



Date:- 06/03/2025

To,
The General Manager
Corporate Relationship Department,
BSE Limited
1st Floor, New trading Ring, Rotunda Building, PJ Towers,
Dalal Street, Fort, Mumbai-400001

Script Code/Symbol: 532016/Espire

Subject:-Announcement under regulation 30 of SEBI(Listing obligations & Disclosure Requirements,2015 – Investors Presentation

Dear Sir/Madam,

Pursuant to Regulation 30 of the Securities and Exchange Board of India (Listing Obligations & Disclosure Requirements), Regulations, 2015, attached is the Investor's Presentation on Q3 results for the Financial Year 2024-25.

This is further to inform that the copy of the Investors Presentation has been uploaded on the Company's website: www.espirehospitality.com for the information of public at large.

You are requested to take the above information on your records.

Thanking you,

Yours faithfully,
Espire Hospitality Limited


(Sumeer Narain Mathur)

Company Secretary & Compliance Officer

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 | W: www.espirehospitality.com | PAN: AAACU0234B
CIN: L45202UR1991PLC000604



ESPIRE HOSPITALITY LIMITED

Investors' Presentation Q3 FY25

14 February 2025



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.





15* Destinations

● 20* Hotels

● 1125+* Keys

*Including hotels in confirmed pipeline

Six Senses Fort Barwara - Ranthambore



48 Keys

Zana Luxury Escape - Jim Corbett



57 Keys

Zana Lake Resort - Udaipur



30 Keys

Country Inn Tarika Goa Resort, Varcá Beach



48 Keys

Country Inn Resort - Vrindavan



34 Keys

Country Inn Premier Pacific Resort - Mussoorie



48 Keys

Country Inn Hall of Heritage - Amritsar



44 Keys

Country Inn Tarika Riverside Resort - Jim Corbett



45 Keys

Zana Forest Resort - Ranthambore



20 Keys

Country Inn Nature Resort - Bhimtal



57 Keys

Present Portfolio



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 third consecutive quarter of the Financial Year 2024-25. The company achieved an impressive revenue of Rs. 4,132.76 Lakhs, marking a substantial 255% growth compared to Q3 FY 2023-24 and an 101% increase over Q2 FY 2024-25.

Espire Hospitality also recorded its highest-ever quarterly EBITDA at Rs. 856.34 Lakhs, a 275% surge as compared to Q3 FY 2023-24, and a 115% increase over Q2 FY 2024-25. The company recorded a PAT of Rs. 279.37 Lakhs, reflecting an impressive growth of 214% as compared to Q3 FY 2023-24. These exceptional financial achievements emphasize Espire's robust operational strategies, effective revenue and yield management, and efficient cost management, thereby delivering remarkable results during the quarter.

On the operational front, Espire Hospitality reported an Average Daily Rate (ADR) of Rs. 16,153 for Q3 FY 2024-25, a 129% increase compared to Q3 FY 2023-24, and significantly surpassing the industry average of Rs. 9,000 for the same period (Source: HVS Anarock's Hospitality Monitor, India).

The company's Revenue Per Available Room (RevPAR) stood at Rs. 10,624 reflecting a 197% increase from Q3 FY 2023-24 and again outperforming the industry average of Rs. 6,004 (Source: HVS Anarock's Hospitality Monitor, India).



Key Highlights (Contd.)

9M-FY25 Key Highlights

For the first 9 months of Financial Year 2024-25, the company has registered a Revenue of Rs. 7,930.54 Lakhs, which is an impressive growth of 201% as compared to the revenue generated in the same period in Financial Year 2023-24. During this period, the company has recorded an EBITDA of Rs. 1,494.62 Lakhs, which translates to a growth of 138% as compared to the same period in Financial Year 2023-24; and a PAT of Rs. 378.09 Lakhs during this period, again registering an impressive growth of 111% as compared to the same period in Financial Year 2023-24.

Espire Hospitality's strategic vision continues to drive its remarkable growth, cementing its position as a leader in the hospitality industry. A defining milestone in this journey is the recent strategic consolidation, which has brought the globally acclaimed Six Senses brand under its umbrella — further reinforcing Espire Hospitality's dominance in the luxury segment. This move includes the addition of the iconic Six Senses Fort Barwara, a heritage property renowned for its unparalleled luxury and wellness offerings, to Espire Hospitality's distinguished portfolio. Notably, Six Senses will continue to manage the resort's operations, ensuring the brand's legacy of excellence and sustainability remains intact.

