



**Date: 20/12/2024**

To,

The General Manager  
Corporate Relationship Department,  
Bombay Stock Exchange Limited  
1<sup>st</sup> Floor, New trading Ring, Rotunda Building, PJ Towers,  
Dalal Street, Fort, Mumbai-400001

**Sub: Announcement under Regulation 30 of SEBI(LODR),2015- Investor's Presentation**  
**Script Code/Symbol: 532016/Espire**

Dear Sir,

Pursuant to Regulation 30 of the Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements), Regulations, 2015, attached is the Investor's Presentation on Q2 results for the Financial Year 2024-25.

This is to further inform that the copy of the Investor Presentation has been uploaded on the Company's website [www.espirehospitality.com](http://www.espirehospitality.com) for the information of public at large.

This is for your information and records.

Thanking You

Yours faithfully

**For Espire Hospitality Limited**


Sumeer Narain Mathur  
Company Secretary and Compliance Officer  
ICSI Membership No.-FCS9042

**Encl:** As above



**Espire Hospitality Limited**

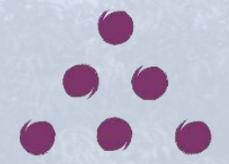
Registered Office: Shop No. 1, Country Inn Mehraon, Bhimtal, Uttarakhand - 263132 | Corporate Office: A 41, Mohan Co-operative Industrial Estate, New Delhi - 110044  
T: +91 11 7154 6500 | E: [info@espirehospitality.com](mailto:info@espirehospitality.com) | W: [www.espirehospitality.com](http://www.espirehospitality.com) | PAN: AAACU0234B  
CIN: L45202UR1991PLC000604



# ESPIRE HOSPITALITY LIMITED

Investors' Presentation Q2 FY25

14 November 2024



SIX SENSES

FORT BARWARA



LUXURY RESORTS



COUNTRY INN

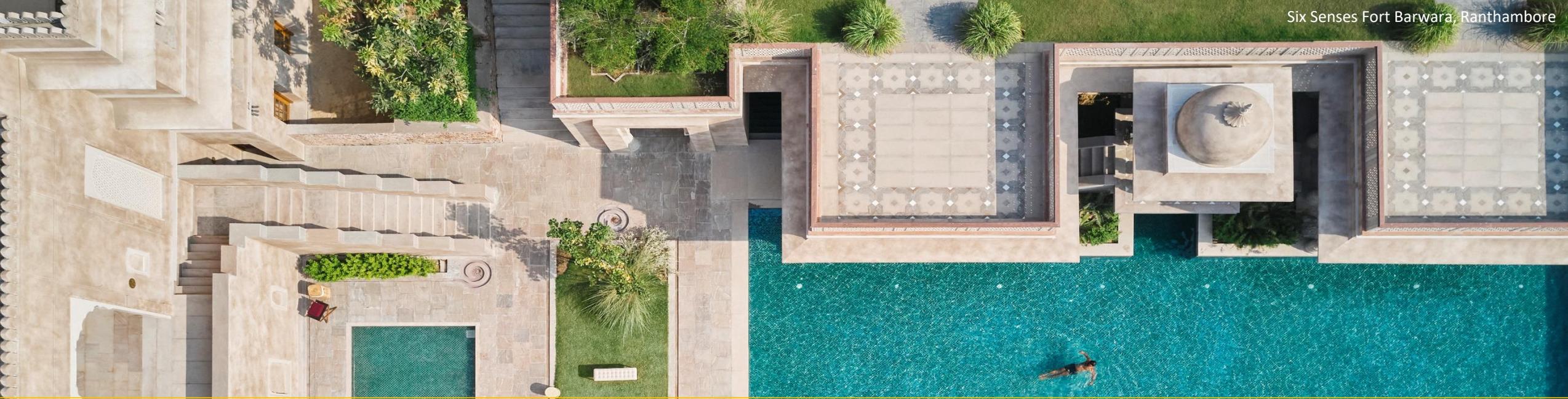
HOTELS & RESORTS



## Disclaimer

Certain statements in this communication may constitute "forward-looking statements" within the meaning of applicable laws and regulations. These forward-looking statements are subject to a number of risks, uncertainties, and other factors that could cause actual results to differ materially from those expressed or implied in the forward-looking statements. Key developments that may impact the Company's operations include, but are not limited to, changes in the industry structure, significant shifts in the political and economic environment in India and internationally, alterations in tax laws, import duties, litigation outcomes, and labour relations.

