

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.

November 08, 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 2 – FY 24

Dear Sir / Madam,

Please find attached herewith Investor Presentation on the performance of the Company for the Quarter 2 – 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



SAMHI Hotels Ltd

Investor Presentation – Q2FY24

- » Demand remains to be strong with continued recovery in airline traffic and absorption of commercial office in key cities
- » Our portfolio is well positioned in the right cities with strong brands and at different price points to benefit from the growth in demand
- » Reduction in debt will lead to higher free cash flow generation to fund capex and growth
- » Renovation and rebranding of 900+ rooms and addition of 600+ rooms to our portfolio to further enhance financial performance

RevPAR
+16.4% YoY

Asset Income
+25.3% YoY

Asset EBITDA
+29.8% YoY

Net Debt*
-35.2%

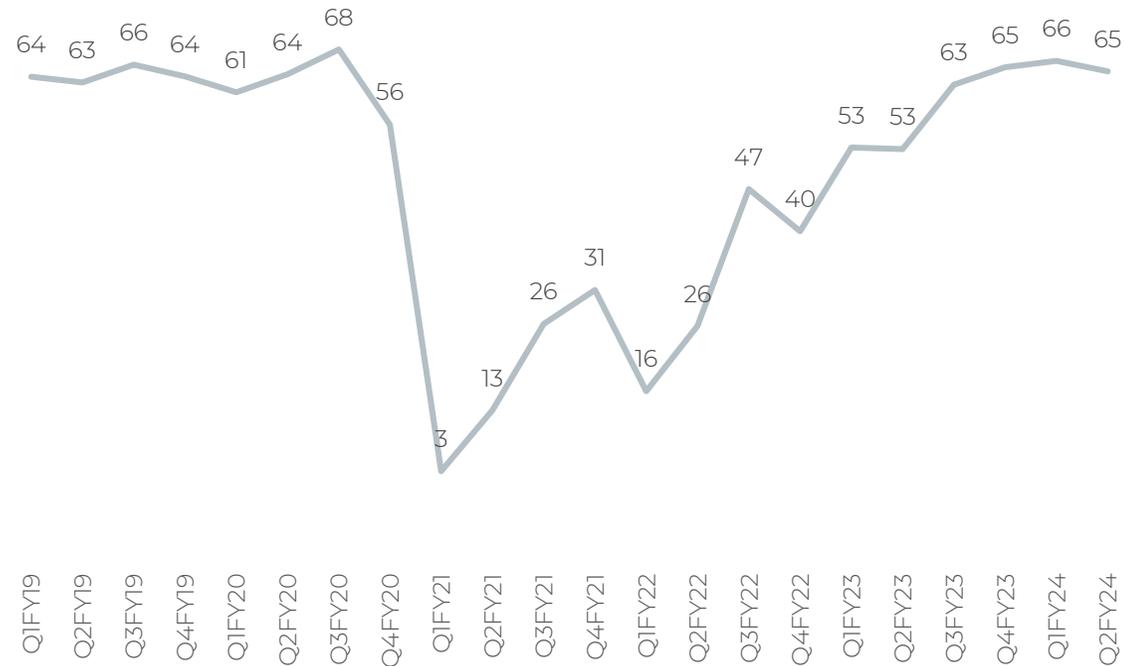


Quarter ending September 30, 2023

Macro Dynamics

Travel is recovering fast

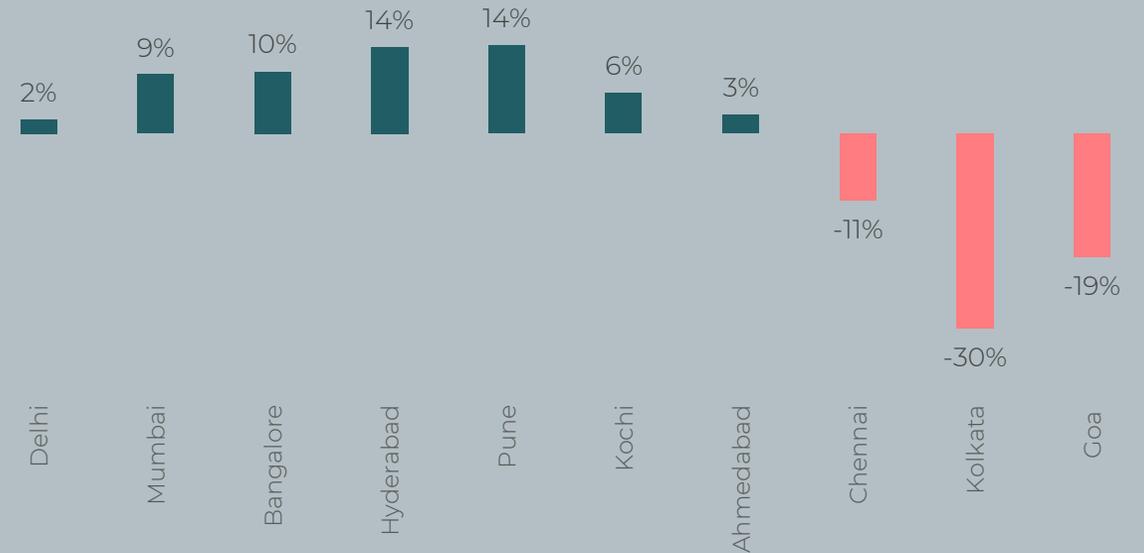
QoQ airline passenger growth (in mn)



Source: Director General of Civil Aviation

- Total airline traffic during Q2 FY24 has recovered to same levels as pre COVID (FY20); material headroom for growth
- Core office markets driving airline passenger growth; Hyderabad, Pune and Bangalore materially higher than pre COVID
- High potential in other markets as they grow above FY20 volumes in the near future

