

EIH Limited

A MEMBER OF THE OBEROI GROUP

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22nd 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: 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 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 (Standalone and Consolidated) of the Company for the quarter and six months ended 30th September 2024 declared on 12th November 2024.

The above may please be taken on record.

Thank you,

Yours faithfully,

For EIH Limited

Lalit Kumar Sharma
Company Secretary

Elh Limited

Earnings Call: Q₂FY25




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

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.
- Our expansion strategy, with 20 carefully curated properties across strategic global and domestic markets, underscores our ambition to meet the evolving aspirations of today's discerning travellers.

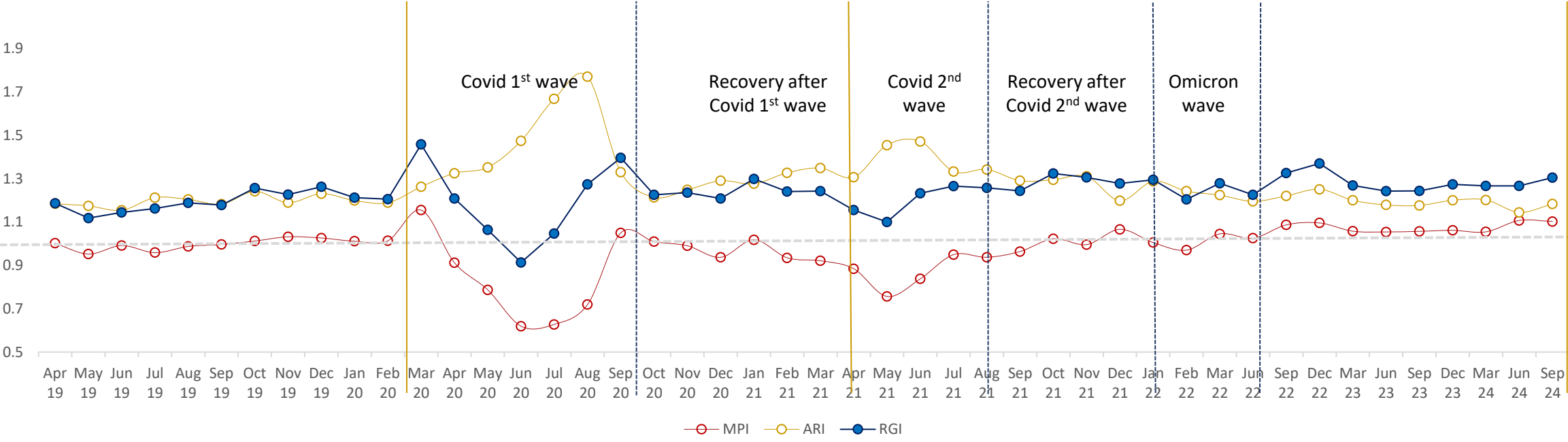
Operations

Q₂FY25



EIH maintains consistent RevPAR Leadership (130%) over STR Competition Set

All Domestic Hotels including Managed

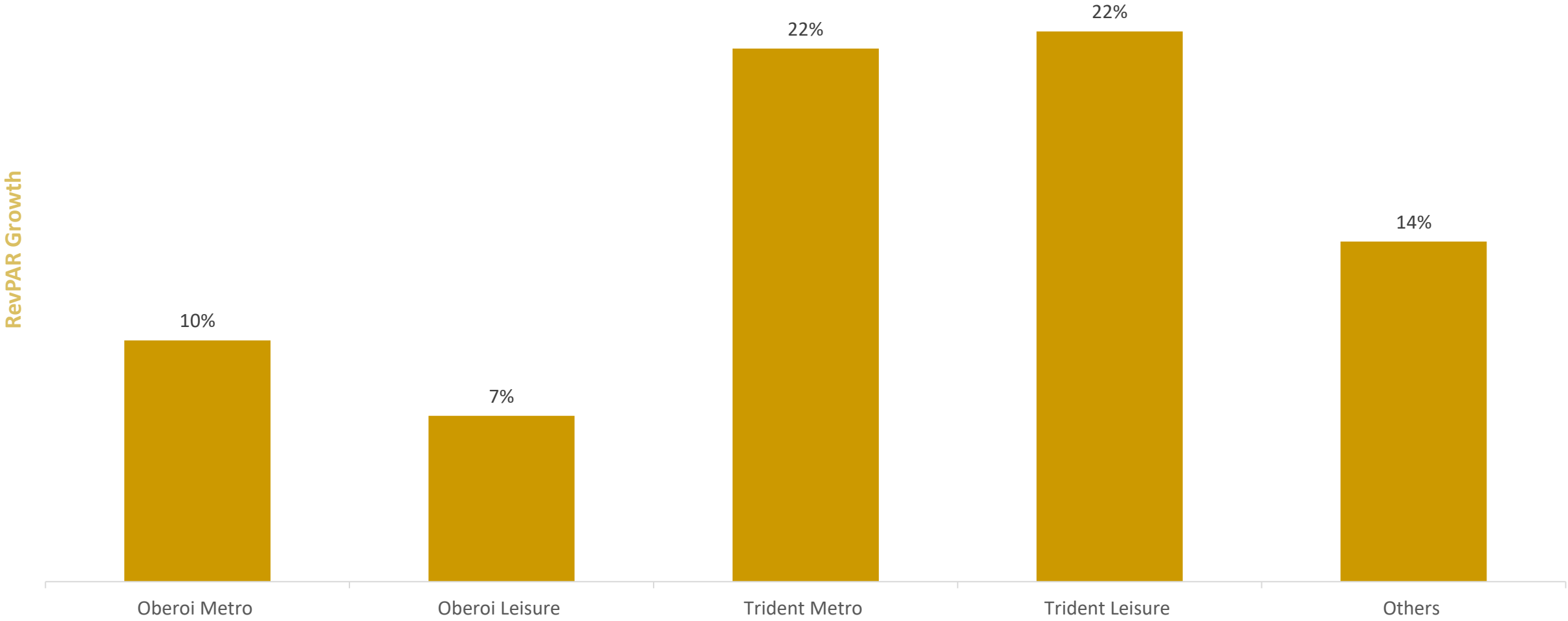


Source: STR Global, STR Compset

Dataset: All Domestic Hotels managed by EIH

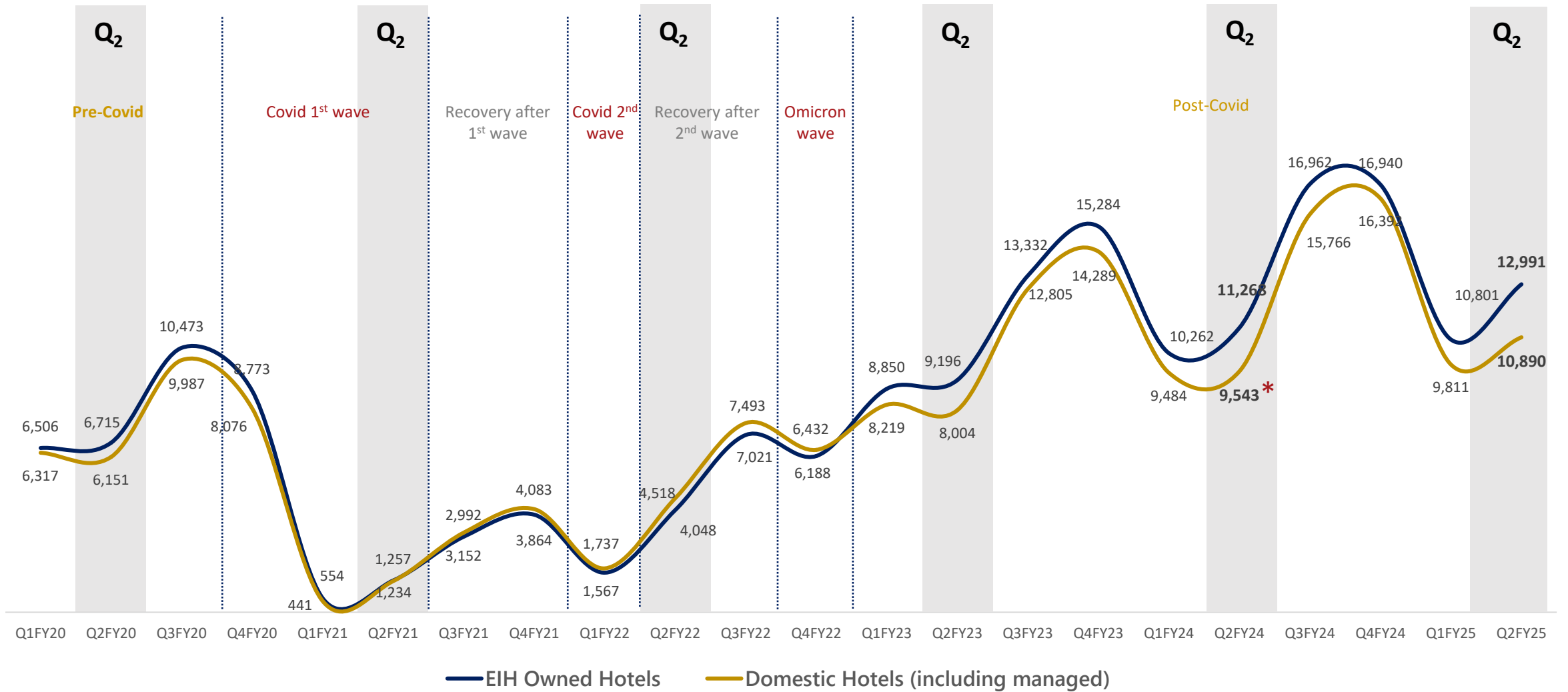
Q₂ RevPAR Y-o-Y growth by Hotel Positioning

All Domestic Hotels including Managed



Q₂ RevPAR grew Y-o-Y by 15% [Owned] and 14% [All Domestic' hotels (including managed)]

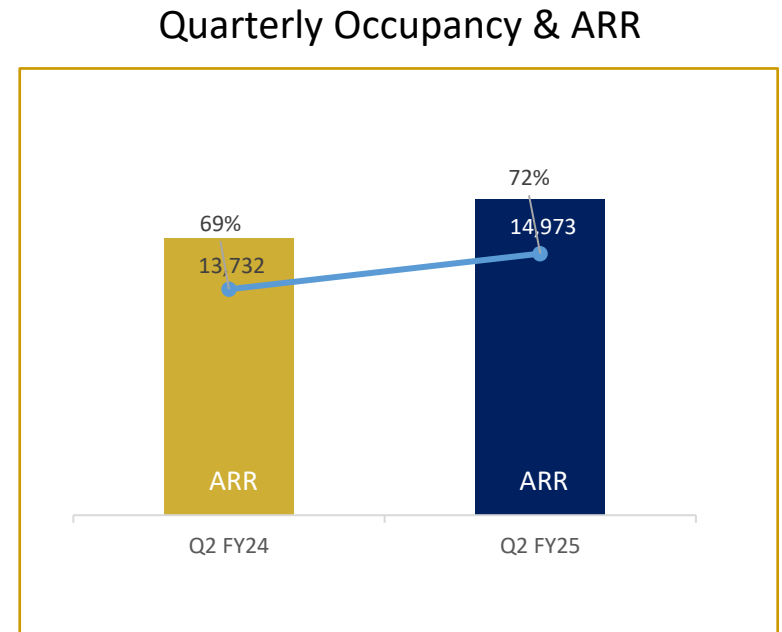
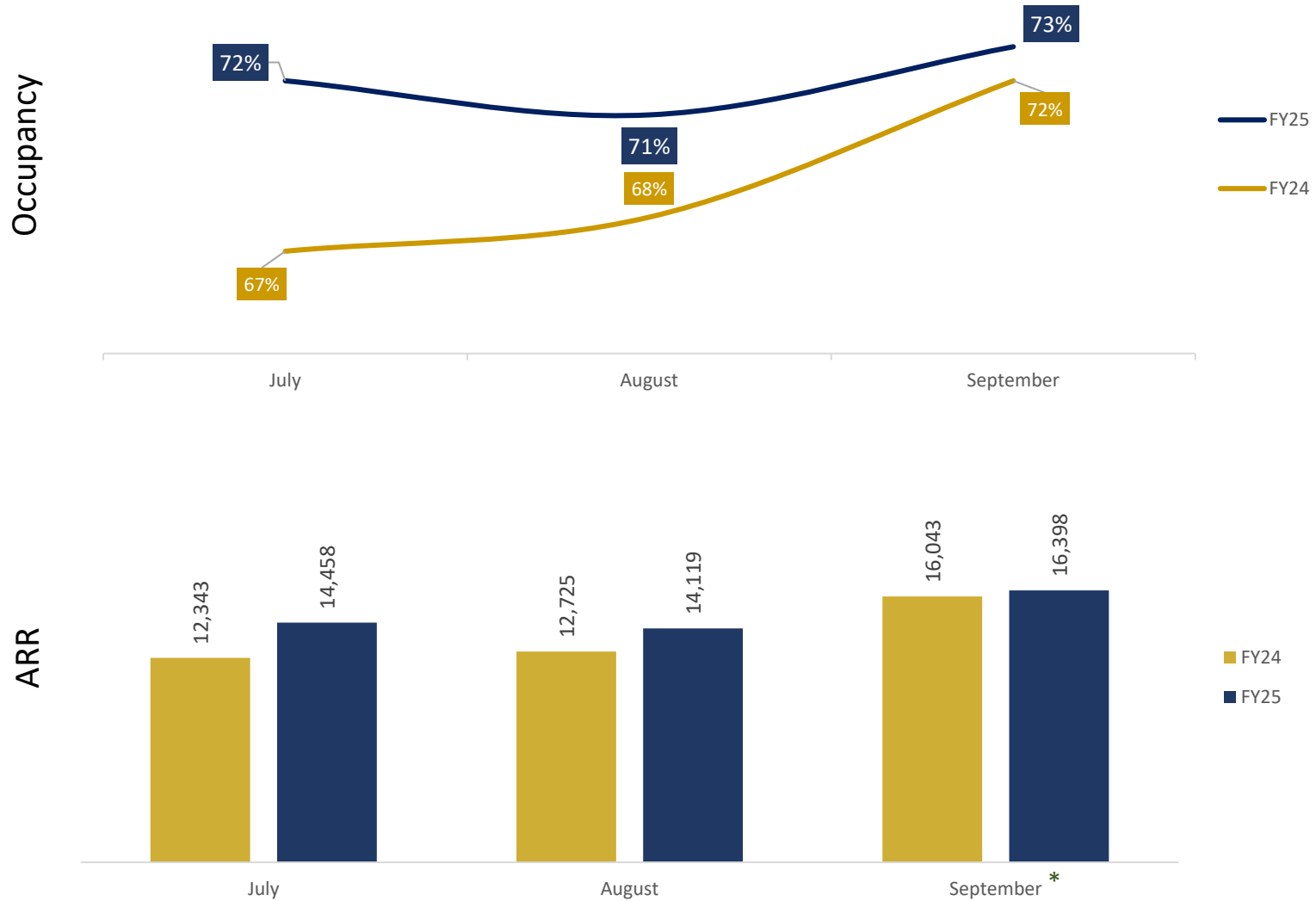
Figures in INR



