



**The Indian Hotels  
Company Limited**

**Press Meet**  
**1<sup>st</sup> Quarter Operating Results**  
**July 31, 2007**

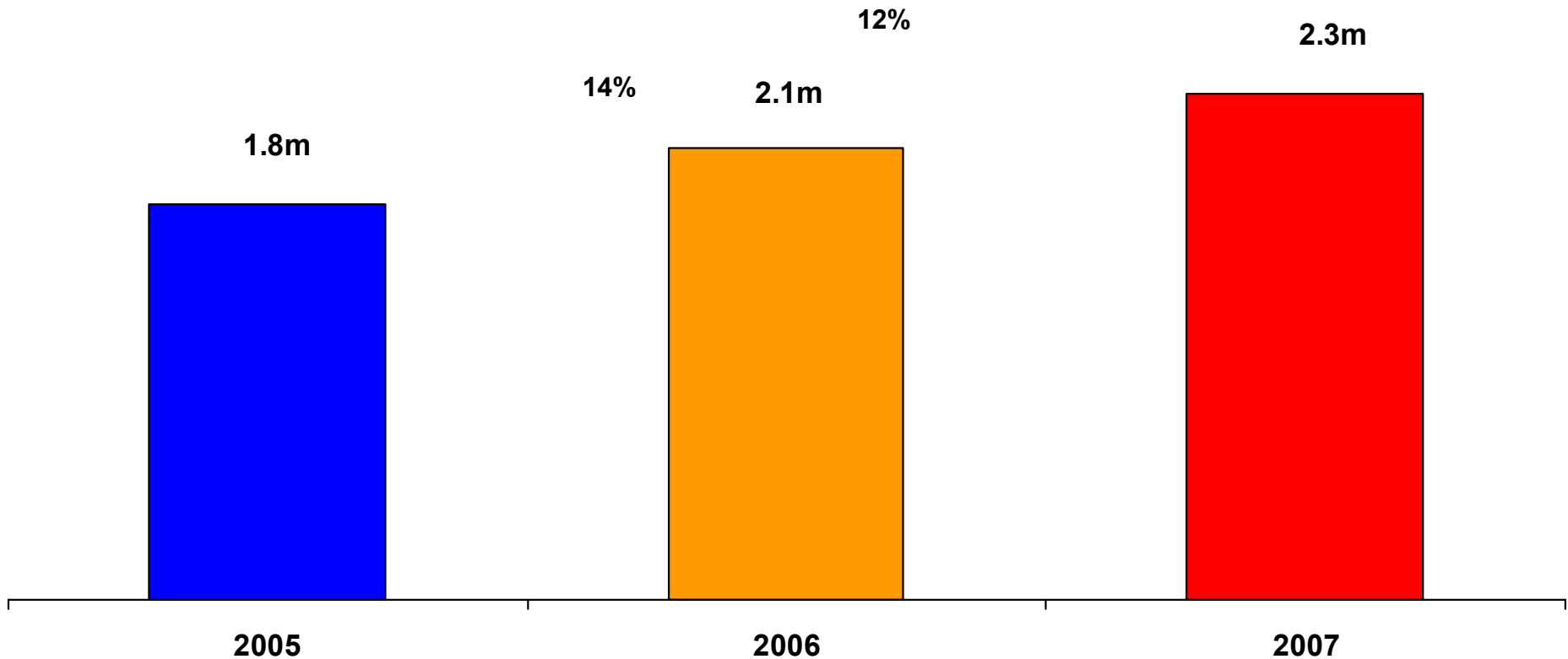
# ***Outline of Presentation***

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- Industry Trends
- Financial Performance – Quarter ended June 07
  - Current Year Vs Previous Year
- Key Highlights of the Year

