

3rd November 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 second quarter and six months ended 30th September 2022.

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

Thanking you,

Yours faithfully

For **ElH Limited**



Lalit Kumar Sharma
Company Secretary

EIH Limited

Investors' Conference Call

Quarter ended September 2022



Indian Hospitality Industry

Key Highlights – Q2FY23

- Average rates and RevPAR continue to be higher than their pre-pandemic levels for the month.
- India's domestic air traffic increased by over 4% in August 2022 compared to the previous month
- Mumbai recorded the highest occupancy rate (73-75%) in Aug 2022, followed by New Delhi (69-71%) and Hyderabad (68-70%)
- Nationwide hotel occupancy in August 2022 was lower than the previous month due to the impact of seasonality, but average rates were higher

Source: HVS Anarock Report (September 2022 edition)



Indian Hospitality Industry Overview

EIH RevPAR Growth Higher than Industry

Signs of growth visible in early months of FY23

INDUSTRY

Y-o-Y	Aug 2022	vs. Aug 2019	vs. Aug 2021
ADR	Rs 5,750 – Rs 5,950	⬆️ 8-10%	⬆️ 42-44%
Occupancy	60%-62%	↔️ Stable	⬆️ 13-15pp
RevPAR	Rs 3,421 – Rs 3,659	⬆️ 6-8%	⬆️ 86-88%

EIH

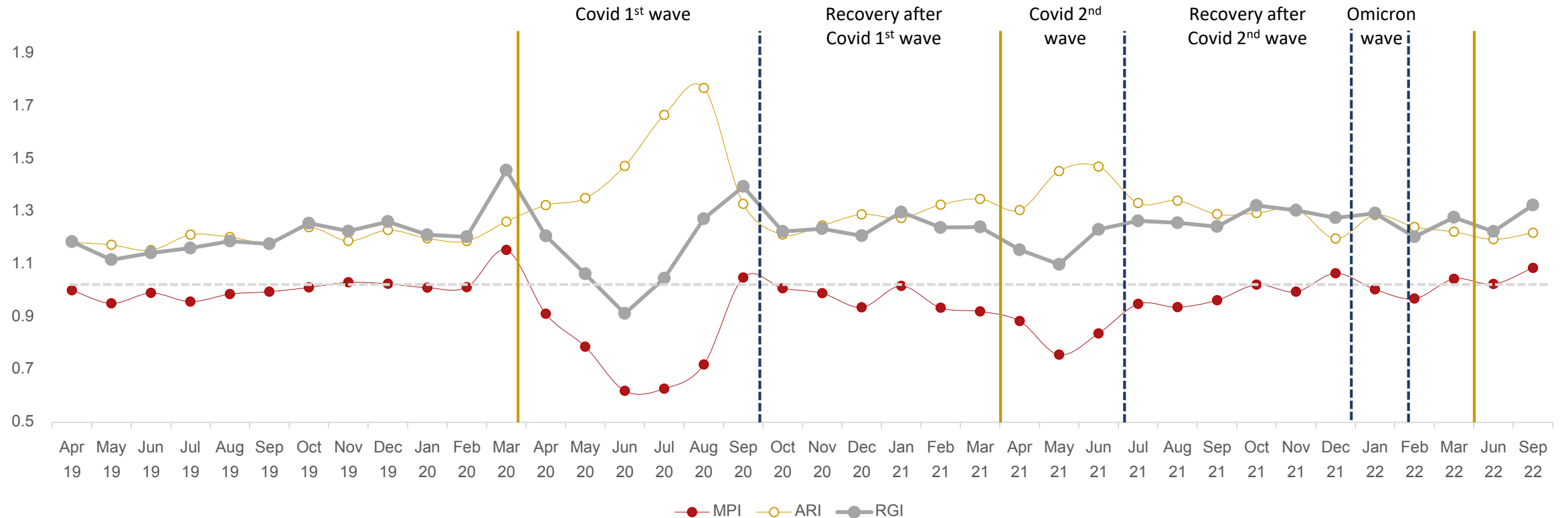
Owned Hotels (Domestic)	ADR	Rs 11,645	⬆️ 15%	⬆️ 42%
	Occupancy	77%	⬆️ 18pp	⬆️ 62pp
	RevPAR	Rs 8,970	⬆️ 36%	⬆️ 129%
Domestic Hotels (including managed)	ADR	11,036	⬆️ 16%	⬆️ 22%
	Occupancy	69%	⬆️ 8pp	⬆️ 41pp
	RevPAR	Rs 7,603	⬆️ 25%	⬆️ 72%

RevPAR Index (Aug)

FY23 – 2.53 | FY20 –
2.00
[Owned Hotels]

FY23 – 2.15 | FY20 –
1.84
[Domestic Hotels (including managed)]

Indices relative to Competition | Domestic Hotels (including managed)



Source: STR Global, STR Compset



Our Outlook

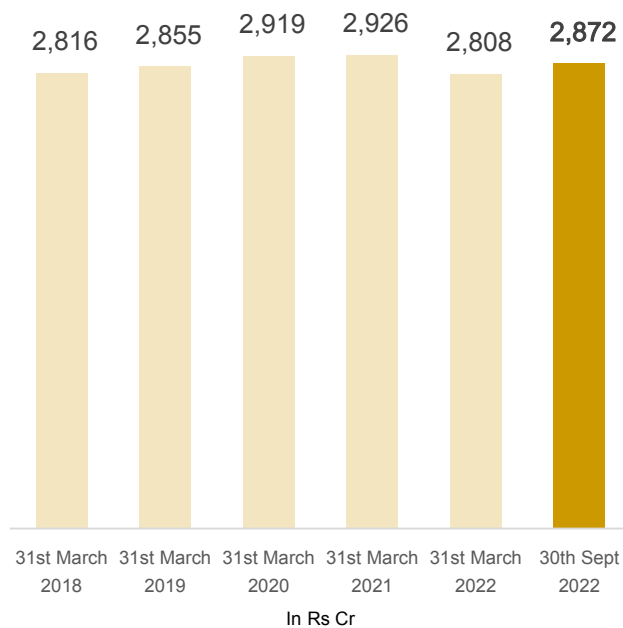
Endure | Revitalize | Flourish



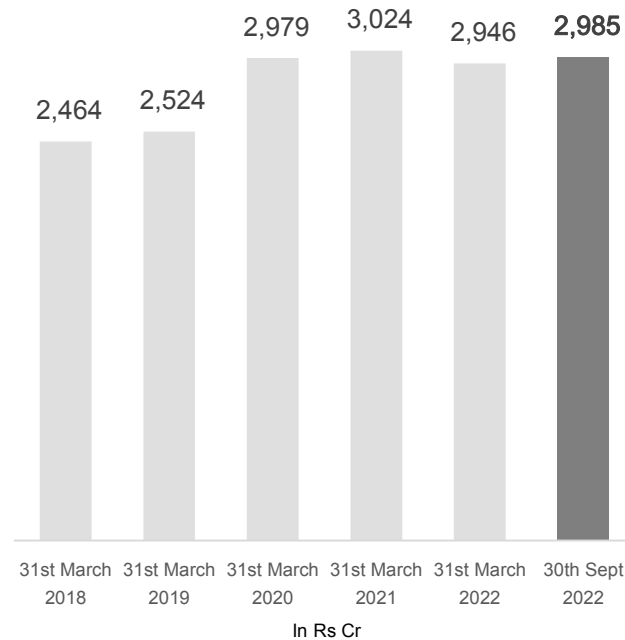
Endure

Strong Balance Sheet | Financial Agility | Highest Standards of Health and Safety | Focus on Energy Conservation

