



CORPORATE PRESENTATION

ASIAN HOTELS (WEST) GROUP

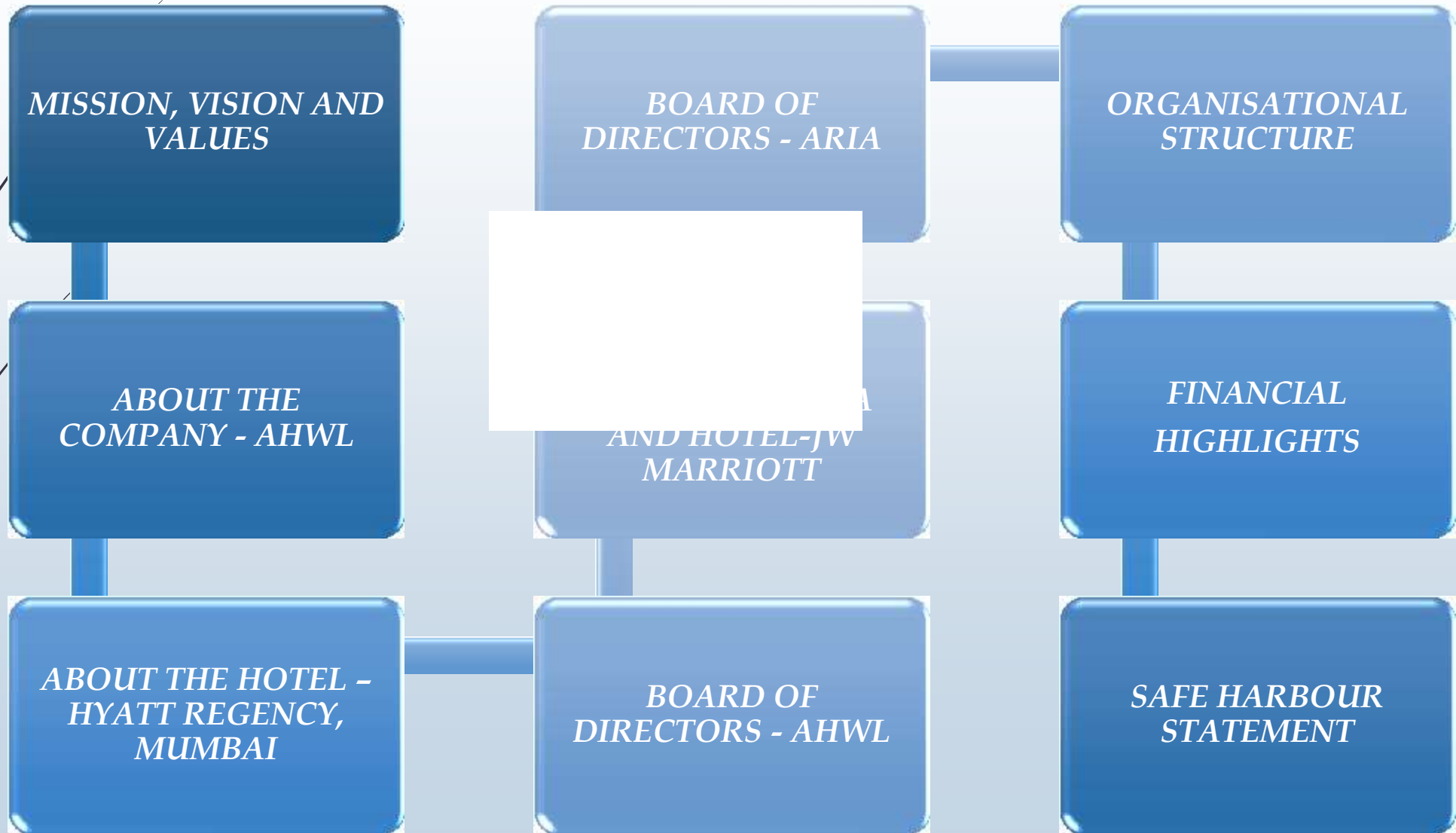
**Asian Hotels (West)
Limited**

- **Holding Company**
- **Owners of Hyatt Regency, Mumbai**

**Aria Hotels and
Consultancy Services
Pvt. Ltd**

- **Subsidiary Company**
- **Owners of JW Marriott, New Delhi**

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MISSION, VISION AND VALUES

- To be recognised as the most successful provider of services to our customers.

