

ITC Hotels Limited
Corporate Office
ITC Green Centre
10 Institutional Area, Sector 32
Gurugram-122 001, Haryana, India
Tel.: 91 124 417 1717
Website: www.itchotels.com

15th May, 2025

The Manager
Listing Department
National Stock Exchange of India Ltd.
Exchange Plaza
Plot No. C-1, G Block
Bandra-Kurla Complex
Bandra (East)
Mumbai 400 051

The General Manager
Dept. of Corporate Services
BSE Ltd.
P. J. Towers
Dalal Street
Mumbai 400 001

Dear Sirs,

Audited Financial Results – Media Statement and Presentation

Further to our letter dated 15th May, 2025 forwarding the Audited Financial Results of the Company for the Quarter and Twelve Months ended 31st March, 2025, we now enclose a copy of the Media Statement issued by the Company and a presentation on the Company's financial performance for the aforesaid period for information of the investors.

Yours faithfully,
ITC Hotels Limited

Diwaker Dinesh
Company Secretary

Encl.: As above



Registered Office: Virginia House, 37 J. L. Nehru Road, Kolkata 700 071, West Bengal, India
Tel.: 91 33 2288 9371, Email: investorservices@itchotels.in
Corporate Identity Number: L55101WB2023PLC263914

Media Statement

May 15, 2025

Standalone Financial Results for the Quarter and Year ended 31st March, 2025

RECORD HIGH PERFORMANCE; HIGHEST EVER REVENUE AND PROFITS

- **Stellar performance in Q4 FY25: Revenue at ₹ 1017 cr. up 17% ; EBITDA margin expands to 40% up 350 bps and PAT at ₹ 264 cr. up 44%**
- **Full Year: Revenue at ₹ 3333 cr. and PAT at ₹ 698 cr.**
- **54 signings and 30 Hotel openings in last 24 months; robust pipeline across brands**

Demerger of Hotel business from ITC Ltd.: The Hotels business of ITC Ltd. was demerged into ITC Hotels Ltd. with effect from 1st January 2025. The Equity Shares of the Company successfully listed on the National Stock Exchange (NSE) of India Limited and BSE Limited on 29th January, 2025.

The figures for the comparative period ended 31st March, 2024, have been restated as if the Scheme of Arrangement ¹ had occurred from the date of incorporation of the Company i.e., 28th July, 2023, in accordance with the accounting treatment specified in the Scheme. Accordingly, the figures for the period ended 31st March, 2024 and year ended 31st March, 2025 include the results of the Company and the Demerged Undertaking transferred under the Scheme.

TRAILBLAZER IN RESPONSIBLE LUXURY

- **1st Indian hotel chain** to receive the prestigious **USGBC Leadership Award** for Organizational Excellence 2024.
- **‘ITC Hotels’ - a global exemplar** in sustainability takes immense pride with **largest** number of **LEED Platinum** certifications in the world wherein **23** of its hotels have this highest recognition; **12** hotels being **LEED® Zero Carbon** certified (first 12 in the world) and **8** hotels being **LEED® Zero Water** certified hotels (first 8 in the world).
- ITC Hotels has **surpassed the ‘2030 sectoral emission targets’** consecutively for four years and has also sustained 2050 emission level targets in line with COP 21 for 12 of its hotels.

MACRO ECONOMIC CONTEXT

The Indian economy remains a bright spot amidst a global slowdown and is expected to sustain its position as the fastest growing large economy. As per the second advance estimates released by MOSPI², India’s real GDP is projected to have grown by 6.5% in FY25 and is expected to grow at a similar pace in FY26.

The fundamentals of the Indian economy continue to remain healthy across sectors. The positive outlook is anchored on rising urbanisation, favourable demographics and sustained growth of the services sector, which

¹ The Hon’ble National Company Law Tribunal, Kolkata Bench, vide Order dated 4th October, 2024, approved the Scheme of Arrangement amongst ITC Limited and the Company and their respective Shareholders and Creditors under Sections 230 to 232 read with other applicable provisions of the Companies Act, 2013 (‘Scheme’) for demerger of the Hotels Business of ITC Limited (‘Demerged Undertaking’) into the Company on a going concern basis.

² Ministry of Statistics and Programme Implementation



ITC HOTELS LIMITED

are expected to continue driving expansion. As per the IMF, over the next 5 years, India's per capita GDP (Nominal) is expected to grow at a CAGR of 9.2%. A favorable demographic profile, steady domestic demand and rising consumption levels augur well for the hospitality industry in India.

Aggregate room demand in India is expected to grow ahead of supply. Further, potential for growth in foreign tourist arrivals (which still trail pre-pandemic levels by 12%) and Government's thrust on enhancing infrastructure and connectivity, boosting employment and promoting the tourism sector are expected to fuel growth in the Indian Hospitality industry.

PERFORMANCE HIGHLIGHTS

The Company is amongst the fastest growing hospitality chains in the country with **140+ properties** and **over 13,300 rooms** under six distinctive brands – 'ITC Hotels' in the Luxury segment, 'Mementos' in the Luxury Lifestyle segment, 'Welcomhotel' in the Upper Upscale & Upscale segment, 'Storii' in the Boutique Premium segment, 'Fortune' in the Mid-market to Upscale segment and 'WelcomHeritage' in the Leisure & Heritage segment.

The Company delivered a robust performance during the financial year 2024-25, anchored on its commitment to operational excellence and customer satisfaction.

- **Room Revenues** sustained its strong growth trajectory driven by **broad based performance across segments** including Retail, Contracted, Weddings and Crew
 - The ADRs at appx. ₹ 12500 and Occupancy at 73% saw robust year-on-year growth, supported by sustained demand across key markets and smart revenue management.
- **Food & Beverages (F&B) Revenue** also recorded **strong growth** driven by innovative culinary offerings and strategic refresh of certain key F&B outlets
 - Stellar performance in Banqueting and event catering, especially in wedding and institutional segments, reinforced F&B as a key pillar of the Company's business.
- **EBITDA margin expanded to 36% in FY25**, driven by higher RevPARs, growth in F&B revenue, higher management fees, structural cost interventions and operating leverage.
- **In line with the Company's 'asset-right' strategy**, a substantial part of the recent room additions have accrued through management and franchising contracts.
 - The strategy envisages driving growth while reducing capital intensity of operations by focusing on strong partnerships with asset owners, leveraging brand credentials and providing operational expertise. The Company's presence has expanded to Tier 2 and 3 cities, where demand for premium hospitality is rapidly increasing.
 - The Business continues to witness growing interest amongst property owners to partner with its iconic brands resulting in healthy generation of leads and pipeline of management contracts. The Company has a **robust pipeline of 50 Hotels with over 4500 keys** with high salience of brownfield assets and targets a portfolio of 220 operational hotels with over 20,000 keys by 2030.
 - The Company is also progressing investments towards scaling up its portfolio of owned hotel rooms. Construction of a **greenfield project at Puri** and a **new block at the existing Welcomhotel in Bhubaneswar are underway**. The Company's strategic land bank at **Visakhapatnam** is also being leveraged to develop a greenfield project to enhance its portfolio of owned hotels.
- The Company's first **international property ITC Ratnadipa³**, opened in April 2024 at Colombo, Sri Lanka. A jewel in the Colombo skyline that promises to enrich the tourism and hospitality landscape of Sri Lanka, the luxury property is poised to create the ultimate luxury hospitality experience for discerning business and leisure travellers. **The property turned EBITDA positive from the quarter ended December 2024.**
- Digital investments continue to be leveraged towards enhancing guest experience, facilitating guest acquisition, augmenting revenue generation and driving operational efficiency. During the year, the

³ A project undertaken by WelcomHotels Lanka (Private) Limited, a wholly owned subsidiary

Business continued to leverage its full stack **ITC Hotels App** for Food Delivery, Room & Table Reservations, Room automation and entertainment control, Loyalty Benefits, Exclusive Offers and more.

The Company recorded its best ever quarterly performance in Q4 FY25

- Revenue from Operations grew by 13%.
- Room Revenues increased 16% on the back of strong ADRs at appx. ₹ 15000 (14% growth) and buoyant occupancy levels at 79%; **RevPAR grew by 17%**.
- F&B Revenues grew 12% on the back of event catering and strong growth across outlets.
- EBITDA Margins at 40% expanded by 350 bps over LY

The Board of Directors, at its meeting on 15th May 2025, approved the financial results for the year ended 31st March 2025.



(Richa Sharma)

Head-Corporate Communications



ITC HOTELS LIMITED

Q4 & FY25 Results

CLUB  ITC





This presentation contains certain forward-looking statements including those describing the Company's strategies, strategic direction, objectives, future prospects, estimates etc. Investors are cautioned that "forward looking statements" are based on certain assumptions of future events over which the Company exercises no control. Therefore there can be no guarantee as to their accuracy and readers are advised not to place any undue reliance on these forward looking statements. The Company undertakes no obligation to publicly update or revise any forward-looking statements, whether as a result of new information, future events, or otherwise. These statements involve a number of risks, uncertainties and other factors that could cause actual results or positions to differ materially from those that may be projected or implied by these forward looking statements. Such risks and uncertainties include, but are not limited to: growth, competition, acquisitions, domestic and international economic conditions affecting demand, supply and price conditions, changes in Government regulations, tax regimes and other statutes, and the ability to attract and retain high quality human resource.



ITC HOTELS LIMITED

Launched in **1975**, we are
India's Pre-eminent
Hospitality Chain, embodying
the essence of Indian
Hospitality & Sustainability



140+
Hotels



90 +
Destinations



13,300+
Keys



6 Distinct
Hotel Brands



Iconic F&B Cuisine
and Brands



Strong
partnerships



Strong Sustainability
Credentials



Robust operational
performance



ITC Grand Bharat



Current Operating Footprint

140+ Hotels

13,300+ Keys

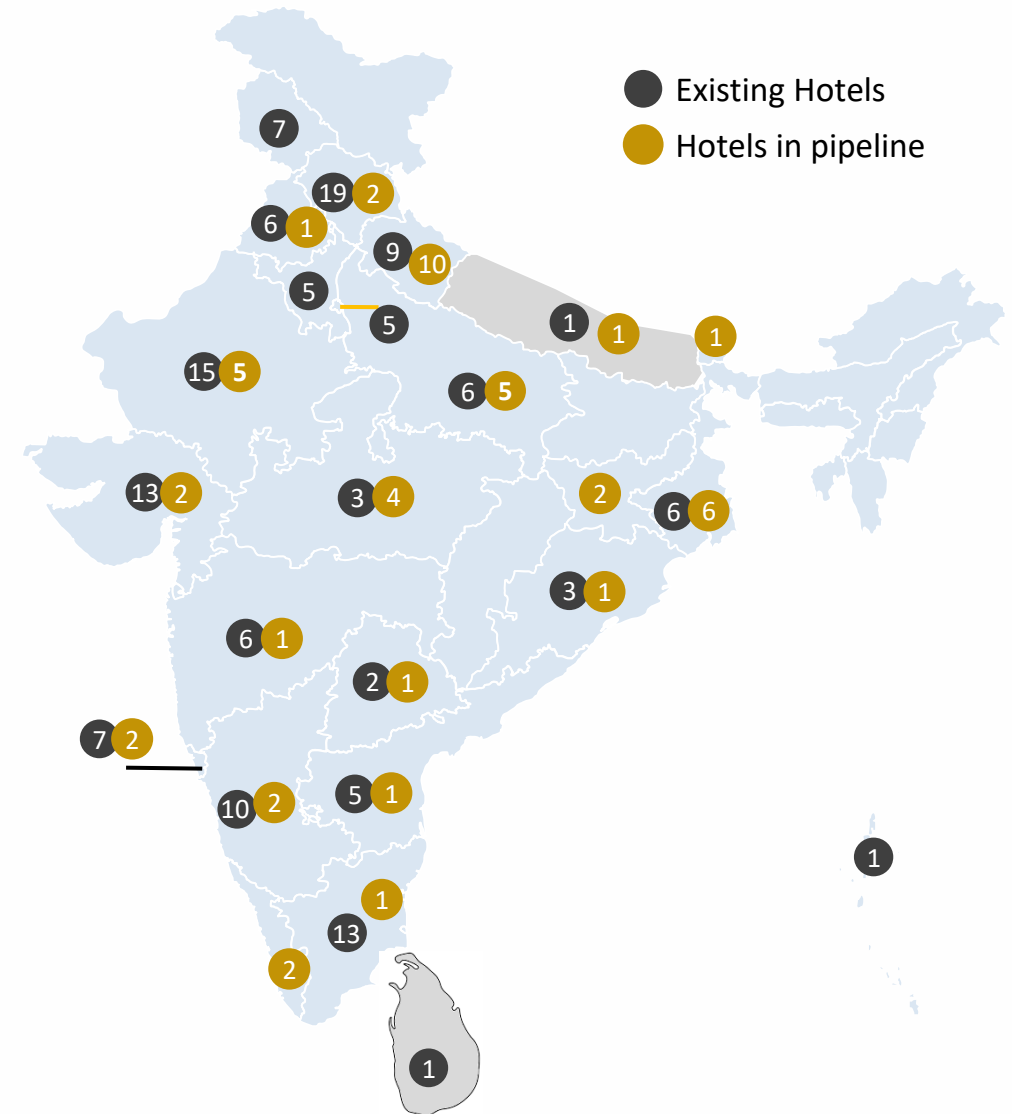
(Owned / Managed Mix By % Keys : 42% / 58%)

