

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.

29th May 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: Investor Presentation for Quarter 4 - FY 24

Dear Sir / Madam,

Please find attached the Investor Presentation on the performance of the Company for the Quarter 4 – 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



Renaissance Ahmedabad Lobby



SAMHI Hotels Ltd

Investor Presentation – Q4FY24

SAMHI Hotels - One of India's leading hospitality company

31
Operating Hotels

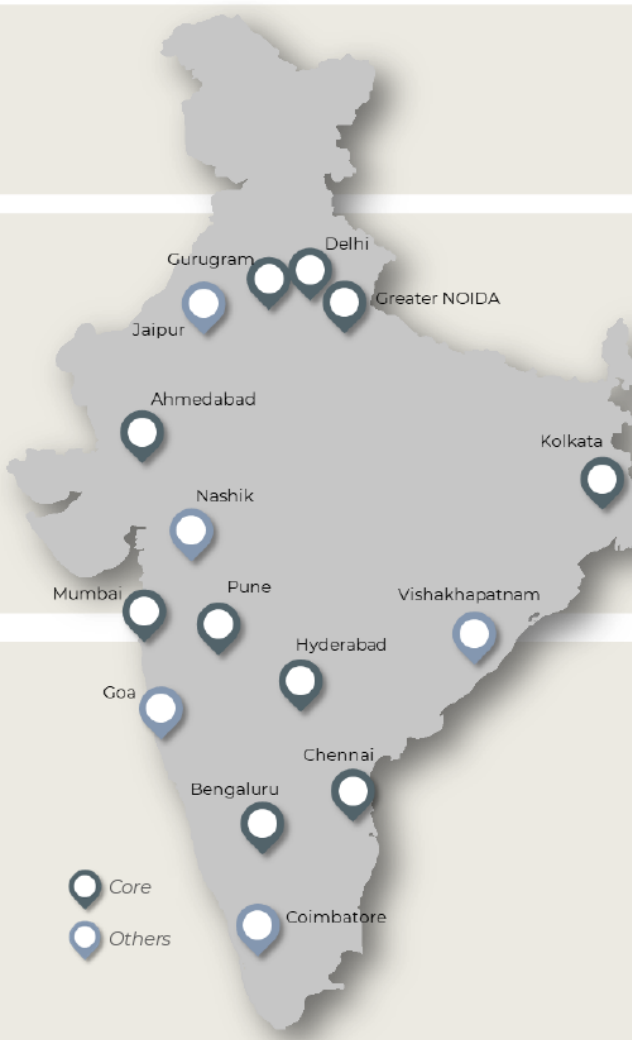
4,801
Operating Rooms

13
Cities

8
Global Hotel Brands

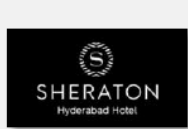
- SAMHI is one of India's largest hotel owner and asset manager
- Presence in key micro-markets within metros & across segments with strong global brands
- Growth driven by an acquisition & turn-around led strategy (37% 10-year Revenue CAGR)
- Capital efficient on cost per room basis due to choice of segments and operating model
- During FY24, total income of ~₹10.5bn and EBITDA of ~₹3.7bn¹

Portfolio snapshot



Hotel Name	City	Category	#Rooms	%
Hyatt Regency on Nagar Road	Hyderabad	Upper Upscale & Upscale	1,074	22%
Sheraton, Hyderabad	Hyderabad	Upper Upscale & Upscale	1,074	22%
Renaissance, Ahmedabad	Ahmedabad	Upper Upscale & Upscale	1,074	22%
Courtyard, Bangalore (ORR)	Bangalore	Upper Upscale & Upscale	1,074	22%
Hyatt Place in Udyog Vihar, Gurugram	Gurugram	Upper Upscale & Upscale	1,074	22%
Four Points, Vizag	Vizag	Upper Mid-scale	2,163	45%
Fairfield, Bangalore (City Center)	Bangalore	Upper Mid-scale	2,163	45%
Fairfield, Bangalore (ORR)	Bangalore	Upper Mid-scale	2,163	45%
Fairfield, Coimbatore	Coimbatore	Upper Mid-scale	2,163	45%
Fairfield, Chennai (SPMB)	Chennai	Upper Mid-scale	2,163	45%
Fairfield, Hyderabad	Hyderabad	Upper Mid-scale	2,163	45%
Four Points, Pune	Pune	Upper Mid-scale	2,163	45%
Fairfield, Pune	Pune	Upper Mid-scale	2,163	45%
Fairfield, Bangalore (Wht.)	Bangalore	Upper Mid-scale	2,163	45%
Fairfield, Goa	Goa	Upper Mid-scale	2,163	45%
Caspia, Delhi	Delhi	Upper Mid-scale	2,163	45%
Fairfield, Ahmedabad	Ahmedabad	Upper Mid-scale	2,163	45%
Four Points, Jaipur	Jaipur	Upper Mid-scale	2,163	45%
Four Points, Chennai (OMR)	Chennai	Upper Mid-scale	2,163	45%
Fairfield, Chennai (MWC)	Chennai	Upper Mid-scale	2,163	45%
HIEX, Ahmedabad	Ahmedabad	Mid-scale	1,564	33%
HIEX, Bangalore (Wht.)	Bangalore	Mid-scale	1,564	33%
HIEX, Gurgaon	Gurgaon	Mid-scale	1,564	33%
HIEX, Pune (Pimpri)	Pune	Mid-scale	1,564	33%
Caspia Pro, Greater Noida	Greater Noida	Mid-scale	1,564	33%
HIEX, Pune (Hinjewadi)	Pune	Mid-scale	1,564	33%
HIEX, Chennai	Chennai	Mid-scale	1,564	33%
HIEX, Hyderabad (Hi-tech)	Hyderabad	Mid-scale	1,564	33%
HIEX, Nashik	Nashik	Mid-scale	1,564	33%
HIEX, Hyderabad (Banjara)	Hyderabad	Mid-scale	1,564	33%
HIEX, Bangalore (Tumkur)	Bangalore	Mid-scale	1,564	33%

Portfolio of strong brands across price point



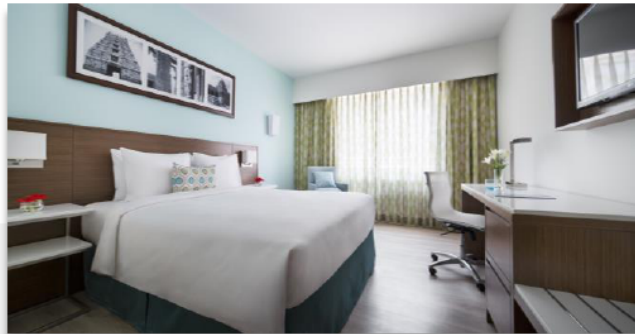
8 Global brands



Upper Upscale / Upscale

5 hotels 1,074 rooms

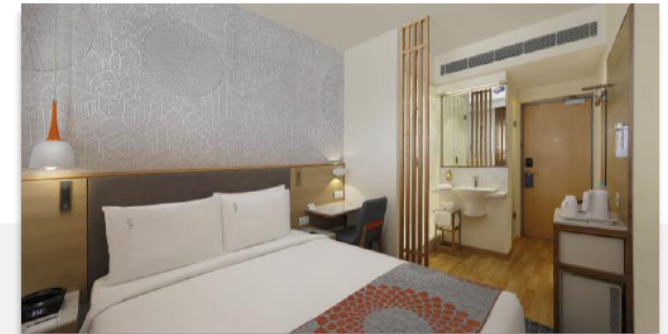
Individually stylized hotels catering to high-end business travelers. Provide extensive dining options and large social and meeting venues



Upper Mid-scale

15 hotels 2,163 rooms

Prototypical design for efficiency and scalability; cater to a wide spectrum of travelers. Can cater to medium sized meeting and social events. One of the market leaders in the segment



Mid-scale

11 hotels 1,564 rooms

One of the most efficient hotel products in market; highly scalable. Focus on high quality and affordable room and breakfast

FY24

A Year of Transformation

Total Income : ~₹10.5bn; EBITDA ~₹3.7bn¹
Strong operational performance: 17% full year RevPAR² growth

Material reduction in debt/ finance cost
Successful capital raise through IPO

Established path to investable surplus and PAT
~ achieved ₹2bn annualized run rate of free cash

Financial summary

Q4-FY24

FY24

FY24

% chg. Year on year (YoY)

ACIC consolidated w.e.f.
Aug'23

Pro-forma
Incl. ACIC full year

RevPAR ¹	₹4,830 + 16.9%	₹4,123 + 17.0%
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Total Income	₹2,899mn + 36.9%	₹9,787mn + 28.5%
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EBITDA <i>Pre-ESOP</i>	₹1,077mn +35.7%	₹3,484mn +32.4%
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₹10,527mn

₹3,681mn

Strong base of performance for FY25

SAMHI is set for a strong performance in FY25 driven by continued RevPAR growth for same store hotels, opening of new hotels/ rooms during FY25 and further improvement in margins

PBT	₹70mn	₹(1,709)mn
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PAT	₹113mn	₹(2,346)mn
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1. Based on Same-store i.e. excludes ACIC Portfolio acquired in Aug'23 and 2 sold assets in Feb'23

FY14 - FY24 : Marathon run at pace of a sprint

Inventory growth of **~450 rooms** per year

Revenue CAGR of **37%**

EBITDA CAGR of **45%**

Year of Inception

₹ 434 mn

₹10,527mn
ACIC full year

₹ 9,787 mn

FY11 FY12 FY13 FY14 FY15 FY16 FY17 FY18 FY19 FY20 FY21 FY22 FY23 FY24



Strong base for growth

+ Reduced leverage

Net Debt : EBITDA reduced from 8.7x in Mar'23 to 4.9x in Mar'24

Growth in EBITDA & repayment of debt to further reduce leverage ratio to ~3.0x

+ Free cash from operations gives us flexibility

Based on current run-rate, SAMHI to generate about ₹2,250-2,500mn free-cash from operations in FY25

This will augment our existing cash of ₹2,625mn and provide ~₹5,000mn of total liquidity for growth and for deleveraging

+ Robust pipeline in core markets

New opportunities in key markets with quick capex to revenue turnaround will provide long term growth to our business



Fairfield Hyderabad All Day Dining

SAMHI Hotels Ltd.

