



**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 17, 2025**

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 February 13, 2025 regarding the intimation of Conference Call on Q3 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](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.

Q3 & 9M FY 2024-25

Investor Presentation

Refer to Disclaimer



# 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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# A HOUSE OF BRANDS

## A HOTEL BRAND FOR EVERY PERSONALITY



ICONIQA  
HOTELS & RESORTS

Hotels & Resorts  
set to redefine  
upscale hospitality

...  
crestoria  
- HOTELS & RESORTS -

Boutique hospitality  
peppered with local  
experiences

RE:GEN:TA  
HOTELS & RESORTS

Warm, familiar  
midscale  
hotels and resorts

RE:GEN:TA  
*Place*

Youthful, energetic,  
value-priced,  
and modern hospitality.

RE:GEN:TA  
**Z**

The everywhere budget hotel  
brand to explore every  
neighborhood



Royal Orchid Brindavan Garden Palace & Spa, Mysore

# TURNING LOYALTY INTO LASTING VALUE



## A TECH-DRIVEN LOYALTY PROGRAM THAT INCREASES REVENUE & GUEST ENGAGEMENT

The Regenta Rewards is a seamless, tech-powered solution that boosts guest engagement and drives revenue. Guests can redeem points across stays, dining, and shopping, creating a personalized experience that encourages repeat visits.

With real-time insights, the program helps optimize offerings, increase guest spending, and build long-term loyalty, making it a smart, revenue-driving tool for hotel owners.



### **Pre-Redemption for Stay**

Guests can use points to book and upgrade their stay in advance, ensuring a personalized experience.



### **Post-Stay Rewards**

After checkout, guests can redeem points for future stays or exclusive upgrades, encouraging repeat visits.



### **Dining Rewards**

Points can be redeemed for in-room dining or meals at the hotel's restaurants, enhancing the guest's stay.



**Online Shopping Vouchers** Guests can redeem points for vouchers at popular e-commerce platforms like Amazon, Flipkart, and Bluestone.



# Q3 & 9M FY25 PERFORMANCE

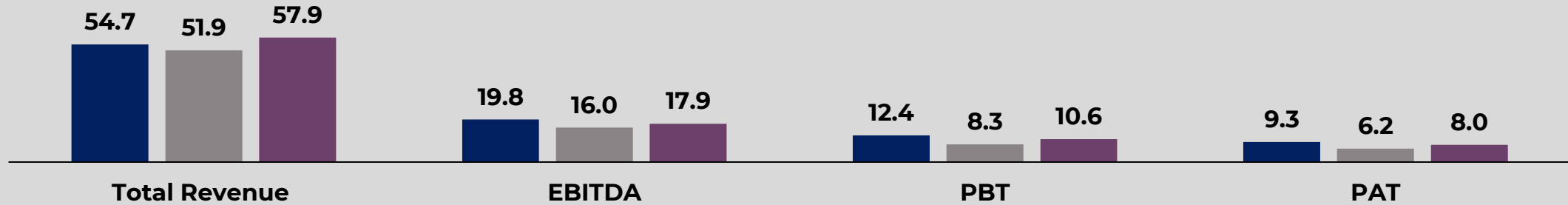


# Q3 & 9M FY25 PERFORMANCE HIGHLIGHTS

STANDALONE (₹ IN CRORE)

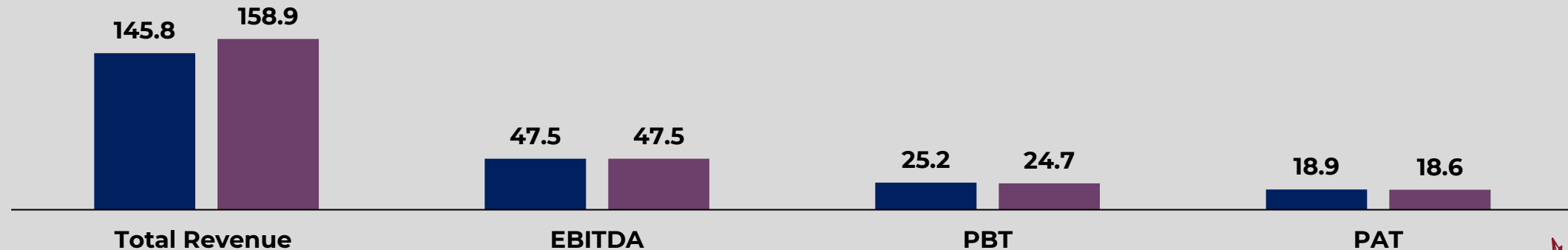
## Q3 FY25

■ Q3FY24 ■ Q2FY25 ■ Q3FY25



## 9M FY25

■ 9MFY24 ■ 9MFY25






# Q3FY25 PERFORMANCE HIGHLIGHTS

## STANDALONE

(₹ In Crore Except EPS)

Particulars	Q3 FY25	Q2 FY25	Q3 FY24	YoY%	QoQ%
<b>Room nights</b>	31.0	26.8	28.3	9.3%	15.6%
<b>Food and beverages</b>	21.5	16.4	19.4	10.7%	30.6%
<b>Other services</b>	4.5	3.5	6.3	- 29.1%	28.2%
<b>Income from Operations</b>	<b>56.9</b>	<b>46.7</b>	<b>54.0</b>	5.4%	21.8%
Other Income	1.0	5.2	0.8	25.2%	- 81.3%
<b>Total Income</b>	<b>57.9</b>	<b>51.9</b>	<b>54.7</b>	<b>5.7%</b>	<b>11.4%</b>
Cost of Material Consumed	5.8	4.7	5.5	4.2%	24.0%
Employee Benefits Expense	11.2	10.9	9.2	22.3%	3.4%
Power and fuel Expense	4.2	4.5	4.0	4.4%	- 5.3%
Rent Expense	4.0	3.0	3.9	3.5%	35.2%
Other Expenses	14.7	13.0	12.3	20.0%	13.7%
<b>Total Expense</b>	<b>40.0</b>	<b>35.9</b>	<b>35.0</b>	<b>14.4%</b>	<b>11.4%</b>
<b>EBITDA</b>	<b>17.9</b>	<b>16.0</b>	<b>19.8</b>	<b>- 9.8%</b>	<b>11.5%</b>
<b>EBITDA Margin (%)</b>	<b>31%</b>	<b>31%</b>	<b>36%</b>	-	-
Depreciation	3.9	4.1	3.8	2.1%	- 5.1%
<b>EBIT</b>	<b>13.9</b>	<b>11.9</b>	<b>16.0</b>	<b>- 12.6%</b>	<b>17.3%</b>
Finance Cost	3.3	3.6	3.5	- 6.2%	- 8.4%
<b>PBT</b>	<b>10.6</b>	<b>8.3</b>	<b>12.4</b>	<b>- 14.4%</b>	<b>28.6%</b>
Tax expense	2.6	2.1	3.1	- 15.4%	28.8%
<b>PAT</b>	<b>8.0</b>	<b>6.2</b>	<b>9.3</b>	<b>- 14.1%</b>	<b>28.5%</b>
Other Comprehensive Income/(Loss)	-	-	-	-	-
<b>Total Comprehensive Income</b>	<b>8.0</b>	<b>6.2</b>	<b>9.3</b>	<b>- 14.1%</b>	<b>28.5%</b>
<b>Net Profit Margin (%)</b>	<b>14%</b>	<b>12%</b>	<b>17%</b>	-	-
<b>EPS (In ₹)</b>	<b>2.91</b>	<b>2.26</b>	<b>3.38</b>	<b>- 14.1%</b>	<b>28.5%</b>

**Room Nights**  
 **15.6% QoQ**

**Income from Operations**  
 **21.8% QoQ**

**EBITDA**  
 **11.5% QoQ**

**EBITDA Margin**  
**31%**

**Profit After Tax**  
 **28.5% QoQ**

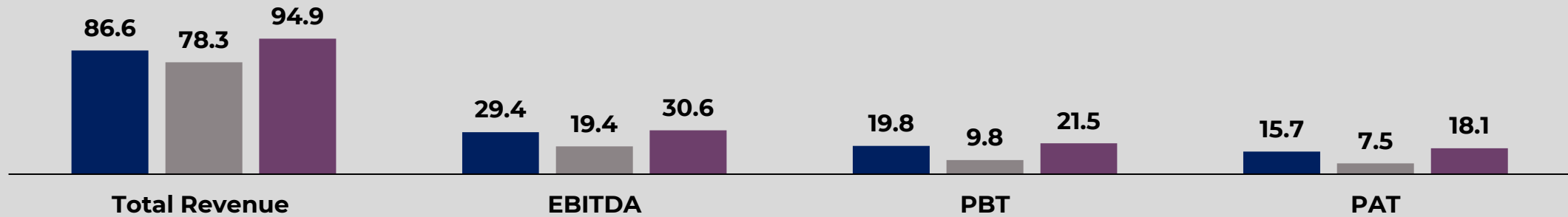
**Net Profit Margin**  
**14%**

# Q3 & 9M FY25 PERFORMANCE HIGHLIGHTS

CONSOLIDATED (₹ IN CRORE)

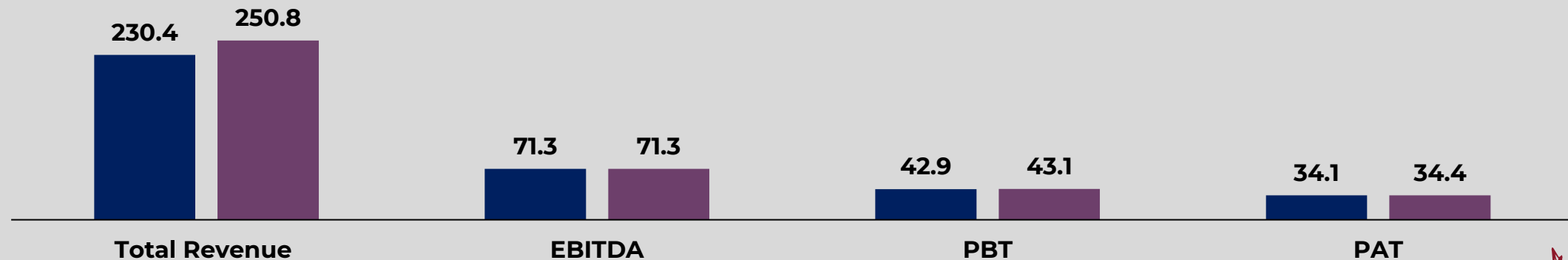
## Quarterly

■ Q3FY24 ■ Q2FY25 ■ Q3FY25



## 9M FY25

■ 9MFY24 ■ 9MFY25




# Q3FY25 PERFORMANCE HIGHLIGHTS

## CONSOLIDATED

(₹ In Crore Except EPS)


