

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

23rd February, 2023

To, DCS, Bombay Stock Exchange Limited Phiroze Jeejeebhoy Towers, Dalal Street, Mumbai - 400 001

To,
The Manager
Listing Department
National Stock Exchange of India Limited
Exchange Plaza, C-1, Block G,
Bandra –Kurla Complex,
Bandra (E), Mumbai – 400 051

<u>Code: 526668</u> ISIN: INE967C01018

Symbol:- KAMATHOTEL

Sub: Submission of Investors Presentation

Dear Sirs / Madam,

Pursuant to Regulation 30(6) of SEBI (Listing Obligation and Disclosure Requirement) Regulation, 2015 (Listing Regulations), please find enclosed the copy of the presentation to be circulated to Investor in respect of recent development on fund raising through debt and equity share warrants issue.

Kindly take the above in your records and host in your website.

Thanking you,

Yours faithfully, For Kamat Hotels (India) Limited

Dr. Vithal V. Kamat DIN:00195341 Executive Chairman & Managing Director Encl. a/a.















INVESTOR PRESENTATION February 2023

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





A Gadh Heritage Hotel Ladh, Jhagadh, Aage Badh...





LOTUS RESORTS



By ORCHID Hotels

Safe Harbor



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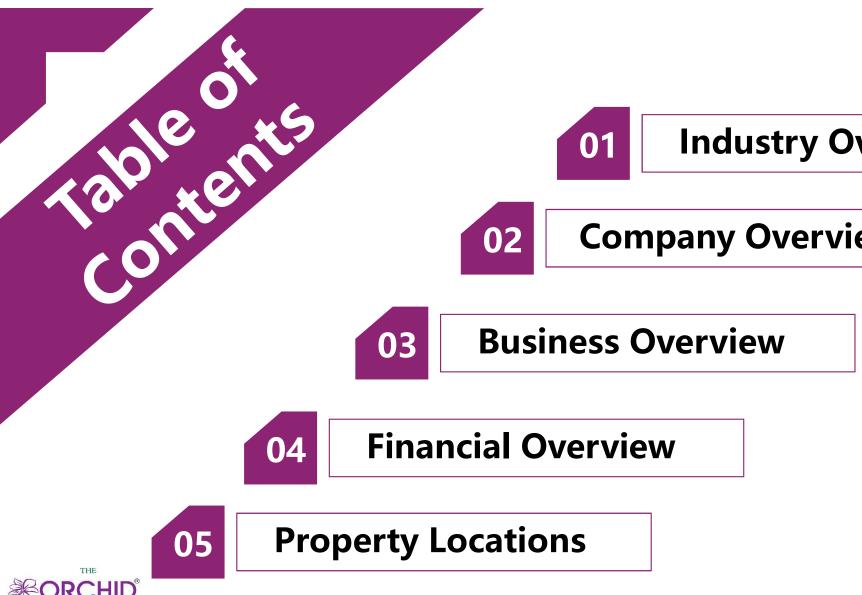
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Industry Overview

Company Overview



01. Industry Overview

A. Key Growth Drivers

ROBUST DEMAND

International tourist arrivals in India expected to reach 30.5 million by 2028.

ATTRACTIVE OPPORTUNITY

Diverse portfolio of with focus on niche tourism products – cruises, adventure medical, wellness, sports, MICE, ecotourism, films, rural & religious tourism

KEY
GROWTH
DRIVERS

Government has allocated 100% FDI in Tourism & Hospitality sector under automated route. Swadesh Darshan scheme has 13 thematic circuits across the country selected for development of tourism infrastructure

In the Budget 2022-23, the government has allotted Rs. 2400 crore (US \$ 309.13 million) for development of tourism infrastructure under Swadesh Darshan Scheme for the growth of tourism infrastructure in India



POLICY SUPPORT

BOOSTING HOSPITALITY



B. Key Industry Challenges



COMPETITION

Entry of Travel aggregators intensifies competitive landscape





INFRASTRUCTURE

Limited land availability at the desired location Rising property prices



Delays in getting approvals and licenses leading to increasing project cost and Increase in Compliance under ESG





FUNDING

Increasing cost of debt Medium to small size hotels, not favorable to PE, VC funding



content



02

Company Overview

- Background
- Journey, Milestones
- Structure & Shareholding
- Promoter
- Board of Directors
- Key Management Personnel



Background: Who are we?