Macro Dynamics

Focus on key demand drivers



Cities with large volume of air passengers, a key demand driver for hotel room nights. Primary driver of business hotels

Established organized hospitality markets provide resilience against new supply and predictable demand pattern. Allows to focus on business efficiencies rather than speculation of demand

Primary catalyst for business travel and related socio-economic activities. Driver of purchasing power of the market

Robust commercial activity across key markets

	Office market size ¹ (mn sq. ft.)		FY24 Net Absorption ²
	■ Current	■ Upcoming	Total of ~43 mn sqft
Bangalore	205	35	14.0
Hyderabad	124	45	7.5
Pune	79	21	5.4
Delhi NCR	151	22	5.2
Kolkata	29	3	0.9
Chennai	75	14	3.8
Mumbai	151	20	6.2

4 Key Markets (Bangalore, Hyderabad, Pune, Delhi NCR) captured ~ 75% of the total absorption

Contribute to 75% of SAMHI's FY24 Asset Income

1. Source: JLL Report as of March 31, 2024
 2. Source: Cushman and Wakefield office report

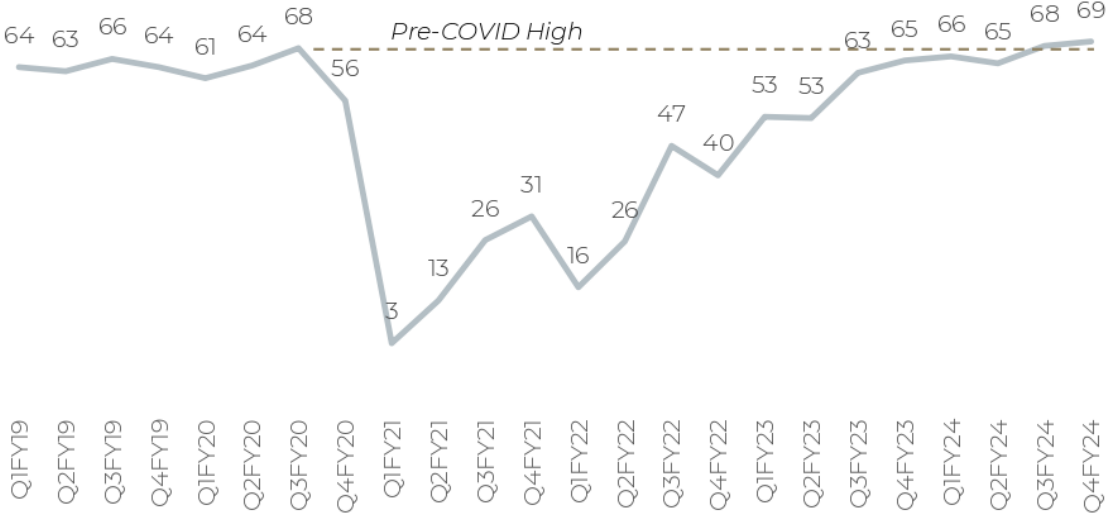
Continued travel recovery

~270 million passengers in FY24¹

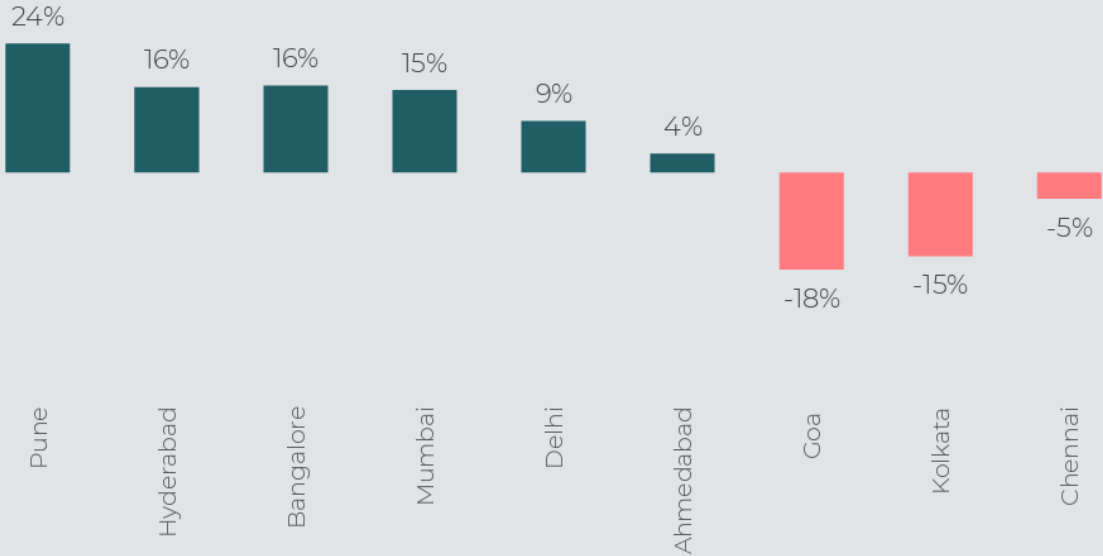
Q4FY24 – 1st quarter to breach pre-COVID high with **total of 69 million passengers**

- Core office markets driving airline passenger growth; Pune, Bangalore, and Hyderabad materially higher than pre COVID
- With all major airports undergoing expansion and construction of new airports, travel in India is expected to witness high growth in near future

QoQ airline passenger growth (in mn)¹



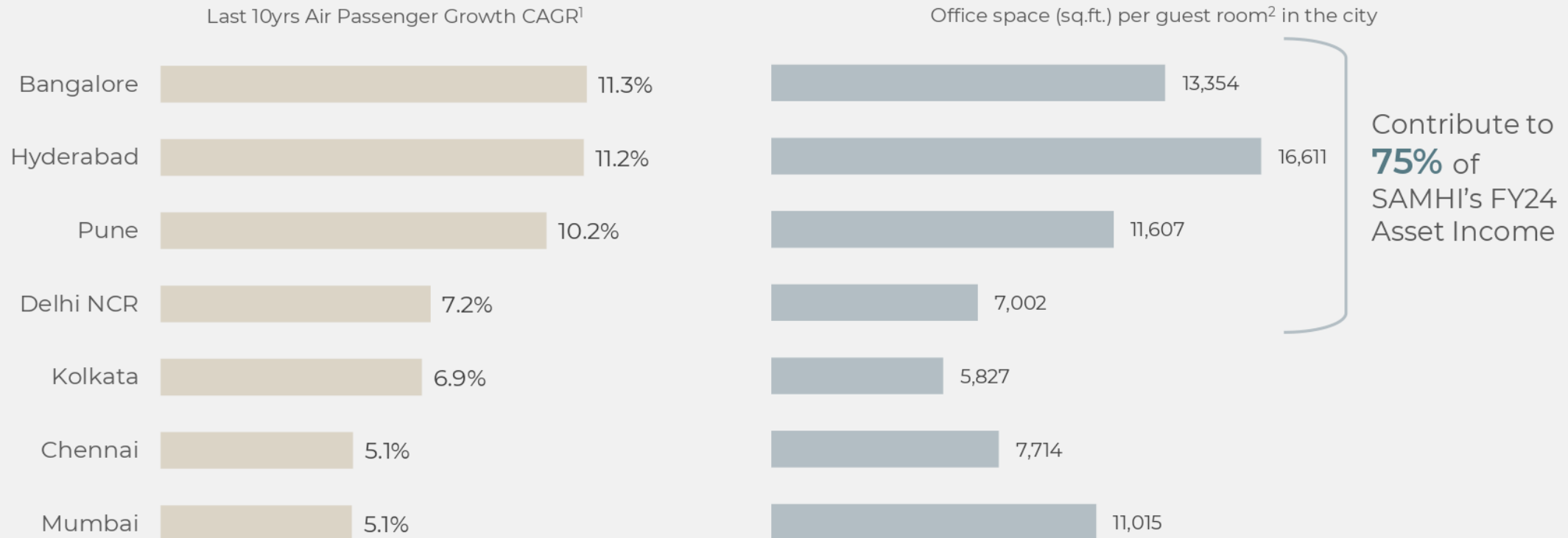
FY24 change over FY20



1. Source: Director General of Civil Aviation

SAMHI portfolio - in right markets

- Our two bets about business travel – (i) growth of office space & (ii) airline, have played out well
- We continue to look for opportunities to have a larger market share of these cities





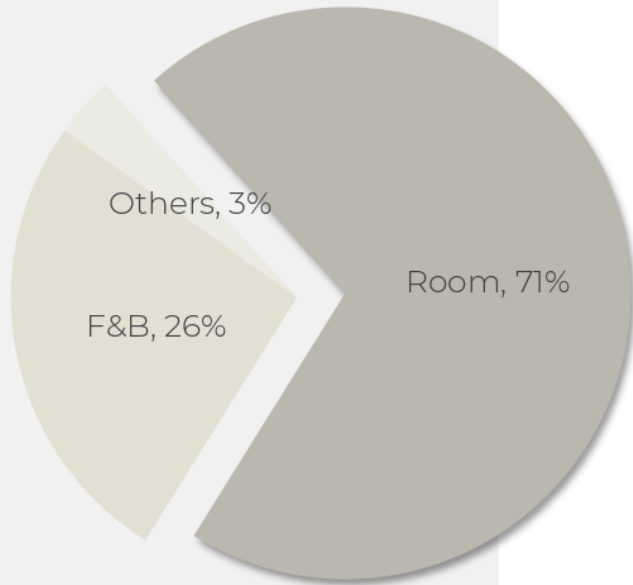
Fairfield Sriperumbudur All-Day Dining

SAMHI Hotels Ltd.

