

October 25, 2023

National Stock Exchange of India Limited

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

Scrip Code: CHALET

BSE Limited

Corporate Relationship Department
Phiroze Jeejeebhoy Towers,
Dalal Street, Fort,
Mumbai 400 001.

Scrip Code: 542399

Dear Sir / Madam,

Subject: Investor / Analyst Presentation in respect of the Unaudited Financial Results for the quarter ended October 25, 2023

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 presentation prepared by the Company for the earnings call scheduled to be held i.e. on Wednesday, October 25, 2023 at 5.30 p.m. (IST), in respect of the Unaudited Standalone and Consolidated Financial Results for the quarter and six months ended September 30, 2023, which have been approved by the Board of Directors of the Company at its meeting held earlier today.

We request you to take the above information on record.

Thanking You.

Yours faithfully,

For **Chalet Hotels Limited**

Christabelle Baptista

Company Secretary and Compliance Officer

Enclosed: As above

Chalet Hotels Limited



CHALET
HOTELS

INVESTOR PRESENTATION

Q2 FY24



Safe Harbor

This release has been prepared by Chalet Hotels Limited (CHL) and the information on which it has been based has been derived from sources that we believe to be reliable. Whilst all reasonable care has been taken to ensure the facts stated are accurate and the opinions given are fair and reasonable, neither CHL, nor any director or employee of CHL shall in any way be responsible for the contents.

Certain statements in this release concerning our future growth prospects are forward-looking statements within the meaning of applicable securities laws and regulations, and which involve a number of risks and uncertainties, beyond the control of the Company, that could cause actual results to differ materially from those in such forward-looking statements.

The risks and uncertainties relating to these statements include, but are not limited to, risks and uncertainties regarding fluctuations in earnings, our ability to manage growth, intense competition including those factors which may affect our cost advantage, wage increases, our ability to attract and retain highly skilled professionals, political instability, legal restrictions on raising capital or acquiring companies outside India, and unauthorized use of our intellectual property and general economic conditions affecting our industry.

Chalet Hotels Limited may, from time to time, make additional written and oral forward looking statements, including our reports to shareholders. The Company does not undertake to update any forward-looking statement that may be made from time to time by or on behalf of the company. The Company also expects the media to have access to all or parts of this release and the management's commentaries and opinions thereon, based on which the media may wish to comment and/or report on the same. Such comments and/or reporting maybe made only after taking due clearance and approval from the Company's authorized personnel. The Company does not take any responsibility for any interpretations/ views/commentaries/reports which may be published or expressed by any media agency, without the prior authorization of the Company's authorized personnel.

This release does not constitute a sale offer, or any invitation to subscribe for, or purchase of equity shares.



Strong trajectory



India Flying

Increase in airports
Increase in air traffic
Increase in passengers



Additional Keys at Novotel Pune

Commenced operations
for additional **88** keys at
the Novotel Pune on
4th October 2023,
increasing inventory by
39% to 311 keys



Key Metrics Remain Strong

RevPAR **Rs. 7,034**,
up by **25% YoY**

ADR **Rs. 9,610**, up
by **21% YoY**



Q2FY24 OPERATIONAL HIGHLIGHTS



Additional 88 Keys – Novotel Pune



‘Novolution’ premier rooms | Inventory up 39% to 311

Modern and tech-savvy rooms meticulously designed to cater to the preferences and inclinations of today's contemporary travelers

