

**SAMHI Hotels Ltd.**

CIN:  
L55101DL2010PLC211816  
Regd. Office: Caspia Hotels  
Delhi, District Centre Crossing,  
Opp. Galaxy Toyota Outer Ring  
Road, Outer Ring Rd., Haider  
Pur, Shalimar Bagh, Delhi-  
110088.

February 02, 2024

**BSE Limited**  
**Corporate Relationship Department**  
Phiroze Jeejeebhoy Towers  
Dalal Street, Mumbai 400 001  
Maharashtra, India  
**Scrip Code: 543984**

**National Stock Exchange of India**  
**Limited**  
Exchange Plaza, C-1, Block G  
Bandra Kurla Complex,  
Bandra (East)  
Mumbai – 400 051  
**Scrip Code: SAMHI**

**Sub: Investor Presentation for Quarter 3 – FY 24**

Dear Sir / Madam,

Please find attached herewith Investor Presentation on the performance of the Company for the Quarter 3 – FY 24.

This information is also being uploaded on the website of the Company i.e. <https://www.samhi.co.in/>

You are hereby requested to take the above information on record.

Thanking You.

Yours faithfully,

For **SAMHI Hotels Limited**

**Sanjay Jain**  
**Senior Director- Corporate Affairs,**  
**Company Secretary and Compliance Officer**



Renaissance Ahmedabad Lobby



# SAMHI Hotels Ltd

Investor Presentation – Q3FY24

# Q3 FY24 Highlights

RevPAR<sup>1</sup>

₹4,248  
+ 20.3% YoY

Total Income

₹2,733mn  
+ 39.5% YoY

Consol. EBITDA (pre- ESOP)

₹1,019mn  
+51.4% YoY

PBT (before exceptional itmes)

₹(60)mn

Strategic milestone of ₹1,000mn  
Consolidated EBITDA (pre-ESOP) achieved

20.3% YoY growth in RevPAR

Same store growth & positive impact of  
ACIC acquisition led to strong growth in  
income and EBITDA

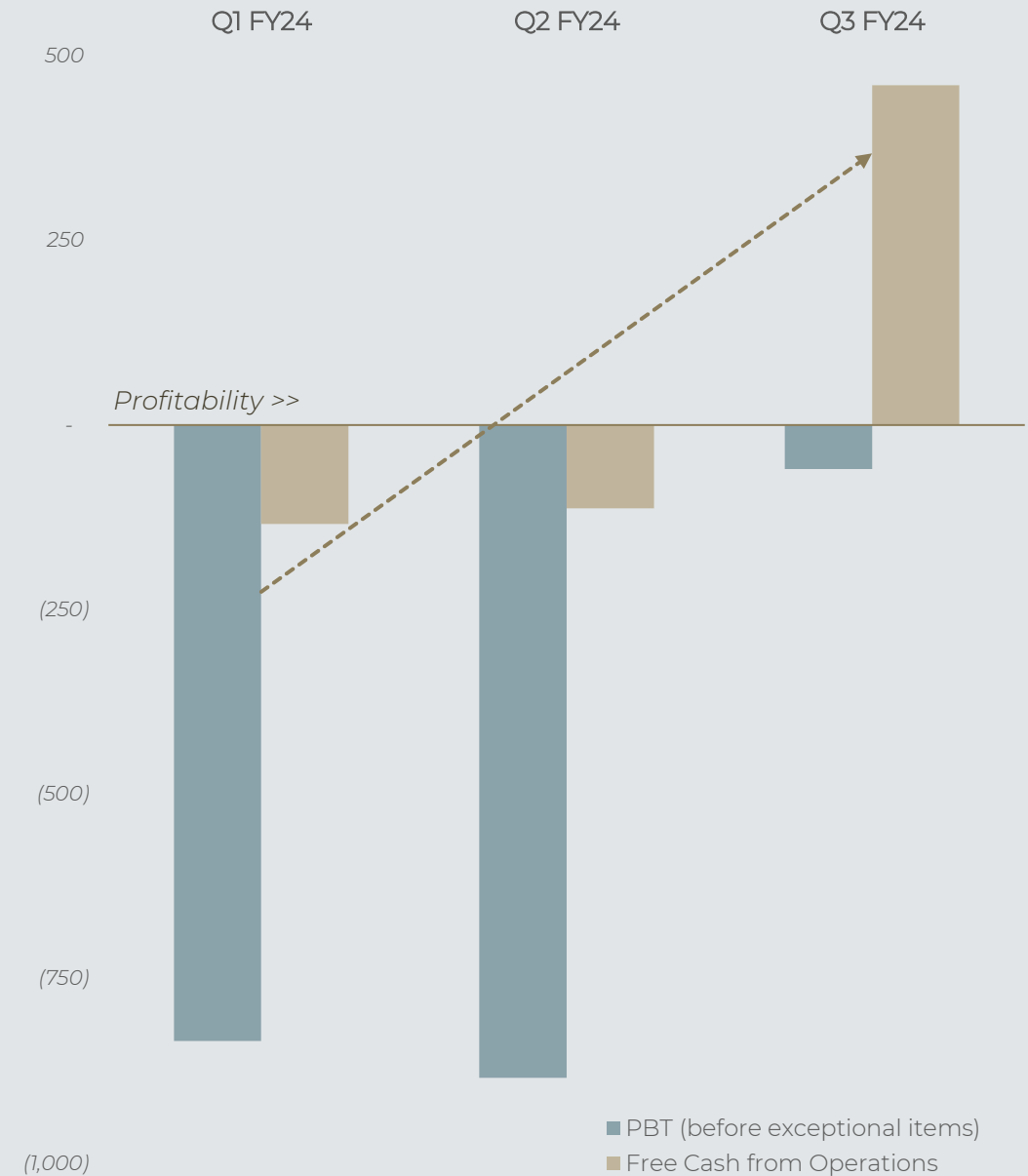
Full integration of ACIC, on-going growth  
pipeline and continued strong  
performance sets path for a robust FY2025

1. Based on Same-store i.e. excludes ACIC Portfolio acquired in Aug'23 and 2 sold assets in Feb'23  
One of our operator has changed the basis of revenue allocation between room and F&B, to calculate RevPAR  
growth we have accounted the same in previous periods to provide like-to-like comparable

# Rapid transformation

|  | Pre-IPO<br>Q2-FY24 | Post IPO<br>Q3-FY24 |
|--|--------------------|---------------------|
| EBITDA                                       | 739                | 1,019 ▲             |
| ESOP / one time                              | (198)              | (115)               |
| Finance cost                                 | (1,146)            | (651) ▼             |
| Depreciation                                 | (279)              | (312) ■             |
| <b>PBT (before exceptional items)</b>        | <b>(885)</b>       | <b>(60)</b> ▲       |
| <b>Free Cash from Operations<sup>1</sup></b> | <b>(113)</b>       | <b>+460</b> ▲       |

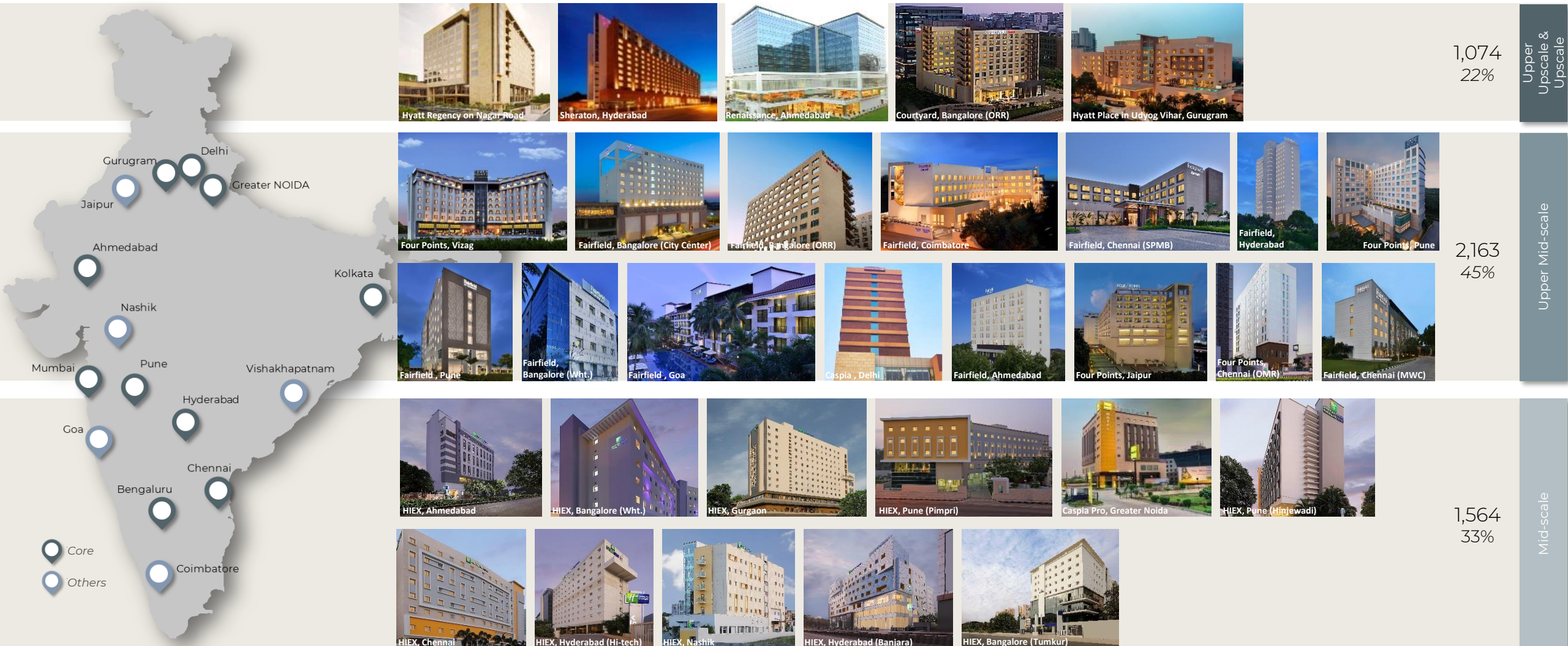
●●● 1- Free Cash from Operations = PBT + Depreciation + ESOP ± INDAS adjustments





# : 31 Hotels, 4,801 rooms, 13 cities & 8 brands

#Rooms / %





Fairfield Hyderabad All Day Dining

SAMHI Hotels Ltd.

