

EIH Associated Hotels Limited
A MEMBER OF THE OBEROI GROUP

CIN: L92490TN1983PLC009903

Corporate Office: 7, Sham Nath Marg, Delhi-110 054

Telephone: 91-11-2389 0505

Website: www.eihassociatedhotels.in Email: isdho@oberoigroup.com

19th July 2024

The National Stock Exchange of India Limited Exchange Plaza, 5 th Floor Plot No. C/1, G Block Bandra Kurla Complex Bandra(E) Mumbai – 400051 Code: EIHAHOTELS	The 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 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 in respect of the Audited Financial Results of the Company for the Quarter and Financial Year ended 31st March 2024.

Kindly take the above on your records.

Thanking you,

Yours faithfully,
For **EIH Associated Hotels Limited**

Tejasvi Dixit
Company Secretary

EIH Associated Hotels Limited

Investor Presentation: Q₄FY24





India Hotel Sector

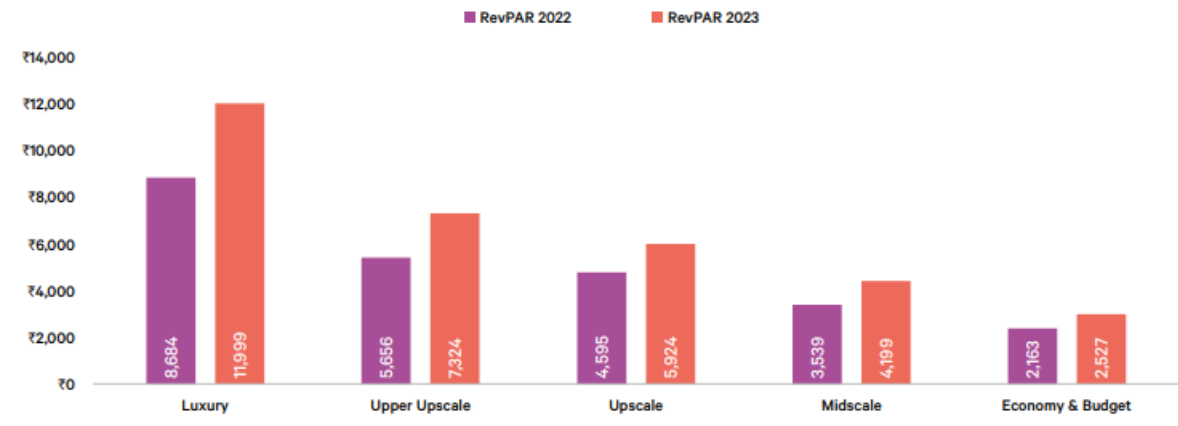
Outlook 2024

- 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

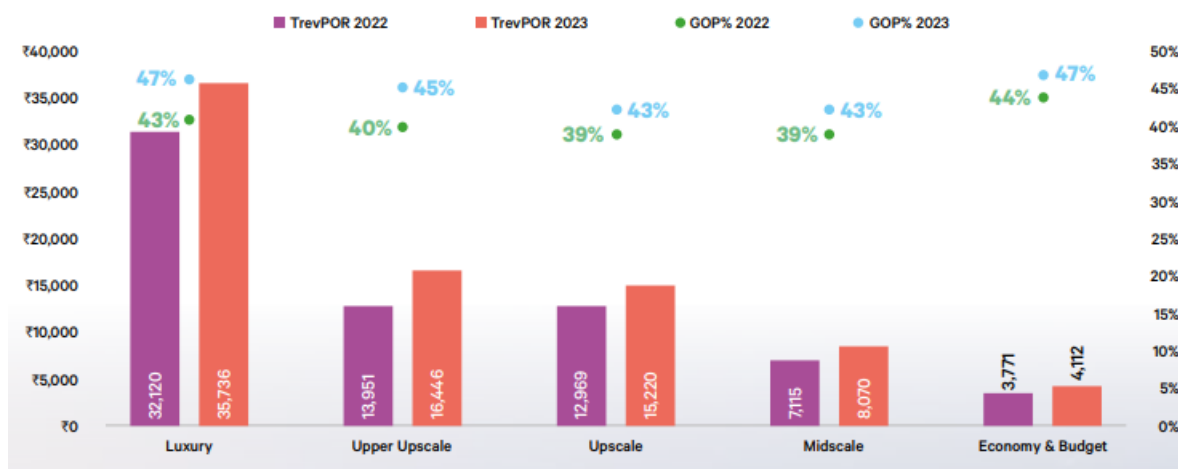
Indian Hotel Market – 2023

- Recovery in MICE and corporate travel segments significantly contributed to the positive trajectory of major commercial markets such as Mumbai and New Delhi
- As the Indian hotel sector experiences a revival in average rates, reminiscent of the booming period of 2007-08, the current figures, despite their upward trajectory, still linger 6% below the previous peak

Key Metrics by Hotel Positioning RevPAR (in INR)