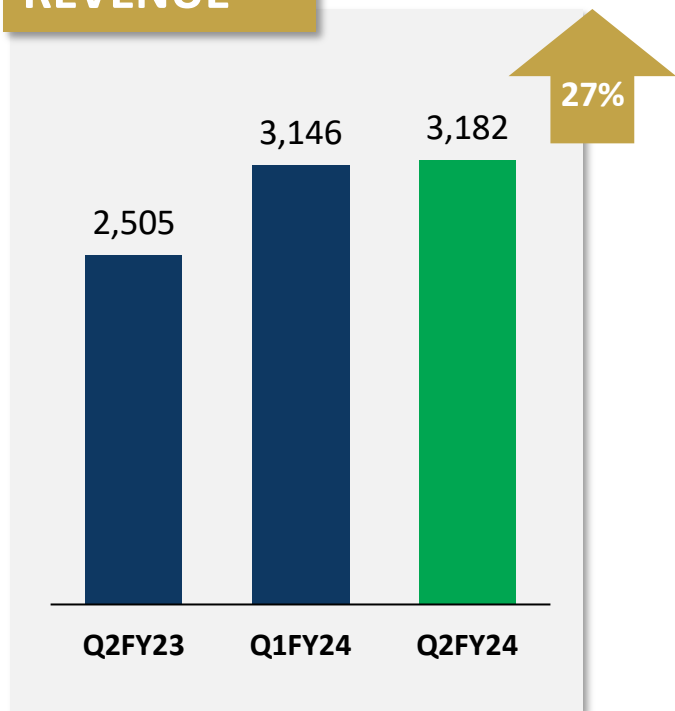


Consolidated Performance Highlights

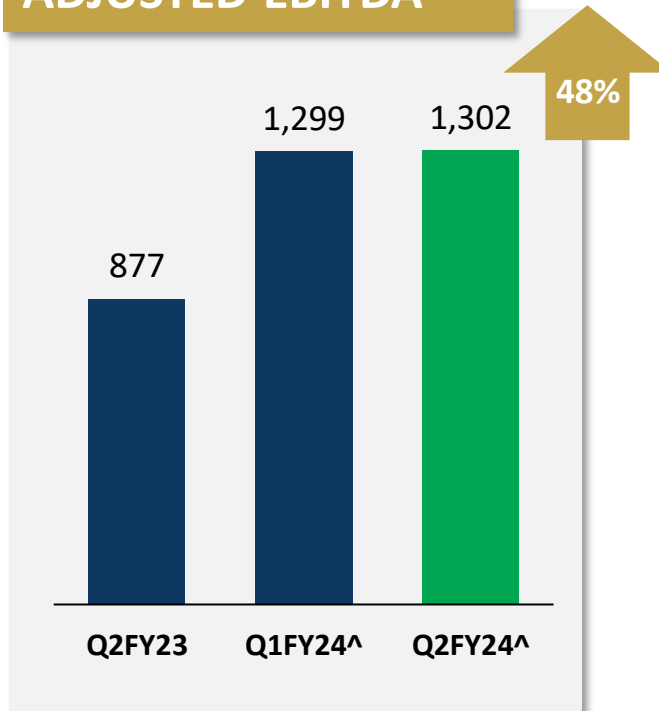
Robust YoY growth



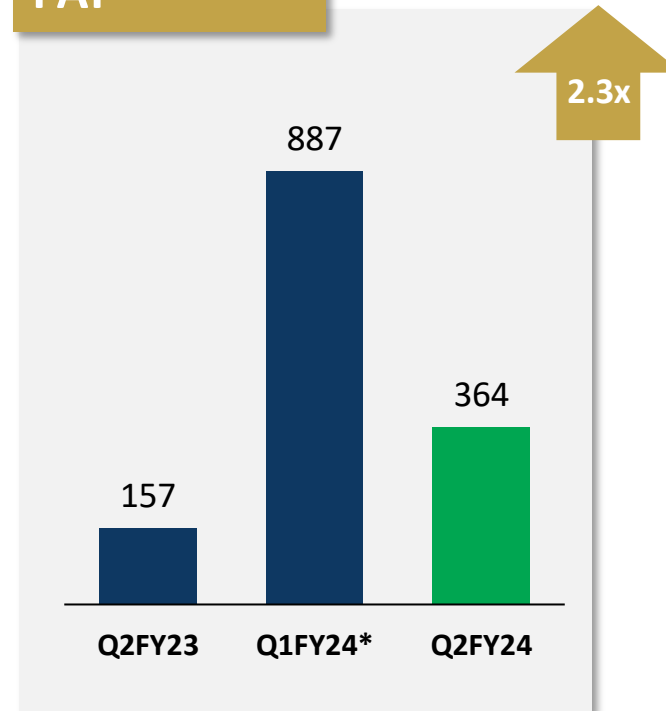
REVENUE



ADJUSTED EBITDA



PAT



In Rs. Mn.