- Kamat Hotel (India) Limited has a legacy of 70 years experience in hospitality started by Late Shri Venkatesh Krishna Kamat which was successfully succeeded by his son Dr. Vithal Venkatesh Kamat 2nd generation entrepreneur who is a pioneer in green hotels and an environmentalist.
- Kamat Hotels (India) Limited (KHIL): was incorporated on March 31st, 1986, by Dr. Vithal Venkatesh Kamat and successfully leading by 3rd hotels owned & generation hotelier Mr. Vishal Vithal Kamat.
- Company went public in 1994 and shares of KHIL got listed on BSE and NSE
- Established hotel brands like The Orchid "An Ecotel Hotel in the 5-Star segment", Fort Jadhavgadh, Lotus Resorts & IRA by Orchids.
- KHIL has grown in the past 29 years from a residential hotel to 13 Hotels properties in 4 & 5 Star categories in Business hotels, Leisure Resorts & Destination Resorts and received 91 prestigious national and International awards under the vision of Dr. Vithal Venkatesh Kamat (CMD)



Management of

hotels owned by

other parties

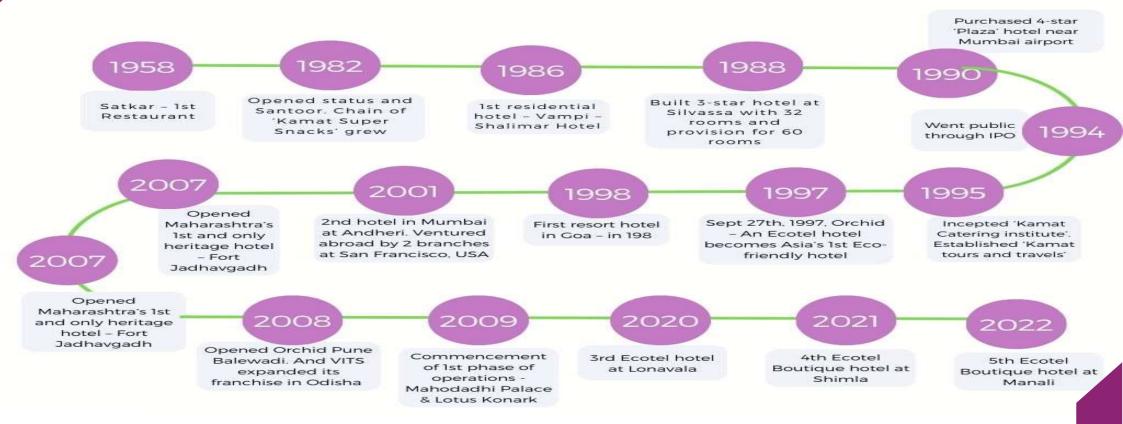






Journey of Kamat Group and Milestones







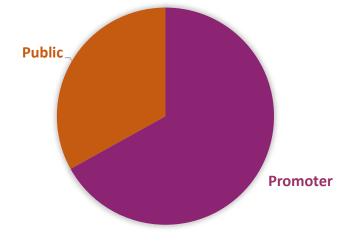


Structure and Share holding patters

Kamat Hotels (India) Limited



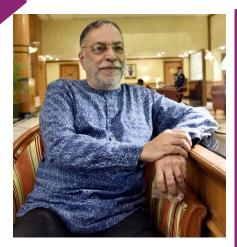
Shareholding	Percentage
Promoters	60.90%
Public	39.10%
Total	100%





Promoters – Backbone of KHIL





Dr. Vithal V. Kamat - (Executive Chairman & 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 with an experience of 38+ years in the line of Hospitality Business.

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. The International Council of Pacific Area Travel writers Association (PATWA) honoured Dr. Kamat with lifetime contribution award "Hall of Fame Lifetime Contribution in Hospitality Industry Award" given at the ITB, Berlin, Germany 2008.

