October 25, 2024

To,
Listing Department
Bombay Stock Exchange Limited
Phiroze Jeejeebhoy Towers,
Dalal Street,
Mumbai - 400 001.

Code: 526668
ISIN: INE967C01018

To,
Listing Department
National Stock Exchange of India Limited
Exchange Plaza, C-1, Block G,
Bandra –Kurla Complex,
Bandra (E), Mumbai – 400 051

Symbol: KAMATHOTEL

Sub: Submission of Investors Presentation Q2 FY2024-25

Dear Sir / Madam,

Pursuant to Regulation 30 of Securities and Exchange Board of India (Listing Obligation and Disclosure Requirement) Regulation, 2015, as amended, please find enclosed herewith, the copy of the Investor presentation with respect to Unaudited Standalone & Consolidated Financial Results of the Company for the quarter and half year ended September 30, 2024, for your reference.

Kindly take the above in your records.

Thanking you,

Yours faithfully,

For Kamat Hotels (India) Limited

NIKHIL SINGH

Digitally signed by NIKHIL SINGH
Date: 2024.10.25 20:19:08 +05'30'

Nikhil Singh
Company Secretary & Compliance Officer

Encl a/a.

EARNINGS PRESENTATION

Q2/H1- FY25

Fort JadhavGADH
A Gadh Heritage Hotel
Ladh, Jhagadh, Aage Badh...

Toyām
Relax. Rejuvenate. Revive

THE ORCHID
FIVE STAR ECOTEL HOTEL
FRIENDLY. ECO-FRIENDLY

KAMAT HOTELS (INDIA) LIMITED

ira
BY ORCHID HOTELS

MAHODADHI PALACE
A Beach View Heritage Hotel
Puri - Odisha

LOTUS RESORTS
By ORCHID Hotels

SNAPSHOT

KAMAT HOTELS (INDIA) LIMITED

7+ Decades
of Presence in India

17 Properties
1600+ Keys
6 States **5** Brands

7 New Properties
650+ Keys in pipeline
7 States **2** Brands

ARR at group level INR **6,500**
65% Occupancy rate

Brand Loyalty
(65% of our sales come from repeat customers.)

