

Annual Meeting

NEW MAURITIUS HOTELS LTD



YEARS



BEACHCOMBER
RESORTS & HOTELS

Crafting The Art of Beautiful

21 December 2022

Table of Contents

1. Major Events
2. Key Financial Highlights
3. Key Focus Areas
4. Outlook



01 | Major Events



Major events

during the year ended 30 June 2022

- Difficult first semester to December 2021 given that borders were closed until October 2021 in Mauritius.
- All hotels re-opened except for Dinarobin Beachcomber and Shandrani Beachcomber which opened later in time for the prime season.
- MIC subscribed to a remaining tranche of Rs 1bn notes in November 2021 and funds were used to repay bridging facilities.
- In November 2021, listed secured bonds amounting to EUR 20m matured and were refinanced by banks.
- GWAS was received for 6 months until the end of December 2021.
- Pick up in hotel bookings was noted in the 2nd semester after the Omicron scare.
 - Mauritius: Relatively higher occupancy in 5* resorts boosting average room revenue
 - Seychelles: Full year rental from Club Med with rent escalation in February 2022
 - Morocco: Fully re-opened in February 2022 and good occupancy since re-opening



02 | Key Financial Highlights

Key indicators

	Year ended 30 September 2019*	Year ended 30 June 2022
<u>Occupancy (%)</u>		
Hotels in Mauritius	72.0	41.4
Fairmont Royal Palm Marrakech	64.8	48.4
Average group	71.4	41.9
<u>GNS (Rs)</u>		
Hotels in Mauritius	6,392	8,363
Fairmont Royal Palm Marrakech	12,474	18,100
Average group	6,712	8,964
<u>TRevPAR (Rs)</u>		
Hotels in Mauritius	9,968	7,427
Fairmont Royal Palm Marrakech	15,669	15,897
Average group	10,328	7,956
<u>Currency (Average buying rate)</u>		
Euro	38.9	47.9
GBP	44.8	56.6

*Comparable period based on continuing operations

Statements of Profit or Loss

	Year ended 30 September 2019 Audited* Rs'm	Year ended 30 June 2022 Audited Rs'm
Revenue	9,688	8,115
EBITDA before impairment and fair value change	1,963	1,754
EBITDA	1,928	2,036
Profit/(Loss) before tax	260	66
Income tax	(103)	(20)
Profit/(Loss) after tax	157	45
<i>*Comparable period based on continuing operations</i>		

Revenue and EBITDA Analysis

SEGMENTAL INFORMATION	Year ended 30 September 2019* Rs'm	Year ended 30 June 2022 Rs'm
Revenue:		
Mauritius	8,081	6,082
Morocco	805	777
Seychelles	-	412
Others	802	844
	<u>9,688</u>	<u>8,115</u>
EBITDA/(Loss):		
Mauritius	1,713	1,019
Morocco	77	446
Seychelles	28	372
Others	110	199
	<u>1,928</u>	<u>2,036</u>

**Comparable period based on continuing operations*

Statements of Financial Position

	Year ended 30 June 2021 Audited Rs'm	Year ended 30 June 2022 Audited Rs'm
ASSETS		
Non-current assets (excl RoU assets)	33,151	34,799
Right of Use (RoU) assets	2,361	2,309
Current assets	2,740	3,651
Total Assets	38,252	40,759
EQUITY AND LIABILITIES		
Equity attributable to owners	6,121	8,801
Non-controlling interests	(59)	476
Preference shares and Subordinated loan	2,319	2,183
Redeemable convertible secured bonds	387	646
Non-current liabilities	11,655	11,468
Lease liabilities - RoU assets	2,280	2,278
Deferred tax liabilities	1,438	1,697
Employee benefit liabilities	1,998	1,825
Current liabilities	12,113	11,385
Total Equity and Liabilities	38,252	40,759

Update

1st Quarter ended 30 September 2022

- The Group posted a profit of Rs11m for the first quarter, a commendable performance for a quarter that has been traditionally loss-making.
- Strengthening of the rupee vis-à-vis the major currencies impacted revenues.
- Hotel bookings in both Mauritius and Morocco started to pick up with relatively higher occupancy in the 5-star resorts.
- Non-hotel operations, including the three Beachcomber Tours and Mautourco, contributed significantly to results.
- Emphasis was put on cost containment in light of inflationary pressures.



