



ROYAL ORCHID HOTELS LTD.,

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HAL Airport Road, Kodihalli, Bangalore - 560 008, India.
T +91 80 41783000, F : +91 80 252 03366
www.royalorchidhotels.com
CIN : L55101KA1986PLC007392
email : investors@royalorchidshotels.com

Date: November 18, 2024

To,
The Manager,
Department of Corporate Services,
Bombay Stock Exchange Limited
Floor 25, P. J. Towers,
Dalal Street,
Mumbai – 400 001
BSE Scrip Code: 532699

To,
The Manager,
Department of Corporate Services,
National Stock Exchange of India Limited,
Exchange Plaza, Plot no. C/1, G Block
Bandra Kurla Complex, Bandra (E)
Mumbai – 400 051
NSE Scrip Symbol: ROHLTD

Dear Sir/Madam,

Sub: Investors Presentation

Pursuant to Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 and in continuation to our letter dated November 13, 2024 regarding the intimation of Conference Call on Q2 Financial Year 2024-25 results with Investors and Analysts, please find enclosed herewith Investors Presentation.

The aforesaid presentation is also available at the website of the Company at www.royalorchidhotels.com/investors.

You are requested to take the above on record.

Thanking you,

Yours Sincerely,

For ROYAL ORCHID HOTELS LIMITED

Amit Jaiswal
Chief Financial Officer

Encl: As above



ROYAL ORCHID
HOTELS



RE:GEN:TA
HOTELS

Royal Orchid Hotels Ltd.

Q2 2024-25





Disclaimer

Statements made in this Presentation describing the Company's objectives, projections, estimates, predictions and expectations may be 'forward-looking statements', within the meaning of applicable securities laws and regulations. As 'forward-looking statements' are based on certain assumptions and expectations of future events over which the Company exercises no control, the Company cannot guarantee their accuracy nor can it warrant that the same will be realized by the Company. The Company assumes no responsibility to publicly amend, modify or revise any forward looking statements on the basis of any subsequent developments or events or for any loss any investor may incur by investing in the shares of the Company based on the 'forward-looking statements'.





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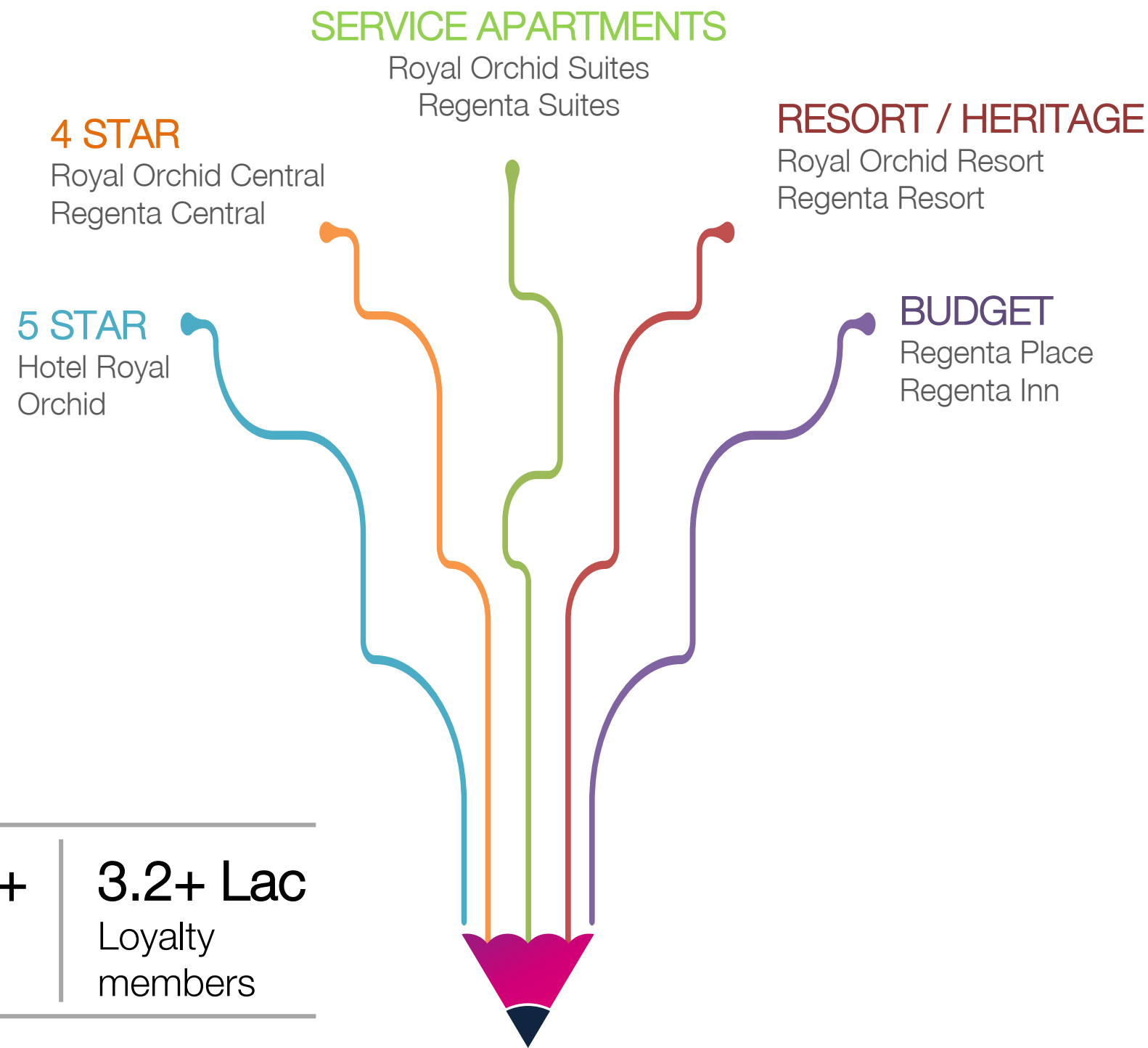
Company Overview



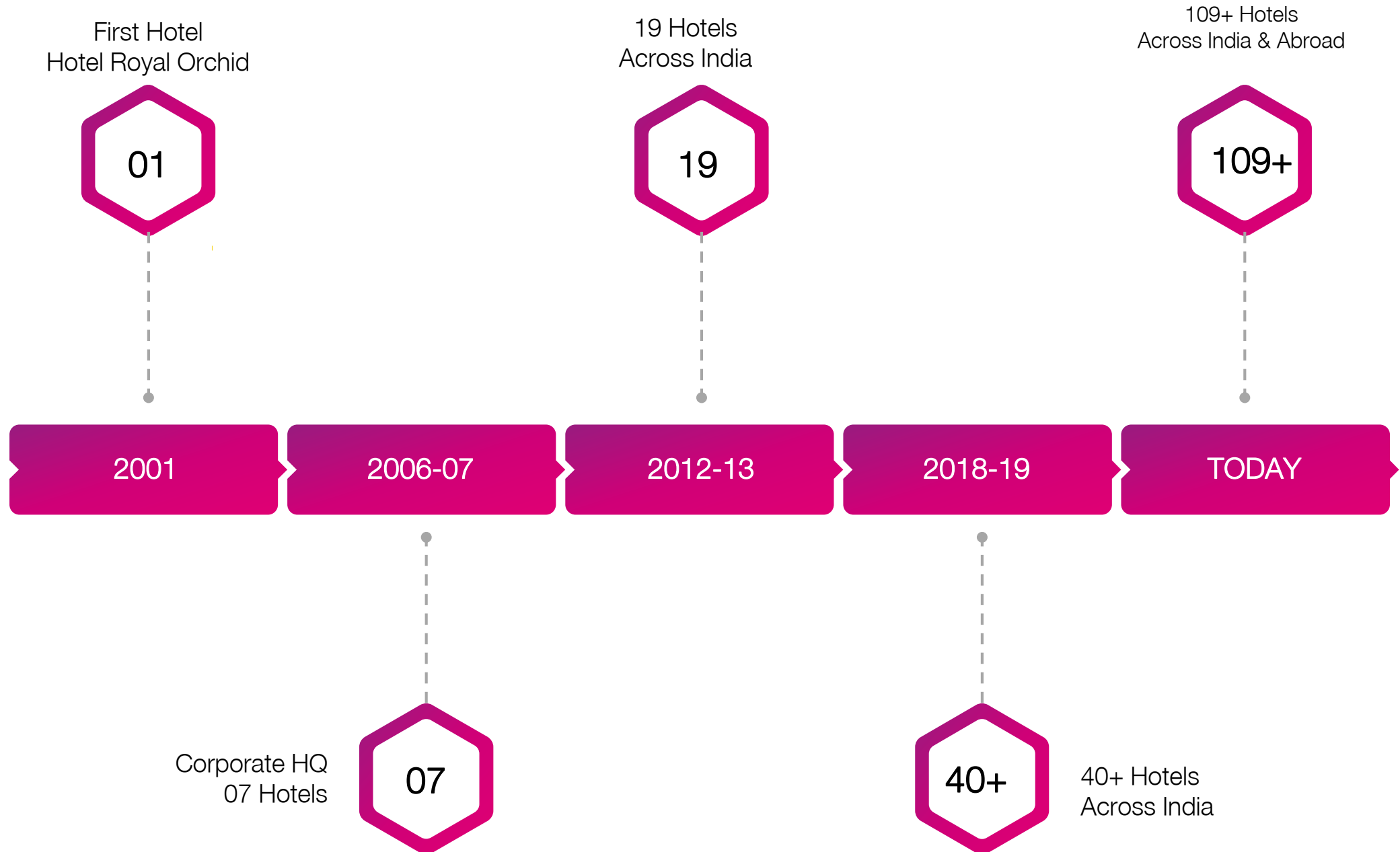
Who we are?

- Royal Orchid Hotel Ltd (ROHL) was incorporated in 1986 under the name of Universal Resorts Ltd.
- Promoted by Mr. Chander K Baljee
- ROHL is engaged in business of managing hotels under flagship brands – Royal Orchid, Royal Orchid Central, Royal Orchid Suites, Regenta Central, Regenta Resort, Regenta Place & Regenta Inn

109+ Hotels & Resorts	72+ Locations	16 States	6556+ keys	3.2+ Lac Loyalty members
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Our Journey





Today Our Presence

109+

Hotels & Resorts in
72+ Locations

6556+

Luxury Rooms,
Villas & Premium Suites

175+

Specialty & All day Dining
Restaurants



55+ Business
Destinations



20+ Wedding
Destinations



4+ Wildlife
Destinations



45+ Leisure
Destinations

Board of Directors



Mr. Chander K Baljee,
Chairman & Managing Director

Royal Orchid Hotels is promoted by **Mr. Chander K Baljee**, a P.G Graduate from Indian Institute of Management (Ahmedabad) with over 5 decades of experience in the hospitality industry

Non-Executive Directors



Mr. Keshav Baljee

Co-promoter of Royal Orchid Hotels Limited also founder of Spree Hotels, which is one of India's fastest growing and most loved mid-market hotel brand.

Independent Directors



Mr. Ashutosh Chandra

Joined the Indian Revenue Service in 1982 - Held various positions in the Income tax Department under Ministry of Finance, Govt. of India also as Director of Investigation, Assessment, Audit, Appellate Commissioner, Director in CBDT & Principal Commissioner 1 Bangalore



Mr. Rajkumar Thakardas Khatri

Served as a member of Indian Administrative Service (IAS) for over 33 years. Worked as Additional Chief Secretary (ACS) Commerce & Industries Department, ACS Education Department, as well as ACS Labour Department, Karnataka Cadre.



Ms. Leena S Pirgal

An Marketing & Communications expert and comes with 15 years of experience. She was Senior Territory Head (South) at Zee Enterprises leading content integration & Business Director at Rephrase.ai



Dr. PV Ramana Murthy, Ph.D.

An HR and OD expert with 35+ years in Fortune 500 CXO roles, specializing in culture transformation and leadership development. He also serves on Zee Entertainment's Board and authored the bestseller *The Power of Humility* on humble leadership.

Management



Mr. Arjun Baljee
President

With over 20 years of experience in operation and management of real estate, technology, start-ups, and hospitality industries.



Mr. Philip Logan
Chief Operating Officer (COO)

Over 25+ years exp in Operational Excellence with brands like Voyages Indigenous Australia, Sofitel Sydney & Other Accor Hotels.



Mr. Amit Jaiswal
Chief Financial Officer

Over 30+ years of exp in Finance with Manufacturing & Hotel Industry



Mr. Vikas Passi
Sr. VP Operations (West)

Over 22+ years of vast experience in hotel operations and sales.



Mr. Shiwam Verma
VP Operations (Goa)

Over 25 years of experience with Pride Hotels & Sarovar Hotels



Mr. Ajit Kumar
VP Operations – Rajasthan

Has 24 Years of experience and worked with Royal Orchid Hotels & Sheraton Group



Ms. Suman
VP Operations – Mysore, Kabini & Sakleshpur

Has 27+ Years of experience and worked with Choice Hotels, Usha Lexus & Golden Tulip



Mr. Chidambaram Pillai
VP Engineering

Has 25+ Years of experience and worked with Accor Hotels, DLF & K Raheja Hospitality



Mr. Rajesh Kattakam
VP Sales – South

Has 16 Years of experience and worked with Leela Hotels and Accor Hotels Group.



