

July 19, 2024

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

Dear Sirs,

Re: Analyst Presentation

Further to our letter of date intimating the Un-audited (Reviewed) Standalone & Consolidated Financial Results of the Company for the quarter ended June 30, 2024, enclosed is a copy of the investors / analyst presentation on the performance of the Company for the said period to be made to the analysts at the IHCL Global Conference Call to be held today.

Kindly acknowledge receipt.

Yours sincerely,

BEEJAL DESAI (F3320)
Executive 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

Strong Brand Equity Driving Industry Leadership

IHCL

GLOBAL CONFERENCE CALL Q1 FY25

19th July, 2024



SELEQTIONS

GATEWAY

VIVANTA

GINGER

amã
STAYS & TRAILS

3min
guaranteed quality cuisine






WORLD'S STRONGEST
HOTEL BRAND 2024
(2021, 2022)

INDIA'S STRONGEST
BRAND 2024
(2020, 2022, 2023)



Q1 2024-25 Key Highlights





 Commanding RevPAR Premium
Well above Industry average

 Structural **Tailwinds** Intact
Demand continues to Outpace Supply

 Operational **Efficiencies**
100 bps Operating Margin expansion

 Market leadership in Openings & Signings
325+ Portfolio

 **New Business**
37% Growth over PY
(Enterprise) | **Reimagined Business**
17% Growth over PY
(Enterprise)

 Capital Light Portfolio
Management Fee growth for the quarter
+17%

Double Digit Revenue Growth Expected for FY25

BEST EVER Q1 Performance

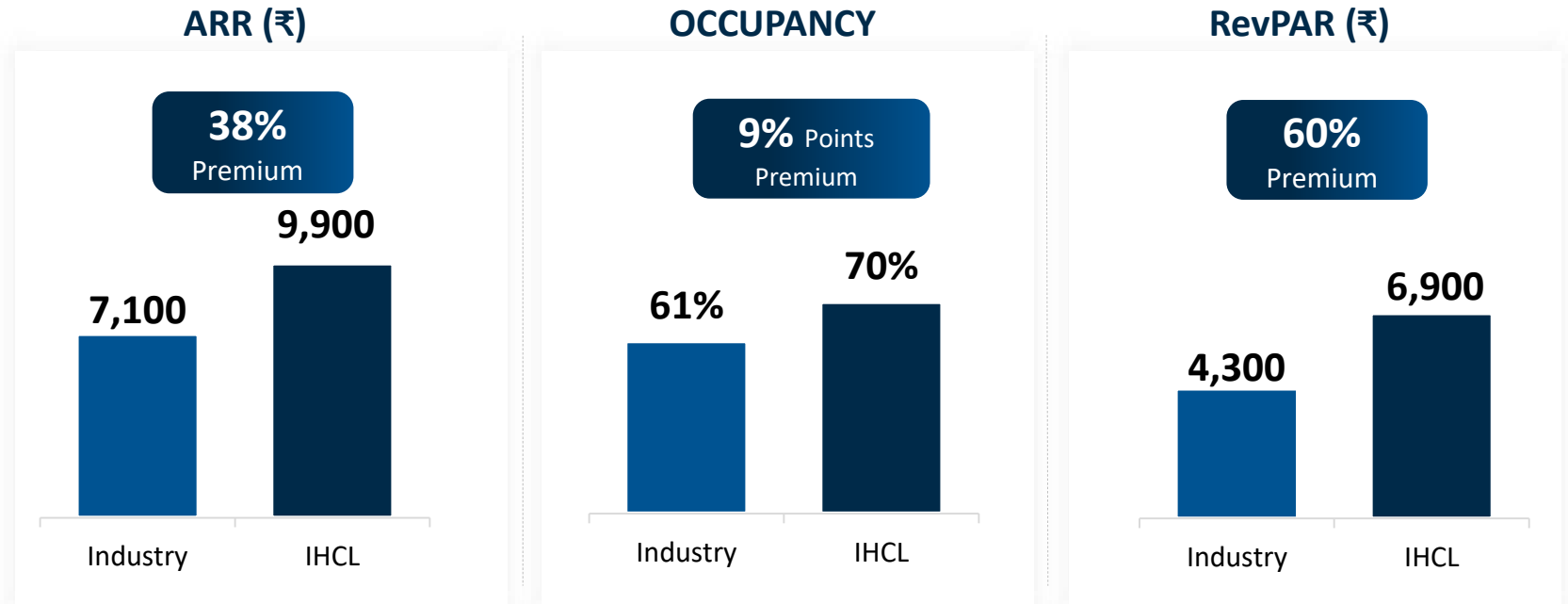
₹/ CRORES

Description	Q1	Q1	Q1	Q1	Q1	Q1	Q1	Q1	Q1	Q1	Q1
	FY25	FY24	FY23	FY22	FY21	FY20	FY19	FY18	FY17	FY16	FY15
Operating Revenue	1,550	1,466	1,266	345	144	1,020	980	911	949	896	937
Operating EBITDA	450	410	378	(149)	(266)	173	111	91	94	89	80
Op. EBITDA Margin (%)	29%	28%	30%	-	-	17%	11%	10%	10%	10%	9%
Total Income	1,596	1,516	1,293	370	175	1,057	995	920	962	922	954
Total EBITDA	496	459	405	(123)	(234)	210	126	99	108	115	97
EBITDA Margin (%)	31%	30%	31%	-	-	20%	13%	11%	11%	12%	10%
PBEIT	378	350	302	(226)	(334)	110	47	28	34	46	27
PBT	328	294	231	(315)	(336)	28	(4)	(26)	(168)	(58)	(23)
Profit after Tax (PAT)	248	222	170	(277)	(280)	6	15	(25)	(169)	(72)	(35)
PAT Margin (%)	16%	15%	13%	-	-	1%	2%	-	-	-	-

- From 2019 / 20 onwards, numbers are basis Post-IND AS figures.
- PBEIT – Profit Before Exceptional Items, Interest and Taxes

OUTPERFORMING INDUSTRY *Commanding RevPAR Premium*

Industry-Leading Metrics
(YTD May FY25)



■ Industry Average
■ IHCL Domestic (Same Store)



Business Activity impacted by Elections/Code of Conduct



Impact of Heatwave across the country



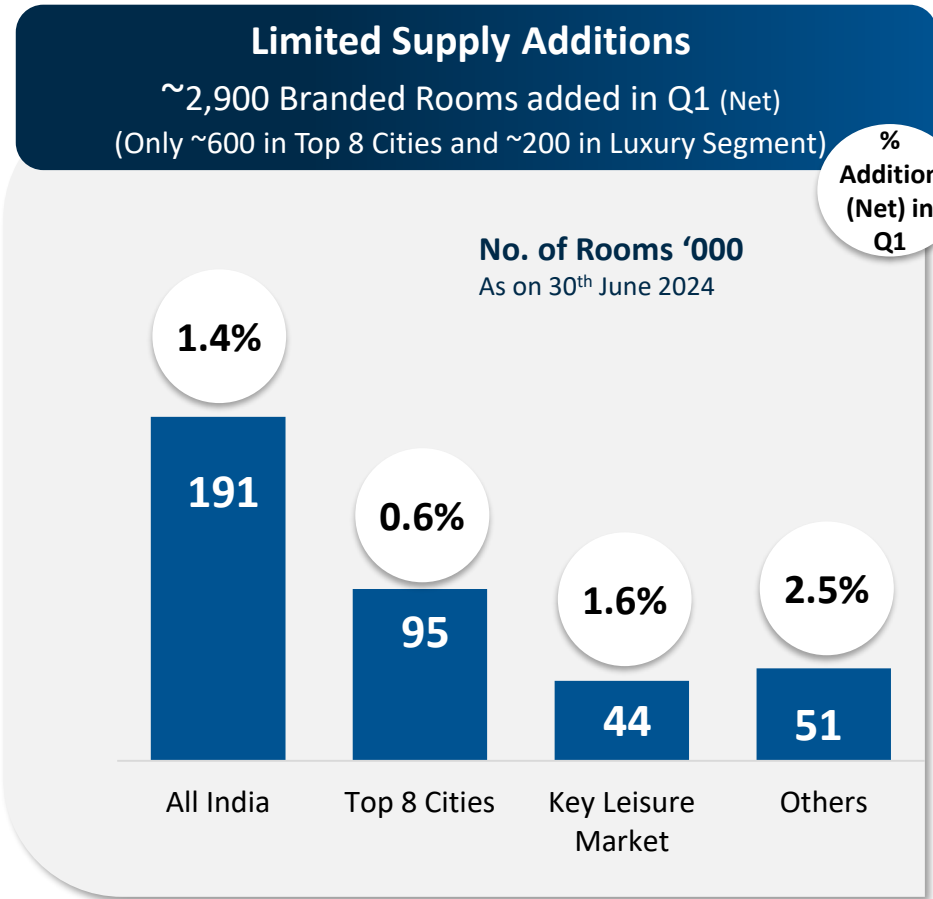
Base effect – 15 lesser auspicious wedding dates
~25% lower Wedding Revenue (for IHCL Enterprise)

