

7th February 2022

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
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SUB: SUBMISSION OF PRESENTATION TO INVESTOR / ANALYSTS

Dear Sir / Madam,

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 Unaudited Financial Results (Standalone and Consolidated) of the Company for the third quarter and nine months ended 31st December 2021.

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

Thanking you,

Yours faithfully

For **ElH Limited**

Lalit Kumar Sharma
Company Secretary



ELH Limited

Investors' Conference Call

Quarter ended December 2021



Classification | External



Industry Outlook



Indian Hospitality Industry

Key Highlights

- 1 Domestic air traffic increased by ~6% (M-o-M) in Dec 2021; with ease in travel restrictions, declining COVID cases and aggressive vaccination campaign in the country.
- 2 **Hotel industry recorded highest monthly room rates since the onset of pandemic.**
- 3 The gradual resumption of **corporate travel is assisting in the recovery of hotel demand in cities like Kolkata, Mumbai, Delhi, Bengaluru and Pune**, which were previously underperforming
- 4 **Brand openings & signings by properties have increased by 54% Y-o-Y Q3 of 2021 compared to last year.**
- 5 The rising number of Omicron cases in India has resulted in subdued leisure & business travel demand in Jan 2022; however, we expect a strong rebound in domestic travel as soon as the cases subside, and travel limitations are lifted, some of which is already underway

Indian Hospitality Industry | Benchmarking

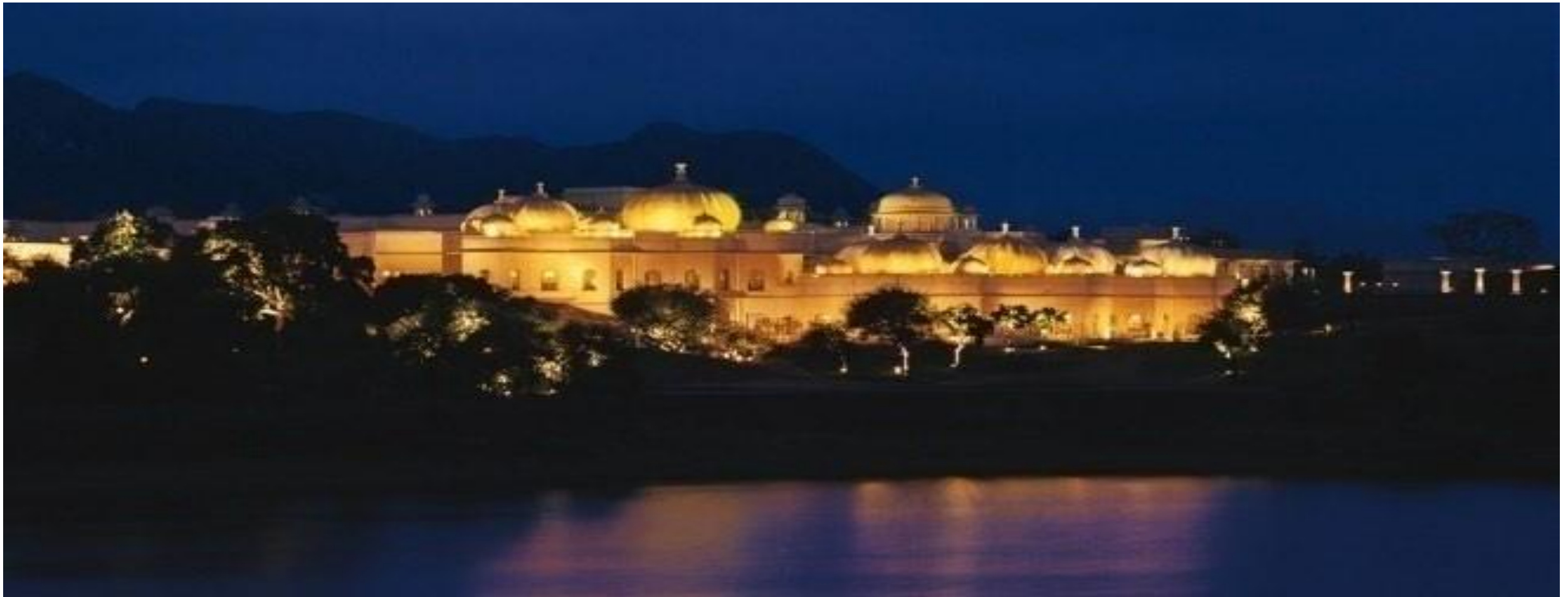
Signs of recovery visible with YOY growth in last 4 months

	Y-o-Y [vs. FY2020-21]	Dec 2021	Nov 2021	Oct 2021	RevPAR Index (Dec'21)
INDUSTRY	ADR	↑ 33-35%	42-44%	25-27%	2.30 (LY: 2.03) [EIH]
	Occupancy	↑ 15-17pp	24-26pp	25-27pp	2.48 (LY: 2.14) [EIH Domestic Hotels]
	RevPAR	↑ 82-84%	156-158%	133-135%	

EIH RevPAR		Dec 2021	Nov 2021	Oct 2021
EIH Limited		107%	167%	142%
Domestic Properties *		112%	146%	133%

