

ITCHOTEL: Strong Domestic Demand Drives RevPAR Outperformance

July 17, 2026 | CMP: INR 174 | Target Price: INR 210

Expected Share Price Return: 20.7% | Dividend Yield: 0.6% | Potential Upside: 21.3%

Sector View: Neutral

BUY

Change in Estimates	✓
Target Price Change	✓
Recommendation	✗

Company Info

BB Code	ITCHOTEL
Face Value (INR)	1.0
52-w High/Low (INR)	262 / 137
Mkt Cap (INR Bn)	362.6
Shares o/s (Mn)	2081.2
3M Avg. Daily Volume	3,662,909

Change in Estimates

	FY27E			FY28E		
INR Bn	New	Old	Dev. (%)	New	Old	Dev. (%)
Revenue	47.1	44.2	6.7	54.9	53.8	2.0
EBITDA	16.1	14.9	8.3	19.7	19.3	2.0
EBITDAM%	34.2	33.7	51 bps	35.8	35.8	(0) bps
Adj. PAT	10.2	9.4	8.7	12.8	12.8	0.2
Adj. EPS	4.9	4.5	8.7	6.2	6.2	0.2

Actual vs CIE Estimates

INR Mn	Q1FY27A	CIE Est.	Dev. %
Revenue	9,360	8,403	11.4
EBITDA	2,923	2,362	23.7
EBITDAM %	31.2	28.1	312 bps
Adj. PAT	1,803	1,346	33.9

Key Financials

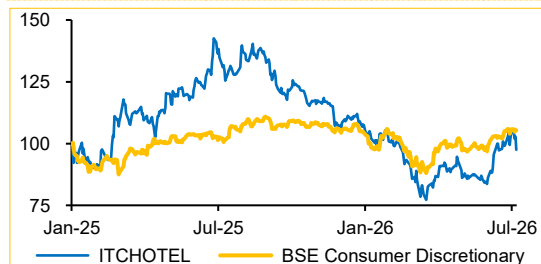
INR Mn	FY25	FY26	FY27E	FY28E	FY29E
Revenue	35,598	41,394	47,142	54,903	61,930
YoY (%)	60.0	16.3	13.9	16.5	12.8
EBITDA	12,109	14,238	16,119	19,655	22,728
EBITDAM %	34.0	34.4	34.2	35.8	36.7
Adj. PAT	6,346	8,169	10,167	12,823	15,131
Adj. EPS (INR)	3.0	3.9	4.9	6.2	7.3
ROE %	6.6	7.3	8.5	10.0	10.9
ROCE %	7.9	8.5	9.3	11.1	12.2
PE(x)	64.8	35.1	35.6	28.2	23.9
EV/EBITDA	32.1	18.0	20.2	16.6	14.3

Shareholding Pattern (%)

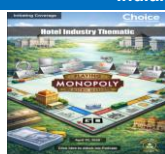
	Sep-25	Dec-25	Mar-26
Promoters	39.9	39.9	39.9
FII	25.5	16.1	14.6
DII	20.2	21.1	21.5
Government	0.02	0.02	0.02
Public	14.4	22.9	24.1

Relative Performance (%)

YTD	3M	6M	1Y
BSE Cons. Disc.	5.4%	2.5%	3.2%
ITCHOTEL	7.1%	(6.0%)	(24.1%)



Indian Hotel Industry Thematic


[Click here to read Initiating Coverage Report](#)
[Click here to read Q4 FY26 Result Update](#)

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Resilient Domestic Demand Propels Operating Performance

Contribution from retail room segment improved by 500 bps, outpacing MICE+ Weddings. This led to a healthy operating performance in Q1FY27, wherein RevPAR grew 8% YoY to INR 8,380. This outperformance was driven by a strong increase of **300 bps in occupancy level** and **3.8% ADR growth**. ITCHOTEL continued to outperform average industry RevPAR (Luxury + Upper Upscale & Upscale segments) by 33%. We believe **stabilisation of recently-commissioned assets**, rising **management fee income**, coupled with industry **tailwinds** will support **sustained earnings growth**.

