



**ROYAL ORCHID HOTELS LTD.,**

Regd. Office :  
1, Golf Avenue, Adjoining KGA Golf Course,  
HAL Airport Road, Kodihalli, Bangalore - 560 008, India.  
T +91 80 41783000, F : +91 80 252 03366  
www.royalorchidhotels.com  
CIN : L55101KA1986PLC007392  
email : investors@royalorchidhotels.com

**Date: May 30, 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,

**Re: Intimation of schedule of Analyst Meeting/call under Regulation 30 of SEBI (Listing Obligations and Disclosure Requirements) 2015**

Pursuant to the requirement of Regulation 30 read with Schedule III of SEBI (Listing Obligations and Disclosure Requirements) Regulations 2015, we would like to inform you about the following schedule of Fourth Quarter and Year ended March 31, 2022, results video conference call of the Company as detailed below:

S. No	Event Schedule	Company Representative	Name of Conference/Meeting/Event	Location
1.	Tuesday May 31,2022 & 3:45 P.M. (IST)	Mr. Chander K Baljee, Chairman & Managing Director  And  Mr. Amit Jaiswal, Chief Financial Officer	Fourth Quarter and Year ended March 31, 2022 results video conference call	Via Video Conference

Presentation related to the result is enclosed herewith.

Thanking You.

For **Royal Orchid Hotels Limited**

**Ranabir Sanyal**  
**Company Secretary & Compliance Officer**  
**FCS: 7814**



# Royal Orchid Hotels Ltd.

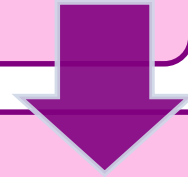
## Q4 FY 2021-22

# Disclaimer

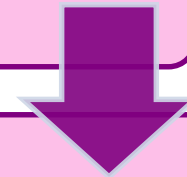
Statements made in this Presentation describing the Company's objectives, projections, estimates, predictions and expectations may be 'forward-looking statements', within the meaning of applicable securities laws and regulations. As 'forward-looking statements' are based on certain assumptions and expectations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

# Table of Contents

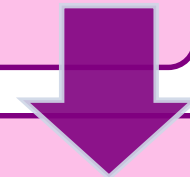
**Industry Overview**



**Company Overview**



**Business Overview**



**Financial Overview**

# Industry Overview

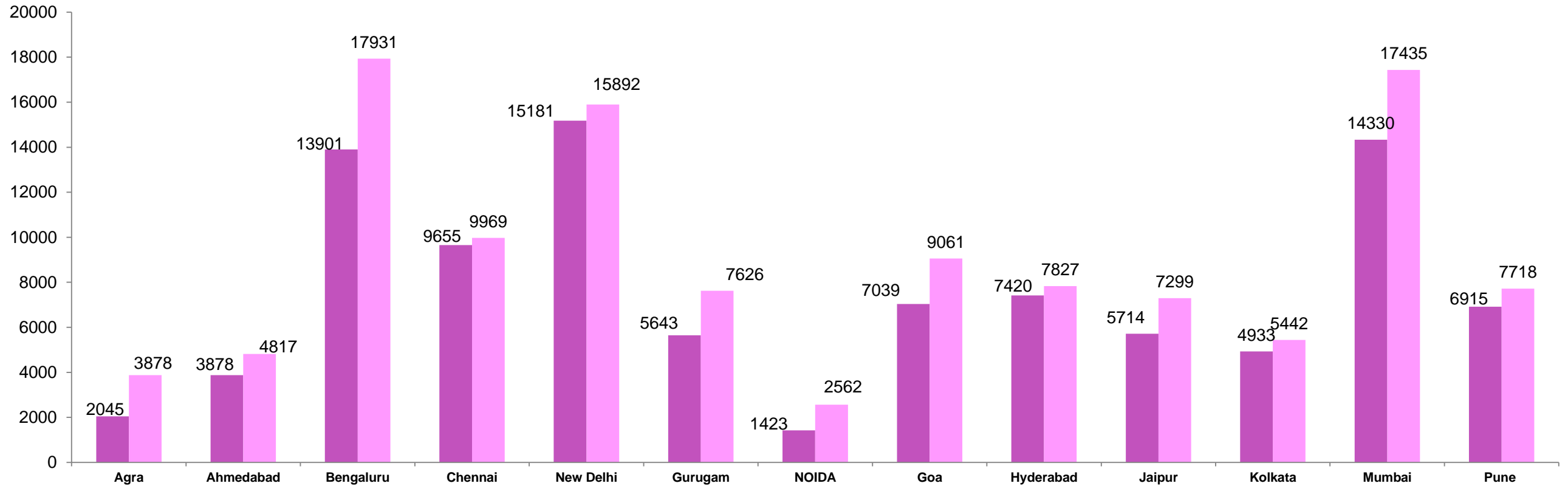
**Industry Outlook**

**Growth Drivers**

**Key Challenges**

# Industry Outlook

## PROPOSED BRANDED HOTEL ROOMS ACROSS MAJOR CITIES

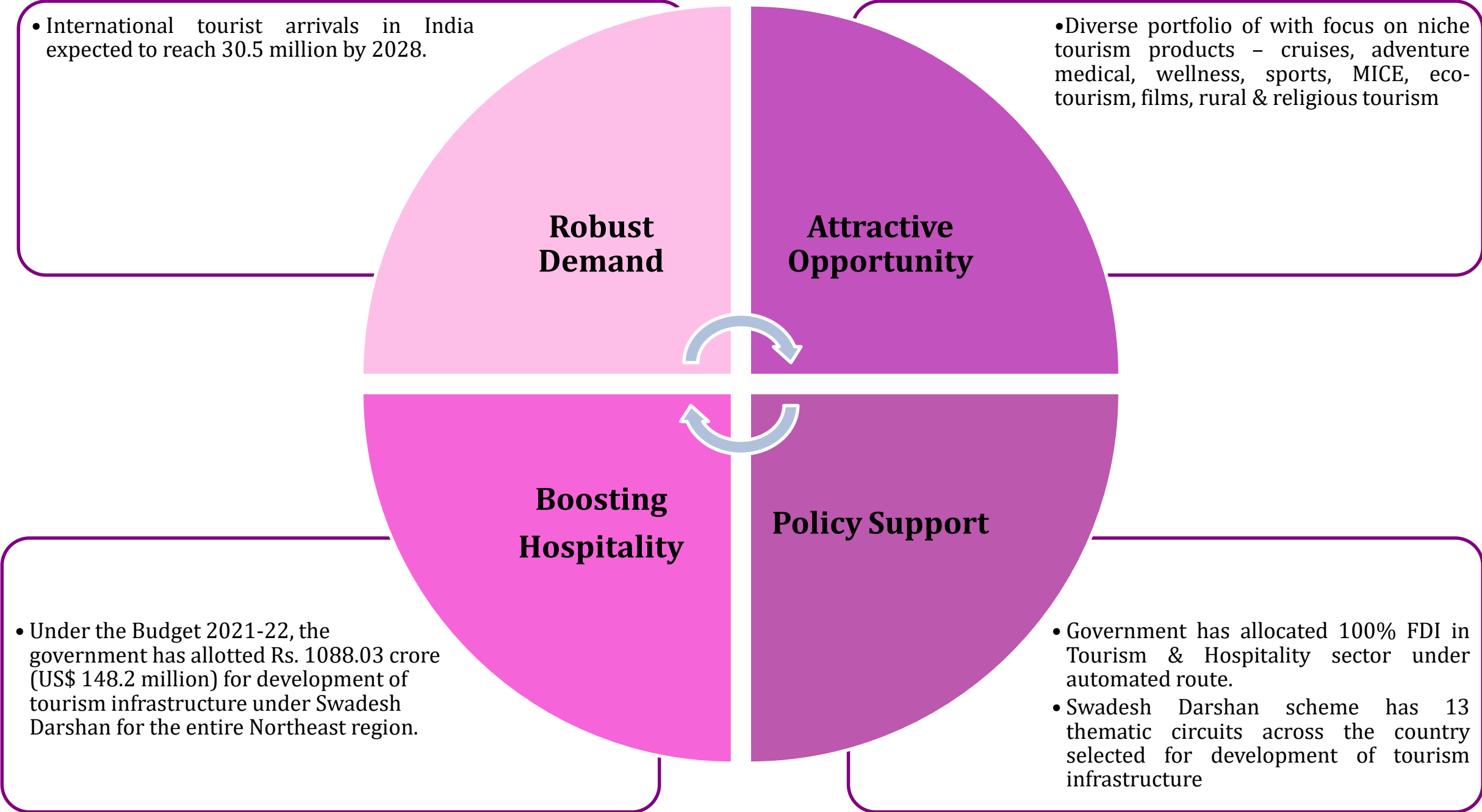


Source: India Hospitality Trends & Opportunity report by Hotelivate

■ 2020/21 ■ 2025 / 26

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 March, 2022 is 72.

