

Grand Continent Hotels Ltd

[Formerly Known As Grand Continent Hotels Private Limited]

Date: 19.11.2025

To, The Manager- Listing Department,

National Stock Exchange of India Limited, Exchange Plaza, Plot No. C/1, Block-G, Bandra - Kurla Complex, Bandra (E), Mumbai - 400051

SYMBOL: GCHOTELS ISIN: INE12E301017

Dear Sir/Madam,

<u>Subject: Investor Presentation for Analysts/Investors Call</u> <u>Regulation 30 of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015</u>

This is in reference to our intimation dated November,14 2025 regarding the Investors Conference Call scheduled for Thursday, November 20, 2025, at 10:30 AM to discuss the audited financial results for the half year ended September 30, 2025, please find enclosed herewith the Conference call Presentation.

This Investor Presentation may also be accessed on the website of the Company https://grandcontinenthotels.com/investor-relations.

You are requested to take the information for your record.

Thanking You,

FOR, GRAND CONTINENT HOTELS LIMITED (Formerly Known as Grand Continent Hotels Private Limited)

UMA JHAWAR COMPANY SECRETARY AND COMPLIANCE OFFICER

ENCL: Investor Presentation

CIN: L55101TN2011PLC083100 Corporate address: No. 3, 3rd Main Road, 80ft Road, Koramangala, 8th Block, Bengaluru – 560095 GST: 29AAECG4949H2Z7 Registered Address: 245/1a/1b, Venpursham village, Mamallapuram, Veeralapakkam, Thiruporur,

Email: infoblr@grandcontinenthotels.com Website: www.grandcontinenthotels.com





Investor Presentation | H1 FY26

Disclaimer



This communication may contain statements that are or may be deemed to be "forward-looking statements" under applicable laws and regulations. These statements relate to future events or future financial or operational performance and involve known and unknown risks, uncertainties, assumptions, and other important factors that could cause the actual results, performance, or achievements of Grand Continent Hotels Limited to differ materially from those expressed or implied in such forward-looking statements. Such statements are based on currently available information, expectations, and projections about future events and trends, as well as management's current views and assumptions.

A variety of factors could affect the Company's operations and financial results, including, without limitation, changes in the domestic and global economic environment, shifts in industry conditions, evolving political and regulatory developments in India and abroad, modifications in taxation and fiscal policies, variations in interest and exchange rates, changes in real estate sector regulations, litigation outcomes, and labor market dynamics. These uncertainties and other factors are beyond the control of the Company and can significantly influence actual outcomes.

Readers are cautioned not to place undue reliance on these forward-looking statements, which speak only as of the date of this communication. Grand Continent Hotels Limited expressly disclaims any obligation or undertaking to update or revise any forward-looking statements, whether due to new information, future events, or otherwise. The Company shall not be responsible in any way for any decisions or actions taken based on such statements.





Agenda

Company Overview	04
Business Overview	07
Leadership Team	_ 16
Industry Overview	— 19
Performance Highlights	_ 23
Financial Overview	_ 29
Way Ahead	_ 34





Company Overview

Grand Continent Hotels: Trusted Mid-Scale Brand For Quality and Comfort



- Founded in 2011 by Ramesh Shiva, an industry veteran with over two decades of experience, along with his wife Vidya Ramesh, Grand Continent Hotels began its journey with just 54 keys
- As on date, GCH operates 25 hotels across 12 cities, totaling 1281 keys
- Positioned in the mid-scale segment, GCH caters to both mid-priced and upper mid-priced customer segments
- The company follows an asset-light strategy, leasing properties for 10–15 years. It scales through franchise partnerships with established hotel brands such as Regenta (Royal Orchid Hotels) and Golden Tulip (Sarovar Hotels), who manage branding and marketing efforts
- Franchise-led growth model enabled expansion with strong brand support and lean operations
- GCH efforts towards development of own Brand and necessary competencies now well bearing fuits – enabling future growth path in Own Brand Model









24

1178

879

₹ 56.19 Cr

Properties#

Keys#

Employees#

Occupancy Rate (H1 FY26)

Income from Operations (FY25)

20

956

640+

>**61**%

₹ 72.62 Cr

Properties (FY25)

Keys (FY25)

Employees (FY25)

Occupancy Rate (FY25)

60%

Income from Operations (FY25)

Growth Journey: Scaling a Hospitality Brand Over



the Past 13+ Years

2010 - 2012



 Mr. Ramesh Shiva established M/s Elysium Holidays India Pvt. Ltd.



