

August 5, 2023

**National Stock Exchange of India Limited**

Exchange Plaza  
Bandra Kurla Complex,  
Bandra (East),  
Mumbai 400 051.

**Scrip Code: CHALET**

**BSE Limited**

Corporate Relationship Department  
Phiroze Jeejeebhoy Towers,  
Dalal Street, Fort,  
Mumbai 400 001.

**Scrip Code: 542399**

**Subject: Investor / Analyst Presentation in respect of the Unaudited Financial Results for the quarter ended June 30, 2023**

Dear Sir/Madam,

This is with reference to the Investor Presentation submitted by the Company to the Exchanges on July 28, 2023, in respect of the Earnings Call for Q1FY24 results announced by the Company. In this connection, please note that there have been some inadvertent errors in the said presentation as stated in the table below:

<b>Sr. No.</b>	<b>Particulars</b>	<b>Original Submission</b>	<b>Revised Submission</b>
1	Page 8: Staff to Room ratio for March 2023	0.90	0.93
2	Page 9: FY23 ADR for 'Others'	Rs.8,825	Rs.8,170
3	Page 9: FY23 Occupancy% for 'Others'	84%	72%
4	Page 9: FY23 RevPAR for 'Others'	Rs.4,583	Rs.5,867
5	Page 11: EBITDA growth numbers QoQ%	-17%	-29%
6	Page 11: EBITDA growth numbers YoY%	-12%	4%
7	Page 23: Upcoming keys at Bengaluru Marriott Hotel Whitefield	140	130

We are submitting herewith the revised presentation after carrying out the above changes. We request you to take the same on record. We regret the inconvenience caused in this connection.

Thanking You.

Yours faithfully,

For **Chalet Hotels Limited**

**Christabelle Baptista**

**Company Secretary and Compliance Officer**

**Chalet Hotels Limited**

Regd. Off. : Raheja Tower, Plot No.C-30, Block 'G', Next to Bank of Baroda, Bandra Kurla Complex, Bandra (E), Mumbai - 400 051.

Phone : +91-22-2656 4000 Fax : +91-22-2656 5451 Website : [www.chalethotels.com](http://www.chalethotels.com)

CIN : L55101MH1986PLC038538

# Investor Presentation

Q1FY24

CHALET  
HOTELS

# Sustained momentum – Q1FY24



Total air traffic higher than pre-Covid

International traffic touching pre-covid levels



Business demand remained strong

Healthy ADR in Q1 FY24, remains over Rs 10,000 mark at

**Rs 10,317**



The Westin Hyderabad HITEC City

Successfully launched the 168-room The Westin Hyderabad HITEC City, **operated by an all-women team**

# The Westin Hyderabad HITEC City



168-room property launched on 4<sup>th</sup> June 2023.