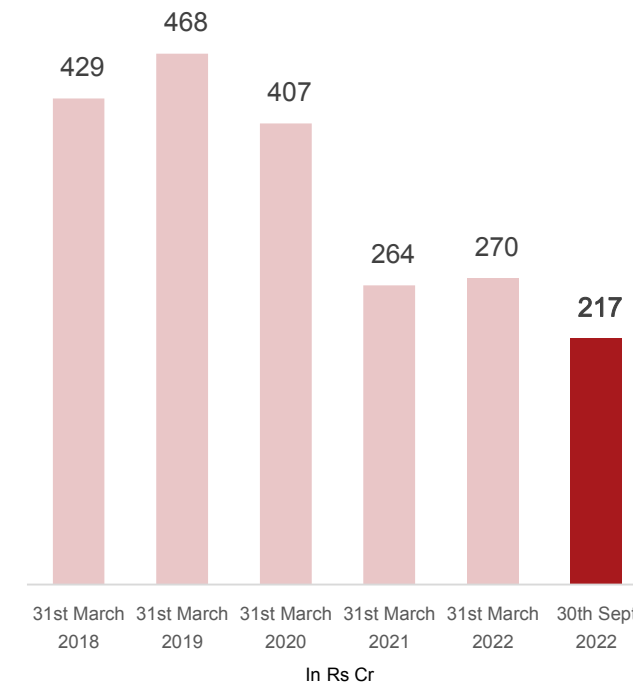
Strong Balance Sheet (Standalone)



NET WORTH



STRONG ASSET* BASE

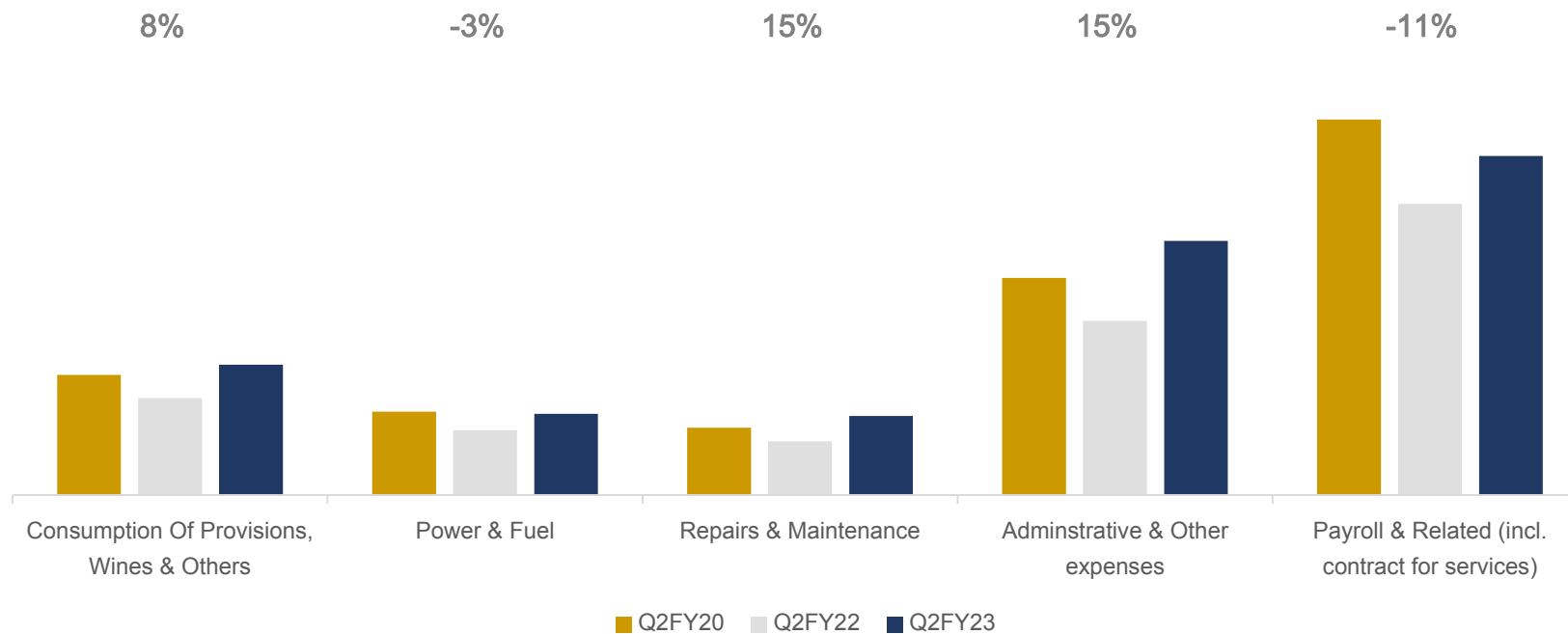


BANK NET DEBT

- Our Balance Sheet strength have helped in controlling the finance costs and obtain low interest rates from bank.
- Weighted Average Cost of Debt as on 30th September 2022 was 7.6%

*Total Gross Fixed Assets

Financial Agility | Significantly enhanced operational efficiencies



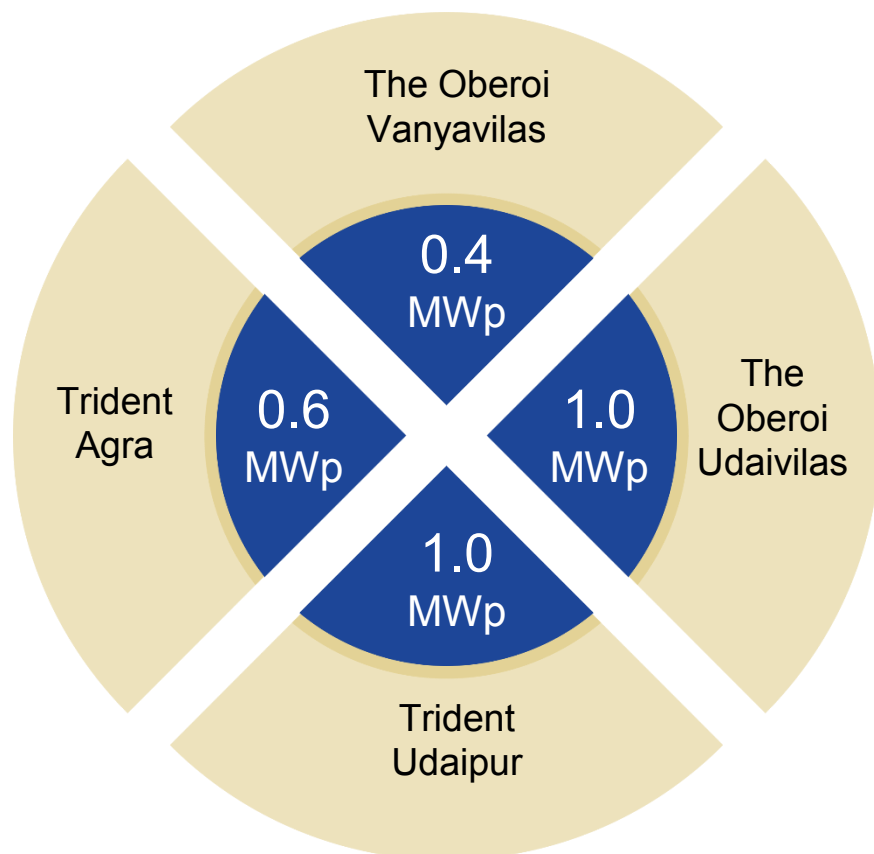
Increase (Q2FY23 vs. Q2FY20) in

↑ **17%**
Total Revenue

Increase (Q2FY23 vs. Q2FY20) in

↑ **2%**
Total Expenses

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
- 47% 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

