

LUX ISLAND RESORTS LTD

ANALYST & PRESS MEETING AT SALT OF PALMAR

22 OCTOBER 2018

Financial Highlights

Year ending 30 June 2018

LUX ISLAND RESORTS LTD AND ITS SUBSIDIARIES
STATEMENT OF COMPREHENSIVE INCOME FOR THE YEAR ENDED JUNE 30, 2018

	THE GROUP		
	2018	2017	Change
	Rs'000	Rs'000	
Total Revenue	5,849,733	5,260,091	11%
Total Operating Expenses	4,688,278	4,171,480	12%
EBITDA	1,161,455	1,088,611	7%
Gain on bargain purchase of subsidiary	75,677	-	
Profit on disposal of property, plant and equipment	-	177,884	
Adjusted EBITDA	1,237,132	1,266,495	-2%
Depreciation and amortisation	(501,819)	(442,214)	13%
Operating profit	735,313	824,281	-11%
Net finance costs	(234,350)	(241,422)	-3%
Profit before tax	500,963	582,859	-14%
Income tax expense	(86,322)	(75,123)	
Profit for the year	414,641	507,736	-18%
Non-controlling interest	74	7,213	
Profit attributable to owners of the company	414,715	514,949	-19%
Earnings per share (Rs)	3.02	3.75	-19%

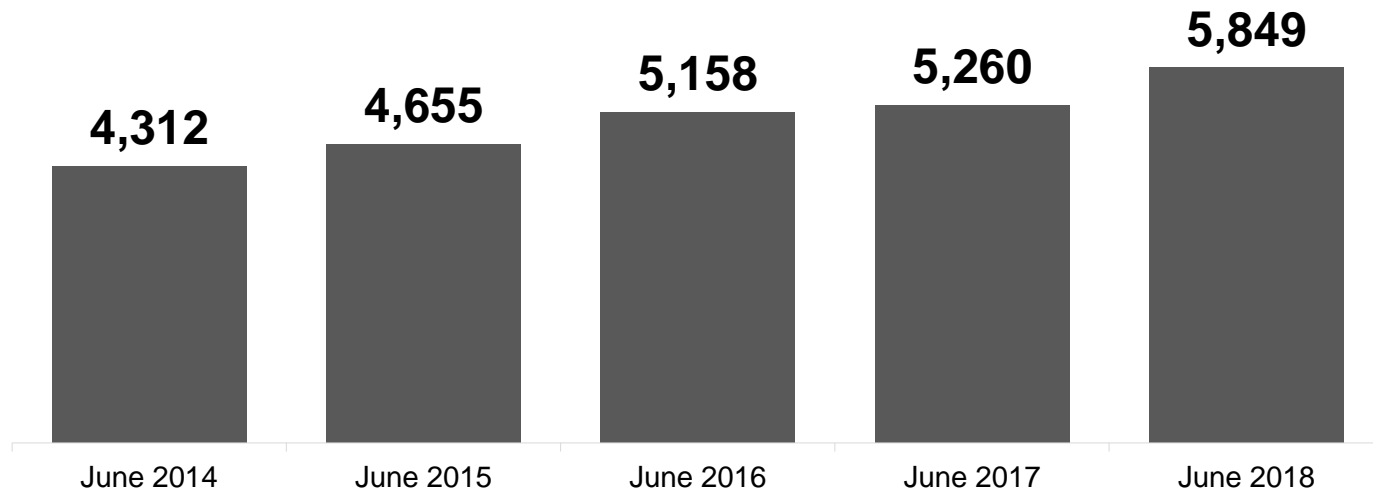
LUX ISLAND RESORTS LTD AND ITS SUBSIDIARIES
STATEMENT OF FINANCIAL POSITION AS AT JUNE 30, 2018