Key Highlights (Contd.)



With this expansion, Espire Hospitality now boasts a well-diversified brand portfolio that caters to a broad spectrum of travelers. Six Senses Fort Barwara sets a new benchmark for ultra-luxury experiences, while Zana Luxury Resorts appeals to high-end and upscale travelers seeking refined hospitality. Simultaneously, Country Inn Hotels & Resorts remains a preferred choice for midscale guests, offering comfortable and value-driven stays. This strategically structured portfolio positions Espire Hospitality to capture a diverse market segment, driving sustained revenue growth and profitability.

Further solidifying its expansion strategy, Espire Hospitality has commenced the development of an upper-luxury resort strategically located between near Vrindavan. With an estimated investment of ₹300 crores, this project is being funded through a combination of equity and debt, underscoring the company's commitment to long-term value creation. The new resort aims to redefine luxury hospitality in the region, offering world-class experiences while catering to the growing demand for premium leisure and spiritual tourism.

By continuously strengthening its portfolio and expanding into high-potential markets, Espire Hospitality is poised for a dynamic future, setting new benchmarks in hospitality excellence.



From the CEO and Managing Director's Desk

"We are extremely pleased to have delivered record-breaking results for three consecutive quarters, a testament to our strategic vision and operational excellence. This strong performance sets the perfect foundation for our sustained growth as we continue to surge ahead in this dynamic business season. On the business development front, Espire Hospitality is aggressively expanding its footprint with a robust pipeline of confirmed openings in Ayodhya, Ghaziabad, Vrindavan, Amritsar, Gurugram, and Rishikesh, collectively adding nearly 500 keys to our existing portfolio. Additionally, we are in advanced negotiations for 20+ hotels across 14 destinations, which would translate into an impressive 1,000+ additional keys in the coming year. Our ambitious expansion roadmap for the next 2-3 years is centered on establishing a strong presence in both cultural and emerging destinations across India. Beyond increasing our footprint, our vision is to introduce a series of exceptional properties that not only redefine hospitality but also celebrate and promote India's rich cultural heritage. To capitalize on diverse market segments, we are actively exploring opportunities in urban business hubs such as Mumbai, Ahmedabad, Chennai, Bengaluru, Lucknow, Amritsar, Bhopal, Jaipur, Gurugram, Ranchi, Chandigarh, Pune, and Noida — catering to the growing demand from business travelers. Simultaneously, we are strengthening our presence in spiritual and religious destinations, including Rishikesh, Puri, Varanasi, Haridwar and more, catering to the rising trend of spiritual tourism. Additionally, we plan to enter leisure and nature-driven destinations such as Sikkim, Dehradun, Goa, Ootacamund and McLeodganj, appealing to travelers seeking serene and immersive getaways. At Espire Hospitality, we are committed to expanding into distinctive, soul-stirring destinations, offering immersive experiences that blend authenticity, sophistication, and tranquility. As we chart our next phase of growth, we remain dedicated to delivering unparalleled hospitality while contributing to India's tourism and cultural landscape".

- Akhil Arora CHA

From the Chief Financial Officer's Desk

“It is an incredibly proud moment for us to have achieved our highest-ever quarterly performance — and that too for the third consecutive quarter. This consistent growth is a direct result of our team’s unwavering dedication, strategic foresight, and disciplined execution. Our continued focus on tactical revenue and yield management, expanding revenue streams across diverse market segments, and smart, efficient cost management has been instrumental in delivering these outstanding results. A strong topline coupled with growing profitability ensures sustained value creation for our stakeholders. A testament to Espire Hospitality’s success is its ability to outperform industry benchmarks, with the company surpassing industry averages in Q3-FY25 in terms of Average Daily Rate (ADR) and Revenue Per Available Room (RevPAR) by a healthy margin. This strong performance reinforces the effectiveness of our strategic initiatives, demonstrating that we are on the right trajectory for sustained growth. Espire Hospitality remains committed to maintaining this momentum in the months and years to come, continuously optimizing its portfolio and enhancing guest experiences. Looking ahead, Espire Hospitality is well-positioned to capitalize on the hospitality sector’s strong growth trajectory, particularly with the upcoming wedding season coinciding with the high-demand period of Q4-FY25 and Q1-FY26. The company is strategically aligned to attract a diverse guest profile—ranging from luxury and upscale travelers to midscale tourists, ensuring optimal occupancy levels across its properties. As we continue to navigate through this high season, we remain committed to enhancing guest experiences, driving operational efficiencies, and maximizing revenue potential across all our brands. With our solid financial foundation and strategic vision, Espire Hospitality is well-positioned to continue this remarkable growth trajectory and set new benchmarks in the industry”.

