



**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@royalorchidshotels.com](mailto:investors@royalorchidshotels.com)

**Date: August 17, 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: Investors Presentation**

Pursuant to Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 and in continuation to our letter dated August 14, 2024 regarding intimation of Conference Call on Q1 Financial Year 2024-25 results with Investors and Analysts, please find enclosed herewith Investors Presentation.

The aforesaid presentation is also available at the website of the Company at [www.royalorchidhotels.com/investors](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. Q1 2024-25





# 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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# Company Overview

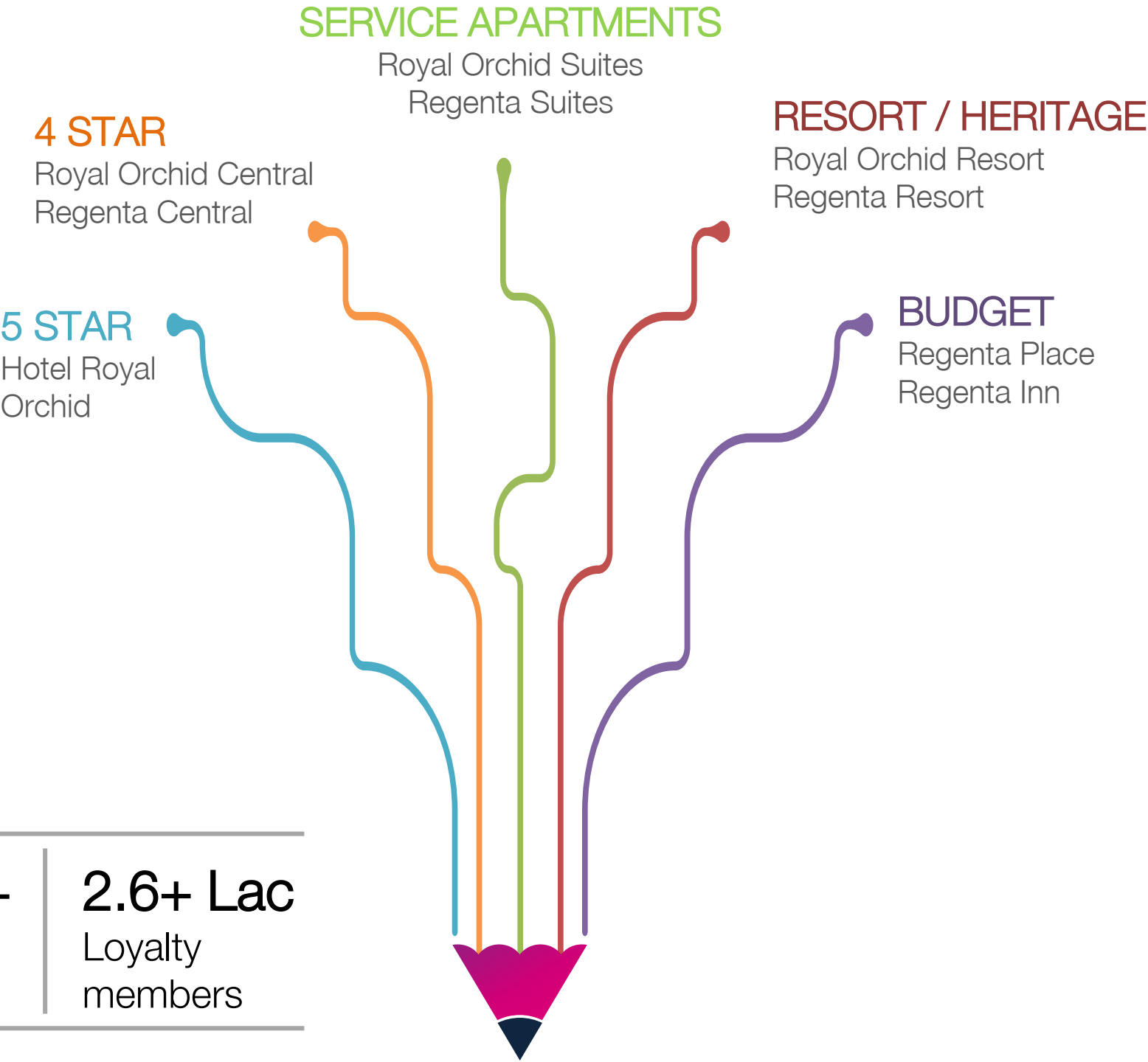




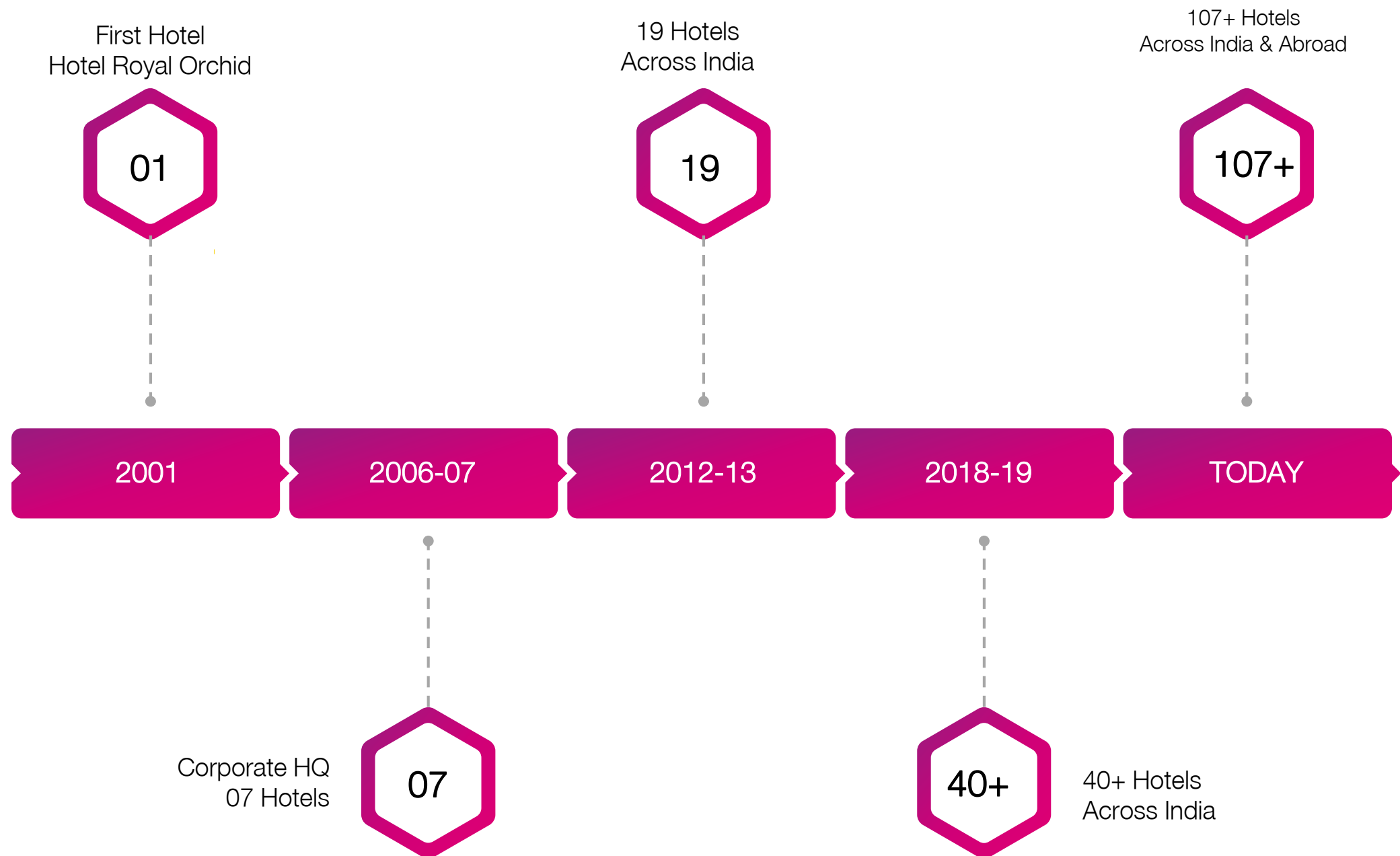
# Who we are?

- 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

107+	70+	16	6395+	2.6+ Lac
Hotels & Resorts	Locations	States	keys	Loyalty members



# Our Journey







# Today Our Presence

**107+**

Hotels & Resorts in  
70+ Locations

**6395+**

Luxury Rooms,  
Villas & Premium Suites

**175+**

Specialty & All day Dining  
Restaurants



55+ Business  
Destinations



20+ Wedding  
Destinations



4+ Wildlife  
Destinations



45+ Leisure  
Destinations



# Board of Directors



**Mr. Chander K 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. Arjun Baljee**  
**President**

With over 20 years of experience in operation and management of real estate, technology, start-ups, and hospitality industries.



**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**  
**EVP Operations (North)**

Over 25+ years experience with Lemon Tree Hotels & Duet Hotels



**Mr. Vikas Passi**  
**Sr. VP Operations (West)**

Over 22+ years of vast experience in hotel operations and sales.



