

February 20, 2023

BSE Limited  
Corporate Relationship Department  
1<sup>st</sup> Floor, New Trading Ring,  
Rotunda Building, P. J. Towers,  
Dalal Street, Fort,  
Mumbai – 400 001.  
Scrip Code: 500850

National Stock Exchange of India Limited  
Exchange Plaza  
Bandra Kurla Complex  
Bandra (E)  
Mumbai 400 051  
Scrip Code: INDHOTEL

**Sub: Intimation of Schedule of Analysts / Institutional Investors Meetings under the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015**

Dear Sir,

This has reference to Regulation 30(6) read with Part A of Schedule III of the SEBI (Listing Obligations and Disclosure Requirements), Regulations, 2015 (the 'Regulations').

In accordance with the said Regulations, please note that the Company had participated in the Kotak Annual India Investor Conference 2023 held at Mumbai today.

Sr. No.	Name of Conference	Mode	Type of Meeting
1.	Kotak Mutual Fund (Annual India Investor Conference 2023)	Physical	Conference

A copy of the presentation is enclosed herewith.

You are requested to kindly take the same on record.

Yours sincerely,

**BEEJAL DESAI**  
**Senior Vice President**  
**Corporate Affairs & Company Secretary (Group)**

Encl: a/a

# IHCL

## KOTAK CHASING GROWTH 2023 CONFERENCE

20<sup>th</sup> February, 2023



SELEQTIONS

VIVANTA

GINGER

amã  
STAYS & TRAILS

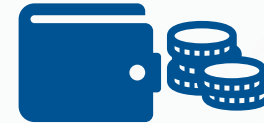
Qmin  
guaranteed quality cuisine



# MACRO TAILWINDS : THE INDIA GROWTH STORY



**INDIA POISED TO BECOME  
3<sup>rd</sup> LARGEST ECONOMY**



**CONSUMER DISCRETIONARY  
SPENDING RISING**



**5X INCREASE IN HIGH-  
INCOME HOUSEHOLDS**



**DEMOGRAPHIC  
DIVIDEND**

# HOSPITALITY INDUSTRY TRENDS

## ROBUST DEMAND GROWTH

Air Passenger Traffic surpassed Pre-Covid levels



## LIMITED SUPPLY GROWTH

Hotel Demand Grew by 5.4% vs. Supply Growth of 3.5% in 9MFY23



## INCREASED DEMAND FOR IMMERSIVE EXPERIENCES

Nature and Culture to attract luxury travellers



## DOMESTIC GOING STRONG

Hotel Demand Growth across all key domestic markets



## MICE & WEDDINGS

India's G20 presidency, Strong wedding Season

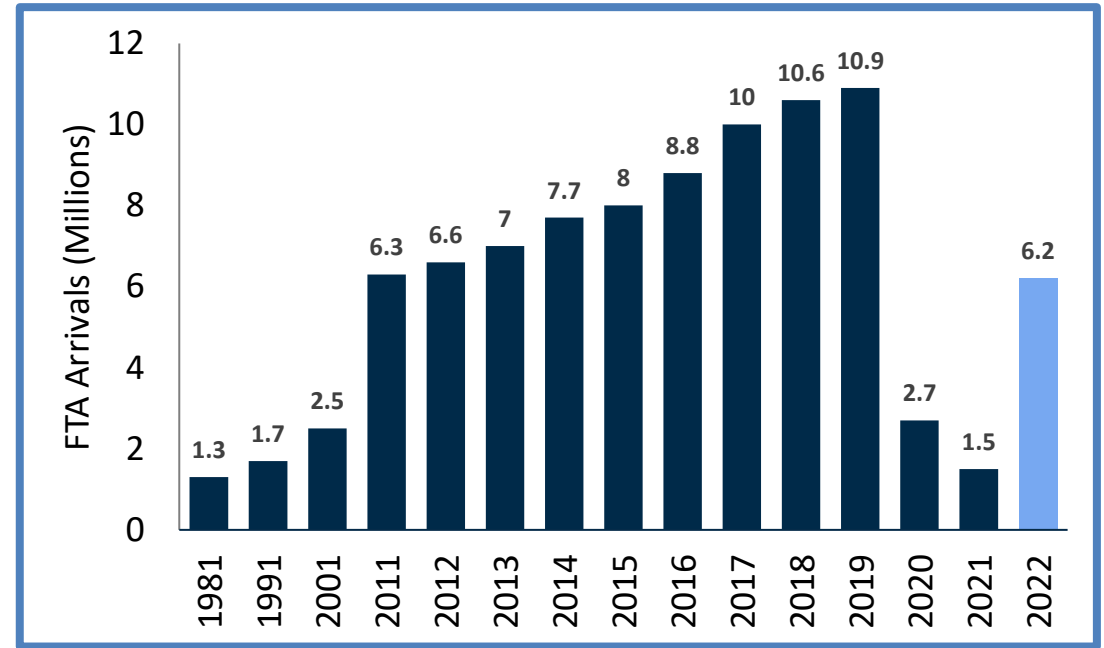
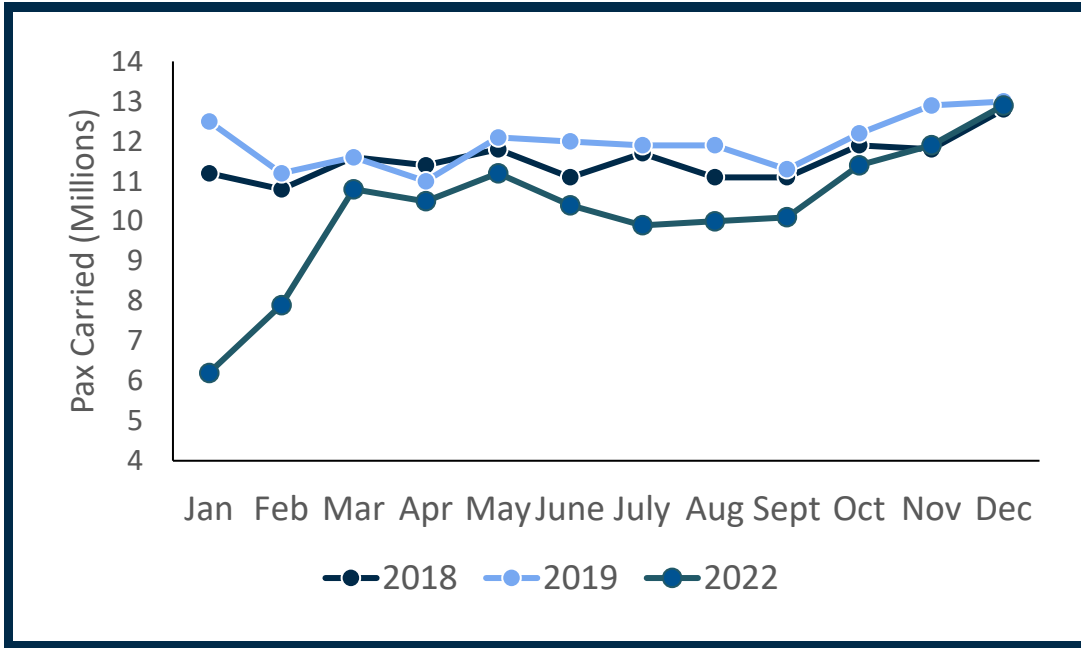