VISION



- To deliver a consistent level of product and service, which is excellent, innovative and customer driven. We will BE RECOGNISED for astute asset management and profitability.

MISSION



- Nurture and develop our principal asset – our people.
- empower and equip our people to achieve our goals.
- reward outstanding effort and initiative.
- encourage innovation and an entrepreneurial spirit.
- respect local culture.
- manage with humility.

VALUES





ABOUT THE COMPANY - AHWL

- ▶ Asian Hotels (West) Limited was incorporated on January 8, 2007 as Chillwinds Hotels Private Limited, under the Companies Act, 1956, with the Registrar of Companies, NCT of Delhi and Haryana.
- ▶ The Company entered into a Scheme of Arrangement and Demerger with M/s Asian Hotels Limited (owners of Hotel Hyatt Regency Delhi, Hyatt Regency Mumbai and Hyatt Regency Kolkata) which became effective on February 11, 2010.
- ▶ On the scheme becoming effective the Mumbai undertaking (Hyatt Regency Mumbai) of the Asian Hotels Limited was demerged and vested in the Company. The name of the Company was changed to Asian Hotels (West) Limited w.e.f February 12, 2010 pursuant to the scheme.
- ▶ Asian Hotels (West) Limited is a Public Limited Company listed on the Bombay Stock Exchange (BSE) and the National Stock Exchange (NSE).
- ▶ The Company is having one subsidiary company - "Aria Hotels and Consultancy Services Pvt. Ltd." (Aria)

HYATT REGENCY, MUMBAI





HYATT
REGENCY
MUMBAI

ABOUT THE HOTEL

- ▶ Hyatt Regency-Mumbai (HRM), is a 5 Star Deluxe Hotel with 401 rooms and large banquet facilities.
- ▶ HRM is the Mumbai's premier gateway hotel. Located adjacent to Mumbai's international airport and 15 minutes from the domestic terminals, the hotel is in close proximity to the business, shopping and commercial centers of North Mumbai. The hotel is also host to Club Prana Spa.
- ▶ It caters mainly corporate guests, groups from both Corporate as well from social, convention and leisure market segments couples with individual guests. The guests come from almost all sectors like banking, infrastructure, insurance, chemical, Pharma, food processing, airlines etc. further comprising of Indian as well foreigners.
- ▶ HRM represents the hospitality business of the Hyatt Group of Hotels in India.



BOARD OF DIRECTORS

- ▶ Asian Hotels (West) Limited is a professionally managed organization. The Company functions under the control of a Board of Directors.
- ▶ The promoter Mr. Sushil Gupta has over three decades of experience in the hotel and hospitality industry and enjoys good credit standing with banks and financial institutions.
- ▶ The day to day matters are looked after by qualified key personnel, under the supervision of the Chairman and Managing Director.

EXECUTIVE DIRECTORS



Mr. Sushil Kumar Gupta, Chairman & Managing Director

- Businessman, F.S.C., Certified Hotel Administrator (CHA)
- Actively involved in the promotion of tourism in India and has served as the President of Federation of Hotel & Restaurant Associations of India (FHRAI).
- Rotarian since 1977, where he served his Rotary Club as President and Rotary District as District Governor. He represented South Asia on the Board of Rotary International from 2003 to 2005.
- Currently he is the trustee of Rotary Foundation for the Rotary year 2014-2018
- Awarded the Padma Shri by the President of India for Distinguished Service to the Tourism Industry and Social Work in 2007
- Has also been on the Board of Tourism Finance Corporation of India.



