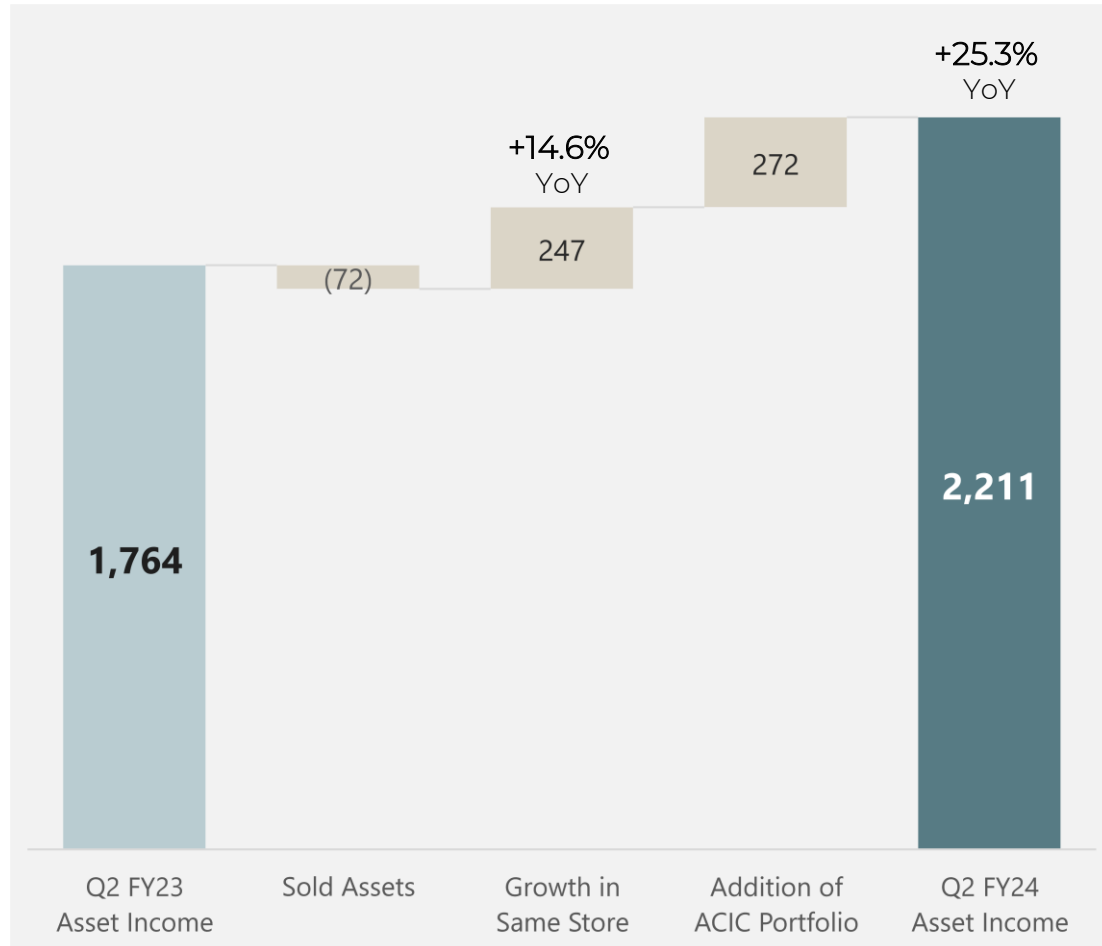
Net Debt figures are as on November 04, 2023

