

10th May 2022

The National Stock Exchange of India Limited Exchange Plaza, 5 th Floor Plot No..C/1, G Block Bandra Kurla Complex Bandra(E) 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 INVESTOR / ANALYSTS

Dear Sir / Madam,

Pursuant to Regulation 30(6) of SEBI (Listing Obligation and Disclosure Requirement) Regulation, 2015 (Listing Regulations), please find enclosed the copy of the presentation to be circulated to Investor / Analysts in respect of the Audited Financial Results (Standalone and Consolidated) of the Company for the fourth quarter and year ended 31st March 2022.

Kindly take the above in your records and host in your website.

Thanking you,

Yours faithfully

For **EIH Limited**



Lalit Kumar Sharma
Company Secretary

Elh Limited

Investors' Conference Call

Quarter ended March 2022



Indian Hospitality Industry

Key Highlights

- Domestic air traffic increased by ~38% during Mar 2022; compared to the previous month, owing to high travel sentiment in the country
- Nationwide hotel occupancy crossed the 60% mark for the first time since the onset of the pandemic during Quarter 4 of FY22
- The return of big ticket conferences & events such as the IPL drove Mumbai's occupancy to pre-pandemic levels for the month. The city, along with Pune, saw the greatest increase in occupancy in Mar 2022 compared to the previous year
- Improving corporate travel demand is also assisting occupancy improvements in the other business destinations, as well as helping average rates to rise significantly across markets.

Source: HVS Anarock Report



Indian Hospitality Industry | EIH RevPAR Growth Higher than Industry

Signs of recovery visible with YOY growth in last 3 months of FY22

INDUSTRY

Y-o-Y [vs. FY2020-21]		Mar 2022	Feb 2022	Jan 2022
ADR	⬆	37-39%	22-24%	21-23%
Occupancy	⬆	15-17pp	3-5pp	(7-9pp)
RevPAR	⬆	87-89%	31-33%	(1-3%)

EIH RevPAR

Owned Hotels	148%	44%	(4%)
Domestic Hotels (including managed)	108%	40%	7%

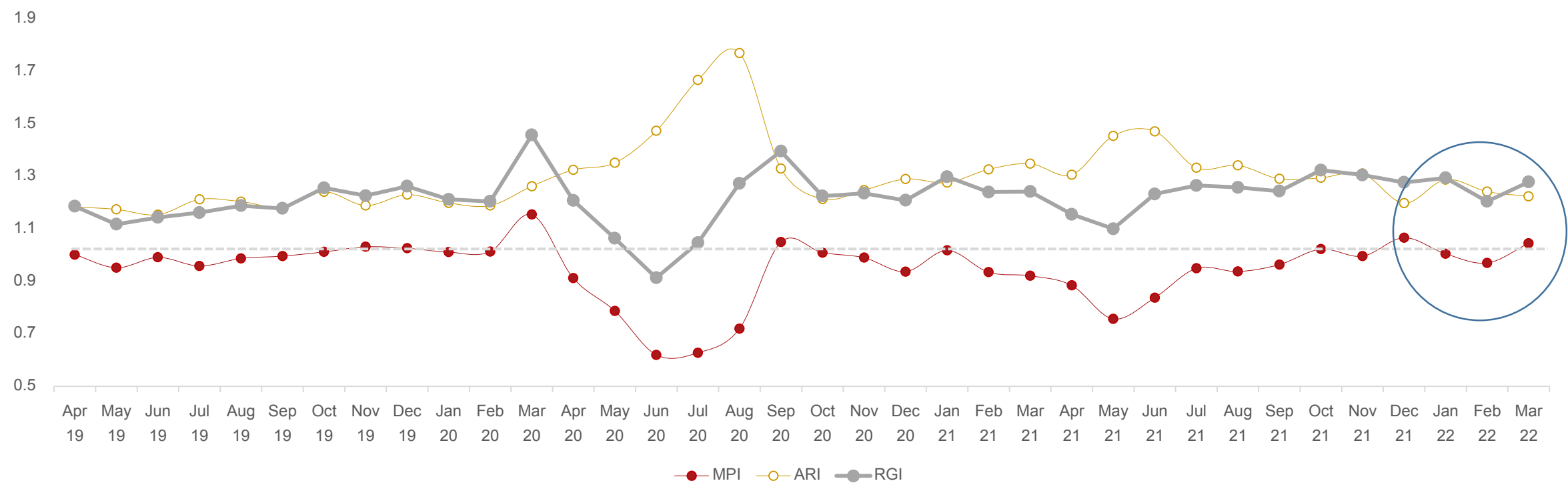
RevPAR Index (Mar'22)

2.57 (LY: 1.95)
[Owned Hotels]

2.39 (LY: 2.16)
[Domestic Hotels (including managed)]

Source: HVS Anarock Report

Indices relative to Competition | Domestic Hotels (including managed)



Source: STR Global



Our Outlook

Endure | Revitalize | Flourish

Classification | External

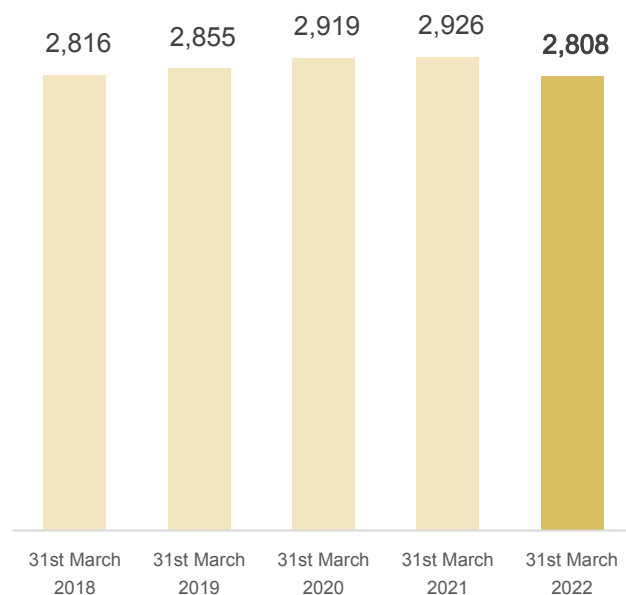


Endure

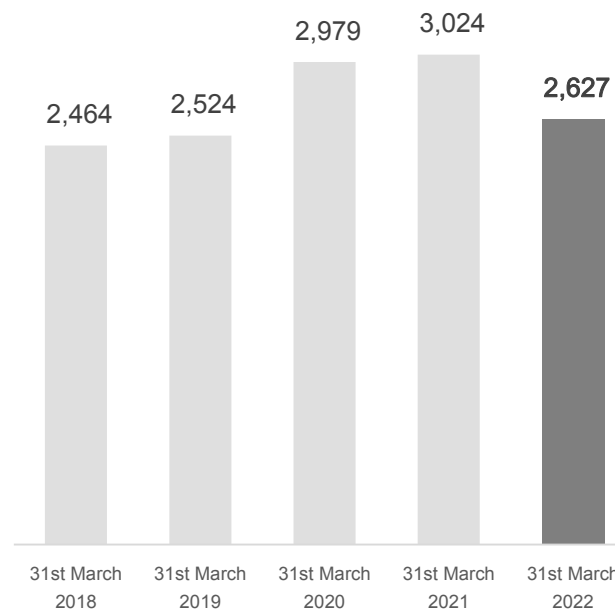
Strong Balance Sheet | Financial Agility | Highest Standards of Health and Safety | Focus on Energy Conservation

