



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

July 31, 2025

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

To,  
Listing Department  
National Stock Exchange of India Limited  
Exchange Plaza, C-1, Block G,  
Bandra -Kurla Complex,  
Bandra (E), Mumbai – 400051.

**Code: 526668**  
**ISIN: INE967C01018**

**Symbol: KAMATHOTEL**

**Sub: Submission of Investors Presentation of Q1-FY2025-26**

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 Unaudited Standalone & Consolidated Financial Results of the Company for the First Quarter ended June 30, 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  
DN: cn=NIK, o=PERSONAL, email=s197,  
pseudoym=253c71002b44170b09f1643  
7663f8dc,  
2.5.4.20=4351a5996a3910569ca38685e7  
21b441752e4b24f5ab7320095713e0a6f91  
2, postalCode=410206, st=Maharashtra,  
serialNumber=40199090891977c33253  
29d5116d3d92b991188c514bca045d9fb  
1c55, cn=NIK, SINGH  
Date: 2025.07.31 18:05:20 +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

Q1-FY26



**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  
(Q1FY26)  
INR **6,336**  
**55%** 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





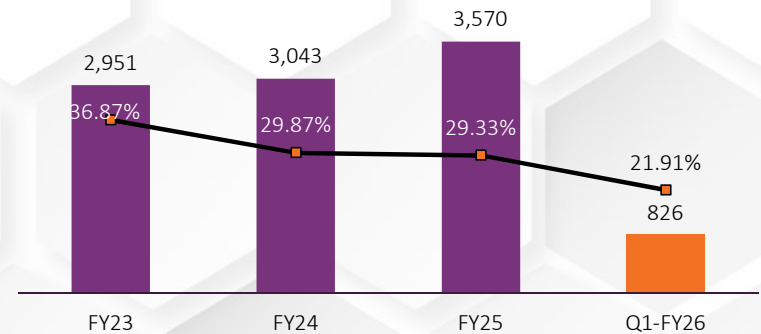
## COMPANY OVERVIEW



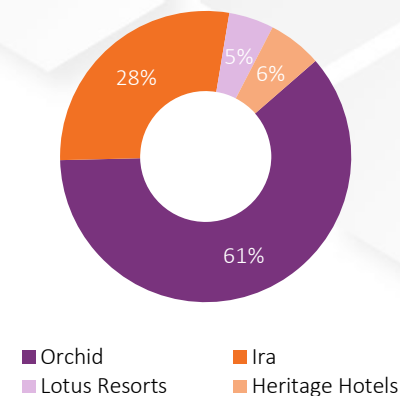
# COMPANY OVERVIEW

- Kamat Hotels (India) Limited (KHIL) was incorporated on March 21, 1986, by Dr. Vithal Venketesh Kamat and currently is being successfully lead by 3<sup>rd</sup> 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

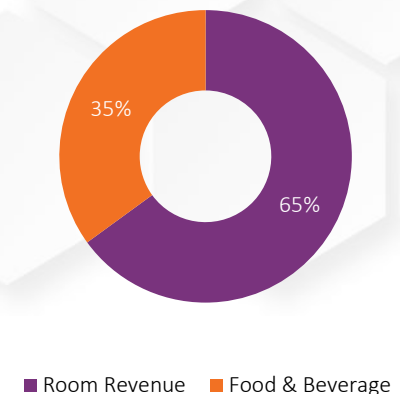
Operational Revenue (INR Mn) & EBITDA Margins (%)



Revenue Mix By Hotels<sup>^</sup>



Revenue Mix by Category<sup>^</sup>



<sup>^</sup> As of FY25

# BOARD MEMBERS AND CORE MANAGEMENT TEAM



**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



No. of years	27+	16+	Launched in July 2023	12+	Launched in July 2024
Market Segment	Premium	Premium	Mid-Premium	Mid-Premium	Premium
No. of Properties	8	2	6	2	1
No. of Keys	1,186	91	453	73	21
Free Hold Hotels (Own)	2	-	-	-	-
Leased Hotels	4	2	4	2	-
Revenue Share Hotels	1	-	2	-	-
Managed Hotels	1	-	-	-	1

