



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: July 29, 2020

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,

Sub: Intimation of Schedule of Analyst/ Institutional Investor Meet

We wish to inform you that, Pursuant to Regulation 30(6) of SEBI (Listing Obligations and Disclosure Requirements) Regulations 2015, we give the below schedule of Analyst/Institutional Investor meet to be held on July 30, 2020 for your information.

Sr. No	Fund	Name	Time	Company Representative
1	Lucky Investments 1-1	Rahul Bhangadia	10:00 am - 10:50 am	Chander Kamal Baljee, Chairman & Managing Director and Amit Jaiswal, Chief Financial Officer
	Group			
2	Max Life	Sumit Kuma	11:00 am - 12:00 pm	Chander Kamal Baljee, Chairman & Managing Director and Amit Jaiswal, Chief Financial Officer
3	BOI AXA	Piyush Khandelwal		
4	Kotak	Nalin Bhatt		
5	HDFC Life	Hitesh Mahida		

The investors presentation is enclosed herewith.

Thanking You.

For **Royal Orchid Hotels Limited**

Ranabir Sanyal
Company Secretary & Compliance Officer
FCS: 7814

Encl: As above

Royal Orchid Hotels Ltd

FY 2020

Results Presentation

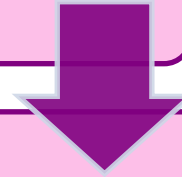


Disclaimer

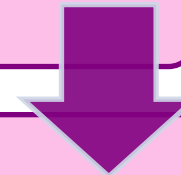
Statements made in this Presentation describing the Company's objectives, projections, estimates, predictions and expectations may be 'forward-looking statements', within the meaning of applicable securities laws and regulations. As 'forward-looking statements' are based on certain assumptions and expectations 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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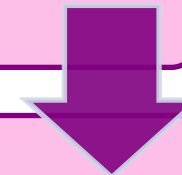
Industry Overview



