

***EIH Associated Hotels Limited***  
A MEMBER OF THE OBEROI GROUP

CIN: L92490TN1983PLC009903

Corporate Office: 7, Sham Nath Marg, Delhi – 110 054, India

Telephone: +91-11-2389 0505

Website: [www.eihassociatedhotels.in](http://www.eihassociatedhotels.in) E-mail: [isdho@oberoigroup.com](mailto:isdho@oberoigroup.com)

19<sup>th</sup> February 2024

<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 (East) Mumbai - 400 051  <b>Code: EIHAHOTELS</b>	<b>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: 523127</b>
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**SUB: SUBMISSION OF PRESENTATION**

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 in respect of the Unaudited Financial Results of the Company for the quarter and nine months ended 31<sup>st</sup> December 2023.

The above may please be taken on record.

Thank you,

Yours faithfully,

**For EIH Associated Hotels Limited**

**Tejasvi Dixit**  
**Company Secretary**

# EIH Associated Hotels Limited

Investor Presentation: Q<sub>3</sub>FY24





# India Hotel Sector

Classification | External

## enjoying an 'Amrit Kaal'

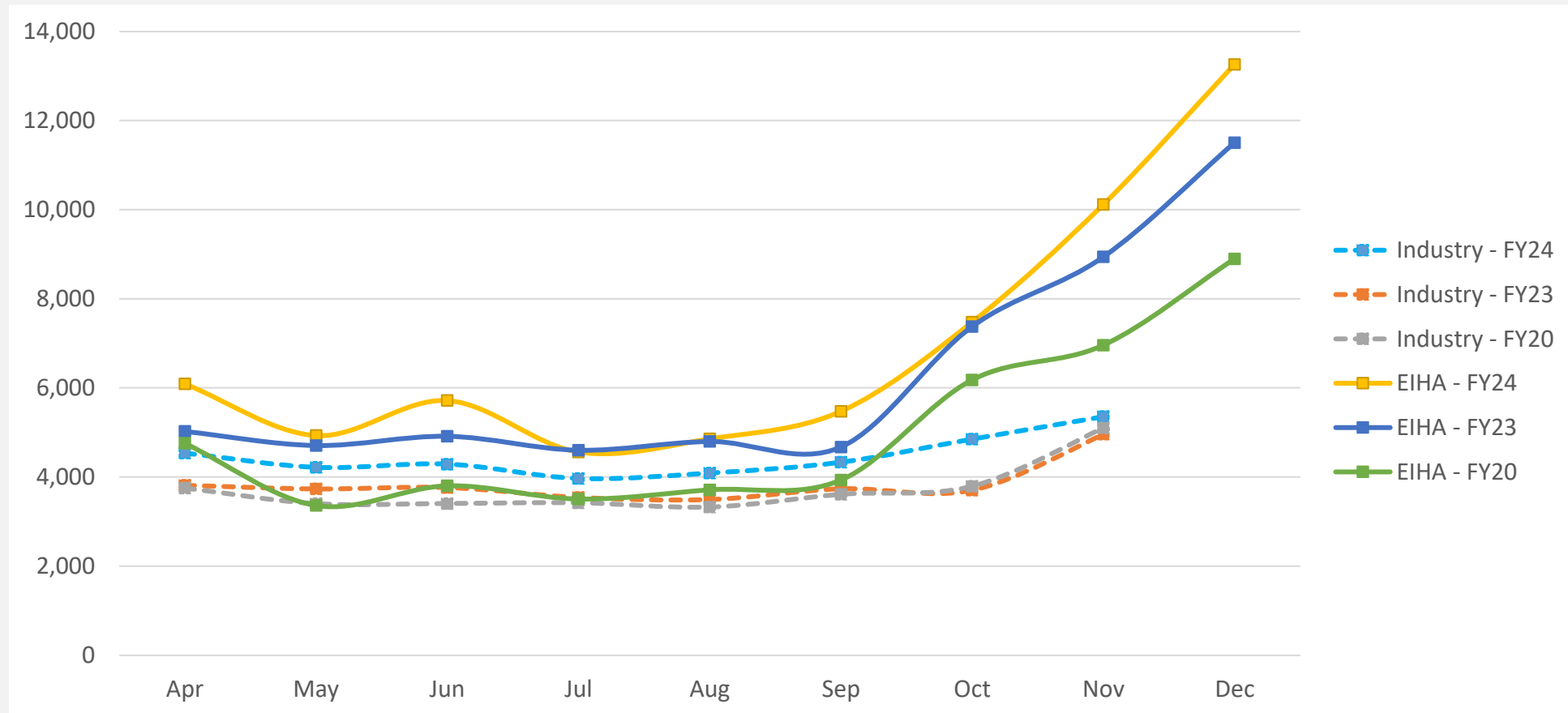
- All-India ADR of Rs. 7.5k; 3 markets with ADR over Rs 10k
- Eight markets with 5-digit Lux-UpperUp ADR
- Supply growth by 14k rooms, the highest in any year; net pipeline up by 23k.
- GDP expected to grow 6.5% - 7% over next 3 years.
- Current + pipeline inventory crosses 250k rooms; 2,553 hotels; 403 destinations
- Rooms demand per day up 65% and 19% respectively compared to 2015 and 2019
- Sectoral Market capitalisation at Rs 1,282 billion on 31 Dec 2023, up 473% from 31 Dec 2015.

