



## 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: November 09, 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 our letter dated November 08, 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**

  
**Amit Jaiswal**  
**Chief Financial Officer**

**Encl: As above**



ROYAL ORCHID  
HOTELS



RE:GEN:TA  
HOTELS


# Royal Orchid Hotels Ltd.

## Q2 FY 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'.



# Table of Contents

**01**

**Industry Overview**

**02**

**Company Overview**

**03**

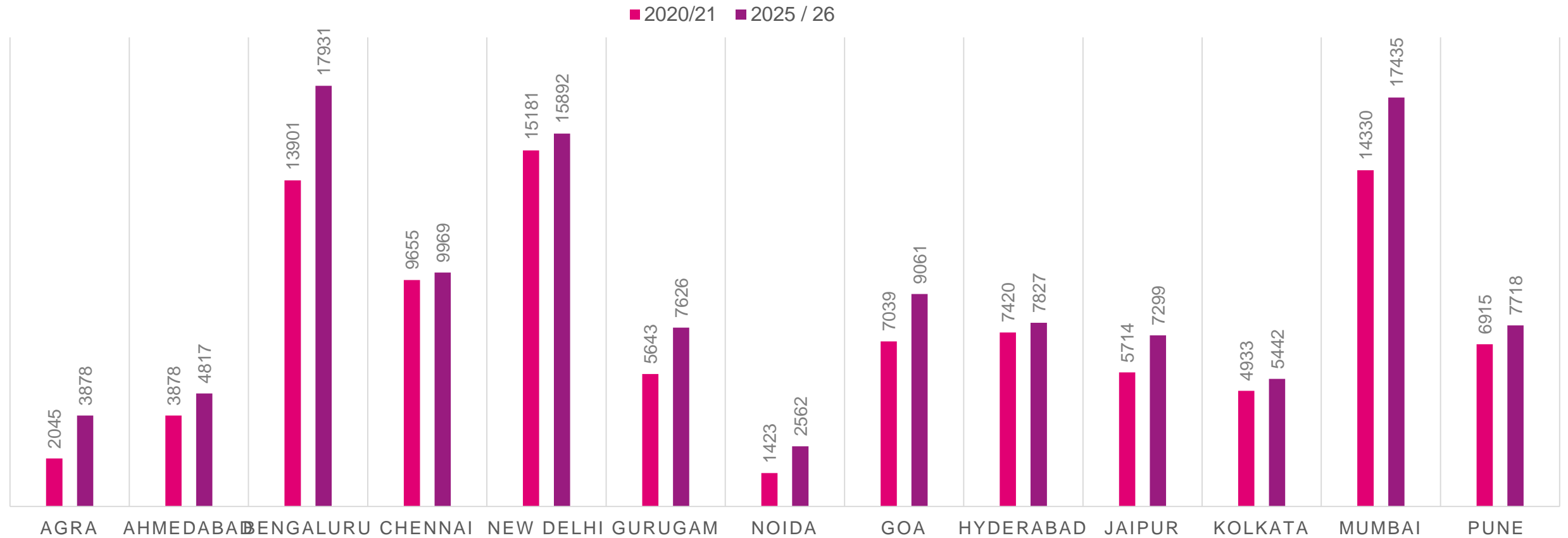
