



Mahindra Holidays &  
Resorts India Limited

Q4 FY15  
Investor Presentation  
May 18, 2015



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# Quarter 4 & FY15 Performance



# Q4 FY15 Highlights

- Total income at Rs 207.2 Crores vs. Rs 223.7 Crores in Q4'14
- PAT before exceptional items is Rs. 24.9 Crores vs 24.4 Crores in Q4'14
- PAT after exceptional item is Rs 10.4 Crores vs. Rs 24.4 Crores in Q4'14
- Diluted EPS at Rs 1.18 vs. Rs 2.77 in Q4'14
- Added 4.9K members during the quarter



# FY15 Highlights

- Total income at Rs 807.6 Crores vs. Rs 798.9 Crores in FY'14
- PAT before exceptional items is Rs. 93.5 Crores vs 94.5 Crores in FY14
- PAT after exceptional item is Rs 79 Crores vs. Rs 94.5 Crores in FY'14
- Diluted EPS at Rs 8.98 vs. Rs 10.75 in FY'14
- Added 12.8K members during the year



Results

# Summary of Results

Key indicators (no.)	Q4 FY 15	Q3 FY 15	Q4 FY 14	% Growth YOY	FY15	FY14	% Growth
New Members – added (in '000)	4.9	2.9	4.5	9%	12.8	12.1	6%
Cumulative Members (in '000)	~183	~178	~170	8%	~183	~170	8%

Rs in Lakhs

Key indicators *	Q4 FY 15	Q3 FY 15	Q4 FY 14	% Growth YoY	FY15	FY14	% Growth
Income	20,722	20,955	22,371	-7%	80,756	79,893	1%
Expenses	18,278	17,527	18,720	-2%	68,072	65,751	4%
Profit from ordinary activities after finance costs but before exceptional item	2,444	3,428	3,651	-33%	12,684	14,142	-10%
Net profit after tax from ordinary activities before exceptional item	2,486	2,346	2,438	2%	9,346	9,453	-1%
Exceptional item net of tax	1,444	-	-		1,444	-	
PAT	1,042	2,346	2,438	-57%	7,902	9,453	-16%

\* Standalone

# Income Break-up

All figures in Rs. Lakhs

Total Income *	Q4 FY 15	Q3 FY 15	Q4 FY 14	% growth YoY	FY15	FY14	% growth
Income from sale of VO	11,285	11,957	14,797	-24%	44,394	48,260	-8%
ASF	4,081	3,912	3,428	19%	15,561	13,273	17%
Resort Income	3,199	3,547	2,679	19%	13,181	10,815	22%
Others	1,828	1,235	958	91%	6,349	5,404	17%
<b>Income from operation</b>	<b>20,393</b>	<b>20,651</b>	<b>21,862</b>	<b>-7%</b>	<b>79,485</b>	<b>77,752</b>	<b>2%</b>
Non operating income	329	304	509	-35%	1,271	2,141	-41%
<b>Total Income</b>	<b>20,722</b>	<b>20,955</b>	<b>22,371</b>	<b>-7%</b>	<b>80,756</b>	<b>79,893</b>	<b>1%</b>

\* Standalone



# Resort Details

Resort Details	Q4 FY 15	Q3 FY 15	Q4 FY 14	% Growth YoY	FY15	FY14	% Growth
<b>No of Resorts</b>	45	41	40	13%	45	40	13%
<b>No of Rooms</b>	2816	2515	2407	17%	2816	2407	17%
<b>Occupancy %</b>	81%	84%	80%	1%	82%	83%	-1%
<b>ARR (in Rs)</b>	4,682	4,642	3,932	19%	4,444	4,053	9%

Rs in Lakhs

Resort Income Standalone	Q4 FY 15	Q3 FY 15	Q4 FY 14	% Growth YoY	FY15	FY14	% Growth
Room	451	433	481	-6%	1,632	1,072	52%
F&B	2,079	2,321	1,763	18%	8,839	7,325	21%
Holiday Activity & Others	669	793	435	54%	2,710	2,418	12%
<b>Total</b>	<b>3,199</b>	<b>3,547</b>	<b>2,679</b>	<b>19%</b>	<b>13,181</b>	<b>10,815</b>	<b>22%</b>

