



## ROYAL ORCHID HOTELS LTD.,

Regd. Office :

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HAL Airport Road, Kodihalli, Bangalore - 560 008, India.

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[www.royalorchidhotels.com](http://www.royalorchidhotels.com)

CIN : L55101KA1986PLC007392

email : [investors@royalorchidhotels.com](mailto:investors@royalorchidhotels.com)

**Date: 09/11/2023**

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 letter dated November 07, 2023 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. Q2 & H1 - 2023-24



# 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

**01**

**Industry Overview**

**02**

**Company Overview**

**03**

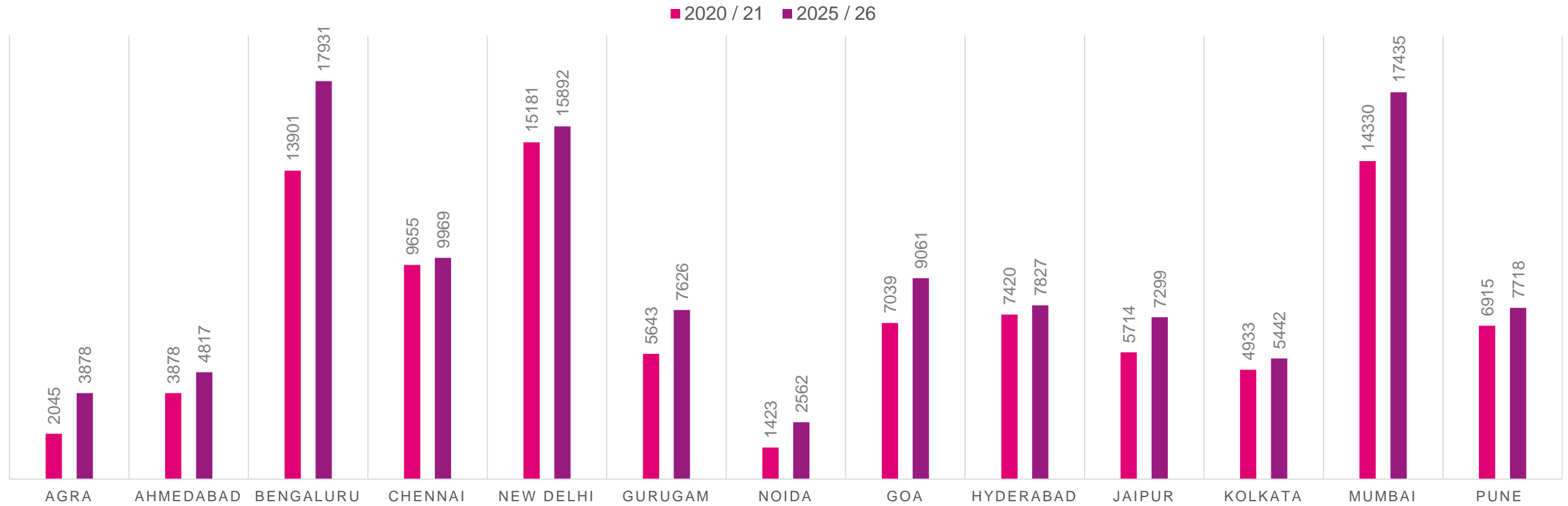
**Business Overview**

**04**

**Financial Overview**

# Industry Outlook

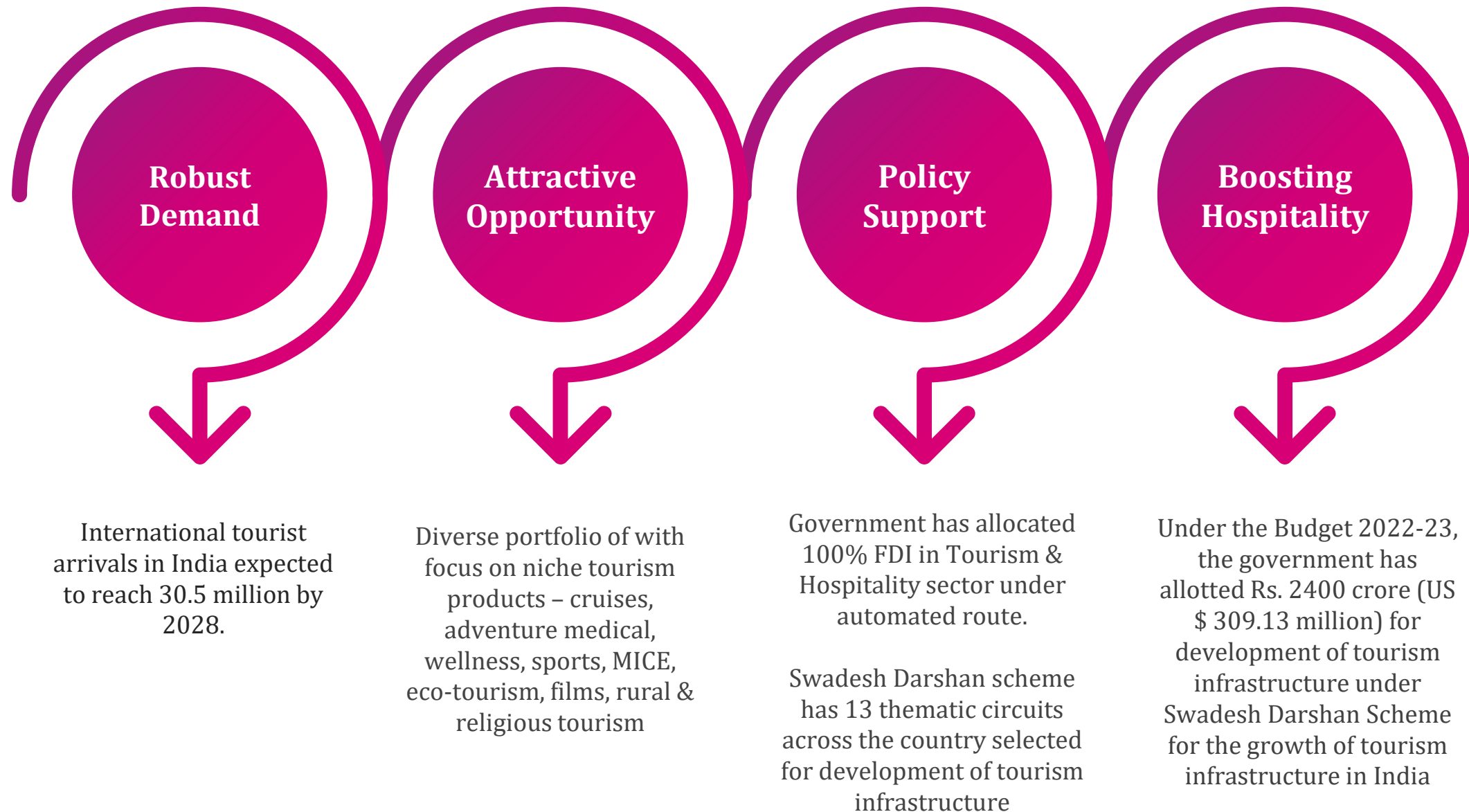
## PROPOSED BRANDED HOTEL ROOMS ACROSS MAJOR CITIES



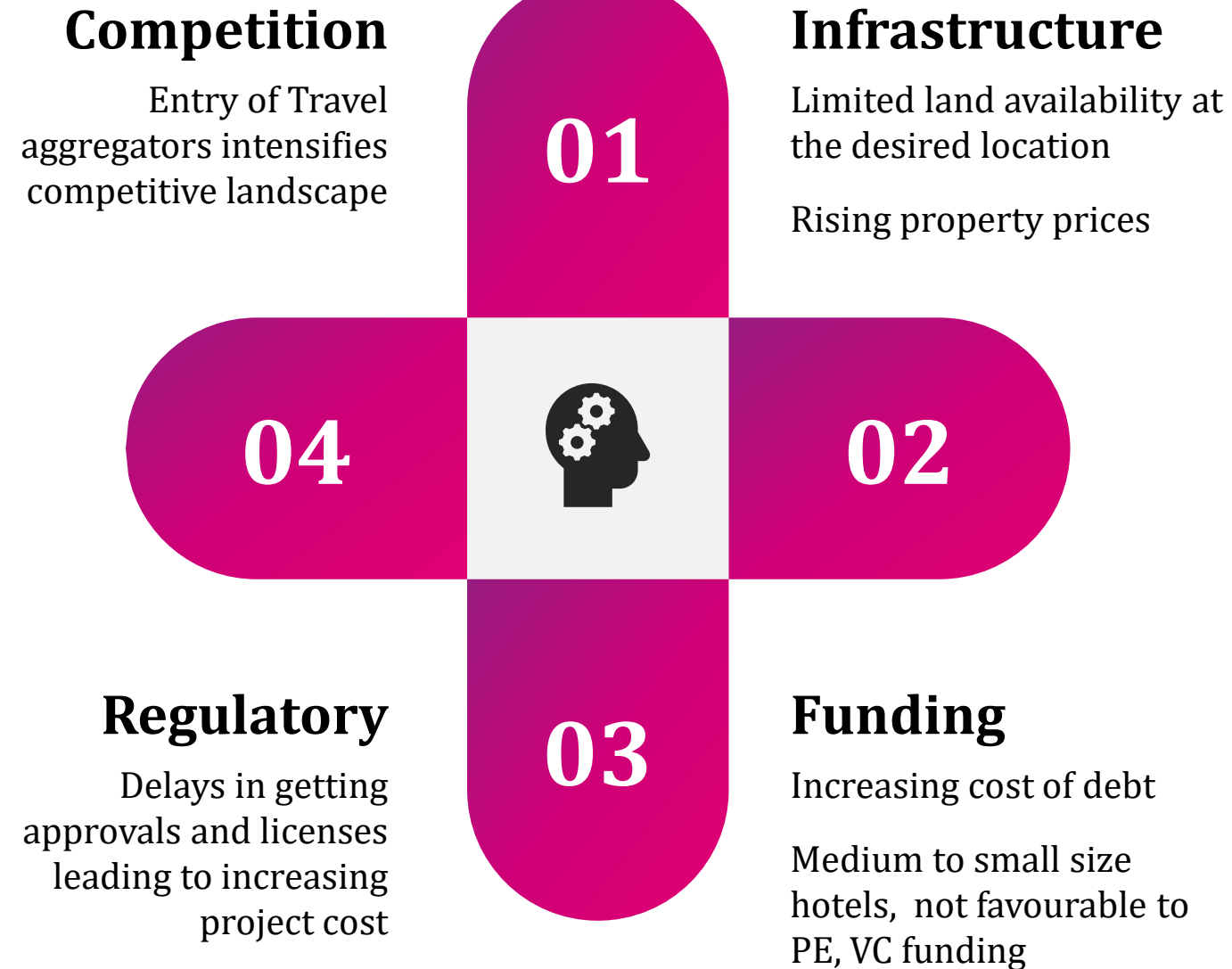
Source: India Hospitality Trends & Opportunity report by Hotelivate

A report by hospitality consulting firm Hotelivate shows expected rise in branded hotel rooms by 2025/26 given the increasing trend in the per capita income.