Espire Hospitality Limited (EHL) disclaims any responsibility for actions taken based on such forward-looking statements. Furthermore, EHL undertakes no obligation to publicly update or revise any forward-looking statements to reflect subsequent events or circumstances.



14\* Destinations

● 17\* Hotels

● 1075+\* Keys



\*Including hotels in confirmed pipeline

Six Senses Fort Barwara - Ranthambore



48 Keys

Zana Luxury Escape - Jim Corbett



57 Keys

Country Inn Nature Resort - Bhimtal



57 Keys

Zana Forest Resort - Ranthambore



20 Keys

# Present Portfolio

Zana Lake Resort - Udaipur



30 Keys



Country Inn Tarika Riverside Resort - Jim Corbett



45 Keys

Country Inn Tarika Goa Resort, Varcá Beach



48 Keys

Country Inn Hall of Heritage - Amritsar



44 Keys

Country Inn Resort - Vrindavan



34 Keys

Country Inn Premier Pacific Resort - Mussoorie



48 Keys

## Key Highlights

Espire Hospitality Limited is delighted to report its highest-ever quarterly performance in Revenue, EBITDA, and PAT, highlighting outstanding financial results for the second quarter of the Financial Year 2024-25. The company achieved an impressive revenue of Rs. 2,055.70 Lakhs, marking a substantial 312% growth compared to Q2 FY 2023-24 and an 18% increase over Q1 FY 2024-25.

Espire also recorded its highest-ever quarterly EBITDA at Rs. 398.75 Lakhs, a 155% surge from Q2 FY 2023-24, and a 67% increase over Q1 FY 2024-25. The company recorded a PAT of Rs. 95.66 Lakhs, reflecting an impressive growth of 381% compared to Q2 FY 2023-24. These exceptional financial achievements underscore Espire's robust operational strategies and efficient cost management, delivering remarkable results even during a seasonally low quarter.

On the operational front, Espire Hospitality reported an Average Daily Rate (ADR) of Rs. 11,543 for Q2 FY 2024-25, a 121% increase compared to Q2 FY 2023-24, and significantly surpassing the industry average of Rs. 7,133 for the same period (Source: HVS Anarock's Hotels and Hospitality Overview, India).



## Key Highlights (Contd.)

The company's Revenue Per Available Room (RevPAR) stood at Rs. 5,078, reflecting a 184% increase from Q2 FY 2023-24 and again outperforming the industry average of Rs. 4,424 (Source: HVS Anarock's Hotels and Hospitality Overview, India).

Espire Hospitality's strategic initiatives have been pivotal to its recent success. A significant milestone in this journey is the recent consolidation which brought the renowned Six Senses brand under its fold thereby strengthening the company's leadership in the luxury segment. This strategic alliance adds the iconic Six Senses Fort Barwara to Espire Hospitality's portfolio, with Six Senses continuing to manage the resort's operations. With this addition, Espire Hospitality now offers a diverse brand lineup: Six Senses Fort Barwara for the ultra-luxury segment, Zana Luxury Resorts for luxury and upscale travelers, and Country Inn Hotels and Resorts for midscale guests. This well-rounded portfolio enables Espire Hospitality to attract a wide range of tourists, driving both revenue growth and profitability.

## Key Highlights (Contd.)



On the business development front, Espire Hospitality has a strong pipeline with confirmed openings in Ayodhya, Ghaziabad, Rishikesh, Amritsar, Dehradun, Lucknow and Vrindavan, adding approximately 500 keys to its portfolio. The company is also in advanced negotiations for 20+ hotels/resorts across 14 destinations, translating to around 1,000+ additional keys.

