

EIH Associated Hotels Limited
A MEMBER OF THE OBEROI GROUP

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Telephone: +91-11-2389 0505
Website: www.eihassociatedhotels.in E-mail: isdho@oberoigroup.com

4th March 2025

The National Stock Exchange of India Limited Exchange Plaza, 5 th Floor Plot No.C/1, G Block Bandra Kurla Complex Bandra (East) Mumbai - 400 051 Code: EIHAHOTELS	BSE Limited Corporate Relationship Dept. 1 st Floor, New Trading Ring Rotunda Building Phiroze Jeejeebhoy Towers Dalal Street, Fort, Mumbai-400001 Code: 523127
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SUB: SUBMISSION OF PRESENTATION TO INVESTORS / ANALYSTS

Dear Sir / Madam,

Pursuant to Regulation 30(6) of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 (Listing Regulations), please find enclosed the copy of the presentation to investors/analysts in respect of the Un-audited Financial Results of the Company for the quarter ended 31st December 2024 declared on 10th February 2025.

The above may please be taken on record.

Thank you,

Yours faithfully,

For EIH Associated Hotels Limited

Tejasvi Dixit
Company Secretary

Elh Associated Hotels Limited

Investor Presentation: Q₃FY25



India Hotel Sector

Outlook 2024

- The sector is poised for significant expansion, fueled by ongoing growth in domestic tourism and corporate travel, including the MICE segment
- Key growth drivers:
 - ✓ Inbound Tourism
 - ✓ Wedding Market Grandeur
 - ✓ MICE
 - ✓ Sports Tourism
 - ✓ Luxury Wellness Resorts
 - ✓ Growing Cultural importance of Food and Beverage
 - ✓ Sustained Attraction towards Sustainable Tourism
 - ✓ New Horizons: Emerging Regions and Tourism Segments



The Oberoi Rajvilas, Jaipur voted the 'Best Hotel In The World' at Travel + Leisure World's Best Awards, 2024.

Indian Hotel Market – Q3 FY25

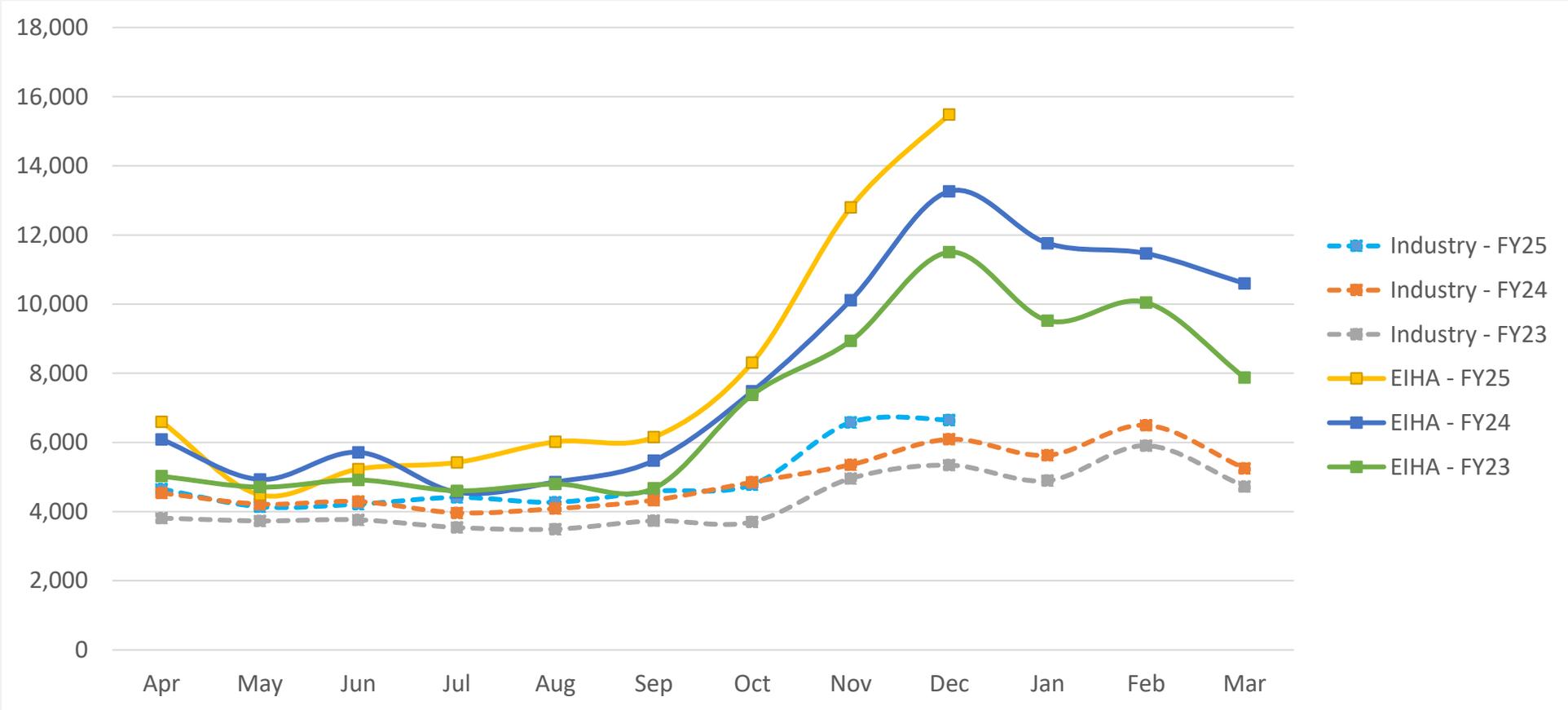
- Domestic air passenger traffic for Q3 FY25
 - grew by nearly 12% as compared to pre-covid
 - grew by nearly 9% on year-on-year basis
- Average Rates (ARR) continued its upward trajectory, with the year-on-year growth rate now starting to stabilize

