

Hotel Sector

Key Stats (Top 13 Markets in India)	Feb 2020	M-o-M (%)	Y-o-Y (%)
ADR	₹6,620	1.1	-2.1
Occupancy	73.5%	4.5	-2.0
RevPAR	₹4,870	5.5	-4.1

Occupancy Decline in India & Other Key Asian Markets¹

Malaysia	-80%
Sri Lanka	-72%
India	-71%
China	-68%
Thailand	-68%

¹Occupancy % change vs 2019, data as of week ending 22 March 2020

Key Highlights

- India started feeling the ripple effects of the global Covid-19 turmoil towards the end of February 2020.
- Occupancies across hotels in key cities started declining, as demand from FTAs softened due to travel restrictions imposed by several countries.
- Ahmedabad, Chandigarh and Hyderabad were the outliers to this trend.
- We expect the second quarter of the year to be the worst hit, as India like other countries is also on a lock down mode. Demand is expected to pick before the end of the current year.
- We expect the overall revenue of the Indian hotel sector in 2020 to decline by USD 8.85 Bn to USD 10 Bn, reflecting an erosion of 39% to 45% compared over last year.

February 2020 data

Revenue Loss Expected in 2020

Scenario 1: Demand picks up in July²

HOTEL SECTOR	BRANDED	SEMI-ORGANISED	UNORGANISED
Revenue Loss	\$ 3.35 Bn	\$ 0.9 Bn	\$ 4.4 Bn
Occupancy	-16.7 percentage points		
RevPAR	-31%		

Scenario 2: Demand picks up in October - November²

Revenue Loss	\$ 4.1 Bn	\$ 1.0 Bn	\$ 4.95 Bn
Occupancy	-20.5 percentage points		
RevPAR	-36.2%		

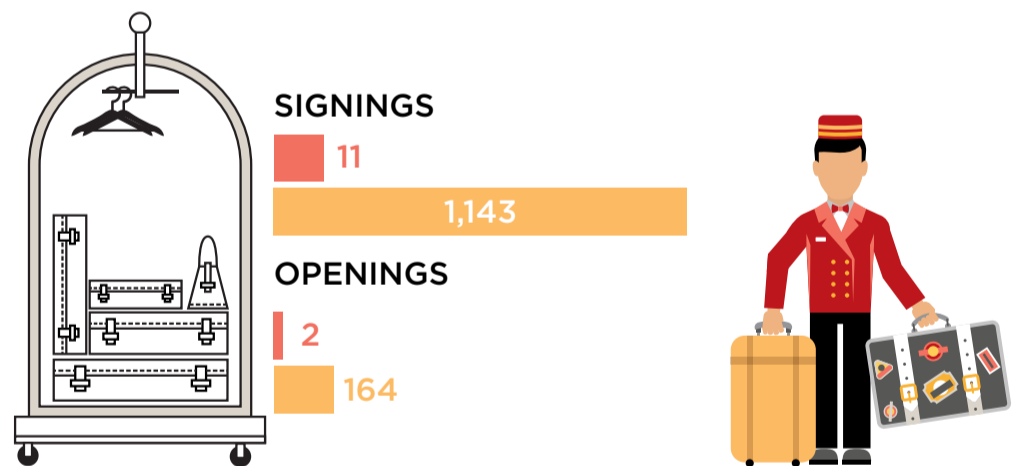
²Analysis based on data available as of 23 March 2020

Source: Ministry of Tourism, STR & HVS Research

Branded Hotels

Openings & Signings in Feb 2020³

By Keys By Properties



³ Data reported by Hotel Operators as of 26 March 2020 for the month of February 2020

Source: HVS Research

Share Price Movement⁴

Company	Market Cap (₹)	Previous Close (₹)	52-week High (₹)	52-week Low (₹)
IHCL	15,995.5	134.9	164.1	121.1
EIH	7,436.1	131.6	214.9	125.1
Chalet Hotels	6,765.8	328.9	395.0	271.0
Lemon Tree Hotels	4,084.0	50.8	90.9	48.0
Mahindra Holidays & Resorts	2,911.5	212.5	256.0	195.7

⁴ Data as on 28 February 2020
Company names have been abbreviated

Source: BSE

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