

IHCL achieves a record signing of 42 hotels

The Indian Hotels Company Limited (IHCL) announced its consolidated financial results for the second quarter ending September 30, 2024, showcasing exceptional growth across key metrics.

Key Financial Highlights

Q2 FY25 (Post-TajSATS Consolidation)

- **Revenue:** ₹1,890 Cr (+28% YoY)
- **EBITDA:** ₹565 Cr (+40% YoY)
- **EBITDA Margin:** 29.9% (+2.7 pp YoY)
- **PAT:** ₹555 Cr (including ₹307 Cr exceptional gain; +232% YoY)

H1 FY25 (Post-TajSATS Consolidation)

- **Revenue:** ₹3,486 Cr (+16% YoY)
- **EBITDA:** ₹1,061 Cr (+23% YoY)
- **EBITDA Margin:** 30.4% (+1.7 pp YoY)
- **PAT:** ₹803 Cr (+106% YoY)

Puneet Chhatwal, Managing Director and CEO of IHCL, stated, “*The second quarter saw a robust demand revival, driving a 28% increase in revenue. Hotel segment revenue grew by 16%, resulting in the best-ever Q2 consolidated EBITDA margin of 29.9%.*”

He reaffirmed IHCL’s FY25 guidance of **double-digit revenue growth**, citing strong performance in new businesses, sustained same-store growth, and robust October results.

Strategic Milestones

- **Record Hotel Signings:** 42 hotels added, bringing the portfolio to 350 properties, with 14 hotels opened this year.
- **Landmark Partnerships:** IHCL will manage *The Claridges, New Delhi* from April 2025 and has acquired a majority stake in the *Tree of Life* brand, expanding its boutique leisure offerings.

- **Greenfield Projects:** Development of marquee properties in Aguada Plateau (Goa) and Shiroda (Maharashtra) progressing on schedule.

Operational Performance

- **Domestic Success:** Consolidated RevPAR for domestic same-store hotels grew by 12%, maintaining a premium of 66% over competitors.
- **International Portfolio:** Achieved 75% occupancy (up 600 bps) and 10% RevPAR growth.
- **Management Fee Income:** Grew 15% to ₹100 Cr, driven by new openings and portfolio growth.

New Businesses Highlights

- **TajSATS:** Delivered ₹254 Cr in revenue (+19% YoY) with a 24% EBITDA margin.
- **Ginger Hotels:** Achieved enterprise revenue of ₹150 Cr with a 42% EBITDAR margin. Ginger's portfolio now includes 100 hotels, 70 of which are operational.
- **Qmin & amā Stays & Trails:** Qmin expanded to 52 outlets, while amā's portfolio reached 227 bungalows, with 116 operational.

Sustainability Efforts (Paathya Framework)

- **Renewable Energy:** 38% of energy from renewable sources.
- **EV Infrastructure:** Installed 336 EV charging stations.
- **Water Recycling:** Over 45% of water recycled, with 55 bottling plants installed.
- **Skill Development:** Partnered with 37 skill centers across 15 Indian states.

Financial Insights from the CFO

Ankur Dalwani, EVP and CFO of IHCL, highlighted the company's operational efficiency and financial strength:

- **Standalone Revenue:** ₹1,125 Cr (+19% YoY), with an EBITDA margin of 38.6% (+390 bps YoY).
- **Cash Position:** IHCL Consolidated's gross cash stood at ₹2,460 Cr as of September 30, 2024.

Dalwani also noted the successful full consolidation of TajSATS, which contributed significantly to the quarter's profitability. Excluding exceptional items, IHCL's consolidated PAT grew by 48% YoY to ₹247 Cr.

Outlook

IHCL's continued expansion, focus on sustainability, and strategic partnerships ensure its position as an industry leader, with growth momentum expected to accelerate in the coming quarters.