Short Term Headwinds in Q1

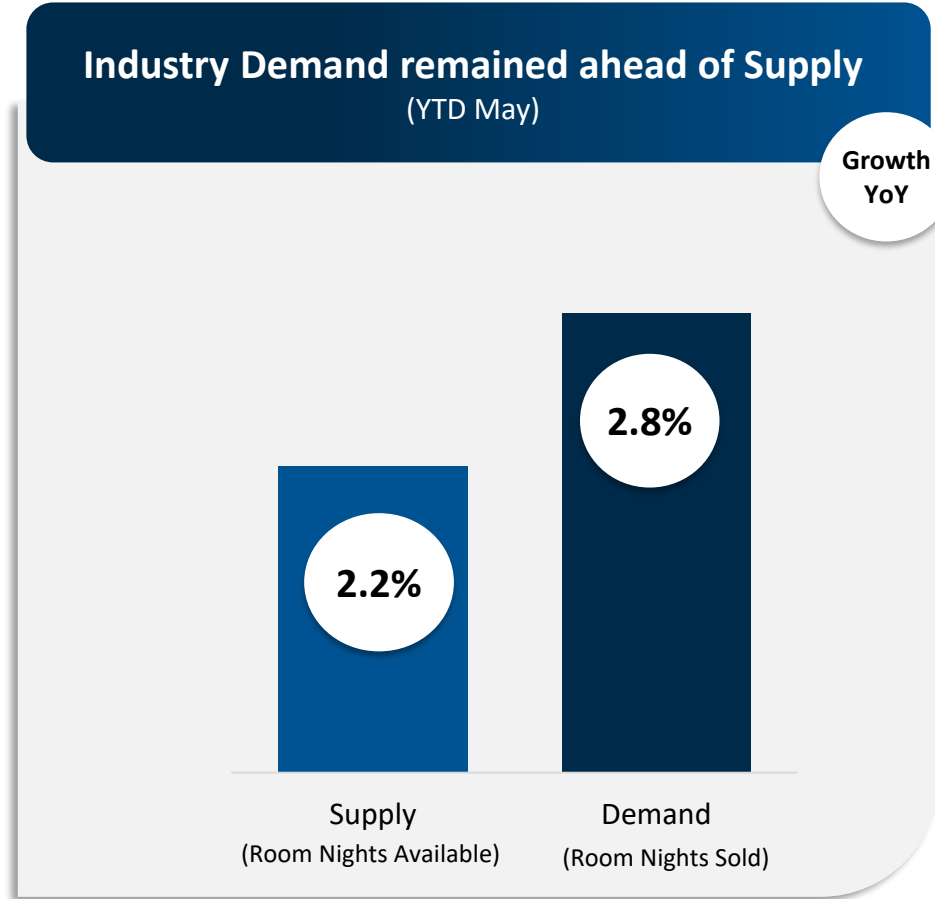
Source: CoSTAR
Numbers reported for YTD May FY25 rounded off to the nearest 100

*IHCL Like for Like Data for Enterprise Domestic Hotels (YTD May)

STRUCTURAL TAILWINDS INTACT *Demand Continues to Outpace Supply*



Source : Horwath HTL



Source : CoSTAR



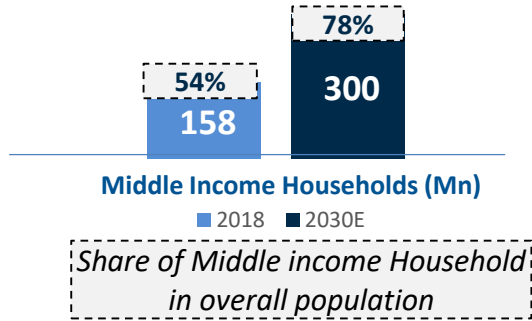
Long Term Demand Forecast remains unchanged
(As per Industry reports)
Overall 10%+
with **Top 8 Cities** projected around **9% & 13%** for **Key Leisure Markets**

Despite muted quarter, overall Demand continues to grow faster than Supply

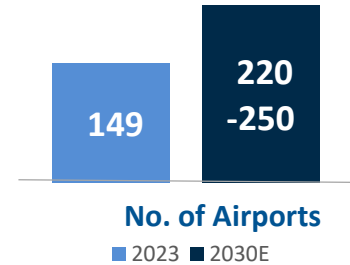
Top 8 Cities : Delhi NCR, Mumbai, Bengaluru, Kolkata, Chennai, Hyderabad, Ahmedabad & Pune, Key Leisure Markets : Goa, Uttarakhand, Rajasthan, Kerala, Himachal Pradesh

STRUCTURAL TAILWINDS INTACT *Long Term Drivers, Short Term Triggers*

142 Mn additional Middle Income Households by 2030

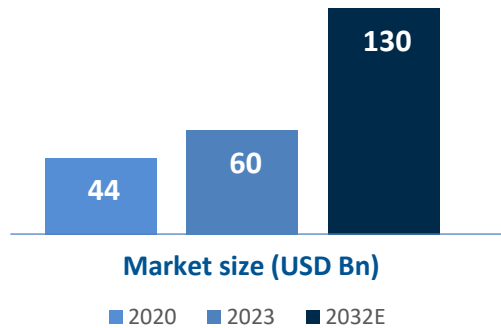


80 to 100 New Airports by 2030



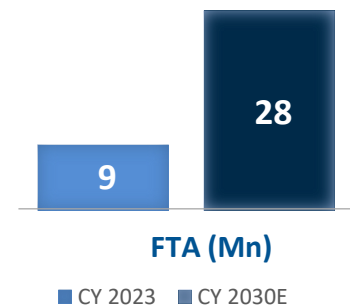
Noida & Navi Mumbai Airports expected to open next year

Spiritual tourism market size poised to grow at a CAGR of ~10%.



Annual Footfall of ~160 Mn tourist for top 13 Spiritual destinations in India

Robust Growth Expected in Foreign Tourist Arrivals.



Jan-May 24 has reached only 89% of Pre-Pandemic levels

Pick up in Business and MICE activity

- Expected **GDP growth of 7%** for FY25
- **Large Convention Centers** enabling Larger Events.
 - Bharat Mandapam in Delhi sold out in July 2nd half¹
- Continued **growth of Global Capability Centers** in India

Higher wedding dates in remaining 9 Months +12 days



Large Untapped Market with ~5 Mn+ Annual high spend weddings² providing a long term growth opportunity for Hotels

Source: Analyst & Industry reports

¹ Data for Multipurpose hall with 4000 pax capacity

² Weddings with an average spend more than ₹ 10 Lakhs

ENTERING INTO A NEW SEGMENT *Taj Branded Residences*

~**2300** branded residences registered in India growing at a **CAGR of 12%**

Aggregate Market Value in India is **₹ 22,800 Cr**

23 floors

Tallest tower in Chennai with **123** Taj-branded residences & **235** Keys Hotel

Business Model

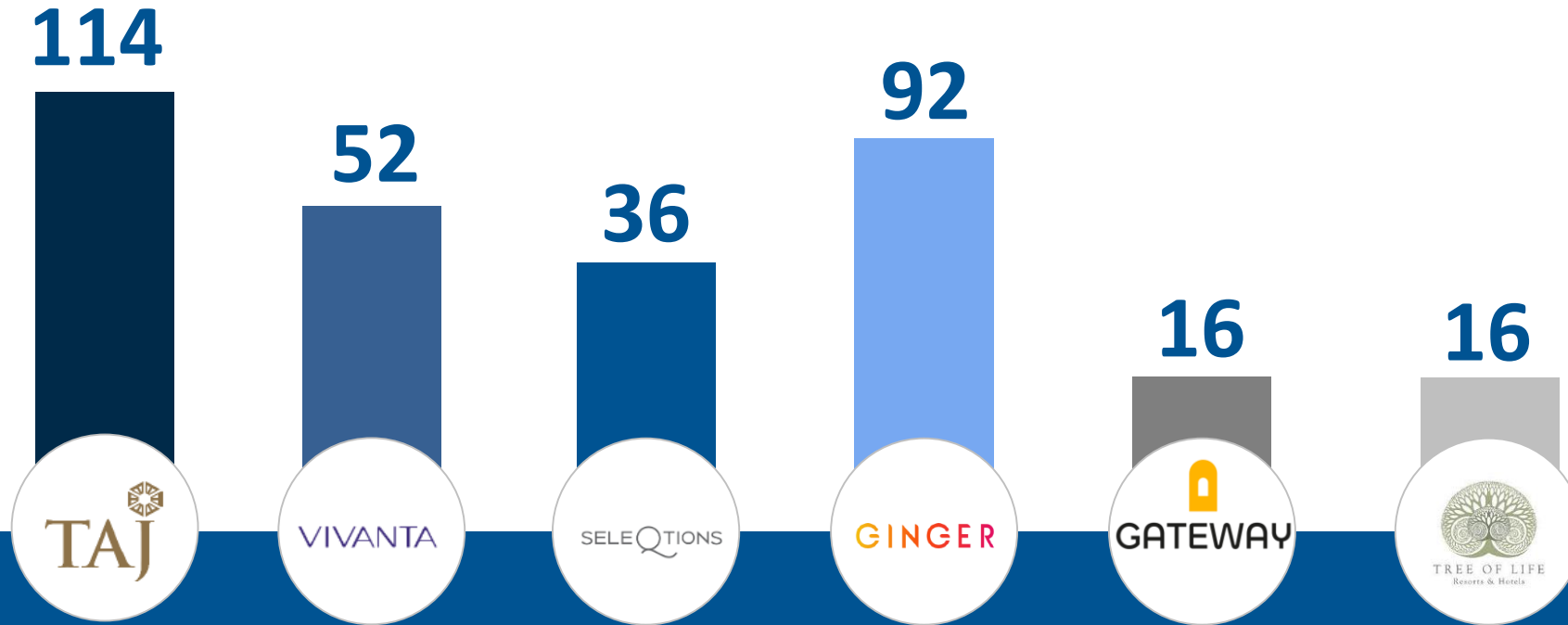
Multiple Fee Sources

(Brand Fee, Technical Fee Referral Fee, Maintenance Charges)



