



**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 12, 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 the unaudited financial results of the Company for the third quarter & nine months ended December 31, 2021 uploaded on the website of the Company and Stock Exchanges on February 11, 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 Ltd.

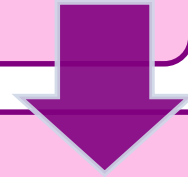
## Q3 FY 2021

# Disclaimer

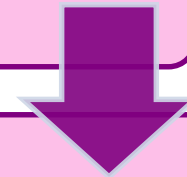
Statements made in this Presentation describing the Company's objectives, projections, estimates, predictions and expectations may be 'forward-looking statements', within the meaning of applicable securities laws and regulations. As 'forward-looking statements' are based on certain assumptions and expectations 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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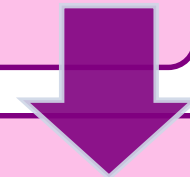
**Industry Overview**



**Company Overview**



**Business Overview**



**Financial Overview**



# Industry Overview

**Industry Outlook**

**Growth Drivers**

**Key Challenges**

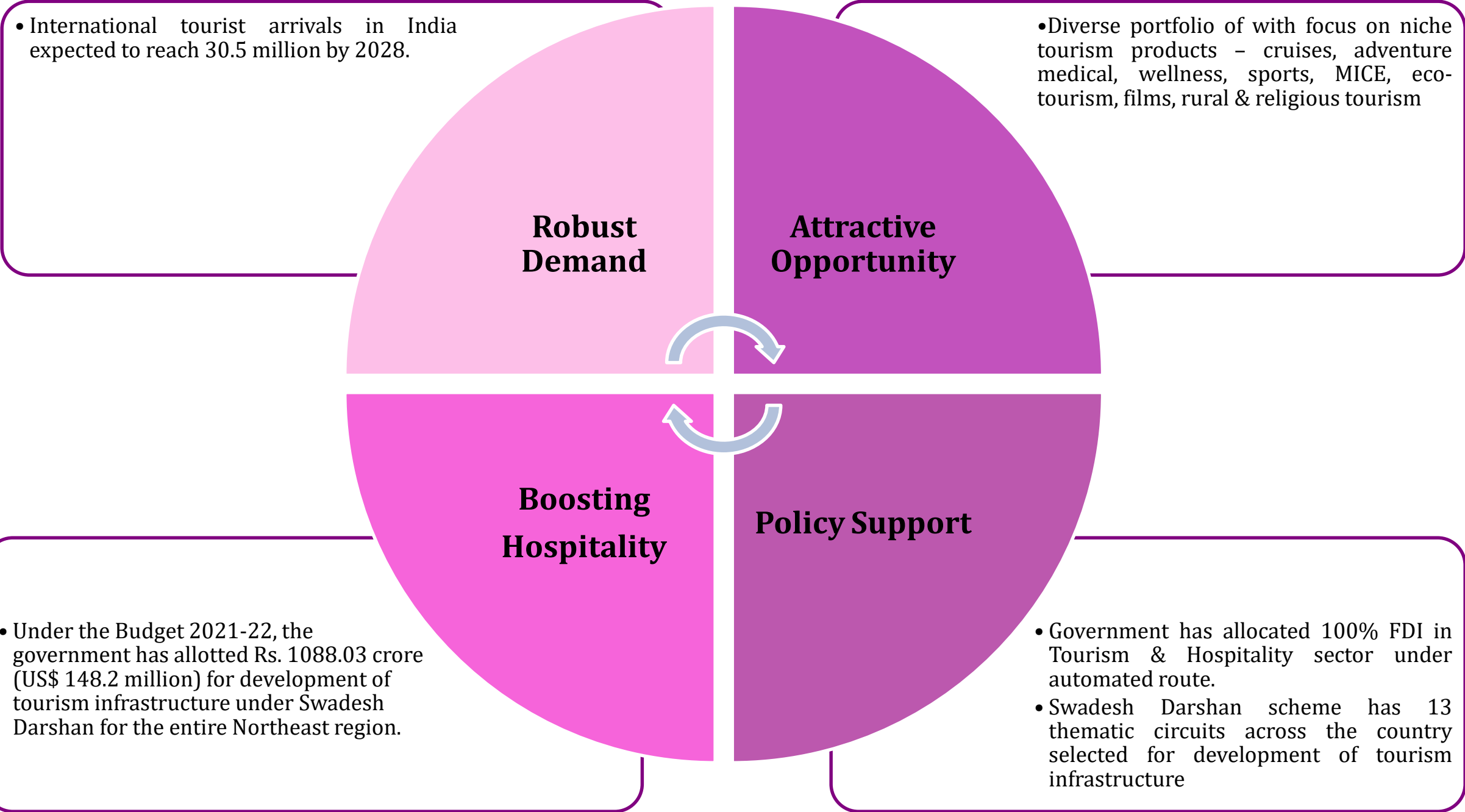
# Industry Outlook

## PROPOSED BRANDED HOTEL ROOMS ACROSS MAJOR CITIES



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

## INFRASTRUCTURE

- Limited land availability at the desired location
- Rising property prices

## FUNDING

- Increasing cost of debt
- Medium to small size hotels, not favorable to PE, VC funding

## REGULATORY

- Delays in getting approvals and licenses leading to increasing project cost

## COMPETITION

- Entry of Travel aggregators intensifies competitive landscape

# Company Overview

**Who we are?**

**Our Journey**

**Management  
Team**

**Our Presence**

# 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 December, 2021 is 70.

Present in **45** locations  
**11** states with **4,441** no  
of keys and **2.6+** lakh  
Royal Reward members