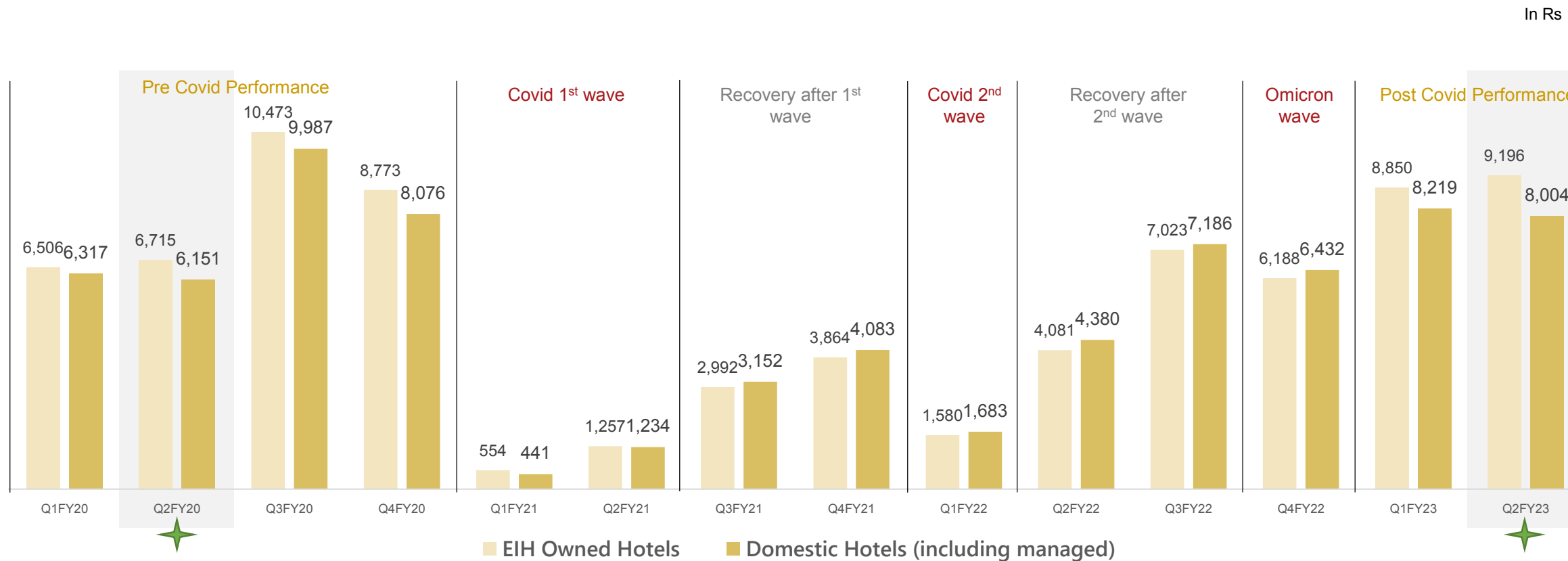
- | | |
|-------------------------------|------------------------------|
| • The Oberoi Gurgaon (52%) | • Trident Udaipur (23%) |
| • Trident Gurgaon (53%) | • The Oberoi Bengaluru (50%) |
| • The Oberoi Vanyavilas (21%) | • Trident Bandra Kurla (7%) |
| • The Oberoi Udaivilas (15%) | • Trident Chennai (68%) |
| • Trident Agra (17%) | • OFS, Chennai |



Revitalize

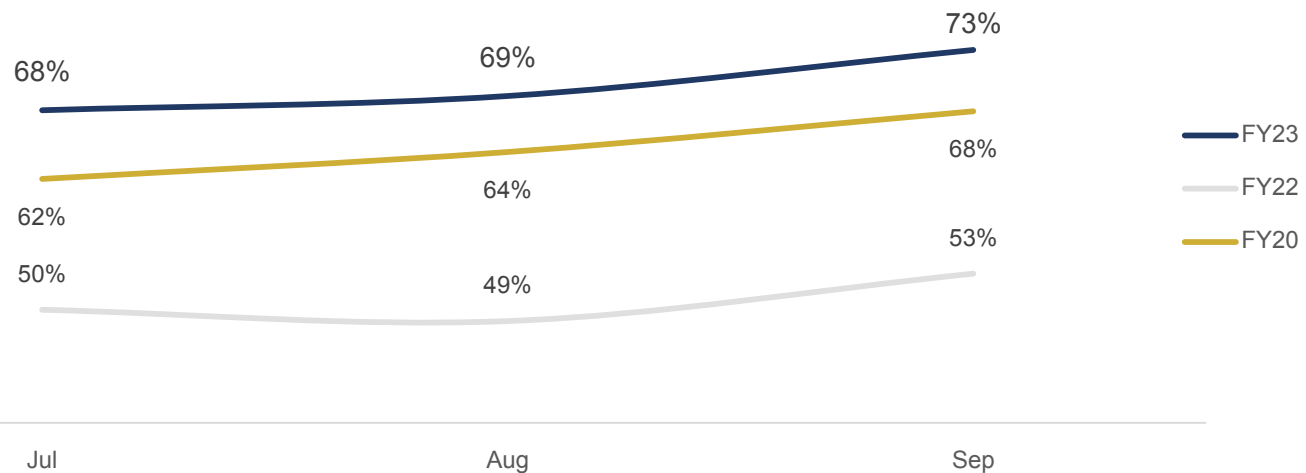
Surpassed Pre-Covid performance

Q₂ RevPAR surpassed pre-pandemic level

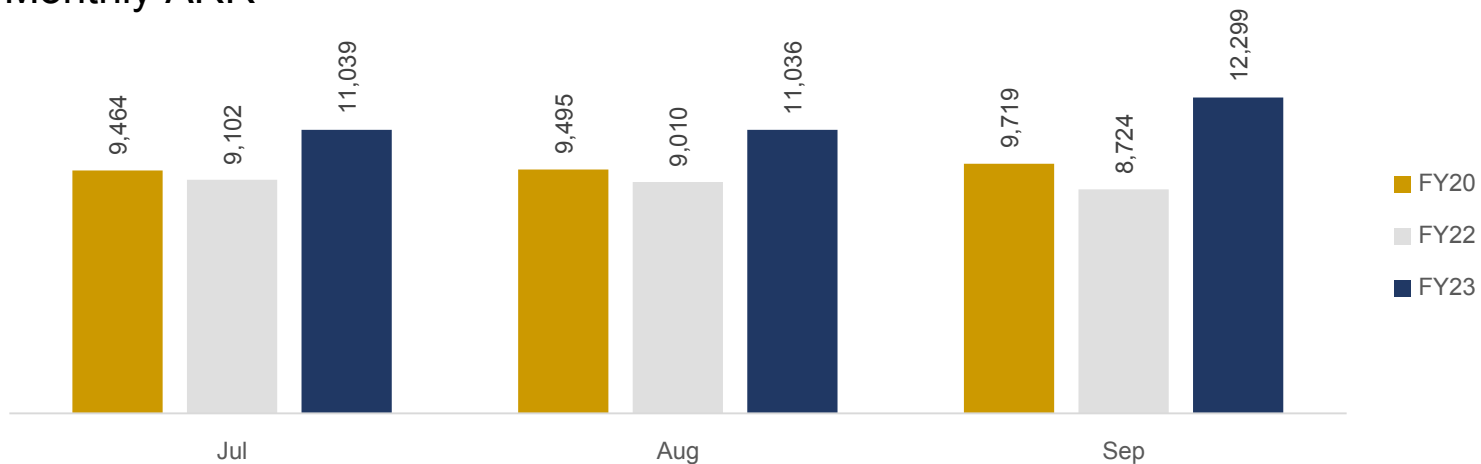


Q₂ ARR and Occupancy Performance at Domestic Hotels (including managed)

