

February 12, 2019

BSE Limited  
Corporate Relationship Department  
1<sup>st</sup> 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  
Symbol: 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 quarter / nine months ended December 31, 2018, enclosed is a copy of the investors / analyst presentation on the performance of the Company for quarter / nine months ended December 31, 2018 for your records.

Kindly acknowledge receipt.

Yours sincerely,



**BEEJAL DESAI**  
Senior Vice President - Legal & Company Secretary

Encl : a/a

**IHCL**

**Analyst Meet**

**Results for the Nine Months Ended**

**December 31, 2018**

TAJ

SELECTIONS

VIVANTA

GINGER

EXPRESSIONS

TAJSATS

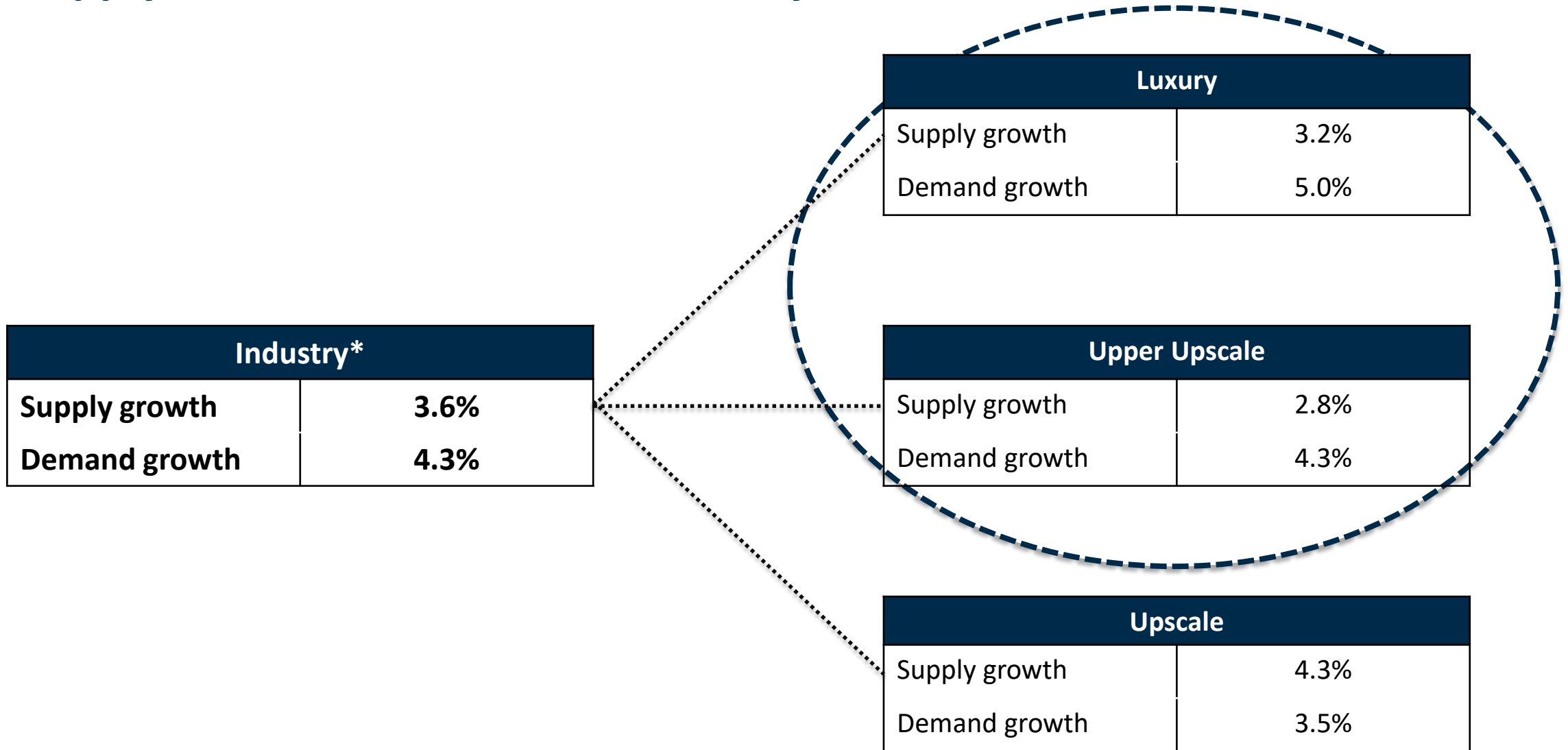
# AGENDA

- Industry Trends
- Key Highlights
- Financial Performance
- Q&A

## What we had said for 2018

- Demand growth will continue to outpace supply growth
- We will continue to see increases in occupancies resulting in rising RevPARs
- The hotel sector is turning and it's the right time for growth & consolidation
- The time to drive rate increases is now

# Supply & Demand Scenario – January to December 2018

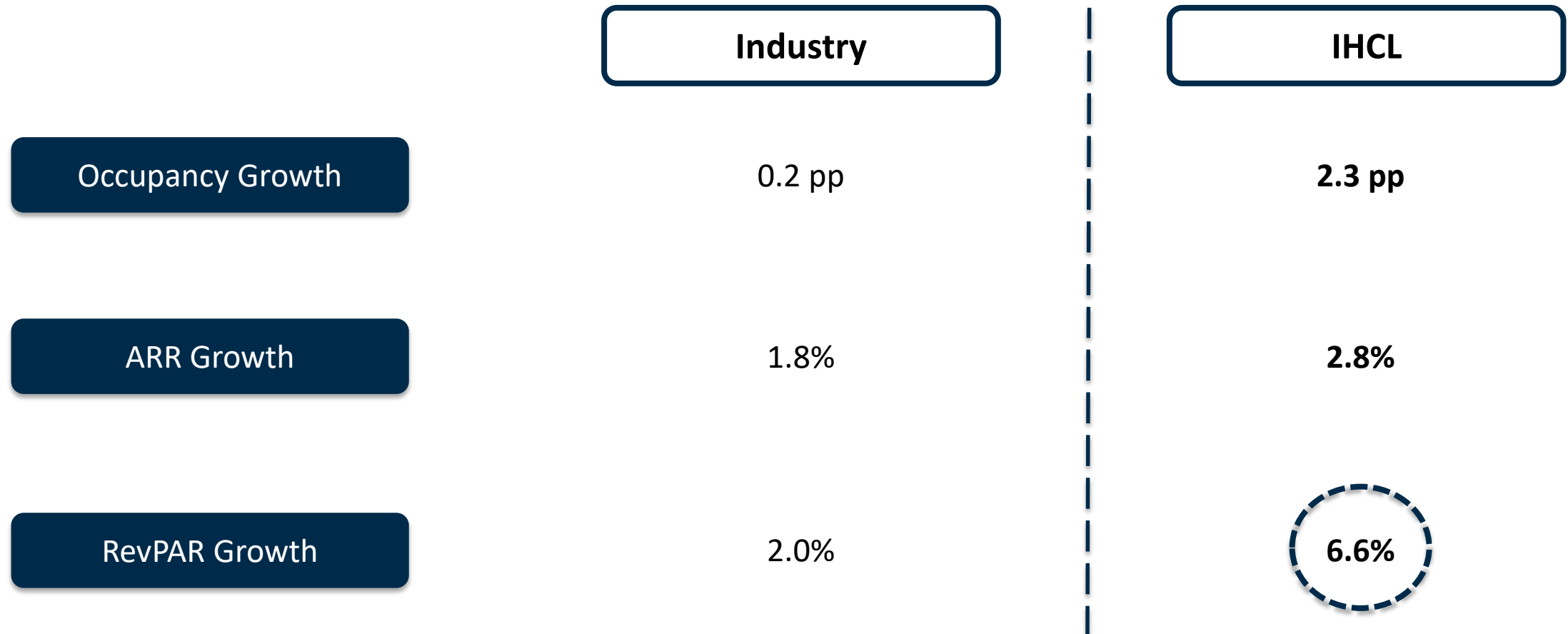


Source : STR Global

\*Does not include Midscale & Budget segments

All Segments >>

# Outperforming the competition in calendar year 2018



Source : Horwath India Hotel Market Review 2018 report \*\* Data is for Domestic Hotels excluding Ginger

# Performance of International Hotels (Q3 2018/19)

City	RevPAR	ARR	Occupancy
USA	↑	↑	↑
London	↑	↑	↑
Dubai	↓	↓	↑
Maldives	↑	↑	↑
Sri Lanka	↓	↓	↓
Africa	↑	↓	↑

## Superior turnaround

- RevPAR up **9.4%** to \$ 208
- Occupancy up **4.9 pp** to 72.8%
- ARR up **2.0%** to \$ 286

