ROYAL ORCHID HOTELS LTD.,

Corporate Office :
1, Golf Avenue, Adjoining KGA Golf Course,
HAL Airport Road, Kodihalli, Bangalore - 560 008, India.
T +91 80 406 12345, F : +91 80 406 12346
www.royalorchidhotels.com
CIN : L55101KA1986PLC007392

Date: 16th November, 2016

To,
The Manager,
Listing Compliance,
Department of Corporate Services,
BSE Limited,
Floor 25, P. J. Towers,
Dalal Street,
Mumbai - 400 001
BSE Scrip Code: 532699

To,
The Manager,
Listing Compliance,
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,

Subject: Intimation of schedule of Analyst/Institutional Investor Meetings under Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015 ("LODR")

Pursuant to Part A of Schedule III and Regulation 30(6) of the LODR, we hereby inform you that the Analyst/Institutional Investors' conference has been held on 16th November, 2016 in Mumbai with the following Analysts/Institutional Investors and the Investor presentation is enclosed herewith.

Sr. No	Type of meeting	Name of Fund/Firm
1	Group Meeting	Canara HSBC OBC Life Insurance Company Limited
		ChrysCapital Investment Advisors
		Crescita Investment Management
		Girik Capital
		Premji Invest (PREMJI GROUP)
2	Group Meeting	Valuequest
3	One to One	ICICI Prudential Life Insurance
4	Group Meeting	GeoSphere Capital
		TCG Advisory Services

This is for the information and records of the Exchanges.

