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www.royalorchidhotels.com

CIN : £55101KA1986PLC007392 email : Investors@royalorchidshotels.com

Date: June 04, 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

Mumbai - 400 051

NSE Scrip Symbol: ROHLTD

Bandra Kurla Complex, Bandra (E)

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 May 30, 2024 regarding intimation of a Post Earnings Conference Call on Q4 & Financial Year 2023-24 results with Investors and Analysts, please find enclosed herewith Investors Presentation.

The aforesaid presentation is also available at the website of the Company at http://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





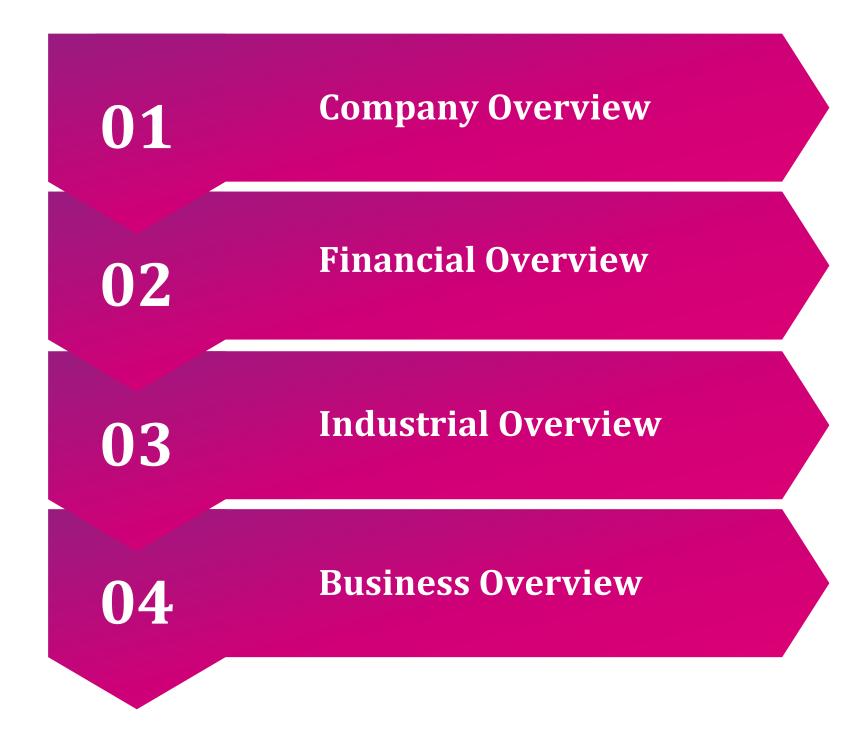


Royal Orchid Hotels Ltd. Q4 & Year End 2023-24

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'.

