



CORPORATE PRESENTATION
GROUP PROFILE



KAMAT HOTELS (INDIA) LIMITED: INTRODUCTION

Kamat Hotels (India) Limited (KHIL) The Flagship company of Kamats Group was incorporated on **21st March, 1986** by Late Shri. Venkatesh Krishna Kamat and his associates with the main object of setting up and running of hotels across india. The Company obtained the Certificate of Commencement of Business on 31st March, 1986 and engaged in Hospitality since inspection. Its activities includes (i) operation of hotels owned by the Company (ii) management of hotels owned by other parties under contract (iii) timeshare.



KHIL has firmly established hotel brands such as, The Orchid“ An Ecotel Hotel in the 5-Star segment”, Fort Jadhavgadh and Lotus Resorts. The focus of the Company is in positioning its hotels to the business segment in the mid to up- market category. In addition, the Company consciously follows the policy of environment conservation in the operation of its hotels in all aspects viz. design, construction and operations. This environment positioning gives a dual advantage to the Company in terms of marketing & visibility coupled with lower cost of operations.

Established in the year 1986 KHIL has grown in the past 29 years from a residential hotel to 9 Hotels properties in 4 & 5 Star categories and received 91 prestigious national and International awards under the vision of Dr. Vithal Venkatesh Kamat Chairman and Managing Director and expericiend hotel management Team. These hotels are situated in the prime locations in various cities like Mumbai, Pune,Bhubaneshwar, Konark and Puri, Goa etc having 1141 keys .

'The Orchid - Mumbai, is the first 5 Star hotel to receive the **Ecotel certification and is the Premier Environmentally Sensitive Chain of India'** .

THE BACKBONE OF KAMAT HOTELS (INDIA) LIMITED



Dr. Vithal Venkatesh Kamat

Executive Chairman and Managing Director

Dr. Vithal Venkatesh Kamat, a second-generation restaurateur, a pioneer in green hotels, an environmentalist, an entrepreneur, an educationalist, an antiquarian, an ornithologist, an author, a globetrotter, and a black belt holder in karate, is a versatile personality. Having begun his journey in a small, family-owned vegetarian restaurant, Dr. Vithal Kamat today is Chairman and Managing Director of Kamat Hotels (India) Limited.

Dr Kamat is a recipient of many national and international awards including 'Best CEO of Industry Award' by The Indian Express, 'Golden Peacock Award' received from the hands of His Holiness The Dalai Lama, and the 'Lifetime Achievement Award' in Berlin, Germany.



Mr. Vishal Vithal Kamat

Director - Kamats Group & CEO (Fort Jadhavgadh)

Mr. Vishal Vithal Kamat is a Director of Kamats Group & CEO (Fort Jadhavgadh) and is guided by Dr. Kamat towards achieving various milestones for Brand Orchid in Mumbai, Pune etc. He is also behind the Orissa Expansion which has reaped excellent result for the group.

Keeping with the family tradition, he was made to work from the ground up and started working since age of 13 in the family restaurants, serving & assisting senior staff who would take trouble to groom the future of their business.

He has achieved numerous recognitions such the 'Hotel & Restaurant Associates Western India Award' during its 60th Diamond celebrations & the 'Young Achiever 2013 Award' from the Maharashtra Chamber of Commerce Industry & Agriculture in the year 2013 and is on the CII Maharashtra Tourism Panel.

MILESTONES OF KAMAT GROUP OF HOTELS

Satkar was the first restaurant which was launched by the group, opposite Churchgate station at Mumbai.

1958

The group further consolidated its position in the family restaurant business with the opening of 'Status' and 'Santoor'. After this a chain of 'Kamats Super Snacks' grown across India

1982

The Company **KAMAT HOTELS (INDIA) LIMITED** was incorporated on 21st March, 1986. It took over its first residential hotel in **Vampi - Shalimar Hotel**.

1986

Kamats built a **Three star hotel** with 32 rooms in the first phase, with provision for another 60 rooms at Silvassa.

1988

Kamats purchased a four star Property' **Plaza Hotel**' situated near Domestic Airport, Mumbai. The hotel was remodeled and a Family Club with discotheque' **Go Bananas**' was started.

1990

KHIL went public through an **IPO**.

1994

This year witnessed the inception of the '**Kamats Catering Institute**' at Goregaon and **Kamats Tours & Travels** was also established.

1995

The Orchid - An Ecotel Hotel is Asia's first Eco Friendly Five Star Hotel which was opened to Public on 27th September 1997.

1997

Company also opened its 1st Resort hotel in Goa with Lotus Resort Goa.

1998

2001

The Company ventured abroad by opening two of its branches in **San Francisco, USA** in the name of '**Vithal Kamat**.' In 2001 it opened its second hotel in Mumbai at Andheri of 195 keys

2007

The First & Only Heritage Hotel of Maharashtra "Fort **Jadhav Gadh**" was opened

2008

The Orchid Pune Balewadi was opened and vits Expanded its franchise in Odisha in Bhubaneshwar city

2009

Mahodadhi Palace commenced its 1st phase of operations and Lotus Konark was also opened.

Lotus Konark only hotel in Golden Triangle was opened

2010

Bhubaneswar commenced their operations. Vithal Kamat, Honorable CMD won **PATWA Award** at Berlin for his achievement in Hospitality Industry.

2011

Kamat Restaurants Pvt. Ltd. Kamat Holiday Resorts Pvt. Ltd; Lotus Resorts Goa and a unit of Kamat Holiday Resorts (Silvassa) Ltd were merged into '**Kamat Hotels (India) Ltd**'. To grow the company

2014

Company **increased its paid up capital** through preferential allotment

CORPORATE STRUCTURE

KAMAT HOTELS (INDIA) LIMITED

BY BUSINESS PORTFOLIO

BY LEGAL ENTITY

OWNED HOTELS

LEASED/ LICENSED HOTELS

MANAGED HOTELS

SUBSIDIARY COMPANIES

JOINT VENTURE

ASSOCIATE COMPANIES

OWNED

LEASED

OUR BRANDS

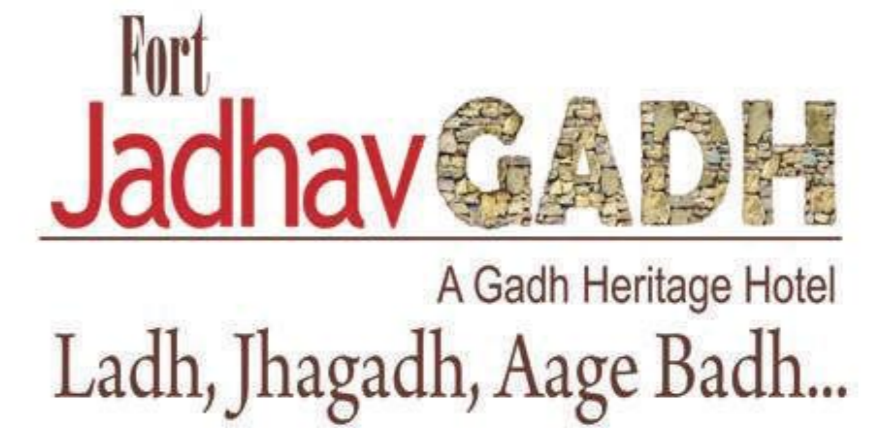
BUSINESS & MICE HOTELS



RESORTS & LEISURE



THE HERITAGE COLLECTION



SUCCESSFUL ON GOING PROJECTS - THE ORCHID HOTEL- MUMBAI



Asia's First Ecotel Certified 5 Star hotel located close to the Mumbai Domestic Airport

Facilities:

Banquets: 15

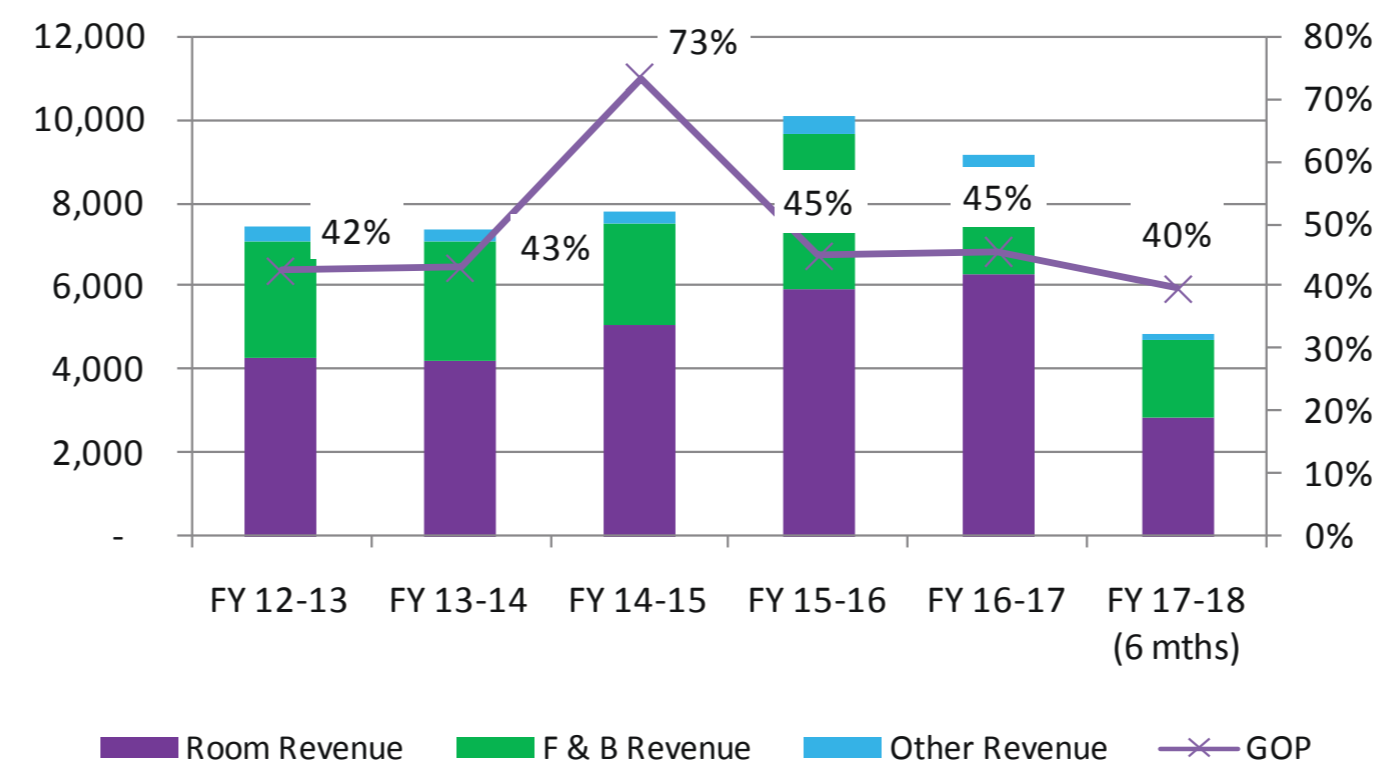
Dining:



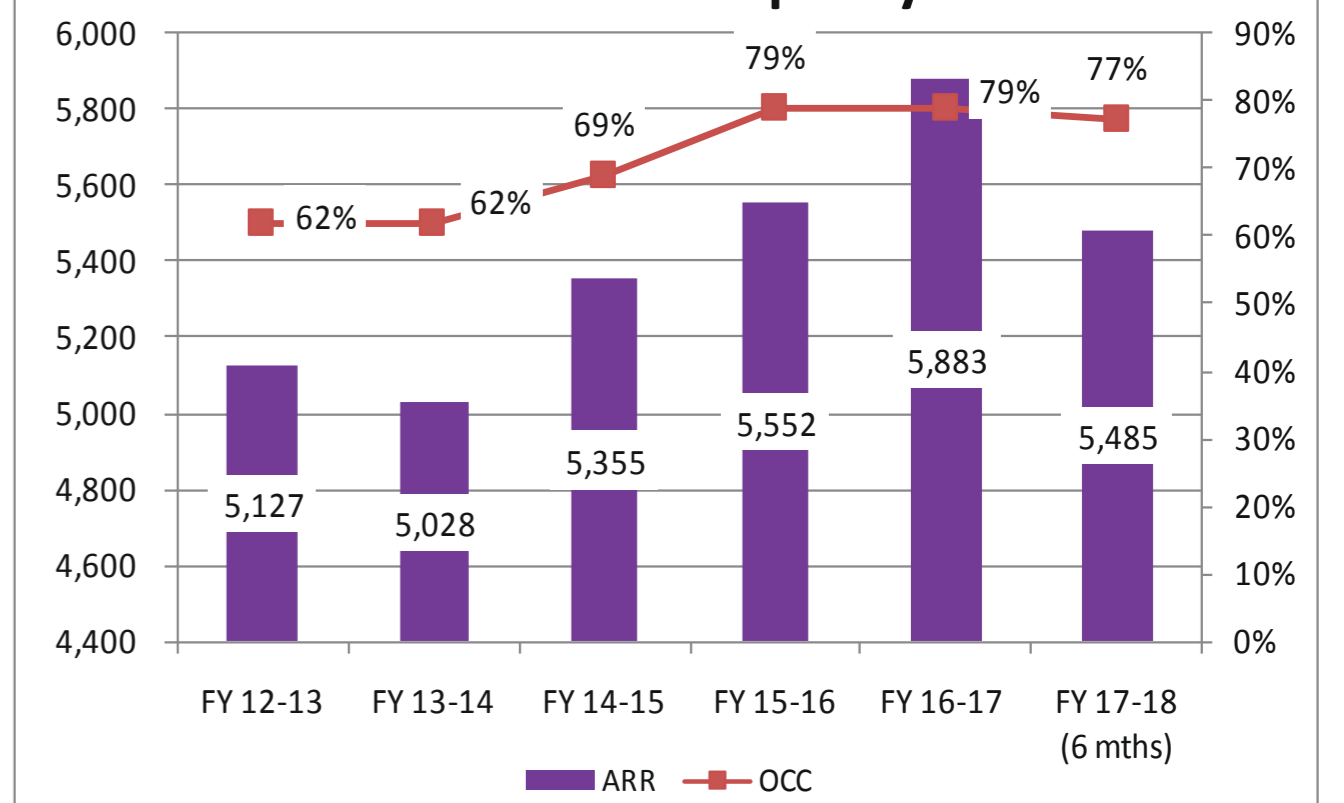
Room Mix

Room Type	No. of Rooms
Orchid Deluxe Rooms	115
Orchid Deluxe Twin Rooms	46
Orchid Executive Rooms	72
Orchid Premier Rooms	47
Orchid Premier Twin Rooms	28
Presidential Suite	01
Orchid Club Rooms	04
Orchid Suites	11
Mayflower Suites	03
Orchid Club Twin Rooms	45
Total	372

Revenue Breakup



ARR and Occupancy



THE ORCHID HOTEL- PUNE



Pune's Largest Convention & Mice Destination!

Facilities:

Banquets: 4

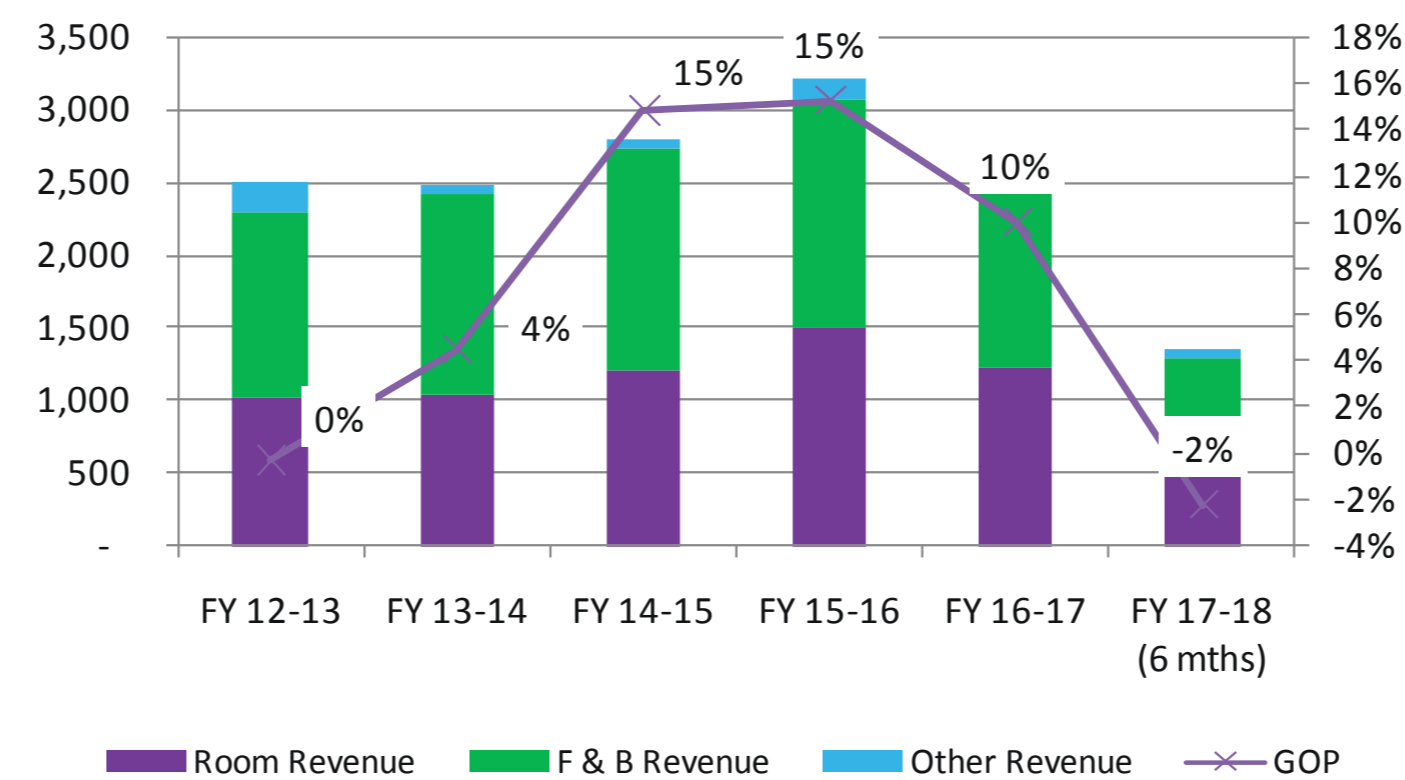
Dining:



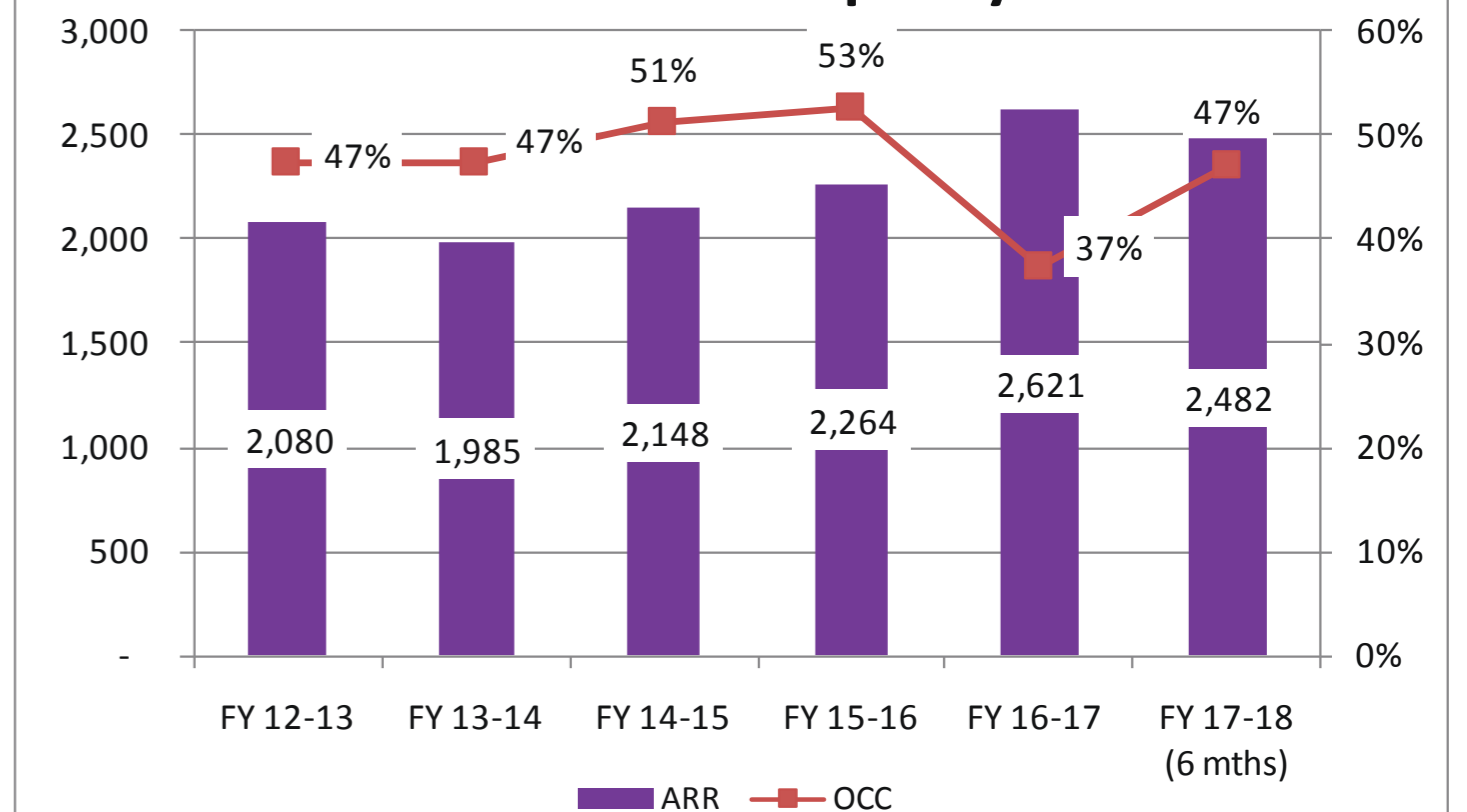
Room Mix

Room Type	No. of Rooms
Orchid Executive	60
Premier Room	105
Orchid Suite	1
Orchid Conventional Centre	120
Superior	60
Total	346

Revenue Breakup



ARR and Occupancy



FORT JADHAVGADH



Maharashtra's first fort heritage hotel

Facilities:

Banquet halls: 2

Endless landscaped lawns merging with the hills

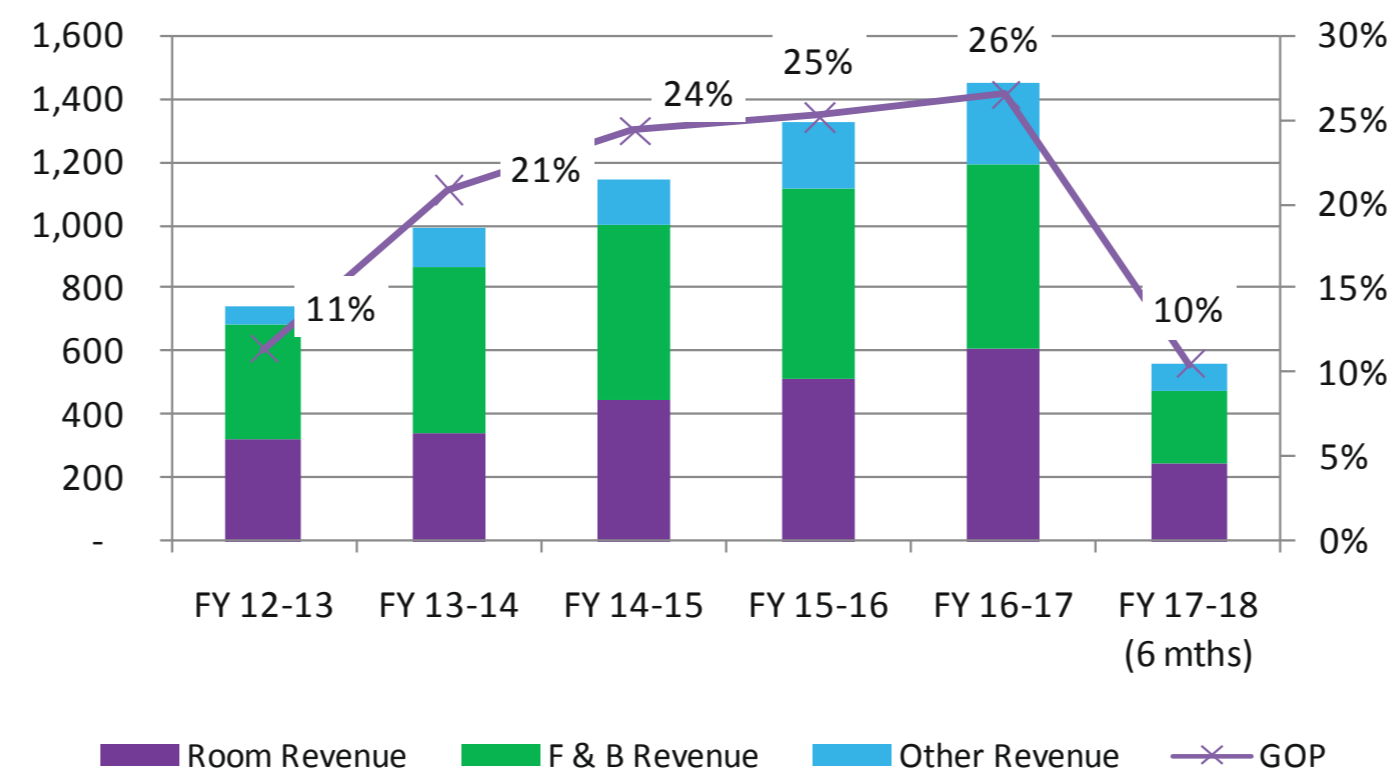
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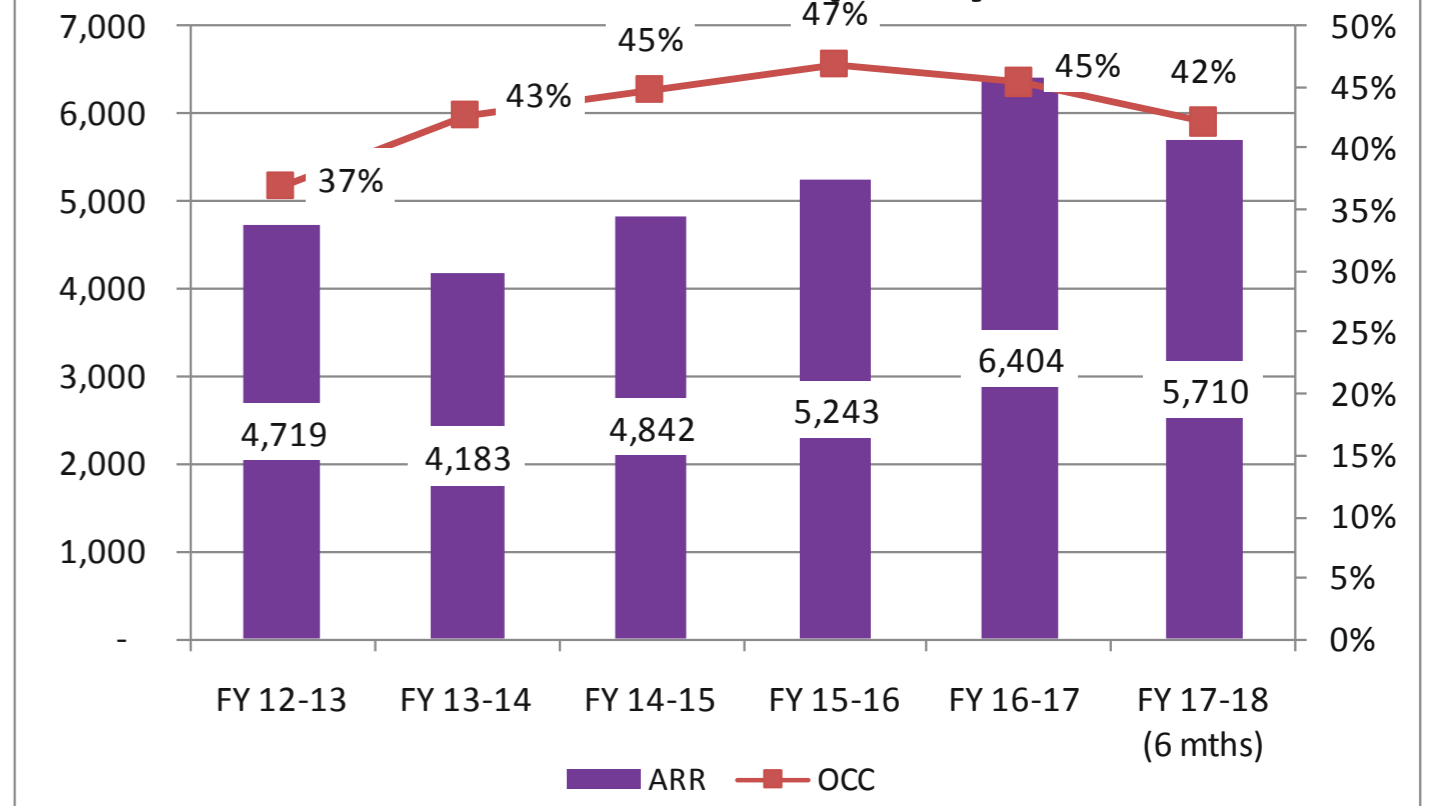
Room Mix