**Mr. Shiwam Verma**  
**VP Operations (Goa)**

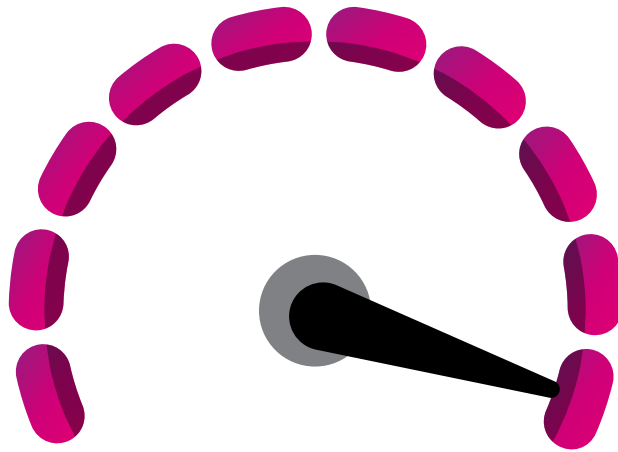
Over 25 years of experience with Pride Hotels & Sarovar Hotels



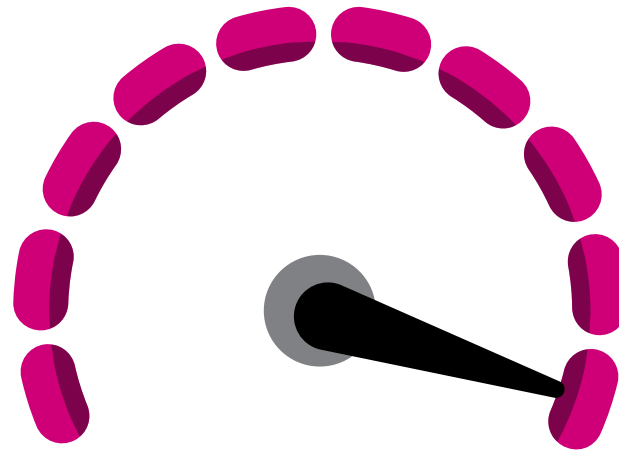
**Dr. Ranabir Sanyal**  
**Company Secretary &  
Compliance Officer**

A qualified Company Secretary & Law Graduate with 20+ years experience in DHFL Group & Reliance Retail Group

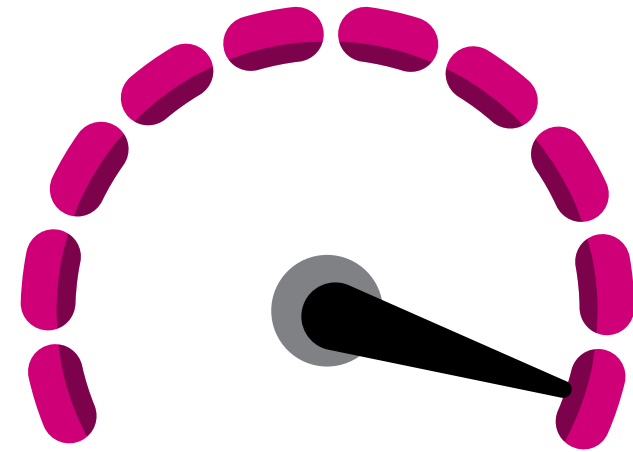
# Competitive Advantage



Balanced portfolio having presence in over 70+ locations and 16 states

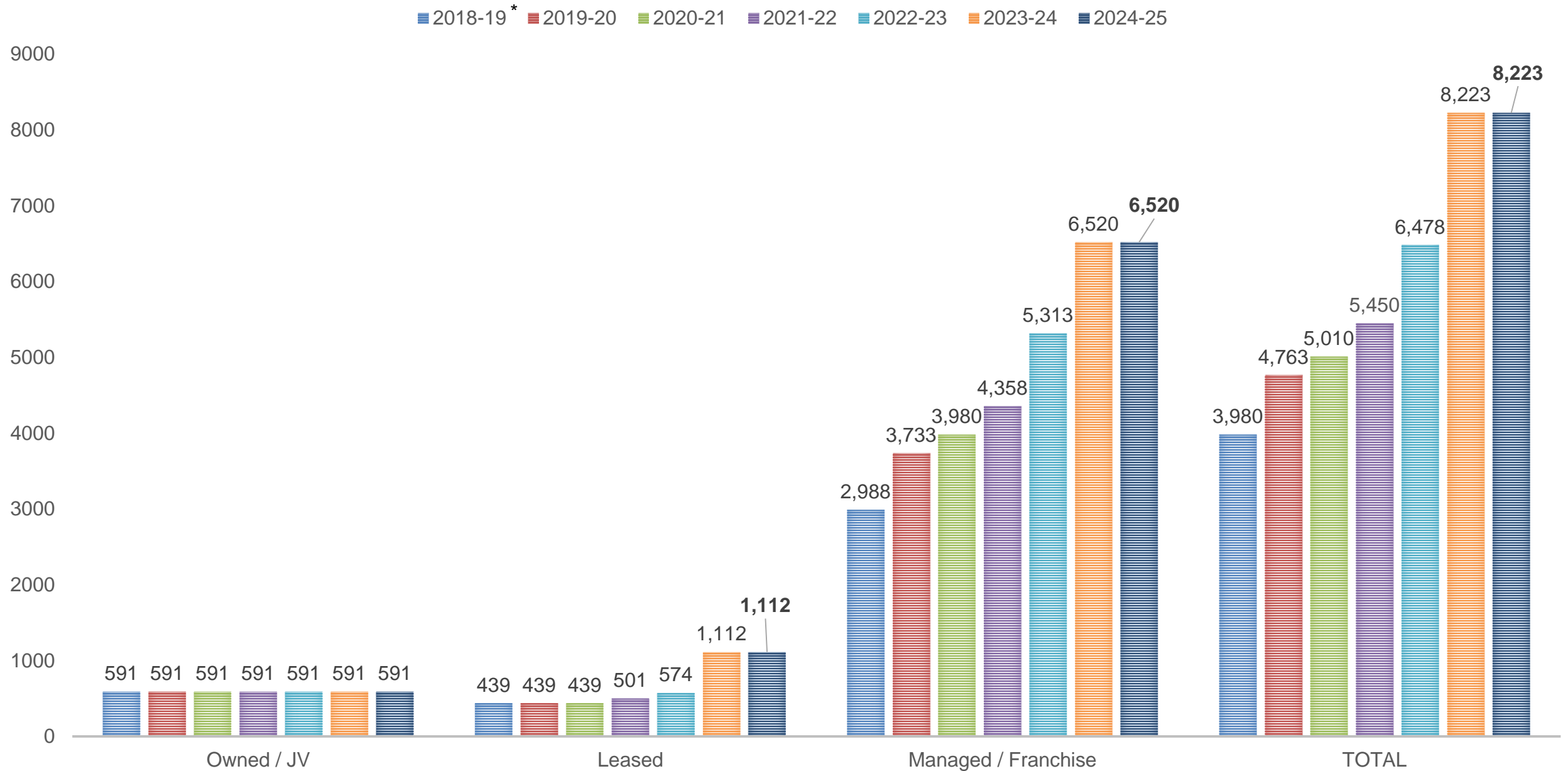


Strong sales presence across major source markets in India



Affordable luxury having plethora of options for modern travelers

# Growth In Rooms



\* Includes Signed Hotels

# Upcoming Hotels

SI No	Hotel Name	City / Location
1	Regenta Central	Tirupati
2	Regenta Inn	Tezpur Assam
3	Regenta Inn	Raipur
4	Regenta Inn	Gwalior
5	Regenta Resort	Pushkar
6	Regenta Place	Jaipur
7	Regenta Central	Varanasi
8	Regenta Place / Central	Bhadoli
9	Regenta Central	Gurgaon Sector 70
10	Regenta Place	Vrindavan, Uttarpradesh
11	Regenta Central	Jamshedpur
12	Regenta Resort	Dapoli
13	Regenta Inn	Dhule
14	Regenta Central	Solapur
15	Regenta Central	Nanded
16	Regenta Resort	Gir
17	Regenta Central	Rajkot
18	Regenta Resort	Bhavnagar
19	Regenta	Mumbai
20	Regenta Resort	Mulshi, Pune
21	Regenta Resort	Statue of Unit
22	Regenta Central	Dwarka
23	Regenta Central Lalitpur	Nepal
24	Regenta Resort	Chitwan, Nepal

24+  
Hotels

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1900+  
Keys

# Financial Overview



Quarterly & Half Year  
Highlights and Financial  
results



Margins



Consolidated Income  
Statement & Balance  
Sheet snapshot



Shareholding



# Occupancy & ARR

Segment	Q1 of FY23-24	Q4 of FY23-24	Q1 of FY24-25
Average Occupancy (JLO)	78%	72%	70%
Average Room Rate (JLO) (Rs)	5,227	6,024	5,168
Average Occupancy (Managed)	64%	65%	62%
Average Room Rate (Managed) (Rs)	3,941	3,982	3,823



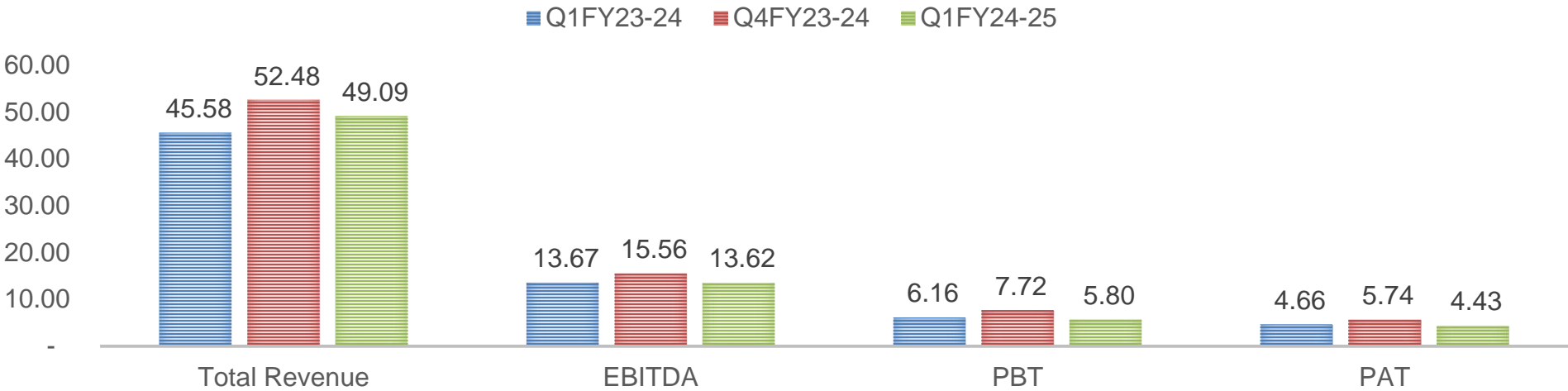
# Segment Wise Keys Snapshot

Asset  
Portfolio

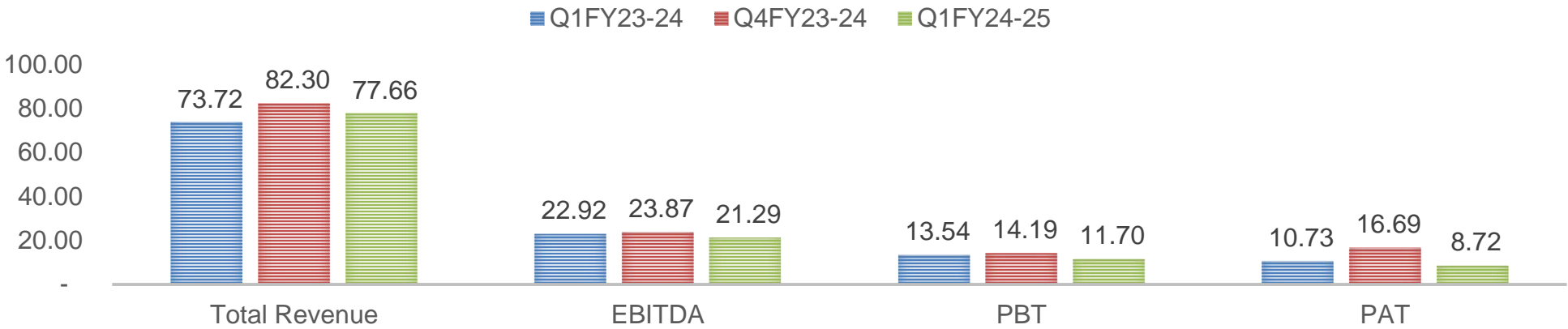
Category	Owned	Leased	JV	Managed / Franchise	Total
5 Star	268	-	139	-	407
4 Star	130	396	-	2527	3053
Service Apartment	-	67	-	71	138
Resort/Heritage/MICE	-	142	54	803	999
3 Star / Budget	—	83	-	1715	1798
Total Keys	398	688	193	5116	6395

