



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  
CIN : L55101KA1986PLC007392  
email : investors@royalorchidhotels.com

**Date: August 05, 2022**

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, 2022 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**

**Ranabir Sanyal**  
**Company Secretary & Compliance Officer**

**Encl: As above**



ROYAL ORCHID  
HOTELS



RE:GEN:TA  
HOTELS


# Royal Orchid Hotels Ltd.

## Q1 FY 2022-23



# 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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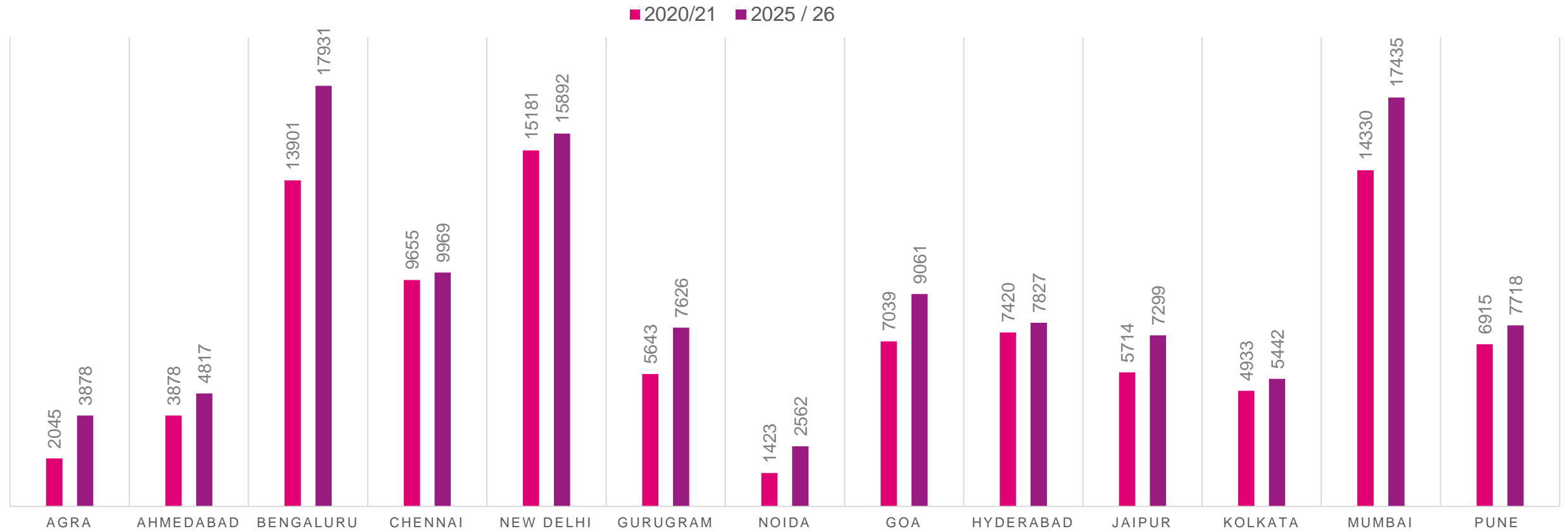
**04**

**Financial Overview**



# Industry Outlook

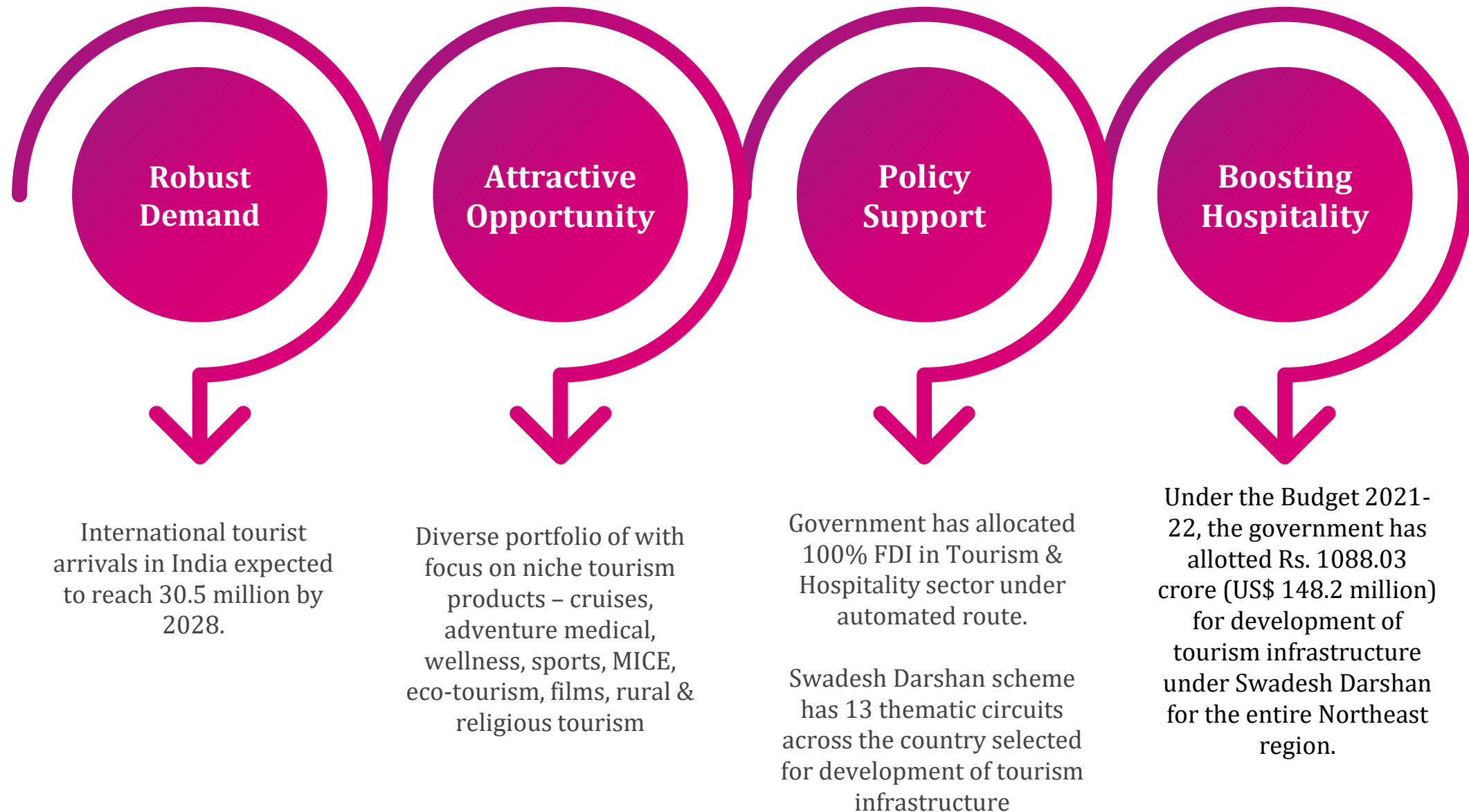
## PROPOSED BRANDED HOTEL ROOMS ACROSS MAJOR CITIES



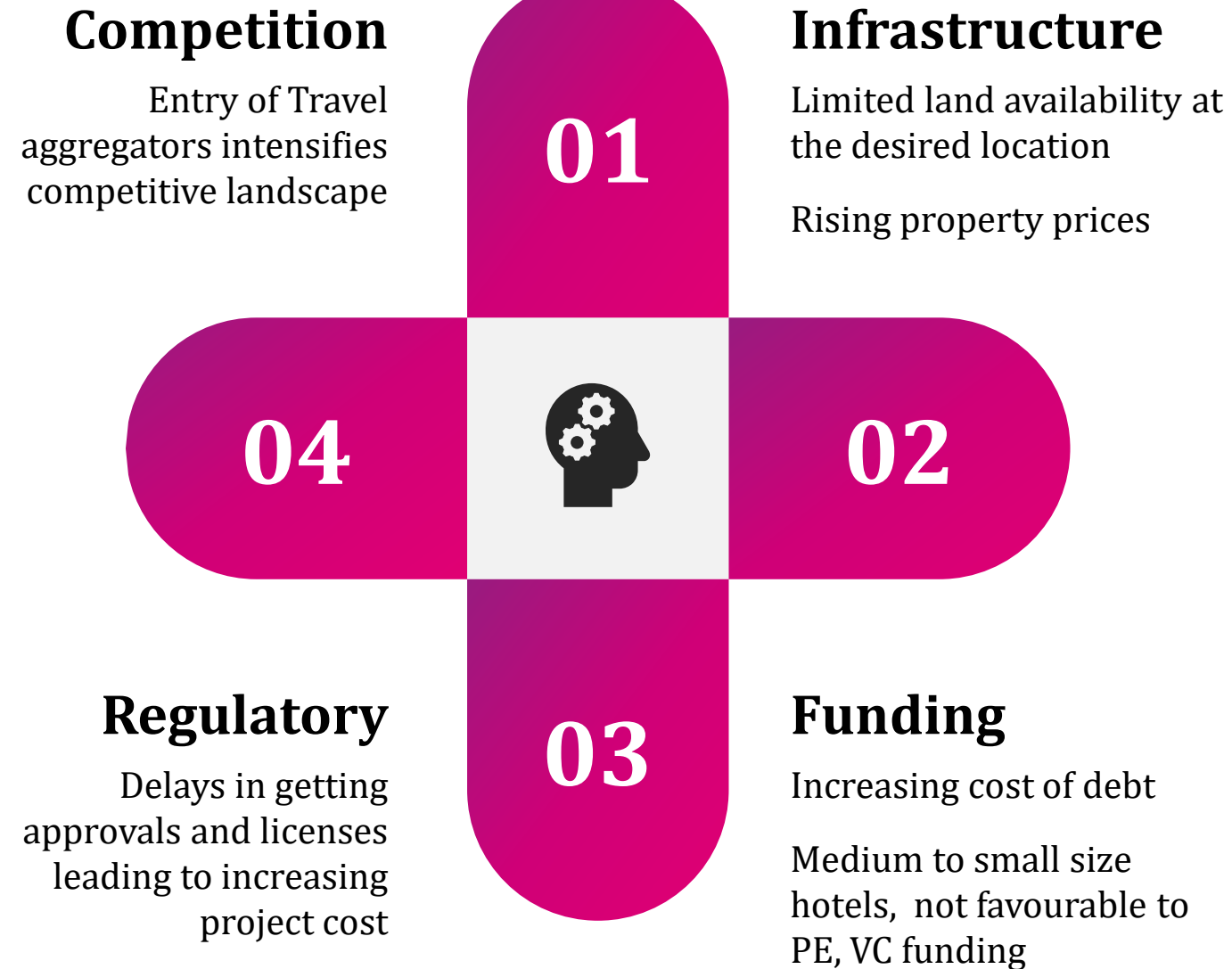
Source: India Hospitality Trends & Opportunity report by Hotelivate