Mr. Sandeep Rajput
VP Sales – North

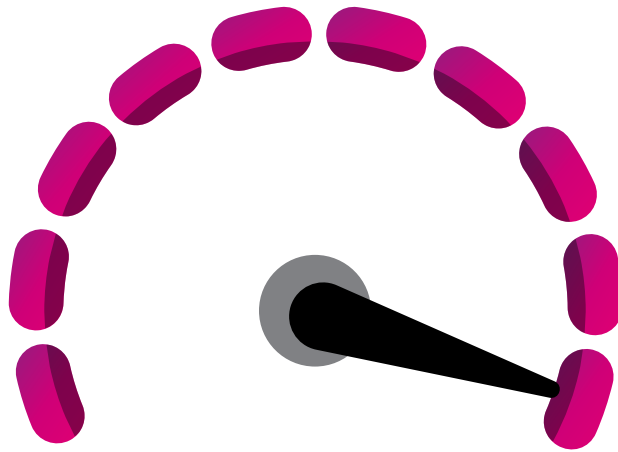
Over 17 years experience in Sales, Marketing with Pride Hotels, HHI Group of Hotels



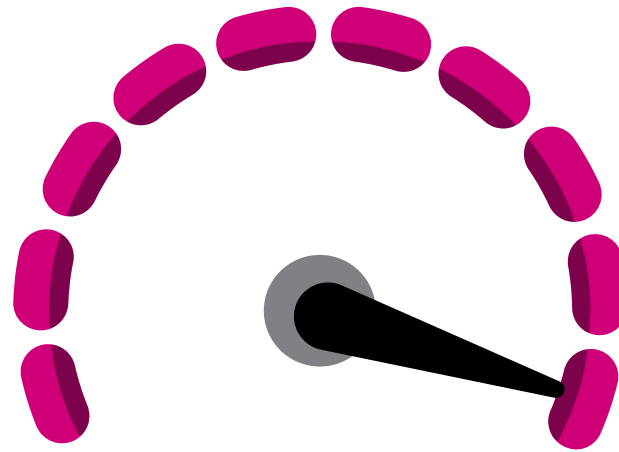
Dr. Ranabir Sanyal
Company Secretary & Compliance Officer

A qualified Company Secretary & Law Graduate with 20+ years experience in DHFL Group & Reliance Retail Group

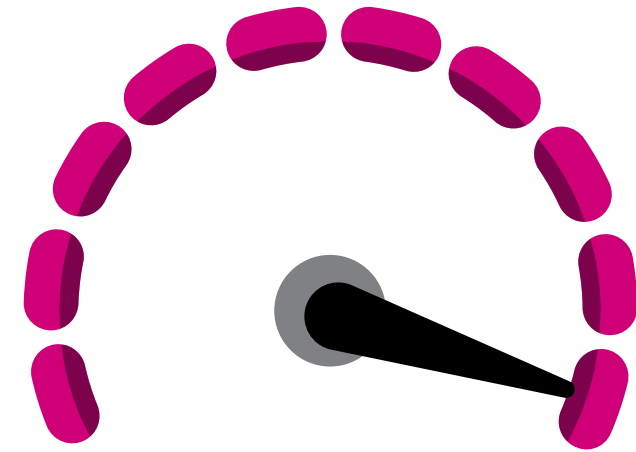
Competitive Advantage



Balanced portfolio having presence in over 72+ locations and 16 states

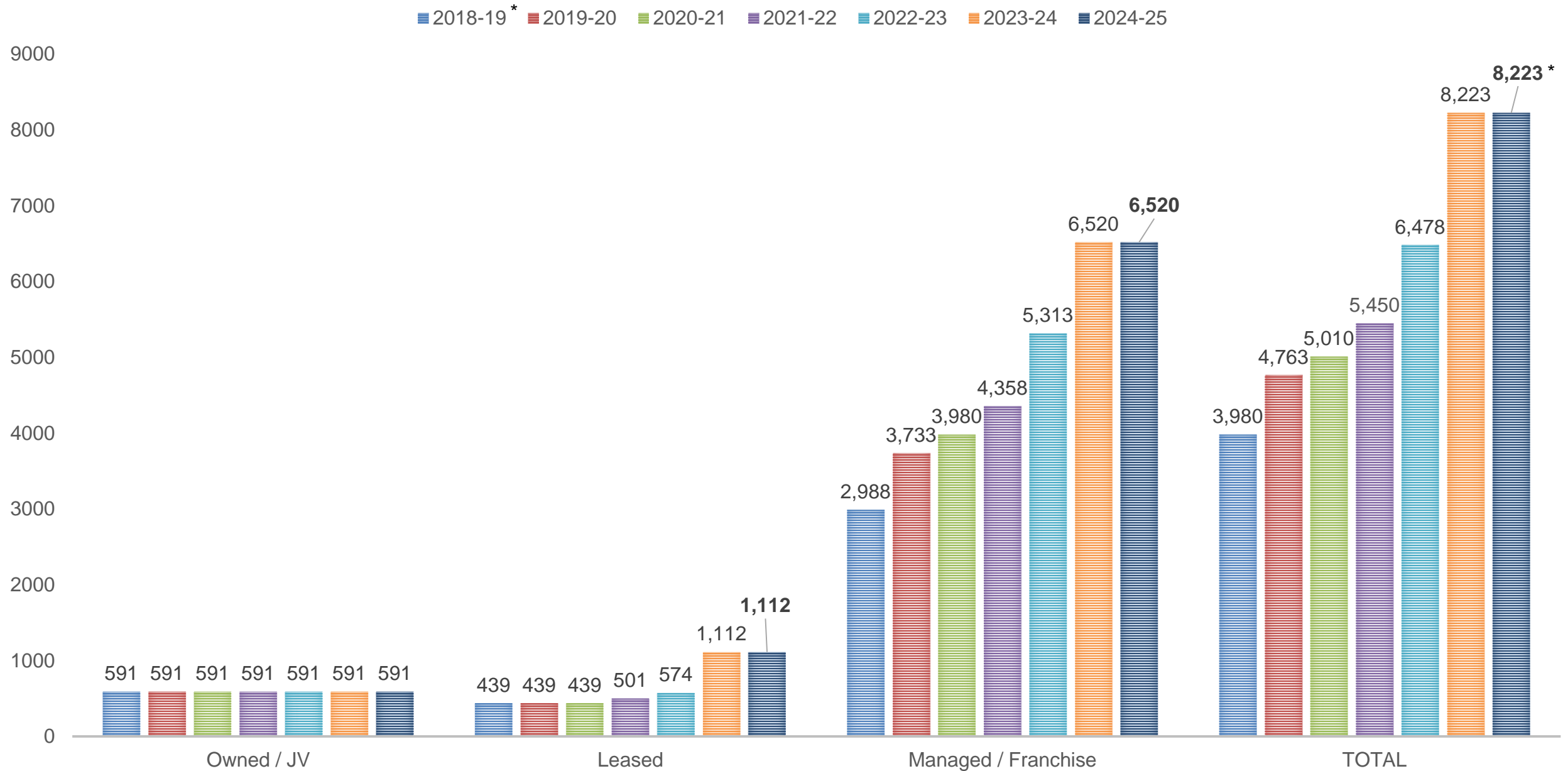


Strong sales presence across major source markets in India



Affordable luxury having plethora of options for modern travelers

Growth In Rooms



* Includes Signed Hotels

Upcoming Hotels

SI No	Hotel Name	City / Location
1	Regenta Central	Tirupati
2	Regenta Inn	Tezpur Assam
3	Regenta Resort	Pushkar
4	Regenta Central	Varanasi
5	Regenta Place / Central	Bhadohi
6	Regenta Central	Gurgaon Sector 70
7	Regenta Place	Vrindavan, Uttarpradesh
8	Regenta Central	Jamshedpur
9	Regenta Place	Dalhousie
10	Regenta Resort	Dapoli
11	Regenta Inn	Dhule
12	Regenta Central	Solapur
13	Regenta Central	Nanded
14	Regenta Resort	Gir
15	Regenta Central	Rajkot
16	Regenta Resort	Bhavnagar
17	Regenta	Mumbai
18	Regenta Resort	Mulshi, Pune
19	Regenta Resort	Statue of Unit
20	Regenta Central	Dwarka
21	Regenta Central Lalitpur	Nepal

21+
Hotels

1600+
Keys

Financial Overview



Quarterly & Half Year
Highlights and Financial
results



Margins



Consolidated Income
Statement & Balance
Sheet snapshot



Shareholding

Occupancy & ARR

Segment	H1 of FY23-24	H1 of FY24-25	Q2 of FY23-24	Q2 of FY24-25
Average Occupancy (JLO)	73%	70%	72%	70%
Average Room Rate (JLO) (Rs)	4,889	5,141	4,693	5,114
Average Occupancy (Managed)	59%	60%	54%	57%
Average Room Rate (Managed) (Rs)	3,597	3,755	3,386	3,672

Segment Wise Keys Snapshot - Operational as on date

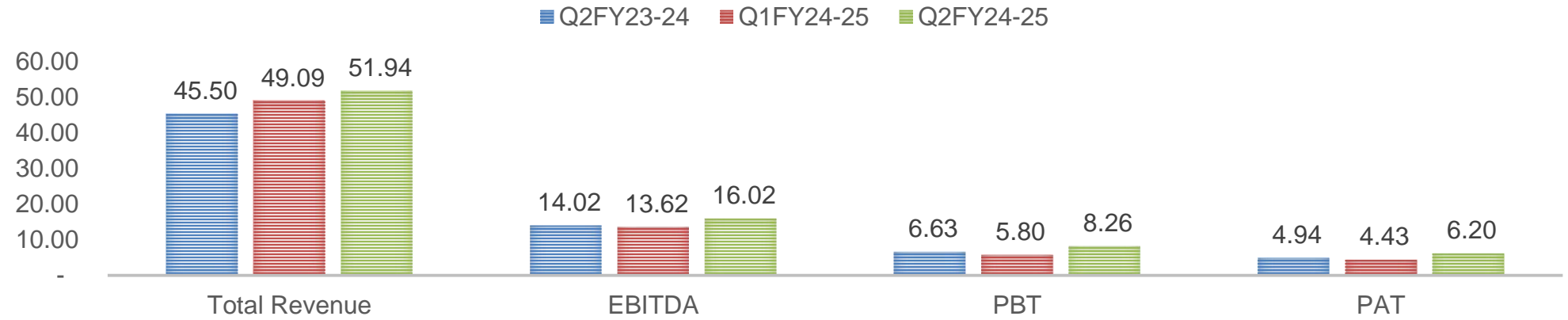
Asset
Portfolio

Category	Owned	Leased	JV	Managed / Franchise	Total
5 Star	268	-	139	-	407
4 Star	130	396	-	2527	3053
Service Apartment	-	67	-	71	138
Resort/Heritage/MICE	-	142	54	854	1050
3 Star / Budget	-	83	-	1825	1908
Total Keys	398	688	193	5277	6556

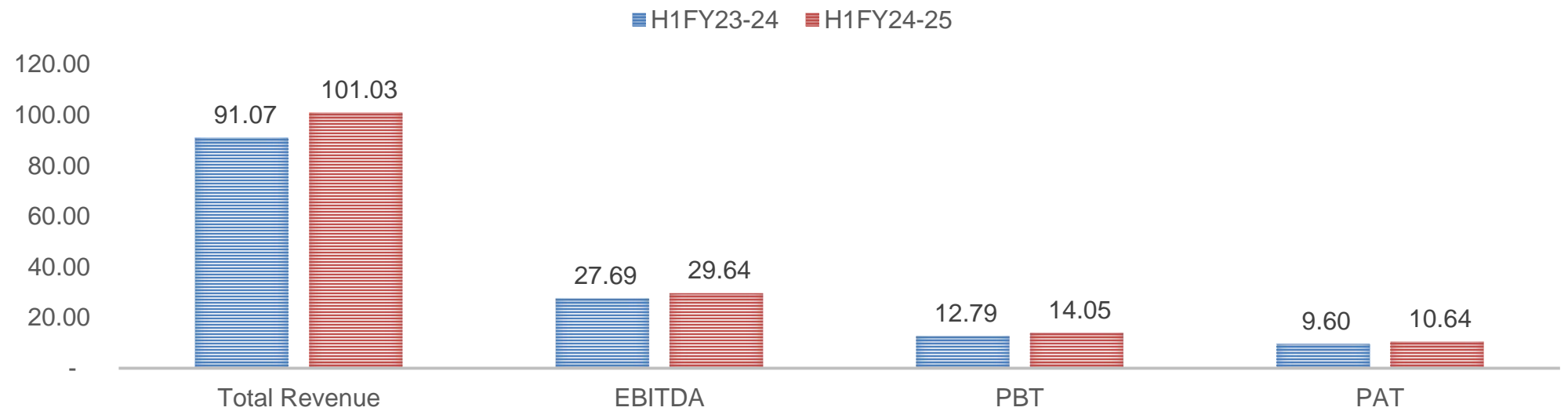
Standalone Financial Results For Quarter & Six Months Ended 30th September 2024

