

October 28, 2021

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 Unaudited Financial Results for the quarter and six months ended September 30, 2021

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 with the Investors / Analysts to be held on Friday, October 29, 2021 at 10.30 a.m. (IST), in relation to the Unaudited Standalone and Consolidated Financial Results for the quarter and six months ended September 30, 2021, which have been approved by the Board of Directors of the Company at its meeting held today, i.e. on October 28, 2021, in accordance with the provisions of Regulation 33 of the Listing Regulations.

We request you to take the above information on record.

Thanking You.

Yours faithfully,
For Chalet Hotels Limited


Christabelle Baptista
Company Secretary & Compliance Officer



Encl.: As above



CHALET
HOTELS

Presentation
Q2FY22

Improved business environment



✓ **Business ramp-up post second wave faster than ramp-up post first wave**

✓ **Travel restrictions being eased across geographies**



✓ **Steady month on month increase in domestic air traffic**

Domestic air-traffic in September reached 55% of pre- pandemic levels



✓ **Steady progress in ongoing Vaccination drive in India**

~32% of eligible population fully vaccinated and ~72% received their 1st dose

✓ **Global Vaccination**

~38% fully vaccinated population globally



UK and US (Key markets for Chalet) have fully vaccinated ~69% and ~58% respectively



✓ **Business & leisure travel recommences across the globe**

✓ **MNCs across the globe planning back to work**

Real-estate development in Koramangala, Bengaluru



A luxury residential offering by K Raheja Corp Homes

Koramangala is sought after residential neighbourhood in Bengaluru. The area is known for upscale apartment complexes interspersed with the commercial buildings. Popular with young tech workers and students, the location has many Hip restaurants and rooftop 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 exiting 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	

The Hon`ble Karnataka High Court passed the final orders on Oct 26, 2021, on the settlement agreement between the parties. Thus, putting a closure to the long-standing litigation on the project

Repurposing assets : Stabilize returns



Inorbit Mall
Whitefield, Bengaluru

0.3 mn sq ft of Retail area

- ✓ Conversion underway
- ✓ 7 retail F&B tenants to continue
- ✓ Leasing for commercial space underway

- ✓ Repurposing to commercial space
- ✓ Exit negotiations with tenants almost closed
- ✓ Conversion expected to take 9 months

