



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

November 08, 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 Q2-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 Second Quarter and Half Year ended September 30, 2025, for your reference.

Kindly take the above on record.

Thanking you,

Yours faithfully,

For Kamat Hotels (India) Limited

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

Q2/H1-FY26



7+ Decades
of Presence in India

24 Properties
2100+ Keys
9 States / U.T
5 Brands

9 New Properties
700+ Keys in
pipeline
3 States **2** Brands

ARR at group level
INR **6,074**
52% 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



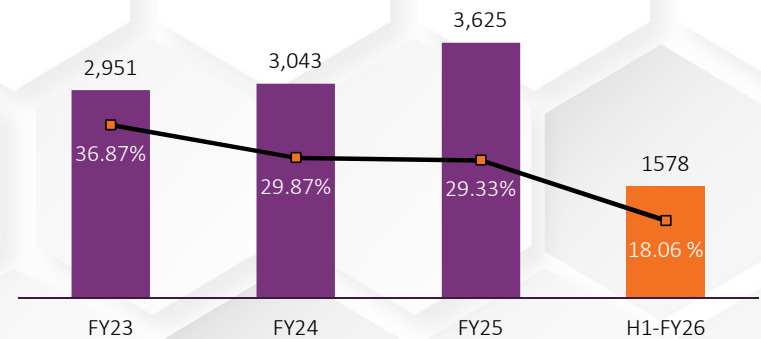
COMPANY OVERVIEW



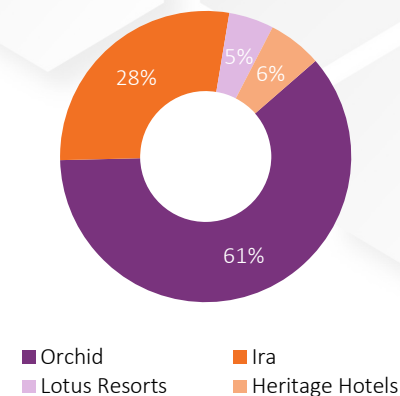
COMPANY OVERVIEW

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

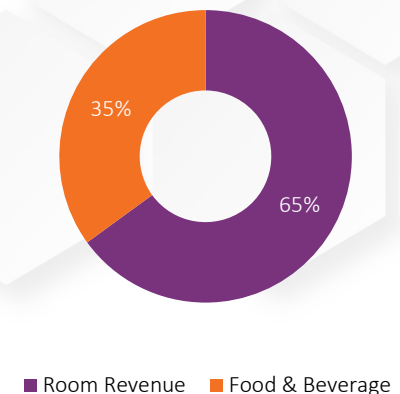
Operational Revenue (INR Mn) & EBITDA Margins (%)