For **ROYAL ORCHID HOTELS LIMITED**

R. Sanyal

RANABIR SANYAL
COMPANY SECRETARY & COMPLIANCE OFFICER

Encl: a/a

Royal Orchid Hotels
Investor Presentation
Q2FY17

1 in every 11 people worldwide are employed by
TOURISM SECTOR

High Employment Potential Sector

Rs 10 Lakhs of Investment creates 90 Jobs

HOSPITALITY & TOURISM

is the largest contributor to GDP in service sector

ROYAL ORCHID HOTELS LTD

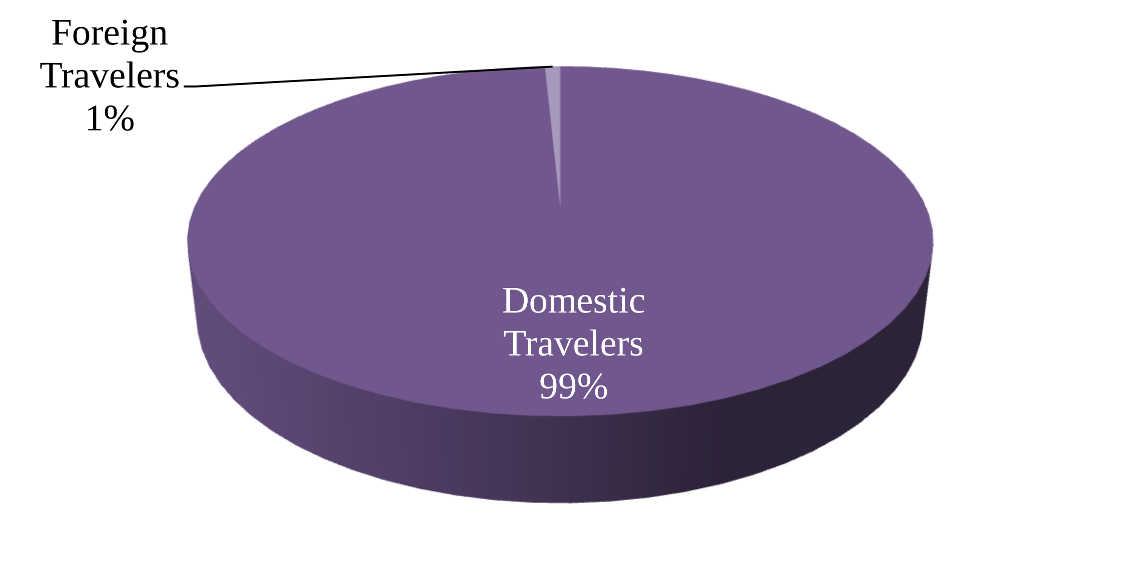
Investor Presentation
Q2 FY17 Results

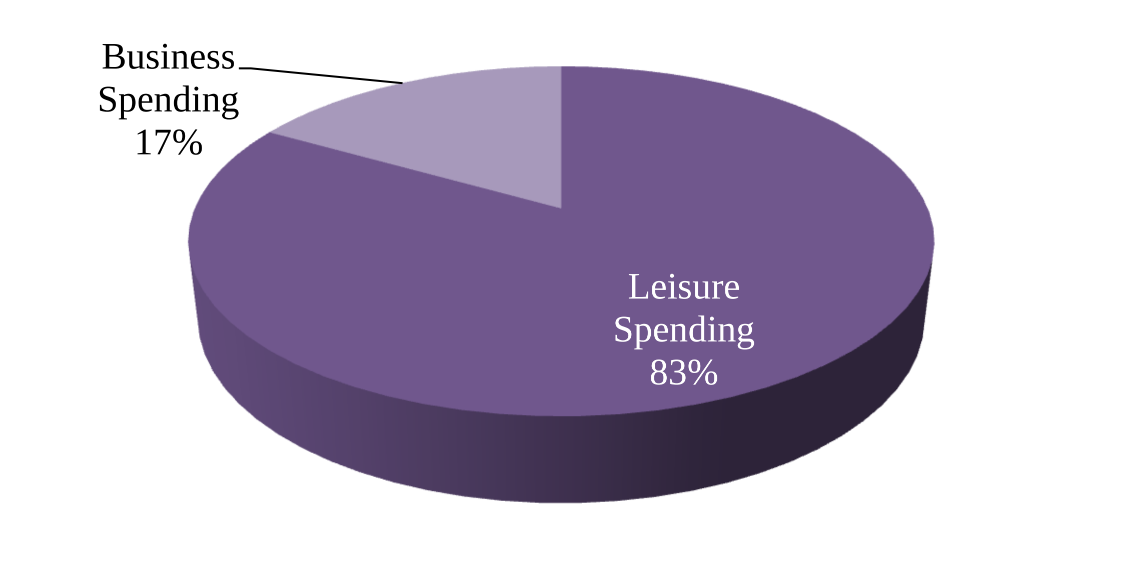
Discussion Outline

1	THE TOURISM & HOSPITALITY INDUSTRY	• Size, Opportunity, • Challenges
2	ROHL BUSINESS CARD	• Background, Management • Competitive Advantages
3	BUSINESS MODEL	• Asset Light Model, • Generate FCF, High Growth
4	FINANCIAL NUMBERS	• Q2 FY17 Results • Performance Highlights • Balance sheet and P & L statements

Indian Tourism Sector

According to the World Travel & Tourism Council's Economic Impact 2016 – India report, the total contribution of Travel and tourism to the GDP was Rs 8,309 billion (6.3% of the GDP) in 2015. This is expected to grow by 7.3% to Rs 8,913.6 billion in 2016 and eventually reach Rs 18,362.2 billion (7.2% of the GDP) by 2026.

