

ElH 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 E-mail: isdho@oberoigroup.com

27th November 2024

The National Stock Exchange of India Limited Exchange Plaza, 5 th Floor Plot No.C/1, G Block Bandra Kurla Complex Bandra (East) Mumbai - 400 051 Code: EIHAHOTELS	BSE Limited Corporate Relationship Dept. 1 st Floor, New Trading Ring Rotunda Building Phiroze Jeejeebhoy Towers Dalal Street, Fort, Mumbai-400001 Code: 523127
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SUB: SUBMISSION OF PRESENTATION TO INVESTORS / 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 investors/analysts in respect of the Un-audited Financial Results of the Company for the quarter ended 30th September 2024 declared on 11th November 2024.

The above may please be taken on record.

Thank you,

Yours faithfully,

For ElH Associated Hotels Limited

Tejasvi Dixit
Company Secretary

EIH Associated Hotels Limited


Investor Presentation: Q₂FY25



India Hotel Sector

Outlook 2024

- The sector is poised for significant expansion, fueled by ongoing growth in domestic tourism and corporate travel, including the MICE segment
- Key growth drivers:
 - ✓ Inbound Tourism
 - ✓ Wedding Market Grandeur
 - ✓ MICE
 - ✓ Sports Tourism
 - ✓ Luxury Wellness Resorts
 - ✓ Growing Cultural importance of Food and Beverage
 - ✓ Sustained Attraction towards Sustainable Tourism
 - ✓ New Horizons: Emerging Regions and Tourism Segments



The Oberoi Rajvilas, Jaipur voted the 'Best Hotel In The World' at Travel + Leisure World's Best Awards, 2024.

Indian Hotel Market – Q2 FY25

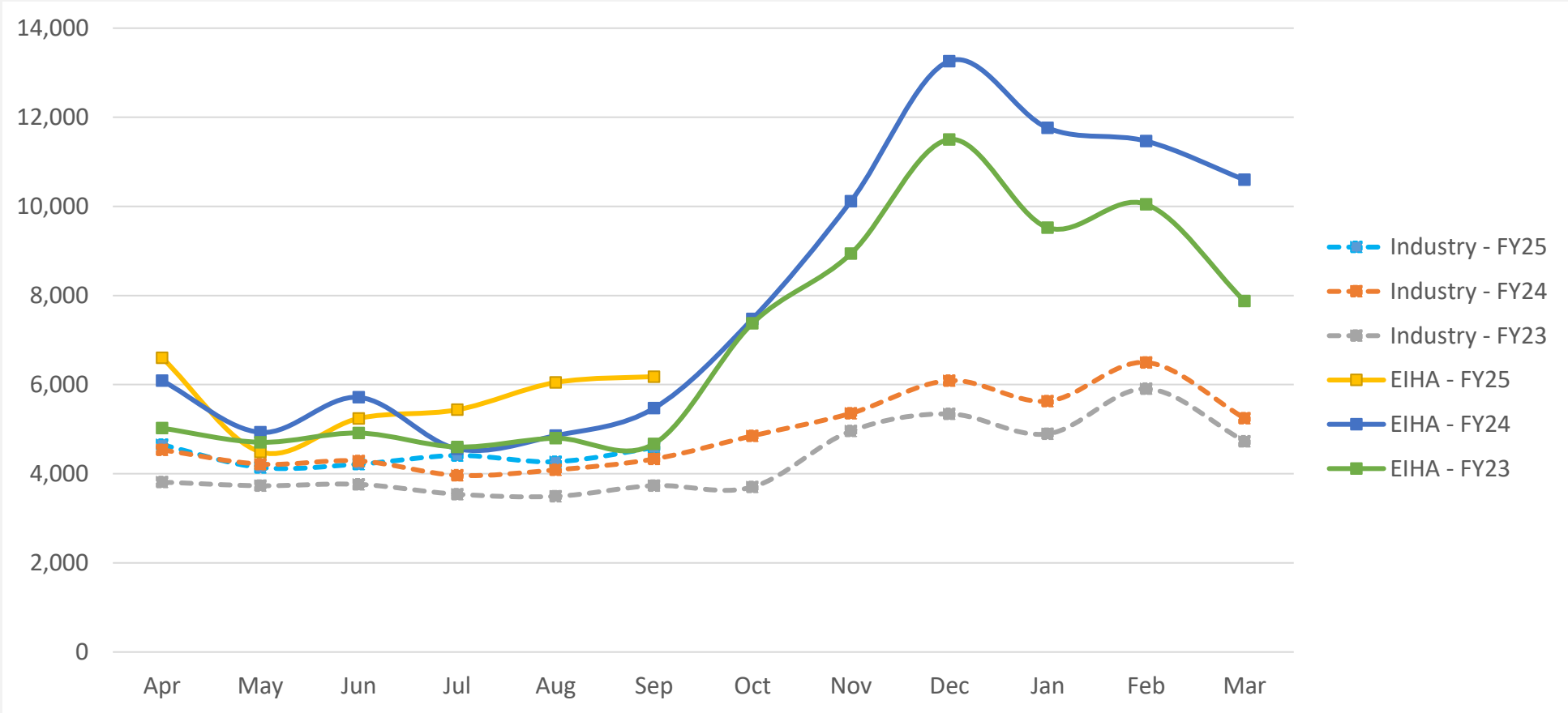
- Domestic air passenger traffic for Q2 FY25
 - grew by nearly 11% as compared to pre-covid
 - grew by nearly 6% on year-on-year basis
- Average Rates (ARR) continued its upward trajectory, with the year-on-year growth rate now starting to stabilize

