



APEEJAY
SURRENDRA
PARK HOTELS

Apeejay Surrendra Park Hotels Limited

Q2 & H1 FY25 Results Presentation

November 12, 2024

Table of Content

Q2 & H1FY25 Results Overview	03
Key Highlights	04
Management Comment	06
Key Financial Highlights – Q2 & H1 FY25 Financials	07
Operational Performance – Q2 & H1 FY25 Financials	08
Indian Hospitality Industry -	09
Leadership in the Upscale & Upper Midscale Segments	12
F&B Segment Performance	15
Performance of Retail F&B Brand “Flurys”	16
Consolidated P&L Statement & Net Debt Movement	17
Development Update	18



Q2 & H1 FY25 Results Overview

Q2 FY25

Operational & Financial Highlights – Q2 FY25 vs. Q2 FY24

Highest Ever Q2 Topline

10% YoY Growth

India's Highest Occupancy at
93%

Market Leadership In RevPAR In
Upper Upscale Segment

Normalized EBITDA at Rs. 57 Cr,
37% Margin

11% YoY Growth

Flurys Business

41% YoY Growth
10 outlets opened in Q2

PBT at Rs. 39 Cr

82% YoY Growth

PAT at Rs. 27 Cr

80% YoY Growth

THE Park Chennai
THE Park Hyderabad
**IGBC Platinum Green
Certified Buildings**

Note: (1) Normalized EBITDA calculation includes Other Income and excludes ESOP cost

THE Lotus Palace, Chettinad – Now Open



Management Comment

Commenting on the Q2 & H1 FY25 performance Mr. Vijay Dewan, Managing Director said:

“Q2 has been a remarkable quarter for us with profit after tax up 80 percent year-on-year basis. We recorded the country’s highest occupancy of 93 percent during the quarter while maintaining our leadership position in RevPAR in the upper upscale segment. With the opening of two palace hotels in the luxury segment at Chettinad and Patiala, we have entered a new phase in our business. Both properties are here to establish a new standard in palace design and service excellence.

Our Flurys business recorded a 41 per cent growth in revenue for the quarter and is set to reach 120 stores by the end of the financial year.

The outlook remains positive.”



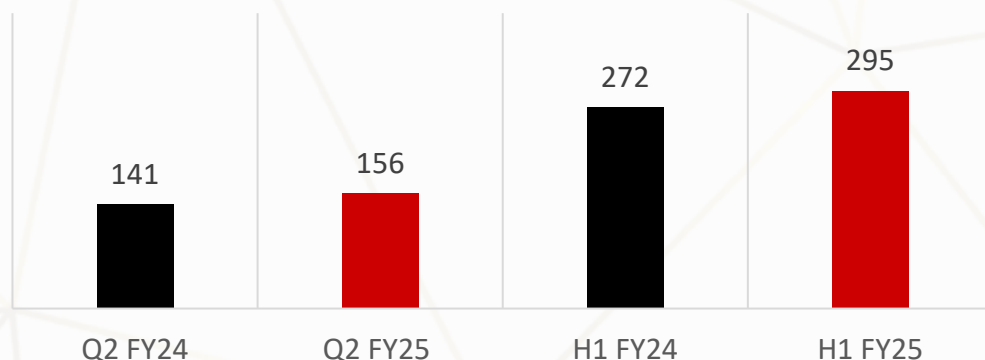
Mr. Vijay Dewan

Managing Director

Key Financial Highlights – Q2 & H1 FY25 Financials

In Rs. Cr.

Total Income

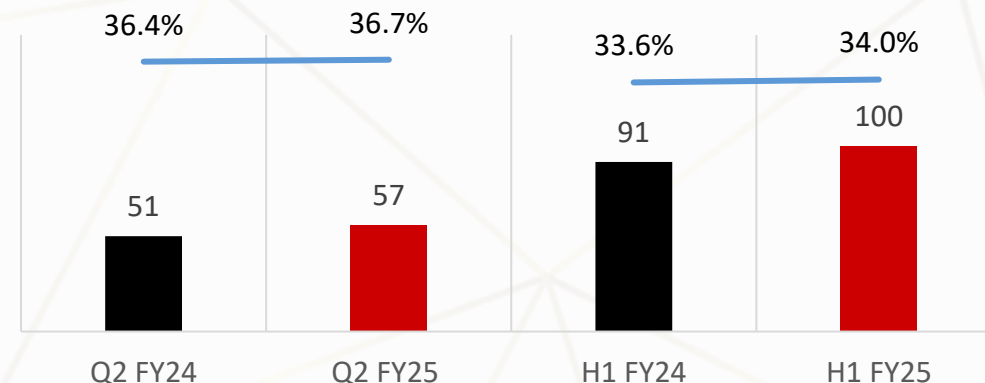


Shift (%)

YoY: 10.5% ↑

YoY: 8.2% ↑

Normalized EBITDA

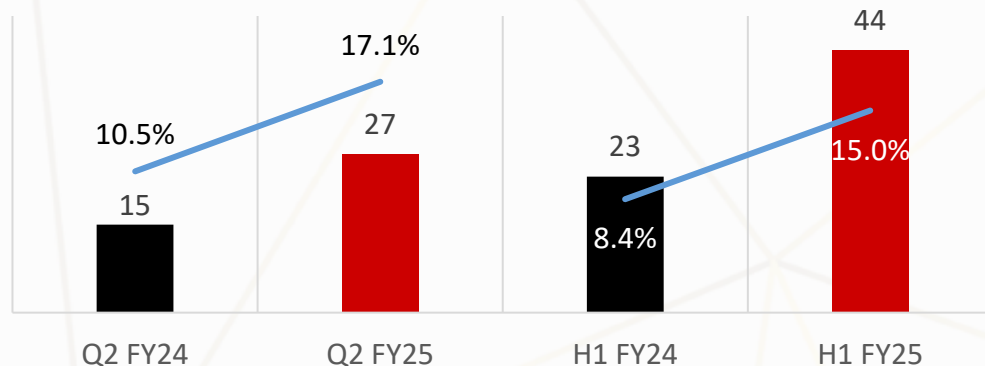


Shift (%)

YoY: 11.3% ↑

YoY: 9.4% ↑

Normalized PAT



Shift (%)

