

May 9, 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

Dear Sir / Madam,

Subject: Investor / Analyst Presentation in respect of the Audited Financial Results for the quarter and year ended March 31, 2023

Pursuant to Regulation 30 of the Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015 ('Listing Regulations'), we are attaching herewith a copy of the presentation prepared by the Company for the earnings call scheduled to be held today i.e. on Tuesday, May 9, 2023 at 5.00 p.m. (IST), in respect of the Audited Standalone and Consolidated Financial Results for the quarter and year ended March 31, 2023, which have been approved by the Board of Directors of the Company at its meeting held earlier today.

We request you to take the above information on record.

Thanking You.

Yours faithfully,

For **Chalet Hotels Limited**

Christabelle Baptista

Company Secretary and Compliance Officer

Encl.: As above

Investor Presentation

Q4FY23

CHALET
HOTELS

Poised on the **SPRINGBOARD** for **GROWTH**

The Fly Wheel Effect

Strong Tailwinds



Strong travel rebound

Passenger Air Traffic touching life-time highs



Strong demand outpacing supply

ADRs in most domestic markets at 10-year highs



India story continues to be positive

Strong year, stronger progress

Entered a new geography

With the signing of ~ **400 room hotel** New Delhi Airport

Forayed into leisure segment

Acquisition of **The Dukes Retreat, Lonavala**

Projects on the verge of operationalizing

Cignus Powai at Westin Complex Powai ~**0.78 msf**

Cignus Whitefield Bangalore Tower 1 at Marriott Complex Bengaluru ~**0.66 msf**

Cignus Whitefield Bangalore Tower 2 at Marriott Complex Bengaluru ~**0.3 msf**

Westin Hyderabad Hitec City - **168 rooms**

Novotel Pune Nagar Road - **88 additional rooms**

Residential Real Estate

RERA approval received for Vivarea Bengaluru project. 4 towers in advanced stage of completion.

Strongest quarter ever – Q4FY23

Touching all-time highs	Vs Q4FY23	Vs Q3FY23	Vs Q4FY22
ADR	Rs 11,304	+11%	+108%
Hospitality Revenue	Rs 3,097 mn	+17%	+2.5x
Consolidated Revenue	Rs 3,458 mn	+17%*	+2.3x
Hospitality EBITDA	Rs 1,473 mn	+36%	+5.0x
Hospitality EBITDA Margin	47.6%	+7 pp	+24 pp
Consolidated EBITDA	Rs 1,603 mn	+34%*	+4.3x
Consolidated EBITDA Margin	46.4%	+6 pp*	+22 pp

Improved performance

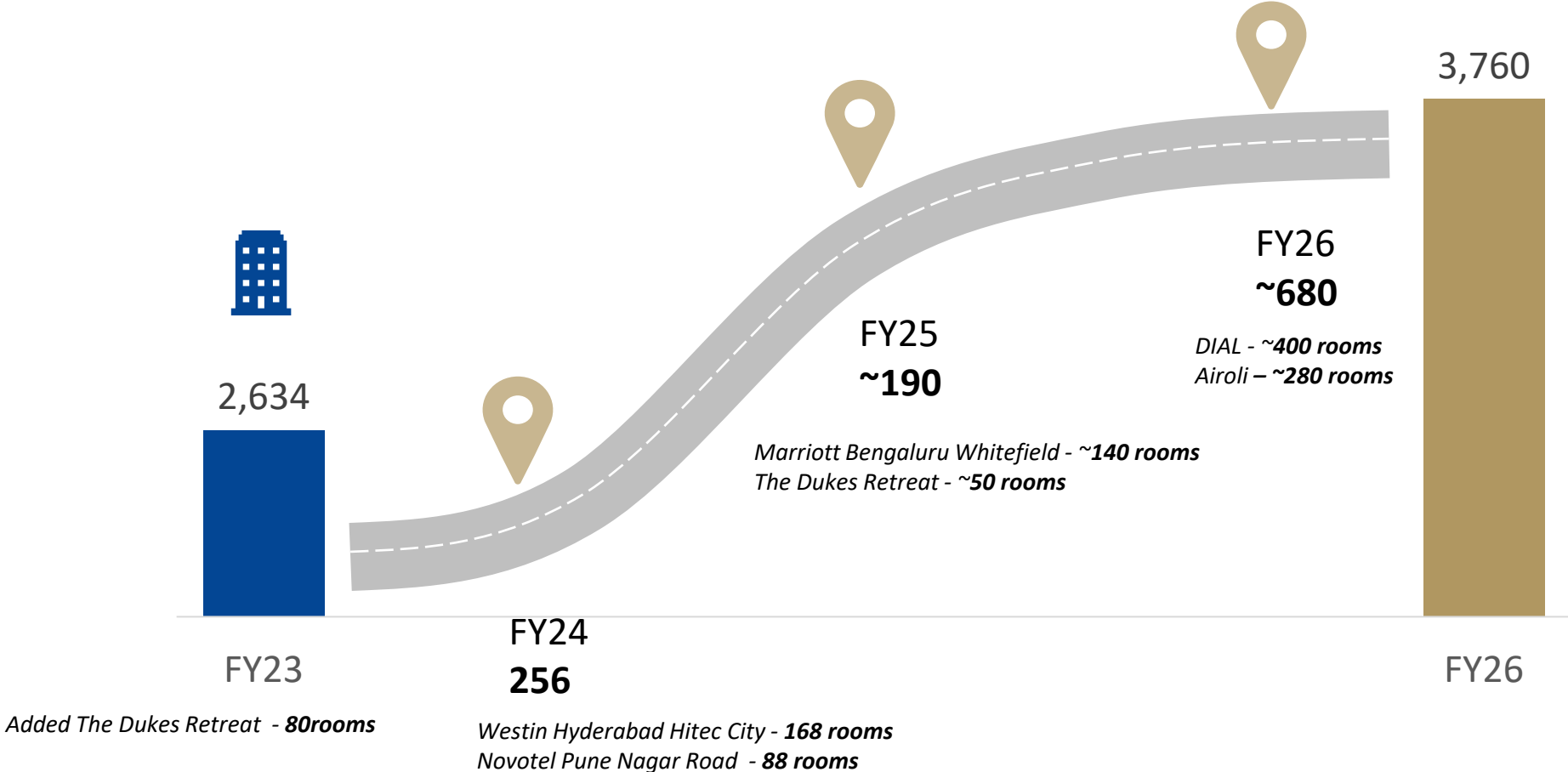
Highest ever EBITDA margin driven by high revenue growth and efficient management of costs

Dow Jones Sustainability Indices (DJSI) score at 43, up 39% (31 last year)