## Our Brands

**5 Star**

Hotel Royal Orchid

**4 Star**

- Royal Orchid Central
- Regenta Central

**Service  
Apartment**

Royal Orchid Suites  
Regenta Suites

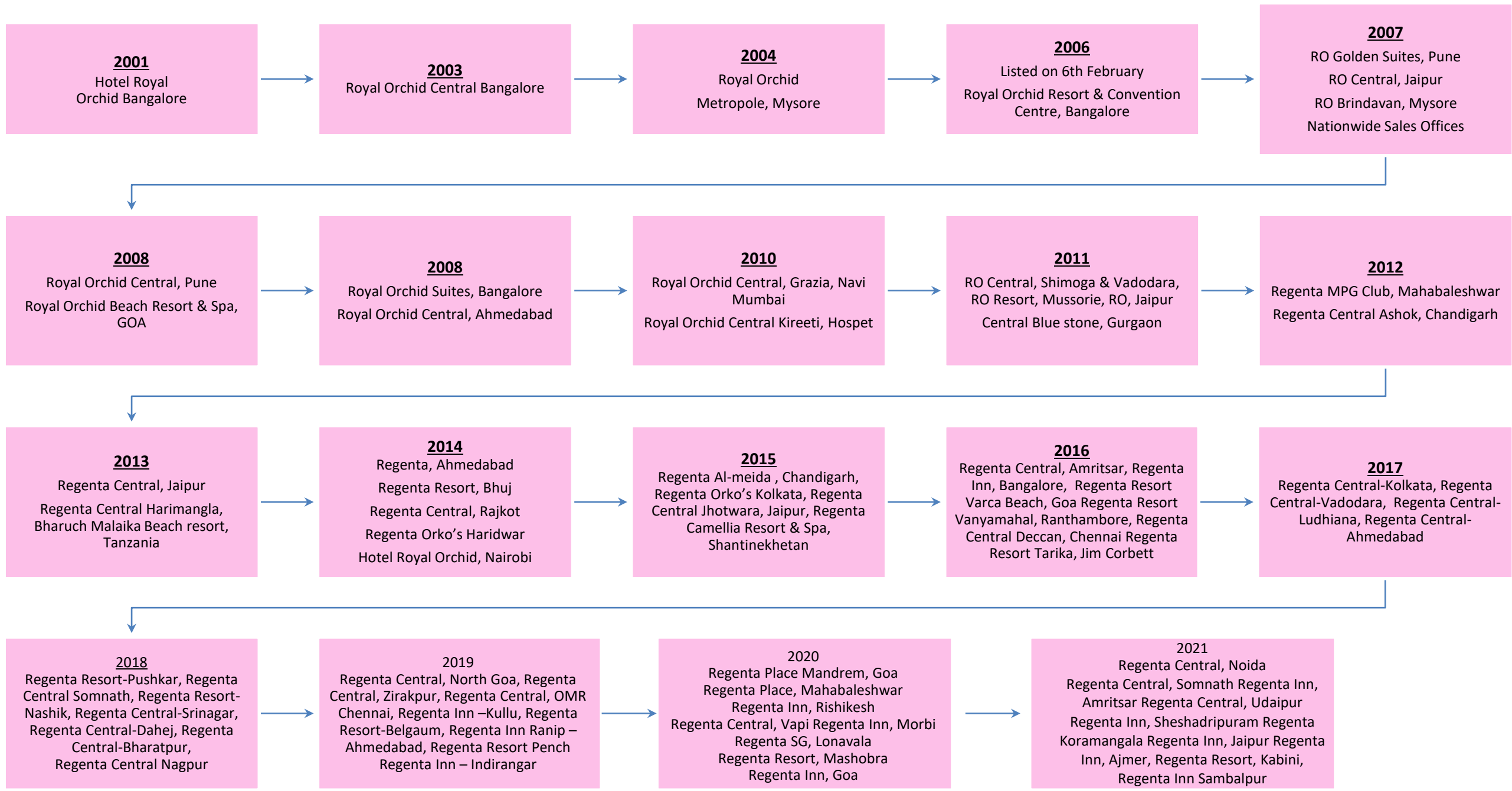
**Resorts/  
Heritage**

- Royal Orchid Resorts
- Regenta Resorts

**Budget**

- Regenta Place
- Regenta Inn

# Our Journey



# Key Management



## **Mr. Chander Baljee, 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



## **Mr. Amit Jaiswal, Chief Financial Officer**

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, Chief Operating Officer**

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



## **Mr. Vikas Passi, Vice President Operations (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. Perkin Rocha, Vice President Operations (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. Shiwam Verma – Vice President Operations (Goa)**