# Financial Results For Quarter Ending June 2024

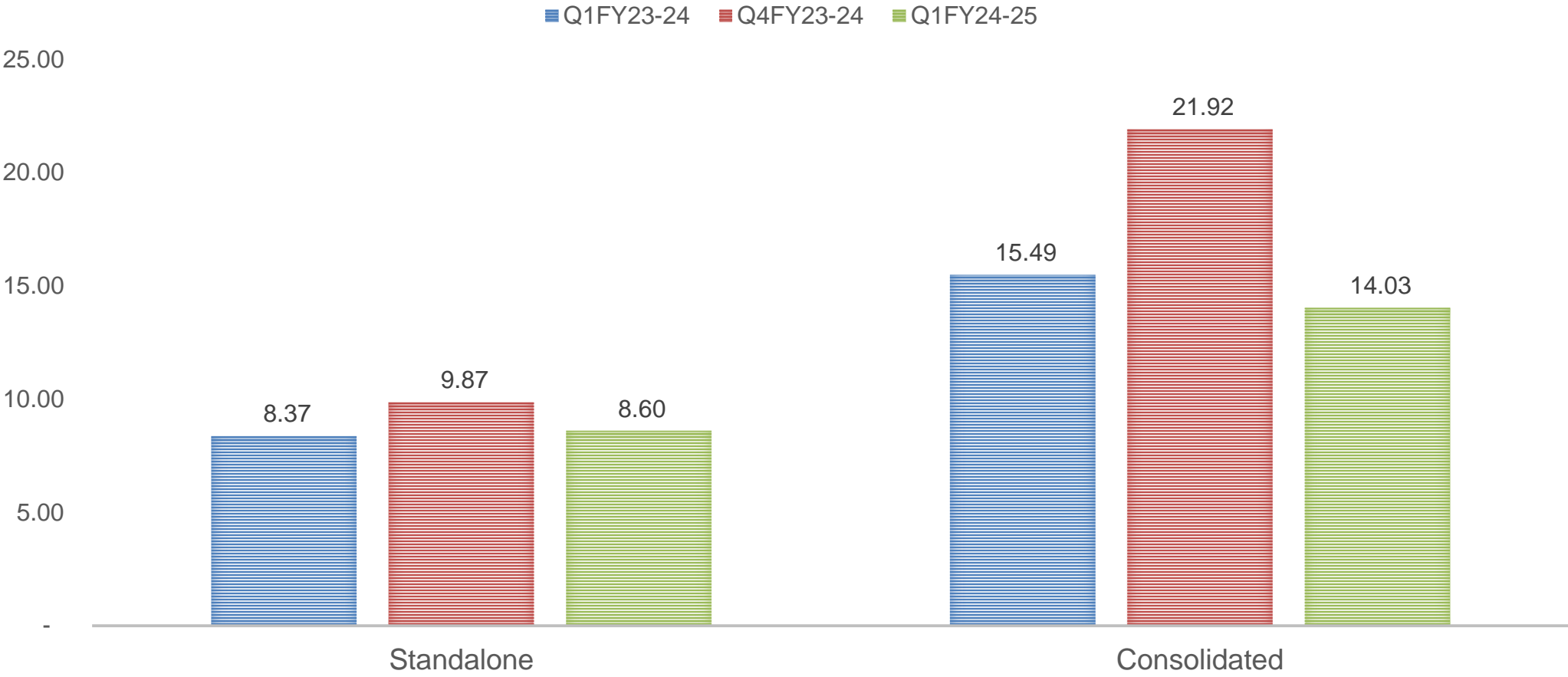
Standalone



Consolidated

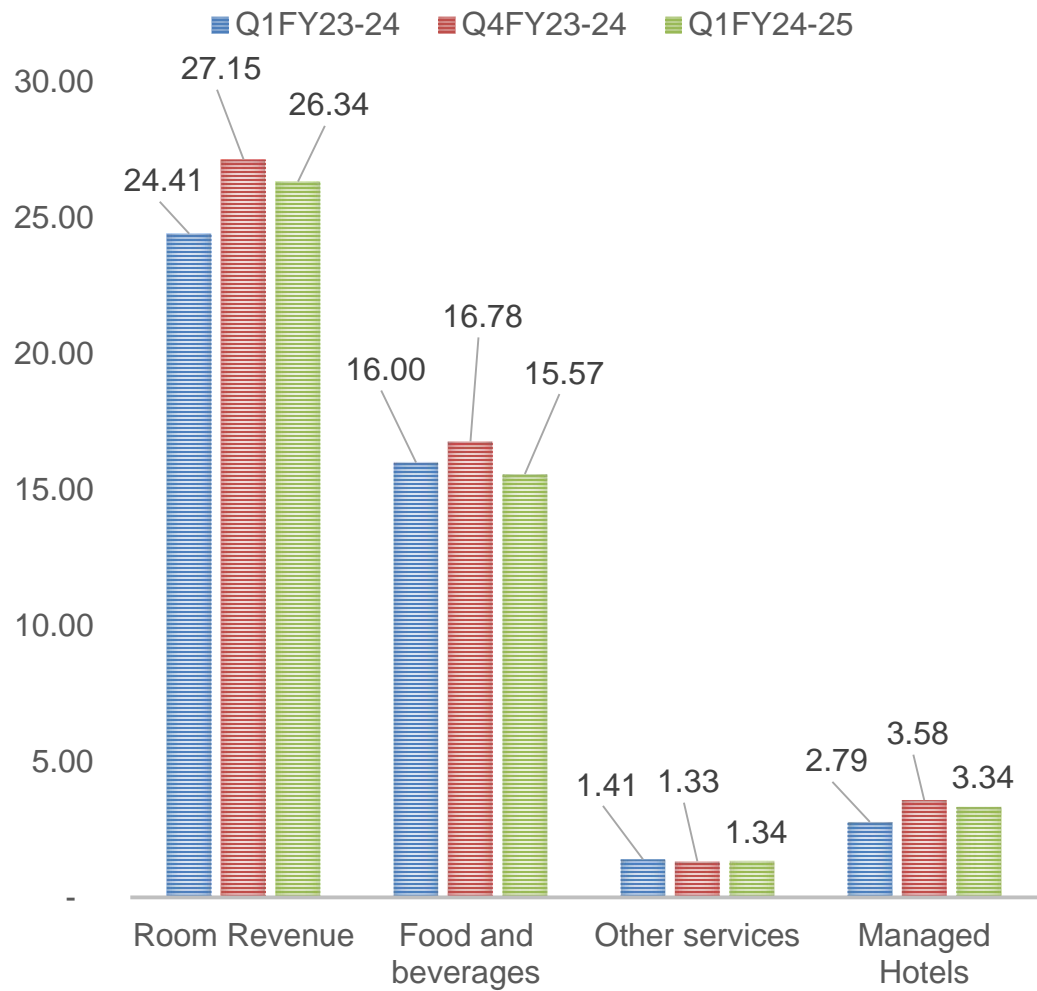


# Standalone & Consolidated Cash Profit For Quarter Ending June 2024

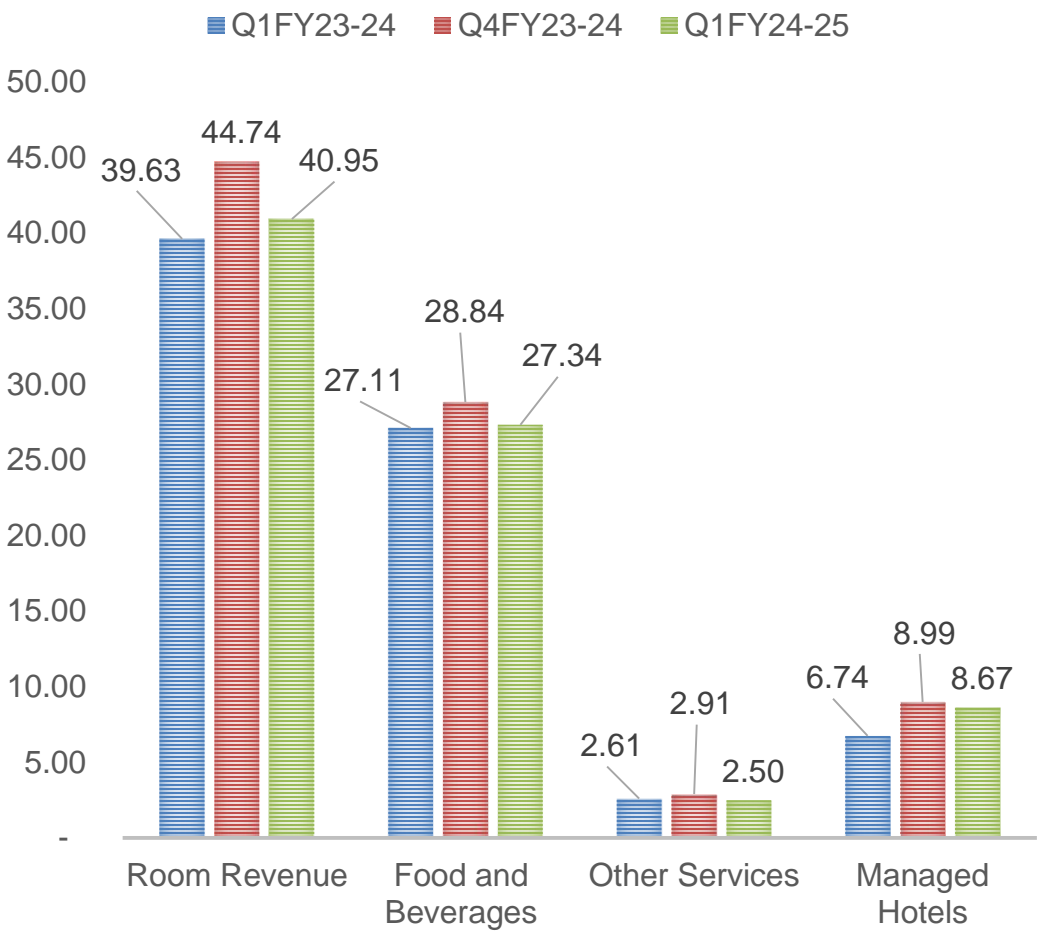


# Revenue Breakup Including Associate For Quarter Ending June 2024

Standalone

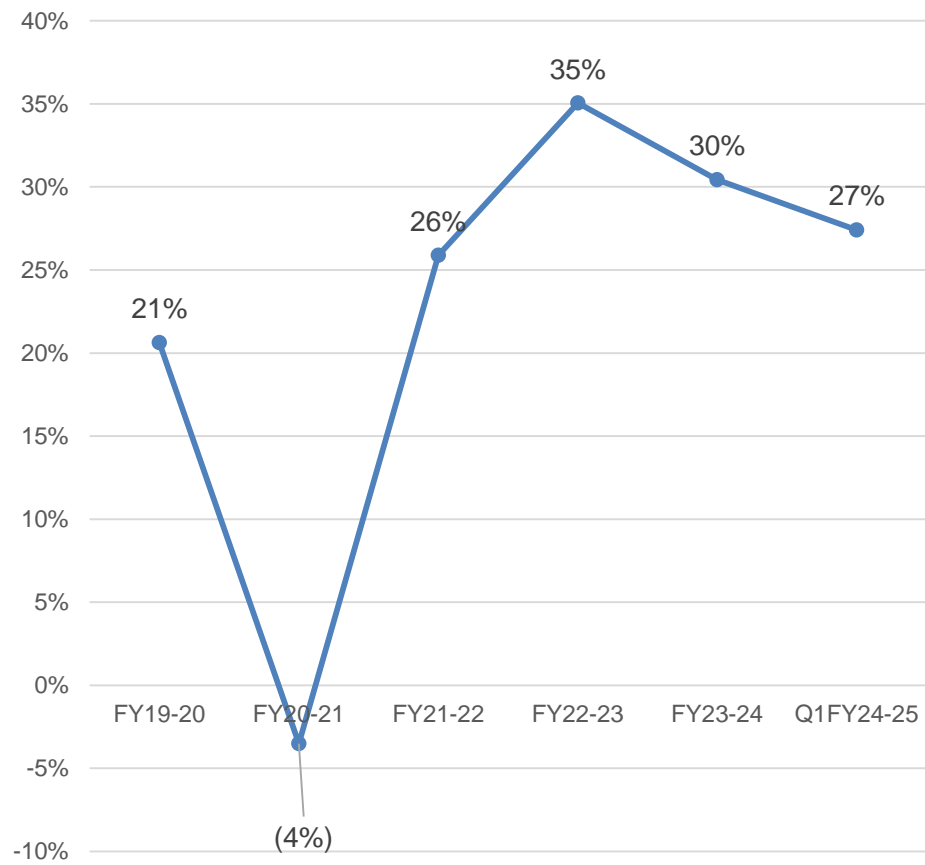


Consolidated

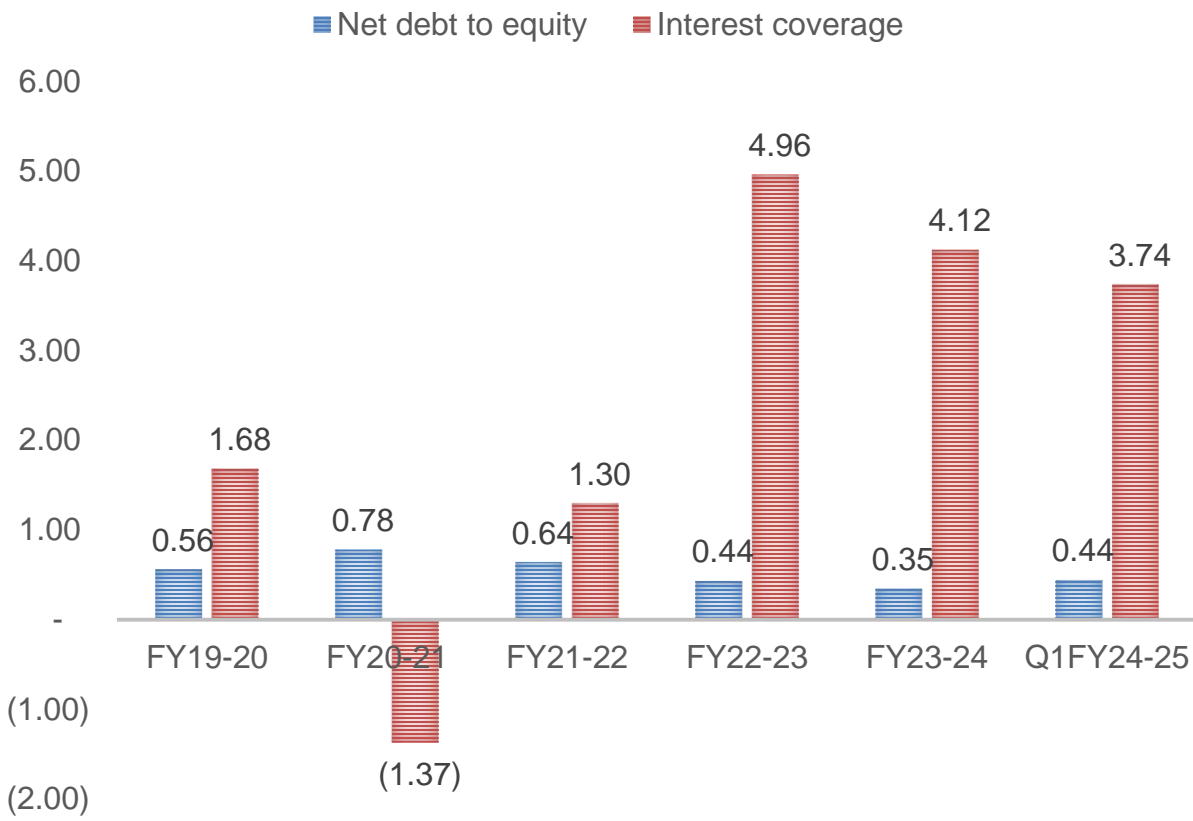


# Consolidated EBITDA Margins & Ratio For Quarter Ending June 2024

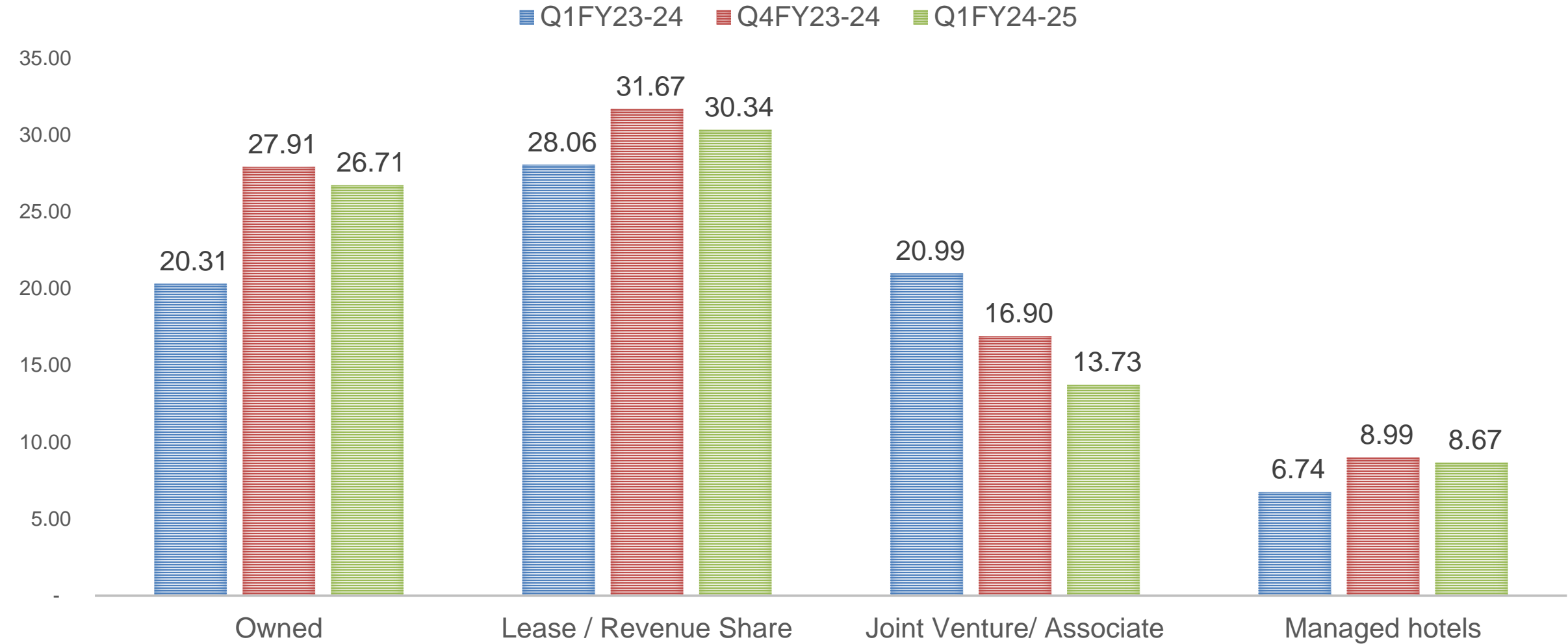
EBITDA



Ratio

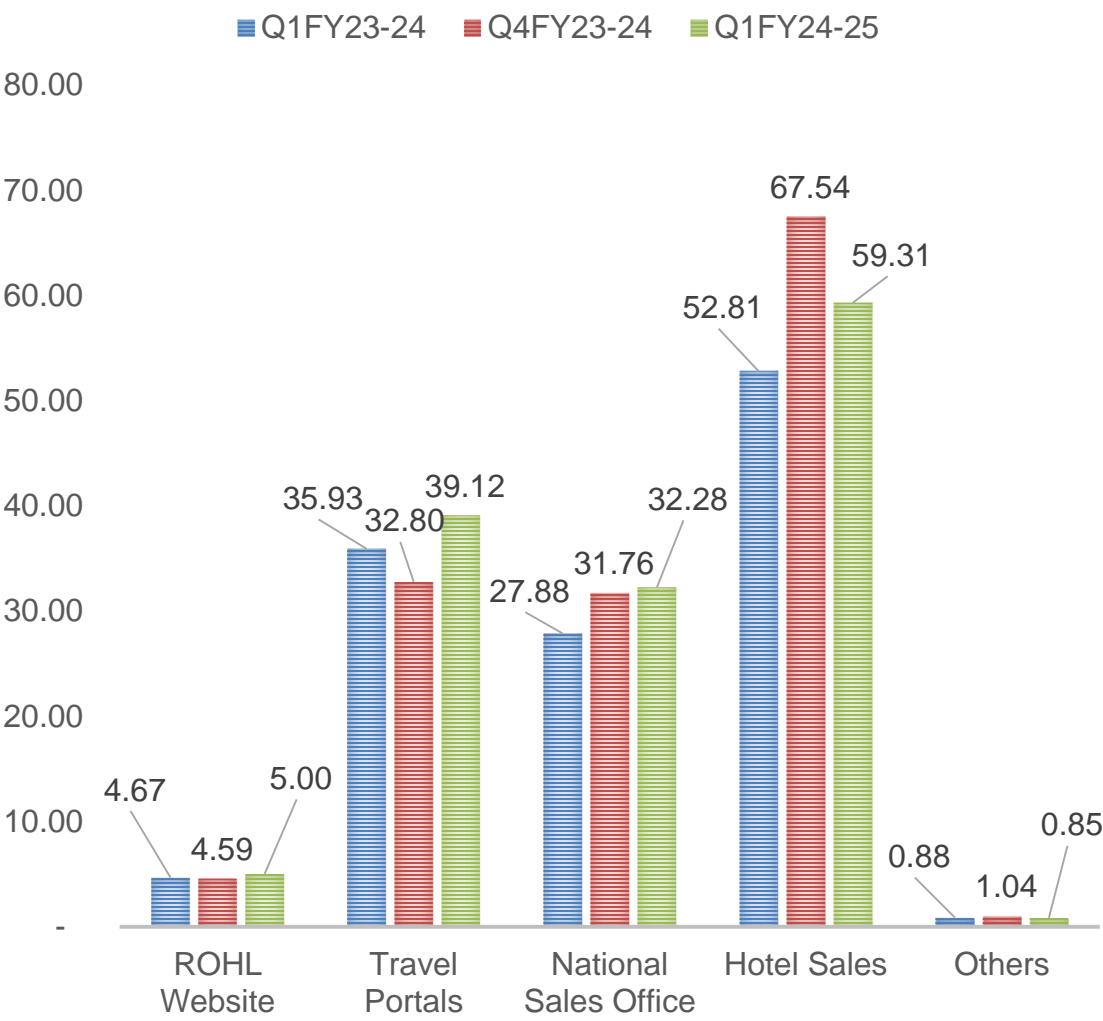


# Consolidated Revenue Breakup Including Associate - Segment Wise For Quarter Ending June 2024

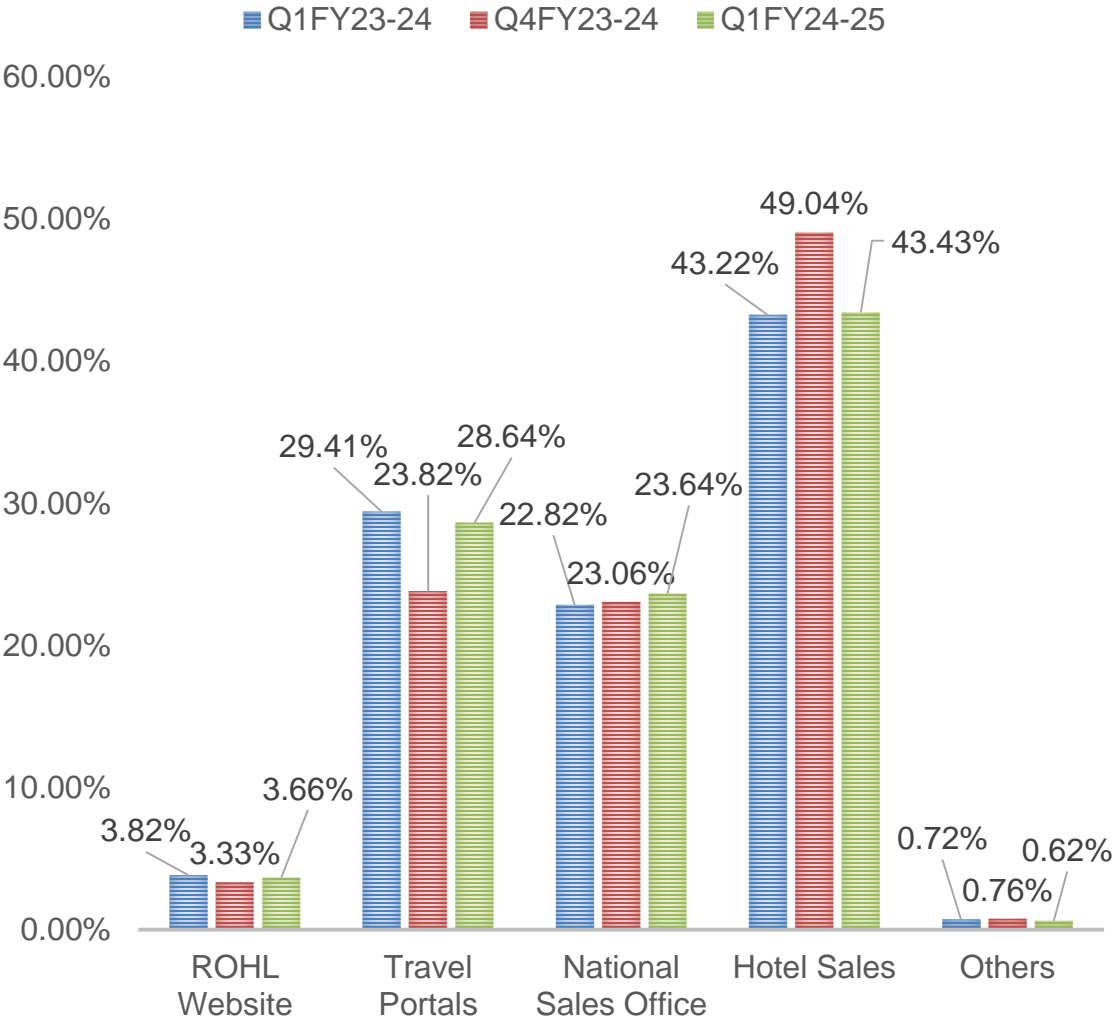


# Source Wise Room Revenue Including Managed Hotels For Quarter Ending June 2024

In Numbers



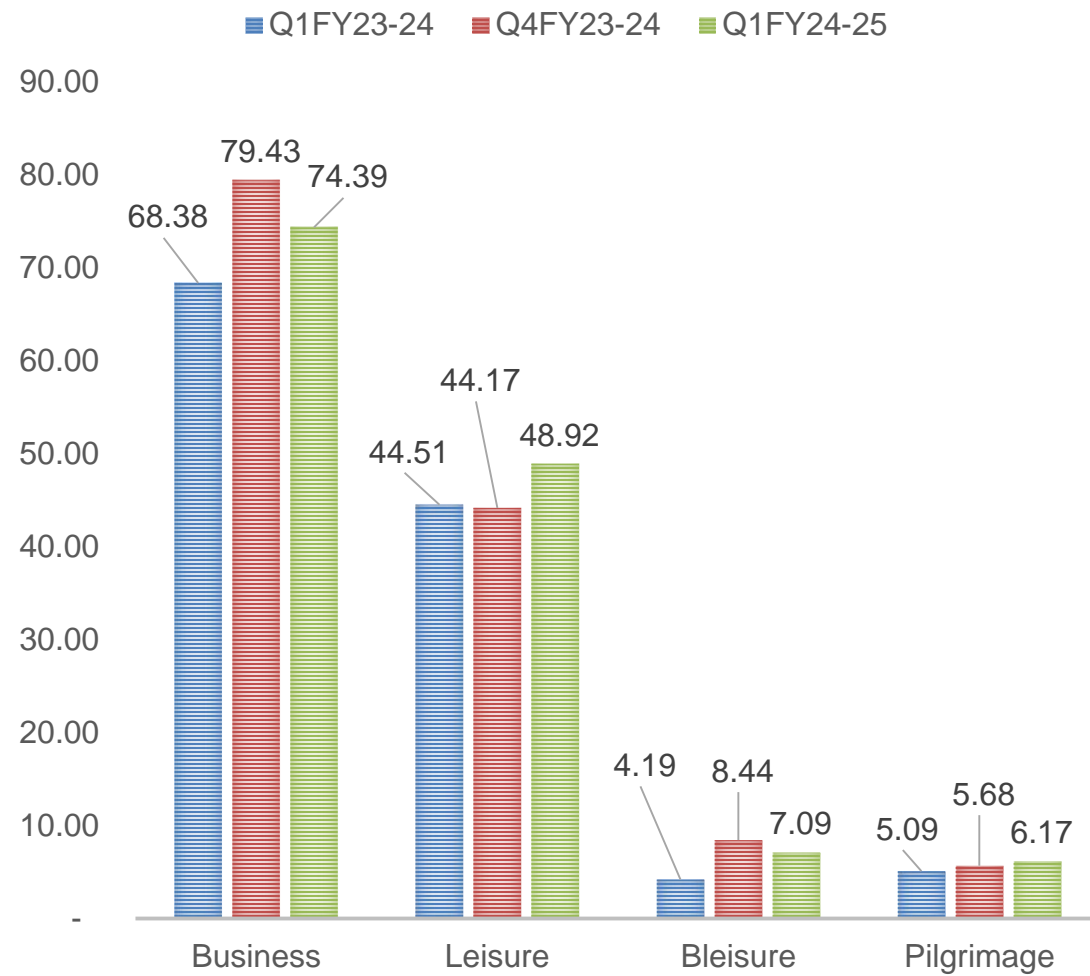
In %



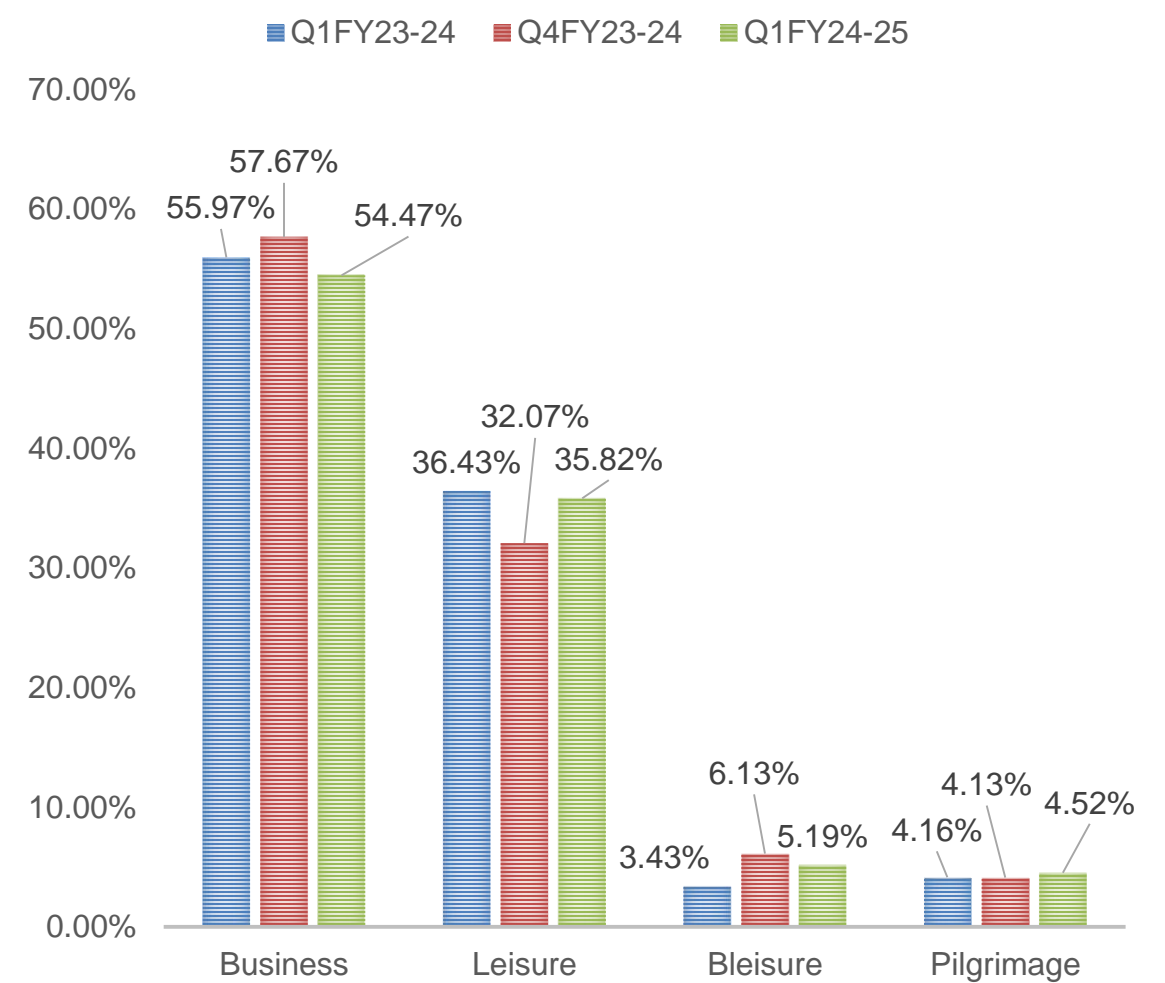


# Segment Wise Room Revenue Including Managed Hotels For Quarter Ending June 2024

## In Numbers



## In %



## City Wise Statistics (Occupancy % | ARR | RevPar)

City		Q1FY23-24	Q4FY23-24	Q1FY24-25
Bangalore	Occupancy %	66.61%	68.96%	72.62%
	ARR (Rs)	4,627	4,601	4,615