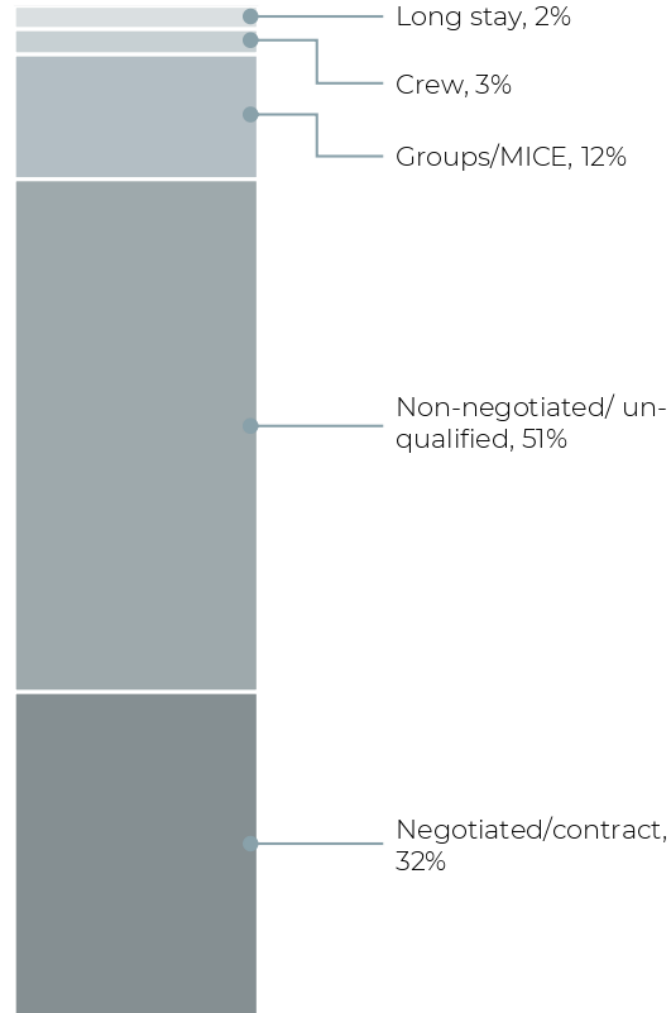
Performance Summary

Sources of revenues

Asset Income Split (FY24)

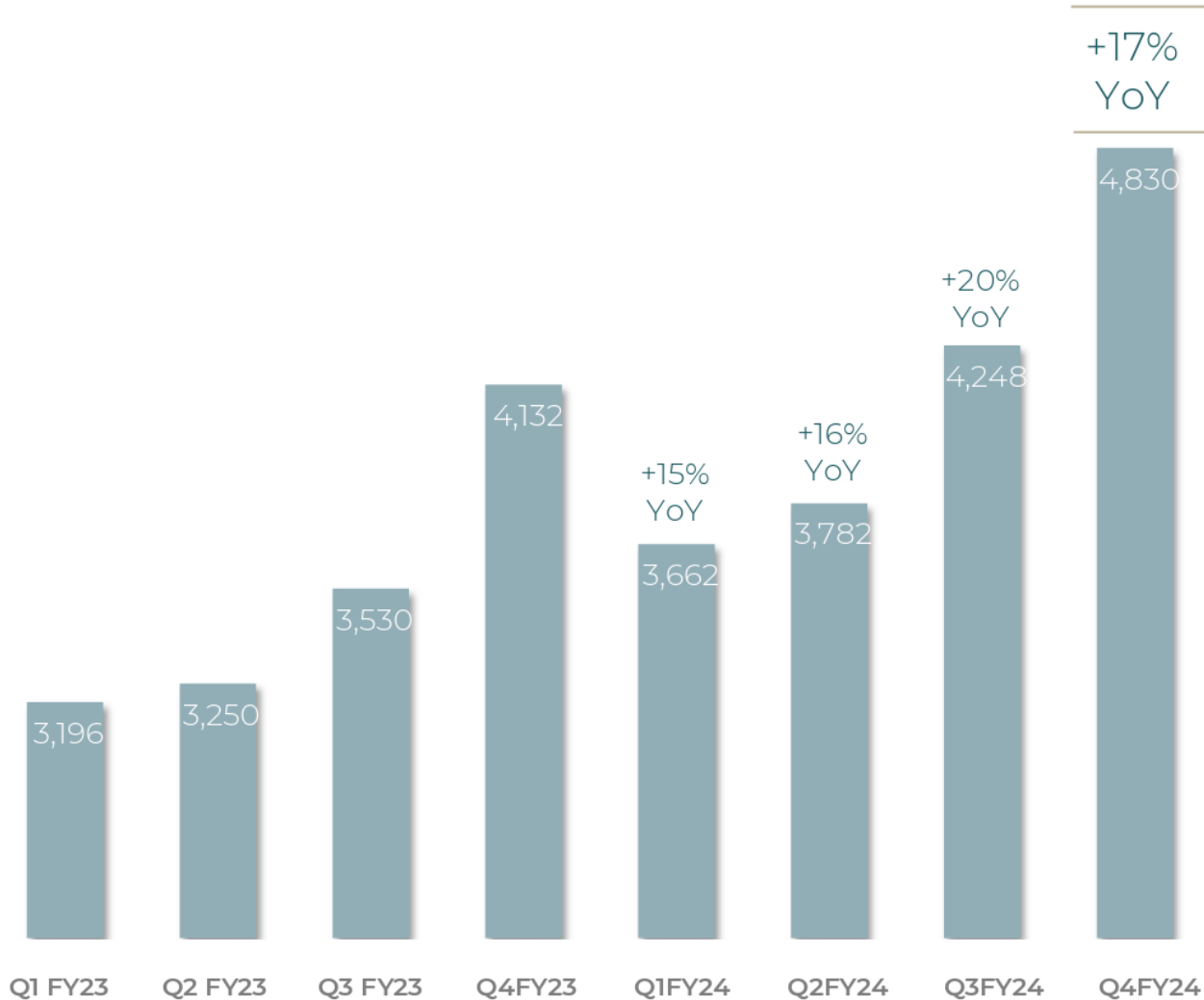


Room Revenue Split (FY24)

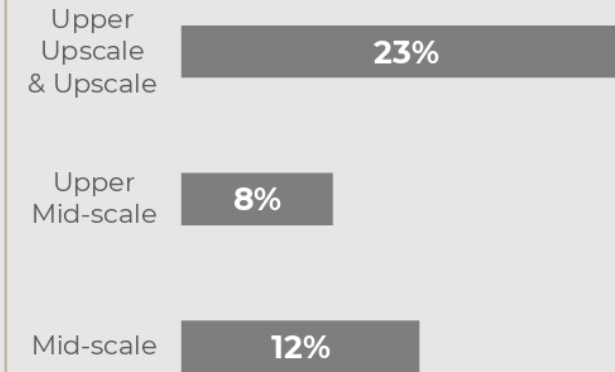


We maintain a room focused business, which in our opinion will allow more stable future income and predictable operating costs

RevPARs continue upward trend



Segment wise RevPAR growth (for Q4 FY24 YoY)



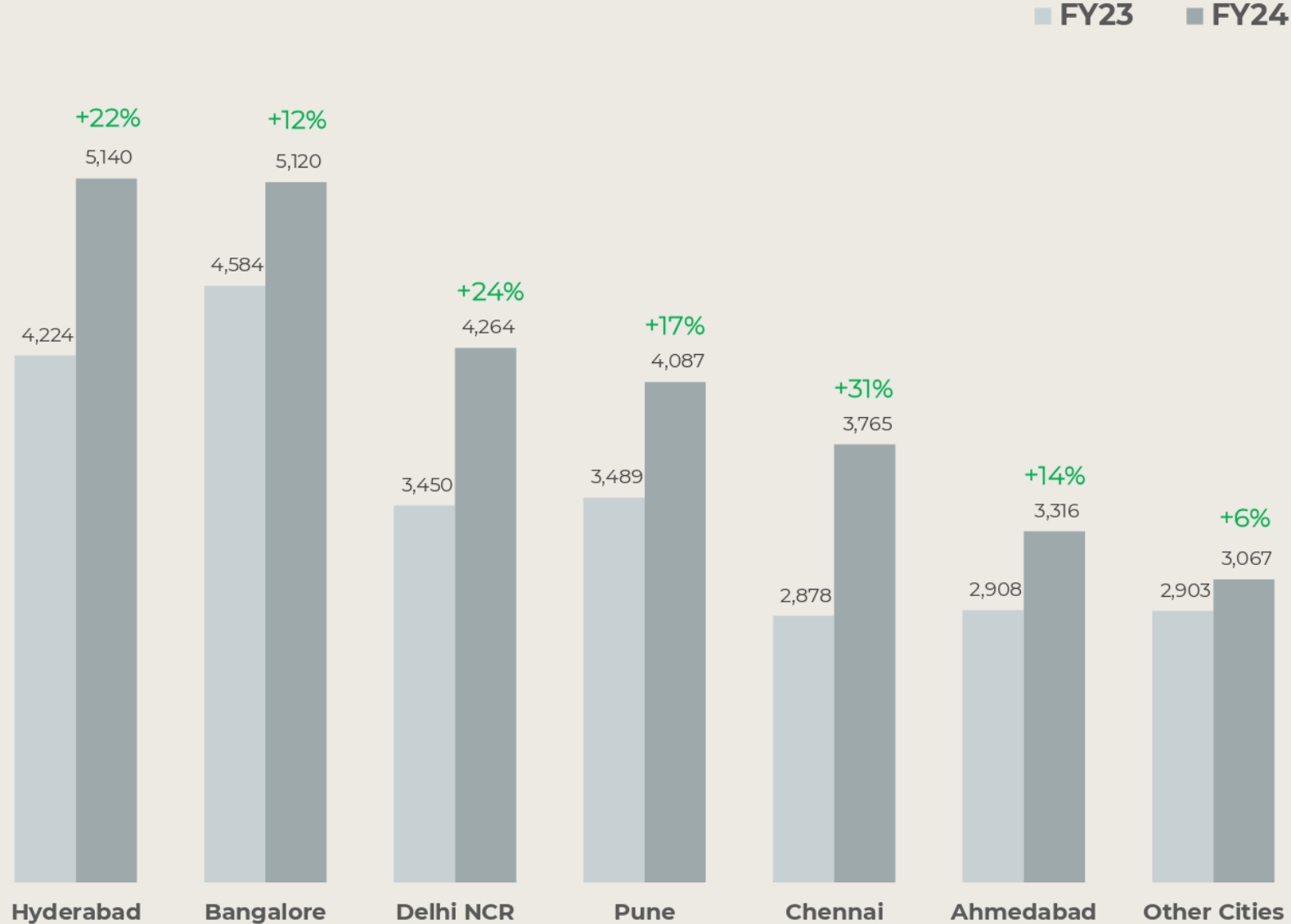
Revenue Contribution of the Segment (Q4 FY24)



