



# GRAND CONTINENT HOTELS LTD

[Formerly Known As Grand Continent Hotels Private Limited]

Date: 17.06.2025

**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 Analysts/Investors Call Regulation 30 of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015**

This is in reference to our intimation dated June,13 2025 regarding the Investors Conference Call scheduled for Wednesday, June 18, 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.

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 SIVA**  
**MANAGING DIRECTOR**  
**DIN:02449456**

ENCL: Investor Presentation

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**GST:** 29AAECG4949H2Z7

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**Registered Address:** 245/1a/1b, Venpursham village, Mamallapuram, Veeralapakkam, Thiruporur, Chengalpattu, Tamil Nadu 603110 Ph: 9741599222

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# Grand Continent Hotels Ltd.

Investor Presentation | June 2025

# 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

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# Company Overview

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# 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.



21

Properties#

1014

Keys#

640+

Employees#

>61%

Occupancy Rate (FY25)

₹ 72.62 Cr

Income from Operations (FY25)

12

Properties (FY24)

532

Keys (FY24)

400+

Employees (FY24)

>66%

Occupancy Rate (FY24)

₹ 31.24 Cr

Income from Operations (FY24)

# 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

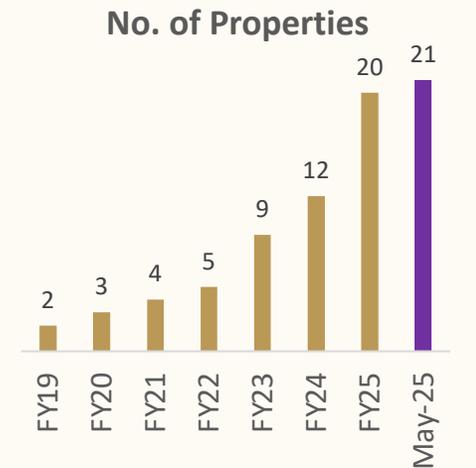
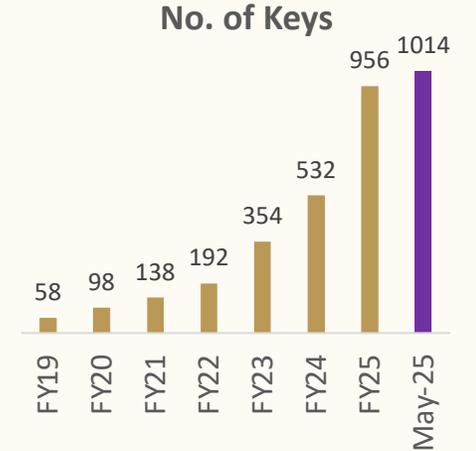


## 2023-2024

- 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 FY25





# Business Overview

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# 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

Driving High ROCE and Scalable Growth

## 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

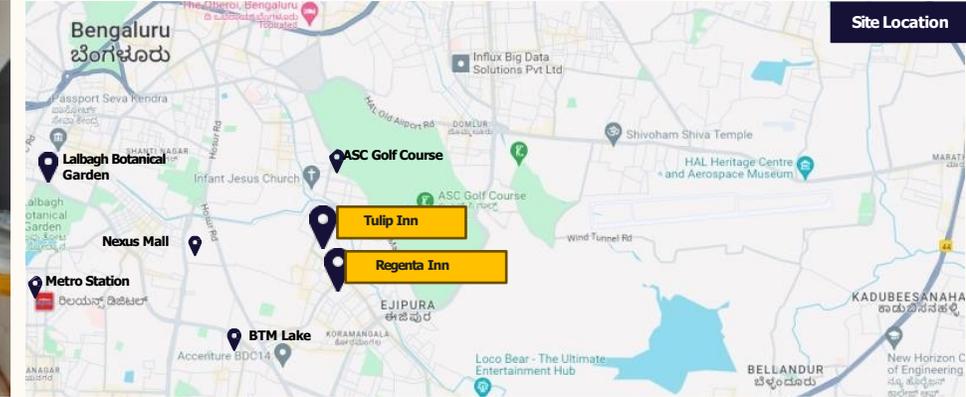
- New properties achieve break-even within 24 months
- Launch cost per room ₹ 7–8 lakhs enables rapid expansion and boosts valuation