Present in **47** locations  
**11** states with **4,523** no  
of keys and **2.6+** lakh  
Loyalty members

## Our Brands

**5 Star**

Hotel Royal Orchid

**4 Star**

- Royal Orchid Central
- Regenta Central

**Service  
Apartment**

Royal Orchid Suites  
Regenta Suites

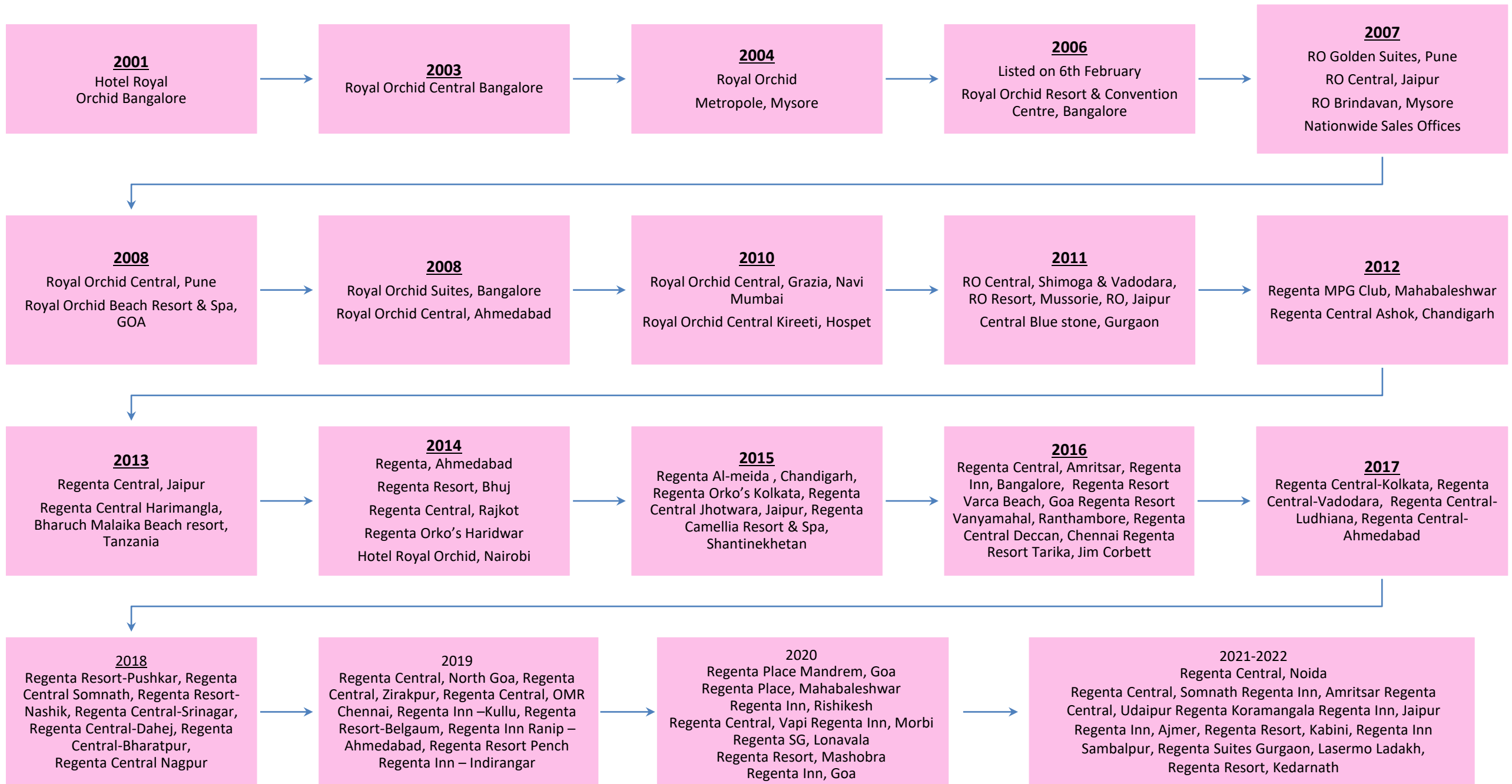
**Resorts/  
Heritage**

- 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, Lemon Tree Hotels & The Oberoi, BA, Hotel Management & Catering Technology from IHM, Gwalior



## **Mr. Perkin Rocha, Sr. 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. 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. 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

