



CITY LODGE  
HOTELS



## Results presentation

FOR THE YEAR ENDED 30 JUNE 2023

check into easy.

[citylodgehotels.com](https://citylodgehotels.com)



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# Financial highlights



REVENUE

**R1.7b**

2022: R1.1b ▲ 55%

RETURN ON EQUITY

**16%**

2022: 9% ▲ 7 points

EBITDAR

**R556m**

2022: R303m ▲ 83%

PROFIT FOR THE YEAR

**R164m**

2022: R82m ▲ 100%

GROUP OCCUPANCY

**56%**

2022: 38% ▲ 18 points

EARNINGS PER SHARE (DILUTED)

**28.6c**

2022: 14.3c ▲ 110%

HEADLINE EARNINGS/(LOSS)  
PER SHARE (DILUTED)

**30.3c**

2022: (8.6)c ▲ 452%

DIVIDENDS

**Final: 8c | Interim: 5c**

2022: Nil

## Operational review

- Group occupancy – 56.1% compared to 37.5% in 2022
- Average Room Rate – improved by 12% for the year with continued growth expected
- Revenue – increased by 55% to R1.7 billion with Covid-19 recovery well established
- Food & beverage – R299 million revenue increased by 79%, and is now 17% of total revenue (2022: 15%). Improved F&B gross margins of 58% (2022: 55%)
- Debt funding – R300 million compared with R600 million in 2022. The group repaid a further R200 million in July 2023.
- Cash balance of R328.3 million compared with overdraft of R59.3 million in 2022.
- Cash generated by operations of R539.5 million (2022: 265.8 million)
- Net asset value per share is 196c, and net insured replacement asset value per share of 1348c
- Total capital spend for the year of R107 million includes the following refurbishment programmes –
  - City Lodge at OR Tambo International – kitchen extension for 24-hour service
  - Road Lodge Richards Bay – rooms and commercial area refresh
  - City Lodge Hotel V&A Waterfront – major renovation of rooms and commercial area and new wine bar
  - City Lodge Hotel Waterfall City – completion of remaining four floors
- Improved B-BBEE rating to level 3



City Lodge Hotel V&A Waterfront façade – artist's impression





# Operational review continued



City Lodge Hotel V&A Waterfront rooms – artist's impressions



YEAR END RESULTS

# Group hotel portfolio

## soft life made easy



474 rooms

5 hotels

Our upscale **Courtyard Hotel** brand appeals to business, leisure and long-stay travellers looking for upmarket accommodation.

It lives up to its slogan of the *“soft life made easy.”*

## easy living



3 281 rooms

19 hotels

This upper mid-scale style **City Lodge Hotel** brand delights in giving guests *“easy living”*, as its slogan promises, which includes the group’s environmentally-friendly bathroom amenities.

## easy choice



1 507 rooms

12 hotels

Modelled on an upper midscale hotel offering, the **Town Lodge** brand delivers on its slogan of an *“easy choice”*. Properties are smart and aesthetically pleasing, with plenty of parking and fast, reliable WiFi.