YoY

[^]Excluding –

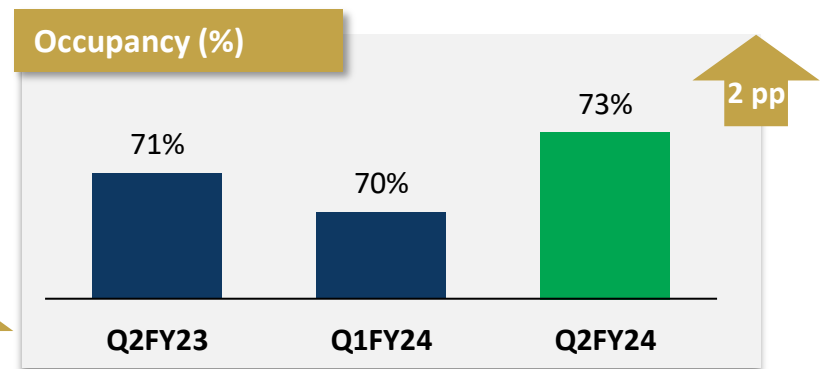
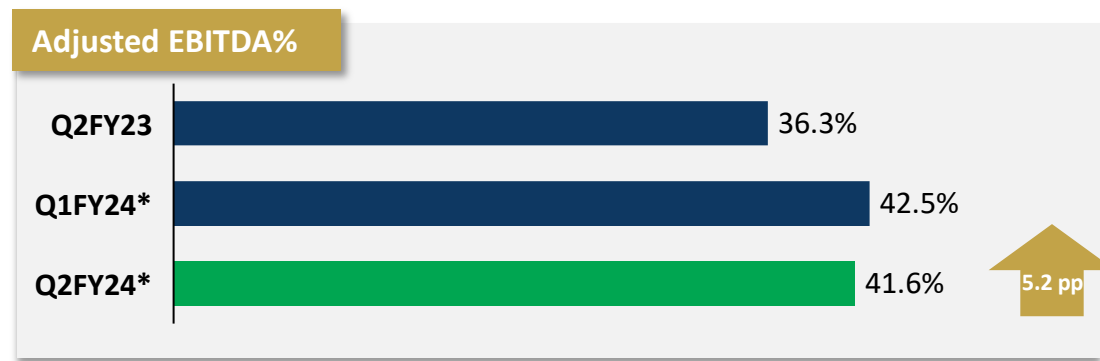
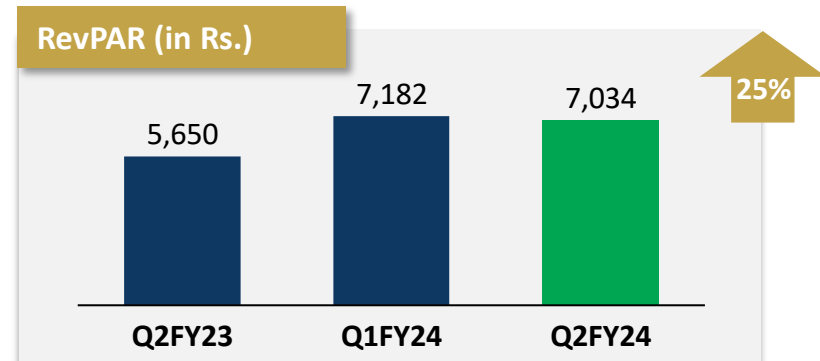
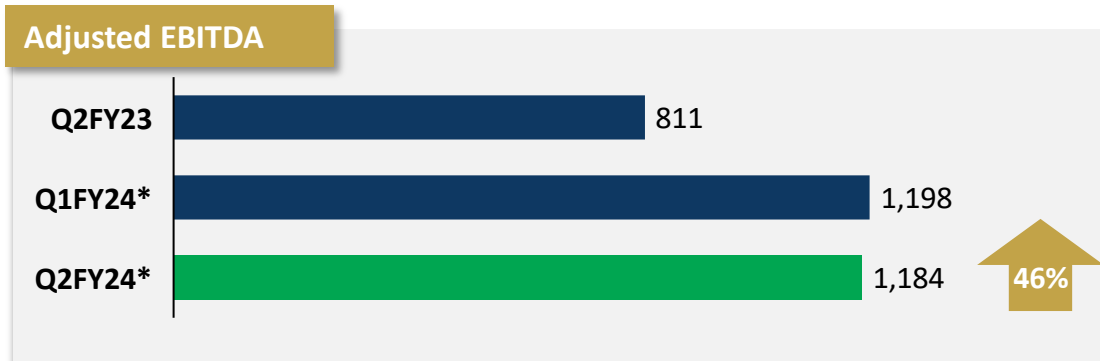
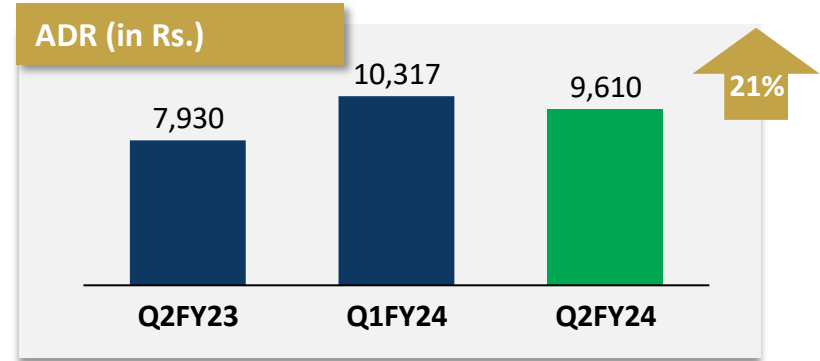
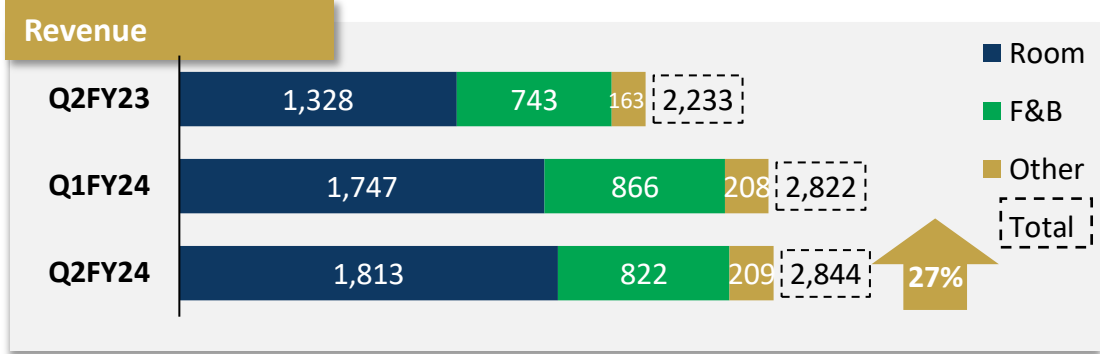
1. GST payment of Rs 107 Mn (Q1FY24) and Rs 1 Mn (Q2 FY24) for ineligible input tax credit
2. One-time pre-opening expenses Rs 57 Mn (Q1 FY24) and Rs 5 Mn (Q2 FY24) for The Westin Hyderabad HITEC City

^{*}Q1FY24 include a DTA of Rs 584 Mn recognized on taxable losses due to the merger of Belaire Hotels Private Limited with the holding company



Hospitality: Performance Highlights

In Rs. Mn.