Refer Slide #23 for EBITDA bridge from Asset EBITDA to Consolidated EBITDA

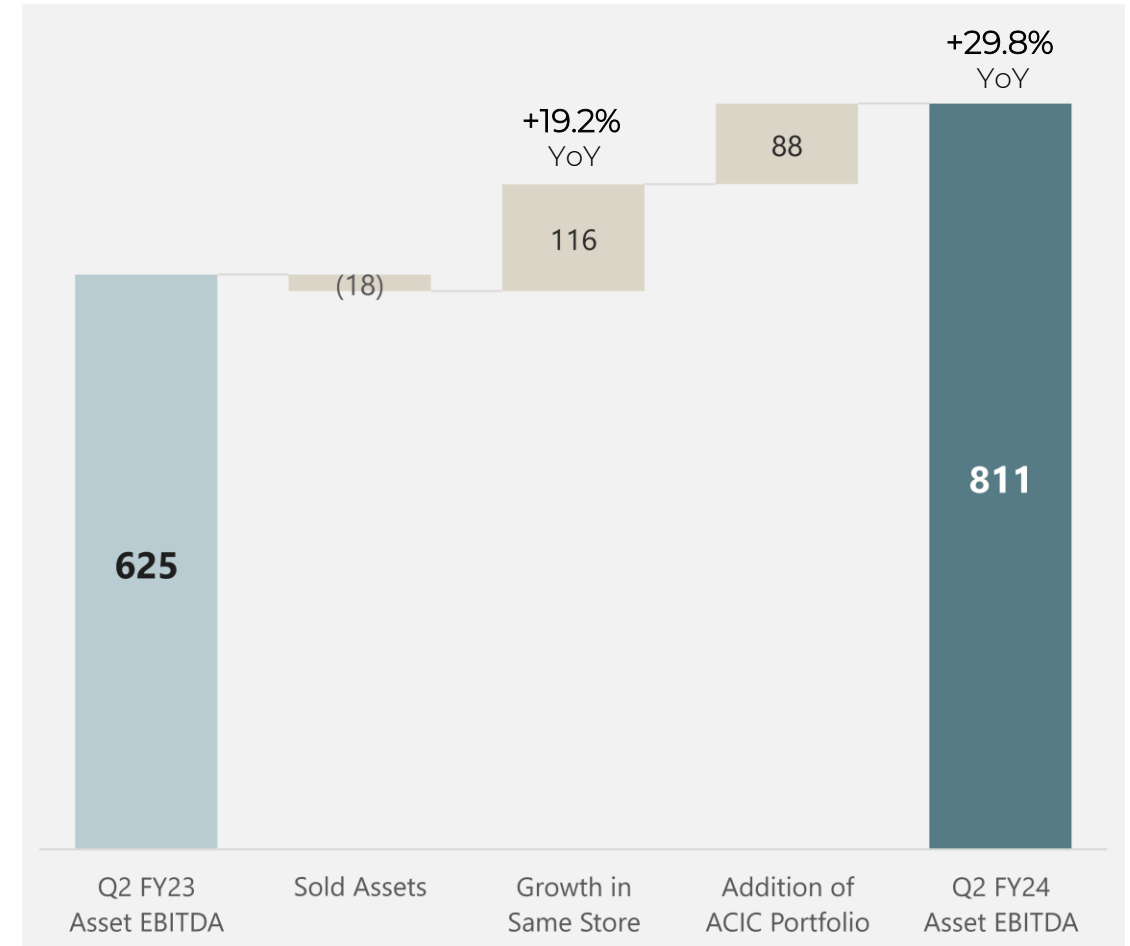


Asset Income and EBITDA bridge

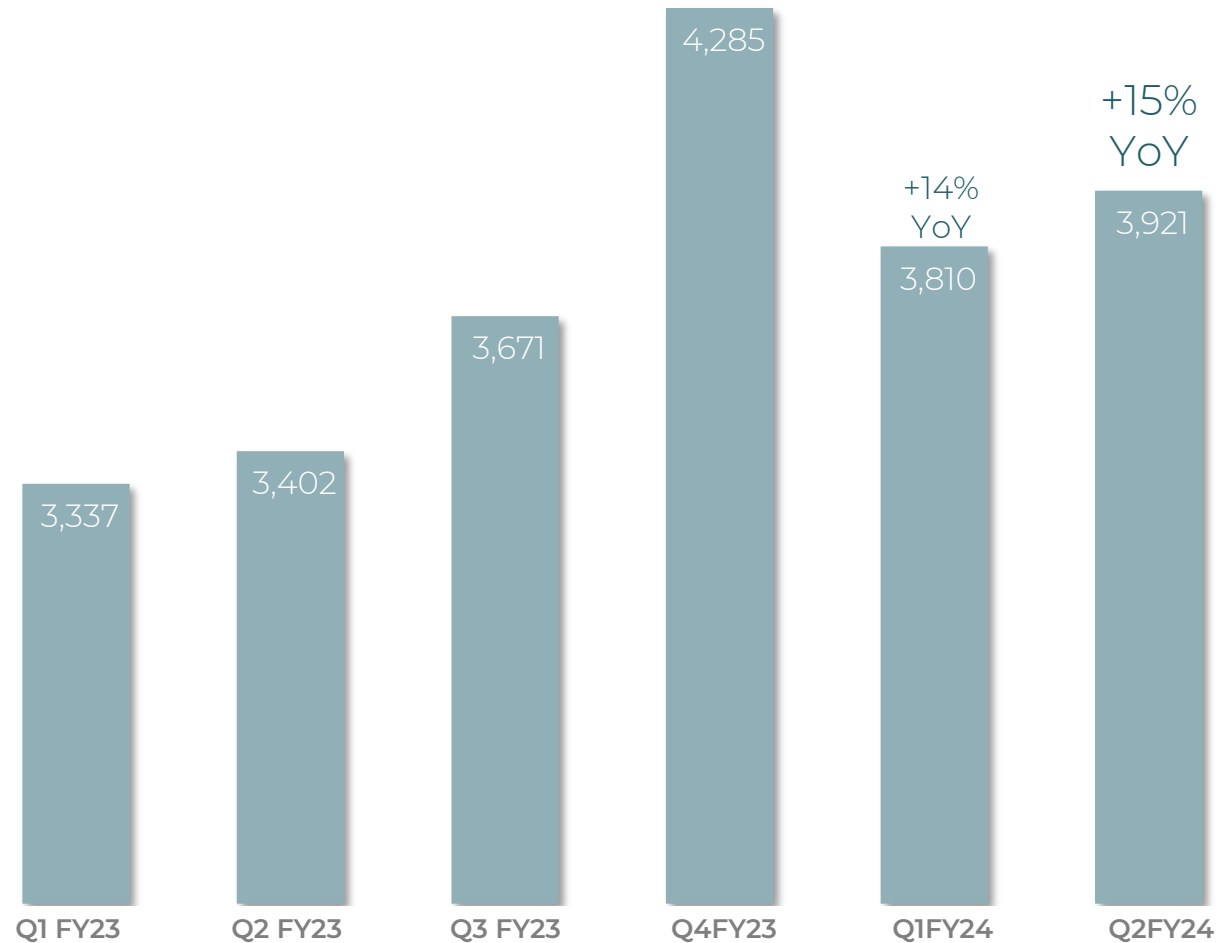
Asset Income (₹ mn)



Asset EBITDA (₹ mn)



RevPARs continue to grow strong



» Strong performance aided by :

» Operating parameters continue to track well.
Q2FY24 RevPAR growth of 15% YoY

» Very low levels of new supply with healthy demand from business travel to support growth in next few quarters

» Downside impact in Q2FY24 of :

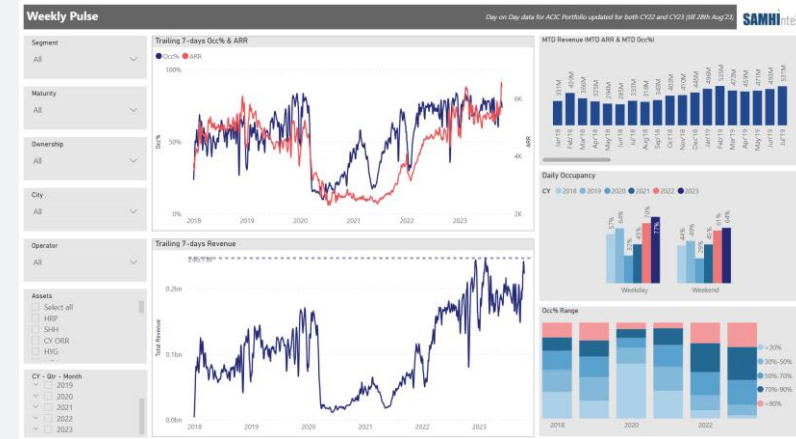
» Karnataka bandh towards September end impacted Bangalore hotel performance

» Certain apartments in Hyatt Regency Pune taken out of operations for upgradation (delivered back)

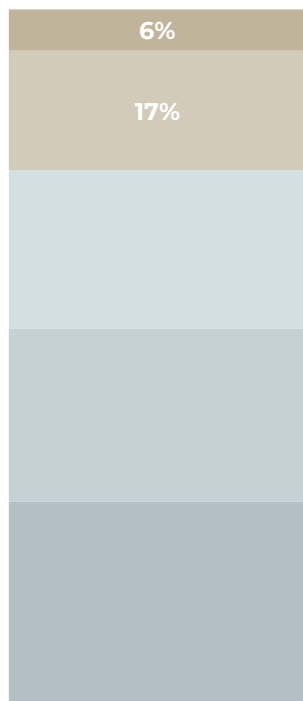
SAMHIintel Insights

SAMHIintel is our inhouse and proprietary asset management tool. It uses high frequency data to identify trends which have a potential impact on performance.

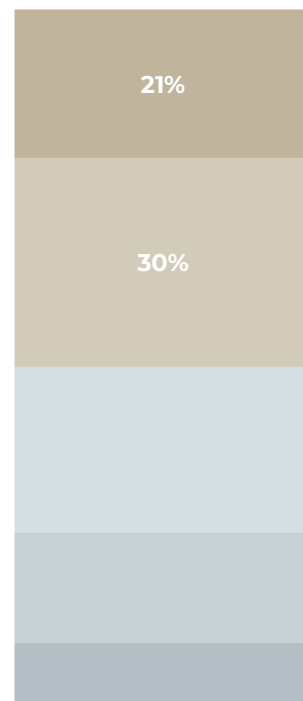
The tool also allows us to integrate new acquisitions and asset manage our hotels independent of the operator/brand.



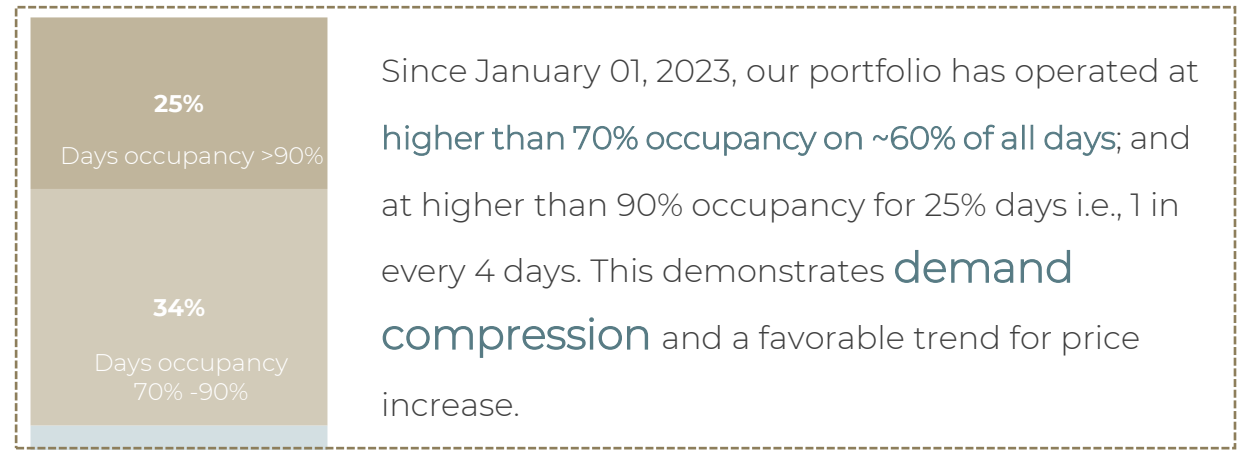
% Days with Occupancy Ranges ■ <30% ■ 30%-50% ■ 50%-70% ■ 70%-90% ■ >90%



CY21



CY22



CY23 YTD

Since January 01, 2023, our portfolio has operated at higher than 70% occupancy on ~60% of all days; and at higher than 90% occupancy for 25% days i.e., 1 in every 4 days. This demonstrates **demand compression** and a favorable trend for price increase.



Hyatt Place Gurgaon

SAMHI Hotels Ltd.

Segment Performance

Presence across demand segments

Upper Upscale & Upscale



Upper Midscale



Midscale



Our strategy is to be in strong markets with large, fast growing office & airline demand, and then use our multi-branded approach to get share of customers at different price points/ segments

Upper Upscale & Upscale assets

■ **Stable:** Y-o-Y change of +/-200bps;
▲ **Upward:** Y-o-Y increase of between 200 – 700bps;
▲ **Strong Upwards:** Y-o-Y increase of more than 700bps;
▼ **Downward:** Y-o-Y decrease of between 200 – 700bps; and
▼ **Strong Downwards:** Y-o-Y decrease of more than 700bps.



