



October 28, 2016

MHRIL/SE/ 2016-17/212

Listing Compliance
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
BSE Limited
Floor 25, PJ Towers,
Dalal Street
Mumbai – 400 001
Scrip Code: 533088

Dear Sir,

Sub: Presentation on the Financial Results for the quarter and half year ended September 30, 2016

Pursuant to Regulation 30 of the Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015 ("SEBI Listing Regulations"), please find enclosed a presentation on the Financial Results of the Company for the quarter and half year ended September 30, 2016 to be made to the Investors / Analysts.

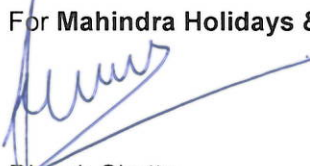
The aforesaid presentation is also being hosted on the website of the Company, www.clubmahindra.com in accordance with the Regulation 46 of the SEBI Listing Regulations.

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

Mahindra Holidays &
Resorts India Limited

Q2 FY17
Investor Presentation
Oct 28, 2016

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Quarter Q2 FY17 Performance

Q2 FY17 Highlights

- Total income at Rs 261.4 Crores vs. Rs 237.1 Crores in Q2'16
- PAT at Rs 32.80 Crores vs. Rs 26.93 Crores in Q2'16
- Added 4,314 members during the quarter
- Cumulative member base at 207K~



Results

Summary

Key indicators (no.)	Q2 FY 17	Q1 FY 17	Q2 FY 16	YOY
New Members - added	4,314	3,630	4,341	-1%
Cumulative Members	~207 K	~203 K	~190 K	8%

(All figures in Rs. Lakhs)

Key indicators	Q2 FY 17	Q1 FY 17	Q2 FY 16	YOY
Income	26,146	25,394	23,714	10.3%
Expenses	21,225	20,712	19,732	7.6%
PBT	4,921	4,682	3,982	23.6%
PAT	3,287	3,024	2,693	22.1%
Other Comprehensive Income (net of tax)	(7)	(11)	-	
Total Comprehensive Income (after tax)	3,280	3,013	2,693	21.8%

Income Break-up

(All figures in Rs. Lakhs)

Total Income	Q2 FY 17	Q1 FY 17	Q2 FY 16	YOY
Income from sale of VO	13,800	12,416	13,794	0.0%
ASF	5,505	5,283	4,486	22.7%
Resort Income	3,957	5,189	3,656	8.2%
Others	2,545	2,079	1,520	67.4%
Income from operation	25,807	24,967	23,456	10.0%
Non operating income	339	427	258	31.4%
Total Income	26,146	25,394	23,714	10.3%

Resort Details

Resort Details	Q2 FY 17	Q1 FY 17	Q2 FY 16	YOY
No of Resorts	46	46	45	2.2%
No of Rooms	3004	3004	2867	4.8%
Occupancy %	80%	89%	75%	6.7%
ARR (in Rs)	4,153	4,953	4,100	1.3%

(All figures in Rs. Lakhs)

Resort Income	Q2 FY 17	Q1 FY 17	Q2 FY 16	YOY
Room	601	1,021	622	-3.4%
F&B	2,596	3,201	2,339	11.0%
Holiday Activity & Others	760	967	695	9.4%
Total	3,957	5,189	3,656	8.2%

Profit & Loss Statement (Standalone)

(All figures in Rs. Lakhs)