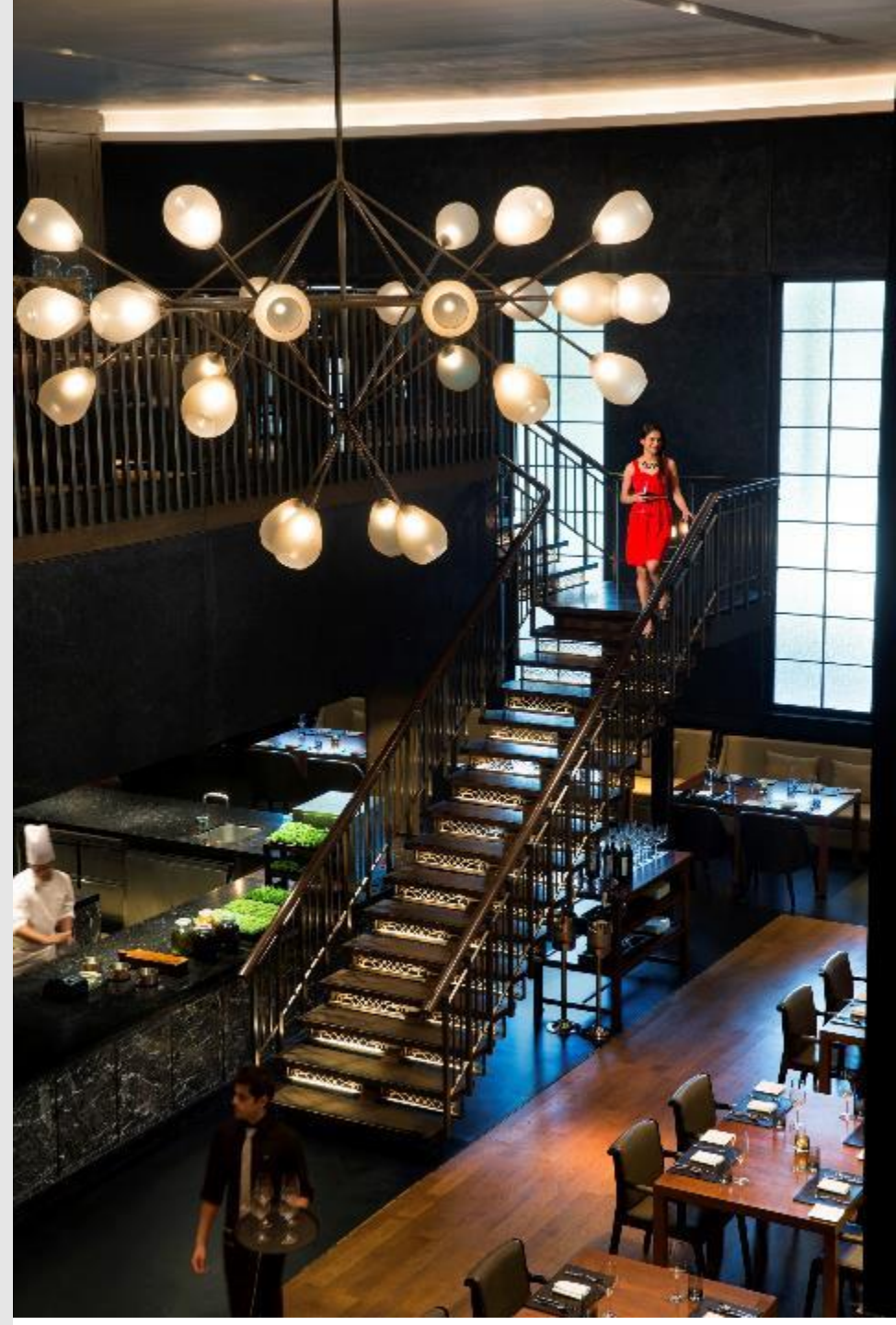
**100** % Women Team

**100** % Occupancy

**100** % Green Power

- 
- 
- 

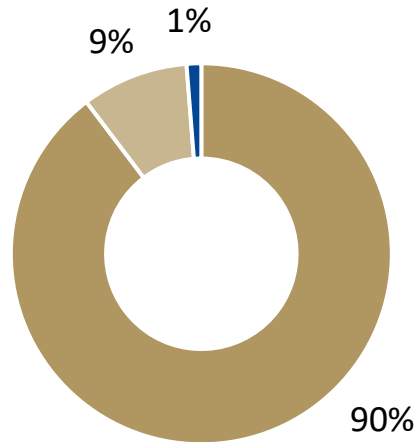
# Operational Overview



# Consolidated Performance

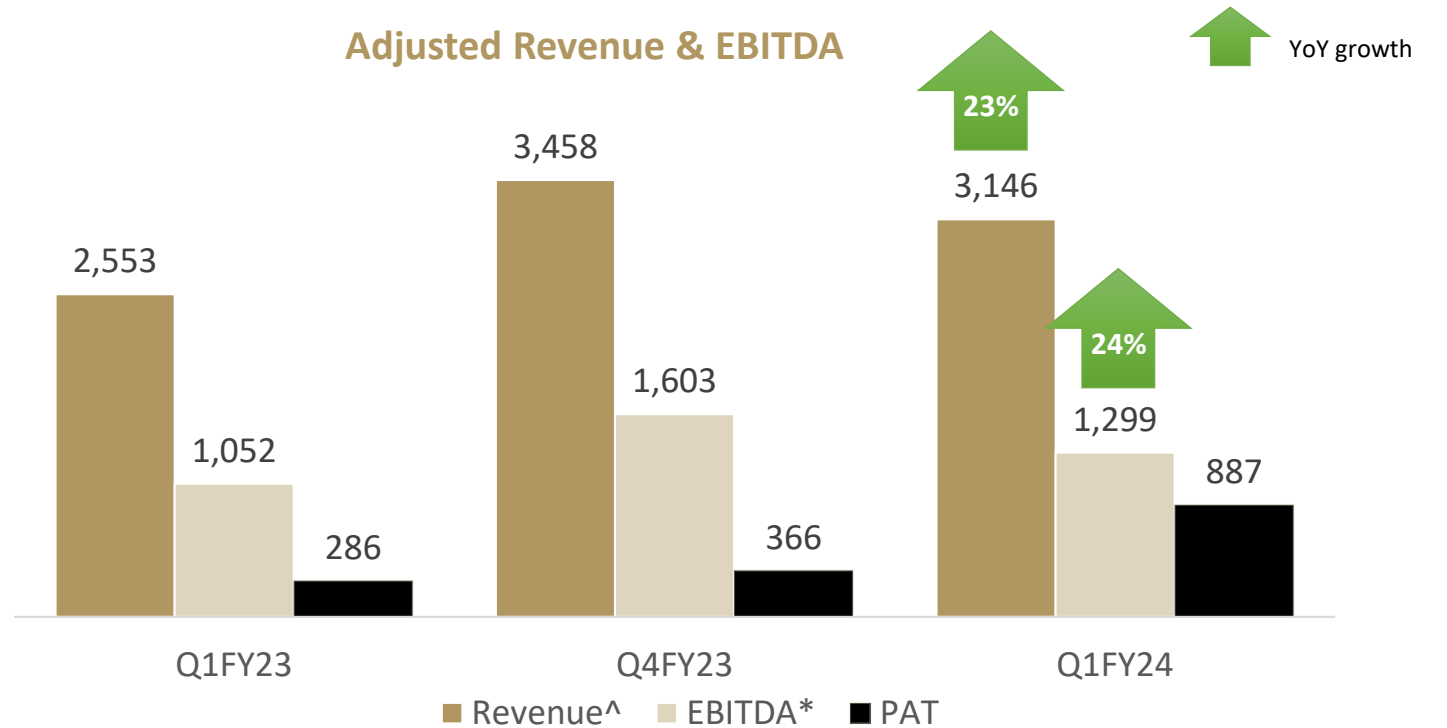
(In Rs. Mn)

### Q1FY24 Adjusted Revenue



■ Hospitality ■ Rental / Annuity business ■ Others

### Adjusted Revenue & EBITDA



\*Q1FY24: Excluding –

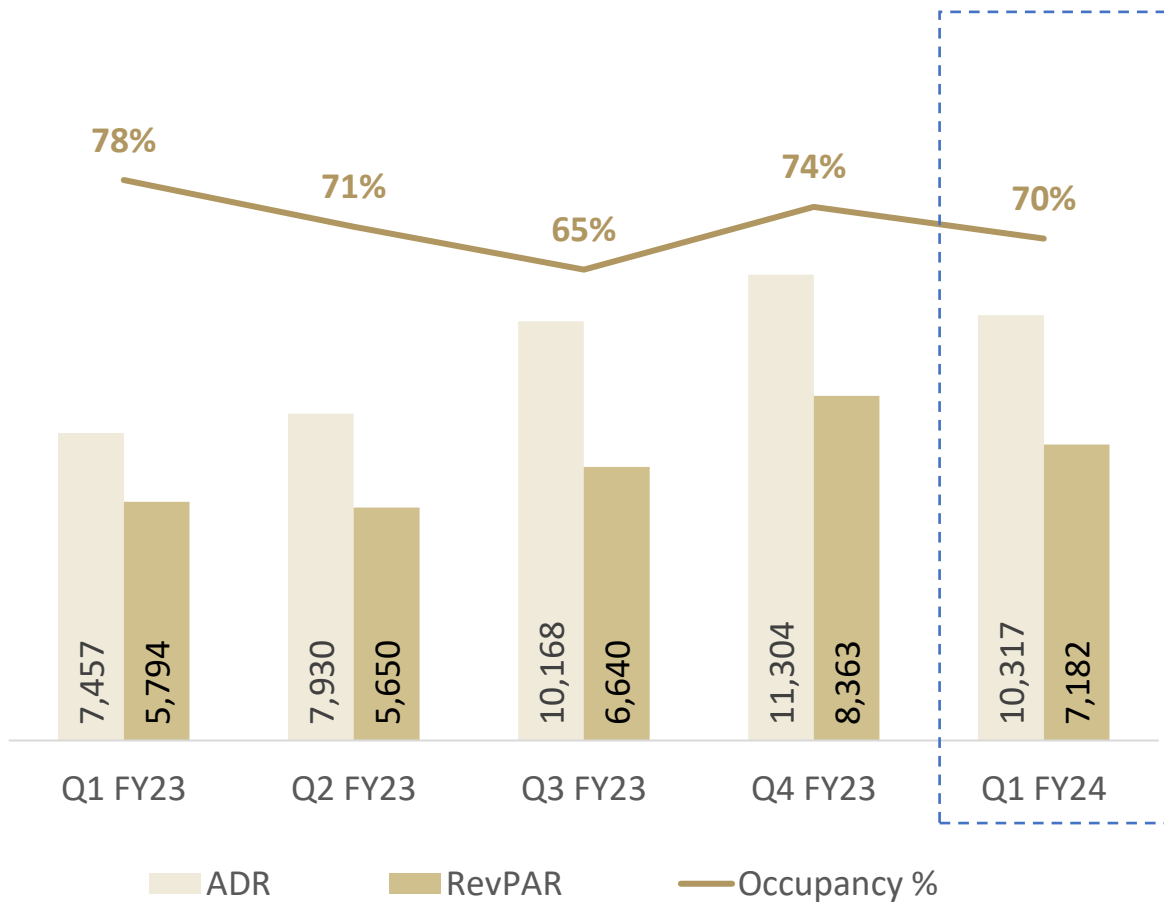
1. Payment made to GST authorities pertaining to ineligible Input tax credit of Rs 107 mn
2. One-time pre-opening expenses Rs 57 mn for The Westin Hyderabad HITEC City