Company Overview



Business Overview



Financial Overview

Industry Overview



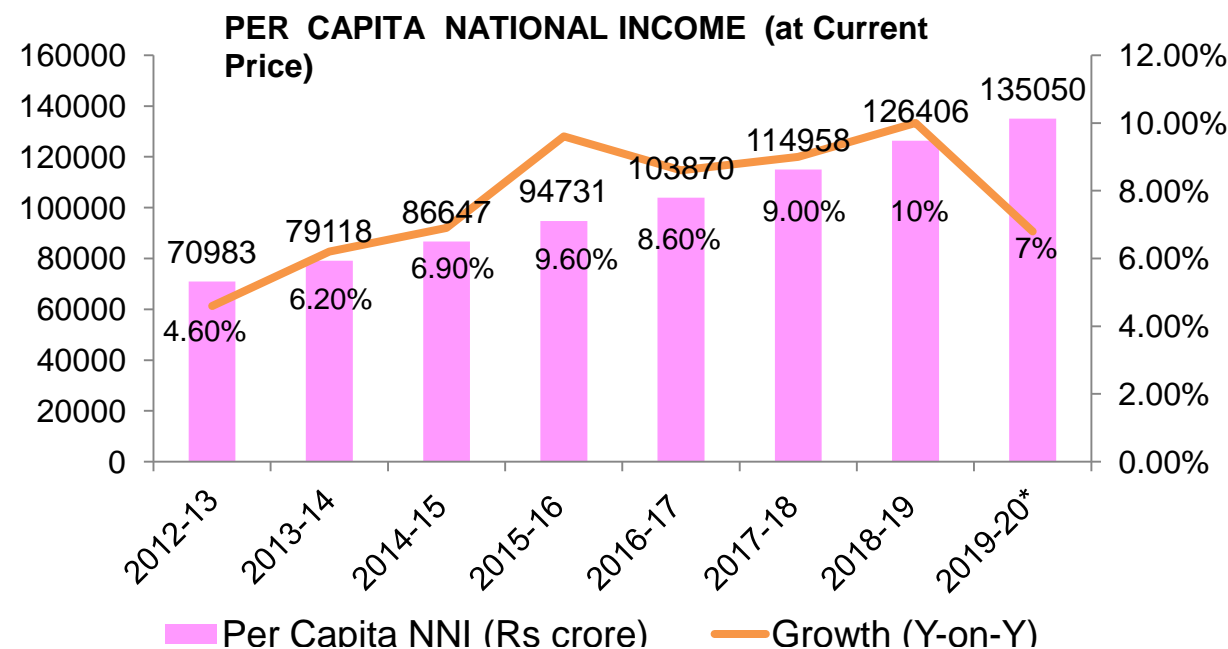
Industry Outlook

Growth Drivers

Key Challenges

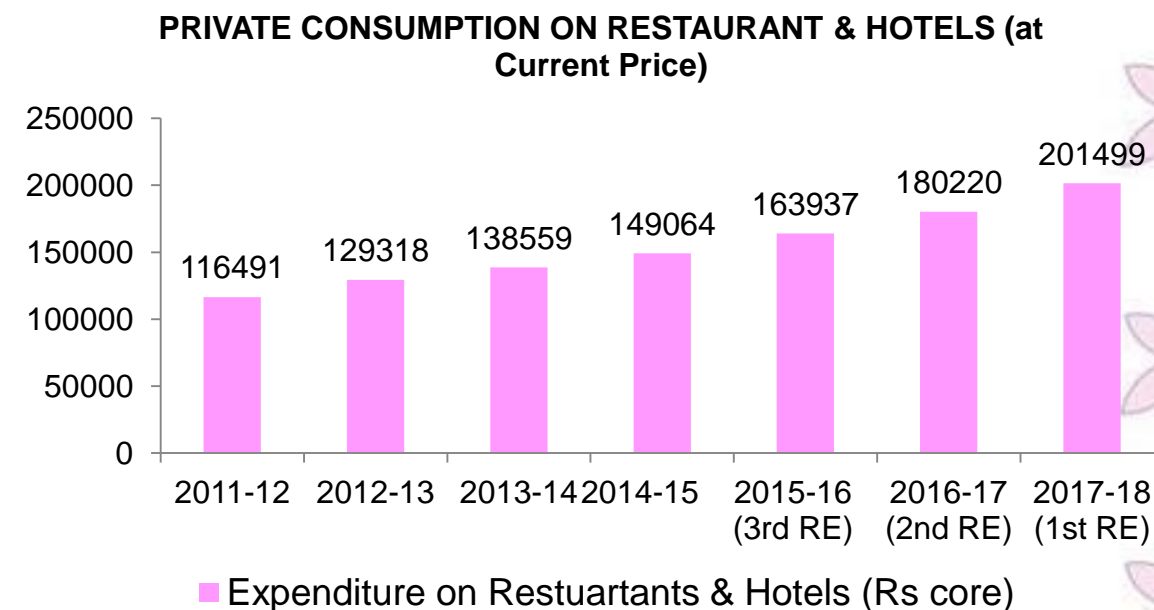
Industry Outlook - Current Trend

1. Disposable income on the rise



Source: First Advance Estimates of National Income, 2019-20

* Estimated per capita national income for 2019-20



Source: Central Statistics Office

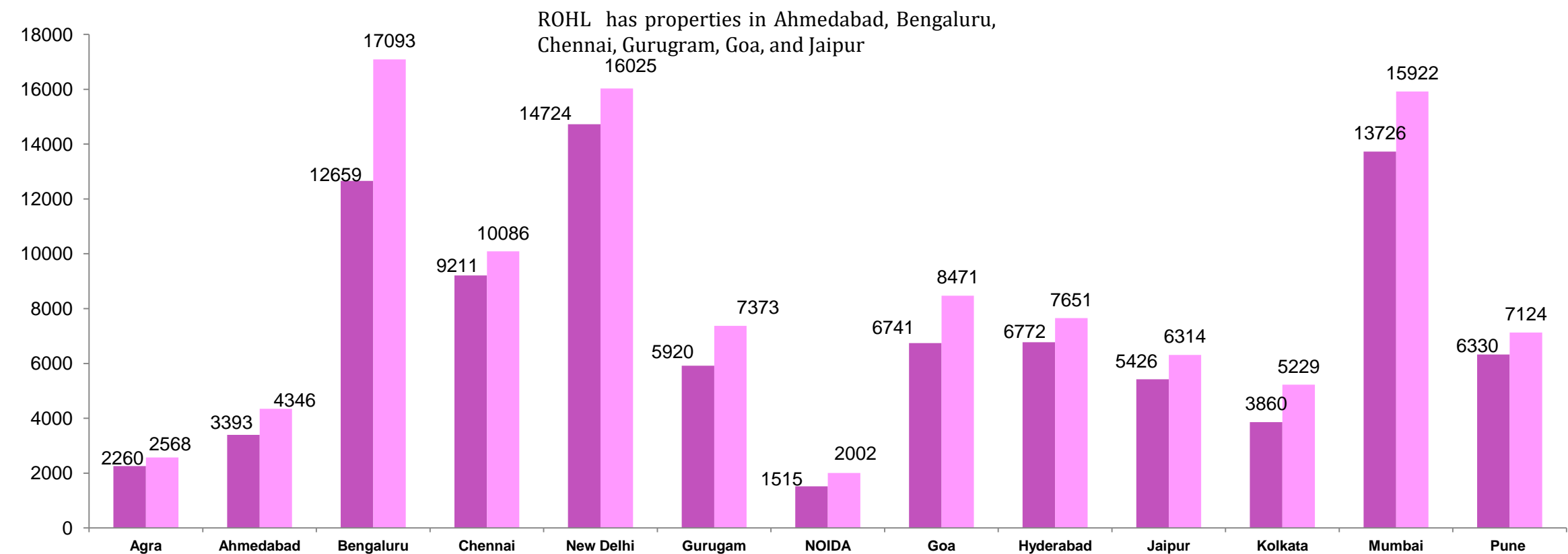
Press Release dated as on 31st May, 2019 (FY17, FY18 and FY 19)

India's Per Capita National Income grew at 6.8% to Rs. 1,35,050 during 2019-20

Private Final Consumption on Restaurants & Hotel has grown at a CAGR of 9.56% over the 6 years period 2011-12 to 2017-18

Industry Outlook

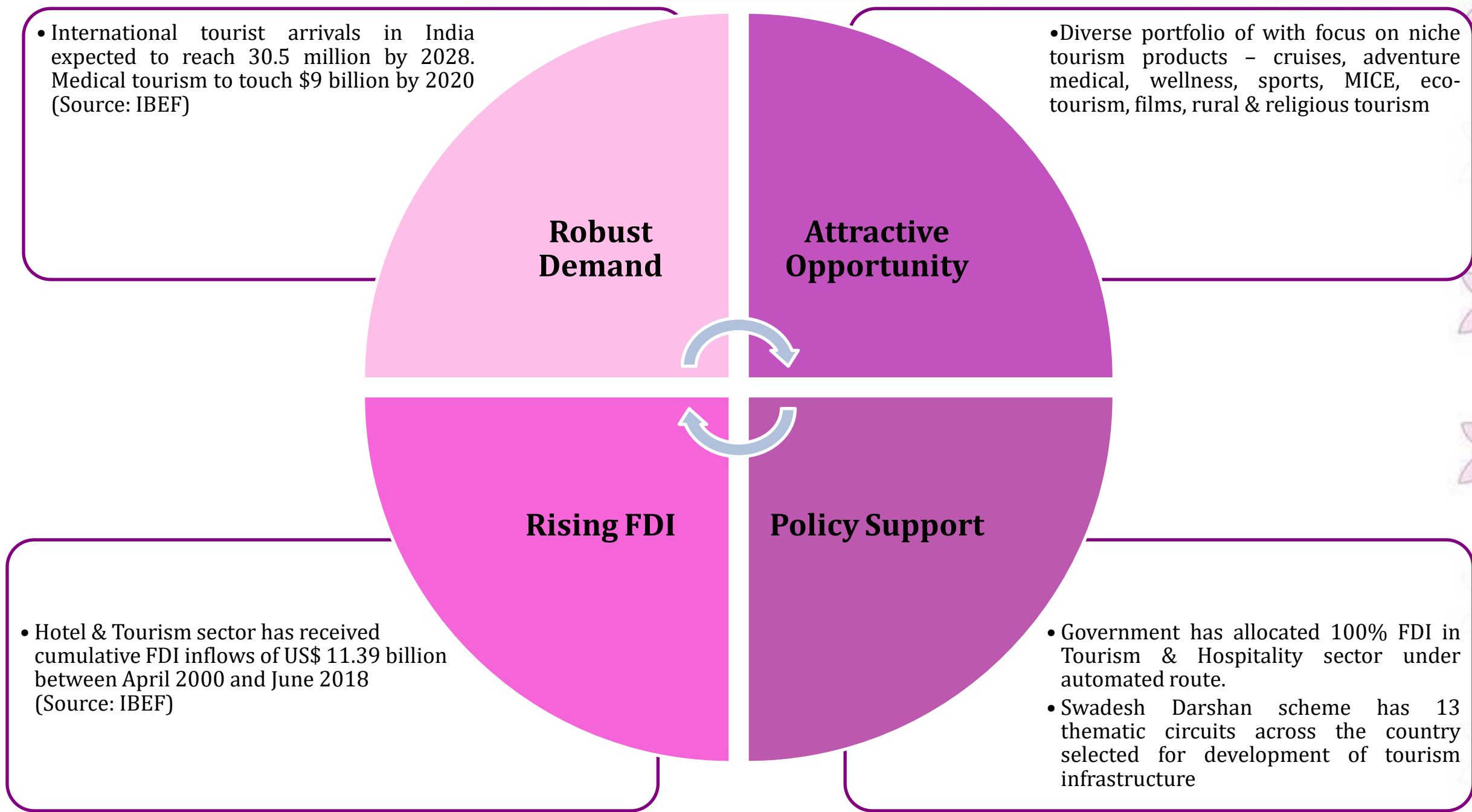
2. PROPOSED BRANDED HOTEL ROOMS ACROSS MAJOR CITIES



Source: 2018 India Hospitality Trends & Opportunity report by Hotelivate ■ 2017/18 ■ 2022 / 23 (P)

A report by hospitality consulting firm Hotelivate shows expected rise in branded hotel rooms by 2023 given the increasing trend in the per capita income.

Key Growth Drivers



Key Industry Challenges

INFRASTRUCTURE

- Limited land availability at the desired location
- Rising property prices

FUNDING

- Increasing cost of debt
- Medium to small size hotels, not favorable to PE, VC funding

REGULATORY

- Delays in getting approvals and licenses leading to increasing project cost

COMPETITION

- Entry of Travel aggregators intensifies competitive landscape

Company Overview



Who we are?