## RESUMPTION OF INTERNATIONAL TRAVEL

FTAs steadily recovering 6.2 Mn. in 2022 vs. 10.9 Mn. in 2019



# GROWTH IN DEMAND *STRONG RECOVERY IN TRAVEL*



DOMESTIC DAILY PASSENGERS CROSS

**400K in DEC'22**

AIR TRAFFIC RECOVERED TO PRE-COVID LEVELS IN DEC'22

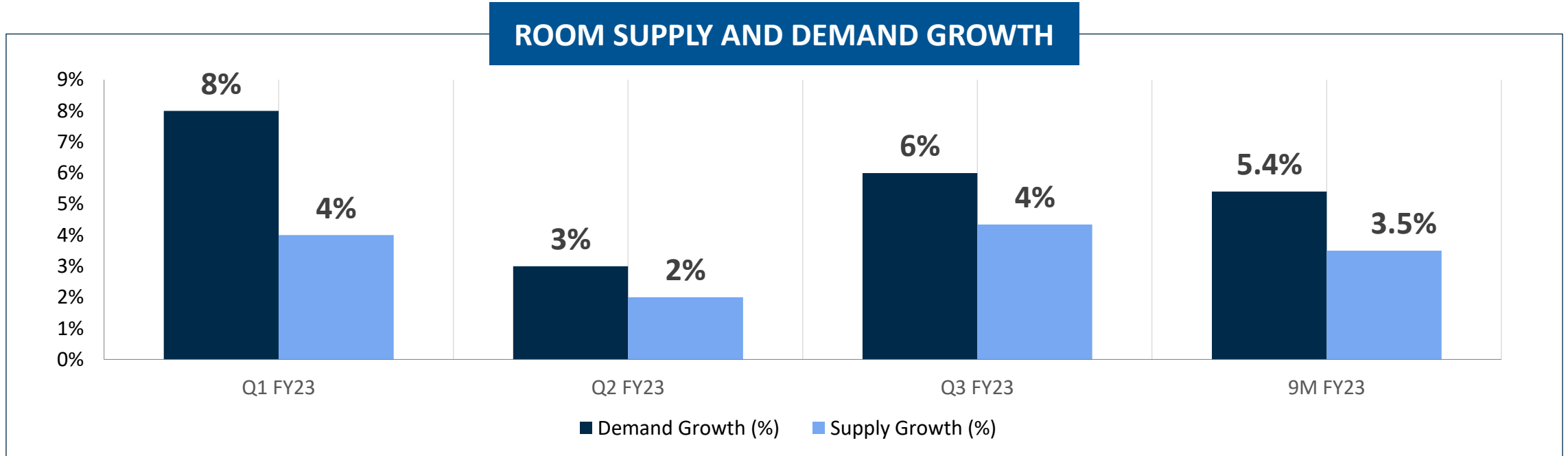


FTAs STEADILY RECOVERING

**POTENTIAL UPSIDE IN 2023**

Source: MOCA, Ministry of Tourism

# GROWTH IN DEMAND *DEMAND GROWTH OUTPACES SUPPLY*



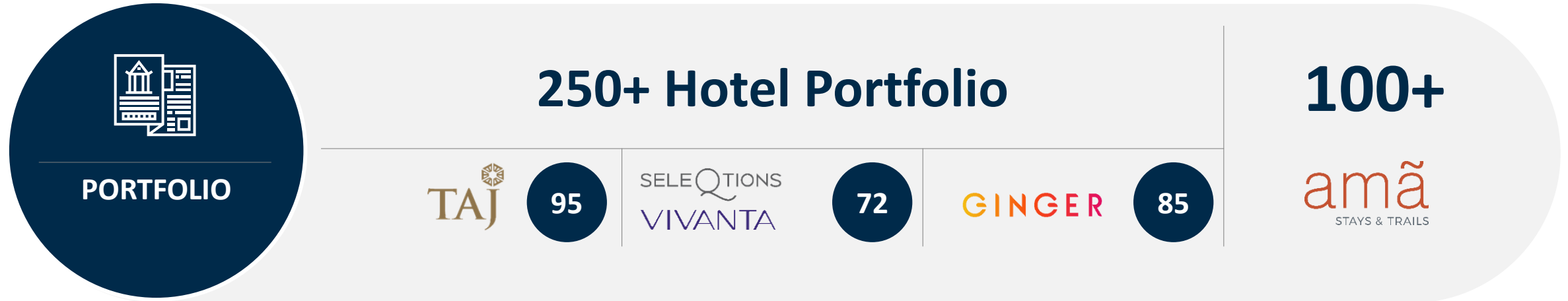
HOTEL DEMAND GREW BY  
**5.4%**  
 (vs. FY20) IN 9M-FY23,  
 GROWTH IN ALL KEY MARKETS