Retail cum Office block
Sahar, Mumbai

123K sq ft

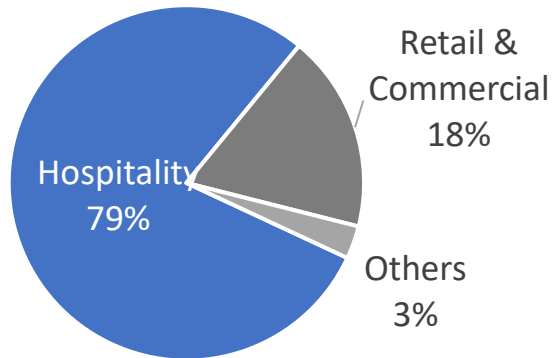




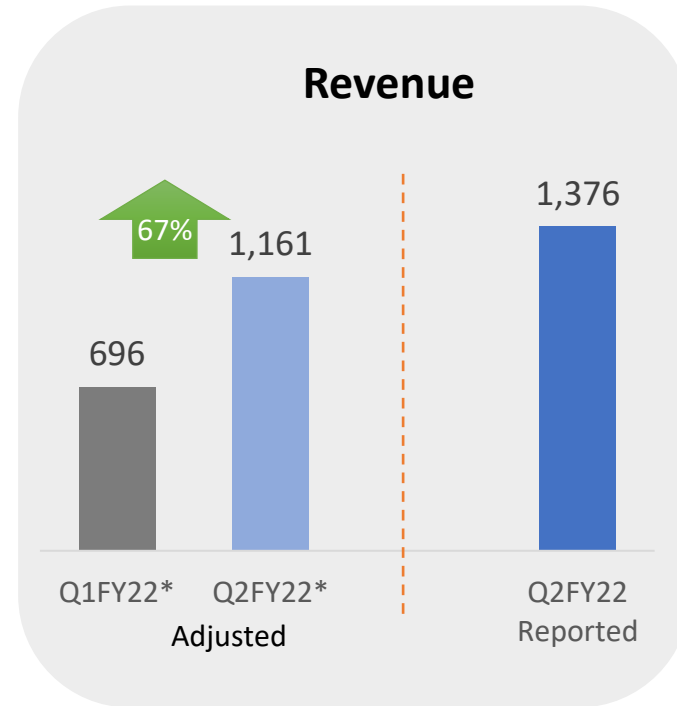
Operational Overview

Sharp improvement in like-to-like performance

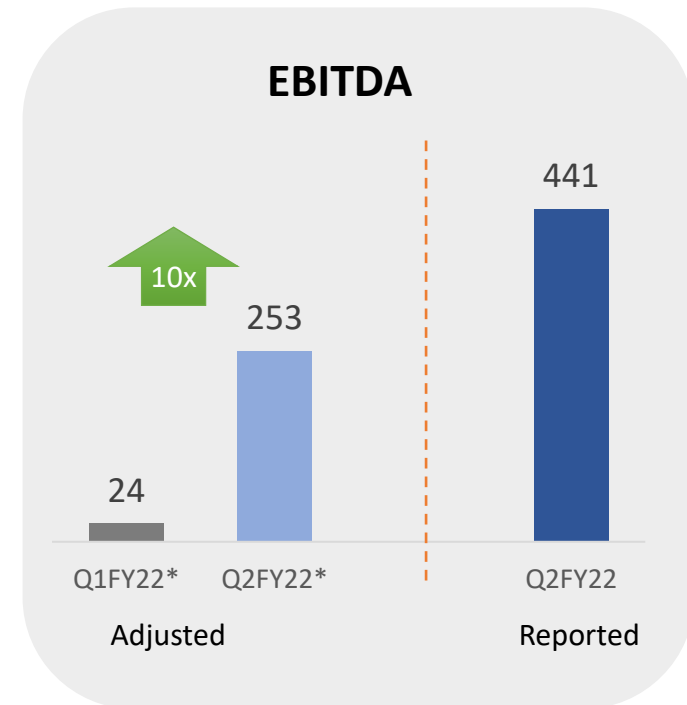
Q2FY22 Revenue



Revenue



EBITDA



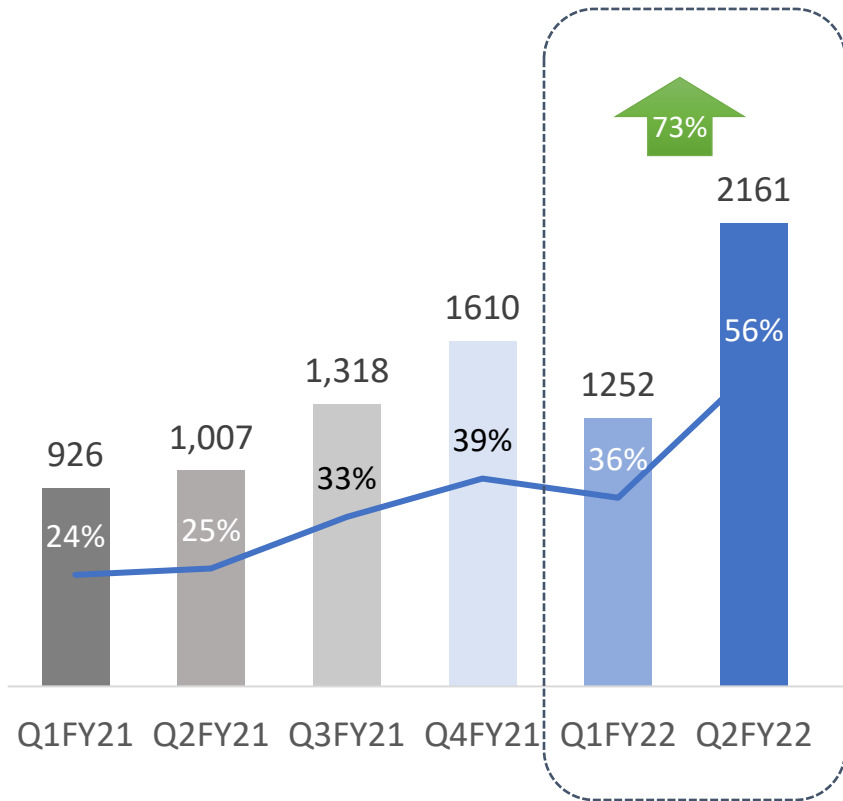
(In Rs. Mn)

