



**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: July 27, 2018

BSE Ltd.  
Phiroze Jeejeebhoy Towers,  
Dalal Street, Fort,  
Mumbai – 400 023  
**Scrip Code: 532699**

National Stock Exchange of India Ltd.  
Exchange Plaza, Bandra Kurla Complex,  
Bandra (East),  
Mumbai -400 051  
**Scrip Code: ROHLTD**

Dear Sir/ Madam,

**Subject: Intimation of Conference Call:**

In continuation to our letter dated July 26, 2018 regarding Conference Call Invitation to all the Analysts scheduled on Monday, July 30, 2018 at 03:30 PM (IST) to discuss financial results for the First Quarter ended June 30, 2018, please find enclosed herewith Presentation for Analysts, to be presented during the aforesaid Conference Call

This is for the information and records of the exchanges.

**For Royal Orchid Hotels Limited**

**Ranabir Sanyal**  
**Company Secretary & Compliance officer**

Encl: As Above

# Royal Orchid Hotels Ltd

## Q1FY19

## Results Presentation



# Presentation Structure



1

Royal Orchid Hotels Limited • An Overview

2

Financial Performance • Q1FY19

# **Royal Orchid Hotels Ltd**

## **An Overview**



# Discussion Outline

1

## ROHL BUSINESS CARD

- Background, Management
- Business Structure
- Journey so far

2

## BUSINESS MODEL

- Asset Light Model,
- Generate FCF, High Growth

3

## FINANCIAL NUMBERS

- Q1FY19 Standalone Results
- Growth strategy
- Roadmap – FY19

# ROHL – Business Card

- Royal Orchid Hotel Ltd was incorporated in 1986 under the name of Universal Resorts Ltd.
- Promoted by Mr. Chander Baljee, Managing Director
- Engaged in business of Managing Hotels with an annual turnover of Rs. 199.84 crores in FY18. The no of hotels managed by the management in Q1FY19 is 48.
- Operates under flagship brands – Royal Orchid, Royal Orchid Central, Royal Orchid Suites, Regenta Hotels & Regenta Inn

Present in **34** locations

**11** states with

**3,363** no of Keys

**1.88+** Lakh Royal Reward members.

**5 Star**

**Hotel Royal Orchid**

**4 Star**

- **Royal Orchid Central**
- **Regenta Hotels**
  - Regenta Central
  - Regenta Resorts

**Service Apartment**

**Royal Orchid  
Suites**

**Budget Hotel**

**Regenta Inn**

# Business Structure



Royal Orchid Hotels Limited (ROHL)

