

November 11, 2019

BSE Limited  
Corporate Relationship Department  
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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

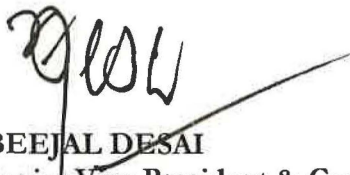
## Press Release

Dear Sirs,

Further to our letter of date intimating the Financial Results of the Company for the quarter/half year ended September 30, 2019, enclosed is a copy of the Press Release on the same for your records.

Kindly acknowledge receipt.

Yours sincerely,



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

Encl : a/a

**THE INDIAN HOTELS COMPANY LIMITED**

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REGD Office: Mandlik House, Mandlik Road, Mumbai 400 001, Maharashtra, India [www.theindianhotels.com](http://www.theindianhotels.com)

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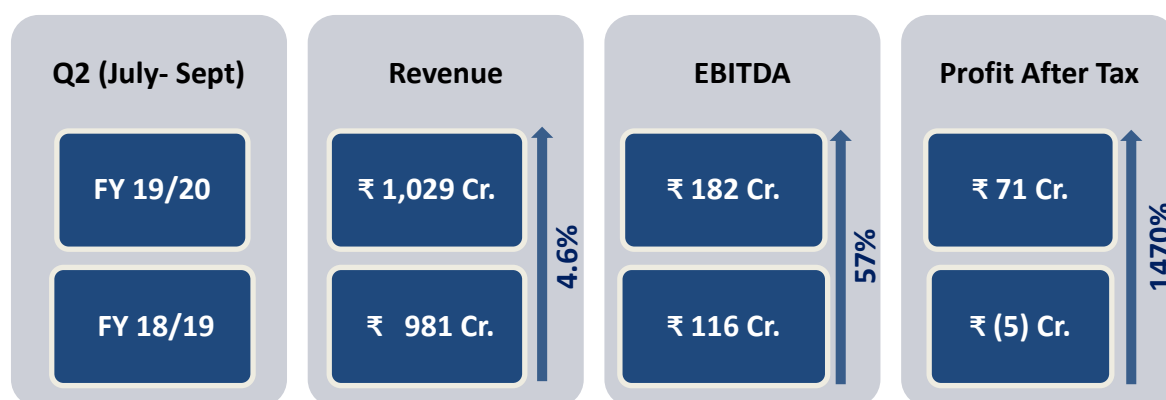
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**IHCL REPORTS RS. 71 CRORE PAT FOR Q2 FY 19-20**  
**Both Absolute EBITDA and EBITDA Margin Highest in the Last 10 Years in Q2 FY 19-20**

- EBITDA for Q2 at Rs. 182 crores highest, in the last 10 years
- EBITDA margins for Q2 FY at 17.65%, highest in the last 10 years
- Consistent margin expansion achieved in the preceding six quarters
- Signs a record 14 hotels with an inventory of approximately 2000 rooms in the first half of this year
- Opens 4 hotels in H 1 this year and on track to open 12 hotels for FY 19-20
- Taj Lake Palace, Udaipur and Rambagh Palace, Jaipur honoured as “The Best Hotels in the World” in the prestigious Conde Nast Traveller Readers’ Choice Awards 2019 UK & US

**Mumbai, November 11, 2019:** [The Indian Hotels Company Limited \(IHCL\)](#), South Asia’s largest hospitality company reported its Consolidated and Standalone financials for the second quarter and half year ending September 30<sup>th</sup> 2019.

**KEY CONSOLIDATED FINANCIAL RESULTS FOR THE QUARTER ENDING SEPTEMBER 30<sup>th</sup> 2019:**



Financials reported for 2019/20 are in line with the new accounting lease standards (Ind AS 116), effective 1<sup>st</sup> April 2019.