<sup>^</sup>\*Q1FY23: Excluding non-recurring income Q1FY23 of Rs. 46 mn - interest on Income tax refund Rs. 30 mn & excess provision written back Rs 16 mn

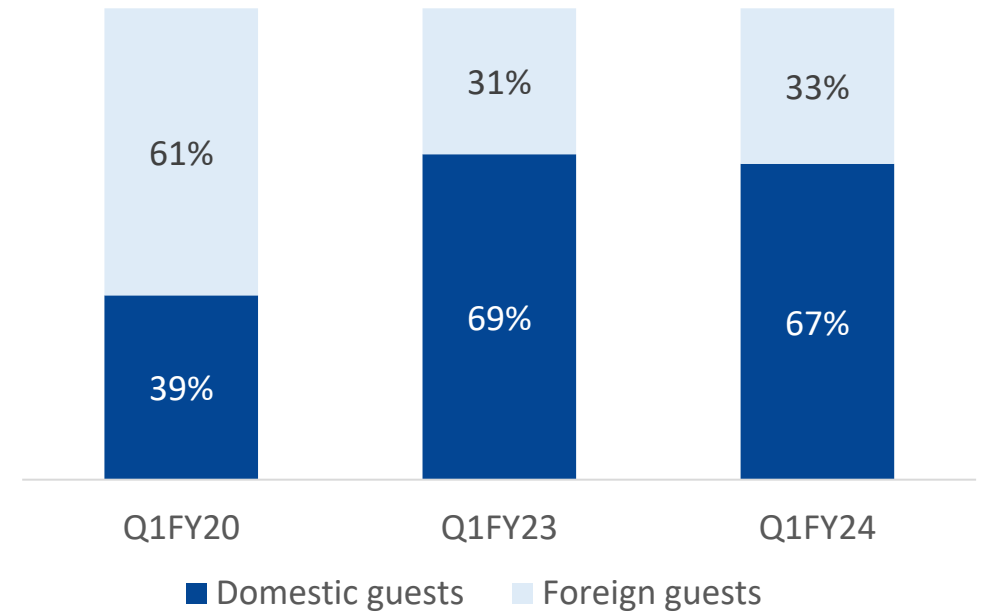
Q1FY24: PAT includes deferred tax asset of Rs 584 mn recognized on taxable losses on account of merger of Belaire Hotels Private 5 Limited and Seapearly Hotels Private Limited with the holding company

