

May 23, 2022

BSE Limited
Corporate Relationship Department
1st 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: Press Release

Dear Sir,

Please find attached a Press Release titled “**AHVAAN 2025 - IHCL’s ROUTE MAP FOR PROFITABLE GROWTH**” featuring the future business strategy of the Company.

You are requested to kindly take the same on record.

Yours sincerely,



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

THE INDIAN HOTELS COMPANY LIMITED

CORP Office: 9th Floor, Express Towers, Barrister Rajni Patel Marg, Nariman Point, Mumbai 400 021, Maharashtra, India
REGD Office: Mandlik House, Mandlik Road, Mumbai 400 001, Maharashtra, India
www.ihcltata.com

CIN L74999MH1902PLC000183

T +91 22 6137 1637, F +91 22 6137 1919
T +91 22 6639 5515, F +91 22 2202 7442

AHVAAN 2025

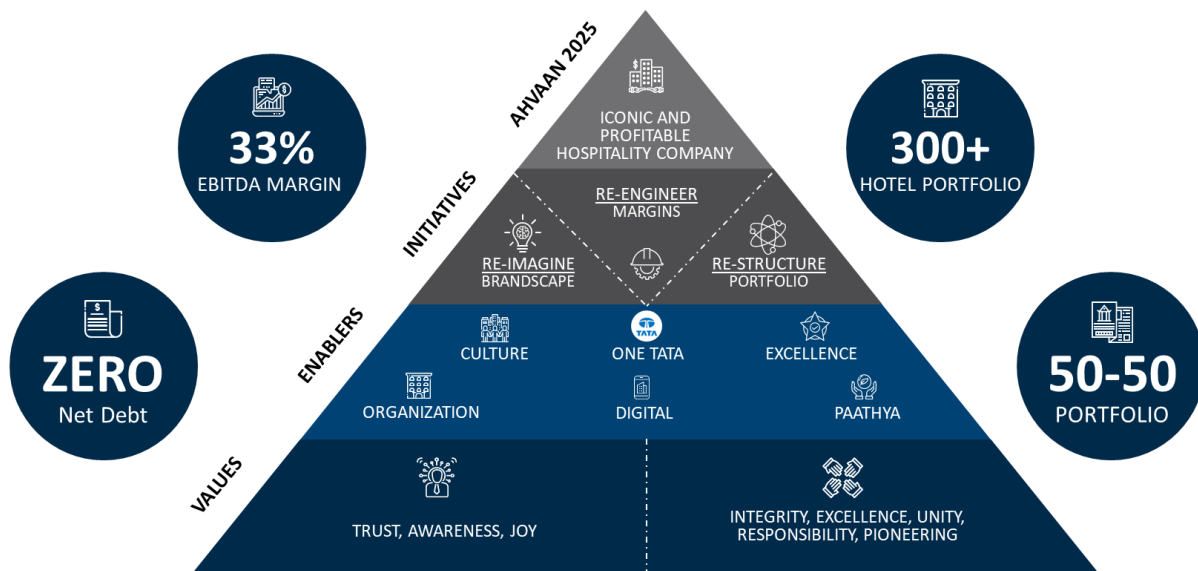
IHCL's ROUTE MAP FOR PROFITABLE GROWTH

~ Expand Portfolio to 300 Hotels

~ Targets 33% EBITDA Margin

MUMBAI, MAY 23, 2022: **The Indian Hotels Company Limited**, India's largest hospitality company, today announced **Ahvaan 2025**. Under the plan, it will re-engineer its margins, re-imagine its brandscape and re-structure its portfolio. IHCL aims to build a portfolio of 300 hotels, clock 33% EBITDA margin with 35% EBITDA share contribution from new businesses and management fees by FY 2025-26.

Mr. Puneet Chhatwal, Managing Director and Chief Executive Officer, IHCL said, "Continuing its growth momentum, IHCL signed over 100 hotels and opened over 40 hotels in the past five years, making it the fastest growing hospitality company in India. **Ahvaan 2025** will further accelerate IHCL's profitable growth by scaling its diversified brand portfolio across its traditional and new businesses. Its iconic and strongest brand Taj, Paathya an industry leading ESG+ framework and a strong focus on digital will be the key enablers on this journey."



Ahvaan 2025 maps IHCL's three-pronged strategy to grow profitably in the coming years. IHCL continues to **Re-engineer its margins** with an emphasis on sustained revenue growth, cost optimisation and operational excellence. It will further strengthen the balance sheet with focus on free cash flows and be a zero net debt company. Scaling its **Re-imagined brandscape**, **Ginger** will be an important growth vehicle and will scale to **125 hotels**, 'amã Stays & Trails', a branded offering in the homestay market will be a portfolio of **500** and **Qmin**, IHCL's culinary and home delivery platform will expand to **25** plus cities.

IHCL also aims at **Re-structuring its portfolio** and achieve a 50:50 mix between its owned/leased and managed hotels. It will look to stimulate growth by unlocking capital through strategic partnerships, monetization and simplification. Having signed the highest number of new hotels in India over two consecutive years 2020 and 2021, IHCL has a strong pipeline of **60** hotels. IHCL is present in **100** destinations across India. **Taj**, the iconic luxury brand is slated to grow to **100** hotels across the globe, while **Vivanta** and **SeleQtions** will scale to a portfolio of **75** hotels.

With culture, customer and community at its core, **Ahvaan 2025** will seek to maximize stakeholder value.

About The Indian Hotels Company Limited

The Indian Hotels Company Limited (IHCL) and its subsidiaries bring together a group of brands and businesses that offer a fusion of warm Indian hospitality and world-class service. These include **Taj** – the iconic brand for the most discerning travelers and the **World’s Strongest Hotel Brand** as per Brand Finance 2021, **SeleQtions**, a named collection of hotels, **Vivanta**, sophisticated upscale hotels and **Ginger**, which is revolutionising the lean luxe segment.

Incorporated by the founder of the Tata Group, Jamsetji Tata, the Company opened its first hotel - The Taj Mahal Palace, in Bombay in 1903. **IHCL** has a portfolio of 236 hotels including 60 under development globally across 4 continents, 11 countries and in over 100 locations. **The Indian Hotels Company Limited (IHCL)** is India’s largest hospitality company by market capitalization. It is primarily listed on the BSE and NSE.

Please visit: www.ihcltata.com; www.tajhotels.com; www.seleqtionshotels.com; www.vivantahotels.com; www.gingerhotels.com

For more information, please contact: Parinita.Gawri@ihcltata.com, Kirti.Dhingra@ihcltata.com