



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: Investors Presentation

Pursuant to Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, and in continuation to our earlier letter on Intimation of schedule of Analyst Meeting, 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. 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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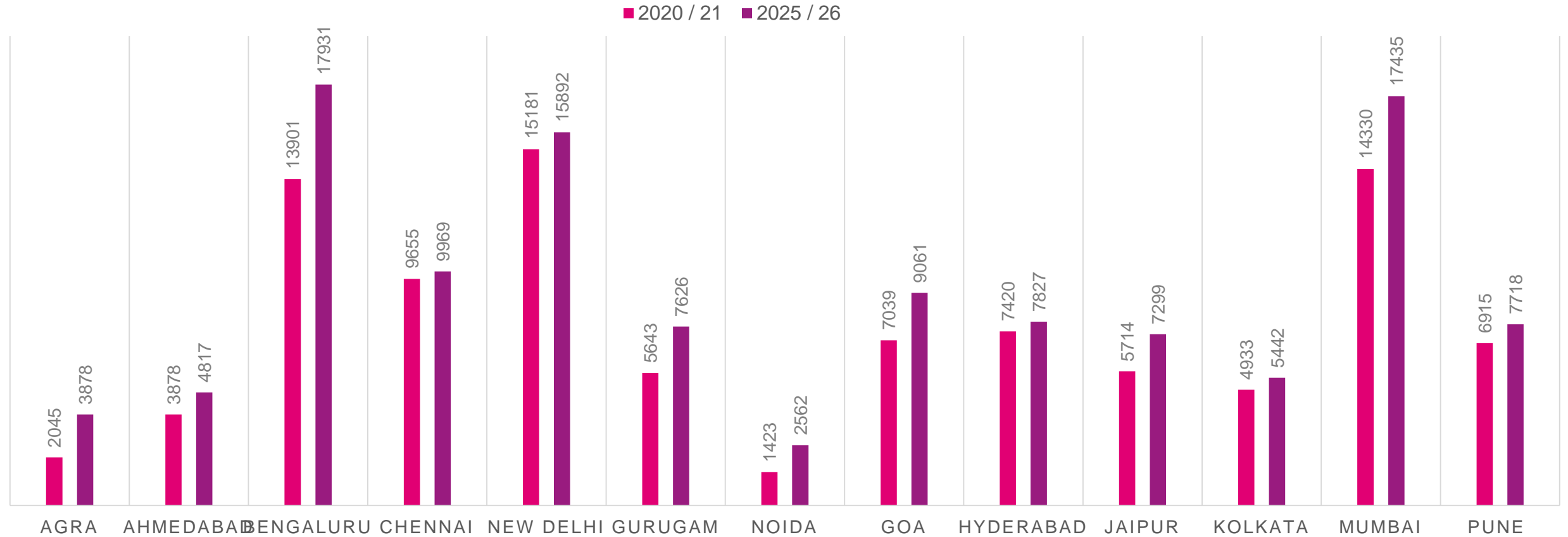
Business Overview

