



**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@royalorchidshotels.com

**Date: February 13, 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: Revised Investors Presentation**

Pursuant to Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, and in continuation to our earlier submissions on schedule of Analyst Meeting, please find enclosed herewith Revised 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. Q3 & 9 Months Ended 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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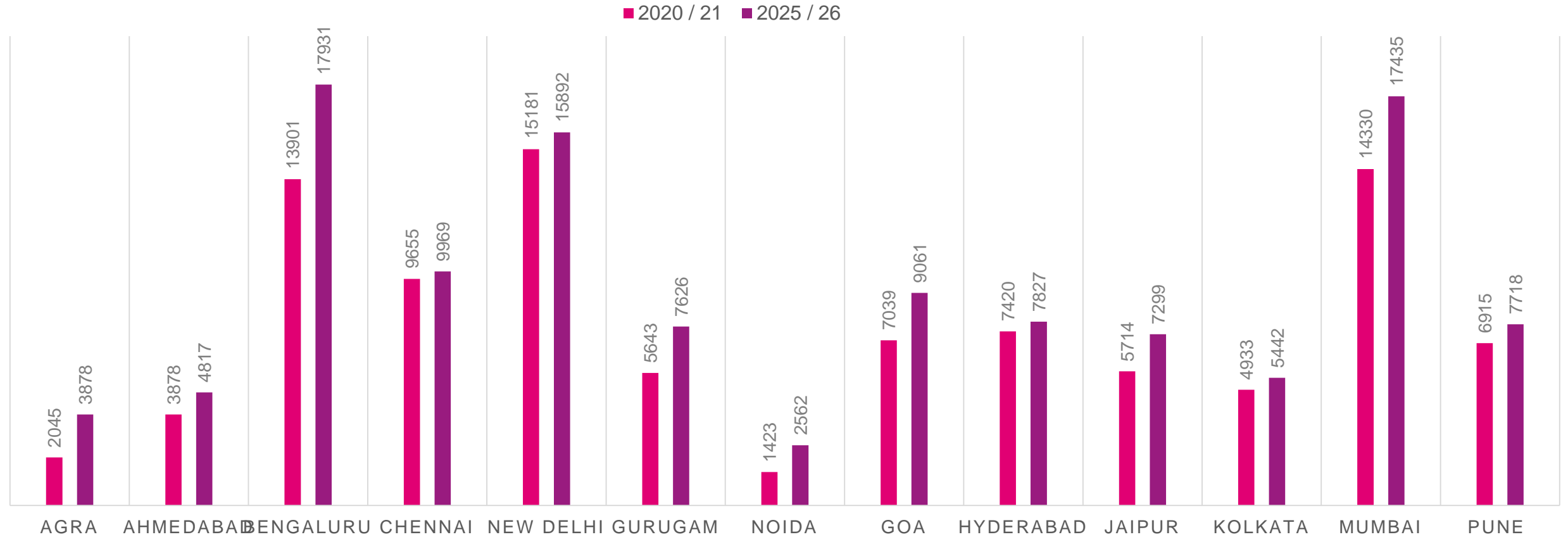
**Business Overview**