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



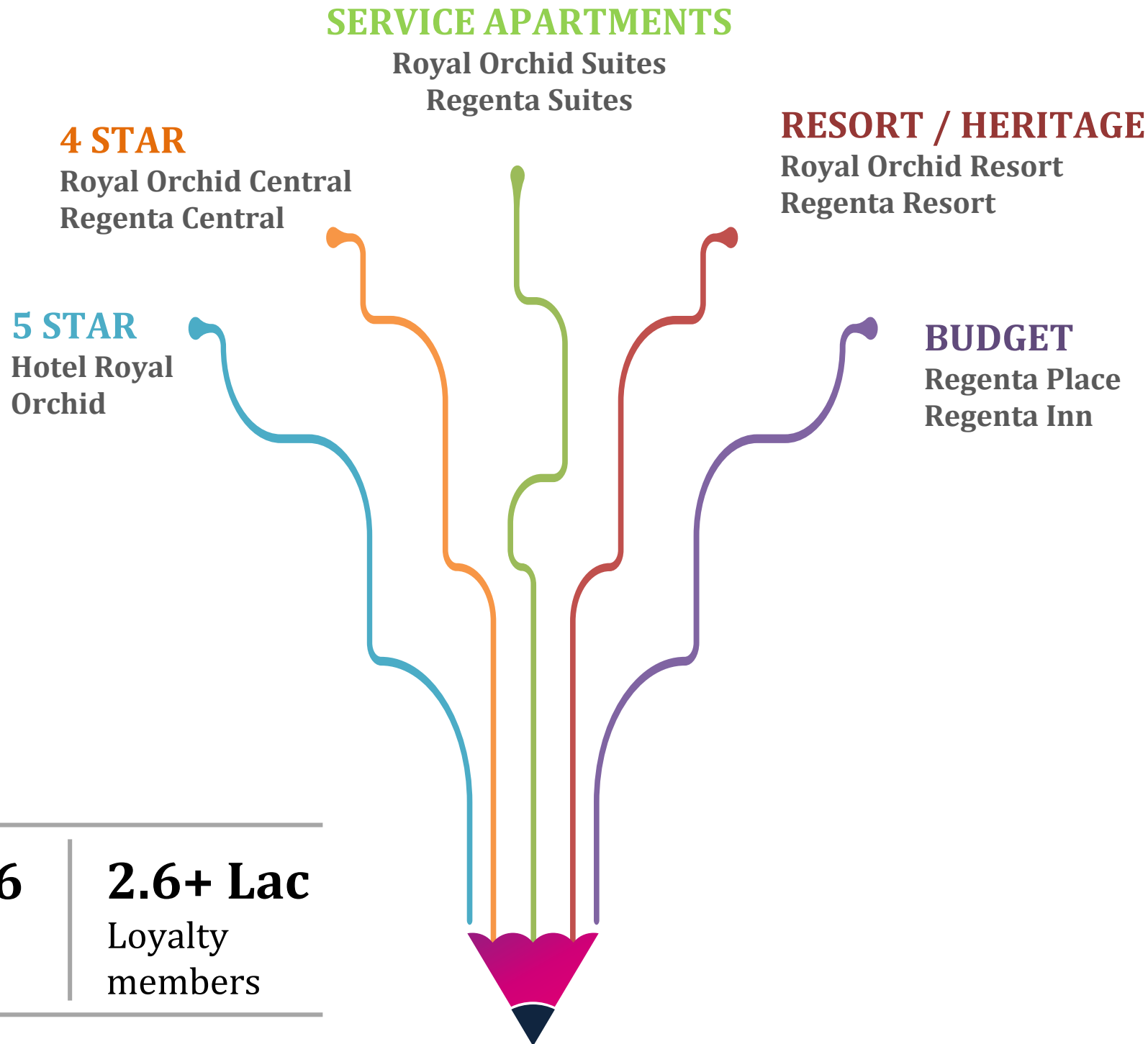
# Company Overview



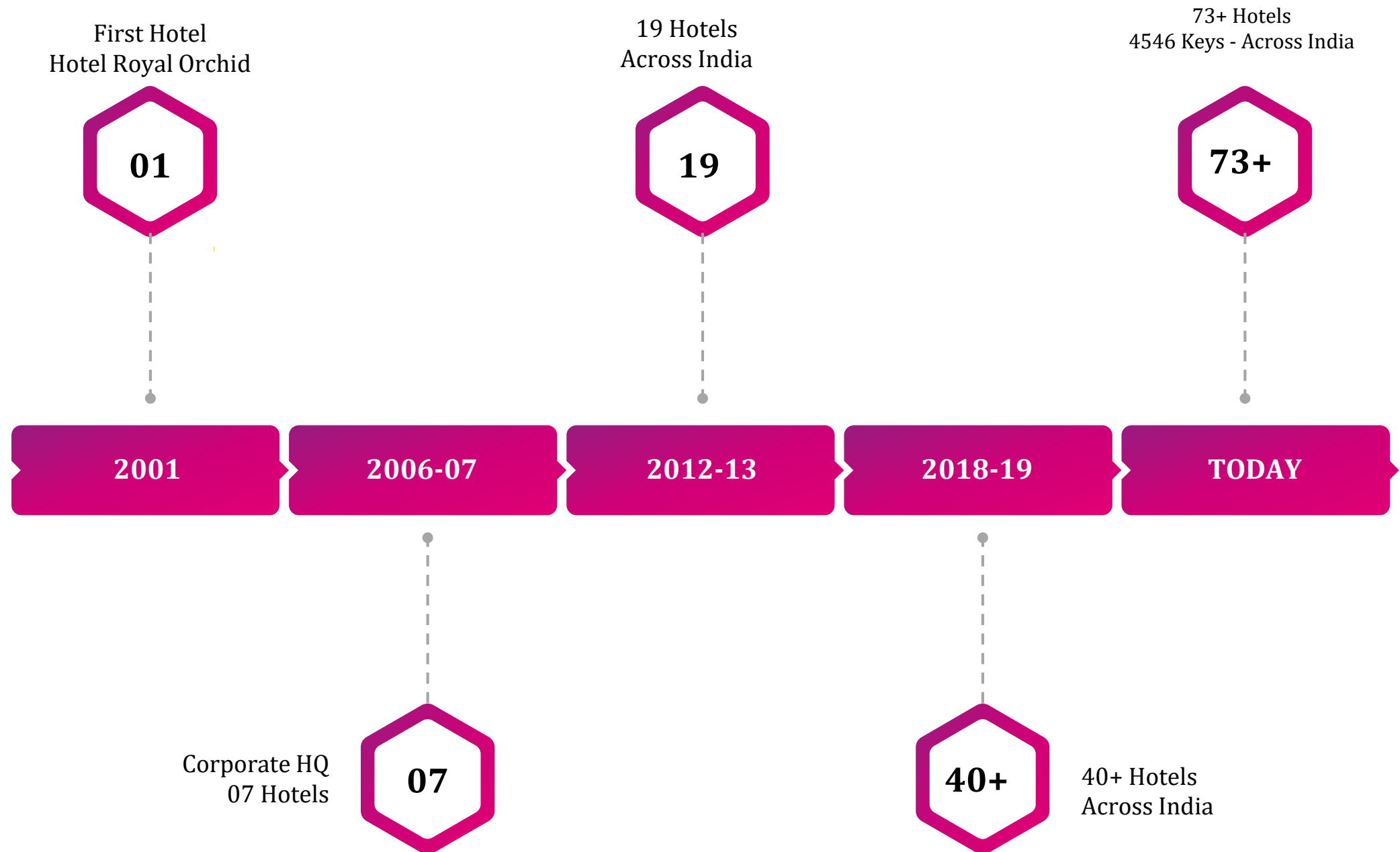
# Who we are?

- 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
- The no of hotels under Royal Orchid & Regenta Brand as of June 2022 is 73 Hotels.