- Dr. (CA) Rajeev Chatterjee

Awards and Accolades



Results at a Glance

ADR

(Average Daily Rate)

₹16,153

₹7,054 

Q3 FY25 vs Q3 FY24

RevPAR

(Revenue Per Available Room)

₹10,624

₹3,573 

Q3 FY25 vs Q3 FY24

Occupancy %

66 %

51% 

Q3 FY25 vs Q3 FY24

Revenue

₹4,133 Lakhs

₹1,165 Lakhs 

Q3 FY25 vs Q3 FY24

EBITDA

₹856 Lakhs

₹228 Lakhs 

Q3 FY25 vs Q3 FY24

PBT

₹369 Lakhs

₹119 Lakhs 

Q3 FY25 vs Q3 FY24

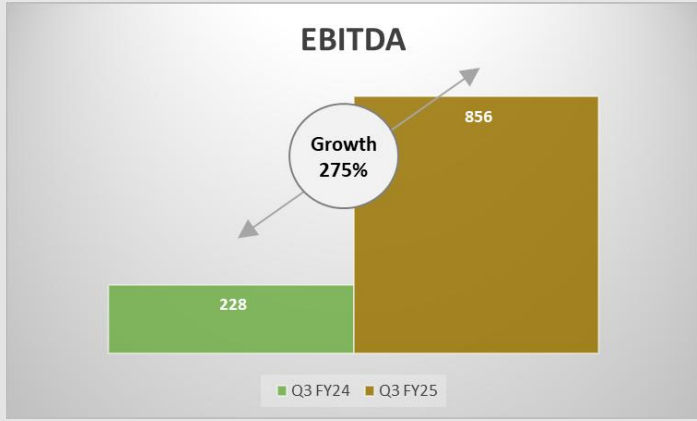
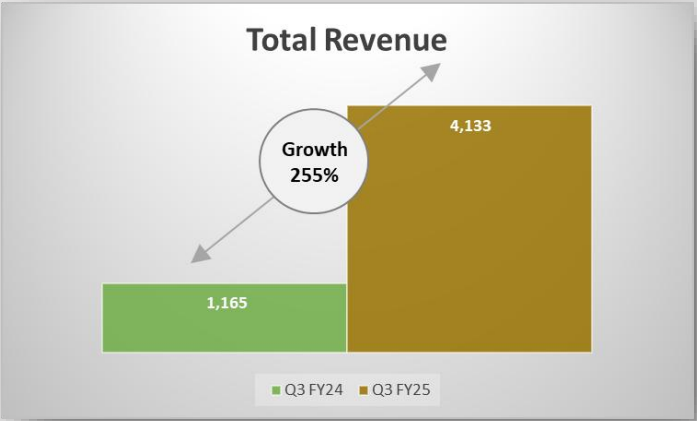
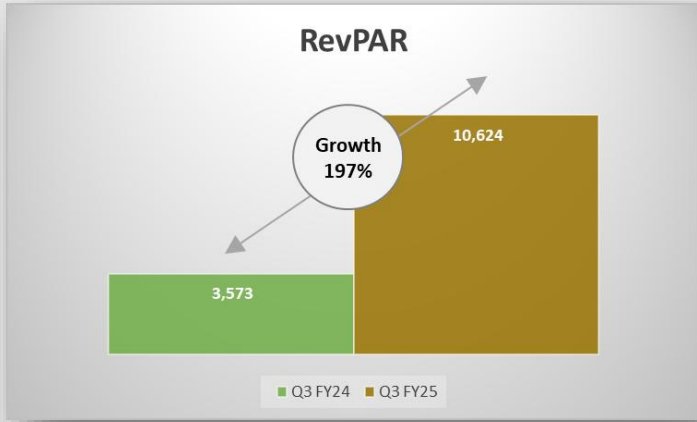
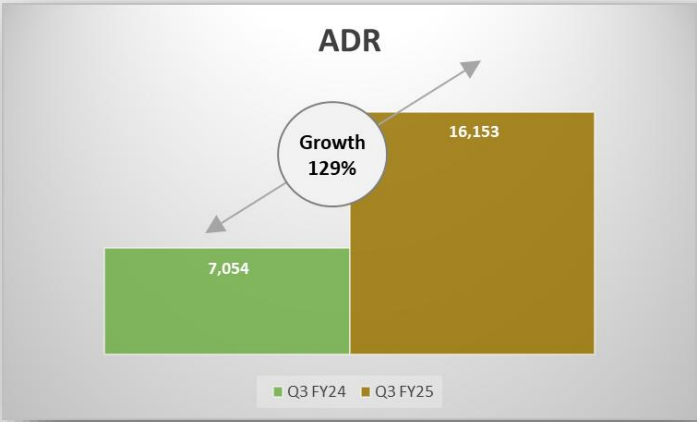
- Average Daily Rate (ADR) of ₹16,153 is very healthy compared to industry average of ₹9,000 for the same period.
- Revenue Per Available Room (RevPAR) of ₹10,624 is healthy compared to industry average of ₹6,004 for the same period.

