Operator: Good morning, ladies and gentlemen, and thank you for attending this virtual meeting. I am pleased to welcome you on behalf of EIH Ltd. and SKP Securities to EIH Ltd.'s Q2 FY27 results webinar. We have with us Mr. Vikram Oberoi, MD and CEO, and Mr. Vinit Kapoor, CFO. Please note that this meeting is being recorded for compliance reasons, and in the course of the discussion, there may be certain forward-looking statements that must be viewed in conjunction with the risks that the company faces. We will have the opening remarks from Mr. Oberoi, followed by a presentation by management and then a Q&A session. Thank you, and over to you, Vikram.

Vikram Oberoi – MD & CEO: [pause] Naveen, what we can do is go straight into the presentation and then move to questions and answers. Overall, Q2 has been a good quarter for us, and I am sure people on the call have already seen our results. We will share further details in the presentation that Vinit will make.

Operator: Perfect.

Vinit Kapoor – CFO: Thank you, Vikram. Good morning, everyone, and thank you for joining us. We will begin with a brief overview of our performance for the quarter, followed by key business updates, and then we will open the floor for questions and comments.

Starting with the industry performance, Q2 industry performance was positive both for occupancy and ARR. Occupancy was higher by 1-3% versus the prior year, and ARR grew by a healthy 8-10% versus last year. Domestic air traffic contracted in Q2 due to higher airfares, but for hotels, demand was still very buoyant, and that was reflected in growth in both ARR and occupancy. We continue to see encouraging signs of revival in foreign bookings and therefore expect to see a good trend in the coming quarters.

With that background, let us now look at the operational performance for Q2. This slide provides perspective on the competition set for EIH.

Management: EIH continues to maintain leadership over the competition set. In Q2, when we look at the blue column, EIH hotels improved on MPI as well as ARI versus the competition, resulting in a very healthy increase in RGI from 121 to 130. Thirteen of our 15 hotels are ranked first and second in STR benchmarking.

With that background, let us now look at the growth in the luxury segment, in which the Oberoi brand falls. The luxury segment saw growth of 18.2%, while Oberoi hotels saw growth of 20.9% in Q2. On a YTD basis, growth was in line with the industry, although we had some impact in both Q1 and Q2 because of the renovation of rooms at a few hotels, which we will cover in the coming slides.

The next slide provides perspective on the Trident brand, which falls in the upper-upscale segment. In Q2, this segment saw growth of 10.1%, while Trident hotels had healthy growth of 14.8%. On a YTD basis, we see similar trends, where Trident continues to grow at a much higher pace than the industry in the upper-upscale segment.

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Management: Vinit, this is again despite rooms being out of inventory for both the Oberoi and Trident brands. I just wanted to highlight that. I know you are going to cover that in your next slide, but I am just drawing attention to that.

Management: Building on this, let me take you through Q2 occupancy by month for all domestic hotels, including managed units. Overall, RevPAR grew by 18.3% versus last year, mainly due to ARR growth, which compensated for a slight fall in occupancy from 72% to 71%. Our hotels in NCR benefited from the BRICS summit, which resulted in higher ARR in the month of September. Occupancy for the quarter was lower than last year due to renovation at the Mumbai units.

If we compare on a like-for-like basis and use the reduced inventory, in Q2 FY27 we would have shown occupancy of 74%, and RevPAR would have been 14,129. However, because we had reduced inventory due to renovation, you see a slight decrease in occupancy for the quarter.

This slide provides the same perspective that we covered for all managed hotels. This slide only covers the owned hotels. Here, RevPAR grew by 22% on account of higher ARR. As mentioned earlier, occupancy was impacted due to renovation at the Mumbai units.

When we look at the details here, Oberoi Mumbai had 30 rooms under renovation, Trident Nariman Point had 80, and Trident Bandra Kurla again had 80 rooms under renovation. When we look at overall occupancy with the total inventory, occupancy went down from 74% to 71%, but if we consider occupancy on the reduced inventory, we would have been higher. Occupancy would have been 76%, and RevPAR would have been around 16,650 rupees, as against the 15,527 that you are seeing. There was again a good impact from the BRICS event in the month of September, which resulted in a good increase in ARR for that month.

