



# Hilton Hotel – Gurugram Investment Proposal

**5-Star Business Hotel | 200 Keys | Prime NCR Location**

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## 1. Executive Summary

The proposed project is a **200-key premium 5-star hotel under the Hilton brand** located in **Gurugram (NCR)** — one of India’s fastest-growing corporate and hospitality markets.

Gurugram is a major hub for:

- Fortune 500 companies
- International business travelers
- High-spending domestic corporate demand

This project is positioned as a **business + premium leisure hybrid hotel**, benefiting from:

- Strong weekday corporate occupancy
- Weekend leisure and staycation demand

The asset is designed to operate at **institutional-grade efficiency with stable long-term cash flows**, making it highly attractive for both strategic and financial investors.

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## About Gurugram Hospitality Market

Gurugram is one of India’s most mature hotel markets with:

- High corporate travel demand
- Strong ADR growth trend
- Limited premium supply in certain micro-markets

It consistently attracts:

- International business travelers
- MICE (Meetings, Incentives, Conferences, Exhibitions) demand
- High-spending domestic clientele

This ensures **year-round occupancy stability and pricing power**.

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## Property Overview

Sr	Feature	Details
1	Location	Gurugram, NCR
2	Brand	Hilton (International 5-Star Chain)
3	Total Keys	200
4	Positioning	Business + Premium Leisure
5	Stabilized Occupancy	68% – 72%
6	ARR (Average Room Rate)	₹7,500 – ₹9,000
7	RevPAR Range	₹5,300 – ₹6,100
8	F&B Contribution	35% – 40% of Total Revenue
9	EBITDA Margin	32% – 38%
10	Target Market	Corporate, MICE, International Travelers

## Financial Performance (Projected / Normalized)

### FY 2024–25 (Stabilized Year)

- Occupancy: **68%**
- ARR: **₹7,800**
- RevPAR: **₹5,304**
- Room Revenue: **₹38 Crores**
- F&B Revenue: **₹24 Crores**

👉 **Total Revenue: ₹62 Crores**

👉 **EBITDA: ₹21 Crores**

👉 **EBITDA Margin: ~34%**

### FY 2025–26 (Growth Year)

- Occupancy: **72%**
- ARR: **₹8,500**
- RevPAR: **₹6,120**
- Room Revenue: **₹45 Crores**
- F&B Revenue: **₹28 Crores**

👉 **Total Revenue: ₹73 Crores**

👉 **EBITDA: ₹26 Crores**

👉 **EBITDA Margin: ~36%**



## 2-Year Investor View (Key Metric)

This is what serious investors actually care about:

- **Average Revenue:** ₹67–68 Crores
  - **Average EBITDA:** ₹23–24 Crores
  - **Blended Margin:** ~35%
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## Valuation Insight

Based on current hospitality market benchmarks:

- EBITDA Multiple: **9x – 11x**

👉 **Indicative Valuation Range:**

**₹210 Crores – ₹260 Crores**

*Upside possible based on brand positioning, deal structuring, and investor competition.*

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## Key Features for Investors

- **Operationally Strong Asset**  
Stabilized performance with predictable cash flows
- **Premium International Brand (Hilton)**  
Enhances credibility, pricing power, and exit valuation
- **Balanced Demand Mix**  
Corporate + Leisure = Reduced volatility
- **High EBITDA Margins (~35%)**  
Efficient cost structure and strong F&B contribution
- **Scalable Growth Potential**  
ADR and occupancy upside in a growing market
- **Institutional Grade Investment**  
Suitable for PE funds, family offices, and strategic buyers