



“Asia’s Pioneering Hospitality Chain of
Environmentally Sensitive 5 Star Hotels & Resorts”

May 12, 2026

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 Q4-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 Audited Standalone & Consolidated Financial Results of the Company for the Fourth Quarter and Financial Year ended March 31, 2026, 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.

EARNINGS PRESENTATION

Q4-FY26/FY26



7+ Decades
of Presence in India

23 Properties
1900+ Keys
9 States / U.T
5 Brands

600+ Keys in
pipeline
7 New Properties in
2 States with **2**
Brands

ARR at group level
INR **6,051**
57% Occupancy rate

Brand Loyalty
(61% of our sales
come from repeat
customers.)

**Significant
Improvement**
Turned around Robust
Capital Structure

3rd
Generation
Entrepreneur

Debt reduced
substantially since
FY24



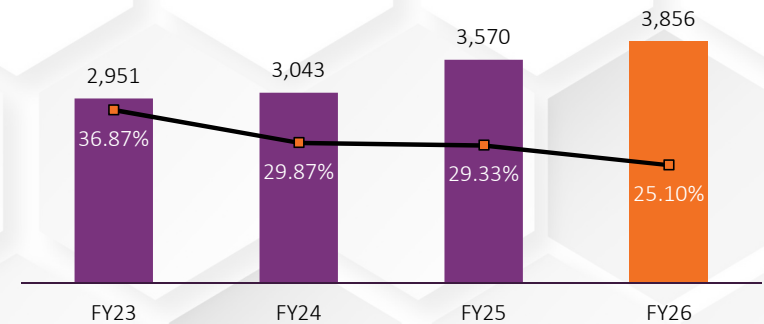
COMPANY OVERVIEW



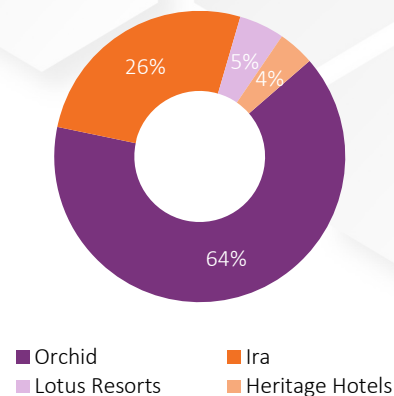
COMPANY OVERVIEW

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

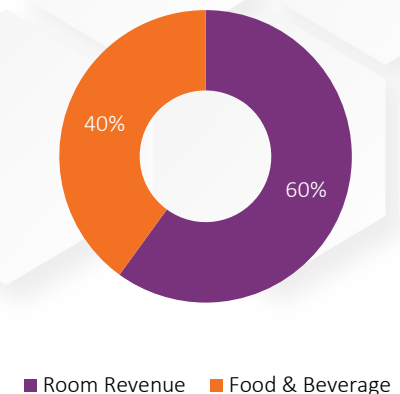
Operational Revenue (INR Mn) & EBITDA Margins (%)



Revenue Mix By Hotels[^]



Revenue Mix by Category[^]



[^] As of FY26

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. Shailesh Bhagwat
Group IT Head

STRATEGIC BRAND PORTFOLIO

The Orchid | FLAGSHIP 5-STAR

Asia's first Ecotel Chain - luxury + environmental sensitivity. Mumbai, Panchgani, Pune, Chandigarh, Rishikesh, Shimla, Manali, Goa, Jamnagar.

Toyam by Orchid | WELLNESS & LIFESTYLE

Luxury wellness retreats catering to holistic travel demand in Pune Maharashtra.

IRA by Orchid | MID-PREMIUM

Next-gen brand for smart travellers. Rapid expansion across metros, pilgrimage & tier-2 cities.

Heritage & Leisure | EXPERIENTIAL

Fort JadhavGadh, Mahodadhi Palace, Lotus Eco Beach Resorts - unique cultural stays.