**72+**  
Hotels & Resorts

**4523+**  
Luxury Rooms

**47**  
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 I IHM Bangalore, 2019

# **Business Overview**

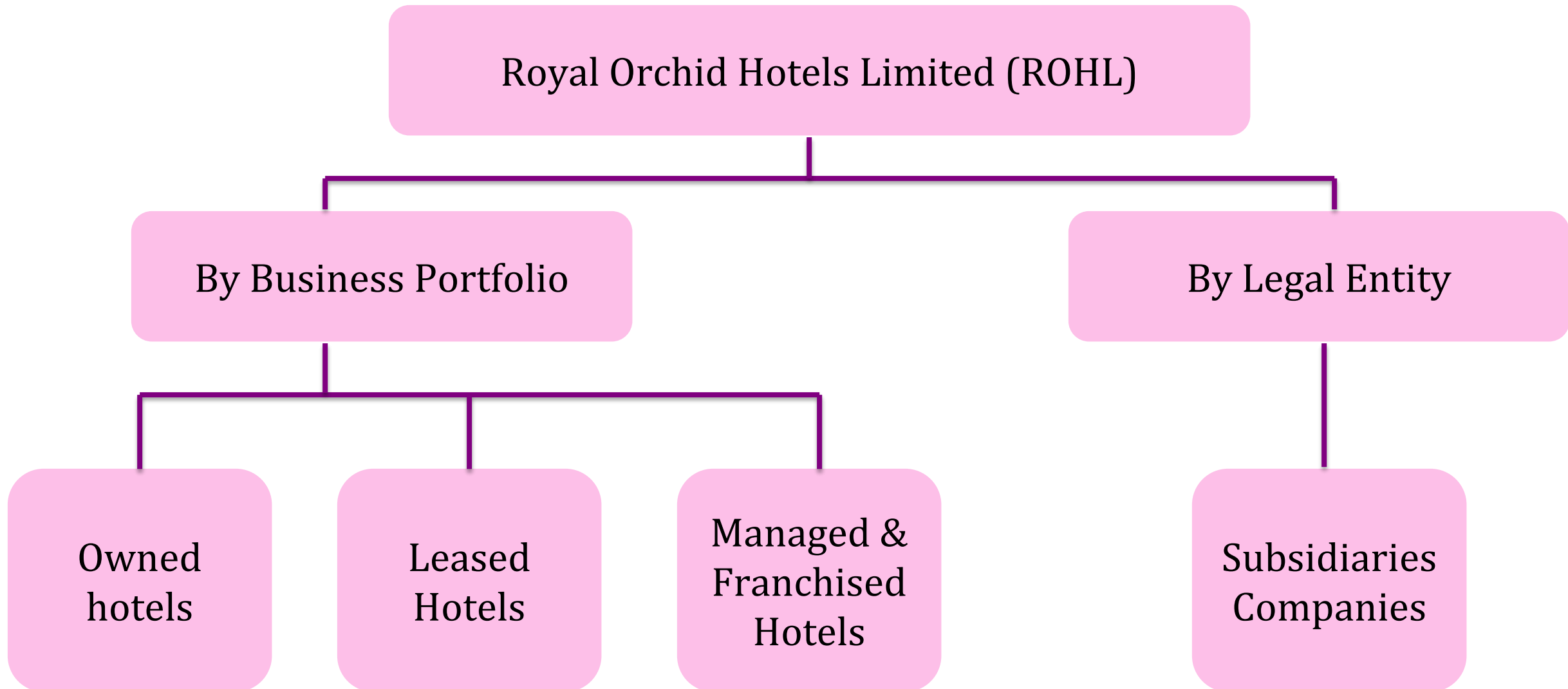
**Our Business  
Structure**

**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

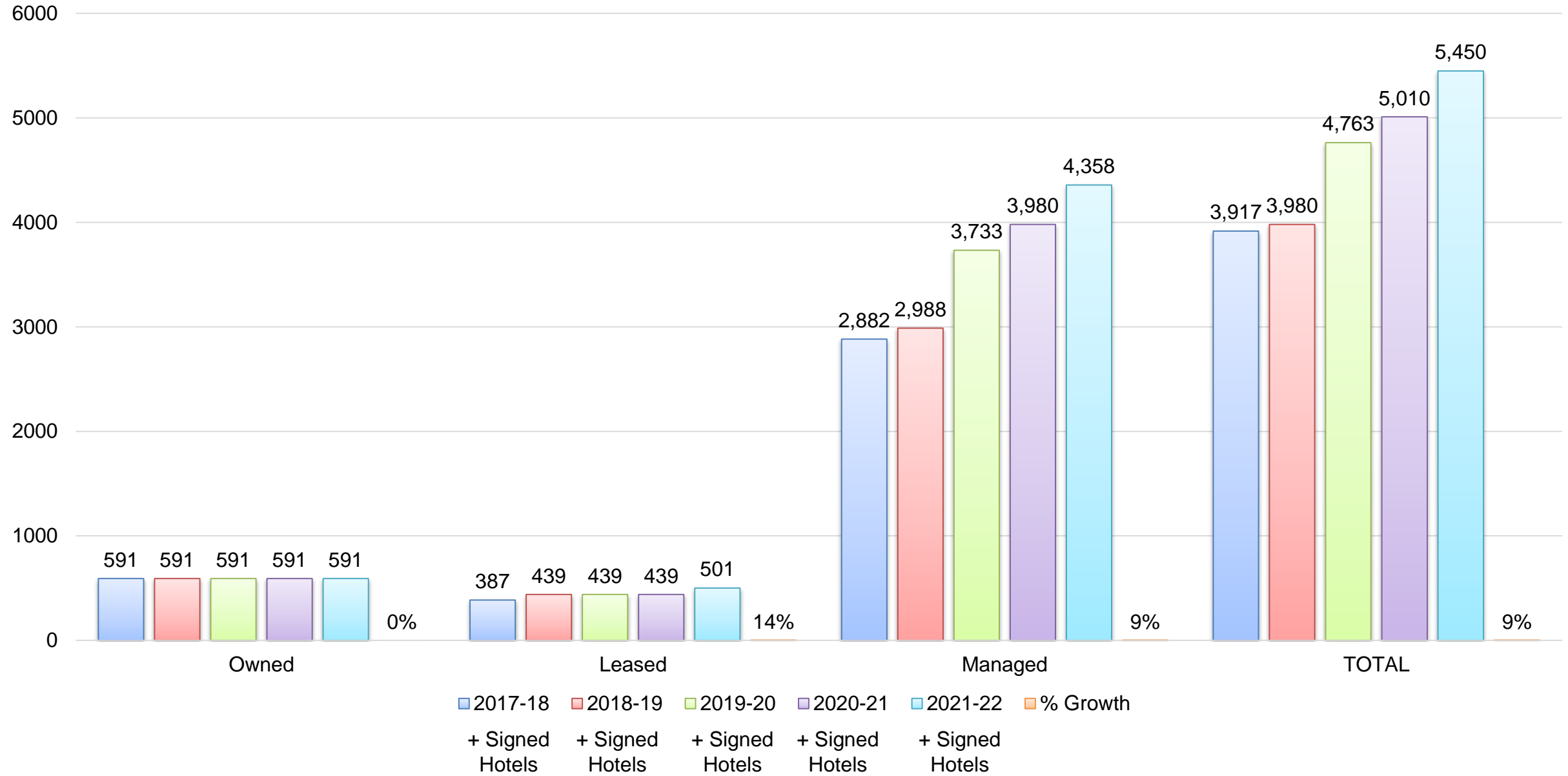
# Revenue Model

Category	FY 2019	FY2020	FY2021	(%)
Owned	591	591	591	0%
Leased	433	433	501	14%
Managed / Franchise	2,361	2758	3431	24%
Total Keys	3,385	3783	4523	19%



Category	Owned	Leased	JV	Managed / Franchise	Total
5 Star	268	-	139	-	407
4 Star	-	249	130	1802	2181
Service Apartment	-	-	-	159	159
Resort/Heritage/MICE	-	101	54	655	810
3 Star / Budget	-	83	-	885	968
Total Keys	268	433	323	3501	4,523

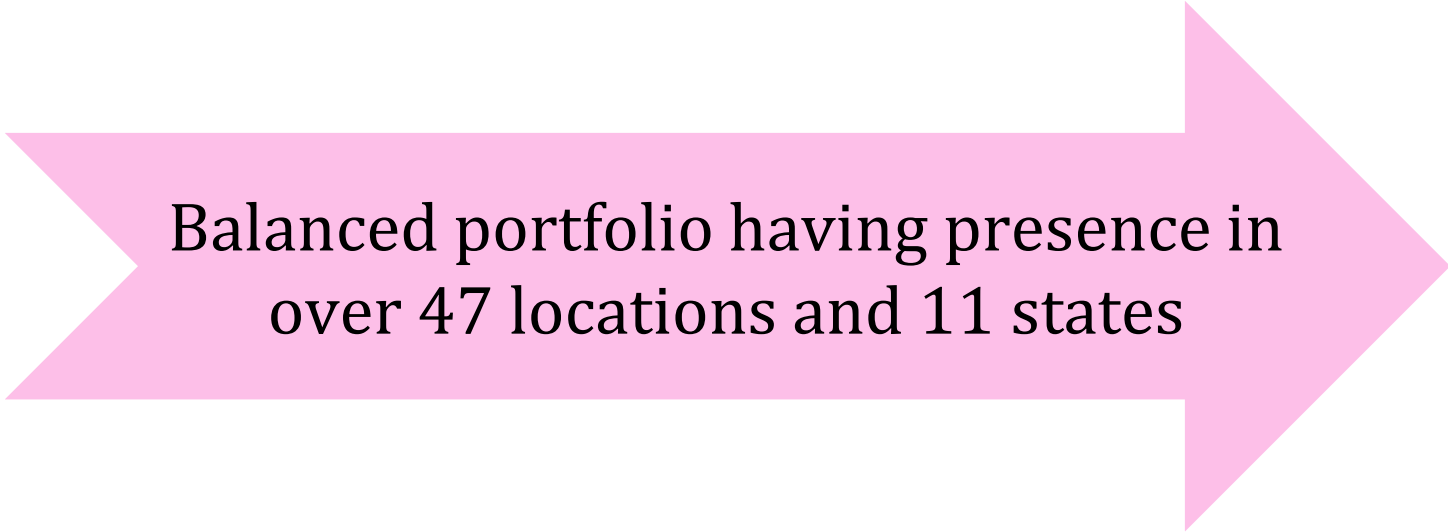
# Growth in rooms




# Property breakup with rooms

<b>No of Keys</b>	<b>FY20-21</b>	<b>FY20 Q4</b>	<b>FY21-22</b>	<b>FY21 Q4</b>
Management / Franchisee Contracts	2,661	98	3431	82
JV	396	-	396	-
Owned (Domestic)	195	-	195	-
Owned (Overseas)	-	-	-	-
Leased	433	-	501	67
<b>Total KEYS</b>	<b>3,783</b>	<b>98</b>	<b>4,523</b>	<b>149</b>
Average Occupancy (JLO)	46%	69%	57%	62%
Average Room Rate (JLO) (Rs)	2,806	3,099	3,572	4,035
Average Occupancy rate (Managed)	35%	50%	44%	63%
Average Room Rate (Managed) (Rs)	2,493	2,681	3,191	3,375

