

# *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](http://WWW.EIHLTD.COM)  
email: isdho@oberoigroup.com

23<sup>rd</sup> May 2023

<b>The National Stock Exchange of India Limited</b> Exchange Plaza, 5 <sup>th</sup> Floor Plot No..C/1, G Block Bandra Kurla Complex Bandra(E) Mumbai – 400 051. <b>Code: EIHOTEL</b>	<b>The BSE Limited</b> Corporate Relationship Dept. 1 <sup>st</sup> Floor,New Trading Ring Rotunda Building Phiroze Jeejeebhoy Towers Dalal Street,Fort Mumbai-400001 <b>Code:500840</b>
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## **SUB: SUBMISSION OF PRESENTATION TO INVESTOR / ANALYSTS**

Dear Sir / Madam,

Pursuant to Regulation 30(6) of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 (Listing Regulations), please find enclosed the copy of the presentation to be circulated to Investor / Analysts in respect of the Audited Financial Results (Standalone and Consolidated) of the Company for the Quarter and Financial Year ended 31st March 2023.

Kindly take the above on your records.

Thanking you,

Yours faithfully  
For **EIH Limited**

**Lalit Kumar Sharma**  
Company Secretary

# EIH Limited

## Investors' Conference Call

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Quarter ended March 2023





# Indian Hospitality Industry

## Key Highlights – Q4FY23

- In February 2022, the Indian hotel industry recorded its best performance since the pandemic began, with occupancy of 70-72% and average rates exceeding Rs 8,200.
- Domestic air traffic in India increased by 6.8% in March 2023 compared to the previous month and increased by 11% compared to pre-COVID levels
- Mumbai was the market leader in March 2023 with occupancy rates exceeding 76% and average daily rate of over Rs 11,000

Source: HVS Anarock Report (February, March and April 2023 edition)





# Stellar Operational Performance

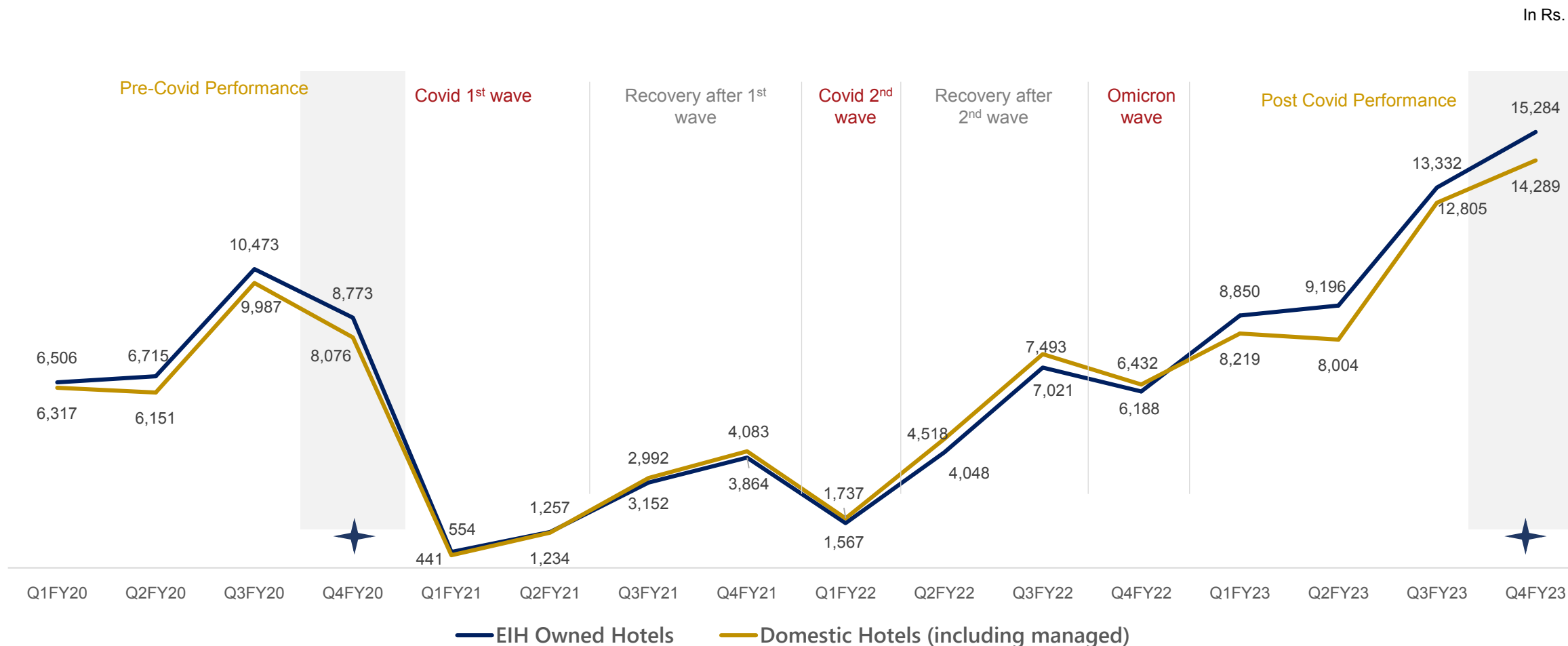
Classification | External

Best Performing Q4 in the history of the Company



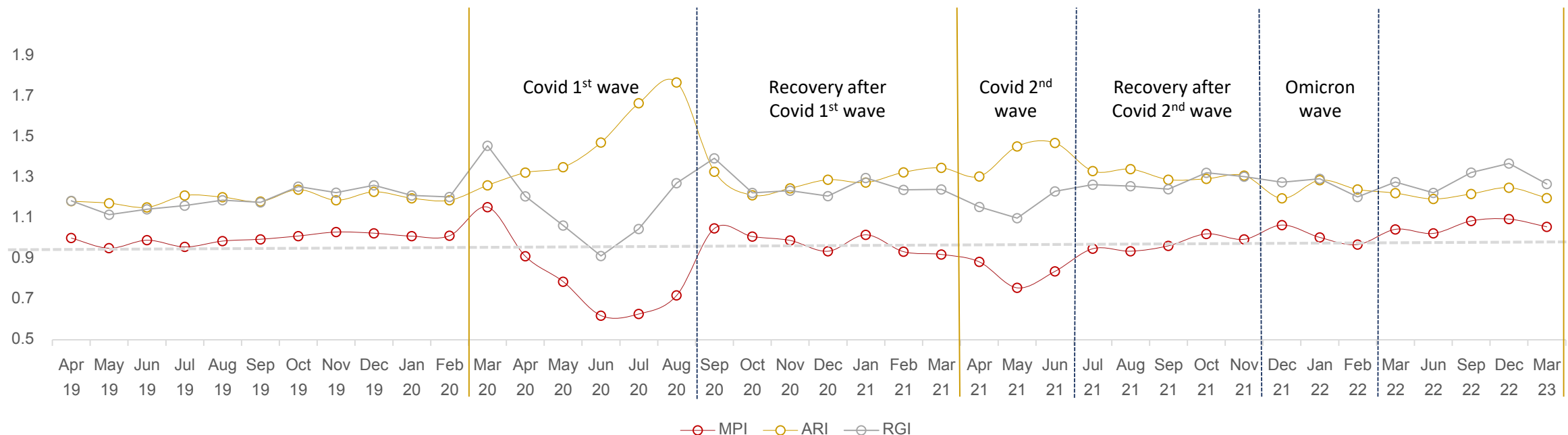


# Q<sub>4</sub> RevPAR: EIH breaks its own records several times over



# Market Leading Operational Performance

RevPAR index of 127% achieved by hotels managed by EIH Limited in FY23, supported by an ARR index of 120%



The Company’s ability to consistently achieve RevPAR index > 100, supported by ARR index that is consistently >100 over a 4-year period from FY19 to FY23 demonstrates the premium the Company’s hotels command, due to the Company’s unwavering commitment to quality and meticulous attention to detail that discerning guests care for.

Source: STR Global, STR Compset (EIH Owned and Managed Hotels)

Dataset: All Domestic Hotels owned and managed by EIH

# Premium positioning also reflects in Awards & Accolades

We are proud to announce that EIH Limited and its iconic properties have received numerous prestigious awards and accolades, reaffirming our commitment to excellence and unrivaled guest experiences. These accolades recognize our dedication to providing world-class hospitality, unparalleled service, and luxurious accommodations. Here are some of the notable awards we received.

## Oberoi Hotels & Resorts:

- Ranked the World's Best Hotel Brand by Travel + Leisure, USA, World's Best Awards, 2022.
- Ranked the World's Best Hotel Brand for Service Excellence by Travel + Leisure, India & South Asia, India's Best Awards, 2022.

## Oberoi Hotels & Resorts:

- Voted the Best Hotel Group for three consecutive years by Telegraph Travel Awards, UK – 2019, 2018, and 2017. (Note: The Telegraph Travel Awards did not take place in 2020, 2021, and 2022 due to the pandemic.)

## Trident Hotels:

- Ranked the Best Five Star Hotel Group in India by Travel + Leisure, India & South Asia, India's Best Awards, 2022.

Our individual properties have also been recognized for their exceptional offerings and service.

## The Oberoi, New Delhi:

- Ranked 1st in the Top 15 City Hotels in Asia.
- Ranked 1st in the Top 5 City Hotels in India.
- Voted as the Favourite Indian Hotel for Service by Travel + Leisure, USA World's Best Awards, 2022.
- Editor's Choice for Best Bleisure Hotel (Domestic) by Travel + Leisure, India & South Asia, India's Best Awards, 2022.

