

# *ElH Limited*

A MEMBER OF THE OBEROI GROUP

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26<sup>th</sup> May 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 Audited Financial Results (Standalone and Consolidated) of the Company for the quarter and year ended 31<sup>st</sup> March 2025 declared on 20<sup>th</sup> May 2025.

The above may please be taken on record.

Thank you,

Yours faithfully,

**For ElH Limited**

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

# ElH Limited

Earnings Call: Q<sub>4</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 2025

- The sector is poised for significant expansion, fueled by ongoing growth in domestic tourism and corporate travel, including the MICE segment
- Key growth drivers:
  - ✓ Spiritual Tourism
  - ✓ Live Events Tourism
  - ✓ Culture & Heritage Tourism
  - ✓ MICE
  - ✓ Experiential travel
  - ✓ Infrastructure Growth - New airports, expanding highways
  - ✓ Demand for high-end leisure travel continues to rise, supported by an 11% increase in India's UHNI base
  - ✓ Inbound tourism forecasted to grow by ~15% in FY26, driven by increased global connectivity and India's G20 profile

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

# Indian Hotel Market – Q4 FY25

- Domestic air passenger traffic for Q4 FY25 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

Q4 FY24-25 Occupancy	Q4 FY24-25 ARR (Rs.)	Q4 FY24-25 RevPAR
68-70% [+1-3 pp vs. 2024]	9,400-9,600 [+11-13% vs.2024]	6,392-6,720 [+14-16% vs.2024]

## 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 21 new hotels across global and domestic markets, highlights our ambition to meet the growing needs of today’s travellers.



