

# *EIH Limited*

A MEMBER OF THE OBEROI GROUP

CIN: L55101WB1949PLC017981  
CORPORATE OFFICE: 7, SHAM NATH MARG, DELHI – 110 054, INDIA  
TELEPHONE: +91 - 11- 2389 0505  
WEBSITE: [www.eihltd.com](http://www.eihltd.com) / E-MAIL: [isdho@oberoigroup.com](mailto:isdho@oberoigroup.com)

14<sup>th</sup> February 2025

<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: EIHOTEL</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: 500840</b>
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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 nine months ended 31<sup>st</sup> December 2024 declared on 11<sup>th</sup> February 2025.

The above may please be taken on record.

Thank you,

Yours faithfully,

**For EIH Limited**

**Lalit Kumar Sharma**  
**Company Secretary**

# Elh Limited

Earnings Call: Q<sub>3</sub>FY25




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 – Q3 FY25

- Domestic air passenger traffic for Q3 FY25
  - grew by nearly 12% as compared to pre-covid
  - grew by nearly 9% on year-on-year basis
- Average Rates (ARR) continued its upward trajectory, with the year-on-year growth rate now starting to stabilize

Q3 FY24-25 Occupancy	Q3 FY24-25 ARR (Rs.)	Q3 FY24-25 RevPAR
65-67% [+2-4% vs. 2023] [-0-2pp vs. 2019]	8,900-9,100 [+9-11% vs.2023] [+46-49% vs. 2019]	5,785-6,097 [+14-16% vs.2023] [+45-47% vs. 2019]

## Management Perspective

- 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 new hotels in the country.
- Our pipeline of 19 new hotels across global and domestic markets, highlights our ambition to meet the growing needs of today's travellers.



