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India | Equity Research | Company Update

Indian Hotels

Hotels

Stellar FY24; room pipeline to drive earnings growth over medium term

Indian Hotels' (IHCL) FY24 annual report highlights the benefits that it has derived from the hotel industry's tailwinds and the company's strong pan-India brand-scape. IHCL clocked consol. Revenue/EBITDA growth of 16.5%/19.5% in FY24. Heading into FY25, incremental growth will likely stem from a healthy room pipeline of 12,953 rooms over FY24–28E vs. 24,136 operational keys, as of Mar'24. We introduce FY27 estimates, building-in FY24–27E revenue/EBITDA CAGRs of 14%/18% and 8–10% annual EBITDA growth from its existing assets, while commencement of new hotels adds to this. With the stock price correcting ~10% in the last three months, we upgrade IHCL to **BUY**, from *Hold*, with a SoTP-based revised TP of INR640 (earlier INR617), rolling forward to 26x Jun'26E EV/EBITDA. Key risks: Demand slowdown and slower ARR growth.

Another stellar year driven by growth across segments

After two years of disruption between FY21–22 owing to Covid-19, FY23 marked the first year of the Indian hotel industry along with IHCL convalescing with no further disruptions. This reflected in IHCL's FY23 performance. Momentum has sustained in FY24 as well with consolidated revenue growth of 16.5% and EBITDA growth of 19.5% during the year. Standalone in FY24, revenue/EBITDA swelled 19% YoY/23% YoY to INR 44bn/INR 17.1bn, as EBITDA margins expanded 140bps YoY to 38.9%. Among its domestic subsidiaries, Roots Corporation Ltd (Ginger) saw FY24 revenue rising 22% over FY23 levels with FY24 EBITDA of INR 1.3bn (up 18% YoY) at an EBITDA margin of 36%. While other domestic subsidiaries such as PIEM/Benares/United Hotels clocked decent YoY revenue and EBITDA growth in FY24, its international subsidiaries were a mixed bag with St. James Court (UK) seeing YoY revenue/EBITDA growth of 18%/43% in FY24 while the UOH Inc. (USA) saw flattish YoY revenue with an EBITDA loss of INR 0.6bn.

Demand outlook remains promising

Management notes that occupancy and room rates seen in FY24 point to RevPAR growth likely staying healthy in FY25 too. With industry forecasts suggesting double-digit demand CAGR over FY24–28E vs. supply CAGR of 7–8%, IHCL feels that ARR trajectory is northbound in the medium term. Hence, it remains confident of double-digit consol. revenue growth in FY25 with new businesses expected to grow >30% YoY alongside asset management driving profitability via a mix of premiumisation of offerings and optimisation of costs.

Financial Summary

Y/E March (INR mn)	FY24A	FY25E	FY26E	FY27E
Net Revenue	67,688	78,014	88,937	99,682
EBITDA	21,571	25,543	30,589	35,052
EBITDA Margin (%)	31.9	32.7	34.4	35.2
Net Profit	12,591	14,702	18,245	21,371
EPS (INR)	8.8	10.3	12.8	15.0
P/B (x)	8.0	7.1	6.3	5.5
P/E (x)	59.9	51.3	41.3	35.3
EV/EBITDA (x)	34.4	28.6	23.5	20.0
RoCE (%)	13.6	14.4	15.7	16.1
RoE (%)	14.4	14.7	16.2	16.7

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Market Data

Market Cap (INR)	755bn
Market Cap (USD)	9,032mn
Bloomberg Code	IH IN
Reuters Code	IHTL.BO
52-week Range (INR)	623 /371
Free Float (%)	61.0
ADTV-3M (mn) (USD)	25.7

Price Performance (%)	3m	6m	12m
Absolute	(9.9)	22.2	34.0
Relative to Sensex	(7.4)	17.5	18.8

Previous Reports

25-04-2024: [Q4FY24 results review](#)

04-02-2024: [Q3FY24 results review](#)

We estimate 18% EBITDA CAGR over FY24-27E

As of Mar'24, IHCL has 24,136 operational rooms along with a pipeline of 12,953 rooms that are estimated to become operational over FY24–28E. The company also guides for cumulative capex of INR 25bn over FY24–27E, as it upgrades its existing hotels and technology.