Table of Contents



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

70+

Locations

16

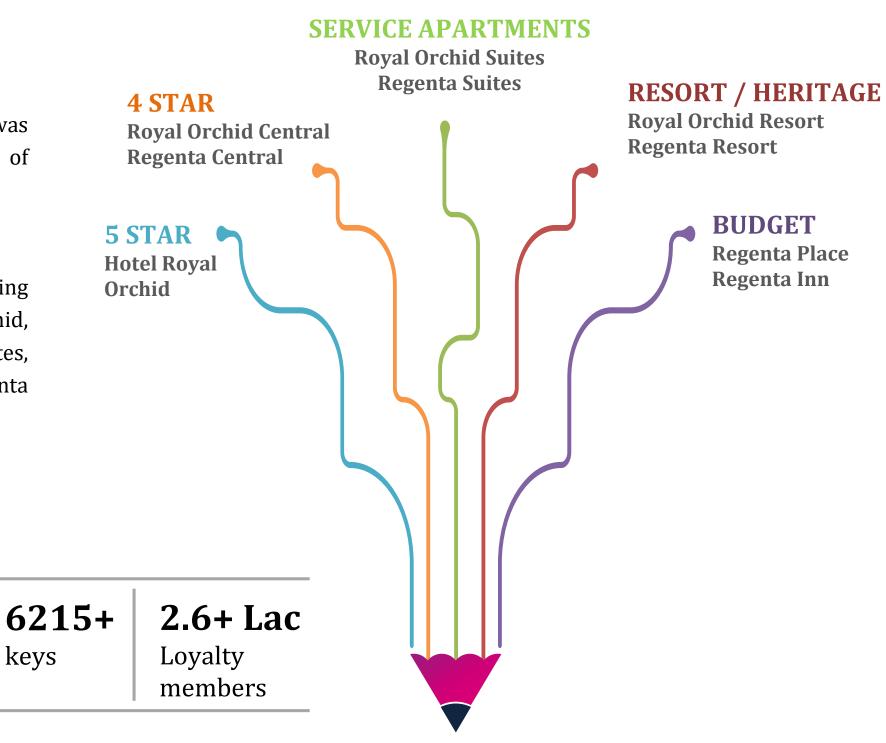
States

107+

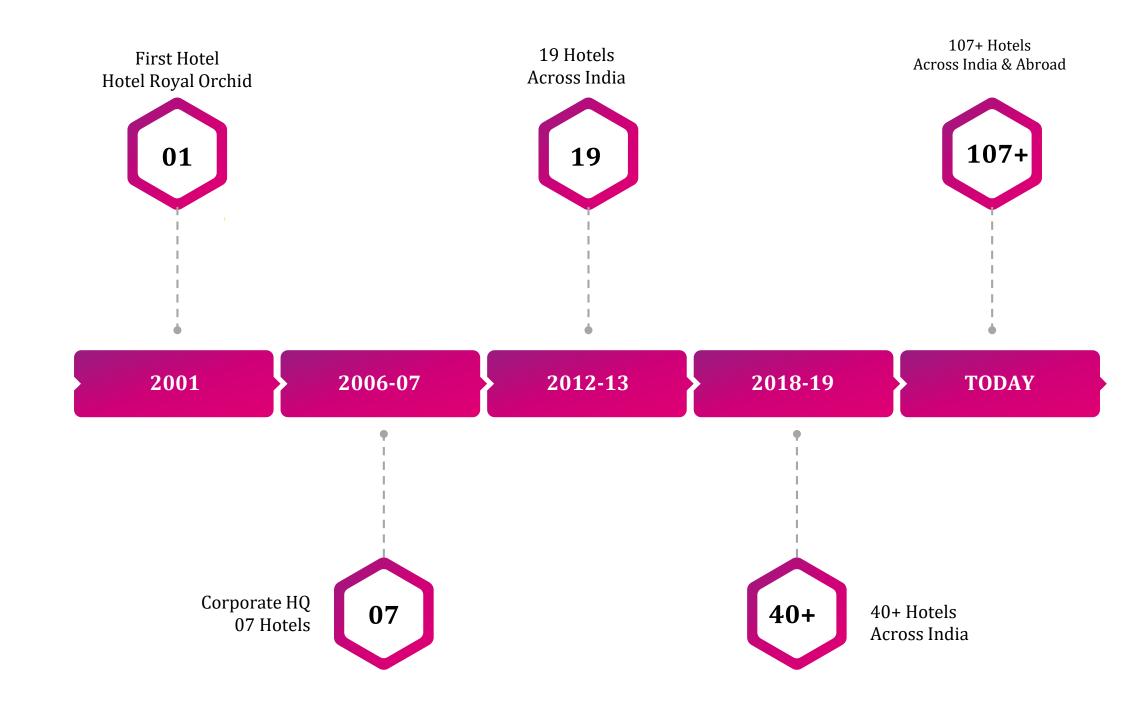
Hotels &

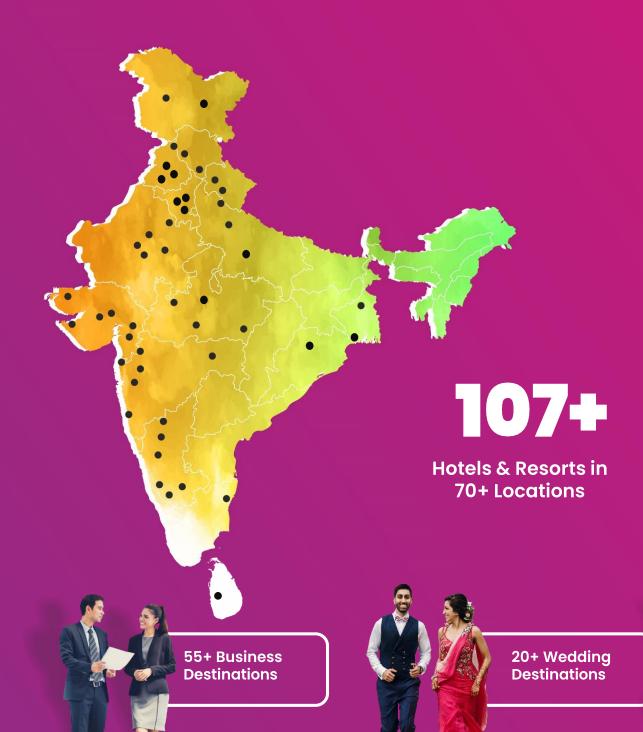
Resorts

 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



Our Journey





Today Our Presence

6215+

Luxury Rooms, Villas & Premium Suites 175+

Specialty & All day Dining Restaurants



4+ Wildlife
Destinations



45+ Leisure Destinations

Board of Directors



Mr. Chander 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. Sunil Sikka

Managing Partner of Houzz N Dezins a leading Floor covering sourcing solutions provider.



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 midmarket 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

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. Perkin Rocha
EVP Operations (North)
Over 25+ years experience with
Lemon Tree Hotels & Duet Hotels



Mr. Vikas Passi
Sr. VP Operations (West)
Over 22+ years of vast experience in hotel operations and sales.

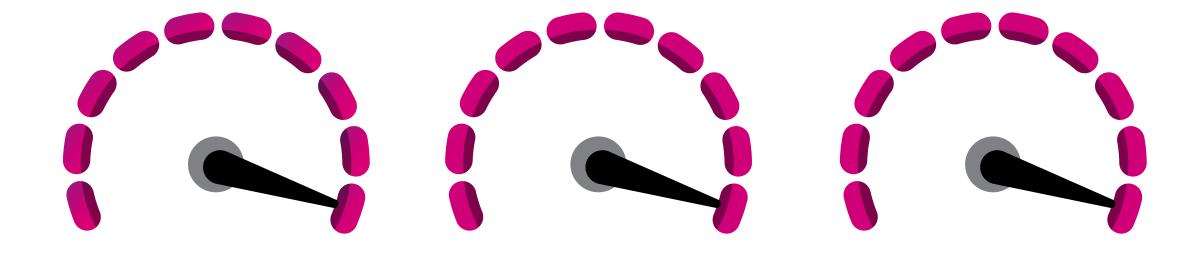


Mr. Shiwam Verma
VP Operations (Goa)
Over 25 years of experience with Pride
Hotels & Sarovar Hotels



Dr. Ranabir Sanyal - Com Secretary & Compliance Officer A qualified Company Secretary & Law Graduate with 20+ years experience in DHFL Group & Reliance Retail Group