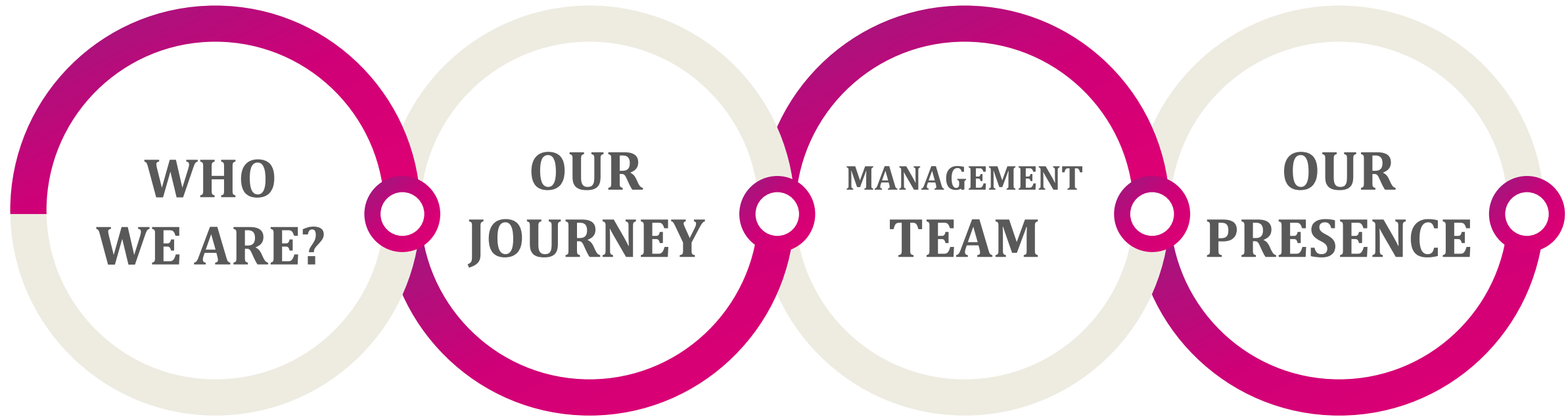
# Key Growth Drivers



# Key Industry Challenges



# Company Overview

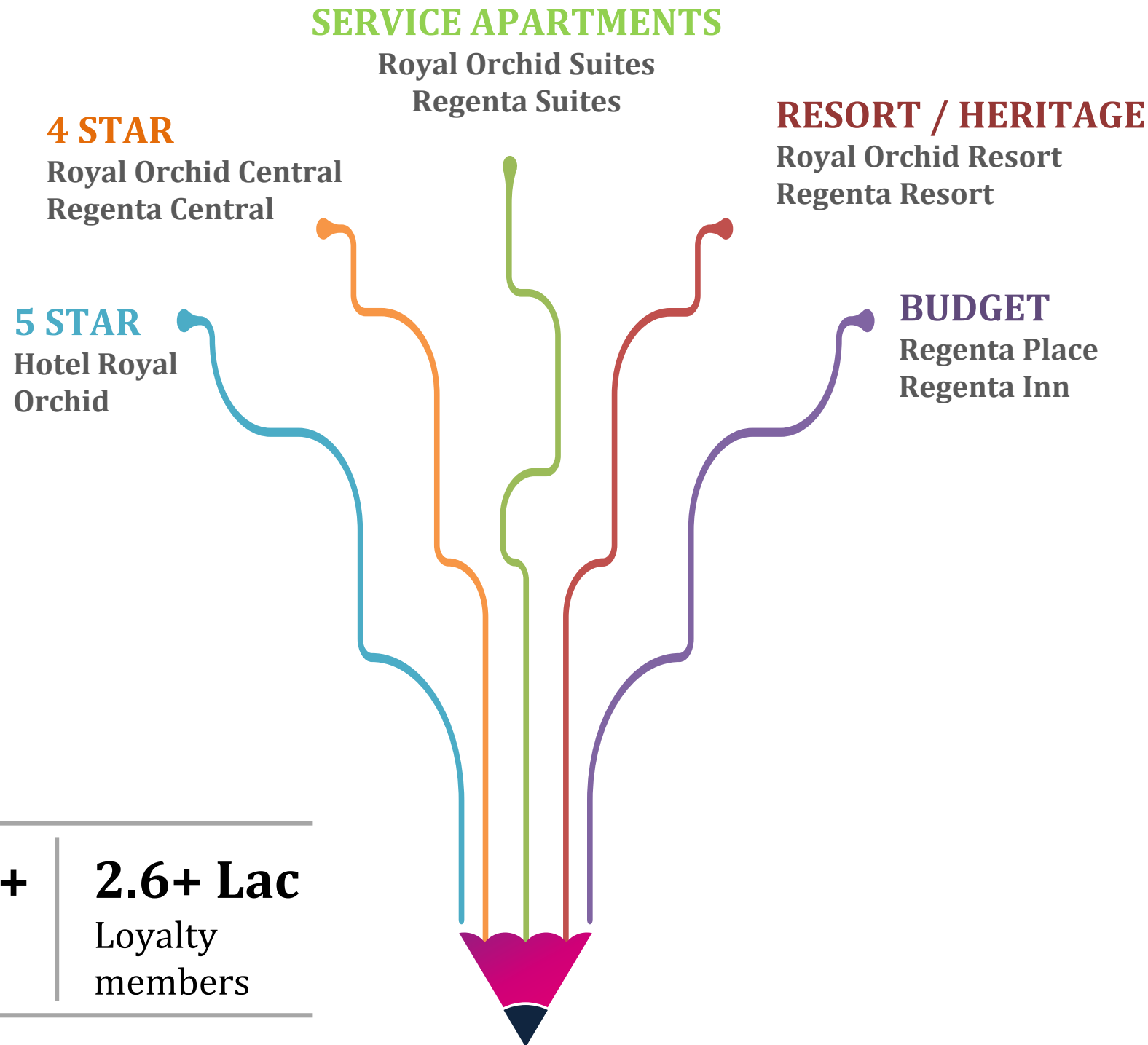




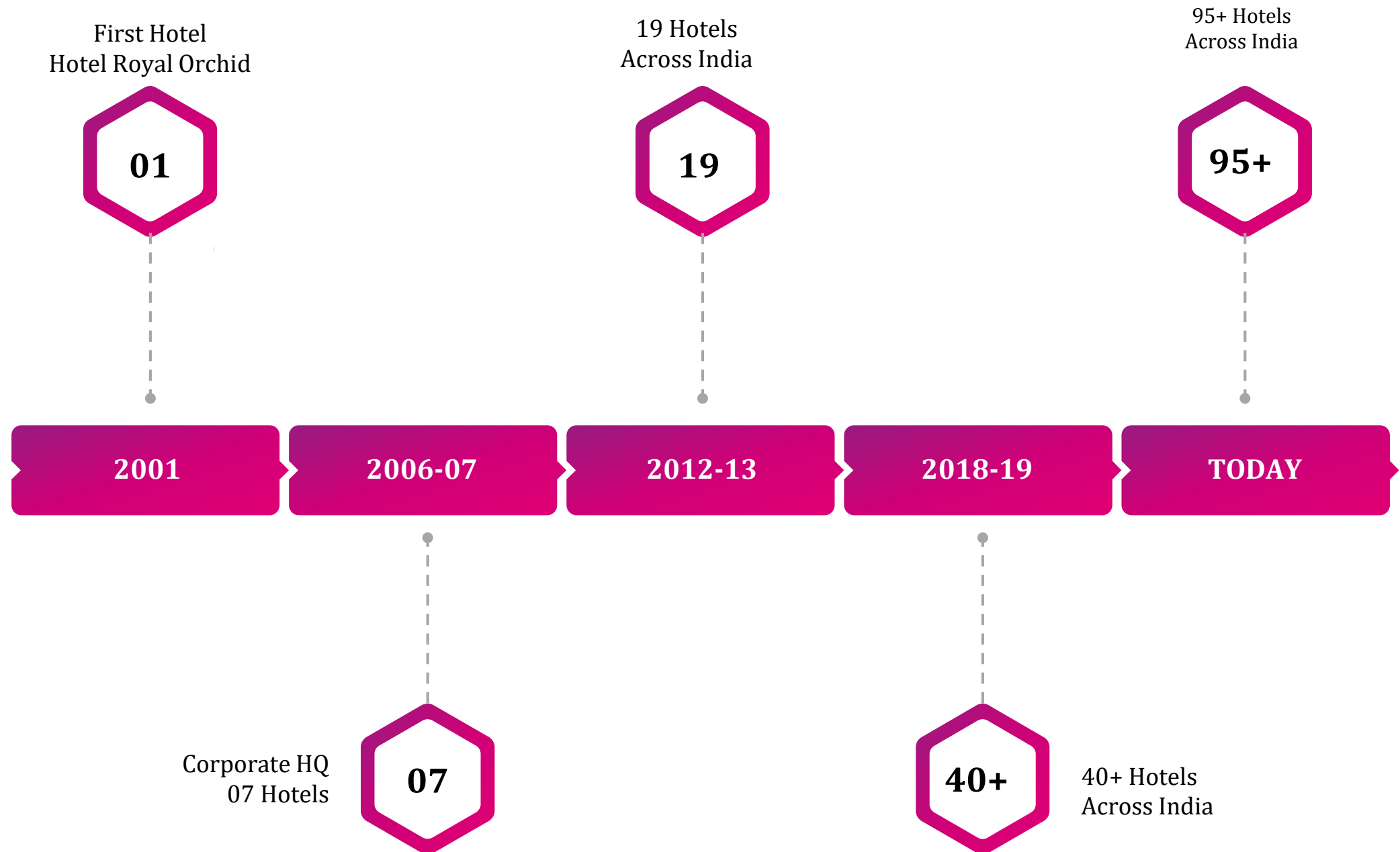
# Who we are?

- 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

<b>95+</b> Hotels & Resorts	<b>60+</b> Locations	<b>14</b> States	<b>5633+</b> keys	<b>2.6+ Lac</b> Loyalty members
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# Our Journey





# Today Our Presence

**95+**

Hotels & Resorts in  
60+ Locations

**5633+**

Luxury Rooms,  
Villas & Premium Suites

**160+**

Specialty & All day Dining  
Restaurants



40+ Business  
Destinations



18+ Wedding  
Destinations



4+ Wildlife  
Destinations



25+ 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. 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



**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.



**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. Philip Logan**  
**Chief Operating Officer (COO)**

Over 25+ years exp in Operational Excellence with brands like Voyages Indigenous Australia, Sofitel Sydney & Other Accor Hotels.



**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 Vazhvelil**  
**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. Pavan Kumar**  
**VP – Marketing & Sales**

Over 23+ years experience with Accor Group, Pullman and Novotel Aerocity, Park Hotels and Sarovar Hotels



**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 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
- Hotel Royal Orchid, Bangalore and Royal Orchid Central Manipal Centre, MG Road have been awarded Best Business Hotel 2021 by Yatra.
- 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

