

**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.

29<sup>th</sup> January 2025

**BSE Limited**  
**Corporate Relationship Department**  
Phiroze Jeejeebhoy Towers, Dalal Street,  
Mumbai - 400 001, Maharashtra, India

**National Stock Exchange of India**  
**Limited**  
Exchange Plaza, C-1, Block G, Bandra  
Kurla Complex, Bandra (East), Mumbai -  
400 051, Maharashtra, India

**Scrip Code: 543984**

**Scrip Code: SAMHI**

**Sub: Investor Presentation for Quarter 3 - FY 25**

Dear Sir / Madam,

Please find attached the Investor Presentation on the performance of the Company for the Quarter 3 - FY 25.

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**

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# SAMHI Hotels Ltd

Investor Presentation – Q3 FY25

# Q3 FY25 Highlights

RevPAR<sup>1</sup>

₹5,088  
+ 15.1% YoY

Total Income

₹2,987mn  
+ 9.3% YoY

Consol. EBITDA (pre- ESOP)

₹1,177mn  
+15.5% YoY

PAT

₹228mn  
*Includes one-time non-cash impact  
of refinancing of ₹65mn*

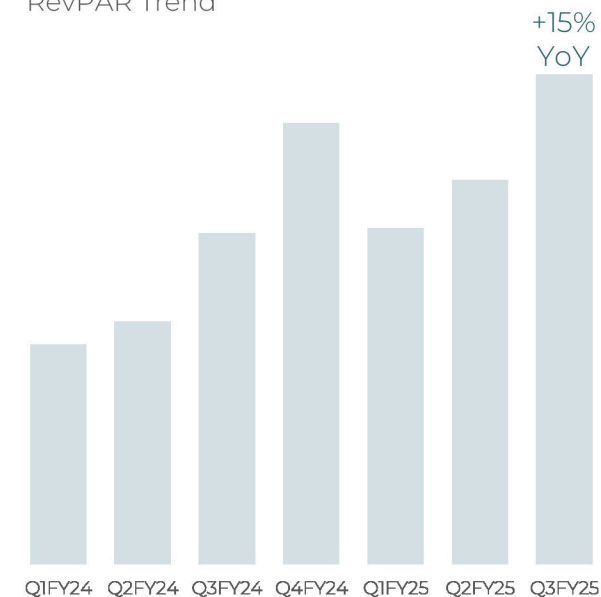
15.1% YoY growth in RevPAR  
demonstrates strong business demand  
across key markets

Multiple levers in place to augment  
same-store growth

# Consistent & strong growth

	FY2024				FY2025		
	ACIC Portfolio Acquisition Impact (w.e.f. 10 <sup>th</sup> Aug 2023)						
	Q1	Q2	Q3	Q4	Q1	Q2	Q3 <sup>1</sup>
<i>All values in ₹ mn unless specified</i>							
<b>Total Income</b>	<b>1,924</b>	<b>2,232</b>	<b>2,733</b>	<b>2,899</b>	<b>2,568</b>	<b>2,705</b>	<b>2,987</b>
<b>YoY growth</b>	<b>9.6%</b>	<b>25.1%</b>	<b>39.5%</b>	<b>36.9%</b>	<b>33.5%</b>	<b>21.2%</b>	<b>9.3%</b>
<b>EBITDA</b> <i>(pre-ESOP / One Time)</i>	<b>650</b>	<b>739</b>	<b>1,019</b>	<b>1,077</b>	<b>934</b>	<b>1,016</b>	<b>1,177</b>
<i>ESOP &amp; One-Time</i>	(178)	(198)	(115)	(115)	(44)	(44)	(44)
<i>Depreciation</i>	(230)	(279)	(312)	(315)	(299)	(288)	(291) <sup>2</sup>
<i>Finance Cost</i>	(1,077)	(1,146)	(651)	(577)	(556)	(562)	(617) <sup>3</sup>
<i>PBT</i> <i>(excl. exceptional items)</i>	(835)	(885)	(60)	70	35	122	224
<b>PAT</b>	<b>(835)</b>	<b>(880)</b>	<b>(744)</b>	<b>113</b>	<b>42</b>	<b>126</b>	<b>228</b>

RevPAR Trend



**Near term growth from healthy demand for same store assets, material re-rating of part of our portfolio post renovation & rebranding, addition of new inventory and M&A**

1. Q3FY25 – First quarter post acquisition of ACIC Portfolio with no incremental impact on account of the addition of hotels. However, includes marginal additional impact of acquisition of Trinity Hotel in Bengaluru  
 2. Depreciation Cost includes an additional depreciation of ₹ 5mn for Trinity Hotel in Bengaluru, which was acquired in Oct'24  
 3. Interest Cost includes one-time non-cash impact of ₹65mn on account of refinancing a high-cost term-loan, which would result in an annual interest saving of ~₹160mn



SAMHI Hotels Ltd.

# Macro Dynamics

# Robust commercial activity across key markets

	Office market size <sup>1</sup> (mn sq. ft.)		Net Absorption <sup>2</sup>	
	Current	Upcoming	FY24 Full Year	9MFY25
	Total of ~43 mn sqft		Total of ~38 mn sqft	
Bengaluru	205	35	14.0	10.6
Hyderabad	124	45	7.5	6.6
Pune	79	21	5.4	3.7
Delhi NCR	151	22	5.2	5.6
Kolkata	29	3	0.9	1.4
Chennai	75	14	3.8	1.6
Mumbai	151	20	6.2	8.5

Office space absorption for Q3FY25 stood at **~16mn sft.**

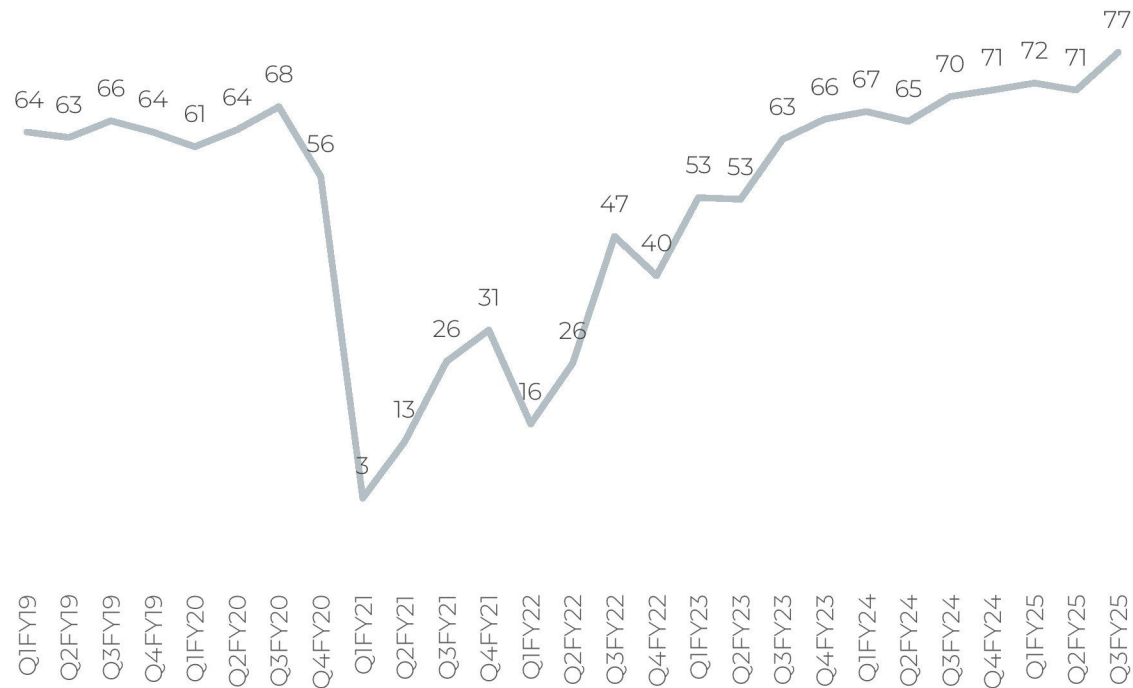
4 Key Markets (Bengaluru, Hyderabad, Pune, Delhi NCR) captured **~72%** of the total absorption in Q3FY25

Contribute to **~75%** of SAMHI's Q3FY25 Asset Income

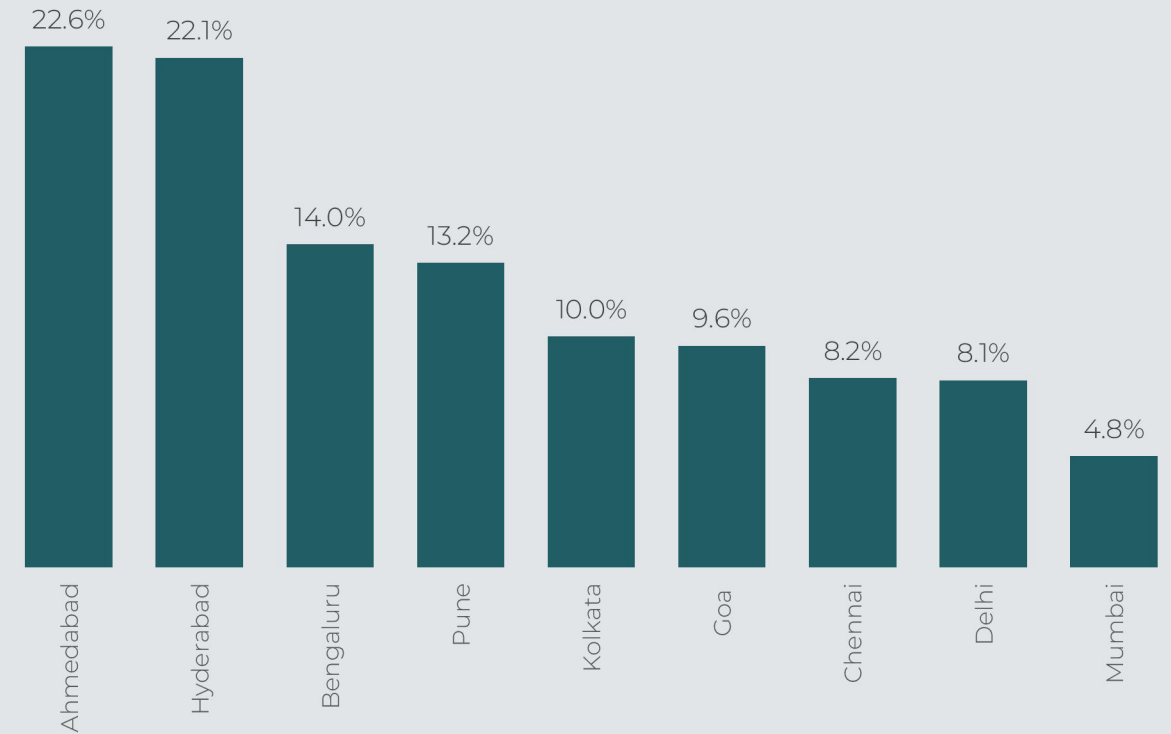
# Travel across key cities continue growth path

