

Estimate change	↔
TP change	↔
Rating change	↔

Bloomberg	IH IN
Equity Shares (m)	1423
M.Cap.(INRb)/(USDb)	1013.5 / 11.2
52-Week Range (INR)	859 / 627
1, 6, 12 Rel. Per (%)	3/-10/-15
12M Avg Val (INR M)	2526
Free float (%)	61.9

Financials & Valuations (INR b)

Y/E Mar	2026E	2027E	2028E
Sales	97.1	113.2	124.7
EBITDA	32.4	39.9	45.0
PAT	18.7	23.0	26.5
EBITDA (%)	33.4	35.3	36.1
EPS (INR)	13.2	16.2	18.6
EPS Gr. (%)	11.3	23.1	15.1
BV/Sh. (INR)	92.4	107.8	125.6
Ratios			
Net D/E	(0.4)	(0.5)	(0.5)
RoE (%)	15.4	16.2	16.0
RoCE (%)	15.9	17.1	16.7
Payout (%)	5.5	4.9	4.3
Valuations			
P/E (x)	54.1	43.9	38.2
EV/EBITDA (x)	30.1	24.0	20.7
Div Yield (%)	0.1	0.1	0.1
FCF Yield (%)	1.6	1.9	2.8

Shareholding Pattern (%)

As On	Dec-25	Sep-25	Dec-24
Promoter	38.1	38.1	38.1
DII	20.8	19.6	18.6
FII	25.1	26.1	27.8
Others	16.0	16.2	15.5

FII includes depository receipts

CMP: INR712 **TP: INR900 (+26%)** **Buy**

Resilient operating performance backed by diversification and scale

Operating performance in line with estimate

- Indian Hotels (IH) reported healthy consolidated revenue growth of 12% YoY in 3QFY26, led by growth in standalone business (up 9.5%). Subsidiaries business was up 16% YoY. The growth in standalone business was led by 13% growth in F&B and 6% growth in room revenue (ARR up 7%, OR flat). Higher F&B growth was led by increased MICE activity amid a wedding season and a higher number of events during the quarter.
- **We expect the similar momentum to continue in 4Q, translating into double-digit revenue growth in 4Q. This is in line with management's medium-term guidance of double-digit revenue growth in FY26 and FY27.** Key growth drivers will be the increase in MICE activities, new partnerships (such as ANK, Pride, Brij and Atmantan), and scale-up in new and reimagined brands. Moreover, IH has a pipeline of 30,200 keys (with 94% of the total pipeline being asset light), almost equal to its current operational keys of 32,300, thereby aiding higher profitability.
- We expect IH's performance to continue its uptrend and estimate a CAGR of 14%/18%/16% in revenue/EBITDA/adj. PAT over FY25-28. We broadly maintain our FY26/FY27/FY28 EBITDA estimates and **reiterate BUY with our SoTP-based TP of INR900.**

Continued momentum across segments

- 3Q consolidated revenue/EBITDA/adj. PAT grew 12%/12%/20% YoY to INR28.4b/INR10.8b/INR6.9b (est. INR6.4b).
- Standalone revenue/EBITDA rose 9.5%/11% YoY to INR16.1b/INR7.5b, aided by an increase in ARR (up 7% YoY to INR21,900), while OR remained flat at 78.0%. F&B/other services/management fee incomes grew 12%/17%/11% YoY.
- For subsidiaries (consol. less standalone; including TajSATS), sales/EBITDA grew 16%/14% YoY to INR12.3b/INR3.2b. TajSATS revenue/EBITDA grew ~15%/15% YoY.
- International hotels performed better this quarter, with UOH/St. James' revenue growing 13%/19% YoY and EBITDA up 31%/flat.
- IH's new business verticals, comprising Ginger, Qmin, and amā Stays & Trails, grew 31% YoY to INR2.2b in 3QFY26.
- For 9MFY26, revenue/EBITDA/adj. PAT grew 17%/16%/11% to INR69b/INR22b/INR12b.
- Exceptional items of INR2.8b primarily included a profit of INR3.9b on the sale of its stake in Taj GVK, which was partially offset by new labor code impact of INR502m.

Highlights from the management commentary

- **International business:** The New York asset crossed INR1b in revenue for the first time in December, with improving profitability; therefore, the company intends to retain the asset with no exit plans. RevPAR rose 50% in San Francisco, while the London property is under renovation and is expected to reopen by Feb/Mar'26, providing a boost from 1QFY27. Currency movements benefitted RevPAR by 1.5-2%.
- **Taj Bandstand:** Excavation at the Taj Bandstand site has been underway for the past few months, with the tendering process currently in progress and development undergoing as planned. After stabilization, it is expected to generate ~INR10b in revenue and EBITDA margins of nearly 50%.
- **Atmantan** (a luxury wellness resort): The company plans to pursue a hybrid growth strategy, combining owned assets with select asset-light expansions. It plans to establish properties across key regions—West India, Kerala, Hyderabad, and North India—while maintaining healthy margins of ~40%. Each project typically requires 25-35 acres of land, along with strong transportation connectivity.

Valuation and view

- The outlook remains healthy for IH, led by strong traction in the core business as well as new and reimagined businesses.
- We expect the strong momentum to continue in the medium term, led by: 1) a strong room addition pipeline in owned/management hotels (5,940/24,630 rooms), 2) continued favorable demand-supply dynamics, and 3) increasing MICE activities in India.
- We broadly maintain our FY26/FY27/FY28 EBITDA estimates and **reiterate BUY with our SoTP-based TP of INR900.**

Y/E March	Consolidated - Quarterly earnings model								(INRm)			
	FY25				FY26				FY25	FY26E	FY26E	Var (%)
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4QE		3Q		
Gross Sales	15,502	18,261	25,331	24,251	20,411	20,409	28,420	27,822	83,345	97,061	28,479	0
YoY Change (%)	5.7	27.4	29.0	27.3	31.7	11.8	12.2	14.7	23.1	16.5	12.4	
Total Expenditure	11,006	13,249	15,714	15,684	14,651	14,708	17,661	17,658	55,652	64,677	17,584	
EBITDA	4,496	5,013	9,617	8,568	5,760	5,701	10,758	10,164	27,693	32,383	10,895	-1
Margins (%)	29.0	27.5	38.0	35.3	28.2	27.9	37.9	36.5	33.2	33.4	38.3	
Depreciation	1,173	1,249	1,339	1,420	1,428	1,447	1,503	1,520	5,182	5,898	1,495	
Interest	499	522	524	539	546	561	558	549	2,084	2,213	555	
Other Income	460	641	587	616	611	834	583	756	2,305	2,783	735	
PBT before EO expense	3,285	3,882	8,340	7,225	4,398	4,527	9,280	8,851	22,733	27,056	9,580	
Extra-Ord expense	0	-3,074	0	26	0	0	-2,755	0	-3,048	-2,755	0	
PBT	3,285	6,956	8,340	7,200	4,398	4,527	12,035	8,851	25,781	29,811	9,580	
Tax	943	1,224	2,202	1,800	1,204	1,365	2,691	2,655	6,168	7,916	2,874	
Rate (%)	28.7	17.6	26.4	25.0	27.4	30.2	22.4	30.0	23.9	26.6	30.0	
Minority Interest & Profit/Loss of Asso. Cos.	-142	186	315	177	231	313	311	287	537	1,141	270	
Reported PAT	2,484	5,546	5,823	5,223	2,964	2,849	9,032	5,909	19,076	20,754	6,437	
Adj PAT	2,484	3,241	5,823	5,242	2,964	2,849	6,966	5,909	16,790	18,688	6,437	8
YoY Change (%)	11.7	94.1	28.8	25.5	19.3	-12.1	19.6	12.7	51.5	8.8	10.5	
Margins (%)	16.0	17.7	23.0	21.6	14.5	14.0	24.5	21.2	20.1	19.3	22.6	