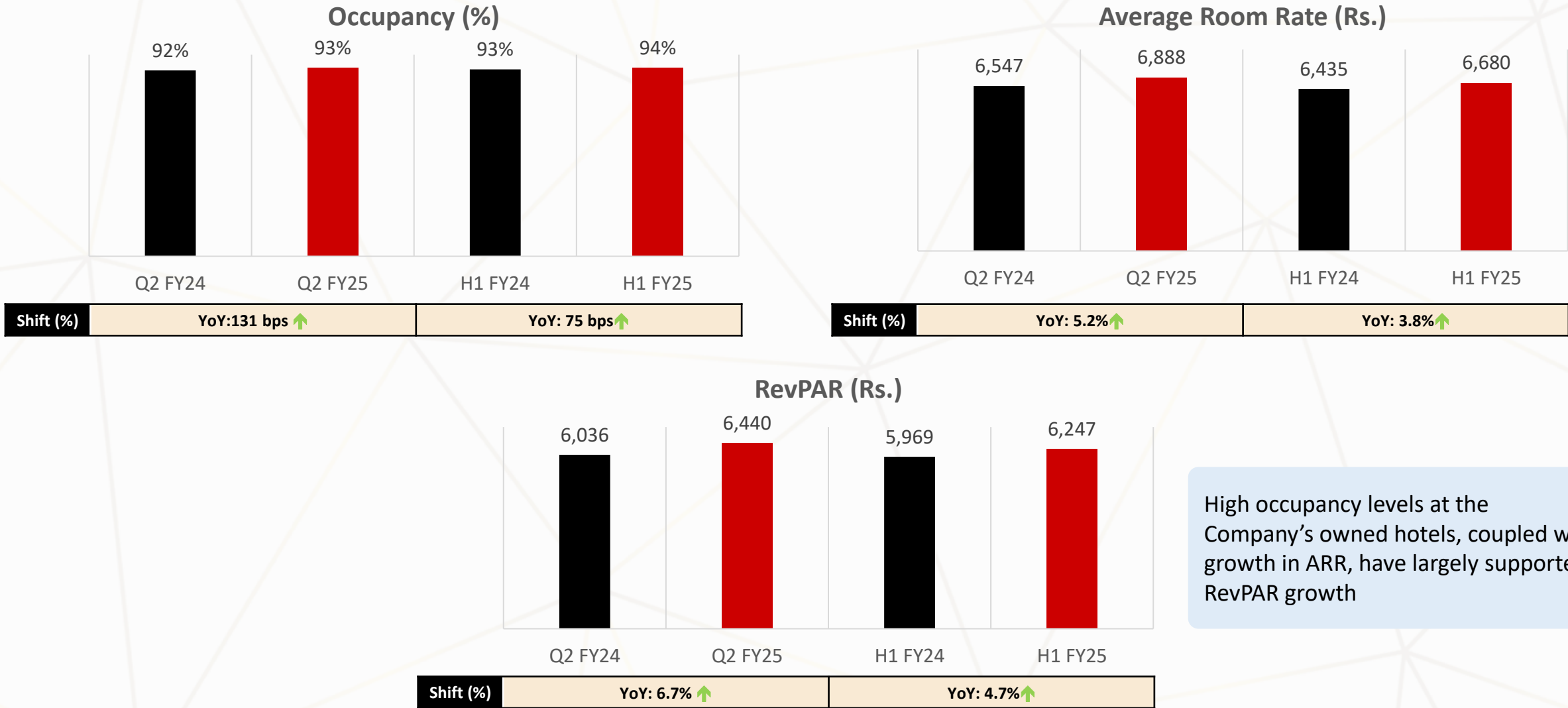
YoY: 80.5% ↑

YoY: 92.6% ↑

- Revenue growth in Q2 FY25 reflects a steady growth over the previous quarter, with positive momentum expected to carry forward through the rest of the year
- With new openings of the two Palace hotels and incoming festive season, the company is poised for Double-digit growth in the quarters ahead.
- Consistent top-line growth, along with lower interest costs, has contributed to robust PAT and EPS growth of 80% and 47% respectively, highlighting ASHPL's focus on sustainable growth and prudent financial management

Note: (1) Normalized EBITDA calculation includes Other Income and excludes ESOP cost
(2) Normalized PAT excludes the onetime deferred tax expense of Rs. 19.3 crore in H1 FY25

Operational Performance – Q2 & H1 FY25



High occupancy levels at the Company's owned hotels, coupled with growth in ARR, have largely supported RevPAR growth

Indian hotel sector performance – Q2 FY 2024/25



ARR TREND

DOMESTIC AIR TRAFFIC MOVEMENT



ARR

7,000 - 7,200

↑ 4 – 6 %



Occupancy

61 - 63%

↑ 0 – 2 pp



RevPAR

4,270 - 4,536

↑ 7 – 9 %

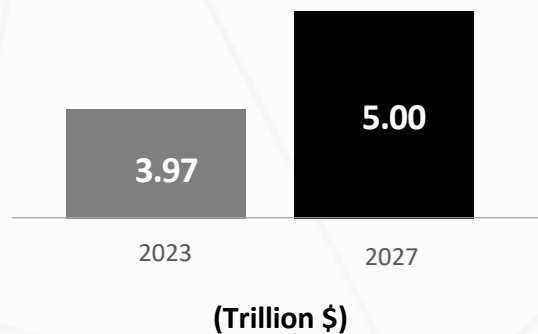
Markets	ARR change over Q2 FY2024	
	INDIAN MARKET	OWNED HOTELS
New Delhi	0-2%	-2%
Goa	1-3%	
Mumbai	13-15%	11%
Bengaluru	5-7%	3%
Chennai	9-11%	4%
Pune	6-8%	
Jaipur	6-8%	
Kolkata	2-4%	3%
Gurugram	4-6%	
Ahmedabad	1-3%	
Hyderabad	9-11%	13%
Chandigarh	5-7%	

Total Domestic Air Traffic (Q2 FY 2025)	39.1 Mn
Change over Last Quarter	↓ 3%
Change over Q3 CY 2023	↑ 6%
Change over Q3 CY 2019	↑ 11%

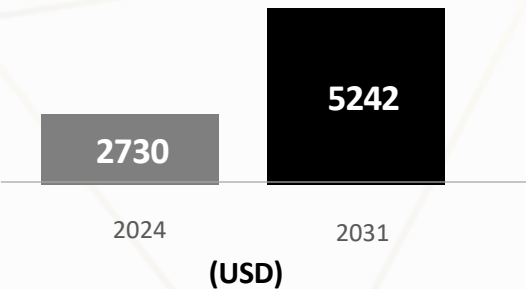
Source: HVS RESEARCH

Demand Drivers - Remain Intact For Sustained Double-digit Growth

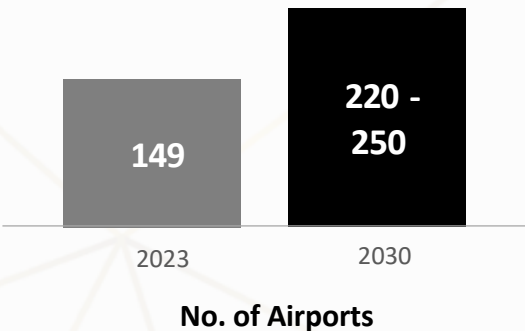
India to become third largest economy by 2027



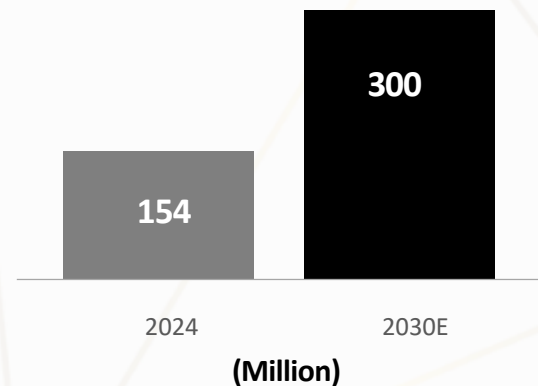
Per capita income increase leading to discretionary spending boom