₹ In Crore

Q2



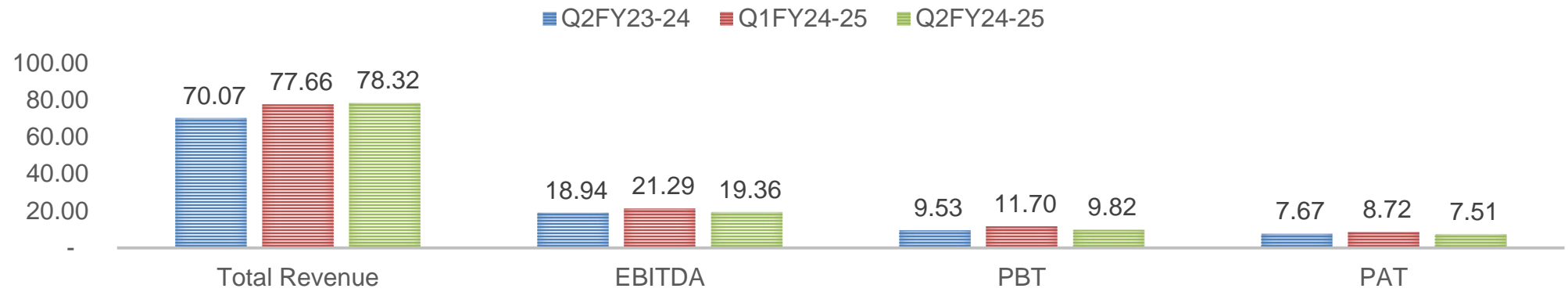
H1



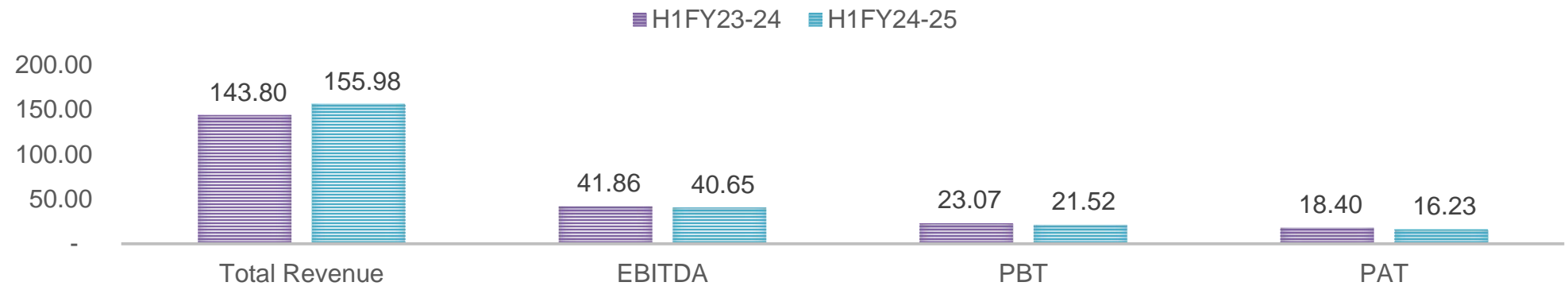
Consolidated Financial Results For Quarter & Six Months Ended 30th September 2024

₹ In Crore

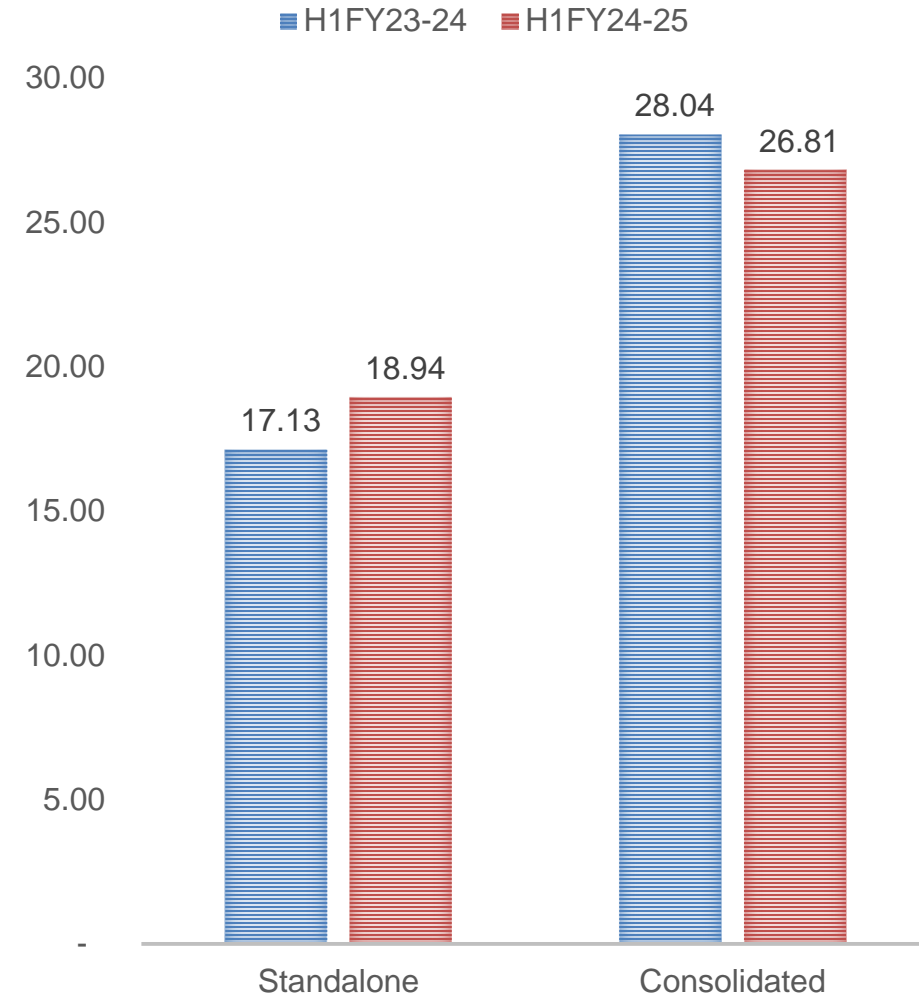
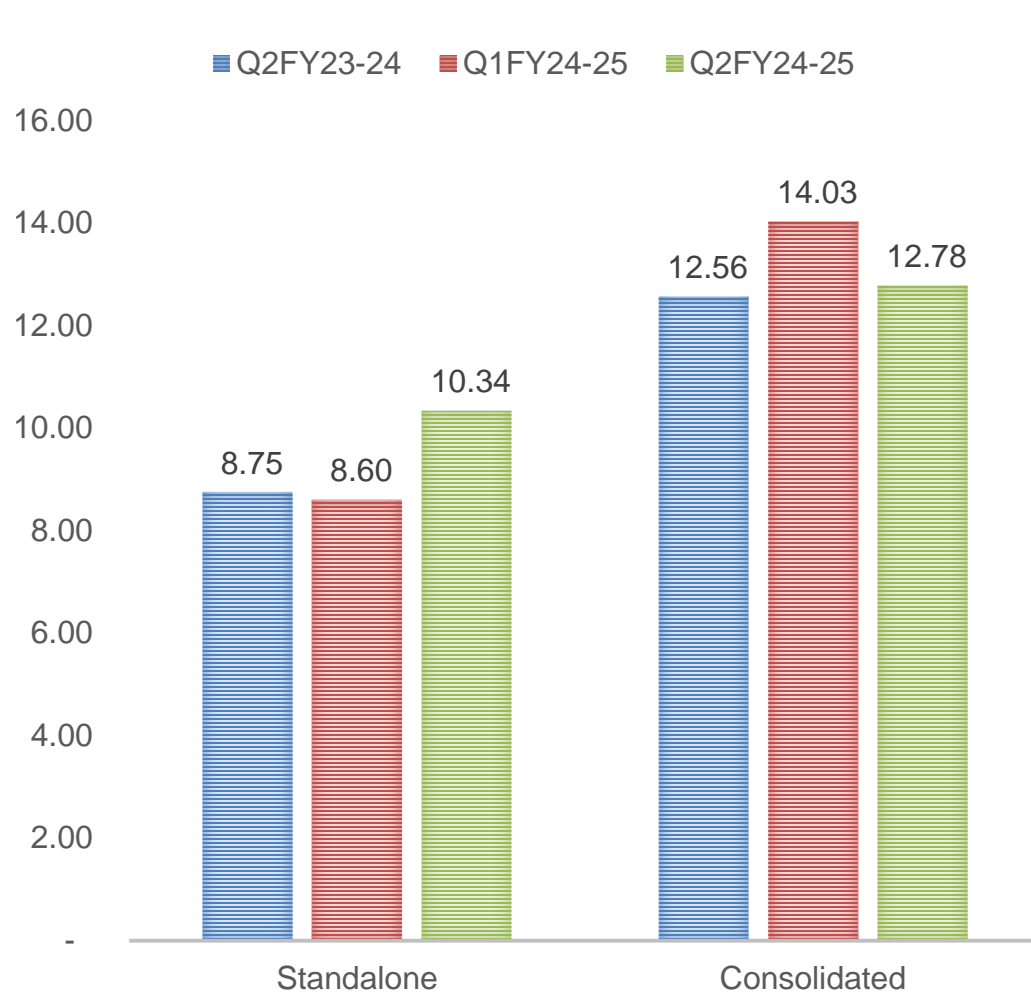
Q2