# Operations

Q<sub>3</sub>FY25

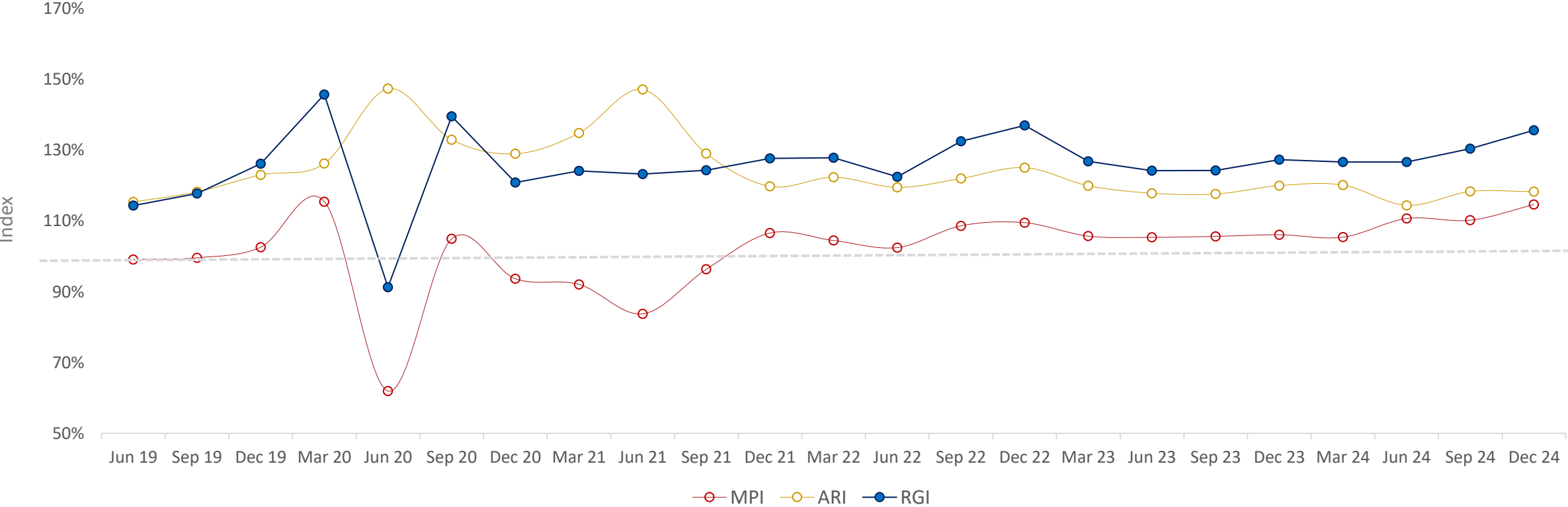


Operational Performance



# EIH maintains consistent RevPAR Leadership over STR Competition Set (136% YTD FY25)

All Domestic Hotels including Managed

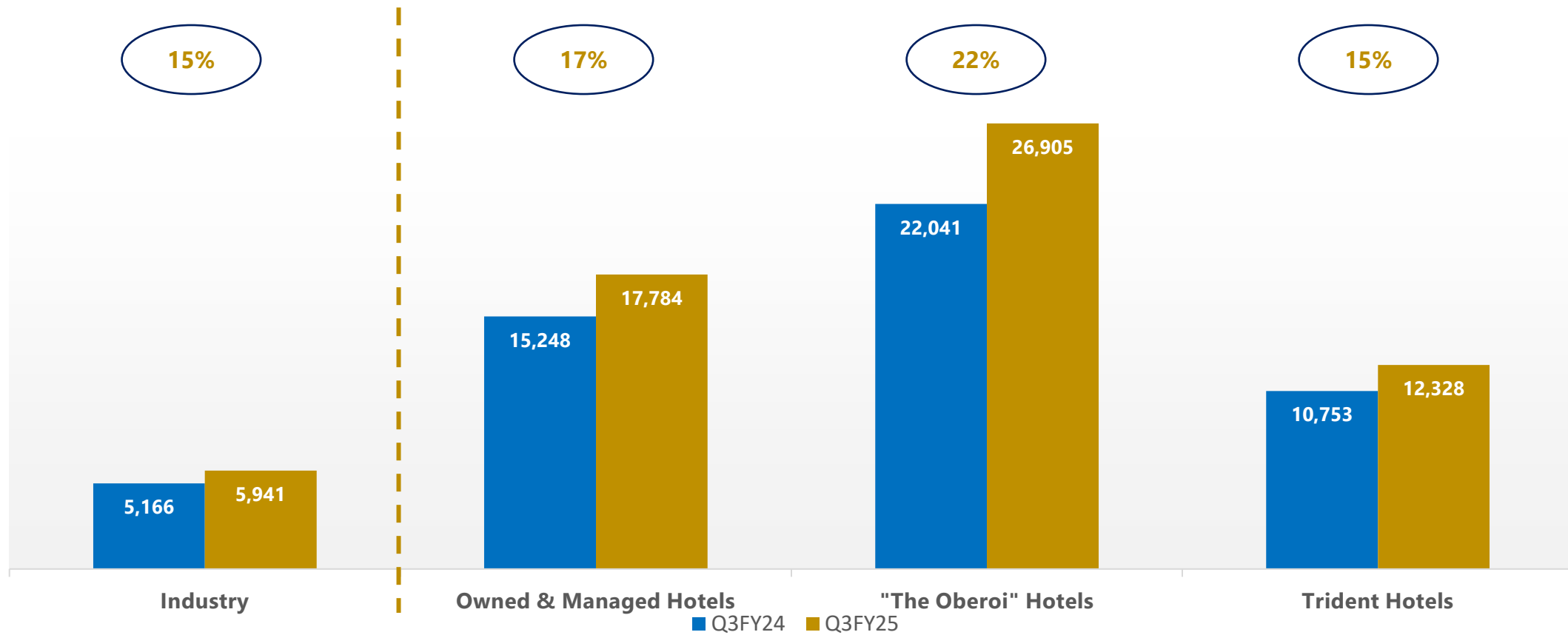


Source: STR Global, STR Compset

Dataset: All Domestic Hotels managed by EIH

# Q<sub>3</sub> RevPAR Y-o-Y growth by Hotel Positioning

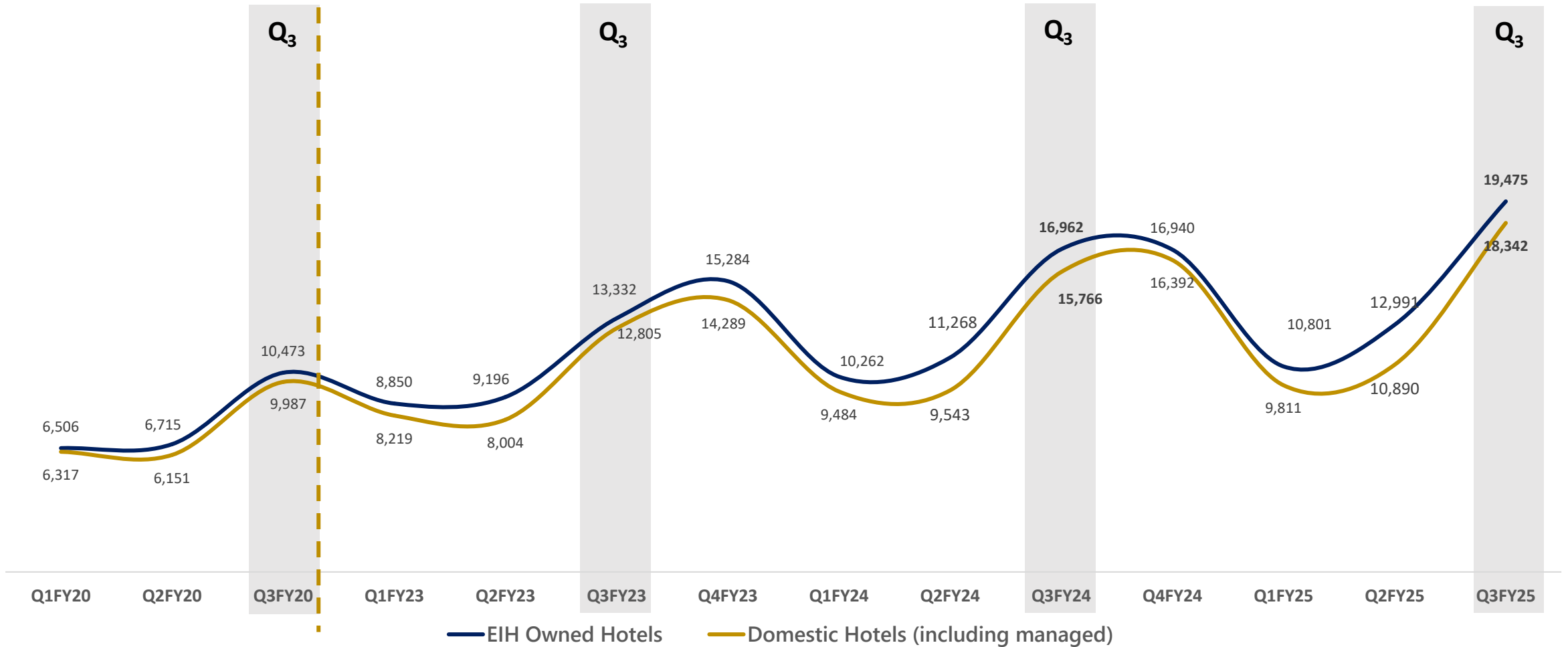
