

SAMHI Hotels Ltd.

*(Formerly known as SAMHI
Hotels Private Limited)*
CIN:
U55101DL2010PLC211816
Regd. Office: Caspia Hotels
Delhi, District Centre Crossing,
Opp. Galaxy Toyota Outer Ring
Road, Outer Ring Rd., Haider
Pur, Shalimar Bagh, Delhi-
110088.

October 11, 2023

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 1 – FY 24

Dear Sir / Madam,

Please find attached herewith Investor Presentation on the performance of the Company for the Quarter 1 – 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

Correspondence:

SAMHI Hotels Ltd.
*(Formerly known as SAMHI
Hotels Private Limited)*
14th Floor, Building 10C,
Cyber City, Phase II,
Gurgaon 122002, Haryana,
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SAMHI Hotels Ltd

Investor Presentation - Q1FY24

On 22nd September 2023, SAMHI Hotels Ltd. made its debut on NSE and BSE. It is a proud achievement for us to create a formidable hotel company in India within a period of 12 years.

We are also pleased to report our Q1FY24 performance (growth on a same-store basis):

- Our RevPAR grew by 14.2% YoY
- Average room rates improved by 17.7% YoY. Occupancy levels remained consistently above 70%
- Asset Income & EBIDTA grew by 14.2% and 12.5% respectively over Q1FY23
- Demand environment remains strong with little new supply in core markets. With the upcoming strong season, we remain upbeat about performance

In August 2023, we completed the acquisition of the ACIC Portfolio with 962 rooms and land for development in Navi Mumbai. The integration of this portfolio will bring significant advantages to our business in the next few quarters.

We've successfully reduced our Net Debt from ₹28,339mn to ₹18,331mn through the utilization of IPO funds. As we move into the second half of FY24, we anticipate a significant drop in our quarterly finance costs by ~57%, down from an average of ₹1,368mn to ~₹600mn resulting in healthy internal accruals to pursue growth.

- Our key priorities are:**
- Strong growth driven by leveraging the strength of our assets and integration of the ACIC Portfolio
 - Improving the market share of specific identified hotels within our portfolio.
 - Commence program to:
 - Renovate and/or rebrand about 900 rooms in our portfolio
 - Add about 600 rooms
 - Reduction in finance cost on account of debt repayment and overall cost across facilities

We are confident of the opportunities in the hotel industry in India and our capabilities to leverage these to our advantage.

Ashish Jakhanwala
Chairman & Managing Director

SAMHI Hotels - One of India's leading hospitality company

- SAMHI is one of India's largest hotel owner and asset manager
- Presence in key micro-markets within metros & across segments (different price points)
- Partner with recognized hotel brands through long-term management contracts¹
- Large share of two global hotel brands in the mid-scale segment in India
- Strong growth driven by an acquisition & turn-around led strategy
- Industry leading asset management platform

31

Operating Hotels

4,801

Operating Rooms

13

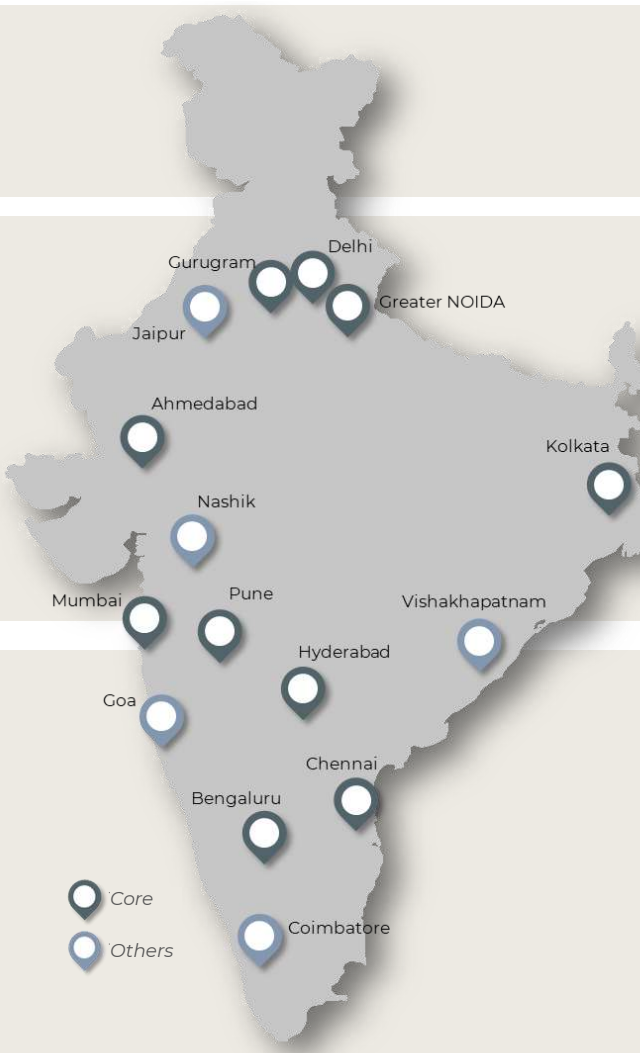
Consumption Centers

8

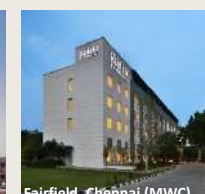
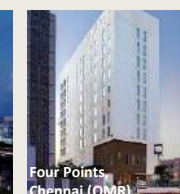
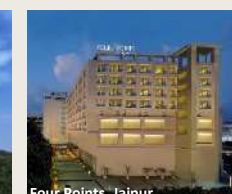
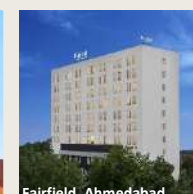
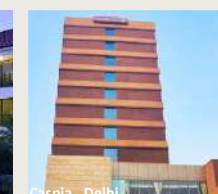
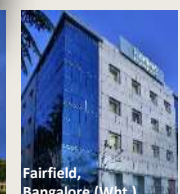
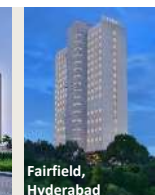
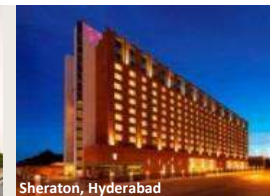
Global Hotel Brands



Diversified portfolio across India...focused on large office markets



Market Segment	Number of Buildings	Total Rooms	Percentage of Total
Upper Upscale & Upscale	6	1,074	22%
Upper Mid-scale	10	2,163	45%
Mid-scale	11	1,564	33%



Note: Figures as on October 08, 2023

Our business model



1

Acquisition & turnaround led growth

2

Leverage power of strong hotel brands

3







Presence in high density business locations

4

Proprietary tools to drive performance

Acquisition & turn-around a key strength...