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

Q₂ ARR/Occupancy trends by month

All Domestic Hotels including managed

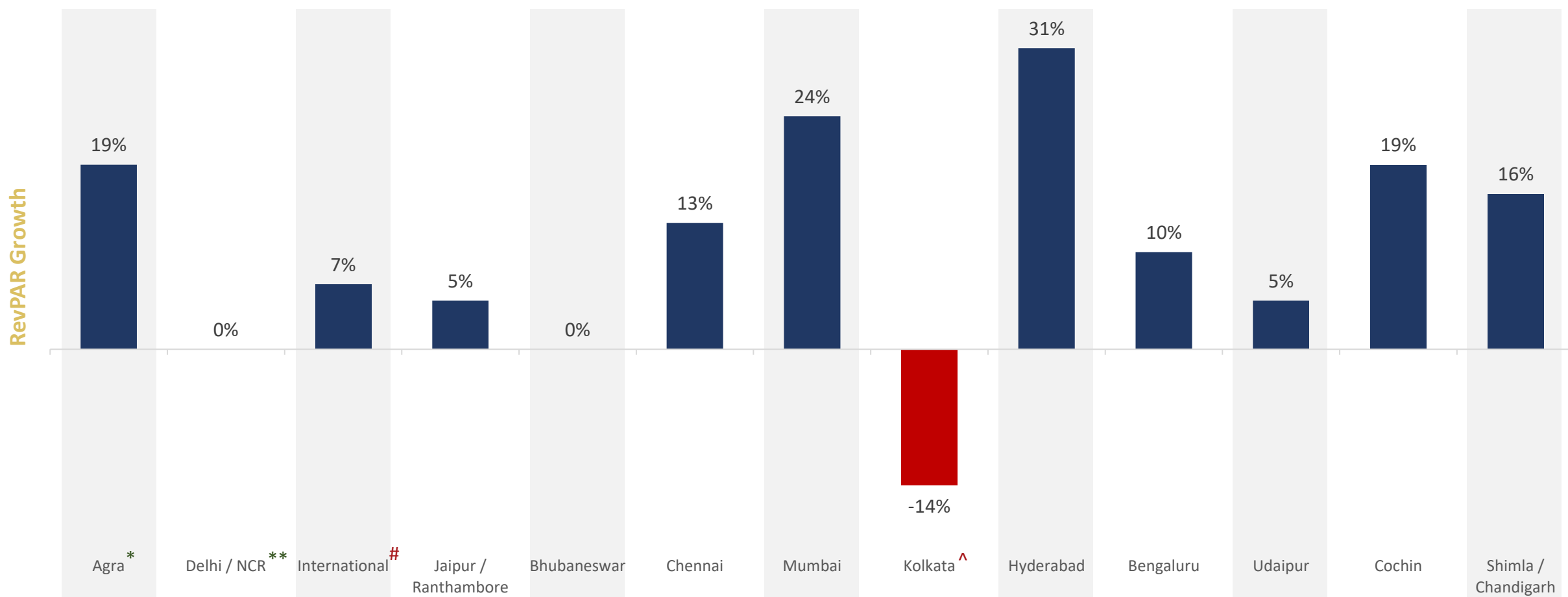


In Rs

* Hotels in Delhi/NCR were benefitted due to G20 summit in September 2023

Q₂ RevPAR Y-o-Y growth by City

All Domestic Hotels including Managed



* One of the hotels in Agra remained closed for infrastructure upgrades during July & August 2023

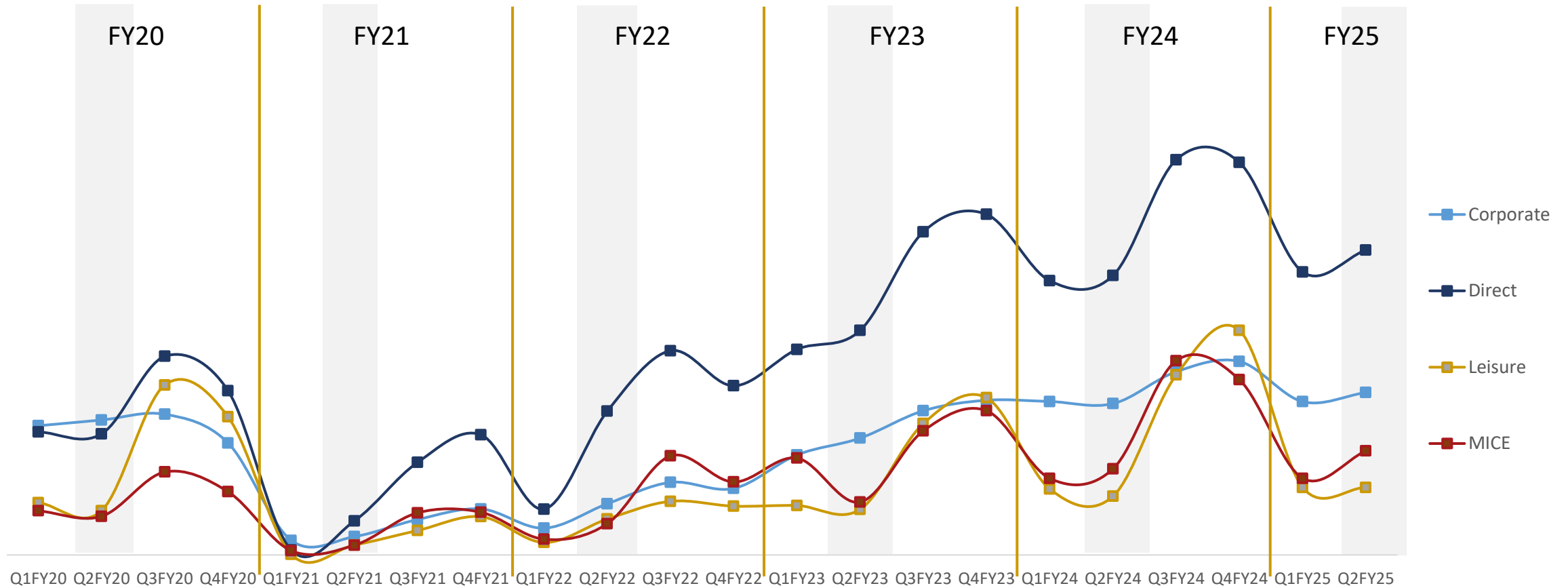
** Hotels in Delhi/NCR were benefitted due to G20 summit in September 2023