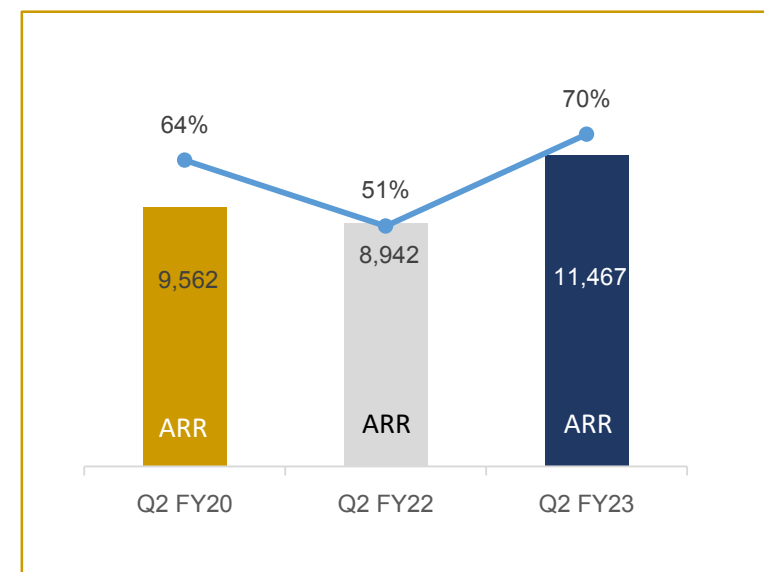
Monthly Occupancy



Monthly ARR

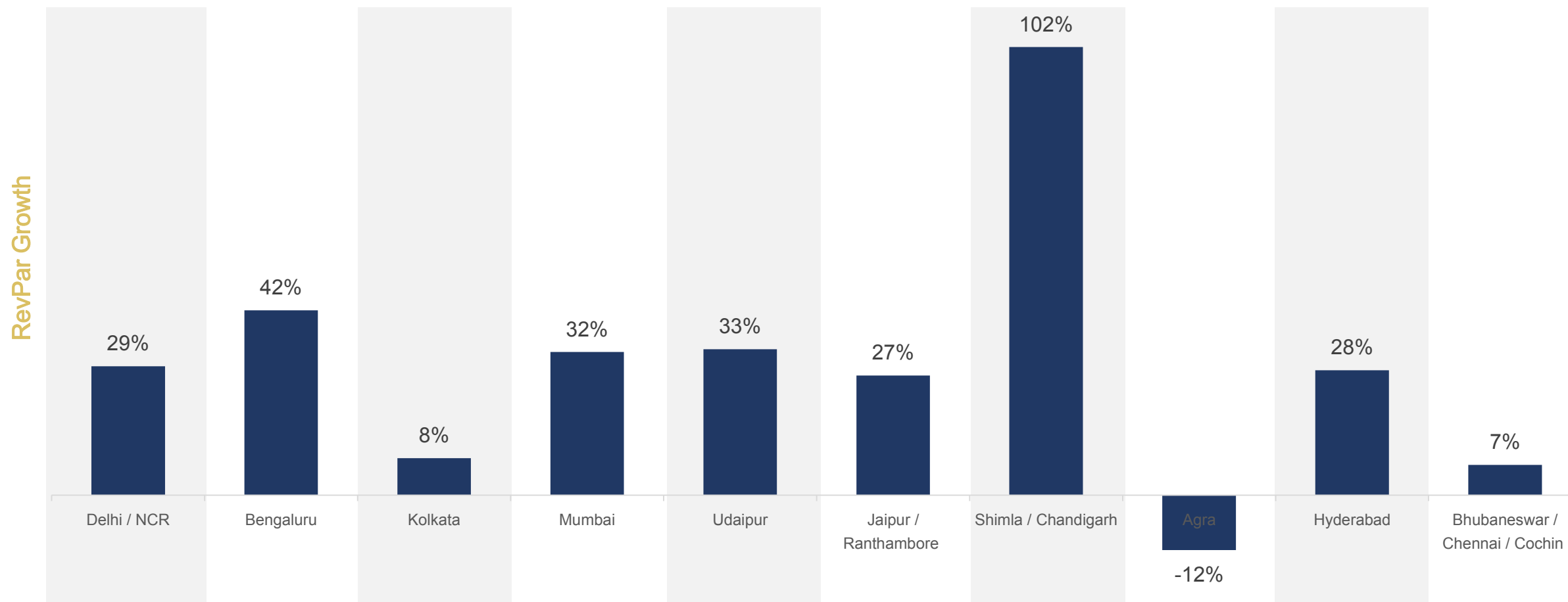


Quarterly Occupancy & ARR



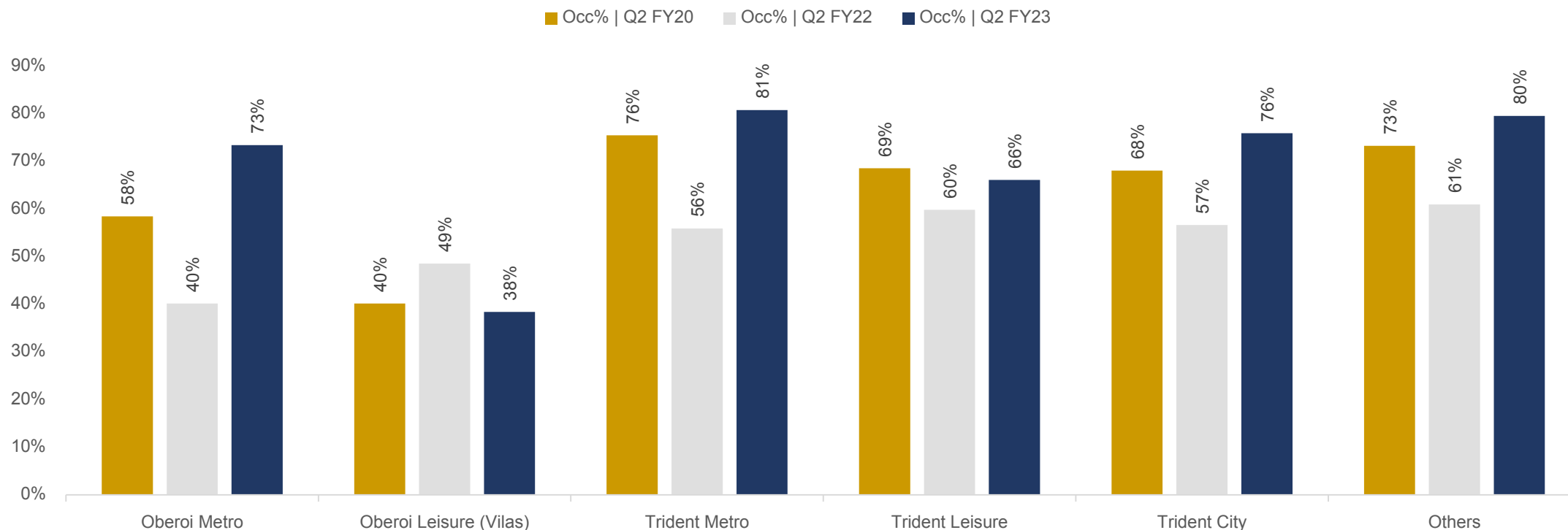
In Rs

Q₂ (FY23 vs FY20) City wise Revpar growth at Domestic Hotels (including managed)