Air passenger growth continues its upward trajectory with **77 million passengers** in Q3FY25 (+10.5% YoY)

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



Q3FY25 change over Q3FY24<sup>1</sup>



1. Source: Airports Authority of India (AAI)

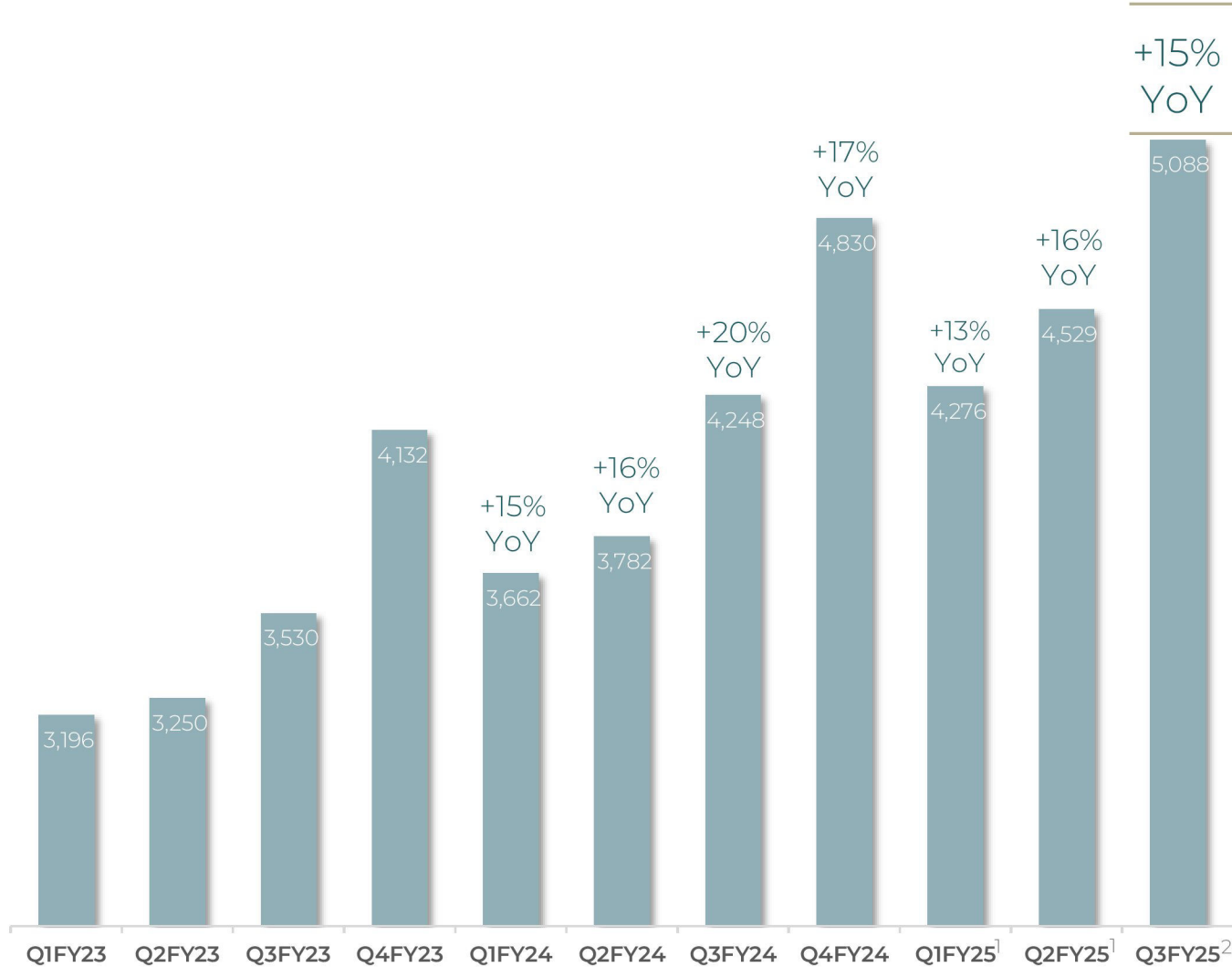
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# Performance Summary

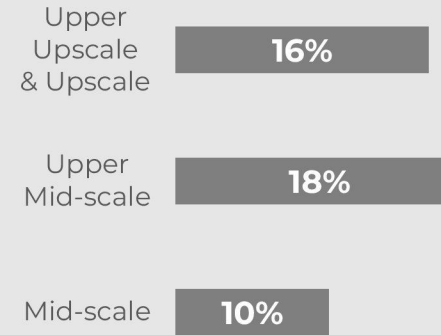




# RevPARs continue upward trend



## Segment wise RevPAR growth (for Q3 FY25 YoY)



## Revenue Contribution of the Segment (Q3 FY25)



Established larger base of demand and continued growth in commercial activities across key markets driving RevPAR growth

Growth expected to be stronger in coming quarters

1. Based on Same-store i.e. excludes ACIC Portfolio acquired in Aug '23 and Holiday Inn Express Greater Noida (renovated and reopened in December 2024)  
 2. Based on same-store, i.e., excludes ACIC Portfolio acquired in August 2023, Trinity acquired in Oct'24, Holiday Inn Express, Greater Noida (renovated and reopened in December 2024), and Caspia Delhi (under renovation starting Jan'25)

# SAMHIintel

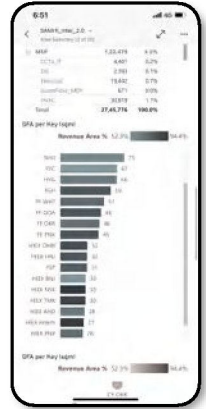
SAMHIintel is our inhouse and proprietary asset management tool

## Updates

- The system now has been migrated to a scalable platform with underlying larger database and efficient automated data uploading process
- New mobile friendly view added to allow asset manager easy and on the move access to information



Desktop Version

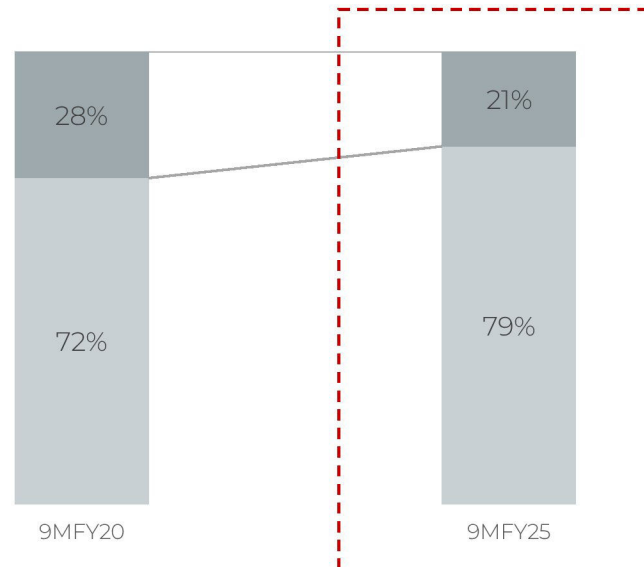


Cell Phone Version

## Domestic vs. International contribution – Room Nights Sold – by Origin

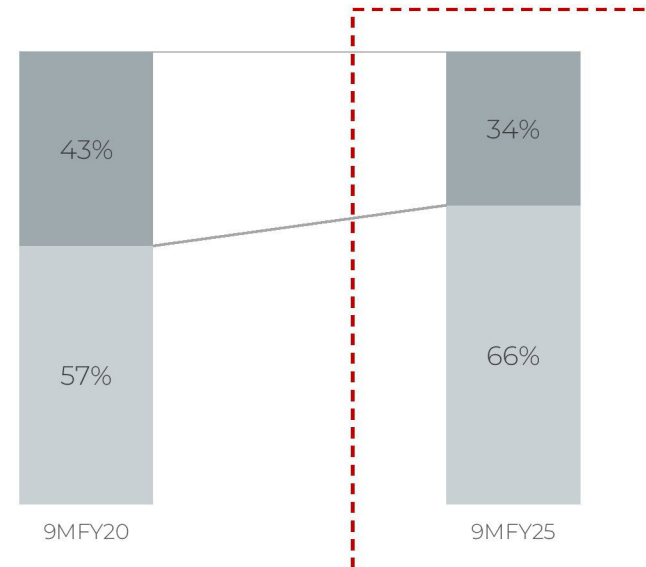
### Portfolio (same-store)