Announced pipeline – Hospitality

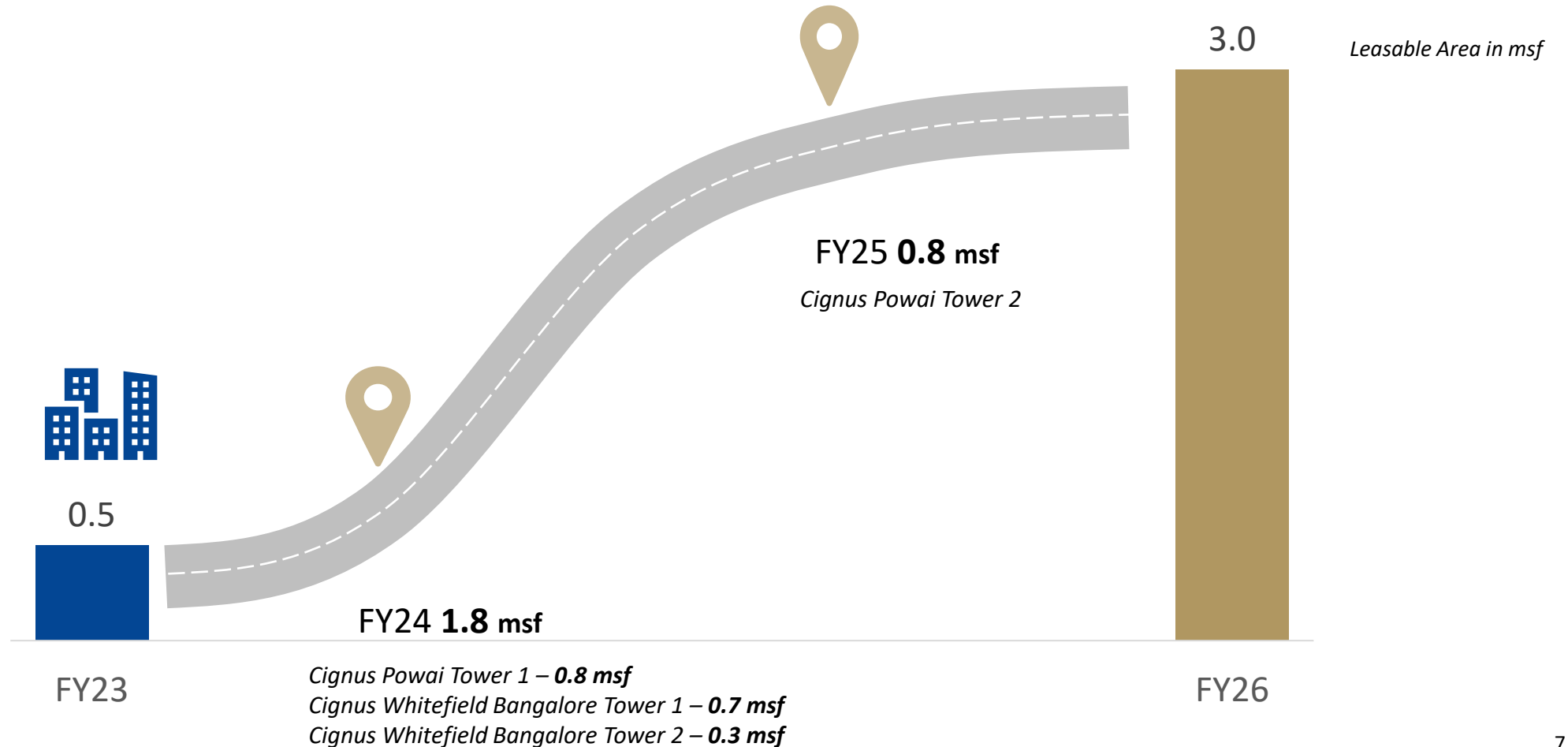
~40% of the additional room capacity is on existing assets which is expected to yield high EBIDTA margins

Keys



Announced pipeline – Commercial

STRATEGIC RISK HEDGE – 3.0 msf leasable Commercial office space by FY26



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Acquisition of The Dukes Retreat, Lonavala



Strategic entry into leisure space

The Dukes Retreat to be upgraded to a 5 Star Lifestyle Resort



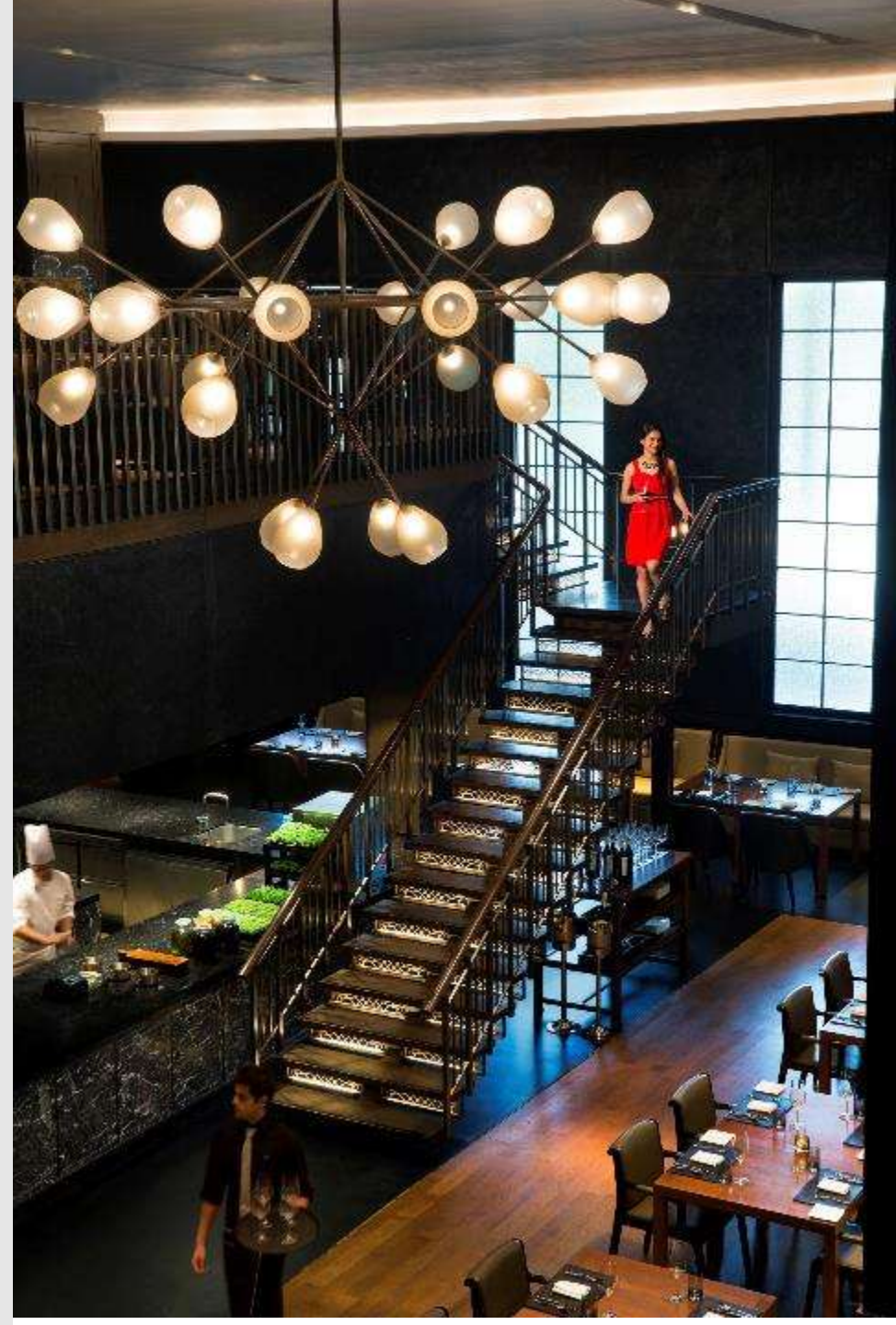
~7.5 acres land with 80 rooms
To be expanded to ~130 room