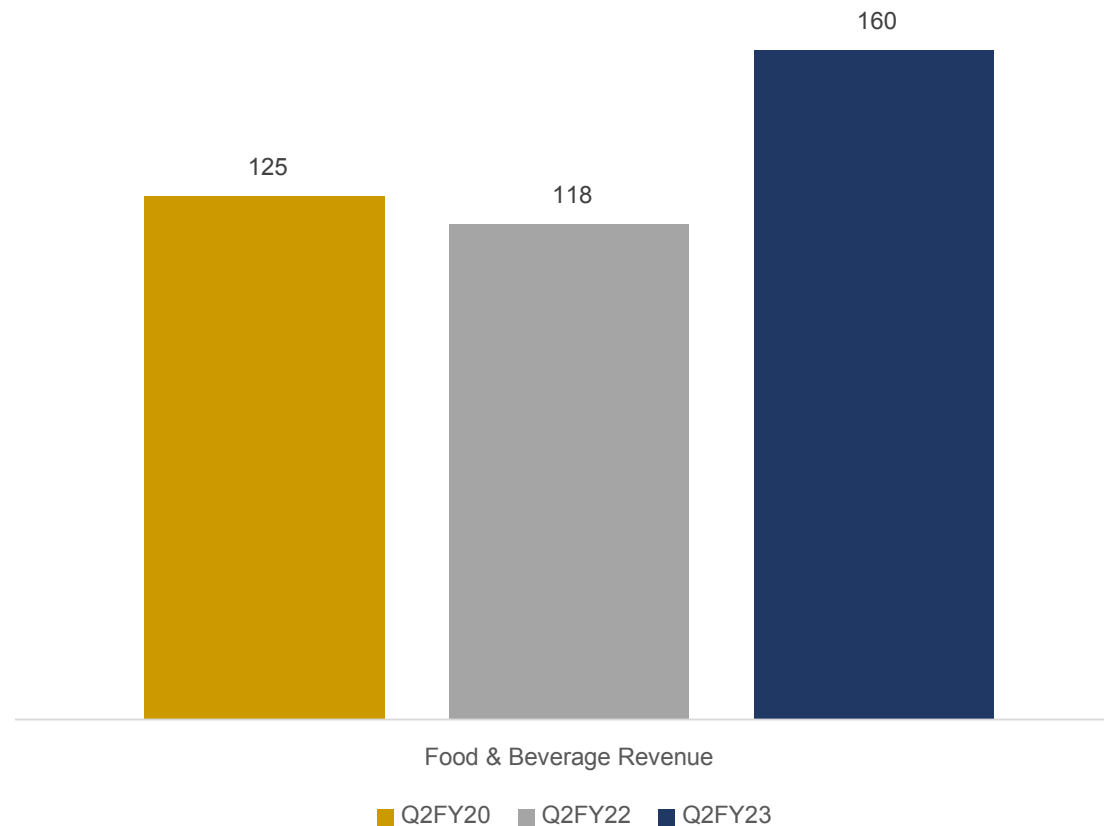
*At Udaipur, one of EIH managed hotel was under partial renovation in Q₂ FY20

Q₂ Occupancy and ARR performance at Domestic Hotels (including managed)



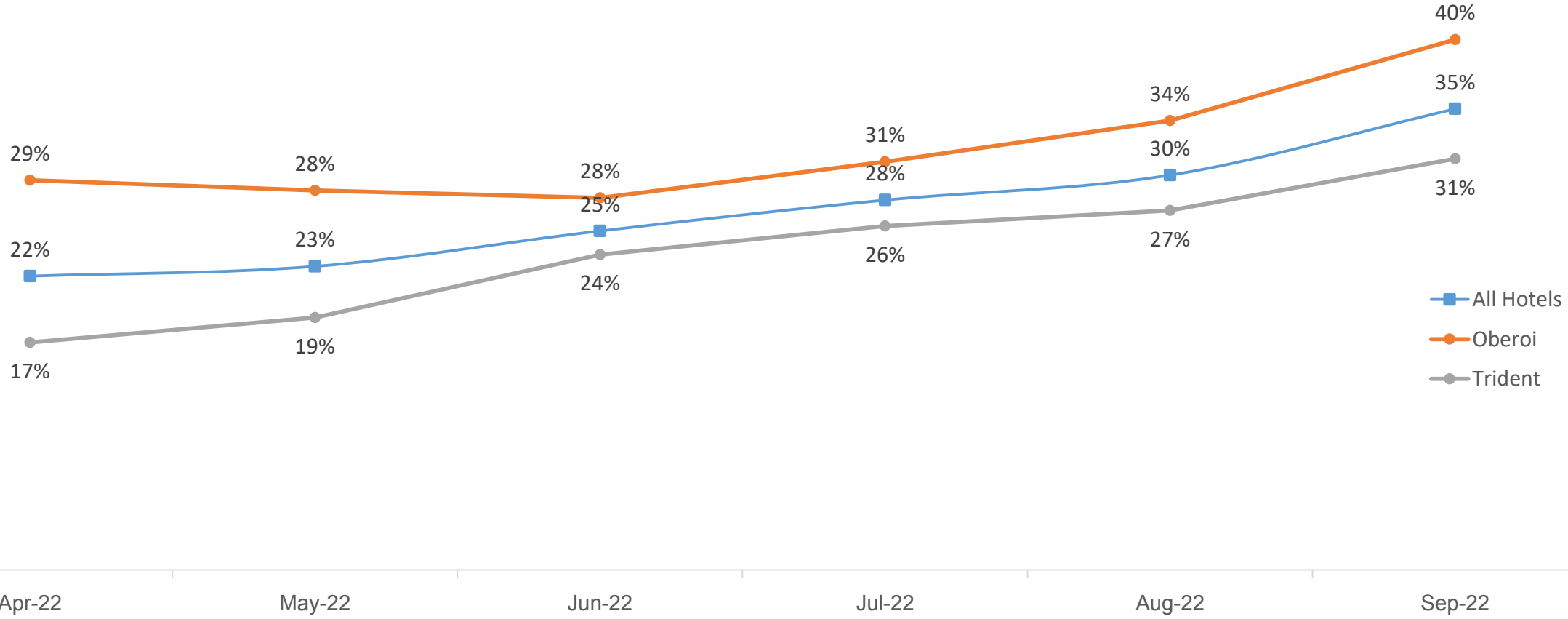
Metric	ARR (Rs.)						RevPar (Rs.)											
	Q2 FY23	Q2 FY22	Q2 FY20	Q2 FY23	Q2 FY22	Q2 FY20	Q2 FY23	Q2 FY22	Q2 FY20	Q2 FY23	Q2 FY22	Q2 FY20						
ARR (Rs.)	₹ 13,427	₹ 9,381	₹ 11,892	₹ 27,172	₹ 25,314	₹ 19,447	₹ 9,156	₹ 5,121	₹ 8,238	₹ 6,345	₹ 5,423	₹ 4,290	₹ 7,460	₹ 4,408	₹ 6,833	₹ 6,344	₹ 4,806	₹ 5,621
RevPar (Rs.)	₹ 9,867	₹ 3,770	₹ 6,956	₹ 10,444	₹ 12,304	₹ 7,823	₹ 7,402	₹ 2,866	₹ 6,221	₹ 4,198	₹ 3,247	₹ 2,944	₹ 5,667	₹ 2,499	₹ 4,655	₹ 5,049	₹ 2,933	₹ 4,122
Change (%)	13%	40%	11%	48%	9%	13%	42%	34%	19%	43%	22%	22%						