- Launched the first hotel, "Grand Continent," in Bengaluru
- Incorporated Grand Continent Hotels Pvt. Ltd. in 2011
- 2014 2016
- Entered into a strategic property partnership at BTM Layout, Bengaluru
- Opened the first hotel under Grand Continent Hotels Pvt. Ltd. at Bannerghatta Road in 2016

2020 - 2022

- Set up a new corporate office at Koramangala
- Consolidated operations of Grand Continent Hotels Pvt. Ltd.
- Formed strategic collaboration with Sarovar Hotels

2017 - 2019



- Added a new property in Malleswaram, Bengaluru
- Acquired key assets at Indiranagar and Koramangala
- Established franchise partnership with Royal Orchid Hotels
- Exited BTM Layout property in 2019

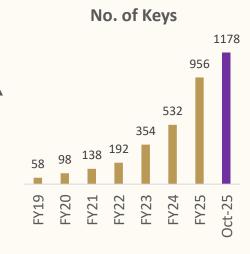


2023-2024

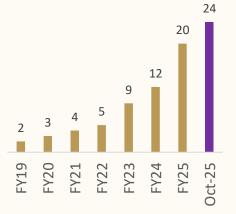
- Expanded presence beyond Bengaluru for the first time
- Launched properties under the "Grand Continent – A Sarovar Portico Affiliate Hotel" brand
- Achieved three consecutive years of revenue growth and profitability

2024-25

- Continued portfolio expansion with several new property additions
- Four hotels launched within the first six months of EV25
- Launched 25th property Grand Continent: A Luxury Collection, Udaipur
- Incorporated wholly owned US subsidiary Grand Continent Hotels Corporation (Delaware)
- Opened new hotels in Koramangala (Bengaluru),
 Dwarka (Gujarat), and T Nagar (Chennai)
- Signed lease agreement (7 July 2025) to operate a property at Shobhagpura, Udaipur.



No. of Properties







Business Overview

Dual Operating Model



Franchise Model

- Franchisors actively manage sales and marketing efforts, driving higher visibility, improved customer engagement, and increased bookings across platforms
- Franchisees benefit from the credibility and reach of well-established brands, gaining access to nationwide advertising and distribution networks.
- Recognized national brands attract a wide and diverse customer base, helping to accelerate market penetration and boost occupancy rates.
- The franchise model offers a time-tested business framework that minimizes operational risk while enhancing efficiency and overall profitability.





Franchise model used selectively for high-value opportunities

Own Brand Model



Inhouse Sales and Marketing team shaping the brand's positioning and direct customer connect



OTA platform relationship are managed by the Company, a step towards building the own brand



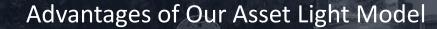
No Franchise fee

Focus on scaling our own brand through operational learnings

Rapid Property Launches in Under 6 Months

GRAND Continent

Driving High ROCE and Scalable Growth





Faster Time to Market

- Properties go live within 3–6 months post signing of LOI
- ~50% faster than traditional ownership model



Cost-Effective Exit Strategy

- Simplified exit process reduces time and costs
- Flexible model for property transitions



Shielded from Real Estate Cycles

- No asset ownership means immunity from price fluctuations
- Ensures stable profitability across cycles

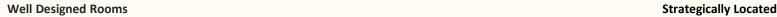


High ROCE & Faster Payback

- New properties achieve break-even within 24 months
- Launch cost per room ₹ 7–8 lakhs enables rapid expansion and boosts valuation