Q2FY24 change over Q2FY20

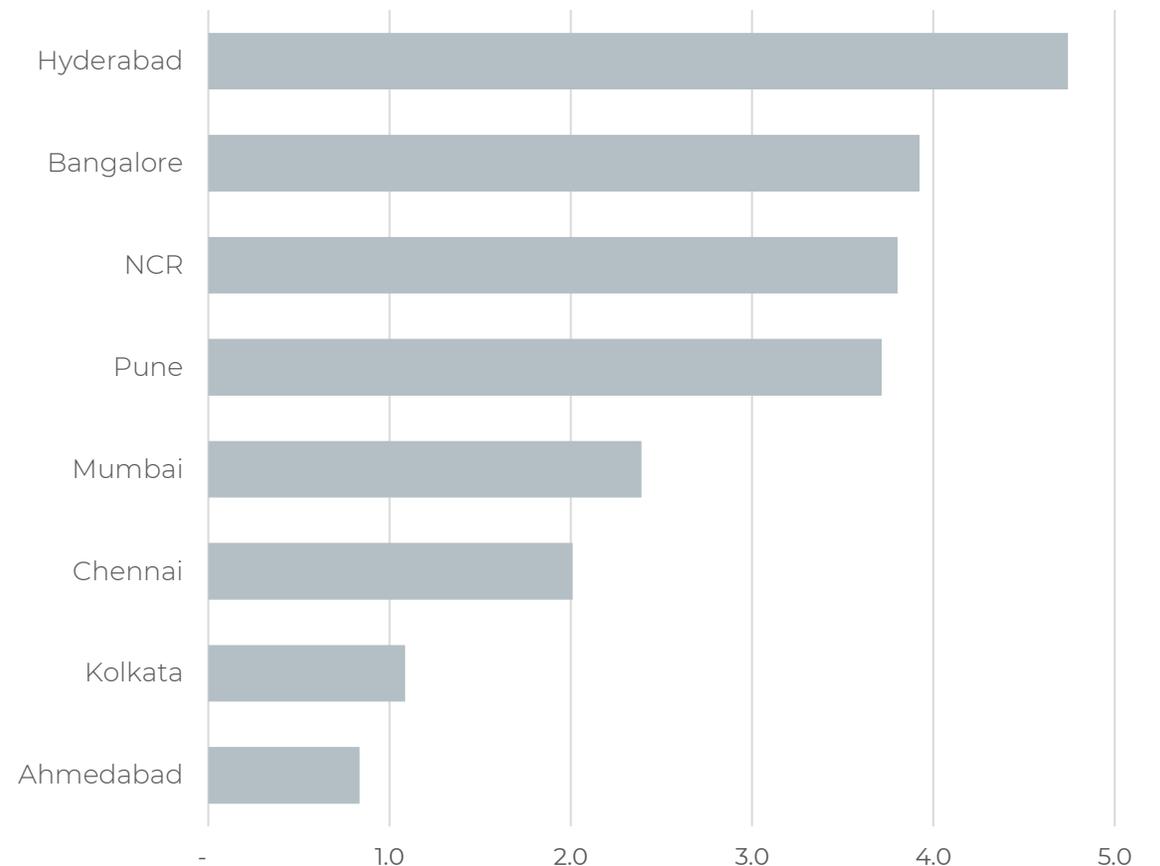


Office space expansion continues

Q2FY24: Key Indian cities absorbed ~22.5mn sq. ft. of office space

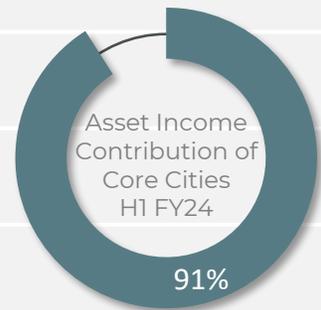
SAMHI is well positioned with over 88% of our operating rooms in these key markets

Office space absorption Q2FY24 (mn sq. ft.)

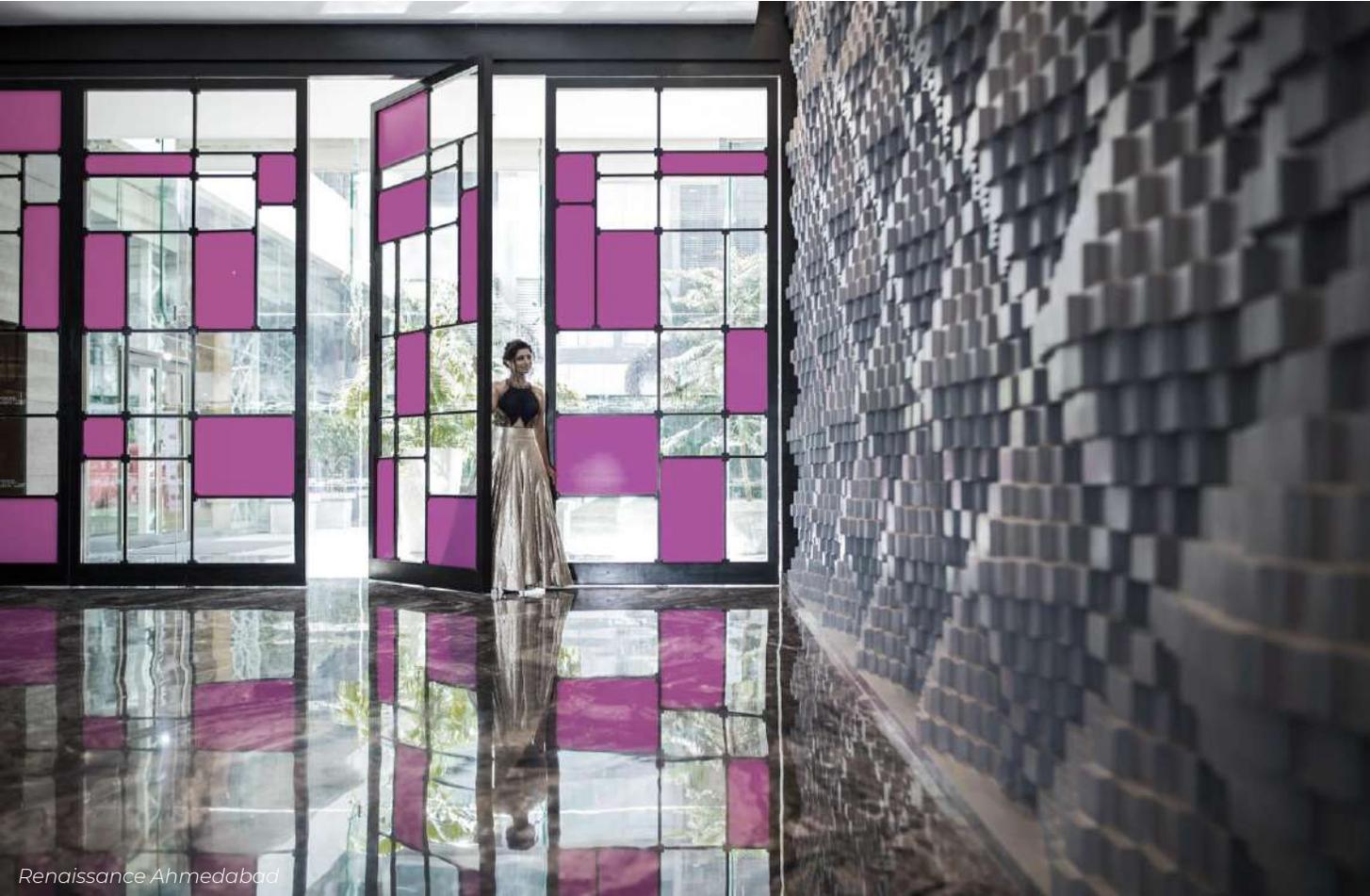


We occupy large office markets across India with strong brands

	Total Rooms		Operating Hotels / Rooms							Office market size ¹ (mn sq. ft.)			
	Operating	U/D	Marriott			Hyatt		IHG		Current	Upcoming		
			RENAISSANCE AMERICAS HOTEL	SHERATON HOTEL	COURTYARD BY MARRIOTT Bengaluru Outer Ring Road	Fairfield BY MARRIOTT BANGALURU WEST 118	FOUR POINTS BY SHERATON MARRIOTT	Hyatt Regency	Hyatt Place	IHG 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



SAMHI Hotels Ltd.