All Domestic Hotels including Managed



EIH considerably outperforms the industry with "The Oberoi" hotels growing 22% over the same quarter last year

# Q<sub>3</sub> RevPAR grew Y-o-Y by 15% [Owned] and 16% [All Domestic' hotels (including managed)]

Figures in INR



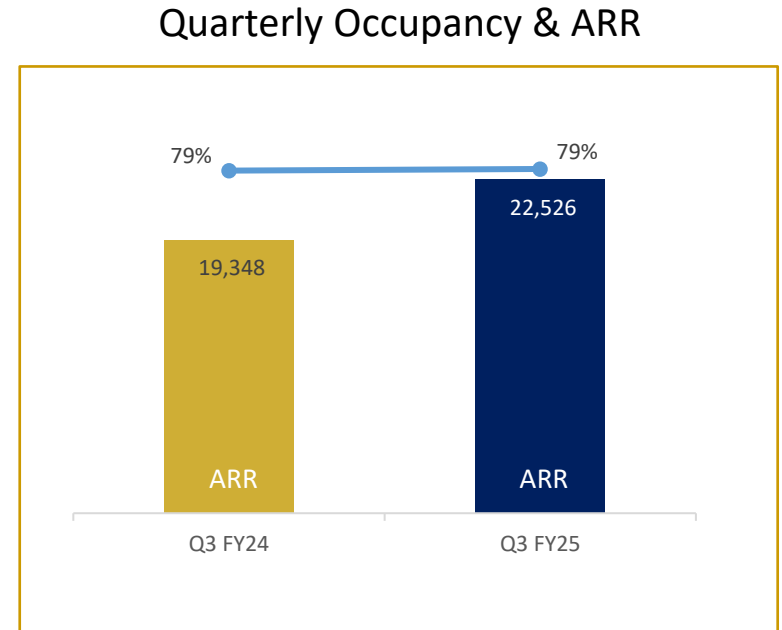
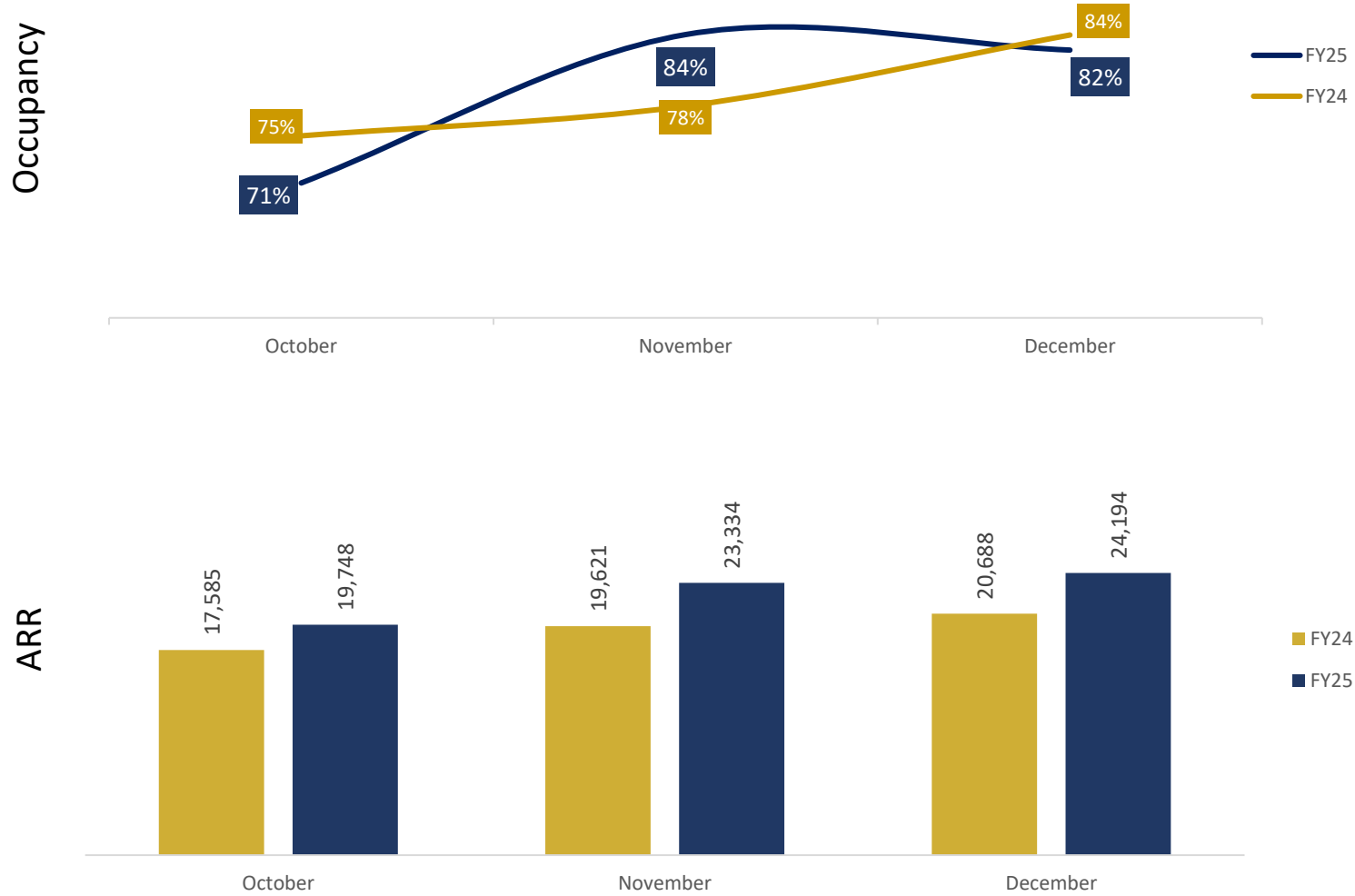
**5-year RevPAR CAGR of 13%**