ROOMS SUPPLY GREW BY  
**3.5%**  
 (vs. FY20) IN 9M-FY23,  
 SUPPLY GROWTH TO REMAIN TEPID

Source: STR

# IHCL VERY WELL PLACED *TO CAPTURE THIS POTENTIAL PROACTIVELY*



**LOCATIONS**

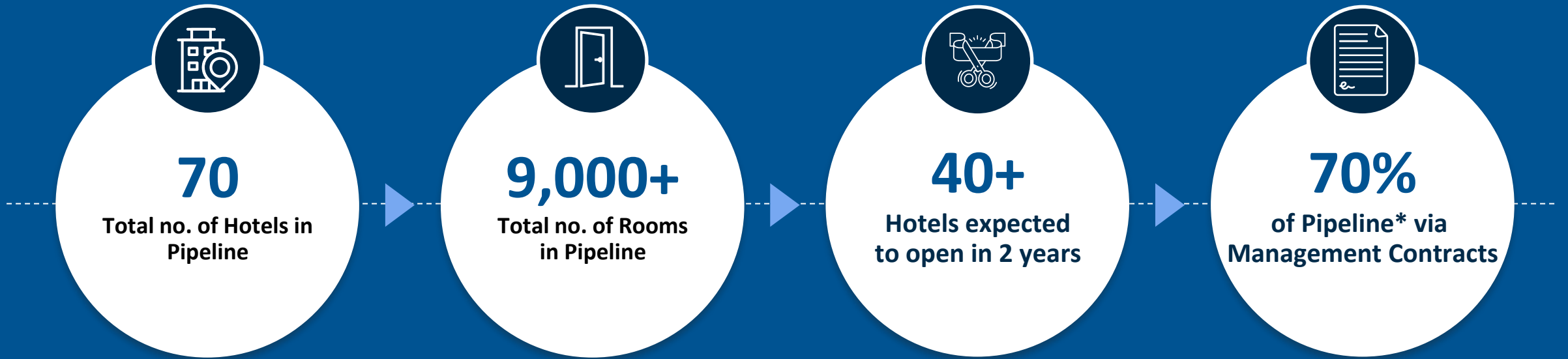


**30+ STATES & UTs**



**11 COUNTRIES**

# GROWTH IN PORTFOLIO *ROBUST PIPELINE*



\*Rooms Inventory in Pipeline



# GROWTH IN PORTFOLIO *HIGHEST EVER SIGNINGS AND OPENINGS*

JAN - MAR