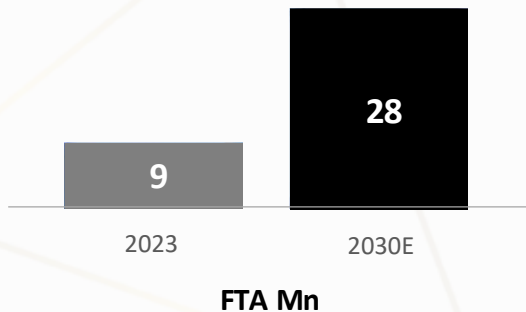
80 to 100 New Airports by 2030



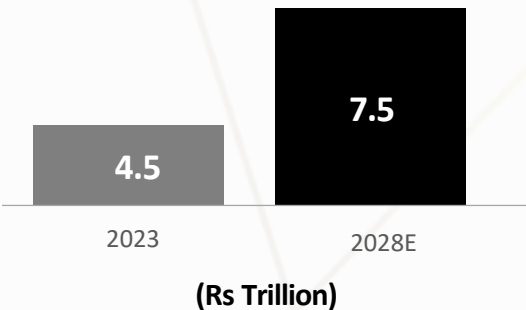
Air passenger increase



FTAs Robust Growth Expected



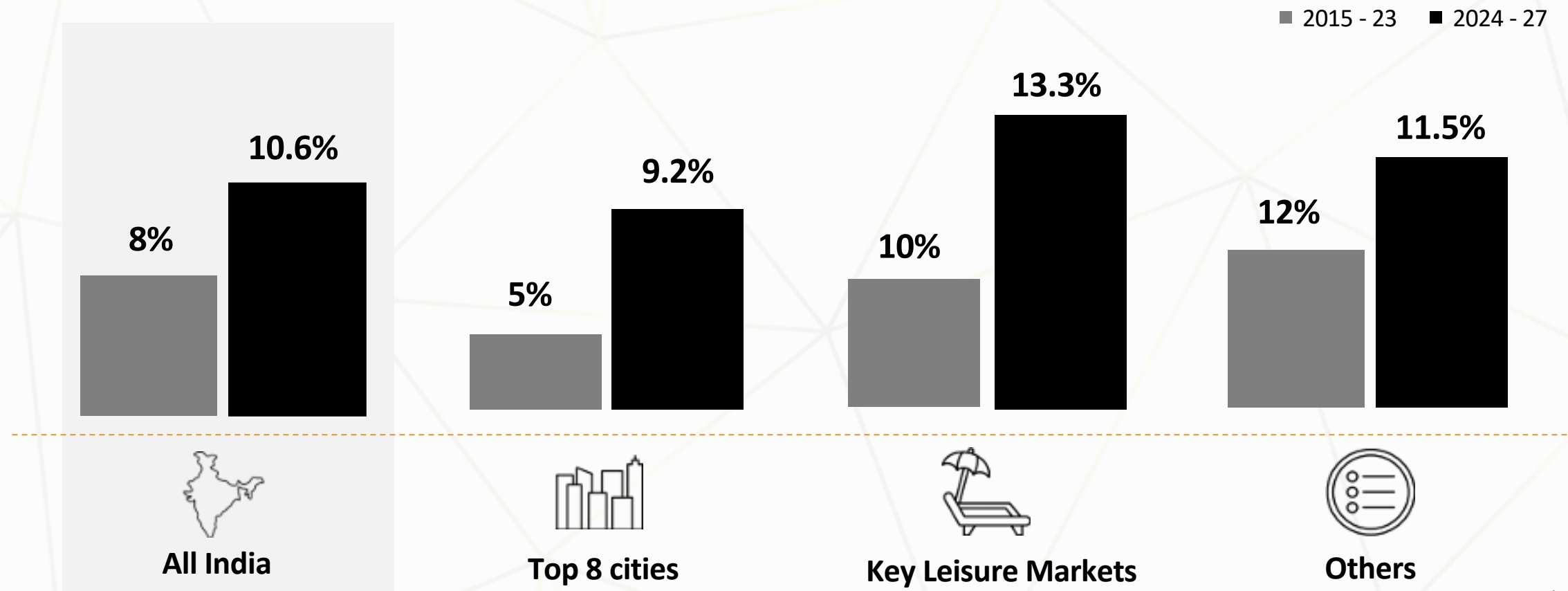
Indian restaurant service industry to grow – 12% CAGR



Source: Analyst & Industry reports

Hospitality Industry Upcycle To Be Long and Sustained

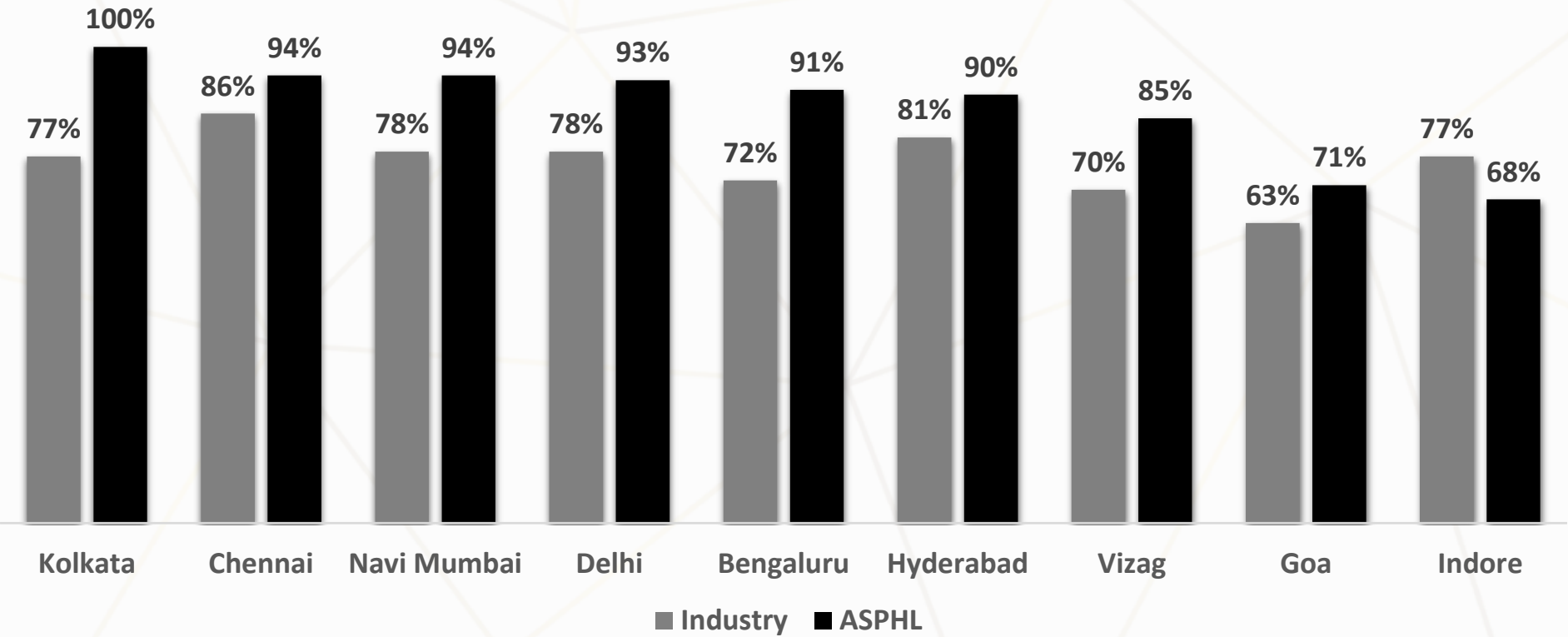
DEMAND SUPPLY MISMATCH



Top 8 Cities : Delhi NCR, Mumbai, Bengaluru, Kolkata, Chennai, Hyderabad, Ahmedabad & Pune
Key Leisure Markets : Goa, Uttarakhand, Rajasthan, Kerala, Himachal Pradesh