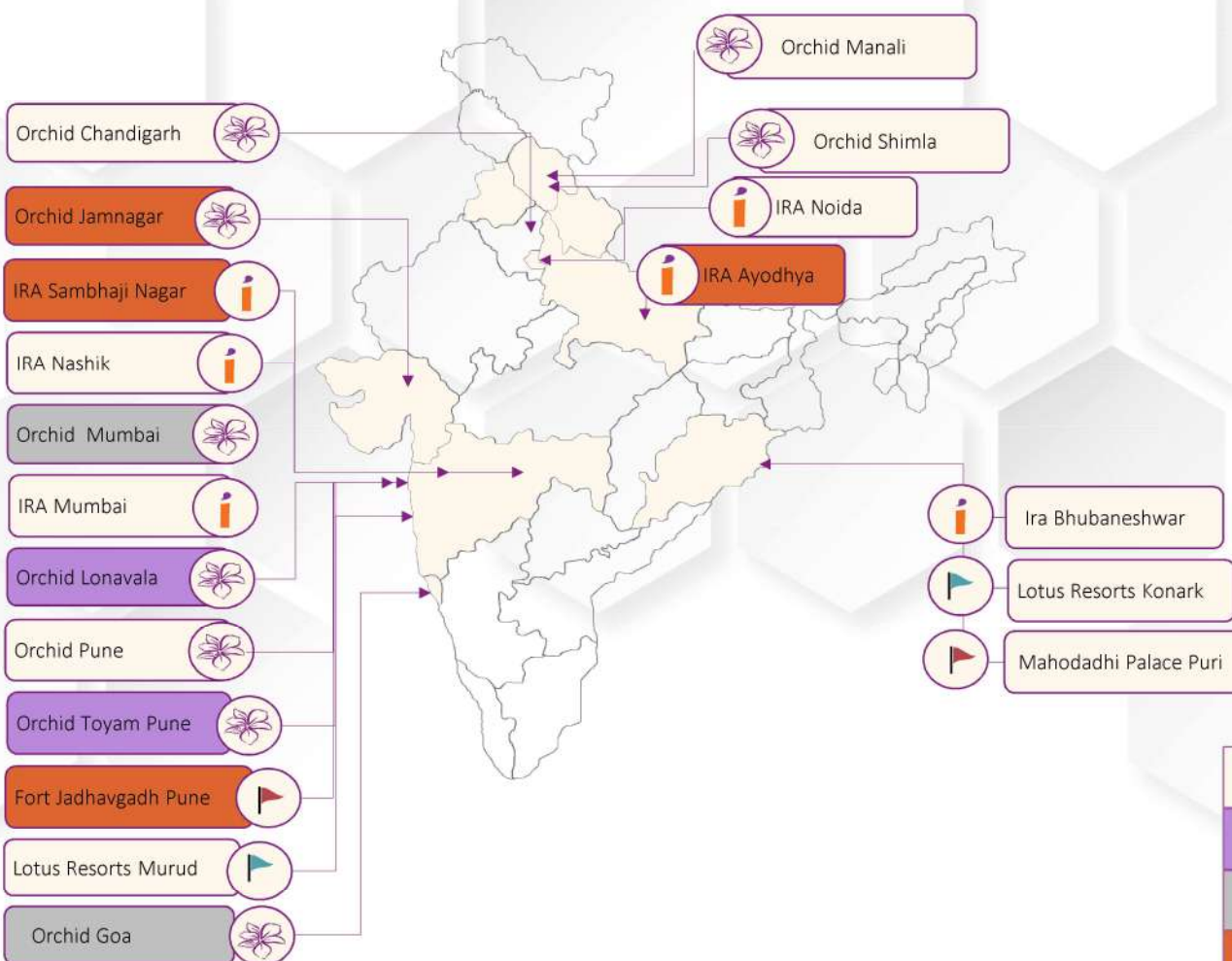


# PRESENCE ACROSS INDIA

THE  
**ORCHID**  
— FIVE STAR ECOTEL HOTEL —  
FRIENDLY. ECO-FRIENDLY

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

**MAHODADHI  
PALACE**  
A Beach View Heritage Hotel  
Puri - Odisha



**ira**  
BY ORCHID HOTELS

**LOTUS RESORTS**  
By ORCHID Hotels

**loyām**  
Relax. Rejuvenate. Revive

Leased Hotels
Managed Hotel
Free Hold Hotels (Own)
Revenue Share Hotels



# LEVERAGING STRENGTHS FOR FUTURE GROWTH



## 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

## No. of States

7

Today (FY 2025)