Mr. Sandeep Gupta, Executive Director

- B. Com(H), SRCC, New Delhi
- MBA from Notre Dame University, USA, specializing in Finance & marketing
- PDP-Cornell University
- Industrialist
- Hotelier having rich business experience



Mr. Sudhir Gupta, Executive Director

- Industrialist
- Hotelier having rich business experience

INDEPENDENT DIRECTORS



Mr. Surinder Singh Kohli, Independent Director

-Ex-Chairman & Managing Director of India Infrastructure Finance Company Ltd (IIFCL)

-Ex-Chairman and Managing Director of Punjab National Bank (PNB).

-held the chairmanship of Indian Banks' Association



Ms. Meeta Makhan, Independent Director

-MBA, IIM, Economic (H)

-headed Multinational and transaction banking businesses in leading foreign banks in India

INDEPENDENT DIRECTORS



Mr. R.K. Bhargava, Independent Director,
-Retired IAS officer
-He was Chief Secretary, Uttar Pradesh and Home Secretary, Government of India



Mr. Lalit Bhasin, Independent Director

- Lawyer
- He was the Chairman, Bar Council of Delhi from 1973 to 1977.
- various awards/honours received by him include Indira Gandhi National Unity Award, 1990; "The Great Son of the Soil" Indira Gandhi Priyadarshini Award, 1992; Award for Distinction by International Bar Association, October 1994 at Melbourne; Awarded Honorary Membership of International Bar Association (only second Asian to get this honour) in 1999



Mr. S.S. Bhandari, Independent Director

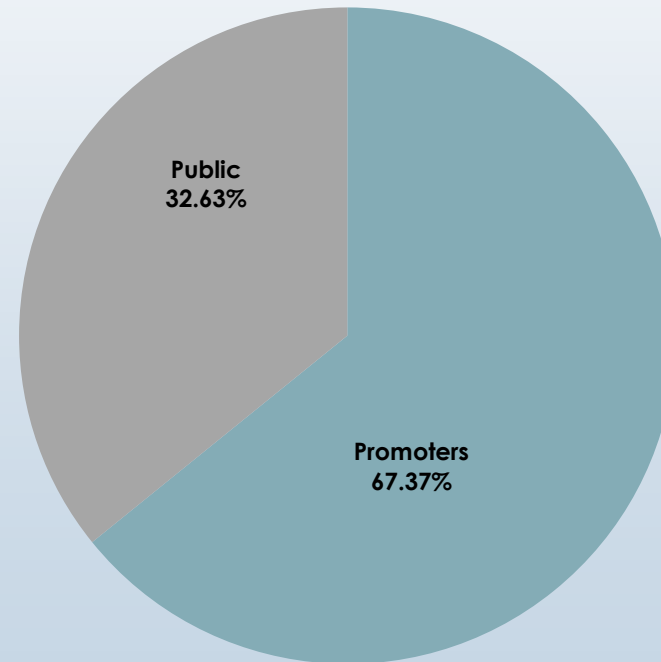
- Chartered Accountant
- leading management consultant to various companies in the areas of banking and tax assignments, corporate restructuring, amalgamation and mergers, besides handling audit assignments in various renowned companies and financial institutions

SHAREHOLDING PATTERN OF AHWL.