Performance Summary

Renaissance Ahmedabad

Q2 FY24 : Performance snapshot

Occupancy 	Average Room Rate 	RevPAR 
72.0% +103 bps YoY	₹5,441 + 14.7% YoY	₹3,916 + 16.4% YoY
Asset Income 	Asset EBITDA 	Net Debt 
₹2,211mn +25.3% YoY	₹811mn +29.8% YoY	₹18,377mn

Proforma Including
ACIC Portfolio

Asset Income
₹2,450mn
Asset EBITDA
₹859mn

Notes:

Includes impact of ACIC acquisition wef. August 11, 2023

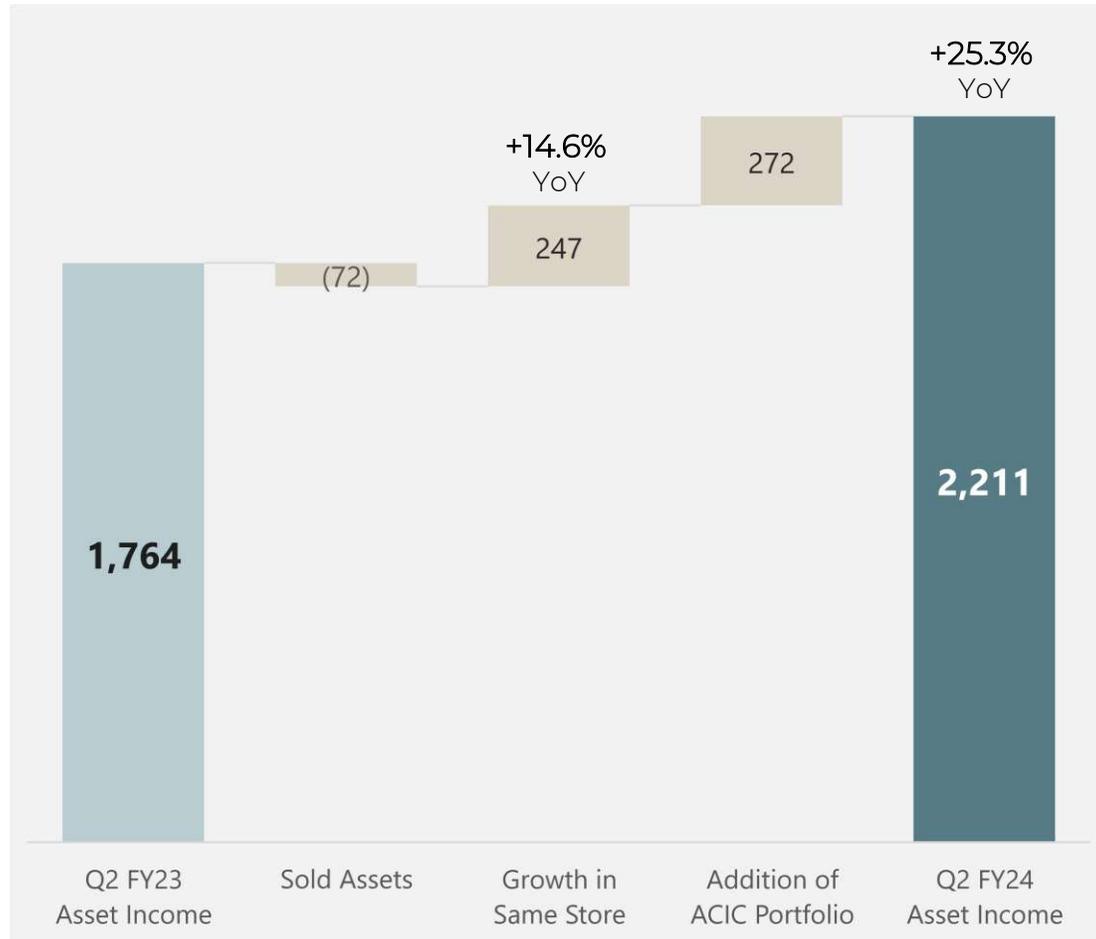
Net Debt figures are as on November 04, 2023

