

Juniper Hotels | BUY

Healthy performance on all fronts

Juniper reported revenues of INR 2.8bn (+13% YoY; +10% QoQ), 6% higher than our estimates aided by strong occupancy of 92% at Andaz, New Delhi, along with ramp-up in Grand Hyatt, Mumbai (GHM) post refurbishment. Due to the ramp-up in GHM, the growth in operating expense was lower at 4% vs. 13% growth in top line, resulting in 500bps expansion in margin YoY. Hence, EBITDA was 8% higher than JMFe at INR 1.2bn (+28% YoY; +26% QoQ). With an extremely comfortable leverage position and steady cash flows from its existing portfolio, Juniper is well positioned to embark on its next phase of growth and plans to add c. 2,000 rooms over the next 3-4 years primarily through ROFO assets, organic expansion and new acquisitions. We estimate revenue CAGR of c. 14% and EBITDA CAGR of c. 22% over FY25-28E, with EBITDA margin expected to reach 43% by FY28E. We maintain a BUY rating with a TP of INR 410, valuing the company at 18x Mar'27E EBITDA.

- **Beat on top line due to ramp-up in key asset:** Juniper reported revenues of INR 2.8bn (+13% YoY; +10% QoQ), 6% higher than our estimates aided by strong occupancy of 92% at Andaz, New Delhi, along with ramp-up in GHM post refurbishment. In 4QFY25, the company reported ARR of INR 12,470 (+12% YoY; +6% QoQ) and occupancy came in at 81% (+1pps YoY; +6pps QoQ), resulting in RevPAR of INR 10,063 (+14% YoY; +15% QoQ). Andaz and GHM recorded 19% and 10% YoY growth in ARR respectively.
- **GHM drives margin recovery:** Despite the key asset (GHM) being under renovation for most part of the year, the company reported a healthy top line of INR 9.4bn (+15% YoY) but EBITDA (INR 3.7bn) growth was lower at 8% YoY, reflecting the impact of shutdown and one-time refurbishment expenses. However, margin recovered sharply in 4Q to 42% (+500bps YoY) aided by ramp-up in GHM, resulting in higher flow-through to EBITDA.
- **Development and pipeline update:** Under the Juniper 2.0 strategy, the management is targeting to double the portfolio to 4,000 keys over the next few years. The ROFO transaction is already underway, which will add c. 737 keys across two assets and is expected to be closed in the next 8-10 months. The recently acquired 220-key asset near Bengaluru Airport will be commissioned by end-FY26 and the company will soon commence the work on Phase 2, comprising 250 keys. The Kaziranga hotel with 115 keys will become operational by FY28E under the "ALILA" brand by Hyatt. The company owns 74k sqft of land adjacent to the Secretariat in Guwahati and the management has unveiled plans to develop a 250-room luxury property at the site. Additionally, it is pursuing two new greenfield opportunities that could add c. 500 keys to the portfolio. Given the low leverage of 1.4x net debt to EBITDA, the management is confident of funding the capex without straining the balance sheet.
- **Maintain BUY; Mar'26 TP of INR 410:** We estimate revenue CAGR of c. 14% and EBITDA CAGR of c. 22% over FY25-28E, and expect EBITDA margin to reach 43% by FY28E. EBITDA growth will be driven by ramp-up in new inventory and higher ancillary revenue at GHM. We maintain BUY with a TP of INR 410, valuing Juniper at 18x Mar'27 EBITDA.