*One-time pre-opening expenses Rs 57 Mn (Q1FY24) and Rs 5 Mn (Q2FY24) for The Westin Hyderabad HITEC City

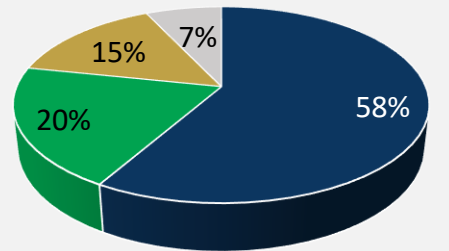


Hospitality: City-wise Performance

	Q2FY24	Q2FY23	YoY%	H1FY24	H1FY23	YoY%	FY23
ADR (Rs.)							
MMR	9,861	8,134	21%	10,340	8,057	28%	9,741
Others*	9,309	7,634	22%	9,418	7,113	32%	8,170
Combined	9,610	7,930	21%	9,944	7,684	29%	9,169
Occupancy (%)							
MMR	74%	71%	3 pp	74%	76%	-2 pp	74%
Others*	72%	71%	1 pp	69%	72%	-4 pp	72%
Combined	73%	71%	2 pp	71%	74%	-3 pp	72%
RevPAR (Rs.)							
MMR	7,288	5,788	26%	7,630	6,131	24%	7,211
Others*	6,737	5,449	24%	6,459	5,128	26%	5,867
Combined	7,034	5,650	25%	7,106	5,722	24%	6,605

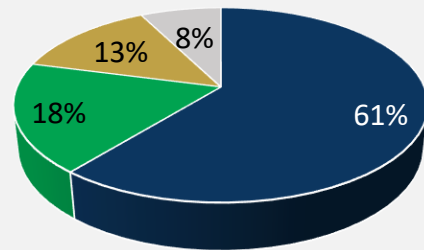
Revenue Mix

Q2FY24



■ MMR ■ Hyderabad
 ■ Bengaluru ■ Pune/Lonavala

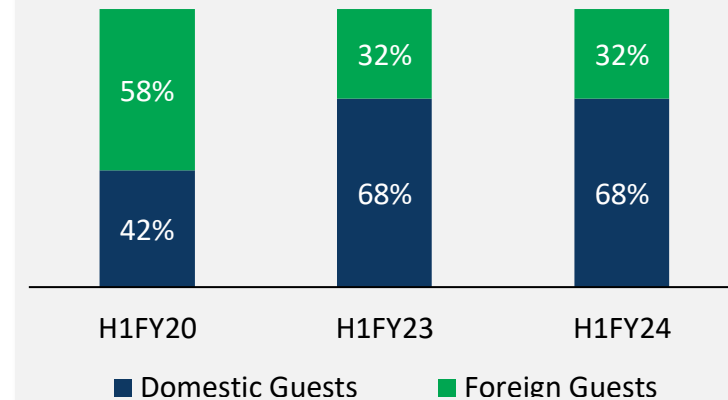
H1FY24



■ MMR ■ Bengaluru
 ■ Hyderabad ■ Pune/Lonavala

*Others include Bengaluru, Hyderabad, Pune and Lonavala

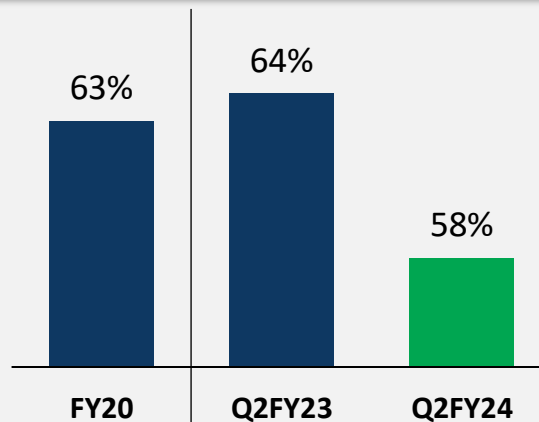
Rate growth driven by domestic travelers