By Business Portfolio

By Legal  
Entity

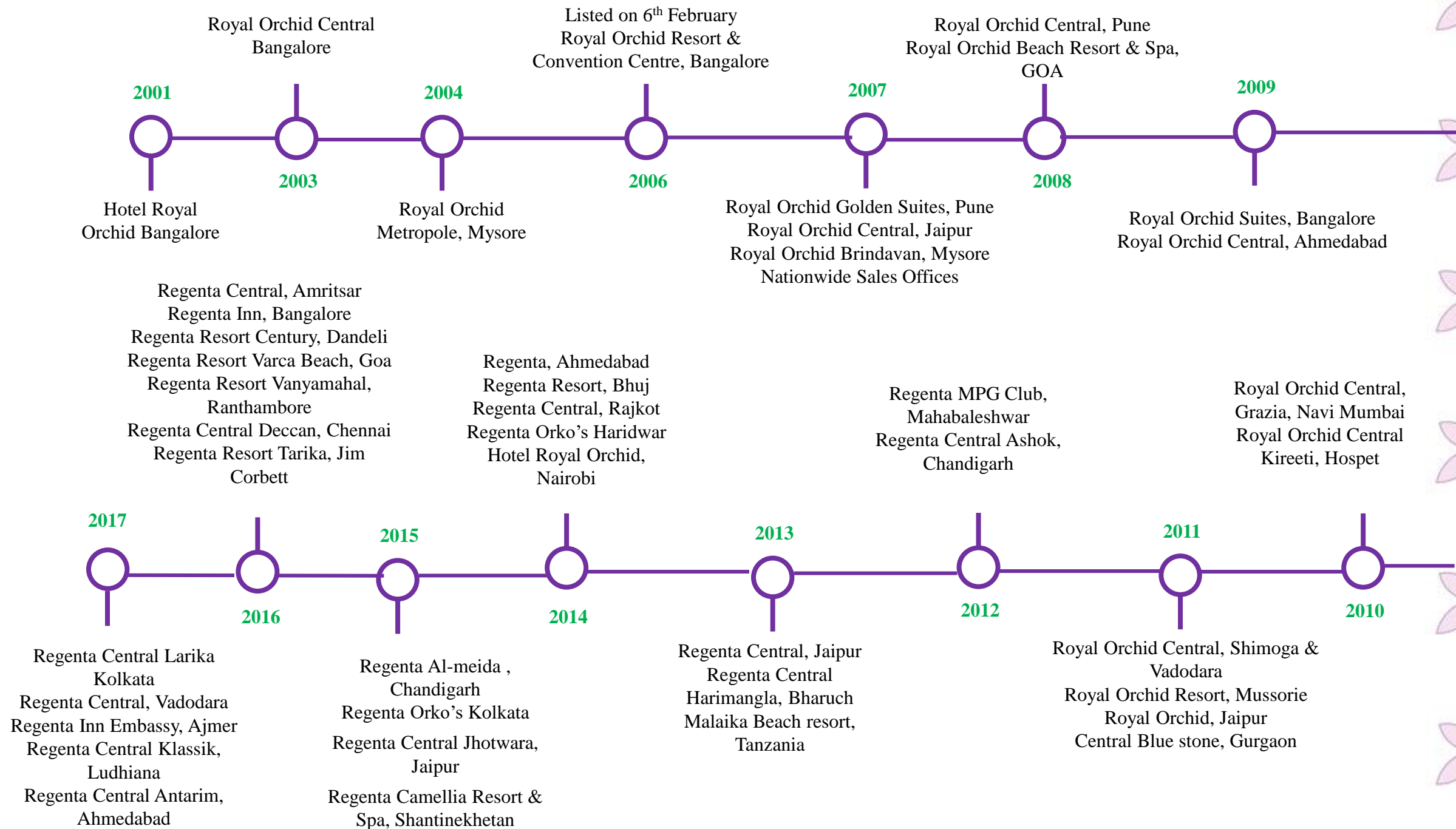
Owned hotels

Leased Hotels

Managed/  
Franchised  
Hotels

Subsidiary  
Companies

# Journey so far...



# Management Team

## Mr. Chander Baljee, Managing Director

Royal Orchid Hotels is promoted by **Mr. Chander 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 is a Commerce graduate from Calcutta University MBA, BA LLB. He has vast experience of 25 years in different industries including Finance, Manufacturing and Hotels.

## Mr. Pushpinder Kumar, Executive Director

A graduate from IHM, Mumbai and OCLD (Gold medalist) with 28+ years of experience with Marriott Renaissance, Oberoi hotels & Park Plaza Hotels. Previously recognized as the CEO for Fern Hotels and Resorts.

## Mr. Vikas Passi, Vice President Operations

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. Ranjan Gupta, Vice President Operations (South)

A Hotel Management graduate from IHM, Mumbai, having 30+ years of vast experience in hotel operations and development.