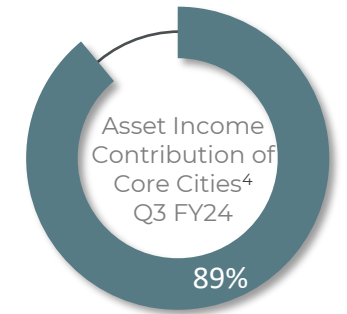
# Macro Dynamics



# Robust commercial activity across key markets



|              | Office market size <sup>1</sup> (mn sq. ft.) |            | CY23 Net Absorption <sup>2</sup> | Inventory | Occupancy        |
|--------------|--|------------|----------------------------------|-----------|------------------|
|              | ■ Current                                    | ■ Upcoming |                                  | Operating | 9M FY24          |
|              | <b>Total of ~40 mn sft</b>                   |            |                                  |           |                  |
| Bangalore    | 195  | 37         | 12.0                             | 864       | 69%              |
| Mumbai       | 148  | 25         | 4.5                              |           | NA               |
| Delhi NCR    | 143  | 30         | 5.4                              | 660       | 80% <sup>3</sup> |
| Hyderabad    | 109  | 47         | 7.5                              | 824       | 78%              |
| Pune         | 76   | 24         | 5.6                              | 873       | 76%              |
| Chennai      | 70   | 16         | 3.5                              | 554       | 72%              |
| Kolkata      | 28   | 4          | 1.3                              |           | NA               |
| Other Cities |  |            |                                  | 1,026     | 72%              |



Our four Key Markets (Bangalore, Delhi NCR, Hyderabad, Pune) benefit from over 30mn sq. ft. (over 70% of total) of net office space absorption in India

Note: All figures are based on Proforma Same-store i.e. includes ACIC Portfolio acquired in Aug'23 and excludes 2 sold assets in Feb'23

1. Source: JLL Report as of March 31, 2023

2. Source: Cushman and Wakefield office report

3. Excluding the two assets under renovation : Caspia Pro, Greater Noida and Caspia, Delhi

4. Core Cities include Ahmedabad

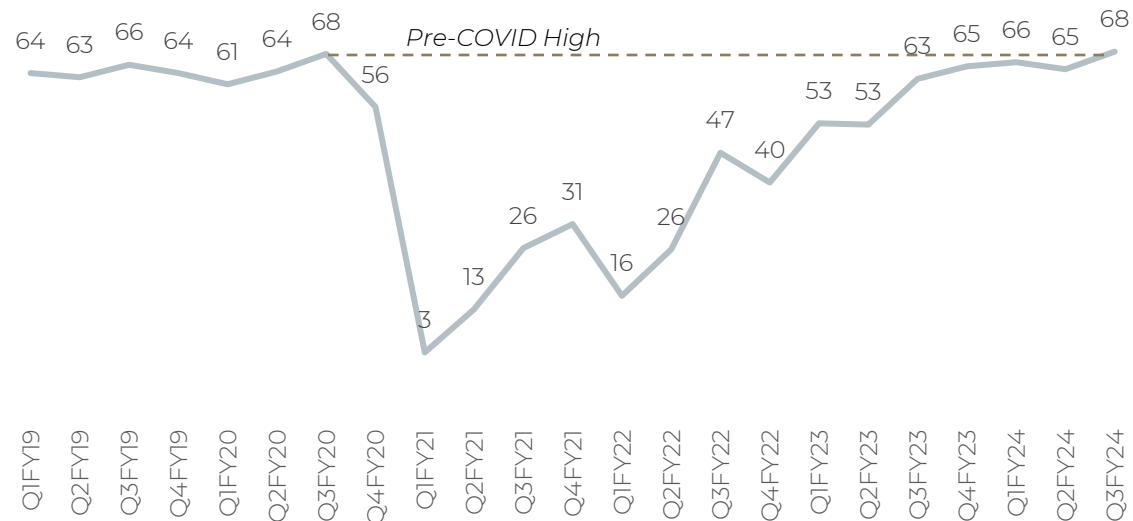


# Travel is recovering fast

~270 million passengers in CY23<sup>1</sup>

More than **1,000 aircrafts** have been ordered by Indian airlines<sup>2</sup>

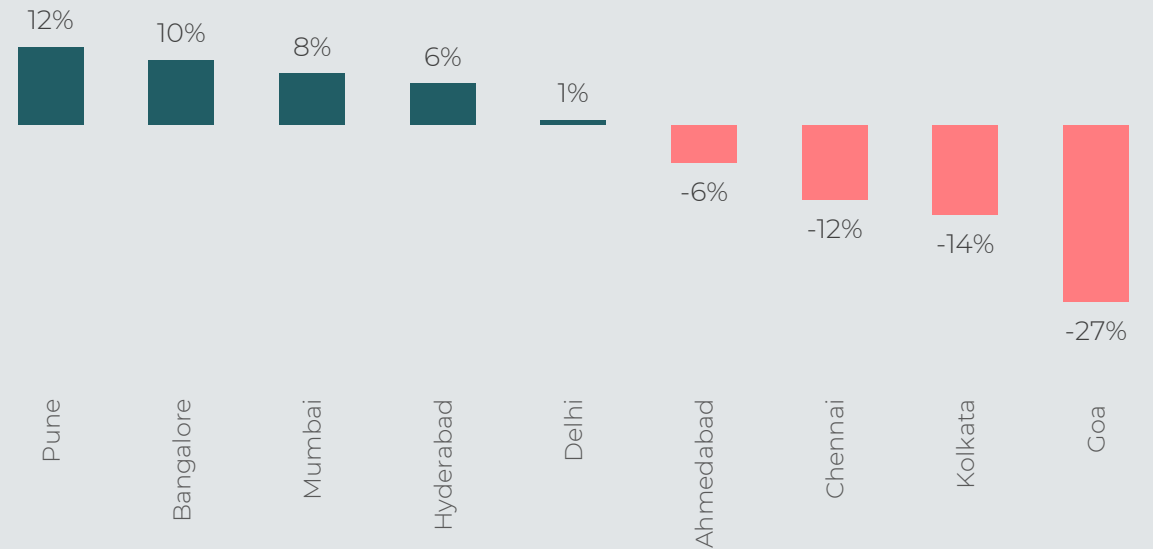
QoQ airline passenger growth (in mn)<sup>1</sup>



1 - Source: Director General of Civil Aviation  
2 - Source: Company Research

- Total airline traffic during Q3 FY24 has recovered to same levels as pre COVID (FY20); material headroom for growth
- Core office markets driving airline passenger growth; Bangalore, Pune and Hyderabad materially higher than pre COVID
- High potential in other markets as they grow above FY20 volumes in near future

Q3FY24 change over Q3FY20





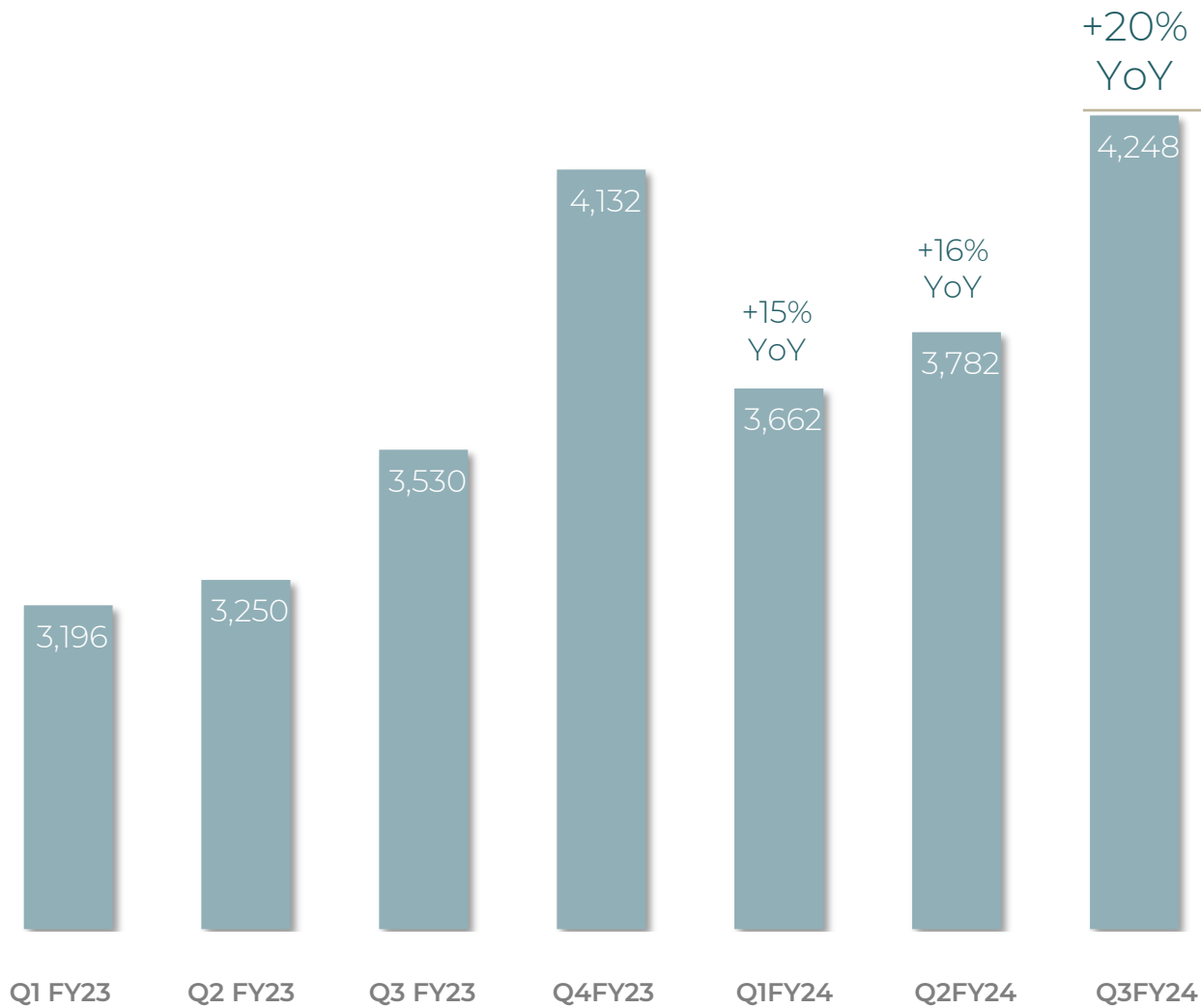


Fairfield Sriperumbadur All Day Dining

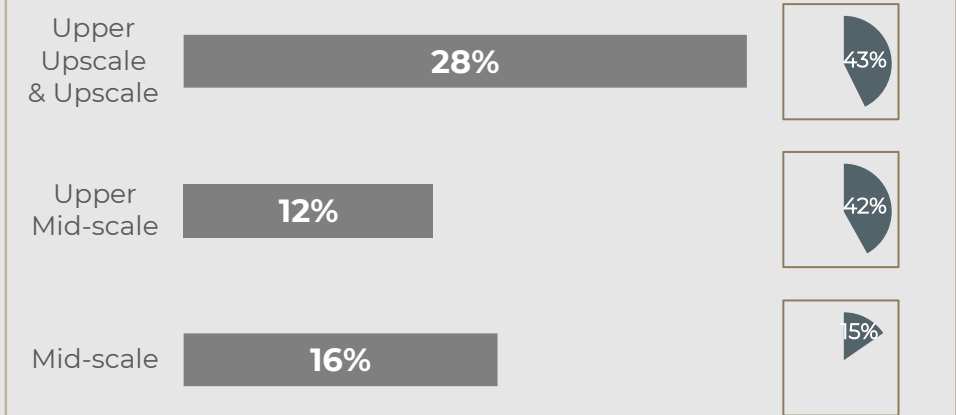
SAMHI Hotels Ltd.