## The Oberoi, Mumbai:

- Editor's Choice for Best Bleisure Hotel (Domestic) by Travel + Leisure, India & South Asia, India's Best Awards, 2022.

## The Oberoi, Gurgaon:

- Ranked 1st in the Top 25 Hotels in India by TripAdvisor 2022 Travellers' Choice Awards.

## The Oberoi Amarvilās, Agra:

- Ranked 3rd among the Top 5 Resorts in India by Travel + Leisure, USA World's Best Awards, 2022.

## The Oberoi Vanyavilās, Ranthambhore:

- Voted Favourite Safari Lodge in India.
- Ranked 2nd among the Top 5 Resorts in India by Conde Nast Traveller, India Readers' Travel Awards, 2022.

# Premium positioning also reflects in Awards & Accolades

## The Oberoi Udaivilās, Udaipur:

- Ranked 1st among the Top 5 Resorts in India.
- Included in the Gold List 2023 by Travel + Leisure, USA World's Best Awards, 2022.
- Recognized by Conde Nast Traveller, USA & UK.

## The Oberoi Sukhvilās Spa Resort, New Chandigarh:

- Editor's Choice Award for Best Wellness Retreat in India.
- Best Destination Spa for International Travellers by Travel + Leisure, India & South Asia India's Best Awards, 2021.

## The Oberoi Beach Resort, Al Zorah (UAE):

- Voted Favourite Beach Hotel in MENA.
- Awarded Middle East's Leading Luxury Beach Resort.
- Recognized as Ajman's Leading Luxury Resort.
- Kohinoor Suite awarded as Ajman's Leading Luxury Suite.
- Named Best Bleisure Hotel in UAE by Condé Nast Traveller, Middle East, Readers' Choice Awards, 2022.

## The Oberoi, Marrakech:

- Named Best Resort in North Africa and the Middle East.
- Recognized as Morocco's Leading Hotel.
- Royal Suite awarded as Morocco's Leading Hotel Suite.
- Awarded Best New Hotel in the World.
- Editor's Pick for "Best International Hotel for Room Service."
- Ranked 2nd for Best Hotel in Africa by Travel + Leisure, USA World's Best Awards, 2022.
- Honored by World Travel Awards, 2022.

## The Oberoi Beach Resort Mauritius:

- Ranked 2nd in the Top 25 Hotels in Africa by TripAdvisor 2022 Travelers' Choice Awards.

*"We are incredibly proud of these achievements and the recognition they bring to EIH Limited and our esteemed properties. These awards reflect our ongoing commitment to delivering exceptional hospitality experiences that create lasting memories for our guests"*