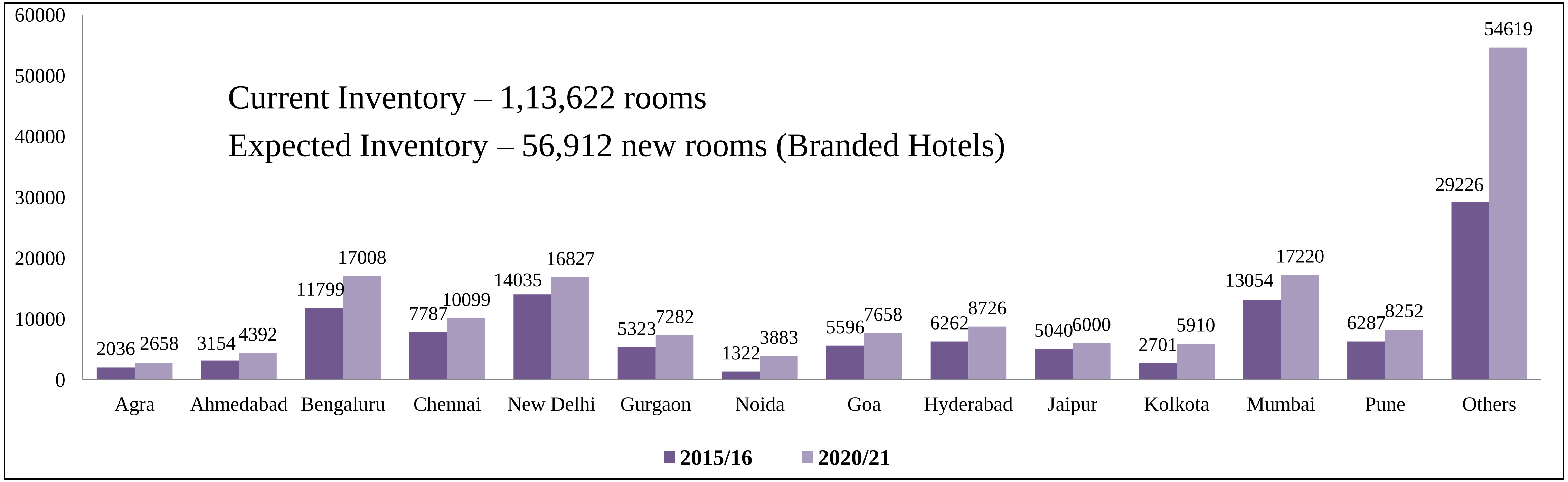




Source: Company

Government to facilitate 36 more countries for E-Tourist Visa in India

Huge Opportunity for Branded Hotels

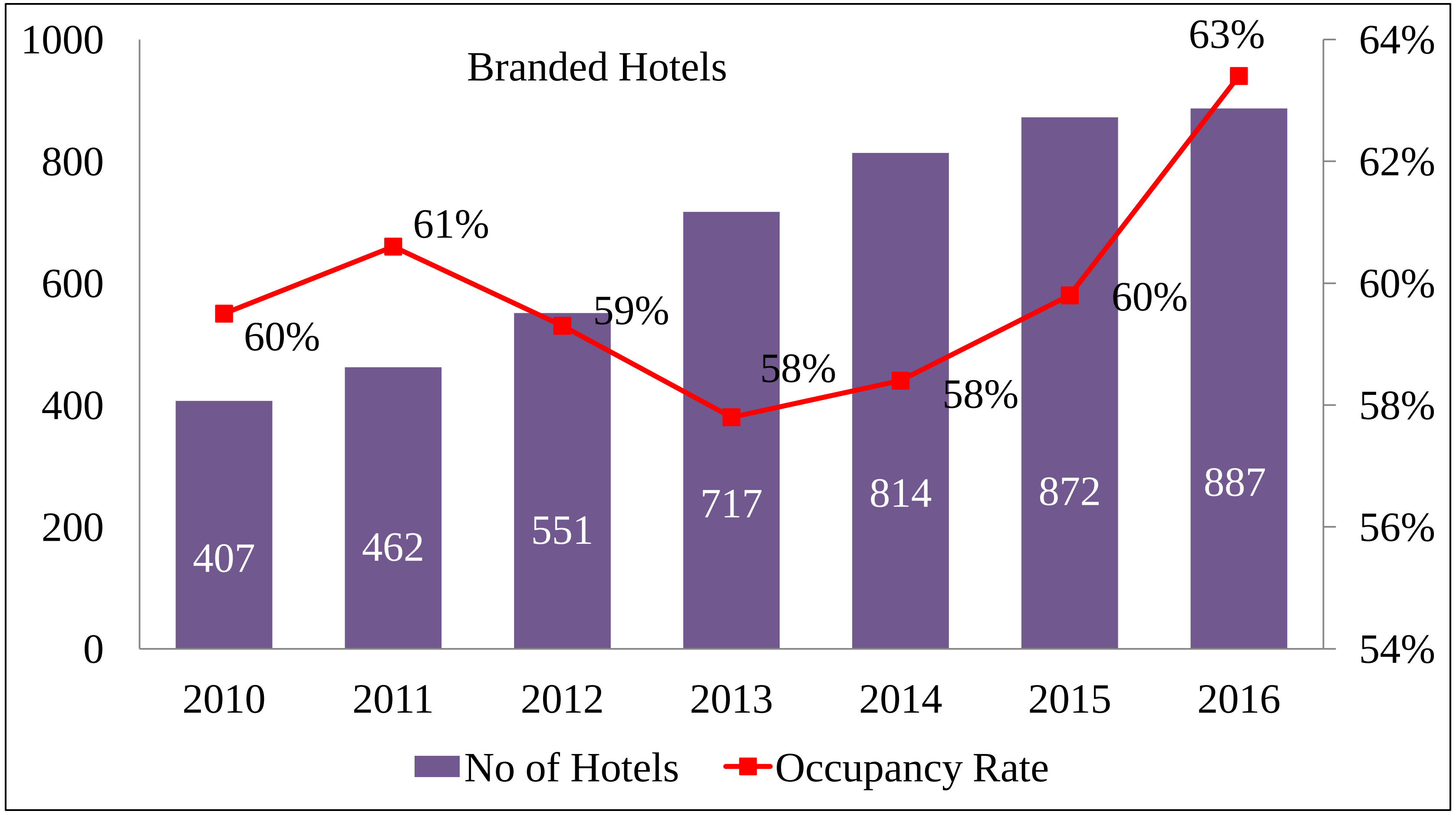


Source: Company

- Government allocation of Rs 159 crs to develop Infrastructure, attracts tourism
- E- Tourist Visa facility for 150 countries
- International Tourist Arrivals (ITA) grew by 4.2% in 2015 with CAGR of 6.2% in last 5 years
- Government cap of Rs 2,500 fare for one hour flights since June 2016

Factors Driving Growth
Government Spending on Infra
E- VISA facility
Raising Middle Class Income
Growth in Business Travelers
Booking convenience by Aggregators
Growth in Low cost Airlines

Supply Exceeded Demand



Source: HVS research

Supply	⬆
Demand	⬇
Occupancy	⬇
ARR	⬇

Supply exceeded demand leading to drop in occupancy and lower room rates

Hotel Industry – Scalability Issues

BRAND

- Brand drives Loyal customers membership which is key to profits
- Strong brand spends, need scale to justify. Scale needs a strong brand
- Quality of management at the hotel also a brand differentiator

+

CAPITAL INTENSIVE

- High Capital intensive business
- A typical 70 rooms hotel requires min cap-ex of Rs 675 mn– Rs 950 mn for refurbishment/interiors
- Op-ex includes establishment, employee and food & beverages, all upfront costs

+

ARR & OCCUPANCY

- Given the nature of business, it is still price sensitive
- Pricing and Quality of service a key driver for loyal customers
- All the other hotels give similar look and feel and service quality. This is where brand plays an important role
- Strong brand along with competitive room rates leads to higher occupancy

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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 25th Oct 2016	Units
CMP (Rs)	74.85
Market Cap (Rs cr)	196.77
MCap Free Float (Rs cr)	39.35
52 week high (Rs)	115.10
52 week low (Rs)	42.10
Face Value (Rs)	10
Promoter Holding	70.79%

5 Star	4 Star	Service Apartment	Budget Hotel
Hotel Royal Orchid	• **Royal Orchid Central** • **Regenta Hotels** - Regenta Central - Regenta Resorts	**Royal Orchid Suites**	**Regenta Inn**