APR - JUN

JUL - SEP

OCT - DEC



5

8

7

11

31



5

3

3

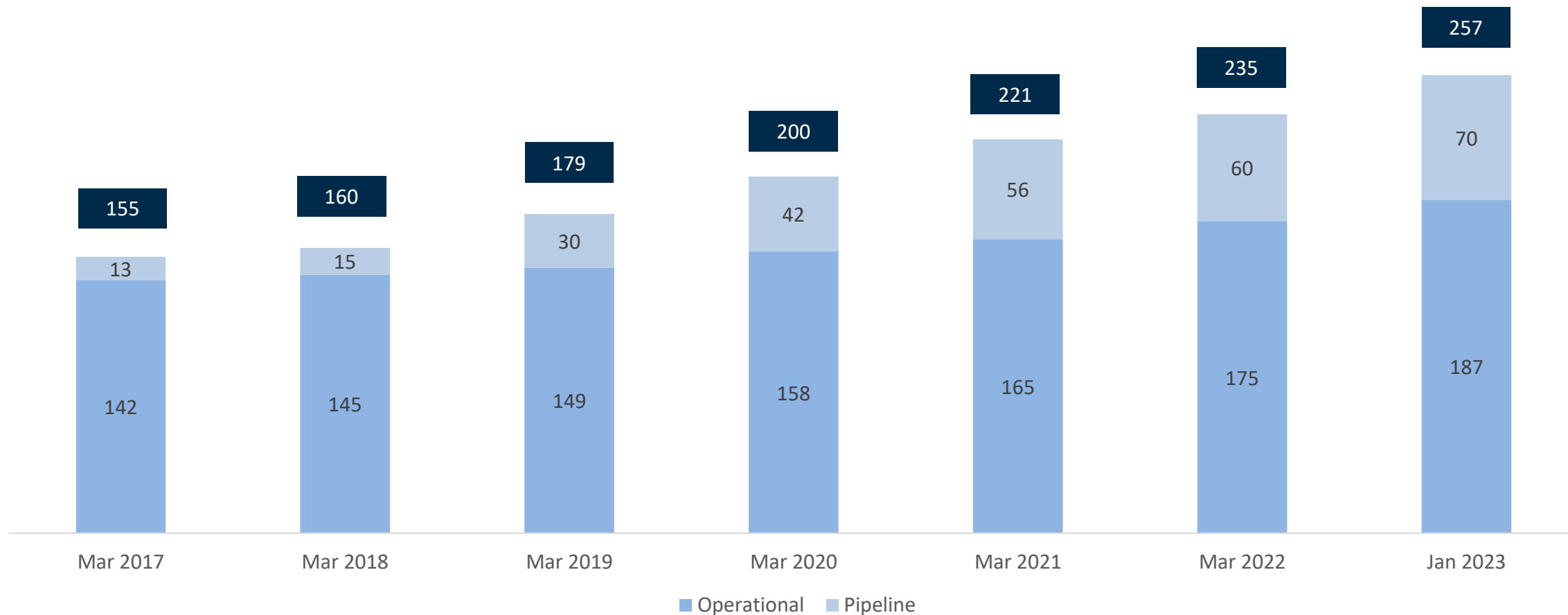
6

17

SIGNINGS & OPENINGS IN 2022

# GROWTH IN PORTFOLIO *JOURNEY*

## IHCL Portfolio



# GROWTH IN PORTFOLIO *ENVELOPING INDIA & BEYOND*

**238** Hotels, **109** amã in India

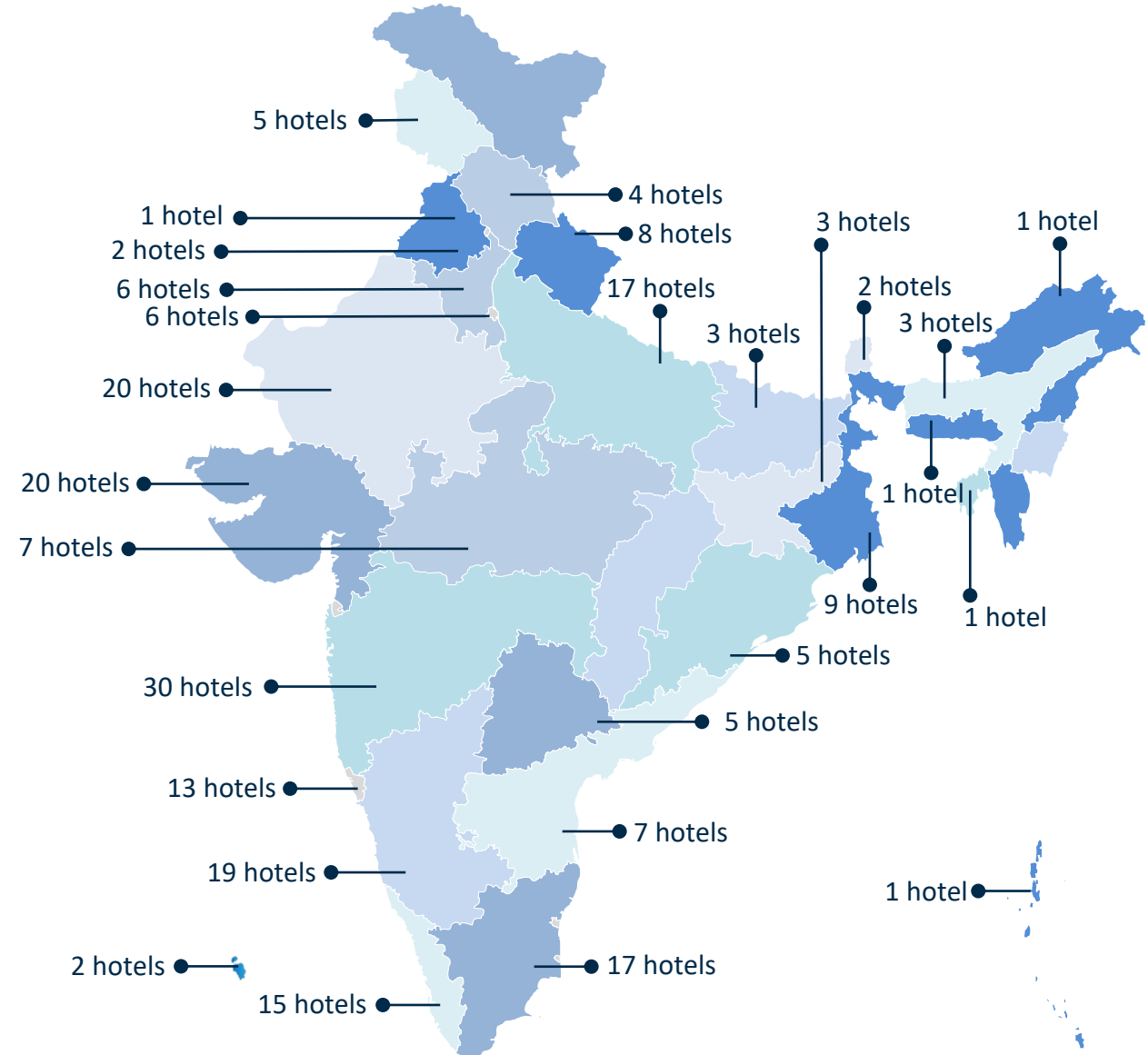
Present Across **125+** Locations in India