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



# Our Presence



INDIAN OCEAN

**70+**  
Hotels & Resorts

**4441+**  
Luxury Rooms

**45**  
Locations  
Across India



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

# **Business Overview**

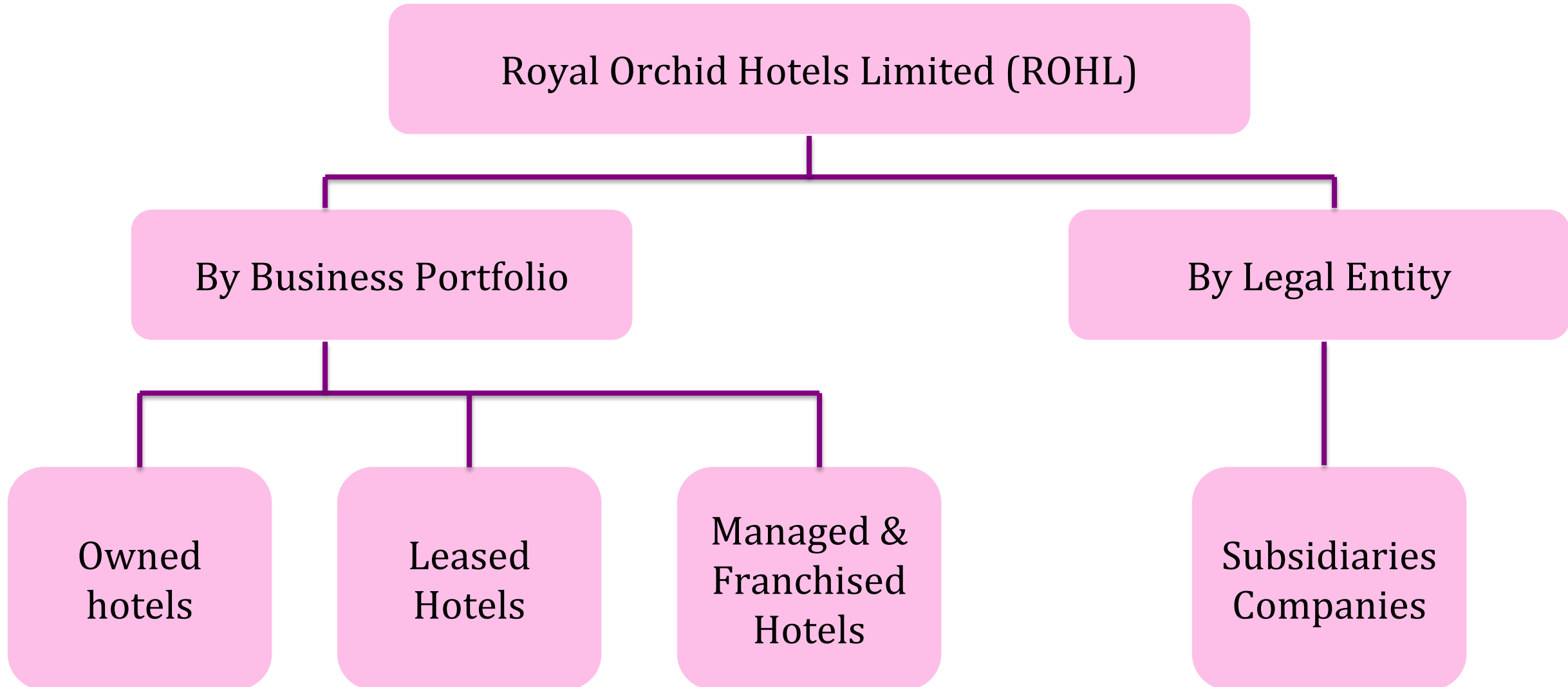
**Our Business  
Structure**

**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**

## Key factors

No upfront requirement of capex

Maintenance Capex required - Minimal

Break even of Operating profit in just 1 year

Facilitates expansion plans and ramping up presence

Creates brand visibility at a faster rate

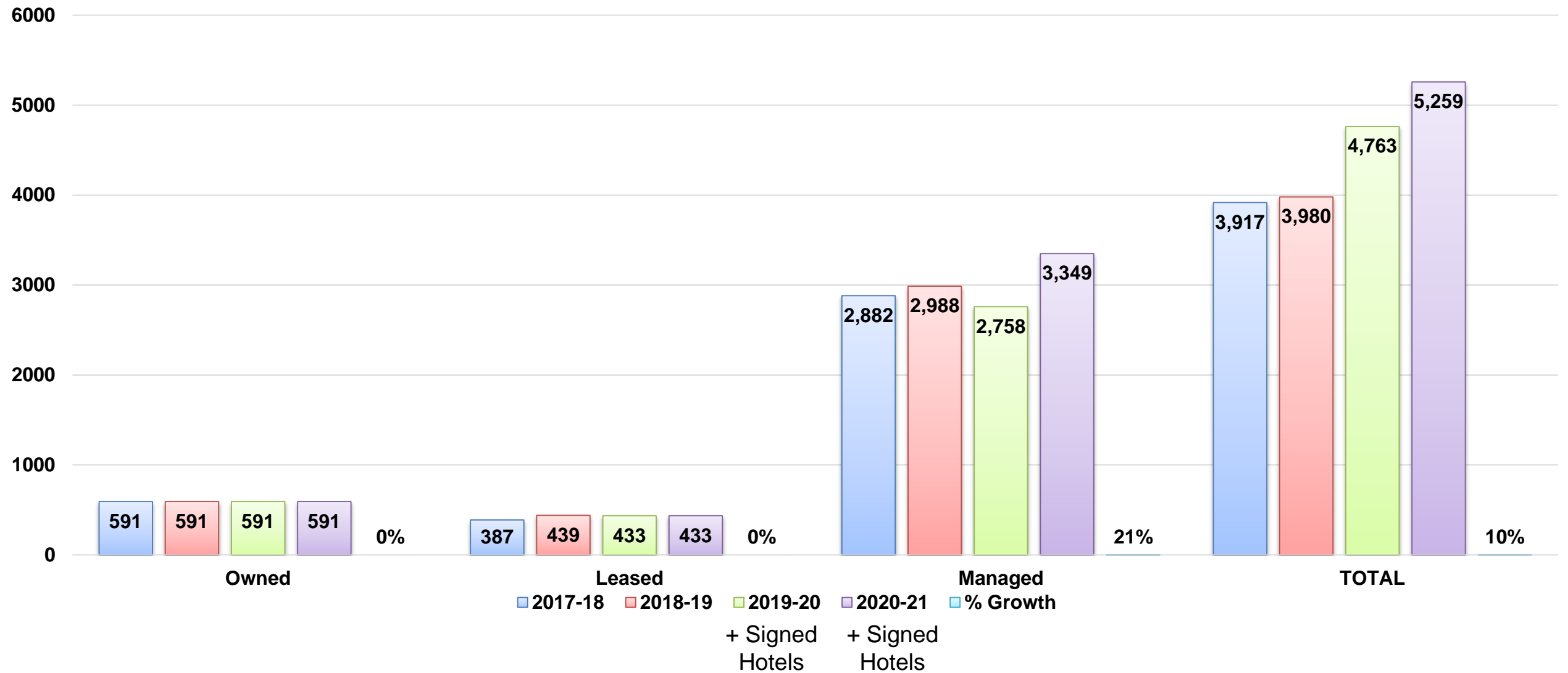
# Revenue Model

Category	FY 2019	FY2020	FY2021	(%)
Owned	195	195	195	0%
Leased	433	433	433	0%
JV	396	396	396	0%
Managed / Franchise	2,361	2758	3349	21%
Total Keys	3,385	3783	4,441	21%

Category	Owned	Leased	JV	Managed / Franchise	Total
5 Star	195	-	212	-	407
4 Star	-	249	130	1802	2181
Service Apartment	-	-	-	159	159
Resort/Heritage/MICE	-	101	54	618	773
3 Star / Budget	-	83	-	838	921
Total Keys	195	433	396	3417	4,441

Asset  
Portfolio

# Growth in rooms



# Property breakup with rooms

<b>No of Keys</b>	<b>FY20 Q3</b>	<b>FY20</b>	<b>FY21 Q3</b>	<b>FY21</b>
Management / Franchisee Contracts	98	2,759	157	3417
JV	-	396	-	396
Owned (Domestic)	-	195	-	195
Owned (Overseas)	-	-	-	-
Leased	-	433	-	433
<b>Total KEYS</b>	<b>98</b>	<b>3,783</b>	<b>157</b>	<b>4,441</b>
Average Occupancy (JLO)	61%	69%	75%	56%
Average Room Rate (JLO) (Rs)	2921	3,945	4337	3,353
Average Occupancy rate (Managed)	48%	58%	63%	48%
Average Room Rate (Managed) (Rs)	3280	2,811	3340	2,883

\*Expected





**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







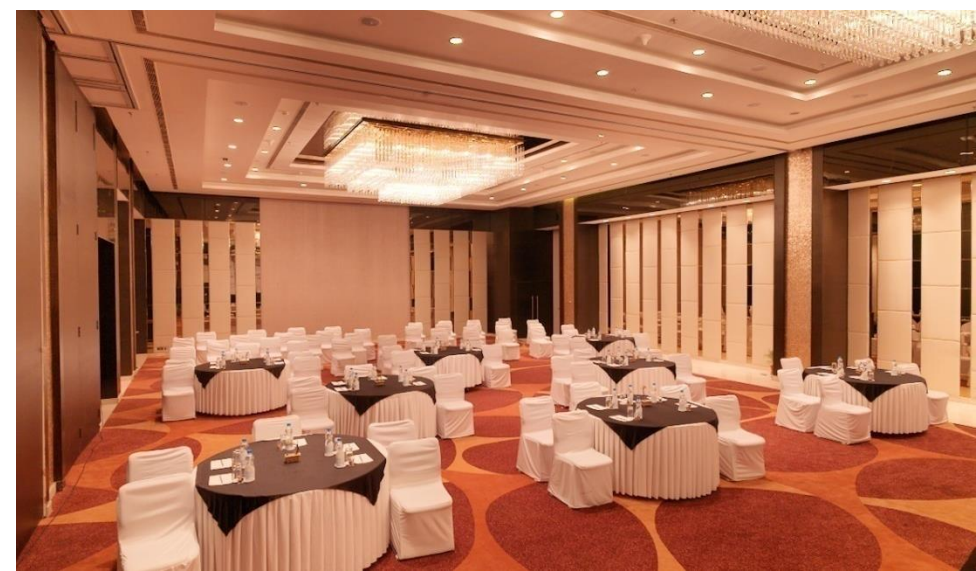
Royal Orchid Resort & Convention Centre, Bangalore