* Domestic properties represents all hotels including managed properties

Classification | External

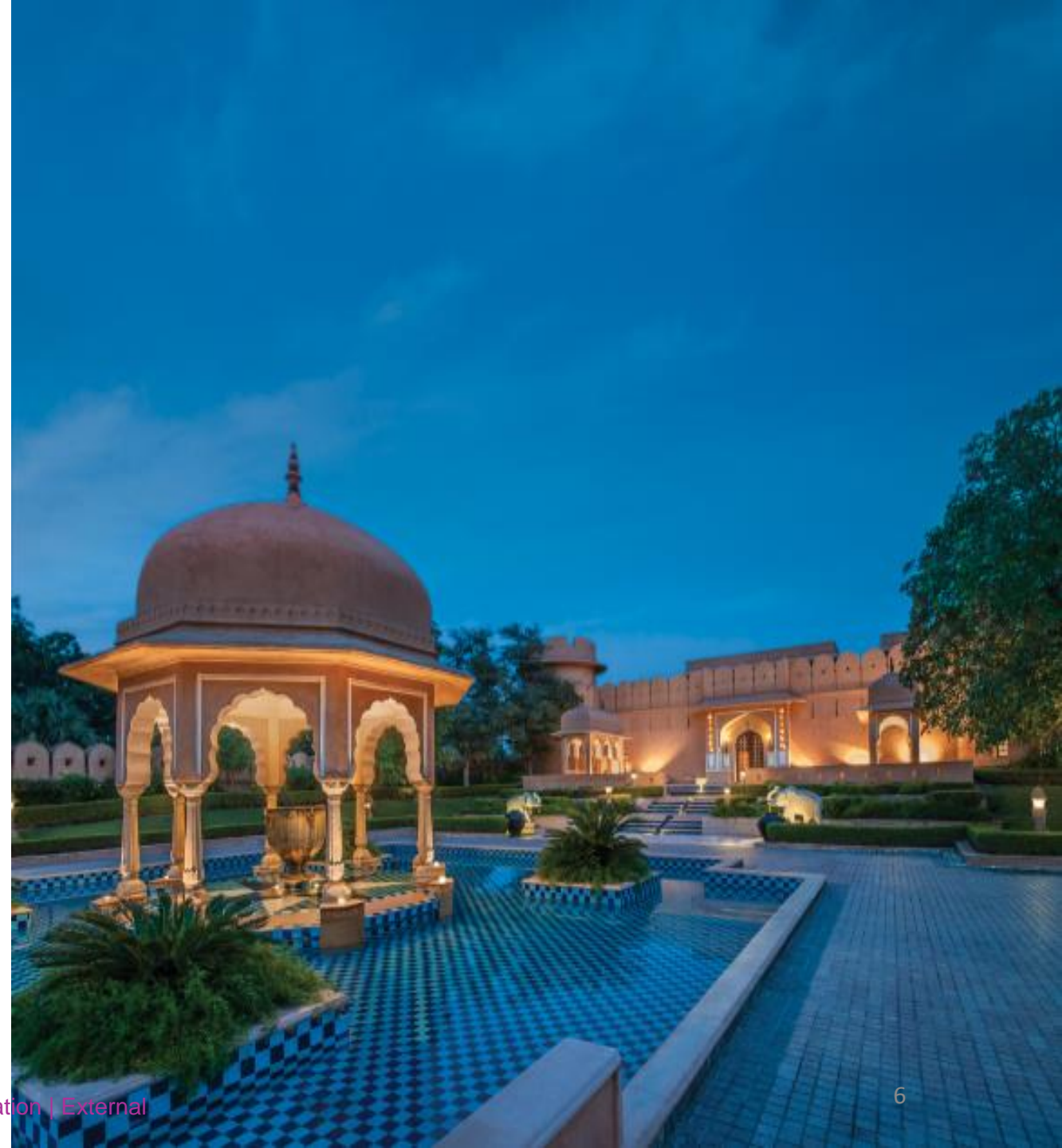


Our Outlook

Endure | Revitalize | Flourish

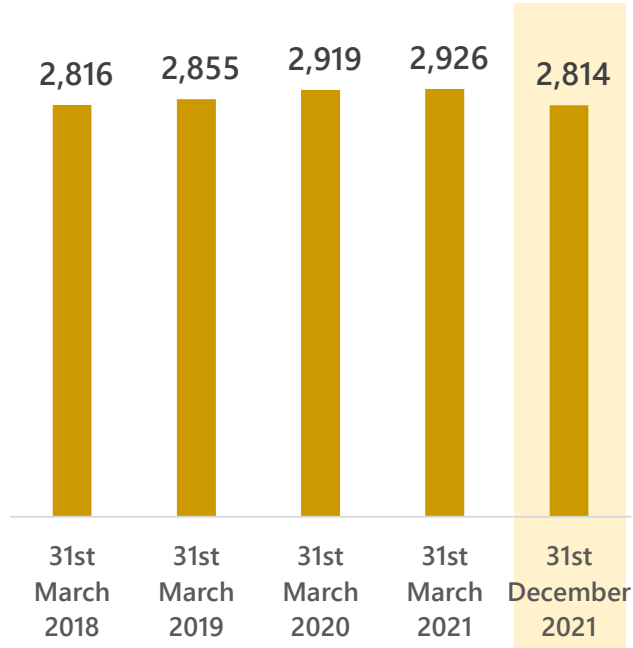
ENDURE

Robust Balance Sheet | Sharp Post-COVID Recovery

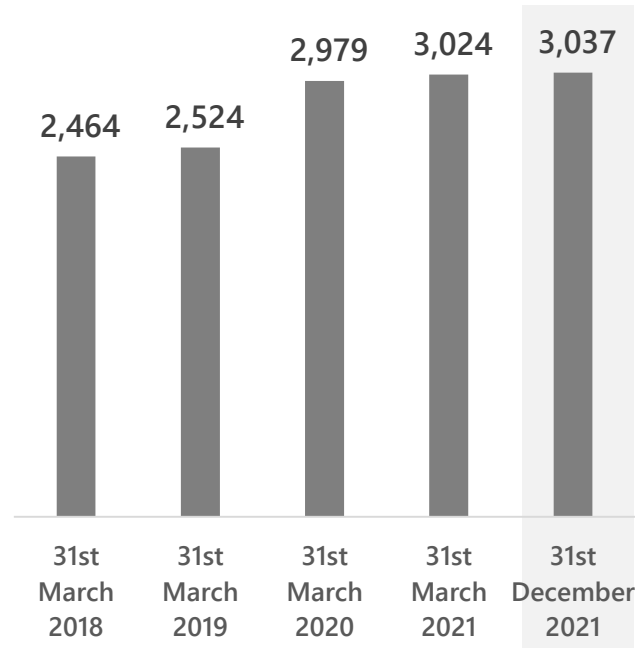


Robust Balance Sheet

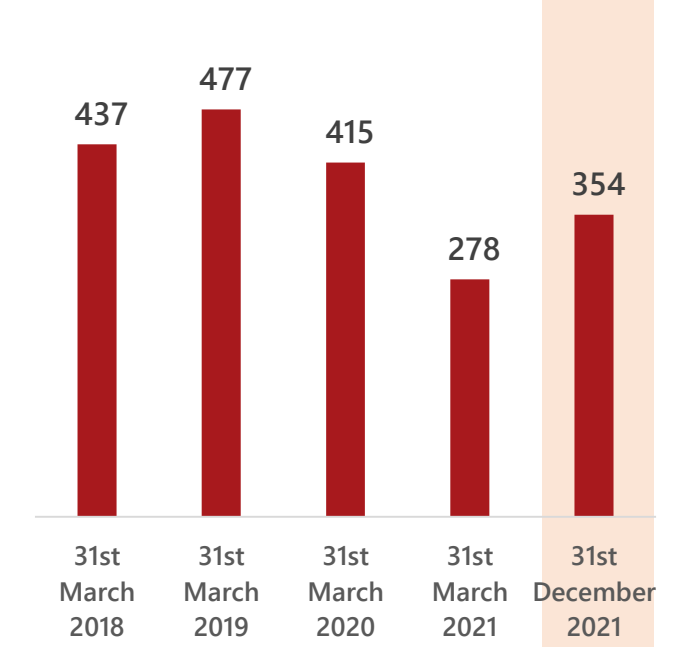
NET WORTH



STRONG ASSET BASE



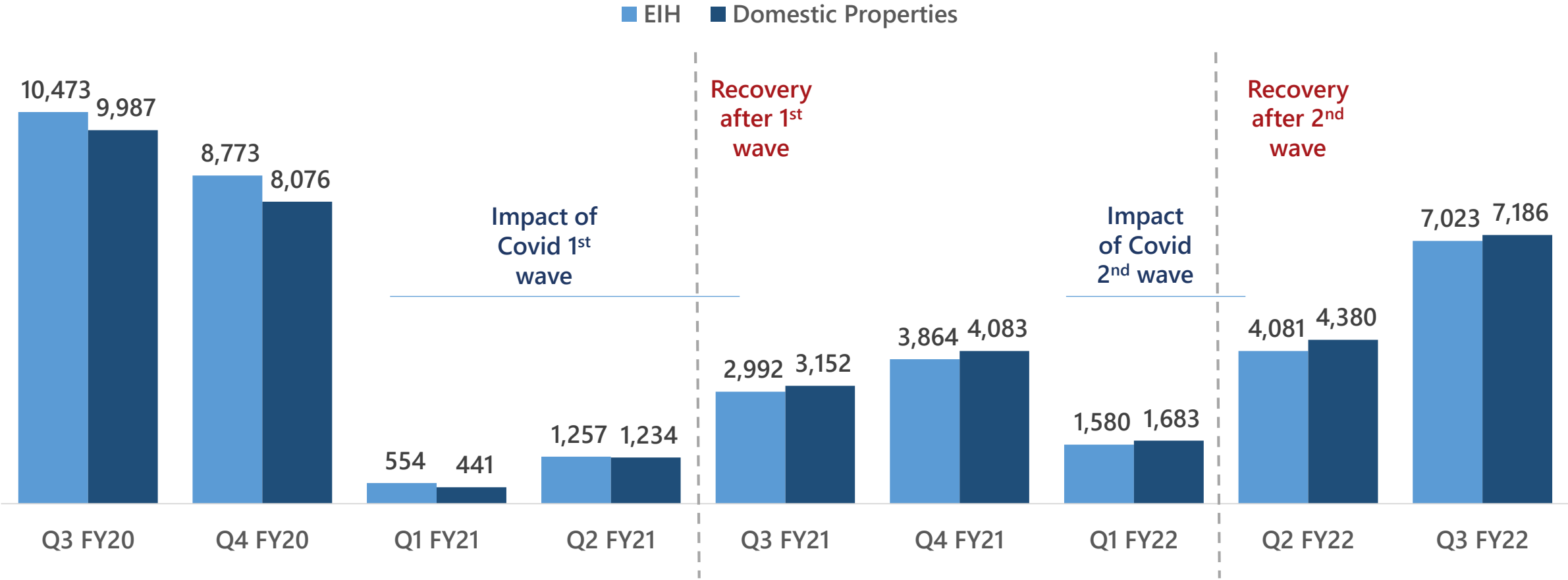
TOTAL DEBT



Our Balance Sheet strength have helped in controlling the finance costs and obtain lowest interest rates from bank.

Weighted Average Cost of Debt as on 31st Dec 2021 was 7.1%, i.e. reduction by 8 bps in last one year

RevPAR Recovery improved after second wave of COVID-19

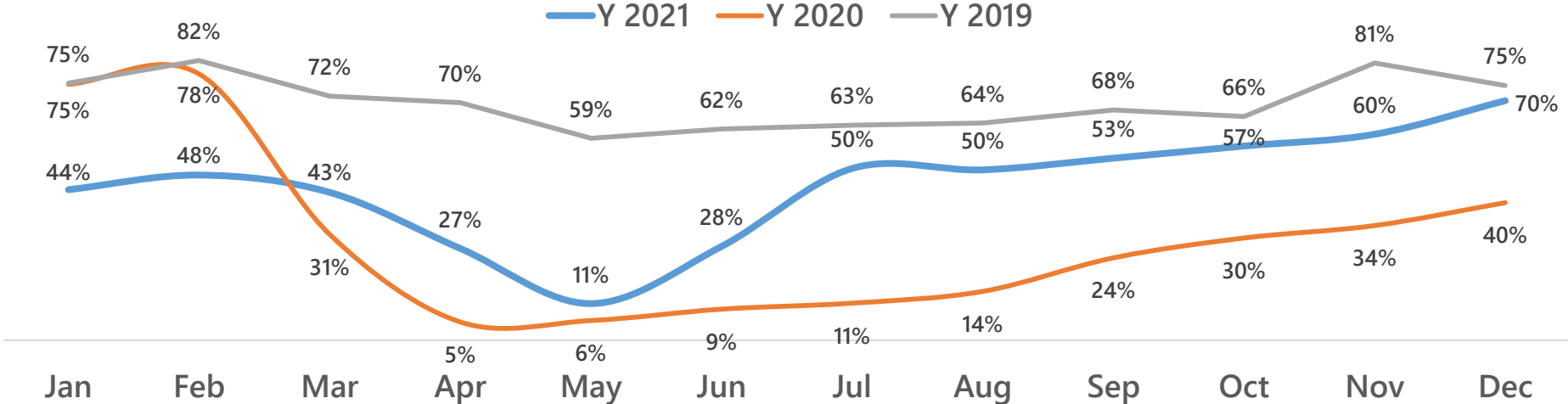


Q1FY22 witnessed decline in RevPAR due to second wave of COVID-19. However, steep recovery is being witnessed from June 2021 onwards. Q3 witnessed increase in RevPAR by 64% (Q-o-Q) and for all domestic properties taken together

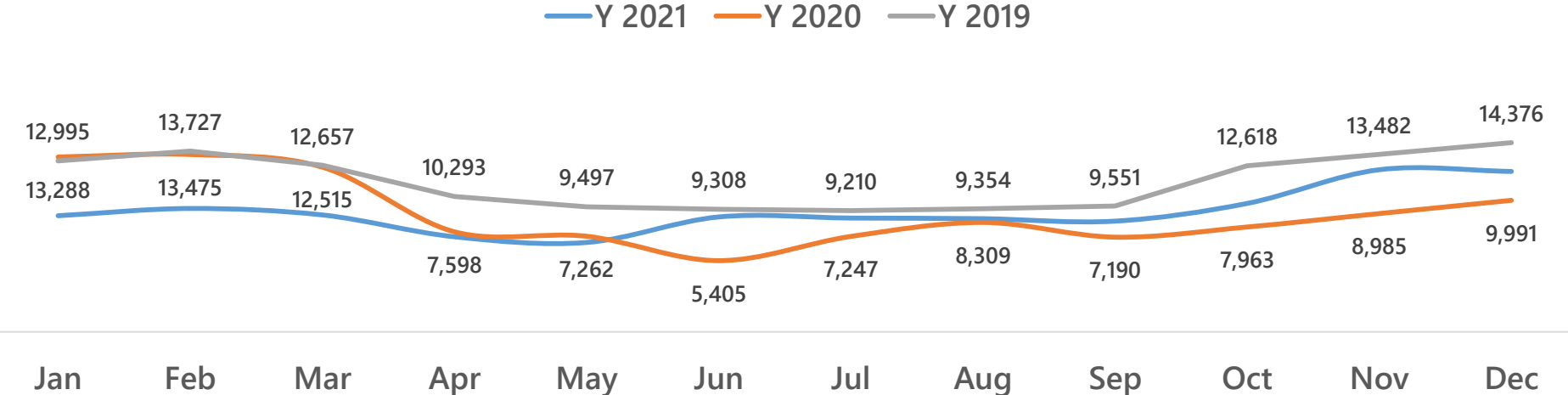
* Domestic properties represents all hotels including managed properties

