



## ROYAL ORCHID HOTELS LTD.,

Regd. Office :

1, Golf Avenue, Adjoining KGA Golf Course,  
HAL Airport Road, Kodihalli, Bangalore - 560 008, India.

T +91 80 41783000, F : +91 80 252 03366

[www.royalorchidhotels.com](http://www.royalorchidhotels.com)

CIN : L55101KA1986PLC007392

email : [investors@royalorchidhotels.com](mailto:investors@royalorchidhotels.com)

**Date: August 07, 2023**

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 August 03, 2023 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



RE:GEN:TA  
HOTELS


# Royal Orchid Hotels Ltd.

## Q1 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'.



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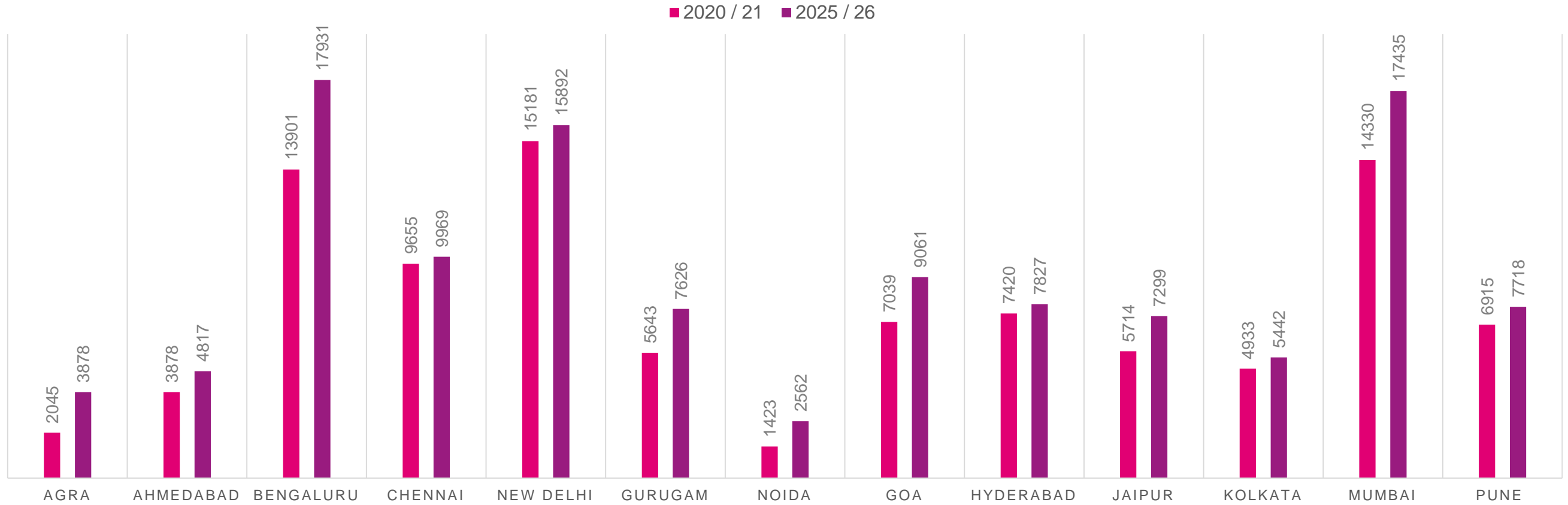
**Business Overview**

**04**

**Financial Overview**

# Industry Outlook

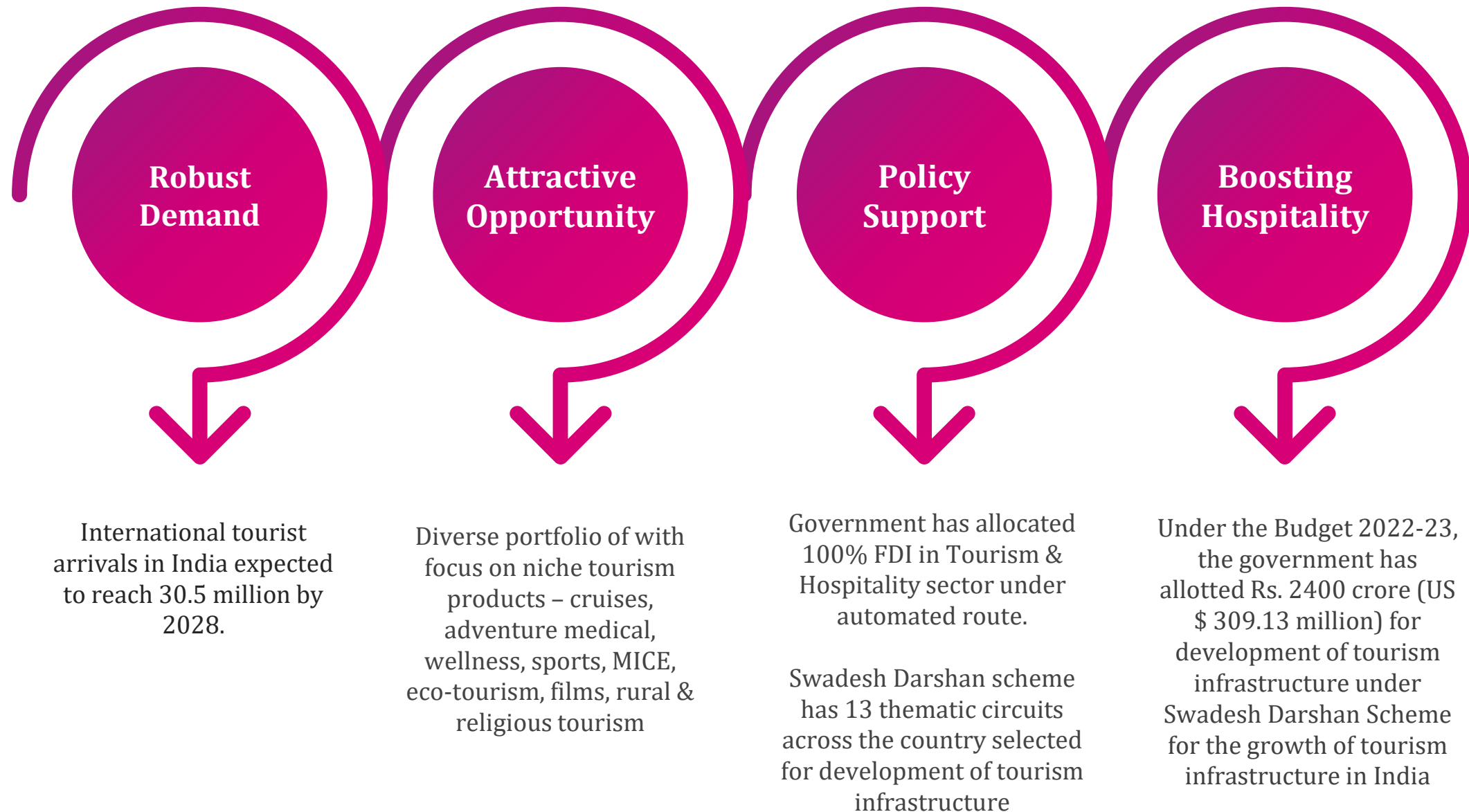
## PROPOSED BRANDED HOTEL ROOMS ACROSS MAJOR CITIES