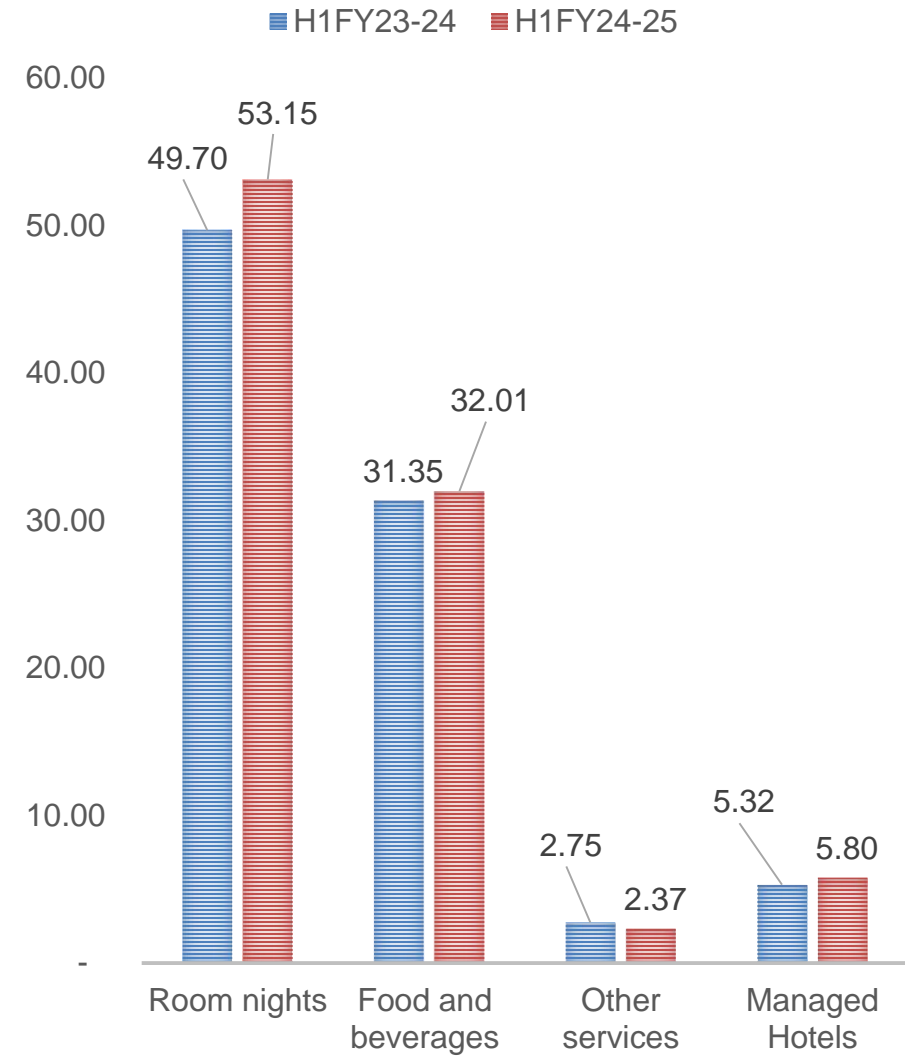
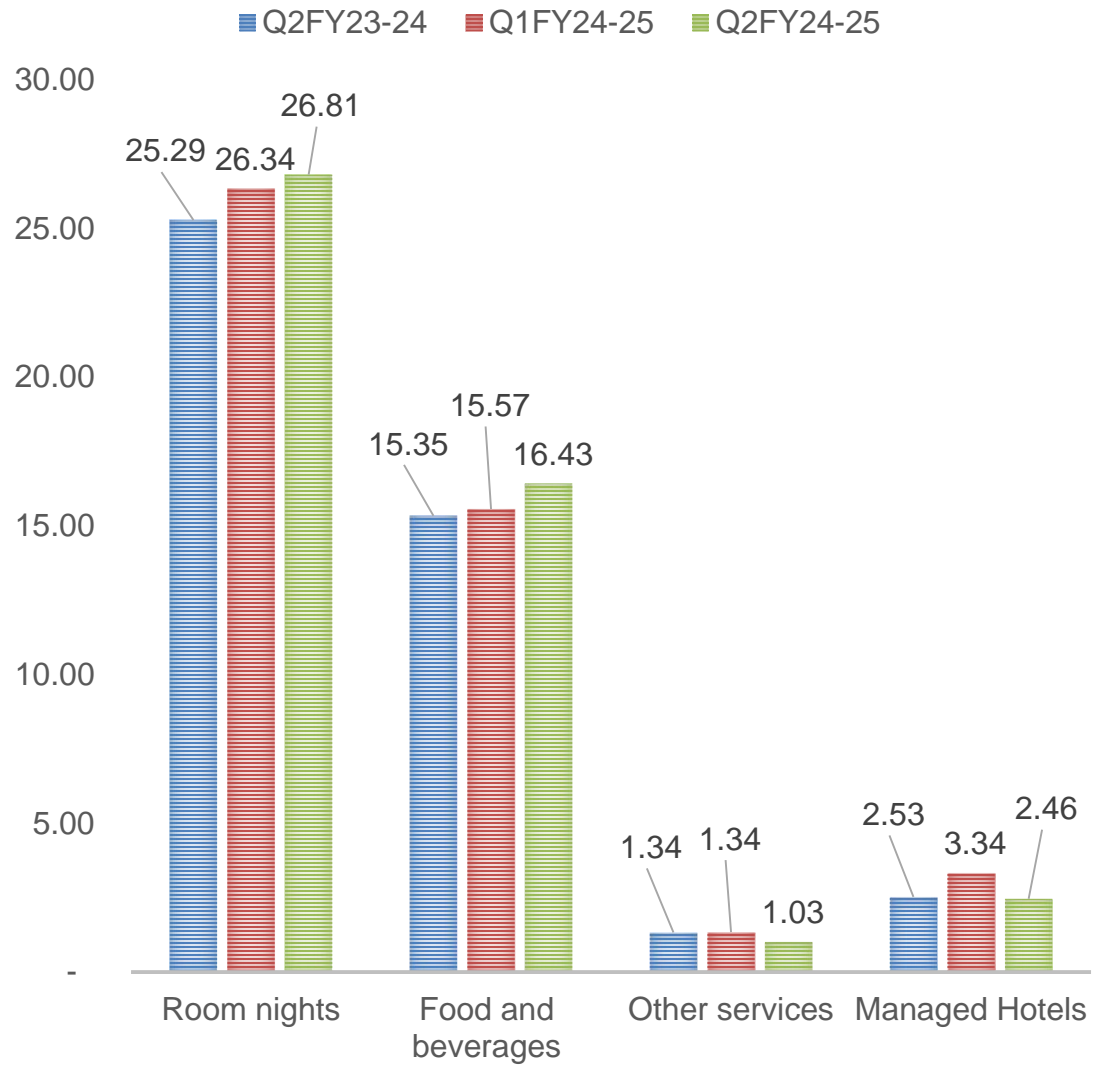
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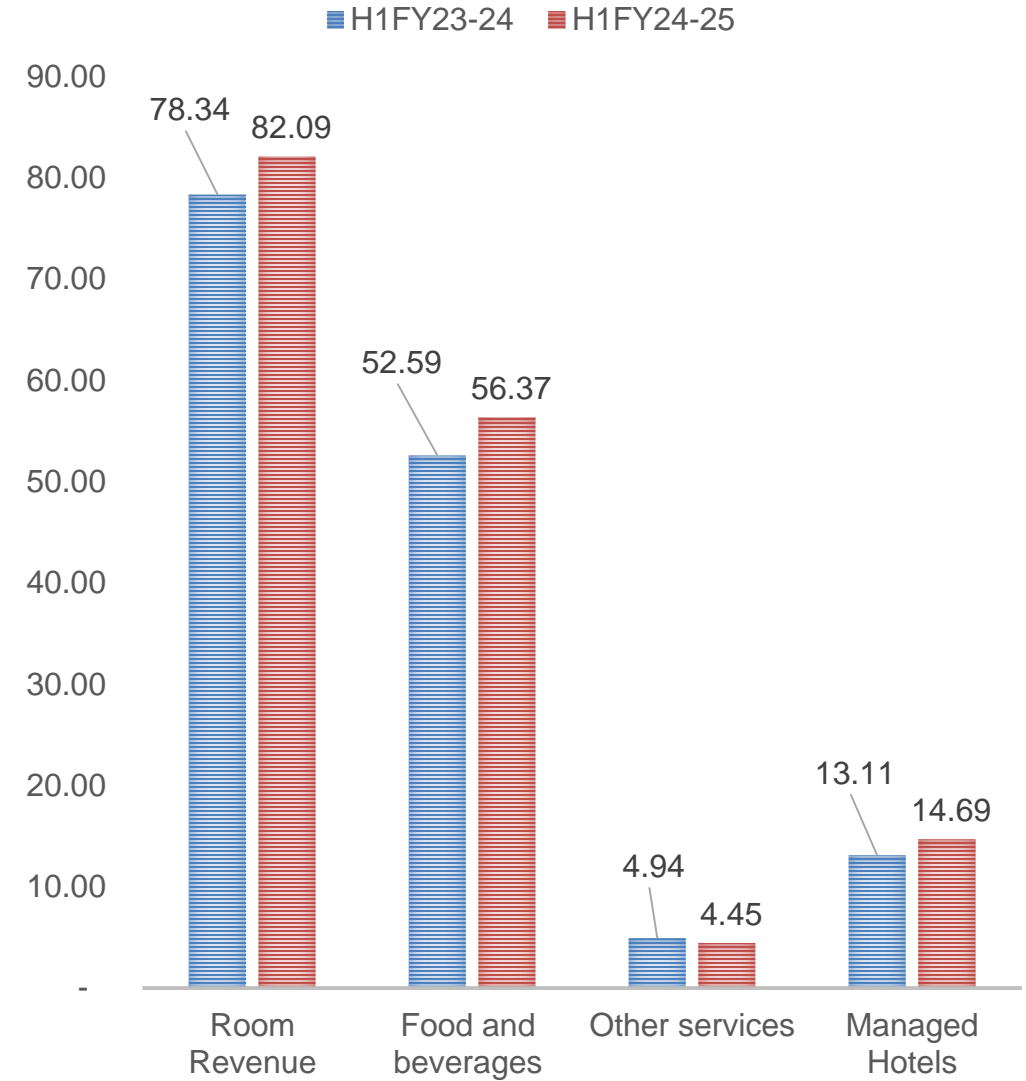
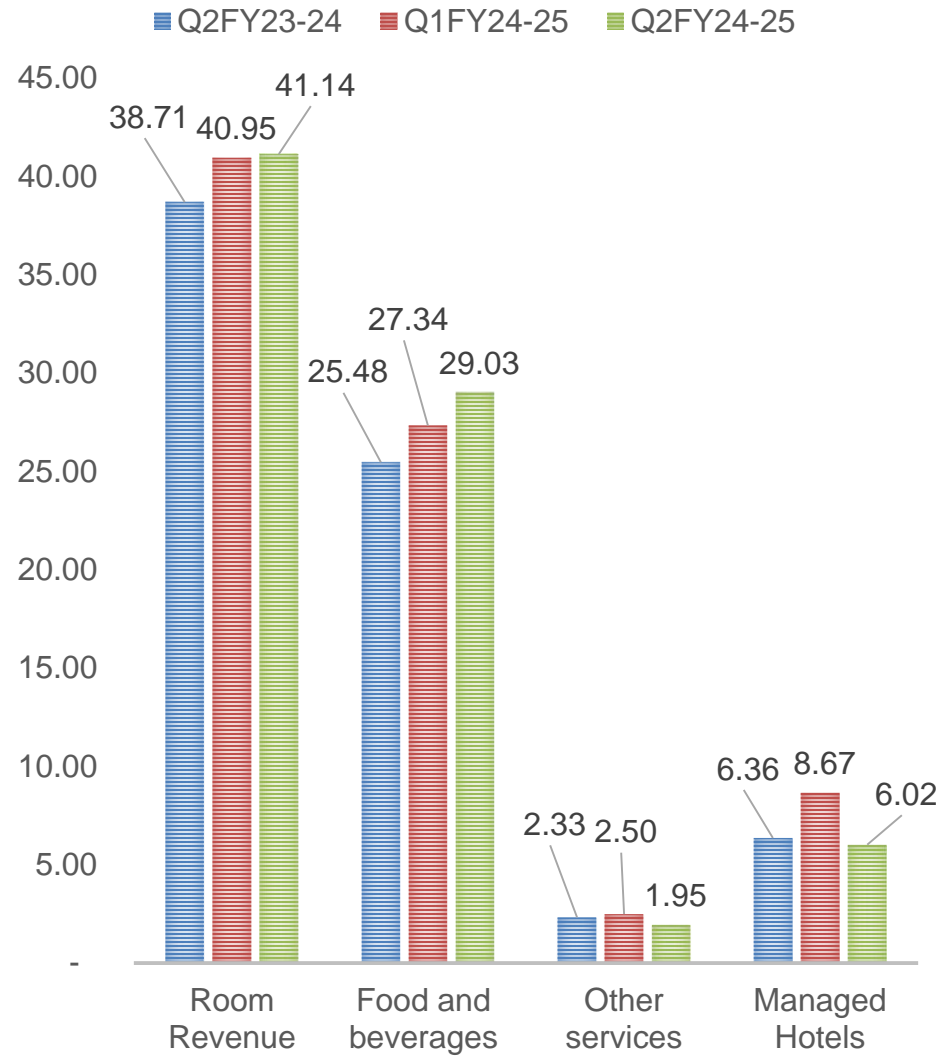
Standalone & Consolidated Cash Profit For Quarter & Six Months Ended 30th September 2024



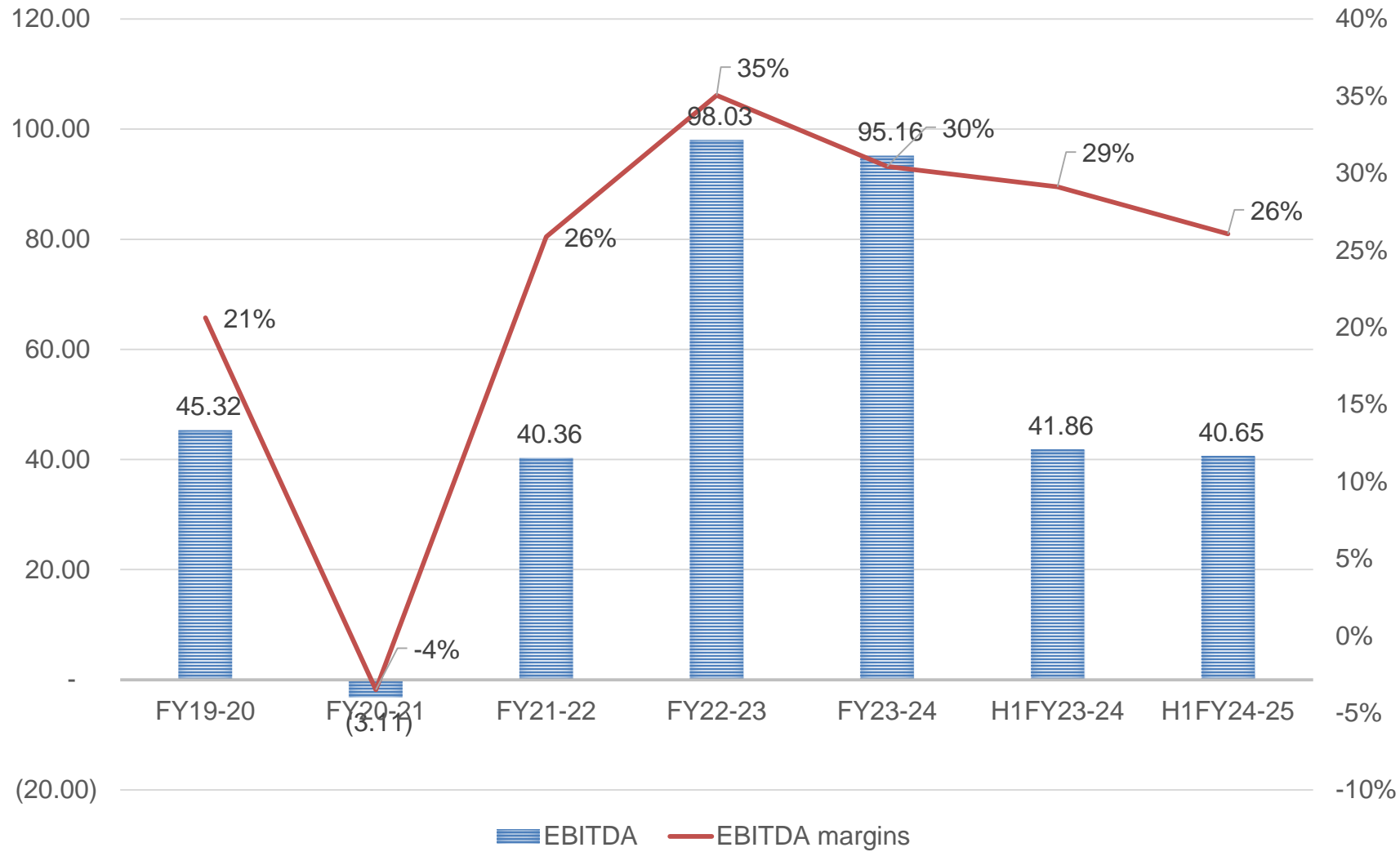
Standalone Revenue Breakup For Quarter & Six Months Ended 30th September 2024



Consolidated Revenue Breakup Including Associate For Quarter & Six Months Ended 30th September 2024