Journey so far…

2001
Hotel Royal Orchid Bangalore

2003
Royal Orchid Central Bangalore

2004
Royal Orchid Metropole, Mysore

2006
Listed on 6th February
Royal Orchid Resort & Convention Centre, Bangalore

2007
Royal Orchid Golden Suites, Pune
Royal Orchid Central, Jaipur
Royal Orchid Brindavan, Mysore
Nationwide Sales Offices

2008
Royal Orchid Central, Pune
Royal Orchid Beach Resort & Spa, GOA

2009
Royal Orchid Suites, Bangalore
Royal Orchid Central, Ahmedabad

2010
Royal Orchid Central, Grazia, Navi Mumbai
Royal Orchid Central Kireeti, Hospet

2011
Royal Orchid Central, Shimoga & Vadodra
Royal Orchid Resort, Mussorie
Royal Orchid, Jaipur
Central Blue stone, Gurgaon

2012
Regenta MPG Club, Mahabaleshwar
Regenta Central Ashok, Chandigarh

2013
Regenta Central, Jaipur
Regenta Central Harimangla, Bharuch
Malaika Beach resort, Tanzania

2014
Regenta, Ahmedabad
Regenta Resort, Bhuj
Regenta Central, Rajkot
Regenta Orko's Haridwar
Hotel Royal Orchid, Nairobi

2015
Regenta Al-meida , Chandigarh
Regenta Orko's Kolkata
Regenta Central Jhotwara, Jaipur
Regenta Camellia Resort & Spa, Shantinekhetan

2016
Regenta Central, Amritsar
Regenta Inn, Bangalore
Regenta Resort Century, Dandeli
Regenta Resort Varca Beach, Goa
Regenta Resort Vanyamahal, Ranthambore
Regenta Central Deccan, Chennai
Regenta Resort Tarika, Jim Corbett

Management Team

Mr. Chander Baljee, Chairman & 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. Saurabh Ratan, Chief Operating Officer
Mr. Saurabh Ratan is an alumni of IHM, Mumbai with 30+ years experience at Sr. leadership positions with ITC Hotels & Taj Hotels in India & Sri Lanka. His last stint was as V.P Operations at JHM Interstate Hotels and has received many accolades from distinguished forums during his tenure.
Mr. Shekhar Bhargava, Executive Director
Mr. Shekhar Bhargava is an alumni of IHM, Mumbai with over 35 years experience with the Taj Group, Welcome group, Holiday Inn, Choice Hotels and other International Hotels.
Mr. Pushpinder Kumar, Sr. Vice President
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. Amit Jaiswal, Chief Financial Officer
Mr. Amit Jaiswal is a Bachelor of Commerce Graduate from Calcutta University and an MBA . He has vast experience of 24 years in different industries including Finance, Manufacturing and Hotels.