Hotels | Recovery in Domestic Properties

Occupancy

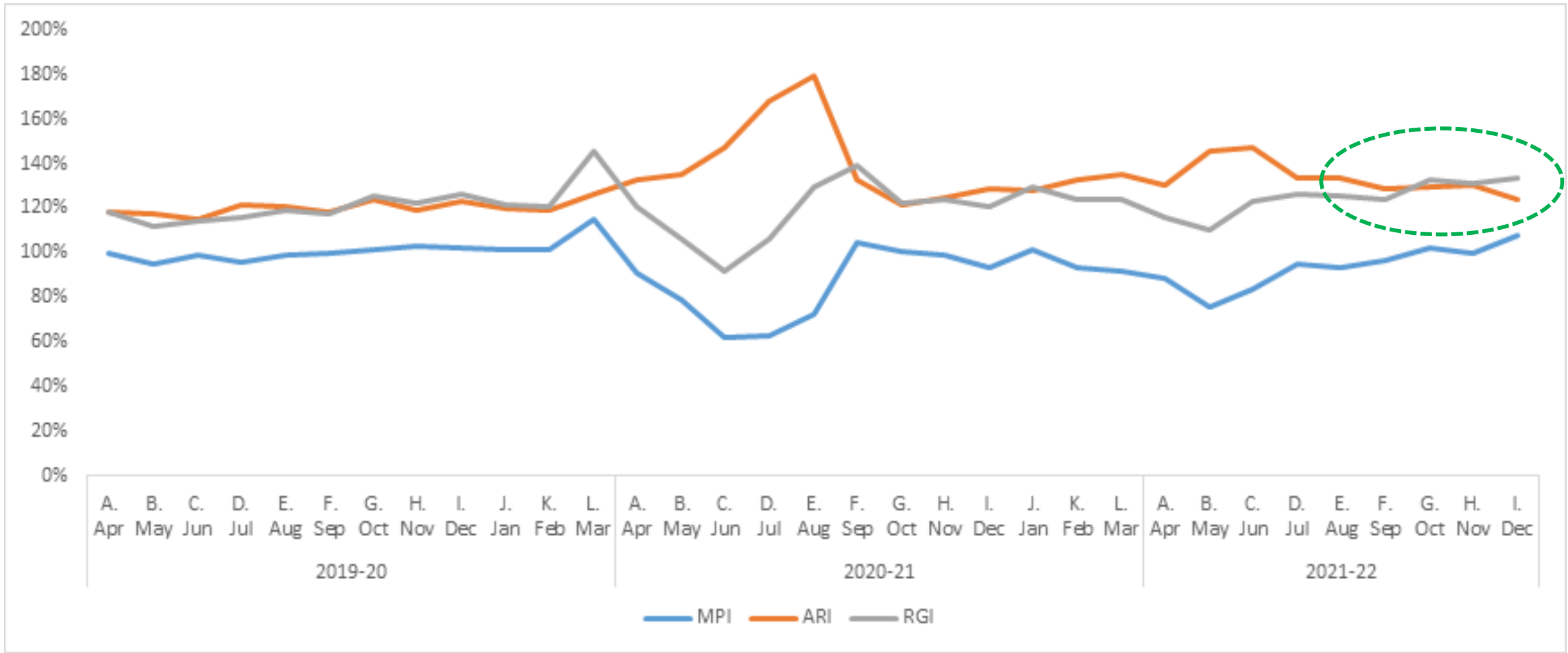


ARR



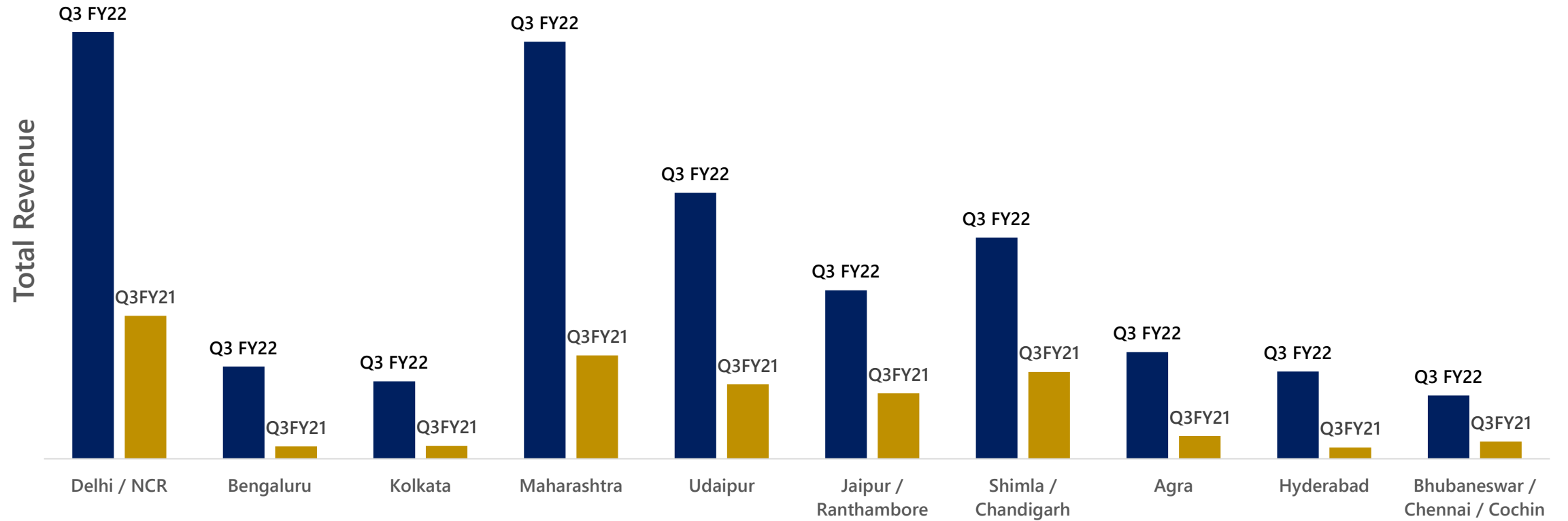
* Domestic properties represents all hotels including managed properties

High on ARR and RGI – Brand Promise of being the best.



Oberoi and Trident Hotels perform better than the competition set, while maintaining Brand Premium and Revenue Generating Index

City wise revenue recovery | Domestic Properties

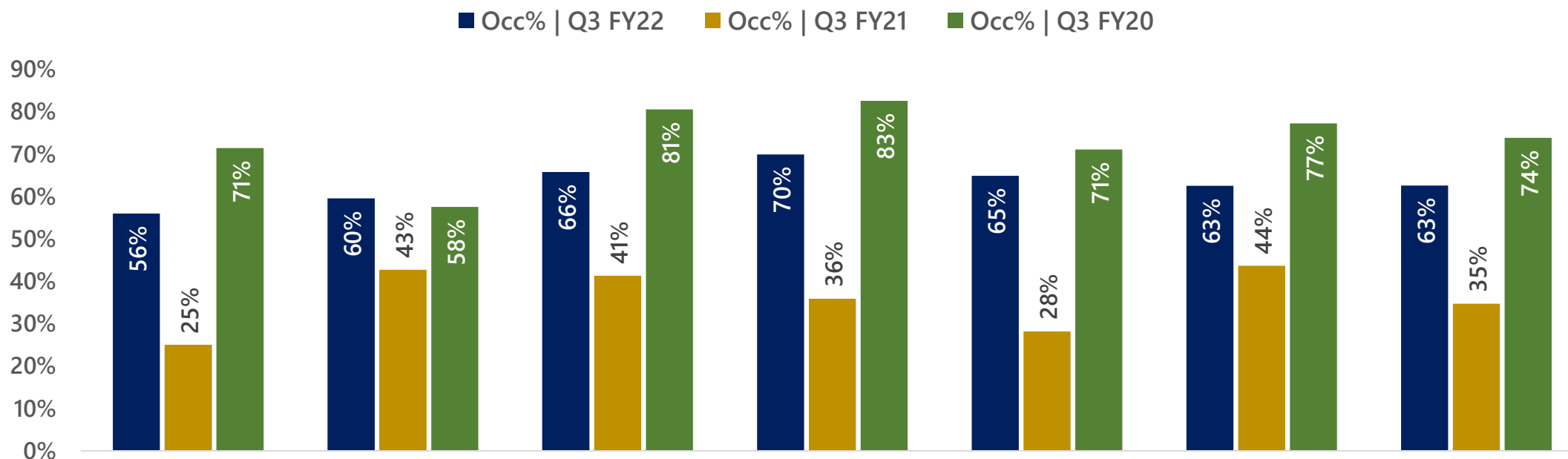


VS Q3 FY20	71%	109%	71%	58%	131%	84%	166%	49%	64%	71%
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* Domestic properties represents all hotels including managed properties

Hotels | Operating Statistics | Including managed properties

* Domestic properties represents all hotels including managed properties



ARR [₹]	Oberoi Metro	Oberoi Leisure (Vilas)	Trident Metro	Trident Leisure	Trident City	Others	Total
Q3 FY22	₹ 10,824	₹ 34,846	₹ 6,635	₹ 9,240	₹ 5,592	₹ 6,306	₹ 11,483
Q3 FY21	₹ 9,219	₹ 26,183	₹ 4,271	₹ 6,436	₹ 4,269	₹ 4,718	₹ 9,084
Q3 FY20	₹ 14,888	₹ 37,484	₹ 9,513	₹ 7,347	₹ 8,245	₹ 8,353	₹ 13,528