# Healthy ADRs throughout Q1FY24

## Highest Q1 ADR till date

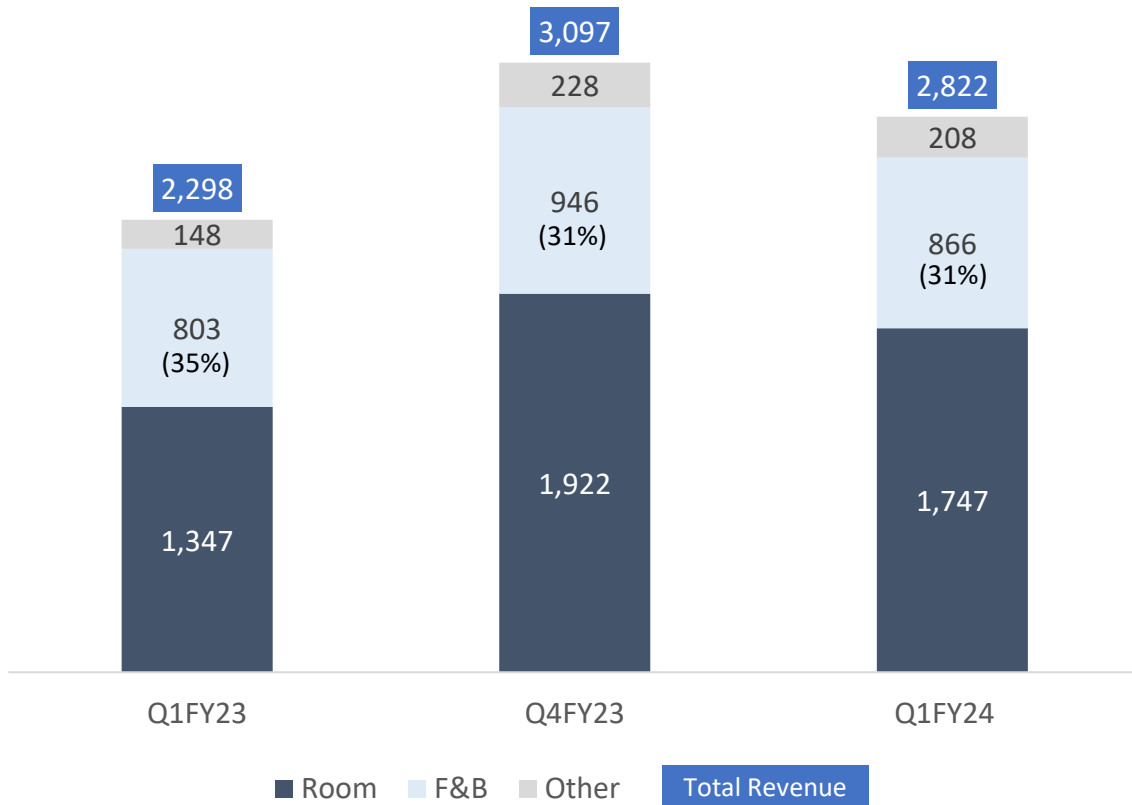


## Rate growth driven by domestic travellers

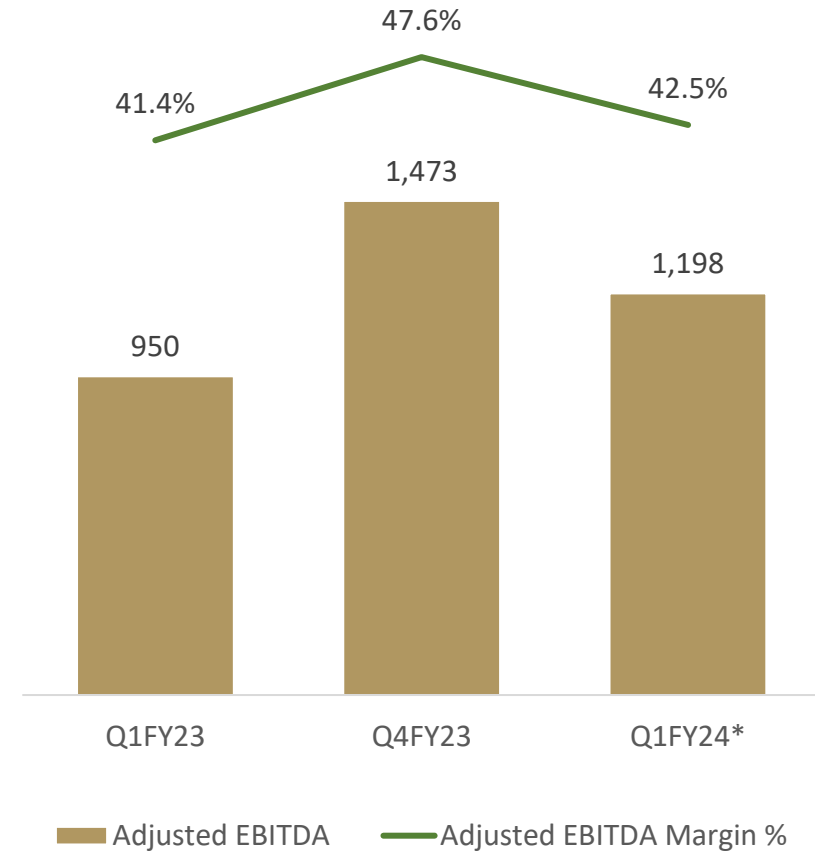


# Hospitality Performance

(In Rs. Mn)



