



Mahindra Holidays & Resorts India Limited

Q3 FY16
Investor Presentation
January 22, 2016

Disclaimer

- This note has been prepared exclusively for the benefit and internal use of the recipient and does not carry any right of reproduction or disclosure. Neither this note nor any of its contents maybe used for any other purpose without the prior written consent of Mahindra Holidays & Resorts India Limited.
- In preparing this note, we have relied upon and assumed, without any independent verification, the accuracy and completeness of all information available from public sources or which was otherwise reviewed by us.
- This note contains certain assumptions, which Mahindra Holidays & Resorts India Limited considers reasonable at this time and our views as of this date and are accordingly subject to change. Computations adopted in this note are indicative and are based on current prevailing market prices and general market sentiment. No representation or warranty is given by Mahindra Holidays & Resorts India Limited as to the achievement or reasonableness or completeness of any idea and/or assumptions.
- This note does not purport to contain all the information that the recipient may require. Recipients should not construe any of the contents herein as advice relating to business, financial, legal, taxation, or investment matters and are advised to consult their own business, financial, legal, taxation and other advisors concerning the company.
- This note does not constitute an offer for sale, or an invitation to subscribe for, or purchase equity shares or other assets or securities of the company and the information contained herein shall not form the basis of any contract. It is also not meant to be or to constitute any offer for any transaction.

Quarter 03 FY16 Performance

Q3 FY16 Highlights

- Total income at Rs 241.0 Crores vs. Rs 209.5 Crores in Q3'15
- PAT at Rs 31.2 Crores vs. Rs 23.4 Crores in Q3'15
- Diluted EPS at Rs 3.54 vs. Rs 2.67 in Q3'15
- Added 3,879 members during the quarter



Results

Summary

Key indicators (no.)	Q3 FY 16	Q2 FY 16	Q3 FY 15	YOY	FY15
New Members - added	3,879	4,341	2,928	32%	12,813
Cumulative Members	~194 K	~190 K	~178 K	9%	~183 K

(All figures in Rs. Lakhs)

Key indicators	Q3 FY 16	Q2 FY 16	Q3 FY 15	YOY	FY15
Income	24,100	23,637	20,955	15.0%	80,756
Expenses	19,320	19,296	17,527	10.2%	70,259
PBT	4,780	4,341	3,428	39.4%	10,497
PAT	3,126	2,893	2,347	33.2%	7,902

Income Break-up

(All figures in Rs. Lakhs)

Total Income	Q3 FY 16	Q2 FY 16	Q3 FY 15	% Change	FY15
Income from sale of VO	13,012	13,794	11,957	9%	44,394
ASF	4,258	4,487	3,912	9%	15,561
Resort Income	4,454	3,491	3,547	26%	13,181
Others	2,002	1,518	1,235	62%	6,349
Income from operation	23,726	23,290	20,651	15%	79,485
Non operating income	374	347	304	23%	1,271
Total Income	24,100	23,637	20,955	15%	80,756

Resort Details

Including Indian subsidiaries	Q3 FY 16	Q2 FY 16	Q3 FY 15	% Change	FY15
No of Resorts	45	45	41	10%	45
No of Rooms	2879	2867	2515	14%	2816
Occupancy %	81%	75%	84%	-4%	82%
ARR (in Rs)	4,785	4,100	4,642	3%	4,444

(All figures in Rs. Lakhs)

Resort Income Stand alone	Q3 FY 16	Q2 FY 16	Q3 FY 15	% Change	FY15
Room	816	593	433	88%	1,632
F&B	2,678	2,155	2,321	15%	8,839
Holiday Activity & Others	960	743	793	21%	2,710
Total	4,454	3,491	3,547	26%	13,181

Profit & Loss Statement (Standalone)