**04**

**Financial Overview**

# Industry Outlook

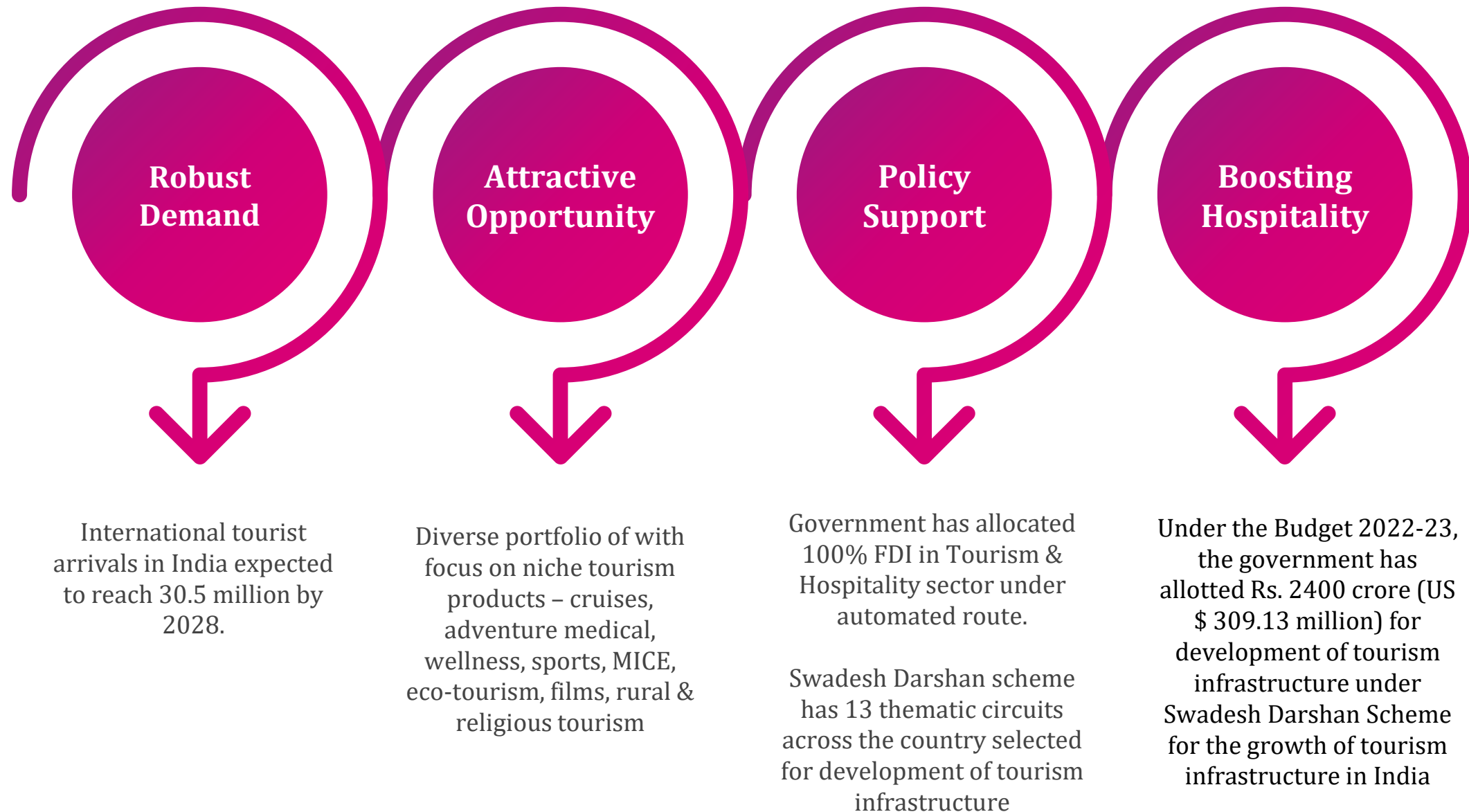
## PROPOSED BRANDED HOTEL ROOMS ACROSS MAJOR CITIES



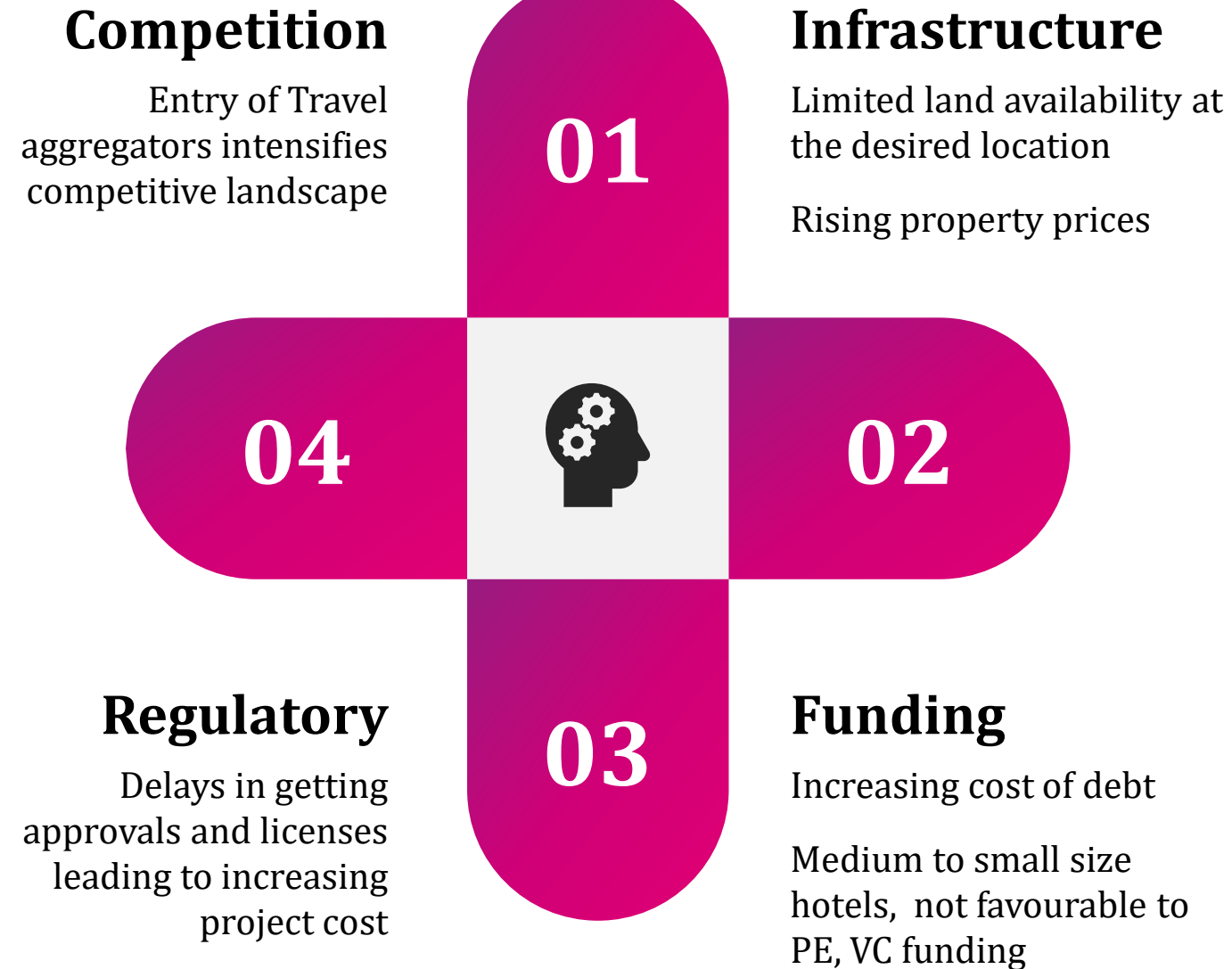
Source: India Hospitality Trends & Opportunity report by Hotelivate