AS ON 30.06.2018

AUTHORISED CAPITAL – 25 CR

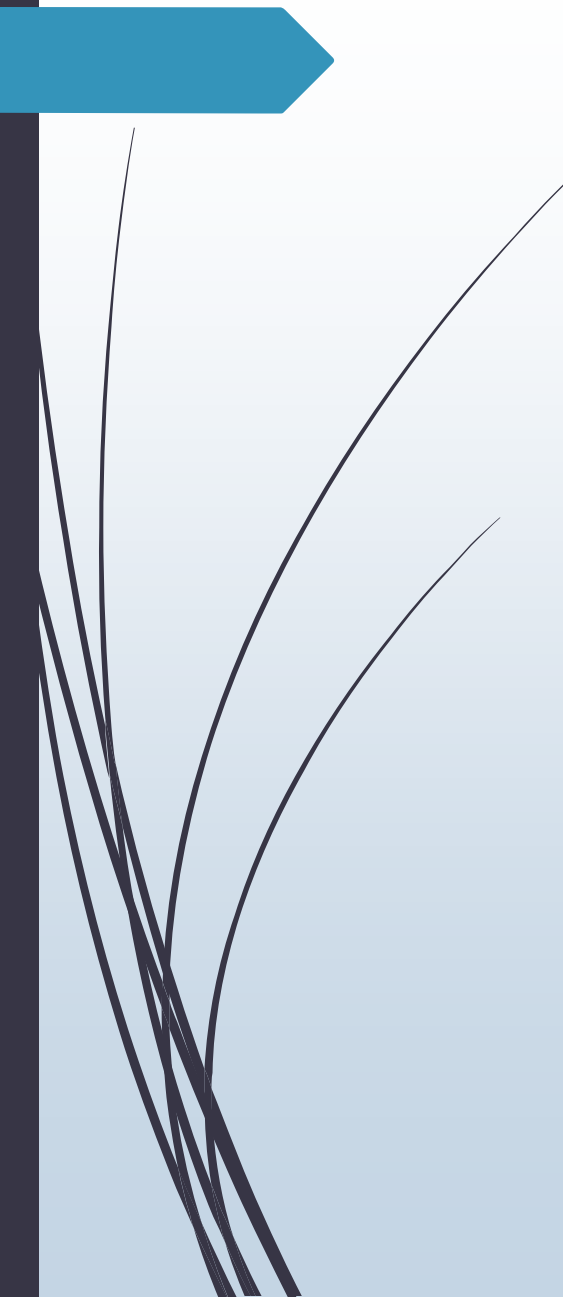
PAID UP CAPITAL- 11.45 CR



MONTHLY HIGH – LOW OF AHWL'S SHARE PRICE

MONTH	BSE		NSE	
	Month's High Price (Rs.)	Month's Low Price (Rs.)	Month's High Price (Rs.)	Month's Low Price (Rs.)
Nov-17	332.20	200.00	334.70	200.00
Dec-17	298.95	252.30	280.00	258.15
Jan-18	302.05	260.00	307.00	261.00
Feb-18	279.55	246.30	280.90	247.10
Mar-18	282.00	255.00	278.95	253.15
APR 18	410.65	266.50	424.00	265.30
MAY – 18	349.50	258.85	351.95	238.00
JUNE - 18	329.65	275.00	330.00	283.05

MARKET CAP



S.No	Date	Market Capitalisation Rs (Cr)
1	05.08.2010	420.90
2	01.04.2011	189.25
3	02.04.2012	132.00
4	01.04.2013	98.80
5	01.04.2014	101.40
6	01.04.2015	128.35
7	01.04.2016	117.35
8	01.04.2017	213.70
9	03.04.2018	267.00
10	23.04.2018	470.82
11	25.07.2018	332.29



ABOUT THE COMPANY – ARIA

- ▶ Aria is the subsidiary of AHWL.
- ▶ Aria is the owner of the “J. W. Marriott Hotel” (Hotel) located at the Hospitality District near the Indira Gandhi International Airport, New Delhi. The hotel is spread across 4.55 acres of land having 523 rooms plus more than 1.18 lakh sq ft of commercial & retail space.
- ▶ The Hospitality District is a part of “Delhi Aerotropolis” and situated in proximity to the Terminal 3 of the Delhi International Airport and the Delhi-Gurgaon Expressway (NH-8). Apart from good road connectivity, the hospitality district also has rail connectivity to Delhi’s Central Business District (CBD) via a high-speed metro link. The J. W. Marriott Hotel Project, being adjacent to the Delhi International Airport and also being centrally located with respect to connectivity with CBD areas of Delhi and Gurgaon, has great location advantage. Further, Tie-up with Marriott for operating of the Hotel under their up-market brand “JW Marriott” brings strong brand recognition, superior management expertise and access to its global reservation systems.