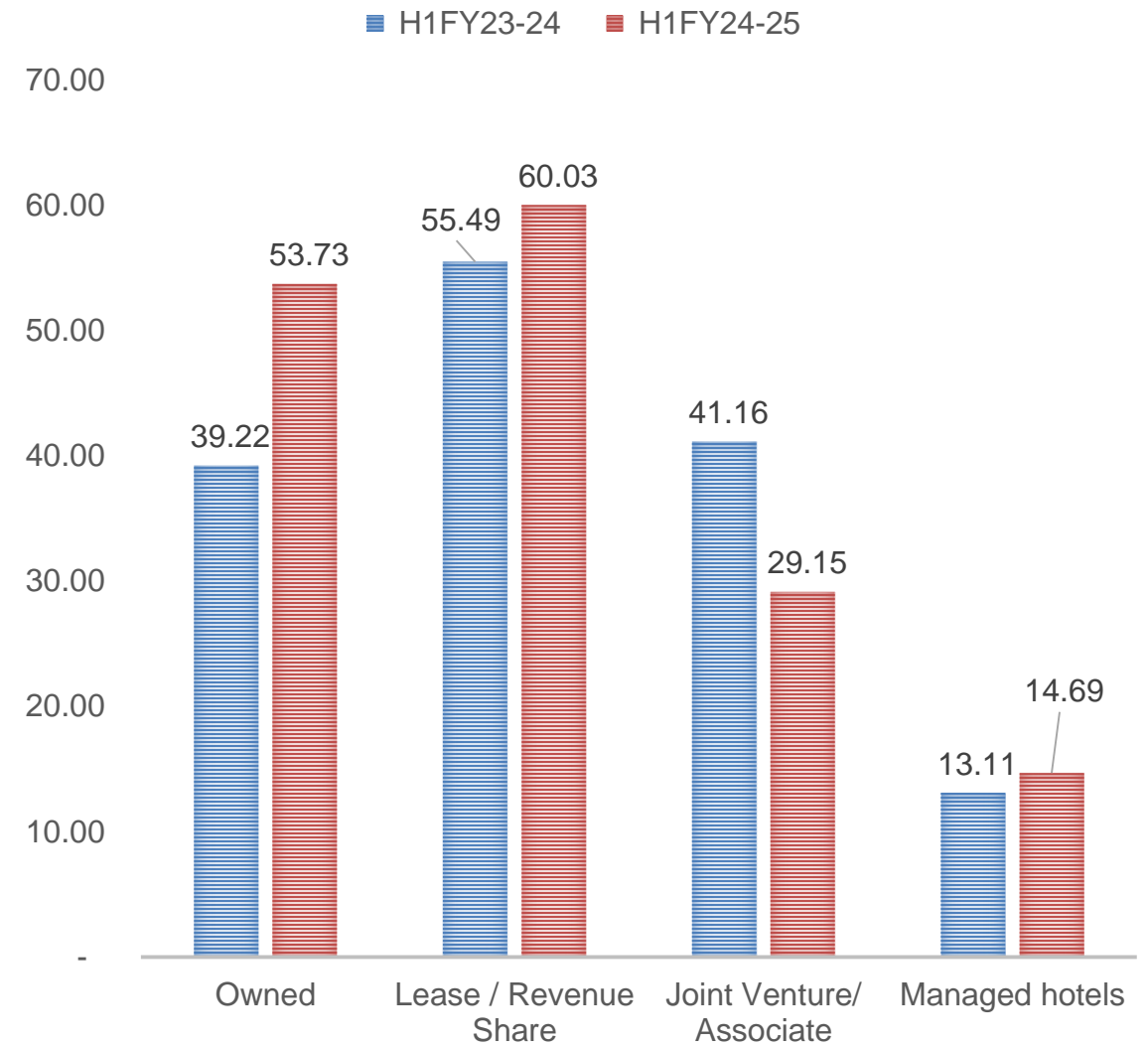
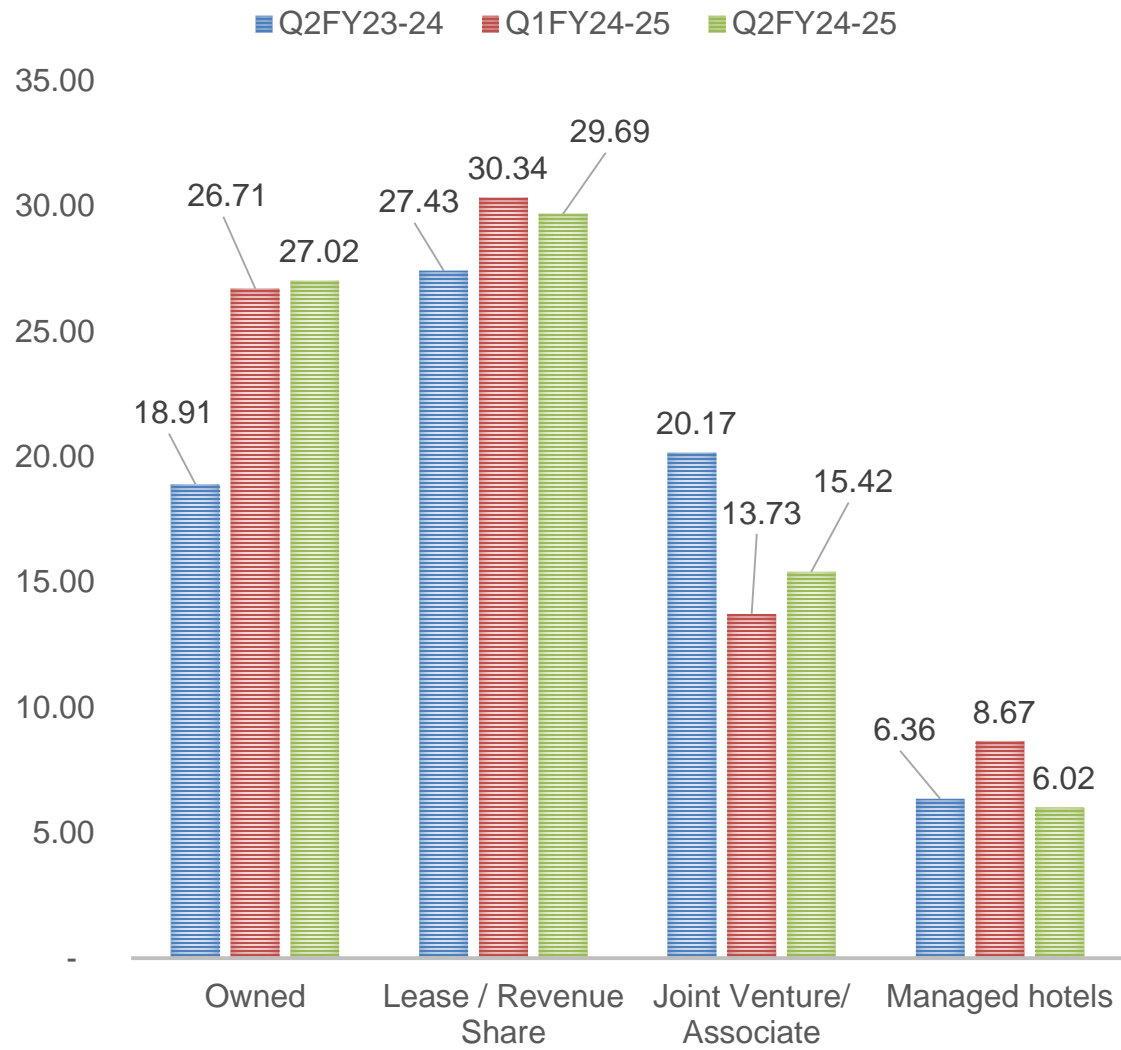
Consolidated EBITDA Margins



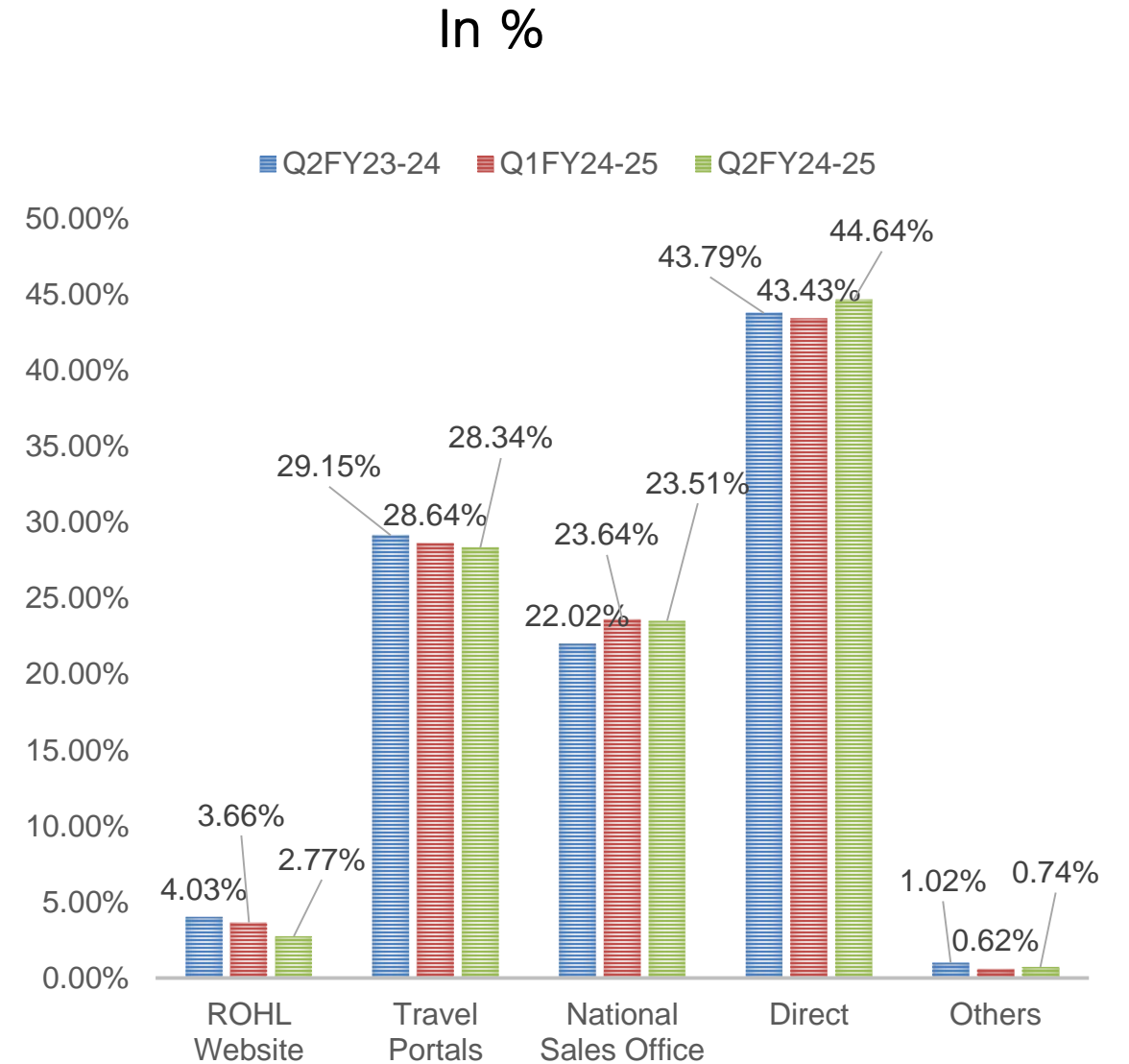
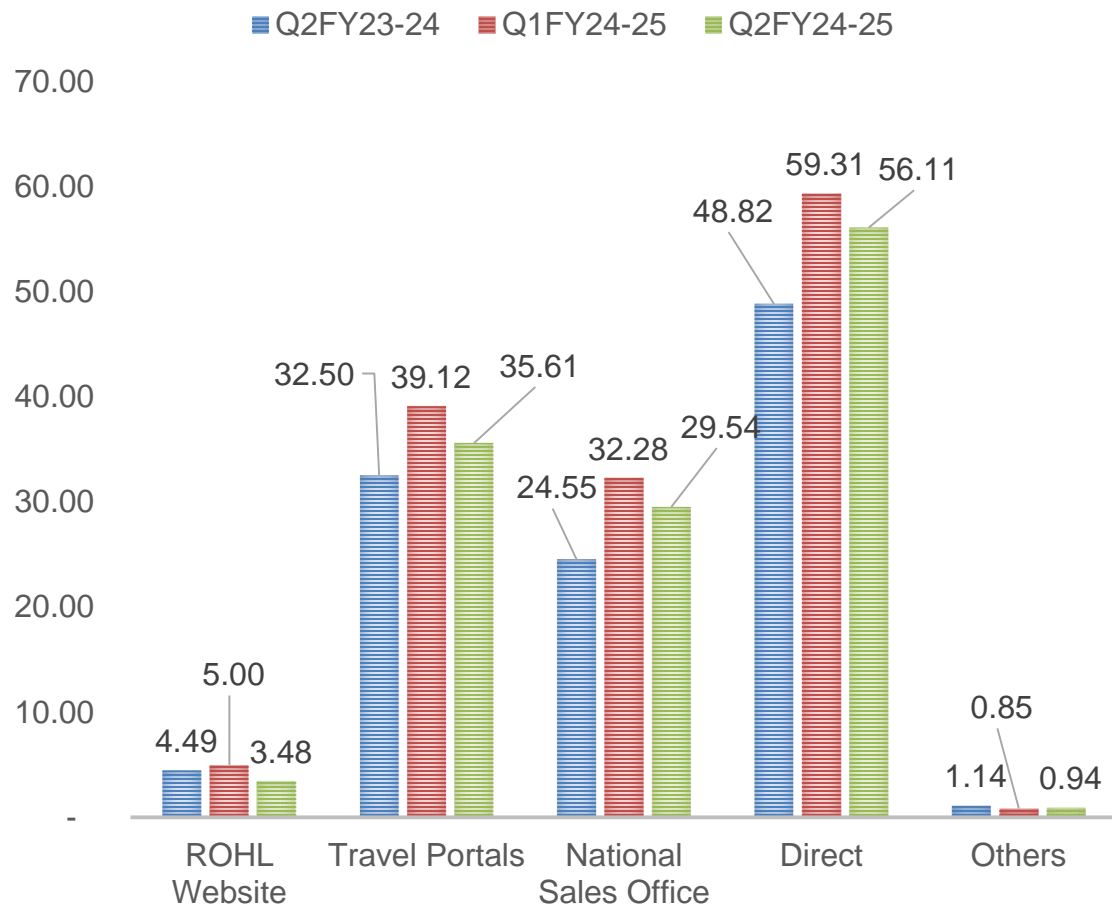
Reasons for marginal decline in EBITDA for Q2 FY 24-25

1. The employee cost increased by Rs. 0.66 crores due to an increase in workforce strength.
2. The renovation cost for the quarter was Rs. 1.28 crores.
3. The launch of a new loyalty program incurred a cost of Rs. 0.57 crores.