# Delivering Unrivalled Value and Exceptional Experiences to Customers

## 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



**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



**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

## 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

									
Current Properties		Current Properties		Current Properties		Current Properties		Current Properties	
Regenta Inn Grand Koramangala	Regenta Inn Indiranagar	Grand Continent Malleswaram	Tulip Inn Koramangala	Golden Tulip Tirupati	Grand Continent Hosur	Grand Continent Hebbal			
Regenta Inn 4th Block Koramangala	Regenta Inn ORR Mahadevapura	Grand Continent Secunderabad	Grand Continent Anjuna	Grand Continent Mysuru	Grand Continent Brookfield	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



## Leadership Team

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# Experienced and Passionate Top-Level Management



## 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



# Industry Overview

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# 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 ARR 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.

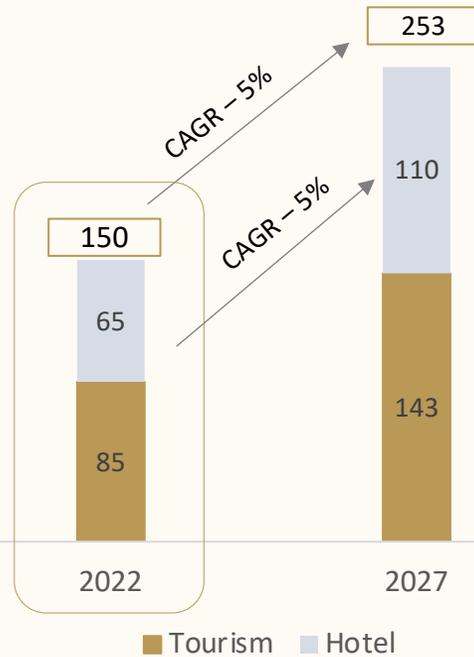


## Future Outlook

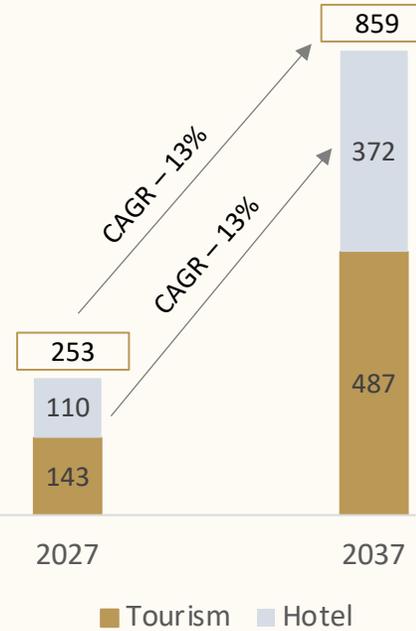
Long-term growth depends on policy support like infrastructure status and capital access for smaller town projects, setting the stage for sustained sector expansion

# Growth In Indian Hotel Industry

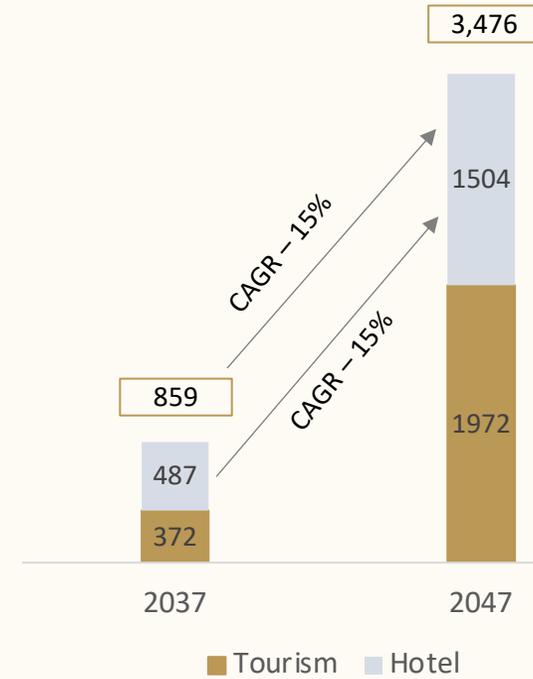
Short Term (2022-2027)



