KAMAT HOTELS (INDIA) LIMITED

"Asia's Pioneering Hospitality Chain of Environmentally Sensitive 5 Star Hotels & Resorts"

April 26, 2025

To,
Listing Department
Bombay Stock Exchange Limited
Phiroze Jeejeebhoy Towers,
Dalal Street,
Mumbai - 400001.

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 – 400051.

Symbol: KAMATHOTEL

Sub: Submission of Investors Presentation of Q4 FY2024-25

Dear Sir / Madam,

Pursuant to the provisions of Regulation 30 of the Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulation, 2015, as amended, please find enclosed herewith, the copy of the Investor presentation with respect to Audited Standalone & Consolidated Financial Results of the Company for the Fourth Quarter and Financial Year ended March 31, 2025, for your reference.

Kindly take the above on record.

Thanking you,

Yours faithfully,
For Kamat Hotels (India) Limited

NIKHIL SINGH
Digitally signed by NIKHIL SINGH
Date: 2025.04.26 17:33:08 +05'30'

Nikhil Singh
Company Secretary & Compliance Officer

Encl a/a.

REGD OFF.: 70-C, Nehru Road, Vile Parle (East), Mumbai - 400 099, India. Tel.:022 2616 4000, Fax :022 2616 4203
Email-Id : cs@khil.com | Website: www.khil.com | CIN: L55101MH1986PLC039307

EARNINGS PRESENTATION

Q4-FY25/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

7+ Decades
of Presence in India

19 Properties
1800+ Keys
7 States / U.T
5 Brands

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

ARR at group level
INR **6,514**
65% Occupancy rate

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

Significant Improvement
Turned around Robust Capital Structure

3rd
Generation Entrepreneur

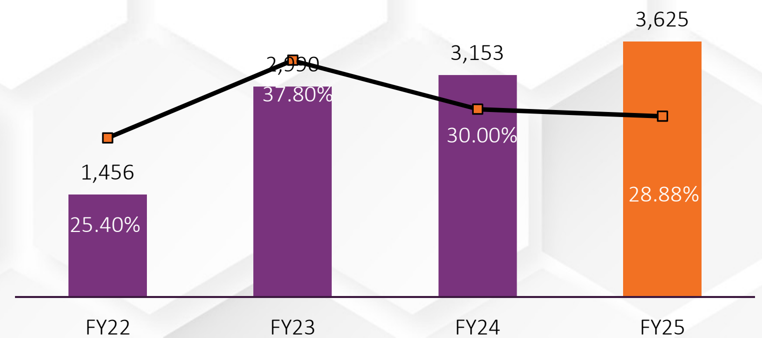
Debt reduced
substantially since FY24

COMPANY OVERVIEW

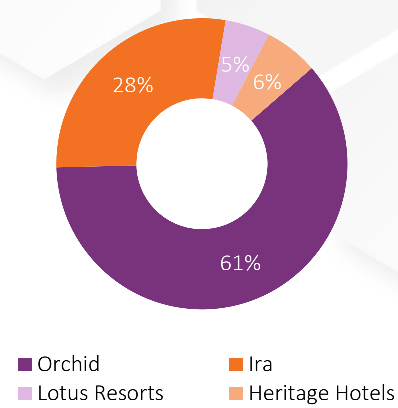
4 COMPANY OVERVIEW

- Kamat Hotels (India) Limited (KHIL) was incorporated on March 21, 1986, by Dr. Vithal Venketesh Kamat and 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, Toyam 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

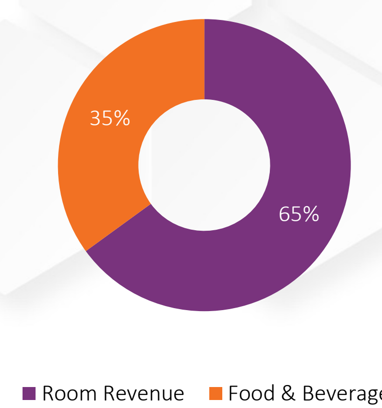
Consolidated Revenue (INR Mn) & EBITDA Margins (%)