RevPARs are expected to maintain upward trend driven by continued office space absorption and growth in air passengers

City Wise RevPAR

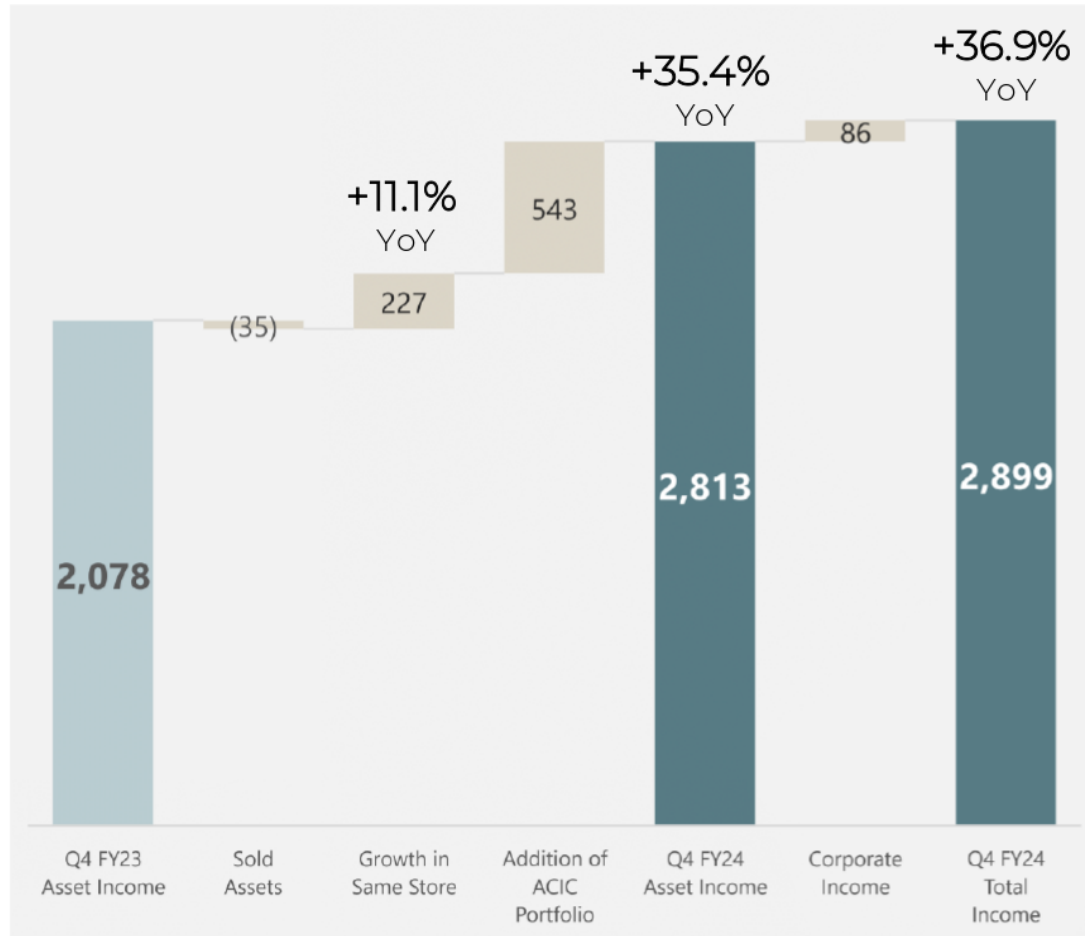
Driven by fast growing commercial office market, we expect large cities to drive RevPAR growth in India



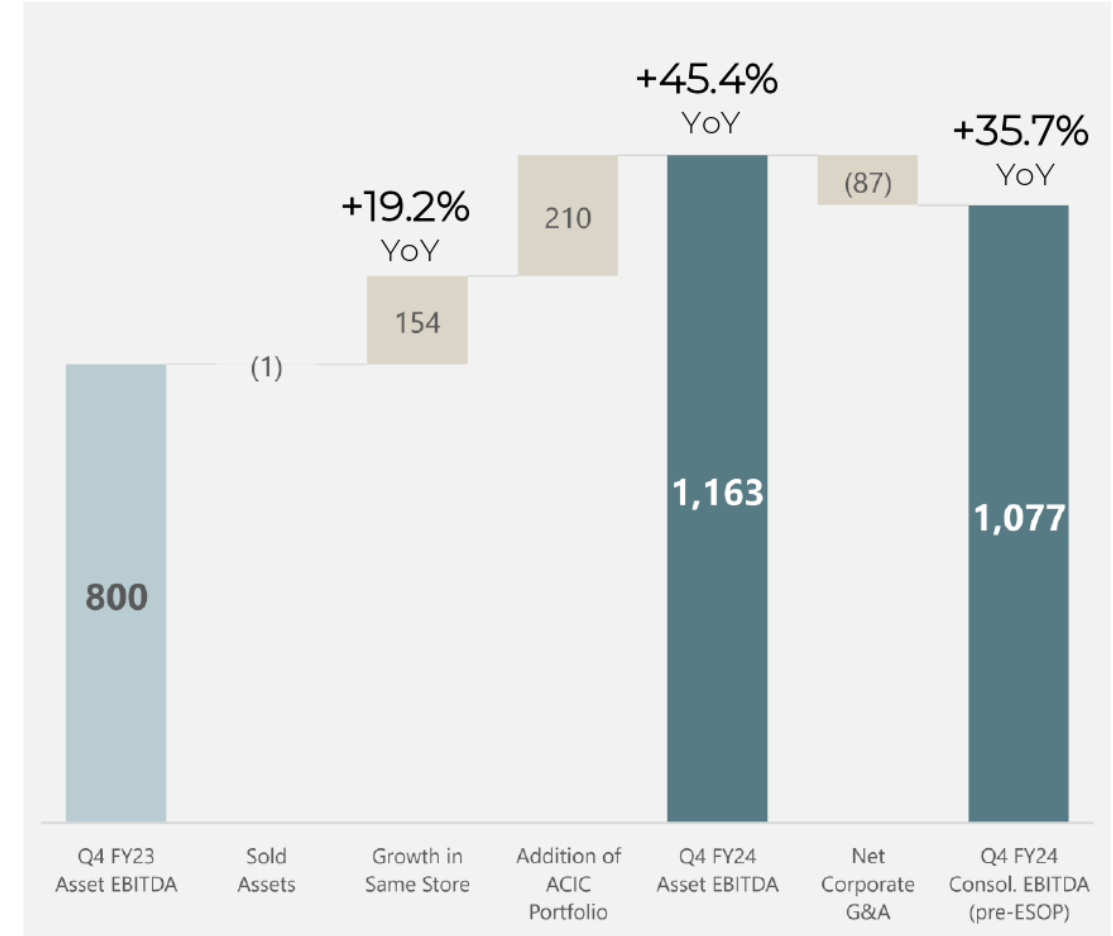
Note: Based on Same-store i.e. excludes ACIC Portfolio acquired in Aug'23 and 2 sold assets in Feb'23; Delhi NCR is excluding the two assets under renovation: Caspia Pro, Greater Noida and Caspia, Delhi

Q4FY24 - Total Income and Consol. EBITDA bridge

Total Income (₹ mn)



