



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

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 Conference Call

Please find enclosed herewith the presentation presented to the Analysts in the Analyst Meeting which has been held as per intimation given by our letter dated February 04, 2017.

This is for the information and records of the Exchanges.

For **ROYAL ORCHID HOTELS LIMITED**

**RANABIR SANYAL
COMPANY SECRETARY & COMPLIANCE OFFICER**

Encl: a/a



Royal Orchid Hotels Ltd

Q3FY17

Results Presentation



ROHL – Business Card

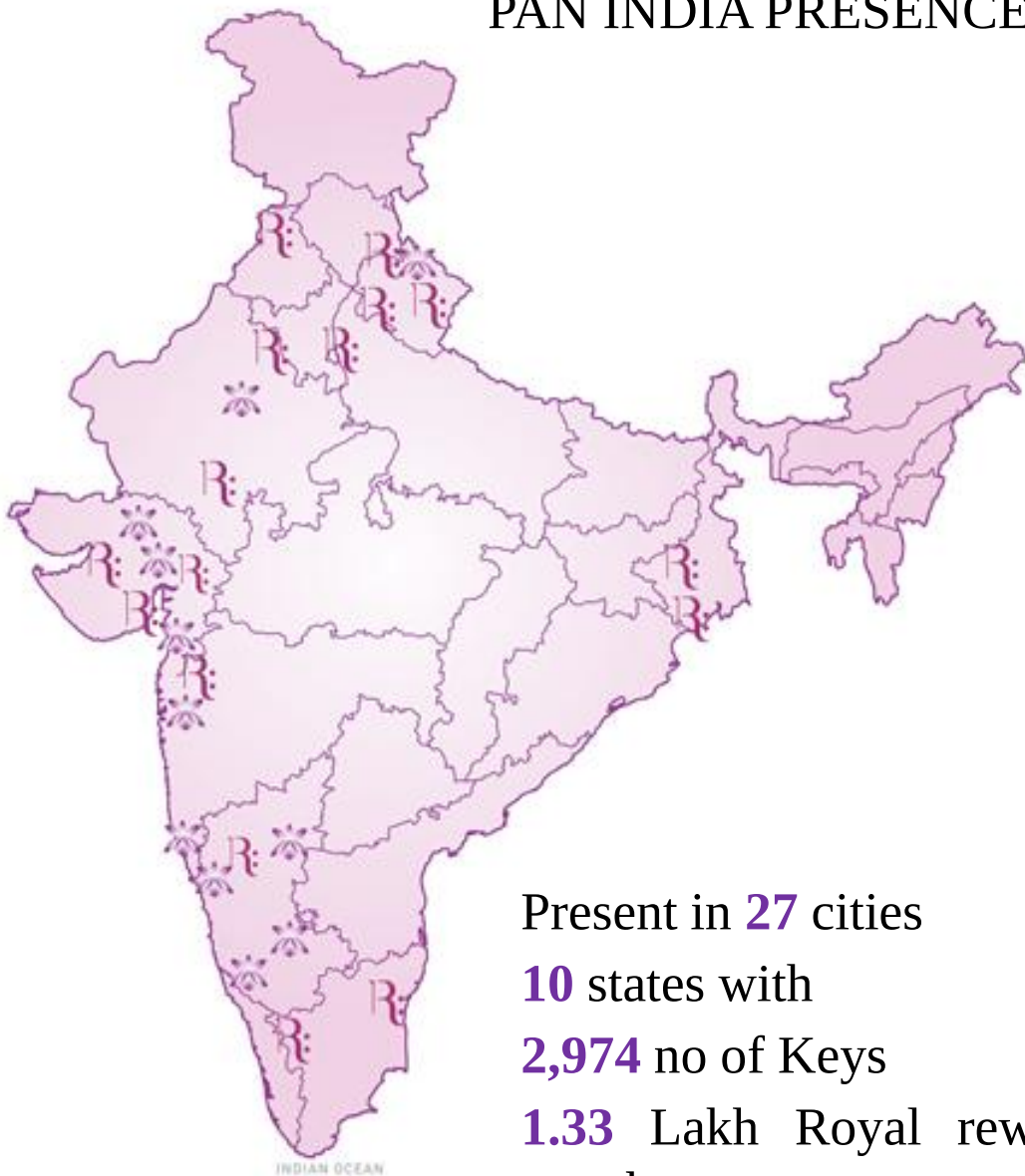
- Royal Orchid Hotel Ltd was incorporated in 1986 under the name of Universal Resorts Ltd.
- Promoted by Mr. Chander Baljee, Chairman and Managing Director
- Engaged in business of Managing Hotels with turnover of Rs 152 crs as on FY16.
- Operates under flagship brands – Royal Orchid, Royal Orchid Central,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

As on 6 th 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
Hotel Royal Orchid	• Royal Orchid Central • Regenta Hotels - Regenta Central - Regenta Resorts	Royal Orchid Suites	Regenta Inn