# Indian Hotel Market – 2023

- Foreign Traveller Arrivals for Jan-Nov 23 were 16.8% above Jan-Nov 22, but remain below 10+ mn arrivals pre-Covid, creating future demand potential from a complete revival and subsequent growth.
- 2023 ADRs is ahead of 2019 ADR in each segment with 36% gain for the Luxury Upper Upscale. The report anticipates further scope of growth.
- The Leisure segment continues to expand and contribute positively.
- 55% of national room revenue is from the Luxury Upper Upscale 34% from the Up-UpMid segment and 11% from the M-E segment.
- 36% of all India room revenue is earned at 3 major metros - Mumbai, New Delhi and BLR, which have 26% supply share
- Four new convention centres have been established in the last 2 years – in Mumbai, two in New Delhi, and in Jaipur. These centres will drive new demand and opportunities for hotels in the respective cities

2023 Occupancy	2023 ARR (Rs.)	2023 RevPAR
63.60%	7,479	4,757
[+4pp vs.2022] [-1pp vs. 2019]	[+22% vs.2022] [+32% vs. 2019]	[+30% vs.2022] [+30% vs. 2019]

# RevPAR Growth of Oberoi and Trident Hotels consistently higher than industry



# Operations

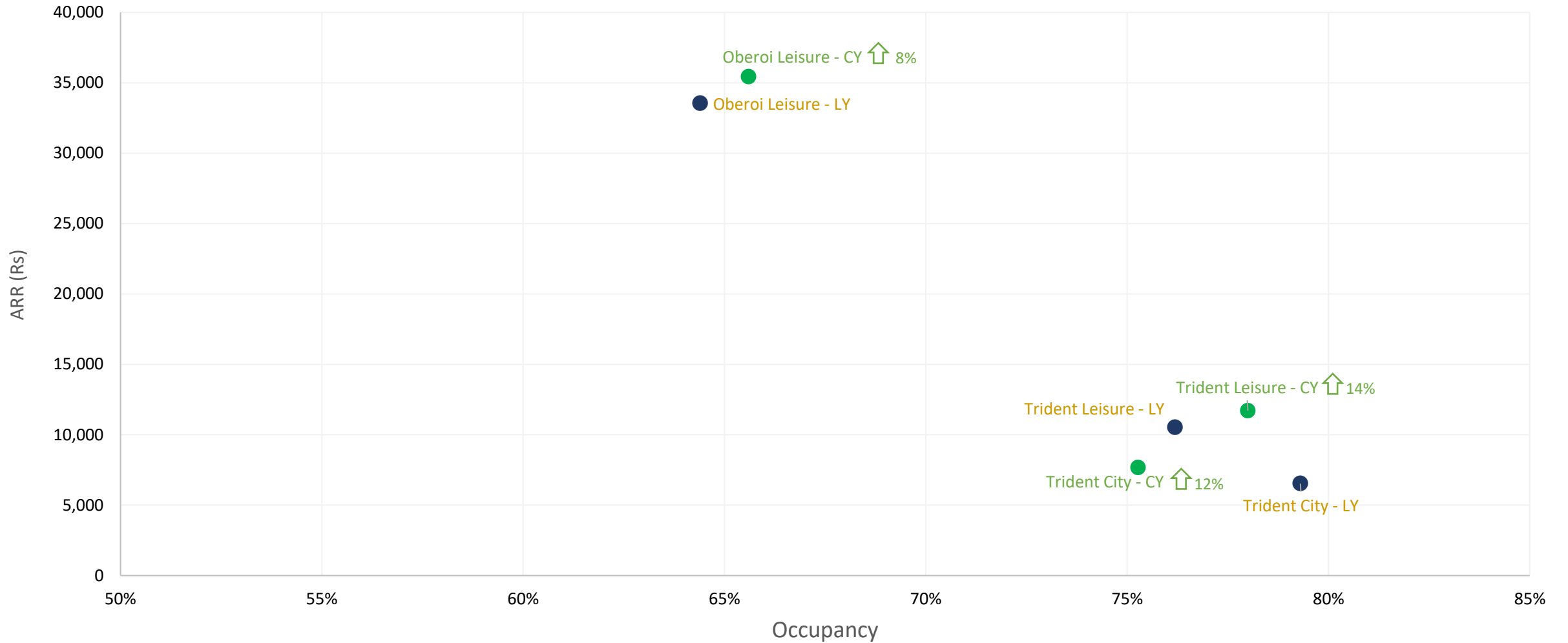
Q<sub>3</sub>FY24



## Operational Performance

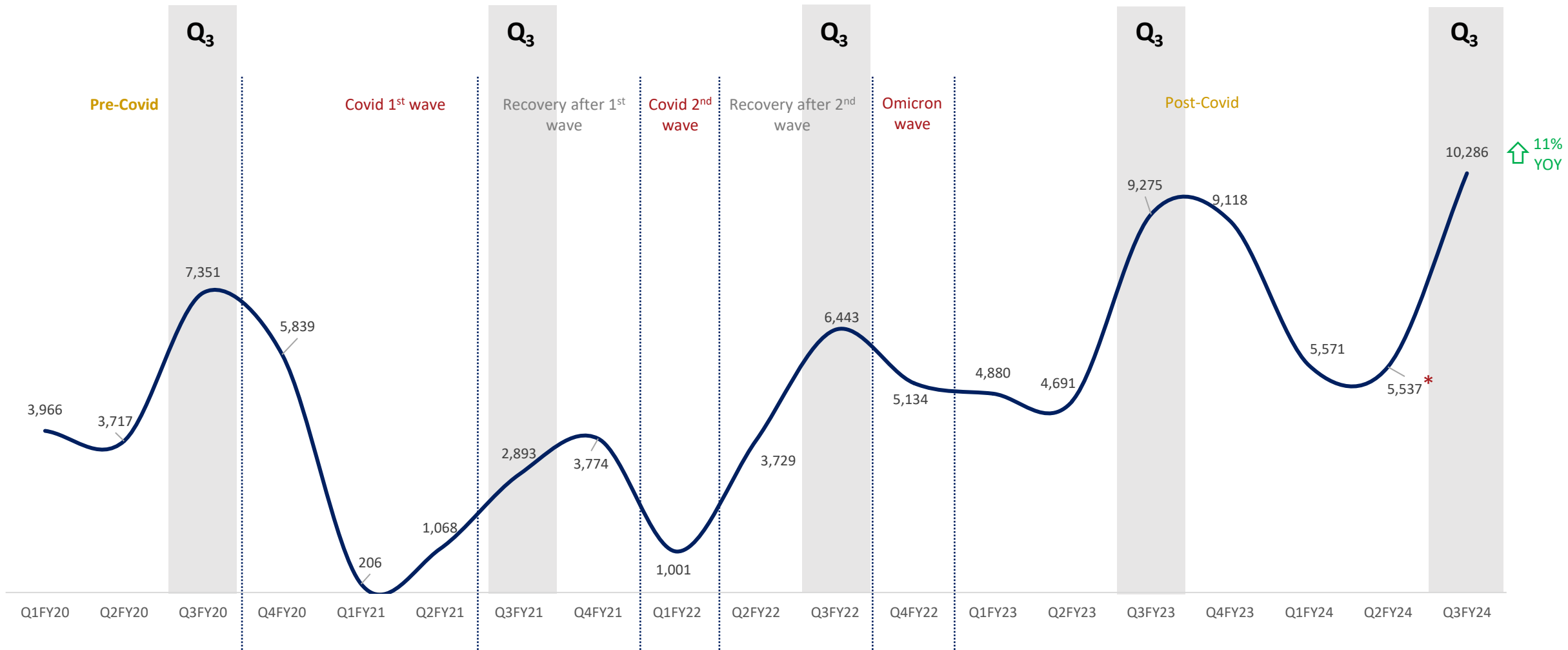
Best Performing Q3 in the history of the Company