JW MARRIOTT, NEW DELHI



EXECUTIVE DIRECTORS-ARIA



Mr. Sushil Kumar Gupta, Chairman

- Businessman, F.S.C., Certified Hotel Administrator (CHA)
- Actively involved in the promotion of tourism in India and has served as the President of Federation of Hotel & Restaurant Associations of India (FHRAI).
- Rotarian since 1977, where he served his Rotary Club as President and Rotary District as District Governor. He represented South Asia on the Board of Rotary International from 2003 to 2005.
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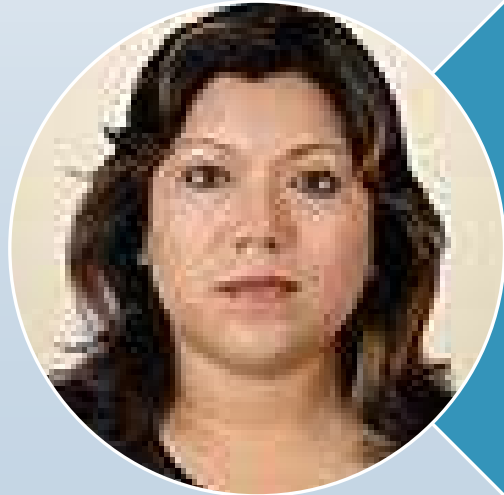
INDEPENDENT DIRECTORS - ARIA



Mr. R.K. Bhargava, Independent Director,

-Retired IAS officer

-He was Chief Secretary, Uttar Pradesh and Home Secretary,
Government of India



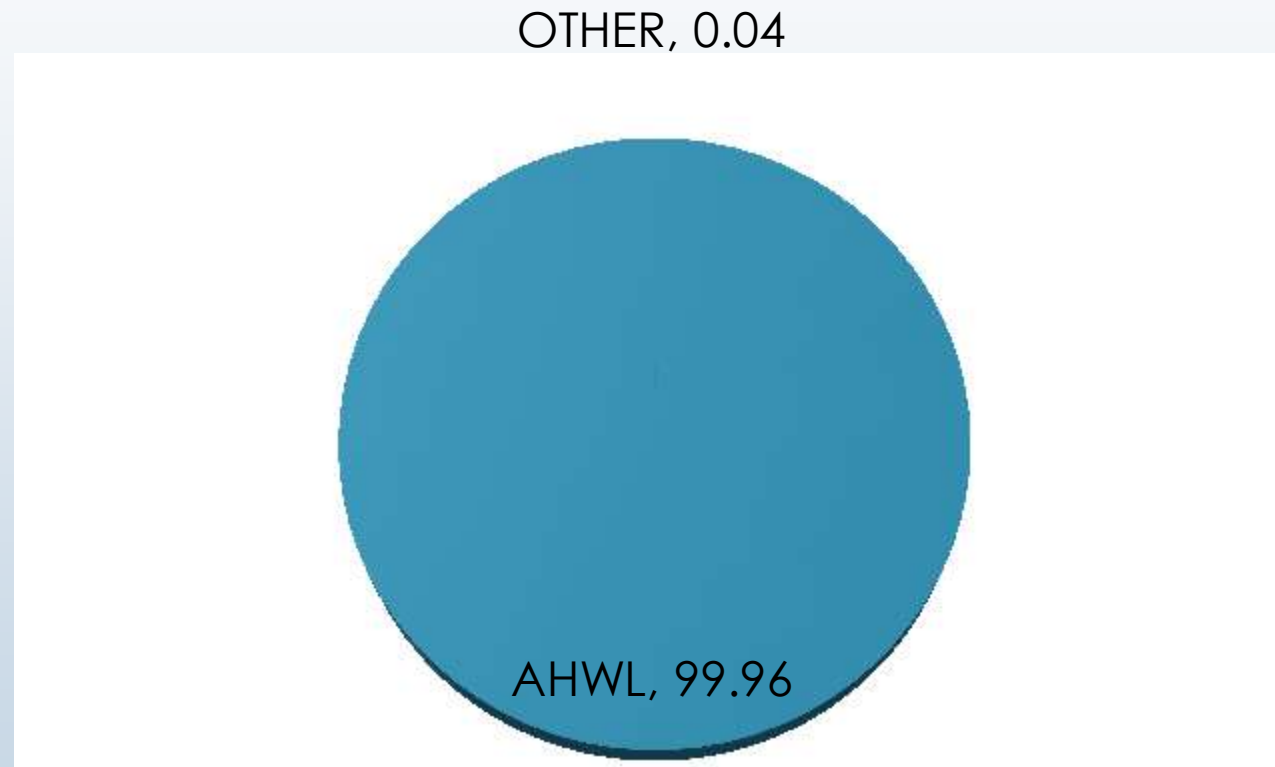
Dr. Tamali Sen Gupta, Independent Director