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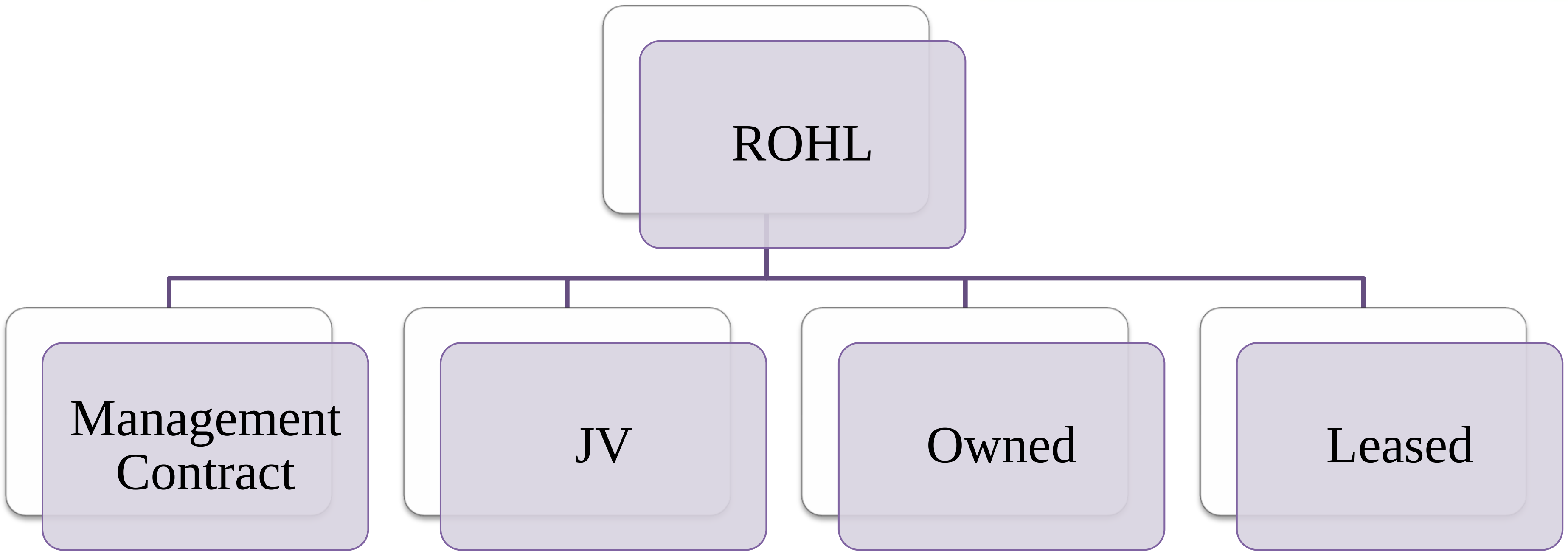
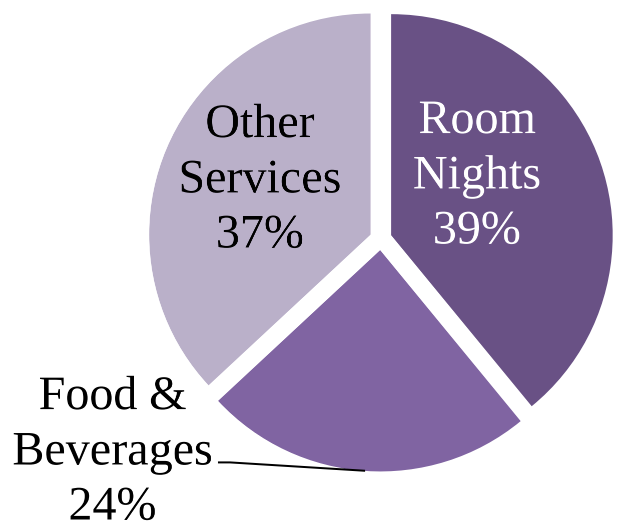
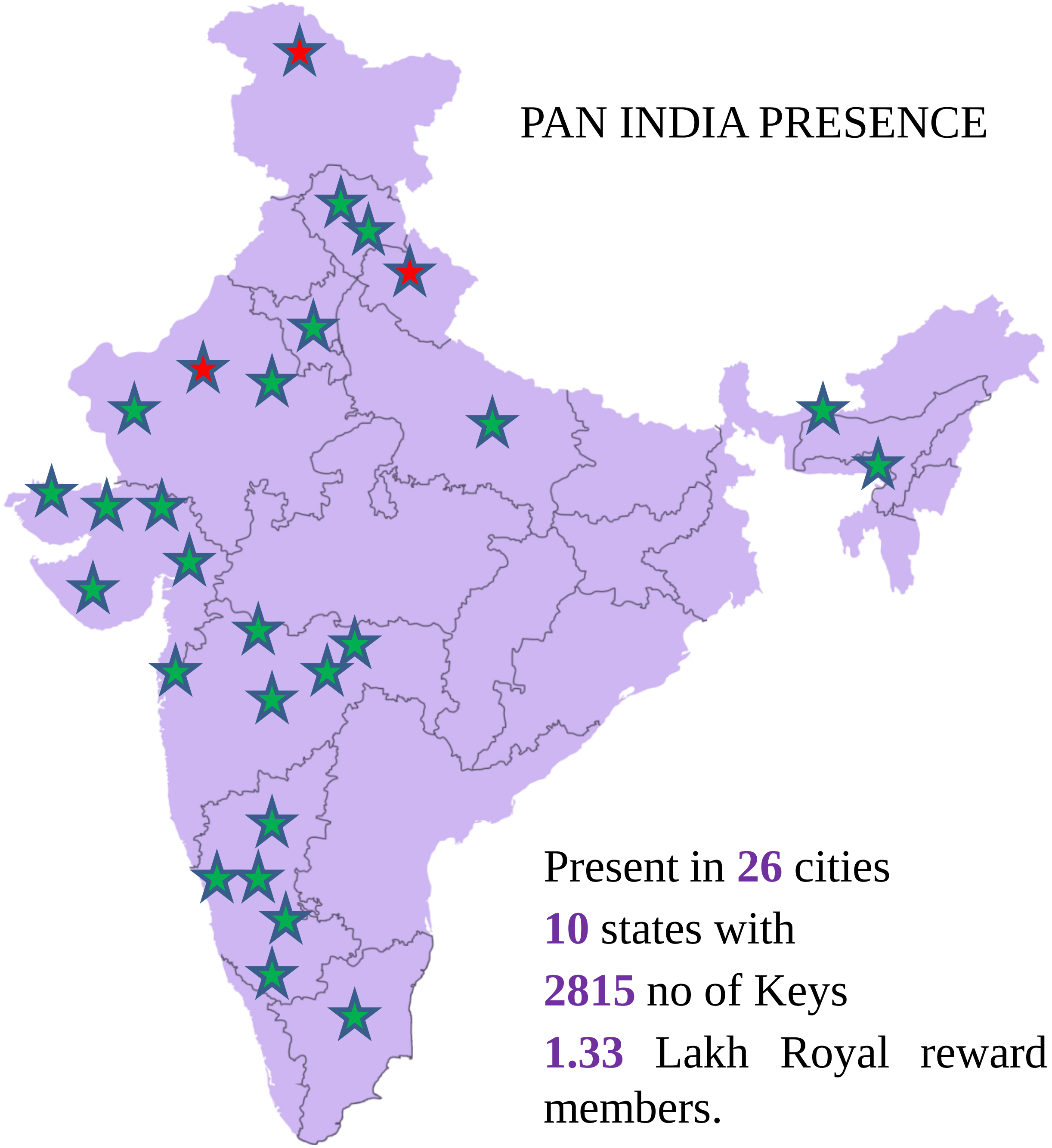
Revenue Model