Hotel Royal Orchid, Jaipur







Royal Orchid Central, Hampi, Hospet







Regenta Resort, Belagavi







Regenta Kabini Springs Resort, Kabini







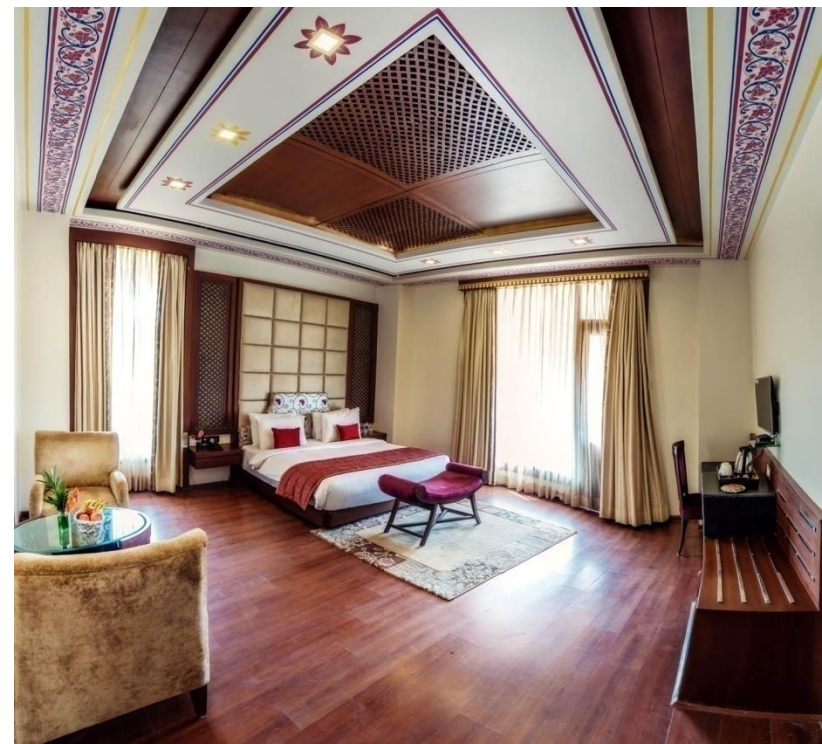
Regenta Resort & Spa Mashobra, Shimla







Regenta Resort, Vanya Mahal, Ranthambore







Royal Orchid Fort Resort, Mussoorie







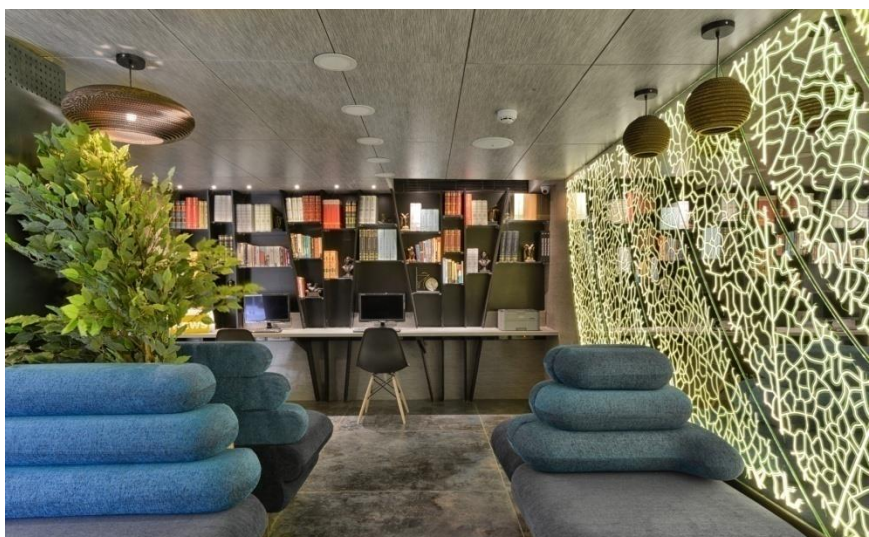
Royal Orchid Beach Resort & Spa, Goa







Regenta Central Antrim, Ahmedabad



