

June 10, 2020

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

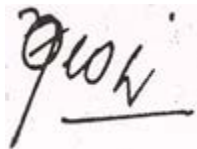
Kind Attn: **Mr. S. Subramanian**
DCS- CRD

Dear Sirs,

Further to our letter of date intimating the Financial Results of the Company for the financial year ended March 31, 2020, enclosed is a copy of the Press Release on the same for your records.

Kindly acknowledge receipt.

Yours sincerely,

A handwritten signature in black ink, appearing to read 'Beejal Desai', is written over a light pink rectangular background.

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

Encl : a/a

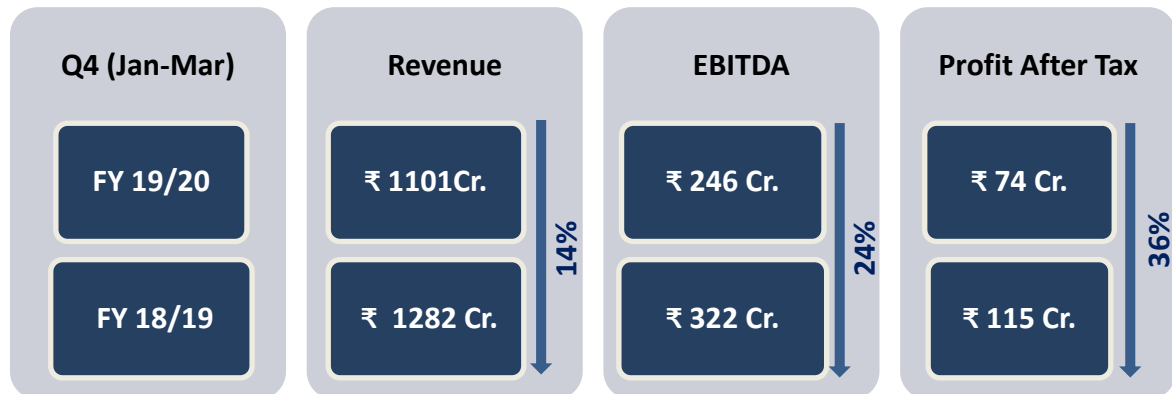
IHCL REPORTS THE HIGHEST FULL YEAR PAT AT RS. 354 CRORE – UP BY 24% Y-O-Y

HIGHEST FULL YEAR EBITDA AT RS. 1,100 CRORE – UP BY 20% Y-O-Y

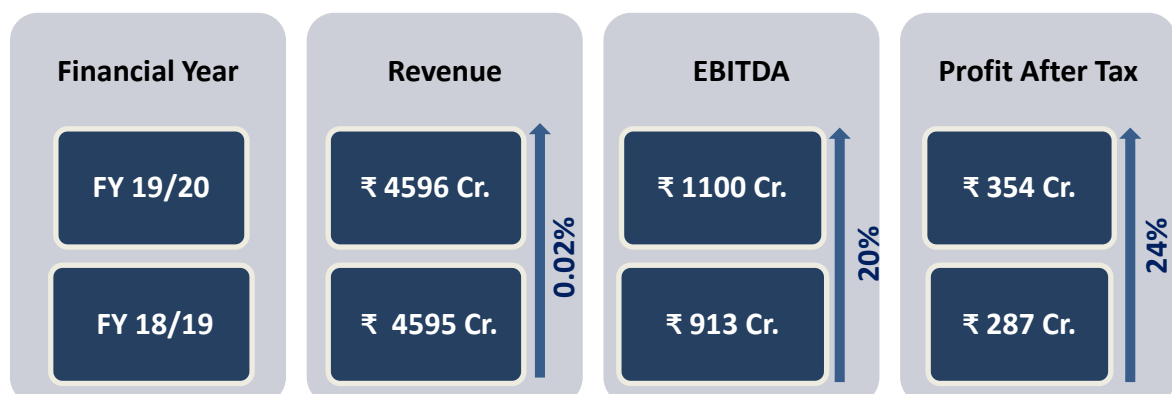
- The Taj brand was rated by Brand Finance as the Strongest Indian brand across all sectors
- EBITDA margins at 24% for 12 months of FY 2019-20 (up 406 bps)
- Nine consecutive quarters of profitable growth
- 12 hotels opened in FY 2019-20: Reached a milestone of 200 hotels with over 25,000 rooms across 100+ locations
- Signed 29 hotels with an inventory of over 3,700 rooms for FY 2019-20
- Ginger crossed milestone of 50 operational hotels and registered a strong growth in signings with the highest number of keys signed under any single brand in India during FY 2019-20
- Company readies for post-COVID opening with new and stringent hygiene, sanitisation and social distancing protocols across its hotels titled trademark [Tajness – A Commitment Re-strengthened](#)

