



RESORTS & HOTELS

-

ANALYST MEETING

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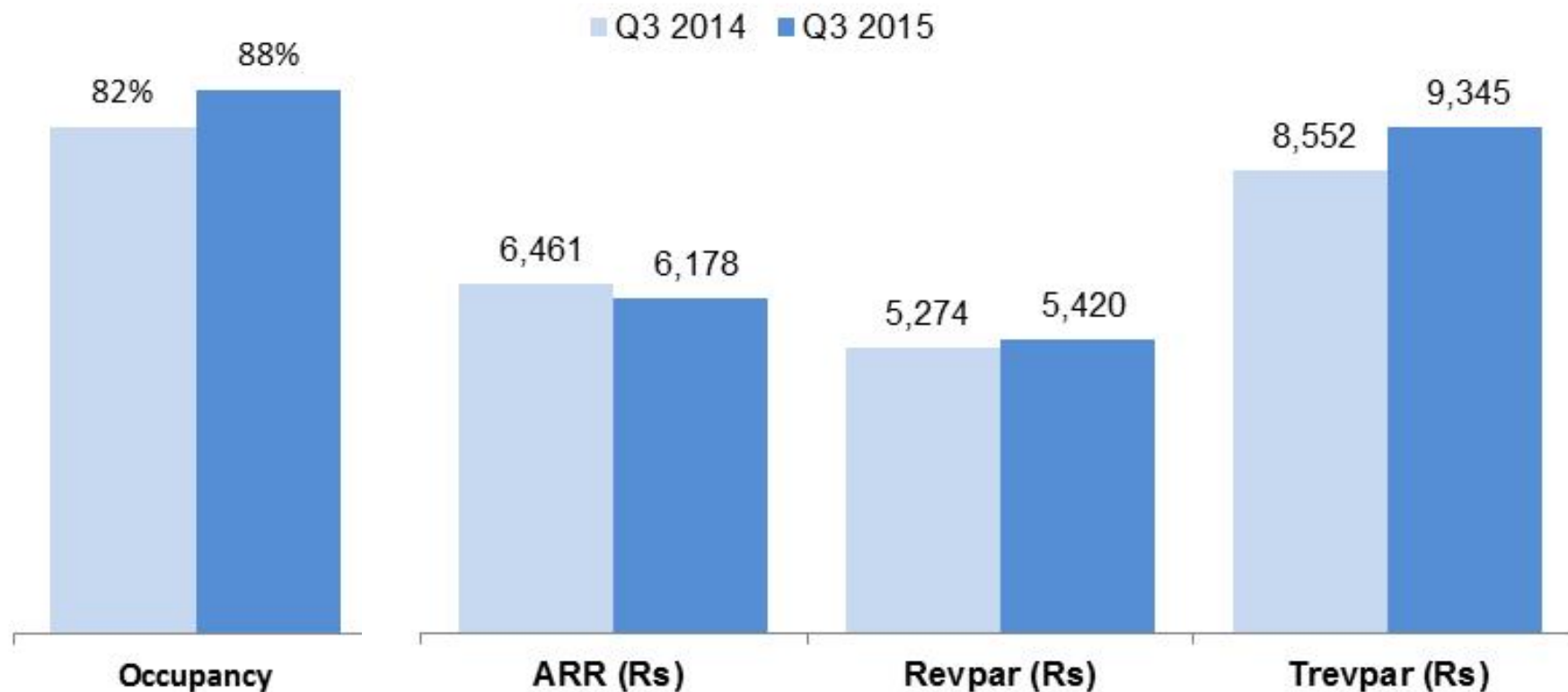
13 May 2015



FINANCIAL HIGHLIGHTS

QUARTER 3

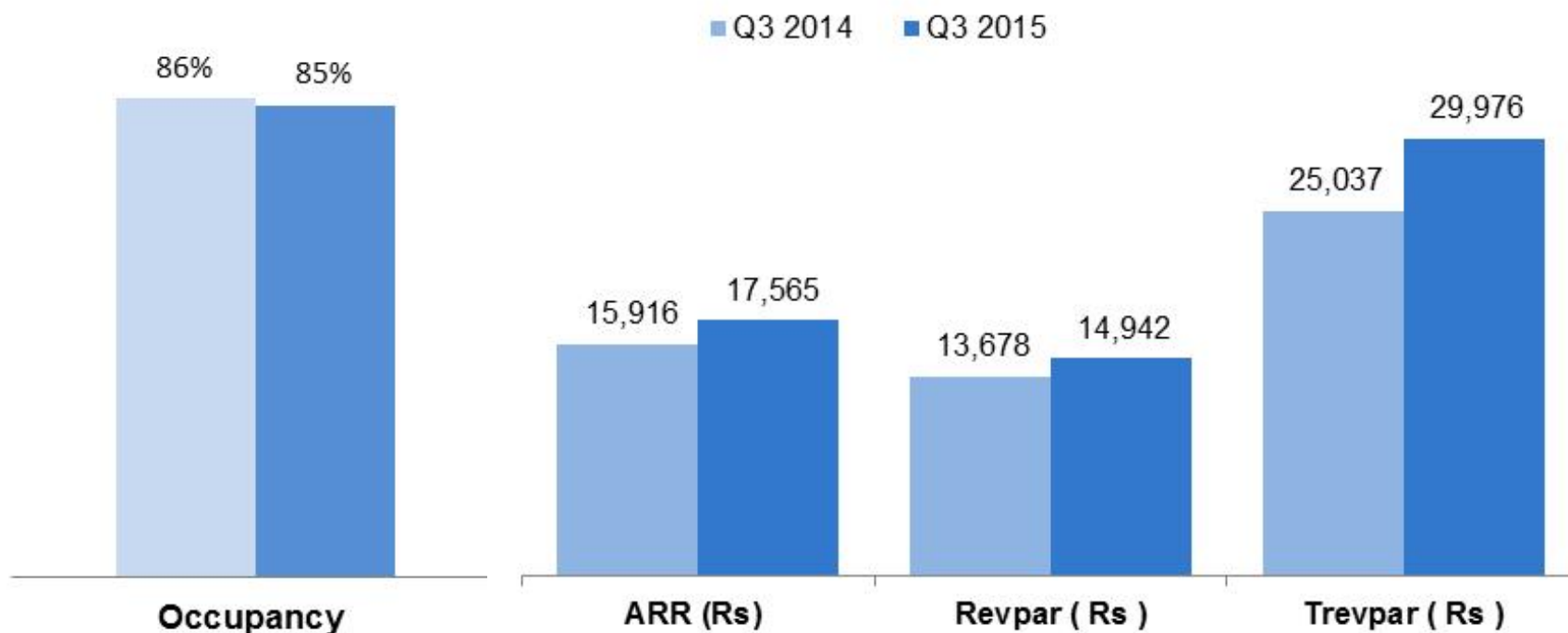
MAURITIUS PROPERTIES – REVENUE PERFORMANCE