Consolidated Revenue Breakup Including Associate - Segment Wise Quarter & Six Months Ended 30th September 2024

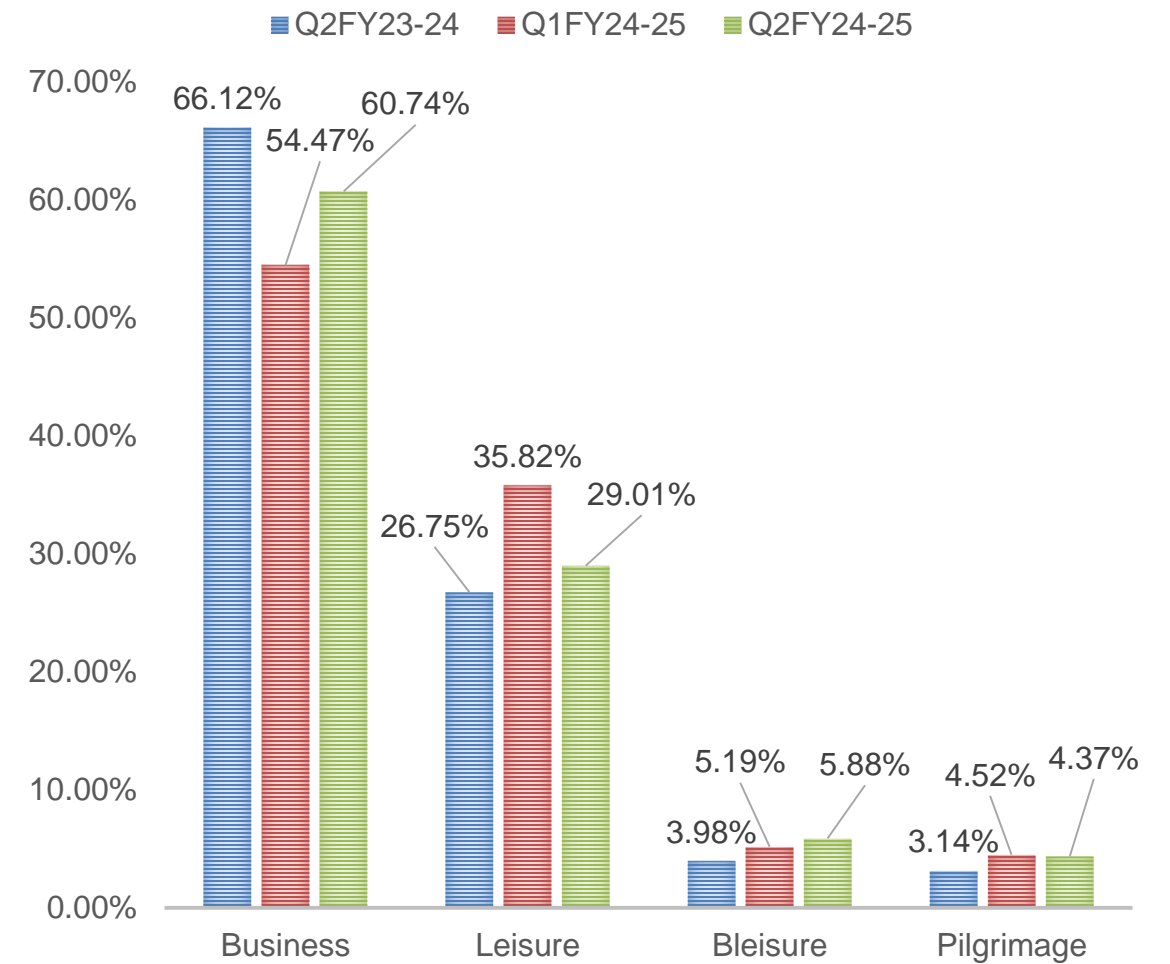
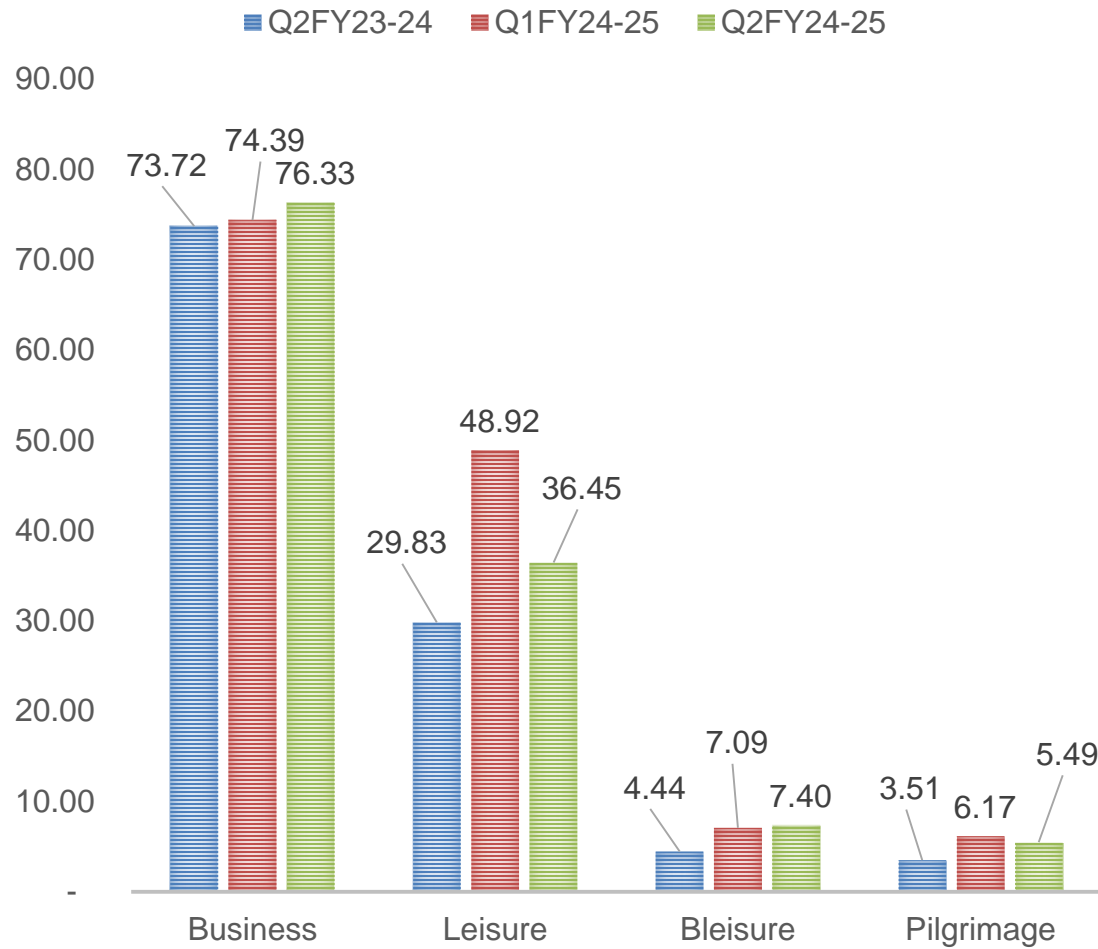


Source Wise Room Revenue Including Managed Hotels for Quarter & Six Months Ended 30th September 2024



Segment Wise Room Revenue Including Managed Hotels for Quarter & Six Months Ended 30th September 2024

In %



Consolidated Cost % on Total Income

Particulars	Q2FY23-24	Q1FY24-25	Q2FY24-25
Raw Material Costs as a % of F&B Revenue			
F&B Revenue	22.97	24.63	25.92
Raw Material Cost	6.62	7.18	7.20
% of Rev	28.84%	29.16%	27.78%
Payroll Costs as a % of Revenue			
Revenue	66.60	73.01	70.41
Payroll Cost	17.86	20.69	20.97
% of Rev	26.82%	28.34%	29.78%
Corp. Overhead as a % of Revenue			
Revenue	66.60	73.01	70.41
Corp. Overhead Cost	3.73	4.27	3.90
% of Rev	5.60%	5.85%	5.54%
Other Operating Costs as a % of Revenue			
Revenue	66.60	73.01	70.41
Other Operating Cost	26.65	28.50	30.79
% of Rev	40.01%	39.03%	43.73%

Reasons for marginal decline in EBITDA for Q2 FY 24-25

1. The employee cost increased by Rs. 0.66 crores due to an increase in workforce strength.
2. The renovation cost for the quarter was Rs. 1.28 crores.
3. The launch of a new loyalty program incurred a cost of Rs. 0.57 crores.



Guest Break Up

Domestic Guests (Numbers)	1,05,476	1,04,280	98,287
Foreign Guests (Numbers)	8,650	10,975	12,556
Total (Numbers)	1,14,126	1,15,255	1,10,843
Domestic %	92.42%	90.48%	88.67%
Foreign Guest %	7.58%	9.52%	11.33%

Consolidated Financial Results With & Without INDAS

For Quarter & Six Months Ended 30th September 2024

(₹ in Crores except per share data)

Particulars	With INDAS					Without INDAS				
	QE Sep 23	QE Jun 24	QE Sep 24	H1FY23-24	H1FY24-25	QE Sep 23	QE Jun 24	QE Sep 24	H1FY23-24	H1FY24-25
Total Income	70.07	77.66	78.32	143.79	155.98	69.97	77.55	78.21	142.38	155.76
EBITDA	18.94	21.29	19.36	41.86	40.65	14.55	16.13	14.15	31.90	30.28
Depreciation	4.89	5.31	5.26	9.64	10.58	1.73	1.83	1.83	3.42	3.66
EBIT	14.05	15.98	14.10	32.21	30.08	12.82	14.29	12.32	28.48	26.62
Finance Cost	4.52	4.28	4.28	9.14	8.56	2.09	1.31	1.30	4.03	2.62
PBT	9.53	11.70	9.82	23.07	21.52	10.73	12.98	11.02	24.45	24.00
Tax expense	2.06	3.18	3.00	5.40	6.18	2.06	3.18	3.00	5.40	6.18
PAT	7.47	8.53	6.82	17.67	15.35	8.67	9.80	8.02	19.05	17.82
Share of Associate Profit	0.20	0.19	0.70	0.73	0.89	0.20	0.19	0.70	0.73	0.89
PAT After Associate	7.67	8.72	7.52	18.40	16.24	8.87	10.00	8.72	19.78	18.72
Other Comprehensive Income / (Loss)	(0.46)	(0.21)	(0.25)	(0.49)	(0.46)	(0.46)	(0.21)	(0.25)	(0.49)	(0.46)
Total Comprehensive Income	7.21	8.51	7.26	17.91	15.77	8.41	9.79	8.46	19.29	18.25
Earnings Per Share of ₹ 10 each:	2.49	3.21	2.73	6.02	5.94	3.07	3.57	3.09	7.03	6.66
CASH Profit	12.56	14.03	12.78	28.04	26.81	10.60	11.83	10.55	23.20	22.38

Standalone Financial Results With & Without INDAS for Quarter & Six Months Ended 30th September 2024

(₹ in Crores except per share data)

Particulars	With INDAS					Without INDAS				
	QE Sep 23	QE Jun 24	QE Sep 24	H1FY23-24	H1FY24-25	QE Sep 23	QE Jun 24	QE Sep 24	H1FY23-24	H1FY24-25
Total Income	45.50	49.09	51.94	91.07	101.03	45.36	48.90	51.73	90.81	100.63
EBITDA	14.02	13.62	16.02	27.69	29.64	9.96	8.79	11.14	19.60	19.93
Depreciation	3.82	4.17	4.13	7.53	8.30	0.85	0.95	0.93	1.67	1.88
EBIT	10.20	9.45	11.89	20.16	21.33	9.11	7.85	10.21	17.93	18.05
Finance Cost	3.57	3.65	3.63	7.37	7.28	1.42	1.00	0.99	2.82	1.99
PBT	6.63	5.79	8.26	12.80	14.05	7.69	6.85	9.21	15.11	16.06
Tax expense	1.69	1.36	2.05	3.19	3.42	1.69	1.36	2.05	3.19	3.42
PAT	4.94	4.43	6.20	9.60	10.63	5.99	5.48	7.16	11.92	12.64
Other Comprehensive Income / (Loss)	-	-	-	-	-	-	-	-	-	-
Total Comprehensive Income	4.94	4.43	6.20	9.60	10.63	5.99	5.48	7.16	11.92	12.64
Earnings Per Share of ₹ 10 each:	1.80	1.62	2.26	3.50	3.88	2.19	2.00	2.61	4.35	4.61
CASH Profit	8.75	8.60	10.34	17.13	18.94	6.84	6.43	8.09	13.59	14.52