**Business Overview**

**04**

**Financial Overview**

# Industry Outlook

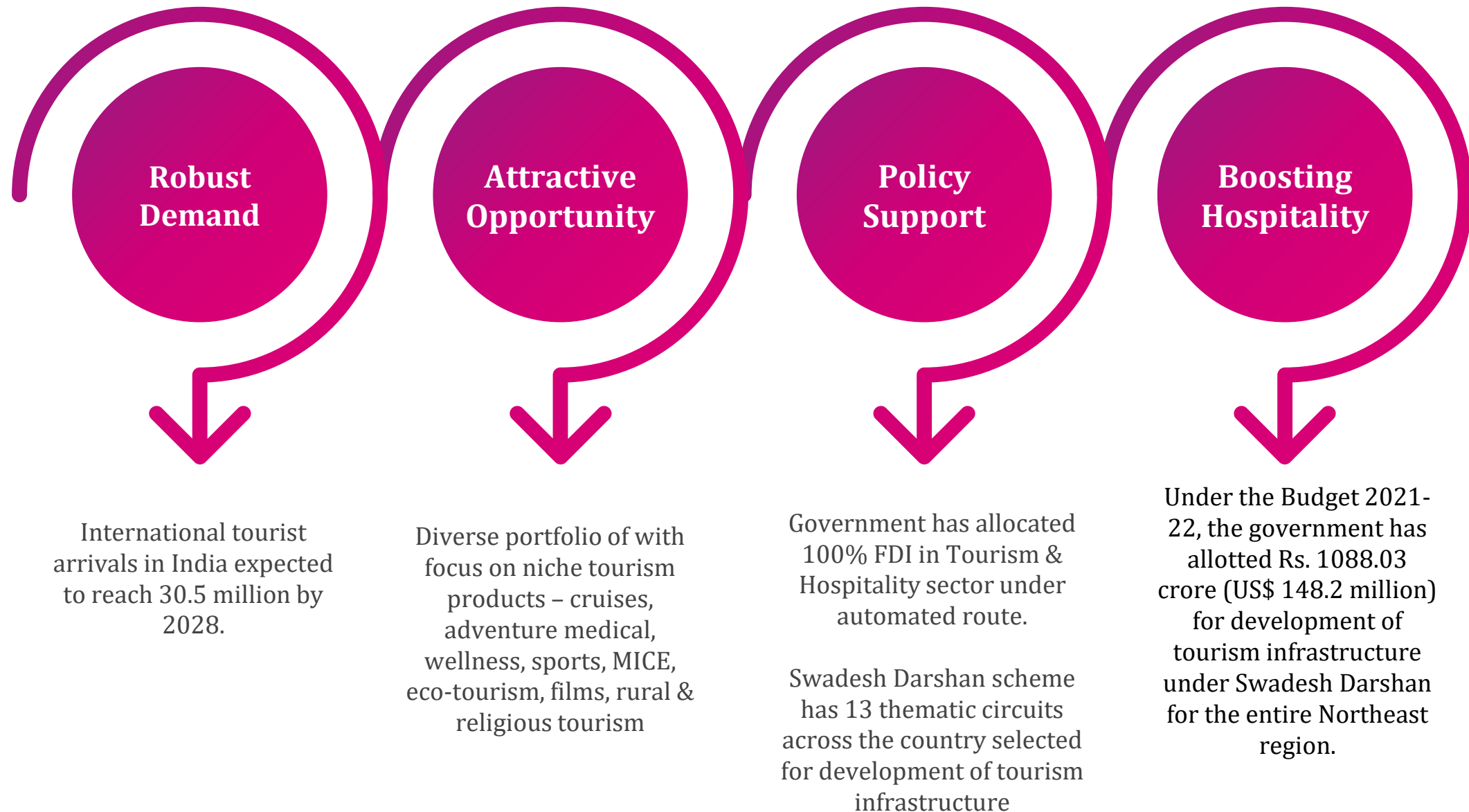
## PROPOSED BRANDED HOTEL ROOMS ACROSS MAJOR CITIES



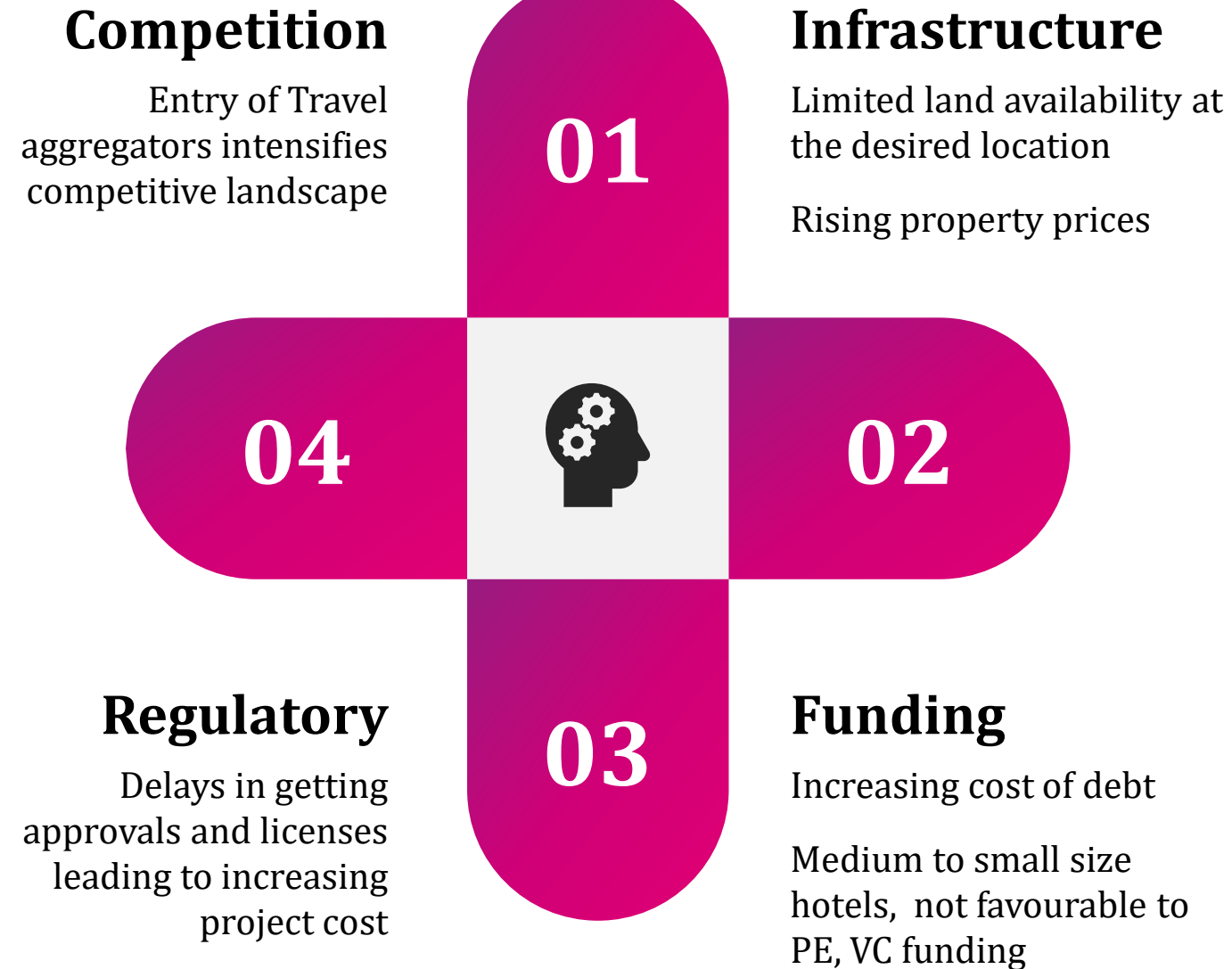
Source: India Hospitality Trends & Opportunity report by Hotelivate

A report by hospitality consulting firm Hotelivate shows expected rise in branded hotel rooms by 2025 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