<b>73+</b> Hotels & Resorts	<b>48+</b> Locations	<b>11</b> States	<b>4,546</b> keys	<b>2.6+ Lac</b> Loyalty members
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# Our Journey





# 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 4 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. Naveen Jain**

Fellow member of Institute of Chartered Accountants of India as a Hospitality professional with over 35 years of experience, Mr. Jain has held several leadership positions across various functions with leading hotel companies.



**Ms. Lilian Jessie Paul**

With over two decades of experience as a marketer. She was Global Brand Manager of Infosys, headed marketing for iGATE (now a part of CapGemini) and was Chief Marketing Officer of Wipro Technologies.



**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.

# Management



## **Mr. Amit Jaiswal, CFO**

Mr. Amit Jaiswal has over 30+ years of experience in Finance with Manufacturing & Hotel Industry. B.Com, MBA in Finance & BA - LLB



## **Mr. Prashant Mehrotra, COO**

Mr. Prashant Over 20+ years of experience with OYO, Lemon Tree Hotels & The Oberoi, BA, Hotel Management & Catering Technology from IHM, Gwalior



## **Mr. Perkin Rocha, Sr. VP Ops (North)**

Mr. Perkin Rocha Graduate from IIAS, Darjeeling with 20 years experience with Lemon Tree Hotels, Duet Hotels, Park Royal International Hotel & Hotel Royal Orchid



## **Mr. Vikas Passi, VP Ops (West)**

A Hotel Management graduate from Mangalore University and MBA in Sales & Marketing from Pune University, having 16+ years of vast experience in hotel operations and sales.



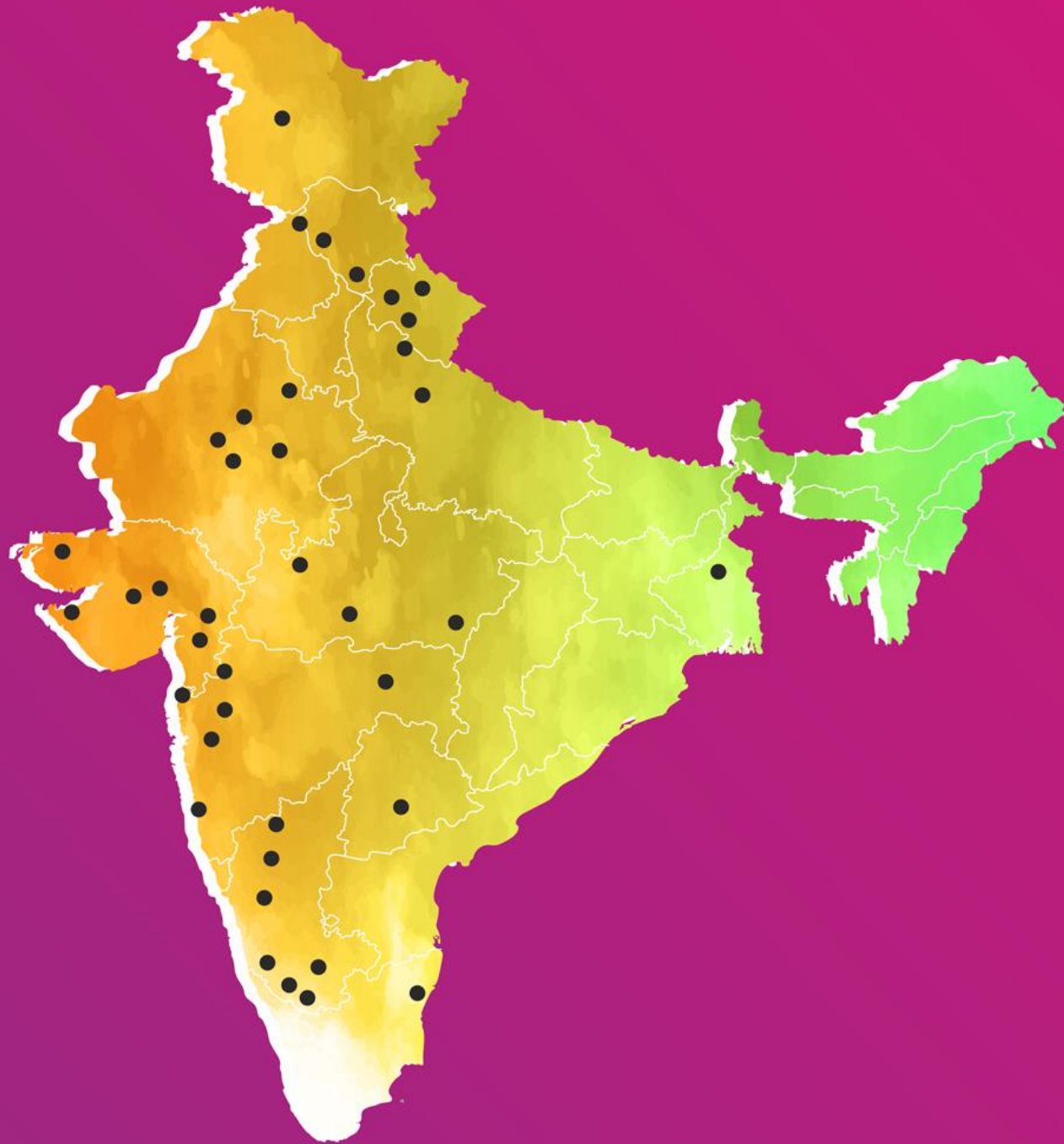
## **Mr. Shiwam Verma – VP Ops (Goa)**

Mr Shiwam has over 25 years of experience with Pride Hotels & Sarovar Hotels Graduate from Magadh University, Bihar



## **Dr. Ranabir Sanyal - Com Secretary & Compliance Officer**

A qualified Company Secretary & Law Graduate with 20 years experience having worked in brands Like Fermenta Biotech Ltd, DHFL Group & Reliance Retail Group



**73+**

**HOTELS ACROSS  
48+ LOCATIONS**

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**4,546+**

**LUXURY ROOMS, SUITES  
VILLAS & COTTAGES**



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 IIHM 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 featured in **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.
- Jeff's awarded the Best Pub 2022 by Time Food & Nightlife awards 2022
- Hotel Royal Orchid, Bangalore and Royal Orchid Central Manipal Central, 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



