



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: February 12, 2024

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: Revised Investors Presentation

Pursuant to Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, and in continuation to our letters dated February 07, 2024, February 08, 2024 & February 10, 2024 regarding to the intimation of schedule of Analyst Meeting/ Call, please find enclosed herewith Revised Investors Presentation.

The aforesaid revised 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. Q3 & 9 Months Ended 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'.




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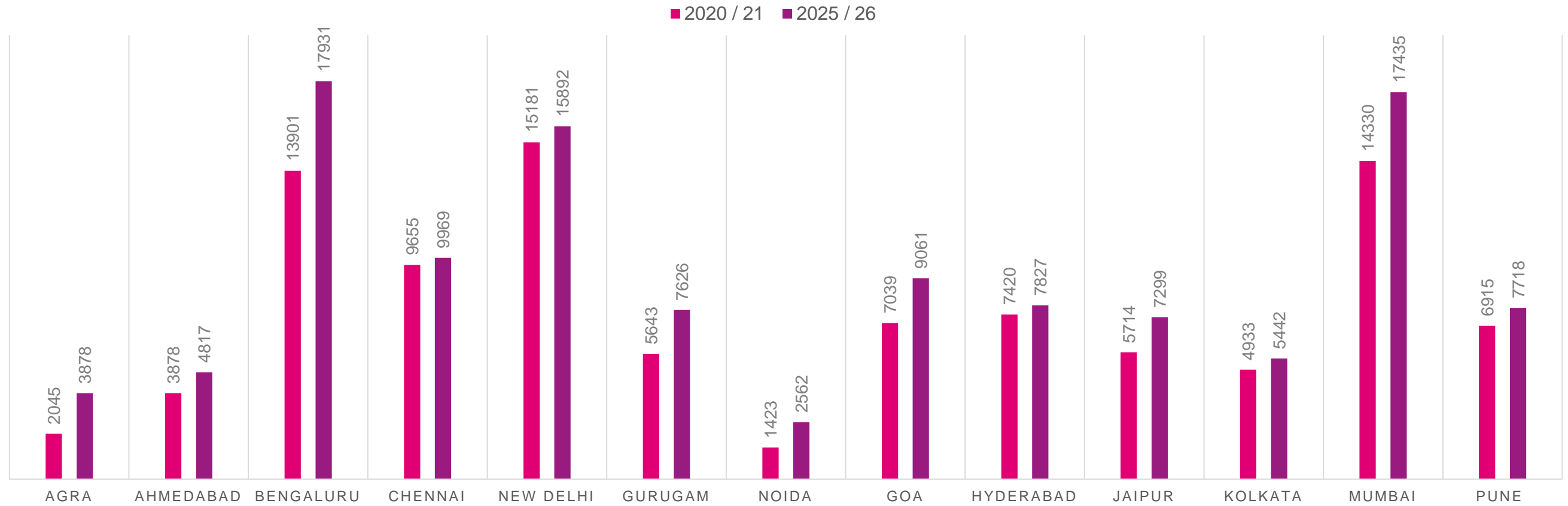
Business Overview