Delivering Unrivaled Value and Exceptional Experiences to Customers













Authentic Food & Beverages







Top Notch Services



Other amenities available





Restaurant







Conference Hall

Gym

24-hour coffee shop

Swimming Pool

Banquet hall

Showcasing 25 Properties Across 12 Vibrant Cities As of 15th Nov'25





Tirupati, Andhra Pradesh

- 88 keys
- 75 employees
- Banquet hall



Bengaluru, Karnataka

- 54 kevs
- 36 employees
- Gym, 2 Banquet Halls



ORR, Bengaluru, Karnataka

- 49 keys
- 25 employees
- Gym, Banquet Hall



Grand Continent, Hebbal

Hebbal, Bengaluru, Karnataka

- 48 keys
- 25 employees
- Gym



Hosur, Tamil Nadu

- 45 keys
- 35 employees
- Gym, Banquet Hall



Anjuna, Goa

- 44 keys
- 35 employees
- Gym, Banquet hall, Swimming Pool



Morjim, Goa

- 40 keys
- 34 employees
- Gym, Banquet hall, Swimming Pool



Secunderabad, Telangana

- 40 keys
- 45 employees
- Gym, Banquet Hall



Bengaluru, Karnataka

- 40 keys
- 16 employees
- Gym, Banquet hall



Bengaluru, Karnataka

- 40 keys
- 20 employees
- Gym

With Over 1281 Keys and 900+ Employees As of 15th Nov'25





Bengaluru, Karnataka

- 40 keys
- 24 employees
- Gym, Café area



Bengaluru, Karnataka

- 25 keys
- 20 employees
- Café



Mysuru, Karnataka

- 40 keys
- 30 employees
- Roof top restaurant
- Banquet Hall



Hyderabad, Telangana

- 80 keys
- 35 employees
- Gym, Restaurant



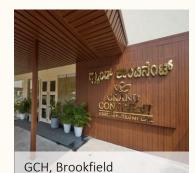
Bengaluru, Karnataka

- 33 keys
- 24 employees
- Gym, Conference Room
- Restaurant



Bengaluru, Karnataka

- 24 keys
- 05 employees



Bengaluru, Karnataka

- 108 keys
- 60 employees
- Gym, Banquet Hall
- Restaurant



Hyderabad, Telangana

- 41 keys
- 28 employees
- Gym, Restaurant
- Restaurant



Dwaraka, Gujarat

- 42 keys
- 32 employees
- Gym, Restaurant



Chennai, Tamil Nadu

- 40 keys
- 30 employees
- Gym, Restaurant

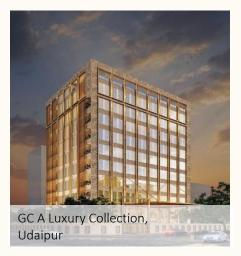


Bengaluru, Karnataka

- 50 keys
- 30 employees
- Restaurant, Board room

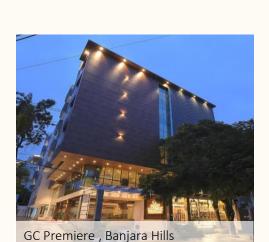
Grand Continent Premiere & Luxury Collection As of 15th Nov'25





Udaipur, Rajasthan

- 103 keys
- 80+ employees
- Gym, Spa, Pool
- Restaurant, Bar
- Roof top restaurant
- 2 Banquet Halls



Hyderabad, Telangana

- 58 keys
- 55 employees (estimated)
- Restaurant
- Gym, Banquet Hall





Chennai, Tamil Nadu

- 72 keys
- 80 employees
- Gym, Spa, Pool
- Restaurant, Bar
- Roof top resto bar
- 4 Banquet Halls, Board room



Mahabalipuram, Tamil Nadu

- 42 keys
- 50 employees
- Pool, Poolside restaurant
- Restaurant, Coffee shop, Bar
- 2 Banquets, Board room

New Hotels Launching Soon

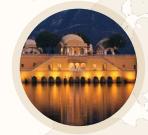




Grand Continent Premier **Ayodhya**



Grand Continent
Vellore



Grand Continent Premier

Jaipur



Grand Continent
Gurgaon



Grand Continent Hotel **Dubai**

Key Brands







Grand Continent Hi-Tech City



Grand Continent, Morjim



Grand Continent, Devanahalli



Grand Continent, Gachibowli



Grand Country Stays, Bannerghatta Rd

Grand Continent, T Nagar Chennai

Grand Continent, Banjara
Hyderabad

Owned and registered brand

Franchise Partners





Current Properties

Regenta Inn Grand Koramangala

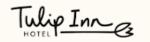
Regenta Inn 4th Block Koramangala Regenta Inn