■ Domestic ■ International



### Upper Upscale & Upscale Hotels (same-store)

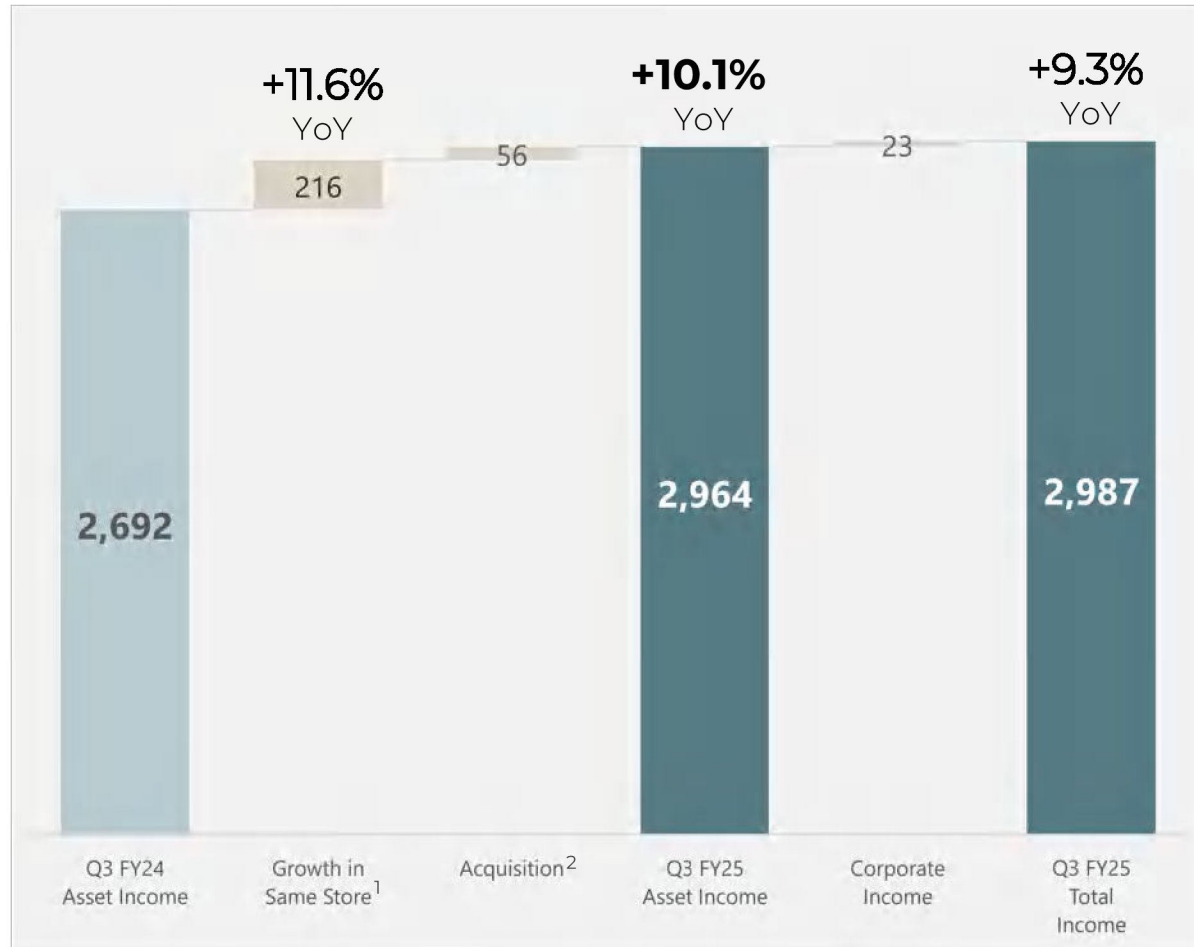
■ Domestic ■ International



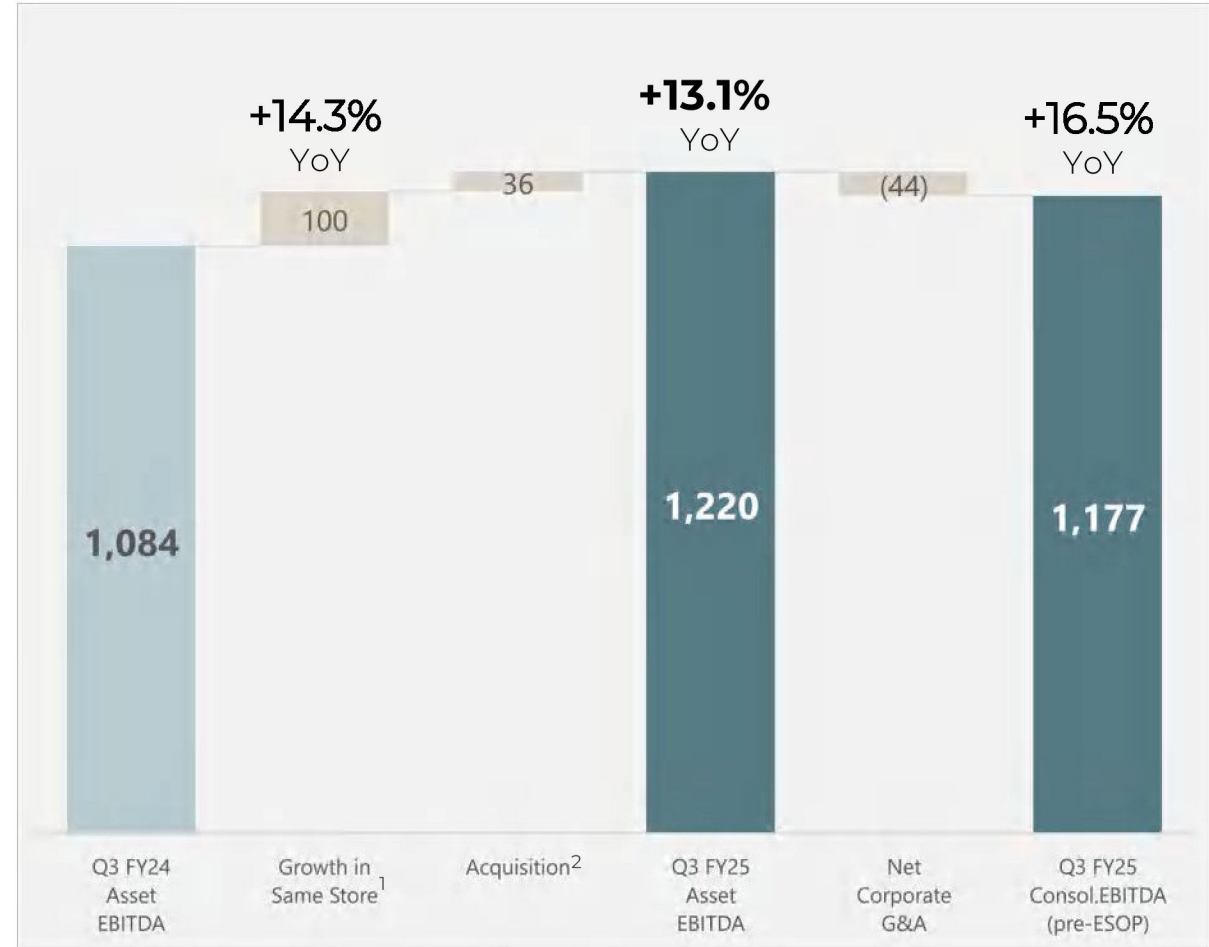
International contribution to room night volumes have reduced by **~900 bps** in our 5 Upper Upscale & Upscale Hotels from **~43%** in 9MFY20 (pre-COVID) to **~34%** in 9MFY25 (current)

# Q3FY25 - Total Income and Consol. EBITDA bridge

Total Income (₹ mn)



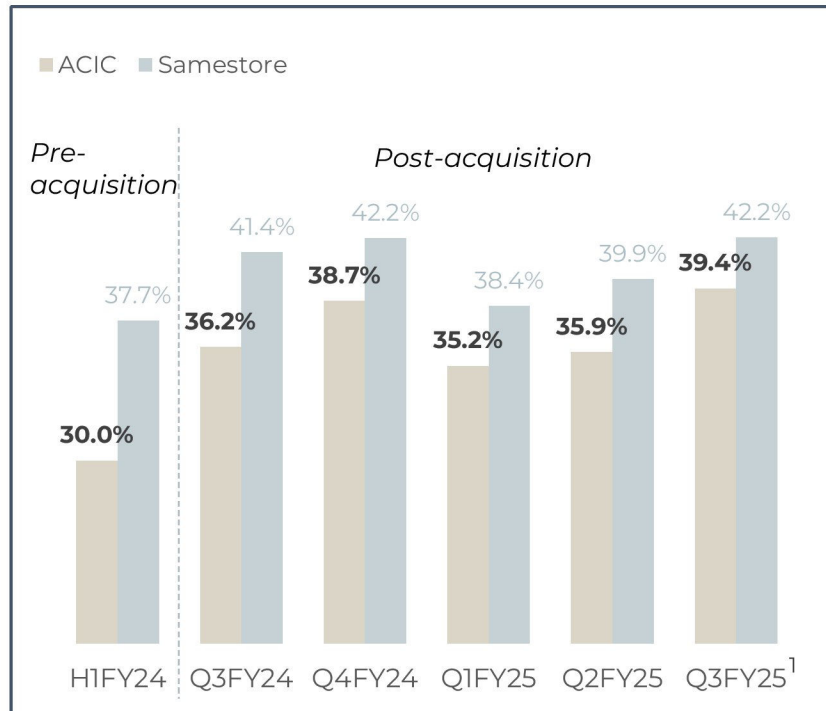
Consol. EBITDA (pre-ESOP) (₹ mn)



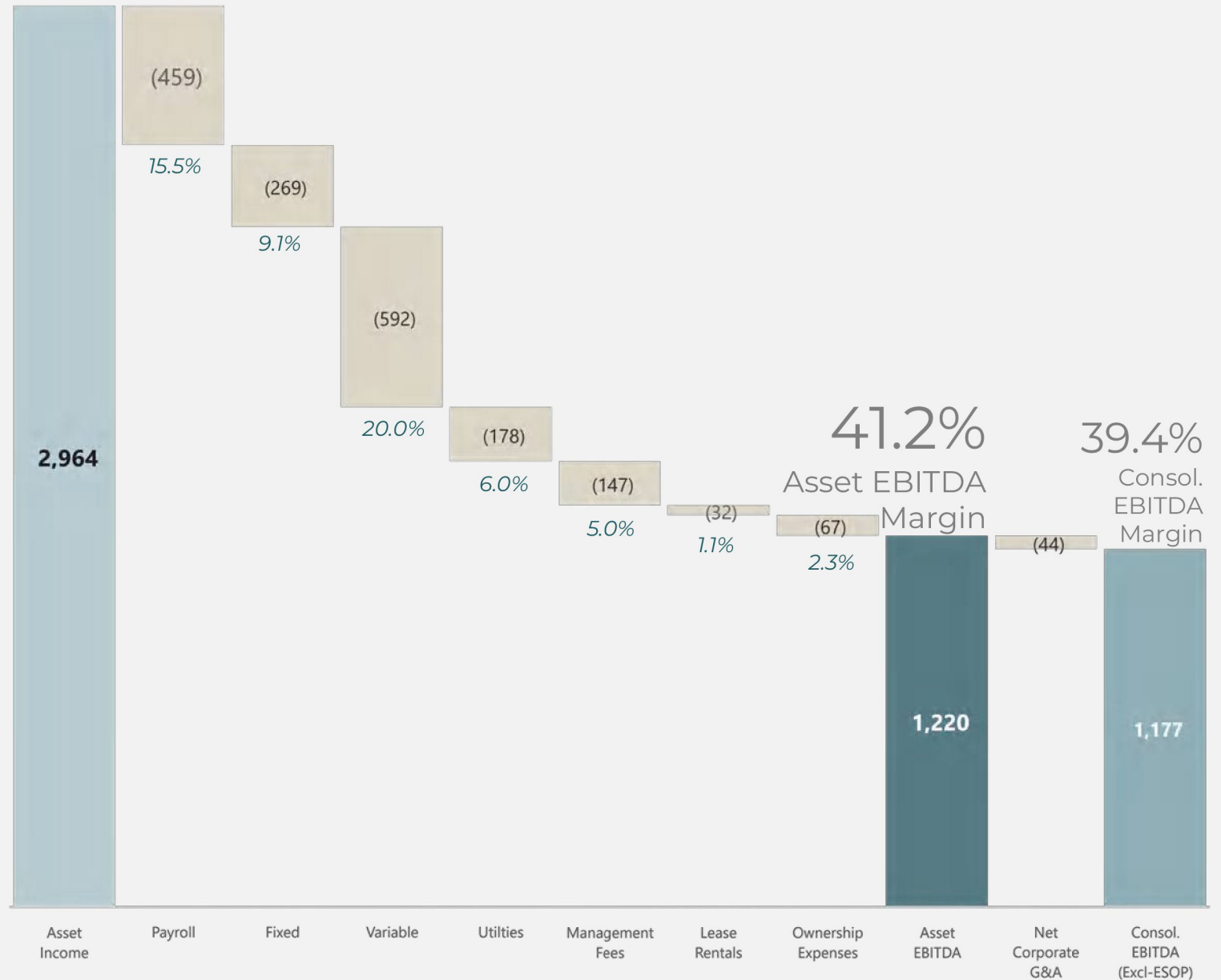
1. Based on same-store, i.e., excludes ACIC Portfolio acquired in August 2023, Trinity acquired in Oct'24, Holiday Inn Express Greater Noida (renovated and reopened in December 2024), and Caspia Delhi (under renovation starting Jan'25)  
 2. Acquisition includes ACIC Portfolio acquired in Aug'23 and Trinity acquired in Oct'24

# Operational efficiency

## ACIC Portfolio and Same Store EBITDA Margins



## Q3FY25 – Bridge from Total Asset Income to Consol. EBITDA (excl. ESOP)



Note: All values in ₹ mn unless specified otherwise

1. Based on same-store, i.e., excludes ACIC Portfolio acquired in August 2023, Trinity acquired in Oct'24, Holiday Inn Express Greater Noida (renovated and reopened in December 2024), and Caspia Delhi (under renovation starting Jan'25)



SAMHI Hotels Ltd.

