



Mahindra Holidays & Resorts India Limited

Q1 FY17
Investor Presentation
July 29, 2016

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Quarter Q1 FY17 Performance

Q1 FY17 Highlights

- Total income at Rs 253.9 Crores vs. Rs 233.6 Crores in Q1'16
- PAT at Rs 30.13 Crores vs. Rs 25.20 Crores in Q1'16
- Added 3,630 members during the quarter
- Cumulative member base at 203K~



Results

Summary

Key indicators (no.)	Q1 FY 17	Q1 FY 16	YOY
New Members - added	3,630	3,087	18%
Cumulative Members	~203 K	~186 K	9%

(All figures in Rs. Lakhs)

Key indicators	Q1 FY 17	Q1 FY 16	YOY
Income	25,394	23,367	8.7%
Expenses	20,712	19,635	5.5%
PBT	4,682	3,732	25.5%
PAT	3,024	2,520	20.0%
Other Comprehensive Income (net of tax)	(11)	-	-
Total Comprehensive Income (after tax)	3,013	2,520	19.6%

Income Break-up

(All figures in Rs. Lakhs)

Total Income	Q1 FY 17	Q1 FY 16	YOY
Income from sale of VO	12,416	13,391	-7%
ASF	5,283	3,763	40%
Resort Income	5,189	4,757	9%
Others	2,079	1,192	74%
Income from operation	24,967	23,103	8%
Non operating income	427	264	62%
Total Income	25,394	23,367	9%

Resort Details

Resort Details	Q1 FY 17	Q1 FY 16	YOY
No of Resorts	46	46	-
No of Rooms	3004	2891	4%
Occupancy %	89%	87%	2%
ARR (in Rs)	4,953	5,051	-2%

(All figures in Rs. Lakhs)

Resort Income	Q1 FY 17	Q1 FY 16	YOY
Room	1,021	717	42%
F&B	3,201	3,092	4%
Holiday Activity & Others	967	948	2%
Total	5,189	4,757	9%

Profit & Loss Statement (Standalone)

(All figures in Rs. Lakhs)

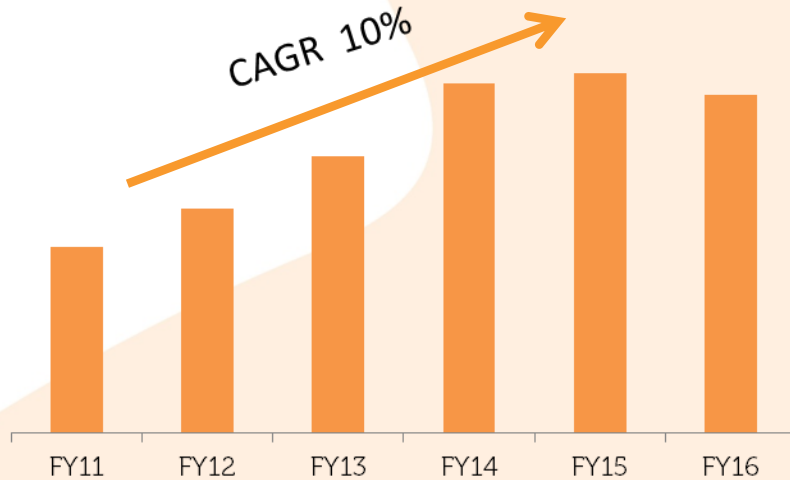
Particulars	Q1 FY 17	Q1 FY 16
Income from operations	24,967	23,103
Non-operating income	427	264
Total income	25,394	23,367
Employee expenses	4,905	4,900
Sales & Marketing expenses	5,760	4,790
Depreciation	1,503	1,832
Rent	1,973	1,900
Other expenses	6,571	6,213
Total expenditure	20,712	19,635
PBT	4,682	3,732
PAT	3,024	2,520
Other Comprehensive Income (net of tax)	(11)	-
Total Comprehensive Income (after tax)	3,013	2,520



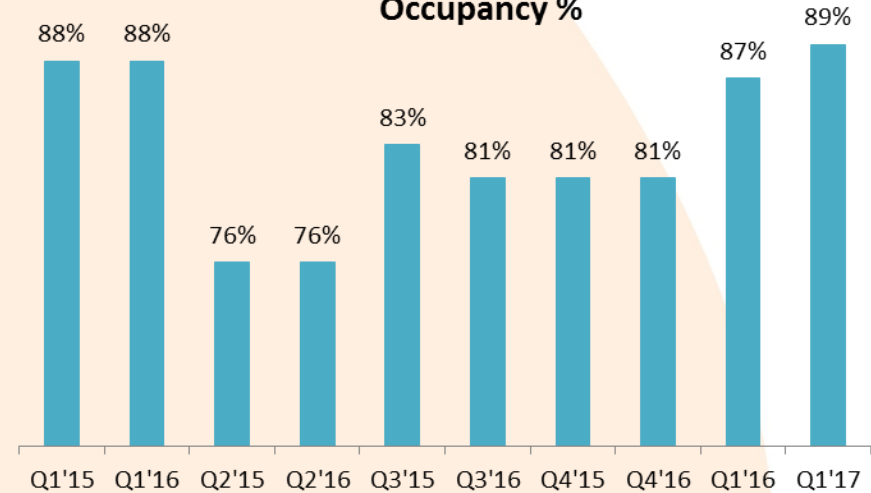
Customer Delight

Customer delight at every touch point

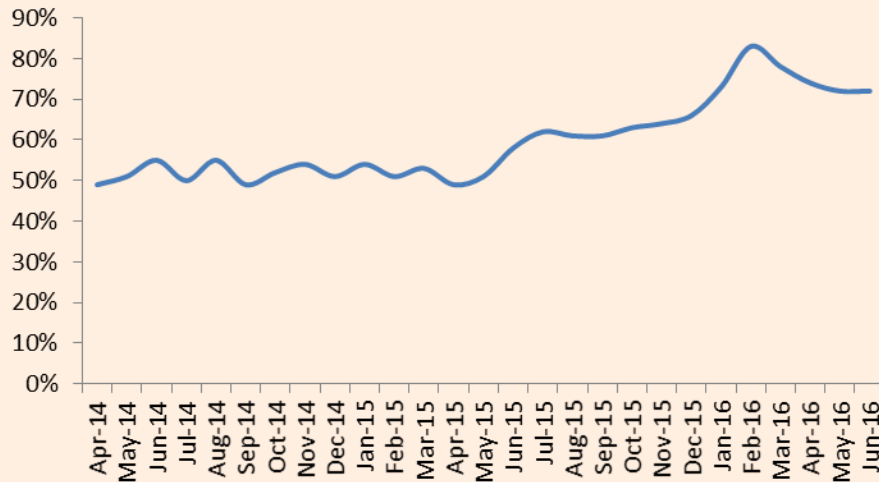
Upgrades



Occupancy %



Web Reservation %



- ❖ Web penetration at 73% in Q1 FY17, highest ever!
- ❖ For Q1 FY17, a 3% increase was observed in the number of unique members availing a holiday over the same period previous year.
- ❖ Steady Customers as Promoters Scores

Thank you

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