## basically easy

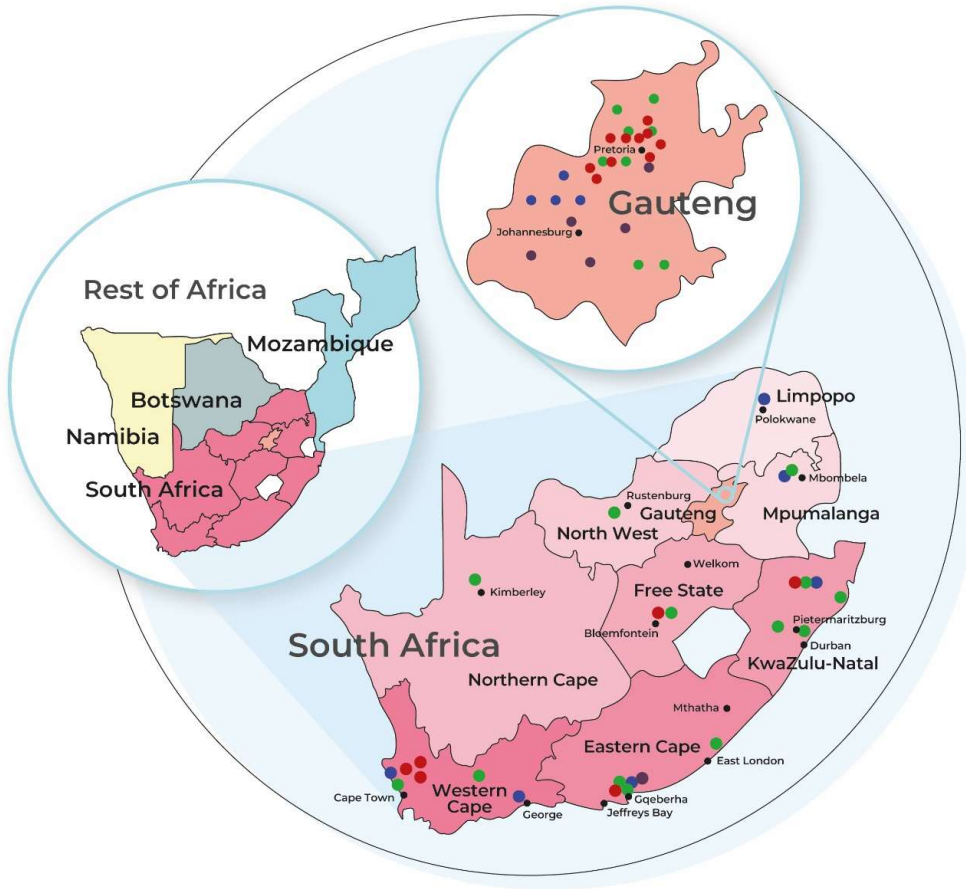


2 272 rooms

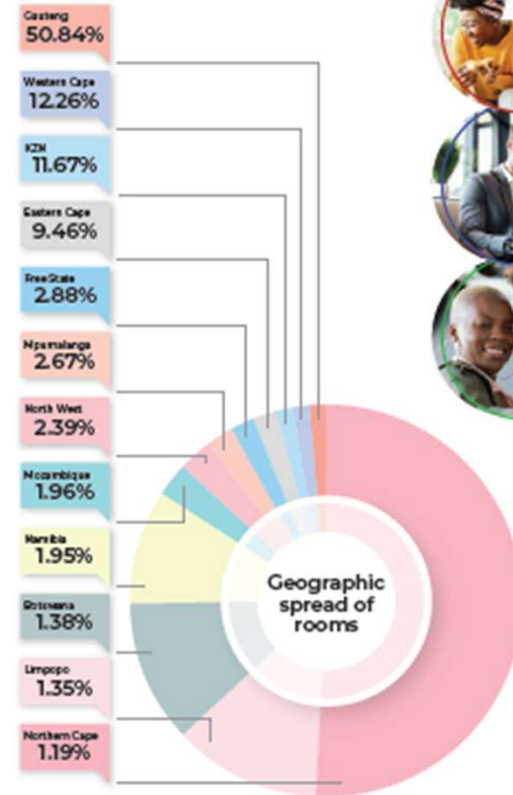
23 hotels

**Road Lodge** may be an economy hotel brand, but it has at its foundation all of the operational processes and friendly service promises offered at any of the group’s properties, which is why it is *“basically easy”*, as per its slogan.

# Our operating footprint



We have positioned ourselves in key nodes and on key travel routes



	<b>COURTYARD HOTEL</b>	5 hotels	474 rooms
	<b>CITY LODGE HOTEL</b>	19 hotels	3 281 rooms
	<b>TOWN LODGE HOTEL</b>	12 hotels	1 507 rooms
	<b>ROAD LODGE HOTEL</b>	23 hotels	2 272 rooms