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Financial Overview

Industry Outlook

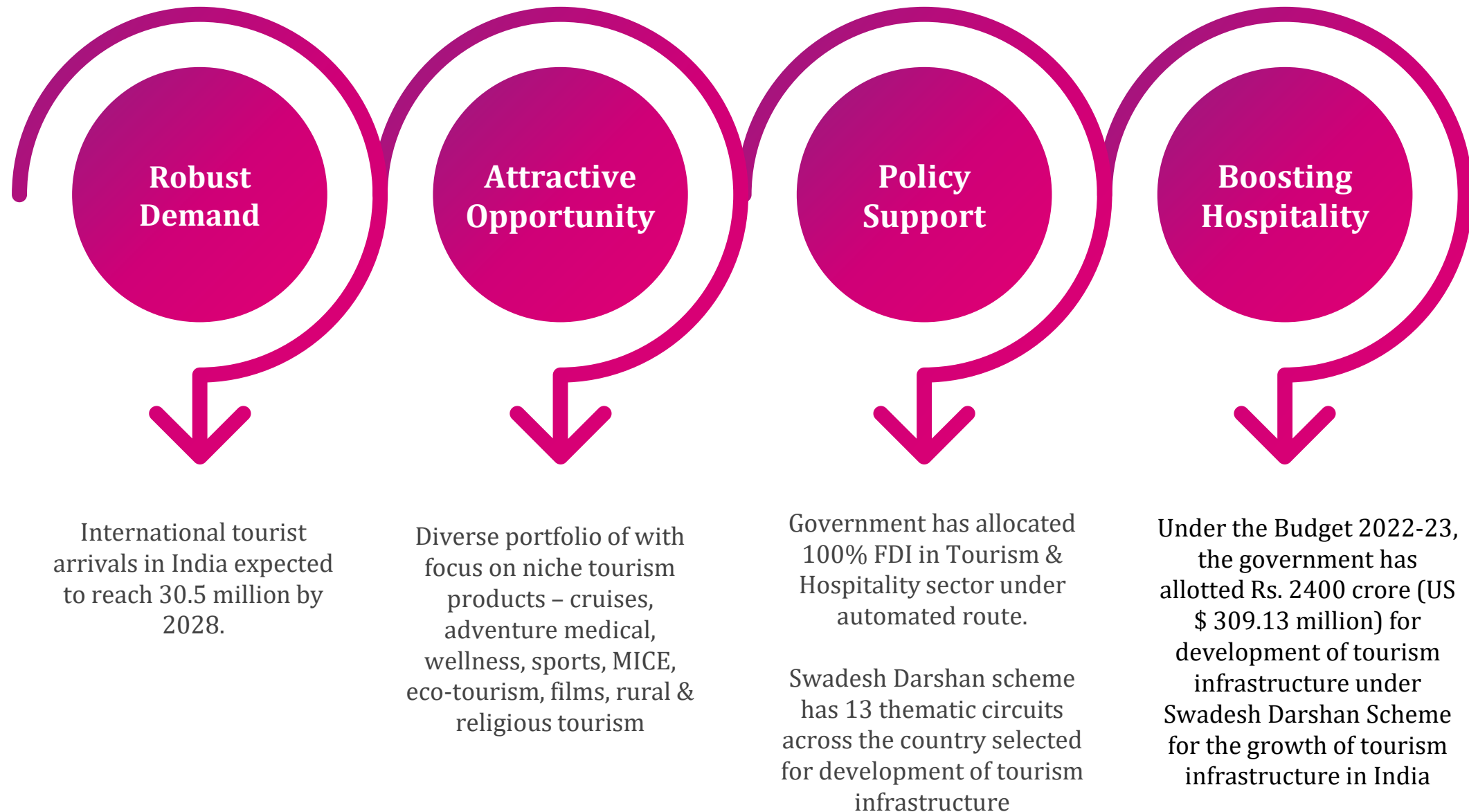
PROPOSED BRANDED HOTEL ROOMS ACROSS MAJOR CITIES



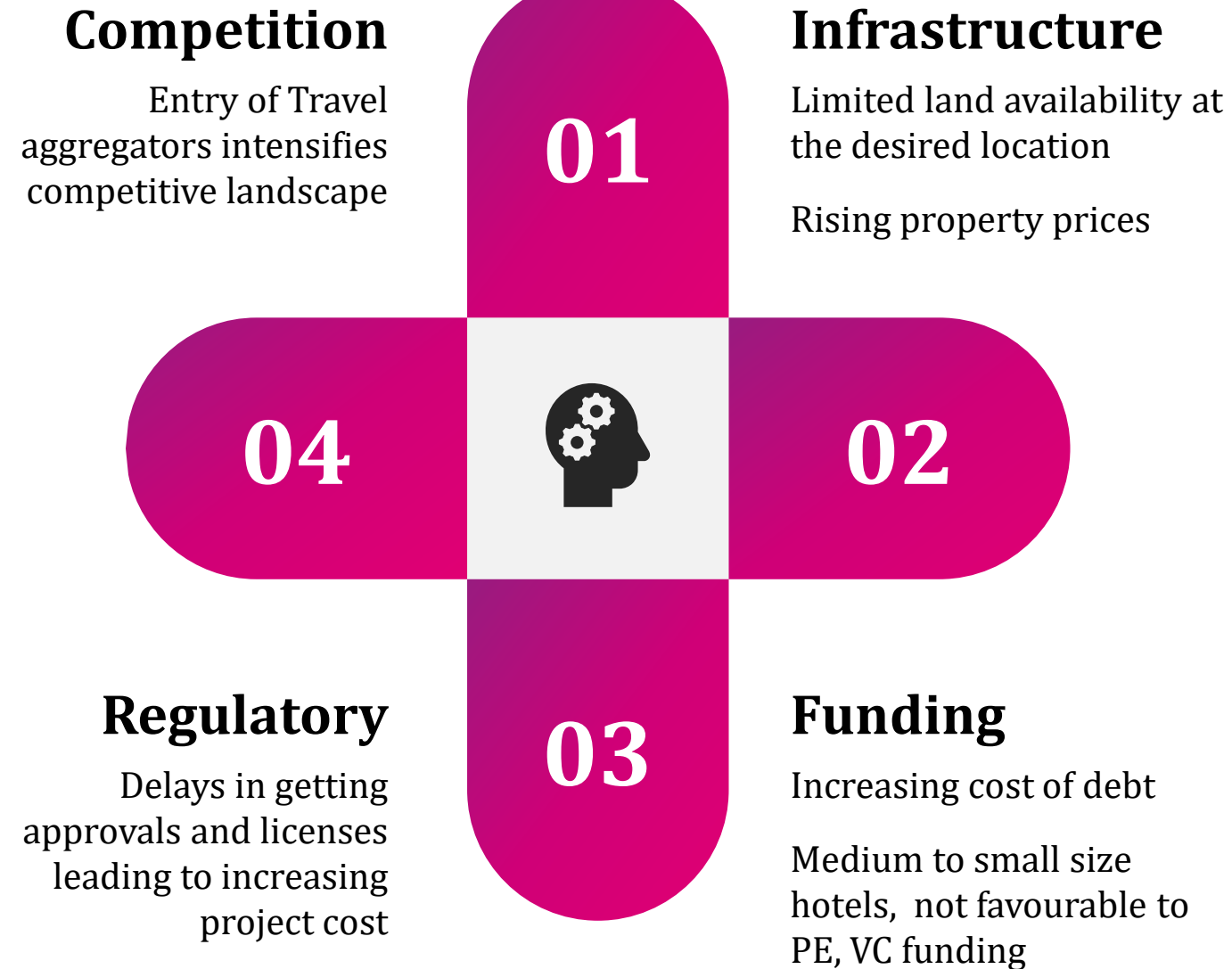
Source: India Hospitality Trends & Opportunity report by Hotelivate