We introduce our FY27 estimates and build-in 14% revenue CAGR and 18% EBITDA CAGR over FY24-27E. Of this, we expect 8–10% annual EBITDA growth from existing assets with balance growth being driven by commencement of new hotels, of which over 75% of the room openings will be through asset-light management contracts.

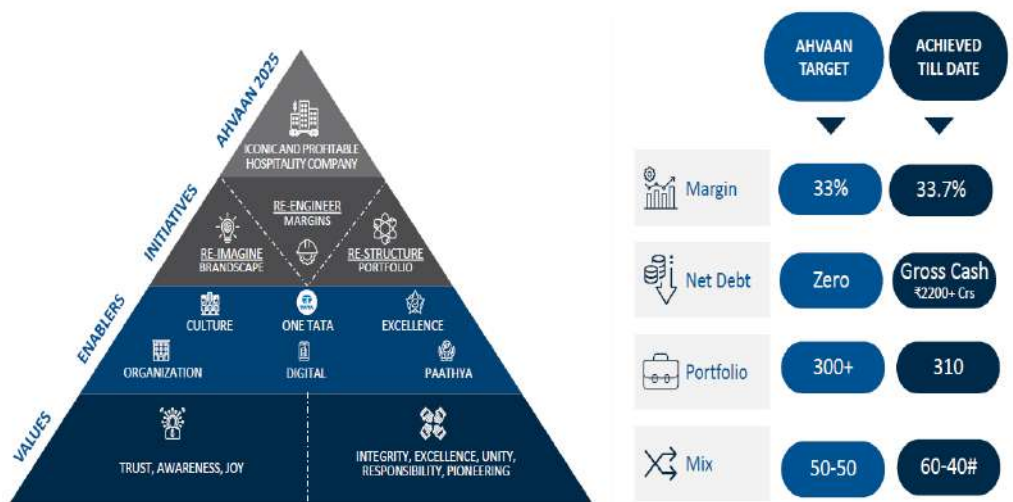
Exhibit 1: IHCL's hotel portfolio across brands (as of 31 Mar'24)

Brands	Operational Hotels (Rooms)	Pipeline Hotels (Rooms)	Total Hotels (Rooms)
Taj	84 12,378	26 4,611	110 16,989
Vivanta	30 4,040	27 3,797	57 7,837
SeleQtions	26 1,823	13 1,518	39 3,341
Ginger	64 5,704	26 3,027	90 8,731
Tree of Life	14 191	- -	14 191
TOTAL	218 24,136	92 12,953	310 37,089

Ownership	Operational Hotels (Rooms)	Pipeline Hotels (Rooms)	Total Hotels (Rooms)
IHCL & Group	115 13,813	25 2,779	140 16,592
Management contract	103 10,323	67 10,174	170 20,497
TOTAL	218 24,136	92 12,953	310 37,089

Source: I-Sec research, Company data

Exhibit 2: IHCL's AHVAAN 2025 business plan on track



#: Capital Light (management contracts & Ginger operating leases) & Capital Heavy. Data for operational hotels only.

Source: I-Sec research, Company data

Key excerpts from FY24 IHCL's annual report

Excerpts from Mr. Puneet Chhatwal's (Managing Director and CEO of IHCL) comments as noted in IHCL's FY24 annual report –

“The Indian travel and tourism industry is ranked among the fastest-growing economic sectors in the country, contributing to employment generation and regional development. **According to the World Travel and Tourism Council, by 2028, the tourism and hospitality industry is projected to generate a revenue of USD 50.9bn and create 50mn-plus jobs by 2029.**”

“The sector is well-positioned to capitalise on an upcycle, driven by the demand-supply gap, market penetration opportunities in Tier II and Tier III markets, strong demand drivers such as MICE, spiritual tourism, the rebound in foreign tourist arrivals and destination weddings. This evolving landscape is marked by a heightened consumer awareness and a stronger preference for brands. With our diverse portfolio, iconic properties, world-class service, and a brand scape defined to serve myriad travel and hospitality needs, we are uniquely placed to capitalise on the opportunities provided by a dynamically growing industry.”