Recovery vs Q3FY20

57%

96%

57%

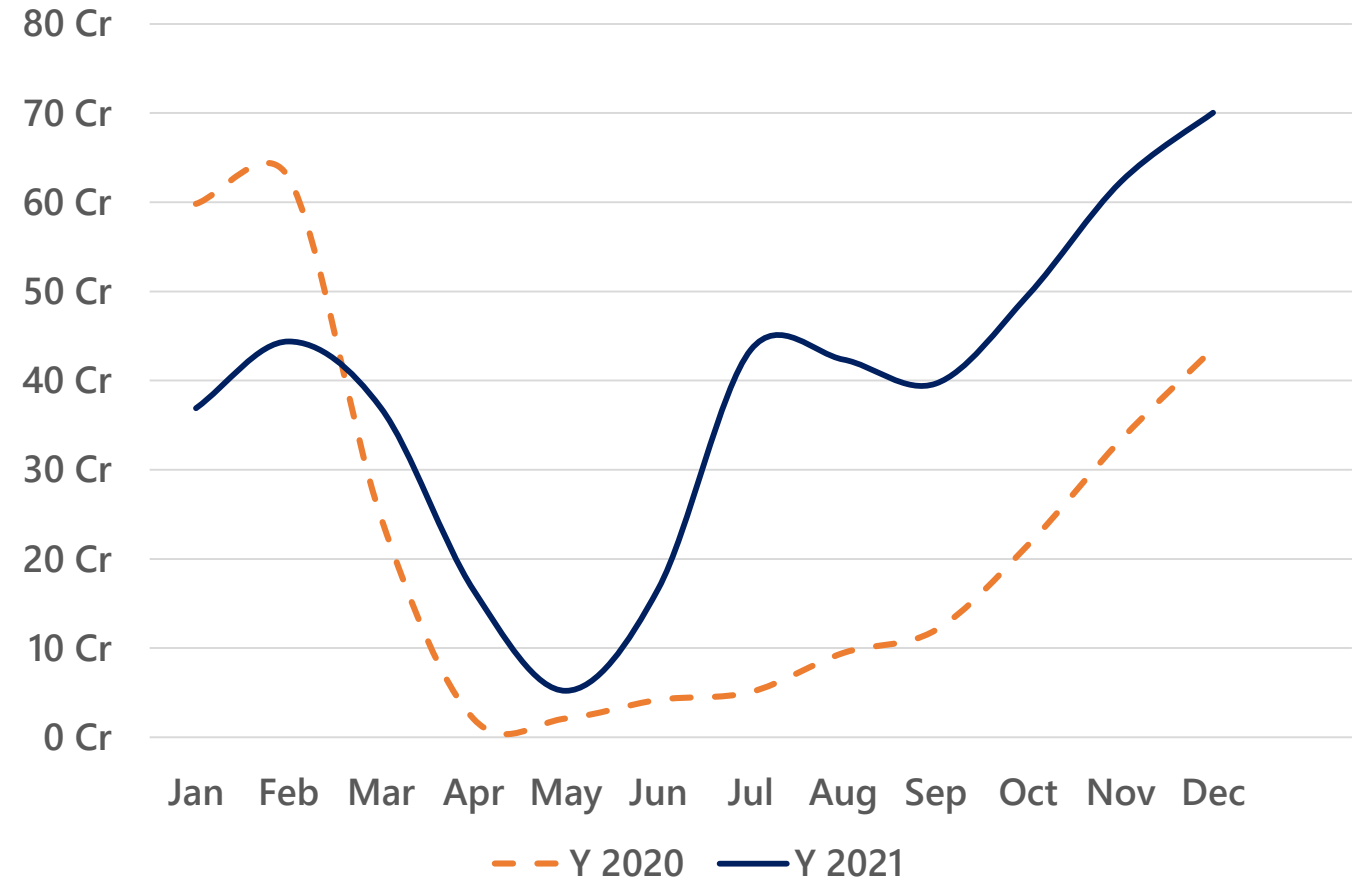
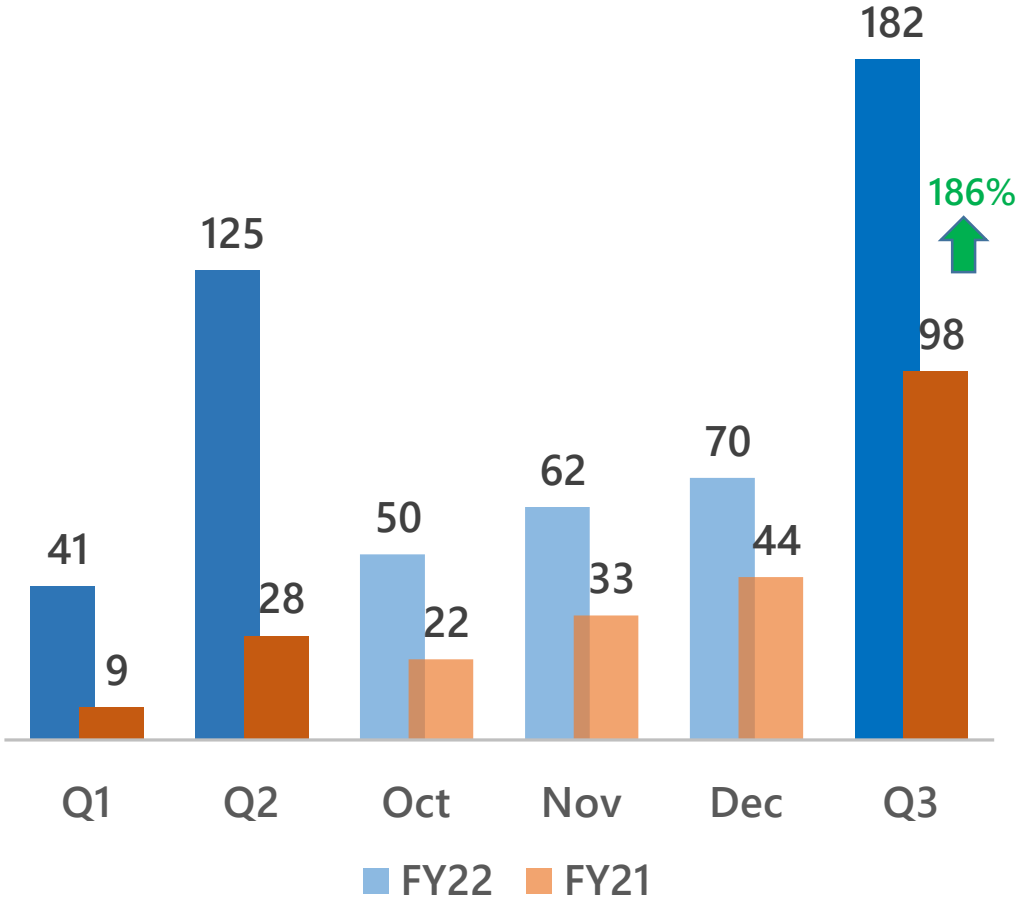
107%

62%

61%

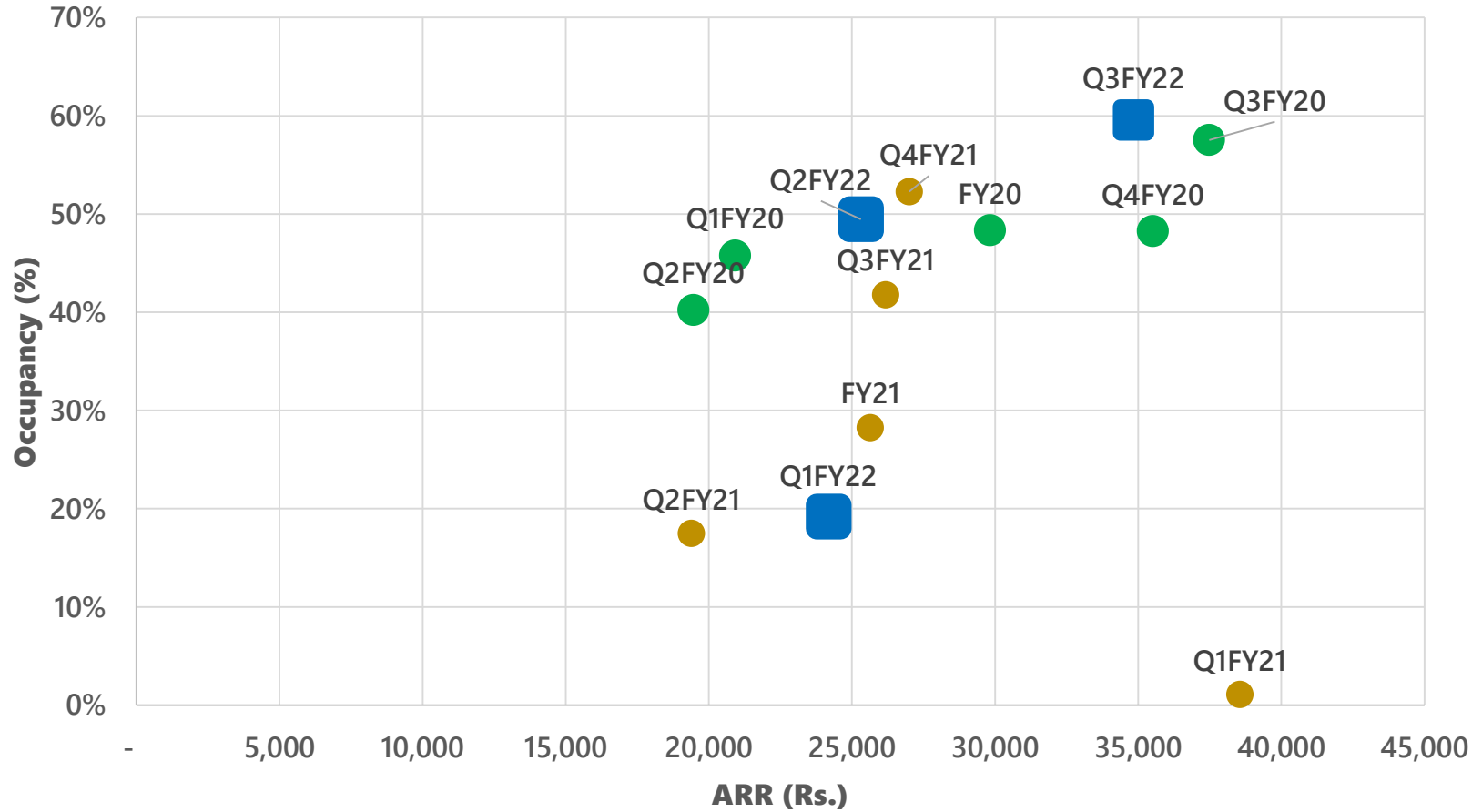
72%

F&B Revenue | Hotels | Domestic Properties



The focus on Food & Beverage Revenue continues. Q3 revenue in current year is higher by ₹ 84 Crs (+186%) compared to same time last year.