Source: Data from HVS Anarock's Hospitality Monitor, India



Growth at a Glance

Q3 FY25 vs Q3 FY24



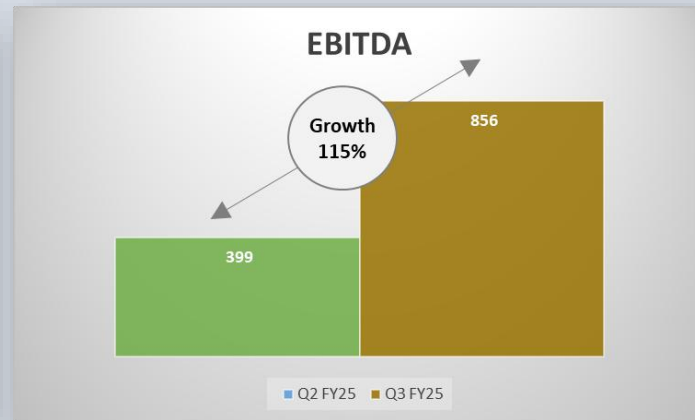
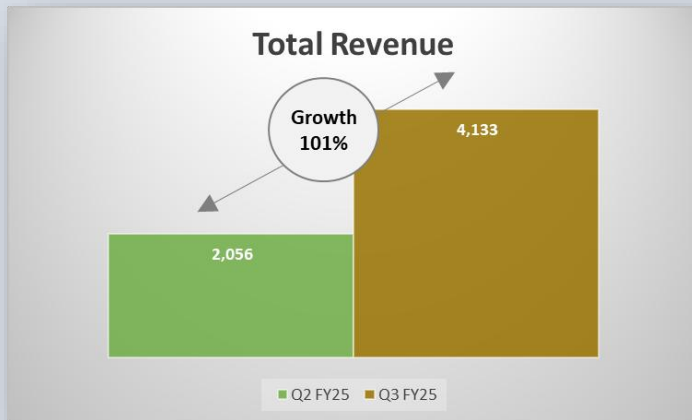
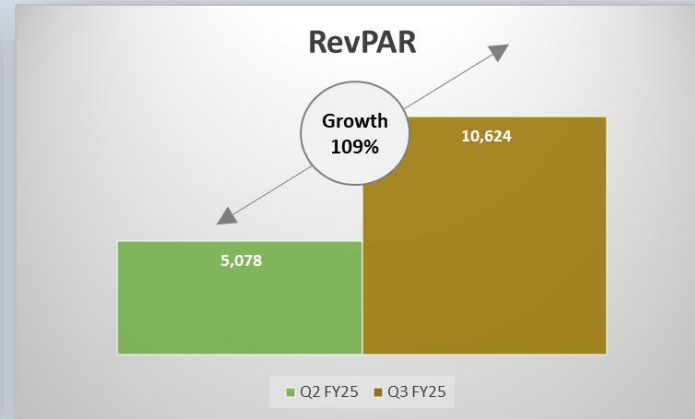
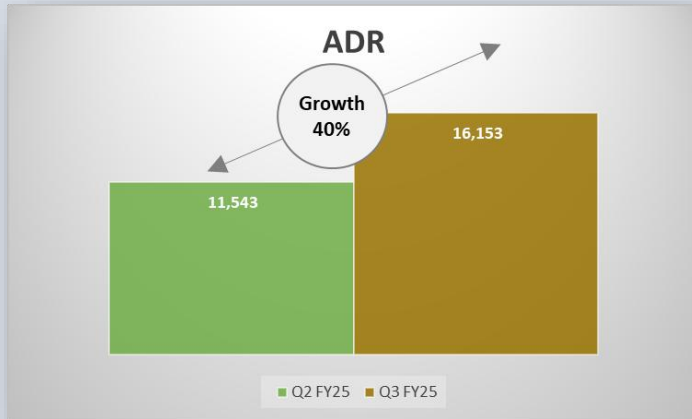
Consistent growth achieved in all key metrics of the business over Q3 FY24