Source : Branded Residences Report by SKYE

ACHIEVED MILESTONE OF 325+ Hotels, 100+ in Pipeline



224
Operational















102
Pipeline

326

CONTINUED GROWTH MOMENTUM *16 Signings, 6 openings*

 SIGNED

 OPEN

		▶	6		-
		▶	2		1
		▶	2		2
		▶	3		-
		▶	1		1
		▶	2		2

NEW BUSINESS *Growing Consistently at 30%+*

New Business Enterprise Revenue
Growth YoY

37 %



GINGER

Qmin
guaranteed quality cuisine

amã
STAYS & TRAILS

203
Portfolio
106
Operational

Growth in
Enterprise Revenue

↑36 %
Excl. Qmin

↑48 %

↑23 %

GINGER

₹ 142 Cr

Total Revenue
45% Growth YoY

₹ 106 Cr

Room Revenue
42% Growth YoY

₹ 28 Cr

F&B Revenue
65% Growth YoY

F&B growth enabled by
Qminisation of Ginger

Enterprise Revenue (Incl. Qmin in Ginger)

₹ 122 Cr

Total Revenue
56% Growth YoY

₹ 88 Cr

Room Revenue
54% Growth YoY

₹ 24 Cr

F&B Revenue
78% Growth YoY

EBITDAR Margin expanded to
41% in Q1 vs. 26% pre-covid
Target to grow to ~50%
by 2027

Consol. Revenue (RCL + Ginger Mumbai Airport)

All figures for Q1 FY25

RE-IMAGINED BUSINESS *on a Continued Strong Growth Trajectory*

Enterprise Revenue
Growth YoY

17 %



3,000+
Chambers Members

80%
Flowthrough

Growth in Revenue

↑18 %

↑17 %

TAJ sats



₹ 241 Cr

Revenues

Growth of
18% YoY



24%

Sustained
EBITDA Margin



₹ 59 Cr

EBITDA

Growth of
17% YoY



59%

Market Share
(By no. of meals)

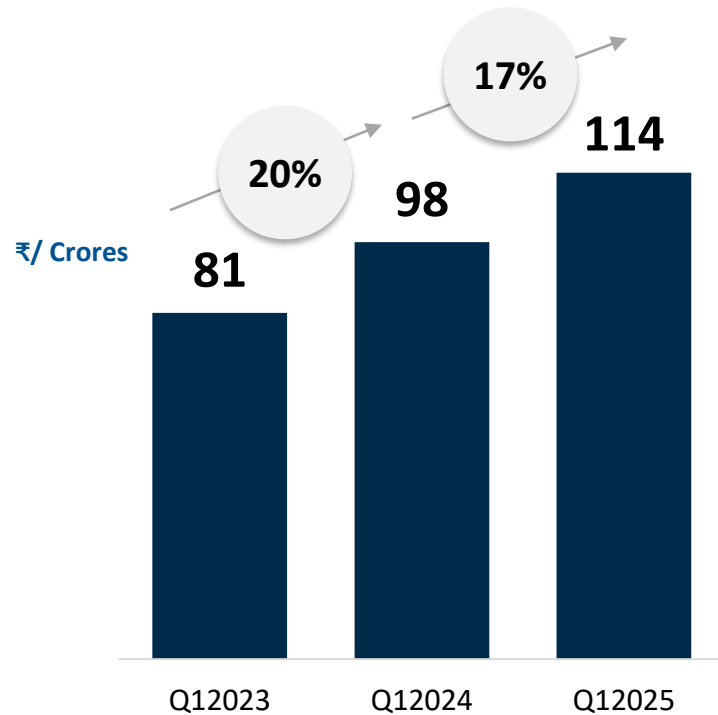
Proposed to be
Consolidated
Aug'24 onwards

Combined contribution of New & Reimagined Business expected ~20% of Consol. Revenue
(Annualized Proforma)

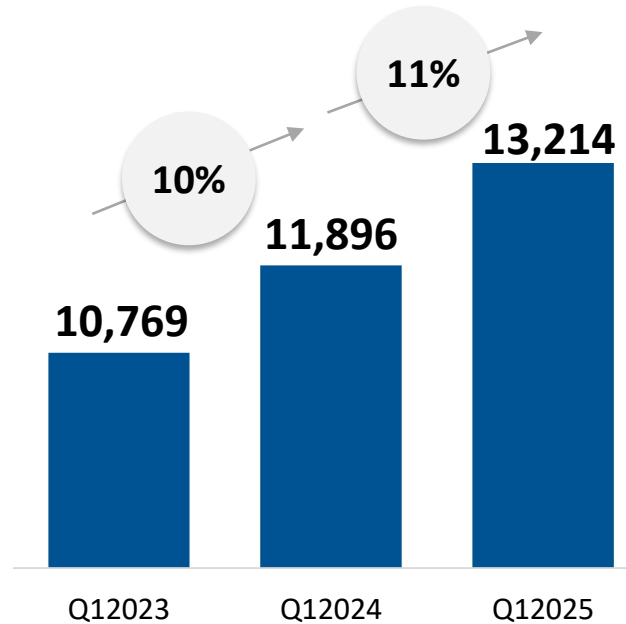
All figures for Q1 FY25

MANAGEMENT FEE GROWTH *on Back of Capital Light Strategy*

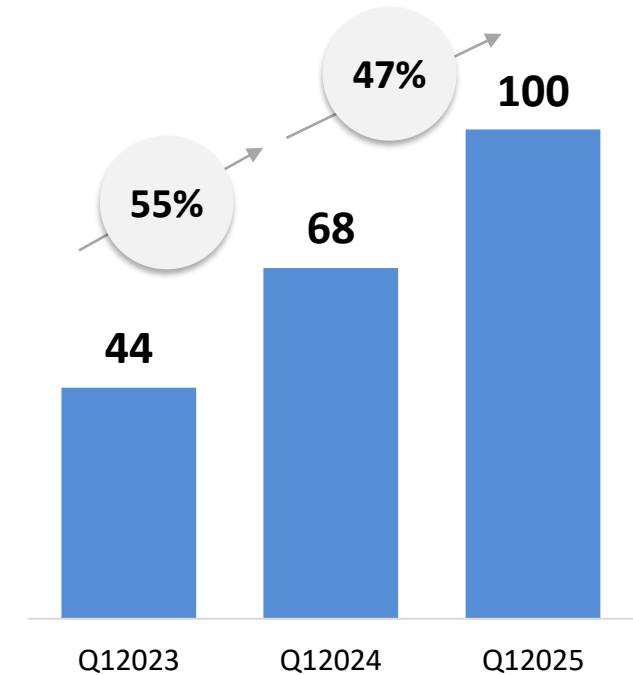
MANAGEMENT FEE GROWTH



NET UNIT GROWTH MANAGED HOTEL ROOMS (Operational)



NET UNIT GROWTH amã MANAGED BUNGALOWS (Operational)

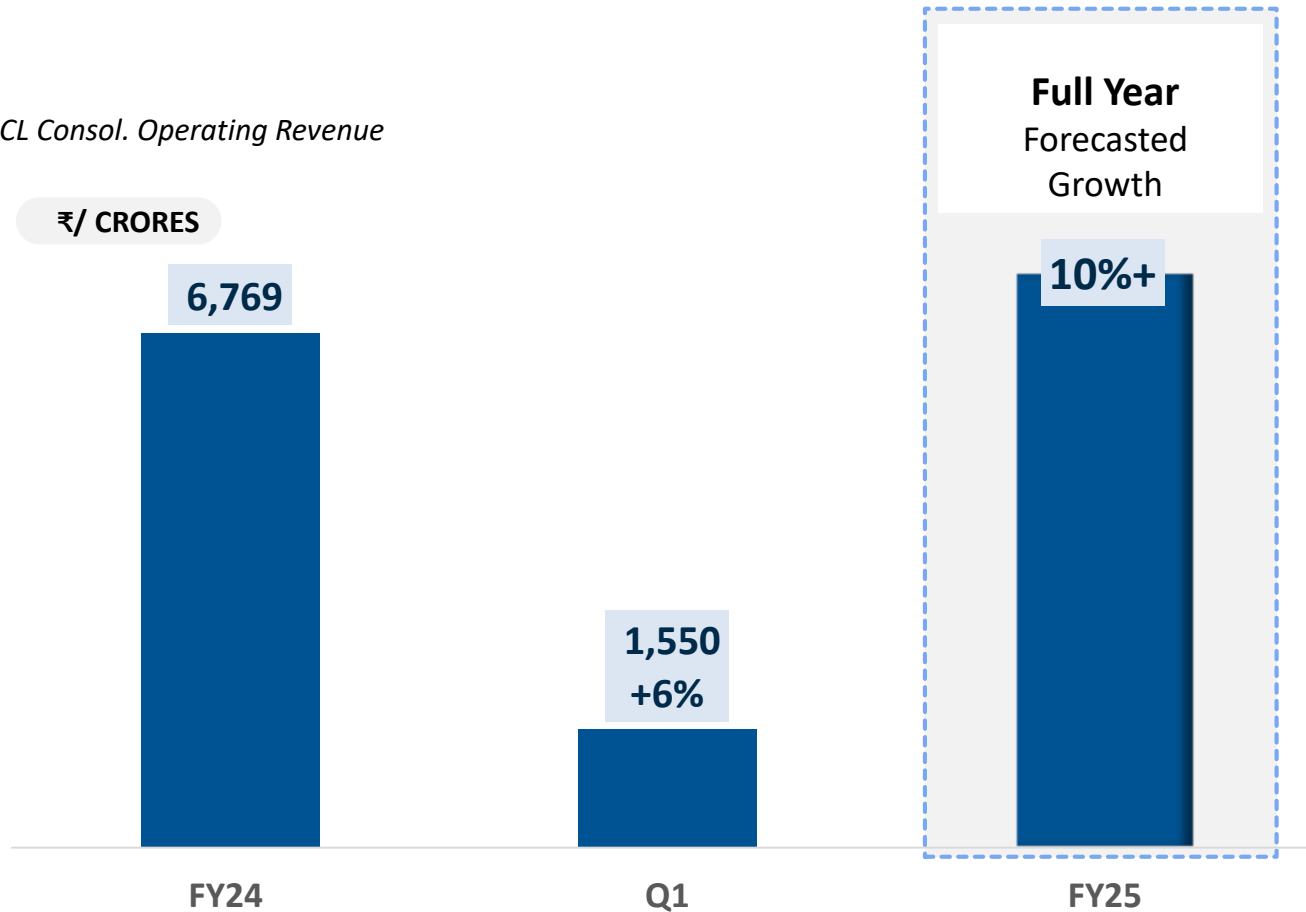


Growth
YoY

Driven by Not Like for Like Growth Strategy

WE REMAIN CONFIDENT *of Double Digit Revenue Growth for the Year*

IHCL Consol. Operating Revenue



- Sustained Growth in **New & Reimagined Business**
- **Not Like for Like Growth**
- Normalization of **RevPAR growth**
- **Expected growth** in F&B