*\*All numbers and changes are in \$ terms*

# AGENDA

- Industry Trends
- Key Highlights
- Financial Performance
- Q&A





# Consolidated Results – Q3 2018 / 19

**Revenue**



**10%**

**EBITDA**



**17%**

**EBITDA Margin**



**148  
bps**

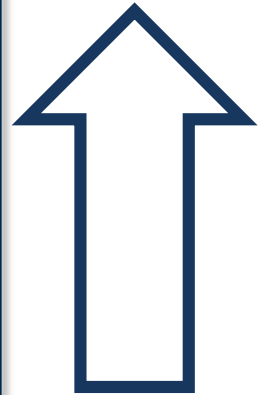
**PAT**



**50%**

# Consolidated Results – 9 months FY 2018 / 19

**Revenue**



**10%**

**EBITDA**



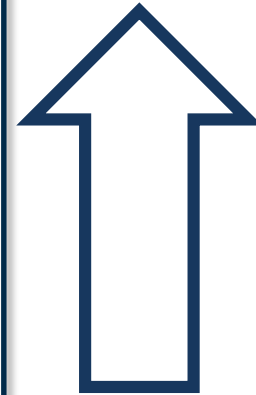
**27%**

**EBITDA Margin**



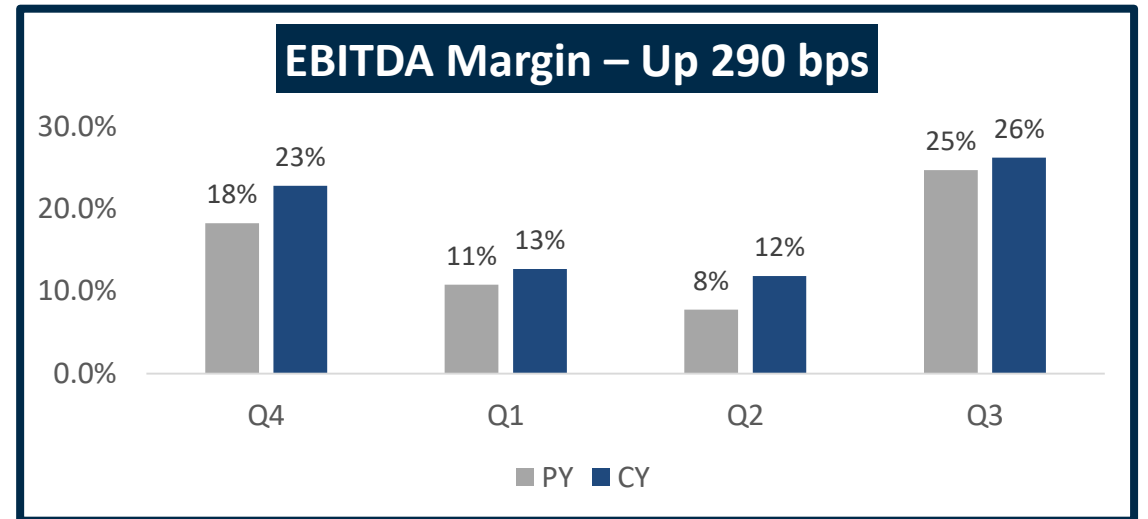
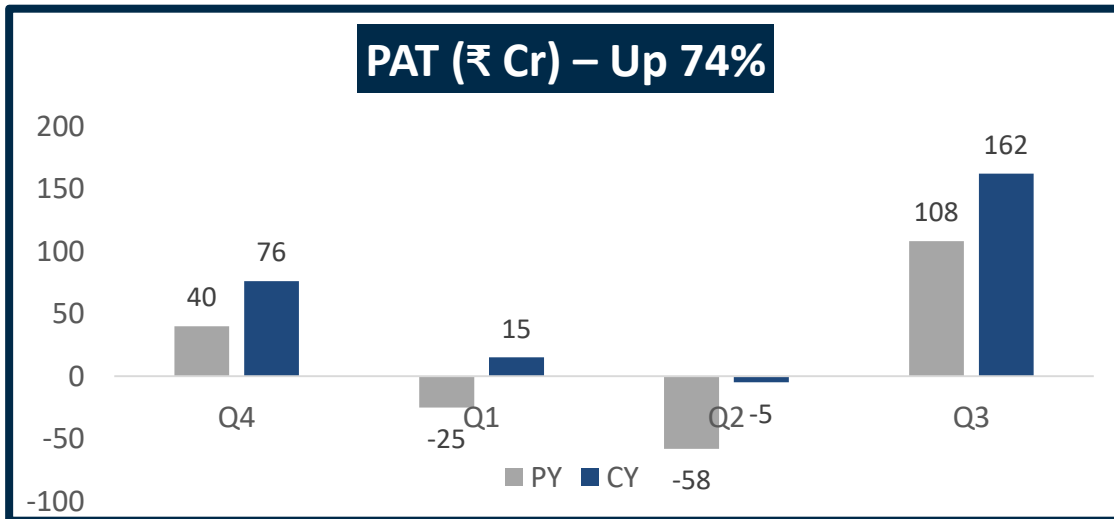
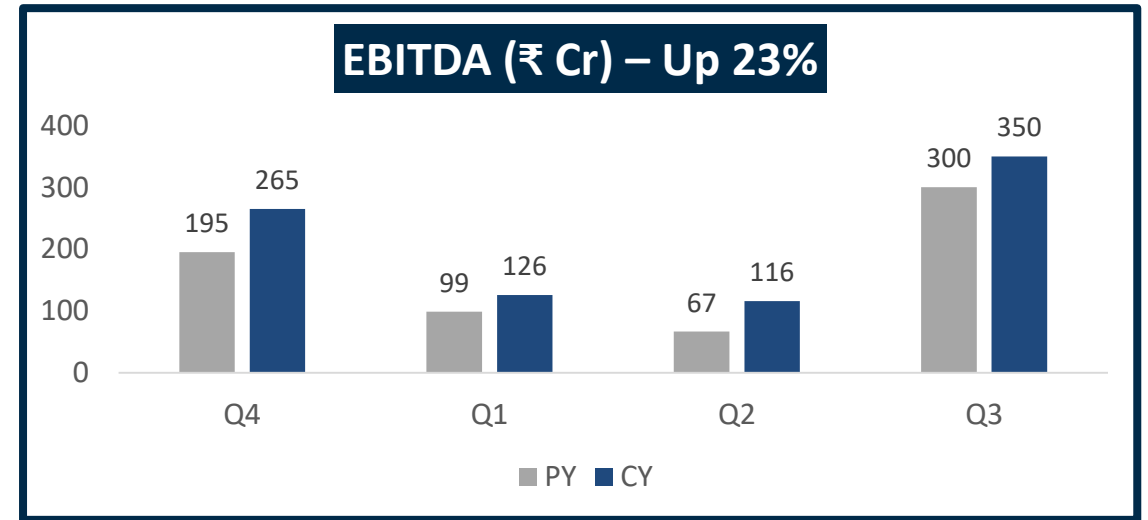
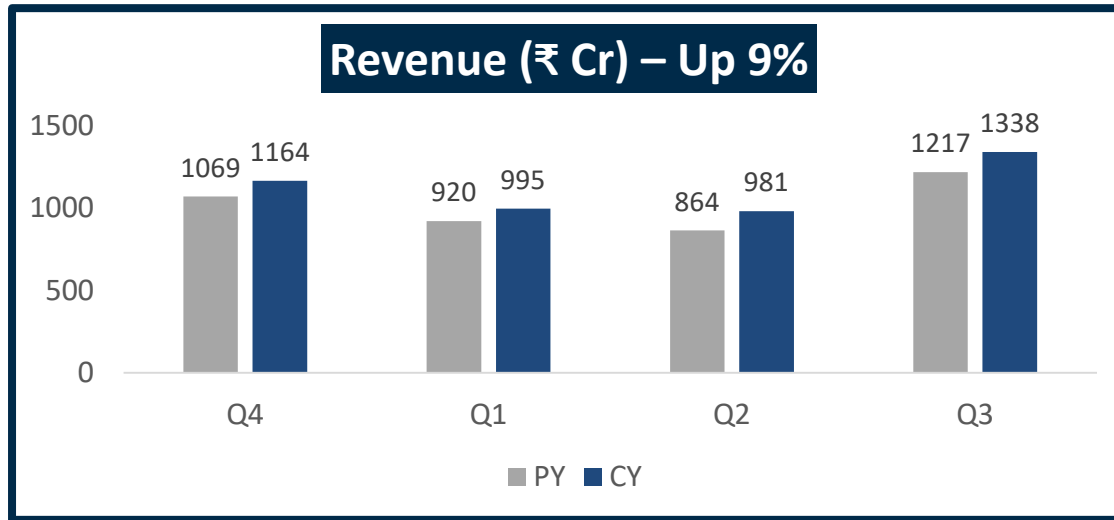
**230  
bps**

**PAT**



**588%**

# Sustained Positive Performance (Q-o-Q)



# Scaling up the inventory – Signings



Pawna Dam, Lonavla (145)

Connaught Hotel, New Delhi (85)

Katra (80)

Vizag (56)

Makkah (340)

Cidade de Goa (207)

Vadodara Expansion (60)

Jhansi, (76)

Taj Bangalore Expansion (220)

Heathrow Airport (108)

Noida (119)

Deira Water Front, Dubai (200)

Jhamel, Kathmandu (111)

Bharuch (55)

Udaipur Expansion (80)

Bhubaneswar (137)

Margao (47)