- Occupancy +6% points
- ARR -4%
- Revpar up +3%
- Trevpar up +9%

QUARTER 3

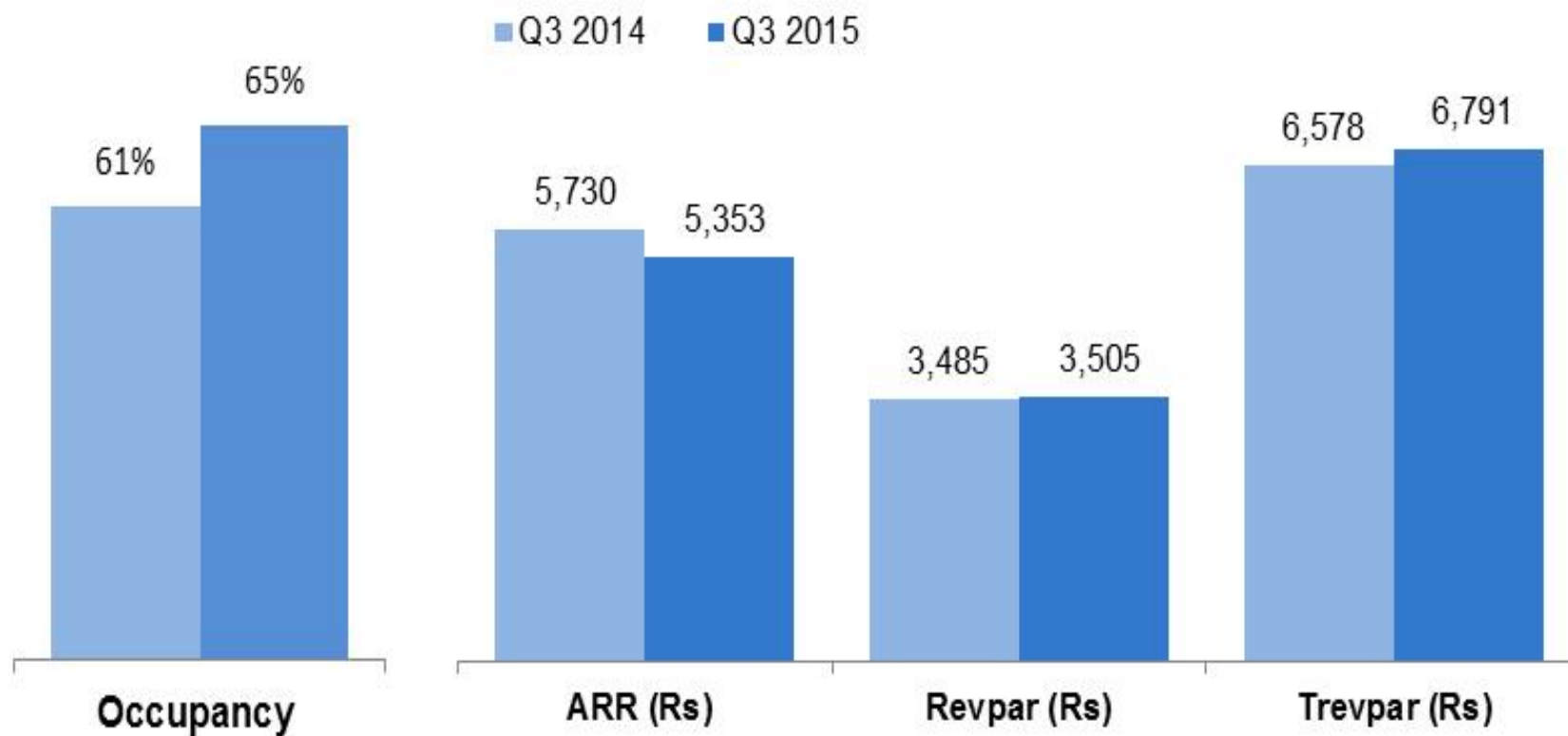
MALDIVES – REVENUE PERFORMANCE



- Occupancy -1% point
- ARR +10%
- Revpar up +9%
- Trevpar up +20%

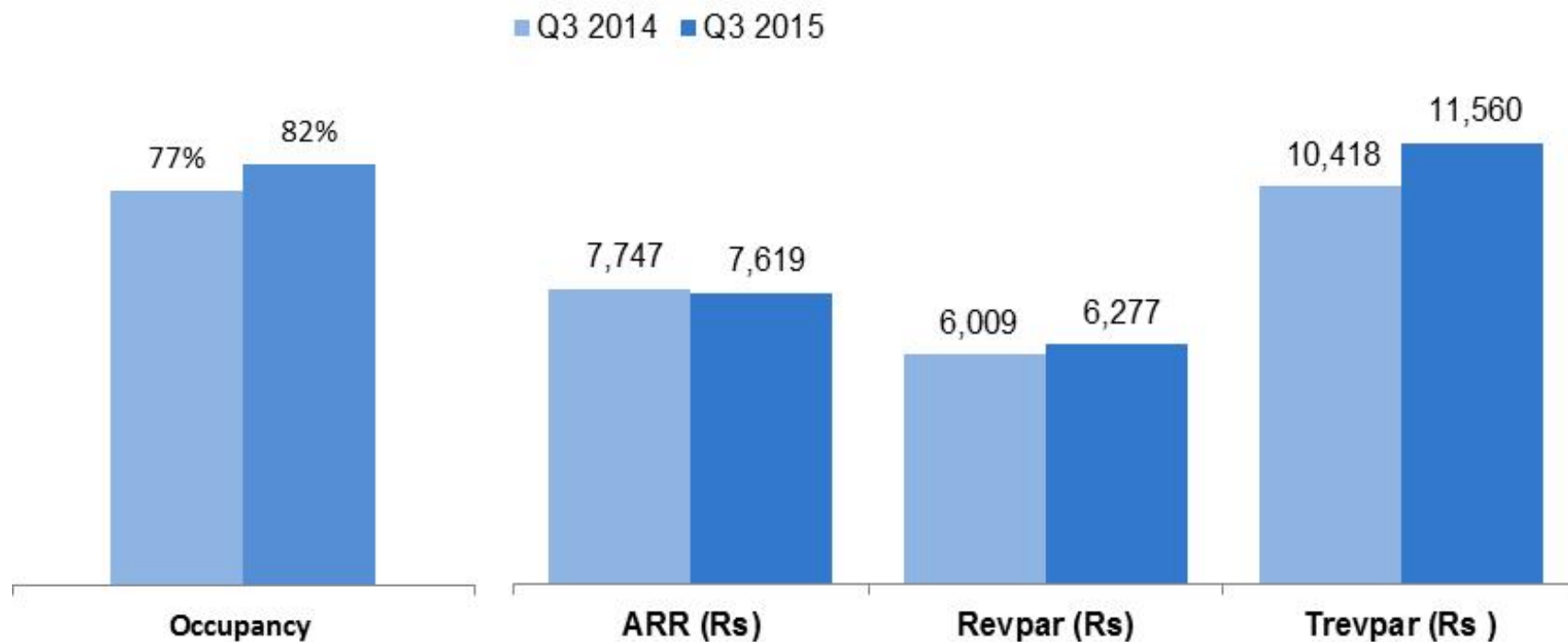
QUARTER 3

REUNION – REVENUE PERFORMANCE



- Occupancy +4% points
- ARR -7%
- Revpar +1%
- Trevpar +3%

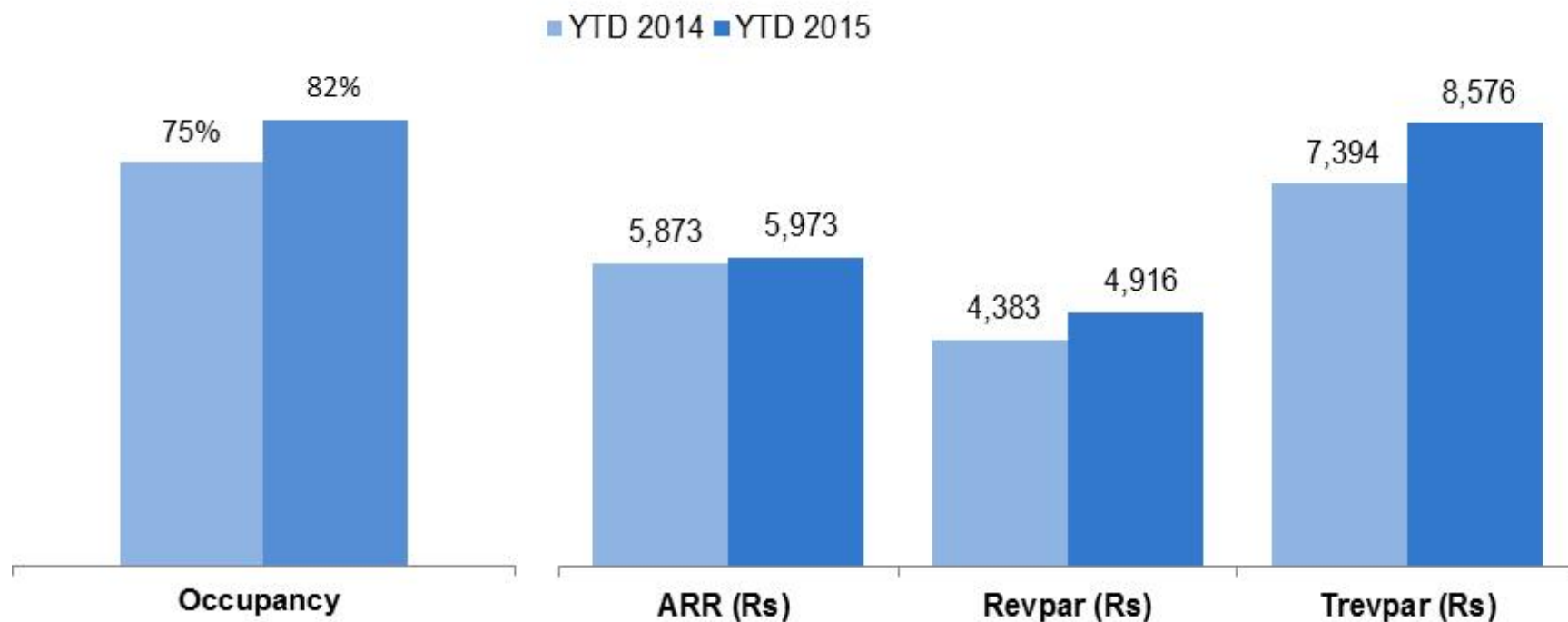
QUARTER 3 GROUP – REVENUE PERFORMANCE



- Occupancy +5% points
- ARR -2%
- Revpar up +4%
- Trevpar up +11%

NINE MONTHS TO 31ST MARCH 2015

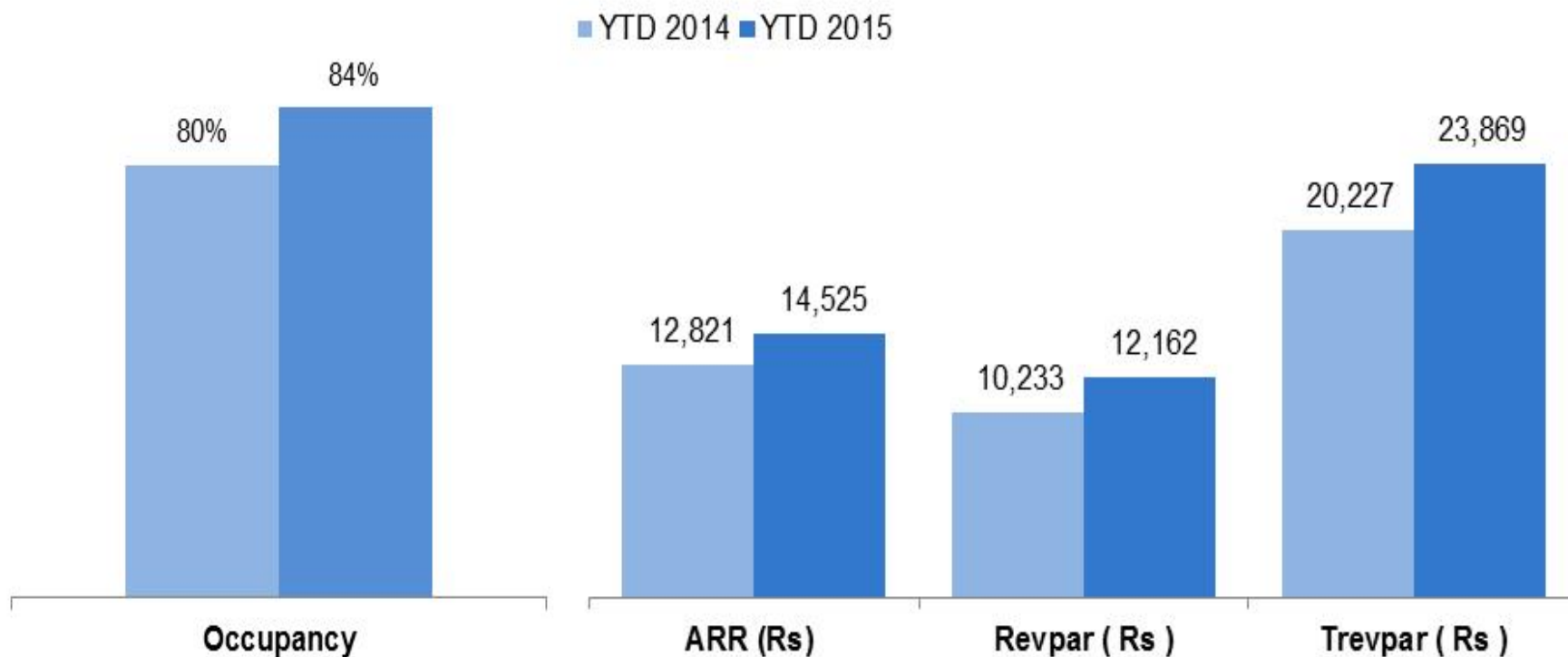
MAURITIUS PROPERTIES – REVENUE PERFORMANCE