View and Valuation

We raise our FY27E revenue estimate by 6.7% and increase our EBITDA margin assumption by 51 bps, reflecting incremental revenue contribution from recent hotel acquisitions and resilient operating performance. We value the company at **~22x FY28E EV/Adj. Hospitality EBITDA of INR 18.46 Bn**, arriving at a **TP of INR 210 (vs. 190)**. Our DCF-derived valuation reaffirms our target price, providing a sanity check. **Hence, we maintain our "BUY" on ITCHOTEL with an upside of ~21%.**

Key Risks to Our Valuation

Possible lower foreign tourist arrivals, elevated fuel and power cost affecting margin, execution delays in greenfield projects and acquisition integration

Resilient Core Operations Drive Earnings Beat

- Revenue grew **14.8% YoY to INR 9.4 Bn** (beating CIE estimate by 11.4%); **core revenue** growth stood at **10.1% YoY**, resilient amid demand softness
- Q1 "Branded Residences" revenue stood at **INR 378 Mn**, with **Operating Profit at INR 132 Mn (Operating margin of 35%)**, driven by continued handover of Sapphire Residences
- EBITDA increased **19.5% YoY to INR 2.9 Bn**, with **margin at 31.2%** (123 bps YoY, beating CIE estimate by 312 bps)
- Adj. PAT rose **35.4% YoY to INR 1.8 Bn** (beating CIE estimate by 33.9%), with **PAT margin** expanding 294 bps YoY to **19.3%**
- ITCHOTEL announced **acquisition** of the 130-key **Welcomhotel Ahmedabad** (under a franchising agreement as present; FY26 Revenue: INR 0.3 Bn) for an **Enterprise Value of INR 1.55 Bn**

Accelerating Portfolio Expansion across Owned and Managed Hotels

ITCHOTEL continues to implement its **asset-right strategy** through **selective inorganic expansion** and **accelerated management contract addition**. The **recently-announced acquisition of Welcomhotel Ahmedabad** provides exposure to the city's structurally growing **commercial and MICE** demand, while **Kumarakom Resort & Spa**, currently under renovation, strengthens its presence in the **luxury leisure** segment. We expect **both assets to begin contributing to revenue from FY27E**. Further, the company **signed eight new hotels in Q1FY27**, taking its **managed hotels pipeline to 74** with over **7,200 keys**, providing a healthy visibility on management fee income and long-term growth.

ITCHOTEL (INR Mn)	Q1FY27	Q1FY26	YoY (%)	Q4FY26	QoQ (%)
Total Keys (#)	14,372	13,469	6.7%	14,294	0.5%
ARR (Own - INR)	11,310	10,900	3.8%	15,500	(27.0%)
Occupancy (Own - %)	74.0%	71.0%	300 bps	75.5%	(148) bps
RevPAR (Own - INR)	8,380	7,740	8.3%	11,700	(28.4%)
Revenue	9,360	8,155	14.8%	12,537	(25.3%)
Total Operating Exp.	6,437	5,709	12.8%	7,874	(18.2%)
EBITDA	2,923	2,447	19.5%	4,663	(37.3%)
EBITDAM %	31.2%	30.0%	123 bps	37.2%	(596) bps
Adj. PAT	1,803	1,331	35.4%	3,159	(42.9%)
Adj. PAT Margin %	19.3%	16.3%	294 bps	25.2%	(594) bps
Adj. EPS (INR)	0.9	0.6	35.4%	1.5	(42.9%)