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Financial Overview

Industry Outlook

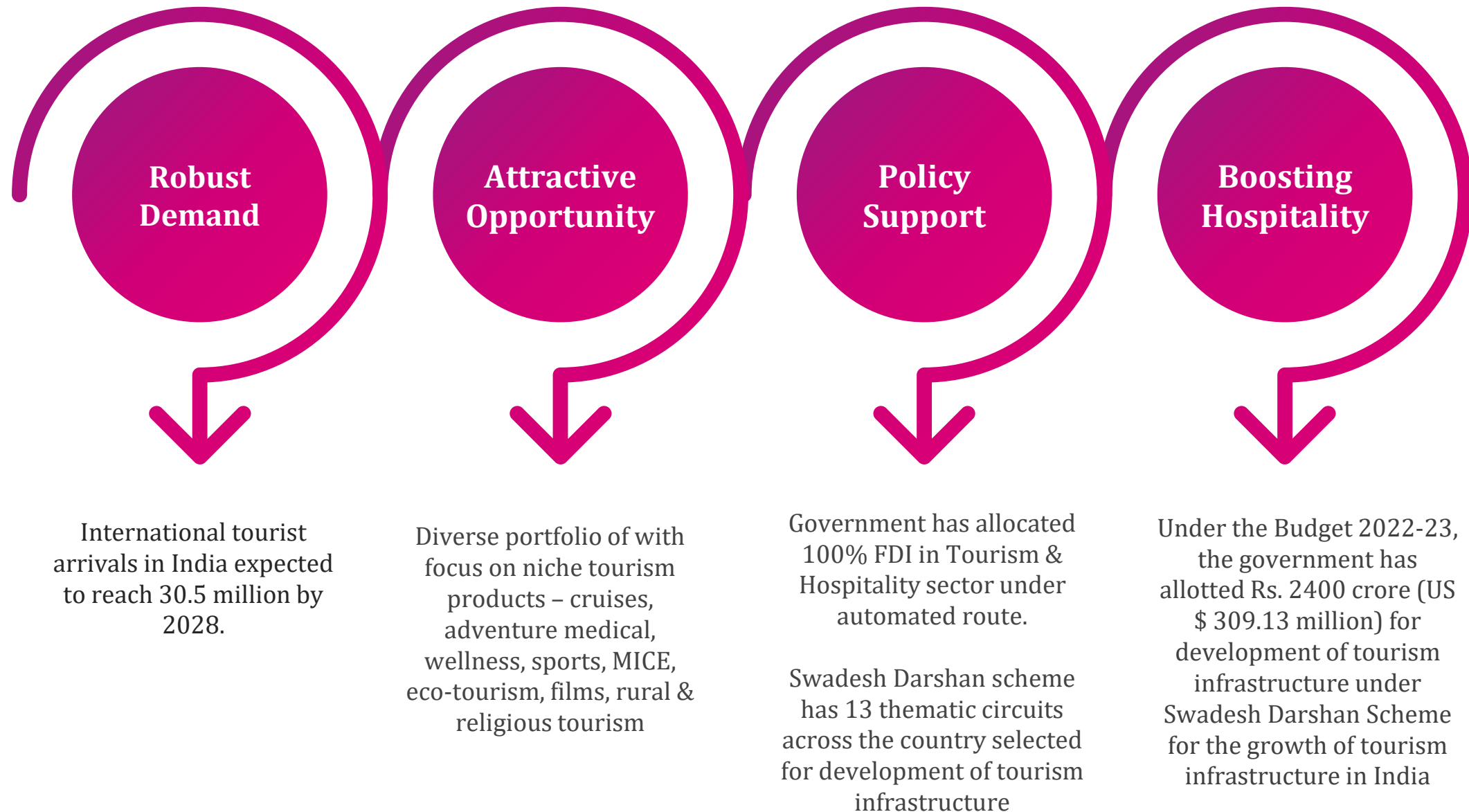
PROPOSED BRANDED HOTEL ROOMS ACROSS MAJOR CITIES



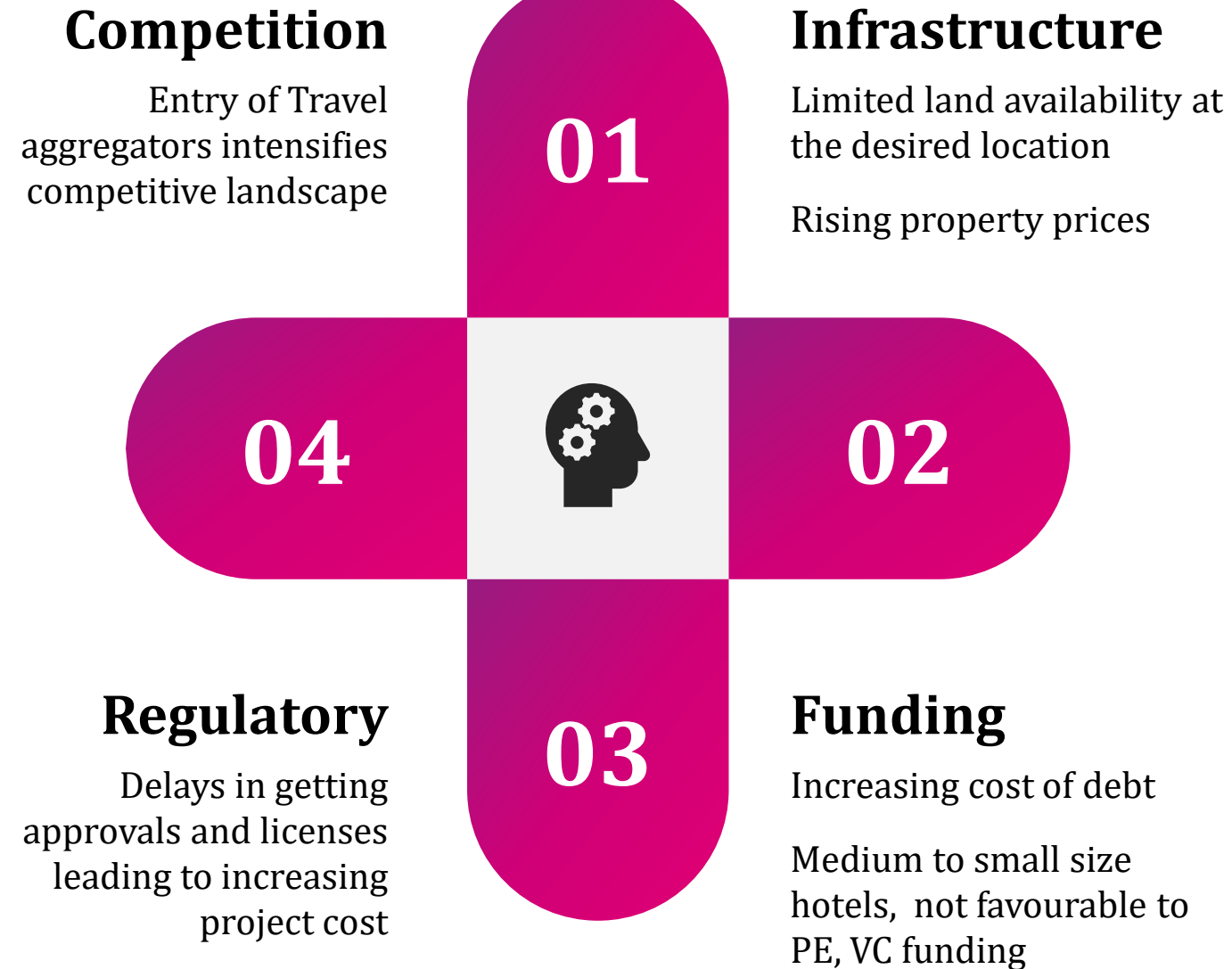
Source: India Hospitality Trends & Opportunity report by Hotelivate

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



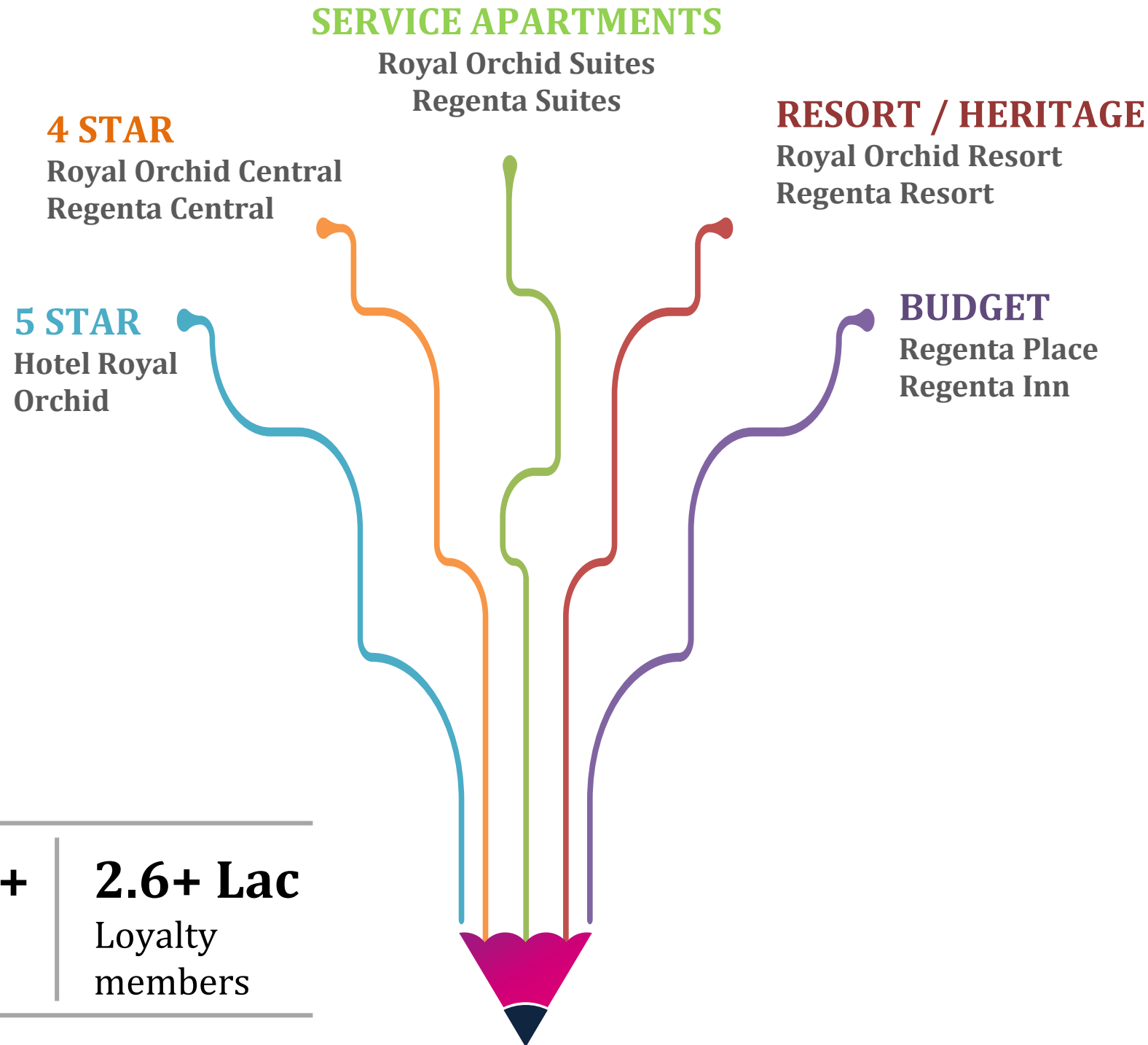
Company Overview



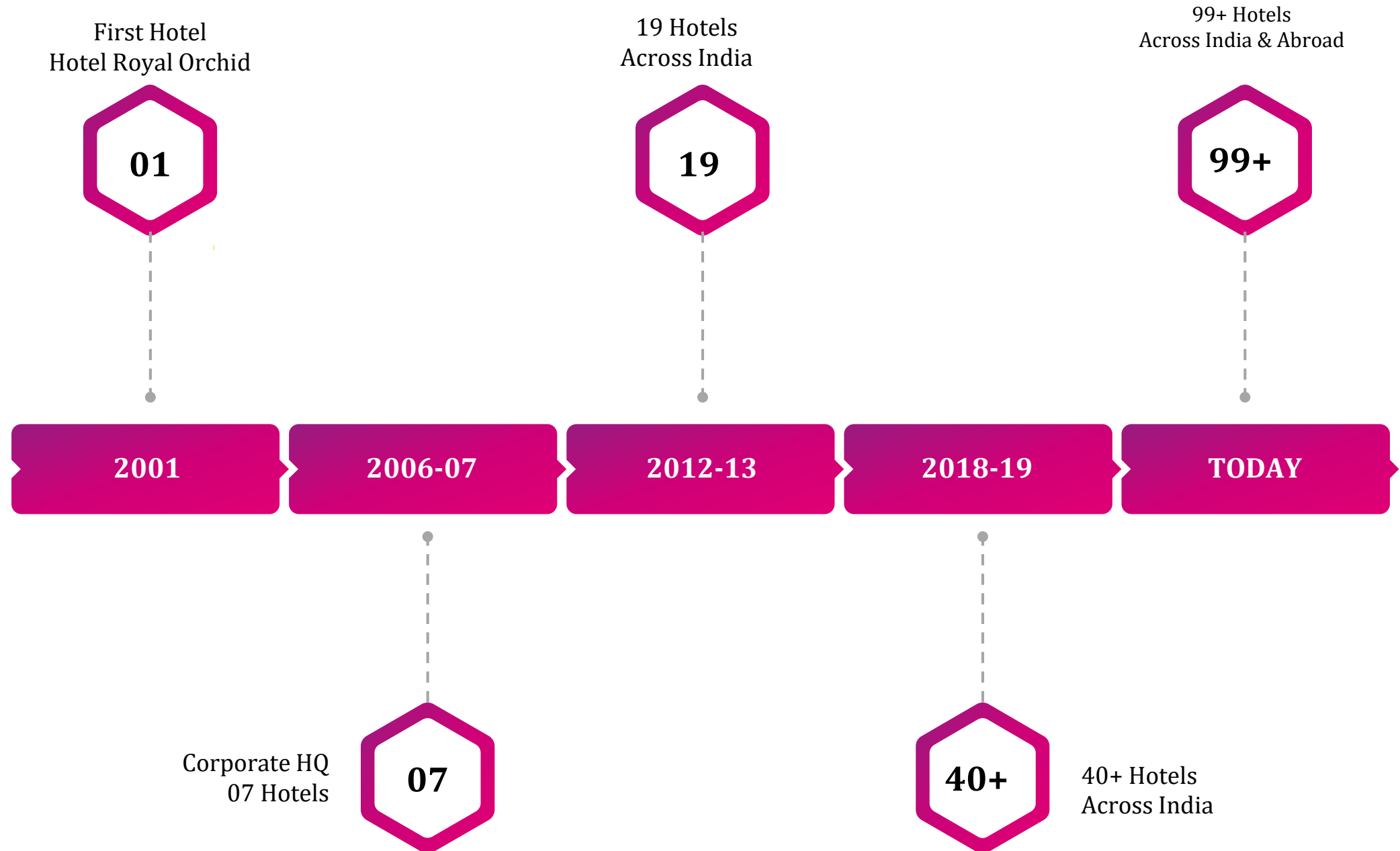
Who we are?