# Unprecedented Financial Achievements

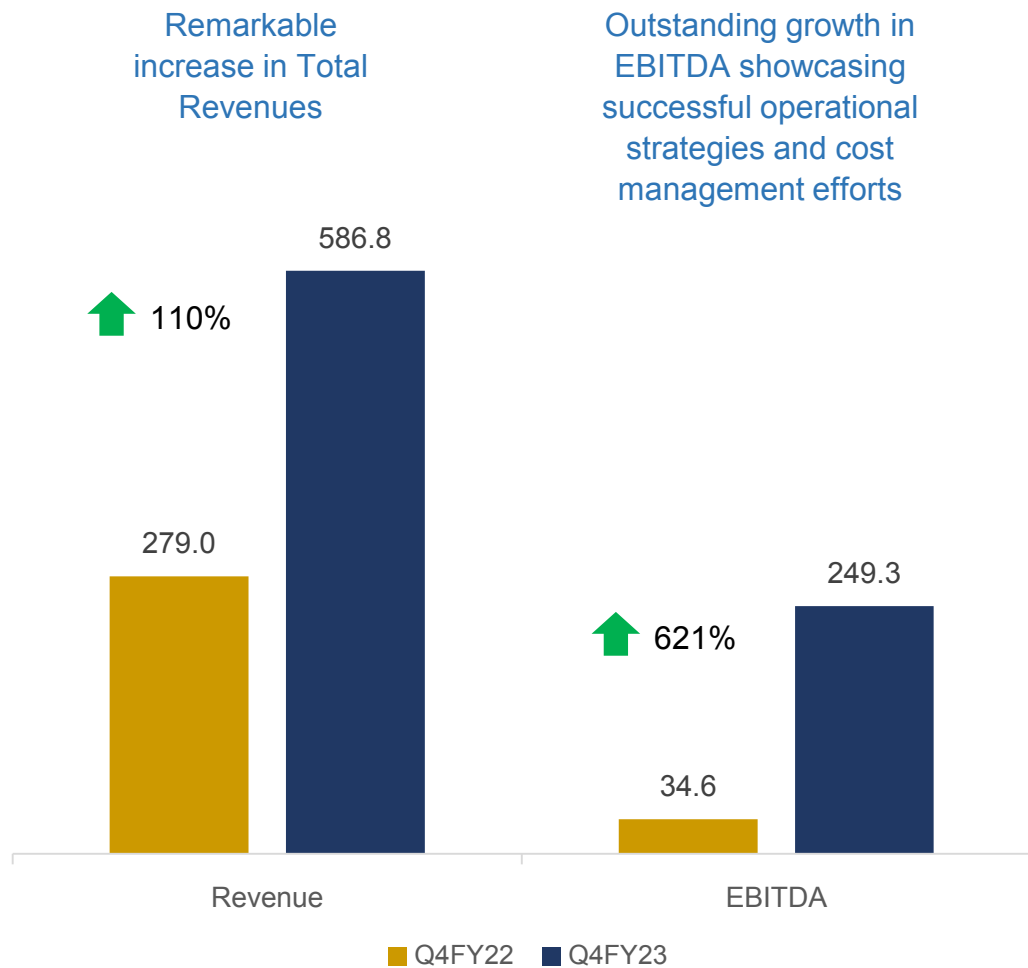
# Company Performance – Q4FY23

Standalone and Consolidated

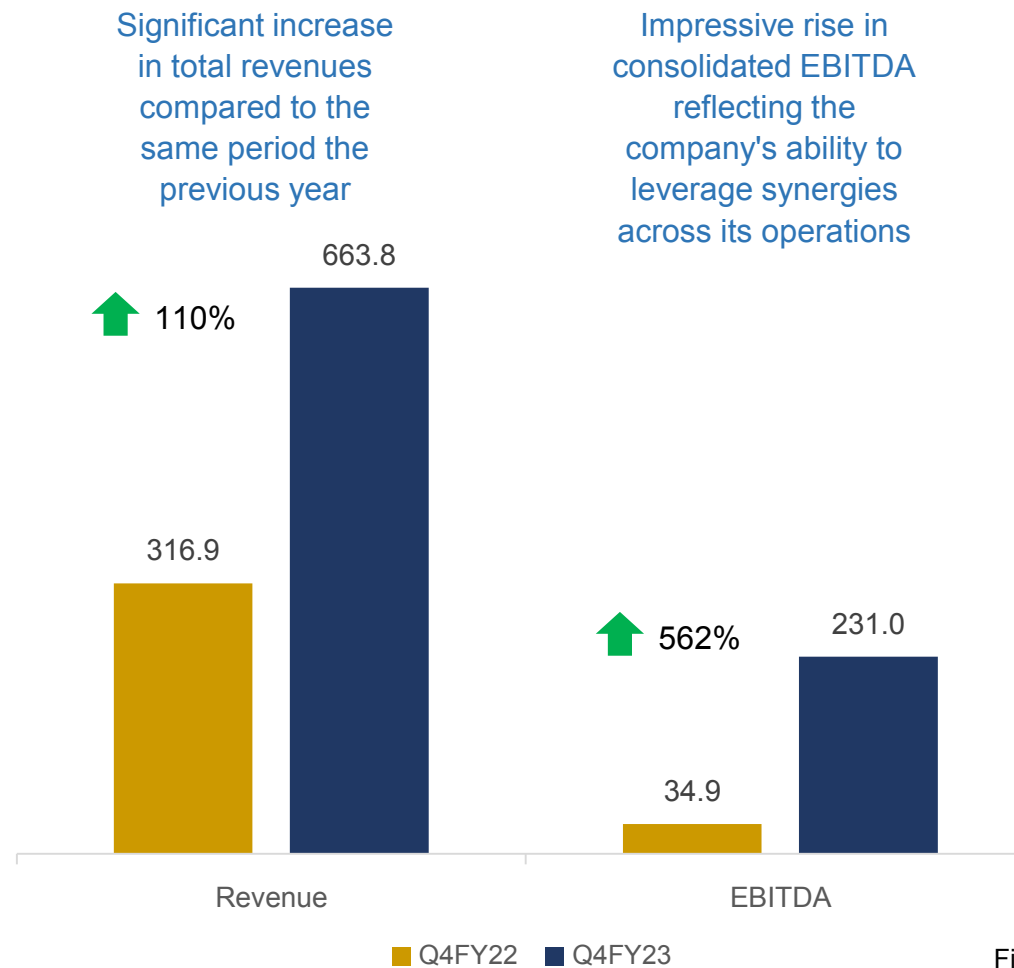


# Remarkable Q4 Standalone and Consolidated Performance

## Standalone

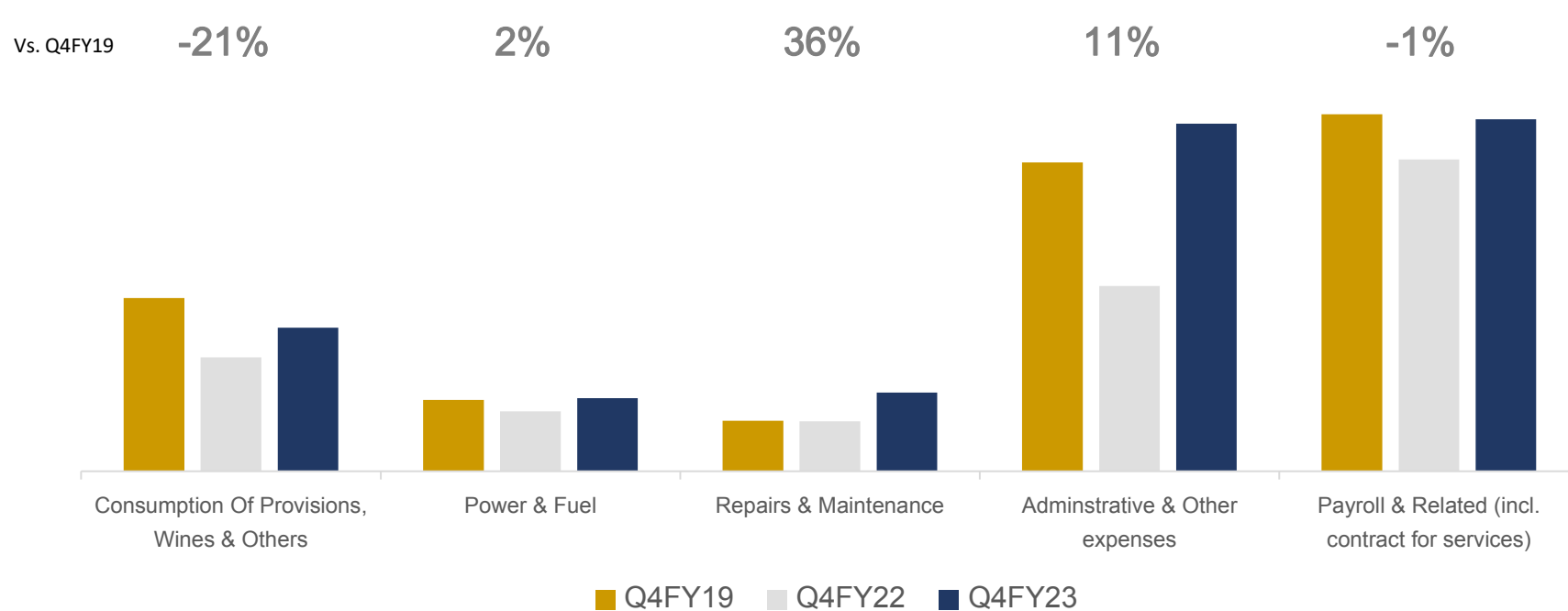


## Consolidated



Figures in INR cr

# Financial Agility | Significantly enhanced operational efficiencies



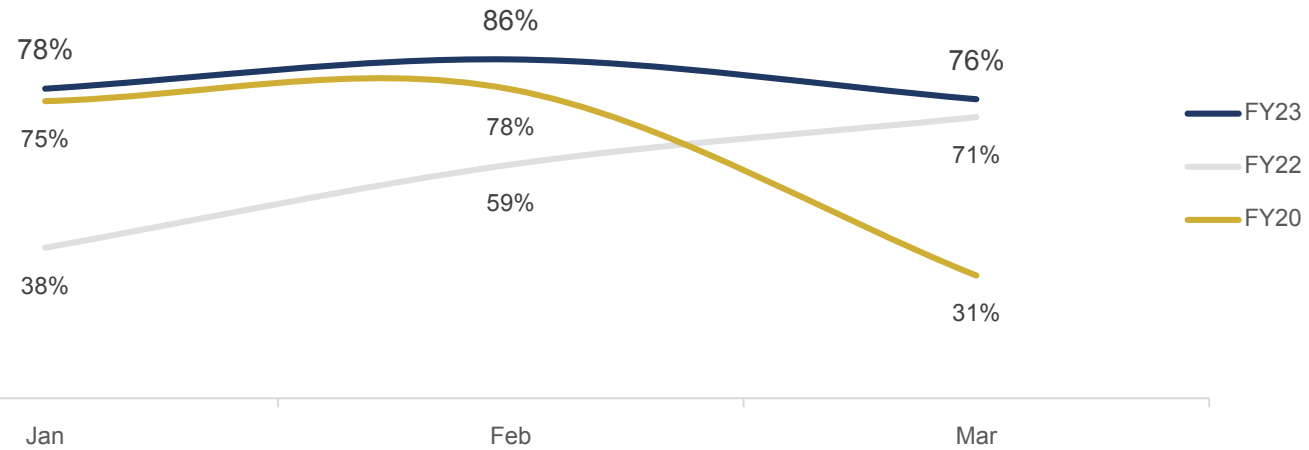
**Increase**  
(Q4FY23 vs. Q4FY19)  
**25%**  
Total Revenue