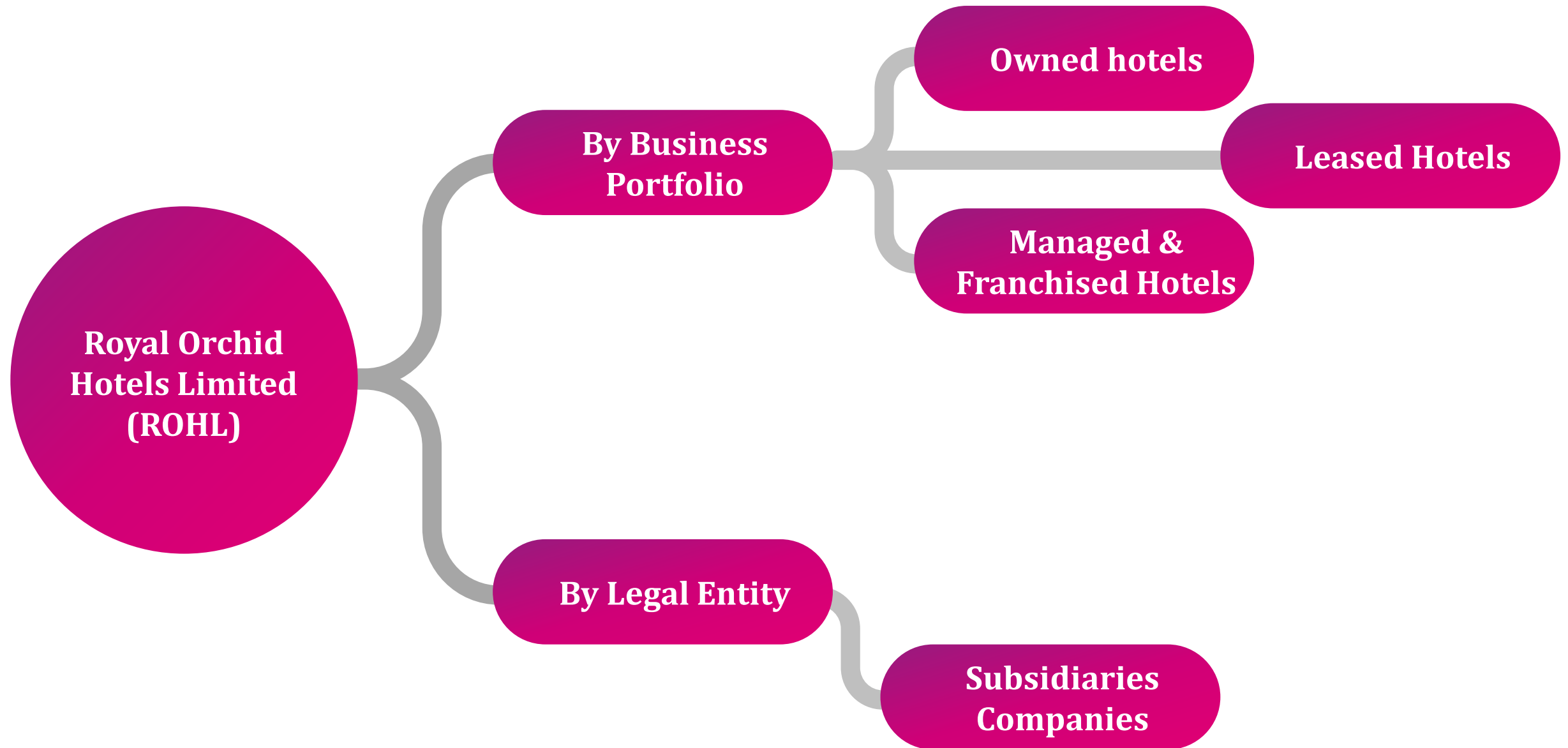


Our Offerings

Competitive Advantage



# Our Business Structure



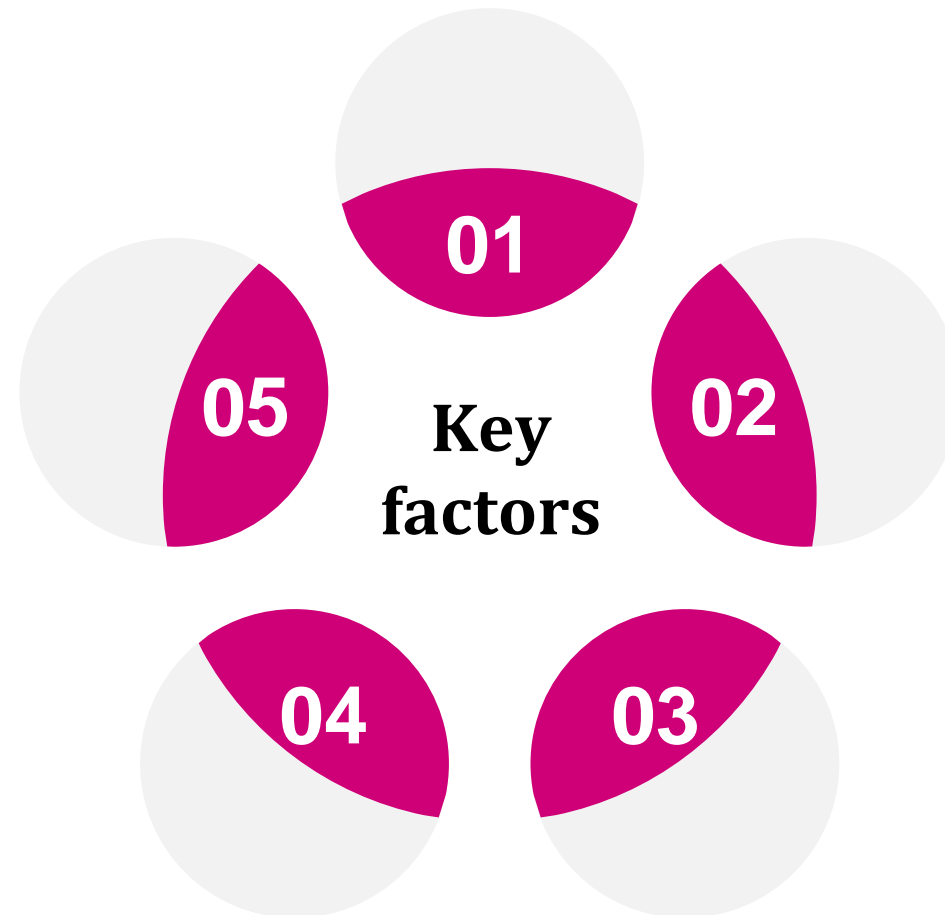
# Our Business Model -Asset Light Model

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

Facilitates expansion plans and ramping up presence

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Creates brand visibility at a faster rate



No upfront requirement of capex

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Maintenance Capex required - Minimal

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Break even of Operating profit in just 1 year

# Segment Wise Occupancy, ARR & Keys

No of Keys	FY22-23	Q1 of FY23-24*	Q2 of FY22-23	Q2 of FY23-24*
Management / Franchisee Contracts	3,775	628	-	74
Leased	575	72	-	-
Owned (Domestic)	268	-	-	-
Management (Overseas)	-	55	-	-
JV	323	-	-	-
<b>Total KEYS</b>	<b>4,941</b>	<b>755</b>	<b>-</b>	<b>74</b>
Average Occupancy (JLO)	77%	78%	75%	73%
Average Room Rate (JLO) (Rs)	5,370	5,227	4,769	5,087
Average Occupancy (Managed)	63%	64%	56%	54%
Average Room Rate (Managed) (Rs)	3,795	3,941	3,619	3,747

\*Addition in the quarter

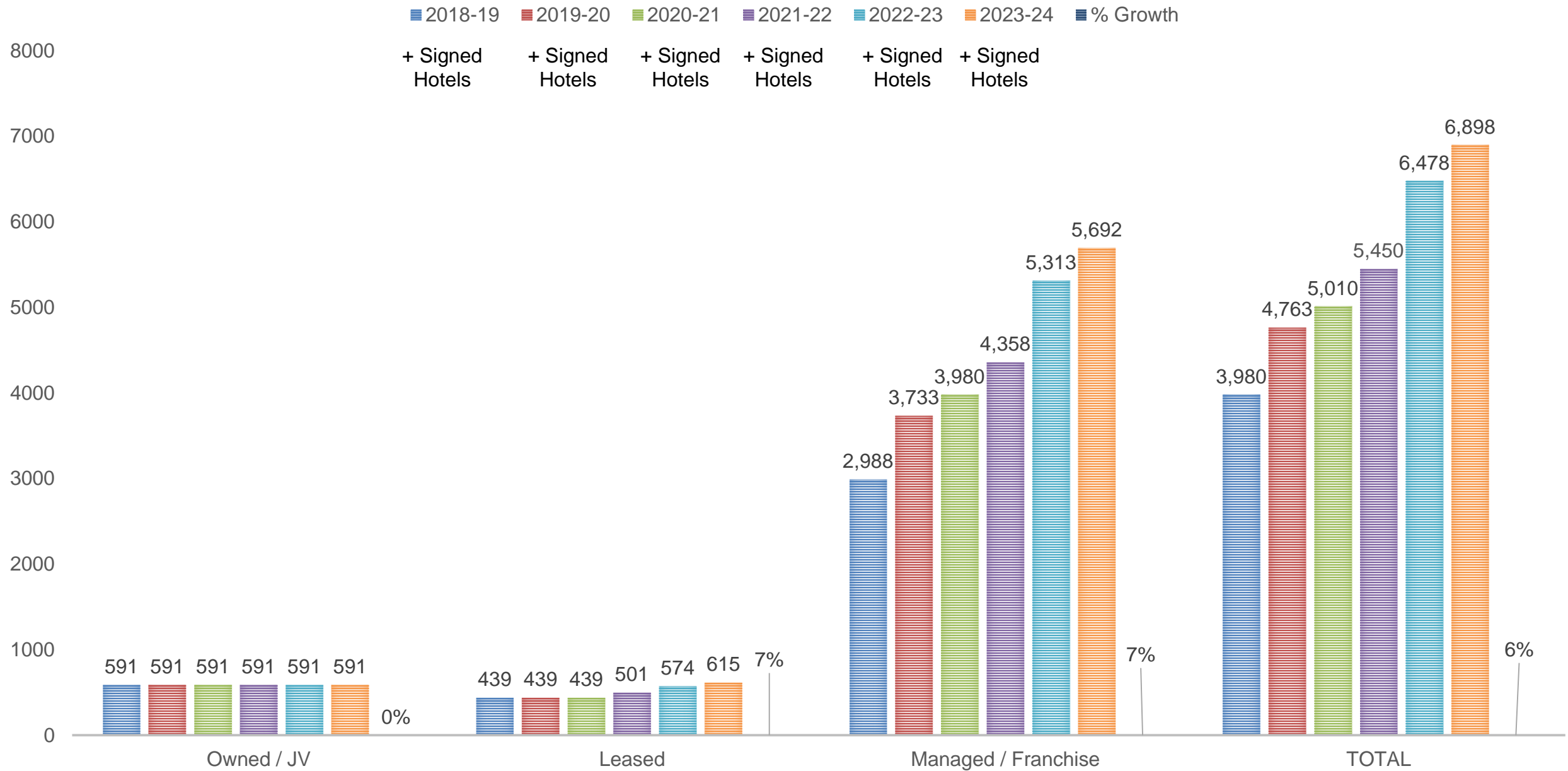
# Revenue Model

Operational as on Date

Asset  
Portfolio

Category	Owned	Leased	JV	Managed / Franchise	Total
5 Star	268	-	139	-	407
4 Star	130	396	-	2147	2673
Service Apartment	-	67	-	71	138
Resort/Heritage/MICE	-	101	54	763	918
3 Star / Budget	-	83	-	1414	1497
<b>Total Keys</b>	<b>398</b>	<b>647</b>	<b>193</b>	<b>4395</b>	<b>5633</b>