This slide shows RevPAR growth by city in Q2. All cities have shown healthy growth in RevPAR. Delhi NCR benefited from the BRICS event that we just mentioned. Jaipur and Ranthambore benefited from a shorter shutdown of Vanyavilas this year. The rest of the hotels showed healthy growth in ARR, including our international properties, which saw a good increase in ARR across most of the units.

Management: I can add one thing to provide further clarity. In Ranthambore, Vanyavilas normally closes when the park closes for 3 months. We are increasingly moving towards keeping the hotel open. This year, it was open for 2 out of the 3 months, and that is why you see the difference in Jaipur and Ranthambore. That is one of the reasons. The second reason is that we have really tried to drive rates up even in the off-season at Rajvilas, and that is again reflected in these numbers for Jaipur and Ranthambore.

Management: On room revenue trends, we are seeing similar trends to last year. All segments have shown very healthy growth in room nights. The percentage share of MICE business grew year over year from 12% to 16%, while the direct segment dropped from 48% to 45%. Otherwise, we have seen healthy growth in all the segments year over year.

Turning now to the financial performance for the quarter, we witnessed strong growth in both revenue and EBITDA on account of good growth in ARR, driven across the units. Overall, for Q2, revenue grew by 16%, while EBITDA grew by 19% over last year.

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This brings me to the standalone performance, which also shows strong growth in both revenue and EBITDA. Q2 revenue grew by 16%, and EBITDA also grew by 16% in Q2 for our standalone units.

This slide brings us to the funds position as of September 30. We remain in a strong financial position to support our future growth plans. We continue to have cash reserves of more than 1,100 crores.

This slide shows the details of the funds flow for the 6 months. Capital expenditure was mainly related to the acquisition of land in Hyderabad, spending on Oberoi Grand, and project spending on renovation at our Mumbai units. This was supported by very healthy generation of cash flow from operations. Basically, the capital expenditure investments were compensated to an extent by cash flow from operations, resulting in a very small dilution of our overall funds at the end of the quarter.

Moving to the financial statements, this slide talks about the consolidated results for Q2. Revenue growth was 16%, while EBITDA grew by 19%, which also resulted in very healthy growth in PAT of 21%. Most of the expenses were in line with revenue growth, which also resulted in a drop-through on the P&L for the quarter. We ended up with net PAT of 153 versus 142 last year.

Moving on to the standalone performance, revenue and EBITDA grew in the same proportion, and most of the expenses were in line with revenue growth. We had a few exceptional items for the quarter, but these were also compensated by exceptional items that we had in the last quarter because of Mashobra.

Moving on to the awards and accolades, this lists the awards and accolades that our hotels have received. Our hotels continue to be recognized for their exceptional quality and service. In the last quarter, we were recognized by the Michelin Key Guide, where 7 of our hotels were awarded 2 and 1 Michelin keys. Oberoi Rajvilas Palace was also recognized on the list of the finest hotels in the world for 2027.

Moving on to our expansion plans, this slide talks about our owned hotel pipeline in EIH and its subsidiaries and associates. By 2030, we will add almost 1,100 rooms to our owned hotel portfolio, which also includes commercial space in Bangalore of roughly 7.63 lakh square feet.

For managed hotels, we will add almost 1,900 rooms to the pipeline by 2030. Of these, most of the units will be domestic, and some units will be foreign or international.

This is our total presence in India and internationally, across territories in Asia as well as Africa.

Vinit Kapoor – CFO: Asia and Africa. With that, we come to the end of the presentation. We would now be happy to take questions and comments. Thank you.

Vikram Oberoi – MD & CEO: Thank you, Vinit.

Vinit Kapoor – CFO: [off-mic discussion]

Vikram Oberoi – MD & CEO: Over to you, Navin. I cannot hear you.

Operator: Thank you, Vinit. Thank you, Vikram, and many congratulations on all the awards and accolades. Friends, we now open the floor for the Q&A session. We request you to stay on mute if

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you are not asking a question. We will take the first question from Deepak Saha. Deepak, please unmute yourself and go ahead.