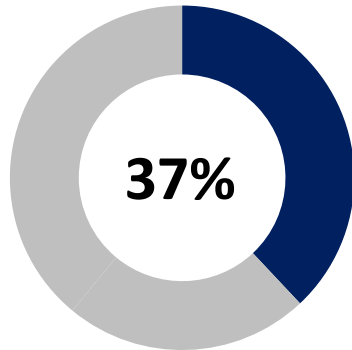
By 2030

220 Hotels

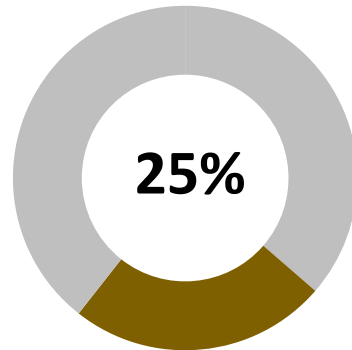
20,000+ Keys

(Owned / Managed Mix By % Keys : 30% / 70%)

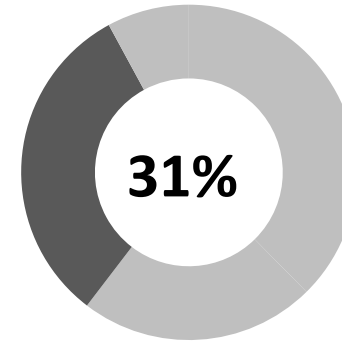




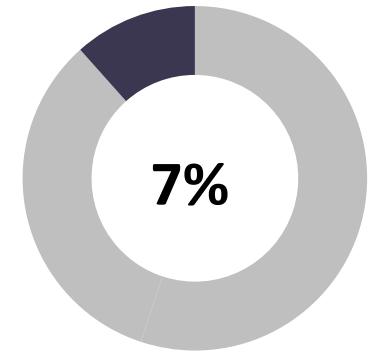
18 Hotels, 5000 Keys



35 Hotels, 3300 Keys



56 Hotels, 4100 Keys



34 Hotels, 1000 Keys



India's 1st Hotel Chain

to be awarded with

**USGBC Leadership Award for
Organizational Excellence 2024**



Trailblazer in Responsible Luxury

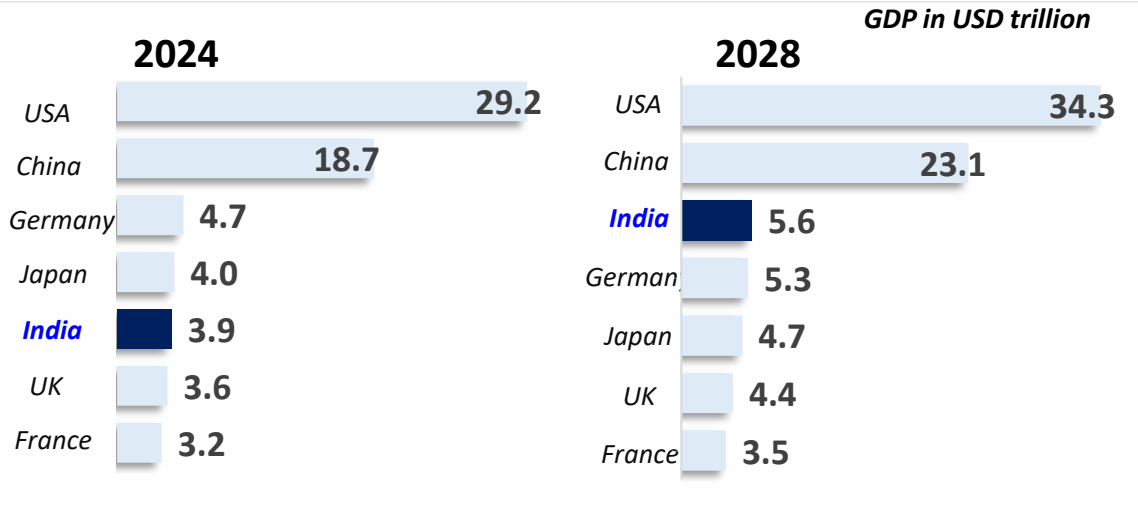


Macro-Economic Environment

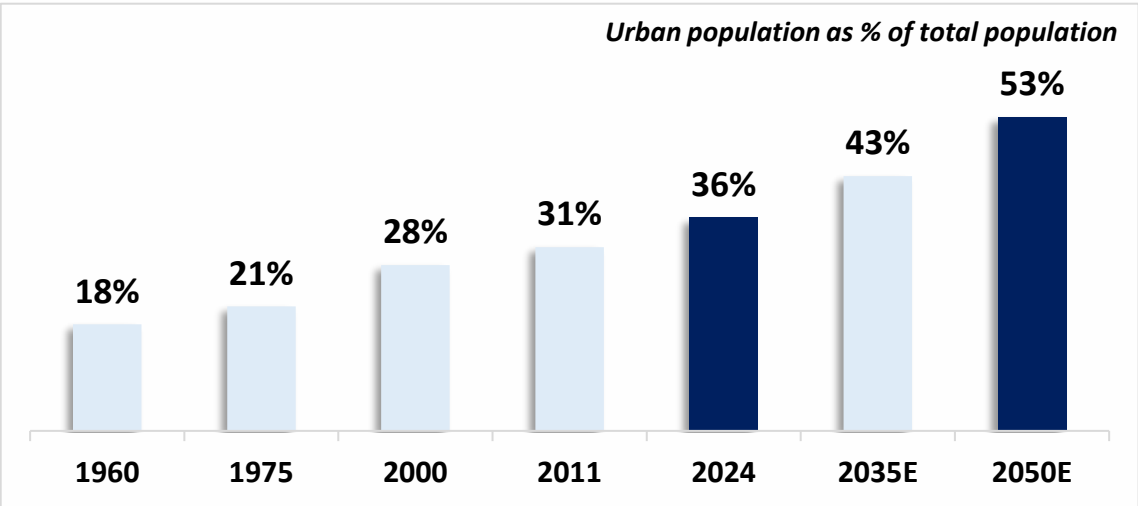




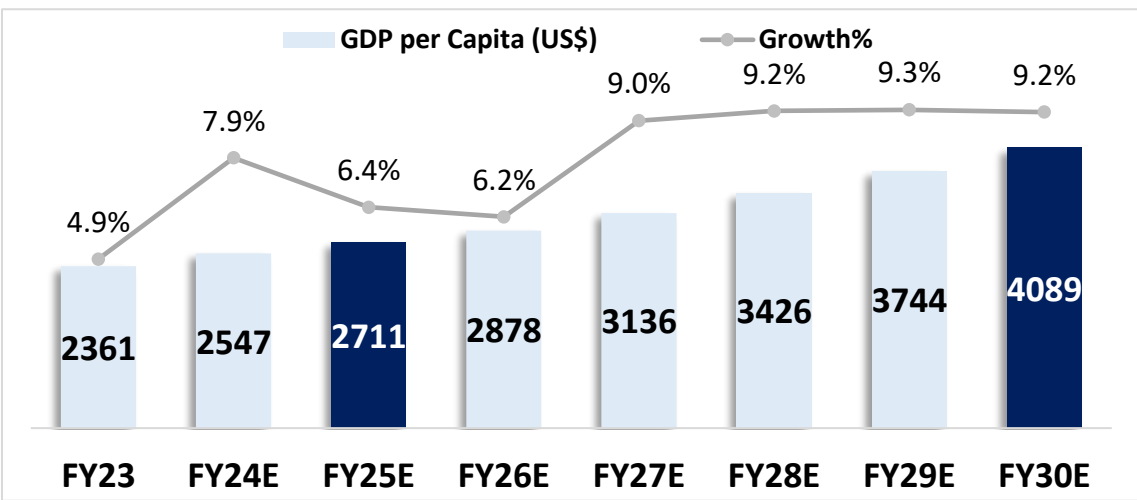
Fastest Growing Large Economy



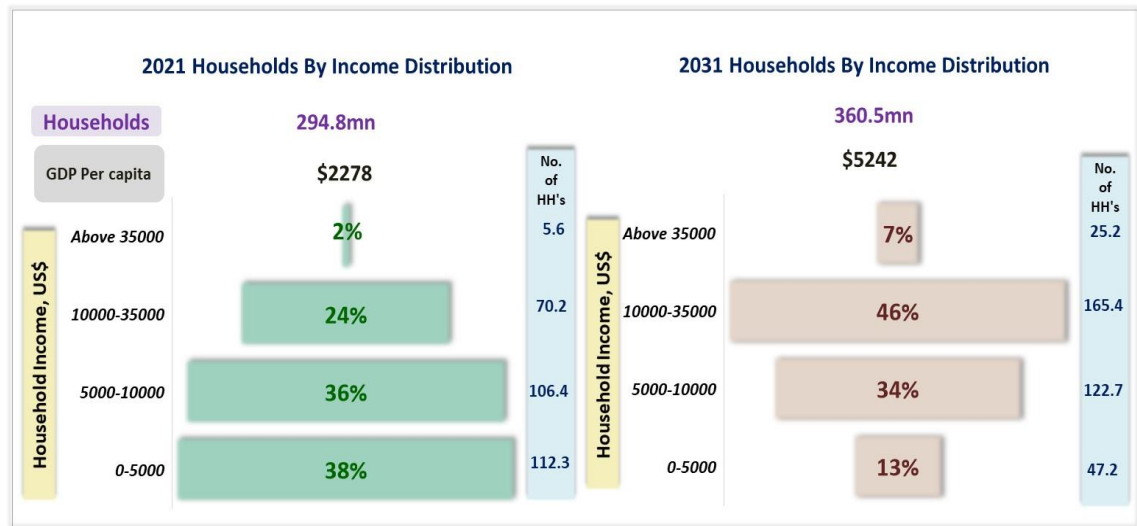
Rapid Urbanization



Rising incomes → Higher discretionary spending



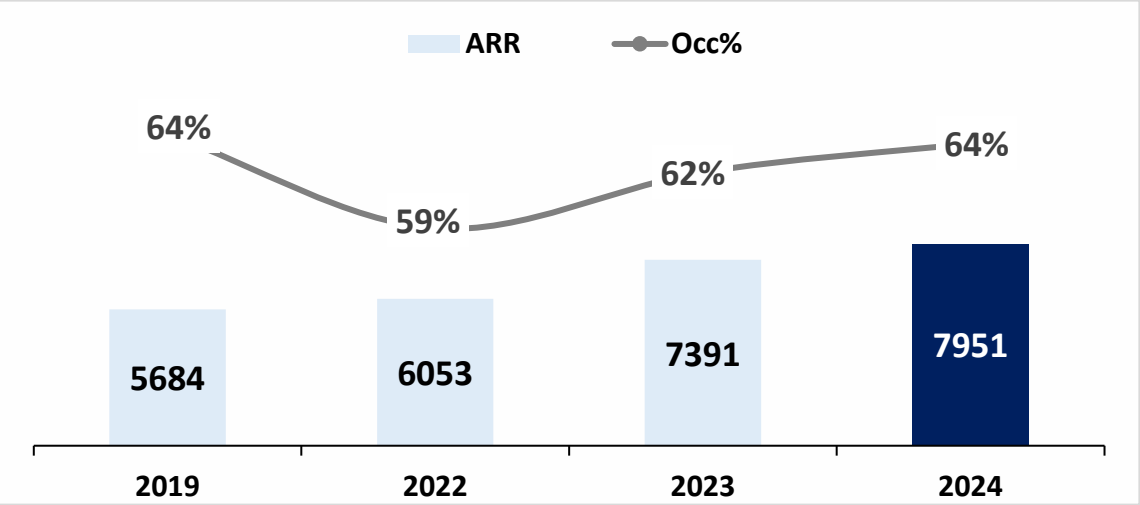
Affluent Households to grow 2.5x



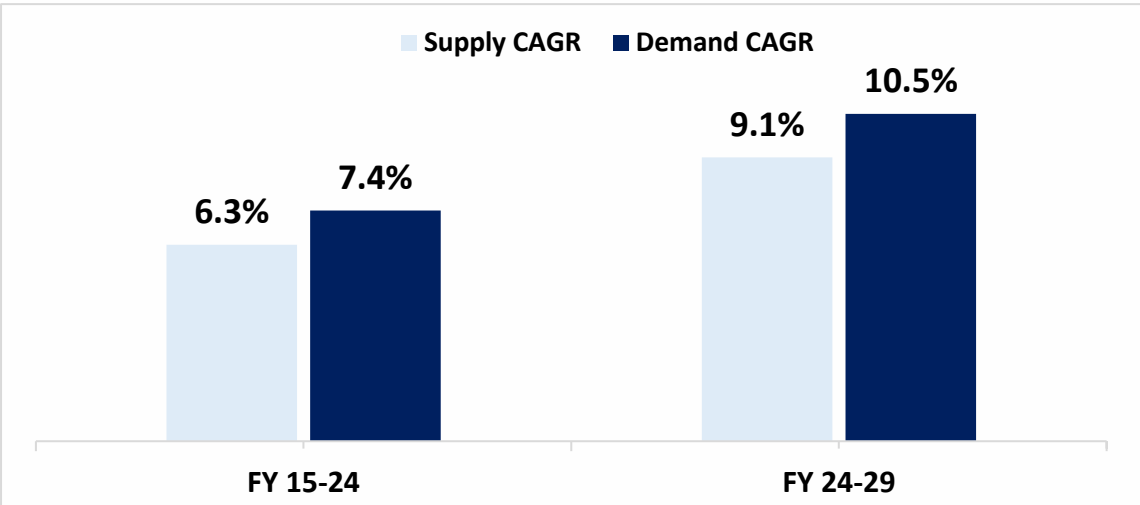
Source: IMF, Horwath HTL, Analyst Reports



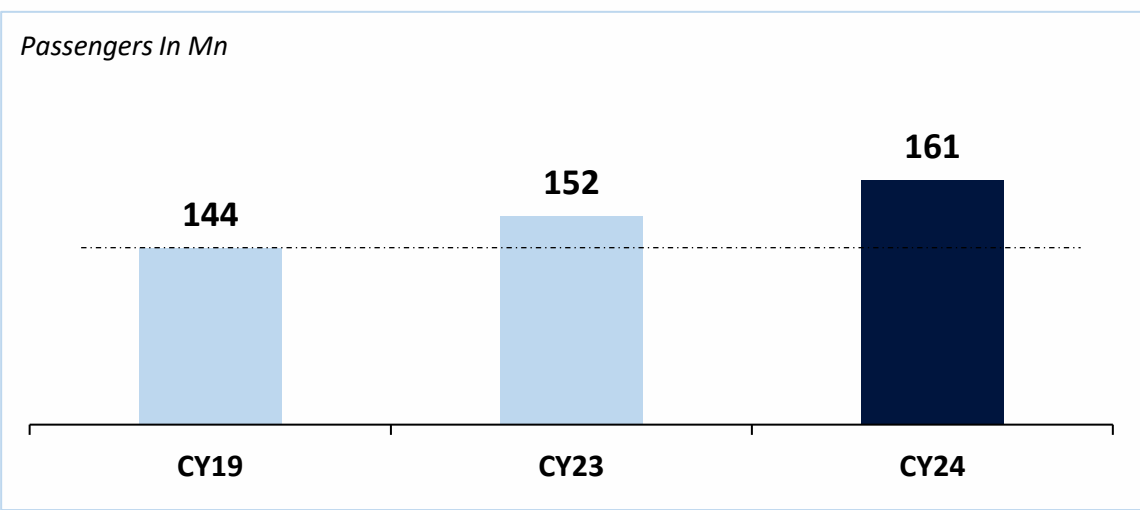
Strong recovery in Indian Hospitality



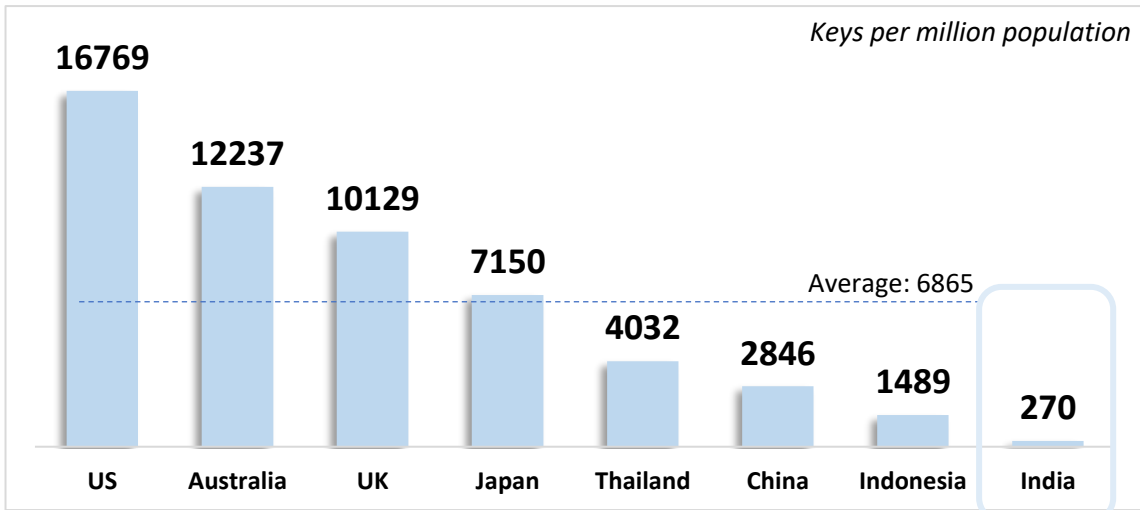
Demand expected to remain well ahead of supply



Domestic Air passengers traffic +12% over 2019



Sector remains significantly under penetrated





ITC KOHENUR