# Elevated Q<sub>3</sub> Positioning Y-o-Y



# Q<sub>3</sub> RevPAR grew 11% Y-o-Y

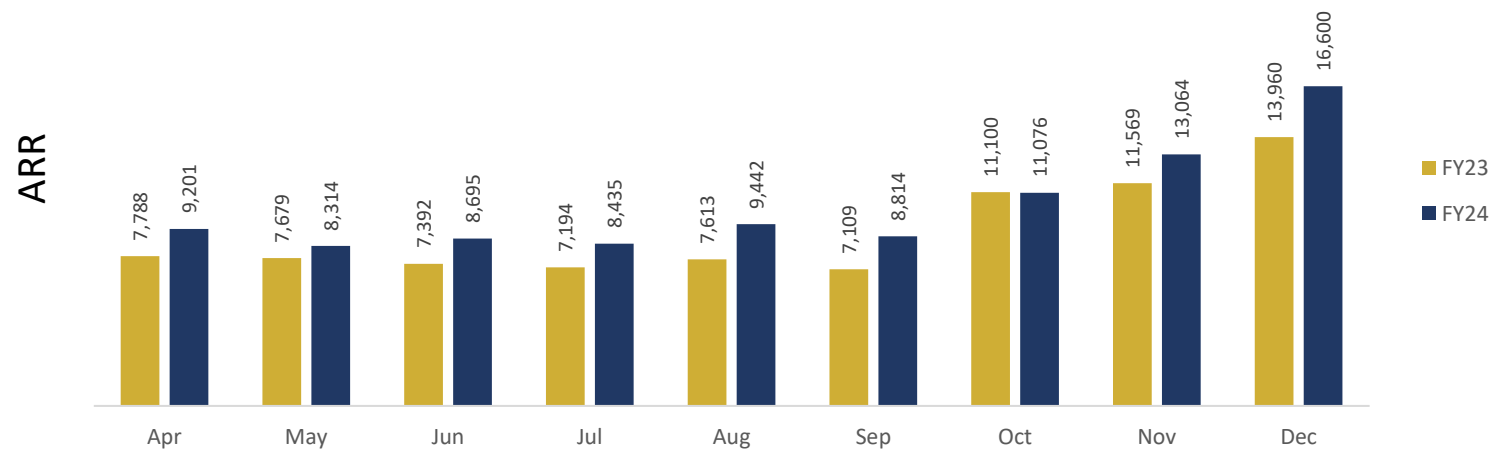
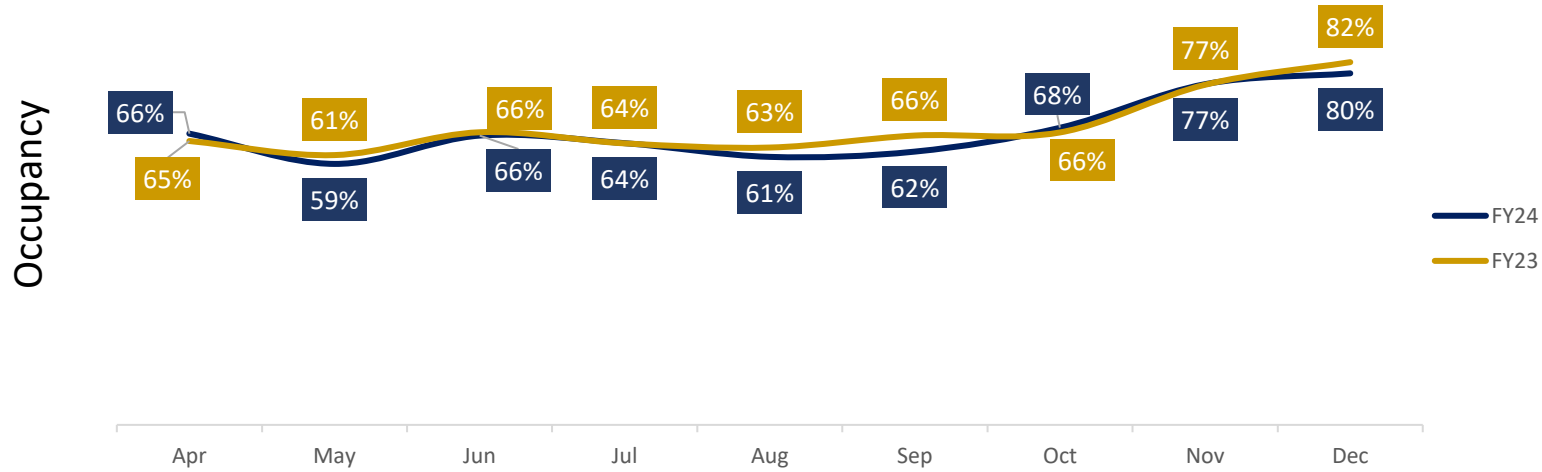
Figures in INR



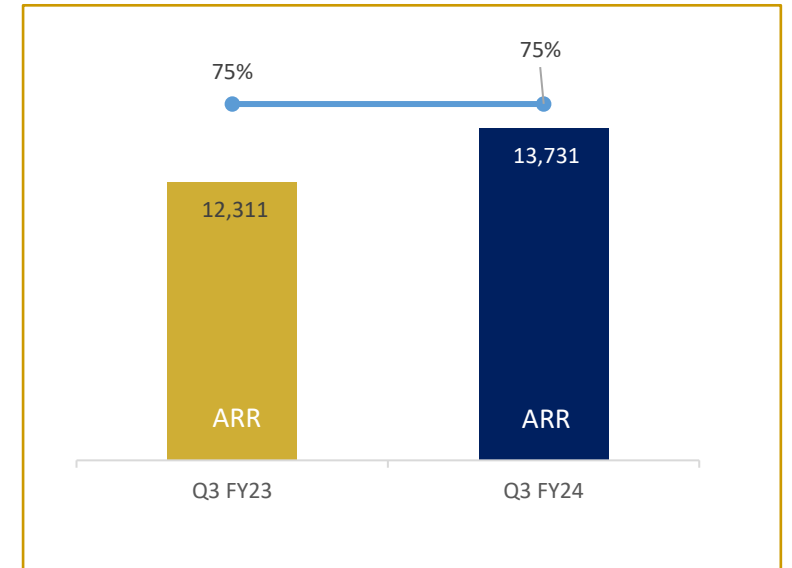
\* Includes Shimla hotel which were severely impacted by negative environment conditions in Q2FY24.



