

## **Mahindra Holidays & Resorts India Ltd.**

**Announces its Results for the Quarter Ended 31<sup>st</sup> December 2021**

**Standalone Financial Performance surpasses pre-pandemic levels**

**Highest ever Resort Revenues in India since inception**

**Consolidated Profit Growth – Q3 PBT ~3x and 9 months PBT ~6x YoY**

**Mumbai, 3<sup>rd</sup> February 2022:** Mahindra Holidays & Resorts India Ltd. ('Company'), India's leading leisure hospitality provider reported its Standalone and Consolidated financial results for the quarter ending 31<sup>st</sup> December 2021.

### **Q3 FY22 Operational Highlights -**

- Member additions for the quarter at 3,701 vs 3,291 in Q3 FY21, growth of 12.5% YoY.
- Cumulative member base stands at 2,62,250.
- Resort operational occupancies at 80%.
- 123 rooms added taking total room inventory to 4,356 rooms across 79 resorts.
- Digital and Referral contributes 58% of the member additions.
- 40 resorts certified by Bureau Veritas with highest level of Platinum certification for safety and hygiene standards.

### **Q3 FY22 Financial Highlights -**

#### ***MHRIL Standalone***

- Total Income at Rs. 284.5 Crs, up by 15.7% YoY.
- Highest ever Resort Income at Rs. 70 Crs, an increase of 57.1% YoY and 38.0% QoQ.
- EBITDA at Rs. 85 Crs, up by 2.3% YoY; EBITDA Margin at 29.9%.
- PBT at Rs. 48.7 Crs; PBT Margin at 17.1%.
- PAT at Rs. 36.0 Crs; PAT Margin at 12.6%.
- Cash position at Rs. 1,108 Crs as on Dec'21 vs Rs. 1,041 Crs as on Sep'21. Our cash position improved by Rs. 260 Crs in Dec'21 from Rs. 848 Crs as on Dec'20.



### **MHRIL Consolidated**

- Total Income at Rs. 584.4 Crs, up by 13.5% YoY
- EBITDA at Rs. 112 Crs, up 11.2% YoY. EBITDA Margin at 19.2%.
- PBT at Rs. 20 Crs, up by 187.5% YoY.
- PAT at Rs. 13.4 Crs.

Commenting on the results, **Kavinder Singh, Managing Director and Chief Executive Officer, Mahindra Holidays & Resorts India Ltd.** said, "We have delivered a strong performance this quarter surpassing pre-pandemic levels with high level of resort occupancies and highest ever resort revenues, along with healthy member and room additions, despite Omicron induced uncertainty. Our focus on quality member additions along with creating unique F&B and outdoor experiences at our resorts has helped us deliver consistent growth on key operational and financial metrics."

Commenting on European operations, he added, "Operations at our European subsidiary, Holiday Club Resorts (HCR), were impacted due to restrictions imposed by the Finnish government to curb the rapid spread of the Omicron wave. Restrictions on restaurant timings and waterpark operations impacted the performance of spa resorts and timeshare sales. Despite the restrictions, HCR increased their revenue and reduced their losses on a year-on-year basis."

### **MHRIL Standalone (Under Indian Accounting Standards)**

In Rs. Crs	Q3 FY22	Q3 FY21	YoY Gr	9M FY22	9M FY21	YoY Gr
Total Income	284.5	245.9	15.7%	766.6	654.0	17.2%
- Resort Income	70.0	44.6	57.1%	135.9	51.3	164.7%
EBITDA	85.0	83.0	2.3%	247.0	222.7	10.9%
PBT	48.7	55.0	-11.4%	144.5	137.0	5.5%
PAT	36.0	40.6	-11.4%	106.8	101.1	5.6%

### **Holiday Club Resorts, Oy (Under Finnish GAAP)**

In Euro Mn	Q3 FY22	Q3 FY21	9M FY22	9M FY21
Total Income	33.41	30.56	88.89	75.92
EBITDA	(1.35)	(1.57)	(0.92)	(4.76)
PBT	(2.69)	(3.17)	(5.16)	(9.46)
PAT	(2.17)	(2.54)	(4.21)	(7.50)






**MHRIL Consolidated (Under Indian Accounting Standards)**

In Rs. Crs	Q3 FY22	Q3 FY21	YoY Gr	9M FY22	9M FY21	YoY Gr
Total Income	584.4	515.0	13.5%	1,596.0	1,351.1	18.1%
EBITDA	112.0	100.7	11.2%	352.5	273.5	28.9%
PBT	20.0	7.0	187.5%	78.8	13.3	491.7%
PAT	13.4	(0.7)	-	51.8	(4.3)	-




## About Mahindra Holidays & Resorts India Limited

Mahindra Holidays & Resorts India Limited (MHRIL), India's leading company in the leisure hospitality industry, offers quality family holidays primarily through vacation ownership memberships. While Club Mahindra is the flagship brand with a 25-year membership, the other products offered by the company are – Bliss, Go Zest, Club Mahindra Fundays and Svaastha Spa.

As on December 31, 2021, MHRIL has 79 resorts across India & abroad and its subsidiary, Holiday Club Resorts Oy (HCR), Finland, a leading vacation ownership company in Europe has 33 Timeshare Destinations and 9 Spa Resorts across Finland, Sweden and Spain.

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## About Mahindra

Founded in 1945, the Mahindra Group is one of the largest and most admired multinational federation of companies with 260,000 employees in over 100 countries. It enjoys a leadership position in farm equipment, utility vehicles, information technology and financial services in India and is the world's largest tractor company by volume. It has a strong presence in renewable energy, agriculture, logistics, hospitality and real estate.

The Mahindra Group has a clear focus on leading ESG globally, enabling rural prosperity and enhancing urban living, with a goal to drive positive change in the lives of communities and stakeholders to enable them to Rise.

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