Growth Registered:

ADR 129% ● RevPAR 197% ● Revenue 255% ● EBITDA 275%

Growth at a Glance

Q3 FY25 vs Q2 FY25



Consistent growth achieved in key metrics of the business over Q2 FY25

Growth Registered:

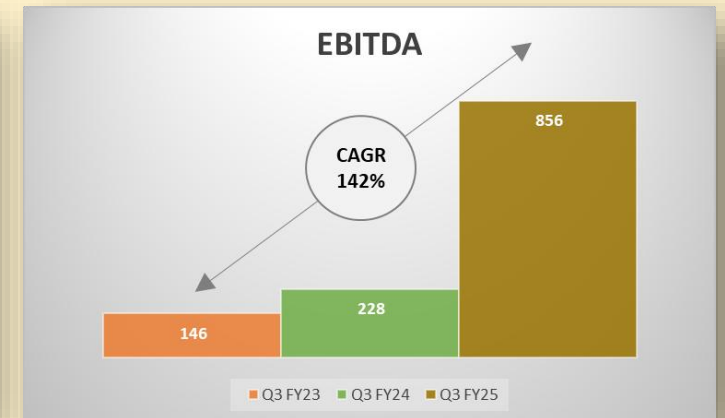
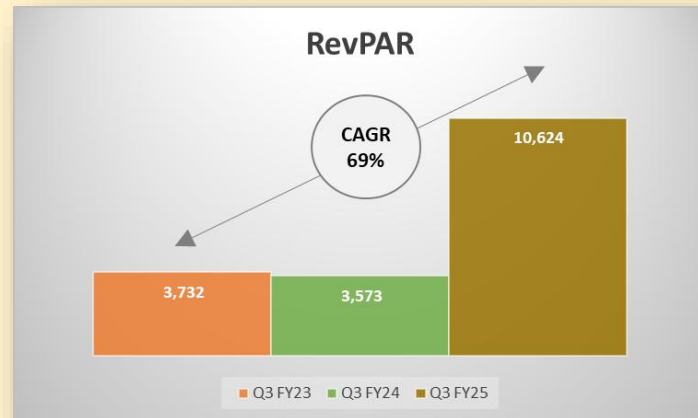
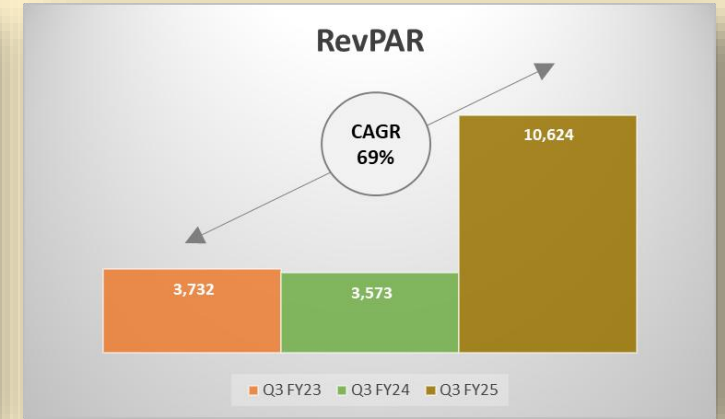
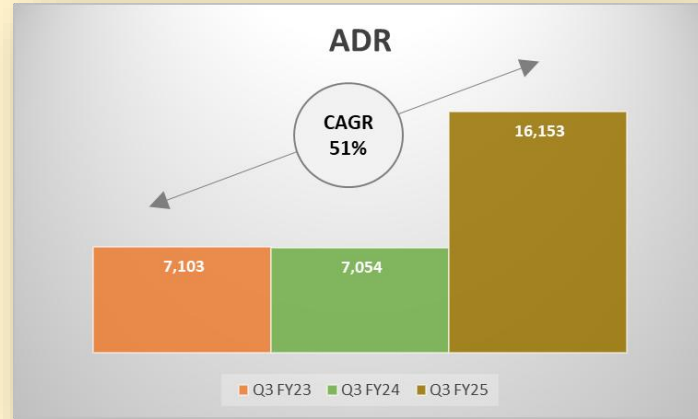
ADR 40% ● RevPAR 109% ● Revenue 101% ● EBITDA 115%