# Competitive Advantage



Balanced portfolio having presence in  
over 47 locations and 11 states



Strong sales presence across major source  
markets in India



Affordable luxury having plethora of options for  
modern travellers

# Financial Overview

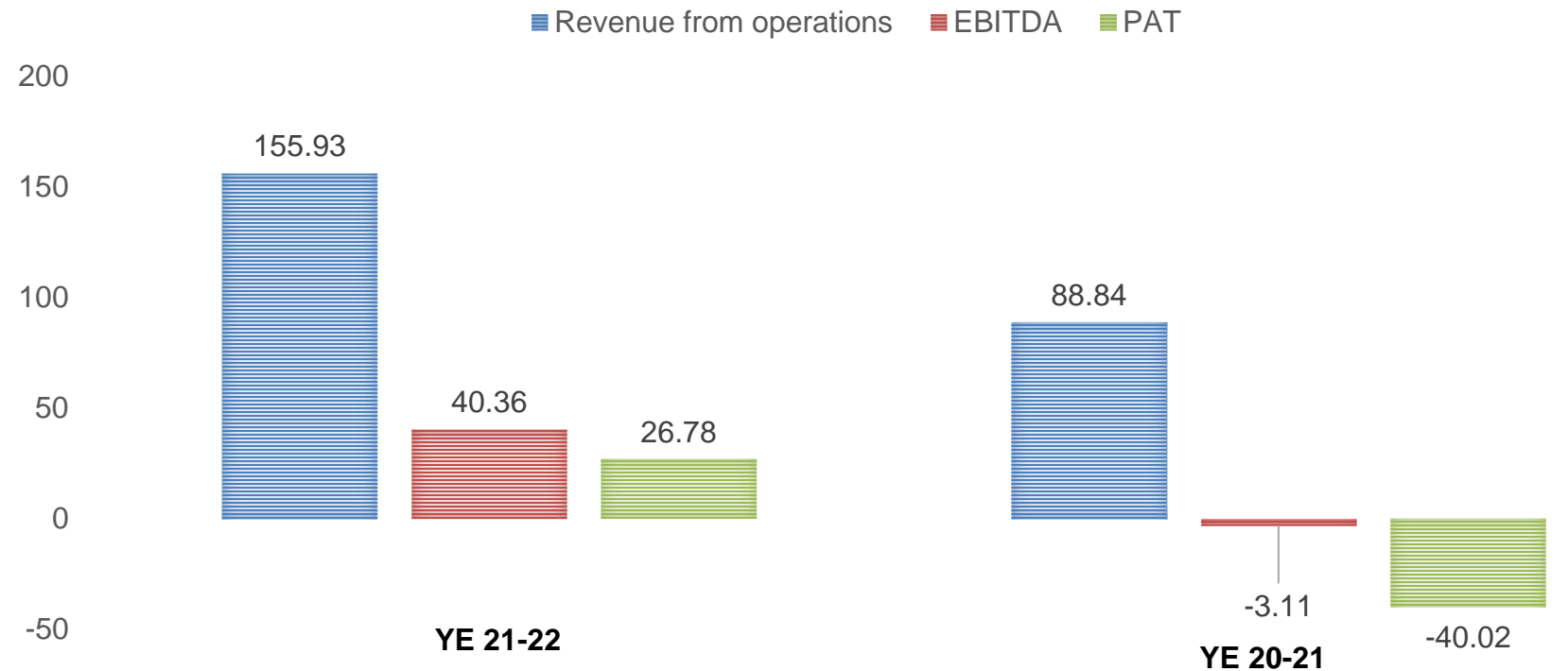
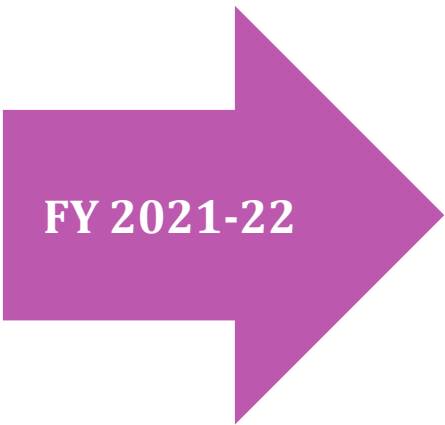
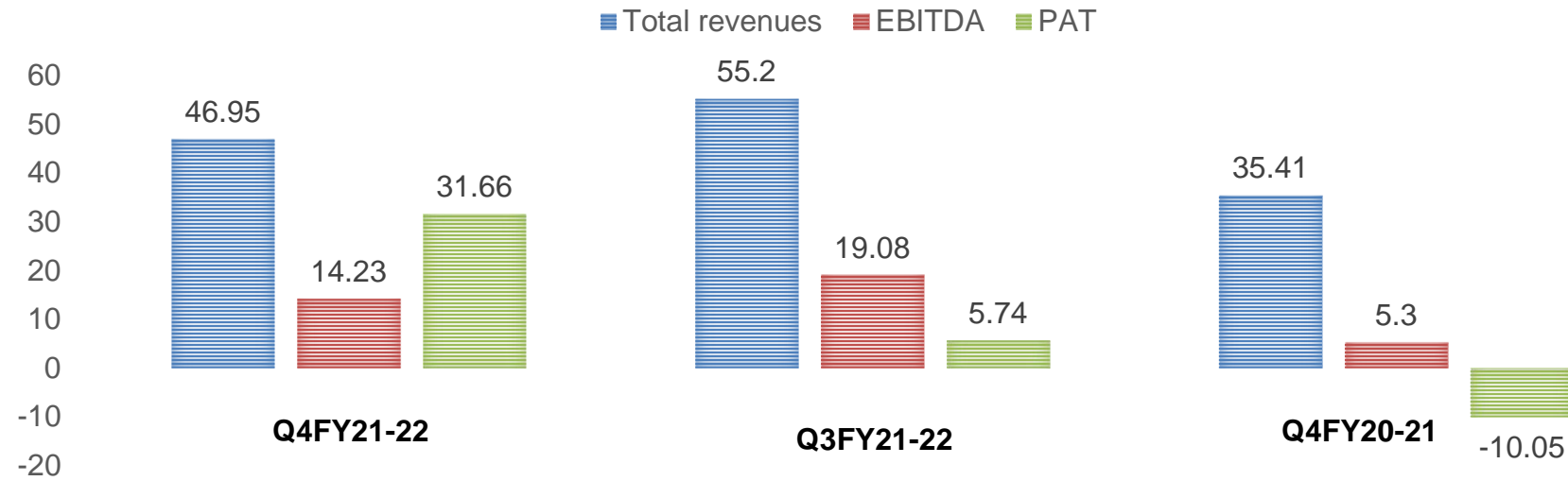
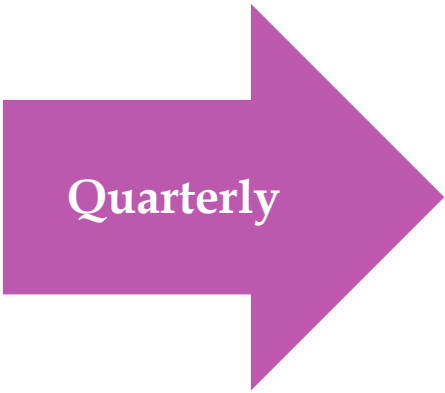
**Quarterly & Full Year  
Highlights and  
Financial results**

