



July 29, 2016

MHRIL/SE/ 2016-17/

Listing Compliance
National Stock Exchange of India Limited
Exchange Plaza, Plot No. C/1, G Block
Bandra-Kurla Complex
Bandra (E), Mumbai - 400 051
Scrip Code: MHRIL

Department of Corporate Services
BSE Limited
Floor 25, PJ Towers,
Dalal Street
Mumbai - 400 001
Scrip Code: 533088

Dear Sir,

Sub: Presentation on the Financial Results for the First Quarter ended June 30, 2016

Pursuant to Regulation 30 of the Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015 ("SEBI Listing Regulations"), please find enclosed a presentation on the Financial Results of the Company for the First Quarter ended June 30, 2016 to be made to the Investors / Analysts.

The aforesaid presentation is also being hosted on the website of the Company, www.clubmahindra.com in accordance with the Regulation 46 of the SEBI Listing Regulations.

Kindly take the same on record.

Thanking you,

Yours faithfully,

For **Mahindra Holidays & Resorts India Limited**


Dinesh Shetty
General Counsel & Company Secretary



Encl: as above

Mahindra Holidays & Resorts India Limited

Registered & Corporate Office: Mahindra Towers, 2nd floor, 17/18, Patullas Road, Chennai - 600 002. t: +91 44 3988 1000 f: +91 44 3027 7778
e: memberrelations@clubmahindra.com w: www.clubmahindra.com CIN: L55101TN1996PLC036595



Mahindra Holidays &
Resorts India Limited

Q1 FY17
Investor Presentation
July 29, 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 may be 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 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)

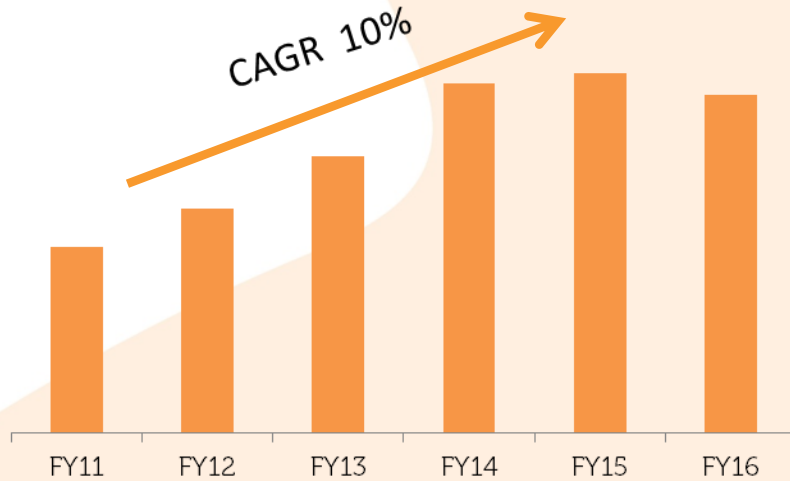
Particulars	Q1 FY 17	Q1 FY 16
Income from operations	24,967	23,103
Non-operating income	427	264
Total income	25,394	23,367
Employee expenses	4,905	4,900
Sales & Marketing expenses	5,760	4,790
Depreciation	1,503	1,832
Rent	1,973	1,900
Other expenses	6,571	6,213
Total expenditure	20,712	19,635
PBT	4,682	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

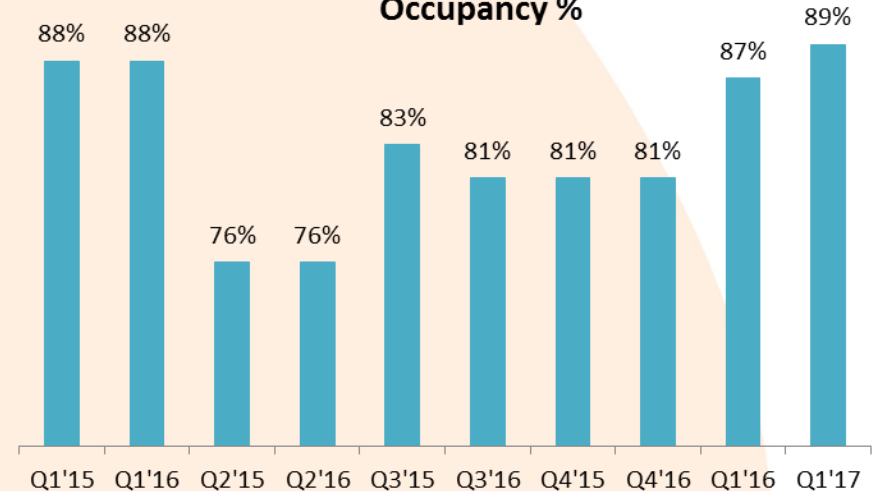


Customer delight at every touch point

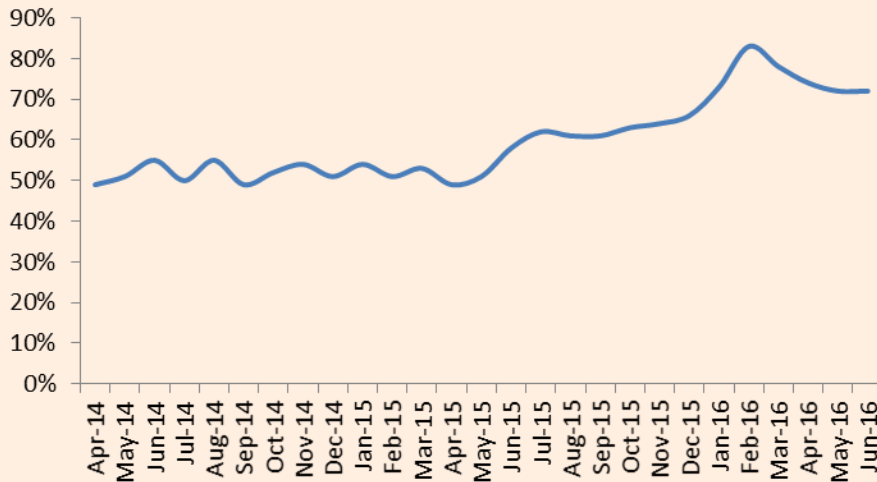
Upgrades



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

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