Q4FY20 to Q4FY22 has been excluded considering Covid impacted period



# Q<sub>3</sub> ARR/Occupancy trends by month

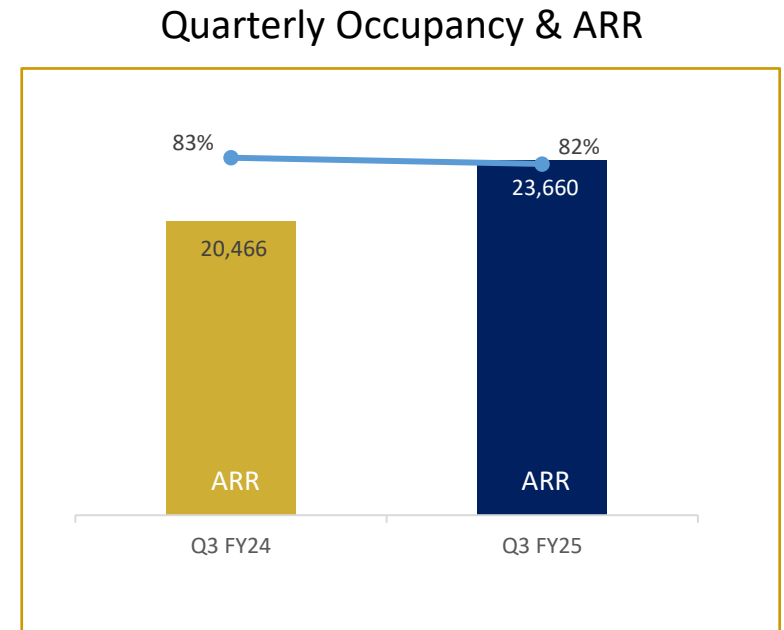
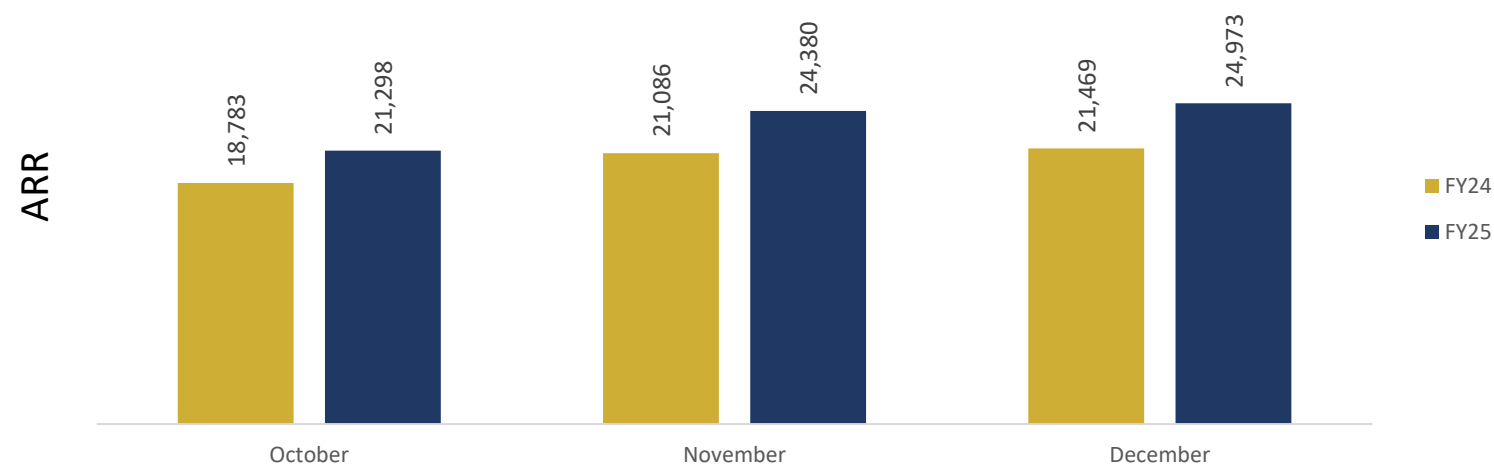
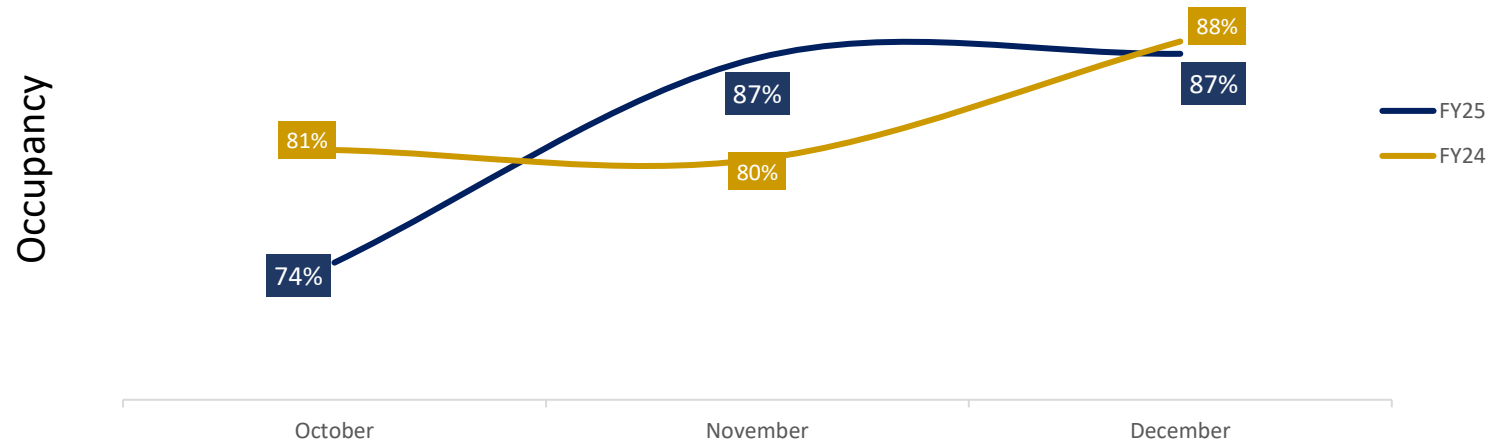
All Domestic Hotels including managed