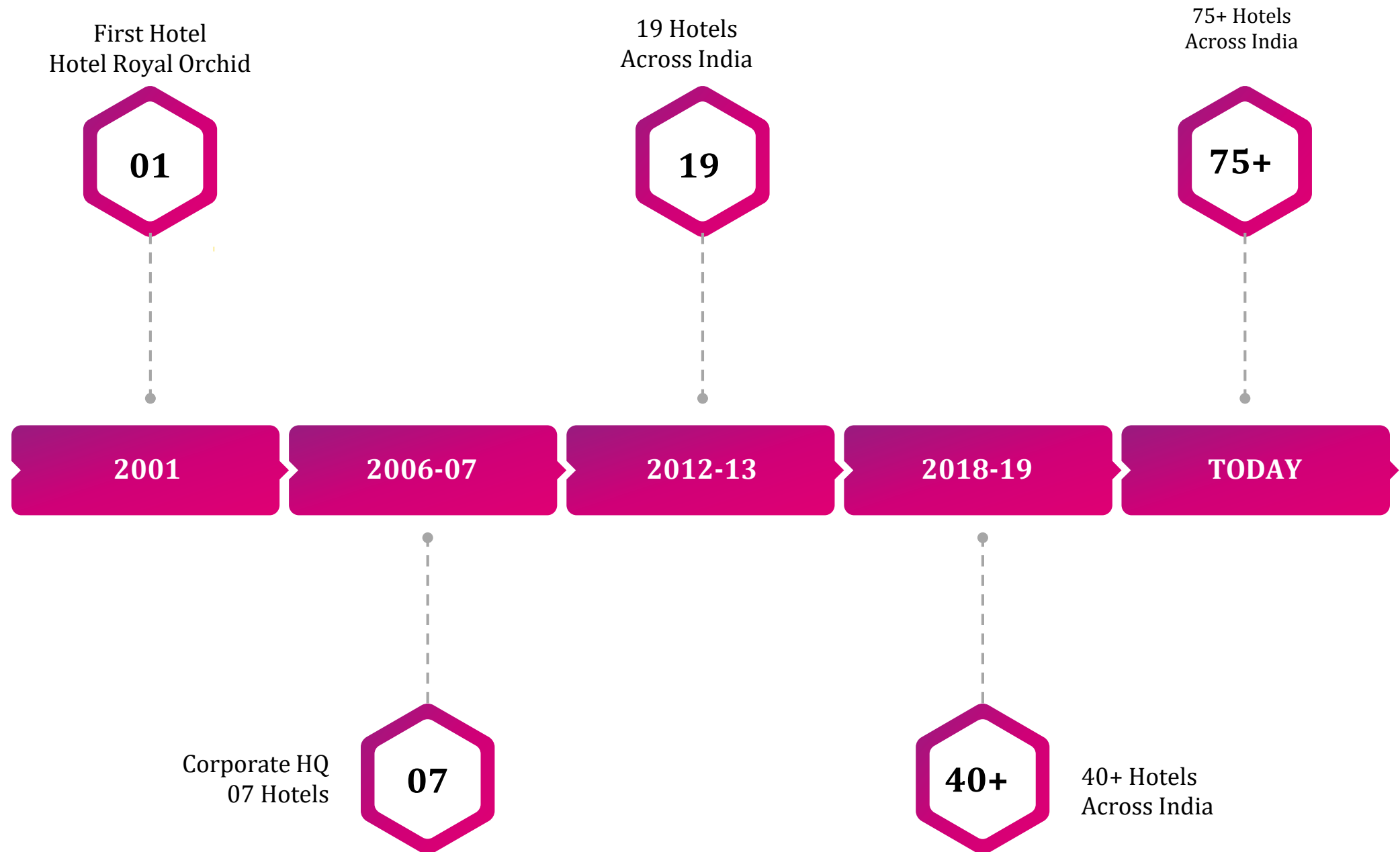
Hotel Royal  
Orchid

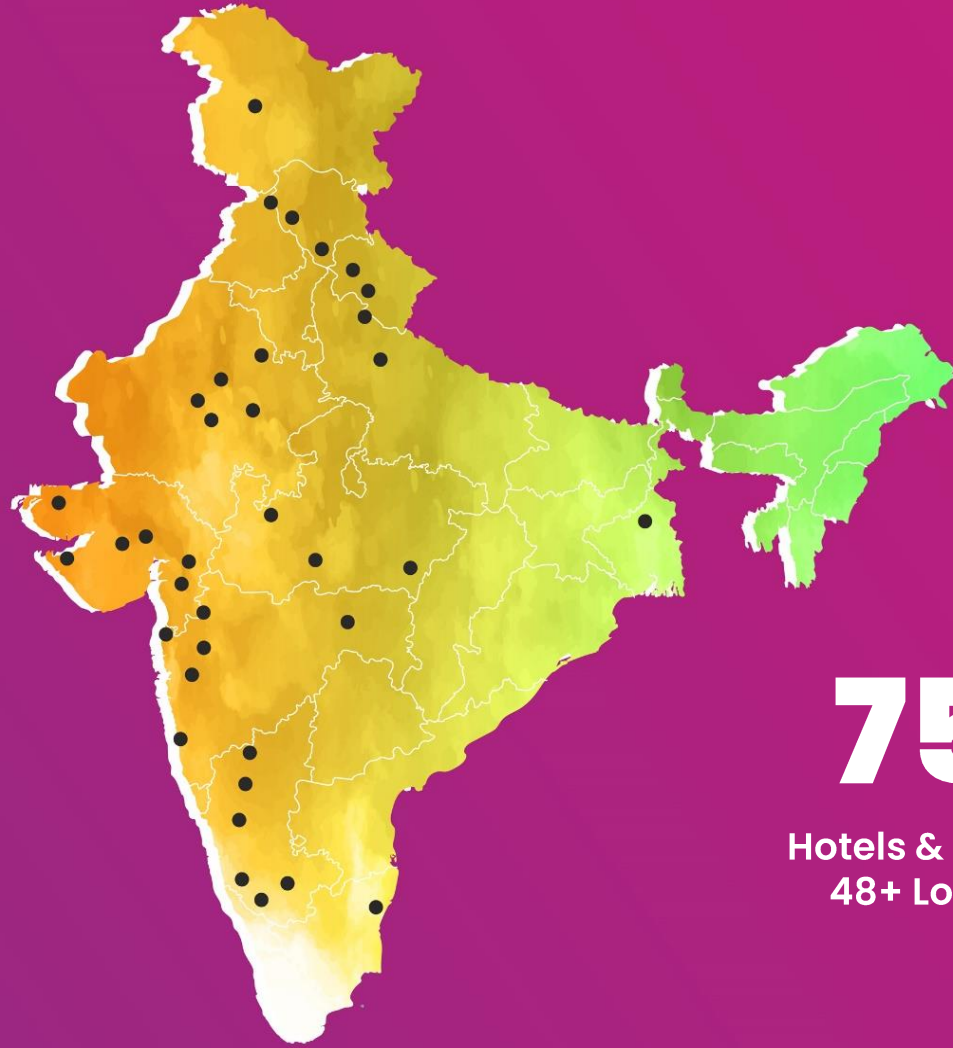
### BUDGET

Royal Place  
Regenta Inn

<b>75+</b> Hotels & Resorts	<b>48+</b> Locations	<b>11</b> States	<b>4,546</b> keys	<b>2.6+ Lac</b> Loyalty members
-----------------------------------	-------------------------	---------------------	----------------------	---------------------------------------

# Our Journey





# Today Our Presence

**75+**

Hotels & Resorts in  
48+ Locations

**4546+**

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 4 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. Naveen Jain**

Fellow member of Institute of Chartered Accountants of India as a Hospitality professional with over 35 years of experience, Mr. Jain has held several leadership positions across various functions with leading hotel companies.



**Ms. Lilian Jessie Paul**

With over two decades of experience as a marketer. She was Global Brand Manager of Infosys, headed marketing for iGATE (now a part of CapGemini) and was Chief Marketing Officer of Wipro Technologies.



**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.

# Management



## **Mr. Amit Jaiswal, CFO**

Mr. Amit Jaiswal has over 30+ years of experience in Finance with Manufacturing & Hotel Industry. B.Com, MBA in Finance & BA - LLB



## **Mr. Perkin Rocha, Sr. VP Ops (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, VP Ops (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 – VP Ops (Goa)**

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



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

A qualified Company Secretary & Law Graduate with 20 years experience having worked in brands Like Fermenta Biotech Ltd, 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 featured in **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