Revenue Mix By Hotels^



Revenue Mix by Category^



^ 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



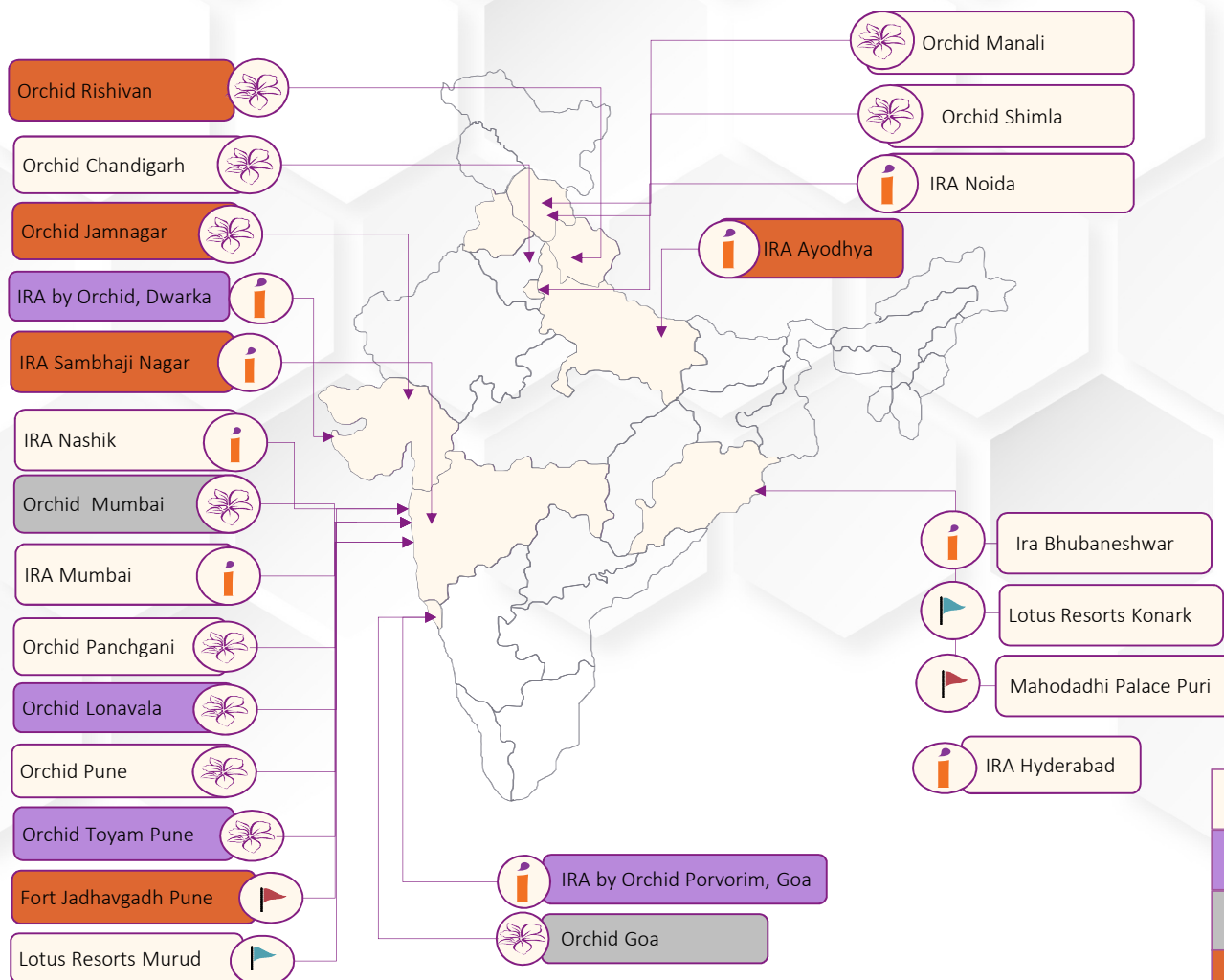
Mr Shailesh Bhagwat
Group IT Head

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	10	2	9	2	1
No. of Keys	1,309	91	609	73	21
Free Hold Hotels (Own)	2	-	-	-	-
Leased Hotels	5	1	5	2	-
Revenue Share Hotels	2	1	2	-	-
Managed Hotels	1	-	2	-	1

PRESENCE ACROSS INDIA



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, Telangana, Chandigarh & Goa. Also, entering in new states with our strong brand "The Orchid" & "IRA By 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



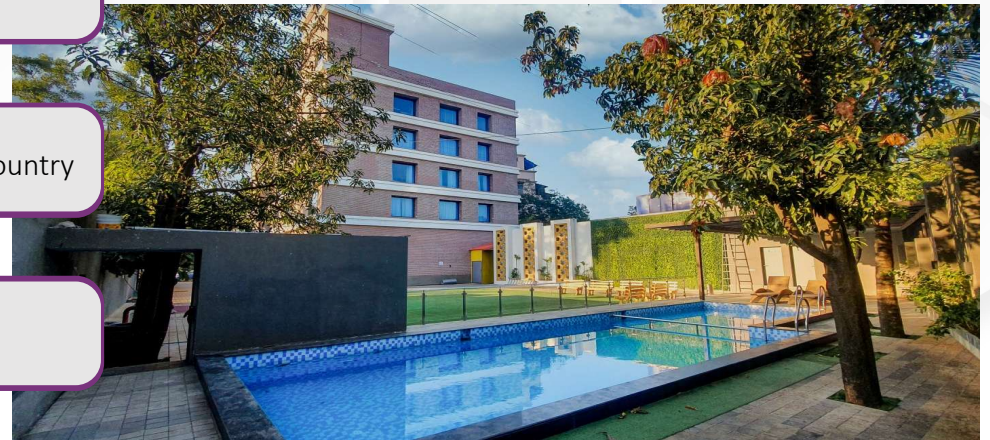
Focus on Digitisation and strengthen its digital media sales and online marketing