***Adjusted for:**

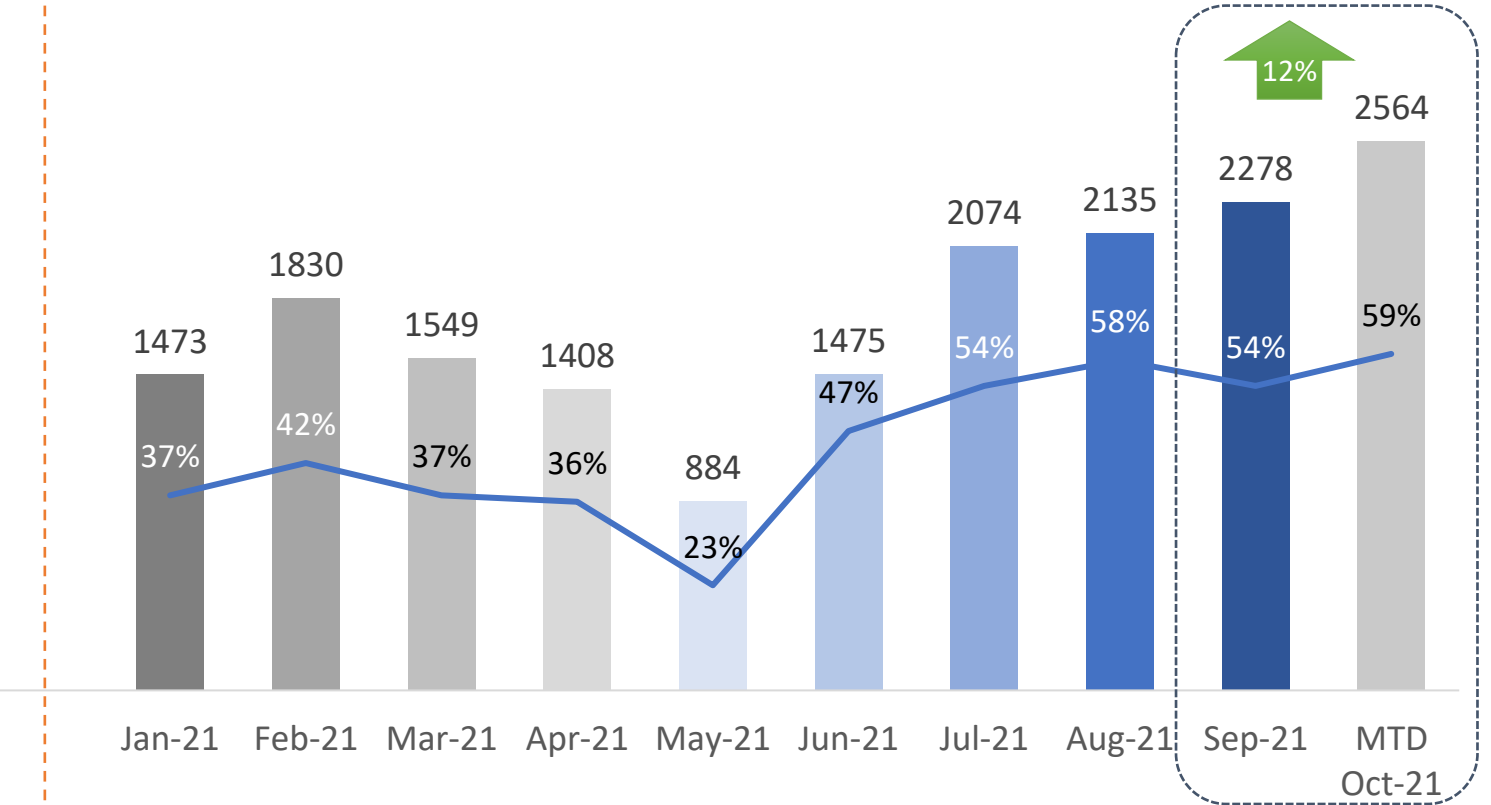
- Received Rs. 160.64 mn on early termination of contract of a commercial tenant accounted under revenue in Q2FY22
- Received a rebate amounting to Rs. 4.62 mn for Q2 and Rs. 41.97 for H1 from a hotel operator in respect of past disputed liability, accounted as "Other Income"
- Received cancellation requests from 3 flat owners (6 in Q1FY22) for its residential project at Bengaluru. Consequently, interest amounting to Rs. 33.61 mn (Rs. 93.73 mn in Q1FY22) payable to the said flat owners has been accounted as Real Estate Development Cost & exceptional items
- Q2FY22 EBITDA includes SEIS income of Rs. 50 mn

