

SAMHI Hotels Ltd.

CIN:

L55101DL2010PLC211816 Regd. Office: Caspia Hotels Delhi, District Centre Crossing, Opp. Galaxy Toyota Outer Ring Road, Outer Ring Rd., Haider Pur, Shalimar Bagh, Delhi-110088. 13th August 2025

BSE Limited

Corporate Relationship Department

Phiroze Jeejeebhoy Towers, Dalal Street, Mumbai - 400 001, Maharashtra, India

National Stock Exchange of India Limited

Exchange Plaza, C-1, Block G, Bandra Kurla Complex, Bandra (East), Mumbai - 400 051, Maharashtra, India

Scrip Code: 543984 Scrip Code: SAMHI

Sub: Investor Presentation for Quarter 1 - FY 26

Dear Sir / Madam,

Please find attached the Investor Presentation on the performance of the Company for the Quarter 1 - FY 26.

This information is also being uploaded on the website of the Company i.e. https://www.samhi.co.in/

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

Thanking You.

Yours faithfully,

For **SAMHI Hotels Limited**

Sanjay Jain Senior Director- Corporate Affairs, Company Secretary and Compliance Officer

Correspondence: SAMHI Hotels Ltd. 14th Floor, Building 10C, Cyber City, Phase II, Gurgaon 122002, Haryana, INDIA

Tel: +91 124 4910100 Fax: +91 124 4910199 www.samhi.co.in





Investor Presentation Q1 FY2026

From the CEO's Desk



We are pleased to announce results for the period ending 30th June 2025. Despite a short period of interruption due to geopolitical issues, we continue to see good growth across our portfolio. This sets a strong base for future. Total revenue growth was ~13.0% with a consol. EBITDA growth of 18.6% over same period last year despite a moderate growth during the month of May. With strong growth in EBITDA and reduction in finance cost, we witnessed ~4.5x growth in PAT for the quarter.

Post the recently concluded transaction with GIC, we have strengthened our balance sheet to allow us focusing on growth. With a strong pipeline of assets under rebranding and/or completion, we are excited about overall prospects of our company. We also estimate a strong investible surplus available that will allow us to seek value accretive M&A and continued expansion through highly capital efficient variable leases.

We have also entered into an agreement to sell Caspia Hotel, New Delhi. This follows our stated strategy of capital recycling for improving returns for our shareholders. Since 2023 we have concluded over ₹2.1bn of asset sale at average EV/EBITDA multiple of ~20x & incremental ~₹7.5bn of minority dilution in favor of GIC. At the same time, we have invested/ committed to invest ₹10.0bn+ in new assets and rebranding which will be at a material premium in terms of returns.

As we grow SAMHI into being a market leader, we want to set clear protocol for transparency and clarity in our communications with all stakeholders. From this quarter, we have made a few key enhancements to our investor materials:

- We are now uploading a detailed Excel file containing all supporting data for your convenience on our website https://samhi.co.in/investor-relations/
- To avoid any ambiguity, we have streamlined our EBITDA representations by reporting only Consolidated EBITDA.
- All operating performance metrics are presented on a same-store basis (and highlighted in the color: orange), allowing for a more accurate reflection of business performance and comparability.

We remain committed to disciplined growth, operational excellence, clear communication and excited about the prospects for SAMHI.

Thank you for your continued support.

Ashish Jakhanwala

1: Refer to slide 43 for the list of same store hotels Page 2

Q1FY26 Highlights



RevPAR ¹	Total Income
₹4,760	₹2,873mn
+ 10.3% YoY	+ 13.0% YoY
Consol. EBITDA	PAT ²
₹1,056mn	₹192mn
+18.6% YoY	+ 353.8% YoY

Continued growth of key performance indicators & strong financial performance despite interruption in the month of May on account of geopolitical events

■ YoY Revenue Growth % 13.6% 11.7% 4.2% April'25 June'25

Growth affected due to geopolitical disruptions

Business performance in May 2025 was temporarily affected due to geopolitical events, leading to a short-term deviation

From June 2025, year-on-year performance metrics reverted to April 2025 levels, indicating a return to normal operating conditions





Macro Dynamics

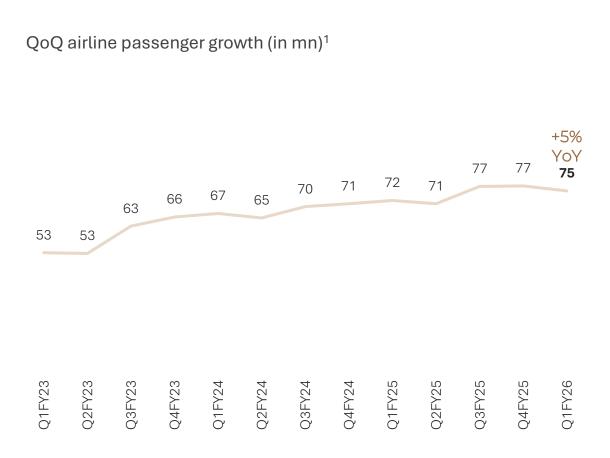
Robust commercial activity across key markets

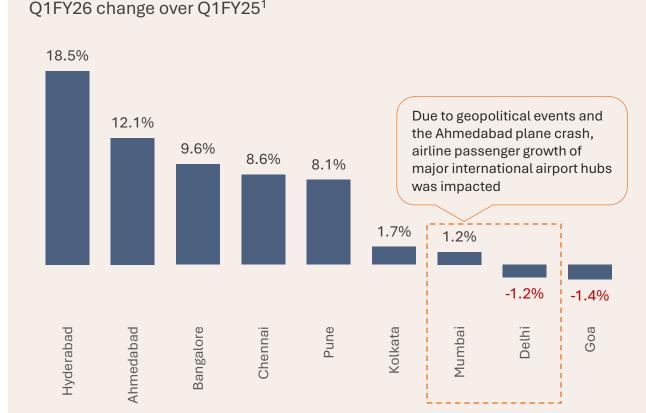


4 Key Markets (Bangalore, Hyderabad, Pune, Delhi NCR) captured ~62% of the total absorption in Q1FY26

Contribute ~77% to SAMHI's **Q1FY26** Asset Income

Travel disruptions affected key cities due to geopolitical tensions







Performance Summary

Sustained Revenue and EBITDA Growth

		FY2025			FY2026
	Q1	Q2	Q3	Q4	Q1
Total Income	2,568	2,705	2,987	3,236	2,873
YoY growth	33.5%	21.2%	9.3%	11.6%	13.0%
Consol. EBITDA	934	1,016	1,177	1,307	1,056 ⁴
YoY growth	43.7%	37.6%	15.5%	21.4%	18.6%
Depreciation	(299)	(288)	(291) ¹	(290)	(291)
Finance Cost	(556)	(562)	(617)2	(553)	(506)
PBT (excl. exceptional items)	35	122	224	420	259
PAT	42	126	228	459 ³	192 ⁵