**Increase**  
(Q4FY23 vs. Q4FY19)  
**3%**  
Total Expenses

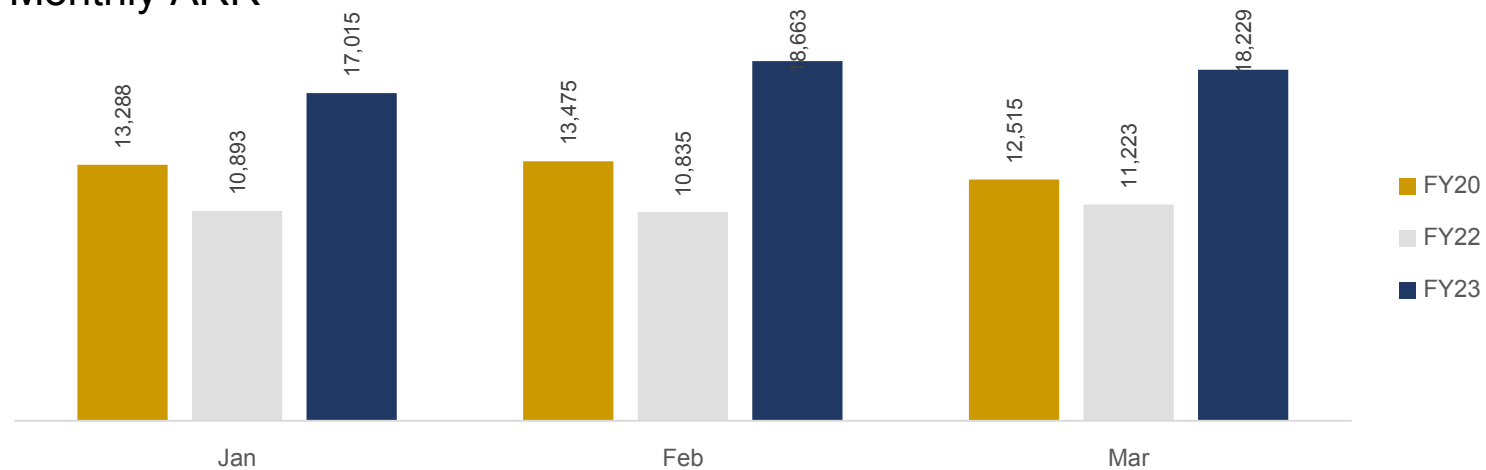


# Q4 ARR and Occupancy Performance at Domestic Hotels (including managed)

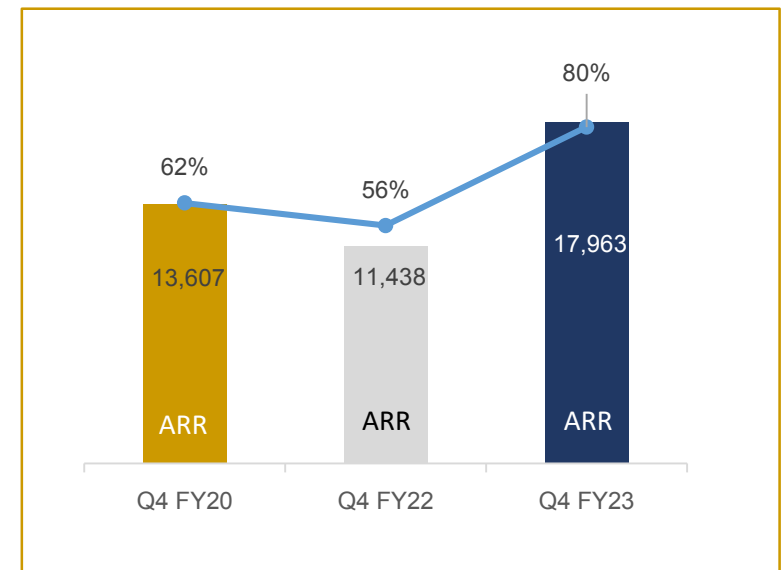
## Monthly Occupancy



## Monthly ARR

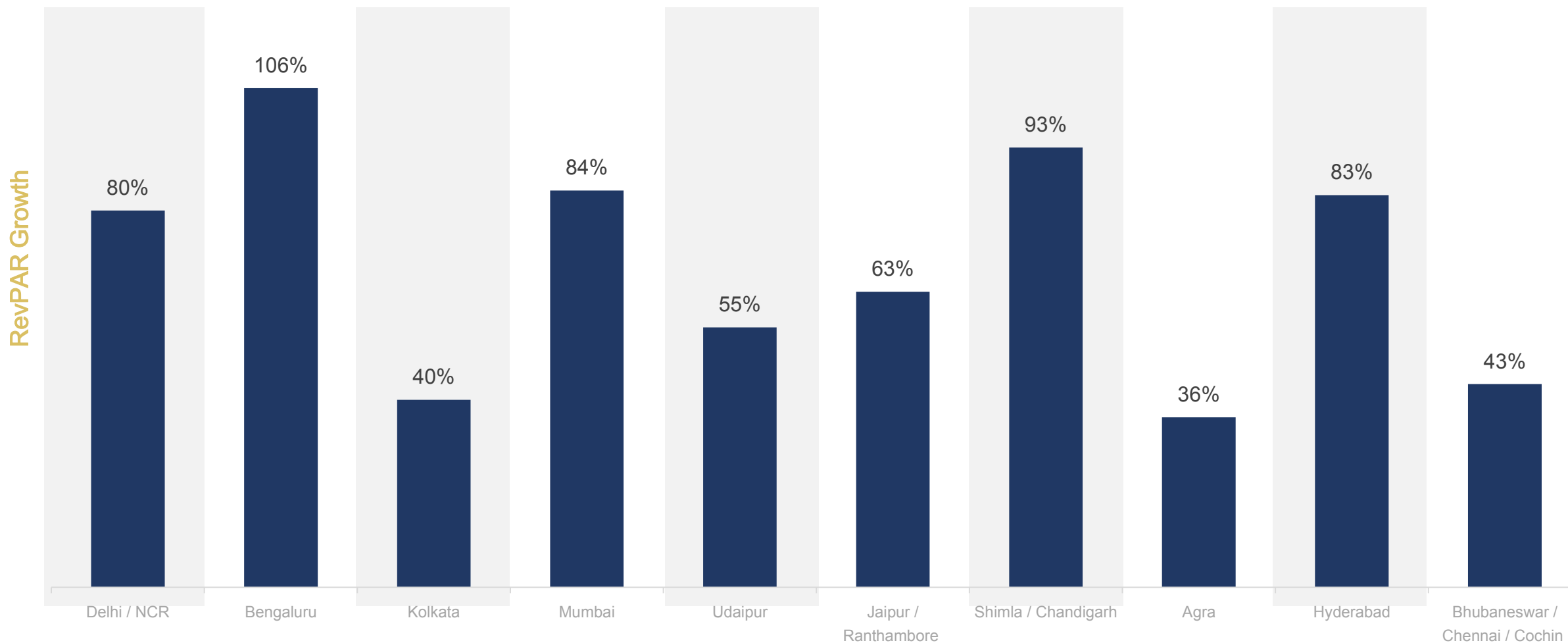


## Quarterly Occupancy & ARR



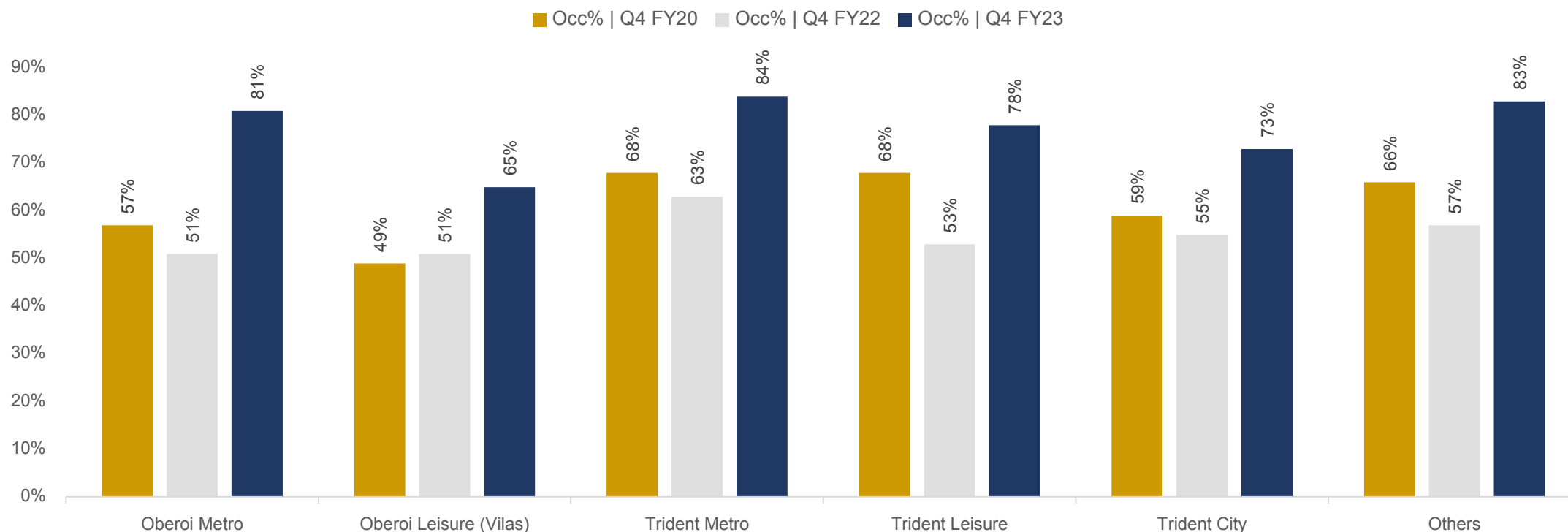
In Rs

## Q<sub>4</sub> (FY23 vs FY20) City wise RevPAR growth at Domestic Hotels (including managed)





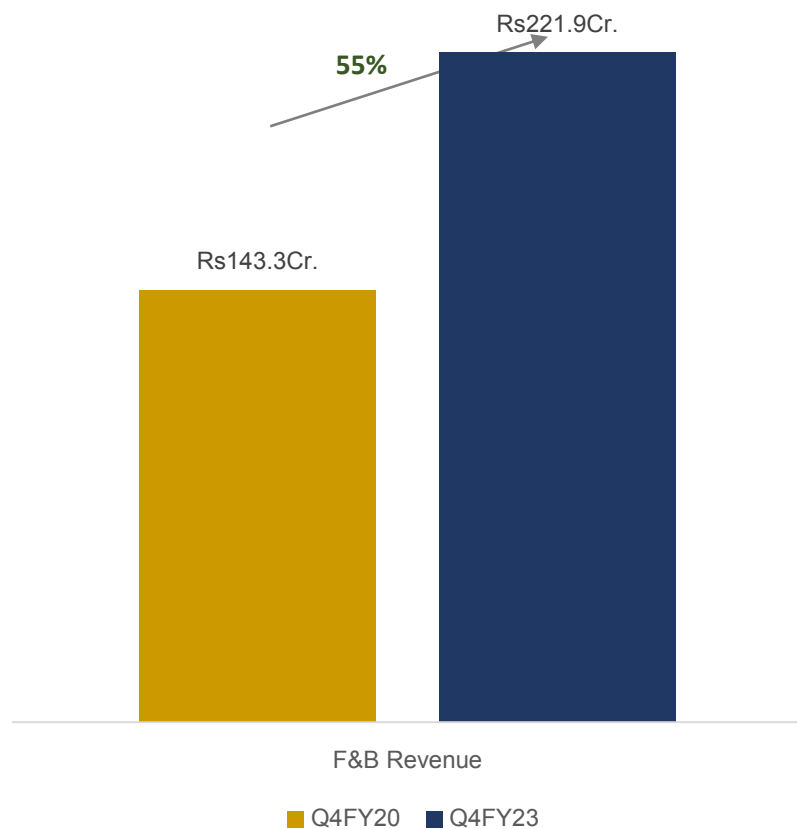
# Q<sub>4</sub> Occupancy and ARR performance at Domestic Hotels (including managed)



Metric	Q4 FY23	Q4 FY22	Q4 FY20	Performance Change (%)					
				Oberoi Metro	Oberoi Leisure (Vilas)	Trident Metro	Trident Leisure	Trident City	Others
<b>ARR (Rs.)</b>	₹ 19,403	₹ 11,381	₹ 14,880	30%	19%	42%	35%	37%	20%
<b>RevPar (Rs.)</b>	₹ 15,797	₹ 5,832	₹ 8,509	86%	58%	77%	54%	69%	51%