Mumbai, June 10, 2020: [The Indian Hotels Company Limited \(IHCL\)](#), South Asia’s largest hospitality company, reported its Consolidated and Standalone financials for the fourth quarter ending March 31st 2020, year ending March 31st 2020.

KEY CONSOLIDATED FINANCIAL RESULTS FOR THE QUARTER ENDING MAR 31, 2020



KEY CONSOLIDATED FINANCIAL RESULTS FOR THE YEAR ENDING MAR 31, 2020



For the year ending March 31st 2020, the Board of Directors have recommended an equity dividend of 50 per cent amounting to Rs. 0.50 per share.

Commenting on the fiscal performance, Mr. Puneet Chhatwal, Managing Director and Chief Executive Officer IHCL said, "IHCL has delivered on the promise of profitable growth across all parameters, culminating in an all-time high EBITDA and PAT. The re-imagined brandscape helped us reach a significant milestone of 200 hotels in our portfolio. Another proud moment for us is the recent recognition of Taj as India's Strongest Brand across all industries by Brand Finance. This ranking is a testament to the strength of our brand and the trust reposed in us by all our stakeholders, as we ready to welcome guests in the new normal with enhanced health and safety protocols."

Two years into the execution **IHCL's** five year strategy – Aspiration 2022, the Company reported that it has made significant inroads into meeting the defined objectives as outlined below:

Aspiration 2022 - Scorecard	Target – 2022/23	Achieved – 2019/20
Re-structuring Growth: New Hotels Signed	15 per year	50+ in Two Years
Re-structuring Portfolio: Mix b/w Owned and Managed	50 – 50	42 % Managed
Re-imagining Excellence: Being Iconic	Iconic Brands	Taj - India's strongest brand
Re-engineering Profitability: EBITDA Margin Exp.	800 bps	~ 700 bps
Re-engineering Balance Sheet Strength: Net Debt to EBITDA	< 2.0 X	1.69 X

IHCL has defined a five-point agenda named 'R.E.S.E.T 2020' to address the challenges posed by the unprecedented global crisis and help the company navigate through these difficult times.



Mr. Giridhar Sanjeevi, Executive Vice President and Chief Financial Officer, IHCL stated, "We have consistently been able to deliver industry leading growth while maintaining profitability and balance sheet strength. The culture of performance, business sense and financial prudence institutionalized within the organization has positioned us well to combat the challenges posed by COVID-19. We are confident of resetting and rebounding stronger."