September 2024 Occupancy	September 2024 ARR (Rs.)	September 2024 RevPAR
61-63% [+2-4% vs. 2023] [-2-4pp vs. 2019]	7,300-7,500 [+1-3% vs.2023] [+31-33% vs. 2019]	4,453-4,725 [+5-7% vs.2023] [+26-28% vs. 2019]

Management Perspective

- The consistent rise in domestic air traffic is indicative of the growing occupancy levels in the hospitality industry in India across various locations.
- It is encouraging to observe a notable year-on-year increase in average rates across all regions.
- The ongoing growth in RevPAR highlights the demand for increased supply in the hospitality industry.

RevPAR Growth of Oberoi and Trident Hotels consistently higher than industry



Source: HVS Anarock Report October 2024

Operations

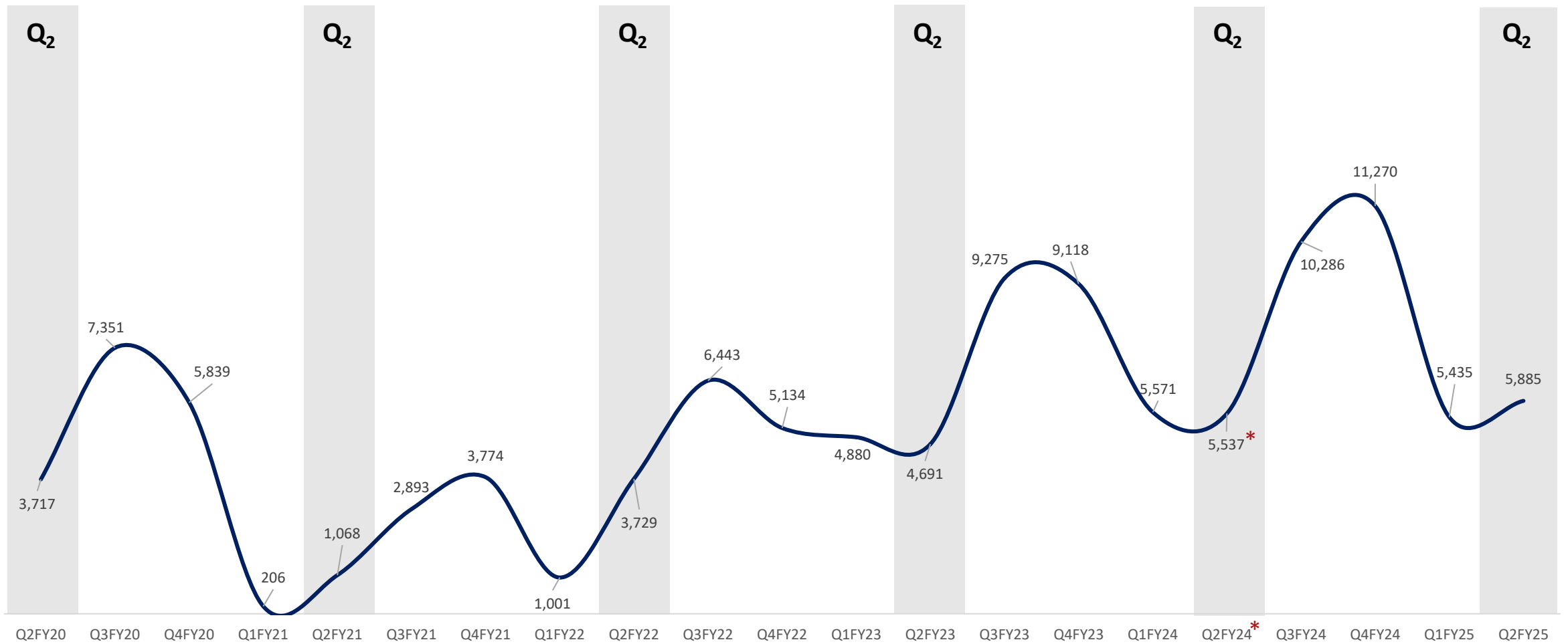
Q₂FY25



Operational Performance

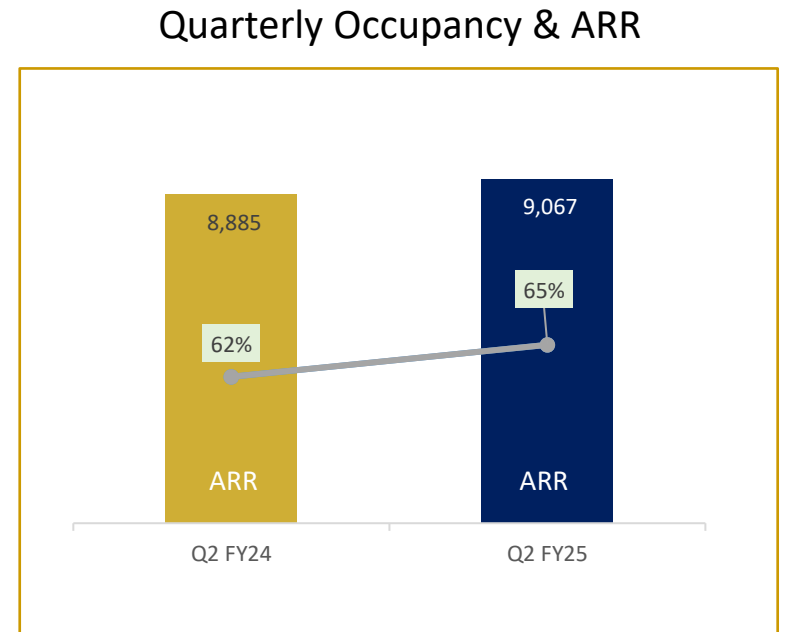
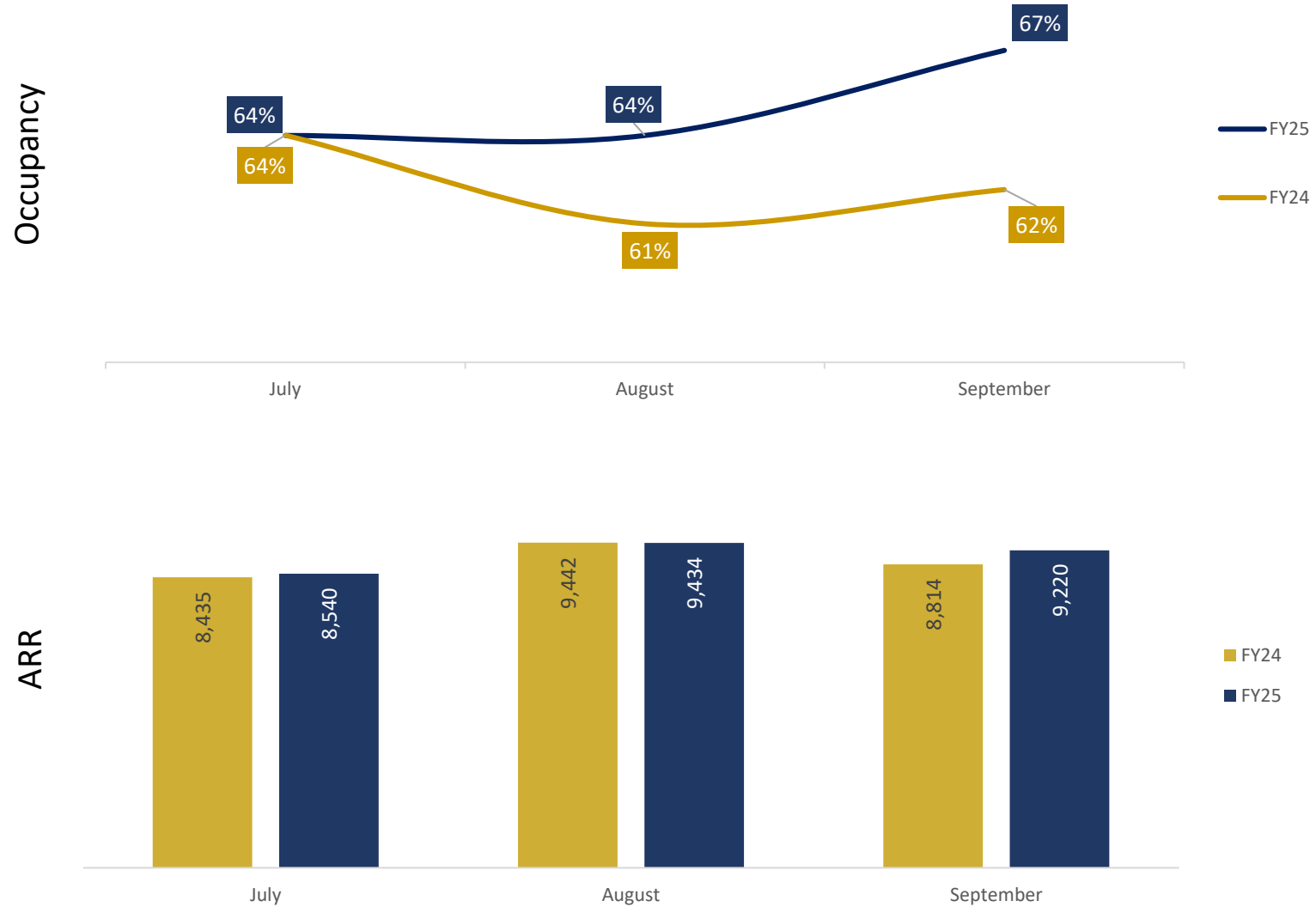
Q-o-Q RevPAR