Steady ramp-up with easing of restrictions

Quarterly performance



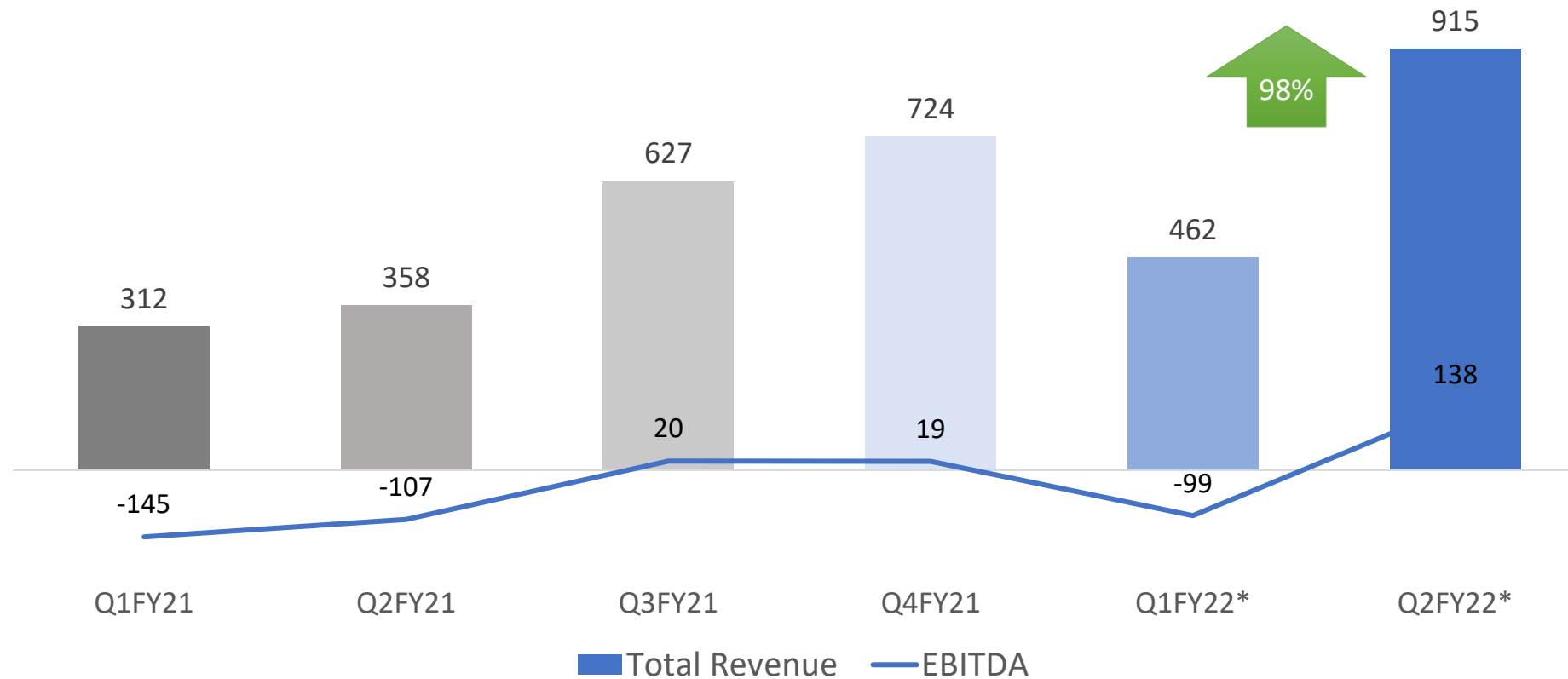
Monthly performance



■ RevPAR (Rs.) — Occupancy %

Hospitality Performance

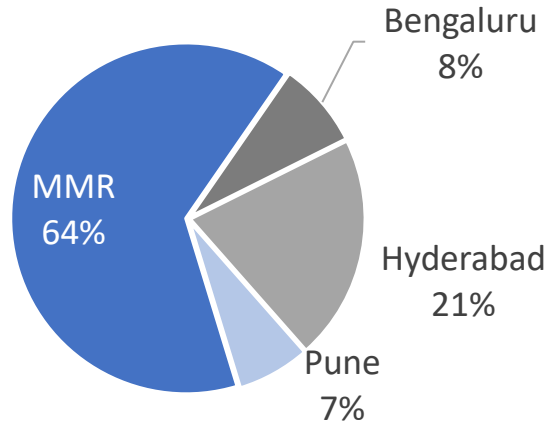
Steady ramp-up with easing of restrictions



*Excludes : Rebate amounting to Rs. 4.62 mn and Rs. 34.85 mn from the Hotel operator in respect of past disputed liability accounted in Hospitality revenue for Q2FY22 and Q1FY22 respectively

Hospitality City-wise Performance

H1FY22 Revenue Rs. 1,378 Mn*



	Q2FY22	Q1FY22	QoQ%	H1FY22	H1FY21	YoY%
ADR (Rs.)						
MMR	3,938	3,431	15%	3,738	3,719	1%
Bengaluru	3,694	4,476	-17%	4,088	5,292	-23%
Hyderabad	4,285	4,017	7%	4,193	4,223	-1%
Pune	3,170	2,418	31%	2,943	2,930	0%
Combined	3,882	3,523	10%	3,743	3,948	-5%
Occupancy %						
MMR	64%	42%	22 pp	53%	32%	21 pp
Bengaluru	22%	23%	-1 pp	23%	20%	3 pp
Hyderabad	46%	24%	22 pp	35%	14%	21 pp
Pune	73%	32%	41 pp	53%	4%	49 pp
Combined	56%	36%	20 pp	46%	24%	22 pp
RevPAR (Rs.)						
MMR	2,536	1,456	74%	1,999	1,186	69%
Bengaluru	829	1,033	-20%	931	1,033	-10%
Hyderabad	1,969	980	101%	1,477	576	156%
Pune	2,319	770	201%	1,549	108	1339%
Combined	2,161	1,252	73%	1,709	967	77%

MMR: Mumbai Metropolitan Region

*Rebate amounting to Rs. 39.47 million from the Hotel operator in respect of past disputed liability accounted in Hospitality revenue in H1FY22