In Rs

# Q<sub>3</sub> ARR/Occupancy trends by month

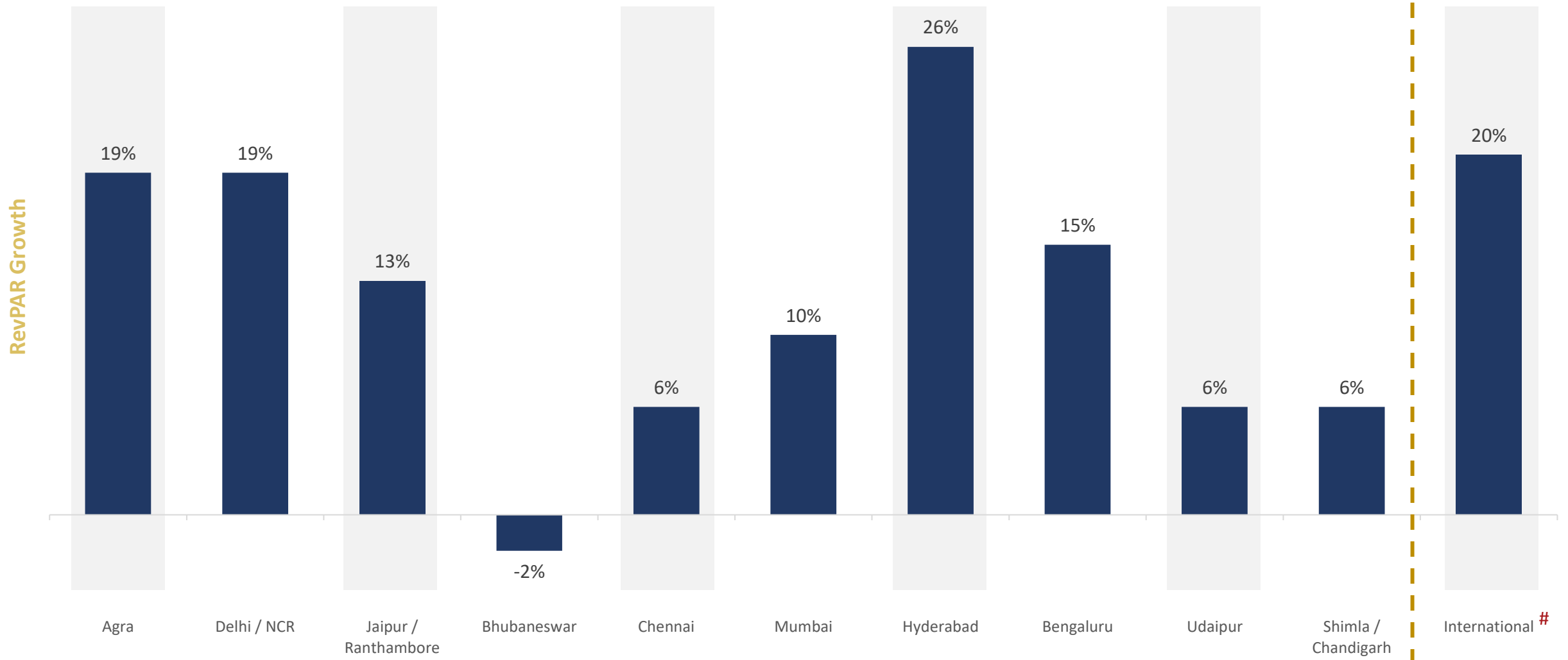
EIH Owned Hotels



In Rs

# Q<sub>3</sub> RevPAR Y-o-Y growth by City

All Domestic Hotels including Managed

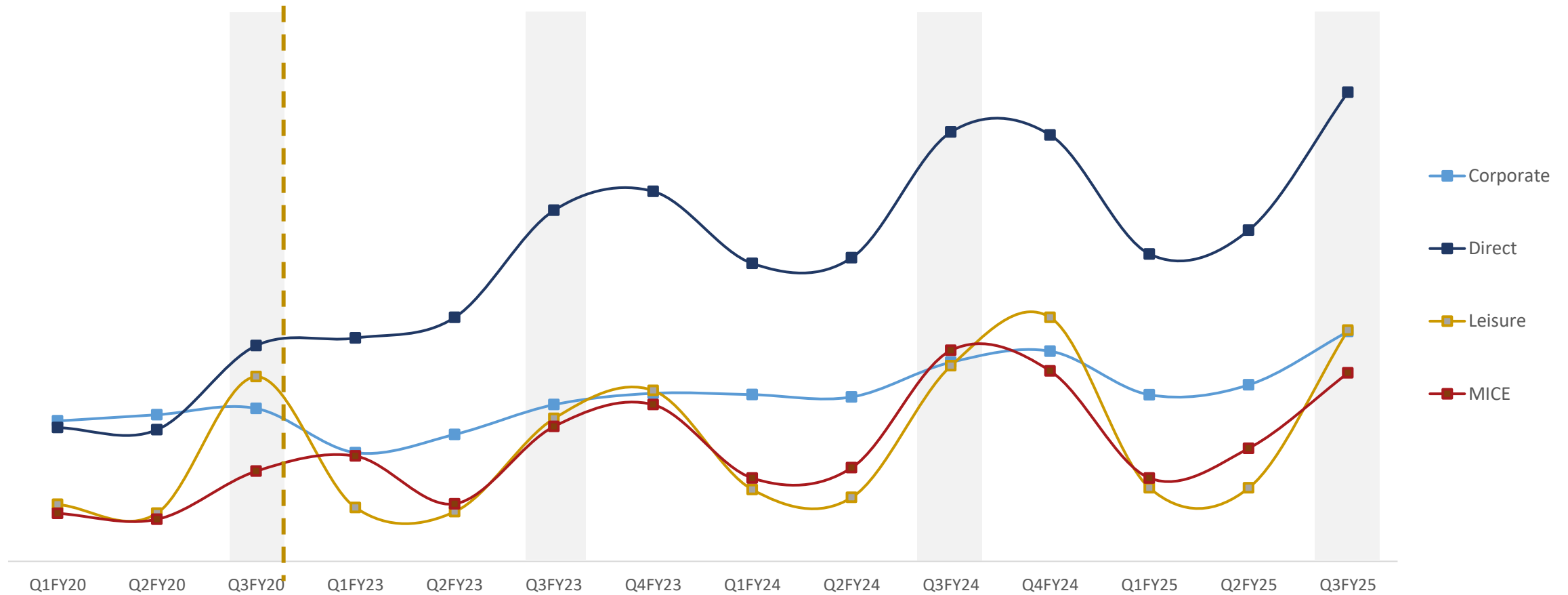


# Includes hotels in MENA region which were impacted by the Israel conflict



# Strong Room Revenue Tailwinds across Segments

All Domestic Hotels including Managed



Q3 revenue witnessed growth across all segments compared to previous quarter and same quarter last year