Our Journey

**Management
Team**

Our Presence

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
- The no of hotels managed as of April is 51

Present in **38** locations
11 states with **3,910** no
of keys and **2.46+** lakh
Royal Reward members

Our Brands

5 Star

Hotel Royal Orchid
Regenta

4 Star

- Royal Orchid Central
- Regenta Central

Service Apartment

Royal Orchid Suites

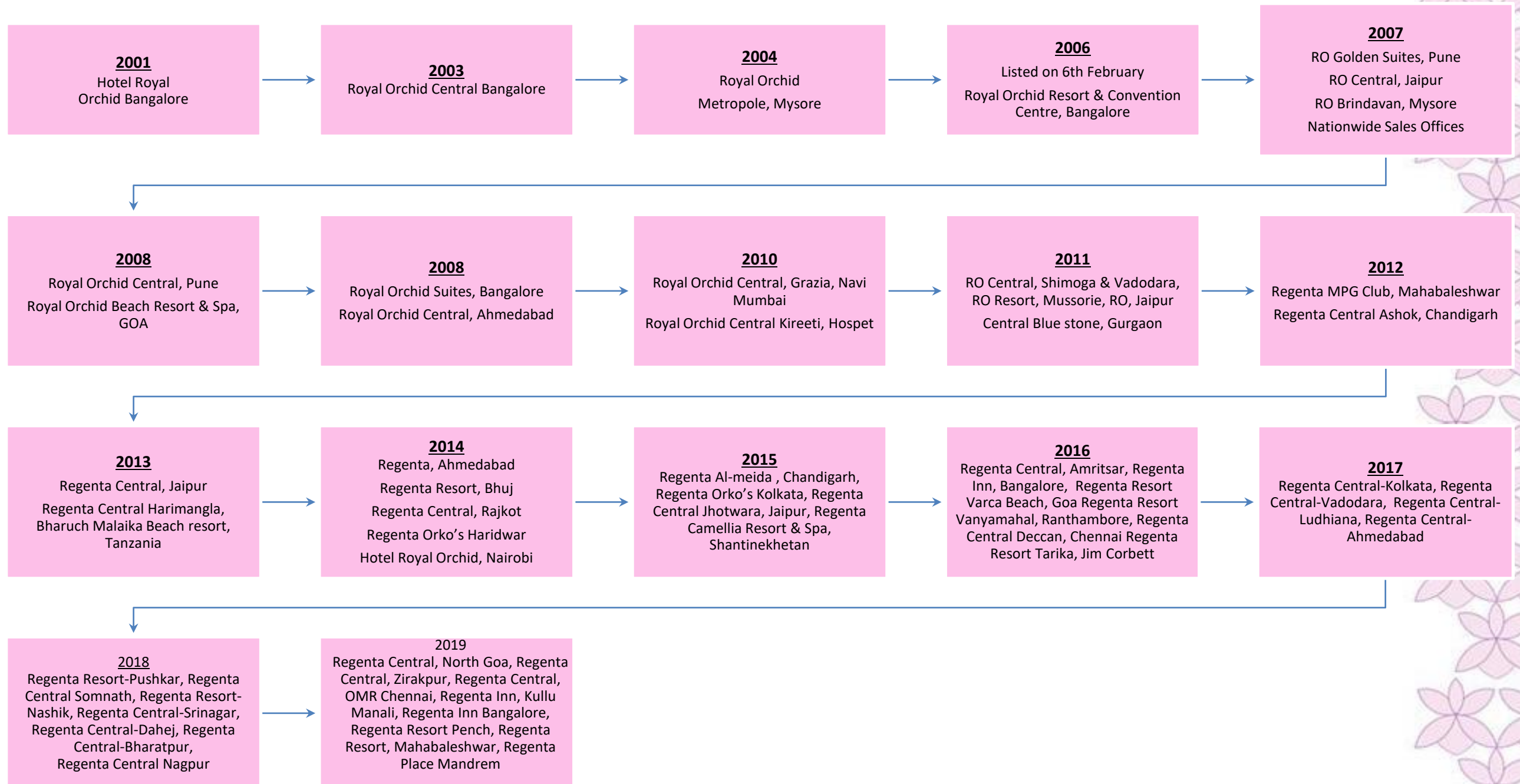
Resorts/ Heritage

- Royal Orchid
Resorts
- Regenta Resorts

Budget

- Regenta Place
- Regenta Inn

Our Journey



Key Management



Mr. Chander Baljee, Managing Director

Royal Orchid Hotels is promoted by **Mr. Chander K 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. Vikas Passi, Vice President Operations (West)

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. Perkin Rocha, Vice President Operations (North)

Mr. Perkin Rocha Graduate from IIAS, Darjeeling with 20 years experience with Lemon Tree Hotels, Duet Hotels, Park Royal International Hotel & Hotel Royal Orchid



Royal Orchid & Regenta Hotels Across India

N O R T H	AMRITSAR Regenta Central	S O U T H	BANGALORE Hotel Royal Orchid Royal Orchid Central Royal Orchid Suites Regenta Place Royal Orchid Resort Regenta Inn Regenta Inn, Indiranagar	W E S T	GUJARAT Regenta Central, Ahmedabad Regenta Inn, Ahmedabad Regenta Central, Bharuch Regenta Resort, Bhuj Regenta Central, Dahej Regenta Central, Rajkot Royal Orchid Central, Vadodara Regenta Inn, Vadodara Regenta Central, Vapi
	BHARATPUR Regenta Resort				NASHIK Regenta Resort
	CHANDIGARH Regenta Central Regenta Central Cassia		BELAGAVI Regenta Resort		NAGPUR Regenta Central
	DEHRADUN Regenta Central		CHENNAI Regenta Central Regenta Centra RS, OMR		Pench Regenta Place
	HARIDWAR Regenta Central		HOSPET Royal Orchid Central		GOA Royal Orchid Beach Resort & Spa Regenta Resort Varca Beach Regenta Central, North Goa Regenta Place, Mandrem Beach Resort
	JIM CORBETT Regenta Resort		MYSORE Royal Orchid Brindavan Garden Royal Orchid Metropole Regenta Central		INDORE Regenta Central
	JAIPUR Hotel Royal Orchid Royal Orchid Central Regenta Central, Jal Mahal Regenta Central, Jhotwara		SHIMOGA Royal Orchid Central		MAHABALESHWAR Regenta MPG Club Regenta Place Green Leaf
	KANPUR Regenta Central		KOLKATA Regenta Central Regenta Inn		NAVI MUMBAI Royal Orchid Central
	LUDHIANA Regenta Central				PUNE Royal Orchid Central Royal Orchid Golden Suites
	MANALI Regenta Inn				
E A S T	MUSSOORIE Royal Orchid Fort Resort				
	PUSHKAR Regenta Resort				
	RISHIKESH Regenta Inn				
	RANTHAMBORE Regenta Resort				
	SRINAGAR Regenta Central				