**15+** New Destinations Added in 2022

## Intl. Portfolio

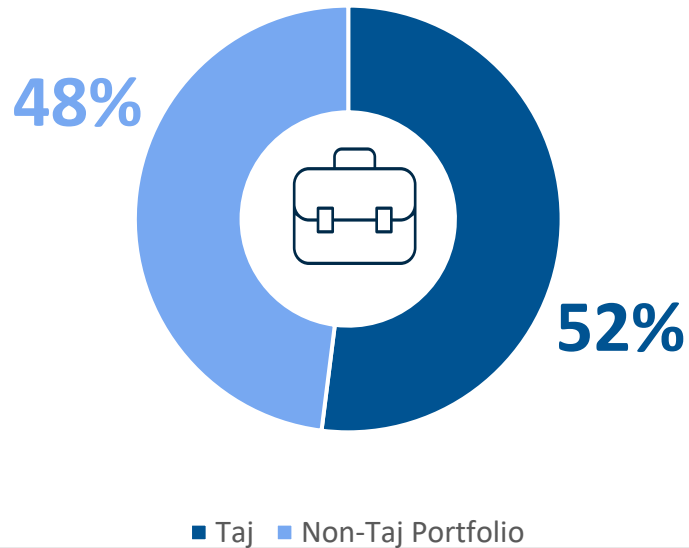


**10**  
COUNTRIES  
**19**  
HOTELS

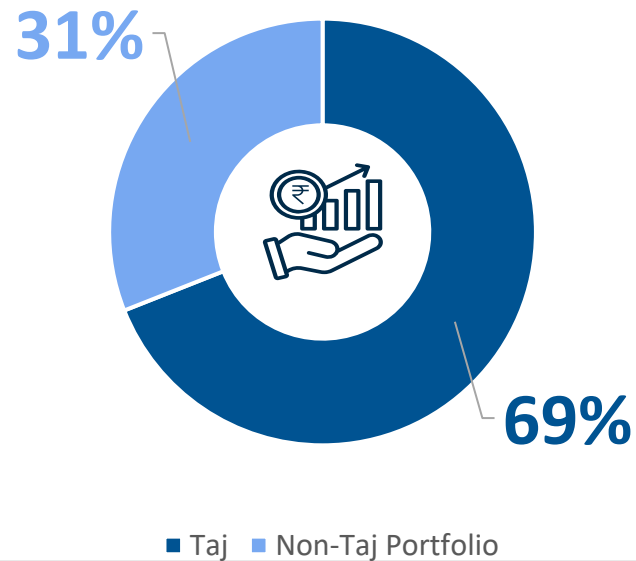


# GROWTH IN OUR FLAGSHIP BRAND TAJ

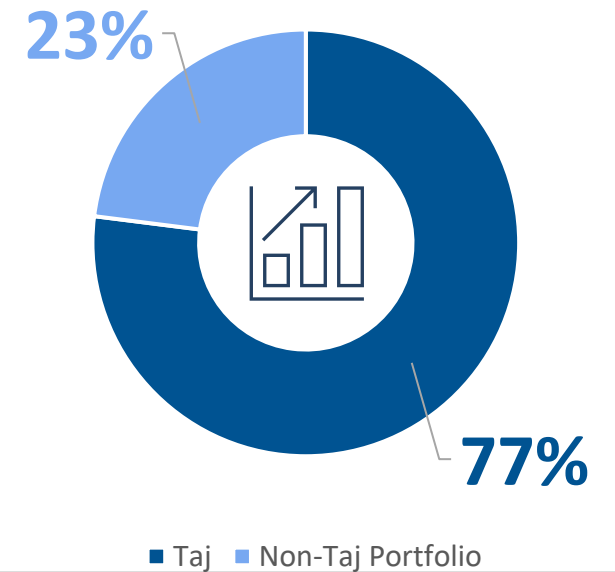