Hospitality efficiencies Q2FY22

Cost efficiencies continue with improving revenues

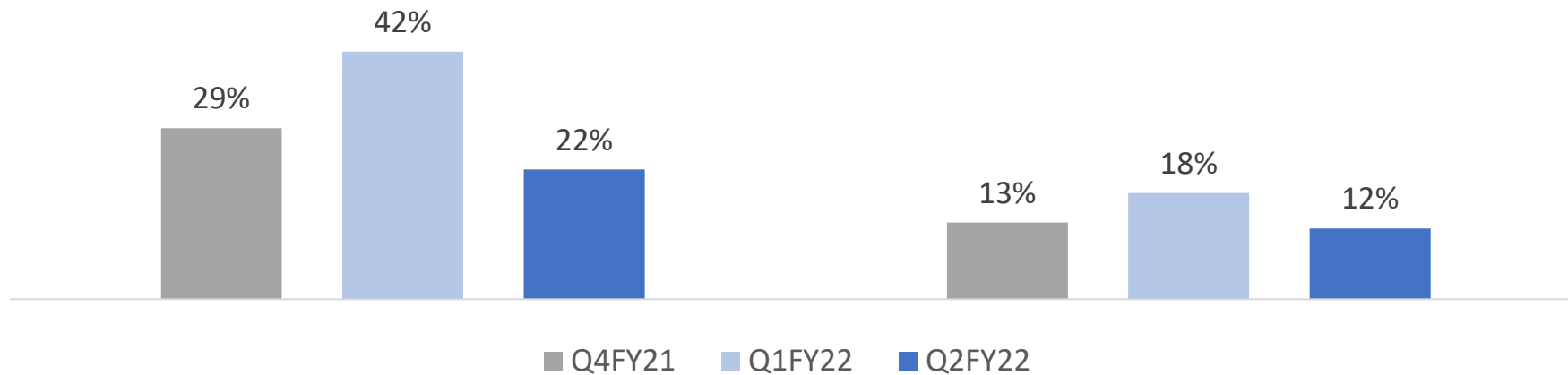
~**37%*** reduction in
Fixed costs

~**44%*** reduction in
Variable costs

Staff to room ratio
0.76 Sep-21 (0.6 for on-roll staff)
(0.74 as on March-21)
(1.18 as on Dec-19)

Payroll Costs % of Revenue

Utilities as a % of Revenue



*as compared to pre-covid Q2FY20 performance

Steady rental from Commercial portfolio

(In Rs. Mn)

	Q1FY22	Q2FY22*	FY21
Total Revenue	233	377	926
<i>SLM</i>	21	14	115
EBITDA	191	326	724
<i>Margin %</i>	82%	86%	78%

Updates as of September 2021:

- **Sahar Office Tower**
 - Rentals received as per terms
- **The Orb: Sahar Retail**
 - Re-strategizing underway
 - A large part of the retail/F&B space in process of conversion to commercial space
- **Inorbit Mall Bengaluru**
 - Re-strategizing underway
 - The usage to be converted to commercial

*Includes : Received Rs. 160.64 mn on early termination of contract of a commercial tenant accounted under revenue in Q2FY22

Consolidated Profit / Loss Statement

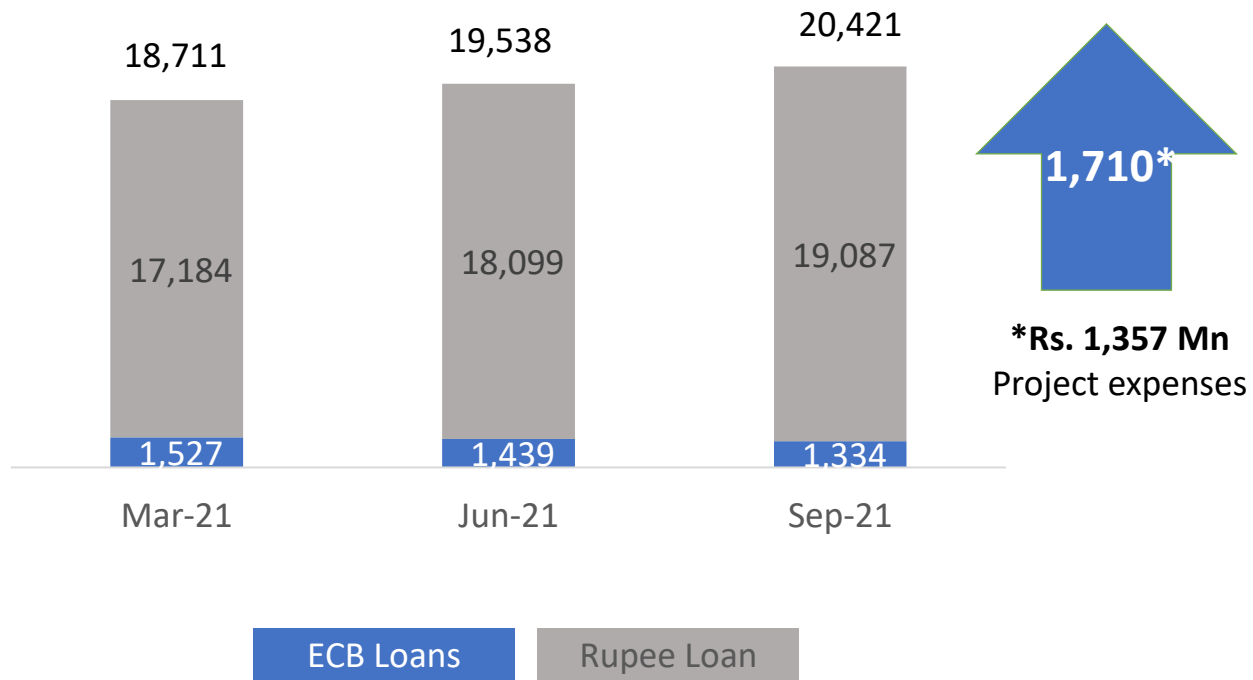
(In Rs. Mn)