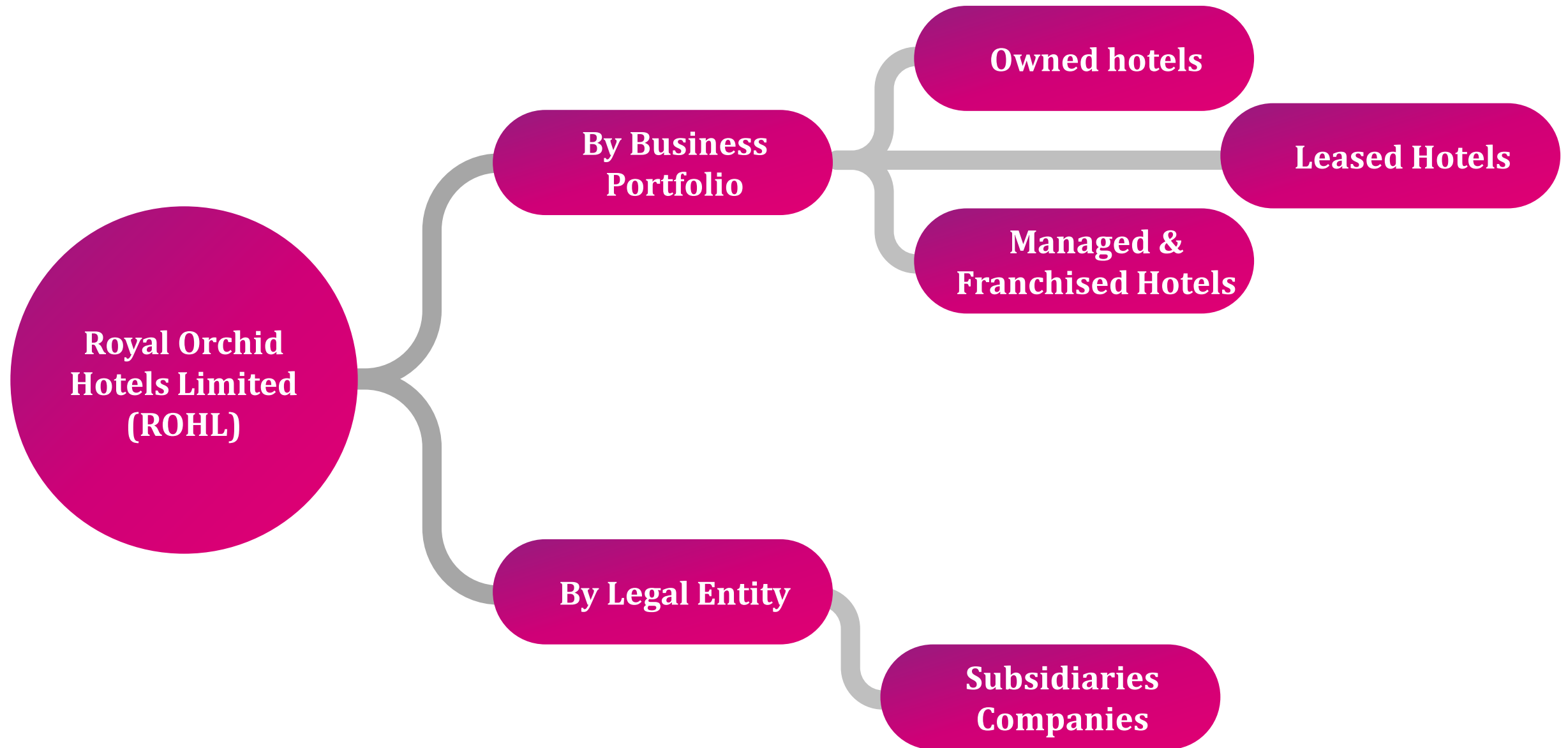


Our Offerings

Competitive Advantage



# Our Business Structure



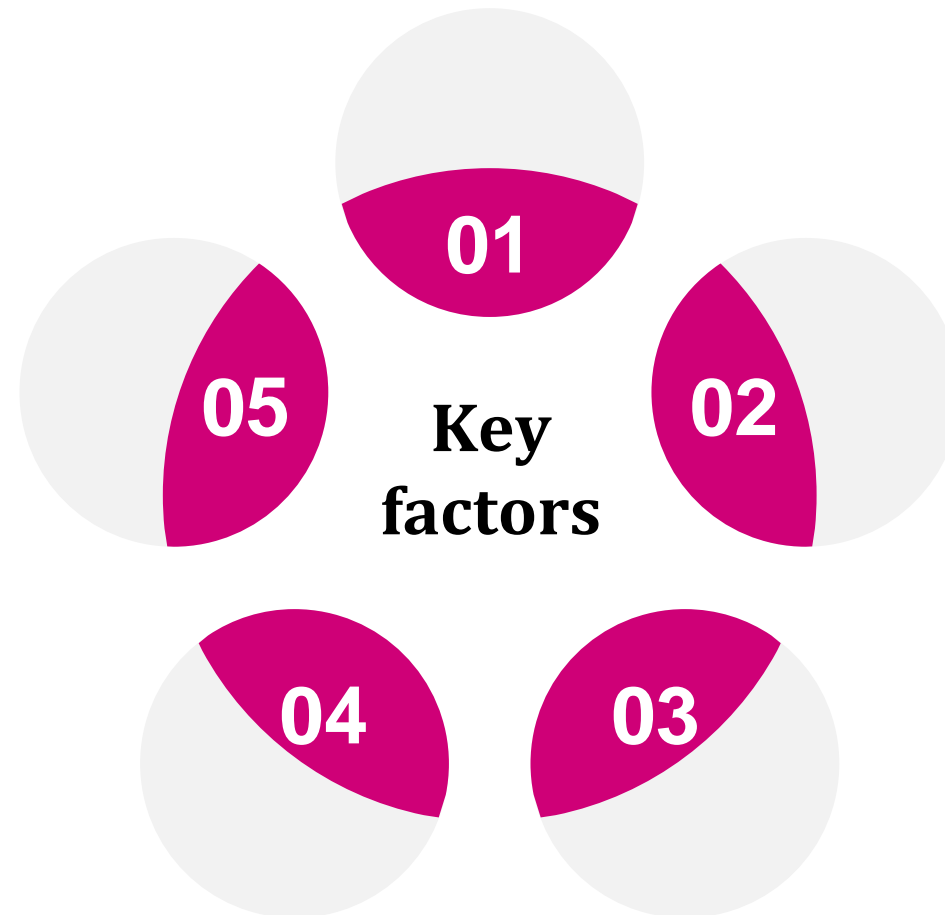
# Our Business Model -Asset Light Model

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

---

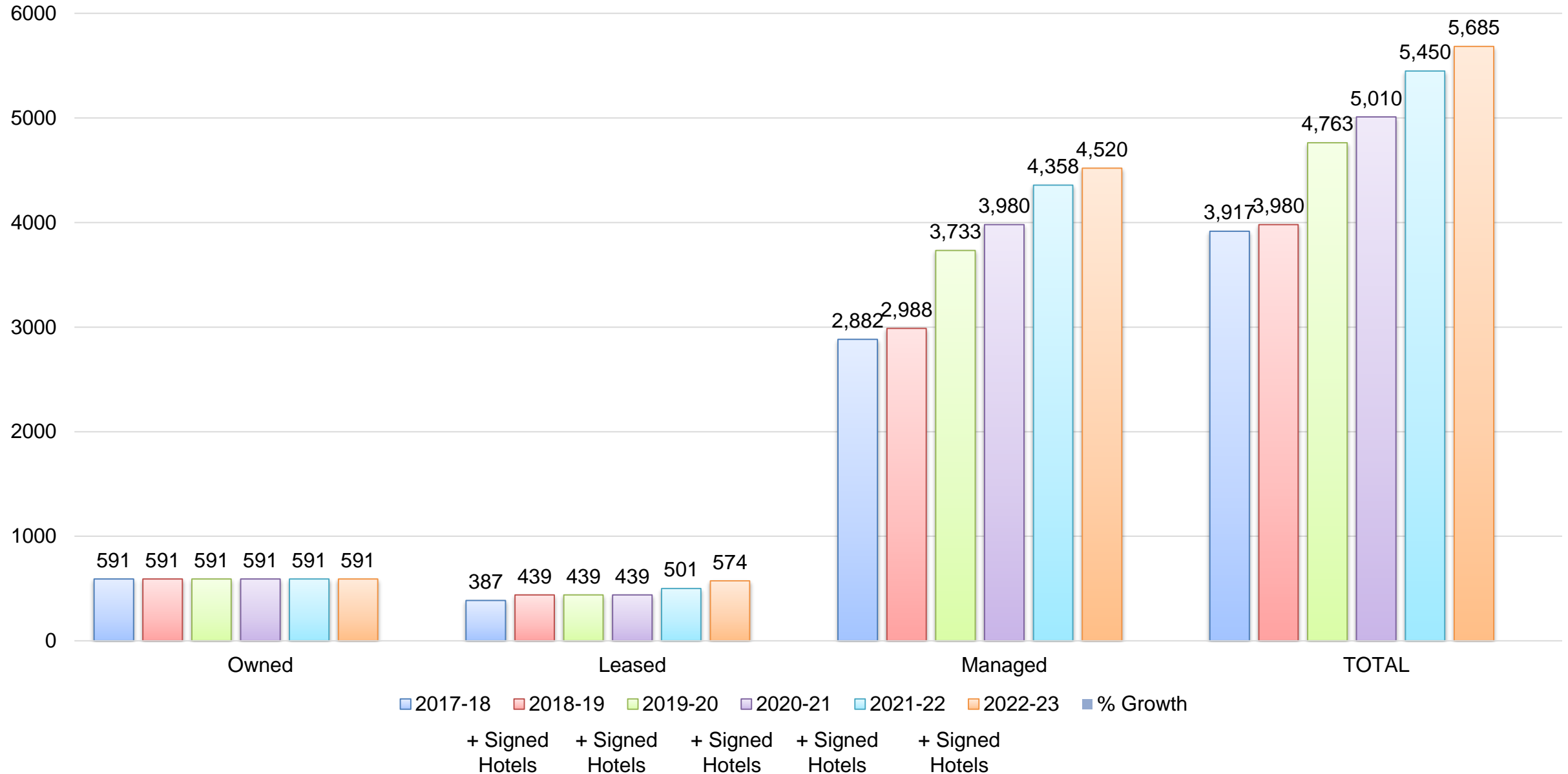
Break even of Operating profit in just 1 year