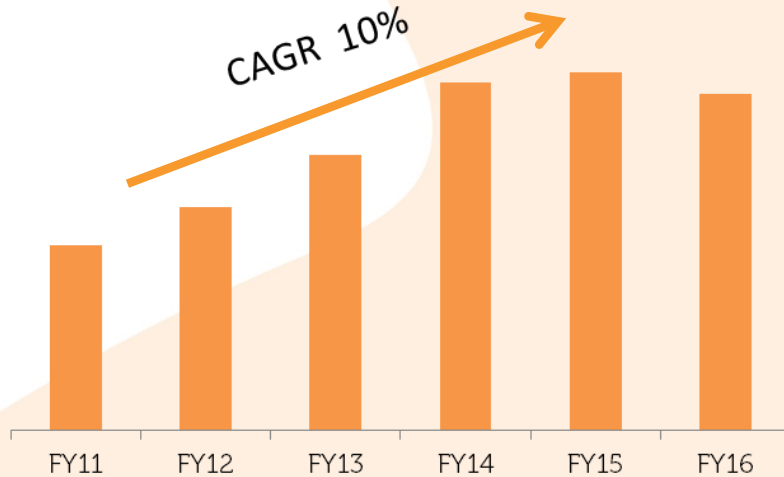
Particulars	Q2 FY 17	Q1 FY 17	Q2 FY 16
Income from operations	25,807	24,967	23,456
Non-operating income	339	427	258
Total income	26,146	25,394	23,714
Employee expenses	5,435	4,905	4,779
Sales & Marketing expenses	5,564	5,760	5,230
Depreciation	1,527	1,503	1,744
Rent	2,139	1,973	1,826
Other expenses	6,560	6,571	6,153
Total expenditure	21,225	20,712	19,732
PBT	4,921	4,682	3,982
PAT	3,287	3,024	2,693
Other Comprehensive Income (net of tax)	(7)	(11)	-
Total Comprehensive Income (after tax)	3,280	3,013	2,693



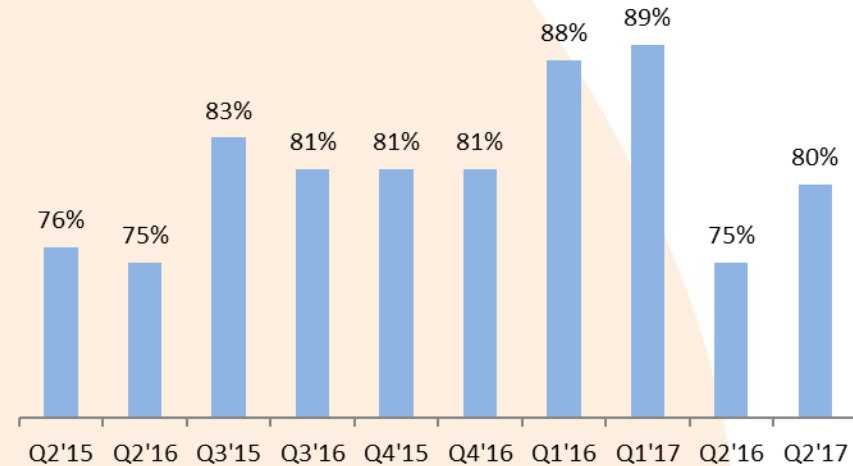
Customer Delight

Customer delight at every touch point

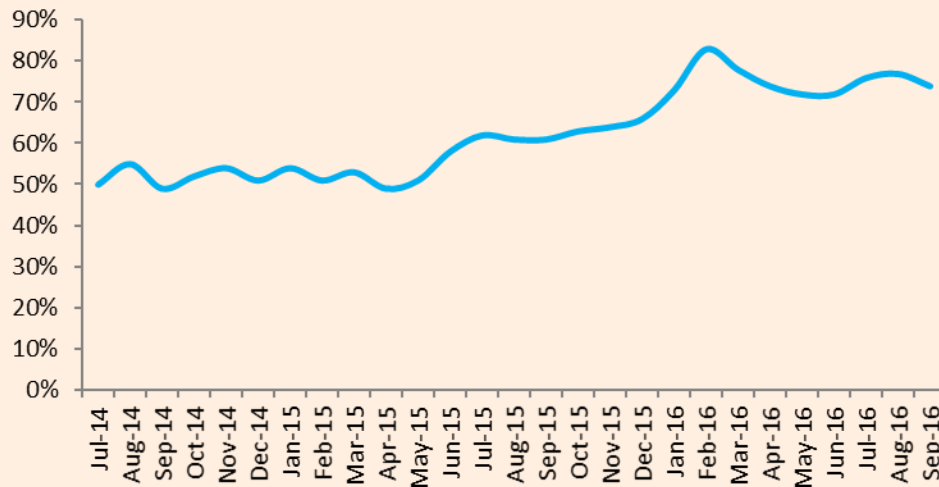
Upgrades



Occupancy %



Web Reservation %



- ❖ Web penetration at 75% in Q2 FY17, highest ever!
- ❖ New website for members launched
- ❖ For Q2 FY17, a 20% increase was observed in the number of unique members availing a holiday over the same period previous year.
- ❖ Steady Customers as Promoters Scores

Thank you

Contact Information

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www.clubmahindra.com

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