Taj Lucknow (185)

Nashik (56)

Taj Alwar (170)

Srinagar (64)

Taj at Cidade de Goa (299)

**FYTD 2018 / 19  
20 New Signings\* (2750 keys)**

\*Excludes Vadodara, Udaipur Expansions

# Scaling up the inventory – Openings

Taj Aravali Resort & Spa, Udaipur



Taj Theog Resort & Spa, Shimla



3 Hotels  
301 Keys

Vivanta Kathmandu



# Launch of Ginger Goa – December, 2018



# AGENDA

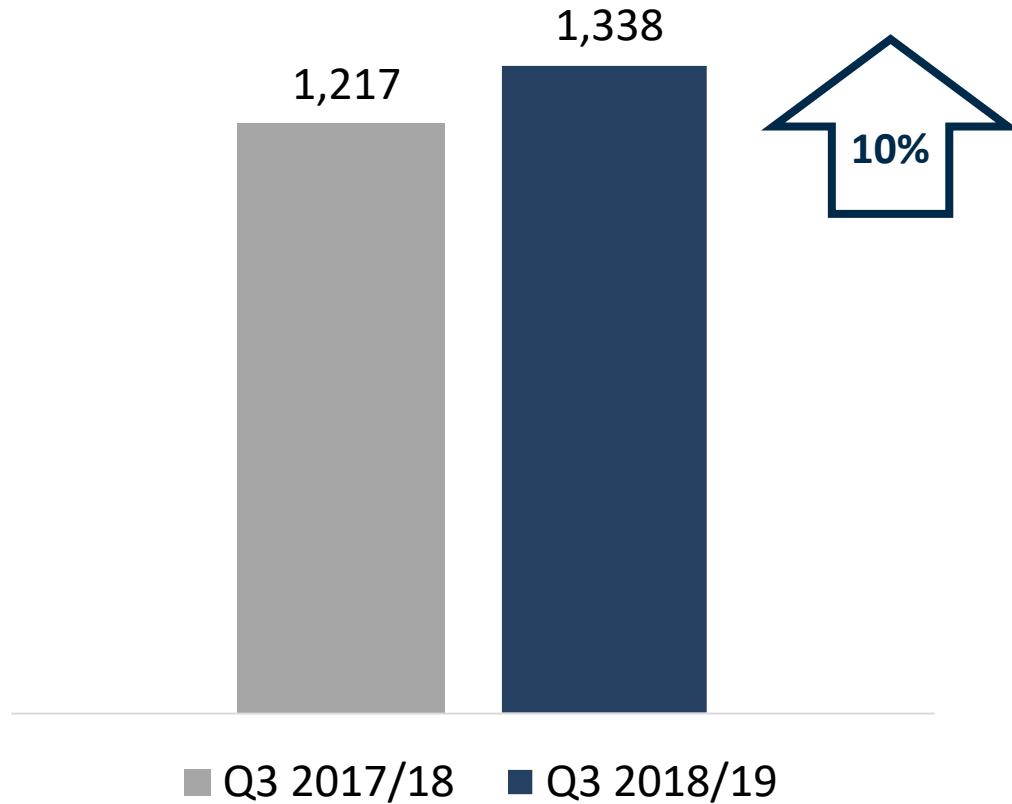
- Industry Trends
- Key Highlights
- Financial Performance
- Q&A



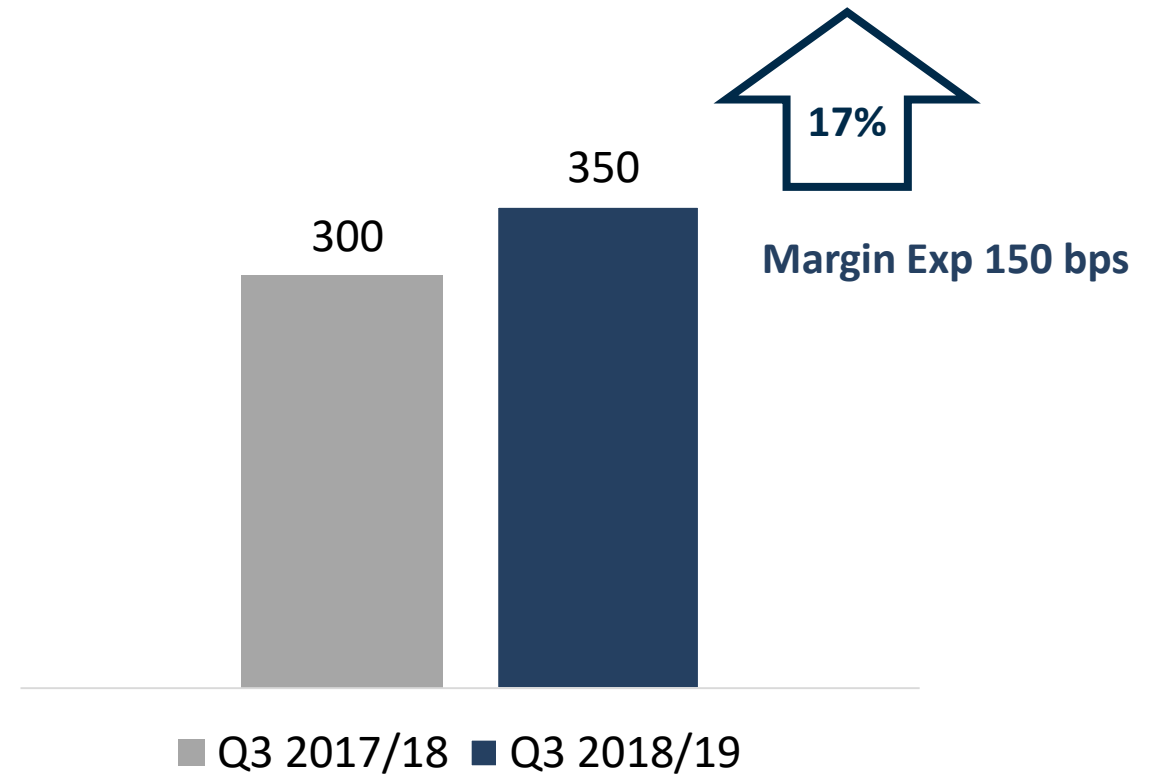
# Consolidated Key Indicators – Q3 2018/19