“Ahvaan 2025, IHCL's route map for profitable growth, charted a new course for the Company. We re-engineered our margins, re-imagined our brandscape and restructured our portfolio to create sustained long-term value for all our stakeholders. I am proud to say that we have achieved our key Ahvaan targets well ahead of time. The year delivered best financial metrics, marking eight consecutive quarters of a record performance. **We achieved an all-time-high consolidated revenue of INR6,9520mn, a 17% increase over the previous year and EBITDA stood at INR2,3400mn, up by 20%. EBITDA margin at 33.7% saw an expansion of 100bps exceeding our Ahvaan 2025 target of 33%. PAT increased by 26%, reaching INR12,590mn. The underlying strength of our balance sheet was highlighted by the free cash flow of INR11,620mn.**”

“We expanded our international footprint with signings in Frankfurt, Dhaka, Bhutan and Nepal. With 34 openings during the year and 53 signings, which translated to a new contract each week, we are now present in 150 locations. We continue to expand and evolve our brandscape. IHCL announced the re-imagined Gateway, a full-service hotel offering in the upscale segment, an ideal fit to capture growth opportunities in emerging micro markets in metros and Tier II and Tier III cities. The brand roll-out starting with 15 hotels will commence with launches in Bekal and Nashik, followed by destinations like Bengaluru, Thane and Jaipur. The brand will scale to a 100 hotels portfolio by 2030. We also entered into a strategic alliance with Tree of Life Resorts & Hotels, which will help to expand our brandscape further to newer formats that cater to changing travel trends. **During the year, we achieved a portfolio of 310+ hotels and reached a milestone of the 200th operating hotel with the opening of Gorbandh Palace, Jaisalmer.**”

Financial analysis of standalone/subsidiary performance

After two years of disruptions through FY21–22 owing to Covid-19, FY23 was the first year where the Indian hotel industry, along with IHCL, saw no further disruptions. This was evident in IHCL's FY23 performance. The momentum has sustained in FY24 as well with consol. revenue/EBITDA growth of 16.5%/19.5% during the year.

Standalone performance

- Ginger Mumbai airport opened in Q3FY24, operating 371 keys and is managed by Roots Corporation Limited, a wholly-owned subsidiary of the company.
- Room income for the year was higher by 23% from the previous year, with an average rate per room (ARR) of INR 15,414 and average occupancy at 77%. ARR increased by 12% and average occupancy increased by 5 percentage points to 77% for the year. Revenue per available room (RevPAR) of INR 11,821 increased by 20% from the previous year. Business increased across all customer segments including corporate, leisure, events, conferences, and groups backed by robust demand.
- Food, beverage and banqueting income for the year was higher by 13% from the previous year – equally contributed by banqueting events and restaurants.
- Other operating income increased by 26% over the previous year. It primarily comprises of income from membership fees, rentals, spa and health club, laundry, transportation, telephone and business centre rents among others. Fee income collectively from 'The Chambers', health club, spa and swimming pool membership and Epicure membership increased by 38%. Income from other services like laundry, transportation, wellness and beauty salon increased by 18% from the previous year, in line with increase in occupancies.
- Management and reimbursable fees, at INR 44.6bn, were higher by 19% from the previous year. The increase in management fees and reimbursable fees was mainly due to higher business activity levels of managed properties in the portfolio and new managed properties commencing operations.
- Standalone revenue increased by 19% YoY in FY24 to INR 44bn while standalone EBITDA grew 23% YoY to INR17.1bn as EBITDA margins expanded 140bps YoY to 38.9%.

Subsidiaries

- Among domestic subsidiaries, Roots Corporation Ltd (Ginger) saw FY24 revenue rising 22% over FY23 levels with FY24 EBITDA of INR 1.3bn (up 18% YoY) at an EBITDA margin of 36%. With most of the incremental room additions over FY24–27, under owned and management contracts, are estimated to happen under standalone/Ginger, the incremental LTL RevPAR growth and room additions will be the key revenue and EBITDA growth drivers in the medium term.
- While other domestic subsidiaries such as PIEM/Benares/United Hotels clocked decent YoY revenue and EBITDA growth in FY24, IHCL's international subsidiaries came up a mixed bag with St. James Court (UK) seeing YoY revenue and EBITDA growth of 18% and 43%, respectively in FY24, while the UOH Inc. (USA) saw flattish YoY revenue with an EBITDA loss of INR 0.6bn.
- TajSATS Air Catering Ltd., a JV, clocked FY24 revenue of INR 9bn (up 40% YoY) with EBITDA of INR 2.3bn (up 82% YoY).