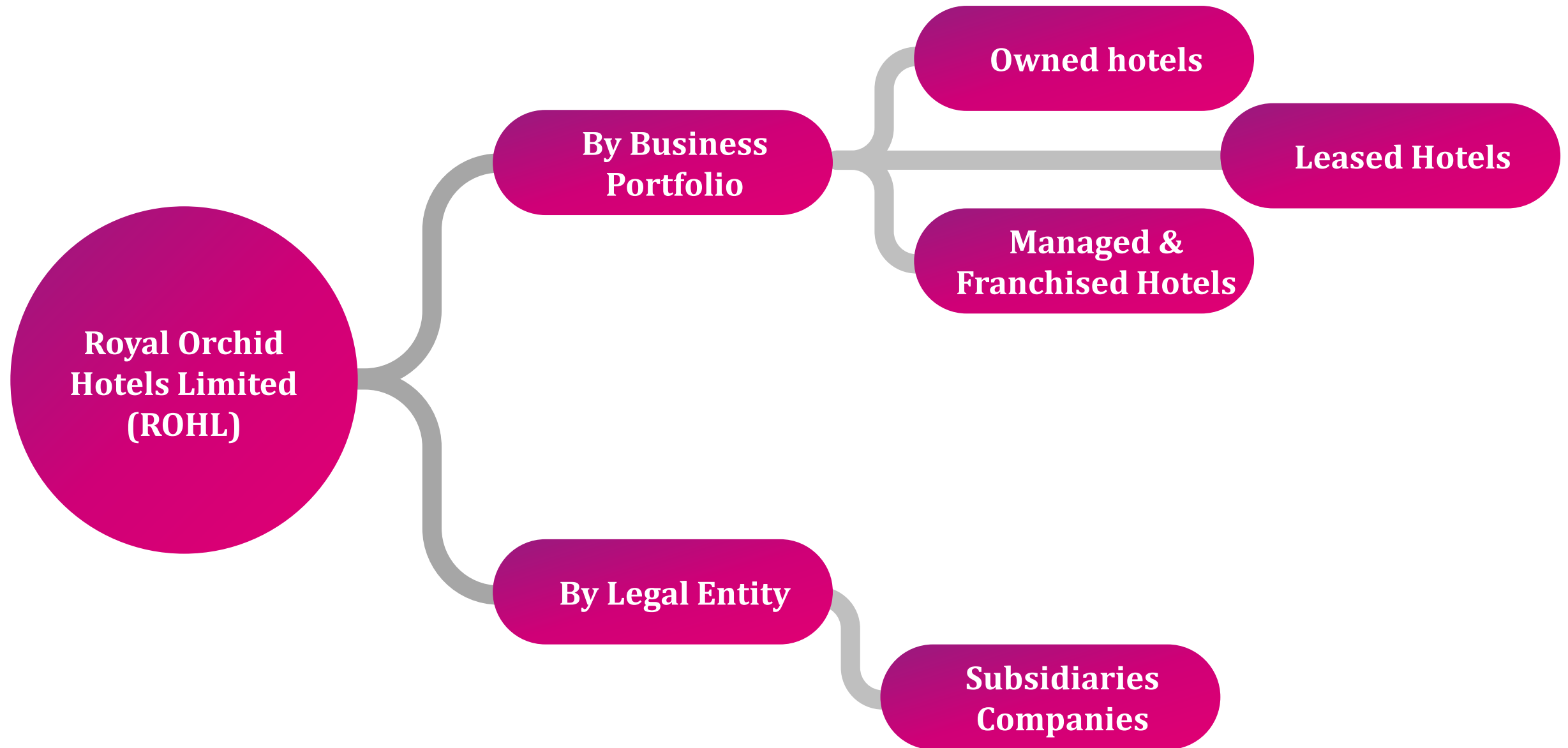
Our Offerings

Competitive Advantage





# Our Business Structure

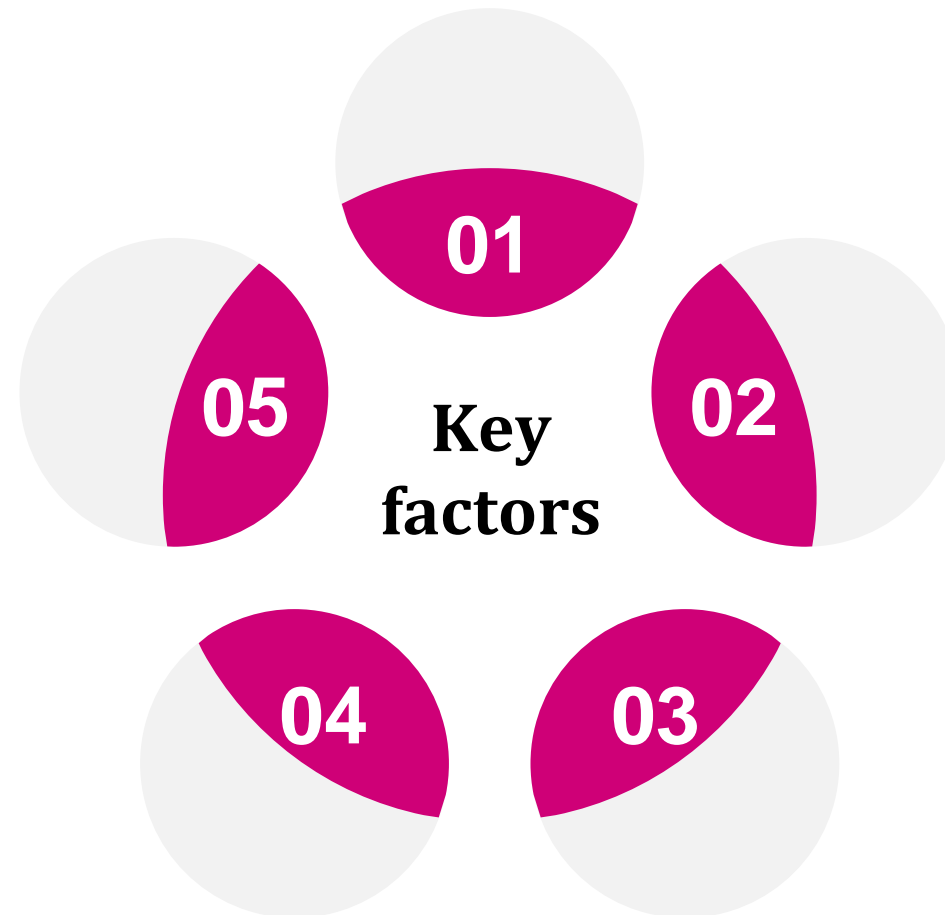


# Our Business Model -Asset Light Model

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

Facilitates expansion plans and ramping up presence

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

# Revenue Model

Category	FY 2019	FY2020	FY2021	Q1 - FY2022
Owned	591	591	591	591
Leased	433	433	501	501
Managed / Franchise	2,361	2,758	3,392	3,454
<b>Total Keys</b>	<b>3,385</b>	<b>3,783</b>	<b>4,484</b>	<b>4,546</b>

Category	Owned	Leased	JV	Managed / Franchise	Total
5 Star	268	-	139	-	<b>407</b>
4 Star	-	249	130	1,802	<b>2,181</b>
Service Apartment	-	-	-	159	<b>159</b>
Resort/Heritage/MICE	-	101	54	655	<b>810</b>
3 Star / Budget	-	83	-	838	<b>921</b>
<b>Total Keys</b>	<b>268</b>	<b>433</b>	<b>323</b>	<b>3,454</b>	<b>4,546</b>

Asset  
Portfolio

# ARR & Occ% for Owned & Managed Hotels

	<b>FY21 Q1</b>	<b>FY21-22</b>	<b>FY22 Q1</b>
Average Occupancy (Owned / Leased)	28%	57%	78%
Average Room Rate (Owned / Leased) (Rs)	2,769	3,572	4,880
Average Occupancy rate (Managed)	24%	44%	68%
Average Room Rate (Managed) (Rs)	2,536	3,191	3,660

# Properties Opened Q1 - 2022-23

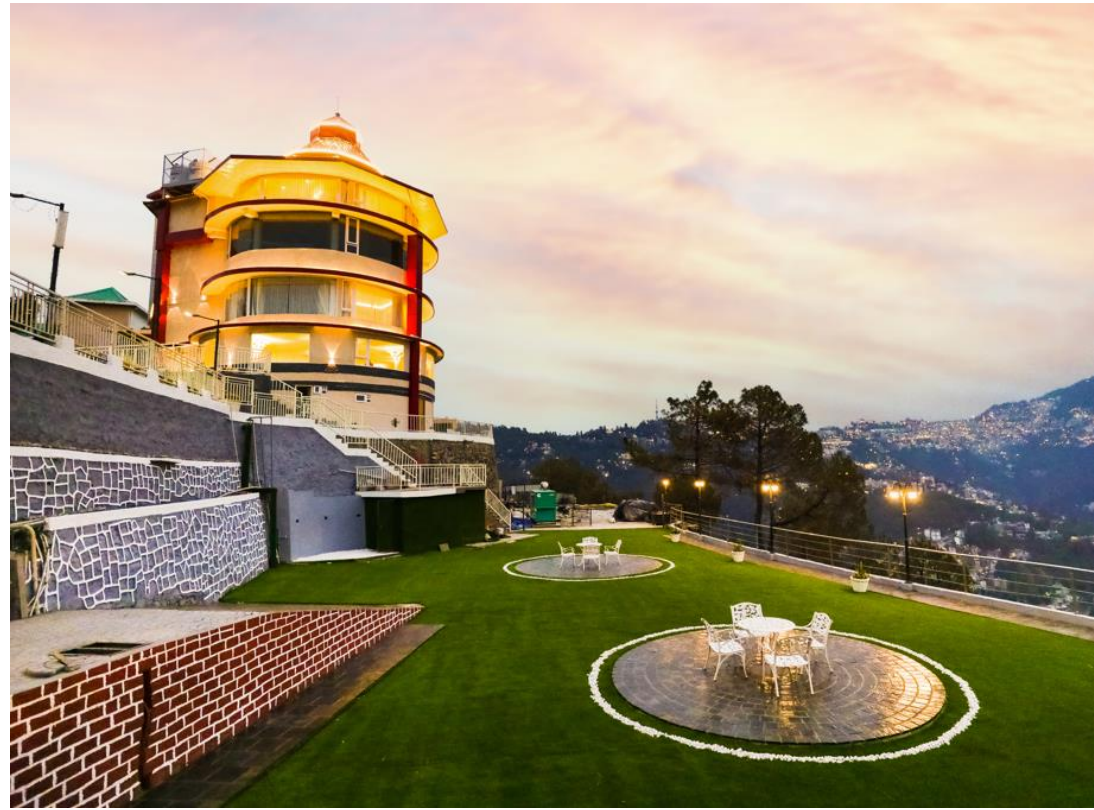
## Regenta Place Manali

- 37 Keys
- 02 Banquet Hall & Lawn
- 02 Restaurants



## Regenta Place Hill Stop, Shimla

- 25 Keys
- 01 Banquet Hall
- Pinxx - All day dining Restaurant
- **Shimla's Only One Revolving Restaurant**





# Upcoming Hotels by 2023

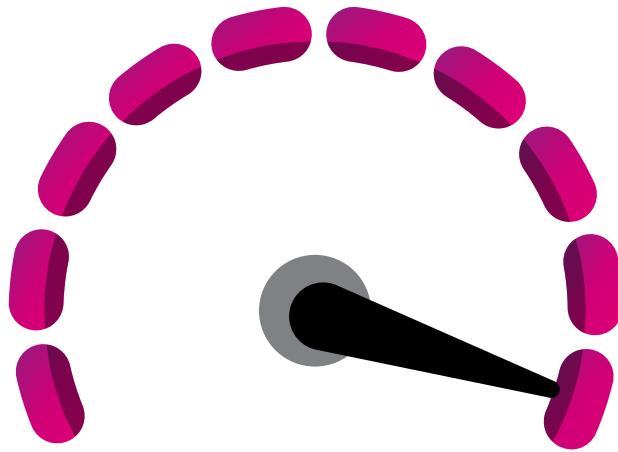
1	Regenta Resort	Hyderabad	56
2	Regenta Inn	Mahadevpura, Bangalore	49
3	Regenta Resort	Hoskote, Bangalore	75
4	Regenta Resort	Coorg	14
5	Regenta Resort	Gulbarga	88
6	Regenta Inn	Gangtok	35
7	Regenta Central	Digha - West Bengal	45
8	Regenta Central	Calangute, Goa	73
9	Regenta Central	Varanasi	106
10	Regenta Central	Dehradun	84
11	Regenta Resort	Pushkar	50
12	Regenta	Vadodara	80
13	Regenta Central	Solapur	50
14	Regenta Central	Nanded	60
15	Regenta Inn	Nellore	41
16	Regenta Inn	Varanasi	14
17	Regenta Inn	Varanasi	10