In brackets as a % of total revenue

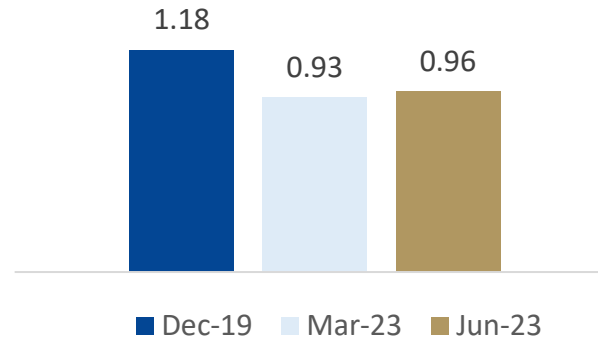


\*Adjusted for one-time expenses, please refer slide 5 for details

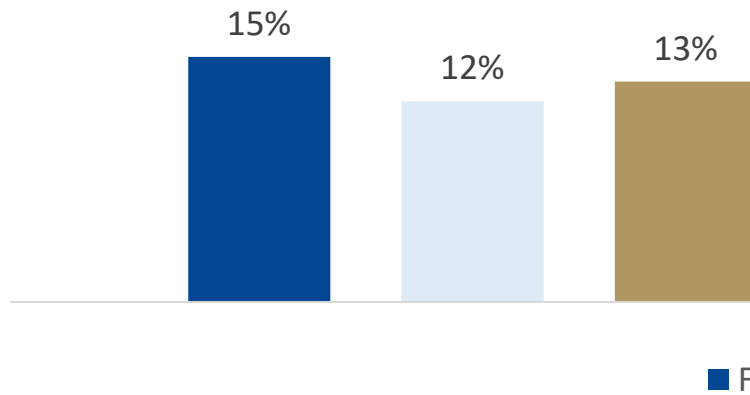


# Hospitality Operating Efficiencies

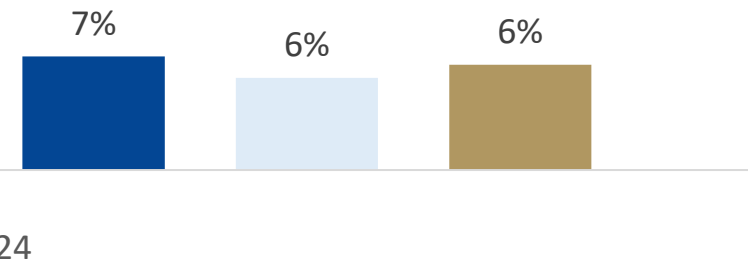
Staff to room ratio\*



Payroll Costs % of Revenue



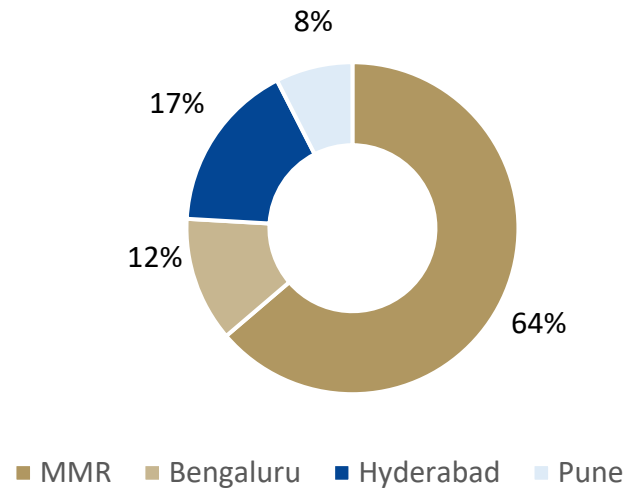
Utilities as a % of Revenue



\*Includes full time and contractual employees

# Hospitality KPIs

Q1FY24 Revenue Rs. 2,822 Mn



	Q1FY24	Q4FY23	QoQ%	Q1FY23	YoY%	FY23
<b>ADR (Rs.)</b>						
MMR	10,826	11,976	-10%	7,988	36%	9,741
Others*	9,555	10,228	-7%	6,597	45%	8,170
<b>Combined</b>	<b>10,317</b>	<b>11,304</b>	<b>-9%</b>	<b>7,457</b>	<b>38%</b>	<b>9,169</b>
<b>Occupancy %</b>						
MMR	74%	77%	-3 pp	81%	-7 pp	74%
Others*	64%	70%	-5 pp	73%	-8 pp	72%
<b>Combined</b>	<b>70%</b>	<b>74%</b>	<b>-4 pp</b>	<b>78%</b>	<b>-8 pp</b>	<b>72%</b>
<b>RevPAR (Rs.)</b>						
MMR	7,976	9,208	-13%	6,477	23%	7,211
Others*	6,147	7,136	-14%	4,802	28%	5,867
<b>Combined</b>	<b>7,182</b>	<b>8,363</b>	<b>-14%</b>	<b>5,794</b>	<b>24%</b>	<b>6,605</b>

\*Others include Bengaluru, Hyderabad, Pune and Lonavala

# Rental / Annuity Business

(In Rs. Mn)

	Q1FY24	Q4FY23	Q1FY23	FY23
Total Revenue	285	281	231	1,000
<b>EBITDA</b>	<b>227</b>	<b>260</b>	<b>183</b>	<b>838</b>
Margin %	80%	93%	80%	84%
Leasable Area (msf.)	1.2*	0.5	0.5	0.5
Occupancy	45%*	98%	89%	98%

\*CIGNUS Whitefield Bangalore® Tower I 0.66 msf is in the process of leasing



# Consolidated Profit / Loss Statement

(In Rs. Mn)

Particulars	Q1FY24	Q4FY23	QoQ%	Q1 FY23	YoY%	FY23
<b>Total Income</b>	<b>3,146</b>	<b>3,458</b>	<b>-9%</b>	<b>2,599</b>	<b>21%</b>	<b>11,780</b>
Total Expenditure	2,010	1,855	8%	1,511	33%	6,757
<b>EBITDA</b>	<b>1,136</b>	<b>1,603</b>	<b>-29%</b>	<b>1,088</b>	<b>4%</b>	<b>5,023</b>
Margin %	36%	46%	-10 pp	42%	-6 pp	43%
<b>Adjusted EBITDA</b>	<b>1,299<sup>^</sup></b>	<b>1,603</b>	<b>-19%</b>	<b>1,052</b>	<b>24%</b>	<b>4,760</b>
Adjusted Margin %	41%	46%	-5 pp	41%	-	41%
Depreciation and Amortisation	310	298	4%	297	4%	1,173
Finance costs	454	405	12%	391	16%	1,545
Exceptional items (expense)/income	-	-184	-	-10	-	423
<b>Profit/ (Loss) before income tax</b>	<b>372</b>	<b>715</b>	<b>-48%</b>	<b>389</b>	<b>-4%</b>	<b>2,728</b>
Tax Expense	-515**	348	-	104	-	895
<b>Profit / (Loss) for the year</b>	<b>887</b>	<b>366</b>	<b>2.4x</b>	<b>286</b>	<b>3x</b>	<b>1,833</b>
Other comprehensive (expense)/income	-1	-5	-	-0.1	-	-5
<b>Total Comprehensive Income</b>	<b>885</b>	<b>361</b>	<b>2.4x</b>	<b>286</b>	<b>3x</b>	<b>1,828</b>
<b>EPS (Rs.)</b>	<b>*4.32</b>	<b>*1.79</b>	<b>2.4x</b>	<b>*1.39</b>	<b>3x</b>	<b>8.94</b>

\*Not annualized

<sup>^</sup>Q1FY24: Excluding –

1. GST payment of Rs 107 mn for ineligible input tax credit

2. One-time pre-opening expenses Rs 57 mn for The Westin Hyderabad HITEC City

Other detailed adjustments in the respective quarter disclosures

\*\*Taxes include a DTA of Rs 584 mn recognized on taxable losses due to the merger of Belaire Hotels Private Limited and Seapearl Hotels Private Limited with the holding company

# Leverage Position

(In Rs. Mn)

ICRA has upgraded **credit rating to 'A-' with 'positive'** outlook from 'BBB+' with 'stable' outlook

	Mar-18	Mar-19	Mar-21	Mar-22	Mar-23	Jun-23
Allocable to operating assets	23,339	13,581	14,403	14,147	11,757	12,176
Allocable to under-construction/to be operationalized assets	3,684	891	4,308	8,191	12,611	12,493
<b>Total Debt</b>	<b>27,023</b>	<b>14,472</b>	<b>18,711</b>	<b>22,338</b>	<b>24,368</b>	<b>24,669</b>
<b>EBITDA</b>	3,005	3,668	290*	1,204*	5,023	1,136
<b>Capex Spend YTD</b>	1,100	656	1,433	3,489	4,398	806
<b>Interest Rate (%)</b>	8.4	9.4	8.04	7.52	8.75	8.56

\* Business impacted due to pandemic

**The increase in debt from FY19 is primarily on account of acquisitions and growth assets**

Under construction assets to generate ~20% returns (EBITDA on Invested capital)