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

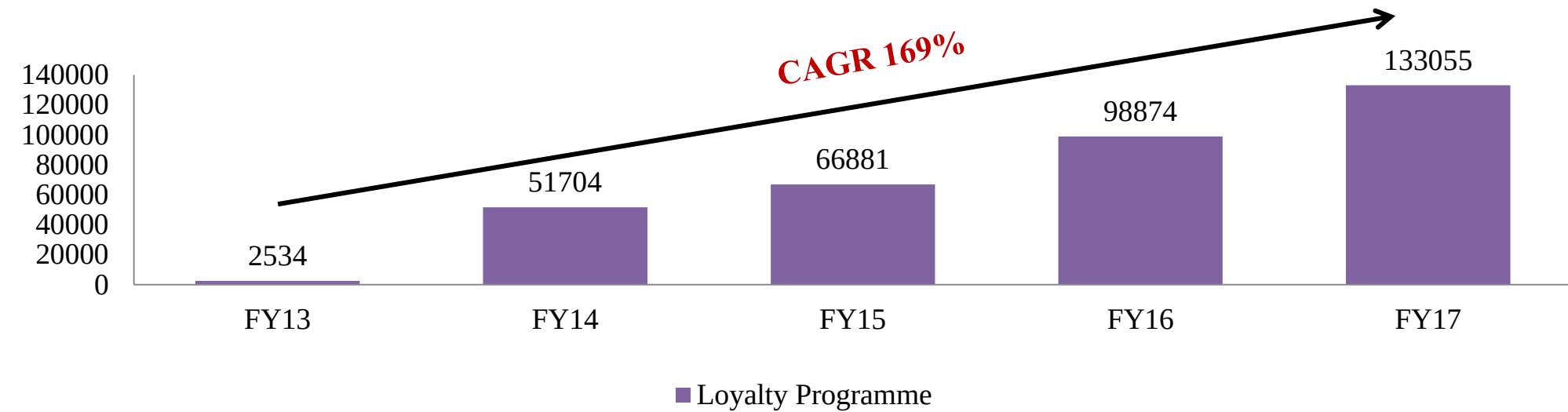
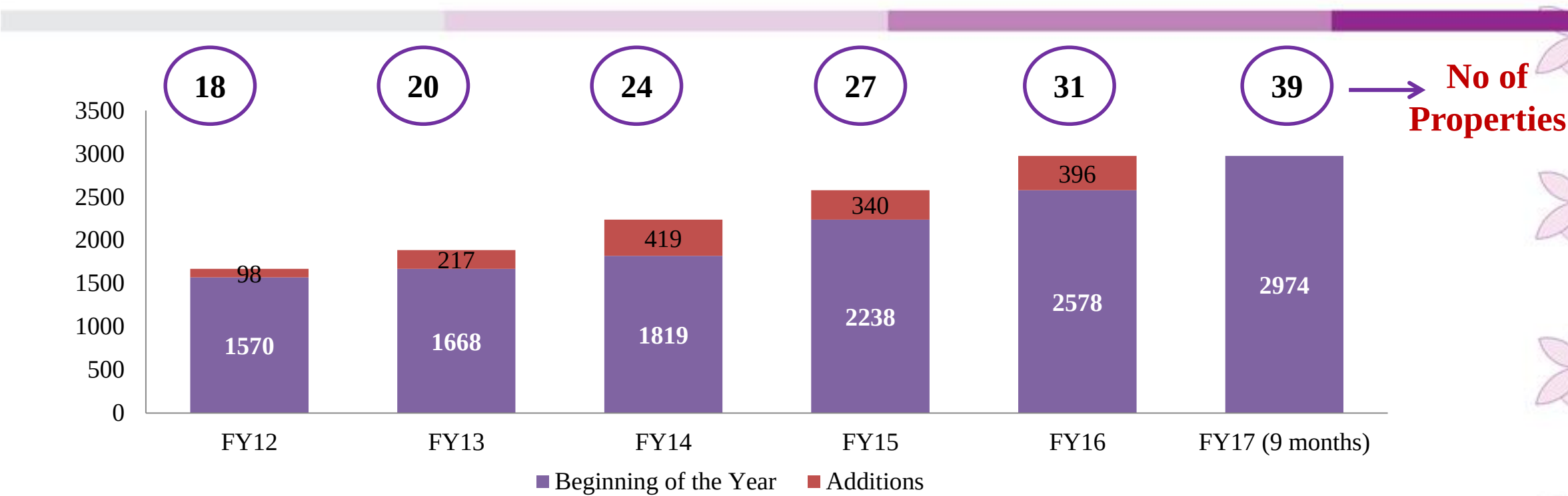
ROYAL ORCHID BUSINESS MODEL VALIDATION

- 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 Hotel Royal Orchid	Bangalore	195	Jaipur (50%)	139			Ahmedabad	129	463
4-Star 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 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%
Total Income	44.90	37.19	21%	46.21	-3%
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%
Total Expense	33.17	33.08	0%	37.33	-11%
EBITDA	11.73	4.11	185%	8.88	32%
<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%
EBIT	8.35	1.12	646%	4.91	70%
Finance Cost	3.54	3.01	18%	3.47	2%
PBT	4.81	-1.89	-354%	1.44	234%
Tax	0.48	-	0%	0.54	-11%
Net Profit/Loss	4.33	-1.89	-329%	0.90	381%
Minority Interest	0.01	-1.11	-101%	-1.07	-101%
Net Profit/Loss After Minority Interest	4.32	-0.78	-654%	1.97	119%