Revenue Mix By Hotels^



Revenue Mix by Category^



^ As of FY25

BOARD MEMBERS AND CORE MANAGEMENT TEAM

KAMAT HOTELS (INDIA) LIMITED

Dr Vithal Venketesh Kamat, Executive Chairman and Managing Director

Mr Vishal Vithal Kamat, Executive Director

Ms. Vidita Vithal Kamat, Non-Executive Non-Independent Director

Mr Sanjeev Rajgarhia, Independent Director

Mr Vilas Ramchandra Koranne Independent Director

Mrs Harinder Pal Kaur, Independent Director

Mr Ramnath P. Sarang , Independent Director

Mr Tej Mayur Contractor, Independent Director

Mr Ajit Naik, Independent Director

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

Mrs Smita B. Nanda CFO Kamat Group

Mr Nikhil Singh Company Secretary & Compliance Officer

Mr Varun Sahni Senior Vice President Operations

Mr Sanjeev Advani Vice President of Sales

Mr Ayon Bhattacharya Vice President – West India

Mr Shailesh Bhagwat Group IT Head

PORTFOLIO OF THE BRANDS

KAMAT HOTELS (INDIA) LIMITED

(ON CONSOLIDATED BASIS)

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

No. of years	Market Segment	No. of Properties	No. of Keys
27+	Premium	8	1,186

LOTUS RESORTS By ORCHID Hotels

No. of years	Market Segment	No. of Properties	No. of Keys
12+	Mid-Premium	2	73

ira BY ORCHID HOTELS

No. of years	Market Segment	No. of Properties	No. of Keys
Launched in July 2023	Mid-Premium	6	453

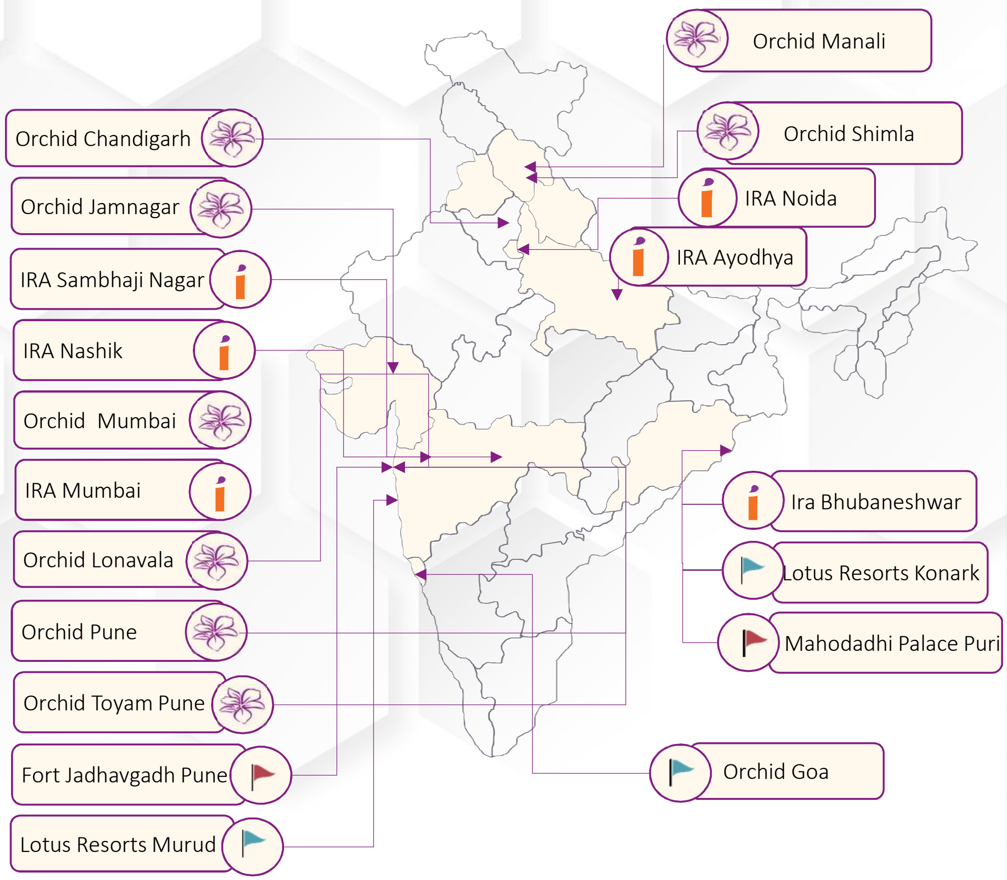
Fort JadhavGADH A Gadh Heritage Hotel Ladh, Jhagadh, Aage Badh... | MAHODADHI PALACE A Beach View Heritage Hotel Puri - Odisha

