



# **Royal Orchid Hotels Ltd**

## **Q3FY17**

### **Results Presentation**



# ROHL – Business Card

- Royal Orchid Hotel Ltd was incorporated in 1986 under the name of Universal Resorts Ltd.
- Promoted by Mr. Chander Baljee, Chairman and Managing Director
- Engaged in business of Managing Hotels with turnover of Rs 152 crs as on FY16.
- Operates under flagship brands – Royal Orchid, Royal Orchid Central, Royal orchid Suites, Regenta Hotel & Royal Orchid Inn

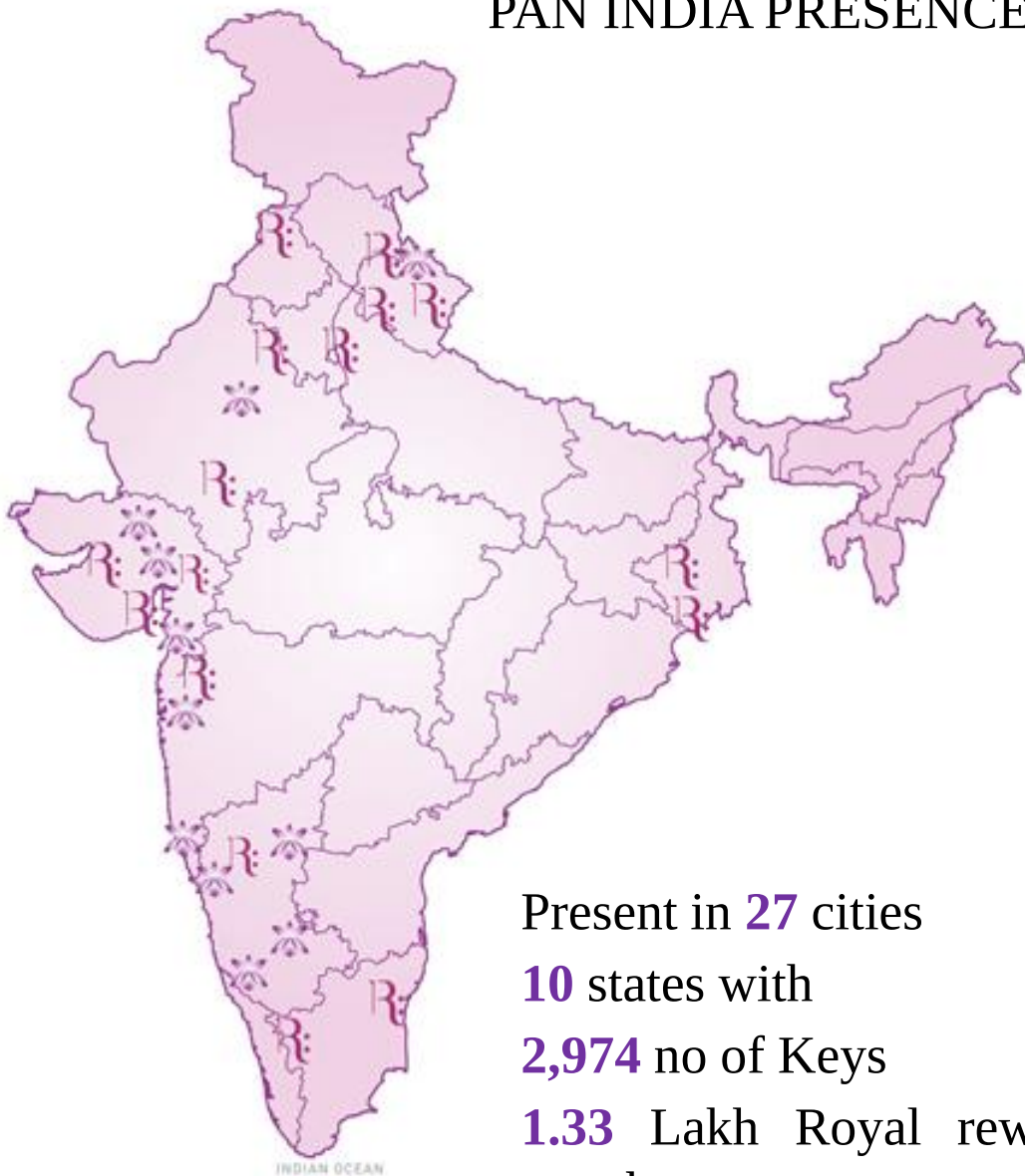
| As on 6 <sup>th</sup> Feb 2017 | Units  |
|--------------------------------|--------|
| CMP (Rs)                       | 82.25  |
| Market Cap (Rs cr)             | 224.00 |
| MCap Free Float (Rs cr)        | 64.96  |
| 52 week high (Rs)              | 92.00  |
| 52 week low (Rs)               | 56.60  |
| Face Value (Rs)                | 10     |
| Promoter Holding               | 70.77% |