Competitive Advantage

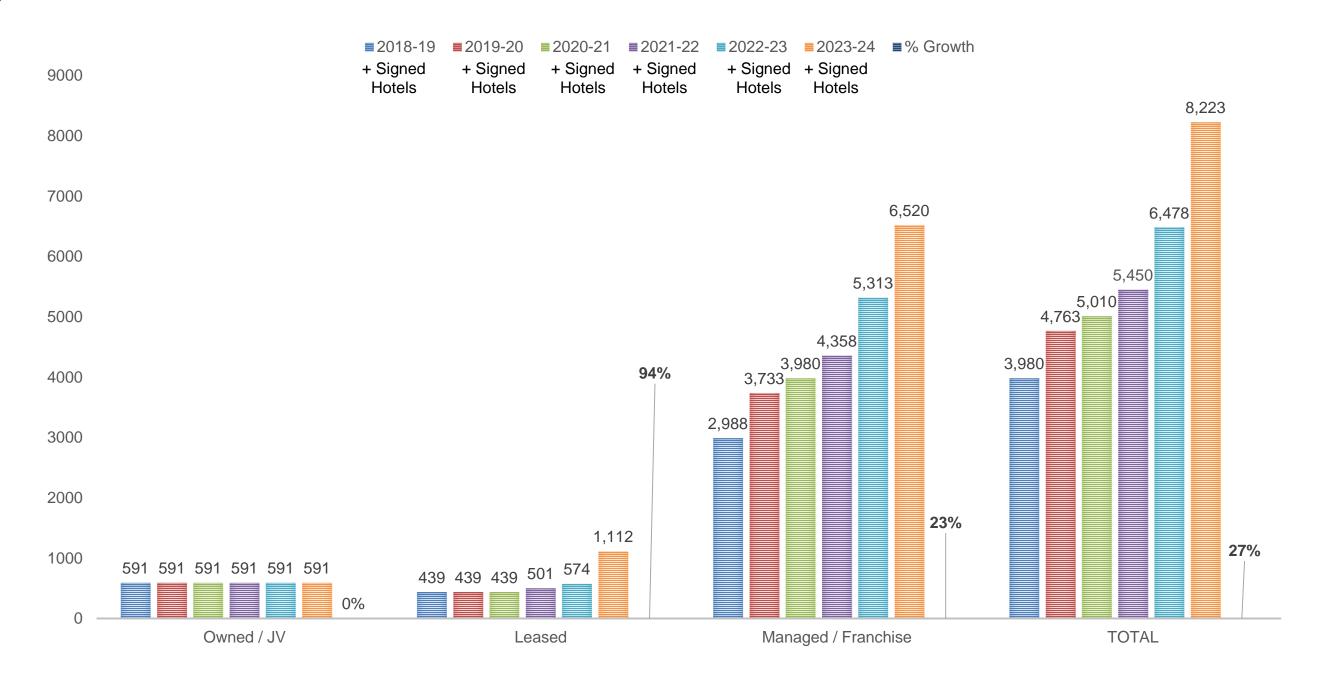


Balanced portfolio having presence in over 70+ locations and 16 states

Strong sales presence across major source markets in India

Affordable luxury having plethora of options for modern travelers

Growth in rooms



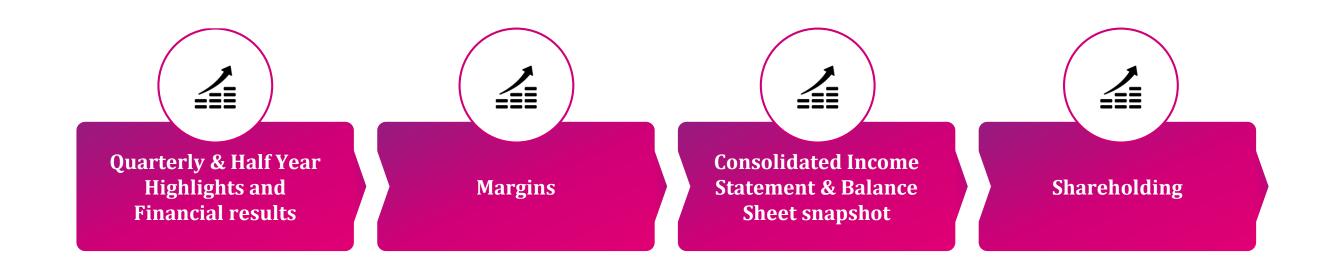
Upcoming Hotels

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

27+ Hotels

1900+ Keys

Financial Overview



Occupancy & ARR

Segment	Q4 of FY22-23	Q4 of FY23-24	FY22-23	FY23-24
Average Occupancy (JLO)	77%	72%	77%	74%
Average Room Rate (JLO) (Rs)	5,657	6,024	5,370	5,673
Average Occupancy (Managed)	63%	65%	63%	60%
Average Room Rate (Managed) (Rs)	3,833	3,982	3,795	4,039

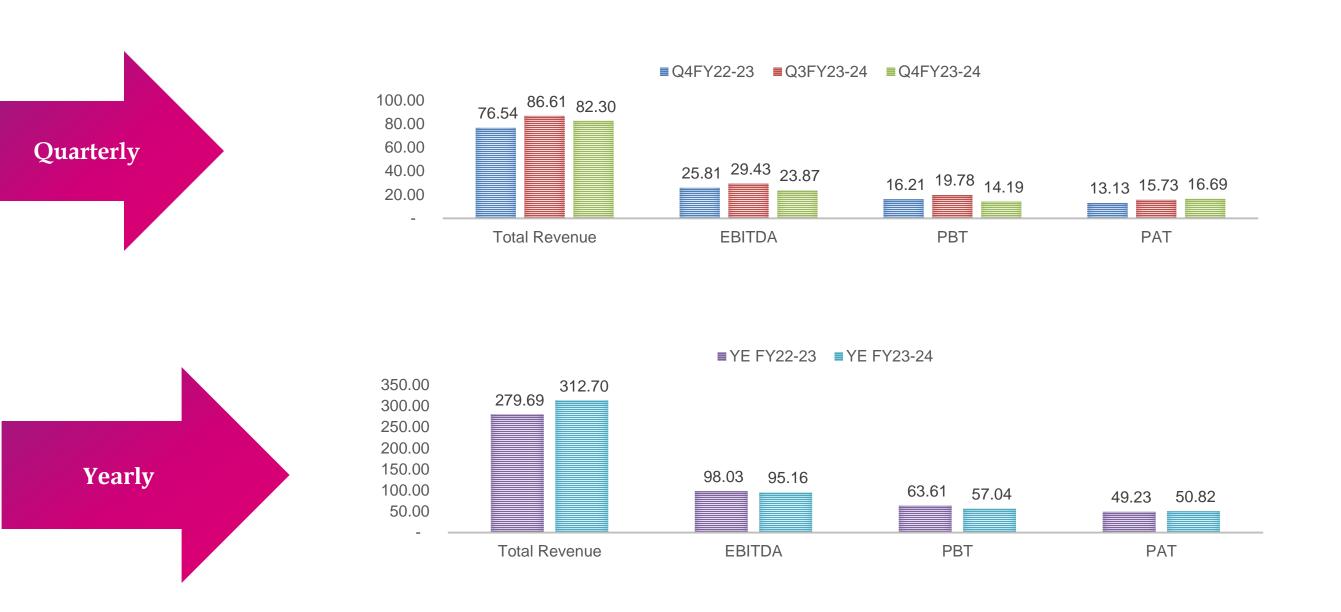
Category	Owned	Leased	JV	Managed / Franchise	Total
5 Star	268	-	139	-	407
4 Star	130	396	-	2147	2673
Service Apartment	-	67	-	71	138
Resort/Heritage/MICE	-	142	54	753	949
3 Star / Budget	_	83	-	1676	1759
Total Keys	398	688	193	4647	5926

We have opened 1170 Keys during FY 2023-24

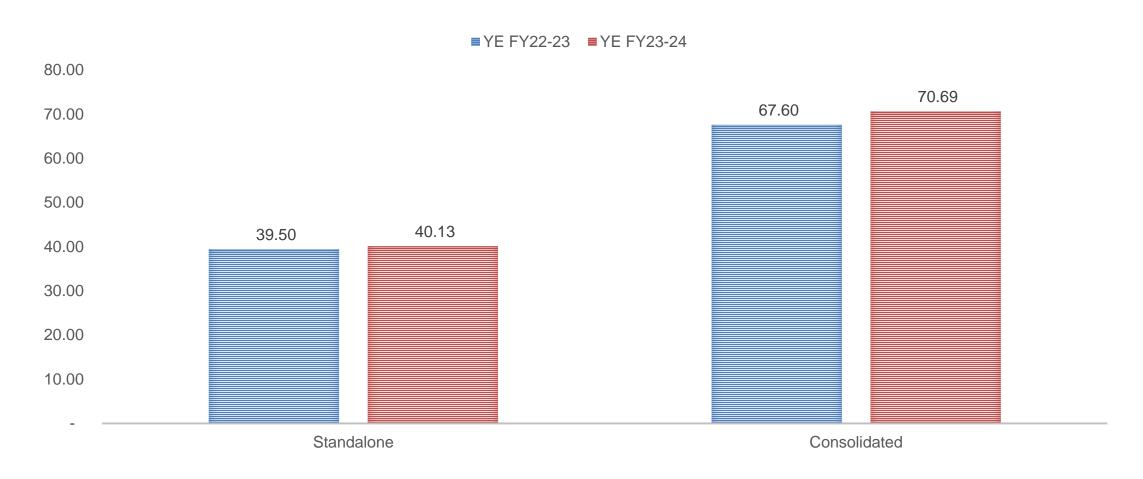
Standalone Quarter and Year Ending March 2023 - 24