₹ /crores

## Total Revenue



## EBITDA

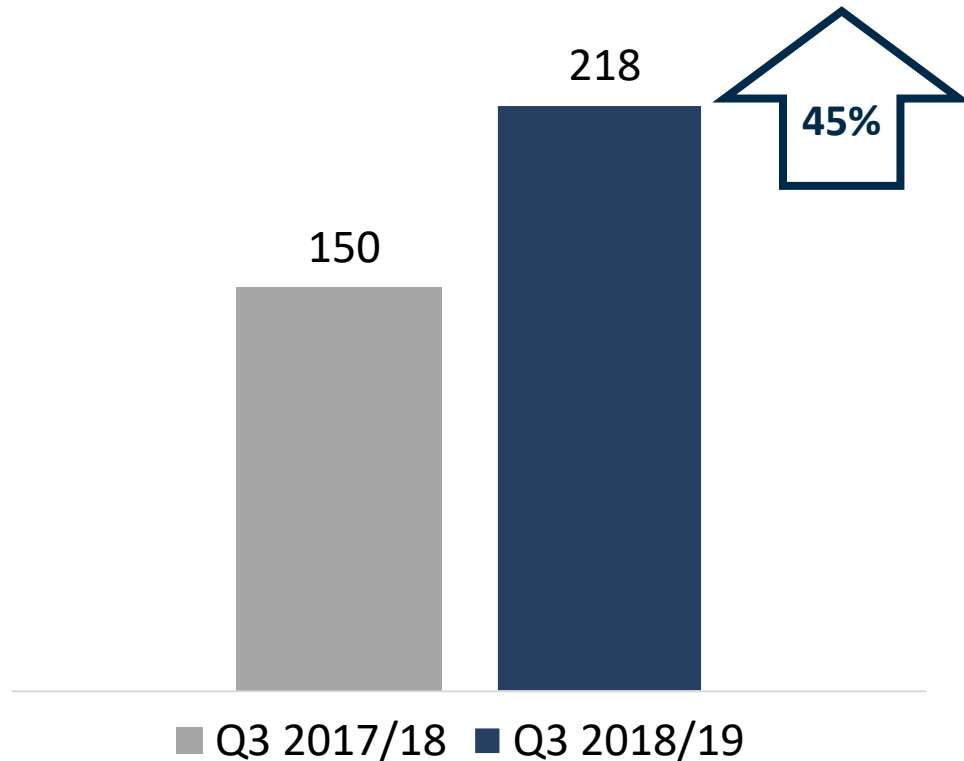




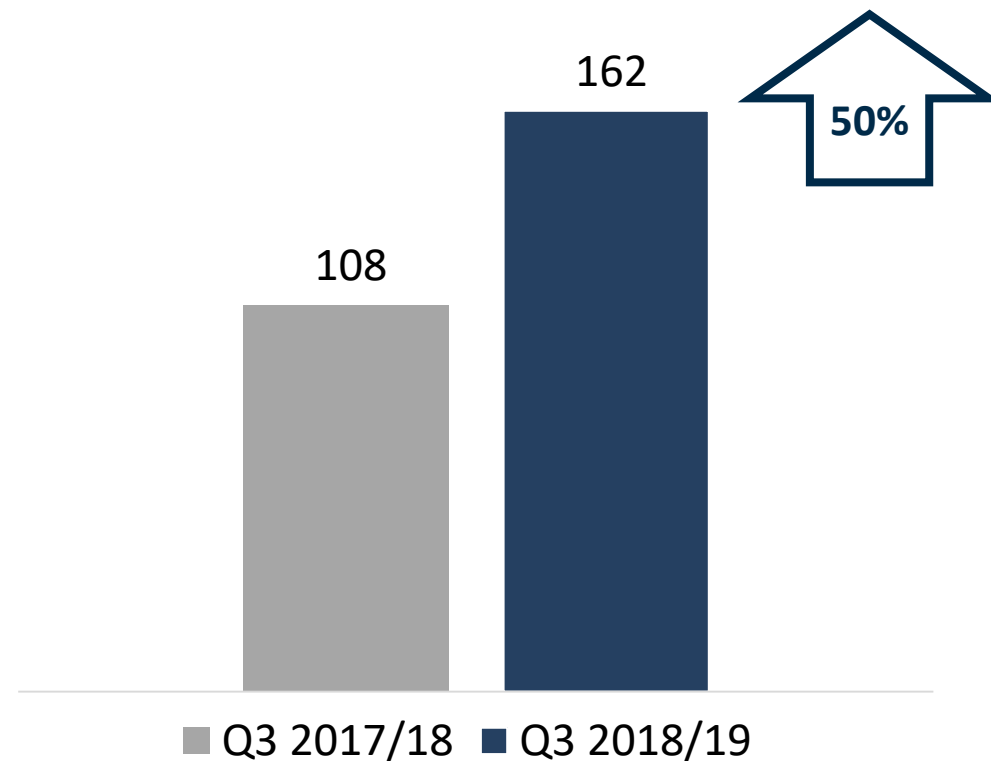
# Consolidated Key Indicators – Q3 2018/19