Figures in INR



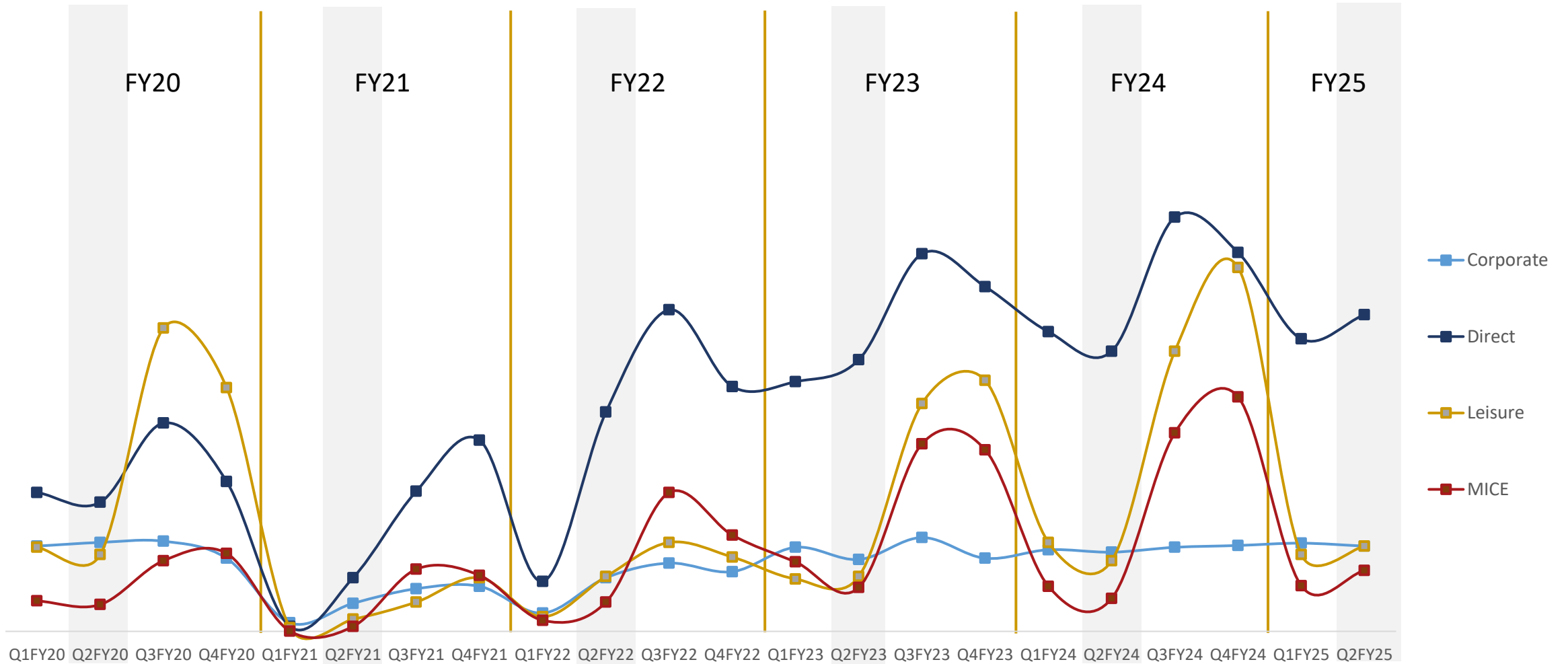
• Includes Shimla hotel which was severely impacted by negative environment conditions in Q2FY24