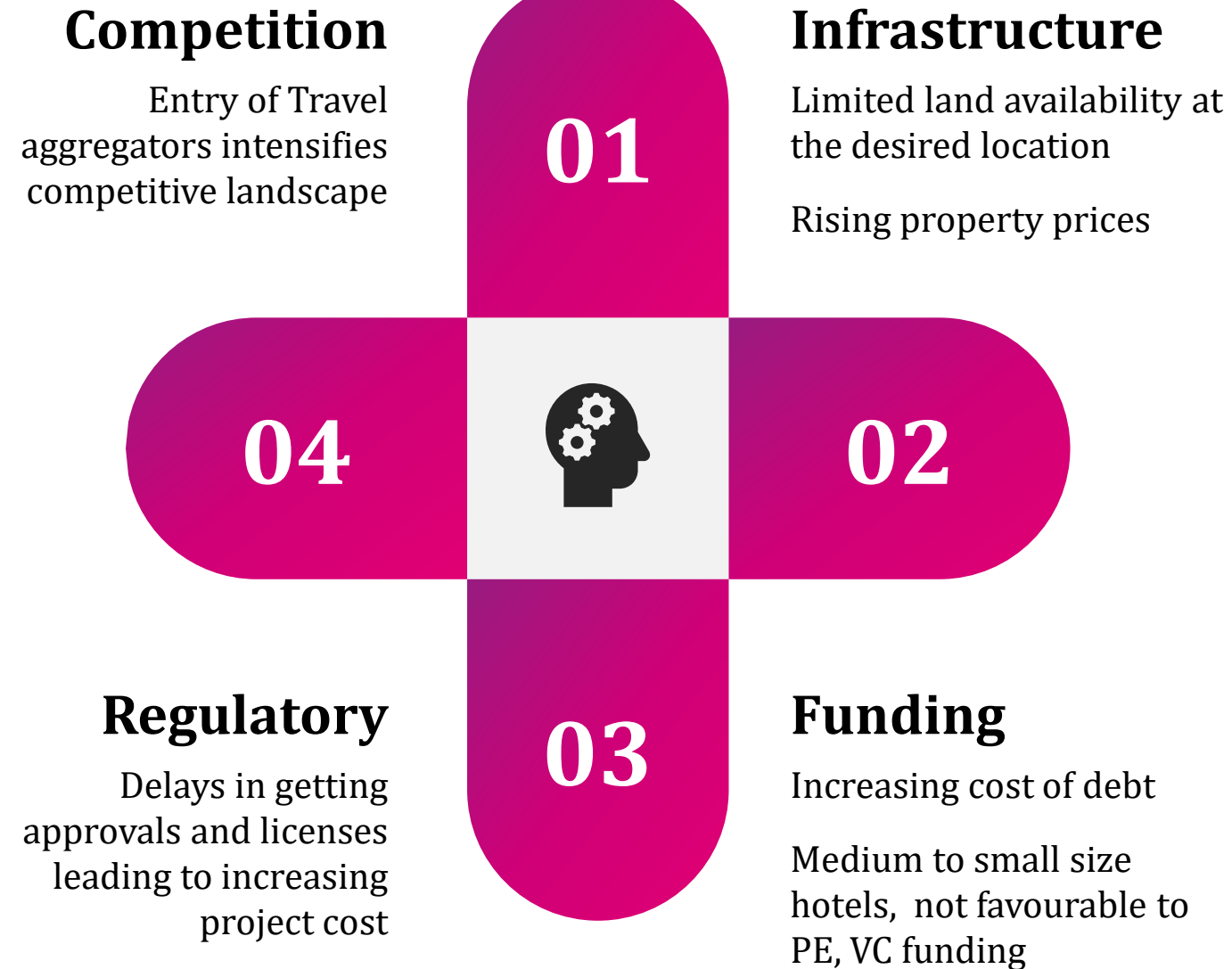
Source: India Hospitality Trends & Opportunity report by Hotelivate

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

# Key Growth Drivers



# Key Industry Challenges



# Company Overview

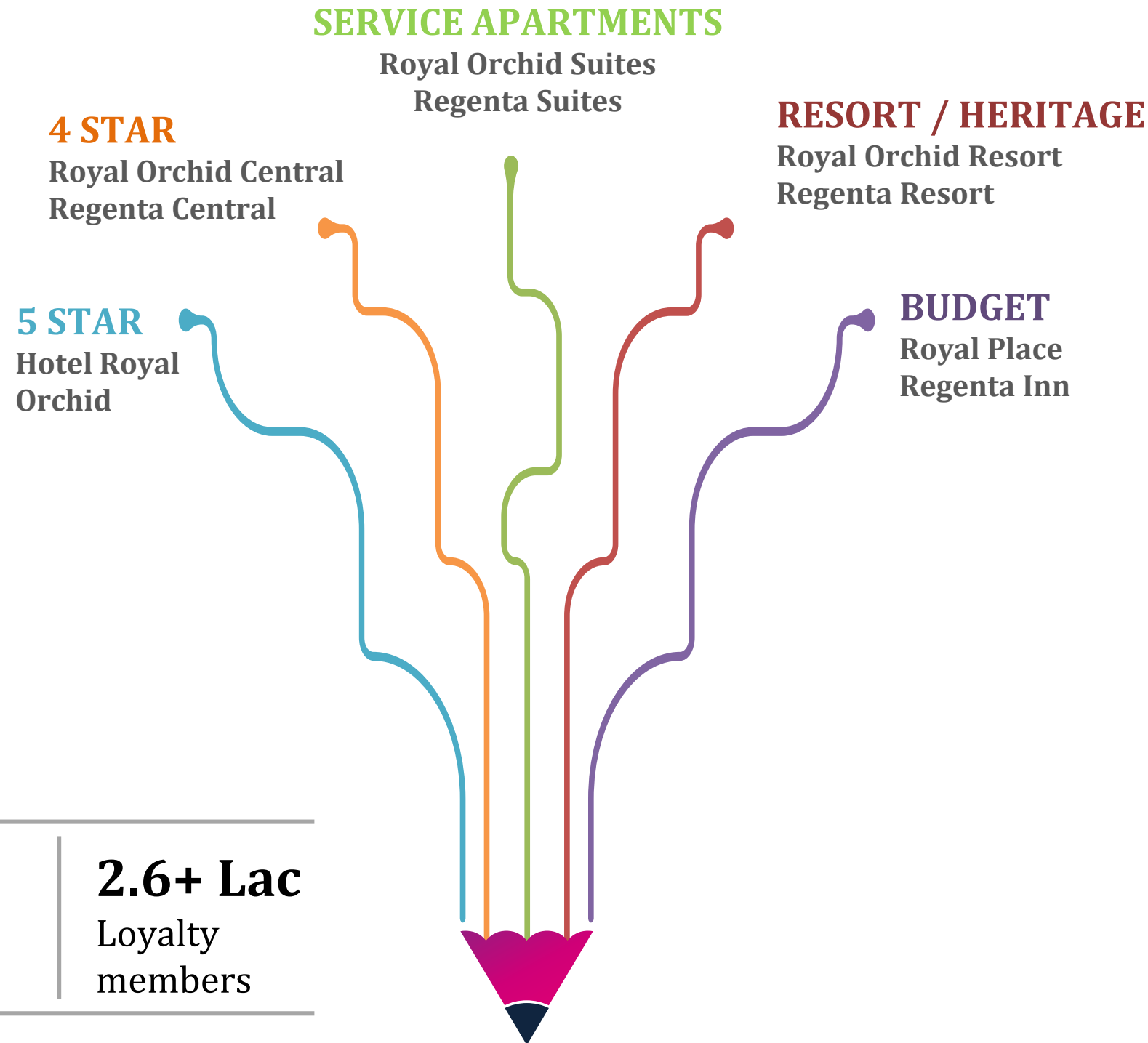




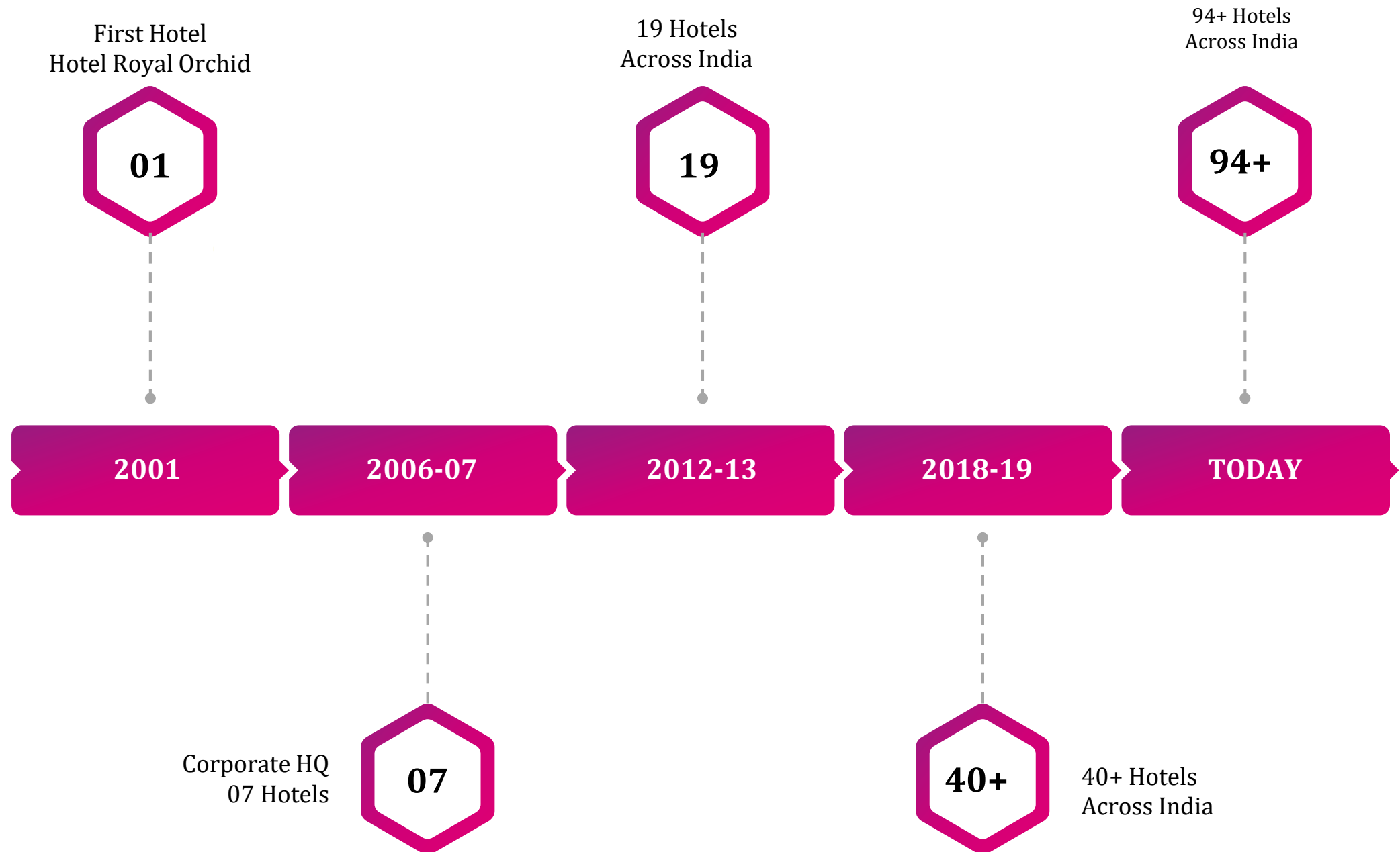
# Who we are?