- Occupancy +7% points
- ARR up +2%
- Revpar up +12%
- Trevpar up +16%

NINE MONTHS TO 31ST MARCH 2015

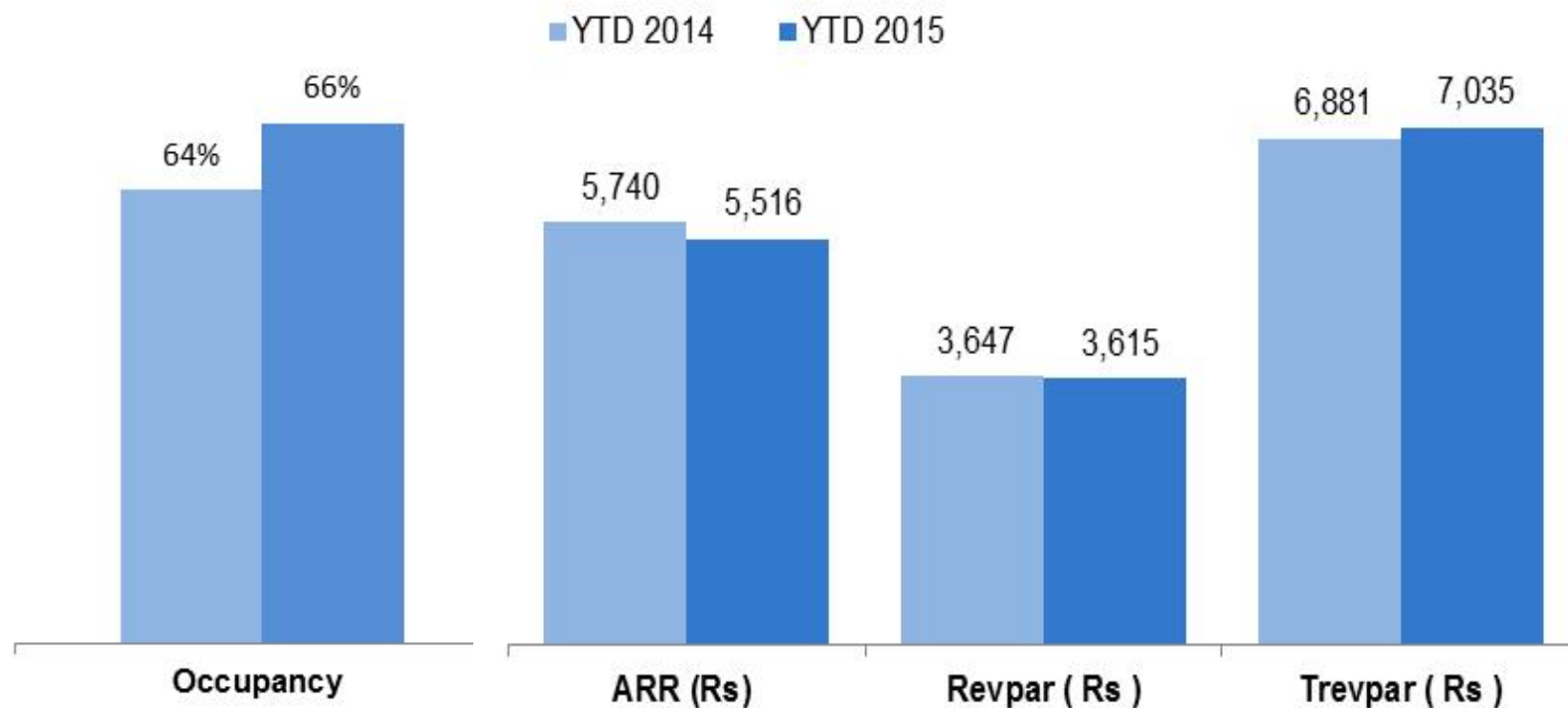
MALDIVES – REVENUE PERFORMANCE



- Occupancy +4% points
- ARR up +13%
- Revpar up +19%
- Trevpar up +18%

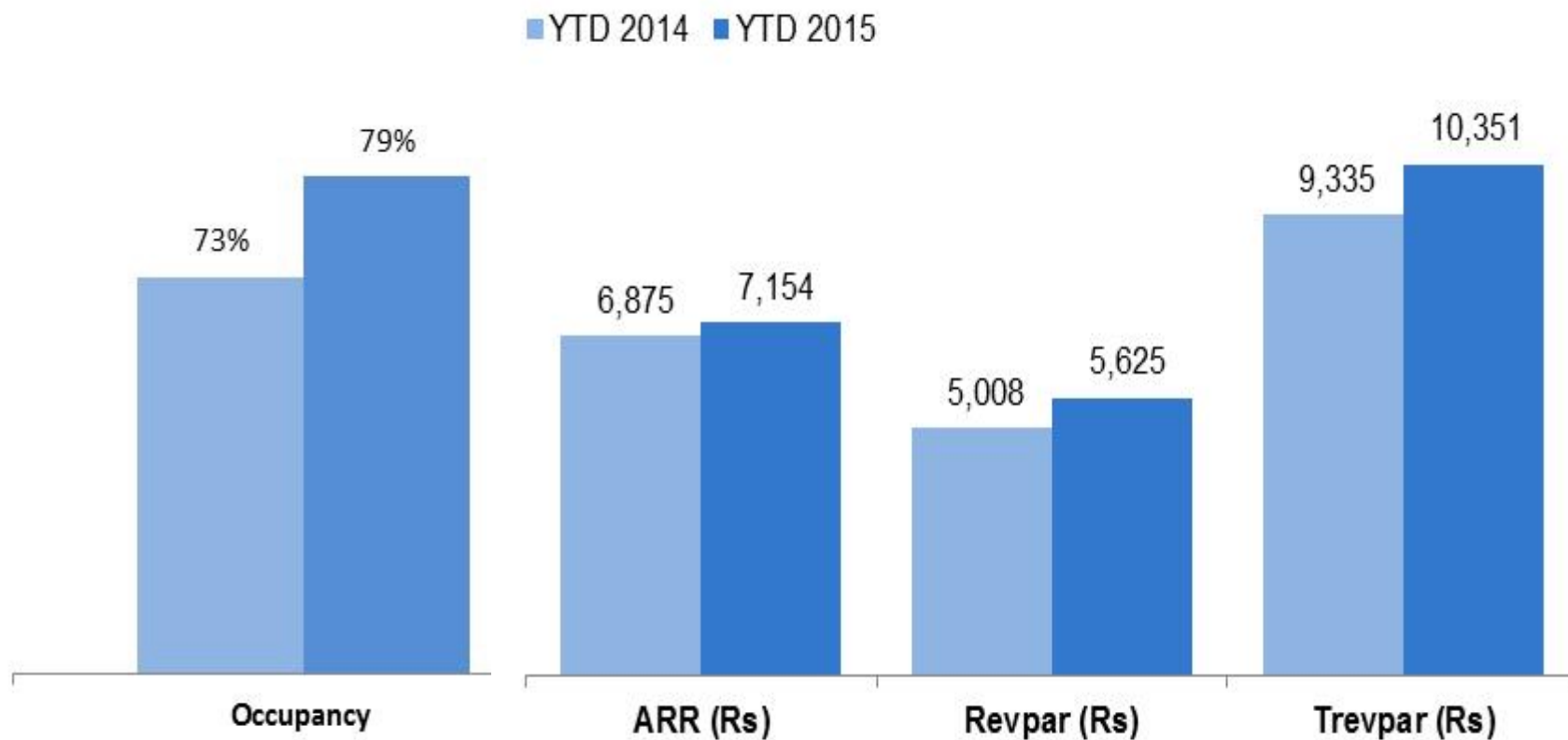
NINE MONTHS TO 31ST MARCH 2015

REUNION PROPERTIES – REVENUE PERFORMANCE



- Occupancy +2% points
- ARR -4%
- Revpar - 1%
- Trevpar +2%

NINE MONTHS TO 31ST MARCH 2015 GROUP – REVENUE PERFORMANCE



- Occupancy +6% points
- ARR +4%
- Revpar +12%
- Trevpar +11%

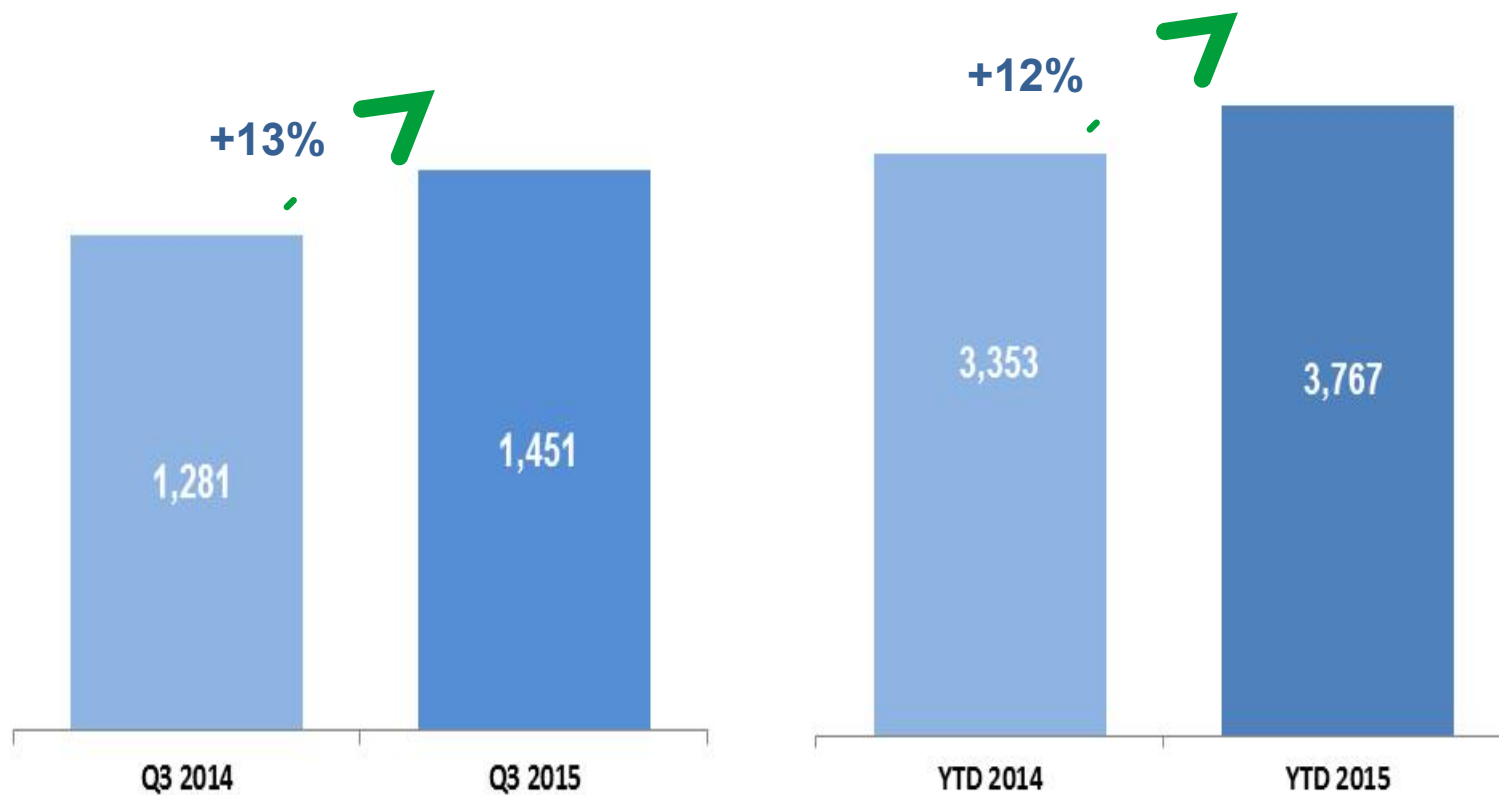
Financial Highlights

Lux* Island Resorts Ltd and its Subsidiaries.