-specialist in transnational legal transactions in media, real
estate development, insurance and infrastructure.

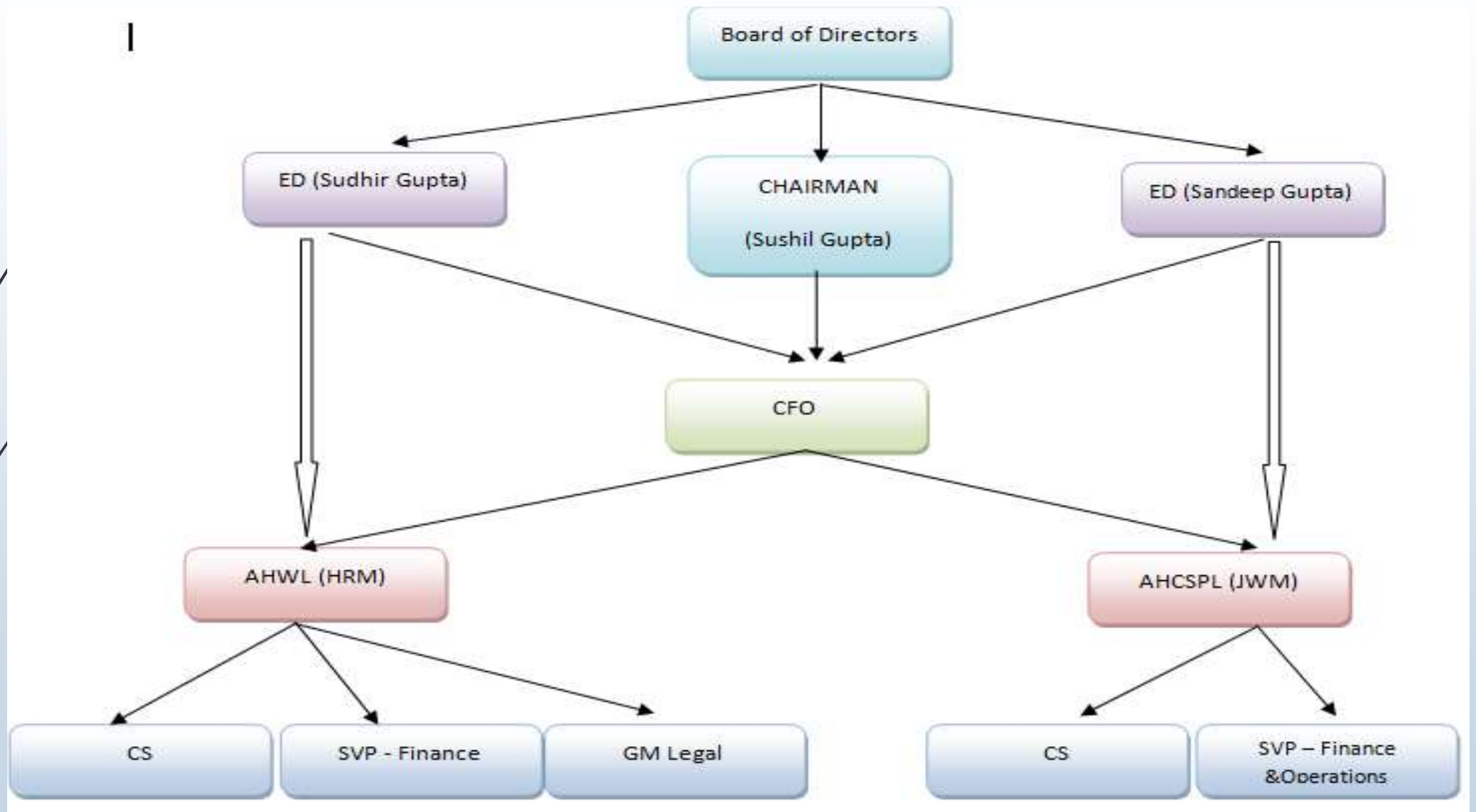
-Fellow of the Center of International Legal Studies at
Salzburg