Consolidated Quarter and Year Ending March 2023 - 24

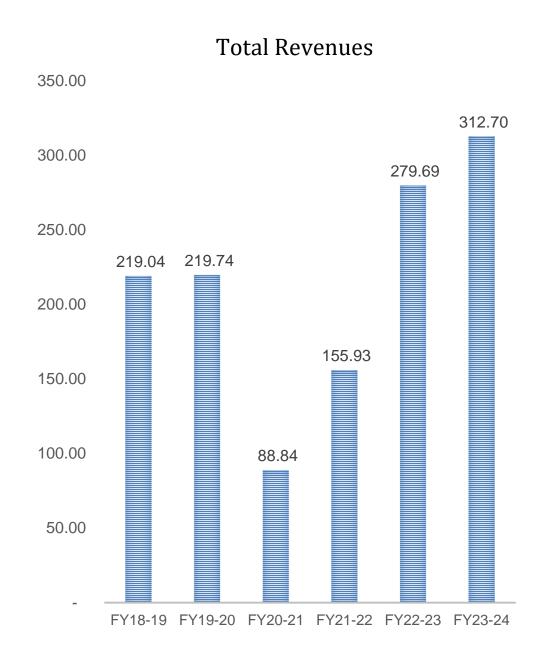


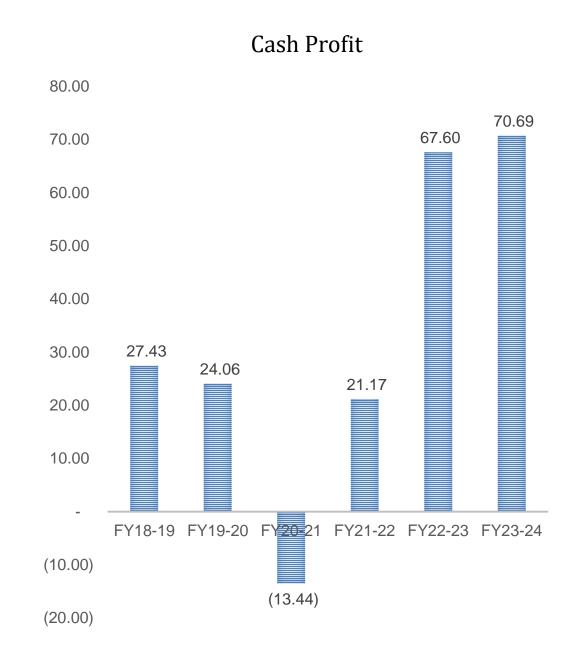
Standalone & Consolidated Cash Profit Year Ending March 2023 - 24



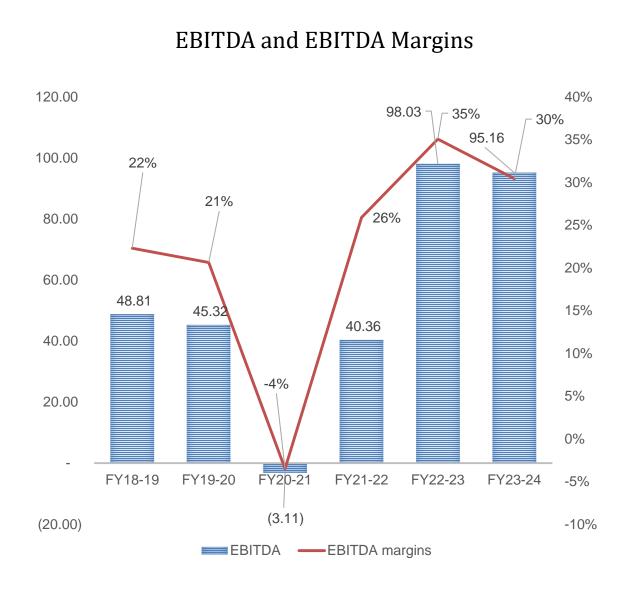
Cash Profit

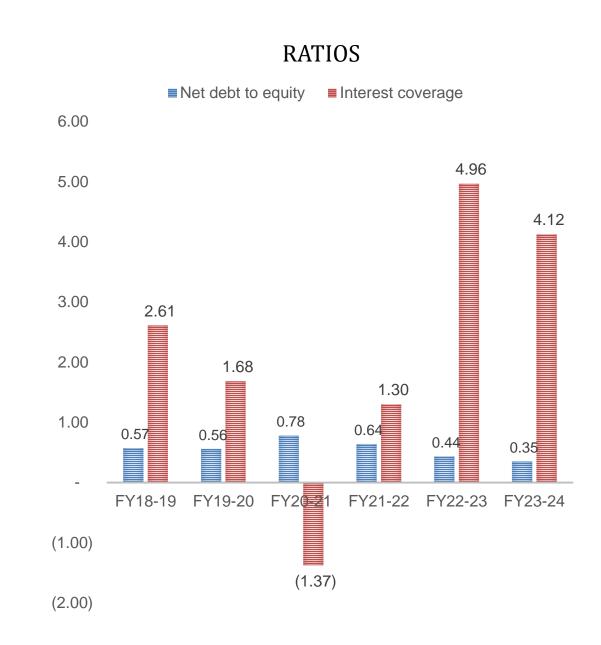
Sustainable Growth - Consolidated Revenue & Cash Profit





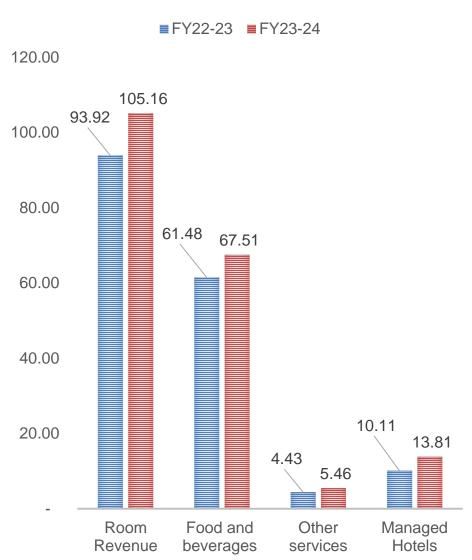
Sustainable Growth - Consolidated EBIDTA Margins & Ratios