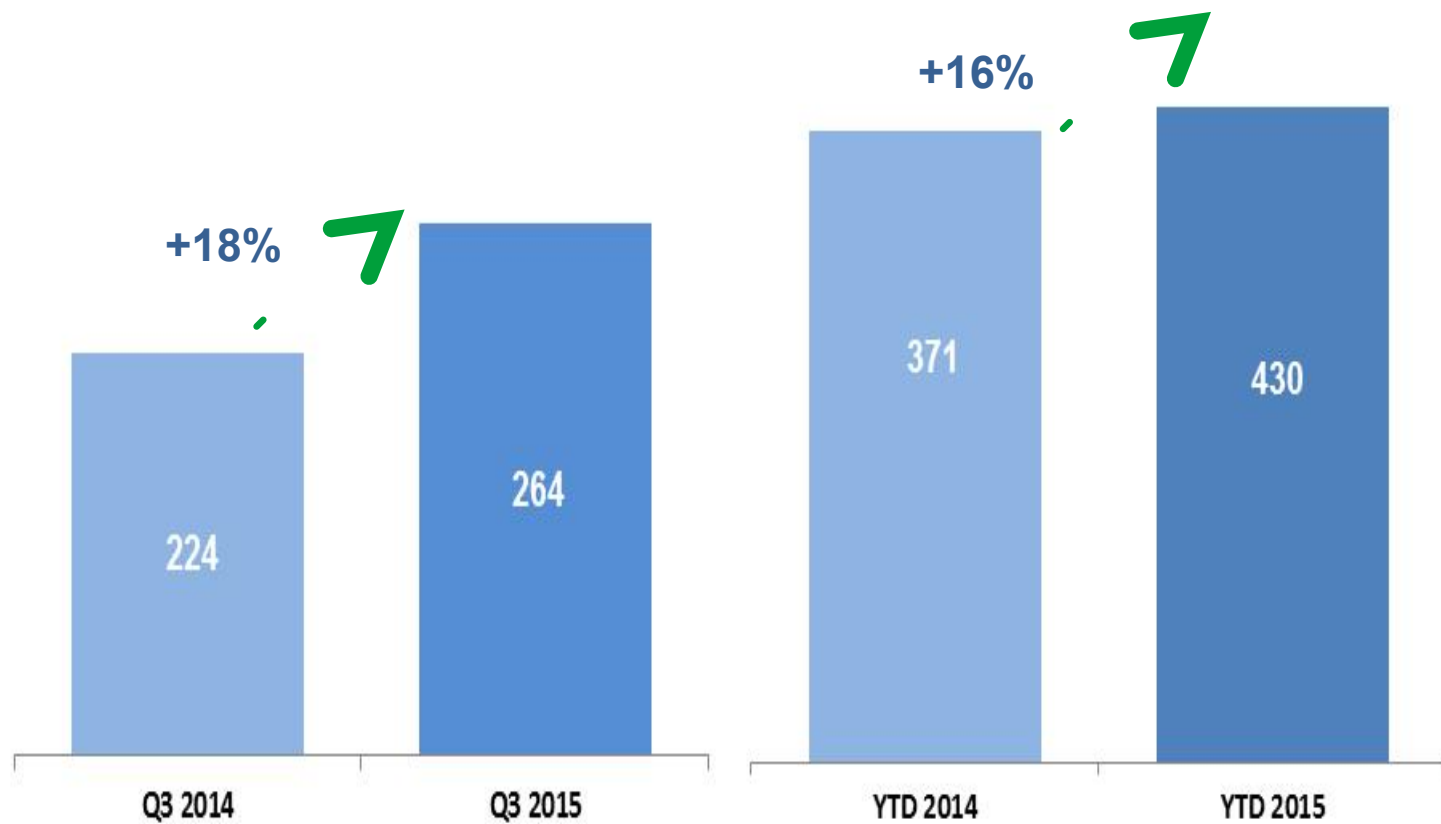
The group results for the quarter and nine months ended 31st March 2015 are as follows:

GROUP ABRIDGED STATEMENT OF COMPREHENSIVE INCOME					
	Quarter to 31st March		Nine months to 31st March		Year ended 30th June
	2015 Rs 000 (Un-audited)	2014 Rs 000 (Un-audited)	2015 Rs 000 (Un-audited)	2014 Rs 000 (Un-audited)	2014 Rs 000 (Audited)
Continuing Operations					
Revenue	1,451,757	1,182,490	3,546,344	3,075,902	3,970,747
Earnings before Interest, Tax, Depreciation and Amortisation	431,961	362,710	908,786	794,025	893,424
Depreciation and amortisation	(100,062)	(75,654)	(263,168)	(225,728)	(308,575)
Operating profit	331,899	287,056	645,618	568,297	584,849
Net finance costs	(68,634)	(73,046)	(201,191)	(214,616)	(250,045)
Results before closure costs	263,265	214,010	444,427	353,681	334,804
Closure costs	-	-	(25,300)	-	-
Share of results of associate	-	4,474	5,326	7,102	263
Profit before income tax	263,265	218,484	424,453	360,783	335,067
Taxation	(25,221)	(23,968)	(46,201)	(42,530)	(53,243)
Profit after taxation from continuing operations	238,044	194,516	378,252	318,253	281,824
Result after tax from discontinued operation	(22,129)	(3,672)	(11,195)	(419)	3,125
Profit for the period	215,915	190,844	367,057	317,834	284,949
Non-controlling interest	-	(8,215)	(7,064)	(13,813)	(13,687)
Profit attributable to the group	215,915	182,629	359,993	304,021	271,262
Earnings per share - Continuing operations	1.74	1.64	3.06	2.68	2.36
- Continuing and discontinuing operations	1.58	1.61	2.97	2.67	2.38
Average number of shares	136,499,534	113,747,651	121,331,611	113,747,651	113,747,651

TOTAL REVENUE (RS M)

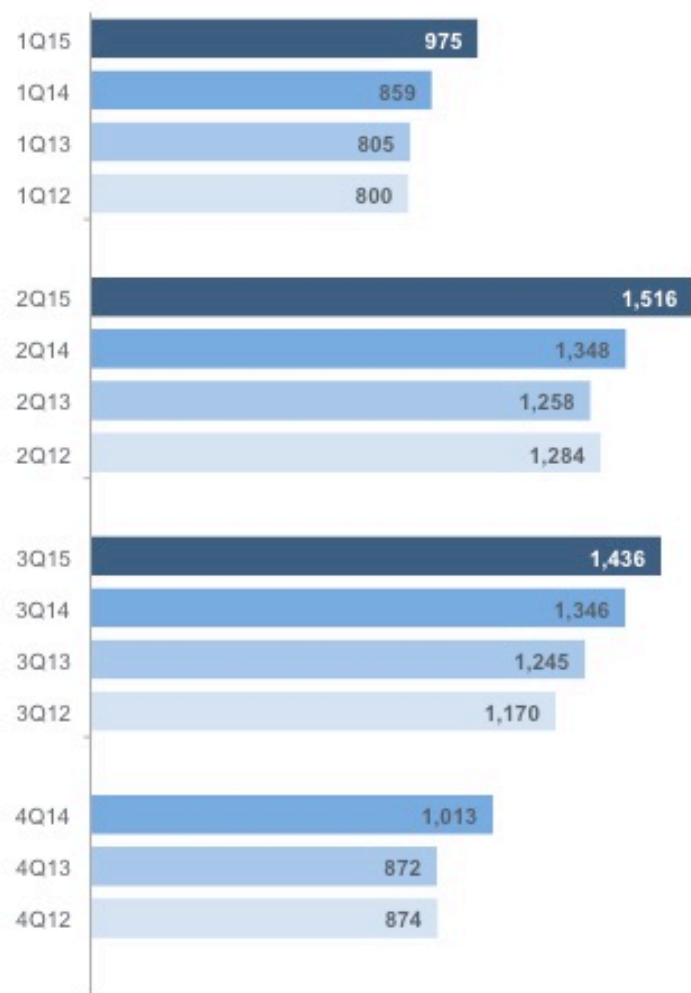


PROFIT BEFORE TAXATION (RS M)