Classification | External

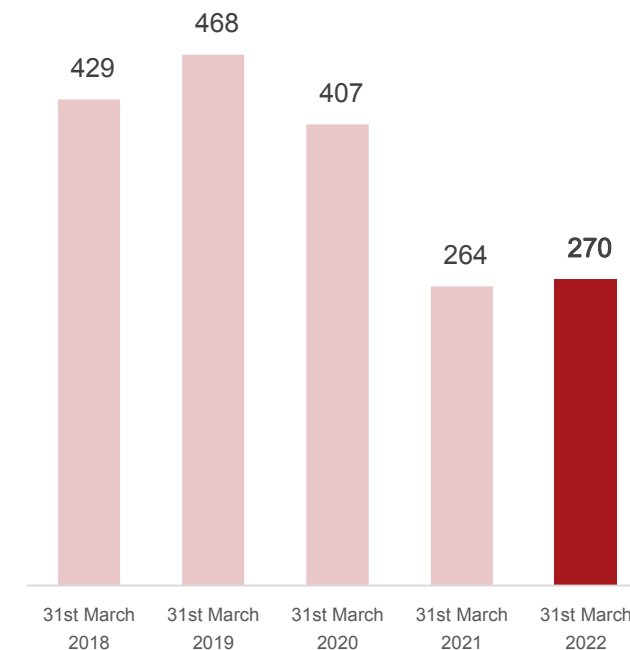
Strong Balance Sheet



NET WORTH



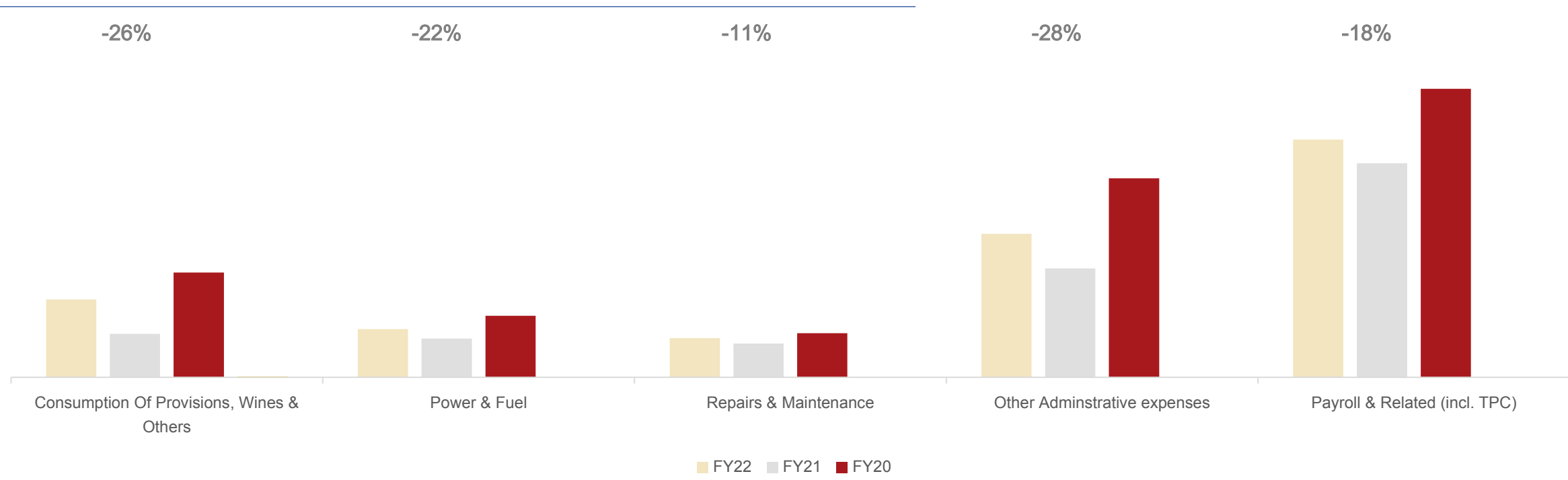
STRONG ASSET BASE



BANK NET DEBT

- Our Balance Sheet strength have helped in controlling the finance costs and obtain lowest interest rates from bank.
- Weighted Average Cost of Debt as on 31st Mar 2022 was 7.0%, i.e. reduction by 90 bps in last one year