# ARR/Occupancy trends by month [9M]

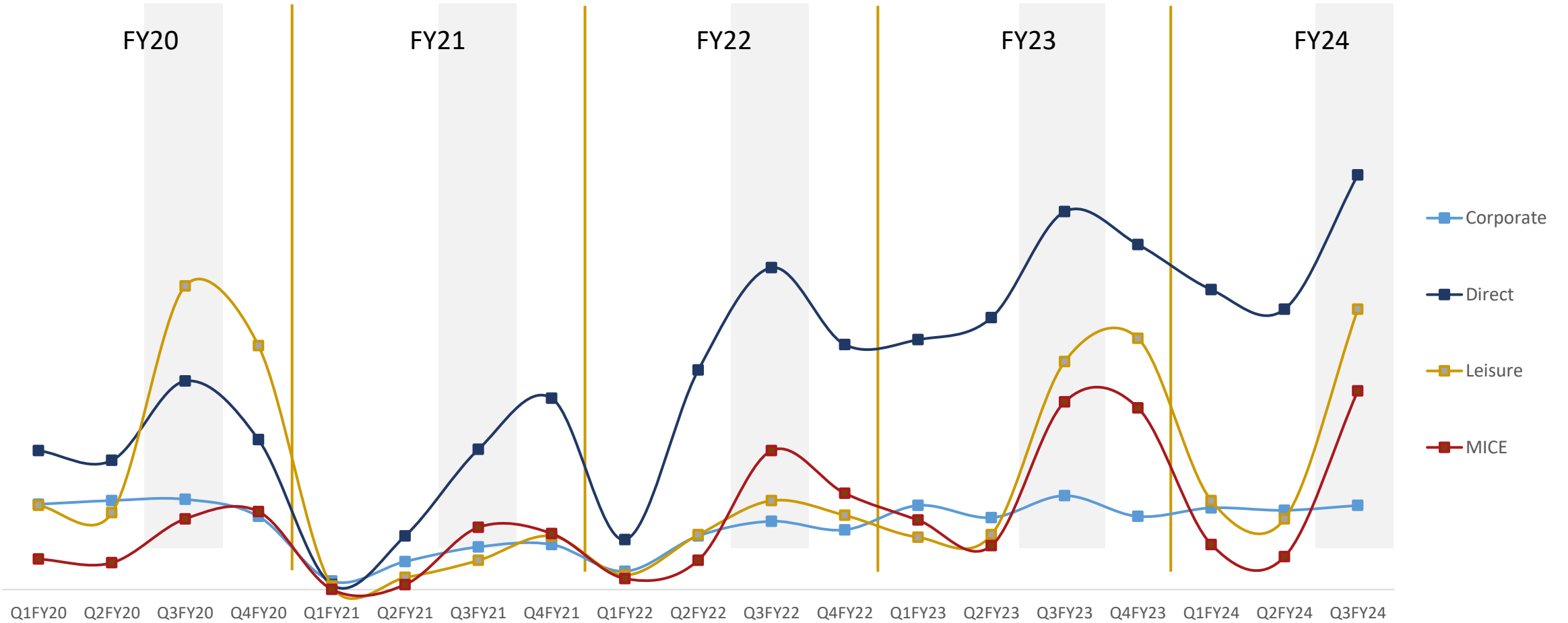


## Quarterly Occupancy & ARR



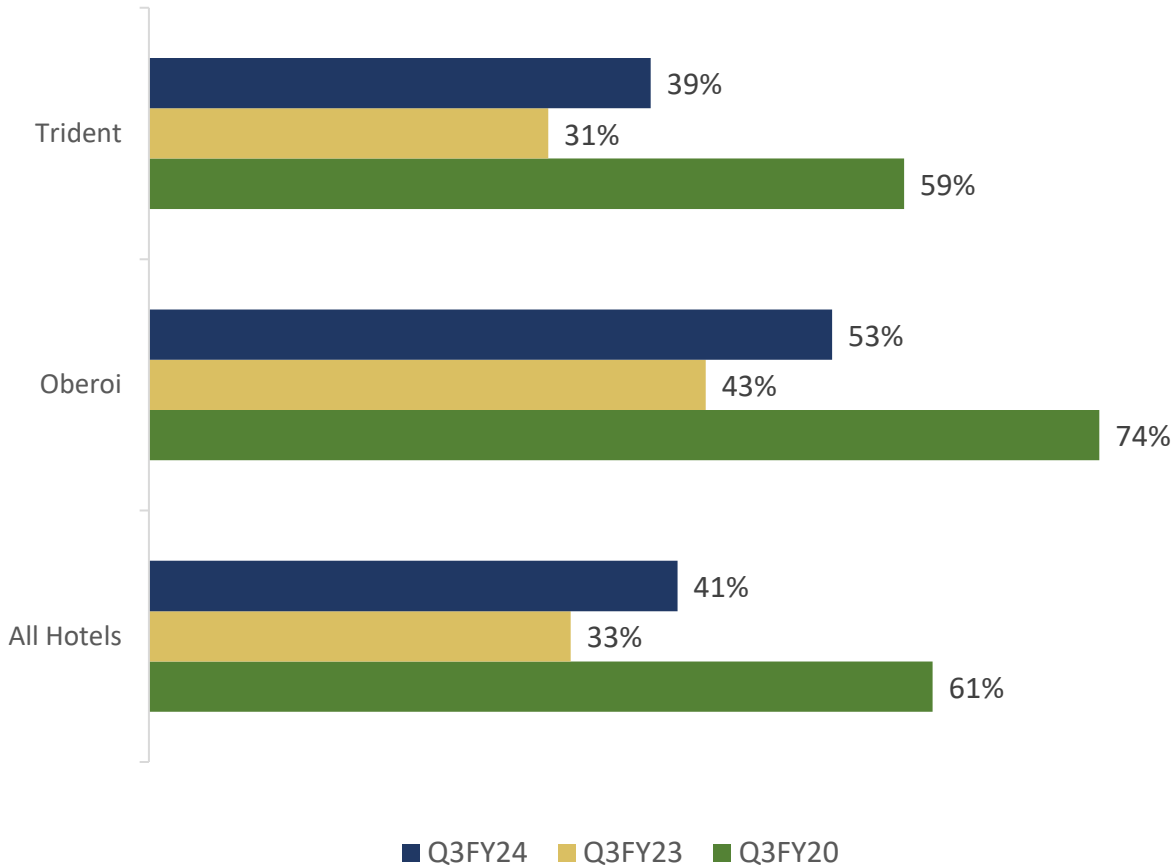
In Rs

# Strong Room Revenue Tailwinds across Segments

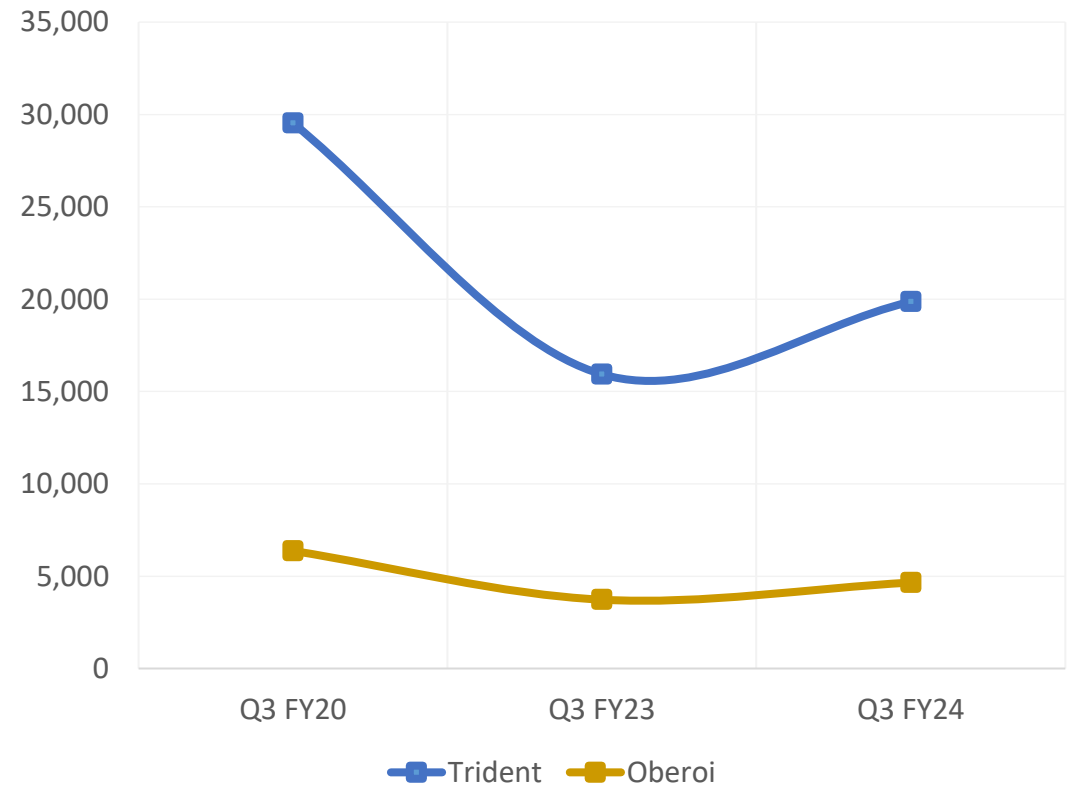


# Growth in Q<sub>3</sub> Foreign Room Nights

### % of Foreign to Total Room Nights



### Foreign Room Nights



# Financials

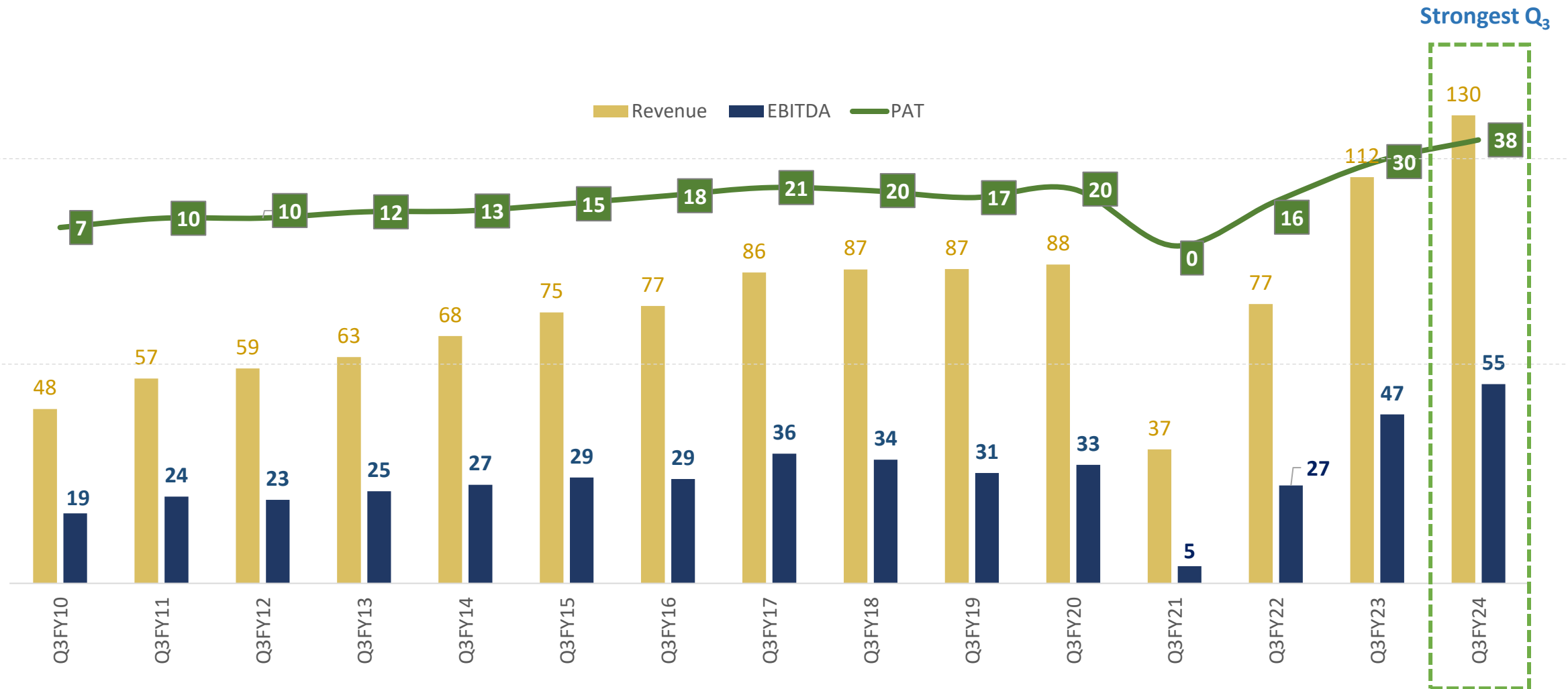
Q<sub>3</sub>FY24

Growth in Financial Performance