Mr. Vishal Vithal Kamat (CEO - Fort JadhavGadh)

He is guided by Dr. Vithal 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.

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.





Board of Directors



- Mr Ramnath P. Sarang Independent Director He is a Commerce Graduate (Hons) with a varied and rich professional experience. With more than 25 years of experience in the Hospitality Industry, he was appointed as a Non-Executive Independent Director (Additional Director) on the Board of the Company w.e.f 27th May 2019.
- Mrs Harinder Pal Kaur Independent Director She is M.A (Economics) from Mumbai University with over 14 years of experience in coordinating hospitality projects for environmentally sustainable design & operational practices. She is now teaching at college & university levels and practising holistic healing & holistic nutrition.
- Mr. Vilas Ramchandra Koranne Independent Director He is B. E. (Civil) Bombay University passed in the year 1976. Worked in M.C.G.M. post of Sub Engineer, Asst. Engineer and Deputy Chief Engineer for 33 years. He was appointed as a Non-Executive Independent Director (Additional Director) on the Board of the Company w.e.f 29th June, 2021.
 - Mr Sanjeev Badriprasad Rajgarhia Non Executive Director He has been inducted on the Board w.e.f. 28th August 2020. He is Commerce Graduate from Mumbai University, Diploma in Pharmaceutical Business Management, Diploma in Shipping Management and Diploma in Patents Law & Intellectual Property Rights Laws.
 - **Miss. Vidita Vithal Kamat Non-Executive Director -** She has been inducted on the Board w.e.f. 29th September 2020. She is a Commerce graduate from Mumbai University and Diploma in Craft Course. She has an experience of about 10 years in the Bakery and Confectionary industry.

Key Management Personnel



Smita B. Nanda - CFO Kamat Group

Ms. Smita Nanda 29+ years cross Cultural Professional Experienced in varied industries namely Manufacturing Sector, Service Industry, Real Estate and Hospitality Sector in functions of Accounts (IND AS, & IFRS), Business Planning & Structuring, Mergers and Amalgamations, New project Acquisitions, Project Funding through PE, NBFC, FPI, Raising funds through Rights Issue, NCDs & Warrants, Channel Management and Network Project with Proficiency in Direct and Indirect Taxation. A strategic planner with proficiency in monitoring and implementing various financial systems and tools.



Sanjeev Advani - Vice President Sales

Mr. Sanjeev Advani is a passionate hospitality professional with over 3 decades of work experience in the industry. Prior to this, he was associated with Lemon Tree Hotels as "Area Director of Sales – Western Region". He has worked with reputed brands such as The Leela Palaces and Resorts, Oberoi Hotels and Resorts, Hyatt Hotels Corporation, The Sofitel Mumbai and Hilton Shillim. He specializes in designing and executing winning strategies for marketing, sales, business development and branding.

Varun Sahni - Vice President Operations

Mr. Varun Sahni is a senior management professional with experience of over 27 years in operations and sales management in the hospitality industry. Experienced in managing entire gamut of hotels including 5 star, luxury resorts, heritage properties and business hotels. Adept in managing business during all stages of growth including start-up and stability. Strategize and steer initiatives for employee management and retention, cost control and customer satisfaction.





Key Management Personnel cont...



Mr. Ayon Bhattacharya - Vice President - West India

Mr. Ayon Bhattacharya is a professional having over 3 decades of experience, driving growth and achieving awards in the hospitality industry. His expertise includes hotel pre-opening, operations leadership, quality audits, financial performance improvement, and cost benchmarking. They have received numerous awards, including Hospitality Superstar by CMO Asia and Rising Star Award for Best Opening Hotel in Asia Pacific.



Mr. Clifford Dsilva - General Manager Human Resource

Mr. Clifford Dsilva has 19 years of versatile experience in HR across diverse industries. As the GM HR at Kamat Hotels, he holds a Master's in HR, a Post-graduation in Management, and an Executive Development Program in HR Analytics from XLRI. He's won several awards, including Maharashtra Best Employer Brand 2022 and 251 Most Talented HR Leaders, and his competencies include Strategic HR Operations, Talent Acquisition, and Performance Management.