# Growth in rooms



# Upcoming Hotels

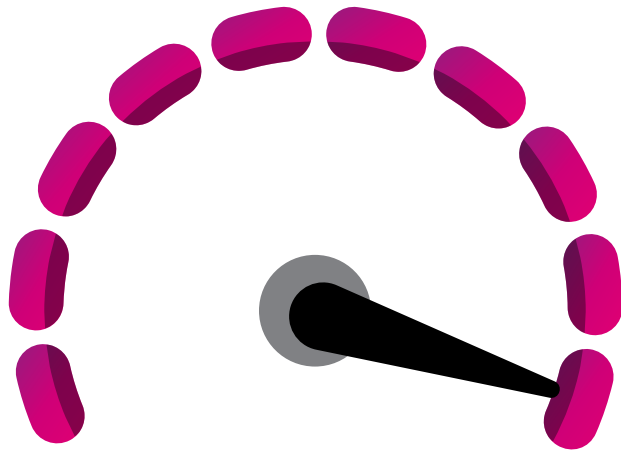
SI No	Hotel Name	City / Location
1	Regenta Inn	Nellore
2	Regenta Resort	Sakleshpur
3	Regenta Resort	Gulbarga
4	Regenta Inn	Tezpur Assam
5	Regenta Central	Puri-Orussa
6	Regenta Inn	McLeod Ganj
7	Regenta Inn	Gurgaon, Sector 47
8	Regenta Place	Panchkula, Haryana
9	Regenta Inn	Raipur
10	Regenta Inn	Gwalior
11	Regenta Central	Varanasi
12	Regenta Resort	Pushkar
13	Regenta Inn	Jaipur
14	Regenta Place	Vasco, Goa
15	Regenta Inn	Jamnagar
16	Regenta Resort	Dapoli
17	Regenta Resort	Gir
18	Regenta Central	Solapur
19	Regenta Central	Nanded
20	Regenta Resort Chitwan	Nepal
21	Regenta Place Kathmandu	Nepal
22	Regenta Central Lalitpur	Nepal

**22+**  
**Hotels**

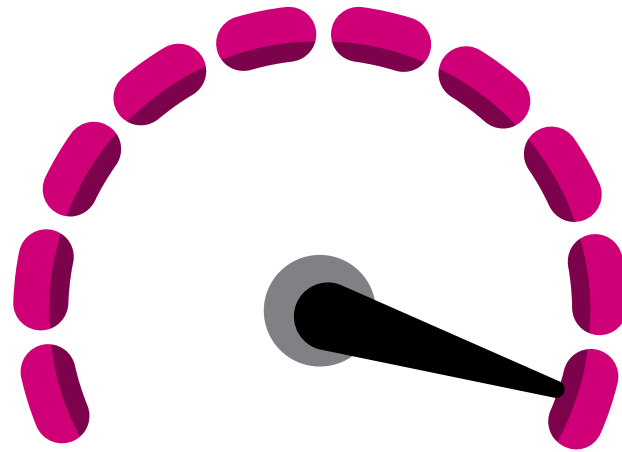
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**1250+**  
**Keys**

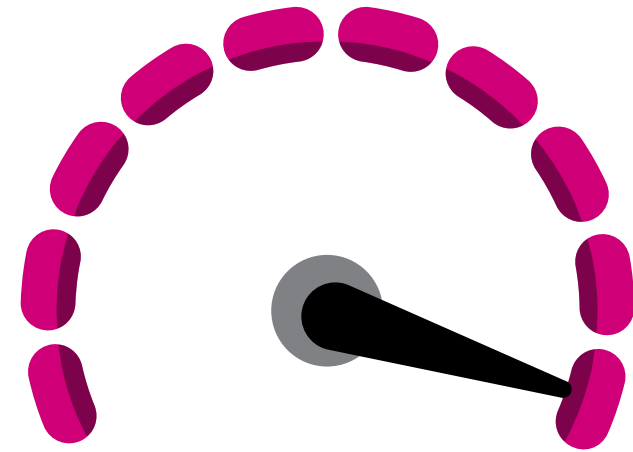
# Competitive Advantage



Balanced portfolio  
having presence in  
over 58 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**

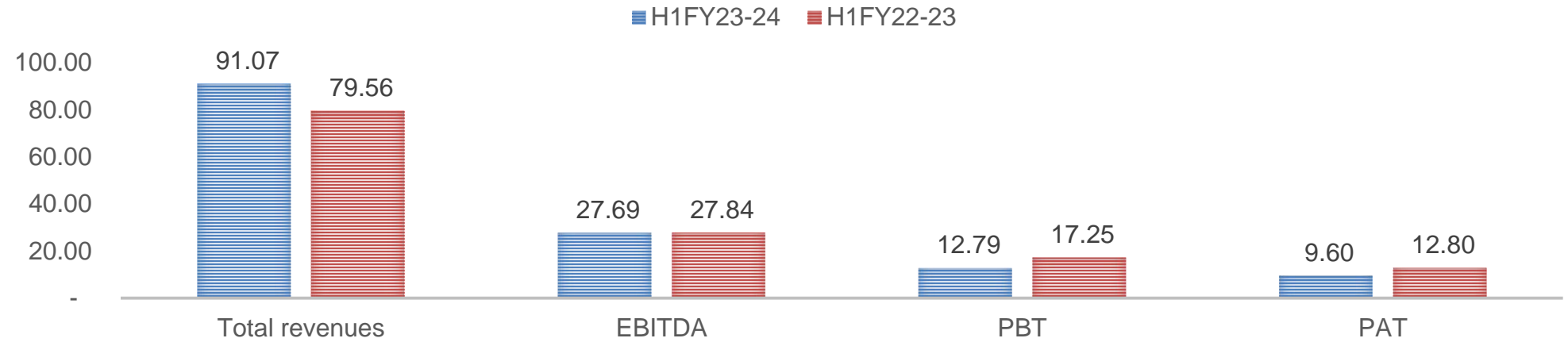
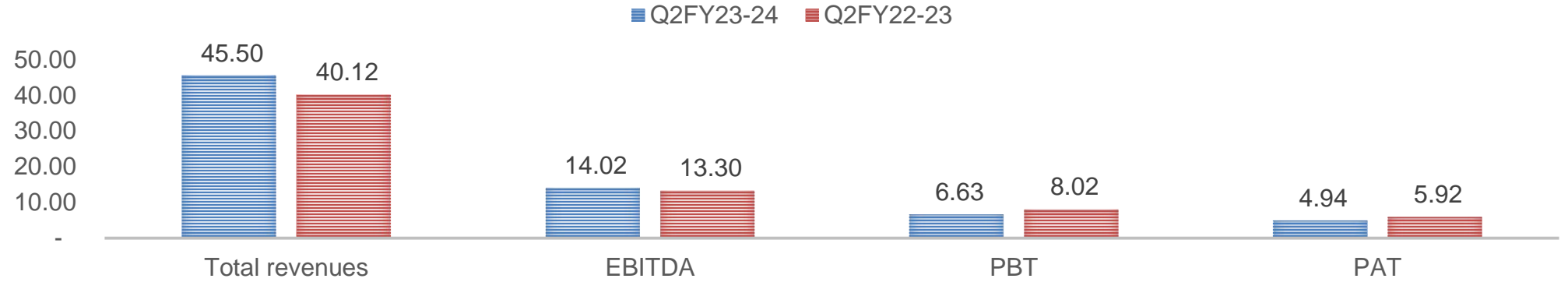


