GRAND CONTINENT HOTELS LTD

[Formerly Known As Grand Continent Hotels Private Limited]

Date: 03.07.2025

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,

Subject: Investor Presentation for Group Call Regulation 30 of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015

This is in reference to our intimation dated June 30, 2025, regarding the Group Call with the investors scheduled for Thursday, July 03, 2025, at 12:00 PM to discuss the audited financial results for the half year and financial year ended March 31, 2025, please find enclosed herewith the Conference call Presentation.

Please note that the **Investor Presentation** to be used during the said Group Call remains **unchanged** and is the **same as disclosed on June 17, 2025**. There are **no revisions or modifications** in the 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)

RAMESH SHIVA
Digitally signed by RAMESH SHIVA
Date: 2025.07.03 10:51:00 +05'30'

RAMESH SIVA
MANAGING DIRECTOR
DIN:02449456

GRAND CONTINENT



Grand Continent Hotels Ltd.

Investor Presentation | June 2025

Disclaimer

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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

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GRAND CONTINENT



Company Overview

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

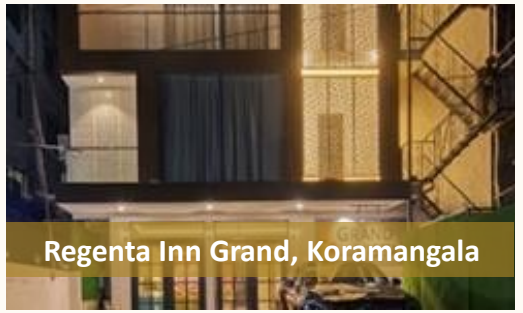
- **Founded in 2011 by Ramesh Shiva, an industry veteran with over two decades of experience, along with his wife Vidya Ramesh, Grand Continent Hotels began its journey with just 54 keys.**
- **As of FY25, GCH operates 20 hotels across 7 cities, totaling 956 keys.**
- **Positioned in the mid-scale segment, 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 fruit – enabling future growth path in Own Brand model alongside Franchise model.**



Grand Continent, Hebbal



Tulip Inn, Koramangala


Regenta Inn Grand, Koramangala


Golden Tulip, Tirupati

21	1014	640+	›61%	₹ 72.62 Cr
Properties#	Keys#	Employees#	Occupancy Rate (FY25)	Income from Operations (FY25)
12	532	400+	›66%	₹ 31.24 Cr
Properties (FY24)	Keys (FY24)	Employees (FY24)	Occupancy Rate (FY24)	Income from Operations (FY24)

Numbers are as on 31-May-2025

Growth Journey: Scaling a Hospitality Brand Over the Past 13+ Years

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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

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

2020 - 2022

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



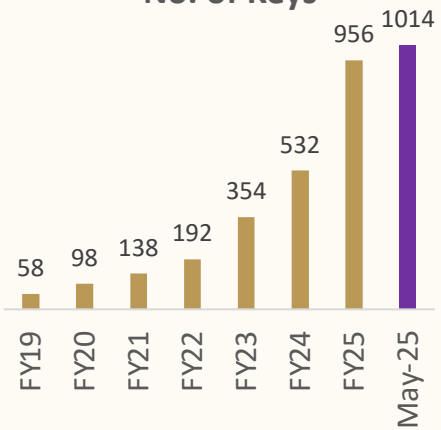
2023-2024

- 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

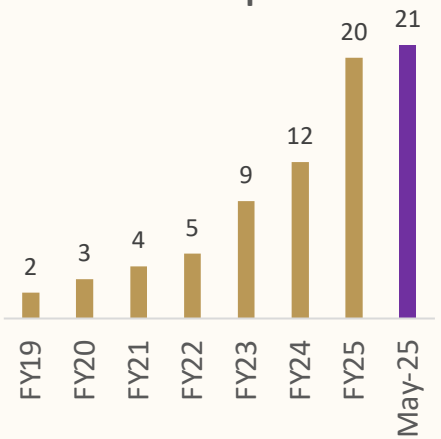
2024-25

- Continued portfolio expansion with several new property additions
- Four hotels launched within the first six months of FY25

No. of Keys



No. of Properties



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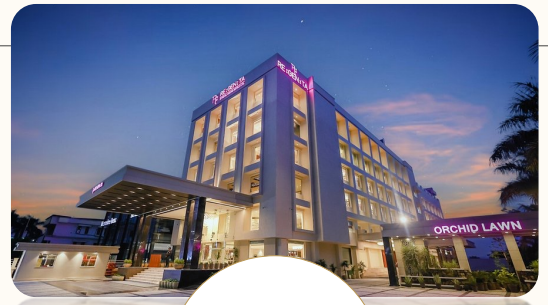
Business Overview

Dual Operating Model

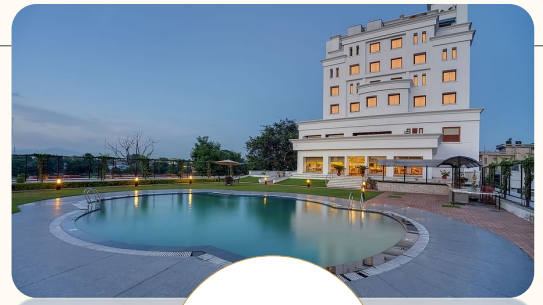
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Franchise Model

- **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.**



ROYAL ORCHID HOTELS



SAROVAR HOTELS & RESORTS

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

Driving High ROCE and Scalable Growth

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Advantages of Our Asset Light Model