	THE GROUP	
	2018	2017
	Rs'000	Rs'000
ASSETS		
Non-current assets	11,688,445	10,391,750
Current assets	1,240,493	1,146,409
TOTAL ASSETS	12,928,938	11,538,159
EQUITY AND LIABILITIES		
Capital and reserves	6,010,296	5,794,057
Non-current liabilities		
Borrowings	3,631,683	2,859,556
Other Long term liabilities	670,982	662,976
	4,302,665	3,522,532
Current liabilities		
Borrowings	1,250,634	1,107,452
Other current liabilities	1,365,343	1,114,118
	2,615,977	2,221,570
TOTAL EQUITY AND LIABILITIES	12,928,938	11,538,159

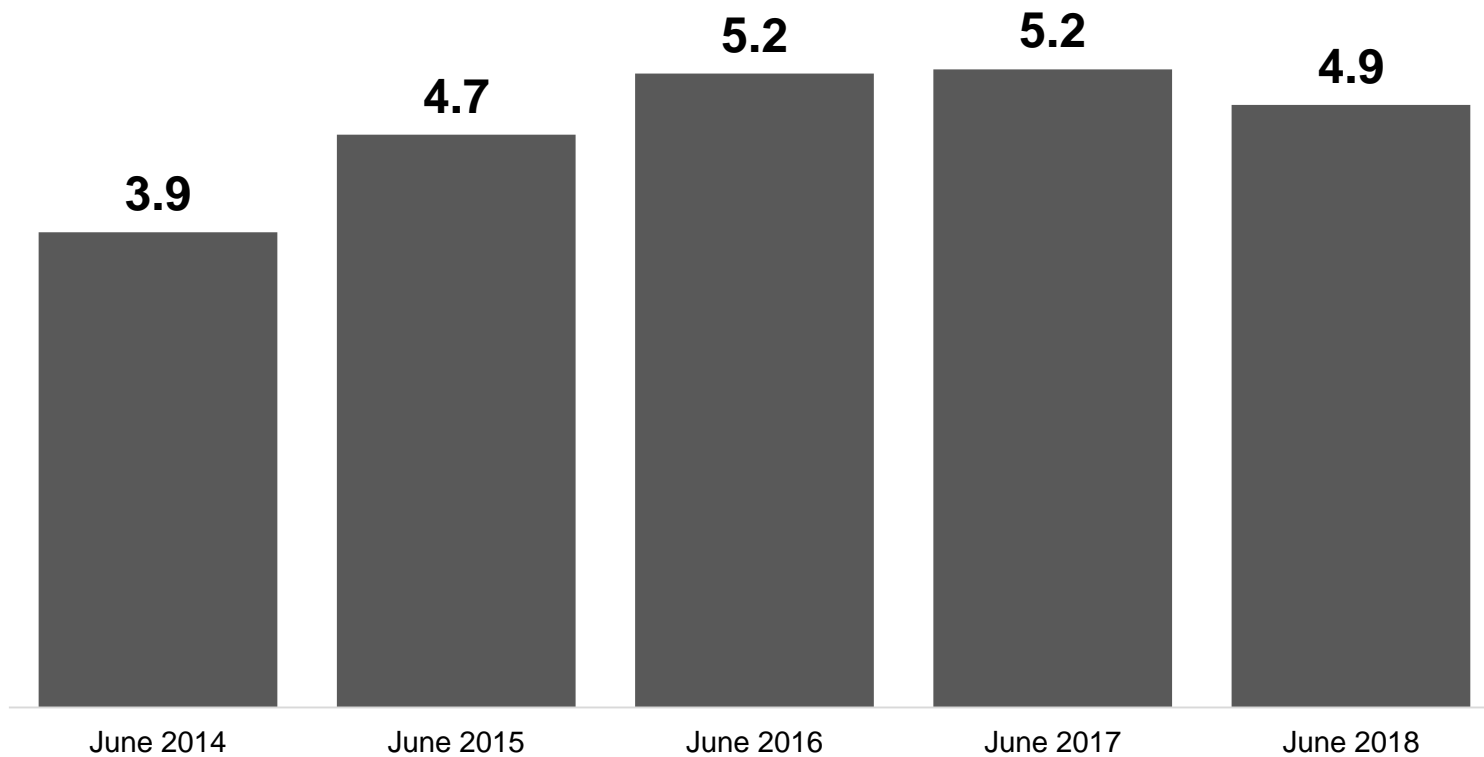
LUX ISLAND RESORTS LTD AND ITS SUBSIDIARIES
STATEMENTS OF CASH FLOWS FOR THE YEAR ENDED JUNE 30, 2018