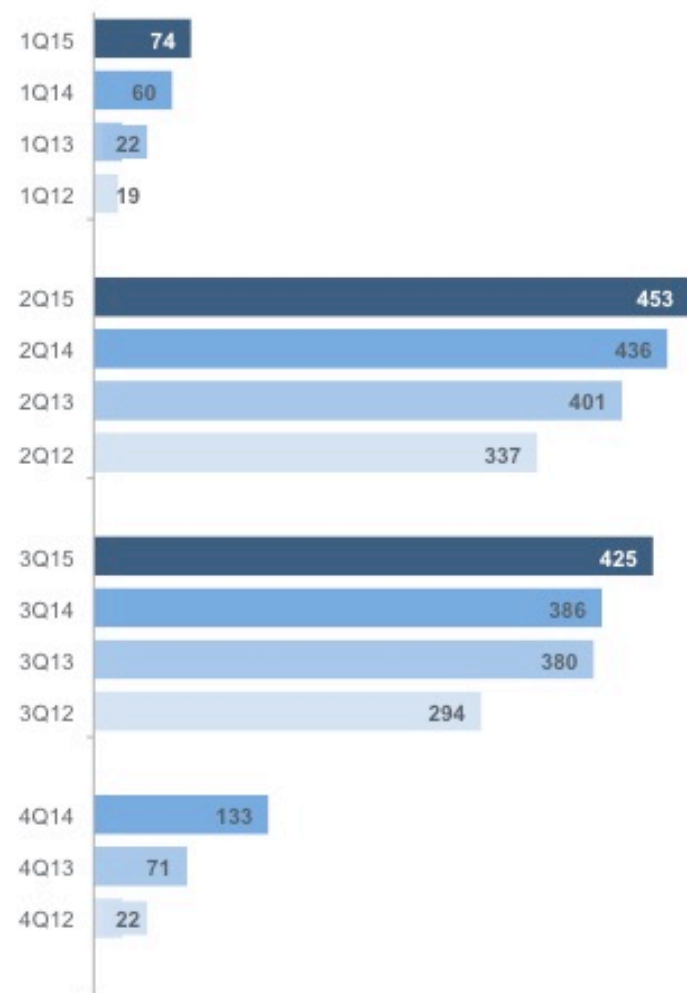


YOY QUARTERLY GROWTH SINCE LAUNCHING OF LUX* BRAND IN DECEMBER 2011

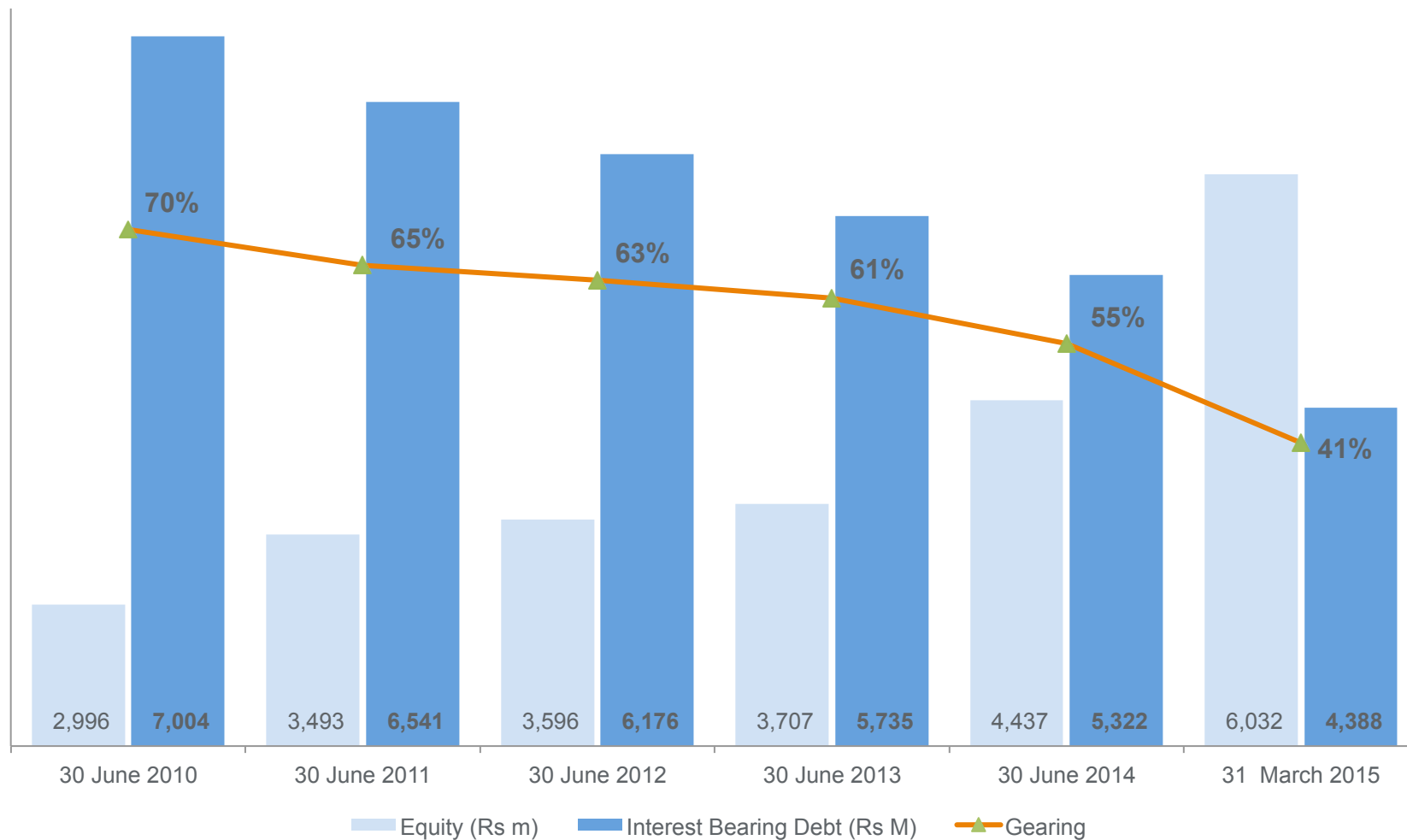
Revenue - Rsm



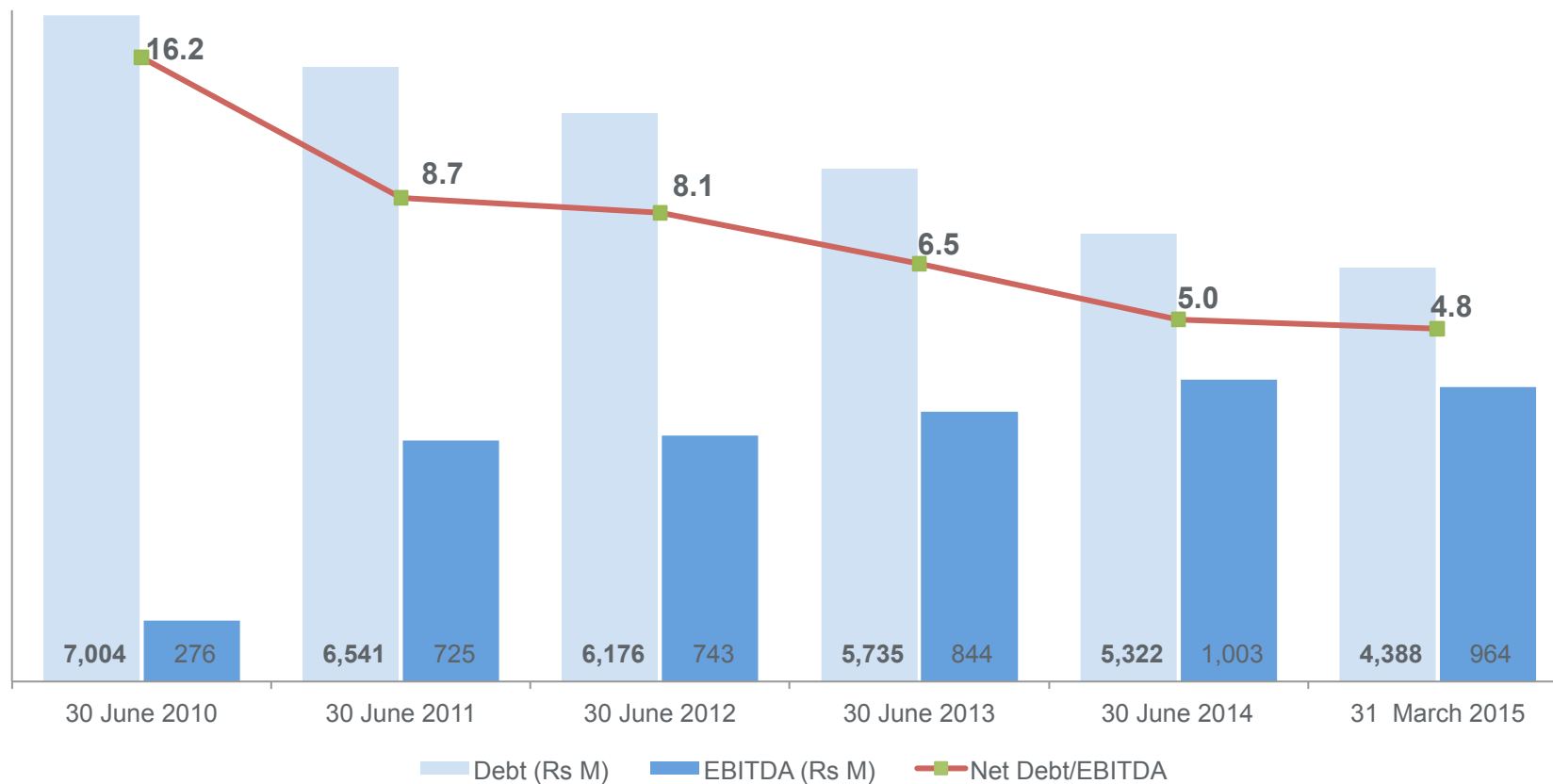
EBITDA - Rsm



EVOLUTION OF EQUITY, DEBT AND GEARING



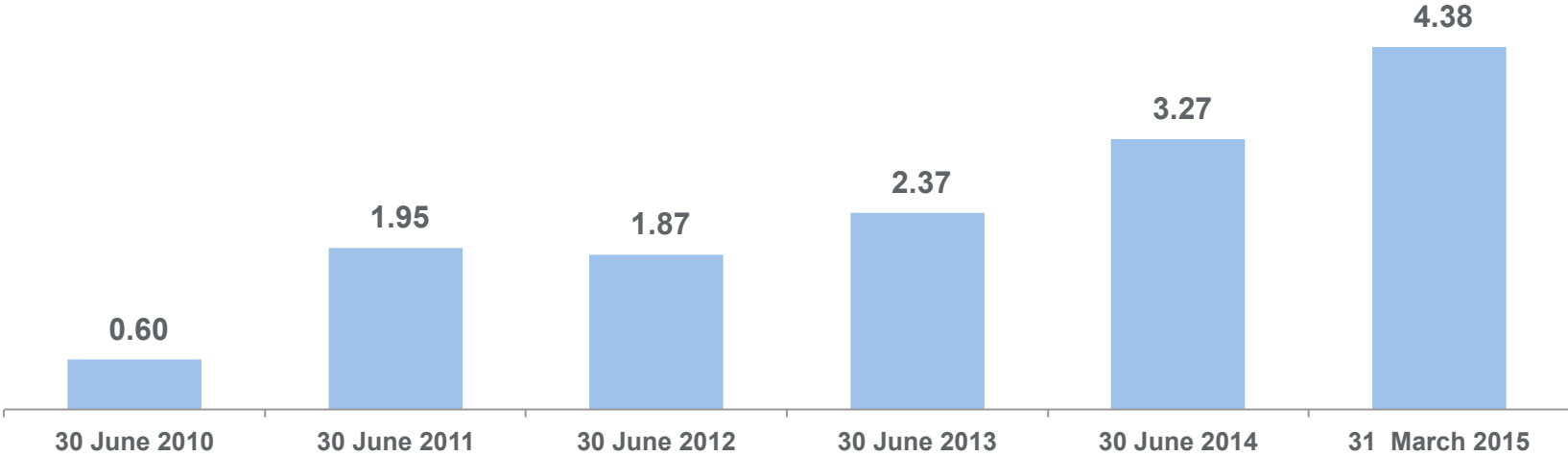
EVOLUTION OF DEBT, EBITDA AND NET DEBT / EBITDA RATIO



BALANCE SHEET

Balance Sheet as at			
	31st March 2015 Rs 000 (Un-audited)	31st March 2014 Rs 000 (Un-audited)	30th June 2014 Rs 000 (Audited)
ASSETS			
<i>Non current assets</i>			
Property, plant & equipment	9,119,978	7,405,416	7,925,902
Intangible assets	1,468,992	1,152,979	1,073,758
Investment in associates	-	214,380	232,449
Other financial assets	5	36	5
Deferred tax assets	48,586	36,677	21,282
Retirement benefit asset	-	8,224	42
	10,637,561	8,817,712	9,253,438
<i>Current assets</i>	1,556,091	1,326,027	1,088,758
	12,193,652	10,143,739	10,342,196
TOTAL ASSETS			
EQUITY AND LIABILITIES			
Shareholders' interest	6,032,598	3,900,679	4,313,262
Non-controlling interest	-	115,564	123,472
Non-current liabilities	3,850,823	4,444,345	4,243,045
Current liabilities	2,310,231	1,683,151	1,662,417
TOTAL EQUITY AND LIABILITIES	12,193,652	10,143,739	10,342,196
Net Assets per Share	Rs. 44.20	34.29	37.92
Net Assets per Share (Including the Market value of leasehold land)	Rs. 59.05	48.64	54.94