Financial Summary					(INR mn)
Y/E March	FY24A	FY25A	FY26E	FY27E	FY28E
Net Sales	8,177	9,443	11,126	12,766	13,950
Sales Growth (%)	22.6	15.5	17.8	14.7	9.3
EBITDA	3,110	3,367	4,438	5,432	6,055
EBITDA Margin (%)	38.0	35.7	39.9	42.5	43.4
Adjusted Net Profit	238	713	2,243	3,227	3,961
Diluted EPS (INR)	1.1	3.2	10.1	14.5	17.8
Diluted EPS Growth (%)	0.0	199.6	214.6	43.9	22.7
ROIC (%)	-5.2	3.2	8.3	10.9	12.2
ROE (%)	1.6	2.6	7.9	10.4	11.4
P/E (x)	300.1	100.2	31.8	22.1	18.0
P/B (x)	2.7	2.6	2.4	2.2	1.9
EV/EBITDA (x)	24.4	24.2	17.7	14.0	12.2
Dividend Yield (%)	0.0	0.0	0.0	0.0	0.0

Source: Company data, JM Financial. Note: Valuations as of 29/May/2025



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Recommendation and Price Target

Current Reco.	BUY
Previous Reco.	BUY
Current Price Target (12M)	410
Upside/(Downside)	27.7%
Previous Price Target	410
Change	0.0%

Key Data – JUNIPER IN

Current Market Price	INR321
Market cap (bn)	INR71.4/US\$0.8
Free Float	20%
Shares in issue (mn)	222.5
Diluted share (mn)	222.5
3-mon avg daily val (mn)	INR70.4/US\$0.8
52-week range	493/224
Sensex/Nifty	81,633/24,834
INR/US\$	85.5

Price Performance

%	1M	6M	12M
Absolute	8.7	-10.6	-28.2
Relative*	6.9	-12.6	-35.0

* To the BSE Sensex

JM Financial Research is also available on:
Bloomberg - JMFR <GO>,
Thomson Publisher & Reuters,
S&P Capital IQ, FactSet and Visible Alpha

Please see Appendix I at the end of this report for Important Disclosures and Disclaimers and Research Analyst Certification.

■ Concall highlights:

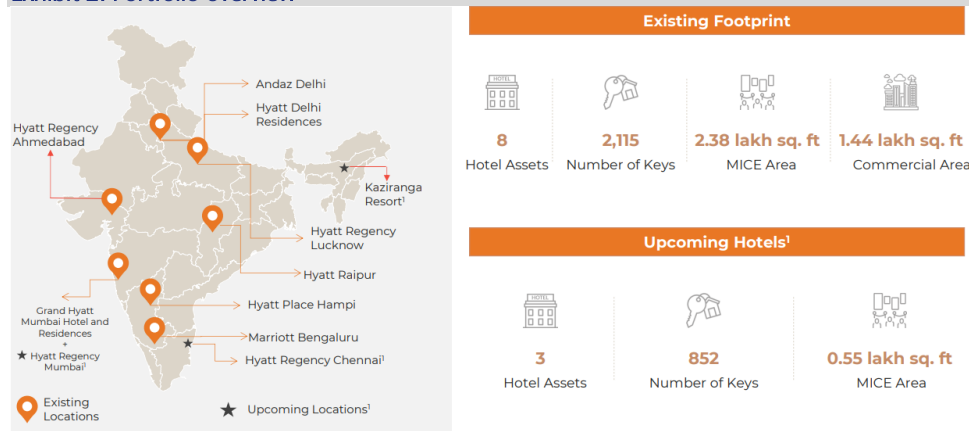
- Renovation at GHM is complete and the asset is now fully operational. The management expects the new ballroom to contribute INR 250mn in revenue in FY26
- Post the renovation, ARR has increased by INR 1,500-1,700 and there is scope to further increase it by INR 2,000 gradually
- The management is targeting to add 2,000 keys to the portfolio through organic expansion (Phase 2, Bengaluru, Kaziranga and Guwahati), ROFO assets and new opportunities
- The ROFO transaction will be done through share swap method and the company hopes to conclude it in 8-10 months
- The current net debt to EBITDA is just 1.4x and the company has INR 25bn headroom to pursue growth opportunities
- The new hotels at Guwahati and Kaziranga will involve a capex of INR 12mn-15mn/key and the company will spend INR 20mn/key on the development of 250 rooms at Bengaluru
- The company has decided to build a 45k sqft office tower on land adjacent to GHM and the work will commence soon