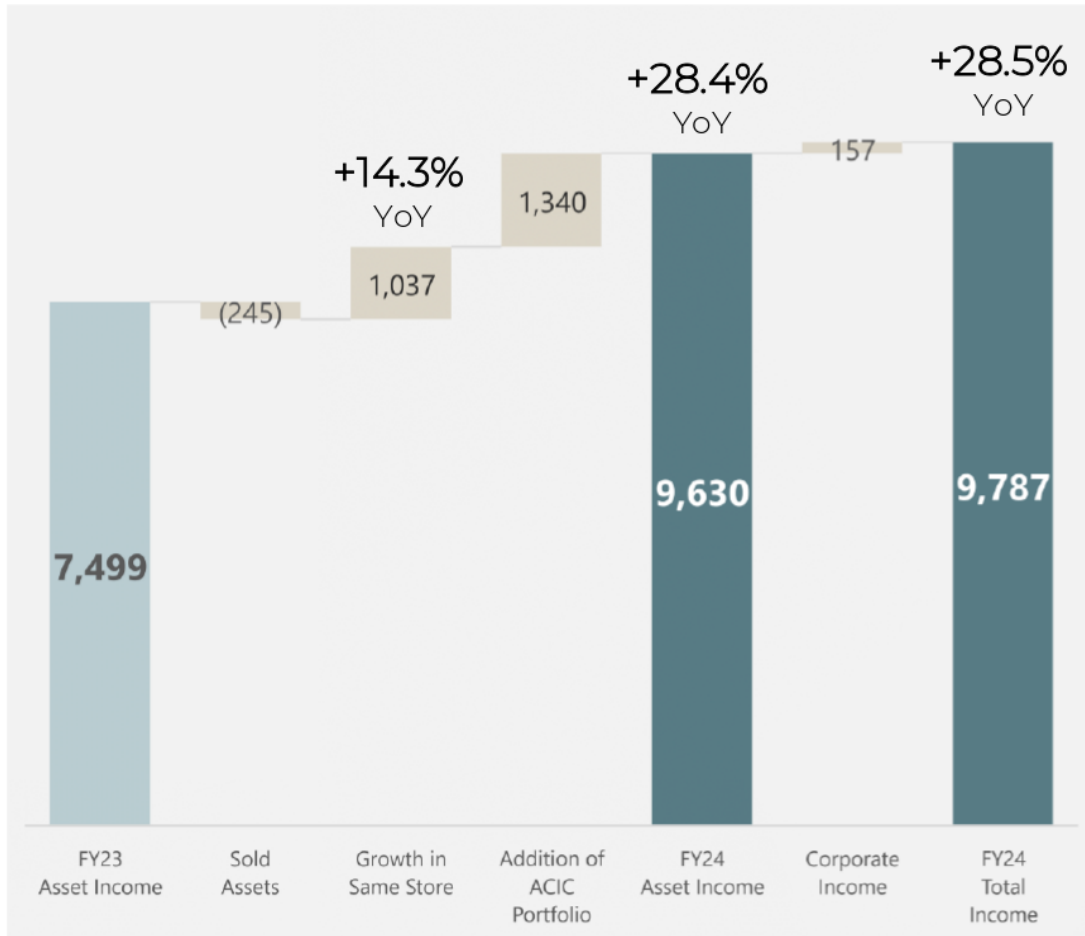
Consol. EBITDA (pre-ESOP) (₹ mn)



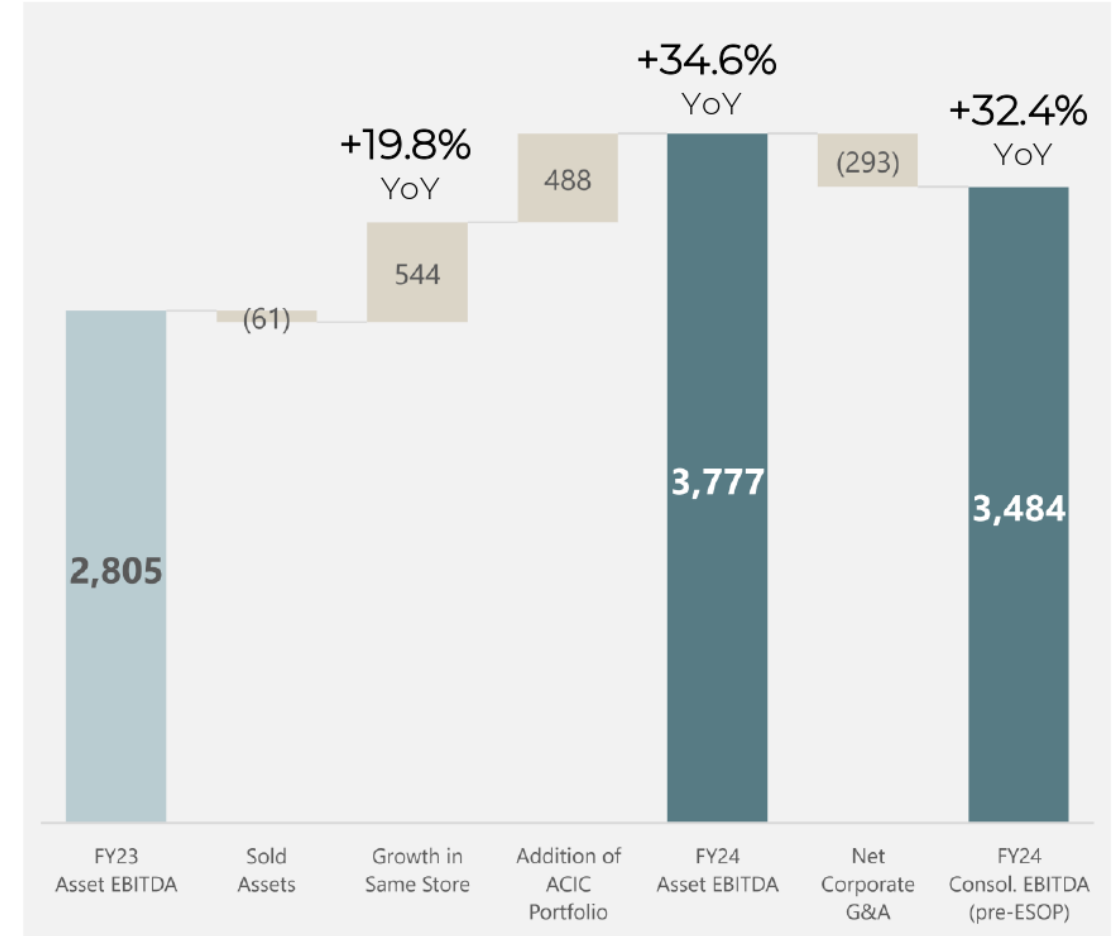
●●● Note: Includes impact of ACIC acquisition wef. August 11, 2023

FY24 - Total Income and Consol. EBITDA bridge

Total Income (₹ mn)



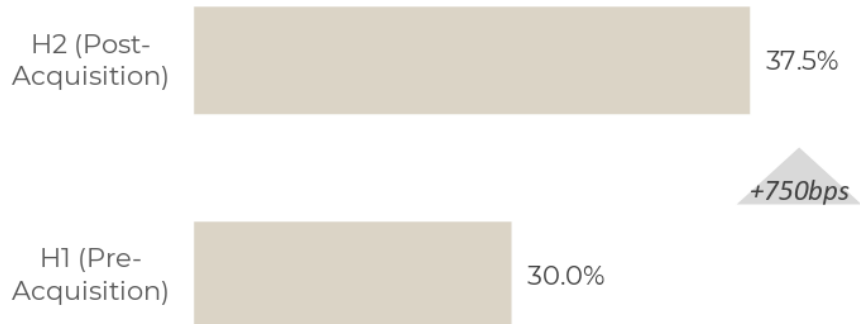
Consol. EBITDA (pre-ESOP) (₹ mn)