Key Performance Indicators

Y/E March	FY25				FY26				FY25	FY26
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q		
Revenue Growth (%)										
Standalone	4.6	15.9	15.1	10.0	12.2	2.4	9.5	13.2	11.6	9.6
Subs	7.5	46.4	55.1	68.3	61.0	24.0	15.9	17.2	44.6	26.3
EBITDA Margin (%)										
Standalone	35.1	33.3	46.3	46.0	34.7	34.9	46.9	47.0	41.3	42.2
Subs	19.8	19.8	26.4	18.8	21.4	20.4	25.9	20.8	21.6	22.3
Cost Break-up										
F&B Cost (% of sales)	7.4	9.5	9.9	9.7	10.2	10.2	9.7	9.5	9.3	9.9
Staff Cost (% of sales)	29.7	28.6	22.9	24.3	29.3	29.0	22.6	21.9	25.8	25.1
Other Cost (% of sales)	33.9	34.4	29.3	30.7	32.3	32.9	29.8	32.0	31.7	31.6
Gross Margins (%)										
	92.6	90.5	90.1	90.3	89.8	89.8	90.3	90.5	90.7	90.1
EBITDA Margins (%)										
	29.0	27.5	38.0	35.3	28.2	27.9	37.9	36.5	33.2	33.4
EBIT Margins (%)										
	21.4	20.6	32.7	29.5	21.2	20.8	32.6	31.1	27.0	27.3

Key exhibits

Exhibit 1: Consolidated revenue trend

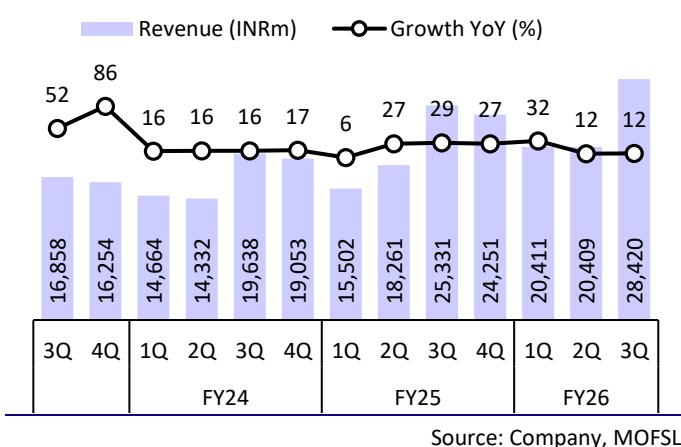


Exhibit 2: Consolidated EBITDA trend

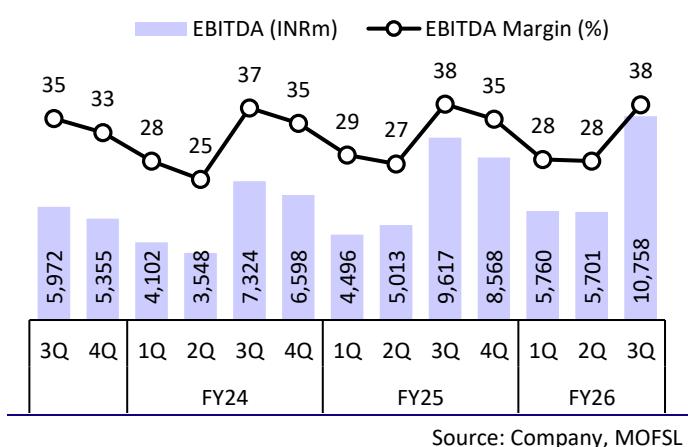


Exhibit 3: Consolidated adjusted PAT trend

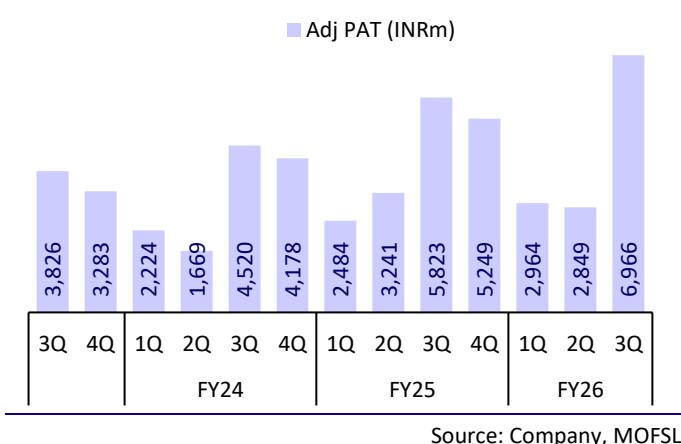


Exhibit 4: Standalone revenue trend

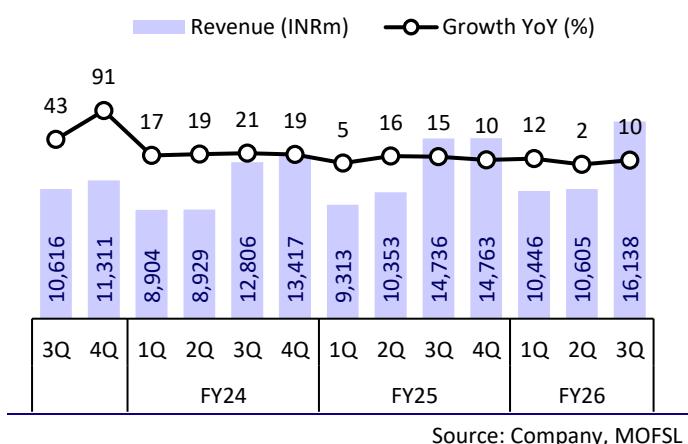
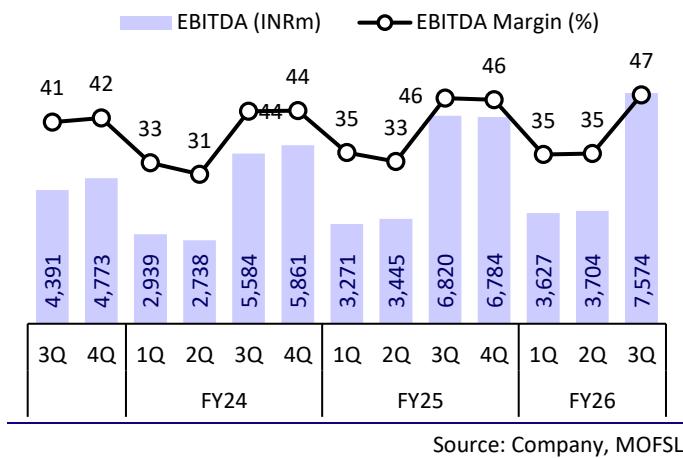
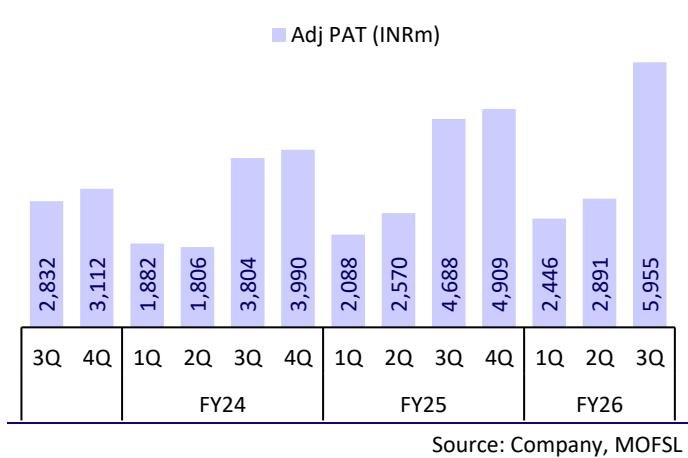