# Operations

Q<sub>4</sub>FY25

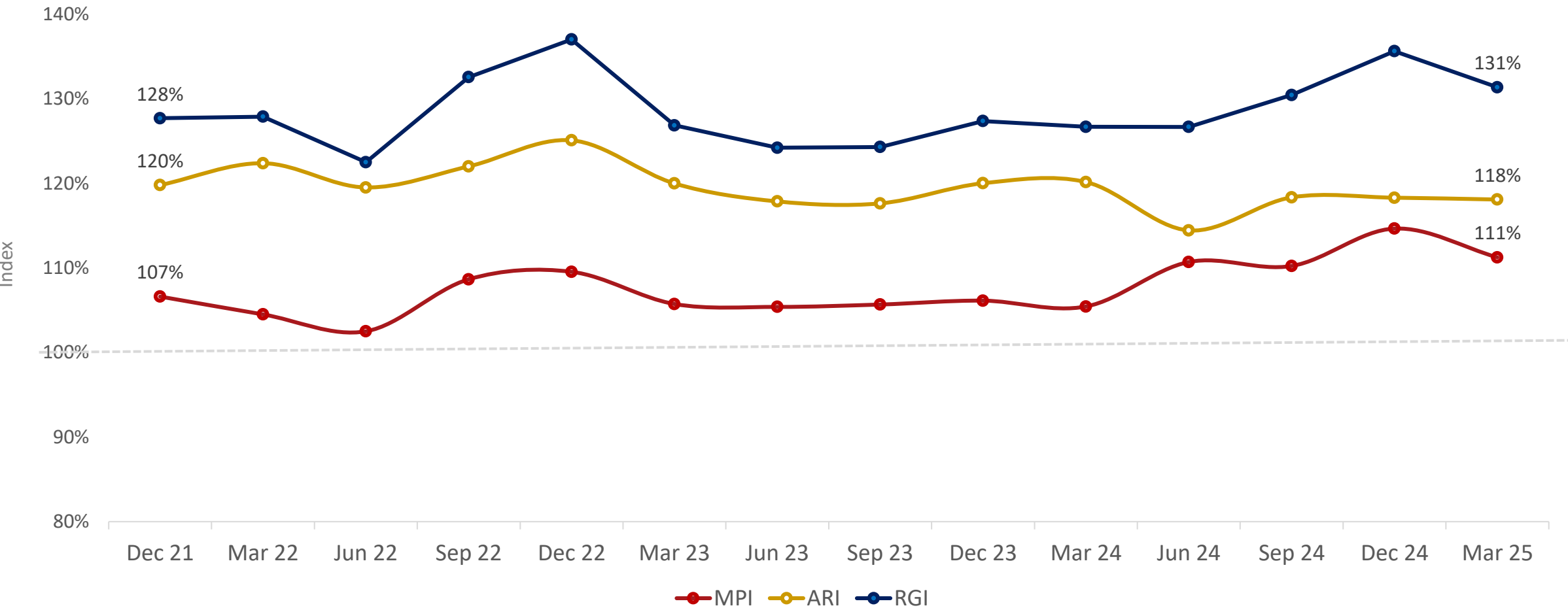
Operational Performance





# EIH maintains consistent RevPAR Leadership over STR Competition Set

All Domestic Hotels including Managed

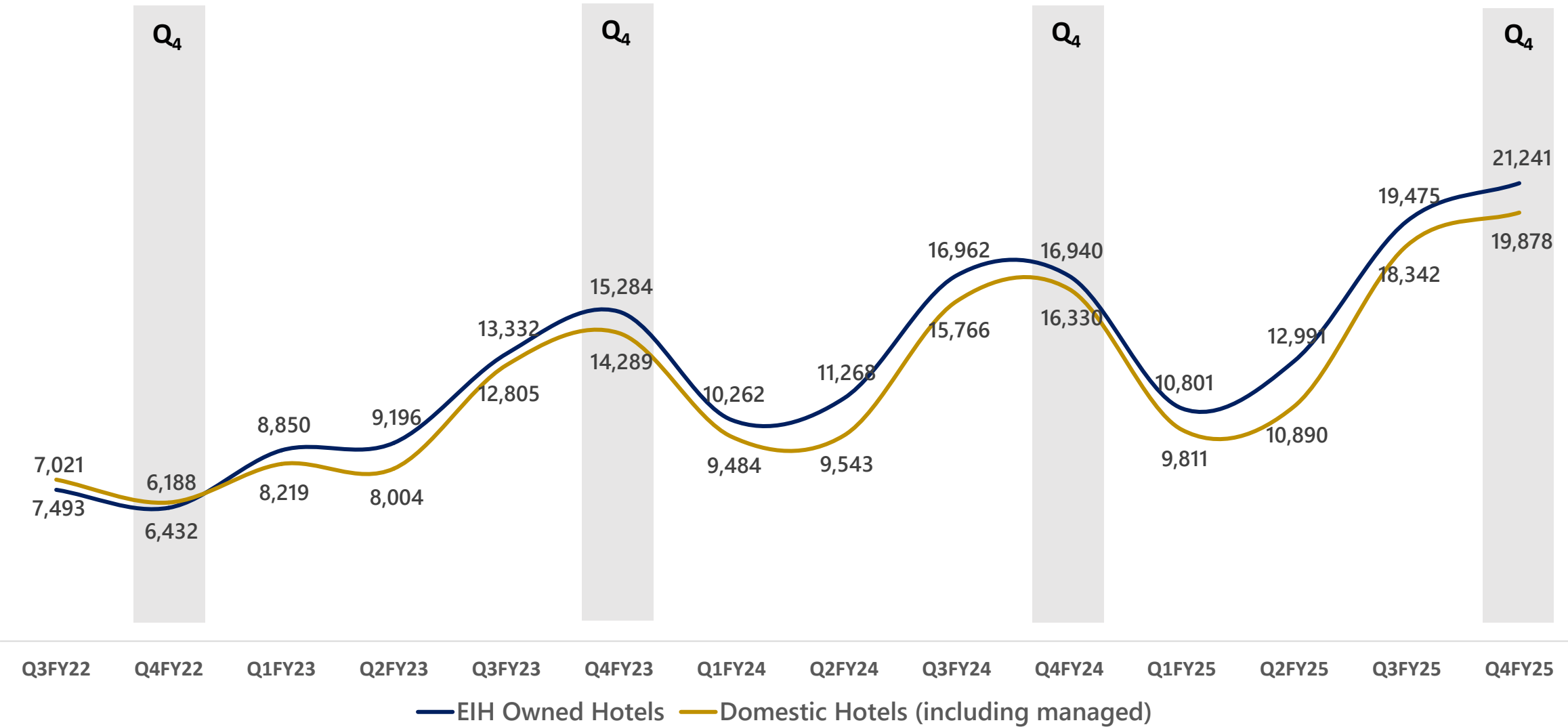


Source: STR Global, STR Compset

Dataset: All Domestic Hotels managed by EIH