**Consolidated Income  
Statement & Balance  
Sheet snapshot**

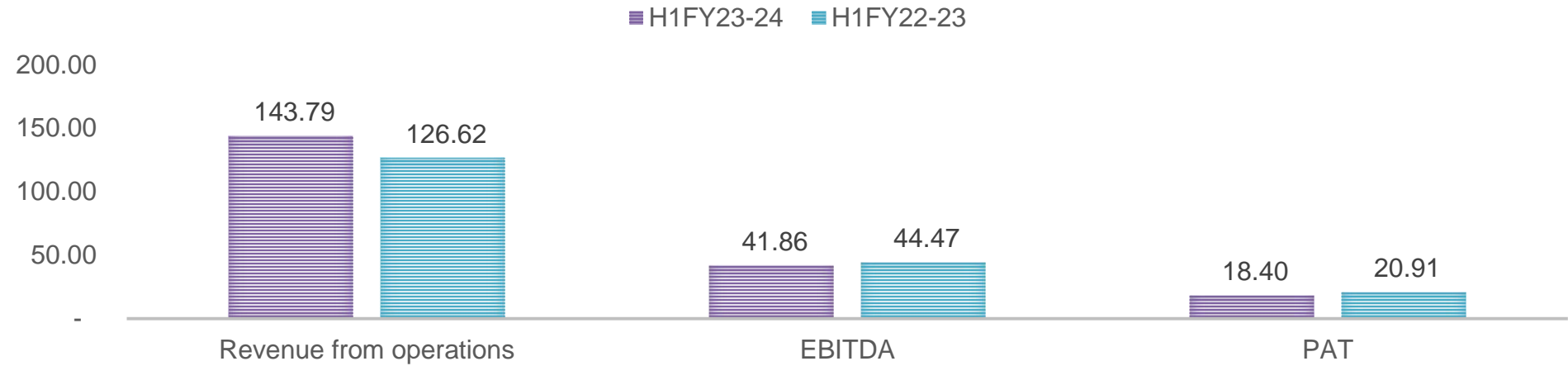
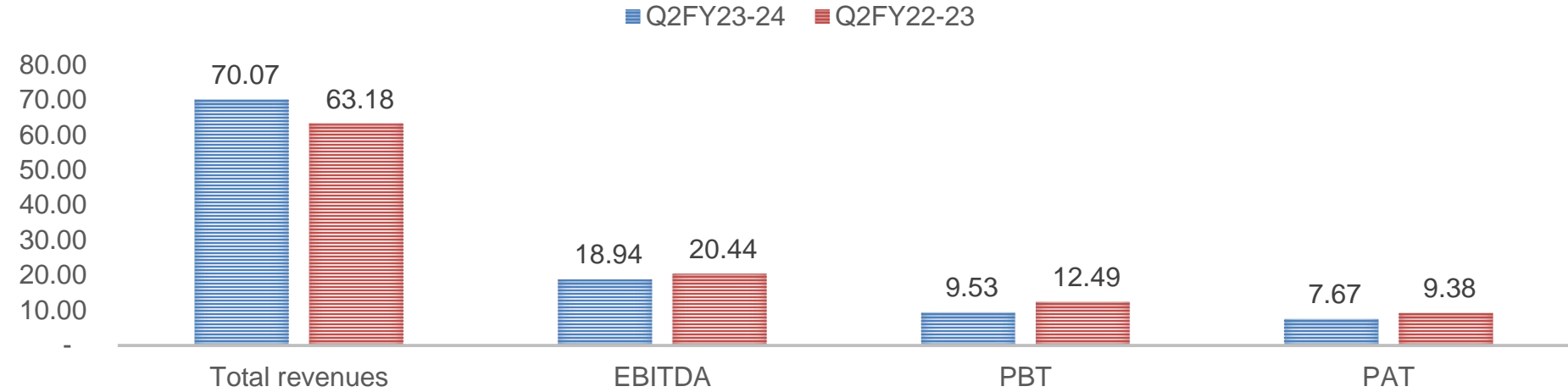


**Shareholding**

# Standalone Quarter and H1 2023 -24 highlights

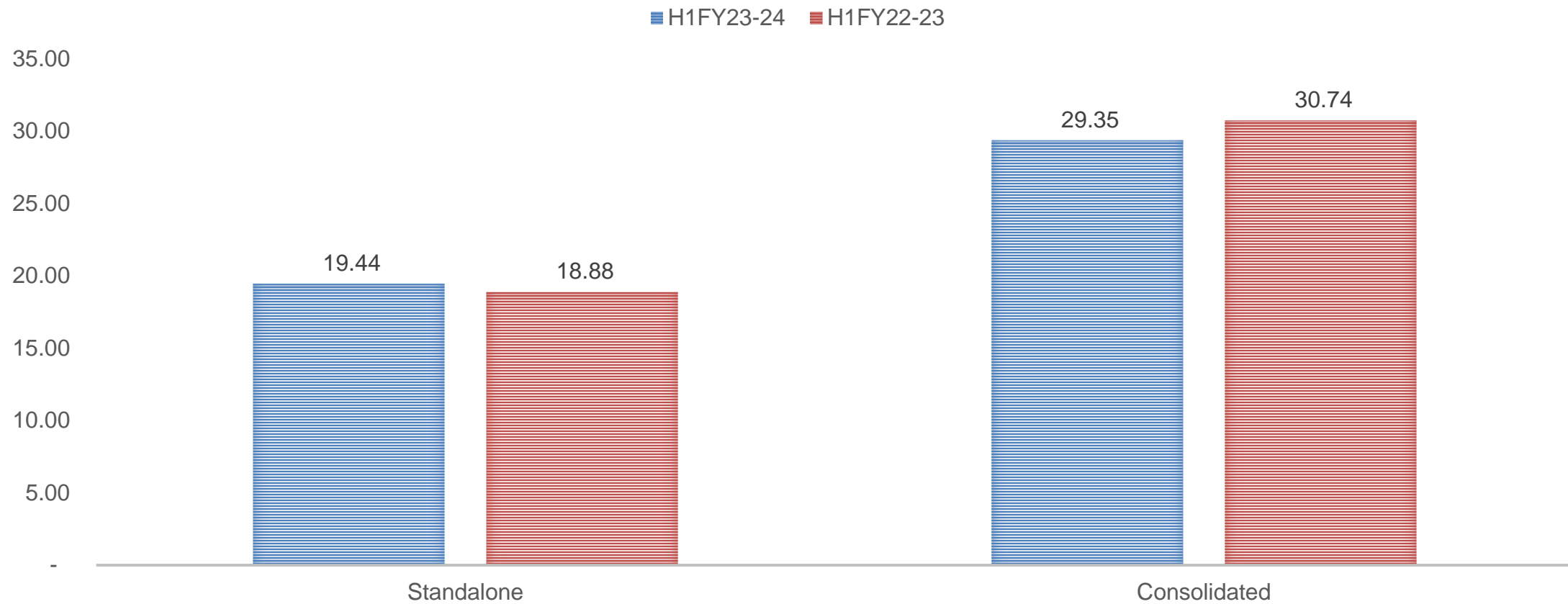


# Consolidated Quarter and H1 2023 -24 highlights



# Standalone & Consolidated Cash Profit H1 of 2023-24

₹ In Crore



## \*Cash Profit

\*Effect of INDAS has been removed in computation of cash profit.

# Major reasons for increased in expenses at Consolidated level

## Impact on EBITDA (Rs 274 lakhs)

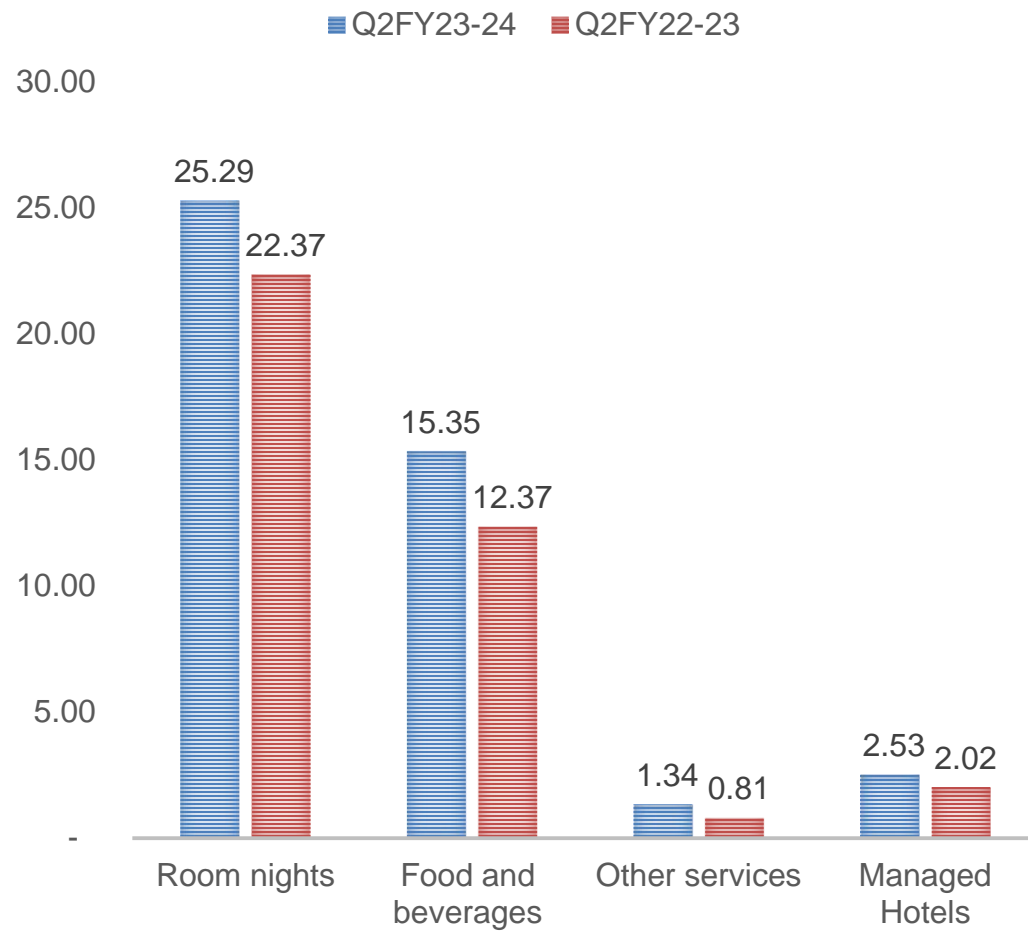
Particulars	Amounts (Rs Lakhs)
Higher commission for facilitation fee for management agreement for Sri Lanka property	41
Increase in employee cost due to revision in minimum wage rate	95
Increase in power and fuel on account of increase in electricity charges	87
Increase in advertisement and business promotion expense for development of the brand	51
<b>Net impact leading to EBITDA lower by:</b>	<b>274</b>