Indiranagar

Regenta Inn ORR

Mahadevapura

SAROVAR





Current Properties

Grand Continent

Malleswaram

Grand Continent

Secunderabad

Tulip Inn Koramangala

Grand Continent
Anjuna

Golden Tulip

Tirupati

Grand Continent
Mysuru

Grand Continent

Hosur

Grand Continent
Brookfield

Grand Continent Hebbal

Grand Continent

Mahabalipuram

Handle franchise operations for Royal Orchid and Sarovar Group, overseeing the operation and maintenance of 14 properties under these sub-brands in Bangalore, Tirupati, Goa, Secunderabad, Mahabalipuram and Hosur





Experienced and Passionate Top-Level Management





Ramesh Siva Founder & Managing Director

- Founded Grand Continent Hotels India in 2011, accumulating 11+ years of entrepreneurial experience
- 21 years of professional experience in the hospitality industry, ranging from a Management Trainee at the Oberoi Hotels group to the CEO position at Sabari Hotels, a regional chain of hotels in South India
- During tenure at Sabari Hotels, he oversaw 2 greenfield projects, increasing annual revenue from ₹ 70M to ₹ 450M at a 30% CAGR
- Graduate from Institute of Hotel Management, Chennai in 1993



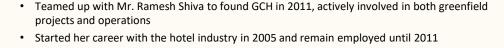
Vidva Ramesh Whole-Time Director



Deepthi Shiva Non-Executive Director









• Degree in Visual Communication from Loyola College



V. Swaminathan Independent Director

- Diverse career in financial services, including roles at CII, P.N. Vijay Financial Services, and SMIFS Capital Markets Ltd.
- Currently, a director at Surva Herbal Ltd. and PAS Digital Pvt. Ltd., and an investor in healthcare and technology startups.

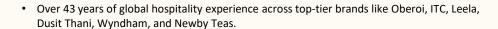


Chandrashekhar Sundaram Independent Director

- Member of the Institute of Cost and Works Accountants of India
- Post graduate diploma in business management from the Institute of Management Technology
- · Experience of more than 33 years in fields of financial planning analyses, reporting and controllership



Sunil Mathur Mentor & Advisor

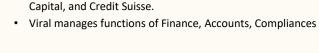


Chartered Accountant, with experience spanning 20+ years in finance, accounts, commodities,

credit, and capital across organizations such as ABN Amro Bank, Deutsche Bank, Barclays



Viral Gandhi Advisor





S Venkataraman Advisor

- Experience of over 30+ years in the field of food services, facilities management and business re-engineering with organizations including Sodexo, Compass and Knight Frank
- · Hotel management graduate from the Institute of Hotel Management, Chennai in 1993

Strong Management Team with Deep Background Experience





Abhijeet Shrivastava

Brings close to three decades of rich experience in the hospitality Industry. Known for driving excellence, innovation and guest satisfaction. Has handled hotel operations, ensuring consistency in service standard. Worked with brands like Hyatt, Leela & Lemon tree to name a few



Mithun Jayaraman

Chartered Accountant and Data Analytics consultant with 15 years of experience in retail, projects, and hospitality, including roles with Taj Hotels and Tamara Hotels



Uma Jhawar Company Secretary

Qualified Company Secretary and Compliance Officer with proven expertise in IPO execution, SME listings, and corporate legal compliance. Has played an important role during the IPO listing overseeing the entire listing process from statutory coordination to final execution.



Sanjay Das
President – Operations

Hotelier with close to 20 years of experience. Comes with strong leadership and resource optimization skills, with proven track record of employee satisfaction & service excellence along with organizational stability worked with Oberoi's, Radisson ,Trident & Lemon Tree



Aneesh Hosangadi

Group Financial Controller

A commerce graduate with a completion of the Final Group I - Chartered Accountancy and 35+ years of experience. His last professional role as CFO of Tata securities saw him manage and deliver across many facets including Fund Management, Budgetary Control, Treasury Functions, Regulatory Compliances, ERP implementations, Cost efficiencies et al.