4,136 of our total 4,801 operating rooms have been added through acquisition led strategy with a demonstrated track record of performance re-rating

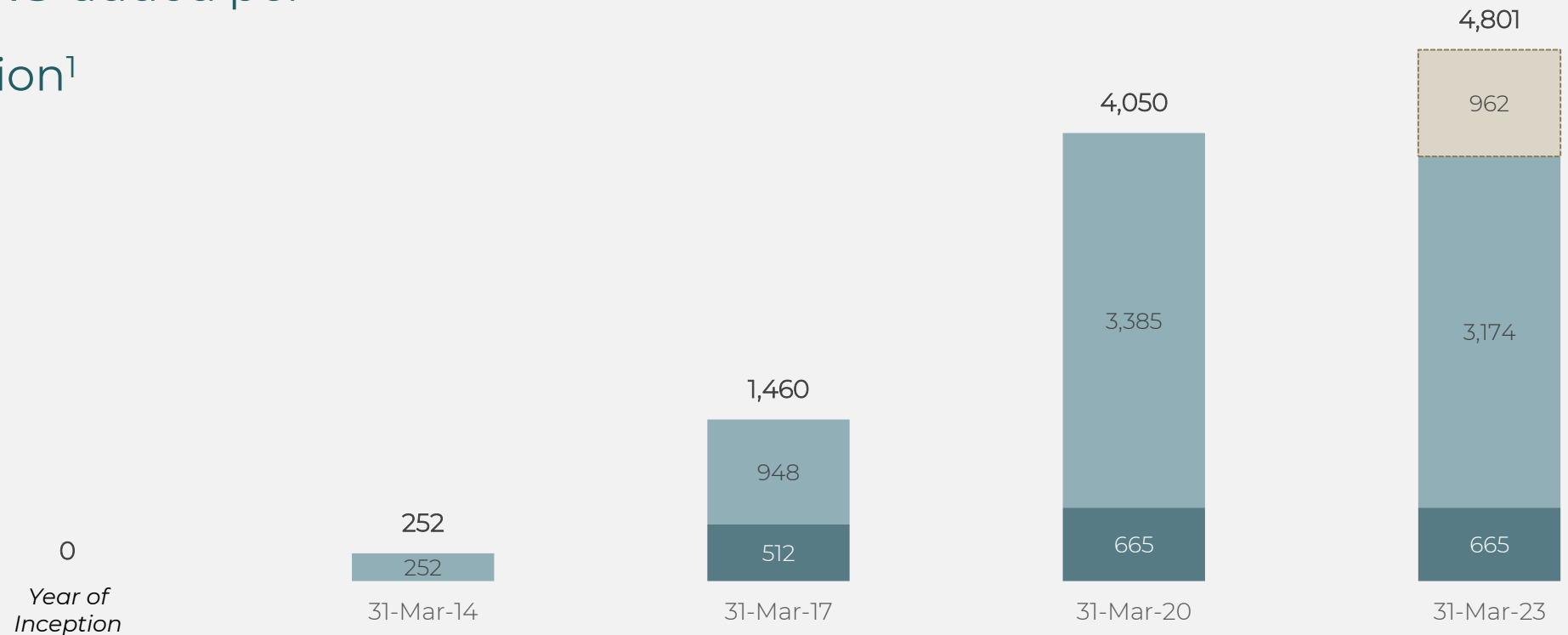
				Pre-renovation & Rebranding	Current Performance	
				Q4 FY14	Q4 FY23	
Sheraton Hyderabad Full renovation of the asset Expansion of inventory Change of brand 		Rooms	#	158	272	5.8x / 21% CAGR RevPAR growth
		Occupancy	%	41%	77%	
		Average Room Rate	₹	3,349	10,344	
		RevPAR	₹	1,377	7,938	
3 Fairfield by Marriott Hotels Full renovation of the asset Expansion of inventory Change of brand 		Rooms	#	334	343	3.4x / 26% CAGR RevPAR growth
		Occupancy	%	45%	76%	
		Average Room Rate	₹	2,857	5,722	
		RevPAR	₹	1,279	4,369	
10 Holiday Inn Express Hotels Full renovation of the asset Development new room concept Expansion of inventory Change of brand 		Rooms	#	1,319	1,427	2.6x / 20% CAGR RevPAR growth
		Occupancy	%	62%	78%	
		Average Room Rate	₹	1,768	3,675	
		RevPAR	₹	1,095	2,883	

...gives us competitive advantage

Operating Rooms Growth

■ SAMHI (Organic) ■ SAMHI (Inorganic) ■ ACIC Portfolio

Avg. 369 rooms added per year since inception¹



¹ - By number of rooms added per calendar year since inception as of August 31, 2023
Note: We sold 2 assets during FY23, resulting in minor reduction in inventory

We leverage power of strong hotel brands in India

SAMHI¹ has over **43%** share of all **Fairfield by Marriott** and **71%** of **Holiday Inn Express** – two strong global brands in the midscale segment²

While we outsource day to day operations of our hotels to hotel operators, **we control all material aspects:**

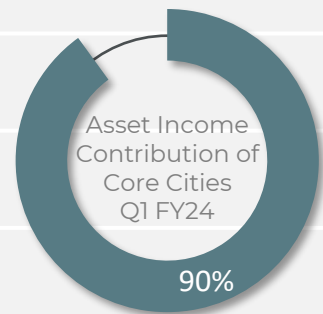
- Product development to suit market*
- Brand & operator selection*
- Budgetary approvals*
- Positioning strategy*
- Renovations and asset disposal*



Note: % above shows ownership of hotels under each brand in India by SAMHI, 1 – Proforma with ACIC Portfolio, 2 – Data as of March 31, 2023 (Source: JLL Report)