Oberoi Leisure | Outperforming Expectations



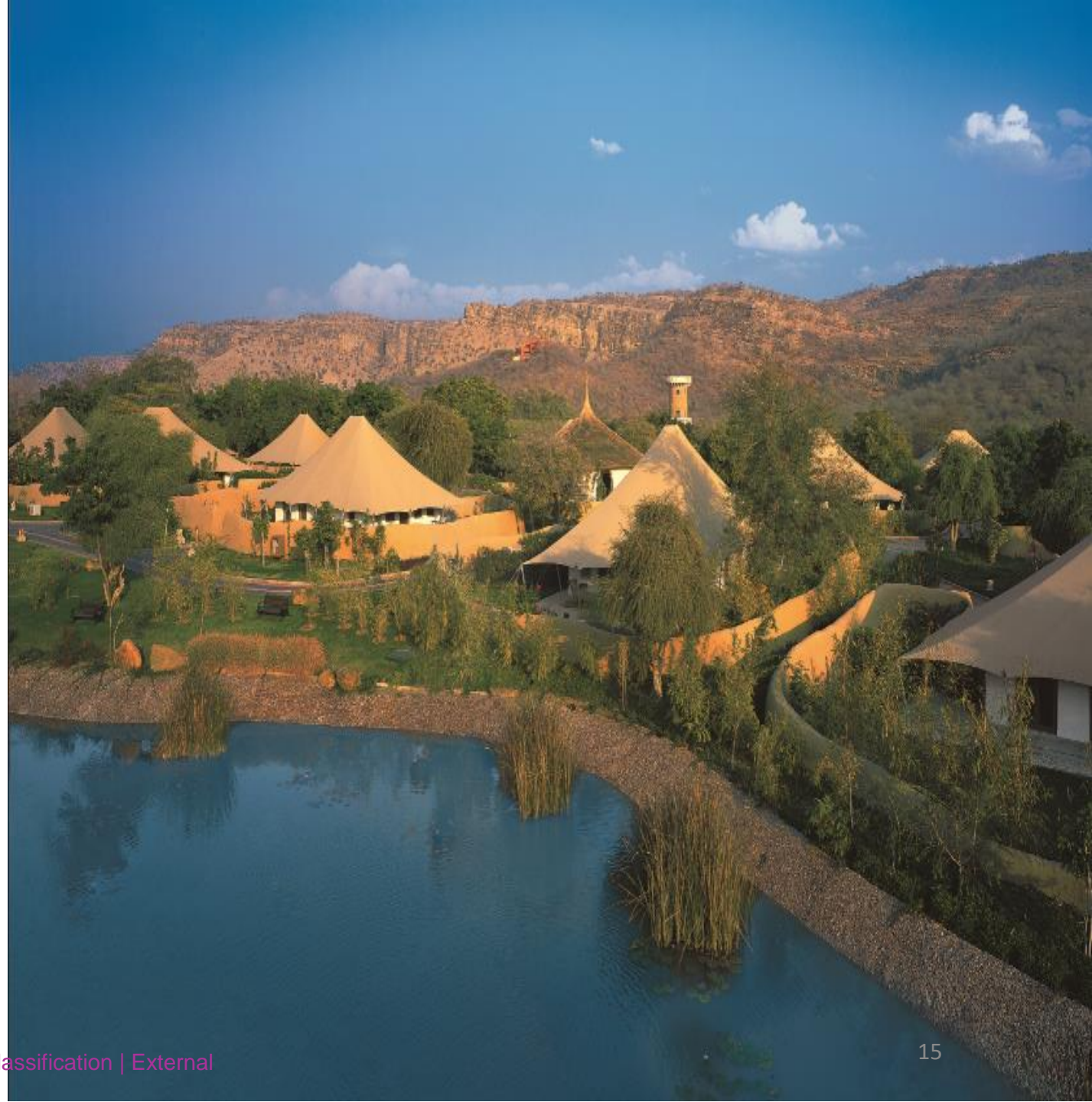
List of Oberoi Leisure Properties

- The Oberoi Udaivilas
- The Oberoi, MV Vrinda
- The Oberoi Vanyavilas
- The Oberoi Rajvilas
- The Oberoi Cecil, Shimla
- Wildflower Hall, Shimla
- The Oberoi Amarvilas
- The Oberoi Sukhvilas

Oberoi Leisure Resorts have been outperforming normalized year performance

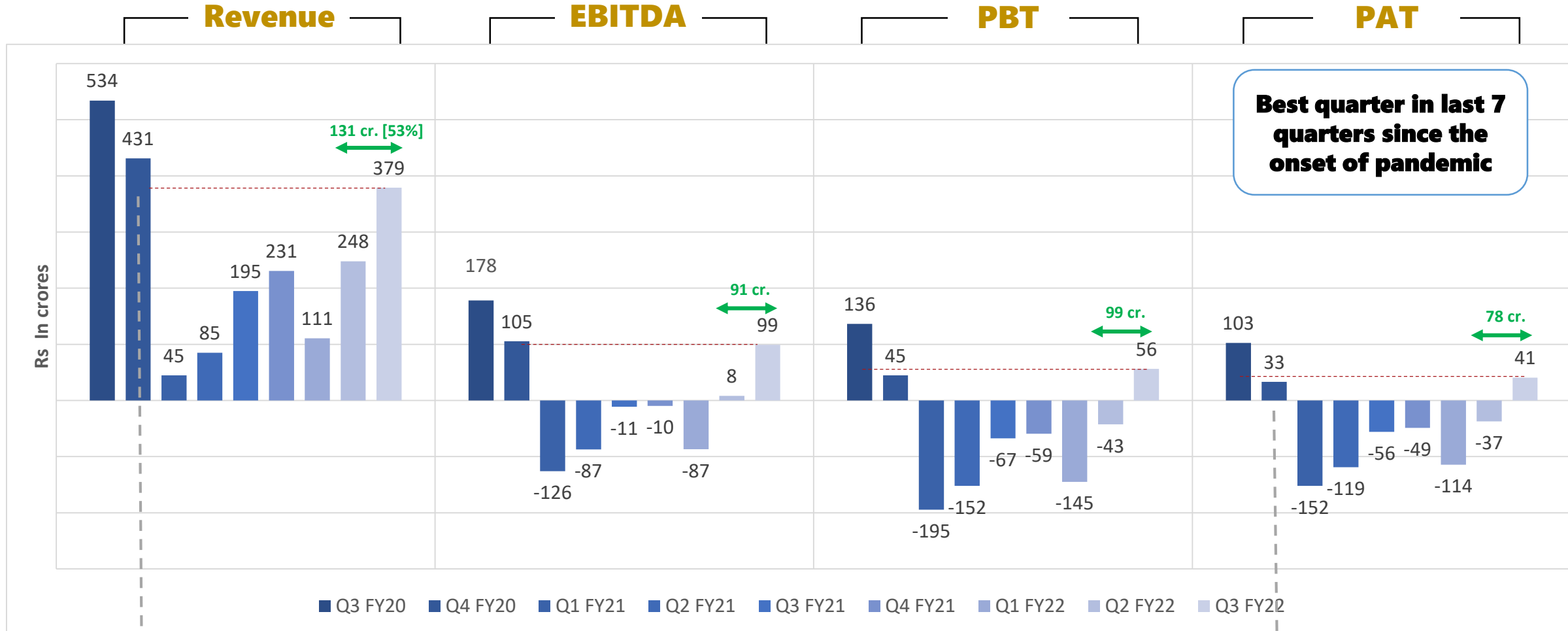
REVITALIZE

Leaders in Health and Safety | Process
Efficiency | Automation | Rationalization of
Fixed Costs | Environmental consciousness



Financial Agility | Significantly enhanced operational efficiencies

*Q-o-Q CONSOLIDATED Financial Results for starting from Q3 FY20 to Q3 FY22



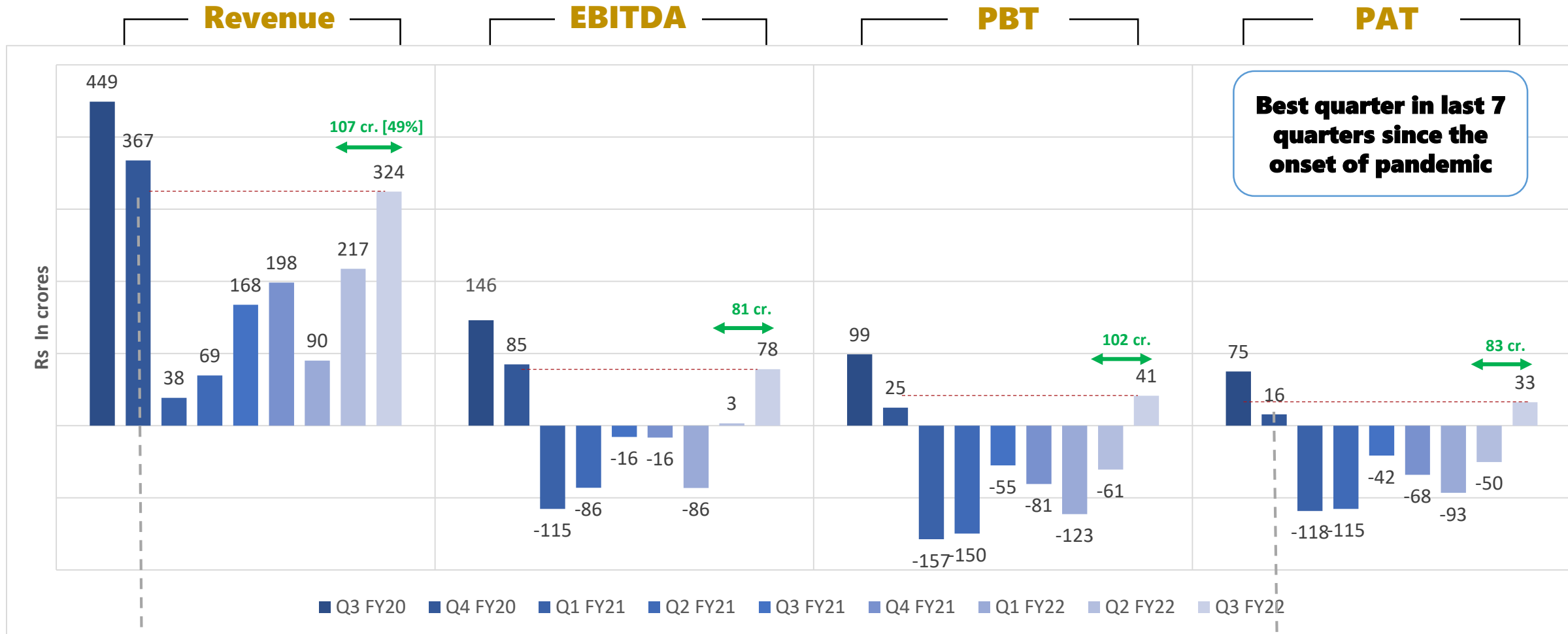
Best quarter in last 7 quarters since the onset of pandemic