Deepak Saha: Good morning. Festive greetings to the management, and congratulations on a great set of numbers for Q2. I have a couple of questions on the pipeline. It seems that you have brought forward the opening of Oberoi Ghandikota, and FY29 now looks quite strong in terms of new openings. Just to check the numbers, with Oberoi Kolkata coming in H1 FY29 and now Oberoi Goa, London, and Ghandikota, cumulatively, that would be 300-plus rooms in FY29. First of all, if you can share the timeline for the remaining 3 hotels, Oberoi Goa, London, and Ghandikota, whether these will come in H2 FY29 or H1 FY29.

The second part of the question is that when we look at FY28, there is no meaningful addition, and we will have quite healthy cash flow of almost 1,000 crores-plus. Is there any thought process regarding acquiring a new property or anything from an FY28 point of view? These are the first 2 questions.

Vikram Oberoi – MD & CEO: Good afternoon or good morning, Deepak, and thank you for your questions. On the first question regarding the dates, I really do not want to comment on any additional information because these are based on notifications that have been given to the stock exchange. Therefore, I do not want to comment further on that with more detailed timelines. We will, of course, keep the stock exchange informed if there is any change and also update you here.

As far as the cash we are holding and the possibility of acquisitions is concerned, we are always open to all options. If we find a suitable opportunity, we will absolutely look at it. Acquisitions bring many advantages, particularly if it is a brownfield or an already-operating hotel, because you can come to market much more quickly. Vinit, do you want to add anything to that?

Vinit Kapoor – CFO: I agree with your views, Vikram.

Deepak Saha: That is helpful. My second question is for you, Vinit, regarding Q2 finance cost. That looks quite elevated. Can you share some colour on what exactly led to the rise in finance cost for Q2?

Vinit Kapoor – CFO: That resulted from a settlement we had for our lease cost at Oberoi Delhi. We had to pay for a settlement where there was an increase in the lease rental, and we had to pay for a settlement relating to prior periods. That was the one-time impact that came in for Q2.

Deepak Saha: So that is one-off and will be normalized in the upcoming quarters, right?

Vinit Kapoor – CFO: That is correct.

Deepak Saha: Vinit, you said in your opening remarks that the momentum looks quite strong for the upcoming quarters. If you look at the second half of last year, our base is also quite favourable compared to peers. Given the momentum we have seen in the first half, the renovation is also more likely to slow down, and overall openings would be strong in H2, can you share some colour on whether this momentum is more likely to sustain in H2 and how FY28 is broadly looking from a demand environment point of view?

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Vinit Kapoor – CFO: I would say that we are seeing good, healthy bookings from foreign visitors. From another perspective, it all depends on the geopolitical situation. It looks positive at this moment. With all those favourable conditions and positives remaining, hopefully we should see a healthy benefit for our units, both in terms of ARR and occupancy.

Deepak Saha: Renovations are largely done for the year, right, given that H2 is ahead?

Vinit Kapoor – CFO: Yes, most of the renovations are done, except for Bangalore, which is still ongoing. Otherwise, most of the other renovations are done and complete.

Deepak Saha: That is helpful. I will fall back on the queue for follow-ups. Thank you, and all the best.

Vikram Oberoi – MD & CEO: Thank you very much, Deepak.

Operator: Thank you, Deepak. We will take the next question from Abhay Khaitan. Abhay, please unmute yourself and go ahead.

Abhay Khaitan: Thank you for the opportunity, and congratulations to the team for the excellent RevPAR growth that we have seen in the quarter. My first question is regarding the fact that while the RevPAR growth we saw was north of 20%, total revenue growth is around 16%, and this is despite overall MICE bookings having picked up year on year. Can you explain this? The main reason could be lower F&B growth, so if you can point out what the F&B growth has been and whether there is any particular reason why we have seen slower growth in that segment.