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

## SERVICE APARTMENTS

Royal Orchid Suites  
Regenta Suites

### 4 STAR

Royal Orchid Central  
Regenta Central

### RESORT / HERITAGE

Royal Orchid Resort  
Regenta Resort

### 5 STAR

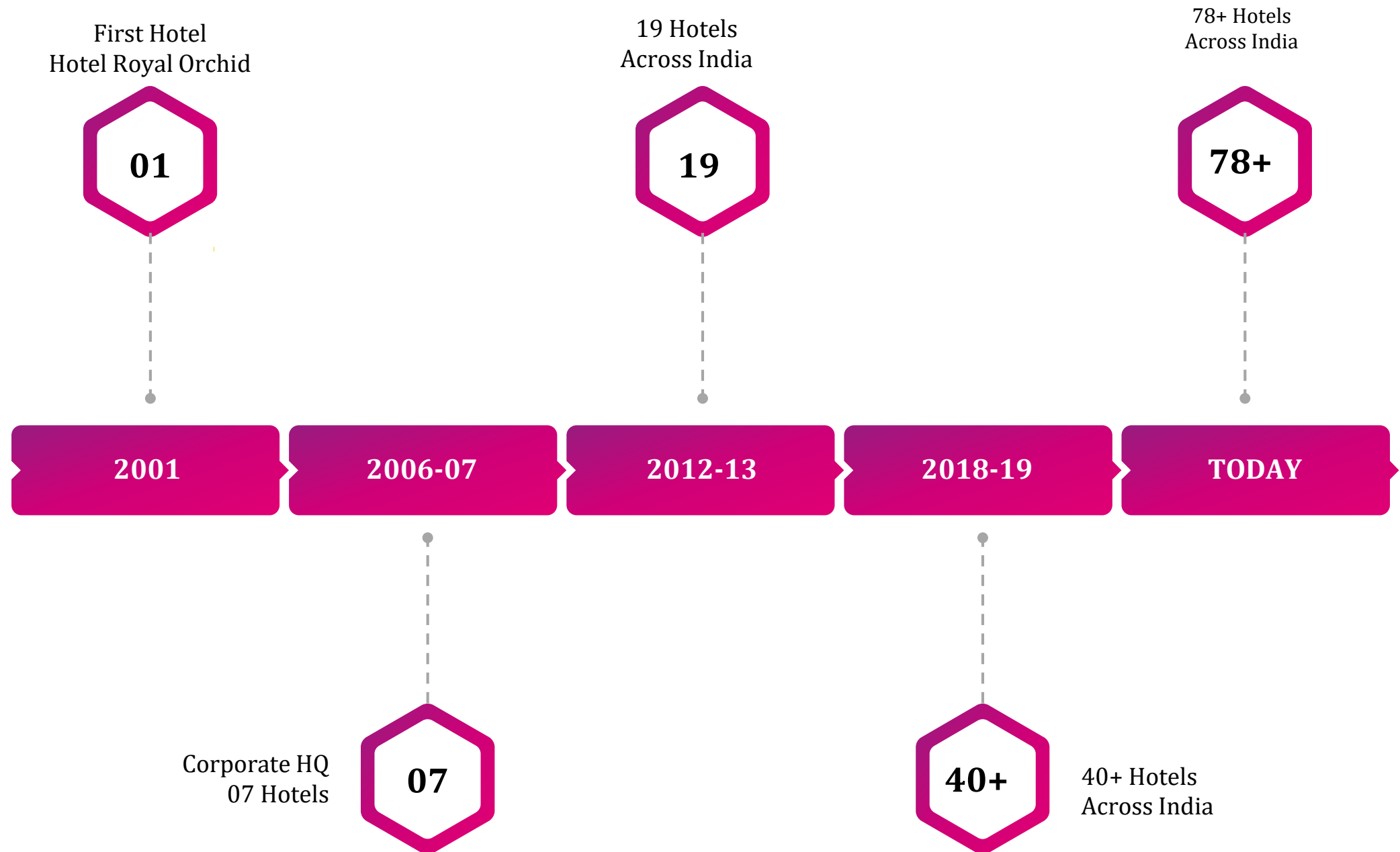
Hotel Royal  
Orchid

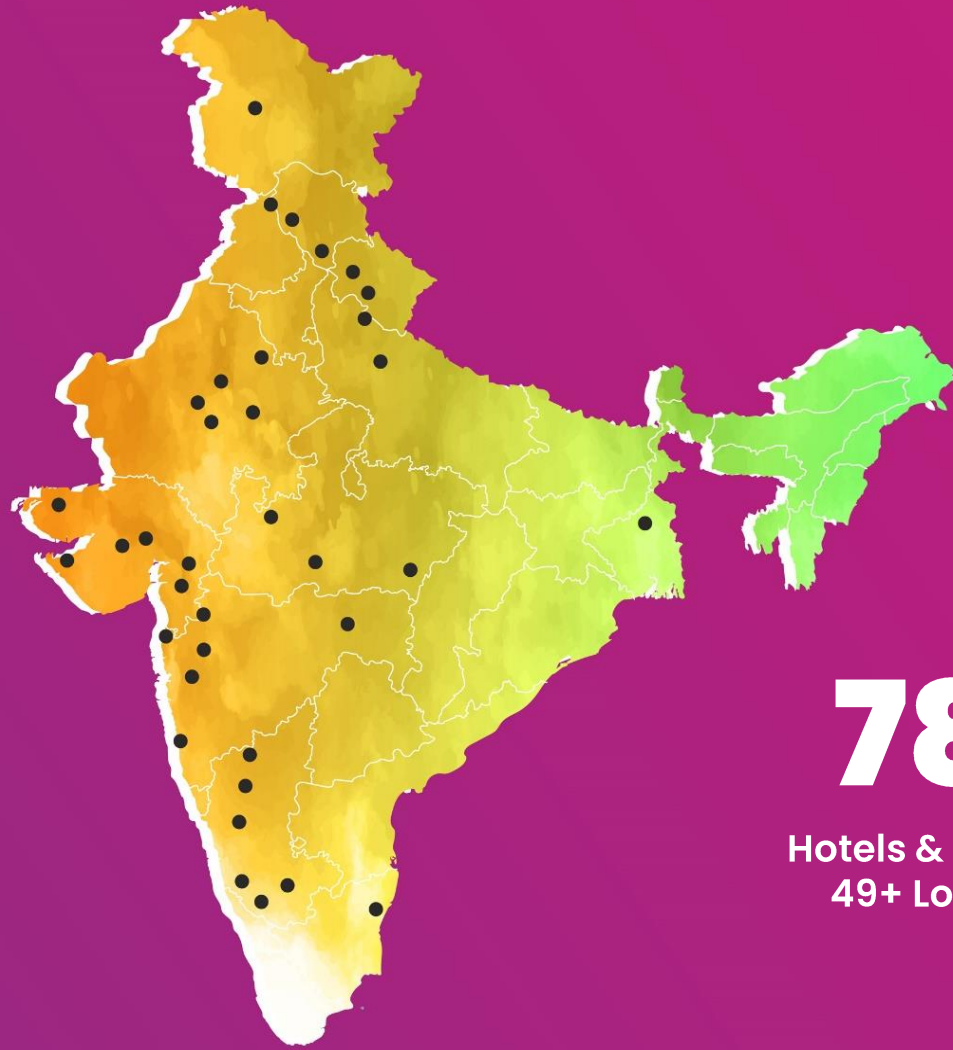
### BUDGET

Royal Place  
Regenta Inn

<b>78+</b> Hotels & Resorts	<b>49+</b> Locations	<b>11</b> States	<b>4,805</b> keys	<b>2.6+ Lac</b> Loyalty members
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# Our Journey





# Today Our Presence

**78+**

Hotels & Resorts in  
49+ Locations

**4805+**

Luxury Rooms,  
Villas & Premium Suites

**150+**

Specialty & All day Dining  
Restaurants



30+ Business  
Destinations



16+ Wedding  
Destinations



4+ Wildlife  
Destinations




20+ 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. 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 Vazhveli**  
**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:

- 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.
- Ajay Sampige, General Manager, 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