12

KHIL 3.0 (FY 2026)

## No. of Properties

19

Today (FY 2025)

26

KHIL 3.0 (FY 2026)

## No. of Keys

1,800+

Today (FY 2025)

2,500+

KHIL 3.0 (FY 2026)

## Average Room Rate (INR)

₹ 6,500

Today (FY 2025)

7,500

KHIL 3.0 (FY 2026)

## Revenue (INR Mn)

3,700

Today (FY 2025)

4,000

KHIL 3.0 (FY 2026)

## Debt (INR Mn)

1,050

Today (FY 2025)

500

KHIL 3.0 (FY 2026)

# 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







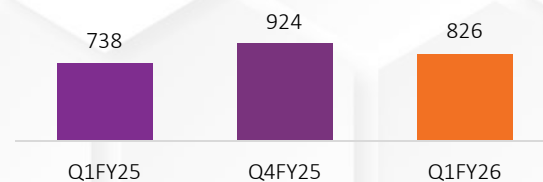
## Q1-FY26 FINANCIAL OVERVIEW





# Q1-FY26 CONSOLIDATED PERFORMANCEQ

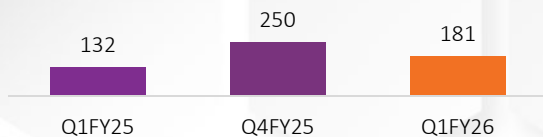
## Revenue (INR Mn)



### Growth:

- Y-o-Y: 11.9%
- Q-o-Q: (10.6)%

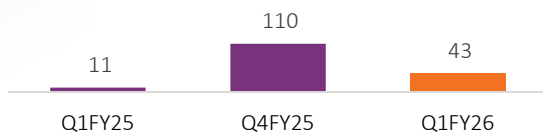
## EBITDA (INR Mn)



### Growth:

- Y-o-Y: 37.1%
- Q-o-Q: (27.6)%

## PAT (INR Mn)



### Growth:

- Y-o-Y: 290.9%
- Q-o-Q: (60.9)%

## KEY OPERATIONAL METRICS

ARR	Q1-FY26	Q1-FY25	Y-o-Y	Q4-FY25	Q-o-Q
Orchid	6,338	5,384	18%	6,915	(8)%
Ira	5,416	4,590	18%	5,928	(9)%
Lotus	5,514	5,020	10%	5,549	(1)%
Fort JadhavGADH	8,051	7,984	1%	9,602	(16)%

Occupancy Rate (%)	Q1-FY26	Q1-FY25	Y-o-Y	Q4-FY25	Q-o-Q
Orchid	56%	61%	(2)%	62%	(11)%
Ira	74%	62%	19%	77%	(4)%
Lotus	59%	51%	16%	64%	(8)%
Fort JadhavGadh	30%	35%	(14)%	40%	(25)%

## BUSINESS HIGHLIGHTS






### New Hotel Signings

- Signed The Orchid Nashik under a Management Agreement with 57 keys.
- Signed The Orchid Panchgani under a Lease Agreement with 70 keys, including 47 guest rooms and 23 luxury tent accommodation.
- Signed The Orchid Rishikesh under a Management Agreement with 44 keys.
- Signed IRA by Orchid, Dwarka under a Management Agreement with 49 keys.

### Opening Soon

- Orchid Rishivan is scheduled to open in August 2025.
- Orchid Hyderabad and Orchid Panchgani are scheduled to open in September 2025.

# UPCOMING PROPERTIES

Region 	Brand 	Type 	Number of Rooms 	Opening Date 
Rishikesh	Orchid-Rishivan	Revenue Sharing	54	August 2025
Hyderabad	Ira by Orchid	Leased	60	September 2025
Panchgani	Orchid	Leased	70	September 2025
Bhavnagar	Ira by Orchid	Leased	61	October 2025
Dwarka	Ira by Orchid	Managed	49	October 2025
Dehradun	Orchid	Leased	96	December 2025
Gwalior	Orchid	Leased	50	March 2026
Nashik	Orchid	Managed	57	April 2026
Rishikesh	Orchid	Revenue Sharing	44	March 2027
Puri	Orchid	Leased	156	December 2027
Mandavi Kutch	Orchid	Managed	155	December 2027