Presence in large office markets across India with strong brands

	Total Rooms		Operating Hotels / Rooms							Office market size ¹ (mn sft)	
	Operating	U/D	Marriott			Hyatt		IHG		Current	Upcoming
			RENAISSANCE SHERATON	COURTYARD Fairfield FOUR POINTS BY SHERATON		Hyatt Regency	Hyatt Place	Holiday Inn Express	To be rebranded		
Bengaluru	864	54		1/170	3/418			2/276		195	37
Mumbai		350								148	25
Delhi NCR	660					1/176		1/205	2/279	143	30
Hyderabad	824		1/272	1/232				2/320		109	47
Pune	873	16		1/109	1/217	1/301		2/246		76	24
Chennai	554	86		2/289	1/116			1/149		70	16
Kolkata		111								28	4
Other Cities	1,026		1/155	3/403	2/237			2/231			






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
 Core Cities include Ahmedabad

Well positioned at different price points

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

% Show Segments Asset Income Share in Q1 FY24¹

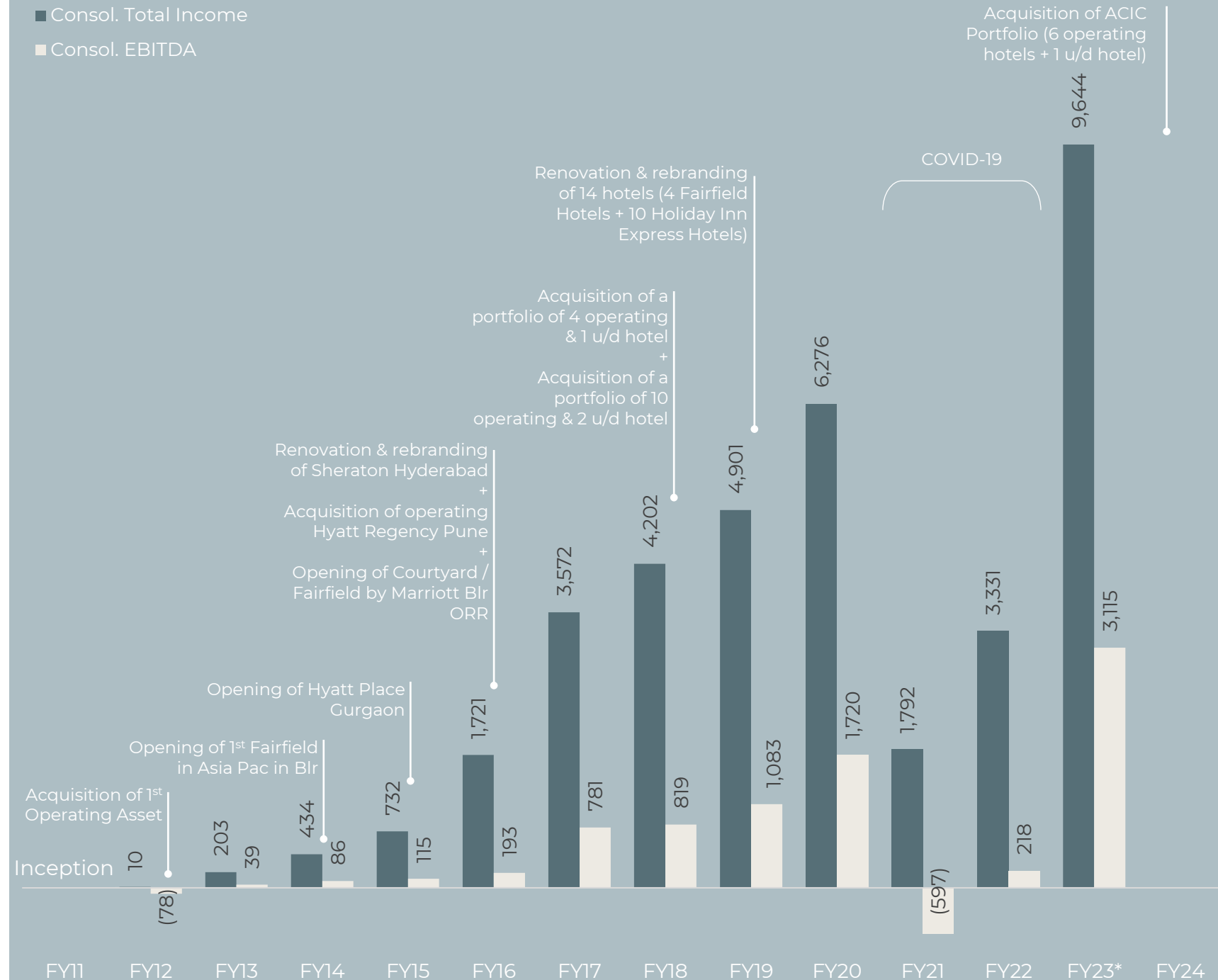
	50% Upper Upscale & Upscale	31% Upper Mid-scale	19% Mid-scale
			
Brands	Hyatt Regency, Sheraton, Renaissance, Courtyard by Marriott, Hyatt Place	Fairfield by Marriott, Four Points by Sheraton, Element	Hampton Express, Canopy
Hotels/ Rooms (#)	5 / 1,074	15 / 2,163	11 / 1,564
Q1FY24 Average Room Rate	₹8,628	₹5,435 ¹	₹3,226
Average F&B Outlets	2 – 3	1 – 2	1

Track record

of execution and delivering growth

working with world class investors & hotel companies

38% revenue CAGR between FY15 and FY23



Note: All values in ₹ mn unless specified otherwise
*Proforma basis with ACIC Portfolio

ACIC Portfolio acquisition

A portfolio of **6 operating** assets with 962 rooms acquired in **August'23**

Additional real-estate in Navi Mumbai with potential **350 room hotel development**

Opportunity of **revenue growth & margin expansion** by integrating with existing portfolio