Source: ITCHOTEL, Choice Institutional Equities

Operating Metrics and Segment Breakup

	Q1FY26	Q2FY26	Q3FY26	Q4FY26	Q1 FY27
Operating Metrics					
Total Keys (#)	13,469	13,646	14,070	14,294	14,372
Managed Share (%)	58.5%	59.0%	60.0%	60.5%	60.0%
Own ARR (INR)	10,900	11,300	15,100	15,500	11,310
Own Occupancy (%)	71.0%	70.8%	74.2%	75.5%	74.0%
Own RevPAR (INR)	7,740	8,000	11,200	11,700	8,380
Revenue Segmentation (INR Mn)					
Hospitality	8,006	8,228	11,325	11,040	8,811
Branded Residences	-	-	815	1,294	378
Others	101	107	129	133	117
Operating Margins (%)					
Hospitality (%)	17.9%	17.1%	29.7%	29.2%	20.0%
Branded Residences (%)	NA	NA	32.5%	29.4%	35.0%
Others (%)	45.8%	18.5%	35.7%	39.6%	32.0%

Source: ITCHOTEL, Choice Institutional Equities

View and Valuation

We raise our **FY27E revenue estimate by 6.7%** and increase our **EBITDA margin assumption by 51 bps**, reflecting incremental revenue contribution from recent hotel acquisitions and resilient operating performance. We value the company at **~22x FY28E EV/Adj. Hospitality EBITDA of INR 18.46 Bn**, arriving at a **TP of INR 210 (vs. 190)**. Our DCF-derived valuation reaffirms our target price, providing a sanity check. Hence, we maintain our “BUY” on ITCHOTEL with an upside of ~21%.

EV/Adj. EBITDA Valuation Table

Particular	FY28E Adj. EBITDA (INR Mn)	Target EV/Adj. EBITDA	Enterprise Value (INR Mn)	INR/share (rounded to nearest 10)
Hospitality Business	18,461	22.0x	4,06,148	195
Branded Residences	1,194	0x	-	-
Total	19,655	20.7x	4,06,148	195
Add: FY28E Net Cash			36,942	18
Less: FY28E Min. Interest			(474)	(0)
Attributable Equity Value			4,42,616	210

Source: ITCHOTEL, Choice Institutional Equities

DCF Assumptions

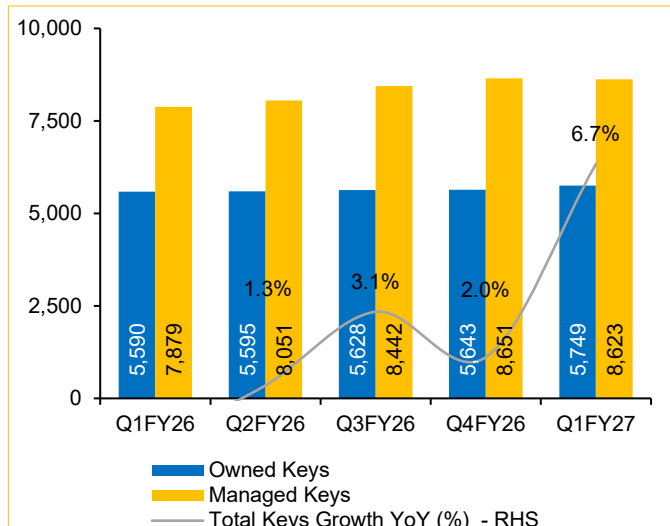
Particular (INR Bn unless specified)	
Terminal Growth Rate (%)	5.0%
Cost of Equity (%)	13.4%
PV of FCFE	152
Terminal Value	1,090
PV of Terminal Value	274
Equity Value	427
Equity Value Per Share (INR)	210