Q4 FY20 Pandemic started impacting the business

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Financial Agility | Significantly enhanced operational efficiencies

*Q-o-Q STANDALONE Financial Results for starting from Q3 FY20 to Q3 FY22

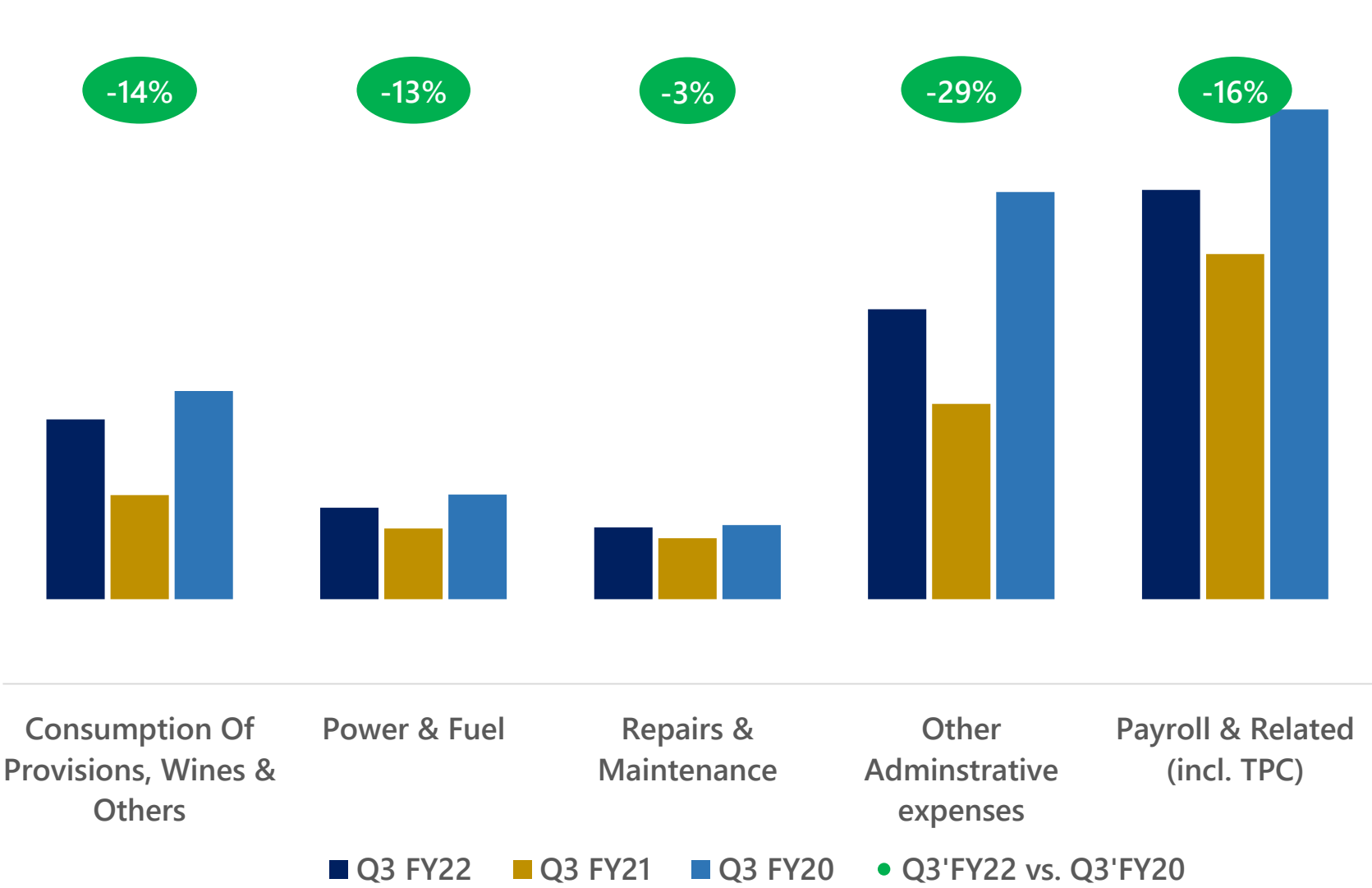


Best quarter in last 7 quarters since the onset of pandemic

Pandemic started impacting the business

Pandemic started impacting the business

Financial Agility | Significantly enhanced operational efficiencies



Vs. Q3 FY20

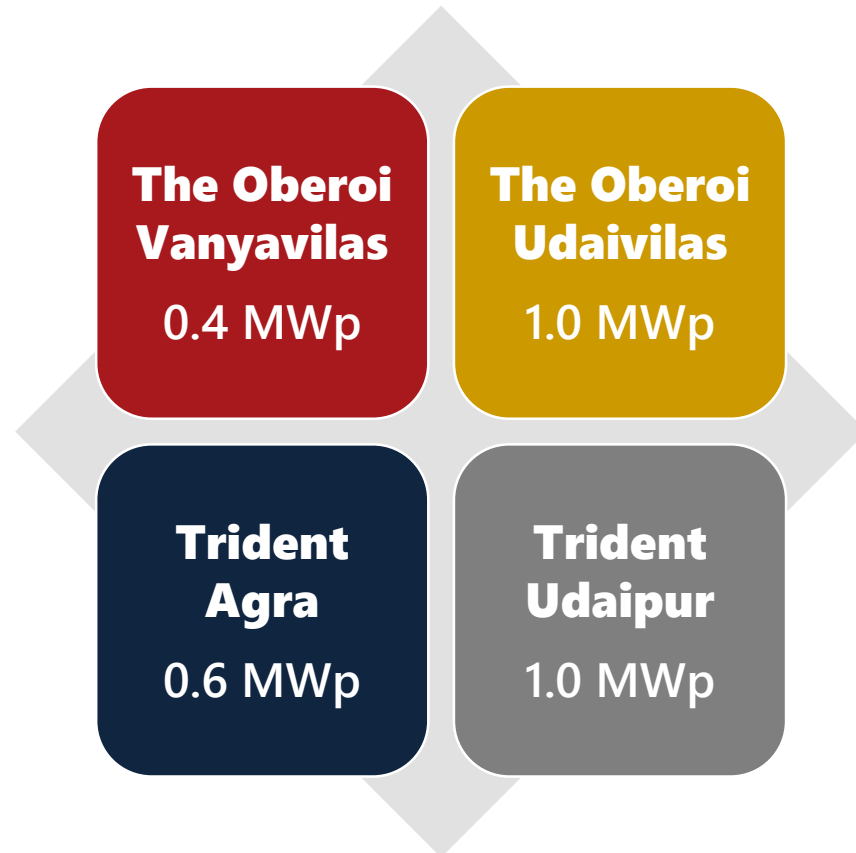
Efficiencies

↓ Total Expenses
19%

↓ Corporate cost
32%

Excluding Directors' commission and CSR expenses

Reducing our Carbon Footprint | Energy Conservation new initiatives



Commissioning of Solar Plants

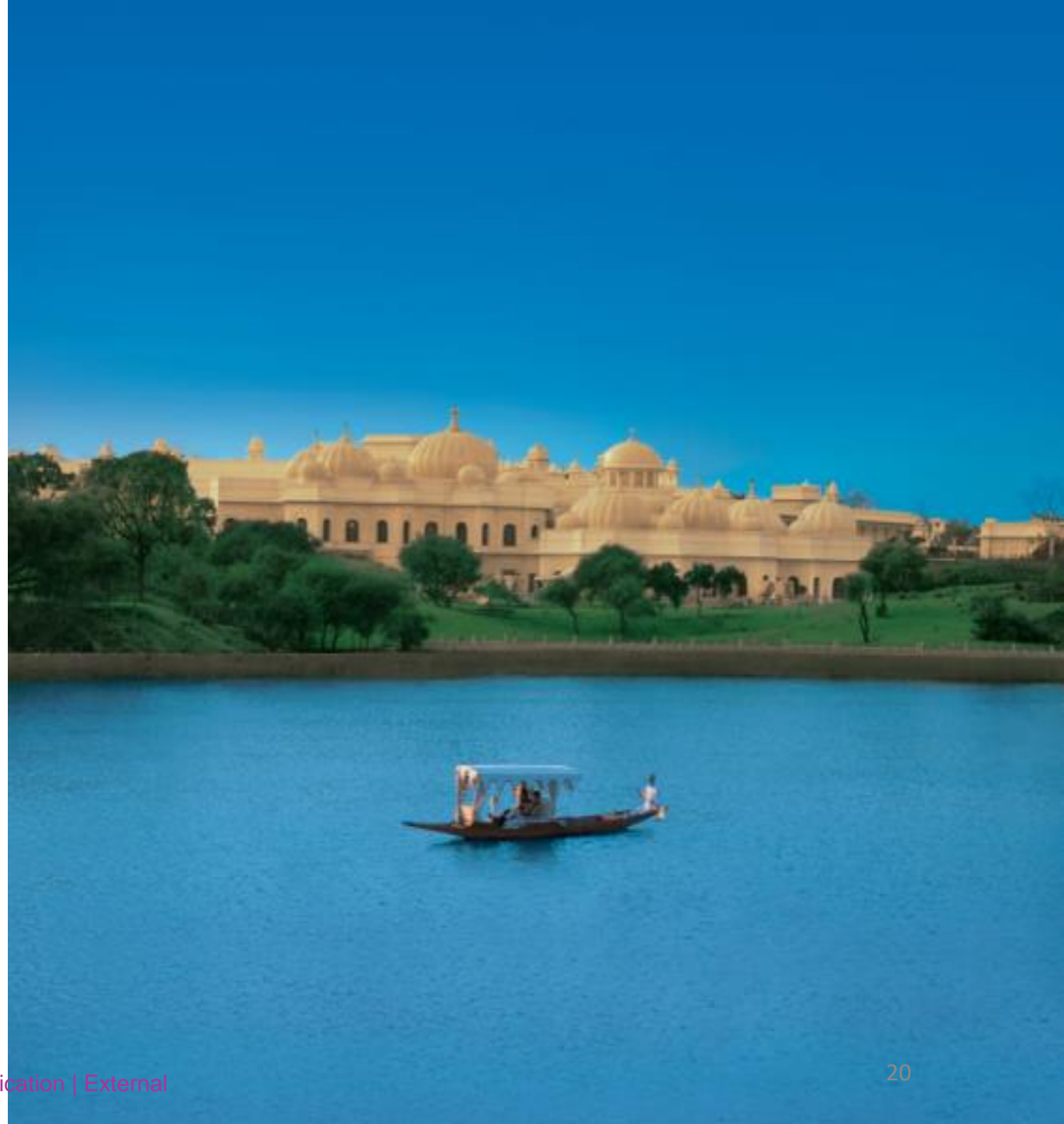
- ✓ Solar Plants with a capacity of 3.0 MWp **commissioned**
- ✓ Expected to generate 4.2 mn units p.a. thereby reducing the carbon footprint
- ✓ 36% of electricity consumption being met through Solar power generation at these location.
- ✓ Average cost reduced from ~ ₹ 11.5 p.u. to ~ ₹ 6.8 p.u.