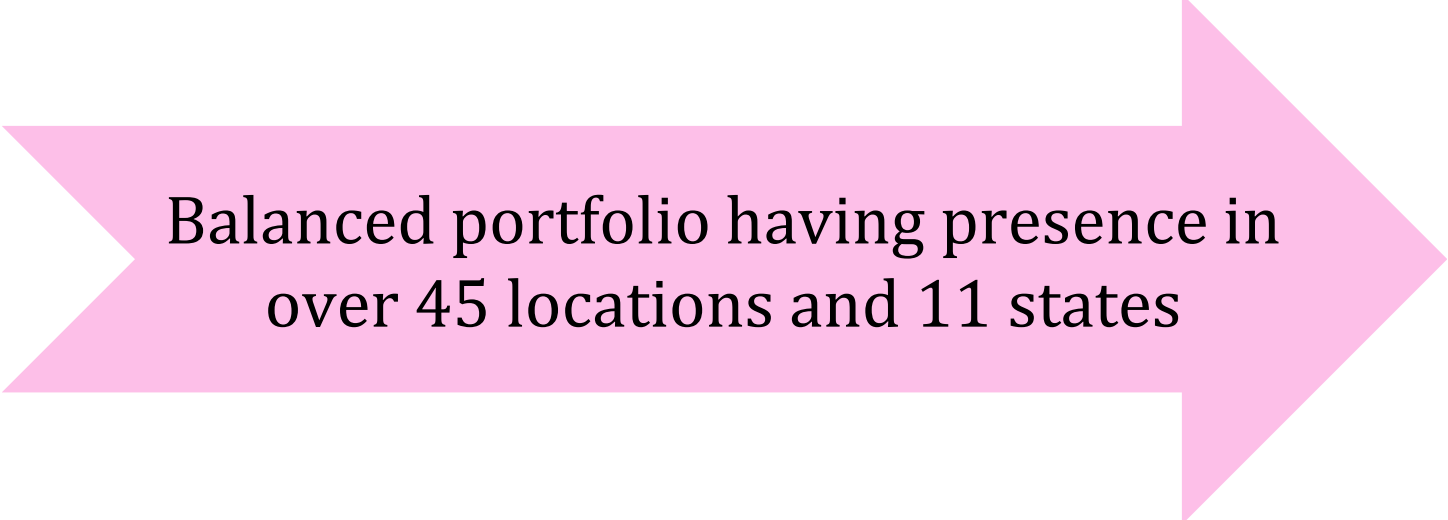





Regenta Inn, Manali



# Competitive Advantage



Balanced portfolio having presence in  
over 45 locations and 11 states



Strong sales presence across major source  
markets in India



Affordable luxury having plethora of options for  
modern travellers

# Financial Overview

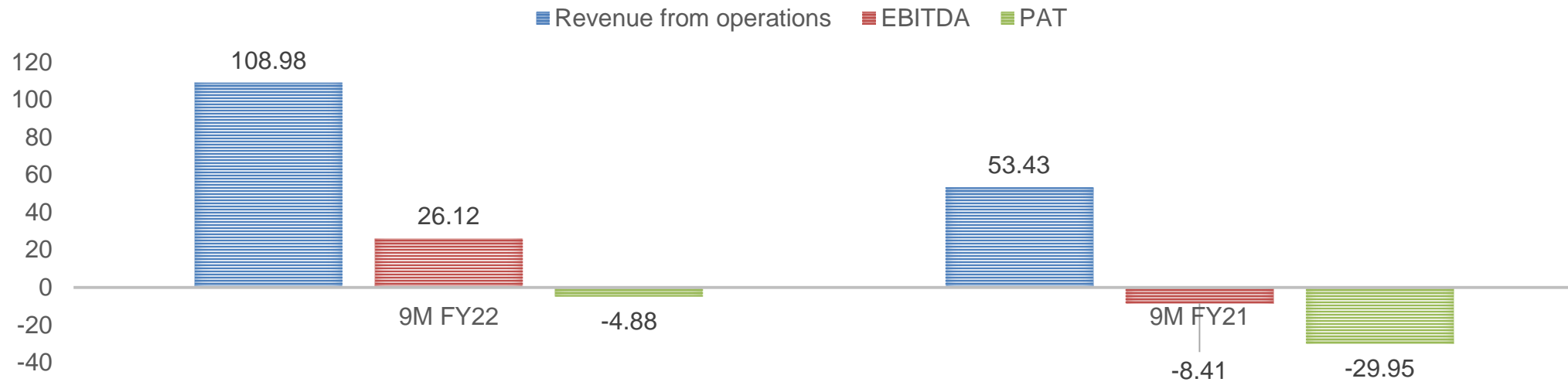
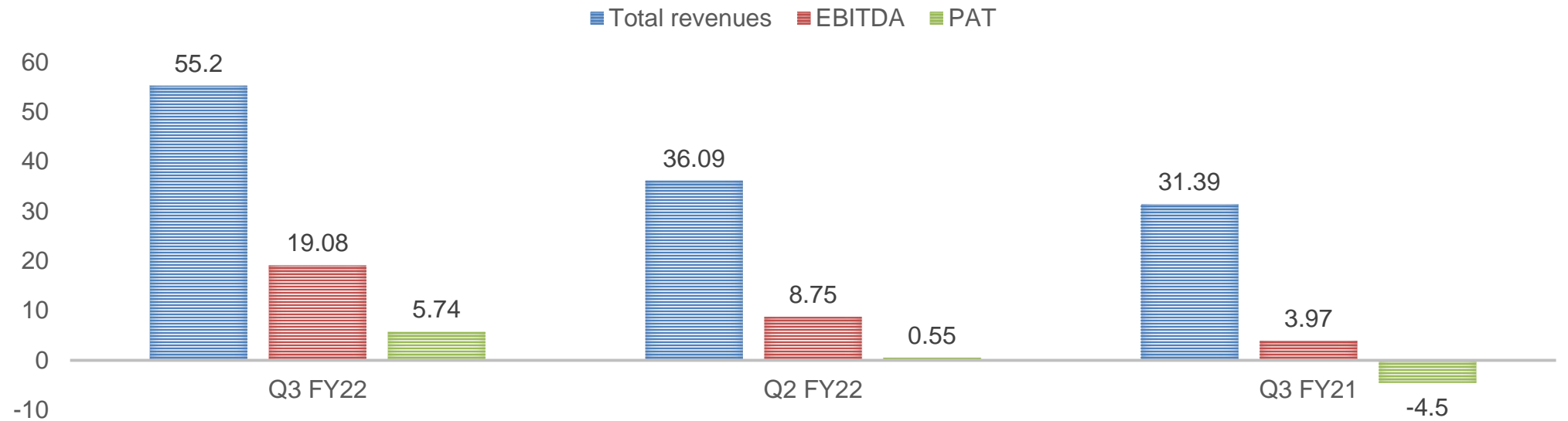
**Quarterly & Full Year  
Highlights and  
Financial results**