	THE GROUP	
	2018	2017
	Rs'000	Rs'000
OPERATING ACTIVITIES		
Net cash flows from operating activities	741,962	847,527
INVESTING ACTIVITIES		
Purchase of shares in subsidiary	(78,469)	-
Purchase of property, plant and equipment	(1,333,863)	(1,090,593)
Purchase of intangible assets	(10,627)	(215,495)
Proceeds from disposal of property, plant and equipment	1,050	1,262,982
Net cash flows used in investing activities	(1,421,909)	(43,106)
FINANCING ACTIVITIES		
Proceeds from long term borrowings	1,682,988	1,385,633
Payments on long term borrowings	(1,014,187)	(1,785,308)
Dividends paid	-	(171,381)
Repayment of obligation under finance leases	(14,244)	(13,093)
Net cash flows used in financing activities	654,557	(584,149)
Net (decrease)/increase in cash and cash equivalents	(25,390)	220,272
Opening balance	(73,609)	(293,881)
Closing balance	(98,999)	(73,609)

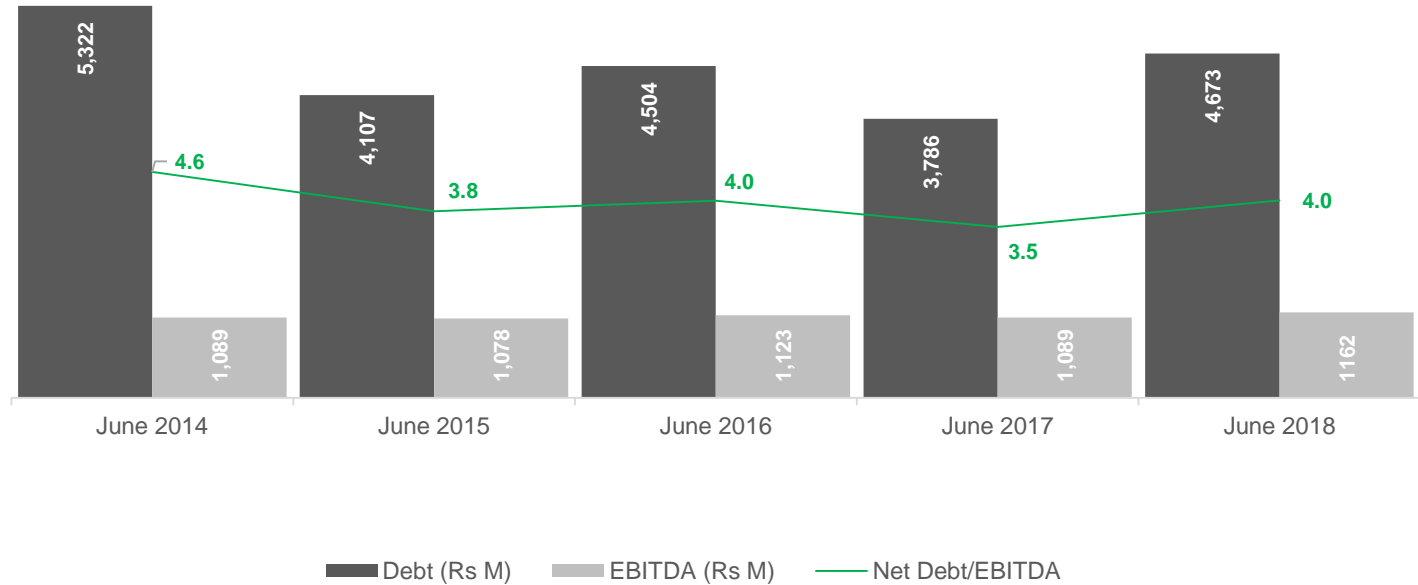
Revenue (Rs M)