-Principal of T. SEN GUPTA & ASSOCIATES, a corporate law
practice based in New Delhi

PRESENT SHAREHOLDING PATTERN IN EQUITY CAPITAL OF ARIA.



ORGANISATIONAL STRUCTURE



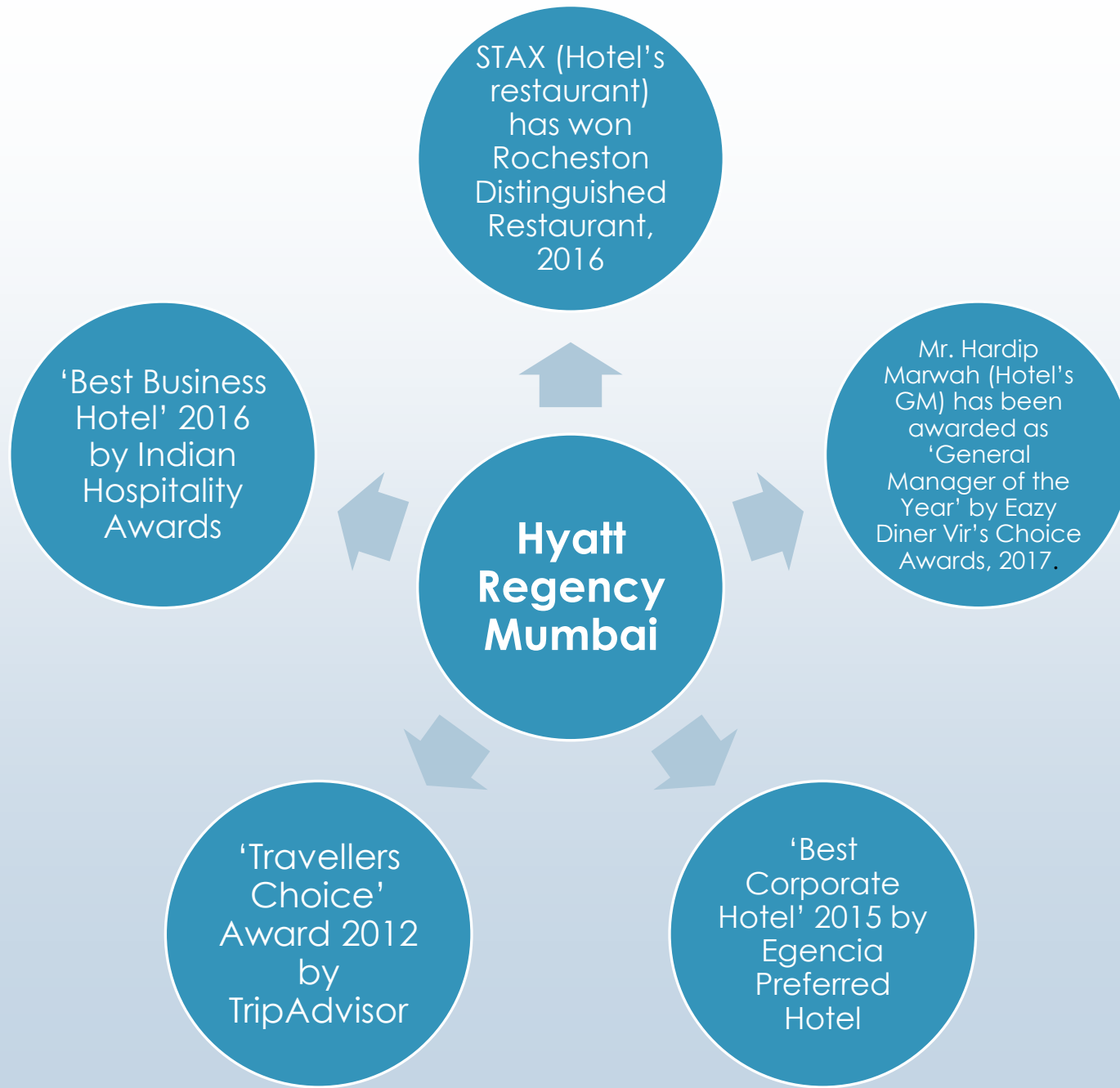
FINANCIAL HIGHLIGHTS (In Cr)