■ 5. PAT attributable to SAMHI is ~₹173mn and minority interest is ~₹19mn

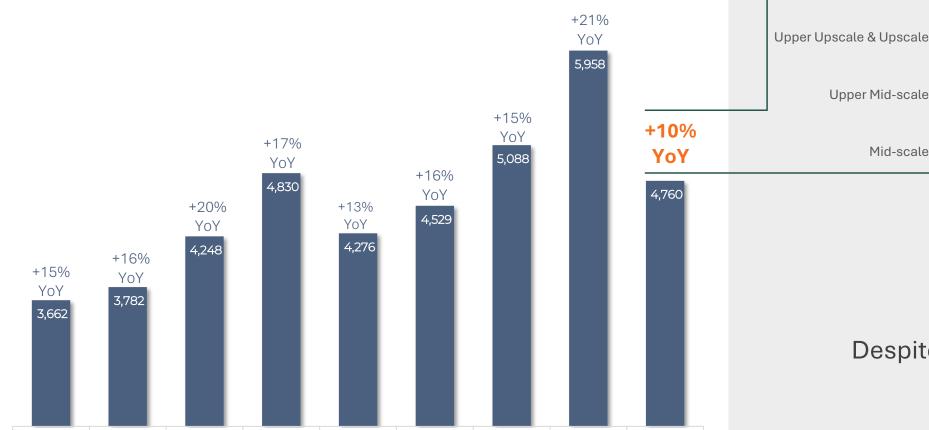
^{1.} Depreciation Cost includes an additional depreciation of ₹5mn for Trinity Hotel in Bangalore, which was acquired in Oct*24

^{2.} Interest Cost includes one-time non-cash impact of ₹65mn on account of refinancing a high-cost term-loan, which would result in an annual interest saving of ~₹160mn

^{3.} Deferred tax asset creation impact considered in PAT

^{4.} Includes the impact of one-time transaction expense of ~₹21mn relating to GIC JV, loss in Sheraton Commercial revenue due to its conversion to 42 apartments of ~₹18mn and loss due to sale of FPS Chennai OMR of ~₹3mn

Double-digit RevPAR growth amid geopolitical headwinds



Despite some interruptions, our portfolio delivered strong RevPAR growth

11%

11%

7%

Segment wise RevPAR growth³ (Q1FY26 YoY)

O3FY25²

O2FY251

O1FY24

02FY24

O3FY24

04FY24

O1FY251

O1FY26³

O4FY25²

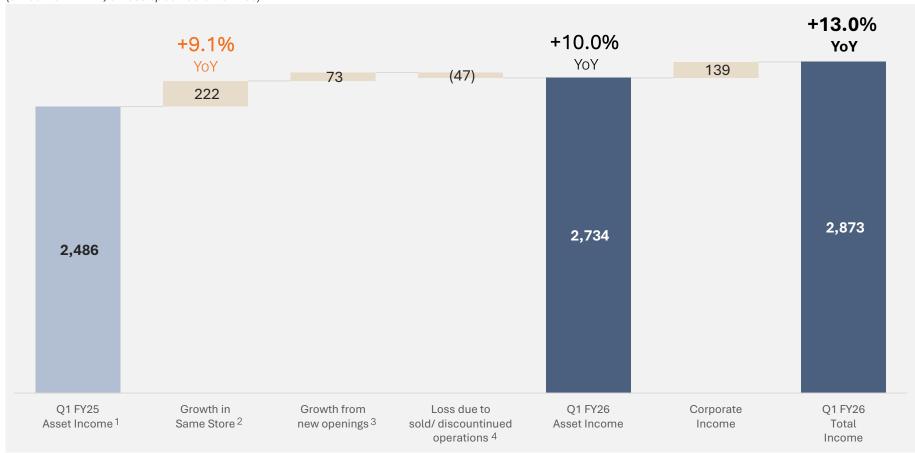
^{1.} Based on same-store, i.e., excludes the ACIC Portfolio acquired in Aug'23, and Caspia Pro, Greater Noida (which was under renovation and later reopened in Dec'24 as Holiday Inn Express)

^{2.} Based on same-store, i.e., excludes the ACIC Portfolio acquired in Aug'23, Trinity acquired in Oct'24, HIEX Greater Noida (reopened in Dec'24 and Caspia Delhi (under renovation)

^{🌒 🌑 3.} Based on same-store, i.e., excludes the Four Points by Sheraton, Chennai OMR sold in Feb'25, Trinity acquired in Oct'24, HIEX Greater Noida (reopened in Dec'24), HIEX Kolkata (opened in May'25), Caspia Delhi (discontinued operation) and Sheraton Commercial

Q1FY26 - Total Income bridge





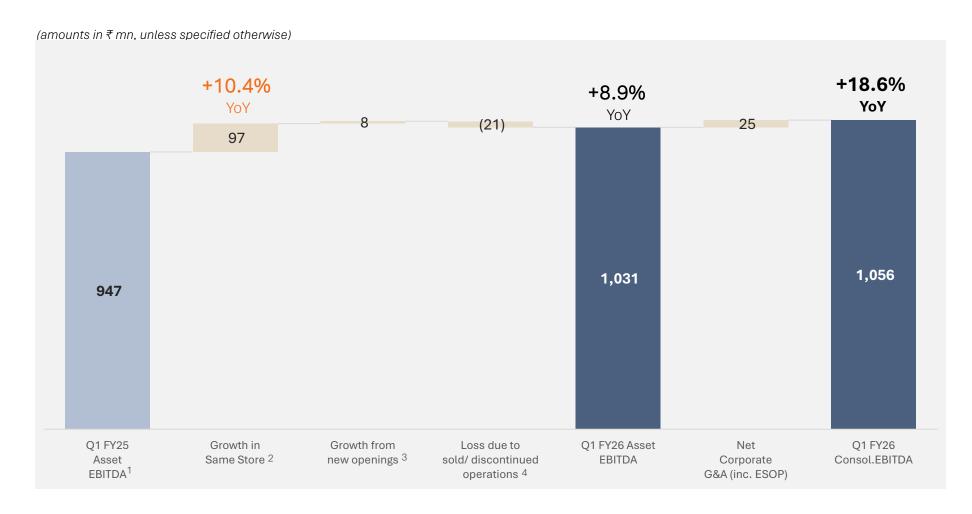
Recorded healthy same store growth of 9.1% with a total income growth of 13.0%

^{1.} Q1FY25 Asset Income is adjusted for Caspia Delhi numbers.

