

MESSAGE FROM THE MANAGING DIRECTOR



**We will take on the challenges
for the future without waiving
our core values as well as
uncompromising quality to
attain the goals...**

Mohd. Noor Ali |
Managing Director



Dear Valued Shareholders,

Assalamu Alaikum

My immense pleasure to report another year of operation of Unique Hotel & Resorts PLC to you amid the external challenges and competitive Scenarios, Unique Hotel & Resorts PLC continued to perform well during financial year 2022-23. I would like to congratulate each and every official and employee of the Westin Dhaka, Sheraton Dhaka, Hansa Residence, Airport Sky lounge for their dedication and continuation of the hotel operation during the pandemic taking the life risk. We are optimistic about the Company's future and our ability to continue to deliver superior returns to our shareholders in the coming years overcoming all challenges.

The past few years have perhaps indelibly altered the idea of normal among businesses and communities. On the one hand, it has underscored new and unique challenges that we now have to solve and on the other hand, the pace of change has thrown up unprecedented opportunities. To leverage these challenges and opportunities, organizations need to demonstrate quick thinking, sharp strategy and innovative Business Model.

CURRENT SCENARIO

Currently the world is facing significant uncertainty due to geo political issues between Ukrain – Russia impacting global energy prices, increase in food grain prices, higher inflationary costs and volatile commodity prices have caused a slowing down of global growth and currency devaluation, product import challenges etc. created stress in the overall economic environment. Management team is closely watching the current changes and appropriate timely decisions were taken for structured sustainability and resilient with market changes. Due to the dollar crisis and increase in bank interest rates, we are facing huge problem. But considering the situation, I would say that our overall business condition in FY 2022-23 is not depressed at all. Despite the challenging environment, we have served our customer's expectations. We are optimistic about the Company's future and our ability to continue to deliver superior returns to our shareholders in the coming years overcoming all challenges. Though occupancies were improved compared to previous year, operating costs are increasing significantly. Unique Hotel & Resorts PLC is focused to continue the cost optimization initiatives to provide a stronger EPS for stakeholders.



**We are creative and we take
on new challenges**

COST OF GOODS SOLD, GROSS PROFIT MARGIN AND NET PROFIT MARGIN

Unique Hotel & Resorts PLC strives to ensure the overall growth of the company especially for revenue and profits by maximum use of all available scopes and opportunities. The overall cost of goods sold increased during the year in consistency with increased revenue. Costs of goods sold have been increased by almost 41%, due to increase in inflation as well as commodity prices. However, gross profit margin has increased by almost 3% (FY 2022-23: 75%) compared to previous year (FY 2021-22: 72%) and Net profit margin increased by 13% by maximizing revenue streams as well as taking various efficiency measures and cost savings initiatives across the corporate office and business units. Maximum profit (BDT 1,128.75 million out of BDT 1,890.01 million of this financial year came from capital gain on sale of shares of UMPL.

THE YEAR IN REVIEW

Unique Hotel & Resorts PLC successfully overcame another year of operation facing all external challenges. Despite all tough competition and uncertainties, Unique Hotel & Resorts

PLC continued to perform well during financial year 2022-23 and earned a total revenue of Tk. 2,934.94 million which is 55% higher compared to last year which improved profitability and earnings per share (EPS). I would like to congratulate each and every official and employee of the Westin Dhaka, Sheraton Dhaka, Hansa team, without whom this performance would not have been possible.

The global travel and tourism industry have historically been sensitive to macro and micro economic developments as well as socio economic and political influences. However, the occupancy rate increased slowly after the lockdown was lifted. Guest flows from abroad increased significantly. The average occupancy rate for the year ended 30 June 2023 has been 72.33%. and 67% for The Westin Dhaka and HANSA-A Premium Residence respectively. Food & beverage and banquet events had also increased which further contributed to increase the revenue of the Company.