Q₂ ARR/Occupancy trends by month



In Rs

Strong Room Revenue Tailwinds across Segments



Financials

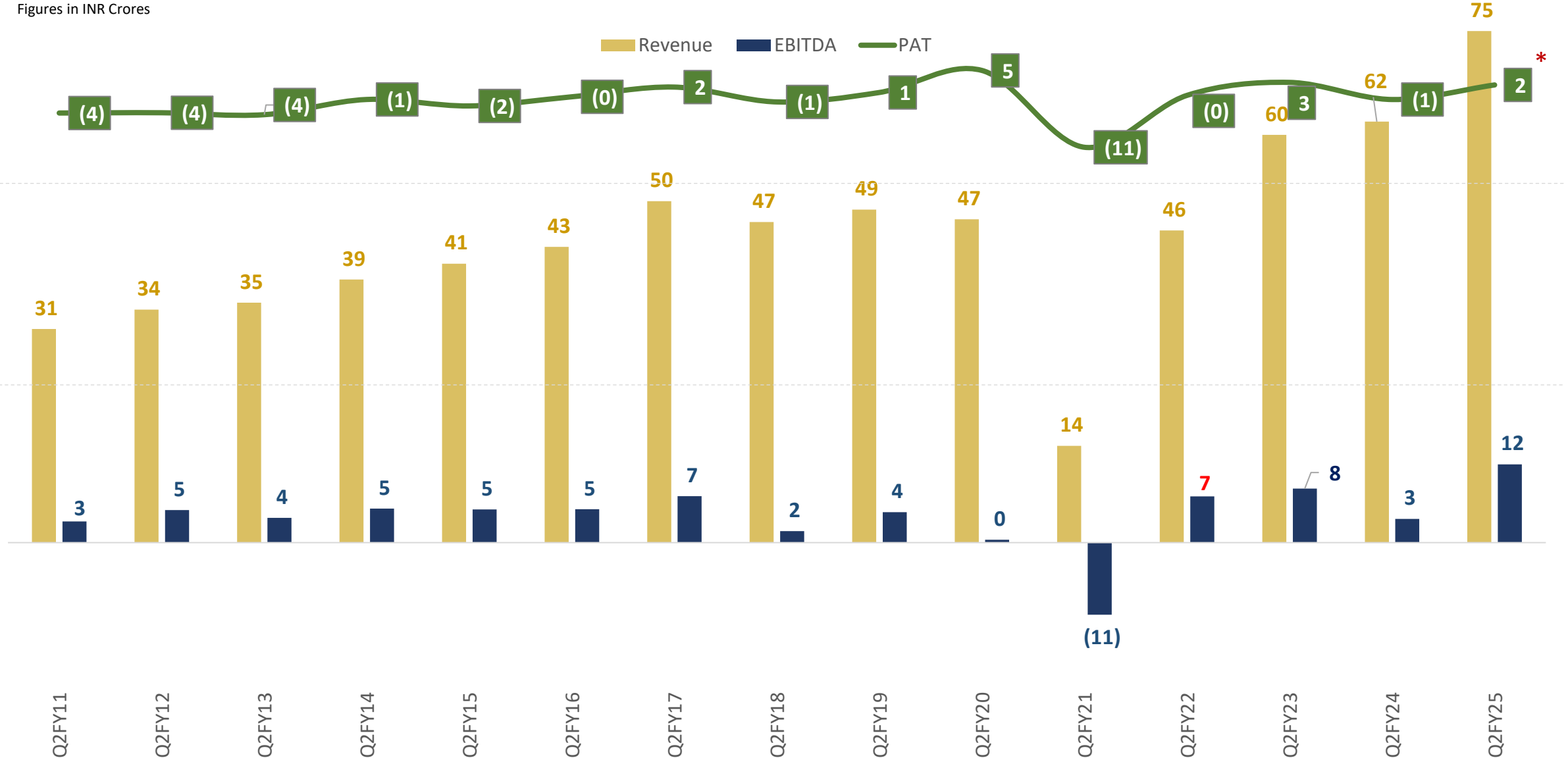
Q₂FY25

Growth in Financial Performance