₹ /crores

## Profit before Exceptional Items & Tax



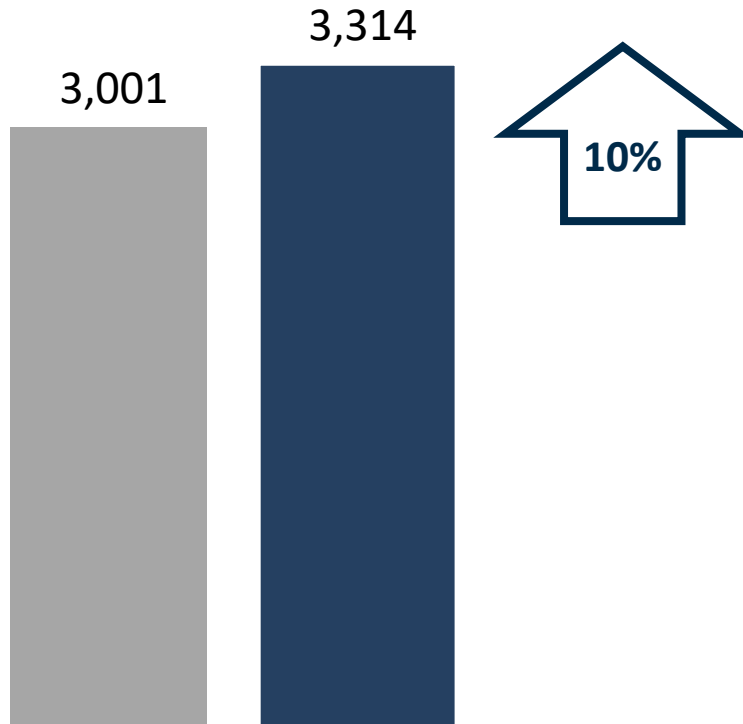
## Profit after Tax



# Consolidated Key Indicators – 9 Months Ended FY 2018/19

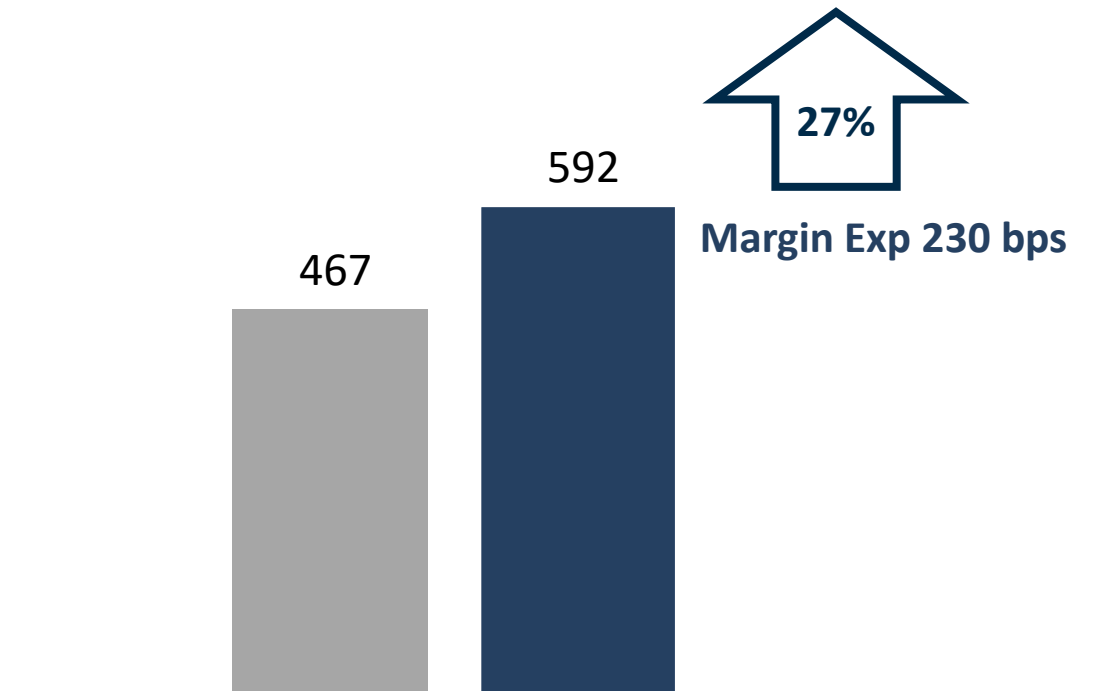
₹ /crores

## Total Revenue



■ YTD Dec 2017/18 ■ YTD Dec 2018/19

## EBITDA



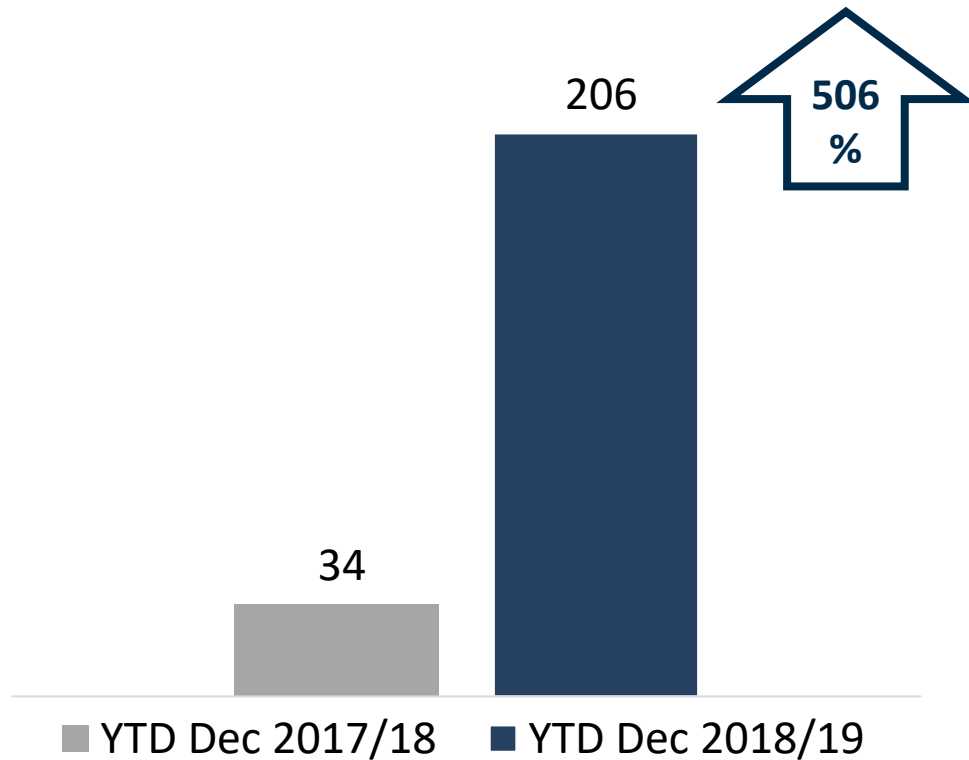
■ YTD Dec 2017/18 ■ YTD Dec 2018/19

Margin Exp 230 bps

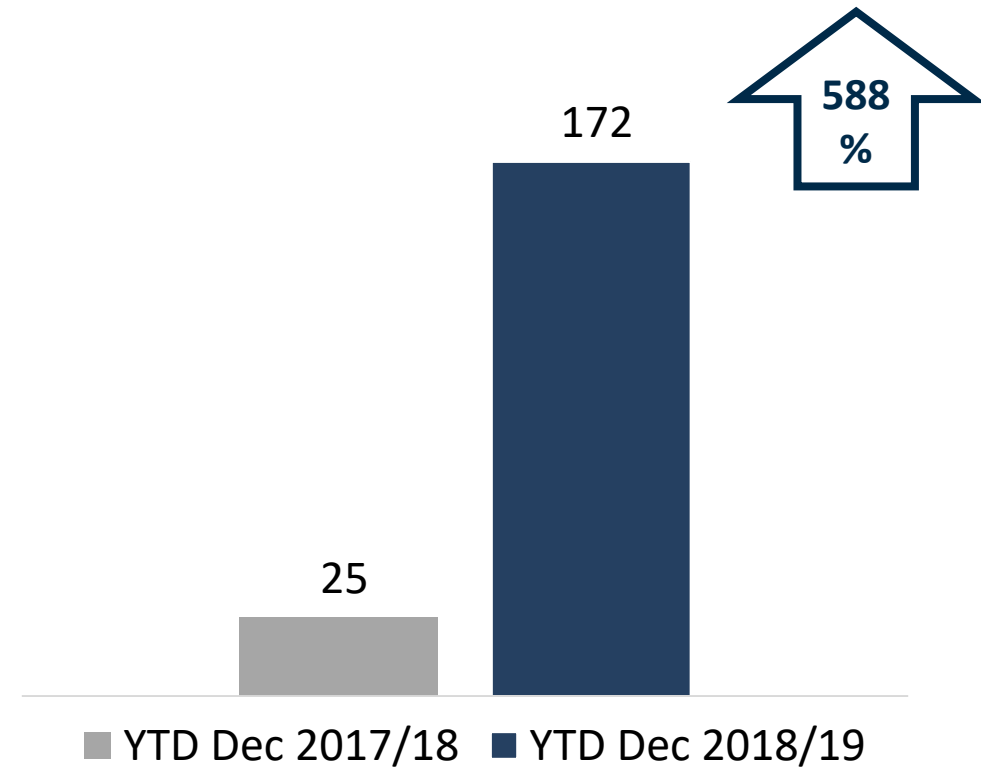
# Consolidated Key Indicators – 9 Months Ended FY 2018/19

₹/crores

## Profit before Exceptional Items & Tax



## Profit After Tax



# Consolidated – Reported Profit & Loss Statement

₹ /crores

Particulars	Q3			9 Months Ended FY 2018/19		
	18/19	17/18	Growth vs PY	18/19	17/18	Growth vs PY
Revenue from Operations	1,323	1,197	11%	3,268	2,960	10%
Non Operating Revenue	15	20	-27%	46	41	12%
<b>Total Revenue</b>	<b>1,338</b>	<b>1,217</b>	<b>10%</b> ↑	<b>3,314</b>	<b>3,001</b>	<b>10%</b> ↑
<b>Total Expenditure</b>	<b>988</b>	<b>917</b>	<b>8%</b>	<b>2,722</b>	<b>2,534</b>	<b>7%</b>
<b>EBITDA</b>	<b>350</b>	<b>300</b>	<b>17%</b>	<b>592</b>	<b>467</b>	<b>27%</b>
<b>Operating EBITDA</b>	<b>336</b>	<b>281</b>	<b>20%</b> ↑	<b>545</b>	<b>426</b>	<b>28%</b> ↑
<b>EBITDA Margin</b>	<b>26.16%</b>	<b>24.68%</b>	<b>1.48 pp</b>	<b>17.85%</b>	<b>15.56%</b>	<b>2.30 pp</b>
Depreciation and Amortization Expense	83	74	12%	243	216	12%
Finance Costs	49	76	-35%	143	217	-34%
<b>Profit Before exceptional Items &amp; Tax</b>	<b>218</b>	<b>150</b>	<b>+</b>	<b>206</b>	<b>34</b>	<b>+</b>
Exceptional items Gain/(Loss)	41	19	+	(8)	37	-
<b>Profit/ (Loss) before tax</b>	<b>259</b>	<b>169</b>	<b>+</b>	<b>198</b>	<b>71</b>	<b>+</b>
Provision for Taxes	99	82	+	70	64	+
<b>Profit/ (Loss) After Tax</b>	<b>160</b>	<b>87</b>	<b>+</b>	<b>128</b>	<b>6</b>	<b>+</b>
Add: Share of Profit/(Loss) in Associates & JV's	11	25	-	46	18	+
Less : Profit / (Loss) due to Non Controlling interest	(8)	(5)	-	(2)	1	-
<b>Profit / (Loss) after Non controlling interest, share of associates &amp; JV</b>	<b>162</b>	<b>108</b>	<b>+</b> ↑	<b>172</b>	<b>25</b>	<b>+</b> ↑

# IHCL- Consolidated Exceptional Items

## On a post tax basis, Currency MTMs fully offset

₹ /crores

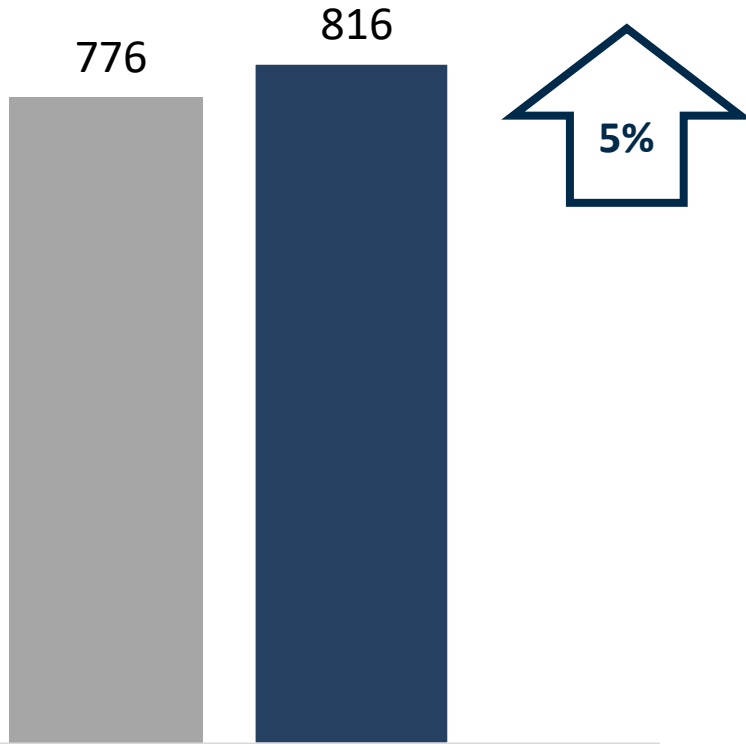
Particulars	Q3		Var.	9 Months Ended FY 2018/19		Var.
	2018/19	2017/18		2018/19	2017/18	
Change in fair value of derivative contracts	41	17	24	(56)	37	(93)
Boston lease modification income	1	-	1	48	-	48
Others	(1)	2	(3)	-	-	-
<b>Total</b>	<b>41</b>	<b>19</b>	<b>22</b>	<b>(8)</b>	<b>37</b>	<b>(45)</b>

- On a post Tax basis, MTM losses ₹ 34 crores offset by post tax Boston Income of ₹ 48 crores and post tax share of profit on Vizag sale of ₹ 28 crores.
- Exchange Rate USD : INR as on December 31, 2018 was ₹ 69.56 vs ₹ 65.12 as on March 31, 2018.