# Segment Performance

# 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 5 key cities

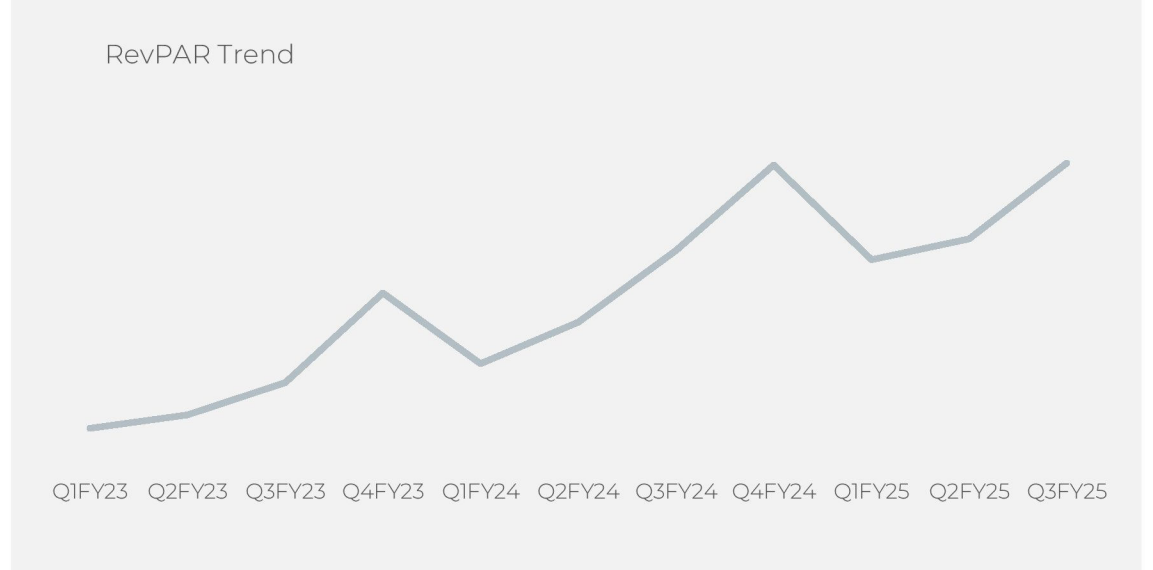
22% of total room inventory

43% of Asset Revenues for Q3FY25

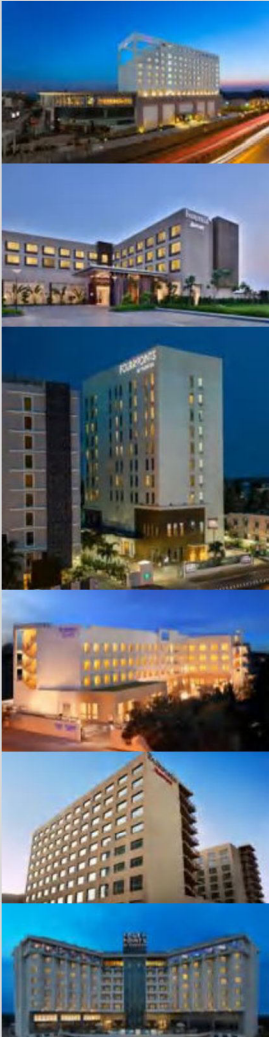
34% revenue from Food & Beverage

- Upper Upscale & Upscale inventory to increase by ~930 rooms :
  - ~525 rooms to be added in Bengaluru and Hyderabad from the latest acquisition and lease signing
  - 331 rooms post rebranding and upgradation of ACIC Pune and Jaipur assets to Courtyard by Marriott and Tribute Portfolio by Marriott respectively
  - Addition of inventory of 54 rooms in Sheraton, Hyderabad and 22 rooms in Hyatt Regency, Pune

	Q3FY25	(Y-o-Y)	FY24	(Y-o-Y)
Occupancy (%)	75%	<span style="color: yellow;">■</span>	74%	<span style="color: green;">▲</span>
ARR (₹)	10,683	<span style="color: green;">▲</span>	8,954	<span style="color: green;">▲</span>
RevPAR (₹)	8,043	<span style="color: green;">▲</span>	6,648	<span style="color: green;">▲</span>



# Upper Mid-scale assets



16 hotels 2,305 rooms in 10 cities

47% of total room inventory

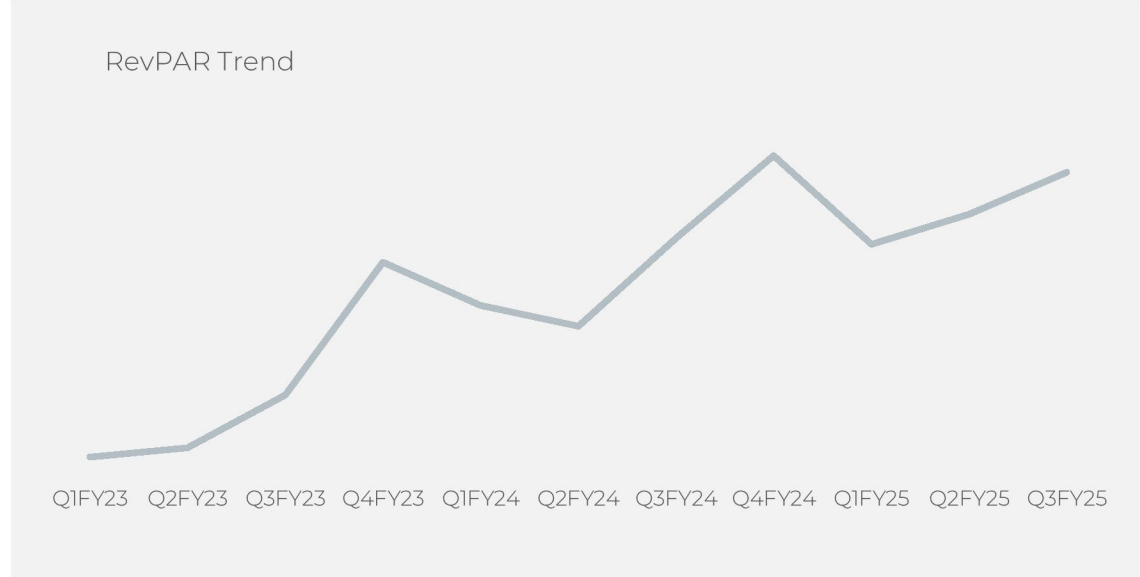
42% of Asset Revenues for Q3FY25

25% revenue from Food & Beverage

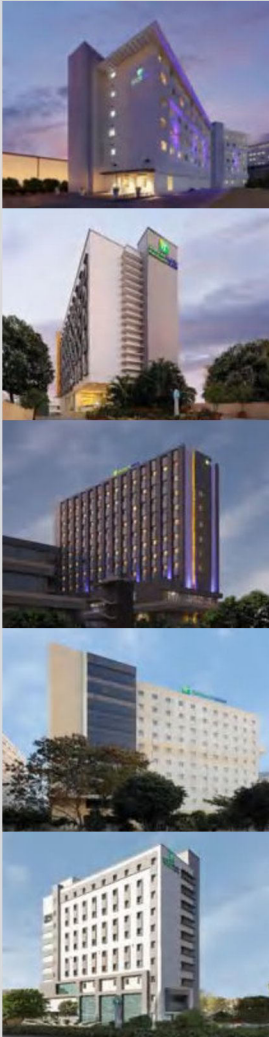
- o Addition of inventory of 142 rooms by acquisition of Trinity Bengaluru Whitefield Hotel – to be rebranded and upgraded to a Tribute Portfolio by Marriott
- o Upper Mid-scale inventory to reduce by 331 rooms post rebranding and upgradation of ACIC Pune and Jaipur assets to Courtyard by Marriott and Tribute Portfolio by Marriott respectively
- o 631 rooms in ACIC Portfolio to stabilize over FY2026
- o Caspia Delhi with 142 rooms to be renovated and rebranded to Fairfield by Marriott

■ **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.

	Q3FY25	(Y-o-Y)	FY24	(Y-o-Y)
Occupancy (%)	70%	<span style="color: yellow;">■</span>	72%	<span style="color: red;">▼</span>
ARR (₹)	6,203	<span style="color: green;">▲</span>	5,580	<span style="color: green;">▲</span>
RevPAR (₹)	4,362	<span style="color: green;">▲</span>	4,026	<span style="color: green;">▲</span>



# Mid-scale assets



11 hotels 1,560 rooms in 7 cities

32% of total room inventory

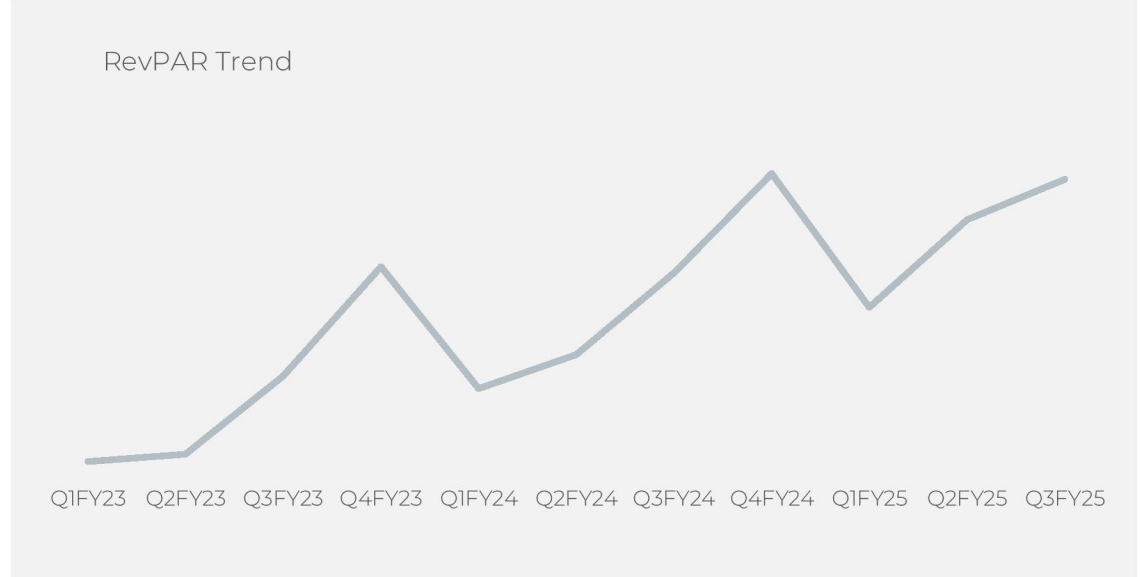
15% of Asset Revenues for Q3FY25

8% revenue from Food & Beverage

- Mid-scale inventory to increase by 165 rooms:
  - 111 rooms in Holiday Inn Express, Kolkata
  - 54 rooms in Holiday Inn Express, Whitefield, Bengaluru
- Caspia Pro in Greater Noida has reopened as a Holiday Inn Express with 133 rooms in Dec '24 (vs. 137 rooms as a Caspia Pro)

■ **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.