Refer Slide #23 for EBITDA bridge from Asset EBITDA to Consolidated EBITDA

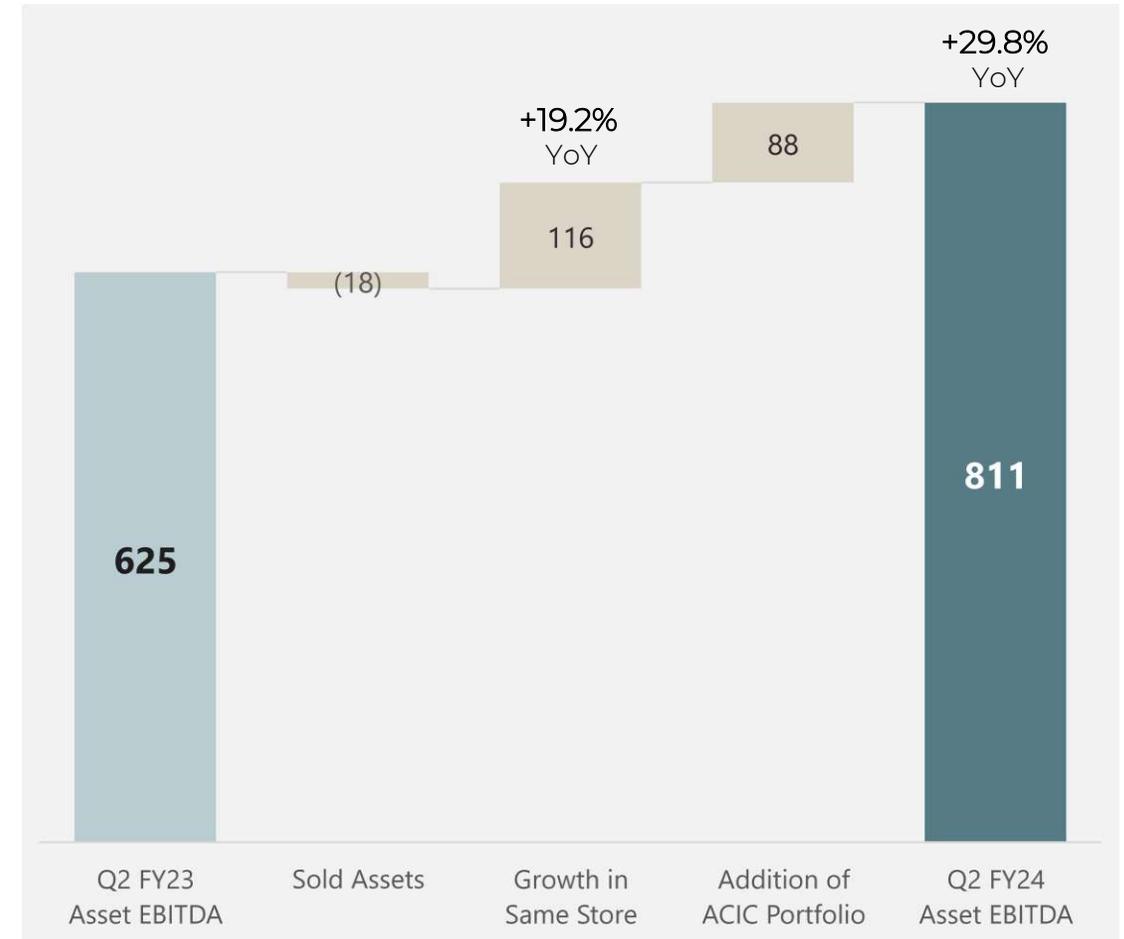


Asset Income and EBITDA bridge

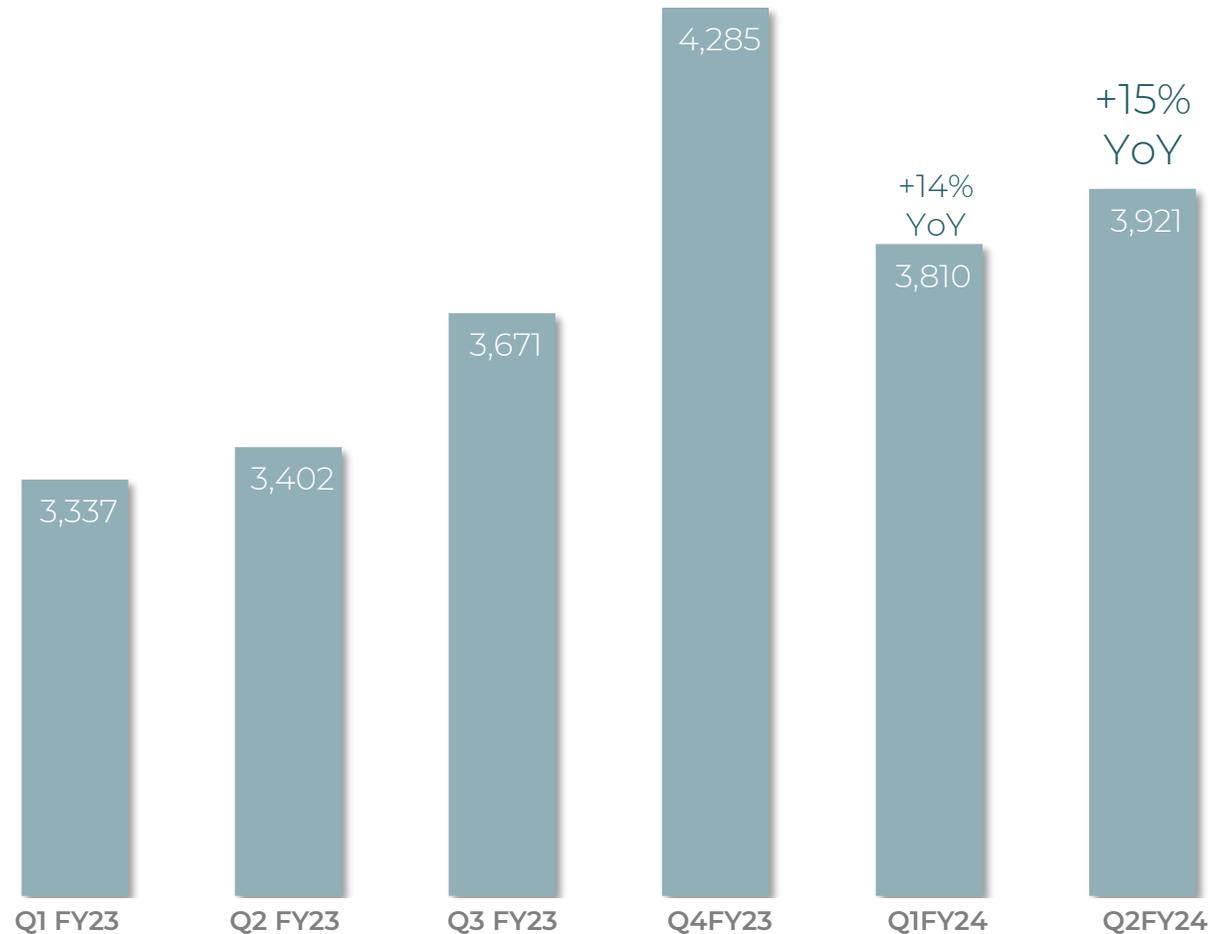
Asset Income (₹ mn)



Asset EBITDA (₹ mn)



RevPARs continue to grow strong



» Strong performance aided by :

» 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

» Downside impact in Q2FY24 of :

» Karnataka bandh towards September end impacted Bangalore hotel performance

» Certain apartments in Hyatt Regency Pune taken out of operations for upgradation (delivered back)

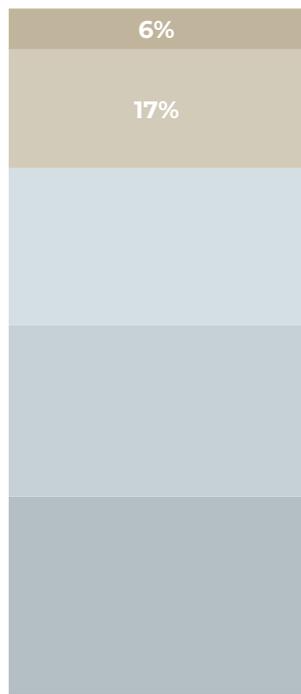
SAMHIintel Insights

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

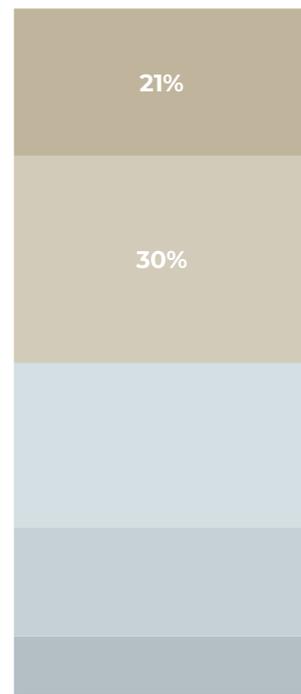
The tool also allows us to integrate new acquisitions and asset manage our hotels independent of the operator/brand.



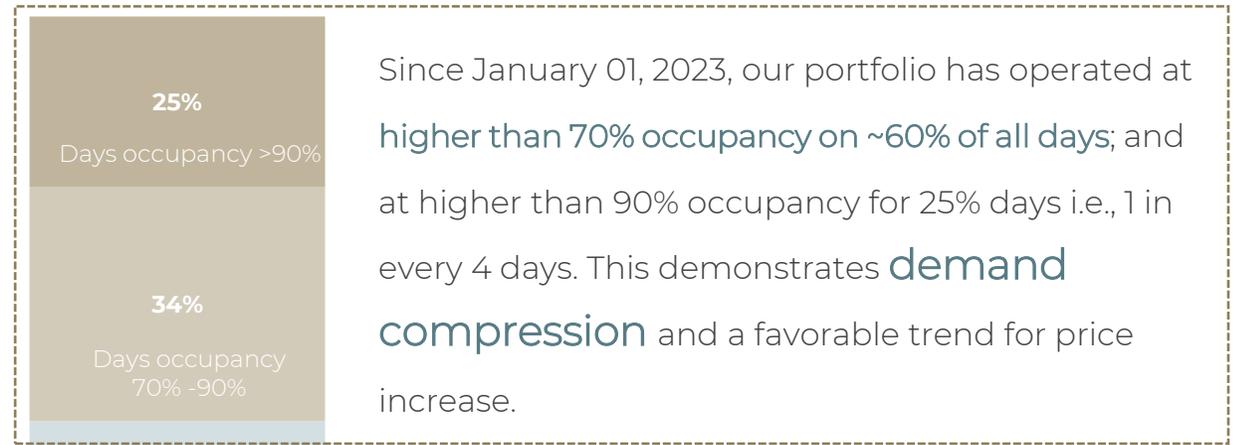
% Days with Occupancy Ranges ■ <30% ■ 30%-50% ■ 50%-70% ■ 70%-90% ■ >90%



CY21



CY22



CY23 YTD



SAMHI Hotels Ltd.