Significant Improvement
Turned around Robust Capital Structure

3rd
Generation Entrepreneur

Debt reduced
substantially since FY19

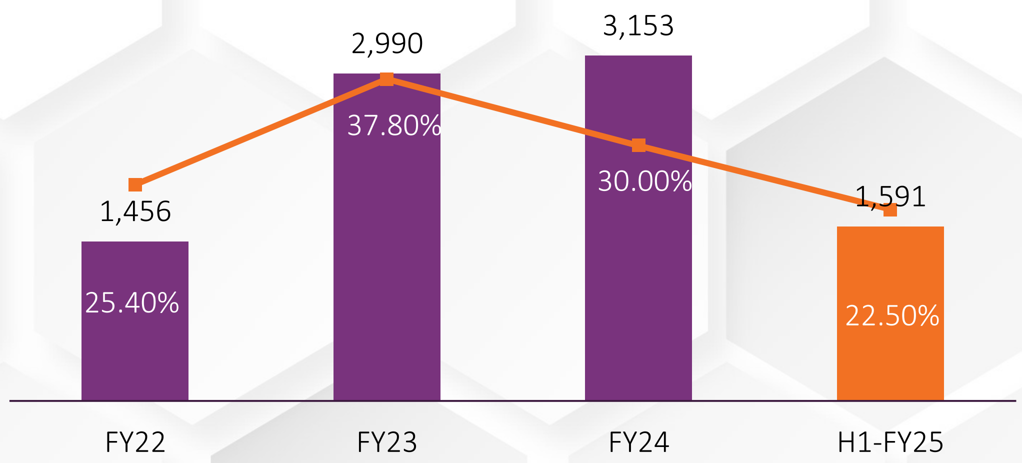
COMPANY OVERVIEW

COMPANY OVERVIEW

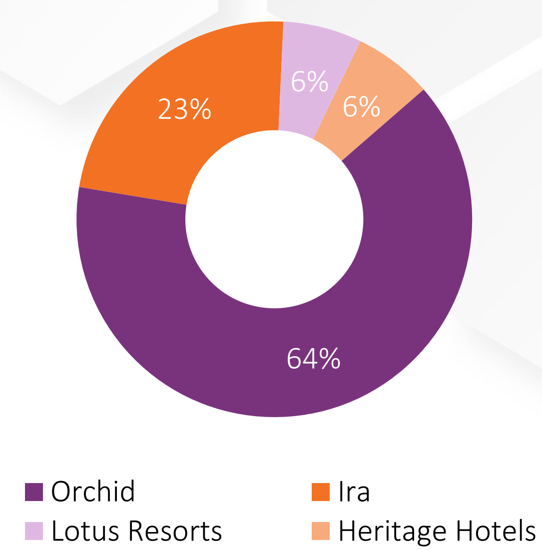
KAMAT HOTELS (INDIA) LIMITED

- Kamat Hotels (India) Limited (KHIL) was incorporated on March 21, 1986, by Dr. Vithal Venkatesh Kamat and is currently is being successfully lead by 3rd generation hotelier Mr. Vishal Vithal Kamat
- Operates in various categories from luxury to value for money categories across India.
- Diverse brand portfolio having a premium brand like The Orchid, Fort JadhavGadh, Mahodadhi Palace and mid-premium brands like Lotus Resorts and IRA by Orchid
- The 'Orchid' brand is Asia's 1st chain of 5-star Environment Sensitive Hotel which has won over 95 National & International awards
- KHIL continues to consistently explore the prospective properties, upgradation and renovations of existing properties with an aim to keep the property in excellent conditions, providing superior ambience and comfort to its customers
- The company primarily uses an approach of lease properties, Revenue Sharing Basis and Management Contracts to grow its presence

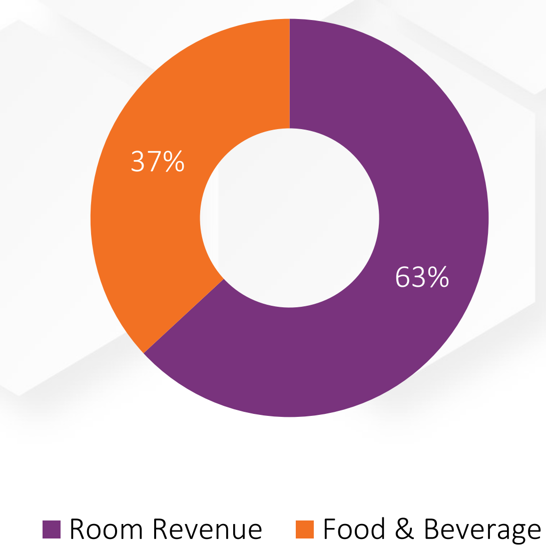
Consolidated Revenue (INR Mn) & EBITDA Margins (%)



Revenue Mix By Hotels



Revenue Mix by Category



* As of FY24

5

BOARD MEMBERS

Dr Vithal Venkatesh Kamat, Executive Chairman and Independent Director

Dr. Vithal Venkatesh Kamat, Chairman and the "Golden Peacock Award." Managing Director of Kamat Hotels (India) Limited, has over 38 years of experience in hospitality. He is celebrated for his work in green hotels and has received awards including the "Best CEO of Industry Award" and the "Golden Peacock Award."

Mr Vishal Vithal Kamat, Executive Director

Mr. Vishal Vithal Kamat, Executive Director of Kamat Hotels (India) Limited, has 15 years of hospitality experience. A science graduate with a Hotel Management specialization, he oversees operations and performance across the company's brands, including 'The Orchid' and 'Fort JadhavGadh.'

Miss Vidita Vithal Kamat, Non-Independent Director

Miss. Vidita Vithal Kamat has been inducted on the Board w.e.f. 29th September 2020. She has a B.com graduate from Mumbai University and Diploma in Craft Course. She has an experience of about 10 years in the Bakery and Confectionary industry.

Mr Sanjeev Rajgarhia, Independent Director

Mr. Sanjeev Badriprasad Rajgarhia joined the Board on August 28, 2020. He holds a B.com from Mumbai University and various diplomas in Pharmaceutical Business Management, Shipping Management, and Intellectual Property Rights. With 37 years in the pharmaceutical active ingredient supply business,

Mr Vilas Ramchandra Koranne Independent Director

Mr Koranne is B. E. (Civil) Bombay University passed in the year 1976. Worked in M.C. G. M. post of Sub Engineer, Asst. Engineer and Deputy Chief Engineer for 33 years. He was appointed as a Non-Executive Independent Director (Additional Director) on the Board of the Company w.e.f 29th June, 2021.

BOARD MEMBERS

Mrs Harinder Pal Kaur,
Independent Director

Mrs. Harinder Pal Kaur has an M.A (Economics) from Mumbai University with over 14 years of experience in coordinating hospitality projects for environmentally sustainable design & operational practices. She is now teaching at college & university levels and practicing wholistic healing & wholistic nutrition.