Top destination for leisure travelers,
weddings and corporate events

Proximity to Mumbai and Pune

-
-
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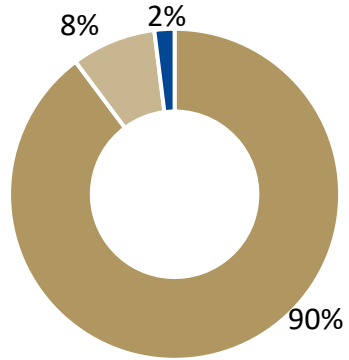
Operational Overview



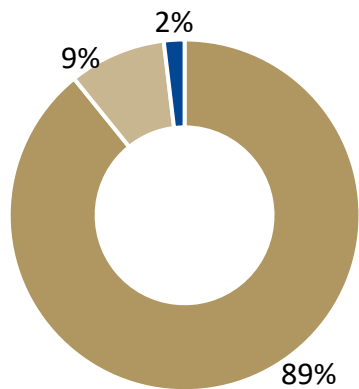
Consolidated Performance

(In Rs. Mn)

Q4FY23 Adjusted Revenue

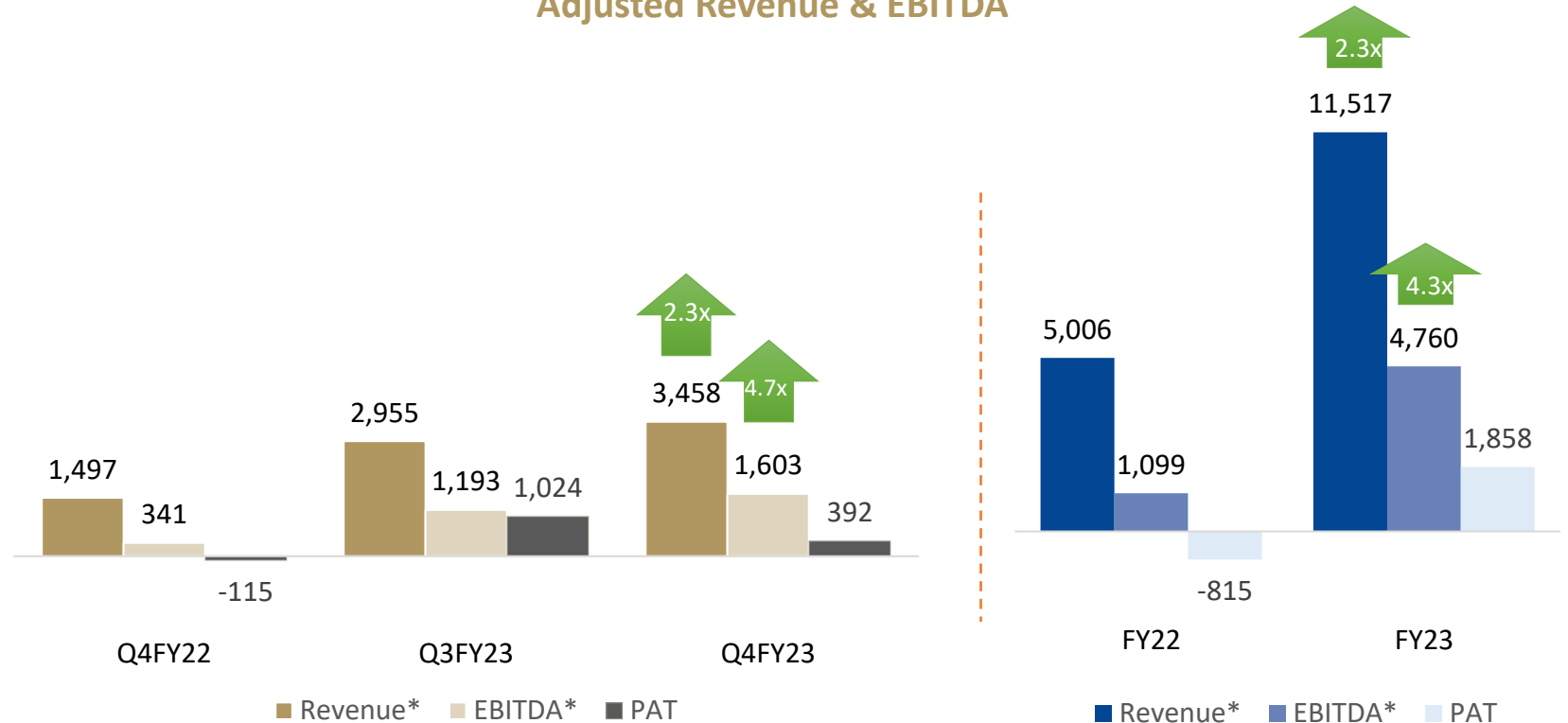


FY23 Adjusted Revenue