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

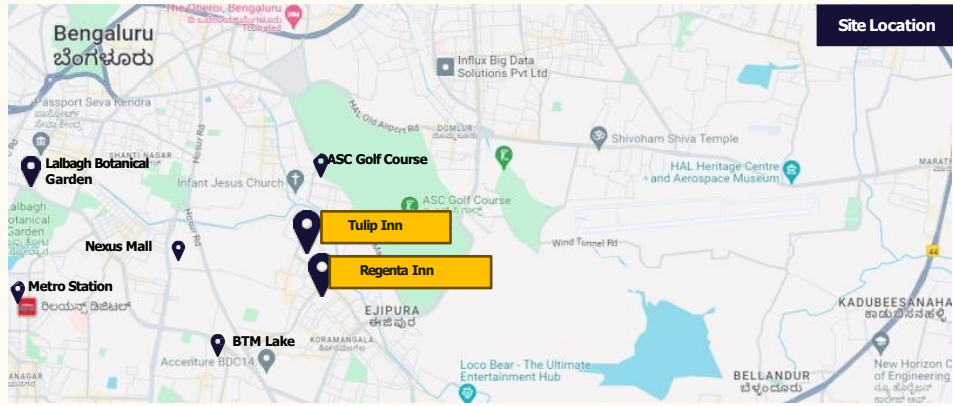
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Well Designed Rooms





Strategically Located



Authentic Food & Beverages





Top Notch Services





Other amenities available

- Conference Hall
- Gym
- Restaurant
- 24-hour coffee shop
- Swimming Pool
- Banquet hall

Showcasing 21 Properties Across 7 Vibrant Cities

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Golden Tulip Tirupati

Tirupati, Andhra Pradesh

- 88 keys
- Banquet hall



Tulip Inn, Koramangala

Bengaluru, Karnataka

- 54 keys
- Gym, 2 Banquet Halls



Regenta Inn

ORR, Bengaluru, Karnataka

- 49 keys
- Gym, Banquet Hall



Grand Continent, Hebbal

Bengaluru, Karnataka

- 48 keys
- Gym



Grand Continent, Hosur

Hosur, Tamil Nadu

- 45 keys
- Gym, Banquet Hall



Grand Continent, Anjuna

Anjuna, Goa

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



Grand Continent, Morjim

Morjim, Goa

- 38 keys
- Gym, Banquet hall,
- Swimming Pool



Grand Continent, Secunderabad

Hyderabad, Telangana

- 40 keys
- Gym, Banquet Hall



Grand Continent, Devanahalli

Bengaluru, Karnataka

- 36 keys
- Gym, Banquet hall



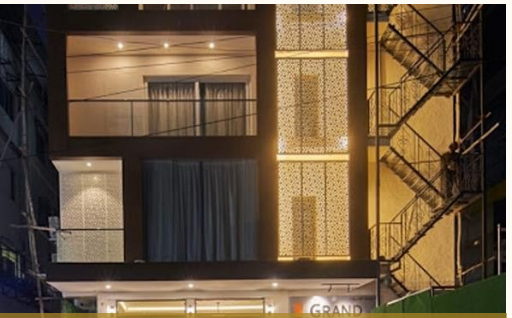
Regenta Inn Indiranagar

Bengaluru, Karnataka

- 40 keys
- Gym

With Over 1000 Keys and 650+ Employees

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Regenta Inn Grand

Koramangala Bengaluru, Karnataka

- 40 keys
- Gym, Café area



Regenta Inn 4th Block

Bengaluru, Karnataka

- 25 keys



Grand Continent, Mysore

Mysore, Karnataka

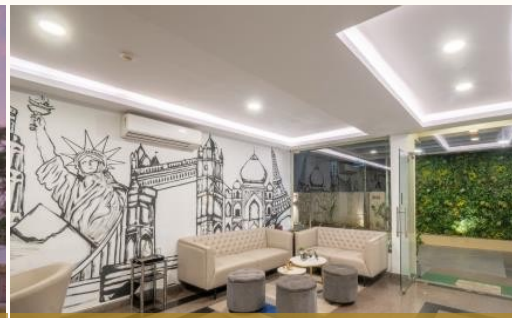
- 40 keys
- Banquet Hall



Grand Continent, Mahabalipuram

Mahabalipuram, Tamil Nadu

- 42 keys
- Pool, Restaurant, Coffee shop



Grand Continent, Hi-tech City

Hyderabad, Telangana

- 80 keys
- Gym, Restaurant



Grand Continent, Malleswaram

Bengaluru, Karnataka

- 34 keys
- Gym , Conference Room



Grand Continent, Bannerghatta

Bengaluru, Karnataka

- 24 keys



Grand Continent, Brookfield

Bengaluru, Karnataka

- 108 keys
- Gym, Banquet Hall



Grand Continent, Gachibowli

Hyderabad, Telangana

- 41 keys
- Gym, Restaurant

Recently Added

Mar'25:

Grand Continent, T Nagar

Chennai | 40 keys | Gym & Restaurant

May'25:

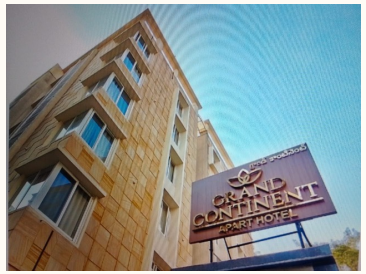
Grand Continent, Banjara

Hyderabad | 58 keys | Gym & Restaurant

Key Brands

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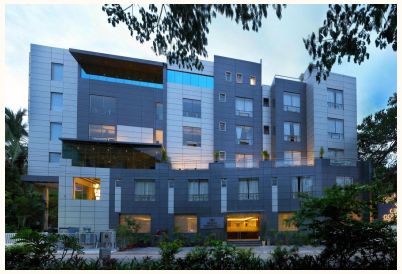
Own Brand