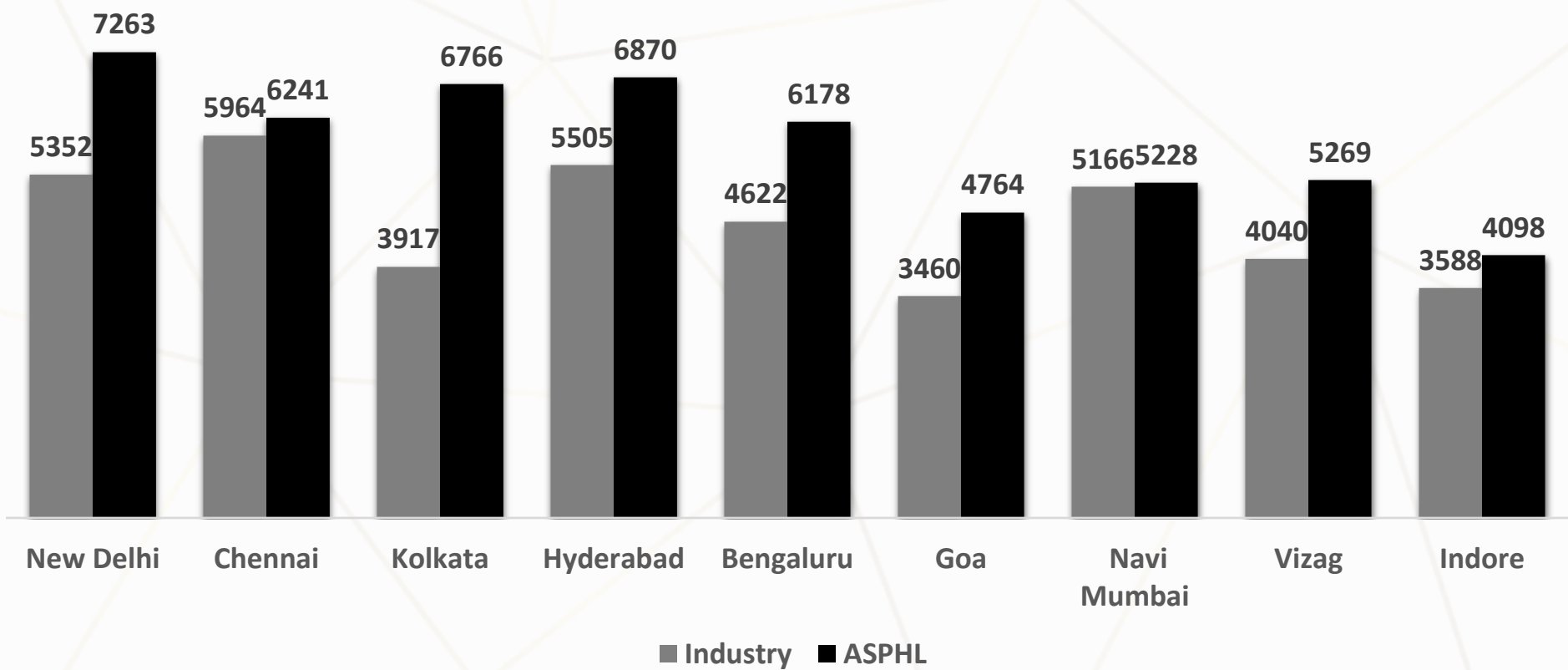
Source: Horwath HTL

India's leading occupancy across key growth markets



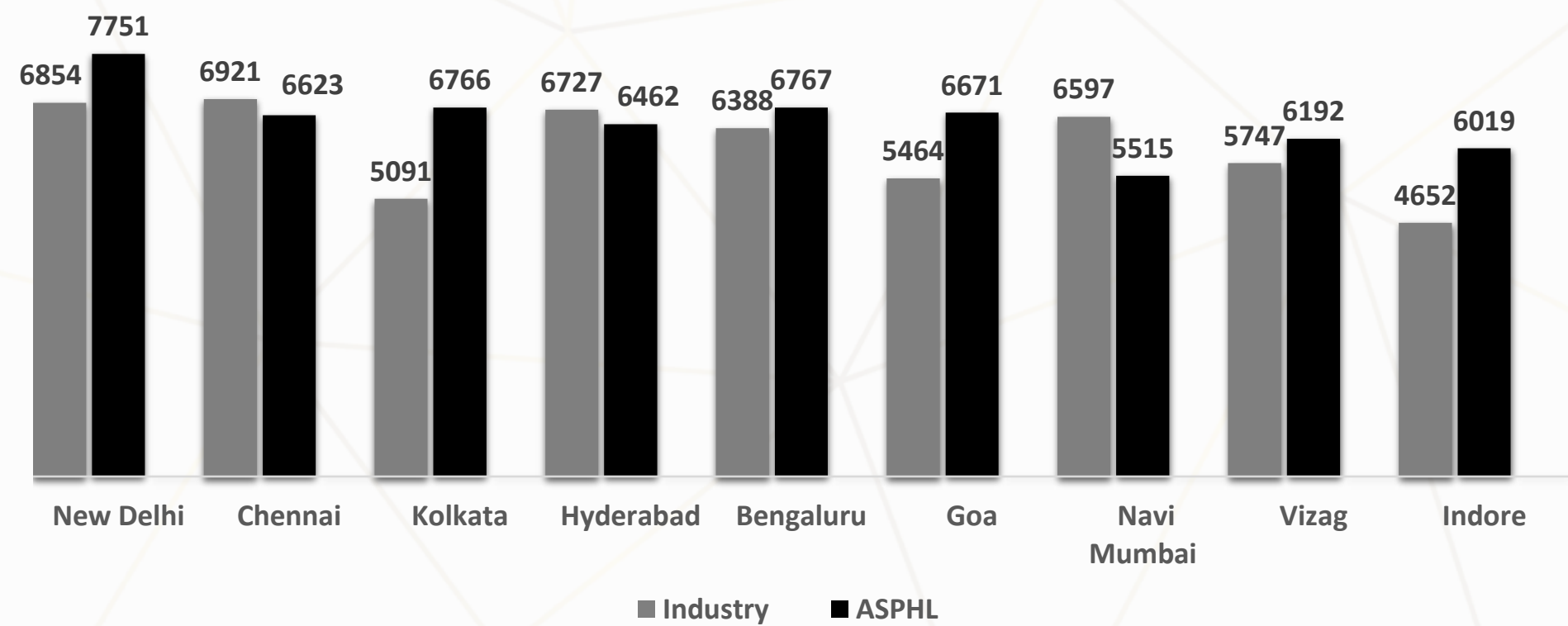
Note: Source: CoStar; Company Data for Occupancy, ARR and RevPAR pertains exclusively to owned hotels; Figures as of Q2 FY25