Additional Annualized¹
contribution more than 10%

Proforma FY25

Strong Business on Books, July expected to grow about 20% YoY

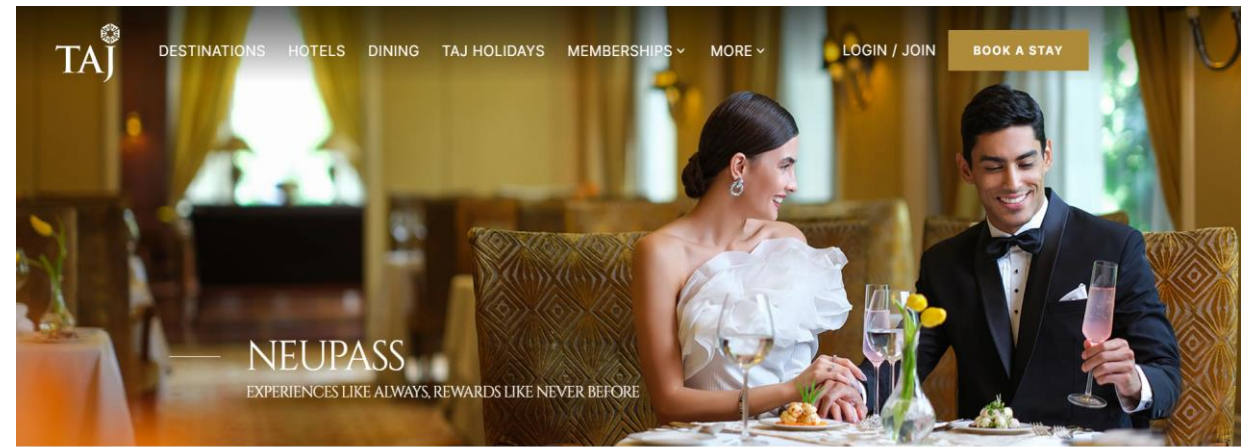
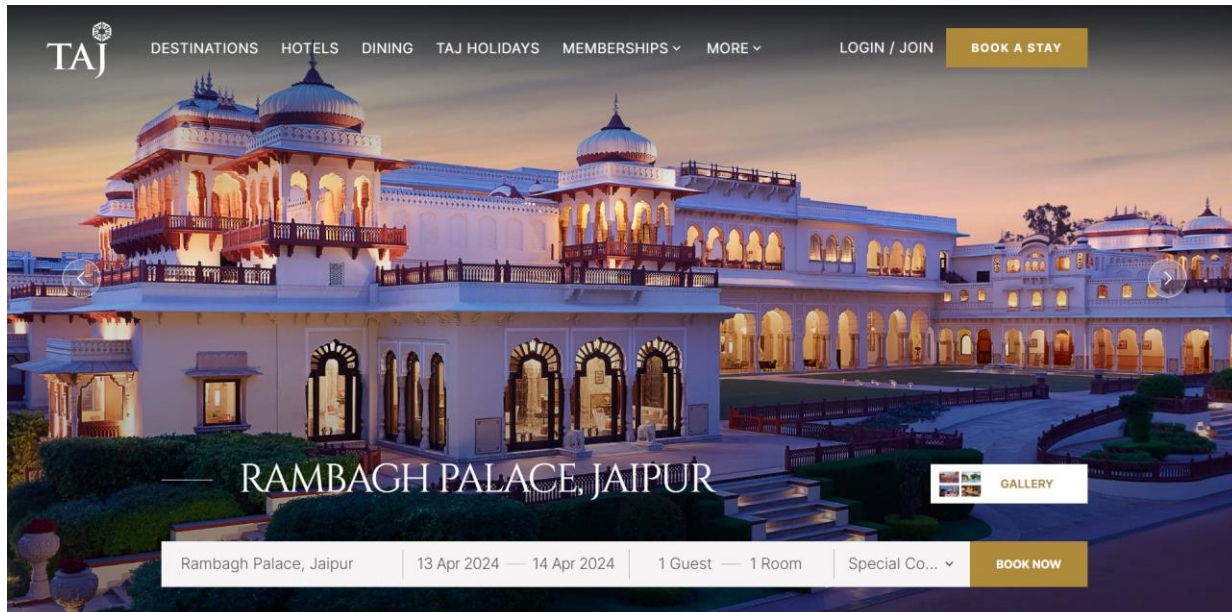
Note: Based on business on books & estimates as on 17th July

¹ Basis full year TajSATS revenue



KEY ENABLERS

FOCUS ON DIGITAL INITIATIVES *New Website Launched*



A WORLD OF PRIVILEGES AND BENEFITS

Unlock exclusive member rates, accrue and redeem NeuCoins by simply quoting your NeuPass membership or mobile number with each visit. With each NeuCoin equivalent to one Rupee, amplify the joy of your experiences as you indulge in memorable getaways, exquisite dining, rejuvenating spa treatments and...

JOIN NOW



— RAMBAGH PALACE - THE JEWEL OF JAIPUR

Built in 1835, Rambagh Palace, Jaipur gracefully retains its elaborate splendor. Adorned with hand-carved marble latticework, sandstone balustrades, and lush Mughal Gardens, it once served as a royal guesthouse and hunting lodge. From the Maharaja's residence to an authentic



Share of Website Contribution for Taj Hotels increased by 150 bps in Q1 on a YoY basis

TATA NEU *Enhancing Customer Loyalty*



Total loyalty led revenue
₹ 962 Crore
+ 8% Growth vs. Q1 FY24



 Copper  Silver  Gold  Platinum



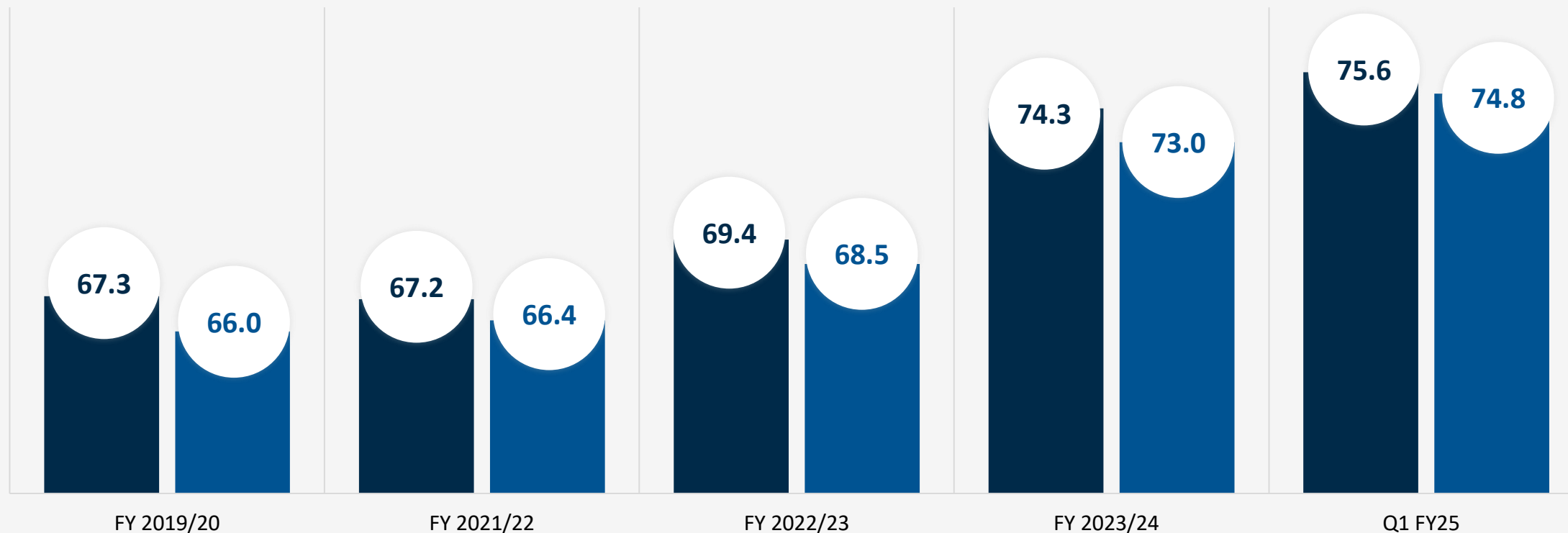
Loyalty contribution to enterprise revenue
37%



Total Members
5.5 Mn.