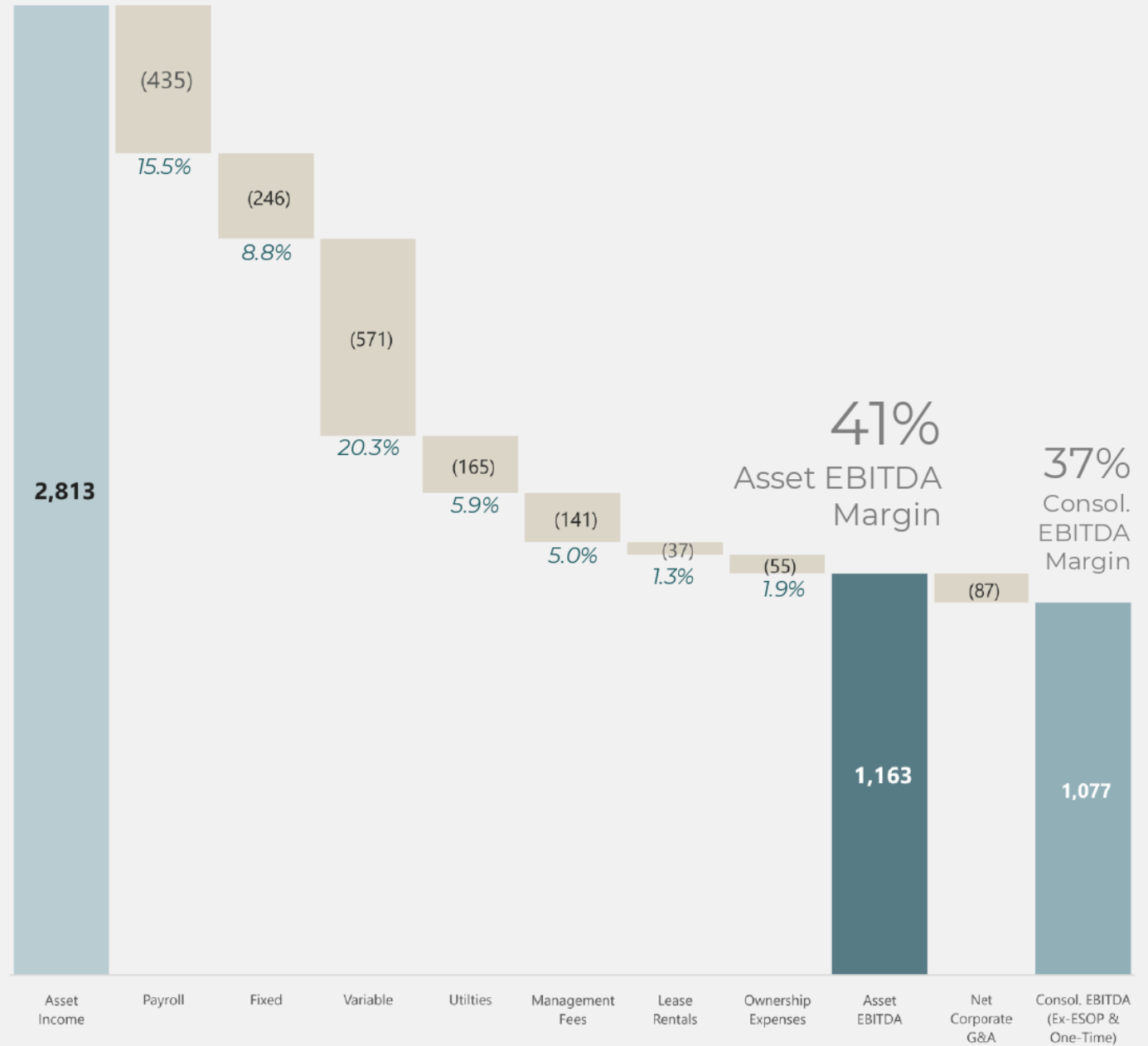
Operational efficiency

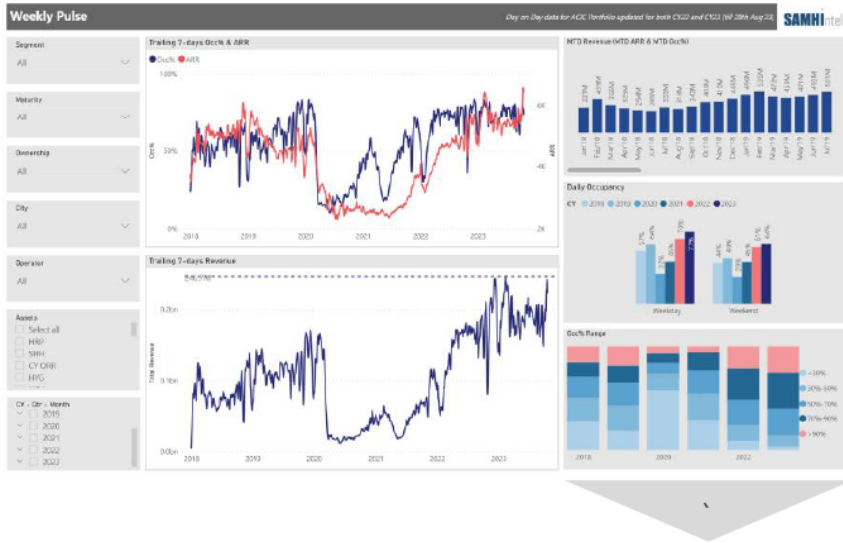
We are making good progress integrating ACIC portfolio with our existing Marriott operated hotels. We expect to complete this in the next two quarters.

Improving Margins in ACIC Portfolio

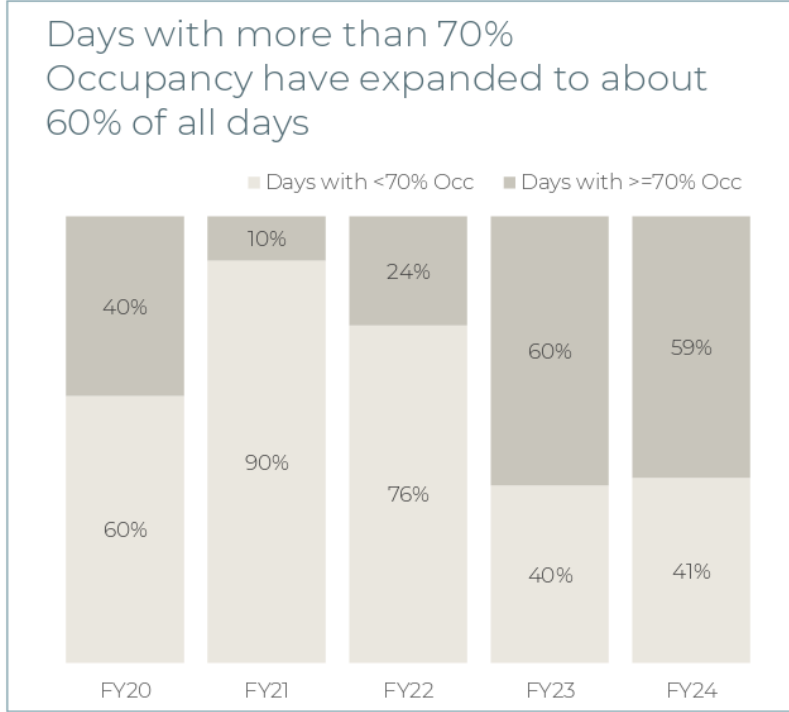
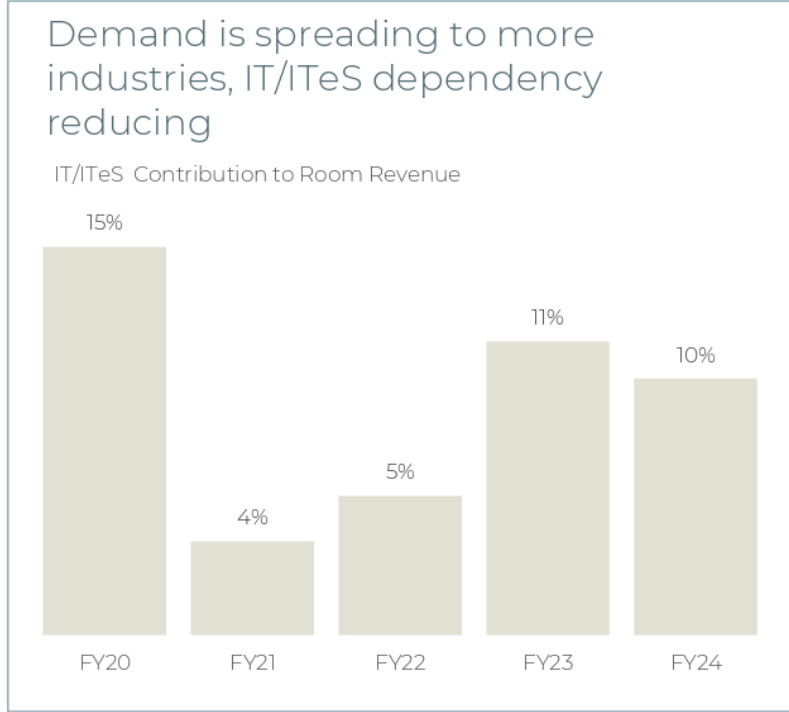
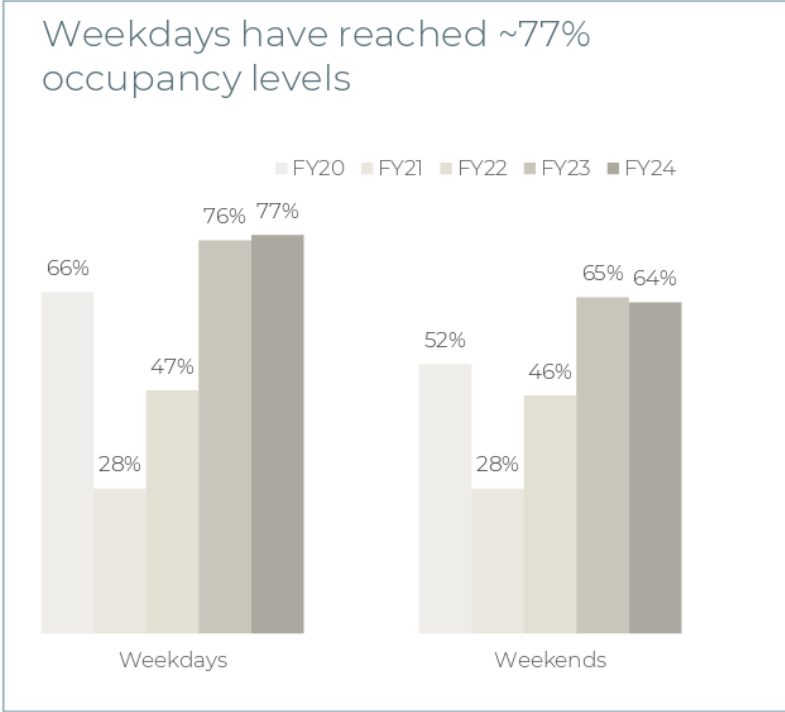


Q4FY24





SAMHIintel is our inhouse and proprietary asset management tool. It provide valued insights to our business. We are certain that as we collect more data from our hotels, this would allow to add more value to our business.





Hyatt Place Gurgaon All Day Dining

SAMHI Hotels Ltd.

Segment Performance

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

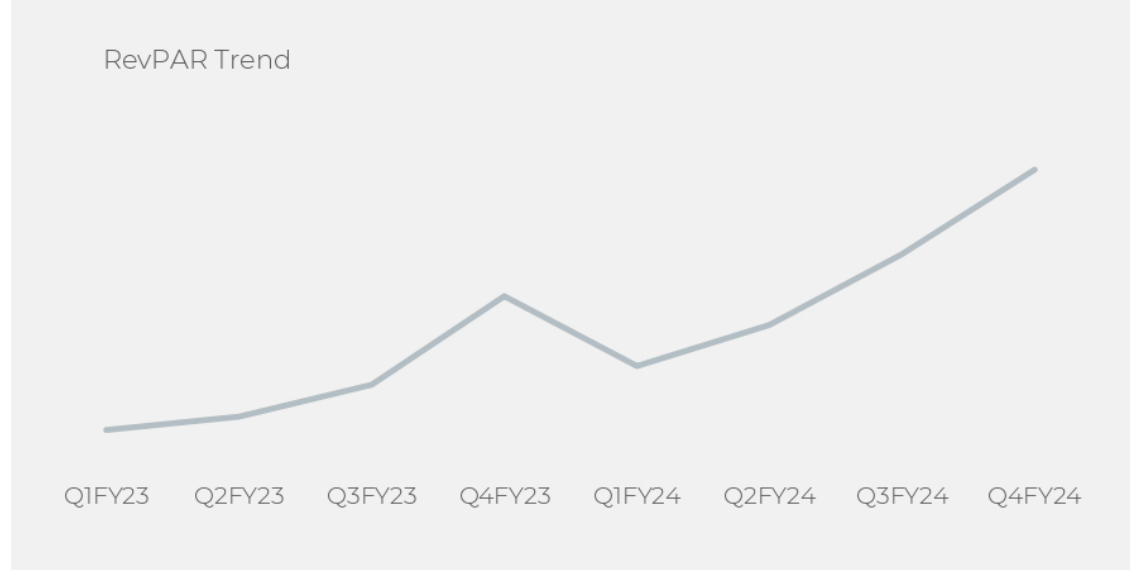
43% of Asset Revenues for Q4FY24

31% revenue from Food & Beverage

⊕ Upcoming

- Addition of
 - 16 service apartments at Hyatt Regency Pune (potential to go up to 23 apartments)
 - 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

	Q4FY24	(Y-o-Y)	FY24	(Y-o-Y)	FY23
Occupancy (%)	78%	▲	74%	▲	71%
ARR (₹)	10,076	▲	8,954	▲	7,643
RevPAR (₹)	7,909	▲	6,648	▲	5,456



Upper Mid-scale 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.