Market leading RevPAR in upper-upscale segment



Note: Source: CoStar; Company Data for Occupancy, ARR and RevPAR pertains exclusively to owned hotels; Figures as of Q2 FY25

ARR outperformance across key cities

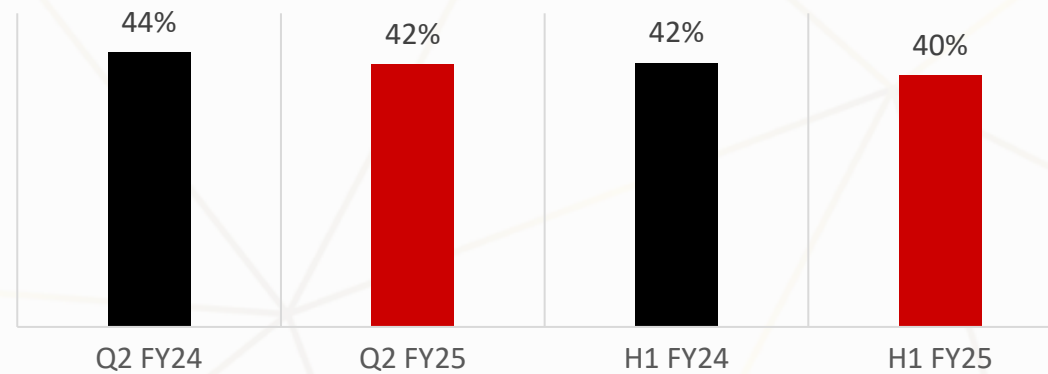


Note: Source: CoStar; Company Data for Occupancy, ARR and RevPAR pertains exclusively to owned hotels; Figures as of Q2 FY25



F&B Segment

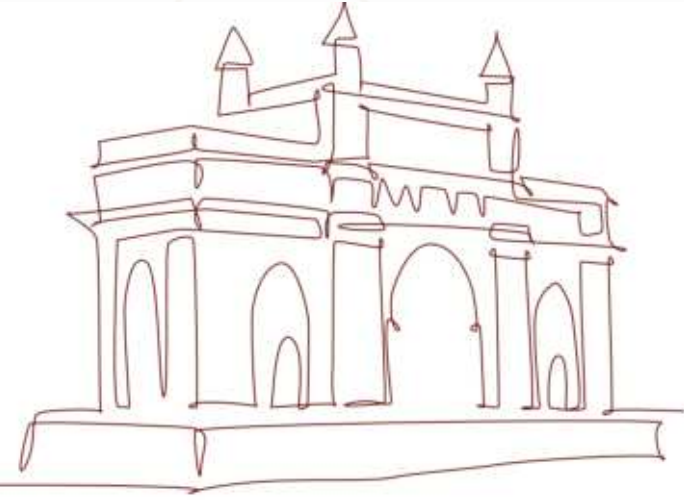
F&B to Total Revenue (%)⁽¹⁾



Strong food & beverage performance providing stability to earnings.

F&B revenue stood at Rs. 118 Cr. In H1 FY25

THE LEGEND. NOW NEAR THE LEGEND.



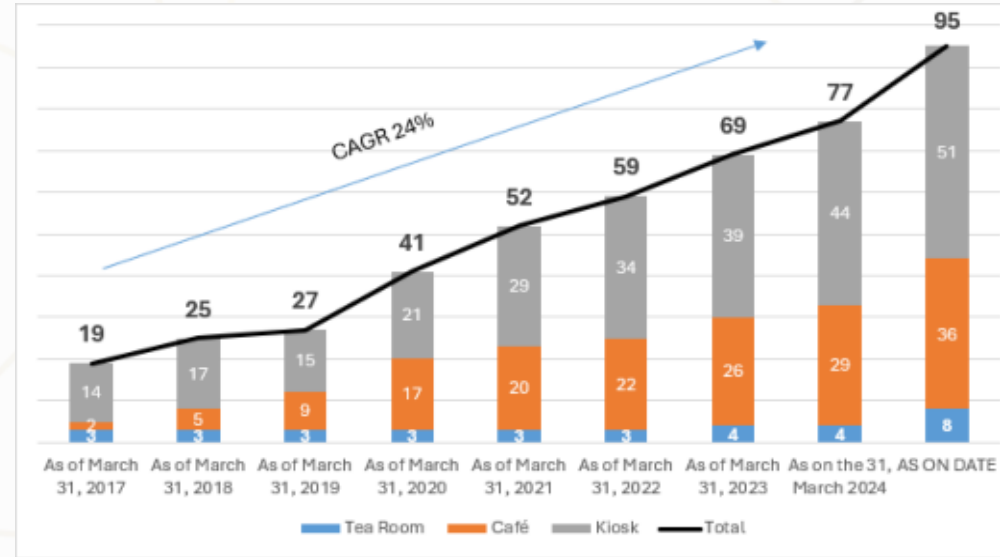
Flurys, India's most legendary tearoom, is now open at Apollo Bandar in Mumbai, near the legendary Gateway of India.

On offer are delectable all-day breakfasts and the choicest of world cuisine for both, lunch and dinner.

We are thrilled to open our gates to you for, unarguably, a legendary experience.

Performance of Retail F&B Brand “Flurys”

Asset Light Business Model Provides with Diversification, Resiliency and Scalability

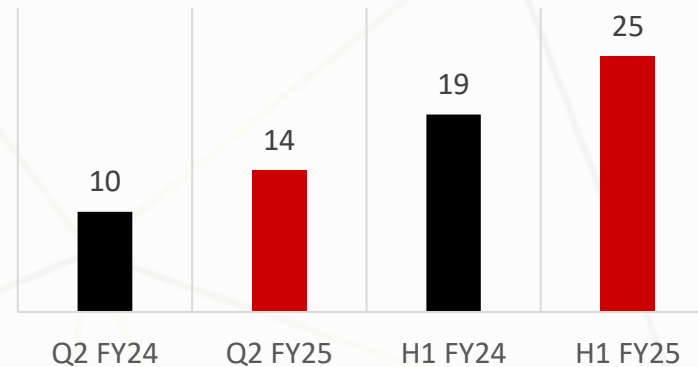


18 new Launches -

- 8 new Flurys outlet in Mumbai
- 4 new Flurys outlet in Kolkata
- 2 new Flurys outlet in Bhubaneswar
- 3 new Flurys outlet in Siliguri
- 1 new Flurys outlet in Hyderabad

On July 24, 2024, Flurys opened its first flagship tearoom in Mumbai near the Gateway of India, Mumbai

Total Income

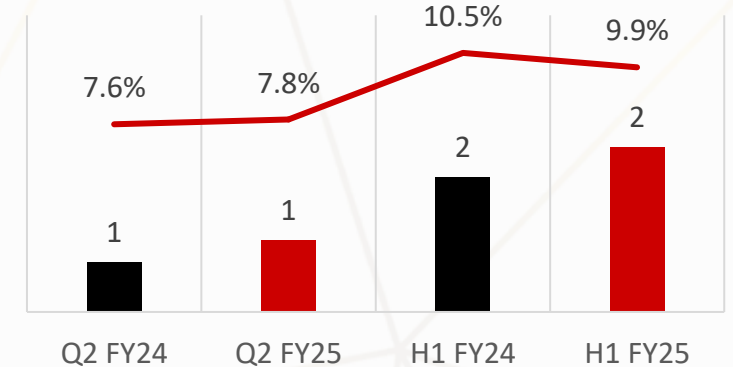


Shift (%)

YoY: 41.4% ↑

YoY: 29.3% ↑

EBITDA Margins In Rs. Cr.