Particulars	Q3 FY25	Q2 FY25	Q3 FY24	YoY%	QoQ%
<b>Room nights</b>	44.9	36.7	40.7	10.3%	22.5%
<b>Food and beverages</b>	32.2	25.9	29.6	8.6%	24.1%
<b>Other services</b>	12.2	7.8	11.6	5.4%	56.3%
<b>Income from Operations</b>	<b>89.3</b>	<b>70.4</b>	<b>81.9</b>	<b>9.0%</b>	<b>26.8%</b>
Other Income	5.6	7.9	4.7	18.2%	- 29.8%
<b>Total Income</b>	<b>94.9</b>	<b>78.3</b>	<b>86.6</b>	<b>9.5%</b>	<b>21.1%</b>
Cost of Material Consumed	9.0	7.2	8.4	7.9%	25.7%
Employee Benefits Expense	21.3	21.0	18.2	17.0%	1.7%
Power and fuel Expense	5.3	5.5	5.2	0.3%	- 4.9%
Rent Expense	4.2	3.1	4.1	3.0%	34.8%
Other Expenses	24.4	22.1	21.2	14.9%	10.3%
Total Expense	64.3	59.0	57.2	12.4%	9.0%
<b>EBITDA</b>	<b>30.6</b>	<b>19.4</b>	<b>29.4</b>	<b>4.0%</b>	<b>58.1%</b>
<b>EBITDA Margin (%)</b>	<b>32%</b>	<b>25%</b>	<b>34%</b>	-	-
Depreciation	5.1	5.3	5.0	2.0%	- 3.3%
<b>EBIT</b>	<b>25.5</b>	<b>14.1</b>	<b>24.4</b>	4.4%	81.0%
Finance Cost	4.0	4.3	4.7	- 14.5%	- 6.9%
<b>PBT</b>	<b>21.5</b>	<b>9.8</b>	<b>19.8</b>	<b>8.9%</b>	<b>119.3%</b>
Tax expense	5.2	3.0	5.3	- 1.4%	72.9%
Exceptional Items	-	-	-	-	-
<b>PAT</b>	<b>16.3</b>	<b>6.8</b>	<b>14.5</b>	<b>12.6%</b>	<b>139.7%</b>
Share of Profit of associate	1.8	0.7	1.2	45.5%	153.8%
<b>Net Profit/(Loss) for the period and Share of Profit of associate</b>	<b>18.1</b>	<b>7.5</b>	<b>15.7</b>	<b>15.1%</b>	<b>141.0%</b>
Other Comprehensive Income/(Loss)	1.3	(0.3)	(0.1)	-	-
<b>Total Comprehensive Income</b>	<b>19.4</b>	<b>7.3</b>	<b>15.6</b>	<b>24.0%</b>	<b>166.9%</b>
<b>Net Profit Margin (%)</b>	<b>20%</b>	<b>9%</b>	<b>18%</b>	-	-
<b>EPS (In ₹)</b>	<b>6.49</b>	<b>2.73</b>	<b>5.60</b>	<b>15.9%</b>	<b>137.4%</b>

**Room Nights**  
 **22.5% QoQ**

**Income from Operations**  
 **26.8% QoQ**

**EBITDA**  
 **58.1% QoQ**

**EBITDA Margin**  
**32%**

**Net Profit**  
 **141% QoQ**

**Net Profit Margin**  
**20%**

# 9M FY25 PERFORMANCE HIGHLIGHTS

(₹ In Crore Except EPS)

Particulars	Standalone		
	9M FY25	9M FY24	YoY%
<b>Room nights</b>	84.1	78.0	7.8%
<b>Food and beverages</b>	53.5	50.7	5.4%
<b>Other services</b>	12.6	14.4	-12.0%
<b>Income from Operations</b>	<b>150.2</b>	<b>143.1</b>	<b>5.0%</b>
Other Income	8.7	2.7	218.3%
<b>Total Income</b>	<b>158.9</b>	<b>145.8</b>	<b>9.0%</b>
Cost of Material Consumed	15.3	14.6	4.6%
Employee Benefits Expense	32.8	27.2	20.5%
Power and fuel Expense	13.5	12.7	6.6%
Rent Expense	9.8	9.5	3.2%
Other Expenses	39.9	34.3	16.5%
Total Expense	<b>111.4</b>	<b>98.3</b>	<b>13.3%</b>
<b>EBITDA</b>	<b>47.5</b>	<b>47.5</b>	<b>0.0%</b>
<b>EBITDA Margin (%)</b>	<b>30%</b>	<b>33%</b>	-
Depreciation	12.2	11.4	7.5%
<b>EBIT</b>	<b>35.3</b>	<b>36.1</b>	<b>-2.3%</b>
Finance Cost	10.6	10.9	-2.8%
<b>PBT</b>	<b>24.7</b>	<b>25.2</b>	<b>-2.1%</b>
Tax expense	6.1	6.3	-4.1%
Exceptional Items	<b>18.6</b>	<b>18.9</b>	<b>-1.5%</b>
<b>PAT</b>	-	-	-
Share of Profit of associate	-	-	-
<b>Net Profit/(Loss) for the period &amp; Share of Profit of associate</b>	-	-	-
Other Comprehensive Income/(Loss)	-	-	-
<b>Total Comprehensive Income</b>	<b>18.6</b>	<b>18.9</b>	<b>-1.5%</b>
<b>Net Profit Margin (%)</b>	<b>12%</b>	<b>13%</b>	-
<b>EPS (In ₹)</b>	<b>6.78</b>	<b>6.88</b>	<b>-1.5%</b>

Consolidated		
9M FY25	9M FY24	YoY%
118.9	111.5	6.6%
82.7	76.6	8.0%
31.1	29.3	6.2%
<b>232.7</b>	<b>217.4</b>	<b>7.0%</b>
18.1	13.0	39.4%
<b>250.8</b>	<b>230.4</b>	<b>8.9%</b>
23.4	22.0	6.7%
63.0	53.2	18.5%
16.8	16.2	3.6%
10.5	10.0	4.6%
65.9	57.8	14.1%
179.6	159.1	12.9%
<b>71.3</b>	<b>71.3</b>	<b>-0.0%</b>
<b>28%</b>	<b>31%</b>	-
15.7	14.6	7.1%
<b>55.6</b>	<b>56.7</b>	<b>-1.9%</b>
12.5	13.8	-9.2%
<b>43.1</b>	<b>42.8</b>	<b>0.5%</b>
11.4	10.7	6.6%
-	-	-
<b>31.7</b>	<b>32.2</b>	<b>-1.6%</b>
2.7	1.9	36.6%
<b>34.4</b>	<b>34.1</b>	<b>0.6%</b>
0.8	(0.6)	-
<b>35.2</b>	<b>35.6</b>	<b>4.8%</b>
<b>14%</b>	<b>15%</b>	-
<b>12.44</b>	<b>11.62</b>	<b>7.0%</b>

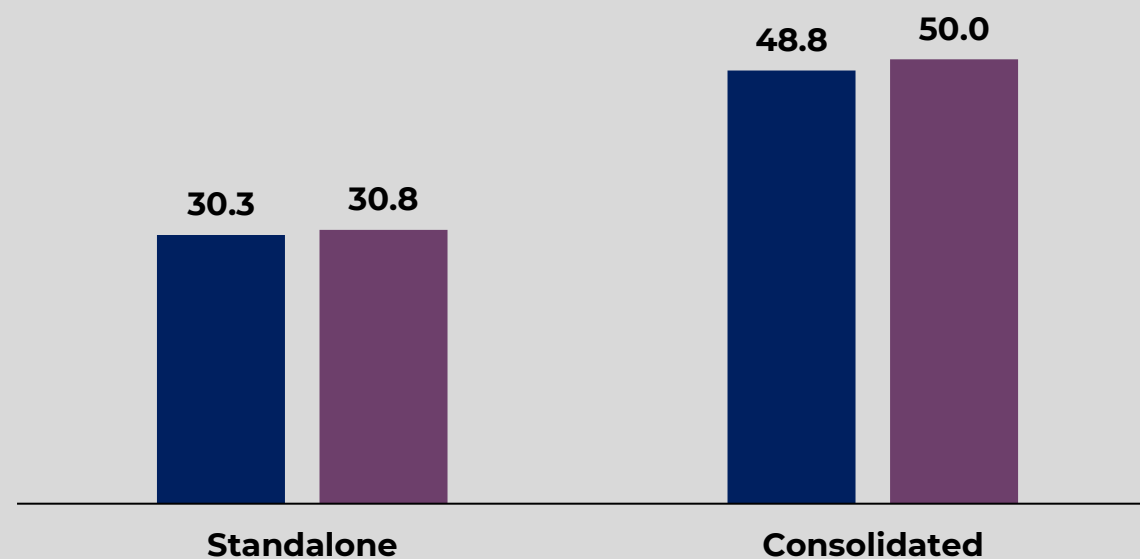
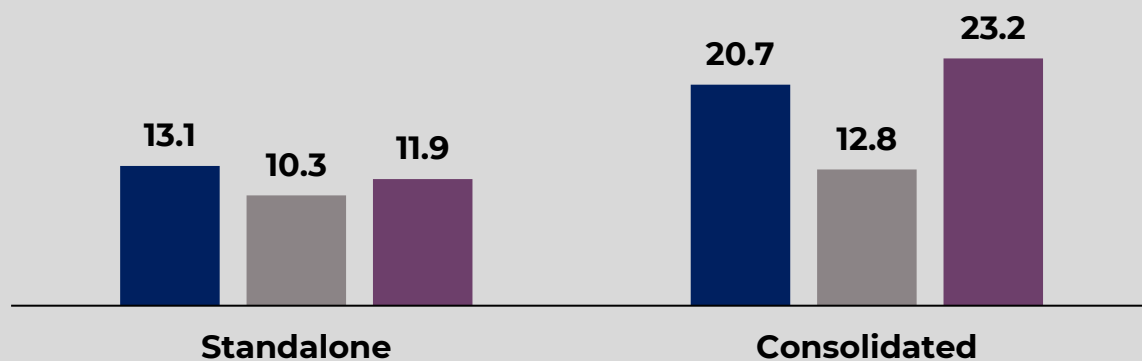
# STANDALONE & CONSOLIDATED CASH PROFIT Q3 & 9M FY25 (₹ IN CRORE)

Quarter Ended

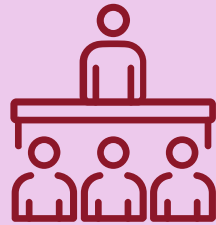
9 Months Ended

■ Q3FY24 ■ Q2FY25 ■ Q3FY25

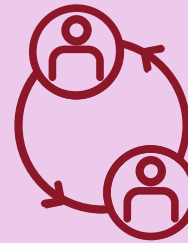
■ 9MFY24 ■ 9MFY25



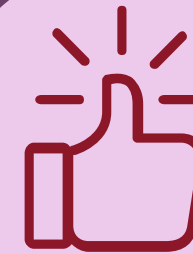
# THE BIG PICTURE



**Empowering  
Change**



**Transforming  
Today**



**Asset Light  
Model**

# EMPOWERING CHANGE: WHO WE ARE



# GROWTH IN MOTION

## Momentum (9M FY25)

### Portfolio

**28** Upcoming Signings | **11** New Openings

**112+** Total Hotels

### Demand

**6%** RevPar Growth YoY

Robust RevPar Growth Across All Segments

## Financials (Consolidated)

**27%** Revenue Growth QoQ | **140%** PAT Growth QoQ

**9%** Revenue Growth YoY | **13%** PAT Growth YoY

## Momentum

**29%**

Flagship ARR Growth QoQ (Q3 FY25 vs Q2 FY25)