	RevPar (Rs)	3,082	3,173	3,351
Mumbai	Occupancy %	56.19%	85.90%	67.00%
	ARR (Rs)	5,276	5,562	5,445
	RevPar (Rs)	2,964	4,778	3,648
Goa	Occupancy %	82.78%	72.48%	76.66%
	ARR (Rs)	5,066	6,124	4,886
	RevPar (Rs)	4,193	4,438	3,745
Jaipur	Occupancy %	74.57%	80.35%	57.12%
	ARR (Rs)	2,896	4,238	3,375
	RevPar (Rs)	2,159	3,405	1,928
Kolkata	Occupancy %	81.53%	81.85%	78.58%
	ARR (Rs)	3,339	3,866	3,507
	RevPar (Rs)	2,722	3,164	2,756
Chennai	Occupancy %	45.91%	54.42%	35.89%
	ARR (Rs)	3,466	3,277	3,368
	RevPar (Rs)	1,591	1,783	1,209

# Consolidated Cost % on Total Income

Rs. In Crore

Particulars	Q1FY23-24	Q4FY23-24	Q1FY24-25
Raw Material Costs as a % of F&B Revenue			
F&B Revenue	24.01	25.63	24.63
Raw Material Cost	6.95	7.19	7.18
% of Rev	28.94%	28.05%	29.16%
Payroll Costs as a % of Revenue			
Revenue	68.89	76.20	73.01
Payroll Cost	17.08	19.48	20.69
% of Rev	24.79%	25.56%	28.34%
Corp. Overhead as a % of Revenue			
Revenue	68.89	76.20	73.01
Corp. Overhead Cost	3.65	4.30	4.27
% of Rev	5.30%	5.65%	5.85%
Other Operating Costs as a % of Revenue			
Revenue	68.89	76.20	73.01
Other Operating Cost	26.77	31.76	28.50
% of Rev	38.86%	41.67%	39.03%

## Guest Break Up Details

Particulars	Q1FY23-24	Q4FY23-24	Q1FY24-25