- 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

<b>94+</b> Hotels & Resorts	<b>60+</b> Locations	<b>14</b> States	<b>5626</b> keys	<b>2.6+ Lac</b> Loyalty members
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# Our Journey





# Today Our Presence

**94+**

Hotels & Resorts in  
60+ Locations

**5626+**

Luxury Rooms,  
Villas & Premium Suites

**160+**

Specialty & All day Dining  
Restaurants



40+ Business  
Destinations



18+ Wedding  
Destinations



4+ Wildlife  
Destinations



25+ Leisure  
Destinations



# ROHL Vision

“

Our Vision is to operate 100+ profitable and responsible hotels where guests love to stay, dine and celebrate. We wish to create hotels which have a soul, a reflection of our distinctly warm Indian Hospitality.

In this journey towards 100 hotels, we will also empower the youth of our country. The ones who wish to join hospitality industry, but are limited by financial means. We will provide skill development training to 10,000+ students over the next three years, thereby making them employable, and so they can in turn strengthen the Indian hospitality workforce.”

”

# 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 mid-market hotel brand.

## Independent Directors



**Mr. Bhaskar Pramanik**

An accomplished management leader and professional from the Technology Industry. He has held National and Global Leadership positions in leading Multinational Technology Companies. He has worked in India, Singapore, and the US.



**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



**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. 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**  
**Sr. VP Operations (North)**

Over 25+ years experience with Lemon Tree Hotels & Duet Hotels



**Mr Vijay Krishnan Vazhvelil**  
**VP Operations (South)**

Over 25+ years of experience with Oberoi Hotels, Starwood Hotels, Hyatt Hotels & American Express.



**Mr. Vikas Passi**  
**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. Utkarsh Faujdar**  
**VP – International**

Over 34+ years experience with Clarks Hotels, Oberoi Hotels and Hulhule Hotels in Maldives



**Mr Tarun Kumar Maity**  
**AVP Operations (East)**

Over 35+ years of experience with Sarovar Hotels, Peerless Group & Leela Group



**Dr. Ranabir Sanyal – Com Secretary & Compliance Officer**

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

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:

- EazyDiner Foodie Awards 2023 has been honored with Lifetime Achievement Award to Mr. Chander K Baljee 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
- Hotel Royal Orchid, Bangalore and Royal Orchid Central Manipal Centre, MG Road have been awarded Best Business Hotel 2021 by Yatra.
- Royal Orchid Beach Resort and Spa, Goa won the award for the 'Best Aqua Serenity Concept – 5 Star Category', in 2019.
- Royal Orchid Metropole, Mysore was awarded 'The Best Heritage Hotel', by Federation of Karnataka Chambers of Commerce & Industry (FKCCI), Karnataka, in 2016.







# Business Overview



Our Business Structure

Our Business Model

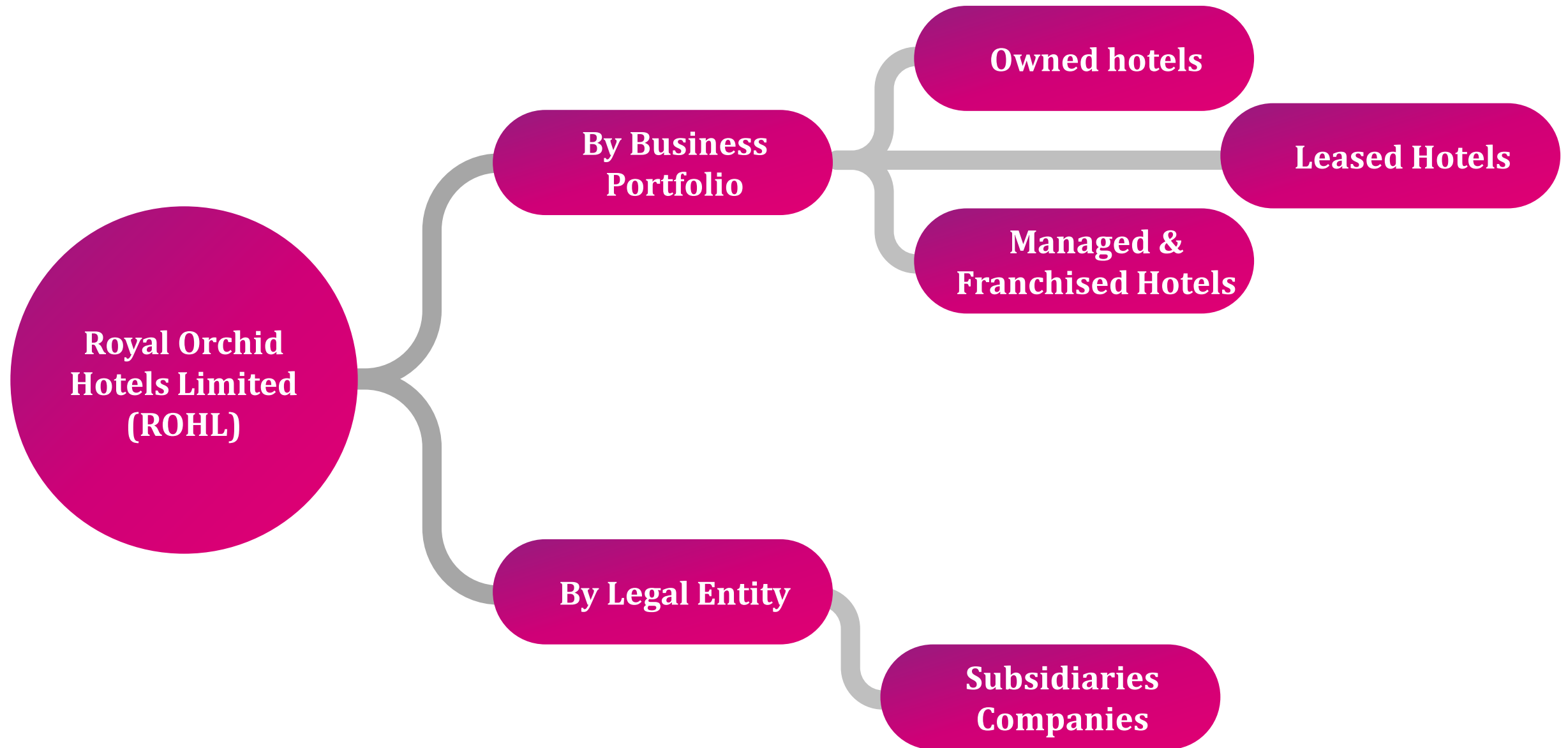


Our Offerings

Competitive Advantage



# Our Business Structure



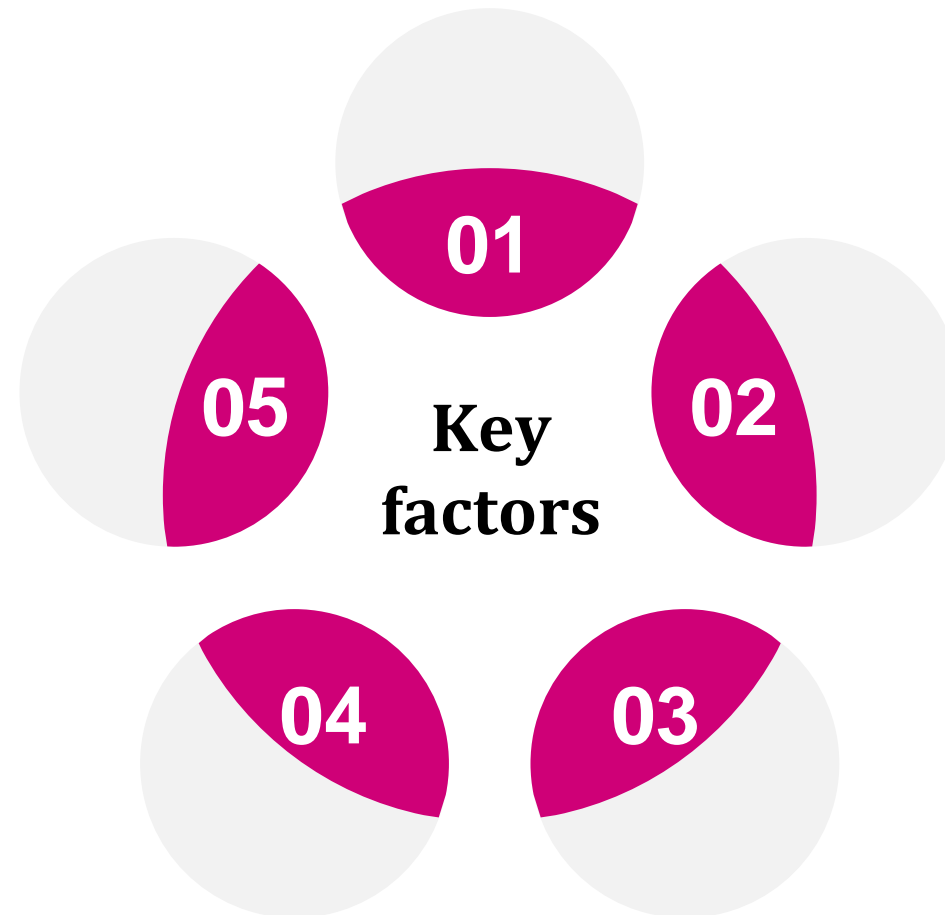
# Our Business Model -Asset Light Model

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

Facilitates expansion plans and ramping up presence

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Creates brand visibility at a faster rate