5 hotels 1,074 rooms in key metros

22% of total room inventory

45% of Asset Revenues for Q2FY24

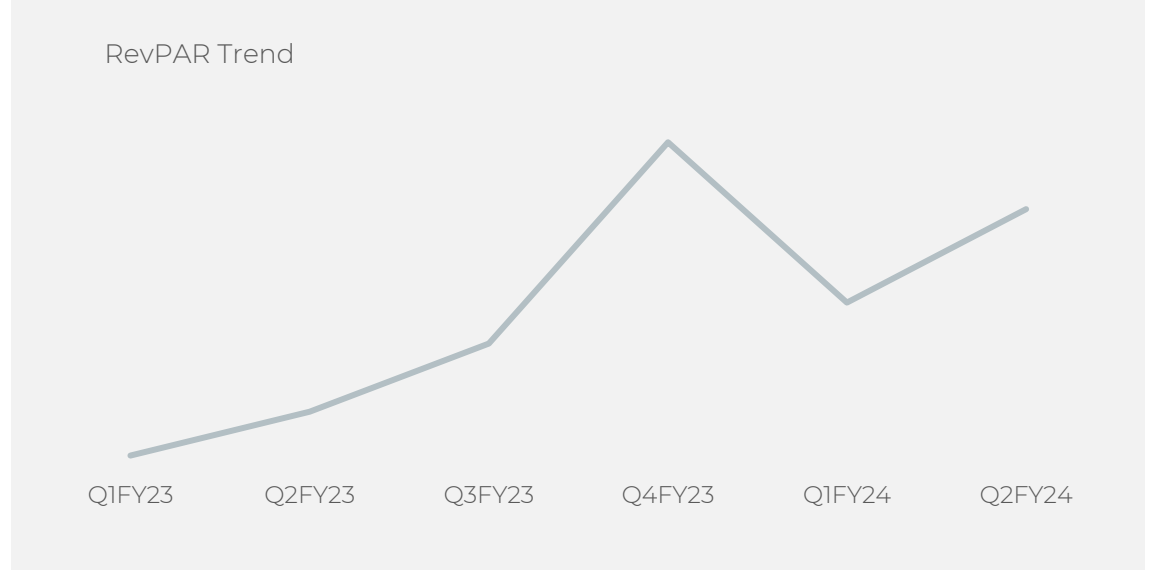
32% revenue from Food & Beverage

⊕ Upcoming

- Addition of
 - 16-31¹ serviced apartments at Hyatt Regency Pune
 - New restaurant at Hyatt Regency Pune
- Renovation & rebranding of Hyatt Regency Pune
- Refurbishment of banquet facilities at Pune and Hyderabad to improve market share in social events
- Launch of refurbished executive rooms at Sheraton Hyderabad

1: Current approval for 16 rooms; in process of being amended to 31 rooms

| | Q2FY24 | (Y-o-Y) | 6MFY24 | (Y-o-Y) | FY23 |
|---------------|--------|---------|--------|---------|-------|
| Occupancy (%) | 77% | ▲ | 72% | ■ | 71% |
| ARR (₹) | 8,192 | ▲ | 8,395 | ▲ | 7,902 |
| RevPAR (₹) | 6,308 | ▲ | 6,069 | ▲ | 5,641 |



Upper Mid-scale assets



15 hotels 2,163 rooms in 10 cities

45% of total room inventory

38% of Asset Revenues for Q2FY24

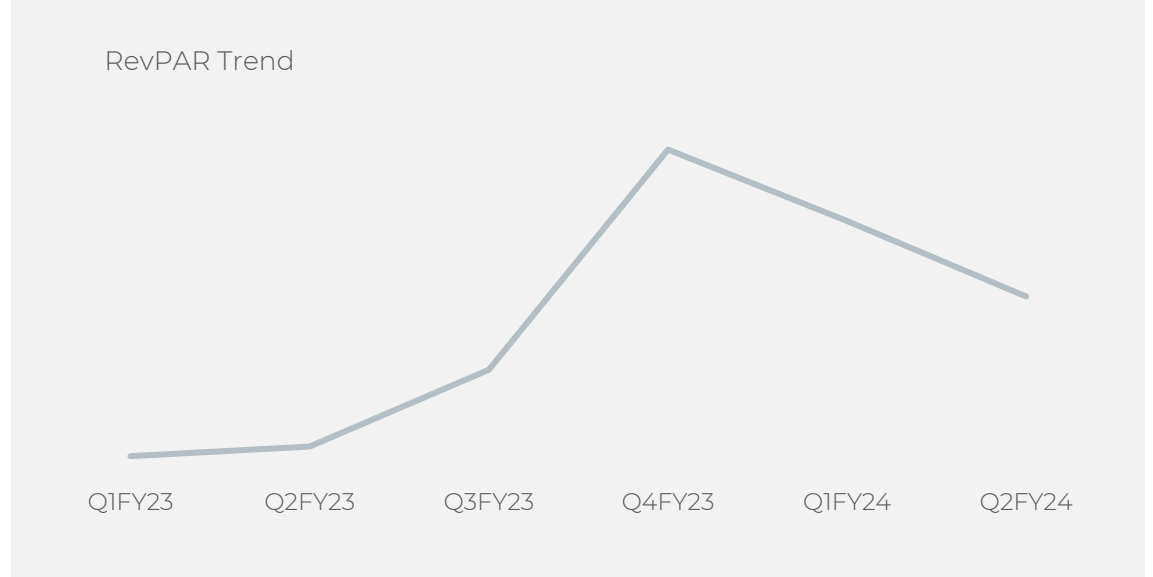
23% revenue from Food & Beverage

+ Upcoming

- Integration of ACIC 962 rooms to our Upper Mid-scale portfolio
 - Conversion to a managed portfolio
 - Margin improvement due to shared services center
- Addition of 350 keys in Navi Mumbai
- Renovation & rebranding of Caspia Delhi
- Renovation & rebranding of Four Points by Sheraton Pune

■ **Stable:** Y-o-Y change of +/-200bps;
▲ **Upward:** Y-o-Y increase of between 200 – 700bps;
▲ **Strong Upwards:** Y-o-Y increase of more than 700bps;
▼ **Downward:** Y-o-Y decrease of between 200 – 700bps; and
▼ **Strong Downwards:** Y-o-Y decrease of more than 700bps.

| | | Q2FY24 | (Y-o-Y) | 6MFY24 | (Y-o-Y) | FY23 |
|-----------|-----|--------|---------|--------|---------|-------|
| Occupancy | (%) | 71% | ▼ | 73% | ▼ | 75% |
| ARR | (₹) | 5,396 | ▲ | 5,412 | ▲ | 4,917 |
| RevPAR | (₹) | 3,848 | ▲ | 3,935 | ▲ | 3,663 |



Mid-scale assets



11 hotels 1,564 rooms in 7 cities

33% of total room inventory

17% of Asset Revenues for Q2FY24

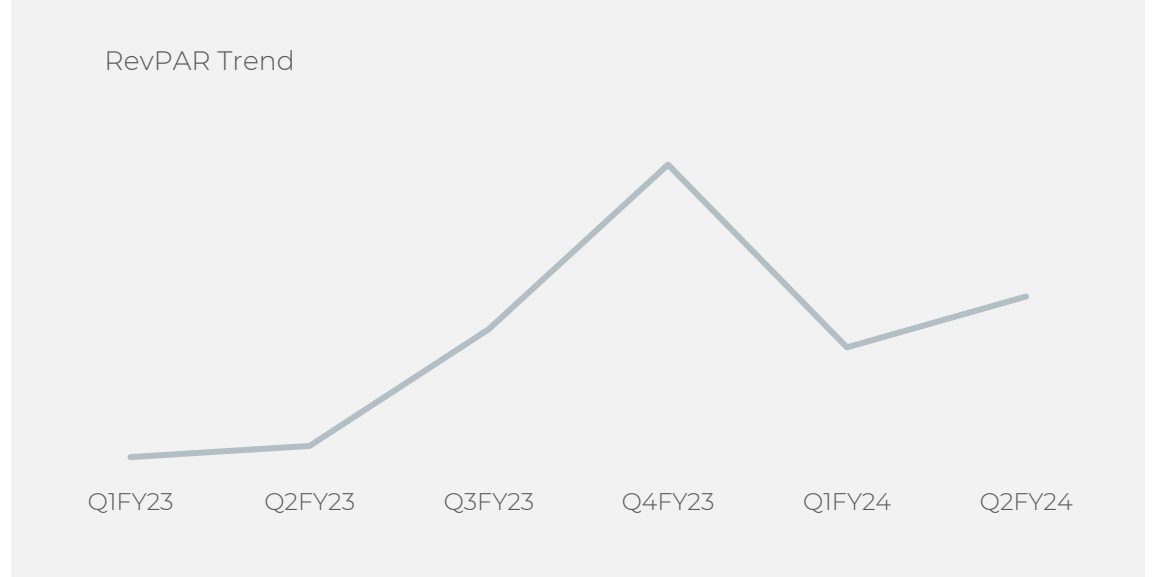
10% revenue from Food & Beverage

+ Upcoming

- 116 rooms Holiday Inn Express in Kolkata
- 56 rooms at Holiday Inn Express Whitefield
- 137 rooms renovation & rebranding of Caspia Pro Greater Noida

■ **Stable:** Y-o-Y change of +/-200bps;
▲ **Upward:** Y-o-Y increase of between 200 – 700bps;
▲ **Strong Upwards:** Y-o-Y increase of more than 700bps;
▼ **Downward:** Y-o-Y decrease of between 200 – 700bps; and
▼ **Strong Downwards:** Y-o-Y decrease of more than 700bps.

| | | Q2FY24 | (Y-o-Y) | 6MFY24 | (Y-o-Y) | FY23 |
|-----------|-----|--------|---------|--------|---------|-------|
| Occupancy | (%) | 69% | ▲ | 69% | ▲ | 69% |
| ARR | (₹) | 3,392 | ▲ | 3,310 | ▲ | 3,210 |
| RevPAR | (₹) | 2,348 | ▲ | 2,290 | ▲ | 2,226 |





Fairfield by Marriott Sriperumbadur

SAMHI Hotels Ltd.