Exhibit 5: Standalone EBITDA trend



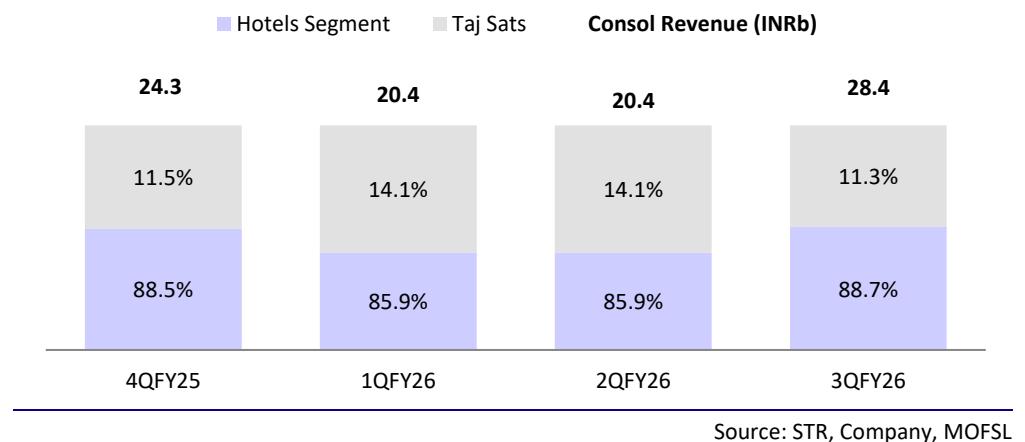
Source: Company, MOFSL

Exhibit 6: Standalone adjusted PAT trend



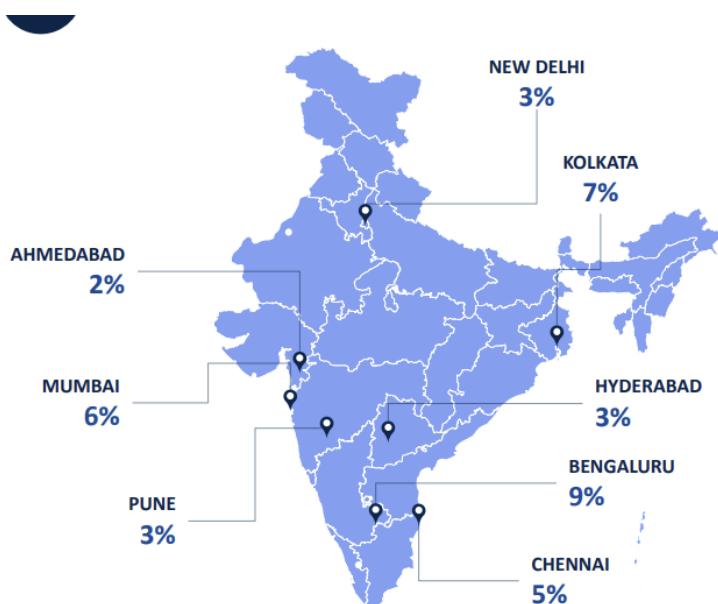
Source: Company, MOFSL

Exhibit 7: Consolidated revenue mix



Source: STR, Company, MOFSL

Exhibit 8: Limited supply in the next five years across key business cities



5%
SUPPLY CAGR
IN KEY
BUSINESS
CITIES
FY25-FY27

Actual growth in Supply continue to be subdued				
Particulars (Rooms in '000)	As on March 31, 2025	As on Dec 31, 2025	Increase	Increase %
All India	203.9	215.7	11.8	6%
Top 8 Business Cities	84.4	87.5	3.0	4%
Key Leisure Markets	62.5	64.5	2.0	3%
Others	57.0	63.8	6.8	12%

Key Business Cities with limited supply contributes to ~70% of IHCL Domestic Hotel Segment Revenue

Source : Horwath HTL India

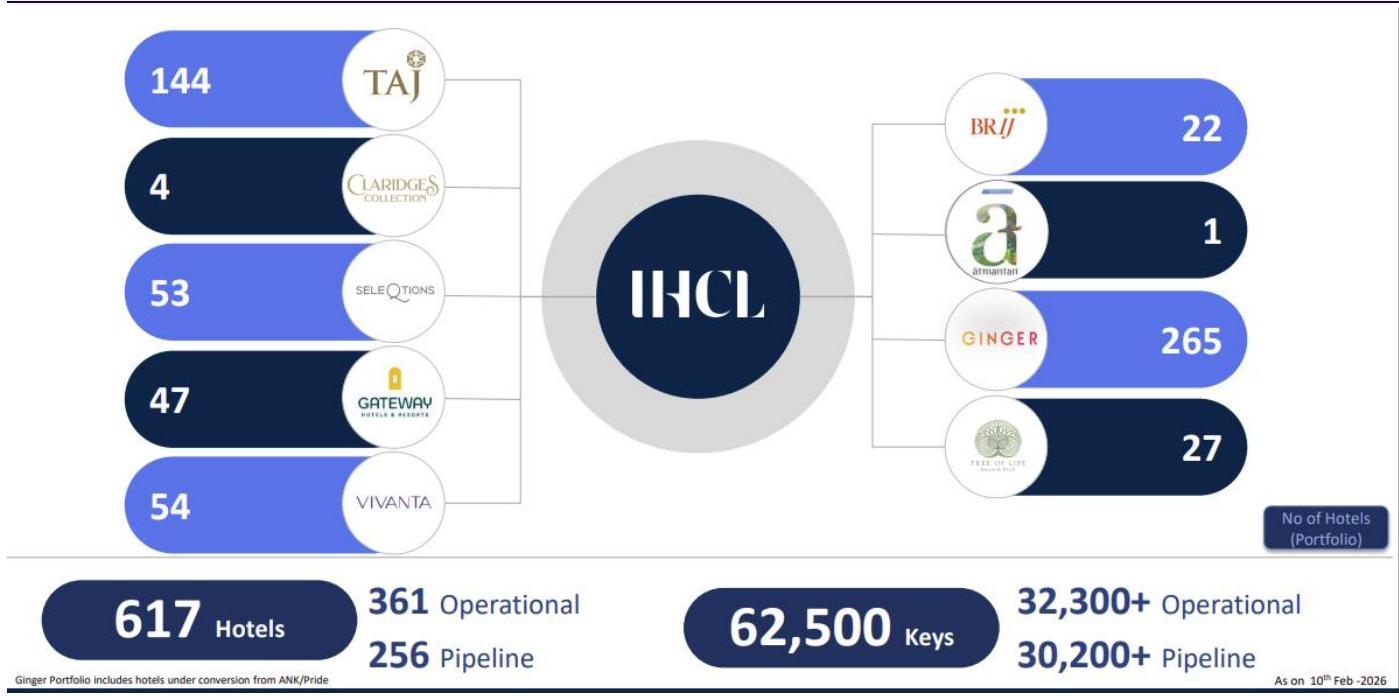
Source: Company, MOFSL

Exhibit 9: New business accelerated growth plans



Source: Company

Exhibit 10: Well-diversified hotels across brands



Source: Company, MOFSL

Exhibit 11: Key strategic initiatives



Source: Company, MOFSL

 Exhibit 12: Inventory breakup as of 31st Dec'25

OPERATIONAL	Owned (Standalone & Subsidiary)		JV / Associates		Managed Contracts & Distribution Arrangements		Total Operational		
	By Brand	Hotels	Keys	Hotels	Keys	Hotels	Keys	Hotels	Keys
Taj	29	4,895		13	1,185	49	7,317	91	13,397
Atmantan	1	97						1	97
Claridges Collection	2	257				1	122	3	379
Gateway	3	285		4	154	5	590	12	1,029
SeleQtions	5	612				31	2,329	36	2,941
Vivanta	5	824		3	384	23	2,791	31	3,999
Ginger	65	5,781				93	4,265	158	10,046
Tree of Life	10	145				8	128	18	273
Brij						11	135	11	135
Grand Total	120	12,896		20	1,723	221	17,677	361	32,296