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

ROYAL ORCHID HOTELS

Current Properties

- Regenta Inn Grand **Koramangala**
- Regenta Inn **Indiranagar**
- Regenta Inn 4th Block **Koramangala**
- Regenta Inn ORR **Mahadevapura**

RE:GEN:TA HOTELS

SAROVAR HOTELS & RESORTS

Current Properties

- Grand Continent **Malleswaram**
- Grand Continent **Secunderabad**

Tulip Inn HOTEL

Current Properties

- Tulip Inn **Koramangala**
- Grand Continent **Anjuna**

GOLDEN TULIP

Current Properties

- 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

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Leadership Team

Experienced and Passionate Top-Level Management

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Ramesh Siva

Founder & Managing Director

- **Founded Grand Continent Hotels India in 2011, bringing over 11 years of entrepreneurial leadership.**
- **Brings 21 years of diverse hospitality experience—from starting as a Management Trainee at Oberoi Hotels to serving as CEO of Sabari Hotels, a prominent regional chain in South India.**
- **Spearheaded two greenfield hotel projects at Sabari Hotels, driving revenue growth from ₹70 million to ₹450 million, achieving a 30% CAGR.**
- **Alumnus of the Institute of Hotel Management, Chennai (Class of 1993).**



Vidya Ramesh Whole-Time Director

Co-founded Grand Continent Hotels in 2011 with Mr. Ramesh Shiva, bringing hospitality expertise since 2005 across operations and project development.



Sunil Mathur COO

Over 43 years of global hospitality experience across top-tier brands like Oberoi, ITC, Leela, Dusit Thani, Wyndham, and Newby Teas.



Mithun Jayaraman CFO

Chartered Accountant and Data Analytics consultant with 15 years of experience across retail, projects, and hospitality, including stints at Taj and Tamara Hotels.



Aastha Kochar CS and compliance officer

Qualified Company Secretary with over 1.5 years of experience in managing secretarial and legal matters.

Other Members of Board



Deepthi Shiva
Non-Executive Director



V. Swaminathan
Independent Director



Chandrashekhar Sundaram
Independent Director

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Industry Overview

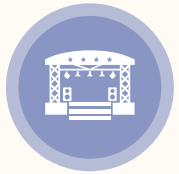
Hospitality Industry Set for Robust Expansion

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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.