Includes hotels in MENA region which were impacted by the Israel conflict

^ The Oberoi Grand, Kolkata is temporarily closed for renovation effective 15th August 2024

Strong Room Revenue Tailwinds across Segments

All Domestic Hotels including Managed



Q2 revenue witnessed growth across all segments compared to previous quarter and same quarter last year

Financials

Q₂FY25



Financial Performance – Q₂FY25

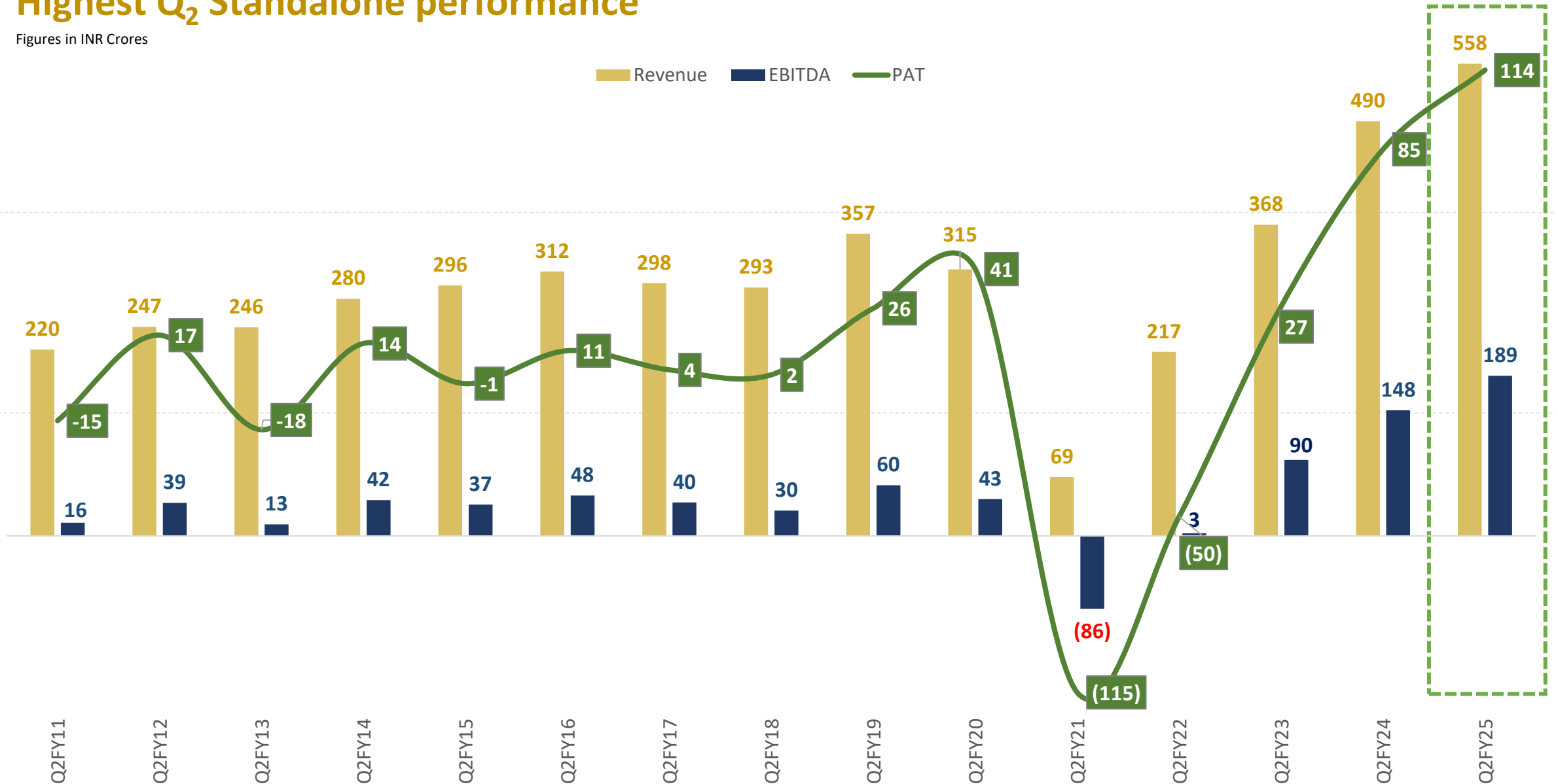
Standalone and Consolidated



Highest Q₂ Standalone performance

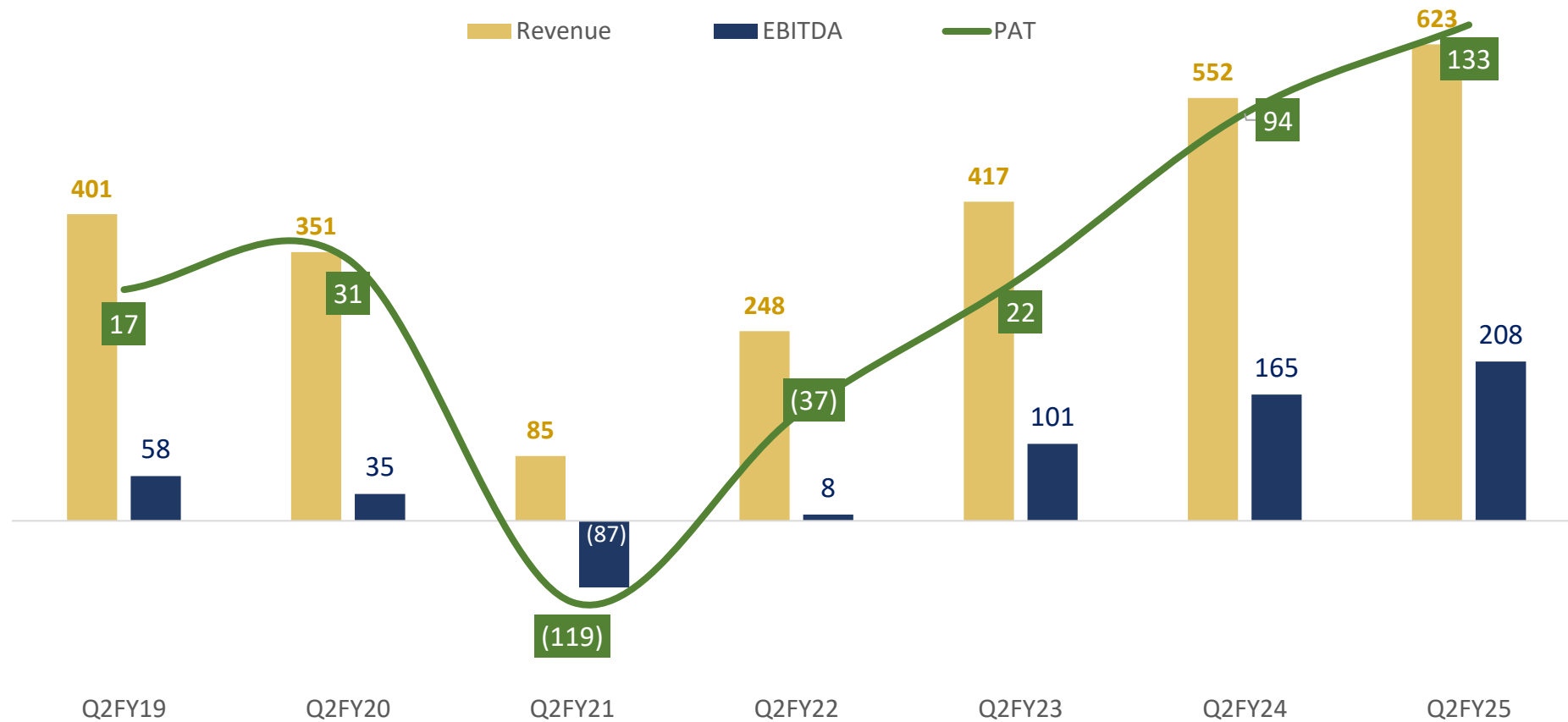
Figures in INR Crores