No upfront requirement of capex

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Maintenance Capex required - Minimal

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Break even of Operating profit in just 1 year

# Property breakup with rooms

No of Keys	FY22-23	Q4 of FY22-23	Q1 of FY22-23	Q1 of FY23-24
Management / Franchisee Contracts	3,775	184	62	628
Leased	575	-	-	72
Owned (Domestic)	268	-	-	-
Management (Overseas)	-	-	-	55
JV	323	-	-	-
<b>Total KEYS</b>	<b>4,941</b>	<b>184</b>	<b>65</b>	<b>755</b>
Average Occupancy (JLO)	77%	77%	78%	78%
Average Room Rate (JLO) (Rs)	5,370	5,657	4,880	5,227
Average Occupancy (Managed)	63%	63%	68%	64%
Average Room Rate (Managed) (Rs)	3,795	3,833	3,660	3,941

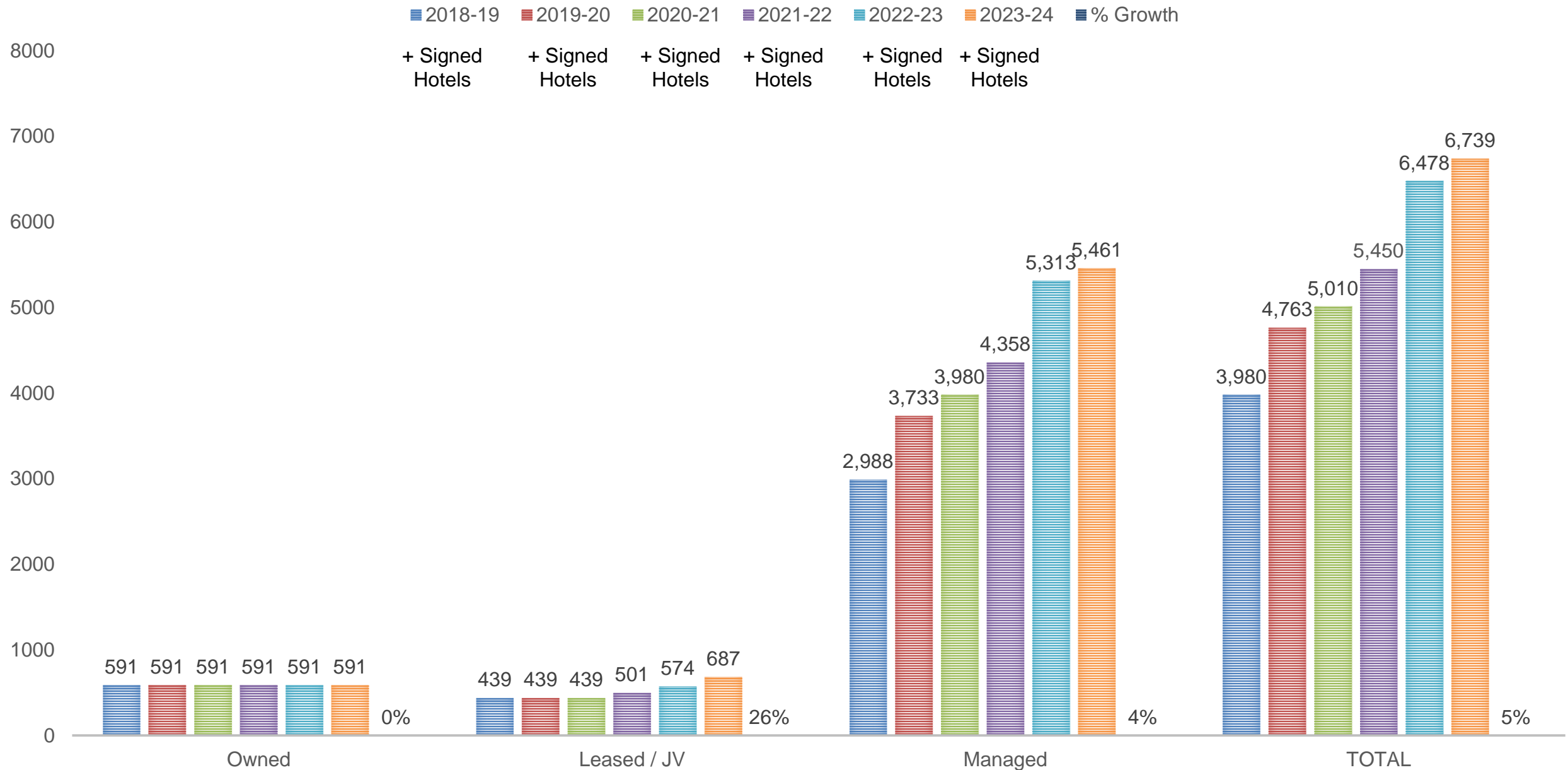
# Revenue Model

Operational as on Date

Asset  
Portfolio

Category	Owned	Leased	JV	Managed / Franchise	Total
5 Star	268	-	139	-	407
4 Star	-	396	130	2099	2625
Service Apartment	-	67	-	71	138
Resort/Heritage/MICE	-	101	54	838	993
3 Star / Budget	-	83	-	1380	1463
<b>Total Keys</b>	<b>268</b>	<b>647</b>	<b>323</b>	<b>4388</b>	<b>5626</b>

# Growth in rooms



# Upcoming Hotels by - 2023

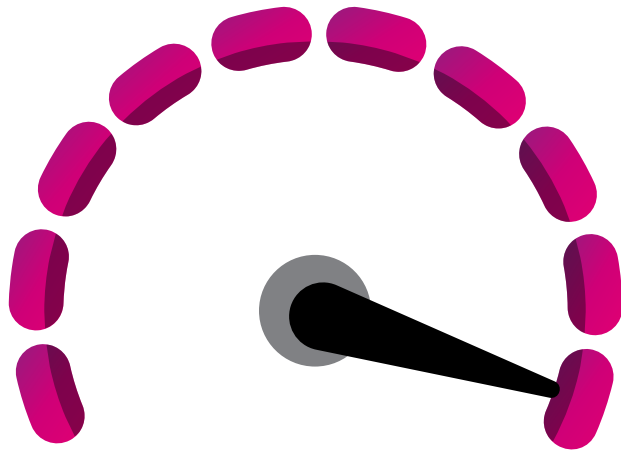
SI No	Hotel Name	City / Location
1	Regenta Resort	Gulbarga
2	Regenta Inn	Nellore
3	Regenta Inn	HRBR, Bangalore
4	Regenta Resort	Coorg
5	Regenta Central Javaji	Mysore
6	Regenta Resort	Sakleshpur
7	Regenta Inn	Gangtok
8	Regenta Inn Tezpur	Assam
9	Regenta Inn	Gurgaon, Sector 47
10	Regenta Inn	Raipur
11	Regenta Resort	Pushkar
12	Regenta Inn	McLeod Ganj
13	Regenta Central	Varanasi
14	Regenta Place	Shogi, Himachal Pradesh
15	Regenta Inn	Tezpur
16	Regenta Inn	Jaipur
17	Regenta Central	Puri- Orissa
18	Regenta Central	Solapur
19	Regenta Central	Nanded
20	Regenta Resort	Gir
21	Regenta Place	Igatpuri
22	Regenta Resort Chitwan	Nepal

**22+**  
**Hotels**

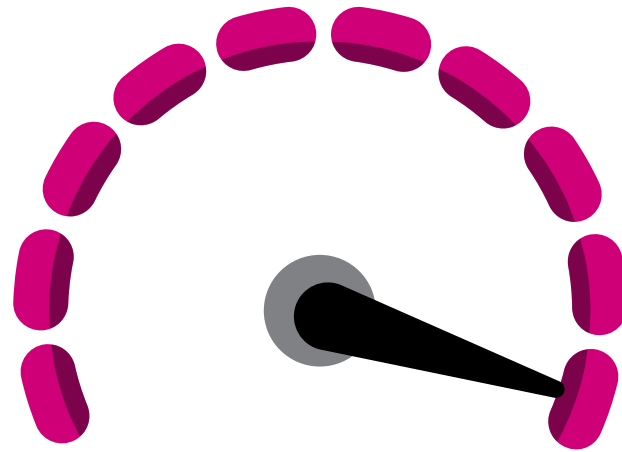
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**1100+**  
**Keys**