INTEREST COVER



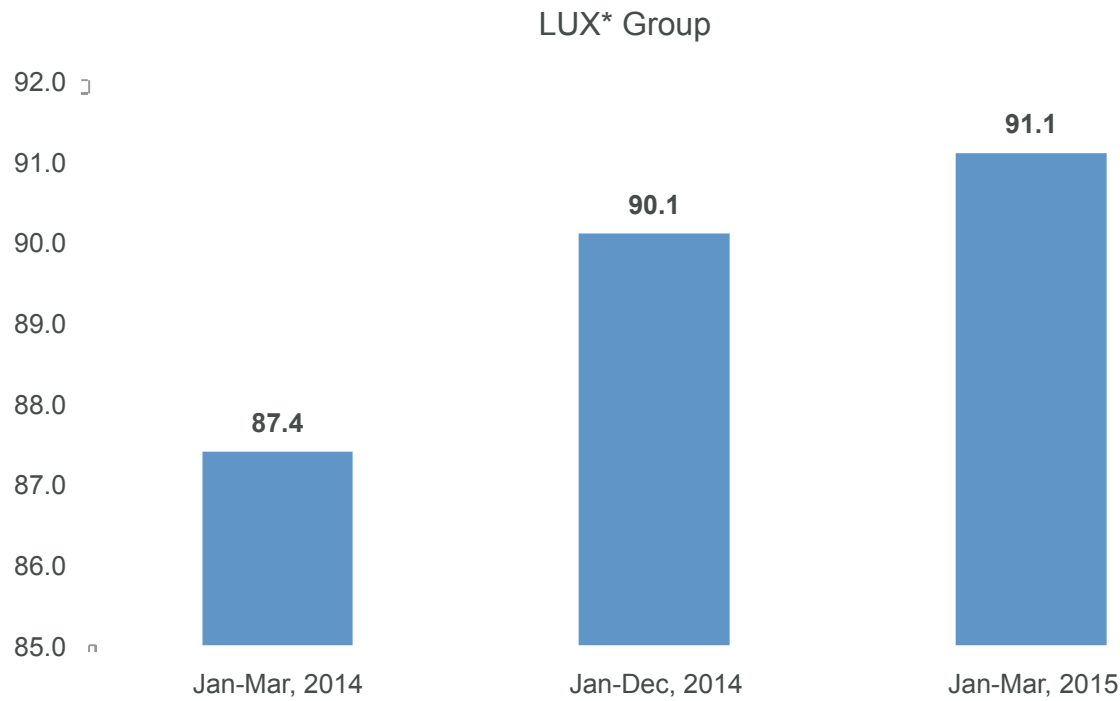


ELEVATE
THE GUEST
EXPERIENCE

- **GUEST SATISFACTION
PERFORMANCE**
-

GUEST SATISFACTION PERFORMANCE

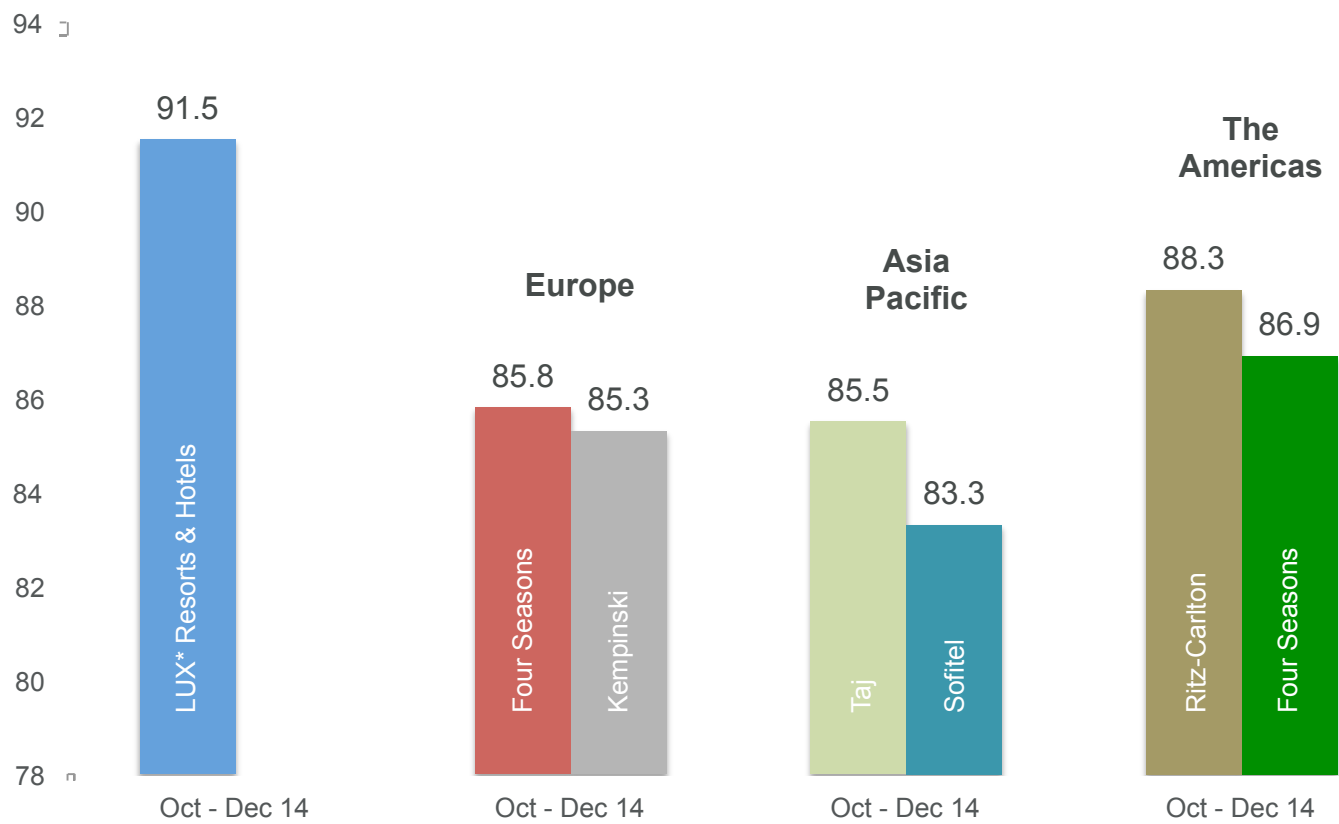
Market Metrix – LUX* Guest Satisfaction Score



GUEST SATISFACTION PERFORMANCE

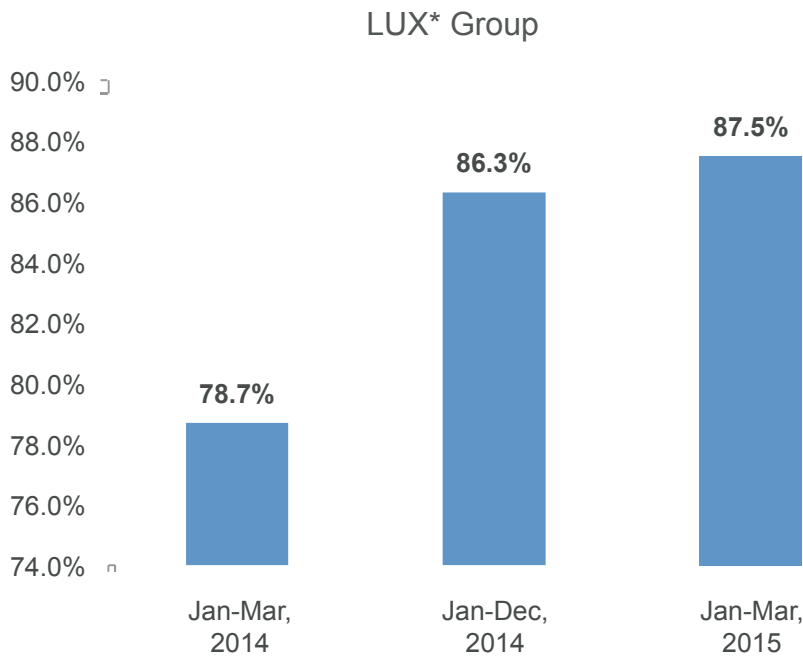
LUX* Performance vs The Best in the World