Revenue Breakup



Asset Light Model – Generate FCF



Present in **26** cities

10 states with

2815 no of Keys

1.33 Lakh Royal reward members.

ROHL – Business Model	MC	JV	Owned	Leased	Total
5-Star Royal Orchid	129	139	195	-	**463**
4-Star Central	1106	130	-	268	**1504**
Resort/ Heritage	374	73	-	188	**635**
Convention /MICE	-	54	-	-	**54**
Serviced Apartments	159	-	-	-	**159**
Total KEYS	**1768**	**396**	**195**	**456**	**2815**

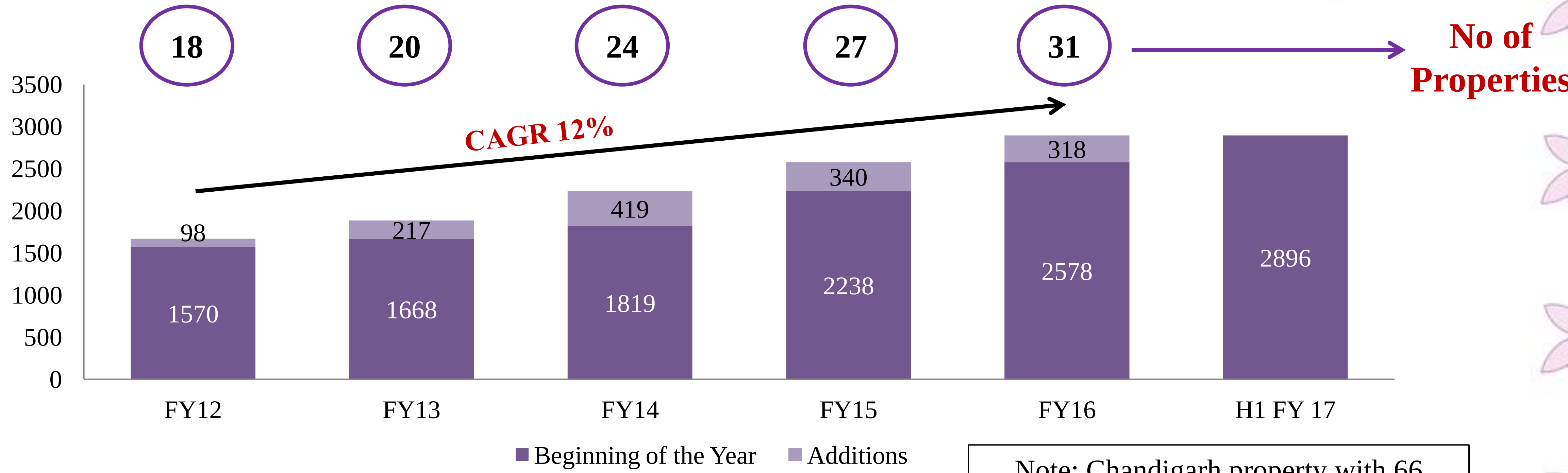
ROYAL ORCHID BUSINESS MODEL VALIDATION

- 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.