- 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

| | | | | |
|-----------------------------------|-------------------------|---------------------|----------------------|---------------------------------------|
| 99+ Hotels & Resorts | 65+ Locations | 14 States | 5795+ keys | 2.6+ Lac Loyalty members |
|-----------------------------------|-------------------------|---------------------|----------------------|---------------------------------------|



Our Journey





Today Our Presence

99+

Hotels & Resorts in
65+ Locations

5795+

Luxury Rooms,
Villas & Premium Suites

170+

Specialty & All day Dining
Restaurants



45+ Business
Destinations



18+ Wedding
Destinations



4+ Wildlife
Destinations



35+ Leisure
Destinations

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. 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. 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 Hospitality Horizon Awards 2023
- 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





Business Overview



Our Business Structure

Our Business Model

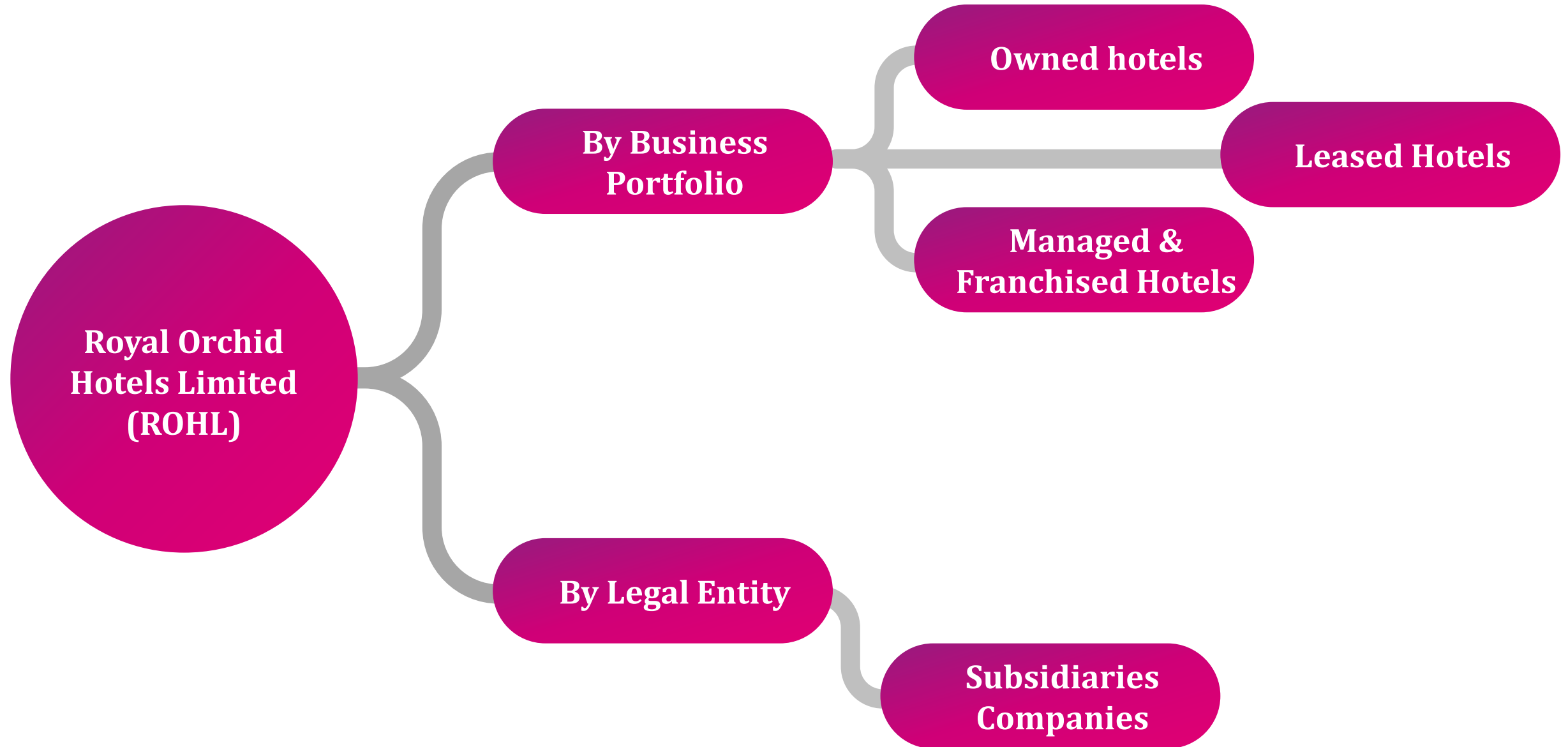


Our Offerings

Competitive Advantage



Our Business Structure

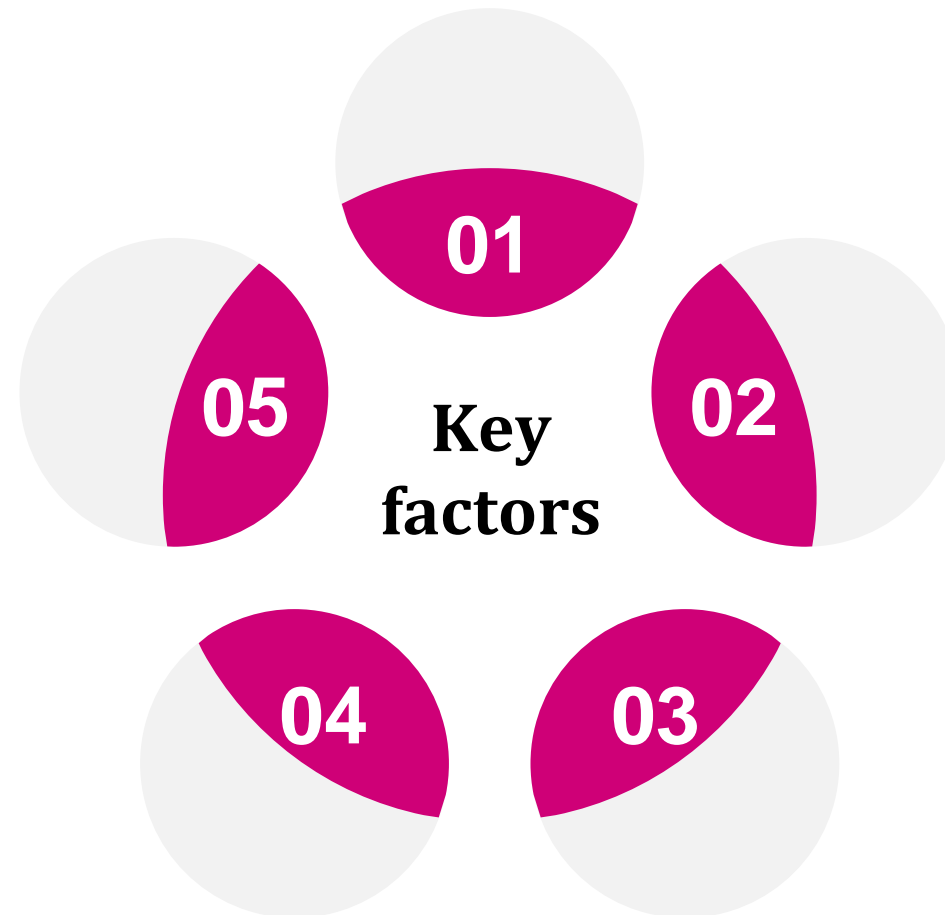


Our Business Model -Asset Light Model

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

Segment Wise Occupancy, ARR & Keys

| No of Keys | FY22-23 | Q3 of FY22-23 | Q3 of FY23-24* | 9M of FY23-24* |
|-----------------------------------|--------------|---------------|----------------|----------------|
| Management / Franchisee Contracts | 3,775 | 185 | 169 | 871 |
| Leased | 575 | 73 | 41 | 113 |
| Owned (Domestic) | 268 | - | - | - |
| Management (Overseas) | - | - | - | 55 |
| JV | 323 | - | - | - |
| Total KEYS | 4,941 | 258 | 210 | 1039 |
| Average Occupancy (JLO) | 77% | 76% | 76% | 75% |
| Average Room Rate (JLO) (Rs) | 5,370 | 5,914 | 5,656 | 5,582 |
| Average Occupancy (Managed) | 63% | 67% | 63% | 62% |
| Average Room Rate (Managed) (Rs) | 3,795 | 4,106 | 4,184 | 4,012 |