Source: ITCHOTEL, Choice Institutional Equities

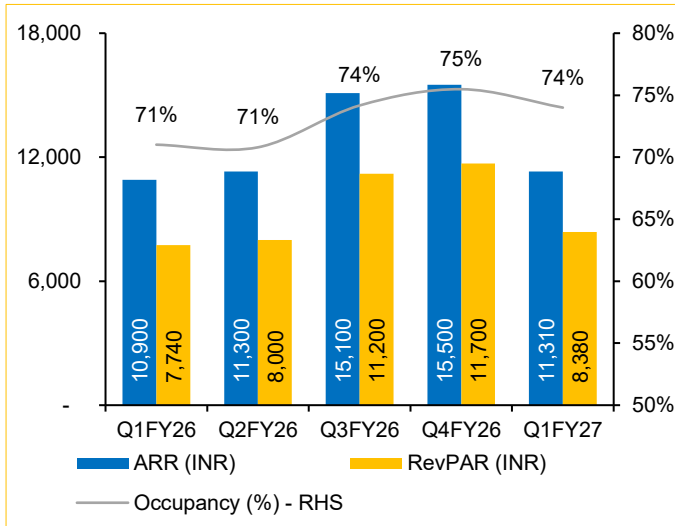
Sensitivity Analysis

		Terminal Growth Rate				
		3.0%	4.0%	5.0%	6.0%	7.0%
CoE	11.3%	240	270	300	340	400
	12.3%	210	220	250	270	310
	13.3%	180	190	210	230	250
	14.3%	160	170	180	190	210
	15.3%	140	140	150	160	180

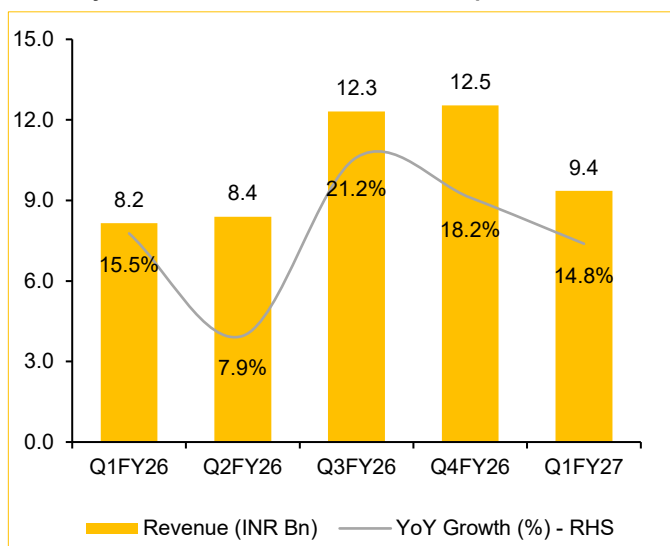
Source: ITCHOTEL, Choice Institutional Equities

Managed Keys Grew 9.4% YoY, While Owned Keys Grew 2.8%

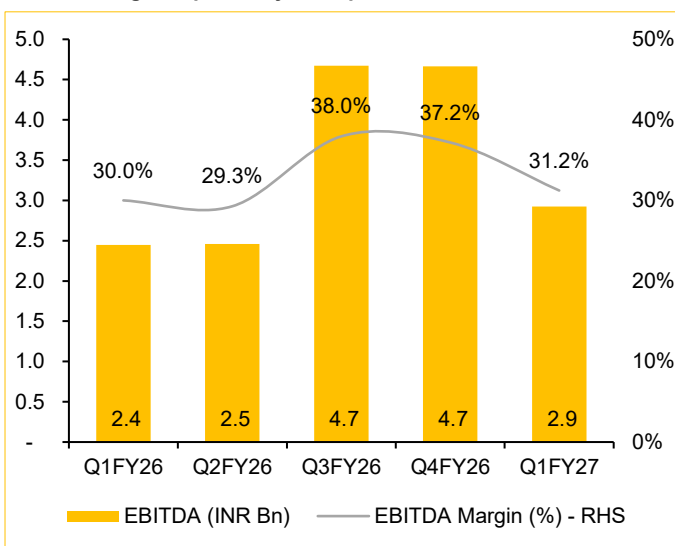
Source: ITCHOTEL, Choice Institutional Equities