Domestic Guests (No.)	1,18,397	1,04,180	1,04,280
Foreign Guests (No.)	7,175	17,411	10,975
Total (No.)	1,25,572	1,21,591	1,15,255
% Domestic	94.29%	85.68%	90.48%
% Foreign Guest	5.71%	14.32%	9.52%

# Consolidated Financial Results With & Without INDAS

## For Quarter Ending June 2024

Particulars	With INDAS			Without INDAS		
	QE Jun 23	QE Mar 24	QE Jun 24	QE Jun 23	QE Mar 24	QE Jun 24
Total Income	73.72	82.30	77.66	73.72	82.30	77.66
EBITDA	22.92	23.87	21.29	18.66	19.07	16.23
Depreciation	4.76	5.23	5.31	1.69	1.80	1.83
EBIT	18.16	18.64	15.98	16.97	17.27	14.40
Finance Cost	4.62	4.45	4.28	1.94	1.44	1.31
PBT	13.54	14.19	11.70	15.03	15.83	13.09
Tax expense	3.34	(0.99)	3.18	3.34	(0.99)	3.18
PAT	10.20	15.18	8.53	11.69	16.82	9.91
Share of Associate Profit	0.53	1.51	0.19	0.53	1.51	0.19
PAT After Associate	10.73	16.69	8.72	12.22	18.33	10.11

# Standalone Financial Results With & Without INDAS

## For Quarter Ending June 2024

Particulars	With INDAS			Without INDAS		
	QE Jun 23	QE Mar 24	QE Jun 24	QE Jun 23	QE Mar 24	QE Jun 24
Total Income	45.58	52.48	49.09	45.58	52.48	49.09
EBITDA	13.67	15.56	13.62	9.78	11.16	8.98
Depreciation	3.71	4.14	4.17	0.83	0.92	0.95
EBIT	9.96	11.43	9.45	8.95	10.25	8.03