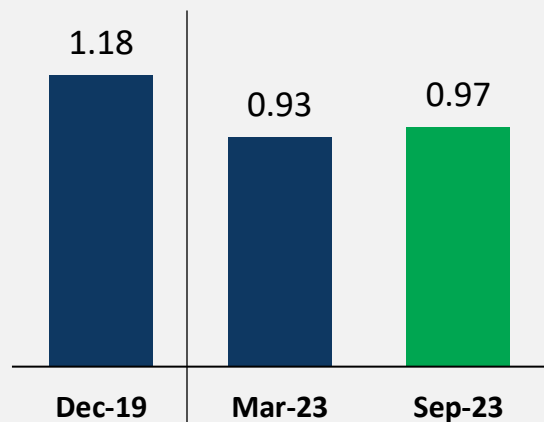


Hospitality: Enhanced Efficiencies

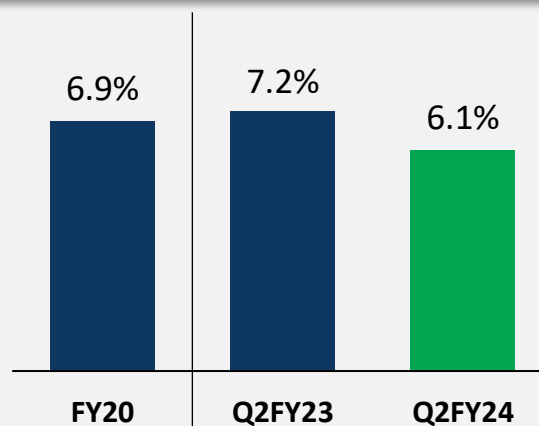
Total expenses % of Revenue



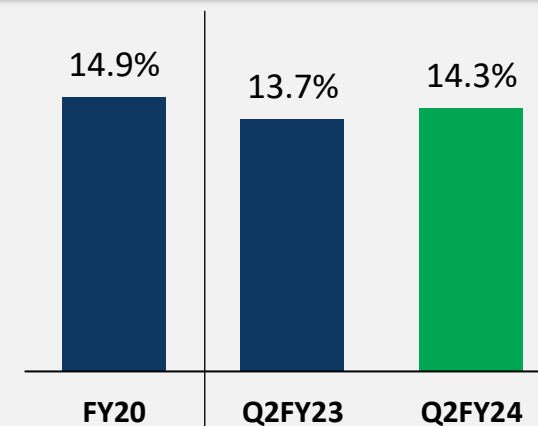
Staff to room ratio*



Utilities % of Revenue



Payroll Costs % of Revenue

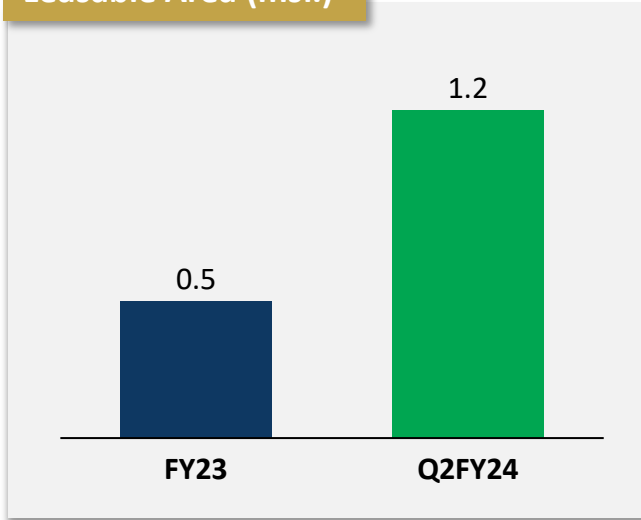


*Includes full time and contractual employee

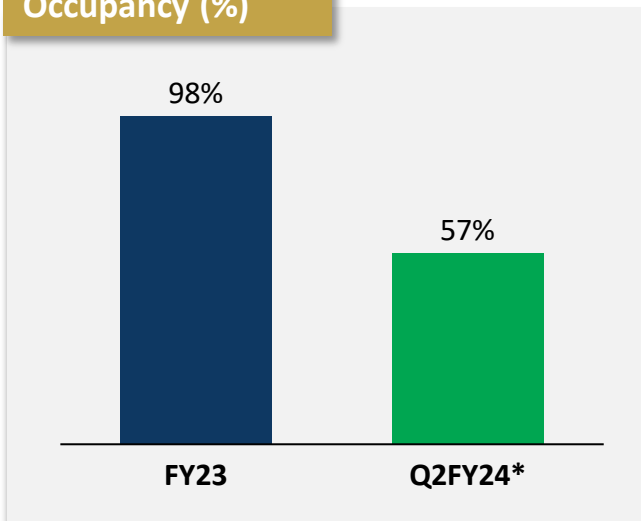


Rental/Annuity: Performance Highlights

Leasable Area (msf.)



Occupancy (%)



(Rs. Mn.)	Q2FY24	Q1FY24	FY23
Total Revenue	300	285	1,000
EBITDA	237	227	838
EBITDA%	79%	80%	84%



Artists' rendering

*CIGNUS Whitefield Bangalore® Tower - 0.66 msf is in the process of being leased



Profit & Loss Statement

Particulars (in Rs. Mn)	Q2FY24	Q1FY24	QoQ%	Q2FY23	YoY%	H1FY24	H1FY23	YoY%	FY23
Total Income	3,182	3,146	1%	2,505	27%	6,327	5,104	24%	11,780
Total Expenditure	1,886	2,010	-6%	1,628	16%	3,896	3,139	24%	6,757
EBITDA	1,296	1,136	14%	877	48%	2,432	1,965	24%	5,023
<i>Margin %</i>	<i>41%</i>	<i>36%</i>	<i>5 pp</i>	<i>35%</i>	<i>5.7 pp</i>	<i>38%</i>	<i>38%</i>	<i>0 bps</i>	<i>43%</i>
Adjusted EBITDA	1,302[^]	1,299[^]	0%	877	48%	2601	1919	36%	4,760
<i>Adjusted Margin %</i>	<i>41%</i>	<i>41%</i>	<i>0 bps</i>	<i>35%</i>	<i>5.7 pp</i>	<i>41%</i>	<i>38%</i>	<i>3 pp</i>	<i>41%</i>
Depreciation and Amortisation	350	310	13%	296	18%	659	593	11%	1,173
Finance costs	501	454	10%	380	32%	955	771	24%	1,545
Exceptional items (expense)/income	-	-	-	13	-	-	2	-	423
Profit/ (Loss) before income tax	445	372	19%	213	108%	817	603	36%	2,728
Tax Expense	80	-515**	-	56	44%	-434	159	-	895
Profit / (Loss) for the year	364	887	-59%	157	131%	1,251	443	182%	1,833
Other comprehensive (expense)/income	-1	-1	-	0.2	-	-3	0.2	-	-5
Total Comprehensive Income	363	885	-59%	158	131%	1248	443	182%	1,828
EPS (Rs.)	*1.78	*4.32	-	*0.77	-	*6.1	*2.16	-	8.94

*Not annualized

[^]Excluding –

1. GST payment of Rs 107 mn (Q1FY24) and Rs 1 mn (Q2 FY24) for ineligible input tax credit

2. One-time pre-opening expenses Rs 57 mn (Q1 FY24) and Rs 5 mn (Q2 FY24) for The Westin Hyderabad HITEC City

Other detailed adjustments in the respective quarter disclosures

**Taxes include a DTA of Rs 584 mn recognized on taxable losses due to the merger of Belaire Hotels Private Limited and Seapearl Hotels Private Limited with the holding company