Strategic Initiatives

The road ahead



Operating

- Leverage favorable market environment using the strength of our portfolio
- Improvement in market share of our hotels
- Integration of ACIC portfolio to improve operating margins



Financial

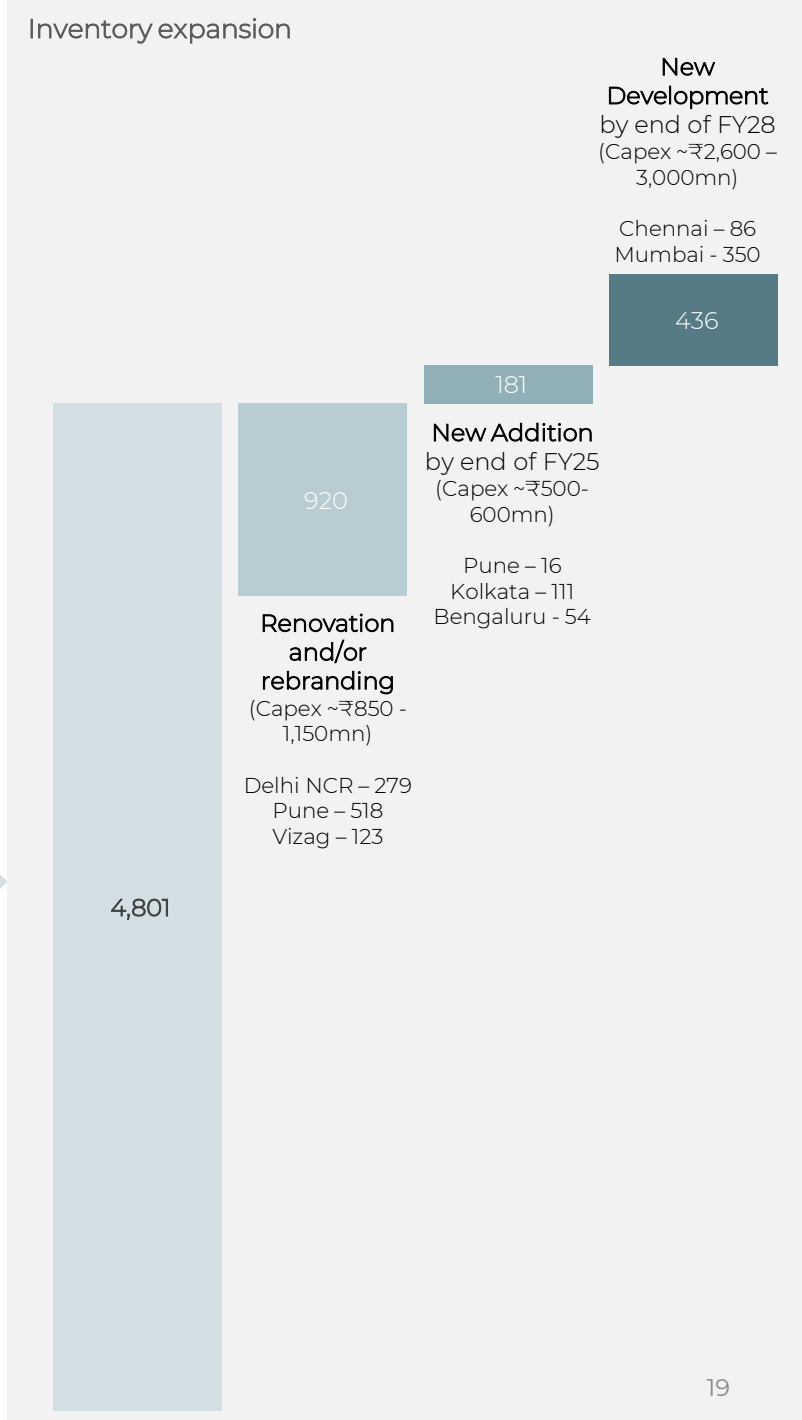
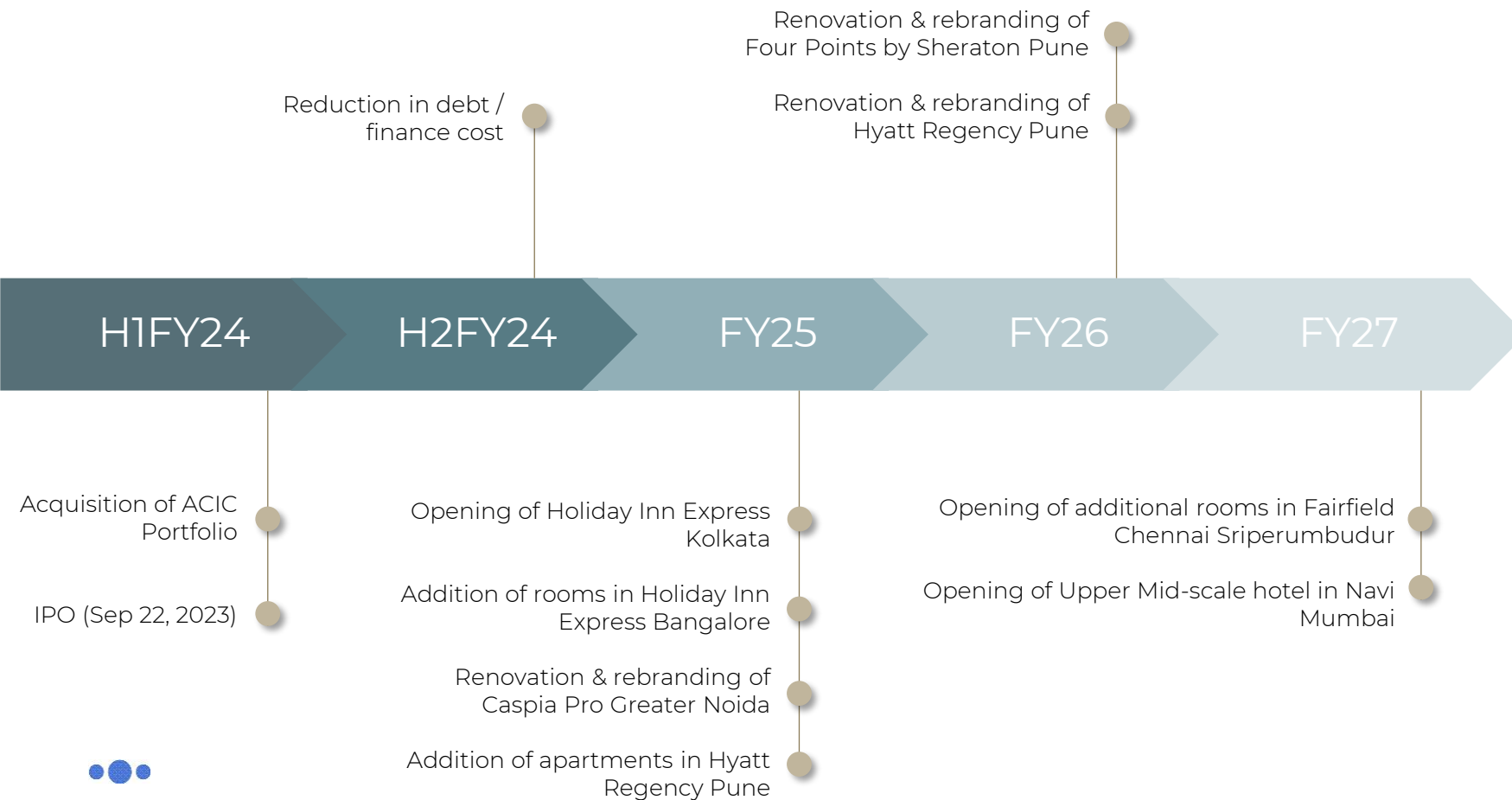
- Target Net Debt-to-EBITDA of less than 3.5x by end of FY25 through further reduction of debt and increase in EBITDA
- Reduction in cost of debt by more than 100 bps from current levels
- Rapid progression to profits (PAT) and free cash to fund growth



Growth

- Opening of Holiday Inn Express (“HIEX”) Kolkata and HIEX Whitefield additional inventory (~165 rooms)
- Completion of all pending renovation and rebranding projects
- Development of larger new developments of Navi Mumbai and Chennai Sriperembudur
- Given all above assets are owned by Company and only need incremental capital, financial impact will be very attractive

Upcoming developments





SAMHI Hotels Ltd.