Key Performance Highlights



Key Highlights



Record high performance; Highest ever Revenue and Profits

- **Full Year:** Total Revenue at ₹ 3333 cr. and PAT at ₹ 698 cr.
- **Q4:** Total Revenue at ₹ 1017 cr. up 17% and PAT at ₹ 264 cr. up 44%
- **54 signings and 30 Hotel openings** in last 24 months; **robust** pipeline across brands

Demerger & Successful Listing

- Seamless transition for all Stakeholders
- Listing on Stock Exchanges with current market capitalization of over ₹ 40,000 Cr.

Trailblazer in Responsible Luxury

- **First Indian Hotel Chain** to receive “USGBC Leadership Award for Organizational Excellence”.
- **World’s First 8 LEED Zero Water Hotels.** 4 new hotels added during the year.

First International Hotel → ITC Ratnadipa, Colombo

- Successful opening & **EBITDA positive** in H2
- **Travel + Leisure Awards 2024** – International Hotels – Best New Hotel / Resort



Record High Q4 Revenue & Profits



Total Revenue

₹ 1017 Cr ▲ 17%

Optg. EBITDA

₹ 395 Cr ▲ 24%

Optg. EBITDA Margin

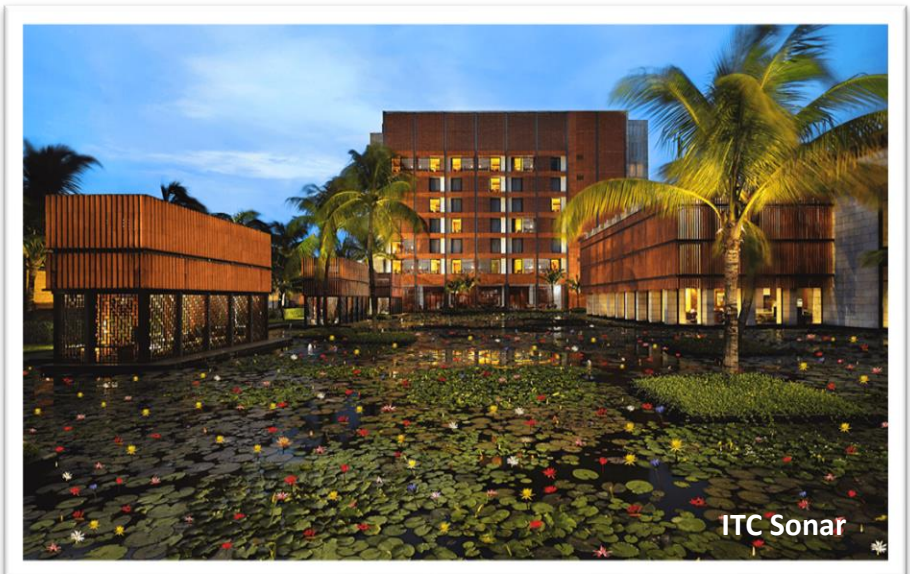
40% ▲ 350 bps

PAT

₹ 264 Cr ▲ 44%

PAT Margin

26% ▲ 490 bps



Standalone Financials

Figures for previous year includes Hotels Business of ITC Ltd. to facilitate like-for-like comparison