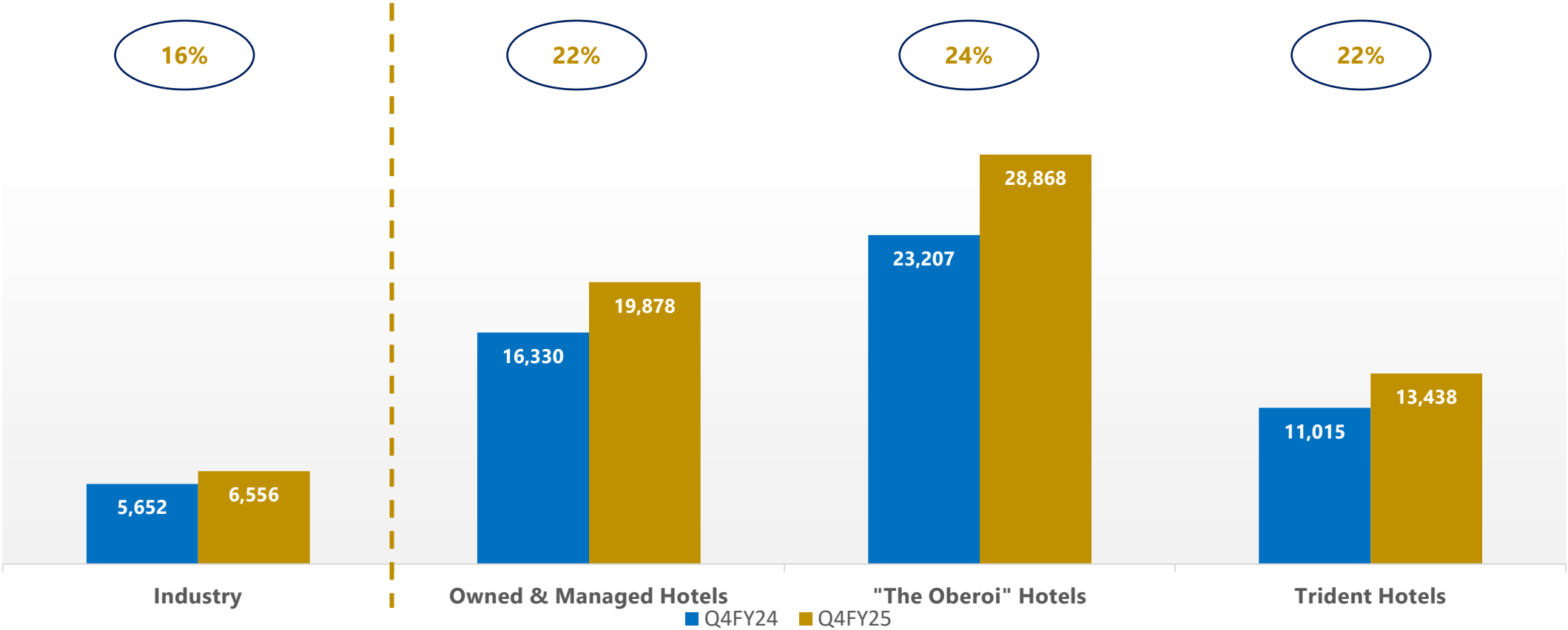
# Q-o-Q RevPAR Movement

Figures in INR



# Q<sub>4</sub> RevPAR Y-o-Y growth by Hotel Positioning

All Domestic Hotels including Managed

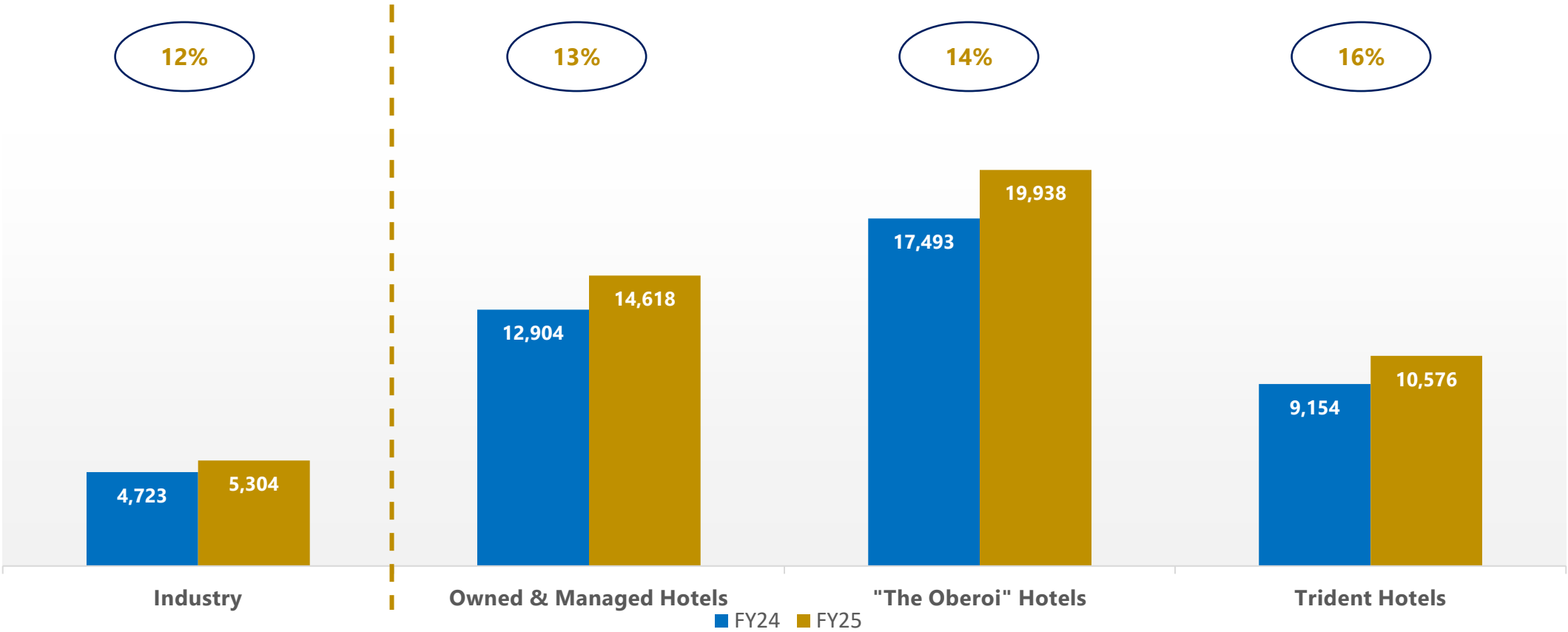


EIH considerably outperforms the industry with “The Oberoi” hotels growing 24% over the same quarter last year