**17+**  
**Hotels**

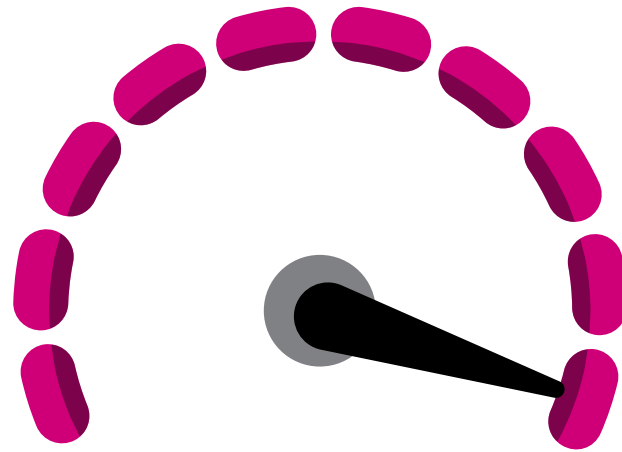
**1000+**  
**Keys**



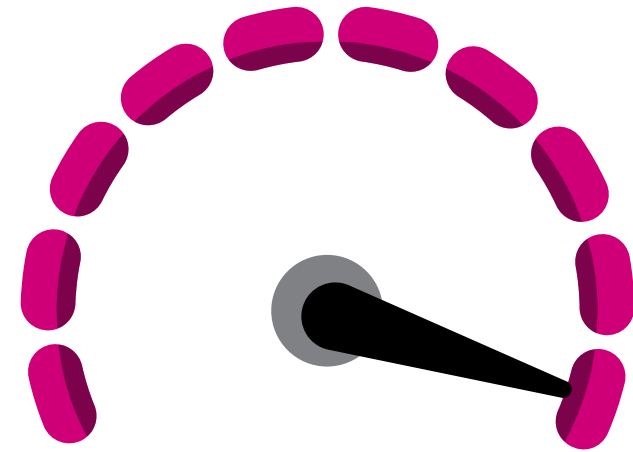
# Competitive Advantage



Balanced portfolio  
having presence in  
over 47 locations and  
11 states



Strong sales presence  
across major source  
markets in India



Affordable luxury having  
plethora of options for  
modern travellers

# Financial Overview



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



**Margins**



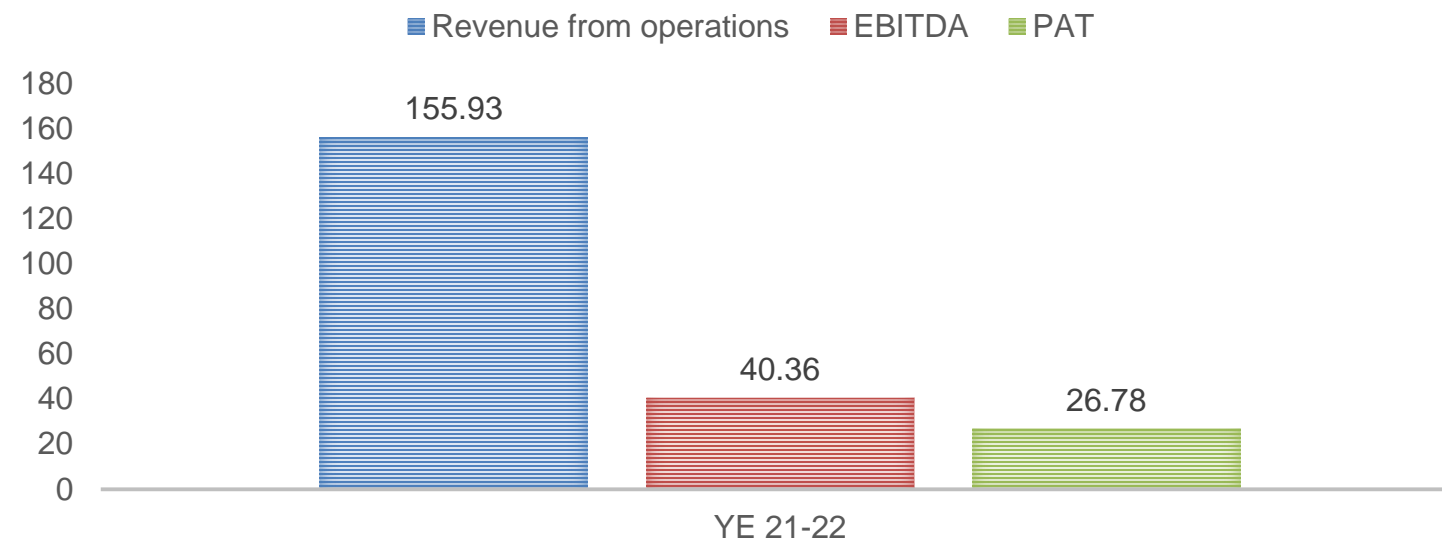
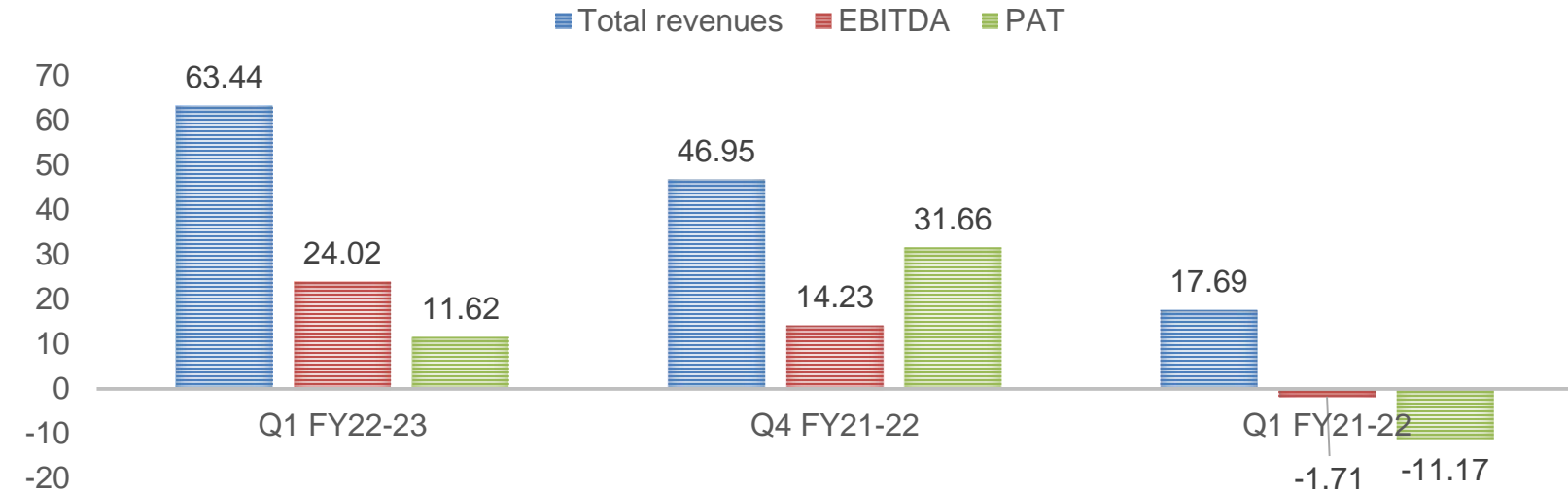
**Consolidated Income  
Statement & Balance  
Sheet snapshot**