**Margins**

**Consolidated  
Income Statement  
& Balance Sheet  
snapshot**

**Shareholding**

# Consolidated Quarter and Full Year highlights

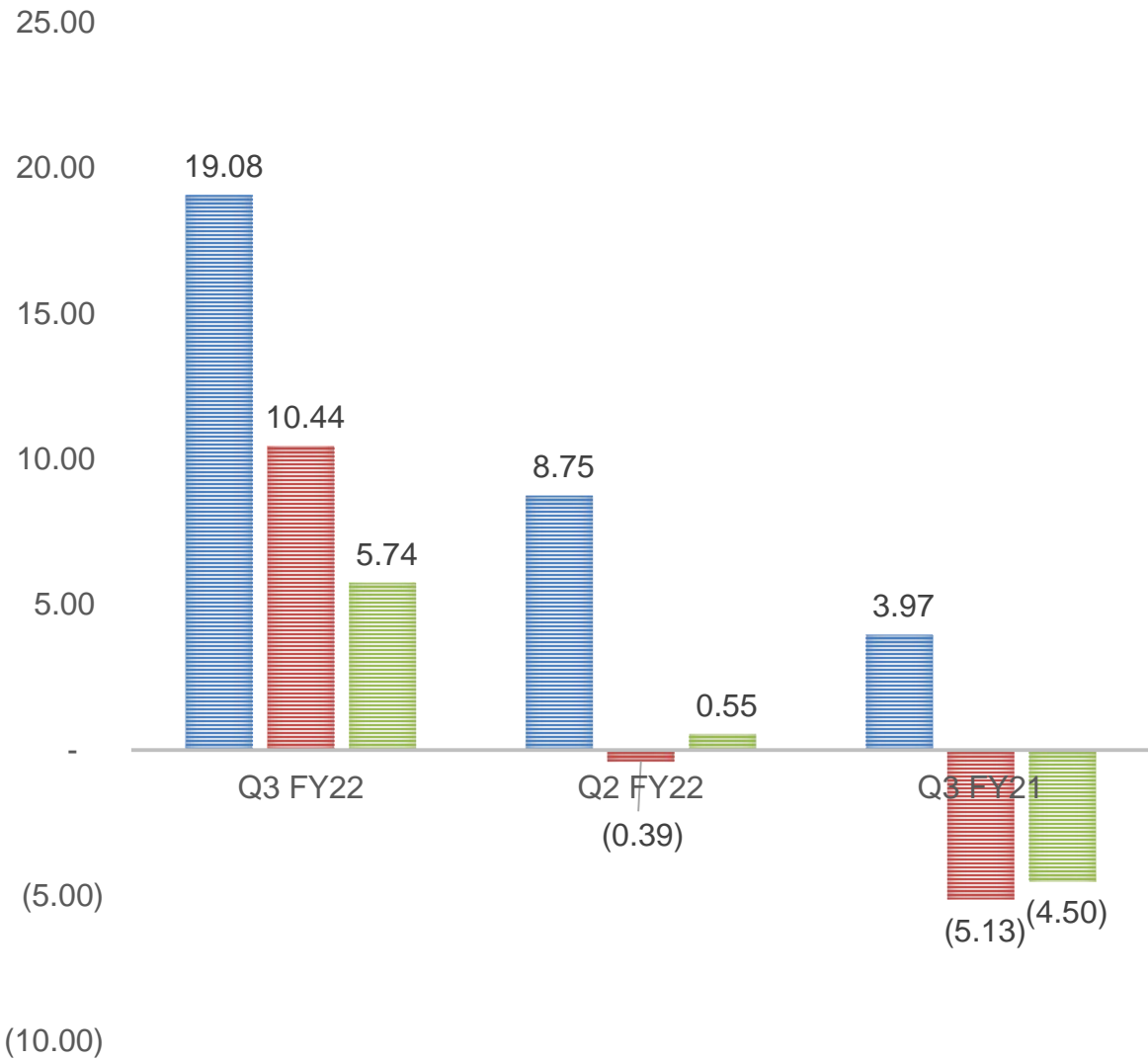


Rs. In crore

# Margins

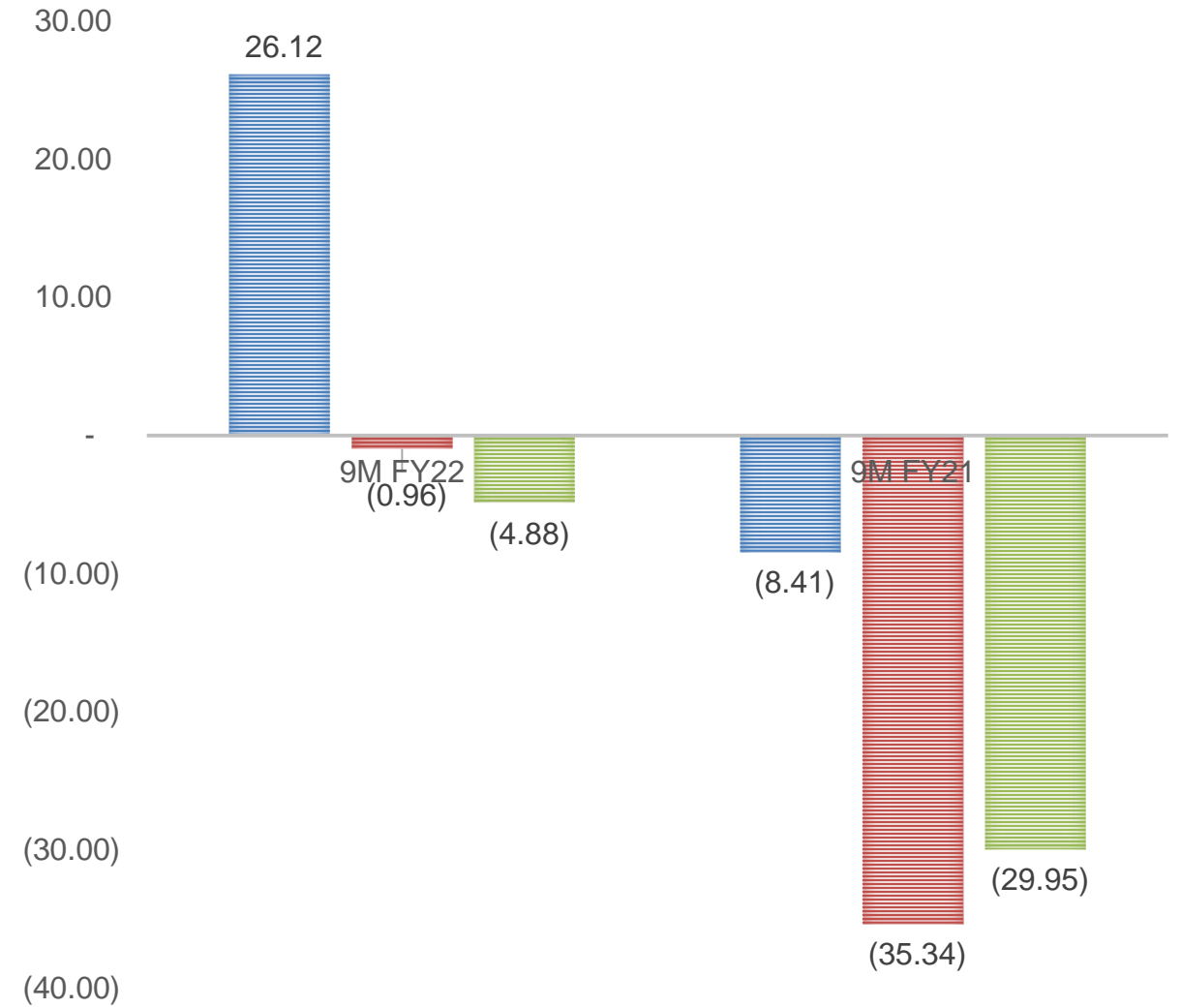