*Addition in the period

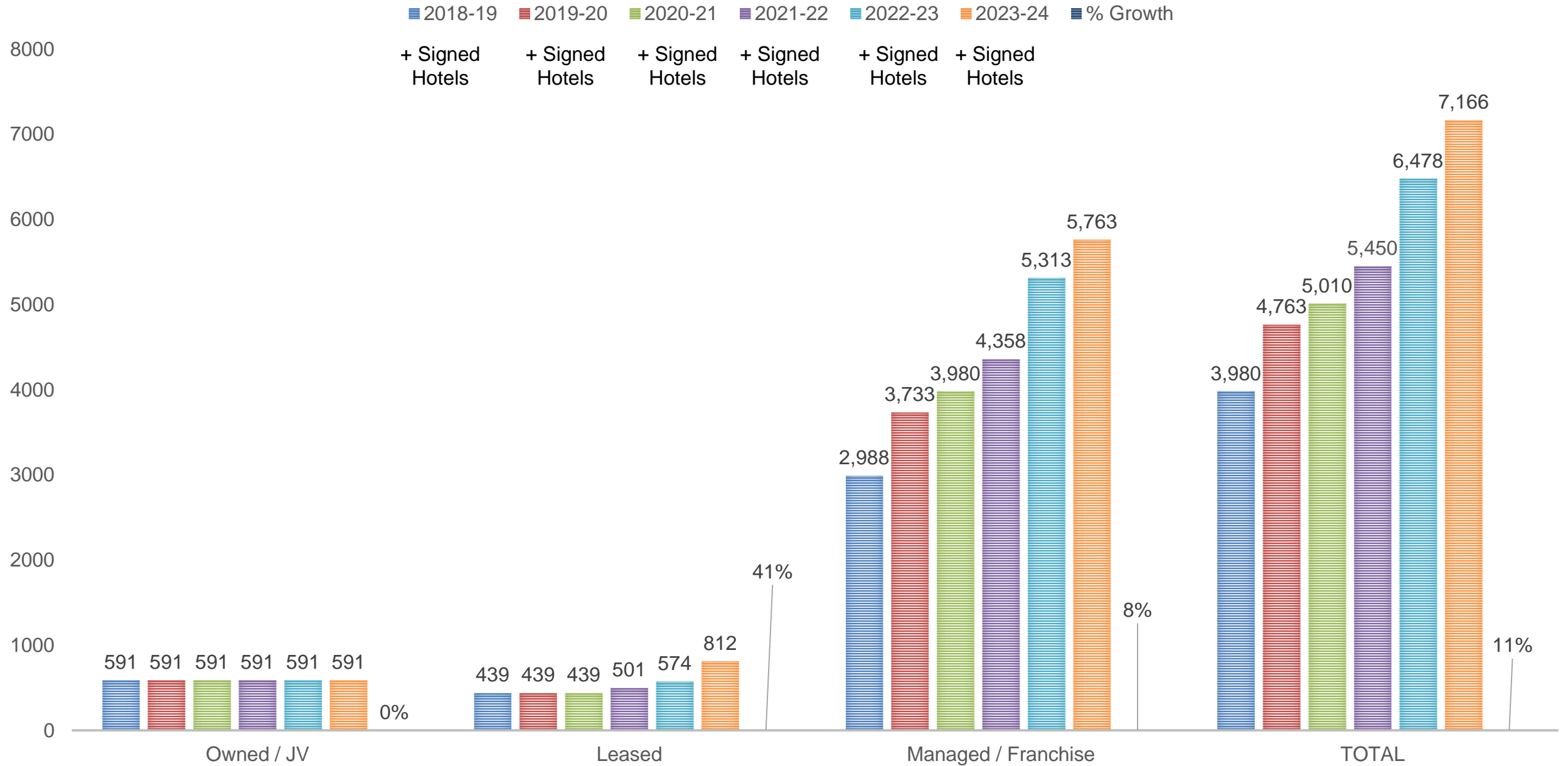
Revenue Model

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 | - | 142 | 54 | 753 | 949 |
| 3 Star / Budget | - | 83 | - | 1545 | 1628 |
| Total Keys | 398 | 688 | 193 | 4516 | 5795 |

Growth in rooms



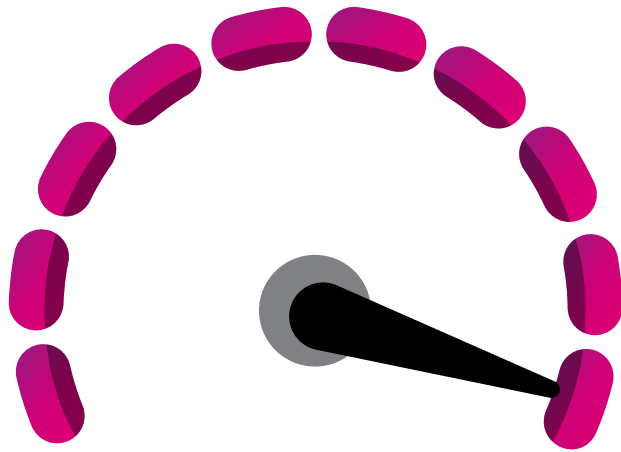
Upcoming Hotels

| SI No | Name of the Hotel | City / Location |
|-------|---------------------------|-------------------------|
| 1 | Regenta Inn | HRBR, Bangalore |
| 2 | Regenta Resort | Gulbarga |
| 3 | Regenta Central | Tirupati |
| 4 | Regenta Central | Puri-Orissa |
| 5 | Regenta Inn | Tezpur Assam |
| 6 | Regenta Place, MorniHills | Panchkula,Haryana |
| 7 | Regenta Place | Agra |
| 8 | Regenta Inn | Gurgaon, Sector 47 |
| 9 | Regenta Inn | Raipur |
| 10 | Regenta Inn | Gwalior |
| 11 | Regenta Resort (Velmore) | Kasauli |
| 12 | Regenta Resort | Pushkar |
| 13 | Regenta Inn | Jaipur |
| 14 | Regenta Central | Varanasi |
| 15 | Regenta Place / Central | Bhadohi |
| 16 | Regenta Central | Gurgaon Sector 70 |
| 17 | Regenta Place | Vrindavan, Uttarpradesh |
| 18 | Regenta Place | Vasco, Goa |
| 19 | Regenta Resort | Dapoli |
| 20 | Regenta Inn | Dhule |
| 21 | Regenta Central | Solapur |
| 22 | Regenta Central | Nanded |
| 23 | Regenta Resort | Gir |
| 24 | Regenta Central | Rajkot |
| 25 | Regenta Resort | Bhavnagar |
| 26 | Regenta Place Kathmandu | Nepal |
| 27 | Regenta Resort Chitwan | Nepal |
| 28 | Regenta Central Lalitpur | Nepal |