Mid - Term (2027-2037)



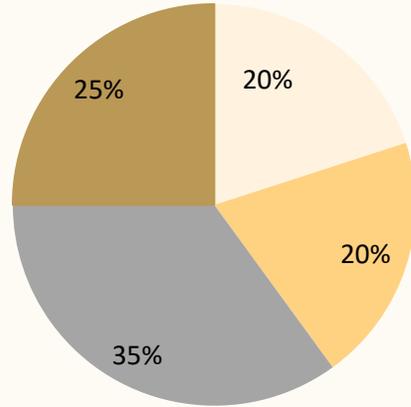
Long Term (2037-2047)



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

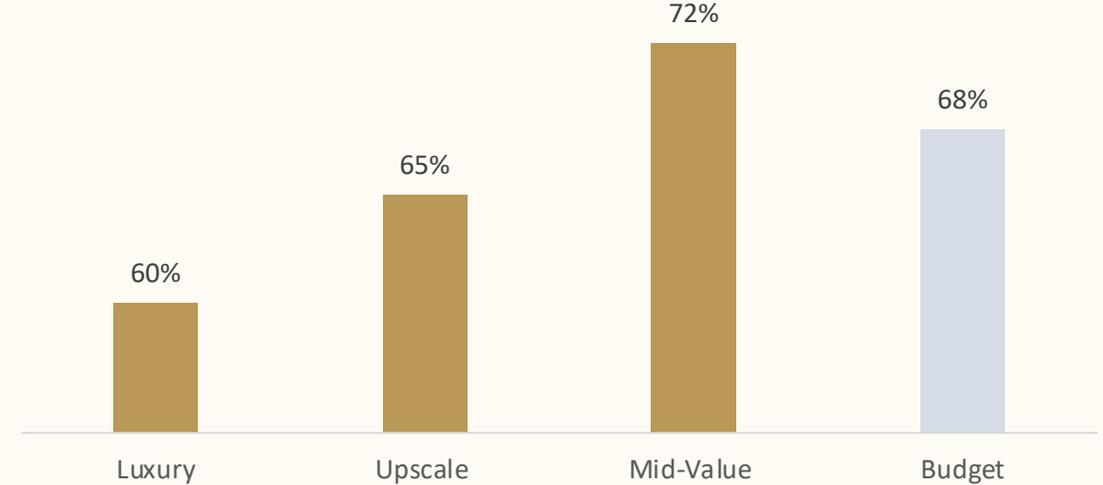
# Mid-Value Hotels on the Rise

Market Share by Hotel Segment (India)



Luxury Budget Mid-Value Upscale

Occupancy Rates By Hotel Segment (%)



- 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

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# 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

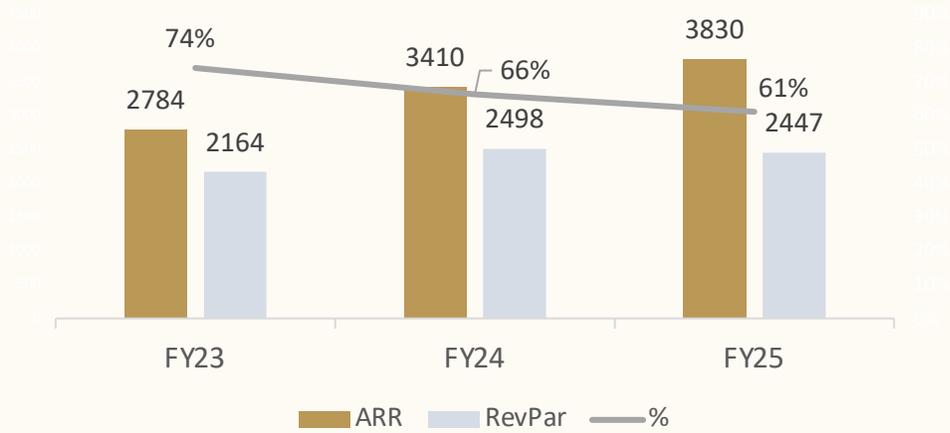
In March 2025, we successfully concluded our IPO on the NSE SME platform, raising ₹74.46 crores through a book-built issue. This included a fresh issue of ₹70.74 crores and an offer for sale of ₹3.72 crores. The strong response from investors reflects their confidence in our vision and growth strategy.