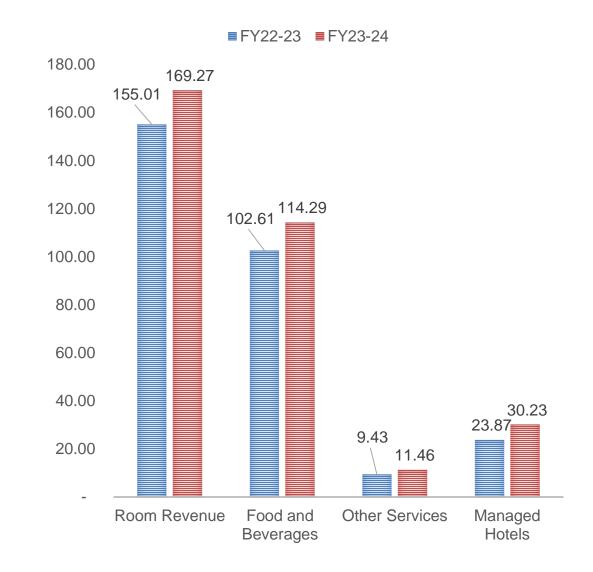


Revenue Breakup including Associate





Consolidated

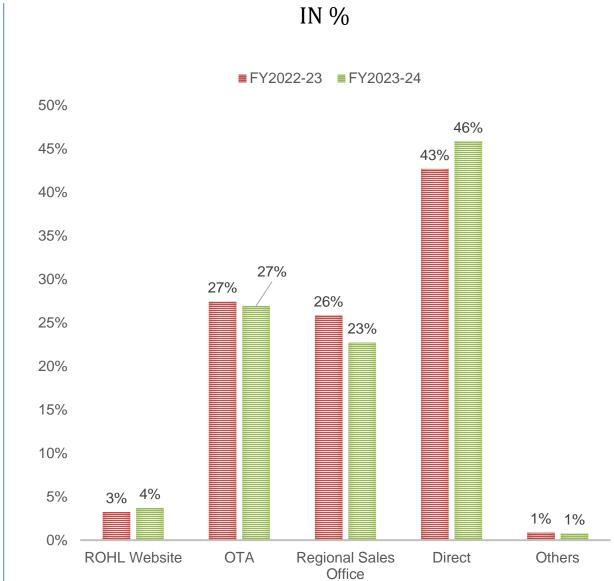


Consolidated Revenue Breakup including Associate - Segment Wise



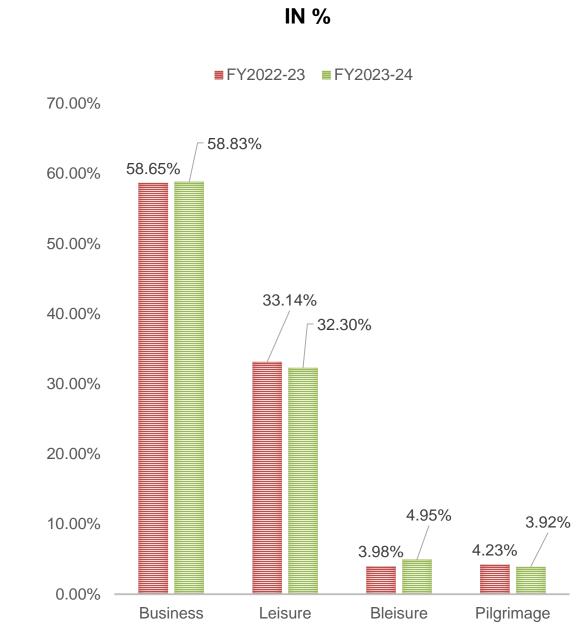
Source wise Room Revenue Including Managed Hotels





Segment wise Room Revenue Including Managed Hotels





City Wise Statistics (Occupancy % | ARR | RevPar)

City		FY21-22	FY22-23	FY23-24
	Occupancy %	53.22%	76.28%	68.93%
Bangalore	ARR (Rs)	2,924	4,619	4,513
	RevPar (Rs)	1,556	3,523	3,111
	Occupancy %	51.13%	78.77%	68.22%
Mumbai	ARR (Rs)	3,514	4,869	5,364
	RevPar (Rs)	1,797	3,835	3,659
	Occupancy %	47.39%	77.90%	77.17%
GOA	ARR (Rs)	4,580	5,282	5,606
	RevPar (Rs)	2,171	4,115	4,326
	Occupancy %	55.80%	69.53%	74.48%
Jaipur	ARR (Rs)	2,854	3,518	3,592
Jaipui	RevPar (Rs)	1,592	2,446	2,675
	Occupancy %	50.54%	81.49%	82.35%
Kolkata	ARR (Rs)	2,588	2,955	3,500
	RevPar (Rs)	1,308	2,408	2,883
	Occupancy %	26.14%	57.19%	45.76%
Chennai	ARR (Rs)	2,632	3,010	3,370
	RevPar (Rs)	688	1,721	1,542

Consolidated Cost % on Total Income

	FY 21-22	FY 22-23	FY 23-24					
Raw Material Costs as a % of F&B Revenue								
Raw Material Cost	1,728	2,672	2,915					
F&B Revenue	5,251	8,925	10,222					
% of Rev	33%	30%	29%					
Payroll Costs as a % of Reven	ue							
Revenue	13,847	26,355	29,361					
Payroll Cost	3,468	5,597	7,264					
% of Rev	25%	21%	25%					
Corp. Overhead as a % of Revenue								
Revenue	13,847	26,355	29,361					
Corp. Overhead Cost	923	1,289	1,505					
% of Rev	7%	5%	5%					

	FY 21-22	FY 22-23	FY 23-24
Other Operating Costs as a %	of Revenue		
Revenue	13,847	26,355	29,361
Other Operating Cost	6,355	9,897	11,559
% of Rev	46%	38%	39%
Management Fee Revenue	1512.68	2904.77	3561.32
Staff to Room Ratio			
Owned / Leased			
/RS/JV/ASSOCIATE	1.00	1.24	1.27
Guest Break Up %			
Domestic Guests (Numbers)	3,27,468	4,35,991	4,43,930
Foreign Guests (Numbers)	14,709	36,565	49,129
Total (Numbers)	3,42,177	4,72,556	4,93,059
% Domestic	96%	92%	90%
% Foreign Guest	4%	8%	10%