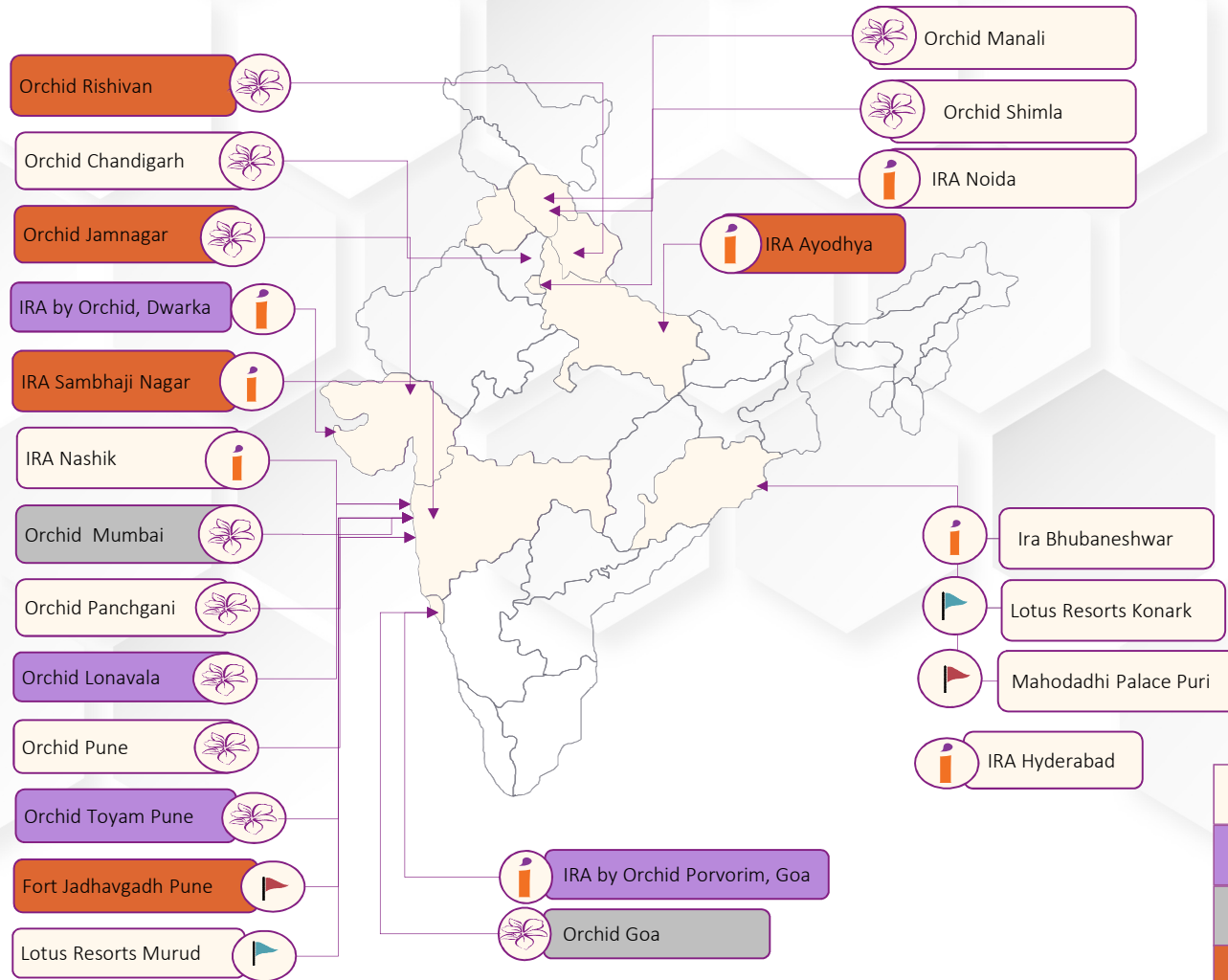


BRAND-WISE PROPERTY PORTFOLIO



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	8	2	1
No. of Keys	1,309	91	414	73	21
Free Hold Hotels (Own)	2	-	-	-	-
Leased Hotels	5	1	4	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

GROWTH STRATEGY & ROADMAP

Geographic Expansion

Metros, tier-2/3 cities, pilgrimage circuits & leisure - Goa, Rishikesh, Hyderabad, Dwarka, Panchgani, Kutch.