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

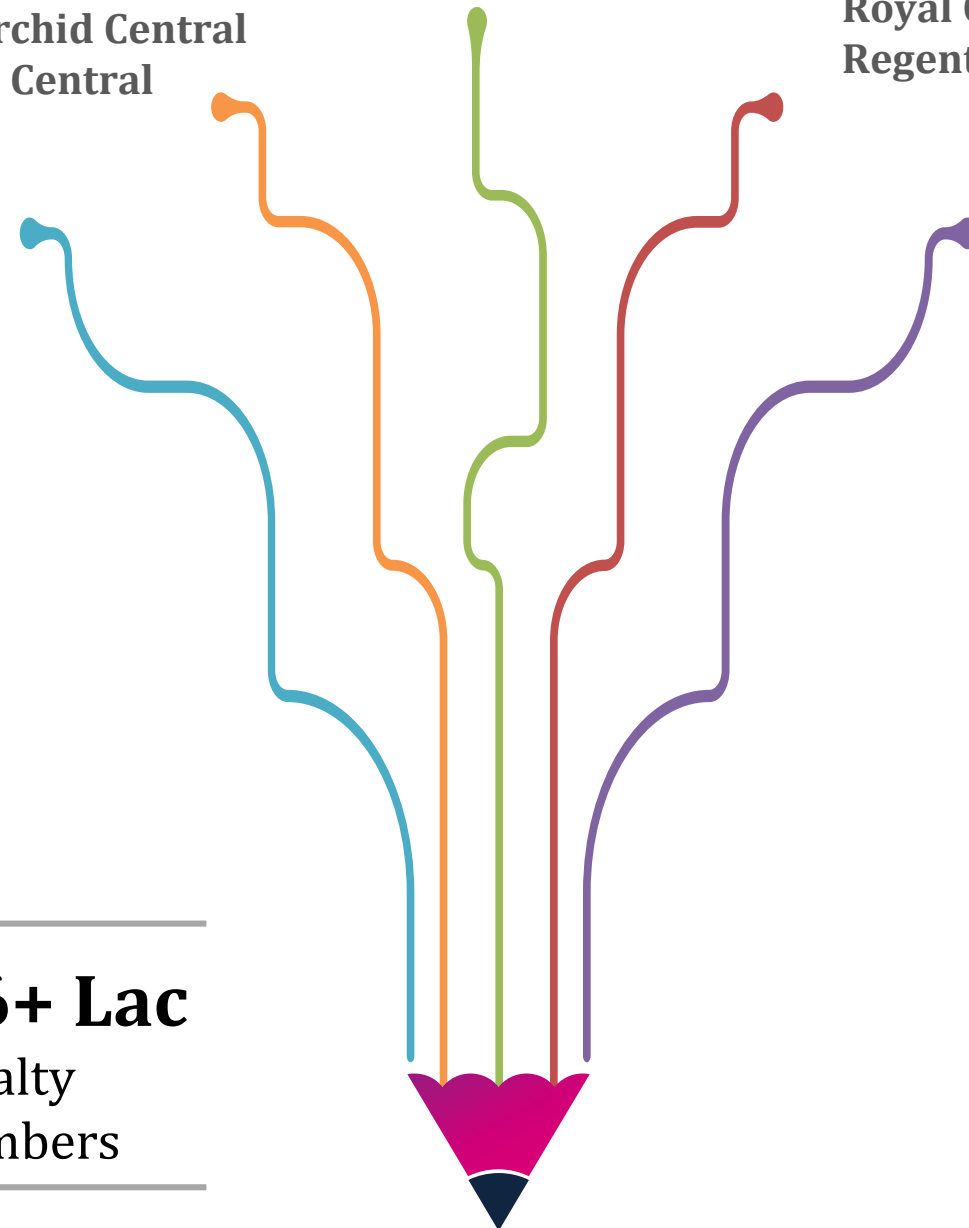
5 STAR

Hotel Royal
Orchid

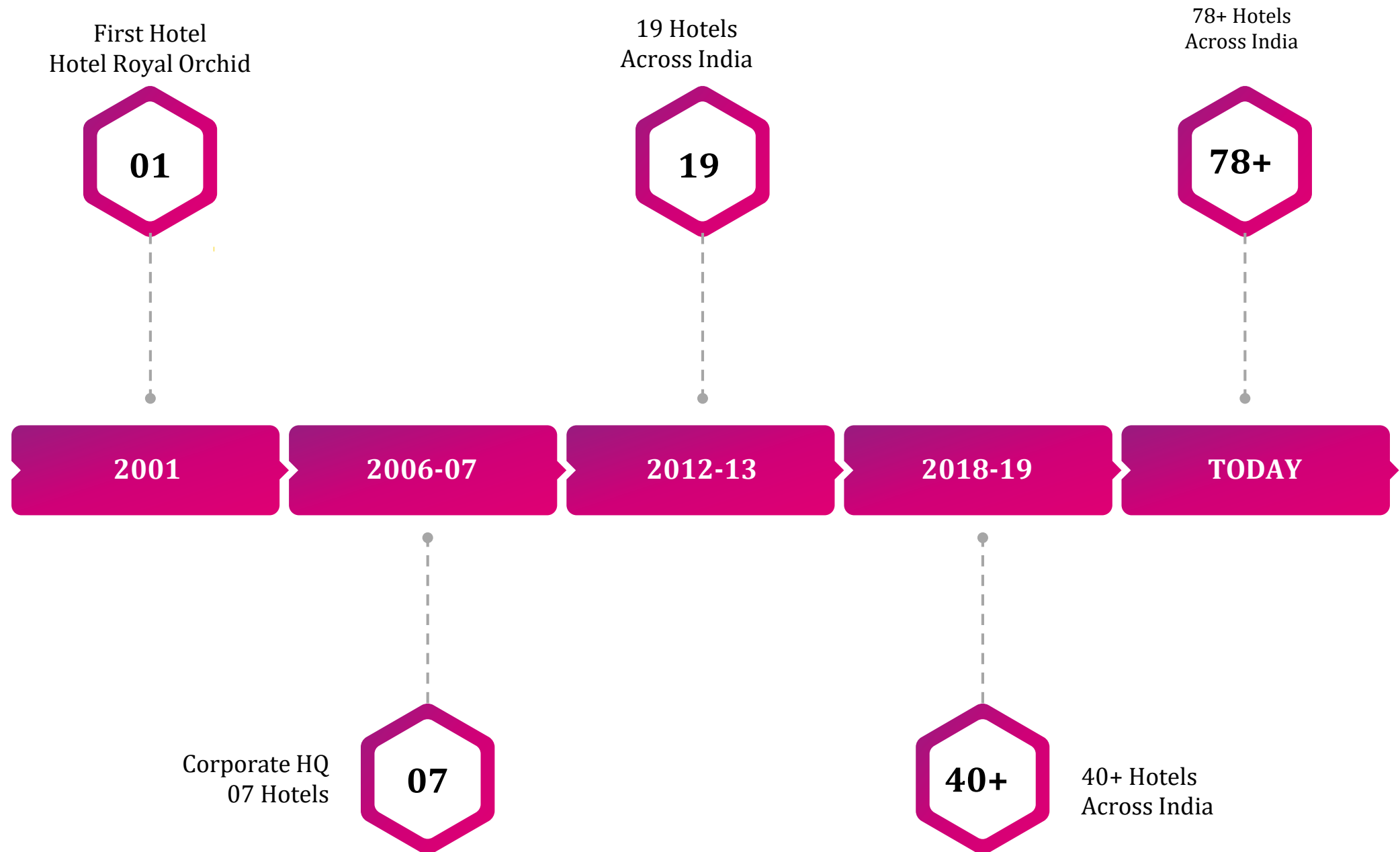
BUDGET

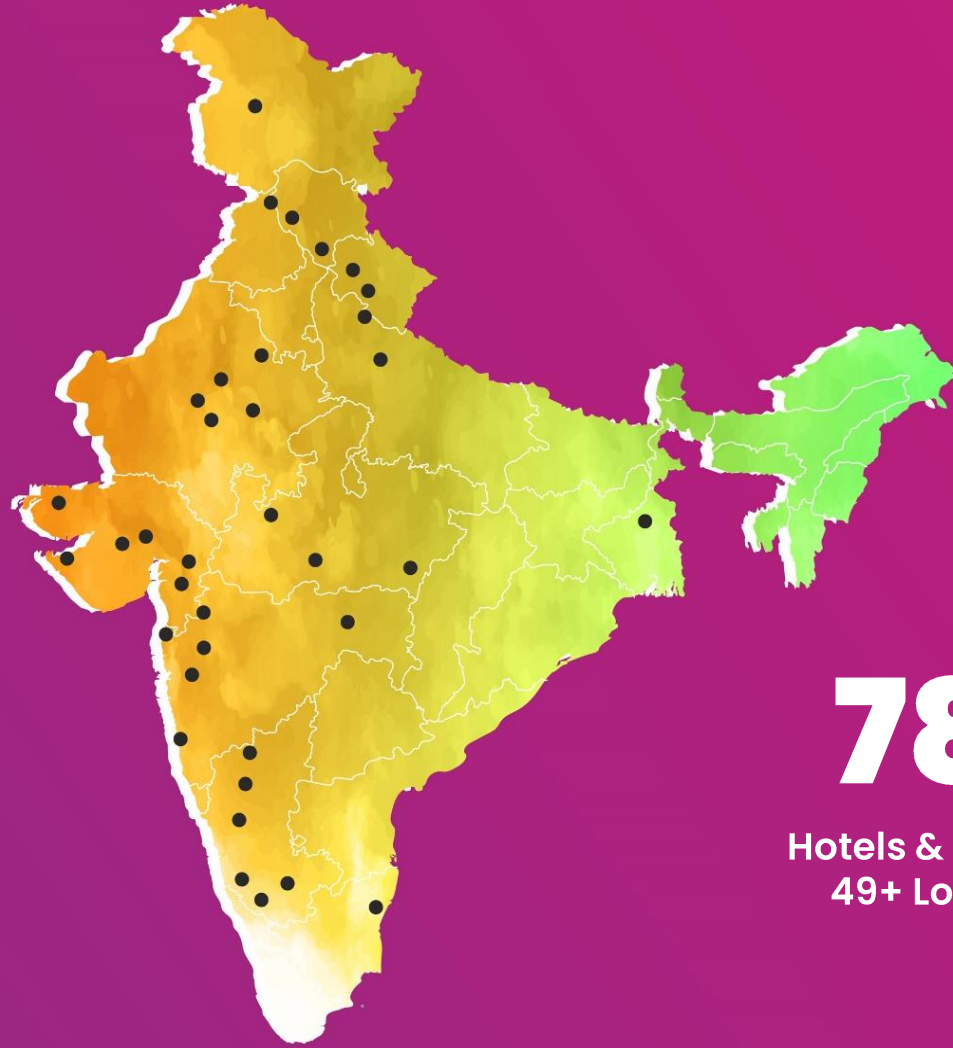
Royal Place
Regenta Inn

78+ Hotels & Resorts	49+ Locations	11 States	4,805 keys	2.6+ Lac 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