**Margins**

**Consolidated  
Income Statement  
& Balance Sheet  
snapshot**

**Shareholding**

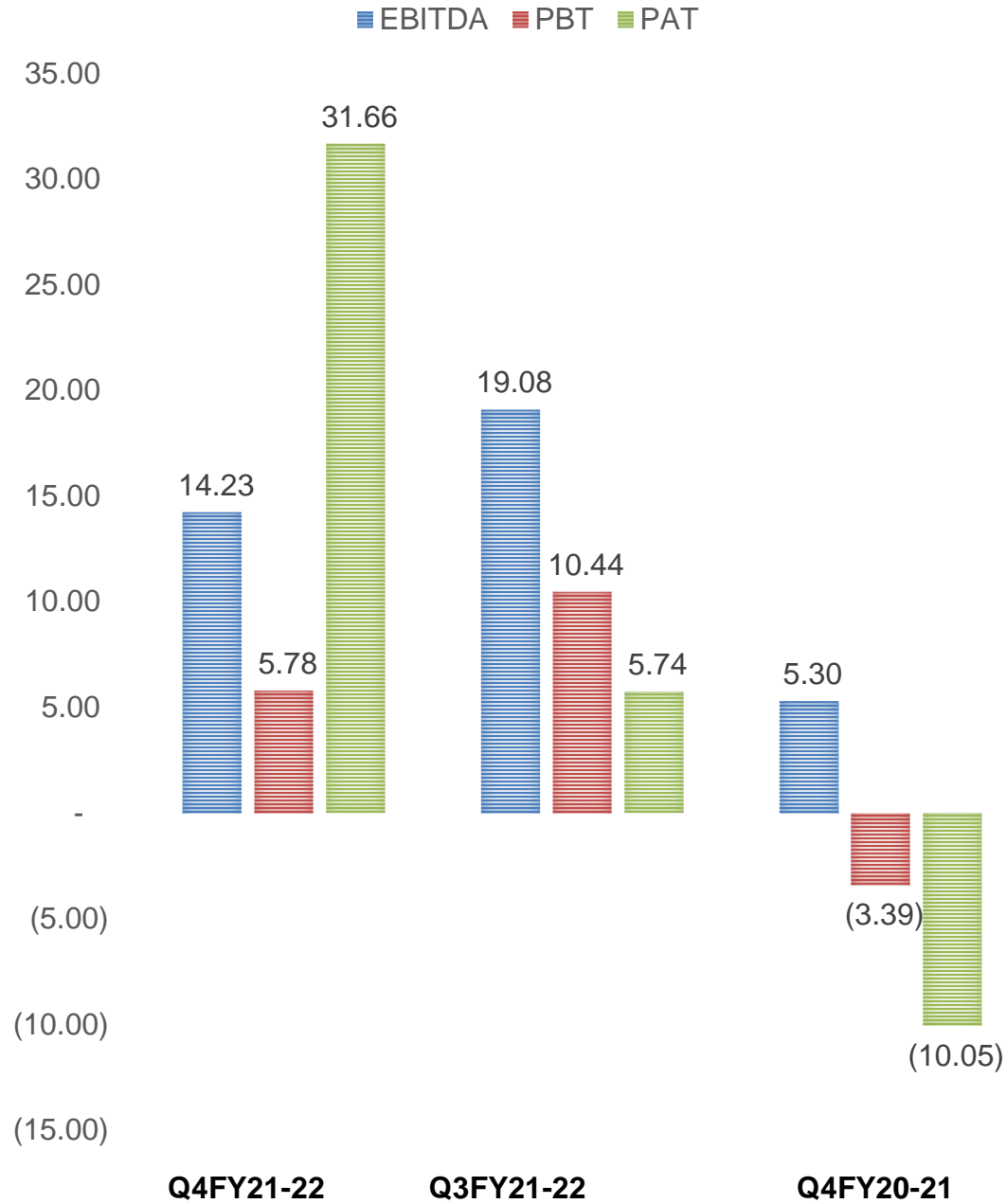
# Consolidated Quarter and FY2021 -22 highlights