Source: Company, MOFSL

Exhibit 13: New hotel opening schedule

PIPELINE	Owned (Standalone & Subsidiary)		Managed		Total Pipeline	
	Hotels	Keys	Hotels	Keys	Hotels	Keys
Taj	7	1,300	46	8,400	53	9,700
Claridges Collection	-	-	1	100	1	100
Gateway	1	300	34	5,100	35	5,400
SeleQtions	1	40	16	1,560	17	1,600
Vivanta	-	-	23	3,500	23	3,500
Ginger	41	4,200	66	5,200	107	9,400
Tree of Life	4	100	5	200	9	300
Brij	-	-	11	300	11	300
Grand Total	54	5,940	202	24,360	256	~30,200+

Source: Company, MOFSL

Exhibit 14: IH – standalone revenue metrics

Particulars	3QFY25	4QFY25	1QFY26	2QFY26	3QFY26	YoY %	QoQ %
Occupancy (%)	78	80.1	74.3	77.7	78	0bp	30bp
ARR (INR)	20,440	21,013	14,552	14,248	21,900	7	54
RevPAR (INR)	15,996	16,842	10,812	11,071	17,082	7	54
Room revenue (INR m)	6,690	6,870	4,430	4,550	7,080	6	56
F&B revenue (INR m)	5,050	4,810	3,580	3,660	5,680	12	55
Other revenue (INR m)	3,000	3,060	2,440	2,390	3,370	12	41
Total revenue (INR m)	14,740	14,740	10,450	10,600	16,130	9	52

Source: Company, MOFSL



Highlights from the management interaction

Operating performance

- IHCL reported double-digit growth in revenue, EBITDA and PAT across both the consolidated and standalone basis.
- ARR grew 7% YoY to INR21,900, while OR remained flat at 78.0%.
- About 65% of its revenue comes from the luxury segment.
- Nearly 53% revenue comes from domestic cities, 15% from domestic leisure and 22% from international markets.
- Around 68% of the keys are asset-light. Further, 94% of the total pipeline is managed and 6% is owned or leased.
- IHCL has a gross cash reserve of INR3800cr
- The company achieved RevPAR growth of 8% in Taj at a base of INR22,000, 10% growth in Vivanta Selections and Gateway, and 9% growth in Ginger.

Outlook and demand

- The company remains confident of achieving double-digit revenue growth in the hotels segment in FY26 and FY27, with 12-14% growth in revenue in 4Q.
- Management fee income is set to grow in high teens, driven by 60+ openings; should clock ~18% growth in FY26.
- Ginger and new business verticals are expected to support 25%+ revenue growth.
- TajSATS growth should accelerate with newer airports, and it is venturing into non-air business segments.

New and reimagined business

- The Air & Institutional Catering business (TajSATS) clocked revenue of INR3.2b, up 17% YoY, and EBITDA margin of 26%.
- New businesses, comprising Ginger, Qmin, amā Stays & Trails and Tree of Life, reported an enterprise revenue of INR3.2b, up 39%, and consolidated revenue of INR 2.2b, up 31%.
- Enterprise revenue of Ginger stood at INR232 crores with a strong EBITDAR margin of 47%.
- Qmin has grown to 110 outlets across multiple formats, amā Stays & Trails has reached a portfolio of 351 bungalows with 176 in pipeline, and Tree of Life has a resort portfolio of 27 with nine in pipeline.

International business

- New York asset has crossed INR1b in revenue in Dec'25 for the first time, with improvement in profit as well. IH would like to keep the asset, with no plans to exit in the future.
- RevPAR rose 50% in San Francisco.
- London is under renovation, to come back in operation by end of Feb/Mar – should give a big boost by 1QFY27.
- IH expects some improvement in Sri Lanka and Maldives.
- Positive impact of currency was to the tune of 1.5-2% on RevPAR.

Portfolio

- IHCL signed 239 hotels across its brandscape, including entering into strategic acquisitions and partnerships with Clarks Group, Madison, Rajdarbar Group, Ambuja Neotia and Atmantan brand.

- IHCL opened and onboarded 120 hotels, taking its operating hotel count to 361 with inventory of over 32,000 rooms.

Partnerships

- IHCL has completed the acquisition of a 51% stake in Ank and Pride. Further, it has also completed the acquisition of a 51% stake in Atmantan (wellness).
- All these new segments are expected to contribute INR2.5-3b in revenue in FY27.
- The company has divested its stake from the Taj GVK. Moreover, it has signed another contract with the GVK Group for a 250-plus room hotel (Yelahanka) in Bengaluru. This is expected to open in the next 3-4 months.
- Brij represents penetration into boutique leisure space. This is expected to contribute INR1b in FY27.

Midscale

- Ginger, ANK and Pride have combined keys of 10,000+ with ~24% market share of midscale inventory, as per a report from Lodging Econometric.
- With this integration, combined midscale portfolio jumps to more than 250 hotels.

Atmantan

- Atmantan is expected to grow in a hybrid fashion (all growth is not expected on owned basis, some might be asset light as well).
- IHCL would like to have one asset in the west, one in Kerala, next in Hyderabad and then in the north. Margins are comfortable at ~40% as of now, which IH expects to be in the high 40s going forward as well.
- Projects in Atmantan require 25 to 35 acres of land, along with good transportation facilities.

Taj Bandstand

- Excavation at the site has commenced for a few months, and the tendering process is currently underway. The company is progressing in line with the planned milestones.
- Taj Bandstand will be a state-of-the-art project, redefining the seafront skyline of Mumbai.
- After stabilization, Taj Bandstand is expected to contribute INR10b to IH's revenue and EBITDA margins of close to 50%.

Others

- One-off expenses of INR200-250m included legal expenses. It increases technical expenses, deal expenses, due diligence expenses, etc. These are some of the one-offs related to GST, with GST expenses expected to be neutralized in the next quarter.

Valuation and view

- The outlook remains healthy for IH, led by healthy traction in both the core business as well as new and reimagined businesses.
- We expect the strong momentum to continue in the medium term, led by: 1) a strong room addition pipeline in owned/management hotels (5,940/24,630 rooms), 2) continued favorable demand-supply dynamics, and 3) increasing MICE activities in India.
- We broadly maintain our FY26/FY27/FY28 EBITDA estimates and reiterate BUY with our SoTP-based TP of INR900.