Financials with and without INDAS impact

ROHL STANDALONE								
Particulars	Withou	t INDAS	With INDAS					
	FY 2022-23	FY 2023-24	FY 2022-23	FY 2023-24				
Total Income	176.62	198.29	176.62	198.29				
EBITDA	51.73	46.84	61.85	63.05				
Depreciation	3.52	3.44	11.33	15.51				
EBIT	48.20	43.41	50.52	47.54				
Finance Cost	6.42	5.08	12.06	14.62				
PBT	41.78	38.33	38.46	32.93				
Tax expense	10.29	8.30	10.29	8.30				
PAT	31.49	30.03	28.17	24.62				

ROHL CONSOL							
Particulars	Without	INDAS	With INDAS				
Particulars	FY 2022-23	FY 2023-24	FY 2022-23	FY 2023-24			
Total Income	279.69	312.70	279.69	312.70			
EBITDA	86.28	77.37	98.03	95.16			
Depreciation	9.58	6.96	18.37	19.86			
EBIT	76.70	70.41	79.66	75.30			
Finance Cost	9.10	7.46	16.05				
PBT	67.60	62.95	63.61	57.04			
Tax expense	16.67	9.68	16.67	9.68			
PAT	50.94	53.27	46.94	47.36			
Share of Associate Profit	2.29						
PAT After Associate	53.22						

Standalone Q4 & Year Ending March 2023 - 24 Financial Results

Particulars	Q4FY23-24	Q3FY23-24	Q4FY22-23	YE FY23-24	YE FY22-23	Y-o-Y
- Room nights	27.15	28.30	26.76	105.16	93.67	12.26%
- Food and beverages	16.78	19.37	16.16	67.51	61.71	9.40%
- Other services	4.91	6.29	4.60	19.27	14.57	32.28%
Income from Operations	48.85	53.97	47.52	191.94	169.95	12.94%
Other Income	3.63	0.78	1.15	6.36	6.67	(4.69%)
Total Income	52.48	54.74	48.67	198.29	176.62	12.27%
Cost of Material Consumed	4.86	5.55	4.61	19.48	17.77	9.62%
Employee Benefits Expense	10.19	9.19	7.82	37.38	28.56	30.92%
Power and fuel Expense	3.97	4.05	3.24	16.67	13.53	23.19%
Rent Expense	3.35	3.89	3.42	12.87	12.45	3.39%
Other Expenses	14.55	12.28	12.91	48.84	42.46	15.05%
Total Expense	36.91	34.95	32.01	135.25	114.76	17.85%
EBITDA	15.56	19.79	16.66	63.05	61.85	1.94%
EBITDA Margin (%)	30%	36%	34%	32%	35%	(9.20%)
Depreciation	4.14	3.84	3.06	15.51	11.33	36.89%
EBIT	11.42	15.95	13.60	47.54	50.52	(5.90%)
Finance Cost	3.71	3.55	3.92	14.62	12.06	21.24%
PBT	7.72	12.41	9.67	32.93	38.46	(14.40%)
Tax expense	1.98	3.13	2.50	8.30	10.29	(19.35%)
PAT	5.74	9.28	7.18	24.62	28.17	(12.59%)
Other Comprehensive Income/(Loss)	(0.12)	0.00	0.05	(0.12)	0.05	(339.55%)
Total Comprehensive Income	5.62	9.28	7.23	24.51	28.22	(13.16%)
Net Profit Margin (%)	11%	17%	15%	12%	16%	(22.66%)
EPS (In Rs)	2.09	3.38	2.62	8.98	10.27	(12.56%)

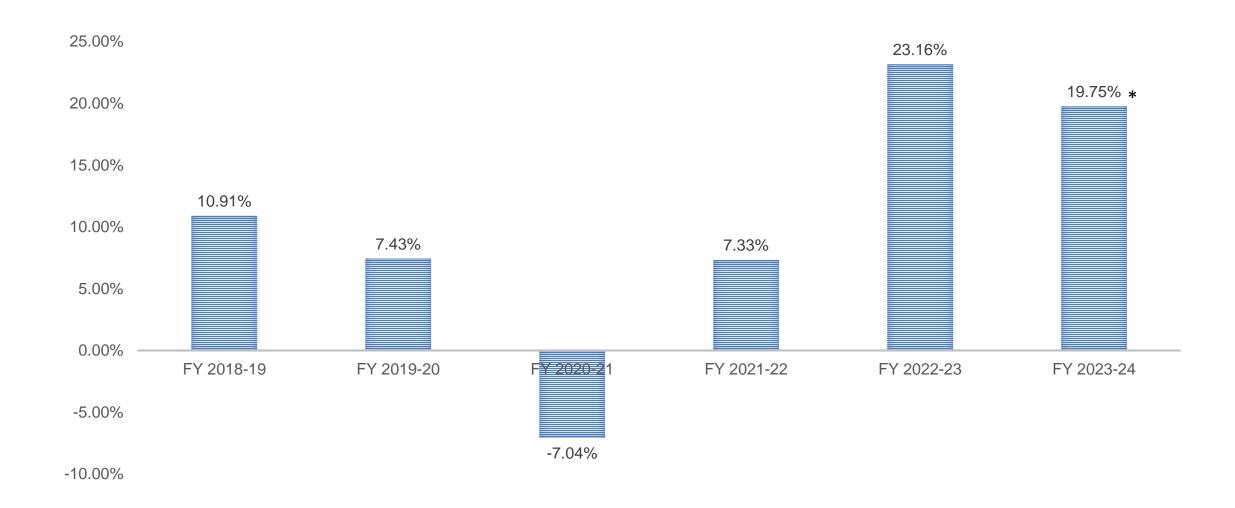
Consolidated Q4 & Year Ending March 2023 - 24 Financial Results