# Standalone Key Indicators – Q3 2018/19

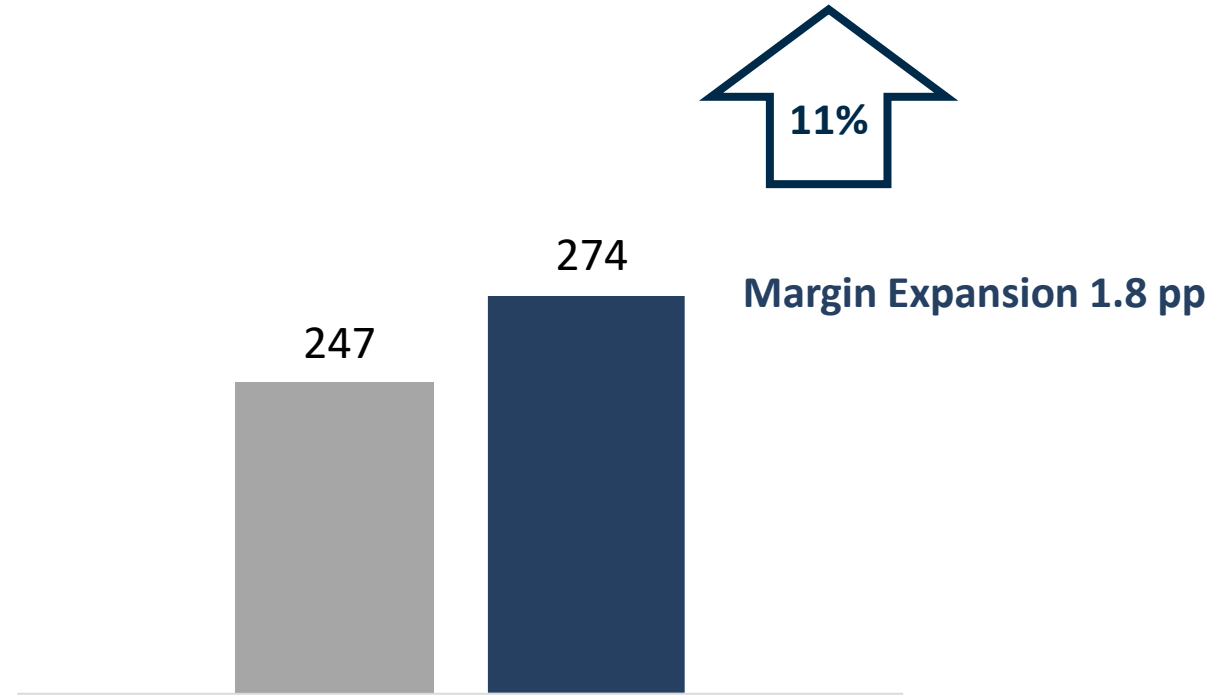
₹ /crores

## Total Revenue



■ Q3 2017/18 ■ Q3 2018/19

## EBITDA

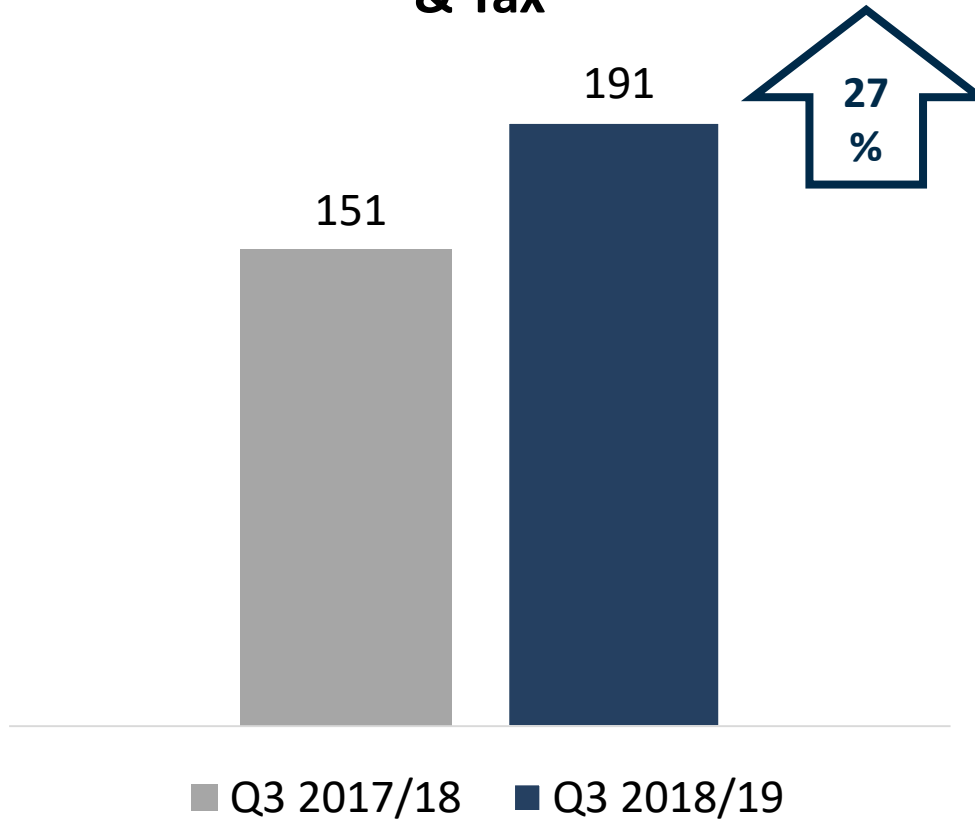


■ Q3 2017/18 ■ Q3 2018/19

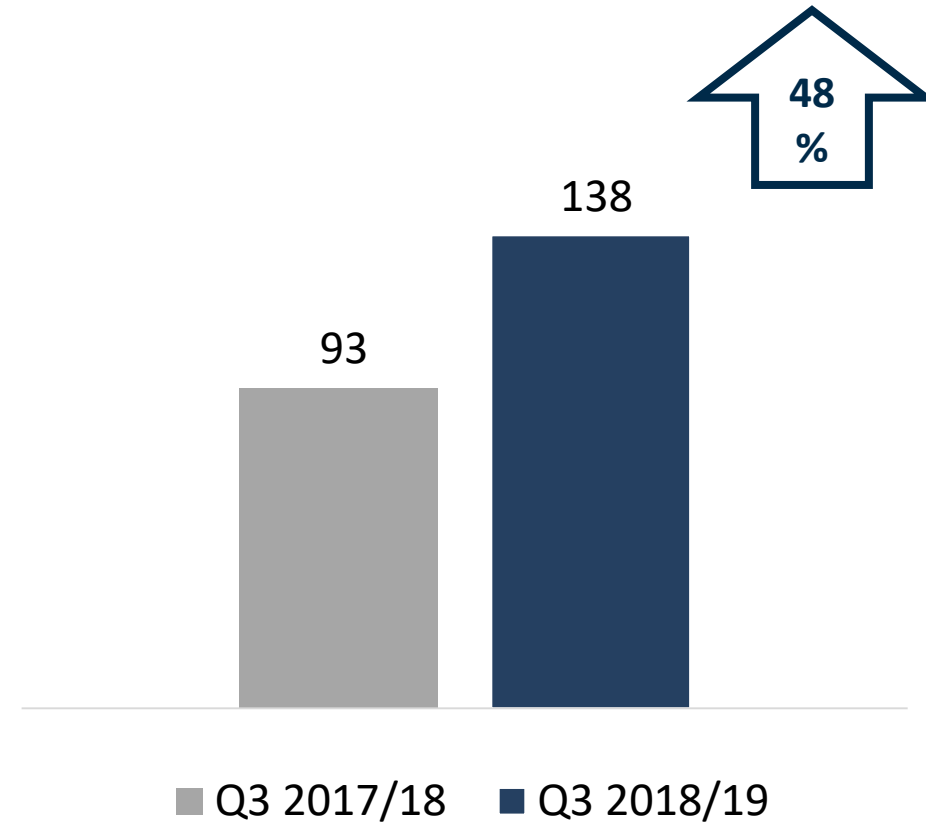
# Standalone Key Indicators – Q3 2018/19