Q₂ F&B Revenue in Domestic Hotels (including managed)



Focus on Food & Beverage Revenue continues. Q₂ revenue in current year is higher by ₹ 35 Crs (+28%) compared to same period pre-pandemic.

Increasing Room Nights from Foreign Tourists



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



Flourish

World's Best Hotel Brand | Strong tailwinds in Corporate Segment Business

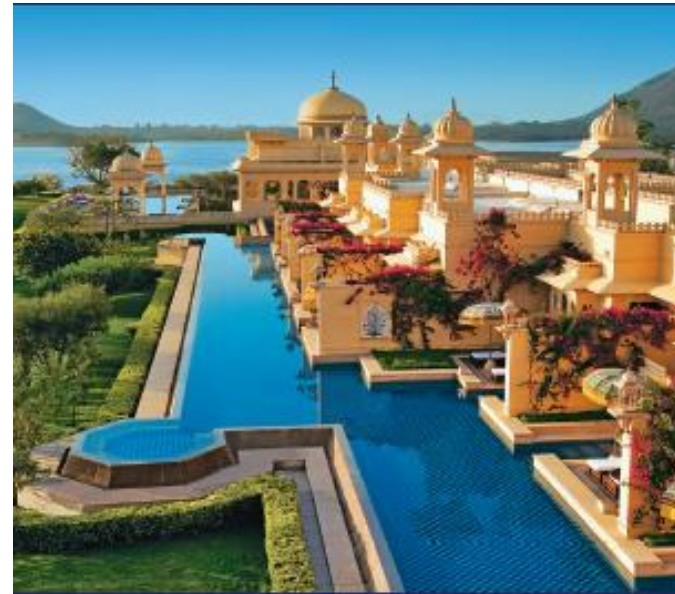
Best In The World

Voted 'Best Hotel Brand in the World' at Travel + Leisure World's Best Awards, 2022.

The Oberoi, New Delhi Ranked Number 1 City Hotel in Asia | The Oberoi Udaivilās, Udaipur Ranked Number 1 Resort in India

The Oberoi, Marrakech Ranked Number 1 Resort in North Africa & the Middle East

oberoihotels.com



Highest Standards of Health and Safety



All Oberoi and Trident hotels received the highest Safety & Hygiene rating
“PLATINUM”
by Bureau Veritas*

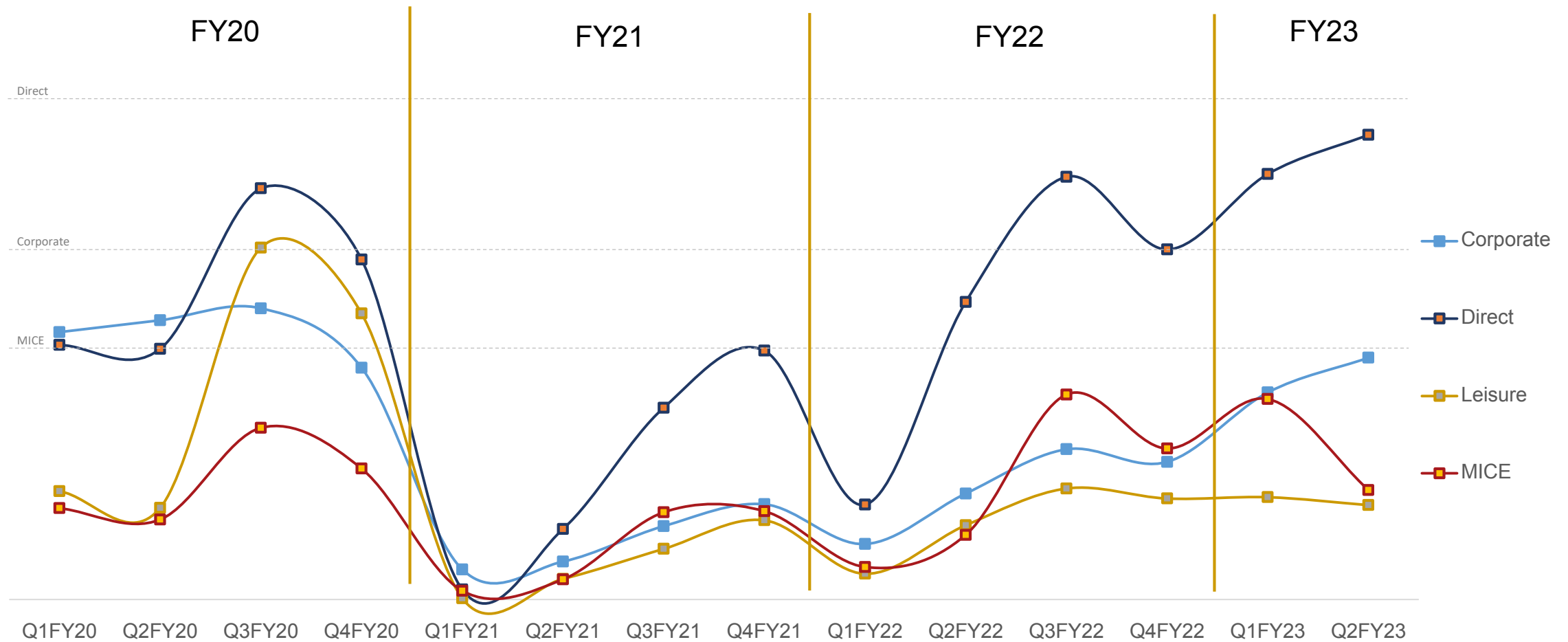
*In all 5 audits conducted during October 2020 to April 2022

Upcoming Projects

	FY23	FY25	FY26	FY27
Opening Soon	Club in Mumbai Managed (November 2022)			
	Restaurant in Mumbai Leased (March 2023)			
Under Construction		The Oberoi Rajgarh Palace Owned – 48 keys	The Oberoi Kathmandu Managed – 84 keys	
		The Oberoi Bandavgarh Managed – 24 keys	The Oberoi Wadi Safar, Saudi Arabia Managed – 60 keys	
Planning Stage		The Oberoi Bardia Managed – 18 keys	Trident Tirupati Owned by subsidiary & managed by EIH - 100 keys	The Oberoi Goa Owned – 90 keys
				Trident Goa Owned - 150 keys
				The Oberoi Al Zorah Managed – 174 keys