# RevPAR Y-o-Y growth by Hotel Positioning

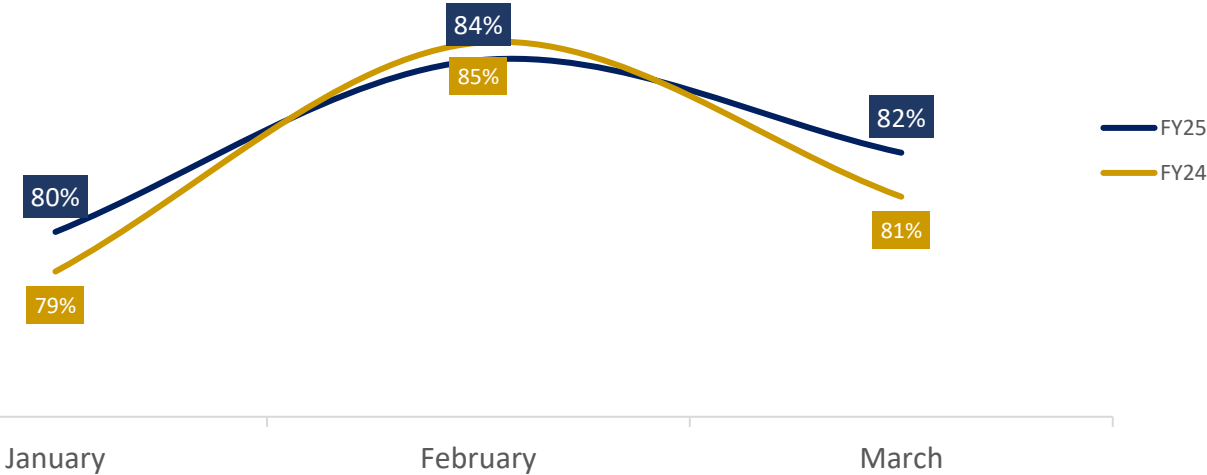
All Domestic Hotels including Managed



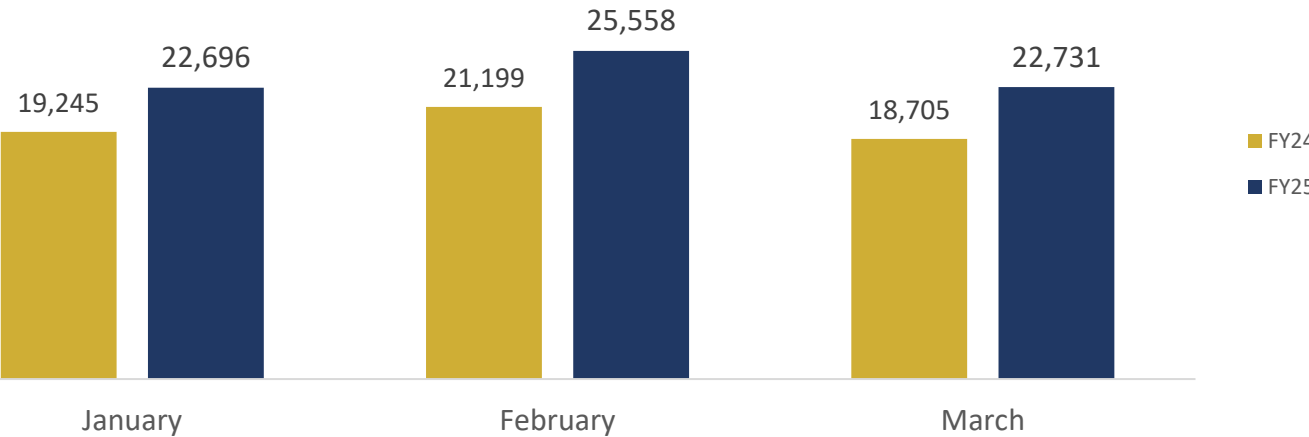
# Q4 ARR/Occupancy trends by month

All Domestic Hotels including managed

Occupancy

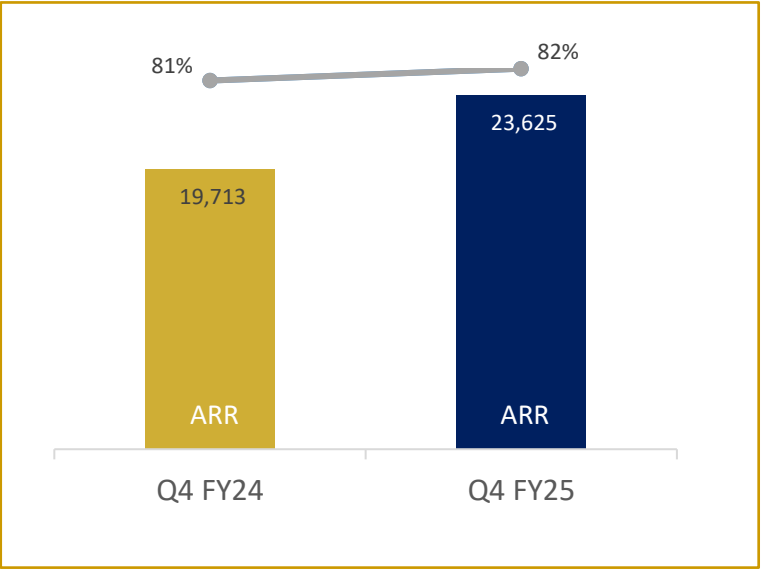


ARR



In Rs

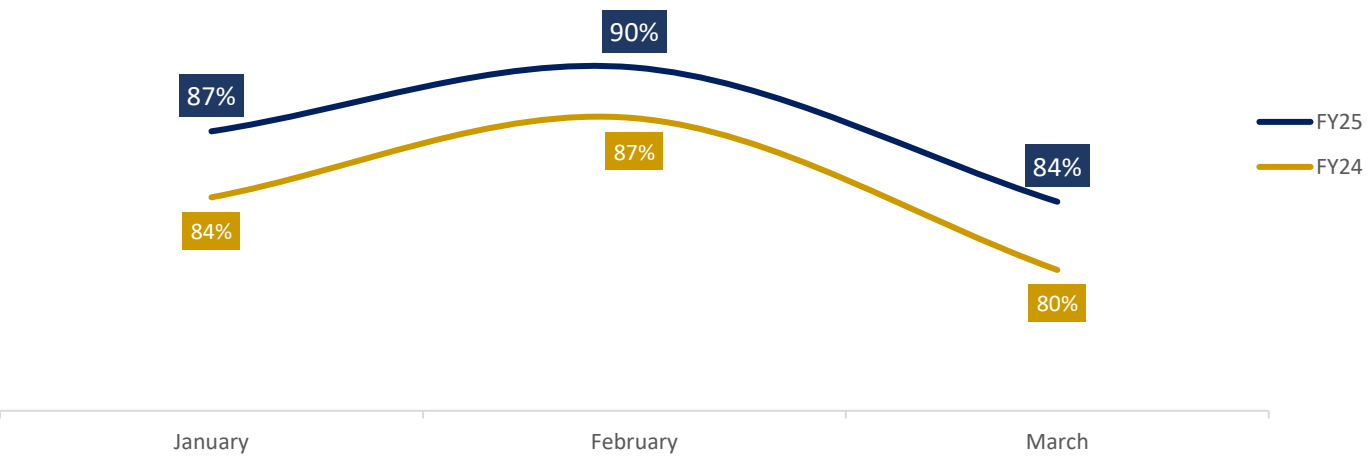
## Quarterly Occupancy & ARR



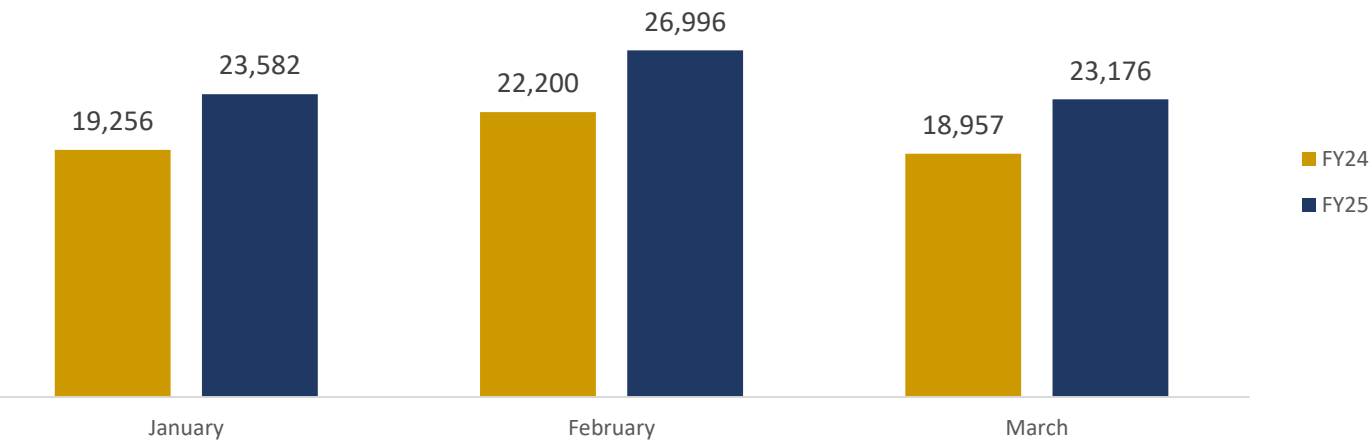
# Q4 ARR/Occupancy trends by month

ElH Owned Hotels

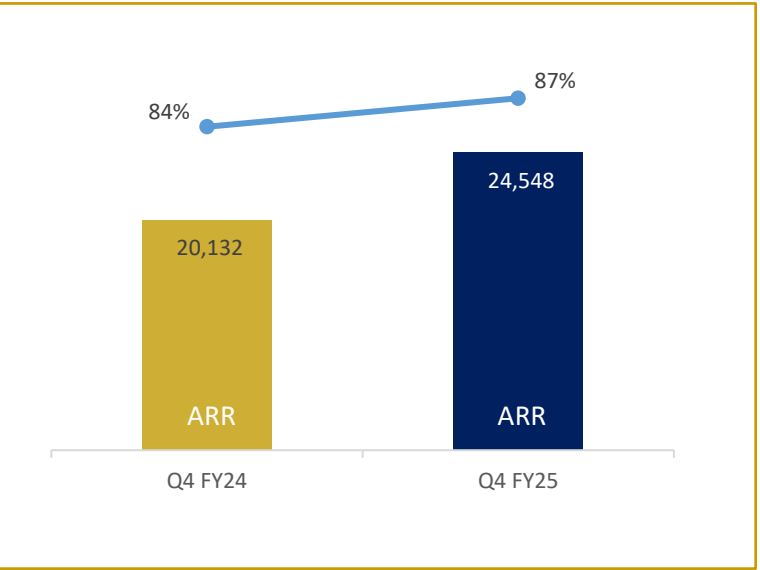