Accelerated Openings & Strategic Renovations

**50%** ↑

Renovated Room ARR Growth (Vs non-renovated rooms)

Phased Renovations To Maximize Cashflow

## Strategy Driving Future Growth

**9.5%**

Management Fee Growth YoY (9M FY25)

Asset Light Business Model

**Rs 2 Cr**

Management Fee from New Properties (9M FY25)

Scaling Fast With Precision & Strategy



# WHAT SETS US APART



Regenta Orchid Beach Resort & Spa, Goa

**3,249**

Number of keys added from 2020 to 2025

**1,204+**

Number of keys added in 9M FY25

**ROE / ROCE**

**25% / 20%** (in FY24)

Amongst the best in the industry vs our larger peers

**Operating Cash Flow**

**62%**

of our EBITDA converted to Cash Flow from Operations

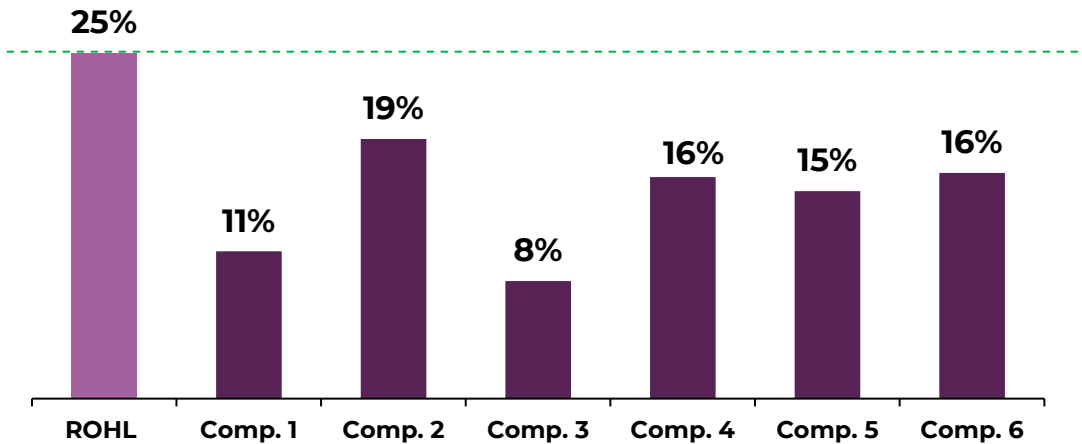
**Promoter Holding**

**63.65%**

High promoter holding offers room for future growth and comfort for minority shareholders

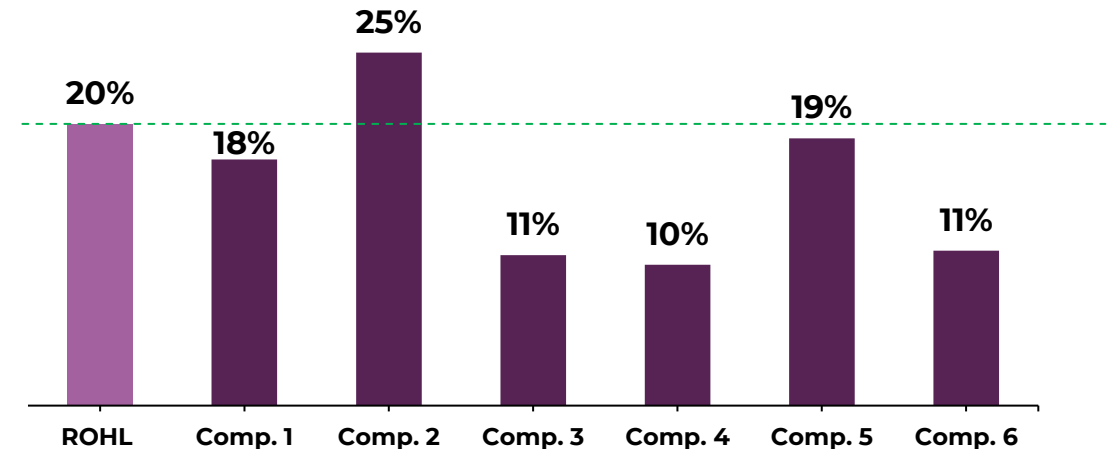
# SETTING NEW BENCHMARKS

### ROE Comparison with Peers



Source: Screener.in

### ROCE Comparison with Peers



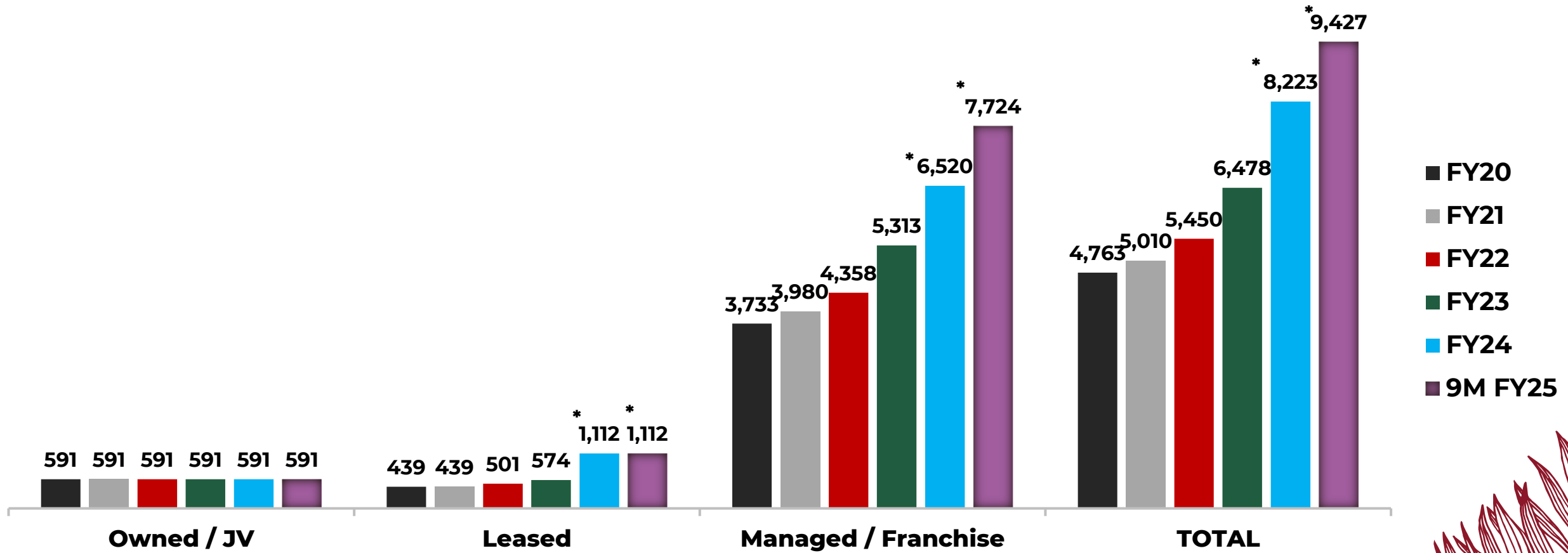
We continue to outperform industry benchmarks, delivering superior Return Ratios compared to peers.

Disciplined Capital Allocation, Strong Operational efficiency, & ability to generate higher returns for the stakeholders.

By focusing on **premium pricing, efficient cost structures, and strategic expansion into high-growth markets**, ROHL continues to maximize shareholder value and deliver long-term sustainable growth. These results validate the company's ability to drive superior financial performance while maintaining service excellence and guest satisfaction.



# GROWTH IN ROOMS



\*Includes Signed Hotels



# TODAY OUR PRESENCE

**112+**

**Hotels & Resorts in  
75+ Locations**

**9400+**

**Total Keys  
(Including Signed)**

**6600+**

**Operational Rooms**

**175+**

**Specialty & All-day  
Dining Restaurants**



**55+**

**Business  
Destinations**



**20+**

**Wedding  
Destinations**



**4+**

**Wildlife  
Destinations**



**45+**

**Leisure  
Destinations**



**Royal Orchid Metropole, Mysore**

# NEW HOTELS – ADDED IN 9M FY25

SI No	Hotel Name	City / Location	Keys	Format
1	Regenta Central	Puri-Orissa	58	Managed
2	Regenta Place	Agra	45	Managed
3	Regenta Inn	Gurgaon, Sector 47	50	Managed
4	Regenta Resort (Velmore)	Kasauli	40	Managed
5	The World by ROHL	Surat	288	Managed
6	Regenta Resort Chitwan	Nepal	51	Managed
7	Regenta Place	Jaipur	40	Managed
8	Regenta Inn	Gwalior	39	Managed
9	Regenta Inn	Raipur	31	Managed
10	Regenta Place	Dalhousie	43	Managed
11	Regenta	Dwarka	52	Managed

**11+**  
**Hotels**



**737+**  
**Keys**

# 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	Bhadohi
6	Regenta Central	Gurgaon Sector 70
7	Regenta Place	Vrindavan, Uttarpradesh
8	Regenta Central	Jamshedpur
9	Regenta	Khatu
10	Regenta Resort	Chittorgarh
11	Regenta	Lucknow
12	Regenta	Mussoorie
13	Regenta Place	Mall Road, Mussoorie
14	Regenta	Dodamarg
15	Regenta Beach House	South Goa
16	Regenta Resort Baywatch	South Goa
17	Regenta Resort	Dapoli
18	Regenta Inn	Dhule
19	Regenta Central	Solapur
20	Regenta Central	Nanded
21	Regenta Resort	Gir
22	Regenta Central	Rajkot
23	Regenta Resort	Bhavnagar
24	ICONIQA	Mumbai
25	Regenta Resort	Mulshi, Pune
26	Regenta Resort	Uruli Kanchan
27	Regenta Resort	Panchgani
28	Regenta Central Lalitpur	Nepal

28+  
Hotels

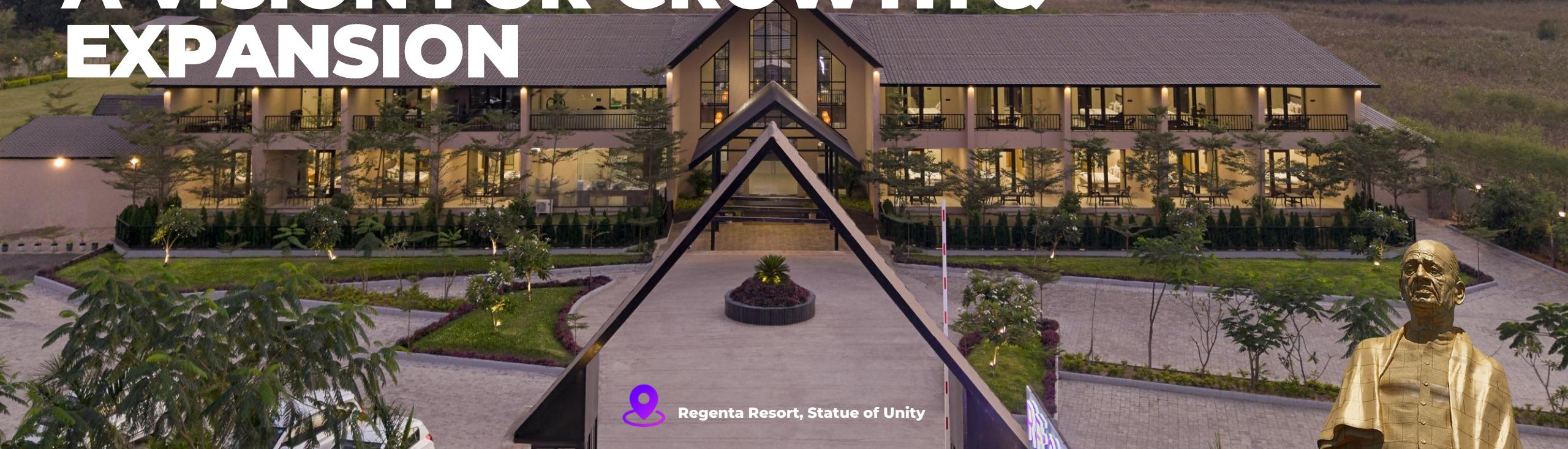


2400+  
Keys

# TRANSFORMING TODAY: SHAPING TOMORROW



# A VISION FOR GROWTH & EXPANSION



Regenta Resort, Statue of Unity

## Regenta Resort

Upscale Resort

Near the famed  
“**Statue of Unity**”  
in Kevadia, Gujarat.