Mr. Shailesh Bhagwat

Mr. Shailesh Bhagwat is an experienced technocrat with over 27 years of experience, including 16 years in IT and project management in the hospitality industry. They have expertise in managing projects, networking, LAN/WAN, server administration, and installing and configuring OS and software. They also have awards like Star Achiever and Mobility Icon.









Business Overview

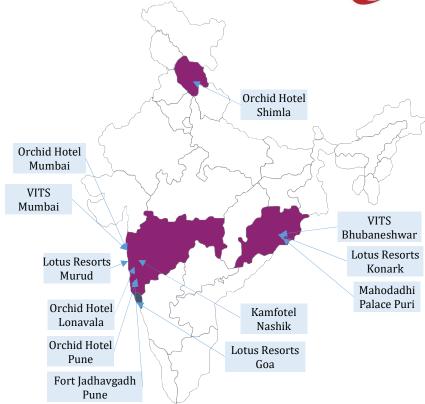
 List of Assets and Hotels Competitive Advantage



List of Hotels Owned, Leased & Managed

	KAMAT
9	HOTELS
	(INDIA)
	LIMITED

		-			
Hotel	Location	Туре	Keys		
Orchid Hotel	Pune	Leased	410#		
Orchid Hotel	Mumbai	Owned	372		
VITS	Mumbai	Owned	195		
VITS	Bhubaneshwar	Leased	111		
Orchid Hotel	Shimla	Mgmt. Cont.	96		
Fort Jadhav Gadh	Fort Jadhav Gadh Pune		58		
Lotus Resorts	Goa	Free Hold	48		
Orchid Hotel	Lonavala	Mgmt. Cont.	36		
Orchid Hotel	Manali	Mgmt. Cont.	32		
Lotus Resorts	Konark	Leased	33		
Kamfotel Nashik	Kamfotel Nashik Nashik		31		
Lotus Resorts	Murud	Leased	40		
Mahodadhi Palace	Puri	Leased	29		
TOTAL			1,491		



Group had presence primarily in Maharashtra and Orissa and recently started focusing in other geographies like Himachal Pradesh and Punjab/ Chandigarh



#Presently, 386 rooms are operational and remaining 24 rooms will be operational in FY 24. The structure for balance rooms is ready and only interior work needs CAPEX

^{*} Initial Lease was given for 30 years and expiring on July 31, 2024 with a renewal clause of additional 30 years

Competitive Advantage





- Balanced portfolio having presence in over 12 locations in 4 states.
- Strong sales presence across major source markets in India.
- Affordable luxury having plethora of options for modern travellers with experience of elite services