# Performance Summary

# RevPARs continue upward trend



## Segment wise RevPAR growth (for Q3 FY24 YoY)

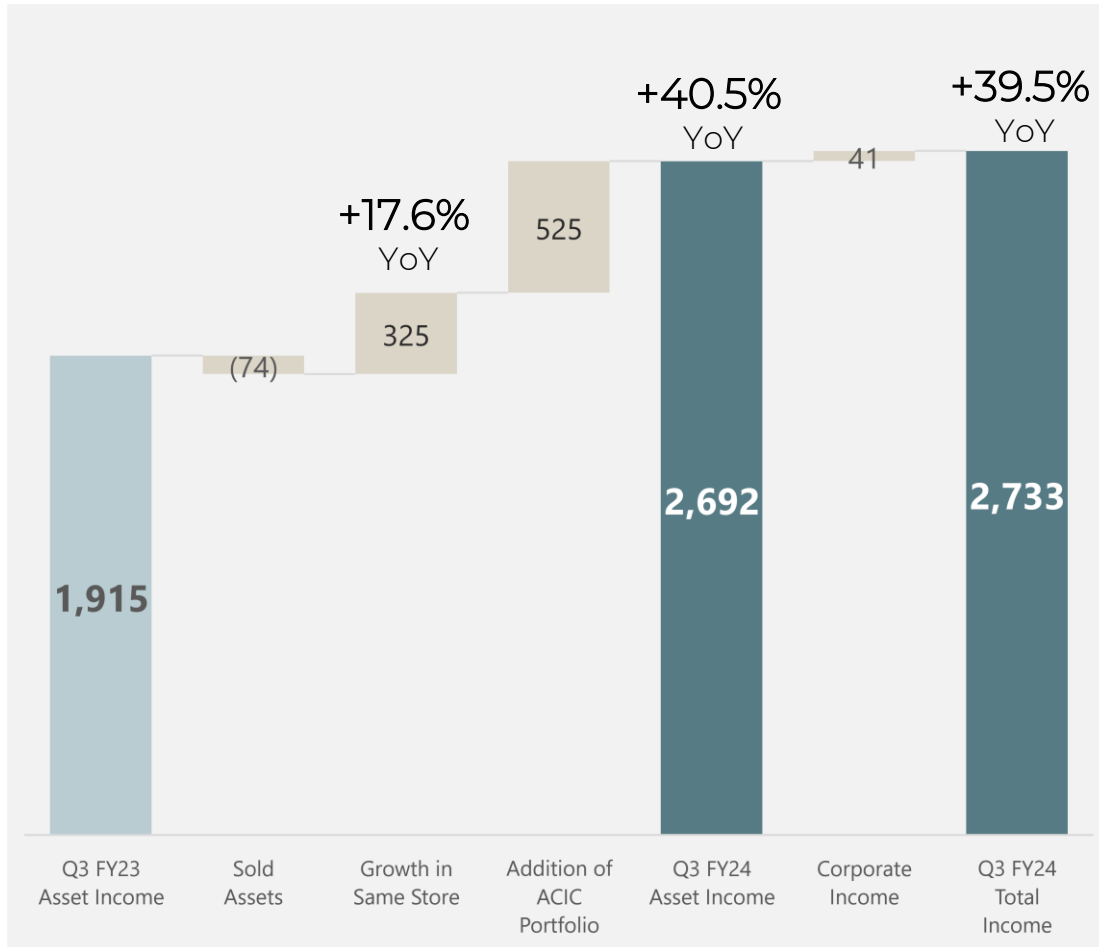


RevPARs are expected to maintain upward trend driven by continued office space absorption and growth in air passengers

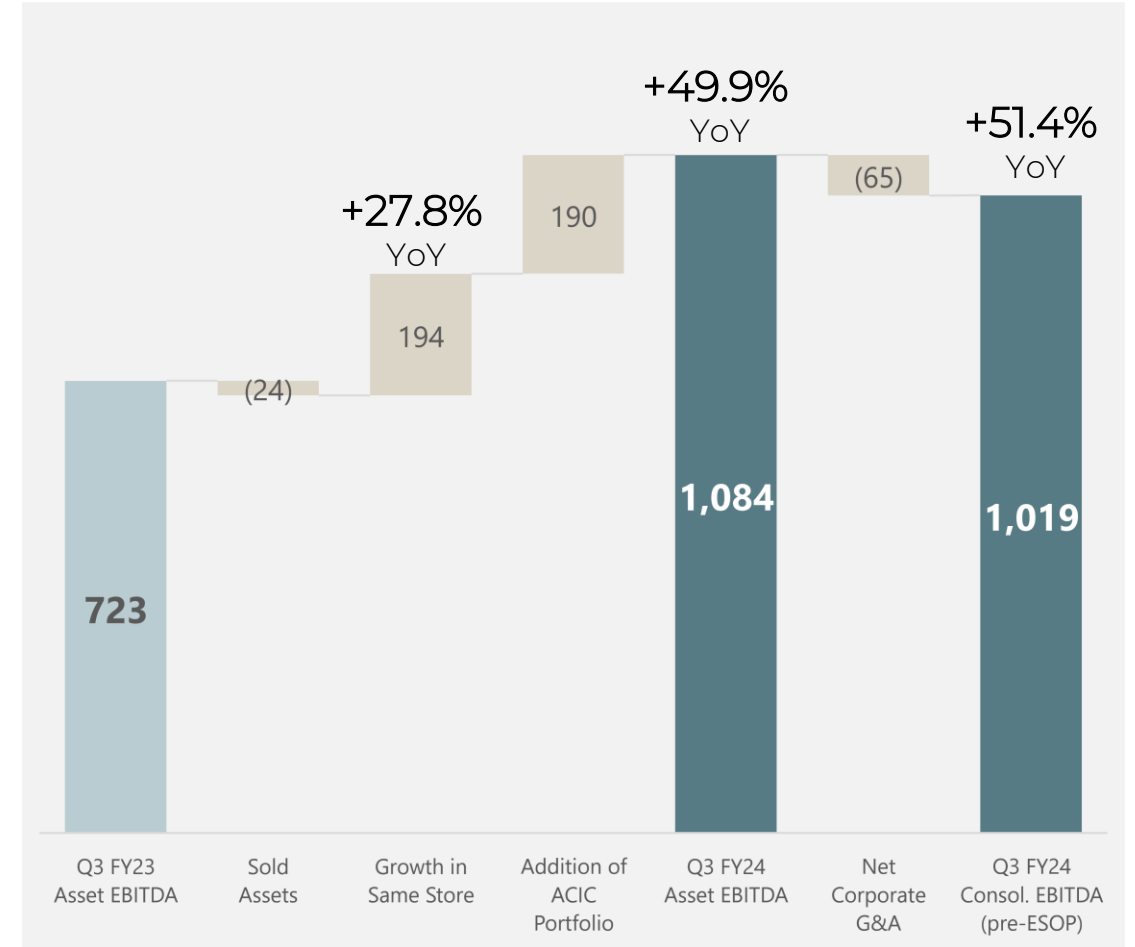
Note: Based on Same-store i.e. excludes ACIC Portfolio acquired in Aug'23 and 2 sold assets in Feb'23  
 One of our operator has changed the basis of revenue allocation between room and F&B, to calculate RevPAR growth we have accounted the same in previous periods to provide like-to-like comparable

# Q3FY24 - Total Income and Consol. EBITDA bridge

Total Income (₹ mn)



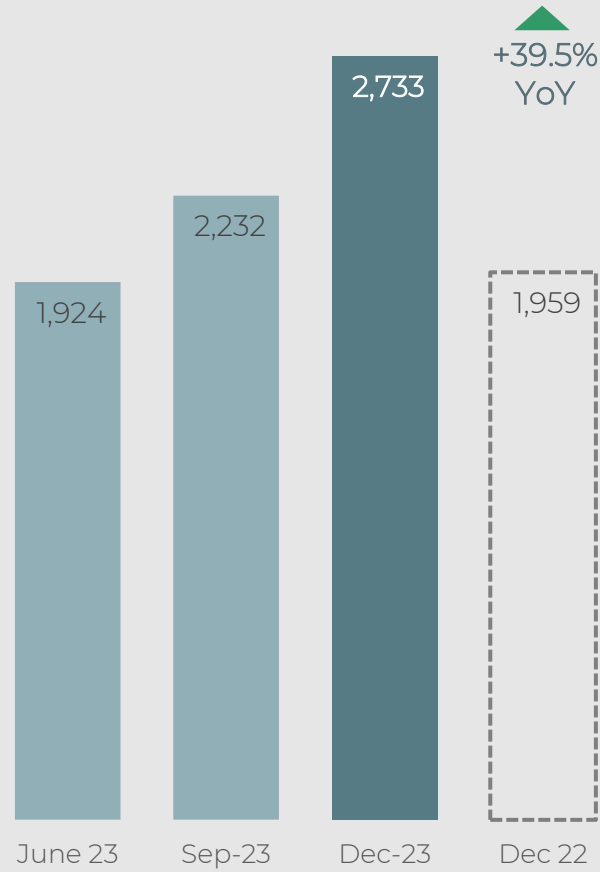
Consol. EBITDA (pre-ESOP) (₹ mn)



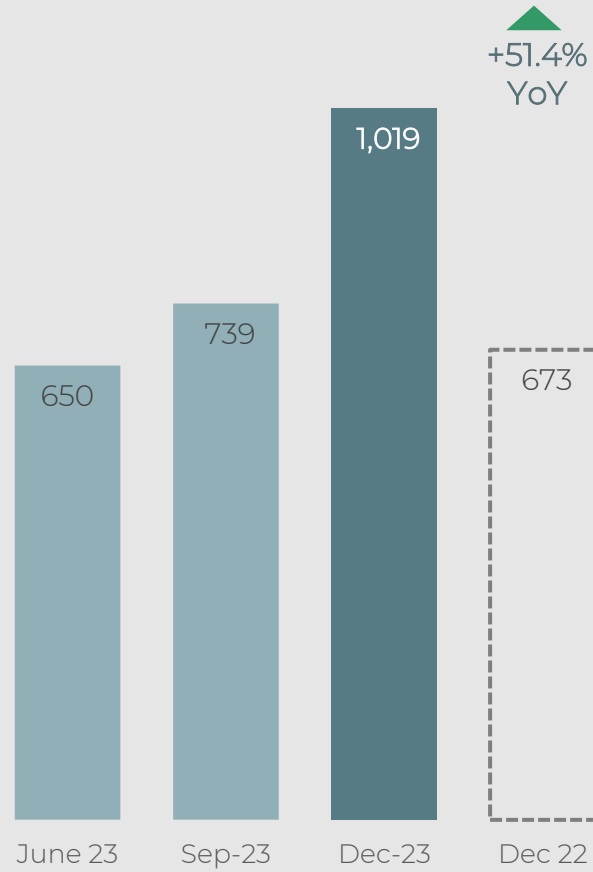
●●● Note: Includes impact of ACIC acquisition wef. August 11, 2023