**49 Keys**

Operational since: 3rd Feb, 2025.

Kevadia, in Gujarat’s Narmada District, is a major tourist hub, home to the Statue of Unity - the world’s tallest statue honoring Sardar Vallabhbhai Patel.

It has attracted millions of visitors worldwide, boosting tourism and economic growth.

The region also boasts stunning natural beauty, scenic mountains, serene landscapes, and the iconic Sardar Sarovar Dam.





# THE LANDSCAPE IS SET TO CHANGE



ICONIQA  
HOTELS & RESORTS

Upscale Lifestyle Hotel

# ICONIQA

by Royal Orchid Hotels Ltd.

Coming Soon in Mumbai, near  
T2 International Airport, Mumbai

**292 Keys**

To be Operational from April 2025.

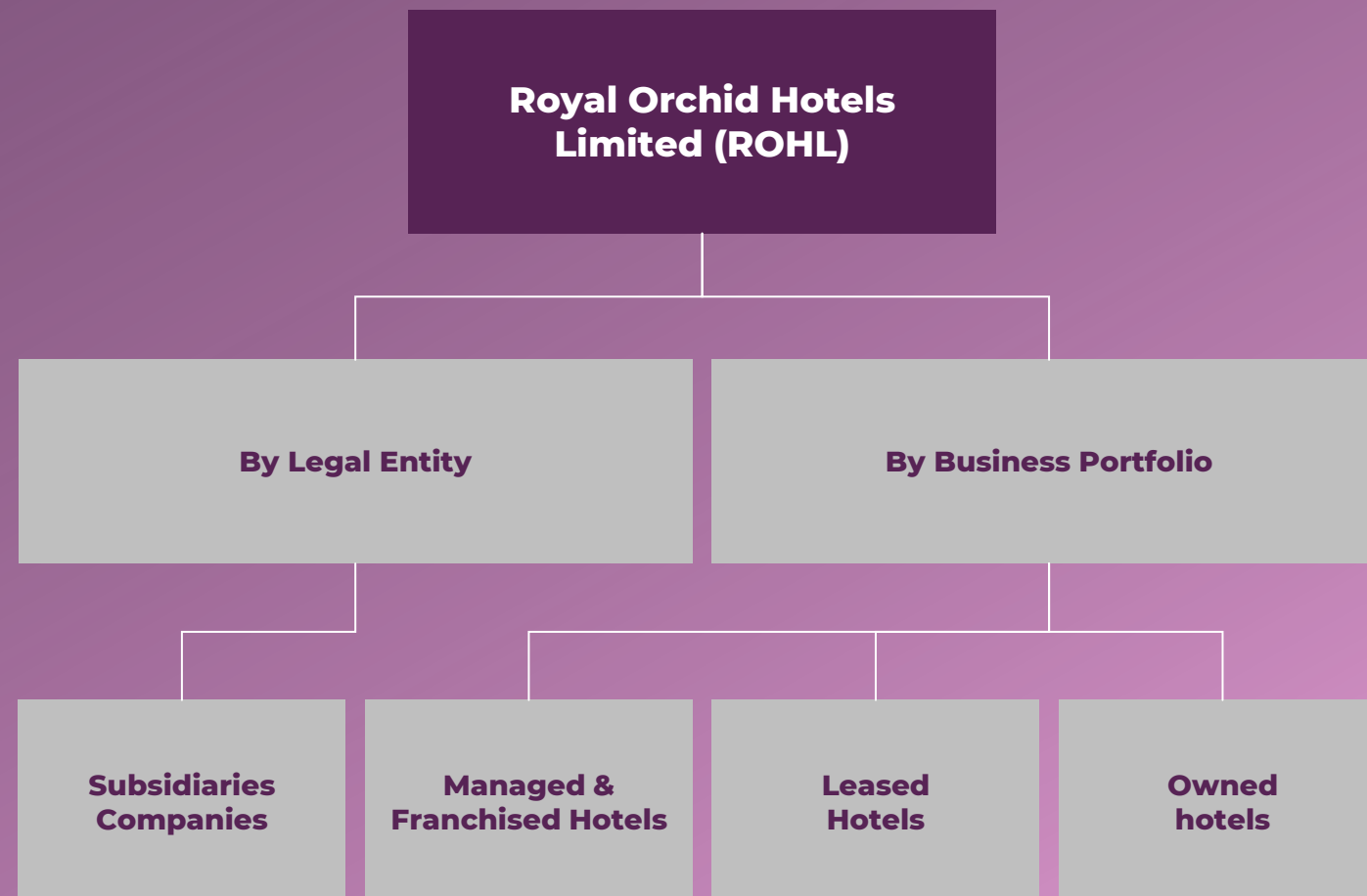
Strategically located just 2 minutes from the T2 Airport Terminal at Mumbai, making it an ideal stay for business and leisure travelers.

Well-connected to Mumbai's business hubs, shopping districts, and cultural landmarks, enhancing the guest experience.

# SMART BLEND OF ASSET LIGHT & FLEXI LEASE HOTELS



# OUR BUSINESS STRUCTURE



# OUR ASSET LIGHT BUSINESS MODEL

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



Regenta Central, Candolim, Goa



## KEY FACTORS

01

Maintenance Capex required - Limited

02

Break even on Operating profit in just 1 year

03

Creates brand visibility at a faster rate

04

Facilitates expansion plans and ramping up presence

# REVENUE MODEL

## ASSET PORTFOLIO MIX

CATEGORY (As on 31 <sup>st</sup> Dec, 2024)	Owned	Leased	JV	Managed / Franchise	Total
5 Star	268	-	139	-	<b>407</b>
4 Star	130	396	-	2427	<b>2953</b>
Service Apartment	-	67	-	71	<b>138</b>
Resort/Heritage/MICE	-	142	54	854	<b>1050</b>
3 Star / Budget	-	83	-	1972	<b>2055</b>
<b>Total KEYS</b>	<b>398</b>	<b>688</b>	<b>193</b>	<b>5324</b>	<b>6603</b>

# SEGMENT WISE OCCUPANCY, ARR & KEYS

Segment	9M FY25	9M FY24	Q3 FY25	Q3 FY24
Average Occupancy (JLO)	<b>70%</b>	75%	<b>70%</b>	73%
Average Room Rate (JLO) (Rs)	<b>5,532</b>	5,582	<b>6,317</b>	5,675
Average Occupancy (Managed) (Portfolio)	<b>62%</b>	62%	<b>67%</b>	64%
Average Room Rate (Managed) (Rs) (Portfolio)	<b>3,941</b>	4,012	<b>4,208</b>	4,047
Average Occupancy (Managed) (New) (w.e.f. 1 <sup>st</sup> April, 2024)	<b>51%</b>			
Average Room Rate (Managed) (Rs) (New) (w.e.f. 1 April 2024)	<b>4180</b>			