Growth via leases, revenue sharing & management contracts - preserving capital, accelerating scale, targeting over 30% EBITDA margins.

Asset-Light Model



Digital media sales, online marketing, and automation to drive topline growth and operational efficiency.

Digitalization & Revenue

Sustainability-Led Differentiation

Eco-conscious operations as core moat - energy efficiency, environmental conservation, community integration across all new properties.

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

OUTLOOK



Focus on Topline growth through newer projects in pipeline



Enhancing unit level operation efficiency by focussing on Electricity, Labour & operating expenses



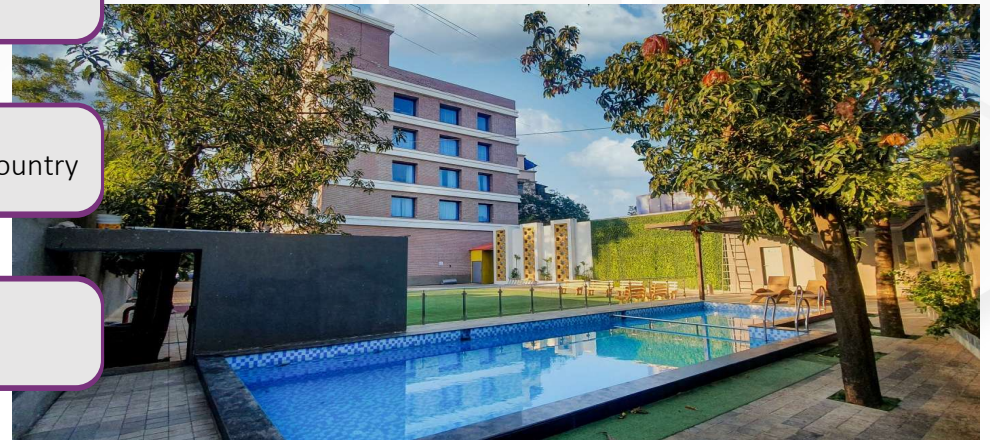
Focus on Digitisation and strengthen its digital media sales and online marketing



Further strengthen the Brand portfolio and presence across the country



Company would like to maintain Net Cash phenomenon





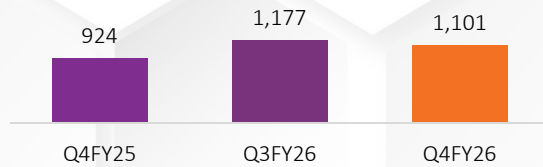
Q4-FY26/FY26 FINANCIAL OVERVIEW



Q4-FY26/FY26 CONSOLIDATED PERFORMANCE

Quarterly Highlights

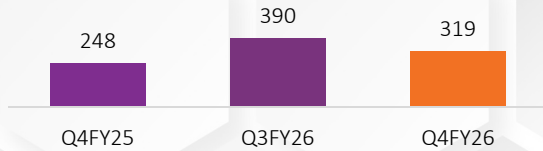
Revenue (INR Mn)



Growth:

- Y-o-Y: 19.2%
- Q-o-Q: (6.5)%

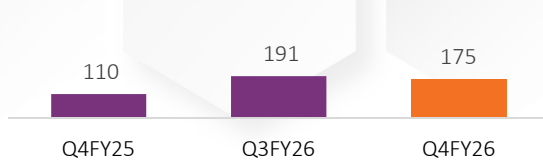
EBITDA (INR Mn)



Growth:

- Y-o-Y: 28.6%
- Q-o-Q: (18.2)%

PAT (INR Mn)