Additionally, 3 Oberoi brand hotels, 7 Trident brand hotels and 1 Service Apartments are in active discussions stage

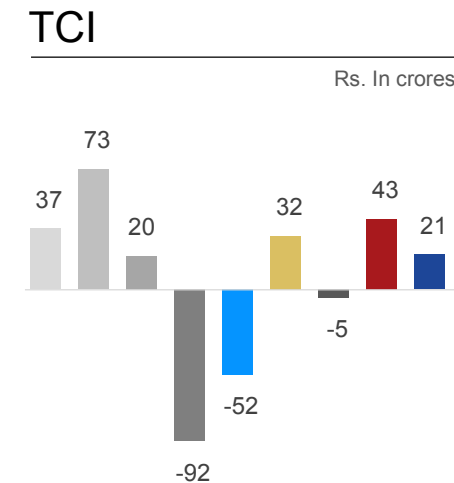
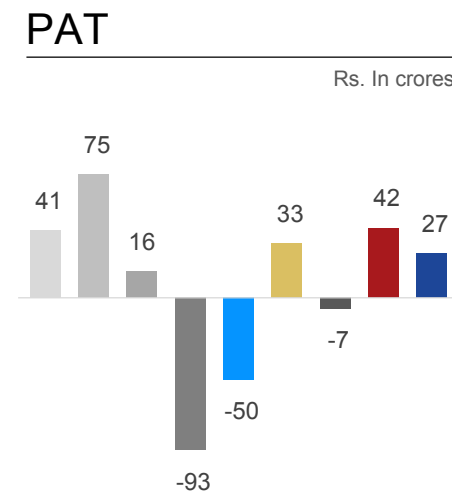
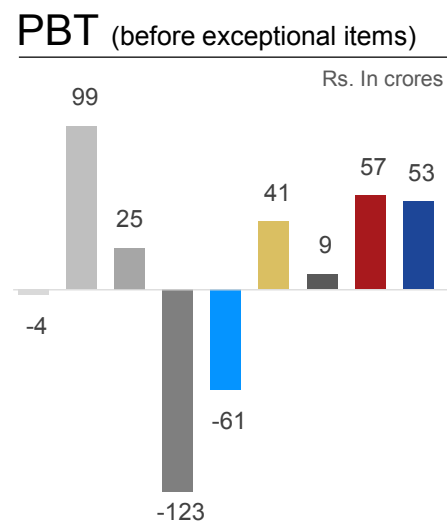
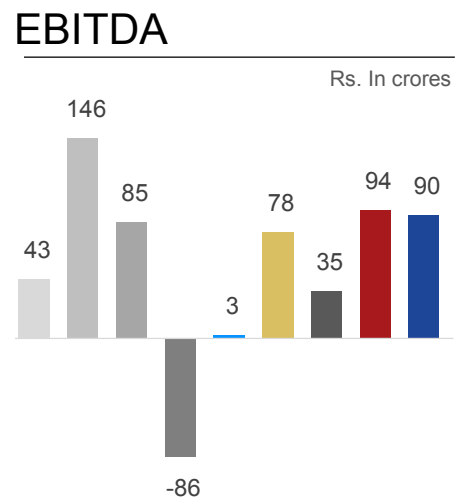
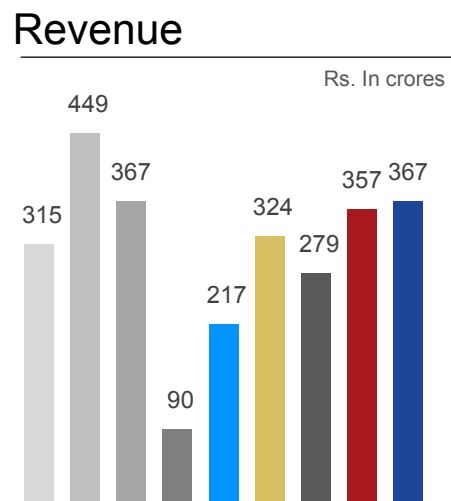
Trends | Strong tailwinds in Corporate and Direct



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

Performance Highlights (Standalone)

Q-o-Q STANDALONE Financial Results for starting from Q2 FY20 to Q2 FY23



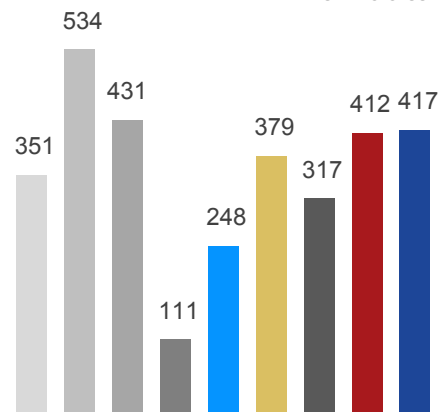
Q2 FY20 Q3 FY20 Q4 FY20 Q1 FY22 Q2 FY22 Q3 FY22 Q4 FY22 Q1 FY23 Q2 FY23

Performance Highlights (Consolidated)

Q-o-Q CONSOLIDATED Financial Results for starting from Q2 FY20 to Q2 FY23

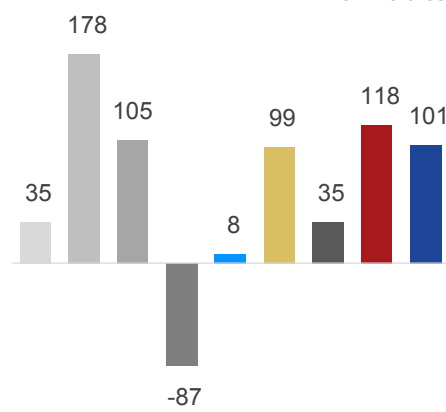
Revenue

Rs. In crores



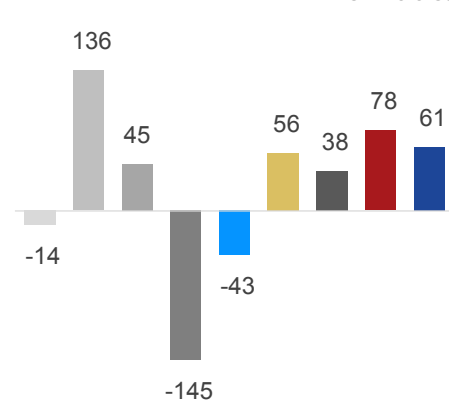
EBITDA

Rs. In crores



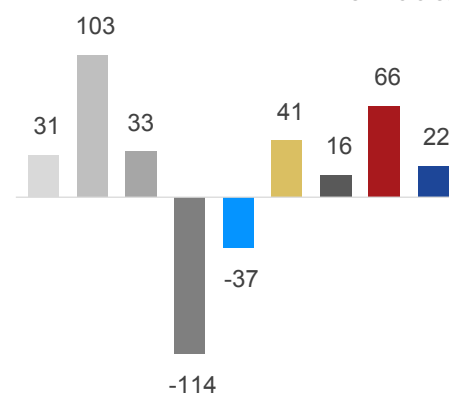
PBT (before exceptional items)