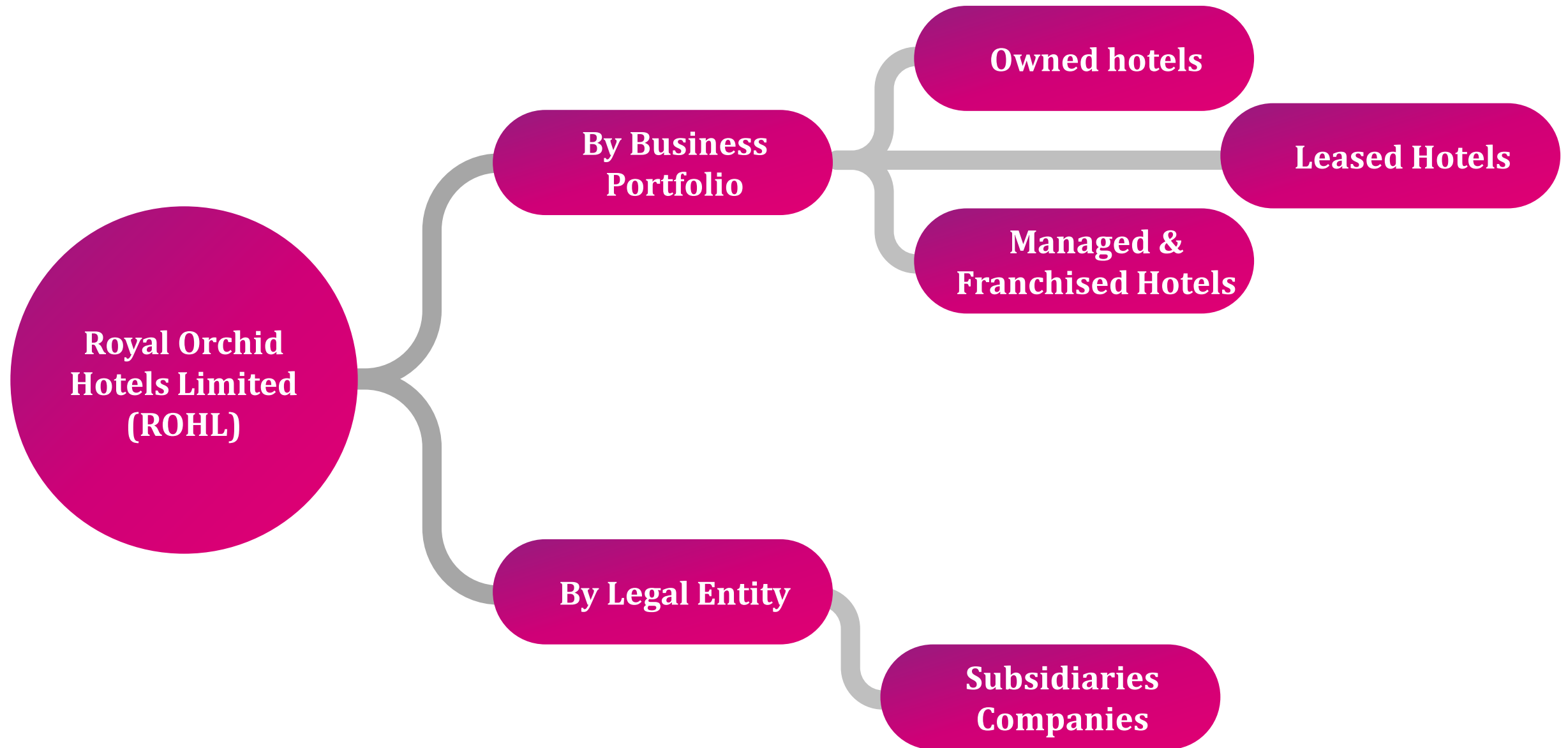


Our Offerings

Competitive Advantage



# Our Business Structure

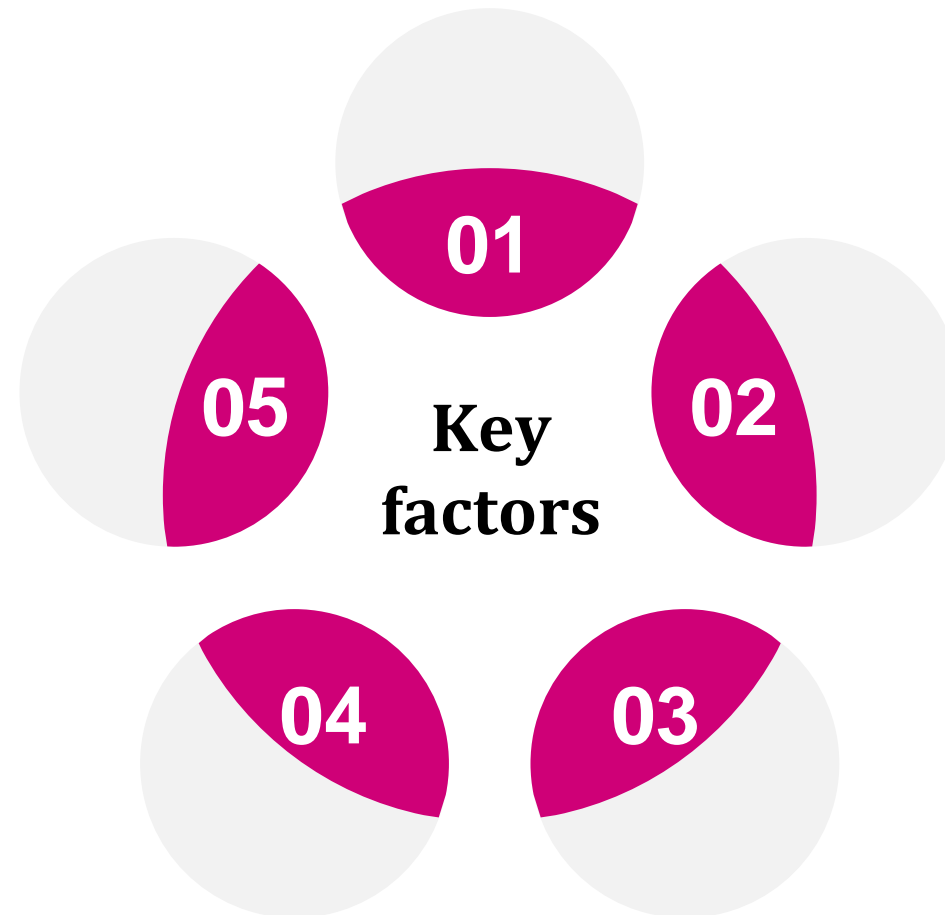


# Our Business Model -Asset Light Model

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

Facilitates expansion plans and ramping up presence

Creates brand visibility at a faster rate



No upfront requirement of capex

Maintenance Capex required - Minimal

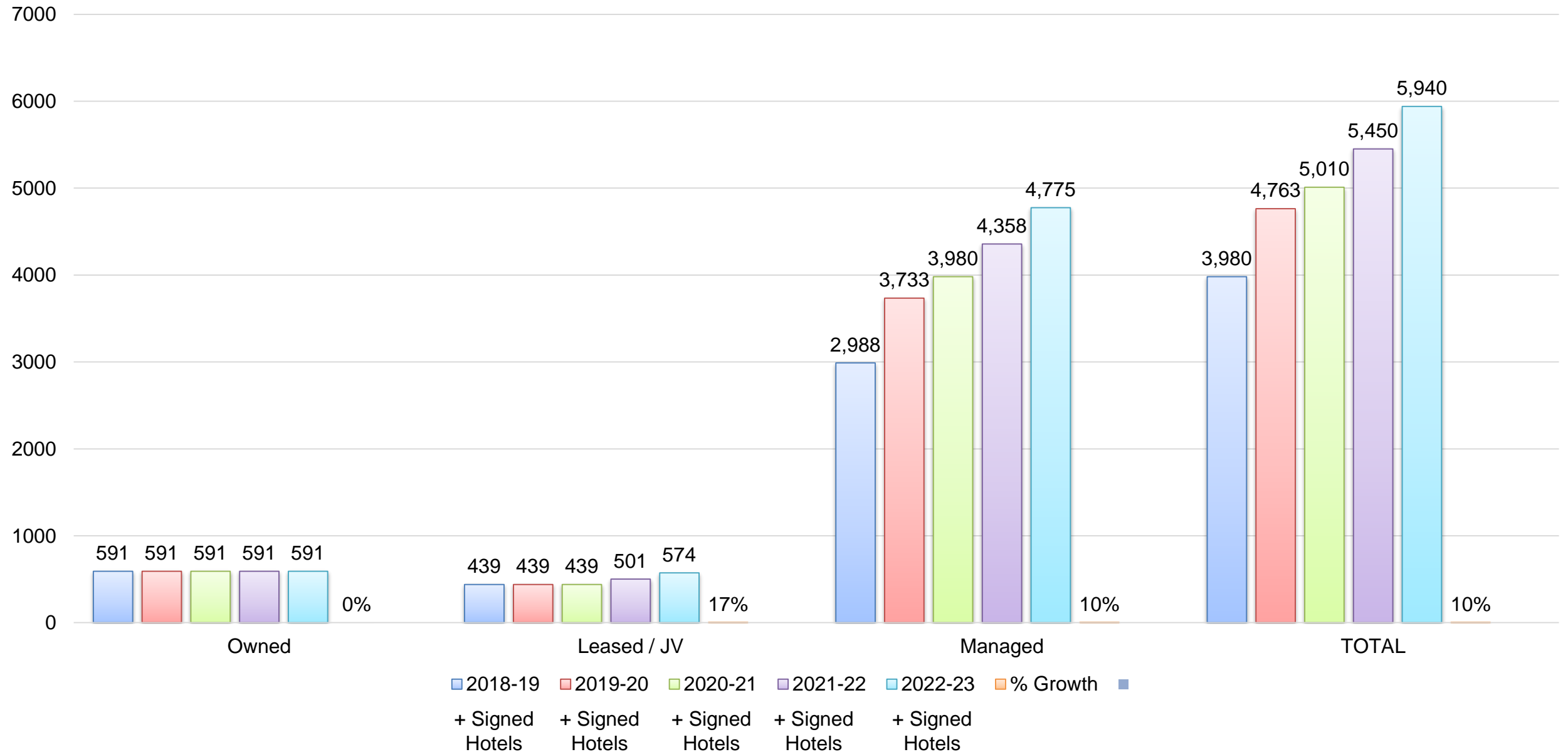
Break even of Operating profit in just 1 year

# Revenue Model

Asset  
Portfolio

Category	Owned	Leased	JV	Managed / Franchise	Total
5 Star	268	-	139	-	407
4 Star	-	323	130	1895	2348
Service Apartment	-	67	-	159	226
Resort/Heritage/MI CE	-	101	54	631	786
3 Star / Budget	-	83	-	955	1038
<b>Total Keys</b>	<b>268</b>	<b>574</b>	<b>323</b>	<b>3640</b>	<b>4,805</b>

# Growth in rooms



# Property breakup with rooms

No of Keys	FY21-22	Q3 of FY21-22	Q3 of FY22-23	9M of FY22-23
Management / Franchisee Contracts	3,258	52	185	3,640
Leased	396	-	73	574
Owned (Domestic)	195	-	-	268
Owned (Overseas)	-	-	-	-
JV	433	-	-	323
<b>Total KEYS</b>	<b>4,282</b>	<b>52</b>	<b>258</b>	<b>4,805</b>
Average Occupancy (JLO)	57%	75%	76%	77%
Average Room Rate (JLO) (Rs)	3,392	4,331	5,914	5,220
Average Occupancy rate (Managed)	48%	64%	67%	64%
Average Room Rate (Managed) (Rs)	3,214	3,640	4,106	3,784

# Upcoming Hotels by - 2023

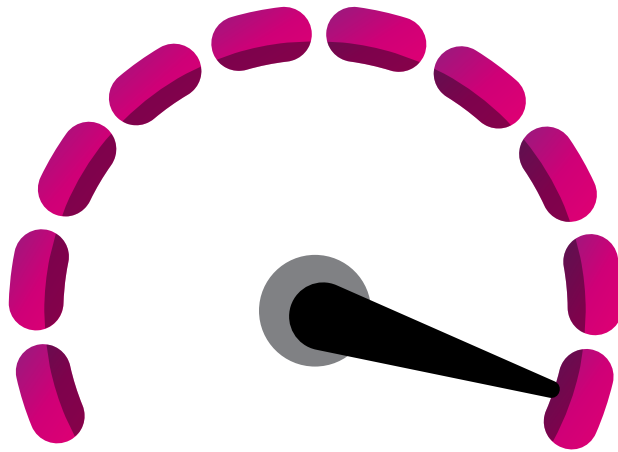
SI No	Hotel Name	City / Location
1	Regenta Inn	Bannerghatta, Bangalore
2	Regenta Resort	Coorg, Karnataka
3	Regenta Resort	Gulbarga, Karnataka
4	Regenta Inn	HRBR , Bangalore
5	Regenta Inn	Kormangala, Bangalore
6	Regenta Inn	Nellore
7	Regenta Inn	Gangtok
8	Regenta Inn	Digha - West Bengal
9	Regenta Inn	Gurgaon, Sector 47
10	Regenta Central	Ambala, Haryana
11	Regenta Place	Mohali
12	Regenta Place	Amritsar
13	Regenta Place	Phagwara
14	Regenta Inn	Raipur
15	Regenta Place	Bhopal
16	Regenta Central	Dehradun
17	Regenta Inn	McLeod Ganj
18	Regenta Central	Varanasi
19	Regenta Place	Juhu, Mumbai
20	Regenta Resort	Guhagar, Ratnagiri
21	Regenta Central	Pimpri , Pune

**21+**  
**Hotels**

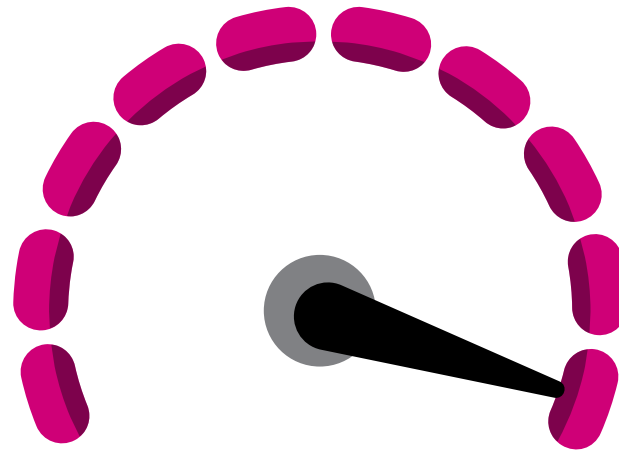
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**1135+**  
**Keys**