# Revenue Model

Asset  
Portfolio

Category	Owned	Leased	JV	Managed / Franchise	Total
5 Star	268	-	139	-	407
4 Star	-	250	130	1805	2185
Service Apartment	-	67	-	159	226
Resort/Heritage/MICE	-	101	54	655	810
3 Star / Budget	-	83	-	835	918
<b>Total Keys</b>	<b>268</b>	<b>501</b>	<b>323</b>	<b>3454</b>	<b>4,546</b>

# Growth in rooms



# Property breakup with rooms

No of Keys	FY21-22	Q2 of FY21-22	Q2 of FY22-23	H1 of FY22-23
Management / Franchisee Contracts	3258	105	-	3454
JV	396	-	-	323
Owned (Domestic)	195	-	-	268
Owned (Overseas)	-	-	-	-
Leased	433	-	-	501
<b>Total KEYS</b>	<b>4282</b>	<b>105</b>	<b>-</b>	<b>4546</b>
Average Occupancy (JLO)	57%	65%	75%	76%
Average Room Rate (JLO) (Rs)	3572	3,088	4,769	4889
Average Occupancy rate (Managed)	48%	49%	56%	62%
Average Room Rate (Managed) (Rs)	3214	3005	3,619	3623

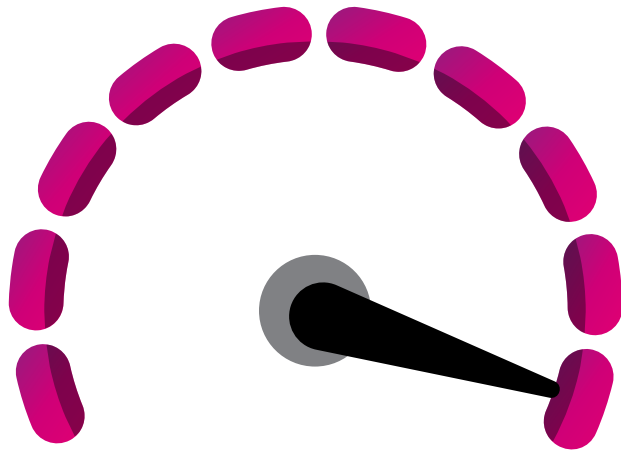
# Upcoming Hotels by March 2023

1	Regenta Central	Candolim, Goa
2	Regenta Saptapuri	Varanasi
3	Regenta Gulabkothi	Varanasi
4	Regenta Resort	Hoskote, Bangalore
5	Regenta Inn	Mahadevpura, Bangalore
6	Regenta Resort	Coorg
7	Regenta Resort	Gulbarga
8	Regenta Inn	Gangtok
9	Regenta Central	Digha - West Bengal
10	Regenta Inn	Nellore
11	Regenta Inn	Koramangala
12	Regenta	Dharamshala
13	Regenta Place	Mohali
14	Regenta Place	Jhansi, Gwalior Road
15	Regenta Place	Amritsar
16	Regenta Place	Phagwara
17	Regenta Place	Raipur
18	Regenta Place	Bhopal
19	Regenta Central	Dehradun
20	Regenta Resort	Pushkar
21	Regenta Inn	McLeod Ganj
22	Regenta Central	Varanasi
23	Regenta	Vadodara
24	Regenta Place	Juhu, Mumbai

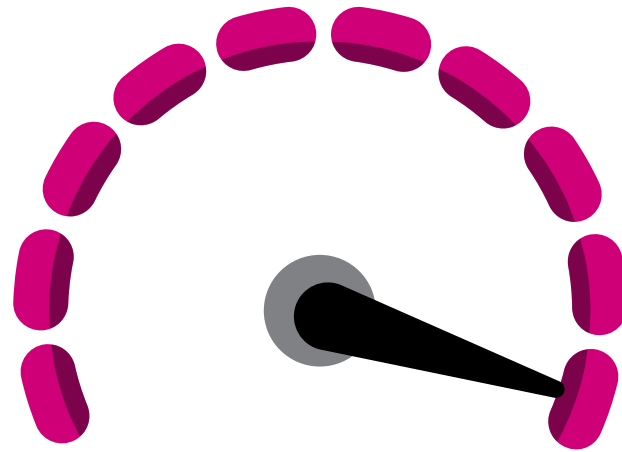
**24+**  
**Hotels**

**1200+**  
**Keys**

# Competitive Advantage



Balanced portfolio  
having presence in  
over 48 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**

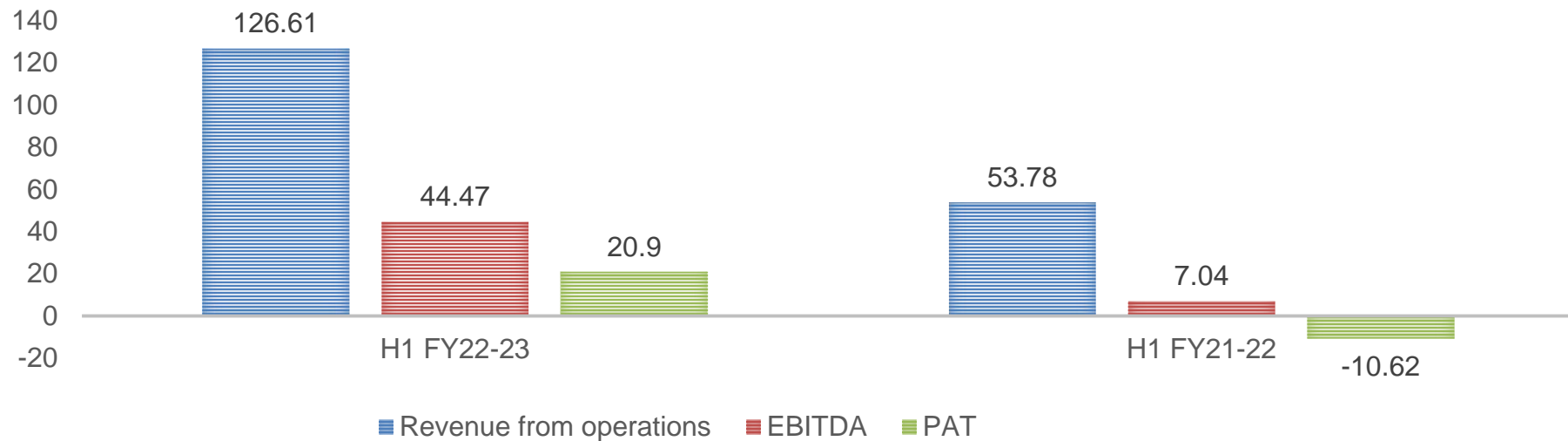
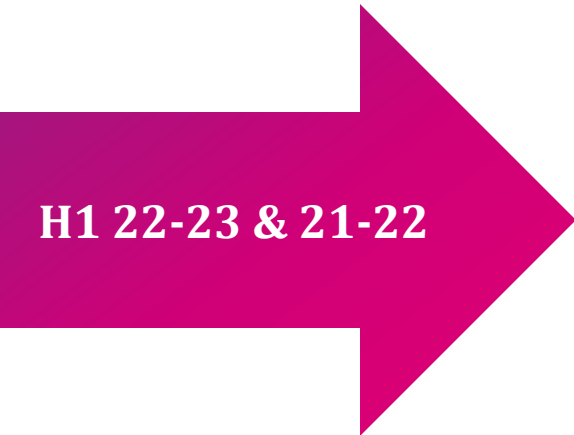
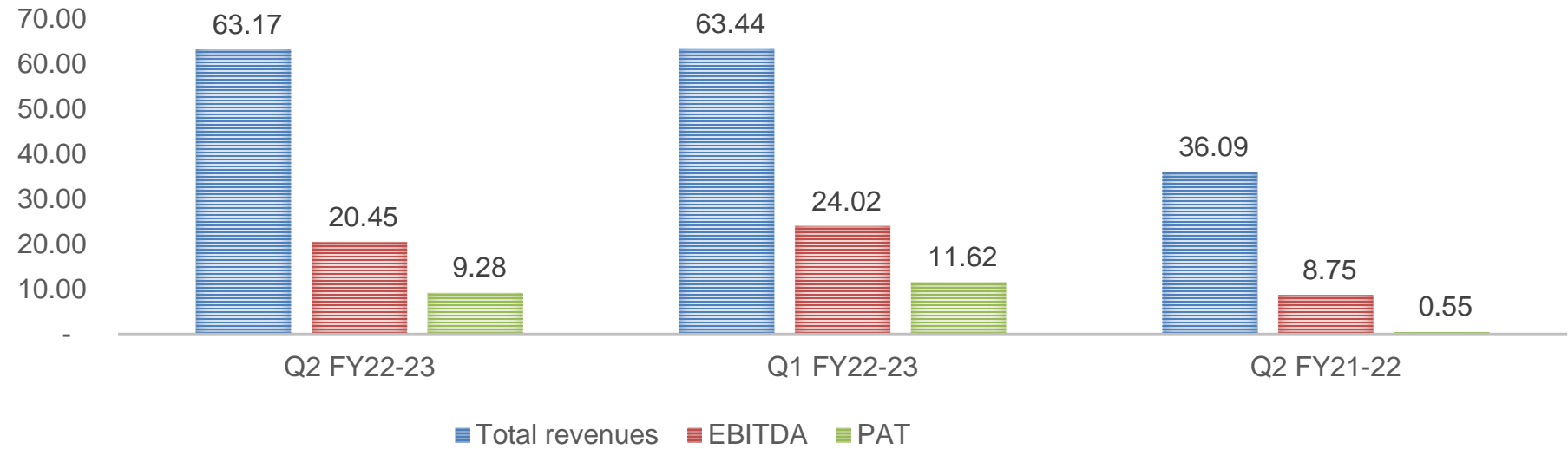