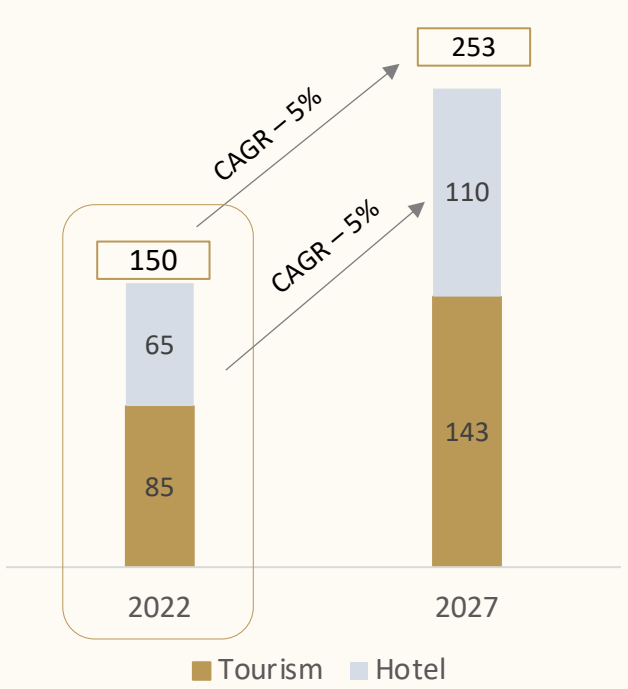
Future Outlook

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

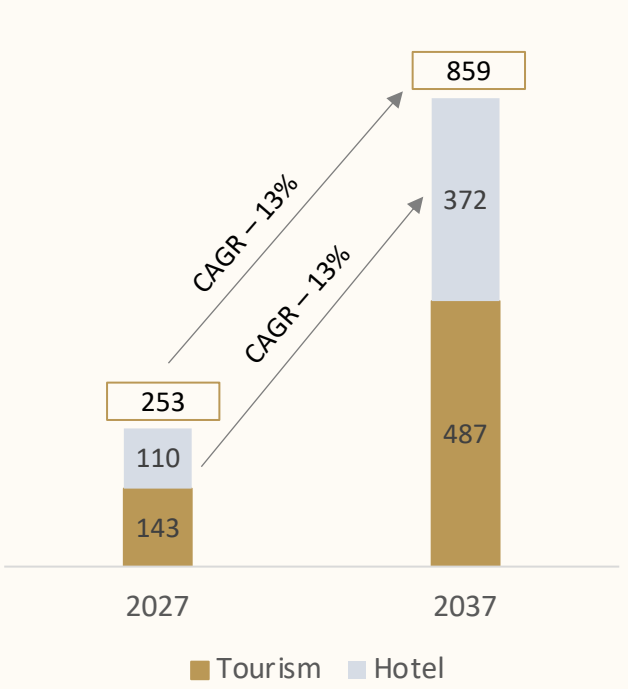
Growth In Indian Hotel Industry

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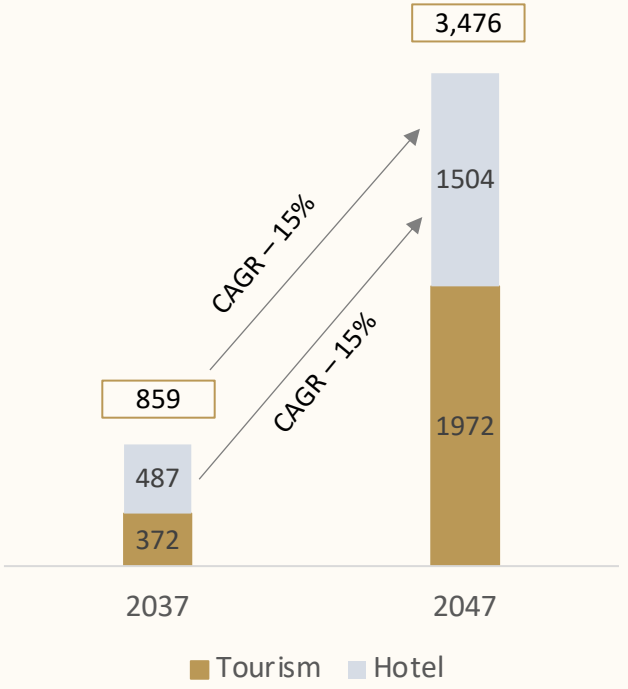
Short Term (2022-2027)



Mid - Term (2027-2037)



Long Term (2037-2047)

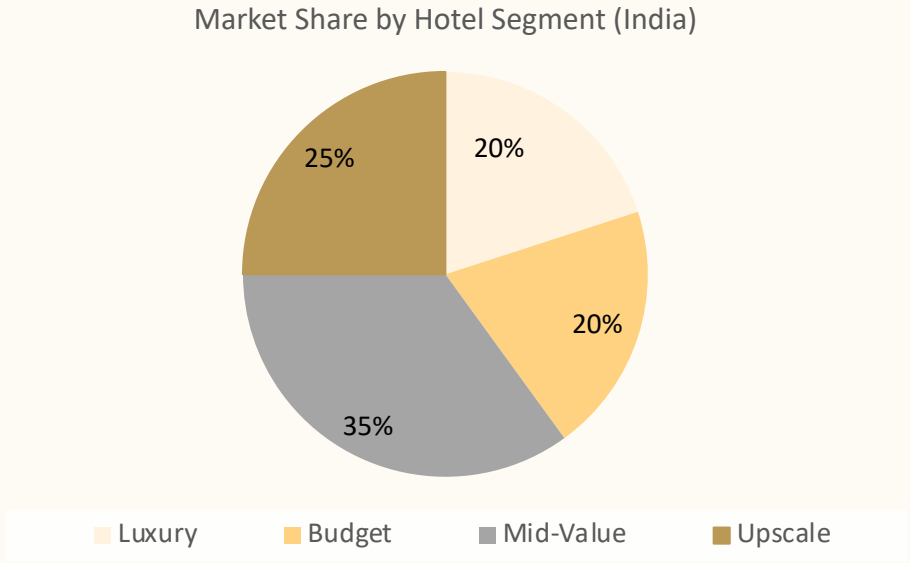


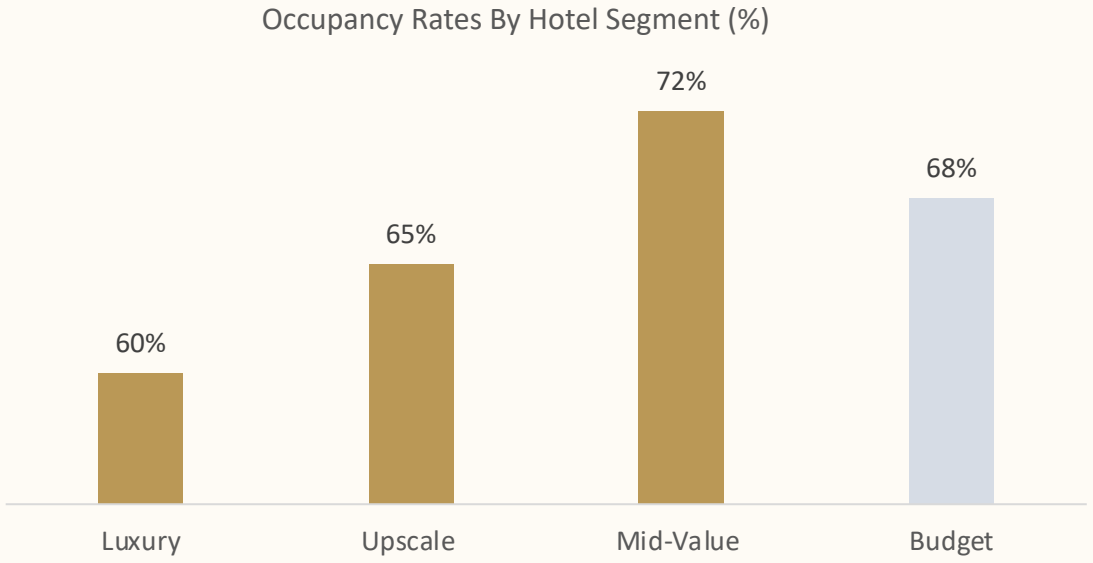
Total Contribution of Indian Hotel Industry to GDP (in USD billion)

Source : Hotel Association of India

Mid-Value Hotels on the Rise

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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.**

Source : HVS ANAROCK (2024), JLL India Hospitality Digest, and Hotelivate India Trends & Opportunities 2024

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Performance Highlights

Stellar FY25 Performance

Total Revenue
₹ 72.62 Cr

EBITDA
₹ 19.18 Cr

EBITDA Margin
26.41 %

PAT
₹ 10.67 Cr

PAT Margin
14.70 %

ROCE#
19%#

 # Properties with at least 5 years of operations



Management Commentary



Ramesh Siva

Founder & Managing Director

I am truly encouraged by the strong annualized performance of Grand Continent Hotels this year. During the second half of FY25, GCH successfully added 4 new properties comprising 203 keys. These additions significantly contributed to our revenue growth in H2 and are expected to drive profitability in the coming fiscal year, FY26.