Financial Agility | Significantly enhanced operational efficiencies



Reduction (FY22 vs. FY20) in

↓ **22%**

Total Expenses

↓ **22%**

Corporate cost

↓ **15%**

Fixed cost

Excluding Directors' commission and CSR expenses

Highest Standards of Health and Safety

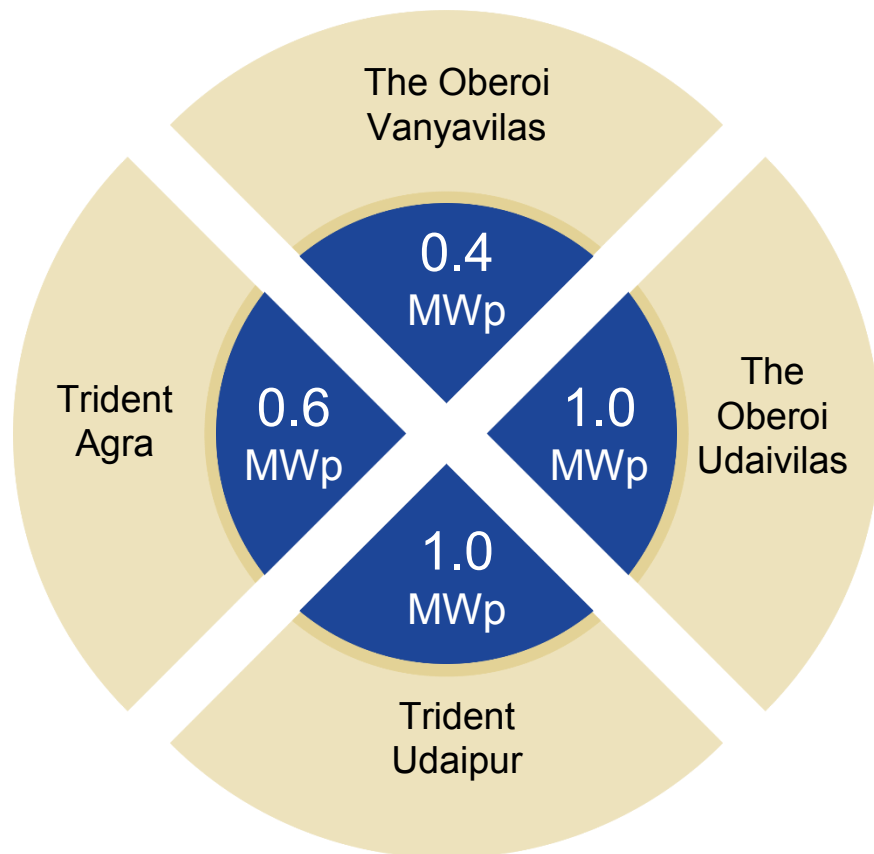


All Oberoi and Trident hotels received the highest Safety & Hygiene rating
“PLATINUM”
by Bureau Veritas*

*In all 5 audits conducted during October 2020 to April 2022

Reducing our Carbon Footprint |

Energy Conservation new initiatives



Commissioning of Solar Plants

- Solar Plants with a capacity of 3.0 MWp under operation
- Expected to generate 4.2 mn units p.a. thereby reducing the carbon footprint
- 36% of electricity consumption being met through Solar power generation at these location.
- Average cost reduced from ~ ` 10.9 p.u. to ~ ` 6.6 p.u.

Hotels consuming Renewable Energy

- | | |
|-------------------------|------------------------|
| • The Oberoi Gurgaon | • Trident Udaipur |
| • Trident Gurgaon | • The Oberoi Bengaluru |
| • The Oberoi Vanyavilas | • Trident Bandra Kurla |
| • The Oberoi Udaivilas | • Trident Chennai |
| • Trident Agra | • OFS, Chennai |