Particulars	Q2FY22	Q1FY22	QoQ%	Q2FY21	QoQ%	H1FY22	H1FY21	Var %	FY21
Total Income	1,376	734	88%	617	123%	2,110	1,198	76%	3,090
Total Expenditure	935	766	22%	580	61%	1,701	1,147	48%	2,794
EBITDA from Continuing operations	441	(32)		37		408	52		296
Expenses from discontinued Operations	(7)	1		(7)	(4%)	(5)	(19)		(42)
EBITDA	434	(31)		30		403	33		253
<i>Margin %</i>	<i>31.52%</i>			<i>4.82%</i>		<i>19.09%</i>	<i>2.73%</i>		<i>8.20%</i>
Depreciation and Amortisation	305	292		297		597	593		1175
Finance costs	392	359	9%	393	0%	752	794	(5%)	1520
Exceptional items ¹	(15)	(10)		(11)		(25)	(21)		(42)
(Loss)/Profit before income tax	(278)	(693)	(60%)	(671)	(59%)	(971)	(1375)	(29%)	(2483)
Tax Expense ²	(140)	(275)		(244)		(415)	(554)		(1092)
(Loss)/Profit for the year	(138)	(418)	(67%)	(427)	(68%)	(556)	(821)	(32%)	(1391)
Other comprehensive (expense)/income	(0)	(0)		3		(0)	1		0
Total Comprehensive Income	(138)	(418)	(67%)	(424)	(67%)	(557)	(821)	(32%)	(1391)
EPS (Rs.)	*(0.67)	*(2.03)		*(2.08)		*(2.70)	*(4.00)		(6.78)

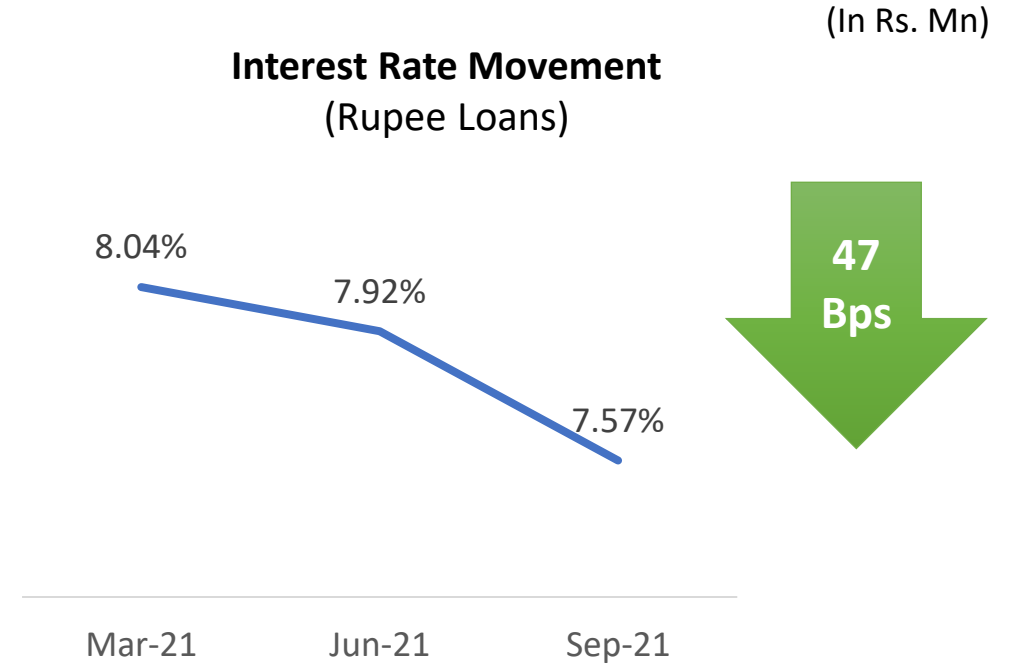
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4. Q2FY22 EBITDA includes SEIS income of Rs. 50 mn

Leverage Position

Net Debt Movement



Interest Rate Movement (Rupee Loans)



Excluding Preference Share Capital

Summary Balance Sheet

(In Rs. Mn)

Particulars	September 30, 2021	March 31, 2021
Fixed Assets	20,803	20,620
Capital Work in-progress	418	358
Investment Property	11,240	9,951
Goodwill	226	226
Other Non-Current assets*	3,285	2,963
Cash and Cash Equivalents	568	677
Other Current Assets	5,309	5,093
TOTAL ASSETS	41,849	39,888
Total Equity	13,667	14,157
Total Gross Debt	20,991	19,389
Preference Capital	1,681	1,195
Other Non-Current Liabilities	957	514
Current Liabilities	4,553	4,633
TOTAL EQUITY AND LIABILITIES	41,849	39,888

* Includes deferred tax assets of Rs. 2,151 mn (PY Rs. 1,797 mn) and Income Tax (net of provisions) Rs. 452 mn (PY Rs. 403 mn)