Further strengthen the Brand portfolio and presence across the country



Company would like to maintain Net Cash phenomenon





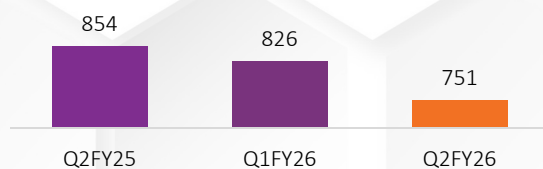
Q2/H1-FY26 FINANCIAL OVERVIEW



Q2/H1-FY26 CONSOLIDATED PERFORMANCE

Quarterly Highlights

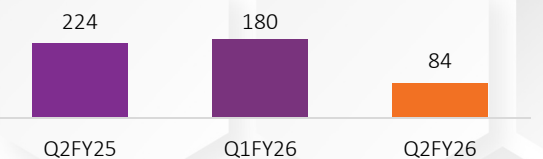
Revenue (INR Mn)



Growth:

- Y-o-Y: (11.8)%
- Q-o-Q: (8.8)%

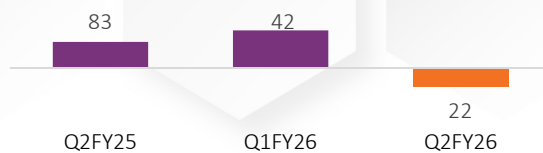
EBITDA (INR Mn)



Growth:

- Y-o-Y: (62.5)%
- Q-o-Q: (53.3)%

PAT (INR Mn)

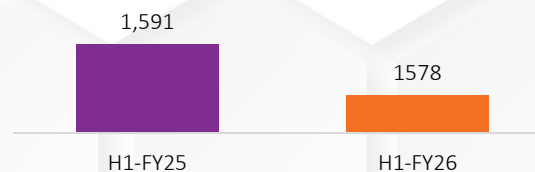


Growth:

- Y-o-Y: (73.49)%
- Q-o-Q: (47.62)%

Half Yearly Highlights

Revenue (INR Mn)



Growth:

- Y-o-Y: (0.8)%

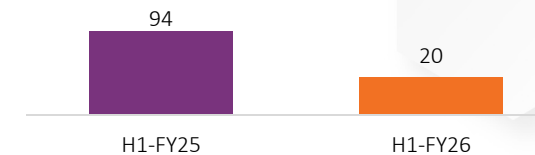
EBITDA (INR Mn)



Growth:

- Y-o-Y: (26.0)%

PAT (INR Mn)



Growth:

- Y-o-Y: (78.0)%

KEY OPERATIONAL METRICS

ARR	Q2-FY26	Q2-FY25	Y-o-Y	Q1-FY26	Q-o-Q
Orchid	5,979	5,698	7%	6,338	(6)%
Ira	4,749	4,971	(4)%	5,416	(12)%
Lotus	5,331	5,150	4%	5,514	(3)%
Fort JadhavGADH	8,286	8,323	0%	8,051	3%

Occupancy Rate (%)	Q2-FY26	Q2-FY25	Y-o-Y	Q1-FY26	Q-o-Q
Orchid	47%	66%	(29)%	56%	(16)%
Ira	65%	77%	(16)%	74%	(12)%
Lotus	38%	44%	(14)%	59%	(36)%
Fort JadhavGadh	20%	28%	(29)%	30%	(33)%

BUSINESS HIGHLIGHTS

New Hotels Launched

- The Orchid Panchgani under a Lease Agreement with 70 keys.
- The Orchid Rishivan under a Revenue Sharing Model with 54 keys.
- IRA by Orchid Hyderabad under a Lease Agreement with 63 keys.
- IRA by Orchid Dwarka under a Management Agreement with 50 keys.
- IRA by Orchid Porvorim under a Management Agreement with 43 keys.