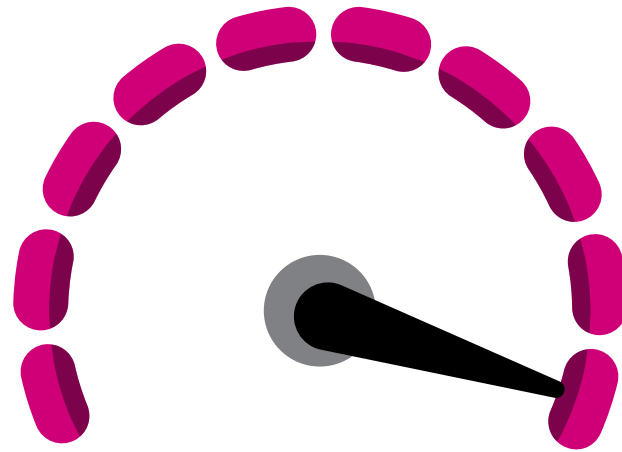
28+
Hotels

1600+
Keys

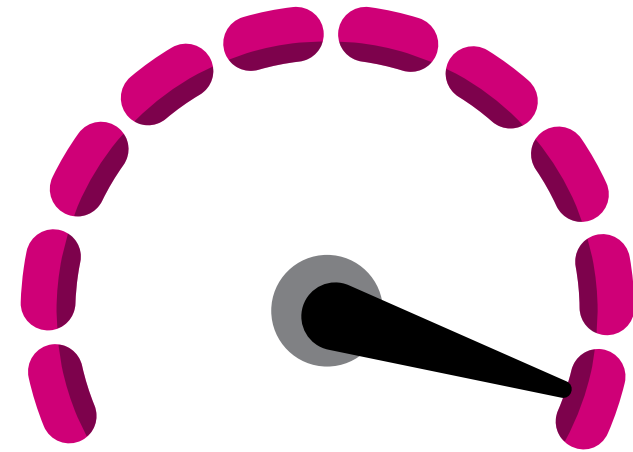
Competitive Advantage



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

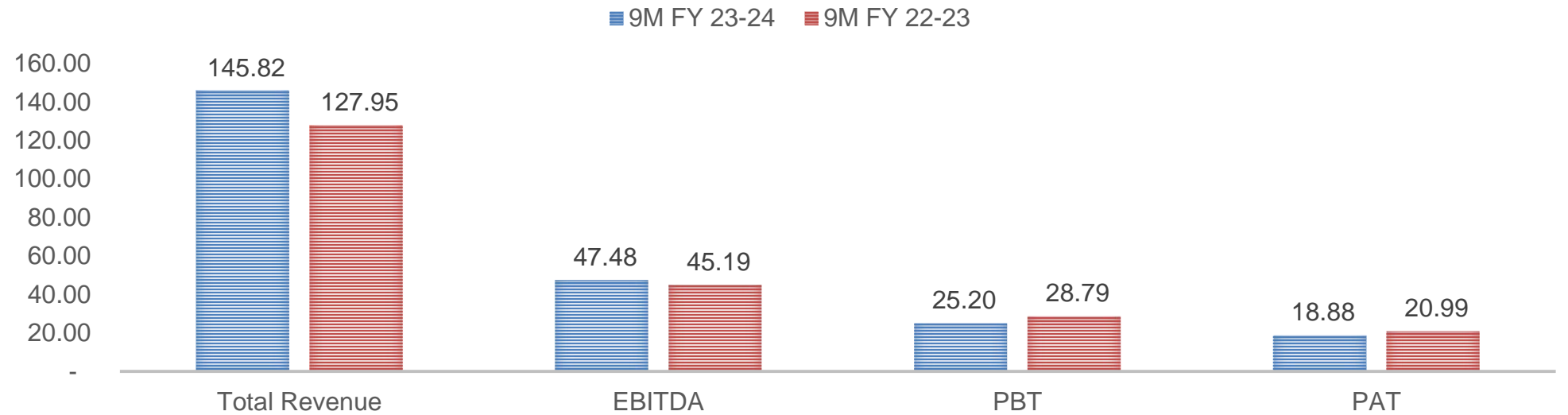
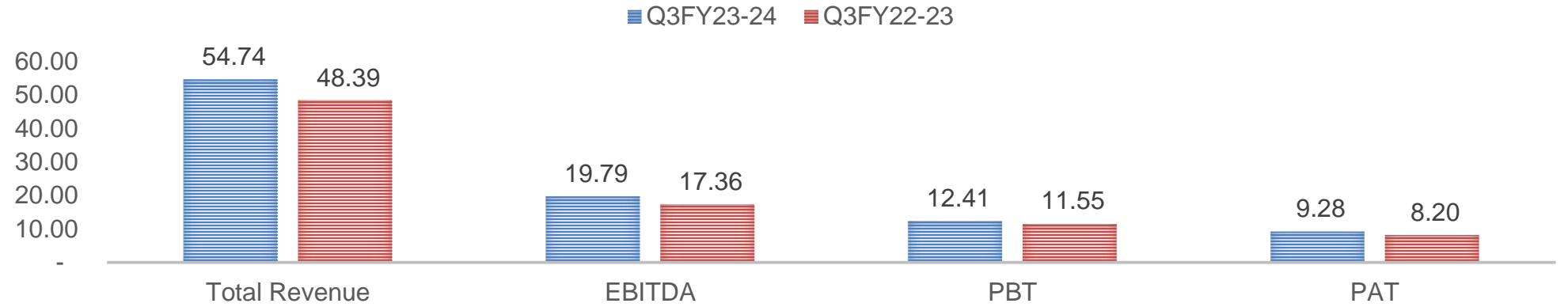


**Consolidated Income
Statement & Balance
Sheet snapshot**

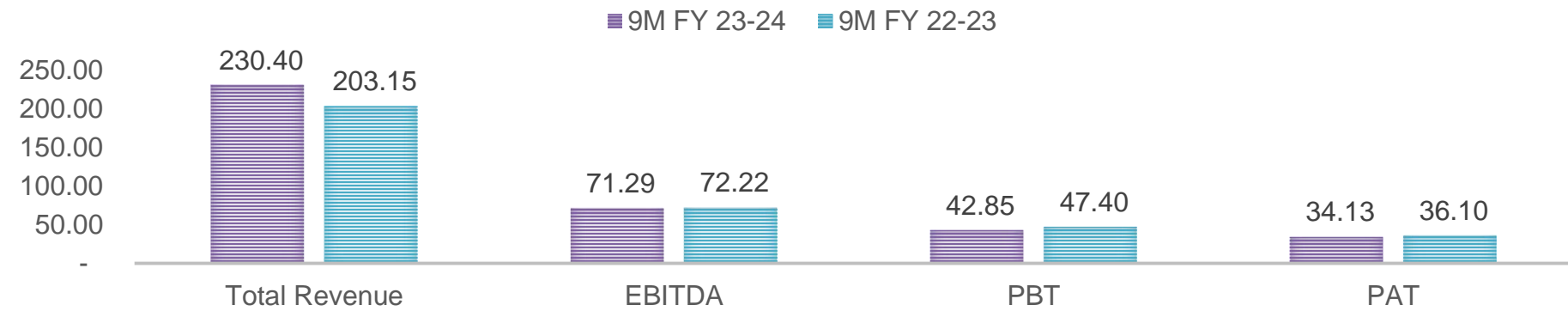
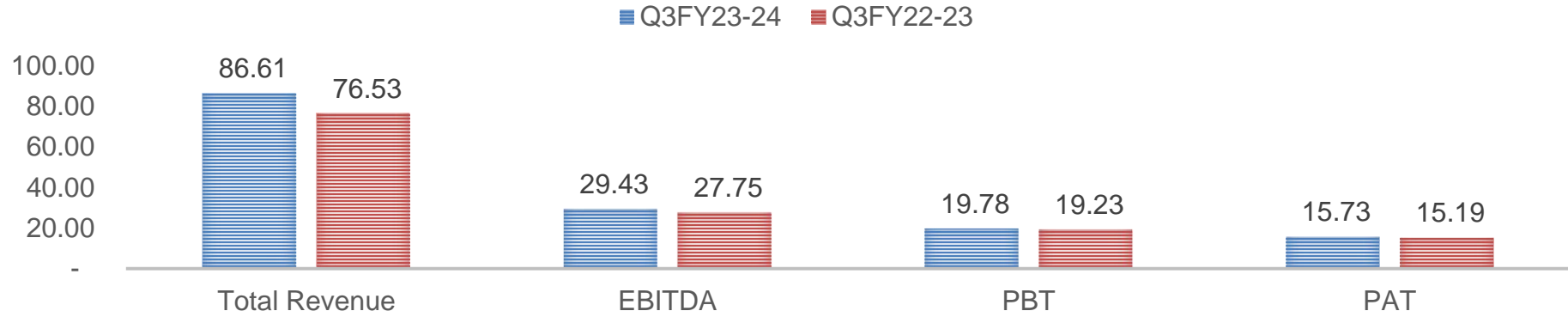