Mr Ramnath P. Sarang ,
Independent Director

Mr. Ramnath Sarang is B. COM Graduate (Hons) with a varied and rich professional experience. With more than 25 years of experience in the Hospitality Industry, he was appointed as a Non-Executive Independent Director (Additional Director) on the Board of the Company w.e.f 27th May 2019.

Mr Tej Mayur Contractor,
Independent Director

Mr. Tej Mayur Contractor joined the Board on May 27, 2023. He holds a B.com from H.R. College, an MBA from S.P. Jain Institute, and various diplomas in freight forwarding. He is a trainer with several institutes and holds prominent roles including Chairman of the Advisory Body on IT at FIATA and President of the Indian Institute of Freight Forwarders. He is also involved in legal and logistics advisory at FIATA and chairs the Shipping Line Committee of the Brihanmumbai Customs Brokers Association.

Mr Ajit Naik,
Independent Director

Mr. Ajit Naik, inducted onto the Board on May 27, 2023, has 25 years of experience in financial corporations and consumer-focused organizations, plus 5 years as an entrepreneur. An MBA from the University of Pune, he has worked with ICICI Bank and Birla Sun Life Insurance. As Managing Director of M/s Entity Developers Pvt Ltd, he oversees the development of a residential tower. He also offers consulting services to SMEs and NGOs, focusing on customer-centric strategies.

Mr Kaushal K. Biyani
Non-Executive Non-Independent Director

Mr. Kaushal K. Biyani is a B.Com graduate from Narsee Monjee College of Commerce and Economics and a Chartered Accountant, earning an impressive All India Rank of 22 (AIR-22). With over 16 years of extensive experience, he currently leads the structured credit business. Previously, he worked with well-known organisations like Ernst & Young and the Essar Group.

CORE MANAGEMENT TEAM

Mrs Smita B. Nanda
CFO Kamat Group

27+ years of Professional experience in varied fields

Mr Nikhil Singh
Company Secretary & Compliance Officer

8+ years of experience in legal and secretarial in various industries

Mr Varun Sahni
Senior Vice President Operations

27+ years of experience in hospitality industry (operations & sales)

Mr Sanjeev Advani
Vice President of Sales

30+ years of experience as Hospitality professional.
He was Director of Sales at Lemon Tree Hotels

Mr Ayon Bhattacharya
Vice President – West India

30+ years of experience in the hospitality industry

Mr Shailesh Bhagwat
Group IT Head

27+ years of experience IT and project management in the hospitality industry

PORTFOLIO OF THE BRANDS

(ON CONSOLIDATED BASIS)

THE ORCHID ECOTEL HOTELS & RESORTS — FRIENDLY. ECO-FRIENDLY

No. of years	Market Segment	No. of Properties	No. of Keys
27+	Premium	6	1,006

Lotus Resorts By ORCHID Hotels

No. of years	Market Segment	No. of Properties	No. of Keys
12+	Mid-Premium	3	121

ira BY ORCHID HOTELS

No. of years	Market Segment	No. of Properties	No. of Keys
Launched in July 2023	Mid-Premium	5	419

Fort JadhavGADH A Gadh Heritage Hotel — Ladh, Jhagadh, Aage Badh...
MAHODADHI PALACE A Beach View Heritage Hotel Puri - Odisha