Hotels consuming Renewable Energy

- The Oberoi Gurgaon
- Trident Gurgaon
- The Oberoi Vanyavilas
- The Oberoi Udaivilas
- Trident Agra
- Trident Udaipur
- The Oberoi Bengaluru
- Trident Bandra Kurla
- Trident Chennai
- OFS, Chennai

FLOURISH

Leadership in Domestic Leisure | Food & Beverage | Alliances | Guest Recognition



EH Limited | Performance Highlights

Quarter ended December 2021



STANDALONE P&L	QTR 3	
<i>Figures in Rs Crores rounded to nearest first decimal</i>	FY22	FY21
Revenue from Operations	314.3	155.8
Other Income	10.0	11.7
TOTAL INCOME (A)	324.3	167.5
Consumption	42.4	24.6
Employee Benefits	96.6	81.5
Power, Fuel & Light	21.6	16.7
Administrative & Other Expenses	85.3	60.5
TOTAL EXPENDITURE (B)	245.9	183.3
EBITDA = (A) - (B)	78.4	(15.8)
<i>Less: Depreciation & Amortization</i>	28.5	29.7
EBIT	49.9	(45.5)
<i>Less: Finance Costs</i>	8.5	9.6
PBT	41.4	(55.1)
<i>Less: Exceptional Items</i>	0.0	0.0
<i>Less: Tax including Deferred Tax</i>	8.8	(13.5)
PAT	32.6	(41.6)

STANDALONE P&L	9M	
<i>Figures in Rs Crores rounded to nearest first decimal</i>	FY22	FY21
Revenue from Operations	595.3	244.7
Other Income	36.5	30.7
TOTAL INCOME (A)	631.8	275.4
Consumption	87.0	39.9
Employee Benefits	277.1	259.7
Power, Fuel & Light	57.6	44.6
Administrative & Other Expenses	214.8	148.5
TOTAL EXPENDITURE (B)	636.5	492.7
EBITDA = (A) - (B)	(4.7)	(217.3)
<i>Less: Depreciation & Amortization</i>	85.4	91.5
EBIT	(90.1)	(308.8)
<i>Less: Finance Costs</i>	24.7	32.9
PBT	(114.8)	(341.7)
<i>Less: Exceptional Items</i>	27.4	20.3
<i>Less: Tax including Deferred Tax</i>	(31.2)	(87.0)
PAT	(111.0)	(275.0)

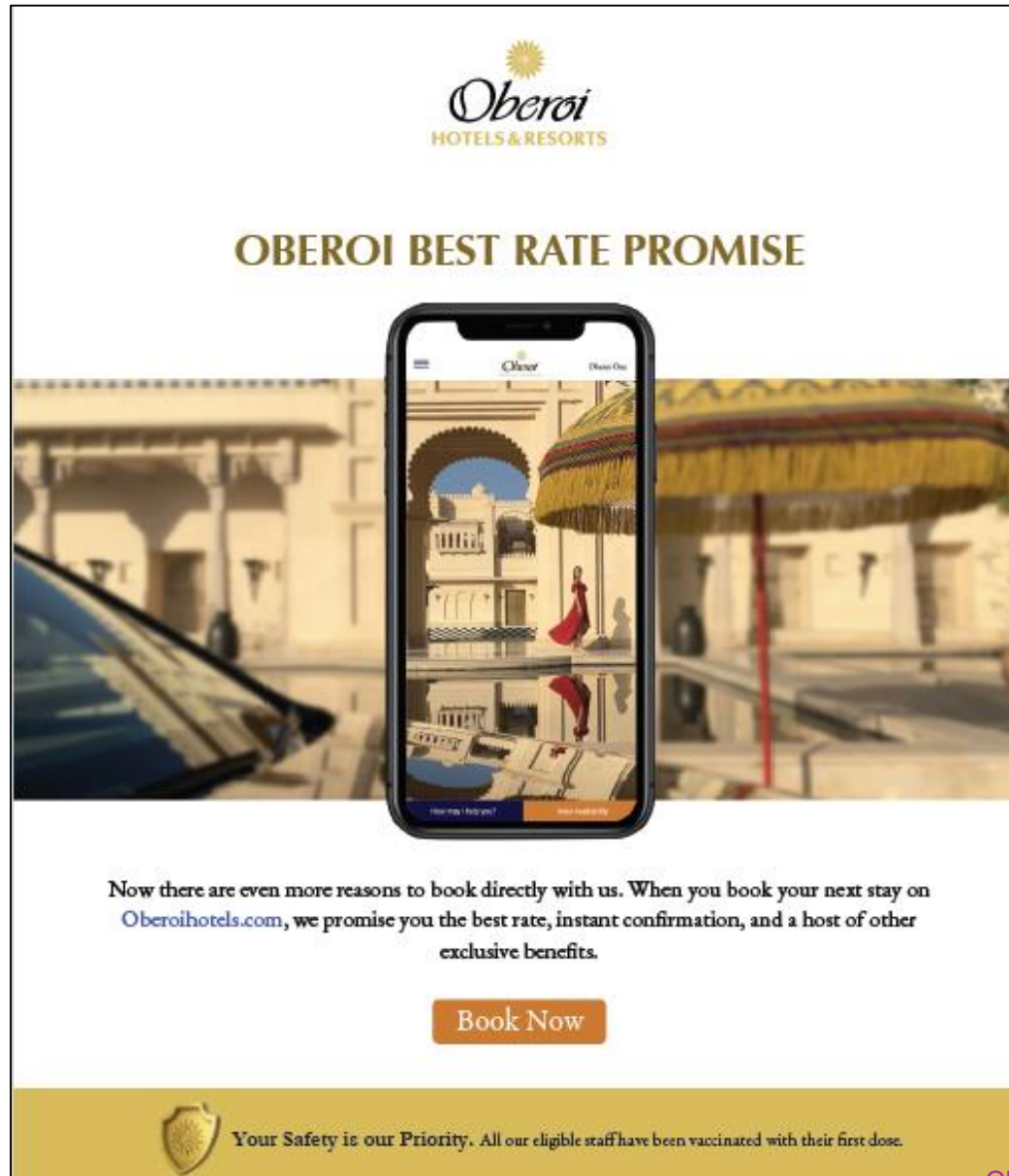
CONSOLIDATED P&L
<i>Figures in Rs Crores rounded to nearest first decimal</i>
Revenue from Operations
Other Income
TOTAL REVENUE (A)
Consumption
Employee Benefits
Administrative & Other Expenses
TOTAL EXPENDITURE (B)
EBITDA = (A) - (B)
<i>Less:</i> Depreciation & Amortization
EBIT
<i>Less:</i> Finance Costs
PBEIT
Share of net profit of associates and joint ventures
Exceptional Items
Tax Expense
PROFIT / (LOSS) FOR THE PERIOD
Items that may not be reclassified to Profit or Loss
Items that may be reclassified to Profit or Loss
Total Other Comprehensive Income / Loss (net of tax)
<i>Less:</i> Non-Controlling Interest in total comprehensive income
Total Comprehensive Income / (Loss) for the period

Q3			9M		
FY22 (Actual)	FY21 (L.Y.)	Variance %	FY22 (Actual)	FY21 (L.Y.)	Variance %
365.4	179.2	104%	691.4	280.8	146%
13.5	15.6	(-) 13%	46.0	43.4	6%
378.9	194.8	95%	737.4	324.2	127%
47.2	26.5	78%	95.5	42.8	123%
107.9	91.3	22%	309.1	289.9	8%
124.8	88.1	42%	312.4	215.8	45%
279.9	205.9	38%	717.0	548.5	31%
99.0	(11.1)		20.4	(224.3)	
31.7	32.8		94.8	101.0	
67.3	(43.9)		(74.4)	(325.3)	
9.6	10.6		28.3	36.9	
57.7	(54.5)		(102.7)	(362.2)	
(1.6)	(12.8)		(28.5)	(51.9)	
0.0	0.0		0.0	(2.5)	
(15.3)	11.6		20.3	90.0	
40.8	(55.7)		(110.9)	(326.6)	
(0.3)	0.7		(0.8)	2.2	
0.8	(3.6)		8.4	(15.1)	
41.3	(58.6)		(103.3)	(339.5)	
2.8	0.3		1.8	(5.1)	
38.5	(58.9)		(105.1)	(334.4)	

Strong Brand Positioning and Focus Areas



'Book Direct' and 'Best Rate Promise' drives revenue through brand website




Oberoi
HOTELS & RESORTS

OBEROI BEST RATE PROMISE

Now there are even more reasons to book directly with us. When you book your next stay on Oberoihotels.com, we promise you the best rate, instant confirmation, and a host of other exclusive benefits.

[Book Now](#)

 Your Safety is our Priority. All our eligible staff have been vaccinated with their first dose.