R Soundrarajan
Vice President - Operations

Hotel management student with 17+ years of experience in rooms & HK with organizations like Leela and in Seychelles



Ashutosh Sinha

Vice President - Operations

Hotel management student with 20 years of experience in rooms & HK with organizations like Oberois, Leela, Sarovar, Quality inn & Keys



Shweta Suryavanshi

Head - Human Resource

Seasoned HR Professional with 20 + years of experiences in various service industries expertise in Talent Acquisition, employee relation & strategic HR planning



Chandrasekaran

Head - Procurement

Brings in 40+ years of experience from various industries. He worked with brands like HCL & TVS. He has been handling the procurement and supply chain management for GCH since last 7 months



Niranchana

Corporate Office & Treasury

A manager by passion backed with 20 years of experience, she manages the corporate office of GCH IN and functions such as HR, MIS and communication





Industry Overview

Hospitality Industry Set for Robust Expansion





Sector Momentum

India's hospitality sector is booming in 2025, building on 2024's strong base amid global uncertainties, backed by 6.5% GDP growth and rising domestic demand



Event Driven Demand

Major events like Maha Kumbh, international concerts, and destination weddings are reshaping travel, with hotel occupancy expected at 68–70% and ARRs above ₹ 9,000



Domestic Market Strength

Strong domestic travel, especially in Tier-2 and Tier-3 cities, is driving double-digit RevPAR growth and broadening the tourism landscape.



Branded Hotel Surge

Record-high branded hotel signings, especially in midscale and economy segments, are tapping into demand for value-led and experiential stays.



Future Outlook

Long-term growth depends on policy support like infrastructure status and capital access for smaller town projects, setting the stage for sustained sector expansion

Growth In Indian Hotel Industry



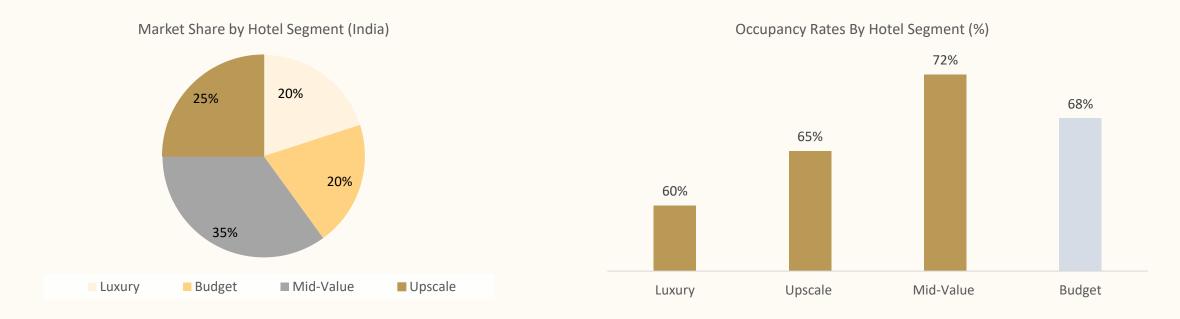


Total Contribution of Indian Hotel Industry to GDP (in USD billion)

Source: Hotel Association of India

Mid-Value Hotels on the Rise





- 1. Mid-Value Hotels Lead Market Share Mid-value hotels make up 35% of the hotel market, surpassing both luxury and budget segments. This reflects a strong shift toward value-conscious but quality-driven stays.
- 2. Highest Occupancy in Mid-Value Segment With an average occupancy rate of 72%, mid-value hotels outperformed luxury (60%) and upscale (65%) hotels, driven by rising demand in Tier 2 and 3 cities.
- 3. Affordable Comfort Driving Growth Domestic travelers—especially millennials, small business travelers, and families—are prioritizing affordable comfort and reliable amenities, boosting the popularity of mid-segment brands.
- 4. Accelerated Chain Expansion in Mid-Tier Hospitality groups are expanding aggressively in the mid-scale due to higher margins and quicker asset turnover, supported by platforms like OYO, Treebo, and Lemon Tree. proudly crossing the 1,000-key mark—a significant achievement in our journey of scalable and sustainable growth.