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

PRESENCE ACROSS INDIA



Hotel	Location	Type	Keys
Orchid	Pune	Leased	410
Orchid	Mumbai	Owned	372
Orchid	Chandigarh	Leased	122
Orchid	Shimla	Leased	96
Orchid	Goa	Free Hold	58
Orchid	Manali	Leased	47
Orchid	Jamnagar	Revenue Share	45
Orchid	Lonavala	Mgmt. Cont.	36
Fort JadhavGadh	Pune	Revenue Share	58
Mahodadhi Palace	Puri	Leased	33
IRA	Mumbai	Leased	195
IRA	Bhubaneshwar	Leased	111
IRA	Ayodhya	Revenue Share	49
IRA	Sambhaji Nagar	Revenue Share	33
IRA	Noida	Leased	34
IRA	Nashik	Leased	31
Lotus Resorts	Murud	Leased	40
Lotus Resorts	Konark	Leased	33
Orchid Toyam	Pune	Mgmt. cont.	21
Total			1,824

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, Chandigarh & Goa. Also, entering in 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 2025)	KHIL 3.0 (FY 2026)
No. of States	7	12
No. of Properties	19	26
No. of Keys	1,800+	2,500+
Average Room Rate (INR)	6,500	7,500
Revenue (INR Mn)	3,700	4,000
Debt (INR Mn)	1,050	500

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

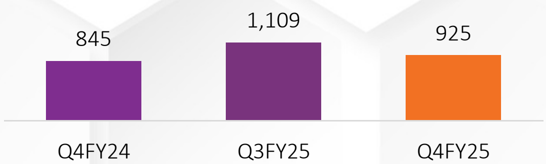
Q4-FY25/FY25 FINANCIAL OVERVIEW

Q4-FY25 CONSOLIDATED PERFORMANCE

KAMAT HOTELS (INDIA) LIMITED

Quarterly Highlights

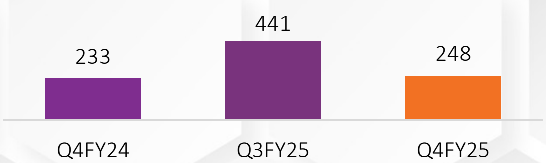
Revenue (INR Mn)



Growth:

- Y-o-Y: 9.5%
- Q-o-Q: (16.6)%

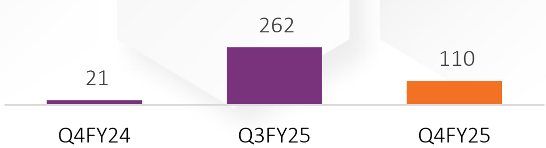
EBITDA (INR Mn)



Growth:

- Y-o-Y: 6.4%
- Q-o-Q: (43.7)%

PAT (INR Mn)