Strategically, the company is in the advanced stages of finalizing a proposal to merge an associate company with a sizeable land bank at a prominent location, subject to necessary approvals from the Board and Shareholders. The approval is expected by the end of Q3 FY 2024-25, with the merger process anticipated to begin in the following Quarter.

Espire Hospitality Limited remains committed to delivering exceptional guest experiences and creating long-term value for its stakeholders.



Zana Luxury Escape, Jim Corbett

## From the CEO and Managing Director's Desk

*"We are extremely pleased with the record-breaking performance, two quarters in a row. This sets up the right platform for our continued growth as we ramp-up operations for the upcoming high season. On the business development front, Espire Hospitality has a strong pipeline with confirmed openings in Ayodhya, Ghaziabad, Vrindavan, Rishikesh, Dehradun, Lucknow and Varanasi adding approximately 500 keys to its portfolio. The company is also in advanced negotiations for 20+ hotels across 14 destinations, translating to around 1,000 additional keys. In the next 2-3 years, we have ambitious plans to expand our portfolio by entering key cultural and emerging destinations across India. Our vision includes introducing a series of properties that will not only offer exceptional guest experiences but also contribute towards promoting the rich culture that our country has to offer. We are exploring new properties in vibrant locations such as Jaipur, Puri, Mumbai, Ahmedabad, Bengaluru and Amritsar. We are working towards expansion in distinctive destinations that inspires the soul and introducing immersive experiences that resonate with travelers seeking authenticity, sophistication, and tranquility for soulful stays".*

**- Akhil Arora** CHA

## From the Chief Financial Officer's Desk

*"It is indeed a proud moment for all of us to have achieved the highest-ever quarterly performance in revenue, EBITDA, and PAT, reflecting our team's dedication and strategic focus. The hospitality sector is set for strong growth in the coming quarters, especially with the upcoming wedding season coinciding with the high season in Q3 FY25. As we enter this high season, Espire Hospitality is well-positioned to attract a diverse range of travelers, from upscale and luxury guests to midscale tourists.*

*Our properties cater to unique preferences: Six Senses Fort Barwara offers wellness and rejuvenation packages alongside luxury experiences, Zana Luxury Resorts provides a seamless blend of luxury and relaxation ideal for nature and wildlife enthusiasts, and Country Inn properties offer personalized holiday experiences for families and solo travelers alike".*

**- Dr. (CA) Rajeev Chatterjee**

# Results at a Glance

## ADR

(Average Daily Rate)

**₹11,543**

₹5,233 

Q2 FY25 vs Q2 FY24

## RevPAR

(Revenue Per Available Room)

**₹5,078**

₹1,791 

Q2 FY25 vs Q2 FY24

## Occupancy %

**44 %**

34% 

Q2 FY25 vs Q2 FY24

## Revenue

**₹2,056 Lakhs**

₹498 Lakhs 

Q2 FY25 vs Q2 FY24

## EBITDA

**₹399 Lakhs**

₹157 Lakhs 

Q2 FY25 vs Q2 FY24

## PBT

**₹120 Lakhs**

₹26 Lakhs 

Q2 FY25 vs Q2 FY24

- Average Daily Rate (ADR) of ₹11,543 is very healthy compared to industry average of ₹7,133 for the same period.
- Revenue Per Available Room (RevPAR) of ₹5,078 is healthy compared to industry average of ₹4,424 for the same period.