Shareholding

Standalone Quarter and 9 Months ended 2023 - 24

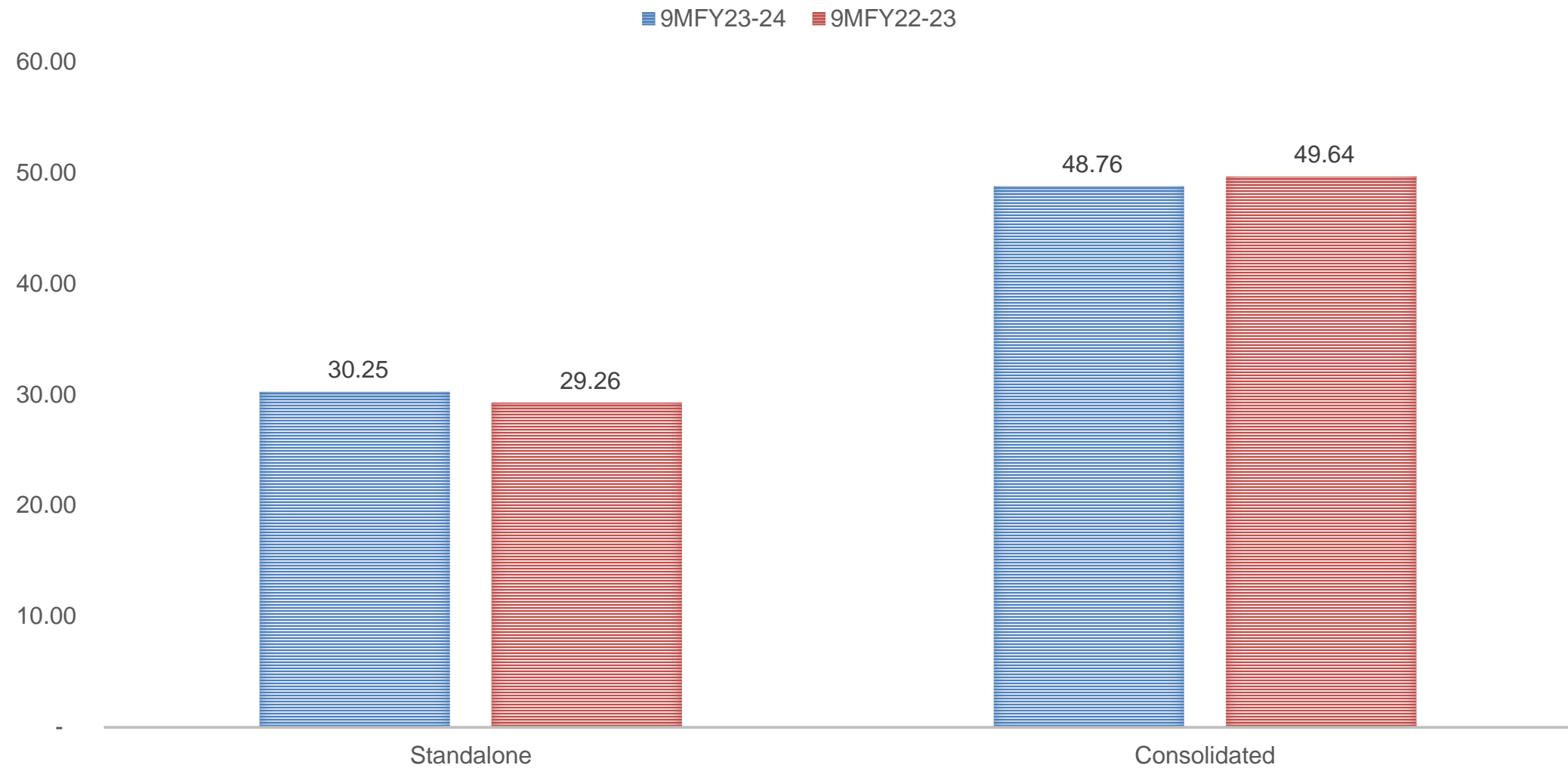


Consolidated Quarter and 9 Months Ended 2023 -24



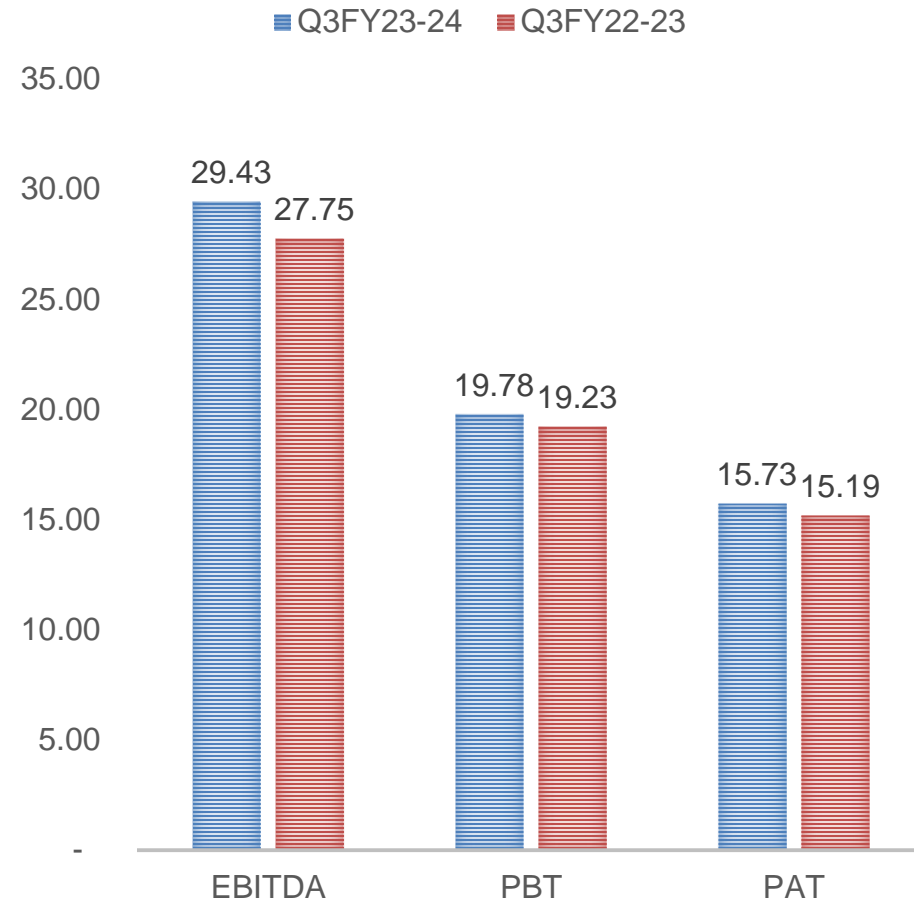
Standalone & Consolidated Cash Profit 9 Months ended - 2023-24