Vinit Kapoor – CFO: If I look at the actual basis, our RevPAR growth was 18%, not the higher number that you saw when we exclude the inventory. If I look at the overall inventory, we saw an 18% increase. The business mix also changed because of the growth in OFS and other commercial income, which did not see the same strong growth that we saw in the hotel segment. Because of the business mix, we saw only a 16% increase in overall revenue.

Abhay Khaitan: Got it. That is very helpful. My second question is on the FTA aspect. I know you touched upon it during your initial comments. How are we seeing the overall foreign travel trend, both in terms of what we saw in the last quarter and in terms of forward bookings in November and December? Would that be the reason why we are still seeing single-digit RevPAR growth in cities such as Bangalore and Chennai?

Vinit Kapoor – CFO: I would say that in Q2 we saw an increase in our foreign bookings, and we continue to see much healthier growth in Q3. That is what I would suggest at this moment.

Abhay Khaitan: Understood. My next question is on Hyderabad, the new property that you have announced near the Hyderabad airport. You mentioned the amount, but how many rooms are we planning to build there, what is the total land area, and is it leasehold land or something that we have bought?

Vinit Kapoor – CFO: This is freehold land, and we will be constructing a Trident hotel there with 300 rooms.

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Abhay Khaitan: 300 rooms, okay. My last question is on the renovations. Regarding Oberoi Kolkata and Trident Jaipur, what is the timeline that we can work with for when we can see the fully operational hotel?

Vinit Kapoor – CFO: The timeline will remain the same as has been declared on the stock exchanges. That remains unchanged at this moment.

Abhay Khaitan: Is there any particular quarter that you want to highlight?

Vinit Kapoor – CFO: Sorry, in what way, Abhay?

Abhay Khaitan: Any particular quarter of FY28 or FY29 that you have highlighted? Whether it will be the second half of—

Vikram Oberoi – MD & CEO: I think, for the Grand, Vinit, you just want to give the stock exchange date for the Grand, which, if I remember correctly, is September.

Vinit Kapoor – CFO: That is correct. It is September.

Abhay Khaitan: Understood. Thank you. This is very helpful, and all the best for the rest of the quarters.

Vikram Oberoi – MD & CEO: Thank you very much, Abhay.

Operator: Thank you. We will take the next question from Vaibhav Muley. Vaibhav, please go ahead and unmute yourself.

Vaibhav Muley: Thank you for the opportunity, and congratulations on a good set of numbers, Vikram and Vinit. My first question is on our OFS business. Can you share the exact revenue for this quarter, which we generally share on a quarterly basis?

Vinit Kapoor – CFO: OFS revenue was 150 crores in Q2, where we saw healthy growth of 20% versus last year.

Vaibhav Muley: Understood. On the F&B side, you mentioned that growth has been steady in this quarter, but if we account for these 150 crores in the overall ex-room revenue, F&B revenue growth comes in at around 3%. I wanted to understand whether F&B growth has been relatively slower compared to room revenue growth and what kind of growth we can factor in going forward.

Vinit Kapoor – CFO: Vaibhav, I will not have that detail.

Vikram Oberoi – MD & CEO: Vaibhav, may I make a request? We do not have those details with us, but let us come back to you on that. We do not want to give any figures that are incorrect. Do we have your contact details, Vaibhav?

Operator: Vikram, I can ask Vaibhav to share them, and I will forward them to you.

Vikram Oberoi – MD & CEO: Great. Thank you.

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Vaibhav Muley: My next question is on our renovation inventory. We had a decent amount of inventory under renovation in Mumbai and Bangalore as well. Can you quantify the number of rooms that were under renovation in Mumbai and the rooms currently under renovation in Bangalore?

Management: Vaibhav, this is already mentioned on slide 7 or 8. I can repeat those numbers for you. Do you want me to give you the numbers?

Management: Oberoi Mumbai had 30 rooms.

Vikram Oberoi – MD & CEO: [overlap] Oberoi Mumbai actually had 34 rooms.

Management: And Trident?

Vikram Oberoi – MD & CEO: Trident Nariman Point had 135 rooms. Those have all come back. Oberoi Mumbai had 34 rooms, all of which have come back. Trident Bandra Kurla had 80 rooms. Those were the numbers. Bangalore has 18 rooms, and the work in Bangalore is still ongoing. Bangalore will continue. At the other hotels, the work is all complete.