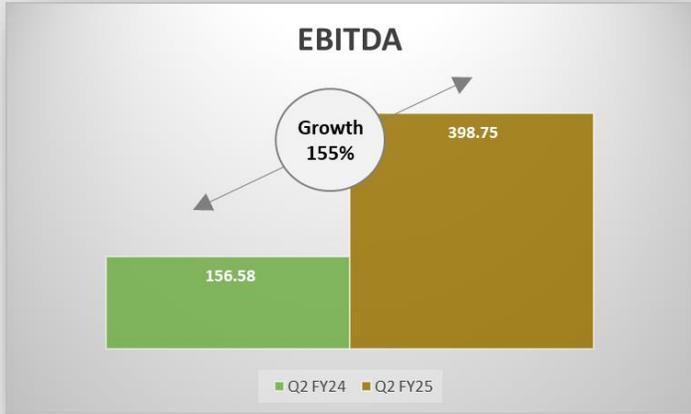
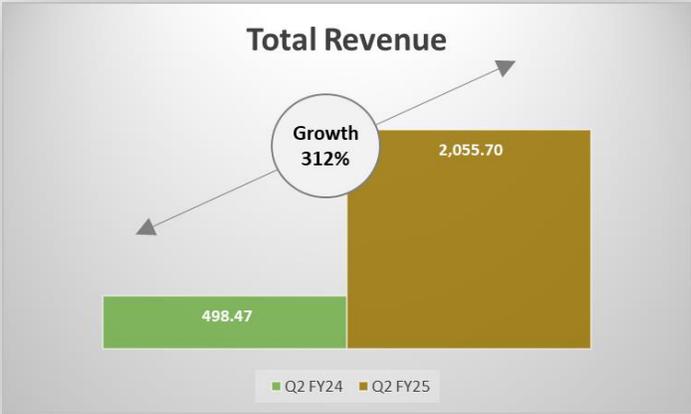
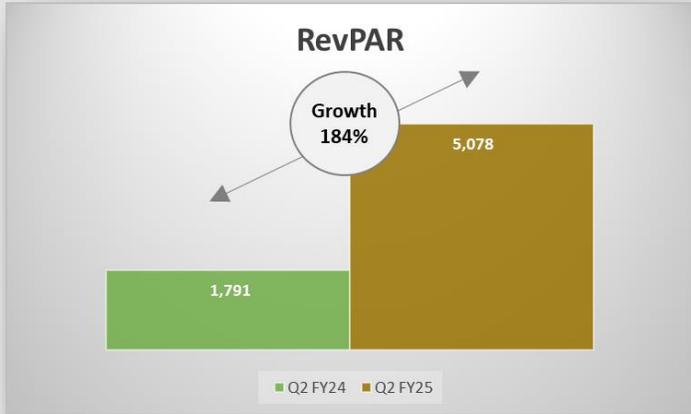
Source: Data from HVS Anarock's Hotels & Hospitality Overview, India





# Growth at a Glance

Q2 FY25 vs Q2 FY24



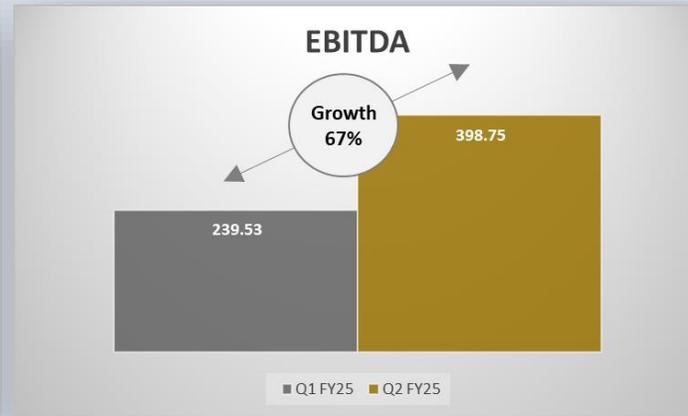
Consistent growth achieved in all key metrics of the business over Q2 FY24

*Growth Registered:*

ADR 121% ● RevPAR 184% ● Revenue 312% ● EBITDA 155%

# Growth at a Glance

Q2 FY25 vs Q1 FY25



Consistent growth achieved in key metrics of the business over Q1 FY25

*Growth Registered:*

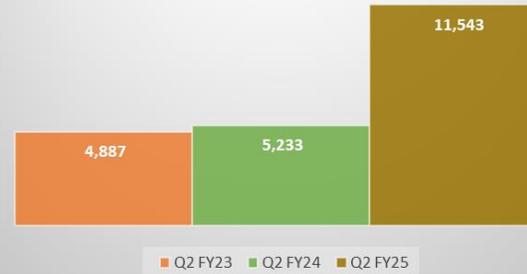
Revenue 18% ● EBITDA 67%



# The Growth Story

Q2 FY23 to Q2 FY25

### ADR



### RevPAR



### Total Revenue



### EBITDA



Phenomenal and consistent annualised growth achieved in all key metrics of the business between Q2 FY23 to Q2 FY25