Room Type	No. of Rooms
Neem forest Cottage	4
Chhavani Royal Tent	12
Kholi Deluxe	18
Varsha Suite Premium Rain Shower	6
Hill View Dalaan Premium Hill View	10
Darbari Suite Royal Suite	4
Museum Suite	1
Maharaja Suite	1
Maharani Suite	1
Total	57

Revenue Breakup



ARR and Occupancy



VITS- MUMBAI



A hotel near Mumbai International Airport

Facilities:

Banquets: 11

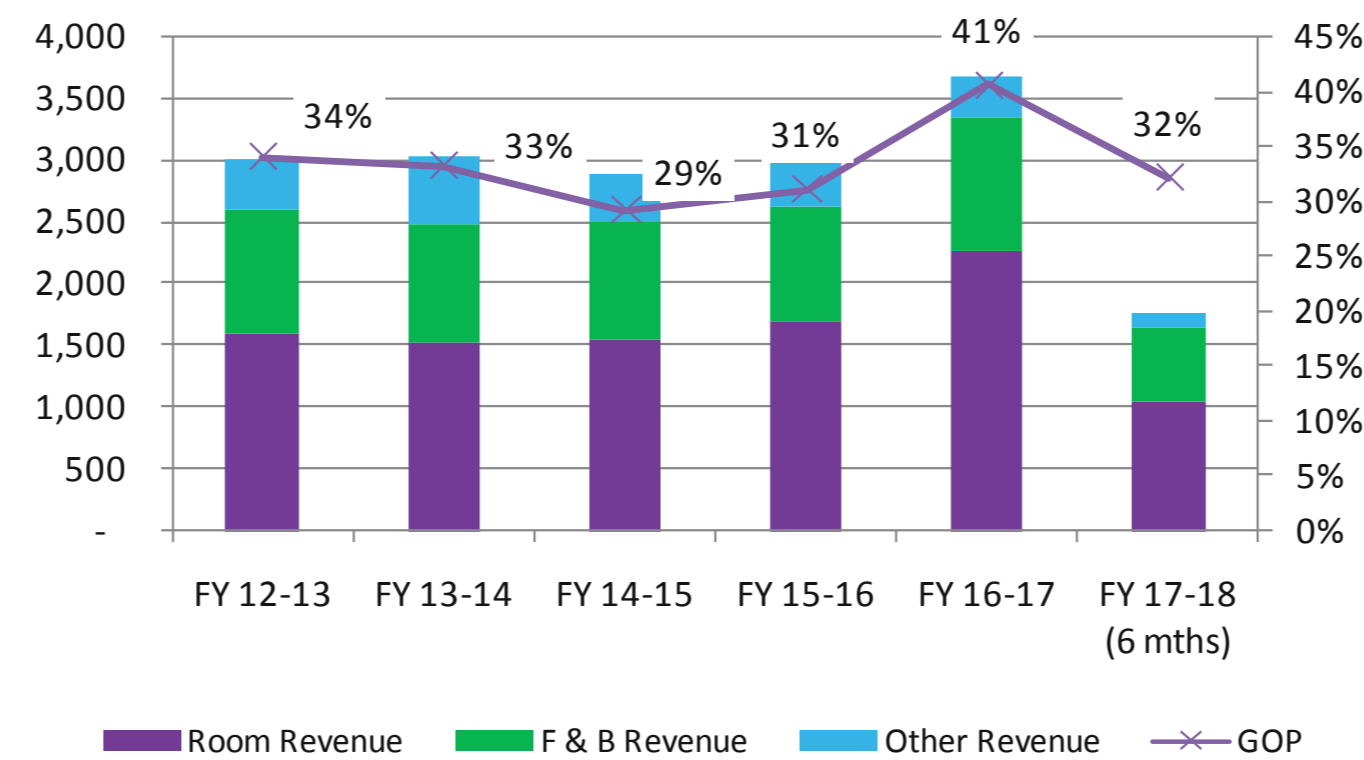
Dining:



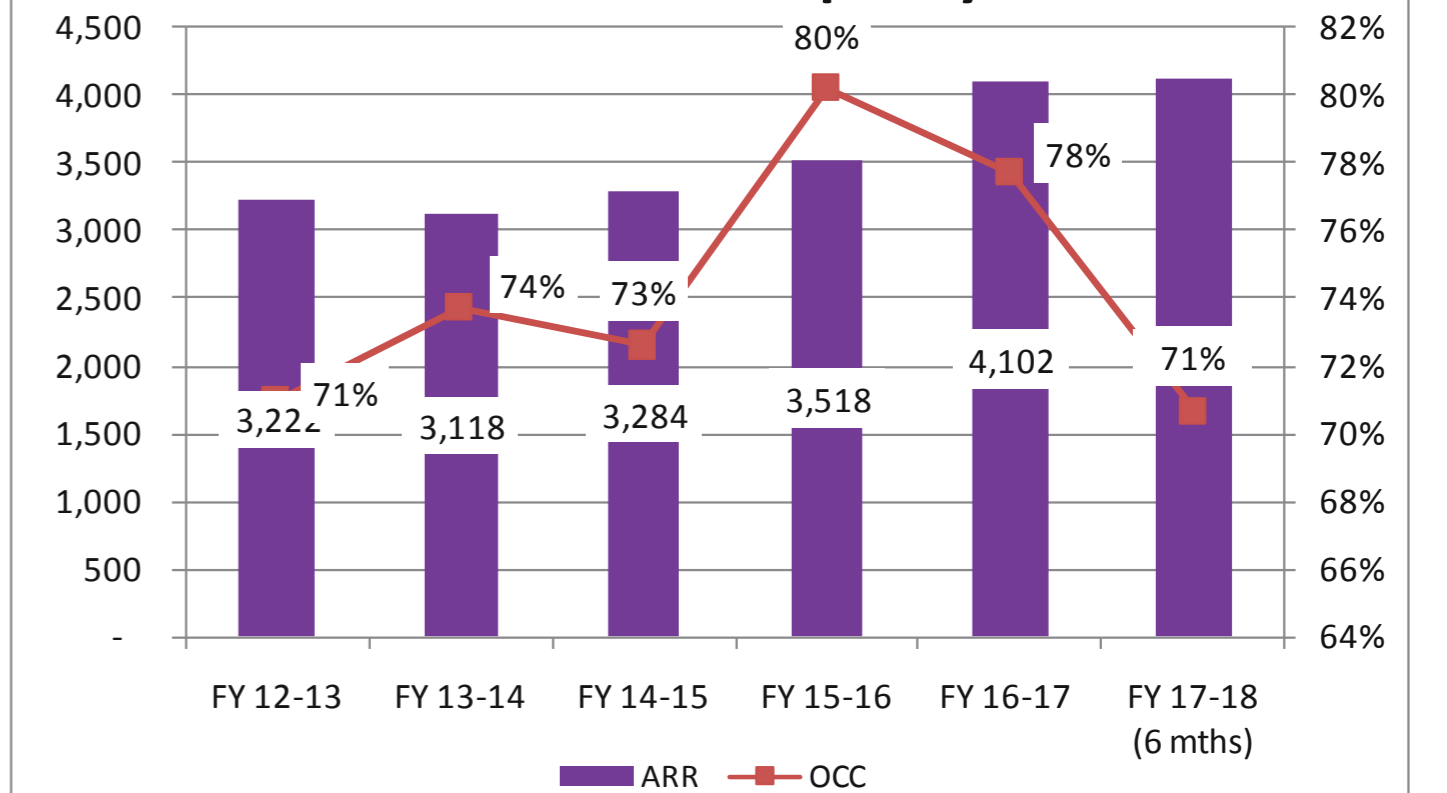
Room Mix

Room Type	No. of Rooms
Standard	60
Twin Room	43
Deluxe	72
Suites	20
Total	195

Revenue Breakup



ARR and Occupancy



VITS-BHUBANESHWAR

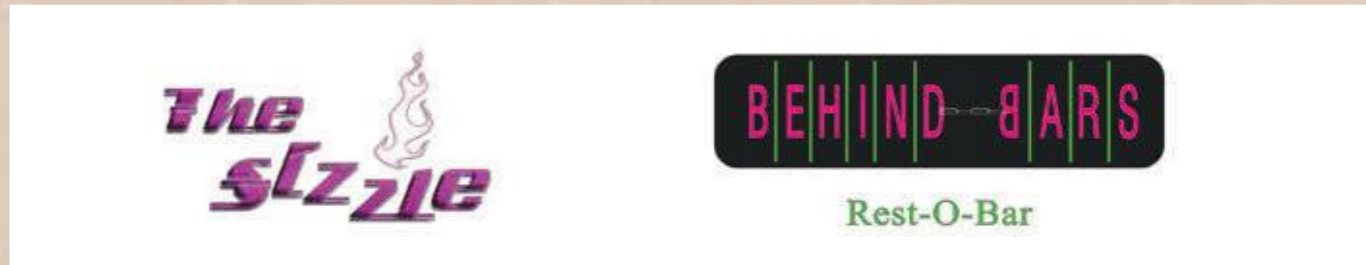


One of the best mid market hotels in Bhubaneswar

Facilities:

Banquets: 4

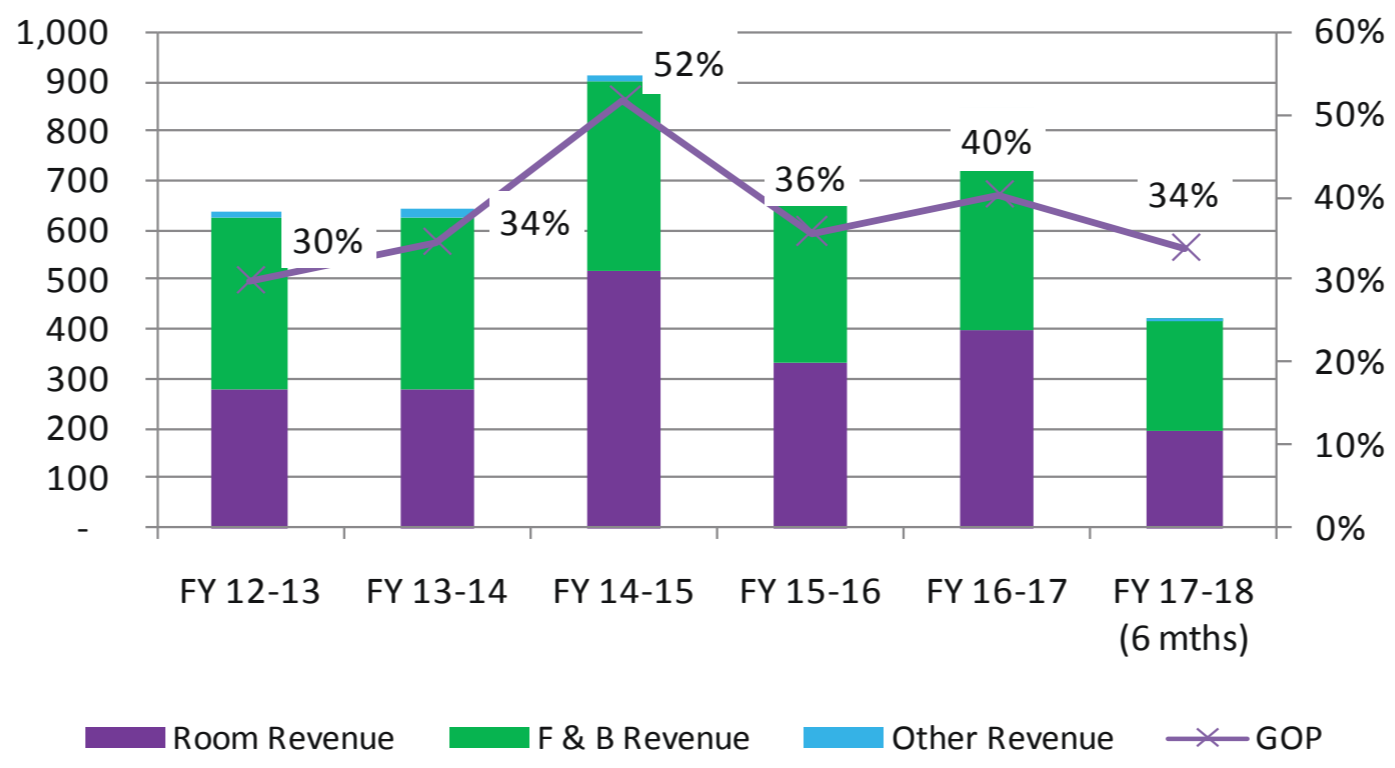
Dining:



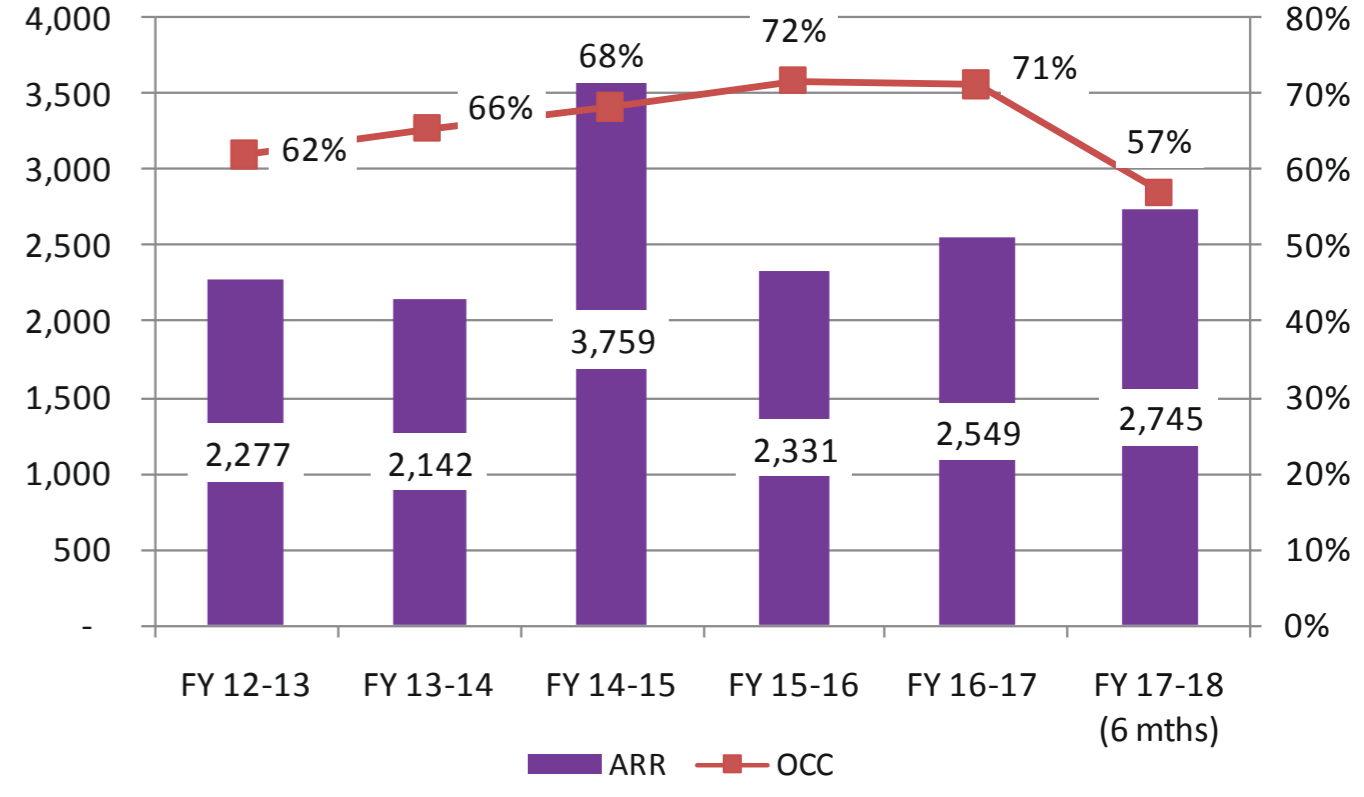
Room Mix

Room Type	No. of Rooms
Executive	49
Deluxe	14
Superior	3
Suite	3
Total	69

Revenue Breakup



ARR and Occupancy



LOTUS RESORTS- KONARK



An Eco Resort near Chandrabhaga Beach, Konark

Facilities:

Banquets: 1

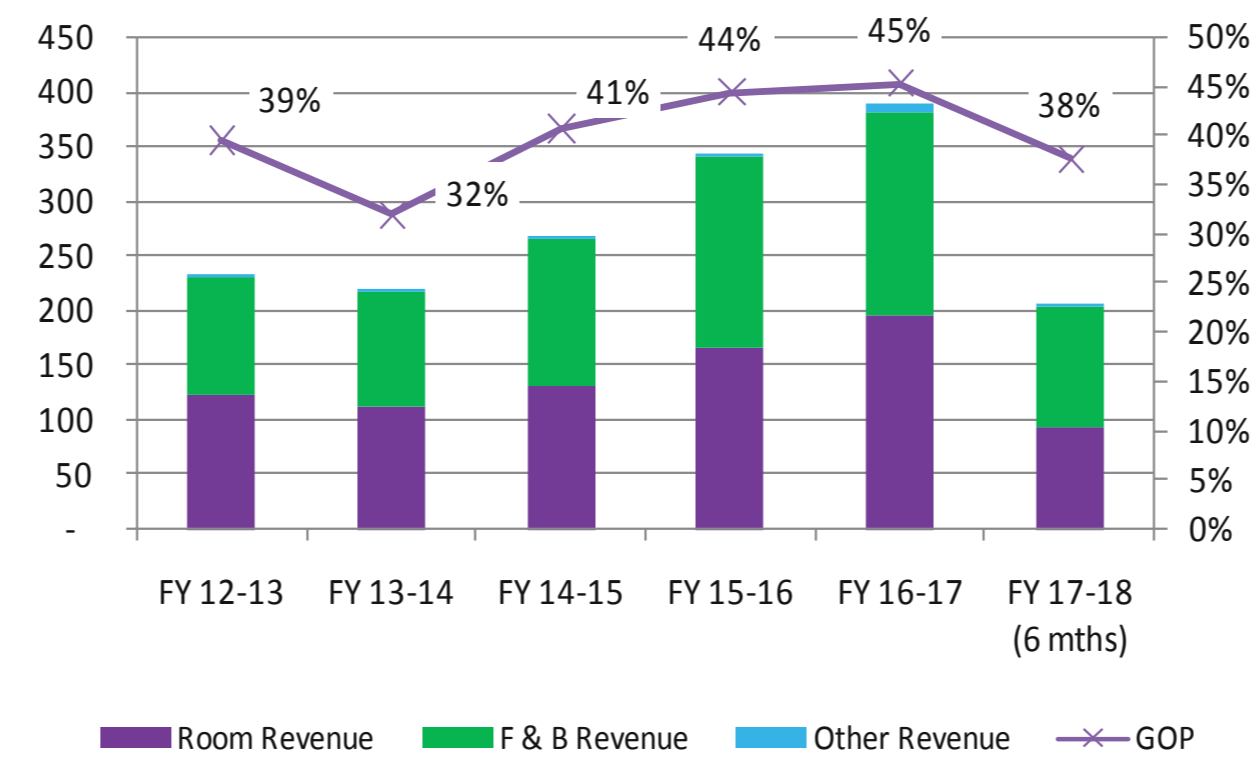
Dining:



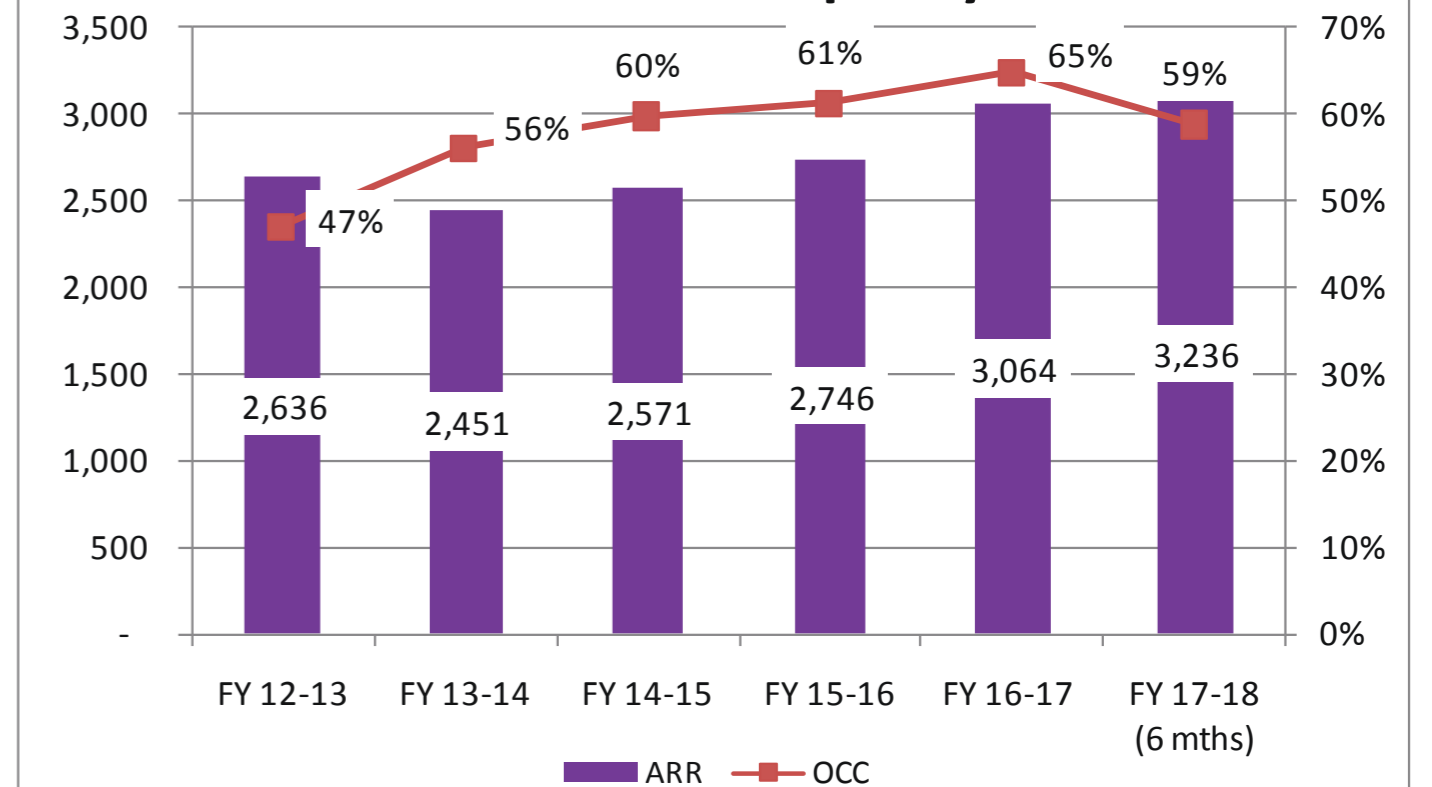
Room Mix

Room Type	No. of Rooms
Cottage	23
Villa	4
Total	27

Revenue Breakup



ARR and Occupancy



MAHODADHI PALACE



Orissa's only beach view Palace Hotel offering a unique Oriya Royal Experience

Facilities:

Banquets: 1 • Lawns • Terrace

Dining:

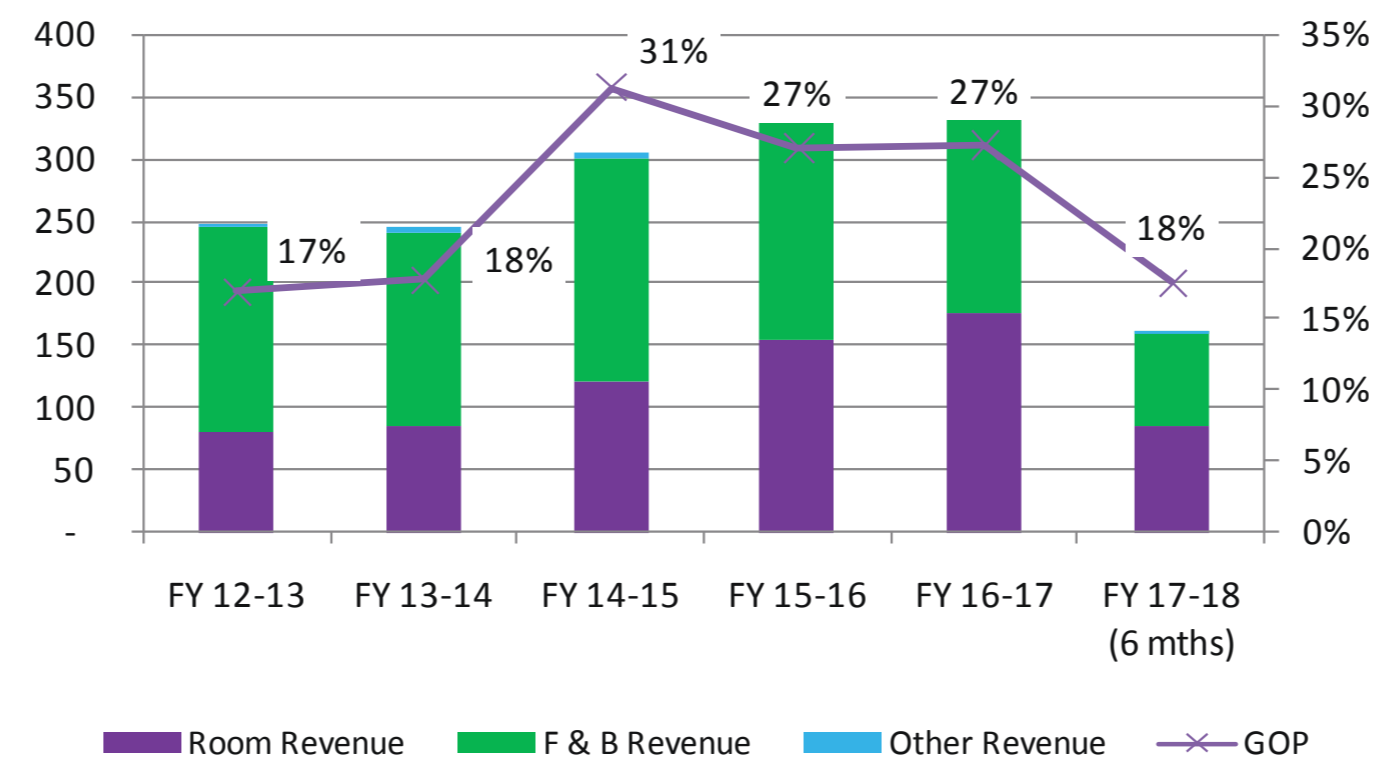
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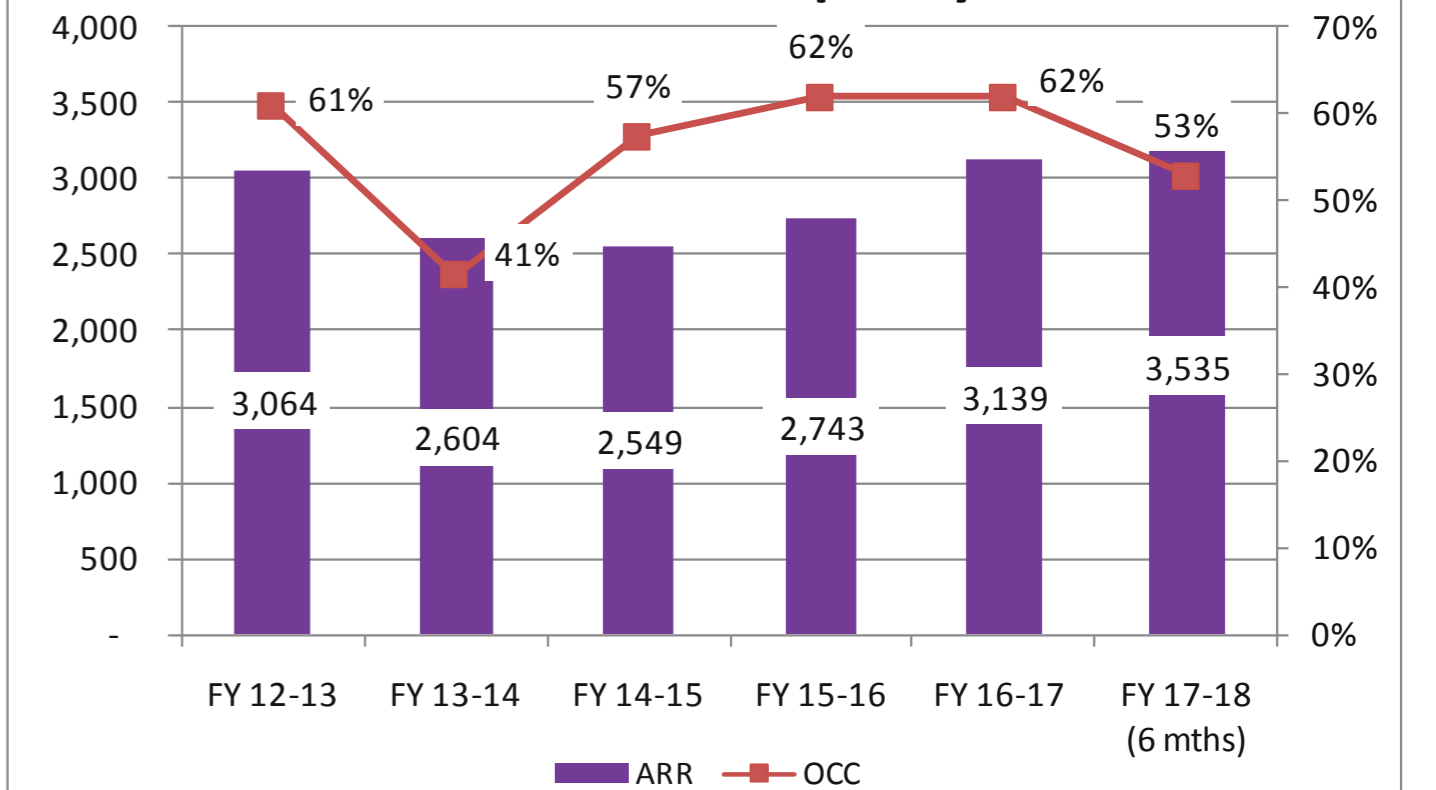
Room Mix

Room Type	No. of Rooms
Deluxe wooden Cottage	11
Superior wooden Villa	2
Deluxe Heritage	6
Heritage Suite	6
Total	25