Consolidated Balance Sheet

Particulars (in Rs. Mn)	Sep 23	Mar 23
Fixed Assets	21,866	21,000
Capital Work in-progress	9,870	9,557
Investment Property	7,800	7,895
Goodwill	537	537
Other Non-Current assets	3,836	2,751
Cash and Cash Equivalents	1,451	1,328
Other Current Assets*	6,176	5,716
Total ASSETS	51,536	48,783
Total Equity	16,898	15,415
Total Gross Debt	26,384	25,696
Preference Capital	1,931	1,859
Loan from related party	886	383
Other Non-Current Liabilities	481	490
Current Liabilities	4,956	4,939
TOTAL EQUITY AND LIABILITIES	51,536	48,783

* Includes deferred tax assets of Rs. 1898 mn (March 23 Rs. 1445 mn) and Income Tax (net of provisions) Rs. 411 mn (March 23 Rs. 155 mn)

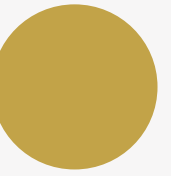


Leverage Position

in Rs. Mn	Mar-18	Mar-19	Mar-21	Mar-22	Mar-23	Sep-23
Allocable to operating assets	23,339	13,581	14,403	14,147	11,757	14,914
Allocable to under-construction/to be operationalized assets	3,684	891	4,308	8,191	12,611	11,019
Net Debt	27,023	14,472	18,711	22,338	24,368	24,933
EBITDA YTD	3,005	3,668	290*	1,204*	5,023	2,432
Capex Spend YTD	1,100	656	1,433	3,489	4,398	1,958
Interest Rate (%)	8.4	9.4	8.04	7.52	8.75	8.67

The increase in debt from FY19 is primarily on account of acquisitions and growth assets
Under construction assets to generate ~20% returns (EBITDA on Invested capital)