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

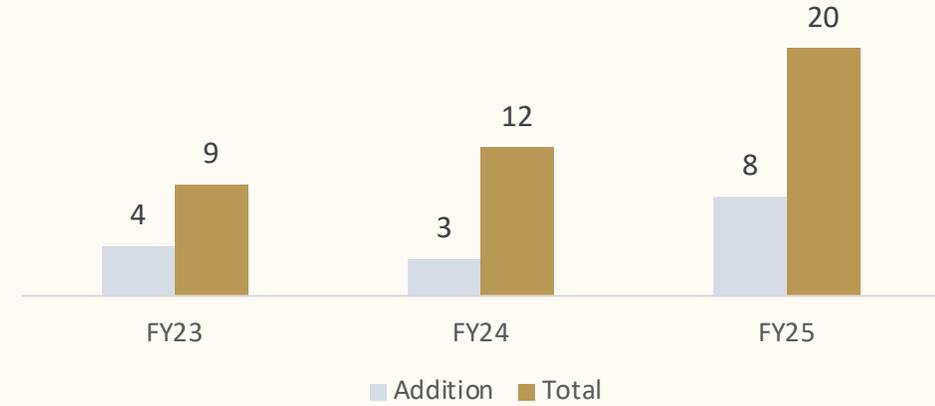
”

# Performance Metrics

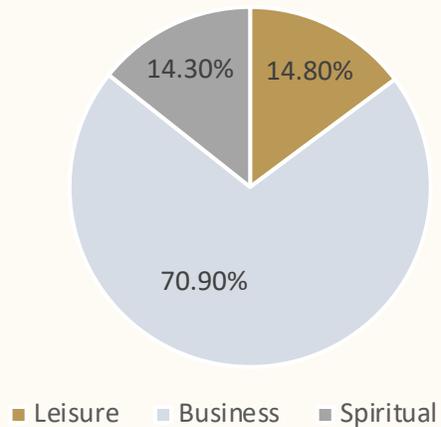
ARR (Rs.), RevPAR (Rs.) and Occupancy (%)



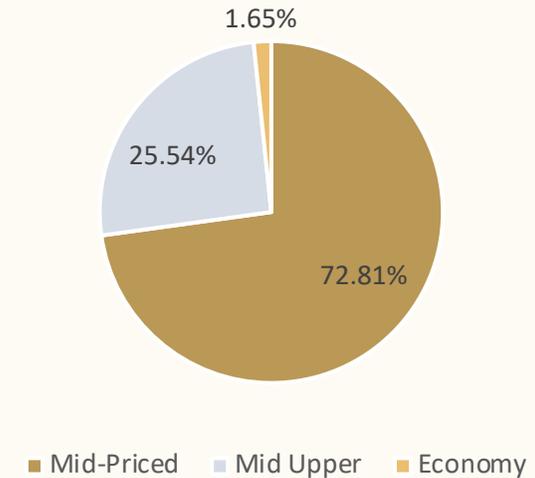
Total Properties (Nos.)



Category-wise Revenue (FY25)

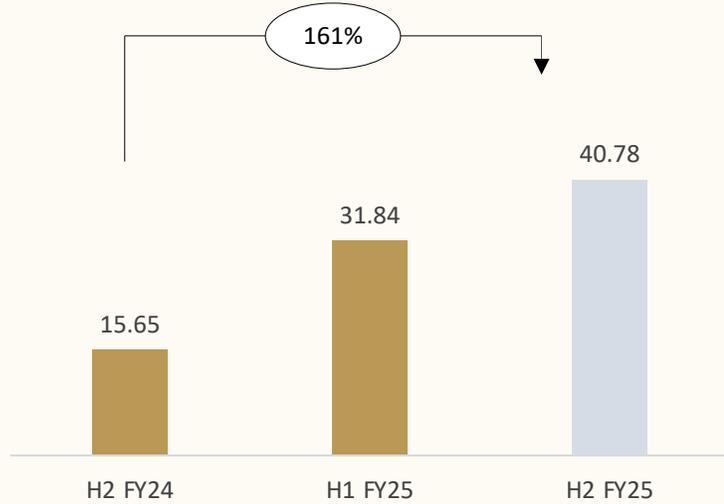


Segment-wise Revenue (FY25)