# Strongest Q<sub>3</sub> Standalone performance

Figures in INR Crores








# Financial Statements

Q<sub>3</sub>FY24

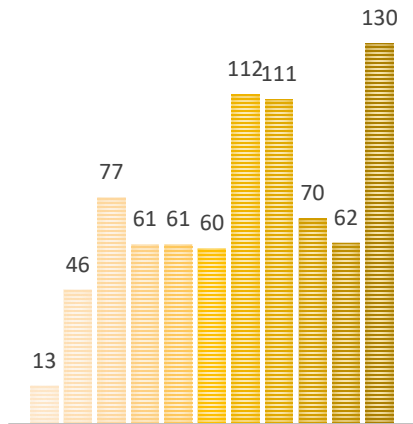
# Performance Highlights (Standalone)

STATEMENT OF PROFIT & LOSS ACCOUNT	QTR 3		
Figures in Rs Crores rounded to first decimal	FY24	FY23	
Revenue from Operations	126.7	110.6	
Other Income	2.9	1.8	
<b>TOTAL INCOME (A)</b>	<b>129.6</b>	<b>112.4</b>	 <b>15%</b>
Consumption	8.9	8.2	
Employee Benefits (excluding third party cost)	20.2	17.6	
Power, Fuel & Light	6.7	6.9	
Administrative & Other Expenses	38.7	32.9	
<b>TOTAL EXPENDITURE (B)</b>	<b>74.5</b>	<b>65.6</b>	
<b>EBITDA = (A) – (B)</b>	<b>55.1</b>	<b>46.8</b>	 <b>18%</b>
<i>Less: Depreciation &amp; Amortization</i>	4.2	4.2	
<b>EBIT</b>	<b>50.9</b>	<b>42.6</b>	
<i>Less: Finance Costs</i>	0.1	0.1	
<b>PBT</b>	<b>50.8</b>	<b>42.5</b>	
<i>Less: Exceptional Items</i>	0.0	0.00	
<i>Less: Tax including Deferred Tax</i>	12.9	12.3	
<b>PAT</b>	<b>37.9</b>	<b>30.2</b>	 <b>25%</b>

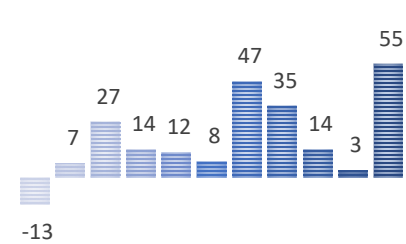
# Performance Highlights (Standalone)