	Q3FY25	(Y-o-Y)	FY24	(Y-o-Y)
Occupancy (%)	73%	▲	72%	▲
ARR (₹)	4,028	▲	3,523	▲
RevPAR (₹)	2,948	▲	2,533	▲







*Holiday Inn Express Bengaluru Whitefield Lobby*

SAMHI Hotels Ltd.

# Growth Drivers

# Growth initiatives underway

		Asset Revenue <i>(LTM Dec '24)</i>	Existing Inventory	Planned Inventory
		₹ mn	# Rooms	# Rooms
<b>Upper Upscale &amp; Upscale</b>	We plan to double our inventory in the Upper Upscale & Upscale segment through a combination of:  a) Addition of rooms in existing hotels: Sheraton Hyderabad and Hyatt Regency Pune  b) Conversion of Four Points by Sheraton Pune and Jaipur into Courtyard by Marriott & Tribute Portfolio by Marriott respectively  c) Conversion of existing building in Hitec City, Hyderabad to a W Hotel  d) Conversion of Trinity Bengaluru to Tribute Portfolio by Marriott  e) Opening of Westin Bengaluru Whitefield	4,649 <i>(₹4.3mn per key)</i>	1,074	2,013 <i>(+87%)</i>
<b>Upper-Midscale</b>	Addition of inventory at Fairfield by Marriott Chennai in Sriperembudur – strong performing hotel	4,642 <i>(₹2.2mn per key<sup>1</sup>)</i>	2,163	1,918 <i>(-11%)</i> <i>Inventory reduction on account of conversion of 2 hotels to the Upscale segment</i>
<b>Midscale</b>	Growing the Midscale / Holiday Inn Express portfolio with opening of Greater Noida, Kolkata and new rooms in Bengaluru	1,660 <i>(₹1.2mn per key<sup>2</sup>)</i>	1,564	1,727 <i>(+10%)</i>
<b>PORTFOLIO</b>			<b>4,801</b>	<b>~5,650</b> <b>(+18%)</b>

1. Excludes Trinity acquired in Oct'24 and Caspia Delhi (pending renovation)  
2. Excludes Holiday Inn Express Greater Noida which was under renovation during LTM Dec '24

# Summary of Growth Projects

#	Hotel	Rooms	Growth Project	Status	Est. Completion
<b>Renovated / Delivered</b>					
1	Caspia Pro, Greater Noida	133	Conversion to Holiday Inn Express	Opened (Dec '24)	FY25
2	Holiday Inn Express, Kolkata	111	New Opening	Under pre-opening	FY25
3	Holiday Inn Express, Whitefield, Bengaluru	56	Expansion of inventory	Under pre-opening	FY25
<b>Currently under Renovation / Expansion</b>					
4	Sheraton, Hyderabad	54	Expansion of inventory	Under development	FY26
5	Hyatt Regency, Pune	22	New service apartments and one specialty restaurant	Under development	FY26
6	Four Points by Sheraton, Pune	217	Conversion to Courtyard by Marriott	Planning & designing	FY27
7	Caspia, Delhi	142	Conversion to Fairfield by Marriott	Planning & designing	FY27
8	Four Points by Sheraton, Jaipur	114	Conversion to Tribute Portfolio by Marriott	Planning & designing	FY28
9	Fairfield by Marriott, Sriperumbudur, Chennai	86	Expansion of inventory	Planning & designing	FY28
<b>New Expansion</b>					
10	W Hitec City Hyderabad	170	Conversion of office building	Planning & designing	FY27
11	Westin & Tribute Portfolio Whitefield Bengaluru	362	Rebranding & Expansion	Planning & designing	FY28-29

Growth projects would lead to inventory expansion of **700+ guest rooms** and one F&B outlet along with significant **repositioning of portfolio**



Greater Noida (133 Rooms)

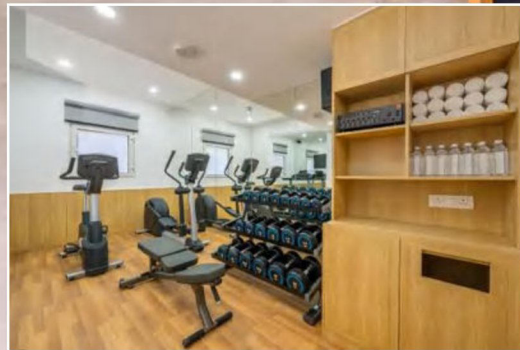
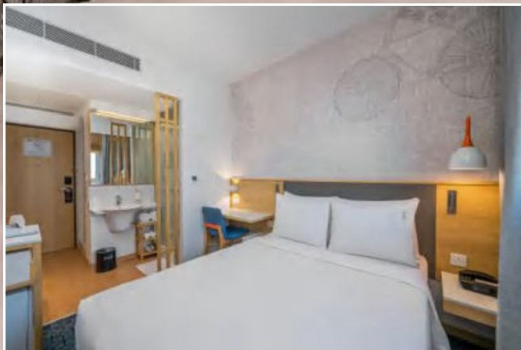
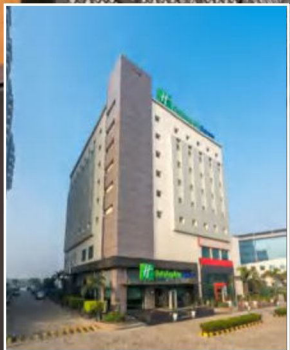
Renovated & Re-opened in Dec'24





Greater Noida (133 Rooms)

Renovated & Re-opened in Dec'24

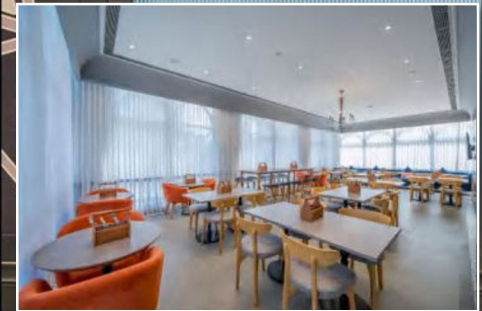




Kolkata (111 rooms)

# Under Pre-opening

To expand SAMHI's presence into a new city





# Westin & Tribute

Whitefield Bengaluru (362 rooms)

## Under Renovation & Development

### Proposed New Block

- Proposed 220 guest rooms hotel with 3 F&B out-lets and function spaces
- To be positioned to an Upper Upscale segment hotel
- Management contract signed under “**Westin**” brand by Marriott
- Scheduled to be operational in FY29
- **Concept development completed;** moving towards filing for plan approval



### Existing Operating Hotel

- 142 operating guest rooms with 3 F&B outlets and function spaces
- To be renovated and repositioned to the Upscale segment
- Management contract signed under “**Tribute Portfolio**” by Marriott
- Schedule to be operational under new brand post renovation in FY28

The asset has **significant potential given its size (~360 rooms), its positioning and the market.** Similar category of hotels in our portfolio have an average revenue of ~₹4.5 – 5.5 million per key with average margin of ~43%

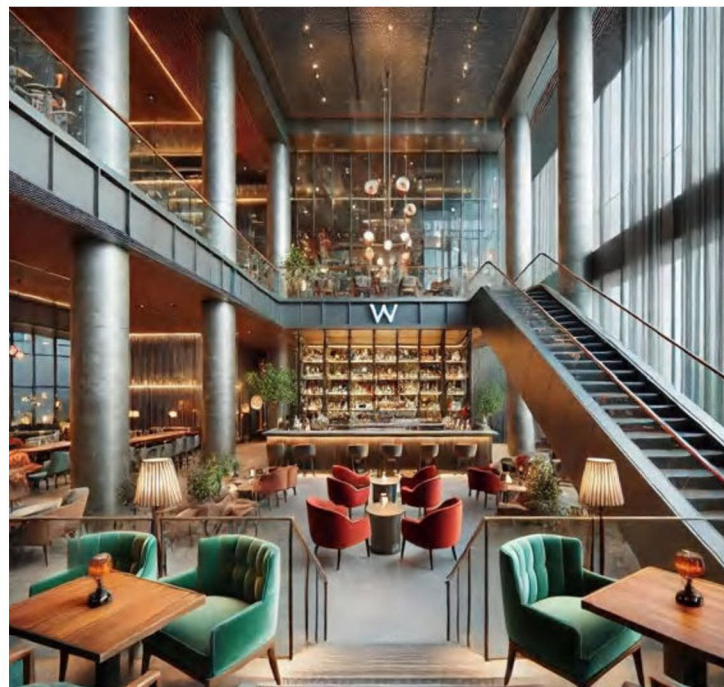




# Hitec City Hyderabad (170 rooms) Under Development



- Concept plans for conversion are at advanced stages of finalization and we expect to commence work on-site by Q1FY26
- The hotel will open during FY2027 in a strong market with RevPAR of directly competitive hotels in range of **~₹10,000** (basis current pricing)
- Hitec City has over **65mn sft.** of office space with negligible hotel supply growth CAGR
- A strong location and the **W brand** will allow us to position this hotel well in this market and we expect to target total revenue per key to be at par or exceed that of our current Upscale hotels



# Courtyard by Marriott

Nagar Road Pune (217 rooms)

Under Renovation (Conversion)





SAMHI Hotels Ltd.