Performance Highlights

Stellar H1 FY26 Performance

Total Revenue

₹ 57.19 Cr

EBITDA

₹ 6.49 Cr

EBITDA Margin

11.34 %

PAT

₹ 2.39 Cr

PAT Margin

4.18 %



Management Commentary





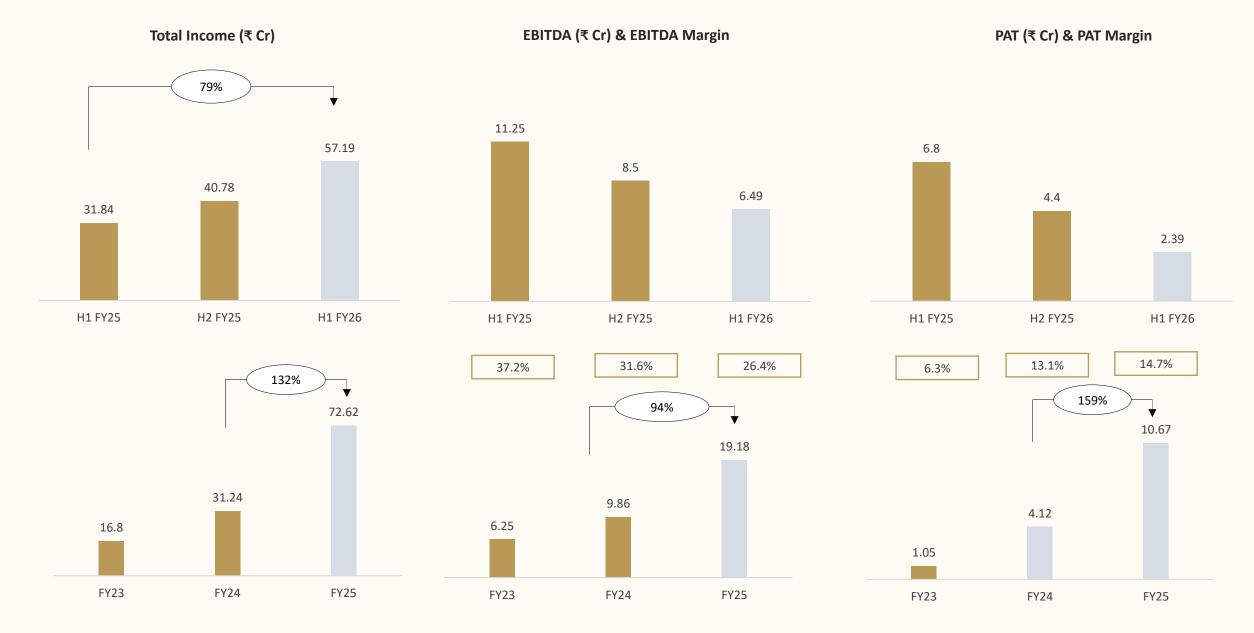
Ramesh Siva
Founder & Managing Director

The first half of FY26 has been a period of growth and investments to manage growth. Grand Continent Hotels delivered a revenue of ₹57.19cr, an increase of 79% over the similar period of FY25. As of 15th November 2025, we have a portfolio of 25 hotels (~1300 keys) across India — our 25th property at Udaipur went live in early November'25 and was our first property in the luxury collection. We have invested in people, tools and governance needs in this period to aid the growth engine of the company-senior leadership in the department of Operations, HR, Procurement; internal audit programs, HR and SDD tools are a few of the highlights of such investments.

The foundational and mature business units continue to perform and deliver revenues and margins as planned. However, the new units are in the process of stabilization and leisure units have just entered the peak season. The enterprise profit margins are subdued and reflect the investments and growth. The hospitality industry as a whole has witnessed remarkable momentum, and we are optimistic about leveraging this growth trend. Grand Continent Hotels has a robust and strong pipeline for growth. A strong leadership, business discipline, efficient tools and investor support, we are confident and look forward to an exciting 3000 key mark over the next 3 years.

Key Financial Highlights





Performance By Segment - H1 FY26



(Rs. In Cr.)