The Growth Story

Q3 FY23 to Q3 FY25



Phenomenal and consistent annualised growth achieved in all key metrics of the business between Q3 FY23 to Q3 FY25

Financial Results

S.No.	Particulars	Quarter Ended			Financial Year Ended
		31-Dec-24	30-Sep-24	30-Jun-24	31-Mar-24
I	Revenue From Operations	4,050.76	2,029.91	1,663.28	3,575.91
II	Other Income	82.00	25.80	78.79	60.40
III	Total Income (I+II)	4,132.76	2,055.70	1,742.07	3,636.31
IV	EXPENSES				
	Cost of Materials Consumed	229.26	181.75	182.06	387.59
	Employee Benefits Expenses	761.07	494.19	561.67	734.16
	Finance Costs	280.52	122.17	80.07	130.61
	Depreciation and Amortization Expenses	206.47	156.73	155.39	360.55
	Other Expenses	2,286.09	981.01	758.81	1,760.27
	Total Expenses (IV)	3,763.41	1,935.86	1,738.00	3,373.18
V	Profit/(Loss) before Exceptional & Extraordinary Items & Tax (III-IV)	369.35	119.85	4.07	263.13
VI	Exceptional Items				-
VII	Profit Before Tax (V-VI)	369.35	119.85	4.07	263.13
VIII	Tax Expenses				
	(1) Current Tax	92.97	30.16	-	19.50
	(2) Deferred Tax	(2.99)	(5.98)	1.02	(11.96)
IX	Profit (Loss) for the period from continuing operations (VII-VIII)	279.37	95.66	3.05	255.59
	Other Comprehensive Income				
	A (i) Items that will not be reclassified to Profit or Loss	-	-	0.45	(0.60)
X	(ii) Income tax relating to items that will not be reclassified to Profit or Loss	-	-	-	-
	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	Total Comprehensive Income for the period (IX+X) (Comprising Profit (Loss) and Other Comprehensive Income for the period)	279.37	95.66	2.60	256.19
XII	Earnings Per Equity Share (for continuing operations) in Rupees:				
	(a) Basic	2.07	0.71	0.02	1.90
	(b) Diluted	2.07	0.71	0.02	1.90

