



## Performance Review

Oct - Nov - Dec

Q3 2010-11



ECOTEL® - The Habitat of Environmentally Sensitive Hotels  
A Unit of Karam Phunds Global Ltd.





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## Nine Months 2009-2010 VS 2010-2011

**23%**

Increase in  
Operational Income

↑ Increase in Operational Income by 23 % from Rs. 6,891.35 Lacs to Rs. 8,449.50 Lacs

**18%**

Decrease in  
Heat Light and Power

↑ Increase in Total Revenue by 13 % from Rs. 8,045.71 Lacs to Rs. 9,052.14 Lacs

↑ Decrease in Heat Light and Power by 18 % from Rs. 946.53 Lacs to Rs. 773.92 Lacs

↑ Increase in Operating Cost by 7 % from Rs. 5,502.11 Lacs to Rs. 5,875.66 Lacs

**25%**

Increase in  
EBIDTA

↑ Increase in EBIDTA by 25 % from Rs. 2,543.60 Lacs to Rs. 3,176.48 Lacs

↑ Increase in PBT from a Loss of Rs. 1,002.90 Lacs to a Profit of Rs. 355.26 Lacs

↑ Increase in PAT from a Loss of Rs. 604.43 Lacs to a Profit of Rs. 273.27 Lacs



(Rs. in Lacs)

FINANCIAL RESULTS				
Nine Months Ended				
	31st Dec 2010	31st Dec 2009	Growth	Growth%
Revenue				
The Orchid	4,917.63	5,010.30	(92.67)	-2%
VITS	2,374.33	1,880.84	493.49	26%
Fort Jadhav Gadh	480.42	254.00	226.42	89%
Others	1,279.76	900.57	379.19	42%
<b>Total</b>	<b>9,052.14</b>	<b>8,045.71</b>	<b>1,006.43</b>	<b>13%</b>
Operating Costs	5,875.66	5,502.11	373.55	-7%
<b>EBIDTA</b>	<b>3,176.48</b>	<b>2,543.60</b>	<b>632.88</b>	<b>25%</b>
Interest	1,881.71	2,605.63	(732.92)	28%
Depreciation	939.51	940.87	(1.36)	
<b>PBT</b>	<b>355.26</b>	<b>(1,002.90)</b>	<b>1,358.16</b>	
Tax	81.99	(398.47)	480.46	
<b>PAT</b>	<b>273.27</b>	<b>(604.43)</b>	<b>877.70</b>	

**The Orchid, Mumbai**

Decrease in Revenue by 2% from Rs. 5,010.30 Lacs to Rs. 4917.63 Lacs

**VITS, Mumbai**

Increase in Revenue by 26% from Rs. 1,880.84 Lacs to Rs. 2,374.33 Lacs

**Fort Jadhav Gadh**

Increase in Revenue by 89% from Rs. 254.00 Lacs to Rs. 480.42 Lacs

**Other Units**

Increase in Revenue by 42% from Rs. 900.57 Lacs to Rs. 1,279.76 Lacs

**The Orchid, Mumbai**

Increase in Room Revenue by 9 % from Rs.2,661.49 Lacs to Rs. 2,889.68 Lacs  
Increase in F & B Revenue by 16 % from Rs.1,525.44 Lacs to Rs. 1,776.02 Lacs

**VITS, Mumbai**

Increase in Room Revenue by 34 % from Rs. 1,136.66 Lacs to Rs. 1,523.25 Lacs  
Increase in F & B Revenue by 26 % from Rs. 587.10 Lacs to Rs. 739.03 Lacs