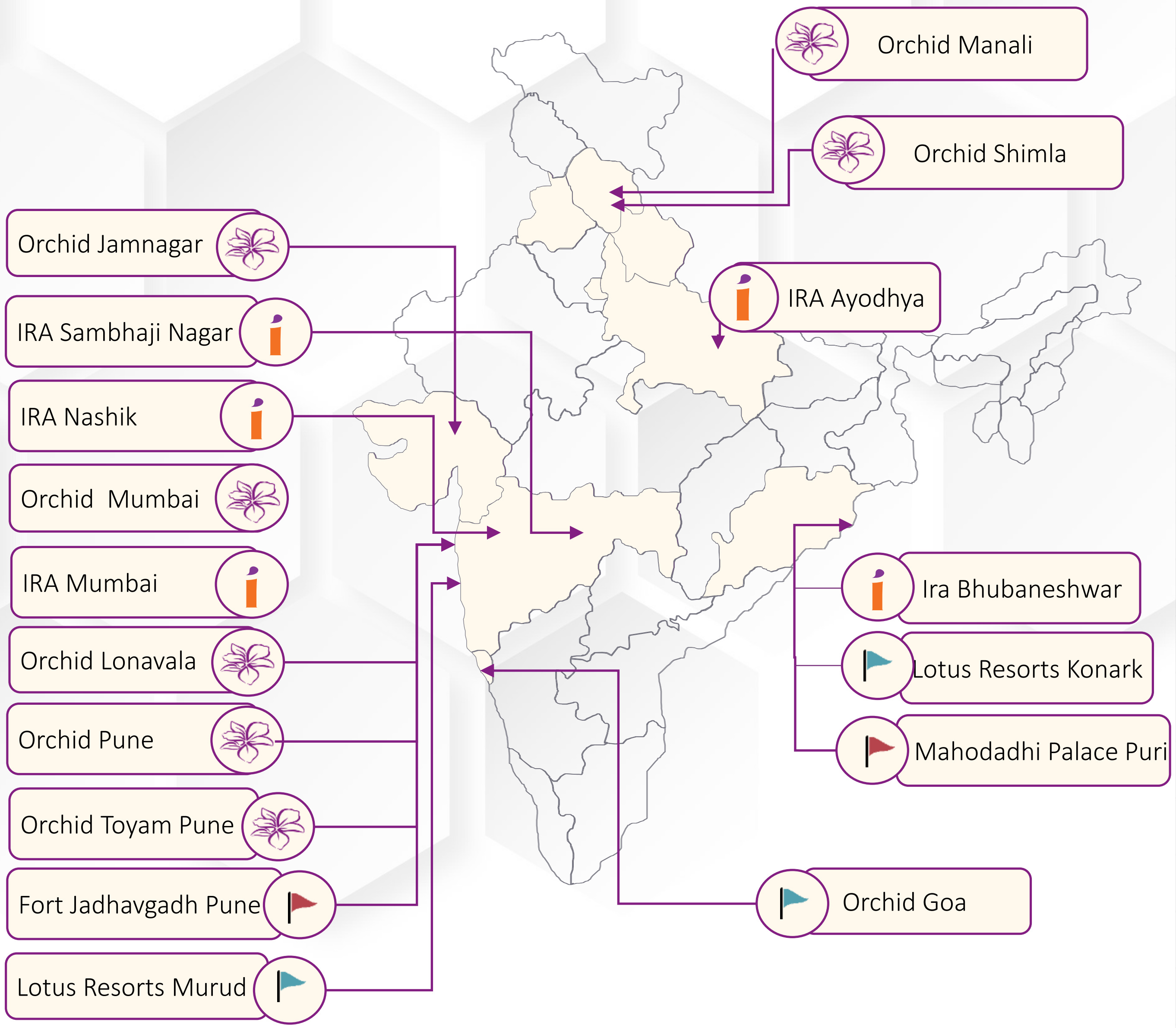
No. of years	Market Segment	No. of Properties	No. of Keys
16+	Premium	2	91

Toyām Relax. Rejuvenate. Revive

No. of years	Market Segment	No. of Properties	No. of Keys
-Launched in July 2024	Premium	1	21

*** As of FY24**

PRESENCE ACROSS INDIA



Hotel	Location	Type	Keys
Orchid	Pune	Leased	410
Orchid	Mumbai	Owned	372
IRA	Mumbai	Leased	195
IRA	Bhubaneshwar	Leased	111
Orchid	Shimla	Leased	96
Orchid	Manali	Leased	47
Fort JadhavGadh	Pune	Leased	58
Orchid	Goa	Free Hold	48
Lotus Resorts	Murud	Leased	40
Orchid	Lonavala	Mgmt. Cont.	36
Lotus Resorts	Konark	Leased	33
Mahodadhi Palace	Puri	Leased	33
IRA	Nashik	Leased	31
Orchid	Jamnagar	Leased	45
IRA	Sambhaji Nagar	Leased	33
IRA	Ayodhya	Leased	49
ORCHID Toyam	Pune	Leased	21
Total			1,658

LEVERAGING STRENGTHS FOR FUTURE GROWTH

KAMAT HOTELS (INDIA) LIMITED

	Our Strengths & Capabilities	Strategy Going Forward
Diverse Portfolio	Unique set of properties from business hotels to luxurious resorts and iconic leisure heritage properties	Continue looking for prospective properties to provide plethora of options for all segment of travelers
Strong F&B Capabilities	Created multiple strong brands within our FnB Segment	Plan to keep strengthening our hotel brands by offering high quality of food and ambience
Strong Presence of Orchid brand	Primarily present in Maharashtra, Orissa, Himachal, Gujarat, Uttar Pradesh & Goa. Also, entering new states with our strong brand "The Orchid"	Strengthen our presence in North & West India and expanding presence in other parts of the Country.
Customer-centricity	Employed integrated mechanisms to evaluate customer feedback	Continue to work towards customer feedbacks and nurture customer centric employees to enhance our services
Cost-efficient	Embedding environment conservation practices in all areas of hotel business has helped us to reduce our cost of operations	Further plan to reduce capital investments and exercise our expertise in managing hotels