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



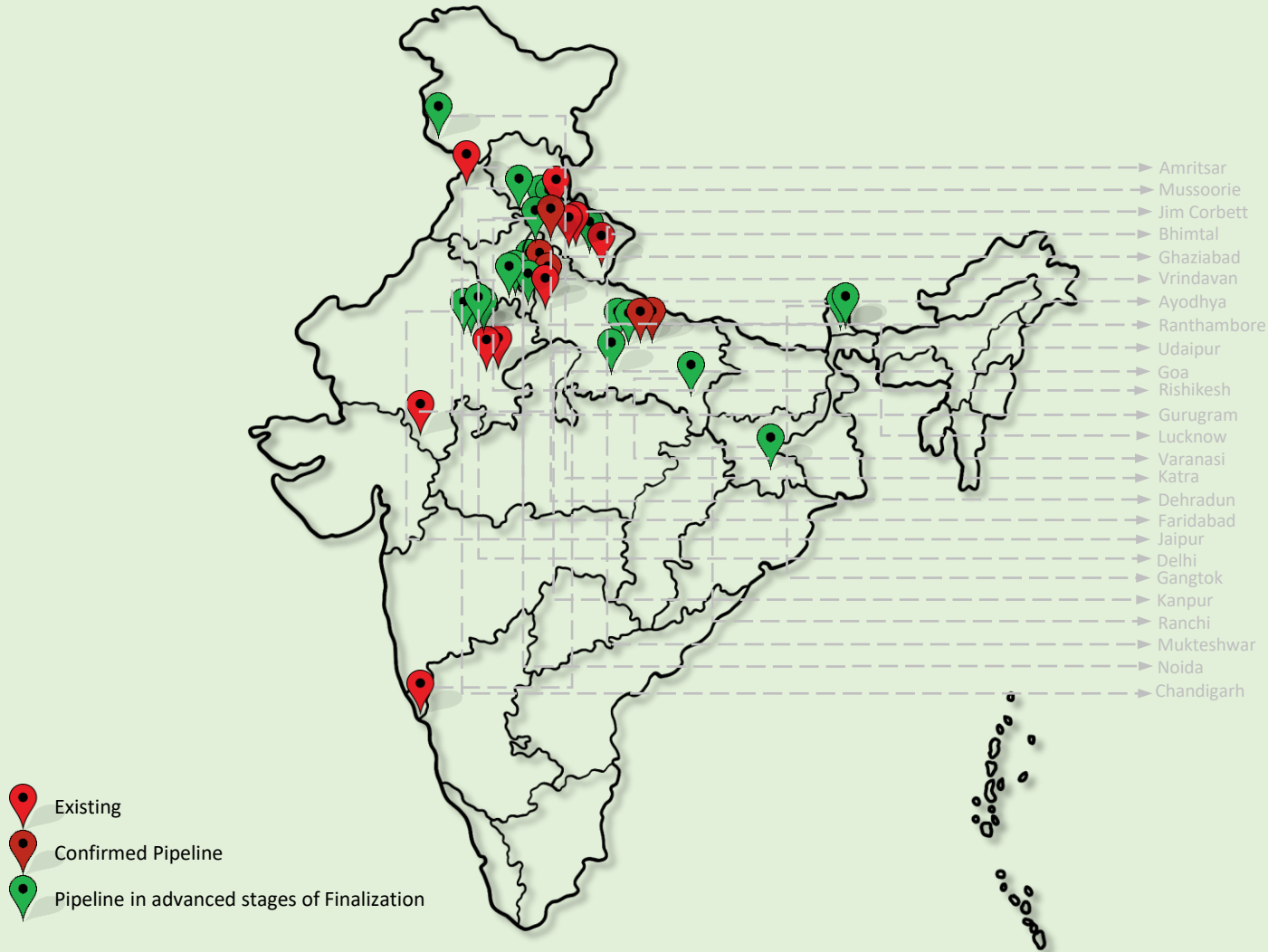
Quarter on Quarter Performance Summary

Particulars	Quarter Ended									
	31-Dec-24	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
Average Daily Rate <i>(In. Rs.)</i>	16,153	11,543	12,301	8,077	7,054	5,233	5,204	6,306	7,103	4,887
Occupancy %	66%	44%	47%	43%	51%	34%	59%	46%	53%	31%
RevPAR <i>(In. Rs.)</i>	10,624	5,078	5,835	3,462	3,573	1,791	3,090	2,892	3,732	1,537
Total Revenue <i>(In Rs. Lakhs)</i>	4,132.76	2,055.70	1,742.07	999.13	1,164.91	498.47	955.99	786.92	547.33	32.48
EBITDA <i>(In Rs. Lakhs)</i>	856.34	398.75	239.53	127.31	228.27	156.58	144.22	110.64	146.25	-0.26
PBT <i>(In Rs. Lakhs)</i>	369.35	119.85	4.07	23.88	118.93	25.55	83.68	2.70	10.48	-2.19



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.



Country Inn, Vrindavan

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)

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