Exhibit 15: Valuation methodology

Particulars	Methodology	Metrics	FY28	Multiple (x)	Value (INR m)	Value/share (INR)
IHCL- ex JV/ Associate						
EV	EV/EBITDA (x)	EBITDA	40,752	28	11,21,876	787
Less: Net Debt					98,064	69
Less: Minority Interest					-16,146	(11)
Sub Total					12,03,794	845
JV/Associate						
Oriental Hotel (IHCL's share - 35.7%) - Associate	20% discount to MCAP	Attributable Mcap	6,672	80%	5,338	4
Taj Sats	P/E (x)	PAT (51% holding)	1,600	45	72,012	51
Sub Total					77,266	54
Target Price					12,81,060	900

Source: MOFSL

Exhibit 16: Changes to our estimates

Earnings Change (INR m)	Old			New			Change		
	FY26E	FY27E	FY28E	FY26E	FY27E	FY28E	FY26E	FY27E	FY28E
Revenue	98,195	1,13,924	1,24,840	97,061	1,13,179	1,24,686	-1%	-1%	0%
EBITDA	33,130	40,716	45,570	32,383	39,929	45,040	-2%	-2%	-1%
Adj. PAT	18,585	23,615	26,908	18,688	23,005	26,489	1%	-3%	-2%

Source: MOFSL

Financials and valuations

Consolidated - Income Statement									(INRm)
Y/E March	FY20	FY21	FY22	FY23	FY24	FY25	FY26E	FY27E	FY28E
Total Income from Operations	44,631	15,752	30,562	58,099	67,688	83,345	97,061	1,13,179	1,24,686
Change (%)	-1.1	-64.7	94.0	90.1	16.5	23.1	16.5	16.6	10.2
Food and beverages consumed	3,706	1,438	2,572	4,729	5,208	7,738	9,576	10,507	11,575
Employees Cost	14,946	8,940	11,502	15,823	18,052	21,507	24,402	26,014	27,758
Power & Fuel Cost	2,699	1,729	2,250	3,486	3,926	4,834	5,532	6,451	7,107
Licence Fees	1,459	756	1,681	3,486	3,858	4,417	5,047	5,885	6,359
Other Expenses	12,147	6,506	8,509	12,530	15,072	17,156	20,120	24,393	26,846
Total Expenditure	34,956	19,369	26,515	40,054	46,116	55,652	64,677	73,251	79,645
% of Sales	78.3	123.0	86.8	68.9	68.1	66.8	66.6	64.7	63.9
EBITDA	9,675	-3,618	4,048	18,046	21,571	27,693	32,383	39,929	45,040
Margin (%)	21.7	-23.0	13.2	31.1	31.9	33.2	33.4	35.3	36.1
Depreciation	4,042	4,096	4,061	4,161	4,543	5,182	5,898	6,370	6,746
EBIT	5,633	-7,714	-13	13,885	17,028	22,512	26,486	33,559	38,294
Int. and Finance Charges	3,411	4,028	4,277	2,361	2,202	2,084	2,213	2,200	2,200
Other Income	1,324	1,647	1,552	1,389	1,829	2,305	2,783	3,217	3,544
PBT bef. EO Exp.	3,546	-10,095	-2,738	12,914	16,655	22,733	27,056	34,576	39,638
EO Items	410	1,600	156	33	0	3,048	2,755	0	0
PBT after EO Exp.	3,955	-8,495	-2,582	12,946	16,655	25,781	29,811	34,576	39,638
Total Tax	448	-1,553	-358	3,232	4,639	6,168	7,916	10,373	11,891
Tax Rate (%)	11.3	18.3	13.9	25.0	27.9	23.9	26.6	30.0	30.0
Minority Interest	-37	259	253	-312	-575	537	1,141	1,198	1,258
Reported PAT	3,544	-7,201	-2,477	10,026	12,591	19,076	20,754	23,005	26,489
Adjusted PAT	3,237	-8,401	-2,594	10,001	12,591	16,790	18,688	23,005	26,489
Change (%)	14.8	-359.5	-69.1	-485.5	25.9	33.4	11.3	23.1	15.1
Margin (%)	7.3	-53.3	-8.5	17.2	18.6	20.1	19.3	20.3	21.2

Consolidated - Balance Sheet									(INRm)
Y/E March	FY20	FY21	FY22	FY23	FY24	FY25	FY26E	FY27E	FY28E
Equity Share Capital	1,189	1,189	1,420	1,420	1,423	1,423	1,423	1,423	1,423
Total Reserves	42,379	35,295	69,202	78,399	93,143	1,10,184	1,29,799	1,51,666	1,77,016
Net Worth	43,568	36,484	70,623	79,820	94,567	1,11,607	1,31,222	1,53,089	1,78,439
Minority Interest	7,649	6,346	5,930	6,601	6,721	12,549	13,690	14,888	16,146
Total Loans	26,020	36,328	19,848	8,183	2,605	2,247	2,247	2,247	2,247
Lease Liability	18,987	18,464	18,604	22,760	24,247	27,886	27,886	27,886	27,886
Deferred Tax Liabilities	1,869	781	876	1,567	1,437	1,475	1,475	1,475	1,475
Capital Employed	98,093	98,403	1,15,880	1,18,930	1,29,576	1,55,764	1,76,520	1,99,584	2,26,192
Gross Block	73,316	81,772	85,655	89,962	98,598	1,13,924	1,24,531	1,35,252	1,42,896
Less: Accum. Deprn.	14,706	18,802	22,863	27,023	31,566	36,748	42,646	49,015	55,761
Net Fixed Assets	58,610	62,970	62,792	62,939	67,032	77,177	81,885	86,237	87,135
Goodwill on Consolidation	6,146	6,110	6,229	6,536	6,623	7,108	7,108	7,108	7,108
Right-of-Use assets	15,833	15,297	15,134	18,789	19,703	25,465	25,465	25,465	25,465
Capital WIP	2,441	1,650	1,933	3,242	2,310	5,758	7,152	6,430	3,786
Total Investments	14,266	14,832	19,668	18,910	22,611	22,788	16,867	16,867	16,867
Current Investment	4,362	4,486	9,025	7,573	7,242	8,989	8,989	8,989	8,989
Curr. Assets, Loans&Adv.	17,887	14,269	25,139	26,271	30,279	38,744	64,366	87,939	1,19,278
Inventory	936	929	1,008	1,092	1,164	1,355	1,772	2,007	2,182
Account Receivables	2,900	2,198	2,553	4,465	4,765	6,509	7,446	8,682	9,565
Cash and Bank Balance	3,156	1,536	11,878	10,534	14,855	21,816	43,501	63,103	91,322
Loans and Advances	10,895	9,605	9,700	10,180	9,495	9,065	11,647	14,147	16,209
Curr. Liability & Prov.	17,090	16,724	15,016	17,757	18,983	21,276	26,323	30,463	33,447
Account Payables	3,893	3,178	3,873	4,766	5,194	5,784	6,911	7,827	8,510
Other Current Liabilities	10,441	10,921	8,233	9,732	10,389	11,566	14,559	16,977	18,703
Provisions	2,756	2,625	2,909	3,259	3,400	3,926	4,853	5,659	6,234
Net Current Assets	798	-2,456	10,123	8,514	11,296	17,469	38,043	57,477	85,831
Appl. of Funds	98,093	98,403	1,15,880	1,18,930	1,29,576	1,55,764	1,76,520	1,99,584	2,26,192