Segment Performance

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

45% of Asset Revenues for Q2FY24

32% revenue from Food & Beverage

⊕ Upcoming

- Addition of
 - 16-31¹ serviced apartments at Hyatt Regency Pune
 - 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

	Q2FY24	(Y-o-Y)	6MFY24	(Y-o-Y)	FY23
Occupancy (%)	77%	▲	72%	■	71%
ARR (₹)	8,192	▲	8,395	▲	7,902
RevPAR (₹)	6,308	▲	6,069	▲	5,641

RevPAR Trend



1: Current approval for 16 rooms; in process of being amended to 31 rooms

Upper Mid-scale assets



15 hotels 2,163 rooms in 10 cities

45% of total room inventory

38% of Asset Revenues for Q2FY24

23% 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
- 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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▼ **Downward:** Y-o-Y decrease of between 200 – 700bps; and
▼ **Strong Downwards:** Y-o-Y decrease of more than 700bps.

		Q2FY24	(Y-o-Y)	6MFY24	(Y-o-Y)	FY23
Occupancy	(%)	71%	▼	73%	▼	75%
ARR	(₹)	5,396	▲	5,412	▲	4,917
RevPAR	(₹)	3,848	▲	3,935	▲	3,663

RevPAR Trend



Mid-scale assets



11 hotels 1,564 rooms in 7 cities

33% of total room inventory

17% of Asset Revenues for Q2FY24

10% revenue from Food & Beverage

+ Upcoming

- 116 rooms Holiday Inn Express in Kolkata
- 56 rooms at Holiday Inn Express Whitefield
- 137 rooms renovation & rebranding of Caspia Pro Greater Noida

■ **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.

		Q2FY24	(Y-o-Y)	6MFY24	(Y-o-Y)	FY23
Occupancy	(%)	69%	▲	69%	▲	69%
ARR	(₹)	3,392	▲	3,310	▲	3,210
RevPAR	(₹)	2,348	▲	2,290	▲	2,226





Fairfield by Marriott Sriperumbadur

SAMHI Hotels Ltd.

Strategic Initiatives

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

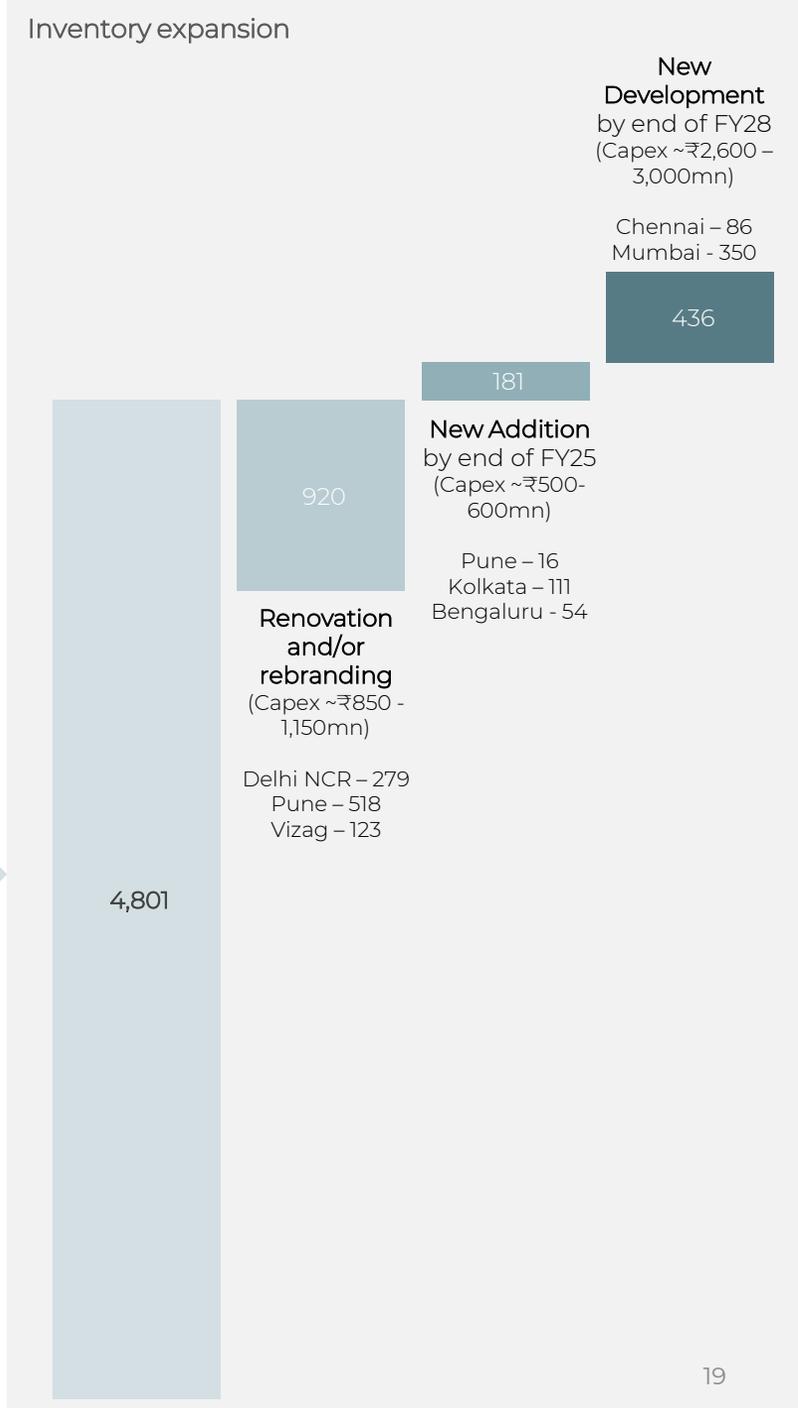
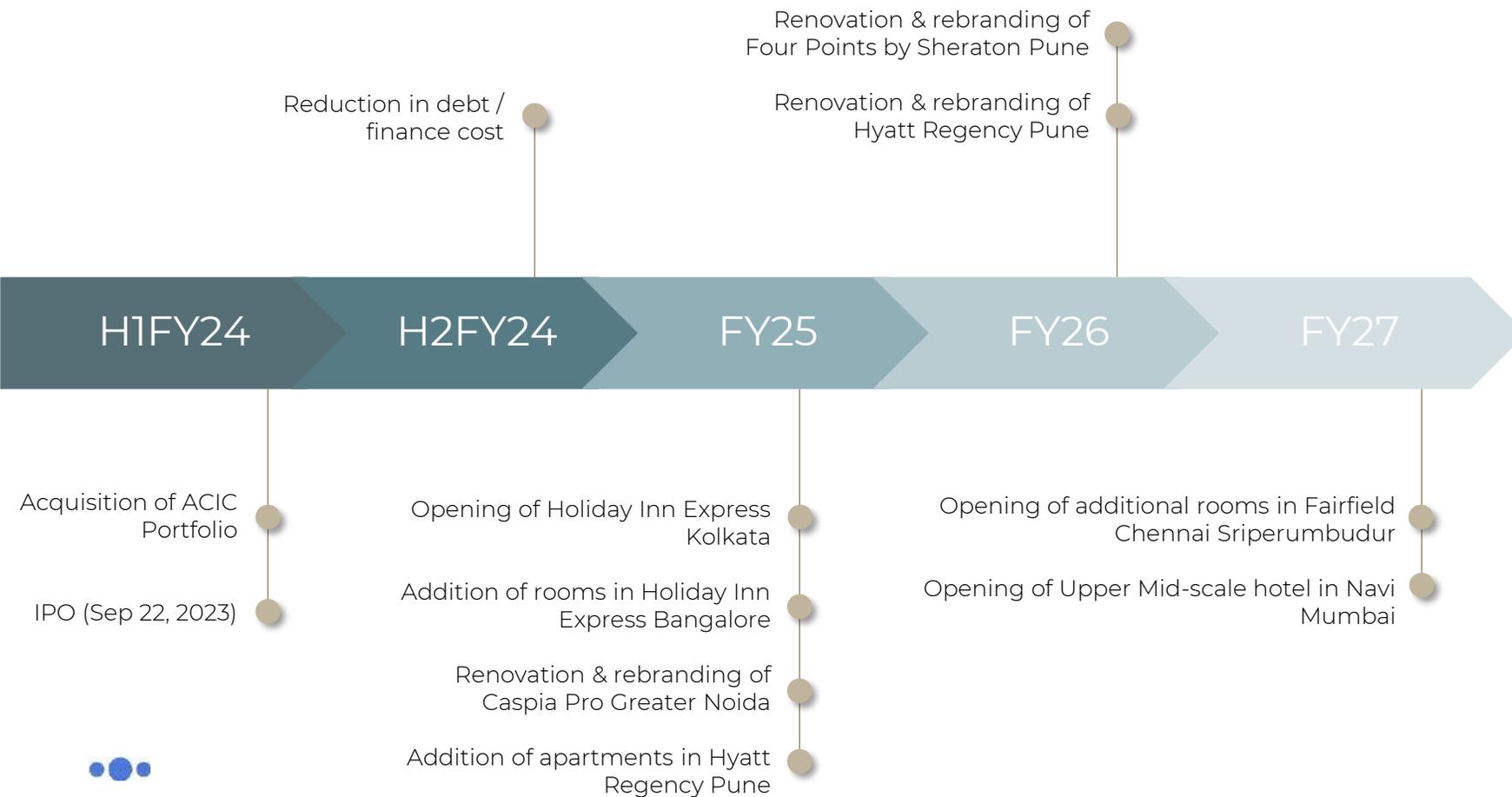
- Target Net Debt-to-EBITDA of less than 3.5x by end of FY25 through further reduction of debt and increase in EBITDA
- Reduction in cost of debt by more than 100 bps from current levels
- Rapid progression to profits (PAT) and free cash to fund growth