Exhibit 1. Financial snapshot

INR mn	4QFY25	4QFY24	YoY	3QFY25	QoQ	FY24	FY25	FY24-25 YoY
Revenue from operations	2,776	2,453	13%	2,525	10%	8,177	9,443	15%
Cost of sales	198	180	10%	208	-5%	632	745	18%
Gross margin (%)	93%	93%	19bps	92%	108bps	92%	92%	-16bps
Employee expenses	459	488	-6%	443	4%	1,447	1,738	20%
Other expenses	951	874	9%	946	1%	2,988	3,592	20%
EBITDA	1,167	911	28%	928	26%	3,110	3,367	8%
EBITDA margin (%)	42%	37%	492bps	37%	528bps	38%	36%	-238bps
Depreciation	283	260	9%	276	3%	912	1,095	20%
Interest costs	243	611	-60%	302	-20%	2,652	1,086	-59%
Other income	94	29	224%	85	11%	86	313	263%
PBT	735	69	969%	435	69%	-367	1,500	-508%
Profit from associates	0	0	NA	0	NA	0	0	NA
Tax	185	-399	-146%	110	68%	-605	787	-230%
Minority Interest	0	0	NA	0	NA	0	0	NA
Adjusted PAT	550	468	18%	325	69%	238	713	200%

Source: Company, JM Financial

Exhibit 2. Portfolio overview



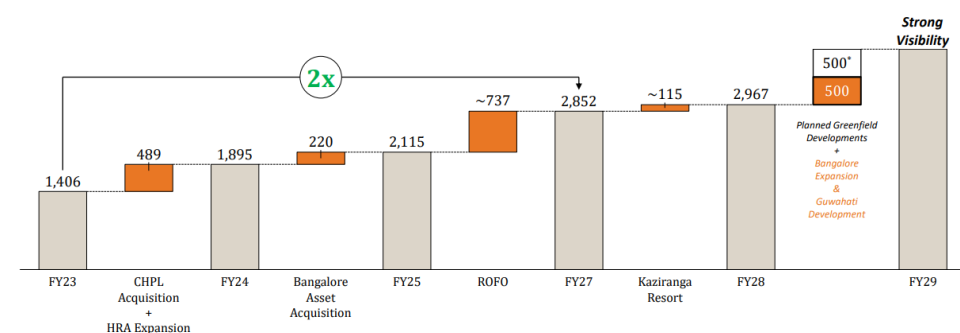
Source: Company, JM Financial

Exhibit 3. JHL Portfolio; 2,115 keys across eight hotels

Portfolio	Location	No. of Keys
Juniper Hotels		
Grand Hyatt Mumbai	Mumbai, Maharashtra	665
Andaz Delhi	New Delhi	401
Hyatt Delhi Residences	New Delhi	129
Hyatt Regency Ahmedabad	Ahmedabad, Gujarat	270
Marriott Bengaluru	Bengaluru	220
Total Juniper Hotels		1,685
CHPL & CHHPL		
Hyatt Regency Lucknow	Lucknow, Uttar Pradesh	206
Hyatt Raipur	Raipur, Chhattisgarh	105
Hyatt Place Hampi	Hampi, Karnataka	119
Total CHPL & CHHPL		430
TOTAL		2,115