04

Financial Overview

- Financial Results
- Historical Performance

- Quarterly Highlights
- Success and Growth Path Ahead



Quarter Ended

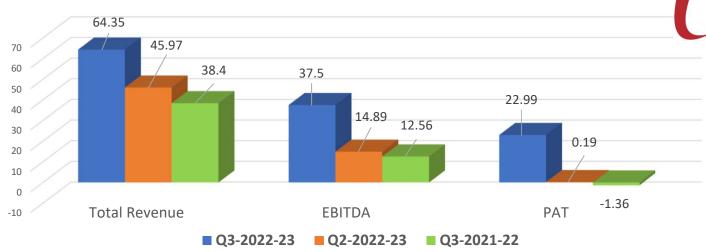
Nine Months Ended



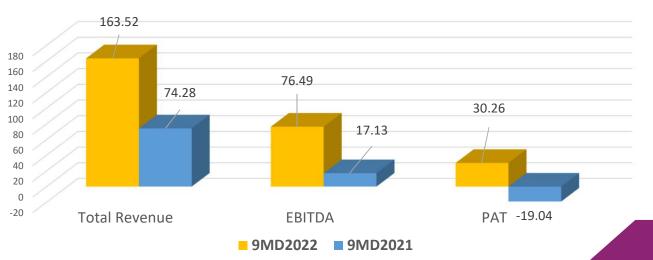
Standalone Quarterly Financial Results

KAMAT HOTELS

(INDIA) LIMITED



Standalone Nine Months Financial Results



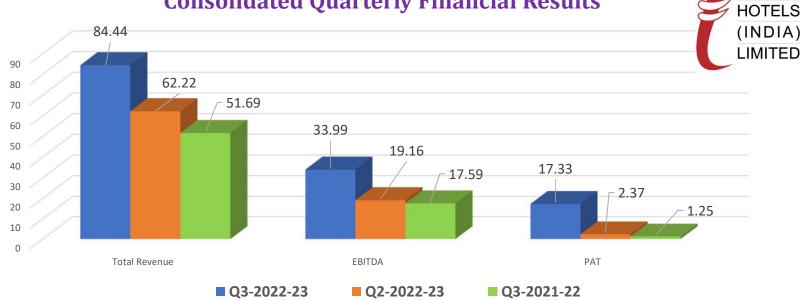


Nine Months Ended