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

Upcoming developments





SAMHI Hotels Ltd.

Summary Financials

Financial summary (Consolidated P&L)

	Q2FY24	Q2FY23	Change%	H1FY24	H1FY23	Change%	FY23
Operating Rooms (#)	4,801	4,050		4,801	4,050		3,839
Occupancy (%)	72%	71%		71%	72%		72%
Average Room Rate (₹)	5,441	4,743		5,426	4,639		5,069
Asset Income	2,211	1,764	25.3%	4,125	3,506	17.7%	7,499
Asset EBITDA	811	625	29.8%	1,530	1,283	19.3%	2,805
Asset EBITDA Margin	36.7%	35.4%		37.1%	36.6%		37.4%
Other Income	21	20		31	34		117
Corporate G&A	(94)	(75)		(172)	(150)		(290)
Net Corporate G&A	(73)	(55)		(141)	(116)		(173)
Consolidated EBITDA (pre-ESOP cost & one-time expense)	739	570	29.7%	1,389	1,166	19.1%	2,632
ESOP ¹ Cost	(115)	-		(230)	-		(26)
Other One-Time Expenses	(83)	-		(146)	-		-
Consolidated EBITDA (Reported)	540	570		1,013	1,166		2,606
Depreciation & Amortization	(279)	(241)		(509)	(481)		(963)
Finance cost	(1,146)	(1,279)		(2,223)	(2,644)		(5,221)
PBT (excluding exceptional items)	(885)	(950)		(1,719)	(1,959)		(3,577)
Exceptional Items	-	113		-	113		192
PBT	(885)	(837)		(1,719)	(1,846)		(3,386)
Tax Expense	4	(0)		4	(0)		(0)
PAT	(880)	(837)		(1,715)	(1,846)		(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

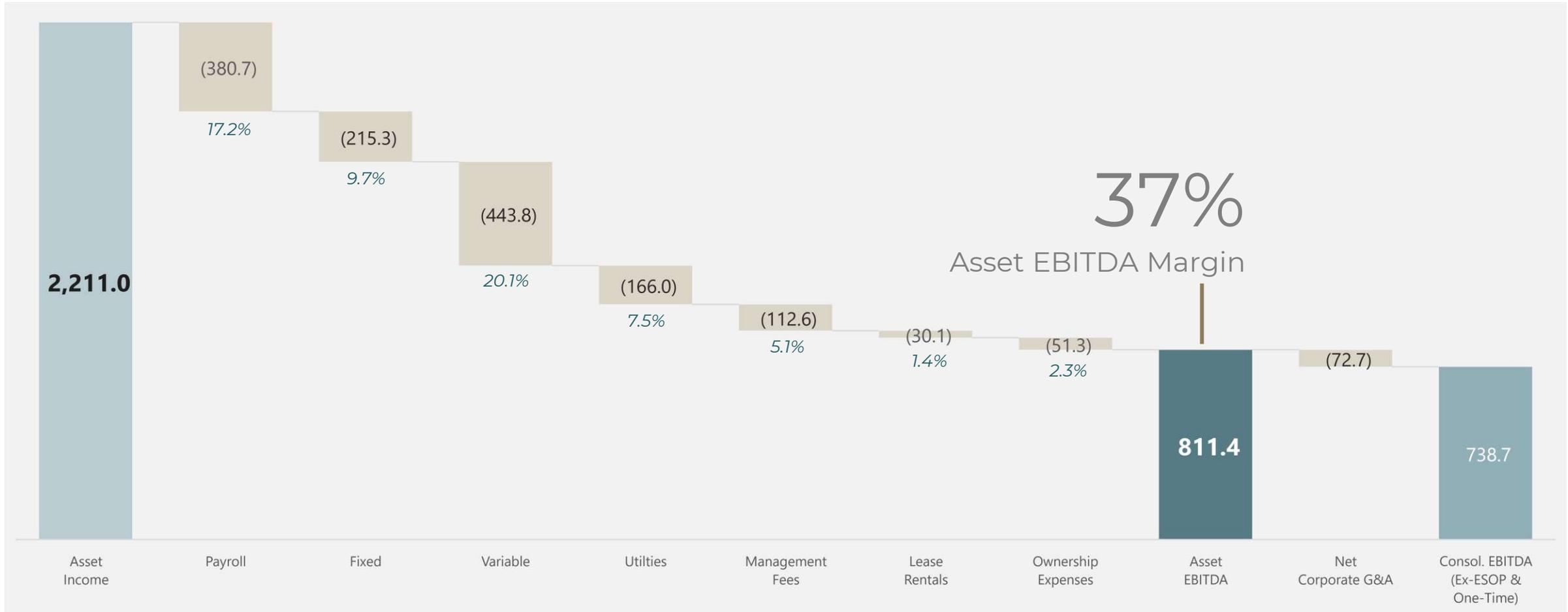
Financial summary

(Consolidated
Balance Sheet)