Financials and valuations

Ratios

Y/E March	FY20	FY21	FY22	FY23	FY24	FY25	FY26E	FY27E	FY28E
Basic (INR)									
EPS	2.3	-5.9	-1.8	7.0	8.9	11.8	13.2	16.2	18.6
Cash EPS	5.1	-3.0	1.0	10.0	12.1	15.5	17.3	20.7	23.4
BV/Share	30.7	25.7	49.7	56.2	66.6	78.6	92.4	107.8	125.6
DPS	0.4	0.4	0.4	0.6	0.8	0.8	0.8	0.8	0.8
Payout (%)	20.5	-9.6	-28.0	8.5	9.0	6.0	5.5	4.9	4.3
Valuation (x)									
P/E	312.2	-120.3	-389.6	101.1	80.3	60.2	54.1	43.9	38.2
Cash P/E	138.9	-234.8	689.4	71.4	59.0	46.0	41.1	34.4	30.4
P/BV	23.2	27.7	14.3	12.7	10.7	9.1	7.7	6.6	5.7
EV/Sales	23.3	66.6	33.3	17.4	14.8	12.0	10.1	8.5	7.5
EV/EBITDA	107.4	-290.1	251.5	55.9	46.4	36.0	30.1	24.0	20.7
Dividend Yield (%)	0.1	0.1	0.1	0.1	0.1	0.1	0.1	0.1	0.1
FCF per share	1.7	-7.6	1.7	7.4	7.5	4.3	11.5	13.9	19.7
EV/ Adj Rooms (INRm)	100.8	101.7	97.8	96.4	87.5	84.6	79.2	74.7	70.6
EBITDA/ Room (INR)	6,039	-7,214	4,374	10,456	10,725	12,762	14,910	15,982	17,205
Return Ratios (%)									
RoE	7.4	-21.0	-4.8	13.3	14.4	16.3	15.4	16.2	16.0
RoCE	6.8	-5.7	1.3	11.5	13.6	15.8	15.9	17.1	16.7
RoIC	7.1	-7.9	0.0	12.4	14.0	17.5	18.1	21.1	23.6
Working Capital Ratios									
Fixed Asset Turnover (x)	0.6	0.2	0.4	0.6	0.7	0.7	0.8	0.8	0.9
Asset Turnover (x)	0.5	0.2	0.3	0.5	0.5	0.5	0.5	0.6	0.6
Inventory (Days)	8	22	12	7	6	6	7	6	6
Debtor (Days)	24	51	30	28	26	29	28	28	28
Creditor (Days)	32	74	46	30	28	25	26	25	25
Leverage Ratio (x)									
Current Ratio	1.0	0.9	1.7	1.5	1.6	1.8	2.4	2.9	3.6
Interest Cover Ratio	1.7	-1.9	0.0	5.9	7.7	10.8	12.0	15.3	17.4
Net Debt/Equity	0.4	0.8	0.0	-0.1	-0.2	-0.3	-0.4	-0.5	-0.5

Consolidated - Cash Flow

Statement	(INRm)								
Y/E March	FY20	FY21	FY22	FY23	FY24	FY25	FY26E	FY27E	FY28E
OP/(Loss) before Tax	3,955	-10,095	-2,738	12,914	16,655	22,733	27,056	34,576	39,638
Depreciation	4,042	4,096	4,061	4,161	4,543	5,182	5,898	6,370	6,746
Interest & Finance Charges	2,087	2,381	2,725	972	373	-221	-570	-1,017	-1,344
Direct Taxes Paid	-448	1,553	358	-3,232	-4,639	-6,168	-7,916	-10,373	-11,891
(Inc)/Dec in WC	-1,402	-2,722	2,155	1,633	1,539	788	1,111	168	-135
CF from Operations	8,235	-4,786	6,560	16,447	18,470	22,313	25,578	29,724	33,014
Others	0	1,600	156	33	0	3,048	2,755	0	0
CF from Operating incl EO	8,235	-3,187	6,716	16,480	18,470	25,361	28,333	29,724	33,014
(Inc)/Dec in FA	-5,855	-7,629	-4,286	-5,922	-7,792	-19,258	-12,000	-10,000	-5,000
Free Cash Flow	2,380	-10,816	2,431	10,557	10,679	6,103	16,333	19,724	28,014
(Pur)/Sale of Investments	-915	-566	-4,836	758	-3,701	-177	5,920	0	0
Others	1,750	6,998	-7,303	3,719	1,829	2,305	2,783	3,217	3,544
CF from Investments	-5,019	-1,197	-16,425	-1,446	-9,663	-17,130	-3,296	-6,783	-1,456
Issue of Shares	0	0	231	0	3	0	0	0	0
Inc/(Dec) in Debt	2,760	10,308	-16,481	-11,665	-5,578	-358	0	0	0
Interest Paid	-3,411	-4,028	-4,277	-2,361	-2,202	-2,084	-2,213	-2,200	-2,200
Dividend Paid	-725	-695	-695	-854	-1,139	-1,139	-1,139	-1,139	-1,139
Others	-1,093	-2,822	41,271	-1,498	4,429	2,312	0	0	0
CF from Fin. Activity	-2,470	2,764	20,050	-16,378	-4,486	-1,268	-3,352	-3,338	-3,338
Inc/Dec of Cash	746	-1,619	10,342	-1,344	4,321	6,963	21,685	19,602	28,219
Opening Balance	2,409	3,156	1,536	11,878	10,534	14,855	21,816	43,501	63,103
Closing Balance	3,156	1,536	11,878	10,534	14,855	21,816	43,501	63,103	91,322

Investment in securities market are subject to market risks. Read all the related documents carefully before investing

Explanation of Investment Rating	
Investment Rating	Expected return (over 12-month)
BUY	>=15%
SELL	< - 10%
NEUTRAL	< - 10 % to 15%
UNDER REVIEW	Rating may undergo a change
NOT RATED	We have forward looking estimates for the stock but we refrain from assigning recommendation

*In case the recommendation given by the Research Analyst is inconsistent with the investment rating legend for a continuous period of 30 days, the Research Analyst shall be within following 30 days take appropriate measures to make the recommendation consistent with the investment rating legend.

Disclosures

The following Disclosures are being made in compliance with the SEBI Research Analyst Regulations 2014 (herein after referred to as the Regulations). Motilal Oswal Financial Services Ltd. (MOFSL) is a SEBI Registered Research Analyst having registration no. INH000000412 and BSE enlistment no. 5028. MOFSL, the Research Entity (RE) as defined in the Regulations, is engaged in the business of providing Stock broking services, Depository participant services & distribution of various financial products. MOFSL is a listed public company, the details in respect of which are available on www.motilaloswal.com. MOFSL is registered with the Securities & Exchange Board of India (SEBI) and is a registered Trading Member with National Stock Exchange of India Ltd. (NSE) and Bombay Stock Exchange Limited (BSE), Multi Commodity Exchange of India Limited (MCX) and National Commodity & Derivatives Exchange Limited (NCDEX) for its stock broking activities & is Depository participant with Central Depository Services Limited (CDSL) National Securities Depository Limited (NSDL), NERL, COMRIS and CCRL and is member of Association of Mutual Funds of India (AMFI) for distribution of financial products and Insurance Regulatory & Development Authority of India (IRDA) as Corporate Agent for insurance products and is a member of Association of Portfolio Managers in India (APMI) for distribution of PMS products. Details of associate entities of Motilal Oswal Financial Services Ltd. are available on the website at <http://onlinereports.motilaloswal.com/Dormant/documents/Associate%20Details.pdf>

MOFSL and its associate company(ies), their directors and Research Analyst and their relatives may; (a) from time to time, have a long or short position in, act as principal in, and buy or sell the securities or derivatives thereof of companies mentioned herein. (b) be engaged in any other transaction involving such securities and earn brokerage or other compensation or act as a market maker in the financial instruments of the company(ies) discussed herein or act as an advisor or lender/borrower to such company(ies) or may have any other potential conflict of interests with respect to any recommendation and other related information and opinions; however the same shall have no bearing whatsoever on the specific recommendations made by the analyst(s), as the recommendations made by the analyst(s) are completely independent of the views of the associates of MOFSL even though there might exist an inherent conflict of interest in some of the stocks mentioned in the research report.

