



Date: 22nd January, 2016

MHRIL/SE/ 2015-16/696

National Stock Exchange of India Limited
Exchange Plaza,
Plot no. C/1, G Block,
Bandra-Kurla Complex
Bandra (E), Mumbai - 400 051.
Scrip Code: MHRIL

Department of Corporate Services
Bombay Stock Exchange Limited
Floor 25, PJ Towers,
Dalal Street,
Mumbai – 400 001
Scrip Code: 533088

Dear Sir,

Sub: Presentation on the Unaudited Financial Results for the quarter ended 31st December, 2015

Pursuant to Regulation 30 of the Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015 ("SEBI Regulations"), please find enclosed a presentation on the Unaudited Financial Results of the Company for the quarter ended 31st December, 2015 to be made to Investor / Analyst.

The aforesaid presentation is also being hosted on the website of the Company, www.clubmahindra.com in accordance with the Regulation 46 of the SEBI Regulations.

Kindly take the same on record.

Thanking you,

Yours faithfully,

For **Mahindra Holidays & Resorts India Limited**

Dinesh Shetty
General Counsel & Company Secretary



Encl: as above

Mahindra Holidays & Resorts India Limited

Corporate Office: Mahindra Towers, 1st floor, 'A' wing, Dr. G.M. Bhosle Marg, P.K. Kurne Chowk, Worli, Mumbai - 400 018
t: +91 22 3368 4722 f: +91 22 3368 4721

Registered Office: Mahindra Towers, 2nd floor, 17/18 Patullos Road, Chennai - 600 002. t: +91 44 3988 1000 f: +91 44 3027 7778

e: memberrelations@clubmahindra.com / w: www.clubmahindra.com / CIN: L5 5101TN1996PLC036595



Mahindra Holidays & Resorts India Limited

Q3 FY16
Investor Presentation
January 22, 2016

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Quarter 03 FY16 Performance

Q3 FY16 Highlights

- Total income at Rs 241.0 Crores vs. Rs 209.5 Crores in Q3'15
- PAT at Rs 31.2 Crores vs. Rs 23.4 Crores in Q3'15
- Diluted EPS at Rs 3.54 vs. Rs 2.67 in Q3'15
- Added 3,879 members during the quarter



Results

Summary

Key indicators (no.)	Q3 FY 16	Q2 FY 16	Q3 FY 15	YOY	FY15
New Members - added	3,879	4,341	2,928	32%	12,813
Cumulative Members	~194 K	~190 K	~178 K	9%	~183 K

(All figures in Rs. Lakhs)

Key indicators	Q3 FY 16	Q2 FY 16	Q3 FY 15	YOY	FY15
Income	24,100	23,637	20,955	15.0%	80,756
Expenses	19,320	19,296	17,527	10.2%	70,259
PBT	4,780	4,341	3,428	39.4%	10,497
PAT	3,126	2,893	2,347	33.2%	7,902

Income Break-up

(All figures in Rs. Lakhs)

Total Income	Q3 FY 16	Q2 FY 16	Q3 FY 15	% Change	FY15
Income from sale of VO	13,012	13,794	11,957	9%	44,394
ASF	4,258	4,487	3,912	9%	15,561
Resort Income	4,454	3,491	3,547	26%	13,181
Others	2,002	1,518	1,235	62%	6,349
Income from operation	23,726	23,290	20,651	15%	79,485
Non operating income	374	347	304	23%	1,271
Total Income	24,100	23,637	20,955	15%	80,756

Resort Details

Including Indian subsidiaries	Q3 FY 16	Q2 FY 16	Q3 FY 15	% Change	FY15
No of Resorts	45	45	41	10%	45
No of Rooms	2879	2867	2515	14%	2816
Occupancy %	81%	75%	84%	-4%	82%
ARR (in Rs)	4,785	4,100	4,642	3%	4,444

(All figures in Rs. Lakhs)

Resort Income Stand alone	Q3 FY 16	Q2 FY 16	Q3 FY 15	% Change	FY15
Room	816	593	433	88%	1,632
F&B	2,678	2,155	2,321	15%	8,839
Holiday Activity & Others	960	743	793	21%	2,710
Total	4,454	3,491	3,547	26%	13,181

Profit & Loss Statement (Standalone)