Shift (%)

YoY: 44.8% ↑

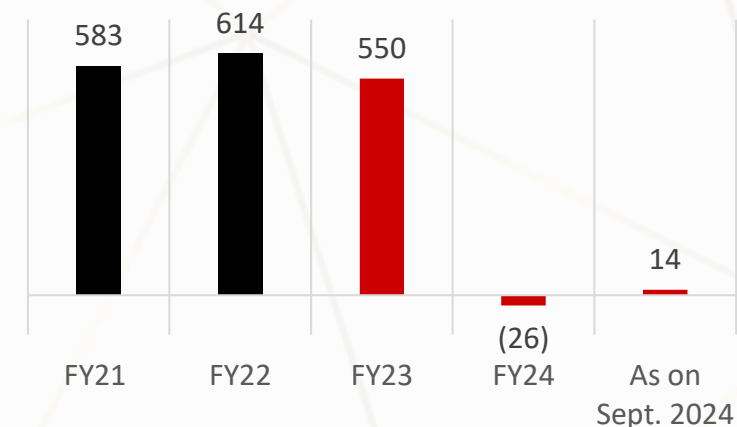
YoY: 22.1% ↑

Consolidated P&L Statement & Net Debt Movement

In Rs. Cr.

	Q2 FY25	Q2 FY24	Y-o-Y Change (%)	H1 FY25	H1 FY24	Y-o-Y Change (%)
Total Income	156	141	10.5%	295	272	8.2%
Total Expenses	99	90	10.0%	194	181	7.5%
Normalized EBITDA ¹ (pre-ESOP)	57	51	11.3%	100	91	9.4%
Normalized EBITDA ¹ (pre-ESOP) Margin (%)	36.7%	36.4%	27 Bps	34.0%	33.6%	39 Bps
ESOP Cost	1	1	65%	2	1	251%
Reported EBITDA ¹ (post-ESOP)	56	51	10.7%	98	91	7.8%
Reported EBITDA ¹ (post-ESOP) Margin (%)	36.0%	36.0%	6 Bps	33.3%	33.4%	-10 Bps
Finance Costs	4	17	-79%	7	33	-79%
Depreciation & amortization	14	12	12.2%	27	24	14.9%
PBT	39	21	81.6%	64	34	88.9%
Tax expense	12	7	84.0%	19	11	81.0%
Normalized PAT	27	15	80.5%	44	23	92.6%
Normalized PAT Margin (%)	17.1%	10.5%	664 Bps	15.0%	8.4%	658 Bps
Onetime deferred tax expense	0	0	N.A	19	0	N.A
Reported PAT	27	15	80.5%	25	23	8.4%
Reported PAT Margin (%)	17.1%	10.5%	664 Bps	8.4%	8.4%	1 Bps
Basic EPS (in Rs.)	1.25	0.85	47.1%	1.16	1.31	-11%

Net Debt Movement

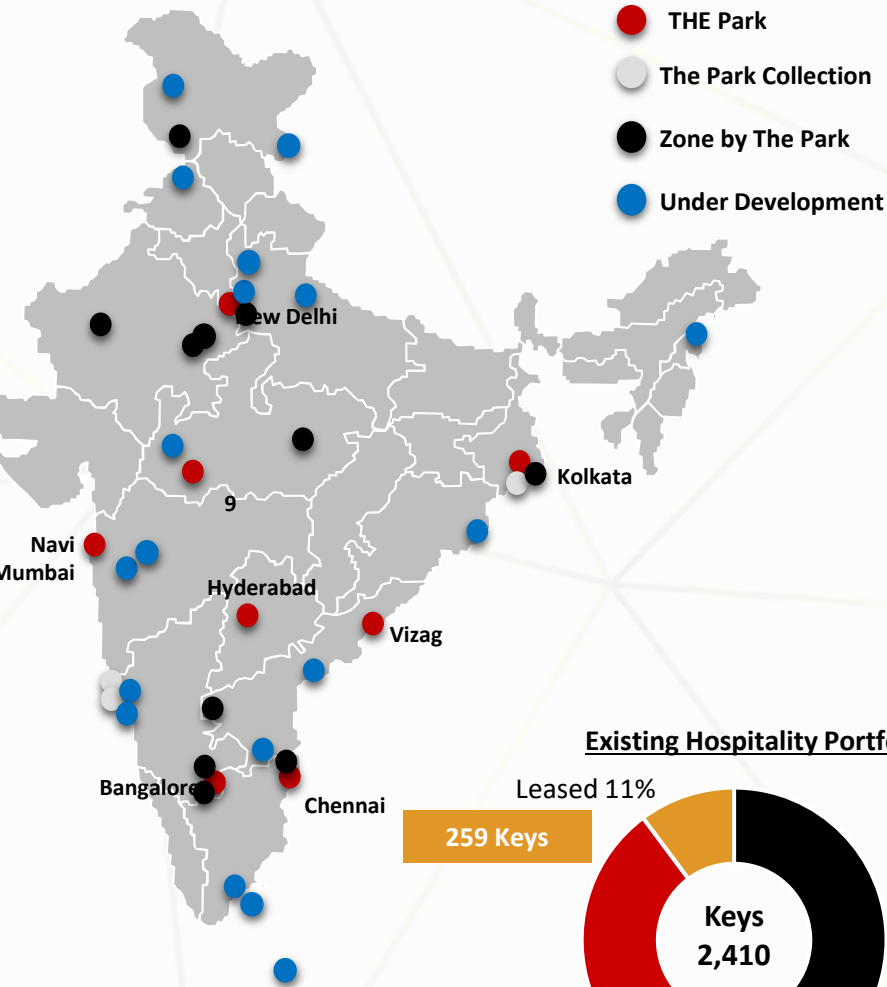


With a strong Balance Sheet, ASHPL is well-positioned to pursue strategic organic and inorganic growth opportunities in the near to medium term

Development Update

Hotels

Driving Sustainable Growth through Strategic Land Use, Operational Efficiency, and Innovative Asset-Light Expansion



HOTELS - OPERATIONAL

BRANDS	# HOTELS	# KEYS
THE PARK	8	1,201
THE PARK COLLECTION	4	79
ZONE BY THE PARK	12	689
ZONE CONNECT	10	441
TOTAL	34	2,410