As of the end of FY25, our portfolio grew to 20 properties with a total of 956 keys. We marked a major milestone on 24th May 2025 with the launch of our 21st property, proudly crossing the 1,000-key mark—a significant achievement in our journey of scalable and sustainable growth

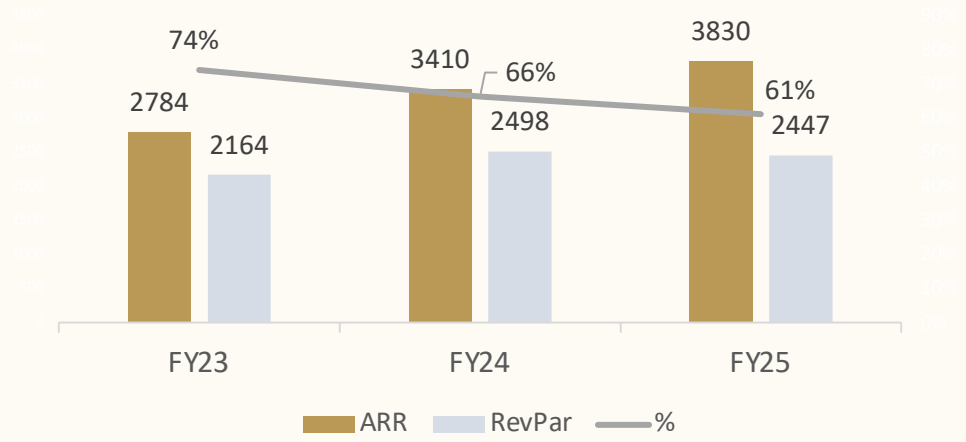
In March 2025, we successfully concluded our IPO on the NSE SME platform, raising ₹74.46 crores through a book-built issue. This included a fresh issue of ₹70.74 crores and an offer for sale of ₹3.72 crores. The strong response from investors reflects their confidence in our vision and growth strategy.

The hospitality industry as a whole has witnessed remarkable momentum, and we are optimistic about leveraging this growth trend. With a strong pipeline, operational discipline, and a trusted brand presence, we look forward to an exciting and rewarding FY26

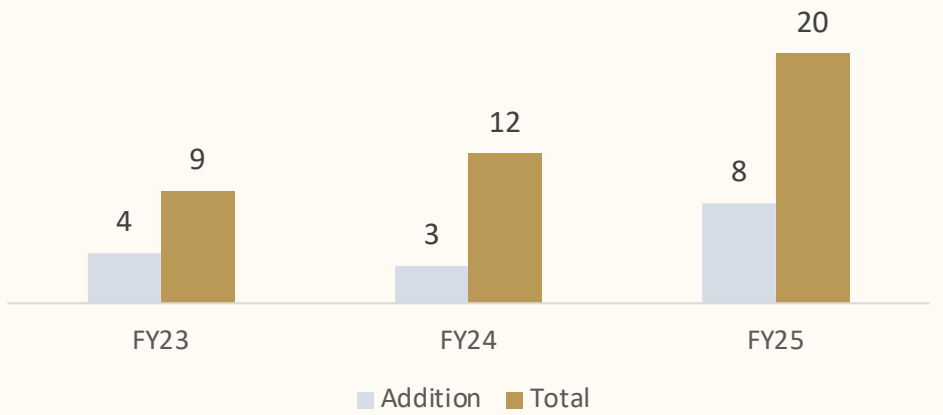
Performance Metrics

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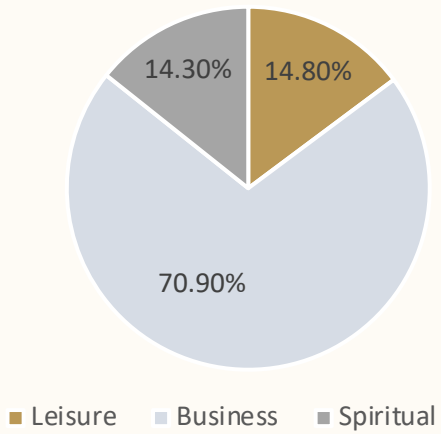
ARR (Rs.), RevPAR (Rs.) and Occupancy (%)



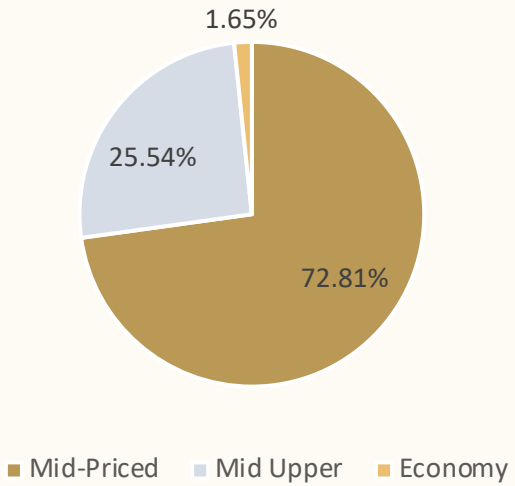
Total Properties (Nos.)