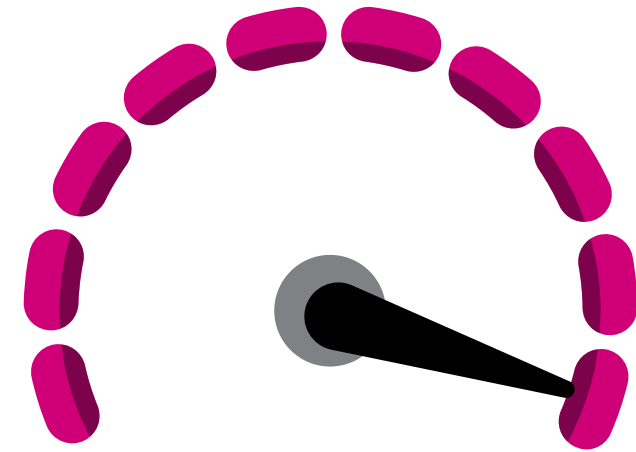
# Competitive Advantage



Balanced portfolio  
having presence in  
over 49 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**

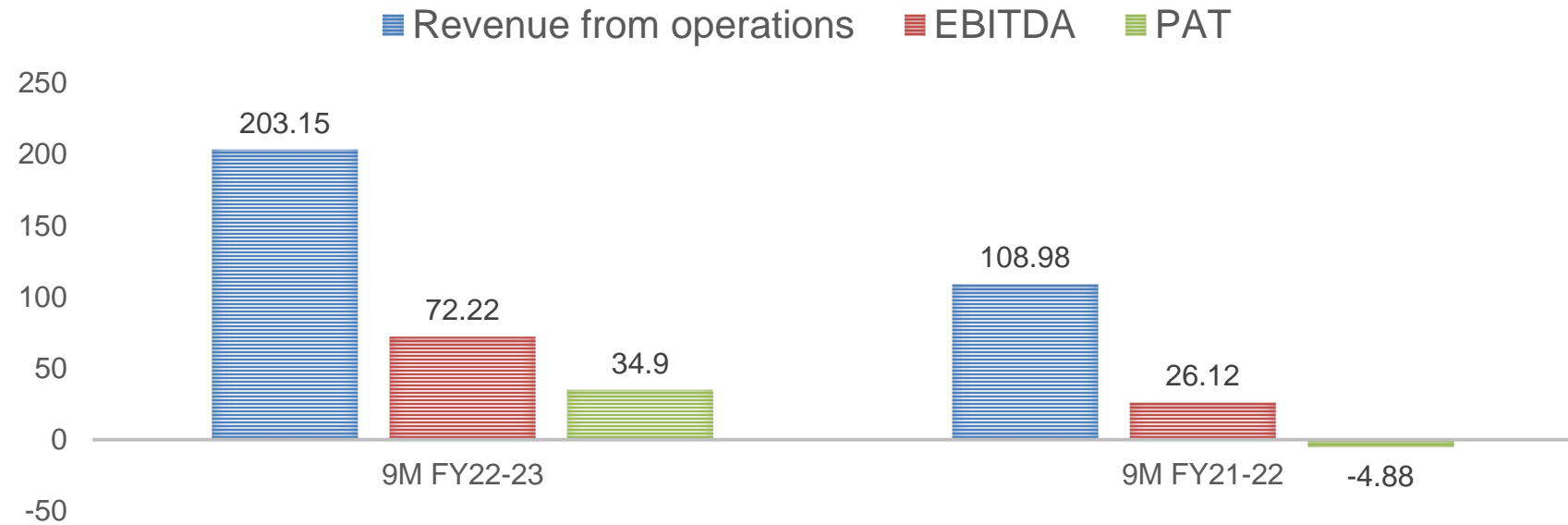
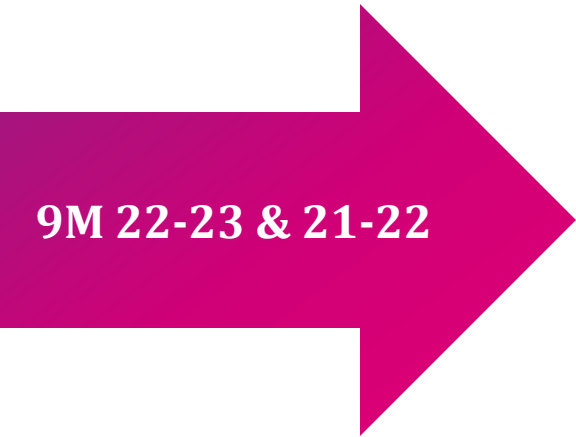
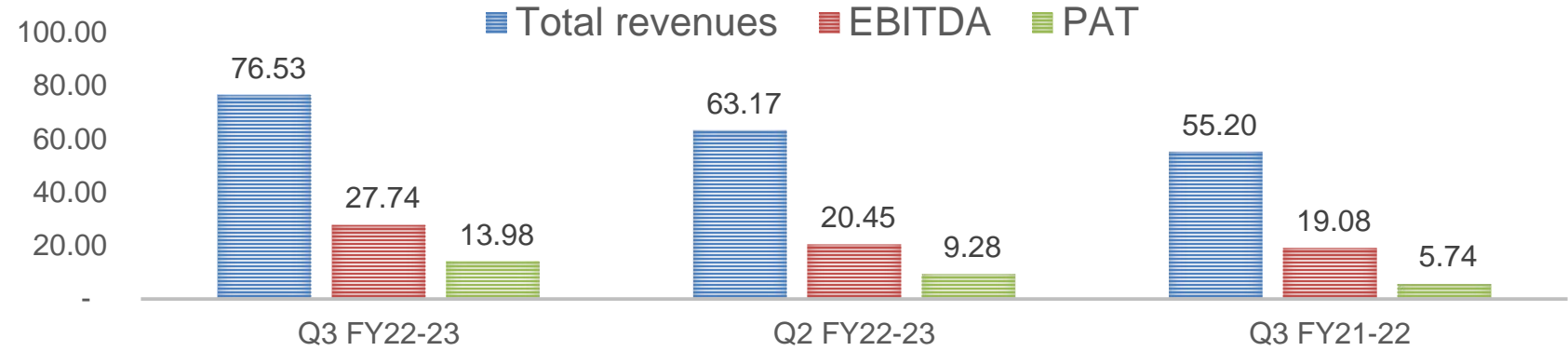