15 hotels 2,163 rooms in 10 cities

45% of total room inventory

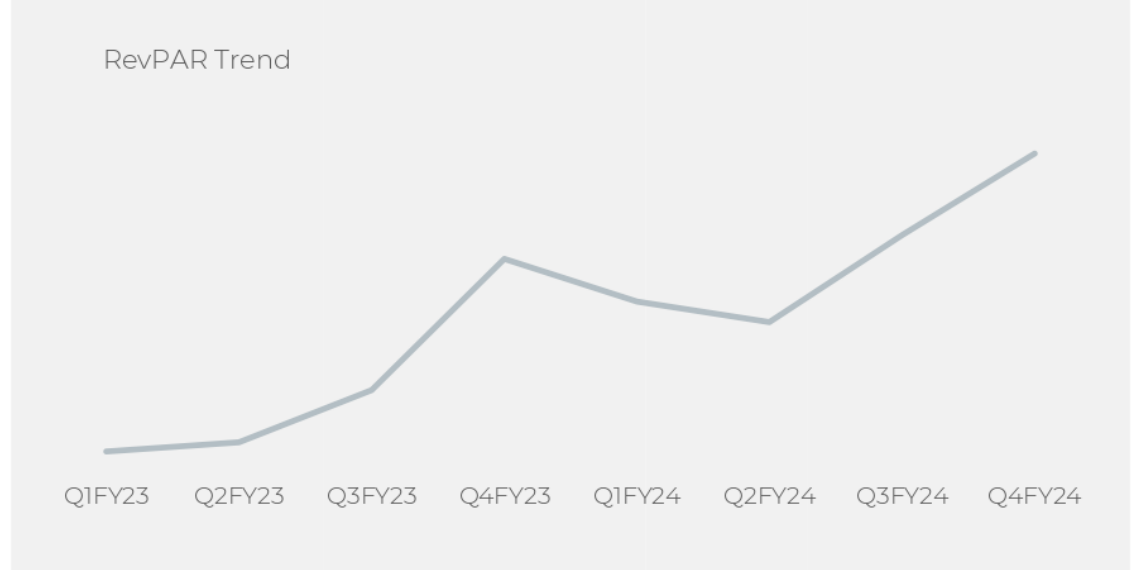
42% of Asset Revenues for Q4FY24

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 rooms in Navi Mumbai¹
- Renovation & rebranding of Caspia Delhi
- Renovation & rebranding of Four Points by Sheraton Pune

	Q4FY24	(Y-o-Y)	FY24	(Y-o-Y)	FY23
Occupancy (%)	73%	■	72%	▼	75%
ARR (₹)	6,058	▲	5,580	▲	4,498
RevPAR (₹)	4,438	▲	4,026	▲	3,351



From top to bottom: Fairfield by Marriott Blr City Centre, Fairfield by Marriott SPMB, Four Points Chennai OMR, Fairfield by Marriott Coimbatore, Fairfield by Marriott Blr ORR, Four Points Vizag
 1 – Subject to on-going discussions with authorities

Mid-scale 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.



11 hotels 1,564 rooms in 7 cities

33% of total room inventory

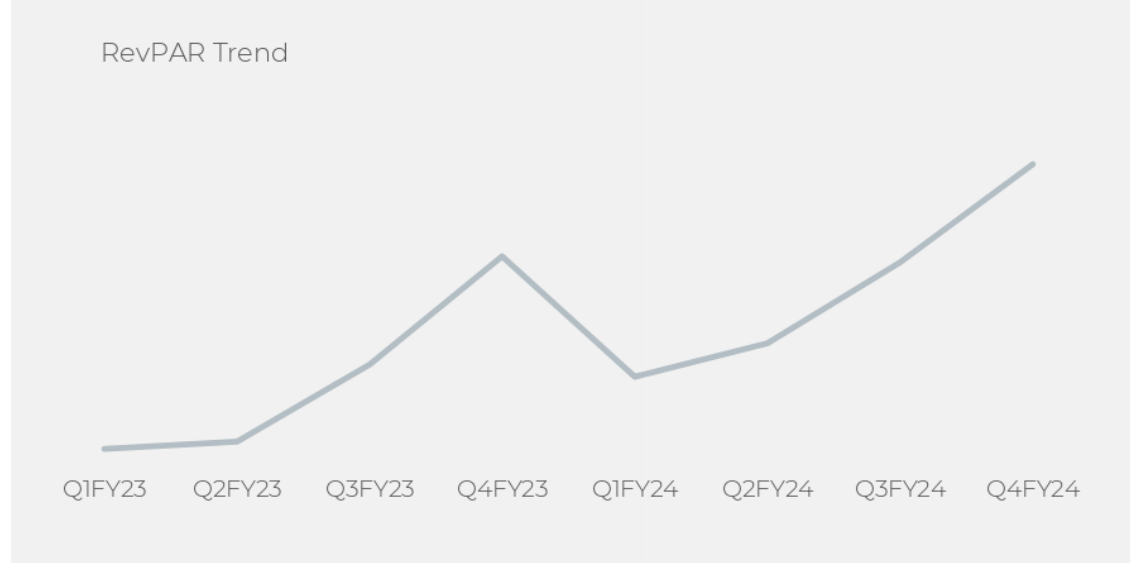
15% of Asset Revenues for Q4FY24

9% revenue from Food & Beverage

⊕ Upcoming

- 111 rooms Holiday Inn Express in Kolkata
- 54 rooms at Holiday Inn Express Whitefield
- 137 rooms renovation & rebranding of Caspia Pro Greater Noida
- Evaluating capital efficient long-term leases in key markets for future expansions

	Q4FY24	(Y-o-Y)	FY24	(Y-o-Y)	FY23
Occupancy (%)	79%	▲	72%	▲	69%
ARR (₹)	3,758	▲	3,523	▲	3,210
RevPAR (₹)	2,967	▲	2,533	▲	2,226



SAMHI Hotels Ltd.

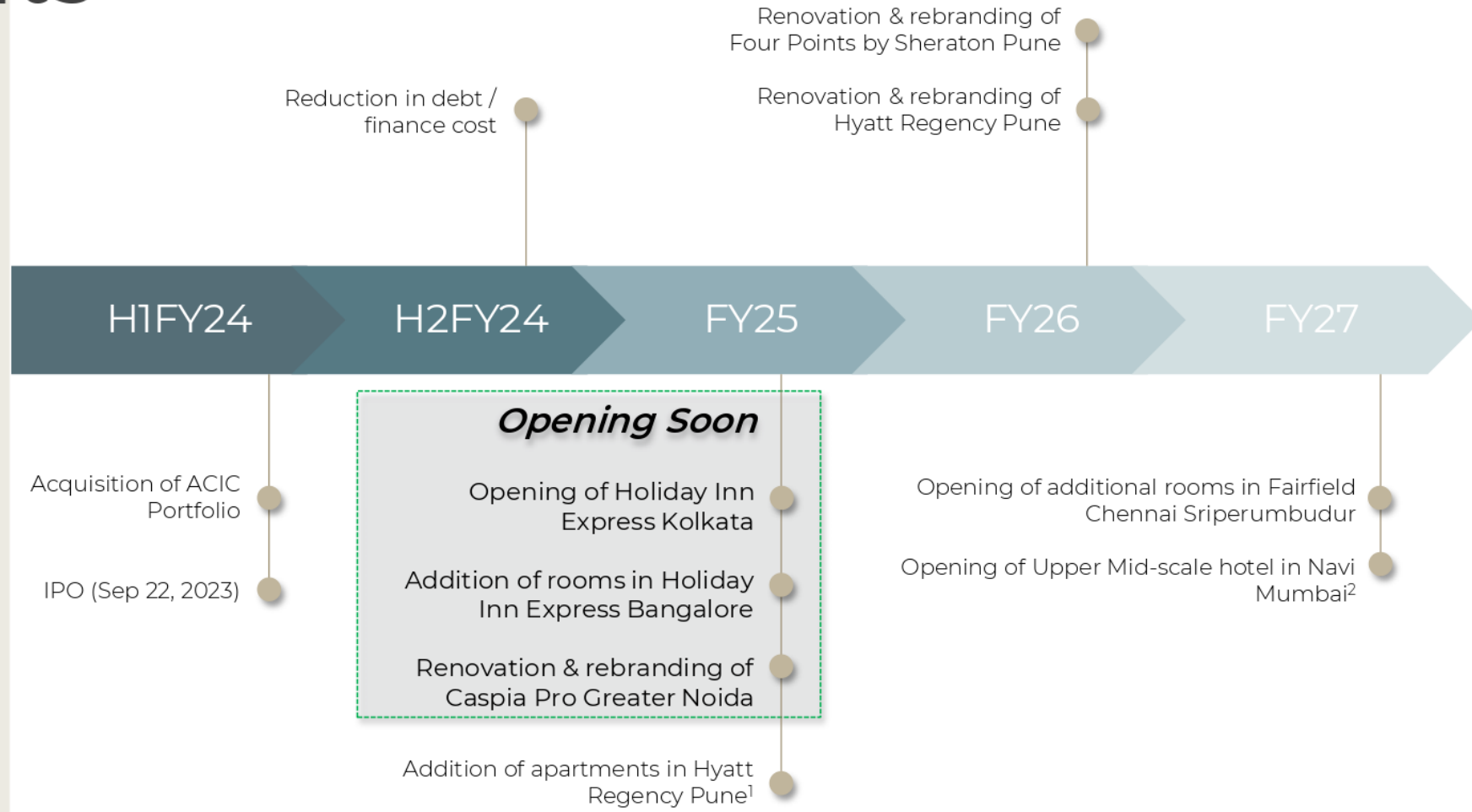
Growth Drivers



© IQat, an Regency Pune

Holiday Inn Express Gurgaon Great Room

Upcoming developments



1 – Potential to expand up to 23 apartments

2 – Project on hold and is subject to on-going discussions with authorities

Significant Upside

Total Inventory of
5,418 Rooms
by FY28

New inventory,
11%

- Significant capex already invested in these assets
- Inventory addition starting H2FY25 till FY28
- Evaluating capital efficient long-term leases in key markets for future expansions