■ Hospitality ■ Rental / Annuity business ■ Others

Adjusted Revenue & EBITDA



■ Revenue* ■ EBITDA* ■ PAT

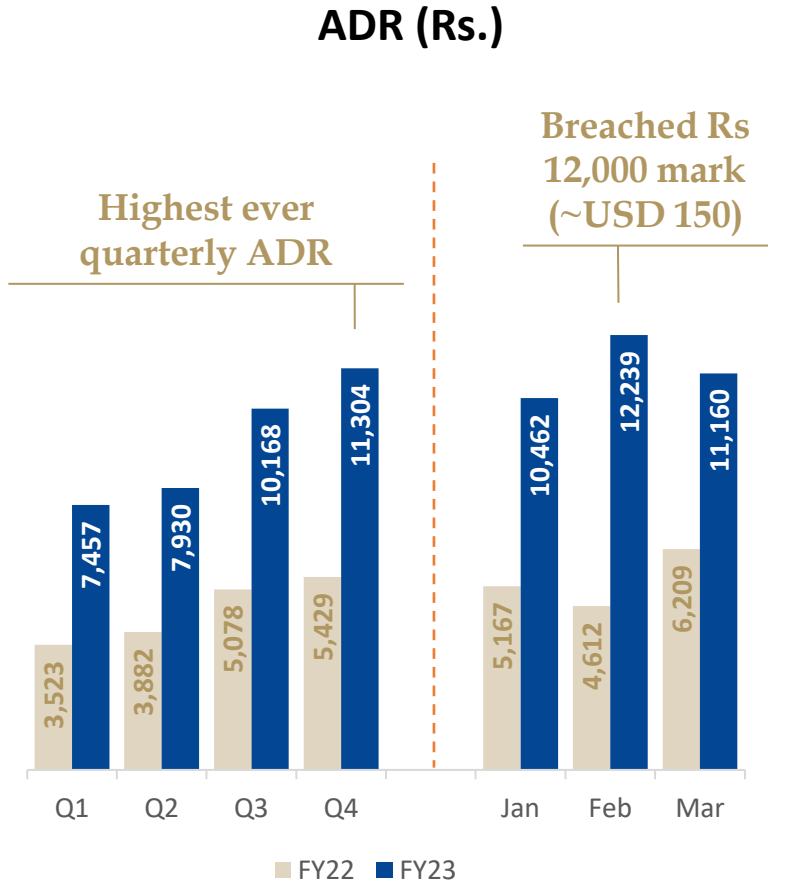
■ Revenue* ■ EBITDA* ■ PAT

↑ YoY growth

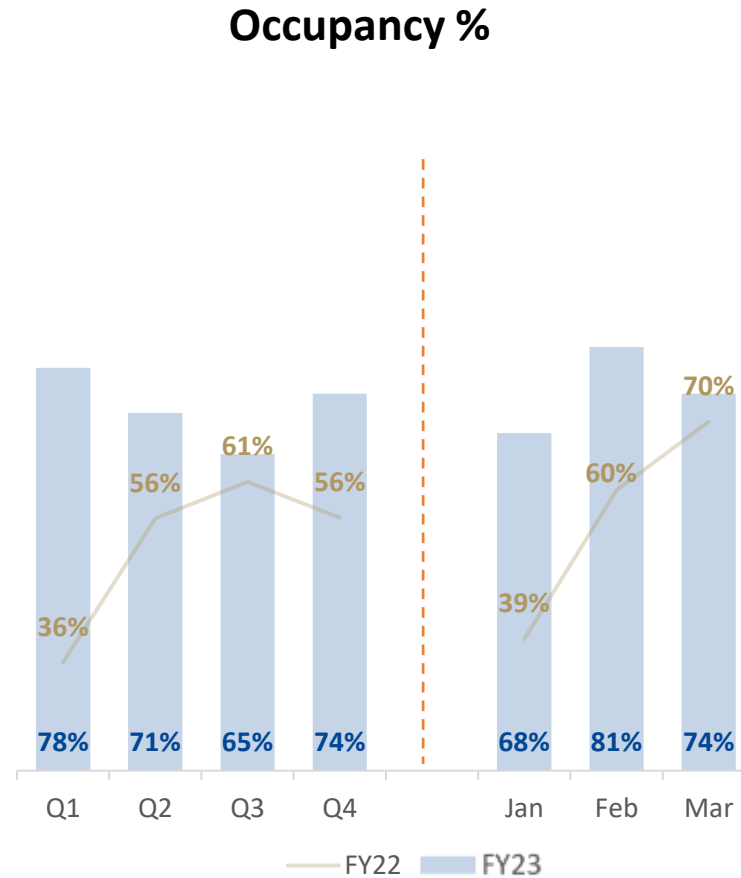
*Detailed adjustments in the respective quarter disclosures

Robust ADRs throughout Q4FY23

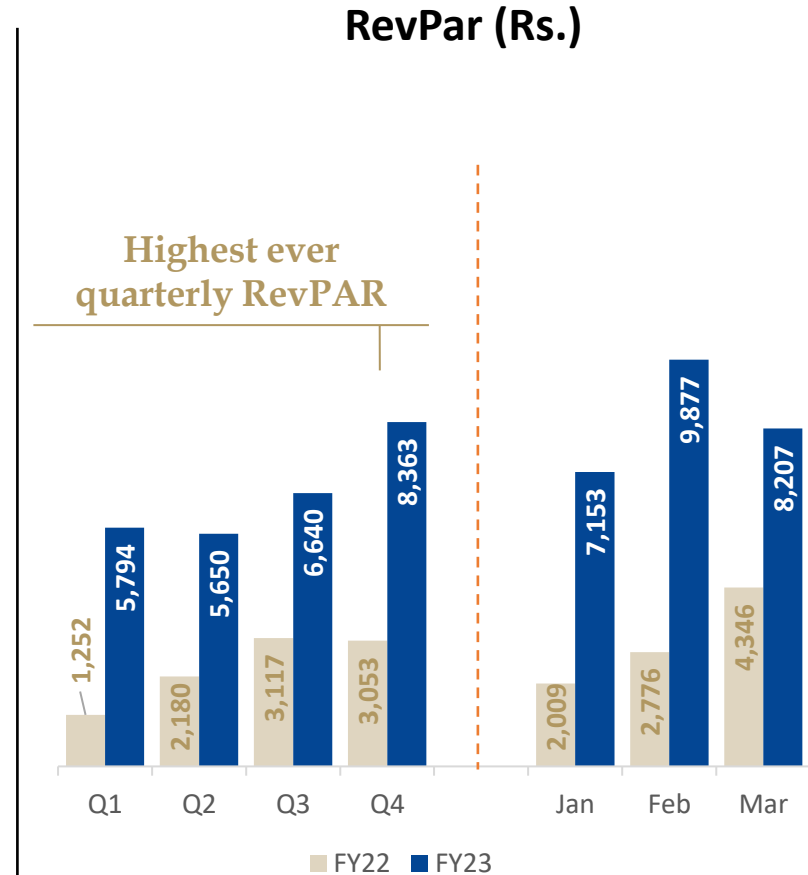
ADR (Rs.)