Q1FY27 RevPAR +8.3% YoY; ARR up 3.8%; Occupancy +300 bps

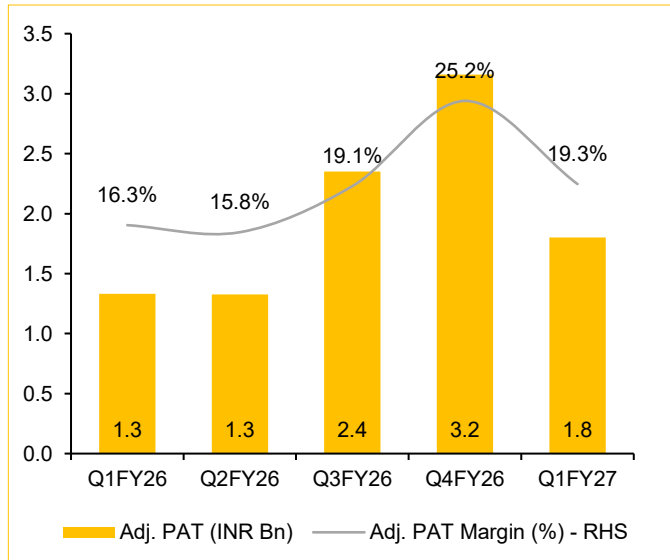
Source: ITCHOTEL, Choice Institutional Equities

Driven by Resilient Retail Demand, Revenue up 14.8% YoY

Source: ITCHOTEL, Choice Institutional Equities

EBITDA Margin Expands by 123 bps to 31.2% YoY

Source: ITCHOTEL, Choice Institutional Equities

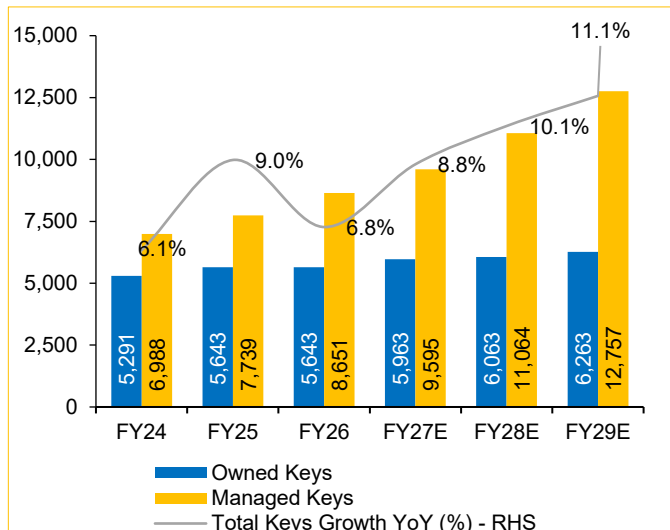
Q1FY27 PAT Increased by 35.4% YoY

Source: ITCHOTEL, Choice Institutional Equities

1-year Forward EV/Adj. EBITDA

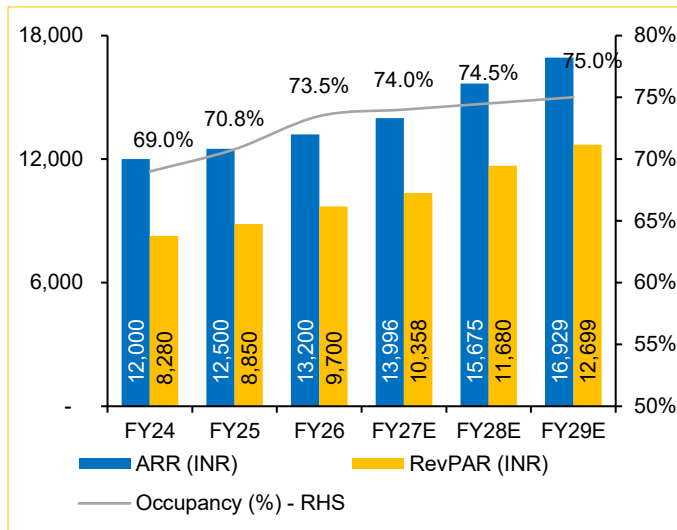
Source: ITCHOTEL, Choice Institutional Equities