^{2.} Same-store excludes the Four Points by Sheraton, Chennai OMR sold in Feb'25, Trinity acquired in Oct'24, HIEX Greater Noida (reopened in Dec'24), HIEX Kolkata (opened in May'25), Caspia Delhi (discontinued operation) and Sheraton Commercial

^{3.} Includes Trinity, HIEX Greater Noida and HIEX Kolkata

Q1FY26 – Consol. EBITDA bridge



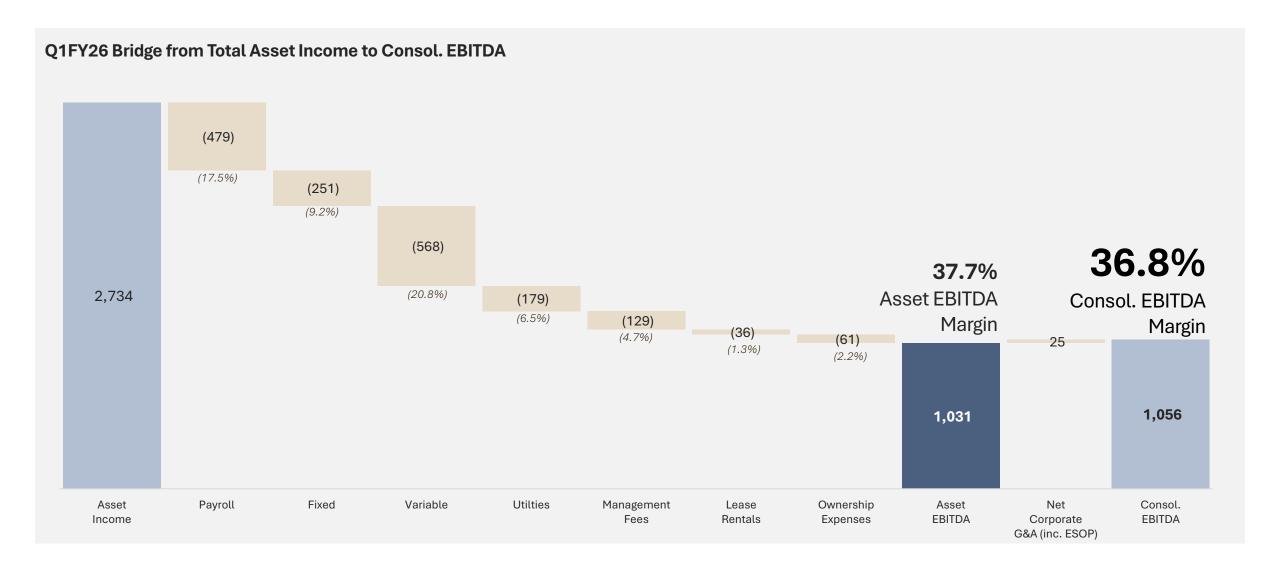
Recorded strong flowthrough with same store EBITDA growth of 10.4% with a consol. EBITDA growth of 18.6%

^{1.} Q1FY25 Asset Income is adjusted for Caspia Delhi numbers.

^{2.} Same-store excludes the Four Points by Sheraton, Chennai OMR sold in Feb'25, Trinity acquired in Oct'24, HIEX Greater Noida (reopened in Dec'24), HIEX Kolkata (opened in May'25), Caspia Delhi (discontinued operation) and Sheraton Commercial

^{3.} Includes Trinity, HIEX Greater Noida and HIEX Kolkata

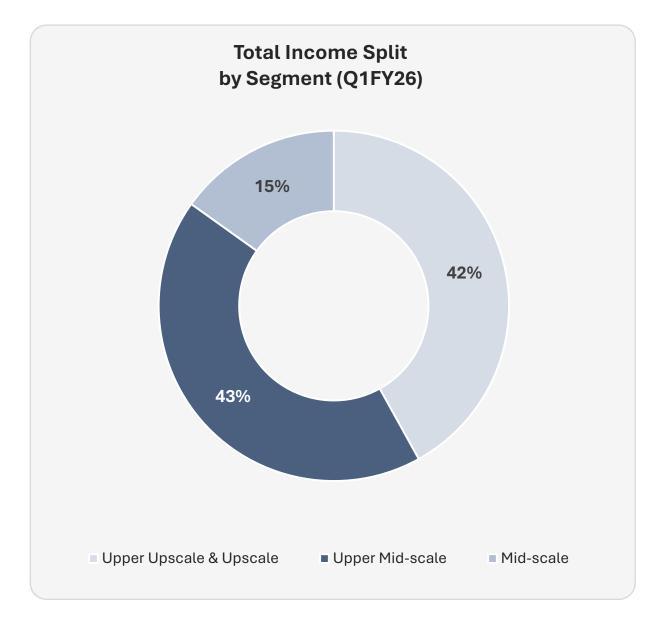
Operational Efficiency



Note: All values in ₹mn, unless specified otherwise

Segmentation Mix

On-going rebranding/ renovations to increase upscale share from ~42% to ~60% by FY2029, giving boost to our overall revenue per key





Segment Performance

Stable: Y-o-Y change of +/-200bps;

▲ **Upward:** Y-o-Y increase of between 200 – 700bps;

★ Strong Upwards: Y-o-Y increase of more than 700bps;

▼ Downward: Y-o-Y decrease of between 200 – 700bps; and

Strong Downwards: Y-o-Y decrease of more than 700bps

	Upper Upscale & Upscale	Upper Mid-scale	Mid-scale
	Individually stylized hotels catering to high-end business travelers. Provide extensive dining options and large social and meeting venues	Prototypical design for efficiency and scalability; cater to a wide spectrum of travelers. Can cater to medium sized meeting and social events.	One of the most efficient hotel products in market; highly scalable. Focus on high quality and affordable room and breakfast
Hotels	5	15	12
Rooms	1,086	2,189	1,673
Occupancy ¹ (%)	75%	74%	74%
ARR¹ (₹)	10,122	6,350	3,638
RevPAR¹ (₹)	7,576	4,515	2,684

^{1.} Based on same-store, i.e., excludes the Four Points by Sheraton, Chennai OMR sold in Feb'25, Trinity acquired in Oct'24, HIEX Greater Noida (reopened in Dec'24), HIEX Kolkata (opened in May'25), Caspia Delhi (discontinued operation) and

Sheraton Commercial



Growth Projects

Continued asset recycling for effective capital allocation

FY25 FY26 FY23



Fairfield

Four Points Chennai (OMR) Chennai (OMR)



Caspia Delhi

Asset Monetization

₹963 mn

₹ 535 mn

₹ 650 mn



Bangalore (ORR)

Pune



Westin-Tribute Bangalore (Whitefield)

Asset / SPV Dilution

~₹7,500mn

Asset monetization of more than ₹2,100 million has been achieved at an average EV-to-EBITDA of ~20x

Raised additional ~₹7,500 million from GIC through minority dilution in selected SPVs

Company has active opportunities to redeploy capital. We continue to see investment opportunities at significantly higher RoCE/ yields.

