



Mahindra Holidays & Resorts India Limited

Q4 FY16
Investor Presentation
May 17, 2016

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Quarter Q4 FY16 Performance

Q4 FY16 Highlights

- Total income at Rs 254.3 Crores vs. Rs 207.2 in Q4'15
- PAT at Rs 32.09 Crores vs. Rs 24.86 Crores (before exceptional items) in Q4'15
- Added 4,878 members during the quarter
- Cumulative member base is at 199K

FY 16 Highlights

- Total income at Rs 962 Crores vs. Rs 807 Crores in FY'15
- PAT at Rs 117 Crores vs. Rs 93 Crores (before exceptional items) in FY'15
- Added 16,185 members during the year



Results

Summary

Key indicators (no.)	Q4 FY 16	Q3 FY 16	Q4 FY 15	YOY	FY16	FY15	YOY
New Members - added	4,878	3,879	4,914	-1%	16,185	12,813	26%
Cumulative Members	~199 K	~194 K	~183 K	9%	~199 K	~183 K	

(All figures in Rs. Lakhs)

Key indicators	Q4 FY 16	Q3 FY 16	Q4 FY 15*	YOY	FY16	FY15*	YOY
Income	25,431	24,100	20,722	22.7%	96,261	80,756	19.2%
Expenses	21,194	19,320	18,278	16.0%	79,052	68,072	16.1%
PBT	4,237	4,780	2,444	73.4%	17,209	12,684	35.7%
PAT	3,209	3,126	2,486	29.1%	11,734	9,346	25.6%

* Before exceptional items

Income Break-up

(All figures in Rs. Lakhs)

Total Income	Q4 FY 16	Q3 FY 16	Q4 FY 15	YOY
Income from sale of VO	13,714	13,012	11,285	22%
ASF	4,790	4,258	4,081	17%
Resort Income	4,933	4,454	3,199	54%
Others	1,962	2,002	1,828	7%
Income from operation	25,399	23,726	20,393	25%
Non operating income	32	374	329	-90%
Total Income	25,431	24,100	20,722	23%

FY16	FY15	YOY
53,911	44,394	21%
17,297	15,561	11%
17,273	13,181	31%
6,672	6,349	5%
95,153	79,485	20%
1,108	1,271	-13%
96,261	80,756	19%

Resort Details

Resort Details	Q4 FY 16	Q3 FY 16	Q4 FY 15	YOY	FY16	FY15	YOY
No of Resorts	45	45	45	0%	45	45	0%
No of Rooms	2879	2879	2816	2%	2879	2816	2%
Occupancy %	81%	81%	81%	0%	81%	82%	-1%
ARR (in Rs)	4,310	4,785	4,682	-8%	4,555	4,444	2%

(All figures in Rs. Lakhs)

Resort Income	Q4 FY 16	Q3 FY 16	Q4 FY 15	YOY	FY16	FY15	YOY
Room	1,010	816	451	124%	3,032	1,632	86%
F&B	3,019	2,678	2,079	45%	10,892	8,839	23%
Holiday Activity & Others	904	960	669	35%	3,349	2,710	24%
Total	4,933	4,454	3,199	54%	17,273	13,181	31%

Profit & Loss Statement (Standalone)

(All figures in Rs. Lakhs)

Particulars	Q4 FY 16	Q3 FY 16	Q4 FY 15 *	FY16	FY15 *
Income from operations	25,399	23,726	20,393	95,153	79,485
Non-operating income	32	374	329	1,108	1,271
Total income	25,431	24,100	20,722	96,261	80,756
Employee expenses	5,099	4,736	4,305	19,154	16,198
Sales & Marketing expenses	5,523	5,198	5,607	20,740	17,463
Depreciation	2,047	1,637	1,757	7,133	6,541
Rent	1,256	2,048	1,655	7,272	5,973
Other expenses	7,269	5,701	4,954	24,753	21,897
Total expenditure	21,194	19,320	18,278	79,052	68,072
PBT	4,237	4,780	2,444	17,209	12,684
PAT	3,209	3,126	2,486	11,734	9,346

* Before exceptional items

Thank you

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