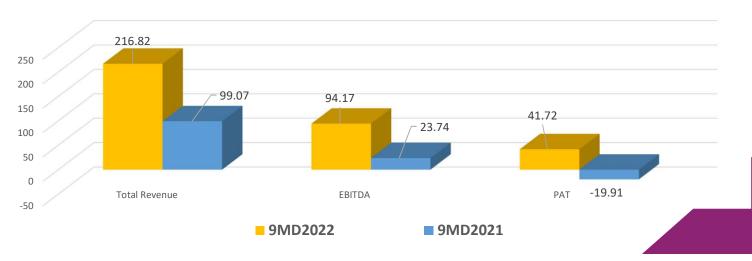




KAMAT



Consolidated Nine Months Financial Results



Quarter Ended

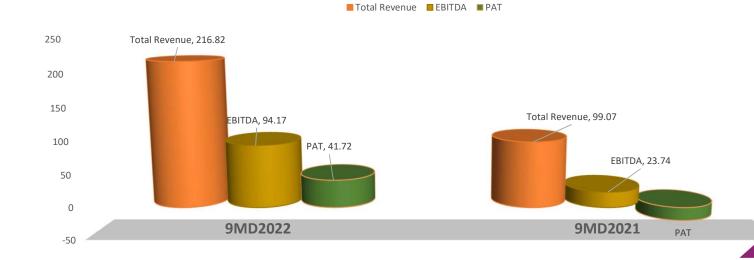
Standalone Quarterly Highlights

KAMAT

HOTELS

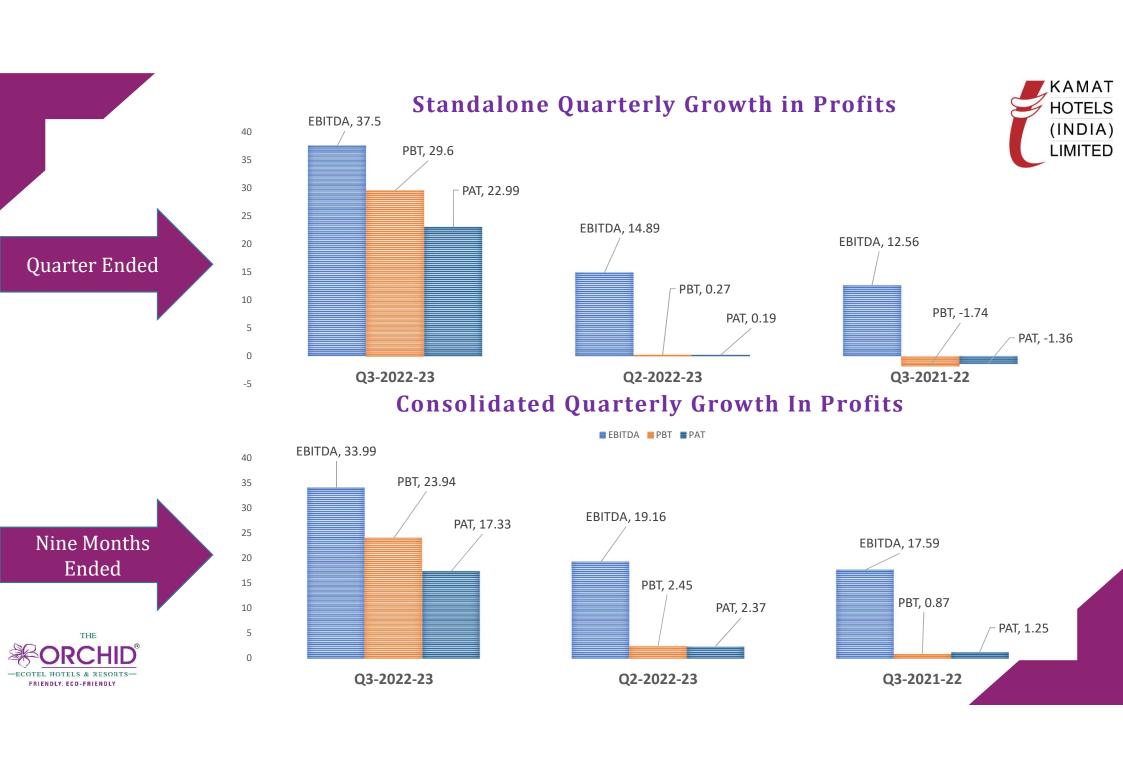


Consolidated Quarterly Highlights



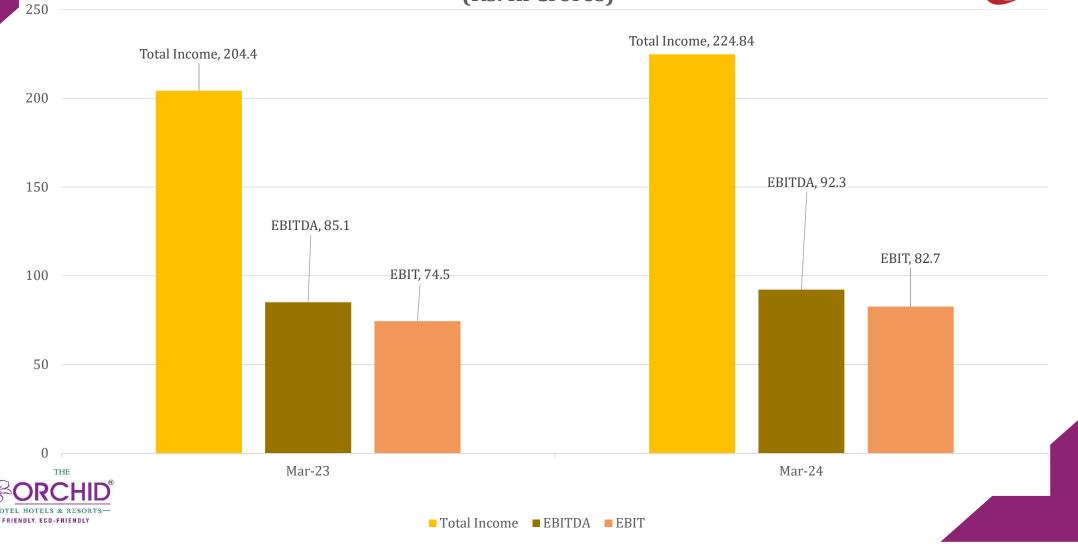
Nine Months Ended





Management Estimates for FY 2022-23 and Projections for FY 2023-24 Standalone (Rs. In Crores)