Source: Company, JM Financial

Exhibit 4. Growth in number of keys in the Juniper portfolio



Source: Company, JM Financial

Exhibit 5. Segment-wise operational metrics

JHL Operations Master	1QFY24	2QFY24	3QFY24	4QFY24	1QFY25	2QFY25	3QFY25	4QFY25	YoY	QoQ
Operational highlights										
Luxury										
ARR (INR)	10,564	11,218	12,941	13,550	11,686	12,191	14,772	15,486	14%	5%
Occupancy (%)	78%	72%	76%	81%	71%	69%	71%	81%	0pps	10pps
RevPAR (INR)	8,265	8,121	9,844	11,024	8,254	8,398	10,444	12,584	14%	20%
Upper upscale										
ARR (INR)	6,586	6,649	8,377	7,824	7,055	7,095	8,213	8,499	9%	3%
Occupancy (%)	72%	74%	75%	79%	73%	74%	80%	80%	1pps	0pps
RevPAR (INR)	4,720	4,897	6,307	6,196	5,172	5,266	6,576	6,797	10%	3%
Upscale										
ARR (INR)	6,809	7,045	8,271	7,513	7,022	NA	NA	NA	NA	NA
Occupancy (%)	49%	59%	64%	67%	55%	NA	NA	NA	NA	NA
RevPAR (INR)	3,305	4,133	5,326	5,011	3,845	NA	NA	NA	NA	NA
Consolidated										
ARR (INR)	9,048	9,352	10,983	11,110	9,667	9,879	11,714	12,470	12%	6%
Occupancy (%)	74%	72%	75%	80%	71%	71%	75%	81%	1pps	6pps
RevPAR (INR)	6,699	6,730	8,244	8,850	6,832	7,034	8,760	10,063	14%	15%

Source: Company, JM Financial

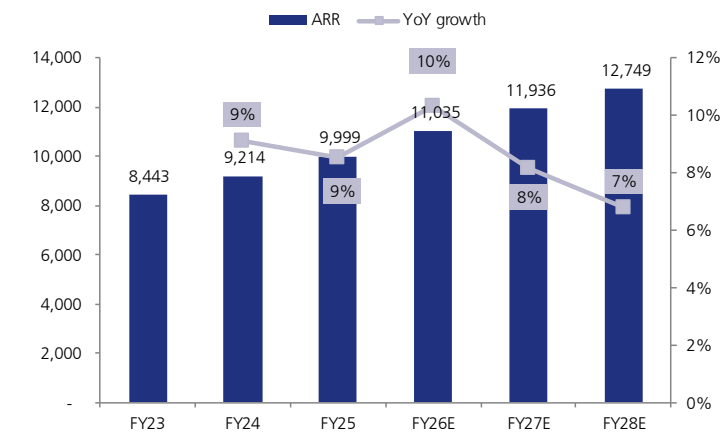
Estimates and Valuation

Exhibit 6. Revenue to grow by c. 14% and EBITDA by c.22% (FY25-FY28E CAGR)

INR mn	FY24	FY25	FY26E	FY27E	FY28E	FY25-28E CAGR	FY24-25E YoY
Revenue from operations	8,177	9,443	11,126	12,766	13,950	14%	15%
Cost of sales	632	745	1,001	1,149	1,255		18%
Gross margin (%)	92%	92%	91%	91%	91%		-16bps
Employee expenses	1,447	1,738	1,688	1,792	1,903		20%
Other expenses	2,988	3,592	3,999	4,393	4,737		20%
EBITDA	3,110	3,367	4,438	5,432	6,055	22%	8%
EBITDA margin (%)	38%	36%	40%	43%	43%		-238bps
Depreciation	912	1,095	1,332	1,307	1,260		20%
Interest costs	2,652	1,086	1,482	1,430	1,344		-59%
Other income	86	313	307	319	332		263%
PBT	-367	1,500	1,931	3,014	3,782		-508%
Profit from associates	0	0	0	0	0		NA
Tax	-605	787	39	90	113		-230%
Minority Interest	0	0	0	0	0		NA
Adjusted PAT	238	713	1,893	2,923	3,669		200%
Extraordinary Income	-3	1	0	0	0		-147%
PAT	235	714	1,893	2,923	3,669	73%	204%