# COMPETITIVE ADVANTAGE



Balanced portfolio having presence in over **75+ locations** and **18 states**

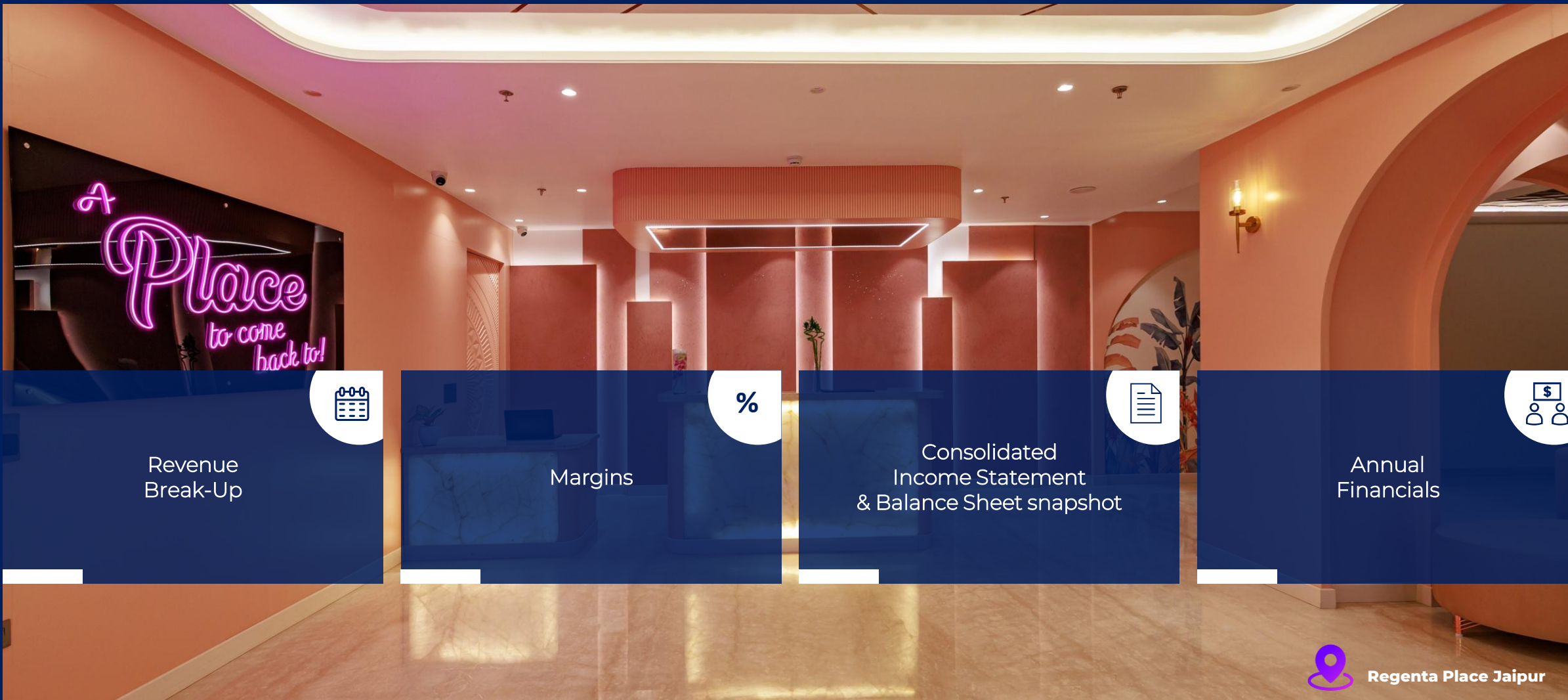


**Strong Sales Presence** across major source markets in India



**Versatile Asset Portfolio** a brand for every personality

# FINANCIAL OVERVIEW



Revenue  
Break-Up



Margins



Consolidated  
Income Statement  
& Balance Sheet snapshot



Annual  
Financials



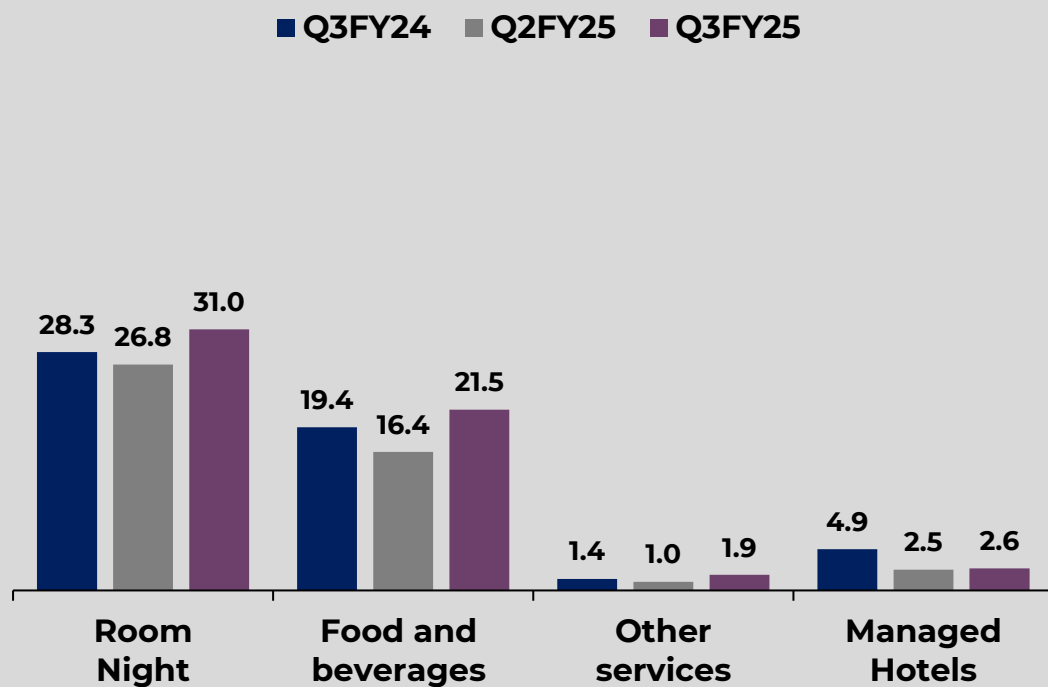
Regenta Place Jaipur



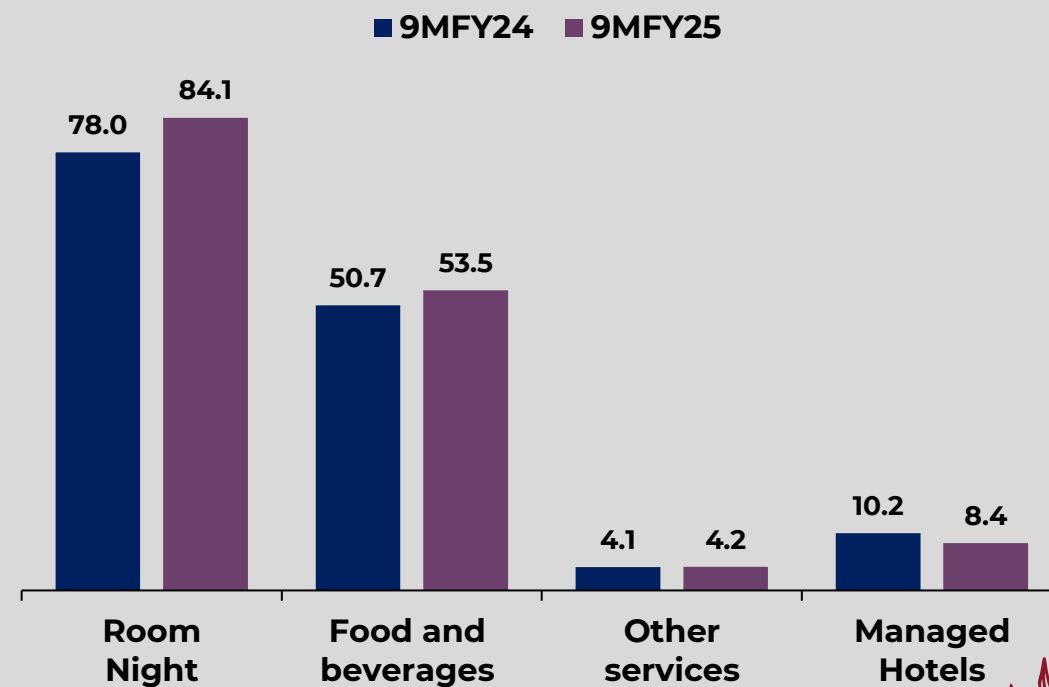
# STANDALONE REVENUE BREAK-UP

## Q3 & 9M FY25 (₹ IN CRORE)

### Quarter Ended



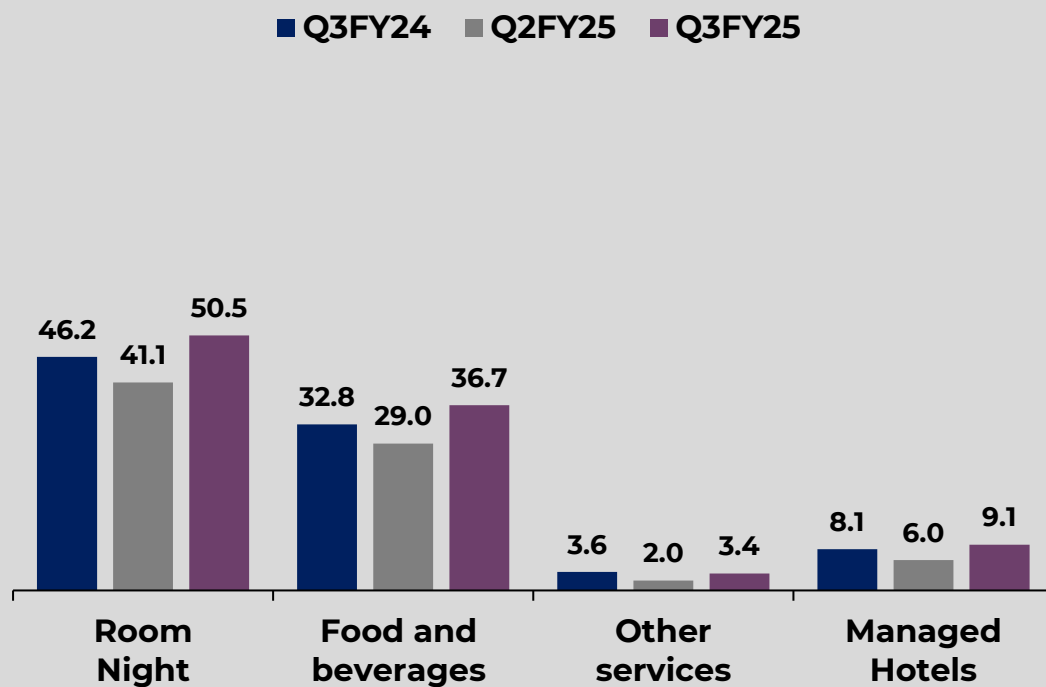
### 9 Months Ended



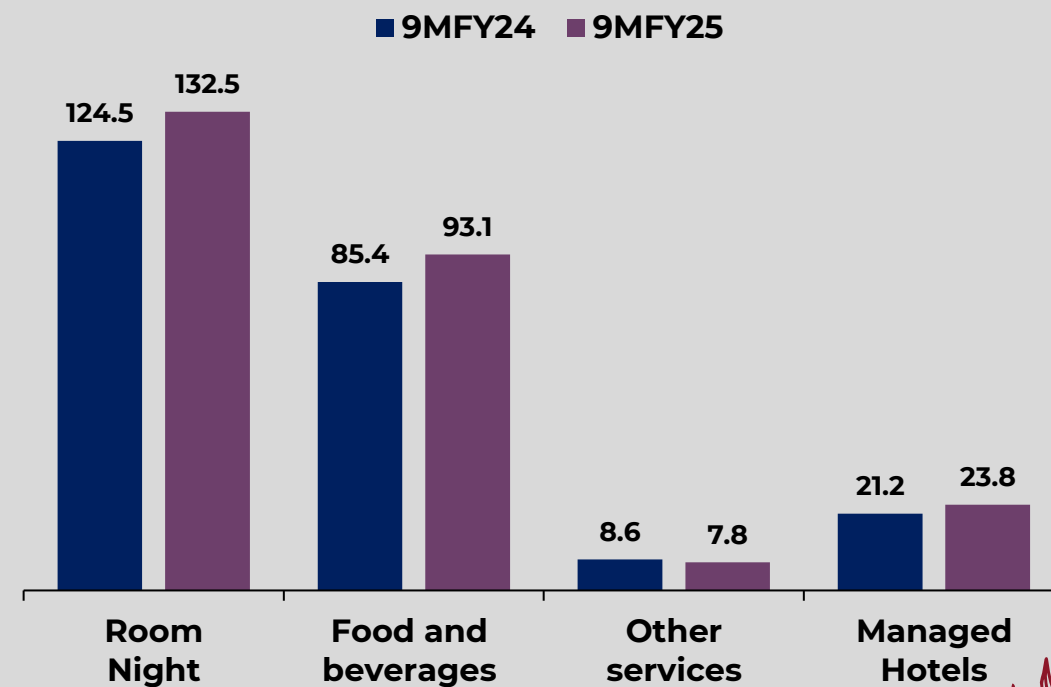
# CONSOLIDATED REVENUE BREAK-UP (INCLUDING ASSOCIATE)