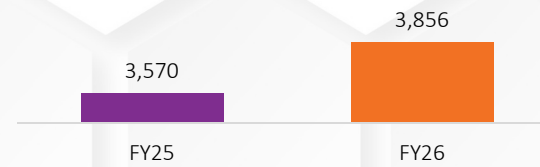


Growth:

- Y-o-Y: 59%
- Q-o-Q: (8.4)%

FY26 Highlights

Revenue (INR Mn)



Growth:

- Y-o-Y: 8.0%

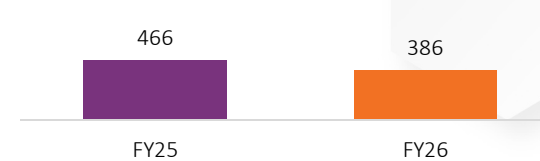
EBITDA (INR Mn)



Growth:

- Y-o-Y: (7.5)%

PAT (INR Mn)



Growth:

- Y-o-Y: (17.2)%

KEY OPERATIONAL METRICS






ARR	Q4-FY26	Q4-FY25	Y-o-Y	Q3-FY26	Q-o-Q	FY26	FY25	Y-o-Y
Orchid	6,628	6,915	(4)%	6,667	(1)%	6,393	6,228	3%
Ira	5,767	5,928	(3)%	5,717	1%	5,292	5,400	(2)%
Lotus	6,050	5,549	9%	6,445	(6)%	5,912	5,721	3%
Fort JadhavGADH	8,835	9,602	(8)%	9,166	(4)%	8,920	8,817	1%

Occupancy Rate (%)	Q4-FY26	Q4-FY25	Y-o-Y	Q3-FY26	Q-o-Q	FY26	FY25	Y-o-Y
Orchid	62%	58%	7%	58%	7%	54%	62%	(13)%
Ira	73%	77%	(5)%	72%	1%	69%	72%	(4)%
Lotus	67%	66%	2%	68%	(1)%	58%	61%	(5)%
Fort JadhavGadh	29%	39%	(26)%	40%	(28)%	29%	36%	(19)%

BUSINESS HIGHLIGHTS

- Occupancy for FY26 improved to 57% compared to 54% in FY25, supported by strong domestic leisure, wedding and MICE demand.
- ARR stood at INR 6,051 during the quarter and remained largely flat year on year amid rising room supply in key markets.
- Revenue for the quarter grew 19% year on year to INR 1,101 Mn, while EBITDA increased 29% year on year to INR 319 Mn with margin improving 213 Bps year on year to 28.97%.
- PAT grew 59% year on year to INR 175 Mn, while PAT margin improved 399 Bps year on year to 15.89%.
- Escalating Middle East tensions resulted in higher fuel, commercial LPG and logistics costs, creating operational cost pressure across hotel and food & beverage operations.
- Operations of IRA by Orchid Hotels, Mumbai were discontinued effective April 1, 2026, following expiry of the Leave and License Agreement.
- FY27 pipeline of ~600 keys remains on track under semi-asset-light expansion models.

UPCOMING PROPERTIES

Region 	Brand 	Type 	Number of Rooms 	Opening Date 
Gwalior	Orchid	Leased	50	September 2026
Dehradun	Orchid	Leased	96	September 2026
Bhavnagar	Ira by Orchid	Leased	61	June 2026
Nashik	Orchid	Managed	57	December 2026
Rishikesh	Orchid	Revenue Sharing	44	March 2027
Puri	Orchid	Leased	156	December 2029
Mandavi Kutch	Orchid	Managed	155	December 2027