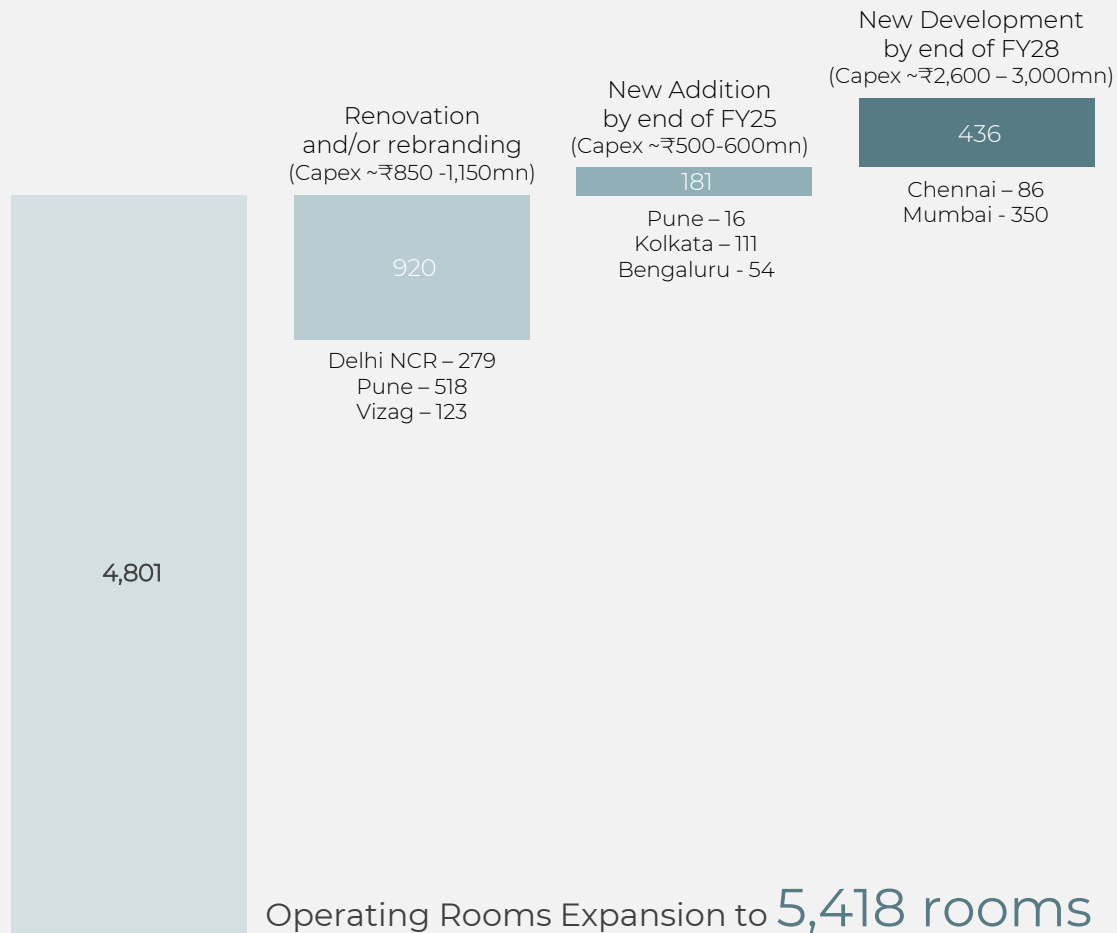
ACIC Portfolio

Continued growth & improve our market share

- Acquisition completed on August 10, 2023; full reporting of portfolio as part of SAMHI from Q3FY24
 - We will disclose 'pro-forma' performance for certain headline numbers assuming ACIC portfolio has been fully acquired for full year period.
- Portfolio consists of :
 - 6 operating hotels across 962 rooms - Hyderabad, Pune, Chennai, Ahmedabad & Jaipur
 - 3 Fairfield by Marriott and 3 Four Points by Sheraton
 - Land in Navi Mumbai (MIDC) for development of 350 rooms hotel (Upper Mid-scale segment)
- Key advantages & opportunities
 - Material expansion of our share of Marriott branded Upper Mid-scale hotels
 - Conversion of franchise agreements to management contracts and integration of the portfolio with our shared services center for Marriott operated hotels will improve operating margins - current operating margin of 34% to improve and be in line with our Asset EBITDA level of ~38% over next 3-4 quarters
 - Renovation and rebranding of Pune asset with a higher brand
 - Development of the 350-room hotel in Navi Mumbai – a key growth market

		FY22	FY23	Q1FY24
Occ.	%	58%	79%	79%
ARR	₹	2,998	4,918	5,041
RevPAR	₹	1,743	3,865	3,980

Strong embedded growth

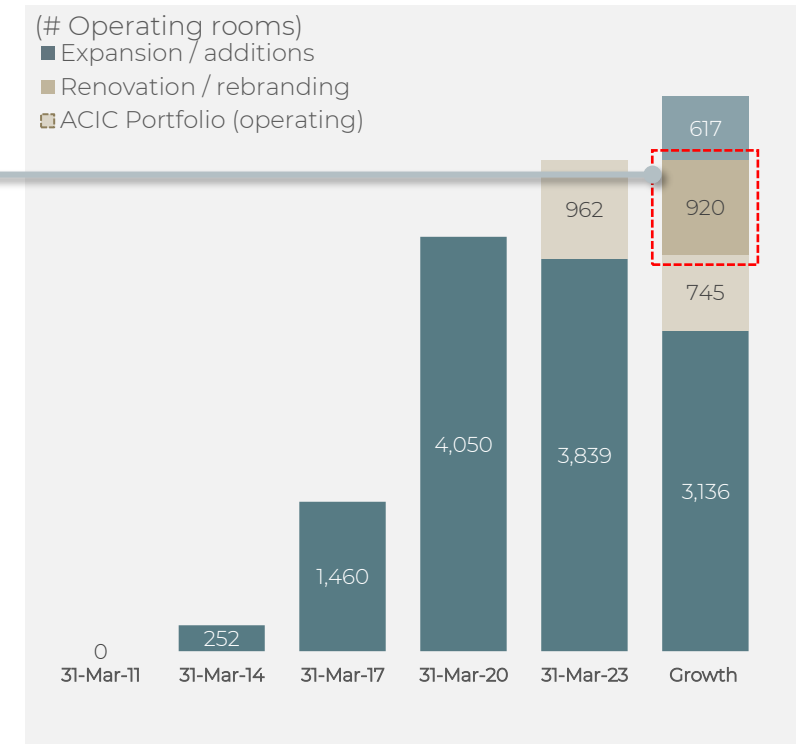


- » We have opportunity to **renovate and/or rebranding 920** of the **existing 4,801 rooms** in our portfolio
- » Given our past track-record, we estimate this to materially impact performance of these hotels post completion of planned changes.
- » A total of **617 rooms to be added** to the existing operating portfolio
 - » **181 rooms before end of FY25.** These are hotels/ inventory which are ready for completion with no construction risk
 - » **436 rooms will be added before end of FY28.** No real-estate acquisition is required for this as the assets are currently owned by the Company
- » Capital expenditure required for the renovation and expansion would be **funded through internal accruals**
- » With 2 new developments we would also expand our operating presence to **Kolkata and Mumbai**; two major economic centers in India