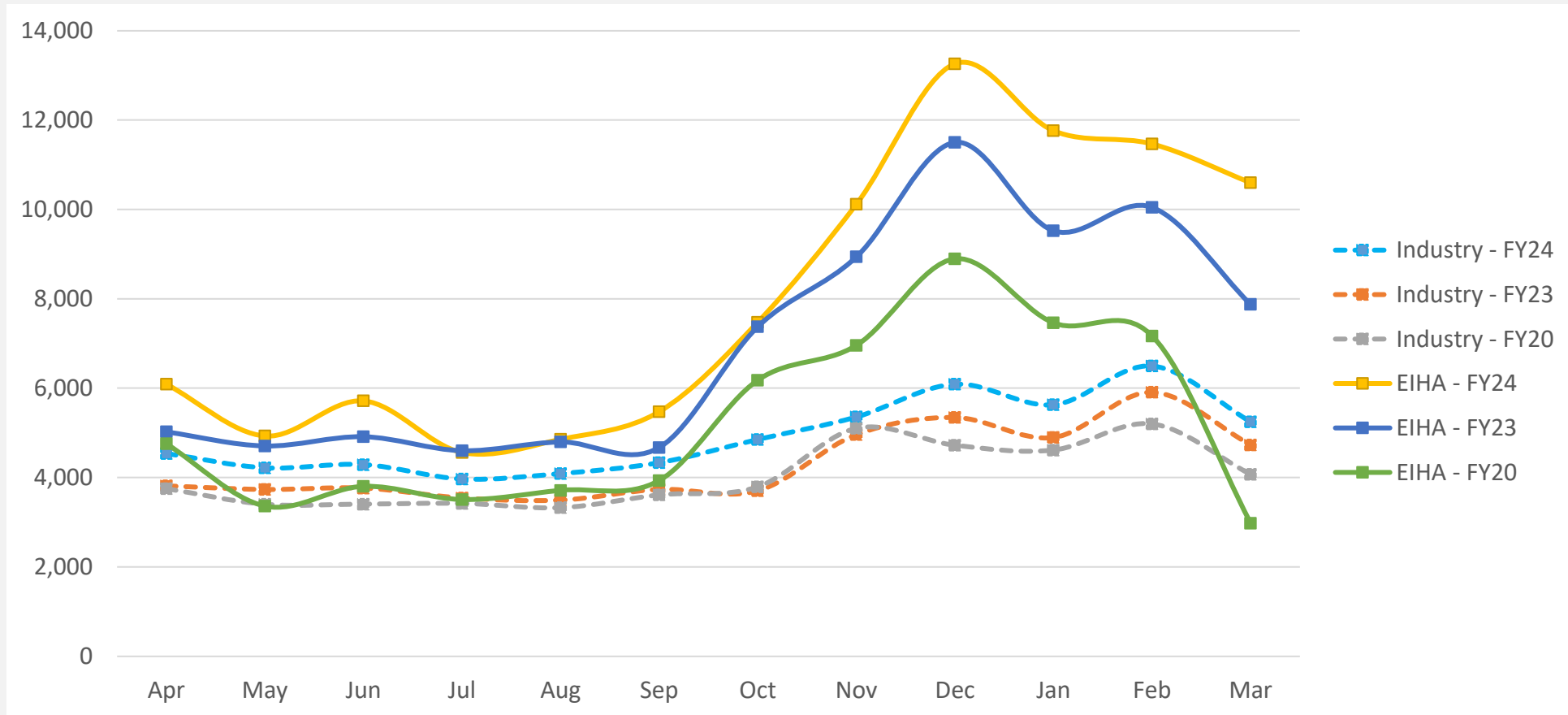


Key Metrics by Hotel Positioning Total Revenue per Occupied Room (in INR) and GOP (%)



2023 Occupancy	2023 ARR (Rs.)	2023 RevPAR
63-65% [+3-5pp vs.2022] [-2-4pp vs. 2019]	7,400-7,600 [+21-23% vs.2022] [+24-26% vs. 2019]	4,662-4,940 [+29-31% vs.2022] [+19-21% vs. 2019]