| 5 Star                    | 4 Star                                                                                                                                                                                                           | Service Apartment          | Budget Hotel       |
|---------------------------|------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|----------------------------|--------------------|
| <b>Hotel Royal Orchid</b> | <ul style="list-style-type: none"> <li>• <b>Royal Orchid Central</b></li> <li>• <b>Regenta Hotels</b> <ul style="list-style-type: none"> <li>- Regenta Central</li> <li>- Regenta Resorts</li> </ul> </li> </ul> | <b>Royal Orchid Suites</b> | <b>Regenta Inn</b> |



# Asset Light Model – Generate FCF

## PAN INDIA PRESENCE



Present in **27** cities  
**10** states with  
**2,974** no of Keys  
**1.33** Lakh Royal reward members.

| Business Model      | MC    | JV  | Owned | Leased | Total |
|---------------------|-------|-----|-------|--------|-------|
| 5-Star Royal Orchid | 129   | 139 | 195   | -      | 463   |
| 4-Star Central      | 1,246 | 130 | -     | 268    | 1,644 |
| Resort/ Heritage    | 527   | 73  | -     | 54     | 654   |
| Convention /MICE    | -     | 54  | -     | -      | 54    |
| Serviced Apartments | 159   | -   | -     | -      | 159   |
| Total Keys          | 2,061 | 396 | 195   | 322    | 2,974 |