**Consolidated Income  
Statement & Balance  
Sheet snapshot**

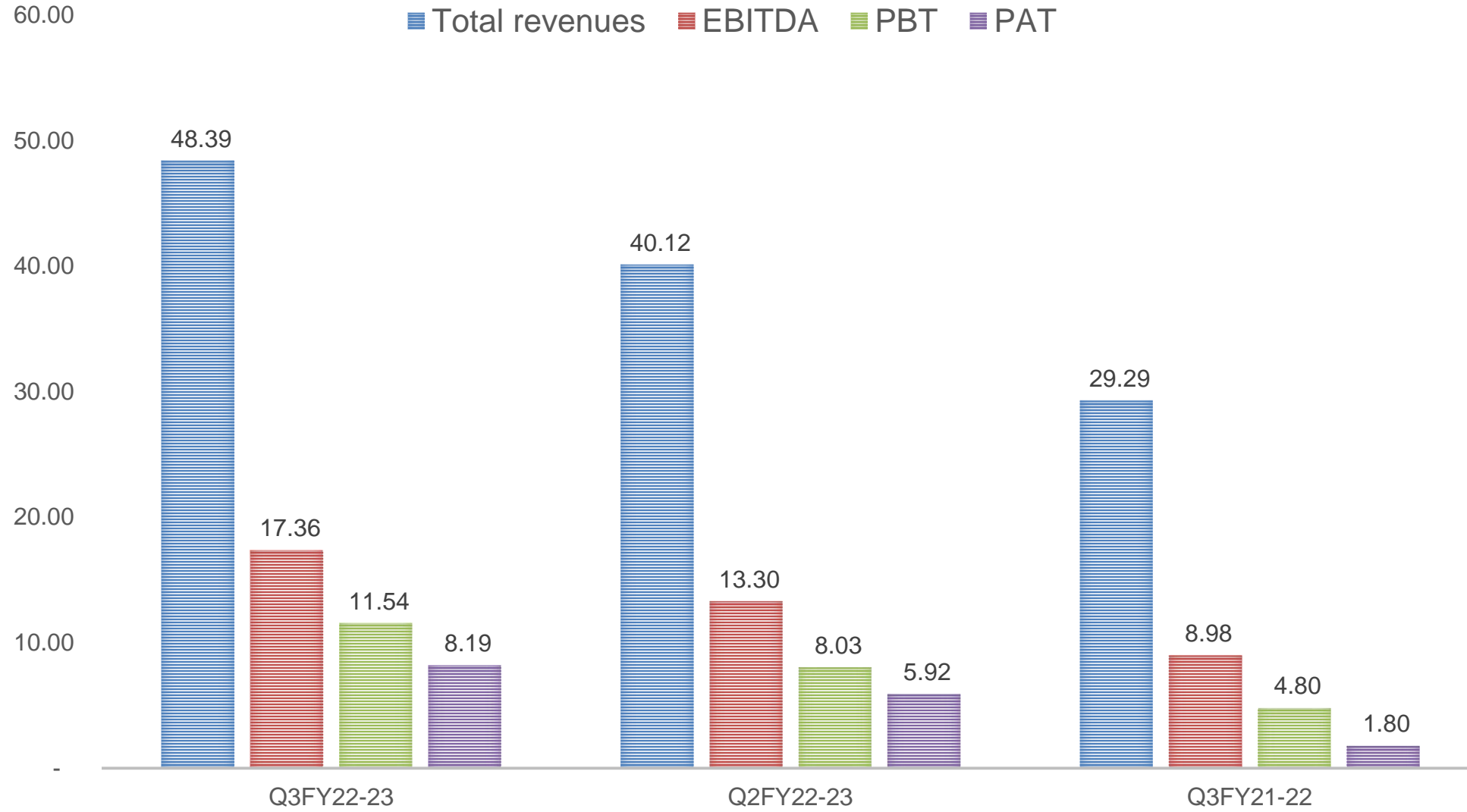


**Shareholding**

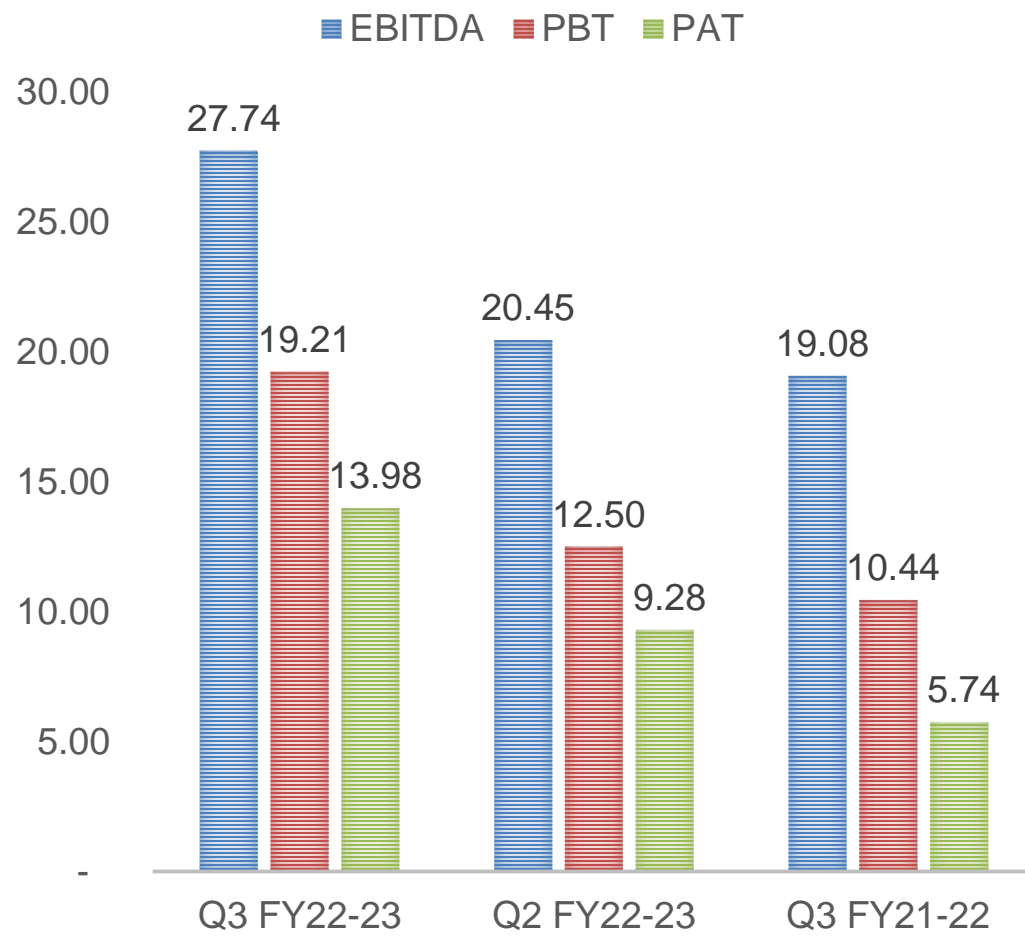
# Consolidated Quarter and 9 Months Ended 22 -23 highlights



