



Mahindra Holidays &
Resorts India Limited

Q1 FY16
Investor Presentation
July 28, 2015



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Quarter 01 FY16 Performance



Q1 FY16 Highlights

- Total income at Rs 231 Crores vs. Rs 191 Crores in Q1'15
- PAT at Rs 25 Crores vs. Rs 20.4 Crores in Q1'15
- Diluted EPS at Rs 2.85 vs. Rs 2.32 in Q1'15
- Added 3,087 members during the quarter



Results



Summary

All figures in Rs. Lakhs

Key indicators (no.)	Q1 FY 16	Q1 FY 15	YOY	FY15
New Members - added	3,087	2,059	50%	12,813
Cumulative Members	~186 K	~172 K	9%	~183 K

Key indicators	Q1 FY 16	Q1 FY 15	YOY	FY15
Income	23,092	19,062	21.1%	80,756
Expenses	19,241	15,991	20.3%	70,259
PBT	3,851	3,071	25.4%	10,497
PAT	2,506	2,042	22.7%	7,902

Income Break-up

All figures in Rs. Lakhs

Total Income	Q1 FY 16	Q1 FY 15	% Change	FY15
Income from sale of VO	13,391	10,413	29%	44,394
ASF	3,763	3,514	7%	15,561
Resort Income	4,395	3,425	28%	13,181
Others	1,189	1,265	-6%	6,349
Income from operation	22,738	18,617	22%	79,485
Non operating income	354	445	-20%	1,271
Total Income	23,092	19,062	21%	80,756

Resort Details

Resort Details	Q1 FY 16	Q1 FY 15	% Change	FY15
No of Resorts	46	40	15%	45
No of Rooms	2891	2451	18%	2816
Occupancy %	87%	89%	-2%	82%
ARR (in Rs)	5,051	4,784	6%	4,444

All figures in Rs. Lakhs

Resort Income Standalone	Q1 FY 16	Q1 FY 15	% Change	FY15
Room	613	370	66%	1,632
F&B	2,802	2,251	24%	8,839
Holiday Activity & Other	980	804	22%	2,710
Total	4,395	3,425	28%	13,181

Profit & Loss Statement*

All figures in Rs. Lakhs

Particulars	Q1 FY 16	Q1 FY 15	FY15
Income from operations	22,738	18,617	79,485
Non-operating income	354	445	1,271
Total income	23,092	19,062	80,756
Employee expenses	4,724	3,623	16,198
Sales & Marketing expenses	4,789	4,150	17,463
Depreciation	1,771	1,490	6,541
Other expenses	7,957	6,728	30,057
Total expenditure	19,241	15,991	70,259
PBT	3,851	3,071	10,497
PAT	2,506	2,042	7,902

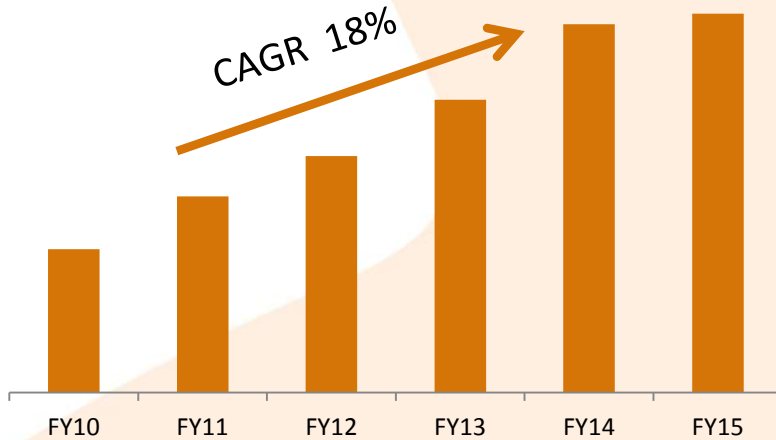


Customer Delight

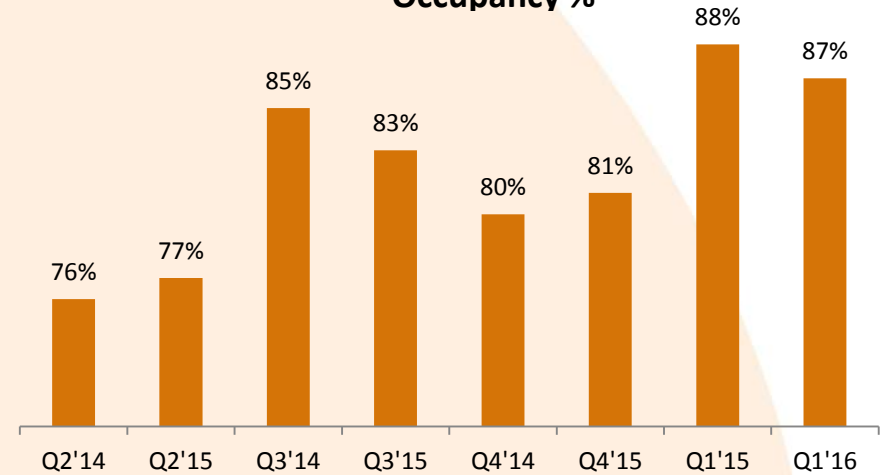


Customer delight at every touch point

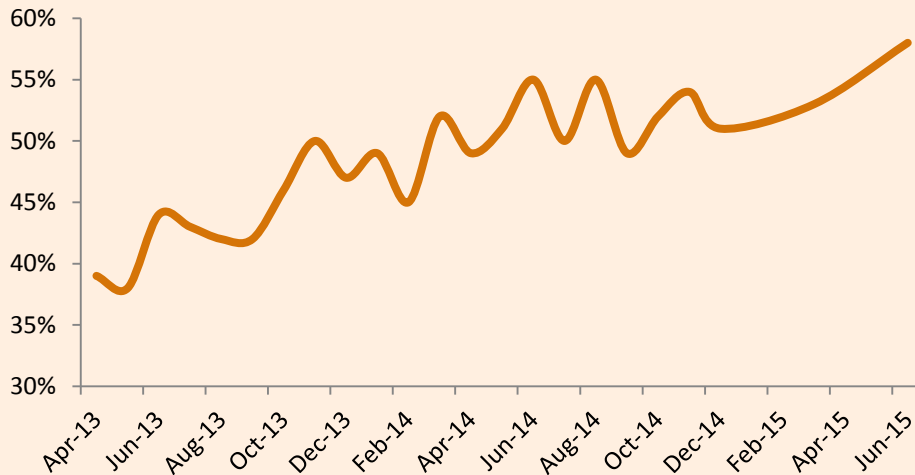
Upgrades



Occupancy %



Web Reservation %



- ✓ During Q1 FY16, 84% of members who demanded a holiday ended up holidaying with us at least once.
- ✓ Resort Occupancy at 87% in Q1 FY16.
- ✓ Web penetration at 58% in Q1 FY16.
- ✓ During Q1 FY16, a 16% increase was observed in the number of unique members availing a holiday over the previous year.

Thank you

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