RevPAR Growth of Oberoi and Trident Hotels consistently higher than industry



Operations

Q₄FY24

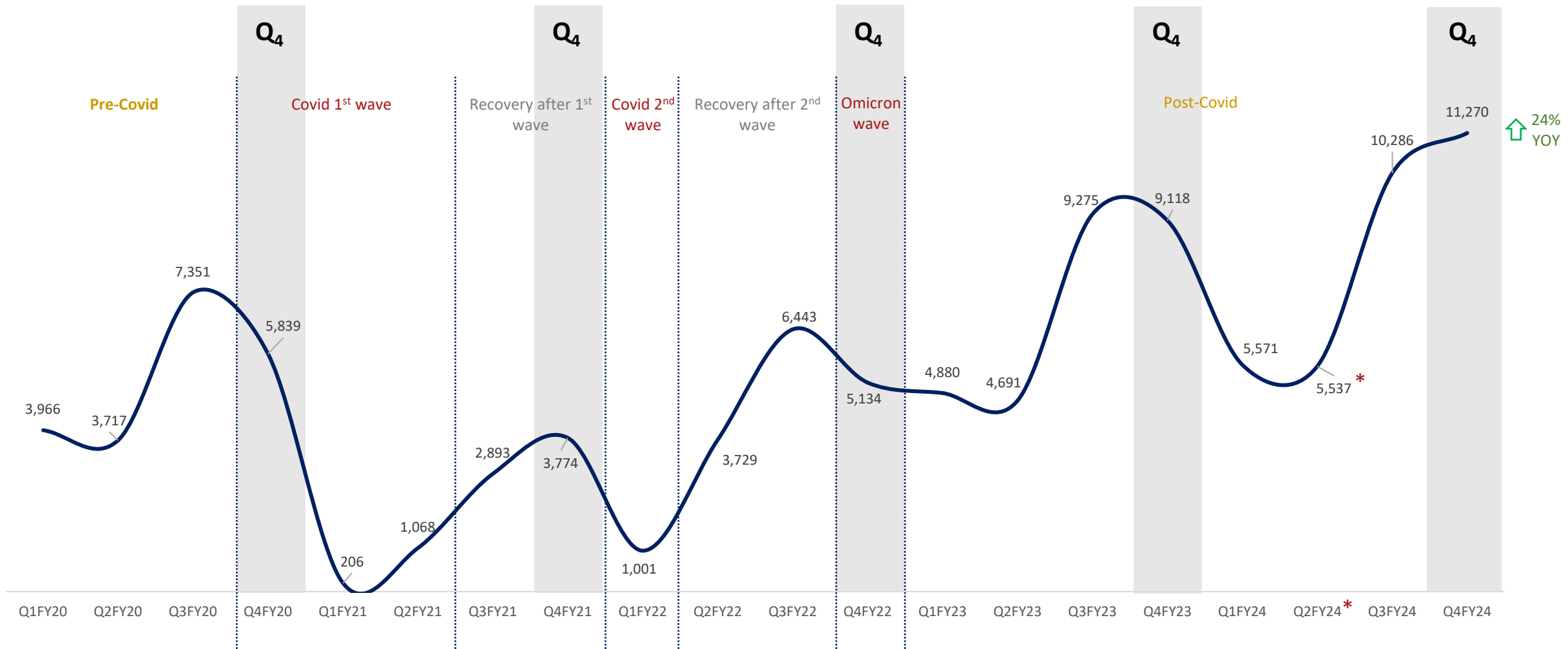


Operational Performance

Best Performing Q4 in the history of the Company

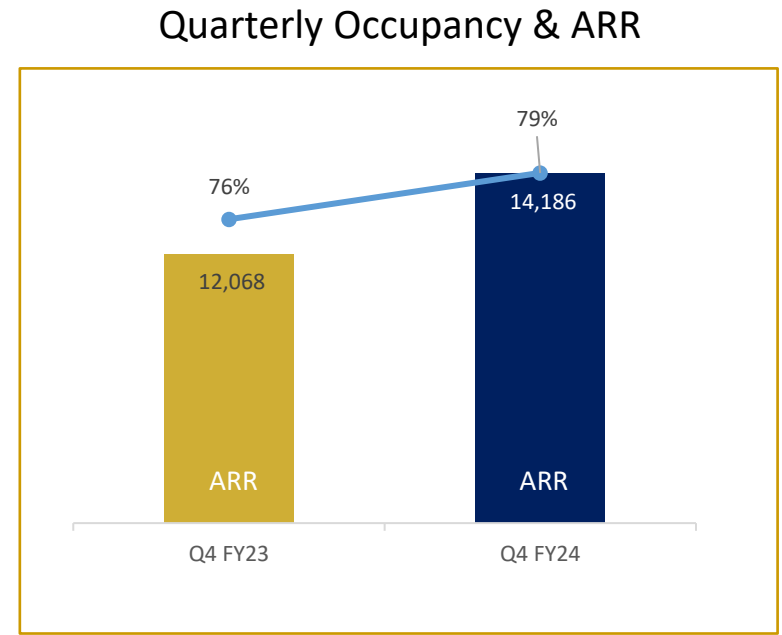
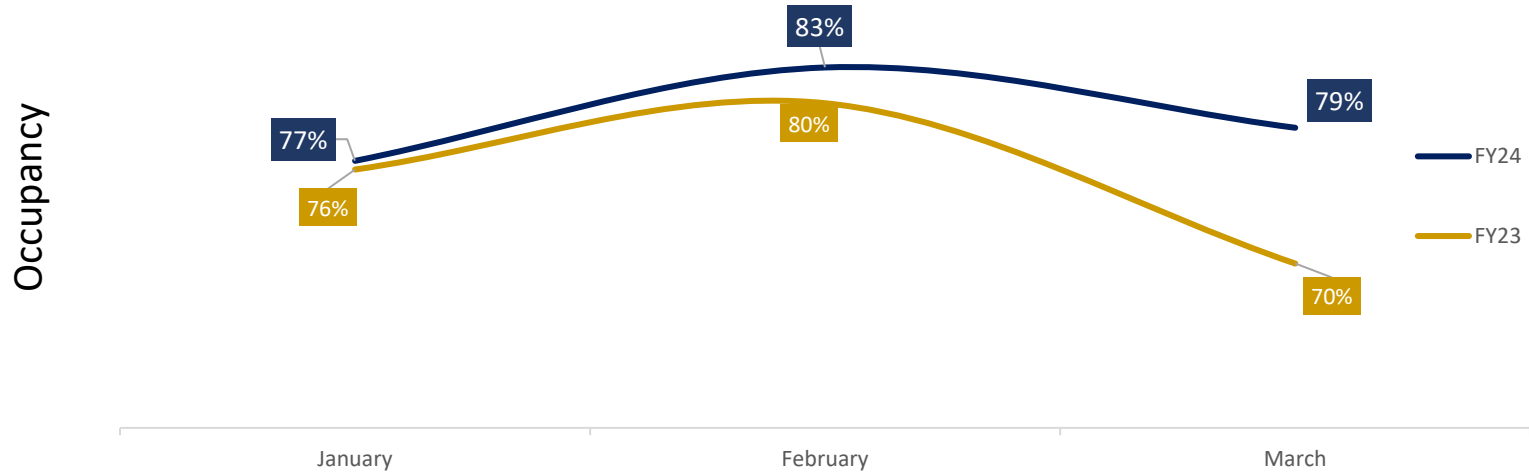
Q₄ RevPAR grew 24% Y-o-Y