**Consolidated Income  
Statement & Balance  
Sheet snapshot**

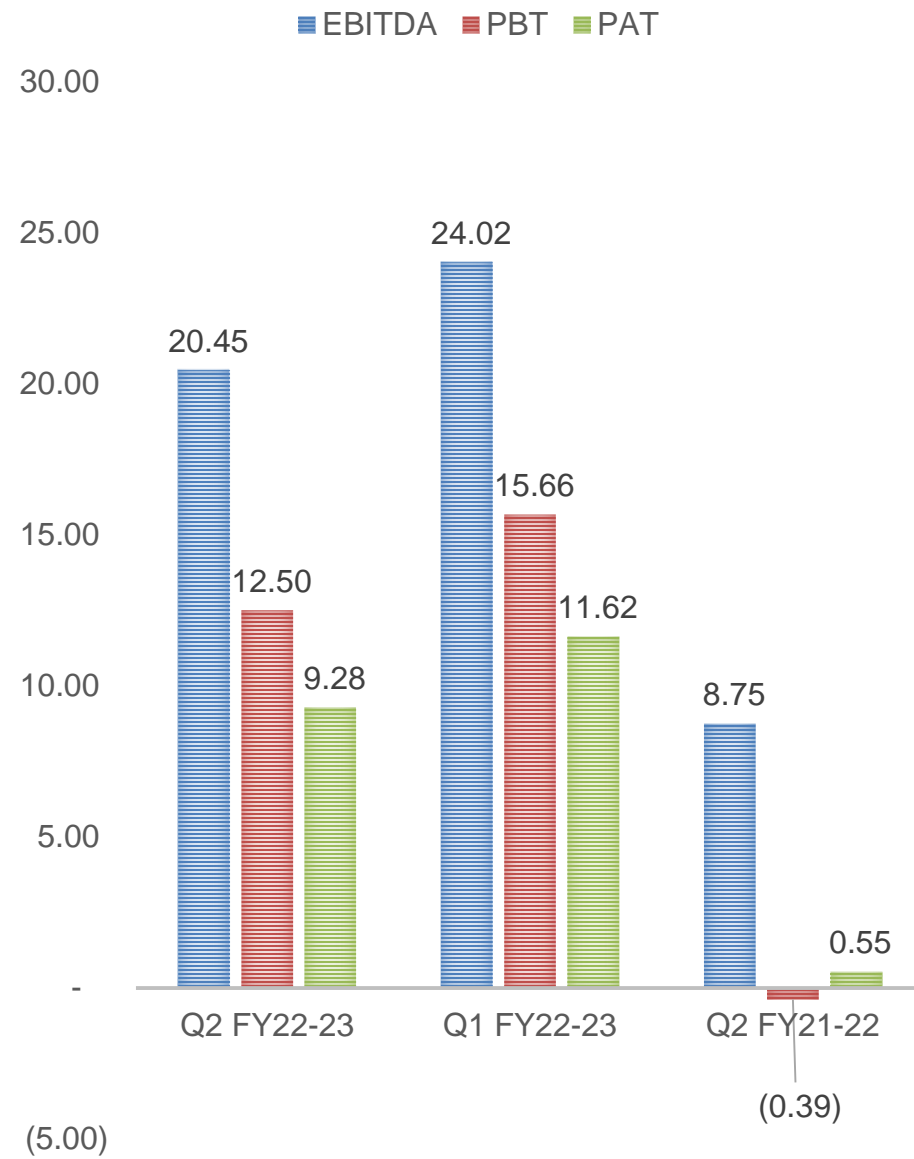


**Shareholding**

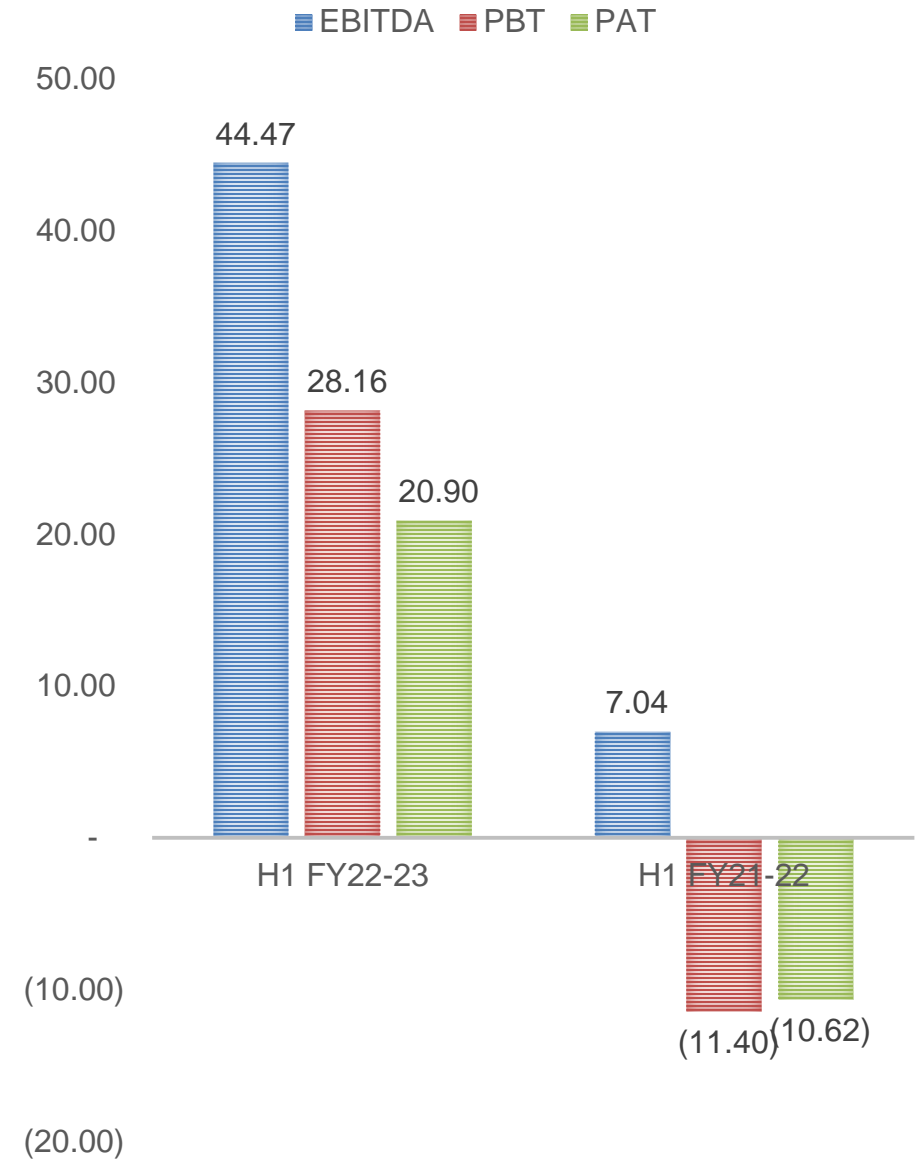
# Consolidated Quarter and H1 2022 -23 highlights