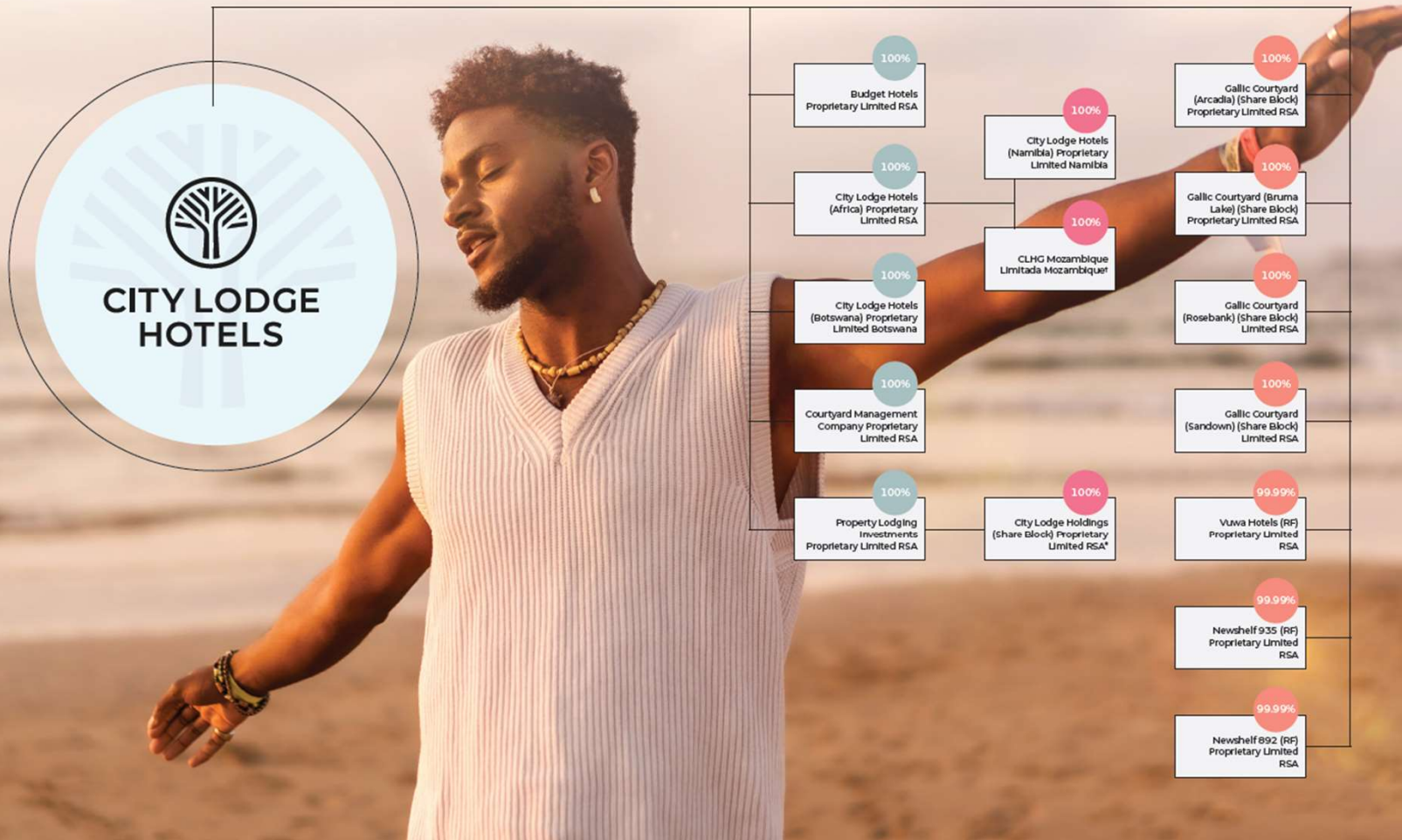
## Total

TOTAL HOTELS: 59  
 OWNED: 48  
 LEASED: 11



# Group structure

\* A subsidiary of Property Lodging Investments Proprietary Limited.  
 † City Lodge Hotels Limited owns 1%.