# Foreign Tourist Arrival - January to June

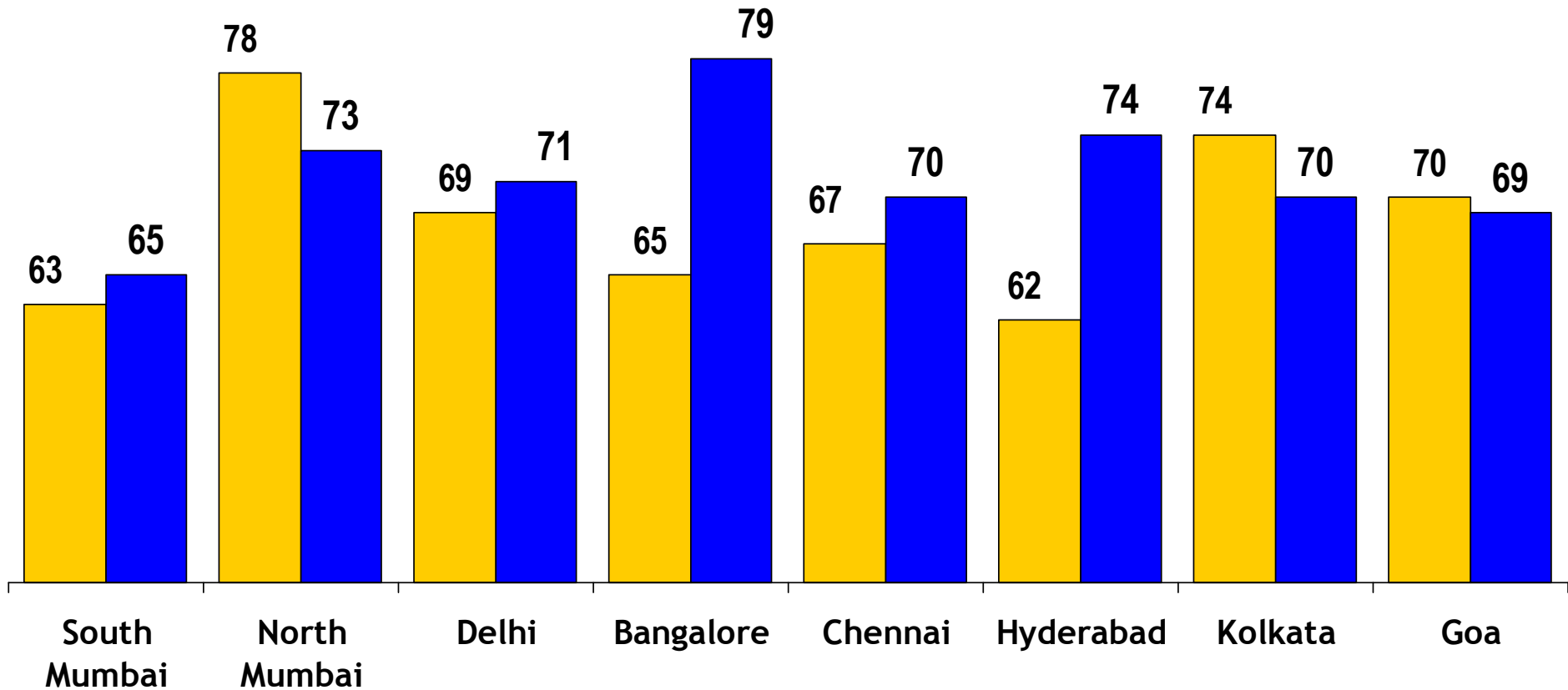
## Foreign Tourist Arrivals



Source: Department of Tourism

- Continued buoyancy in foreign tourist arrivals in Year 2007
- Increased domestic travel