	Sep'23	Mar'23	Notes
Fixed Assets	26,180	19,089	Increase due to addition of the ACIC Portfolio Net Block
CWIP	208	202	
Other Non-current Assets	5,118	507	Change primarily due to goodwill creation upon ACIC Acquisition
Cash & Cash Equivalents	7,578	1,731	Includes un-utilized cash from the IPO Proceeds; cash balance as on November 04, 2023 reduced to ₹ 3,288mn driven by further repayment of debt
Inventories	46	33	
Trade Receivables	708	513	
Other Current Assets	677	555	
Total Assets	40,514	22,630	
Total Equity	10,782	(8,076)	
Total Borrowings	25,400	27,875	Debt reduction utilizing cash from IPO proceeds; partially offset by addition of ACIC Portfolio debt post completion of the acquisition; borrowings further reduced to ₹21,665mn as on November 04, 2023 utilizing cash balance
Trade Payables	2,060	1,413	
Other Non-current Liabilities	1,325	803	
Other Current Liabilities	947	614	
Total Equity & Liabilities	40,514	22,630	

Operational efficiency

Asset EBITDA Margin Profiles for Q2 FY24



Note: All values in ₹ mn unless specified otherwise

Financial flexibility

Significant reduction in debt and increase in EBITDA will lead to free cash from operations.

This cash to be used for further reduction in debt, capital expenditure and growth

	Mar 31, 2023	Nov 04, 2023
Net Debt (₹mn)	28,339	18,377
Consolidated EBITDA* (TTM) (₹mn)	3,273	3,397**
Net Debt : Consolidated EBITDA	8.7x	5.4x
Annualized interest cost (₹mn)	~3,750 @12.52% Cost	~2,100 @10.49% Cost

Financial summary

(Proforma P&L)

	Q2FY24	Q2FY23	Change%	H1FY24	H1FY23	Change%	FY23
Operating Rooms (#)	4,801	5,012		4,801	5,012		4,801
Occupancy (%)	73%	73%		72%	73%		73%
Average Room Rate (₹)	5,423	4,727		5,376	4,622		5,037
Asset Income	2,450	2,238	9.5%	4,859	4,423	9.9%	9,488
Asset EBITDA	859	775	10.8%	1,744	1,607	8.5%	3,477
Asset EBITDA Margin	35.0%	34.6%		35.8%	36.3%		36.6%
Other Income	22	48		36	66		156
Corporate G&A	(99)	(107)		(194)	(211)		(359)
Net Corporate G&A	(78)	(59)		(158)	(146)		(204)
Consolidated EBITDA (pre-ESOP cost & one-time expense)	781	716	9.0%	1,586	1,461	8.5%	3,273
ESOP ¹ Cost	(115)	-		(230)	-		(26)
Other One-Time Expenses	(83)	-		(161)	-		(132)
Consolidated EBITDA (Reported)	583	716		1,195	1,461		3,115
Depreciation & Amortization	(277)	(331)		(585)	(661)		(1,296)
Finance cost	(1,172)	(1,421)		(2,326)	(2,868)		(5,686)
PBT (excluding exceptional items)	(886)	(1,037)		(1,716)	(2,068)		(3,868)
Exceptional Items	(156)	111		(156)	111		192
PBT	(1,022)	(926)		(1,873)	(1,957)		(3,676)
Tax Expense	4	6		4	6		17
PAT	(1,018)	(920)		(1,869)	(1,951)		(3,659)

ESOP 2023 (as disclosed in prospectus)

P&L impact over 4 years:

₹460mn in FY24, ₹177mn in FY25,

₹ 95mn in FY26, ₹40mn in FY27

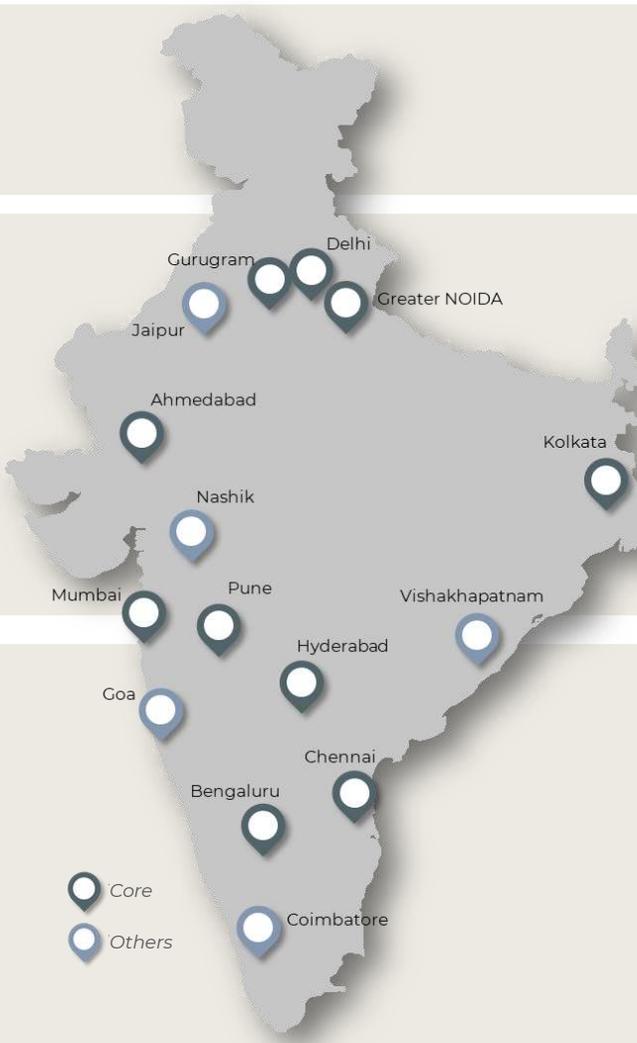


SAMHI Hotels Ltd.

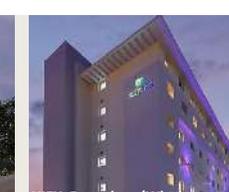
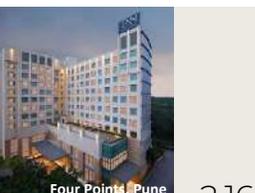
About Us

Holiday Inn Express Nashik

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



Market Segment	Number of Buildings	Total #Rooms	% 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