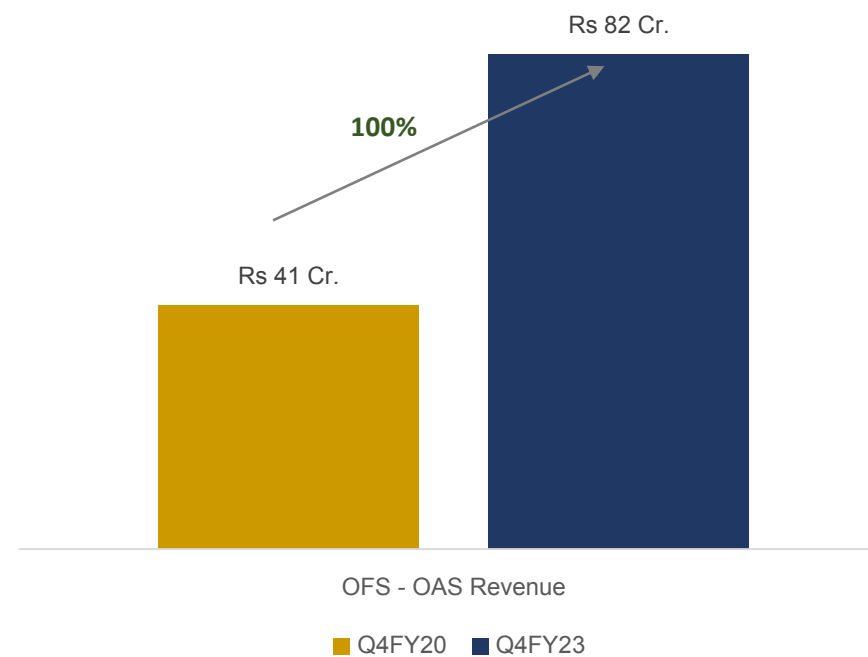
## Q<sub>4</sub> F&B Revenue

### Domestic Hotels (incl. managed)



Strong growth in Hotel F&B revenues

### Flight Catering & Airport Lounges



Strong bounce back in OFS/OAS Revenues

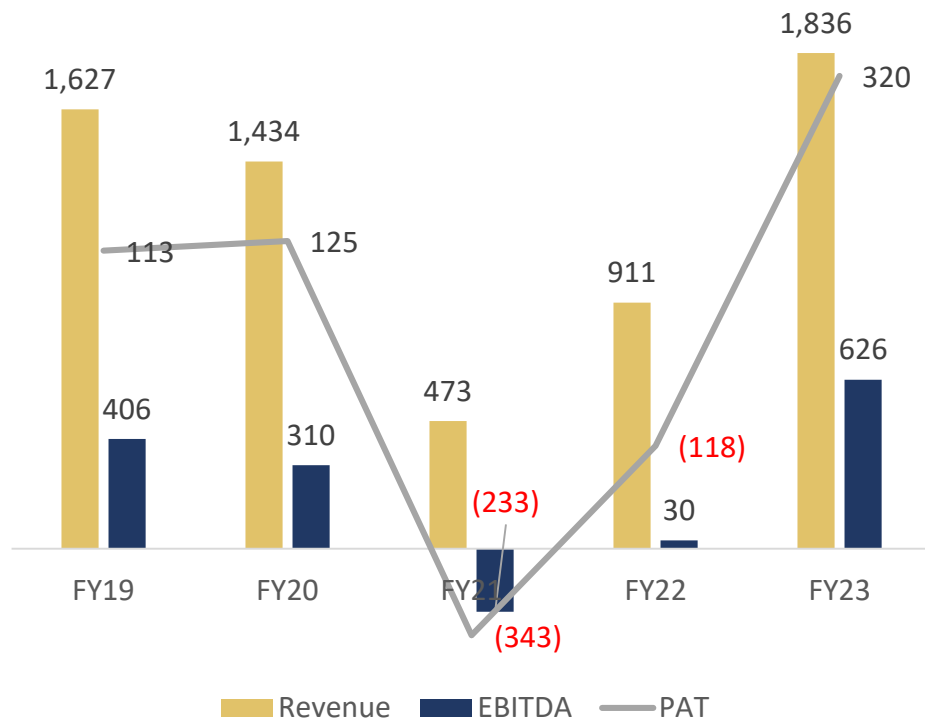
# Company Performance – Full Year FY23

Standalone and Consolidated

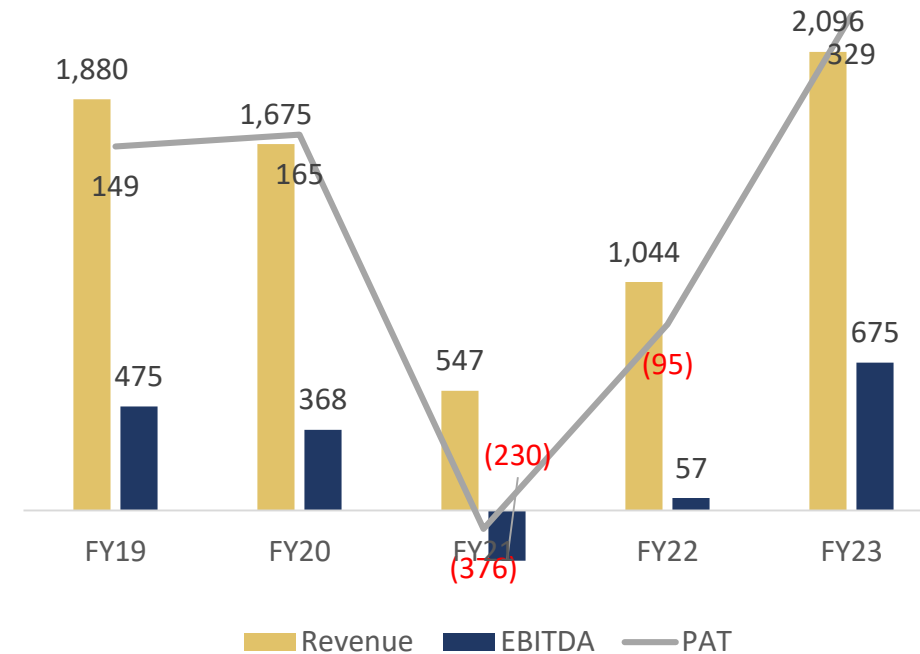


# Record-breaking full-year consolidated Revenue, EBITDA, and PAT in FY23

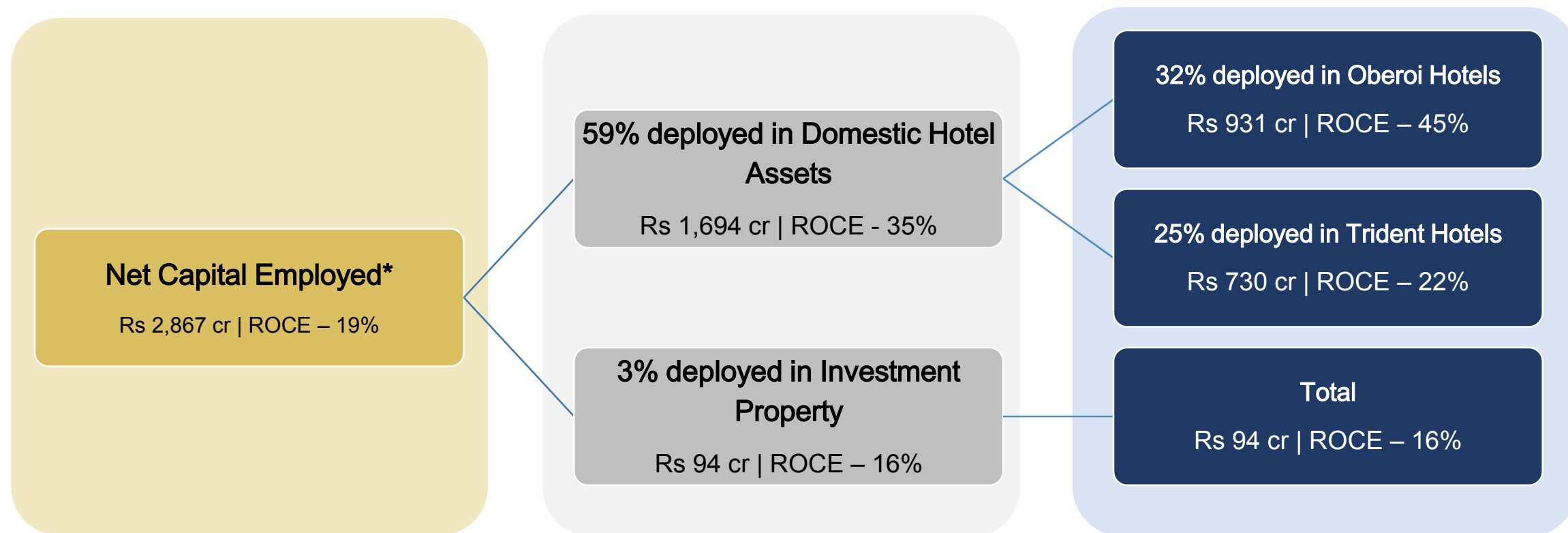
## Standalone



## Consolidated



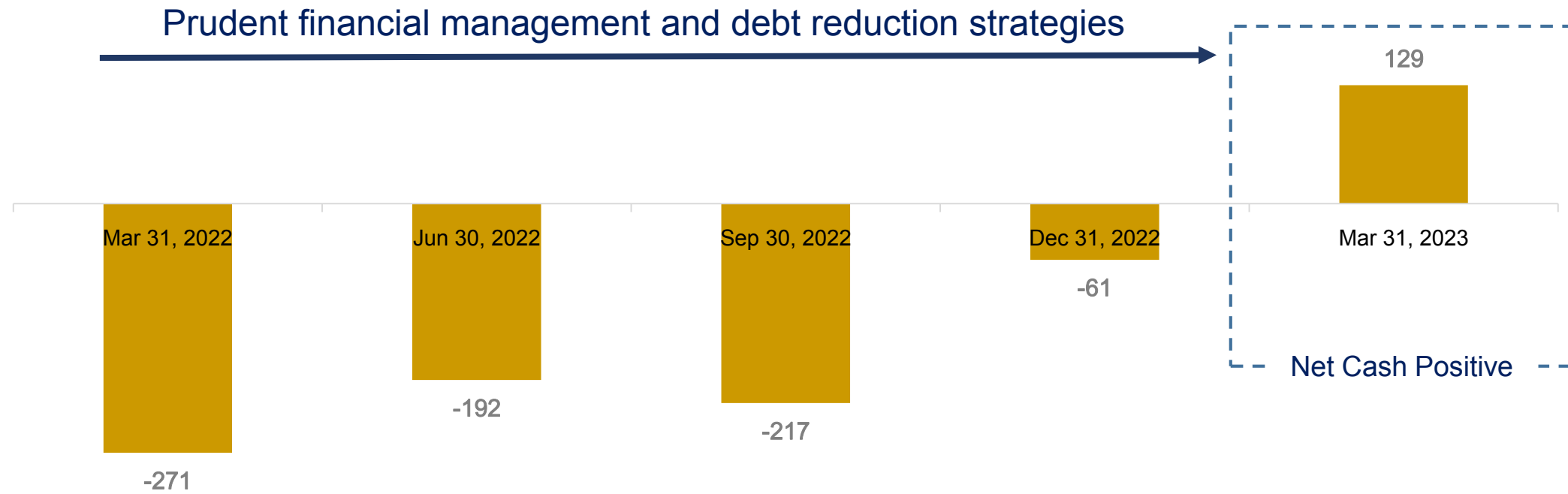