*Opening Shortly
Vithlapur, Bhimtal, Haldwani
Ranchi, Morbi & Noida

Business Overview



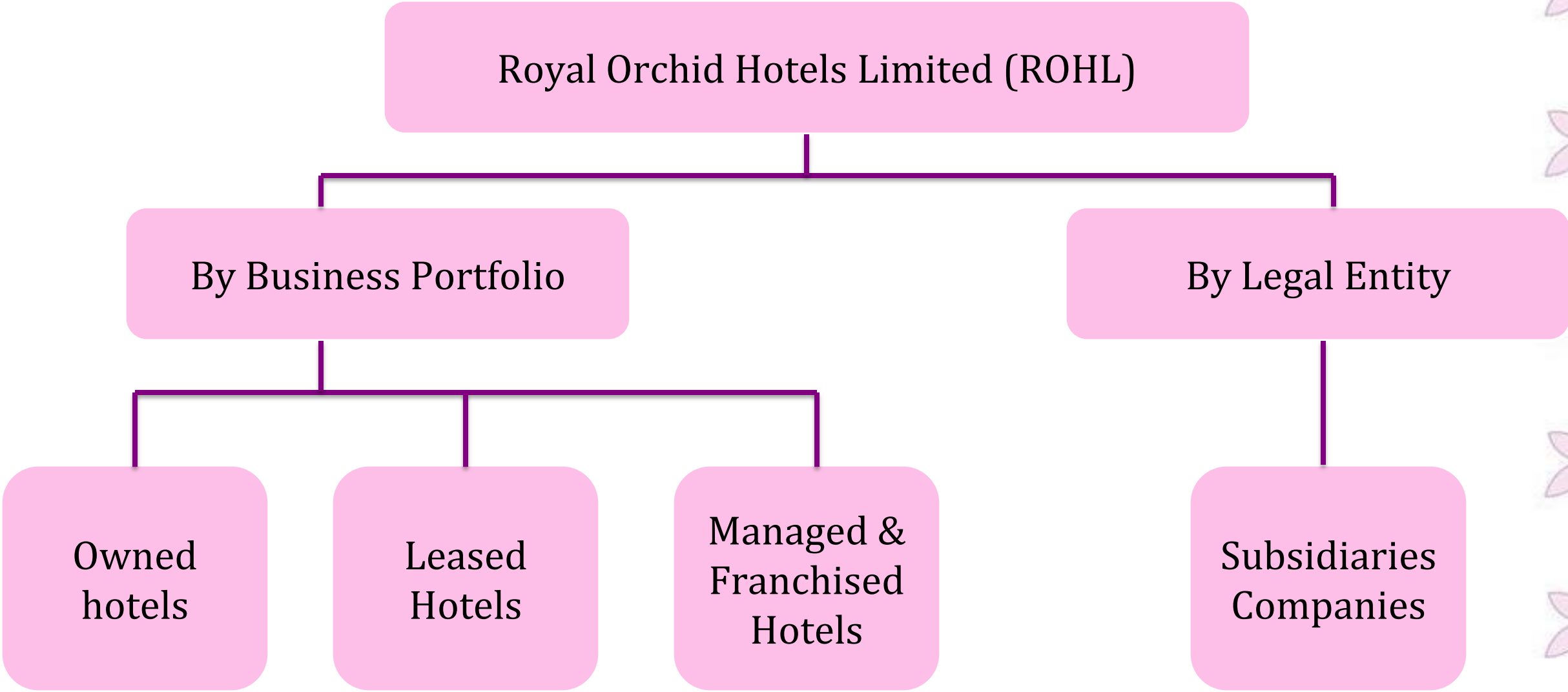
**Our Business
Structure**

**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

Key factors

No upfront
requirement of capex

Maintenance Capex
required – Nil

Break even of
Operating profit in
just 1 year

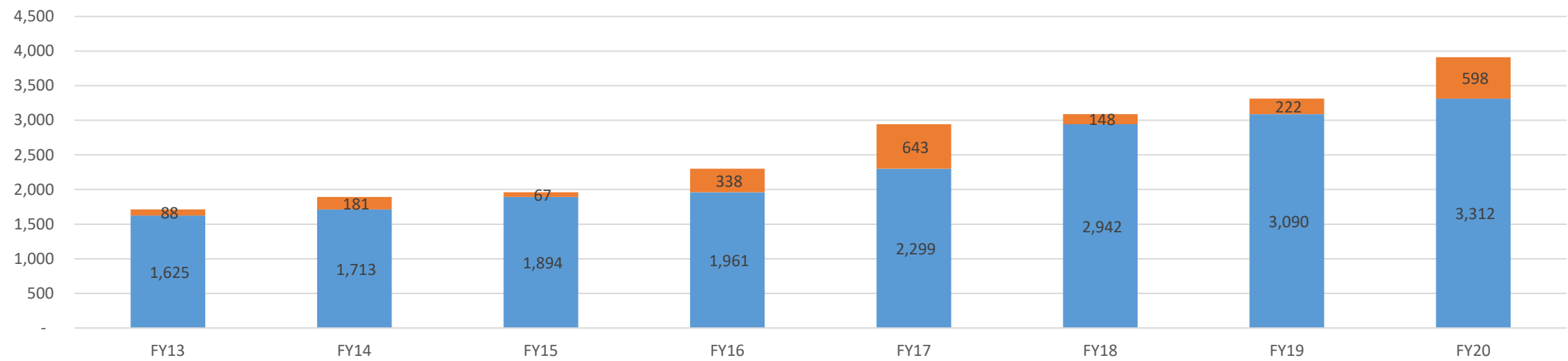
Facilitates expansion
plans and ramping up
presence

Creates brand
visibility at a faster
rate

Growth in rooms and loyalty members

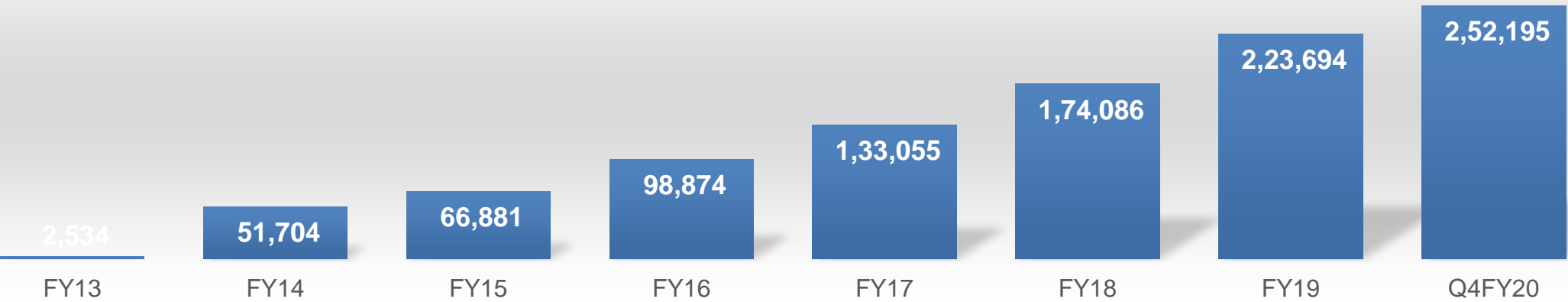


Steady growth in rooms



■ Beginning of the year ■ Additions

Loyalty members





BIRTHDAYS



ANNIVERSARIES

HONEYMOON

PILGRIMAGE



VACATIONS



Holiday Destinations

Goa • Bangalore • Mysore • Hampi
Belagavi • Nashik • Bharatpur • Bhuj
Jaipur • Mahabaleshwar • Mussoorie
Manali • Pushkar • Ranthambore
Jim Corbett • Srinagar • Rishikesh
Haridwar

Wedding Destinations

Goa • Bangalore
Ranthambore • Jim Corbett
Dehradun • Jaipur • Mussoorie
Mahabaleshwar • Nagpur
Pushkar • Bharatpur • Bhuj



Complimentary
Honeymoon
Package
& Bridal Suite



Business Destinations

Ahmedabad • Bangalore • Bharuch
Chandigarh • Chennai • Dehradun
Dahej • Indore • Jaipur • Kolkata
Kanpur • Ludhiana • Mysore • Nashik
Navi Mumbai • Nagpur • Pune
Rajkot • Shimoga • Vadodara • Vapi

