

# **DELTA** CORP LIMITED

9<sup>th</sup> February, 2017

<b>National Stock Exchange of India Ltd.</b> Listing Department. Exchange Plaza, C-1, Block- G, Bandra Kurla Complex, Bandra (East) Mumbai-400 051. Fax No. 26598235/8237/8347. <b>Symbol: DELTACORP</b>	<b>BSE Ltd.,</b> Corporate Relation Department, Listing Department, Phiroze Jeejeebhoy Towers, Dalal Street, Mumbai – 400 023. Facsimile No. 22723121/22722037/2041 <b>Scrip Code 532848</b>
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Dear Sir/Madam,

**Sub: Intimation under Regulation 30 of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015.**

Pursuant to Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements), Regulations, 2015, please find enclosed herewith investors presentation as per details given below:-

Date	Particulars
09.02.2017	Edelweiss - Investor Presentation, Mumbai

The aforesaid presentation is also available on the website of the Company.

You are requested to take the same on record & oblige.

Thanking You.

Yours Faithfully,  
**For Delta Corp Limited**



**Dilip Vaidya**  
**Company Secretary & GM - Secretarial**  
**FCS NO.7750**  
Encl- As above

**Regd. Office :** 10, Kumar Place, 2408, General Thimayya Road, Pune – 411001.

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Mumbai - 400 034. Email : secretarial@deltin.com  
URL : www.deltacorp.in CIN : L65493PN1990PLC058817




DISCOVER  
DELTIN



# OVERVIEW



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- ◆ **Primary business of gaming & hospitality**
  - ◆ **Leading gaming company in India, captured a lion share of the Indian gaming market through its 5 casinos in Goa and Sikkim.**
  - ◆ **First mover advantage in India.**
  - ◆ **Launched the first integrated Casino resort in Daman, just a 2.5 hour drive from Mumbai (population ~20M). Well connected to Surat, Vadodara and Ahmedabad, 3 large affluent cities in Gujarat (population 11.8M).**

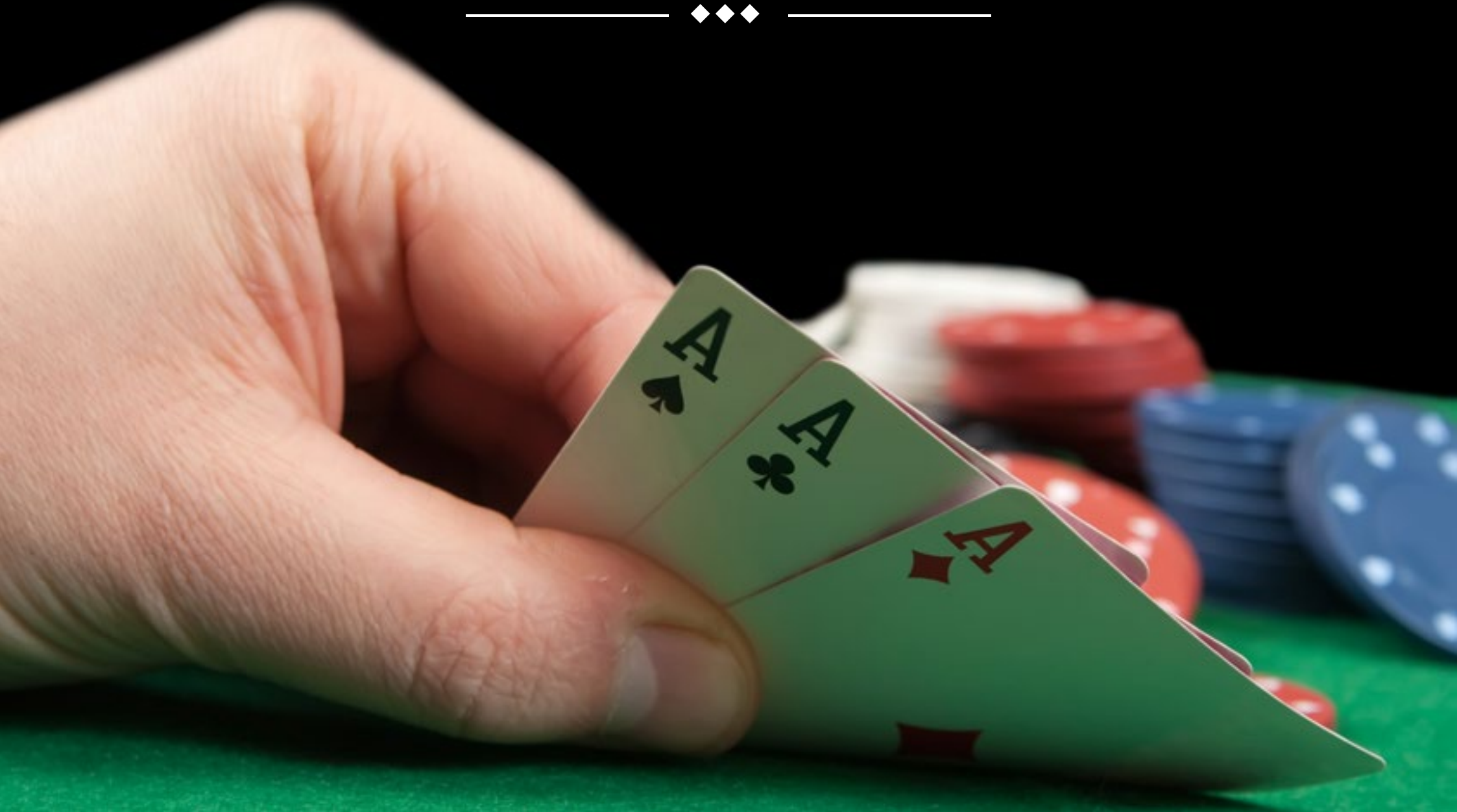
- ◆ Listed on the National Stock Exchange and Bombay Stock Exchange with a market capitalization of ~US\$ 440Mn. (as of Feb 2017)
- ◆ Quality management team with significant operating expertise. Delta's Chairman, **Mr. Jaydev Mody**, is a first generation entrepreneur and a leading Indian real-estate visionary.



