

## **Chalet Hotels' hospitality revenue rises 20% in FY25, EBITDA at 47.8%**

Chalet Hotels Limited has reported strong financial results for FY25, driven by a stellar performance in both its hospitality and commercial real estate segments. The company posted a total income of INR 17.5 billion, marking a 22% year-on-year increase.

### **Hospitality Segment Performance**

In Q4 FY25, revenue from the hospitality segment grew 20% to INR 4.6 billion, fueled by strong operational metrics:

- Average Room Rate (ARR) surged 21% to INR 14,345
- Occupancy rose to 76%
- Full-year hospitality revenue crossed INR 15 billion
- Segment EBITDA margin stood at 45%, one of the highest in the industry

### **Commercial Real Estate Momentum**

The company's commercial portfolio also delivered robust growth:

- Rental income rose 75% in Q4 to INR 619 million
- EBITDA increased 83% to INR 498 million
- EBITDA margin for the segment was an impressive 80.4%

### **Strategic Expansion in High-Growth Markets**

Chalet Hotels continued its strategic push into the luxury leisure segment:

- Announced a binding term sheet for acquiring Lakeview Mercantile Company Private Limited, securing 15+ acres of beachfront land in North Goa with potential for a 170-room luxury resort

- Acquired The Westin Resort & Spa, Himalayas — a 141-room luxury retreat in Rishikesh — strengthening presence in the spiritual and wellness tourism space

Dr. Sanjay Sethi, Managing Director & CEO, commented:

“This year, we crossed a significant milestone with INR 15 billion in hospitality revenue and a strong 45% EBITDA margin, driven by operational excellence and strategic execution. Our expansion into Goa and Rishikesh reflects our focused approach to portfolio diversification and tapping into India’s fast-growing leisure tourism market.”

### Commitment to Sustainability

Chalet Hotels’ sustainability performance was recognised with:

- A Dow Jones Sustainability Index (DJSI) score of 67
- A CDP “B” score for both Climate Change and Water Security

The company remains committed to its growth trajectory with upcoming projects in Khandala and Delhi, and a continued focus on leisure-led hospitality, sustainable development, and high-margin asset management.