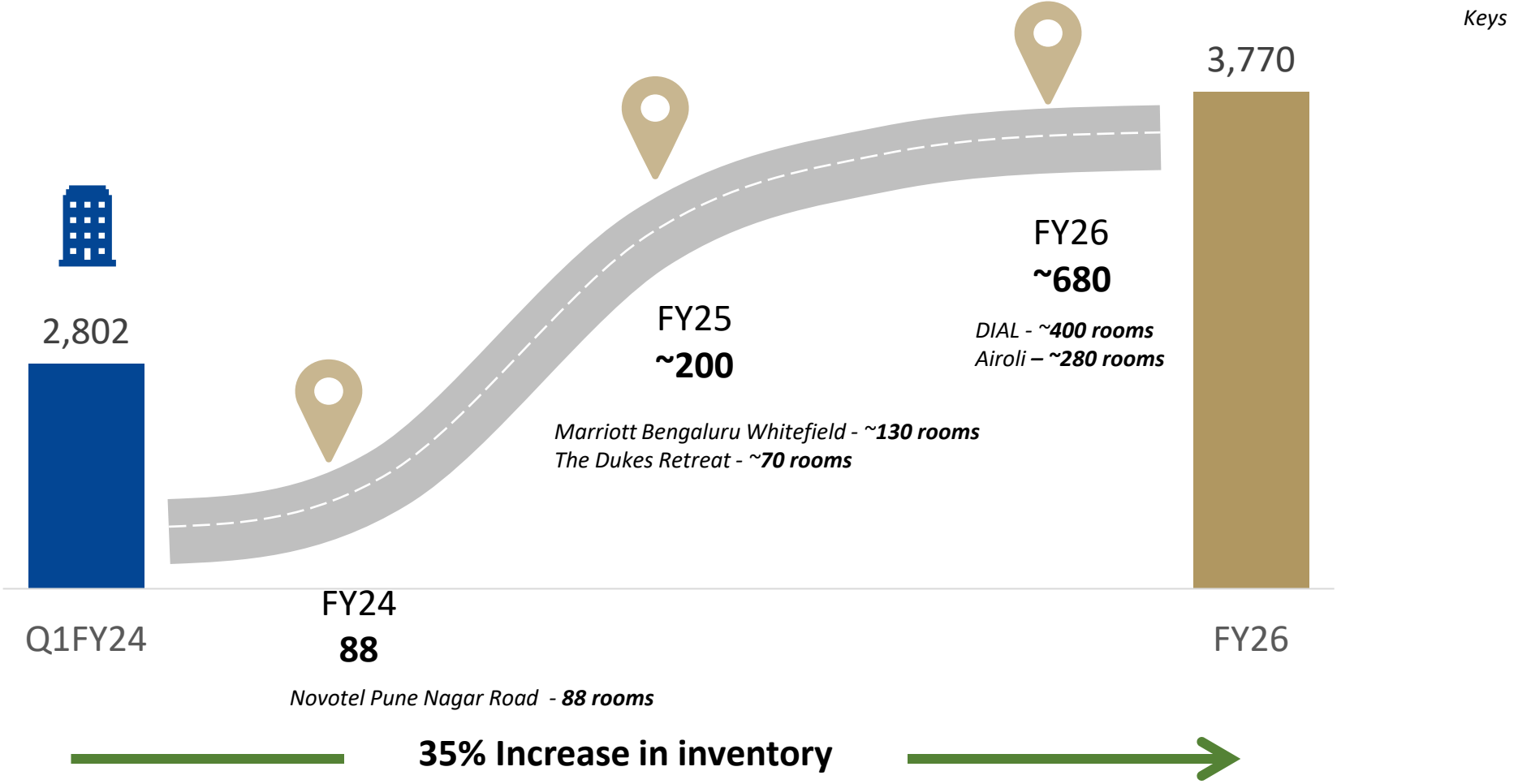


# Project Update



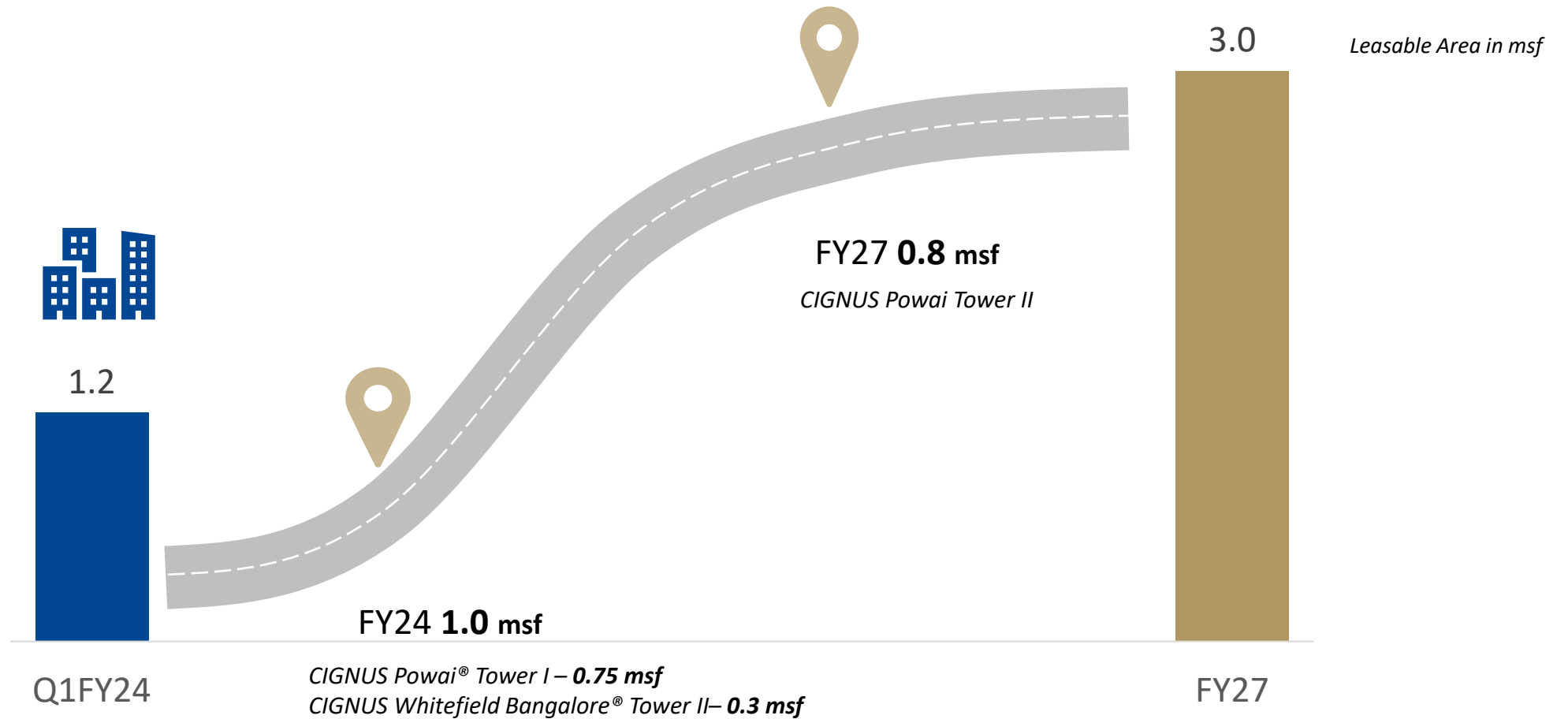
# Announced pipeline – Hospitality

~30% of the additional room capacity is on existing assets which is expected to yield high EBIDTA margins



# Announced pipeline – Commercial

STRATEGIC RISK HEDGE – 3.0 msf leasable Commercial office space by FY27





# Ongoing Projects - Hospitality

Taj at Terminal 3,  
Delhi Airport ~400  
rooms

*Expected hotel  
commissioning FY26*



Renovation and  
addition of ~70  
rooms at The Dukes  
Retreat

*Expected completion  
in FY25*



Addition of 88 rooms at  
Novotel Pune

*Rooms ready, full OC  
awaited*



The erstwhile 1.1 msf  
office space at Marriott  
Complex, Bengaluru to be  
converted to additional  
~130 guest rooms

*Designs are in final stages*

# Bengaluru Commercial Complex

CIGNUS Whitefield Bangalore® Tower I - leasable area ~0.66 msf.