Stop by Zone - 4 Motels operational

OWNERSHIP	# HOTELS	# KEYS
Owned	7	1,101
Managed	22	1,050
Leased	5	259
Total	34	2,410

LAUNCHED IN FY 2025

The Lotus Palace, Chettinad	15
Zone by The Park Digha	65
Total	80

HOTELS - UNDERDEVELOPMENT

BRANDS	# HOTELS	# KEYS
THE PARK	7	995
THE PARK COLLECTION	1	35
ZONE BY THE PARK	10	870
ZONE CONNECT	9	738
TOTAL	27	2,638

Stop by Zone - 6 Motels under development

OWNERSHIP	# HOTELS	# KEYS
Owned	5	830
Managed	20	1,726
Leased	2	82
Operational	27	2,638

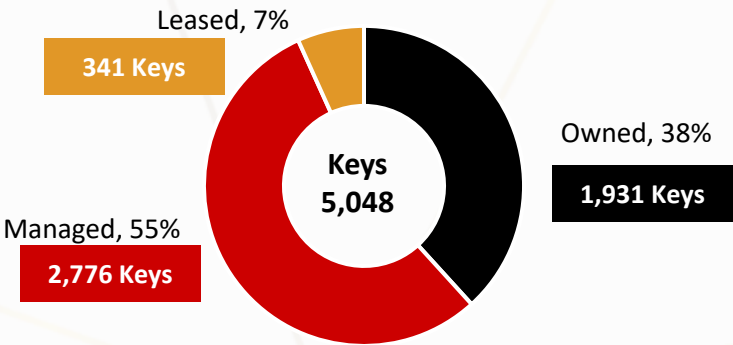
LAUNCHES IN FY 2025

Ran Baas Palace	35
Zone Connect Prayagraj	40
Zone Connect Ranthambore	47
Zone Connect Jaisalmer	38
Total	160

SIGNING IN FY 2025

The Park Jim Corbett	65
Zone by The Park Ranchi	80
Zone Connect Prayagraj	40
Zone Connect Ranthambore	47
Zone Connect Jaisalmer	38
Total	183

Future Hospitality Portfolio



Now open – Ran Baas The Palace, Patiala

No of Hotel Rooms **35**

APPOINTED ARCHITECT

ABHA NARAIN LAMBAH ASSOCIATES

25 Room Launched

November 2024

Picture for representation

Upcoming – The Park Pune

No of Hotel Rooms **200**

APPOINTED ARCHITECT

**project
orange**

James Soane

Estimated Start
of Construction
January 2024

Estimated
Completion of Hotel
April 2027



Picture for representation

Upcoming – The Park Vizag

No of Additional Rooms **100**

APPOINTED ARCHITECT

CRZ Permission In progress

**KHOSLA
ASSOCIATES**
ARCHITECTURE+
INTERIOR DESIGN

Estimated Start
of Construction
March 2025

Estimated
Commencement of
Hotel
October 2027

Additional Banqueting, Restaurant, Bar, Spa & Pool

Picture for representation

Upcoming – The Park Em Bypass, Kolkata

No of Hotel
Rooms

250

No of
Apartments

100

APPOINTED ARCHITECT

Gensler

SINGAPORE

Estimated
Completion of
Residential Project:
April 2028

Estimated
Completion of Hotel
April 2028



Picture for representation

Picture for representation

Upcoming – The Park New Delhi

No of Hotel
Rooms &
Suites

24

APPOINTED ARCHITECT



Ready to Launch

FURNITURE INTENT

POWDER INTENT

LIGHT INTENT

BEDROOM INTENT

Picture for representation

Picture for representation

Upcoming – 601, The Park Chennai

APPOINTED ARCHITECT

pencil
& monk

Ready to Launch

Picture for representation

Flurys

OPERATIONAL

CITIES	Tea Toom	Café	Kiosk	Total
Kolkata	6	23	35	64
Serampore		1		1
Durgapur			3	3
Chandannagar		1		1
Nandakumar			1	1
Simbulbari			1	1
Siliguri		2		2
Fulbari			1	1
Lataguri			1	1
WEST BENGAL - TOTAL	6	27	42	75
NEW DELHI & NCR - TOTAL			1	1
Navi Mumbai & Mumbai	3	9	4	16
MAHARASHTRA - TOTAL	3	9	4	16
Bhubneshwar			2	2
ODISHA - TOTAL	0	0	2	2
Hyderabad		1		
HYDERABAD TOTAL		1		1
TOTAL	9	37	49	95

LAUNCHES

QUARTER 1	TEA ROOM	CAFÉ	KIOSK	TOTAL
KOLKATA	1		1	2
MUMBAI	1	1	2	4
BHUBNESWAR			2	2
TOTAL	2	1	5	8

QUARTER 2	TEA ROOM	CAFÉ	KIOSK	TOTAL
KOLKATA	1	1		2
SILIGURI		2	1	3
MUMBAI	2	2		4
HYDERABAD		1		1
TOTAL	3	6	1	10

UNDER - DEVELOPMENT

QUARTER 3	TEA ROOM	CAFÉ	KIOSK	TOTAL
WEST BENGAL	1	1	1	3
HYDERABAD	1	2	2	5
INDORE	1	1		2
BHUBNESWAR		2		2
TOTAL	3	6	3	12

QUARTER 4	TEA ROOM	CAFÉ	KIOSK	TOTAL
WEST BENGAL	1	1	1	3
MUMBAI	1	4		5
HYDERABAD	1	2	2	5
TOTAL	3	7	3	13

ABOVE DETAILS ARE AS ON DATE

Flurys New Openings



Sea Palace Colaba, Mumbai



OWC Parel, Mumbai



Causeway Colaba, Mumbai

AWARDS AND ACCOLADES – H1 2024-25

Q1 FY 24/25



Aish, THE Park Hyderabad was awarded IHC London & IIHM Hospitality Honours list 2024 Hotels, Restaurants & Travel | April 2024



Aqua, THE Park Navi Mumbai was awarded at the Times Food & Nightlife Awards 2024 | April 2024



i-Bar, THE Park Bangalore was awarded in the category Nightclub of the Year at the Restaurant Awards 2024 (South Indian Edition) | May 2024



Dusk, THE Park Navi Mumbai was awarded IHC London & IIHM Hospitality Honours list 2024 Hotels, Restaurants & Travel | July 2024



THE Park Calangute Goa and THE Park New Delhi received the Tripadvisor Travelers' Choice Awards 2024 | April & May 2024

Q2 FY 24/25



THE Park New Delhi won the Best Business Hotel in Delhi at the Le Amanah Awards 2024 | August 2024



THE Park New Delhi won Top Hotel Partner Room Nights Year on Year Growth by Expedia Group | August 2024



Aish, THE Park Hyderabad was awarded Best Business Practices by Restaurant by Indian Restaurant Congress 2024 | September 2024



Epicentre, THE Park Indore was awarded Restaurant of the Year – Central India at Indian Restaurant Congress 2024 | September 2024.