Q3 FY24-25 Occupancy	Q3 FY24-25 ARR (Rs.)	Q3 FY24-25 RevPAR
65-67% [+2-4% vs. 2023] [-0-2pp vs. 2019]	8,900-9,100 [+9-11% vs.2023] [+46-49% vs. 2019]	5,785-6,097 [+14-16% vs.2023] [+45-47% vs. 2019]

Management Perspective

- It is encouraging to observe a notable year-on-year increase in average rates across all regions.
- The ongoing growth in RevPAR highlights the demand for new hotels in the country.

RevPAR Growth of Oberoi and Trident Hotels consistently higher than industry



Source: HVS Anarock Report January 2025

Operations

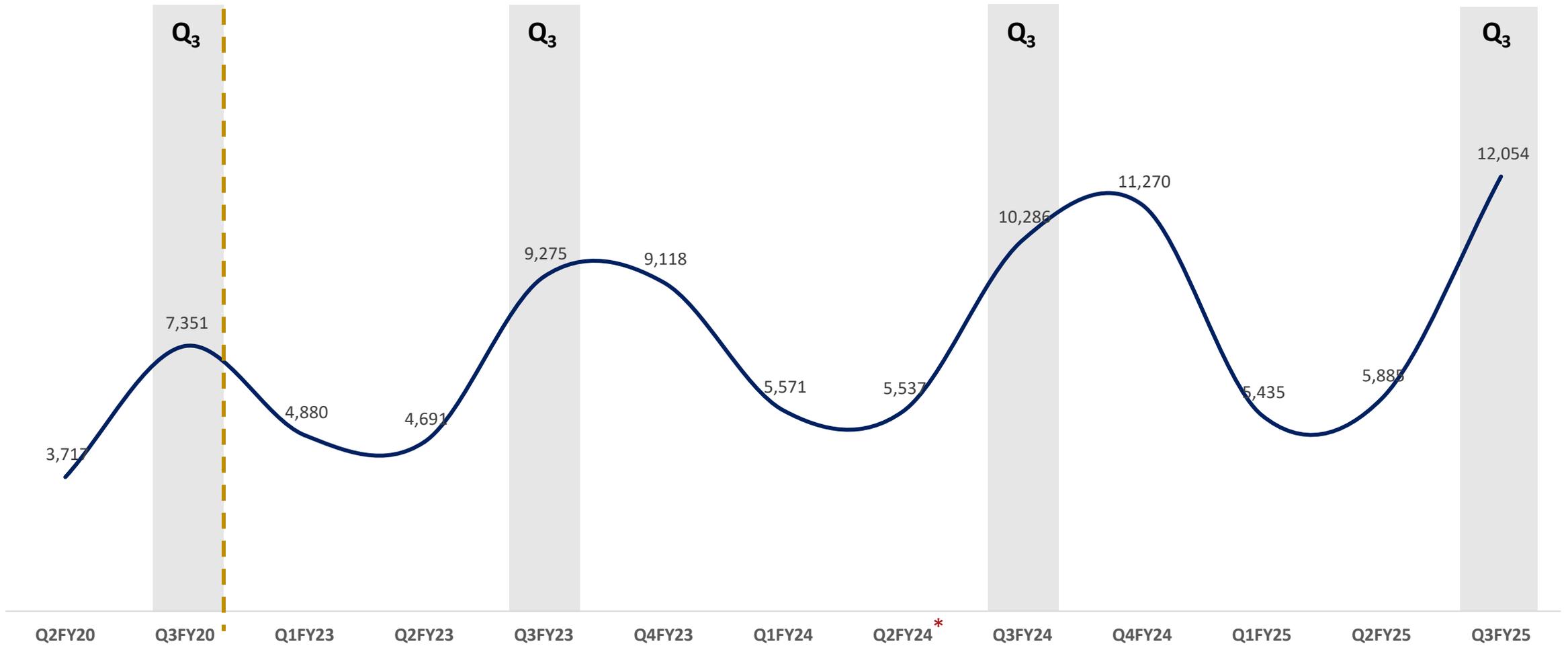
Q₃FY25



Operational Performance

Q-o-Q RevPAR

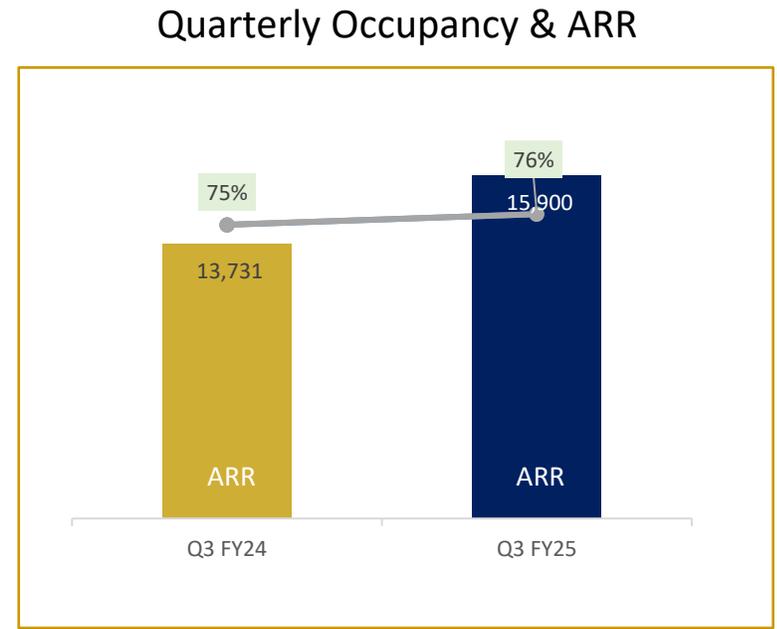
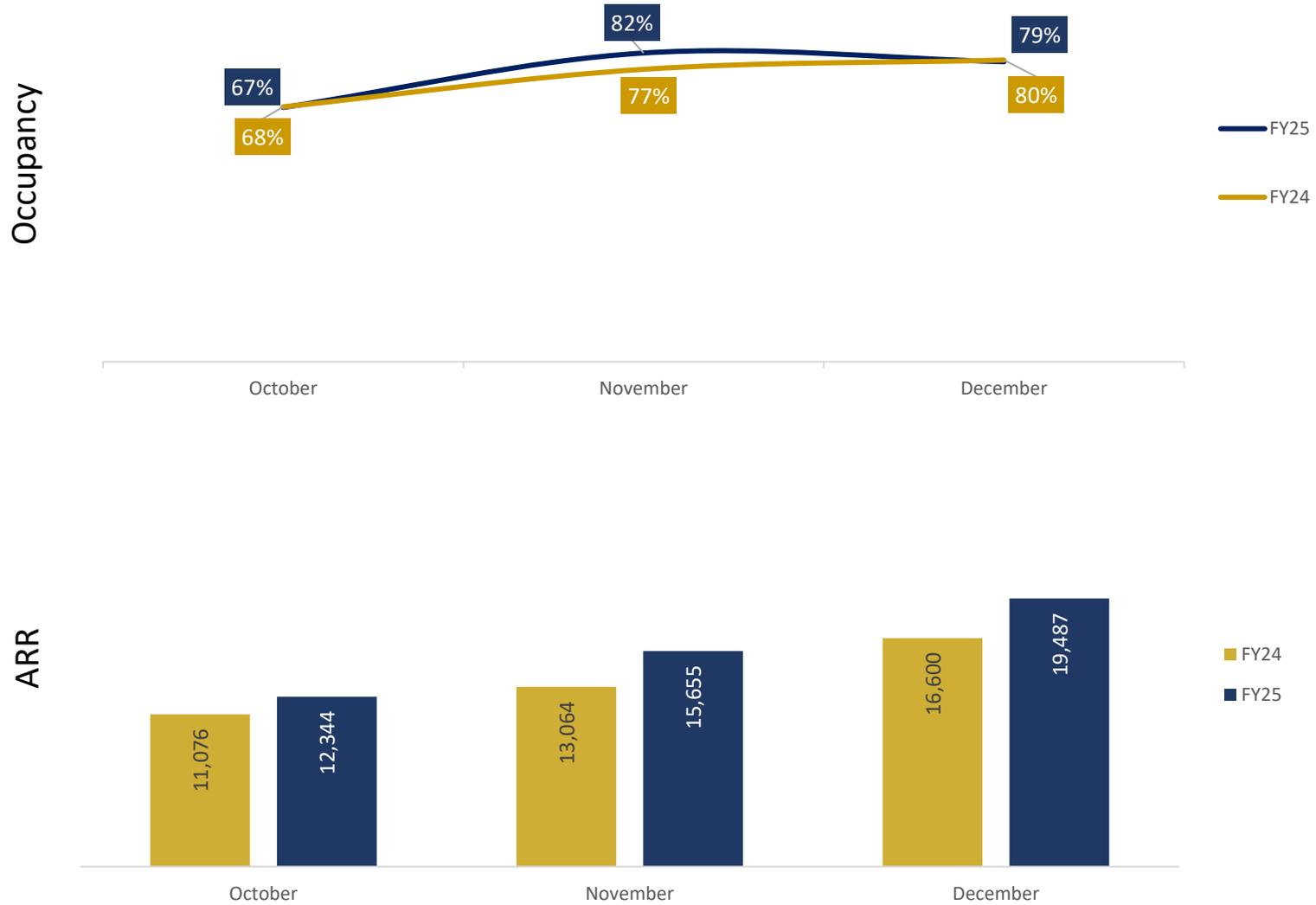
Figures in INR