## Consolidated Quarterly Profits



## Consolidated - Profits H122-23 & H1 21-22



Rs. In Crore

# Standalone H1FY2022-23 Financial Results

Particulars	Q2FY22-23	Q1FY22-23	Q2FY21-22	H1FY22-23	H1FY21-22
- Room nights	22.37	21.90	9.98	44.27	14.53
- Food and beverages	12.37	12.97	7.08	25.33	11.24
- Other services	2.82	3.21	1.58	6.04	2.23
<b>Income from Operations</b>	<b>37.56</b>	<b>38.08</b>	<b>18.64</b>	<b>75.64</b>	<b>28.00</b>
Other Income	2.56	1.36	2.67	3.92	4.40
Total Income	40.12	39.44	21.31	79.56	32.40
Cost of Material Consumed	4.06	4.16	2.42	8.22	4.91
Employee Benefits Expense	6.89	6.23	3.88	13.12	6.50
Power and fuel Expense	3.45	3.61	2.40	7.06	3.95
Rent Expense	2.78	2.52	1.52	5.30	2.39
Other Expenses	9.64	8.39	5.23	18.03	8.59
Total Expense	26.82	24.91	15.45	51.73	26.34
EBITDA	13.30	14.53	5.86	27.83	6.06
EBITDA Margin (%)	33%	37%	27%	35%	19%
Depreciation	2.59	2.62	2.12	5.21	4.24
EBIT	10.71	11.91	3.74	22.62	1.82
Finance Cost	2.68	2.70	1.88	5.38	4.46
PBT	8.03	9.21	1.86	17.24	-2.64
Tax expense	2.11	2.34	-0.81	4.45	-0.65
Exceptional Items	-	-	-	-	-3.32
PAT	5.92	6.87	2.67	12.79	-5.31
Total Comprehensive Income	5.92	6.87	2.67	12.79	-5.31
Net Profit Margin (%)	15%	17%	13%	16%	-16%
EPS (In Rs)	2.16	2.51	0.97	4.67	-1.94

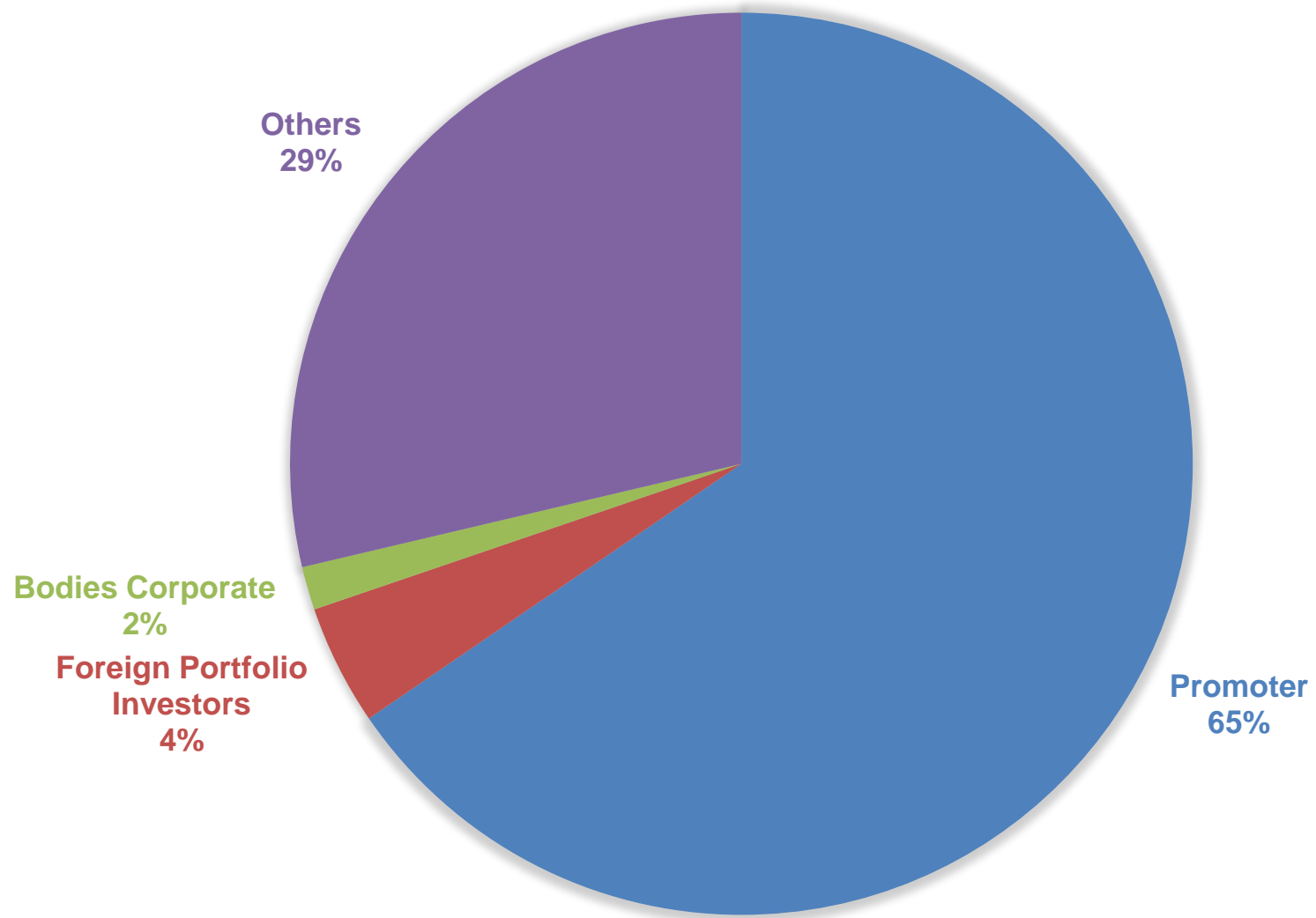
# Consolidated H1FY2022-23 Statement - Snapshot