Maturity	Business Segment	Keys	Total Revenue	Unit EBITDA	Unit EBITDA -%
Mature	Business	545	31.2	9.6	30.8%
	Leisure	164	6.9	-1.9	(26.9%)
	Spiritual	88	6.0	1.2	20.5%
Mature		797	44.1	9.0	20.3%
New	Business	341	11.3	0.2	1.9%
	Spiritual	40	0.3	0.0	10.2%
New		381	11.6	0.2	2.1%
Grand Summary:		1178	55.7	9.2	16.5%

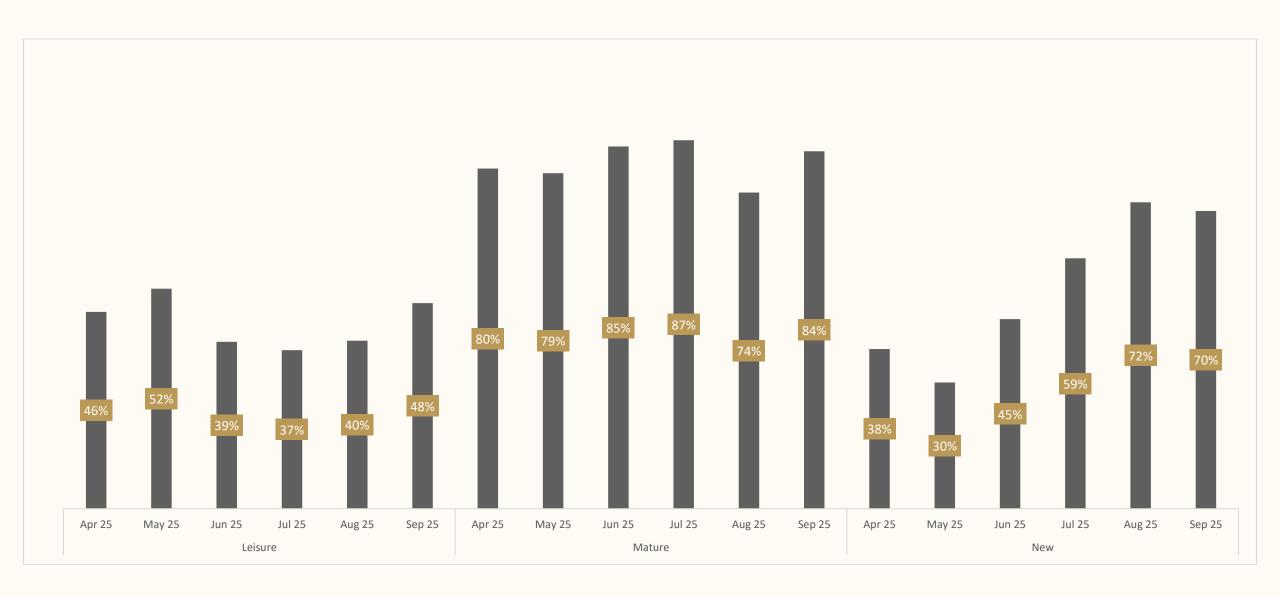
	Keys	OCC%	ARR
Mature	633	82%	3,587
Leisure	164	44%	4,394
New	381	56%	3,449
Total	1,178	61%	3,699

Note: Mature Hotels: Properties that have been operational for more than one year and are considered to have stable, established operations.

New Hotels: Properties operational for less than one year and currently in the process of building their market presence and scaling revenues

Occupancy By Segment - H1 FY26









Income Statement Overview



Particulars (Rs. Crs.)	H1 FY26	H2 FY25	HY-o-HY (%)	FY25	FY24	Y-o-Y (%)
Income from operations	56	41		73	31	
Other income	1	0		-	0	
Total income	57	41	40.2%	73	31	132.5%
Employee Cost	11	6		12	5	
Other Expenses	39	26		41	16	
Total Expenditure	51	32	57.1%	53	21	150.1%
EBITDA	6	9	-23.6%	19	10	94.4%
EBITDA Margin %	11.3%	20.9%		26.4%	31.6%	
Depreciation	2	0		1	1	
Other Income	0	1		1	0	
Interest	1	3		5	4	
Profit Before Tax	3	5	-24.7%	13	6	139.5%
PBT Margin	6.1%	11.3%		18.2%	17.7%	
Tax	1	1		2.6	1.4	
Profit After Tax	2	3	-26.4%	11	4	159.4%
PAT Margin	4.2%	8.0%		14.7%	13.2%	
Basic EPS	0.93	2.38		5.73	2.54	