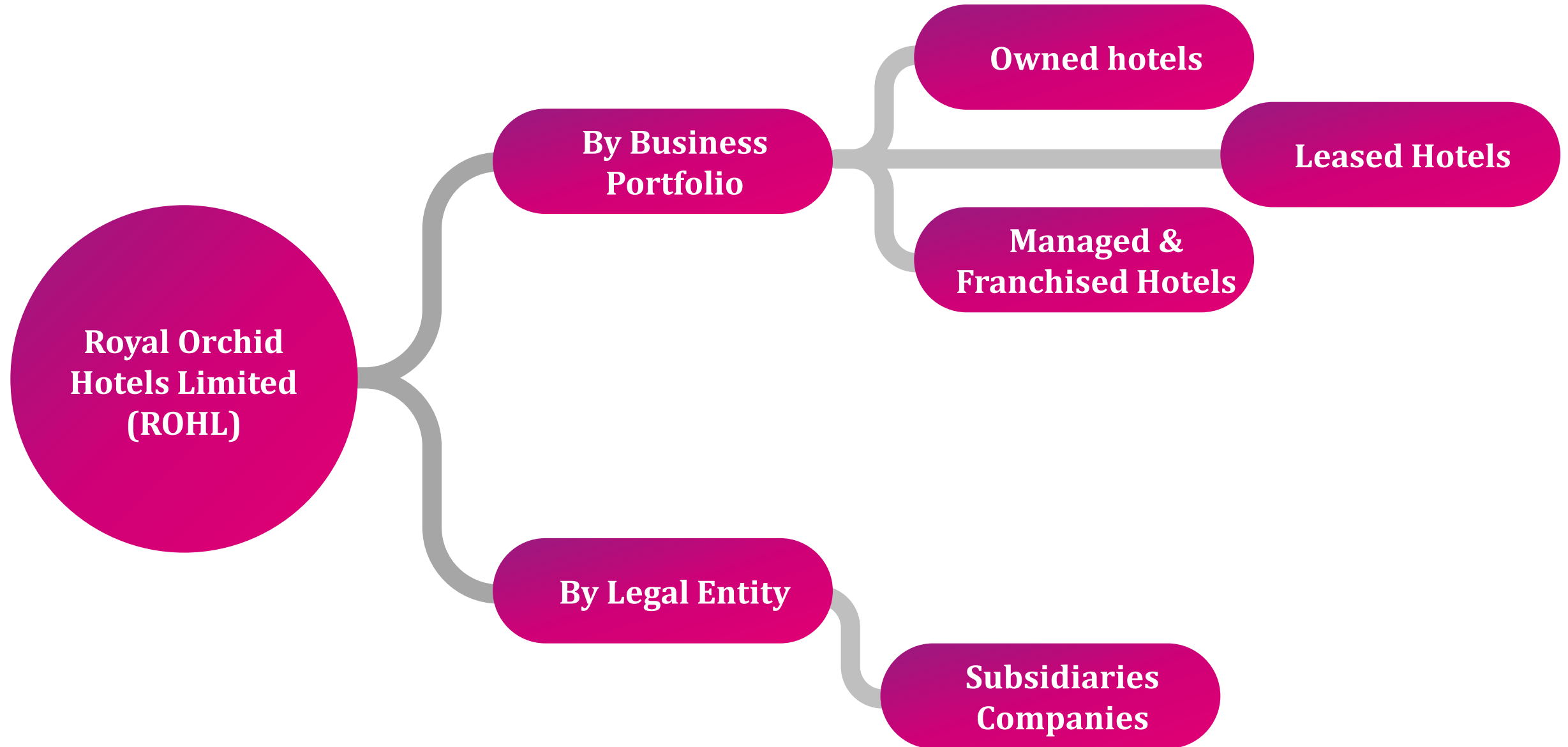


Our Offerings

Competitive Advantage



Our Business Structure

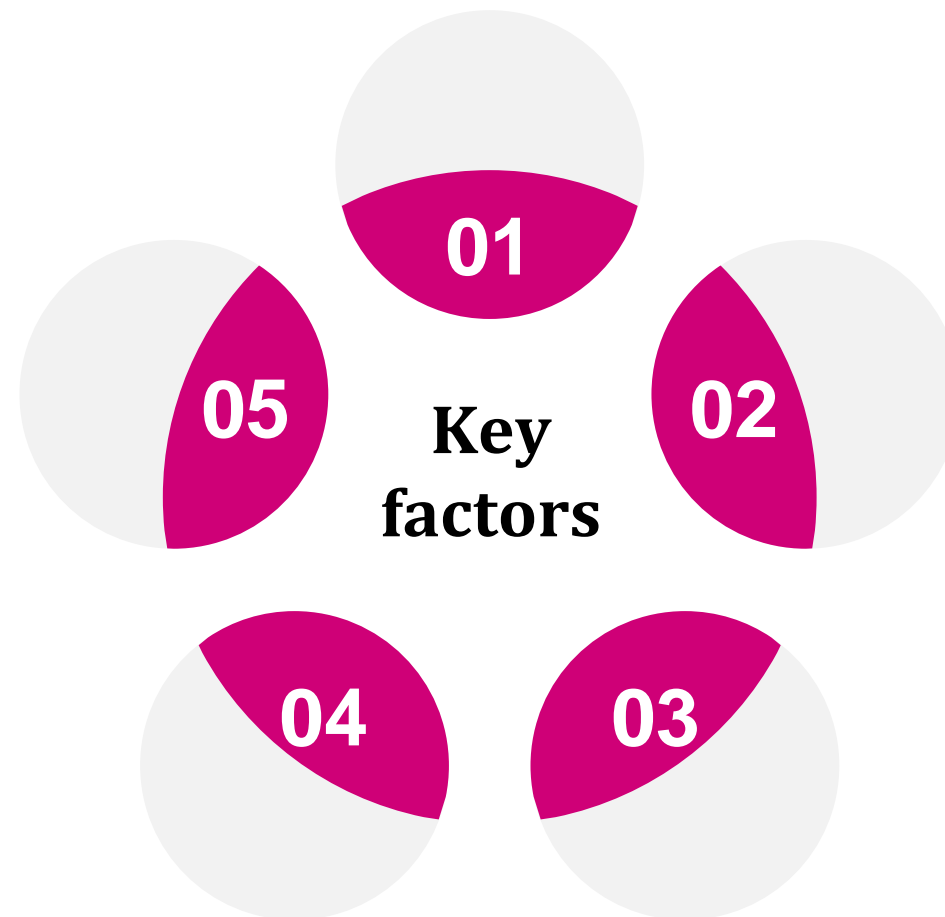


Our Business Model -Asset Light Model

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

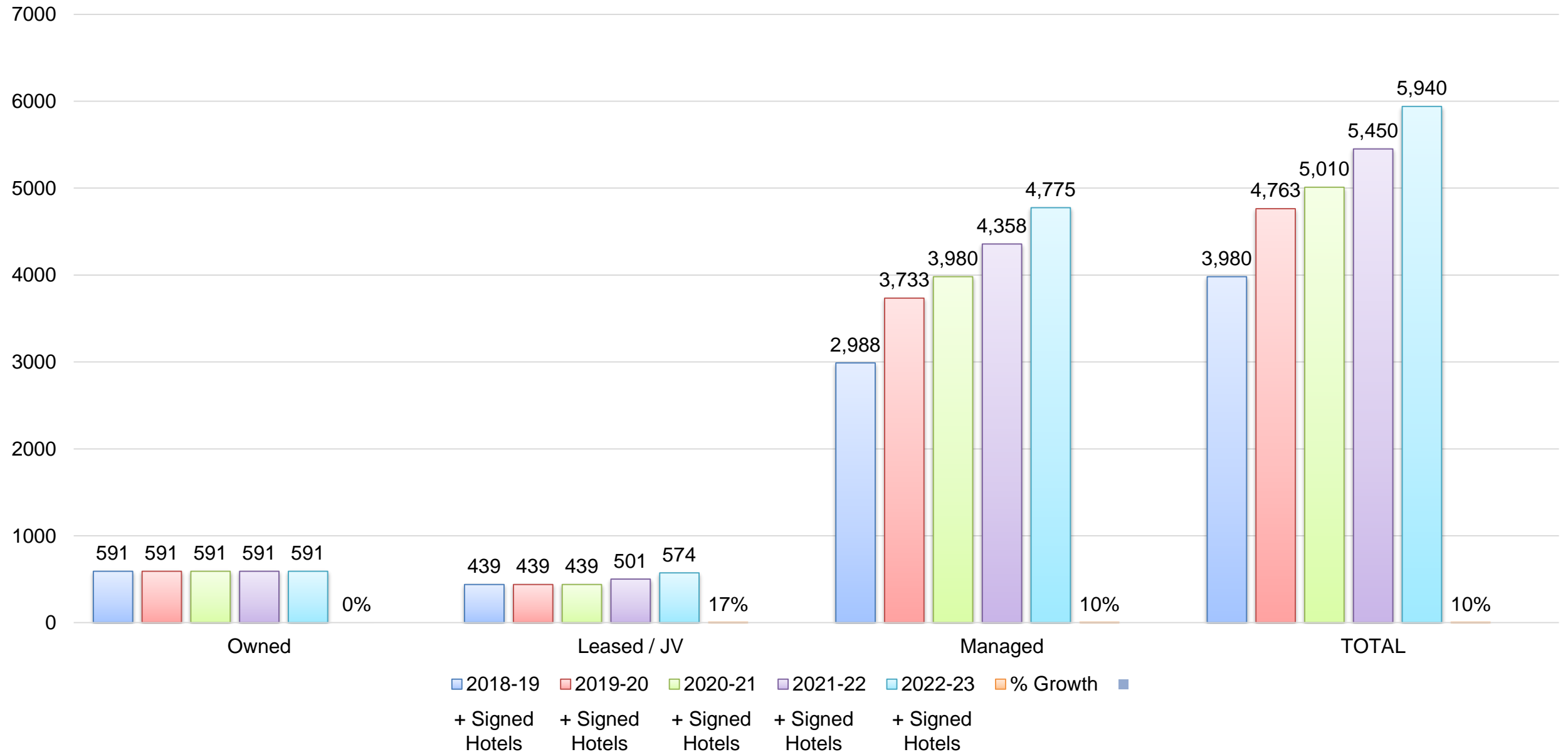
Break even of Operating profit in just 1 year