## Impact on Net Profit (Rs 130 lakhs)

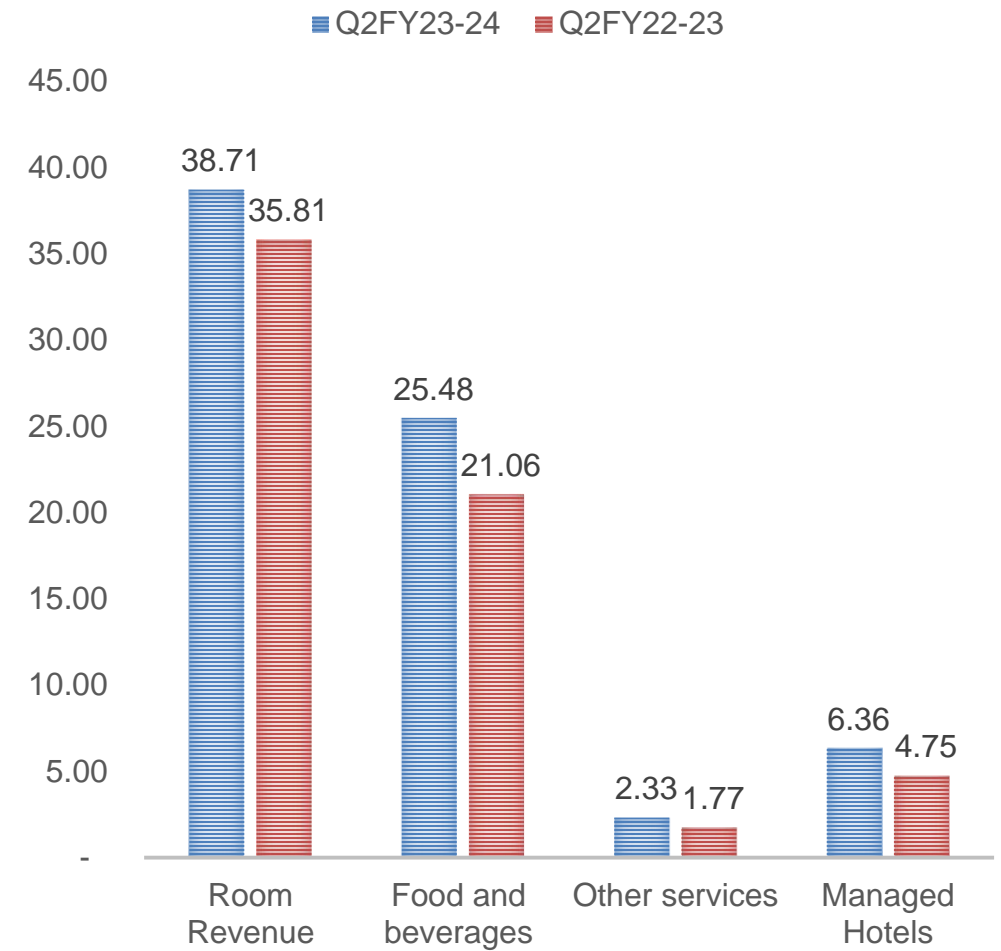
Particulars	Amounts (Rs Lakhs)
Increase in Deprecation as per IndAs-116	316
Increase Interest Expenses as per IndAs-116	243
Rent expenses reversal as per IndAs-116	(429)
<b>Net impact leading to PAT lower by:</b>	<b>130</b>