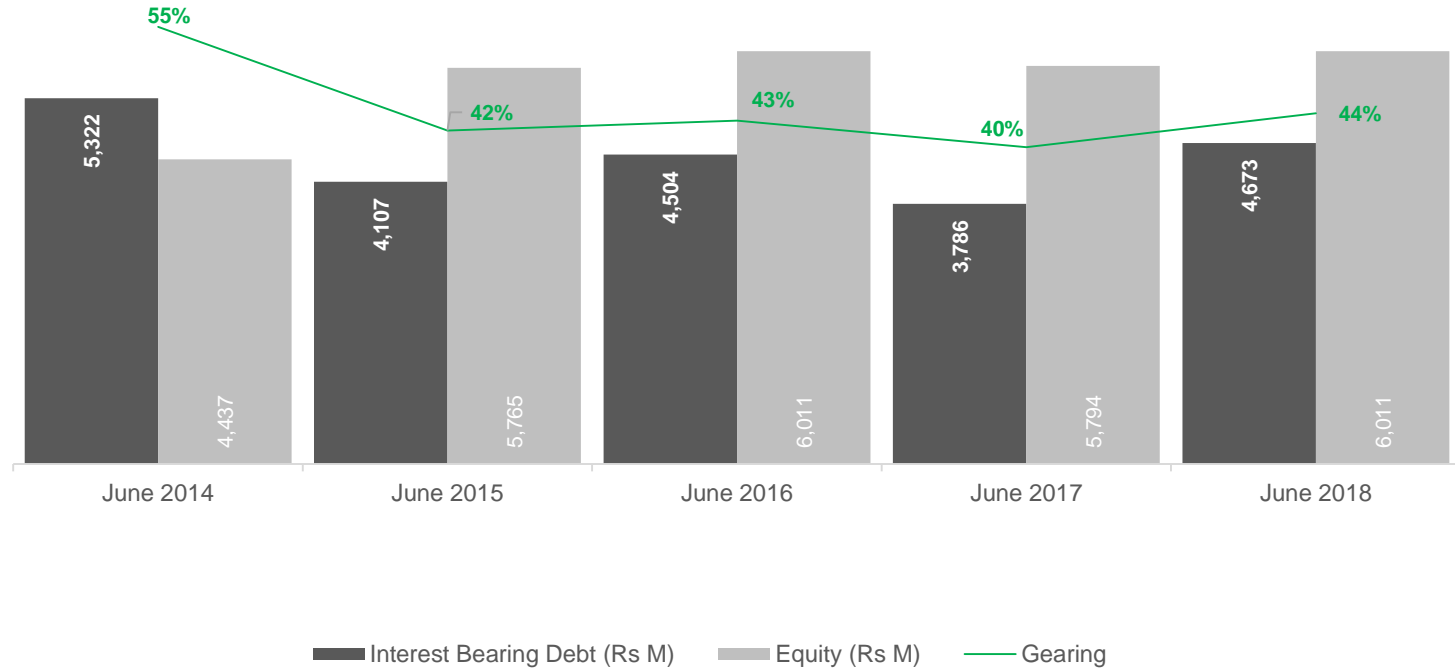
Interest Cover



EVOLUTION OF DEBT, EBITDA AND NET DEBT/EBITDA RATIO



EVOLUTION OF EQUITY, DEBT AND GEARING



Financial Highlights

Q1, 30 September 2018

LUX ISLAND RESORTS LTD AND ITS SUBSIDIARIES
STATEMENT OF PROFIT OR LOSS AND OTHER COMPREHENSIVE INCOME
PERIOD ENDED SEPTEMBER 30, 2018