Category-wise Revenue (FY25)



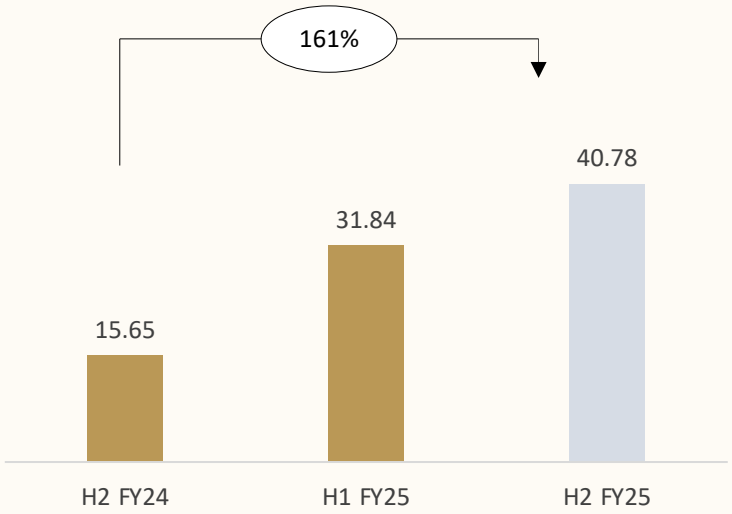
Segment-wise Revenue (FY25)



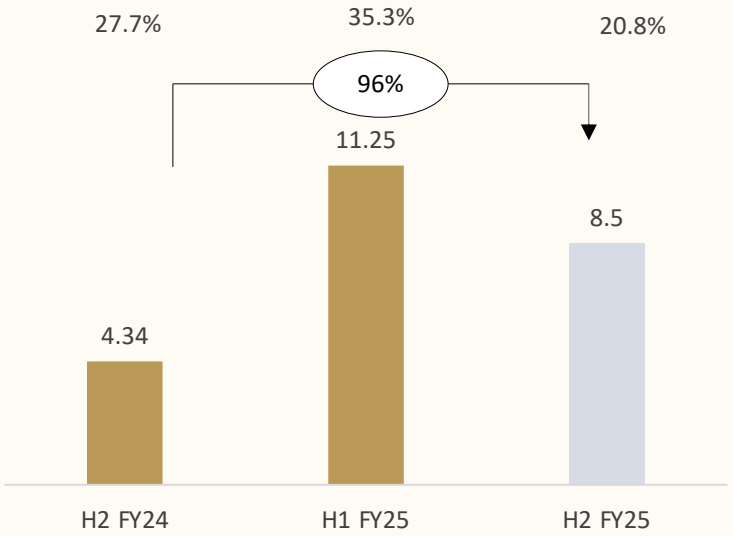
Key Financial Highlights

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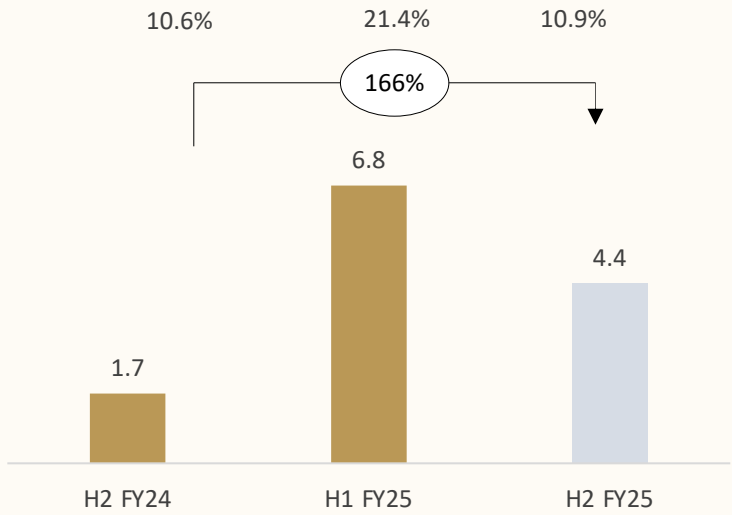
Total Income (₹ Cr)