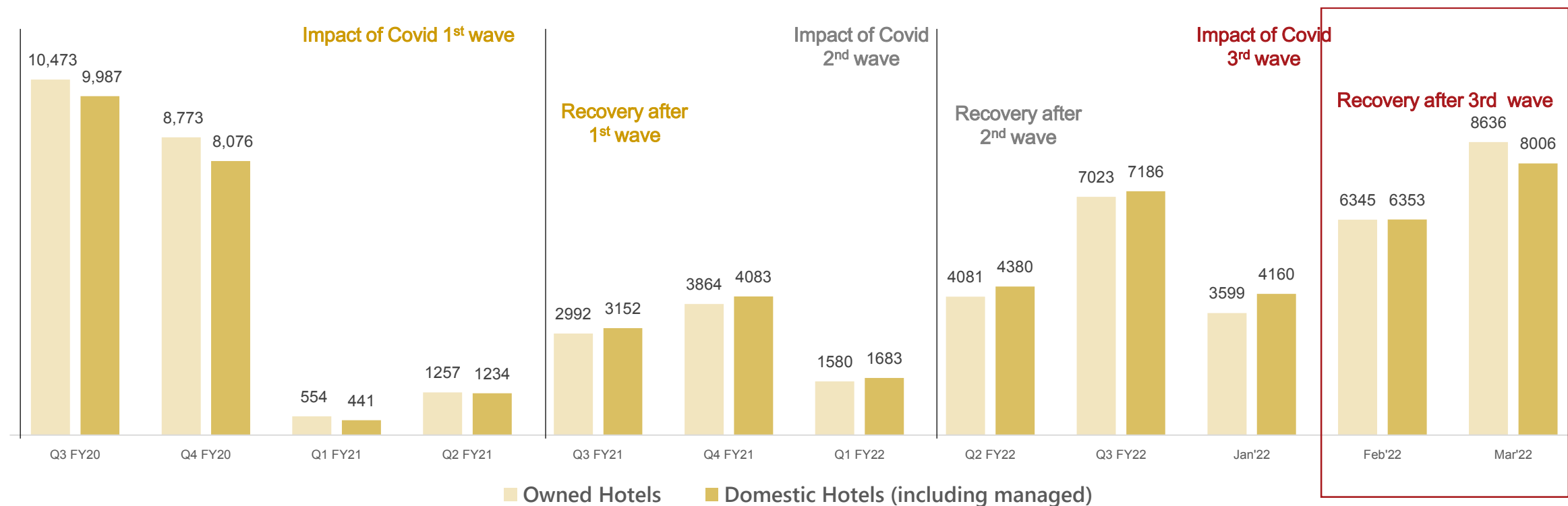
Revitalize

Recovery Trends

Classification | External

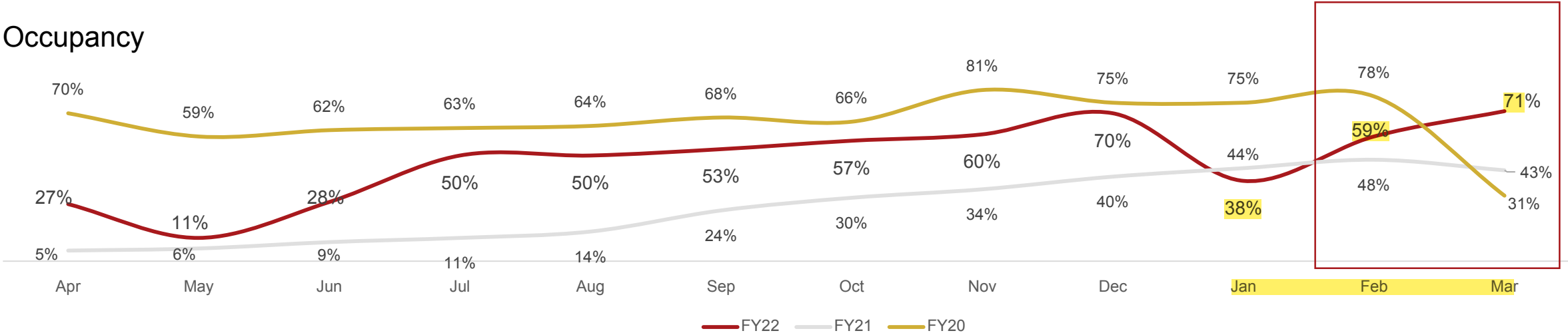


Sharp RevPAR Recovery post 3rd wave of COVID-19

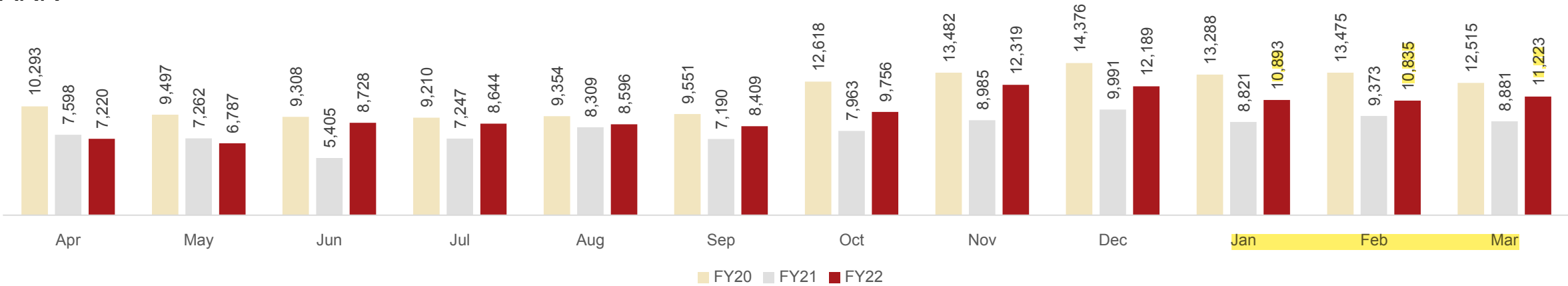


Recovery in ARR and Occupancy in Domestic Hotels (including managed)