	THE GROUP		
	Quarter ended	Quarter ended	
	30-Sep-18	30-Sep-17	Change
	Rs'000	Rs'000	
Total Revenue	1,236,727	1,062,949	16%
Total Operating Expenses	1,154,598	1,040,341	11%
EBITDA'	82,129	22,608	263%
Depreciation and amortisation	(131,878)	(125,334)	
Operating Loss	(49,749)	(102,726)	-52%
Finance revenue	175	166	
Finance costs	(67,493)	(49,020)	
Loss before income tax	(117,067)	(151,580)	-23%
Income tax credit	16,672	19,500	
Loss for the period	(100,395)	(132,080)	-24%
Non-controlling interest	1,523	2,384	
Loss attributable to owners of the company	(98,872)	(129,696)	-24%
Loss per share (Rs)	(0.72)	(1.50)	-52%

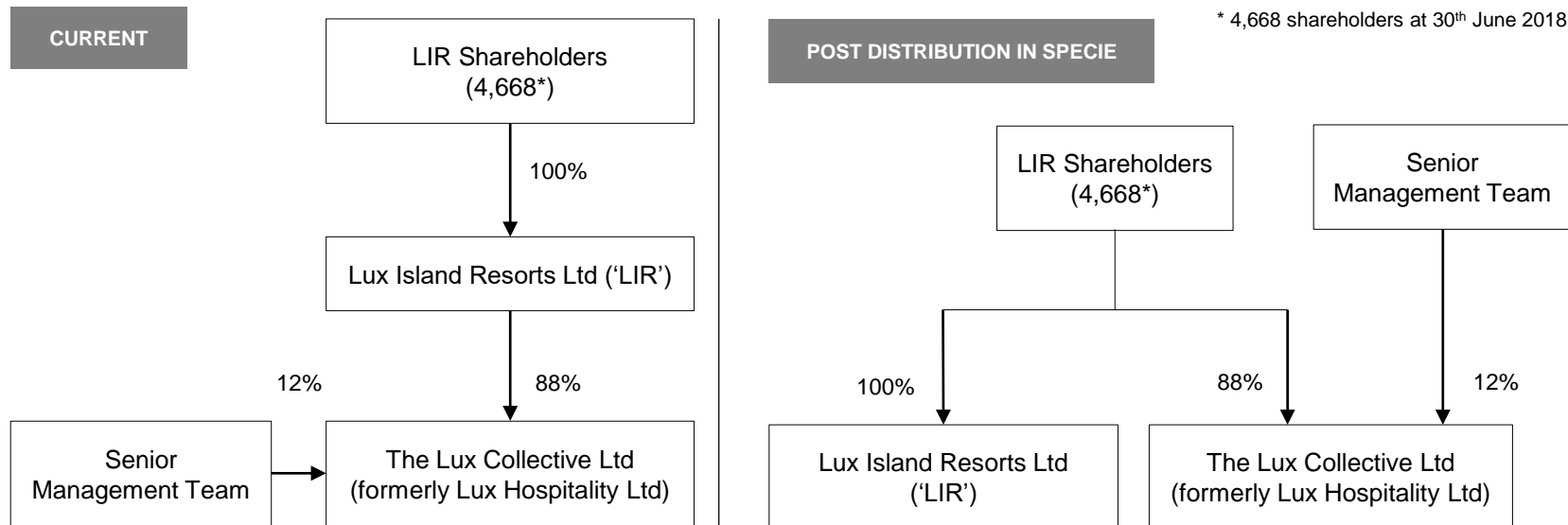
LUX ISLAND RESORTS LTD AND ITS SUBSIDIARIES
STATEMENT OF FINANCIAL POSITION AS AT SEPTEMBER 30, 2018