Exhibit 3: Key consolidated financials including subsidiaries for FY19-24

Details (all figures in INR mn)	FY19	FY20	FY21	FY22	FY23	FY24
Consolidated Revenue:	45,120	44,631	15,752	30,562	58,099	67,688
Standalone	27,804	27,435	11,332	20,033	37,042	44,056
Piem Hotels Ltd (India Owned)	3,855	3,847	1,500	2,621	4,968	5,590
United Hotels Ltd (India Owned)	447	411	160	265	488	566
Benares Hotels Ltd (India Owned)	597	636	242	498	934	1,206
Roots Corporation Ltd (Ginger)	2,035	2,105	1,255	1,709	3,045	3,713
St James Court Hotels (UK)	3,310	3,515	432	1,995	4,092	4,635
United Holdings (US)	6,396	6,541	1,034	3,152	6,379	6,698
Others	677	142	(203)	289	1,151	1,223
Consolidated EBITDA:	8,297	9,675	(3,618)	4,048	18,046	21,571
Standalone	7,294	7,611	(1,194)	3,883	13,897	17,122
Piem Hotels Ltd (India Owned)	440	544	(456)	-8	1,229	1,472
United Hotels Ltd (India Owned)	58	73	(51)	-11	120	151
Benares Hotels Ltd (India Owned)	175	208	4	178	362	511
Roots Corporation Ltd (Ginger)	149	483	16	347	1,126	1,332
St James Court Hotels (UK)	668	890	(612)	(240)	960	1,376
United Holdings (US)	(558)	(702)	(983)	(472)	195	(576)
Others	71	570	(342)	372	157	184
Consolidated EBITDA Margin (%):	18.4%	21.7%	-23.0%	13.2%	31.1%	31.9%
Standalone	26.2%	27.7%	-10.5%	19.4%	37.5%	38.9%
Piem Hotels Ltd (India Owned)	11.4%	14.1%	-30.4%	-0.3%	24.7%	26.3%
United Hotels Ltd (India Owned)	13.0%	17.8%	-32.0%	-4.2%	24.6%	26.6%
Benares Hotels Ltd (India Owned)	29.2%	32.6%	1.6%	35.6%	38.7%	42.4%
Roots Corporation Ltd (Ginger)	7.3%	22.9%	1.2%	20.3%	37.0%	35.9%
St James Court Hotels (UK)	20.2%	25.3%	-141.6%	-12.8%	23.5%	29.7%
United Holdings (US)	-8.7%	-10.7%	-95.0%	-15.0%	3.1%	-8.6%
Others	10.6%	NM	NM	NM	13.7%	15.1%

Source: I-Sec research, Company data

Lease Liability Analysis

The company has taken land and immovable properties on lease, which are generally long term in nature with varying terms, escalation clauses and renewal rights expiring within five to one hundred and ninety-eight years. On renewal, the terms of the leases are renegotiated.

Exhibit 4: Lease liabilities outstanding as of 31 Mar'24

All figures in INR mn	FY23	FY24
Denominated in the following currencies:		
INR	18,391.7	1,9704.4
USD	3,205	3,372.5
GBP	1,597.1	1,593.9
Others	13.7	86.6
Total	23,207.5	24,757.4
Analysed as:		
Current*	447.4	510.8
Non-Current*	22,760.1	24,246.6
Total	23,207.5	24,757.4

Source: I-Sec research, Company data,*The Current Portion of the lease liability is excluding the interest component on the lease liability. Actual Lease Payments (including notional interest as per Ind AS 116) would be INR1853.7mn (FY23 INR2040.3mn).

The following are the undiscounted contractual cash flows of lease liabilities. The payment profile has been based on company management’s forecasts and could be different from expectations. In addition, in certain circumstances the company is committed to making additional lease payments that are contingent on the performance viz. gross operating profits, revenues etc. of the hotels that are being leased for which no lease liability has been recognised as it is contingent in nature. Variable lease payments are payable in case of certain hotel leases of the company and arise where the company is committed to make additional lease payments that are contingent on the performance of the hotels.