KHIL 3.0: FUTURE STRATEGY

KAMAT HOTELS (INDIA) LIMITED

Metric	Today (FY 2024)	KHIL 3.0 (FY 2025)
No. of States	6	10
No. of Properties	16	23
No. of Keys	1,600+	2,200+
Average Room Rate (INR)	6,500	7,500
Revenue (INR Mn)	3,153	3,500
Debt (INR Mn)	1,725	1,050

OUTLOOK

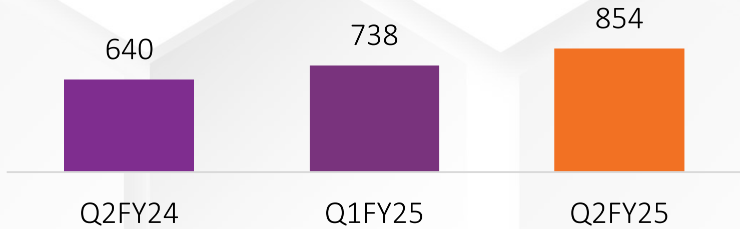
- Focus on Topline growth through newer projects in pipeline
- Enhancing unit level operation efficiency by focussing on Electricity, Labour & operating expenses
- Focus on Digitisation and strengthen its digital media sales and online marketing
- Further strengthen the Brand portfolio and presence across the country
- Company would like to maintain Net Cash phenomenon

Q2/H1-FY25 FINANCIAL OVERVIEW

Q2-FY25 CONSOLIDATED PERFORMANCE

Quarterly Highlights

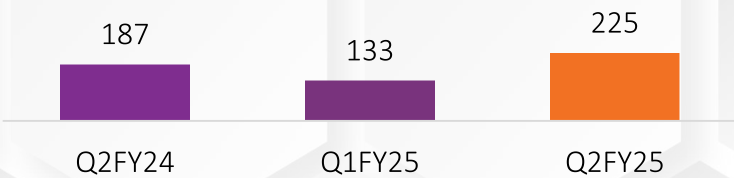
Revenue (INR Mn)



Growth:

- Y-o-Y: 33.4%
- Q-o-Q: 15.7%

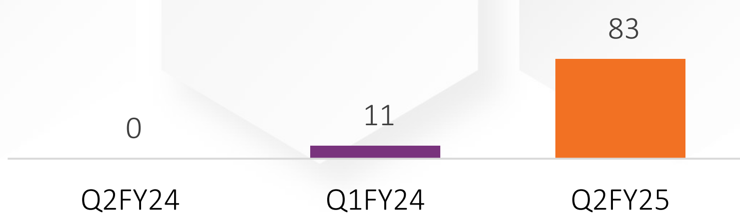
EBITDA (INR Mn)



Growth:

- Y-o-Y: 20.3%
- Q-o-Q: 69.2%

PAT (INR Mn)

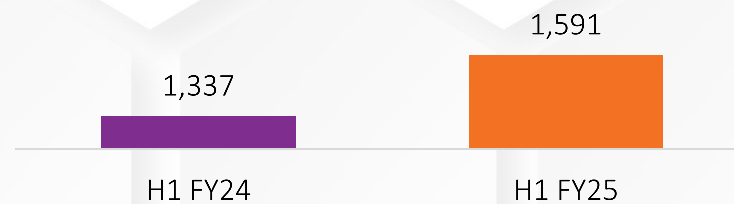


Growth:

- Y-o-Y: 27,566.7%
- Q-o-Q: 654.5%

Half Yearly Highlights

Revenue (INR Mn)



Growth:

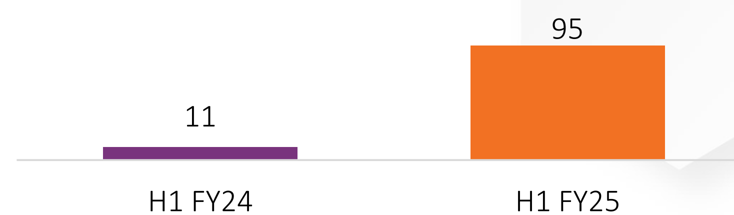
- Y-o-Y: 19.0%

EBITDA (INR Mn)

Growth:

- Y-o-Y: -14.1%

PAT (INR Mn)



Growth:

- Y-o-Y: 763.6%

BUSINESS HIGHLIGHTS

KAMAT HOTELS (INDIA) LIMITED

Update on Merger by Absorption – SRAPL, TRPL & KHIL

- The Company has submitted the documents as per Regulation 37 of SEBI (Listing Obligations & Disclosure Requirements) Regulations, 2015 to the Stock Exchanges. The No Objection Certificate (NOC) from SEBI is awaited for Merger by absorption of Savarwadi Rubber Agro Pvt. Ltd. and Treeo Resort Pvt. Ltd. with KHIL.