# Summary Financials

# Financial summary (Consolidated P&L)

	Q3FY25	Q3FY24	Change%	9MFY25	9MFY24	Change%	FY24
Operating Rooms (#)	4,939 <sup>1</sup>	4,801		4,939 <sup>1</sup>	4,801		4,664 <sup>2</sup>
Occupancy (%)	72%	71%		74%	71%		73%
Average Room Rate (₹)	6,574	5,959		6,047	5,622		5,804
<b>Asset Income</b>	<b>2,964</b>	<b>2,692</b>	<b>+10.1%</b>	<b>8,138</b>	<b>6,817</b>	<b>+19.4%</b>	<b>9,630</b>
<b>Asset EBITDA</b>	<b>1,220</b>	<b>1,084</b>	<b>+12.6%</b>	<b>3,207</b>	<b>2,614</b>	<b>+22.7%</b>	<b>3,777</b>
<i>EBITDA Margin</i>	41.2%	40.3%	~90bps	39.4%	38.3%	~110bps	39.2%
Net Corporate G&A	(44)	(65)		(80)	(206)		(293)
<b>Consolidated EBITDA</b> (pre-ESOP cost & one-time expense)	<b>1,177</b>	<b>1,019</b>	<b>+15.5%</b>	<b>3,137</b>	<b>2,408</b>	<b>+30.3%</b>	<b>3,484</b>
ESOP <sup>3</sup> Cost	(44)	(115)		(133)	(345)		(459)
Other One-Time Expenses	-	-		-	(146)		(146)
<b>Consolidated EBITDA</b> (Reported)	<b>1,132</b>	<b>904</b>	<b>+25.2%</b>	<b>2,994</b>	<b>1,917</b>	<b>+56.2%</b>	<b>2,879</b>
<i>EBITDA Margin</i>	37.9%	33.1%	~480bps	36.2%	28.1%	~810bps	29.4%
Depreciation & Amortization	(291)	(312)		(879)	(821)		(1,137)
Finance cost	(617)	(651)		(1,734)	(2,875)		(3,451)
<b>PBT</b> (excluding exceptional items)	<b>224</b>	<b>(60)</b>		<b>381</b>	<b>(1,779)</b>		<b>(1,709)</b>
Exceptional Items	-	(768)		-	(768)		(732)
<b>PBT</b>	<b>224</b>	<b>(828)</b>		<b>381</b>	<b>(2,547)</b>		<b>(2,441)</b>
Tax Expense	4	84		15	88		95
<b>PAT</b>	<b>228</b>	<b>(744)</b>		<b>396</b>	<b>(2,459)</b>		<b>(2,346)</b>

Q3FY25 Asset Income and Asset EBITDA YoY change % on a same store basis is 11.6% and 14.1% respectively

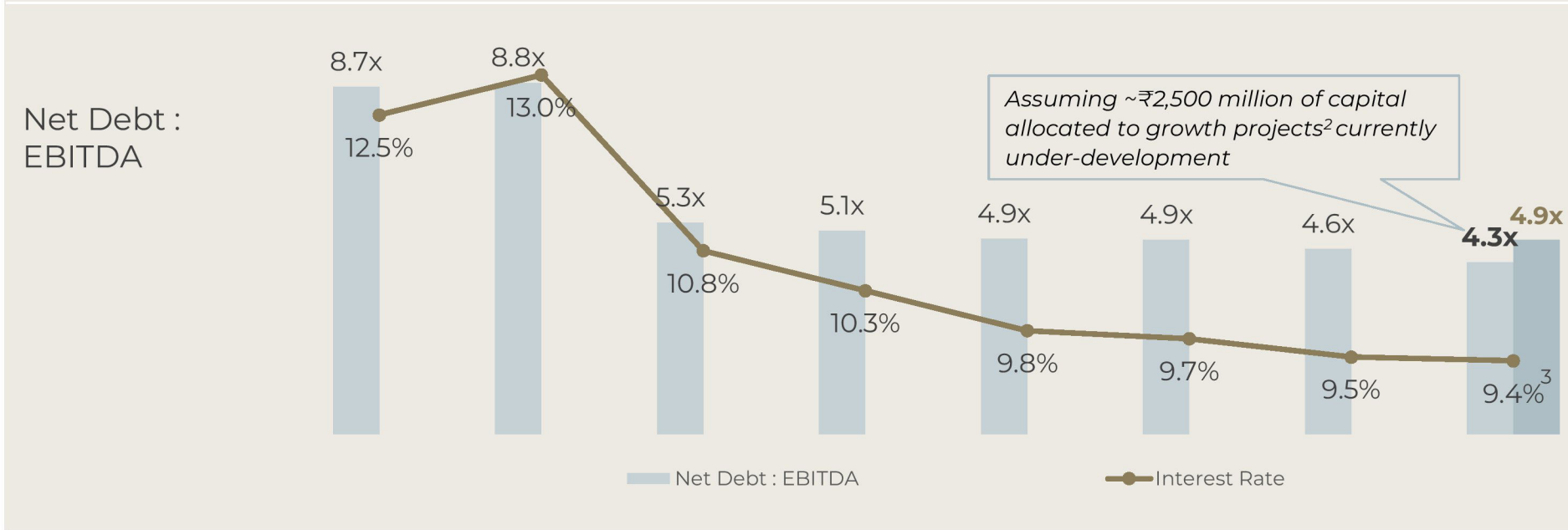
Q3FY25 Finance Cost includes one-time non-cash impact of ₹65mn on account of refinancing a term-loan, which would result in annual interest savings of ~₹160mn

Note: All values in ₹ mn unless specified otherwise

1. Includes Trinity Bengaluru acquired in Oct '24 with 142 keys & Holiday Inn Express Greater Noida with 133 keys renovated and re-opened in Dec'24
2. Excluding Trinity Bengaluru and Holiday Inn Express Greater Noida which was under shut-down and renovation
3. ESOP 2023 (as disclosed in prospectus); ESOP P&L impact over next 4 years: ₹459mn in FY24, ₹177mn in FY25, ₹ 95mn in FY26 and ₹40mn in FY27

# Financial flexibility

	Mar 31, 2023	Jun 30, 2023	Sep 30, 2023	Dec 31, 2023	Mar 31, 2024	Jun 30, 2024	Sep 30, 2024	Dec 31, 2024
Net Debt (₹ mn)	28,339	29,383	17,974	18,427	18,242	18,626	18,788	20,643
TTM EBITDA <sup>1</sup> (₹ mn)	3,273	3,333	3,398	3,580	3,681	3,810	4,045	4,204
Net Debt : EBITDA	8.7x	8.8x	5.3x	5.1x	4.9x	4.9x	4.6x	4.9x
Interest Rate	12.5%	13.0%	10.8%	10.3%	9.8%	9.7%	9.5%	9.4% <sup>3</sup>
Annualized interest cost <sup>4</sup> (₹ mn)	~3,750	~3,940	~2,400	~2,000	~1,990	~1,950	~1,960	~2,015



1. On Proforma basis (till Sep 30, 2023) and excluding ESOP & One-time Expenses  
 2. Capital allocated towards Trinity Bengaluru, Holiday Inn Express Greater NOIDA and Holiday Inn Express Kolkata  
 3. As on 31<sup>st</sup> December 2024  
 4. Does not include non-cash finance cost items such as interest on lease, EIR, etc. which are charged to P&L

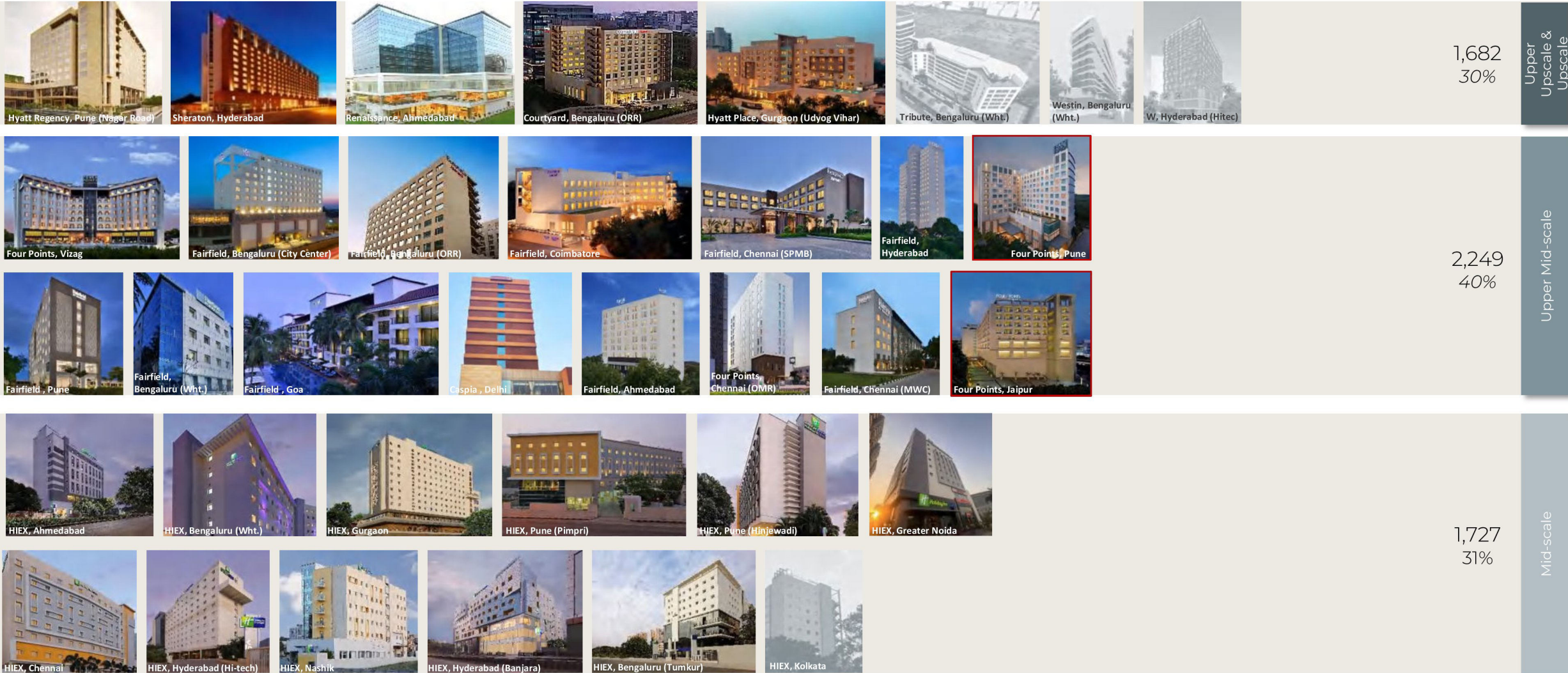
SAMHI Hotels Ltd.