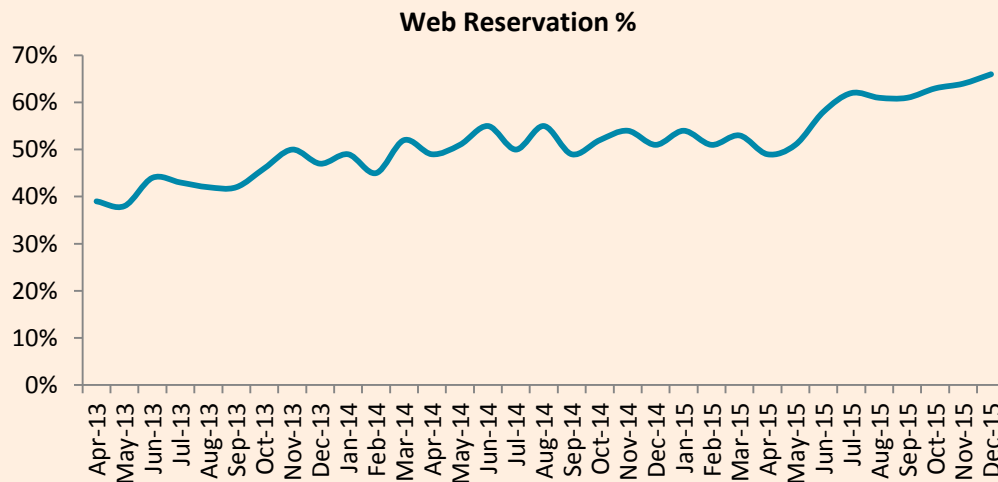
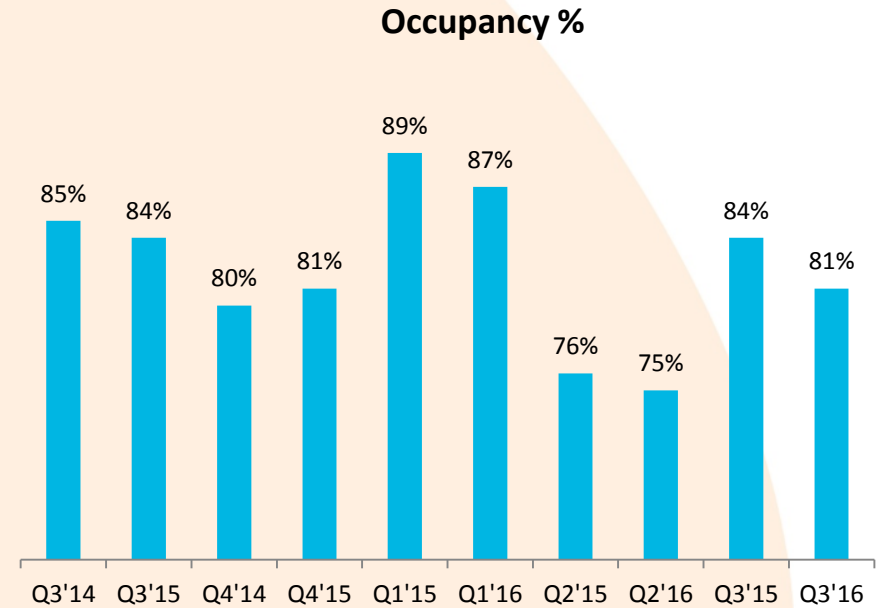
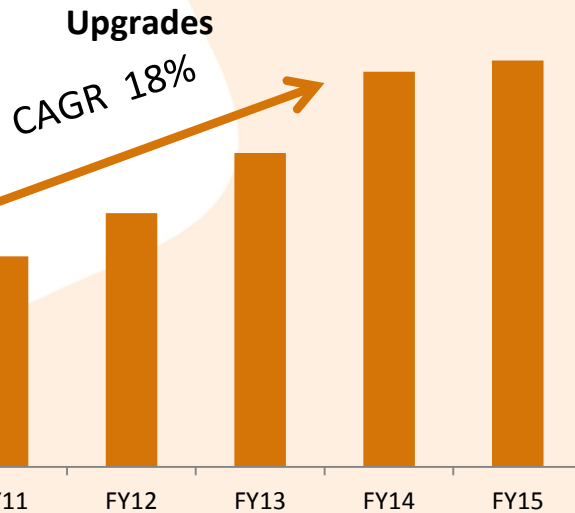
(All figures in Rs. Lakhs)

Particulars	Q3 FY 16	Q2 FY 16	Q3 FY 15	FY15
Income from operations	23,726	23,290	20,651	79,485
Non-operating income	374	347	304	1,271
Total income	24,100	23,637	20,955	80,756
Employee expenses	4,736	4,594	4,241	16,198
Sales & Marketing expenses	5,198	5,230	4,167	17,463
Depreciation	1,637	1,678	1,568	6,541
Rent	2,048	1,914	1,474	5,973
Other expenses	5,701	5,880	6,077	24,084
Total expenditure	19,320	19,296	17,527	70,259
PBT	4,780	4,341	3,428	10,497
PAT	3,126	2,893	2,347	7,902



Customer Delight

Customer delight at every touch point



- ❖ For YTD FY16, 92% of members who demanded a holiday ended up holidaying with us at least once. Besides, regular sample checks reveal that over 70% of them get their first choice of holiday.
- ❖ Web penetration at 66% in Q3 FY16, highest ever!
- ❖ For YTD FY16, a 15% increase was observed in the number of unique members availing a holiday over the previous year.

Thank you

Contact Information

investors@mahindraaholidays.com

www.clubmahindra.com

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
CIN: L55101TN1996PLC036595