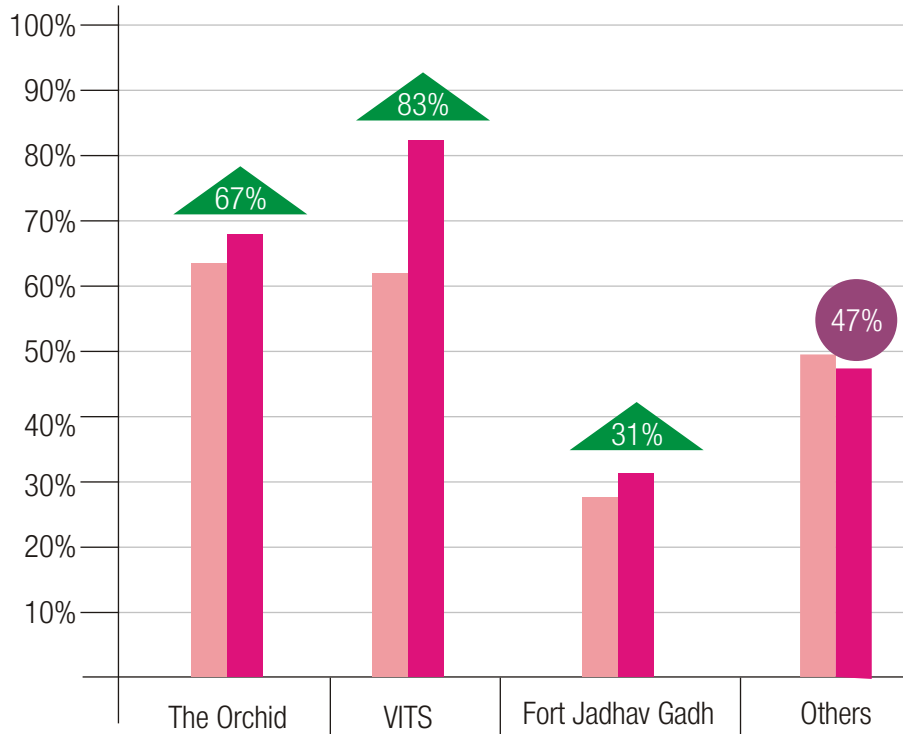
**Fort Jadhav Gadh**

Increase in Room Revenue by 97 % from Rs. 123.57 Lacs to Rs. 243.04 Lacs  
Increase in F & B Revenue by 63 % from Rs. 112.27 Lacs to Rs. 183.37 Lacs

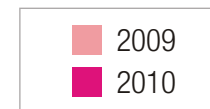




## Nine Months 2009-2010 VS 2010-2011

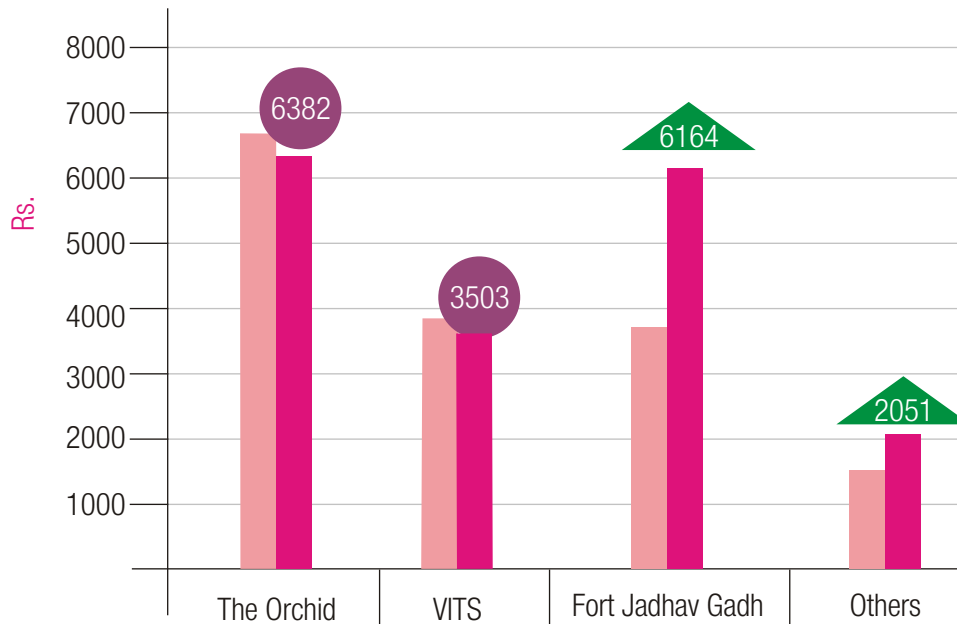


- ↑ Occupancy for The Orchid, Mumbai increase from 64% to 67%
- ↑ Occupancy for VITS, Mumbai increase from 61% to 83%
- ↑ Occupancy for Fort JadhavGadh increase from 27% to 31%
- ↓ Occupancy for other units decrease from 49% to 47%

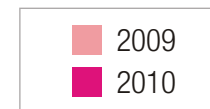




## Nine Months 2009-2010 VS 2010-2011



- ↓ ARR for The Orchid, Mumbai decrease from Rs. 6636 to Rs. 6382
- ↓ ARR for VITS, Mumbai decrease from Rs. 3570 to Rs. 3503
- ↑ ARR for Fort JadhavGadh increase from Rs. 3678 to Rs. 6164
- ↑ ARR for other units increase from Rs. 1617 to Rs. 2051



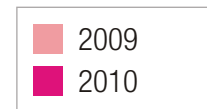


## Nine Months 2009-2010 VS 2010-2011



- ↓ TREV PAR for The Orchid, Mumbai decrease by 2% from Rs. 7436\* to Rs. 7299
- ↑ TREV PAR for VITS, Mumbai increase from by 26% Rs. 3600 to Rs. 4544
- ↑ TREV PAR for Fort JadhavGadh increase by 88% from Rs. 1847 to Rs. 3494
- ↑ TREV PAR for other units increase by 65% from Rs. 1320 to Rs. 2185

\*Nine Month 2009 - 2010 includes exceptional income of Rs.5.96 cr for The Orchid Mumbai.





Thank You