Q₂ Performance Snapshot

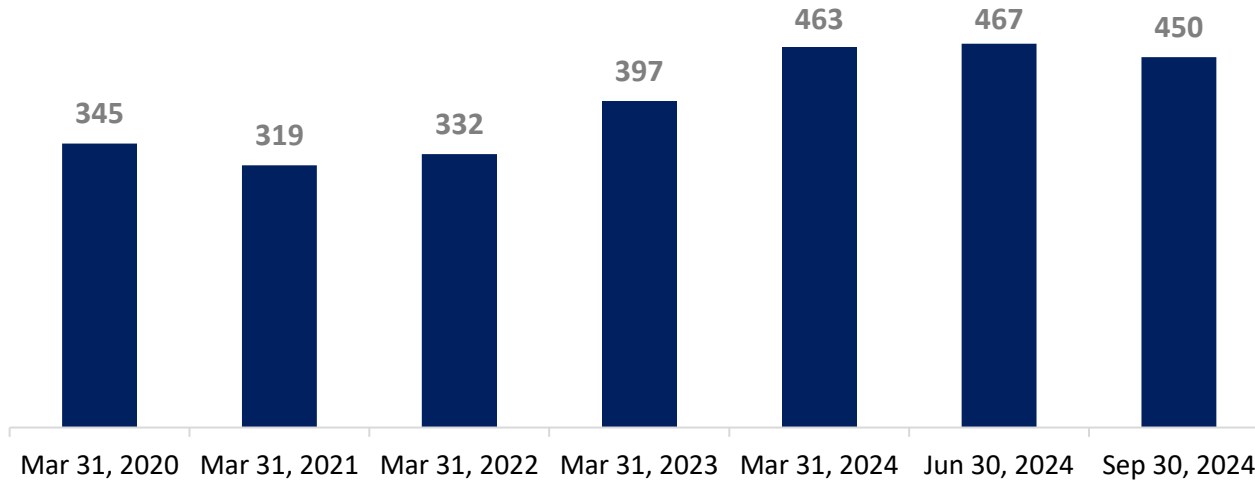
Figures in INR Crores



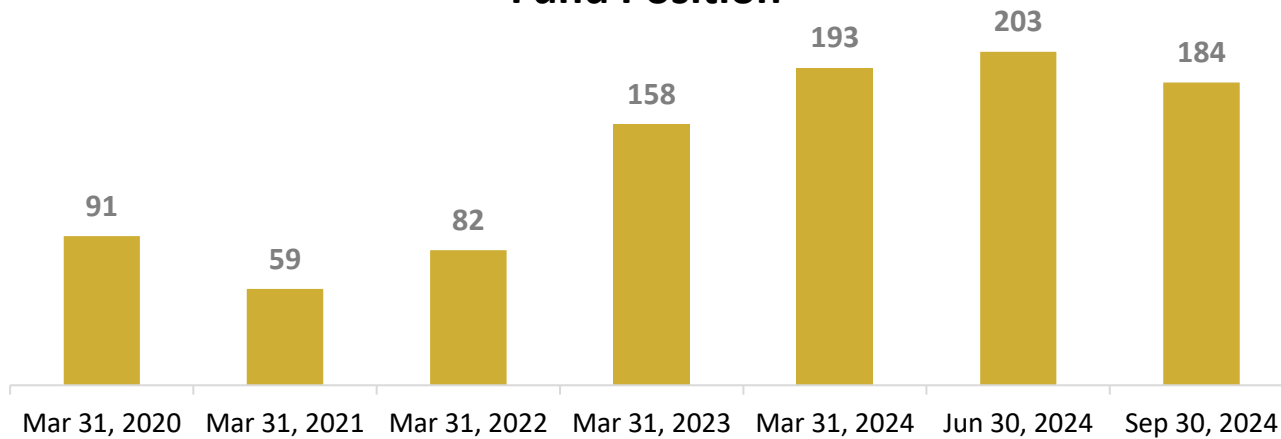
* Impacted by Rs 4.2 cr due to exceptional items