Occupancy



ARR



## Quarterly Occupancy & ARR

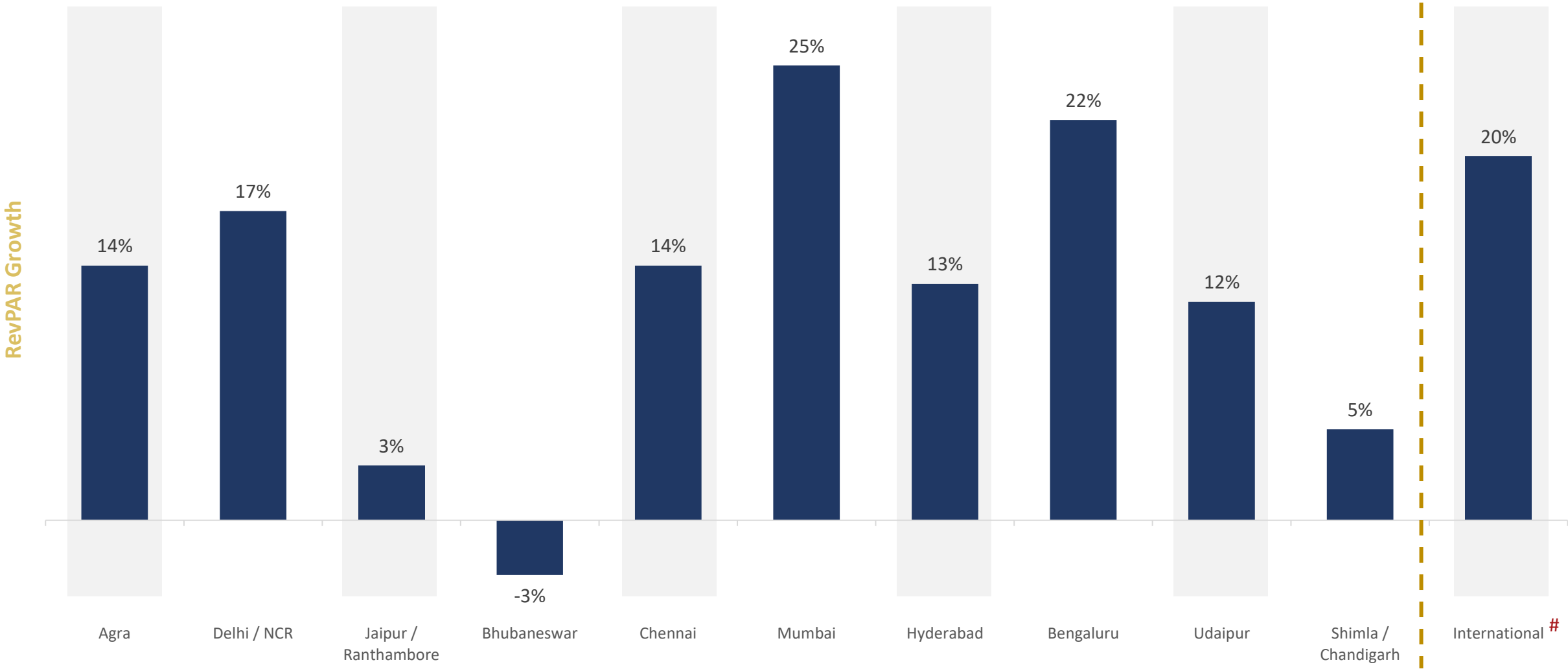


In Rs



# Q<sub>4</sub> RevPAR Y-o-Y growth by City

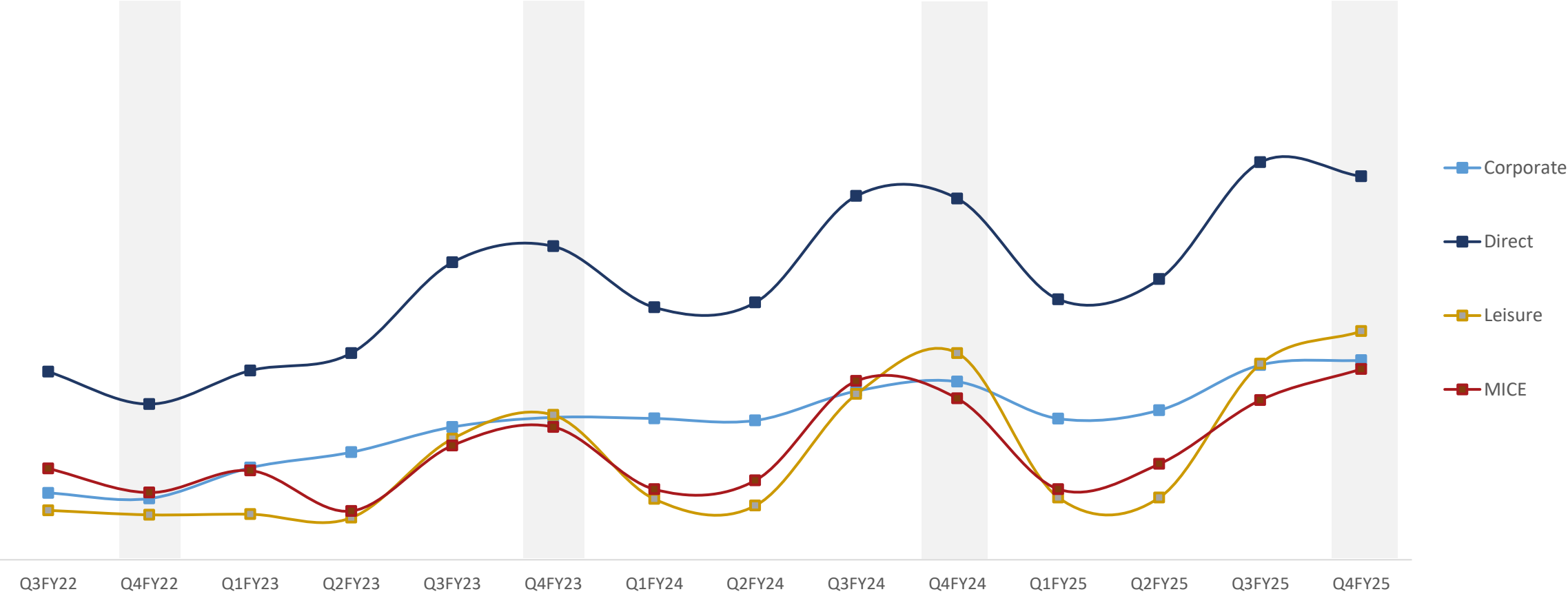
All Domestic Hotels including Managed



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

# Strong Room Revenue Tailwinds across Segments

All Domestic Hotels including Managed



Q4 revenue witnessed growth across all segments compared to previous quarter and same quarter last year