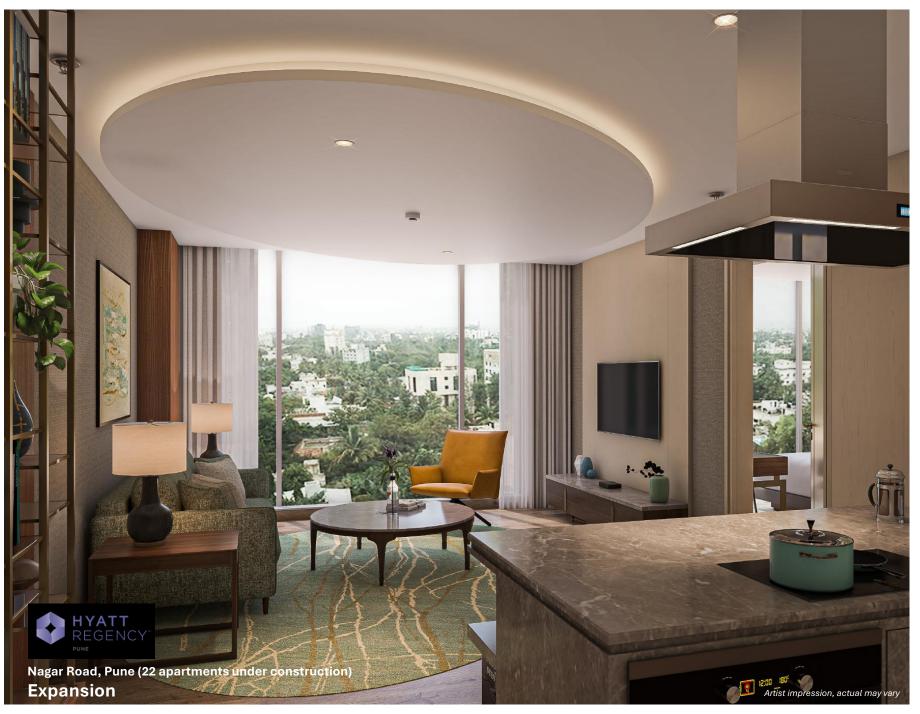
Internal growth projects to accelerate future growth

4,948¹ current operational rooms

Rebranding of 473 rooms and addition of 596

rooms through combination of expansion and
new opening to aid revenue expansion

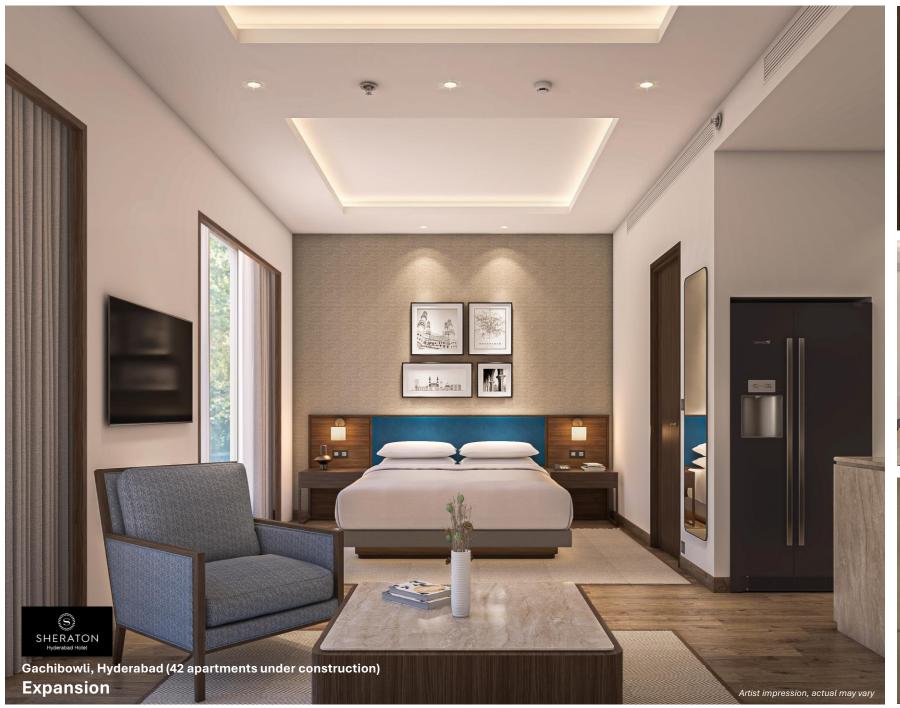
#	Hotel	Segment	Growth Project	FY26 FY27	FY28	FY29
1	Holiday Inn Express, Greater Noida (Operating)	Mid-scale	Rebranding	133		
2	Holiday Inn Express, Kolkata (Operating)	Mid-scale	New Opening	113		
3	Sheraton, Hyderabad (Operating)	Upscale	Expansion	12		
4	Holiday Inn Express, Whitefield, Bangalore	Mid-scale	Expansion	56		
5	Sheraton, Hyderabad	Upscale	Expansion	42		
6	Hyatt Regency, Pune	Upscale	Expansion	22		
6	W, HITEC City, Hyderabad	Upscale	New Opening	170		
7	Courtyard by Marriott , Pune	Upscale	Conversion from Four Points by Sheraton	217		
8	Tribute Portfolio by Marriott, Whitefield, Bangalore	Upscale	Rebranding from Trinity		142	
9	Tribute Portfolio by Marriott, Jaipur	Upscale	Rebranding from Four Points by Sheraton		114	
10	Fairfield by Marriott, Sriperumbudur, Chennai	Upper mid-scale	Expansion		86	
11	Westin, Whitefield, Bangalore	Upscale	New Opening			220