Keys Forecast to Increase 10% CAGR over FY26–29E



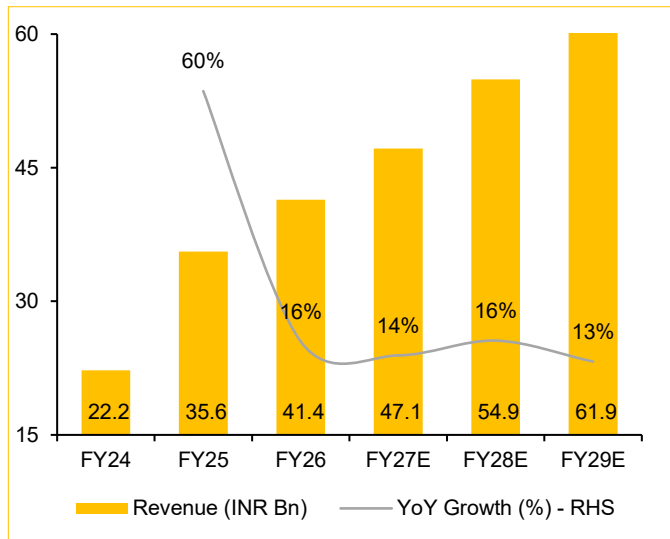
Source: ITCHOTEL, Choice Institutional Equities

RevPAR Expected to Rise at 9.4% CAGR over FY26–29E



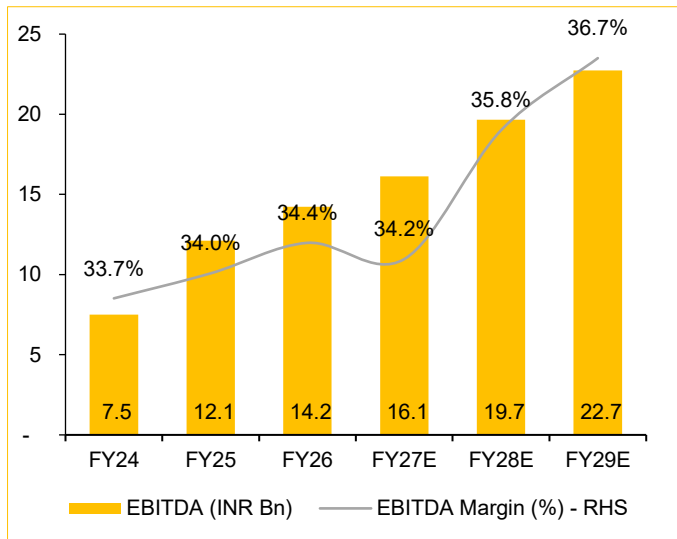
Source: ITCHOTEL, Choice Institutional Equities

Revenue Projected to Increase at 14.4% CAGR over FY26–29E



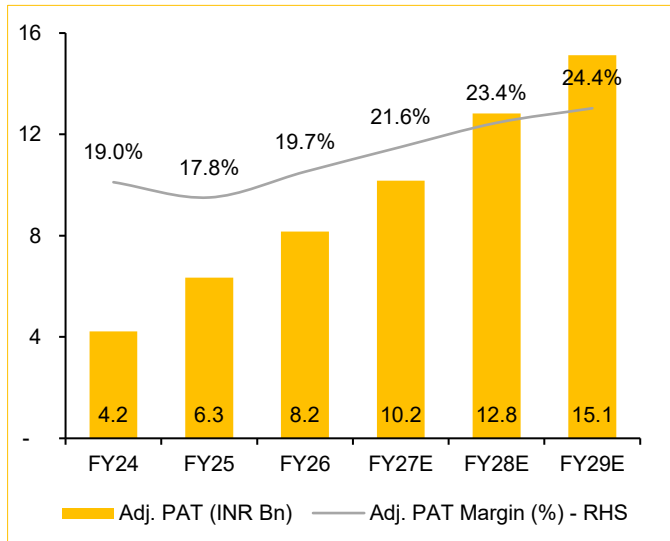
Source: ITCHOTEL, Choice Institutional Equities