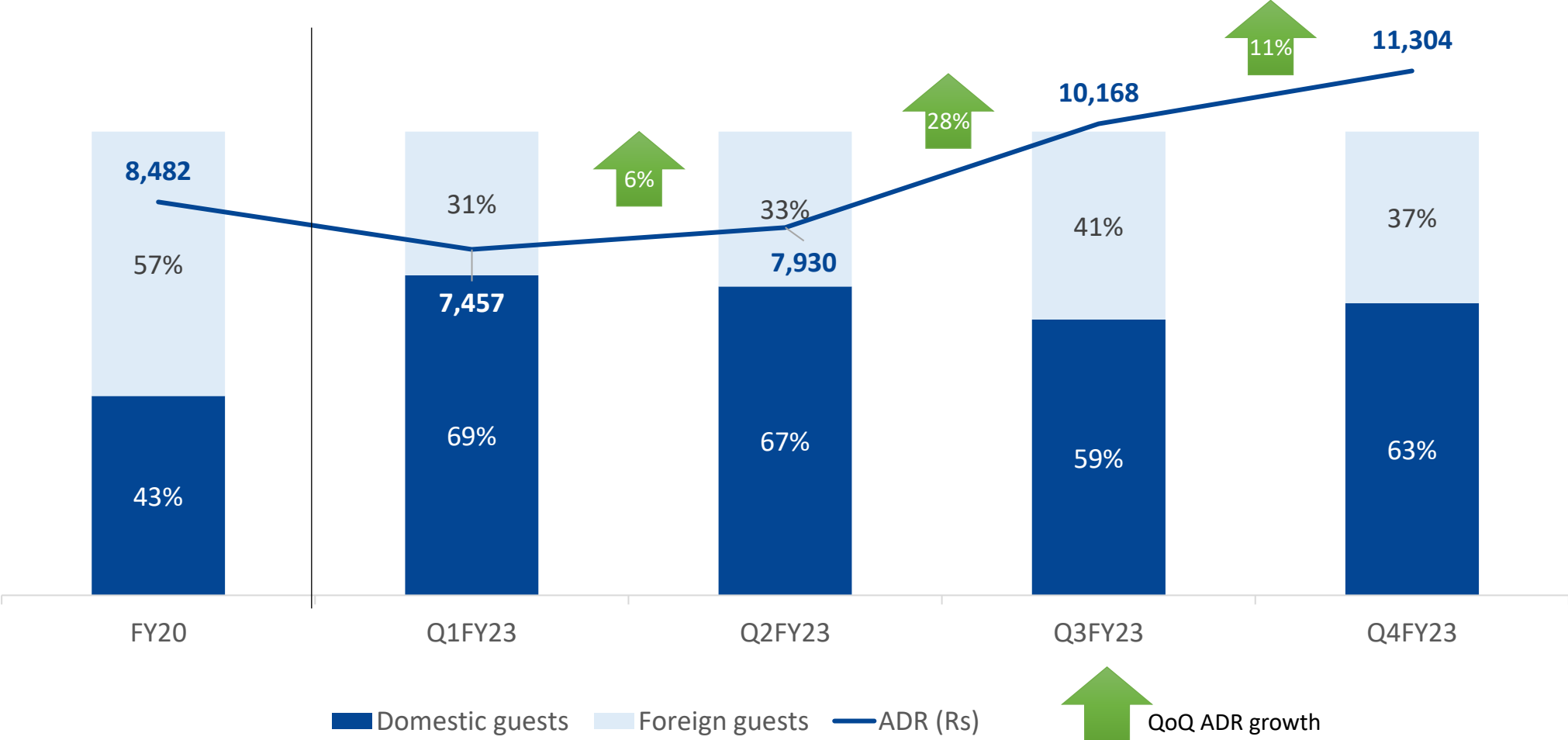
Occupancy %



RevPar (Rs.)