- Includes Shimla hotel which was severely impacted by negative environment conditions in Q2FY24

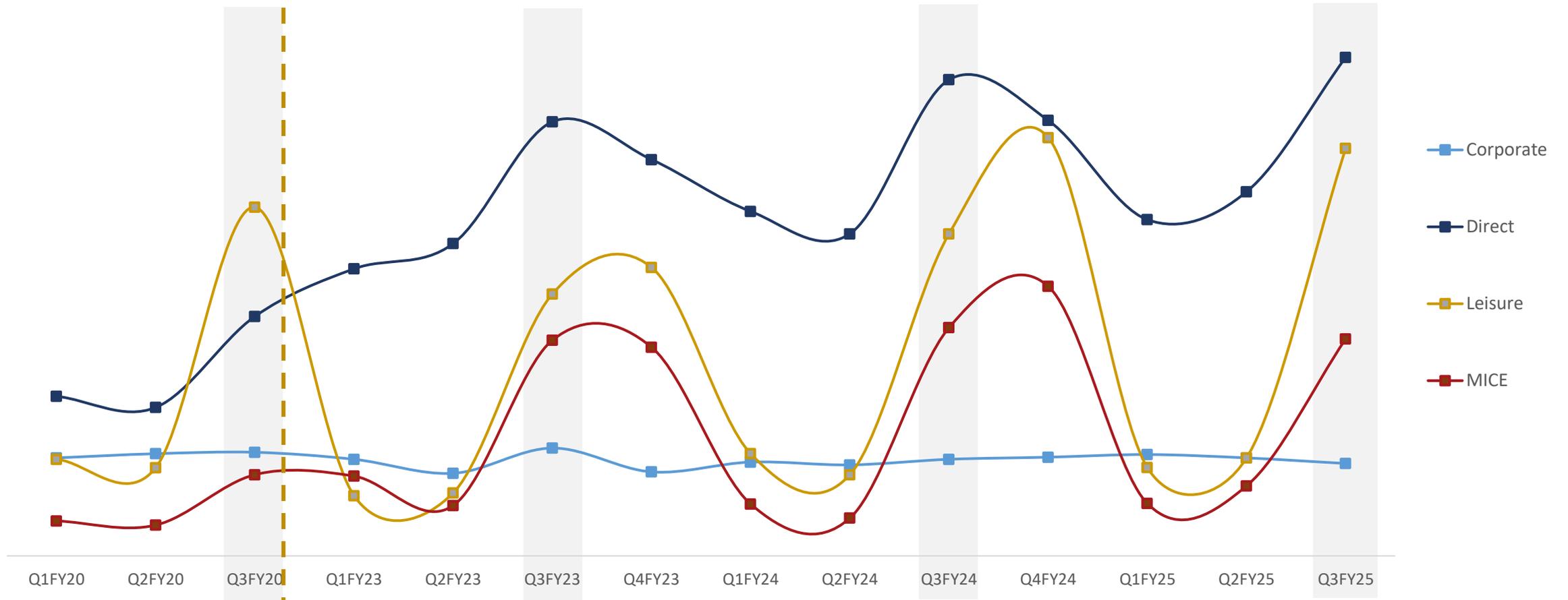
Q4FY20 to Q4FY22 has been excluded considering Covid impacted period