*Loyalty Led Revenues is the revenue generated by Loyalty customers through all channels
Out of this ₹ 570 Cr was eligible for reward points. Out of the total loyalty led revenue ₹ 48 Cr was through Tata Neu app.*

EXCELLENCE *Consistently High Customer Satisfaction Scores*



Data for IHCL Enterprise

DOING BUSINESS *The Responsible Way*

paathya 2030 Goals



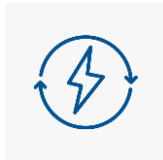
Waste
100% elimination of
single-use plastic



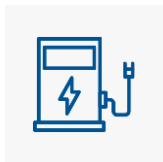
Waste
100% operating hotels will have an
organic waste management system



Water
100% water recycling



Energy
50% energy use to be
from renewables



All hotels to provide
EV charging stations

Q1 FY 24/25 UPDATE



119 Tons of Plastic Saved through Glass Bottles,
Bio-degradable Bathroom Amenities, Paper Straws



46 hotels have bottling plants to
eliminate use of single-use plastic bottles
(6 Hotels added in Q1)



42%
water recycled



37%
Renewable energy



343 EV
charging stations across **142 locations** in India



**FINANCIAL
PERFORMANCE**

FINANCIAL HIGHLIGHTS Q1FY25

Growth over PY



REVENUE



EBITDA

EBITDA MARGIN



OP. EBITDA MARGIN

PAT



PAT MARGIN

ENTERPRISE

₹ 3,024 Crore **↑ 7%**

₹ 905 Crore **↑ 4%**

29.9% **↓ 0.7 pp**

28.5% **↓ 0.6 pp**

CONSOLIDATED

₹ 1,596 Crore **↑ 5%**

₹ 496 Crore **↑ 8%**

31.0% **↑ 0.7 pp**

29.0% **↑ 1.0 pp**

₹ 248 Crore **↑ 12%**

15.6% **↑ 0.9 pp**

STANDALONE

₹ 972 Crore **↑ 4%**

₹ 368 Crore **↑ 9%**

37.8% **↑ 1.6 pp**

35.1% **↑ 2.1 pp**

₹ 209 Crore **↑ 11%**

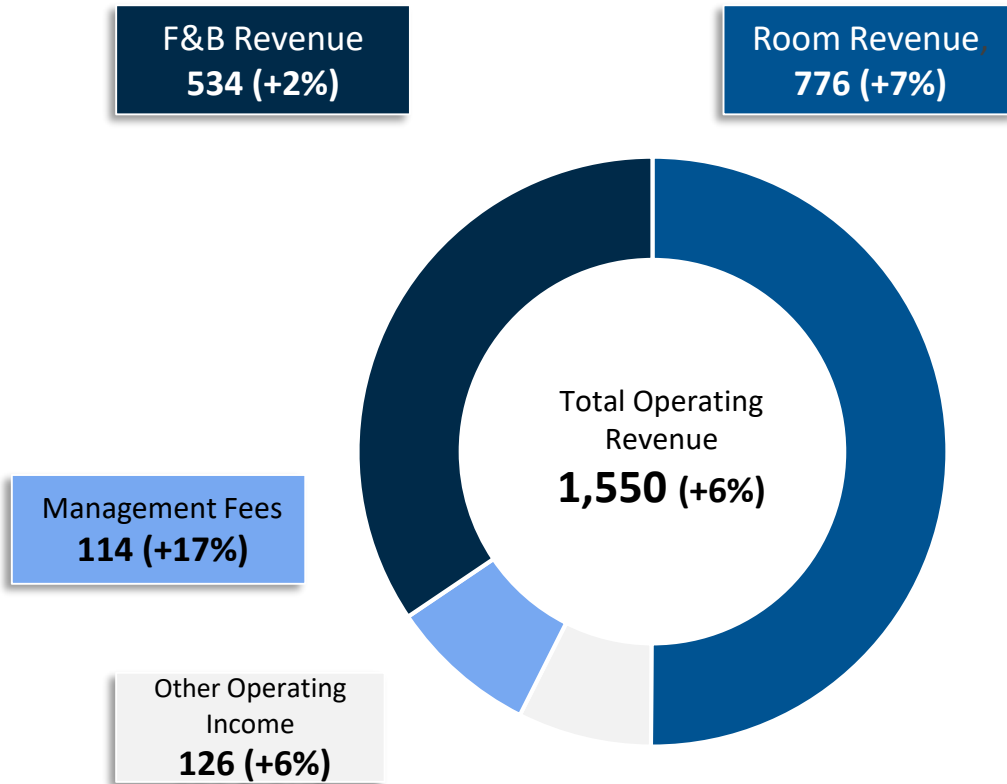
21.5% **↑ 1.4 pp**

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

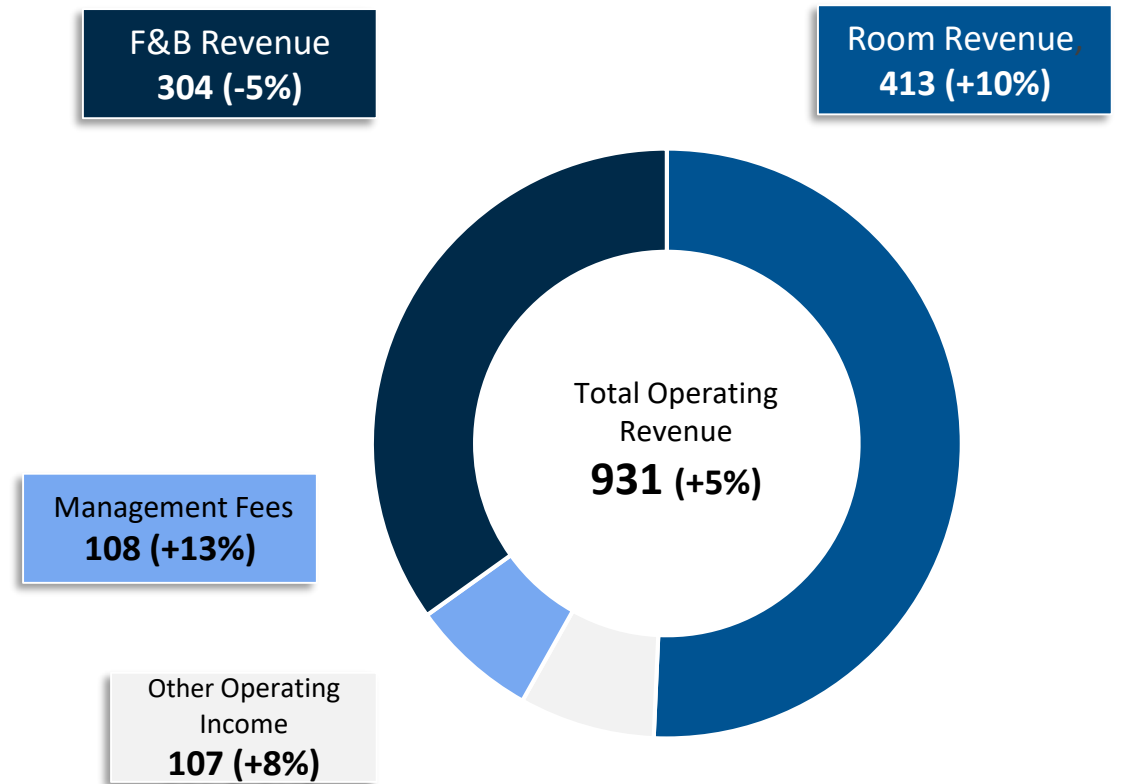
OPERATING REVENUE BREAKUP

Revenue ₹ Cr
& Growth YoY

CONSOLIDATED



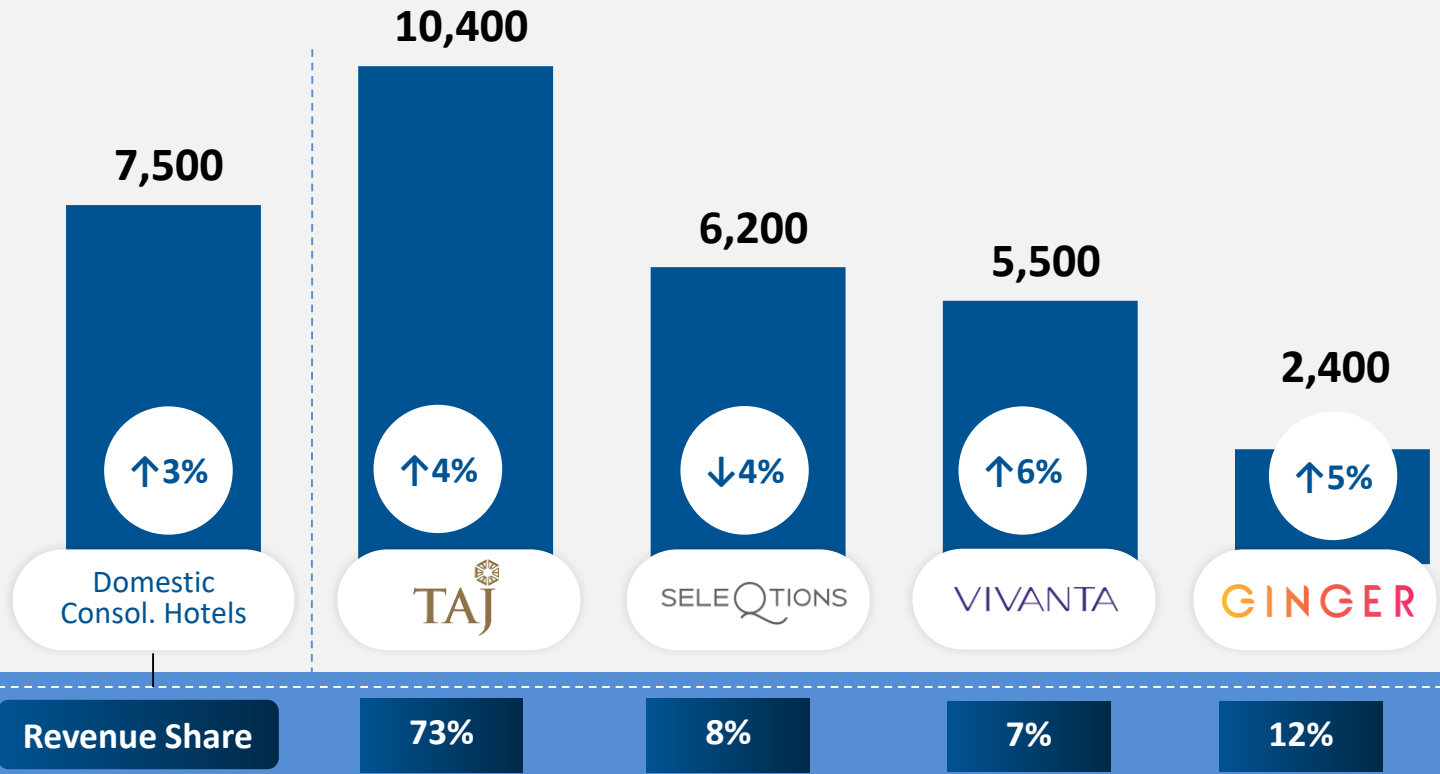
STANDALONE



REVPAR PERFORMANCE *Driven by Key Segments*

RevPAR by Brand (LFL Q1FY25)

Growth
yoy



'TAJ' showed strong Resilience with RevPAR growth of 4%
 Within 'TAJ', RevPAR for Business hotels (75% share), grew strongly at 8% with double digit RevPAR growth in all customer segments other than MICE