# Competitive Advantage



Balanced portfolio  
having presence in  
over 58 locations and  
11 states



Strong sales presence  
across major source  
markets in India



Affordable luxury having  
plethora of options for  
modern travelers



# Financial Overview



**Quarterly & Half Year  
Highlights and  
Financial results**



**Margins**



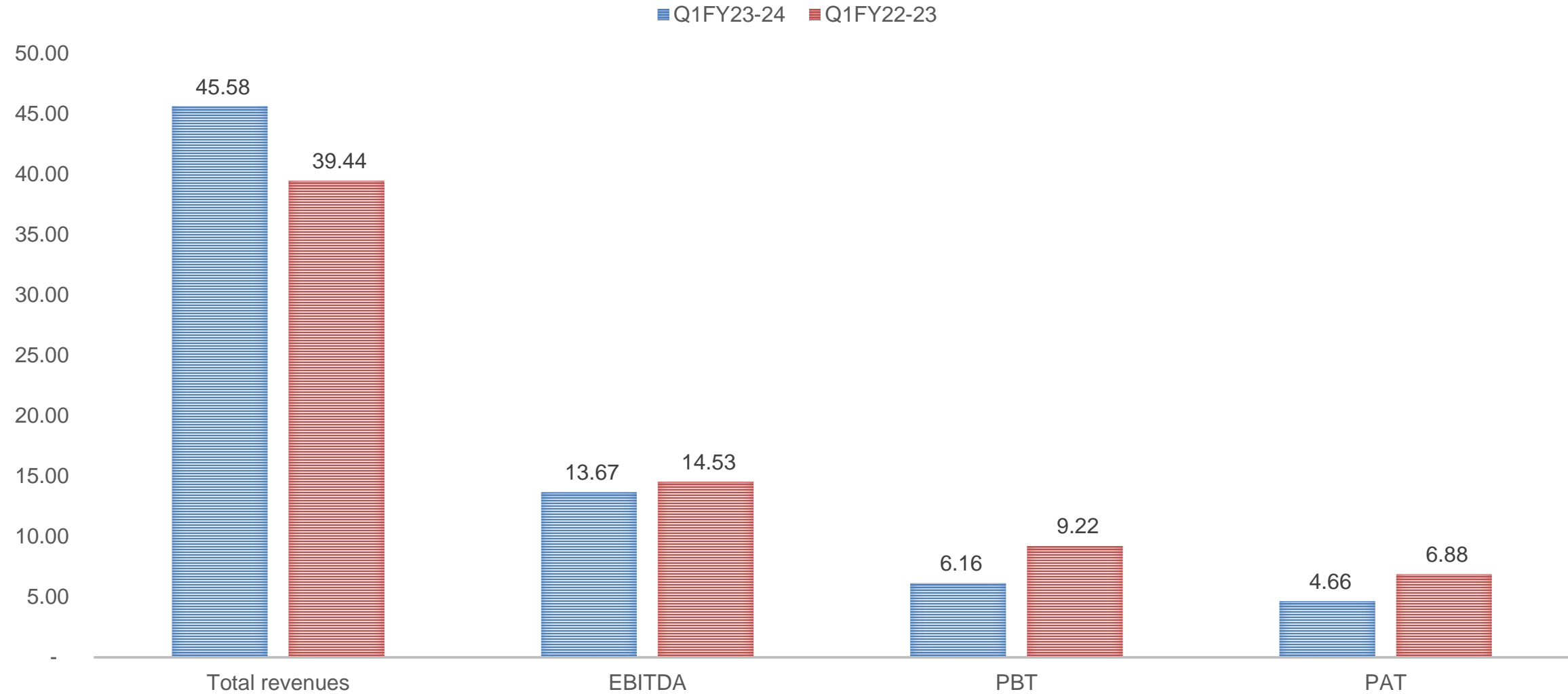
**Consolidated Income  
Statement & Balance  
Sheet snapshot**