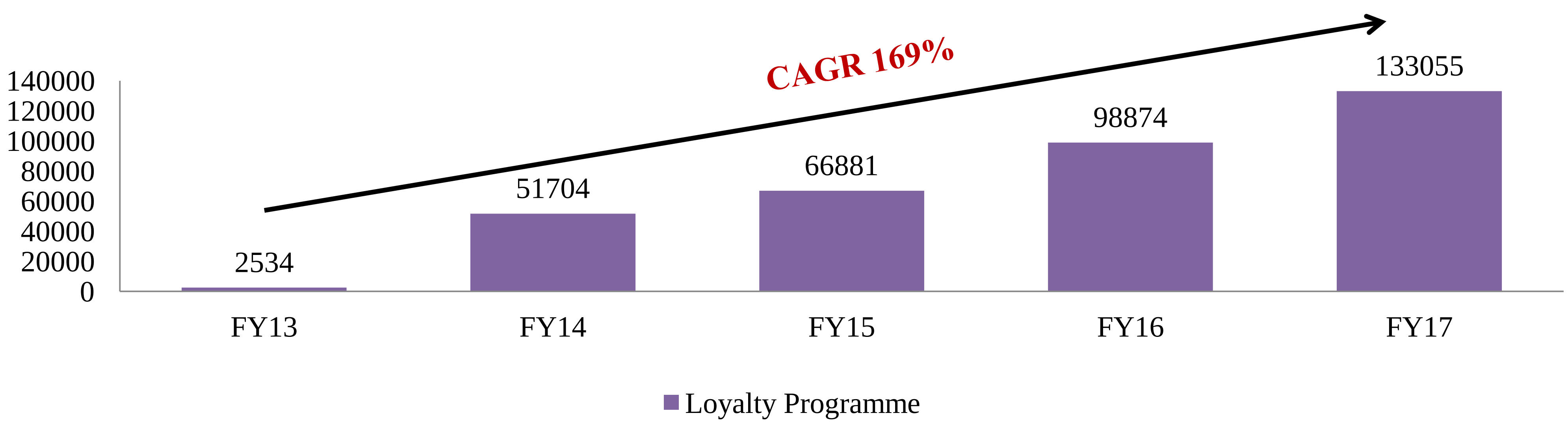
Details of Properties

Category	Owned		JV		Leased		Managed Properties		Total Keys
	Location	Keys	Location	Keys	Location	Keys	Location	Keys	
5-Star Hotel Royal Orchid	Bangalore	195	Jaipur (50%)	139			Ahmedabad	129	**463**
4-Star Hotel Royal Central			Bangalore (51%)	130	Jaipur	70	Vashi	67	**1504**
					Pune	115	Shimoga	108	
					Bangalore	83	Vadodara	81	
							Gurgaon	50	
							Chandigarh	75	
							Jaipur	56	
							Bharuch	104	
							Rajkot	60	
							Haridwar	56	
							Nairobi	165	
							Kolkata	69	
							Amritsar	38	
							Chennai	93	
							Bangalore	40	
							Jaipur	44	
Resort/ Heritage			Goa (50%)	73	Mysore	30	Mahabaleshwar	32	**635**
					B.Garden	24	Mussoorie	58	
							Jim Corbett	50	
							Varca Beach, Goa	48	
							Ranthambore	70	
							Santiniketan	57	
					Hospet	134	Bhuj	59	
Convention MICE Hotel			Bangalore (65%)	54					**54**
Serviced Apartment							Pune	71	**159**
							Bangalore	88	
Total Keys		**195**		**396**		**456**		**1768**	**2815**

Growth – Rooms & Members



Note: Chandigarh property with 66 rooms was removed in FY14



High Growth – Focusing on Management Contracts

Adding No of Keys	FY16	H1 FY17
Management Contracts	1,738	2,896
JV	396	396
Owned (Domestic)	195	195
Owned (Overseas)	-	-
Leased	457	457
Total KEYS	**2,786**	**3,944**
Average Occupancy rate	**65%**	**65%**
Average Room Rate (Rs)	**3200**	

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

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Standalone Results – Q2 FY17

Particulars (Rs in crs)	Q2 FY17	Q1 FY17	*Q-o-Q %*	Q2 FY16	*Y-oY %*
Income from Operations	19.19	19.43	*-1%*	21.02	*-9%*
Other Income	2.65	0.92	*188%*	2.19	*21%*
Total Income	**21.84**	**20.35**	***7%***	**23.21**	***-6%***
Cost of Material Consumed	2.44	2.67	*-9%*	2.88	*-15%*
Employee Benefits Expense	4.28	4.14	*3%*	4.49	*-5%*
Rent Expense	2.13	2.20	*-3%*	2.43	*-12%*
Power & Fuel	1.95	2.23	*-13%*	2.24	*-13%*
Other Expenses	5.83	7.04	*-17%*	6.75	*-14%*
Total Expense	**16.63**	**18.28**	***-9%***	**18.79**	***-11%***
EBITDA	**5.21**	**2.07**	***152%***	**4.42**	***18%***
EBITDA Margin (%)	*24%*	*10%*	*135%*	*19%*	*25%*
Depreciation	0.97	1.18	*-18%*	0.82	*18%*
EBIT	**4.24**	**0.89**	***376%***	**3.60**	***18%***
Finance Cost	1.50	1.39	*8%*	1.55	*-3%*
PBT	**2.74**	**(0.50)**	***648%***	**2.05**	***34%***
Tax	-	-	*0%*	-	*0%*
Net Profit/(Loss)	**2.74**	**(0.50)**	***648%***	**2.05**	***34%***
NPM (%)	*13%*	-	-	*9%*	-

P & L Statement - Standalone

Particulars (Rs in crs)	FY16	FY15	FY14
Income from Operations	87.85	84.63	83.65
Other Income	6.93	10.65	8.73
Total Income	**94.78**	**95.28**	**92.38**
Cost of Material Consumed	12.04	11.53	10.74
Employee Benefits Expense	18.35	19.67	17.78
Rent Expense	10.31	10.01	9.55
Power & Fuel	9.59	9.22	9.00
Other Expenses	26.90	25.15	27.33
Total Expense	**77.19**	**75.58**	**74.40**
EBITDA	**17.59**	**19.70**	**17.98**
EBITDA Margin (%)	*19%*	*21%*	*19%*
Depreciation	4.00	4.40	4.12
EBIT	**13.59**	**15.30**	**13.86**
Finance Cost	6.11	6.32	7.34
PBT	**7.48**	**8.98**	**6.52**
Tax	-	-	(4.41)
Net Profit/Loss before discontinuing operations	**7.48**	**8.98**	**10.93**
Loss on Discontinuing Operation	-	-	24.57
Loss on Sale of Property	-	-	13.29
Net Profit/Loss	**7.48**	**8.98**	**(26.93)**
NPM (%)	*8%*	*9%*	-

Balance Sheet - Standalone

Particulars (Rs in crs)	FY16	FY15	FY14
Sources of Funds			
Share Capital	27.23	27.23	27.23
Reserves & Surplus	167.14	159.65	152.38
Total Networth	**194.37**	**186.88**	**179.61**
Secured Loan	37.19	37.80	45.94
Total Debt	**37.19**	**37.80**	**45.94**
Current Liabilities	36.63	34.54	38.26
Total Sources of Funds	**268.19**	**259.22**	**263.81**
Application of Funds			
Fixed Assets			
Tangible Assets	33.77	32.90	37.38
CWIP	1.69	1.81	0.23
Loans & Advances	48.55	44.33	72.66
Non Current Investments	162.92	154.70	104.81
Total Current Assets	21.26	25.48	48.73
Total Application of Funds	**268.19**	**259.22**	**263.81**

Performance highlights (Consolidated)