Occupancy

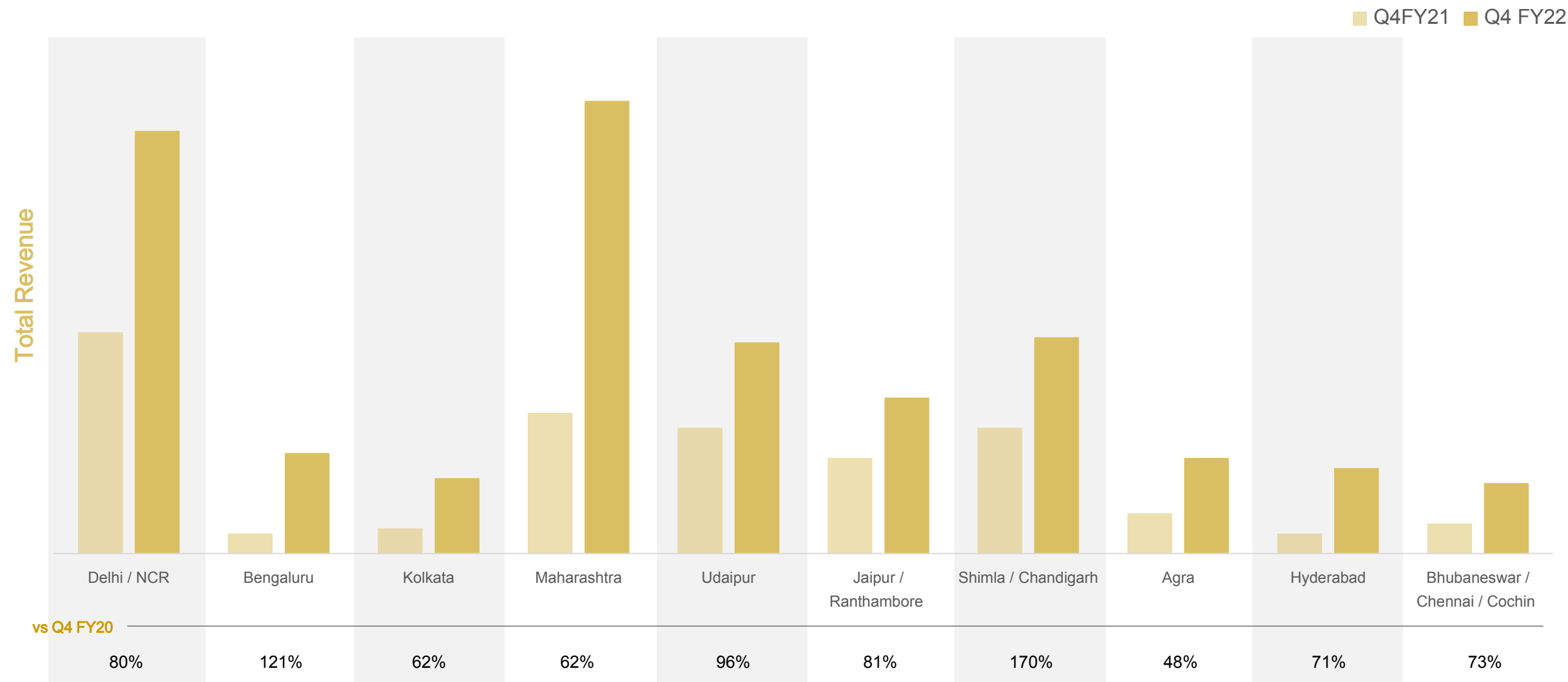


ARR

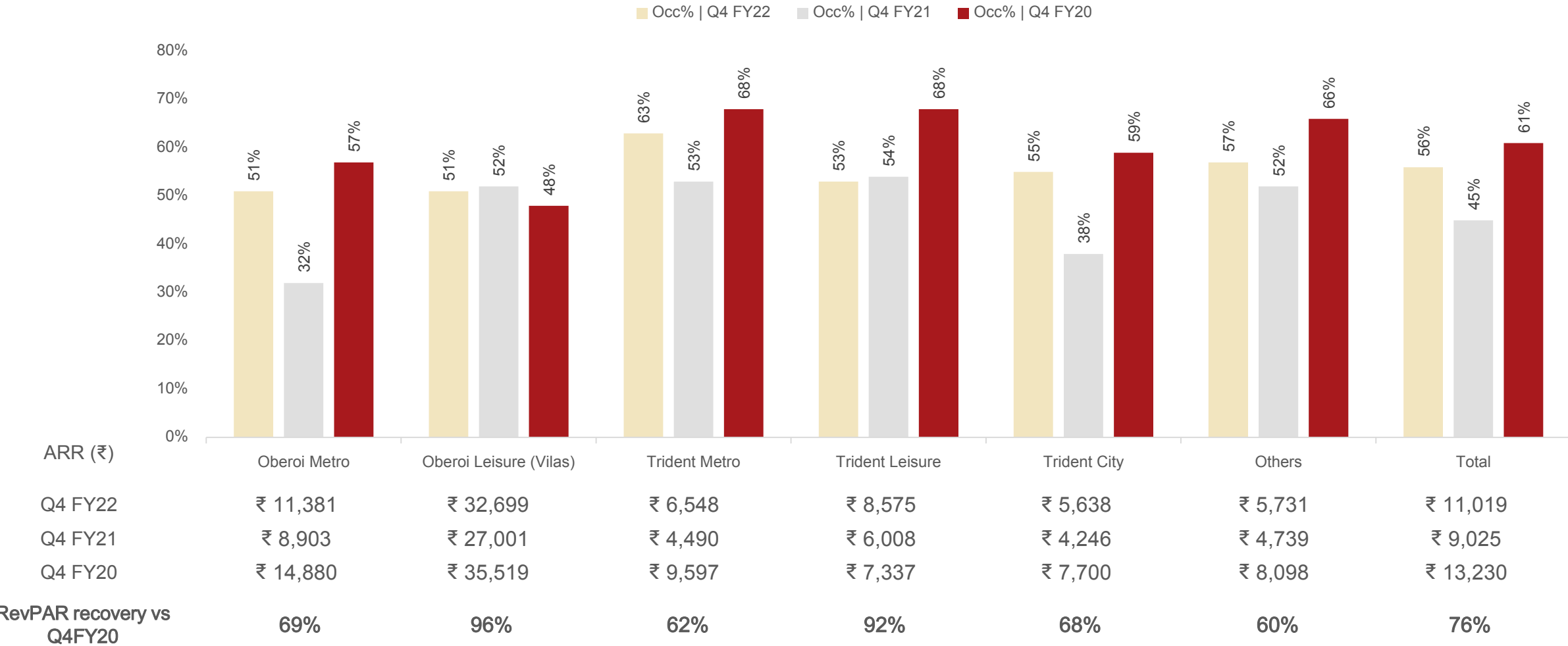


Strong recovery after 3rd wave in February 2022 & March 2022 is primarily driven by increase in occupancies with some correction in ARR

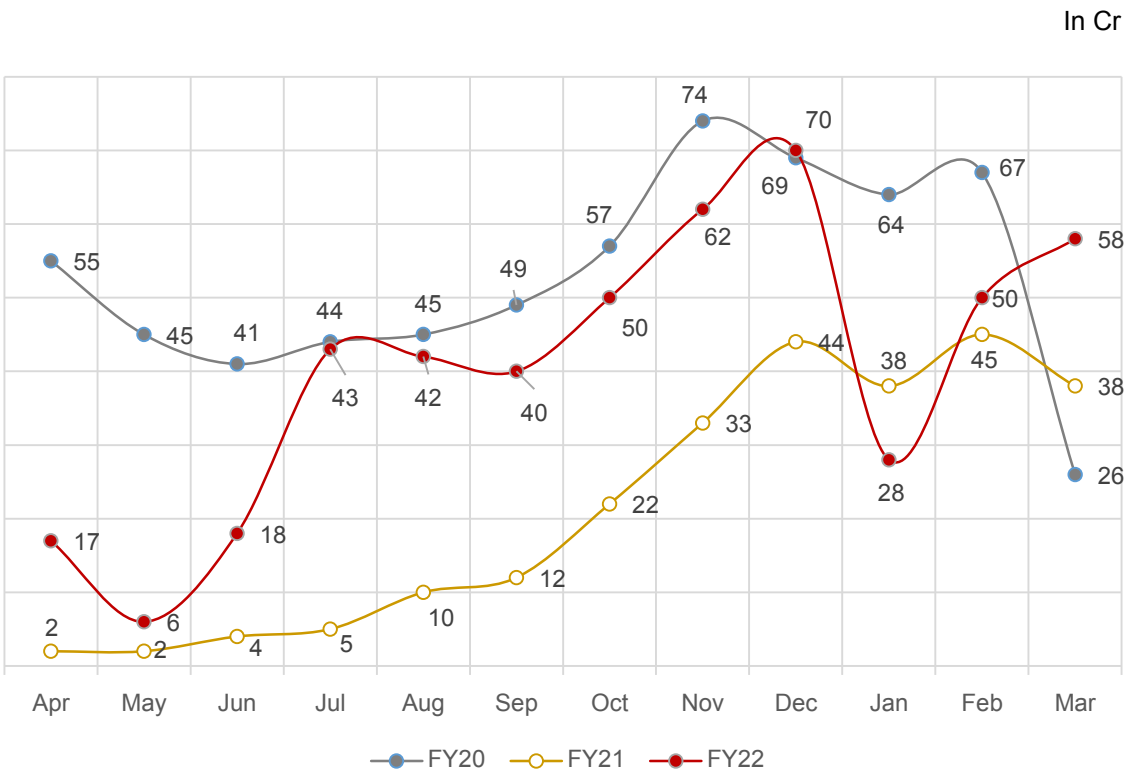
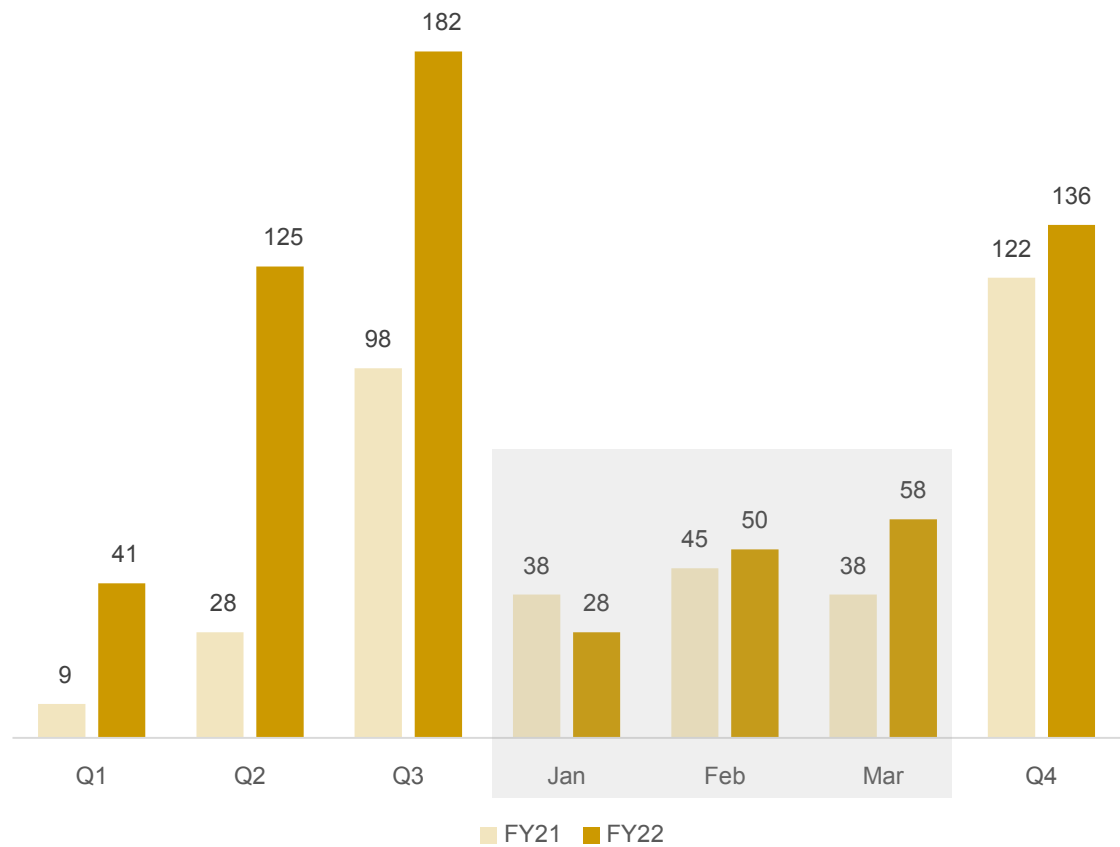
City wise revenue recovery in Domestic Hotels (including managed)



Operating Matrices and recovery in Domestic Hotels (including managed)



F&B Revenue in Domestic Hotels (including managed)



The focus on Food & Beverage Revenue continues. Q4 revenue in current year is higher by ₹ 14 Crs (+11%) compared to same time last year despite the impact of 3rd wave in January 2022.