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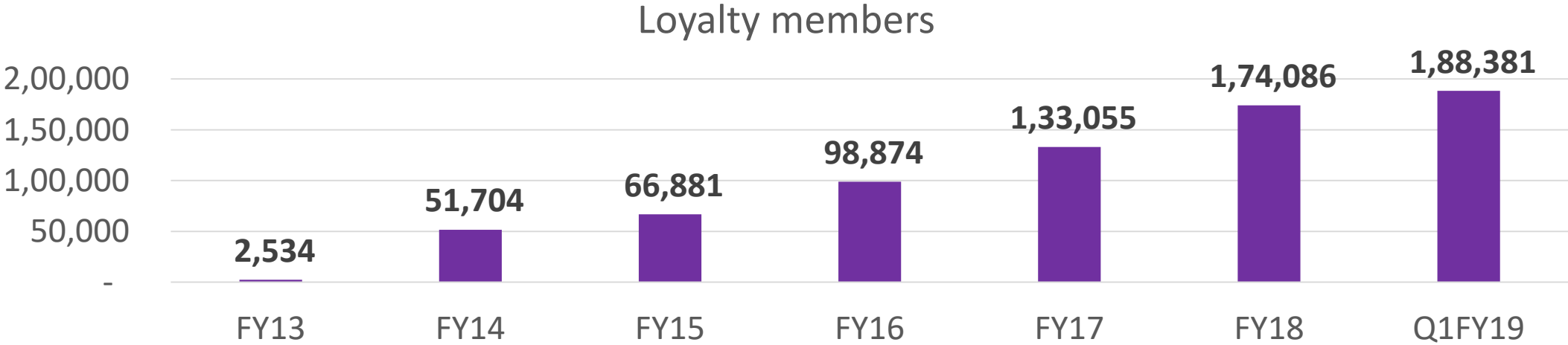
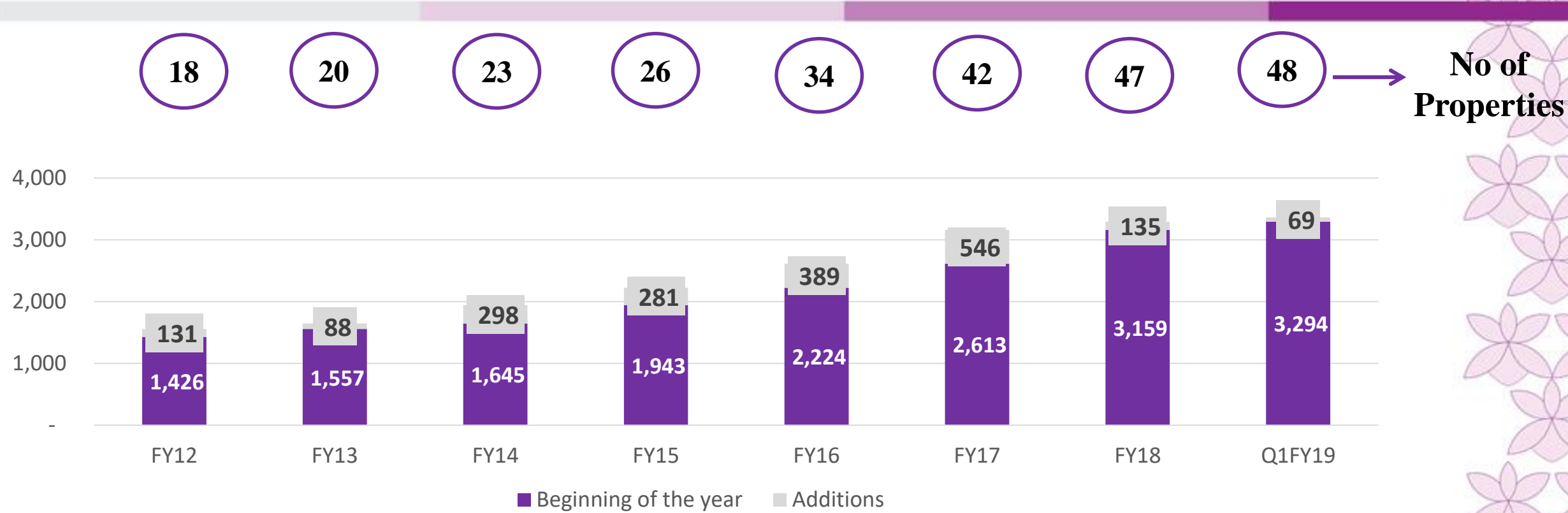
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# High Growth – Focusing on Management Contracts