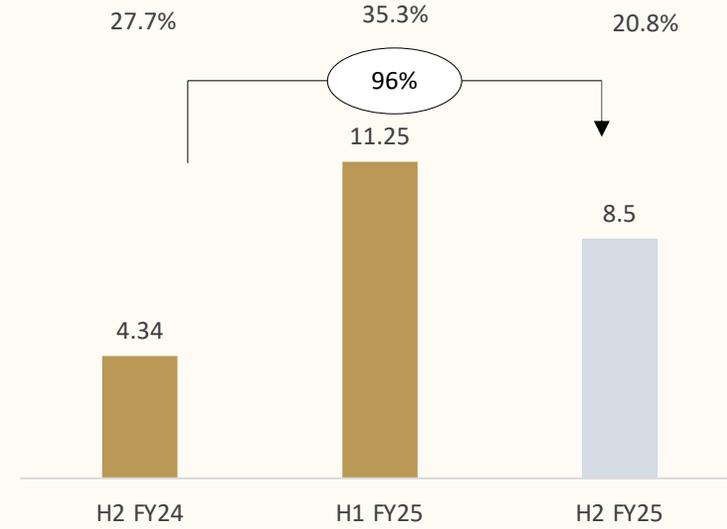


# Key Financial Highlights

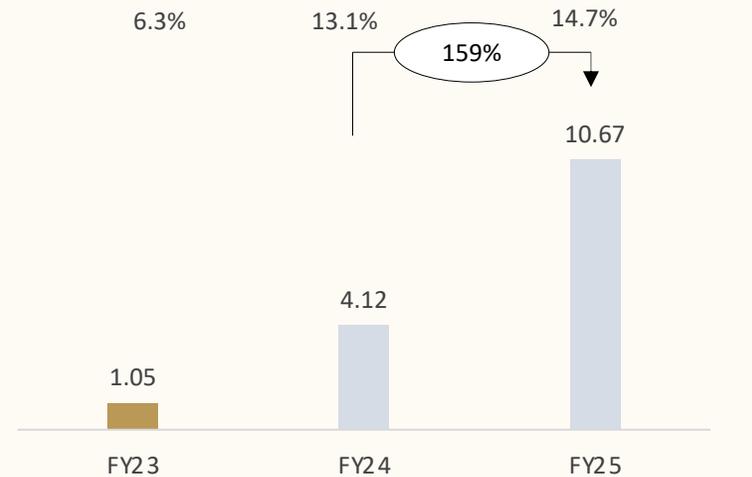
