

## **ITC Hotels crosses 150-hotel milestone as expansion accelerates**

ITC Hotels delivered a strong performance in Q3, driven by robust revenue growth supported by higher occupancy levels and rising average daily rates (ADR) across key markets. According to the company's financial statement, targeted digital distribution strategies, focused marketing campaigns, and loyalty-led initiatives played a critical role in scaling revenues across priority locations.

### **Room revenue up 12%, led by corporate, weddings and MICE**

Room revenues for the quarter increased by 12%, underpinned by strong demand across Corporate, Wedding, and MICE segments. ADR rose 9%, while occupancy improved by 290 basis points, resulting in consolidated RevPAR growth of 13%. The company also sustained a RevPAR premium of 48% over the industry, underscoring strong brand equity and consistent service delivery.

### **F&B revenue grows 8% on banqueting momentum**

Food and Beverage revenue recorded an 8% year-on-year increase, led largely by banqueting demand and continued strength in weddings and corporate events. The company attributed this growth to enhanced guest engagement through innovative culinary concepts and elevated dining experiences.

### **EBITDA margin expands to 39%**

EBITDA margin for the quarter stood at 39%, expanding by 110 basis points on a comparable basis. Margin improvement was supported by growth across Rooms and F&B, higher management fees, sustained cost optimisation initiatives, and improved operating leverage.

### **Renovations completed to enhance guest experience**

Active Asset Management continued to remain a strategic focus. By early October, planned renovations across key properties were completed, aimed at

upgrading amenities, refreshing design elements, improving product quality, and driving higher realisations through an enhanced guest experience.

### Colombo mixed-use development gains momentum

ITC Ratnadipa and Sapphire Residences continued to scale positively in Colombo, Sri Lanka. The hotel maintained market leadership in RevPAR and turned EBITDA positive for the nine-month period ended 31 December 2025. A key milestone was achieved with the commencement of apartment handovers during the quarter, reflecting steady progress in the residential segment.

Sri Lanka's macroeconomic environment also remained supportive, with Real GDP growth of 5.4% in Q2 FY26 and inflation contained at 2.1% during October–December 2025. Tourism momentum remained strong, with foreign tourist arrivals reaching 2.4 million in CY2025.

### Premium 5-star hotel planned at Yashobhoomi, Dwarka

India International Convention and Exhibition Centre Limited (IICC Ltd) allotted a land parcel at Yashobhoomi, Dwarka to the company for the development and operation of a premium 5-star hotel under a 91-year lease. The proposed property will feature contemporary banqueting facilities and signature cuisine offerings, strengthening Yashobhoomi's positioning as a global convention and marquee events destination. Construction is expected to be completed by 2030.

### Expansion accelerates under Asset-Right strategy

Aligned with its Asset-Right growth strategy, ITC Hotels continued to expand through partnerships with asset owners, with a focus on Tier II and Tier III cities where demand for premium hospitality is rising. During the quarter, new hotels were operationalised in Bodh Gaya, Rishikesh, Siliguri, Sirmaur, Dungarpur, and Jaipur.

In CY2025, the company signed 28 hotels comprising 2,790 keys, marking 26% growth over CY2024. During the quarter, ITC Hotels crossed a significant milestone of over 150 operational hotels with more than 14,000 keys.

### Sustainability leadership reinforced with global recognition

During the quarter, ITC Hotels was recognised as the World's Leading Sustainable Organisation and World's Leading Sustainable Employer at the World Sustainable Travel & Hospitality Awards 2025. ITC Narmada, Ahmedabad and Welcomhotel Bhubaneswar also achieved LEED Zero Water certification, further strengthening the company's sustainability credentials.

ITC Hotels highlighted that it currently holds the highest number of LEED Platinum certified hotels globally, with 23 properties recognised by the US Green Building Council. It also remains the world's first hotel group with 12 LEED Zero Carbon certified hotels and 11 LEED Zero Water certified hotels.