Summary Financials

Financial summary (Consolidated P&L)

| | Q2FY24 | Q2FY23 | Change% | H1FY24 | H1FY23 | Change% | FY23 |
|--|--------------|--------------|--------------|----------------|----------------|--------------|----------------|
| Operating Rooms (#) | 4,801 | 4,050 | | 4,801 | 4,050 | | 3,839 |
| Occupancy (%) | 72% | 71% | | 71% | 72% | | 72% |
| Average Room Rate (₹) | 5,441 | 4,743 | | 5,426 | 4,639 | | 5,069 |
| Asset Income | 2,211 | 1,764 | 25.3% | 4,125 | 3,506 | 17.7% | 7,499 |
| Asset EBITDA | 811 | 625 | 29.8% | 1,530 | 1,283 | 19.3% | 2,805 |
| Asset EBITDA Margin | 36.7% | 35.4% | | 37.1% | 36.6% | | 37.4% |
| Other Income | 21 | 20 | | 31 | 34 | | 117 |
| Corporate G&A | (94) | (75) | | (172) | (150) | | (290) |
| Net Corporate G&A | (73) | (55) | | (141) | (116) | | (173) |
| Consolidated EBITDA (pre-ESOP cost & one-time expense) | 739 | 570 | 29.7% | 1,389 | 1,166 | 19.1% | 2,632 |
| ESOP ¹ Cost | (115) | - | | (230) | - | | (26) |
| Other One-Time Expenses | (83) | - | | (146) | - | | - |
| Consolidated EBITDA (Reported) | 540 | 570 | | 1,013 | 1,166 | | 2,606 |
| Depreciation & Amortization | (279) | (241) | | (509) | (481) | | (963) |
| Finance cost | (1,146) | (1,279) | | (2,223) | (2,644) | | (5,221) |
| PBT (excluding exceptional items) | (885) | (950) | | (1,719) | (1,959) | | (3,577) |
| Exceptional Items | - | 113 | | - | 113 | | 192 |
| PBT | (885) | (837) | | (1,719) | (1,846) | | (3,386) |
| Tax Expense | 4 | (0) | | 4 | (0) | | (0) |
| PAT | (880) | (837) | | (1,715) | (1,846) | | (3,386) |

ESOP 2023 (as disclosed in prospectus)

P&L impact over 4 years:

₹460mn in FY24, ₹177mn in FY25,

₹95mn in FY26, ₹40mn in FY27

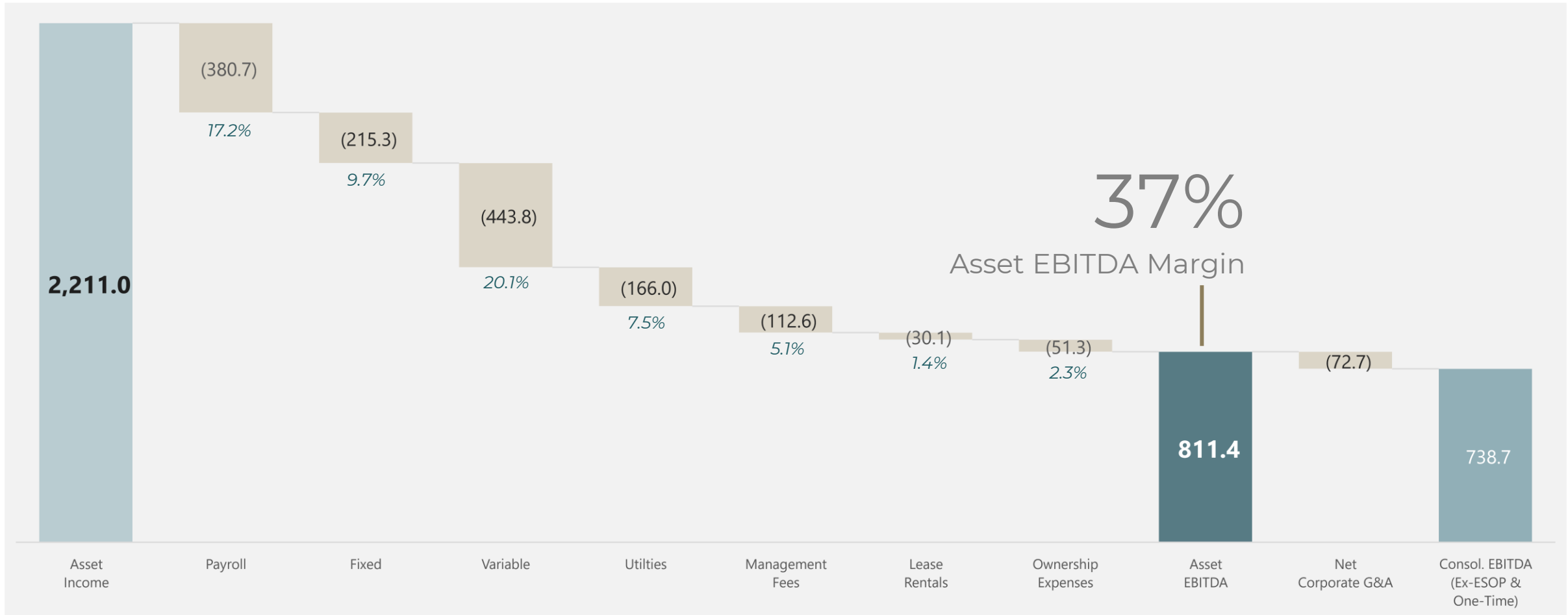
Financial summary

(Consolidated
Balance Sheet)

| | Sep'23 | Mar'23 | Notes |
|---------------------------------------|---------------|----------------|---|
| Fixed Assets | 26,180 | 19,089 | Increase due to addition of the ACIC Portfolio Net Block |
| CWIP | 208 | 202 | |
| Other Non-current Assets | 5,118 | 507 | Change primarily due to goodwill creation upon ACIC Acquisition |
| Cash & Cash Equivalents | 7,578 | 1,731 | Includes un-utilized cash from the IPO Proceeds; cash balance as on November 04, 2023 reduced to ₹ 3,288mn driven by further repayment of debt |
| Inventories | 46 | 33 | |
| Trade Receivables | 708 | 513 | |
| Other Current Assets | 677 | 555 | |
| Total Assets | 40,514 | 22,630 | |
| Total Equity | 10,782 | (8,076) | |
| Total Borrowings | 25,400 | 27,875 | Debt reduction utilizing cash from IPO proceeds; partially offset by addition of ACIC Portfolio debt post completion of the acquisition; borrowings further reduced to ₹21,665mn as on November 04, 2023 utilizing cash balance |
| Trade Payables | 2,060 | 1,413 | |
| Other Non-current Liabilities | 1,325 | 803 | |
| Other Current Liabilities | 947 | 614 | |
| Total Equity & Liabilities | 40,514 | 22,630 | |

Operational efficiency

Asset EBITDA Margin Profiles for Q2 FY24



●●● Note: All values in ₹ mn unless specified otherwise

Financial flexibility

Significant reduction in debt and increase in EBITDA will lead to free cash from operations.

This cash to be used for further reduction in debt, capital expenditure and growth

| | Mar 31, 2023 | Nov 04, 2023 |
|----------------------------------|------------------------|------------------------|
| Net Debt (₹mn) | 28,339 | 18,377 |
| Consolidated EBITDA* (TTM) (₹mn) | 3,273 | 3,397** |
| Net Debt : Consolidated EBITDA | 8.7x | 5.4x |
| Annualized interest cost (₹mn) | ~3,750 @12.52% Cost | ~2,100 @10.49% Cost |