## Impressive Return on Capital Employed (ROCE)



Efficient capital utilization contributes to the company's profitability and financial success

\*Net Capital Employed is excluding cash & cash equivalents and current & non-current investments

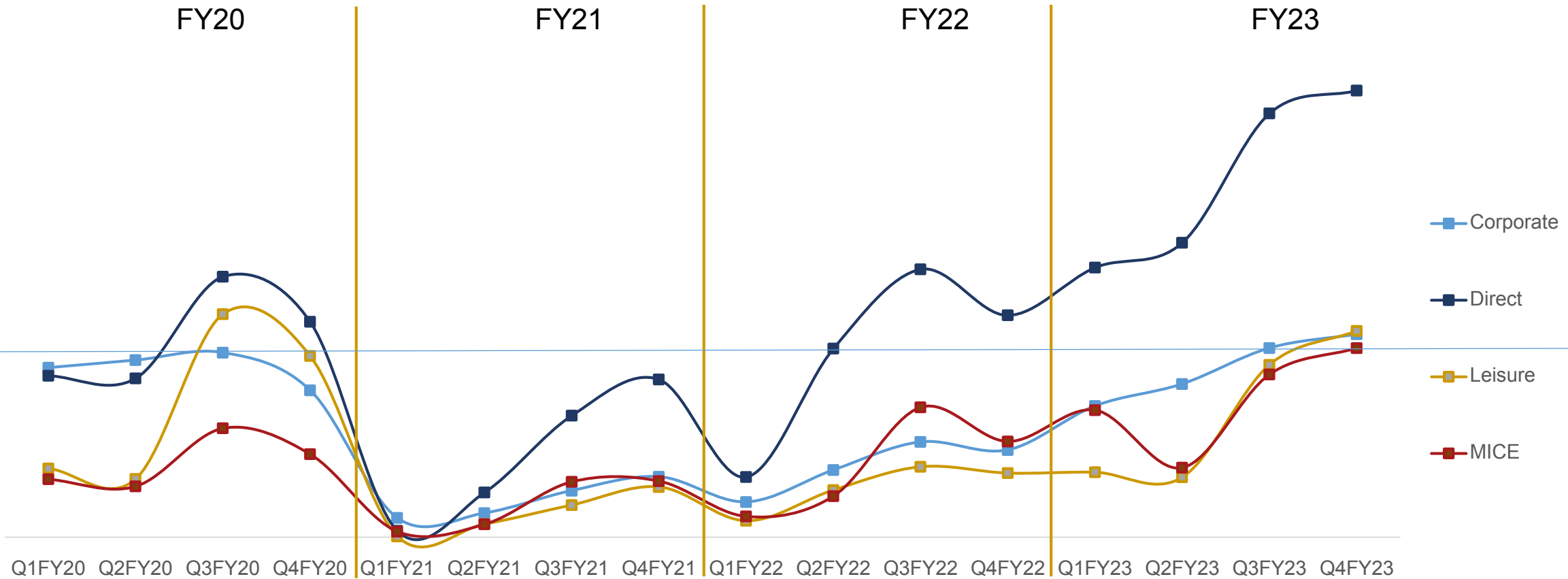
# Financial Resilience, Strength and Debt Management





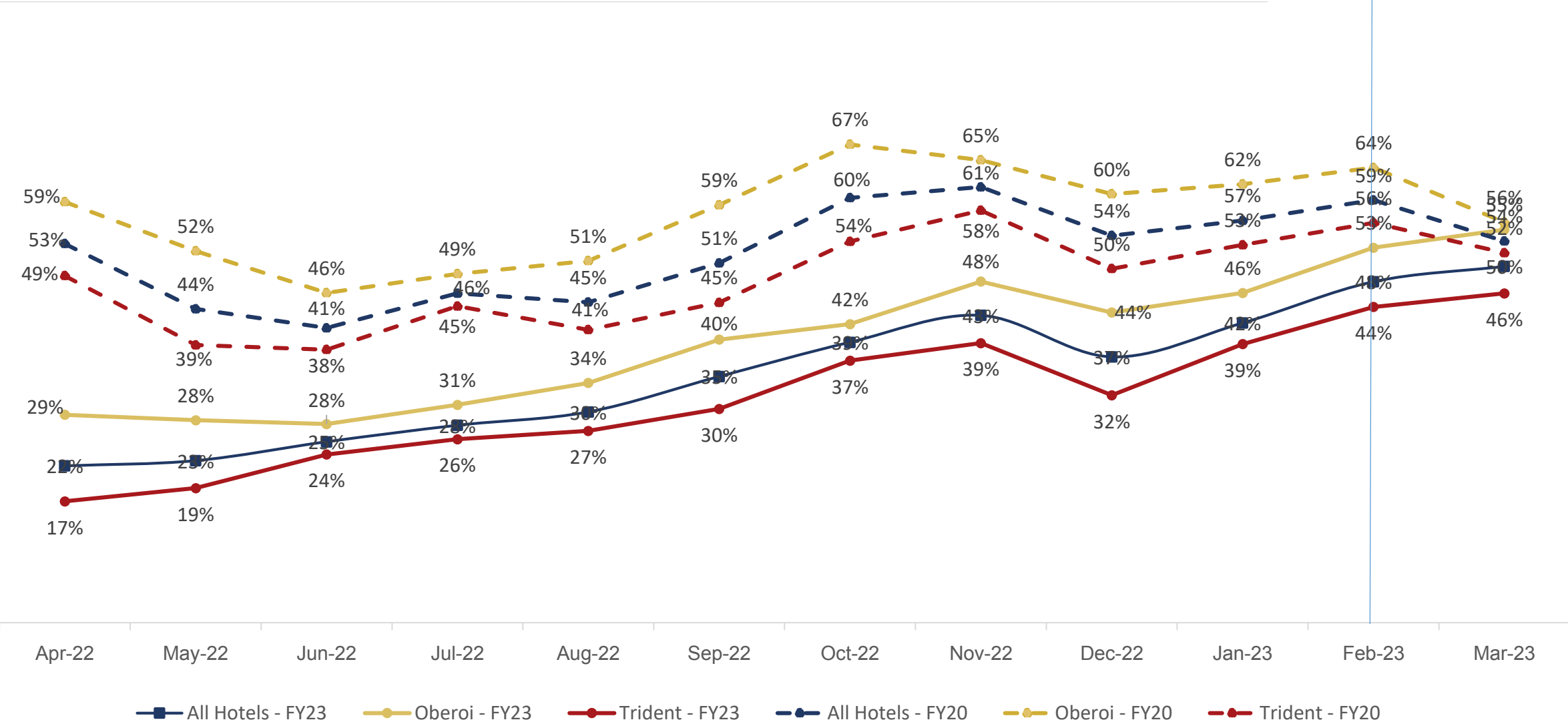
# QoQ and YoY Trends

# Room Revenue Trends | Strong tailwinds



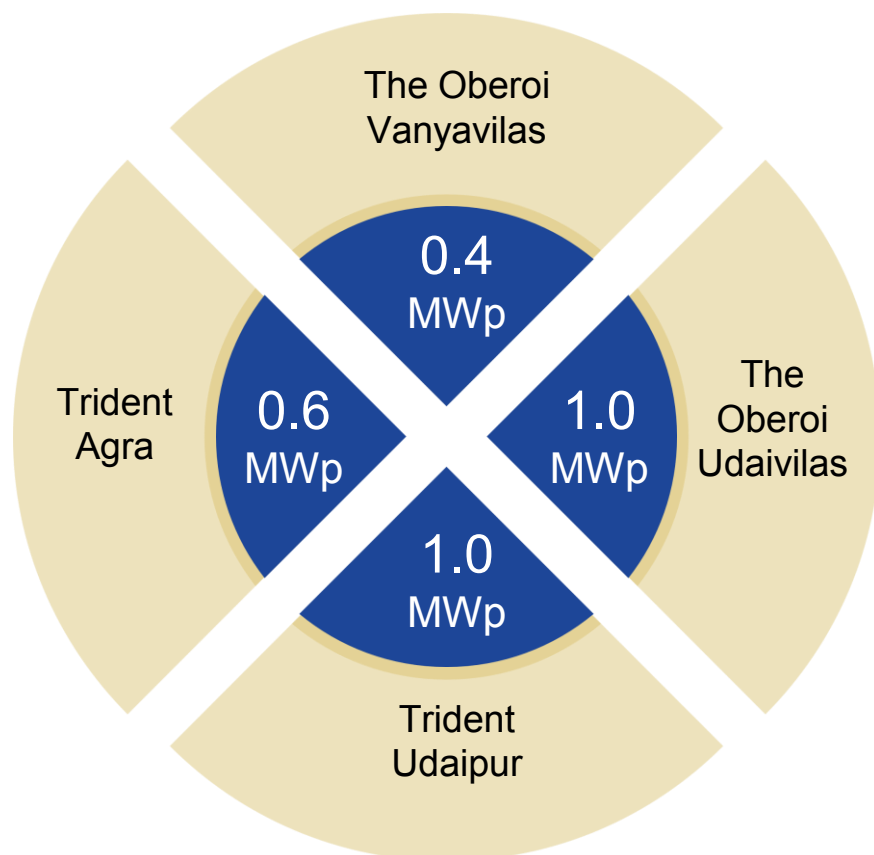
Movement in Segment-wise Room Revenue for Domestic Hotels (including managed)