Revenue EBITDA PAT



Highest Q₂ Consolidated* Performance

Figures in INR Crores

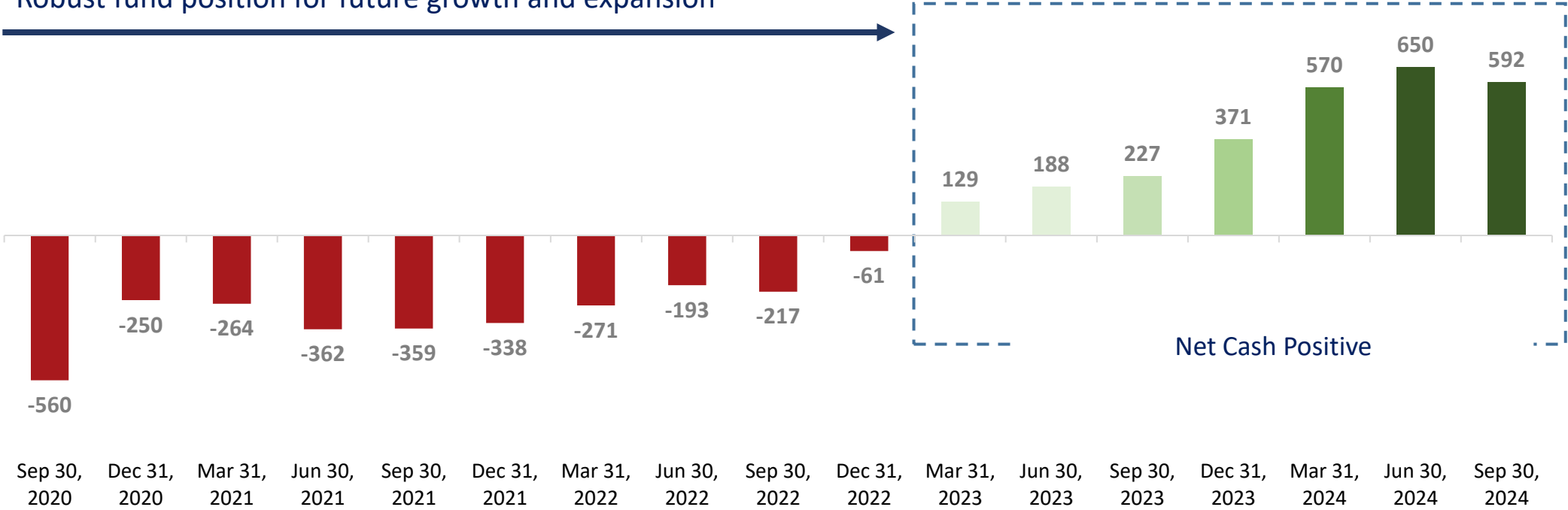


*Consolidated Financial Statements became mandatory on quarterly basis effective 1st April 2019

Strong Standalone Funds position

Figures in INR Crores

Robust fund position for future growth and expansion

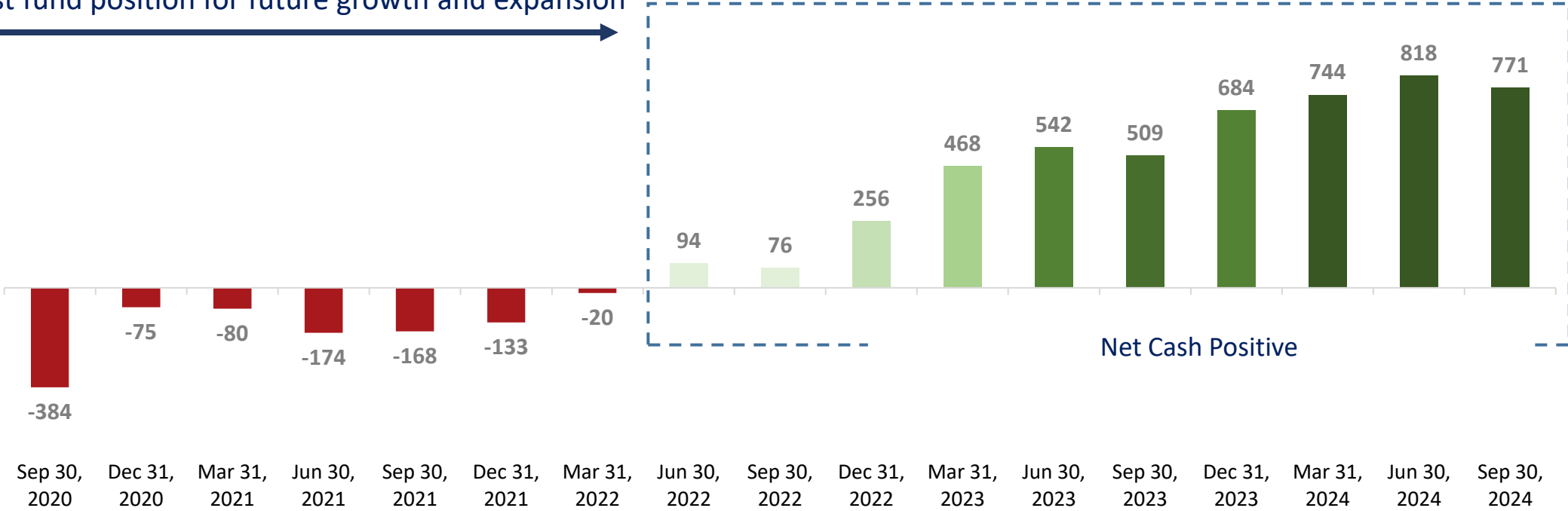


Strong Consolidated Funds Position

Robust fund position for future growth and expansion



Figures in INR Crores






*Including earmarked balances






Financial Statements

Q₂FY25

Performance Highlights (Standalone)