## Our board

### Standing from left to right

Stuart Morris

Dhanisha Nathoo

chief financial officer

Lindiwe Siddo

chief operating officer

Andrew Lapping

Stephen Enderle

Mathukana Mokoka

Ndumi Medupe

### Seated from left to right

Deon Huysamer

Frank Kilbourn

deputy chairman

Sizakele Marutlulle

Bulelani Ngcuka

chairman

Andrew Widegger

chief executive officer



## Our management team

<b>Andrew Widegger</b>	chief executive officer
<b>Dhanisha Nathoo</b>	chief financial officer
<b>Lindiwe Siddo</b>	chief operating officer
<b>Tony Balabanoff</b>	divisional director operations
<b>Zuki Jantjies</b>	divisional director sales & marketing
<b>Marcel Kobilski</b>	divisional director human resources
<b>Naynesh Parbhoo</b>	divisional director financial
<b>Ross Phinn</b>	divisional director operations
<b>Neda Smith</b>	divisional director information technology
<b>Emile van der Merwe</b>	divisional director property & development
<b>Melanie van Heerden</b>	group company secretary



YEAR END RESULTS

## Top 20 investors as at end June 2023

Rank	Top20 Investors	%	Holding
1	Allan Gray	13.73%	83,762,179
2	Enderle SA (Pty) Ltd	8.91%	54,358,553
3	Entertainment Holdings (Pty) Ltd	8.20%	50,001,729
4	Ninety One	4.94%	30,152,262
5	Bryte Insurance Company Ltd	3.70%	22,593,390
6	Tsogo Sun Investments (Pty) Ltd	2.95%	17,993,661
7	Sanlam Investment Management	2.41%	14,714,007
8	New Shelf 934 (Pty) Ltd	2.32%	14,156,937
9	New Shelf 892 (Pty) Ltd	2.32%	14,156,571
10	Oasis Crescent Management Company	2.27%	13,863,486
11	Public Investment Corporation	2.05%	12,532,195
12	Abax Investments	1.77%	10,800,000
13	All Weather Capital	1.38%	8,443,651
14	Old Mutual Investment Group	1.35%	8,203,190
15	New Shelf 935 (Pty) Ltd	1.16%	7,080,400
16	Excelsia Capital	1.12%	6,831,821
17	Coronation Fund Managers	1.08%	6,615,588
18	Peresec	0.67%	4,100,852
19	The Boles Family Trust	0.66%	4,000,000
20	Dimensional Fund Advisors	0.65%	3,989,623
		63.68%	388,350,095





SEPTEMBER 2023

## Outlook

- FY24 occupancies to date
  - July 2023 – 61%
  - August 2023 – 61%
  - month to date up to 7 September 2023 – 64%
- Launch of the refreshed group and hotel brands repositioning and brand messaging and slogan '*Life is hard. Check into easy.*'
- Large investment programme for the modernisation and refurbishment of 10 hotels. Total capital commitments of R367 million for 2023.
- Expansion of the solar installation programme to a further 15 hotels. This will result in a total of 40 hotels with solar energy generating capacity. Addition of energy storage at two hotels.
- Improved resiliency with the installation of additional boreholes and filtration plants, and water storage at properties where water disruptions frequently occur.

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COURTYARD  
HOTEL



CITY LODGE  
HOTEL



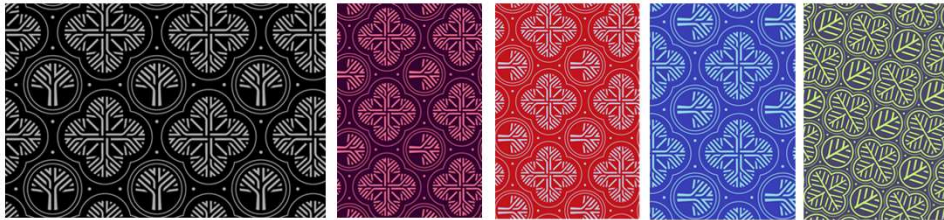
TOWN LODGE  
BY CITY LODGE HOTELS



ROAD LODGE  
BY CITY LODGE HOTELS

SEPTEMBER 2023

# Brand refresh





SEPTEMBER 2023

# Brand refresh continued



Road Lodge Richards Bay signage



Courtyard  
Hotel  
Rosebank  
signage