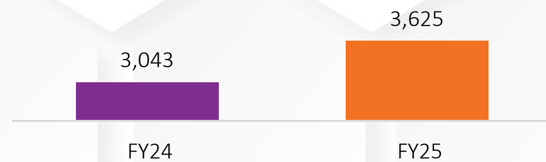


Growth:

- Y-o-Y: 423.8%
- Q-o-Q: (58.0)%

Financial Year Highlights

Revenue (INR Mn)



Growth:

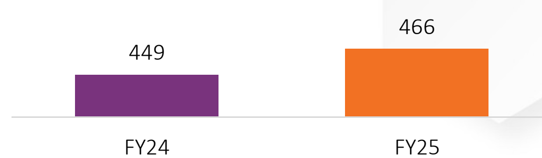
- Y-o-Y: 19.1%%

EBITDA (INR Mn)

Growth:

- Y-o-Y: 14.3%

PAT (INR Mn)



Growth:

- Y-o-Y: 4.0%

KEY OPERATIONAL METRICS

	Q4-FY25	Q4-FY24	Y-o-Y	Q3-FY25	Q-o-Q	FY25	FY24	Y-o-Y
Orchid	6,915	6,069	14%	6,581	5%	6,659	5,916	5%
Ira	5,928	5,615	6%	5,748	3%	5,836	5,129	5%
Lotus	5,549	4,799	16%	6,682	(17)%	6,250	4,799	19%
Fort JadhavGADH	9,602	8,366	15%	9,057	6%	9,030	8,366	5%
Misc.	2,329	2,919	(20)%	2,444	(5)%	2,325	2,919	(24)%
Consolidated	6,514	5,554	9%	6,377	(1)%	6,020	5,426	5%

Occupancy Rate (%)	Q4-FY25	Q4-FY24	Y-o-Y	Q3-FY25	Q-o-Q	FY25	FY24	Y-o-Y
Orchid	62%	67%	(13)%	64%	(9)%	62%	66%	-6%
Ira	77%	75%	3%	71%	8%	72%	76%	-5%
Lotus	64%	50%	32%	66%	NA	65%	50%	22%
Fort JadhavGadh	40%	40%	(3)%	45%	(13)%	42%	40%	-10%
Misc.	33%	44%	(25)%	33%	NA	30%	44%	-34%
Consolidated	65%	55%	-	65%	15%	55%	55%	(5)%

BUSINESS HIGHLIGHTS

KAMAT HOTELS (INDIA) LIMITED

Capex Plan at The Orchid Hotel, Pune (OHPPL)

- OHPPL is Pune's largest convention and mice destination with 410 room.
- Property is under renovation and upgradation
- Banqueting is key growth potential
- This renovation shall be done through internal accruals /Cashflow of the property.

ORCHID PASSAROS BENAULIM, GOA

Orchid PASSAROS

- Goa Hotel Property which was under the brand name Lotus Goa Eco beach resort is fully renovated rebranded and operionalised under the brand The Orchid PASSAROS Goa 5 star Hotel with 58 rooms

Opening Soon

- Orchid Rishikesh Opening on July 1,2025
- Signed Mandavi Kutch Resort under Management Agreement for 155 rooms

UPCOMING PROPERTIES

Region	Brand	Number of Rooms	Opening Date
Hyderabad	Ira by Orchid	50	July 2025
Rishikesh	Orchid	54	July 2025
Bhavnagar	Ira by Orchid	61	October 2025
Dehradun	Orchid	96	December 2025
Gwalior	Orchid	50	December 2025
Puri	Orchid	156	December 2026
Mandavi Kutch	Orchid	155	December 2027