# City Occupancies – April to June

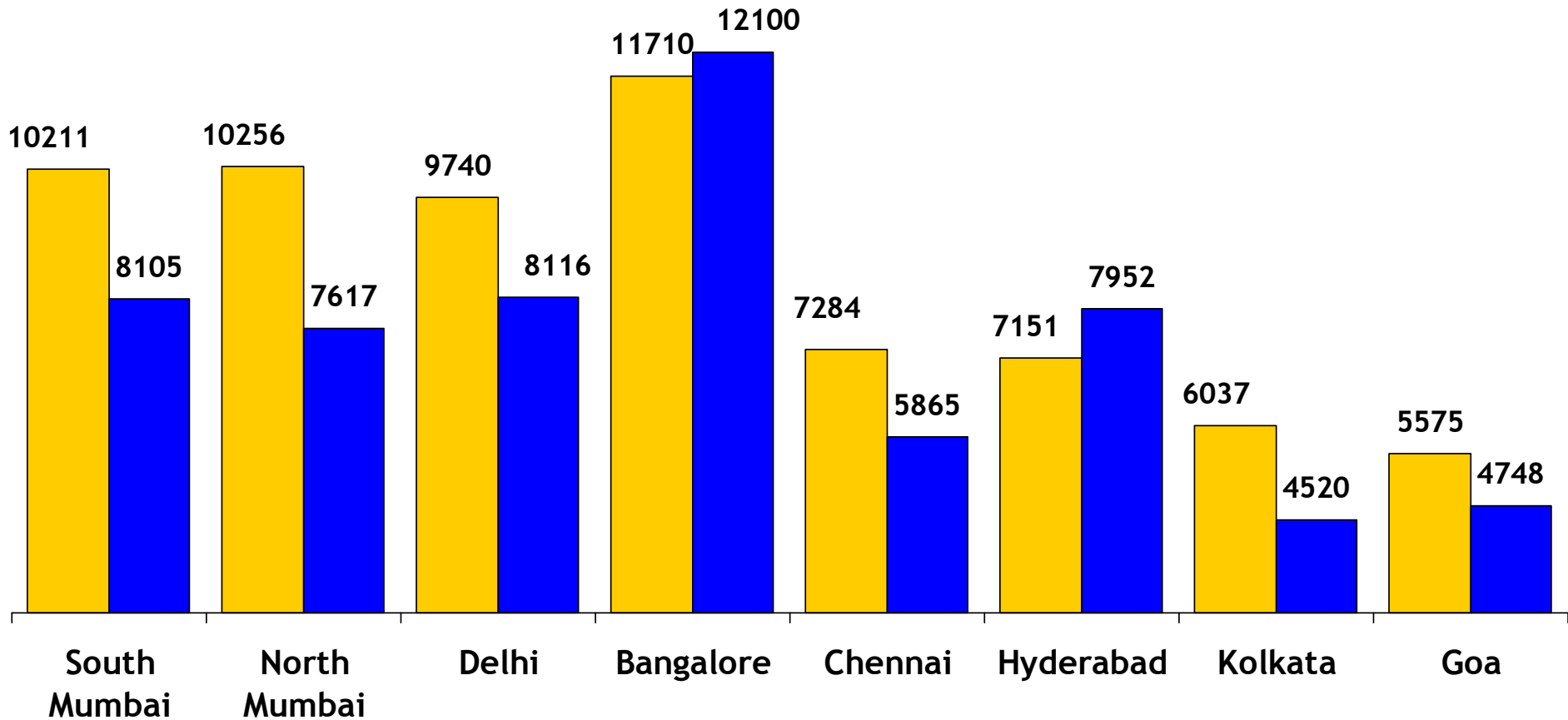


Source: Internal Survey

■ FY08 ■ FY07

- New Supply - 455 rooms in Bangalore & 414 rooms in Hyderabad
- However, RPD went by 1% from 12,182 to 12,345