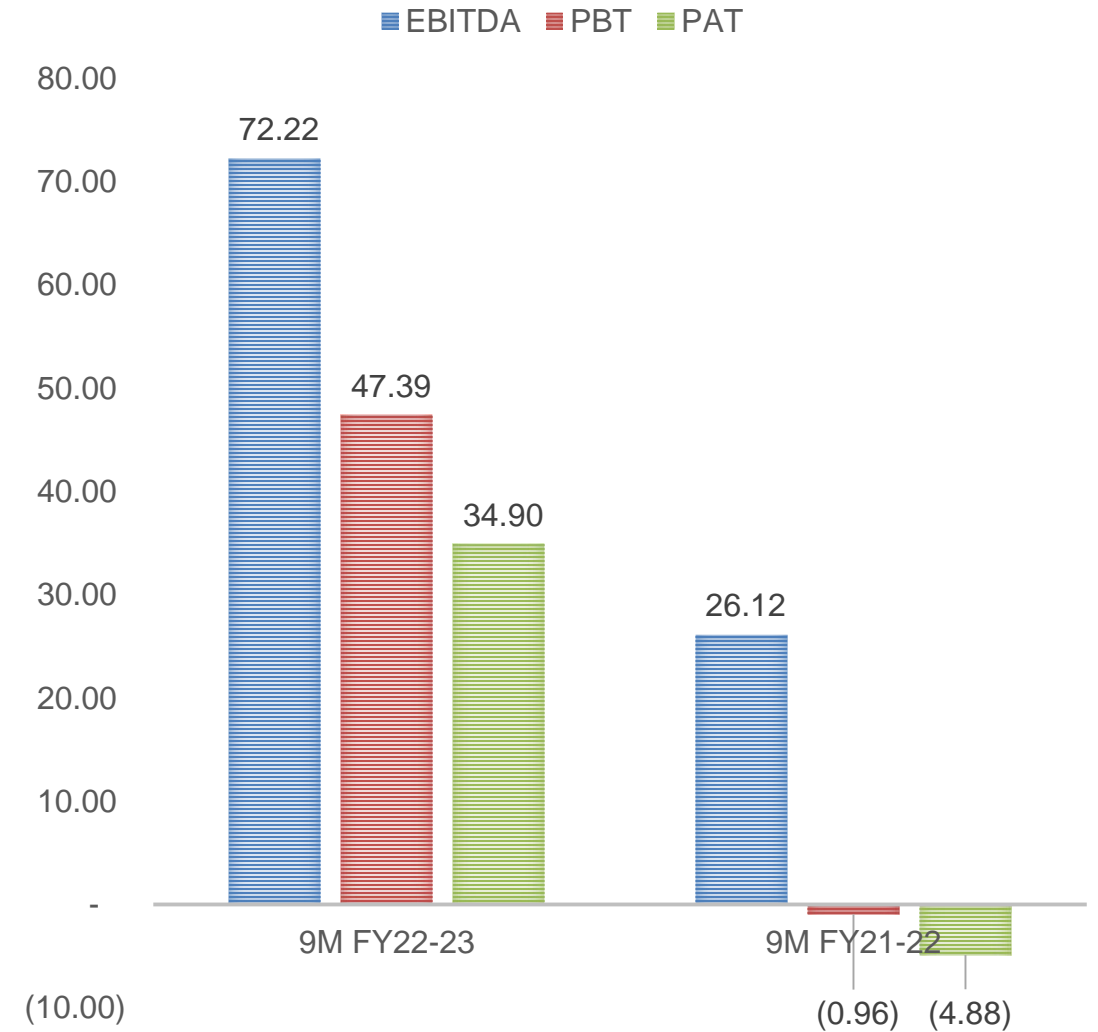
# Standalone Quarter highlights



## Consolidated Quarterly Profits



## Consolidated Profits 9 Months



## Standalone financials for Quarter and 9 Months Ended 22-23

Particulars	Q3FY22-23	Q2FY22-23	Q3FY21-22	9M FY 22-23	9M FY 21-22
- Room nights	26.79	22.37	14.12	71.07	28.65
- Food and beverages	15.89	12.37	11.65	41.23	22.89
- Other services	4.11	2.82	2.80	10.13	5.03
<b>Income from Operations</b>	<b>46.79</b>	<b>37.56</b>	<b>28.57</b>	<b>122.43</b>	<b>56.57</b>
Other Income	1.60	2.56	0.72	5.52	5.11
<b>Total Income</b>	<b>48.39</b>	<b>40.12</b>	<b>29.29</b>	<b>127.95</b>	<b>61.68</b>
Cost of Material Consumed	4.94	4.06	3.35	13.16	8.26
Employee Benefits Expense	7.62	6.89	4.82	20.73	11.32
Power and fuel Expense	3.23	3.45	2.68	10.29	6.63
Rent Expense	3.72	2.78	2.49	9.03	4.89
Other Expenses	11.52	9.64	6.97	29.54	15.56
<b>Total Expense</b>	<b>31.03</b>	<b>26.82</b>	<b>20.31</b>	<b>82.75</b>	<b>46.66</b>
<b>EBITDA</b>	<b>17.36</b>	<b>13.30</b>	<b>8.98</b>	<b>45.20</b>	<b>15.02</b>
EBITDA Margin (%)	36%	33%	31%	35%	24%
Depreciation	3.06	2.59	2.10	8.27	6.33
<b>EBIT</b>	<b>14.30</b>	<b>10.71</b>	<b>6.88</b>	<b>36.93</b>	<b>8.69</b>
Finance Cost	2.76	2.68	2.08	8.13	6.54
<b>PBT</b>	<b>11.54</b>	<b>8.03</b>	<b>4.80</b>	<b>28.80</b>	<b>2.15</b>
Tax expense	3.35	2.11	1.30	7.80	0.65
Exceptional Items	-	-	(1.70)	-	(5.02)
<b>PAT</b>	<b>8.19</b>	<b>5.92</b>	<b>1.80</b>	<b>21.00</b>	<b>(3.52)</b>
Other Comprehensive Income/(Loss)	-	-	-	-	-
<b>Total Comprehensive Income</b>	<b>8.19</b>	<b>5.92</b>	<b>1.80</b>	<b>21.00</b>	<b>(3.52)</b>
Net Profit Margin (%)	17%	15%	6%	16%	(6%)
EPS (In Rs)	2.99	2.16	0.66	7.66	(1.28)

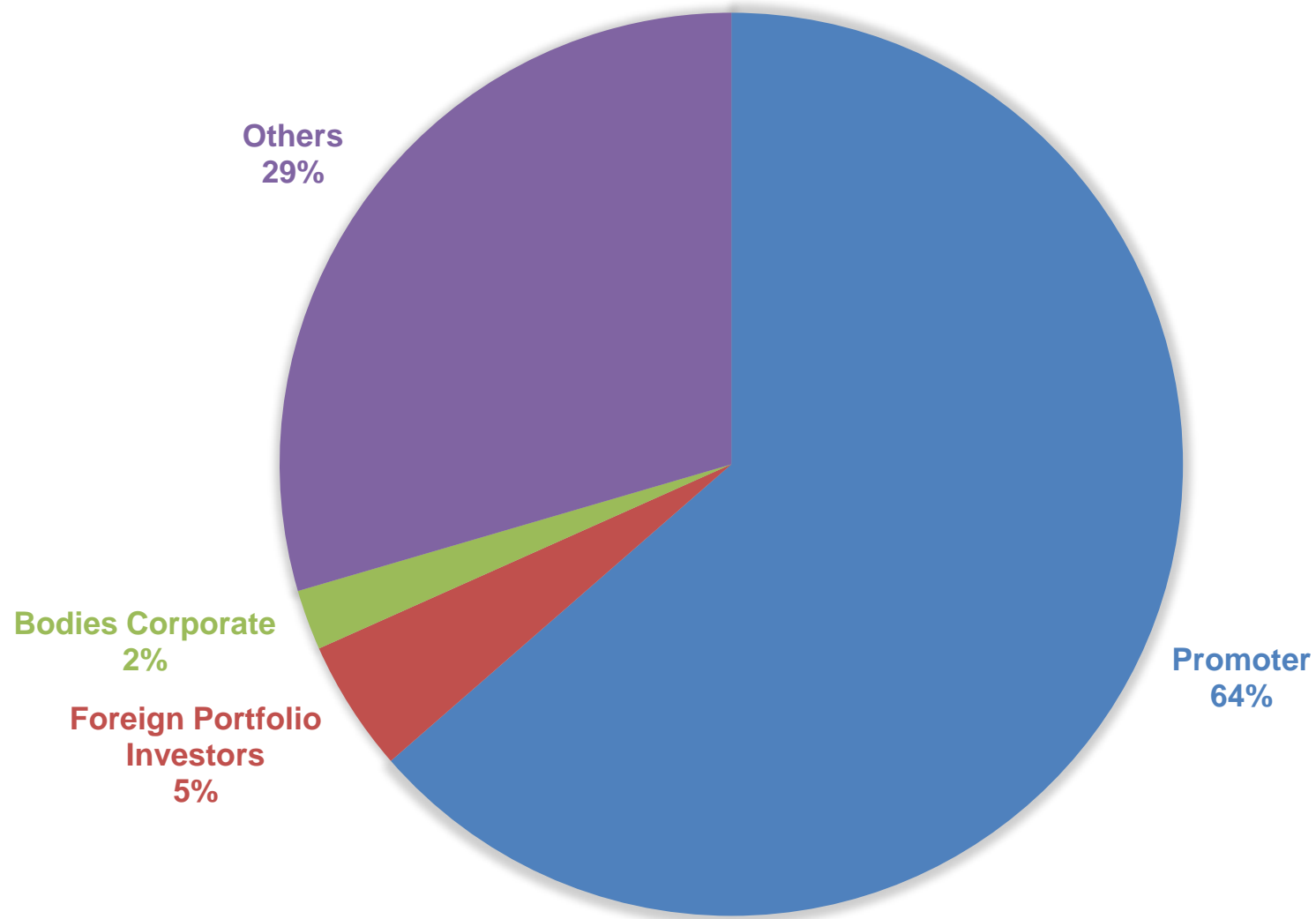
# Consolidated financials for Quarter and 9 Months Ended 22-23

Particulars	Q3FY22-23	Q2FY22-23	Q3FY21-22	9M FY22-23	9M FY21-22
- Room nights	38.38	32.36	27.31	103.21	51.62
- Food and beverages	25.47	19.34	19.23	65.28	36.13
- Other services	8.64	6.36	6.24	22.51	11.24
<b>Income from Operations</b>	<b>72.49</b>	<b>58.06</b>	<b>52.78</b>	<b>191.00</b>	<b>98.99</b>
Other Income	4.04	5.11	2.42	12.15	9.99
<b>Total Income</b>	<b>76.53</b>	<b>63.17</b>	<b>55.20</b>	<b>203.15</b>	<b>108.98</b>
Cost of Material Consumed	7.46	6.03	5.79	19.81	12.69
Employee Benefits Expense	14.78	13.35	10.42	40.29	24.51
Power and fuel Expense	4.27	4.47	4.14	13.47	10.17
Rent Expense	3.99	2.88	2.64	9.49	4.95
Other Expenses	18.29	15.99	13.13	47.87	30.54
<b>Total Expense</b>	<b>48.79</b>	<b>42.72</b>	<b>36.12</b>	<b>130.93</b>	<b>82.86</b>
<b>EBITDA</b>	<b>27.74</b>	<b>20.45</b>	<b>19.08</b>	<b>72.22</b>	<b>26.12</b>
EBITDA Margin (%)	36%	32%	35%	36%	24%
Depreciation	4.85	4.35	4.80	13.54	14.87
<b>EBIT</b>	<b>22.89</b>	<b>16.10</b>	<b>14.28</b>	<b>58.68</b>	<b>11.25</b>
Finance Cost	3.68	3.60	3.84	11.29	12.21
<b>PBT</b>	<b>19.21</b>	<b>12.50</b>	<b>10.44</b>	<b>47.39</b>	<b>(0.96)</b>
Tax expense	5.23	3.22	3.00	12.49	2.22
Exceptional Items	-	-	(1.70)	-	(1.70)
<b>PAT</b>	<b>13.98</b>	<b>9.28</b>	<b>5.74</b>	<b>34.90</b>	<b>(4.88)</b>
Share of Profit of associate	1.20	0.10	-	1.20	-
<b>Net Profit/(Loss) for the period and Share of Profit of associate</b>	<b>15.18</b>	<b>9.38</b>	<b>5.74</b>	<b>36.10</b>	<b>(4.88)</b>
Other Comprehensive Income/(Loss)	0.14	0.40	-	0.91	0.11
<b>Total Comprehensive Income</b>	<b>15.32</b>	<b>9.78</b>	<b>5.74</b>	<b>37.01</b>	<b>(4.77)</b>
Net Profit Margin (%)	20%	15%	10%	18%	(4%)
EPS (In Rs)	5.27	3.22	1.61	12.52	(0.89)