Renovation & Rebranding

920rooms

To Undergo Renovation & Rebranding

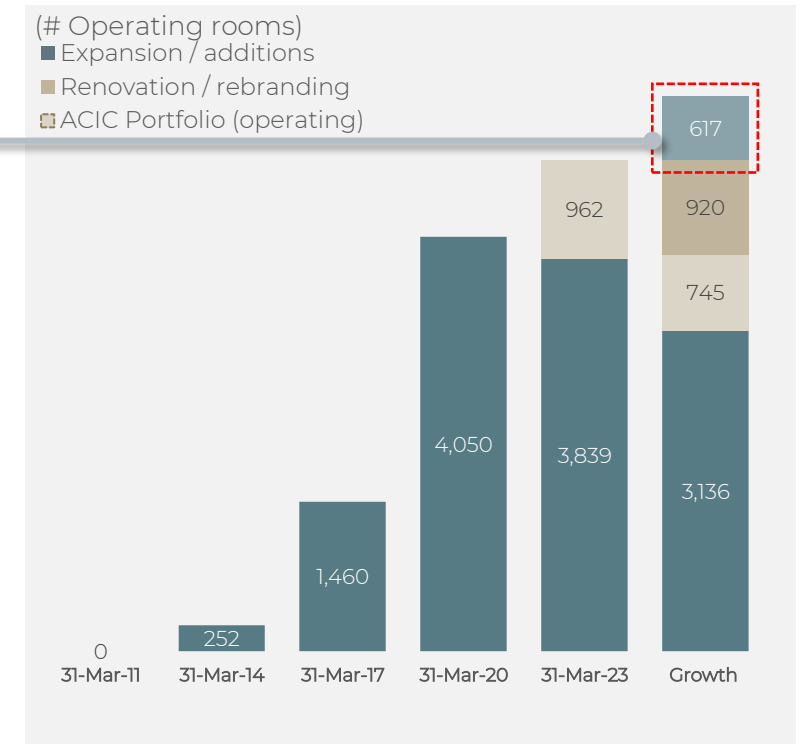


Asset	Rooms	Plan	Current Status	Progress	Target Completion
Hyatt Regency Pune	301	Renovation & Rebrand	Design & Development	On Schedule	Sep '25
Four Points by Sheraton Pune	217	Renovation & Rebrand	Concept Discussion	On Schedule	Sep '25
Four Points by Sheraton Vizag	123	Renovation	Design & Development	On Schedule	Sep '24
Caspia Pro Greater Noida	137	Renovation & Rebrand	Detail & Tendering	On Schedule	Sep '24
Caspia Delhi	142	Renovation & Rebrand	Concept Discussion	On Schedule	Sep '24

Inventory Addition

617 rooms

To be added during
FY25 - FY28



Asset	Rooms	Plan	Current Status	Progress	Target Completion
Holiday Inn Express Whitefield Bangalore	54	Extension	Fit-out Stage	On Schedule	Sep '24
Holiday Inn Express Kolkata	111	New Build	Fit-out Stage	On Schedule	Sep '24
Hyatt Regency Pune	16	Extension	Design & Tendering	On Schedule	Sep '24
Fairfield by Marriott Sriperumbudur	86	Extension	Design Development	On Schedule	Sep '26
Upper Mid-scale Hotel Navi Mumbai	350	New Build	Concept & Approval	On Schedule	Jun '27

The road ahead



Operating

- Leverage favorable market environment using the strength of our portfolio
- Improvement in market share of our hotels
- Integration of ACIC portfolio to improve operating margins



Financial

- Target Net Debt-to-EBIDTA of less than 3.5x by end of FY25 through further reduction of debt and increase in EBITDA
- Reduction in cost of debt by more than 100 bps from current levels
- Rapid progression to profits (PAT) and free cash to fund growth



Growth

- Opening of Holiday Inn Express (“HIEX”) Kolkata and HIEX Whitefield additional inventory (~165 rooms)
- Completion of all pending renovation and rebranding projects
- Development of larger new developments of Navi Mumbai and Chennai Sriperembudur
- Given all above assets are owned by Company and only need incremental capital, financial impact will be very attractive