Particulars (Rs in Crs)	Q4FY23-24	Q3FY23-24	Q4FY22-23	YE FY23-24	YE FY22-23	Y-o-Y
- Room nights	38.86	40.71	38.36	150.36	137.79	9.13%
- Food and beverages	25.63	29.61	23.97	102.22	93.20	9.69%
- Other services	11.71	11.59	10.22	41.02	32.57	25.97%
Income from Operations	76.20	81.91	72.55	293.61	263.55	11.41%
Other Income	6.09	4.70	3.99	19.09	16.14	18.28%
Total Income	82.29	86.61	76.54	312.70	279.69	11.80%
Cost of Material Consumed	7.19	8.39	6.91	29.15	26.72	9.10%
Employee Benefits Expense	19.48	18.22	15.69	72.64	55.97	29.78%
Power and fuel Expense	5.06	5.24	4.18	21.26	17.65	20.47%
Rent Expense	3.50	4.09	3.42	13.49	12.91	4.51%
Other Expenses	23.20	21.24	20.54	81.00	68.41	18.40%
Total Expense	58.42	57.18	50.73	217.54	181.66	19.75%
EBITDA	23.87	29.43	25.81	95.16	98.03	(2.93%)
EBITDA Margin (%)	29%	34%	34%	30%	35%	(13.18%)
Depreciation	5.23	4.99	4.83	19.86	18.37	8.11%
EBIT	18.64	24.44	20.98	75.30	79.66	(5.47%)
Finance Cost	4.45	4.66	4.77	18.26	16.05	13.75%
PBT	14.19	19.78	16.21	57.04	63.61	(10.32%)
Tax expense	(0.99)	5.26	4.17	9.68	16.67	(41.93%)
PAT	15.18	14.52	12.04	47.36	46.94	0.90%
Share of Profit of associate	1.51	1.22	1.09	3.46	2.29	51.40%
Net Profit/(Loss) for the period and Share of Profit of associate	16.69	15.73	13.13	50.82	49.23	3.24%
Other Comprehensive Income/(Loss)	(0.24)	(0.09)	(0.14)	(0.82)	0.77	(207.36%)
Total Comprehensive Income	16.45	15.64	12.99	50.00	49.99	0.02%
Net Profit Margin (%)	20%	18%	17%	16%	18%	(10.54%)
EPS (In Rs)	6.06	5.60	4.62	17.68	17.15	3.10%

Company's Explanatory Note

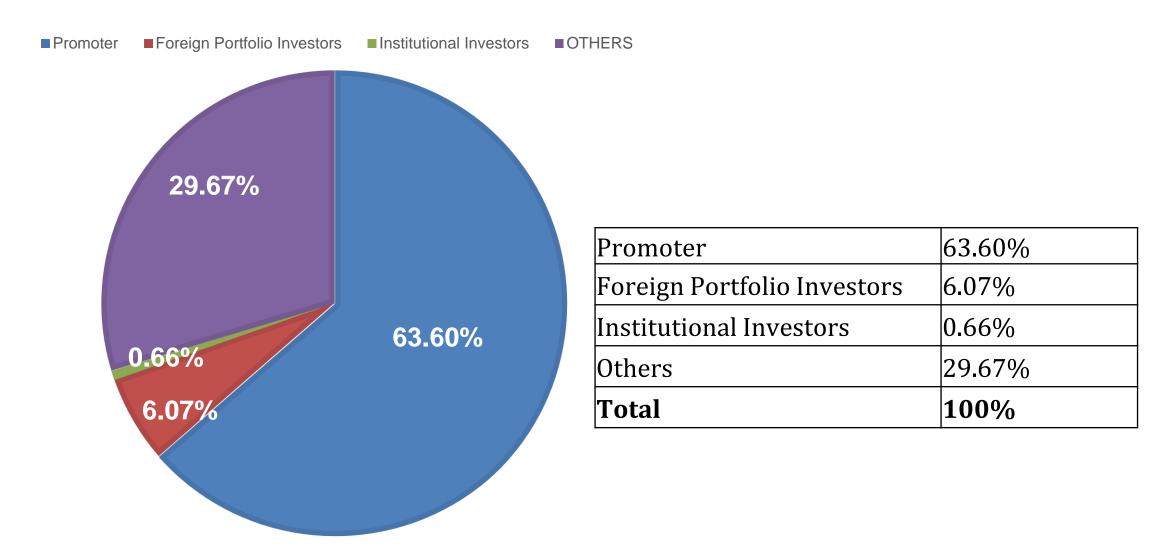
- 1. The Return on Capital Employed (ROCE) for the year 2023-24 stands at 20% which is one of the highest in the industry.
- 2. The Company has got tax benefit from the acquisition of 100% stake in Icon Hospitality at a cost of Rs. 34 Crores. This was a calculated plan of the Company which yielded results in reducing the overall Tax cost of the Company by getting a Deferred Tax asset.
- 3. The company's EPS remains strong at Rs. 17.68 per share and there is a reduction in consolidated Debt by 29%.
- 4. The Company is a dividend paying company.
- 5. The Company has added 1057 rooms under management and 113 rooms under Revenue share in the last financial year. It will be adding 1500 rooms approx. under management and 424 rooms under Revenue Share/Lease in the current financial year.
- 6. To support the above growth the company was required to increase its band width of operation for which it was required to increase its workforce in different regions, which the Company did. The cost of the above started immediately whereas the revenues for the same will come in time to come. This is the prime reason for the cost escalations which should be seen as investments for future growth.
- 7. In the last four years the Company's assets could not be maintained/ refurbished due to COVID and the uncertainties which followed looming around the industry. Since the Company did good revenues and profits in the financial year 2022-23 hence the Company took up the same in the current year and started the refurbishments required to maintain the standards which cannot be called a CAPEX in nature. The same resulted in double hit, reduction in occupancies due to which approximately 2.2 Crores revenue lost and increase in employee benefit expenses by Rs. 2.05 Crores approximately and repair and maintenance by Rs. 2.31 Crores at consol level. But the same was necessary to remain in Competition.
- 8. Proposed a final dividend of 25% (Rs. 2.5 per equity share), the cash outflow of Rs. 6.85 crores on account of dividend.

Return on Capital Employed (ROCE)



^{*} ROCE for FY 23-24 is less as compare to FY 22-23 because of increase in deprecation by Rs. 4.10 crores on account of INDAS and increase in current borrowing by Rs. 10.26 crores.