Flourish

Key Initiatives – “Book Direct” & “Best Rate” Promise |
Oberoi Select | Oberoi One | Strong tailwinds in Corporate
Segment Business

Classification | External

Key Initiatives - Oberoi Select and Oberoi One

OBEROI SELECT

An exclusive subscription programme

Additional benefits at guaranteed best rates.

Inclusions

- 


Up to 40% savings on accommodation with breakfast
- 

15% savings on food and soft beverages
- 

25% savings at The Oberoi Spa
- 


Complimentary use of business centre
- 


Complimentary ironing*





OBEROI ONE


Membership Benefits


- 

Exclusive member rates on oberoihotels.com
- 

Late check-out
- 

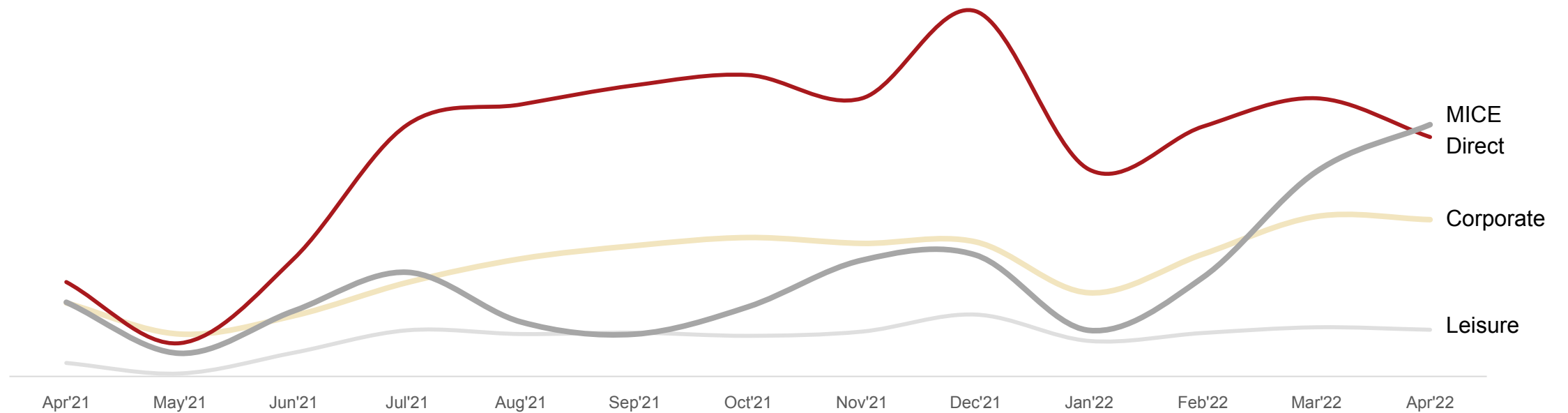
10% savings on dining
- 

Premium WiFi for unlimited devices
- 

24x7 dedicated guest assistance
- 

Complimentary stays and upgrades.

Trends | Strong tailwinds in Corporate and MICE





EIH Limited | Performance Highlights

Period ended 31st March 2022

Performance Highlights (Standalone)

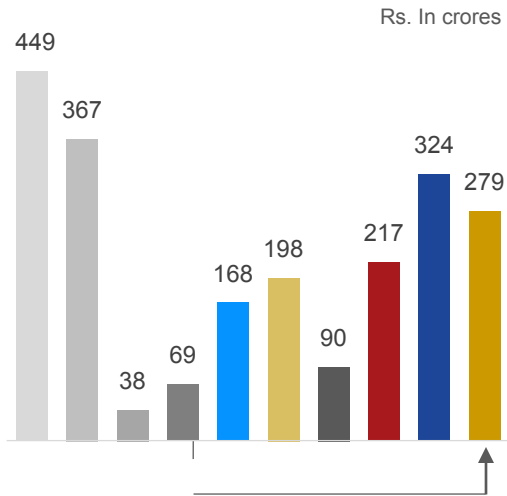
STANDALONE P&L	QTR 4	
<i>Figures in Rs Crores rounded to nearest first decimal</i>	FY22	FY21
Revenue from Operations	265.6	188.0
Other Income	13.4	10.2
TOTAL INCOME (A)	279.0	198.2
Consumption	38.5	30.1
Employee Benefits	105.8	85.2
Power, Fuel & Light	20.3	18.0
Administrative & Other Expenses	79.8	81.4
TOTAL EXPENDITURE (B)	244.4	214.7
EBITDA = (A) – (B)	34.6	(16.5)
<i>Less: Depreciation & Amortization</i>	29.5	28.3
EBIT	5.1	(44.8)
<i>Less: Finance Costs</i>	9.1	7.5
PBT	(4.0)	(52.3)
<i>Less: Exceptional Items</i>	(13.2)	28.7
<i>Less: Tax including Deferred Tax</i>	16.5	(13.0)
PAT	(7.3)	(68.0)

STANDALONE P&L	12M	
<i>Figures in Rs Crores rounded to nearest first decimal</i>	FY22	FY21
Revenue from Operations	860.9	432.7
Other Income	49.9	40.9
TOTAL INCOME (A)	910.8	473.6
Consumption	125.5	70.0
Employee Benefits	382.9	344.9
Power, Fuel & Light	77.9	62.6
Administrative & Other Expenses	294.6	229.9
TOTAL EXPENDITURE (B)	880.9	707.4
EBITDA = (A) – (B)	29.9	(233.8)
<i>Less: Depreciation & Amortization</i>	114.9	119.9
EBIT	(85.0)	(353.7)
<i>Less: Finance Costs</i>	33.8	40.4
PBT	(118.8)	(394.1)
<i>Less: Exceptional Items</i>	14.2	49.0
<i>Less: Tax including Deferred Tax</i>	(14.8)	(100.0)
PAT	(118.2)	(343.1)

Performance Highlights (Standalone)