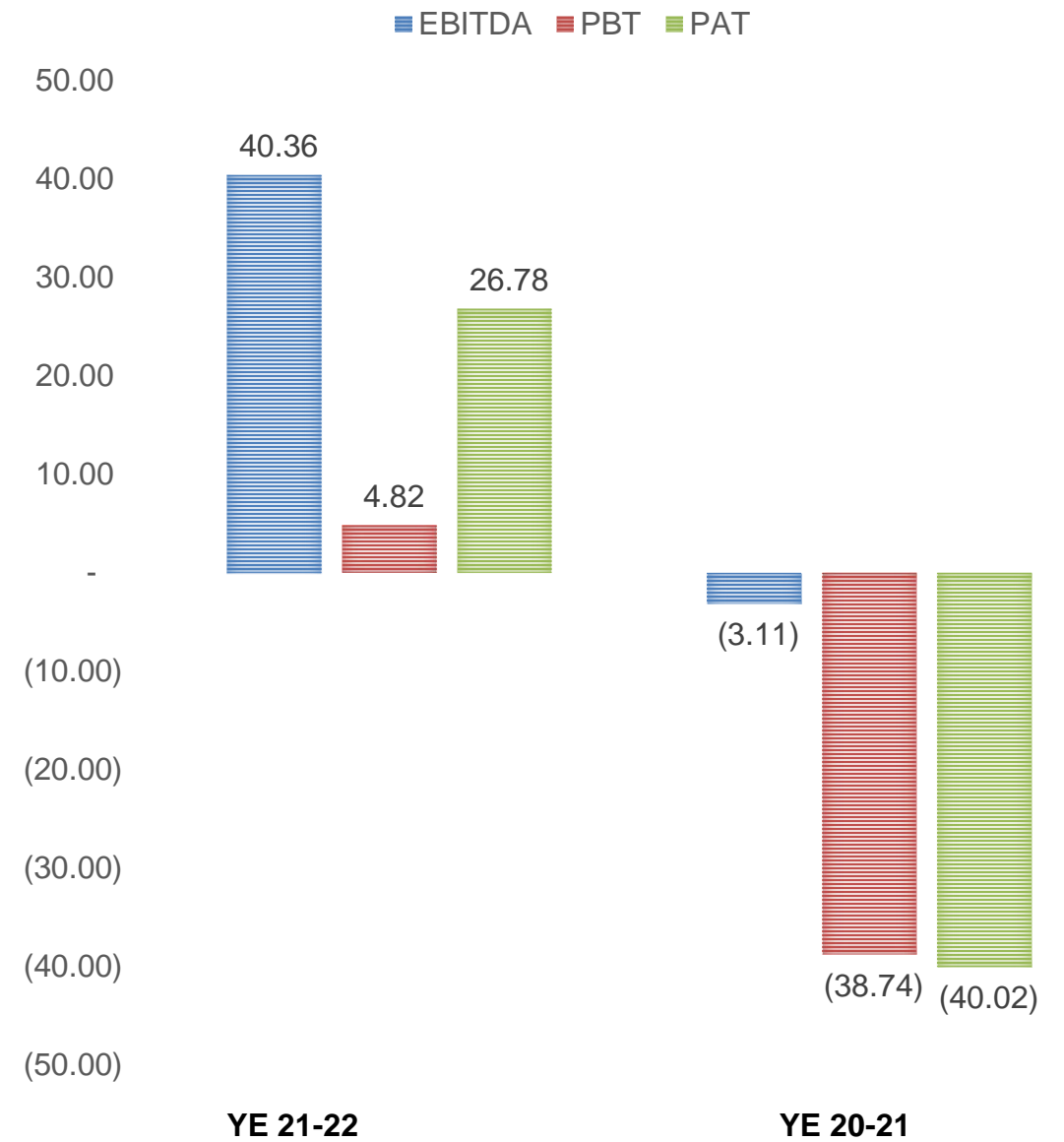
Rs. In crore

# Margins

## Quarterly Margins



## FY 2021-22 Margins



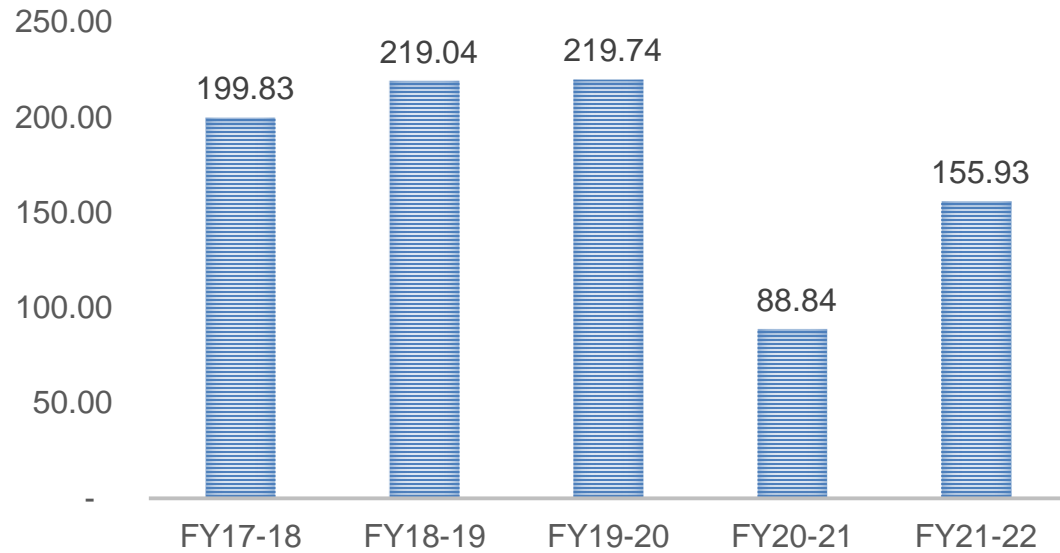


# STANDALONE FY21-22 FINANCIAL RESULTS

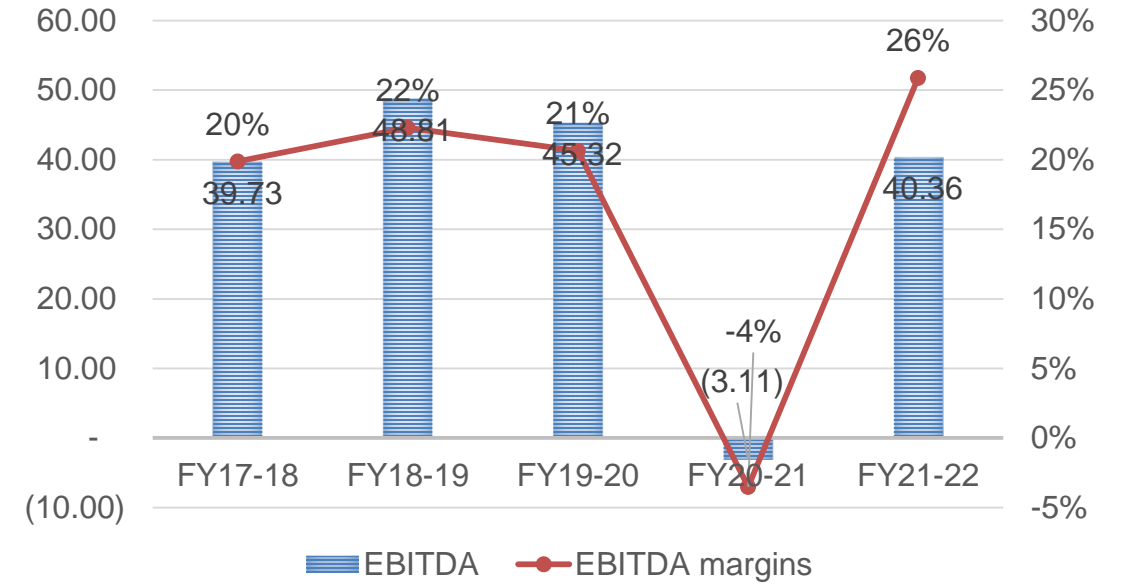
Particulars (Rs in Crs)	Q4FY21-22	Q3FY21-22	Q4 20-21	YE 21-22	YE 20-21	Q-o-Q	Y-o-Y
Income from Operations	23.17	28.57	17.91	79.74	47.82	-19%	29%
Other Income	3.42	0.72	0.52	8.53	5.57	375%	558%
Total Income	26.59	29.29	18.43	88.27	53.39	-9%	44%
Cost of Material Consumed	2.84	3.35	1.92	11.10	8.10	-15%	48%
Employee Benefits Expense	4.91	4.82	4.19	16.23	11.90	2%	17%
Power and fuel Expense	2.38	2.68	2.23	9.01	6.56	-11%	7%
Rent Expense	1.82	2.49	1.85	6.70	6.22	-27%	-2%
Other Expenses	6.13	6.97	5.93	21.69	18.73	-12%	3%
Total Expense	18.08	20.31	16.12	64.73	51.51	-11%	12%
EBITDA	8.51	8.98	2.31	23.54	1.88	-5%	268%
EBITDA Margin (%)	32%	31%	13%	27%	4%	4%	155%
Depreciation	2.22	2.10	2.11	8.55	8.74	6%	5%
EBIT	6.29	6.88	0.20	14.99	-6.86	-9%	3045%
Finance Cost	2.32	2.08	2.08	8.86	8.57	12%	12%
PBT	3.97	4.80	-1.88	6.13	-15.43	-17%	-311%
Tax expense	1.19	1.30	-0.29	1.84	-4.41	-8%	-510%
Exceptional Items	-	-1.70	-23.53	-5.02	-23.53	-100%	-100%
PAT	2.78	1.80	-25.12	-0.73	-34.55	54%	-111%
Other Comprehensive Income/(Loss)	-0.12	-	-0.01	-0.12	-0.01	0%	1100%
Total Comprehensive Income	2.66	1.80	-25.13	-0.85	-34.56	48%	-111%
Net Profit Margin (%)	10%	6%	-136%	-1%	-65%	63%	-107%
EPS (In Rs)	0.97	0.66	-9.16	-0.31	-12.60	47%	-111%