Figures in INR



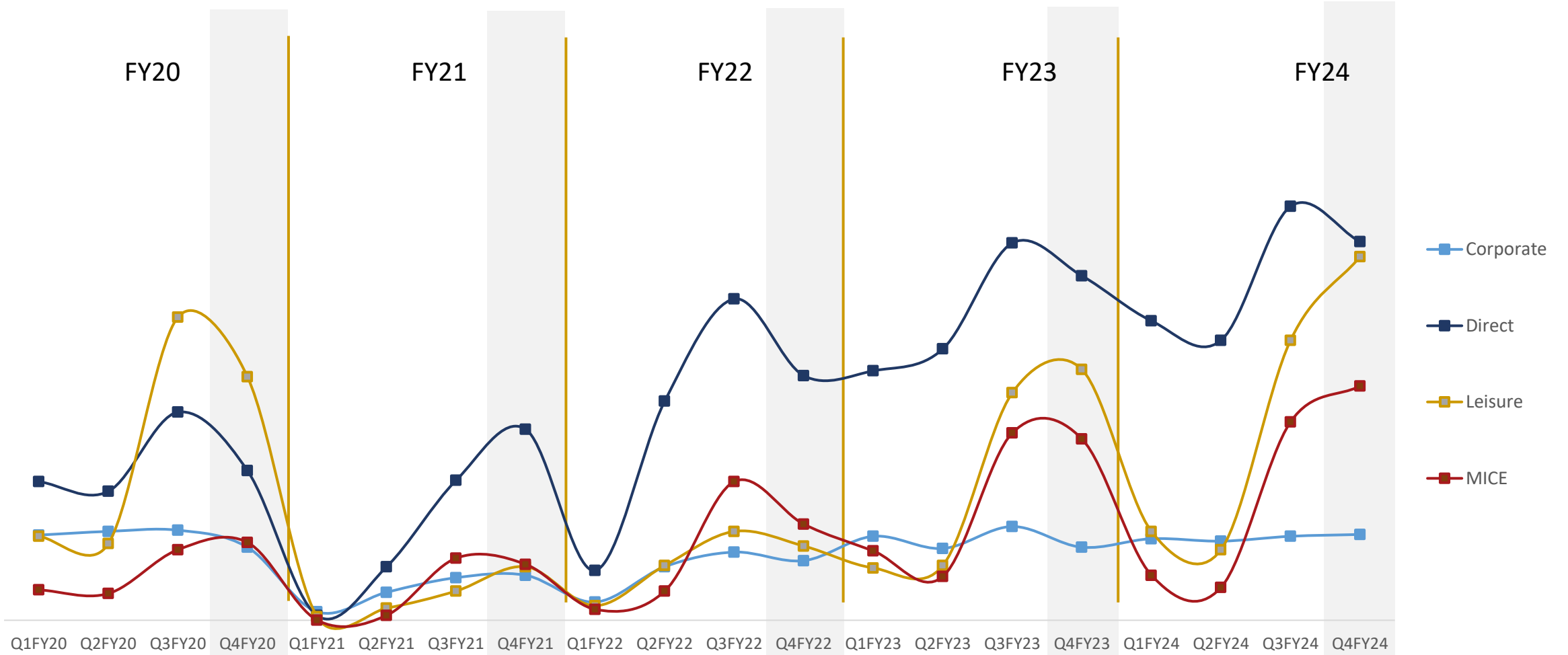
* Includes Shimla hotel which were severely impacted by negative environment conditions in Q2FY24.