Finance Cost	3.79	3.71	3.65	1.39	1.01	1.00
PBT	6.17	7.72	5.79	7.56	9.24	7.03
Tax expense	1.50	2.10	1.36	1.50	2.10	1.36
PAT	4.67	5.62	4.43	6.06	7.14	5.67

# Standalone Financials For Quarter Ending June 2024

Particulars	Q1FY24-25	Q4FY23-24	Q1FY23-24
- Room nights	26.34	27.15	24.41
- Food and beverages	15.57	16.78	16.00
- Other services	4.68	4.91	4.20
<b>Income from Operations</b>	<b>46.59</b>	<b>48.85</b>	<b>44.61</b>
Other Income	2.50	3.63	0.97
<b>Total Income</b>	<b>49.09</b>	<b>52.48</b>	<b>45.58</b>
Cost of Material Consumed	4.85	4.86	4.67
Employee Benefits Expense	10.68	10.19	8.76
Power and fuel Expense	4.86	3.97	4.41
Rent Expense	2.83	3.35	2.92
Other Expenses	12.25	14.55	11.16
<b>Total Expense</b>	<b>35.47</b>	<b>36.91</b>	<b>31.91</b>
<b>EBITDA</b>	<b>13.62</b>	<b>15.56</b>	<b>13.67</b>
EBITDA Margin (%)	28%	30%	30%
Depreciation	4.17	4.14	3.71
<b>EBIT</b>	<b>9.45</b>	<b>11.42</b>	<b>9.96</b>
Finance Cost	3.65	3.71	3.79
<b>PBT</b>	<b>5.80</b>	<b>7.72</b>	<b>6.16</b>
Tax expense	1.36	1.98	1.50
<b>PAT</b>	<b>4.43</b>	<b>5.74</b>	<b>4.66</b>
Other Comprehensive Income/(Loss)	-	(0.12)	-
<b>Total Comprehensive Income</b>	<b>4.43</b>	<b>5.62</b>	<b>4.66</b>
Net Profit Margin (%)	9%	11%	10%
EPS (In Rs)	1.62	2.09	1.70