	THE GROUP		
	30-Sep-18	30-Sep-17	30-Jun-18
	Rs'000	Rs'000	Rs'000
ASSETS			
Non-current assets	11,745,000	10,519,354	11,688,445
Current assets	1,268,000	1,206,663	1,240,493
TOTAL ASSETS	13,013,000	11,726,017	12,928,938
EQUITY AND LIABILITIES			
Capital and reserves	5,928,366	5,654,373	6,010,296
Non-current liabilities			
Borrowings	3,625,174	2,964,443	3,631,683
Other Long term Liabilities	651,555	644,465	670,982
	4,276,729	3,608,908	4,302,665
Current liabilities			
Borrowings	1,555,328	1,270,949	1,250,634
Other current liabilities	1,252,577	1,191,787	1,365,343
	2,807,905	2,462,736	2,615,977
Total liabilities	7,084,634	6,071,644	6,918,642
TOTAL EQUITY AND LIABILITIES	13,013,000	11,726,017	12,928,938

Restructuring of the group activities

Restructuring implemented by way of a distribution in specie by LIR of its shares in TLC

Shareholding structure of LIR following the distribution in specie by LIR of its shares in The Lux Collective Ltd (TLC)



Separation of the Management Company, The Lux Collective Ltd (“TLC”), formerly known as LUX Hospitality Ltd, from the real estate and hotel operations company, Lux Island Resorts (“LIR”)



LIR

Investment property holding company, which owns the real estate assets and operations

CEO: Desire Elliah

Effective 01 Jan 2019

TLC

Management company, which will own a portfolio of brands under The Lux Collective, & manage the hotels owned by LIR & other owners

CEO: Paul Jones

Objectives of the 2 entities

LIR

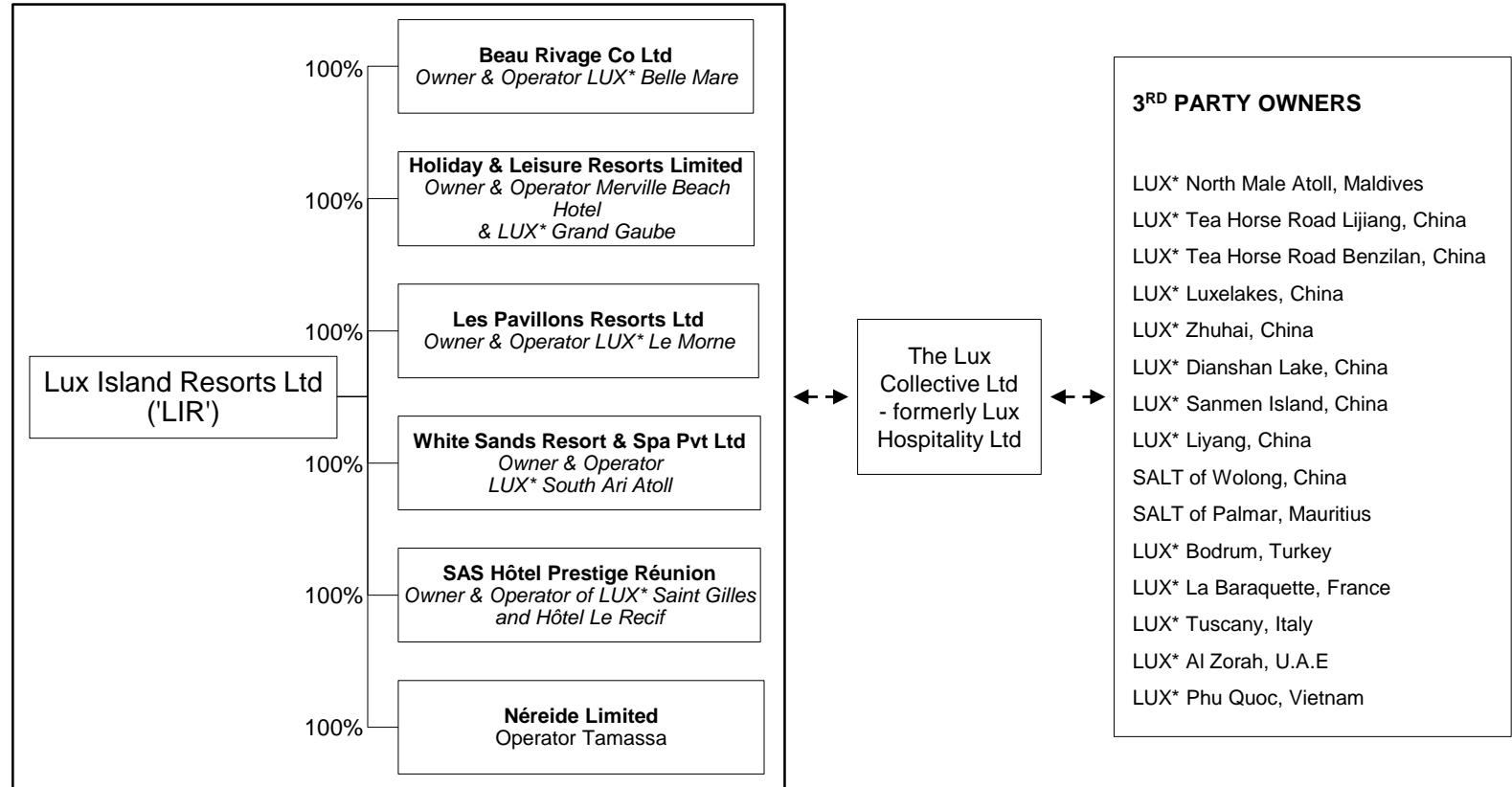
Grow business by investing in owned properties, seeking new investment opportunities and consolidating financial position