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
Total Keys	268	574	323	3640	4,805

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
Total KEYS	4,282	52	258	4,805
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

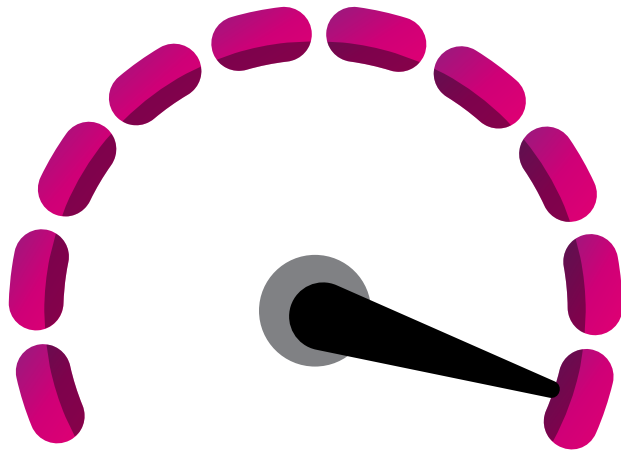
Upcoming Hotels by - 2023

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

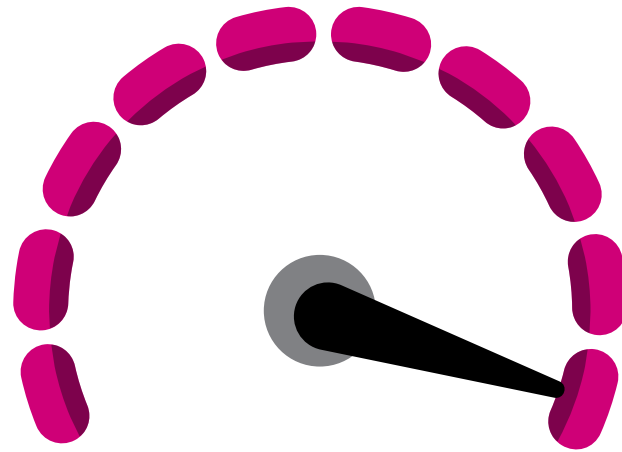
21+
Hotels

1135+
Keys

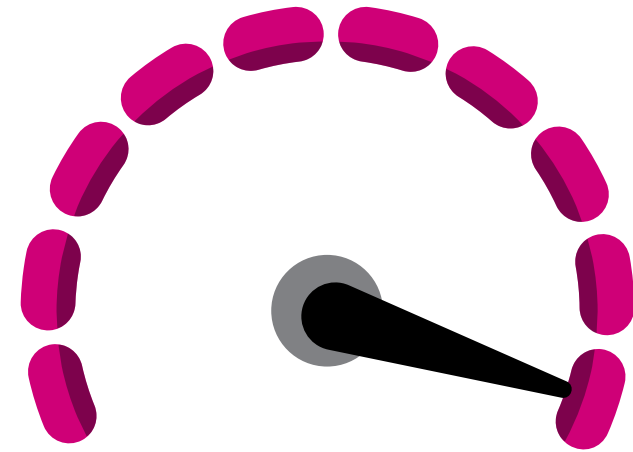
Competitive Advantage



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

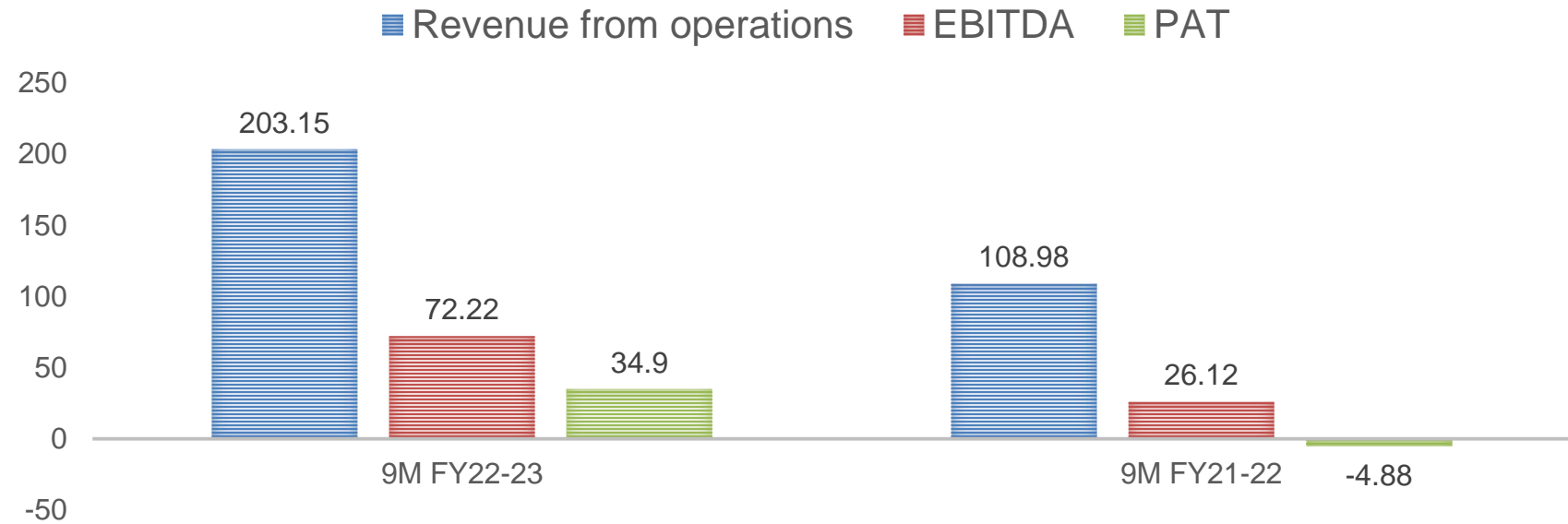
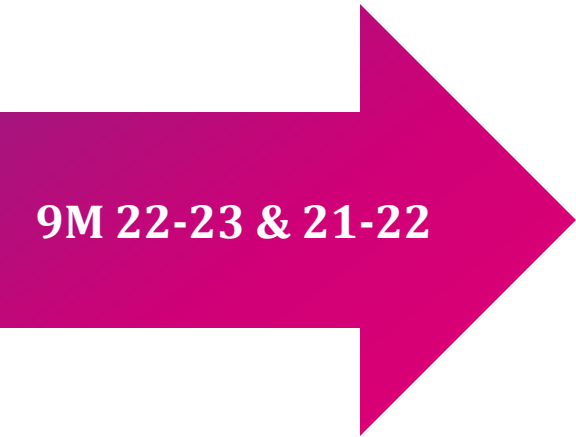
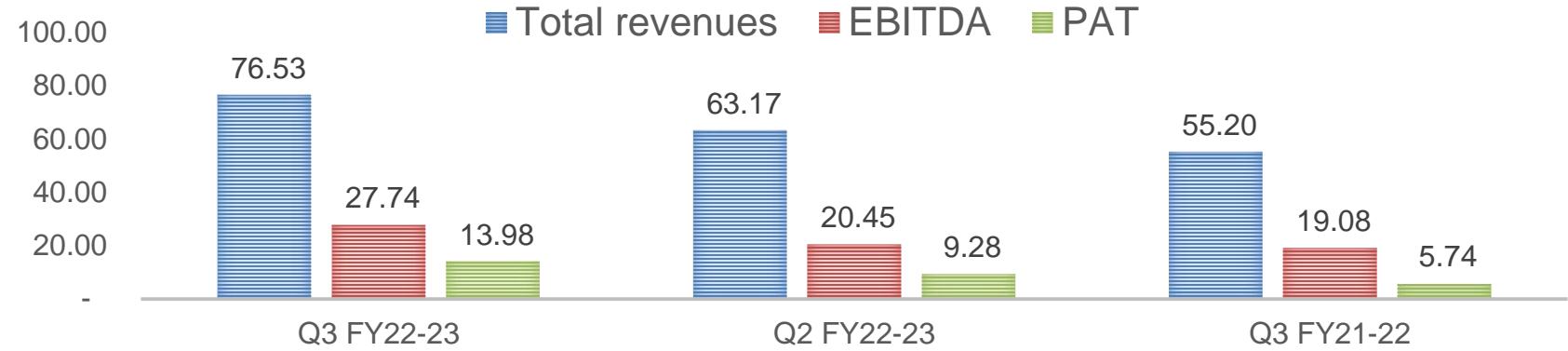