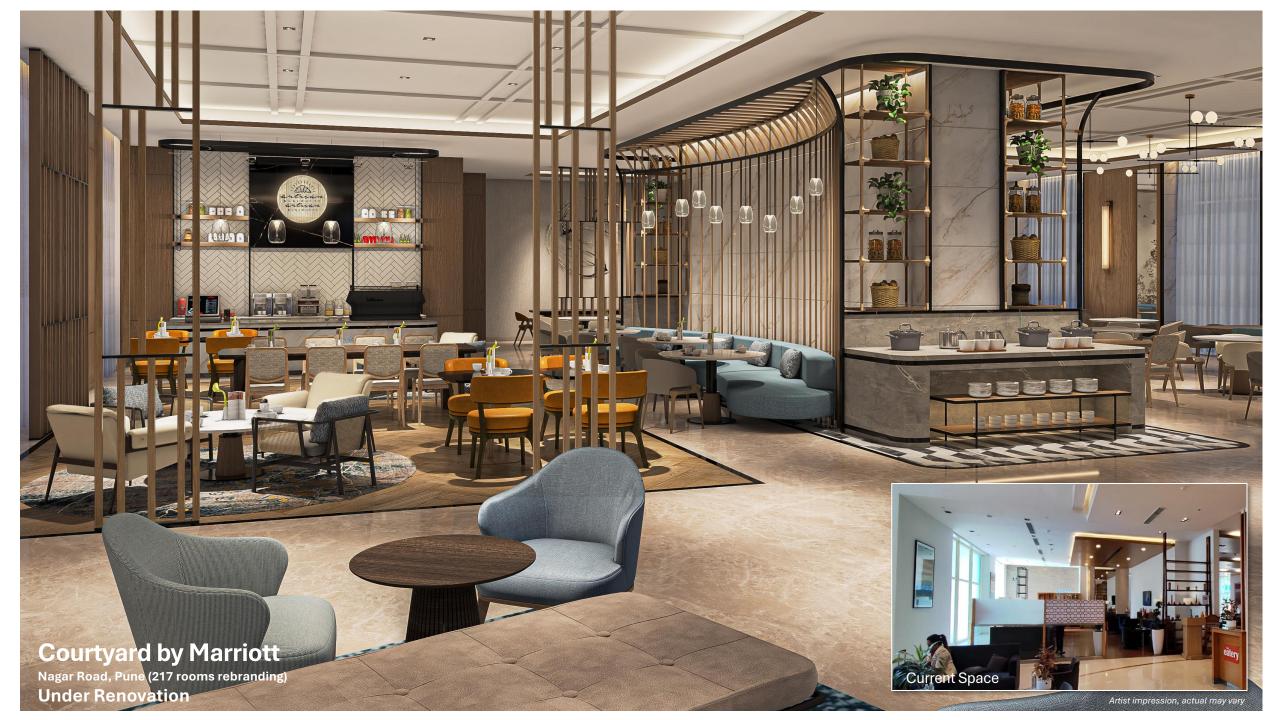






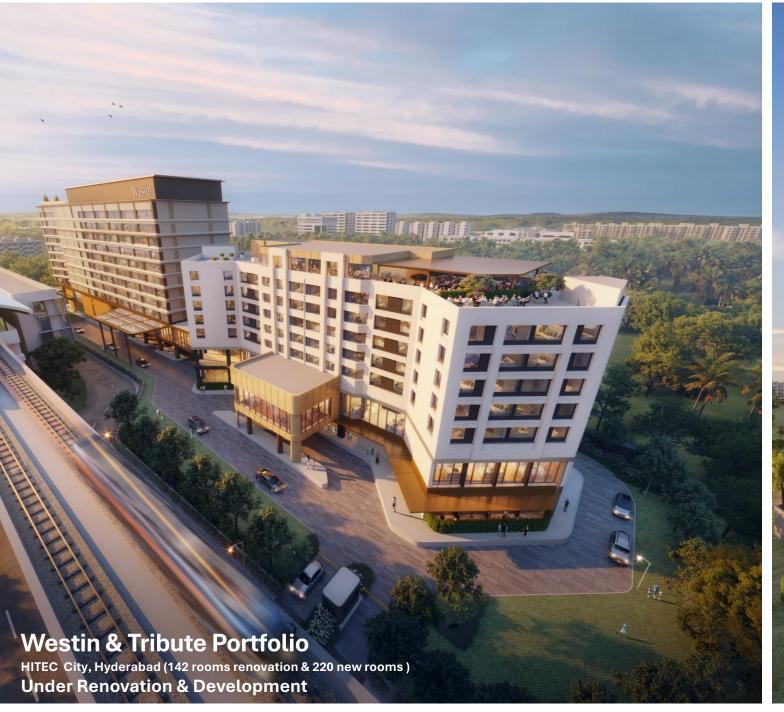








W
HITEC City, Hyderabad (170 rooms)
Under Development





Established capacity to fuel growth

Portfolio	FY25 Actuals	FY25 Proforma
Same Store Assets ¹	10,175	10,175
Execution Pipeline	1,049	Assuming FY2025 RevPAR & margins 5,125
Consolidated Income	~11,500	~15,300
Consolidated EBITDA	~4,430 (39% margin)	~6,300 (41% margin)

Even assuming no growth in RevPAR from FY2025 levels, installed capacity to deliver a top line of ₹15,300mn with

margins of ~41% - implied EBITDA of

~₹6,300mn

Positioned for revenue expansion

New acquisitions using investible surplus



₹22,000 – 22,500mn Market Growth & Margin Expansion

₹15,000 – 15,300mn Installed Capacity (FY25)

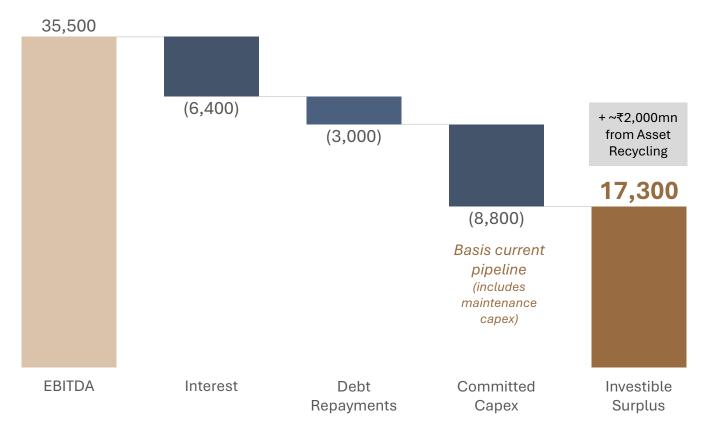
₹11,500mn FY25 Actual

Multiple levers

in place to expand revenue base over FY25



Large Corpus of Investible Surplus to Accelerate Growth



₹17,000mn+

Investible Surplus over the next 5 years

Growth through tactical M&A and long-term leases

FY2026 - FY2030

Assumes **13-15% p.a.** Revenue Growth CAGR

External GrowthUpscale Assets

Partnership with GIC for Upscale and higher hotel assets

Commitment to invest ~₹7,500mn

(~₹5,800 received) and acquire 35% in three of SAMHI's subsidiaries (comprising the seed assets which include 4 operating hotels and 1 under-development)