Performance Leaders Worldwide

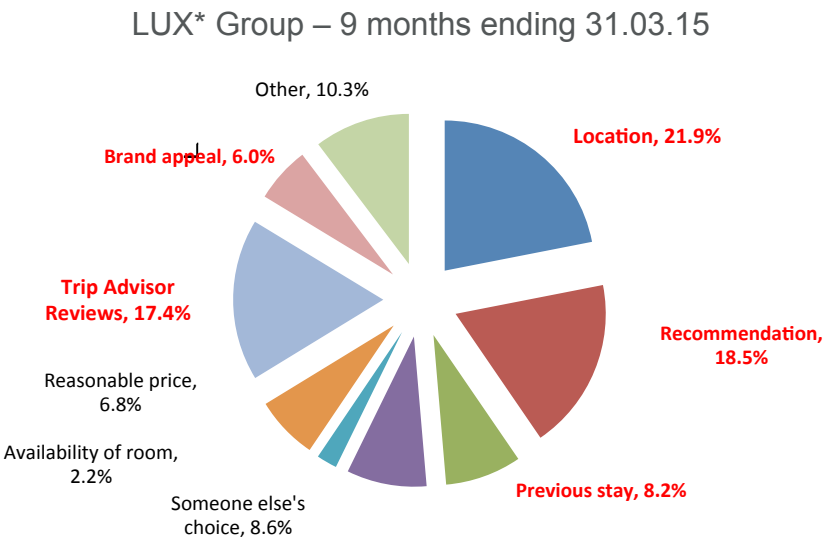


LUX* GUEST SATISFACTION PERFORMANCE

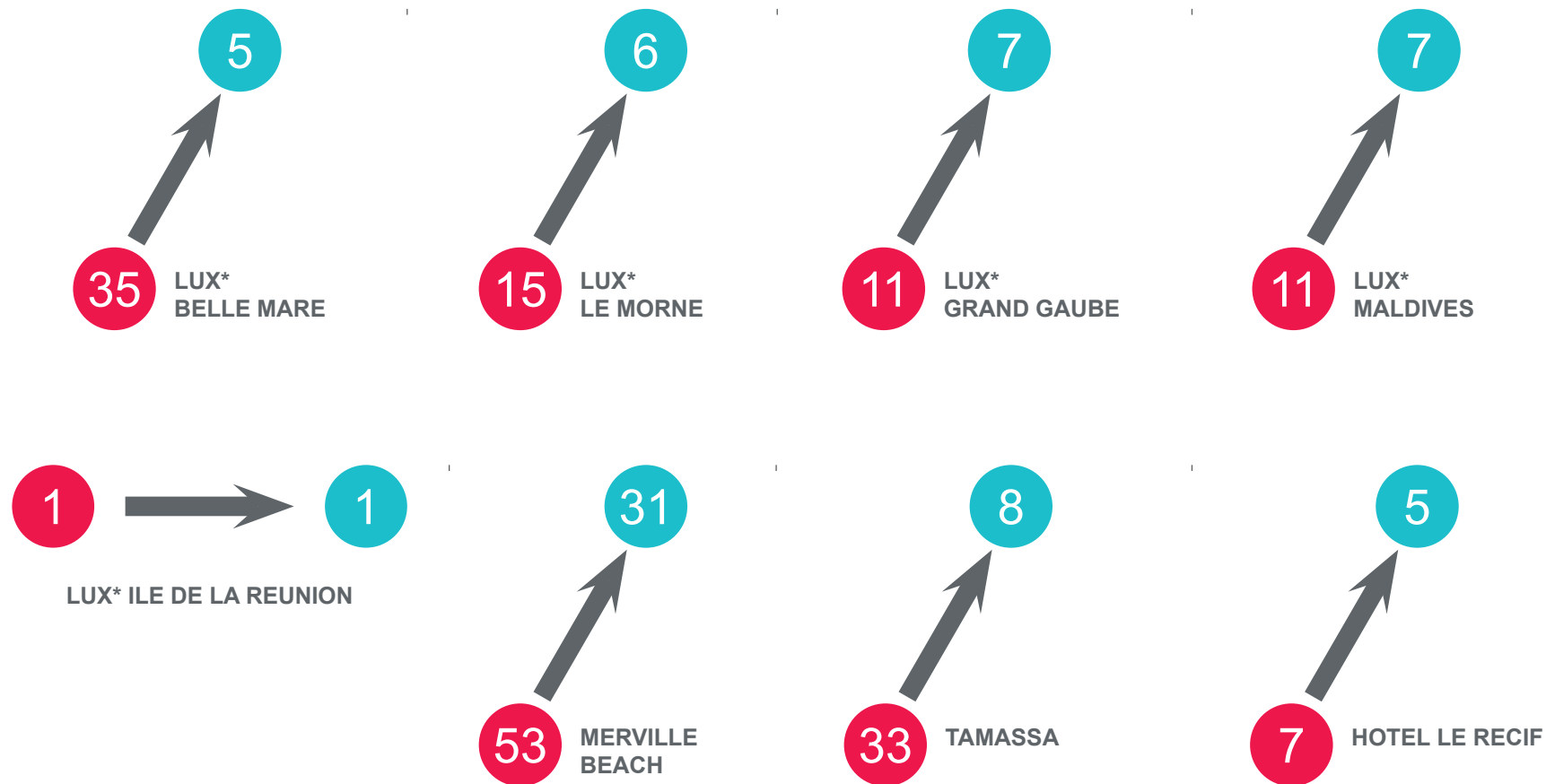
Market Metrix – LUX* Recommendation Score



Primary Reasons Guests chose LUX*



TRIP ADVISOR RANKING



December 2010

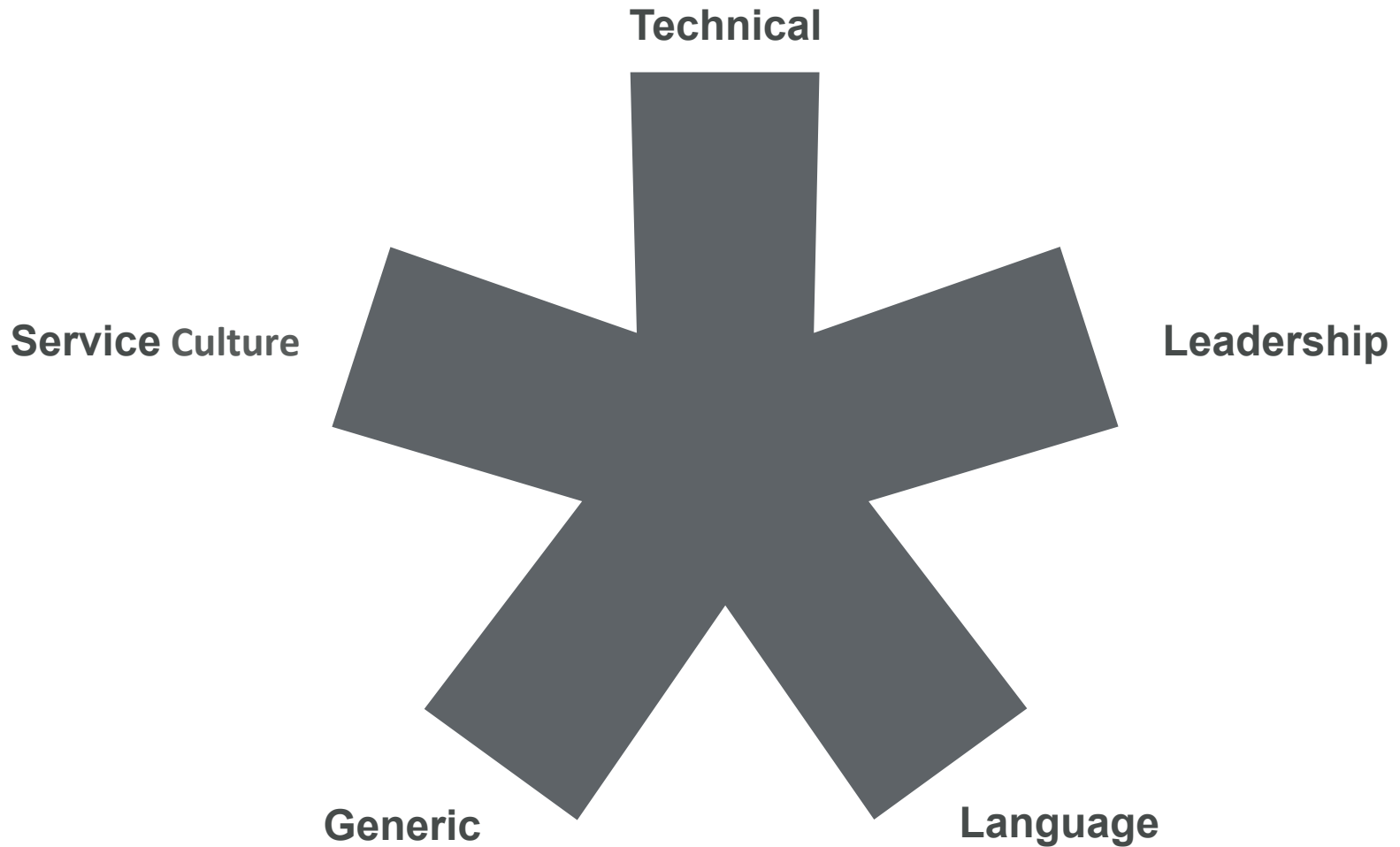


March 2015

A serene sunset scene over a body of water. The sun is low on the horizon, creating a bright, golden glow that reflects on the water's surface. The sky is filled with soft, orange and yellow clouds. In the foreground, a person's legs are sticking out of the water, with their feet pointing towards the sky. The water is calm, with gentle ripples around the legs. A white rectangular box is centered in the middle of the image, containing the text "HUMAN RESOURCE DEVELOPMENT" in a dark, sans-serif font.

HUMAN RESOURCE DEVELOPMENT

TRAINING APPROACH AT LUX* RESORTS & HOTELS



 **HEARTWARE**

 ~~**HARDWARE**~~

VPV

Vision, Purpose, Values

ACHIEVING SUPERIOR SERVICE

Course 100

LSPS

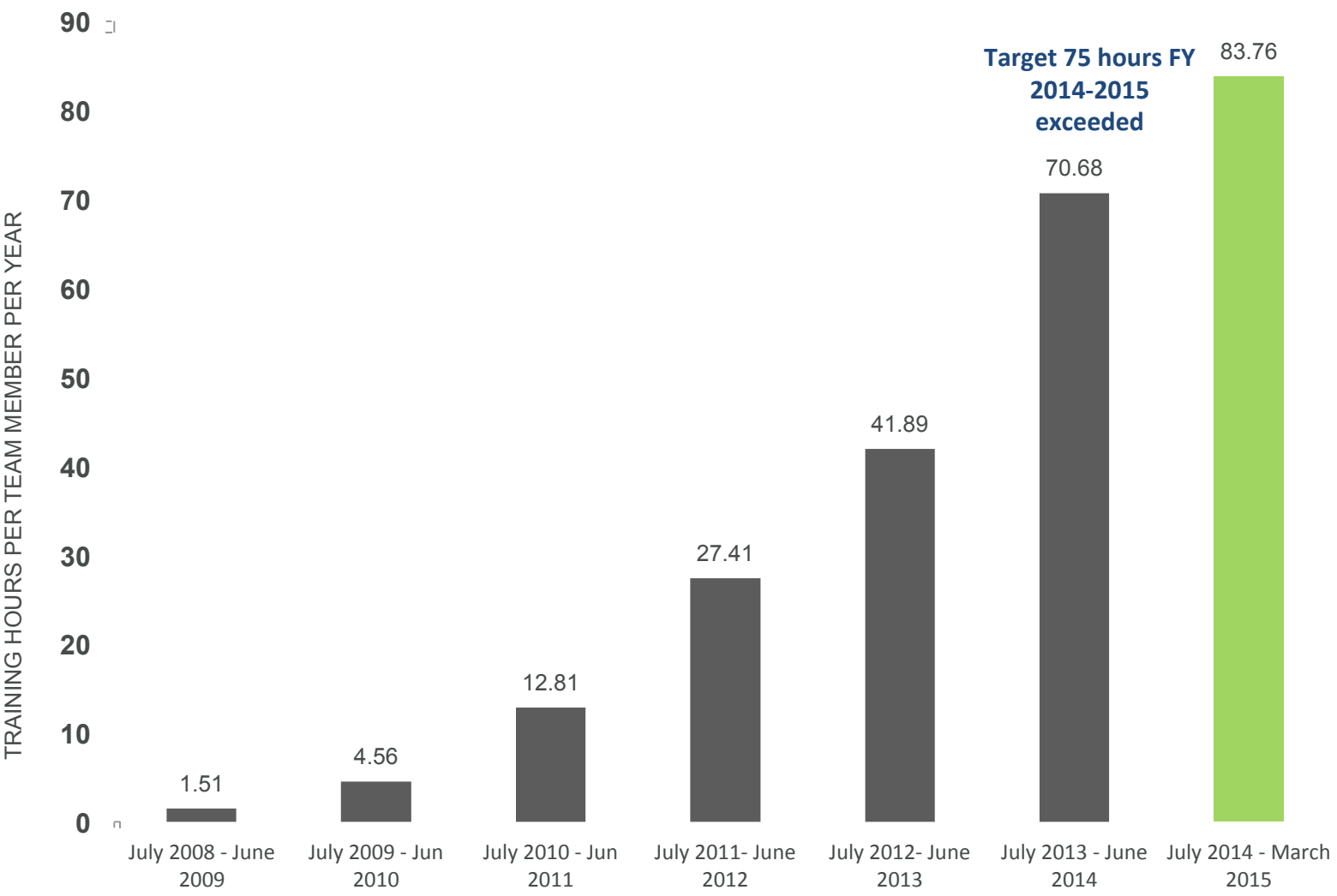
LUX* Shining Personality Standards

FISH!