Vaibhav Muley: Understood. So we will see better room revenue growth in H2. Would that be a fair assumption?

Vikram Oberoi – MD & CEO: I think that would be a very fair assumption.

Vaibhav Muley: Perfect. That is all from my side. Thank you very much, and all the best.

Vikram Oberoi – MD & CEO: Thank you very much.

Management: Thank you, Vaibhav.

Operator: Thank you, Vaibhav. We will take the next question from Amit Agarwal. Amit, please unmute yourself and go ahead.

Amit Agarwal: Good morning, everyone.

Vikram Oberoi – MD & CEO: Hello, Amit.

Amit Agarwal: Hello. How are you? My first question is regarding Oberoi Grand. Can you give some more details? Has the renovation started, or are we still held up with the local authorities?

Vikram Oberoi – MD & CEO: No, the renovation is well underway, Amit. It is a heritage building and an old building, so we have to be very mindful and work with the necessary approvals, given that it is a heritage building. However, work is well underway.

Amit Agarwal: So there are no issues with the local authorities right now?

Vikram Oberoi – MD & CEO: No.

Amit Agarwal: My second question is regarding the cash outflow. We have spent 400 crores in the last 6 months. Can you give some more details? Which properties are consuming so much money?

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Vikram Oberoi – MD & CEO: Renovations are underway. Vinit explained in his earlier comments the renovations taking place at various hotels, and they are still ongoing. For example, Oberoi Bombay Vetro is under renovation and has been closed. It will open in January. Some renovations in F&B are still ongoing, although the rooms have come back. We are carrying out a combination of room and F&B renovations at Oberoi Bombay. The spa is also being completely redone, as is the gym. These are still ongoing, but as I said, the rooms are back. In addition, Vinit mentioned the acquisition of just under 10 acres of land in Hyderabad.

Amit Agarwal: Has work started in Goa and London? Goa, London, and Bangalore on the new sites?

Vikram Oberoi – MD & CEO: [pause] Just one moment. Please bear with me for a moment. I got a call, so the screen—sorry. Work is well underway in London as well. In Goa, the design is in its final stages. We are still waiting for some approvals there, and then we will be able to start work in Goa.

Amit Agarwal: What about Hebbal, Bangalore? The Hebbal project?

Vikram Oberoi – MD & CEO: We will break ground at Hebbal at the beginning of next year, in the calendar year.

Amit Agarwal: So the major spending on building the hotels would still be in the future, over the next 2 years, I suppose?

Vikram Oberoi – MD & CEO: Correct. I would say that Goa involves ongoing renovations at the hotels. That is one aspect, and they are much smaller in nature. The bigger projects are, of course, Bangalore, which is 1.7 million square feet. There are 2 hotels and commercial space, plus some retail. In addition, Oberoi Grand is another one, and London is another one. These are much larger projects. When you are building new hotels, obviously the capital requirements are significantly higher than when you are renovating.

Amit Agarwal: Can you give some details regarding the capital required for the Hebbal project? It is a huge project.

Vikram Oberoi – MD & CEO: I cannot give that figure. Please refer to the stock exchange disclosure. That will give you the information, Amit. I do not recall the exact number.

Amit Agarwal: Can you give some approximate figure or something that is not exactly the same?

Vikram Oberoi – MD & CEO: I do not want to give an approximate figure.

Amit Agarwal: What about Goa, the new hotel?

Vikram Oberoi – MD & CEO: Again, please refer to the disclosures to the stock exchange.

Amit Agarwal: Thank you. Best of luck.

Vikram Oberoi – MD & CEO: Thank you very much, Amit.

Management: Thank you, Amit.

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Operator: Thank you, Amit. Friends, anyone wishing to ask a question is requested to please raise their hand, and we will take it up. We will take a follow-up question from Deepak Saha. Deepak, please unmute yourself and go ahead.