Revenue Breakup



ARR and Occupancy



CURRENT FINANCIALS SUMMARY

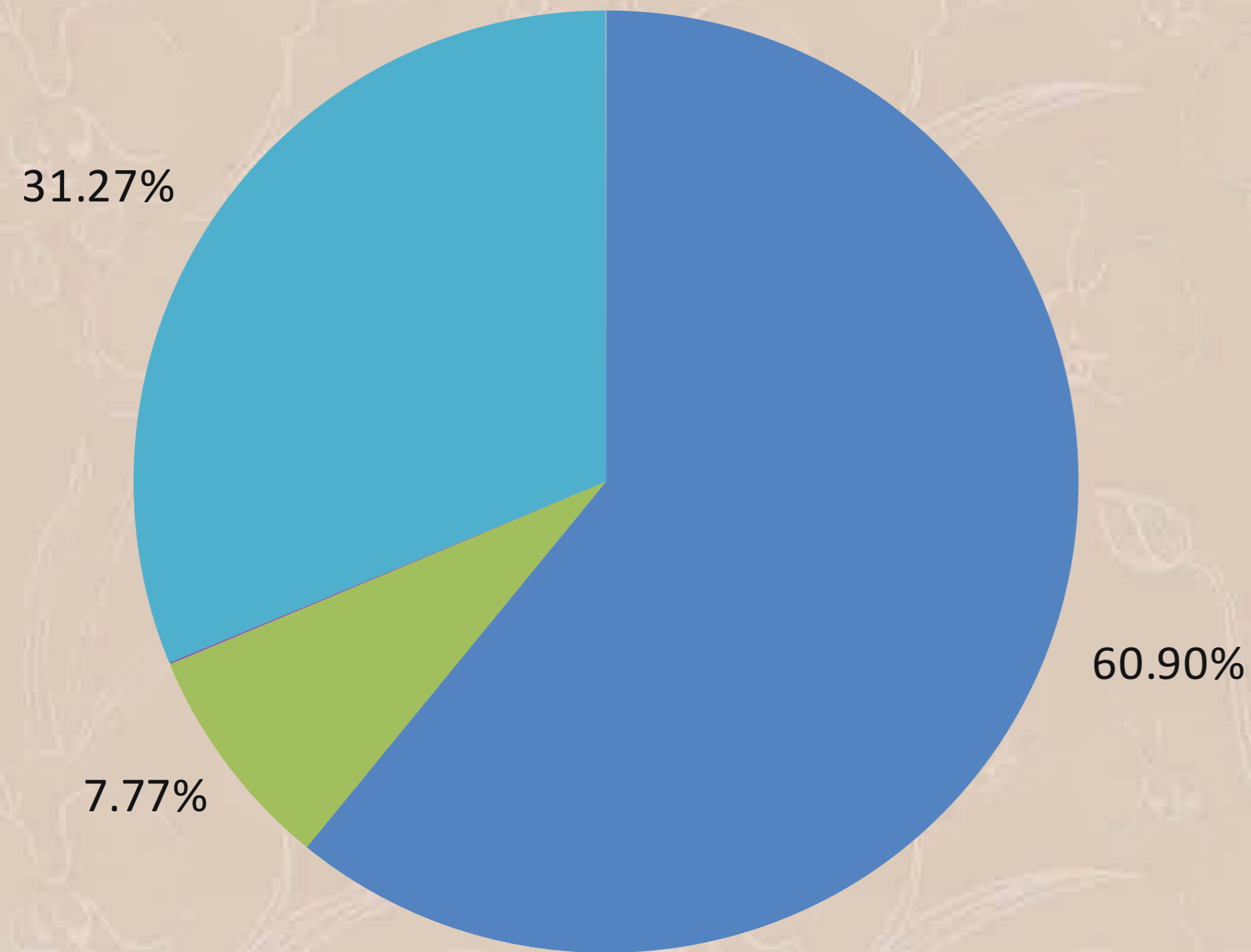
(Rupees in lakhs)

Sr. No.	Particulars	Standalone					
		Quarter ended			Half year ended		Year ended
		30-Sep-17	30-Jun-17	30-Sep-16	30-Sep-17	30-Sep-16	31-Mar-17
		Unaudited	Unaudited	Unaudited	Unaudited	Unaudited	Audited
1	Income						
	(a) Revenue from operations	3,465.13	3,543.72	3,421.17	7,008.85	6,982.04	15,667.34
	(b) Other income	315.29	214.94	208.43	530.23	430.58	785.47
	Total income	3,780.42	3,758.66	3,629.60	7,539.08	7,412.62	16,452.81
2	Expenses						
	(a) Consumption of food and beverages	371.16	322.26	296.84	693.42	626.31	1,298.20
	(b) Employee benefit expenses	1,042.40	884.52	874.68	1,926.92	1,721.46	3,526.42
	(c) Finance costs	265.69	211.85	1,191.26	477.54	2,189.61	2,647.54
	(d) Depreciation and amortisation expense	295.57	291.77	307.99	587.34	616.17	1,255.45
	(e) Other expenses						
	(i) Heat, light and power	235.07	383.57	354.72	618.64	756.05	1,343.91
	(i) Others	1,036.13	990.37	1,037.96	2,026.50	2,078.64	4,153.63
	Total expenses	3,246.02	3,084.34	4,063.45	6,330.36	7,988.24	14,225.15
3	Profit/(loss) before exceptional items and tax [1-2]	534.40	674.32	(433.85)	1,208.72	(575.62)	2,227.66
4	Exceptional items - Net income	1,293.29	629.38	-	1,922.67	-	1,830.02
5	Profit/(loss) before tax [3+4]	1,827.69	1,303.70	(433.85)	3,131.39	(575.62)	4,057.68
6	Tax expense						
	Current tax	-	-	-	-	-	(11.20)
	Deferred tax	-	-	-	-	-	-
	MAT Credit Entitlement	-	-	-	-	-	11.20
7	Profit/ (loss) for the period [5-6]	1,827.69	1,303.70	(433.85)	3,131.39	(575.62)	4,057.68
8	Other comprehensive income						
	(i) Items that will not be reclassified to profit or loss	-	-	-	-	-	-
	(a) Remeasurement of defined benefit plans	(50.93)	(8.63)	(30.99)	(59.56)	(76.27)	-
	(b) Income tax related to items that will not be reclassified to profit or loss	-	-	-	-	-	-
	(ii) Items that will be reclassified to profit or loss	-	-	-	-	-	-
	Total other comprehensive income	(50.93)	(8.63)	(30.99)	(59.56)	(76.27)	-
9	Total comprehensive income for the period [7+8]	1,776.76	1,295.07	(464.84)	3,071.83	(651.89)	4,057.68
10	Paid-up equity share capital (FV per share Rs. 10/- each)	2,417.26	2,417.26	2,417.26	2,417.26	2,417.26	2,417.26
11	Earnings per share (not annualised)						
	(a) Basic (Rs.)	7.75	5.53	(1.84)	13.28	(2.44)	17.21
	(b) Diluted (Rs.)	7.75	5.53	(1.84)	13.28	(2.44)	17.21

SHAREHOLDING PATTERN AS ON 30TH SEPTEMBER, 2017

Total No. of Shareholder: 9678

Total No. of Shares: 23584058



Total Percent

- Corporate Bodies (Promoter co.)
- Other Bodies Corporate
- Foreign Company
- Public
- Foreign Portfolio Investors (Corporate)

CSR INITIATIVES



ENVIRONMENTAL EDUCATION AND COMMUNITY INVOLVEMENT

Regular training programs are conducted at Orchid to keep employees updated on the latest environmental awareness measures at Orchid. This is vital to keep Orchid's commitment to the environment. Our induction and training programs consist of a session from the Environment Officer who briefs the new team members about the Ecotel practices and environmental commitment.



GANESH CHATURTHI BEACH CLEANUP DRIVE

The Orchid Hotel family carries out beach cleanup drives after the festival of Ganesh Chaturthi where, after the Ganesh immersions, we can see the remains of the idols along the beach. The Orchid Hotel always takes pride in taking care of the environment, and through such activities tries to spread awareness among the people for the same.



ECO-WALL-WEALTH FROM WASTE

We take great pleasure and pride to welcome our guests and have a walkthrough of the awesome Hanging Garden in the backyard of our hotel. To know more please get in touch with our Guest Services by dialing 0. The wall is completely made from WASTE generated by the hotel in a truly innovative and creative manner by the hotel employees, 'The Orchidians.' The idea behind the construction of the wall is to inspire people about the creative ways in which waste can be used in their Offices or Homes. This can inspire people to recycle waste in eco-friendly ways.



EARTH DAY

Earth Day is an annual event, celebrated on April 22, on which day events worldwide are held to demonstrate support for environmental protection. Orchid on the occasion of World Earth Day came forward to spread the environment awareness message by coming up with a unique concept of Eco Wall. Volunteers from the staff from various departments within the hotel created a 300 meter long Earth Wall to spread the importance of Global Warming and other significant issues which are harming our Mother Earth. The employees have enthusiastically taken efforts and created a wall using various items and other waste material within the department and have put their best green feet forward via this wall.



WORLD ENVIRONMENT DAY

Being an ecotel we always strive to organize events which lend a hand to give back to the environment what we have received from it. We celebrated World Environment Day by organizing a Rally cum plantation drive. The tree planting drive was a great opportunity for us to show our concern & bring awareness among the community for the environment and also help to diminish the unfavorable effects of climate change.

The Orchid Hotel - Mumbai

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Fort JadhavGADH

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VITS Mumbai

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VITS Bhubaneshwar

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Madhodahi Palace

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Lotus Resorts Goa

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Lotus Resorts Konark

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Dr. Vithal Venkatesh Kamat

Chairman and Managing Director

Vishal Kamat - Director

Kamats Group & CEO (Fort Jadhavgadh)

Smita Nanda

Chief Financial Officer

Amit Vyas

Company Secretary

Babu Devadiga

Vice President Finance

Thank You