Exhibit 5: Lease liabilities Maturity Analysis of 31 Mar’24

Time Period (all figures in INR mn)	FY23	FY24
Less than 1 year	2,040.3	1,853.7
Between 1 and 2 years	2,050.1	2,192.9
Between 2 and 5	6,403.6	6,506.5
More than 5 years	160,682.5	161,573.9
Total	171,176.5	172,127.0

Source: I-Sec research, Company data

Exhibit 6: Overall lease rentals (including provisions and amount adjusted against advances) for the year ended 31 Mar’24

All figures in INR mn)	FY23	FY24
Minimum Lease Payments/Fixed Rentals	1,929.5	2,015.9
Contingent rents	1,893.8	2,562.9
Total	3,823.3	4,578.8

Source: I-Sec research, Company data

Exhibit 7: Lease liabilities amount recognised in consolidated income statement

All figures in INR mn	FY23	FY24
Amortisation of Right-of-use Assets (excluding Amortisation transferred to Capital Work-In-Progress)	710.2	806.5
Expense relating to variable lease payments	2,017.9	2,709.7
Interest on lease liabilities	1,675.7	1,771.0
Total	4,413.9	5,287.2

Source: I-Sec research, Company data

Exhibit 8: Strong capex plan across verticals over FY25–27

	FY23	FY24	FY25-27	Total 5 years
Capex Spends (₹ Crores)	471	637	~2,500	~3,500

Completed & Ongoing Renovations

- Taj Mahal, New Delhi
- Taj Lands End, Mumbai
- St James Court, London
- Usha Kiran Palace, Gwalior

Key Upcoming Renovations & New Builds

- Chambers**
Taj Mahal Palace, Taj Bengal
- New Delhi**
Taj Palace & Vivanta Dwarka
- Goa**
Taj Fort Aguada, Taj Holiday Village
- New Builds & Expansion**
Ekta Nagar, CIAL, Ginger MOPA, Lakshadweep, Lucknow & Benares

Digital & IT Spends (New & Ongoing)

- ERP Upgrade (SAP S4 HANA RISE)
- New Websites
- Data Lake
- PMS Upgrade

Source: Company data, I-Sec research

Exhibit 9: IHCL's key domestic/international subsidiaries' FY24 performance

LEGAL ENTITY	REVENUE	% vs PY	EBITDA	% vs PY	EBITDA Margin	PP vs PY	PAT	% vs PY
UOH Inc. - USA	671	+2%	(58)	-ve	-9%	-	(143)	-ve
St. James Court - UK	494	+18%	138	+43%	28%	+5pp	57	+327%
PIEM Hotels Ltd.	569	+13%	157	+21%	28%	+2pp	74	+20%
Roots Corporation Ltd	374	+22%	136	+18%	36%	-1pp	44	-38%*
Benares Hotels Ltd.	124	+31%	54	+44%	44%	+4pp	36	+54%
Taj SATS Air Cat. Ltd.	900	+40%	230	+82%	26%	+6%	156	+96%
Oriental Hotels Ltd.	404	0%	109	-11%	27%	-3pp	50	-9%#

*Roots Corporation had Exceptional Gains in PY
#Oriental Hotels has impact of renovation of Taj Malabar in CY.

Source: I-Sec research, Company data

Exhibit 10: Key operating and revenue/EBITDA assumptions for IHCL

Details	FY20	FY21	FY22	FY23	FY24	FY25E	FY26E	FY27E
Standalone Assumptions:								
Total Rooms	9,465	10,269	10,833	11,854	13,378	16,275	19,330	21,496
ARR (INR)	10,734	7,351	9,717	13,736	15,414	16,647	17,979	19,237
Occupancy (%)	67%	39%	53%	72%	77%	78%	79%	80%
RevPAR (INR)	7,160	2,895	5,103	9,849	11,821	12,935	14,149	15,332
Revenue Breakup (INR mn):								
Consolidated Revenue	44,631	15,752	30,562	58,099	67,688	78,014	88,937	99,682
Standalone Revenue	27,435	11,332	20,033	37,042	44,056	52,345	61,127	69,483
Domestic Subsidiaries Revenue	6,999	3,157	5,093	9,434	11,075	12,250	13,677	15,368
International Revenue/Others	10,198	1,263	5,436	11,622	12,556	13,419	14,132	14,831
Of which:								
Management Contract Revenue	2,130	1,365	2,310	4,100	4,637	6,113	8,354	10,539
Management Contract as% of Consol Revenue	4.8%	8.7%	7.6%	7.1%	6.9%	7.8%	9.4%	10.6%
EBITDA Breakup (INR mn):								
Consolidated EBITDA	9,675	(3,618)	4,048	18,046	21,571	25,543	30,589	35,052
Standalone EBITDA	7,611	(1,194)	4,081	13,897	17,122	20,445	24,675	28,229
Domestic Subsidiaries EBITDA	1,307	(488)	506	2,836	3,466	4,114	4,803	5,613
International EBITDA/Others	757	(1,936)	(539)	1,312	984	984	1,111	1,210
EBITDA Margin (%)								
Consolidated EBITDA	21.7%	-23.0%	13.2%	31.1%	31.9%	32.7%	34.4%	35.2%
Standalone EBITDA	27.7%	-10.5%	19.4%	37.5%	38.9%	39.1%	40.4%	40.6%
Domestic Subsidiaries EBITDA	18.7%	-15.4%	9.9%	30.1%	31.3%	33.6%	35.1%	36.5%
International EBITDA/Others	7.4%	-153.3%	-6.3%	11.3%	7.8%	7.3%	7.9%	8.2%