# Financial Results

S.No.	Particulars	Quarter Ended			Financial Year Ended
		30-Sep-24	30-Jun-24	31-Mar-24	31-Mar-24
I	<b>Revenue From Operations</b>	2,029.91	1,663.28	989.43	3,575.91
II	<b>Other Income</b>	25.80	78.79	9.70	60.40
III	<b>Total Income (I+II)</b>	<b>2,055.70</b>	<b>1,742.07</b>	<b>999.13</b>	<b>3,636.31</b>
IV	<b>EXPENSES</b>				
	Cost of Materials Consumed	181.75	182.06	132.36	387.59
	Employee Benefits Expenses	494.19	561.67	338.81	734.16
	Finance Costs	122.17	80.07	37.05	130.61
	Depreciation and Amortization Expenses	156.73	155.39	66.38	360.55
	Other Expenses	981.01	758.81	400.65	1,760.27
	<b>Total Expenses (IV)</b>	<b>1,935.86</b>	<b>1,738.00</b>	<b>975.25</b>	<b>3,373.18</b>
V	<b>Profit/(Loss) before Exceptional &amp; Extraordinary Items &amp; Tax (III-IV)</b>	<b>119.85</b>	<b>4.07</b>	<b>23.88</b>	<b>263.13</b>
VI	Exceptional Items			-	-
VII	<b>Profit Before Tax (V-VI)</b>	<b>119.85</b>	<b>4.07</b>	<b>23.88</b>	<b>263.13</b>
VIII	Tax Expenses				
	(1) Current Tax	30.16	-	(40.72)	19.50
	(2) Deferred Tax	(5.98)	1.02	(12.00)	(11.96)
IX	<b>Profit (Loss) for the period from continuing operations (VII-VIII)</b>	<b>95.66</b>	<b>3.05</b>	<b>76.60</b>	<b>255.59</b>
	<b>Other Comprehensive Income</b>				
	A (i) Items that will not be reclassified to Profit or Loss	-	0.45	(0.55)	(0.60)
	(ii) Income tax relating to items that will not be reclassified to Profit or Loss	-	-	-	-
X	B (i) Items that will be reclassified to Profit or Loss	-	-	-	-
	(ii) Income tax relating to items that will be reclassified to Profit or Loss	-	-	-	-
XI	<b>Total Comprehensive Income for the period (IX+X) (Comprising Profit (Loss) and Other Comprehensive Income for the period)</b>	<b>95.66</b>	<b>2.60</b>	<b>77.15</b>	<b>256.19</b>
XII	<b>Earnings Per Equity Share (for continuing operations) in Rupees:</b>				
	(a) Basic	0.71	0.02	0.57	1.90
	(b) Diluted	0.71	0.02	0.57	1.90

(All amounts are in Rs. Lakhs, unless stated otherwise)



