



MAHINDRA HOLIDAYS & RESORTS INDIA LIMITED
ANNOUNCES ITS RESULTS FOR THE QUARTER ENDED 30th Sept, 2017

Q2 FY'18 Financial Highlights - Standalone

- Member Additions at 3705; lower by 14.1% YoY
- Cumulative Member Base at 225,635
- Total Income at Rs. 251.9 crs; lower by 3.6% YoY
- Profit After Tax at Rs. 31.7 crs; lower by 3.5% YoY

H1 FY'18 Financial Highlights - Standalone

- Member Additions at 7710; lower by 2.9% YoY
- Total Income at Rs. 528.7 crs; up by 2.6% YoY
- Profit After Tax at Rs. 64 crs; up by 1.5% YoY

Mumbai, 1st Nov 2017: Mahindra Holidays & Resorts India Limited (MHRIL), India's leading leisure hospitality provider announced its standalone financial results for the second quarter of fiscal 2018 today.

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Mahindra Holidays & Resorts India Limited

Corporate Office: Mahindra Towers, 1st Floor, 'A' Wing, Dr. G.M. Bhosle Marg, P.K. Kurne Chowk, Worli, Mumbai – 400 0018. t: +91 22 3368 4722 f: +91 22 33684721 **Registered Office:** Mahindra Towers, 2nd Floor, 17/18 Patullos Road, Chennai – 600 002. t: +91 44 3988 1000 f: +91 44 3027 7778 e: memberrelations@clubmahindra.com / w: www.clubmahindra.com / CIN: L55101TN1996PLC036595

Financial Performance

On a Standalone basis our Q2 FY'18 performance: Total Income at Rs.251.9 crs as compared to Rs. 261.4 crs last year and profit after tax at Rs. 31.7 crs compared to Rs. 32.8 crs last year.

On a Standalone basis our H1 FY'18 performance: Total Income at Rs.528.7 crs as compared to Rs. 515.4 crs last year, a growth of 2.6% and profit after tax at Rs. 64 crs compared to Rs. 63.1 crs last year, a growth of 1.5%.

The Company's material subsidiary, Holiday Club Resorts Oy, Finland (HCR), in which the Company holds 95.16%, recorded a turnover of Euro 81.1 mn (Rs. 595.1 crs.) for the six months period ended September 30, 2017, as against Euro 71.6 mn (Rs. 536.4 crs) for the same period last year, a constant currency growth of 13.3%.

The profit after tax of HCR (unaudited) that would be consolidated in the results of the Company for this period stands at Euro 2.7 mn, as against a loss of Euro 1.7 mn for the same period last year.

The peak holidaying season for HCR is from the period October to March (the second half of the financial year) and consequently a significant portion of its profits historically accrues to it during that period. HCR's profitability in the first half of this financial year is an outcome of the measures that have been taken to improve performance, post its acquisition by Mahindra Holidays.

Commenting on the results, Kavinder Singh, Managing Director & Chief Executive Officer, Mahindra Holidays & Resorts India Limited said, *"Our focus on creating new and unique member experiences at 53 exotic resorts with improvement in cost efficiencies has helped us increase resort revenues, occupancies and operating margins. We continue to strengthen our customer acquisition processes which has impacted our member additions in the short term."*

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About Mahindra Holidays and Resorts India Limited

Mahindra Holidays & Resorts India Limited (MHRIL), India's leading player in the leisure hospitality industry, offers quality family holidays primarily through vacation ownership memberships. While Club Mahindra is the flagship brand, the other brands offered by the company are – Club Mahindra Fundays and Svaastha Spa.

As on September 30, 2017, MHRIL has ~225K vacation ownership members and operates 53 resorts across India and abroad and its subsidiary, Holiday Club Resorts Oy, Finland, a leading vacation ownership company in Europe has ~ 50K members and 32 resorts across Finland, Sweden and Spain.

Mahindra Holidays has been awarded as 'India's Favourite Resort Chain' by HolidayIQ and has also received the prestigious Golden Peacock Award for Sustainability 2017. Visit us at www.clubmahindra.com

About Mahindra

The Mahindra Group is a USD 19 billion federation of companies that enables people to rise through innovative mobility solutions, driving rural prosperity, enhancing urban living, nurturing new businesses and fostering communities. It has a leadership position in utility vehicles, information technology, financial services and vacation ownership in India and is the world's largest tractor company, by volume. It also enjoys a strong presence in agribusiness, components, commercial vehicles, consulting services, energy, industrial equipment, logistics, real estate, steel, aerospace, defence and two wheelers. Headquartered in India, Mahindra employs over 200,000 people across 100 countries.

Learn more about Mahindra on www.mahindra.com

Our Social Media Channels:

Twitter - <https://twitter.com/MahindraRise>

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For further enquiries, please contact

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