## Q3 & 9M FY25 (₹ IN CRORE)

Quarter Ended



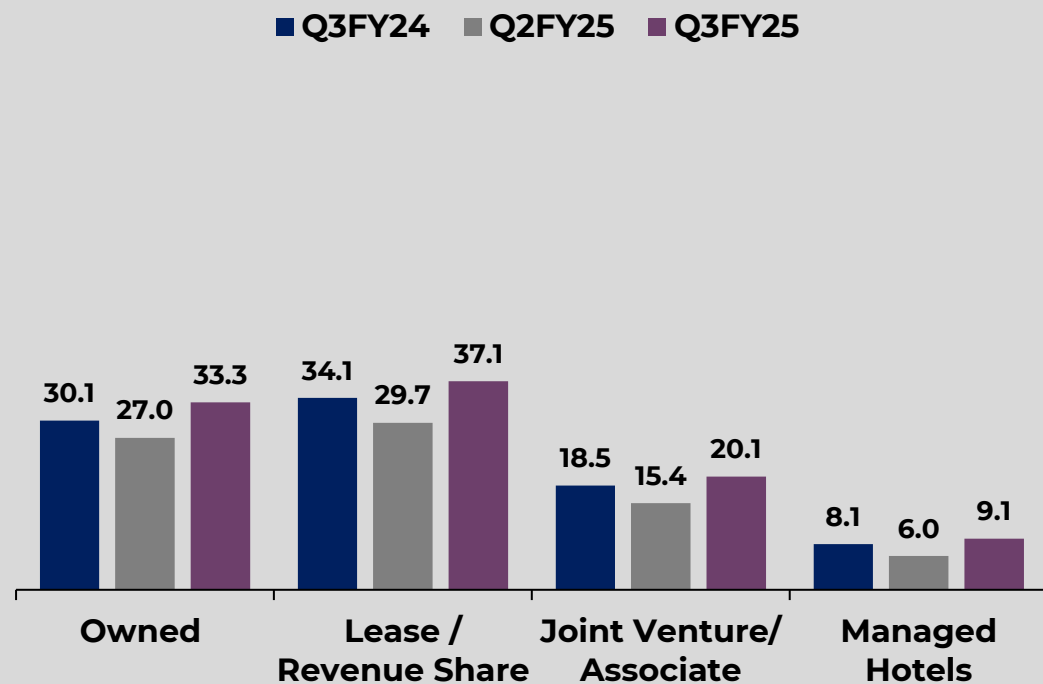
9 Months Ended



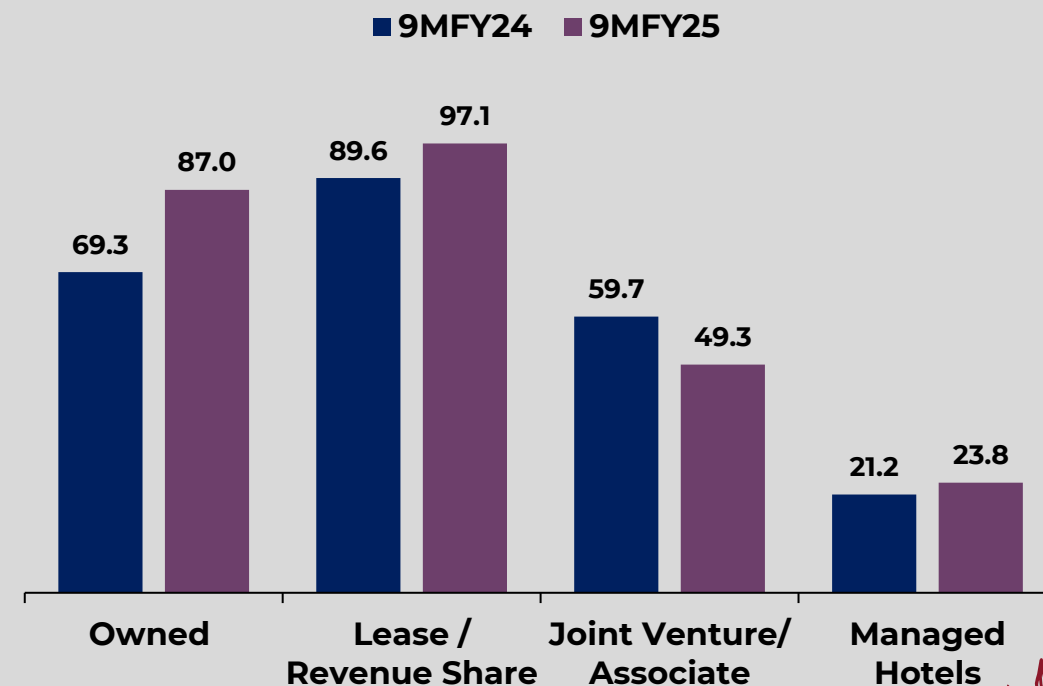
# SEGMENT WISE REVENUE BREAK-UP (INCLUDING ASSOCIATE)

## Q3 & 9M FY25 (₹ IN CRORE)

CONSOLIDATED **Quarter Ended**

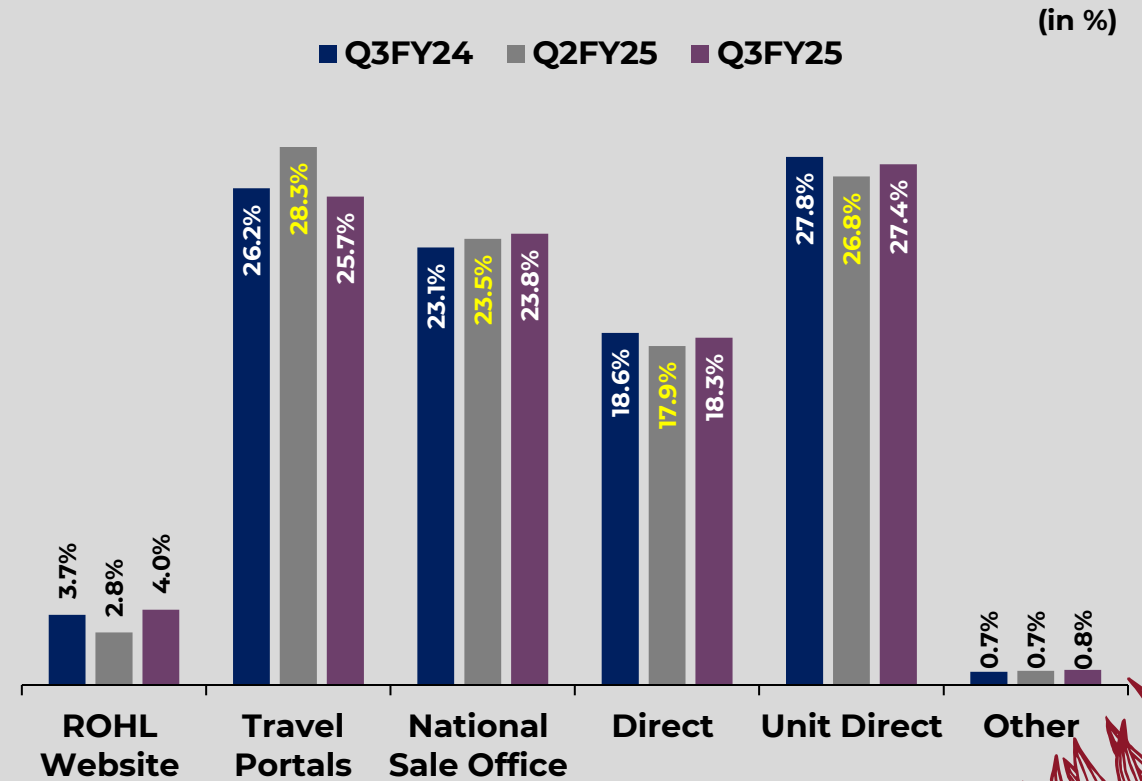
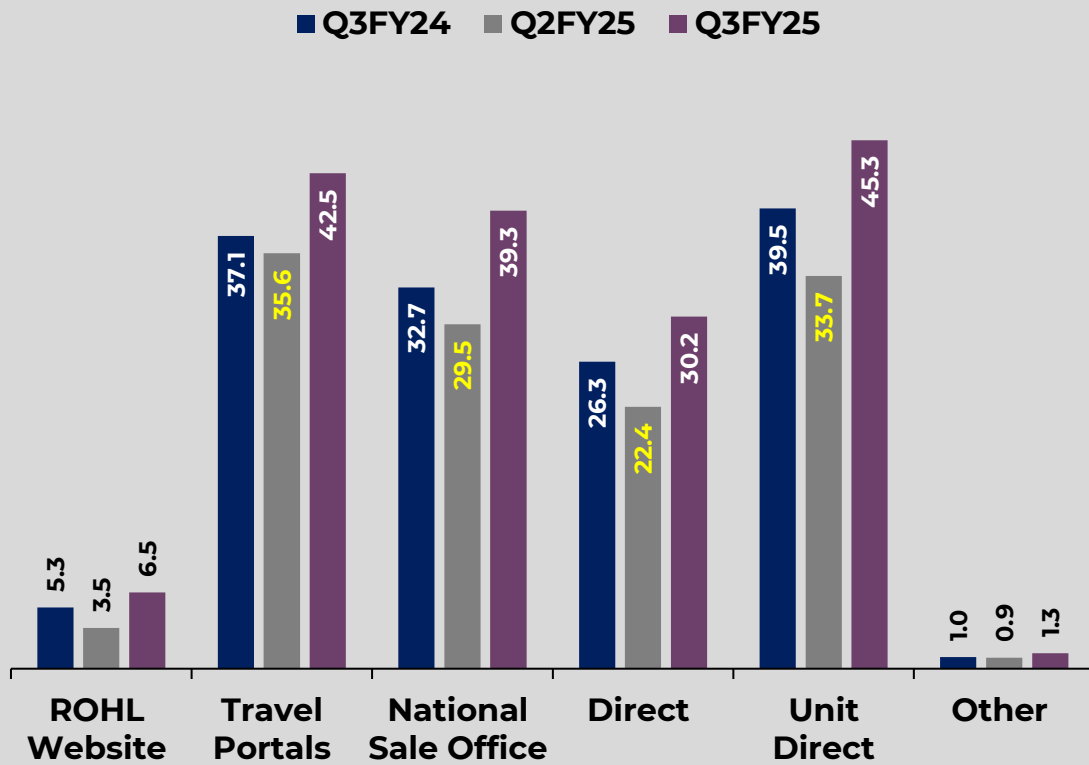