Particulars (Rs in crs)	FY16	FY15	FY14
Total Revenue	164.21	153.05	149.16
PAT	(1.30)	(3.87)	(37.49)
ROCE	5%	4%	5%
RONW	-1%	-2%	-22%
DE Ratio	0.66	0.67	0.80

P & L Statement - Consolidated

Particulars (Rs in crs)	FY16	FY15	FY14
Income from Operations	158.53	147.75	142.04
Other Income	5.68	5.30	7.11
Total Income	**164.21**	**153.05**	**149.15**
Cost of Material Consumed	20.75	19.09	17.77
Employee Benefits Expense	36.77	35.25	31.33
Rent Expense	15.15	14.47	13.79
Power & Fuel	15.38	14.84	14.22
Other Expenses	50.14	44.23	44.15
Total Expense	**138.19**	**127.88**	**121.26**
EBITDA	**26.02**	**25.17**	**27.89**
EBITDA Margin (%)	*16%*	*16%*	*19%*
Depreciation	13.90	14.62	13.85
EBIT	**12.12**	**10.55**	**14.04**
Finance Cost	14.92	16.35	20.49
PBT	**(2.80)**	**(5.80)**	**(6.45)**
Tax	0.84	1.00	(3.84)
Net Profit/Loss	**(3.64)**	**(6.80)**	**(2.61)**
Gain/(Loss) from discontinuing operations	-	-	(37.86)
Minority Interest	(2.34)	(2.92)	(2.98)
Net Profit/Loss After Minority Interest	**(1.30)**	**(3.88)**	**(37.49)**

Balance Sheet - Consolidated

Particulars (Rs in crs)	FY16	FY15	FY14
Sources of Funds			
Share Capital	27.23	27.23	27.23
Reserves & Surplus	132.59	135.44	144.19
Total Networth	**159.82**	**162.67**	**171.42**
Minority Interest	36.55	34.43	35.31
Secured Loan	69.73	74.48	101.21
Unsecured Loan	-	-	-
Total Debt	**106.28**	**108.91**	**136.52**
Current Liabilities	76.27	74.19	87.32
Total Sources of Funds	**342.37**	**345.77**	**395.26**
Application of Funds			
Fixed Assets			
Tangible Assets	220.33	230.41	251.43
Intangible Assets	0.05	0.09	0.13
CWIP	21.98	19.68	16.67
Goodwill (on consolidation)	17.75	17.75	17.75
Loans & Advances	45.47	38.68	46.25
Non Current Investments	0.02	0.02	0.02
Total Current Assets	**36.77**	**39.14**	**63.01**
Total Application of Funds	**342.37**	**345.77**	**395.26**

ADDED 6 NEW HOTELS HI FY17

Regenta Resort Varca Beach, Goa

Regenta Resort Varca Beach is located at varca beach with premium cottages, seafood grill house, multi-cuisine coffeeshop, a swimming pool fitness centre , abundant lawns and banquet spaces for upto 500 guests.

ROYAL ORCHID
HOTELS

Regenta Inn Bangalore

Regenta Inn is the latest brand to be part of the following offering budget friendly accommodations, all day dining options and shuttle services to the airport for complete convenience and traffic free commute.

ROYAL ORCHID HOTELS


RE:GEN:TA INN


BELUR
CHANNAKESAVA
TEMPLE

Regenta Resort Century, Dandeli

Regenta Resort Dandeli is a haven amidst the jungles in the outbacks of Karnataka. The resort is equipped with adventure thrill activities, open lawns for outdoor events with a capacity of upto 100 guests and an indoor hall with a capacity of 70 guests.

The restaurant is open all day for all meals along with in-room dining offerings.

ROYAL ORCHID
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Regenta Central Amritsar

Regenta Central is a 5 Star property in the holy city of Amritsar. It is strategically located and is just 5 minutes drive from the Golden Temple.

Restaurants: Limelight & Mixx

Banquet Space : 10,000 sq. - combined space

ROYAL ORCHID
HOTELS


WELCOME
AT
RE:GEN:TA
CENTRAL, AMRITSAR
BY ROYAL ORCHID HOTELS LTD.

Regenta Resort Vanyamahal, Ranthambore

Regenta Resort, is an ideal destination for special occasion like Weddings, Conferences & Events and it's architecture complements the beauty of the event. The resort has abundant lawns to accommodate 3000 guests. The resort also offers continental, mughlai and Rajasthani cuisine.

Regenta Resort, Tarika Jim Corbett

The resort offers a panoramic overview of the sanctuary with wild life tours and guided packages for groups and couples.
An haven placed within the jungles along with 5 star facilities, dining options like Pinxx, coffee shop, Mixx bar and a Twilight Sky lounge bar.

Banquet: Lawns capacity is for 1000 guests along with indoor halls for upto 75 guests

ROYAL ORCHID HOTELS

Regenta Central Deccan, Chennai

Hotel is a unique, excellently appointed hotel situated in perhaps the most central part of the sprawling city of Chennai. The hotel offers an excellent vantage point for holiday, business or professional stay.

Restaurants (Veg Only)
Olive restaurant – all day coffee shop.
Downtown bar
L9Mylai : Specialty south Indian restaurant.

Banquet Halls – 4 halls with a capacity from 50 -150 guests

ROYAL ORCHID HOTELS

Thank You

For further information, please contact:

Company:	Investor Relations Advisors:
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