<b>Adding No of Keys</b>	<b>FY18</b>	<b>Q1FY18</b>	<b>Q1FY19</b>
Management Contracts	2,317	2,182	2,386
JV	396	396	396
Owned (Domestic)	195	195	195
Owned (Overseas)	-	-	-
Leased	386	386	386
<b>Total KEYS</b>	<b>3,294</b>	<b>3,159</b>	<b>3,363</b>
<b>Average Occupancy rate (JLO)</b>	<b>78%</b>	<b>74%</b>	<b>75%</b>
<b>Average Room Rate (JLO) (Rs)</b>	<b>3,853</b>	<b>3,604</b>	<b>3,906</b>
<b>Average Occupancy rate (Managed)</b>	<b>67%</b>	<b>64%</b>	<b>73%</b>
<b>Average Room Rate (Managed) (Rs)</b>	<b>2,886</b>	<b>2,814</b>	<b>2,840</b>

- **No upfront Capex required for Management Contracts model**
- **Maintenance Capex required – Rs 1.5 to 2 crores**
- **Break even of Operating profit in just 1 year**

# Growth – Rooms & Members



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# Standalone Results – Q1FY19

Ind-AS compliant

Particulars (Rs in Crs)	Q1FY19	Q4FY18	Q1FY18	Q1FY19 vs Q4FY18	Q1FY19 vs Q1FY18
Income from Operations	25.50	26.27	21.59	-3%	18%
<b>Total Income</b>	<b>25.50</b>	<b>26.27</b>	<b>21.59</b>	<b>-3%</b>	<b>18%</b>
Cost of Material Consumed	2.51	2.69	2.44	-7%	3%
Employee Benefits Expense	5.33	5.60	5.13	-5%	4%
Power and fuel Expense	2.76	2.26	2.89	22%	-4%
Rent Expense	3.01	3.07	2.69	-2%	12%
Other Expenses	7.64	8.28	6.34	-8%	21%
<b>Total Expense</b>	<b>21.25</b>	<b>21.90</b>	<b>19.48</b>	<b>-3%</b>	<b>9%</b>
<b>EBITDA</b>	<b>4.26</b>	<b>4.36</b>	<b>2.11</b>	<b>-2%</b>	<b>102%</b>
<i>EBITDA Margin (%)</i>	<i>17%</i>	<i>17%</i>	<i>10%</i>	<i>0%</i>	<i>71%</i>
Other Income	1.26	0.65	2.06	96%	-39%
Depreciation	1.05	1.11	1.06	-6%	-1%
<b>EBIT</b>	<b>4.47</b>	<b>3.90</b>	<b>3.11</b>	<b>15%</b>	<b>44%</b>
Finance Cost	1.13	1.08	1.54	4%	-27%
<b>PBT</b>	<b>3.34</b>	<b>2.82</b>	<b>1.58</b>	<b>19%</b>	<b>112%</b>
Tax					
Current Tax	0.90	1.89	0.49	-52%	86%
Deferred Tax	0.38	-0.08	-0.06	-581%	-759%
<b>Total Tax</b>	<b>1.29</b>	<b>1.81</b>	<b>0.43</b>	<b>-29%</b>	<b>200%</b>
Exceptional Items	-	1.45	-	-100%	-
<b>Net Profit</b>	<b>2.06</b>	<b>2.46</b>	<b>1.15</b>	<b>-16%</b>	<b>79%</b>
Other Comprehensive Income/(Loss)	-	-0.00	-	-100%	-
<b>Total Comprehensive Income</b>	<b>2.06</b>	<b>2.46</b>	<b>1.15</b>	<b>-16%</b>	<b>79%</b>
Net Profit Margin (%)	8%	9%	5%	-14%	51%
<b>EPS (In Rs)</b>	<b>0.75</b>	<b>0.90</b>	<b>0.42</b>	<b>-16%</b>	<b>78%</b>

# Growth Strategy



Come up with lease hotels to enhance top line

Diverse geographically and expand into Tier II & III cities

Plan to be a 75 hotel group by 2020

ROHL will continue to bring Luxury rooms at lower rates across country

**Our Vision – Create value for all our stakeholders**

# Roadmap - FY19



## Business plan

- 15 hotels is expected to be added under management model in the current financial year.
- Management is also planning to add few hotels under revenue share/lease model in the current financial year.

## Expectations on overall business performance

- Revenues are expected to grow at 20% year on year on account of aforementioned business plan.
- EBITDA margins are expected to improve substantially.

# Thank You



**For further information, please contact:**

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