Marquee Capital Partner

Upscale assets are capital intensive and with a strong partner in GIC, we have ability to grow this platform beyond the seed assets and accelerate our growth path beyond the current pipeline

Unlocks Free Cash Flow

Significant boost to future cashflows due to reduction in debt and part funding of Westin / Tribute Portfolio Bengaluru Whitefield capital expenditure by GIC

Network Effect & Governance

GIC brings unparalleled institutional capabilities and corporate governance standards for us to benefit from

External Growth Mid-scale Assets

 Image: section of the content of the

Continued focus on larger business districts

Target large scale assets with 200-400 room inventory to accelerate future revenue base and improve operating margins

 7

Expansion through capital efficient lease model

Secure long-term leases with built-to-suit projects, modular large-scale hotels

7

Enhanced operating leverage through scale

Growth of the Fairfield by Marriott and Holiday Inn portfolios to allow for increased economies of scale through their respective cluster management leading to margin expansion



Summary Financials

Financial Summary

(Consolidated P&L)

Q1FY26 EBITDA was impacted by:

- One time income of ~₹91mn on account of write-off of unamortized premium towards repayment of minority interest instrument in a subsidiary
- One-time SAMHI-GIC JV transaction expense: ~₹21mn
- Loss in SHH Commercial revenue due to its conversion to 42 apartments: ~₹18mn
- Loss due to sale of FPS Chennai OMR: ~₹3mn

Also includes ESOP expense of ~₹24mn

This includes net P&L impact for Caspia, Delhi which has been recognized under "discontinued operations"

	Q1FY26	Q1FY25	Change%
Total Income	2,873	2,542	+13.0%
Consolidated EBITDA	1,056	891	+18.6%
EBITDA Margin	36.8%	35.0%	
Depreciation & Amortization	(291)	(297)	
Finance cost	(506)	(539)	
PBT (before exceptional items)	259	56	+366.6%
Exceptional Items	-	-	
Profit/ (Loss) from discontinued operations	(28)	(21)	
PBT	231	35	
Tax Expense	(39)	8	
DAT	400	40	.050.00/
PAT	192	42	+353.8%
Attributable to SAMHI	173	42	
Attributable to Minority Interest	19	-	

FY25	
11,387	
4,251	
37.3%	
(1,157)	
(2,223)	
872	
(194)	
(71)	
607	
248	
855	
855	
-	

Financial Flexibility

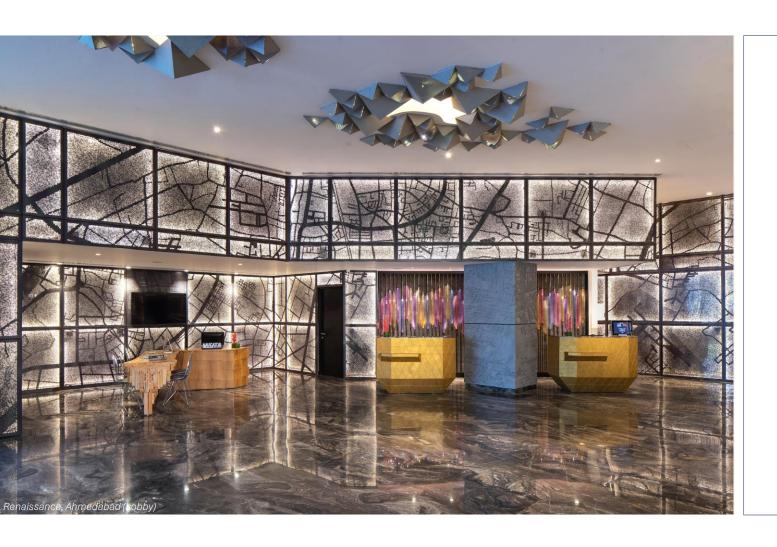


^{1.} Excluding ESOP & One-time Expenses

^{2.} Capital allocated towards W, HITEC Hyderabad, Trinity Bangalore, HIEX Greater NOIDA and HIEX Kolkata, HRP Apartments, Sheraton Rooms & Apartments, HIEX, Whitefield Bangalore and Hyatt Place Gurgaon Renovation

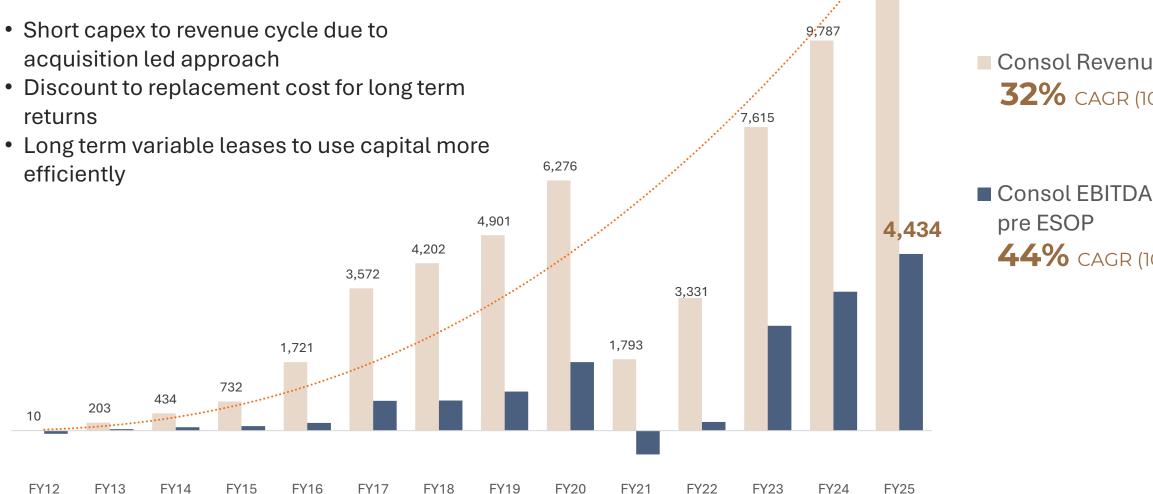
^{4.} Does not include non-cash finance cost items such as interest on lease, EIR, etc. which are charged to P&L

^{5.} Excludes Caspia Delhi EBITDA on TTM basis



About Us

Acquisition led strategy has delivered scale



■ Consol Revenue

11,497

32% CAGR (10 yrs.)

44% CAGR (10 yrs.)