**DELTA** *CORP LIMITED* has secured the most attractive locations in India.



# CORPORATE HISTORY



### ◆ 2006-2007

- ◆ Entered the Gaming and Hospitality business.

### ◆ 2008-2010

- ◆ Demerged Textile business.
- ◆ Commenced operation of 2 offshore casinos, Casino Royale and King's Casino.
- ◆ Raised ₹82.5 crores through the QIP route, a first for Delta Corp.

### ◆ 2013-2014

- ◆ Commenced operations of Daman Hotel
- ◆ Made a profitable exit from the Real Estate business
- ◆ Launched Asia's largest offshore Casino in Goa

### ◆ 2015-2017

- ◆ Acquired Add52.com, India's leading online poker site
- ◆ Launched Landbased casino in Sikkim

### ◆ 1990-1991

- ◆ Started as a Textiles and Real Estate consultancy company.

### ◆ 2007-2008

- ◆ Entered the Real Estate business in Nairobi, East Africa.
- ◆ ICICI Ventures invested ₹82 crores, a major private equity deal for Delta Corp.

### ◆ 2010-2013

- ◆ Acquired third offshore casino, Casino Caravela.
- ◆ Acquired Land in Sri Lanka
- ◆ Raised ₹285 crores through preferential allotment to Rakesh Jhunjhunwala & Group.

### ◆ 2014-2015

- ◆ Acquired an additional 36% stake in Daman Hospitality; increasing our stake to 87%.
- ◆ Acquired land in Sri Lanka.
- ◆ Launched Land based Casino in Goa