Capex Plan at The Orchid Hotel, Pune (OHPPL)

- OHPPL is Pune's largest convention and Mice Destination with 410 rooms.
- Through capex the management is going for renovation and upgradation.
- Banqueting is key growth potential.
- New Banquets expanding current capacity for bigger halls.

ORCHID PASSAROS
BENAULIM, GOA

Capex Plan at Lotus Eco Beach Resort, Goa

- Lotus Goa, a freehold property currently with 48 rooms
- Through capex management is adding more rooms in the property and upscaling the hotel.
- New number of rooms would be 58 and a completely renovated property.
- Tentatively opening is expected by 1st December, 2024 under the brand name of "The Orchid Passaros Goa".

UPCOMING PROPERTIES

Region	Brand	Number of Rooms	Opening Date
Noida (Sector 62)	Ira by Orchid	62	November 2024
Chandigarh	Orchid	123	April 2025
Hyderabad	Ira by Orchid	50	July 2025
Bhavnagar	Ira by Orchid	61	October 2025
Dehradun	Orchid	96	December 2025
Gwalior	Orchid	50	December 2025
Puri	Orchid	156	December 2026

QUARTERLY CONSOLIDATED FINANCIAL PERFORMANCE

INCOME STATEMENT (INR Mn)	Q2-FY25	Q1-FY25	Q-o-Q	Q2-FY24	Y-o-Y
Operational Income	854	738	15.7%	640	33.4%
Total Expenses	629	605	4.0%	453	38.9%
EBITDA	**225**	**133**	**69.2%**	**187**	***20.3%***
EBITDA Margins (%)	*26.35%*	*18.02%*	*833 Bps*	*29.22%*	*(287) Bps*
Depreciation	48	48	NA	41	17.1%
Finance Cost	77	114	(32.5)%	164	(53.0)%
Other Income	17	22	(22.7)%	21	(19.0)%
Profit before share of profit /(loss) of associate	**117**	**(7)**	**NA**	**3**	**NA**
Share of Profit /(loss) of associate	0	(1)	NA	2	NA
Profit before exceptional items	**117**	**(8)**	**NA**	**5**	**NA**
Exceptional items	0	28	NA	0	NA
PBT	**117**	**20**	**NA**	**5**	**NA**
Tax	34	9	NA	4.7	NA
Profit After Tax	**83**	**11**	**NA**	**0.3**	**NA**
PAT Margins (%)	*9.72%*	*1.49%*	*823 Bps*	*0.05%*	*967 Bps*
Diluted EPS (INR)	2.81	0.37	NA	0.01	NA

HALF YEARLY CONSOLIDATED FINANCIAL PERFORMANCE

INCOME STATEMENT (INR Mn)	H1-FY25	H1-FY24	Y-o-Y
Operational Income	1,591	1,337	19.0%
Total Expenses	1,233	920	34.0%
EBITDA	**358**	**417**	**(14.1)%**
EBITDA Margins (%)	*22.50%*	*31.19%*	*(869) Bps*
Depreciation	96	80	20.0%
Finance Cost	191	325	(41.2)%
Other Income	39	45	(13.3)%
Profit before share of profit /(loss) of associate	**110**	**57**	**93.0%**
Share of Profit /(loss) of associate	(1)	4	NA
Profit before exceptional items	**109**	**61**	**78.7%**
Exceptional items	28	(30)	NA
PBT	**137**	**31**	**NA**
Tax	43	20	NA
Profit After Tax	**94**	**11**	**NA**
PAT Margins (%)	*5.91%*	*0.82%*	*509 Bps*
Diluted EPS (INR)	3.21	0.42	NA