Wildlife Destinations

Ranthambore • Jim Corbett
Pench National Park





Hotel Royal Orchid, Bangalore





Royal Orchid Brindavan Garden Palace & Spa, Mysore





Royal Orchid Resort & Convention Centre, Bangalore





Hotel Royal Orchid, Jaipur





Royal Orchid Central, Hampi, Hos





Royal Orchid Beach Resort & Spa, Goa





Regenta Resort, Belagavi





Regenta Resort, Vanya Mahal, Ranthambore





Royal Orchid Fort Resort, Mussoorie





Regenta Resort, Pushkar





Regenta Inn, Manali

Competitive Advantage



Balanced portfolio having presence
in over **38 locations and 11 states**



Strong sales presence across major source
markets in India



Affordable luxury having plethora of options
for modern travellers

Revenue Model

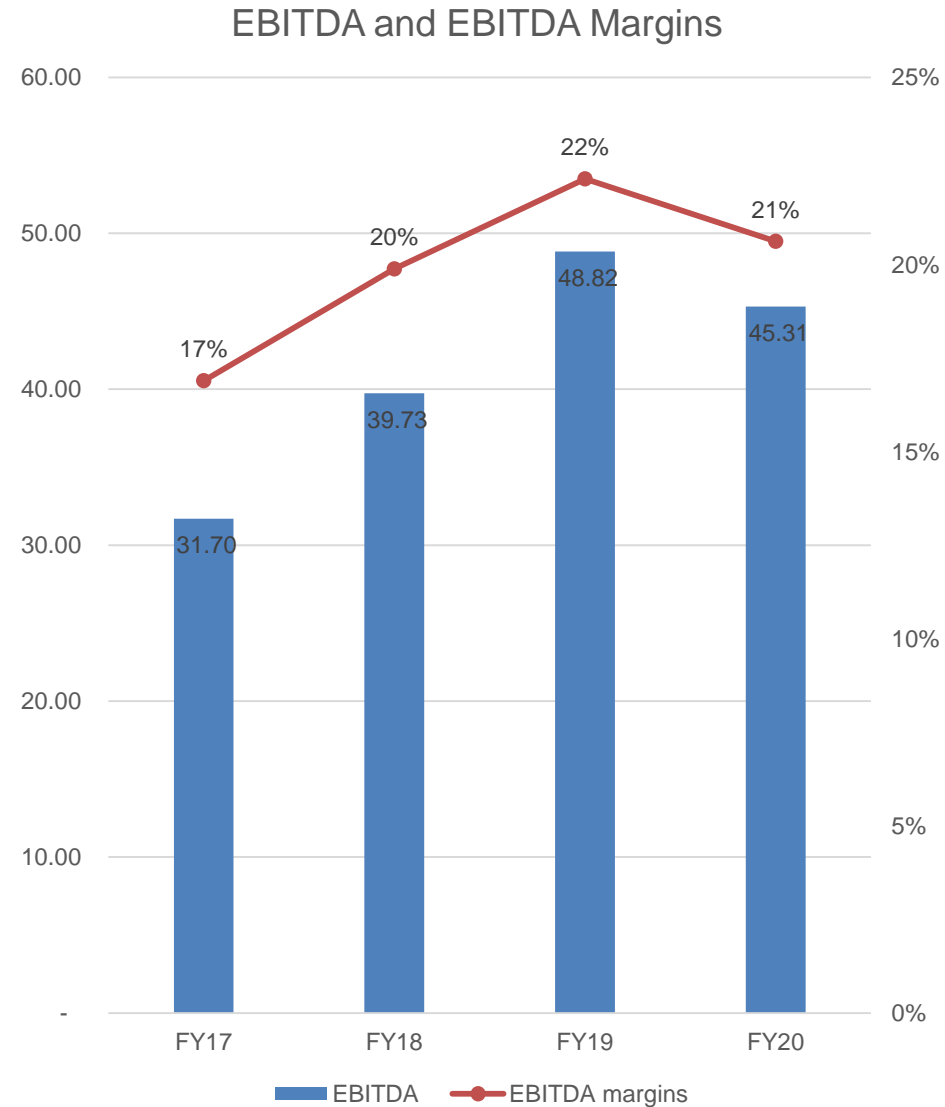
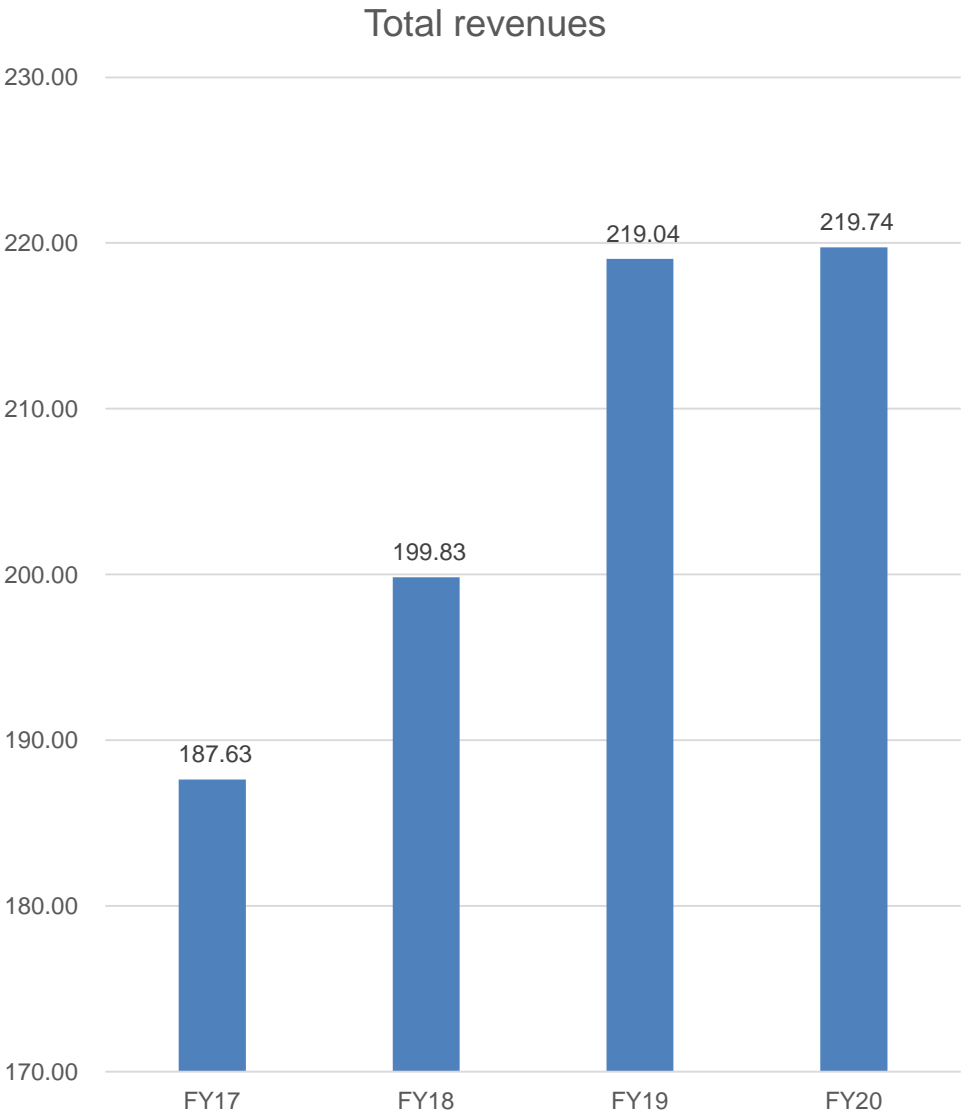
Category	FY2019	FY2020
5 Star	407	407
4 Star	1409	1927
Service Apartment	159	159
Resort / Heritage / MICE	948	948
Budget Hotels	389	469
Total Keys	3,312	3910