# Q3FY24 financial snapshot

## Total Income



## Consol. EBITDA (pre-ESOP)



Robust performance in our **first quarter post IPO**

Growth led by **strong performance** of existing hotels and **integration of ACIC portfolio**

Achieved strategic milestone of **₹1bn of Consolidated EBITDA** (pre-ESOP expense), demonstrating potential of current portfolio

On-going **renovation and rebranding** of part of our portfolio and **increase in inventory** sets a strong base for FY25



# Operational efficiency

## Asset EBITDA Margin % (9MFY24)

Same Store Revenue 4,827; EBITDA 1,963 41%

ACIC 32%

Revenue 2,724; EBITDA 865

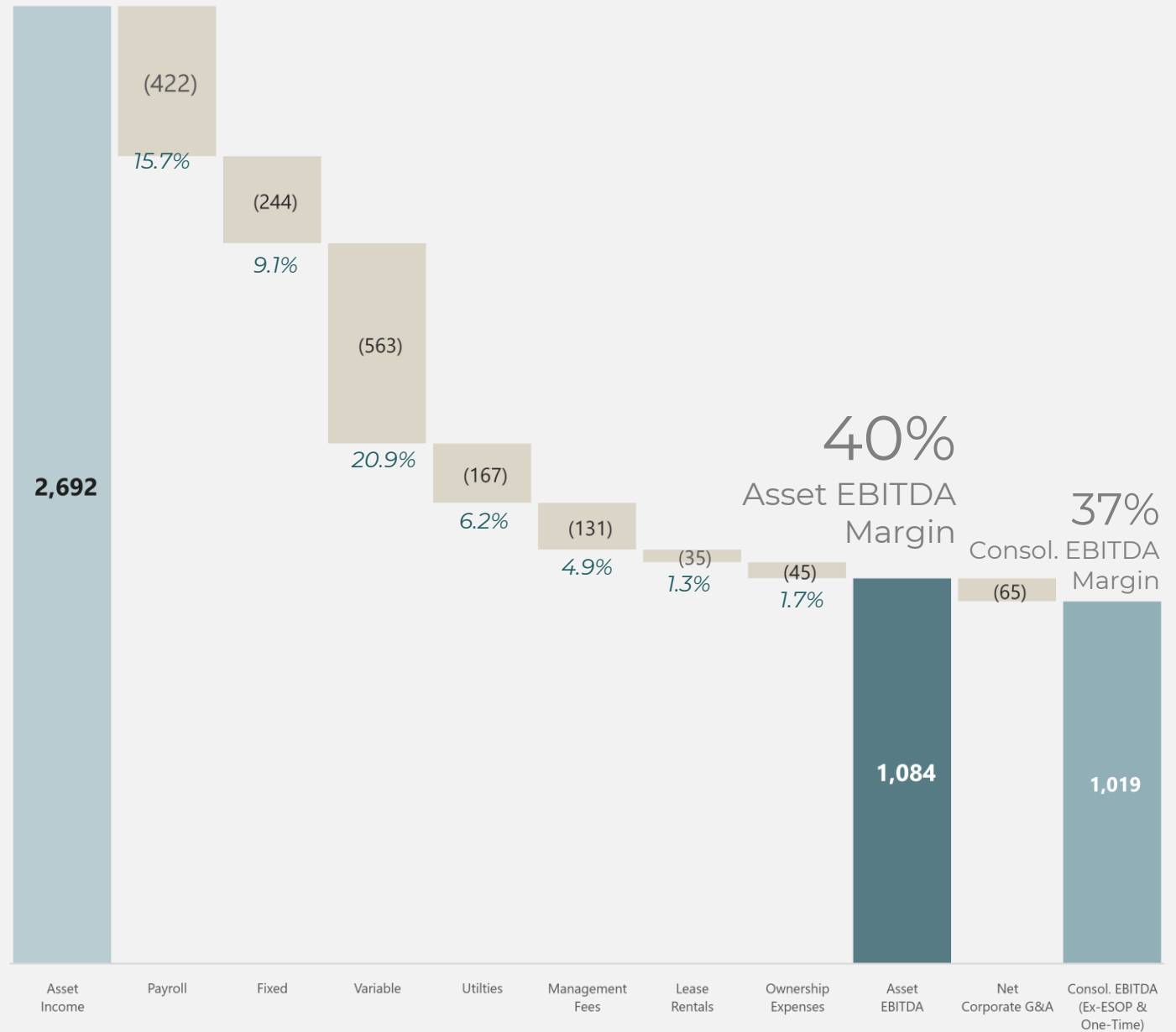
Rebranding (including 1 ACIC asset) 31%

Potential of **800-1,000 bps** improvement in EBITDA margin for assets under-going rebranding and ACIC portfolio

Note:

- All values in ₹ mn unless specified otherwise
- Revenue / EBITDA mentioned above refers to Asset level Income and EBITDA
- For classification of assets (Same Store/ACIC/Rebranding) refer glossary on Slide #34

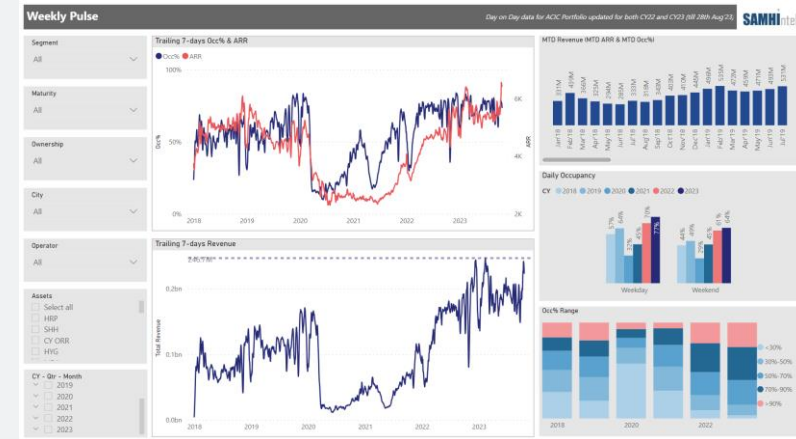
## Q3FY24



# SAMHIintel Insights

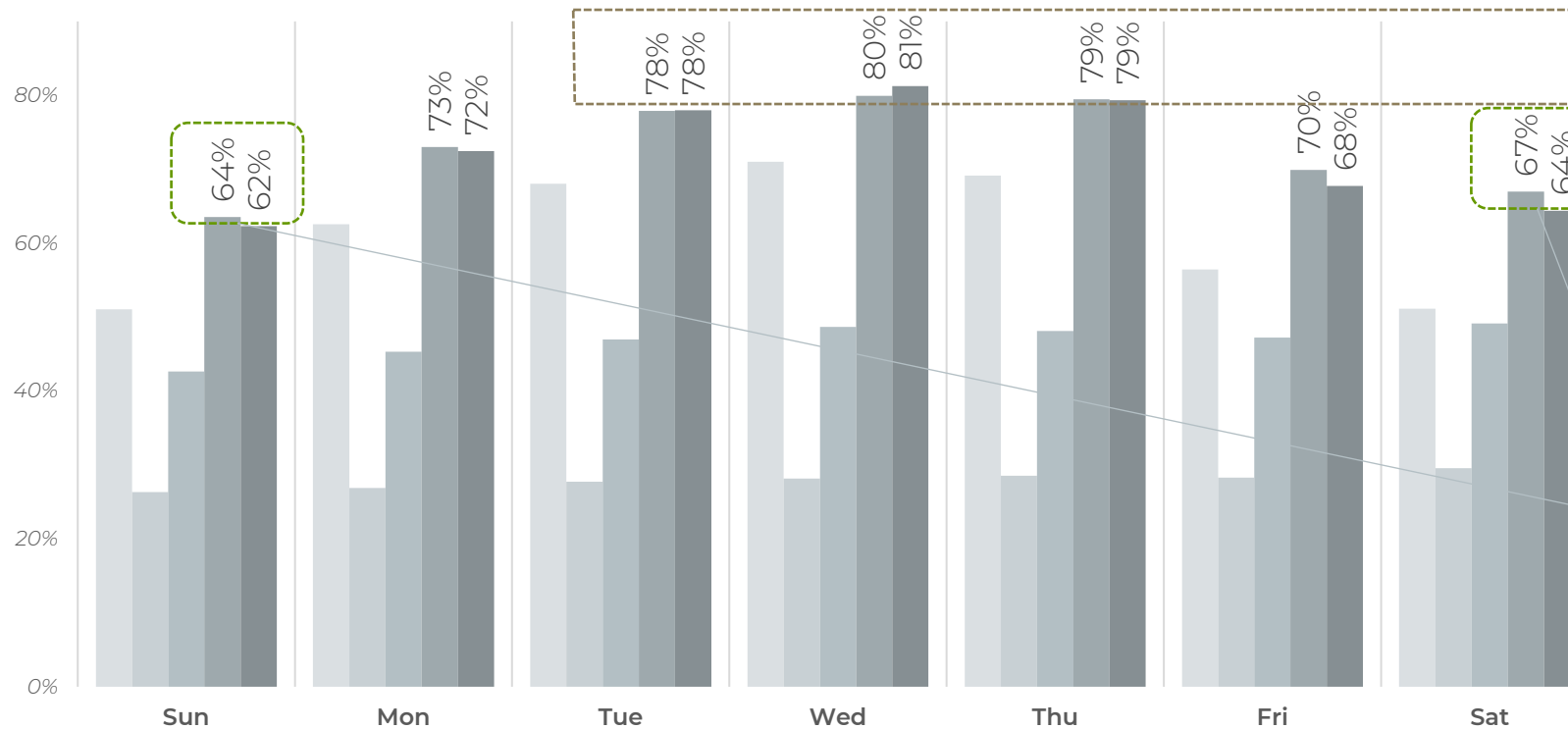
SAMHIintel is our inhouse and proprietary asset management tool. It uses high frequency data to identify trends which have a potential impact on performance.

The tool also allows us to integrate new acquisitions and asset manage our hotels independent of the operator/brand.



Occ% in Day of the Week in

FY20 FY21 FY22 FY23 9MFY24



Mid-week occupancies touching **80s** in FY23 & FY24 reflecting **demand compression**, driving ARR high

Weekend occupancies witnessing paradigm shift from historical lows to **mid to high 60s** level. Indication of healthy travel demand although the week





SAMHI Hotels Ltd.

# Segment Performance

Hyatt Place Gurgaon

Hyatt Place Gurgaon All Day Dining

# Presence across demand segments

## Upper Upscale & Upscale



## Upper Midscale



## Midscale



Our strategy is to be in strong markets with large, fast growing office & airline demand, and then use our multi-branded approach to get share of customers at different price points/ segments



# Upper Upscale & Upscale assets

■ **Stable:** Y-o-Y change of +/-200bps;  
▲ **Upward:** Y-o-Y increase of between 200 – 700bps;  
▲ **Strong Upwards:** Y-o-Y increase of more than 700bps;  
▼ **Downward:** Y-o-Y decrease of between 200 – 700bps; and  
▼ **Strong Downwards:** Y-o-Y decrease of more than 700bps.