Q₃ ARR/Occupancy trends by month



In Rs

Strong Room Revenue Tailwinds across Segments



Q4FY20 to Q4FY22 has been excluded considering Covid impacted period

Financials

Q₃FY25

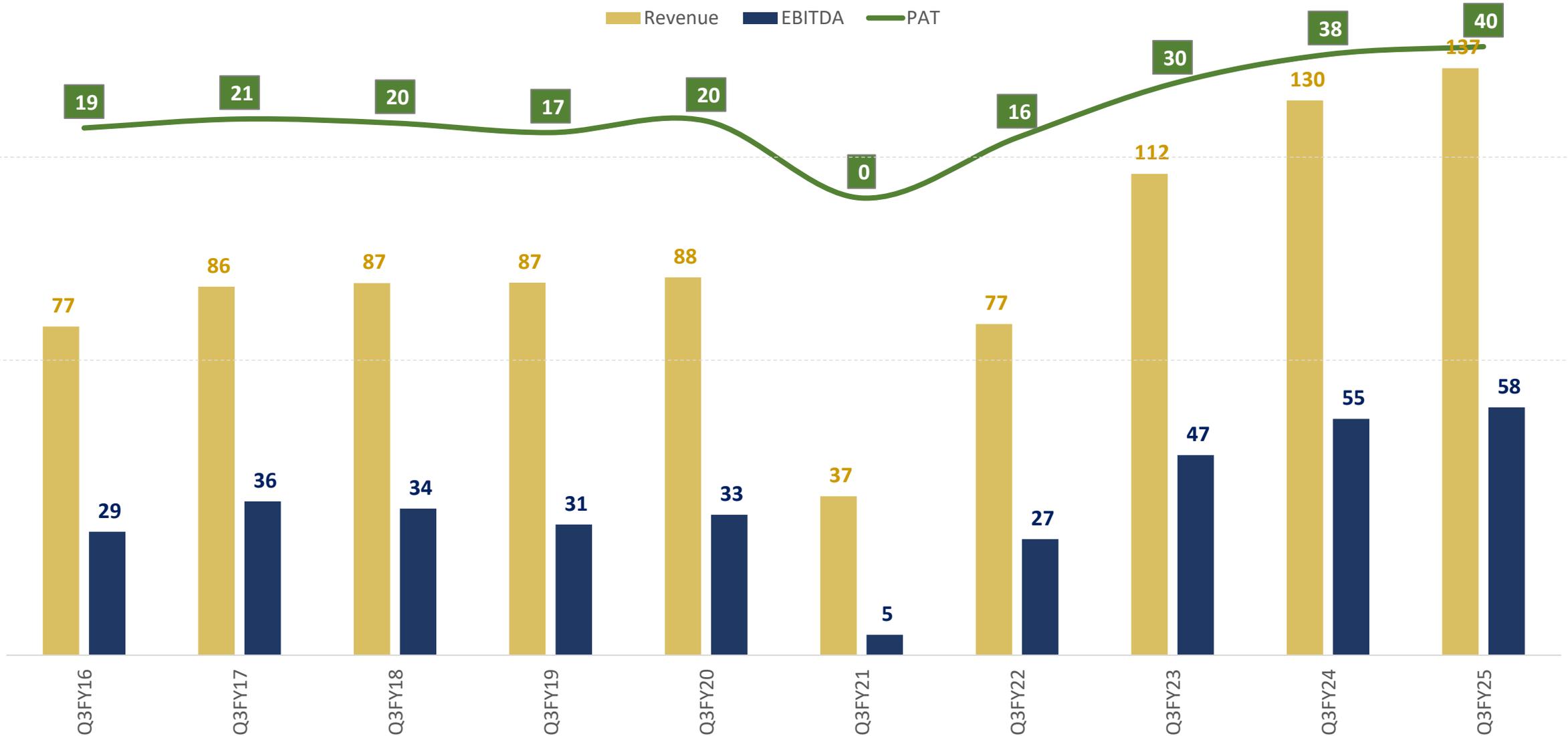
Growth in Financial Performance



Q₃ Performance Snapshot

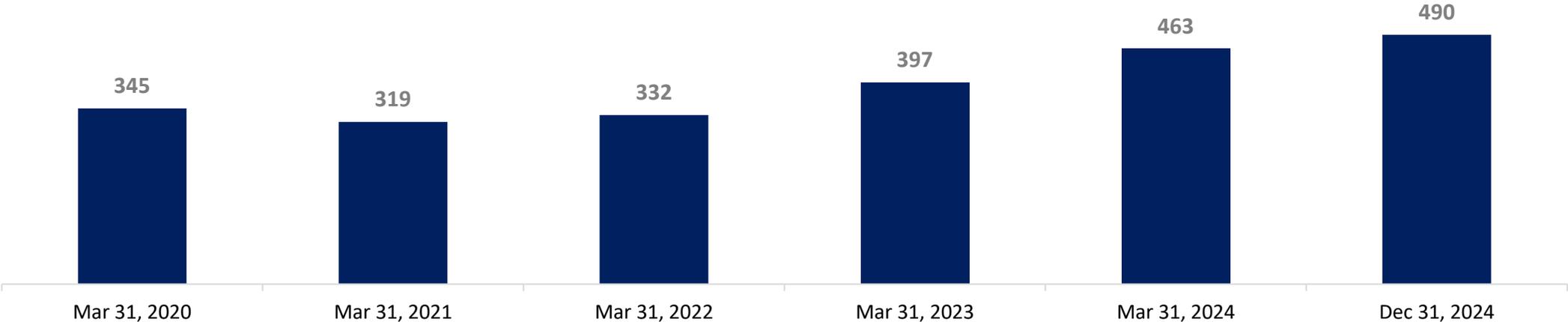
Figures in INR Crores

Revenue EBITDA PAT

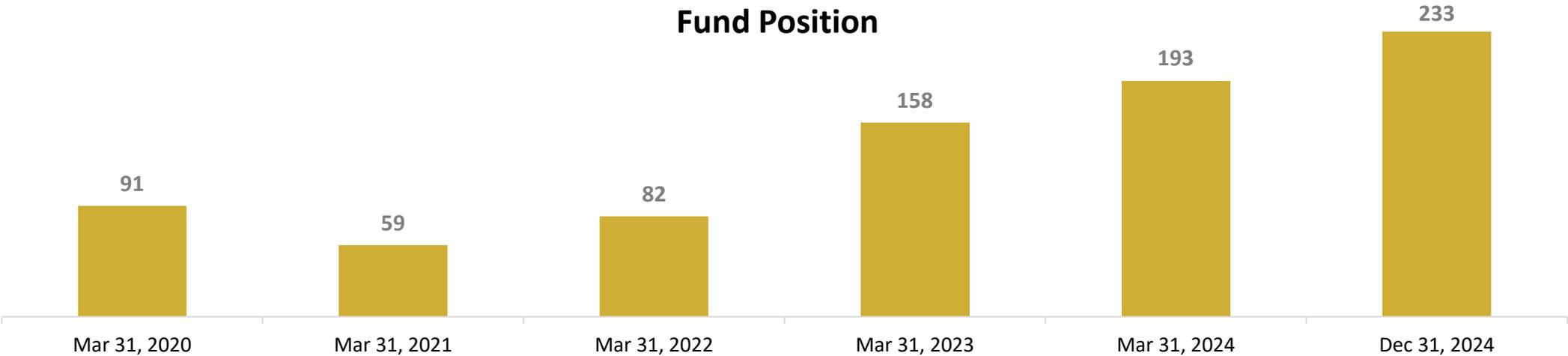


Strong Balance Sheet

Increasing Net Worth



Fund Position



Figures in INR Crores



Financial Statements

Q₃FY25

Performance Highlights

STATEMENT OF PROFIT & LOSS ACCOUNT	QTR 3		
Figures in Rs Crores rounded to first decimal	FY25	FY24	
Revenue from Operations	133.0	126.7	
Other Income	4.1	2.9	
TOTAL INCOME (A)	137.1	129.6	 5.8%
Consumption	8.9	8.9	
Employee Benefits (excluding third party cost)	18.2	16.8	
Power, Fuel & Light	6.2	6.7	
Administrative & Other Expenses	45.9	42.1	
TOTAL EXPENDITURE (B)	79.2	74.5	
EBITDA = (A) – (B)	57.9	55.1	 5.1%
<i>Less: Depreciation & Amortization</i>	4.3	4.2	
EBIT	53.6	50.9	
<i>Less: Finance Costs</i>	0.1	0.1	
PBT	53.5	50.8	
<i>Less: Exceptional Items</i>	0.0	0.0	
<i>Less: Tax including Deferred Tax</i>	13.6	12.9	
PAT	39.9	37.9	 5.3%