Category	Owned	Leased	JV	Managed	Franchised	Total
5 Star	195		212			407
4 Star		380		906	641	1927
Service Apartment				159		159
Resort/Heritage/MICE		54	105	789		948
Budget Hotels		83		301	85	469
Total Keys	195	517	317	2,155	726	3910

Property breakup with rooms

No of Keys	FY19	FY20
Management / Franchise	2287	2881
JV	317	317
Owned (Domestic)	195	195
Owned (Overseas)	-	-
Leased	517	517
Total KEYS	3,312	3910
Average Occupancy rate (JLO)	74%	70%
Average Room Rate (JLO) (Rs)	4,204	4,240
Average Occupancy rate (Managed)	66%	65%
Average Room Rate (Managed) (Rs)	2,989	3,056

Sustainable Growth – Yearly Consolidated numbers



Financial Overview



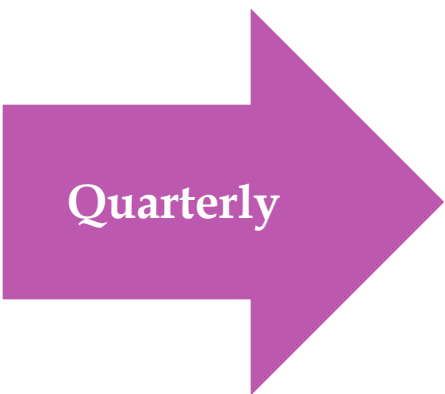
**Quarterly & Nine
Month Highlights and
Financial results**

Margins

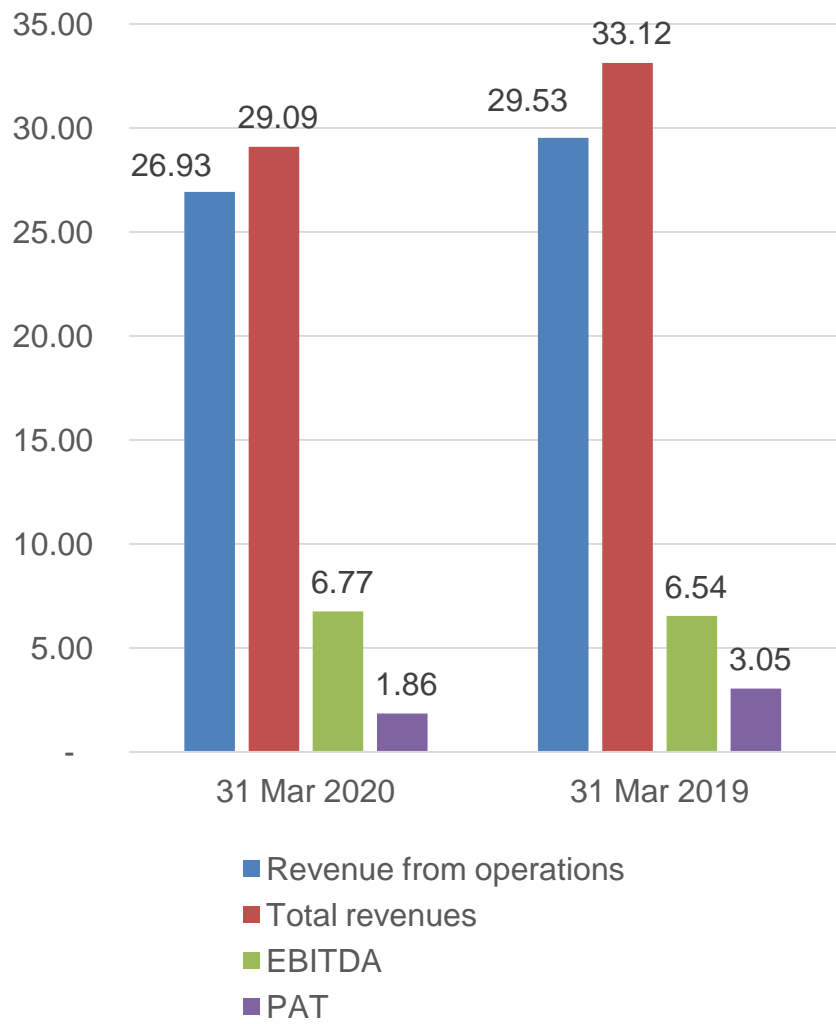
**Consolidated
Income Statement
& Balance Sheet
snapshot**