# QUARTERLY CONSOLIDATED FINANCIAL PERFORMANCE

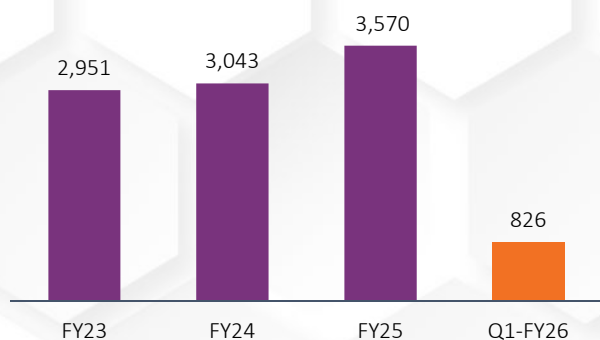
INCOME STATEMENT (INR Mn)	Q1-FY26	Q1-FY25	Y-o-Y	Q4-FY25	Q-o-Q
Operational Income	826	738	11.9%	924	(10.6)%
Total Expenses	645	605	6.6%	677	(4.7)%
<b>EBITDA</b>	<b>181</b>	<b>132</b>	<b>37.1%</b>	<b>250</b>	<b>(27.6)%</b>
<b>EBITDA Margins (%)</b>	<b>21.91%</b>	<b>17.89%</b>	<b>402 Bps</b>	<b>27.05%</b>	<b>(514) Bps</b>
Depreciation	64	48	33.3%	53	20.8%
Finance Cost	60	114	(47.4)%	52	15.4%
Other Income	18	22	(18.2)%	22	(18.2)%
<b>Profit before share of profit /(loss) of associate</b>	<b>75</b>	<b>(7)</b>	<b>NA</b>	<b>164</b>	<b>(54.3)%</b>
Share of Profit /(loss) of associate	-	(1)	NA	1	NA
<b>Profit before exceptional items</b>	<b>75</b>	<b>(8)</b>	<b>NA</b>	<b>165</b>	<b>(54.5)%</b>
Exceptional items	4	28	(85.7)%	(3)	NA
<b>PBT</b>	<b>79</b>	<b>20</b>	<b>NA</b>	<b>162</b>	<b>(51.2)%</b>
Tax	36	9	NA	52	(30.8)%
<b>Profit After Tax</b>	<b>43</b>	<b>11</b>	<b>NA</b>	<b>110</b>	<b>(60.9)%</b>
<b>PAT Margins (%)</b>	<b>5.21%</b>	<b>1.49%</b>	<b>372 Bps</b>	<b>11.90%</b>	<b>(669) Bps</b>
Diluted EPS (INR)	1.42	0.37	NA	3.62	(60.8)%

# HISTORICAL CONSOLIDATED FINANCIAL PERFORMANCE

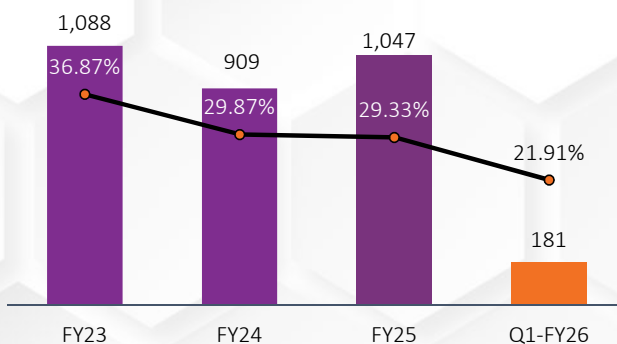
INCOME STATEMENT (INR Mn)	FY23	FY24	FY25	Q1-FY26
Operational Income	2,951	3,043	3,570	826
Total Expenses	1,863	2,135	2,523	645
<b>EBITDA</b>	<b>1,088</b>	<b>909</b>	<b>1,047</b>	<b>181</b>
<b>EBITDA Margins (%)</b>	<b>36.87%</b>	<b>29.87%</b>	<b>29.33%</b>	<b>21.91%</b>
Depreciation	155	177	198	64
Finance Cost	221	606	300	60
Other Income	39	110	78	18
<b>Profit before share of profit /(loss) of associate</b>	<b>752</b>	<b>236</b>	<b>627</b>	<b>75</b>
Share of Profit /(loss) of associate	27	8	3	-
<b>Profit before exceptional items</b>	<b>779</b>	<b>244</b>	<b>630</b>	<b>75</b>
Exceptional items	2,384	295	24	4
<b>PBT</b>	<b>3,163</b>	<b>539</b>	<b>654</b>	<b>79</b>
Tax	34	91	188	36
<b>Profit After Tax</b>	<b>3,129</b>	<b>448</b>	<b>466</b>	<b>43</b>
<b>PAT Margins (%)</b>	<b>106.03%</b>	<b>14.72%</b>	<b>13.05%</b>	<b>5.21%</b>
Diluted EPS (INR)	132.31	15.80	15.60	1.42