Standalone Financials for Quarter & Six Months Ended 30th September 2024

₹ In Crore

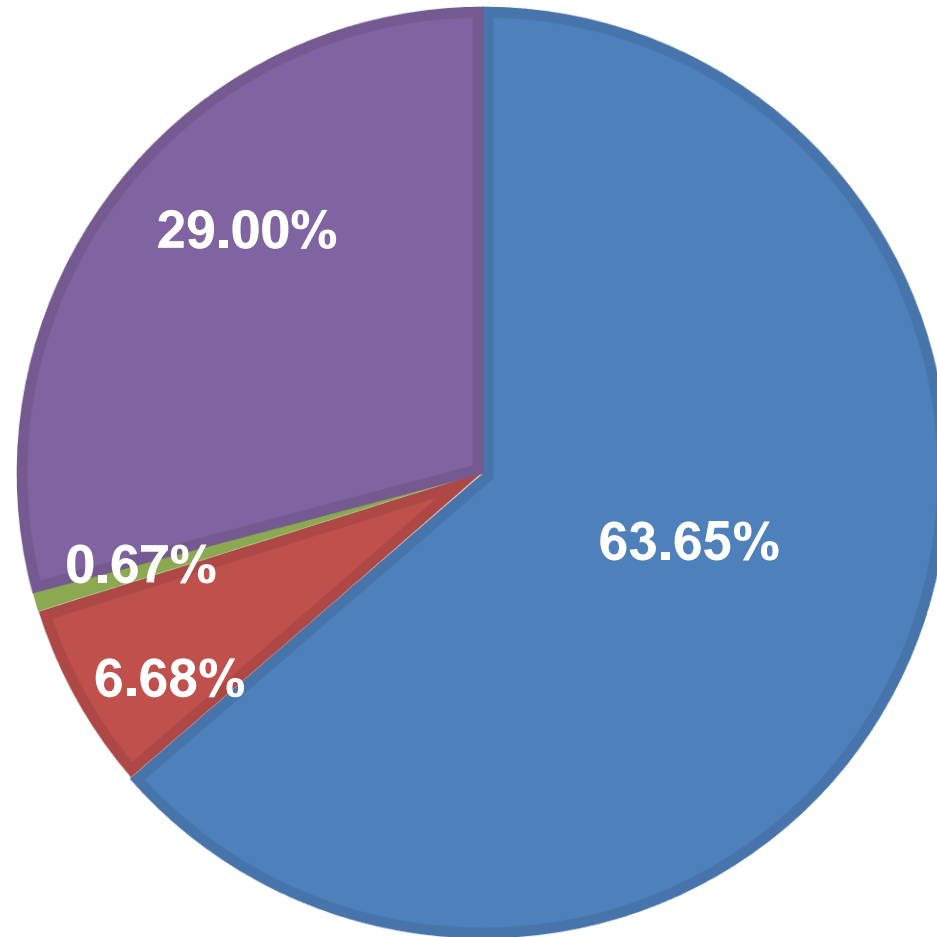
Particulars	Q2FY23-24	Q1FY24-25	Q2FY24-25	H1FY23-24	H1FY24-25
- Room nights	25.29	26.34	26.81	49.70	53.15
- Food and beverages	15.35	15.57	16.43	31.35	32.01
- Other services	3.87	4.68	3.48	8.07	8.16
Income from Operations	44.51	46.59	46.73	89.12	93.32
Other Income	0.99	2.50	5.21	1.95	7.71
Total Income	45.50	49.09	51.94	91.07	101.03
Cost of Material Consumed	4.41	4.85	4.67	9.07	9.52
Employee Benefits Expense	9.26	10.68	10.87	18.01	21.55
Power and fuel Expense	4.24	4.86	4.46	8.65	9.32
Rent Expense	2.72	2.83	2.97	5.63	5.80
Other Expenses	10.85	12.25	12.96	22.01	25.20
Total Expense	31.48	35.47	35.92	63.38	71.39
EBITDA	14.02	13.62	16.02	27.69	29.64
EBITDA Margin (%)	31%	28%	31%	30%	29%
Depreciation	3.82	4.17	4.13	7.53	8.30
EBIT	10.20	9.45	11.89	20.16	21.34
Finance Cost	3.57	3.65	3.63	7.37	7.28
PBT	6.63	5.80	8.26	12.79	14.05
Tax expense	1.69	1.36	2.05	3.19	3.42
PAT	4.94	4.43	6.20	9.60	10.64
Other Comprehensive Income/(Loss)	-	-	-	-	-
Total Comprehensive Income	4.94	4.43	6.20	9.60	10.64
Net Profit Margin (%)	11%	9%	12%	11%	11%
EPS (In Rs)	1.80	1.62	2.26	3.50	3.88

Consolidated Financials for Quarter & Six Months Ended 30th September 2024

Particulars (Rs in Crs)	Q2FY23-24	Q1FY24-25	Q2FY24-25	H1FY23-24	H1FY24-25
- Room nights	35.10	37.28	36.68	70.79	73.96
- Food and beverages	22.97	24.63	25.92	46.98	50.54
- Other services	8.53	11.10	7.82	17.72	18.92
Income from Operations	66.60	73.01	70.41	135.50	143.42
Other Income	3.47	4.65	7.91	8.30	12.56
Total Income	70.07	77.66	78.32	143.80	155.98
Cost of Material Consumed	6.62	7.18	7.20	13.57	14.38
Employee Benefits Expense	17.86	20.69	20.97	34.94	41.66
Power and fuel Expense	5.41	6.00	5.53	10.96	11.52
Rent Expense	2.87	3.11	3.13	5.90	6.24
Other Expenses	18.37	19.39	22.13	36.56	41.53
Total Expense	51.14	56.37	58.96	101.94	115.33
EBITDA	18.94	21.29	19.36	41.86	40.65
EBITDA Margin (%)	27%	27%	25%	29%	26%
Depreciation	4.89	5.31	5.26	9.64	10.58
EBIT	14.05	15.98	14.10	32.22	30.07
Finance Cost	4.52	4.28	4.28	9.14	8.56
PBT	9.53	11.70	9.82	23.07	21.52
Tax expense	2.06	3.18	3.00	5.40	6.18
PAT	7.47	8.52	6.82	17.67	15.34
Share of Profit of associate	0.20	0.19	0.70	0.73	0.89
Net Profit for the period and Share of Profit of associate	7.67	8.72	7.51	18.40	16.23
Other Comprehensive Income/(Loss)	(0.46)	(0.21)	(0.25)	(0.49)	(0.46)
Total Comprehensive Income	7.21	8.51	7.26	17.91	15.77
Net Profit Margin (%)	10%	11%	9%	12%	10%
EPS (In Rs)	2.49	3.21	2.73	6.02	5.94

Shareholding Pattern as on 30th September 2024

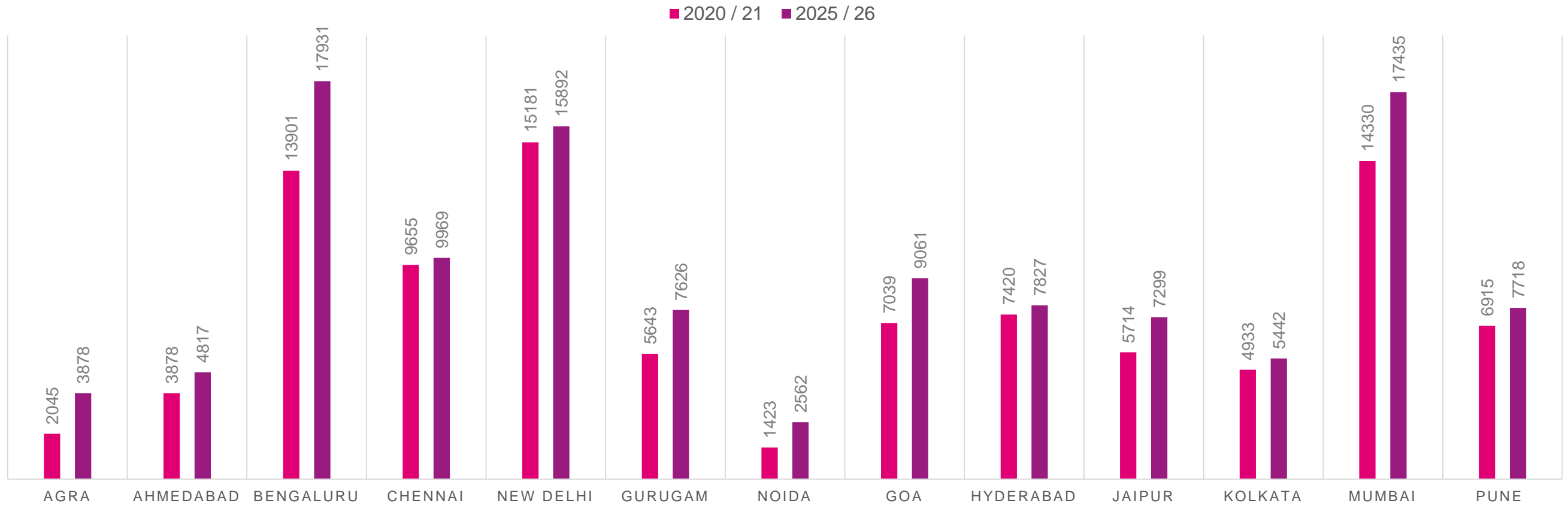
■ Promoter ■ Foreign Portfolio Investors ■ Institutional Investors ■ OTHERS



Promoter	63.65%
Foreign Portfolio Investors	6.68%
Institutional Investors	0.67%
Others	29.00%
Total	100%