Strong Balance Sheet

Increasing Net Worth



Fund Position



Bonus Issue
1:1



Dividend for FY24
Rs 6 / share



Financial Statements

Q₂FY25

Performance Highlights

STATEMENT OF PROFIT & LOSS ACCOUNT	QTR 2		
Figures in Rs Crores rounded to first decimal	FY25	FY24	
Revenue from Operations	70.8	58.8	
Other Income	4.3	3.0	
TOTAL INCOME (A)	75.1	61.8	 21.5%
Consumption	6.0	4.8	
Employee Benefits (excluding third party cost)	18.1	17.9	
Power, Fuel & Light	12.7	13.0	
Administrative & Other Expenses	26.9	22.6	
TOTAL EXPENDITURE (B)	63.7	58.3	
EBITDA = (A) – (B)	11.5	3.5	 229%
<i>Less: Depreciation & Amortization</i>	4.4	4.2	
EBIT	7.1	(0.7)	
<i>Less: Finance Costs</i>	0.1	0.5	
PBT	7.0	(1.2)	
<i>Less: Exceptional Items</i>	4.2	0.0	
<i>Less: Tax including Deferred Tax</i>	0.7	0.3	
PAT	2.1	(0.9)	

Business Footprint

Period ended 30th September 2024





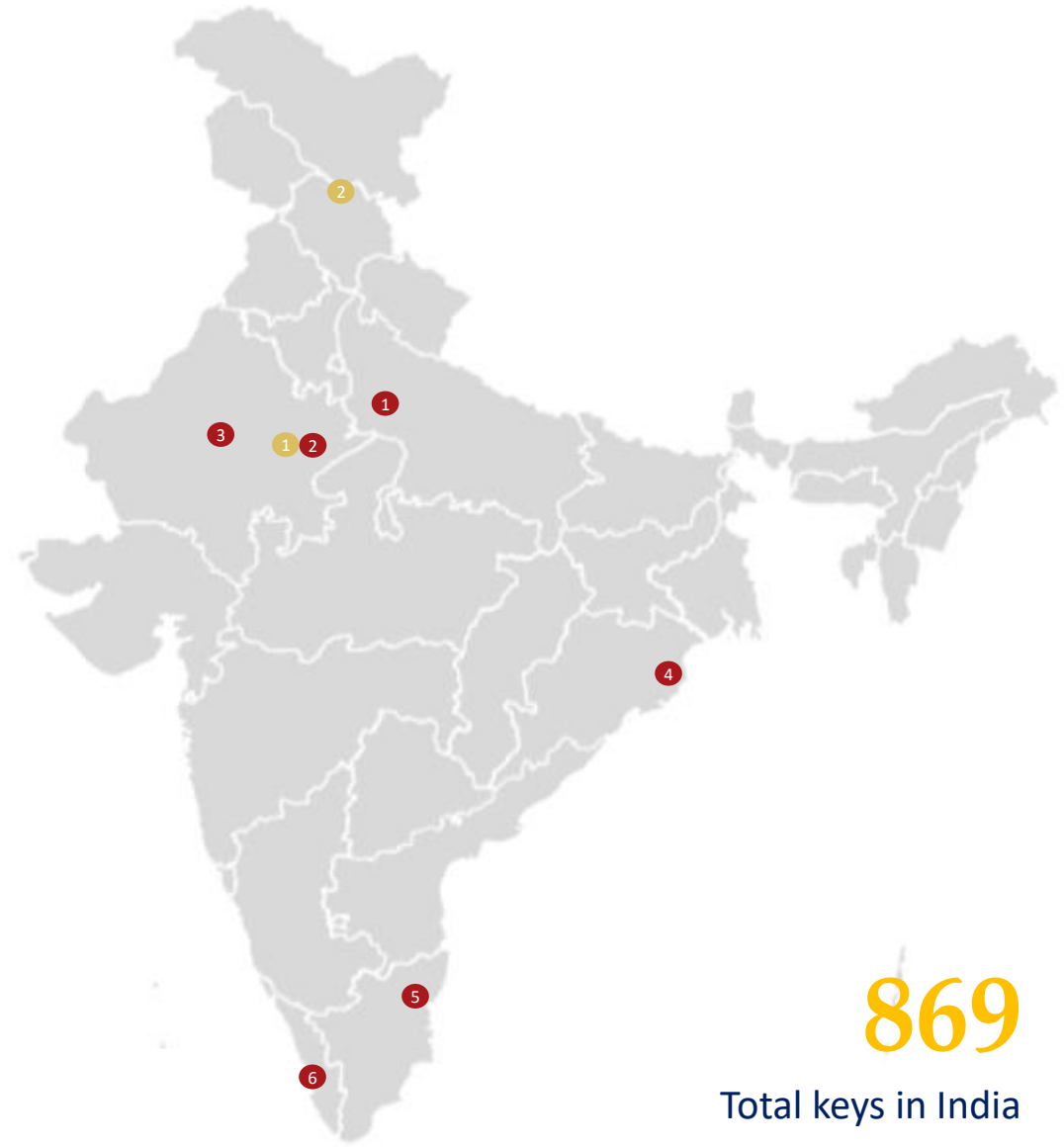
National presence



- 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, Bhubaneswar | **62**
- 5. Trident, Chennai | **167**
- 6. Trident, Cochin | **85**



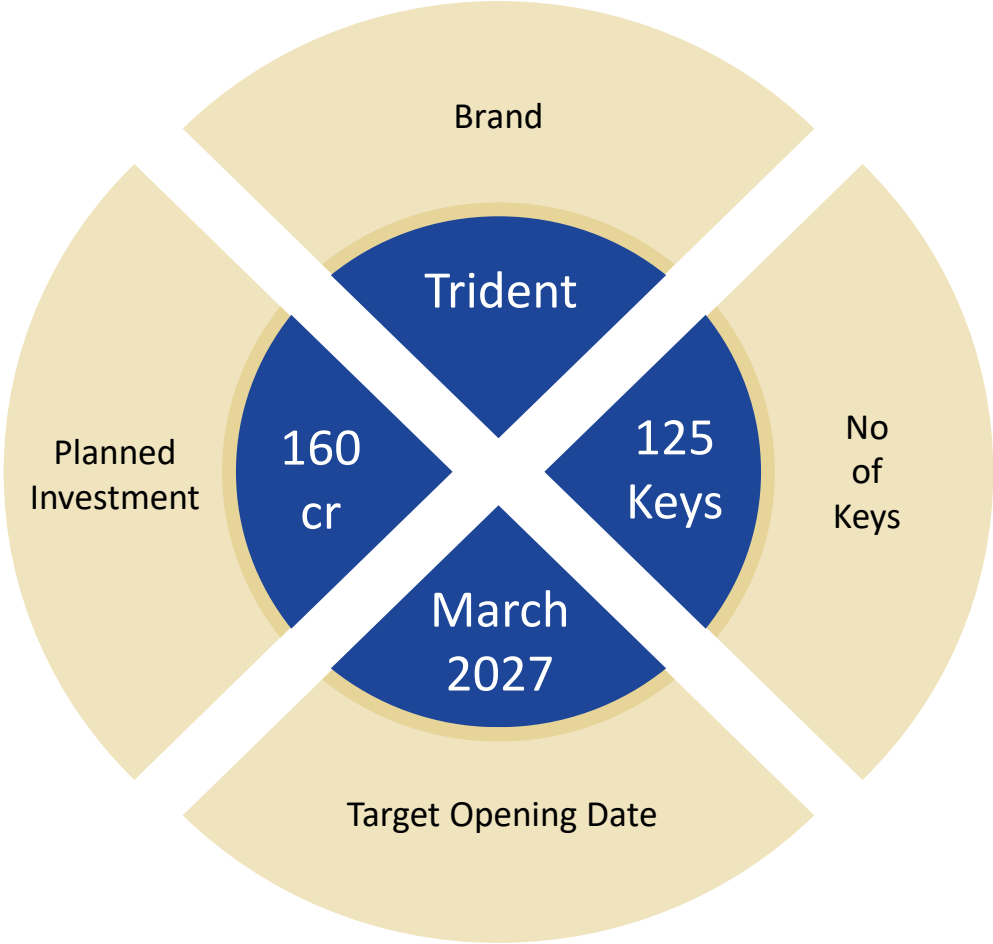
869

Total keys in India

● ROOMS

Upcoming Project

Trident Visakhapatnam





THANK YOU