# HISTORICAL CONSOLIDATED FINANCIAL HIGHLIGHTS

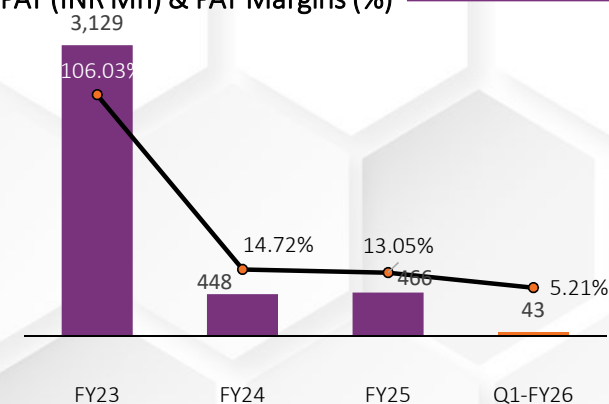
Operational Revenue (INR Mn)



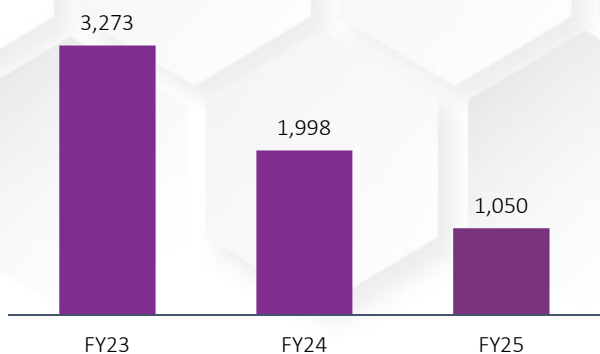
EBITDA (INR Mn) & EBITDA Margins (%)



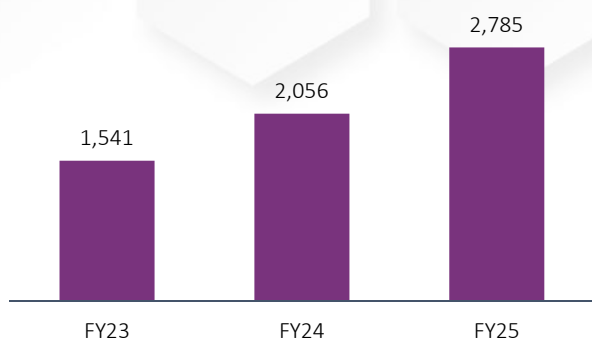
PAT (INR Mn) & PAT Margins (%)



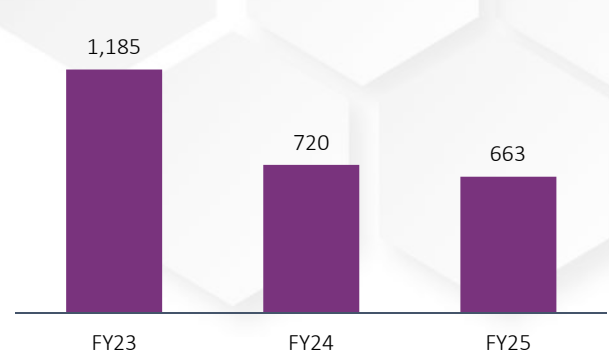
DEBT (INR Mn)



Net Worth (INR Mn)



Cash Flow From Operations (INR Mn)



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THANK YOU