	HYATT REGENCY – MUMBAI		JW MARRIOTT – NEW DELHI	
	17-18 Audited	16-17 Audited	17-18 Audited	16-17 Audited
OCCUPANCY (%)	77	77	75	71
ARR (In Rs.)	7709	7561	8611	8136
HOTEL REVENUE	140.33	135.71	240.24	218.99
HOTEL EBIDTA	48.27	47.01	94.71	84.91

FINANCIALS 17-18 (In Cr)

	AHWL (HYATT REGENCY – MUMBAI)	ARIA (JW MARRIOTT – NEW DELHI)
	17-18	17-18
DEBT	197.59	569.16
REVENUE	154.12	261.57
DEPRECIATION	15.94	40.02
INTEREST COST	23.48	76.69
Total Comprehensive Income	4.39	(15.47)

AWARDS AND RECOGNITIONS



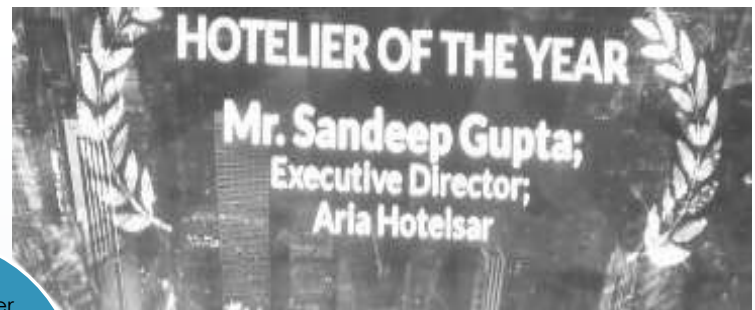
AWARDS AND RECOGNITIONS



The hotel was awarded as 'Best Luxury Hotel' of the year at the 9th Annual Magpie Estate Hotel & Resort Awards 2017

The Hotel won Best Luxury Hotel Opening award at HICSA, 2014

In Oct, 17, under Travelers Choice awards, the Hotel's Restaurant, K3 has been awarded 4th rank among the best 10 fine dining restaurants in India.



Mr. Sandeep Gupta, MD of ARIA has been bestowed with "Hotelier of the Year" Award at the 9th Annual Magpie Estate Hotel & Resort Awards 2017

JW Marriott,
New Delhi

In 2017, the Hotel was awarded with Best Customer Service Hotel by Make My Trip.



Awarded as runner up in Favourite New Business Hotel at Conde Nast Travellers Readers Awards in 2014

In 2015, Hotel won Best Convention Hotel – Metro at Experiential Venues Awards

In 2015, Hotel's restaurant Akira Back was awarded as 'The best Japanese restaurant in Delhi' by Times Food and Nightlife.



SAFE HARBOUR

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