# Revenue Breakup including Associate

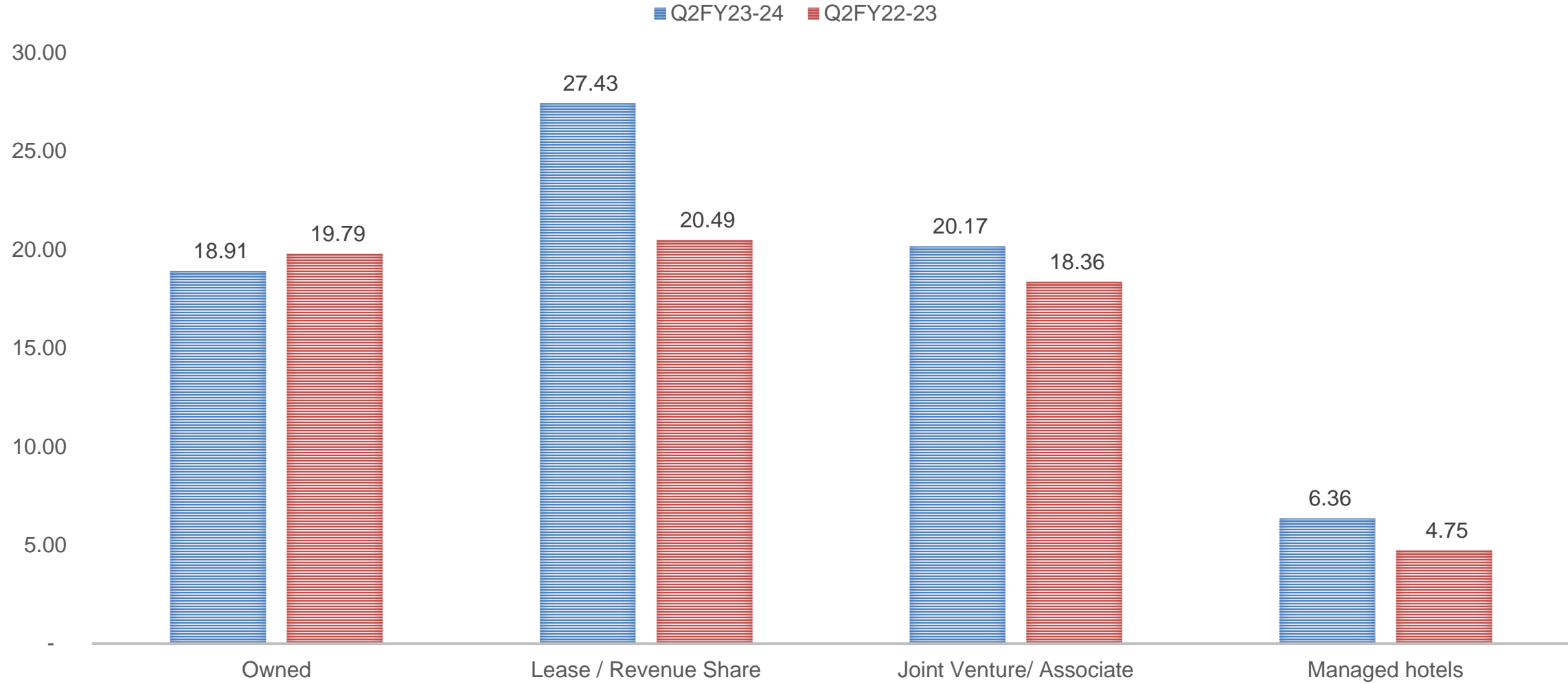
## Standalone



## Consolidated



# Consolidated Revenue Breakup including Associate - Segment Wise



# Consolidated H1FY2023-24 Statement - Snapshot

Particulars	Q2FY23-24	Q1FY23-24	Q2FY22-23	H1FY23-24	H1FY22-23
- Room nights	35.10	35.70	32.36	70.79	64.82
- Food and beverages	22.97	24.01	19.34	46.98	39.81
- Other services	8.53	9.18	6.36	17.71	13.87
<b>Income from Operations</b>	<b>66.60</b>	<b>68.89</b>	<b>58.06</b>	<b>135.49</b>	<b>118.51</b>
Other Income	3.47	4.83	5.11	8.30	8.10
<b>Total Income</b>	<b>70.07</b>	<b>73.72</b>	<b>63.18</b>	<b>143.79</b>	<b>126.62</b>
Cost of Material Consumed	6.62	6.95	6.03	13.57	12.35
Employee Benefits Expense	17.86	17.08	13.35	34.94	25.51
Power and fuel Expense	5.41	5.55	4.47	10.96	9.20
Rent Expense	2.87	3.04	2.88	5.90	5.51
Other Expenses	18.37	18.18	15.99	36.55	29.58
Total Expense	51.14	50.79	42.73	101.93	82.14
<b>EBITDA</b>	<b>18.94</b>	<b>22.92</b>	<b>20.44</b>	<b>41.86</b>	<b>44.47</b>
EBITDA Margin (%)	27%	31%	32%	29%	35%
Depreciation	4.89	4.76	4.35	9.64	8.69
EBIT	14.05	18.16	16.09	32.22	35.78
Finance Cost	4.52	4.62	3.60	9.14	7.61
<b>PBT</b>	<b>9.53</b>	<b>13.54</b>	<b>12.49</b>	<b>23.07</b>	<b>28.17</b>
Tax expense	2.06	3.34	3.22	5.40	7.26
Exceptional Items	-	-	-	-	-
<b>PAT</b>	<b>7.47</b>	<b>10.20</b>	<b>9.27</b>	<b>17.67</b>	<b>20.91</b>
Share of Profit of associate	0.20	0.53	0.10	0.73	0.00
<b>Net Profit/(Loss) for the period and Share of Profit of associate</b>	<b>7.67</b>	<b>10.73</b>	<b>9.38</b>	<b>18.40</b>	<b>20.91</b>
Other Comprehensive Income/(Loss)	(0.46)	(0.03)	0.40	(0.49)	0.77
<b>Total Comprehensive Income</b>	<b>7.21</b>	<b>10.70</b>	<b>9.78</b>	<b>17.91</b>	<b>21.68</b>
Net Profit Margin (%)	10%	15%	15%	12%	17%
EPS (In Rs)	2.49	3.53	3.22	6.02	7.25



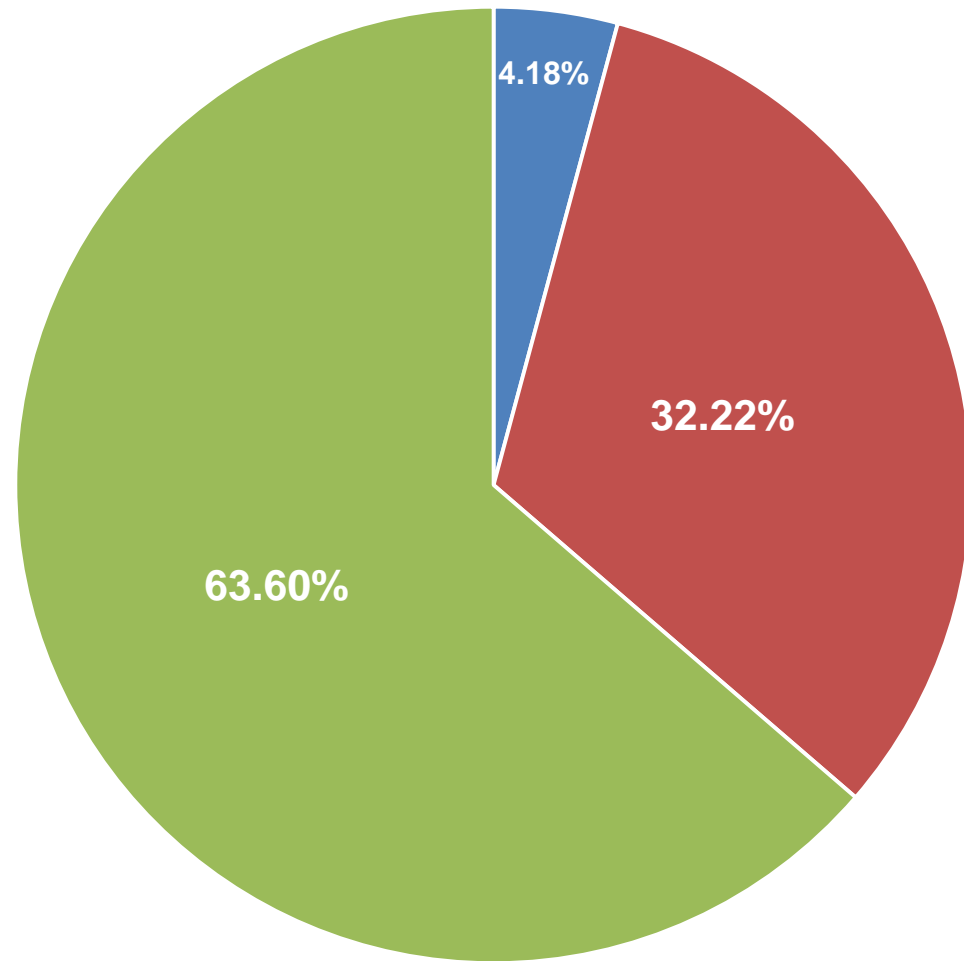
# Standalone H1FY2023-24 Financial Results

Particulars	Q2FY23-24	Q1FY23-24	Q2FY22-23	H1FY23-24	H1FY22-23
- Room nights	25.29	24.41	22.37	49.70	44.27
- Food and beverages	15.35	16.00	12.37	25.33	25.33
- Other services	3.87	4.20	2.83	6.04	6.04
<b>Income from Operations</b>	<b>44.51</b>	<b>44.61</b>	<b>37.56</b>	<b>89.12</b>	<b>75.64</b>
Other Income	0.99	0.97	2.56	1.95	3.92
<b>Total Income</b>	<b>45.50</b>	<b>45.58</b>	<b>40.12</b>	<b>91.07</b>	<b>79.56</b>
Cost of Material Consumed	4.41	4.67	4.06	9.07	8.22
Employee Benefits Expense	9.26	8.76	6.89	18.01	13.12