# City ARR – April to June

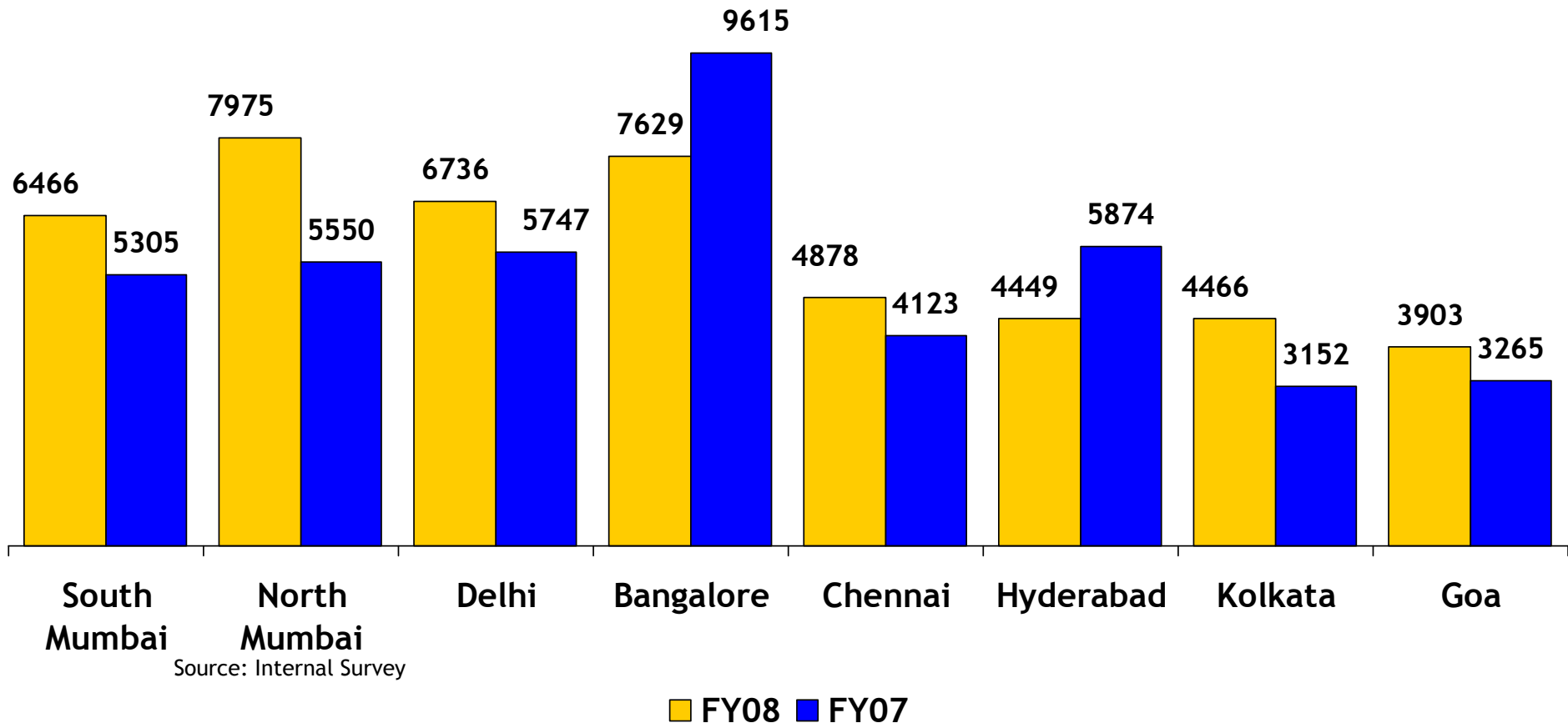


Source: Internal Survey

■ FY08 ■ FY07

- ARR grew across major metro cities in the range of 20% to 35%
- However, \$ depreciation weakened ARR's in the quarter

# City RevPARs – April to June



- RevPAR grew in the range of 15% to 45% across markets

## Highlights – Current Year Vs Previous Year Financial Results – For the Quarter ended June 30, 2007

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**Turnover at Rs 347 Cr higher by Rs 57 Cr**