Stellar FY25 Performance



Total Revenue

₹ 3,333 Cr

Optg. EBITDA

₹ 1,189 Cr

Optg. EBITDA Margin

36%

PAT

₹ 698 Cr

PAT Margin

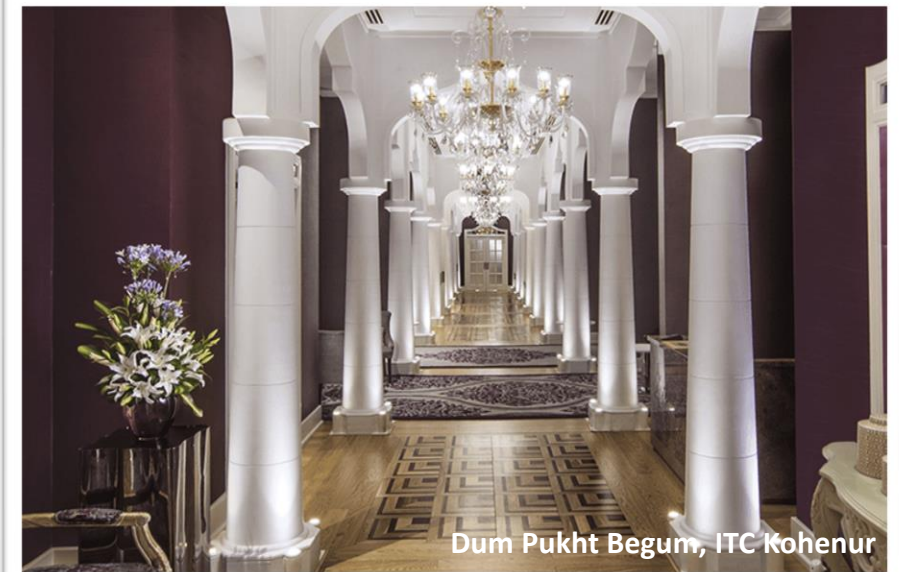
21%

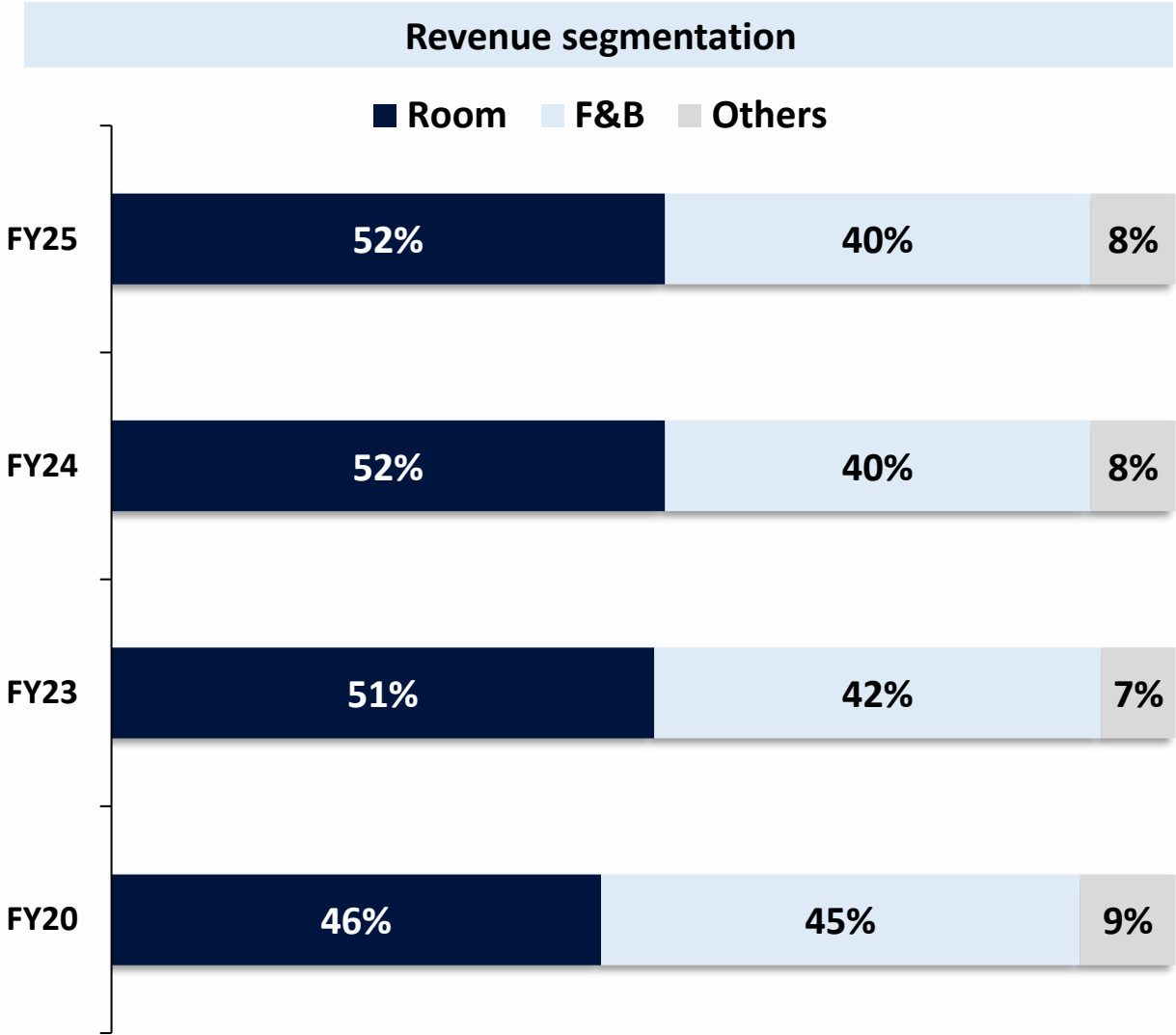
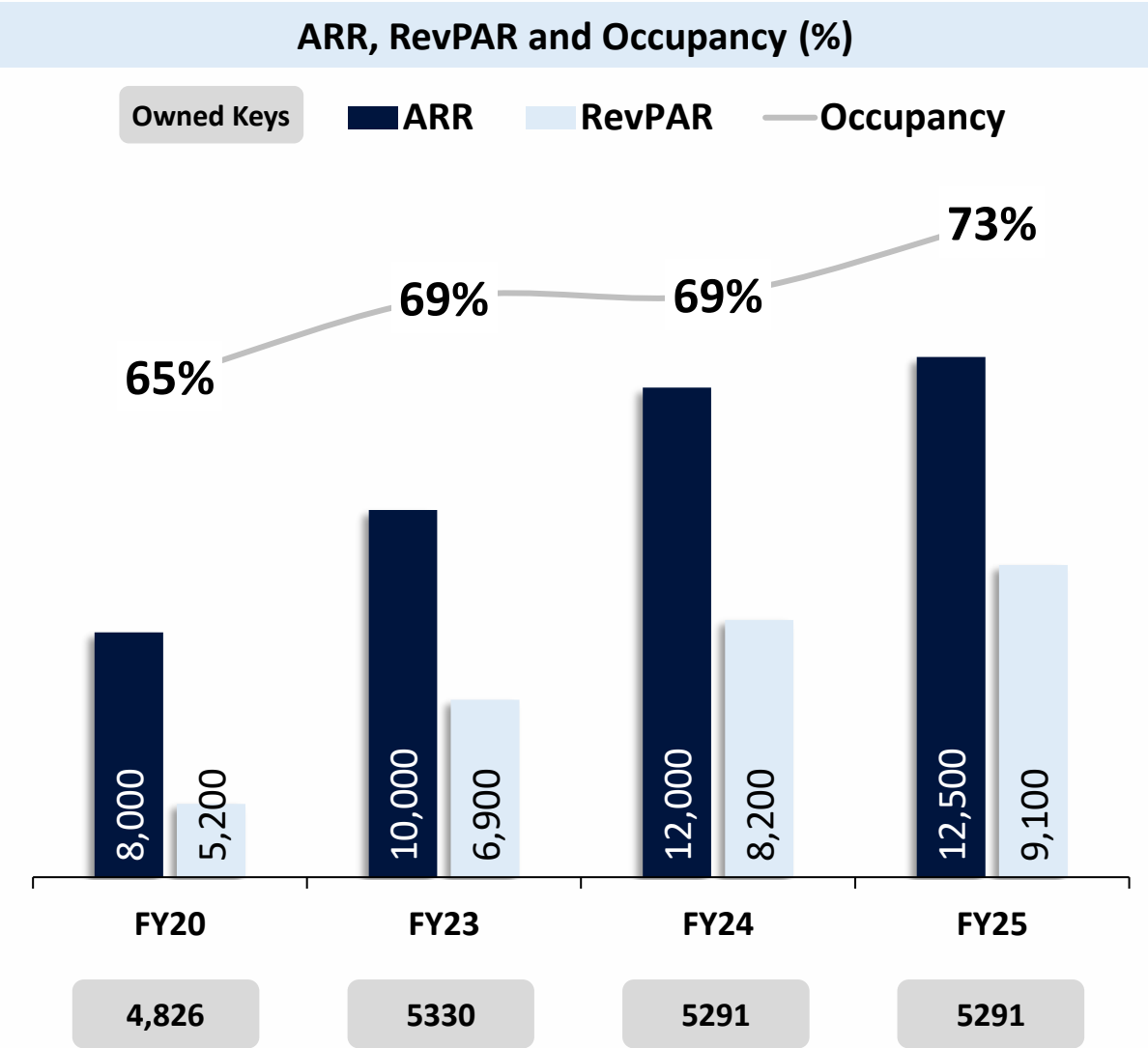
ROCE[#]

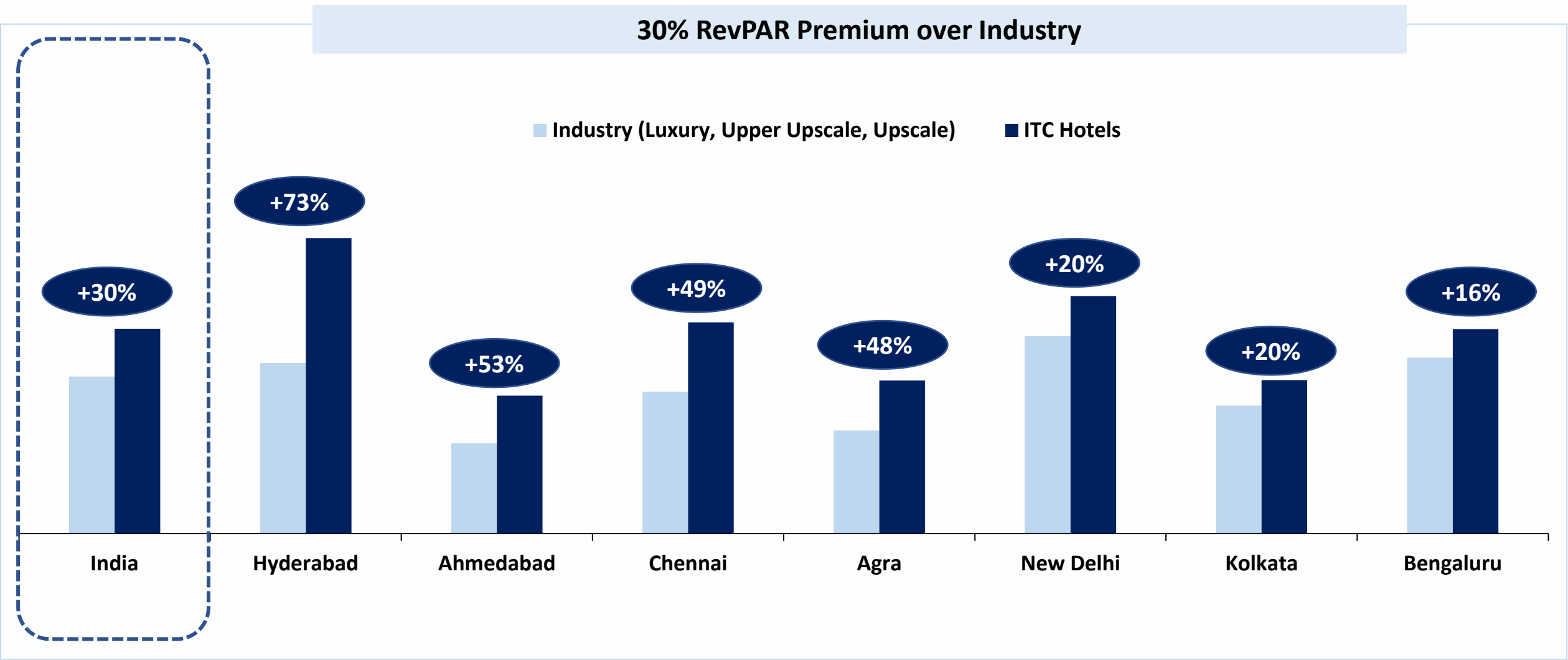
21%[#]