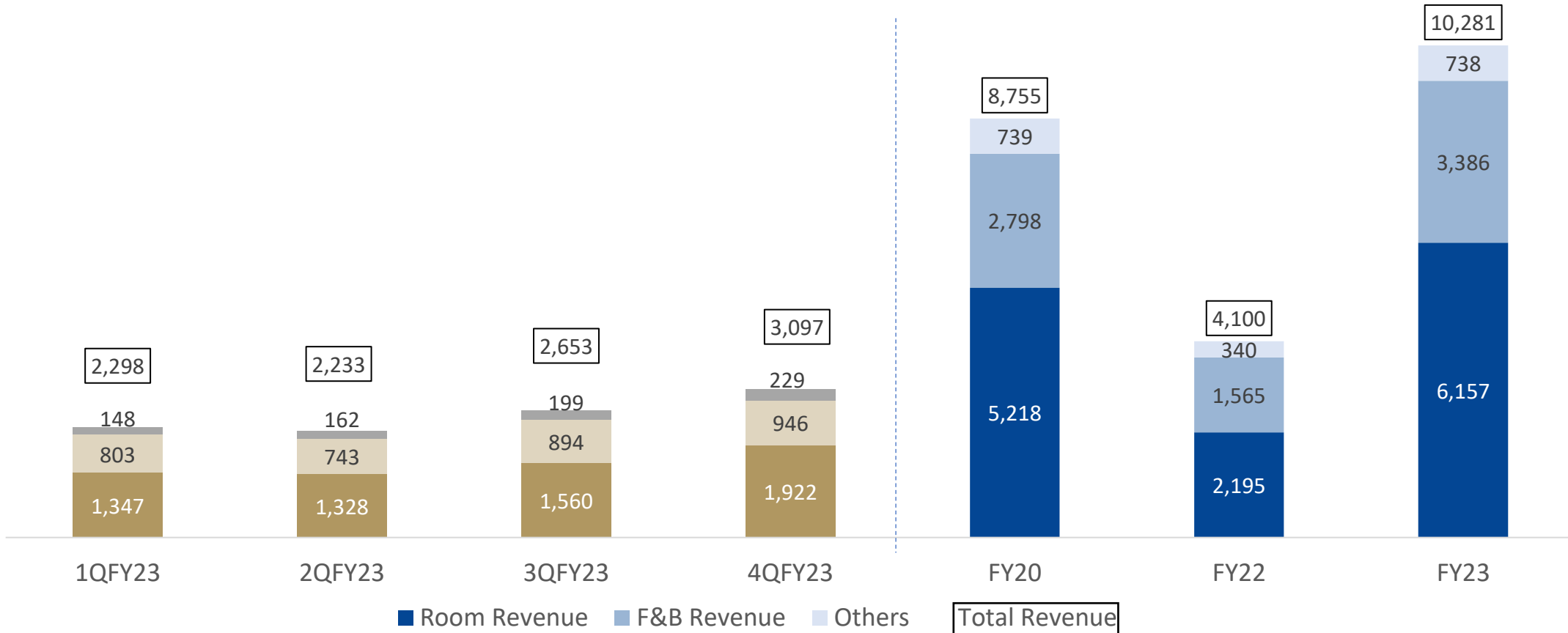


ADR growth – strong momentum

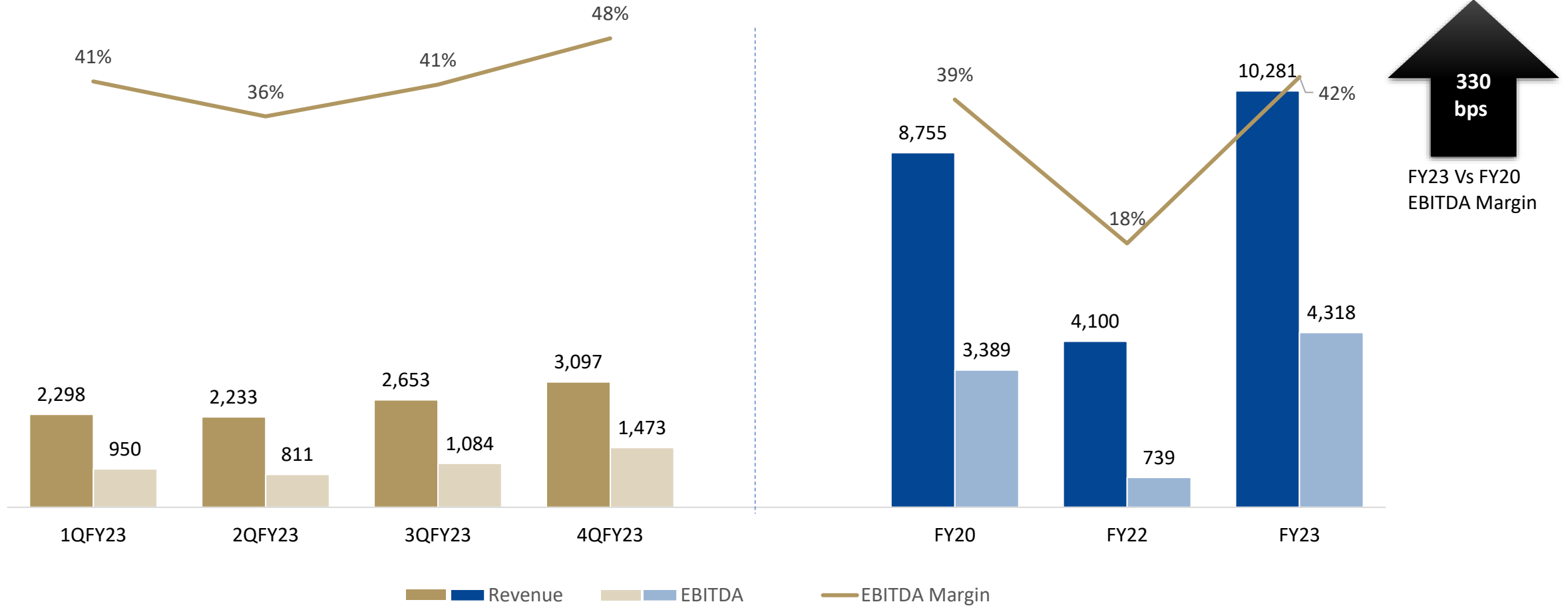


Hospitality Revenue breakup

(In Rs. Mn)