STANDALONE P&L	QTR 2		
Figures in Rs Crores rounded to first decimal	FY25	FY24	
Revenue from Operations	520.8	465.2	
Other Income	36.9	24.4	
TOTAL INCOME (A)	557.7	489.6	 14%
Consumption	52.4	46.1	
Employee Benefits (excluding third party cost)	119.7	115.5	
Power, Fuel & Light	28.1	27.3	
Administrative & Other Expenses	168.3	152.3	
TOTAL EXPENDITURE (B)	368.5	341.2	
EBITDA = (A) – (B)	189.2	148.4	 27%
<i>Less: Depreciation & Amortization</i>	31.8	30.3	
EBIT	157.4	118.1	
<i>Less: Finance Costs</i>	4.1	4.2	
PBT	153.3	113.9	
<i>Less: Exceptional Items</i>	2.1	-	
<i>Less: Tax including Deferred Tax</i>	36.8	28.7	
PAT	114.4	85.2	 34%

Performance Highlights (Consolidated)

Consolidated P&L	QTR 2		
	FY25	FY24	
Figures in Rs Crores rounded to nearest first decimal			
Revenue from Operations	589.0	530.6	
Other Income	33.6	21.9	
TOTAL REVENUE (A)	622.6	552.5	 13%
Consumption	56.9	50.5	
Employee Benefits*(excluding third party cost)	133.0	127.8	
Administrative & Other Expenses	224.5	209.3	
TOTAL EXPENDITURE (B)	414.4	387.6	
EBITDA = (A) – (B)	208.2	164.9	 26%
Less: Depreciation & Amortization	33.9	33.2	
EBIT	174.3	131.7	
Less: Finance Costs	4.9	5.6	
PBEIT	169.4	126.1	
Add: Share of net profit of associates and joint ventures	7.9	4.3	
Add/(less): Exceptional Items	(2.0)	-	
Less: Tax Expense	42.6	36.3	
Profit / (Loss) for the period from operations	132.7	94.1	 41%
Items that may not be reclassified to Profit or Loss	(1.6)	(0.7)	
Items that may be reclassified to Profit or Loss	9.1	5.4	
Total Other Comprehensive Income / Loss (net of tax)	140.2	98.8	
Less: Non-Controlling Interest in total comprehensive income	4.6	0.7	
Total Comprehensive Income / (Loss) for the period	135.6	98.1	

Premium positioning reflected in Awards & Accolades

Travel +Leisure, USA World's Best Awards 2024

- The Oberoi Rajvilas, Jaipur ranked the Best Hotel in the World
- The Oberoi Amarvilas, Agra enters Travel + Leisure, USA Hall of Fame for featuring amongst the Top 25 Resorts in Asia for ten consecutive years.
- Four Oberoi Hotels & Resorts amongst Top 15 Resorts in Asia: The Oberoi Rajvilas, Jaipur; The Oberoi Amarvilas, Agra; The Oberoi Vanyavilas, Ranthambhore and The Oberoi Udaivilas, Udaipur.
- The Oberoi ranked amongst the Top 3 River Cruise Lines in the World

The Times Travel Awards, UK 2024

- Oberoi Hotels & Resorts voted as the Best Luxury Hotel Group

Fodor's Travel, US 2024

- The Oberoi Udaivilas, Udaipur featured amongst The 100 Most Incredible Hotels in the World

Conde Nast Traveler, USA, Reader's Choice Awards, 2024

- The Oberoi Amarvilas, Agra ranked as the Best Hotel in India
- Seven Oberoi Hotels & Resorts featured amongst the Top 10 Hotels in India:
 - The Oberoi Amarvilas, Agra (ranked 1st),
 - The Oberoi Grand Kolkata (ranked 3rd),
 - The Oberoi Rajvilas Jaipur (ranked 4th),
 - The Oberoi, Bengaluru (ranked 5th),
 - The Oberoi, New Delhi (ranked 7th),
 - The Oberoi, Udaivilas, Udaipur (ranked 8th),
 - The Oberoi, Mumbai (ranked 10th)
- Best Hotels in North Africa: The Oberoi, Marrakech (ranked 2nd)
- Top 12 Resorts in the Middle East : The Oberoi Beach Resort, Al Zorah (ranked 3rd)
- Best River Cruise Lines in the World: The Oberoi (ranked 4th)

Condé Nast Traveller, India, 2024

- The Oberoi Vanyavilas Wildlife Resort, Ranthambhore featured on The Gold List

Premium positioning reflected in Awards & Accolades

Conde Nast Traveller, UK, Reader's Choice Awards, 2024

- The Oberoi Rajvilas, Jaipur ranked as the Best Hotel in India
- Seven Oberoi Hotels & Resorts featured amongst the Top 20 Hotels in India:
 - The Oberoi Rajvilas Jaipur (ranked 1st)
 - The Oberoi, Udaivilas, Udaipur (ranked 3rd)
 - The Oberoi Amarvilas, Agra (ranked 5th)
 - The Oberoi, New Delhi (ranked 9th)
 - The Oberoi, Mumbai (ranked 10th)
 - The Oberoi, Bengaluru (ranked 16th),
 - The Oberoi Grand Kolkata (ranked 17th)
- Best Hotels in North Africa: The Oberoi, Marrakech (ranked 2nd)
- Three Oberoi Hotels & Resorts featured amongst the Top 15 Resorts in Asia
 - The Oberoi Vanyavilas Wildlife Resort, Ranthambhore
 - The Oberoi Sukhvilas Spa Resort, New Chandigarh
 - Wildflower Hall, Shimla in the Himalayas - An Oberoi Resort
- Two Oberoi Hotels & Resorts featured amongst the Top 10 Resorts in the Middle East : The Oberoi Beach Resort, Sahl Hasheesh (ranked 3rd) and The Oberoi Beach Resort, Al Zorah (ranked 8th)
- The Oberoi Beach Resort, Bali ranked as the Best Resort in Indonesia
- The Oberoi Beach Resort, Lombok ranked #3 amongst the Top 10 Resorts in Indonesia

Conde Nast Traveller, India, Readers' Travel Awards, 2024

- Favorite Indian Hotel For Service: The Oberoi, Mumbai (Winner)
- Favorite Indian Leisure Hotel: The Oberoi Udaivilas, Udaipur (Winner for two consecutive years)
- Favorite Overseas Leisure Hotel: The Oberoi, Marrakech (Winner)
- Favorite Indian Business Hotel: The Oberoi, New Delhi (Runner-up)



Expansion Plans

Upcoming Projects

Hotels Development Pipeline

20 Properties | ~1,350 Keys

	2025 (~96 keys)	2026 (~123 keys)	2027 (~334 keys)	2028 (~216 keys)	2029 (~581 keys)
Domestic (~1,062 keys)	The Oberoi Rajgarh Palace Owned	The Oberoi Goa, Bogmallo Managed	Trident Vishakapatnam Owned	The Oberoi Goa Owned	The Oberoi Gandikota Owned
	The Oberoi Bandavgarh Managed		Trident Tirupati Owned	The Oberoi Jawai Managed	The Oberoi Hebbal Owned
					Trident Hebbal Owned
					Trident Pune Owned
International (~288 keys)	2 Luxury Boats Managed	Nile Cruiser Managed	The Oberoi Kathmandu Managed	The Oberoi London Owned	
		The Oberoi Bardia Managed		The Oberoi Bhutan Managed	
		The Oberoi Diriyah Managed		Nature by The Oberoi Diriyah Managed	

Mixed-use development will include commercial, retail and F&B space of approximately 11.71 lakhs sq. ft.

