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43rd Annual Report 2008

Forward-looking statement .

In this Annual Report we have disclosed forwardlooking information to enable investors to comprehend our prospects and take informed investment decisions. This report and other statements-written and oral-that we periodically make contain forward-looking statements that set out anticipated results based on the management's plans and assumptions. We have tried wherever possible to identify such statements by using words such as 'anticipate', 'estimate', 'expects', 'projects', 'intends', plans', 'believes', and words of similar substance in connection with any discussion of future performance.

We cannot guarantee that these forward-looking statements will be realized, although we believe we have been prudent in assumptions. The achievement of results is subject to risks, uncertainties and even inaccurate assumptions. Should known or unknown risks or uncertainties materialize, or should underlying assumptions prove inaccurate, actual results could vary materially from those anticipated, estimated or projected. Readers should bear this in mind. We undertake no obligation to publicly update any forward-looking statements, whether as a results of new information, future events or otherwise.

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Chairman's Message

Dear Shareholders,

It gives me immense pleasure to present you the 43rd Annual Report of your company for the year 2007-08. The fiscal added colors to our vision of carving 'Viceroy of Tomorrow' into a master piece of the industry with a unique business model.

Welcome to a robust Viceroy

Viceroy Hotels is becoming stronger year-on-year with various favorable developments taking place within the company and those happening in the industry. As I always emphasize, it is the positive energy and velocity of aggression being exhibited by every member of Viceroy is going to play a crucial role in our growth story.

Need of the hour

Accelerate the uncompromising efforts in ensuring the growth trend.

Leveraging on our opportunities

India has emerged as one of the most attractive investment destinations in the world, after registering an impressive GDP growth of nearly 9% in this year. Inflow of foreign tourists is increasing phenomenally, ushering in a huge demand for the hotel rooms across the country. Key initiatives undertaken by Government of India like promotion of rural tourism; medical tourism and introduction of low cost airlines, have increased the demand for additional rooms. According to estimates of Ministry of Tourism, the existing capacity of the country across all categories is about 1 lakh rooms, which is quite abysmal to meet the current

demand, thus resulting in a substantial 'demand-supply gap'. Your company, being an established player, is going to utilize these opportunities in a great way and contribute its share in making up the gap as well.

Its all about having a Strategy in place

Our strategy to withdraw ourselves from the managerial aspects of businesses and to focus on building up hotels has yielded impressive results on the expected lines. After





roping in Marriott International to manage our existing five star hotel in Hyderabad, we are aggressively exploring business opportunities in our other business segments – F&B, Retail and Service Apartments. All the nine promoter group companies have also been merged with your company during the year.

Business Segments

Food & Beverages (F&B) and Retail: Driven by robust growth areas like semi-processed, ready-to-eat food and wine, the Food & Beverages sector shall continue for 9% growth of GDP FICCI survey reveals. Your company has established four strong brands under its subsidiary 'Café d Lake', comprising Minerva, Blue Fox, Waterfront and Eat Street. Through its another subsidiary 'Crustum Products', your company forayed into retail segment by bagging an exclusive national franchise from a Singapore-based boutique bakery chain – Bread Talk. Plans are underway to increase the number of outlets from current 7 to 12 by FY09E and further to 40 by FY11E.

There is a new-found confidence level at Viceroy today, thanks to useful knowledge and experience gained in these sectors. Instead of remaining contented with the achievements, we are aggressively foraying under these very segments into cities of the likes of Mumbai, New Delhi, and other metros. The changing lifestyle across the country to 'dine and shop' outside is a major business potential trend your company is hopeful about.

Spreading its wings in the hotel segment

With various expansion plans under its belt, your company is adding multidimensional and multigeographical growth. From one Premium category hotel in Hyderabad, the company is all set to have its presence in key cities of South India, such as Chennai and Bangalore to tap the huge business opportunity available there. The hotel industry is betting on Bangalore city especially in the premium category segment where the room base in the premium category segment is going at pretty slow pace compared to the growing demand.

JW Marriott:

Company acquired a 5.8 acre land at Adayar, Chennai for the proposed JW Marriott, which is a 387-room Five-Star hotel. Plans are underway to make it operational by FY2010.

Renaissance:

Again under Marriott brand, this hotel is proposed to be constructed at Bangalore on a 53-year long-leased land. This hotel is planned to be made operational by FY2010.