# Profit & Loss Statement\*

All figures in Rs. Lakhs

Particulars	Quarter ended			Year ended (Standalone)	
	Mar-15	Dec-14	Mar-14	Mar-15	Mar-14
Income from operations	20,393	20,651	21,862	79,485	77,752
Non-operating income	329	304	509	1,271	2,141
<b>Total income</b>	<b>20,722</b>	<b>20,955</b>	<b>22,371</b>	<b>80,756</b>	<b>79,893</b>
Employee expenses	4,305	4,357	5,006	16,198	16,174
Sales & Marketing expenses	5,607	4,169	5,222	17,463	19,150
Depreciation	1,757	1,568	1,126	6,541	3,803
Other expenses	6,609	7,432	7,365	27,870	26,624
<b>Total expenditure</b>	<b>18,278</b>	<b>17,526</b>	<b>18,719</b>	<b>68,072</b>	<b>65,751</b>
Profit from ordinary activities after finance costs but before exceptional item	2,444	3,429	3,652	12,684	14,142
<b>Tax Expenses</b>	(42)	1,082	1,213	3,338	4,689
Net profit after tax from ordinary activities before exceptional item	2,486	2,347	2,439	9,346	9,453
Exceptional item net of tax	1,444	-	-	1,444	-
<b>PAT</b>	<b>1,042</b>	<b>2,347</b>	<b>2,439</b>	<b>7,902</b>	<b>9,453</b>

\* Standalone

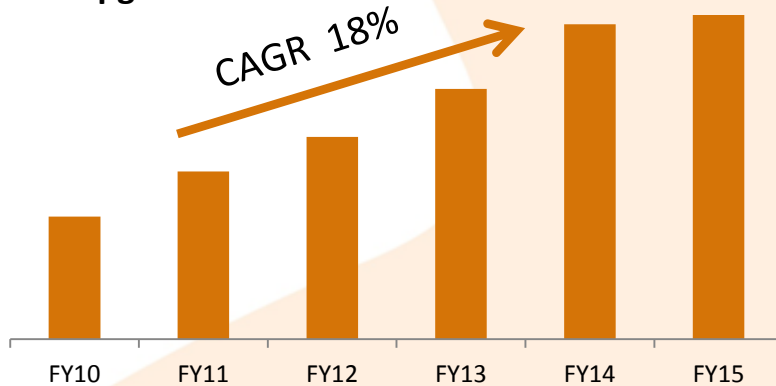


Customer Delight

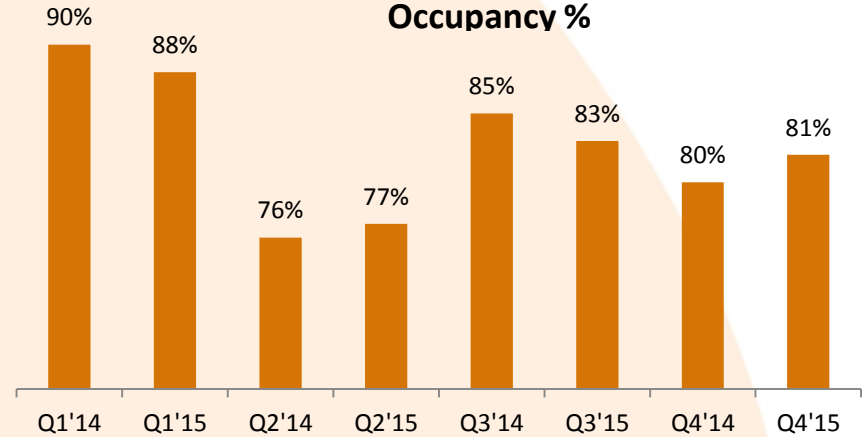


# Customer delight at every touch point

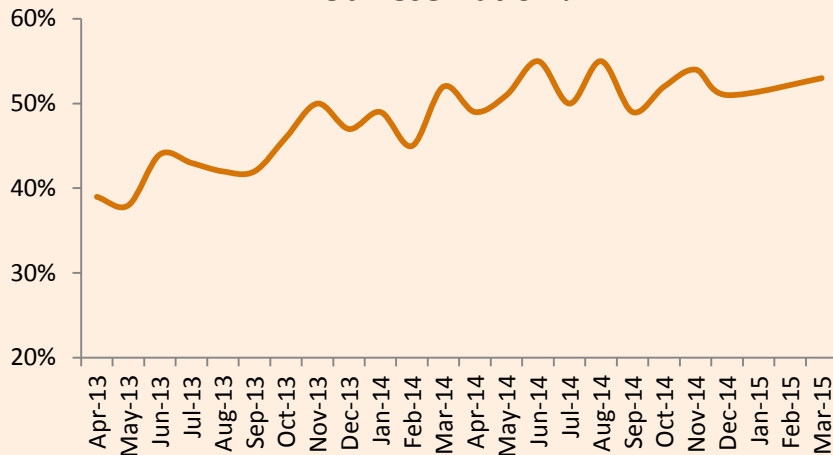
**Upgrades**



**Occupancy %**



**Web Reservation %**



- ✓ During FY15, 91% of members who demanded a holiday ended up holidaying with us at least once.
- ✓ Resort Occupancy at 82% in FY15.
- ✓ Web penetration at 52% in FY15.
- ✓ First Holiday percentage has increased from 52% to 60% in FY15.

# Thank you

## Contact Information

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