Financial summary

(Proforma P&L)

| | Q2FY24 | Q2FY23 | Change% | H1FY24 | H1FY23 | Change% | FY23 |
|--|----------------|----------------|--------------|----------------|----------------|-------------|----------------|
| Operating Rooms (#) | 4,801 | 5,012 | | 4,801 | 5,012 | | 4,801 |
| Occupancy (%) | 73% | 73% | | 72% | 73% | | 73% |
| Average Room Rate (₹) | 5,423 | 4,727 | | 5,376 | 4,622 | | 5,037 |
| Asset Income | 2,450 | 2,238 | 9.5% | 4,859 | 4,423 | 9.9% | 9,488 |
| Asset EBITDA | 859 | 775 | 10.8% | 1,744 | 1,607 | 8.5% | 3,477 |
| Asset EBITDA Margin | 35.0% | 34.6% | | 35.8% | 36.3% | | 36.6% |
| Other Income | 22 | 48 | | 36 | 66 | | 156 |
| Corporate G&A | (99) | (107) | | (194) | (211) | | (359) |
| Net Corporate G&A | (78) | (59) | | (158) | (146) | | (204) |
| Consolidated EBITDA (pre-ESOP cost & one-time expense) | 781 | 716 | 9.0% | 1,586 | 1,461 | 8.5% | 3,273 |
| ESOP ¹ Cost | (115) | - | | (230) | - | | (26) |
| Other One-Time Expenses | (83) | - | | (161) | - | | (132) |
| Consolidated EBITDA (Reported) | 583 | 716 | | 1,195 | 1,461 | | 3,115 |
| Depreciation & Amortization | (277) | (331) | | (585) | (661) | | (1,296) |
| Finance cost | (1,172) | (1,421) | | (2,326) | (2,868) | | (5,686) |
| PBT (excluding exceptional items) | (886) | (1,037) | | (1,716) | (2,068) | | (3,868) |
| Exceptional Items | (156) | 111 | | (156) | 111 | | 192 |
| PBT | (1,022) | (926) | | (1,873) | (1,957) | | (3,676) |
| Tax Expense | 4 | 6 | | 4 | 6 | | 17 |
| PAT | (1,018) | (920) | | (1,869) | (1,951) | | (3,659) |

ESOP 2023 (as disclosed in prospectus)

P&L impact over 4 years:

₹460mn in FY24, ₹177mn in FY25,

₹ 95mn in FY26, ₹40mn in FY27

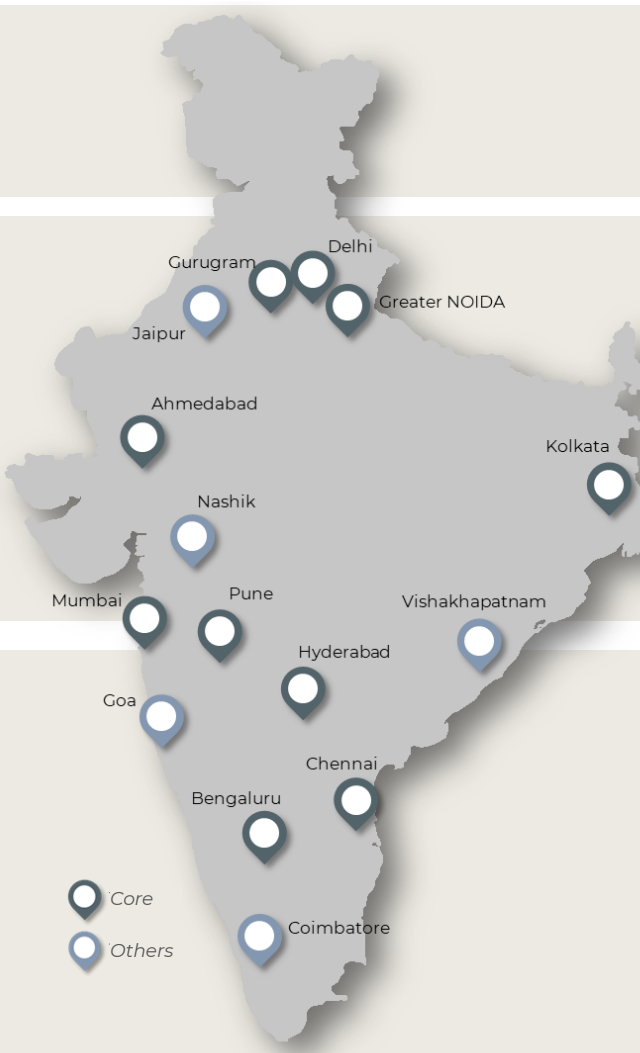


SAMHI Hotels Ltd.

About Us

Holiday Inn Express Nashik

Diversified portfolio across India...focused on large office markets






| Market Segment | Number of Properties | Total Rooms | Percentage of Total Rooms |
|-------------------------|----------------------|-------------|---------------------------|
| Upper Upscale & Upscale | 6 | 1,074 | 22% |
| Upper Mid-scale | 10 | 2,163 | 45% |
| Mid-scale | 11 | 1,564 | 33% |

Note: Figures as on October 08, 2023

Acquisition & turn-around a key strength...

4,136 of our total 4,801 operating rooms have been added through acquisition led strategy with a demonstrated track record of performance re-rating

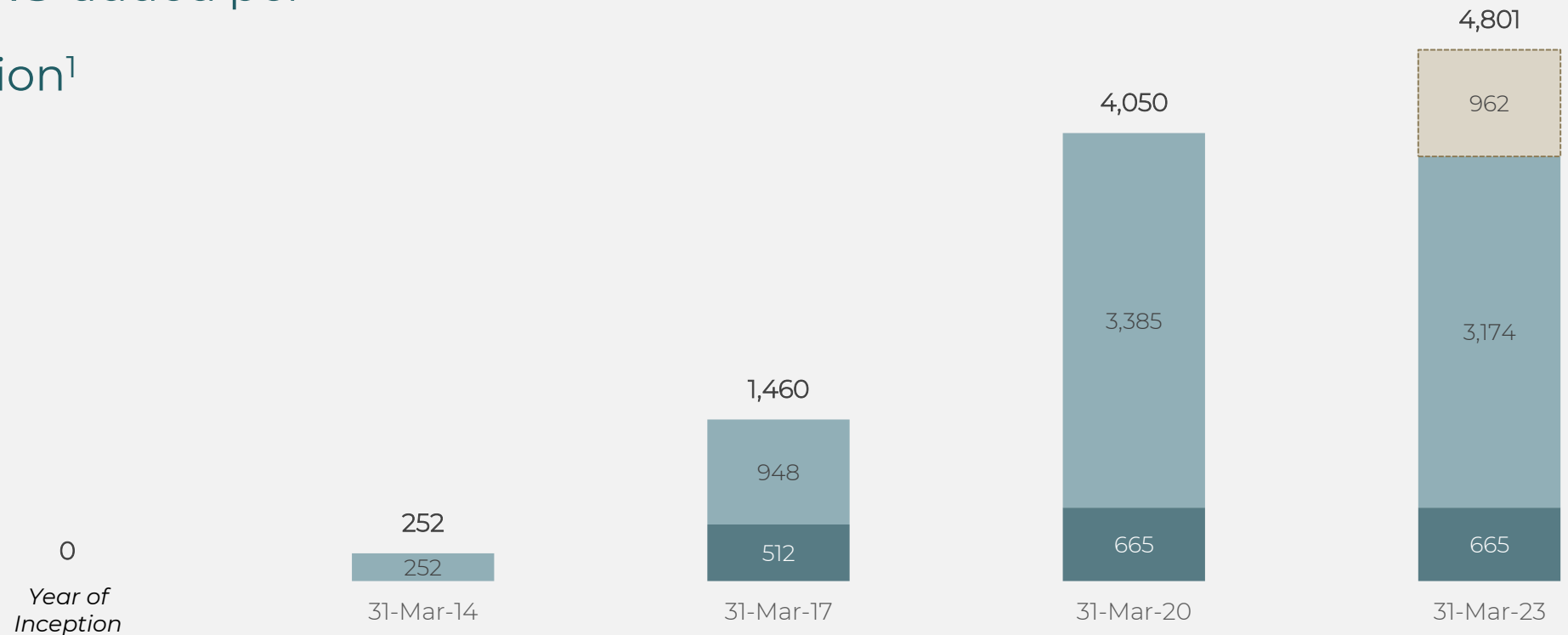
| | | | | Pre-renovation & Rebranding | Current Performance | |
|---|--|-------------------|---|--------------------------------|------------------------|---|
| | | | | Q4 FY14 | Q4 FY23 | |
| Sheraton Hyderabad Full renovation of the asset Expansion of inventory Change of brand |  | Rooms | # | 158 | 272 | 5.8x / 21% CAGR RevPAR growth |
| | | Occupancy | % | 41% | 77% | |
| | | Average Room Rate | ₹ | 3,349 | 10,344 | |
| | | RevPAR | ₹ | 1,377 | 7,938 | |
| 3 Fairfield by Marriott Hotels Full renovation of the asset Expansion of inventory Change of brand |  | Rooms | # | 334 | 343 | 3.4x / 26% CAGR RevPAR growth |
| | | Occupancy | % | 45% | 76% | |
| | | Average Room Rate | ₹ | 2,857 | 5,722 | |
| | | RevPAR | ₹ | 1,279 | 4,369 | |
| 10 Holiday Inn Express Hotels Full renovation of the asset Development new room concept Expansion of inventory Change of brand |  | Rooms | # | 1,319 | 1,427 | 2.6x / 20% CAGR RevPAR growth |
| | | Occupancy | % | 62% | 78% | |
| | | Average Room Rate | ₹ | 1,768 | 3,675 | |
| | | RevPAR | ₹ | 1,095 | 2,883 | |