QUARTERLY CONSOLIDATED FINANCIAL PERFORMANCE

INCOME STATEMENT (INR Mn)	Q4-FY26	Q4-FY25	Y-o-Y	Q3-FY26	Q-o-Q
Operational Income	1,101	924	19.2%	1,177	(6.5)%
Total Expenses	782	676	15.7%	787	(0.6)%
EBITDA	319	248	28.6%	390	(18.2)%
EBITDA Margins (%)	28.97%	26.84%	213 Bps	33.14%	(417) Bps
Depreciation	76	53	43.4%	74	2.7%
Finance Cost	98	53	84.9%	68	44.1%
Other Income	87	22	NA	18	NA
Profit before share of profit /(loss) of associate	232	164	41.5%	266	(12.8)%
Share of Profit /(loss) of associate	-	1	NA	-	NA
Profit before exceptional items	232	165	40.6%	266	(12.8)%
Exceptional items	8	(3)	NA	(37)	NA
PBT	240	162	48.1%	229	4.8%
Tax	65	52	25.0%	38	71.1%
Profit After Tax	175	110	59.1%	191	(8.4)%
PAT Margins (%)	15.89%	11.90%	399 Bps	16.23%	(34) Bps
Diluted EPS (INR)	5.75	3.62	58.8%	6.28	(8.4)%

ANNUAL CONSOLIDATED FINANCIAL PERFORMANCE

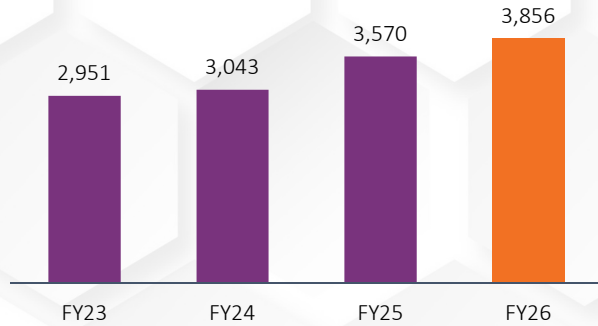
INCOME STATEMENT (INR Mn)	FY26	FY25	Y-o-Y
Operational Income	3,856	3,570	8.0%
Total Expenses	2,888	2,523	14.5%
EBITDA	968	1,047	(7.5)%
<i>EBITDA Margins (%)</i>	<i>25.10%</i>	<i>29.33%</i>	<i>(423) Bps</i>
Depreciation	281	198	41.9%
Finance Cost	287	300	(4.3)%
Other Income	142	78	82.1%
Profit before share of profit /(loss) of associate	542	627	(13.6)%
Share of Profit /(loss) of associate	-	3	NA
Profit before exceptional items	542	630	(14.0)%
Exceptional items	-	24	NA
PBT	542	654	(17.1)%
Tax	156	188	(17.0)%
Profit After Tax	386	466	(17.2)%
<i>PAT Margins (%)</i>	<i>10.01%</i>	<i>13.05%</i>	<i>(304) Bps</i>
Diluted EPS (INR)	12.71	15.60	(18.53)%

HISTORICAL CONSOLIDATED FINANCIAL PERFORMANCE

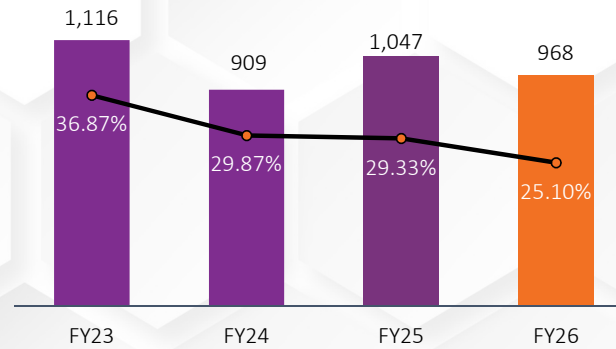
INCOME STATEMENT (INR Mn)	FY23	FY24	FY25	FY26
Operational Income	2,951	3,043	3,570	3,856
Total Expenses	1,863	2,135	2,523	2,888
EBITDA	1,088	909	1,047	968
EBITDA Margins (%)	36.87%	29.87%	29.33%	25.10%
Depreciation	155	177	198	281
Finance Cost	221	606	300	287
Other Income	39	110	78	142
Profit before share of profit /(loss) of associate	752	236	627	542
Share of Profit /(loss) of associate	27	8	3	-
Profit before exceptional items	779	244	630	542
Exceptional items	2,384	295	24	-
PBT	3,163	539	654	542
Tax	34	91	188	156
Profit After Tax	3,129	448	466	386
PAT Margins (%)	106.03%	14.72%	13.05%	10.01%
Diluted EPS (INR)	132.31	15.80	15.60	12.71