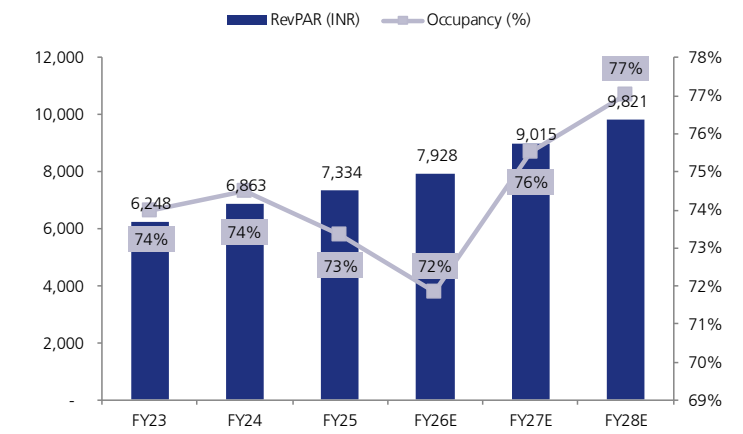
Source: Company, JM Financial

Exhibit 7. ARR to grow at 8% CAGR over FY25-FY28E...



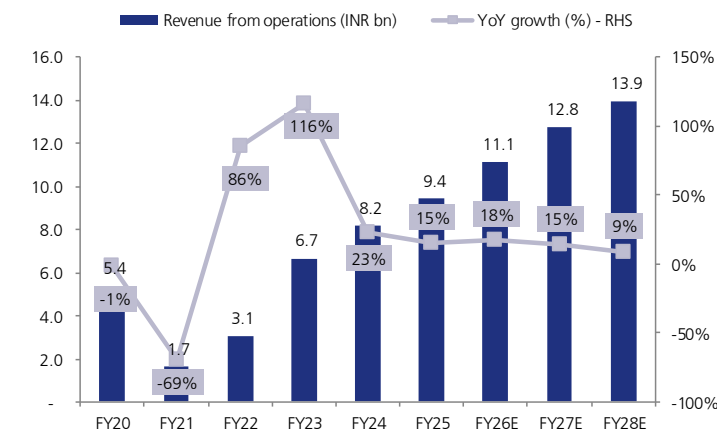
Source: Company, JM Financial

Exhibit 8. ...with steady occupancy



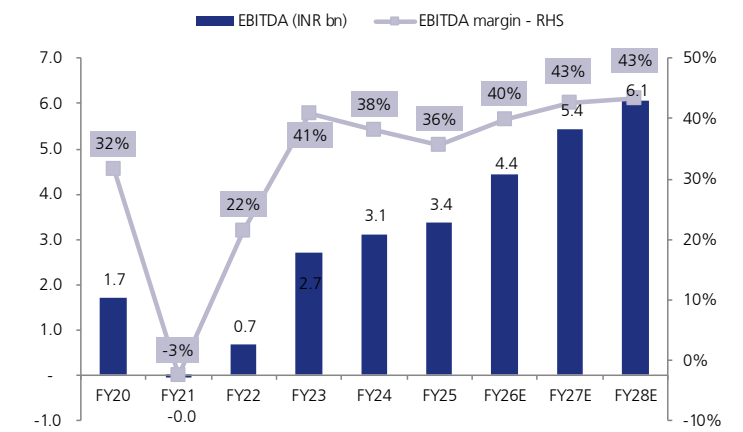
Source: Company, JM Financial

Exhibit 9. Revenue to grow at 14% CAGR over FY25-28E...