Business Footprint

Period ended 31st December 2024





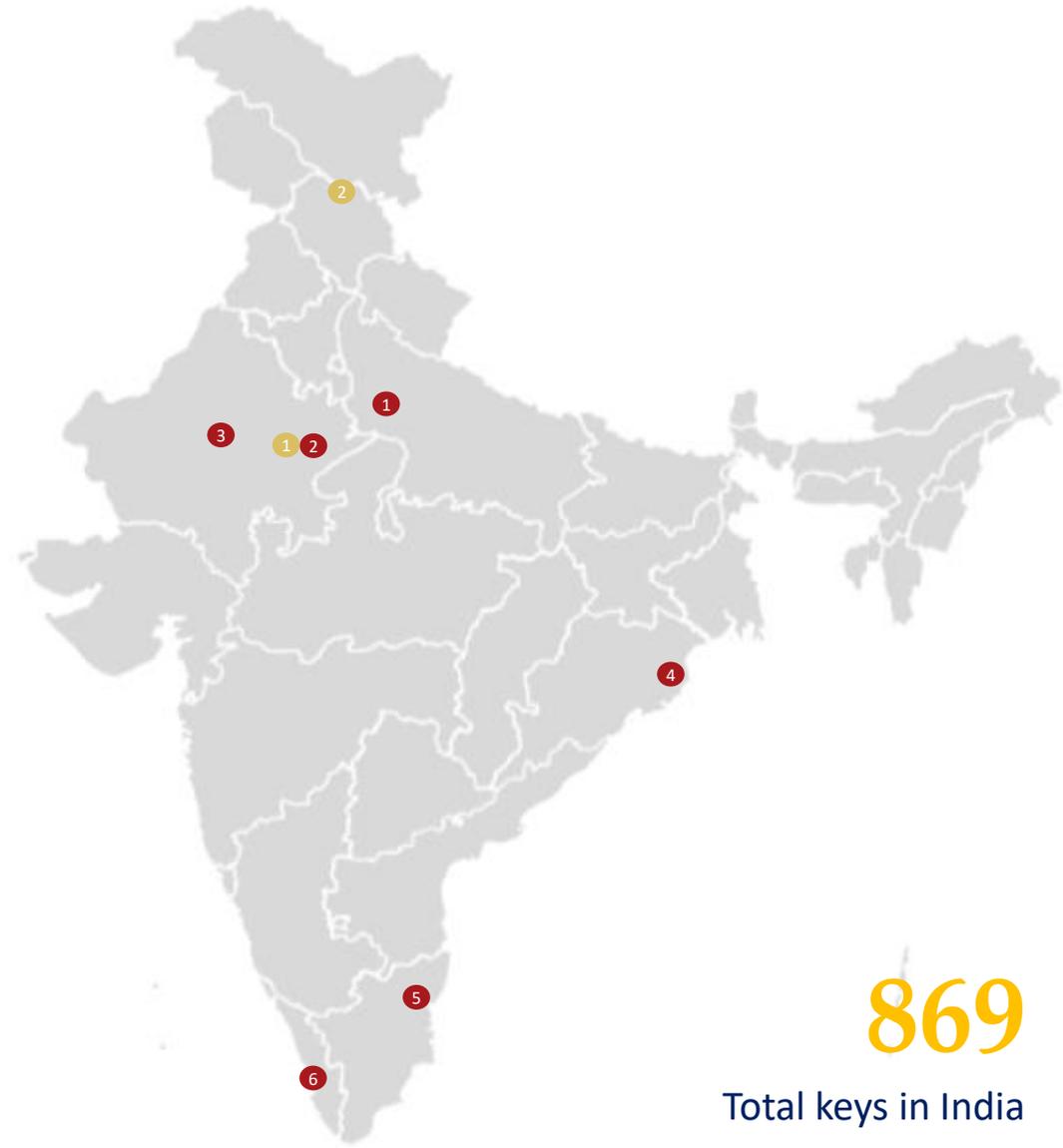
National presence



- 1. The Oberoi Rajvilas, Jaipur | **71**
- 2. The Oberoi Cecil, Shimla | **75**



- 1. Trident, Agra | **135**
 - 2. Trident, Jaipur | **132**
 - 3. Trident, Udaipur | **142**