Ongoing Projects



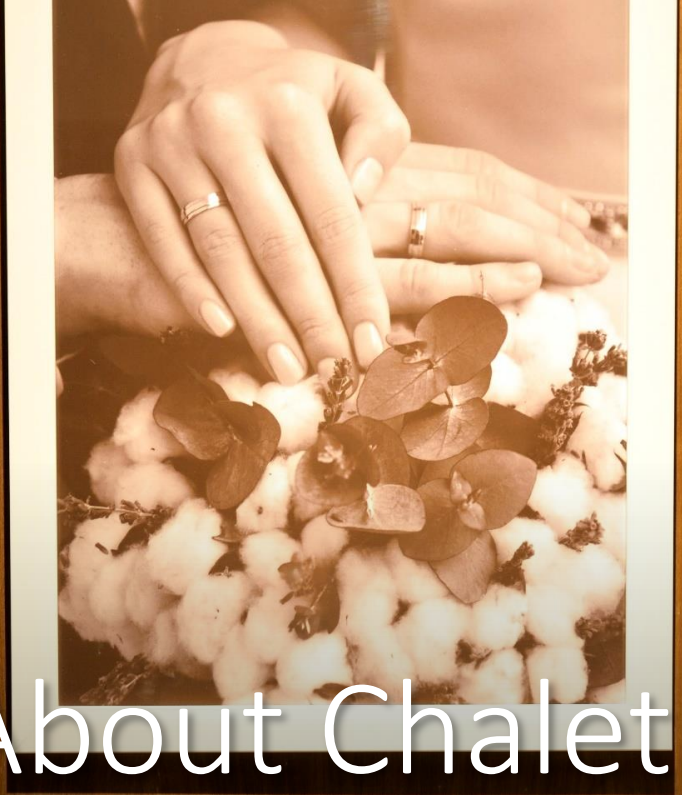
The Commercial Tower in Renaissance Complex, Powai is a premium office space of ~0.75 msf.

Expected to be completed by Q4FY23

The Commercial Tower in Marriott Complex, Whitefield, Bengaluru is a premium office space with leasable area of ~0.66 msf.

Given the labour situation, lockdowns in Bengaluru and two extra floors, this project may get delayed by 1 quarters from the earlier completion target of Q4FY22





About Chalet





Energy Initiatives

- ✓ Increase contribution of electricity sourced from non fossil fuel-based sources - 51% of total consumption in FY21
- ✓ All new properties to be LEED certified
- ✓ Reduce energy consumption/per room



Water Management

- ✓ Reduce water consumption/per room
- ✓ Rainwater harvesting
- ✓ Sewage Treatment Plant at every hotel



Waste Management

- ✓ Minimize single use plastic
- ✓ Organic Waste Composter
- ✓ Responsible disposal of e-waste
- ✓ Recycle used cooking oil to generate biofuel



USGB Gold Leed Certification

- JW Marriot Mumbai Sahar
- Marriott Whitefield Bengaluru
- Office Tower Sahar, Mumbai
- Office Tower Whitefield, Bengaluru



Chalet Signs Climate Group Initiatives

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 will be 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
- ✓ Non fuel based energy sources already contribute 51% of power usage currently

 **CLIMATE GROUP**

Employee Wellbeing

Initiatives focused in dealing with Covid-19

- 1to1 Help _ Reach Out : Focused on Employee Mental health
- EKIN Care : Medical advisory services for employee
- Mindspace App : Covid-19 self assessment and visitor management app
- Virtual Townhall & Mental Well-being Sessions
- Chalet Cares : Employee centric initiatives rolled out

Other Employee centric programs

- Connect with CEO
- Focusing on Diversity and Inclusion: Paternity leave, Pride Policy, Women centric policies
- Rewards and recognitions
- Training and leadership programs
- Other Including: Financial training, Motivational speakers, Nutrition, Communication etc.

These are corporate initiatives. At the hotels there are additional brand driven initiatives.

Great Place To Work Certified
APR 2021-MAR 2022
INDIA

Chalet Hotels Ranked 6# in Mid size corporates by Great Place to Work[®] Institute India 2021

Great Place To Work
Asia's Best Workplaces
2021

Best Workplaces™ for Women
Great Place To Work
INDIA 2021

Chalet has been recognized amongst 'Top 10 | Mid - size India's Best Workplaces for Women - 2021' by Great Place to Work[®] Institute India

Chalet Cares

Chalet War Room

A dedicated team which is available 24*7 to help employees connect with leads in incase of emergencies.



Term Insurance

Incase of an unfortunate event, Chalets Corporate employee's family receives One Yearly CTC as a lump sum amount, to ensure their financial security

Mediclaim Cover

Additional cover sanctioned from Corporate Buffer if an employee fully exhausts his eligible limits.



Reach Out

Company sponsored initiative towards Employee Emotional & Mental Wellbeing. Employees and their families get access to professional counselling 24*7

Benevolent Scheme

Company sponsored fund to provide financial help to employees and their immediate family members, in case of certain contingencies.



