



HOTELS • PALACES • RESORTS • SAFARIS

February 12, 2018

BSE Limited
Corporate Relationship Department
1st Floor, New Trading Ring,
Rotunda Building, P. J. Towers,
Dalal Street, Fort,
Mumbai - 400 001.
Scrip Code: 500850

National Stock Exchange of India Limited
Exchange Plaza
Bandra Kurla Complex
Bandra (E)
Mumbai 400 051
Scrip Code: INDHOTEL

Kind Attn: **Mr. S. Subramanian**
DCS- CRD

Dear Sirs,

Further to our letter of date intimating the Financial Results of the Company for the nine months ended December 31, 2017, enclosed is a copy of the Press Release on the same for your records.

Kindly acknowledge receipt.

Yours sincerely,



BEEJAL DESAI
Vice President - Legal & Company Secretary

Encl : a/a

THE INDIAN HOTELS COMPANY LIMITED

CIN: L74999MH1902PLC000183

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A **TATA** Enterprise

Press Release

For immediate publication

Q3 delivers a strong performance

6% Growth in Revenue Y-o-Y

7% Growth in EBITDA Y-o-Y

16% Growth in Profit After Tax Y-o-Y

Mumbai, February 12, 2018: Indian Hotels Company Ltd, a leading hospitality company in South Asia reported its Consolidated and Standalone financials for the third quarter ending, December 31, 2017.

CONSOLIDATED FINANCIAL RESULTS FOR QUARTER ENDING DECEMBER 31, 2017

- Revenue at ₹ 1,217 crore + 6% Y-o-Y
- EBITDA at ₹ 300 crore + 7% Y-o-Y
- EBITDA margins of 24.68%, an expansion of 0.20% Y-o-Y
- PAT at ₹ 108 crore + 16% Y-o-Y

Commenting on Q3 performance, Mr. Puneet Chhatwal, MD and CEO of IHCL said, *“For the third quarter our company demonstrated a good performance through enhanced revenues and cost optimization measures. During the year we have added and upgraded an inventory of over 1,300 rooms including our flagship hotel Taj Mahal Palace in line with our efforts to consolidate our positioning of being an iconic and profitable hospitality company.”*

Mr.Chhatwal added, *“The Industry is entering the strongest upcycle where demand is outpacing supply of rooms. We look forward to benefiting from this growth given our strong network of hotels in India and key gateway cities of the world.”*

Mr.Giridhar Sanjeevi, CFO said: *“As a consequence of balance sheet management initiatives combined with the recent successful rights issue, our debt to equity ratio of the company has reduced to 0.47 and it remains our focus to support growth while containing our leverage ratios.”*

KEY HIGHLIGHTS

- During the year, the Company opened six hotels (443 keys) under Ginger, the fastest growing brand in the budget lodging segment. These hotels are in some of India’s key markets like Mumbai, Gurgaon, Lucknow and Gujarat.
- Taj Exotica Resort & Spa, Havelock, Andamans, a luxury resort offering, opens in February 2018. Andamans is poised to be one of the top destinations to travel to in 2018, with its picturesque and idyllic virgin beaches. With the opening of this resort, IHCL’s position, as a pioneer in developing India’s tourism and having the largest network of leisure hotels gets further strengthened.
- Renovation of several of our landmark hotels including our iconic flagship hotel Taj Mahal Palace, Mumbai, Taj Lands’ End, Mumbai, Taj Bengal Kolkata, Taj Exotica Resort & Spa, Goa and Taj Fort Aguada Resort & Spa, Goa has been completed. This has delivered world class products, augmented in-room features, refreshed and vibrant culinary destinations.

AWARDS & RECOGNITION

PEOPLE CAPITAL INDEX

IHCL featured on the list of India's 50 Best Companies for Talent Satisfaction at the People Capital Index Awards

THE TELEGRAPH TRAVEL AWARDS

Taj Hotels Palaces Resorts Safaris was voted Best Hotel Group: Runner-Up at The Telegraph Travel Awards

TRIPADVISER TRAVELERS' CHOICE AWARDS

Umaid Bhawan Palace, Jodhpur was recognized as the Best Hotel in India; ranked number 2 in Asia and number 3 in the world's best hotels list

CONDE NAST TRAVELER USA

The Taj Mahal Palace, Mumbai and Taj Lake Palace, Udaipur featured on Conde Nast Travelers' Gold List

CONDE NAST TRAVELER US READERS' CHOICE AWARDS

Rambagh Palace, Jaipur, Umaid Bhawan Palace, Jodhpur and Taj Diplomatic Enclave, New Delhi featured on the list of 50 Best Hotels in the World

About The Indian Hotels Company Limited

Indian Hotels Company Limited (IHCL) and its subsidiaries, bring together a group of brands and businesses that offer an unrivalled fusion of warm Indian hospitality and world-class service. IHCL operates 142 hotels globally across 4 continents, 11 countries and 71 locations. Incorporated by the founder of the Tata Group, Jamsetji Tata, the Company opened its first hotel - the Taj Mahal Palace, in Bombay in 1903.

The iconic [Taj Hotels Palaces Resorts Safaris](#) is Indian Hotels Company Limited's (IHCL) flagship brand for the world's most discerning travellers seeking authentic experiences in luxury. The brand's unique hotel portfolio comprises world-renowned landmarks to modern business hotels, idyllic beach resorts to authentic grand palaces. [Vivanta by Taj](#) provides new generation travellers a contemporary and creative hospitality experience that matches their work-hard, play-hard lifestyles. [The Gateway Hotel](#) brand welcomes guests to a refreshingly enjoyable and hassle-free experience, anytime, everywhere, offering the highest consistency in quality, service and style. [Ginger](#), IHCL's revolutionary concept in hospitality for the budget segment in India is also its largest. Ginger Hotels are designed and operated with the ethos of providing reliable, safe and clean rooms that provide guests with a restful sleep experience coupled with a refreshing and reviving start to each day. Taj SATS Air Catering, a joint venture of the Indian Hotels Company, and SATS (formerly known as Singapore Airport Terminal Services), is the market leader in airline catering.

The Indian Hotels Company Limited (IHCL) is amongst South Asia's largest Indian hospitality company by market capitalization. It is primarily listed on the BSE and NSE.

Please visit www.tajhotels.com; www.gingerhotels.com

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For more information, please contact: Rakhee Lalvani | rakhee.lalvani@tajhotels.com