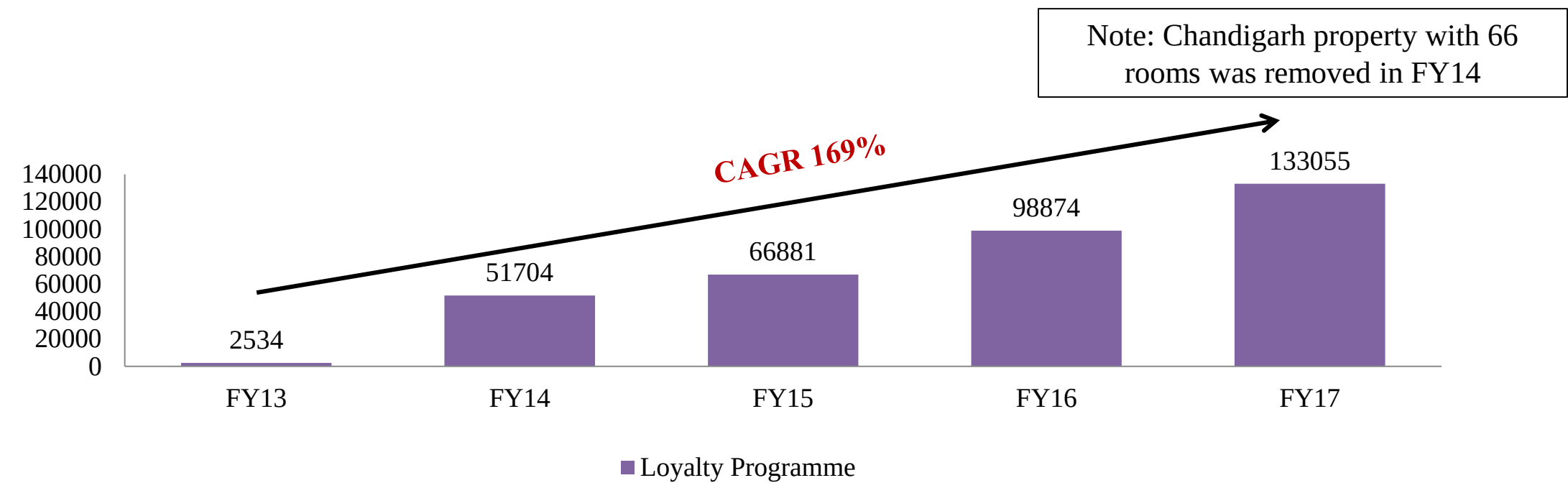
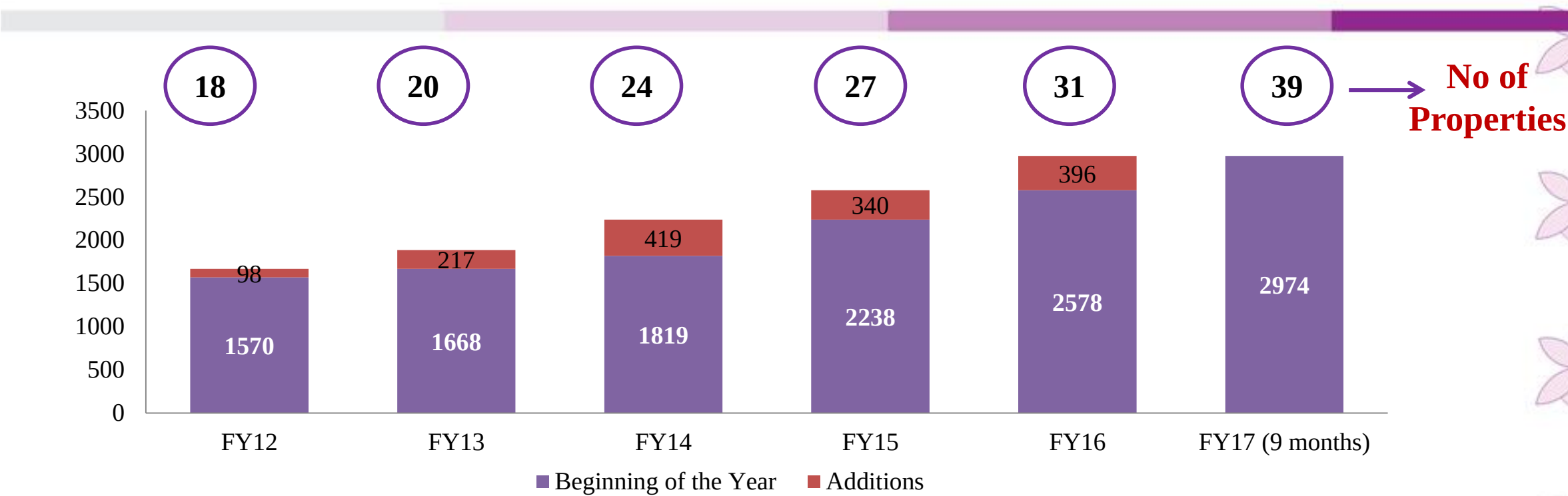
## ROYAL ORCHID BUSINESS MODEL VALIDATION

- Most of the other hotels are present in Metro cities.
- ROHL has demonstrated the scalability of keys by establishing its presence in Tier I & Tier II cities.
- ROHL will continue to bring Luxury rooms at lower rates across country.