**Consolidated Income
Statement & Balance
Sheet snapshot**

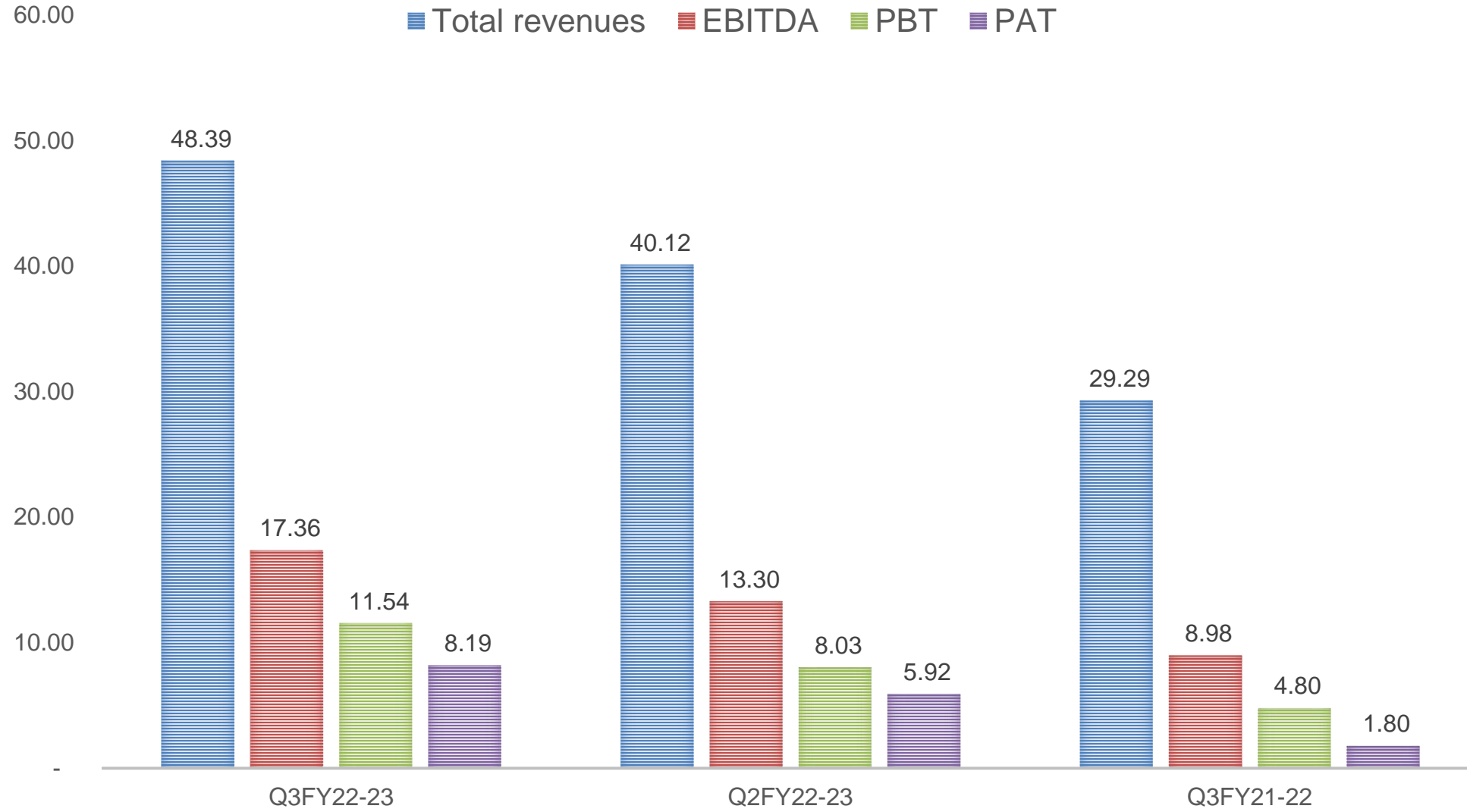


Shareholding

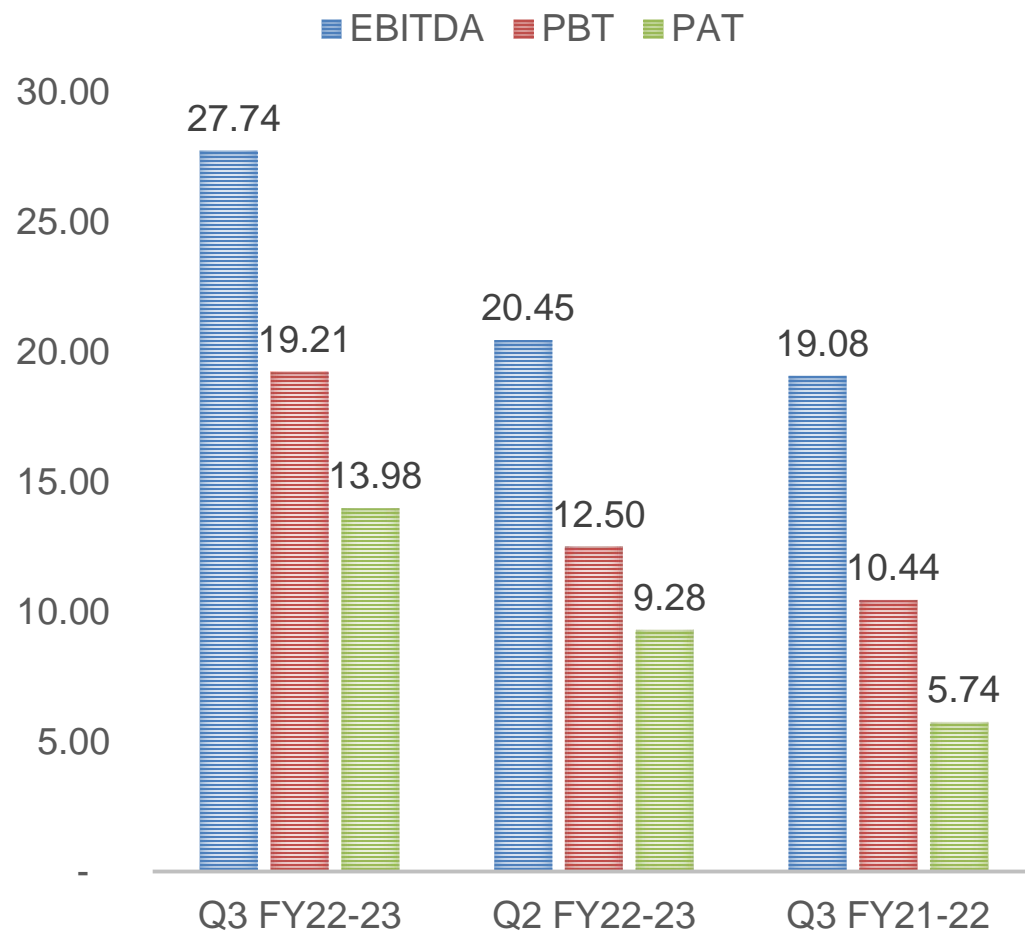
Consolidated Quarter and 9 Months Ended 22 -23 highlights