Q-o-Q STANDALONE Financial Results for starting from Q1 FY22 to Q3 FY24

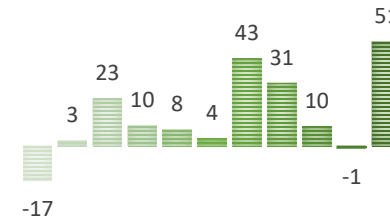
Revenue



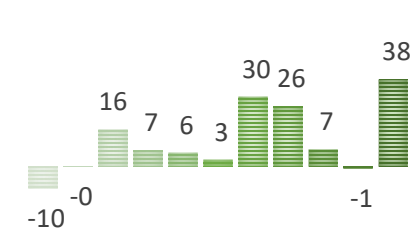
EBITDA



PBT (before exceptional items)



PAT





# Business Footprint

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





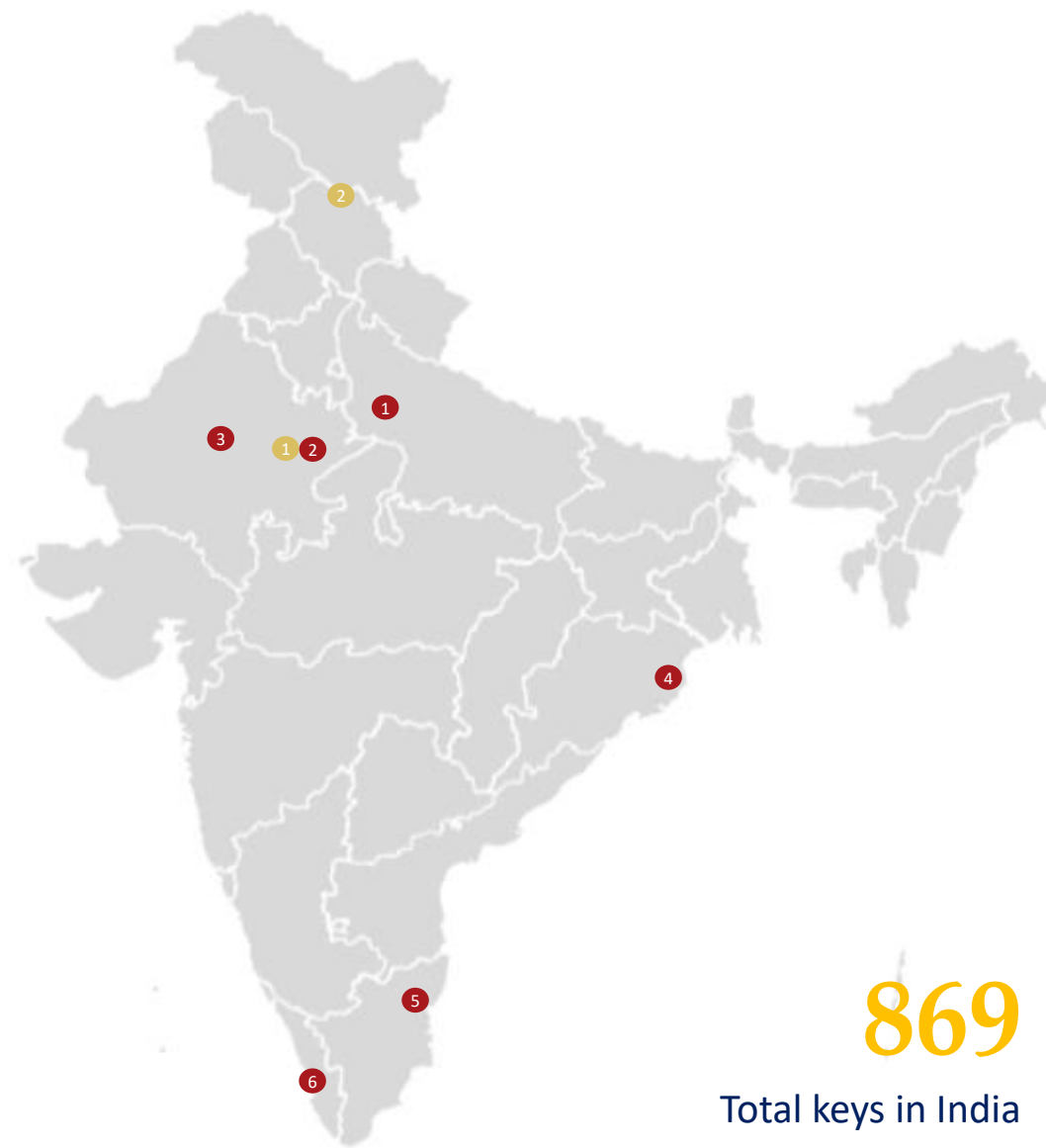
## National presence



1. The Oberoi Rajvilas, Jaipur | **71**
2. The Oberoi Cecil, Shimla | **75**



1. Trident, Agra | **135**
2. Trident, Jaipur | **132**
3. Trident, Udaipur | **142**
4. Trident, Bhubaneshwar | **62**
5. Trident, Chennai | **167**
6. Trident, Cochin | **85**



**869**

Total keys in India

● ROOMS



THANK YOU