Source: I-Sec research, Company data

Exhibit 11: SoTP valuation of Indian Hotels (IHCL)

Jun'26 EBITDA (INR mn)	31,705
Enterprise Value (EV) in INR mn (26x EV/EBITDA)	824,322
Add: Jun'26 Net Cash (INR mn)	46,780
Less: Minority interest (INR mn)	(6,721)
IHCL Equity Value/Target Price ex-JVs/associates (INR mn)	864,381
Add: Taj GVK/Oriental Hotels/TajSATS (INR mn)	44,214
IHCL Total SOTP Equity Value (INR mn)	908,595
Equity Value per Share (INR)	640

Source: I-Sec research, Company data

Exhibit 12: IHCL hotel room brand-wise room pipeline, as of Mar'24

Brands	FY25	FY26	FY27	FY28	Total
Taj	1107	1447	1182	875	4611
IHCL & Group	112	134	220	-	466
Management Contracts	995	1313	962	875	4145
Vivanta	903	1200	865	829	3797
IHCL & Group	-	125	-	-	125
Management Contracts	903	1075	865	829	3672
SeleQtions	816	408	19	275	1518
Management Contracts	816	408	19	275	1518
Ginger	714	502	532	1279	3027
IHCL & Group	580	502	312	794	2188
Management Contracts	134	-	100	605	839
Total	3540	3557	2598	3258	12953

By Contract					
IHCL & Group	692	761	532	794	2779
Management Contracts	2848	2796	1946	2584	10174
Total	3540	3557	2478	3378	12953

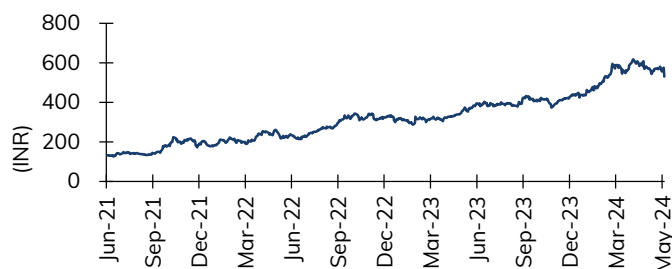
Source: Company data, I-Sec research

Exhibit 13: Shareholding pattern

%	Sep'23	Dec'23	Mar'24
Promoters	38.2	38.1	38.1
Institutional investors	45.4	45.6	45.3
MFs and others	18.2	17.2	15.9
Insurance Cos	4.5	4.6	4.5
FII's	22.7	23.8	24.8
Others	16.4	16.3	16.6

Source: Bloomberg, I-Sec research

Exhibit 14: Price chart



Source: Bloomberg, I-Sec research

Financial Summary

Exhibit 15: Profit & Loss

(INR mn, year ending March)

	FY24A	FY25E	FY26E	FY27E
Net Sales	67,688	78,014	88,937	99,682
Operating Expenses	46,116	52,471	58,348	64,631
EBITDA	21,571	25,543	30,589	35,052
EBITDA Margin (%)	31.9	32.7	34.4	35.2
Depreciation & Amortization	4,543	5,433	5,703	6,009
Interest expenditure	2,202	2,078	2,131	2,157
Other Non-operating Income	1,829	2,108	2,403	2,694
Recurring PBT	16,655	20,140	25,159	29,579
Less: Taxes	4,639	6,042	7,548	8,874
PAT	12,016	14,098	17,611	20,706
Profit/(Loss) from Associates	575	604	634	665
Net Income (Adjusted)	12,591	14,702	18,245	21,371