UPCOMING PROPERTIES

Region 	Brand 	Type 	Number of Rooms 	Opening Date 
Dehradun	Orchid	Leased	96	April 2026
Bhavnagar	Ira by Orchid	Leased	61	April 2026
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)	Q2-FY26	Q2-FY25	Y-o-Y	Q1-FY26	Q-o-Q
Operational Income	751	854	(12.06)%	826	(9.1)%
Total Expenses	673	630	(6.82)%	646	4.2%
EBITDA	83	224	(62.95)%	180	(53.9)%
EBITDA Margins (%)	10.43%	26.22%	(1579) Bps	21.79%	NA
Depreciation	67	48	39.6%	64	4.7%
Finance Cost	60	77	(22.1)%	60	NA
Other Income	18	17	5.9%	18	NA
Profit before share of profit /(loss) of associate	(26)	116	(122.0)%	74	NA
Share of Profit /(loss) of associate	-	-	NA	-	NA
Profit before exceptional items	(26)	116	NA	74	NA
Exceptional items	25	-	NA	1	NA
PBT	(1)	116	NA	75	NA
Tax	(2)	34	NA	36	NA
Profit After Tax	(3)	82	NA	39	NA
PAT Margins (%)	(0.40)%	9.60%	(1000) Bps	4.72%	(512) Bps
Diluted EPS (INR)	(0.72)	2.81	NA	1.39	NA

HALF YEARLY CONSOLIDATED FINANCIAL PERFORMANCE

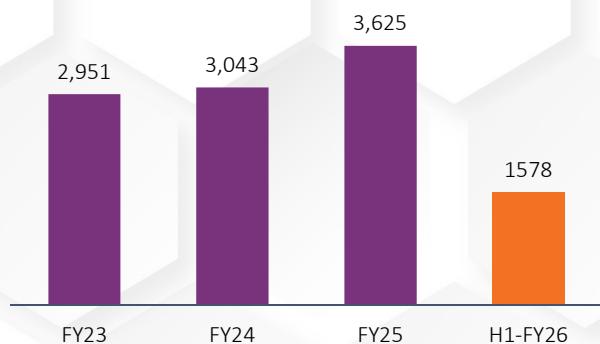
INCOME STATEMENT (INR Mn)	H1-FY26	H1-FY25	Y-o-Y
Operational Income	1,578	1,591	(0.8)%
Total Expenses	1,319	1,233	7.0%
EBITDA	259	358	(27.65)%
EBITDA Margins (%)	16.41%	22.50%	(609) Bps
Depreciation	131	96	36.5%
Finance Cost	120	191	(37.2)%
Other Income	37	39	(5.1)%
Profit before share of profit /(loss) of associate	45	110	(59.10)%
Share of Profit /(loss) of associate	0	(1)	NA
Profit before exceptional items	45	109	(57.8)%
Exceptional items	29	28	3.6%
PBT	74	137	(45.3)%
Tax	53	43	23.3%
Profit After Tax	22	94	(76.6)%
PAT Margins (%)	1.39%	5.91%	(452) Bps
Diluted EPS (INR)	0.67	3.21	(79.13)%

HISTORICAL CONSOLIDATED FINANCIAL PERFORMANCE

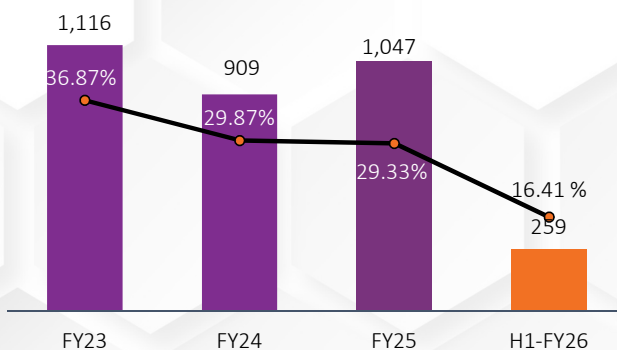
INCOME STATEMENT (INR Mn)	FY23	FY24	FY25	H1-FY26
Operational Income	2,951	3,043	3,570	1,578
Total Expenses	1,863	2,135	2,578	1,319
EBITDA	1,088	909	1,047	259
EBITDA Margins (%)	36.87%	29.87%	29.33%	16.41%
Depreciation	155	177	198	131
Finance Cost	221	606	300	120
Other Income	39	110	78	37
Profit before share of profit /(loss) of associate	752	236	627	45
Share of Profit /(loss) of associate	27	8	3	0
Profit before exceptional items	779	244	630	45
Exceptional items	2,384	295	24	29
PBT	3,163	539	654	74
Tax	34	91	188	53
Profit After Tax	3,129	448	466	22
PAT Margins (%)	106.03%	14.72%	13.05%	1.39%
Diluted EPS (INR)	132.31	15.80	15.60	.67