Hyatt Place Gurgaon

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

10+ 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

12+ 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

12+ 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

6+ 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*

Quarter ending June 30, 2023

Performance Summary



Courtyard by Marriott Bengaluru ORR

Q1 FY2024 : Performance snapshot

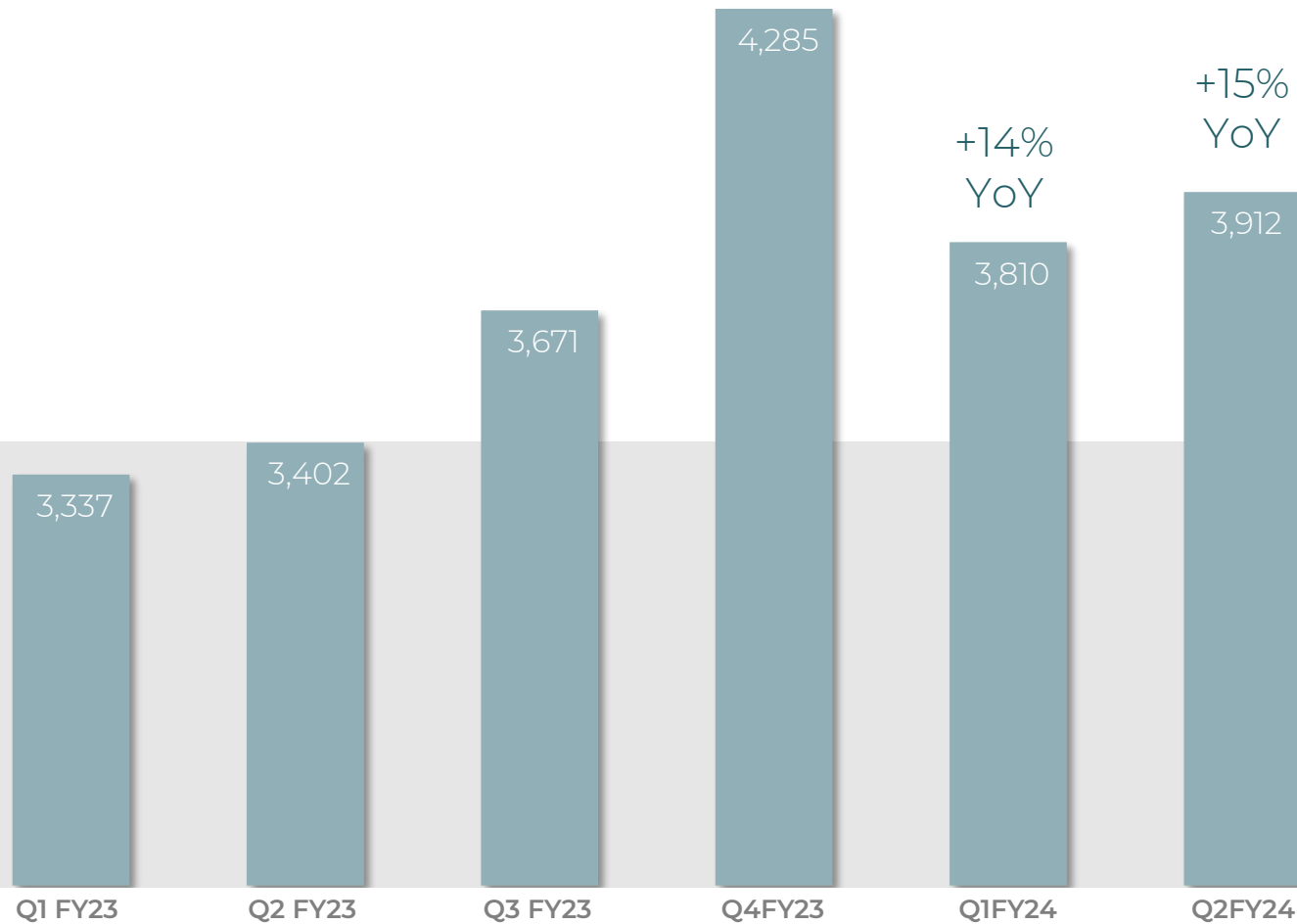
Occupancy ▼ 70.5% (218) bps YoY	Average Room Rate ▲ ₹5,408 + 17.7% YoY	RevPAR ▲ ₹3,810 + 14.2% YoY
Asset Income ▲ ₹1,914mn +14.2% YoY	Asset EBITDA ▲ ₹719mn +12.5% YoY	Net Debt ▼ ₹18,331mn

Proforma Including
ACIC Portfolio

Asset Income ₹2,410mn
Asset EBITDA ₹885mn

*Note: All figures are based on Same-store i.e. excludes ACIC Portfolio acquired in Aug'23 and 2 sold assets in Feb'23
Net Debt figures are as on October 08, 2023
Refer Slide 26 for EBITDA bridge from Asset EBITDA to Consolidated EBITDA*

RevPARs continue to grow strong



- Operating parameters continue to track well. Q2FY24 RevPAR growth of 15% YoY
- Very low levels of new supply with healthy demand from business travel to support growth in next few quarters

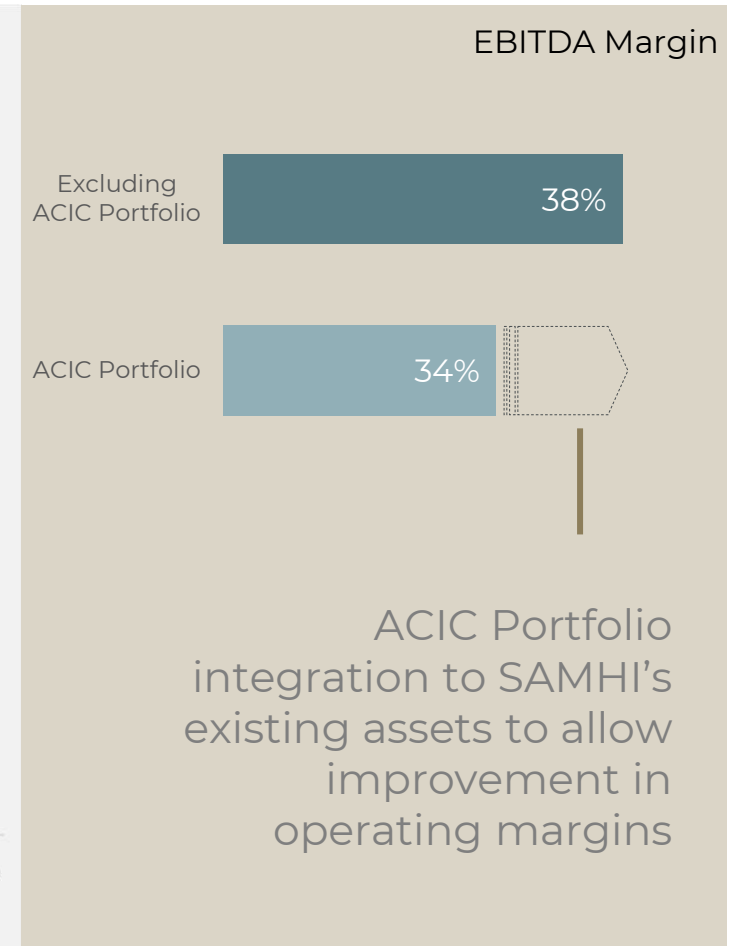
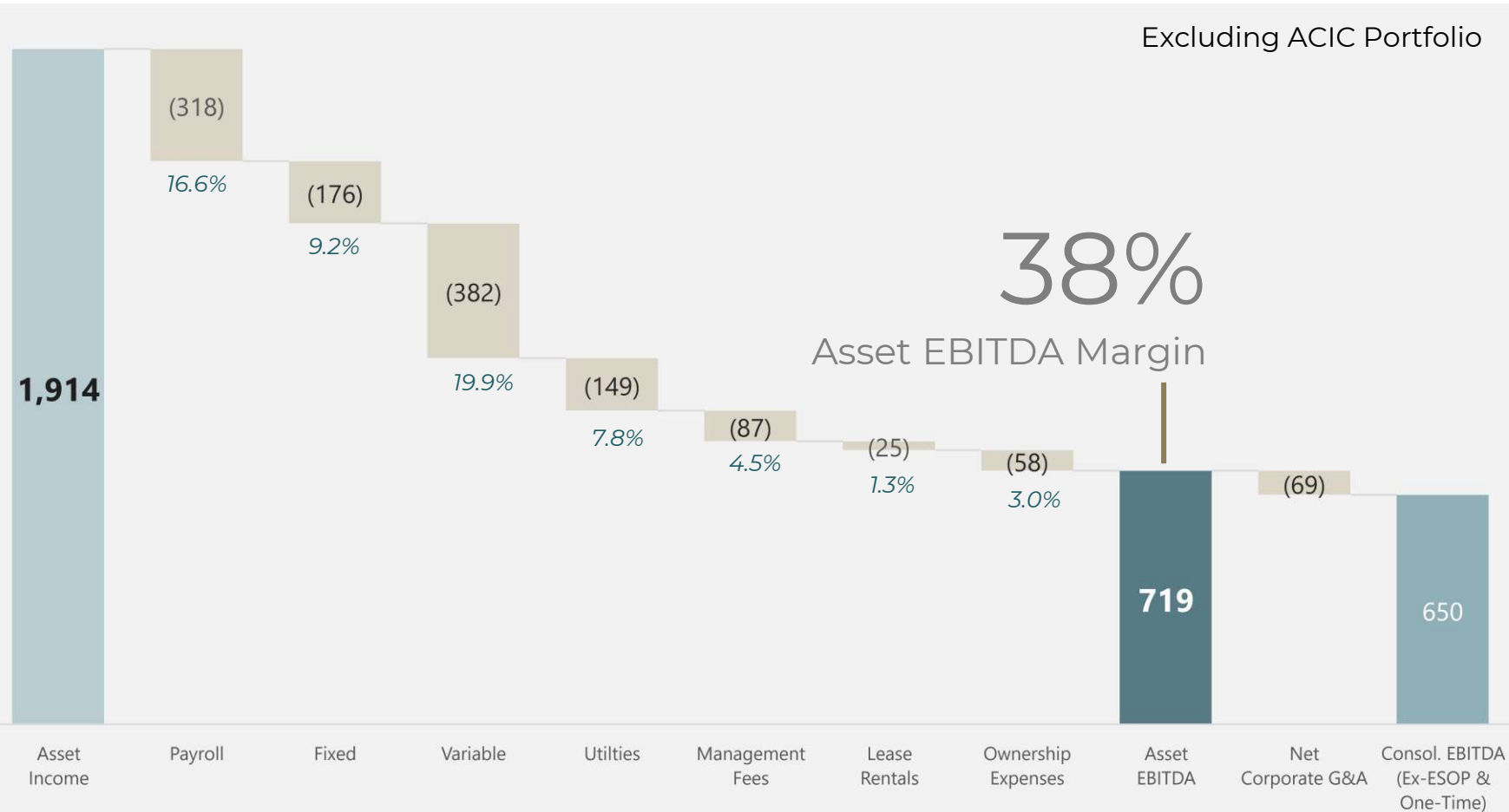
Segment performance