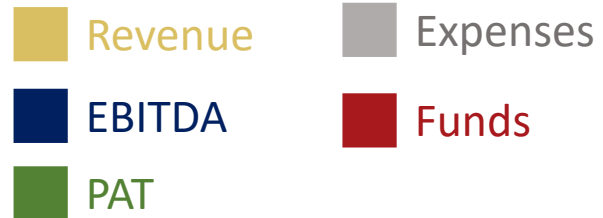
# Financials

Q<sub>3</sub>FY25



# Financial Performance – Q<sub>3</sub>FY25

Standalone and Consolidated

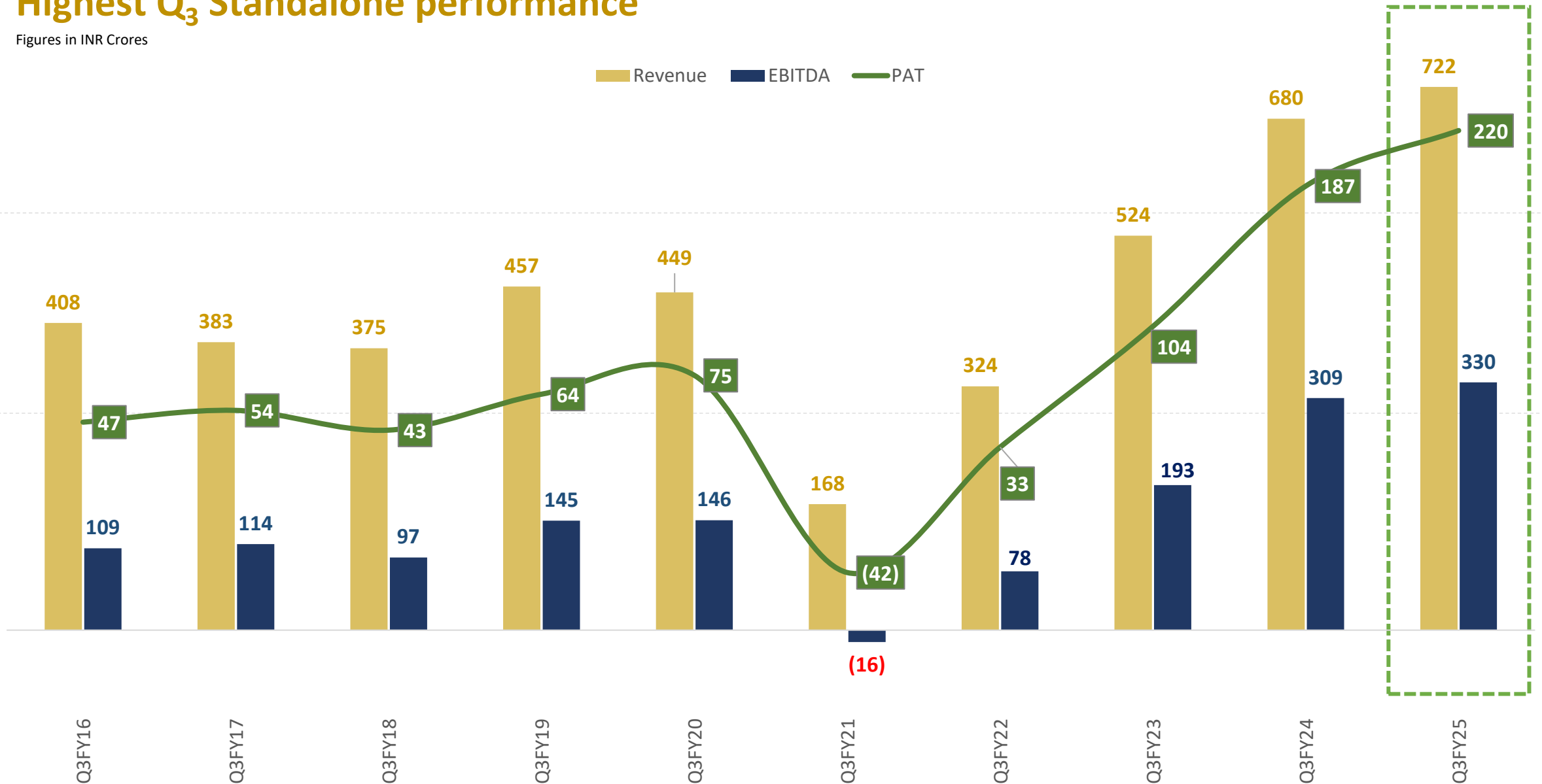




# Highest Q<sub>3</sub> Standalone performance

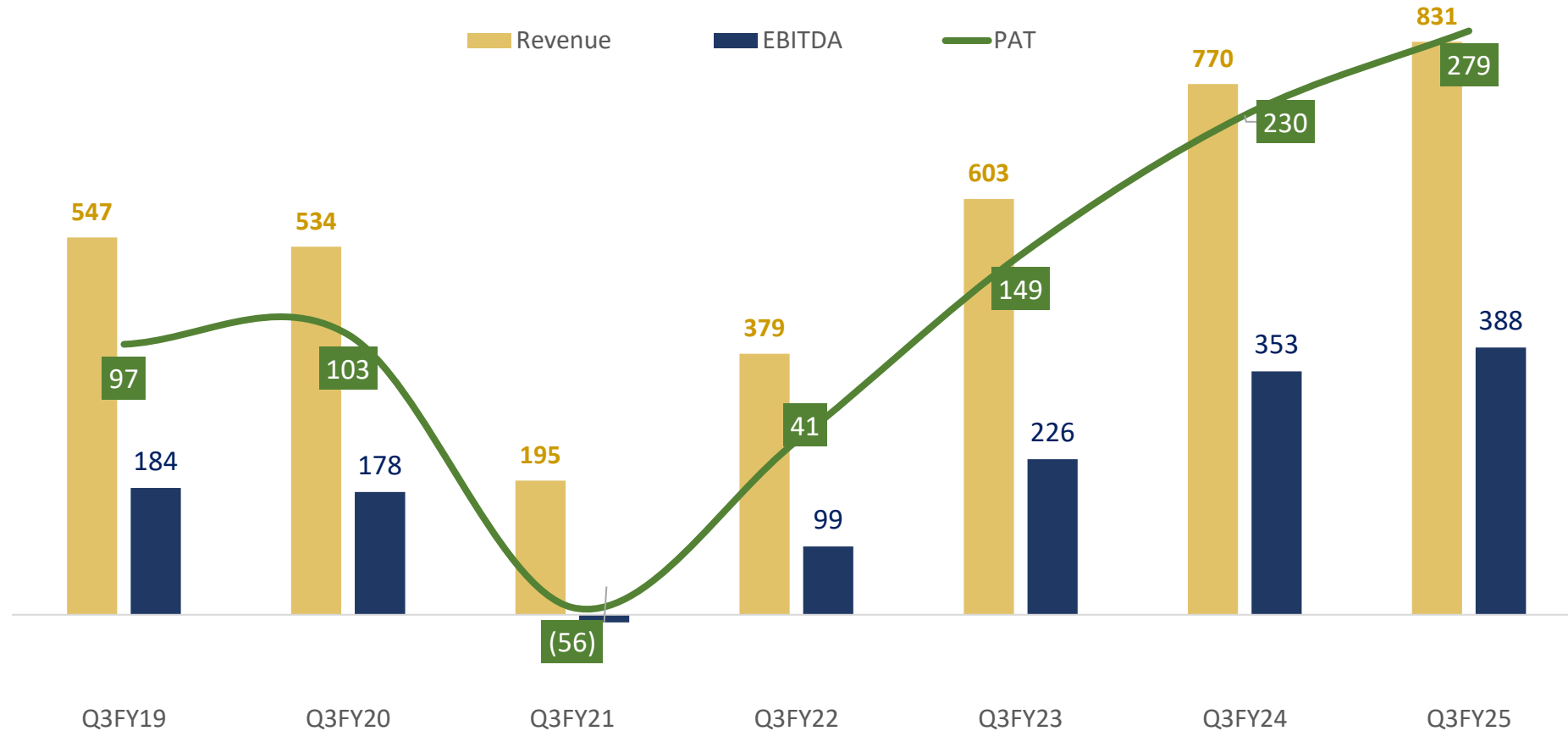
Figures in INR Crores

Revenue EBITDA PAT



# Highest Q<sub>3</sub> Consolidated\* Performance

Figures in INR Crores



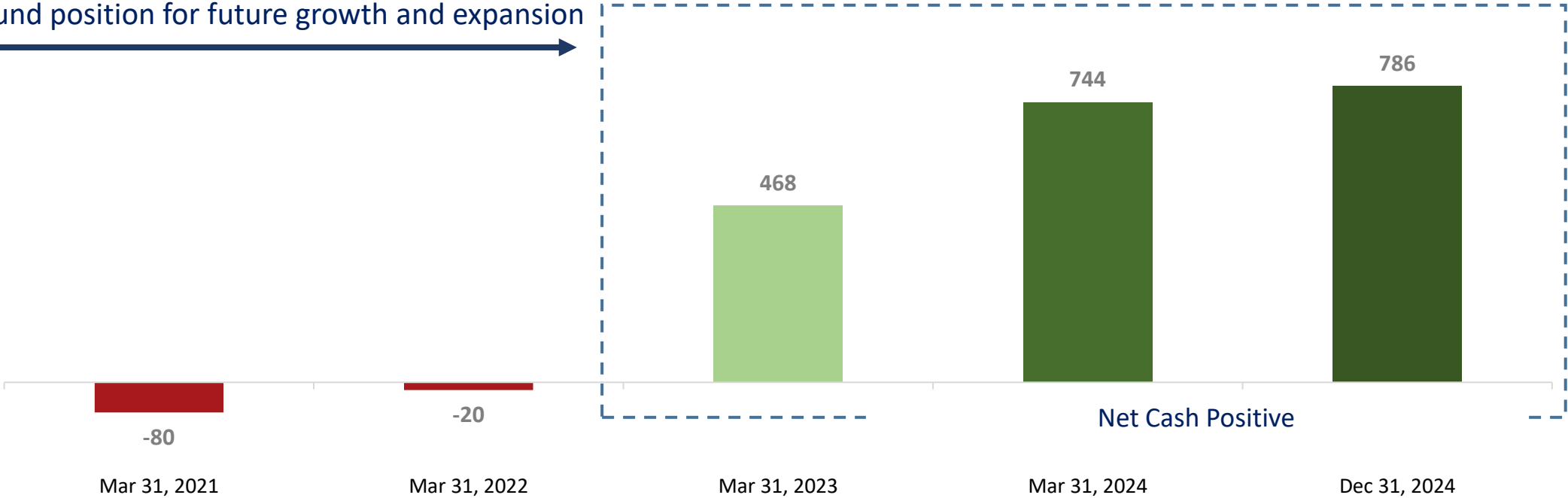
\*Consolidated Financial Statements became mandatory on quarterly basis effective 1<sup>st</sup> April 2019

# Strong Funds Position - Consolidated

Robust fund position for future growth and expansion



Figures in INR Crores



\*Including earmarked balances











# Financial Statements

Q<sub>3</sub> FY25

# Performance Highlights (Standalone)

STANDALONE P&L	QTR 3		
	FY25	FY24	
Figures in Rs Crores rounded to first decimal			
Revenue from Operations	695.4	652.1	
Other Income	27.0	28.0	
<b>TOTAL INCOME (A)</b>	<b>722.4</b>	<b>680.1</b>	 <b>6%</b>
Consumption	62.7	59.8	
Employee Benefits (excluding third party cost)	126.1	112.4	
Power, Fuel & Light	27.0	27.4	
Administrative & Other Expenses	177.1	172.0	
<b>TOTAL EXPENDITURE (B)</b>	<b>392.9</b>	<b>371.6</b>	
<b>EBITDA = (A) – (B)</b>	<b>329.5</b>	<b>308.5</b>	 <b>7%</b>
<i>Less: Depreciation &amp; Amortization</i>	31.4	30.8	
<b>EBIT</b>	<b>298.1</b>	<b>277.7</b>	
<i>Less: Finance Costs</i>	4.0	4.4	
<b>PBT</b>	<b>294.1</b>	<b>273.3</b>	
<i>Less: Exceptional Items</i>	2.1	22.3	
<i>Less: Tax including Deferred Tax</i>	72.3	64.1	
<b>PAT</b>	<b>219.7</b>	<b>186.9</b>	 <b>18%</b>