₹ /crores

## Profit before Exceptional Items & Tax



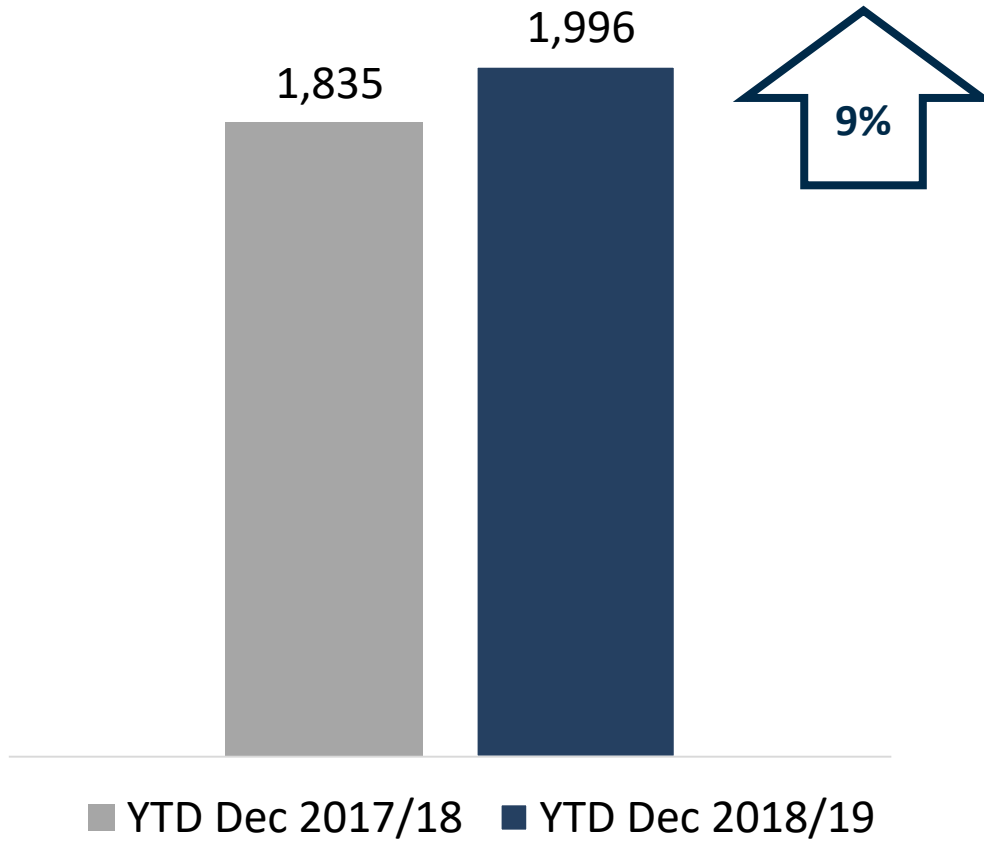
## Profit After Tax



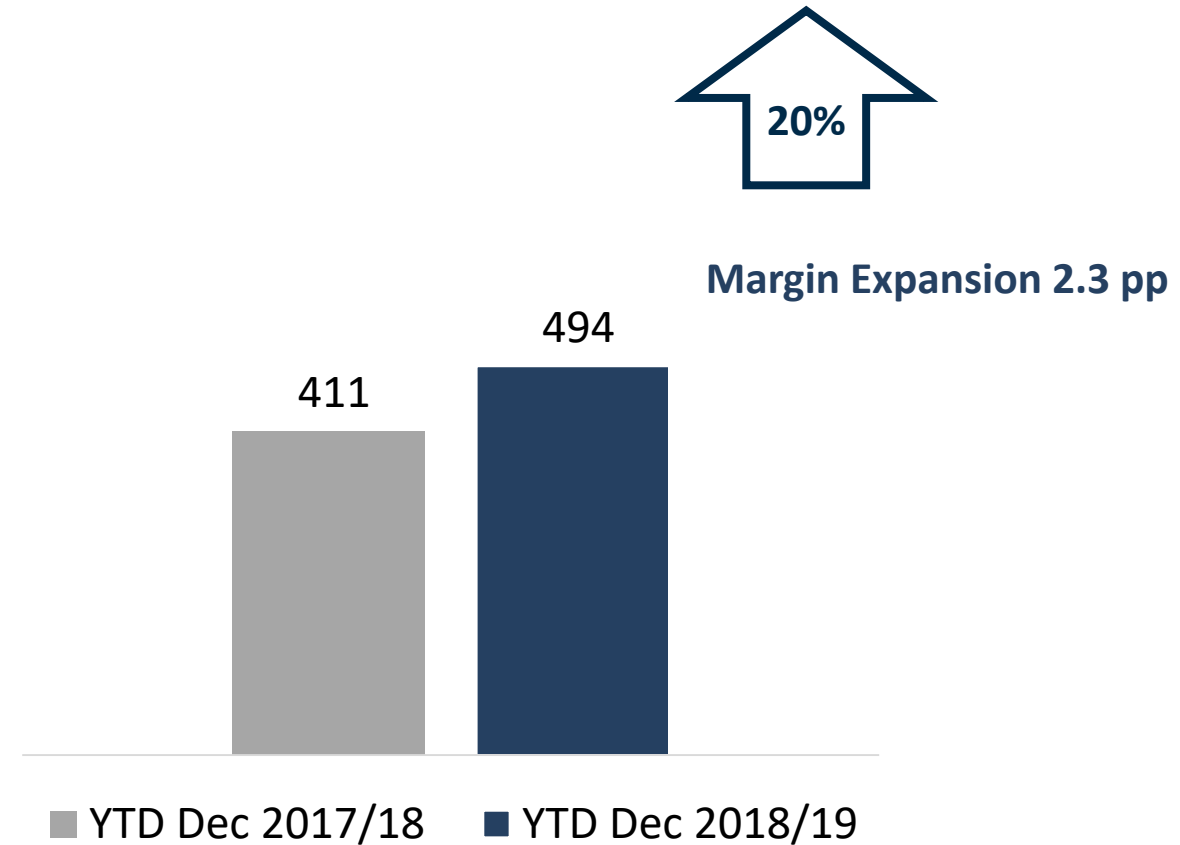
# Standalone Key Indicators – 9 Months FY 2018/19

₹ /crores

## Total Revenue



## EBITDA

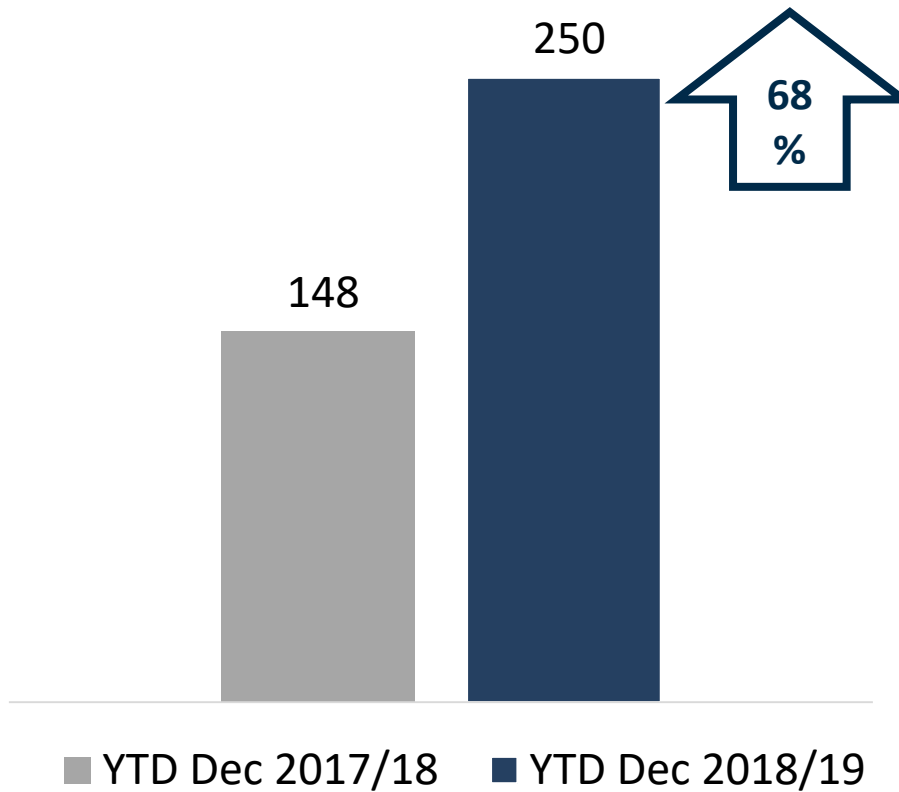




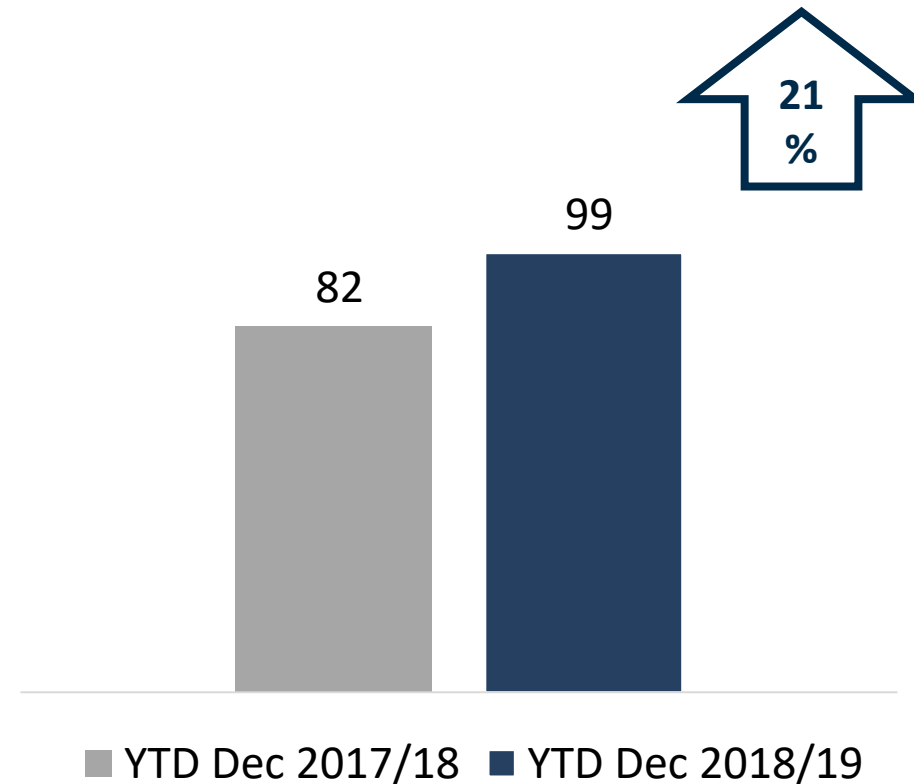
# Standalone Key Indicators – 9 Months FY 2018/19