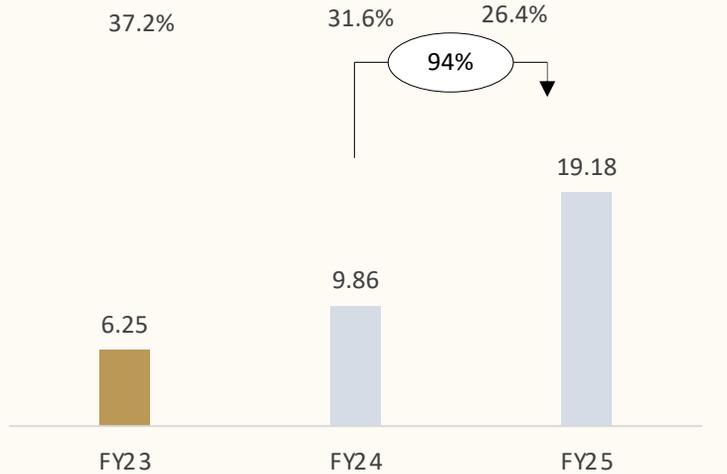
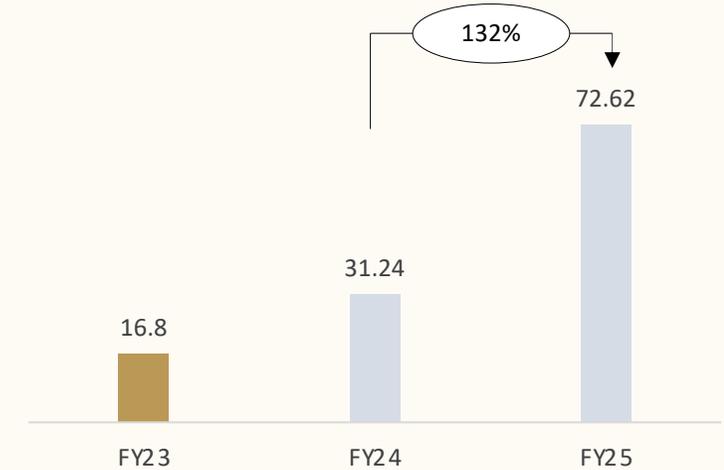
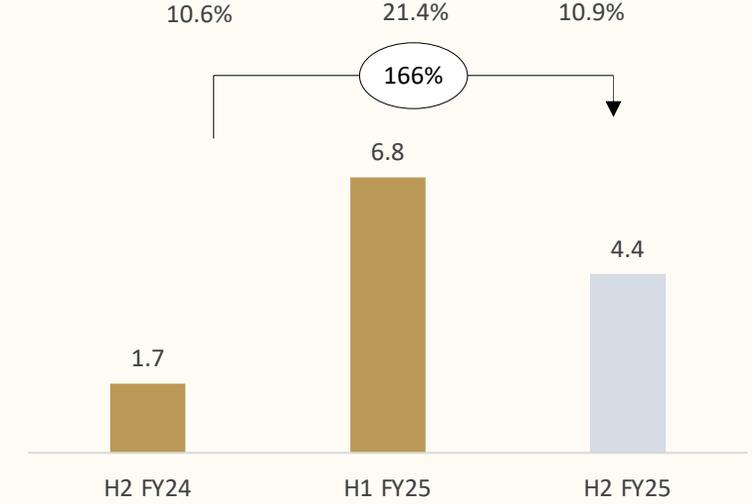
**Total Income (₹ Cr)**