Deepak Saha: Thank you for the follow-up. Vikram, I have just one question. In a quarter when we have BRICS, and in the subsequent quarter we had the Bloomberg New Economy Summit, is the tendency for a diplomatic summit versus a corporate summit to lead to a higher spillover impact in the adjacent markets? Is it usually higher for corporate summits such as the Bloomberg New Economy Forum, when you have more of the world's prominent people, since these are corporate CEOs, versus the spillover impact that you might see in the adjacent markets in the north from BRICS? This is the one aspect I am trying to understand, if you can give me some guidance.

Vikram Oberoi – MD & CEO: Deepak, it is very difficult. I do not want to guess. Common sense or my intuitive guess would tell me that if corporate executives travel, they may visit other locations and travel around India, taking some extra time off. However, I would be hesitant to say anything with any level of certainty.

Deepak Saha: That is helpful. Thank you. I will leave it there.

Vikram Oberoi – MD & CEO: Thank you very much. I am sorry I could not do better on that question.

Deepak Saha: That is fair enough. Thank you.

Operator: Thank you, Deepak. We will take the next question from Madhav Agarwal. Madhav, please unmute yourself and go ahead.

Madhav Agarwal: My question is on Wildflower Hall. You have won the bid, right? I wanted to know from which quarter onwards you will be booking the revenue. The entire revenue would have 47% as revenue sharing. From which quarter will you be booking the revenue? Please correct me if my understanding is wrong.

Vikram Oberoi – MD & CEO: It will be at the end of Q4.

Madhav Agarwal: So, for you, it will be 47%. I see that as a very big number, with 47% of the revenue being shared with the state government. Would that hotel be profitable for you? Can you share some details on that?

Vikram Oberoi – MD & CEO: Our endeavour will be to do whatever we can to make the hotel profitable. 47.1% is a big number. You are absolutely right.

Operator: Madhav, are you done?

Madhav Agarwal: Yes. Thank you.

Operator: Thank you, Madhav. We will take a follow-up question from Vaibhav Muley. Vaibhav, please unmute yourself and go ahead.

Vaibhav Muley: I wanted to get a little more perspective on the Oberoi Rajgarh property that we launched last year. What is the current status? How is the property seeing initial traction right now?

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Vikram Oberoi – MD & CEO: Touch wood, considering that it is only in its first full season—it opened really at the fag end of H2—the hotel is doing well. Khajuraho is currently connected by air only from Delhi. I think if there were a flight from Bombay, that would significantly help. However, feedback on the hotel has been incredible. It has been very well received globally. Given that it takes time for hotels to pick up and reach stable occupancy levels, it is doing better than we had expected.

Vaibhav Muley: Understood. Can you also share the status of development of some of our new greenfield assets that are slated to be commissioned over FY28-FY29?

Vikram Oberoi – MD & CEO: [trails off]

Vikram Oberoi – MD & CEO: Including Goa, London, as well as Tirupati. [pause] Work is ongoing at all of them. In London, work is actually ongoing on site. In Goa, hopefully we will start very soon, and the same applies to Tirupati. In Tirupati, there was a slight delay because some land was allocated to us initially and that was subsequently changed. However, our endeavour will be to complete these hotels as soon as we possibly can.

Vaibhav Muley: Perfect, understood. Thank you very much.

Vikram Oberoi – MD & CEO: My pleasure. Thank you.

Operator: Thank you, Vaibhav. We will take a follow-up question from Amit Agarwal. Amit, please go ahead.

Amit Agarwal: No, thank you. I am done. I just Googled it, but I could not find any details of the Hebbal project, the financial cost of the project, and the same for Goa. I could not find it on the internet.

Vikram Oberoi – MD & CEO: We do not give costs for each individual project. We just give an opening date.

Amit Agarwal: But major costs still need to be spent on a major project, right? Am I right?

Vikram Oberoi – MD & CEO: Of course, yes, absolutely.

Amit Agarwal: Thank you.

Vikram Oberoi – MD & CEO: Thank you.

Operator: We have a couple of questions on the chat, and we may take them.

Vikram Oberoi – MD & CEO: Yes, please do.