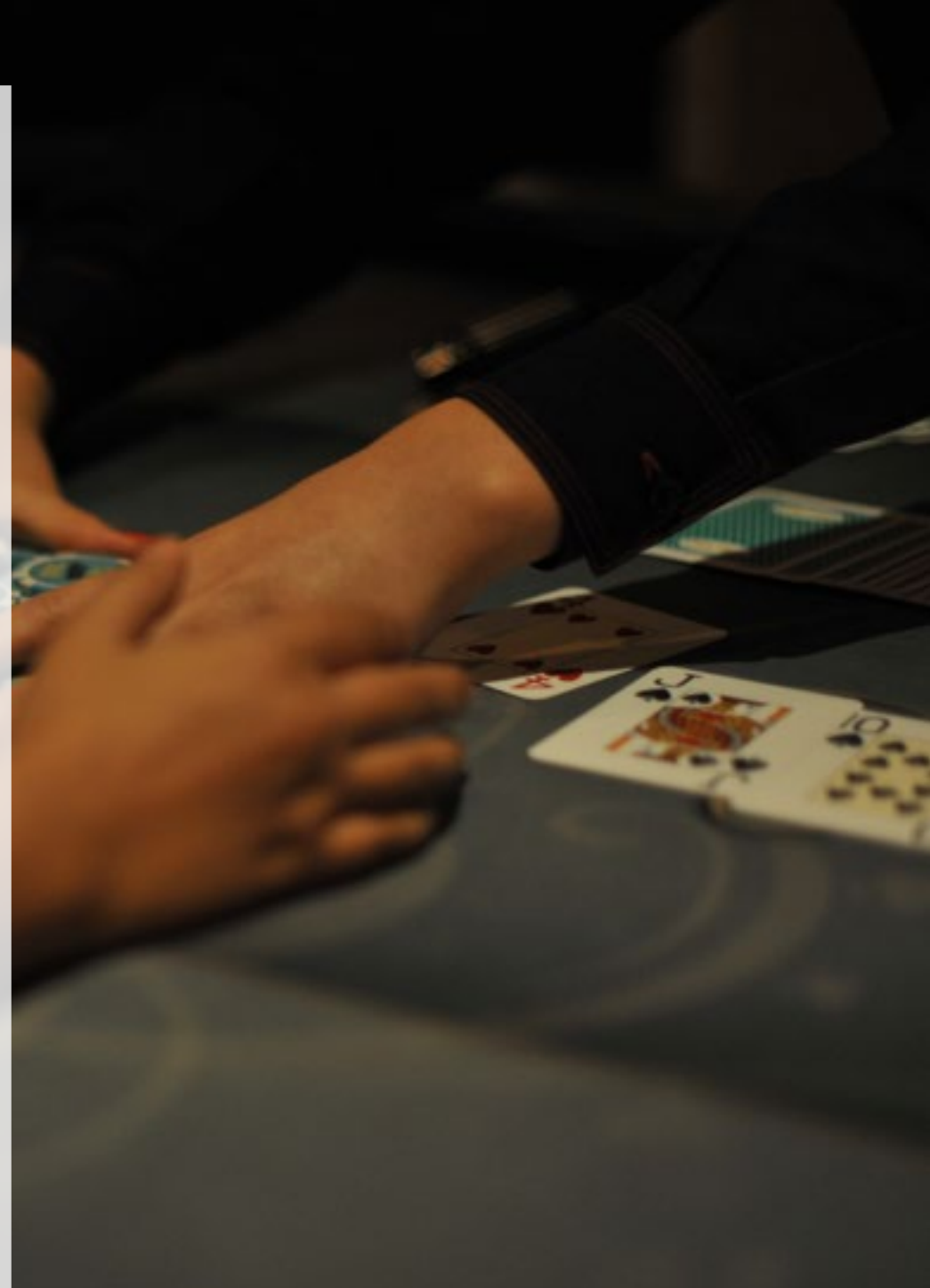




# KEY HIGHLIGHTS



- ◆ India represents a gaming market with **high growth potential**.
- ◆ Delta Corp is the **largest operator in the organised gaming market in India**, and the only listed operator with access to capital markets.
- ◆ Delta has an early mover advantage.
- ◆ Delta has a high quality management team with **significant operating expertise**.



# Rebranding to DELTIN

- ◆ Rebranded gaming and hospitality businesses under an umbrella brand
- ◆ India's first INTEGRATED GAMING AND HOSPITALITY BRAND
- ◆ Reflects a bigger, better and more opulent experience across all the casinos and hotels of Delta Corp





# DELTIN JAQK

CASINO · PANJIM · GOA



## OVERVIEW

- ◆ Live offshore gaming casino with 4 operational decks.
- ◆ Gaming area spread across ~16,000 sq. ft.
- ◆ Commenced operations in 2008.