Particulars	Q2FY22-23	Q1FY22-23	Q2FY21-22	H1FY22-23	H1FY21-22
- Room nights	32.36	32.46	17.10	64.82	24.31
- Food and beverages	19.34	20.46	11.28	39.81	16.90
- Other services	6.36	7.53	3.47	13.88	5.00
<b>Income from Operations</b>	<b>58.06</b>	<b>60.45</b>	<b>31.85</b>	<b>118.51</b>	<b>46.21</b>
Other Income	5.11	2.99	4.24	8.10	7.57
Total Income	63.17	63.44	36.09	126.61	53.78
Cost of Material Consumed	6.03	6.31	3.93	12.35	6.90
Employee Benefits Expense	13.35	12.16	8.35	25.51	14.09
Power and fuel Expense	4.47	4.73	3.73	9.20	6.03
Rent Expense	2.88	2.63	1.75	5.51	2.30
Other Expenses	15.99	13.59	9.58	29.58	17.41
Total Expense	42.72	39.42	27.34	82.15	46.73
EBITDA	20.45	24.02	8.75	44.46	7.05
EBITDA Margin (%)	32%	38%	24%	35%	13%
Depreciation	4.35	4.35	5.30	8.69	10.06
EBIT	16.10	19.67	3.45	35.77	-3.01
Finance Cost	3.60	4.01	3.84	7.61	8.37
PBT	12.50	15.66	-0.39	28.16	-11.38
Tax expense	3.22	4.04	-0.94	7.26	-0.78
PAT	9.28	11.62	0.55	20.90	-10.60
Other Comprehensive Income/(Loss)	0.34	0.37	-	-	-
Total Comprehensive Income	9.62	11.99	0.55	20.90	-10.60
Net Profit Margin (%)	15%	19%	2%	17%	-20%
EPS (In Rs)	3.22	4.03	0.61	7.25	-2.49

## Consolidated Assets & Liabilities - Snapshot

Particulars	As at Sept. 2022	FY 2022	FY 2021
<b>Assets</b>			
Property, plant and equipment	112.97	114.48	177.47
Capital work-in-progress	1.08	0.39	0.94
Goodwill	57.36	17.64	17.75
Right-of-use assets	17.64	60.49	47.13
Other intangible assets	0.07	0.12	0.17
Other non-current assets	77.46	73.03	47.17
Current Assets	105.94	81.82	64.18
Assets classified as held for sale	14.82	14.82	64.12
<b>Total Assets</b>	<b>387.36</b>	<b>362.79</b>	<b>418.93</b>
<b>Equity and Liabilities</b>			
(a) Equity share capital	27.43	27.43	27.43
(b) Other equity	118.35	97.77	112.97
<b>Total Net Worth</b>	<b>145.77</b>	<b>125.19</b>	<b>140.40</b>
Non-Controlling Interests	22.87	21.83	32.61
Secured Loan and other non current liabilities	134.12	138.45	145.14
Current Liabilities	84.60	77.32	100.77
<b>Total Equity and Liabilities</b>	<b>387.36</b>	<b>362.79</b>	<b>418.93</b>

# Shareholding



Promoter	65.38
Foreign Portfolio Investors	4.31
Bodies Corporate	1.55
Others	28.65
<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





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



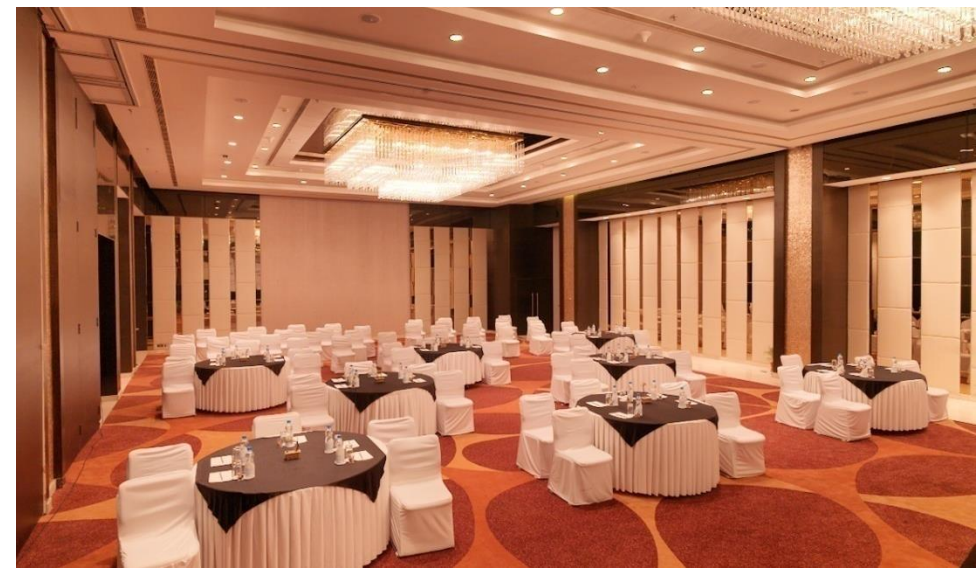


Royal Orchid Resort & Convention Centre, Bangalore





Hotel Royal Orchid, Jaipur





Royal Orchid Central, Hampi, Hospet







Regenta Resort, Belagavi





Regenta Kabini Springs Resort, Kabini



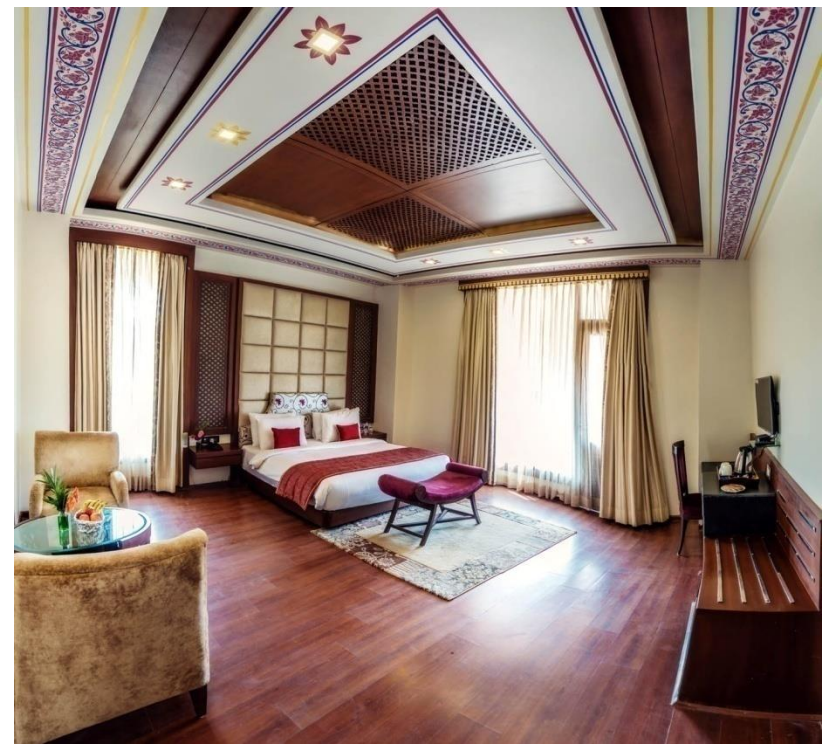


Regenta Resort & Spa Mashobra, Shimla





Regenta Resort, Vanya Mahal, Ranthambore





Royal Orchid Fort Resort, Mussoorie





Royal Orchid Beach Resort & Spa, Goa





Regenta Inn, Manali

**Thank You**