Q₄ ARR/Occupancy trends by month



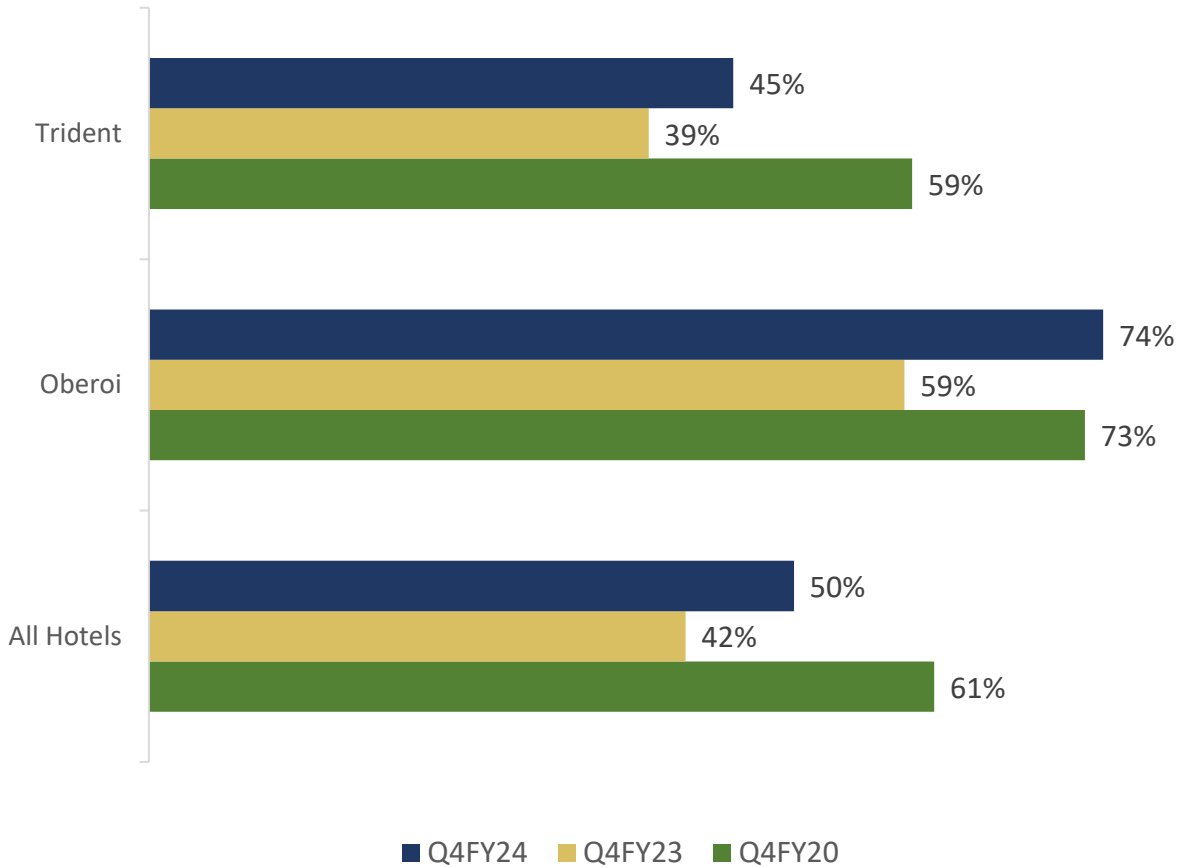
In Rs

Strong Room Revenue Tailwinds across Segments

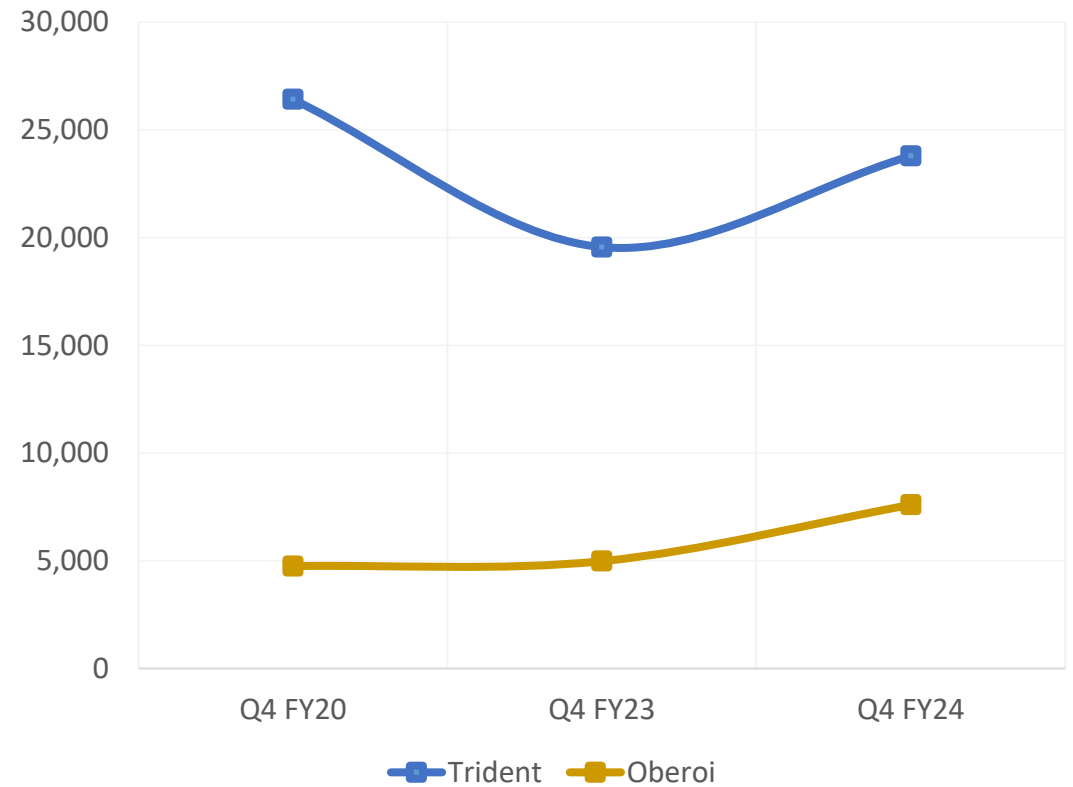


Growth in Q₄ Foreign Room Nights

% of Foreign to Total Room Nights



Foreign Room Nights



Financials

Q₄FY24

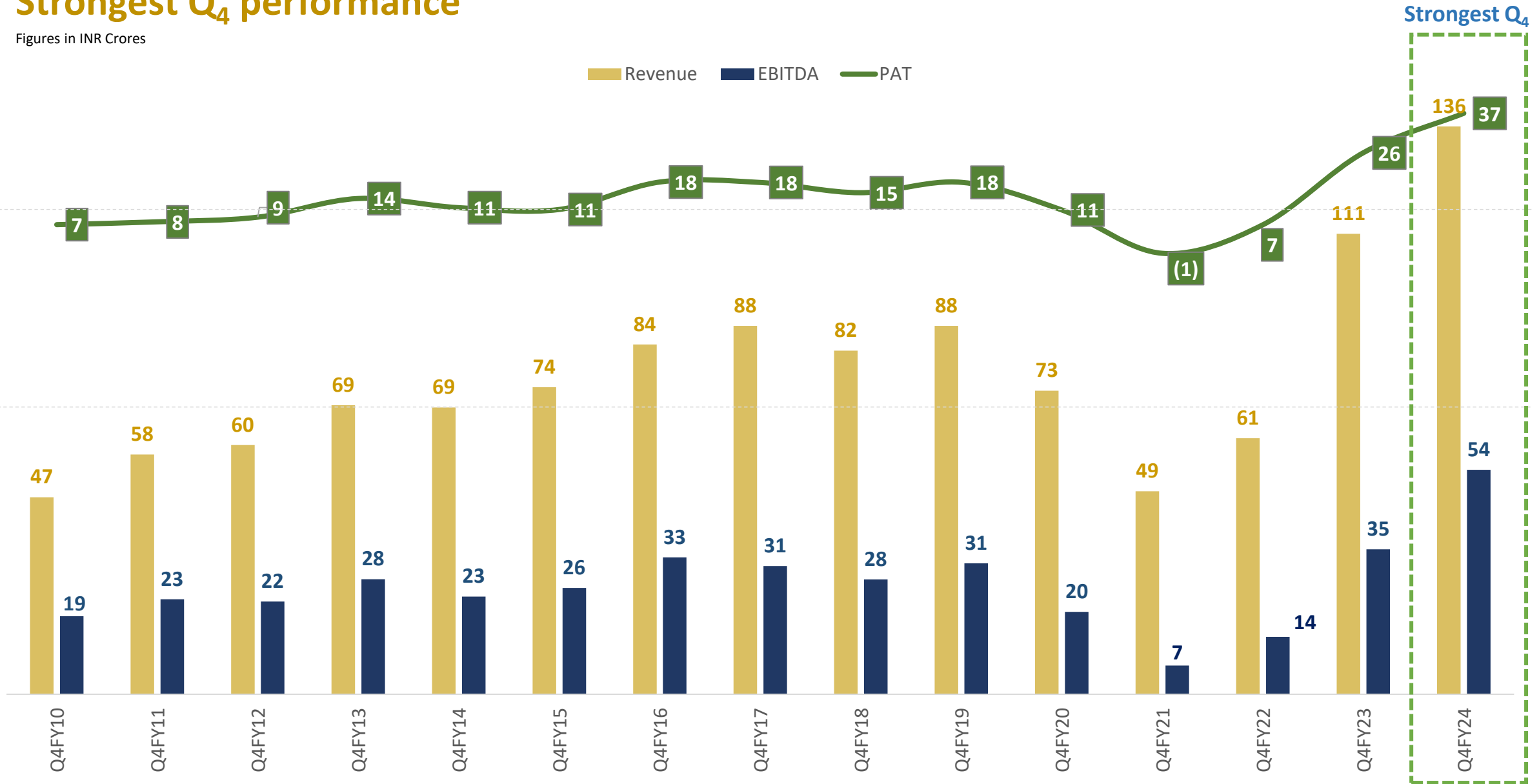
Growth in Financial Performance



Strongest Q₄ performance

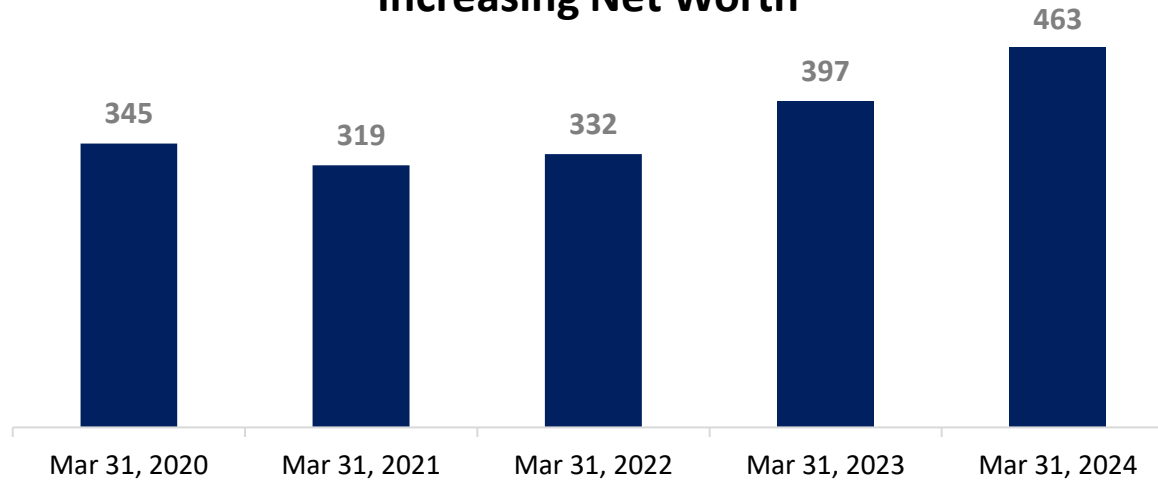
Figures in INR Crores

Revenue EBITDA PAT

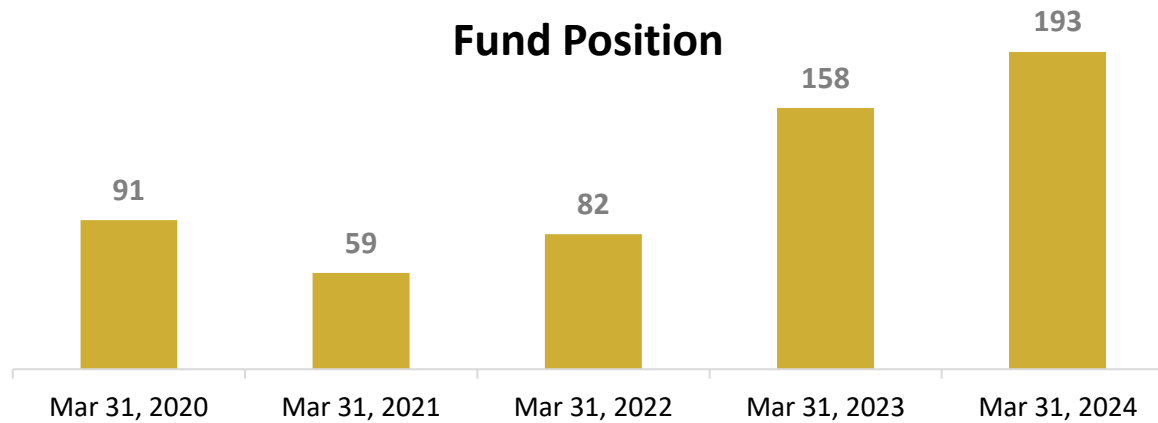


Strong Balance Sheet

Increasing Net Worth



Fund Position



Bonus Issue *
1:1
Dividend for FY24 *
₹6 / share




*subject to shareholders approval



Financial Statements

Q₄FY24

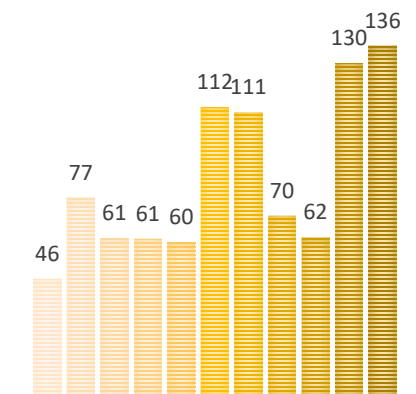
Performance Highlights