MOFSL and / or its affiliates do and seek to do business including investment banking with companies covered in its research reports. As a result, the recipients of this report should be aware that MOFSL may have a potential conflict of interest that may affect the objectivity of this report. Compensation of Research Analysts is not based on any specific merchant banking, investment banking or brokerage service transactions. Details of pending Enquiry Proceedings of Motilal Oswal Financial Services Limited are available on the website at <https://galaxy.motilaloswal.com/ResearchAnalyst/PublishViewLitigation.aspx>. As per Regulatory requirements, Research Audit Report is uploaded on www.motilaloswal.com > MOFSL-Important Links > MOFSL Research Analyst Compliance Audit Report.

A graph of daily closing prices of securities is available at www.nseindia.com, www.bseindia.com. Research Analyst views on Subject Company may vary based on Fundamental research and Technical Research. Proprietary trading desk of MOFSL or its associates maintains arm's length distance with Research Team as all the activities are segregated from MOFSL research activity and therefore it can have an independent view with regards to Subject Company for which Research Team have expressed their views.

Regional Disclosures (outside India)

This report is not directed or intended for distribution to or use by any person or entity resident in a state, country or any jurisdiction, where such distribution, publication, availability or use would be contrary to law, regulation or which would subject MOFSL & its group companies to registration or licensing requirements within such jurisdictions.

For Hong Kong:

This report is distributed in Hong Kong by Motilal Oswal capital Markets (Hong Kong) Private Limited, a licensed corporation (CE AYY-301) licensed and regulated by the Hong Kong Securities and Futures Commission (SFC) pursuant to the Securities and Futures Ordinance (Chapter 571 of the Laws of Hong Kong) "SFO". As per SEBI (Research Analyst Regulations) 2014 Motilal Oswal Securities (SEBI Reg. No. INH000000412) has an agreement with Motilal Oswal capital Markets (Hong Kong) Private Limited for distribution of research report in Hong Kong. This report is intended for distribution only to "Professional Investors" as defined in Part I of Schedule 1 to SFO. Any investment or investment activity to which this document relates is only available to professional investor and will be engaged only with professional investors." Nothing here is an offer or solicitation of these securities, products and services in any jurisdiction where their offer or sale is not qualified or exempt from registration. The Indian Analyst(s) who compile this report is/are not located in Hong Kong & are not conducting Research Analysis in Hong Kong.

For U.S.

Motilal Oswal Financial Services Limited (MOFSL) is not a registered broker - dealer under the U.S. Securities Exchange Act of 1934, as amended (the "1934 act") and under applicable state laws in the United States. In addition MOFSL is not a registered investment adviser under the U.S. Investment Advisers Act of 1940, as amended (the "Advisers Act" and together with the 1934 Act, the "Acts"), and under applicable state laws in the United States. Accordingly, in the absence of specific exemption under the Acts, any brokerage and investment services provided by MOFSL, including the products and services described herein are not available to or intended for U.S. persons. This report is intended for distribution only to "Major Institutional Investors" as defined by Rule 15a-6(b)(4) of the Exchange Act and interpretations thereof by SEC (henceforth referred to as "major institutional investors"). This document must not be acted on or relied on by persons who are not major institutional investors. Any investment or investment activity to which this document relates is only available to major institutional investors and will be engaged in only with major institutional investors. In reliance on the exemption from registration provided by Rule 15a-6 of the U.S. Securities Exchange Act of 1934, as amended (the "Exchange Act") and interpretations thereof by the U.S. Securities and Exchange Commission ("SEC") in order to conduct business with Institutional Investors based in the U.S., MOFSL has entered into a chaperoning agreement with a U.S. registered broker-dealer, Motilal Oswal Securities International Private Limited. ("MOSIPL"). Any business interaction pursuant to this report will have to be executed within the provisions of this chaperoning agreement.

The Research Analysts contributing to the report may not be registered /qualified as research analyst with FINRA. Such research analyst may not be associated persons of the U.S. registered broker-dealer, MOSIPL, and therefore, may not be subject to NASD rule 2711 and NYSE Rule 472 restrictions on communication with a subject company, public appearances and trading securities held by a research analyst account.

For Singapore

In Singapore, this report is being distributed by Motilal Oswal Capital Markets (Singapore) Pte. Ltd. ("MOCMSPL") (UEN 201129401Z), which is a holder of a capital markets services license and an exempt financial adviser in Singapore. This report is distributed solely to persons who (a) qualify as "institutional investors" as defined in section 4A(1)(c) of the Securities and Futures Act of Singapore ("SFA") or (b) are considered "accredited investors" as defined in section 2(1) of the Financial Advisers Regulations of Singapore read with section 4A(1)(a) of the SFA. Accordingly, if a recipient is neither an "institutional investor" nor an "accredited investor", they must immediately discontinue any use of this Report and inform MOCMSPL.

In respect of any matter arising from or in connection with the research you could contact the following representatives of MOCMSPL. In case of grievances for any of the services rendered by MOCMSPL write to grievances@motilaloswal.com.

Nainesh Rajani

Email: nainesh.rajani@motilaloswal.com

Contact: (+65) 8328 0276

Specific Disclosures

1. Research Analyst and/or his/her relatives do not have a financial interest in the subject company(ies), as they do not have equity holdings in the subject company(ies).
MOFSL has financial interest in the subject company(ies) at the end of the week immediately preceding the date of publication of the Research Report: Yes.
Nature of Financial interest is holding equity shares or derivatives of the subject company
2. Research Analyst and/or his/her relatives do not have actual/beneficial ownership of 1% or more securities in the subject company(ies) at the end of the month immediately preceding the date of publication of Research Report.
MOFSL has actual/beneficial ownership of 1% or more securities of the subject company(ies) at the end of the month immediately preceding the date of publication of Research Report: No
3. Research Analyst and/or his/her relatives have not received compensation/other benefits from the subject company(ies) in the past 12 months.
MOFSL may have received compensation from the subject company(ies) in the past 12 months.
4. Research Analyst and/or his/her relatives do not have material conflict of interest in the subject company at the time of publication of research report.
MOFSL does not have material conflict of interest in the subject company at the time of publication of research report.
5. Research Analyst has not served as an officer, director or employee of subject company(ies).
6. MOFSL has not acted as a manager or co-manager of public offering of securities of the subject company in past 12 months.
7. MOFSL has not received compensation for investment banking /merchant banking/brokerage services from the subject company(ies) in the past 12 months.
8. MOFSL may have received any compensation for products or services other than investment banking or merchant banking or brokerage services from the subject company(ies) in the past 12 months.
9. MOFSL may have received compensation or other benefits from the subject company(ies) or third party in connection with the research report.
10. MOFSL has not engaged in market making activity for the subject company.