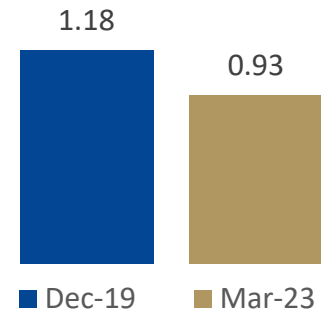


Highest operating performance in Q4FY23 - Hotels

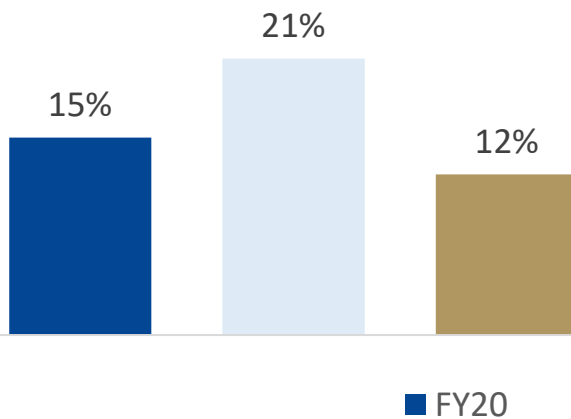


Enhanced Efficiencies – Hospitality

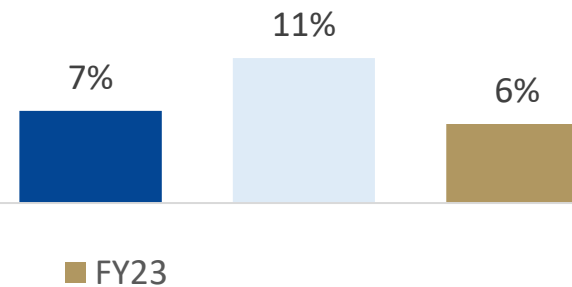
Staff to room ratio*



Payroll Costs % of Revenue



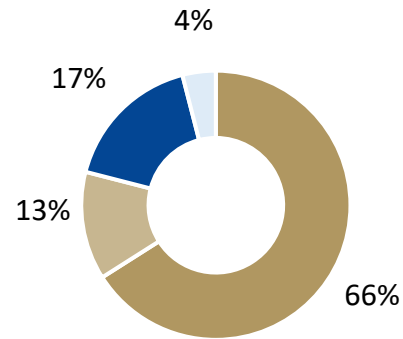
Utilities as a % of Revenue



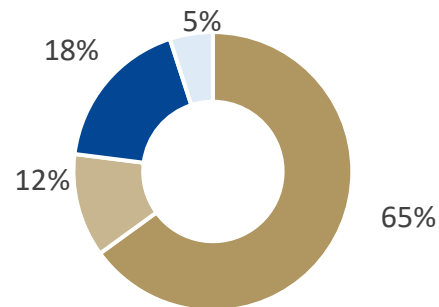
*Includes contractual employees

Hospitality City-wise Performance

Q4FY23 Revenue Rs. 3,097 Mn



FY23 Revenue Rs. 10,281 Mn



■ MMR ■ Bengaluru ■ Hyderabad ■ Pune

	Q4FY23	Q3FY23	QoQ%	Q4FY22	YoY%	FY23	FY22
ADR (Rs.)							
MMR	11,976	11,037	9%	5,797	107%	9,741	4,714
Bengaluru	10,818	9,495	14%	5,572	94%	8,825	4,403
Hyderabad	12,532	10,462	20%	4,974	152%	9,624	4,850
Pune	5,819	5,582	4%	3,914	49%	5,460	3,505
Combined	11,304	10,168	11%	5,429	108%	9,169	4,576
Occupancy %							
MMR	77%	67%	10 pp	60%	17 pp	74%	58%
Bengaluru	66%	50%	16 pp	30%	36 pp	61%	28%
Hyderabad	67%	64%	2 pp	56%	11 pp	69%	45%
Pune	82%	81%	1 pp	71%	11 pp	84%	64%
Combined	74%	65%	9 pp	56%	18 pp	72%	51%
RevPAR (Rs.)							
MMR	9,208	7,405	24%	3,466	166%	7,211	2,715
Bengaluru	7,145	4,784	49%	1,692	322%	5,363	1,220
Hyderabad	8,355	6,733	24%	2,768	202%	6,650	2,169
Pune	4,785	4,529	6%	2,767	73%	4,583	2,253
Combined	8,363	6,640	26%	3,053	174%	6,605	2,355

Rental / Annuity Business

(In Rs. Mn)

Steady Rental from Commercial Portfolio

	Q4FY23	FY23	FY22
Total Revenue	281	1,000	1,050
EBITDA	260	838	789
<i>Margin %</i>	<i>93%</i>	<i>84%</i>	<i>75%</i>



Consolidated Profit / Loss Statement

(In Rs. Mn)

Particulars	Q4FY23	Q3FY23	QoQ%	Q4 FY22	YoY%	FY23	FY22	YoY%
Total Income	3,458	3,218	7%	1,535	125%	11,780	5,297	122%
Total Expenditure	1,855	1,763	5%	1,166	59%	6,757	4,093	65%
EBITDA	1,603	1,455	10%	369	334%	5,023	1,204	317%
Margin %	46%	45%	1%	24%	22%	43%	23%	20%
Adjusted EBITDA	1,603	1,193	34%	341	370%	4,760	1,099	333%
Adjusted Margin %	46%	40%	6%	23%	24%	41%	22%	19%
Depreciation and Amortisation	298	281	6%	303	-1%	1,173	1,184	-1%
Finance costs	405	368	10%	356	14%	1,545	1,444	7%
Exceptional items (expense)/income	-184 [^]	605	-	-10	-	423	-45	-
Profit/ (Loss) before income tax	715	1,411	-49%	-299	-	2,728	-1,534	-
Tax Expense	323	388	-17%	-185	-	870	-720	-
Profit / (Loss) for the year	392	1,024	-62%	-115	-	1,858	-815	-
Other comprehensive (expense)/income	-4.9	0.1	-	1.8	-	-4.6	1.5	-
Total Comprehensive Income	387	1,024	-62%	-113	-	1,854	-813	-
EPS (Rs.)	*1.91	*4.99	-62%	*-0.56	-	9.06	-3.98	-

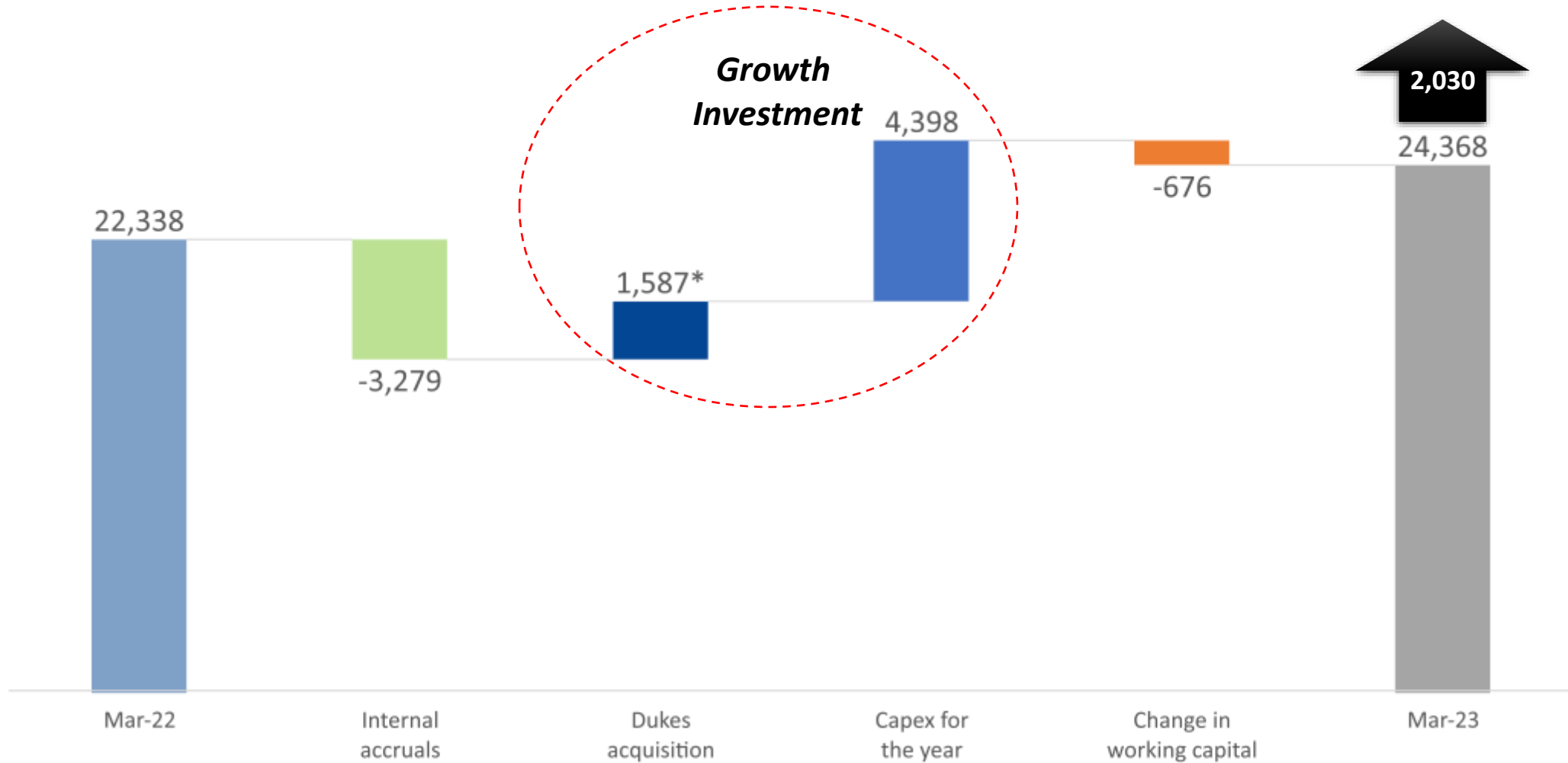
*Not annualized

[^]During the quarter ended 31 March 2023, the Company accounted for revised estimated cost of completion of the Project on the net realisable value of inventory resulting in write down of Rs 184.39 million and the same is reflected as an exceptional item.

