

“IHCL will scale to a 100-hotel portfolio by 2030!”

Commenting on the full-year performance, Puneet Chhatwal, Managing Director & CEO of IHCL, said, “IHCL achieves its key goals under Ahvaan 2025 well ahead of time with a full-year consolidated EBITDA margin of 33.7%, a portfolio of 300+ hotels, and a cash position of INR 2,206 crores. Q4 FY24 marked eight consecutive quarters of record financial performance, driven by double-digit revenue growth in same-store hotels, incremental revenue from not like-for-like hotels, and the scaling of new businesses. With 53 signings in FY2024, IHCL achieved a portfolio of 310 hotels, enabled by attaining scale in each of our brands and forming strategic alliances in new market segments.”

He added, “Looking ahead to FY2025, IHCL will continue to deliver double-digit revenue growth, with new businesses at 30% and the opening of 25 hotels. IHCL will also introduce the re-imagined Gateway, a full-service hotel offering in the upscale segment, an ideal fit to capture growth opportunities in emerging micromarkets in metros and Tier II and Tier III cities. The brand roll-out, starting with 15 hotels, will commence with launches in Bekal and Nashik this quarter, followed by destinations like Bengaluru, Thane, and Jaipur. The brand will scale to a 100-hotel portfolio by 2030.”

“Investing in our competitive advantage of optimising the balance between operating leverage and fee-based business, IHCL has commenced a five-year capital deployment plan from FY2023 to FY2027 totaling INR 3,500 crores towards key asset upgradation, building capabilities, and select new projects. This includes strengthening our digital capabilities with new brand website launches starting May 2024, the implementation, of a new ERP system, and Data Lake for advanced analytics with AI/ML capabilities.”

Giridhar Sanjeevi, Executive Vice President and Chief Financial Officer of IHCL, said, “The resilience of our business model over eight consecutive

quarters is reflective of the robust fundamentals of a diversified topline, a balanced portfolio, prudent capital allocation and a sharp focus on driving operating flow thorough. This sustained performance has led to an all-time high IHC consolidated turnover of INR 6,952 crores, a 17% growth YoY and a 100-basis point expansion in EBITDA margin at 33.7%.”

He added, “The buoyancy of domestic demand drove a 20% growth in IHCL’s standalone revenue at INR 4,590 crores, EBITDA margin of 41.3% an expansion of 200 basis points leading to a record PAT of INR 1,095 crores.