# Financials



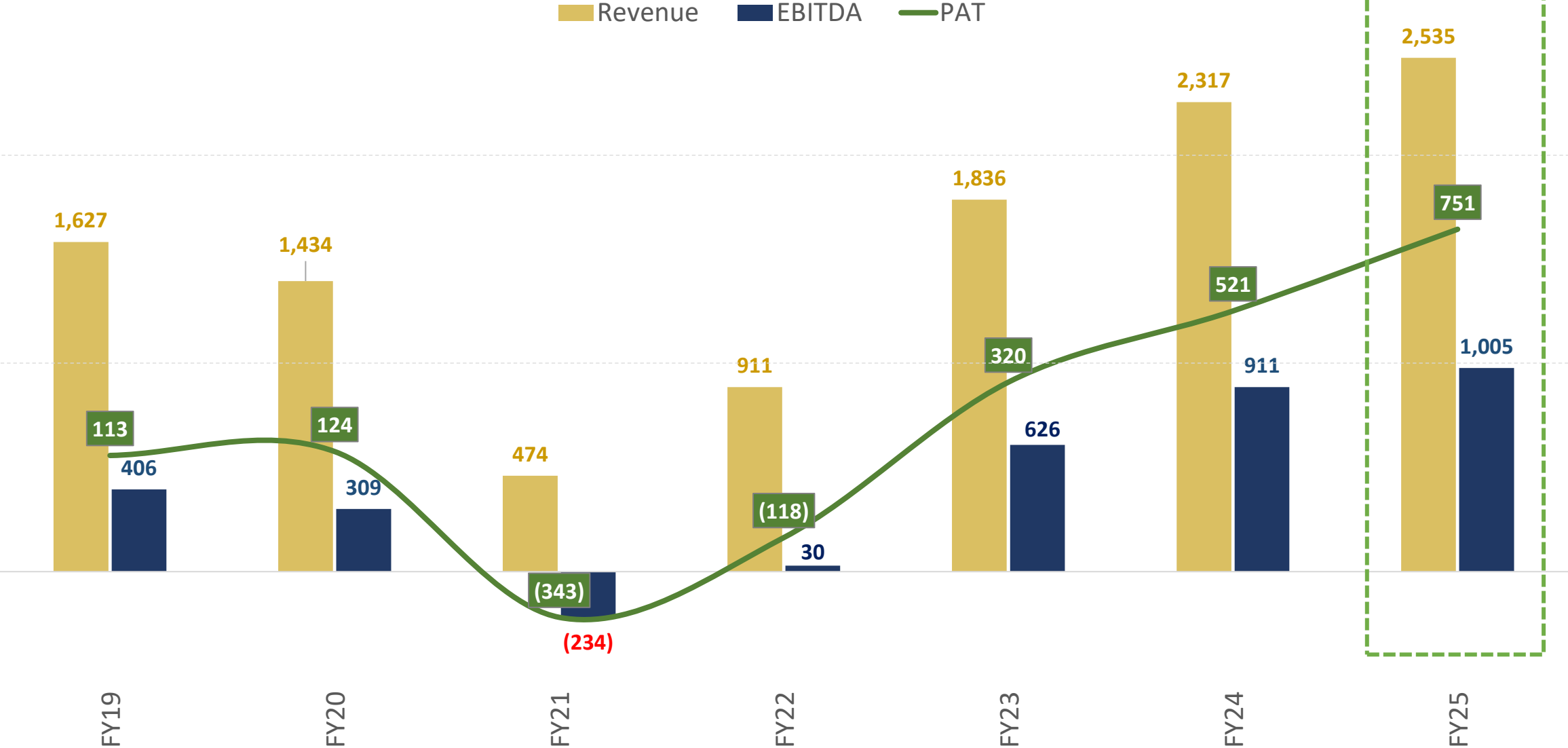


# **Financial Performance – FY25**

**Standalone and Consolidated**

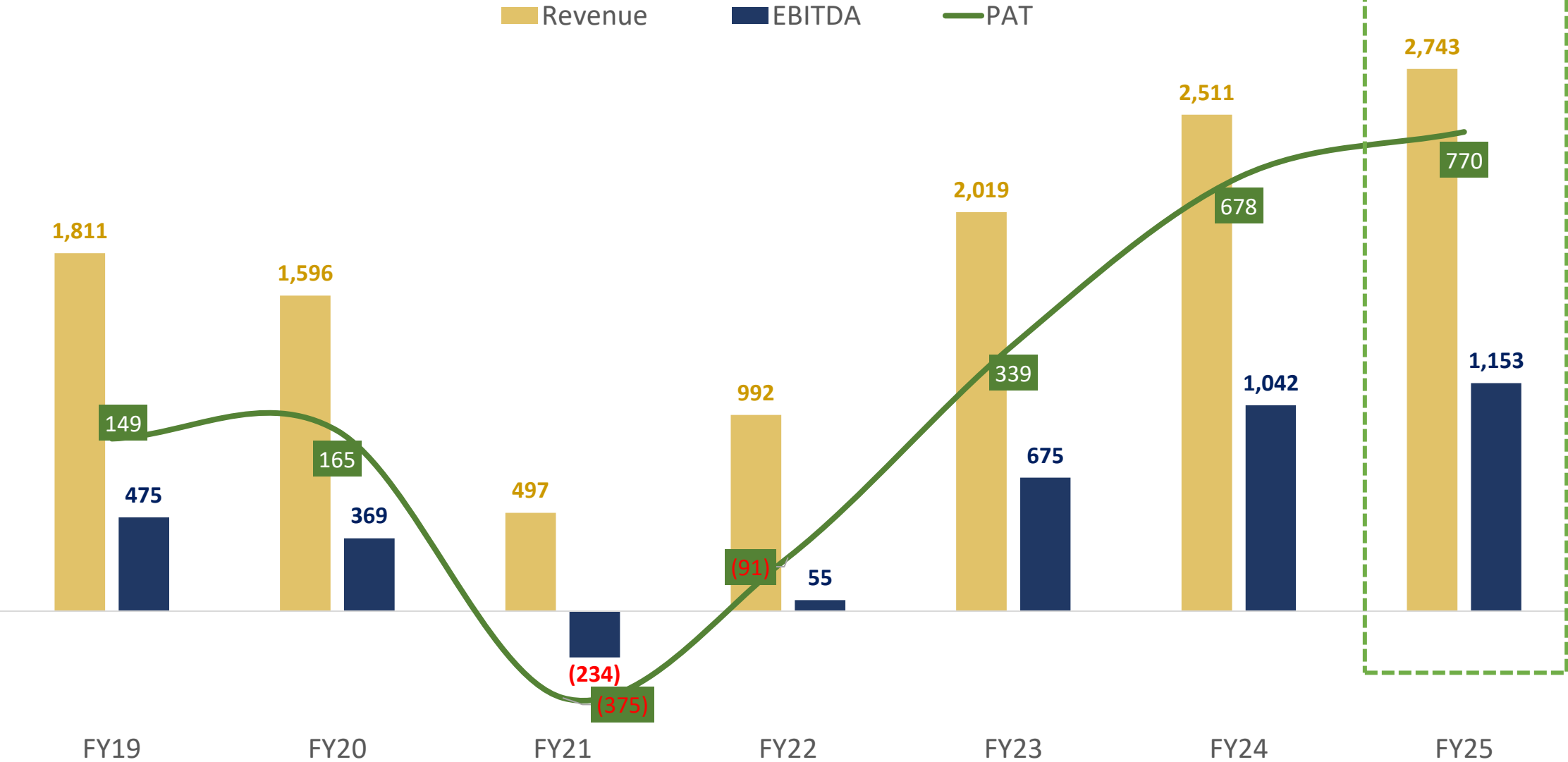
# Standalone performance

INR Crores



# Consolidated Performance

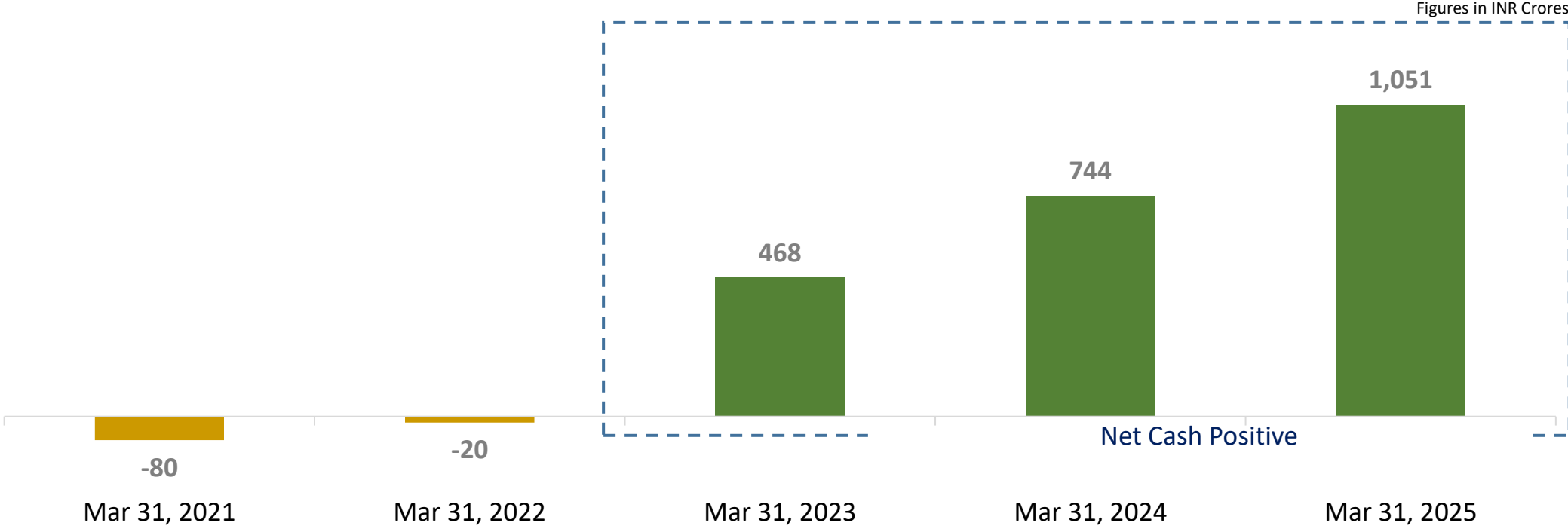
INR Crores





# Strong Funds Position - Consolidated

Robust fund position for future growth and expansion



\*Including earmarked balances






# Financial Statements

Q<sub>4</sub>FY25 & FY25




# Performance Highlights (Consolidated)

INR Crores

Consolidated P&L	QTR 4		
	FY25	FY24	
Revenue from Operations	827.4	741.3	
Other Income	38.4	39.7	
<b>TOTAL REVENUE (A)</b>	<b>865.8</b>	<b>781.0</b>	 <b>11%</b>
Consumption	67.7	64.4	
Employee Benefits	142.7	130.0	
Administrative & Other Expenses	266.2	242.8	
<b>TOTAL EXPENDITURE (B)</b>	<b>476.6</b>	<b>437.2</b>	
<b>EBITDA = (A) – (B)</b>	<b>389.2</b>	<b>343.7</b>	 <b>13%</b>
Less: Depreciation & Amortization	33.0	32.5	
<b>EBIT</b>	<b>356.2</b>	<b>311.2</b>	
Less: Finance Costs	5.9	2.3	
Add: Share of net profit of associates and joint ventures	26.8	12.6	
Add/(less): Exceptional Items	(22.1)	16.6	
Less: Tax Expense	93.3	90.6	
<b>Profit / (Loss) for the period from operations</b>	<b>261.6</b>	<b>247.6</b>	 <b>6%</b>
Other Comprehensive Income / Loss (net of tax)	6.8	1.2	
<b>Total Comprehensive Income / Loss (net of tax)</b>	<b>268.4</b>	<b>248.8</b>	
Less: Non-Controlling Interest in total comprehensive income	8.1	24.1	
<b>Total Comprehensive Income / (Loss) for the period</b>	<b>260.4</b>	<b>224.7</b>	




