

SAMHI Reports Robust Q4 FY24 Growth, Charts Course for a Promising FY25 Performance

Q4FY24

- RevPAR up 16.9% YoY
- Asset Income up 35.4% YoY
- Asset EBITDA* up 45.4% YoY
- PAT Rs. 113 Mn
- Positive Free Cash flow

FY24

- RevPAR up 17.0% YoY
- Asset Income up 28.4% YoY
- Asset EBITDA* up 34.6% YoY

Gurugram, 29th May 2024: SAMHI Hotels Limited (BSE: 543984) (NSE: SAMHI) a prominent branded hotel ownership and asset management platform in India, announced its audited Standalone and Consolidated results for the quarter ended 31st March 2024.

Commenting on the performance, **Mr. Ashish Jakhanwala, Chairman & Managing Director, SAMHI Hotels Ltd.** said,

We achieved a total revenue of Rs. 2,899 Mn and EBITDA of Rs. 1,077 Mn during the quarter and have turned PAT positive. This was supported by a strong operational performance of our hotels which continue to benefit from significant growth of India's commercial office and aviation market.*

For FY24 we achieved a total revenue of Rs. 9,787 Mn and EBITDA of Rs. 3,484 Mn. If we include ACIC for the unconsolidated period, the same will be Rs. 10,527 Mn and Rs. 3,681 Mn respectively.*

Reduction in debt and finance cost allows SAMHI to be well-positioned to generate significant free cash flow from operations in FY25, providing resources to fuel both internal and external growth opportunities.

Looking ahead to FY25, SAMHI is poised for robust growth. This trajectory will be propelled by a multitude of factors including continued RevPAR growth in our same-store hotels due to their favorable locations & positioning, completion of the ACIC Portfolio integration, strategic renovation, and rebranding initiatives. Growth in EBITDA, reduction in ESOP expenses and corporate G&A sets us for a strong PAT growth in FY25 and beyond.

*EBITDA excluding ESOP & One-time Expenses

Key Highlights for Q4FY24:

- **RevPAR** at Rs. 4,830 up 16.9% on a YoY basis
- **Asset Income** and **Asset EBITDA** grew YoY by **35.4%** and **45.4%** respectively. Same store growth & positive impact of ACIC acquisition led to strong growth in income and EBITDA
- Achieved strategic milestone of **Rs. 1,077 Mn of Consolidated EBITDA** (pre-ESOP & one-time expenses), demonstrating the potential of current portfolio
- PAT at Rs. 113 Mn
- 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.

Consolidated Financial Highlights:

*Proforma
(incl. ACIC full year)*

In Rs. Mn	Q4FY24	Q4FY23	YoY%	FY24	FY23	YoY%	FY24
Asset Income	2,813	2,078	35.4%	9,630	7,499	28.4%	10,364
Asset EBITDA	1,163	800	45.4%	3,777	2,805	34.6%	3,991
Asset EBITDA%	41.4%	38.5%		39.2%	37.4%		38.5%
Other Income	86	39		157	117		163
Corporate G&A	(172)	(46)		(450)	(290)		(472)
Consolidated EBITDA (pre-ESOP & one-time expenses)	1,077	793	35.7%	3,484	2,632	32.4%	3,681
ESOP & One-Time Expenses	(115)	(26)		(605)	(26)		(620)
Consolidated EBITDA (Reported)	962	767		2,879	2,606		3,060
PAT	113	(737)		(2,346)	(3,386)		(2,499)

Debt Profile:

In Rs. Mn	Mar 31, 2024	Dec 31, 2023	Jun 30, 2023
Net Debt	18,242	18,427	29,383
TTM EBITDA*	3,681	3,580	3,333
Net Debt-to-Consolidated EBITDA	4.9x	5.1x	8.8x
Annualized Interest Cost	~1,990 @ 9.8% Cost	~2,000 @ 10.3% Cost	~3,940 @ 13.0% Cost

*On Proforma basis and excluding ESOP & One-time Expenses

About SAMHI Hotels Ltd.

SAMHI is a prominent branded hotel ownership and asset management platform in India with an institutional ownership model, experienced leadership and professional management team. SAMHI has long-term management arrangement with three of the established and well recognized global hotel operators, namely, Marriott, IHG and Hyatt. SAMHI has a portfolio of 31 operating hotels comprising 4,801 keys and has a diverse geographic presence in 13 cities across India, including National Capital Region (NCR), Bengaluru, Hyderabad, Chennai and Pune. SAMHI has 2 hotels under development with a total of 461 keys in Kolkata and Navi Mumbai.

Forward-looking and Cautionary Statements

Statements in this document relating to future status, events, or circumstances, including but not limited to statements about plans and objectives, the progress and results of research and development, potential project characteristics, project potential and target dates for project related issues are forward-looking statements based on estimates and the anticipated effects of future events on current and developing circumstances. Such statements are subject to numerous risks and uncertainties and are not necessarily predictive of future results. Actual results may differ materially from those anticipated in the forward-looking statements. The company assumes no obligation to update forward-looking statements to reflect actual results changed assumptions or other factors.

For further information, please contact

Company:



SAMHI Hotels Limited
CIN: U55101DL2010PLC211816

Mr. Gyana Das

Email: Compliance@samhi.co.in

www.samhi.co.in

Investor Relations Advisors:



Strategic Growth Advisors Pvt. Ltd.
CIN: U74140MH2010PTC204285

Ms. Ami Parekh / Mr. Rahul Agarwal

ami.parekh@sgapl.net /
rahul.agarwal@sgapl.net

+91 8082466052 / +91 9821438864

www.seapl.net

Company:



SAMHI Hotels Limited
CIN: U55101DL2010PLC211816

Bhavna Mishra

Email: bhavna.mishra@samhi.co.in

+91 9701147470

www.samhi.co.in

Company:

CONCEPT PR

Concept PR

CIN: U74999MH1993PLC072218

Aanchal kohli/Rahul Chhabra

Email: aanchal@conceptpr.com

+91 9987918145 / +91 9654061689

www.conceptpr.com