## Quarterly Margins

EBITDA PBT PAT



## 9 Months Margins

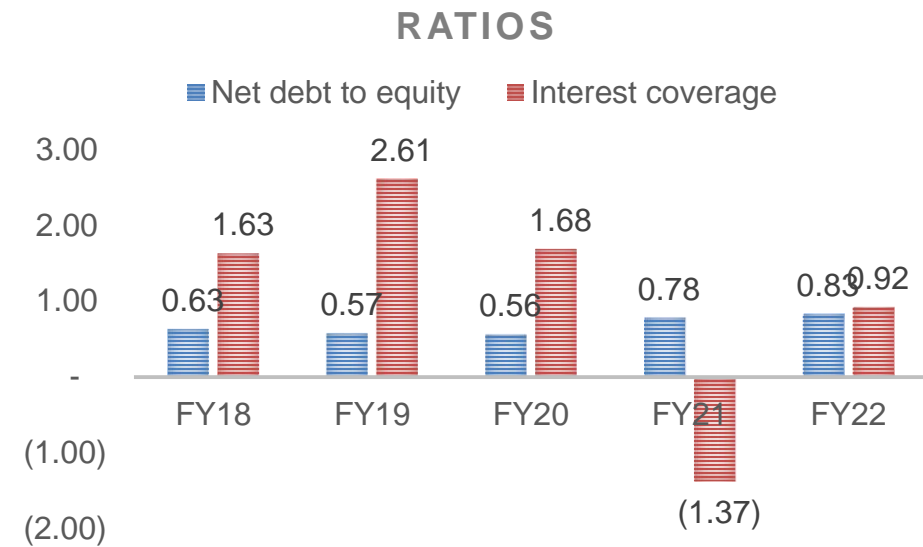
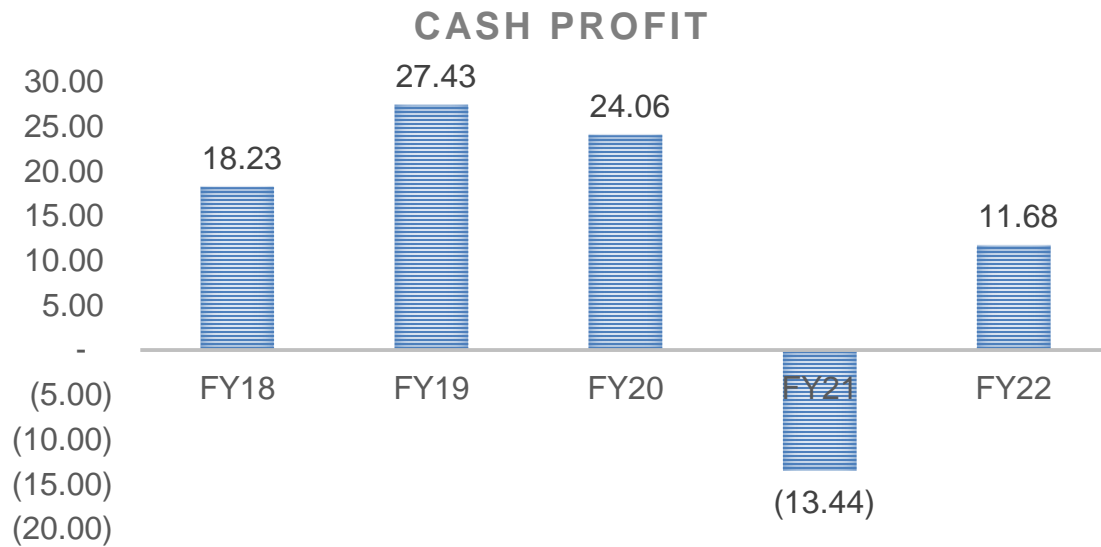
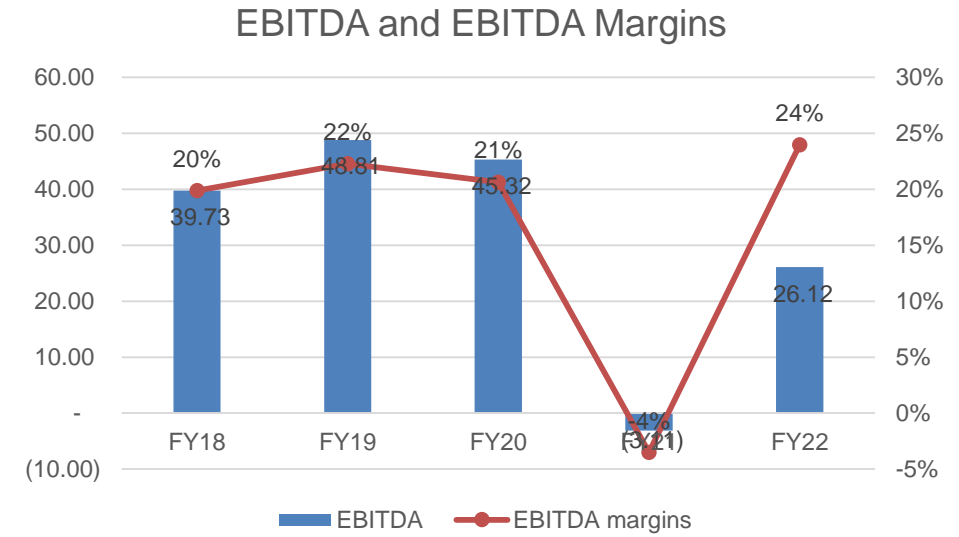
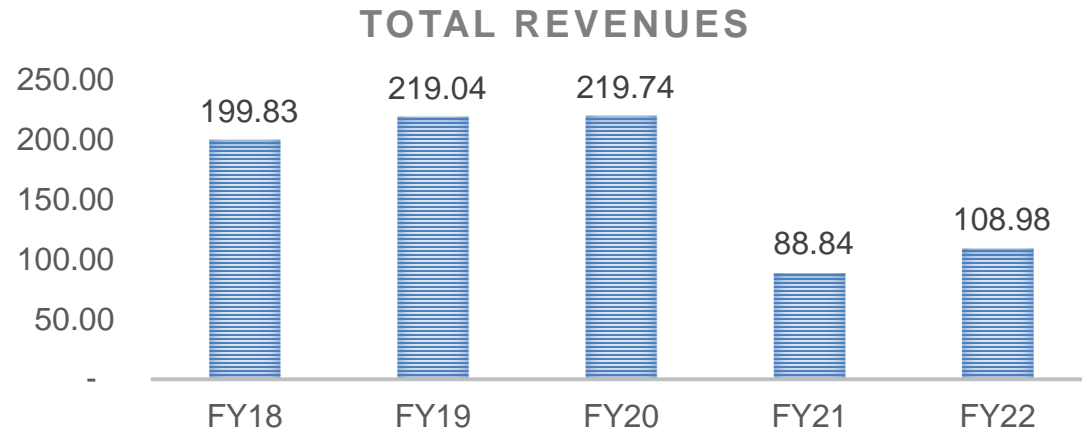
EBITDA PBT PAT