5 hotels 1,074 rooms in key metros

22% of total room inventory

43% of Asset Revenues for Q3FY24

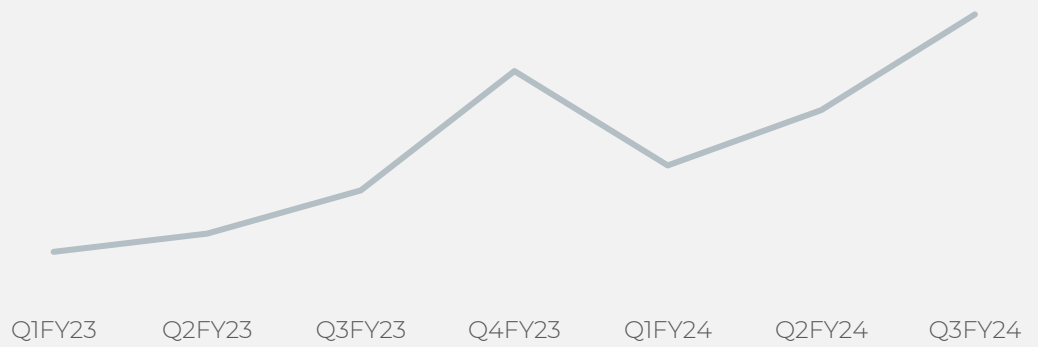
36% revenue from Food & Beverage

**⊕** Upcoming

- Addition of
  - 16 service apartments at Hyatt Regency Pune (potential to go up to 30 apartments)
  - New restaurant at Hyatt Regency Pune
- Renovation & rebranding of Hyatt Regency Pune
- Refurbishment of banquet facilities at Pune and Hyderabad to improve market share in social events
- Launch of refurbished executive rooms at Sheraton Hyderabad

|               | Q3FY24 | (Y-o-Y) | 9MFY24 | (Y-o-Y) | FY23  |
|---------------|--------|---------|--------|---------|-------|
| Occupancy (%) | 74%    | ▲       | 73%    | ■       | 71%   |
| ARR (₹)       | 9,374  | ▲       | 8,555  | ▲       | 7,643 |
| RevPAR (₹)    | 6,933  | ▲       | 6,232  | ▲       | 5,456 |

RevPAR Trend



# Upper Mid-scale assets



15 hotels 2,163 rooms in 10 cities

45% of total room inventory

42% of Asset Revenues for Q3FY24

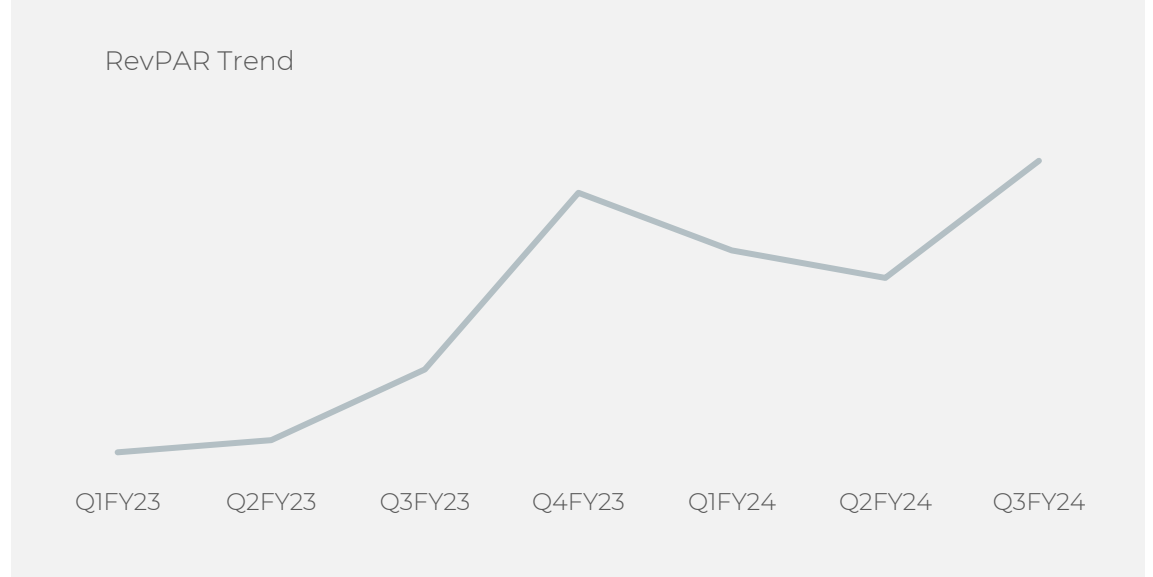
26% revenue from Food & Beverage

**+** Upcoming

- Integration of ACIC 962 rooms to our Upper Mid-scale portfolio
  - Conversion to a managed portfolio
  - Margin improvement due to shared services center
- Addition of 350 keys in Navi Mumbai<sup>1</sup>
- Renovation & rebranding of Caspia Delhi
- Renovation & rebranding of Four Points by Sheraton Pune

■ **Stable:** Y-o-Y change of +/-200bps;  
▲ **Upward:** Y-o-Y increase of between 200 – 700bps;  
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|               | Q3FY24 | (Y-o-Y)                               | 9MFY24 | (Y-o-Y)                              | FY23  |
|---------------|--------|---------------------------------------|--------|--------------------------------------|-------|
| Occupancy (%) | 70%    | <span style="color: yellow;">■</span> | 72%    | <span style="color: red;">▼</span>   | 75%   |
| ARR (₹)       | 5,776  | <span style="color: green;">▲</span>  | 5,374  | <span style="color: green;">▲</span> | 4,498 |
| RevPAR (₹)    | 4,061  | <span style="color: green;">▲</span>  | 3,853  | <span style="color: green;">▲</span> | 3,351 |



# Mid-scale assets



11 hotels 1,564 rooms in 7 cities

33% of total room inventory

15% of Asset Revenues for Q3FY24

9% revenue from Food & Beverage

### + Upcoming

- 111 rooms Holiday Inn Express in Kolkata
- 54 rooms at Holiday Inn Express Whitefield
- 137 rooms renovation & rebranding of Caspia Pro Greater Noida
- Evaluating capital efficient long-term leases in key markets for future expansions

■ **Stable:** Y-o-Y change of +/-200bps;  
▲ **Upward:** Y-o-Y increase of between 200 – 700bps;  
▲ **Strong Upwards:** Y-o-Y increase of more than 700bps;  
▼ **Downward:** Y-o-Y decrease of between 200 – 700bps; and  
▼ **Strong Downwards:** Y-o-Y decrease of more than 700bps.

|               | Q3FY24 | (Y-o-Y) | 9MFY24 | (Y-o-Y) | FY23  |
|---------------|--------|---------|--------|---------|-------|
| Occupancy (%) | 71%    | ▲       | 70%    | ■       | 69%   |
| ARR (₹)       | 3,705  | ▲       | 3,442  | ▲       | 3,210 |
| RevPAR (₹)    | 2,627  | ▲       | 2,401  | ▲       | 2,226 |



SAMHI Hotels Ltd.