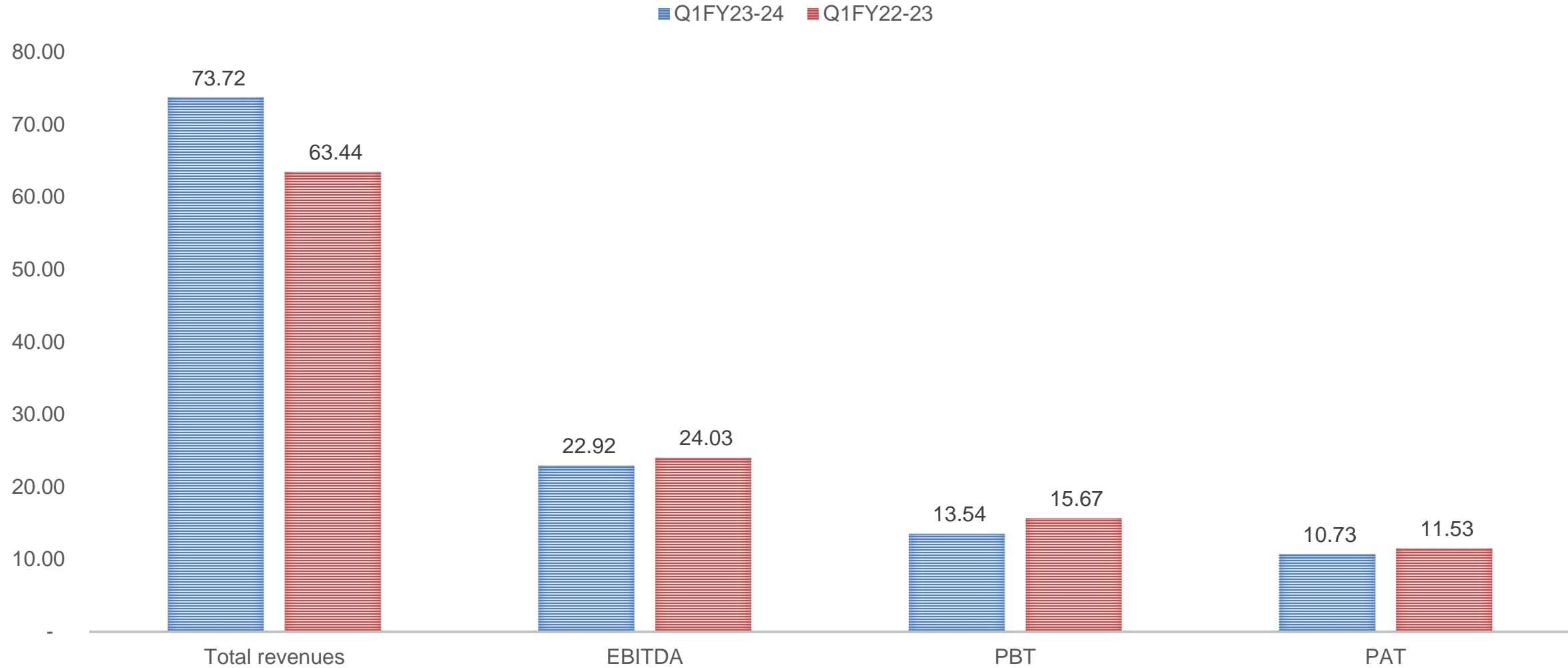
**Shareholding**

# Standalone Quarter Ending June 2023

₹ In Crore



# Consolidated Margins for Quarter Ending June 2023



# Standalone financials for Quarter Ending June 2023-24

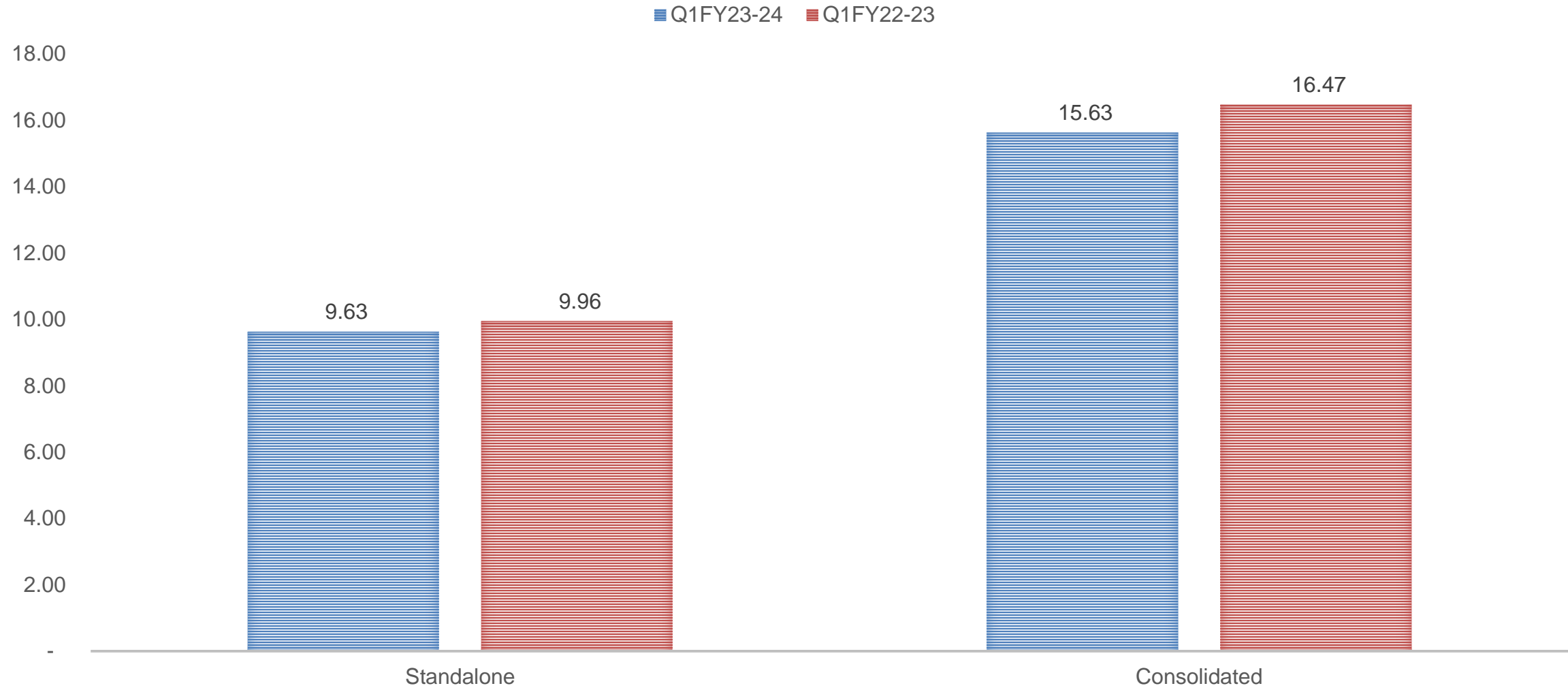
Particulars	Q1FY23-24	Q4FY22-23	Q1FY22-23	YE FY22-23
- Room nights	24.41	26.76	21.90	93.67
- Food and beverages	16.00	16.16	12.97	61.71
- Other services	4.20	4.60	3.21	14.57
<b>Income from Operations</b>	<b>44.61</b>	<b>47.52</b>	<b>38.08</b>	<b>169.95</b>
Other Income	0.97	1.15	1.36	6.67
<b>Total Income</b>	<b>45.58</b>	<b>48.67</b>	<b>39.44</b>	<b>176.62</b>
Cost of Material Consumed	4.67	4.61	4.16	17.77
Employee Benefits Expense	8.76	7.82	6.23	28.56
Power and fuel Expense	4.41	3.24	3.61	13.53
Rent Expense	2.92	3.42	2.52	12.45
Other Expenses	11.16	12.91	8.39	42.46
<b>Total Expense</b>	<b>31.91</b>	<b>32.01</b>	<b>24.90</b>	<b>114.76</b>
<b>EBITDA</b>	<b>13.67</b>	<b>16.66</b>	<b>14.53</b>	<b>61.85</b>
EBITDA Margin (%)	30%	34%	37%	35%
Depreciation	3.71	3.06	2.62	11.33
<b>EBIT</b>	<b>9.96</b>	<b>13.60</b>	<b>11.91</b>	<b>50.52</b>
Finance Cost	3.79	3.92	2.70	12.06
<b>PBT</b>	<b>6.16</b>	<b>9.67</b>	<b>9.22</b>	<b>38.46</b>
Tax expense	1.50	2.50	2.34	10.29
<b>PAT</b>	<b>4.66</b>	<b>7.18</b>	<b>6.88</b>	<b>28.17</b>
Other Comprehensive Income/(Loss)	-	0.05	-	0.05
<b>Total Comprehensive Income</b>	<b>4.66</b>	<b>7.23</b>	<b>6.88</b>	<b>28.22</b>
Net Profit Margin (%)	10%	15%	17%	16%
EPS (In Rs)	1.70	2.62	2.51	10.27

# Consolidated financials for Quarter Ending June 2023-24

₹ In Crore

Particulars	Q1FY23-24	Q4FY22-23	Q1FY22-23	YE FY22-23
- Room nights	35.70	38.36	32.46	137.79
- Food and beverages	24.01	23.97	20.46	93.20
- Other services	9.18	10.22	7.52	32.57
<b>Income from Operations</b>	<b>68.89</b>	<b>72.55</b>	<b>60.45</b>	<b>263.55</b>
Other Income	4.83	3.99	2.99	16.14
<b>Total Income</b>	<b>73.72</b>	<b>76.54</b>	<b>63.44</b>	<b>279.69</b>
Cost of Material Consumed	6.95	6.91	6.31	26.72
Employee Benefits Expense	17.08	15.69	12.16	55.97
Power and fuel Expense	5.55	4.18	4.73	17.65
Rent Expense	3.04	3.42	2.63	12.91
Other Expenses	18.18	20.54	13.59	68.41
<b>Total Expense</b>	<b>50.79</b>	<b>50.73</b>	<b>39.41</b>	<b>181.66</b>
<b>EBITDA</b>	<b>22.92</b>	<b>25.81</b>	<b>24.03</b>	<b>98.03</b>
EBITDA Margin (%)	31%	34%	38%	35%
Depreciation	4.76	4.83	4.35	18.37
<b>EBIT</b>	<b>18.16</b>	<b>20.98</b>	<b>19.68</b>	<b>79.66</b>
Finance Cost	4.62	4.77	4.01	16.05
<b>PBT</b>	<b>13.54</b>	<b>16.21</b>	<b>15.67</b>	<b>63.61</b>
Tax expense	3.34	4.17	4.04	16.67
<b>PAT</b>	<b>10.20</b>	<b>12.04</b>	<b>11.63</b>	<b>46.94</b>
Share of Profit of associate	0.53	1.09	-0.10	2.29
<b>Net Profit/(Loss) for the period and Share of Profit of associate</b>	<b>10.73</b>	<b>13.13</b>	<b>11.53</b>	<b>49.23</b>
Other Comprehensive Income/(Loss)	-0.03	-0.14	0.37	0.77
<b>Total Comprehensive Income</b>	<b>10.70</b>	<b>12.99</b>	<b>11.91</b>	<b>49.99</b>
Net Profit Margin (%)	15%	17%	19%	18%
EPS (In Rs)	3.53	4.62	4.03	17.15

# Standalone & Consolidated Cash Profit Quarter Ending June 2023



## \*Cash Profit

\*Effect of INDAS 116 has been removed in computation of cash profit.

## Detail of Other Income - Standalone

Particulars	Q1FY23-24	Q4FY22-23	Q1FY22-23
Interest income			
- from bank deposits	0.36	0.43	0.34
- on management fee	0.20	0.18	0.13
- on other deposits	0.11	0.10	0.15
Interest on Compulsorily Convertible Debentures - from subsidiaries	0.05	0.05	0.05
Interest income earned on Financial Assets that are not designated at fair value through Profit or Loss	0.09	0.01	0.09
Commission on corporate guarantees provided to subsidiaries	0.04	0.05	0.05
Sale of SEIS Licence	-	0.28	-
Net gain on foreign currency transactions and translations	-	(0.06)	0.46
Miscellaneous	0.12	0.12	0.08
<b>Total other income</b>	<b>0.97</b>	<b>1.15</b>	<b>1.36</b>

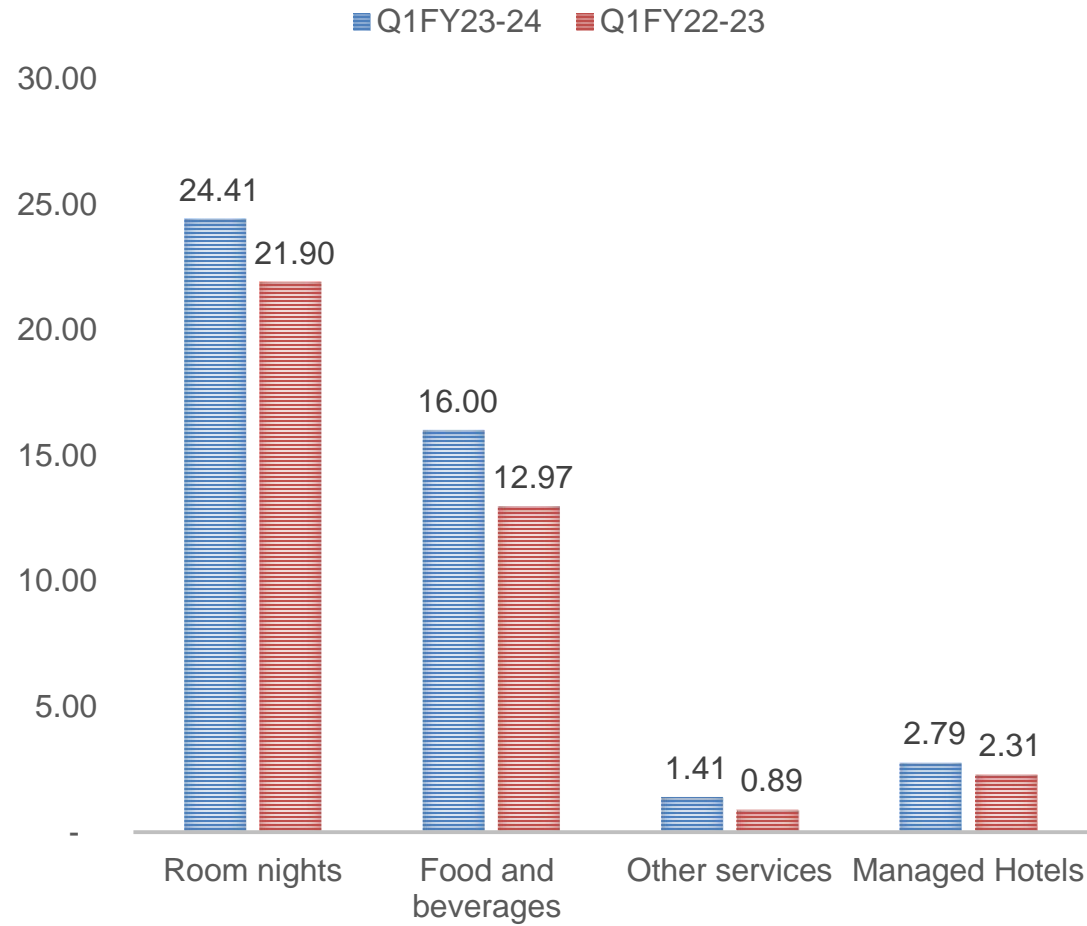
## Detail of Other Income - Consolidated