STATEMENT OF PROFIT & LOSS ACCOUNT	QTR 4		
Figures in Rs Crores rounded to first decimal	FY24	FY23	
Revenue from Operations	132.5	107.8	
Other Income	3.8	2.7	
TOTAL INCOME (A)	136.3	110.5	 23%
Consumption	8.5	7.9	
Employee Benefits (excluding third party cost)	18.8	15.4	
Power, Fuel & Light	7.1	6.8	
Administrative & Other Expenses	48.1	45.6	
TOTAL EXPENDITURE (B)	82.5	75.7	
EBITDA = (A) – (B)	53.8	34.8	 55%
<i>Less: Depreciation & Amortization</i>	4.3	4.0	
EBIT	49.5	30.8	
<i>Less: Finance Costs</i>	0.1	0.1	
PBT	49.4	30.7	
<i>Less: Exceptional Items</i>	0.0	0.00	
<i>Less: Tax including Deferred Tax</i>	12.6	4.5	
PAT	36.8	26.2	 41%

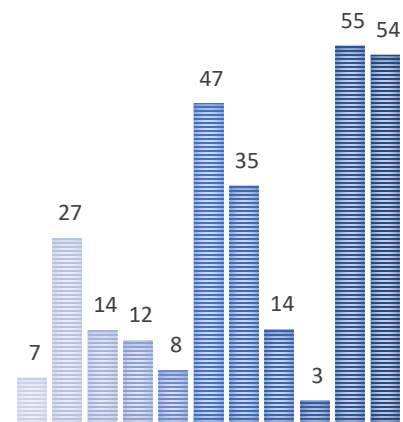
Performance Highlights

Q-o-Q Financial Results for starting from Q2 FY22 to Q4 FY24

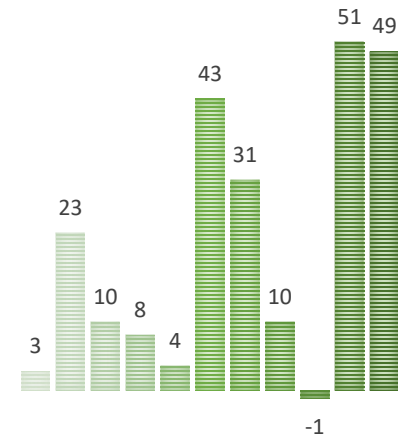