Rooms	617
Revenue/ EBITDA	Nil

ACIC, 14%

- In process of transition of Marriott managed
- Clustering with SAMHI shared services center to improve margins and revenue distribution

Rooms	1,665
Revenue ¹	₹3,693mn
EBITDA ¹	₹1,218mn
Margin	33%

Rebranding,
17%

- 5 hotels with over 17% total inventory to undergo rebranding post renovation
- **Significant RevPAR/ Revenue growth** with rebranding and margins to improve in line with same store hotels

Same Store,
58%

- 58% inventory share / 69% EBITDA contribution
- Strong market tailwinds support continued RevPAR growth
- Improvement in market share of certain hotels

Rooms	3,136
Revenue ¹	₹6,671mn
EBITDA ¹	₹2,773mn
Margin	42%

Portfolio

Note:

1 – Revenue & EBITDA refers to FY24 Asset Income & EBITDA for the respective category of assets
– For classification of assets (Same Store/ACIC/Rebranding) refer glossary on Slide #37



Opening soon :

302 rooms, one new market by Q3 FY25, revenue potential of ₹250-300mn

Holiday Inn Express Whitefield
Extension: 54 Guestrooms



Holiday Inn Express Kolkata
111 Guestrooms



Holiday Inn Express Greater NOIDA
137 Guestrooms





Sheraton Hyderabad Reception Lobby

SAMHI Hotels Ltd.

Summary Financials

Financial summary

(Consolidated P&L)

	Q4FY24	Q4FY23	Change%	FY24	FY23	Change%	Proforma basis ² FY24
Operating Rooms (#)	4,664 ¹	4,050		4,664 ¹	3,839		4,664 ¹
Occupancy (%)	76%	74%		73%	72%		73%
Average Room Rate (₹)	6,279	5,570		5,718	4,850		5,669
Asset Income	2,813	2,078	35.4%	9,630	7,499	28.4%	10,364
Asset EBITDA	1,163	800	45.4%	3,777	2,805	34.6%	3,991
<i>EBITDA Margin</i>	<i>41.4%</i>	<i>38.5%</i>		<i>39.2%</i>	<i>37.4%</i>		<i>38.5%</i>
Other Income	86	39		157	117		163
Corporate G&A	(172)	(46)		(450)	(290)		(472)
Net Corporate G&A	(87)	(7)		(293)	(173)		(310)
Consolidated EBITDA (pre-ESOP cost & one-time expense)	1,077	793	35.7%	3,484	2,632	32.4%	3,681
ESOP ³ Cost	(115)	(26)		(459)	(26)		(459)
Other One-Time Expenses	-	-		(146)	-		(161)
Consolidated EBITDA (Reported)	962	767		2,879	2,606		3,060
<i>EBITDA Margin</i>	<i>33.2%</i>	<i>36.2%</i>		<i>29.4%</i>	<i>34.2%</i>		<i>29.1%</i>
Depreciation & Amortization	(315)	(233)		(1,137)	(963)		(1,212)
Finance cost	(577)	(1,349)		(3,451)	(5,221)		(3,554)
PBT (excluding exceptional items)	70	(816)		(1,709)	(3,577)		(1,706)
Exceptional Items	36	79		(732)	192		(889)
PBT	106	(737)		(2,441)	(3,386)		(2,594)
Tax Expense	7	(0)		95	(0)		95
PAT	113	(737)		(2,346)	(3,386)		(2,499)

³ESOP 2023 (as disclosed in prospectus)

P&L impact over 4 years:

₹459mn in FY24, ₹177mn in FY25,

₹95mn in FY26, ₹40mn in FY27

Note: All values in ₹ mn unless specified otherwise

1. Excluding the Caspia Pro, Greater Noida rooms which are currently under renovation

2. Proforma basis – assuming full year of operations for ACIC Portfolio

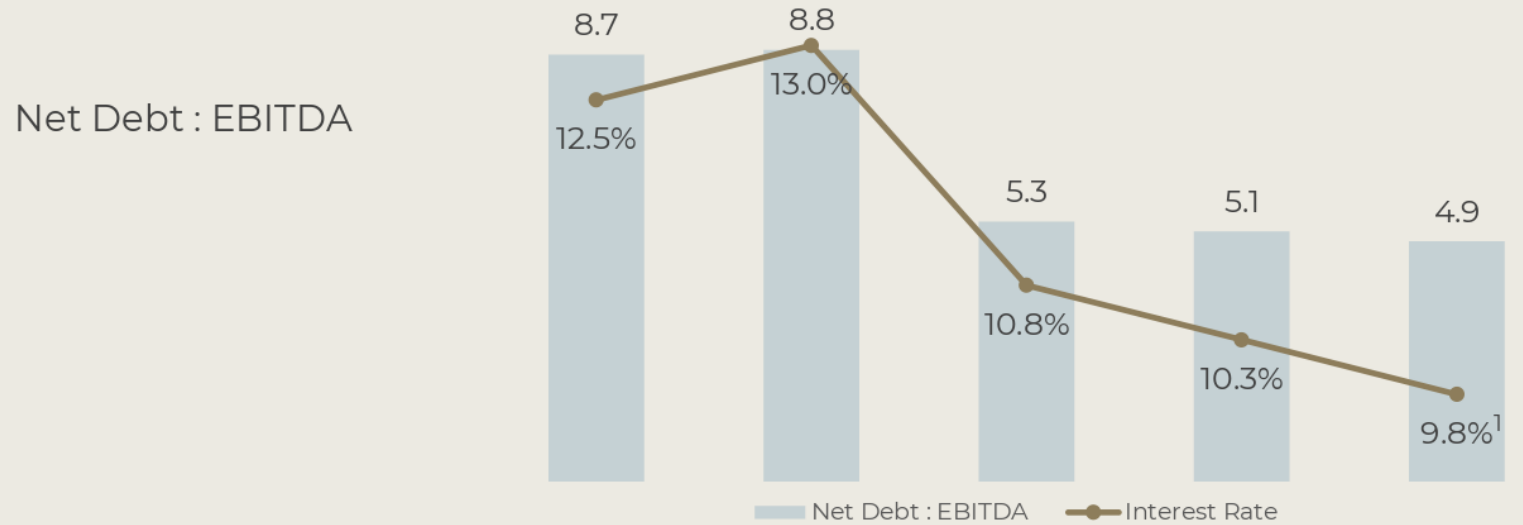
Financial summary

(Consolidated
Balance Sheet)

	Mar'24	Mar'23	Notes
Fixed Assets	24,977	19,089	<i>Increase due to addition of the ACIC Portfolio Net Block</i>
CWIP	325	202	
Other Non-current Assets	5,213	507	<i>Change primarily due to goodwill creation upon ACIC acquisition to ₹4,461mn</i>
Cash & Cash Equivalents	2,625	1,731	
Inventories	40	33	
Trade Receivables	605	513	
Other Current Assets	665	555	<i>Includes amount relating to prepaid, security deposits, balance with statutory authorities etc.</i>
Total Assets	34,451	22,630	
Total Equity	10,385	(8,076)	
Total Borrowings	20,773	27,875	<i>Debt reduction utilizing cash from IPO proceeds</i>
Trade Payables	1,269	1,413	
Other Non-current Liabilities	1,118	803	<i>Change is primarily due to creation of deferred tax liability of ₹391mn on fixed assets fair valuation of ACIC properties</i>
Other Current Liabilities	905	614	<i>Change of ₹127mn is due to increase in statutory dues/ deferred govt grants and ₹32mn is due to increase in provisions</i>
Total Equity & Liabilities	34,451	22,630	

Financial flexibility

	Mar 31, 2023	Jun 30, 2023	Sept 30, 2023	Dec 31, 2023	Mar 31, 2024
Net Debt (₹ mn)	28,339	29,383	17,974	18,427	18,242
TTM EBITDA* (₹ mn)	3,273	3,333	3,398	3,580	3,681



Annualized interest cost (₹ mn)	~3,750	~3,940	~2,400	~2,000	~1,990
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*On Proforma basis and excluding ESOP & One-time Expenses
 1- Basis the confirmations received from the lenders as on May 28, 2024



Courtyard by Marriott Bangalore Specialty Restaurant BGS

SAMHI Hotels Ltd.

Management

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

11+ 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

13+ 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

13+ 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

7+ 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.*



Ajish Abraham Jacob
Non-Executive &
Non-Independent
Director

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



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*



Aditya Jain
Independent
Director

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



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*

Independent Directors

Glossary

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

Management Contract Highlights

Average Tenure (yrs)	24.1
Average Residual Tenure as on Mar'24 (yrs)	17.6
Management Fee as % to Total Income from Assets (FY24) (Base & Incentive Fee)	4.76%



Disclaimer

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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 31 March 2024 has been drawn up in accordance with the requirement of Regulation 33 of the Listing Regulations.



Thank You



Company

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