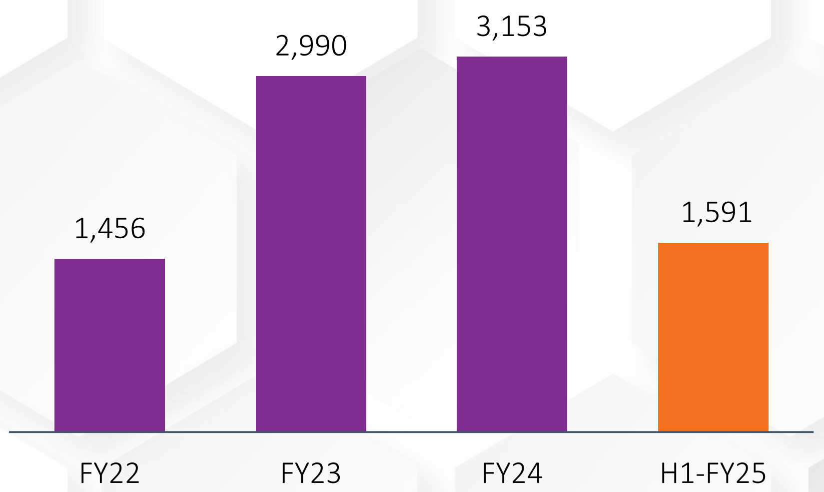
HISTORICAL CONSOLIDATED FINANCIAL PERFORMANCE

INCOME STATEMENT (INR Mn)	FY22	FY23	FY24	H1-FY25
Operational Income	1,445	2,951	3,043	1,591
Total Expenses	1,078	1,863	2,135	1,233
EBITDA	**367**	**1,088**	**908**	**358**
EBITDA Margins (%)	*25.40%*	*36.87%*	*29.84%*	*22.50%*
Depreciation	170	155	177	96
Finance Cost	505	221	606	191
Other Income	11	39	110	39
Profit before share of profit /(loss) of associate	**(297)**	**752**	**236**	**110**
Share of Profit /(loss) of associate	(4)	27	8	(1)
Profit before exceptional items	**(301)**	**779**	**244**	**109**
Exceptional items	-	2,384	295	28
PBT	**(301)**	**3,163**	**539**	**137**
Tax	74	34	91	43
Profit After Tax	**(227)**	**3,129**	**448**	**94**
PAT Margins (%)	*(15.71)%*	*106.03%*	*14.72%*	*5.91%*
Diluted EPS (INR)	(9.61)	132.31	15.80	3.21

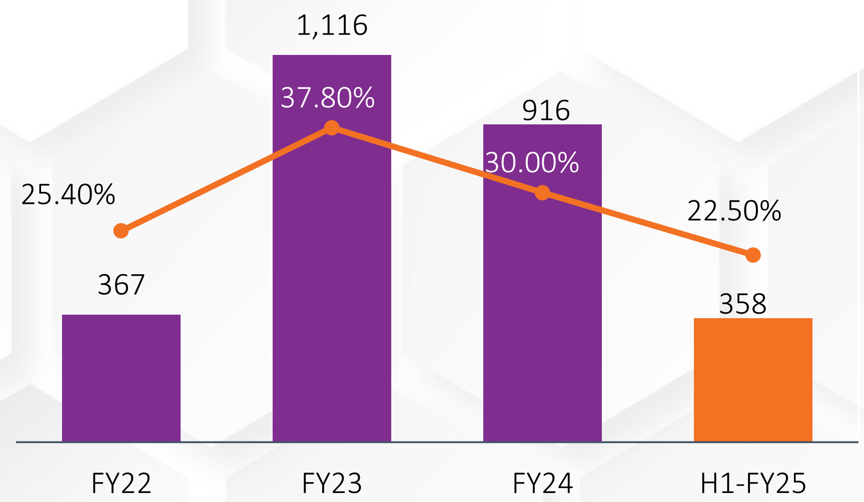
HISTORICAL CONSOLIDATED FINANCIAL HIGHLIGHTS

KAMAT HOTELS (INDIA) LIMITED

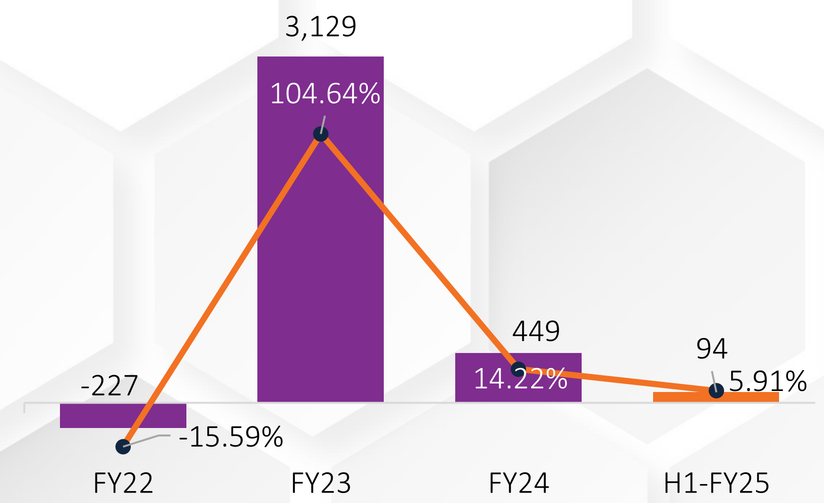
Operational Revenue (INR Mn)