Operator: There is a participant with the initials BG. Could you break down performance within international in a little more detail, particularly in Mauritius, and discuss any visible recent impact on occupancy there from the recent political unrest? Also, how has Rajgarh progressed towards or achieved EBITDA break-even?

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Vikram Oberoi – MD & CEO: Sorry, could you clarify whether you mean international as a whole? I did not quite follow.

Operator: International as a whole, with some details on Mauritius.

Vikram Oberoi – MD & CEO: Mauritius saw significantly better results in Q2. There were some travel restrictions from the UK to Mauritius. When they were lifted, we again saw improved performance, and that is reflected in the Q2 results. Indonesia also performed well, and the hotels performed well internationally. That is what I would like to say as far as international operations are concerned. This was despite the global uncertainties that we have faced.

Management: To add to that, Q2 in Mauritius was actually a very good performance, considering that until Q1 we had a travel ban from the UK, which was lifted in the first week of Q2. Because of that, we had a very good ramp-up in performance, with occupancy increasing significantly over last year, by almost 6–7%, and we also saw a very good impact on ARR. All our international hotels, including those in Indonesia, Egypt, and Marrakech, performed well in Q2.

Operator: The second part is: how has Rajgarh progressed towards or achieved EBITDA break-even?

Vikram Oberoi – MD & CEO: With hotels, it is not that difficult to achieve break-even. In Q1, we did not achieve it, largely because flights were not operating for part of Q1. Flights stopped operating, if I remember correctly, on April 15. However, the hotel will certainly be EBITDA-positive in Q3.

Operator: There is a question from Tarun Rathi. Could you share details on the renovation of the Grand? You had mentioned at the AGM that it would be unique and one of its kind for heritage properties in India. Please elaborate if possible. Also, are there any plans to use our land bank in Bhubaneswar?

Vikram Oberoi – MD & CEO: On the Grand, it is a historic building, and when we renovate it, our endeavour is to ensure that we maintain the heritage character of the building. Rooms are being made larger, room inventory is coming down, and there is a complete renovation of the public areas and food and beverage facilities. I think it is something that all of us will be proud of when it opens, given its heritage status and the care with which we have renovated, or are renovating, the hotel.

Regarding Bhubaneswar, there are plans to expand the number of rooms by adding more rooms and MICE space, but we will do that in due course. That work has not started yet; it is still in the planning stages.

Operator: Tilak was asking about the status of the Rayadurg Oberoi Hotel.

Vikram Oberoi – MD & CEO: There is one other thing I wanted to mention regarding Bhubaneswar. Bhubaneswar is not an EIH hotel, so I wanted to mention that as well. Sorry, could you repeat the question?

Operator: What is the status of the Rayadurg Oberoi Hotel, Hyderabad?

Vikram Oberoi – MD & CEO: Which hotel are you referring to?

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Operator: Rayadurg Oberoi Hotel.

Management: Vikram, this may be the one in Hi-Tech City, which is in front of Trident.

Vikram Oberoi – MD & CEO: That will also open. I think there is a 2-year commitment within which the hotel has to be ready, and that will also open as a Trident hotel.

Operator: Thank you, Vikram. Can we take the next question from Daksha Prasar? Daksha, please unmute yourself and go ahead. Daksha, please go ahead. Daksha, you are not audible. In the interim, let us take the next question while Daksha fixes the issue. Rajiv, Rajiv Bharti from Nomura, please go ahead.

Rajiv Bharti – Nomura: Good morning, sir. Thank you for the opportunity. On the renovation side, were nearly 200 rooms out for the entire quarter, or were they unavailable for part of the quarter?

Vikram Oberoi – MD & CEO: I gave you the numbers. On average, it was 32-34 rooms per day at Oberoi Mumbai, 80 rooms at Trident Bandra Kurla, and 124—sorry, 135 rooms at Trident Nariman Point.

Rajiv Bharti – Nomura: I understood that, but were they unavailable for the entire quarter?

Vikram Oberoi – MD & CEO: For most of the quarter.

Rajiv Bharti – Nomura: Are they back in operation, in the sense that they are fully operational as of now?