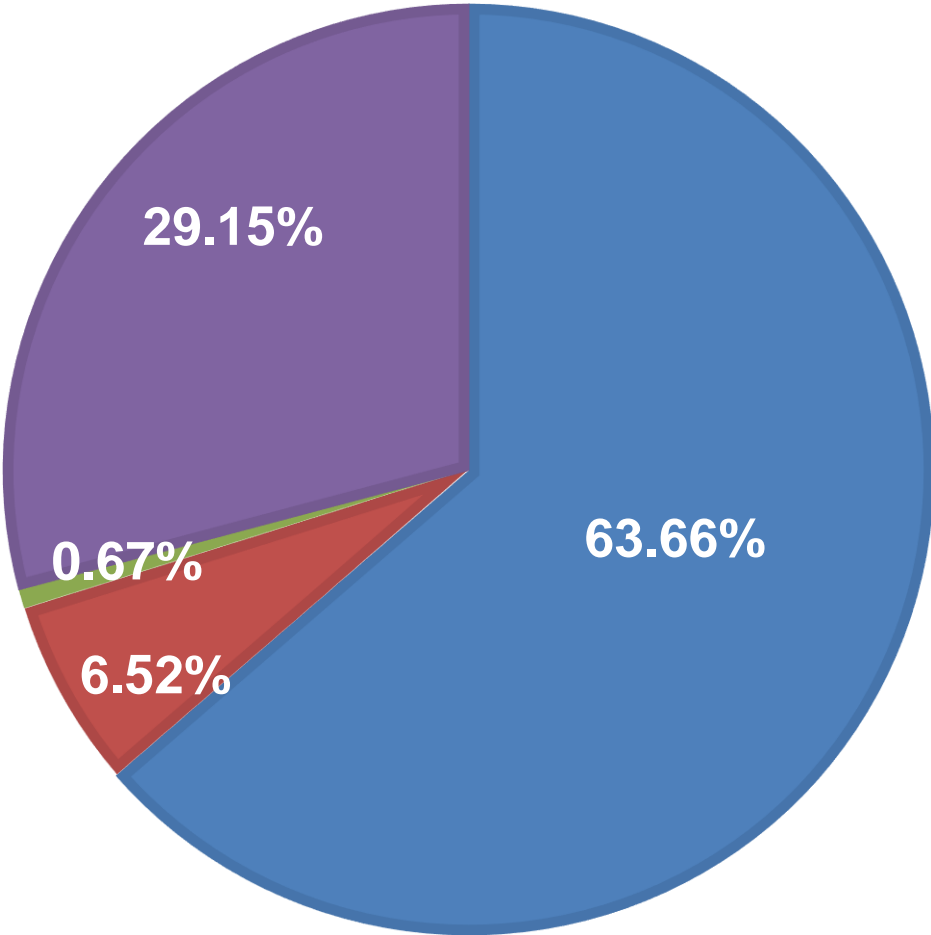
# Consolidated Financials For Quarter Ending June 2024

Particulars	Q1FY24-25	Q4FY23-24	Q1FY23-24
- Room nights	37.28	38.86	35.70
- Food and beverages	24.63	25.63	24.01
- Other services	11.10	11.71	9.19
<b>Income from Operations</b>	<b>73.01</b>	<b>76.20</b>	<b>68.89</b>
Other Income	4.65	6.09	4.83
<b>Total Income</b>	<b>77.66</b>	<b>82.30</b>	<b>73.72</b>
Cost of Material Consumed	7.18	7.19	6.95
Employee Benefits Expense	20.69	19.48	17.08
Power and fuel Expense	6.00	5.06	5.55
Rent Expense	3.11	3.50	3.04
Other Expenses	19.39	23.20	18.19
<b>Total Expense</b>	<b>56.37</b>	<b>58.42</b>	<b>50.80</b>
<b>EBITDA</b>	<b>21.29</b>	<b>23.87</b>	<b>22.92</b>
EBITDA Margin (%)	27%	29%	31%
Depreciation	5.31	5.23	4.76
<b>EBIT</b>	<b>15.98</b>	<b>18.64</b>	<b>18.16</b>
Finance Cost	4.28	4.45	4.62
<b>PBT</b>	<b>11.70</b>	<b>14.19</b>	<b>13.54</b>
Tax expense	3.18	(0.99)	3.34
<b>PAT</b>	<b>8.52</b>	<b>15.18</b>	<b>10.20</b>
Share of Profit of associate	0.19	1.51	0.53
<b>Net Profit/(Loss) for the period and Share of Profit of associate</b>	<b>8.72</b>	<b>16.69</b>	<b>10.73</b>
Other Comprehensive Income/(Loss)	(0.21)	(0.24)	(0.03)
<b>Total Comprehensive Income</b>	<b>8.51</b>	<b>16.45</b>	<b>10.70</b>
Net Profit Margin (%)	11%	20%	15%
EPS (In Rs)	3.21	6.06	3.53



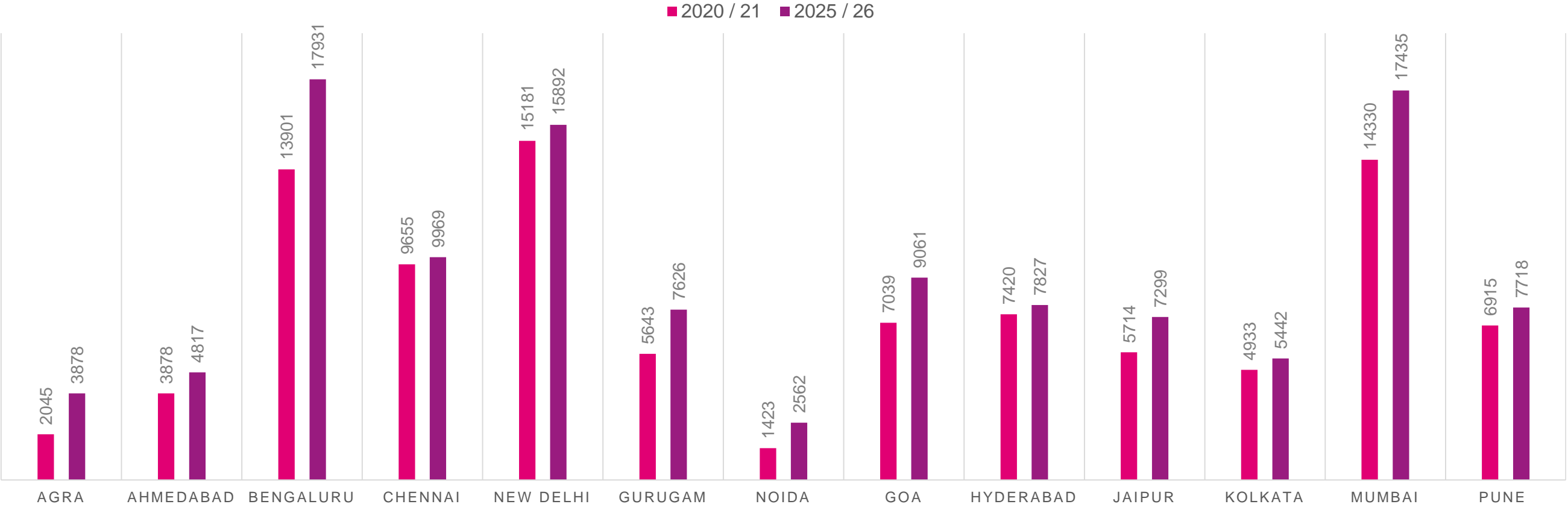
# Shareholding Pattern as on 30<sup>th</sup> June 2024

■ Promoter   ■ Foreign Portfolio Investors   ■ Institutional Investors   ■ OTHERS



Promoter	63.66%
Foreign Portfolio Investors	6.52%
Institutional Investors	0.67%
Others	29.15%
Total	100%

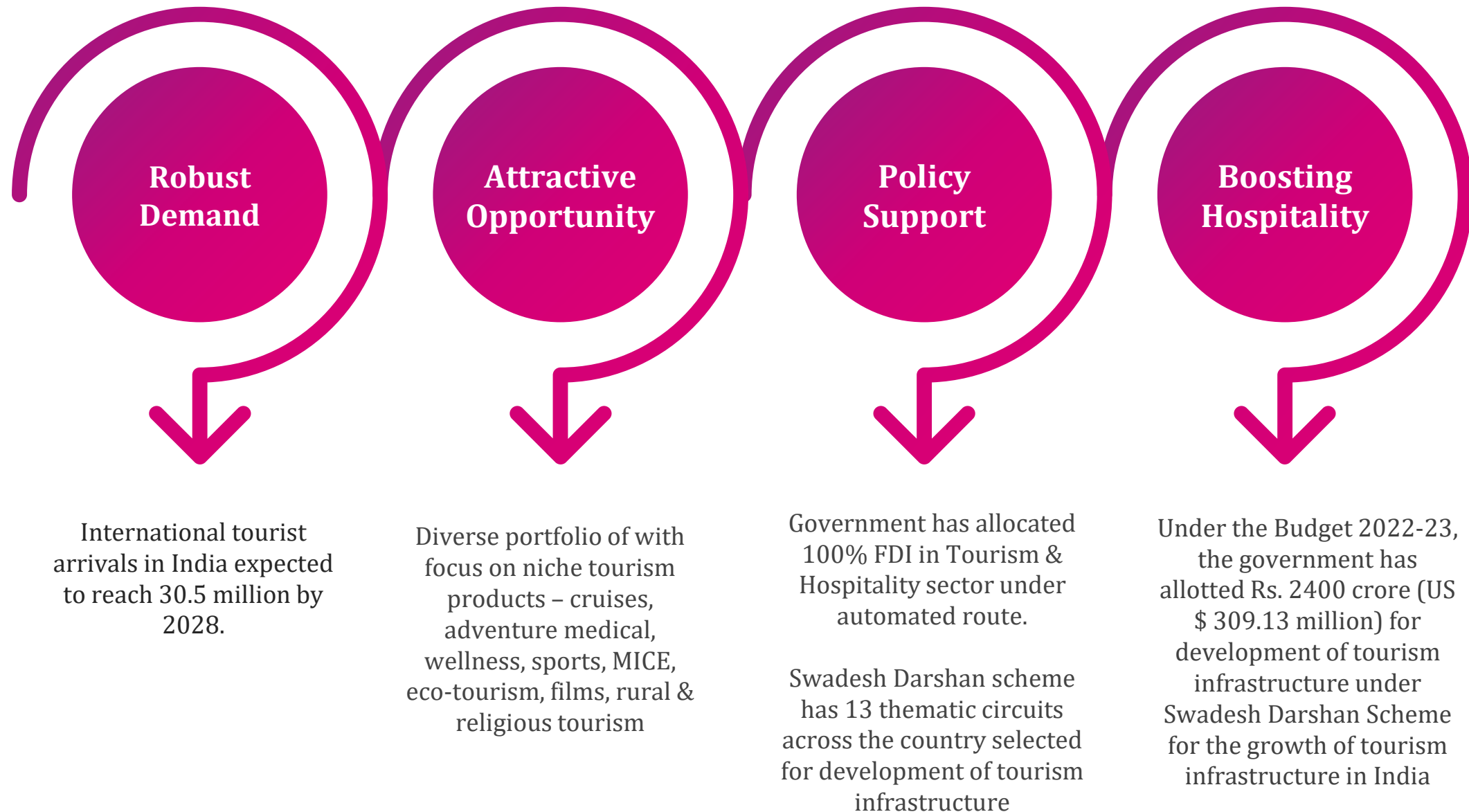
PROPOSED BRANDED HOTEL ROOMS ACROSS MAJOR CITIES