# About Us



# Portfolio across segments & geography

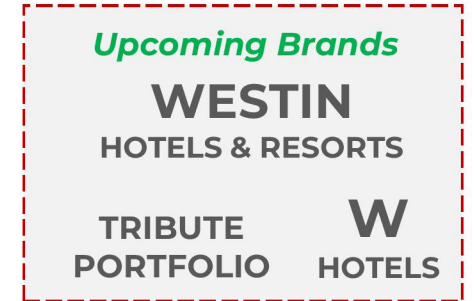
#Rooms / %



●●● Note: Assets shown in grey-scale are upcoming assets, asset with highlighted border are to be rebranded to upscale segment (refer slide 38)

# Partner with strong global brands

Upper Upscale  
& Upscale



8 Hotels  
1,682 Rooms



Upper  
Mid-Scale



15 Hotels  
2,249 Rooms

Mid-Scale



12 Hotels  
1,727 Rooms

Strong distribution,  
talent pool and a  
customer loyalty base of  
**350+ million**



# Team that built the business



**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)

**12+ yrs**  
In SAMHI



**Rajat Mehra**  
CFO

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

**13+ 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

**7+ 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

**11+ yrs**  
In SAMHI



**Manish Bhagat**  
VP - Finance

**10+ yrs**  
In SAMHI



**Sangeeta Mohan**  
VP - Asset Management

**5+ yrs**  
In SAMHI



**Nakul Manaktala**  
VP - Investments

# 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*



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

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



**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*



**Aditya Jain**  
Independent  
Director

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



**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*

## Independent Directors

# Focus on key demand drivers

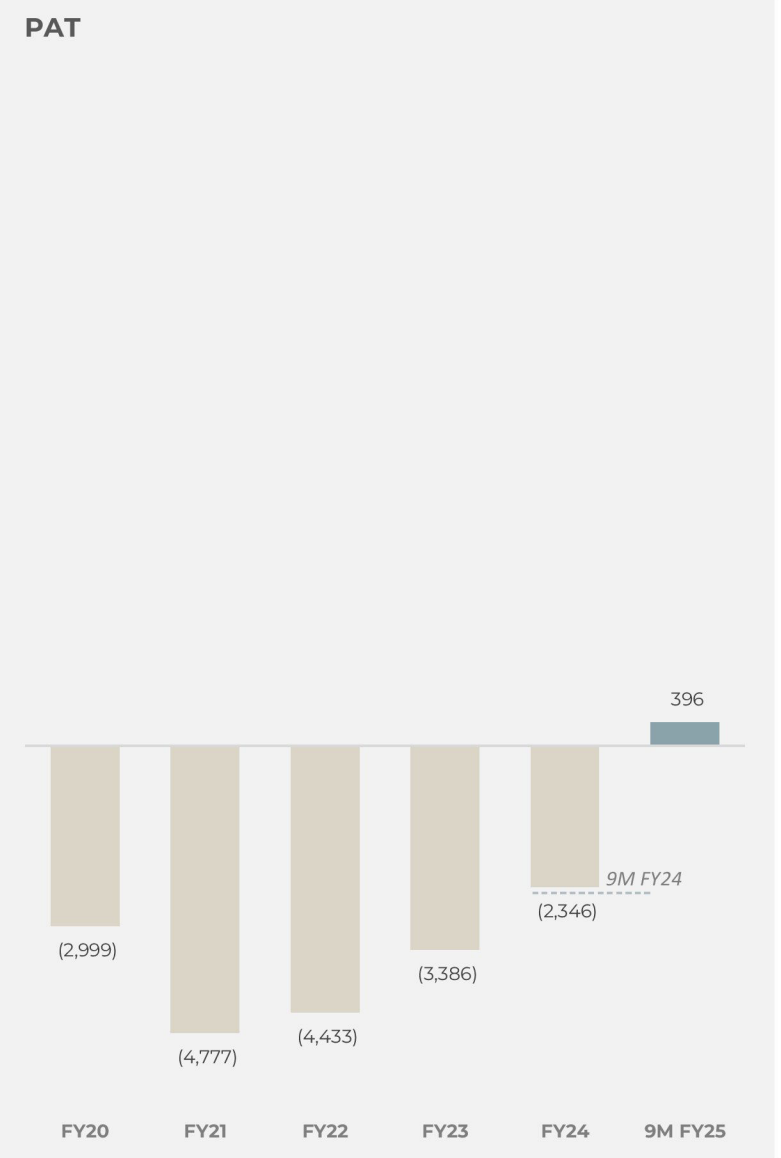
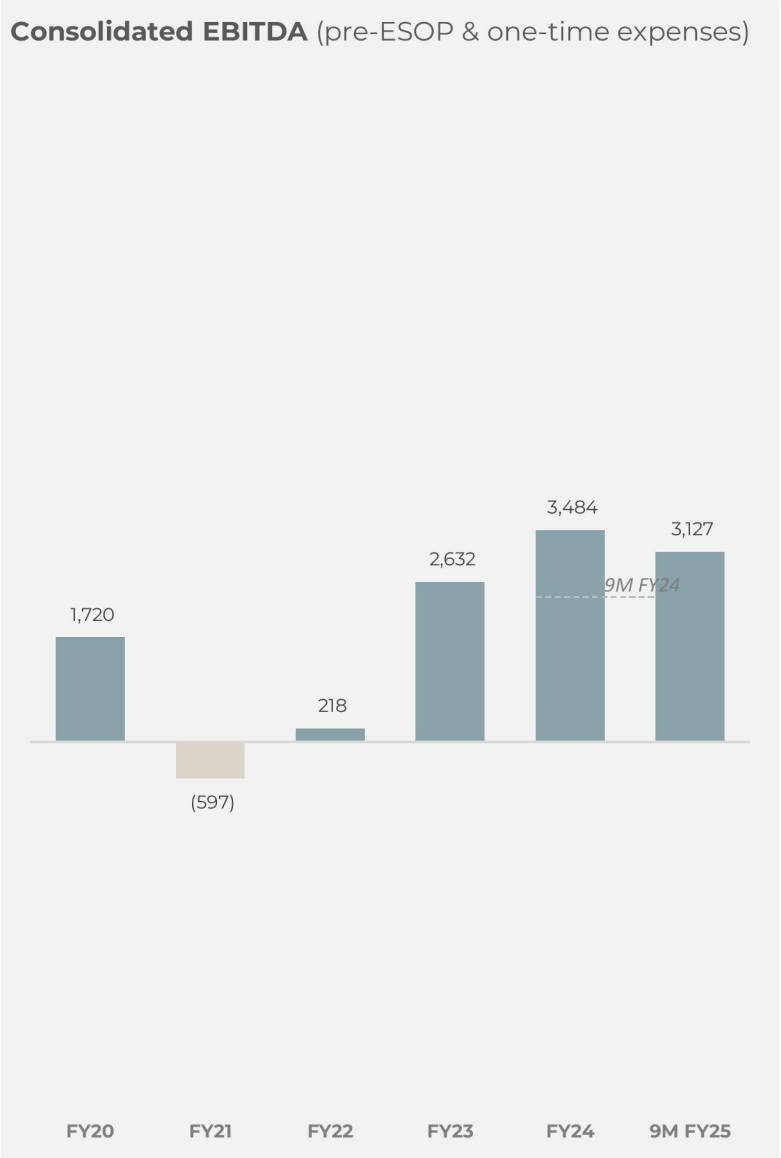
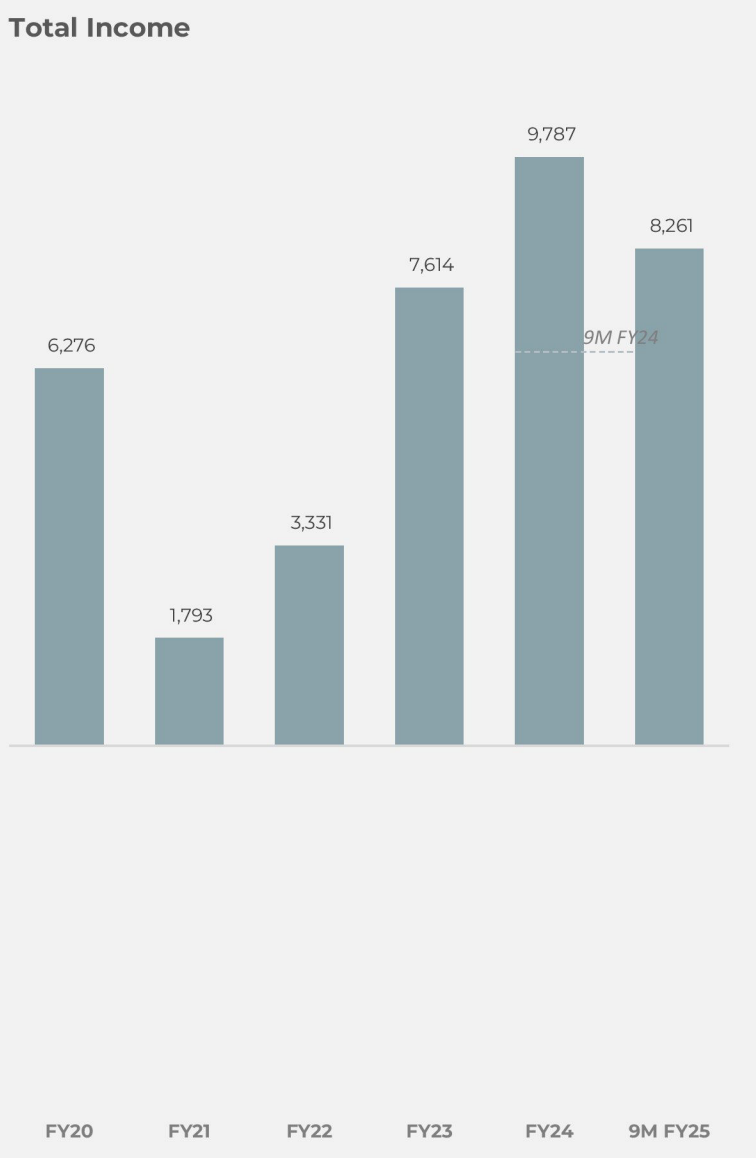


*Cities with large volume of air passengers, a key demand driver for hotel room nights. Primary driver of business hotels*

*Established organized hospitality markets provide resilience against new supply and predictable demand pattern. Allows to focus on business efficiencies rather than speculation of demand*