# Performance Highlights (Consolidated)

Consolidated P&L	QTR 3		
	FY25	FY24	
Figures in Rs Crores rounded to nearest first decimal			
Revenue from Operations	800.2	741.3	
Other Income	31.0	28.6	
<b>TOTAL REVENUE (A)</b>	<b>831.2</b>	<b>769.9</b>	 <b>8%</b>
Consumption	68.3	64.6	
Employee Benefits*(excluding third party cost)	139.9	124.4	
Administrative & Other Expenses	235.2	227.8	
<b>TOTAL EXPENDITURE (B)</b>	<b>443.4</b>	<b>416.8</b>	
<b>EBITDA = (A) – (B)</b>	<b>387.8</b>	<b>353.1</b>	 <b>10%</b>
Less: Depreciation & Amortization	34.2	33.9	
<b>EBIT</b>	<b>353.6</b>	<b>319.2</b>	
Less: Finance Costs	6.0	5.3	
Add: Share of net profit of associates and joint ventures	18.7	13.8	
Add/(less): Exceptional Items	(2.1)	(23.9)	
Less: Tax Expense	85.4	73.8	
<b>Profit / (Loss) for the period from operations</b>	<b>278.8</b>	<b>229.9</b>	 <b>21%</b>
Other Comprehensive Income / Loss (net of tax)	(2.8)	(1.0)	
<b>Total Comprehensive Income / Loss (net of tax)</b>	<b>276.0</b>	<b>228.9</b>	
Less: Non-Controlling Interest in total comprehensive income	13.8	10.7	
<b>Total Comprehensive Income / (Loss) for the period</b>	<b>262.2</b>	<b>218.2</b>	

# 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

## The International Historic Motoring Awards, UK, 2024

- The Oberoi Concours d'Elegance Awarded the 'Breakthrough Event of The Year'

## Fodor's Travel, US 2025

- 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)

## Tatler Asia, 2024

- The Oberoi Udaivilas, Udaipur featured amongst The Best 100 Hotels in Asia

## The Gallivanter's Guide Editor's Choice Awards, UK, 2024

- The Oberoi, Marrakech featured amongst the Hotel of the Year



# 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 (ranked 7th)
  - The Oberoi Sukhvilas Spa Resort, New Chandigarh (ranked 11th)
  - Wildflower Hall, Shimla in the Himalayas - An Oberoi Resort (ranked 12th)
- 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)

## Condé Nast Traveller, US & UK, 2025

- The Oberoi Amarvilas, Agra featured on The Gold List

## Condé Nast Traveller, US & UK, 2024

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



# Premium positioning reflected in Awards & Accolades

## Travel + Leisure, India & South Asia's Best Awards, 2024

- Editor's Choice for Best Hotel Brand for Service Excellence: Oberoi Hotels & Resorts (For three consecutive years)
- Editor's Choice for Best Luxury Resort- The Oberoi Udaivilas, Udaipur (For two consecutive years)
- Editor's Choice for Best City Hotel-The Oberoi, Mumbai (For two consecutive years)
- Editor's Choice for Best Five Star Hotel Group- Trident Hotels (For three consecutive years)
- Editor's Choice for Best Family Hotel/ Resort- Trident, Udaipur (For three consecutive years)
- Editor's Choice Best International Leisure Hotel: The Oberoi, Marrakech

## Travel + Leisure, India's Delicious Dining Awards, 2024

- Best Hotel Brand for Service Excellence: Oberoi Hotels & Resorts (Editor's Choice for three consecutive years)
- Best Specialty Cuisine: Wabi Sabi, The Oberoi, Bengaluru (Editor's Choice)
- Best Emerging Restaurant: ZIYA, The Oberoi, Gurgaon (Editor's Choice)
- Best New Culinary Experience: AMADEO By Oberoi (Editor's Choice)

## Conde Nast Traveller, India's Top Restaurant Awards

- Wabi Sabi at The Oberoi, Bengaluru and Baan Thai at The Oberoi Grand, Kolkata (for two consecutive years) featured amongst Top 50 Restaurants in India





# Expansion Plans

Upcoming Projects



# Hotels Development Pipeline

19 Properties | 1,164 Keys

Brand	Name	No. of Keys	Owned/Managed	Domicile	Expected Year of Opening
Oberoi	The Oberoi Rajgarh	66	Owned	India	2025
Oberoi	The Oberoi Vindhyavilas	21	Managed	India	2025
Oberoi	The Oberoi Dahabiya 1	7	Managed	International	2025
Oberoi	The Oberoi Dahabiya 2	7	Managed	International	2025
Oberoi	The Oberoi Goa, Bogmallo	20	Managed	India	2026
Oberoi	The Oberoi Nile Cruiser	25	Managed	International	2026
Oberoi	The Oberoi Bardia, Nepal	18	Managed	International	2026
Oberoi	The Oberoi Diriyah	60	Managed	International	2026
Trident	Trident Visakhapatnam	150	Associate	India	2027
Trident	Trident Tirupati	124	Subsidiary	India	2027
Oberoi	The Oberoi Kathmandu	60	Managed	International	2027
Oberoi	The Oberoi Goa, Cavelossim	90	Owned	India	2028
Oberoi	The Oberoi Diriyah, Saudi Arabia (Nature)	60	Managed	International	2028
Oberoi	The Oberoi London	21	Owned	International	2028
Oberoi	The Oberoi Paro	30	Managed	International	2028
Oberoi	The Oberoi Jawai	15	Managed	India	2028
Oberoi	The Oberoi Gandikota	20	Subsidiary	India	2029
Oberoi	The Oberoi Hebbal (#)	120	Owned	India	2029
Trident	Trident Hebbal (#)	250	Owned	India	2029