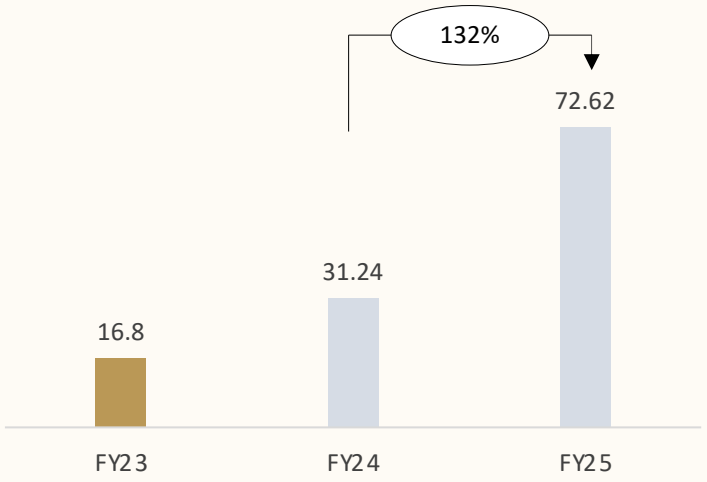


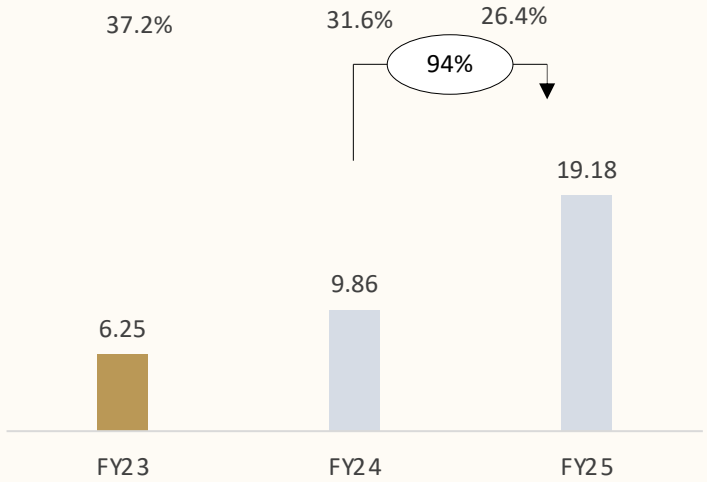
EBITDA (₹ Cr) & EBITDA Margin

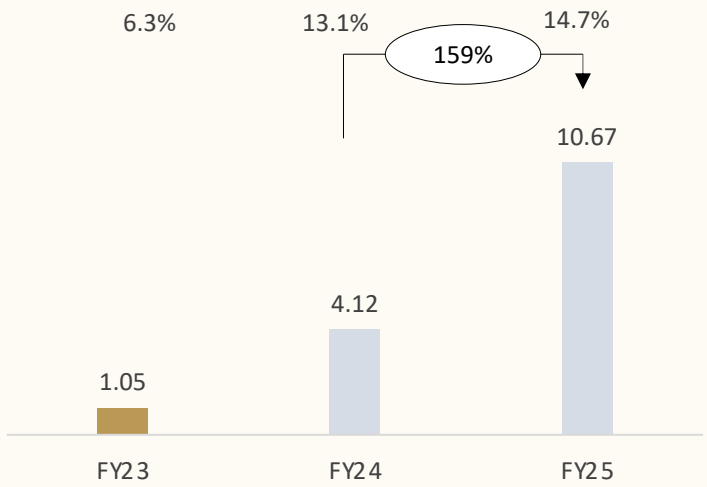


PAT (₹ Cr) & PAT Margin





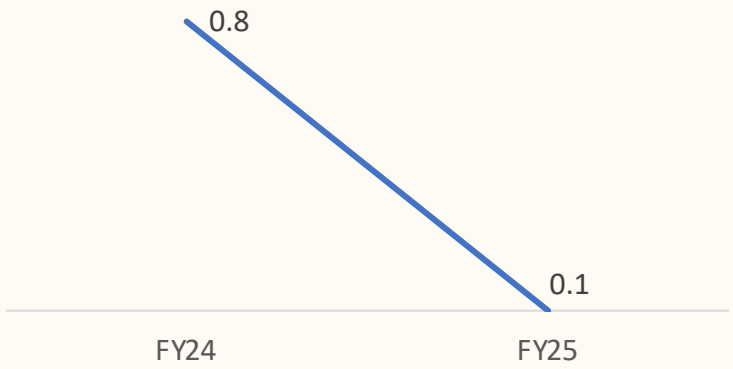




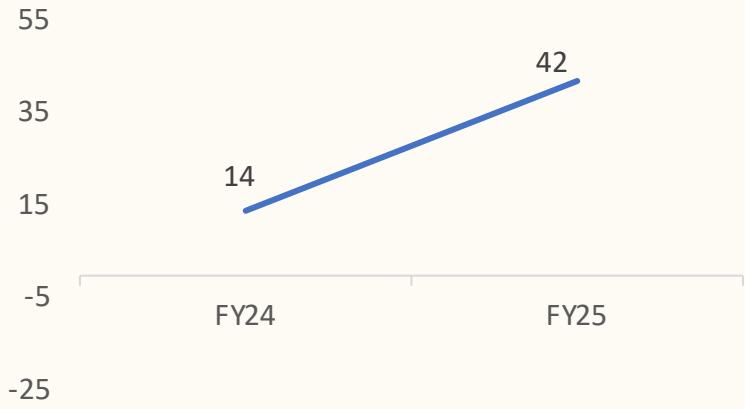
Key Financial Highlights – Balance Sheet

GRAND CONTINENT

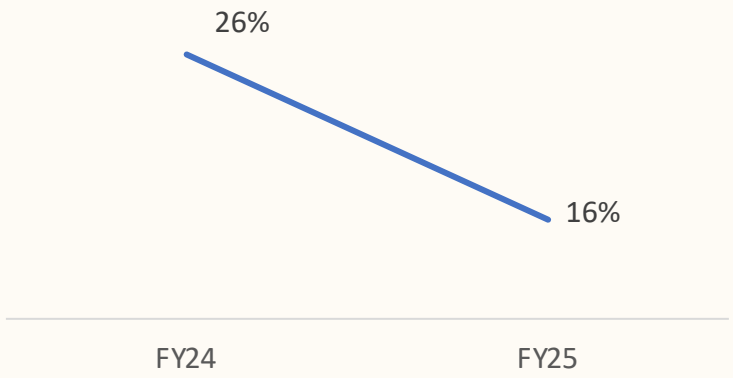
Debt/Equity



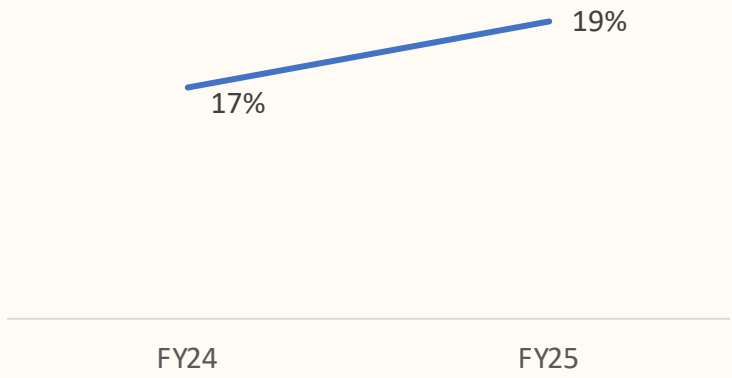
Working Capital (Days)