## IHCL OPERATIONAL PORTFOLIO (Operational Rooms - 31<sup>st</sup> Jan. 23)



## REVENUE SPLIT BY BRANDS (% to 9MFY23 Enterprise Rev.\*)

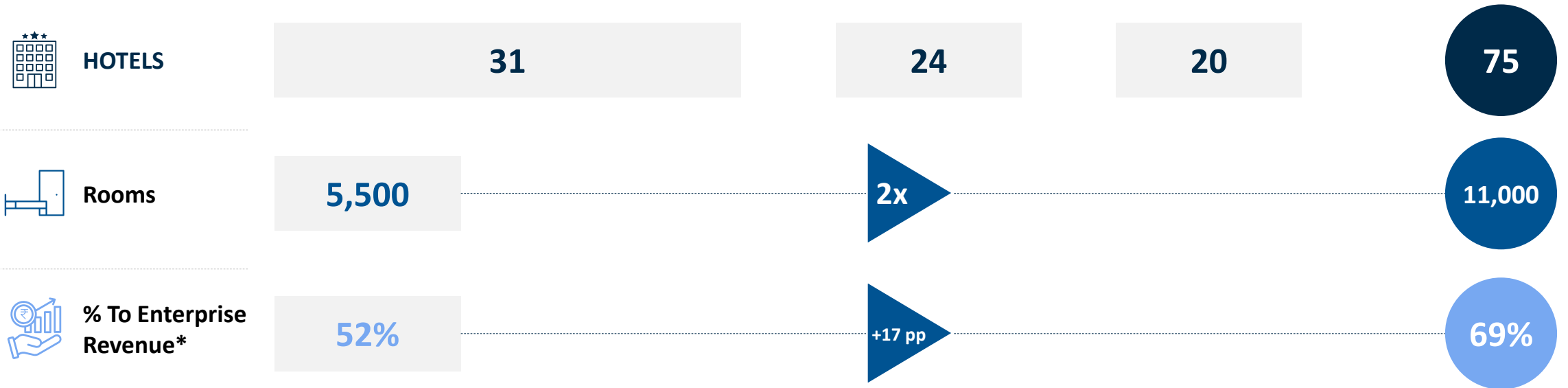
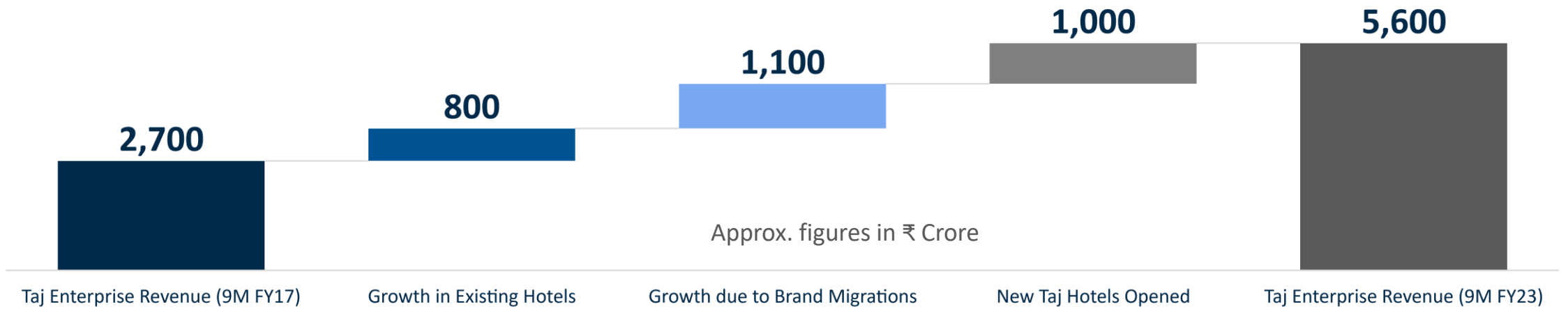


