

Mahindra Holidays & Resorts India Limited announces its Results for the year ended 31st March 2018

Hospitality

Author : mahindraadmin Category : Hospitality Published : 5/8/2018

Q4 FY'18 Highlights - Standalone

- **Member additions at 6321; up by 2.3% YoY; higher by 50.7% sequentially**
- **3 resorts and 110 rooms added**

FY'18 Highlights - Standalone

- **Cumulative Member Base at 235,792; up by 8.1% YoY**
- **6 resorts and 320 rooms added, Total room inventory at 3472 in 55 resorts**
- **Total Income at Rs. 1094 Crs; up by 0.3% YoY**
- **Profit After Tax at Rs. 134.3 Crs; up by 2.8% YoY**
- **Cash Balance at Rs 469 Crs; up by Rs 205 Crs YoY**

Mumbai, 8th May 2018: Mahindra Holidays & Resorts India Limited (MHRIL), India's leading leisure hospitality provider announced its Standalone and Consolidated financial results for the quarter and year ended March 31, 2018 today.

Financial Performance

Q4 FY18 - Standalone Results

For the Quarter ended 31st March 2018, Total Income was at Rs.306 crs as compared to Rs. 309 crs last year and profit after tax was at Rs. 38.5 crs as compared to Rs. 31.8 crs last year, a growth of 21.2%.

FY18 - Standalone Results

For the year ended 31st March 2018, Total Income was at Rs.1094 crs as compared to Rs. 1090 crs last year and profit after tax was at Rs. 134.3 crs as compared to Rs. 130.6 crs last year.

FY18 - Consolidated Results

Consolidated Profit after Tax (after NCI) for the period ended 31st March 2018, together with the Other Comprehensive Income (after Tax & NCI) is Rs 192.7 crs as compared to Rs 116.8 crs in the previous year.

The Company's material subsidiary, Holiday Club Resorts Oy, Finland (HCR), in which the Company holds 95.16%, recorded a turnover of Euro 165.5 mn (Rs. 1249.6 crs.) for the year ended March 31, 2018, as against Euro 161.5 mn (Rs. 1185.7 crs) for the same period last year.

The profit after tax of HCR for this period stands at Euro 7.37 mn, as against Euro 2.49 mn for the same period last year.

Commenting on the results, Kavinder Singh, Managing Director & Chief Executive Officer, Mahindra Holidays & Resorts India Limited said, "Our focus on enhancing member delight and repertoire of resorts has helped us improve our Resort occupancies and Resort revenues. Cost management actions along with improvement in operational metrics has helped improve PBT margin to 19%. Our continued focus on new member additions with higher down payments, lower tenure EMI's along with higher collections has improved our cash balance to Rs 469 Crs (up by Rs 205

crs).

About Mahindra Holidays and Resorts India Limited

Mahindra Holidays & Resorts India Limited (MHRIL), India's leading player in the leisure hospitality industry, offers quality family holidays primarily through vacation ownership memberships. While Club Mahindra is the flagship brand, the other brands offered by the company are – Club Mahindra Fundays and Svaastha Spa.

As on Sep 30, 2018, MHRIL has 58 resorts across India and abroad and its subsidiary, Holiday Club Resorts Oy, Finland, a leading vacation ownership company in Europe has 33 resorts across Finland, Sweden and Spain.

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About Mahindra

The Mahindra Group is a USD 20.7 billion federation of companies that enables people to rise through innovative mobility solutions, driving rural prosperity, enhancing urban living, nurturing new businesses and fostering communities. It enjoys a leadership position in utility vehicles, information technology, financial services and vacation ownership in India and is the world's largest tractor company, by volume. It also enjoys a strong presence in agribusiness, aerospace, commercial vehicles, components, defense, logistics, real estate, renewable energy, speedboats and steel, amongst other businesses. Headquartered in India, Mahindra employs over 2,40,000 people across 100 countries.

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