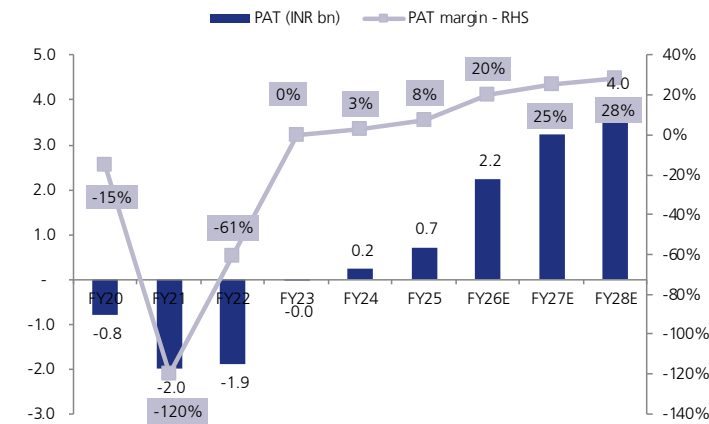


Source: Company, JM Financial

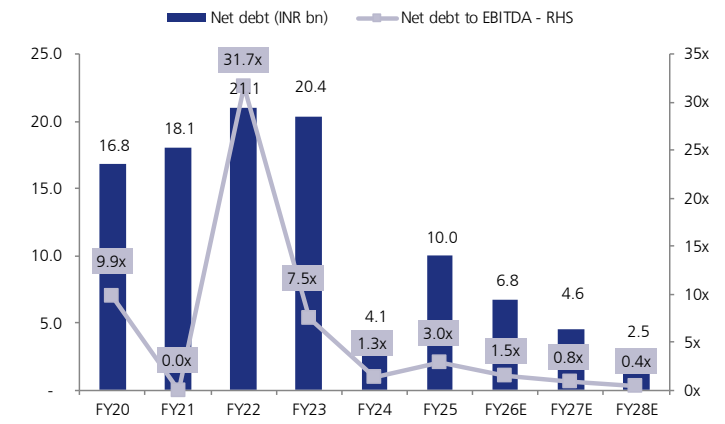
Exhibit 10. ...and EBITDA to clock 22% CAGR over the same period



Source: Company, JM Financial

Exhibit 11. JHL to witness multi-fold increase in PAT


Source: Company, JM Financial

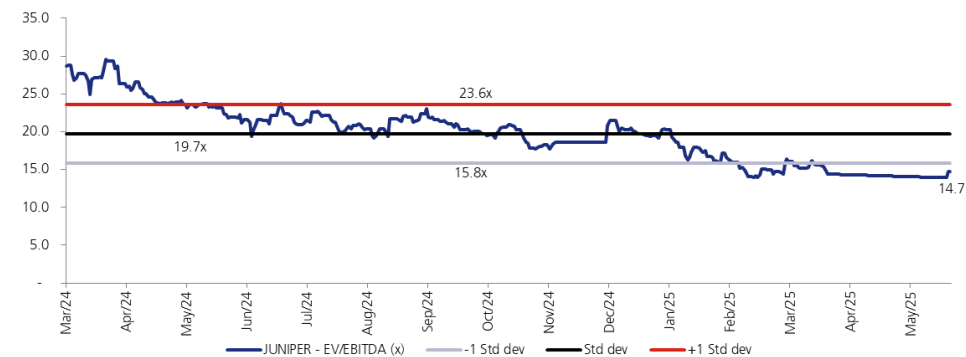
Exhibit 12. Considerable reduction in net debt


Source: Company, JM Financial

Exhibit 13. Mar'26 TP of INR 410

Particulars (INRm)	Mar'27
Consolidated EBITDA	5,432
Valuation Multiple	18
EV	97,771
Net debt (as Mar'26)	6,831
Equity Value	90,940
Mar'26 TP	410
CMP	321
Upside (%)	28%

Source: Company, JM Financial

Exhibit 14. EV/EBITDA chart


Source: Company, JM Financial

Financial Tables (Consolidated)