# Details of Properties

| Category                                    | Owned     |      | JV              |      | Leased    |      | Managed Properties |       | Total Keys |
|---------------------------------------------|-----------|------|-----------------|------|-----------|------|--------------------|-------|------------|
|                                             | Location  | Keys | Location        | Keys | Location  | Keys | Location           | Keys  |            |
| 5-Star<br>Hotel Royal Orchid                | Bangalore | 195  | Jaipur (50%)    | 139  |           |      | Ahmedabad          | 129   | 463        |
| 4-Star<br>Royal Orchid Central              |           |      | Bangalore (51%) | 130  | Jaipur    | 70   | Vashi              | 67    | 1,644      |
|                                             |           |      |                 |      | Pune      | 115  | Shimoga            | 108   |            |
|                                             |           |      |                 |      | Bangalore | 83   | Vadodara           | 81    |            |
|                                             |           |      |                 |      |           |      | Gurgaon            | 50    |            |
|                                             |           |      |                 |      |           |      | Chandigarh         | 75    |            |
|                                             |           |      |                 |      |           |      | Jaipur             | 57    |            |
|                                             |           |      |                 |      |           |      | Bharuch            | 104   |            |
|                                             |           |      |                 |      |           |      | Rajkot             | 60    |            |
|                                             |           |      |                 |      |           |      | Haridwar           | 56    |            |
|                                             |           |      |                 |      |           |      | Nairobi            | 165   |            |
|                                             |           |      |                 |      |           |      | Kolkata            | 69    |            |
|                                             |           |      |                 |      |           |      | Amritsar           | 38    |            |
|                                             |           |      |                 |      |           |      | Chennai            | 93    |            |
|                                             |           |      |                 |      |           |      | Bangalore          | 40    |            |
|                                             |           |      |                 |      |           |      | Kolkata            | 45    |            |
|                                             |           |      |                 |      |           |      | Vadodara           | 94    |            |
|                                             |           |      |                 |      |           |      | Jaipur             | 44    |            |
| Resort/ Heritage                            |           |      | Goa (50%)       | 73   | Mysore    | 30   | Mahabaleshwar      | 32    | 654        |
|                                             |           |      |                 |      | B.Garden  | 24   | Dandeli            | 17    |            |
|                                             |           |      |                 |      |           |      | Mussoorie          | 58    |            |
|                                             |           |      |                 |      |           |      | Jim Corbett        | 45    |            |
|                                             |           |      |                 |      |           |      | Varca Beach, Goa   | 48    |            |
|                                             |           |      |                 |      |           |      | Ranthambore        | 70    |            |
|                                             |           |      |                 |      |           |      | Shantiniketan      | 58    |            |
|                                             |           |      |                 |      |           |      | Hospet             | 134   |            |
| Convention MICE Hotel<br>Serviced Apartment |           |      | Bangalore (65%) | 54   |           |      | Bhuj               | 65    | 159        |
|                                             |           |      |                 |      |           |      |                    |       |            |
|                                             |           |      |                 |      |           |      | Pune               | 71    |            |
| Total Keys                                  | 1         | 195  | 4               | 396  | 5         | 322  | Bangalore          | 88    | 2,974      |
|                                             |           |      |                 |      |           |      | 29                 | 2,061 |            |

# Growth – Rooms & Members





# Consolidated Results – Q3 FY17

| Particulars (Rs in crs)                        | Q3 FY17      | Q2 FY17      | Q-o-Q %      | Q3 FY16      | Y-oY %      |
|------------------------------------------------|--------------|--------------|--------------|--------------|-------------|
| Income from Operations                         | 42.33        | 34.45        | 23%          | 45.75        | -7%         |
| Other Income                                   | 2.57         | 2.74         | -6%          | 0.46         | 459%        |
| <b>Total Income</b>                            | <b>44.90</b> | <b>37.19</b> | <b>21%</b>   | <b>46.21</b> | <b>-3%</b>  |
| Cost of Material Consumed                      | 5.11         | 4.37         | 17%          | 6.23         | -18%        |
| Employee Benefits Expense                      | 8.88         | 9.80         | -9%          | 10.59        | -16%        |
| Rent Expense                                   | 3.45         | 3.38         | 2%           | 4.00         | -14%        |
| Power & Fuel                                   | 3.41         | 3.42         | 0%           | 3.60         | -5%         |
| Other Expenses                                 | 12.32        | 12.11        | 2%           | 12.91        | -5%         |
| <b>Total Expense</b>                           | <b>33.17</b> | <b>33.08</b> | <b>0%</b>    | <b>37.33</b> | <b>-11%</b> |
| <b>EBITDA</b>                                  | <b>11.73</b> | <b>4.11</b>  | <b>185%</b>  | <b>8.88</b>  | <b>32%</b>  |
| <i>EBITDA Margin (%)</i>                       | <i>26%</i>   | <i>11%</i>   | <i>137%</i>  | <i>19%</i>   | <i>36%</i>  |
| Depreciation                                   | 3.38         | 2.99         | 13%          | 3.97         | -15%        |
| <b>EBIT</b>                                    | <b>8.35</b>  | <b>1.12</b>  | <b>646%</b>  | <b>4.91</b>  | <b>70%</b>  |
| Finance Cost                                   | 3.54         | 3.01         | 18%          | 3.47         | 2%          |
| <b>PBT</b>                                     | <b>4.81</b>  | <b>-1.89</b> | <b>-354%</b> | <b>1.44</b>  | <b>234%</b> |
| Tax                                            | 0.48         | -            | 0%           | 0.54         | -11%        |
| <b>Net Profit/Loss</b>                         | <b>4.33</b>  | <b>-1.89</b> | <b>-329%</b> | <b>0.90</b>  | <b>381%</b> |
| Minority Interest                              | 0.01         | -1.11        | -101%        | -1.07        | -101%       |
| <b>Net Profit/Loss After Minority Interest</b> | <b>4.32</b>  | <b>-0.78</b> | <b>-654%</b> | <b>1.97</b>  | <b>119%</b> |