Courtyard Marriott:

A 200-room Business Hotel proposed to be constructed adjacent to the current 'Marriott Hyderabad'. This hotel is likely to be operational by April 2009

Vision & Mission

- VISION is to be Leaders in the hospitality industry by designing and delivering products & services that define our own traditions and add value to the customers's experience.
- MISSION is to be the catalyst in achieving Standards of excellence and create extraordinary value for customers stakeholders and the team

Expansion Plans

- Five star Category 'JW Marriott at Chennai to be operational by FY 2010
- Five-Star Category 'Renaissance' a Bangalore o be operational by FY 2010.
- Business Hotel ' Courtyard' at Hyderabad to be operational by April, 2009
- Food and Beverage Business to spread to all major cities in the years to come.
- No. Of 'BreadTalk' outlets to be increased from current 7 to 40 by FY 2011.

Core Values

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 Delivery of traditional hospitality with sophistication to our customers that demonstrate our core credo.

• Strategic approach to every endeavor bearing the future success in mind.

• Relationship with our customers/ stakeholder, based on belief.

• Constant strive for excellence and uncompromising commitment in every aspect of service.

Business Segments

• **Premium Hotels :** Currently owns a five-star hotel 'Marriott Hyderabad' in Hyderabad.

• Restaurant Business: has established four strong brands under 'Café d Lake' named, Minerva Hotels, Blue Fox Restaurants, Waterfront and Eat Street.

• F&B Retail: Runs ' BreadTalk' which is an exclusive national franshise for 'BreadTalk', a boutique bakery chain based out of Singapore.

Time for exercising strengths

With almost all the expansion plans to come into full play by 2010, your company shall witness real growth from then on. The coming two years shall be crucial for the hotel industry in general because some other global hospitality chains too are expected to penetrate into the Indian Hotel Business. Hence, I look at the coming two years to be very crucial for all of us in making up our strategies and exercising on our strengths to emerge as the leader in the hospitality and F&B space in India.

Continued growth, low Enterprise Value (EV) per room and a strong balance sheet being company's core strengths, I look forward to a steep rise in the overall growth of Viceroy Hotels in the years to come.

Let us make it happen!.

Sincerely

Muna Andley

P. Prabhakar Reddy

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Viceroy Hotels Limited



CORPORATE INFORMATION

BOARD OF DIRECTORS

| Mr. P.Prabhakar Reddy | | Chairman & Managing Director |
|---|------------|------------------------------|
| Mr. K.Jayabharat Reddy (IAS Retd) | | Director |
| Mr. R.Subramanian | | Director |
| Mr. Rakesh Jhunjhunwala | | Director |
| Mr. P.Narendra | | Director |
| Mr. P.Shivakumar Reddy | | Director |
| Mr. A.Vijayavardhan Reddy | | Director |
| Mr. A.Poornachandra Rao | | Director |
| Mr. K.Narasimha Rao | | Director |
| Mr. Kai Taraporewala | | Director |
| Mr. Rajiv Agarwal | | Director |
| (Alternate Director to Mr. Rakesh Jhunihunwala) | × <u>-</u> | |
| • | | |

Financial Controller & Company Secretary

Mr. J.Srinivas Murthy

Auditors:

M/s.P.MURALI & CO., Chartered Accountants 6-3-655/2/3, 1[°] Floor Somajiguda, Hyderabad - 500 082

Financial Institution:

IDFC Limited

Bankers:

Axis Bank State Bank of Indore State Bank of Bikaner & Jaipur Indian Overseas Bank Kotak Mahindra Bank

Registered Office:

1-3-1036/3/1 Lower Tank Bund Road Gandhinagar Hyderabad - 500 080

Share Transfer Agents:

M/s.Aarthi Consultants Private Limited 1-2-285, Domalguda Hyderabad - 500 029

State Bank of India Allahabad Bank State Bank of Mysore UCO Bank Canara Bank

Corporate Office :

D. No : 8-2-120/115/14, 5th Floor Shangrila Plaza, Road No : 2 Banjara Hills, Hyderabad - 500 034

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Viceroy Hotels Limited



NOTICE

NOTICE is hereby given that the 43rd Annual General Meeting of the Members of the Company will be held at Marriott Convention Centre, Lower Tank Bund, Gandhinagar, Hyderabad on Monday the 15th September, 2008 at 11.00 A.M. to transact the following business:

I. ORDINARY BUSINESS:

- 1. To receive, consider and adopt the Audited Accounts of the Company for the year ended 31st March 2008 together with the Report's of the Directors and Auditors thereon.
- 2. To appoint a Director in place of Mr. Rakesh Jhunjhunwala who retires by rotation and being eligible, offers himself for re-appointment.
- 3. To appoint a Director in place of Mr. A. Poornachandra Rao who retires by rotation and being eligible, offers himself for re-appointment".
- 4. To appoint M/s. P. MURALI & CO., Chartered Accountants, Hyderabad the retiring auditors as Statutory Auditors for the financial year 2008-09 to hold office from conclusion of this Annual General Meeting till the conclusion of the next Annual General Meeting on a remuneration as may be decided by the Board.

By Order of the Board For VICEROY HOTELS LTD

J. Srinivas Murthy Financial Controller & Company Secretary

Place : Hyderabad Date: 20th August 2008

Viceroy Hotels Limited



NOTES:

- 1. A member entitled to attend and vote is entitled to appoint a proxy to attend and vote instead and the proxy need not be a member of the company. Proxy, duly executed, in order to be valid, should reach the registered office of the company at least 48 hours before the meeting.
- 2. Members who hold shares in dematerialized form are requested to bring their Client ID and DPID numbers for easy identification of attendance at the meeting.
- 3. Members / Proxy holders are requested to produce admission slip duly completed and signed.
- 4. The Register of members and share transfer books of company shall remain closed from Wednesday the 10th September, 2008 to Monday the 15th September, 2008 (both days inclusive).

DETAILS OF DIRECTORS SEEKING APPOINTMENT/RE-APPOINTMENT IN THE FORTHCOMING ANNUAL GENERAL MEETING

| Name of the Director | Sri.Rakesh Jhunjhunwala | Sri.A.Poornachandra Rao |
|---|---|-------------------------|
| Date of Birth | 05-07-1960 | 01-03-1950 |
| Date of Appointment | 11-08-2005 | 02-09-2002 |
| Experience in Specific Functional area | Strategic Investor having more than 2 decade experience in Finance and Money matters. | Social Worker |
| Qualifications | ACA | Post Graduate |
| Directorships held in other Companies | M/s.Hillcroft Investment Company Pvt. Ld., M/s.Clue Leasing & Finance Pvt. Ltd., M/s.Clue Leasing & Finance Pvt. Ltd., M/s.Marganta Textiles Pvt. Ltd., M/s.R.K.J.Share Brokers Pvt. Ltd., M/s.Inmatch.com Internet Ventures Pvt. Ltd., M/s.Bydesign India Pvt. Ltd., M/s.Virtual Marketing (India) Pvt. Ltd., M/s.Virtual Marketing (India) Pvt. Ltd., M/s.Finightened Buildcon Pvt. Ltd., M/s.Finightened Buildcon Pvt. Ltd., M/s.Fraj Industries Limited M/s.Nagarjuna Construction Co.Ltd., M/s.Bil Care Ltd., M/s.Innovasynth Technologies (I) Ltd., M/s.Prime Focus Ltd., M/s.Concord Biotech Ltd. M/s.Mid-day Multimedia Ltd., M/s.Geojit Financial Services Limited M/s.Provogue (India) Ltd., | Nil |
| Committee positions held in other Companies. | - | Nil |

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(In Pursuance of Clause 49 (VI)(A) of the Listing Agreement)



DIRECTORS' REPORT

To The Members

Your Directors have pleasure in presenting the Forty Third Annual Report together with the Audited Accounts of the Company for the year ended 31st March 2008.

PERFORMANCE / FINANCIAL RESULTS OF THE COMPANY

| | | (Amount in Lakhs) |
|--|----------|-------------------|
| PARTICULARS | 2007-08 | 2006-07 |
| Income from Operations | 7,616.04 | 5,668.47 |
| Profit before interest, depreciation and tax | 3,033.28 | 2,221.64 |
| Interest | 1,167.76 | 599.67 |
| Depreciation | 958.86 | 814.63 |
| Provision for Tax & FBT & Deferred Tax | 295.91 | 96.84 |
| Profit after Tax | 610.73 | 545.87 |
| Balance carried to Balance Sheet | 1,940.88 | 1,330.15 |

OPERATIONS:

The overall performance of the company showed considerable improvement as compared to the previous year with revenue growth of 34% and EBIDTA growth of 36%. The total revenue of the Company for the year ended 31" March 2008 was Rs. 7616.04 lakhs (previous year Rs. 5668.47 lakhs).