Rs. In crores



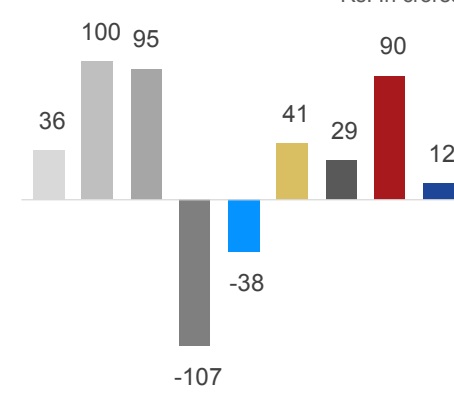
PAT

Rs. In crores



TCI

Rs. In crores



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



EIH Limited | Performance Highlights

Period ended 30th September 2022

Performance Highlights (Standalone)

STANDALONE P&L	QTR 2	
<i>Figures in Rs Crores rounded to nearest first decimal</i>	FY23	FY22
Revenue from Operations	355.7	201.6
Other Income	11.8	15.7
TOTAL INCOME (A)	367.5	217.3
Consumption	41.0	30.5
Employee Benefits	106.5	91.5
Power, Fuel & Light	25.6	20.4
Administrative & Other Expenses	104.8	71.6
TOTAL EXPENDITURE (B)	277.8	214.0
EBITDA = (A) – (B)	89.7	3.3
<i>Less: Depreciation & Amortization</i>	28.7	28.4
EBIT	61.0	(25.1)
<i>Less: Finance Costs</i>	7.6	8.4
PBT	53.4	(33.5)
<i>Less: Exceptional Items</i>	13.0	27.4
<i>Less: Tax including Deferred Tax</i>	13.1	(10.5)
PAT	27.2	(50.4)

Performance Highlights (Consolidated)

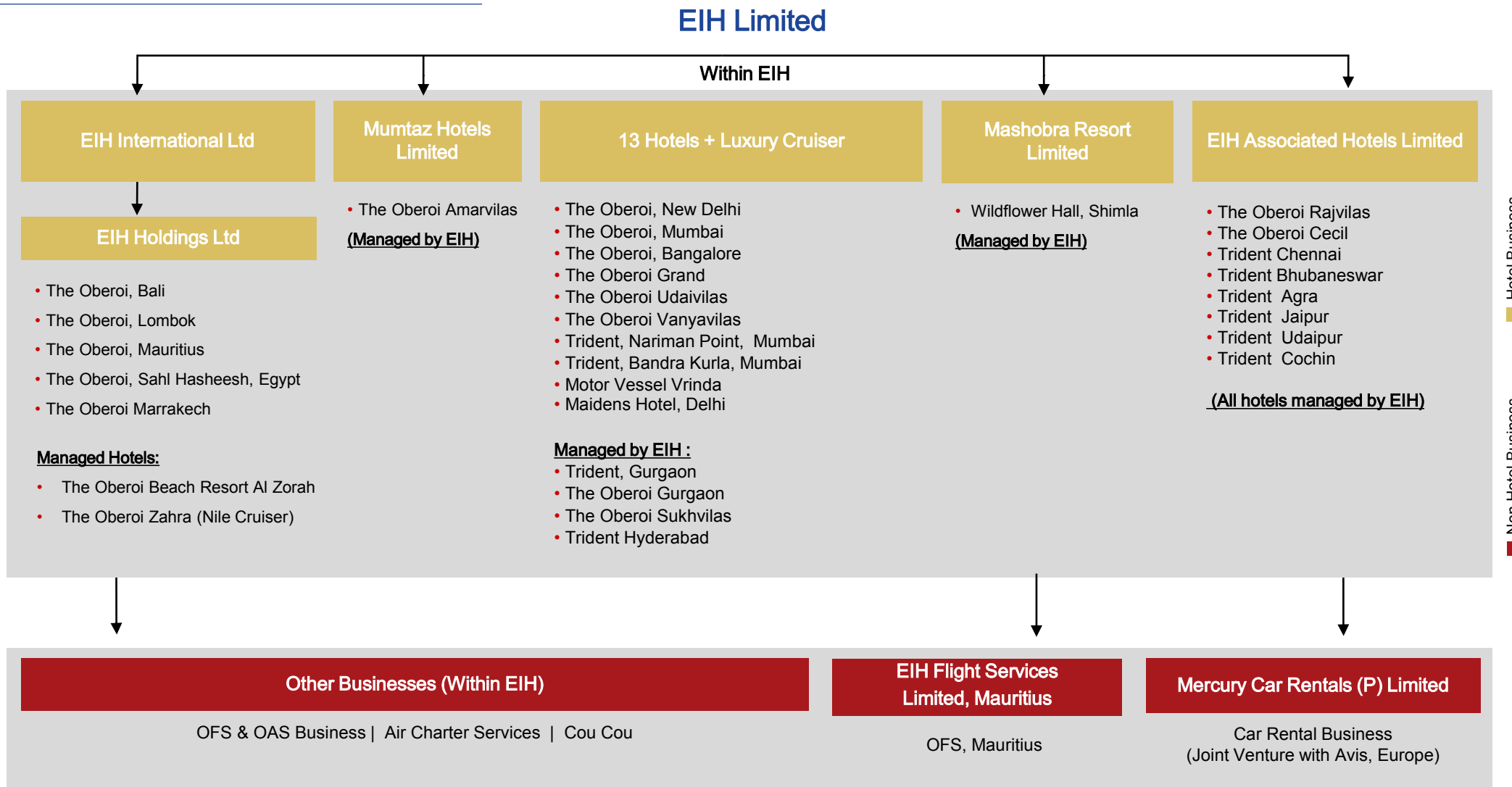
Consolidated P&L	QTR 2	
	FY23 (Actual)	FY22 (L.Y.)
<i>Figures in Rs Crores rounded to nearest first decimal</i>		
Revenue from Operations	401.0	229.0
Other Income	16.0	16.7
TOTAL REVENUE (A)	417.0	245.7
Consumption	44.0	32.3
Employee Benefits	119.8	100.5
Administrative & Other Expenses	152.6	103.2
TOTAL EXPENDITURE (B)	316.4	236.0
EBITDA = (A) – (B)	100.7	9.7
<i>Less: Depreciation & Amortization</i>	31.6	30.7
EBIT	69.1	(21.0)
<i>Less: Finance Costs</i>	7.9	8.7
PBEIT	61.1	(29.7)
Share of net profit of associates and joint ventures	0.4	(9.6)
Exceptional Items	(31.4)	0.0
Tax Expense	2.9	5.1
Profit / (Loss) for the period from continuing operations	26.5	(34.2)
Profit from discontinued operations	(4.1)	3.23
Items that may not be reclassified to Profit or Loss	(6.3)	(1.3)
Items that may be reclassified to Profit or Loss	(4.5)	0.7
Total Other Comprehensive Income / Loss (net of tax)	11.5	(38.1)
<i>Less: Non-Controlling Interest in total comprehensive income</i>	(2.5)	(0.2)
Total Comprehensive Income / (Loss) for the period	14.0	(37.9)



Business Footprint

Period ended 30th September 2022

Corporate Structure



Hotels in India



1,523 keys
under The Oberoi Brand

2,172 keys
under Trident Brand

24 Hotels and Resorts
3,750 keys in India

Where the Guest is Everything.

Oberoi Hotels & Resorts around the world



497 keys
under The Oberoi Brand
(excluding India)

THANK YOU