- **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.

		Upper Upscale & Upscale		Upper Mid-scale		Mid-scale	
		Q1FY24	(Y-o-Y)	Q1FY24	(Y-o-Y)	Q1FY24	(Y-o-Y)
Occupancy	(%)	68%	▼	75%	▼	69%	■
ARR	(₹)	8,628	▲	5,435	▲	3,226	▲
RevPAR	(₹)	5,827	▲	4,062	▲	2,232	▲

Operational efficiency



Financial summary

Consolidated P&L Snapshot

	Q1FY24	Q1FY23	Change%	FY23
Operating Rooms	3,839	4,050		3,839
Occupancy %	71%	73%		72%
Average Room Rate (₹)	5,408	4,594		5,133
Asset Income	1,914	1,742	14.2%	7,498
Asset EBITDA	719	658	12.5%	2,805
Asset EBITDA Margin	37.5%	37.8%		37.4%
Other Income	9	14		117
Corporate G&A	(78)	(75)		(290)
Net Corporate G&A	(69)	(61)		(173)
Consolidated EBITDA (pre-ESOP cost & one-time expense)	650	597		2,632
ESOP ¹ Cost	(115)	-		(26)
Other One-Time Expenses	(63)	-		-
Consolidated EBITDA (Reported)	473	597		2,606
Depreciation & Amortization	(230)	(240)		(963)
Finance cost	(1,077)	(1,365)		(5,221)
PBT (excluding exceptional items)	(835)	(1,009)		(3,577)
Exceptional Items	-	-		192
PBT	(835)	(1,009)		(3,386)
Tax Expense	(0)	(0)		(0)
PAT	(835)	(1,009)		(3,386)

ESOP 2023 (as disclosed in prospectus)

P&L impact over 4 years:

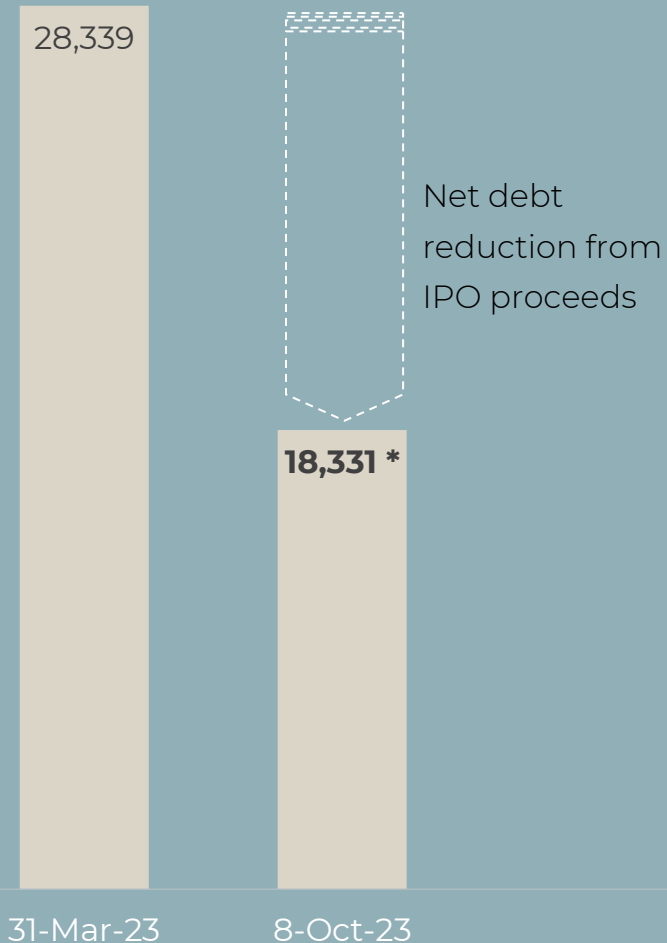
₹460mn in FY24, ₹177mn in FY25,

₹ 95mn in FY26, ₹40mn in FY27

Proforma (With ACIC Portfolio)