**Shareholding**

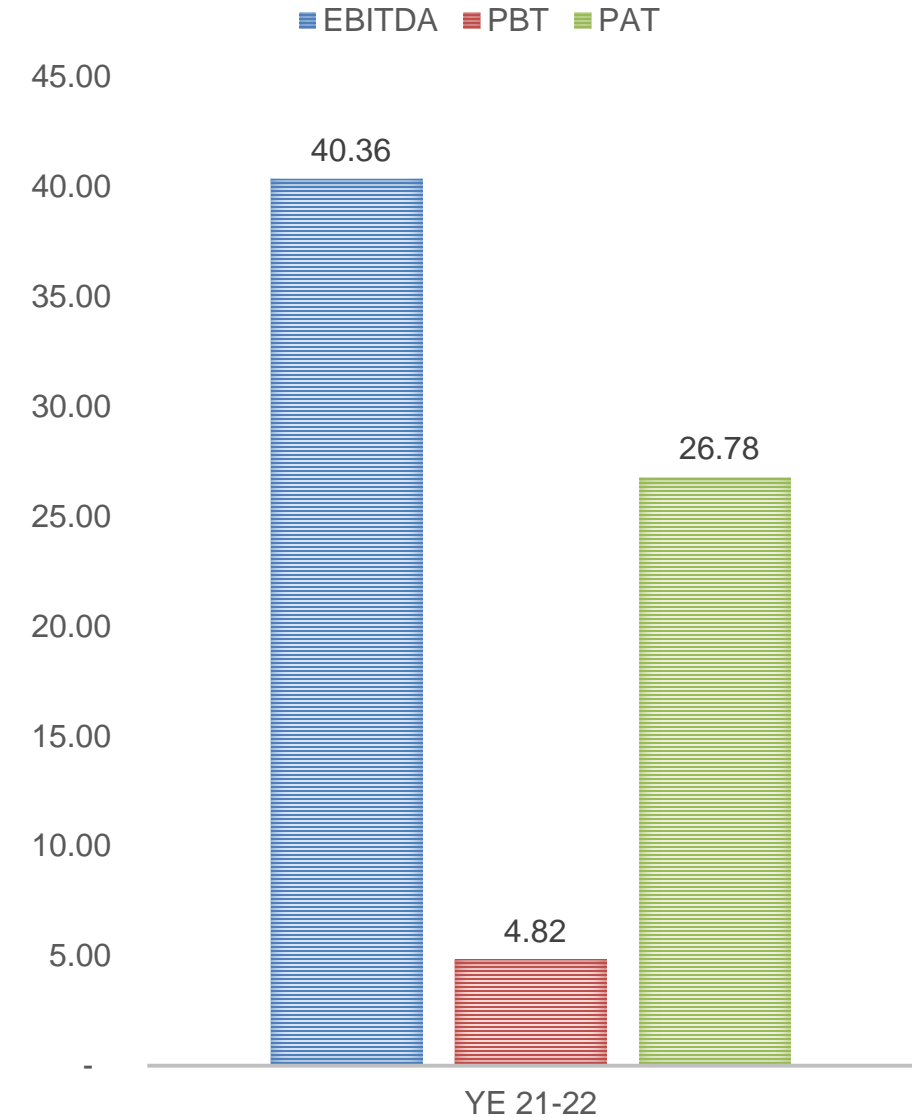
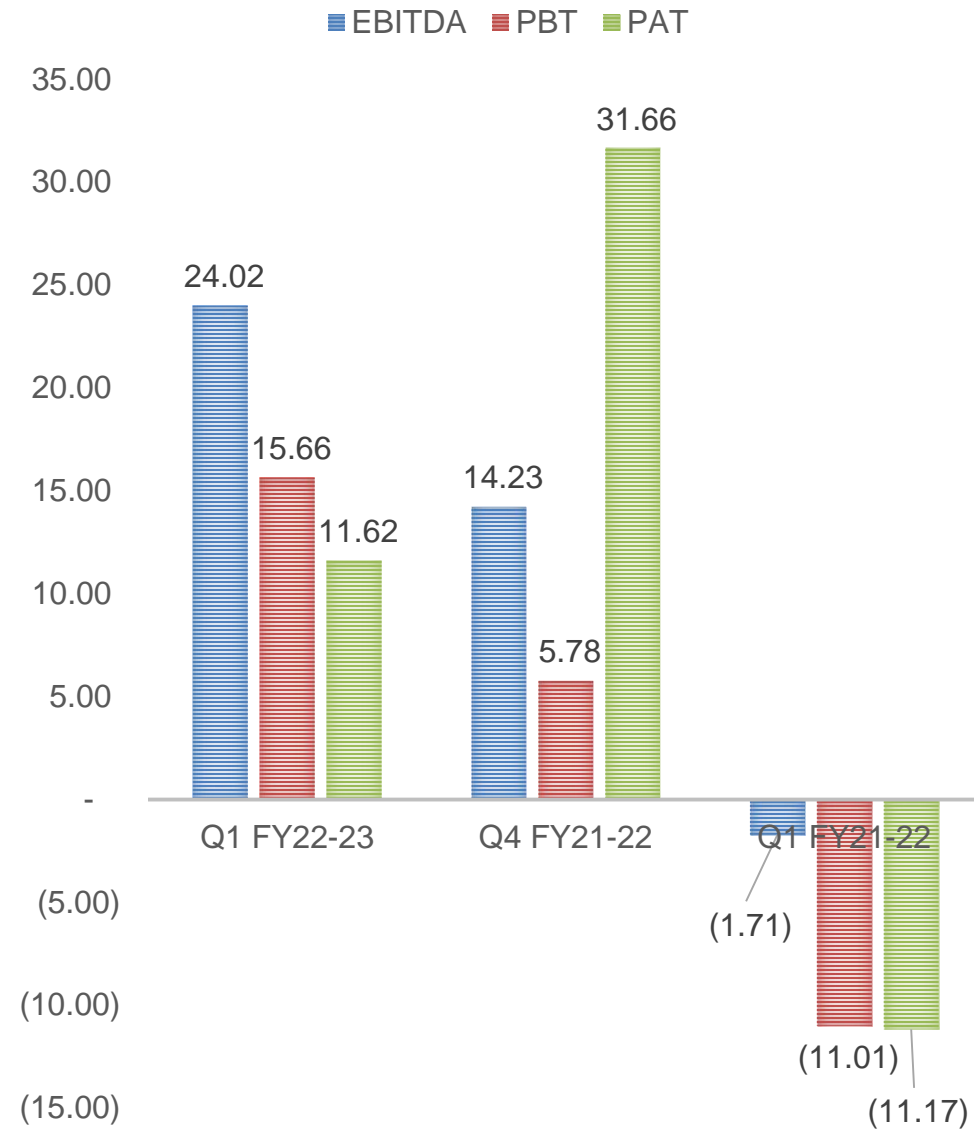
# Consolidated Quarter and FY2021 -22 highlights

Rs. In crore



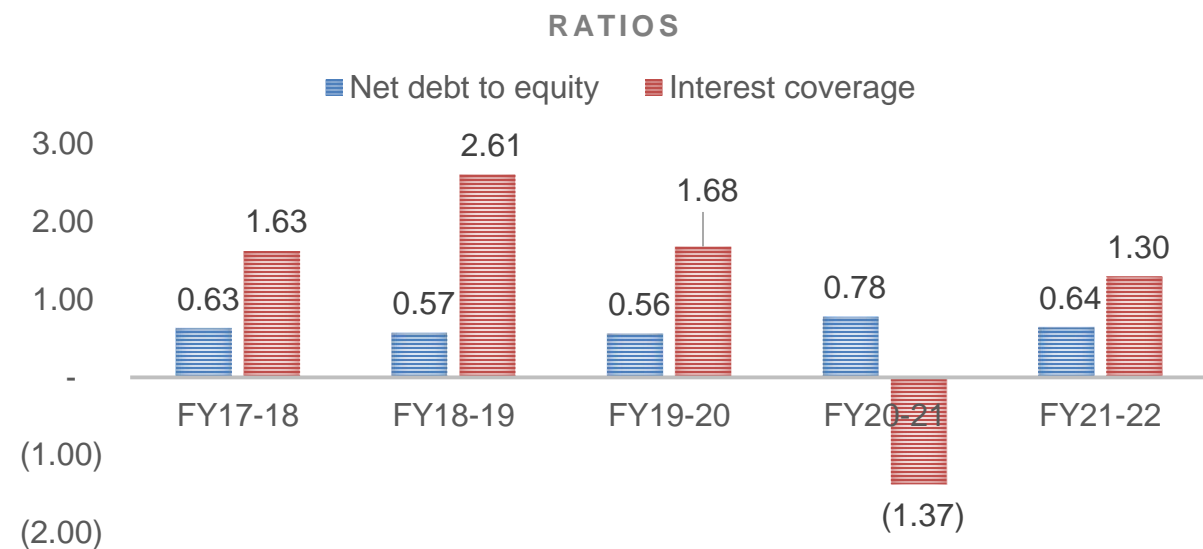
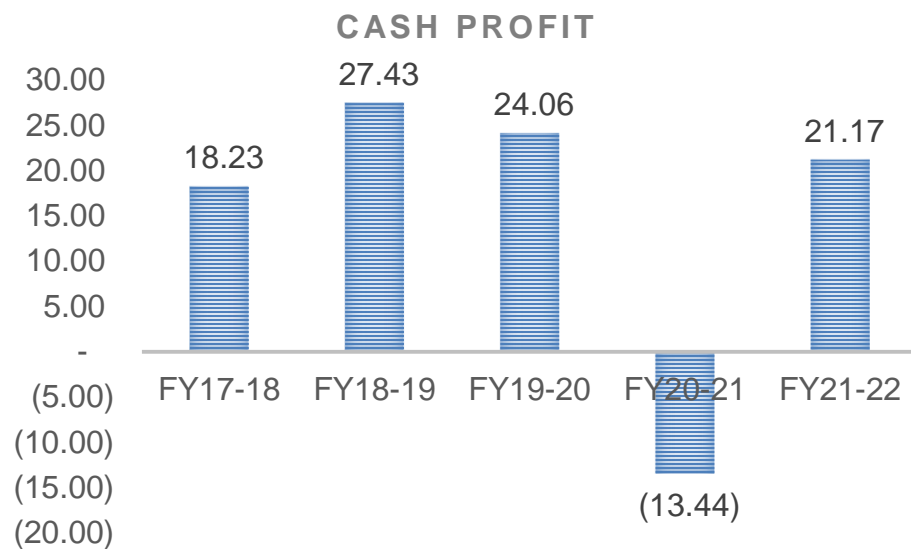
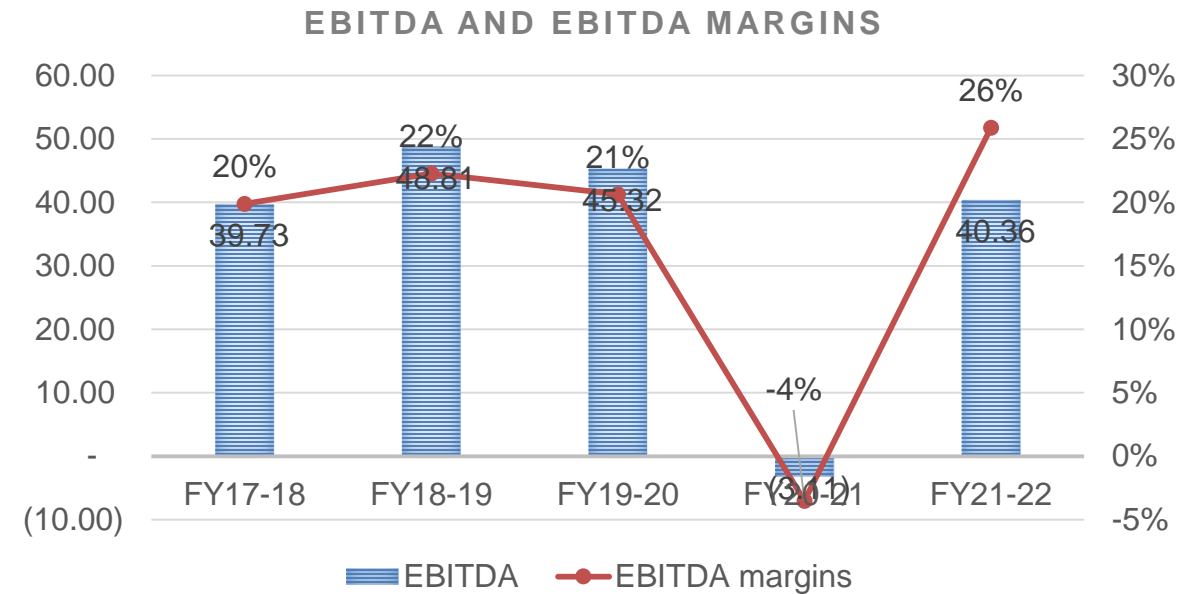
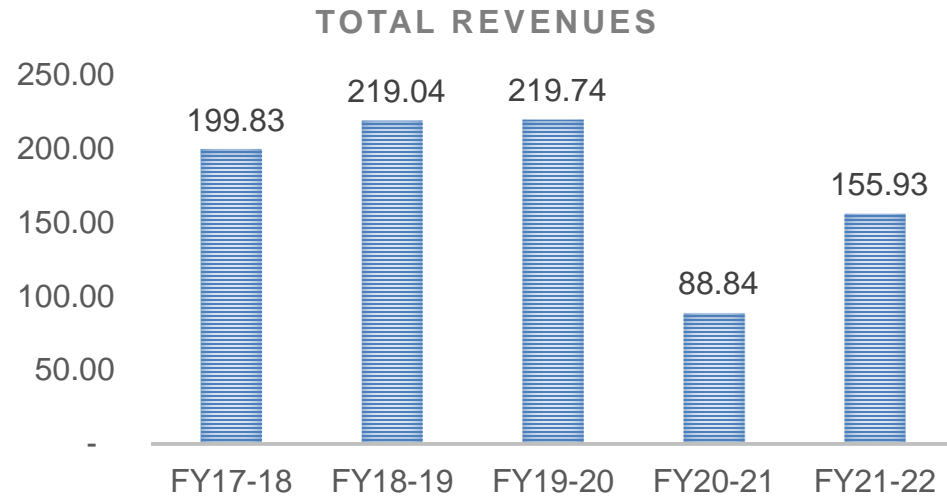
# Consolidated Margins