QUARTERLY CONSOLIDATED FINANCIAL PERFORMANCE

INCOME STATEMENT (INR Mn)	Q4-FY25	Q4-FY24	Y-o-Y	Q3-FY25	Q-o-Q
Operational Income	925	845	9.5%	1,109	(16.6)%
Total Expenses	677	614	10.3%	667	1.5%
EBITDA	248	233	6.4%	442	(43.7)%
EBITDA Margins (%)	*26.81%*	*27.57%*	*(76) Bps*	*39.86%*	*NA*
Depreciation	53	48	10.4%	49	8.2%
Finance Cost	53	149	(64.4)%	57	(7.0)%
Other Income	22	46	(52.2)%	18	22.2%
Profit before share of profit /(loss) of associate	164	80	105.0%	354	(53.7)%
Share of Profit /(loss) of associate	2	3	(66.7)%	2	NA
Profit before exceptional items	165	82	101.2%	355	(53.5)%
Exceptional items	(3)	-	NA	-	NA
PBT	162	82	97.6%	355	(54.4)%
Tax	52	61	(14.8)%	93	(44.1)%
Profit After Tax	110	21	423.8%	262	(58.0)%
PAT Margins (%)	*11.89%*	*2.49%*	*940 Bps*	*23.62%*	*(1173) Bps*
Diluted EPS (INR)	3.62	0.74	389.2%	8.63	(58.1)%

YTD CONSOLIDATED FINANCIAL PERFORMANCE

INCOME STATEMENT (INR Mn)	FY25	FY24	Y-o-Y
Operational Income	3,625	3,043	19.1%
Total Expenses	2,578	2,135	20.8%
EBITDA	1,047	909	15.2%
EBITDA Margins (%)	*28.88%*	*29.87%*	*(99) Bps*
Depreciation	198	177	11.9%
Finance Cost	300	606	(50.5)%
Other Income	78	110	(29.1)%
Profit before share of profit /(loss) of associate	627	236	165.7%
Share of Profit /(loss) of associate	3	8	(62.5)%
Profit before exceptional items	630	244	158.2%
Exceptional items	24	295	(91.9)%
PBT	654	539	21.3%
Tax	188	91	106.6%
Profit After Tax	466	448	4.0%
PAT Margins (%)	*12.86%*	*14.72%*	*(186) Bps*
Diluted EPS (INR)	15.60	15.80	(1.3)%

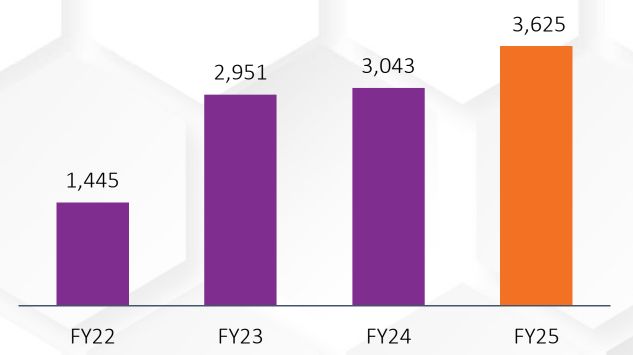
HISTORICAL CONSOLIDATED FINANCIAL PERFORMANCE

INCOME STATEMENT (INR Mn)	FY22	FY23	FY24	FY25
Operational Income	1,445	2,951	3,043	3,625
Total Expenses	1,078	1,863	2,135	2,578
EBITDA	367	1,116	909	1,047
EBITDA Margins (%)	*25.40%*	*36.87%*	*29.87%*	*28.88%*
Depreciation	170	155	177	198
Finance Cost	505	221	606	300
Other Income	11	39	110	78
Profit before share of profit /(loss) of associate	(297)	752	236	627
Share of Profit /(loss) of associate	(4)	27	8	3
Profit before exceptional items	(301)	779	244	630
Exceptional items	-	2,384	295	24
PBT	(301)	3,163	539	654
Tax	74	34	91	188
Profit After Tax	(227)	3,129	448	466
PAT Margins (%)	*(15.71)%*	*106.03%*	*14.72%*	*12.86%*
Diluted EPS (INR)	(9.61)	132.31	15.80	15.60