TLC

Increase shareholder value through growth in earnings by maximising the performance of the existing LIR properties and increasing the number of hotel management contracts.

Each management team will focus on and bring the core competencies necessary for their respective businesses

The business model of LIR and TLC post spinoff will be as follows:



← → : Long Term Management Contracts

Board Chairmanship & Members

Lux Island Resorts Ltd

- **Jean-Claude Béga, Chairman**
- Jan Boullé
- Laurent de la Hogue
- Désiré Elliah
- Pascale Lagesse
- Thierry Lagesse
- Reshan Rambocus
- Maxime Rey

The Lux Collective Ltd

- **Arnaud Lagesse, Chairman**
- Paul Jones
- Marie Laure Ah-You
- Jean de Fondaumière
- Julian Hagger
- Karen Lai
- Alexis Harel
- Hans Olbertz
- Scott Woroch
- Christof Zuber



LUX* RESORTS & HOTELS

SALT

TAMASSA

SOCIO

THE LUX COLLECTIVE

Relocation of The Lux Collective HQ



Why relocate?

- Position TLC as a Global Hotel Management Company based in a more logistically convenient location, taking into account the existing contracts and those in the pipeline in the Asia-Pacific region
- Current pipeline indicates that TLC will be managing and developing more hotels outside the Indian Ocean region
- Singapore is recognized as one of the leading Global Business centres offering a pro-business environment with excellent infrastructure and is highly connected