Shareholding

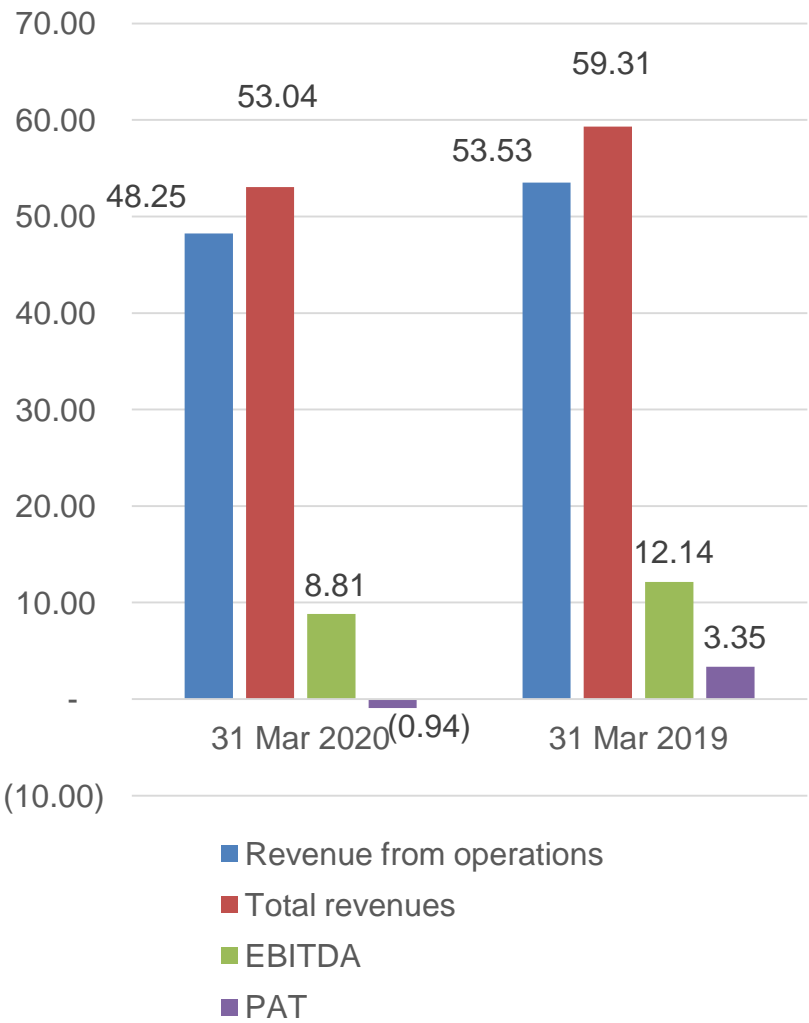
Quarter highlights



Standalone Quarterly Performance



Consolidated Quarterly Performance

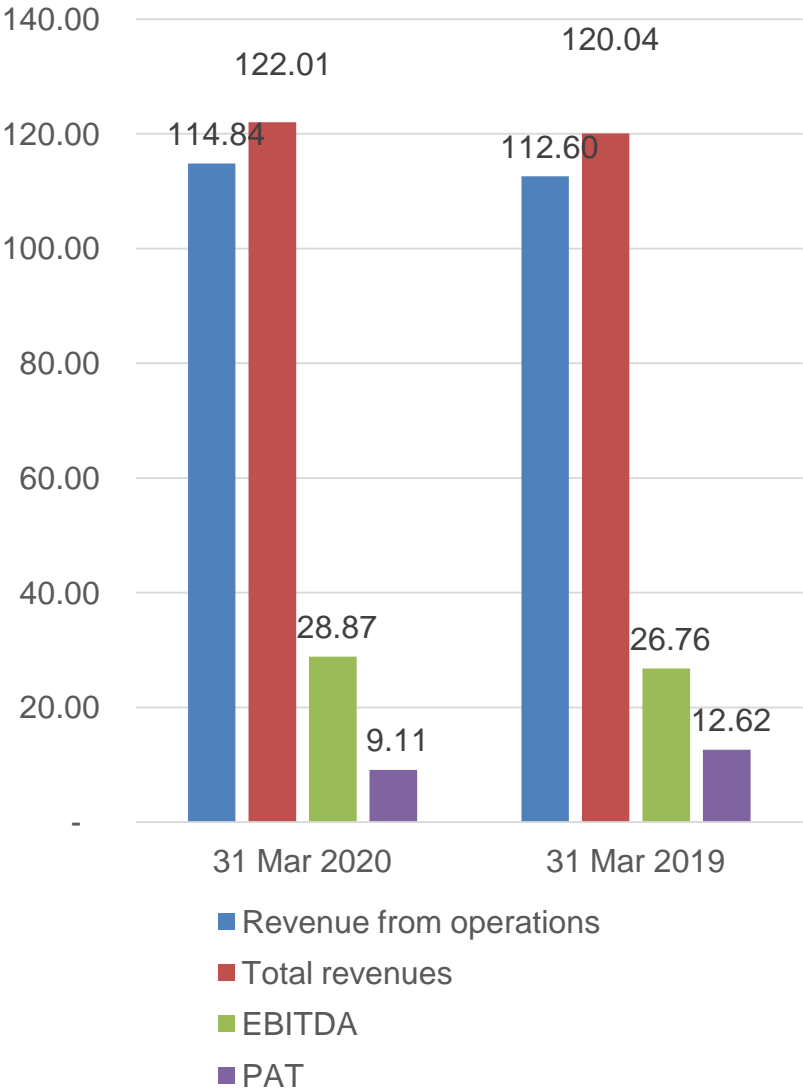


Rs. In crore

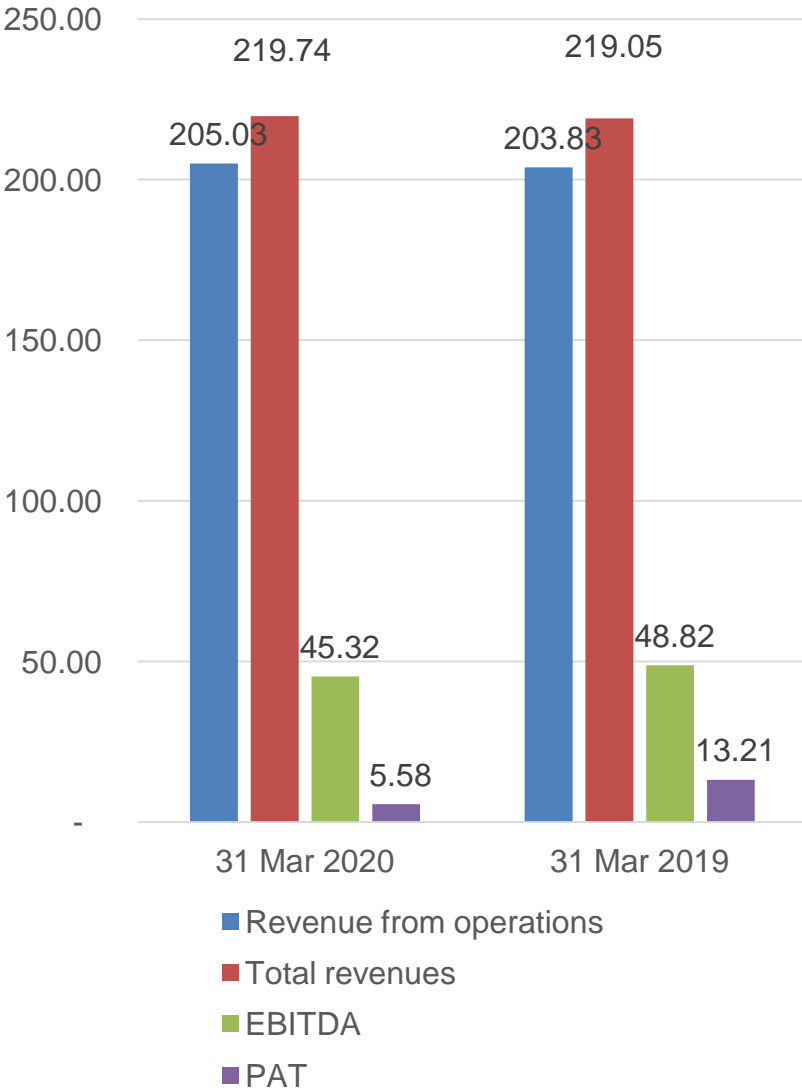
Yearly highlights



Standalone Yearly Performance



Consolidated Yearly Performance



Rs. In crore

Standalone Q3 & 9MFY20 Financial results

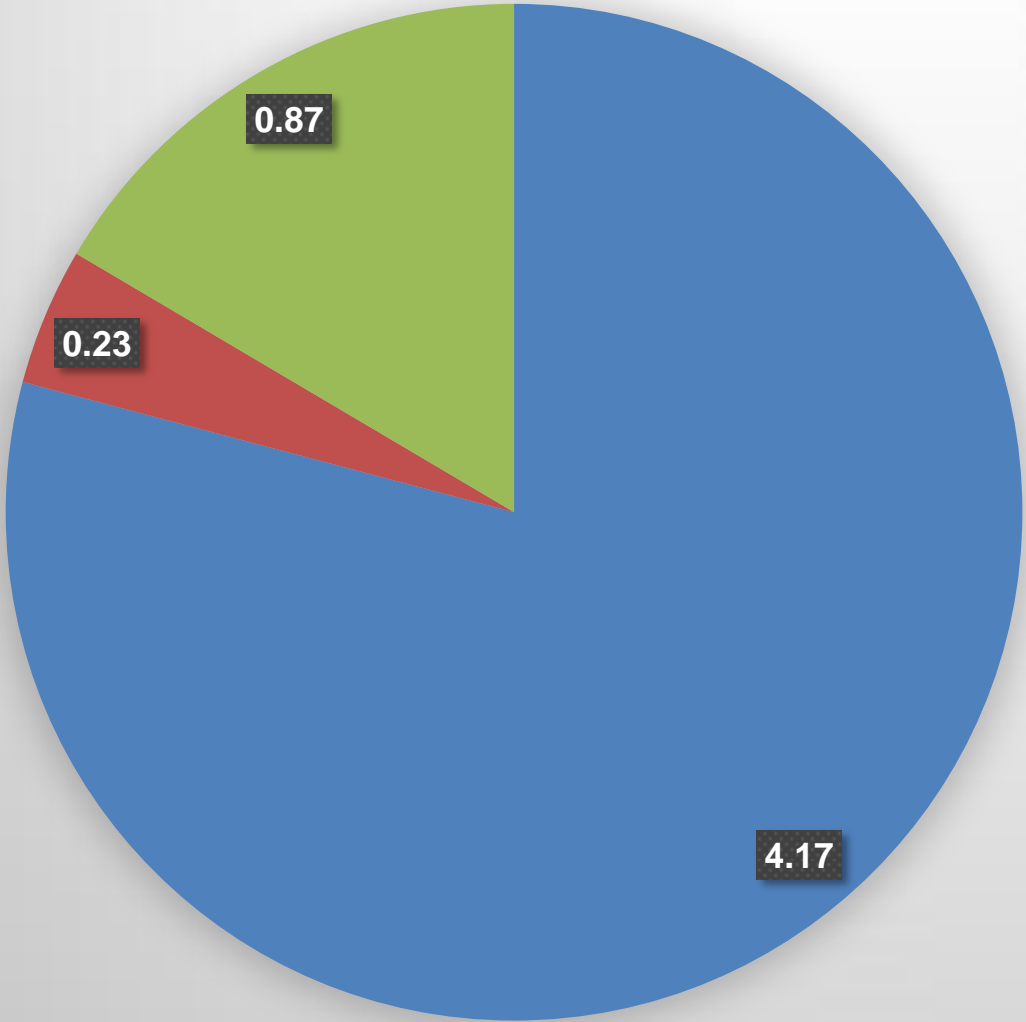
Particulars (Rs in Crs)	FY20	FY19	Y-o-Y	Particulars (Rs in Crs)	Q4FY20	Q3FY20	Q4FY19	Q-o-Q	Y-o-Y
Income from Operations	114.84	112.60	2%	Income from Operations	26.93	34.11	29.53	-21%	-9%
Total Income	114.84	112.60	2%	Total Income	26.93	34.11	29.53	-21%	-9%
Cost of Material Consumed	13.95	11.89	17%	Cost of Material Consumed	3.15	4.54	3.32	-31%	-5%
Employee Benefits Expense	25.30	22.80	11%	Employee Benefits Expense	5.60	6.45	6.23	-13%	-10%
Power and fuel Expense	12.72	11.55	10%	Power and fuel Expense	2.57	3.31	2.95	-22%	-13%
Rent Expense	9.11	13.06	-30%	Rent Expense	1.95	2.60	3.48	-25%	-44%
Other Expenses	32.06	33.97	-6%	Other Expenses	9.05	8.44	10.60	7%	-15%
Total Expense	93.14	93.27	0%	Total Expense	22.32	25.34	26.58	-12%	-16%
EBITDA	21.70	19.33	12%	EBITDA	4.61	8.77	2.95	-47%	56%
<i>EBITDA Margin (%)</i>	19%	17%	10%	<i>EBITDA Margin (%)</i>	17%	26%	10%	-33%	71%
Other Income	7.17	7.44	-4%	Other Income	2.17	0.91	3.60	138%	-40%
Depreciation	8.28	4.02	106%	Depreciation	2.84	1.85	0.87	54%	226%
EBIT	20.59	22.75	-9%	EBIT	3.94	7.83	5.68	-50%	-31%
Finance Cost	7.67	4.52	70%	Finance Cost	2.06	1.94	1.14	6%	81%
PBT	12.92	18.23	-29%	PBT	1.88	5.89	4.54	-68%	-59%
Tax expense	3.81	5.60	-32%	Tax expense	0.01	2.71	1.49	-100%	-99%
PAT	9.11	12.63	-28%	PAT	1.87	3.18	3.05	-41%	-39%
Other Comprehensive Income/(Loss)	0.23	-0.04	-675%	Other Comprehensive Income/(Loss)	0.29	-0.02	-0.04	-1550%	-825%
Total Comprehensive Income	9.34	12.59	-26%	Total Comprehensive Income	2.16	3.16	3.01	-32%	-28%
Net Profit Margin (%)	8%	11%	-27%	Net Profit Margin (%)	8%	9%	10%	-13%	-21%

Consolidated Q3FY20 Statement - Snapshot

Particulars (Rs in Crs)	FY20	FY19	Y-o-Y	Particulars (Rs in Crs)	Q4FY20	Q3FY19	Q4FY19	Q-o-Q	Y-o-Y
Income from Operations	205.03	203.83	1%	Income from Operations	48.25	61.33	53.53	-21%	-10%