# Standalone Results – Q3 FY17

| Particulars (Rs in crs)   | Q3 FY17      | Q2 FY17      | Q-o-Q %    | Q3 FY16      | Y-oY %      |
|---------------------------|--------------|--------------|------------|--------------|-------------|
| Income from Operations    | 22.13        | 19.19        | 15%        | 23.98        | -8%         |
| Other Income              | 2.92         | 2.65         | 10%        | 0.94         | 211%        |
| <b>Total Income</b>       | <b>25.05</b> | <b>21.84</b> | <b>15%</b> | <b>24.92</b> | <b>1%</b>   |
| Cost of Material Consumed | 2.89         | 2.44         | 18%        | 3.49         | -17%        |
| Employee Benefits Expense | 4.29         | 4.28         | 0%         | 5.49         | -22%        |
| Rent Expense              | 2.21         | 2.13         | 4%         | 2.83         | -22%        |
| Power & Fuel              | 1.94         | 1.95         | -1%        | 2.25         | -14%        |
| Other Expenses            | 6.8          | 5.83         | 17%        | 6.42         | 6%          |
| <b>Total Expense</b>      | <b>18.13</b> | <b>16.63</b> | <b>9%</b>  | <b>20.48</b> | <b>-11%</b> |
| <b>EBITDA</b>             | <b>6.92</b>  | <b>5.21</b>  | <b>33%</b> | <b>4.44</b>  | <b>56%</b>  |
| <i>EBITDA Margin (%)</i>  | <i>28%</i>   | <i>24%</i>   | <i>15%</i> | <i>18%</i>   | <i>55%</i>  |
| Depreciation              | 1.14         | 0.97         | 18%        | 0.95         | 20%         |
| <b>EBIT</b>               | <b>5.78</b>  | <b>4.24</b>  | <b>36%</b> | <b>3.49</b>  | <b>66%</b>  |
| Finance Cost              | 1.55         | 1.5          | 3%         | 1.49         | 4%          |
| <b>PBT</b>                | <b>4.23</b>  | <b>2.74</b>  | <b>54%</b> | <b>2.00</b>  | <b>112%</b> |
| Tax                       | -            | -            | 0%         | -            | 0%          |
| <b>Net Profit/(Loss )</b> | <b>4.23</b>  | <b>2.74</b>  | <b>54%</b> | <b>2.00</b>  | <b>112%</b> |
| <i>NPM (%)</i>            | <i>17%</i>   | <i>13%</i>   | <i>30%</i> | <i>8%</i>    | <i>110%</i> |