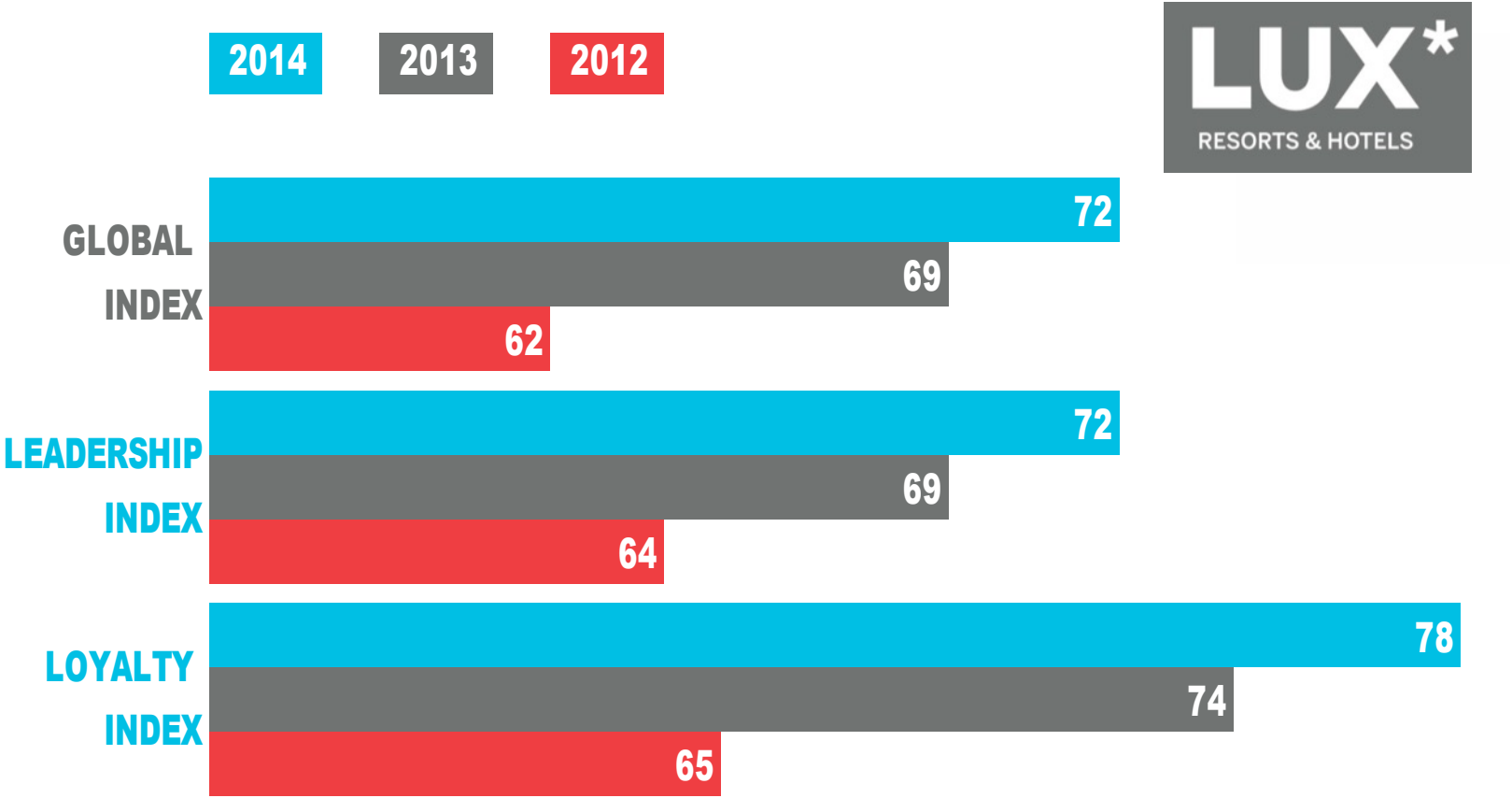
Philosophy

**SERVICE CULTURE
ENHANCEMENT**

TRAINING HOURS COMPARISON








TEAM MEMBER SATISFACTION SURVEY SCORE



A low-angle photograph looking up at several tall palm trees. The fronds are green and detailed, with sunlight filtering through from the right, creating a bright, hazy glow and lens flare effects. A white rectangular box is centered in the middle of the image, containing the text 'MANAGEMENT CONTRACTS' in a black, serif, all-caps font.

MANAGEMENT CONTRACTS

HIGHLIGHTS

			Anticipated Opening	Number of keys
CHINA	 TEA HORSE ROAD BENZILAN, CHINA	LUX* TEA HORSE ROAD - BENZILAN	October 2015	30
	 TEA HORSE ROAD LIJIANG, CHINA	LUX* TEA HORSE ROAD - LIJIANG, Phase 2	Mar-Apr 2016	15
	 DIANSHAN LAKE, CHINA	LUX* DIANSHAN LAKE	Q2, 2017	60
UAE	 AL ZORAH, UAE	LUX* AL ZORAH - AJMAN	End 2016	191 plus private LUX* branded residences
REUNION	 SUD SAUVAGE, LA REUNION	LUX* SUD SAUVAGE	August 2016	82
MALDIVES		LUX* MALDIVES 2	End 2016	60

A full-page background image of a calm ocean under a soft, cloudy sky. The water is a deep blue with gentle ripples. A white rectangular box is centered horizontally and vertically, containing the text 'SALES & MARKETING' in a teal, sans-serif font.

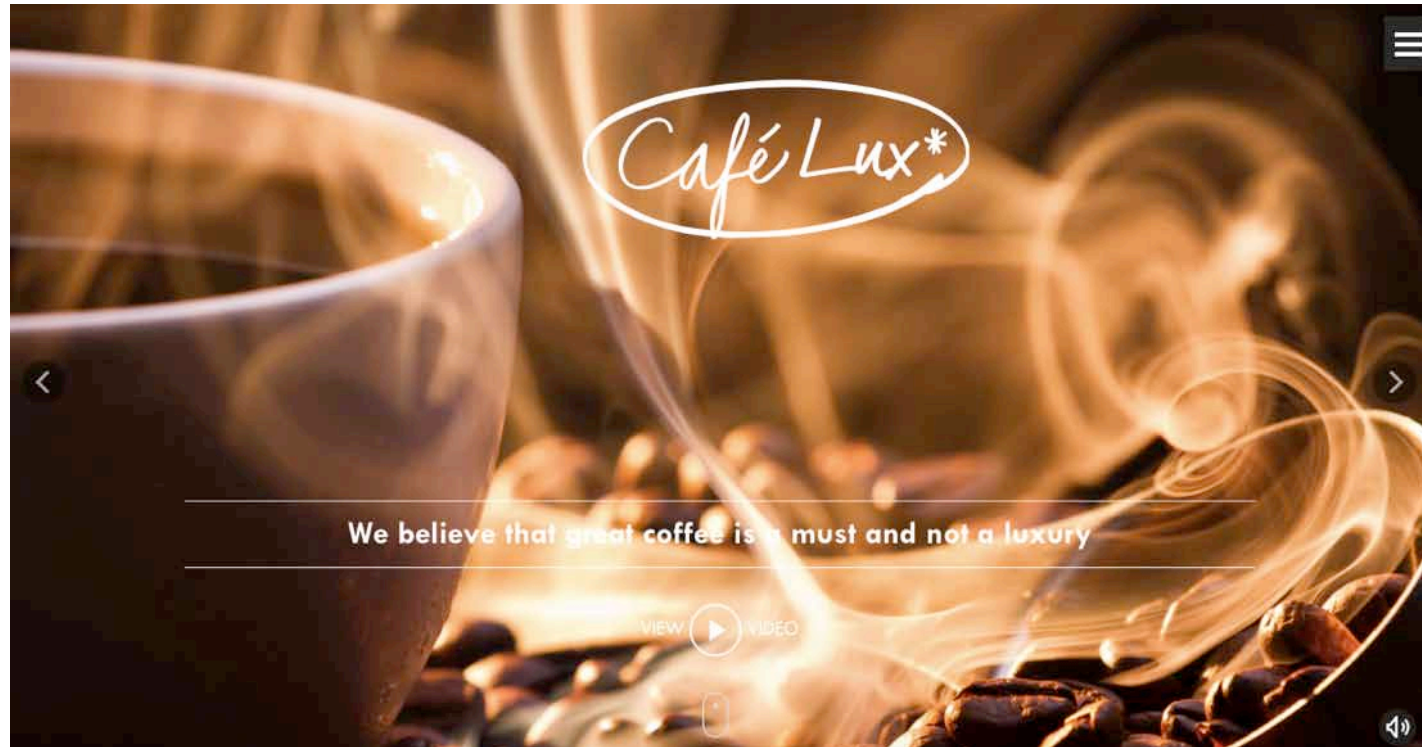
SALES & MARKETING

Luxresorts.com



- ✓ FULLY RESPONSIVE WEBSITE
- ✓ UNIQUE CONSUMER ENGAGEMENT FEATURES
- ✓ SIMPLE NAVIGATION SCROLL DOWN
- ✓ COMPARATIVE PRICE CHECK
- ✓ FOCUS ON IMAGERY, VIDEO, 360s, DRONE PANORAMIC...

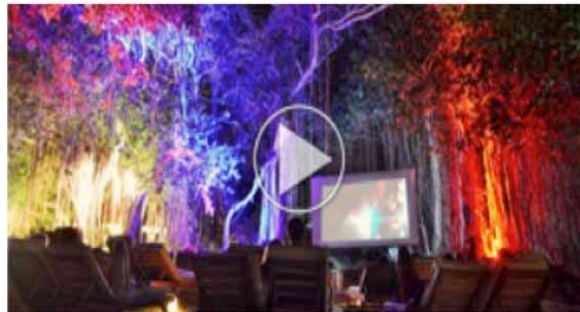
Cafelux.mu



- ✓ FULLY RESPONSIVE WEBSITE
- ✓ SIMPLE NAVIGATION
- ✓ LINKED TO luxresorts.com
- ✓ FOCUS ON IMAGERY, VIDEO, 360s, DRONE PANORAMIC...

Videos

- New Brand video (completed by 15th May)
- Reasons to go LUX* videos



In progress (shooting done, editing completed by 30th May):

- | | |
|-----------------------|------------------|
| - Mama Aroma | - LUX* Me |
| - Message in a bottle | - Tread Lightly |
| - Phone Home | - Tree of wishes |

THANK YOU