## EBITDA SPLIT BY BRANDS (% to 9MFY23 Enterprise EBITDA\*)



\*Enterprise Revenue and EBITDA are the summation of all Hotels including Ginger, all Corporates & Taj SATS Air Catering, agnostic of ownership

# GROWTH IN OUR FLAGSHIP BRAND TAJ



\*Enterprise Revenue is the summation of all Hotels including Ginger, all Corporates & Taj SATS Air Catering, agnostic of ownership

# GROWTH IN MARQUEE BRANDS

SELEQ TIONS



**30**  
Hotels\*



**2,400+**  
Keys



**10+**  
Hotels in Pipeline



**25+**  
Locations

\* Including Hotels in Pipeline

# GROWTH IN MARQUEE BRANDS

VIVANTA



**40+**  
Hotels\*



**6,000+**  
Keys



**18**  
Hotels in Pipeline



**40+**  
Locations

\* Including Hotels in Pipeline

# GROWTH IN NEW BUSINESSES

## GINGER



₹ 225 Cr  
Revenues

9M Revenues & EBITDA >  
**Highest Ever** in any Full FY



40%

9M EBITDA margin >  
**Highest Ever** profitability



50%

**Lean Luxe** Portfolio by  
March 2023



LOYALTY

Ginger Live on Tata Neu in  
January 2023



# GROWTH IN NEW BUSINESSES



₹ 150 Cr GMV Since Inception

Present Across 20+ Cities

Scaled to 25+ Cafes & Outlets

18 Qmins in Ginger by March 2023



108 Properties

Present Across 50+ Locations

50% Portfolio Growth in 2022

High Customer Satisfaction (NPS: 84)

# GROWTH IN NEW BUSINESSES



**2,500+**

Total Chambers  
Members



**150+**

New Members  
Added in 2022/23



**₹70+ crs**

49% Revenue Growth  
v/s 9M 19/20



**> 80%**

Flow through

# THE RE-IMAGINED TAJ SATS YIELDING RESULTS



**44%**

**Increase in Revenue**  
(9M 22/23 vs. 9M 19/20)



**2x**

**Increase in EBITDA**  
(9M 22/23 vs. 9M 19/20)



**58%**

**Market Share**  
(9M 22/23)



**1,00,000+**  
Avg. Meals / Day

# DOING BUSINESS THE *RESPONSIBLE WAY* - paathya

## 2030 GOALS



**100%**

Waste Water  
Recycled / Reused



**100,000**

Youth  
Skilled for Livelihood



**50%**

Energy from  
Renewable Sources



EARTHCHECK

**100%**

Hotels  
EarthCheck Certified



**100%**

Hotels go Beyond  
Single-Use Plastic Free



**100%**

Adoption of UNESCO's Intangible  
Cultural Heritage projects in  
geographies IHCL operates in



**100%**

Business Meetings &  
Conferences to go green –  
Innergise Green Meetings

# RESULTING IN *BEST EVER FINANCIAL PERFORMANCE*

## Key Financial Highlights (9M 2022-23 )

Revenue ↑ 23%	EBITDA ↑ 61%	EBITDA % ↑ 7.7 pp
<b>₹ 4,294 Cr</b>	<b>₹ 1,379 Cr</b>	<b>32.1 %</b>
PBT ↑ 200%	PAT ↑ 131%	Net Cash Positive
<b>₹ 895 Cr</b>	<b>₹ 674 Cr</b>	<b>₹ 738 Cr<sup>#</sup></b>

**Q3 22/23 PAT at ₹383 Cr exceeds highest ever full year PAT**

<sup>#</sup> As on 31<sup>st</sup> December 2022

<sup>\*</sup> Comparison vs. 9M 19/20

# STRONG PERFORMANCE: *MARGIN EXPANSION (9M)*

PARTICULARS (₹ CR)	9M 22/23	9M 21/22	9M 20/21	9M 19/20	9M 18/19	9M 17/18	9M 16/17	9M 15/16	9M 14/15	9M 13/14	9M 12/13	9M 11/12	9M 10/11
REVENUE	4,294	2,257	1,113	3,495	3,314	3,001	3,006	3,035	3,148	3,021	2,775	2,522	2,088
EBITDA	1,379	318	(280)	854	592	467	470	480	399	439	398	417	316
EBITDA (%)	32.1%	14.1%	-25.1%	24.4%	17.9%	15.6%	15.6%	15.8%	12.7%	14.5%	14.3%	16.5%	15.1%
PBT	895	(335)	(747)	297	198	71	(35)	(86)	15	52	55	60	(48)
PAT	674	(322)	(629)	280	172	25	(103)	(211)	(71)	(393)	(41)	(21)	(91)

9M EBITDA Exceeds Highest Ever Full Year EBITDA

• From 2019 / 20 onwards, numbers are basis Post-IND AS figures.