## GAMING FACILITIES

- ◆ Offering 500+ live gaming positions across gaming tables and slot machines.
- ◆ Dedicated Dining & Entertainment floor.
- ◆ Exclusive VIP and VVIP gaming **area**.





**DELTIN CARAVELA**

CASINO · PANJIM · GOA



♥ ♦ ♦ ♦ ALL SUITE LUXURY FLOATING HOTEL & CASINO ♦ ♦ ♦ ♥

## OVERVIEW

- ◆ India's first offshore live casino.
- ◆ Started operations in 2000.

## GAMING FACILITIES

- ◆ Deltin Caravela, offers ~150 gaming positions



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# DELTINROYALE

CASINO · PANJIM · GOA





## OVERVIEW

- ◆ Purchased vessel M.V. Horseshoe Casino from Caesar's Entertainment Corporation and refurbished in India.
- ◆ Asia's Largest offshore casino vessel.
- ◆ Positioned as a premium casino to attract higher visitations and to cater to multiple segments of the market.

## GAMING FACILITIES

- ◆ ~1000 live gaming positions across 123 live gaming tables, 65 slots machines and dedicated rooms for Indian Flush.
- ◆ Over **40,000** sq. ft. of gaming area spread across 4 levels.
- ◆ India's largest Poker Room.



## HOTEL, F&B & OTHER FACILITIES

- ◆ Exclusive VVIP and VIP gaming suites for high rollers.
- ◆ 10,000 sq. ft. solely dedicated to Dining & Entertainment.
- ◆ Live kitchens onboard.
- ◆ Vegas multi-cuisine restaurant.
- ◆ Whiskys bar lounge serves premium whiskey and single malts.





# DELTIN SUITES

HOTEL · NERUL · GOA



A modern hotel room interior featuring a dining table with four chairs, a view into a bedroom with a bed, and a bathroom with a sink and mirror. The room has light yellow walls, a dark wood dining table, and a wooden floor. A semi-transparent white banner is overlaid across the center of the image.