HISTORICAL CONSOLIDATED FINANCIAL HIGHLIGHTS

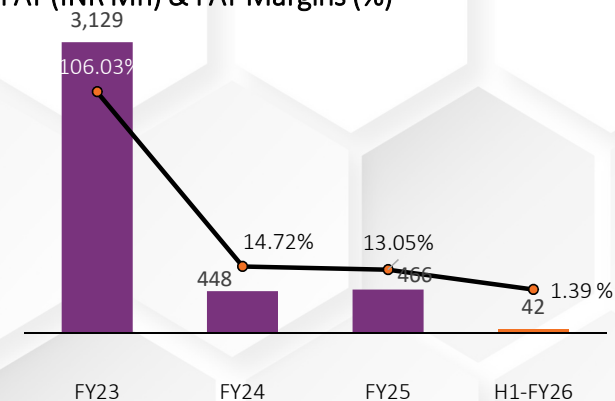
Operational Revenue (INR Mn)



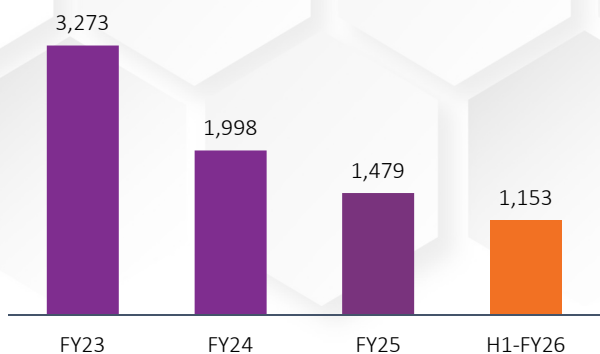
EBITDA (INR Mn) & EBITDA Margins (%)



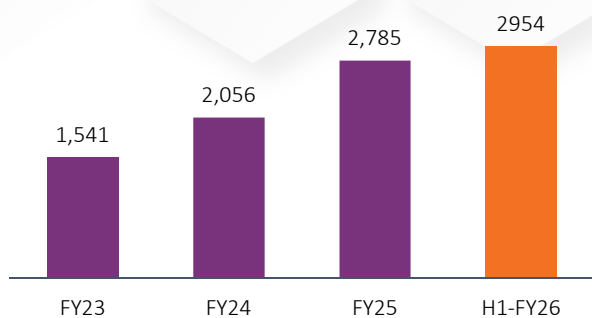
PAT (INR Mn) & PAT Margins (%)



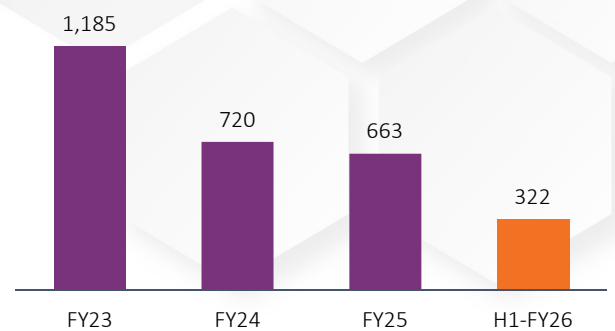
DEBT (INR Mn)



Net Worth (INR Mn)



Cash Flow From Operations (INR Mn)



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Investor Kit Link: <http://valoremadvisors.com/kamat>



THANK YOU

THE
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FRIENDLY TO ENVIRONMENT

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Lathi, Bhagath, Aaga Bada...

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