Rs. In crore



# Sustainable Growth – Consolidated Numbers FY 2021-22

Rs. In crore



# STATEMENT OF CONSOLIDATED FINANCIAL RESULTS - QUARTER ENDED 30 JUNE 2022

Rs. In Lacs

Particulars	Quarter ended			Year ended
	30 June 2022 (Unaudited)	31 March 2022 (Audited)	30 June 2021 (Unaudited)	31 March 2022 (Audited)
<b>Income</b>				
(a) Income from operations	6,044.80	3,953.03	1,435.97	13,852.39
(b) Other income	299.22	741.79	332.67	1,740.74
<b>Total Income</b>	<b>6,344.02</b>	<b>4,694.82</b>	<b>1,768.64</b>	<b>15,593.13</b>
<b>Expenses</b>				
(a) Cost of materials consumed	631.08	458.57	297.27	1,727.99
(b) Employee benefits expense	1,215.60	1,017.16	574.50	3,468.31
(c) Rent expense	262.56	191.58	54.93	686.35
(d) Power and fuel expense	472.56	328.54	229.78	1,345.76
(e) Other expenses	1,359.44	1,274.62	783.10	4,328.83
<b>Expenses before depreciation and amortisation and finance costs</b>	<b>3,941.24</b>	<b>3,270.47</b>	<b>1,939.58</b>	<b>11,557.24</b>
<b>Earnings/(Loss) before depreciation and amortisation, finance costs and taxes (1-2) (EBITDA)</b>	<b>2,402.78</b>	<b>1,424.35</b>	<b>(170.94)</b>	<b>4,035.89</b>
<b>Finance costs</b>	<b>401.02</b>	<b>388.31</b>	<b>453.90</b>	<b>1,609.71</b>
<b>Depreciation and amortisation expense</b>	<b>434.55</b>	<b>457.48</b>	<b>476.40</b>	<b>1,944.33</b>
<b>Total expenses (2+4+5)</b>	<b>4,776.81</b>	<b>4,116.26</b>	<b>2,869.88</b>	<b>15,111.28</b>
<b>Profit/(Loss) before exceptional items and tax (1-6)</b>	<b>1,567.21</b>	<b>578.56</b>	<b>(1,101.24)</b>	<b>481.85</b>
<b>Exceptional items (refer note 4)</b>	<b>-</b>	<b>2,675.34</b>	<b>-</b>	<b>2,505.34</b>
<b>Profit/(Loss) before tax (7+8)</b>	<b>1,567.21</b>	<b>3,253.90</b>	<b>(1,101.24)</b>	<b>2,987.19</b>
<b>Tax expense/(credit)</b>				
(a) Current tax (credit)/charge	382.10	(16.80)	1.42	82.62
(b) Prior year taxes (credit)	-	(0.72)	-	(0.72)
(c) Deferred tax charge/(credit)	21.90	104.33	14.48	226.83
<b>Total tax expense/(credit)</b>	<b>404.00</b>	<b>86.81</b>	<b>15.90</b>	<b>308.73</b>
<b>Net Profit/(Loss) for the period (9-10)</b>	<b>1,163.21</b>	<b>3,167.09</b>	<b>(1,117.14)</b>	<b>2,678.46</b>
<b>Share of profit of associate</b>	<b>(9.97)</b>	<b>-</b>	<b>-</b>	<b>-</b>
<b>Net Profit/(Loss) for the period and share of profit of associate</b>	<b>1,153.24</b>	<b>3,167.09</b>	<b>(1,117.14)</b>	<b>2,678.46</b>
<b>Other Comprehensive Income/(Loss)</b>				
Items that will be reclassified subsequently to profit or loss	37.16	33.48	-	33.48
Income tax relating to items that will be reclassified to profit or loss	-	-	-	-
Items that will not be reclassified to profit or loss	-	(27.74)	-	(27.74)
Income tax relating to items that will not be reclassified to profit or loss	-	3.51	-	3.51
	37.16	9.25	-	9.25
<b>Total Comprehensive Income/(Loss) for the period (12+13)</b>	<b>1,190.40</b>	<b>3,176.34</b>	<b>(1,117.14)</b>	<b>2,687.71</b>