 - 4. Trident, Bhubaneshwar | **62**
 - 5. Trident, Chennai | **167**
 - 6. Trident, Cochin | **85**
- (Leased to Fern Hotels effective 1st November 2024)



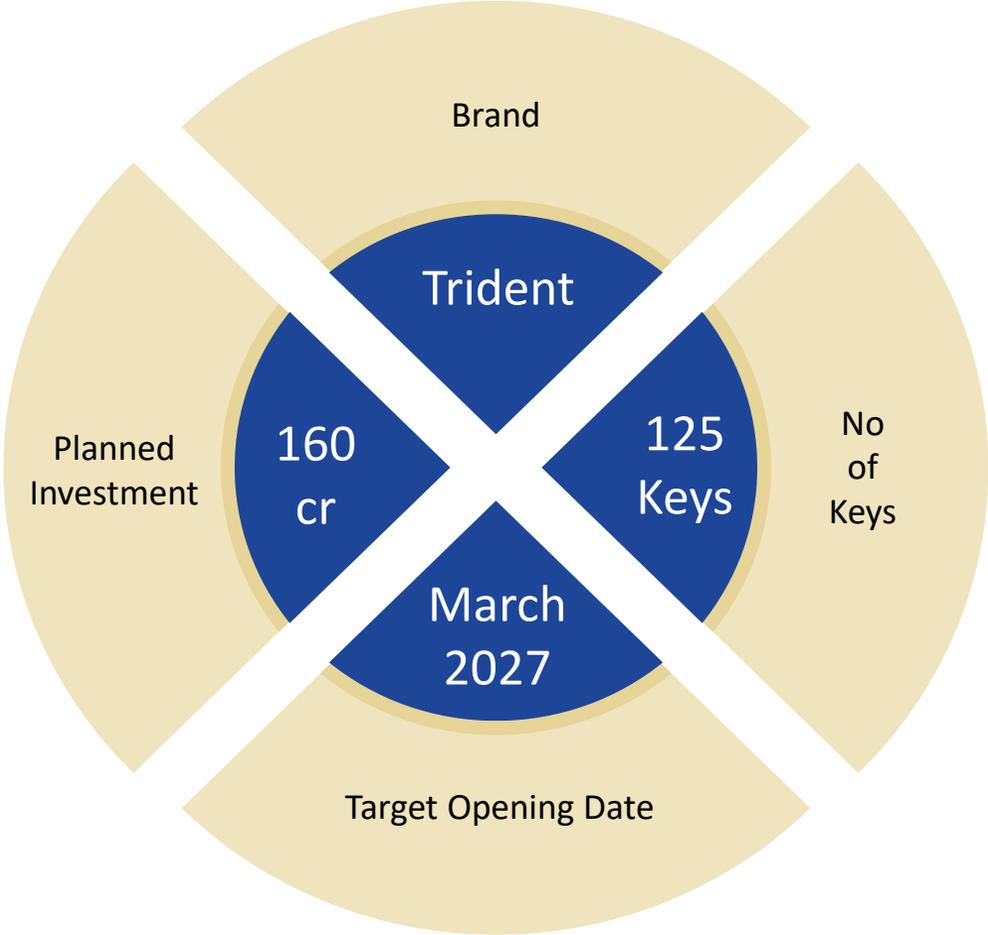
869

Total keys in India

● ROOMS

Upcoming Project

Trident Visakhapatnam





THANK YOU