♥♦♦♦♦ A 106 ROOM HOTEL & CASINO ♦♦♦♦♥



# DELTA PALMS

HOTEL · BRITTONA · GOA



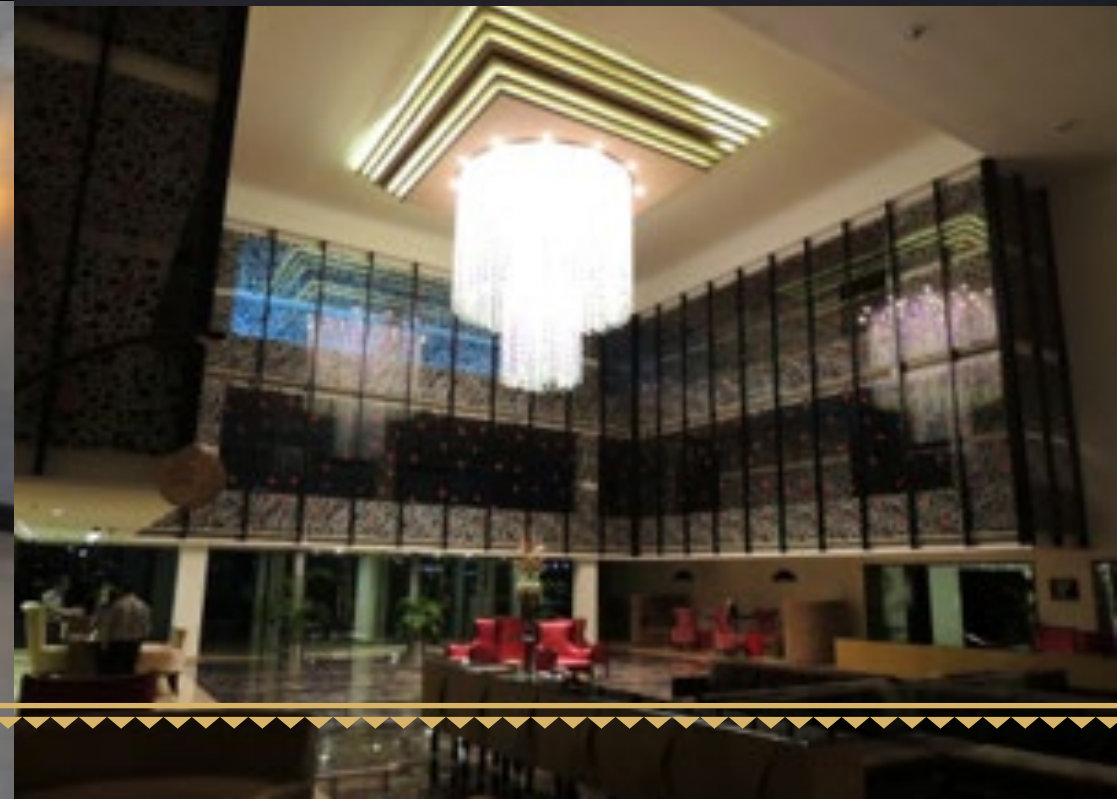


♥♦♦♦♦ 27 ROOM BOUTIQUE HOTEL ♦♦♦♦♥



# THE DELTIN

HOTEL AND CASINO · DAMAN



## OVERVIEW

- ◆ First 5 Star hotel in Daman
- ◆ Spread over 10 acres.

## GAMING FACILITIES

- ◆ First proposed land based casino in Daman.
- ◆ 60,000 sq. ft. of gaming space.
- ◆ Expected to launch soon.





## HOTEL, F&B & OTHER FACILITIES

- ◆ 176 all suite hotel rooms.
- ◆ 3 bars and 4 restaurants.
- ◆ 27,000 sq. ft. of indoor event (MICE space).
- ◆ 8,000 sq. ft. high end retail space.