Power and fuel Expense	4.24	4.41	3.45	8.65	7.06
Rent Expense	2.72	2.92	2.78	5.63	5.30
Other Expenses	10.85	11.16	9.64	22.01	18.03
Total Expense	31.48	31.91	26.82	63.38	51.72
<b>EBITDA</b>	<b>14.02</b>	<b>13.67</b>	<b>13.30</b>	<b>27.69</b>	<b>27.84</b>
EBITDA Margin (%)	31%	30%	33%	30%	35%
Depreciation	3.82	3.71	2.59	7.53	5.21
EBIT	10.20	9.96	10.71	20.16	22.63
Finance Cost	3.57	3.79	2.68	7.37	5.38
<b>PBT</b>	<b>6.63</b>	<b>6.16</b>	<b>8.02</b>	<b>12.79</b>	<b>17.25</b>
Tax expense	1.69	1.50	2.11	3.19	4.45
<b>PAT</b>	<b>4.94</b>	<b>4.66</b>	<b>5.92</b>	<b>9.60</b>	<b>12.80</b>
Other Comprehensive Income/(Loss)	-	-	-	-	-
<b>Total Comprehensive Income</b>	<b>4.94</b>	<b>4.66</b>	<b>5.92</b>	<b>9.60</b>	<b>12.80</b>
Net Profit Margin (%)	11%	10%	15%	11%	16%
EPS (In Rs)	1.80	1.70	2.16	3.50	4.67

## Consolidated Assets & Liabilities - Snapshot

Particulars	As at 30 <sup>th</sup> Sept 2023	As at 31 <sup>st</sup> March 2023
<b>Assets</b>		
Property, plant and equipment	114.91	114.91
Capital work-in-progress	0.39	0.75
Goodwill	101.51	73.20
Right-of-use assets	17.64	17.64
Other intangible assets	0.06	0.06
Other non-current assets	89.31	84.16
<b>Total Non-current assets</b>	<b>323.82</b>	<b>290.73</b>
<b>Current Assets</b>		
Assets classified as held for sale	15.80	16.87
<b>Total assets</b>	<b>460.35</b>	<b>423.88</b>
<b>Equity and liabilities</b>		
(a) Equity share capital	27.43	27.43
(b) Other equity	156.08	145.54
<b>Total Network</b>	<b>183.50</b>	<b>172.97</b>
Non-Controlling Interests	25.94	24.05
Secured Loan and other non current liabilities	158.06	146.92
<b>Total Non-current liabilities</b>	<b>367.49</b>	<b>343.94</b>
Current Liabilities	92.85	79.94
<b>Total equity and liabilities</b>	<b>460.35</b>	<b>423.88</b>

# Shareholding Pattern Q2 - 2023-24



■ Foreign Portfolio Investors ■ Others ■ Promoters

Promoter	63.60%
Foreign Portfolio Investors	4.18%
Others	32.22%
<b>Total</b>	<b>100%</b>



**BIRTHDAYS**



**ANNIVERSARIES**

**HONEYMOON**



**PILGRIMAGE**

**VACATIONS**



## **Our Holiday Destinations**

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



**PARTIES**

**ENGAGEMENTS**

**CEREMONIES**

**WEDDINGS**

**COCKTAILS**

**RECEPTIONS**

Complimentary  
Honeymoon  
Package  
& Bridal Suite

## Our Wedding Destinations

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



**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

# CONTACT

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