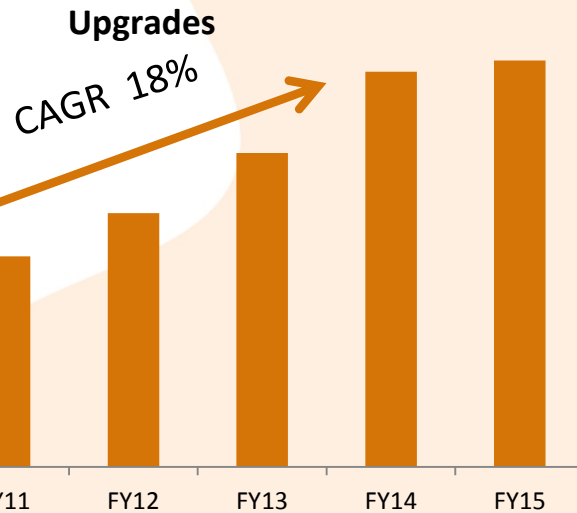
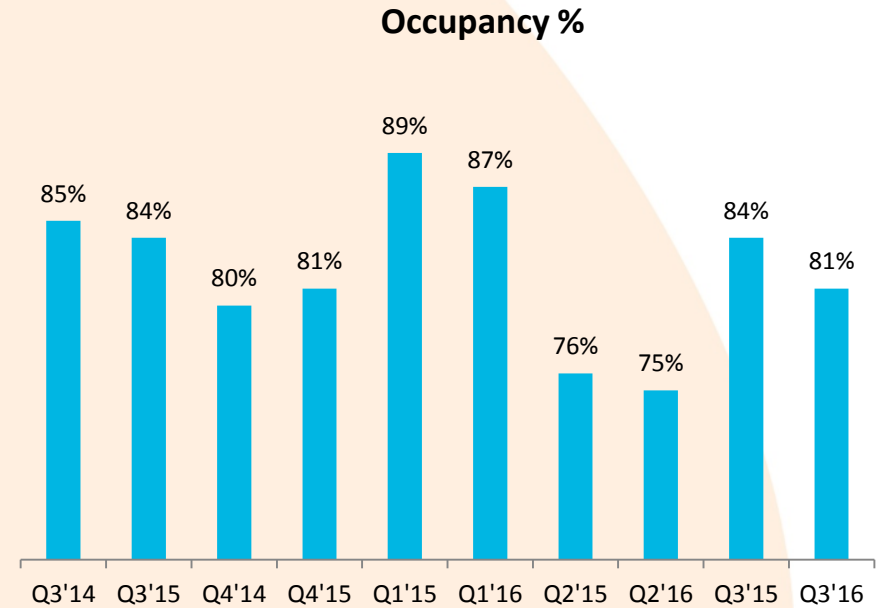
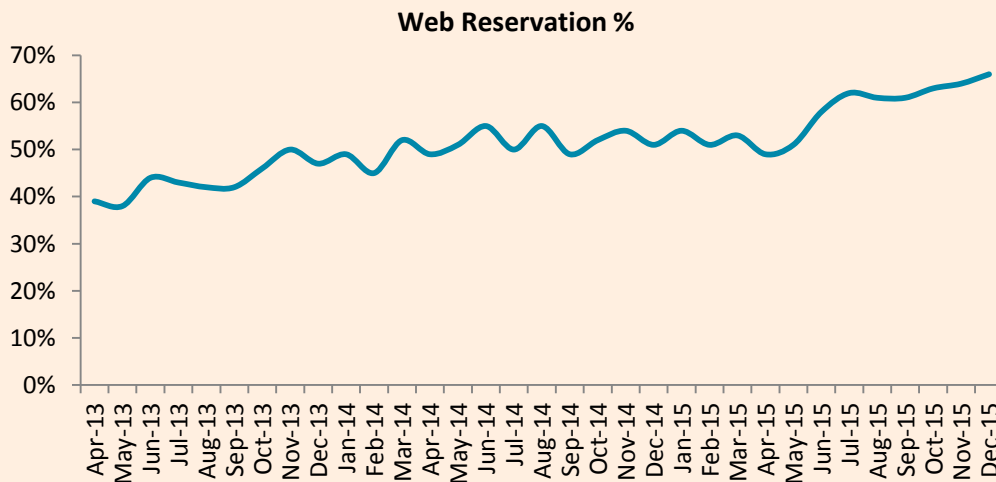
(All figures in Rs. Lakhs)

Particulars	Q3 FY 16	Q2 FY 16	Q3 FY 15	FY15
Income from operations	23,726	23,290	20,651	79,485
Non-operating income	374	347	304	1,271
Total income	24,100	23,637	20,955	80,756
Employee expenses	4,736	4,594	4,241	16,198
Sales & Marketing expenses	5,198	5,230	4,167	17,463
Depreciation	1,637	1,678	1,568	6,541
Rent	2,048	1,914	1,474	5,973
Other expenses	5,701	5,880	6,077	24,084
Total expenditure	19,320	19,296	17,527	70,259
PBT	4,780	4,341	3,428	10,497
PAT	3,126	2,893	2,347	7,902



Customer Delight

Customer delight at every touch point



- ❖ For YTD FY16, 92% of members who demanded a holiday ended up holidaying with us at least once. Besides, regular sample checks reveal that over 70% of them get their first choice of holiday.
- ❖ Web penetration at 66% in Q3 FY16, highest ever!
- ❖ For YTD FY16, a 15% increase was observed in the number of unique members availing a holiday over the previous year.

Thank you

Contact Information

investors@mahindraaholidays.com

www.clubmahindra.com

Corporate Office: Mahindra Towers, 1st Floor, 'A' Wing, Dr. G.M. Bhosle Marg, P.K. Kurne Chowk , Worli, Mumbai – 400 0018.
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