**9 Months Ended**



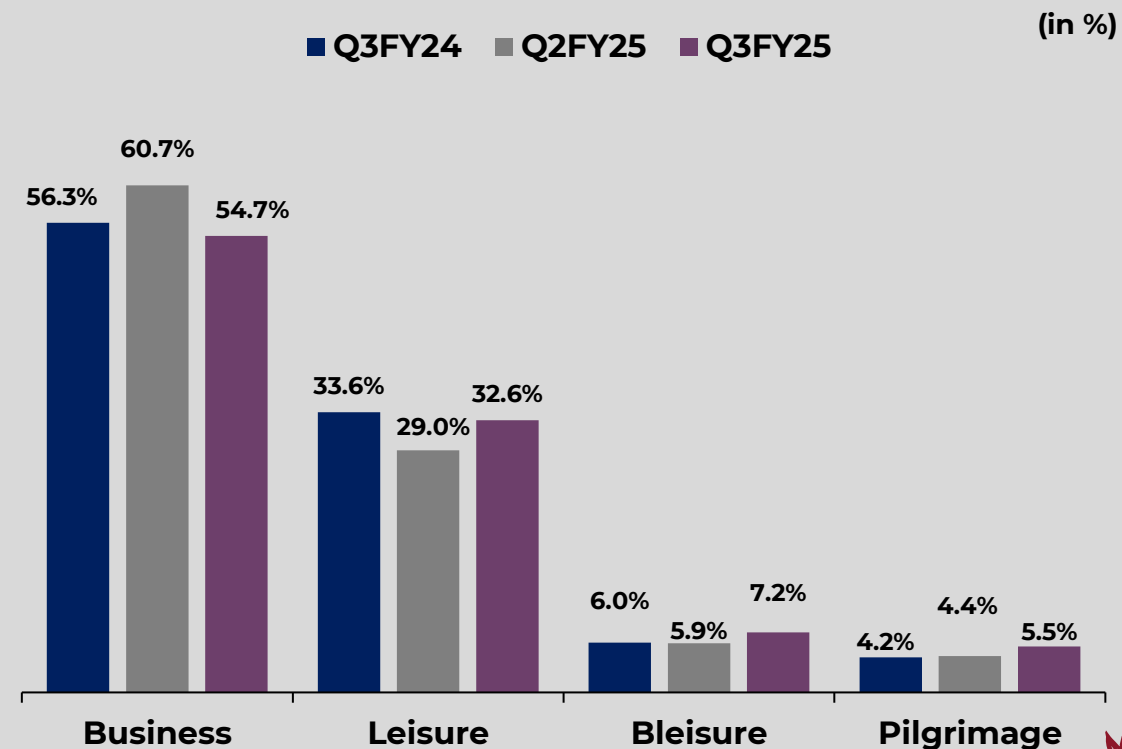
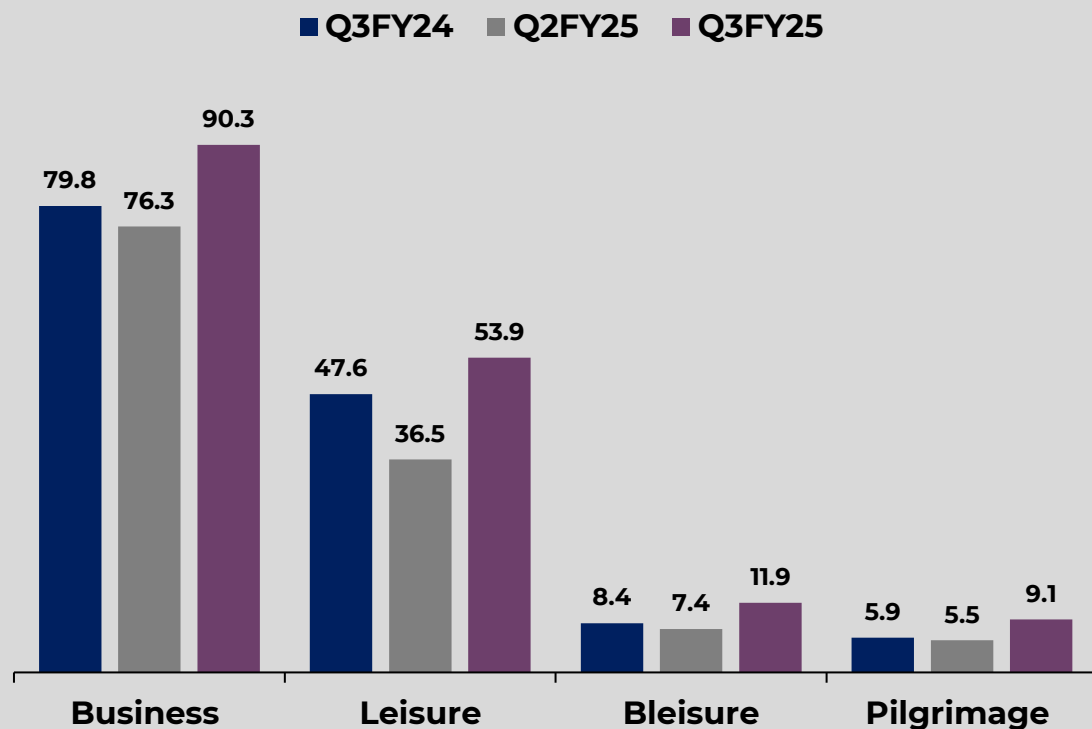
# SOURCE WISE ROOM REVENUE (INCLUDING MANAGED HOTELS)

## Q3 FY25 (₹ IN CRORE)



# SEGMENT WISE ROOM REVENUE (INCLUDING MANAGED HOTELS)

## Q3 FY25 (₹ IN CRORE)



# GUEST BREAK-UP

(In Nos)

Particulars	Q3 FY24	Q2 FY25	Q3 FY25
Domestic Guests (Nos)	1,08,804	98,287	1,05,381
Foreign Guests (Nos)	15,889	12,556	12,546
<b>Total (Nos)</b>	<b>1,24,693</b>	<b>1,10,843</b>	<b>1,17,927</b>
% of Domestic Guests	87.26%	88.67%	89.36%
% of Foreign Guests	12.74%	11.33%	10.64%

# CONSOLIDATED COST AS A % OF TOTAL INCOME

(₹ In Crore)

Particulars	Q3 FY24	Q2 FY25	Q3 FY25
<b>Raw Material Costs as a % of F&amp;B Revenue</b>			
F&B Revenue	29.6	25.9	32.2
Raw Material Cost	8.4	7.2	9.1
<b>% of Revenue</b>	<b>28.3%</b>	<b>27.8%</b>	<b>28.1%</b>
<b>Payroll Costs as a % of Revenue</b>			
Revenue	81.9	70.4	89.3
Payroll Cost	18.2	21.0	21.3
<b>% of Revenue</b>	<b>22.2%</b>	<b>29.8%</b>	<b>23.9%</b>
<b>Corp. Overhead as a % of Revenue</b>			
Revenue	81.9	70.4	89.3
Corp. Overhead Cost	4.6	3.9	4.7
<b>% of Revenue</b>	<b>5.6%</b>	<b>5.5%</b>	<b>5.3%</b>
<b>Other Operating Costs as a % of Revenue</b>			
Revenue	81.9	70.4	89.3
Other Operating Cost	30.6	30.8	33.9
<b>% of Revenue</b>	<b>37.3%</b>	<b>43.7%</b>	<b>37.9%</b>

# STANDALONE FINANCIAL RESULTS (WITH & WITHOUT INDAS)

## Q3 & 9M FY25

(₹ In Crore Except EPS)

Particulars	With INDAS					Without INDAS				
	Q3 FY25	Q2 FY25	Q3 FY24	9M FY25	9M FY24	Q3 FY25	Q2 FY25	Q3 FY24	9M FY25	9M FY24
<b>Total Income</b>	<b>57.9</b>	<b>51.9</b>	<b>54.7</b>	<b>158.9</b>	<b>145.8</b>	<b>57.6</b>	<b>51.7</b>	<b>54.6</b>	<b>158.3</b>	<b>145.4</b>
<b>EBITDA</b>	<b>17.9</b>	<b>16.0</b>	<b>19.8</b>	<b>47.5</b>	<b>47.5</b>	<b>13.2</b>	<b>11.1</b>	<b>15.7</b>	<b>33.1</b>	<b>35.3</b>
Depreciation	3.9	4.1	3.8	12.2	11.4	0.9	0.9	0.9	2.8	2.5
<b>EBIT</b>	<b>13.9</b>	<b>11.9</b>	<b>16.0</b>	<b>35.3</b>	<b>36.1</b>	<b>12.3</b>	<b>10.2</b>	<b>14.8</b>	<b>30.3</b>	<b>32.8</b>
Finance Cost	3.3	3.6	3.6	10.6	10.9	0.8	1.0	1.3	2.8	4.1
<b>PBT</b>	<b>10.6</b>	<b>8.3</b>	<b>12.4</b>	<b>24.7</b>	<b>25.2</b>	<b>11.4</b>	<b>9.2</b>	<b>13.6</b>	<b>27.5</b>	<b>28.7</b>
Tax expense	2.6	2.1	3.1	6.1	6.3	2.7	2.1	3.1	6.1	6.3
<b>PAT</b>	<b>8.0</b>	<b>6.2</b>	<b>9.3</b>	<b>18.6</b>	<b>18.9</b>	<b>8.8</b>	<b>7.2</b>	<b>10.5</b>	<b>21.4</b>	<b>22.4</b>
<b>Total Comprehensive Income</b>	<b>8.0</b>	<b>6.2</b>	<b>9.3</b>	<b>18.6</b>	<b>18.9</b>	<b>8.8</b>	<b>7.2</b>	<b>10.5</b>	<b>21.4</b>	<b>22.4</b>
<b>Earnings Per Share of ₹ 10 each: *</b>	<b>2.91</b>	<b>2.26</b>	<b>3.38</b>	<b>6.78</b>	<b>6.88</b>	<b>3.20</b>	<b>2.61</b>	<b>3.81</b>	<b>7.81</b>	<b>8.2</b>
<b>CASH Profit</b>	<b>11.9</b>	<b>10.3</b>	<b>13.1</b>	<b>30.8</b>	<b>30.3</b>	<b>9.7</b>	<b>8.1</b>	<b>11.3</b>	<b>24.2</b>	<b>24.9</b>



# CONSOLIDATED FINANCIAL RESULTS (WITH & WITHOUT INDAS)

## Q3 & 9M FY25

(₹ In Crore Except EPS)

Particulars	With INDAS					Without INDAS				
	Q3 FY25	Q2 FY25	Q3 FY24	9M FY25	9M FY24	Q3 FY25	Q2 FY25	Q3 FY24	9M FY25	9M FY24
Total Income	94.9	78.3	86.6	250.8	230.4	94.7	78.2	86.5	250.5	228.9
<b>EBITDA</b>	<b>30.6</b>	<b>19.4</b>	<b>29.4</b>	<b>71.3</b>	<b>71.3</b>	<b>25.5</b>	<b>14.2</b>	<b>24.9</b>	<b>55.9</b>	<b>56.8</b>
Depreciation	5.1	5.3	5.0	15.7	14.6	1.9	1.8	1.7	5.5	5.2
<b>EBIT</b>	<b>25.5</b>	<b>14.1</b>	<b>24.4</b>	<b>55.6</b>	<b>56.7</b>	<b>23.7</b>	<b>12.3</b>	<b>23.2</b>	<b>50.4</b>	<b>51.6</b>
Finance Cost	4.0	4.3	4.7	12.5	13.8	1.2	1.3	2.0	3.8	6.0
<b>PBT</b>	<b>21.5</b>	<b>9.8</b>	<b>19.8</b>	<b>43.1</b>	<b>42.9</b>	<b>22.6</b>	<b>11.0</b>	<b>21.2</b>	<b>46.6</b>	<b>45.6</b>
Tax expense	5.2	3.0	5.3	11.4	10.7	5.2	3.0	5.3	11.4	10.7
<b>PAT</b>	<b>16.4</b>	<b>6.8</b>	<b>14.5</b>	<b>31.7</b>	<b>32.2</b>	<b>17.4</b>	<b>8.0</b>	<b>15.9</b>	<b>35.2</b>	<b>34.9</b>
Share of Associate Profit	1.8	0.7	1.2	2.7	2.0	1.8	0.7	1.2	2.7	2.0
<b>PAT After Associate</b>	<b>18.1</b>	<b>7.5</b>	<b>15.7</b>	<b>34.4</b>	<b>34.1</b>	<b>19.2</b>	<b>8.7</b>	<b>17.1</b>	<b>37.9</b>	<b>36.9</b>
Other Comprehensive Income / (Loss)	1.3	(0.3)	(0.1)	0.8	(0.6)	1.3	(0.3)	(0.1)	0.8	(0.6)
<b>Total Comprehensive Income</b>	<b>19.4</b>	<b>7.3</b>	<b>15.6</b>	<b>35.2</b>	<b>33.6</b>	<b>20.4</b>	<b>8.5</b>	<b>17.0</b>	<b>38.7</b>	<b>36.3</b>
<b>Earnings Per Share of ₹ 10 each: *</b>	<b>6.49</b>	<b>2.73</b>	<b>5.60</b>	<b>12.44</b>	<b>11.62</b>	<b>7.45</b>	<b>3.09</b>	<b>6.20</b>	<b>14.11</b>	<b>13.2</b>
<b>CASH Profit</b>	<b>23.2</b>	<b>12.8</b>	<b>20.7</b>	<b>50.0</b>	<b>48.8</b>	<b>21.0</b>	<b>10.6</b>	<b>18.9</b>	<b>43.4</b>	<b>42.1</b>