Time Off for Self - care

Our Leave Policy now includes 3 days Time Off for Self- care. While there is no comparison to the scale of loss caused by this pandemic, we hope that taking some time off will help one to recuperate

Company Sponsored Vaccination Camps

Vaccination Camps for employees and their families in the eligible age group



Advance Salary

For employees facing medical and financial exigencies, advance salary is credited to help them meet their expenses in difficult times

Unlimited Paid Leave

If an employee exhausts his/her leave, unlimited fully paid leave is given to take time off while they are treated for Covid – 19 or any other critical illness



Isolation Rooms at Offices & Sites

Fully sanitized isolation rooms at offices and sites

Covid 19 Support

Support is extended to employees to book Covid 19 tests online and reach out to a Doctor via Chat



Time Off for Volunteering

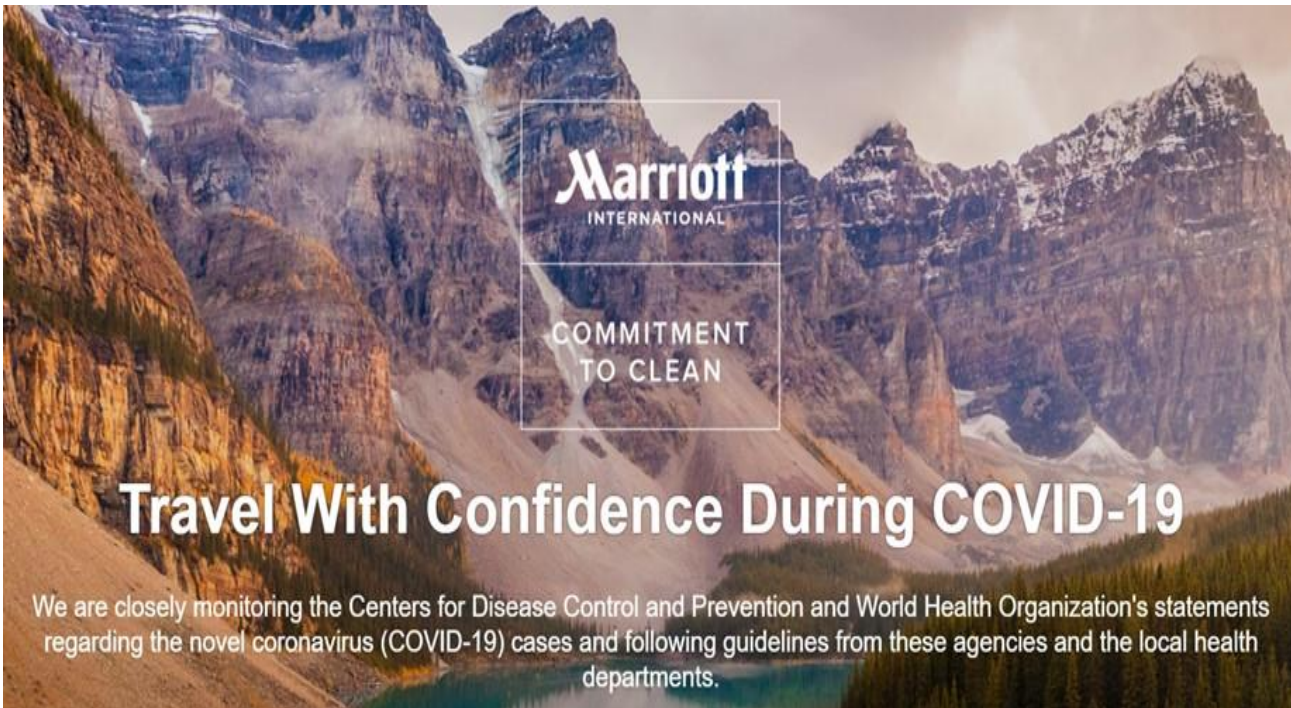
Employees are encouraged to utilize our Time Off for Volunteering Policy to extend help & support to their community/circle



Doctor on Call

Employees seeking Doctor's consultation on urgent basis can reach out to our empanelled Doctor on call

Guest commitment – Initiatives rolled out by brand partners



Marriott International



Accor

More than just business...

Distributing PPE kits and meals to front line workers



Health and Safety of the guest at the forefront



Lighting up hearts, as we look forward to better times!



Our Hotel Portfolio



**Novotel Pune Nagar Road Hotel
(223 Keys)**



**JW Marriott Mumbai Sahar
(588 Keys)**



**Bengaluru Marriott Hotel Whitefield
(391 Keys)**



**The Westin Hyderabad Mindspace (427
Keys)**

Strategically Chosen Brands at Key Locations



**Four Points by Sheraton Navi
Mumbai, Vashi (152 Keys)**



**Rebranding to Westin
Renaissance Mumbai Convention Centre Hotel (600 Keys)**



**Lakeside Chalet, Mumbai-Marriott Executive
Apartments (173 Keys)**

Hotel-led Complementary Mixed-Use Developments

Strategy of **co-locating projects** augur well for **Business Demand**
coupled with optimal utilization of **available land**

Office (0.9 Mn sqft)



Office Block
Whitefield, Bengaluru

0.4 mn sq ft



Office & Retail Tower
Sahar, Mumbai

0.5 mn sq ft in Prime Location

Disclaimer

This release has been prepared by Chalet Hotels Ltd (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.



Thankyou

Investor Relations Contact:

Ruchi Rudra

E-mail: ruchi.rudra@chalethotels.com /
investorrelations@chalethotels.com

Chalet Hotels Limited

Raheja Towers, 4th Floor, Block G, BKC, Mumbai 400 051