Note: All values in ₹mn, unless specified otherwise

Our portfolio spans across price points capturing a wide segment of travelers



Mid-scale

Unique portfolio of assets with a 14 sq. mt. room but competing with much larger room products in the market

Low footprint and capex per key, coupled with high operating efficiency give us tremendous headroom to grow



Upper Mid-scale

Bridge to high-end hotels. Maintain efficiency of Mid-scale but allow us to leverage the market opportunity



Upper Upscale & Upscale

Individually curated hotels capturing the high-end travelers, MICE and local dining business

Driven by conversions given complexities of development

Upper Upscale & Upscale

5 Hotels +5 under development

1,086 Rooms

(+930 under development/ rebranding)

₹1,152mn Revenue (Q1FY26)

Operating

















Bengaluru

TRIBUTE PORTFOLIO

WESTIN









W **HOTELS** Hyderabad

Upper Mid-scale

15 Hotels

2,189 Rooms

(+86 under development and inc. 473 under rebranding)

₹1,167mn Revenue (Q1FY26)



















Mid-scale

12 Hotels

1,673 Rooms

(+56 under development)

₹415mn Revenue (Q1FY26)















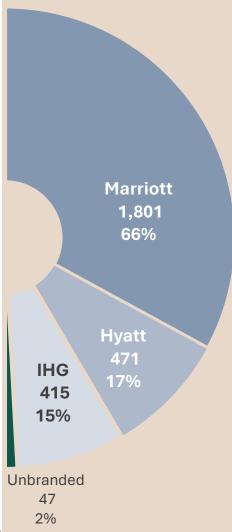




Dominant share with leading operators

Our hotels operate under some of the most well recognized global hotel brands

This gives us access to loyalty programs, distribution and high degree of customer affinity













Upcoming Brands



WESTIN
HOTELS & RESORTS











Team that built the business



Ashish Jakhanwala Chairman, MD & CEO

- Experience across hotel operations, design, consulting and investment
- Previously worked at InterGlobe Hotels (Director, Development) and Pannell Kerr Forster (Consultant)

12+ yrs



Manish Bhagat VP - Finance

12+ yrs
In SAMHI



Rajat Mehra CFO

- Previously worked with Religare Corporate Services as an EVP -Finance
- CA with diploma in Management from IGNOU

1+ yrs In SAMHI



Ayush Singhal
VP - Finance

13+ yrs In SAMHI



Sanjay Jain
Senior Director, Corporate Affairs,
Company Secretary and
Compliance Officer

- Previously worked with Beekman Helix India and DLF
- B.Com from University of Delhi, Cost Acct. and CS

10+ yrs
In SAMHI



Sangeeta Mohan VP – Asset Management

14+ yrs In SAMHI



Gyana DasEVP & Head of Investments

- Previously worked with InterGlobe Hotels
- Masters in City Planning; IIT, Kharagpur & Bachelors in Architecture; NIT, Nagpur

1+ yrs In SAMHI



Gaurav Mishra
GM – Asset Management

8+ yrs In SAMHI



Tanya Chakravarty
General Counsel

- Previously worked with Phoenix Legal and Unitech
- Bachelor's degree in law from Army Institute of Law, Mohali

6+ yrs In SAMHI



Nakul Manaktala VP – Investment

Strong governance with highly experienced board members





- Accor
- Interglobe Hotels
- Pvt. Ltd.
- Pannel Kerr
 Forster
 Consultants Pvt.
 Ltd.



Manav Thadani Non-Executive & Non-Independent Director

- Hotelivate Pvt. Ltd.
- HVS Licensing LLC



Ajish Abraham Jacob Non-Executive & Non-Independent Director

- Asiya Capital Investments Company K.S.C.P.
- Albazie & Co (RSM)
- Ernst & Young



Michael David Holland Independent Director

- Nexus Select Mall Management
- Embassy Office
 Parks Management
 Services Pvt. Ltd.
- Assetz Property
 Management
 Services Pvt. Ltd.
- JLL



Aditya Jain Independent Director

- International Market Assessment (India) Pvt. Ltd.
- PR Pandit Public Relations Pvt. Ltd.
- Chemplast Sanmar Ltd.



Archana Capoor Independent Director

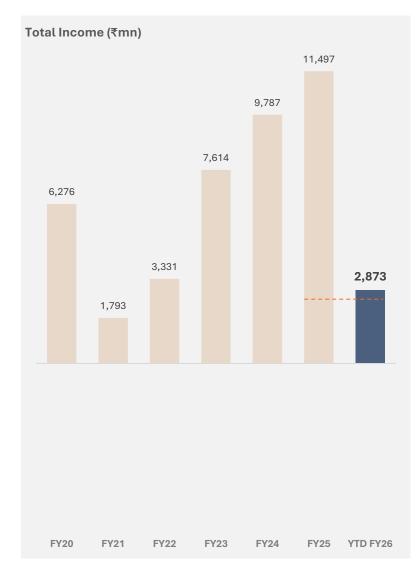
- Tourism Finance
 Corporation of
 India
- Birla Cable Limited
- S Chand and Company Ltd.
- Sandhar Technologies Ltd.