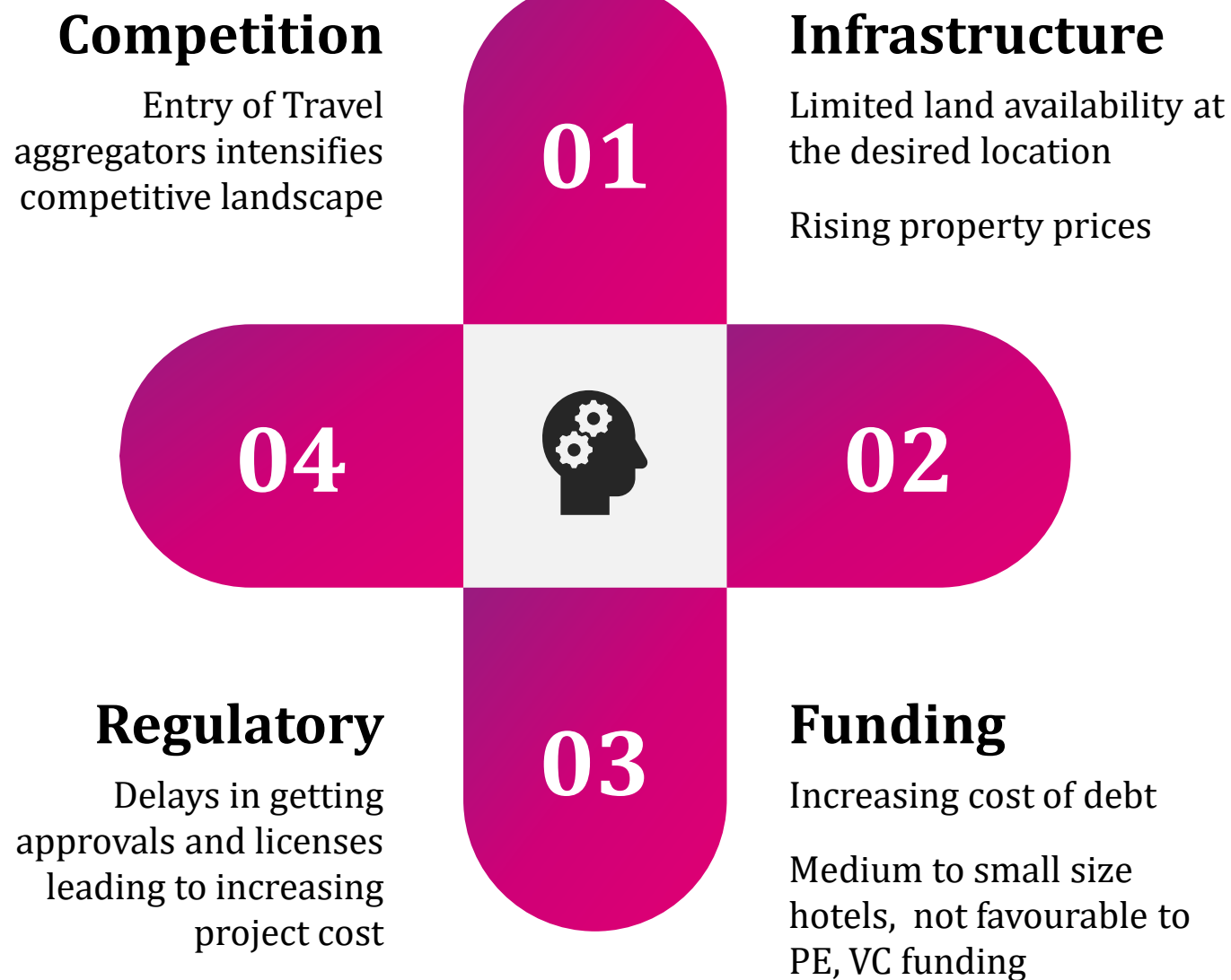
Source: India Hospitality Trends & Opportunity report by Hotelivate

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





# Business Overview



**Our Business Structure**

**Our Business Model**

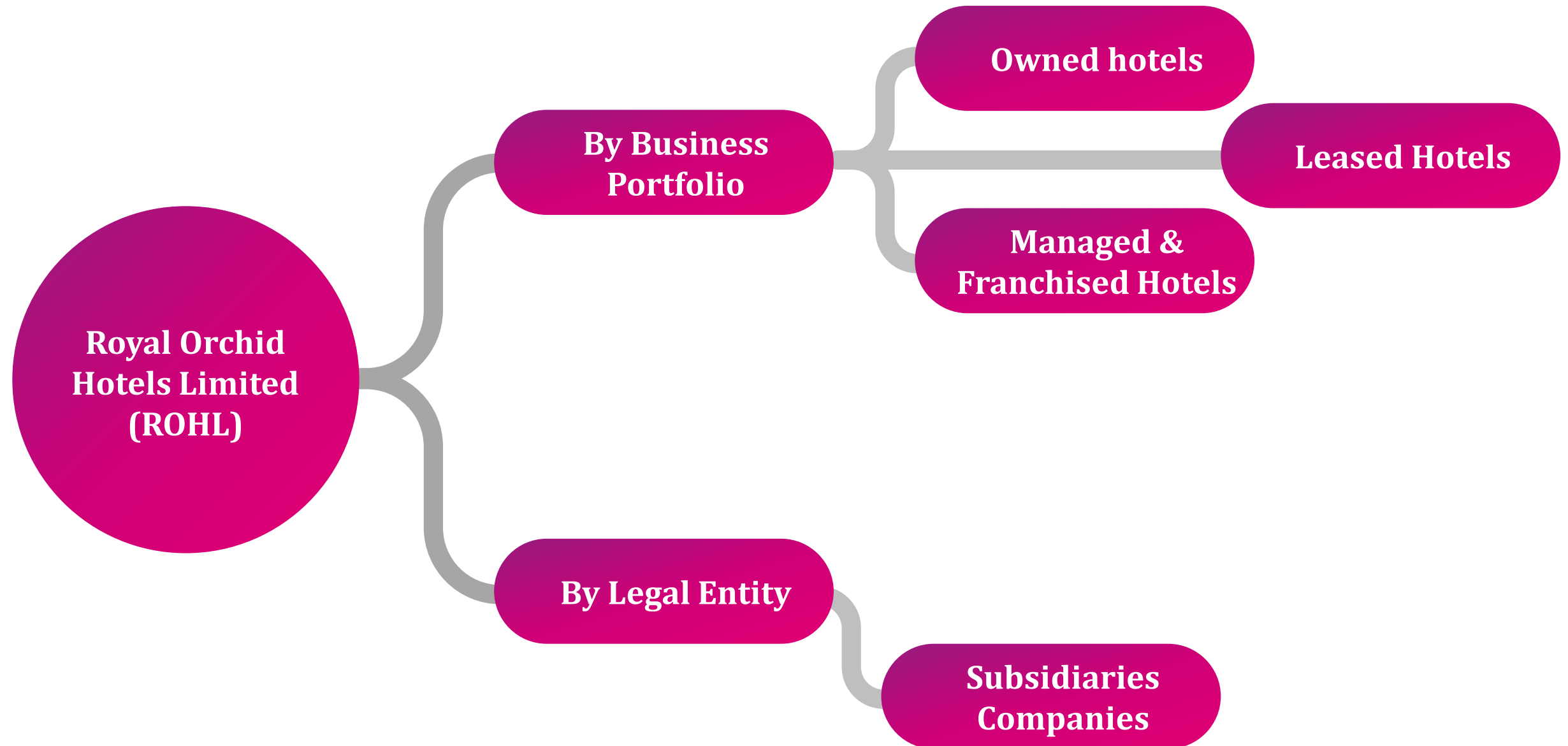


**Our Offerings**

**Competitive Advantage**



# Our Business Structure



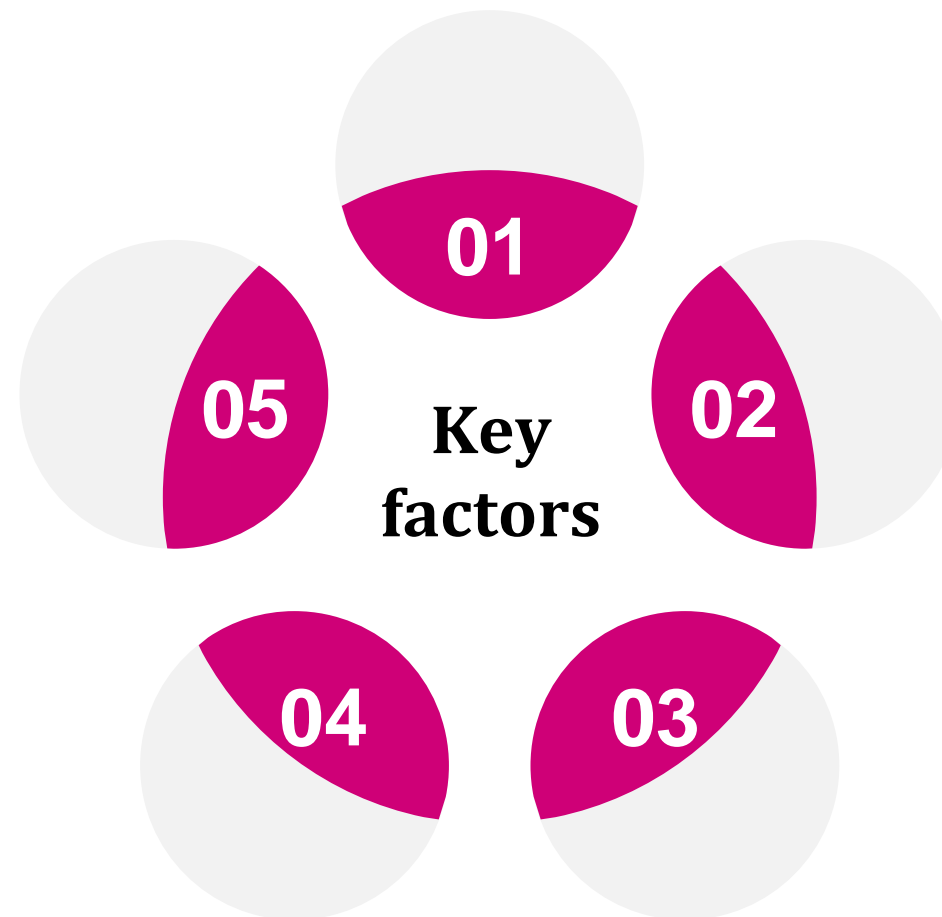
# Our Business Model -Asset Light Model

**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



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 IIHM 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







**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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