Vikram Oberoi – MD & CEO: Other than Bangalore. In Bangalore, there are still 18 rooms at a time under renovation. It is a phased renovation, so 18 rooms are under renovation at a time, and sometimes the number actually goes up because, in addition to the 18 rooms, we need to block additional rooms for noisy work so that guests are not disturbed.

Rajiv Bharti – Nomura: From here onwards, you had indicated that no such large renovations are planned in the near future.

Vikram Oberoi – MD & CEO: To the extent that we can avoid it, we do not carry out renovations in Q3 and Q4. Room renovations are done during the summer months.

Rajiv Bharti – Nomura: Also, regarding the Hyderabad land, can you indicate the quantum, in terms of what we paid?

Vikram Oberoi – MD & CEO: It is just under 10 acres.

Rajiv Bharti – Nomura: What is the value in rupee terms?

Vikram Oberoi – MD & CEO: I am afraid I do not want to give the value of the land.

Rajiv Bharti – Nomura: Considering the capex involved, including the land component, and the fact that you have chosen Trident there, what starting ARR are you looking for from that asset?

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Vikram Oberoi – MD & CEO: I do not have that number with me at present, but we typically prepare very detailed projections when we look at any of these opportunities. We prepare revenue projections and P&L projections for 10 years, and we look at IRR, NPV, and so on. It is a very detailed analysis that we carry out before moving forward with an acquisition or development such as this—in this case, the land acquisition and the subsequent hotel development.

Rajiv Bharti – Nomura: Thank you, sir. That is all from my side. Thank you.

Vikas Oberoi: Thank you, Vinit.

Analyst1: Thank you, Rajiv.

Analyst2: Thank you, Rajiv.

Vinit Kapoor – CFO: Thank you, Rajiv.

Operator: Friends, anyone with a question is requested to please raise their hand. Anyone wishing to ask a question, please raise your hand and we will take it up.

Vikas Oberoi: Naveen, while we wait, I also wanted to add that Rajiv probably has data on Hyderabad. Hyderabad is actually a very strong market, with strong rates and strong occupancies. Therefore, we would expect similar performance from this hotel. Other hotels are also being developed not far from our site, and that information is available in the public domain.

Management: [off-mic discussion] To make an RTGS... are forms signed for that? RTGS... the transfer you make through the bank...

Vikas Oberoi: Sorry about that, Vikram.

Vikram – SKP Securities: No problem.

Operator: Friends, anyone with a question, please raise your hand. Since there are no further questions, I would like to—one question has come up. Daksh, please go ahead. Unmute yourself and go ahead, please. Daksh, we still cannot hear you. Would you like to share it on the Q&A board or in the chat? Alternatively, you may share it with me or email it to me, and I will take it to management. Anyone with a question, please raise your hand. Since there are no further questions, I would like to hand the webinar back to Vikram or Vinit for the closing remarks. One moment. A question has come up from Tilak again. In Hyderabad, is there an Oberoi-brand hotel in the pipeline?

Vikas Oberoi: That is correct. There is a hotel under a management contract with Prestige for an Oberoi hotel.

Operator: Thank you. Now over to you for your closing remarks.

Vikas Oberoi: Q2 was a good quarter for us, and we achieved strong results in terms of ARR growth. Based on the rooms available, occupancy also increased, as Vinit explained. Our objective is still to drive rates to the extent that we can. The market is strong, and we are positive about Q3 and Q4, provided there are no unknown global events. Fingers crossed, and it should be a good Q3 and Q4. Vinit, do you have any closing comments?

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Vinit Kapoor – CFO: Nothing from me.

Vikram – SKP Securities: Thank you very much. On behalf of SKP Securities, thank you very much, Mr. Oberoi and Mr. Kapoor, for taking the time to interact with the investors. We look forward to hosting you once again in the next quarterly webinar. Thank you very much, and have a wonderful day.

Vikas Oberoi: Naveen, thank you very much. On behalf of Vinit and myself, thank you.

Vinit Kapoor – CFO: Thank you. Thanks a lot. Thank you.

Vikas Oberoi: Thank you, Vinit. Bye.

Vinit Kapoor – CFO: Thank you. Bye.

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