*Tenants moving in by August 2023*

CIGNUS Whitefield Bangalore® Tower II - leasable area ~0.3 msf.

*To be ready for handover to tenants from Q3FY24*

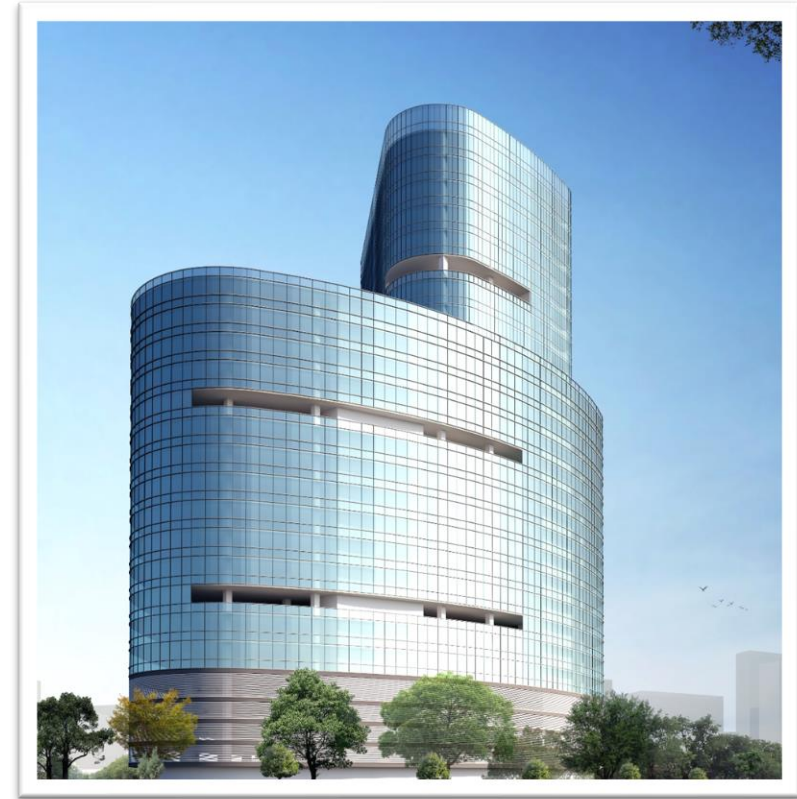


# Powai Commercial Complex



**CIGNUS Powai® Tower I at Westin Complex, Powai is a premium office space ~0.78 msf.**

*In final stage of completion*



**CIGNUS Powai® Tower II at Westin Complex, Powai a premium office space ~0.75 msf.**

*Expected completion by FY27*

# Real-estate Development in Bengaluru



*A luxury residential offering by K Raheja Corp Homes*

**Koramangala** is a sought-after residential neighborhood in Bengaluru. The area is known for upscale apartment complexes interspersed with some commercial buildings. Popular with young tech workers and students, the location has many popular restaurants and bars.

- ❖ 9 residential towers of **10 floors** each
- ❖ 2 residential towers of **11 floors** each
- ❖ New Commercial block for strata sale
- ❖ ~**Rs. 4,250 mn** estimated cost to completion
- ❖ Project expected to be completed by **FY26**

Approval in place from existing customers for revised plans

## Revised Development Plans

(Subject to necessary approvals)

	(lac Sqft)	No Of Units
<b>Residential</b>	<b>8.5</b>	<b>321</b>
Sold	2.8	83
Unsold	5.7	238
<b>Commercial</b>	<b>1.5</b>	

RERA approval received, OC expected for 4 towers in the next two weeks, work in advanced stages

# About Chalet



# For a Sustainable Tomorrow

Robust and globally benchmarked **governance practices**, driven by a board with **57% independent directors**

## Environment



- 68%\* of power sourced through renewable resources in June 2023
- EV charging stations operational at 7 properties
- Focus on reducing energy consumption per room
- Focus on achieving water efficiency
- Minimizing Single-use Plastic consumption
- 100% recycling of wet waste through Organic Waste Composters
- ~97% of material sourced locally for capital expenditure
- Implemented IoT-enabled automation such as digital check-ins, mobile key systems, building management systems, and an IoT system for HVAC

## Social



- Empowering employees' through the development of employee-centric policies, benefits, learning and development platforms, and fostering diversity, equity, and inclusion
- CSR programs designed for skill development, providing infrastructure support, and promoting



*All new properties to be certified at a minimum of USGBC LEED Gold level.*



\* Includes management estimates

# Climate Group commitment

First hospitality company globally to sign up for all the three initiatives of The Climate Group

## EV100

- ✓ 100% of the vehicle fleet used for guest transport - will transition to Electric Vehicles by FY25
- ✓ All Chalet properties are equipped with EV Charging points accessible to both employees and visitors.