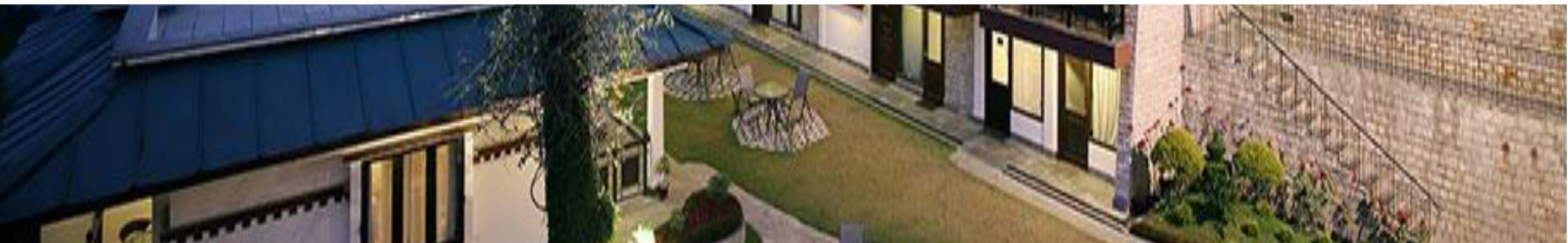


CASINO  
DELTINDENZONG





◆ ----- 27 ROOM BOUTIQUE HOTEL ----- ◆



# SHAREHOLDING STRUCTURE



**NRI's 1.18%**

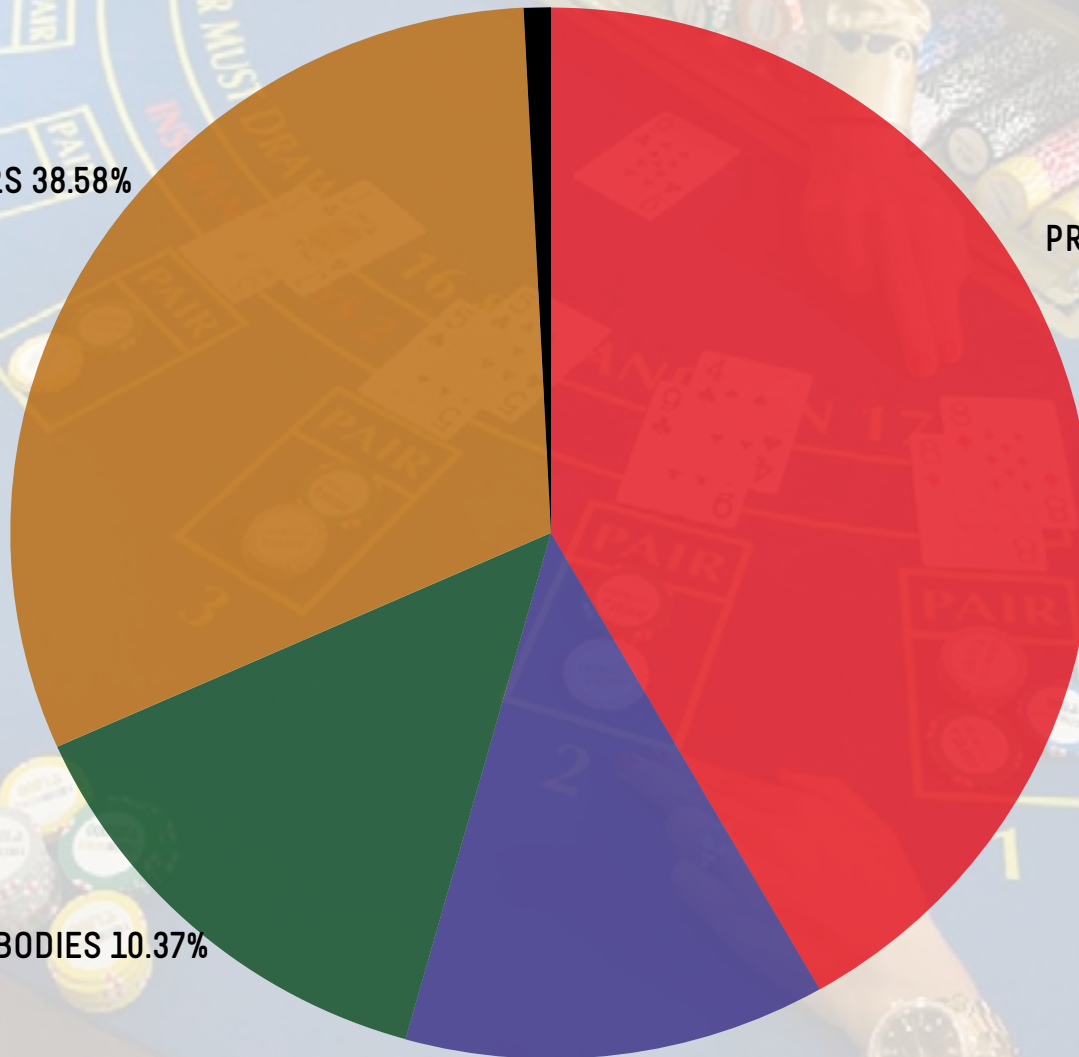
**INDIVIDUAL SHAREHOLDERS 38.58%**

**PROMOTERS 40.78%**

**CORPORATE BODIES 10.37%**

**INSTITUTIONS 9.09%**

**(As on 31st Dec 2016)**



- ◆ **Delta's promoters**, Jaydev Mody and family, hold 40.78% of the company's shares through a multitude of investment vehicles.
  - ◆ Jaydev Mody has over **30** years of experience in real estate development.
- ◆ Among public shareholders, Non institutional and body corporate.
  - ◆ Rakesh Jhunjhunwala, the renowned Indian Investor, holds 9.74% stake
  - ◆ Swiss Finance Corporation (MAURITIUS) Limited owns 2.81% stake
  - ◆ East Bridge Capital Master Fund Ltd owns 2.60%





# GAMING REVENUE & EBIT



# Strong Financial Performance



Particulars (INR in Cr.)	Gaming			Consolidated
	Nine Months		12 months	12 months
	31 Dec 2016	31 Dec 2015	31 Mar 2016	31 Mar 2016
Total Income	310	242	329	378
Operating Exp	186	159	212	292
EBIT	124	83	117	86
% EBIT	40%	34%	36%	22%





THANK YOU