**22%**

**EBITDA at Rs 128 Cr higher by Rs 29 Cr**

**29%**

**PBT at Rs 84 Cr higher by Rs 25 Cr**

**42%**

**PAT at Rs 55 Cr higher by Rs 15 Cr**

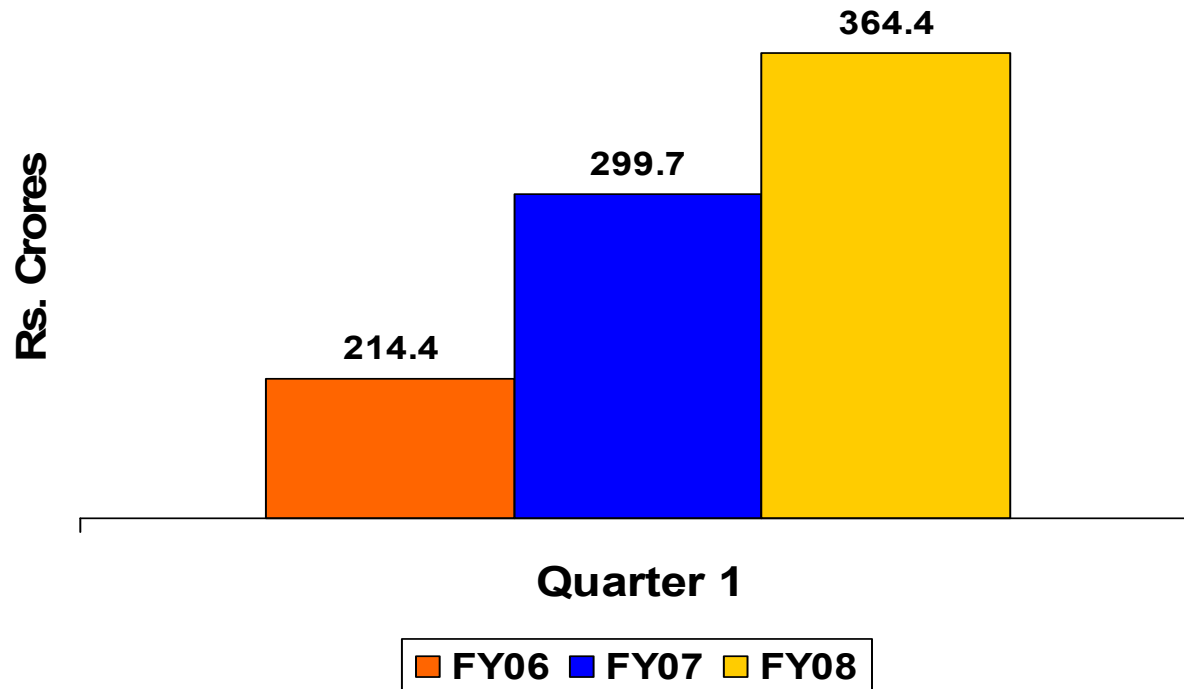
**39%**

**EPS higher at Rs 0.91 from Rs.0.65**

**40%**

# Turnover Trend

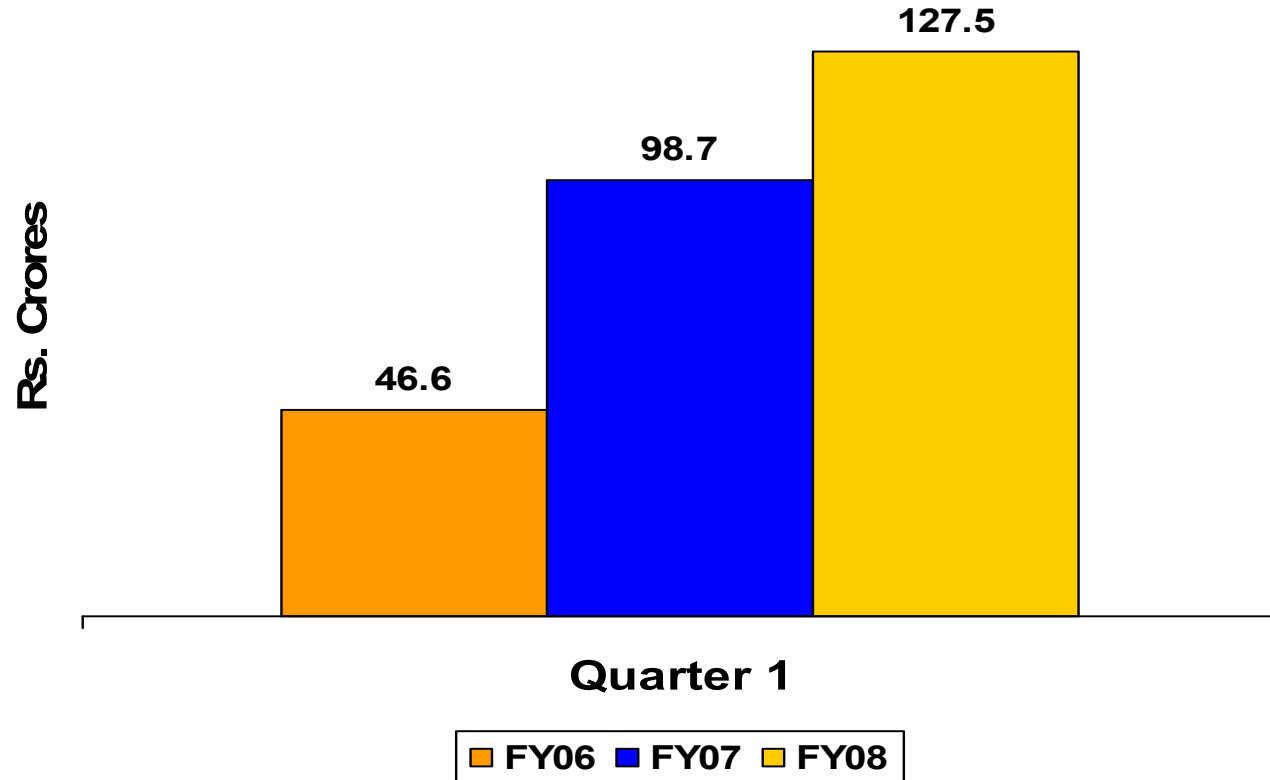
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Quarter 1 growth - 22% over last year

# EBITDA Trend

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Quarter 1 growth - 29% over last year

## Financial Results – For the Quarter ended June 30, 2007

Rs. Crores	2007/08	2006/07	% Change
<b>Sales &amp; Other Operating Income</b>	<b>346.50</b>	<b>289.35</b>	<b>20</b>
Other Income	17.90	10.39	72
<b>Total Income</b>	<b>364.40</b>	<b>299.74</b>	<b>22</b>
Consumption of Raw Material	28.39	25.39	12
Staff Cost	71.40	62.18	15
License Fees	18.35	17.33	6
Fuel, Power & Light	23.37	20.73	13
Other Expenditure	95.36	75.41	26
<b>Total Expenditure</b>	<b>236.87</b>	<b>201.04</b>	<b>18</b>
<b>EBITDA</b>	<b>127.53</b>	<b>98.70</b>	<b>29</b>
Interest	22.71	17.80	28
Depreciation	21.27	21.90	(3)
<b>Profit Before Tax</b>	<b>83.55</b>	<b>59.00</b>	<b>42</b>
Tax	28.79	19.60	47
<b>Profit After Tax</b>	<b>54.76</b>	<b>39.40</b>	<b>39</b>

## Financial Results – For the Quarter ended June 30, 2007

Rs. Crores	2007/08	2006/07	% Change
Room sales	182.80	151.12	21
F&B Sales	120.73	104.57	15
Other operating income	42.97	33.66	29
Other Non operating income	17.90	10.39	72
<b>Sales &amp; Other Operating Income</b>	<b>364.40</b>	<b>299.74</b>	<b>22</b>

Room Sales mainly driven by **higher ARR**s

Strong F&B sales growth with **Restaurant & banquets increasing by 15%**

Other income and management fee increase in line with overall buoyancy in business

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# Key Highlights of the Quarter

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- Acquisitions

  - Campton Place, San Francisco – Acquisition

    - Price \$ 58 Mn

- New Hotels – Roots Corporation – Ginger, Nashik

- Management Contracts signed for Hotels in

  - Trivandrum, Kolkata, Gurgaon, Pune

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Thank You