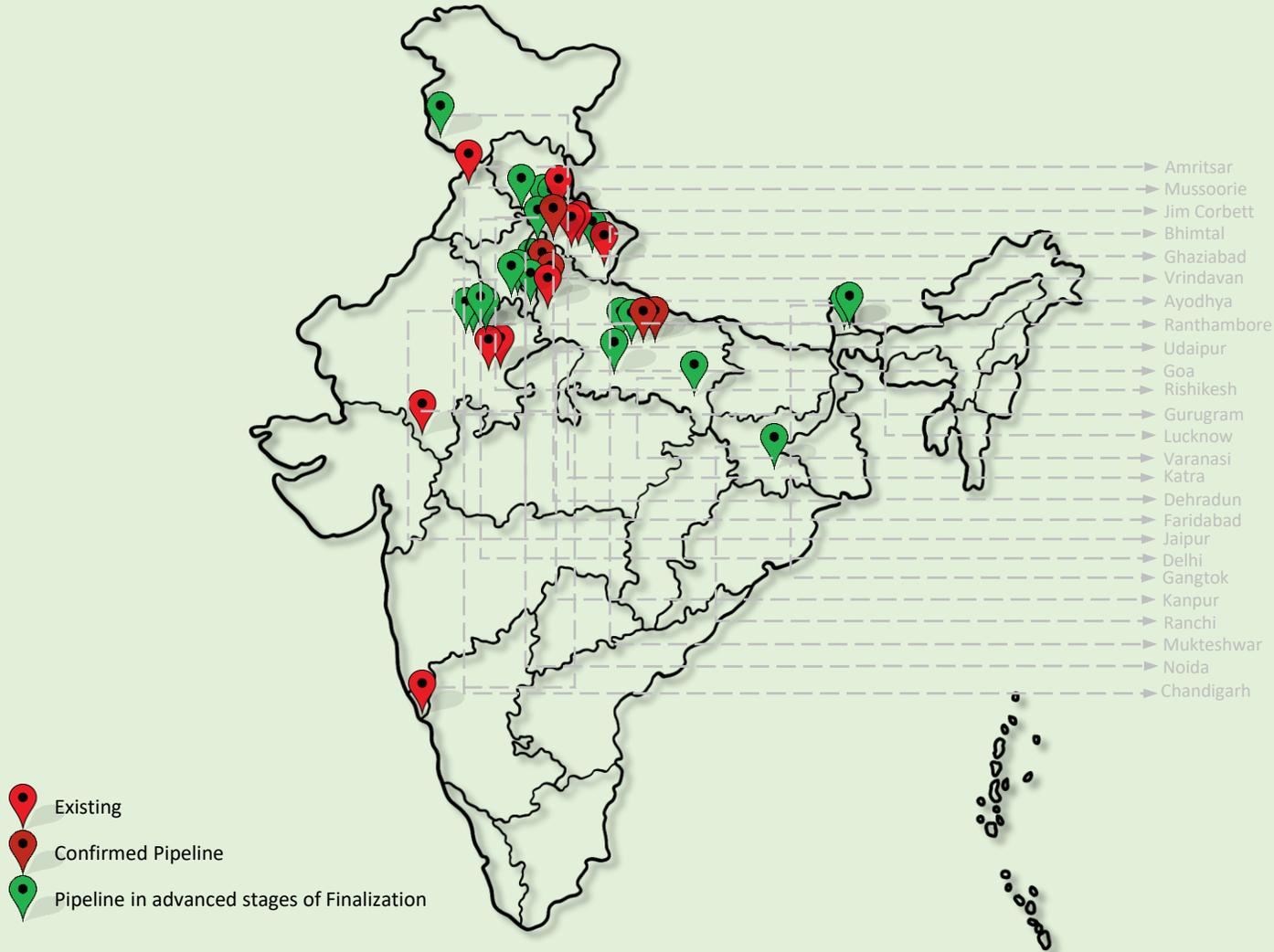
# Quarter on Quarter Performance Summary

Particulars	Quarter Ended									
	30-Sep-24	30-Jun-24	31-Mar-24	31-Dec-23	30-Sep-23	30-Jun-23	31-Mar-23	31-Dec-22	30-Sep-22	30-Jun-22
Average Daily Rate <i>(In Rs.)</i>	11,543	12,301	8,077	7,054	5,233	5,204	6,306	7,103	4,887	5,204
Occupancy %	44%	47%	43%	51%	34%	59%	46%	53%	31%	63%
RevPAR <i>(In Rs.)</i>	5,078	5,835	3,462	3,573	1,791	3,090	2,892	3,732	1,537	3,299
<b>Total Revenue</b> <i>(In Rs. Lakhs)</i>	<b>2,055.70</b>	<b>1,742.07</b>	<b>999.13</b>	<b>1,164.91</b>	<b>498.47</b>	<b>955.99</b>	<b>786.92</b>	<b>547.33</b>	<b>32.48</b>	<b>195.59</b>
<b>EBITDA</b> <i>(In Rs. Lakhs)</i>	<b>398.75</b>	<b>239.53</b>	<b>127.31</b>	<b>228.27</b>	<b>156.58</b>	<b>144.22</b>	<b>110.64</b>	<b>146.25</b>	<b>-0.26</b>	<b>36.12</b>
<b>PBT</b> <i>(In Rs. Lakhs)</i>	<b>119.85</b>	<b>4.07</b>	<b>23.88</b>	<b>118.93</b>	<b>25.55</b>	<b>83.68</b>	<b>2.70</b>	<b>10.48</b>	<b>-2.19</b>	<b>27.74</b>



# Rapidly Growing Business Development Pipeline

A strong and strategically expanding business development pipeline with more than 1,000 keys in advanced stages of finalization adds immense value to our present assets and geographical reach. Our goal is to add 20+ hotels/resorts to our rapidly growing portfolio.