# Trend of Foreign Room Nights



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

# Reducing our Carbon Footprint | Energy Conservation new initiatives



## Commissioning of Solar Plants

- Solar Plants with a capacity of 3.0 MWp under operation
- Expected to generate 4.2 mn units p.a. thereby reducing the carbon footprint
- 43% of electricity consumption being met through Solar power generation at these location.
- Average cost reduced from ~ Rs 10.9 p.u. to ~ Rs 5.9 p.u.

## Hotels consuming Renewable Energy

- |                               |                              |
|-------------------------------|------------------------------|
| • The Oberoi Gurgaon          | • Trident Udaipur (61%)      |
| • Trident Gurgaon             | • The Oberoi Bengaluru (90%) |
| • The Oberoi Vanyavilas (35%) | • Trident Bandra Kurla (16%) |
| • The Oberoi Udaivilas (45%)  | • Trident Chennai            |
| • Trident Agra (26%)          |                              |





# EIH Limited | Performance Highlights

Period ended 31<sup>st</sup> March 2023



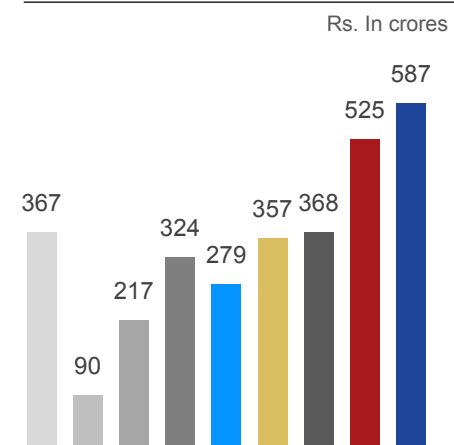
# Performance Highlights (Standalone)

STANDALONE P&L	QTR 4	
<i>Figures in Rs Crores rounded to nearest first decimal</i>	FY23	FY22
Revenue from Operations	563.4	265.6
Other Income	23.5	13.4
<b>TOTAL INCOME (A)</b>	<b>586.9</b>	<b>279.0</b>
Consumption	48.7	38.6
Employee Benefits <small>*(excluding third party cost)</small>	101.6	91.2
Power, Fuel & Light	24.8	20.3
Administrative & Other Expenses	162.4	94.3
<b>TOTAL EXPENDITURE (B)</b>	<b>337.5</b>	<b>244.4</b>
<b>EBITDA = (A) – (B)</b>	<b>249.4</b>	<b>34.6</b>
<i>Less: Depreciation &amp; Amortization</i>	28.9	29.5
<b>EBIT</b>	<b>220.5</b>	<b>5.1</b>
<i>Less: Finance Costs</i>	6.6	9.1
<b>PBT</b>	<b>213.9</b>	<b>(4.0)</b>
<i>Less: Exceptional Items</i>	10.5	(13.2)
<i>Less: Tax including Deferred Tax</i>	56.8	16.5
<b>PAT</b>	<b>146.6</b>	<b>(7.3)</b>

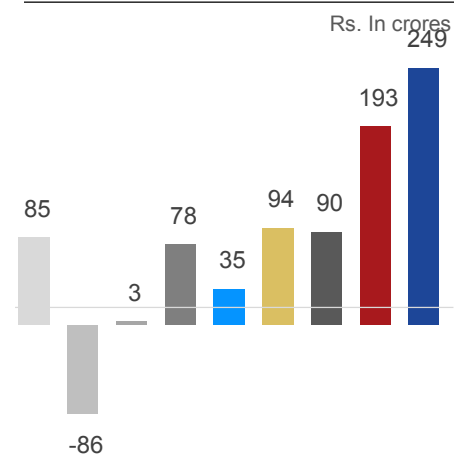
# Performance Highlights (Standalone)

Q-o-Q STANDALONE Financial Results for starting from Q4 FY20 to Q4 FY23

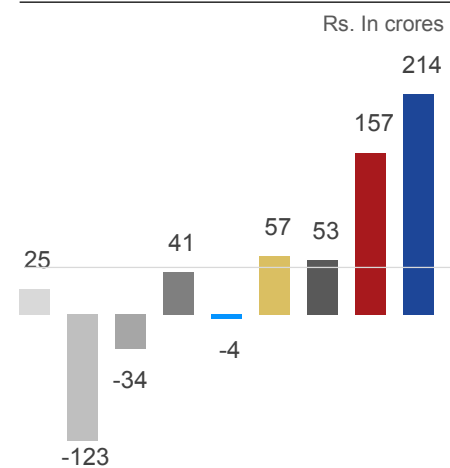
## Revenue



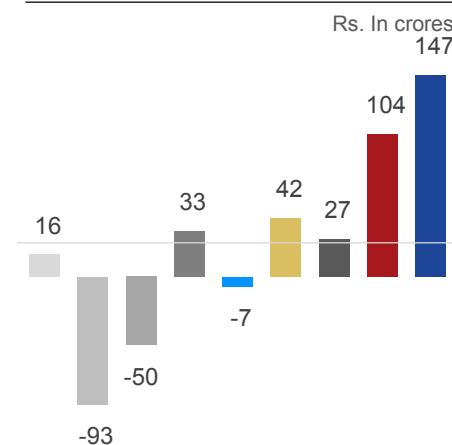
## EBITDA



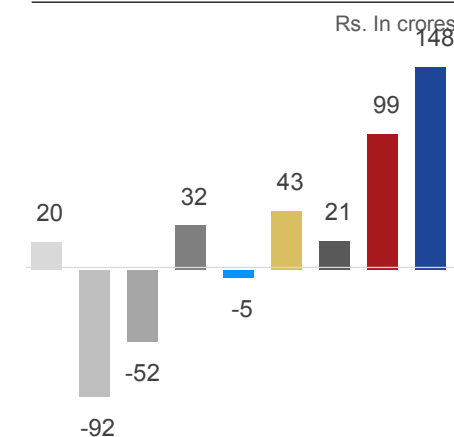
## PBT (before exceptional items)



## PAT



## TCI



Q4 FY20 Q1 FY22 Q2 FY22 Q3 FY22 Q4 FY22 Q1 FY23 Q2 FY23 Q3 FY23 Q4 FY23

# Performance Highlights (Consolidated)

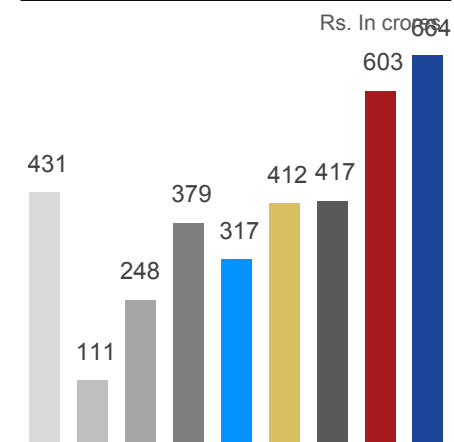
Consolidated P&L	QTR 4	
	FY23 (Actual)	FY22 (L.Y.)
<i>Figures in Rs Crores rounded to nearest first decimal</i>		
Revenue from Operations	637.1	301.0
Other Income	26.8	15.9
<b>TOTAL REVENUE (A)</b>	<b>663.9</b>	<b>316.9</b>
Consumption	52.8	40.6
Employee Benefits*(excluding third party cost)	115.8	99.2
Administrative & Other Expenses	264.2	142.2
<b>TOTAL EXPENDITURE (B)</b>	<b>432.8</b>	<b>282.0</b>
<b>EBITDA = (A) – (B)</b>	<b>231.0</b>	<b>34.9</b>
<i>Less: Depreciation &amp; Amortization</i>	31.7	31.9
<b>EBIT</b>	<b>199.3</b>	<b>3.0</b>
<i>Less: Finance Costs</i>	12.1	9.4
<b>PBEIT</b>	<b>187.2</b>	<b>(6.4)</b>
Share of net profit of associates and joint ventures	8.8	(7.3)
Exceptional Items	(51.4)	55.2
Tax Expense	52.4	22.0
<b>Profit / (Loss) for the period from continuing operations</b>	<b>92.2</b>	<b>19.5</b>
Profit from discontinued operations	0.0	(3.7)
Items that may not be reclassified to Profit or Loss	0.8	1.9
Items that may be reclassified to Profit or Loss	(3.4)	10.8
<b>Total Other Comprehensive Income / Loss (net of tax)</b>	<b>89.5</b>	<b>28.6</b>
<i>Less: Non-Controlling Interest in total comprehensive income</i>	8.0	1.3
<b>Total Comprehensive Income / (Loss) for the period</b>	<b>81.5</b>	<b>27.3</b>