KEY HIGHLIGHTS OF Q4 AND FY 2019-20

- **IHCL** signed 29 hotels in the current financial year, adding over 3,700 rooms to its portfolio
- The Company opened twelve hotels, one hotel a month, for FY 2019-20 and added over 1,500 rooms to its operational inventory
 - Taj Fateh Prakash Palace, Udaipur
 - Taj Hotel & Convention Centre, Goa
 - Taj Hotel & Convention Centre, Agra
 - Taj Tirupati
 - Taj Jumeirah Lake Towers Dubai
 - Cidade de Goa (SeleQtions)
 - Devi Ratn, Jaipur (SeleQtions)
 - Ginger Dwarka
 - Ginger Sanand
 - Ginger Madgaon
 - Ginger Patna
 - Ginger Surat
- **IHCL** harnessed its diverse brandscape to drive asset light growth through management contracts. 42% of our portfolio is now management contracts. This was 32% two years ago
- **IHCL** started the New Year with an addition to its magnificent collection of authentic palaces – **Taj Fateh Prakash Palace, Udaipur**, located within the historic City Palace on the shores of Lake Pichola in Udaipur; offering panoramic views of the lake while being surrounded by the Aravalli Hills, Jagmandir Island and the legendary Taj Lake Palace
- The company added **Taj Tirupati**, further strengthening the group's spiritual tourism portfolio
- It expanded its strong presence in Goa with the opening of **Cidade de Goa** and **Taj Hotel & Convention Centre, Goa**. The Taj hotel and conference facility is co-located with Cidade de Goa and has over 500 rooms and 60,000 sq. ft. of conference space - the largest convention venue in Goa
- The Company reached a milestone with the opening of the **50th Ginger** in Surat, taking the total operational inventory of Ginger hotels to over 4,400 rooms across 35 locations
- Repositioned 24 per cent of Ginger portfolio as lean-luxe hotels with a premium of 21% in ARR
- **"SeleQtions"**, the Company's new brand launched in April 2019, is now a portfolio of 15 hotels
- **The Chambers** – Taj's exclusive business club was relaunched with enhanced features and added over 100 new members. It also announced an extension in London
- **amã Stays & Trails** – India's first branded homestays offering is now a portfolio of 22 bungalows with 14 operational
- In line with re-imagining its brandscape to create a hospitality ecosystem, **IHCL** announced the launch of its new salon brand, **niu&nau**. The first niu&nau opened at Taj Lands End
- **IHCL** announced a strategic partnership with Singapore's sovereign wealth fund, **GIC**, for an investment platform to the tune of Rs. 4,000 crores or USD 600 million over a period of 3 years to acquire operational hotels in India
- In keeping with our strategy to be future ready and commitment to develop talent for the future, **IHCL** partnered with two leading international institutions – **Les Roches** in Switzerland and **ESSEC** in France – for scholarship and development programmes. Ginger announced its partnership with the **Institute of Hotel Management - Aurangabad (IHM-A)**, one of the country's top hotel management Institutions, to launch the 'Ginger Leadership Program', which will enable the students to achieve Hotel Manager positions in a short span of five years