RoE



RoCE



GRAND CONTINENT



Financial Overview

Income Statement Overview

GRAND CONTINENT

Particulars (Rs. Crs.)	H2 FY25	H2 FY24	Y-o-Y (%)	FY25	FY24	Y-o-Y (%)
Income from operations	40.78	15.65		72.62	31.24	
Total income	**40.78**	**15.65**	**160.5%**	**72.62**	**31.24**	**132.5%**
Employee Cost	6.38	3.04		12.47	5.48	
Other Expenses	25.89	8.27		40.97	15.89	
Total Expenditure	**32.28**	**11.31**	**185.4%**	**53.44**	**21.37**	**150.1%**
EBITDA	**8.50**	**4.34**	**95.8%**	**19.18**	**9.86**	**94.4%**
EBITDA Margin %	**20.85%**	**27.74%**		**26.41%**	**31.58%**	
Depreciation	0.33	0.96		1.48	1.11	
Other Income	**0.59**	**0.00**		**0.62**	**0.29**	
Interest	2.97	1.87		5.10	3.53	
Profit Before Tax	**4.61**	**1.52**	**203.9%**	**13.2**	**5.52**	**139.5%**
PBT Margin	**11.30%**	**9.69%**		**18.21%**	**17.68%**	
Tax	1.36	-0.15		2.55	1.41	
Profit After Tax	**3.25**	**1.67**	**95.3%**	**10.67**	**4.12**	**159.4%**
PAT Margin	**7.97%**	**10.64%**		**14.70%**	**13.17%**	
Basic EPS	2.38	1.02		5.73	2.54	

Income Statement Overview

GRAND CONTINENT

Particulars (Rs. Crs)	FY23	FY24	FY25
Income from operations			
Operating income	16.80	31.24	72.62
Total income	**16.80**	**31.24**	**72.62**
Employee Cost	2.68	5.48	12.47
Other Expenses	7.87	15.89	40.97
Total Expenditure	**10.55**	**21.37**	**53.44**
EBITDA	**6.25**	**9.86**	**19.18**
EBITDA Margin %	**37.22%**	**31.58%**	**26.41%**
Depreciation	1.07	1.11	1.48
Other Income	0.25	0.29	0.62
Interest	3.53	3.53	5.10
Profit Before Tax	**1.90**	**5.52**	**13.22**
Tax	0.85	1.41	2.55
Profit After Tax	**1.05**	**4.11**	**10.67**
PAT Margin	**6.24%**	**13.17%**	**14.70%**
Basic EPS	0.70	2.54	5.73

Balance Sheet Overview

GRAND CONTINENT

Rs. (in Crores) Total Equity & Liabilities	Mar-24	Mar-25
Shareholders Funds	30.94	113.14
Share Capital	3.99	24.92
Other Equity	26.95	88.22
Non Current Liabilities	**30.98**	**11.93**
Long Term Borrowings	28.65	8.79
Deferred tax liabilities (Net)	2.14	2.77
Provisions	0.18	0.38
Current Liabilities	**11.99**	**14.16**
Short term Borrowings	4.58	2.30
Trade Payables	1.91	3.88
Other Current Liabilities	5.34	6.59
Short term Provisions	0.17	1.39
Total Equity & Liabilities	**73.91**	**139.24**

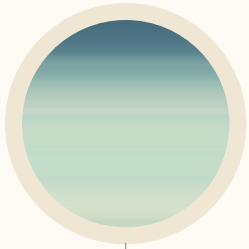
Rs. (in Crores) Total Assets	Mar-24	Mar-25
Non Current Assets	**58.61**	**86.25**
Property, plant & Equipment	34.59	62.13
Capital work-in-progress	4.87	0.41
Other Financial Assets	3.70	2.96
Other Non-Current Assets	15.44	20.19
Current Assets	**15.30**	**52.99**
Inventories	0.15	1.13
Trade Receivables	3.15	5.29
Cash & cash equivalents	8.43	32.76
Loans	3.47	1.77
Other Current Assets	0.10	12.04
Total Assets	**73.91**	**139.24**

GRAND CONTINENT

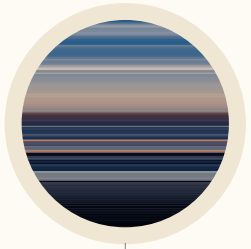


Way Ahead

Way Ahead – Journey over next 3 years



Geographical expansion
Company has initiated expansion into West and North with recent signing at Dwaraka, Jaipur, Ayodhya



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
(6.6 : 1 as on 31st May'25)



IPO March 2025 - Ask & Utilization of Funds

GRAND CONTINENT

Total issue size : ₹ 74.46 Cr Fresh issue size : ₹ 70.74 Cr



46%

Repayment of borrowings



23%

Expansion of hotels chains



14%

General Corporate Purpose and Unidentified Acquisitions



5%

Offer for sale

Note: Issue Expenses accounted for balance 13%



Thank You

For Further details reach out to

GRAND CONTINENT

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