The associates of MOFSL may have:

- financial interest in the subject company
- actual/beneficial ownership of 1% or more securities in the subject company at the end of the month immediately preceding the date of publication of the Research Report or date of the public appearance.
- received compensation/other benefits from the subject company in the past 12 months
- any other potential conflict of interests with respect to any recommendation and other related information and opinions.; however the same shall have no bearing whatsoever on the specific recommendations made by the analyst(s), as the recommendations made by the analyst(s) are completely independent of the views of the associates of MOFSL even though there might exist an inherent conflict of interest in some of the stocks mentioned in the research report.
- acted as a manager or co-manager of public offering of securities of the subject company in past 12 months
- be engaged in any other transaction involving such securities and earn brokerage or other compensation or act as a market maker in the financial instruments of the company(ies) discussed herein or act as an advisor or lender/borrower to such company(ies)
- received compensation from the subject company in the past 12 months for investment banking / merchant banking / brokerage services or from other than said services.
- Served subject company as its clients during twelve months preceding the date of distribution of the research report.

The associates of MOFSL has not received any compensation or other benefits from third party in connection with the research report

Above disclosures include beneficial holdings lying in demat account of MOFSL which are opened for proprietary investments only. While calculating beneficial holdings, It does not consider demat accounts which are opened in name of MOFSL for other purposes (i.e holding client securities, collaterals, error trades etc.). MOFSL also earns DP income from clients which are not considered in above disclosures.

Analyst Certification

The views expressed in this research report accurately reflect the personal views of the analyst(s) about the subject securities or issues, and no part of the compensation of the research analyst(s) was, is, or will be directly or indirectly related to the specific recommendations and views expressed by research analyst(s) in this report.

Terms & Conditions:

This report has been prepared by MOFSL and is meant for sole use by the recipient and not for circulation. The report and information contained herein is strictly confidential and may not be altered in any way, transmitted to, copied or distributed, in part or in whole, to any other person or to the media or reproduced in any form, without prior written consent of MOFSL. The report is based on the facts, figures and information that are considered true, correct, reliable and accurate. The intent of this report is not recommendatory in nature. The information is obtained from publicly available media or other sources believed to be reliable. Such information has not been independently verified and no guaranty, representation of warranty, express or implied, is made as to its accuracy, completeness or correctness. All such information and opinions are subject to change without notice. The report is prepared solely for informational purpose and does not constitute an offer document or solicitation of offer to buy or sell or subscribe for securities or other financial instruments for the clients. Though disseminated to all the customers simultaneously, not all customers may receive this report at the same time. MOFSL will not treat recipients as customers by virtue of their receiving this report.

Disclaimer:

The report and information contained herein is strictly confidential and meant solely for the selected recipient and may not be altered in any way, transmitted to, copied or distributed, in part or in whole, to any other person or to the media or reproduced in any form, without prior written consent. This report and information herein is solely for informational purpose and may not be used or considered as an offer document or solicitation of offer to buy or sell or subscribe for securities or other financial instruments. Nothing in this report constitutes investment, legal, accounting and tax advice or a representation that any investment or strategy is suitable or appropriate to your specific circumstances. The securities discussed and opinions expressed in this report may not be suitable for all investors, who must make their own investment decisions, based on their own investment objectives, financial positions and needs of specific recipient. This may not be taken in substitution for the exercise of independent judgment by any recipient. Each recipient of this document should make such investigations as it deems necessary to arrive at an independent evaluation of an investment in the securities of companies referred to in this document (including the merits and risks involved), and should consult its own advisors to determine the merits and risks of such an investment. The investment discussed or views expressed may not be suitable for all investors. Certain transactions -including those involving futures, options, another derivative products as well as non-investment grade securities - involve substantial risk and are not suitable for all investors. No representation or warranty, express or implied, is made as to the accuracy, completeness or fairness of the information and opinions contained in this document. The Disclosures of Interest Statement incorporated in this document is provided solely to enhance the transparency and should not be treated as endorsement of the views expressed in the report. This information is subject to change without any prior notice. The Company reserves the right to make modifications and alterations to this statement as may be required from time to time without any prior approval. MOFSL, its associates, their directors and the employees may from time to time, effect or have effected an own account transaction in, or deal as principal or agent in or for the securities mentioned in this document. They may perform or seek to perform investment banking or other services for, or solicit investment banking or other business from, any company referred to in this report. Each of these entities functions as a separate, distinct and independent of each other. The recipient should take this into account before interpreting the document. This report has been prepared on the basis of information that is already available in publicly accessible media or developed through analysis of MOFSL. The views expressed are those of the analyst, and the Company may or may not subscribe to all the views expressed therein. This document is being supplied to you solely for your information and may not be reproduced, redistributed or passed on, directly or indirectly, to any other person or published, copied, in whole or in part, for any purpose. This report is not directed or intended for distribution to, or use by, any person or entity who is a citizen or resident of or located in any locality, state, country or other jurisdiction, where such distribution, publication, availability or use would be contrary to law, regulation or which would subject MOFSL to any registration or licensing requirement within such jurisdiction. The securities described herein may or may not be eligible for sale in all jurisdictions or to certain category of investors. Persons in whose possession this document may come are required to inform themselves of and to observe such restriction. Neither the Firm, nor its directors, employees, agents or representatives shall be liable for any damages whether direct or indirect, incidental, special or consequential including lost revenue or lost profits that may arise from or in connection with the use of the information. The person accessing this information specifically agrees to exempt MOFSL or any of its affiliates or employees from, any and all responsibility/liability arising from such misuse and agrees not to hold MOFSL or any of its affiliates or employees responsible for any such misuse and further agrees to hold MOFSL or any of its affiliates or employees free and harmless from all losses, costs, damages, expenses that may be suffered by the person accessing this information due to any errors and delays.

This report is meant for the clients of Motilal Oswal only.

Investment in securities market are subject to market risks. Read all the related documents carefully before investing.

Registration granted by SEBI, enlistment as RA with Exchange and certification from NISM in no way guarantee performance of the intermediary or provide any assurance of returns to investors

Registered Office Address: Motilal Oswal Tower, Rahimtullah Sayani Road, Opposite Parel ST Depot, Prabhadevi, Mumbai-400025; Tel No.: 022 - 71934200 / 71934263; www.motilaloswal.com.

Correspondence Address: Palm Spring Centre, 2nd Floor, Palm Court Complex, New Link Road, Malad (West), Mumbai- 400 064. Tel No: 022 71881000. Details of Compliance Officer: Neeraj Agarwal, Email Id: na@motilaloswal.com, Contact No.:022-40548085.

Grievance Redressal Cell:

Contact Person	Contact No.	Email ID
Ms. Hemangi Date	022 40548000 / 022 67490600	query@motilaloswal.com
Ms. Kumud Upadhyay	022 40548082	servicehead@motilaloswal.com
Mr. Ajay Menon	022 40548083	am@motilaloswal.com
Mr. Neeraj Agarwal	022 40548085	na@motilaloswal.com
Mr. Siddhartha Khemka	022 50362452	po.research@motilaloswal.com

Registration details of group entities.: Motilal Oswal Financial Services Ltd. (MOFSL): INZ000158836 (BSE/NSE/MCX/NCDEX); CDSL and NSDL: IN-DP-16-2015; Research Analyst: INH000000412, BSE enlistment no. 5028, AMFI registered Mutual Fund Distributor and SIF Distributor: ARN .. 146822. IRDA Corporate Agent – CA0579, APMI: APRN00233. Motilal Oswal Financial Services Ltd. is a distributor of Mutual Funds, PMS, Fixed Deposit, Insurance, Bond, NCDs and IPO products.

Customer having any query/feedback/ clarification may write to query@motilaloswal.com. In case of grievances for any of the services rendered by Motilal Oswal Financial Services Limited (MOFSL) write to grievances@motilaloswal.com, for DP to dpgrivances@motilaloswal.com.