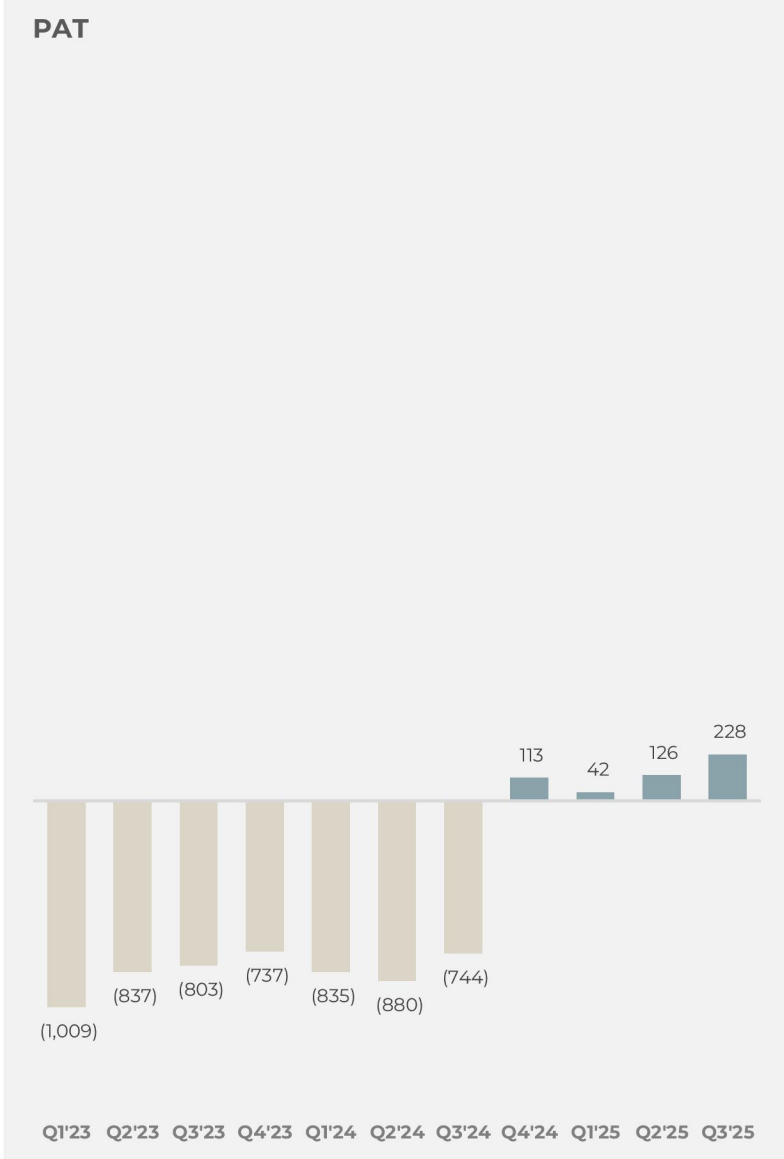
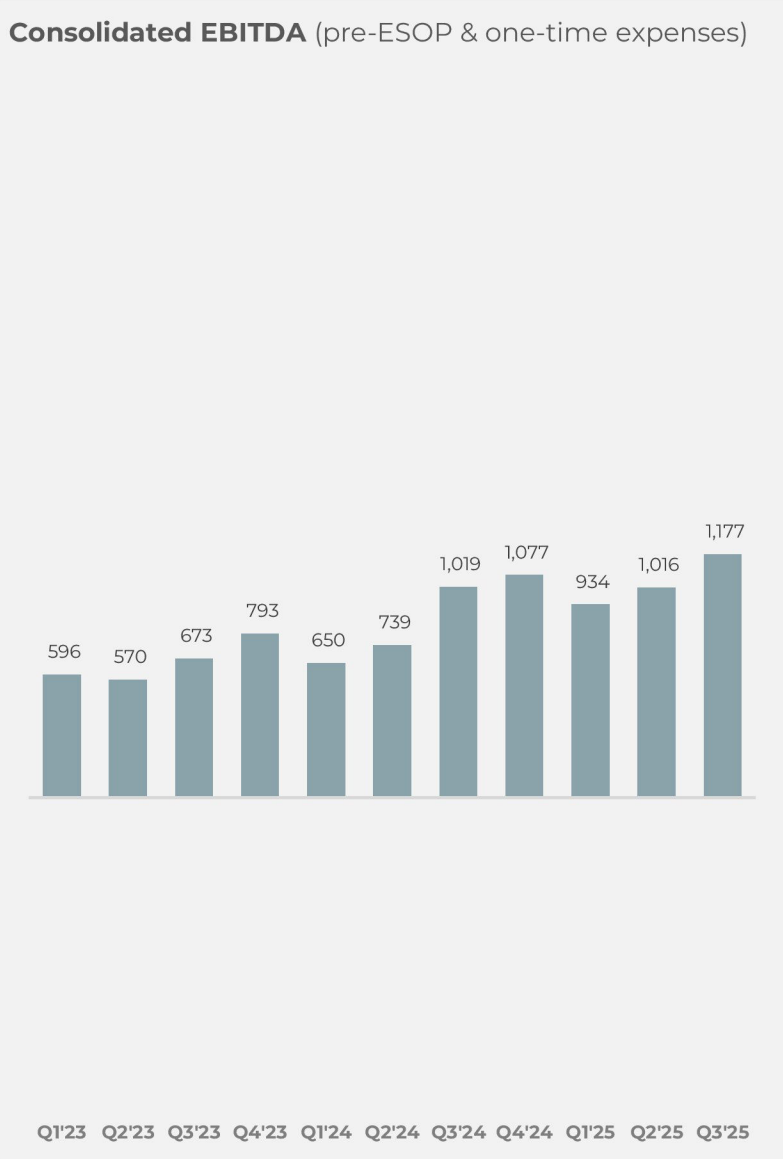
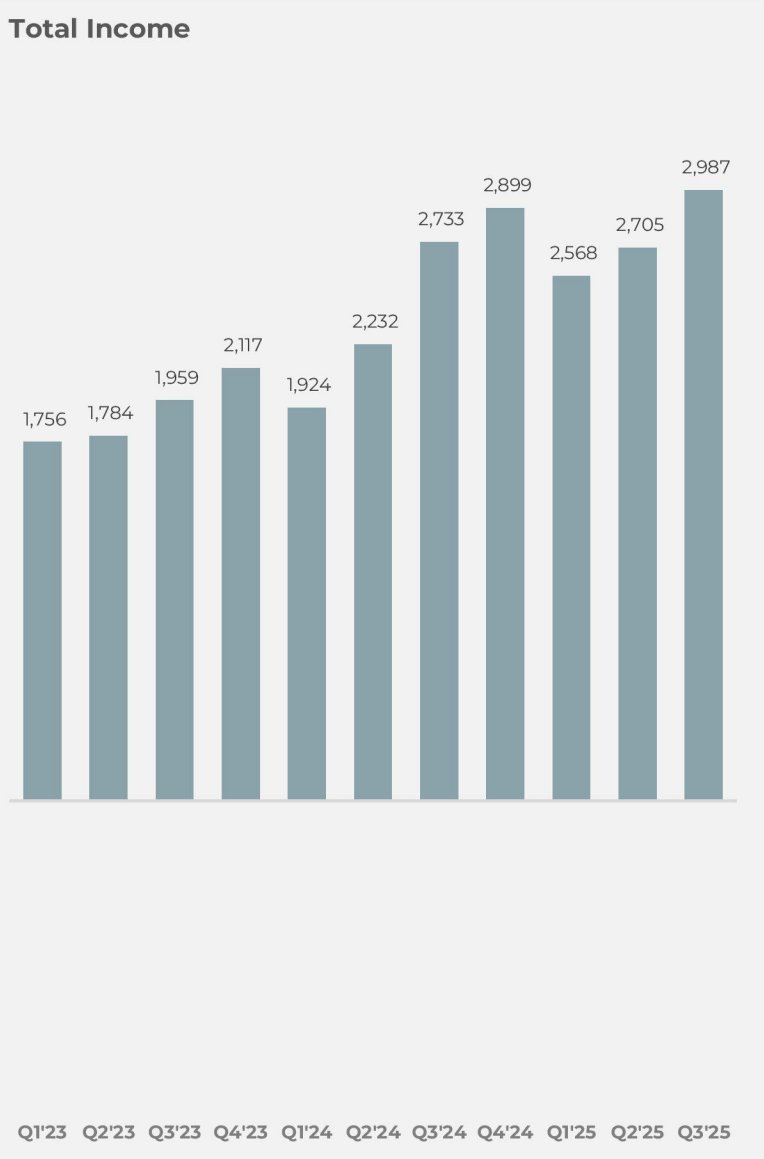
*Primary catalyst for business travel and related socio-economic activities. Driver of purchasing power of the market*

# Historical Consolidated P&L Summary



●●● Note: All values in ₹ mn unless specified otherwise

# Historical Consolidated Quarterly P&L Summary



●●● Note: All values in ₹ mn unless specified otherwise

# Glossary

#	Hotel Brand	City	Location	Operator	Segment	Operating Rooms	Addition/ Renovation
1	Hyatt Regency™	Pune	Nagar Road	Hyatt	Upper Upscale	301	22
2	Renaissance	Ahmedabad	SG Highway	Marriott	Upper Upscale	155	-
3	Sheraton	Hyderabad	Gachibowli	Marriott	Upscale	272	54
4	Courtyard by Marriott	Bengaluru	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	Bengaluru	Whitefield	Marriott	Upper Mid-scale	104	-
8	Fairfield by Marriott	Bengaluru	City Center	Marriott	Upper Mid-scale	148	-
9	Fairfield by Marriott	Bengaluru	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	86
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	Bengaluru	Whitefield	IHG	Mid-scale	161	56
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	Bengaluru	Tumkur Road	IHG	Mid-scale	115	-
24	Holiday Inn Express	Chennai	Thoraipakkam	IHG	Mid-scale	149	-
25	Holiday Inn Express	Greater Noida	Knowledge Park	IHG	Mid-scale	133	-
<b>Sub-total (Ex-ACIC Portfolio)</b>						<b>3,835</b>	<b>4,053</b>
26	Fairfield by Marriott	Hyderabad	Gachibowli	-	Upper Mid-scale	232	-
27	Four Points by Sheraton	Pune	Viman Nagar	-	Upper Mid-scale	217	Rebranding
28	Fairfield by Marriott	Ahmedabad	Ashram Road	-	Upper Mid-scale	147	-
29	Four Points by Sheraton	Jaipur	City Square	-	Upper Mid-scale	114	Rebranding
30	Four Points by Sheraton	Chennai	OMR	-	Upper Mid-scale	116	-
31	Fairfield by Marriott	Chennai	Mahindra World Centre	-	Upper Mid-scale	136	-
<b>Sub-total (ACIC Portfolio)</b>						<b>962</b>	<b>962</b>
32	Holiday Inn Express	Kolkata	Rajarhat	IHG	Mid-scale	-	111
33	Tribute Portfolio	Bengaluru	Whitefield	Marriott	Upscale	142	-
34	Westin	Bengaluru	Whitefield	Marriott	Upper Upscale	-	220
35	W	Hyderabad	Hitec City	Marriott	Upper Upscale	-	170
<b>Sub-total (New Addition)</b>						<b>142</b>	<b>643</b>
<b>Grand Total</b>						<b>4,939</b>	<b>5,658</b>

## Management Contract Highlights

Average Tenure (yrs)	24.1
Average Residual Tenure as on Mar'24 (yrs)	17.6
Management Fee as % to Total Income from Assets (FY24) (Base & Incentive Fee)	4.76%



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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 2024 has been drawn up in accordance with the requirement of Regulation 33 of the Listing Regulations.



# Thank You



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