Standalone Financials

Properties with at least 5 years of operations







Data for April'24 to March'25 (for Owned Hotels)
Source: CoStar

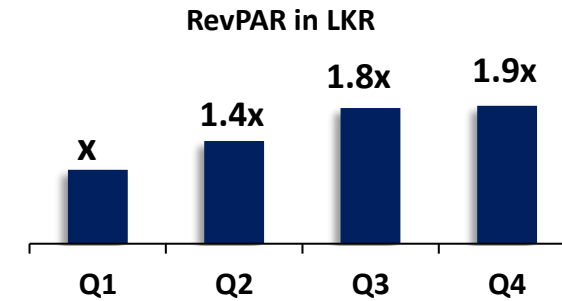
ITC Ratnadipa : A Jewel in Colombo's Skyline

One of its Kind Mixed Use Development
352 Keys *Hotel + Retail Spaces + Residences*



ITC Ratnadipa, Colombo

Strong Q-o-Q RevPAR growth

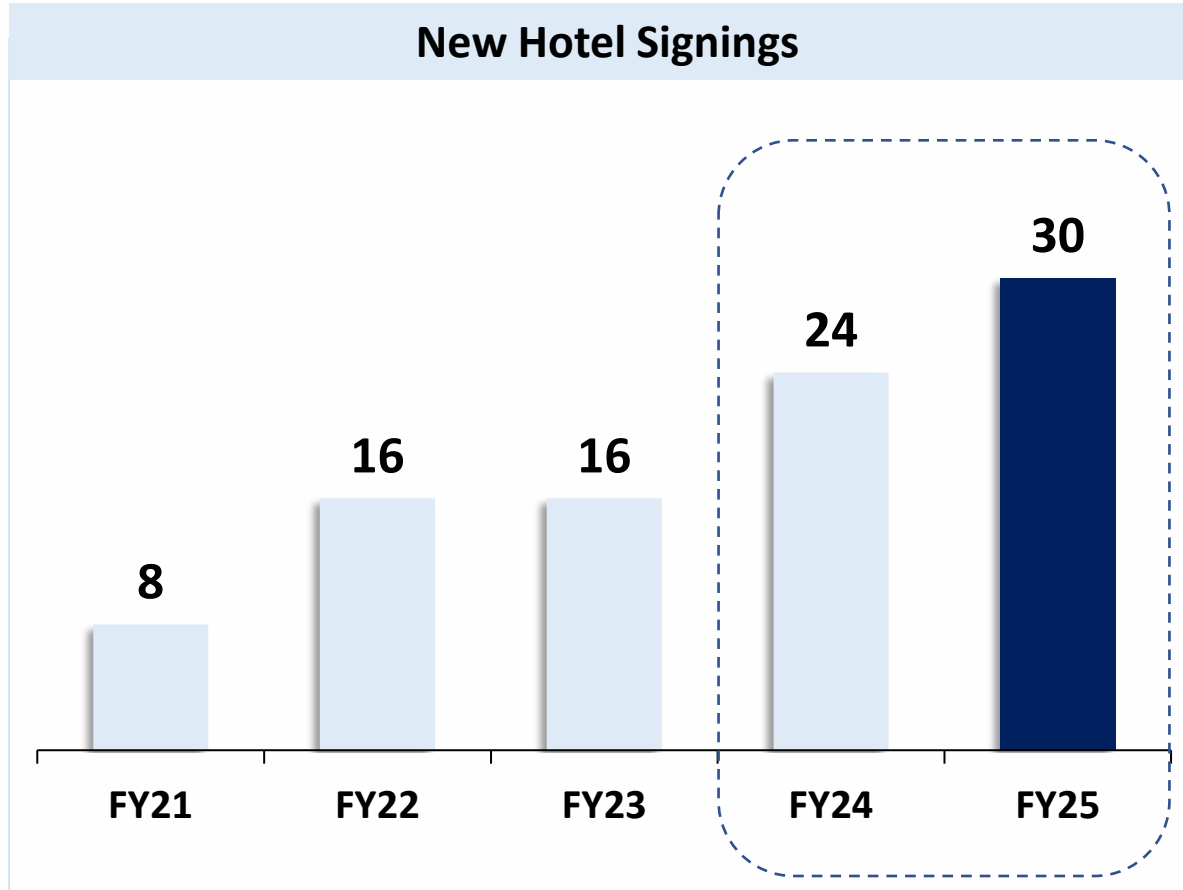


EBITDA Positive
in H2 FY25

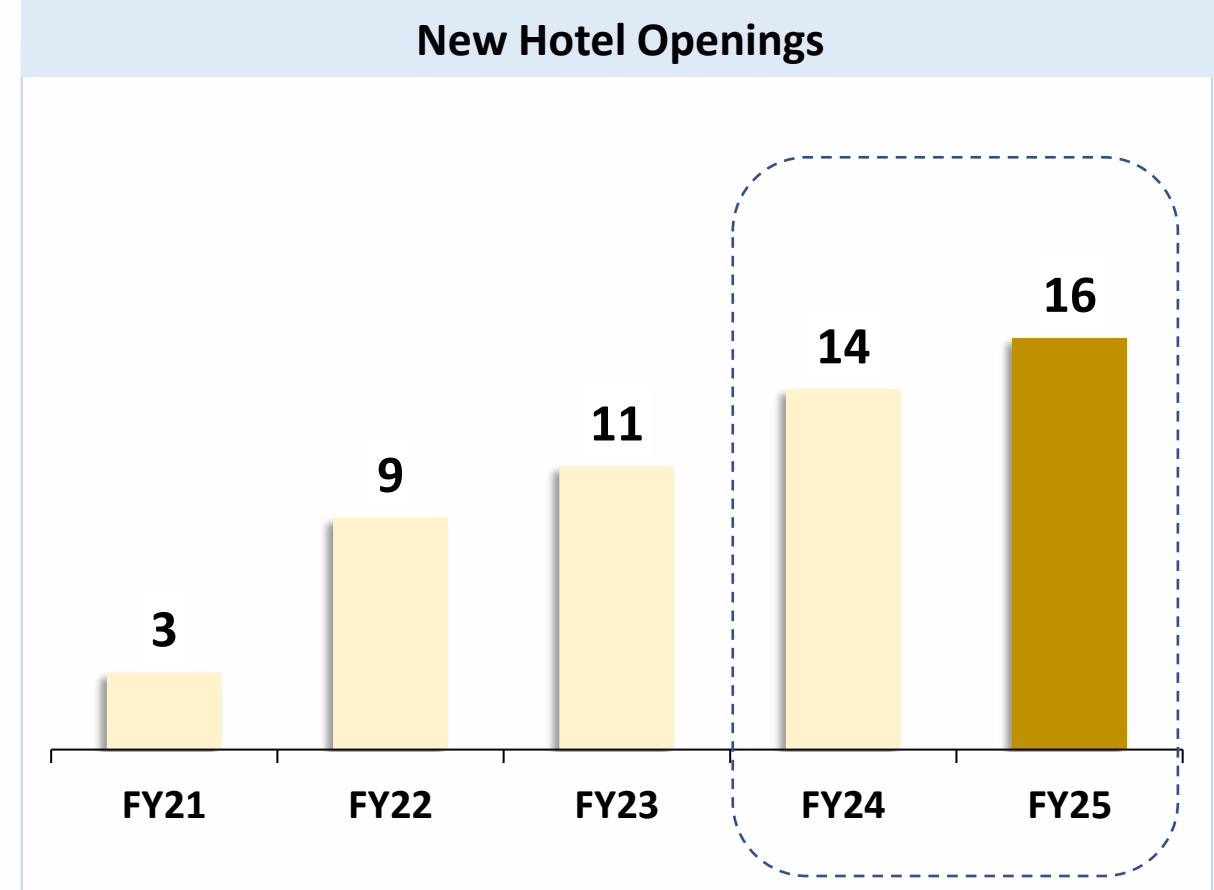


54 Hotels Signed & 30 Hotels opened in last 2 Years

New Hotel Signings



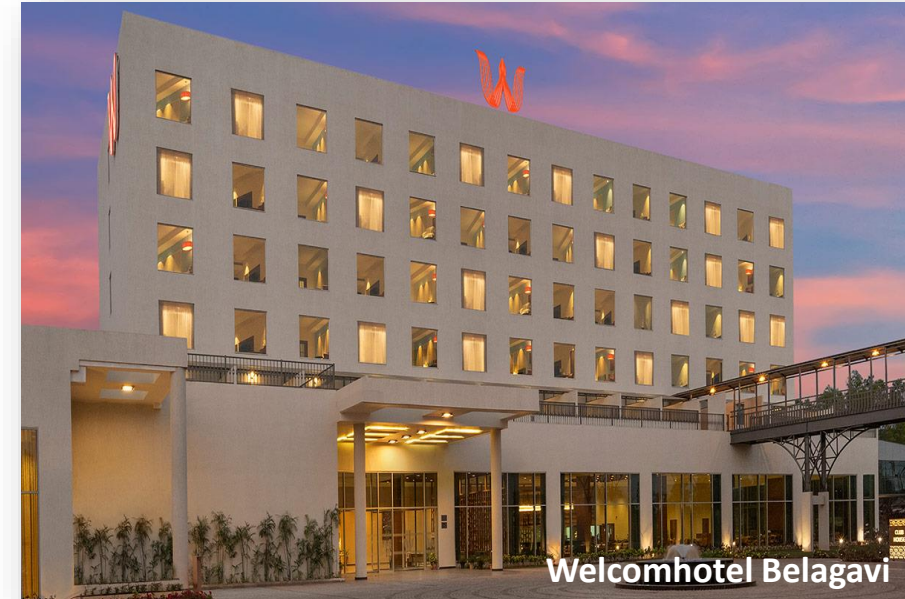
New Hotel Openings



Recent Openings



M
MENTOS
BY ITC HOTELS
MEMORIES AVAILABLE



W
WELCOMHOTEL
BY ITC HOTELS
ENRICHING EXPERIENCES AWAIT



Recent Openings



Storii Jaisalmer

STORII
— BY ITC HOTELS —

EVERY STAY IS A NEW STORY

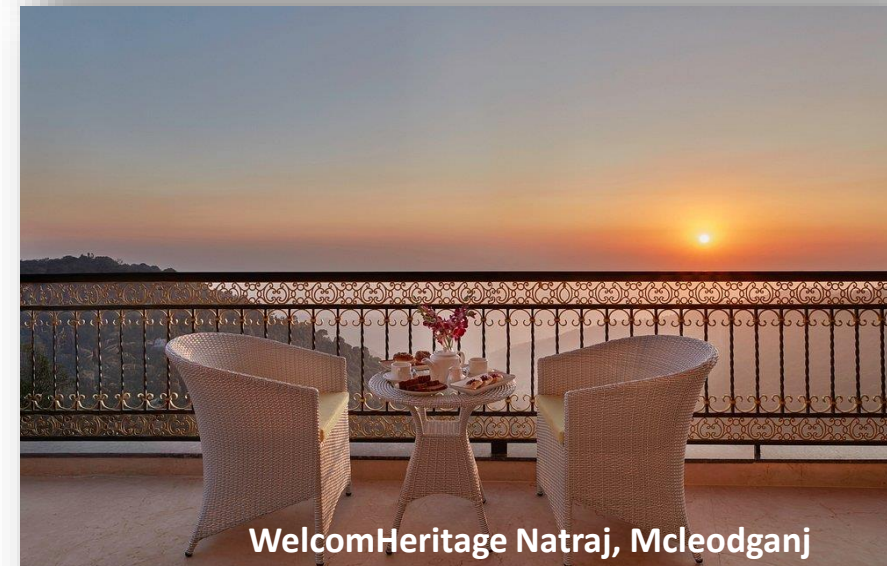


Storii Urvashi's Retreat, Manali



Storii Devasom, Kolkata

WH
WelcomHeritage
Palaces • Forts • Havelis • Resorts



WelcomHeritage Natraj, Mcleodganj

Recent Openings



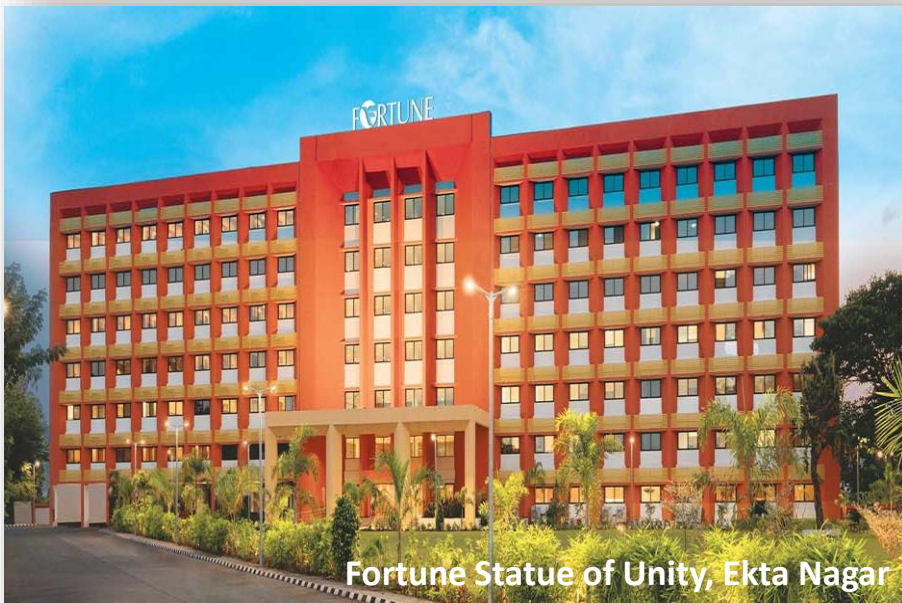
Fortune Resort Bhaktapur, Nepal

FORTUNE

Member ITC Hotels' Group



Fortune Beachfront, Puri



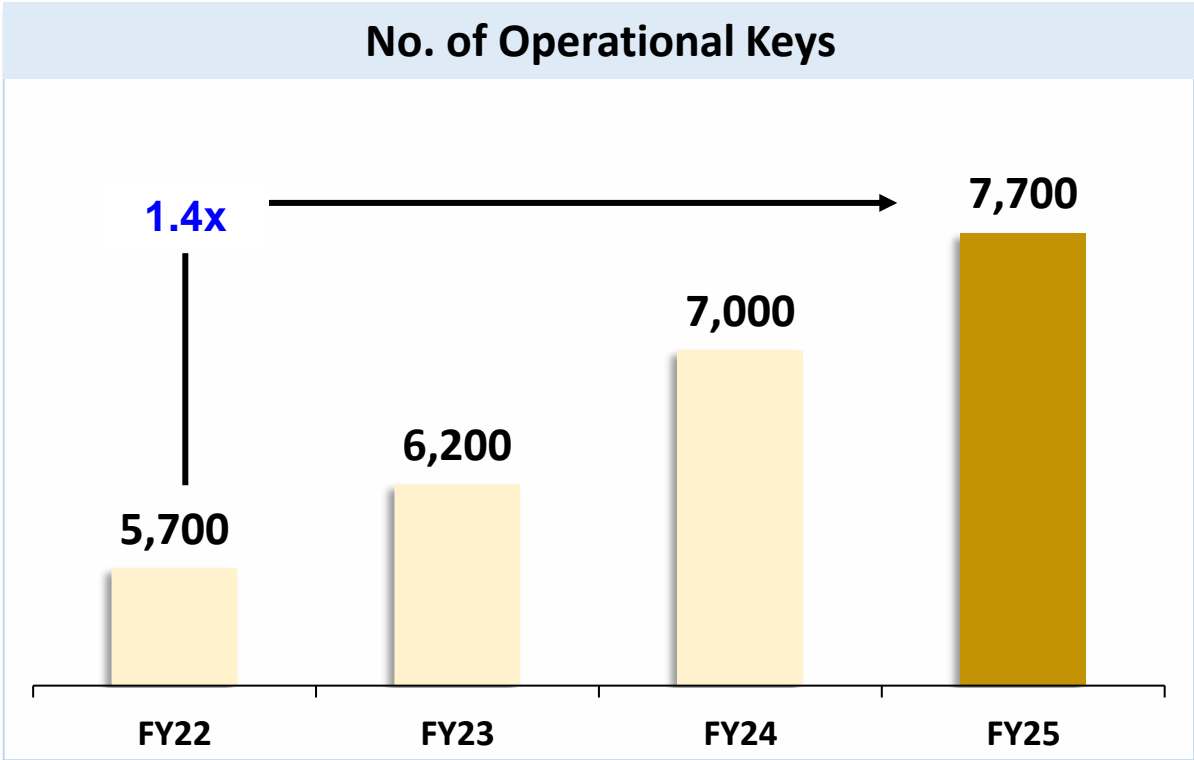
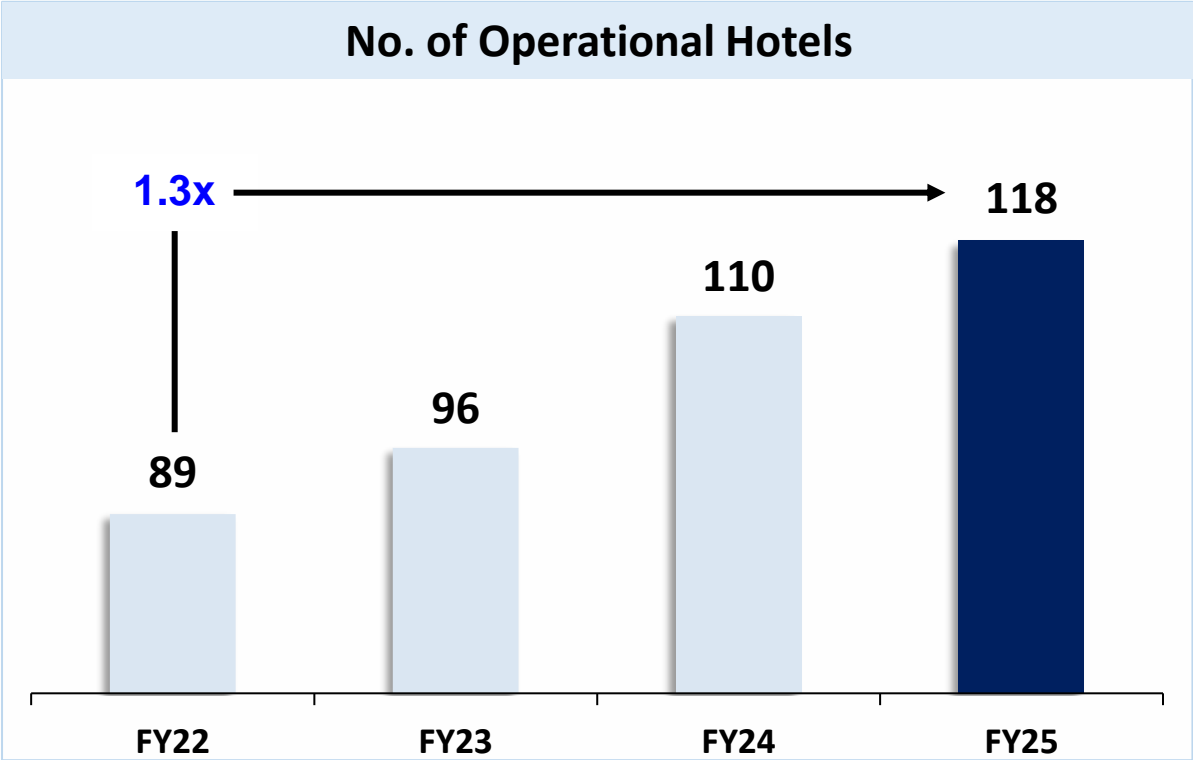
Fortune Statue of Unity, Ekta Nagar



Fortune Select Candolim, Goa



Accelerated traction in scaling up Managed Portfolio



Keys rounded off to nearest 100



Robust Double Digit Y-o-Y growth in F&B Revenue

| | | | | | |
|---|---|---|---|---|---|
|  |  |  |  |  |  |
|  |  |  |  |  |  |

BUKHARA

avartana