**Commenting on the performance, Mr. Puneet Chhatwal, Managing Director and Chief Executive Officer, IHCL said,** “In line with Aspiration 2022, IHCL has now consistently delivered on all key metrics in the last six consecutive quarters. The Company signed a record 14 hotels without any investment, across all its brands. It also is a matter of pride that two iconic Taj Hotels made it to the World’s Ten Best Hotels.”

The company opened four new hotels in the first half of the year – Taj Hotel & Convention Centre, Agra; Cidade de Goa; Ginger Dwarka and Ginger Sanand.

**Mr. Giridhar Sanjeevi, Executive Vice President and Chief Financial Officer, IHCL said,** “The Company crossed the Rs. 1,000 crores revenue mark in Q2 FY 19-20 for the first time ever in any Quarter 2 as well as Rs. 2,000 crores for H1 19-20.

## KEY HIGHLIGHTS

- The 14 signings in H1 for new hotels included three Tajs, five Vivantas, one SeleQtions and five Gingers
- The 4 hotels opened in H1 this year are – Taj Hotel & Convention Centre, Agra; Cidade de Goa; Ginger Dwarka and Ginger Sanand
- The company signed 6 bungalows to Ama Stays & Trails across multiple locations, including new leisure destinations. It also opened two charming villas in Candolim, Goa
- In line with offering our guests a re-imagined experience, IHCL partnered with Ab InBev, the world's leading brewery, exclusively to launch a chain of premium microbreweries within its marquee hotels across key locations in India. This industry first partnership will jointly invest Rs. 150 crores over the next 5 years, with plans to open 15 microbreweries. The first microbrewery is slated to open at Taj MG Road, Bengaluru by March 2020
- 20% of the Ginger portfolio has now been repositioned in the lean-luxe segment
- The Company relaunched its iconic business club, The Chambers, and the new value proposition will offer a host of enhanced privileges and benefits
- IHCL announced the launch of its new salon brand, niu&nau. The unisex salons will present a re-imagined experience. The first niu&nau opened at Taj Lands End. The brand will be introduced at 10 more locations by the end of 2020
- In keeping with our 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 the 'Ginger Leadership Program' in partnership with the Institute of Hotel Management-Aurangabad (IHM-A) to enable IHM-Aurangabad students to accelerate career growth

## AWARDS AND RECOGNITION

- **Condé Nast Traveler Readers' Choice Awards 2019 – UK & US | October 2019**
  - 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
- **National Tourism Awards 2017-2018 by the Ministry of Tourism, and Government of India** – Rambagh Palace, Jaipur awarded the Best Five Star Deluxe Hotel | September 2019
- **Quilon, London** – Awarded the Michelin star for the 13th consecutive year in the Michelin Guide 2020
- **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. 2019 marks Campton Place Restaurant's tenth consecutive year as a Michelin-starred restaurant | June 2019
- **Travel + Leisure World's Best Awards** - Taj Lake Palace, Udaipur was recognized in the categories of 'Top 100 Hotels in the World', 'Top 15 Resort Hotels in Asia' and 'Top 5 India Resort Hotels' at the annual T+L World's Best Awards.
- **Conde Nast Traveller Hot List 2019** – Taj Exotica Resort & Spa, Andamans featured on Conde Nast Traveller's coveted 'Hot List' and was recognized as one of the best new hotels in the world
- **HICSA Hotels of the Year Awards** – Taj Aravali Resort & Spa, Udaipur was awarded in the Luxury/Upper Upscale hotel category

# IHCL

## 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, [SeleQtions](#), a named collection of hotels, [Vivanta](#), sophisticated upscale hotels and [Ginger](#) which is revolutionizing 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 190 hotels including 38 under development globally across 4 continents, 12 countries and in over 80 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](http://www.ihcltata.com); [www.tajhotels.com](http://www.tajhotels.com);

[www.seleqtionshotels.com](http://www.seleqtionshotels.com); [www.vivantahotels.com](http://www.vivantahotels.com); [www.gingerhotels.com](http://www.gingerhotels.com)

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