Key indicators

	3 months ended 30 September 2019*	3 months ended 30 September 2022
<u>Occupancy (%)</u>		
Hotels in Mauritius	75.2	71.4
Fairmont Royal Palm Marrakech	49.3	50.3
Average group	73.6	70.0
<u>GNS (Rs)</u>		
Hotels in Mauritius	4,806	5,633
Fairmont Royal Palm Marrakech	10,213	13,698
Average group	5,002	5,952
<u>TRevPAR (Rs)</u>		
Hotels in Mauritius	8,210	9,366
Fairmont Royal Palm Marrakech	10,530	14,086
Average group	8,214	9,660
<u>Currency (Average buying rate)</u>		
Euro	39.5	44.5
GBP	43.8	52.0

**Comparable period based on continuing operations*

Statements of Profit or Loss

	3 months ended 30 September 2019 Unaudited* Rs'm	3 months ended 30 September 2022 Unaudited Rs'm
Revenue	2,069	2,583
EBITDA before impairment and fair value change	249	513
EBITDA	213	513
Profit/(Loss) before tax	(235)	32
Income tax	(8)	(21)
Profit/(Loss) after tax	(191)	11
<i>*Comparable period based on continuing operations</i>		

Revenue and EBITDA Analysis

SEGMENTAL INFORMATION	3 months ended 30 September 2019* Rs'm	3 months ended 30 September 2022 Rs'm
Revenue:		
Mauritius	1,709	2,003
Morocco	153	174
Seychelles	-	95
Others	207	311
	<u>2,069</u>	<u>2,583</u>
EBITDA/(Loss):		
Mauritius	156	331
Morocco	(11)	4
Seychelles	61	84
Others	7	94
	<u>213</u>	<u>513</u>

**Comparable period based on continuing operations*

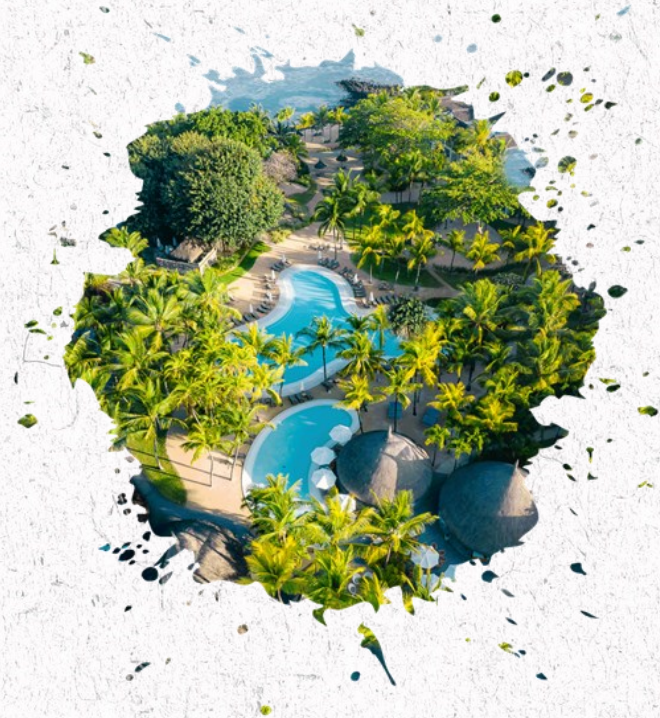
Borrowings

Company Indebtedness:

- Company's net bank borrowings stood at Rs 12bn as at 30 September 2022. Total assets of company amounted to Rs 34bn.

Subsidiaries' Indebtedness:

- Ste Anne Resorts and Kingfisher raised EUR 68m to finance the expansion of the resort. The financing was fully ring-fenced and secured against the assets in Seychelles. The asset was valued at EUR 115m and the debt decreased to EUR 61m at 30 September 2022.
- Beachcomber Hospitality Investments Ltd has banking facilities of EUR 55m. The assets were valued at EUR 203m at 30 September 2022.





