Mahindra Holidays & Resorts India Limited

Q2 FY16
Investor Presentation
October 27, 2015



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Quarter 02 FY16
Aperformance



Q2 FY16 Highlights

- Total income at Rs 236 Crores vs. Rs 201 Crores in Q2'15
- PAT at Rs 28.9 Crores vs. Rs 24.7 Crores in Q2'15
- Diluted EPS at Rs 3.29 vs. Rs 2.81 in Q2'15
- Added 4,341 members during the quarter

Results



Summary

Key indicators (no.)	Q2 FY 16	Q1 FY 16	Q2 FY 15	YOY
New Members - added	4,341	3,087	2,912	49%
Cumulative Members	~190 K	~186 K	~175 K	9%

FY15				
12,813				
~183 K				

Key indicators	Q2 FY 16	Q1 FY 16	Q2 FY 15	YOY
Income	23,637	23,092	20,018	18.1%
Expenses	19,296	19,241	16,277	18.5%
PBT	4,341	3,851	3,741	16.0%
PAT	2,893	2,506	2,472	17.0%

FY15
<mark>8</mark> 0,756
<mark>7</mark> 0,259
10,497
7,902



Income Break-up

Total Income	Q2 FY 16	Q1 FY 16	Q2 FY 15	% Change	FY15
Income from sale of VO	13,794	13,391	10,738	28%	<mark>4</mark> 4,394
ASF	4,487	3,763	4,054	11%	15,561
Resort Income	3,491	4,395	3,010	16%	13 <mark>,</mark> 181
Others	1,518	1,189	2,023	-25%	<mark>6,3</mark> 49
Income from operation	23,290	22,738	19,825	17%	<mark>79,4</mark> 85
Non operating income	347	354	193	80%	1 ,271
Total Income	23,637	23,092	20,018	18%	80,756



Resort Details

Including Indian subsidiaries	Q2 FY 16	Q1 FY 16	Q2 FY 15	% Change	FY15
No of Resorts	45	46	40	13%	45
No of Rooms	2867	2891	2451	17%	2816
Occupancy %	75%	87%	76%	-1%	82%
ARR (in Rs)	4,100	5,051	3,774	9%	<mark>4</mark> ,444

Resort Income Stand alone	Q2 FY 16	Q1 FY 16	Q2 FY 15	% Change	FY15
Room	593	613	379	56%	1,632
F&B	2,155	2,802	1,977	9%	8,839
Holiday Activity & Others	743	980	654	14%	2,710
Total	3,491	4,395	3,010	16%	13,181



Profit & Loss Statement

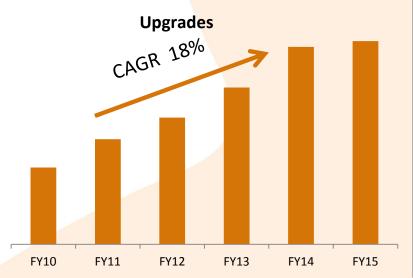
Particulars	Q2 FY 16	Q1 FY 16	Q2 FY 15	FY15
Income from operations	23,290	22,738	19,825	79,485
Non-operating income	347	354	193	1,271
Total income	23,637	23,092	20,018	<mark>80</mark> ,756
Employee expenses	4,594	4,724	3,913	<mark>16</mark> ,198
Sales & Marketing expenses	5,230	4,789	3,538	17 ,463
Depreciation	1,678	1,771	1,726	6 ,541
Other expenses	7,794	7,957	7,100	★ 30,057
Total expenditure	19,296	19,241	16,277	70 ,259
PBT	4,341	3,851	3,741	10,497
PAT	2,893	2,506	2,472	7,902

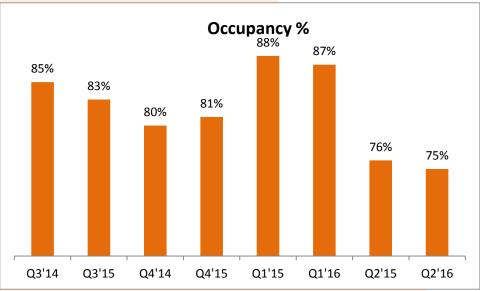
[★] Including exceptional items

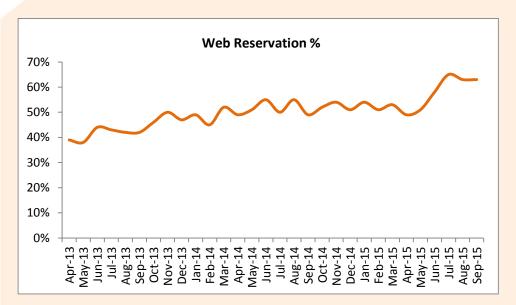
Customer Delichit



Customer delight at every touch point







- ✓ For YTD FY16, 89% of members who demanded a holiday ended up holidaying with us at least once.
- Web penetration at 63% in Q2 FY16, highest ever!
- ✓ For YTD FY16, a 16% increase was observed in the number of unique members availing a holiday over the previous year.

Thank you

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