Total Income	205.03	203.83	1%	Total Income	48.25	61.33	53.53	-21%	-10%
Cost of Material Consumed	24.65	21.99	12%	Cost of Material Consumed	5.77	7.74	5.92	-25%	-3%
Employee Benefits Expense	54.16	50.09	8%	Employee Benefits Expense	12.55	14.13	13.16	-11%	-5%
Power and fuel Expense	19.41	18.46	5%	Power and fuel Expense	3.95	4.93	4.51	-20%	-12%
Rent Expense	10.03	14.94	-33%	Rent Expense	2.03	2.90	3.96	-30%	-49%
Other Expenses	66.17	64.75	2%	Other Expenses	19.93	16.85	19.61	18%	2%
Total Expense	174.42	170.23	2%	Total Expense	44.23	46.55	47.16	-5%	-6%
EBITDA	30.61	33.60	-9%	EBITDA	4.02	14.78	6.37	-73%	-37%
<i>EBITDA Margin (%)</i>	15%	16%	-9%	<i>EBITDA Margin (%)</i>	8%	24%	12%	-65%	-30%
Other Income	14.71	15.22	-3%	Other Income	4.79	2.76	5.78	74%	-17%
Depreciation	18.99	14.32	33%	Depreciation	5.65	4.55	3.09	24%	83%
EBIT	26.33	34.50	-24%	EBIT	3.16	12.99	9.06	-76%	-65%
Finance Cost	15.63	13.21	18%	Finance Cost	3.99	3.86	3.30	3%	21%
PBT	10.70	21.29	-50%	PBT	-0.83	9.13	5.76	-109%	-114%
Tax expense	5.62	8.17	-31%	Tax expense	0.10	3.45	2.40	-97%	-96%
PAT	5.08	13.12	-61%	PAT	-0.93	5.68	3.36	-116%	-128%
Other Comprehensive Income/(Loss)	0.51	0.10	410%	Other Comprehensive Income/(Loss)	0.48	0.01	0.10	4700%	380%
Total Comprehensive Income	5.59	13.22	-58%	Total Comprehensive Income	-0.45	5.69	3.46	-108%	-113%
Net Profit Margin (%)	3%	6%	-58%	Net Profit Margin (%)	-1%	9%	6%	-110%	-114%

Shareholding

Institutional Share Holding



- JUPITER INDIA FUND
- GEOSPHERE INDIA FUND
- JUPITER SOUTH ASIA INVESTMENT COMPANY LIMITED - SOUTH ASIA ACCESS FUND

Vision 2022



Our Vision for 2022 is to operate 100+ profitable and responsible hotels where guests love to stay, dine and celebrate. We wish to create hotels which have a soul, a reflection of our distinctly warm Indian Hospitality.

In this journey towards 100 hotels, we will also empower the youth of our country. The ones who wish to join hospitality industry, but are limited by financial means. We will provide skill development training to 10,000+ students over the next three years, thereby making them employable, and so they can in turn strengthen the Indian hospitality workforce.”



Thank You