Industry Outlook

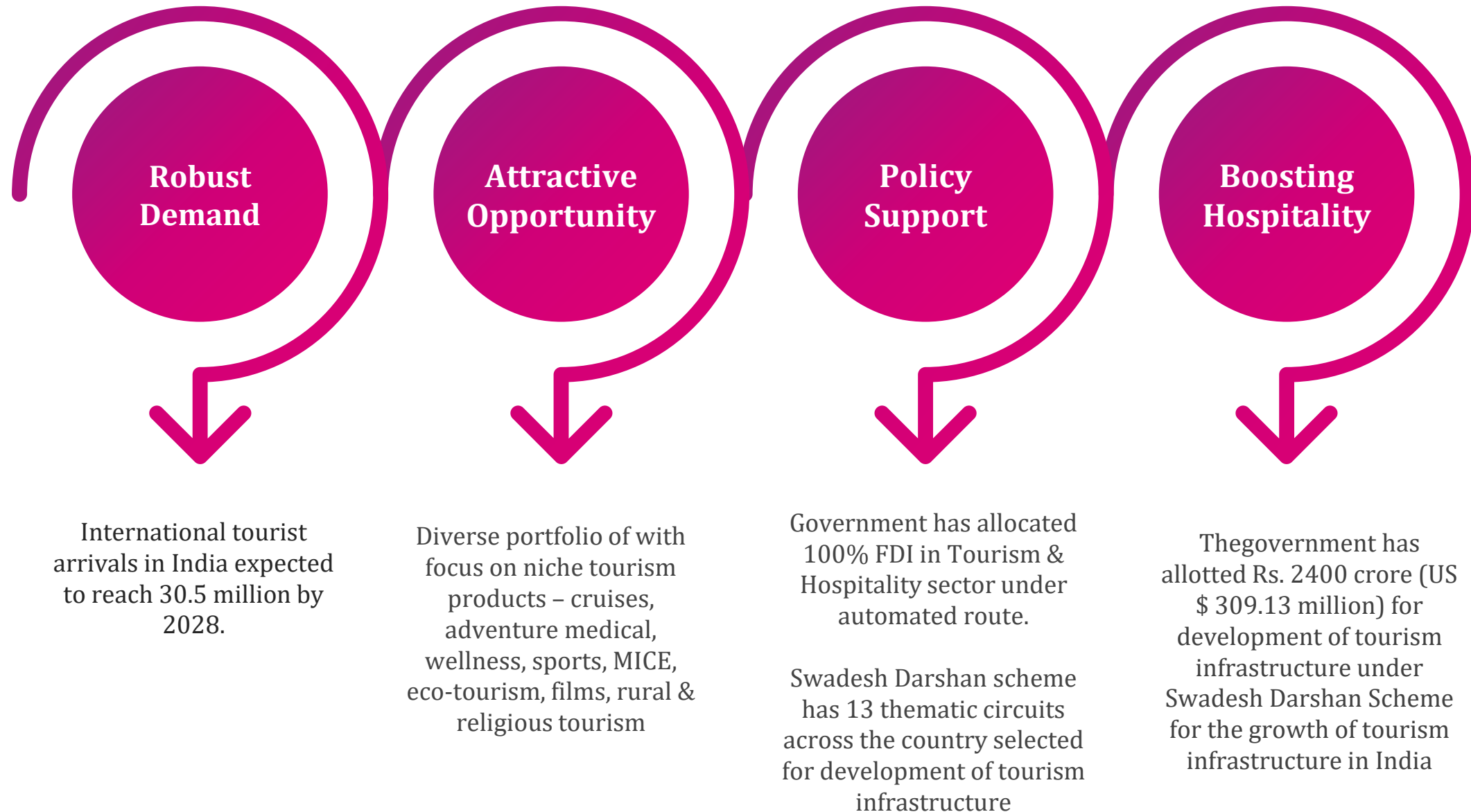
PROPOSED BRANDED HOTEL ROOMS ACROSS MAJOR CITIES



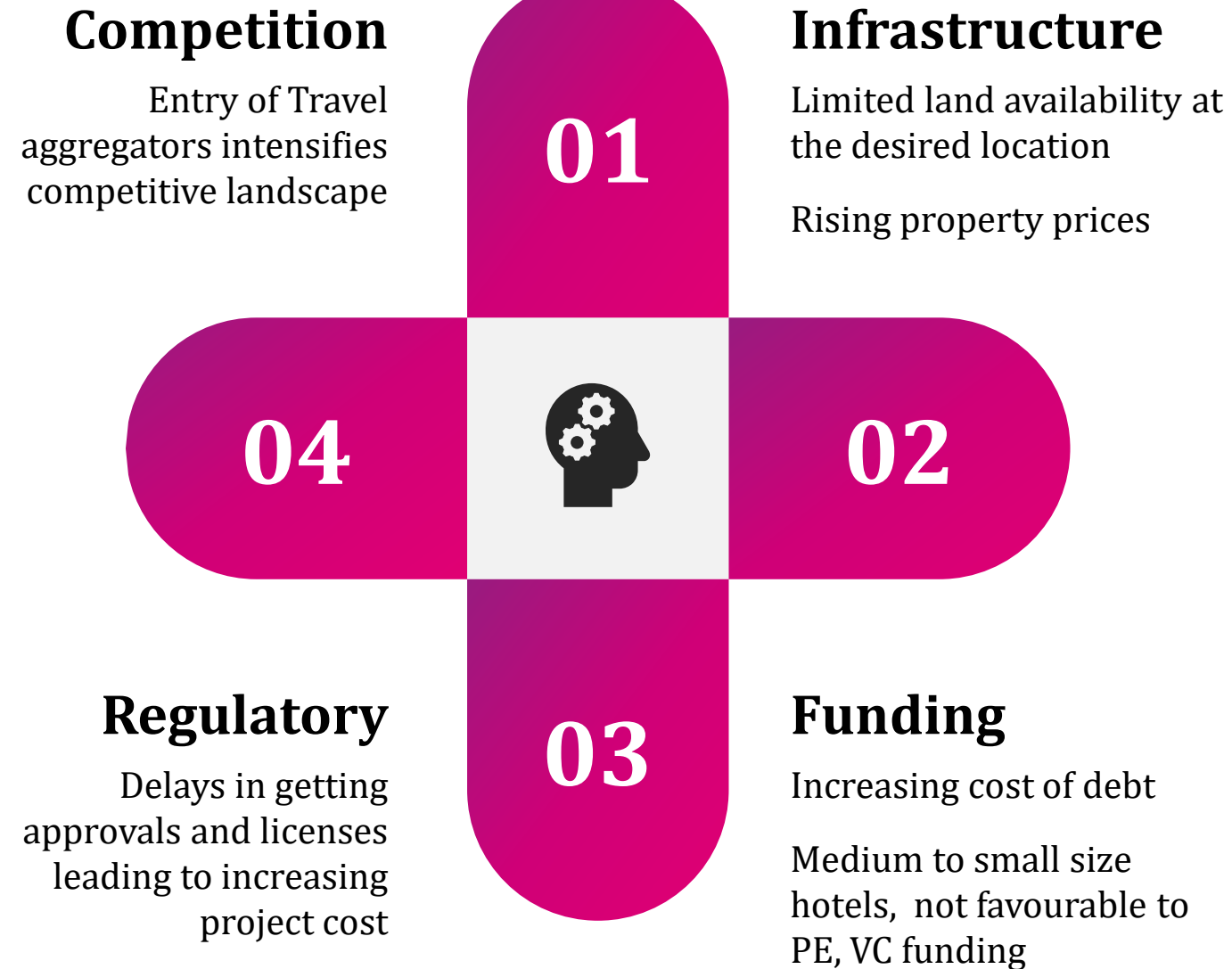
Source: India Hospitality Trends & Opportunity report by Hotelivate

A report by hospitality consulting firm Hotelivate shows expected rise in branded hotel rooms by 2025/26 given the increasing trend in the per capita income.

Key Growth Drivers



Key Industry Challenges






Business Overview



Our Business Structure

Our Business Model

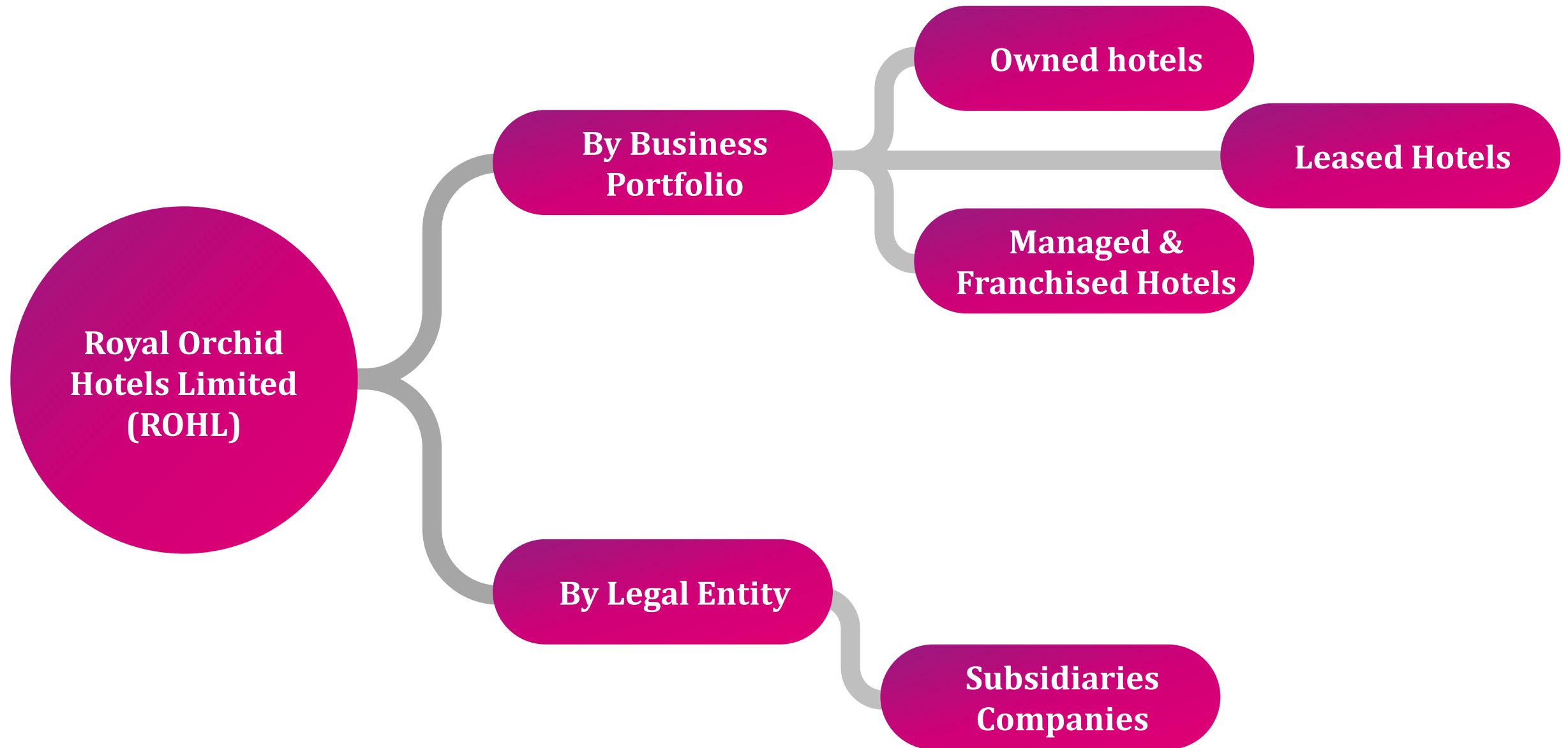


Our Offerings

Competitive Advantage



Our Business Structure

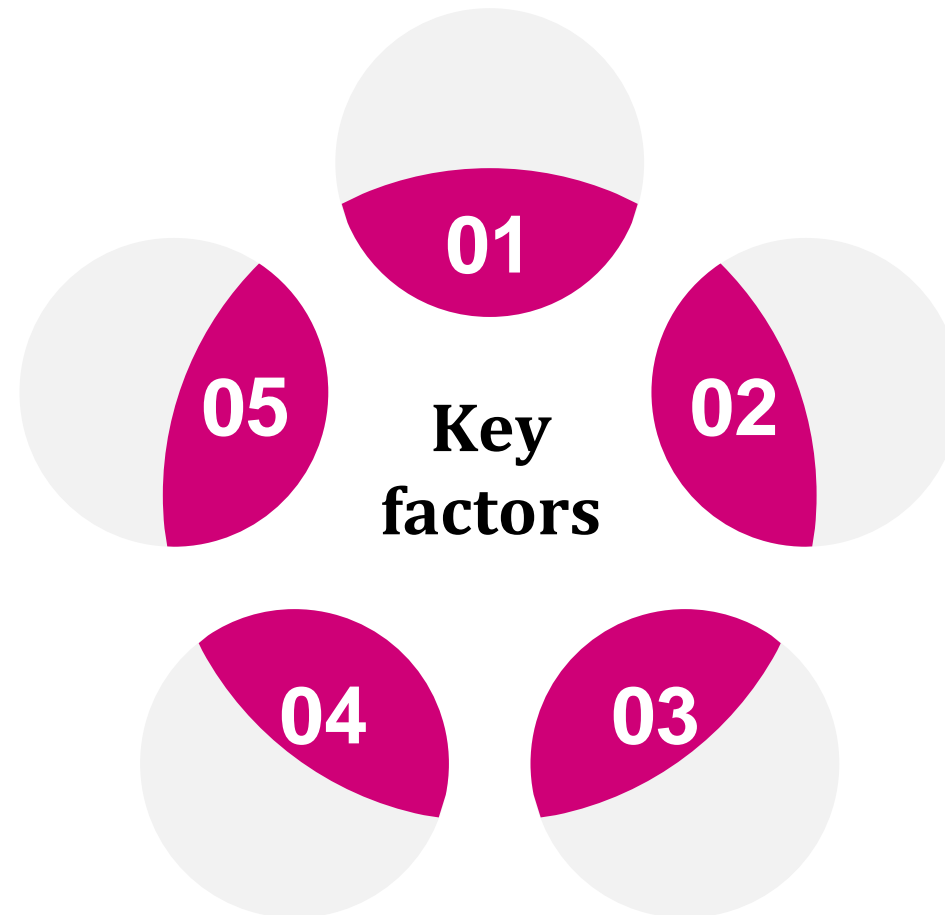


Our Business Model -Asset Light Model

Steadily gaining strong foothold through focus on Management contracts which will lead to high growth

Facilitates expansion plans and ramping up presence

Creates brand visibility at a faster rate



No upfront requirement of capex

Maintenance Capex required - Minimal

Break even of Operating profit in just 1 year

hotelier
india



HALL OF FAME 2021



Mr. Chander Baljee,
was inducted into

HOTELIER INDIA'S CEO POWERLIST, 2021



'LIFETIME ACHIEVEMENT AWARD'

conferred by
International Hospitality
Council in Association
with I IHM Bangalore, 2019

Awards

The group has bagged many awards including The National Tourism Award 2008-09 organized by the Ministry of Tourism, Top 50 Brands for 2014 and 2015 by Paul Writer and most recently, the following:

- Mr Chander Baljee was honored with Lifetime Achievement Award from Hospitality Horizon Awards 2023
- Mr Chander Baljee was honored with Lifetime Achievement Award from SKAL INDIA
- Mr Chander Baljee was honored with Lifetime Achievement Award by EazyDiner Foodie Awards 2023 for his Remarkable Contributions to the Hospitality Industry.
- Regenta Arie Lagoon, Sri Lanka has been awarded Best Offshore Resort for MICE and Weddings at India Travel Awards 2023.
- Mr Chander Baljee awarded Best Contribution to the Hospitality Industry by the South India Hotel and Restaurant Association (SIHRA) at Annual Convention 2022 in South India
- Mr Chander Baljee was featured into the India Today's 10 successful business leaders from India to look out for in 2022
- Mr Chander Baljee has been honored Super Star of the Hospitality Industry by AHPWI at Indian Hospitality Leadership Award 2022.
- General Manager of Hotel Royal Orchid Bangalore awarded as UPSCALE GM OF THE YEAR at the BW HOTELIER Indian Hospitality Award 2022.
- Jeff's awarded the Best Pub 2022 by Time Food & Nightlife awards 2022





BIRTHDAYS



ANNIVERSARIES

HONEYMOON



PILGRIMAGE

VACATIONS



Our Holiday Destinations

Goa • Bangalore • Mysore
Hampi • Belagavi • Nashik
Bharatpur • Bhuj Jaipur
Lonavala • Mahabaleshwar
Mussoorie • Manali • Pushkar
Ranthambore • Srinagar
Rishikesh • Shimla • Haridwar
Udaipur



Complimentary
Honeymoon
Package
& Bridal Suite

Our Wedding Destinations

- Goa • Bangalore
- Ranthambore • Jaipur
- Mussoorie • Mahabaleshwar
- Nagpur • Pushkar
- Bharatpur • Bhuj
- Sri Lanka



MEETINGS

CONFERENCES

EVENTS

NEW LAUNCHES

TEAM BUILDING

AWARDS



Our Business Destinations

Ahmedabad • Bangalore
Bharuch • Chandigarh • Chennai
Dahej • Indore • Jaipur • Kolkata
Kanpur • Ludhiana • Mysore
Noida • Navi Mumbai • Nashik
Nagpur • Pune • Rajkot • Shimoga
• Vadodara • Vapi





HOLIDAYS

CITY ESCAPES



OFFSITES



SOLO TRAVEL



SCHOOL TRIPS



Our Wildlife Destinations

Ranthambore
Pench National Park
Kabini

CONTACT

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