₹ /crores

## Profit before Exceptional Items & Tax



## Profit After Tax



# Standalone - Profit & Loss Statement

₹ /crores

Particulars	Q3			9 Months Ended FY 2018/19		
	18/19	17/18	Growth vs PY	18/19	17/18	Growth vs PY
Revenue from Operations	803	760	6%	1937	1798	8%
Non Operating Revenue	13	16	-18%	59	38	57%
<b>Total Revenue</b>	<b>816</b>	<b>776</b>	<b>5%</b> ↑	<b>1996</b>	<b>1835</b>	<b>9%</b> ↑
<b>Total Operating Expenditure</b>	<b>542</b>	<b>529</b>	<b>2%</b>	<b>1503</b>	<b>1424</b>	<b>5%</b>
<b>EBITDA</b>	<b>274</b>	<b>247</b>	<b>11%</b> ↑	<b>494</b>	<b>411</b>	<b>20%</b> ↑
<b>Operating EBITDA</b>	<b>261</b>	<b>231</b>	<b>13%</b>	<b>435</b>	<b>373</b>	<b>16%</b>
<b>EBITDA Margin</b>	<b>33.59%</b>	<b>31.80%</b>	<b>1.79 pp</b>	<b>24.73%</b>	<b>22.39%</b>	<b>2.35%</b>
Depreciation and Amortization Expense	43	39	12%	125	111	12%
Finance Costs	40	58	-30%	119	151	-21%
<b>Profit Before exceptional Items &amp; Tax</b>	<b>191</b>	<b>151</b>	<b>27%</b>	<b>250</b>	<b>148</b>	<b>68%</b>
Exceptional items	41	19	+	(87)	(2)	-
<b>Profit/ (Loss) before tax</b>	<b>231</b>	<b>169</b>	<b>+</b>	<b>162</b>	<b>147</b>	<b>+</b>
Provision for Taxes	94	76	+	63	64	-
<b>Profit/ (Loss) After Tax</b>	<b>138</b>	<b>93</b>	<b>+</b> ↑	<b>99</b>	<b>82</b>	<b>+</b> ↑

# IHCL- Standalone Exceptional Items For Q3 & 9 Months Ended FY 2018/19

₹ /crores

Particulars	Q3		Var.	9 Months Ended FY 2018/19		Var.
	2018/19	2017/18		2018/19	2017/18	
Change in fair value of derivative contracts	41	17	24	(56)	37	(93)
Provision for impairment of investment in Pierre that incurred cash losses				(32)	(39)	7
Exchange Gain/ (Loss) on ECB	-	2	(2)	-	-	-
<b>Total</b>	<b>41</b>	<b>19</b>	<b>22</b>	<b>(87)</b>	<b>(2)</b>	<b>(86)</b>

# Debt Position

₹ /crores

Particulars	Standalone		Consolidated	
	December 31, 2018	March 31, 2018	December 31, 2018	March 31, 2018
Gross Debt	1,776	1,784	2,289	2,427
Liquidity	(162)	(423)	(290)	(538)
<b>Net Debt</b>	<b>1,613</b>	<b>1,361</b>	<b>1,999</b>	<b>1,889</b>
Net Debt/ Equity #	0.37	0.31	0.47	0.45
Weighted cost of Debt	8.2	7.9	7.3	7.0
Net Debt / EBITDA (Trailing 12 months)	2.10	1.99	2.33	2.58

# Equity for consolidated ratios considers Net worth attributable to the owner

# IHCL Network Revenue – 9 months FY 2018 / 19

₹ /crores

Particulars	Domestic			International		
	CY	PY	Growth over PY %	CY	PY	Growth over PY %
Room Revenue	1,570	1,476	6.4%	960	868	10.7%
RevPAR	5,407	5,086	6.3%	13,331	12,013	11.0%
F & B Revenue	1,534	1,406	9.1%	624	557	12.0%

\*Excluding Ginger brand

# AGENDA

- Industry Trends
- Key Highlights
- Financial Performance
- Q&A



# 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.

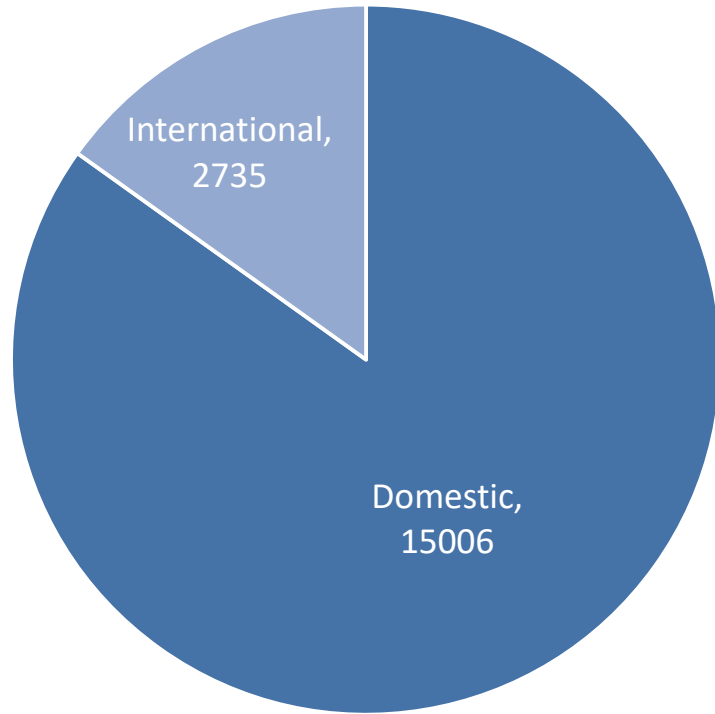
Please visit our corporate website [www.theindianhotels.com](http://www.theindianhotels.com) for previous investor communications.

# ANNEXURE



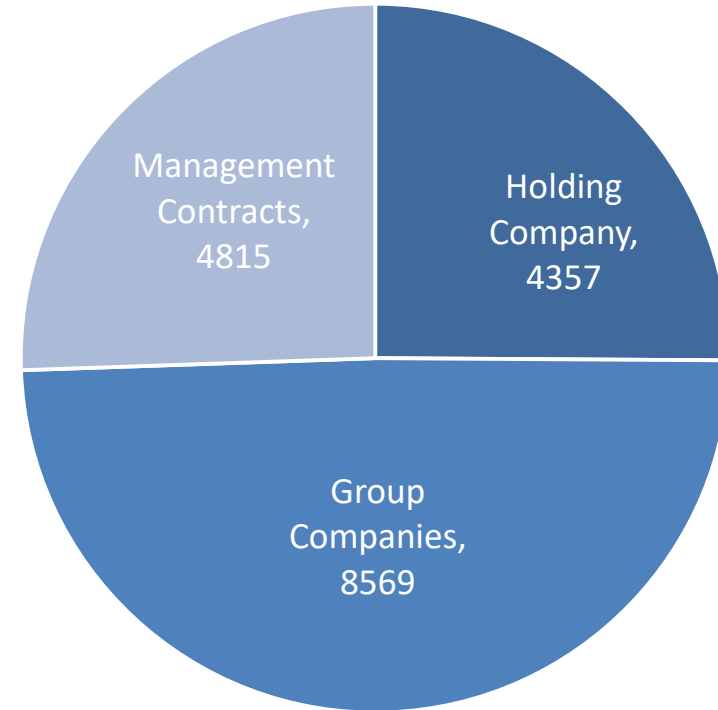
# Our Operational Portfolio

## Inventory by Geography



■ Domestic ■ International

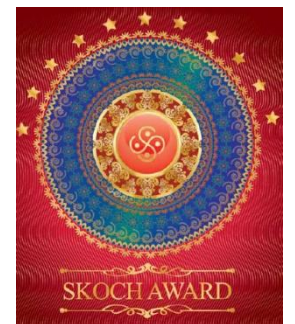
## Inventory by Contract Type



■ Holding Company ■ Management Contracts ■ Group Companies

As of February 2019, IHCL has **148 hotels** with **17,741 Rooms**

# Awards – YTD FY 2018 / 19



# Group Major Companies

Company Name	Effective Holding %	Company Name	Effective Holding %
<b><u>Subsidiaries</u></b>		<b><u>Joint Ventures</u></b>	
Piem Hotels Ltd	51.57	Taj SATS Air Catering Ltd	51.00
Benares Hotels Ltd	51.68	Taj GVK Hotels & Resorts Ltd	25.52
United Hotels Ltd	55.00	Taj Madras Flight Kitchen Pvt Ltd	50.00
Roots Corporation Ltd	63.74	Taj Kerala Hotels & Resorts Ltd	28.30
Skydeck Properties Pvt Ltd	100.00	Taj Karnataka Hotels & Resorts Ltd	44.27
IHOCO BV [ <i>Investment Company</i> ]	100.00	Taj Safaris Ltd	38.15
United Overseas Holdings, Inc.	100.00	Kaveri Retreat & Resorts Ltd	50.00
St James Court Hotel Ltd	72.25	IHMS (SA) Pty Ltd	50.00
		TAL Hotels & Resorts Ltd	27.49
		<b><u>Associates</u></b>	
		Oriental Hotels Ltd	35.67
		Lanka Island Resorts Ltd	24.66
		TAL Lanka Hotel PLC	24.62