Oberoi
HOTELS & RESORTS

BOOK DIRECT Enjoy the benefits of booking directly with us.



Oberoi
HOTELS & RESORTS

Best Rate Guarantee



Oberoi
HOTELS & RESORTS

Complimentary stays & upgrades

Focused and Aggressive marketing initiative to promote direct bookings on www.oberoihotels.com

Aggressive promotion through digital marketing



Oberoi Select benefits include 20 room nights at Oberoi Hotels & Resorts in India. All for just INR 250,000 (inclusive of taxes), plus additional savings and benefits with every stay. All complemented by our warm, heartfelt hospitality.

- Up to 40% savings on accommodation with breakfast
- 25% savings at The Oberoi Spa
- 15% savings on food and soft beverages
- Complimentary use of business centre

Subscribe Now

Enjoy the programme's benefits for 12 months from the date of issue.

Subscribe to Oberoi Select directly at oberoihotels.com

To know more, please e-mail us at reservations@oberoigroup.com or call us at 1800 11 2030.

OBEROI SELECT
An exclusive subscription programme
Additional benefits at guaranteed best rates.

Oberoi Select benefits include 20 room nights at Oberoi Hotels & Resorts in India. All for just INR 250,000 (inclusive of taxes), plus additional savings and benefits with every stay. All complemented by our warm, heartfelt hospitality.

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To know more, please e-mail us at reservations@oberoigroup.com or call us at [1800 11 2030](tel:1800112030).

Terms & Conditions Apply

Your Safety is our Priority. All our staff are vaccinated and we follow stringent COVID-19 protocols.

#SeasonofJoy | Festive Offer Promotions on digital with best ever brand affinity

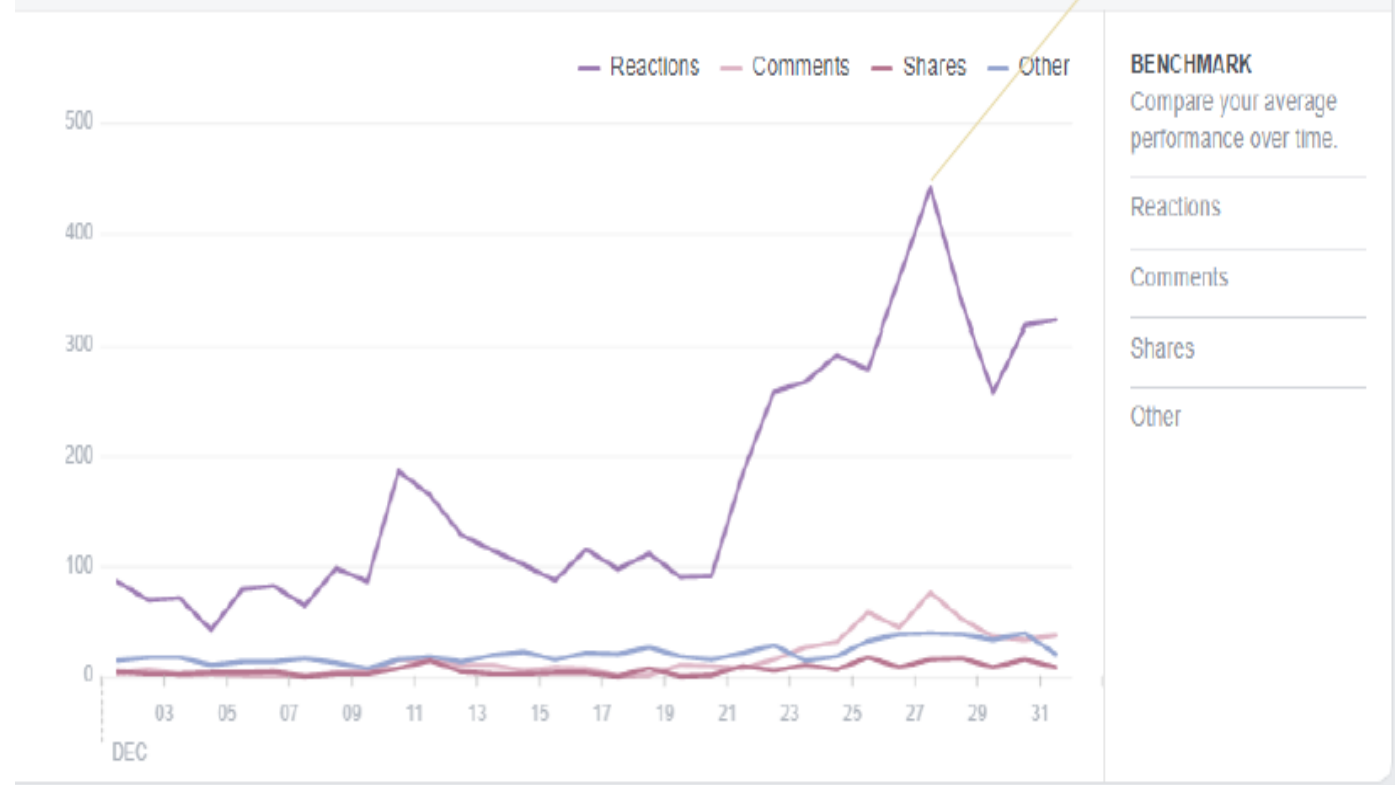
The hotel offers for both F&B and Stays promoted on the website and via digital media



Reactions, Comments, Shares and More

These actions will help you reach more people.

#SeasonofJoy Campaign



BENCHMARK
Compare your average performance over time.

Reactions

Comments

Shares

Other

Engagement chart

Classification | External

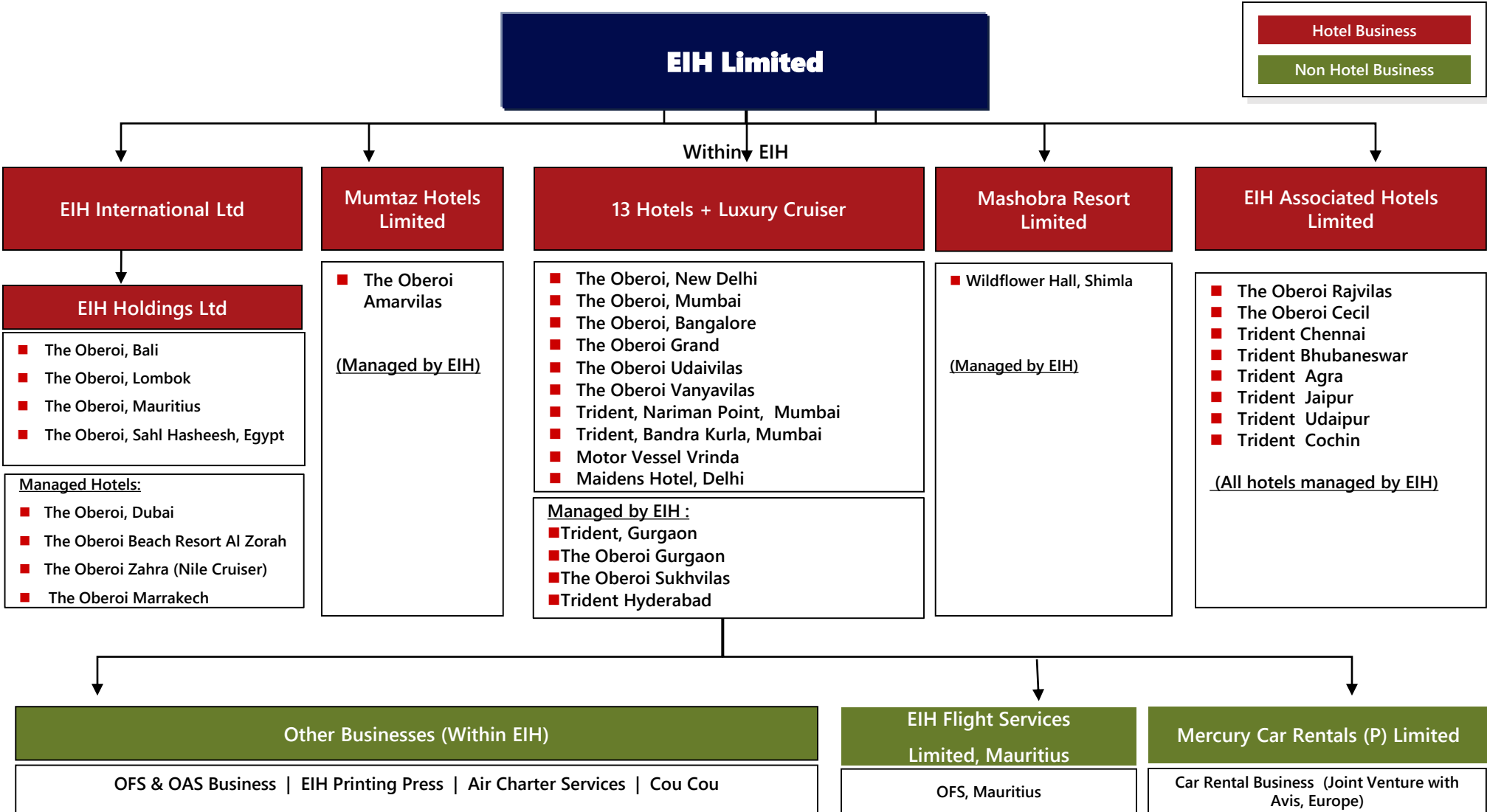
<https://www.oberoihotels.com/christmas-and-new-year-2021/>

Business Footprint

Quarter ended December 2021



Corporate Structure



Hospitality and Travel focused business model

HOTELS IN INDIA



1591 keys
under The Oberoi Brand

2172 keys
under Trident Brand

33 Hotels and Resorts in
7 countries. 4512 keys

Where the
Guest is Everything.

OBEROI HOTELS & RESORTS AROUND THE WORLD

The Oberoi, Marrakech

The Oberoi Zaira,
Luxury Nile Cruiser

The Oberoi Philae,
Luxury Nile Cruiser,
River Nile, Egypt

The Oberoi Beach Resort,
Al Zohra

The Oberoi Beach Resort,
Sahl Hasheesh, Egypt

The Oberoi, Dubai

The Oberoi Madina

The Oberoi Beach Resort, Bali

The Oberoi Beach Resort,
Lombok

The Oberoi Beach
Resort,
Mauritius

749 keys
under The Oberoi Brand

[excluding India]

THANK YOU