Shareholding Pattern as on 31st March, 2024



Industry Outlook

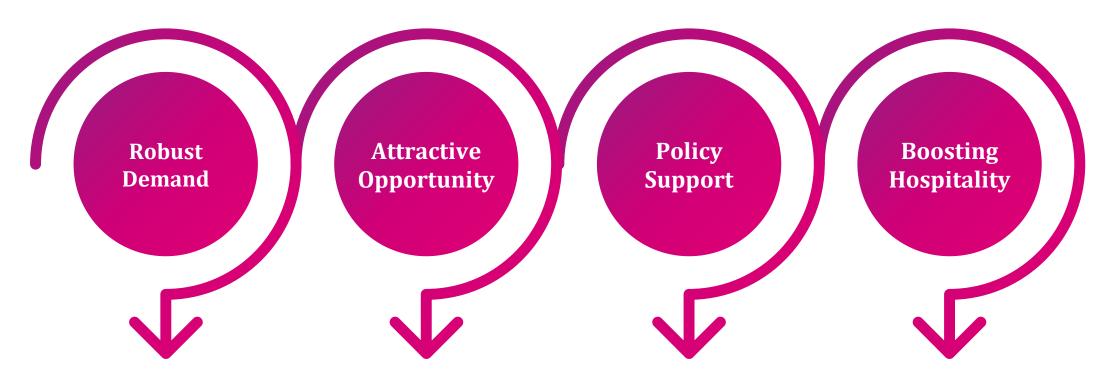
PROPOSED BRANDED HOTEL ROOMS ACROSS MAJOR CITIES



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 Divers

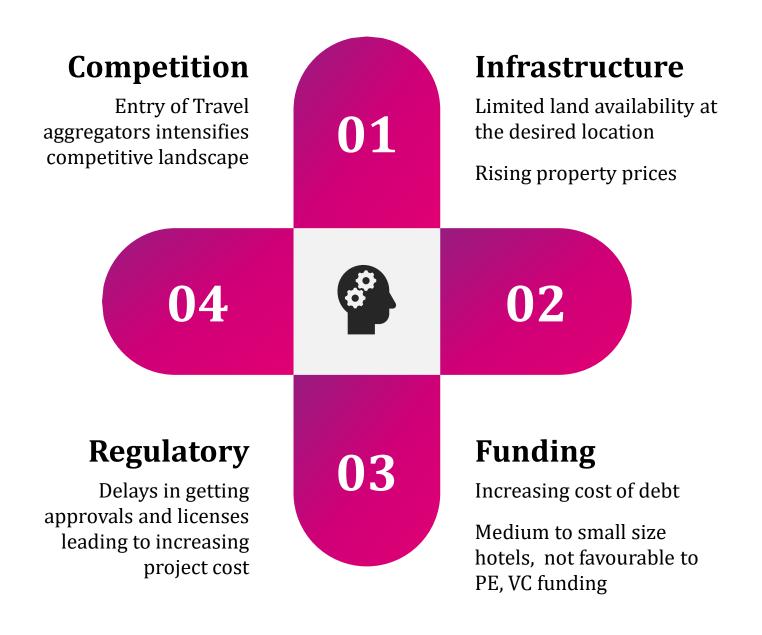


International tourist arrivals in India expected to reach 30.5 million by 2028.

Diverse portfolio of with focus on niche tourism products – cruises, adventure medical, wellness, sports, MICE, eco-tourism, films, rural & religious tourism Government has allocated 100% FDI in Tourism & Hospitality sector under automated route.

Swadesh Darshan scheme has 13 thematic circuits across the country selected for development of tourism infrastructure Under the Budget 2022-23, the government has allotted Rs. 2400 crore (US \$ 309.13 million) for development of tourism infrastructure under Swadesh Darshan Scheme for the growth of tourism infrastructure in India

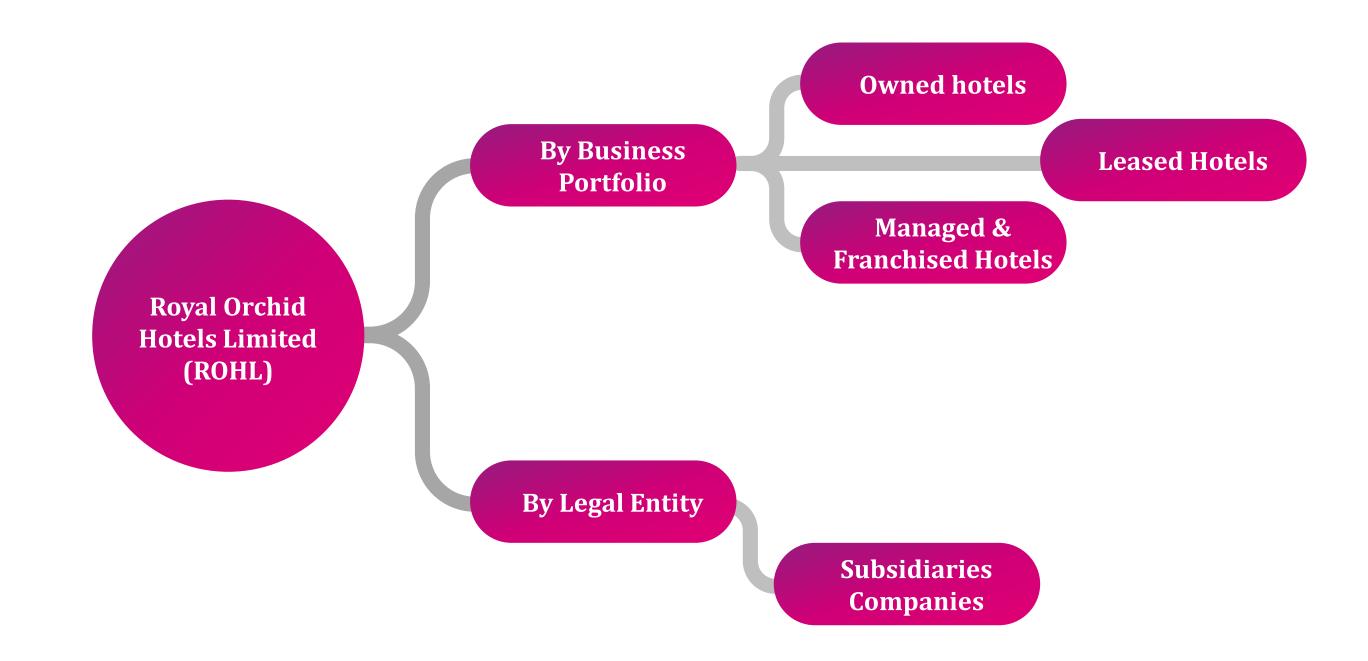
Key Industry Challenges



Business Overview



Our Business Structure

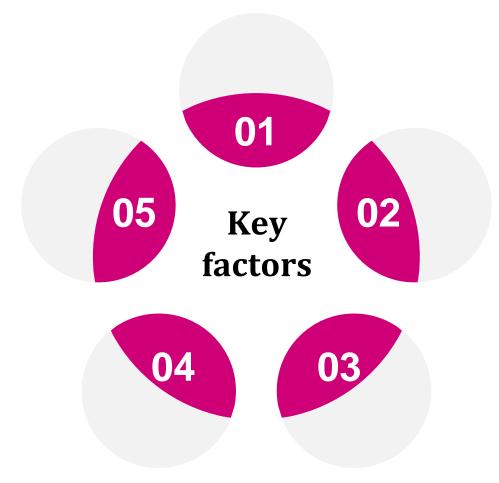


Our Business Model -Asset Light Model

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





Mr. Chander Baljee, was inducted into

HOTELIER INDIA'S CEO POWERLIST, 2021





'LIFETIME ACHIEVEMENT AWARD'

conferred by International Hospitality Council in Association with IIHM Bangalore, 2019

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





Our Holiday Destinations

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



Our Wedding Destinations

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



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



Our Wildlife Destinations

Ranthambore Pench National Park Kabini

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