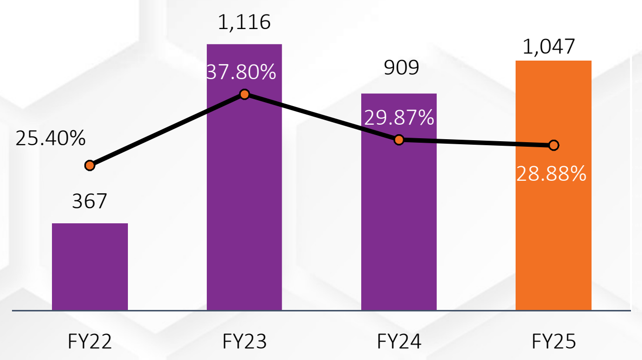
HISTORICAL CONSOLIDATED FINANCIAL HIGHLIGHTS

KAMAT HOTELS (INDIA) LIMITED

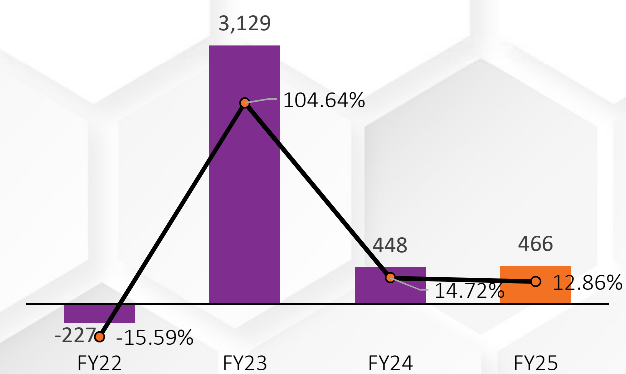
Operational Revenue (INR Mn)



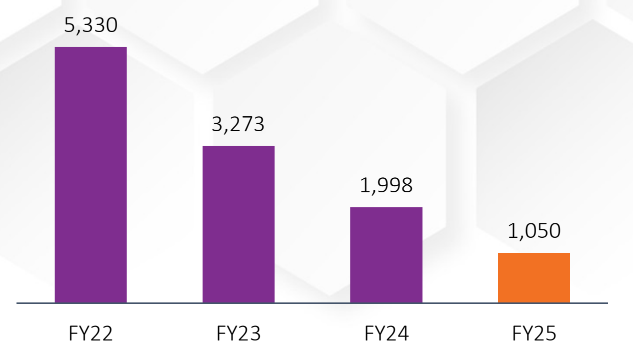
EBITDA (INR Mn) & EBITDA Margins (%)



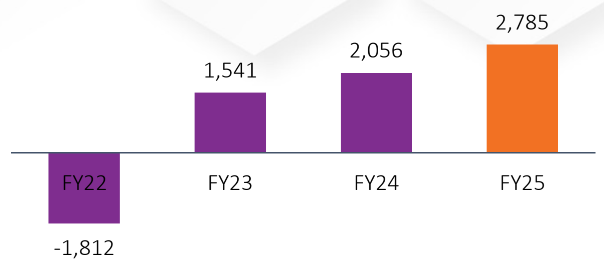
PAT (INR Mn) & PAT Margins (%)



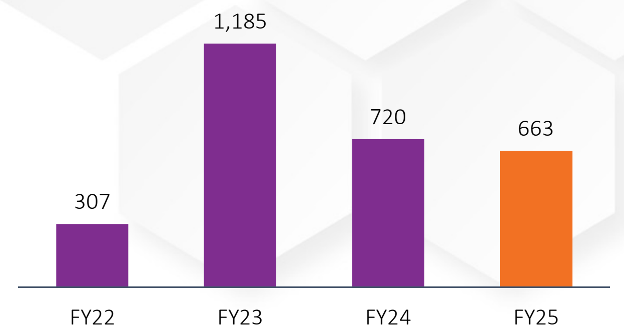
DEBT (INR Mn)



Net Worth (INR Mn)



Cash Flow From Operations (INR Mn)



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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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THANK YOU