In the financial year ended on 30 June 2023, Unique Hotel & Resorts PLC has showed competitive financial performance which is summarized below

Particulars	2022-23	2021-22
Revenue	2,934,939,067	1,897,221,652
Cost of Goods Sold	(740,659,750)	(526,703,906)
Gross Profit	2,194,279,317	1,370,517,746
Operating Profit	1,380,114,749	728,949,544
Provision for WPPF (Restated)	(44,417,328)	(8,530,172)
Profit before tax (Restated)	2,145,949,600	1,012,712,879
Profit before tax without capital gain (Restated)	1,017,195,135	176,685,717
Earnings per share (EPS) -(Restated)	6.42	3.34
Net Asset Value (NAV) – (Restated)	26,056,079,694	24,998,189,864
Net Asset Value Per Share (NAVPS) –(Restated)	88.51	84.91

DEVIATIONS FROM LAST YEAR IN OPERATING RESULTS

The strategy and behaviors – are being applied to an asset light, fee-based, largely franchised business model that has proven its resilience during the reporting period and allowed for a relatively strong financial performance in 2023. A key factor in this improved performance has been a heightened commitment to support our owners, listen to their needs, and work hand in hand across teams to respond with agility. The main revenue of the Unique Hotel (The Westin Dhaka, The Sheraton Dhaka and Hansa Residence) comes from room and food and beverage (F&B) services almost 96% which sell to the foreign and local guest of different corporate clients. UHR PLC has earned a total revenue of 2,934.94 million during the period from 01 July 2022 to 30 June 2023 which is 55%

higher compared to last year, EPS has increased to Taka 6.42 per share during the year ended 30 June 2023, out of which, EPS from business operation comes to Taka 2.06 indicating positive inflow of business gradually and management have assessed other areas of operations and found no uncertainty about the entity's ability to continue as a going concern.

EXTRA-ORDINARY GAIN

According to the Share Sale and Purchase Agreement with Nebras Power Investment Management B.V (NPIM) signed on April 15, 2021; Unique Hotel & Resorts PLC has sold 2.45%, i.e. 3,050 nos. of ordinary shares of Unique Meghnaghat Power Ltd. for net consideration of USD 10,750,333 (Tk. 1,128,784,965). The cost of the shares @Tk.10 is Tk.30,500 (USD 358.82). The capital gain on sale of share amounts to USD 10,750,043 equivalent to BDT 1,128,754,465.

Moreover, there has been an unrealized gain on investment in quoted share at Chartered Life Insurance Co. Ltd. amounting to Taka 154,577,130 with an impact of Taka 0.53 per share in the earnings per share of the Company. Furthermore, Unique Hotel & Resorts PLC has recorded capital gain on sale of 2.45% ordinary shares of Unique Meghnaghat Power Limited during the year ended 30 June 2023; which amounts to Tk. 1,128,754,465; upon satisfaction of the condition precedents (CPs) of the Second and Third Closing as per Share Purchase Agreement (details are given in note-31.01). The aforesaid capital gain has an impact of Tk. 3.83 on the EPS of Unique Hotel & Resorts PLC.

DEAR SHAREHOLDER

I am delighted to let you know that the considering the current market scenario and global economic crisis, the Board of Directors has recommended 20% cash dividend for the year ended June 30, 2023 for the Shareholders subject to approval by the shareholders in the 22nd AGM. The company's total paid up number of shares as on 30 June 2023 is 29,44,00,000 nos.

History of our dividend payment for the last five years as follows:

2017-18 22% Cash Dividend	2018-19 20% Cash Dividend
2019-20 10% Cash Dividend	2020-21 10% Cash Dividend
2021-22 15% Cash Dividend	2022-23 20% Cash Dividend (Recommended)

We are committed to keeping continuity and consistency in the payment of dividend vis-à-vis the market scenario in the coming years.

STATEMENT ON COMPLIANCE

The financial statements have been prepared in accordance with the applicable Bangladesh Accounting Standards (BASs) and Bangladesh Financial Reporting Standards (BFRSs) adopted by the Institute of Chartered Accountants of Bangladesh (ICAB) based on International Accounting Standards (IASs) and International Financial Reporting Standards (IFRSs), Bangladesh Securities & Exchange Commissions guidelines on Financial Reporting & Disclosures, the Companies Act 1994 and other applicable laws and regulations of the Country.

GRATITUDE

I would like to convey my deep gratitude to the Bangladesh Securities and Exchange Commission (BSEC), Dhaka Stock Exchange, Chittagong Stock Exchange, Registrar of Joint Stock Companies & Firms (RJSC), Central Depository Bangladesh Ltd. (CDBL) Bangladesh Bank, Bangladesh Investment Development Authority (BIDA) and other regulatory authorities and institutions for their guidance, valuable suggestion and continuous support.

Thank you once again for your presence at the AGM through Digital Platform and for your valuable guidance and cooperation round the year.



Mohd. Noor Ali
Managing Director