# Growth Drivers

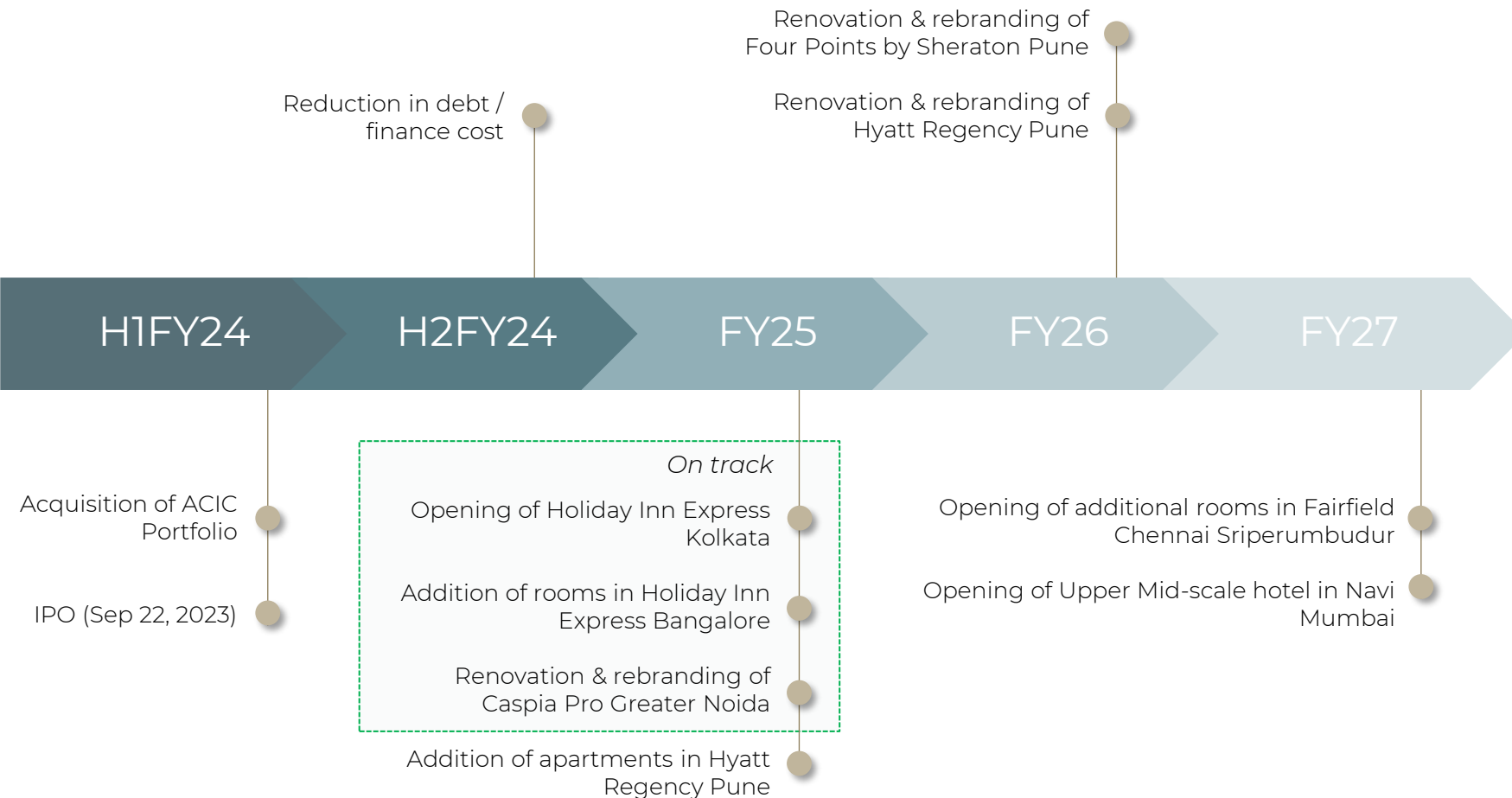


IQ Qotd, Regency Pune

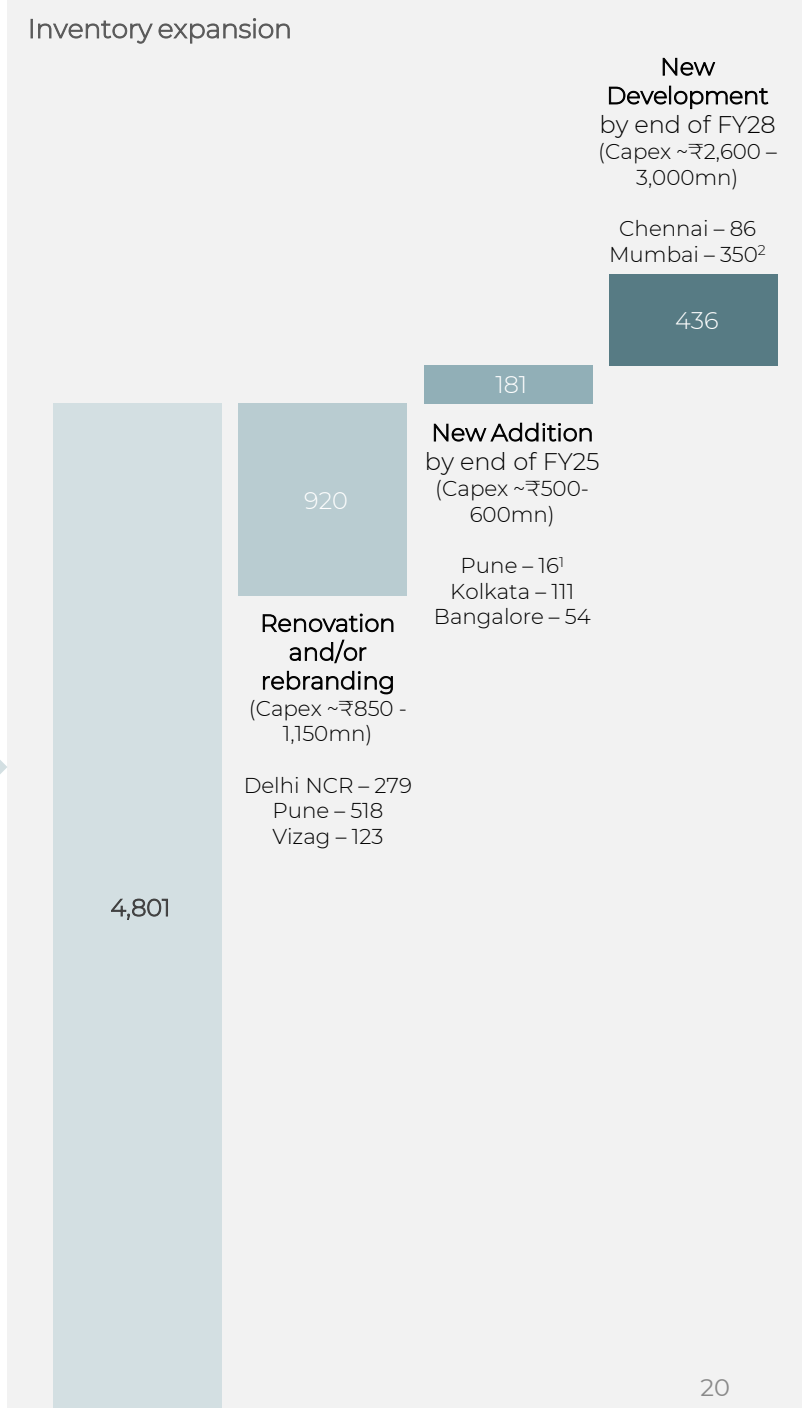
Holiday Inn Express Gurgaon Great Room



# Upcoming developments



● ● ● 1 – Potential to expand up to 30 apartments  
 2 – Subject to on-going discussions with the authorities



# Growth

Significant upside with on-going initiatives;

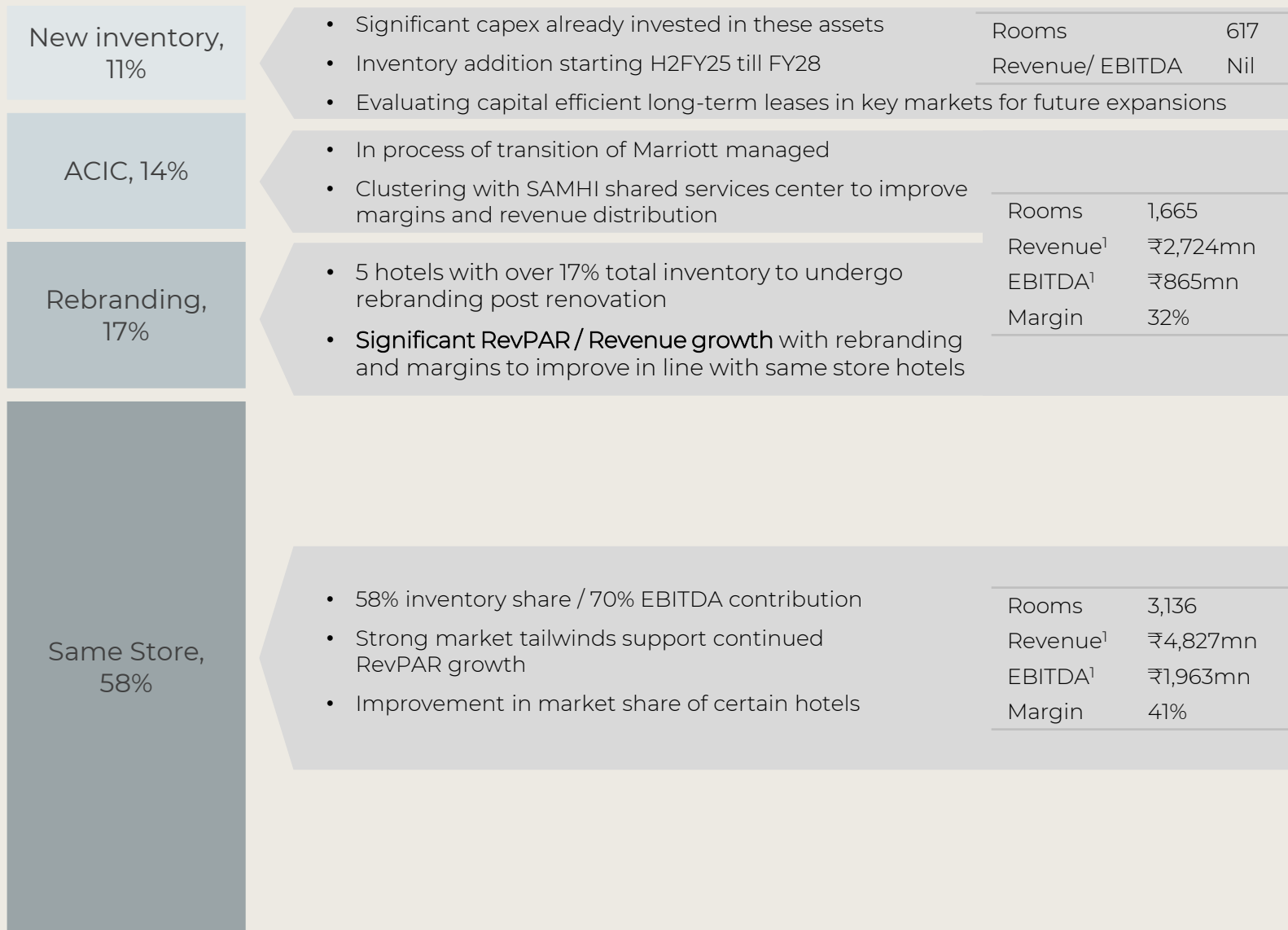
+ EBITDA growth from strong performance of same store hotels

+ Incremental earnings from hotels under rebranding

+ ACIC integration

+ New openings

Total Inventory of 5,418 Rooms by FY28



Portfolio

Note:  
 1 – Revenue & EBITDA refers to 9MFY24 Asset Income & EBITDA for the respective category of assets  
 – For classification of assets (Same Store/ACIC/Rebranding) refer glossary on Slide #34



# Asset Upgradation - Hyatt Regency Pune

## Key Interventions

- Current inventory of 301 room including 79 apartments
- Addition of **16 new** apartments (potential to expand up to 30)
- Addition of **1 new** speciality restaurant
- **Full renovation** of public areas, restaurants and meeting spaces
- **Soft refurbishment** of existing guest rooms

To impact

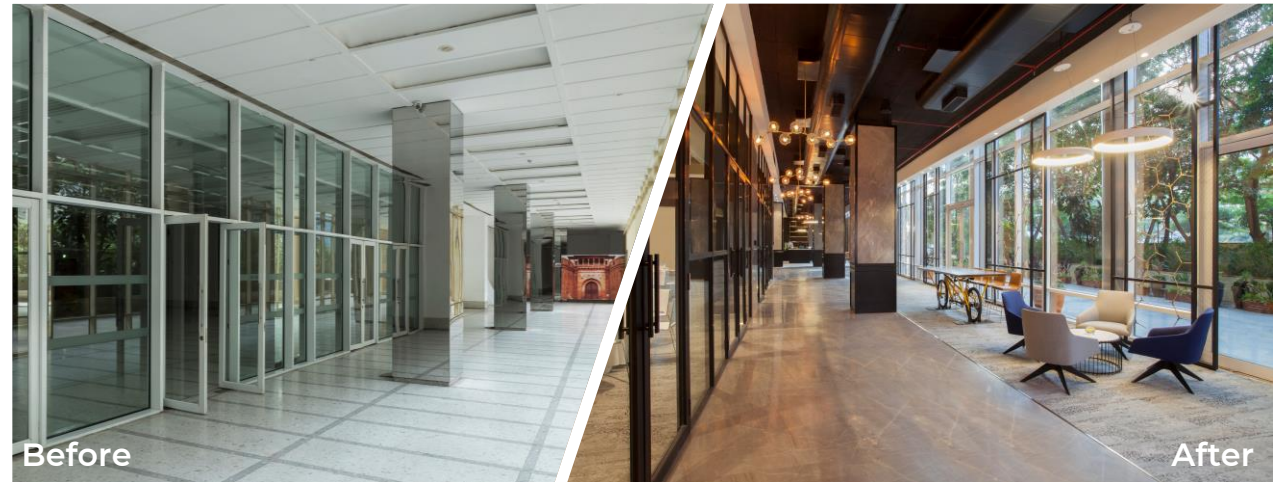
**~10 - 15%**

*Pricing uplift*

**~₹250 - 400mn**

*additional revenue potential*

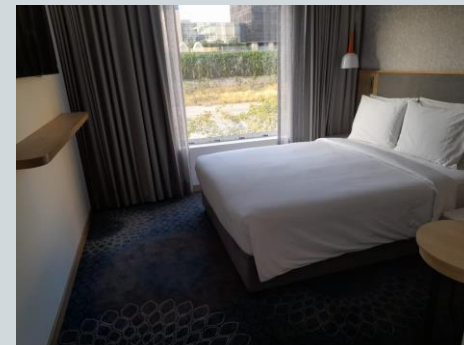
Interventions Completed



# Inventory Expansion- Holiday Inn Express Bangalore Whitefield



Guest Room design



Existing inventory of 161 rooms

Addition of 54 new rooms

Additional revenue potential  
of ~₹60-70mn

Fit-out in progress

**Scheduled to be  
Operational in Q2FY25**



# New Opening - Holiday Inn Express Kolkata



New Opening of 111 rooms

SAMHI's Entry to Kolkata, a strategic market in Eastern India

Additional revenue potential of ~₹120 - 170mn

Ready structure, fit-out in progress

**Scheduled to open in Q2FY25**

Interior Perspectives

# Renovation & Rebranding - Holiday Inn Express Greater Noida



Interior Perspective



Rebranding of 137 operating  
rooms

Additional revenue potential  
of ~₹50-65mn

Fit-out in progress

**Renovation scheduled to be  
Completed by Q2FY25**

# Future ready



## Opportunity

Growth of office market and aviation in India continues to provide strong demand for hotels across key markets