Q2FY24 PROJECT UPDATES





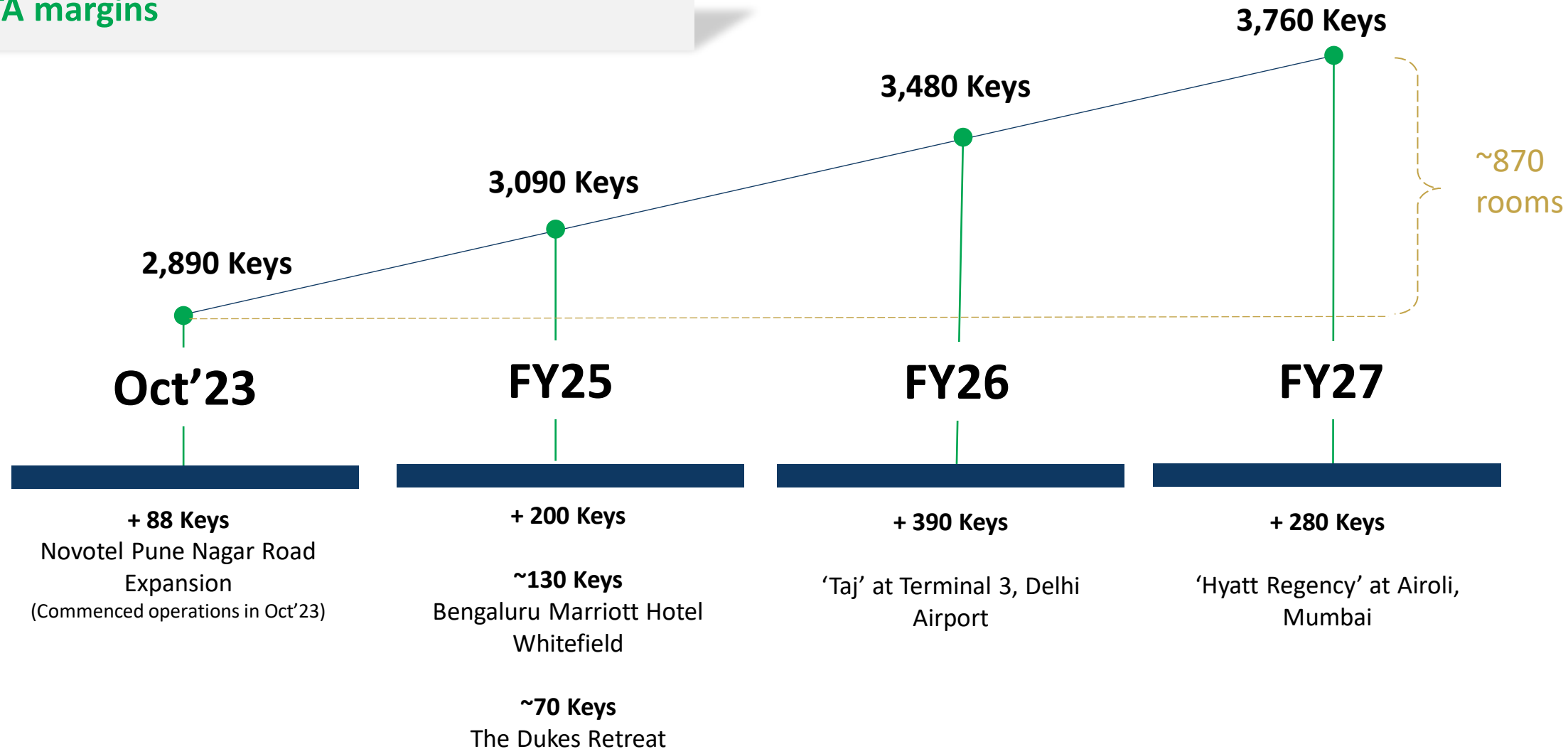
Pipeline right on track

	New Rooms/ Leasable area	Location	Completion update
The Dukes Retreat Rennovatin & Expansion Existing rooms – 80	~70 New	Lonavala	Q3 FY25
Bengaluru Marriott Hotel Whitefield Expansion Existing rooms – 391	~130 rooms	Bengaluru	Q4 FY25
Taj at Delhi International Airport	~390 rooms	New Delhi	FY26
Hyatt Regency at Airoli, Navi Mumbai	~280 rooms	Mumbai	FY27
CIGNUS Whitefield Bangalore® Tower 2	0.3 msf	Bengaluru	Ready for handover to tenants from Q3 FY24
CIGNUS Powai® Tower 1	0.8 msf	Mumbai	Ready for handover to tenants from Q3 FY24
CIGNUS Powai® Tower 2	0.8 msf	Mumbai	FY27



Hospitality: Announced pipeline

~30% of the additional room capacity is on existing assets which is expected to yield high EBIDTA margins

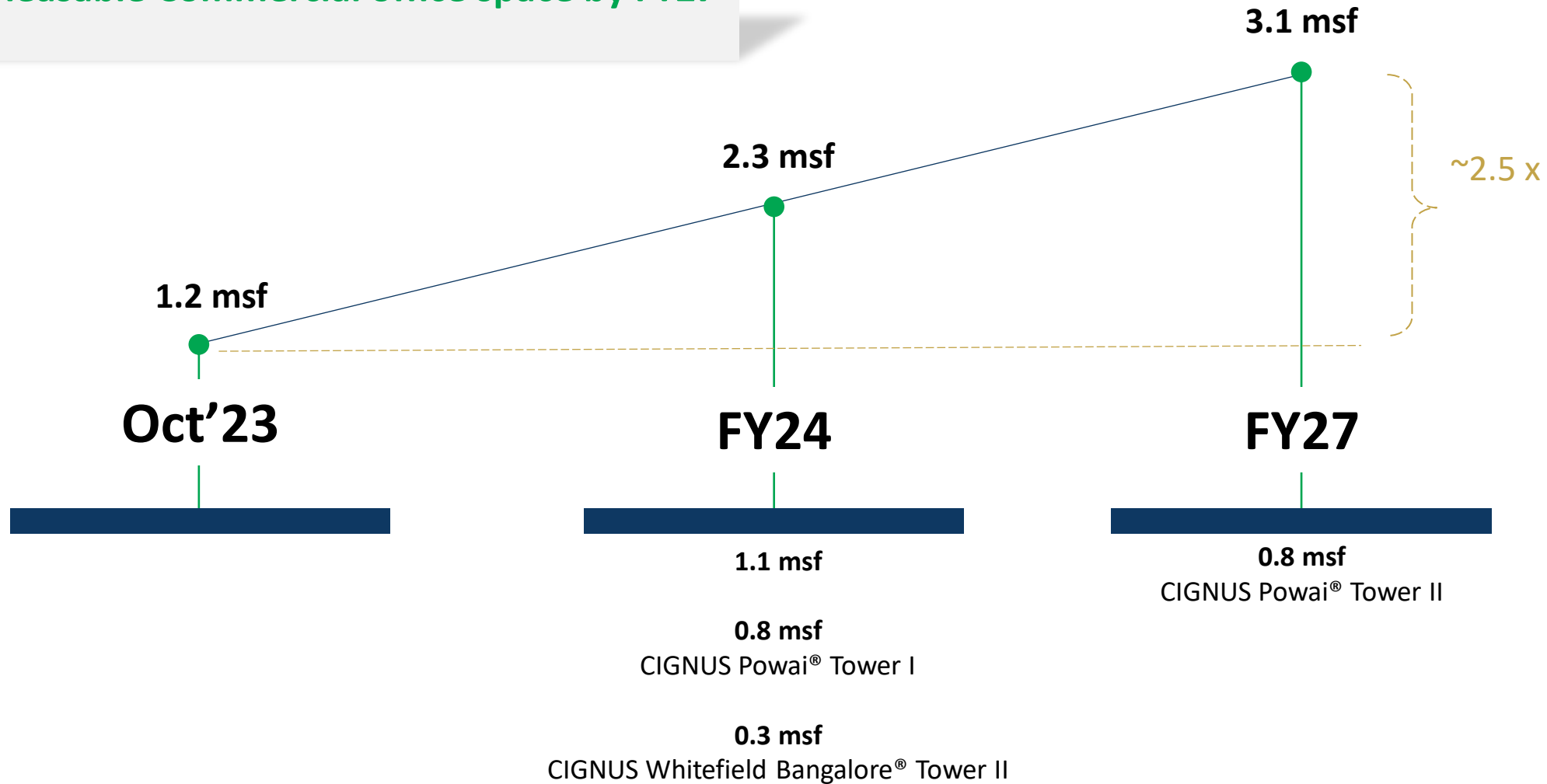




Rental/Annuity: Announced pipeline

Strategic Risk Hedge

3.1 msf leasable Commercial office space by FY27





Real-estate Development in Bengaluru



A luxury residential offering by K Raheja Corp Homes at Koramangala, Bengaluru.