Income Statement (INR mn)					
Y/E March	FY24A	FY25A	FY26E	FY27E	FY28E
Net Sales	8,177	9,443	11,126	12,766	13,950
Sales Growth	22.6%	15.5%	17.8%	14.7%	9.3%
Other Operating Income	0	0	0	0	0
Total Revenue	8,177	9,443	11,126	12,766	13,950
Cost of Goods Sold/Op. Exp	632	745	1,001	1,149	1,255
Personnel Cost	1,447	1,738	1,688	1,792	1,903
Other Expenses	2,988	3,592	3,999	4,393	4,737
EBITDA	3,110	3,367	4,438	5,432	6,055
EBITDA Margin	38.0%	35.7%	39.9%	42.5%	43.4%
EBITDA Growth	14.4%	8.3%	31.8%	22.4%	11.5%
Depn. & Amort.	912	1,095	1,332	1,307	1,260
EBIT	2,198	2,272	3,106	4,125	4,795
Other Income	86	313	307	319	332
Finance Cost	2,652	1,086	1,124	1,117	1,043
PBT before Excep. & Forex	-367	1,500	2,289	3,327	4,083
Excep. & Forex Inc./Loss(-)	0	0	0	0	0
PBT	-367	1,500	2,289	3,327	4,083
Taxes	-605	787	46	100	122
Extraordinary Inc./Loss(-)	0	0	0	0	0
Assoc. Profit/Min. Int.(-)	0	0	0	0	0
Reported Net Profit	238	713	2,243	3,227	3,961
Adjusted Net Profit	238	713	2,243	3,227	3,961
Net Margin	2.9%	7.5%	20.2%	25.3%	28.4%
Diluted Share Cap. (mn)	222.5	222.5	222.5	222.5	222.5
Diluted EPS (INR)	1.1	3.2	10.1	14.5	17.8
Diluted EPS Growth	0.0%	199.6%	214.6%	43.9%	22.7%
Total Dividend + Tax	0	0	0	0	0
Dividend Per Share (INR)	0.0	0.0	0.0	0.0	0.0

Source: Company, JM Financial

Cash Flow Statement (INR mn)					
Y/E March	FY24A	FY25A	FY26E	FY27E	FY28E
Profit before Tax	-367	1,500	2,289	3,327	4,083
Depn. & Amort.	912	1,095	1,332	1,307	1,260
Net Interest Exp. / Inc. (-)	2,608	896	1,124	1,117	1,043
Inc (-) / Dec in WCap.	285	-292	387	-256	-151
Others	-13	-48	0	0	0
Taxes Paid	-153	-58	-46	-100	-122
Operating Cash Flow	3,271	3,092	5,086	5,394	6,113
Capex	-780	-1,303	-1,340	-2,060	-2,950
Free Cash Flow	2,491	1,789	3,746	3,334	3,163
Inc (-) / Dec in Investments	10	-32	0	0	0
Others	6	-5,441	0	0	0
Investing Cash Flow	-764	-6,776	-1,340	-2,060	-2,950
Inc / Dec (-) in Capital	0	0	0	0	0
Dividend + Tax thereon	0	0	0	0	0
Inc / Dec (-) in Loans	18,000	0	0	0	0
Others	-16,449	-359	-1,024	-1,717	-1,793
Financing Cash Flow	1,551	-359	-1,024	-1,717	-1,793
Inc / Dec (-) in Cash	4,058	-4,042	2,722	1,618	1,370
Opening Cash Balance	127	4,185	143	2,865	4,483
Closing Cash Balance	4,185	143	2,865	4,483	5,853

Source: Company, JM Financial

Balance Sheet (INR mn)					
Y/E March	FY24A	FY25A	FY26E	FY27E	FY28E
Shareholders' Fund	26,553	27,262	29,505	32,737	36,698
Share Capital	2,225	2,220	2,220	2,225	2,225
Reserves & Surplus	24,328	25,042	27,285	30,512	34,473
Preference Share Capital	0	0	0	0	0
Minority Interest	0	0	0	0	0
Total Loans	8,381	10,207	9,696	9,096	8,346
Def. Tax Liab. / Assets (-)	-1,505	-718	-643	-574	-513
Total - Equity & Liab.	33,428	36,751	38,558	41,259	44,531
Net Fixed Assets	35,213	38,893	38,290	39,044	40,734
Gross Fixed Assets	28,249	29,967	31,094	30,068	29,625
Intangible Assets	6,419	6,363	6,069	5,788	5,520
Less: Depn. & Amort.	0	0	0	0	0
Capital WIP	544	2,563	1,128	3,188	5,588
Investments	9	9	9	14	14
Current Assets	6,009	4,303	7,783	9,713	11,335
Inventories	93	100	167	191	209
Sundry Debtors	596	551	890	1,021	1,116
Cash & Bank Balances	4,185	143	2,865	4,483	5,853
Loans & Advances	0	0	0	0	0
Other Current Assets	1,135	3,509	3,861	4,018	4,157
Current Liab. & Prov.	7,803	6,455	7,524	7,512	7,552
Current Liabilities	4,817	4,351	4,566	4,397	4,234
Provisions & Others	2,986	2,104	2,958	3,115	3,317
Net Current Assets	-1,794	-2,152	259	2,201	3,783
Total - Assets	33,428	36,750	38,559	41,259	44,531