Introducing

The Lux Collective

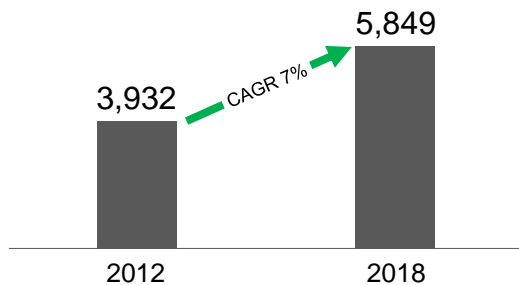


Retrospective

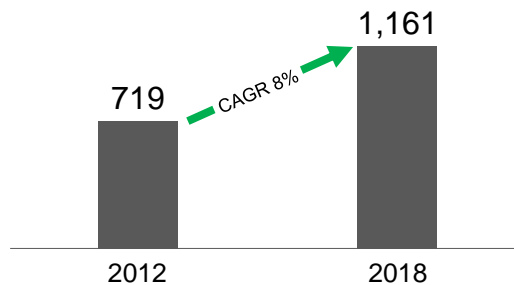


Retrospective

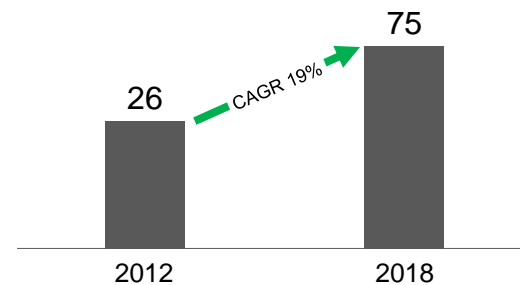
Turnover (Rs m)



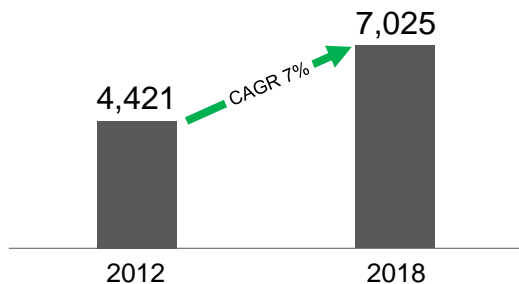
EBITDA (Rs m)



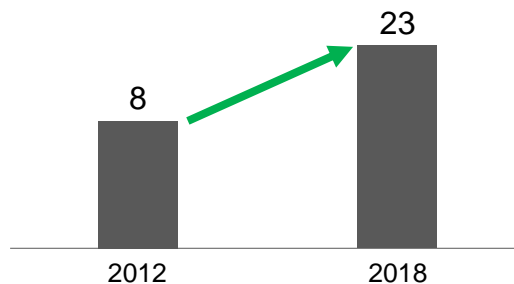
Share Price (Rs)



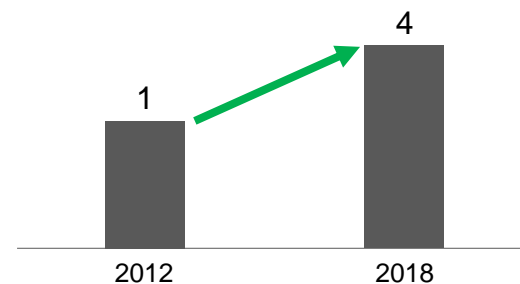
REVPAR (Rs)



No. of Management contracts



No. of Brands





Why The Lux Collective?

collective (noun)

A group of people that share or are motivated by the same interest and work together to achieve a common objective.



Our portfolio of brands



THE LUX COLLECTIVE

PEOPLE

PASSIONATE

RESPONSIBLE

INNOVATIVE

VALUES PURPOSE AUDIENCE BRAND PROMISE BRAND	<div>Resorts & Hotels</div> <div>F&B</div>				
	A Lighter, Brighter Holiday Experience	Vibrant, Fun, Relaxed Happiness	Truly Human, Local, Transformational	Amazing things happen when people connect.	A Lighter, Brighter experience
	Simplicity Searchers Social Capital Seekers	Simplicity Searchers Obligation Meeters	Cultural Purists Ethical Travellers	Obligation Meeters Social Capital Seekers	Social Capital Seekers
	Helping People Celebrate Life.	Bringing People Together and Joy to Life	Inspiring travellers by connecting with people and places.	Give locals and visitors a friendly, flexible space to work, play eat and stay.	Helping people celebrate life.
VALUES	People, Passion, Integrity, Creativity	Fun, Inclusive, Passionate, Original	Simple, Local, Curious, Human	Flexible, Inclusive, Bold, Playful	People, Passion, Integrity, Creativity



The Lux Collective 5-year Development Goal





Q&A