# Performance Highlights (Consolidated)

INR Crores

Consolidated P&L	12 months		
	FY25	FY24	
Revenue from Operations	2,743.1	2,511.3	
Other Income	136.4	114.7	
<b>TOTAL REVENUE (A)</b>	<b>2,879.5</b>	<b>2,626.0</b>	 <b>10%</b>
Consumption	246.6	228.3	
Employee Benefits	544.5	491.9	
Administrative & Other Expenses	935.0	864.2	
<b>TOTAL EXPENDITURE (B)</b>	<b>1726.1</b>	<b>1584.4</b>	
<b>EBITDA = (A) – (B)</b>	<b>1153.4</b>	<b>1041.6</b>	 <b>11%</b>
<i>Less: Depreciation &amp; Amortization</i>	134.5	131.5	
<b>EBIT</b>	<b>1018.9</b>	<b>910.1</b>	
<i>Less: Finance Costs</i>	21.3	19.4	
<i>Add: Share of net profit of associates and joint ventures</i>	58.8	33.8	
<i>Add/(less): Exceptional Items</i>	(28.4)	(7.3)	
<i>Less: Tax Expense</i>	258.1	239.5	
<b>Profit / (Loss) for the period from operations</b>	<b>769.9</b>	<b>677.7</b>	 <b>14%</b>
Other Comprehensive Income / Loss (net of tax)	8.8	2.3	
<b>Total Comprehensive Income / Loss (net of tax)</b>	<b>778.7</b>	<b>680.0</b>	
<i>Less: Non-Controlling Interest in total comprehensive income</i>	30.4	37.8	
<b>Total Comprehensive Income / (Loss) for the period</b>	<b>748.3</b>	<b>642.2</b>	

# Performance Highlights (Standalone)




INR Crores

Standalone P&L	QTR 4		
	FY25	FY24	
Revenue from Operations	727.8	649.3	
Other Income	29.6	43.1	
<b>TOTAL INCOME (A)</b>	<b>757.4</b>	<b>692.4</b>	 <b>9%</b>
Consumption	62.7	59.6	
Employee Benefits	129.6	117.7	
Power, Fuel & Light	25.9	26.6	
Administrative & Other Expenses	203.7	188.1	
<b>TOTAL EXPENDITURE (B)</b>	<b>421.9</b>	<b>392.0</b>	
<b>EBITDA = (A) – (B)</b>	<b>335.5</b>	<b>300.4</b>	 <b>12%</b>
<i>Less: Depreciation &amp; Amortization</i>	30.1	30.3	
<b>EBIT</b>	<b>305.4</b>	<b>270.1</b>	
<i>Less: Finance Costs</i>	3.8	3.2	
<b>PBT</b>	<b>301.6</b>	<b>266.9</b>	
<i>Less: Exceptional Items</i>	(103.1)	59.9	
<i>Less: Tax including Deferred Tax</i>	73.0	48.0	
<b>PAT</b>	<b>331.7</b>	<b>158.8</b>	 <b>109%</b>



# Performance Highlights (Standalone)

INR Crores

Standalone P&L	12 months		
	FY25	FY24	
Revenue from Operations	2,399.9	2,193.5	
Other Income	135.4	123.3	
<b>TOTAL INCOME (A)</b>	<b>2,535.3</b>	<b>2,316.8</b>	 <b>9%</b>
Consumption	226.9	210.1	
Employee Benefits	492.0	444.1	
Power, Fuel & Light	110.5	108.6	
Administrative & Other Expenses	700.9	643.1	
<b>TOTAL EXPENDITURE (B)</b>	<b>1,530.3</b>	<b>1,405.9</b>	
<b>EBITDA = (A) – (B)</b>	<b>1,005.0</b>	<b>910.9</b>	 <b>10%</b>
<i>Less: Depreciation &amp; Amortization</i>	123.8	120.5	
<b>EBIT</b>	<b>881.2</b>	<b>790.4</b>	
<i>Less: Finance Costs</i>	15.6	16.2	
<b>PBT</b>	<b>865.6</b>	<b>774.2</b>	
<i>Less: Exceptional Items</i>	(96.9)	82.2	
<i>Less: Tax including Deferred Tax</i>	211.2	171.1	
<b>PAT</b>	<b>751.3</b>	<b>520.9</b>	 <b>44%</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 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'

## 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:
- 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

# 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
- Three Oberoi Hotels & Resorts featured amongst the Top 15 Resorts in Asia
- Two Oberoi Hotels & Resorts featured amongst the Top 10 Resorts in the Middle East
- The Oberoi Beach Resort, Bali ranked as the Best Resort in Indonesia

## Condé Nast Traveller, US & UK

- The Oberoi Amarvilas, Agra featured on The Gold List, 2025
- The Oberoi Vanyavilas Wildlife Resort, Ranthambhore featured on The Gold List, 2024

## 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)

## 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)





# Expansion Plans

Upcoming Projects



# Hotels Development Pipeline

**21 Properties | 1,473 Keys**

Brand	Name	No. of Keys	Owned/ Managed	Domicile	Expected Year of Opening
Oberoi	The Oberoi Rajgarh	66	Owned	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	Trident Dehradun	130	Managed	India	2028
Oberoi	The Oberoi Rishikesh	80	Managed	India	2029
Trident	Trident Rishikesh	120	Managed	India	2029
Oberoi	The Oberoi Hebbal (#)	120	Owned	India	2029
Trident	Trident Hebbal (#)	250	Owned	India	2029
Oberoi	The Oberoi Gandikota	20	Subsidiary	India	2029

## Total

**'The Oberoi' Hotels | 13**  
**'Trident' Hotels | 5**  
**Luxury Boats and Nile Cruiser | 3**

**Domestic | 12**  
**International | 9**

**Owned\* | 8**  
**Managed | 13**

# 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> March 2025



# Widespread presence across attractive destinations

## 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**
13. The Oberoi Vindhyavilas, Bandavgarh | **21**



**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**



Maidens Hotel, New Delhi | **55**

## International presence



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**

# 497

Keys under The Oberoi Brand  
(international)

# 3,708

Total keys in India





**THANK YOU**