

May 10, 2019

**National Stock Exchange of India Limited**  
Exchange Plaza  
Bandra Kurla Complex  
Bandra (East)  
Mumbai 400 051  
**Scrip Code: CHALET**  
**ISIN No: INE427F01016**

**BSE Limited**  
Corporate Relationship Department  
1<sup>st</sup> Floor, New Trading Ring,  
Dalal Street, Fort  
Mumbai – 400 001  
**Scrip Code: 542399**  
**ISIN No: INE427F01016**

Dear Sir / Madam,

**Subject: Press Release in relation to the Financial Results for the quarter and year ended March 31, 2019**

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 press release proposed to be issued by the Company, in relation to the Statement of Standalone Financial Results for the quarter(unaudited) and financial year ended March 31, 2019 and the Statement of Consolidated Financial Results for the quarter(unaudited) and financial year ended March 31, 2019, which have been approved by the Board of Directors of the Company at its meeting held today i.e. May 10, 2019, pursuant to Regulation 33 of the Listing Regulations.

We request you take the above information on record.

Thanking You,

Yours Faithfully,  
For **Chalet Hotels Limited**

  
**Christabelle Baptista**  
**Company Secretary & Compliance Officer**  
ACS No: 17817



Encl.: as above



**CHALET HOTELS LIMITED**

**FY19 Consolidated Performance:**

- **Total Revenue** (including other income) at **Rs. 10,348 Mn** YoY growth of **22%**
- **EBITDA** at **Rs 3,668 Mn**, YoY growth of **22%** with margin of **35.5%**
- **RevPAR** at **Rs 6,283**, YoY growth of **10%**

**Mumbai, May 10, 2019: Chalet Hotels Limited** (“Chalet”), an owner, developer and asset manager of high-end hotels in key metro cities of India, has announced its annual results for the financial year ended March 31, 2019. Chalet’s Total Revenue for FY19 has increased to Rs. 10,348 Mn (up 22%); EBITDA increased to Rs. 3,668 Mn (up 22%).

Chalet’s hotel platform comprises of five operating hotels, which includes a hotel with a co-located serviced residence. Chalet Hotels are currently branded with global brands such as JW Marriott, Westin, Marriott, Marriott Executive Apartments, Renaissance and Four Points by Sheraton which are with the Marriott Group.

**Segmental Performance FY19:**

- Segmental revenue for hospitality grew by 9% to Rs. 9,137 mn for the year, with the segmental profit margin before interest depreciation and tax at 39.0%
- Occupancy for the year stood at 76% was higher by 300 bps from the previous year
- RevPAR for the year at Rs 6,283 higher by 10% from the previous year
- Retail & Commercial Segment grew by 62% to Rs. 391 mn with the segmental profit margin before interest depreciation and tax at 23.9%

**Commenting on the performance Mr. Sanjay Sethi, MD & CEO, Chalet Hotels Limited said,** *“The past year has been an incredible journey for Chalet Hotels Limited, we have had a successful IPO and listing on the stock exchanges.*

*Our business initiatives along with the sector tailwinds have been playing out favourably for us and have led to an encouraging 10% RevPAR growth for Chalet. We credit a large part of this to our lean and efficient cost structure which has improved our operating parameters. To leverage this further, we have a strong development pipeline which is in sync with our estimated growth trajectory for the Company.”*



Press Release

**Development pipeline:**

- Chalet Hotels Limited has a developmental pipeline of ~580 keys across **3 hotel projects** in markets of Mumbai Metropolitan Region and Hyderabad
- In line with our strategy to optimally utilize available land the Company has embarked on **2 commercial projects** with an area of ~1.1 mn sqft in Mumbai and Bengaluru adjoining its existing hotels

**About Chalet Hotels Limited:**

*Chalet Hotels Limited (CHL), are an owner, developer and asset manager of high-end hotels in key metro cities in India. Our hotel platform comprises five operating hotels, including a hotel with a co-located serviced residence, located in the Mumbai Metropolitan Region, Hyderabad and Bengaluru. CHL’s hotels are branded with globally recognized hospitality brands and are in the luxury-upper upscale and upscale hotel segments. The hotel platform emphasizes strategic locations, efficient design and development, appropriate positioning in hotel segments together with branding and operational tie-ups with leading hospitality companies. CHL uses its experience to actively manage the hotel assets to drive performance.*

*In addition, CHL developed commercial and retail spaces, in close proximity to its existing hotels. CHL have developed hotels at strategic locations generally with high barriers-to-entry and in high density business districts. The Company generally develops its hotels on large land parcels, allowing them to situate a greater number of rooms, as well as provide a wide range of amenities, such as, fine dining and speciality restaurants, large banquet and outdoor spaces. CHL endeavor is to build hotels to superior standards targeting the luxury-upper upscale and upscale hotel segments at an efficient gross built up area and development cost per key.*

*For more information about the company, please visit our website [www.chalethotels.com](http://www.chalethotels.com)*

**For further details please contact:**

Investor Relations	Corporate Communications
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