# Regenta Inn Vadodara

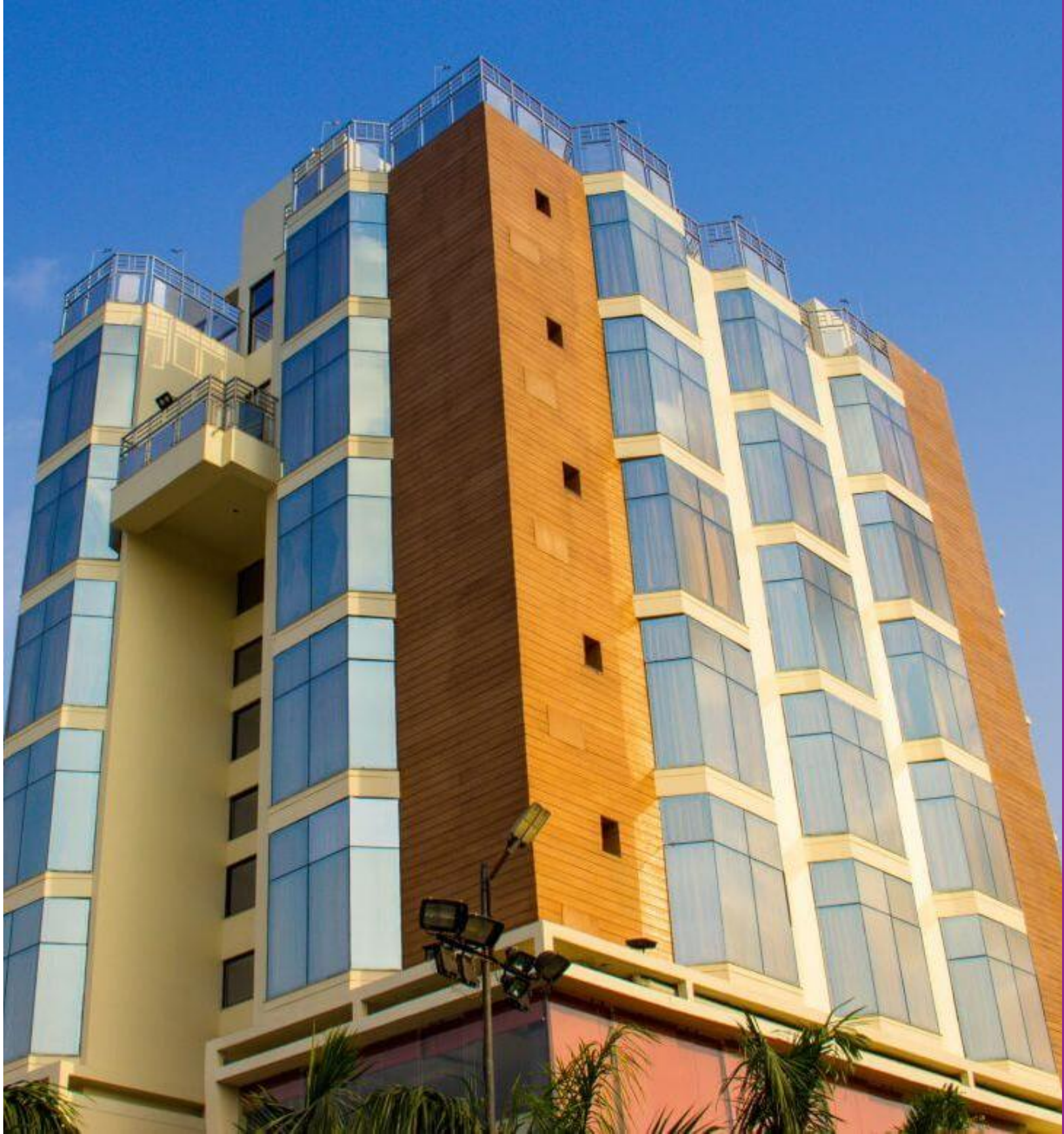
The hotel is located inside the Grand VED Transcube Bus Terminal and close to the airport. The campus consists of PVR Multiplex, shopping centres, a flea market, kids Zone and a thematic Food court



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# Regenta Inn Kolkata

Regenta Inn is located 10 minutes away from both the International & Domestic airport offering premium accommodations, all-day dining and MICE meeting spaces beside the hotel.



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# Thank You



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