EBITDA Margin Projected to Expand by 230 bps over FY26–29E



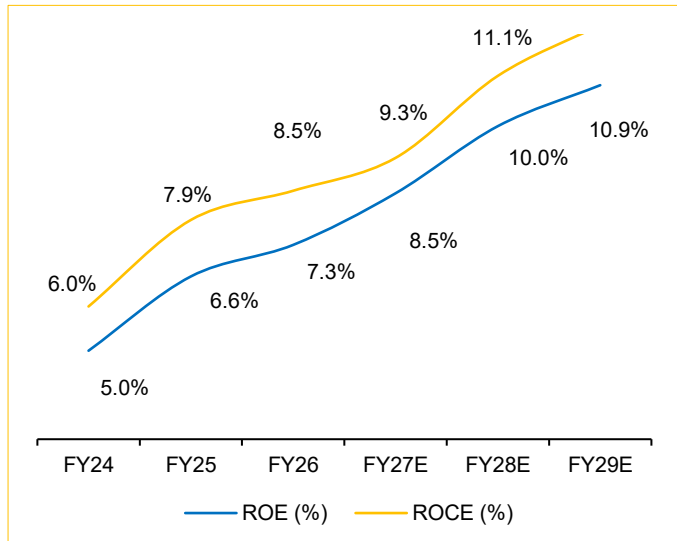
Source: ITCHOTEL, Choice Institutional Equities

Adj. PAT Anticipated to Rise at 22.8% CAGR over FY26–29E



Source: ITCHOTEL, Choice Institutional Equities

ROE and ROCE Forecast to Improve



Source: ITCHOTEL, Choice Institutional Equities

Income Statement (Consolidated in INR Mn)

Particulars	FY25	FY26	FY27E	FY28E	FY29E
Net Revenue	35,598	41,394	47,142	54,903	61,930
Total Op. Expenses	23,489	27,156	31,023	35,247	39,202
EBITDA	12,109	14,238	16,119	19,655	22,728
Depreciation	4,024	4,165	4,370	4,632	4,889
EBIT	8,085	10,073	11,749	15,023	17,840
Other Income	663	1,919	1,963	2,196	2,477
Finance Cost	66	79	72	72	72
PBT	8,841	11,230	13,825	17,362	20,487
Adj. PAT	6,346	8,169	10,167	12,823	15,131
Adj. EPS (INR)	3.0	3.9	4.9	6.2	7.3

Ratio Analysis	FY25	FY26	FY27E	FY28E	FY29E
Growth Ratios (%)					
Revenues	60.0%	16.3%	13.9%	16.5%	12.8%
Adj. EBITDA	61.5%	17.6%	13.2%	21.9%	15.6%
PBT	56.5%	27.0%	23.1%	25.6%	18.0%
PAT	50.4%	28.8%	24.6%	26.0%	18.0%
Margin Ratios (%)					
Adj. EBITDA Margin	34.0%	34.4%	34.2%	35.8%	36.7%
EBIT Margin	22.7%	24.3%	24.9%	27.4%	28.8%
PBT Margin	27.9%	26.9%	26.0%	25.7%	25.7%
PAT Margin	17.9%	19.8%	21.7%	23.5%	24.6%
Profitability (%)					
ROE	6.6%	7.3%	8.5%	10.0%	10.9%
ROCE	7.9%	8.5%	9.3%	11.1%	12.2%
ROIC	6.7%	7.4%	8.7%	10.9%	12.8%
Valuation					
P/BV	3.4x	3.1x	2.9x	2.7x	2.5x
P/E	64.8x	35.1x	35.6x	28.2x	23.9x
EV/Adj. EBITDA	32.1x	18.0x	20.2x	16.6x	14.3x

Source: ITCHOTEL, Choice Institutional Equities

Balance Sheet (Consolidated in INR Mn)