# ANNUAL INCOME STATEMENT CONSOLIDATED

(₹ In Crore Except EPS)

Particulars	FY22	FY23	FY24
- Room nights	69.3	137.8	150.4
- Food and beverages	52.5	93.2	102.2
- Other services	16.6	32.6	41.0
<b>Income from Operations</b>	<b>138.5</b>	<b>263.6</b>	<b>293.6</b>
Other Income	17.4	16.1	19.1
<b>Total Income</b>	<b>155.9</b>	<b>279.7</b>	<b>312.7</b>
Cost of Material Consumed	17.3	26.7	29.2
Employee Benefits Expense	34.7	56.0	72.6
Power and fuel Expense	13.5	17.7	21.3
Rent Expense	6.9	12.9	13.5
Other Expenses	43.3	68.4	81.0
<b>Total Expenditure</b>	<b>115.6</b>	<b>181.7</b>	<b>217.5</b>
<b>EBITDA</b>	<b>40.3</b>	<b>98.0</b>	<b>95.2</b>
<b>EBITDA Margin (%)</b>	<b>25.9%</b>	<b>35.1%</b>	<b>30.4%</b>
Depreciation	19.4	18.4	19.9
<b>PBIT</b>	<b>20.9</b>	<b>79.7</b>	<b>75.3</b>
Interest	16.1	16.1	18.3
<b>PBT</b>	<b>4.8</b>	<b>63.6</b>	<b>57.0</b>
Tax	3.1	16.7	9.7
Exceptional Item	25.1	-	-
<b>Reported Net Profit</b>	<b>26.7</b>	<b>47.0</b>	<b>47.4</b>
Share of Profit of associate	-	2.3	3.5
<b>Net Profit/(Loss) for the period and Share of Profit of associate</b>	<b>26.7</b>	<b>49.2</b>	<b>50.8</b>
Other Comprehensive Income/(Loss)	0.1	0.8	-0.8
<b>Total Comprehensive Income</b>	<b>26.8</b>	<b>50.0</b>	<b>50.0</b>
<b>Reported PAT Margin (%)</b>	<b>17.2%</b>	<b>17.9%</b>	<b>16.0%</b>
<b>EPS (Reported) (₹)</b>	<b>10.71</b>	<b>17.15</b>	<b>17.68</b>

# BALANCE SHEET CONSOLIDATED

(₹ In Crore)

Particulars	FY23	FY24	H1FY25
<b>Equity &amp; Liability</b>			
Equity share capital	27.4	27.4	27.4
other equity	145.5	163.3	178.8
Non-controlling interests	24.0	17.4	15.9
<b>Total Equity</b>	<b>197.0</b>	<b>208.1</b>	<b>222.2</b>
Non-current liabilities			
Financial Liabilities			
Borrowings	65.5	46.7	72.6
Lease Liabilities	75.2	122.0	116.6
Other financial liabilities	3.3	1.1	1.6
Provisions	2.5	2.8	2.9
Deferred tax liabilities	0.4	0.3	0.3
<b>Total Non-Current Liability</b>	<b>146.9</b>	<b>173.1</b>	<b>194.0</b>
<b>Current Liabilities</b>			
Financial Liabilities			
Borrowings	9.8	20.4	10.9
Lease Liabilities	7.2	10.4	10.5
Trade payables	37.1	32.7	32.1
Other financial liabilities	9.4	12.3	12.8
Other current liabilities	13.4	9.6	14.7
Provisions	2.3	2.5	2.6
current tax liabilities	0.7	0.8	2.0
<b>Total Current Liability</b>	<b>79.9</b>	<b>88.8</b>	<b>85.6</b>
<b>Total Equity &amp; Liability</b>	<b>423.9</b>	<b>470.0</b>	<b>501.7</b>

Particulars	FY23	FY24	H1FY25
<b>Non-Current assets</b>			
Property, plant and equipment	114.9	117.6	114.2
Capital Work in progress	0.8	0.4	6.5
Goodwill	17.6	17.6	17.6
Other intangible assets	0.1	0.1	0.1
Right-of-use-assets	73.2	120.1	111.1
Investments accounted for using equity method	26.6	30.0	30.9
<b>Financial assets</b>			
Investment	0.0	0.0	0.0
Loans	7.0	7.0	7.0
other financial assets	31.0	34.5	71.9
Deferred tax assets (net)	7.2	13.1	12.9
Non-current tax assets	10.2	9.1	4.7
Other non-current assets	2.2	4.3	4.2
<b>Total Non-Current Assets</b>	<b>290.7</b>	<b>353.8</b>	<b>381.2</b>
<b>Current Asset</b>			
Inventories	2.3	2.6	3.1
<b>Financial Assets</b>			
Trade Receivable	32.0	32.9	37.0
cash and cash equivalents	40.3	23.9	17.8
Bank balance other than cash and cash equivalents	31.1	27.1	27.2
Loans	0.6	0.6	0.6
Other financial assets	6.4	6.4	6.6
Current tax assets	0.1	0.1	0.1
other current assets	3.5	7.3	11.7
<b>Total</b>	<b>116.3</b>	<b>100.8</b>	<b>103.9</b>
Asset held-for-sale	16.9	15.3	16.6
<b>Total Current Asset</b>	<b>133.2</b>	<b>116.2</b>	<b>120.6</b>
<b>Total Asset</b>	<b>423.9</b>	<b>470.0</b>	<b>501.7</b>

# COMPANY OVERVIEW

WHO WE ARE?

OUR JOURNEY

MANAGEMENT TEAM

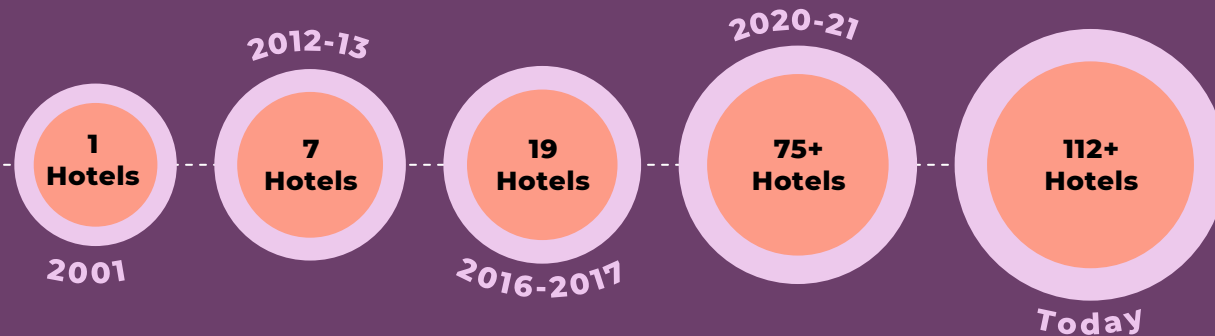
OUR PRESENCE



# AN INDIAN BRAND, FOR AN INDIA STORY

Royal Orchid Hotels Ltd is among India's fastest growing hotel groups operating across categories and geographies.

Royal Orchid owns, leases, manages and franchises properties, running the entire operation from rooms to food & beverage, banquets to outdoor caterings, truly making it one of India's largest full stack hospitality companies.



3+  
COUNTRIES

75+  
LOCATIONS

8500+  
EMPLOYEES

100+  
SALES FORCE



# 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, 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. Keshav Baljee**

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



**Mrs. Sunita Baljee**

Co-promoter and one of the founders of Royal Orchid Hotels Limited. She is a Master in Business Administration and carries vast experience in the hospitality industry.

## INDEPENDENT DIRECTORS



**Mr. Ashutosh Chandra**

He joined the Indian Revenue Service in 1982 and held various positions within the Income Tax Department under the Ministry of Finance, Government of India. His roles included Director of Investigation, Assessment, Audit, Appellate Commissioner, Director in the CBDT, and Principal Commissioner 1, Bangalore. He also served as a member of the Authority for Advance Rulings (Income Tax) and as a Member (Technical) of the National Company Law Tribunal.



**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.



**Dr. PV Ramana Murthy, Ph.D.**

An HR and OD expert with over 35 years of experience in Fortune 500 CXO roles, specializing in culture transformation and leadership development. He currently serves on the boards of Zee Entertainment and Automotive Axles Limited, and authored the bestselling book The Power of Humility on humble leadership.

# MANAGEMENT



**Mr. Arjun Baljee**  
President

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 experience in Operational Excellence with brands like Voyages Indigenous Australia, Sofitel Sydney & Other Accor Hotels



**Mr. Shiwam Verma**  
VP Operations (Goa)

Over 25 years of experience with Pride Hotels & Sarovar Hotels



**Dr. Chidambaram Pillai**  
VP Engineering

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



**Mr. Ajay Sharma**  
VP Operations (North)

35 years vast experience with ITC fortune hotels, Chancery Group of Hotels & Oberoi Hotels



**Mr. Saravanan Dhanabalu**  
VP Operations (West)

30 years of vast experience with ITC fortune hotels and was managing 22 hotels in south India.



**Mr. Amit Jaiswal**  
Chief Financial Officer

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



**Mr. Vikas Passi**  
VP Operations (West)

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



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

20+ years experience covering brands like DHFL Group & Reliance Retail Group



**Mr. Rajesh Kattakam**  
VP Sales (South)



**Mr. Sandeep Rajput**  
VP Sales (North)



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:

- + Honored with Lifetime Achievement Award from Today's Traveller 2024.
- + 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





Royal Orchid Hotels Ltd.,  
Mr. Chander Baljee  
Chairman & Managing Director

Mr. Amit Jaiswal  
Chief Financial Officer

+91 99020 00110  
cfo@royalorchidhotels.com  
www.royalorchidhotels.com

KAPTIFY Consulting  
Investor Relations / Consulting

+91 8452886099  
contact@kaptify.in  
www.kaptify.in

**THANK  
YOU !**