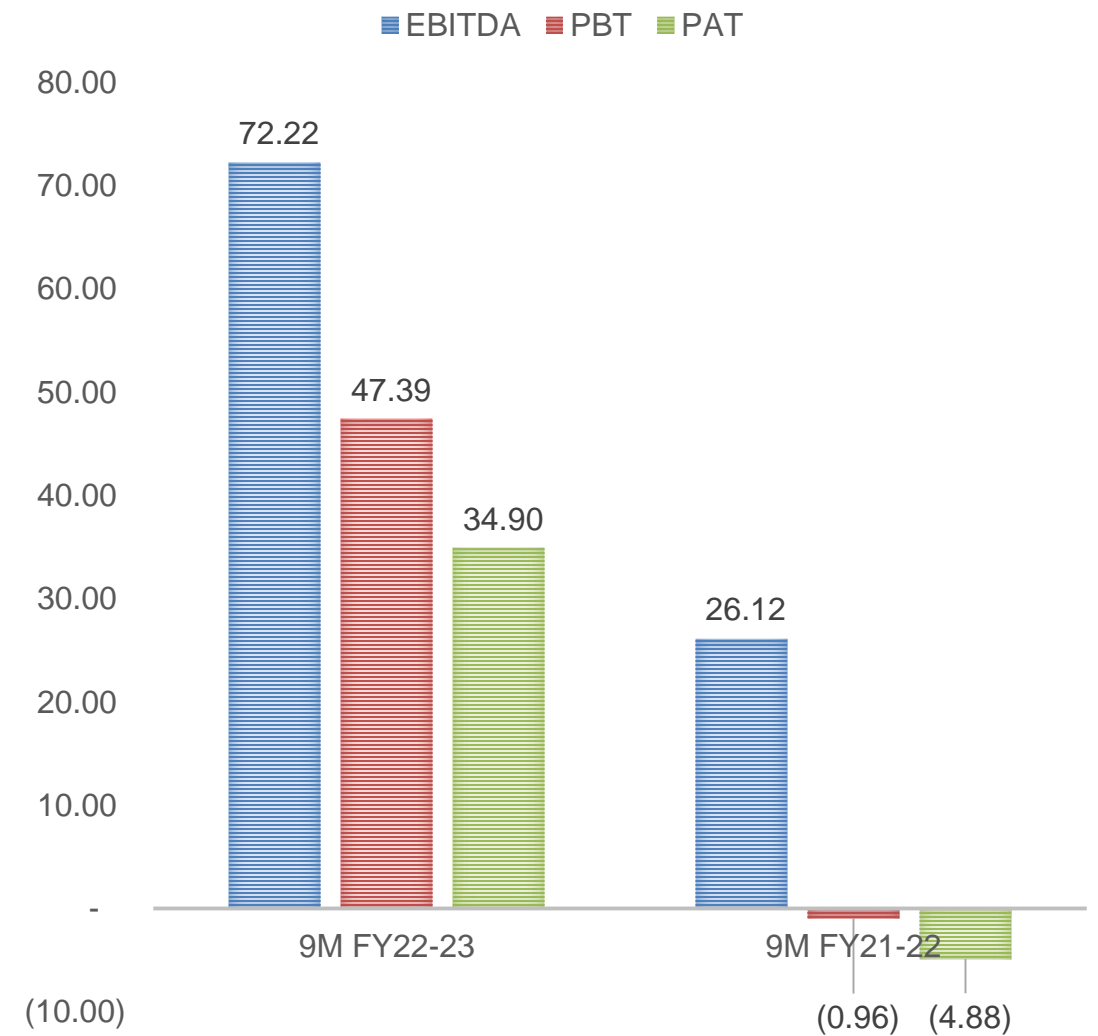
Standalone Quarter highlights



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
Income from Operations	46.79	37.56	28.57	122.43	56.57
Other Income	1.60	2.56	0.72	5.52	5.11
Total Income	48.39	40.12	29.29	127.95	61.68
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
Total Expense	31.03	26.82	20.31	82.75	46.66
EBITDA	17.36	13.30	8.98	45.20	15.02
EBITDA Margin (%)	36%	33%	31%	35%	24%
Depreciation	3.06	2.59	2.10	8.27	6.33
EBIT	14.30	10.71	6.88	36.93	8.69
Finance Cost	2.76	2.68	2.08	8.13	6.54
PBT	11.54	8.03	4.80	28.80	2.15
Tax expense	3.35	2.11	1.30	7.80	0.65
Exceptional Items	-	-	(1.70)	-	(5.02)
PAT	8.19	5.92	1.80	21.00	(3.52)
Other Comprehensive Income/(Loss)	-	-	-	-	-
Total Comprehensive Income	8.19	5.92	1.80	21.00	(3.52)
Net Profit Margin (%)	17%	15%	6%	16%	(6%)
EPS (In Rs)	2.99	2.16	0.66	7.66	(1.28)

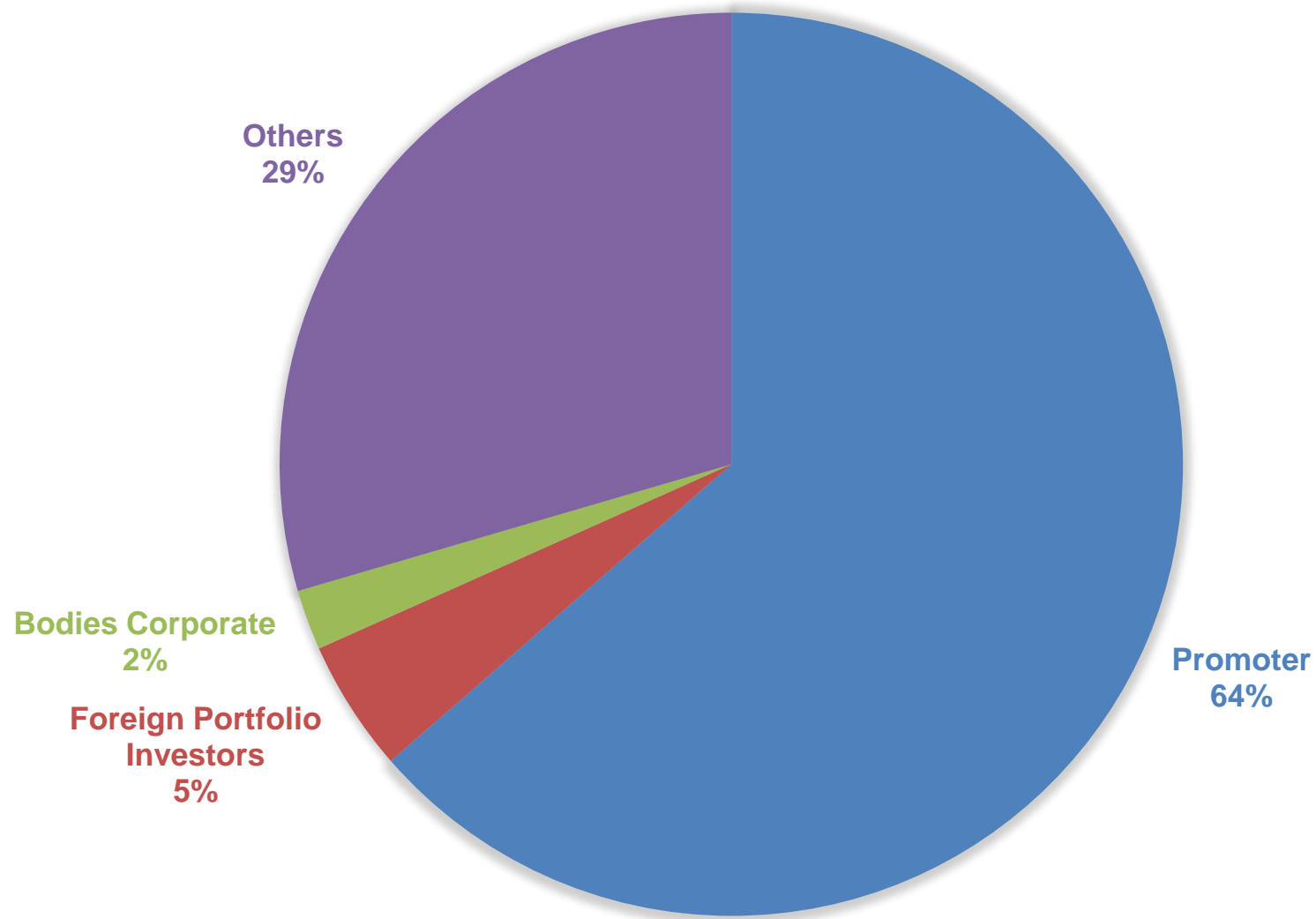
Consolidated financials for Quarter and 9 Months Ended 22-23