₹ In Crore

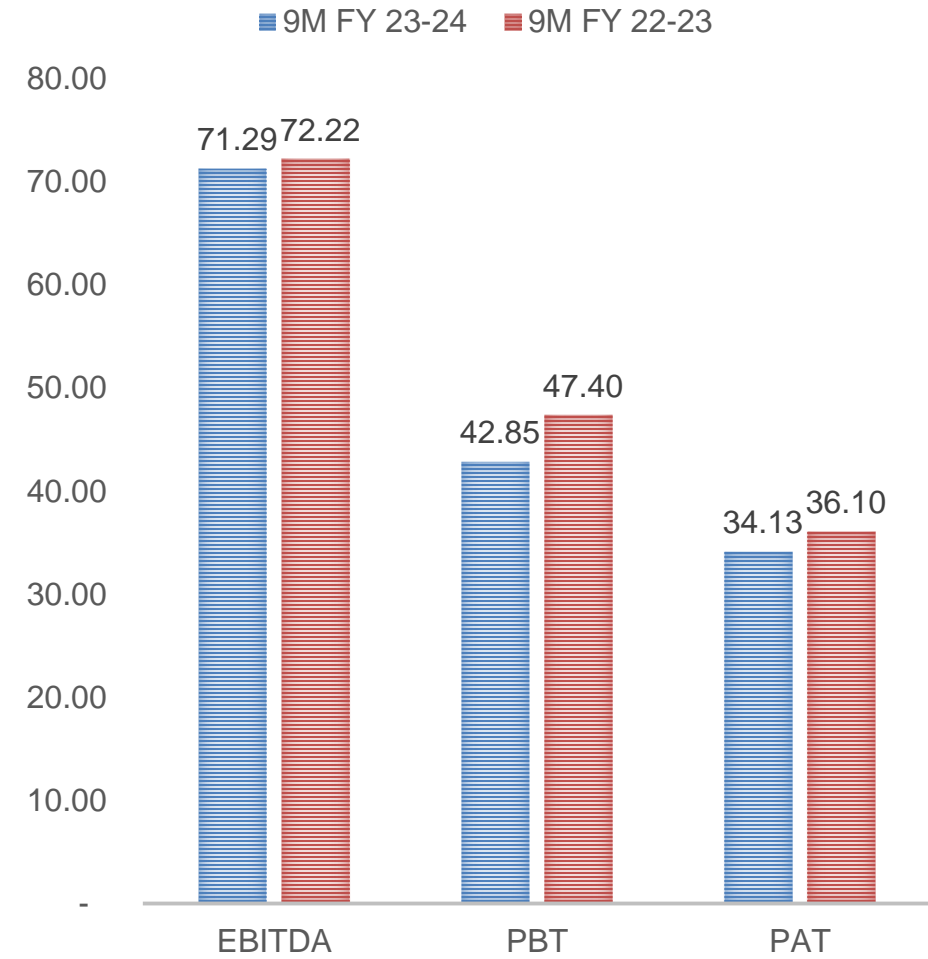


Cash Profit

Consolidated Quarterly Profits

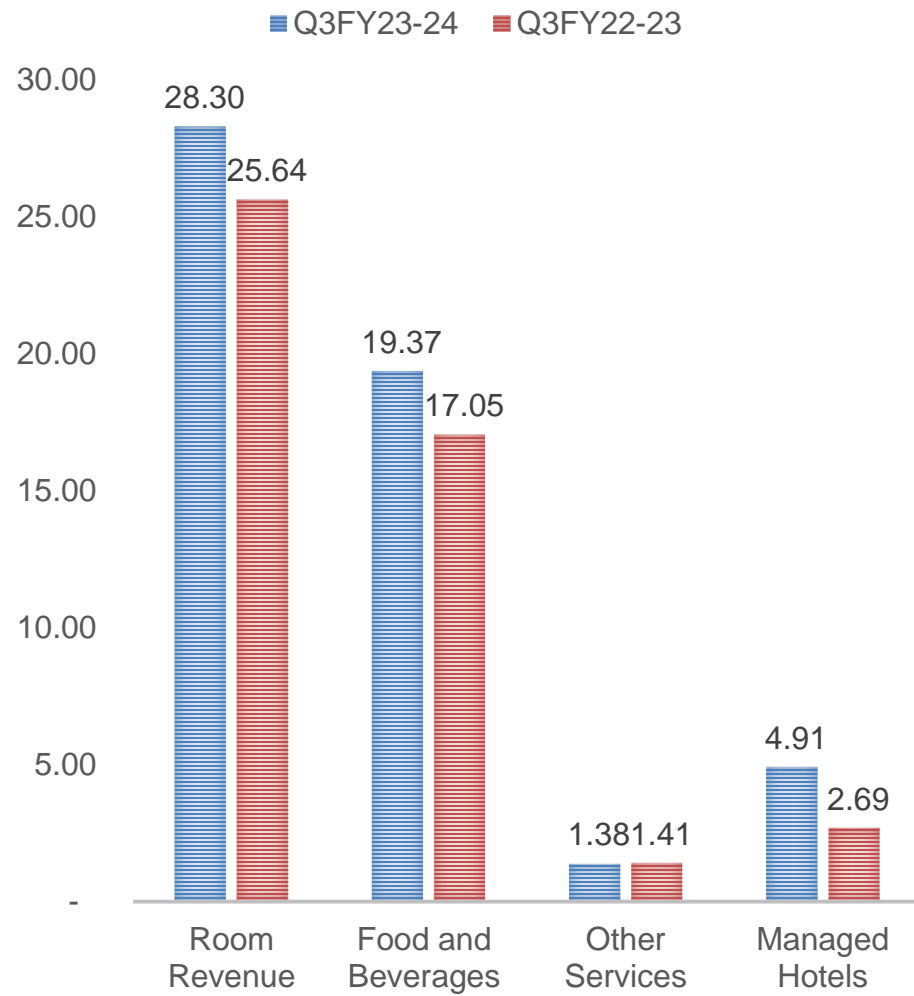


Consolidated Profits 9 Months

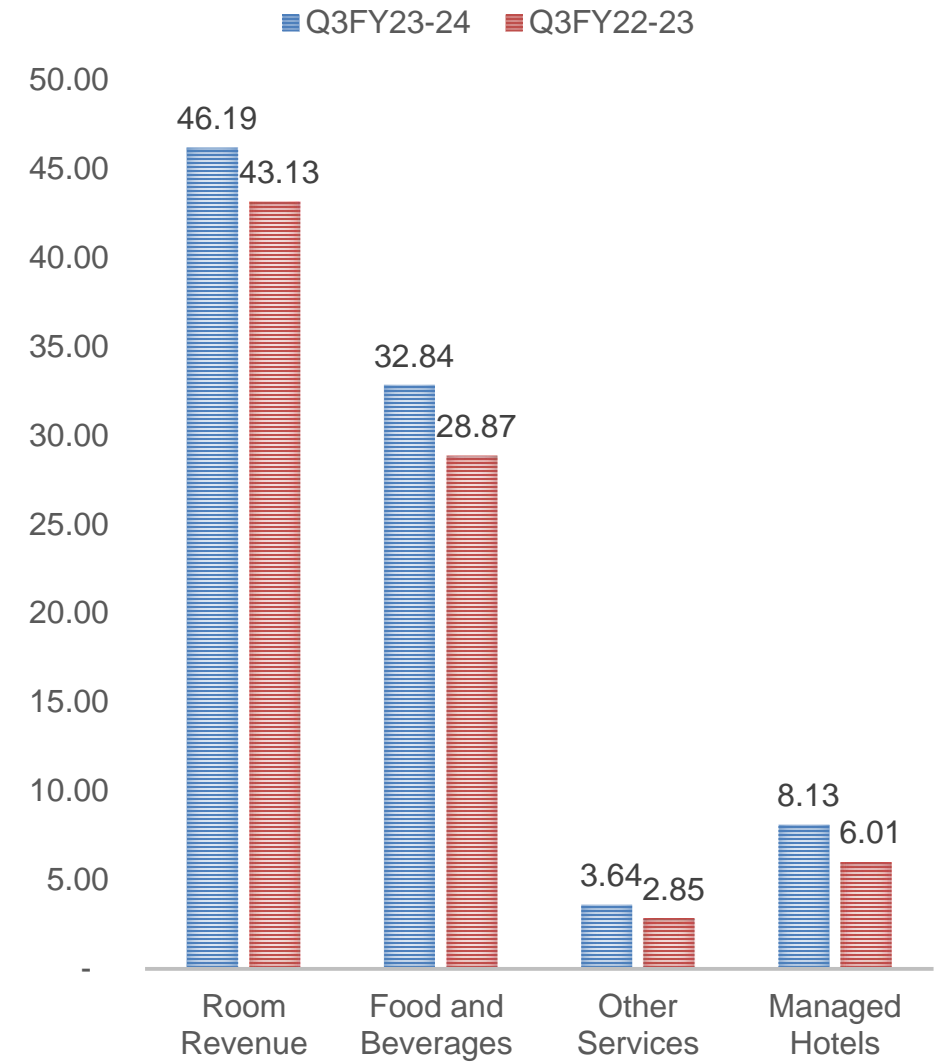


Revenue Breakup including Associate

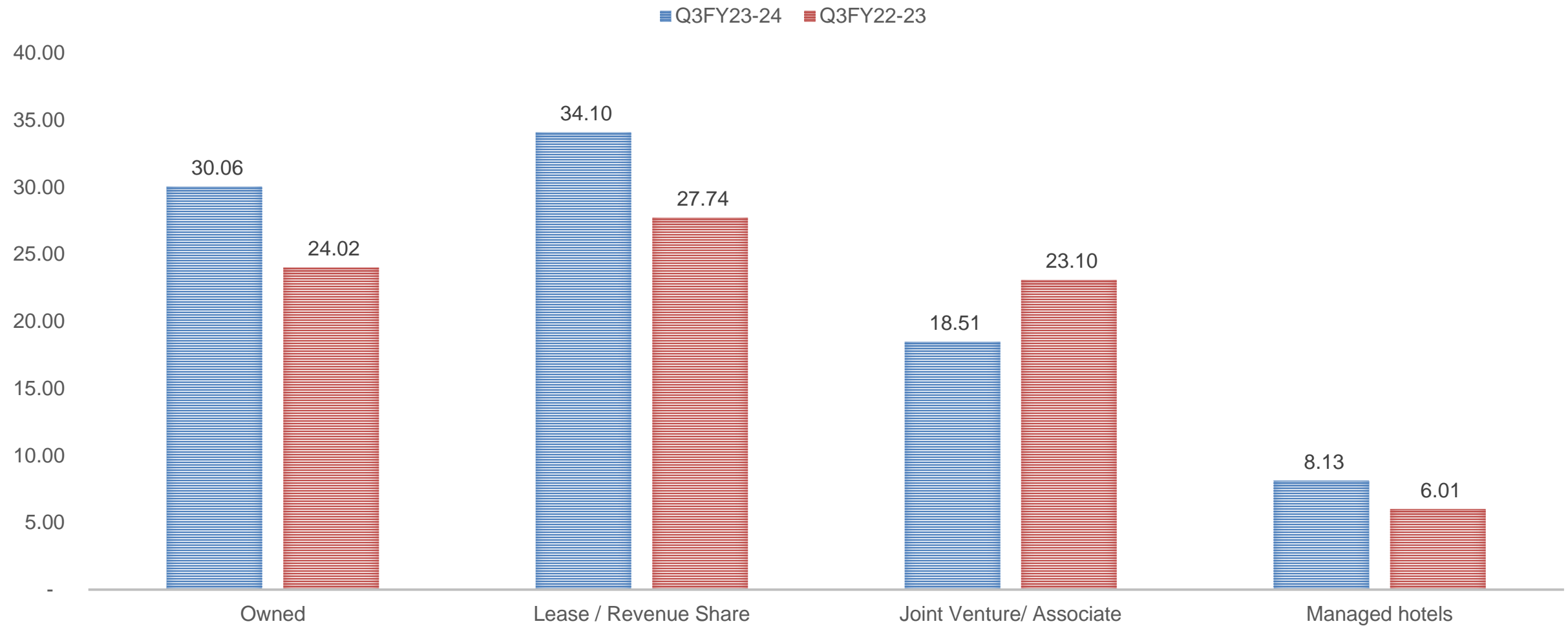
Standalone



Consolidated



Consolidated Revenue Breakup including Associate - Segment Wise



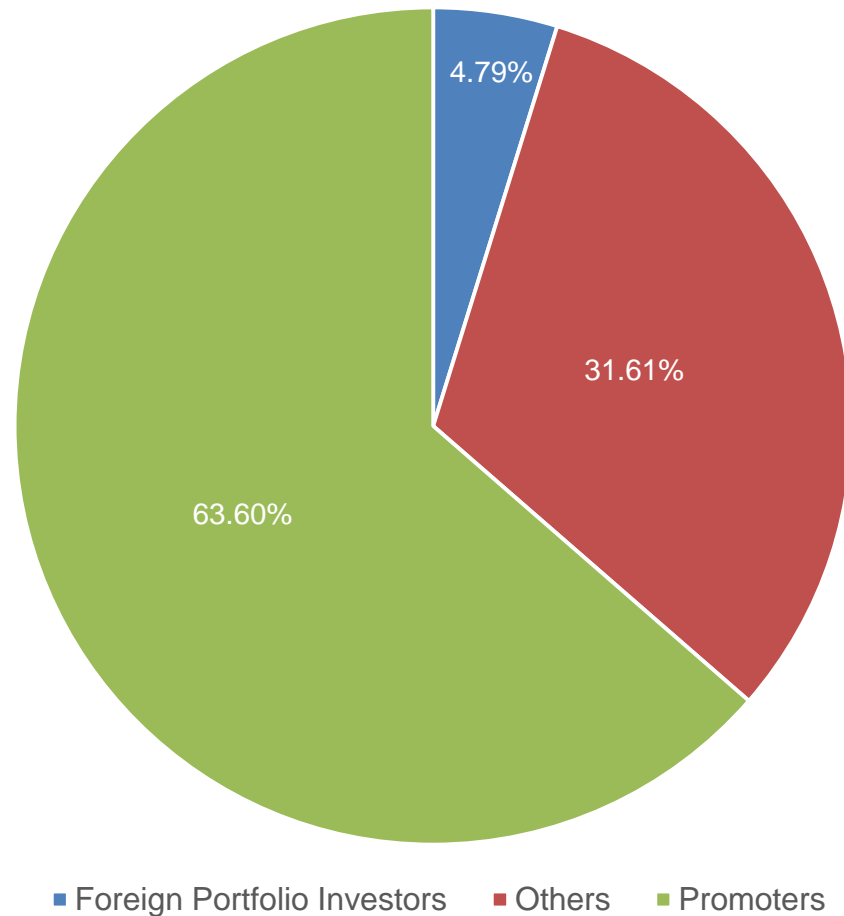
Consolidated Q3 & 9 Months Ended FY2023-24 Financial Results

| Particulars (Rs in Crs) | Q3FY23-24 | Q2FY23-24 | Q3FY22-23 | 9M FY 23-24 | 9M FY 22-23 |
|--|--------------|--------------|--------------|---------------|---------------|
| - Room nights | 40.68 | 35.10 | 38.38 | 111.47 | 103.21 |
| - Food and beverages | 29.61 | 22.97 | 25.47 | 76.60 | 65.28 |
| - Other services | 13.12 | 8.53 | 8.64 | 30.84 | 22.51 |
| Income from Operations | 81.91 | 66.60 | 72.49 | 217.41 | 191.00 |
| Other Income | 4.70 | 3.47 | 4.04 | 13.00 | 12.15 |
| Total Income | 86.61 | 70.07 | 76.53 | 230.40 | 203.15 |
| Cost of Material Consumed | 8.39 | 6.62 | 7.46 | 21.96 | 19.81 |
| Employee Benefits Expense | 18.22 | 17.86 | 14.78 | 53.16 | 40.29 |
| Power and fuel Expense | 5.24 | 5.41 | 4.27 | 16.20 | 13.47 |
| Rent Expense | 4.09 | 2.87 | 3.99 | 10.00 | 9.49 |
| Other Expenses | 21.24 | 18.37 | 18.29 | 57.80 | 47.87 |
| Total Expense | 57.18 | 51.14 | 48.79 | 159.11 | 130.93 |
| EBITDA | 29.43 | 18.94 | 27.75 | 71.29 | 72.22 |
| EBITDA Margin (%) | 34% | 27% | 36% | 31% | 36% |
| Depreciation | 4.99 | 4.89 | 4.85 | 14.63 | 13.54 |
| EBIT | 24.44 | 14.05 | 22.90 | 56.66 | 58.68 |
| Finance Cost | 4.66 | 4.52 | 3.68 | 13.81 | 11.29 |
| PBT | 19.78 | 9.53 | 19.23 | 42.85 | 47.40 |
| Tax expense | 5.26 | 2.06 | 5.23 | 10.67 | 12.49 |
| Exceptional Items | - | - | - | - | - |
| PAT | 14.52 | 7.47 | 14.00 | 32.18 | 34.90 |
| Share of Profit of associate | 1.22 | 0.20 | 1.19 | 1.95 | 1.19 |
| Net Profit/(Loss) for the period and Share of Profit of associate | 15.73 | 7.67 | 15.19 | 34.13 | 36.10 |
| Other Comprehensive Income/(Loss) | (0.09) | (0.46) | 0.14 | (0.58) | 0.91 |
| Total Comprehensive Income | 15.64 | 7.21 | 15.32 | 33.55 | 37.00 |