## Total

'The Oberoi' Hotels | 13

'Trident' Hotels | 3

Luxury Boats and Nile Cruiser | 3

Domestic | 10

International | 9

Owned\* | 8

Managed | 11

# Mixed-use development will include commercial, retail and F&B space of approximately 7.63 lakhs sq. ft.

\*Owned hotels include through Joint Ventures and Associate Companies





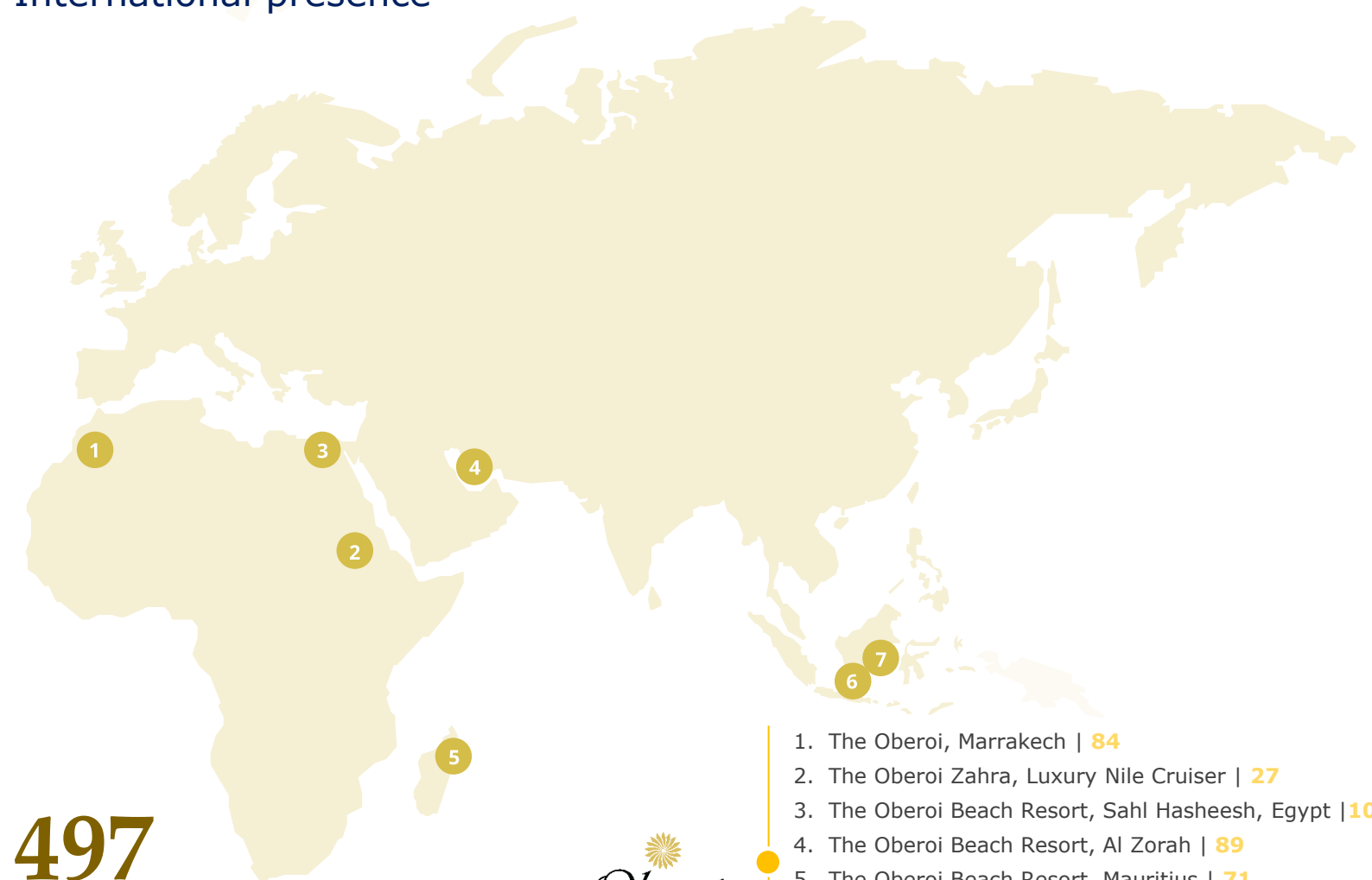
# Business Footprint

Period ended 31<sup>st</sup> December 2024



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

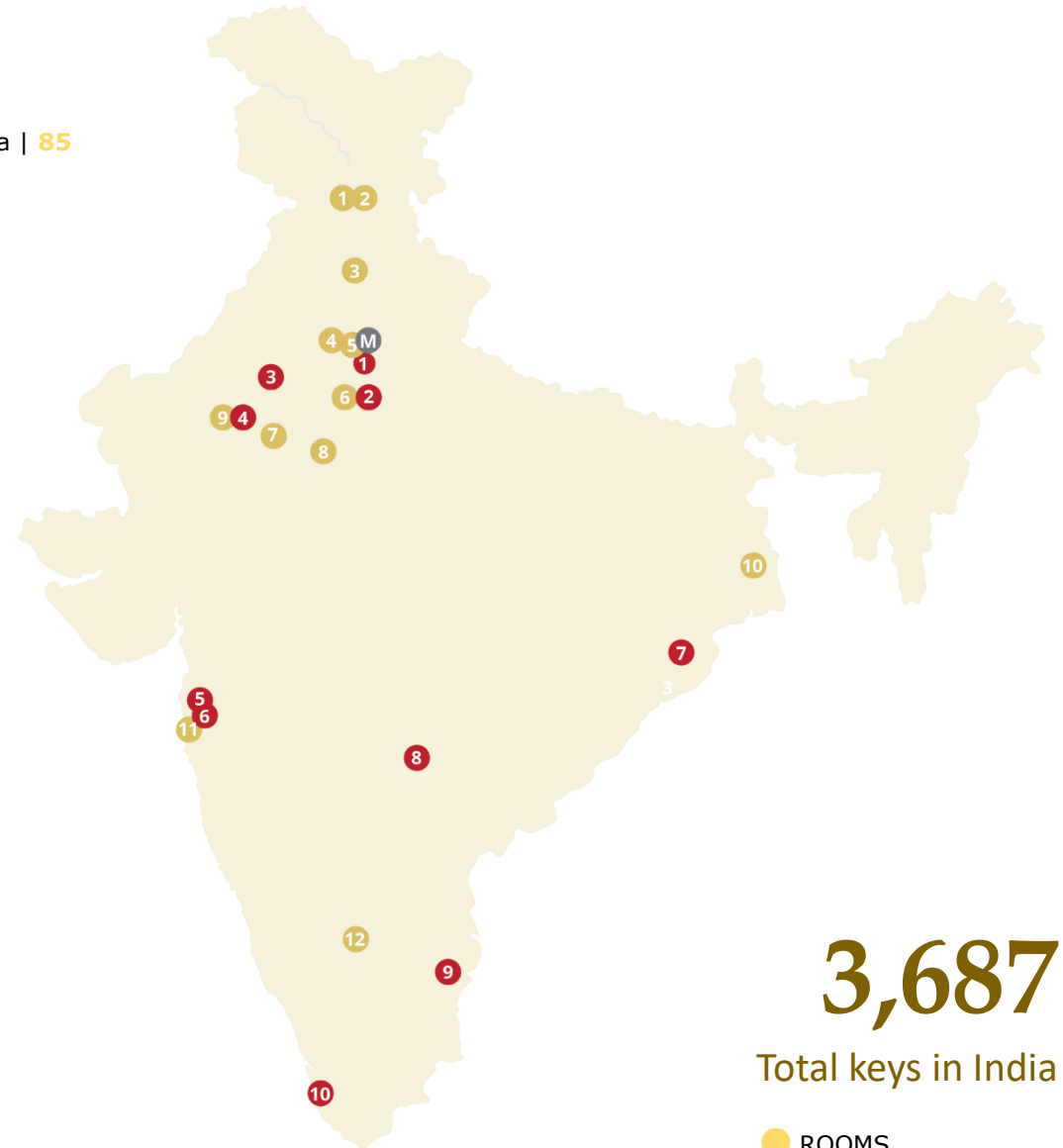


1. Wildflower Hall, An Oberoi Resort, Shimla | **85**
2. The Oberoi Cecil, Shimla | **75**
3. The Oberoi Sukhvilās Spa Resort, New Chandigarh | **60**
4. The Oberoi, Gurgaon | **202**
5. The Oberoi, New Delhi | **220**
6. The Oberoi Amarvilās, Agra | **102**
7. The Oberoi Rajvilās, Jaipur | **71**
8. The Oberoi Vanyavilās, Wildlife Resort, Ranthambhore | **25**
9. The Oberoi Udaivilās, Udaipur | **87**
10. The Oberoi Grand, Kolkata | **209**  
(under renovation)
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. Maidens Hotel, New Delhi | **55**



**3,687**  
Total keys in India

● ROOMS





**THANK YOU**