## Consolidated Assets & Liabilities – Snapshot As on December 22

Particulars	As at Dec. 2022	As at Mar 2022
<b>Assets</b>		
Property, plant and equipment	113.41	114.48
Capital work-in-progress	1.22	0.39
Goodwill	17.64	17.64
Right-of-use assets	75.65	60.49
Other intangible assets	0.07	0.12
Other non-current assets	79.59	73.03
<b>Total Non-current assets</b>	<b>287.58</b>	<b>266.15</b>
Current Assets	124.07	81.82
Assets classified as held for sale	14.82	14.82
<b>Total assets</b>	<b>426.47</b>	<b>362.79</b>
<b>Equity and liabilities</b>		
(a) Equity share capital	27.43	27.43
(b) Other equity	132.93	97.76
<b>Total Networth</b>	<b>160.36</b>	<b>125.19</b>
Non-Controlling Interests	23.59	21.83
Secured Loan and other non current liabilities	149.57	138.45
<b>Total Non-current liabilities</b>	<b>149.57</b>	<b>138.45</b>
Current Liabilities	92.95	77.32
<b>Total equity and liabilities</b>	<b>426.47</b>	<b>362.79</b>

# Shareholding



Promoter	63.60
Foreign Portfolio Investors	4.72
Bodies Corporate	2.16
Others	29.52
<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



**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



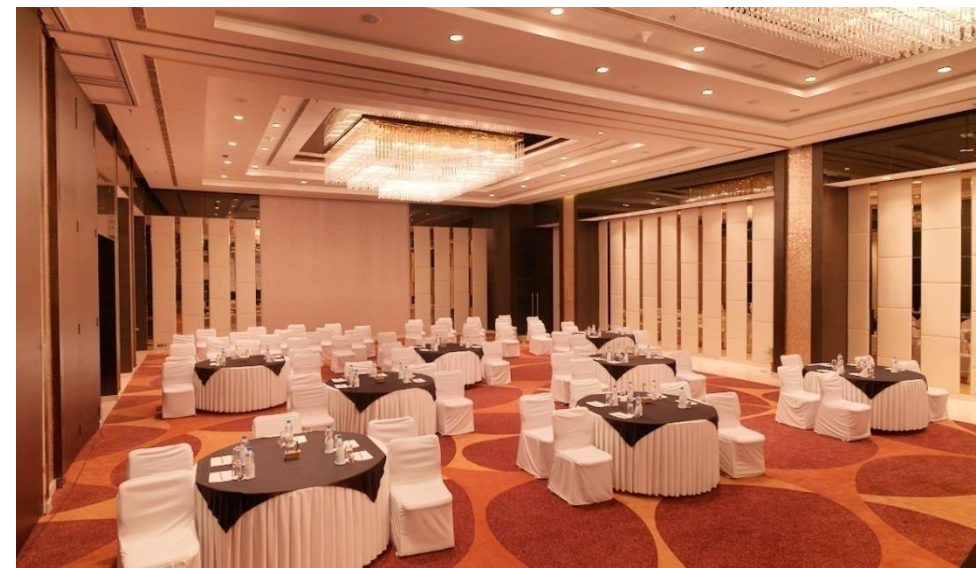


Royal Orchid Resort & Convention Centre, Bangalore





Hotel Royal Orchid, Jaipur







Royal Orchid Central, Hampi, Hospet





Regenta Resort, Belagavi





Regenta Kabini Springs Resort, Kabini



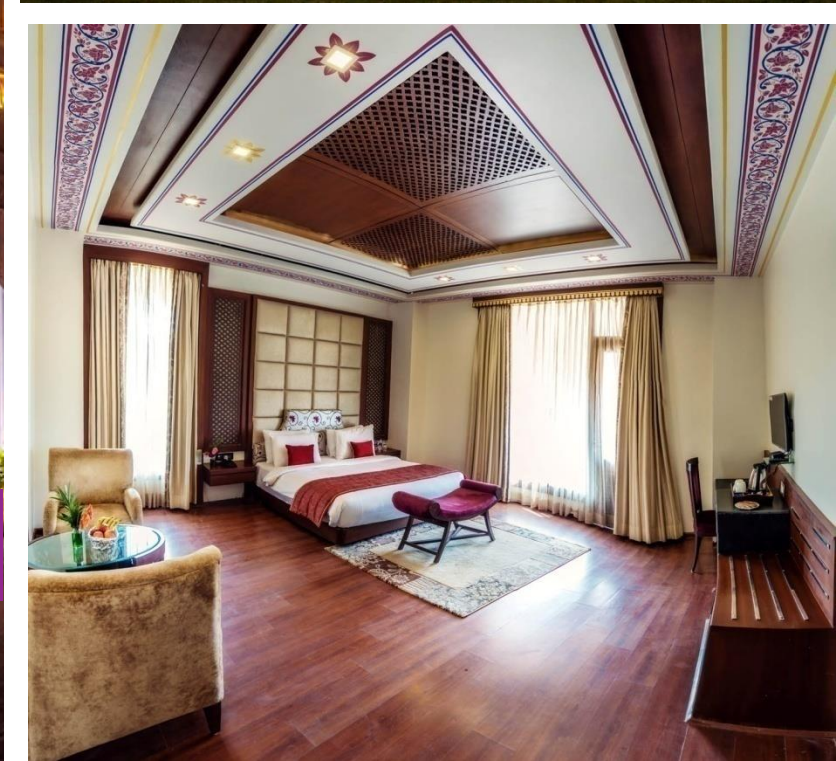
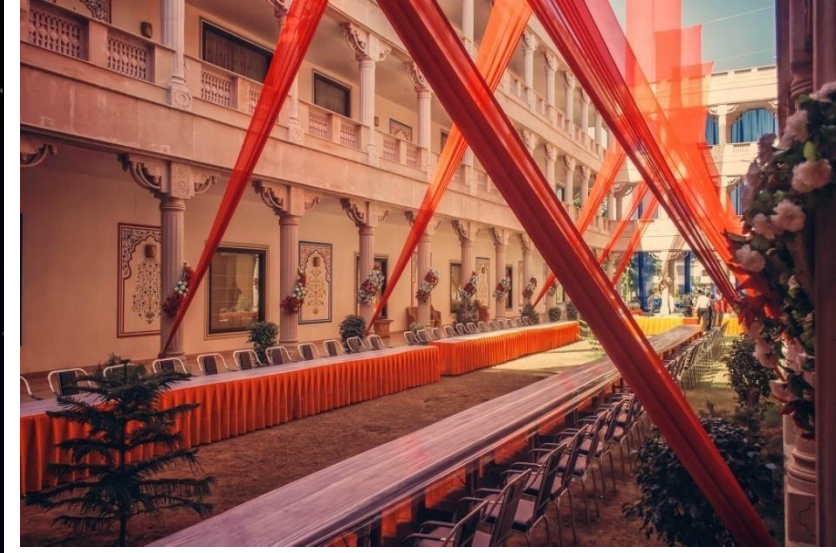


Regenta Resort & Spa Mashobra, Shimla





Regenta Resort, Vanya Mahal, Ranthambore





Royal Orchid Fort Resort, Mussoorie





Royal Orchid Beach Resort & Spa, Goa





Regenta Inn, Manali



**Thank You**