Particulars	FY25	FY26	FY27E	FY28E	FY29E
Net Worth	1,07,284	1,16,985	1,24,629	1,34,263	1,45,630
Trade Payables	4,214	4,255	5,113	5,931	6,549
Lease Liabilities	5	6	6	6	6
Other Non-current Liabilities	5,871	6,085	6,085	6,085	6,085
Other Current Liabilities	7,388	7,515	7,515	7,515	7,515
Total Net Worth & Liabilities	1,24,763	1,34,846	1,43,348	1,53,799	1,65,784
Net Block	77,917	76,937	79,711	81,190	83,185
Right of Use Assets	3,666	3,631	3,559	3,487	3,415
Capital WIP	1,560	2,061	2,061	2,061	2,061
Investments	1,737	8,260	8,260	8,260	8,260
Investment Property	1,190	1,269	1,269	1,269	1,269
Goodwill & Intangible Assets	170	170	170	170	170
Trade Receivables	2,018	2,303	2,622	3,054	3,445
Cash & Cash Equivalents	787	352	6,037	15,680	26,229
Inventories	12,412	12,397	12,193	11,162	10,283
Other Non-current Assets	5,691	18,190	18,190	18,190	18,190
Other Current Assets	17,616	9,277	9,277	9,277	9,277
Total Assets	1,24,763	1,34,846	1,43,348	1,53,799	1,65,784
Cash Flows (INR Mn)	FY25	FY26	FY27E	FY28E	FY29E
Cash Flows from Operations	8,011	11,099	13,271	16,610	18,569
Cash Flows from Investing	(22,034)	(11,742)	(4,924)	(3,629)	(4,093)
Cash Flows from Financing	14,297	186	(2,662)	(3,339)	(3,927)
DuPont Analysis	FY25	FY26	FY27E	FY28E	FY29E
Tax Burden (%)	72.1%	73.1%	74.0%	74.3%	74.3%
Interest Burden (%)	109.3%	111.5%	117.7%	115.6%	114.8%
EBIT Margin (%)	22.7%	24.3%	24.9%	27.4%	28.8%
Asset Turnover (x)	0.3	0.3	0.3	0.4	0.4
Equity Multiplier (x)	1.2	1.2	1.2	1.1	1.1
ROE (%)	6.6%	7.3%	8.5%	10.0%	10.9%

Historical share price chart: ITCHOTEL



Date	Rating	Target Price
April 02, 2026	BUY	190
May 17, 2026	BUY	190
July 17, 2026	BUY	210

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CHOICE RATING DISTRIBUTION & METHODOLOGY	
Large Cap*	
BUY	The security is expected to generate upside of 15% or more over the next 12 months
ADD	The security is expected to show upside returns from 5% to less than 15% over the next 12 months
REDUCE	The security is expected to show upside or downside returns by 5% to -5% over the next 12 months
SELL	The security is expected to show downside of 5% or more over the next 12 months
Mid & Small Cap*	
BUY	The security is expected to generate upside of 20% or more over the next 12 months
ADD	The security is expected to show upside returns from 5% to less than 20% over the next 12 months
REDUCE	The security is expected to show upside or downside returns by 5% to -10% over the next 12 months
SELL	The security is expected to show downside of 10% or more over the next 12 months
Other Ratings	
NOT RATED (NR)	The stock has no recommendation from the Analyst
UNDER REVIEW (UR)	The stock is under review by the Analyst and rating may change
Sector View	
POSITIVE (P)	Fundamentals of the sector look attractive over the next 12 months
NEUTRAL (N)	Fundamentals of the sector are expected to be in stasis over the next 12 months
CAUTIOUS (C)	Fundamentals of the sector are expected to be challenging over the next 12 months

*Large Cap: More Than INR 20,000 Cr Market Cap
*Mid & Small Cap: Less Than INR 20,000 Cr Market Cap

*Large Cap: More Than INR 20,000 Cr Market Cap
*Mid & Small Cap: Less Than INR 20,000 Cr Market Cap

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