



Press Release

CHALET HOTELS LIMITED REPORTS Q2FY20:

PBT OF RS. 200 MN COMPARED TO Rs. (286) MN YOY

STEADY INCREASE IN REVPAR TO RS. 5,802 COMPARED TO Rs. 5,672 YOY

HEALTHY EPS AT Rs. 0.5 PER SHARE COMPARED TO Rs. (0.73) PER SHARE (not annualised)

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

Chalet Hotels Ltd.’s **total income for Q2FY20 stands at Rs. 2,405 Mn** as compared to Rs. 2,572Mn and **EBITDA at Rs. 867 Mn** as compared to Rs. 541 Mn, in the previous year same quarter. For the previous year, EBITDA includes exchange loss of Rs. 389 Mn (current year – NIL).

Profit Before Tax (PBT) grew to Rs. 200 Mn as compared to Rs. (286) Mn in the previous year same quarter, indicating a **positive growth** as a result of healthy capital structuring and tight cost control.

Profit After Tax (PAT) grew to Rs. 103 Mn as compared to loss of Rs. (125) Mn in the previous year same quarter.

RevPAR increased by 2% to Rs 5,802 as compared to Rs 5,672 for the same quarter last year.

Chalet Hotels Ltd.’s Hotel platform comprises **five operating hotels** and a **hotel with a co-located serviced residence**. Chalet Hotels Ltd.’s assets are currently branded with global partners like JW Marriott, Westin, Marriott, Marriott Executive Apartments, Renaissance and Four Points by Sheraton, which are part of the Marriott Group.

Segmental Performance Q2 FY20:

- Segmental revenue for hospitality was **Rs. 2,046 Mn** for the quarter, with the segmental profit margin before interest depreciation and tax at **Rs. 749 Mn** with **margins at 36.6% led by sluggish overall demand environment**
 - **ADR** for the quarter stood at **Rs 7,815 higher by 3%** from the same quarter last year
 - **Occupancy** for the quarter was at **74.2%** as compared to **74.6%** in the previous year same quarter



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- **Revenue for Retail & Commercial Segment** was at **Rs. 307 Mn (Straight Line Impact on lease Rentals Rs 202 Mn)** compared to **Rs. 105 Mn** in the previous year same quarter with the segmental profit margin before interest depreciation and tax at **72%**.
 - The retail F&B hub, **The Orb** now has 15 outlets open as of Oct 2019
 - Office Tower at Sahar has successfully achieved Phase 1 of occupancy and is currently two-third occupied

H1FY20 performance:

Total income for H1FY20 stands at **Rs. 4,867 Mn** as compared to Rs. 5,028 Mn and **EBITDA at Rs. 1,721 Mn** as compared to Rs. 1,412 Mn, in the previous year same quarter. For the previous year, EBITDA includes exchange loss of Rs. 389 Mn (current year – NIL).

Sharing his views on the quarter performance, Mr. Sanjay Sethi, MD & CEO, Chalet Hotels Limited, said, *“Chalet Hotels Ltd.’s focus on growth coupled with sectoral demand supply arbitrage has provided for continuous ADR growth and steady occupancy. The hotels have countered economic headwinds to deliver a stable performance. A close watch on efficiency and productivity led to effective control on overheads.*

The recent cut on GST rate for the hospitality sector augurs well for the demand environment, while the lowering of corporate tax rates provides a much-needed boost to the overall economy. We continue to remain prudent in our cost management and capital structuring, as we remain committed to deliver stakeholder value with a special focus on sustainable growth.”

Development pipeline for Chalet Hotels Ltd.:

- It has a developmental pipeline of **~580 keys** across **3 hotel projects** in the markets of Mumbai Metropolitan Region and Hyderabad
- In line with our strategy to optimally utilize available land, the Company has embarked on **2 commercial projects** with an area of **~1.1 mn sqft** in Mumbai and Bengaluru adjoining its existing hotels



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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 and Bengaluru. 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

For further details please contact:

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