Total

'The Oberoi' Hotels | 13
 'Trident' Hotels | 4
 Luxury Boats and Nile Cruiser | 3

Domestic | 11
 International | 9

Owned* | 9
 Managed | 11

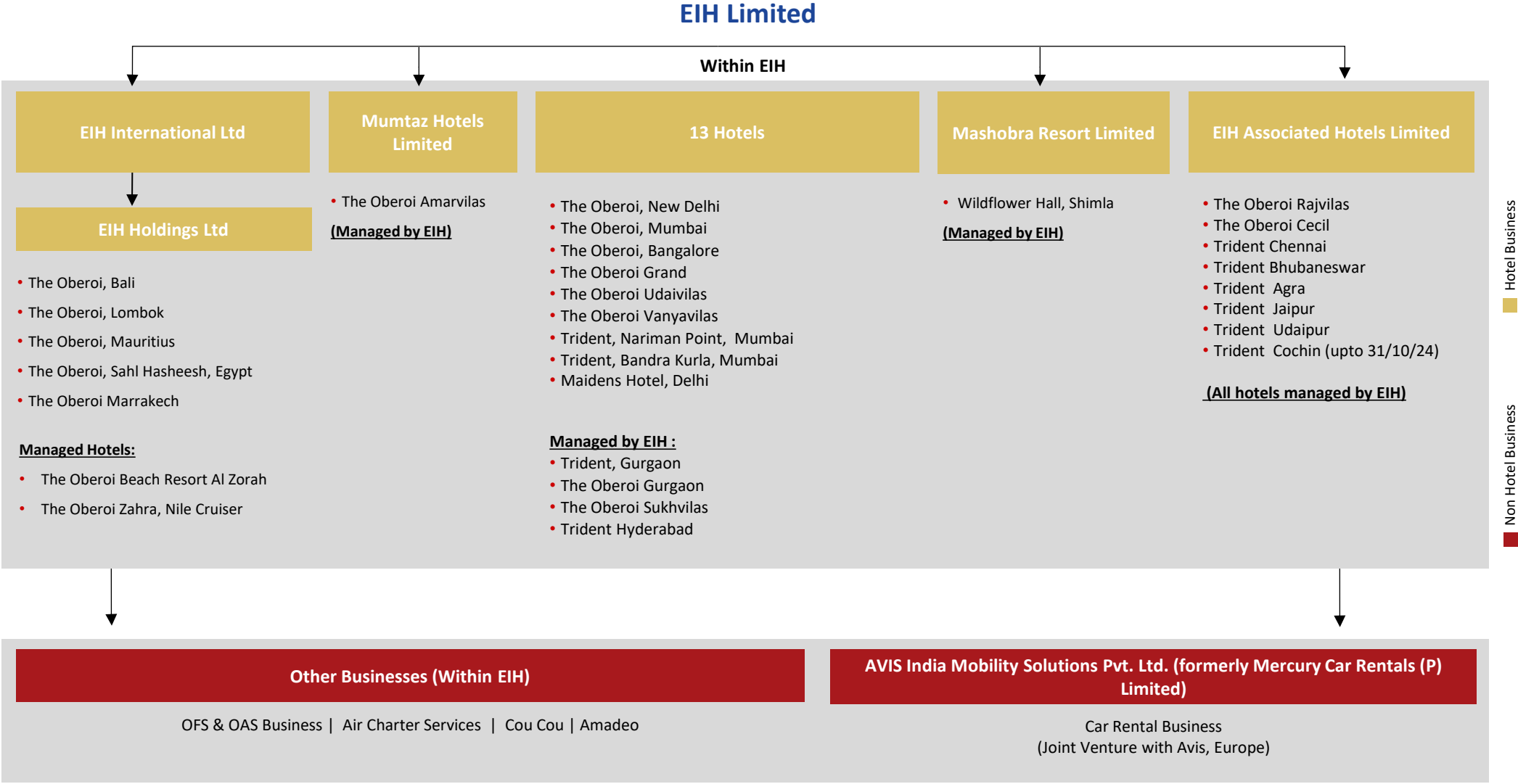
*Owned hotels include through Joint Ventures and Associate Companies