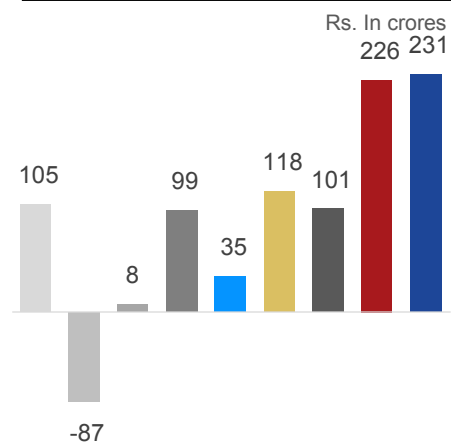
# Performance Highlights (Consolidated)

## Q-o-Q CONSOLIDATED Financial Results for starting from Q4 FY20 to Q4 FY23

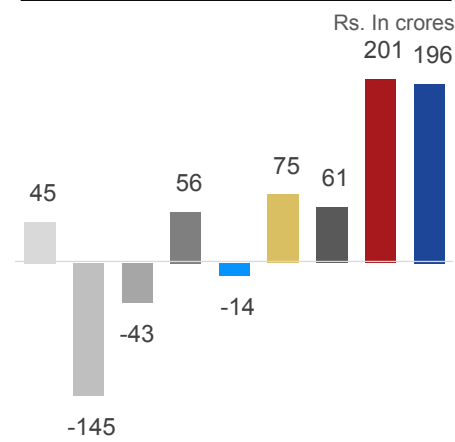
Revenue



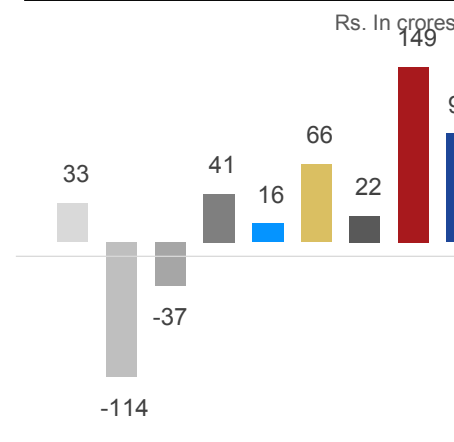
EBITDA



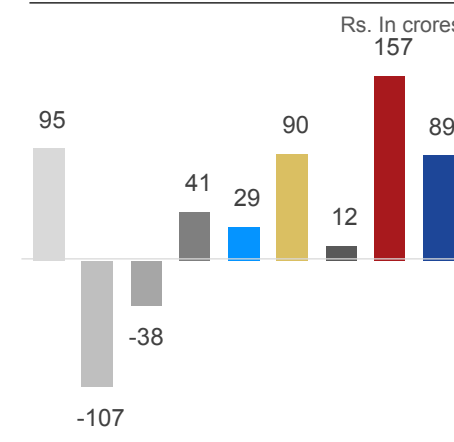
PBT (before exceptional items)



PAT



TCI



Q4 FY20 Q1 FY22 Q2 FY22 Q3 FY22 Q4 FY22 Q1 FY23 Q2 FY23 Q3 FY23 Q4 FY23

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



# Expansion Plans

Upcoming Projects



# Upcoming Projects

## Announced

	FY23 and FY24	FY25	FY26	FY27
<b>Recently Opened and Opening Soon</b>	<p><b>Bay Club in Mumbai</b>   Managed (Opened in November 2022)</p> <p><b>Restaurant in Mumbai</b>   Leased (June 2023)</p>			
<b>Under Construction</b>		<p><b>The Oberoi Rajgarh Palace</b>   Owned – 48 keys</p> <p><b>The Oberoi Bandhavgarh</b>   Managed – 24 keys</p>	<p><b>The Oberoi Kathmandu</b>   Managed – 84 keys</p> <p><b>The Oberoi Wadi Safar, Saudi Arabia</b>   Managed – 60 keys</p>	
<b>Under Planning</b>		<p><b>The Oberoi Bardia</b>   Managed – 18 keys</p>	<p><b>Trident Tirupati</b>   Owned by subsidiary &amp; managed by EIH - 100 keys</p>	<p><b>The Oberoi Goa</b>   Owned – 90 keys</p> <p><b>Trident Goa</b>   Owned - 150 keys</p> <p><b>The Oberoi Al Zorah</b>   Managed – 174 keys</p>

## Under Active Discussions

'Oberoi' Hotels | 3

'Trident' Hotels | 7

Serviced Apartments | 1



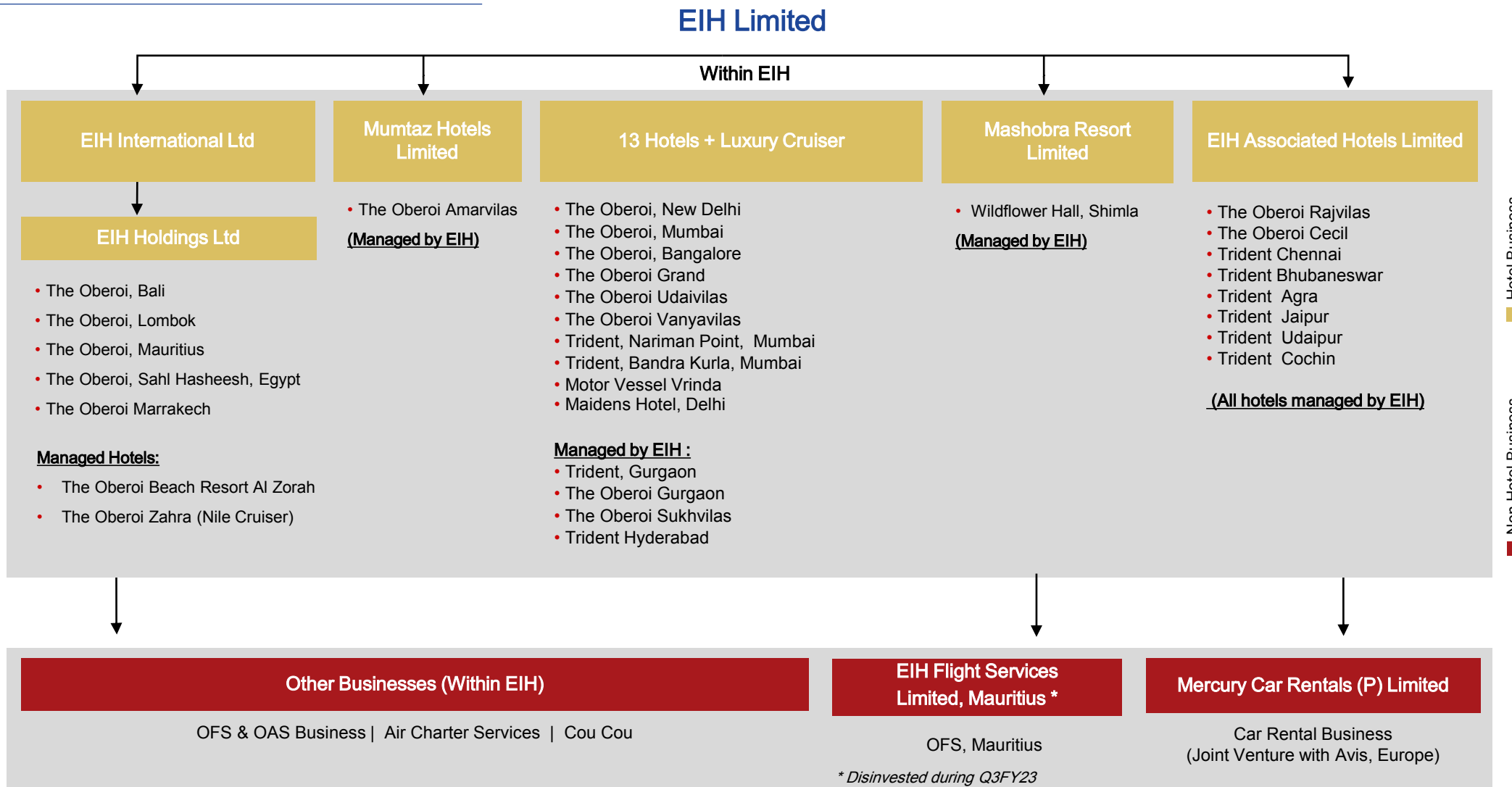


# Business Footprint

Period ended 31<sup>st</sup> March 2023



# Corporate Structure



# Hotels in India



**1,523 keys**  
under The Oberoi Brand

**2,172 keys**  
under Trident Brand

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**24** Hotels and Resorts  
**3,750** keys in India

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**Where the Guest is Everything.**

# Oberoi Hotels & Resorts around the world



**497 keys**  
under The Oberoi Brand  
(excluding India)





**THANK YOU**