'GINGER' revenue share increased to 12% from 8% in PY and achieved a healthy RevPAR growth

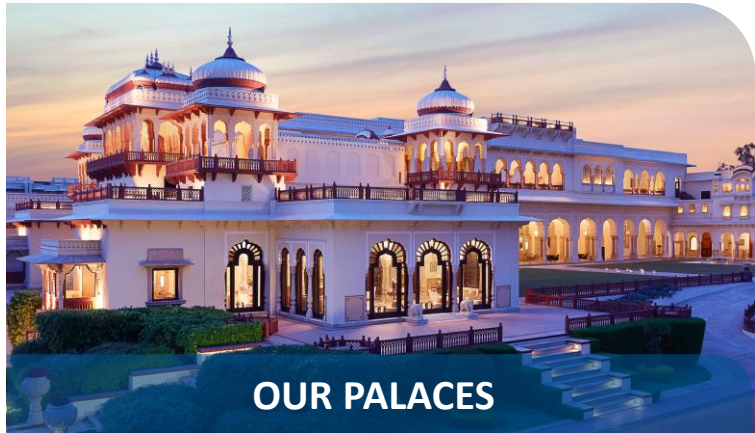


'SeleQtions' performance impacted by temporary renovation at President, Mumbai

Revenue share computed as % of domestic consol. hotel revenues
 RevPAR for domestic consol. Hotels on Like for Like(LFL) basis. LFL – excludes hotels opened after 1st April 2022

IHCL LEISURE & PALACE HOTELS *Outperformed on RGI*

RevPAR Index Q1FY25 (Hotels in similar segment across City)



209%	Rambagh Palace, Jaipur
186%	Taj Lake Palace Udaipur
117%	Taj Falaknuma Palace Hyderabad
275%	Taj Nadesar Palace, Varanasi

164%	Taj Exotica Resort & Spa, Goa
140%	Taj Fort Aguada Resort & Spa Goa
135%	Taj Holiday Village Resort & Spa Goa
116%	Vivanta Goa Panaji

165%	Taj Bekal Resort & Spa Kerala
175%	Taj Wayanad Resort & Spa, Kerala
184%	Taj Rishikesh Resort & Spa
194%	Taj Madikeri Resort & Spa, Coorg

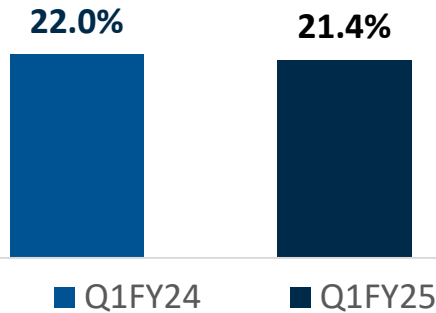
Source : CoSTAR

Revenue Generating Index (RGI) is calculated by dividing a property's RevPAR by the average RevPar of other comparable hotels in similar segment & market

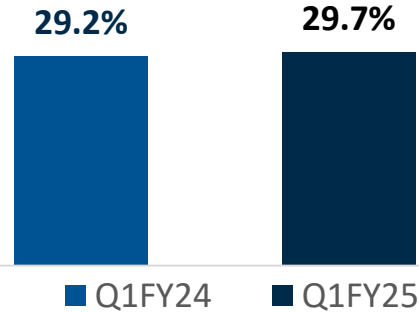
OPERATIONAL EFFICIENCIES *Driving Margin Expansion*

Data for IHCL Consol.

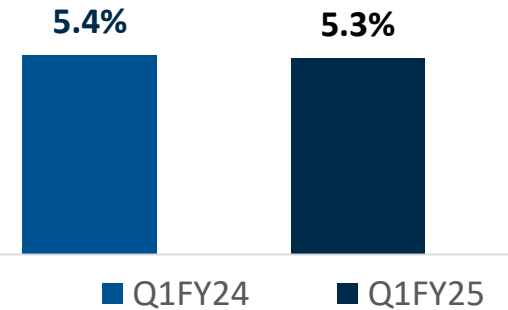
Raw Material Costs
as % of F & B Revenue



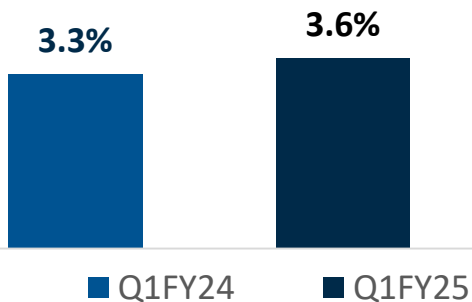
Payroll Costs
as % of Operating Revenue



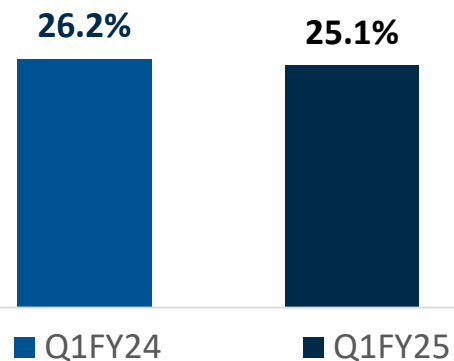
Power Costs
as % of Operating Revenue



License Fees
as % of Operating Revenue



Other Expenditure*
as % of Operating Revenue



*excluding License fees

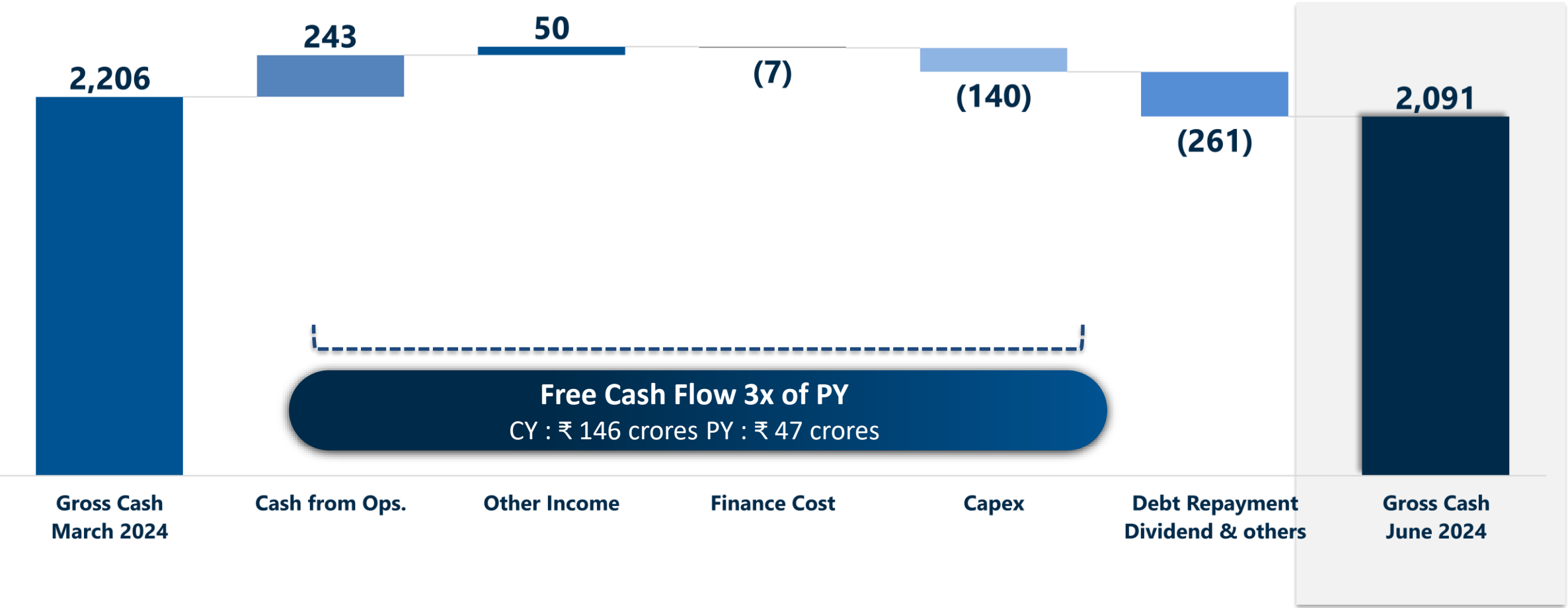
Cost Saving & Operational Efficiencies through:

- High Yielding **F&B Business** driving down **Raw Material Cost%**
- **Power Cost** management on back of efficiency
- Saving in **Store & Supplies** expenses
- Saving in **Sales & Marketing** expenses

Operating Margin expansion by 100 bps

STRONG BALANCE SHEET *with Healthy Cash Reserves*

₹/crores



Data for IHCL Consol.