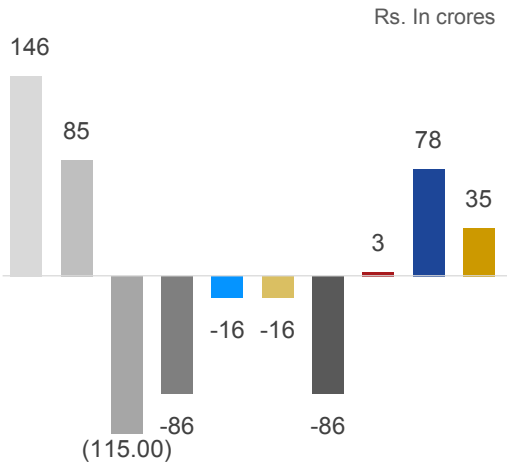
Q-o-Q STANDALONE Financial Results for starting from Q3 FY20 to Q4 FY22

Revenue

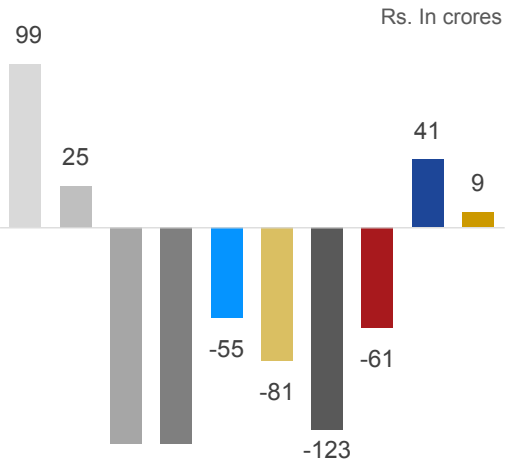


Q4 FY22 impacted by the 3rd wave of Covid in Jan22

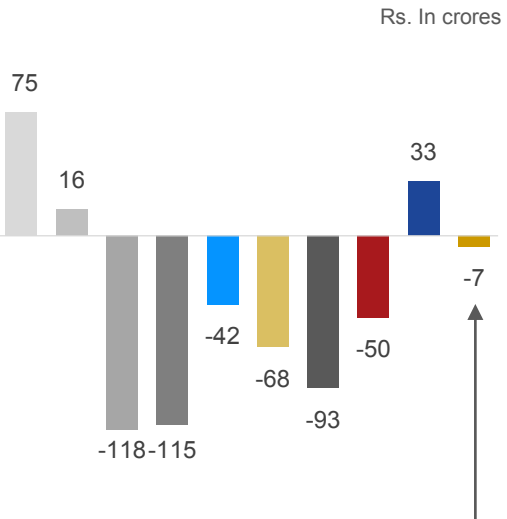
EBITDA



PBT



PAT



Q4 FY22 impacted by the 3rd wave of Covid in Jan22

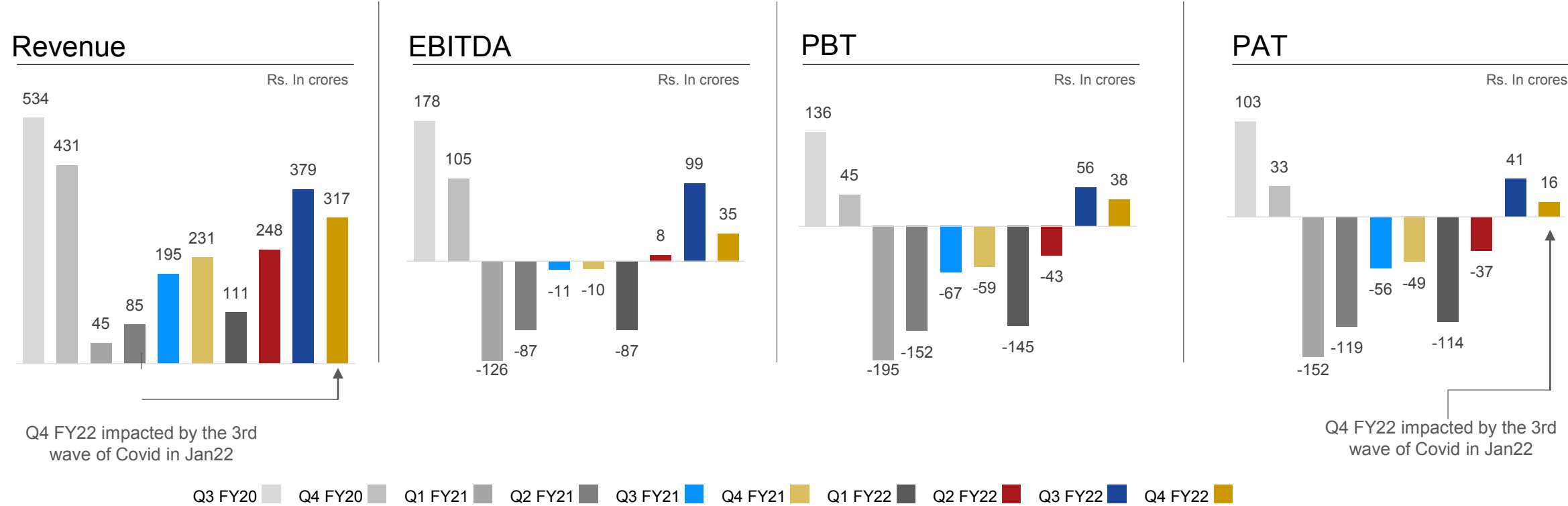
Q3 FY20 Q4 FY20 Q1 FY21 Q2 FY21 Q3 FY21 Q4 FY21 Q1 FY22 Q2 FY22 Q3 FY22 Q4 FY22

Performance Highlights (Consolidated)

Consolidated P&L	Q4		12M	
<i>Figures in Rs Crores rounded to nearest first decimal</i>	FY22 (Actual)	FY21 (L.Y.)	FY22 (Actual)	FY21 (L.Y.)
Revenue from Operations	301.0	215.2	985.3	493.5
Other Income	15.9	13.4	58.7	53.5
TOTAL REVENUE (A)	316.9	228.6	1,044.0	547.0
Consumption	40.6	31.7	132.8	73.2
Employee Benefits	88.7	79.3	392.4	364.1
Administrative & Other Expenses	152.7	126.1	461.4	339.5
TOTAL EXPENDITURE (B)	282.0	237.1	986.6	776.8
EBITDA = (A) – (B)	34.9	(8.5)	57.4	(229.8)
<i>Less: Depreciation & Amortization</i>	31.9	30.9	124.3	129.3
EBIT	3.0	(39.3)	(66.9)	(359.1)
<i>Less: Finance Costs</i>	9.5	7.8	34.9	41.5
PBEIT	(6.4)	(47.1)	(101.8)	(400.6)
Share of net profit of associates and joint ventures	(7.2)	(8.9)	(35.8)	(60.8)
Exceptional Items	55.2	0.0	55.2	(2.5)
Tax Expense	(22.0)	10.6	(1.7)	100.6
Profit / (Loss) for the period from continuing operations	19.6	(45.4)	(84.1)	(363.3)
Items that may not be reclassified to Profit or Loss	2.0	2.0	1.2	4.2
Items that may be reclassified to Profit or Loss	10.7	2.4	19.1	(12.6)
Total Other Comprehensive Income / Loss (net of tax)	28.6	(44.6)	(74.8)	(383.9)
<i>Less: Non-Controlling Interest in total comprehensive income</i>	1.2	(0.2)	3.0	(5.3)
Total Comprehensive Income / (Loss) for the period	27.4	(44.4)	(77.8)	(378.6)