# SUSTAINABLE GROWTH – CONSOLIDATED NUMBERS FY 2021-22

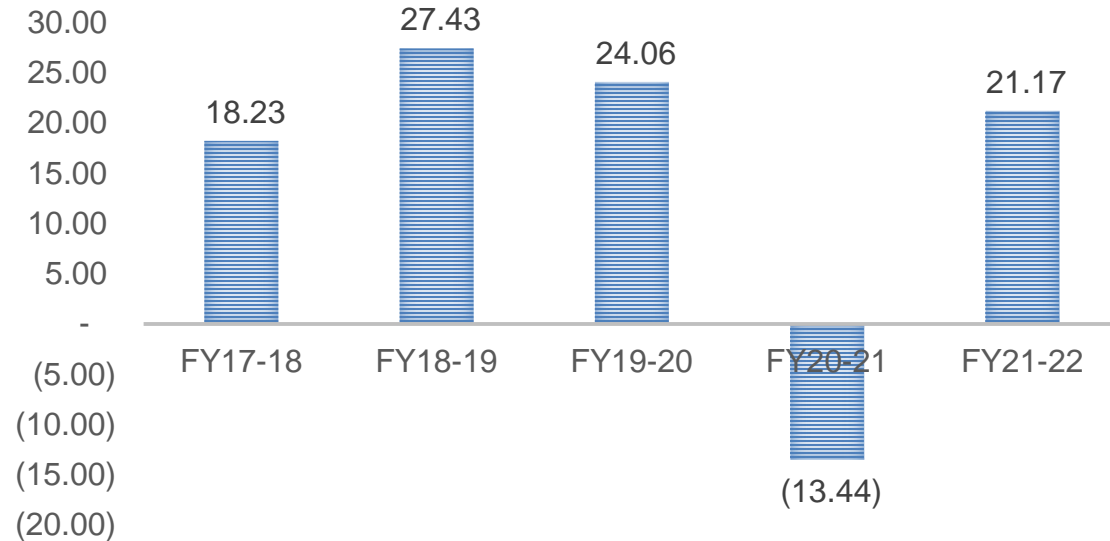
## TOTAL REVENUES



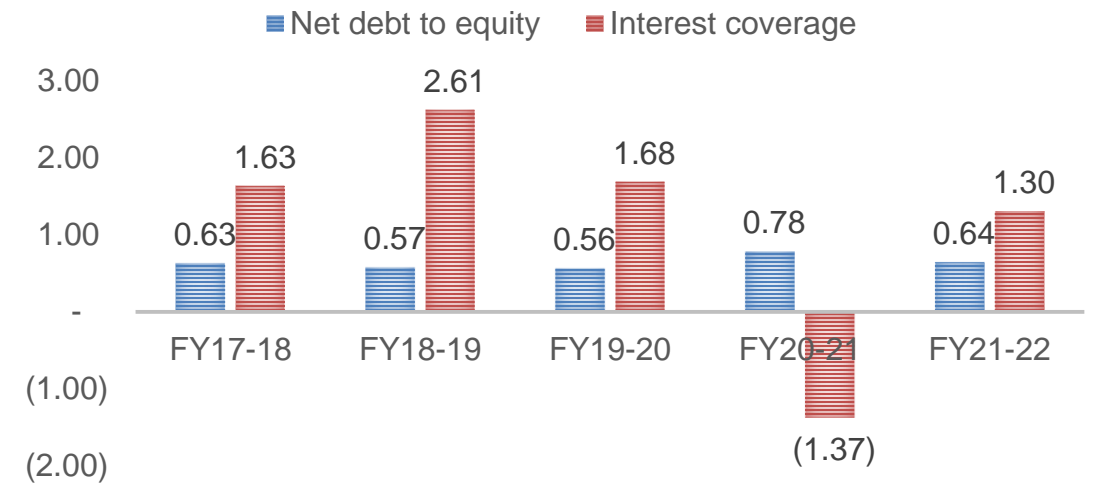
## EBITDA AND EBITDA MARGINS



## CASH PROFIT



## RATIOS



Rs. In crore

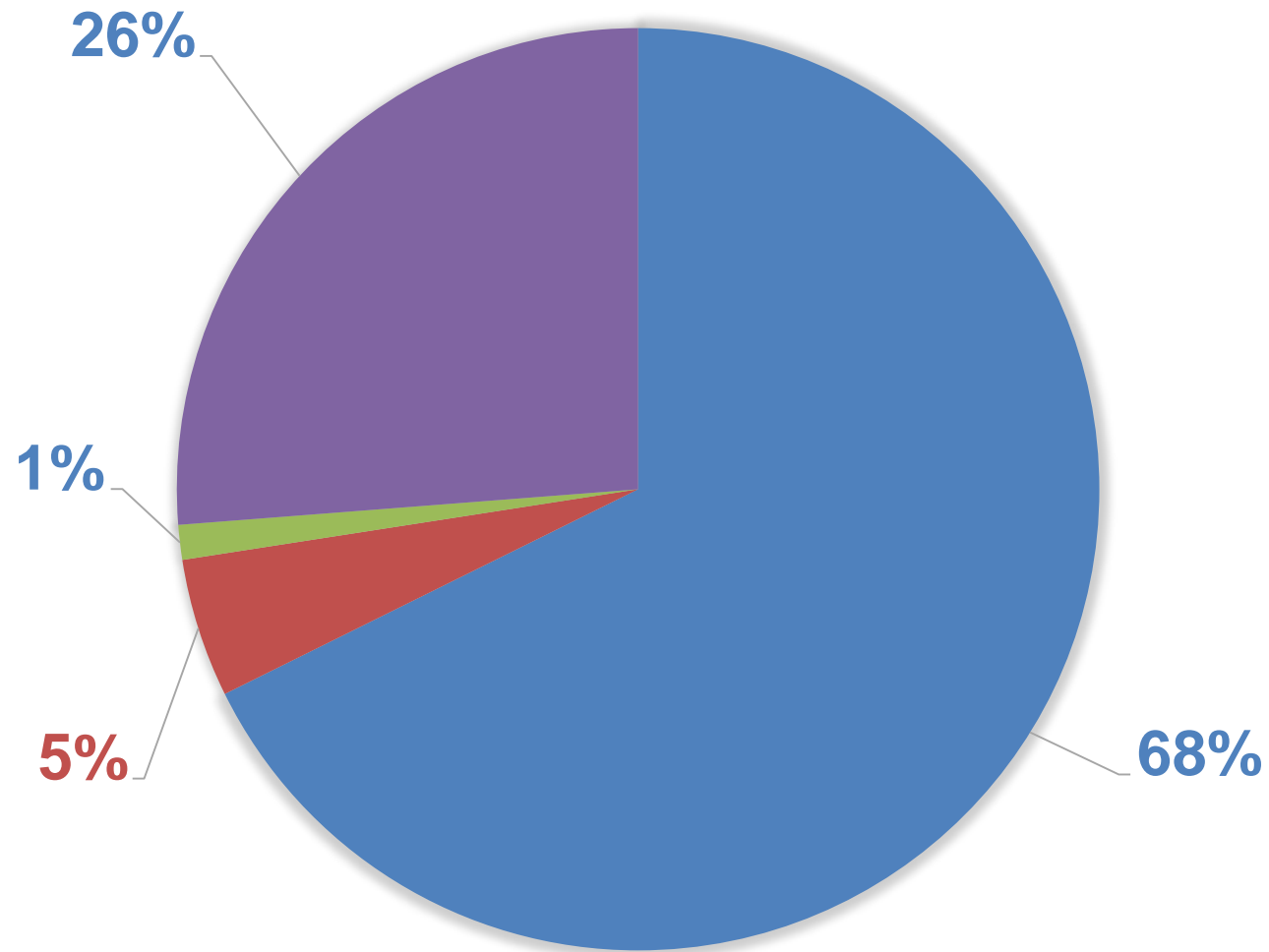
# CONSOLIDATED FY21-22 STATEMENT - SNAPSHOT

Particulars (Rs in Crs)	Q4FY21-22	Q3FY21-22	Q4FY20-21	YE 21-22	YE 20-21	Q-o-Q	Y-o-Y
Income from Operations	39.53	52.78	33.01	138.52	80.85	-25%	20%
Other Income	7.42	2.42	2.40	17.41	7.99	207%	209%
Total Income	46.95	55.20	35.41	155.93	88.84	-15%	33%
Cost of Material Consumed	4.59	5.79	3.61	17.28	11.60	-21%	27%
Employee Benefits Expense	10.17	10.42	9.04	34.68	25.90	-2%	13%
Power and fuel Expense	3.29	4.14	3.51	13.46	10.26	-21%	-6%
Rent Expense	1.92	2.64	2.08	6.86	6.75	-27%	-8%
Other Expenses	12.75	13.13	11.87	43.29	37.44	-3%	7%
Total Expense	32.72	36.12	30.11	115.57	91.95	-9%	9%
EBITDA	14.23	19.08	5.30	40.36	-3.11	-25%	168%
EBITDA Margin (%)	30%	35%	15%	26%	-4%	-12%	102%
Depreciation	4.57	4.80	4.72	19.44	19.29	-5%	-3%
EBIT	9.66	14.28	0.58	20.92	-22.40	-32%	1566%
Finance Cost	3.88	3.84	3.97	16.10	16.34	1%	-2%
PBT	5.78	10.44	-3.39	4.82	-38.74	-45%	-271%
Tax expense	0.87	3.00	-0.62	3.09	-6.00	-71%	-240%
Exceptional Items	26.75	-1.70	-7.28	25.05	-7.28	-1674%	-467%
PAT	31.66	5.74	-10.05	26.78	-40.02	452%	-415%
Other Comprehensive Income/(Loss)	0.02	-	-0.39	0.02	-0.37	0%	-105%
Total Comprehensive Income	31.68	5.74	-10.44	26.80	-40.39	452%	-403%
Net Profit Margin (%)	67%	10%	-29%	17%	-45%	549%	-329%
EPS (In Rs)	11.54	1.61	-3.42	10.66	-11.84	618%	-437%

# CONSOLIDATED FY21-22 Q3 ASSETS & LIABILITIES - SNAPSHOT

Particulars (Rs in Crs)	As Mar 2022	FY 2021	FY 2020
<b>Assets</b>			
Property, plant and equipment	114.48	177.47	236.17
Capital work-in-progress	0.39	0.94	21.47
Goodwill	17.64	17.75	17.75
Right-of-use assets	60.49	47.13	52.92
Other intangible assets	0.12	0.17	0.25
Other non-current assets	73.03	47.17	44.88
<b>Total Non-current assets</b>	<b>266.15</b>	<b>290.62</b>	<b>373.43</b>
<b>Current Assets</b>	<b>81.82</b>	<b>64.18</b>	<b>75.40</b>
Assets classified as held for sale	14.82	64.12	-
<b>Total assets</b>	<b>362.79</b>	<b>418.93</b>	<b>448.84</b>
<b>Equity and liabilities</b>			
(a) Equity share capital	27.43	27.43	27.43
(b) Other equity	97.77	112.97	145.89
<b>Total Networth</b>	<b>125.19</b>	<b>140.40</b>	<b>173.31</b>
Non-Controlling Interests	21.83	32.61	42.14
Secured Loan and other non current liabilities	138.45	145.14	138.87
<b>Total Non-current liabilities</b>	<b>138.45</b>	<b>145.14</b>	<b>138.87</b>
<b>Current Liabilities</b>	<b>77.32</b>	<b>100.77</b>	<b>94.51</b>
<b>Total equity and liabilities</b>	<b>362.79</b>	<b>418.93</b>	<b>448.84</b>

# Shareholding



Promoter	67.68
Foreign Portfolio Investors	4.87
Bodies Corporate	1.22
Others	26.23
<b>Total</b>	<b>100</b>

# ROHL Vision



Our Vision is to operate 100+ profitable and responsible hotels where guests love to stay, dine and celebrate. We wish to create hotels which have a soul, a reflection of our distinctly warm Indian Hospitality.

In this journey towards 100 hotels, we will also empower the youth of our country. The ones who wish to join hospitality industry, but are limited by financial means. We will provide skill development training to 10,000+ students over the next three years, thereby making them employable, and so they can in turn strengthen the Indian hospitality workforce.”