...gives us competitive advantage

Operating Rooms Growth

■ SAMHI (Organic) ■ SAMHI (Inorganic) ■ ACIC Portfolio

Avg. 369 rooms added per year since inception¹



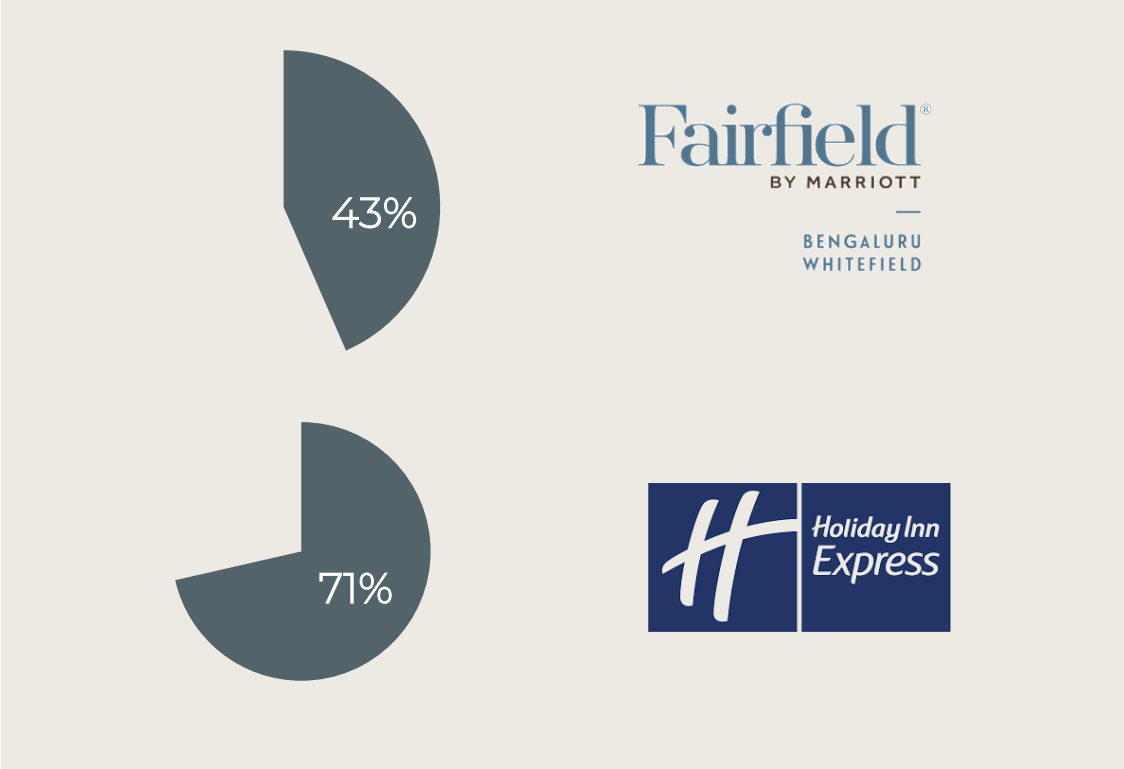
¹ - By number of rooms added per calendar year since inception as of August 31, 2023
Note: We sold 2 assets during FY23, resulting in minor reduction in inventory

We leverage power of strong hotel brands in India

SAMHI¹ has over **43%** share of all **Fairfield by Marriott** and **71%** of **Holiday Inn Express** – two strong global brands in the midscale segment²

While we outsource day to day operations of our hotels to hotel operators, **we control all material aspects:**

- Product development to suit market*
- Brand & operator selection*
- Budgetary approvals*
- Positioning strategy*
- Renovations and asset disposal*



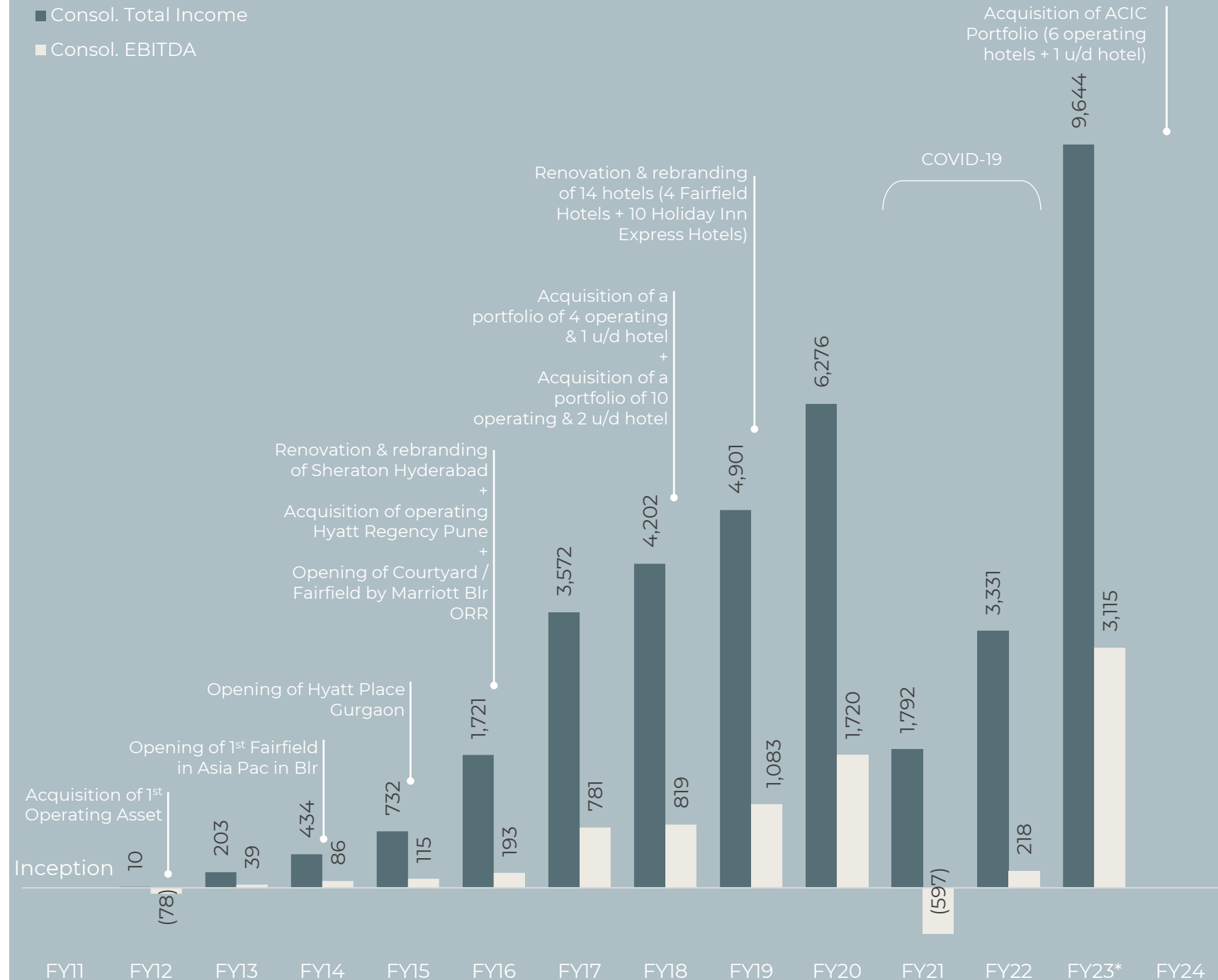
Note: % above shows ownership of hotels under each brand in India by SAMHI, 1 – Proforma with ACIC Portfolio, 2 – Data as of March 31, 2023 (Source: JLL Report)

Track record

of execution and delivering growth

working with world class investors & hotel companies

38% revenue CAGR between FY15 and FY23



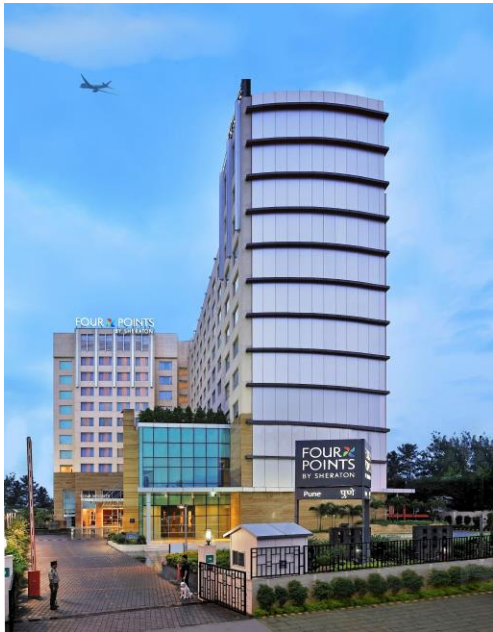
Note: All values in ₹ mn unless specified otherwise
*Proforma basis with ACIC Portfolio