Balance Sheet Overview



Rs. (in Crs.)	Ac on Son'2E	As on Mar'25	
Total Equity & Liabilities	As on Sep'25		
Shareholders Funds	116	113	
Share Capital	25	25	
Other Equity	91	88	
Non Current Liabilities	27	12	
Long Term Borrowings	23	9	
Deferred tax liabilities (Net)	3	3	
Provisions	1	0	
Current Liabilities	16	14	
Short term Borrowings	2	2	
Trade Payables	6	4	
Other Current Liabilities	7	7	
Short term Provisions	0	1	
Total Equity & Liabilities	159	139	

Rs. (in Crs.)	A. on Con/25	As on Mar'25	
Total Assets	As on Sep'25		
Non Current Assets	120	86	
Property, plant & Equipment	73	62	
Capital work-in-progress	2	0	
FA - Other Financial Assets	3	3	
Other Non-Current Assets	42	20	
Current Assets	39	53	
Inventories	2	1	
FA - Trade Receivables	10	5	
FA - Cash & cash equivalents	7	33	
FA - Loans	2	2	
Other Current Assets	20	12	
Total Assets	159	139	

Key Financial Highlights – Balance Sheet



Debt/Equity



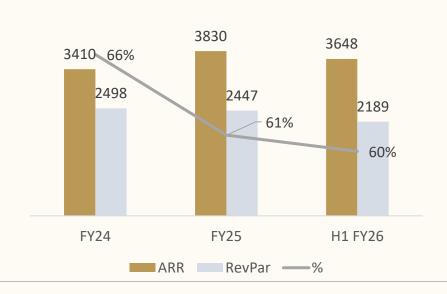
Working Capital (Days)



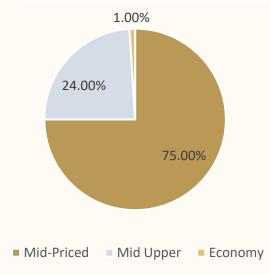
Performance Metrics



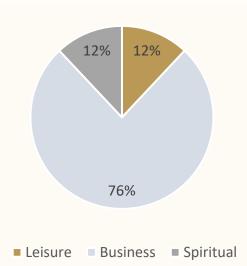
ARR (Rs.), RevPAR (Rs.) and Occupancy (%)



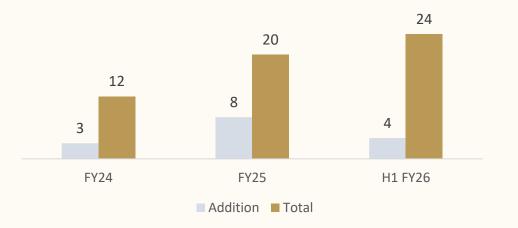
Segment-wise Revenue (H1 FY26)



Category-wise Revenue (H1 FY26)



Total Properties (Nos.)







Way Ahead

Way Ahead – Journey over next 3 years





Geographical expansion
Company has initiated expansion into
West and North.
Dwaraka & Udaipur are live;
Signing at Jaipur, Ayodhya, Gurgaon



Add international destinations such as UAE, SEA etc.



Adopt strategy to change Business : Leisure : Spiritual mix to 60:15:25



Plan to grow portfolio ~3x from current base

Grand Continent is committed to Sustainability with plans to adopt greener and sustainable solutions in all its properties



Company is shaping future-ready, inclusive workforce through agile leadership, strategic talent partnerships and a strong push for gender diversity by 2027



Aims to improve
male: female employee ratio
to 3: 1 by end of FY27
(4.2: 1 as on 31st Oct'25)





Thank You

For Further details reach out to



Ms. Uma Jhawar cs.uma@grandcontinenthotels.com

Investor Relations Advisors

Adfactors Investor Relations

Ms. Shrusti Jain shrusti.jain@adfactorspr.com

Ms. Nishita Bhatt nishita.bhatt@adfactorspr.com