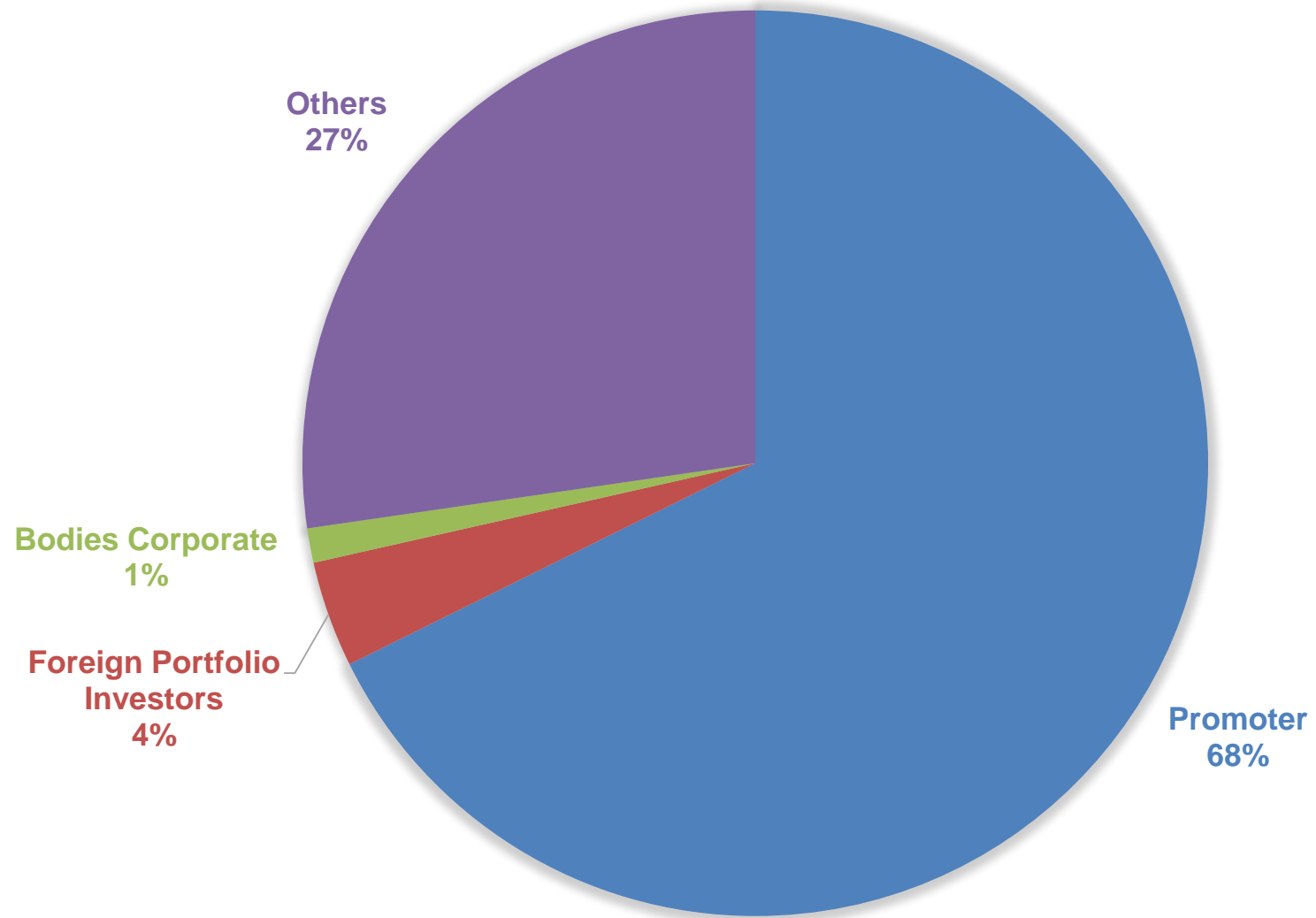


# STATEMENT OF STANDALONE FINANCIAL RESULTS - QUARTER ENDED 30 JUNE 2022

Rs. In Lacs

Particulars	Quarter ended			Year ended
	30 June 2022 (Unaudited)	31 March 2022 (Audited)	30 June 2021 (Unaudited)	31 March 2022 (Audited)
<b>Income</b>				
<b>(a) Income from operations</b>	3,808.04	2,317.05	935.97	7,973.90
<b>(b) Other income</b>	135.68	339.81	172.21	851.27
<b>Total Income</b>	3,943.72	2,656.86	1,108.18	8,825.17
<b>Expenses</b>				
<b>(a) Cost of materials consumed</b>	416.00	284.06	248.72	1,110.31
<b>(b) Employee benefits expense</b>	622.68	90.95	262.24	1,622.96
<b>(c) Rent expense</b>	252.30	181.71	87.20	670.40
<b>(d) Power and fuel expense</b>	360.65	238.35	155.34	900.96
<b>(e) Other expenses</b>	838.78	610.92	335.53	2,166.86
<b>Expenses before depreciation and amortisation and finance costs</b>	2,490.41	1,805.99	1,089.03	6,471.49
<b>Earnings before depreciation and amortisation, finance costs and taxes (1-2) (EBITDA)</b>	1,453.31	850.87	19.15	2,353.68
<b>Finance costs</b>	269.55	231.96	257.85	885.76
<b>Depreciation and amortisation expense</b>	261.57	221.58	211.57	854.87
<b>Total expenses (2+4+5)</b>	3,021.53	2,259.53	1,558.45	8,212.12
<b>Profit/(Loss) before exceptional items and tax (1-6)</b>	922.19	397.33	(450.27)	613.05
<b>Exceptional items (refer note 4)</b>	-	-	(331.66)	(501.66)
<b>Profit/(loss) before tax (7+8)</b>	922.19	397.33	(781.93)	111.39
<b>Tax expense/(credit)</b>				
<b>(a) Current tax</b>	260.00	-	-	-
<b>(b) Deferred tax charge/(credit)</b>	(25.80)	119.17	15.96	184.03
<b>Total tax expense/(credit)</b>	234.20	119.17	15.96	184.03
<b>Net Profit/(Loss) for the period (9-10)</b>	687.99	278.16	(797.89)	(72.64)
<b>Other Comprehensive Income/(Loss)</b>				
<b>Items that will not be reclassified to profit or loss</b>	-	(17.16)	-	(17.16)
<b>Income tax relating to items that will not be reclassified to profit or loss</b>	-	4.77	-	4.77
<b>Total Other Comprehensive Income/(Loss)</b>	-	(12.39)	-	(12.39)
<b>Total Comprehensive Income/(loss) for the period (11+12)</b>	687.99	265.77	(797.89)	(85.02)

# Shareholding



Promoter	67.68
Foreign Portfolio Investors	3.79
Bodies Corporate	1.23
Others	27.30
<b>Total</b>	<b>100</b>



# 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.”

”



**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



**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







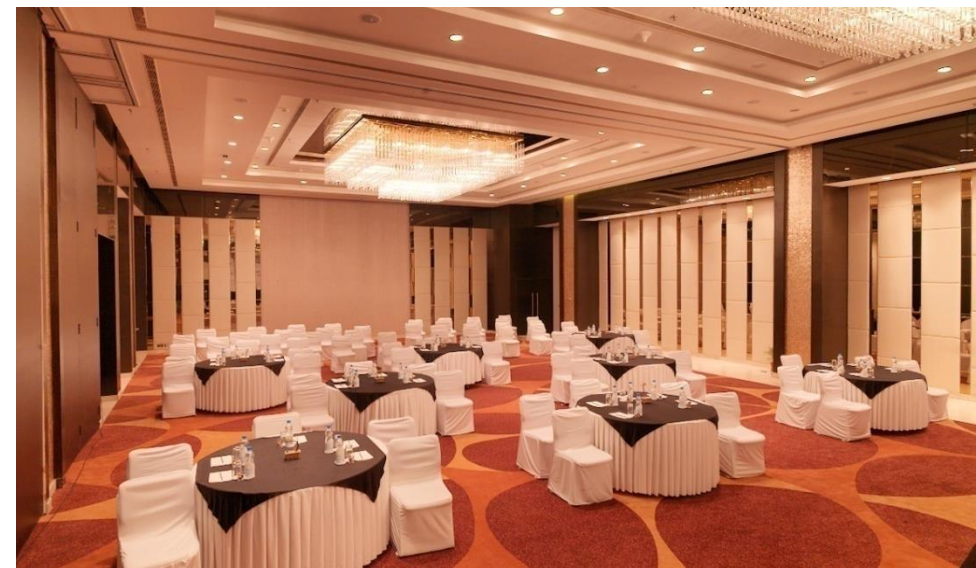
Royal Orchid Resort & Convention Centre, Bangalore







Hotel Royal Orchid, Jaipur







Royal Orchid Central, Hampi, Hospet







Regenta Resort, Belagavi







Regenta Kabini Springs Resort, Kabini







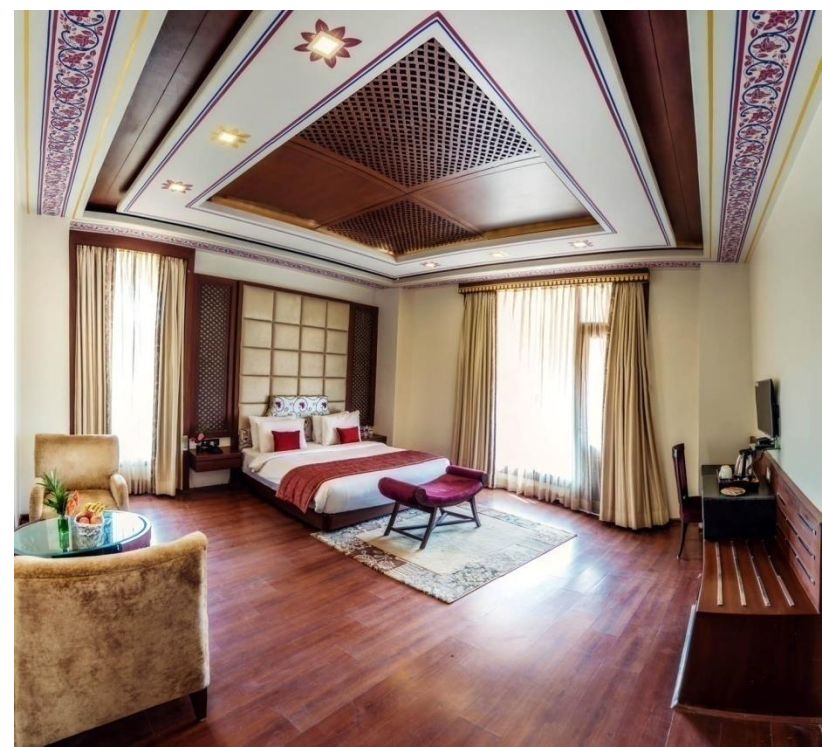
Regenta Resort & Spa Mashobra, Shimla







Regenta Resort, Vanya Mahal, Ranthambore







Royal Orchid Fort Resort, Mussoorie







Royal Orchid Beach Resort & Spa, Goa







Regenta Inn, Manali



**Thank You**