ACIC Portfolio acquisition

A portfolio of **6 operating** assets with 962 rooms acquired in **Aug'23**

Additional real-estate in Navi Mumbai with potential **350 room hotel development**

Opportunity of **revenue growth & margin expansion** by integrating with existing portfolio



ACIC Portfolio

Continued growth & improve our market share

- Acquisition completed on August 10, 2023; full reporting of portfolio as part of SAMHI from Q3FY24
 - We will disclose 'pro-forma' performance for certain headline numbers assuming ACIC portfolio has been fully acquired for full year period.
- Portfolio consists of :
 - 6 operating hotels across 962 rooms - Hyderabad, Pune, Chennai, Ahmedabad & Jaipur
 - 3 Fairfield by Marriott and 3 Four Points by Sheraton
 - Land in Navi Mumbai (MIDC) for development of 350 rooms hotel (Upper Mid-scale segment)
- Key advantages & opportunities
 - Material expansion of our share of Marriott branded Upper Mid-scale hotels
 - Conversion of franchise agreements to management contracts and integration of the portfolio with our shared services center for Marriott operated hotels will improve operating margins - current operating margin of 34% to improve and be in line with our Asset EBITDA level of ~38% over next 3-4 quarters
 - Renovation and rebranding of Pune asset with a higher brand
 - Development of the 350-room hotel in Navi Mumbai – a key growth market

| | | FY22 | FY23 | H1FY24 |
|--------|---|-------|-------|--------|
| Occ. | % | 58% | 79% | 78% |
| ARR | ₹ | 2,998 | 4,918 | 5,127 |
| RevPAR | ₹ | 1,743 | 3,865 | 4,013 |

Experienced and professional team



Ashish Jakhanwala
Chairman, MD & CEO

- Experience across hotel operations, design, consulting and investment
- Previously worked at InterGlobe Hotels (Director, Development) and Pannell Kerr Forster (Consultant)



Rajat Mehra
CFO

- Previously worked with Religare Corporate Services as a EVP - Finance
- CA with diploma in Management from IGNOU

10+ yrs
In SAMHI



Sanjay Jain
Senior Director, Corporate Affairs, Company Secretary and Compliance Officer

- Previously worked with Beekman Helix India and DLF
- B.Com from University of Delhi, Cost Acct. and CS

12+ yrs
In SAMHI



Gyana Das
EVP & Head of Investments

- Previously worked with InterGlobe Hotels
- Masters in City Planning; IIT, Kharagpur & Bachelors in Architecture; NIT, Nagpur

12+ yrs
In SAMHI



Tanya Chakravarty
General Counsel

- Previously worked with Phoenix Legal and Unitech
- Bachelor's degree in law from Army Institute of Law, Mohali

6+ yrs
In SAMHI

Headed by a professional Board with strong corporate experience...



Ashish Jakhanwala
Chairman,
MD & CEO

*Accor
Interglobe Hotels
Pvt. Ltd.
Pannel Kerr Forster
Consultants Pvt. Ltd.*



Manav Thadani
Non-Executive &
Non-Independent
Director

*Hotelivate Pvt. Ltd.
HVS Licensing LLC*



Michael Peter Schulhof
Non-Executive &
Non-Independent
Director

*Air Works India
(Engineering) Pvt.
Ltd.
GTI Holdings LLC.*



Aditya Jain
Independent
Director

*International
Market Assessment
(India) Pvt. Ltd.
PR Pandit Public
Relations Pvt. Ltd.
Chemplast Sanmar
Ltd.*



Michael David Holland
Independent
Director

*Nexus Select Mall
Management Pvt. Ltd.
Embassy Office Parks
Management
Services Pvt. Ltd.
Assetz Property
Management
Services Pvt. Ltd.
JLL*



Ajish Abraham Jacob
Non-Executive &
Non-Independent
Director

*Asiya Capital
Investments
Company K.S.C.P.
Albazie & Co (RSM)
Ernst & Young*



Archana Capoor
Independent
Director

*Tourism Finance
Corporation of India
Birla Cable Limited
S Chand and
Company Ltd.
Sandhar
Technologies Ltd.*



Krishan Dhawan
Independent
Director

*Bank of America
Oracle India*

Glossary

| # | Hotel Brand | City | Location | Operator | Segment | Operating Rooms |
|--------------------------------------|-------------------------|---------------|-----------------------|----------|-----------------|-----------------|
| 1 | Hyatt Regency™ | Pune | Nagar Road | Hyatt | Upper Upscale | 301 |
| 2 | Renaissance | Ahmedabad | SG Highway | Marriott | Upper Upscale | 155 |
| 3 | Sheraton | Hyderabad | Gachibowli | Marriott | Upscale | 272 |
| 4 | Courtyard by Marriott | Bangalore | Outer Ring Road | Marriott | Upscale | 170 |
| 5 | Hyatt Place™ | Gurugram | Udyog Vihar | Hyatt | Upscale | 176 |
| 6 | Four Points by Sheraton | Visakhapatnam | City Center | Marriott | Upper Mid-scale | 123 |
| 7 | Fairfield by Marriott | Bangalore | Whitefield | Marriott | Upper Mid-scale | 104 |
| 8 | Fairfield by Marriott | Bangalore | City Center | Marriott | Upper Mid-scale | 148 |
| 9 | Fairfield by Marriott | Bangalore | Outer Ring Road | Marriott | Upper Mid-scale | 166 |
| 10 | Fairfield by Marriott | Coimbatore | Airport | Marriott | Upper Mid-scale | 126 |
| 11 | Fairfield by Marriott | Chennai | Sriperumbudur | Marriott | Upper Mid-scale | 153 |
| 12 | Fairfield by Marriott | Pune | Kharadi | Marriott | Upper Mid-scale | 109 |
| 13 | Fairfield by Marriott | Goa | Anjuna | Marriott | Upper Mid-scale | 130 |
| 14 | Caspia | New Delhi | Shalimar Bagh | SAMHI | Upper Mid-scale | 142 |
| 15 | Holiday Inn Express | Ahmedabad | SG Road | IHG | Mid-scale | 130 |
| 16 | Holiday Inn Express | Bangalore | Whitefield | IHG | Mid-scale | 161 |
| 17 | Holiday Inn Express | Pune | Hinjewadi | IHG | Mid-scale | 104 |
| 18 | Holiday Inn Express | Gurugram | Sohna Road | IHG | Mid-scale | 205 |
| 19 | Holiday Inn Express | Pune | Pimpri | IHG | Mid-scale | 142 |
| 20 | Holiday Inn Express | Hyderabad | Hi-tech City | IHG | Mid-scale | 150 |
| 21 | Holiday Inn Express | Nashik | Ambad | IHG | Mid-scale | 101 |
| 22 | Holiday Inn Express | Hyderabad | Banjara Hills | IHG | Mid-scale | 170 |
| 23 | Holiday Inn Express | Bangalore | Tumkur Road | IHG | Mid-scale | 115 |
| 24 | Holiday Inn Express | Chennai | Thoraipakkam | IHG | Mid-scale | 149 |
| 25 | Caspia Pro | Greater Noida | Knowledge Park | SAMHI | Mid-scale | 137 |
| Sub-total (Ex-ACIC Portfolio) | | | | | | 3,839 |
| 26 | Fairfield by Marriott | Hyderabad | Gachibowli | - | Upper Mid-scale | 232 |
| 27 | Four Points by Sheraton | Pune | Viman Nagar | - | Upper Mid-scale | 217 |
| 28 | Fairfield by Marriott | Ahmedabad | Ashram Road | - | Upper Mid-scale | 147 |
| 29 | Four Points by Sheraton | Jaipur | City Square | - | Upper Mid-scale | 114 |
| 30 | Four Points by Sheraton | Chennai | OMR | - | Upper Mid-scale | 116 |
| 31 | Fairfield by Marriott | Chennai | Mahindra World Centre | - | Upper Mid-scale | 136 |
| Sub-total (ACIC Portfolio) | | | | | | 962 |
| Grand Total | | | | | | 4,801 |

Management Contract Highlights

| | |
|---|-------|
| Average Tenure (yrs) | 24.1 |
| Average Residual Tenure as on Jun'23 (yrs) | 18.3 |
| Management Fee as % to Total Income from Assets (FY23) (Base & Incentive Fee) | 4.75% |



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The equity shares of SAMHI Hotels Ltd. were listed on National Stock Exchange of India Ltd. (NSE) and BSE Ltd. (BSE) on 22 September 2023. Accordingly, the unaudited standalone and consolidated financial results for the quarter ended 30 June 2023 has been drawn up for the first time in accordance with the requirement of Regulation 33 of the Listing Regulations.



Thank You



Company

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