**EBITDA (₹ Cr) & EBITDA Margin**

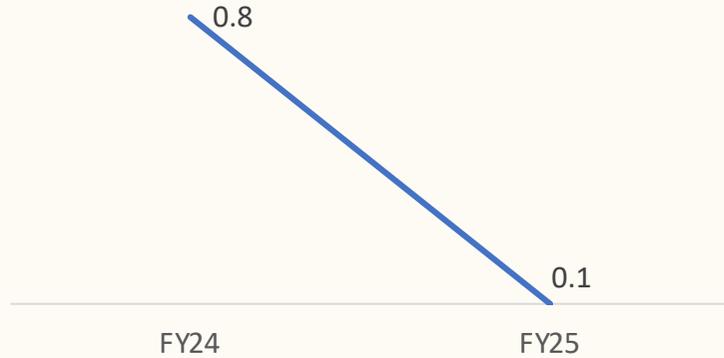


**PAT (₹ Cr) & PAT Margin**

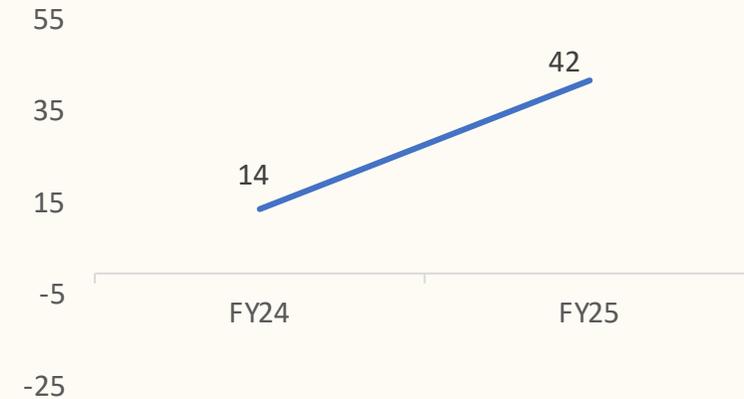


# Key Financial Highlights – Balance Sheet

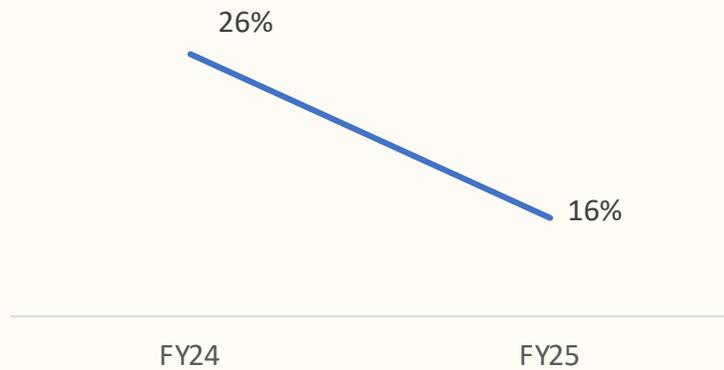
**Debt/Equity**



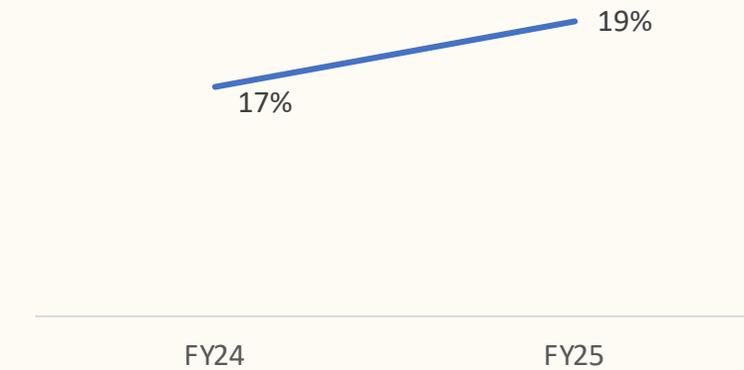
**Working Capital (Days)**



**RoE**



**RoCE**





# Financial Overview

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# Income Statement Overview

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

# Income Statement Overview

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

# Balance Sheet Overview

Rs. (in Crores)	Mar-24	Mar-25
<b>Total Equity &amp; Liabilities</b>		
Shareholders Funds	30.94	113.14
Share Capital	3.99	24.92
Other Equity	26.95	88.22
<b>Non Current Liabilities</b>	<b>30.98</b>	<b>11.93</b>
Long Term Borrowings	28.65	8.79
Deferred tax liabilities (Net)	2.14	2.77
Provisions	0.18	0.38
<b>Current Liabilities</b>	<b>11.99</b>	<b>14.16</b>
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
<b>Total Equity &amp; Liabilities</b>	<b>73.91</b>	<b>139.24</b>

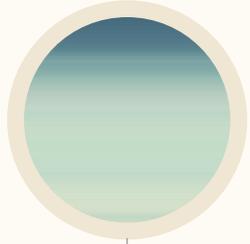
Rs. (in Crores)	Mar-24	Mar-25
<b>Total Assets</b>		
<b>Non Current Assets</b>	<b>58.61</b>	<b>86.25</b>
Property, plant & Equipment	34.59	62.13
Capital work-in-progress	4.87	0.41
Other Financial Assets	3.70	2.96
Other Non-Current Assets	15.44	20.19
<b>Current Assets</b>	<b>15.30</b>	<b>52.99</b>
Inventories	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
<b>Total Assets</b>	<b>73.91</b>	<b>139.24</b>



Way Ahead

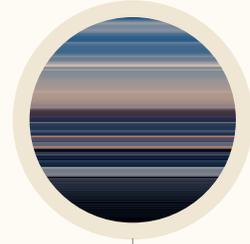
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# Way Ahead – Journey over next 3 years



## 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 31<sup>st</sup> May'25)



# IPO March 2025 - Ask & Utilization of Funds

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



Note: Issue Expenses accounted for balance 13%



# Thank You

For Further details reach out to



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