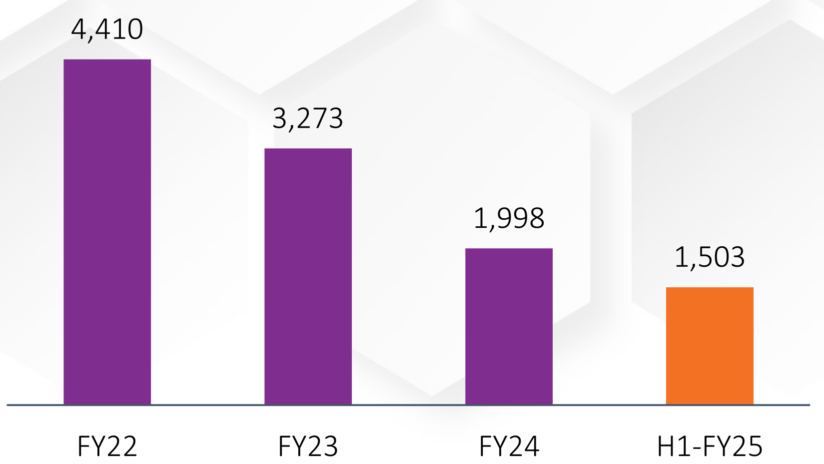
EBITDA (INR Mn) & EBITDA Margins (%)



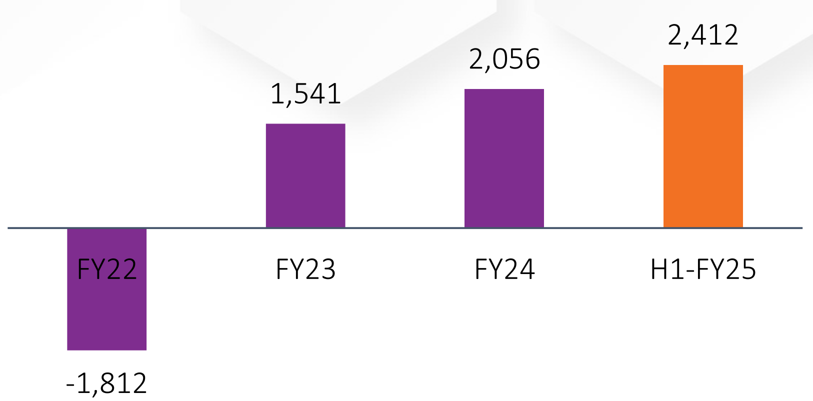
PAT (INR Mn) & PAT Margins (%)



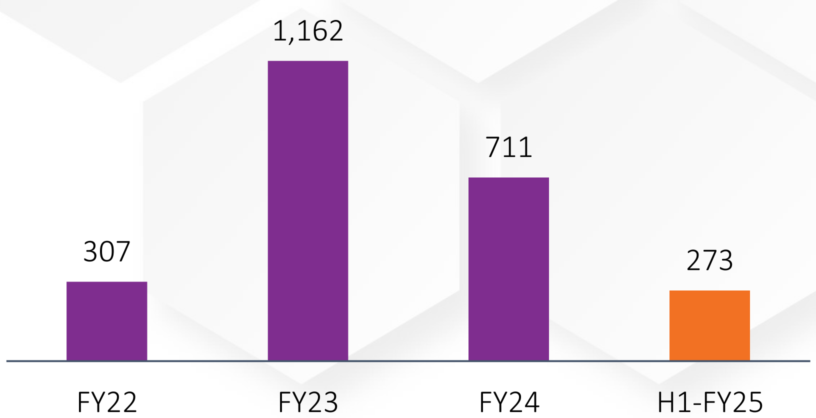
DEBT (INR Mn)



Net Worth (INR Mn)



Cash Flow From Operations (INR Mn)



DISCLAIMER

KAMAT HOTELS (INDIA) LIMITED

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For further details, please feel free to contact our Investor Relations Representatives:

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"Your Partners in Value Creation"

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Email: kamat@valoremadvisors.com

THANK YOU