| Net Profit Margin (%) | 18% | 10% | 20% | 15% | 18% |
| EPS (In Rs) | 5.60 | 2.49 | 5.27 | 11.62 | 12.52 |

Standalone Q3 & 9 Months Ended FY2023-24 Financial Results

| Particulars | Q3FY23-24 | Q2FY23-24 | Q3FY22-23 | 9M FY 23-24 | 9M FY 22-23 |
|-----------------------------------|--------------|--------------|--------------|---------------|---------------|
| - Room nights | 28.30 | 25.29 | 26.41 | 78.01 | 70.69 |
| - Food and beverages | 19.37 | 15.35 | 16.27 | 50.73 | 41.61 |
| - Other services | 6.29 | 3.87 | 4.10 | 14.36 | 10.13 |
| Income from Operations | 53.97 | 44.51 | 46.79 | 143.09 | 122.43 |
| Other Income | 0.78 | 0.99 | 1.60 | 2.73 | 5.52 |
| Total Income | 54.74 | 45.50 | 48.39 | 145.82 | 127.95 |
| Cost of Material Consumed | 5.55 | 4.41 | 4.94 | 14.62 | 13.16 |
| Employee Benefits Expense | 9.19 | 9.26 | 7.62 | 27.20 | 20.73 |
| Power and fuel Expense | 4.05 | 4.24 | 3.23 | 12.70 | 10.29 |
| Rent Expense | 3.89 | 2.72 | 3.72 | 9.52 | 9.03 |
| Other Expenses | 12.28 | 10.85 | 11.52 | 34.29 | 29.54 |
| Total Expense | 34.95 | 31.48 | 31.03 | 98.33 | 82.75 |
| EBITDA | 19.79 | 14.02 | 17.36 | 47.48 | 45.19 |
| EBITDA Margin (%) | 36% | 31% | 36% | 33% | 35% |
| Depreciation | 3.84 | 3.82 | 3.06 | 11.37 | 8.27 |
| EBIT | 15.95 | 10.20 | 14.30 | 36.11 | 36.92 |
| Finance Cost | 3.55 | 3.57 | 2.76 | 10.91 | 8.13 |
| PBT | 12.41 | 6.63 | 11.55 | 25.20 | 28.79 |
| Tax expense | 3.13 | 1.69 | 3.35 | 6.32 | 7.80 |
| PAT | 9.28 | 4.94 | 8.20 | 18.88 | 20.99 |
| Other Comprehensive Income/(Loss) | - | - | - | - | - |
| Total Comprehensive Income | 9.28 | 4.94 | 8.20 | 18.88 | 20.99 |
| Net Profit Margin (%) | 17% | 11% | 17% | 13% | 16% |
| EPS (In Rs) | 3.38 | 1.80 | 2.99 | 6.88 | 7.66 |

Shareholding Pattern as on 31st Dec, 2023



| | |
|-----------------------------|-------------|
| Promoter | 63.60% |
| Foreign Portfolio Investors | 4.79% |
| Others | 31.61% |
| Total | 100% |



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
- 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

Royal Orchid Hotels Ltd.,

Mr. Chander Baljee

Chairman & Managing Director

Mr. Amit Jaiswal

Chief Financial Officer

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