**BIRTHDAYS**



**ANNIVERSARIES**

**HONEYMOON**



**PILGRIMAGE**

**VACATIONS**



## **Our Holiday Destinations**

Goa • Bangalore • Mysore  
Hampi • Belagavi • Nashik  
Bharatpur • Bhuj Jaipur  
Lonavala • Mahabaleshwar  
Mussoorie • Manali • Pushkar  
Ranthambore • Srinagar  
Rishikesh • Shimla • Haridwar  
Udaipur



Complimentary  
Honeymoon  
Package  
& Bridal Suite

## Our Wedding Destinations

- Goa • Bangalore
- Ranthambore • Jaipur
- Mussoorie • Mahabaleshwar
- Nagpur • Pushkar
- Bharatpur • Bhuj





**MEETINGS**

**CONFERENCES**

**EVENTS**

**NEW LAUNCHES**

**TEAM BUILDING**

**AWARDS**



## **Our Business Destinations**

Ahmedabad • Bangalore  
Bharuch • Chandigarh • Chennai  
Dahej • Indore • Jaipur • Kolkata  
Kanpur • Ludhiana • Mysore  
Noida • Navi Mumbai • Nashik  
Nagpur • Pune • Rajkot • Shimoga  
• Vadodara • Vapi



**HOLIDAYS**

**CITY ESCAPES**



**OFFSITES**



**SOLO TRAVEL**



**SCHOOL TRIPS**



## **Our Wildlife Destinations**

Ranthambore  
Pench National Park  
Kabini



Hotel Royal Orchid, Bangalore





Royal Orchid Brindavan Garden Palace & Spa, Mysore



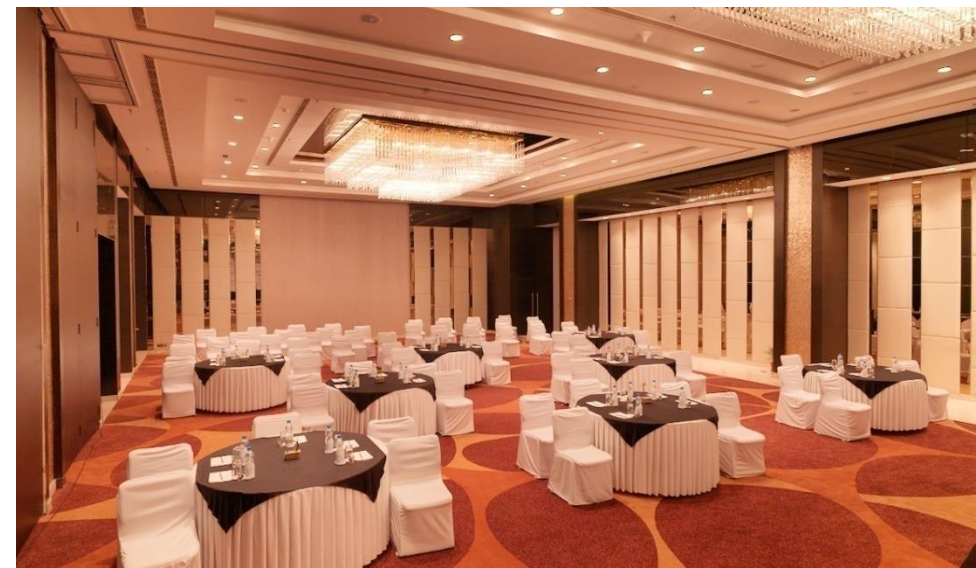


Royal Orchid Resort & Convention Centre, Bangalore





Hotel Royal Orchid, Jaipur





Royal Orchid Central, Hampi, Hospet





Regenta Resort, Belagavi





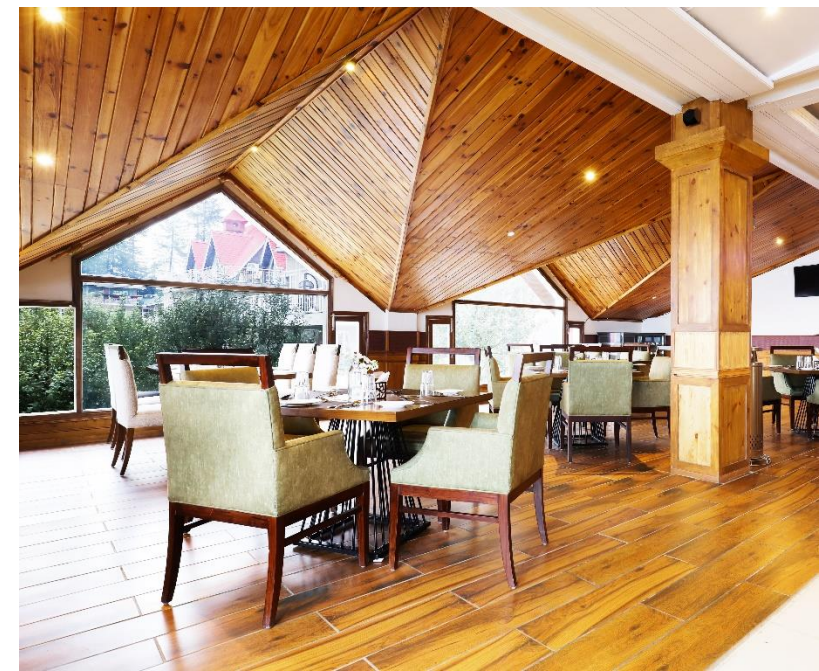


Regenta Kabini Springs Resort, Kabini



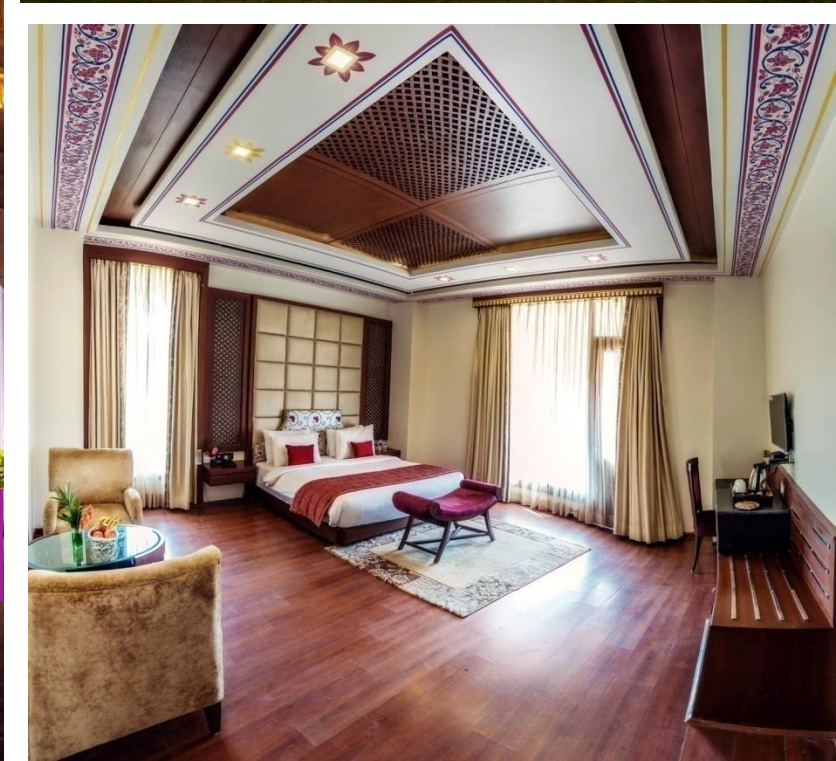
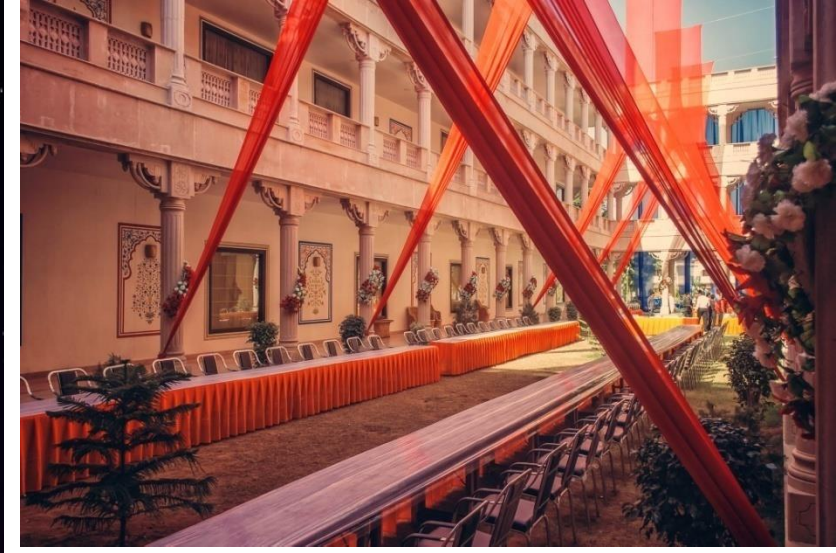


Regenta Resort & Spa Mashobra, Shimla





Regenta Resort, Vanya Mahal, Ranthambore





Royal Orchid Fort Resort, Mussoorie





Royal Orchid Beach Resort & Spa, Goa





Regenta Inn, Manali

**Thank You**