AWARDS AND RECOGNITION

- **BRAND FINANCE BRAND VALUE REPORT – INDIA 2020:** Taj has ranked Number One on the list of the strongest Indian brands by Brand Finance in their coveted 'India 100 2020' report. Taj has got the rare distinction of being ranked the highest across brands in all sectors with a brand strength index (BSI) score of 90.5 out of 100 and a corresponding elite AAA+ brand strength rating
- **ETHICAL BOARDROOM CORPORATE GOVERNANCE AWARDS 2019** – IHCL received three top honours at the Ethical Boardroom Corporate Governance Awards 2019 for the second consecutive year including the Best Corporate Governance, CEO of the Year and Best Company Secretary awards for the Leisure & Hospitality category in Asia
- **GOLDEN PEACOCK AWARD FOR EXCELLENCE IN CORPORATE SOCIAL RESPONSIBILITY 2019** – IHCL was the winner of this prestigious award for Excellence in Corporate Social Responsibility, re-iterating the Company's commitment to give back to the communities it operates in
- **GOLDEN PEACOCK AWARD FOR EXCELLENCE IN CORPORATE GOVERNANCE 2019** – IHCL was the winner of this prestigious award for Excellence in Corporate Governance
- **EARTHCHECK CERTIFICATIONS** – IHCL has set a global benchmark in hospitality for environmental sustainability with the highest number of EarthCheck Gold and EarthCheck Platinum certified hotels globally, with over 70 hotels having been awarded the EarthCheck platinum and gold certifications
- **TRAVEL+LEISURE IT LIST 2020:** Taj Rishikesh Resort & Spa, Uttarakhand was featured in the coveted IT list 2020, which highlights some of the best new hotels and resorts from across the globe
- **CONDÉ NAST TRAVELER HOT LIST 2020** – Taj Rishikesh Resort & Spa, Uttarakhand has been featured in the 24th edition of the coveted Condé Nast Traveler UK Hot List 2020, which features the best hotels across the globe that have opened in the past year
- **BEST NEW WELLNESS RESORTS IN THE WORLD: CONDÉ NAST TRAVELER HOT LIST 2020** – Taj Rishikesh Resort & Spa, Uttarakhand is one of the top four featured wellness resorts across the globe to be featured in this acclaimed Hot List for 2020
- **CONDÉ NAST TRAVELER READERS' CHOICE AWARDS 2019 - UK & US** – Taj Lake Palace, Udaipur and Rambagh Palace, Jaipur are the only two Indian hospitality brands to be featured in the Top 10 'Best Hotels in the World' list at Ranks #3 and #7, respectively; in addition to five other IHCL hotels being awarded top honours across a total of seven categories in the prestigious awards
 - The Best Hotels in the World – Taj Lake Palace, Udaipur ranked #3
 - The Best Hotels in the World – Rambagh Palace, Jaipur ranked #7
 - Top 15 Hotels in India – Taj Lake Palace, Udaipur ranked at #1
 - Top 15 Hotels in India – Rambagh Palace, Jaipur ranked at #2
 - Top 15 Hotels in India – Taj Mahal Palace, Mumbai ranked at #9
 - Top 15 Hotels in India – Umaid Bhawan Palace, Jodhpur ranked at #11
 - Top 15 Hotels in India – Jai Mahal Palace, Jaipur ranked at #12

- **CONDÉ NAST TRAVELLER INDIA READERS' CHOICE AWARDS 2019** – Five of IHCL's hotels have been recognized in these prestigious awards basis readers' votes
 - Favourite Leisure Hotel in India – Taj Lake Palace, Udaipur
 - Favourite New Business Hotel in India – Taj Connemara, Chennai
 - Favourite Safari Lodge in India – Baghvan, A Taj Safari – Pench National Park
 - Favourite Destination Wedding Hotel in India – Umaid Bhawan Palace, Jodhpur
 - Favourite New Overseas Hotel – Taj Exotica Resort & Spa, Maldives
- **MICHELIN GUIDE** – Quilon, Taj's award-winning coastal Indian cuisine restaurant in London, retained its Michelin Star for the 13th successive year
- **MICHELIN STAR** – The award-winning Campton Place Restaurant, San Francisco earned its second Michelin Star, establishing it as the only Indian-influenced restaurant in the United States and Europe to obtain this recognition; also marking this as Campton Place Restaurant's tenth consecutive year as a Michelin-starred restaurant

About The Indian Hotels Company Limited (IHCL)
















[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 hallmark of iconic hospitality and **India's Strongest Brand** as per Brand Finance Brand directory 2020 report, [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 200 hotels including 42 under development globally across 4 continents, 12 countries and in over 100 locations. [The Indian Hotels Company Limited \(IHCL\)](#) is South Asia'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: rakhee.lalvani@ihcltata.com

Follow us on social media:

- Follow IHCL  [The Indian Hotels Company Limited \(IHCL\)](#)
- Follow Taj  [@TajHotels](#) |  [@TajHotels](#) |  [@TajHotels](#) |  [Taj Hotels](#)
- Follow SeleQtions  [@SeleQtions](#) |  [@Seleqtions](#) |  [@Seleqtions](#)
- Follow Vivanta  [@VivantaHotels](#) |  [@VivantaHotels](#) |  [@VivantaHotels](#)
- Follow Ginger  [@Ginger](#) |  [@GingerHotels](#) |  [@GingerHotels](#) |  [@GingerHotels](#)