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%
Total Income	25.05	21.84	15%	24.92	1%
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%
Total Expense	18.13	16.63	9%	20.48	-11%
EBITDA	6.92	5.21	33%	4.44	56%
<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%
EBIT	5.78	4.24	36%	3.49	66%
Finance Cost	1.55	1.5	3%	1.49	4%
PBT	4.23	2.74	54%	2.00	112%
Tax	-	-	0%	-	0%
Net Profit/(Loss)	4.23	2.74	54%	2.00	112%
<i>NPM (%)</i>	<i>17%</i>	<i>13%</i>	<i>30%</i>	<i>8%</i>	<i>110%</i>

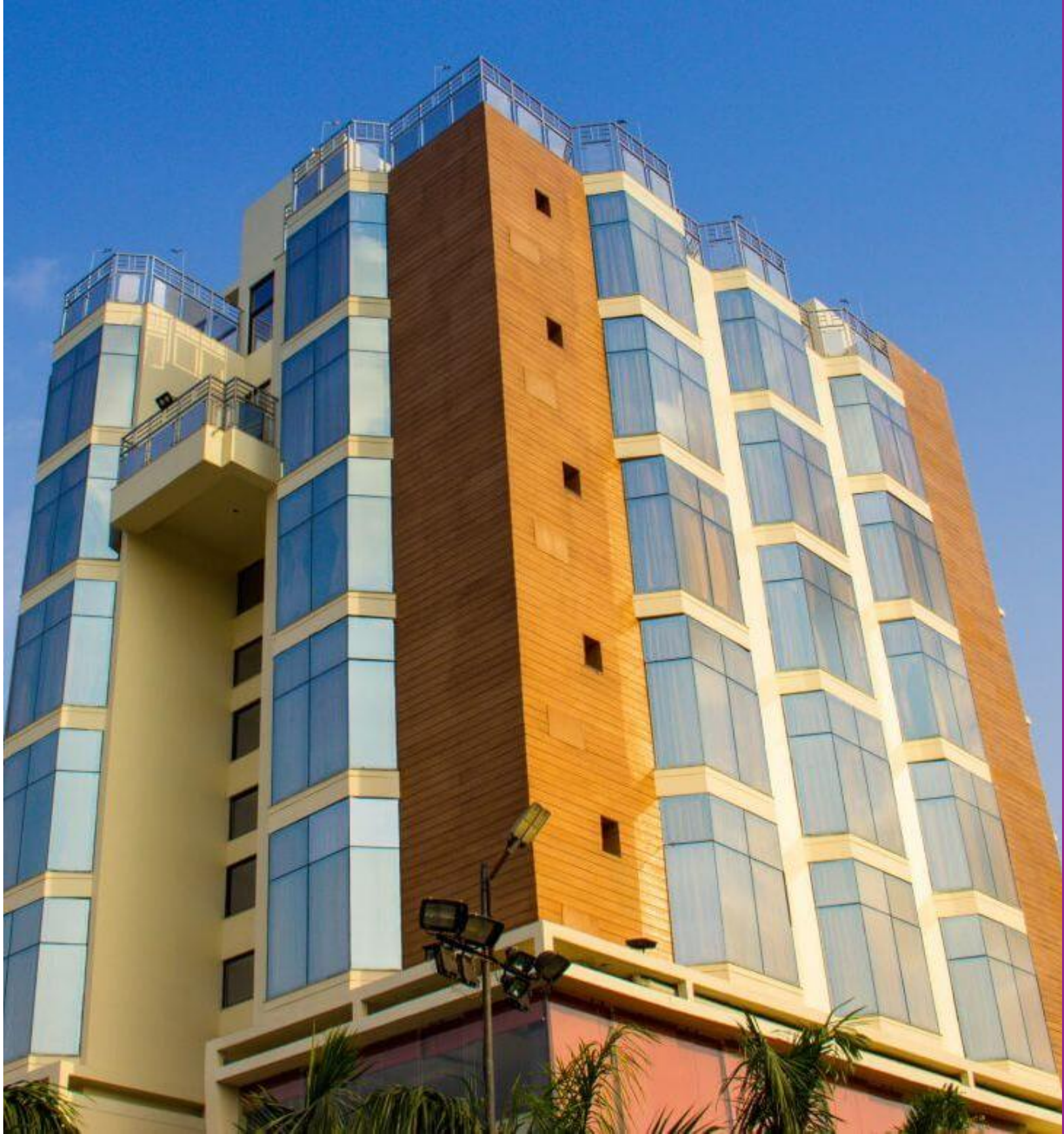
Regenta Inn Vadodara

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



ROYAL ORCHID
HOTELS





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.



ROYAL ORCHID
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Thank You



For further information, please contact:

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