# Management Team



**ANKITA DAWAR**

Head of Marketing & Communications

A hospitality professional with over 16 years of experience in handling marketing and communications for the hotels at corporate and unit level. Prior to joining Espire, Ankita has worked with The Oberoi Group, Hilton India, Shangri-La New Delhi, Radisson Hotel Group and PR Pundit.



**RAJEEV CHATTERJEE**

Chief Financial Officer

Rajeev is a seasoned Chartered Accountant with an illustrious career spanning over two and a half decades with premium brands such as Six Senses, Per Aquum, Singapore Airlines, Sterling Holidays and Apollo Hospitals. As the Chief Financial Officer, he will be responsible for leading and supervising the group's financial operations.



**GAGAN OBEROI**

Group Chief Executive Officer

With a career spanning over 30 years, Gagan has spearheaded many successful engagements and associations that has helped grow the business multifold. His transformational style of leadership, combined with innovative thinking and deep understanding of client objectives has time and again translated into value-added solutions across Espire.



**AMIT RAI**

Chairman

The driving force of Espire Group, an accomplished business graduate from the prestigious Wharton Business School, USA. Under his visionary leadership, the Group has successfully diversified and expanded its business ventures across multiple sectors, establishing a substantial footprint in Hospitality, Infrastructure, IT solutions and Education.



**AKHIL ARORA**

Chief Executive Officer & Managing Director

Akhil has over 24 years of operational experience with groups such as The Oberoi Group, The Leela Palaces Resorts and Hotels, The Imperial New Delhi, Hyatt Hotels Corporation and Marriott International. He specializes in Rooms Division, F&B Management, Revenue Management and Sales.



**NEHA RANA DUTTA**

Chief Human Resources Officer

Neha is a well-known Human Resource professional with over 16 years of experience with leading hospitality brands including Leela, Shangri-La, Hilton, Westin, and Radisson Hotel Group. She is committed to cultivating a positive and productive workplace culture that aligns with Espire Hospitality Group's values.



**MOHD. AAMIR**

Head of Revenue Management and E-distribution

Mohd. Aamir is a pioneer in revenue management and brings over 15 years of experience working with the finest organizations. As a revenue evangelist, he leads the group's commercial efforts to drive revenue growth and maximize profitability.

# About Espire Hospitality Limited

Espire Hospitality Limited (BSE: 532016) is a distinguished name in the hospitality sector managing a diverse portfolio of 10 hotels and resorts, including the iconic and India's most magnificent luxury retreat 'Six Senses Fort Barwara', the exquisite and multi-award winning opulent boutique brand 'ZANA - Luxury Resorts', and the popular mid-market chain 'Country Inn Hotels and Resorts'. These destinations are meticulously chosen to offer guests unparalleled experiences in adventure, discovery, and soulful inspiration.

As one of India's most rapidly expanding hospitality companies, Espire Hospitality Limited is poised for significant expansion, with plans to open 20 new hotels and resorts within the next three years. As a key entity of the renowned Espire Group, which operates across Hospitality, IT Solutions, Education, and Real Estate Development, the company is well-positioned for sustained growth and innovation.

Discover more at:

<https://www.espirehospitality.com>

<https://www.zanaresorts.com>

<https://www.countryinn.com>

<https://www.sixsenses.com/en/resorts/fort-barwara/>

For more information, please contact:

**Rajeev Chatterjee**

(Chief Financial Officer)

**Sumeer Narain Mathur**

(Company Secretary & Compliance Officer)

**Espire Hospitality Limited**

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