CHANGE IN THE SHARE CAPITAL :

| Date of Allotment | No.of Shares Allotted | Issue Price Including Premium (Face Value Rs 10/- per Share) | Total·No. Shares |
|-------------------|-----------------------|--|------------------|
| Opening as on | | | 286,64,402 |
| 1st April 2007 | | | |
| 28th April 2007 | 812,500 | Rs 100/- | 294,76,902 |
| 11th July 2007 | 47,83,796 | Issued under Meger | 342,60,698 |
| 14th July 2007 | 24,57,026 | Rs 87.50/- | 367,17,724 |
| 14th July 2007 | 471,250 | Rs 100/- | 371,88,974 |
| 23rd October 2007 | 52,16,250 | Rs 100/- | 424,05,224 |

PROJECTS UNDER IMPLEMENTATION:

Chennai Project:

The Board is pleased to inform you that the Chennai JW Marriott hotel project is under implementation as per schedule. The company proposes to construct 387 room five star deluxe hotel. The Hotel would be operational during FY 2009-10. The company has signed the Management Contract with M/s Marriott International Inc, USA for "JW Marriott" brand.

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Viceroy Hotels Limited



Bangalore Project:

The Board is pleased to inform you that the Bangalore Renaissance hotel project is under.implementation as per schedule. The company proposes to construct 250 room five star deluxe hotel. The Hotel would be operational during FY 2009-10. The company has signed the Management Contract with M/s Marriott International Inc, USA for "Renaissance" brand.

Hyderabad Courtyard Project:

The Board is pleased to inform you that the Hyderabad Courtyard hotel project is under implementation as per schedule. The company proposes to construct 200 room business class. The Hotel would be operational during FY 2009-10. The company has signed the Management Contract with M/s Marriott International Inc, USA for "Courtyard by Marriott" brand.

SUBSIDIARY COMPANY PERFORMANCE:

Café D Lake Private Limited:

M/s Café d Lake Private Limited which operates all the restaurants businesses under Minerva Coffeeshop, Blue Fox Bar & Restaurant, Eat Street and Water Front has achieved a turn over of Rs.2951.84 lakhs for the year ended 31st March 2008 as against Rs.2714.89 lakhs for the previous year. The Net profit for the year ended 31st March 2008. Jumped by 89% from Rs.118.52 lakhs to Rs. 224.62 lakhs.

Crustum Products Private Limited:

M/s Crustum Products Private Limited, the Master Franchisee of Breadtalk Singapore is operated 4 out lets at Inorbit Mall, Malad, Mumbai, BG House, Powai, Mumbai, Galleria Mall, Vashi, Mumbai, Q Mart, Road No.2, Banjara Hills, Hyderabad during the year under review. The company during first quarter of FY2009, opened 3 more out lets at Ashoka Mall, Road No.1, Banjara Hills, Hyderabad, Spencers, Koramangala,, Spencers, Gurgoan, NCR.

For the year ended 31st March 2008 the company achieved a turn over of Rs.592.44 lakhs as against Rs.213.35 for the previous year.

Minerva Hospitalities Private Limited:

M/s Minerva Hospitalities Private Limited has no operations during the year.

DIVIDEND:

Due to the ongoing projects at Channai, Bangalore and Hyderabad the Board of Directors does not recommend any dividend for the year under review as the cash generated from the operations would be deployed back in to the projects.

DIRECTORS:

Mr. Rakesh Jhunjhunwala and Mr. A.Poornachandra Rao retires by rotation and being eligible offers themselves for re-appointment.

AUDITORS:

M/s. PMURALI & CO., Chartered Accountants, Auditors of the company retires at the ensuing Annual General Meeting. The Company received a letter from them expressing their willingness to be reappointed as statutory auditors. The company has received a certificate from the Auditors to the effect that their appointment, if made will be in accordance with the provisions of Section 224(1B) of the Companies Act, 1956. Hence the Board recommends their appointment as statutory auditors for the FY2008-09.

AUDIT REPORT:

Regarding the Auditors observations and comments in their report for the FY 2007-08, they are self-

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