Revenue



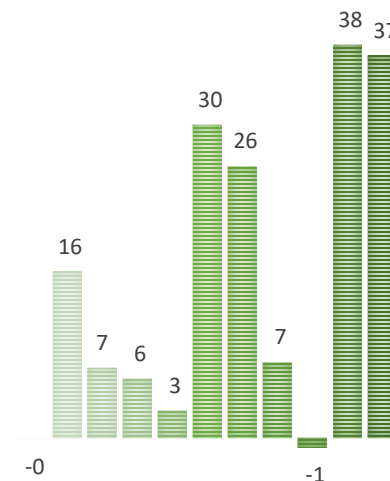
EBITDA






PBT (before exceptional items)



PAT



Performance Highlights

STATEMENT OF PROFIT & LOSS ACCOUNT	12M		
Figures in Rs Crores rounded to first decimal	FY24	FY23	
Revenue from Operations	384.8	337.1	
Other Income	13.1	7.0	
TOTAL INCOME (A)	397.9	344.1	 16%
Consumption	27.7	27.0	
Employee Benefits (excluding third party cost)	68.4	57.6	
Power, Fuel & Light	26.8	27.4	
Administrative & Other Expenses	148.6	130.4	
TOTAL EXPENDITURE (B)	271.5	242.4	
EBITDA = (A) – (B)	126.4	101.7	 24%
<i>Less: Depreciation & Amortization</i>	16.9	16.5	
EBIT	109.5	85.2	
<i>Less: Finance Costs</i>	0.8	0.4	
PBT	108.7	84.8	
<i>Less: Exceptional Items</i>	0.0	0.00	
<i>Less: Tax including Deferred Tax</i>	27.7	20.2	
PAT	81.0	64.6	 25%

