

June 8, 2020

**National Stock Exchange of India Limited**

Exchange Plaza  
Bandra Kurla Complex,  
Bandra (East),  
Mumbai 400 051.

**Scrip Code: CHALET**

**BSE Limited**

Corporate Relationship Department  
1st Floor, New Trading Ring,  
Dalal Street, Fort,  
Mumbai 400 001.

**Scrip Code: 542399**

Dear Sir / Madam,


**Subject: Press Release in relation to the Audited Financial Results for the quarter and year ended March 31, 2020**

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, in relation to the Statement of Audited Standalone and Consolidated Financial Results for the quarter and year ended March 31, 2020, which have been approved by the Board of Directors of the Company at its meeting held today i.e., June 8, 2020 in accordance with the provisions of 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**

Encl.: As above



## CHALET HOTELS LIMITED REPORTS FY20:

**ADR growth of 3% at Rs. 8,482**

**EPS AT Rs. 5.01 PER SHARE COMPARED TO (Re. 0.43) PER SHARE YoY**

**Mumbai, June 08, 2020: Chalet Hotels Limited** (“Chalet”), owner, developer and asset manager of high-end hotels in key metro cities of India, announces its results for the fourth quarter and financial year 2019-20 (FY20).

The tourism and hospitality industry as a whole has been adversely impacted by the spread of COVID-19. The Company faces significant economic uncertainties due to COVID-19 which have impacted the operations of the Company adversely starting from the month of March 2020 onwards particularly by way of reduction in occupancy of hotels and average realization rate per room and fall in revenue of other assets. The near-term impact is contingent on various external factors such as lifting of the lock down, travel restrictions and revival of the economy.

### Performance for Q4FY20:

**Total income stands at Rs. 2,376 Mn** as compared to Rs. 2,771 mn in the previous year same quarter  
**EBITDA stands at Rs. 735 Mn** as compared to Rs. 1,044 Mn, in the previous year same quarter  
**Profit After Tax (PAT) stands at Rs.422Mn** as compared to Rs.133Mn in the previous year same quarter  
**EPS stands at Rs. 2.09** per share as compared to Rs. 0.69 in the previous year same quarter

### Performance for FY20:

**Total income stands at Rs. 10,090 Mn** as compared to Rs. 10,348 Mn in the previous year  
**EBITDA stands at Rs. 3,645 Mn** as compared to Rs. 3,668 Mn in the previous year  
**Profit After Tax (PAT) was at Rs. 996 Mn** as compared to Rs. (76) Mn in the previous year  
**EPS was at Rs. 5.01** per share as compared to Rs. (0.43) in the previous year

### Segmental Performance:

- For **Q4FY20 Segment revenue for hospitality** was **Rs. 2,011 Mn** as compared to Rs. 2,567 Mn
  - Segment profit margin before interest, depreciation and tax was at **34.2%** as compared to 41.7% in the same quarter of previous year
  - **ADR** for the quarter was steady at **Rs. 8,890** with occupancy at 61% a drop of 2,100 bps led by travel restrictions and lockdown due to COVID-19



## Press Release

- For **FY20 Segment revenue for hospitality** was **Rs. 8,755 Mn** as compared to Rs. 9,137 Mn
  - Led by constant focus on operating efficiencies the Segment profit margin before interest, depreciation and tax was at **38.6%** as compared to 39.0% for the previous year
  - **ADR for the year grew by 3% to Rs. 8,482** with occupancy of 71% a drop of 600 bps on COVID impact
- **Retail & Commercial Segment**
  - **Q4FY20: Revenue** was at **Rs. 263 Mn (Straight Line Impact on lease Rentals Rs 46 Mn)** compared to **Rs. 91 Mn (Straight Line Impact on lease Rentals Rs 23 Mn)** previously with the segment profit margin before interest, depreciation and tax at **54%**
  - **FY20: Revenue** was at **Rs. 1,003 Mn (Straight Line Impact on lease Rentals Rs 375 Mn)** compared to **Rs. 391 Mn (Straight Line Impact on lease Rentals Rs 96 Mn)** previously with the segment profit margin before interest, depreciation and tax at **61%**

### COVID Update:

- The Company is undertaking various cost saving initiatives to maximise operating cash flows in the given situation. Based on management assessment the impact of existing and anticipated effects of COVID-19 on the future cash flow projections on the basis of significant assumptions as per the available information. As per these estimations, the Company has sufficient financing arrangements to fulfil its working capital requirements and necessary capital expenditure, in addition to the funds expected to be generated from the operating activities
- As on date of this release, 4 out of 6 hotels (85% of room inventory) have guests staying while the retail operations were closed across the country following government directives as of 7<sup>th</sup> June 2020
- Our Hotel and Retail properties in Bengaluru are fully operational as of this morning following new state government directives while we continue to adhere to social distancing and health protocols. Hyderabad hotel has also opened its door to guests today
- With the progressive opening up of the country and air-line operations, the Company is gearing up for full operationalization across its portfolio in the near-term
- During the quarter Jan – March 2020, the company concluded the transaction with Belaire Hotels Pvt. Ltd. (BHPL), owner of '**Novotel Pune Nagar Road**' Hotel (Novotel Pune) and Seapearl Hotels Private Limited (SHPL) for a net consideration of Rs. 1,768 Mn for 100% Equity shares and FCCD



Press Release

**Development Pipeline Update:**

- Recommencement of the three ongoing projects (2 office buildings and Hotel at Hyderabad) to be reviewed in Q2FY20 basis demand and cashflow situation
- Proposed New Hotels: 'Hyatt Regency' at Airoli and 'W' at Powai, Mumbai have been deferred
- Completion of 88 rooms and Spa at Novotel Pune Nagar Road deferred to 2021
- Renaissance Mumbai Convention Center Hotel, renovations to be limited to 44 rooms and public areas while the Brand Change postponed to '2021'

**Sharing his views on the quarter performance, Mr. Sanjay Sethi, MD & CEO, Chalet Hotels Limited, said,** *"The year had started for Chalet on a good note, notwithstanding economic headwinds the Company continued to deliver on rate growth and implementing cost efficiencies.*

*What we see today are unprecedented times, we started bracing for the impact of COVID-19 from January 2020 onwards with certain business actions taken as early as February 2020. As part of the industry with direct impact of the restrictions put by the Government for the control of the pandemic, we believe the actions taken by us today are key to our near to mid-term revival.*

*With the new regulations to open up the economy we are gearing-up our portfolio for a quick scale up and eagerly waiting to welcome our guests."*



Press Release

**About Chalet Hotels Limited:**

*Chalet Hotels Limited (CHL), is 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, Bengaluru and Pune. 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 has 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
<p><b>Ruchi Rudra</b></p> <p>E-mail: <a href="mailto:ruchi.rudra@chalethotels.com">ruchi.rudra@chalethotels.com</a> / <a href="mailto:investorrelation@chalethotels.com">investorrelation@chalethotels.com</a></p> <p>Phone: 022 2656 4000 /4332</p>	<p><a href="mailto:corpcomm@chalethotels.com">corpcomm@chalethotels.com</a></p> <p>Phone: 022 2656 4000</p>