We have seen 41mn. sft of net absorption of office space (in CY23) to key cities and the aviation market is poised for strong growth with new airports and increase in fleet across key carriers



## Presence

Present across 13 key cities and with 8 strong global hotel brands. We can therefore capture demand at different price points

Our India market share of global brands such as Fairfield by Marriott and Holiday Inn Express gives us tremendous distribution to address growing domestic and international demand



## Strategy

We have grown using an acquisition and turnaround led strategy. Its gives us growth with high degree of capital efficiency

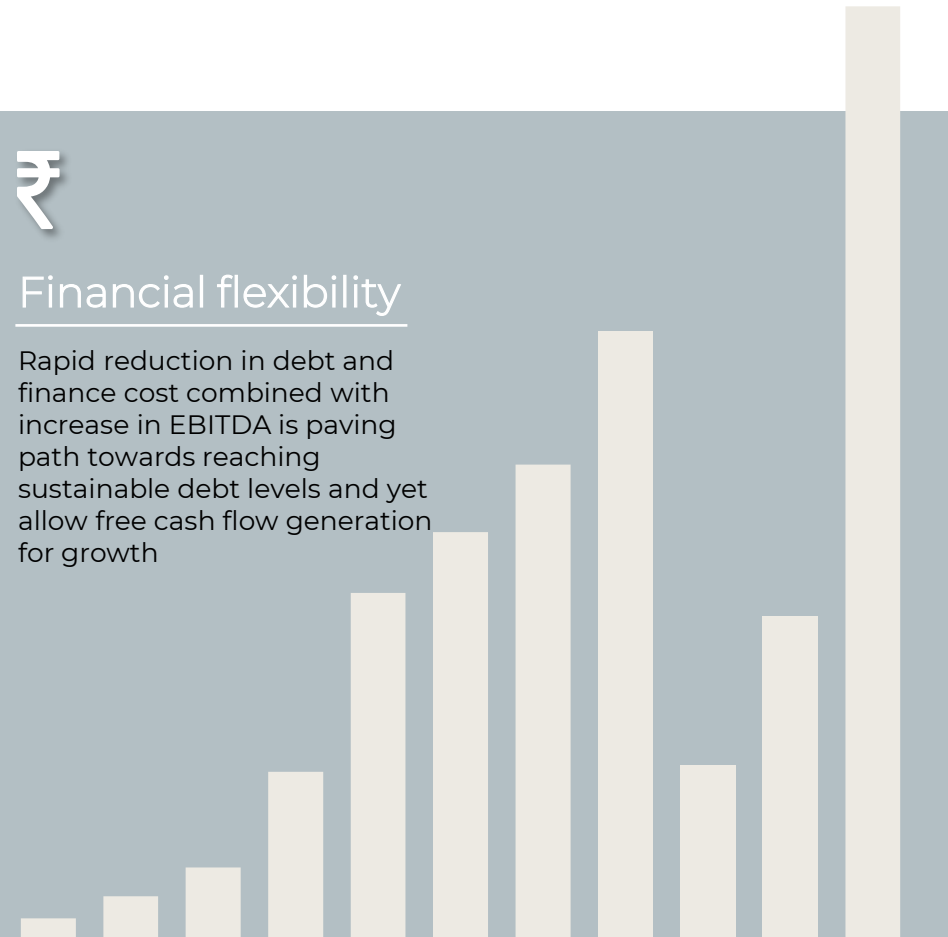
In the near term, our growth will come from completion of the ACIC Portfolio integration; renovation-rebranding of a significant portion of our portfolio and addition of new inventory



## Financial flexibility

Rapid reduction in debt and finance cost combined with increase in EBITDA is paving path towards reaching sustainable debt levels and yet allow free cash flow generation for growth

SAMHI's Historical Income Growth FY11 FY12 FY13 FY14 FY15 FY16 FY17 FY18 FY19 FY20 FY21 FY22 FY23







*Sheraton Hyderabad Reception Lobby*

SAMHI Hotels Ltd.

# Summary Financials

# Financial summary (Consolidated P&L)

<sup>1</sup>ESOP 2023 (as disclosed in prospectus)

P&L impact over 4 years:

₹460mn in FY24, ₹177mn in FY25,

₹ 95mn in FY26, ₹40mn in FY27

<sup>2</sup>Based on the recent discussions and correspondences with the relevant authorities the management is providing for an impairment for the value of the land and related assets in Navi Mumbai held by its subsidiary Duet Navi Mumbai. Duet Navi Mumbai has also filed a writ in the High Court Bombay challenging the notices issued by MIDC

|  | Q3FY24       | Q3FY23       | Change%      | 9MFY24         | 9MFY23         | Change%      | FY23           |
|--|--------------|--------------|--------------|----------------|----------------|--------------|----------------|
| Operating Rooms (#)  | 4,801        | 4,050        |              | 4,801          | 4,050          |              | 3,839          |
| Occupancy (%)  | 71%          | 70%          |              | 71%            | 71%            |              | 72%            |
| Average Room Rate (₹)  | 5,959        | 5,011        |              | 5,504          | 4,691          |              | 4,850          |
| <b>Asset Income</b>  | <b>2,692</b> | <b>1,915</b> | <b>40.5%</b> | <b>6,817</b>   | <b>5,421</b>   | <b>25.7%</b> | <b>7,499</b>   |
| <b>Asset EBITDA</b>  | <b>1,084</b> | <b>723</b>   | <b>49.9%</b> | <b>2,614</b>   | <b>2,006</b>   | <b>30.3%</b> | <b>2,805</b>   |
| <i>EBITDA Margin</i>   | <i>40.3%</i> | <i>37.7%</i> |              | <i>38.3%</i>   | <i>37.0%</i>   |              | <i>37.4%</i>   |
| Other Income   | 41           | 43           |              | 72             | 77             |              | 117            |
| Corporate G&A  | (106)        | (94)         |              | (278)          | (244)          |              | (290)          |
| <b>Net Corporate G&amp;A</b>                                     | <b>(65)</b>  | <b>(50)</b>  |              | <b>(206)</b>   | <b>(167)</b>   |              | <b>(173)</b>   |
| <b>Consolidated EBITDA</b><br>(pre-ESOP cost & one-time expense) | <b>1,019</b> | <b>673</b>   | <b>51.4%</b> | <b>2,408</b>   | <b>1,839</b>   | <b>30.9%</b> | <b>2,632</b>   |
| ESOP <sup>1</sup> Cost   | (115)        | -            |              | (345)          | -              |              | (26)           |
| Other One-Time Expenses  | -            | -            |              | (146)          | -              |              | -              |
| <b>Consolidated EBITDA</b><br>(Reported)                         | <b>904</b>   | <b>673</b>   |              | <b>1,917</b>   | <b>1,839</b>   |              | <b>2,606</b>   |
| <i>EBITDA Margin</i>   | <i>33.1%</i> | <i>34.3%</i> |              | <i>27.8%</i>   | <i>33.4%</i>   |              | <i>34.2%</i>   |
| Depreciation & Amortization                                      | (312)        | (249)        |              | (821)          | (729)          |              | (963)          |
| Finance cost   | (651)        | (1,227)      |              | (2,875)        | (3,871)        |              | (5,221)        |
| <b>PBT</b><br>(excluding exceptional items)                      | <b>(60)</b>  | <b>(803)</b> |              | <b>(1,779)</b> | <b>(2,762)</b> |              | <b>(3,577)</b> |
| Exceptional Items <sup>2</sup>                                   | (768)        | 0            |              | (768)          | 113            |              | 192            |
| <b>PBT</b>   | <b>(828)</b> | <b>(803)</b> |              | <b>(2,547)</b> | <b>(2,649)</b> |              | <b>(3,386)</b> |
| Tax Expense  | 84           | (0)          |              | 88             | (0)            |              | (0)            |
| <b>PAT</b>   | <b>(744)</b> | <b>(803)</b> |              | <b>(2,459)</b> | <b>(2,649)</b> |              | <b>(3,386)</b> |



# Financial summary (Proforma P&L)

<sup>1</sup>ESOP 2023 (as disclosed in prospectus)

P&L impact over 4 years:

₹460mn in FY24, ₹177mn in FY25,

₹ 95mn in FY26, ₹40mn in FY27

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|--|--------------|--------------|--------------|----------------|----------------|--------------|----------------|
| Operating Rooms (#)  | 4,801        | 5,012        |              | 4,801          | 5,012          |              | 4,801          |
| Occupancy (%)  | 71%          | 71%          |              | 72%            | 72%            |              | 73%            |
| Average Room Rate (₹)  | 5,959        | 5,032        |              | 5,462          | 4,701          |              | 4,862          |
| <b>Asset Income</b>  | <b>2,692</b> | <b>2,428</b> | <b>10.9%</b> | <b>7,551</b>   | <b>6,850</b>   | <b>10.2%</b> | <b>9,488</b>   |
| <b>Asset EBITDA</b>  | <b>1,084</b> | <b>887</b>   | <b>22.2%</b> | <b>2,828</b>   | <b>2,494</b>   | <b>13.4%</b> | <b>3,477</b>   |
| <i>EBITDA Margin</i>   | <i>40.3%</i> | <i>36.5%</i> |              | <i>37.4%</i>   | <i>36.4%</i>   |              | <i>36.6%</i>   |
| Other Income   | 41           | 47           |              | 77             | 113            |              | 156            |
| Corporate G&A  | (106)        | (98)         |              | (300)          | (309)          |              | (359)          |
| <b>Net Corporate G&amp;A</b>                                     | <b>(65)</b>  | <b>(51)</b>  |              | <b>(223)</b>   | <b>(197)</b>   |              | <b>(204)</b>   |
| <b>Consolidated EBITDA</b><br>(pre-ESOP cost & one-time expense) | <b>1,019</b> | <b>836</b>   | <b>21.8%</b> | <b>2,605</b>   | <b>2,297</b>   | <b>13.4%</b> | <b>3,273</b>   |
| ESOP <sup>1</sup> Cost   | (115)        | -            |              | (345)          | -              |              | (26)           |
| Other One-Time Expenses  | -            | -            |              | (161)          | -              |              | (132)          |
| <b>Consolidated EBITDA</b><br>(Reported)                         | <b>904</b>   | <b>836</b>   |              | <b>2,099</b>   | <b>2,297</b>   |              | <b>3,115</b>   |
| <i>EBITDA Margin</i>   | <i>33.1%</i> | <i>33.8%</i> |              | <i>27.5%</i>   | <i>33.0%</i>   |              | <i>32.3%</i>   |
| Depreciation & Amortization                                      | (312)        | (325)        |              | (897)          | (985)          |              | (1,296)        |
| Finance cost   | (651)        | (1,323)      |              | (2,977)        | (4,191)        |              | (5,686)        |
| <b>PBT</b><br>(excluding exceptional items)                      | <b>(60)</b>  | <b>(812)</b> |              | <b>(1,776)</b> | <b>(2,879)</b> |              | <b>(3,868)</b> |
| Exceptional Items <sup>2</sup>                                   | (768)        | (0)          |              | (925)          | 111            |              | 192            |
| <b>PBT</b>   | <b>(828)</b> | <b>(812)</b> |              | <b>(2,700)</b> | <b>(2,769)</b> |              | <b>(3,676)</b> |
| Tax Expense  | 84           | (0)          |              | 88             | 6              |              | 17             |
| <b>PAT</b>   | <b>(744)</b> | <b>(812)</b> |              | <b>(2,613)</b> | <b>(2,763)</b> |              | <b>(3,659)</b> |

# Financial flexibility

On track to deliver a stable and flexible balance sheet

|                                | Mar 31, 2023 | Jun 30, 2023 | Sept 30, 2023 | Dec 31, 2023       |
|--------------------------------|--------------|--------------|---------------|--------------------|
| Net Debt (₹mn)                 | 28,339       | 29,383       | 17,974        | 18,427             |
| TTM EBITDA* (₹mn)              | 3,273        | 3,333        | 3,398         | 3,580              |
| Net Debt : EBITDA              | 8.7          | 8.8          | 5.3           | 5.1                |
| Interest rate                  | 12.5%        | 13.0%        | 10.8%         | 10.2% <sup>1</sup> |
| Annualized interest cost (₹mn) | ~3,750       | ~3,940       | ~2,400        | ~2,000             |



*Courtyard by Marriott Bangalore Specialty Restaurant BCs*

SAMHI Hotels Ltd.

# Management

# Experienced and professional team



**Ashish Jakhanwala**  
Chairman, MD & CEO

- Experience across hotel operations, design, consulting and investment
- Previously worked at InterGlobe Hotels (Director, Development) and Pannell Kerr Forster (Consultant)



**Rajat Mehra**  
CFO

- Previously worked with Religare Corporate Services as a EVP - Finance
- CA with diploma in Management from IGNOU

*11+ yrs  
In SAMHI*



**Sanjay Jain**  
Senior Director, Corporate Affairs, Company Secretary and Compliance Officer

- Previously worked with Beekman Helix India and DLF
- B.Com from University of Delhi, Cost Acct. and CS

*13+ yrs  
In SAMHI*



**Gyana Das**  
EVP & Head of Investments

- Previously worked with InterGlobe Hotels
- Masters in City Planning; IIT, Kharagpur & Bachelors in Architecture; NIT, Nagpur

*13+ yrs  
In SAMHI*



**Tanya Chakravarty**  
General Counsel

- Previously worked with Phoenix Legal and Unitech
- Bachelor's degree in law from Army Institute of Law, Mohali

*7+ yrs  
In SAMHI*

# Headed by a professional Board with strong corporate experience...



**Ashish Jakhanwala**  
Chairman,  
MD & CEO

*Accor  
Interglobe Hotels  
Pvt. Ltd.  
Pannel Kerr Forster  
Consultants Pvt. Ltd.*



**Manav Thadani**  
Non-Executive &  
Non-Independent  
Director

*Hotelivate Pvt. Ltd.  
HVS Licensing LLC*



**Michael Peter Schulhof**  
Non-Executive &  
Non-Independent  
Director

*Air Works India  
(Engineering) Pvt.  
Ltd.  
GTI Holdings LLC.*



**Aditya Jain**  
Independent  
Director

*International  
Market Assessment  
(India) Pvt. Ltd.  
PR Pandit Public  
Relations Pvt. Ltd.  
Chemplast Sanmar  
Ltd.*



**Michael David Holland**  
Independent  
Director

*Nexus Select Mall  
Management Pvt. Ltd.  
Embassy Office Parks  
Management  
Services Pvt. Ltd.  
Assetz Property  
Management  
Services Pvt. Ltd.  
JLL*



**Ajish Abraham Jacob**  
Non-Executive &  
Non-Independent  
Director

*Asiya Capital  
Investments  
Company K.S.C.P.  
Albazie & Co (RSM)  
Ernst & Young*



**Archana Capoor**  
Independent  
Director

*Tourism Finance  
Corporation of India  
Birla Cable Limited  
S Chand and  
Company Ltd.  
Sandhar  
Technologies Ltd.*



**Krishan Dhawan**  
Independent  
Director

*Bank of America  
Oracle India*



# Glossary

| #                                    | Hotel Brand             | City          | Location              | Operator | Segment         | Operating Rooms | Category   |
|--------------------------------------|-------------------------|---------------|-----------------------|----------|-----------------|-----------------|------------|
| 1                                    | Hyatt Regency™          | Pune          | Nagar Road            | Hyatt    | Upper Upscale   | 301             | Rebranding |
| 2                                    | Renaissance             | Ahmedabad     | SG Highway            | Marriott | Upper Upscale   | 155             | Same Store |
| 3                                    | Sheraton                | Hyderabad     | Gachibowli            | Marriott | Upscale         | 272             | Same Store |
| 4                                    | Courtyard by Marriott   | Bangalore     | Outer Ring Road       | Marriott | Upscale         | 170             | Same Store |
| 5                                    | Hyatt Place™            | Gurugram      | Udyog Vihar           | Hyatt    | Upscale         | 176             | Same Store |
| 6                                    | Four Points by Sheraton | Visakhapatnam | City Center           | Marriott | Upper Mid-scale | 123             | Rebranding |
| 7                                    | Fairfield by Marriott   | Bangalore     | Whitefield            | Marriott | Upper Mid-scale | 104             | Same Store |
| 8                                    | Fairfield by Marriott   | Bangalore     | City Center           | Marriott | Upper Mid-scale | 148             | Same Store |
| 9                                    | Fairfield by Marriott   | Bangalore     | Outer Ring Road       | Marriott | Upper Mid-scale | 166             | Same Store |
| 10                                   | Fairfield by Marriott   | Coimbatore    | Airport               | Marriott | Upper Mid-scale | 126             | Same Store |
| 11                                   | Fairfield by Marriott   | Chennai       | Sriperumbudur         | Marriott | Upper Mid-scale | 153             | Same Store |
| 12                                   | Fairfield by Marriott   | Pune          | Kharadi               | Marriott | Upper Mid-scale | 109             | Same Store |
| 13                                   | Fairfield by Marriott   | Goa           | Anjuna                | Marriott | Upper Mid-scale | 130             | Same Store |
| 14                                   | Caspia                  | New Delhi     | Shalimar Bagh         | SAMHI    | Upper Mid-scale | 142             | Rebranding |
| 15                                   | Holiday Inn Express     | Ahmedabad     | SG Road               | IHG      | Mid-scale       | 130             | Same Store |
| 16                                   | Holiday Inn Express     | Bangalore     | Whitefield            | IHG      | Mid-scale       | 161             | Same Store |
| 17                                   | Holiday Inn Express     | Pune          | Hinjewadi             | IHG      | Mid-scale       | 104             | Same Store |
| 18                                   | Holiday Inn Express     | Gurugram      | Sohna Road            | IHG      | Mid-scale       | 205             | Same Store |
| 19                                   | Holiday Inn Express     | Pune          | Pimpri                | IHG      | Mid-scale       | 142             | Same Store |
| 20                                   | Holiday Inn Express     | Hyderabad     | Hi-tech City          | IHG      | Mid-scale       | 150             | Same Store |
| 21                                   | Holiday Inn Express     | Nashik        | Ambad                 | IHG      | Mid-scale       | 101             | Same Store |
| 22                                   | Holiday Inn Express     | Hyderabad     | Banjara Hills         | IHG      | Mid-scale       | 170             | Same Store |
| 23                                   | Holiday Inn Express     | Bangalore     | Tumkur Road           | IHG      | Mid-scale       | 115             | Same Store |
| 24                                   | Holiday Inn Express     | Chennai       | Thoraipakkam          | IHG      | Mid-scale       | 149             | Same Store |
| 25                                   | Caspia Pro              | Greater Noida | Knowledge Park        | SAMHI    | Mid-scale       | 137             | Rebranding |
| <b>Sub-total (Ex-ACIC Portfolio)</b> |                         |               |                       |          |                 | <b>3,839</b>    |            |
| 26                                   | Fairfield by Marriott   | Hyderabad     | Gachibowli            | -        | Upper Mid-scale | 232             | ACIC       |
| 27                                   | Four Points by Sheraton | Pune          | Viman Nagar           | -        | Upper Mid-scale | 217             | Rebranding |
| 28                                   | Fairfield by Marriott   | Ahmedabad     | Ashram Road           | -        | Upper Mid-scale | 147             | ACIC       |
| 29                                   | Four Points by Sheraton | Jaipur        | City Square           | -        | Upper Mid-scale | 114             | ACIC       |
| 30                                   | Four Points by Sheraton | Chennai       | OMR                   | -        | Upper Mid-scale | 116             | ACIC       |
| 31                                   | Fairfield by Marriott   | Chennai       | Mahindra World Centre | -        | Upper Mid-scale | 136             | ACIC       |
| <b>Sub-total (ACIC Portfolio)</b>    |                         |               |                       |          |                 | <b>962</b>      |            |
| <b>Grand Total</b>                   |                         |               |                       |          |                 | <b>4,801</b>    |            |

## Management Contract Highlights

|   |       |
|---|-------|
| Average Tenure (yrs)  | 24.1  |
| Average Residual Tenure as on Dec'23 (yrs)                                    | 17.8  |
| Management Fee as % to Total Income from Assets (FY23) (Base & Incentive Fee) | 4.75% |



# Disclaimer

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The equity shares of SAMHI Hotels Ltd. were listed on National Stock Exchange of India Ltd. (NSE) and BSE Ltd. (BSE) on 22 September 2023. Accordingly, the unaudited standalone and consolidated financial results for the quarter ended 31 December 2023 has been drawn up in accordance with the requirement of Regulation 33 of the Listing Regulations.



# Thank You



## Company

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