## EP100

- ✓ Chalet Hotels commits to double its revenue per unit of electricity consumed by FY29, considering a baseline year of FY16

## RE100

- ✓ All properties in the Company's portfolio to move to 100% renewable energy by FY31
- ✓ 68%\* of power sourced through renewable resources as on 30 June 2023

THE CLIMATE GROUP

\* Includes management estimates

# Operating Portfolio – Hotels



The Westin Mumbai Powai Lake, 600 keys



JW Marriott Mumbai Sahar, 588 keys



The Dukes Retreat, 80 Keys  
*(Upcoming ~70 Keys)*



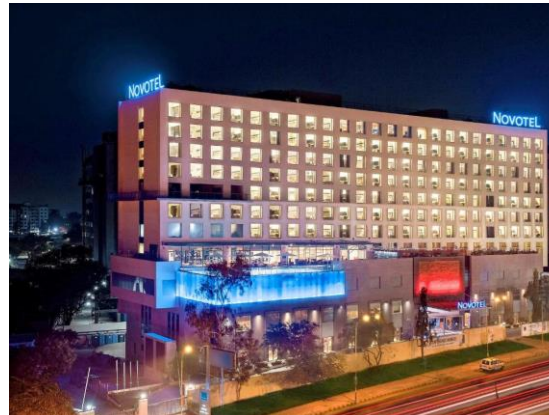
The Westin Hyderabad HITEC City,  
168 Keys



Four Points by Sheraton Navi  
Mumbai, Vashi, 152 Keys



Lakeside Chalet, Marriott Executive  
Apartments, Mumbai, 173 Keys



Novotel Pune Nagar Road Hotel, 223 Keys  
*(Upcoming 88 Keys)*



Bengaluru Marriott Hotel Whitefield,  
391 Keys *(Upcoming ~130 Keys)*



The Westin Hyderabad Mindspace,  
427 Keys  
23



# Operating Portfolio – Commercials



The Orb – Retail & Office Tower, 0.5 mn sq. ft.



CIGNUS Whitefield Bangalore® Tower I, 0.66 mn sq. ft.

# Profit & Loss Statement – 5 year trend

(In Rs. Mn)

Particulars (Consolidated)	FY23*	FY22	FY21	FY20	FY19
ADR	9,169	4,576	4,040	8,482	8,210
Occupancy	72%	51%	30%	71%	77%
RevPAR	6,605	2,355	1,214	6,022	6,283
<b>Total Income</b>	<b>11,780</b>	<b>5,297</b>	<b>3,075</b>	<b>10,087</b>	<b>10,348</b>
Total Expenditure	6,757	4,093	2,785	6,380	6,680
<b>EBITDA from continued operations</b>	<b>5,023</b>	<b>1,204</b>	<b>290</b>	<b>3,708</b>	<b>3,668</b>
<i>Margin %</i>	43%	23%	9%	37%	36%
<b>Adjusted EBITDA from continued operations</b>	<b>4,760<sup>#</sup></b>	<b>1,099</b>	<b>325</b>	<b>3,708</b>	<b>3,668</b>
<i>Adjusted Margin %</i>	41%	22%	11%	37%	36%
<b>Profit/ (Loss) before income tax</b>	<b>2,728</b>	<b>-1,534</b>	<b>-2,446</b>	<b>1,008</b>	<b>-183</b>
Tax Expense	895	-720	-1,092	12	-107
<b>Profit / (Loss) for the year</b>	<b>1,833</b>	<b>-815</b>	<b>-1,391</b>	<b>996</b>	<b>-76</b>
Other comprehensive (expense)/income	-4.64	1.50	0.28	-11	-8
<b>Total Comprehensive Income</b>	<b>1,828</b>	<b>-813</b>	<b>-1,391</b>	<b>985</b>	<b>-84</b>
<b>EPS (Rs.)</b>	<b>8.94</b>	<b>-3.98</b>	<b>-6.78</b>	<b>5.01</b>	<b>-0.43</b>

<sup>#</sup> Excluding: Rs 263 mn as "Other Income" on account of change in the estimated cash outflows for redemption of 0% NCRPS with respect to the Koramangala Project

PAT Includes profits/losses from discontinued operations

\*Revised post merger

# Balance Sheet – 5 year trend

(In Rs. Mn)

Particulars (Consolidated)	FY23*	FY22	FY21	FY20	FY19
<b>Inventory</b>					
Hotels	8	7	7	7	6
Rooms	2,634	2,554	2,554	2,554	2,311
Capital Employed	38,531	35,821	32,276	32,816	28,348
Investments#	5,985	3,489	1,433	3,277	656
Net Worth	15,415	13,410	14,329	15,492	14,469
<b>Net Debt (Excl Pref Capital &amp; ICD from Promoters)</b>	<b>24,368</b>	<b>22,338</b>	<b>18,711</b>	<b>16,570</b>	<b>14,472</b>
Net Debt to Equity Ratio	1.67	1.76	1.4	1.2	1.0
Cost of debt	8.8%	7.5%	8.0%	9.2%	9.4%
Cash Flow from Operations	4,769	622	633	2,564	3,603

#Investments includes capex spent during the year and acquisitions

\*Revised post merger



# Disclaimer

This release has been prepared by Chalet Hotels Limited (CHL) and the information on which it has been based has been derived from sources that we believe to be reliable. Whilst all reasonable care has been taken to ensure the facts stated are accurate and the opinions given are fair and reasonable, neither CHL, nor any director or employee of CHL shall in any way be responsible for the contents.

Certain statements in this release concerning our future growth prospects are forward-looking statements within the meaning of applicable securities laws and regulations, and which involve a number of risks and uncertainties, beyond the control of the Company, that could cause actual results to differ materially from those in such forward-looking statements.

The risks and uncertainties relating to these statements include, but are not limited to, risks and uncertainties regarding fluctuations in earnings, our ability to manage growth, intense competition including those factors which may affect our cost advantage, wage increases, our ability to attract and retain highly skilled professionals, political instability, legal restrictions on raising capital or acquiring companies outside India, and unauthorized use of our intellectual property and general economic conditions affecting our industry.

Chalet Hotels Limited may, from time to time, make additional written and oral forward looking statements, including our reports to shareholders. The Company does not undertake to update any forward-looking statement that may be made from time to time by or on behalf of the company. The Company also expects the media to have access to all or parts of this release and the management's commentaries and opinions thereon, based on which the media may wish to comment and/or report on the same. Such comments and/or reporting maybe made only after taking due clearance and approval from the Company's authorized personnel. The Company does not take any responsibility for any interpretations/ views/commentaries/reports which may be published or expressed by any media agency, without the prior authorization of the Company's authorized personnel.

This release does not constitute a sale offer, or any invitation to subscribe for, or purchase of equity shares.

# Thank You!

## Investor Relations Contact

Ruchi Rudra / Meghna Luthra

E-mail: [ruchi.rudra@chalethotels.com](mailto:ruchi.rudra@chalethotels.com)  
[meghna.luthra@chalethotels.com](mailto:meghna.luthra@chalethotels.com)  
[investorrelations@chalethotels.com](mailto:investorrelations@chalethotels.com)

Chalet Hotels Limited  
Raheja Towers, 4<sup>th</sup> Floor, Block G, BKC, Mumbai 400 051