HISTORICAL CONSOLIDATED FINANCIAL HIGHLIGHTS

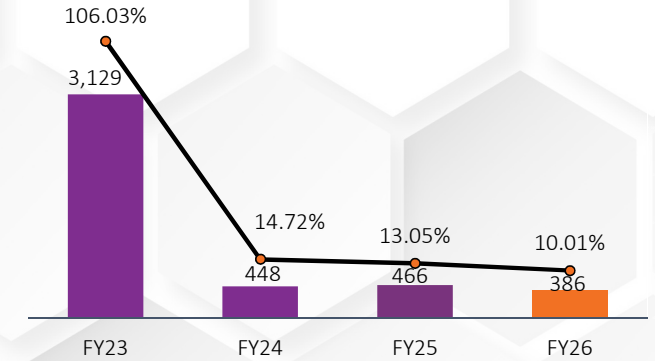
Operational Revenue (INR Mn)



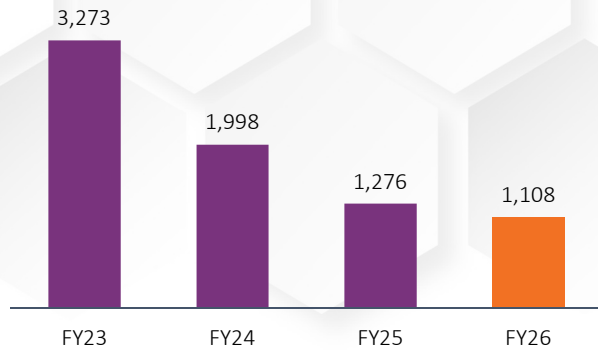
EBITDA (INR Mn) & EBITDA Margins (%)



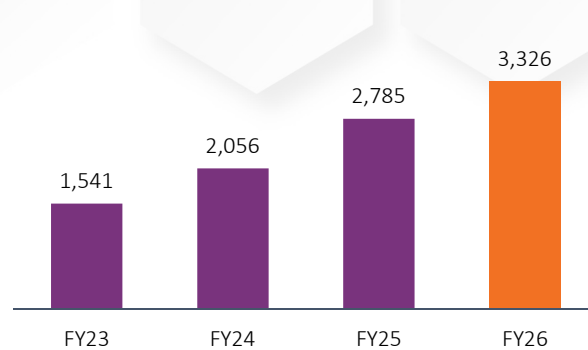
PAT (INR Mn) & PAT Margins (%)



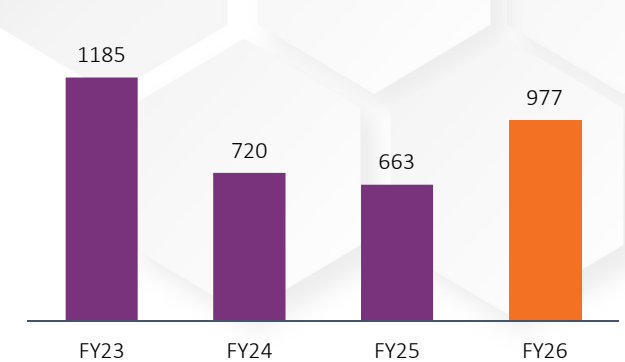
DEBT (INR Mn)



Net Worth (INR Mn)



Cash Flow From Operations (INR Mn)



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



Mr. Anuj Sonpal

Valorem Advisors

Tel: +91-22-3507-5100

Email: kamat@valoremadvisors.com

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THANK YOU