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

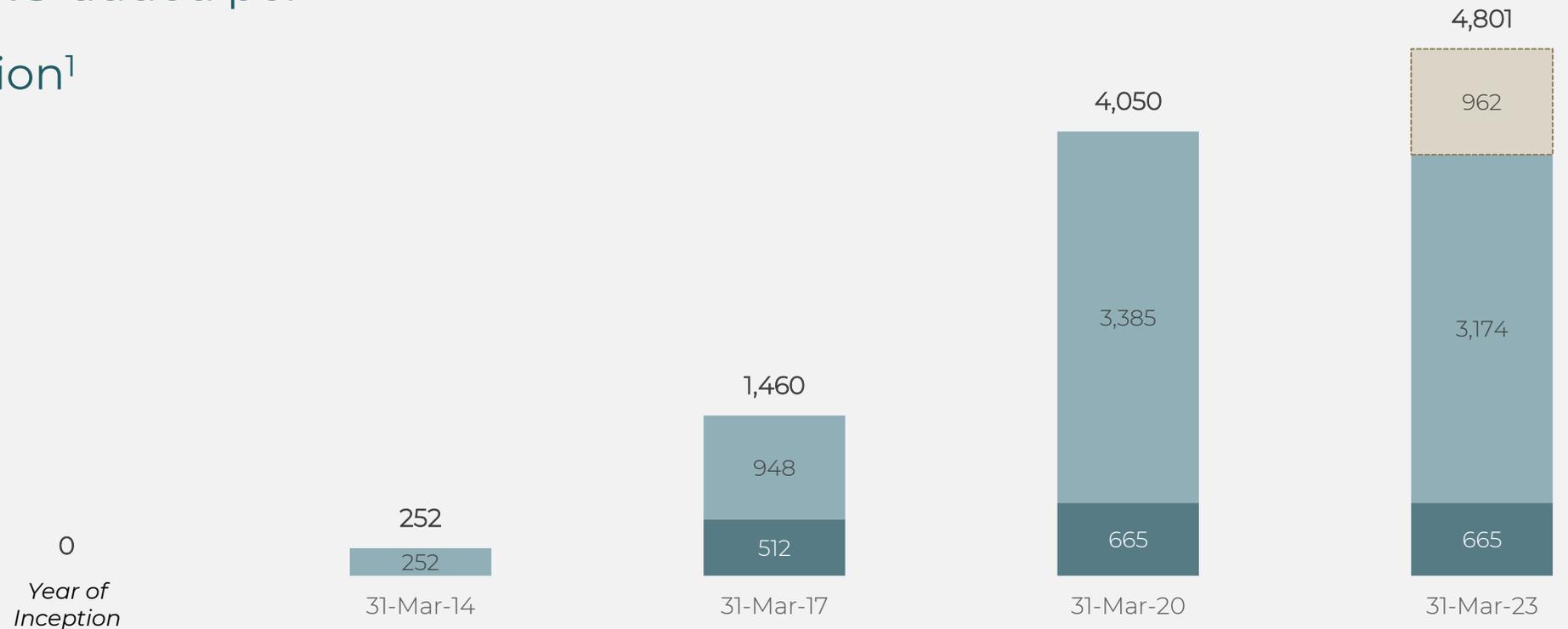
			Pre-renovation & Rebranding	Current Performance		
Sheraton Hyderabad Full renovation of the asset Expansion of inventory Change of brand			Q4 FY14	Q4 FY23	5.8x / 21% CAGR RevPAR growth	
		Rooms	#	158		272
		Occupancy	%	41%		77%
		Average Room Rate	₹	3,349		10,344
		RevPAR	₹	1,377		7,938
3 Fairfield by Marriott Hotels Full renovation of the asset Expansion of inventory Change of brand			Q3 FY18	Q4 FY23	3.4x / 26% CAGR RevPAR growth	
		Rooms	#	334		343
		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			Q3 FY18	Q4 FY23	2.6x / 20% CAGR RevPAR growth	
		Rooms	#	1,319		1,427
		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*



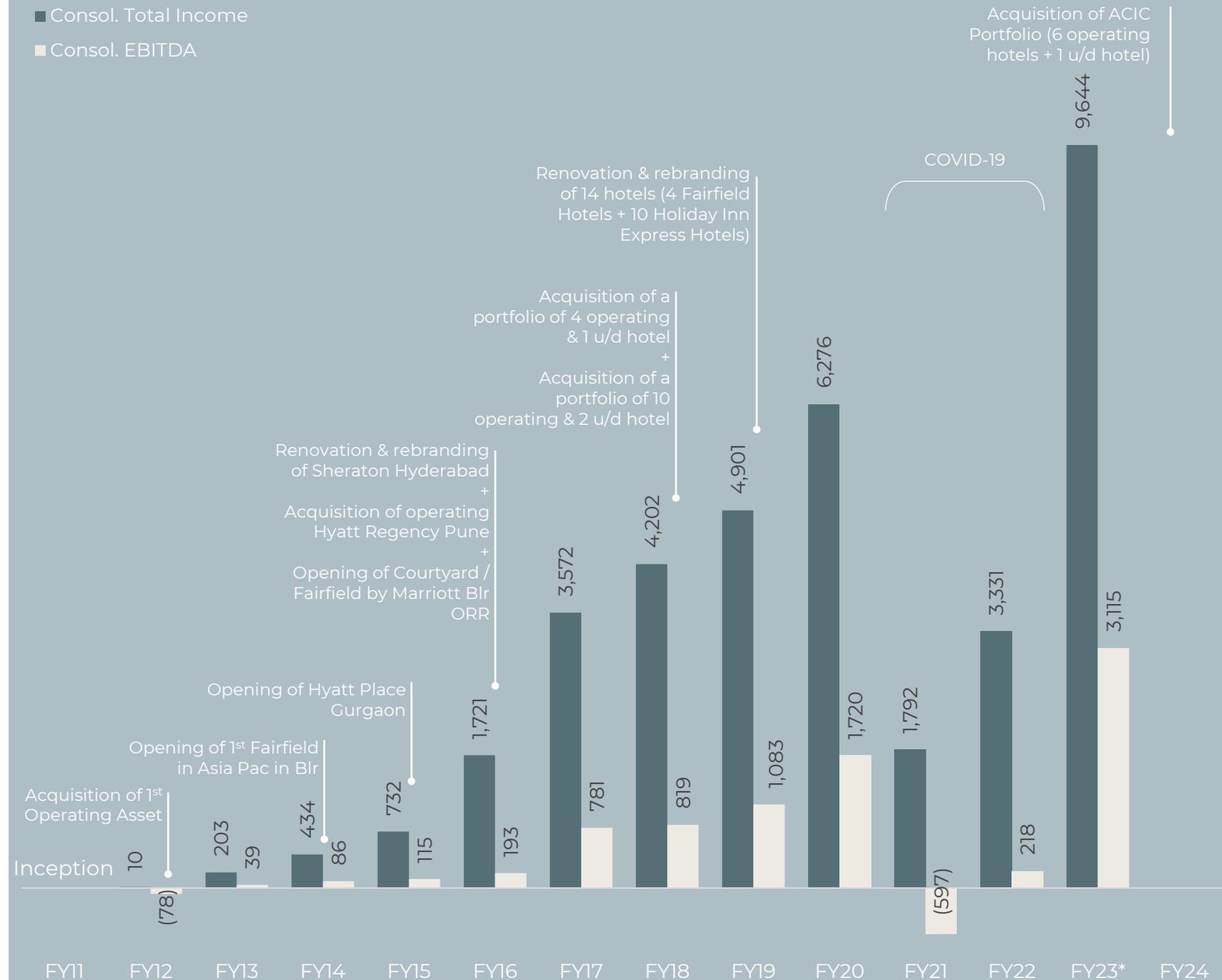
Note: % above shows ownership of hotels under each brand in India by SAMHI, 1 – Proforma with ACIC Portfolio, 2 – Data as of March 31, 2023 (Source: JLL Report)

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 **Aug'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	H1FY24
Occ.	%	58%	79%	78%
ARR	₹	2,998	4,918	5,127
RevPAR	₹	1,743	3,865	4,013

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*

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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