	Q1FY24	Q1FY23	Change	FY23
	4,801	5,012		4,801
	72%	74%		73%
	5,327	4,561		5,087
2,410	2,185	13.6%	9,488	
885	832	8.9%	3,477	
36.7%	38.1%		36.7%	
14	18		156	
(95)	(105)		(359)	
(80)	(87)		(204)	
805	745		3,273	
(115)	-		(26)	
(78)	-		(132)	
612	745		3,115	
(308)	(329)		(1,296)	
(1,155)	(1,447)		(5,686)	
(850)	(1,031)		(3,868)	
-	-		192	
(850)	(1,031)		(3,676)	
(0)	(0)		17	
(851)	(1,031)		(3,659)	

Significant reduction in debt



- » **₹12,000mn of IPO proceeds** materially reduced Company's net debt and cost of debt
- » Net debt down by **~35% to ₹18,331mn** from ₹28,339mn
- » Cost of debt reduced from **~12.5% to ~10.6%**; further reduction estimated by end FY24
- » By end of FY24, quarterly finance cost to reduce by **~57% to ~₹600mn** from ₹1,368mn**

*Net Debt Details

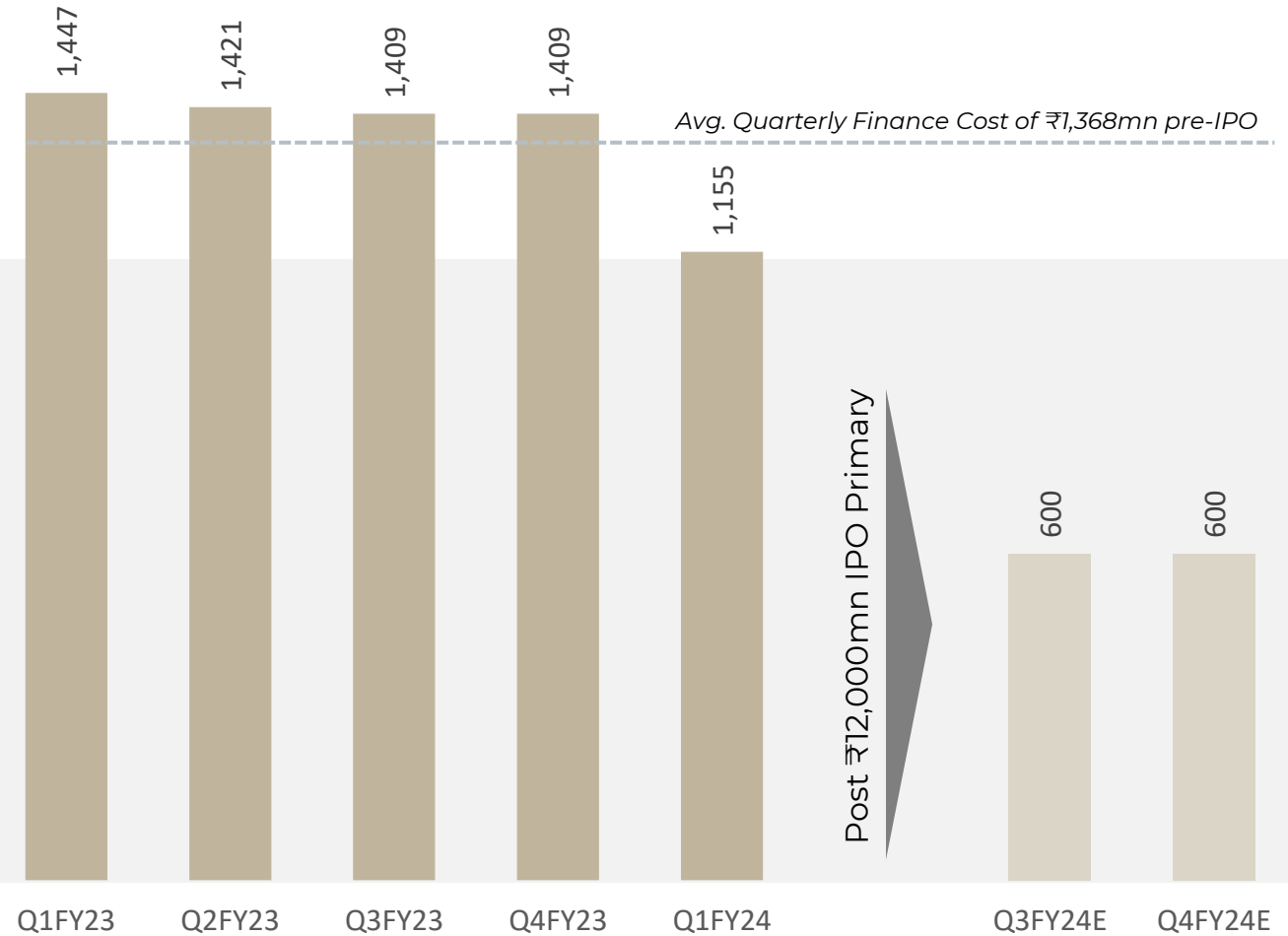
Gross Debt	₹23,442mn
Cash Balance	₹5,111mn
Cost of Debt	~10.6%

Path to profitability & free cash

Change in Estimated Finance Cost post Debt Reduction

Key Drivers for Change

- Revenue growth driven by **robust demand** across hospitality, office-space and aviation markets
- RevPAR growth of **14% and 15% in Q1 & Q2 FY24** respectively (YoY)¹
- **Margin expansion of ACIC Portfolio** via integration with Marriott shared services center
- Material reduction in finance cost driven by **₹12,000mn primary capital raise** via Sep 22, 2023 IPO



¹: Same-store basis, excludes ACIC Portfolio

Glossary

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

Management Contract Highlights

Average Tenure (yrs)	24.1
Average Residual Tenure as on Jun'23 (yrs)	18.3
Management Fee as % to Total Income from Assets (FY23) (Base & Incentive Fee)	4.75%



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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 30 June 2023 has been drawn up for the first time in accordance with the requirement of Regulation 33 of the Listing Regulations.



Thank You



Company

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