Epicentre, THE Park Indore won the Iconic All Day Dining Restaurant at Times Hospitality Icons 2024 Madhya Pradesh by The Times of India | August 2024



Aqua, THE Park Indore won the Iconic Rooftop Brewpub at Times Hospitality Icons 2024 Madhya Pradesh by The Times of India | August 2024

About Us

Apeejay Surrendra Park Hotels Limited (ASPHL) is a leading player in the hospitality sector renowned for its upscale properties and diverse F&B offerings. Since its inception in 1967, with the opening of its first property in Kolkata under the renowned brand "THE PARK," the Company has expanded its presence to 23 cities across India. At present, ASPHL operates 33 hotels, including properties owned, leased, and managed, under five distinct brands: THE PARK, THE PARK Collection, Zone Connect by The Park, Zone by The Park, and Stop by Zone. These brands are known for their upscale and upper mid-scale categories, symbolizing excellence in hospitality.

Alongside its core hospitality offerings, ASPHL has a diverse portfolio in food and beverage (F&B) and entertainment, with restaurants, nightclubs, and bars. The Company also has a well-established footprint in the retail food and beverage sector through its iconic retail brand 'Flurys,' which includes a broad network of outlets featuring various formats including kiosks, cafes, and restaurants. Moreover, the Company's portfolio includes nightclubs and entertainment options, enhancing its brand positioning and enabling synergistic cross-selling opportunities.

ASPHL is listed on the BSE Ltd (BSE) (Code: PARKHOTELS/544111) and National Stock Exchange of India Ltd. (NSE) (Symbol: PARKHOTELS) in India.

For more information about us, please visit www.theparkhotels.com or contact:

Mr. Atul Khosla (Chief Financial Officer)

Apeejay Surrendra Park Hotels Limited

Tel: +91 11 2374 3000 / 98188 60186

Email: akhosla@apeejaygroup.com

Anoop Poojari / Devrishi Singh

CDR India

Tel: +91 98330 90434/ + 91 98205 30918

Email: anoop@cdr-india.com / devrishi@cdr-india.com

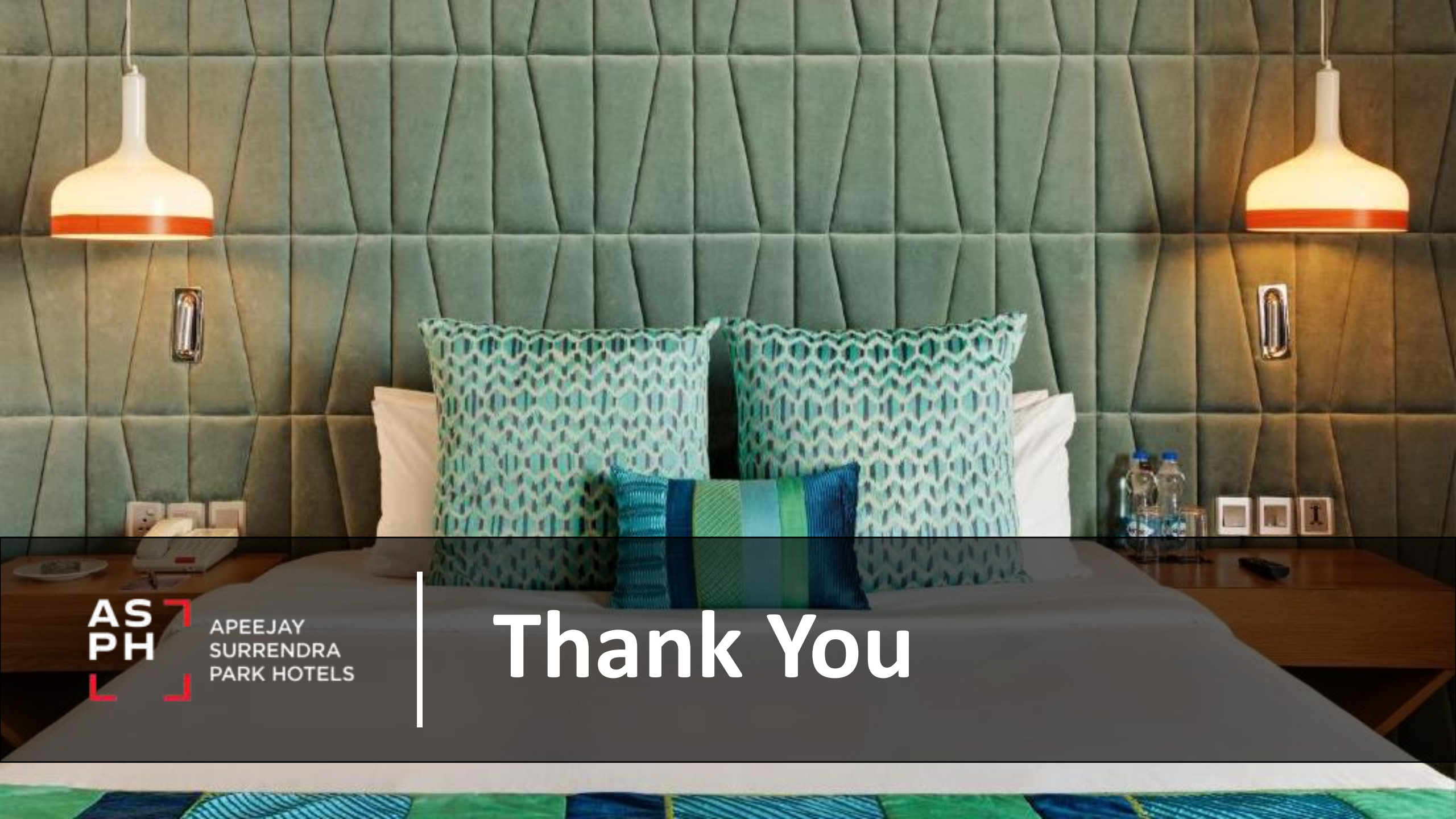


Disclaimer

This presentation and the accompanying slides (the “Presentation”), which have been prepared by Apeejay Surrendra Park Hotels Limited (the “Company”), have been prepared solely for information purposes and do not constitute any offer, recommendation or invitation to purchase or subscribe for any securities, and shall not form the basis or be relied on in connection with any contract or binding commitment whatsoever.

This Presentation has been prepared by the Company based on information and data which the Company considers reliable, but the Company makes no representation or warranty, express or implied, whatsoever, and no reliance shall be placed on, the truth, accuracy, completeness, fairness and reasonableness of the contents of this Presentation. This Presentation may not be all inclusive and may not contain all of the information that you may consider material. Any liability in respect of the contents of, or any omission from, this Presentation is expressly excluded.

Certain matters discussed in this presentation may contain forward looking statements concerning the Company’s future business prospects and business profitability. Such forward-looking statements are not guarantees of future performance and are subject to a number of risks and uncertainties that are difficult to predict. These risks and uncertainties include, but are not limited to, the Company’s ability to manage growth, the fluctuations in earnings, competition (both domestic and international), economic growth in India and abroad, ability to attract and retain highly skilled professionals, time and cost over runs on contracts, the Company’s ability to manage its international operations, Government policies and actions regulations, interest and other fiscal costs generally prevailing in the economy. The Company does not undertake to make any announcement in case any of these forward looking statements become materially incorrect in future or update any forward looking statements made from time to time by or on behalf of the Company.



APEEJAY
SURRENDRA
PARK HOTELS

Thank You