03 | Key Focus Areas



Emphasis on our
Employer Brand

People First culture

- Our goal: Understand, Improve, Amplify the Artisan's Expérience.
- In line with this, we embarked on our Artisan Value Proposition (AVP) journey.
- Beachcomber AVP is a compelling answer to the following artisans' and candidates' questions:

Why should I work for your company instead of somewhere else?

What's in it for me?



People First culture

- Beachcomber AVP was developed together with its artisans
- Some 1 000 artisans were involved in the AVP building process through:
one to one meetings; workshops; interviews with external consultants and questionnaires



Artisan Value Proposition (AVP)

- Last September we unveiled Beachcomber Artisan Value Proposition entitled:

*feel
the happiness
you give*



| Our Sustainable Approach

Sustainability

EarthCheck Certification

- Since 2015, we have embarked in the EarthCheck certification programme
- Our 8 resorts in Mauritius and our Head Office are EarthCheck Silver certified
- Paradis Beachcomber Golf Resort & Spa and Dinarobin Beachcomber Golf Resort & Spa aim to achieve the Earth Check Gold Certification in the course of this financial year



EARTHCHECK

Sustainability

52 Commitments Environmental & Social Charter

- Along with EarthCheck Certification, we unveiled our 52 Commitments Environmental & Social Charter in 2019.
- Built on eight pillars, our 52 Commitments demonstrate our actions to reduce our carbon footprint and contribute towards a cleaner, safer and more sustainable planet.



Fondation Espoir Développement Beachcomber

FED was set up in June 1999 to support the inclusion of vulnerable groups into the socio-economic mainstream.

- **Projet Employabilité Jeunes**

PEJ was launched in 2004 to improve the employability of out of school youths from vulnerable backgrounds.

Key indicators:

- 300 young people are admitted every year in the PEJ
- 213 PEJ trainees from the 2022 cohort were awarded their certificates, last November, during an Award Ceremony held at the Auditorium Octave Wiehé
- 164 of them have secured an internship in a Beachcomber hotel
- Over the last 18 years, some 3,000 young people have benefited from the PEJ



Projet Employabilité Jeunes

Award Ceremony held at the Auditorium Octave Wiehé



Fondation Espoir Développement Beachcomber

o Beautiful LocalHands

Beautiful LocalHands was launched in 2006 to support and empower local craftspeople - mainly women artisans - to create, showcase and sell their products.

- 50+ artisans are involved in this initiative
- Beautiful LocalHands unveiled its web platform last October: <http://www.beautiful-localhands.com/>
- This website is a valuable window for Beautiful LocalHands' artisans to display their talents.



Fondation Espoir Développement Beachcomber

○ Vulnerable Lives Matter Project

FED together with the European Union has launched a 4-year social programme entitled “Vulnerable Lives Matter: Social Inclusion Development Programme for Youths, Women, Young Girls and Disabled”.

It comprises five main components:

1. Women Employability,
2. Youth Employability,
3. Youth Mentoring,
4. From Disability to Ability and
5. Networking.



04 | Outlook



Outlook

- Airline capacity has been enhanced and has almost reached pre-COVID level which augurs well for the tourism sector.
- Consequently, the number of tourist arrivals for the calendar year will be close to the target of 1 million.
- It is likely that the target of 1.3 million tourist arrivals will be reached in the fiscal year 22/23.
- Our overseas operations, including Seychelles and Morocco, which have impacted negatively Group results over the past decade, are now profitable.
- ESG policies and practices will be sine qua non for Mauritius and to keep the tourism sector on the current growth path.



Outlook

- Forecasts for the first semester exceed expectations and the Group will post significantly improved results compared to pre-COVID 19.
- Challenges remain in respect of rising interest rates, salary increases and recently announced increase in electricity rates which will put further pressure on costs.
- Protracted conflict in Ukraine could exacerbate travel costs and reduce consumer travel confidence.
- Last minute booking trend gives less visibility to travel beyond 3 months.
- Nonetheless, the Group is expected to post good results for the full year ending 30 June 2023.