Southern Culinary Mosaics

Royal Vega
Luxury Vegetarian Cuisine of India



New Restaurant Openings & Concept Launches



Islander, ITC Ratnadipa



The Royal Afghan
Robust flavours of the North-West Frontier



Cajsa, ITC Gardenia



The Royal Afghan, ITC Grand Bharat



Avartana, ITC Ratnadipa



Integrating Luxury with Sustainability



**23 LEED
Platinum®
certified Hotels**

**Largest hotel
chain in the
world to achieve
this feat**

**LEED
Zero**

**World's first 12
Hotels to receive
LEED® Zero
Carbon
Certification**

**LEED
Zero**

**World's first 8
Hotels to receive
LEED® Zero
Water
Certification

(4 Hotels added
in FY25)**



**USGBC
Leadership
Award for
Organizational
Excellence 2024**



**Surpassed 2030
GHG sectoral
emission targets set
as per COP 21**

More than 50% electricity consumption through renewable sources

Key Awards & Accolades



Condé Nast Traveler



Condé Nast Traveler
TOP Restaurant Awards



Condé Nast Traveler



US Green Building
Council (USGBC)



LEED CERTIFICATION



Travel + Leisure
Delicious Dining Awards



Travel + Leisure India's Best Awards



Other notable awards

CII National Energy Efficiency Circle Competition
ITC Royal Bengal
Best Energy Efficient Commercial Buildings/ Hotels, 2024

Culinary Culture Ultimate Restaurant Ratings 2024
Avartana (Chennai & Kolkata)
Bukhara & Dum Pukht (Delhi) also included

Condé Nast Traveler Readers' Travel Awards 2024
ITC Maratha
Favorite Hotel for Sustainable Practices

Conde Nast Traveler Readers' Travel Awards 2024
Bukhara, ITC Maurya
Favorite Restaurant in an Indian Hotel