Particulars	Q1FY23-24	Q4FY22-23	Q1FY22-23
Interest income			
- from bank deposits	0.95	0.92	0.44
-on income tax refund	0.02	0.03	-
- on other deposits	0.31	0.27	0.28
Income on account of rent concessions	-	(0.11)	0.11
Recovery from managed properties	2.04	2.29	1.47
Interest income earned on Financial Assets that are not designated at fair value through Profit or Loss	0.09	0.01	0.09
Commission on corporate guarantees provided to subsidiaries	-	0.01	0.01
Liabilities/Provision no longer required, written back	-	0.02	0.00
Sale of SEIS Licence	-	0.28	-
Net gain on foreign currency transactions and translations	-	(0.06)	0.46
Miscellaneous	1.41	0.34	0.12
<b>Total other income</b>	<b>4.83</b>	<b>3.99</b>	<b>2.99</b>

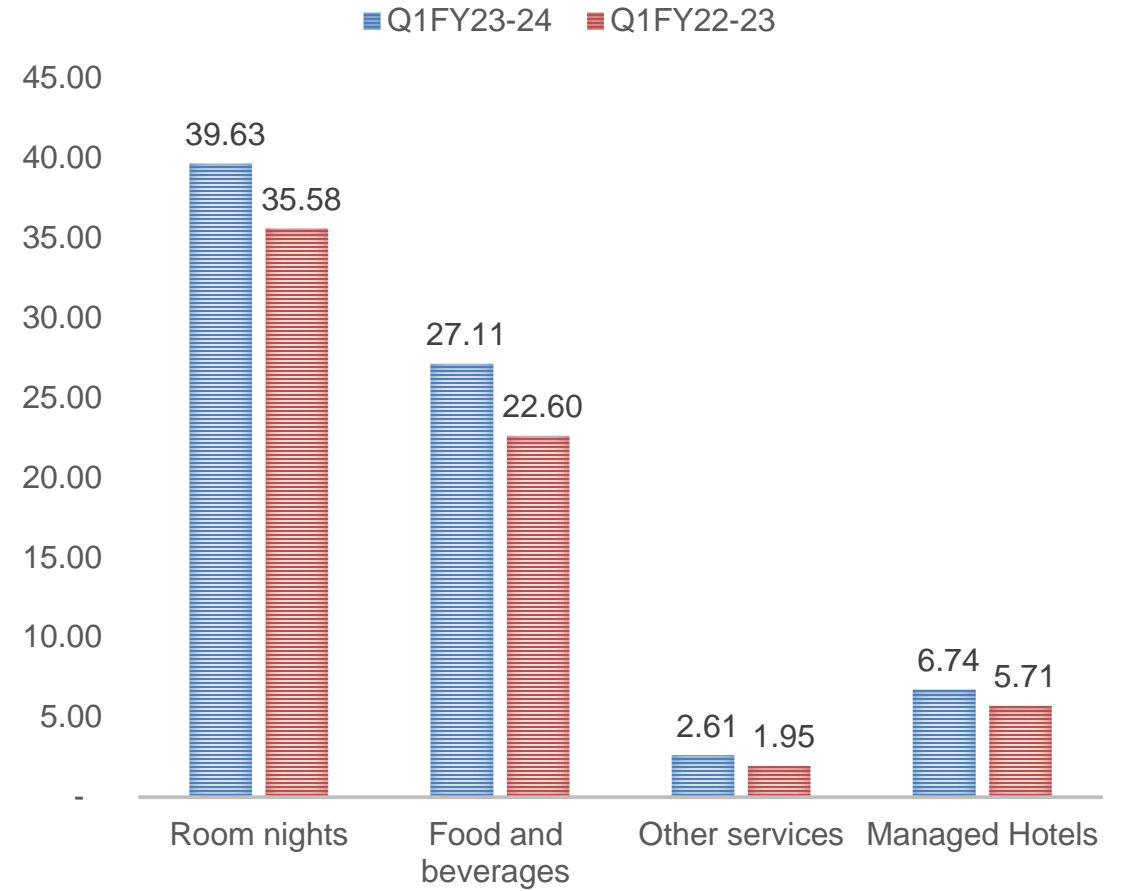


# Revenue Breakup including Associate

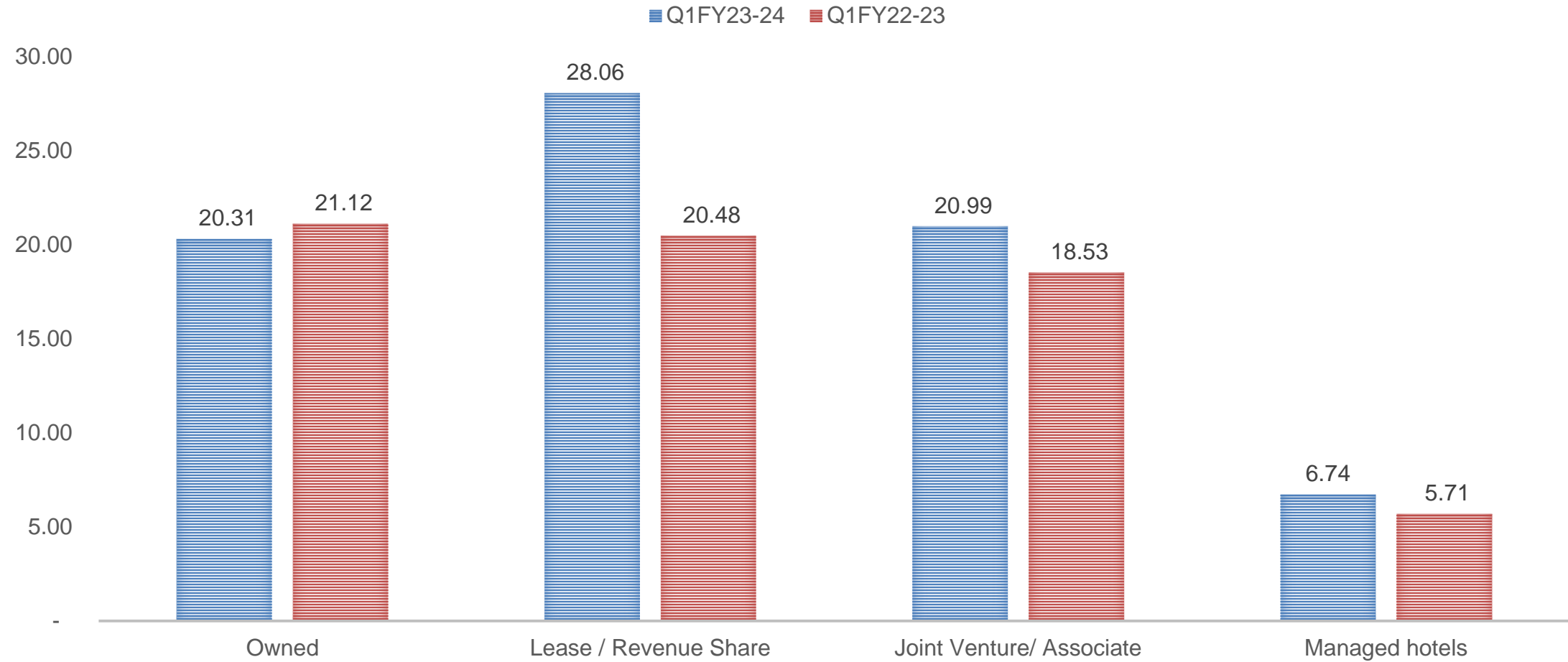
## Standalone



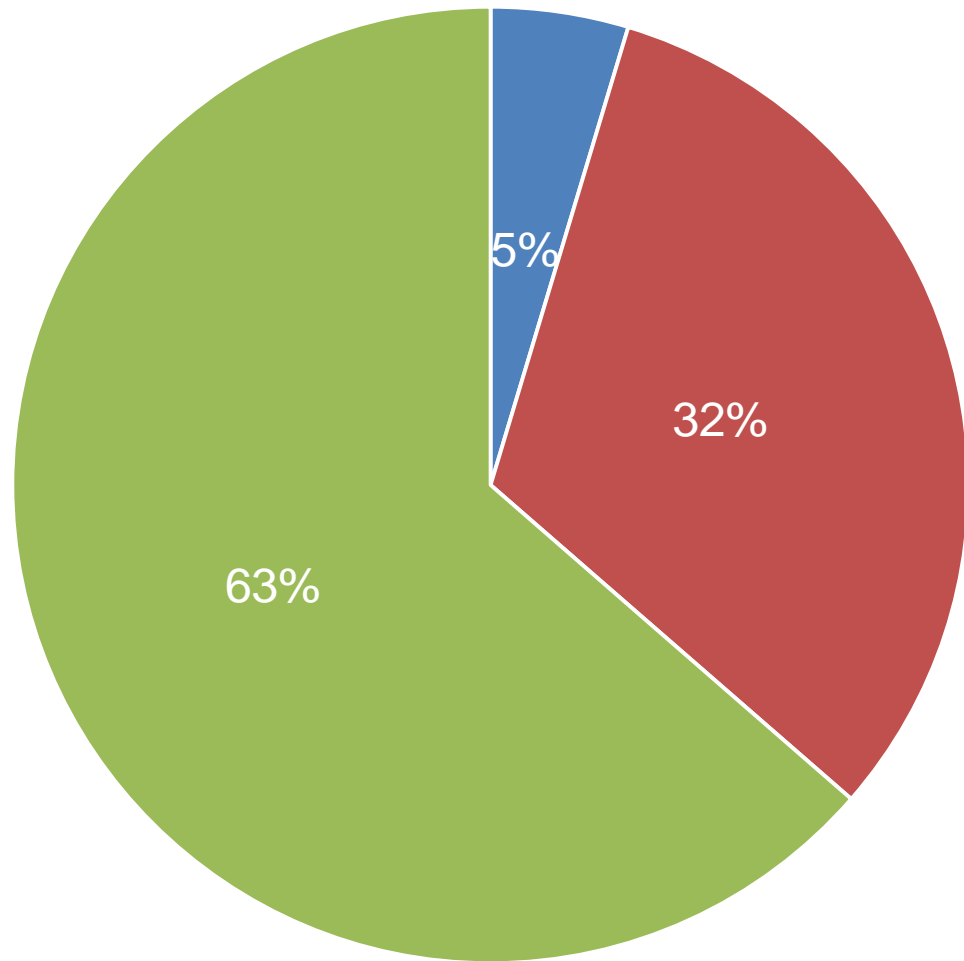