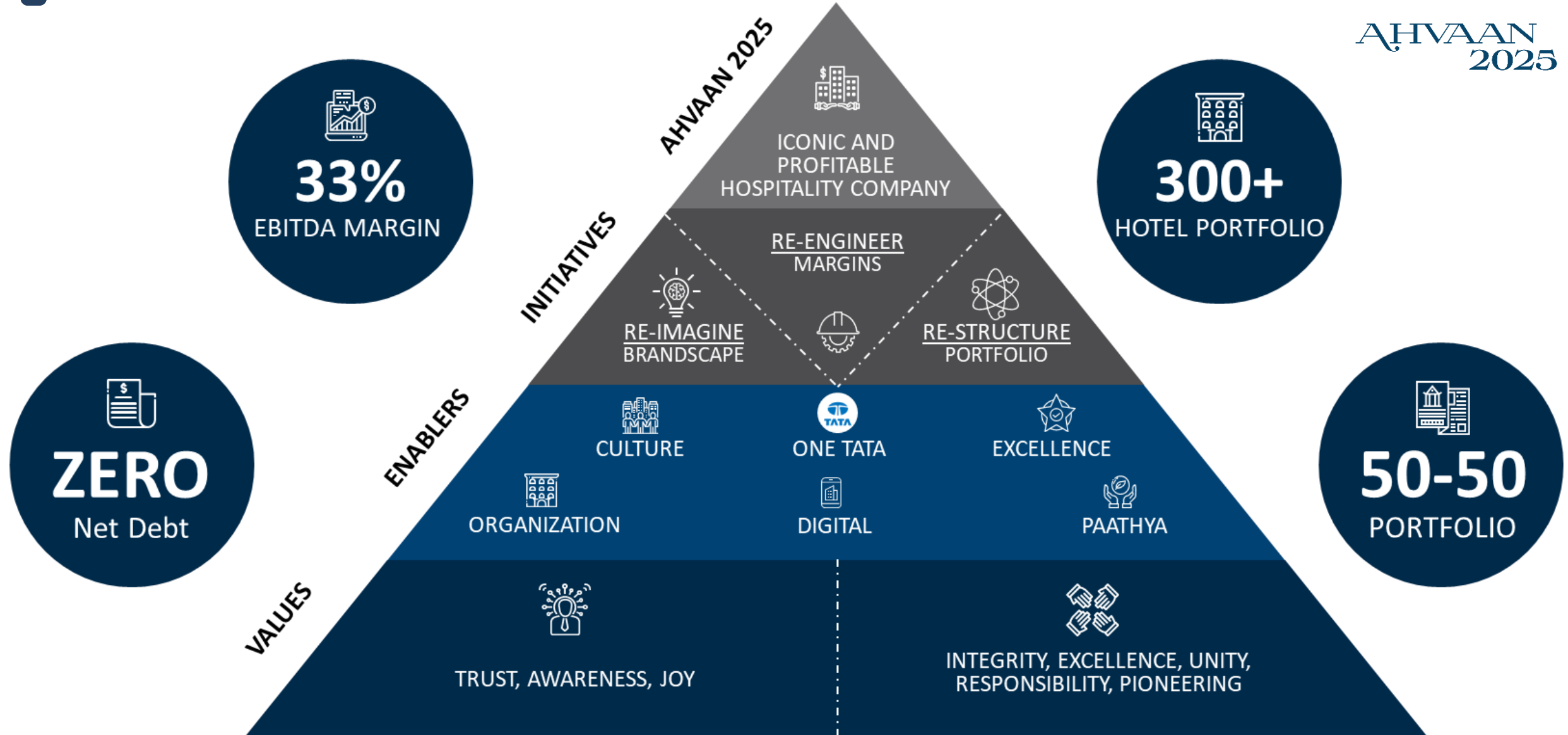
# RECORD PERFORMANCE IN FY 2022-23

(₹ Crore)	Q1 (Apr.-Jun.)		Q2 (Jul.-Sept.)		Q3 (Oct.-Dec.)	
	2019-20	2022-23	2019-20	2022-23	2019-20	2022-23
Revenue	1,057	<b>1,293</b>	1,029	<b>1,258</b>	1,409	<b>1,744</b>
EBITDA	210	<b>405</b>	182	<b>319</b>	462	<b>655</b>
EBITDA %	19.9%	<b>31.3%</b>	17.7%	<b>25.4%</b>	24.4%	<b>32.1%</b>

**Best-Ever performance across all the quarters**

# DELIVERING RESPONSIBLE PROFITABLE GROWTH

AHVAAN  
2025





# IHCL

## KOTAK CHASING GROWTH 2023 CONFERENCE

20<sup>th</sup> February, 2023



SELEQTIONS

VIVANTA

GINGER

amã  
STAYS & TRAILS

Qmin  
guaranteed quality cuisine



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