Performance Highlights (Consolidated)

Q-o-Q CONSOLIDATED Financial Results for starting from Q3 FY20 to Q4 FY22



PBT and PAT have been calculated after Share of Profit of Associates & JV's accounted for using equity method and loss from discontinued operations

Unlock Value | Printing Press

Pursuant to the approval of the Board of Director's of the Company at its meeting held on 2nd March, 2022 the Company, during the year 2021-22, sold the assets of it's EIH Printing Press unit located at Manesar, Haryana. The assets comprised 7,875 square meters of land, 3-storied building including basement covering total area of approximately 13,750 square meters. The assets sold comprising property, plant and equipment included generators, air-conditioners, electrical fittings, furniture and fixtures, printing machinery, computers and vehicles. The total consideration from the sale of these assets amounted to Rs. 95.29 crore resulting in a profit of Rs 55.24 crore which has been recognized as an "Exceptional Item" in the financial results for the year ended 31st March, 2022.

Previous 5 year	FY22	FY21	FY20	FY19	FY18
Revenue	45.7	28.0	53.3	53.9	56.5
EBITDA [before gain on sale of assets]	-17.7	-5.7	2.4	-1.1	0.1
EBITDA [after gain on sale of assets]	37.6	-5.6	2.4	-1.2	0.1
PBT	35.6	-13.9	-14.3	-20.6	-16.7

Summary of sale transaction:

Rs. In Crores	
Sales consideration towards sale of assets	95.3
WDV as on 31.03.2022	39.1
Less: Other expenses on sale	0.9
Net gain on sale of assets	55.2

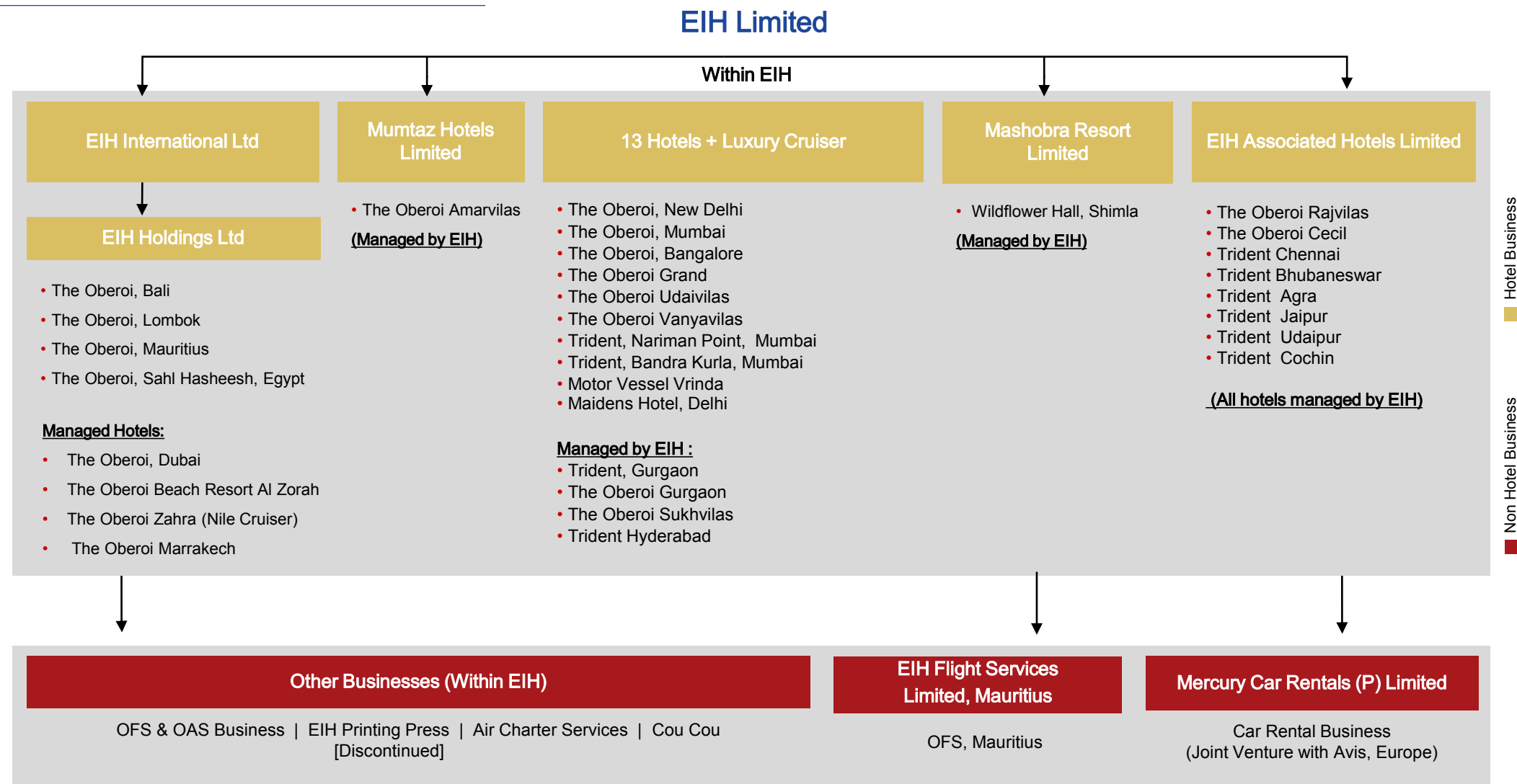
Rs. In Crores	
Sales consideration for Inventory:	4.8
Inventory balance as on 31.03.2022	5.3
Net loss on sale of inventory	0.5



Business Footprint

Period ended March 2022

Corporate Structure



Hospitality and Travel focused business model

Hotels in India



1591 keys

under The Oberoi Brand

2172 keys

under Trident Brand

33 Hotels and Resorts in 7

countries. 4512 keys

Where the Guest
is Everything.

Oberoi Hotels & Resorts around the world



749 keys
under The Oberoi Brand

[excluding India]
Classification | External



THANK YOU