As of Oct '23	(lac Sqft)	No of Units
Residential	8.5	321
Sold	3.1	88
Unsold	5.4	233
Commercial	1.5	

9

Residential Towers
close to completion
10 Floors each

2

New Residential
Towers
11 Floors each

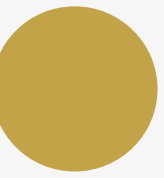
Rs 3,750 mn

Pending cost of
completion by FY26

1

Commercial Tower
For Strata Sale

OC received for 4 towers, Sales commenced for the same



ABOUT CHALET



Hospitality: Existing Portfolio

MUMBAI



JW Marriott Mumbai Sahar
588 Keys



The Westin Mumbai Powai Lake
600 Keys



**Lakeside Chalet, Mumbai -
Marriott Executive Apartments**
173 Keys



**Four Points By Sheraton Navi
Mumbai, Vashi**
152 Keys

PUNE



Novotel Pune Nagar Road
311 Keys

LONAVALA



The Dukes Retreat, Lonavala - 80 Keys
(Under pipeline – 70 Keys)

HYDERABAD



The Westin Hyderabad Mindspace
427 Keys



The Westin Hyderabad HITEC City
168 Keys

BENGALURU



Bengaluru Marriott Hotel Whitefield - 391 Keys
(Under pipeline – 130 Keys)



Rental/Annuity: Existing Portfolio

MUMBAI



The Orb - Retail & Office Tower
0.5 Mn Sq. ft.

BENGALURU



CIGNUS Whitefield Bangalore® Tower I
0.66 Mn Sq. ft.

(Under Pipeline: CIGNUS Whitefield Bangalore®
Tower II - leasable area ~0.3 msf)



Our Success story



78% of Renewable electricity as on FY23

ELECTRICITY CONSUMPTION



100%

Recycled wet waste through Organic Waste Composters

Recycling of waste water

Rainwater harvesting system

WASTE MANAGEMENT



EV charging stations operational at 7 properties

GREEN BUILDINGS



USGBC LEED Gold certification for 4 properties



22%

Women in workforce as on 30 September 2023

DIVERSITY AND INCLUSION



97%

of material sourced locally for capital expenditure in FY23

VALUE CHAIN



57%

independent directors

STRONG GOVERNANCE



*Base year is FY20

#Except Novotel, Pune. It partially uses treated water for horticulture, cooling tower and cleaning purposes



Climate Change Actions

First hospitality company globally to sign up for all the three initiatives of The Climate Group



The Company sourced 78% of its electricity from renewable sources in FY23 to facilitate the commitment of moving to 100% renewable energy by FY 2030-31.



The Company is strategically investing in technology and IoT-enabled solutions such as Digital check-ins, Mobile key, Building Management System, IOT system for HVAC to address reduction in energy consumption.



7 of our operational assets are equipped with EV charging points accessible to both employees and visitors.



Chalet Hotels is a signatory to the 'G20 Business Letter' urging G20 governments to commit to clear, 1.5°C-aligned roadmaps.



Confederation of Indian Industry



Chalet Hotels has joined the Advisory Board of CII-IBBI that develops and provides inputs on the interface of industry with biodiversity conservation and sustainable management of ecosystem services.



Chalet is a member at **United Nations Global Compact** and the Company is committed to integrating UNGC's Principles into the organizational culture and ensuring building a greener sustainable future



Profit & Loss Statement – 5 Year trend

Particulars (Consolidated) (in Rs. Mn)	FY23*	FY22	FY21	FY20	FY19
ADR	9,169	4,576	4,040	8,482	8,210
Occupancy	72%	51%	30%	71%	77%
RevPAR	6,605	2,355	1,214	6,022	6,283
Total Income	11,780	5,297	3,075	10,087	10,348
Total Expenditure	6,757	4,093	2,785	6,380	6,680
EBITDA from continued operations	5,023	1,204	290	3,708	3,668
<i>Margin%</i>	<i>43%</i>	<i>23%</i>	<i>9%</i>	<i>37%</i>	<i>36%</i>
Adjusted EBITDA from continued operations	4,760 #	1,099	325	3,708	3,668
<i>Adjusted Margin%</i>	<i>41%</i>	<i>22%</i>	<i>11%</i>	<i>37%</i>	<i>36%</i>
Profit/ (Loss) before income tax	2,728	-1,534	-2,446	1,008	-183
Tax Expense	895	-720	-1,092	12	-107
Profit/(Loss) for the year	1,833	-815	-1,391	996	-76
Other comprehensive (expense)/income	-4.64	1.50	0.28	-11	-8
Total comprehensive Income	1,828	-813	-1,391	985	-84
EPS (Rs.)	8.94	-3.98	-6.78	5.01	-0.43

#Excluding: Rs 263 mn as "Other Income" on account of change in the estimated cash outflows for redemption of 0% NCRPS with respect to the Koramangala Project PAT Includes profits/losses from discontinued operations

*Revised post merger



Balance Sheet – 5 Year trend

Particulars (in Rs. Mn)	FY23*	FY22	FY21	FY20	FY19
Inventory					
Hotels	8	7	7	7	6
Rooms	2,634	2,554	2,554	2,554	2,311
Capital Employed	38,531	35,821	32,276	32,816	28,348
Investments#	5,985	3,489	1,433	3,277	656
Net Worth	15,415	13,410	14,329	15,492	14,469
Net Debt (Excl. Pref Capital & ICD from Promoters)	24,368	22,338	18,711	16,570	14,472
Net Debt to Equity Ratio	1.67	1.76	1.4	1.2	1.0
Cost of Debt	8.8%	7.5%	8.0%	9.2%	9.4%
Cash Flow from operations	4,769	622	602	2,564	3,603

Investments includes capex spent during the year and acquisitions

* Revised post merger



Thank You



Chalet Hotels Limited

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