BRAND & REVENUE ENHANCING CAPEX *Key Asset Management & Expansion*



Artist Impression

Vivanta Ekta Nagar
(Under Construction)



Taj Cochin Airport
(Under Construction)



Taj Malabar, Cochin
(Partly reopened)



Key Renovations



Chambers
Taj Mahal Palace, Taj Bengal



New Delhi
Taj Palace & Vivanta Dwarka



Goa & Jaipur
Taj Holiday Village, Jai Mahal Palace



Mumbai
President, Mumbai



Taj Cochin Airport
(Q4 FY25 - 112 Rooms)



Vivanta & Ginger, Ekta Nagar
(H2 FY26 - 275 Rooms)



Taj Ganges, Varanasi Expansion
(Q4 FY26 - 100 Rooms)



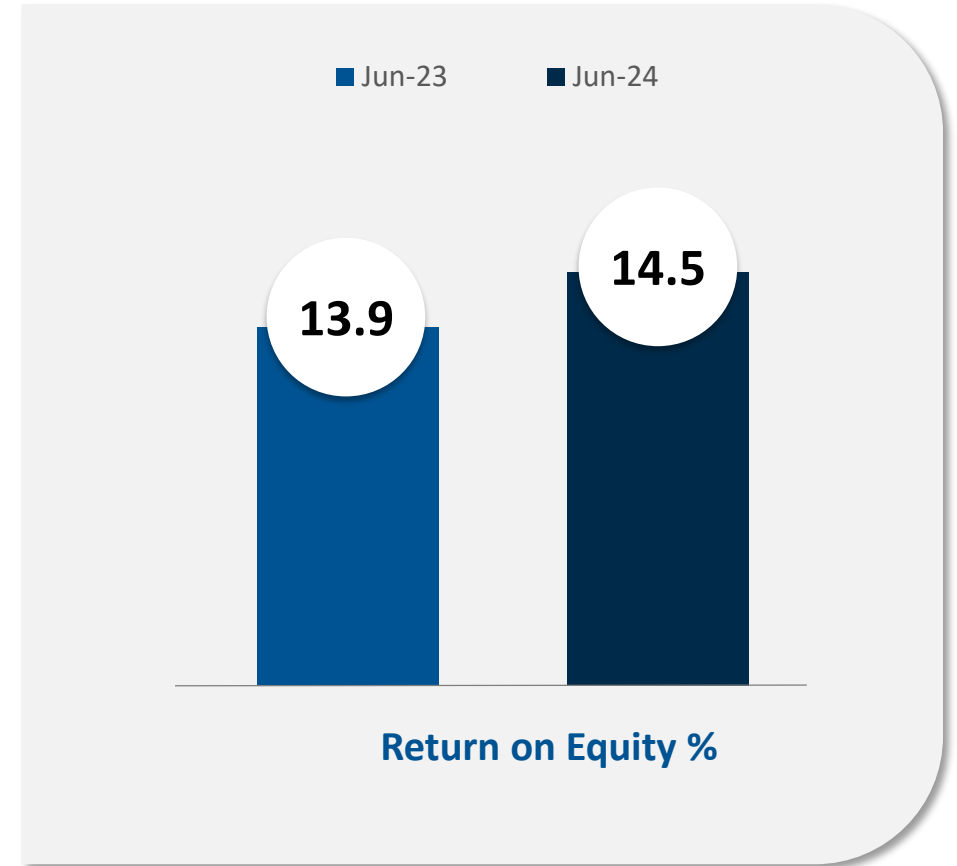
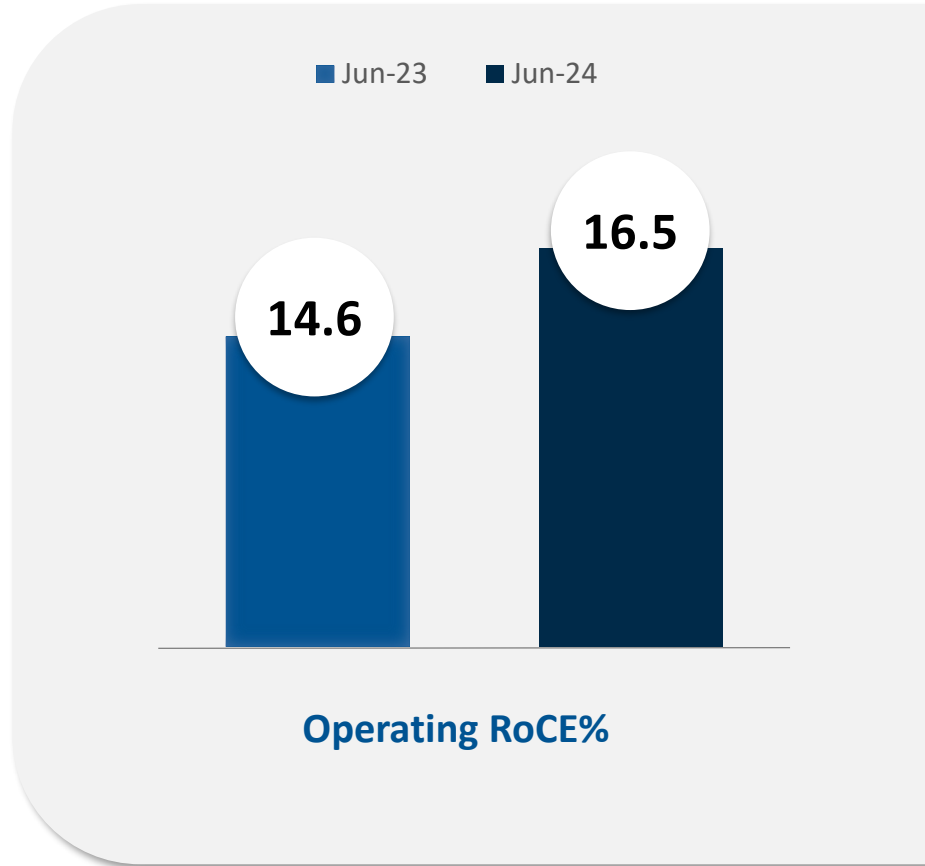
Taj Mahal, Lucknow Expansion
(Approvals Stage - 100 Rooms)



Greenfields/ Expansions

Additionally Spends on **Digital Capex** as outlined to continue

RETURN RATIOS *Continue to Grow*



1. Operating RoCE is operating EBIT for trailing twelve months divided by average operating capital employed for June 2024 & June 2023.
2. Return on Equity is PAT after minority interest for trailing twelve months divided by average equity excluding non controlling interest for June 2024 & June 2023.

CORPORATE ACTIONS ANNOUNCED

TajSATS – Amendment to the Subscription cum Shareholders Agreement ('SSHA')

- The Board of IHCL has approved certain changes to the SSHA Agreement of TajSATS Ltd which will allow IHCL to consolidate TajSATS as a subsidiary in its consolidated accounts.
- SATS Ltd, Singapore has also approved these changes in its Board Meeting held on July 19, 2024.
- The consolidation is expected to be effective August 1, 2024.

Simplification – Approval to combine business of St. James & Taj International Hotels Limited (TIHL)

- In order to simplify operating model & the holding structure, it is proposed to combine the business of TIHL with St James Court Hotels Ltd. ("St James"), through a share swap and simultaneous business transfer agreement. Transaction expected to complete in Q3 post closing formalities.
- As this is a common control transaction, this will not have any accounting implication in IHCL.
- IHCL's shareholding (through IHOCO) in St James will increase by 1.3% to ~63%.

PROFORMA IMPACT OF *TajSATS Consolidation Q1FY25*

₹ /crores

Particulars	IHCL Consol. (As Is)	TajSATS	Proforma with TajSATS (Post Inter Co. Elimination)		Increase %
	Q1FY25	Q1FY25	Q1FY25	Q1FY24	YoY
Total Revenue	1,596	241	1,836	1,719	+7%
EBITDA	496	59	554	509	+9%
EBITDA Margin	31.0%	24.3%	30.2%	29.7%	+0.5 pp

- Impact on IHCL Consol. PAT expected to be immaterial on a recurring basis (Other than one time exceptional gain that will be reported in Q2 FY25).
- TajSATS to be categorized as a separate segment in IHCL Consolidation.