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
Income from Operations	72.49	58.06	52.78	191.00	98.99
Other Income	4.04	5.11	2.42	12.15	9.99
Total Income	76.53	63.17	55.20	203.15	108.98
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
Total Expense	48.79	42.72	36.12	130.93	82.86
EBITDA	27.74	20.45	19.08	72.22	26.12
EBITDA Margin (%)	36%	32%	35%	36%	24%
Depreciation	4.85	4.35	4.80	13.54	14.87
EBIT	22.89	16.10	14.28	58.68	11.25
Finance Cost	3.68	3.60	3.84	11.29	12.21
PBT	19.21	12.50	10.44	47.39	(0.96)
Tax expense	5.23	3.22	3.00	12.49	2.22
Exceptional Items	-	-	(1.70)	-	(1.70)
PAT	13.98	9.28	5.74	34.90	(4.88)
Other Comprehensive Income/(Loss)	0.14	0.40	-	0.91	0.11
Total Comprehensive Income	14.12	9.68	5.74	35.81	(4.77)
Net Profit Margin (%)	18%	15%	10%	18%	(4%)
EPS (In Rs)	5.27	3.22	1.61	12.52	(0.87)

Consolidated Assets & Liabilities – Snapshot As on December 22

Particulars	As at Dec. 2022	As at Mar 2022
Assets		
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
Total Non-current assets	287.58	266.15
Current Assets	124.07	81.82
Assets classified as held for sale	14.82	14.82
Total assets	426.47	362.79
Equity and liabilities		
(a) Equity share capital	27.43	27.43
(b) Other equity	132.93	97.76
Total Networth	160.36	125.19
Non-Controlling Interests	23.59	21.83
Secured Loan and other non current liabilities	149.57	138.45
Total Non-current liabilities	149.57	138.45
Current Liabilities	92.95	77.32
Total equity and liabilities	426.47	362.79

Shareholding



Promoter	63.60
Foreign Portfolio Investors	4.72
Bodies Corporate	2.16
Others	29.52
Total	100



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



PARTIES

ENGAGEMENTS

CEREMONIES

WEDDINGS

COCKTAILS

RECEPTIONS

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



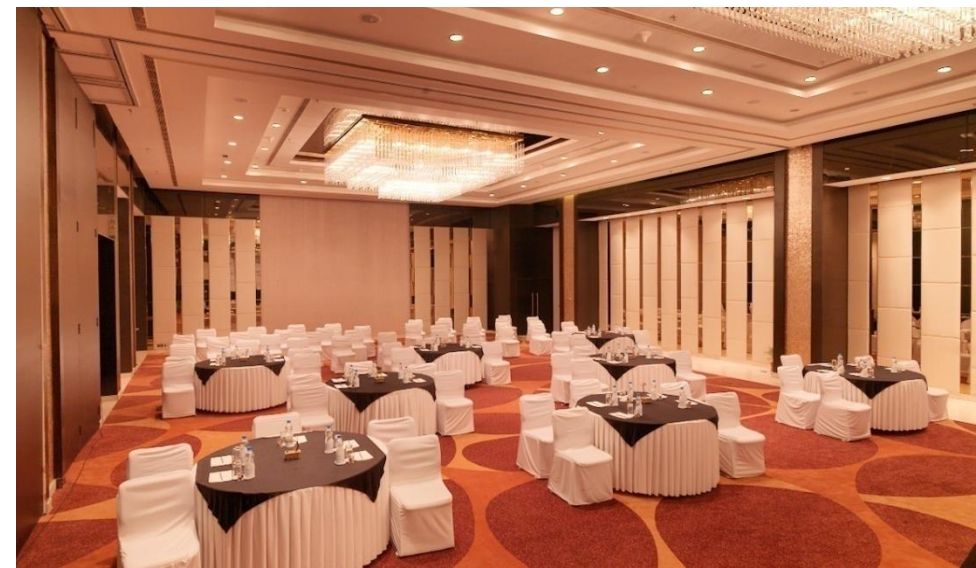


Royal Orchid Resort & Convention Centre, Bangalore





Hotel Royal Orchid, Jaipur





Royal Orchid Central, Hampi, Hospet





Regenta Resort, Belagavi





Regenta Kabini Springs Resort, Kabini



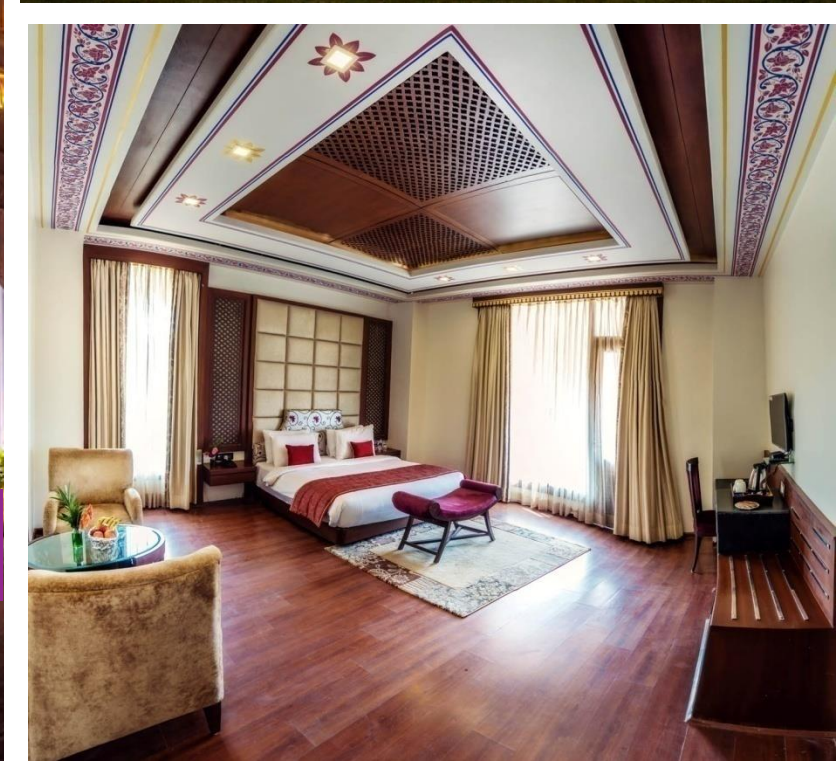
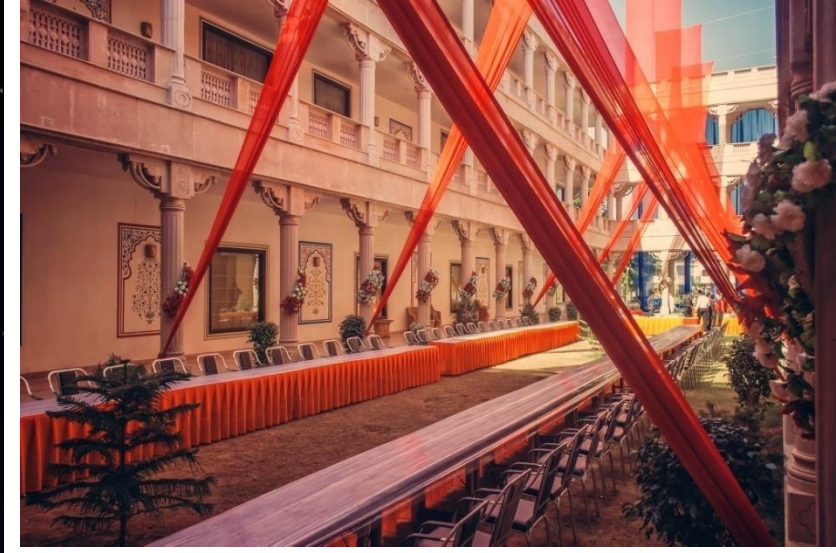


Regenta Resort & Spa Mashobra, Shimla





Regenta Resort, Vanya Mahal, Ranthambore





Royal Orchid Fort Resort, Mussoorie





Royal Orchid Beach Resort & Spa, Goa





Regenta Inn, Manali

Thank You