Business Footprint

Period ended 31st March 2024





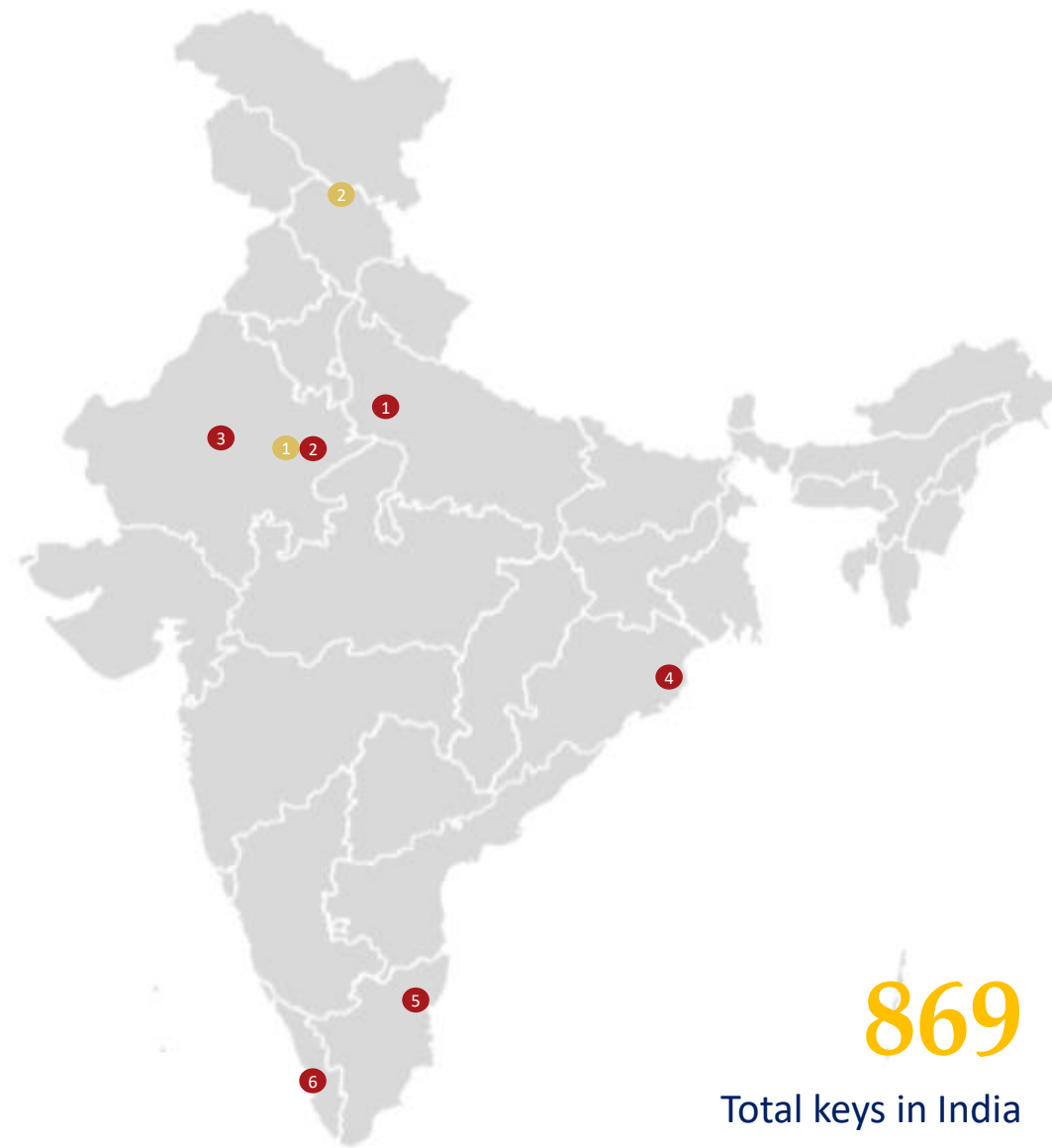
National presence



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

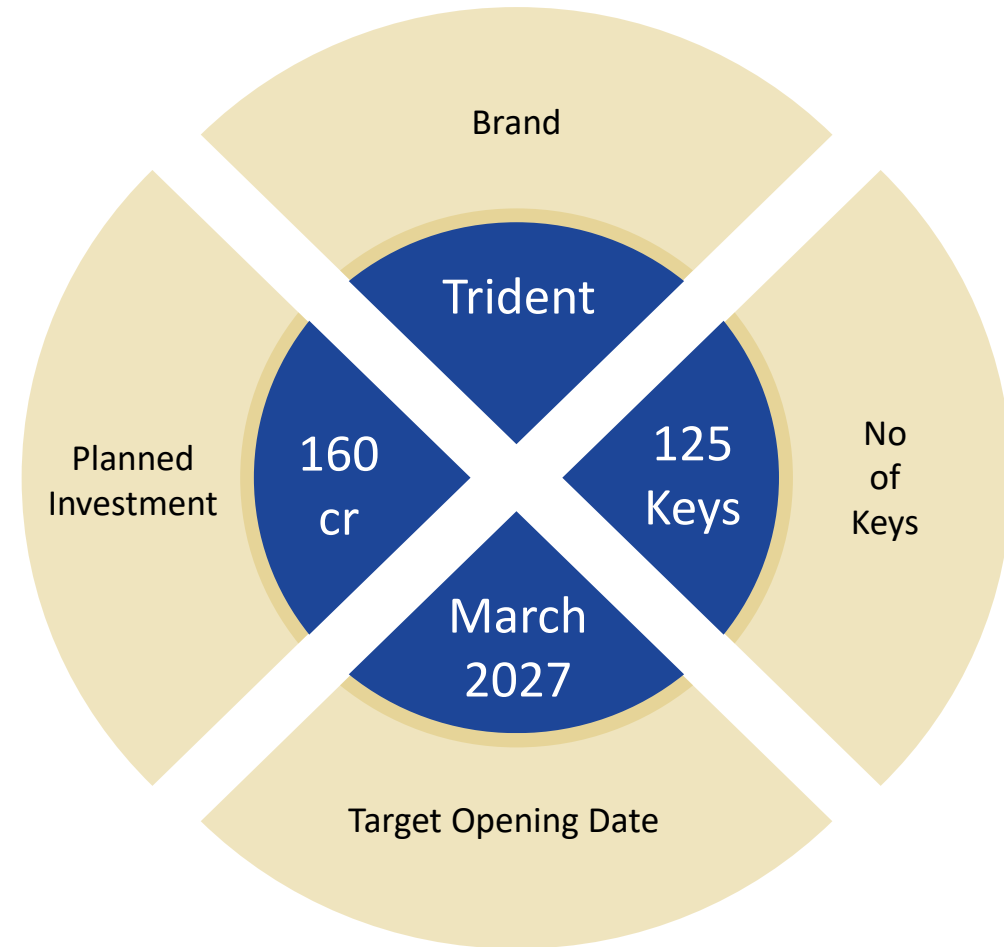


869
Total keys in India

● ROOMS

Upcoming Project

Trident Visakhapatnam





THANK YOU