Detailed adjustments in the respective quarter disclosures

Leverage Position

(In Rs. Mn)



*Acquisition price + net working capital

Strengthening Balance Sheet

(In Rs. Mn)

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

	Mar-21	Mar-22	Mar-23
Allocable to operating assets	14,403	14,147	11,757
Allocable to under-construction/to be operationalized assets	4,308	8,191	12,611
Total Debt	18,711	22,338	24,368
EBITDA (Rs mn)	290*	1,204*	5,023
Capex Spend YTD (Rs mn)	1,433	3,489	4,398
Interest Rate (%)	8.04	7.52	8.75

Repo rate up
250 Bps

* Business impacted due to pandemic

Consolidated Balance Sheet

(In Rs. Mn)

Particulars	Mar 23	Mar 22
Fixed Assets	20,975	19,758
Capital Work in-progress	9,557	8,191
Investment Property	7,895	5,692
Goodwill	562	226
Other Non-Current assets	2,971	3,549
Cash and Cash Equivalents	1,328	1,255
Other Current Assets*	5,716	5,167
Total Assets	49,003	43,837
Total Equity	15,441	13,410
Total Gross Debt	25,696	23,593
Preference Capital	1,859	1,747
Loan from Related Party	383	-
Other Non-Current Liabilities	490	392
Current Liabilities	5,133	4,696
Total Equity and Liabilities	49,003	43,837

* Includes deferred tax assets of Rs. 1,471 mn (March 22 Rs. 2,353 mn) and Income Tax (net of provisions) Rs. 349 mn (March 22 Rs. 403 mn)



Project Update



Bengaluru Commercial Complex

Cignus Whitefield Bangalore (Tower 1) is a premium office space with leasable area ~0.65 msf.

Handover to tenants has commenced

Cignus Whitefield Bangalore (Tower 2) with leasable area ~0.3 msf.

To be ready for handover to tenants from Q2FY24



Powai Commercial Complex



Cignus Powai at Westin Complex, Powai is a premium office space ~0.78 msf.

In final stage of completion



Commercial Tower-2 at Westin Complex, Powai a premium office space ~0.75 msf.

Dates to be announced

Westin Hyderabad Hitec City – 168 rooms



To be operational from June 2023

Ongoing Projects - Hospitality



5-star Hotel at Terminal 3, Delhi Airport ~400 rooms

Expected hotel commissioning FY26



Addition of 88 rooms at Novotel Pune

Rooms ready, full OC awaited



The office space in the erstwhile Accenture Learning Centre Tower to be converted to additional ~140 guest rooms

Designs are in final stages

~280 rooms Hyatt Regency at Airoli, Navi Mumbai in design stage

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
Residential	8.5	321
Sold	2.8	83
Unsold	5.7	238
Commercial	1.5	

RERA approval received, 4 towers in advanced stage of completion

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-
-

About Chalet



For a Sustainable Tomorrow



Environment

- 75%* of power sourced through renewable resources in March 2023
- EV charging stations live at 7 properties
- Focus on reducing energy consumption per room
- Focus on achieving water efficiency through rainwater harvesting and sewage treatment plants
- Minimizing Single-use Plastic consumption by installing water bottling plants and other in-room amenities
- 100% recycling of wet waste through Organic Waste Composters

All new properties to be minimum USGBC LEED Gold Certified



Social

- Empowering employees' through developing employee centric policies, benefits learning and development platforms and encouraging diversity, equity & Inclusion
- CSR programs designed for skill development, Infrastructure support and women empowerment



Governance

- IFC funding on ESG parameters
- Creating long term value with ethical business by complying with the code of conduct (employee & suppliers) and business transparency
- We also implemented IoT enabled automation such as Digital check-ins, Mobile key, Building Management System, IOT system for HVAC

* Includes management estimates
EV Charging and rainwater harvesting underway at The Dukes Retreat

Conscious at Every Step

Chalet Hotels Limited ESG Score

TICKER: CHALET Industry: TRT Hotels, Resorts & Cruise Lines Country: Republic of India

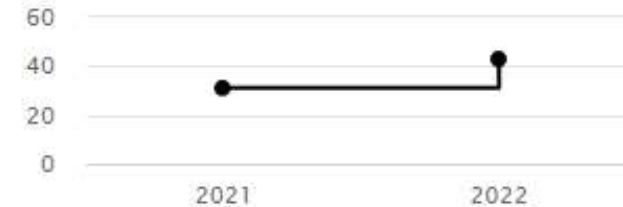
ESG Score Result

43



Score History

Y/Y Change: 12



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 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
- ✓ 75%* of power sourced through renewable resources as on 31 March 2023

THE CLIMATE GROUP

* Includes management estimates

Operating Portfolio



Westin Mumbai Powai Lake, 600 keys



Lakeside Chalet, Mumbai-Marriott Executive Apartments, 173 Keys



JW Marriott Mumbai Sahar, 588 keys



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



Four Points by Sheraton Navi Mumbai, Vashi, 152 Keys



The Dukes Retreat, 80 Keys



Novotel Pune Nagar Road Hotel, 223 Keys



Bengaluru Marriott Hotel Whitefield, 391 Keys



The Westin Hyderabad Mindspace, 427 Keys

Profit & Loss Statement – 5 year trend

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
Total Income	11,780	5,297	3,075	10,087	10,348
Total Expenditure	6,757	4,093	2,785	6,380	6,680
EBITDA from continued operations	5,023	1,204	290	3,708	3,668
<i>Margin %</i>	43%	23%	9%	37%	36%
Adjusted EBITDA from continued operations	4,760[#]	1,099	325	3,708	3,668
<i>Adjusted Margin %</i>	41%	22%	11%	37%	36%
Profit/ (Loss) before income tax	2,728	-1,534	-2,446	1,008	-183
Tax Expense	870	-720	-1,092	12	-107
Profit / (Loss) for the year	1,858	-815	-1,391	996	-76
Other comprehensive (expense)/income	-4.64	1.50	0.28	-11	-8
Total Comprehensive Income	1,854	-813	-1,391	985	-84
EPS (Rs.)	9.06	-3.98	-6.78	5.01	-0.43

[#] 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



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

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