Source: Company, JM Financial

Dupont Analysis					
Y/E March	FY24A	FY25A	FY26E	FY27E	FY28E
Net Margin	2.9%	7.5%	20.2%	25.3%	28.4%
Asset Turnover (x)	0.2	0.2	0.3	0.3	0.3
Leverage Factor (x)	2.3	1.5	1.5	1.5	1.4
RoE	1.6%	2.6%	7.9%	10.4%	11.4%

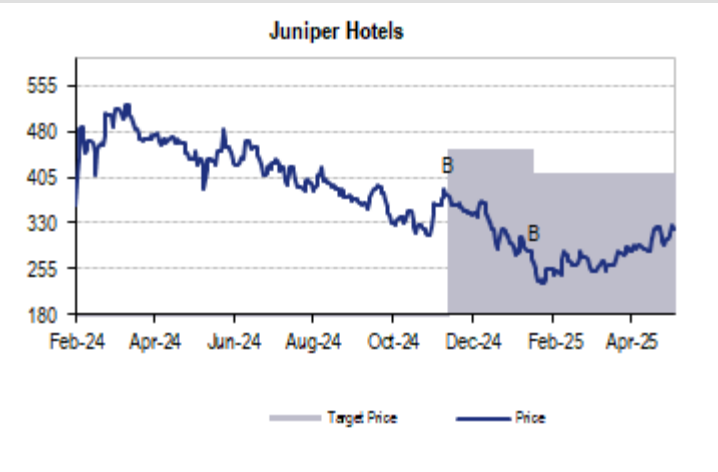
Key Ratios					
Y/E March	FY24A	FY25A	FY26E	FY27E	FY28E
BV/Share (INR)	119.3	122.5	132.6	147.1	164.9
ROIC	-5.2%	3.2%	8.3%	10.9%	12.2%
ROE	1.6%	2.6%	7.9%	10.4%	11.4%
Net Debt/Equity (x)	0.2	0.4	0.2	0.1	0.1
P/E (x)	300.1	100.2	31.8	22.1	18.0
P/B (x)	2.7	2.6	2.4	2.2	1.9
EV/EBITDA (x)	24.4	24.2	17.7	14.0	12.2
EV/Sales (x)	9.3	8.6	7.0	6.0	5.3
Debtor days	27	21	29	29	29
Inventory days	4	4	5	5	5
Creditor days	0	0	0	0	0

Source: Company, JM Financial

History of Recommendation and Target Price

Date	Recommendation	Target Price	% Chg.
8-Dec-24	Buy	450	
11-Feb-25	Buy	410	-8.9

Recommendation History



APPENDIX I

JM Financial Institutional Securities Limited

Corporate Identity Number: U67100MH2017PLC296081

Member of BSE Ltd. and National Stock Exchange of India Ltd.

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Rating	Meaning
Buy	Total expected returns of more than 10% for stocks with market capitalisation in excess of INR 200 billion and REITs* and more than 15% for all other stocks, over the next twelve months. Total expected return includes dividend yields.
Hold	Price expected to move in the range of 10% downside to 10% upside from the current market price for stocks with market capitalisation in excess of INR 200 billion and REITs* and in the range of 10% downside to 15% upside from the current market price for all other stocks, over the next twelve months.
Sell	Price expected to move downwards by more than 10% from the current market price over the next twelve months.

* REITs refers to Real Estate Investment Trusts.

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