# Standalone Q3 FY21 Financial results

Particulars (Rs in Crs)	Q3FY21-22	Q2FY21-22	Q3FY20-21	Q-o-Q	Y-o-Y
Income from Operations	28.57	18.64	18.00	53%	59%
Other Income	0.72	2.67	1.01	-73%	-29%
Total Income	29.29	21.31	19.01	37%	54%
Cost of Material Consumed	3.35	2.42	2.13	38%	57%
Employee Benefits Expense	4.82	3.88	3.25	24%	48%
Power and fuel Expense	2.68	2.40	2.02	12%	33%
Rent Expense	2.49	1.52	1.90	64%	31%
Other Expenses	6.97	5.23	6.02	33%	16%
Total Expense	20.31	15.45	15.32	31%	33%
EBITDA	8.98	5.86	3.69	53%	143%
EBITDA Margin (%)	31%	27%	19%	11%	58%
Depreciation	2.10	2.12	2.16	-1%	-3%
EBIT	6.88	3.74	1.53	84%	350%
Finance Cost	2.08	1.88	2.23	11%	-7%
PBT	4.80	1.86	-0.70	158%	-786%
Tax expense	1.30	-0.81	-0.44	-260%	-395%
Exceptional Items	-1.70	-	-	0%	0%
PAT	1.80	2.67	-0.26	-33%	-792%
Other Comprehensive Income/(Loss)	-	-	-	0%	0%
Total Comprehensive Income	1.80	2.67	-0.26	-33%	-792%
Net Profit Margin (%)	6%	13%	-1%	-51%	-549%
EPS (In Rs)	0.66	0.97	-0.10	-32%	-791%

# Sustainable Growth – Yearly Consolidated numbers



# Consolidated FY21 Q3 Statement - Snapshot

Particulars (Rs in Crs)	Q3FY21-22	Q2FY21-22	Q3FY20-21	9M FY21-22	9M FY20-21	Q-o-Q	Y-o-Y
Income from Operations	52.78	31.85	29.92	98.99	47.84	66%	76%
Other Income	2.42	4.24	1.47	9.99	5.59	-43%	65%
Total Income	55.20	36.09	31.39	108.98	53.43	53%	76%
Cost of Material Consumed	5.79	3.93	3.37	12.69	5.02	47%	72%
Employee Benefits Expense	10.42	8.35	7.00	24.51	16.86	25%	49%
Power and fuel Expense	4.14	3.73	3.11	10.17	6.75	11%	33%
Rent Expense	2.64	1.75	2.09	4.95	4.67	51%	26%
Other Expenses	13.13	9.58	11.85	30.54	28.54	37%	11%
Total Expense	36.12	27.34	27.42	82.86	61.84	32%	32%
EBITDA	19.08	8.75	3.97	26.12	-8.41	118%	381%
EBITDA Margin (%)	35%	24%	13%	24%	-16%	43%	173%
Depreciation	4.80	5.30	4.82	14.87	14.57	-9%	0%
EBIT	14.28	3.45	-0.85	11.25	-22.98	314%	-1780%
Finance Cost	3.84	3.84	4.28	12.21	12.36	0%	-10%
PBT	10.44	-0.39	-5.13	-0.96	-35.34	-2777%	-304%
Tax expense	3.00	-0.94	-0.63	2.22	-5.39	-419%	-576%
Exceptional Items	-1.70	-	-	-1.70	-	0%	0%
PAT	5.74	0.55	-4.50	-4.88	-29.95	944%	-228%
Other Comprehensive Income/(Loss)	-	-	0.01	-	0.02	0%	0%
Total Comprehensive Income	5.74	0.55	-4.49	-4.88	-29.93	944%	-228%
Net Profit Margin (%)	10%	2%	-14%	-4%	-56%	582%	-173%
EPS (In Rs)	1.61	0.61	-1.03	-0.89	-8.42	161%	-256%

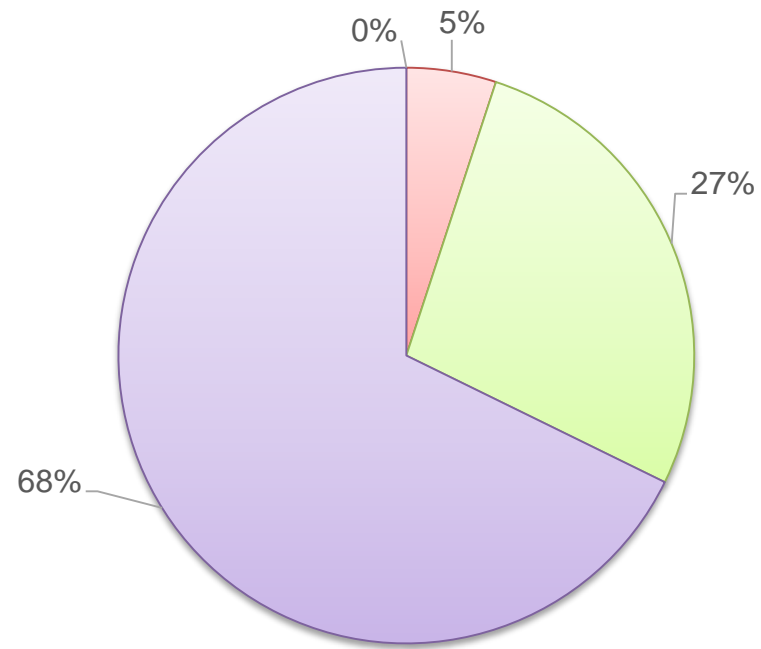


# Consolidated FY21 Q3 Assets & Liabilities - Snapshot

Particulars (Rs in Crs)	As dec 2021	FY 2021	FY 2020
Assets			
Property, plant and equipment	170.80	177.47	236.17
Capital work-in-progress	1.00	0.94	21.47
Goodwill	17.75	17.75	17.75
Right-of-use assets	42.78	47.13	52.92
Other intangible assets	0.13	0.17	0.25
Other non-current assets	42.21	45.87	44.88
Total Non-current assets	274.67	289.32	373.43
Current Assets	111.39	65.48	75.40
Assets classified as held for sale	64.35	64.12	-
Total assets	450.40	418.93	448.84
Equity and liabilities			
(a) Equity share capital	27.43	27.43	27.43
(b) Other equity	110.61	112.97	145.89
Total Networth	138.04	140.40	173.31
Non-Controlling Interests	30.22	32.61	42.14
Secured Loan and other non current liabilities	144.25	145.24	138.87
Total Non-current liabilities	144.25	145.24	138.87
Current Liabilities	137.90	100.68	94.51
Total equity and liabilities	450.40	418.93	448.84

# Shareholding

Ratios



■ Mutual Funds ■ Foreign Portfolio Investors ■ Others ■ Promoters

Mutual Funds	0%
Foreign Portfolio Investors	5%
Others	27%
Promoters	68%

# 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.”



**Thank You**