Source Company data, I-Sec research

Exhibit 16: Balance sheet

(INR mn, year ending March)

	FY24A	FY25E	FY26E	FY27E
Total Current Assets	30,091	47,661	64,343	83,756
of which cash & cash eqv.	14,855	25,783	39,433	55,854
Total Current Liabilities & Provisions	18,040	25,254	28,629	32,003
Net Current Assets	12,051	22,407	35,714	51,753
Investments	29,235	29,235	29,235	29,235
Net Fixed Assets	66,787	66,702	67,668	68,593
ROU Assets	19,704	19,704	19,703	19,703
Capital Work-in-Progress	2,310	3,962	4,292	4,358
Total Assets	1,30,087	1,42,010	1,56,613	1,73,643
Liabilities				
Borrowings	2,605	3,300	4,000	4,000
Equity Share Capital	1,423	1,423	1,423	1,423
Reserves & Surplus	93,143	1,04,372	1,18,275	1,35,305
Total Net Worth	94,567	1,05,795	1,19,698	1,36,728
Minority Interest	6,721	6,721	6,721	6,721
Lease Liability	24,757	24,757	24,757	24,757
Deferred Taxes	1,437	1,437	1,437	1,437
Total Liabilities	1,30,087	1,42,010	1,56,613	1,73,643

Source Company data, I-Sec research

Exhibit 17: Cashflow statement

(INR mn, year ending March)

	FY24A	FY25E	FY26E	FY27E
Operating Cashflow	18,992	19,501	23,041	26,178
Working Capital Changes	359	571	344	382
Capital Commitments	(7,625)	(7,000)	(7,000)	(7,000)
Free Cashflow	11,727	13,072	16,385	19,560
Other investing cashflow	(4,475)	2,108	2,403	2,694
Cashflow from Investing Activities	(12,100)	(4,892)	(4,597)	(4,306)
Issue of Share Capital	65	-	-	-
Interest Cost	(2,202)	(2,078)	(2,131)	(2,157)
Inc (Dec) in Borrowings	(5,578)	695	700	-
Dividend paid	(1,545)	(3,473)	(4,341)	(4,341)
Others	(586)	604	634	665
Cash flow from Financing Activities	(9,846)	(4,253)	(5,138)	(5,833)
Chg. in Cash & Bank balance	(2,594)	10,928	13,650	16,421
Closing cash & balance	14,855	25,783	39,433	55,854

Source Company data, I-Sec research

Exhibit 18: Key ratios

(Year ending March)

	FY24A	FY25E	FY26E	FY27E
Per Share Data (INR)				
Reported EPS	8.8	10.3	12.8	15.0
Adjusted EPS (Diluted)	8.8	10.3	12.8	15.0
Cash EPS	12.0	14.1	16.8	19.2
Dividend per share (DPS)	1.8	2.0	2.5	2.5
Book Value per share (BV)	66.4	74.3	84.1	96.1
Growth (%)				
Net Sales	16.5	15.3	14.0	12.1
EBITDA	19.5	18.4	19.8	14.6
EPS (INR)	25.9	16.8	24.1	17.1
Valuation Ratios (x)				
P/E	59.9	51.3	41.3	35.3
P/BV	8.0	7.1	6.3	5.5
EV / EBITDA	34.4	28.6	23.5	20.0
EV / Room	65.0	60.8	56.1	51.1
EV / Sales	10.9	9.4	8.1	7.0
Dividend Yield (%)	0.3	0.4	0.5	0.5
Operating Ratios				
Net Debt / Equity (x)	(0.2)	(0.3)	(0.4)	(0.4)
Debt / EBITDA (x)	0.1	0.1	0.1	0.1
Profitability Ratios				
RoE	14.4	14.7	16.2	16.7
RoCE	13.6	14.4	15.7	16.1
RoIC	13.9	15.6	19.4	22.5
EBITDA Margins	31.9	32.7	34.4	35.2
Net Income Margins	18.6	18.8	20.5	21.4

Source Company data, I-Sec research

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