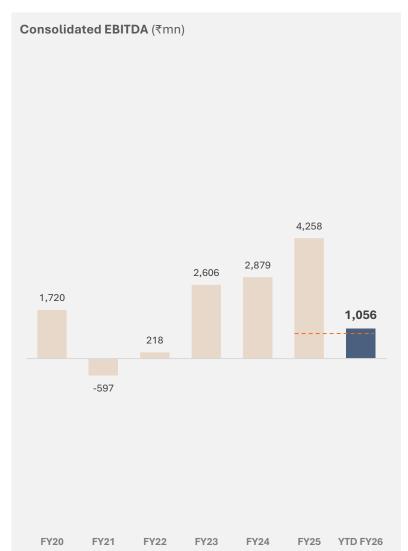


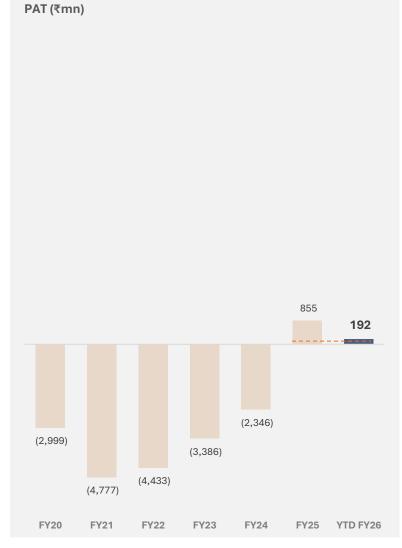
Krishan Dhawan
Independent
Director

- Bank of America
- Oracle India

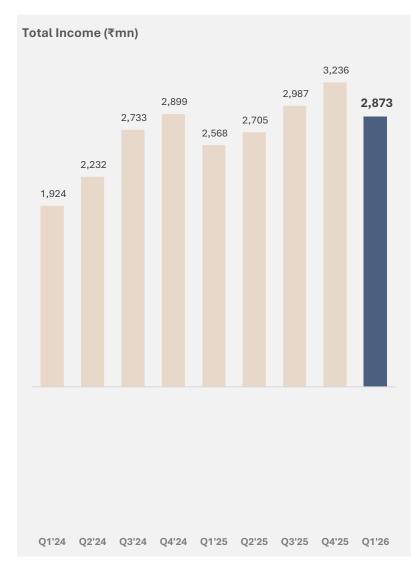
Historical Consolidated P&L Summary

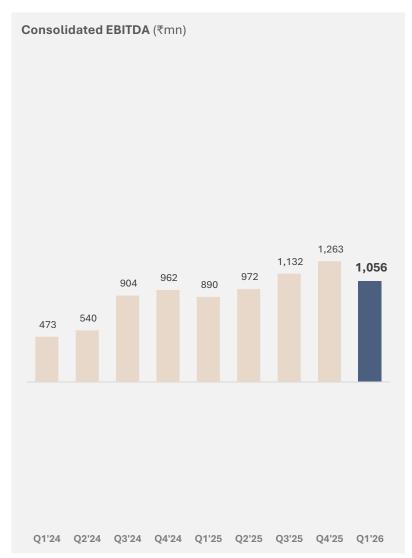


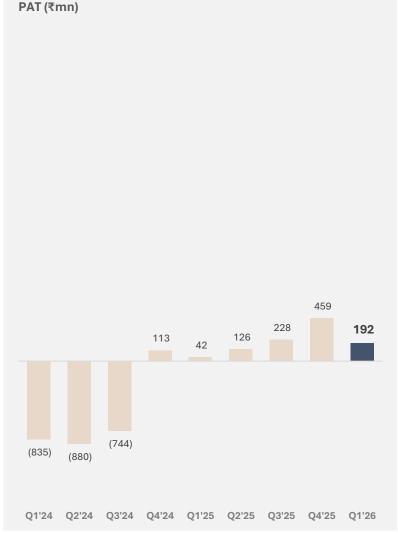




Historical Consolidated Quarterly P&L Summary







Glossary

#	Hotel Brand	City	Location	Operator	Segment	Operating Rooms	Addition/ Renovation
1	Hyatt Regency [™]	Pune	Nagar Road	Hyatt	Upper Upscale	301	22
2	Renaissance	Ahmedabad	SG Highway	Marriott	Upper Upscale	155	-
3	Sheraton	Hyderabad	Gachibowli	Marriott	Upscale	284	42
4	Courtyard by Marriott	Bangalore	Outer Ring Road	Marriott	Upscale	170	-
5	Hyatt Place™	Gurugram	Udyog Vihar	Hyatt	Upscale	176	-
6	Four Points by Sheraton	Visakhapatnam	City Center	Marriott	Upper Mid-scale	123	-
7	Fairfield by Marriott	Bangalore	Whitefield	Marriott	Upper Mid-scale	104	-
8	Fairfield by Marriott	Bangalore	City Center	Marriott	Upper Mid-scale	148	-
9	Fairfield by Marriott	Bangalore	Outer Ring Road	Marriott	Upper Mid-scale	166	-
10	Fairfield by Marriott	Coimbatore	Airport	Marriott	Upper Mid-scale	126	-
11	Fairfield by Marriott	Chennai	Sriperumbudur	Marriott	Upper Mid-scale	153	86
12	Fairfield by Marriott	Pune	Kharadi	Marriott	Upper Mid-scale	109	-
13	Fairfield by Marriott	Goa	Anjuna	Marriott	Upper Mid-scale	130	-
14	Holiday Inn Express	Ahmedabad	SG Road	IHG	Mid-scale	130	-
15	Holiday Inn Express	Bangalore	Whitefield	IHG	Mid-scale	161	56
16	Holiday Inn Express	Pune	Hinjewadi	IHG	Mid-scale	104	-
17	Holiday Inn Express	Gurugram	Sohna Road	IHG	Mid-scale	205	-
18	Holiday Inn Express	Pune	Pimpri	IHG	Mid-scale	142	-
19	Holiday Inn Express	Hyderabad	Hi-tech City	IHG	Mid-scale	150	-
20	Holiday Inn Express	Nashik	Ambad	IHG	Mid-scale	101	-
21	Holiday Inn Express	Hyderabad	Banjara Hills	IHG	Mid-scale	170	-
22	Holiday Inn Express	Bangalore	Tumkur Road	IHG	Mid-scale	115	-
23	Holiday Inn Express	Chennai	Thoraipakkam	IHG	Mid-scale	149	-
24	Fairfield by Marriott	Hyderabad	Gachibowli	Marriott	Upper Mid-scale	232	-
25	Four Points by Sheraton	Pune	Viman Nagar	Marriott	Upper Mid-scale	217	Rebranding
26	Fairfield by Marriott	Ahmedabad	Ashram Road	Marriott	Upper Mid-scale	147	-
27	Four Points by Sheraton	Jaipur	City Square	Marriott	Upper Mid-scale	114	Rebranding
28		Chennai	Mahindra World Centre	Marriott	Upper Mid-scale	136	-
	Sub-total (Same Store Portfolio)					4,418	206
29	Caspia	New Delhi	Shalimar Bagh	SAMHI	Upper Mid-scale	142	-
30	Holiday Inn Express	Greater Noida	Knowledge Park	IHG	Mid-scale	133	-
31	Holiday Inn Express	Kolkata	Rajarhat	IHG	Mid-scale	113	-
32	Tribute Portfolio	Bangalore	Whitefield	Marriott	Upper Mid-scale	142	-
33	Westin	Bangalore	Whitefield	Marriott	Upper Upscale	-	220
34		Hyderabad	HITEC City	Marriott	Upper Upscale	-	170
	Sub-total (Others)					530	390
						4.0.10	
	Grand Total					4,948	5,544

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The equity shares of SAMHI Hotels Ltd. were listed on National Stock Exchange of India Ltd. (NSE) and BSE Ltd. (BSE) on 22 September 2023. Accordingly, the unaudited standalone and consolidated financial results for the quarter ended 30 June 2025 has been drawn up in accordance with the requirement of Regulation 33 of the Listing Regulations.





Company

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Thank You