## Consolidated



# Consolidated Revenue Breakup including Associate - Segment Wise



# Shareholding



■ Foreign Portfolio Investors ■ Others ■ Promoters

Promoter	63.60%
Foreign Portfolio Investors	4.65%
Others	31.75%
<b>Total</b>	<b>100%</b>



**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



Hotel Royal Orchid, Bangalore







Royal Orchid Brindavan Garden Palace & Spa, Mysore





Regenta Arie Lagoon, Sri Lanka



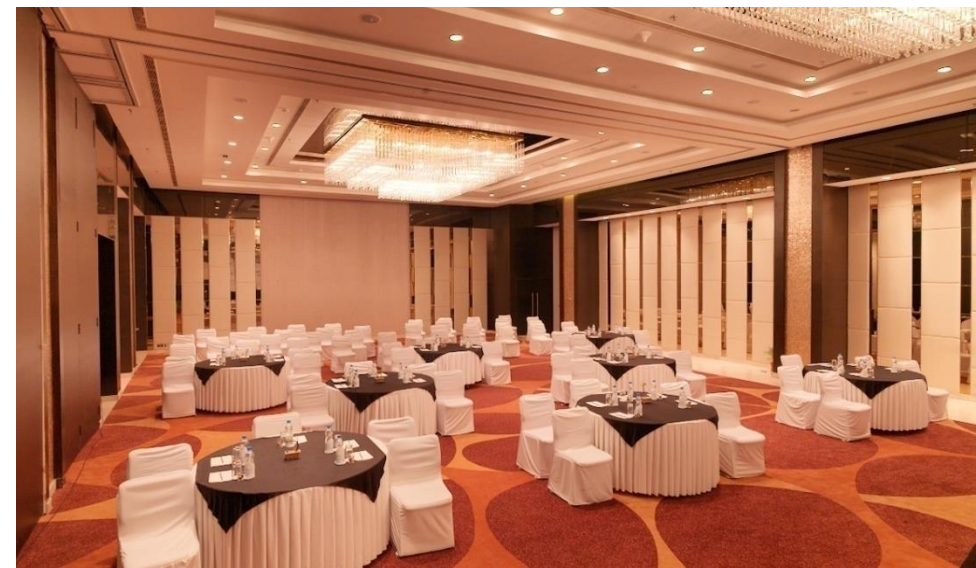


Royal Orchid Resort & Convention Centre, Bangalore





Hotel Royal Orchid, Jaipur





Royal Orchid Central, Hampi, Hospet





Regenta Resort, Belagavi





Regenta Kabini Springs Resort, Kabini





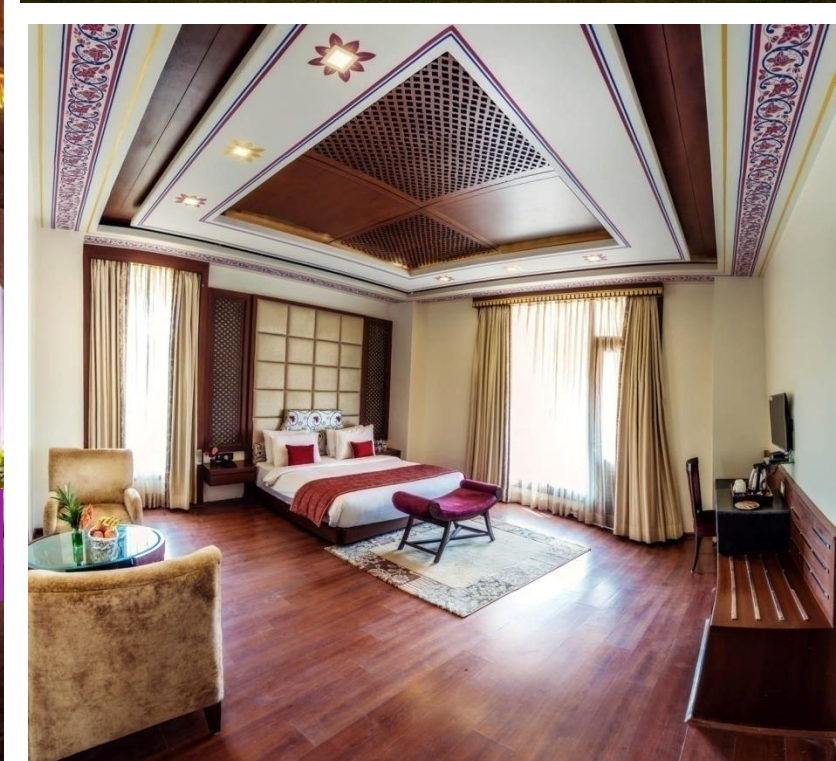
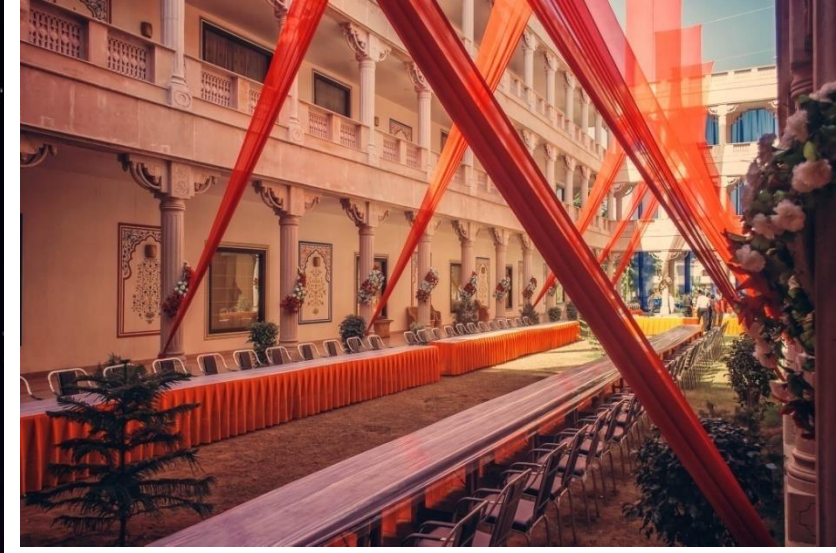
Regenta Resort & Spa Mashobra, Shimla







Regenta Resort, Vanya Mahal, Ranthambore





Royal Orchid Fort Resort, Mussoorie





Royal Orchid Beach Resort & Spa, Goa





Regenta Inn, Manali

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