CONSOLIDATED P&L Q1FY25

₹ /crores

Particulars	Q1FY24	Q1FY25	Var %
Revenue from Operations	1,466	1,550	6%
Non-Operating Revenue	49	46	-7%
Total Revenue	1,516	1,596	5%
Raw Material Cost	115	114	-1%
Employee Benefits	429	460	7%
Fuel, Power and Light	80	82	2%
Other Expenditure	432	444	3%
Total Expenditure	1,056	1,101	4%
EBITDA	459	496	8%
EBITDA Margin	30.3%	31.0%	+0.7 pp
Operating EBITDA	410	450	10%
Operating EBITDA Margin	28.0%	29.0%	+1.0 pp
Depreciation and Amortization Expense	109	117	8%
Finance Costs	57	50	-12%
Profit/ (Loss) before tax	294	328	12%
Profit/ (Loss) After Tax	211	234	11%
Add: Share of Profit/(Loss) in Assoc. & JV's	25	26	2%
Less : Profit / (Loss) due to Non Controlling Interest	(14)	(12)	13%
Profit / (Loss) after Non contr. Int., share of Assoc. & JV	222	248	12%
PAT Margin	14.7%	15.6%	+0.9 pp

STANDALONE P&L Q1FY25

₹ /crores

Particulars	Q1FY24	Q1FY25	Var %
Revenue from Operations	890	931	5%
Non-Operating Revenue	45	40	-9%
Total Revenue	935	972	4%
Raw Material Cost	70	67	-5%
Employee Benefits	202	216	7%
Fuel, Power and Light	51	52	2%
Other Expenditure	273	269	-2%
Total Expenditure	596	604	1%
EBITDA	338	368	9%
EBITDA Margin	36.2%	37.8%	+1.6 pp
Operating EBITDA	294	327	11%
Operating EBITDA Margin	33.0%	35.1%	+2.1 pp
Depreciation and Amortization Expense	54	60	12%
Finance Costs	30	25	-17%
Profit/ (Loss) before tax	254	282	11%
Profit/ (Loss) After Tax	188	209	11%
PAT Margin	20.1%	21.5%	+1.4 pp

PERFORMANCE OF KEY LEGAL ENTITIES

₹ /crores

Legal Entities	Revenue		EBITDA		EBITDA MARGIN		PAT	
	Q1FY24	Q1FY25	Q1FY24	Q1FY25	Q1FY24	Q1FY25	Q1FY24	Q1FY25
UOH Inc. – USA	184	204	5	10	2.6%	4.8%	(17)	(11)
St. James Court – UK	142	136	49	44	34.4%	32.0%	22	18
PIEM Hotels Ltd.	122	126	25	28	20.8%	22.2%	10	10
Roots Corporation Ltd	78	100	27	34	34.6%	33.4%	6	10
Benares Hotels Ltd.	26	24	10	10	38.5%	41.9%	6	6
Taj SATS Air Catering Ltd	205	241	50	59	24.5%	24.3%	34	39
Oriental Hotels Ltd	94	83	23	13	25.0%	15.3%	7	(1)

St James – 25 rooms were under renovation for a part of Q1

Piem Hotels - impacted due to rooms renovation at President Hotel

OHL - impacted by Taj Malabar, Kochi & Taj Coromandel, Chennai Ballroom renovation

ROOM REVENUE CUSTOMER SEGMENTS MIX

SEGMENT CONTRIBUTION %		
	Q1FY24	Q1FY25
Transient	58%	59%
Corporate	12%	12%
MICE	16%	13%
Long Stay	3%	3%
Leisure	8%	9%
Groups	1%	2%
Crew	2%	2%

Data for IHCL Enterprise excluding Ginger

ROOM REVENUE CHANNELS MIX

CHANNEL CONTRIBUTION %		
	Q1FY24	Q1FY25
Hotel Reservation (HRO)	48%	44%
Central Reservation	8%	8%
Global Distribution System	5%	6%
Alternate Distribution System (Online Travel Agents/ADS)	25%	26%
Website	14%	16%

Data for IHCL Enterprise excluding Ginger

INDIA (IHCL CONSOL.) STATISTICS – BY KEY CITIES

Domestic Hotels Like for Like	Occ%		ARR in ₹		RevPAR in ₹	
	Q1 FY25	% Growth	Q1 FY25	% Growth	Q1 FY25	% Growth
Mumbai	85%	0%	13,100	3%	11,100	3%
Delhi & NCR	82%	2%	10,000	7%	8,200	10%
Bengaluru	78%	1%	9,300	9%	7,200	10%
Goa	81%	1%	14,200	-9%	11,400	-8%
Chennai	75%	4%	5,200	3%	3,900	8%
Rajasthan	36%	-6%	18,000	5%	6,500	-9%
Kolkata	75%	5%	7,900	-3%	5,900	5%
Domestic Total	76%	1%	9,900	2%	7,500	3%

Data for domestic consol. Hotels on Like for Like(LFL) basis. LFL – excludes hotels opened after 1st April 2022

INTERNATIONAL STATISTICS (IHCL CONSOL.)

International Hotels	Occ %		ARR in \$		RevPAR in \$	
	Q1FY25	pp vs PY	Q1FY25	% vs PY	Q1FY25	% vs PY
USA	65%	4%	630	-3%	410	3%
UK	81%	2%	440	-9%	350	-7%
Cape Town	71%	0%	160	18%	115	18%
Grand Total	74%	2%	450	-4%	330	-1%

Data for International consol. Hotels on Like for Like(LFL) basis. LFL – excludes hotels opened after 1st April 2022

STANDALONE KEY STATISTICS

Particulars – Like for Like	IHCL Standalone		
	Q1 FY24	Q1 FY25	Var
Occupancy %	74.8	76.0	120 bps
ARR in ₹	12,613	12,906	+2%
RevPAR in ₹	9,433	9,810	+4%

Particulars	Ginger Mumbai Airport
	Q1 FY25
Revenue ₹ Cr.	21.4
Occupancy %	87%
ARR in ₹	5,700
RevPAR in ₹	5,000

INVENTORY BRANDSCAPE AS ON 30TH JUNE 2024

Brands	Operational Hotels (Rooms)	Pipeline Hotels (Rooms)	Total Hotels (Rooms)
Taj	81 12,127	33 5,529	114 17,656
Vivanta	30 4,057	22 3,141	52 7,198
SeleQtions	23 1,717	13 1,484	36 3,201
Ginger	66 5,882	26 3,183	92 9,065
Gateway	8 531	8 1,179	16 1,710
Tree of Life	16 205	- -	16 205
TOTAL	224 24,519	102 14,516	326 39,035

Ownership	Operational	Pipeline	Total
IHCL & Group	117 13,994	25 2,898	142 16,892
Management contract	107 10,525	77 11,618	184 22,143
TOTAL	224 24,519	102 14,516	326 39,035

Operational Gateway Includes existing hotels identified for Brand Conversion

PORTFOLIO PIPELINE

Pipeline – IHCL+Subsidiaries	FY25	FY26	FY27	FY28	FY29	Total
Taj	112	134		183		429
Vivanta		125				125
Ginger	537	150	312	678	667	2,344
Total Owned Pipeline	649	409	312	861	667	2,898

Pipeline - Managed Hotels						
Taj	694	1735	1186	801	684	5,100
Vivanta	100	1397	690	590	239	3,016
SeleQtions	469	721	0	275	19	1,484
Gateway	152	176	435	100	316	1,179
Ginger	134	0	220	325	160	839
Total Managed Pipeline	1,549	4,029	2,531	2,091	1,418	11,618

Grand Total (Owned + Managed)	2,198	4,438	2,843	2,952	2,085	14,516
--	--------------	--------------	--------------	--------------	--------------	---------------

*The opening schedule is indicative and may change in the future.

HOTELS OPENED IN LAST QUARTER

SI No	Hotel Name	Ownership	Inventory
1	Fountain Mahabaleshwar - IHCL SeleQtions	Management Contracts	77
2	Vivanta Jamshedpur Golmuri	Management Contracts	94
3	Ginger Jamshedpur Tata Steel GH	Group Companies	89
4	Ginger Nagpur Airport Road	Group Companies	88
5	Tree of Life Lakeside Cottage, Srinagar	Management Contracts	3
6	Tree of Life Indra Mandala Hotel, Gangtok	Management Contracts	11

HOTELS LIKELY TO OPEN IN NEXT 6 MONTHS

S No.	Hotel Name	Ownership	Inventory
1	Taj Hotel at Ambuja City Centre Patna	Management Contracts	124
2	Taj Puri	Management Contracts	90
3	Taj Tadoba	Management Contracts	35
4	Gateway Bekal	Management Contracts	152
5	IHCL SeleQtions Naukuchiatal	Management Contracts	88
6	IHCL SeleQtions Kumbhalgarh	Management Contracts	176
7	IHCL SeleQtions Candolim	Management Contracts	122
8	SeleQtions Thimphu	Management Contracts	83
9	Vivanta Manipal	Management Contracts	100
10	Ginger Srinagar	Management Contracts	62
11	Ginger Candolim - Goa	Group Companies	282
12	Ginger Ramdaspath - Nagpur	Group Companies	87
13	Ginger Shashtri Circle Udaipur	Group Companies	96

DISCLAIMER

These presentations may contain forward-looking statements within the meaning of applicable securities laws. Similarly, statements that describe our business strategy, outlook, objectives, plans, intentions or goals also are forward-looking statements.

Forward-looking statements are not guarantees of future performance and involve risks and uncertainties and other factors that may cause actual results to differ materially from those anticipated at the time the forward-looking statements are made. Future results, performance and achievements may be affected by general economic conditions, regulatory environment, business and financing conditions, foreign exchange fluctuations, cyclicalities and operating risks associated with the hospitality industry and other circumstances and uncertainties.

Although we believe the expectations reflected in such forward looking statements are based upon reasonable assumptions, we can give no assurance that our expectations will be attained or that results will not materially differ. We undertake no obligation to publicly update or revise any forward-looking statement, whether as a result of new information, future events or otherwise.

Please visit our corporate website www.ihcltata.com for previous investor communications.

Strong Brand Equity Driving Industry Leadership

IHCL

GLOBAL CONFERENCE CALL Q1 FY25

19th July, 2024



SELEQTIONS

GATEWAY

VIVANTA

GINGER

amã
STAYS & TRAILS

3min
guaranteed quality cuisine