Business Footprint

Period ended 30th September 2024

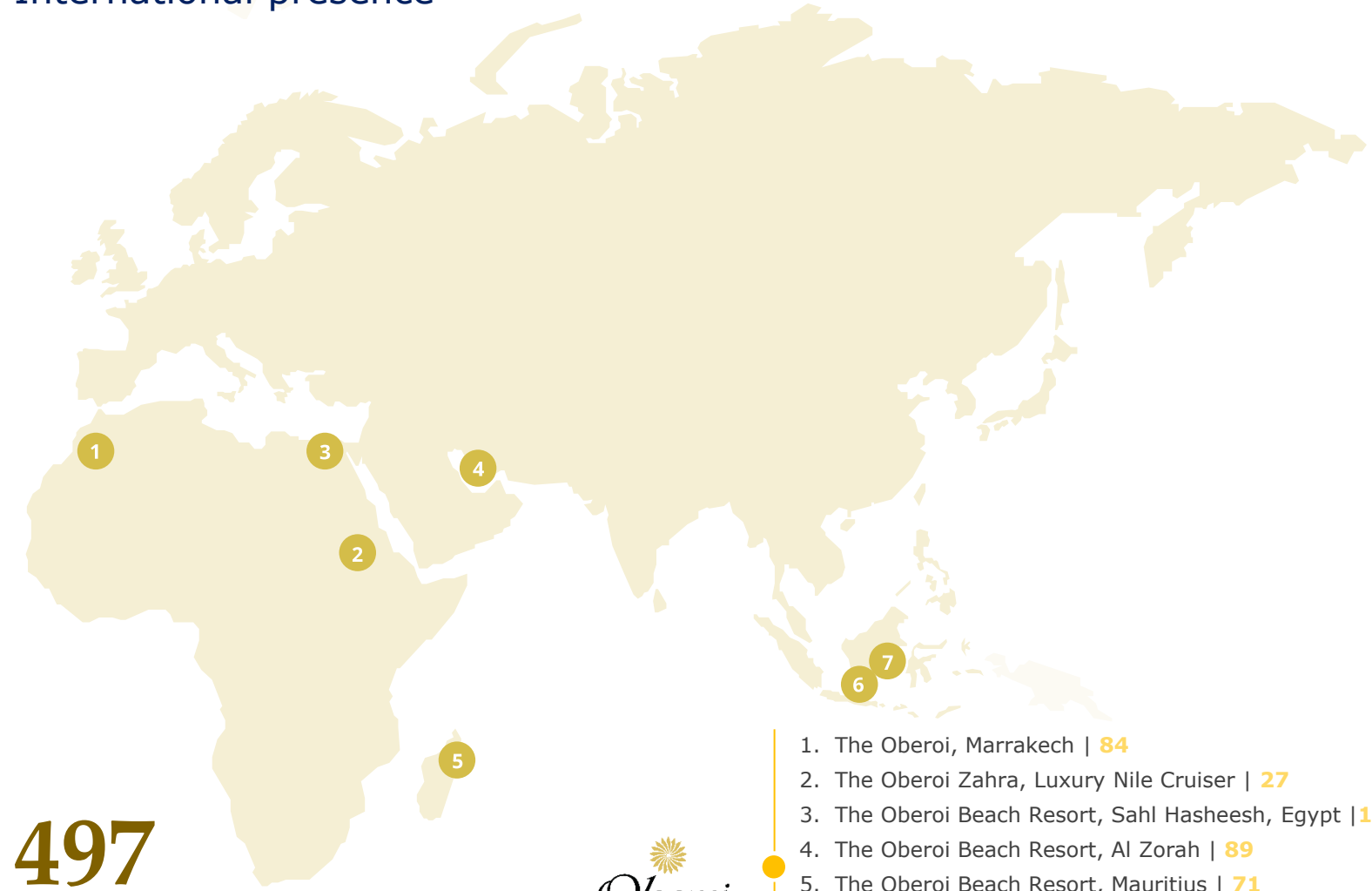
Corporate Structure



Widespread
presence across
attractive
destinations



International presence



497

Keys under The Oberoi Brand
(excluding India)



- 1. The Oberoi, Marrakech | 84
- 2. The Oberoi Zahra, Luxury Nile Cruiser | 27
- 3. The Oberoi Beach Resort, Sahl Hasheesh, Egypt | 102
- 4. The Oberoi Beach Resort, Al Zorah | 89
- 5. The Oberoi Beach Resort, Mauritius | 71
- 6. The Oberoi Beach Resort, Bali | 74
- 7. The Oberoi Beach Resort, Lombok | 50

● ROOMS

Widespread presence
across attractive
destinations (Contd.)

National presence

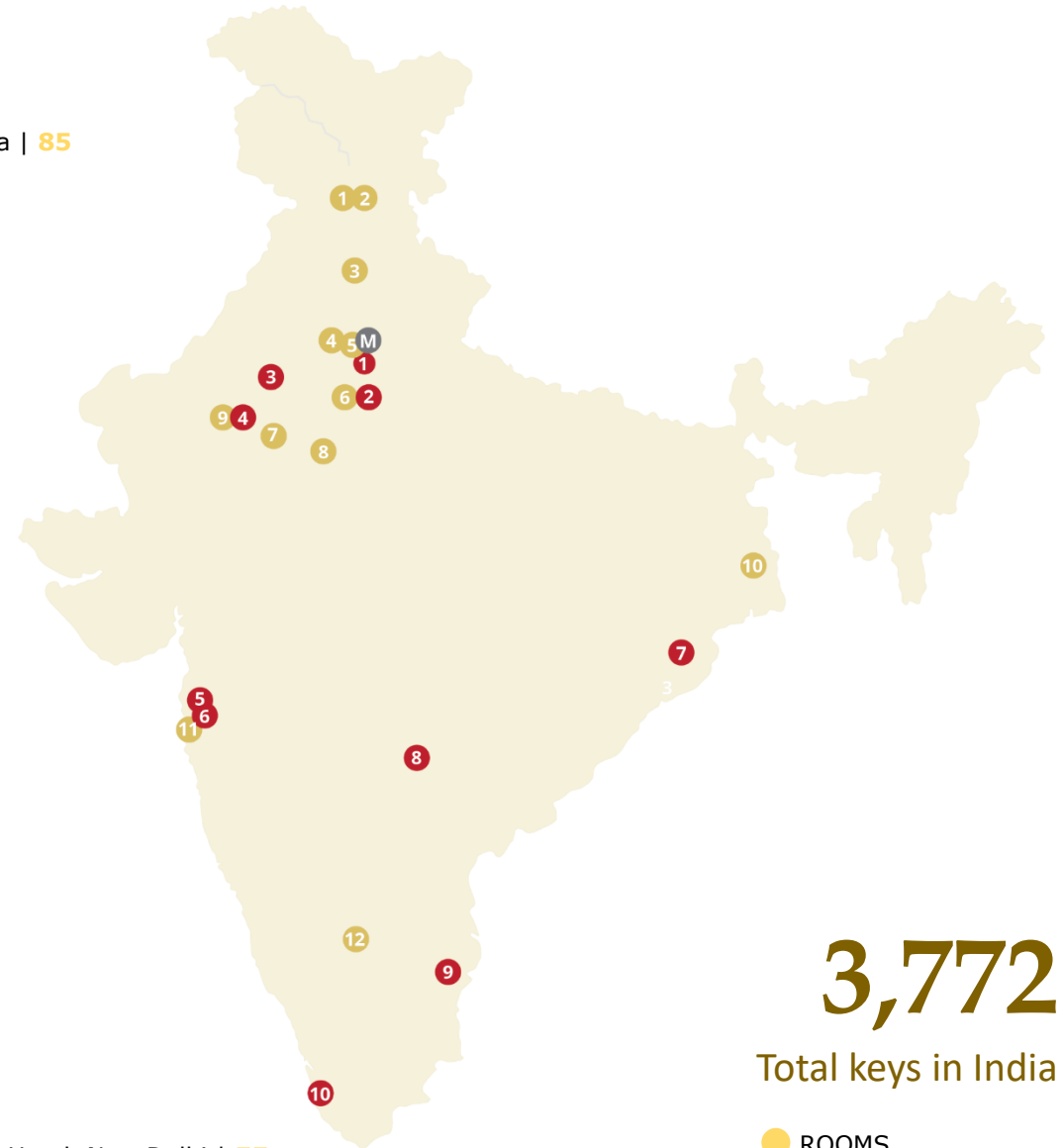


1. Wildflower Hall, An Oberoi Resort, Shimla | **85**
2. The Oberoi Cecil, Shimla | **75**
3. The Oberoi Sukhvilās Spa Resort, New Chandigarh | **60**
4. The Oberoi, Gurgaon | **202**
5. The Oberoi, New Delhi | **220**
6. The Oberoi Amarvilās, Agra | **102**
7. The Oberoi Rajvilās, Jaipur | **71**
8. The Oberoi Vanyavilās, Wildlife Resort, Ranthambhore | **25**
9. The Oberoi Udaivilās, Udaipur | **87**
10. The Oberoi Grand, Kolkata | **209**
11. The Oberoi, Mumbai | **217**
12. The Oberoi, Bengaluru | **160**



TRIDENT
HOTELS

1. Trident, Gurgaon | **136**
 2. Trident, Agra | **135**
 3. Trident, Jaipur | **132**
 4. Trident, Udaipur | **142**
 5. Trident, Bandra Kurla, Mumbai | **436**
 6. Trident, Nariman Point, Mumbai | **586**
 7. Trident, Bhubaneshwar | **62**
 8. Trident, Hyderabad | **323**
 9. Trident, Chennai | **167**
 10. Trident, Cochin | **85**
-  Maidens Hotel, New Delhi | **55**



3,772
Total keys in India

 ROOMS



THANK YOU