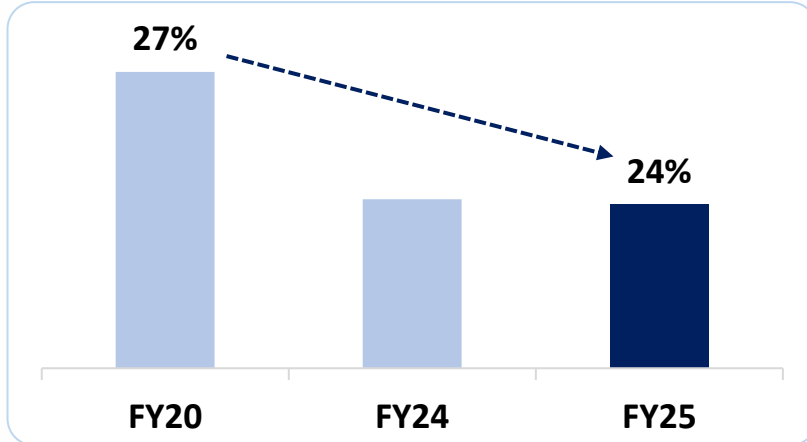


Operational Excellence

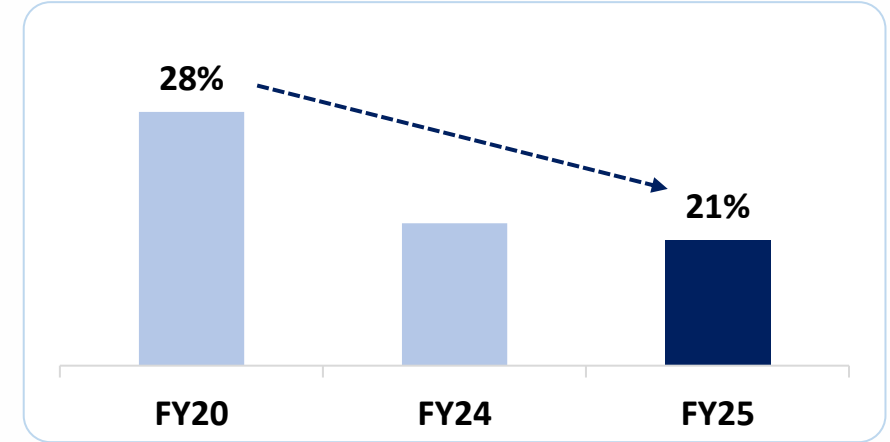




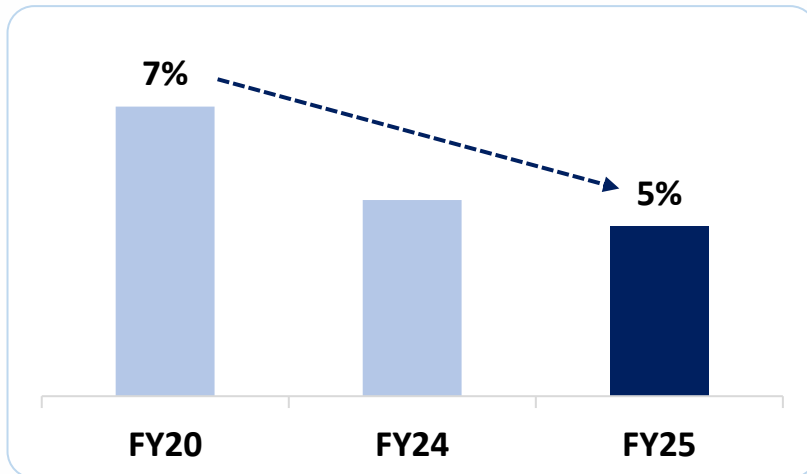
Gross Food Cost (% of F&B Revenue)



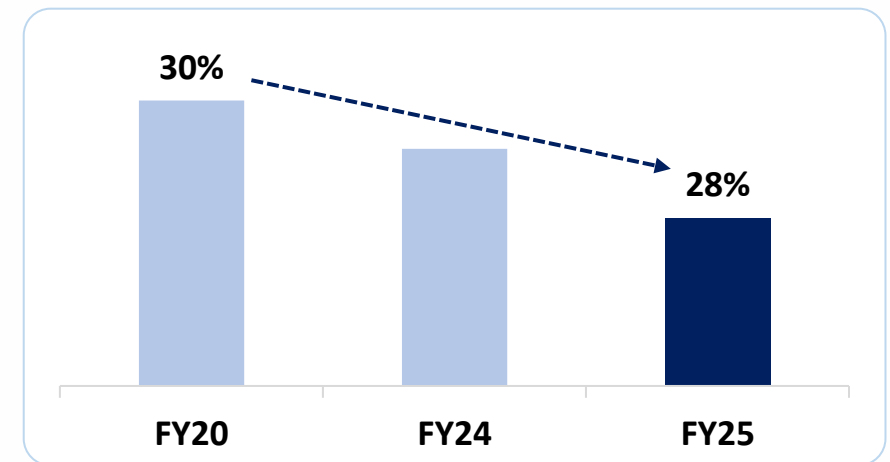
Payroll Cost^ (% of Revenue from Ops)



Energy Cost (% of Revenue from Ops)



Other Operating Cost (% of Revenue from Ops)



Significantly lower Vs. Peers on a Cost per Key basis

[^]including Payment to Contracts
Standalone financials



Superior Guest Experience

One of the Best NPS scores
in the Industry



High Customer Satisfaction Rating

80

(*Global Average 57)

Listen & Respond

Active feedback monitoring



Response Rate

98%

Online Ratings

Leadership position maintained



High Customer Satisfaction Rating

4.73



Key Growth Enablers



CONTINUED INVESTMENT TO ENHANCE BRAND EQUITY



Key Differentiators

- Indigenous Experiences
- Signature cuisines
- Responsible Luxury
- World Class Loyalty Programs – Club ITC & Club ITC Culinaire



ASSET RIGHT



- Bouquet of brands catering to relevant need spaces
- Target to achieve 70% Managed portfolio share in next 5 years



DIGITAL FIRST



- Smart Revenue Management
- Customer intimacy
- Productivity and efficiency



SUSTAINABILITY



- Sweating existing assets
- Augment new revenue streams
- Extreme Cost and Margin focus



EMPLOYER OF CHOICE



- Strong Talent Pool
- Robust L&D programmes
- D & I amongst best in industry



Owned Hotels

- ▶ Significant headroom to drive RevPar growth
- ▶ About 25%* Inventory < 5 years old, operating at <70% Occupancy
- ▶ ITC Ratnadipa, Colombo → significant contributor to Revenue & EBITDA going forward

Upcoming projects

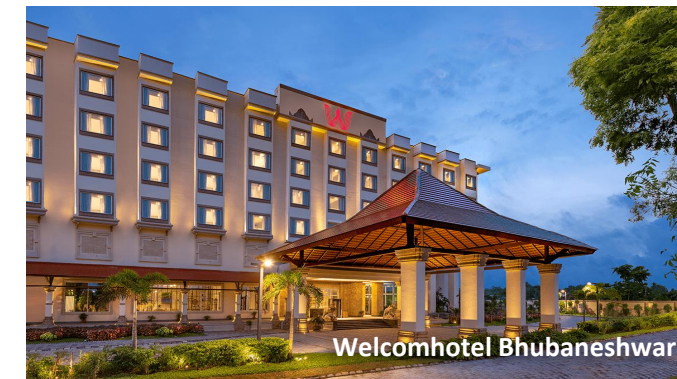
- ▶ 400+ rooms being planned under Owned Hotels
- ▶ Greenfield project at Puri; Expansion at Bhubaneswar
- ▶ New 200 key hotel planned at Vizag
- ▶ Leverage strategic land bank

Managed Hotels

- ▶ Increased interest among Asset Owners
- ▶ Robust pipeline of 49 Managed Hotels with 4300+ Keys
- ▶ 2.5x growth targeted in Management Fees by FY30



118 Keys by FY28



100+ Keys
12k sqft. banquets expansion



Unlocking Full Potential of Recent Launches



ITC Royal Bengal (FY20)



WH Bhubaneswar (FY22)



ITC Narmada (FY23)



ITC Ratnadipa (FY25)

Significant headroom for growth
*About **25% Inventory** operating at <70% Occupancy levels*

Significant contributor
*to **Revenue & EBITDA***
in the years ahead



Strong **Zero Debt Balance Sheet** & **Cash Generation** to accelerate growth



Capital Investments → Renovations | on-going Projects | new Greenfields & others
- Estimated at **c.8-10% of Revenue** cumulatively



Well positioned to execute selective **Inorganic Opportunities**
- **Value accretive M&A | Alliances**



CLUB  ITC





**5 Decades of
Hospitality Expertise**

**Bouquet of Brands
across Segments**

**Sustainability
Leadership**

**Food & Beverage
Supremacy**

**Smart Revenue
Management**

**Strong Loyalty
& Distribution**

**Robust Processes &
Brand Standards**

**World Class Digital
Infrastructure**

**Strong Partner Ecosystem
Network Effects**

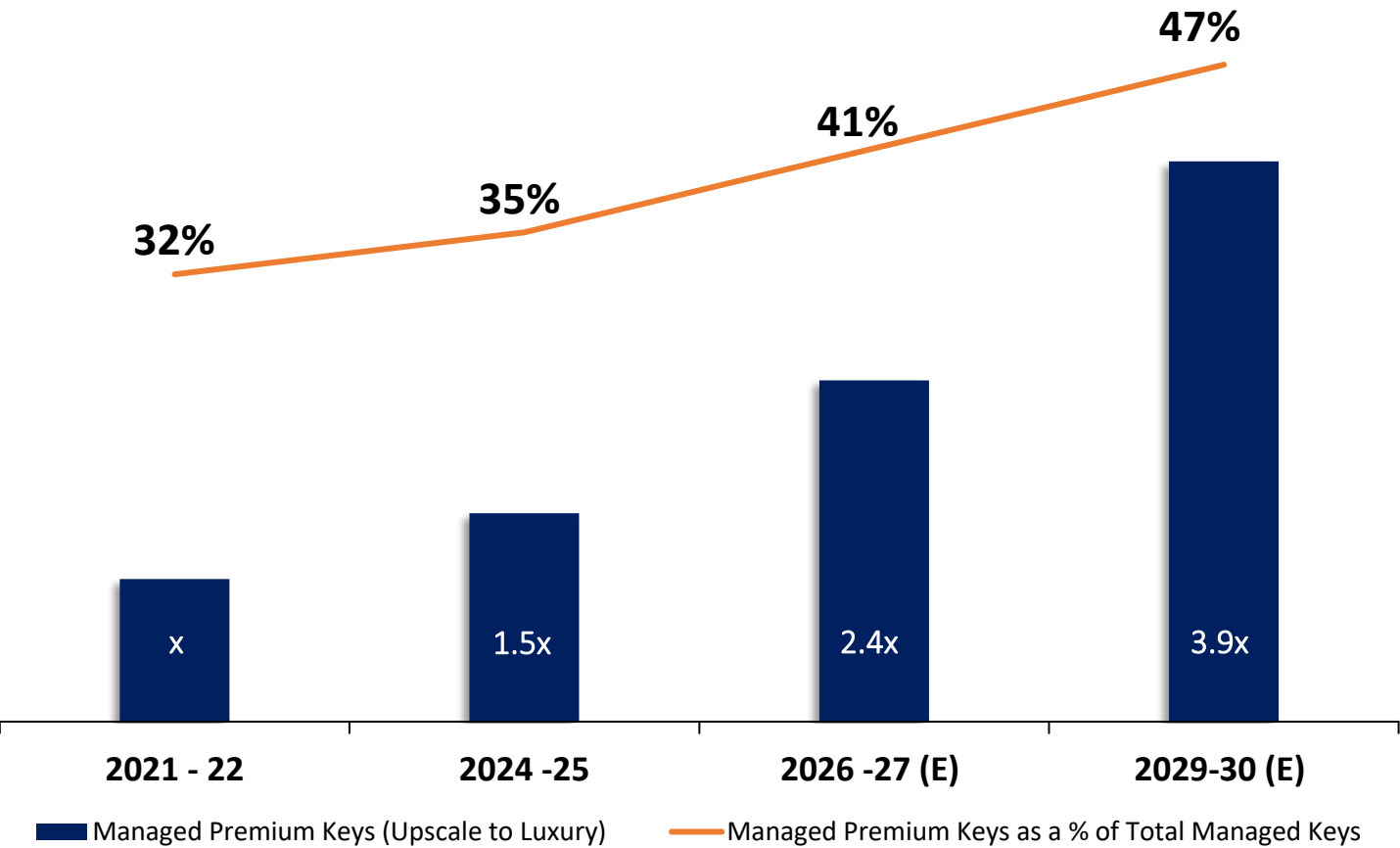


Mementos by ITC Hotels, Jaipur



Storii by ITC Hotels, Devasom Resort & Spa, Kolkata

Managed Hotels Portfolio mix (Upscale to Luxury)



Managed keys in the premium segment

*In the next **5 years**
the premium hotel keys would constitute
47% of the total managed portfolio
up from 35% today*

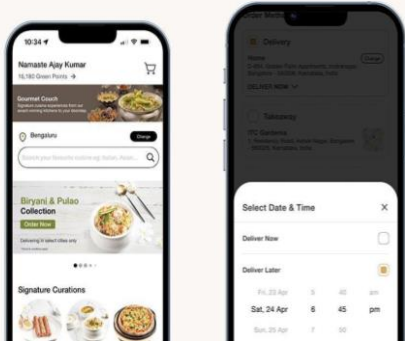
Premium = Upscale, Upper-upscale and Luxury

Robust Growth Pipeline: 50 Hotels with 4500+ Keys



| | | | | |
|--|--|---|--|--|
|  <p>2 Hotels 420 Keys</p> |  <p>12 Hotels 1592 Keys</p> |  <p>11 Hotels 615 Keys</p> |  <p>22 Hotels 1765 Keys</p> |  <p>3 Hotels 130 Keys</p> |
|--|--|---|--|--|

- ▶ Opened **29** Managed Hotels in the past 24 months (Apr 2023 – Mar 2025)
- ▶ **High Quality of signed pipeline**; High salience of **Brownfield Assets**
 - *> 1 Hotel opening per month for next 24 months*
 - *Leverage momentum to accelerate further*
- ▶ Targeting **220+** hotels with **20000+** keys over **5 years**, with 70% salience of Managed Portfolio



App based Online Food Delivery/ Takeaway

Delivering signature cuisines from celebrated kitchens



Luxury Dining Program

Exclusive access across 140+ hotels



Sleep Products & Amenities

Exquisite offerings, curated for comfort

The Perfect Wedding Destination



Memorable Destination Weddings

Beach resorts | Palaces | Mountain getaways



Members only Business Club

Business Meetings | Private Dining | Events



Net Zero Carbon Goal

LEED® Zero Carbon status for all Owned Hotels
To exceed **2050 GHG** sectoral emissions targets
set as per COP 21



Waste Reduction

Solid waste reuse / recycling > **99%**



Water Efficiency

LEED® Zero Water Status for > **50%** of Owned Hotels
40% reduction in fresh-water consumption
(Baseline 2018)



Future Ready

Climate Positive

Consumer Centric

Inclusive



Drive Scale & Profitability

- ▶ Strong debt free Balance Sheet
- ▶ Scale up 'Asset-Right' strategy
- ▶ Augmenting Revenue streams
- ▶ Active Asset Management



Responsible Luxury

- ▶ Bold Sustainability 2.0 agenda



Strengthen Brand Portfolio

- ▶ Signature Cuisine Brands
- ▶ Bespoke service offerings
- ▶ Best-in-class loyalty programs
- ▶ Leverage Institutional Synergies



World class talent

- ▶ Engaged & motivated talent driven by 'proneurial' spirit



ITC HOTELS LIMITED

Poised for Next Horizon of Growth

Annexures

Standalone Financials – Stellar Performance in Q4 FY25



Statement of Profit & Loss

₹ In Cr.

| Particulars | Q4 FY25 | Q4 FY24 | YoY | FY25 |
|----------------------------------|-------------|------------|--------------|-------------|
| Revenue from Operations | 981 | 868 | 13% | 3279 |
| Other Income | 35 | 3 | - | 54 |
| Total Revenue | 1017 | 871 | 17% | 3333 |
| Total Expenditure | 587 | 549 | 7% | 2090 |
| EBITDA | 395 | 319 | 24% | 1189 |
| <i>EBITDA Margin %</i> | <i>40%</i> | <i>37%</i> | <i>+3.5%</i> | <i>36%</i> |
| Depreciation | 72 | 74 | -2% | 297 |
| Finance cost | 3 | 3 | 0% | 11 |
| Profit/ (Loss) before tax | 355 | 245 | 45% | 934 |
| Tax Expense | 91 | 61 | 48% | 236 |
| Profit/ (Loss) after tax | 264 | 184 | 44% | 698 |
| <i>PAT Margin %</i> | <i>26%</i> | <i>21%</i> | <i>+5%</i> | <i>21%</i> |

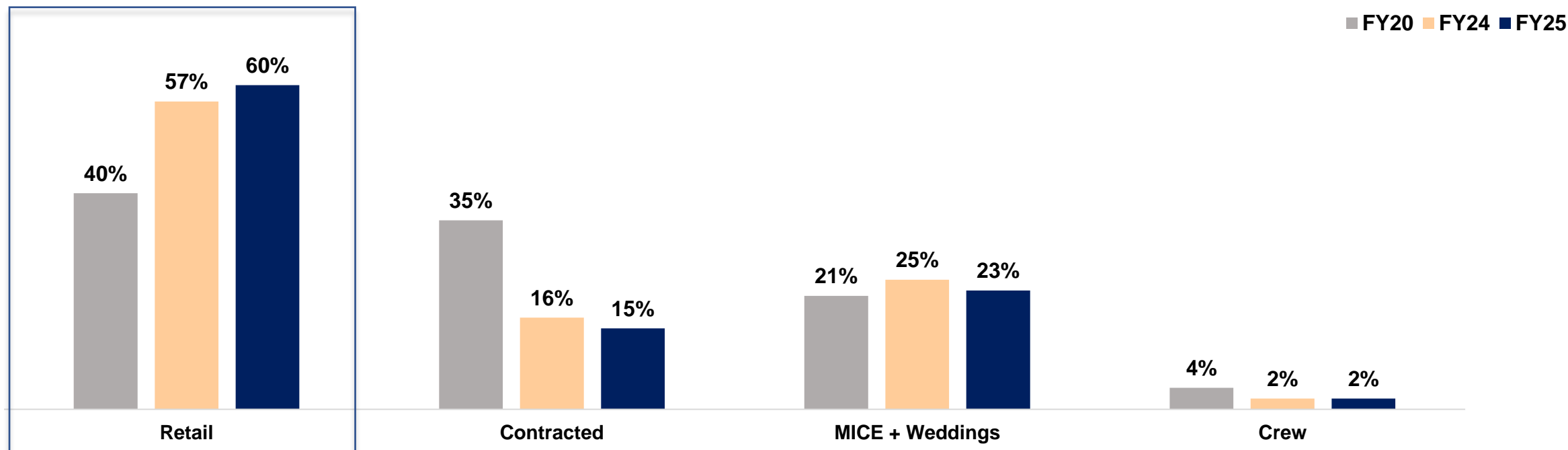
Consolidated Financials - Highest ever Revenues & Profits



Statement of Profit & Loss

₹ In Cr.

| Particulars | Q4 FY25 | Q4 FY24 | YoY | FY25 |
|------------------------------------|-------------|------------|--------------|-------------|
| Revenue from Operations | 1061 | 907 | 17% | 3560 |
| Other Income | 38 | 0 | - | 66 |
| Total Revenue | 1099 | 907 | 21% | 3626 |
| Total Expenditure | 648 | 585 | 11% | 2349 |
| EBITDA | 412 | 322 | 28% | 1211 |
| <i>EBITDA Margin %</i> | <i>39%</i> | <i>36%</i> | <i>+3.4%</i> | <i>34%</i> |
| Depreciation | 100 | 76 | 31% | 402 |
| Finance cost | 2 | 2 | -11% | 7 |
| Profit/ (Loss) before tax | 349 | 244 | 43% | 868 |
| Add: Share of P&L in JV/Associates | 5 | 4 | 25% | 16 |
| Tax Expense | 96 | 64 | 49% | 246 |
| Profit/ (Loss) after tax | 258 | 184 | 40% | 638 |
| Less: Share of NCI | 1 | 1 | -23% | 3 |
| Profit for the period | 257 | 182 | 41% | 635 |
| <i>PAT Margin %</i> | <i>23%</i> | <i>20%</i> | <i>+3%</i> | <i>18%</i> |



Enhanced share from Non-Contracted business

Growing Share of Higher Margin Segments

ITC Hotels - a key Beneficiary of rising consumer spending and the growing Retail, MICE & Wedding industry in India

Strong Multi-channel Distribution Network



**Unit Reservations
(32%)**



**Website and App
(20%)**



**Guest Call Centre
(15%)**









**Online Travel Agents
(17%)**



**GDS
(16%)**



| Brands | Operational Hotels Keys | Pipeline Hotels Keys | Total Hotels Keys |
|--|------------------------------|---------------------------|------------------------|
|  ITC HOTELS RESPONSIBLE LUXURY | 16 4789 | - | 16 4789 |
|  MEMENTOS BY ITC HOTELS | 2 181 | 2 420 | 4 601 |
|  WELCOMHOTEL BY ITC HOTELS | 28 3051 | 12 1592 | 40 4643 |
|  STORI BY ITC HOTELS | 7 229 | 11 615 | 18 844 |
|  FORTUNE Member ITC Hotels' Group | 56 4133 | 22 1765 | 78 5898 |
|  WelcomHeritage Palaces • Forts • Havelis • Resorts | 34 999 | 3 130 | 37 1129 |
| Total | 143 13382 | 50 4522 | 193 17904 |

Recent openings



| S. No | Hotel Name | City | Brand | Keys |
|-------|---|---------------|----------------|------|
| 1 | WelcomHeritage Ayatana | Ooty | WelcomHeritage | 30 |
| 2 | Fortune Khajjiar | Khajjiar | Fortune | 35 |
| 3 | WelcomHeritage Grand Srinagar | Srinagar | WelcomHeritage | 28 |
| 4 | Storii Moira Riviera | Goa | Storii | 18 |
| 5 | Fortune Inn Heritage Walk | Amritsar | Fortune | 50 |
| 6 | Welcomhotel Hamsa | Manali | Welcomhotel | 46 |
| 7 | Fortune Park, Hoshiarpur | Punjab | Fortune | 57 |
| 8 | Fortune Ranjit Vihar | Amritsar | Fortune | 54 |
| 9 | WelcomHeritage Santa Roza | Kasauli | WelcomHeritage | 44 |
| 10 | Fortune Park, Aligarh | Aligarh | Fortune | 65 |
| 11 | Fortune Park, Tiruppur | Tiruppur | Fortune | 63 |
| 12 | Fortune Park, East Delhi | Delhi | Fortune | 70 |
| 13 | Fortune Hosur | Hosur | Fortune | 107 |
| 14 | Storii Kaba Retreat, Solan | Solan | Storii | 28 |
| 15 | Mementos Jaipur | Jaipur | Mementos | 64 |
| 16 | Storii Urvashi's Retreat | Manali | Storii | 22 |
| 17 | ITC Ratnadipa | Colombo | ITC Hotels | 352 |
| 18 | Fortune Resort & Wellness Spa Bhaktapur | Nepal | Fortune | 66 |
| 19 | Fortune Statue of Unity, Kevadia | Kevadia | Fortune | 144 |
| 20 | Fortune Park, Palampur | Palampur | Fortune | 43 |
| 21 | Storii Devasom Resort & Spa | Kolkata | Storii | 30 |
| 22 | Fortune Select Candolim | Goa | Fortune | 103 |
| 23 | Fortune Beach Resort ECR | Chennai | Fortune | 40 |
| 24 | Welcomhotel Belagavi | Belagavi | Welcomhotel | 116 |
| 25 | Storii Jaisalmer | Jaisalmer | Storii | 80 |
| 26 | Welcomhotel Jabalpur | Jabalpur | Welcomhotel | 122 |
| 27 | Fortune Beachfront, Puri | Puri | Fortune | 63 |
| 28 | WelcomHeritage Natraj | McLeod Ganj | WelcomHeritage | 32 |
| 29 | Welcomhotel Delhi-Gurugram Highway | Delhi | Welcomhotel | 81 |
| 30 | Fortune Pahalgam | Pahalgam, J&K | Fortune | 67 |
| Total | | | | 2120 |



ITC HOTELS LIMITED

THANK YOU