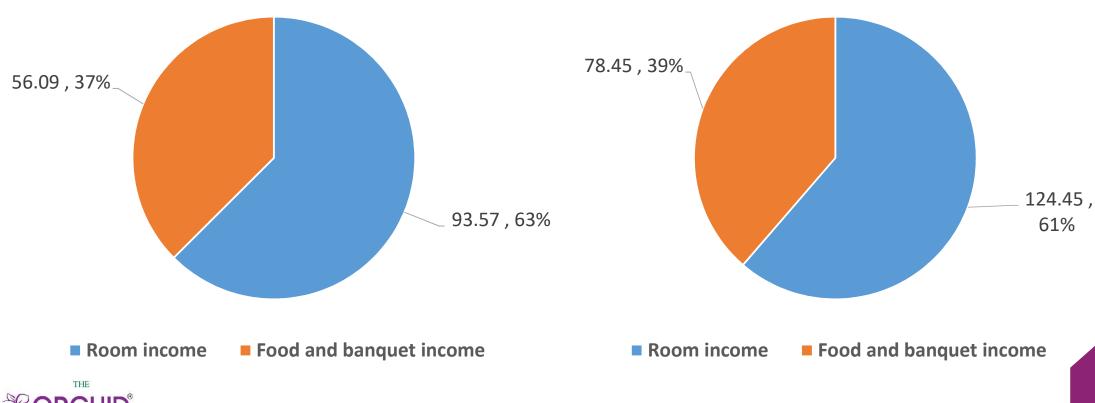


Revenue from Operation – Rs. In Crores



Standalone 9Months-2022-23 Unaudited

Consolidated 9Months-2022-23 Unaudited





Standalone Profit and Loss Account for last five year (Rs. In Crores)



Particulars	Mar-18	Mar-19	Mar-20	Mar-21	Mar-22	Dec-22
Revenue						
Revenue from Operations	170.40	192.60	179.30	51.60	108.20	161.55
Other Income	5.00	1.80	0.90	1.00	0.60	1.97
Total Income	175.30	194.40	180.20	52.60	108.80	163.52
Expenses						
Consumption of food & beverages	16.70	17.60	16.40	5.10	10.90	13.20
Employee Benefit Expenses	39.50	44.30	45.20	11.90	24.20	25.71
Other expenses	59.00	63.50	61.60	27.60	45.90	58.57
Total operating Expenses	115.20	125.40	123.10	44.60	81.00	97.48
EBITDA	60.10	69.10	57.10	8.00	27.80	66.05
EBITDA %	34%	36%	32%	15%	26%	40%
Finance Costs	14.80	22.00	34.40	38.90	47.50	29.61
Depreciation	11.70	11.00	10.50	10.00	10.40	7.56
EBT and Exceptional Item	33.60	36.10	12.20	-40.90	-30.10	28.88
Exceptional Items (inc. gain on	17.50	-	23.70	3.70	-	10.44
settlement)						
PBT	51.10	36.10	35.90	-37.10	-30.10	39.32
Tax	13.20	10.80	0.20	-9.60	-7.40	9.06
PAT	37.90	25.30	35.70	-27.60	-22.80	30.26
OCI	_	_	0.10	0.30	_	0.18
Total Income inc.OCI	37.90	25.40	35.80	-27.20	-22.80	30.44
PAT Margin	22%	13%	20%	-52%	-21%	19%



Standalone Unaudited Financial Results Q3-2023 (Rs. In Crores)



Quarter ended	Quarter ended	Quarter ended	Nine months ended	Nine months ended	Year ended
31st Dec 2022	30th Sept 2022	31st Dec 2021	31st Dec 2022	31st Dec 2021	31st March 2022
Unaudited	Unaudited	Unaudited	Unaudited	Unaudited	Audited
	<u> </u>				
63.73	45.62	38.21	161.55	73.81	108.19
0.63	0.35	0.18	1.97	0.47	0.61
64.35	45.96	38.40	163.52	74.28	108.79
	<u> </u>				
5.09	3.83	4.24	13.20	7.59	10.85
9.17	8.51	6.85	25.71	16.39	24.16
5.32	12.14	11.75	29.61	34.98	47.53
2.58	2.48	2.55	7.56	7.45	10.03
3.09	3.08	2.51	9.27	6.06	8.19
19.94	15.65	12.23	49.30	27.09	37.74
45.19	45.69	40.13	134.64	99.57	138.49
19.16	0.27	(1.74)	28.88	(25.30)	(29.70)
10.44		<u> </u>	10.44	-	-
29.60	0.27	(1.74)	39.32	(25.30)	(29.70)
	<u> </u>				
-	-	- '	-	-	-
6.61		(0.38)	· I	(6.26)	,
-	0.01	- '		-	0.01
6.61	0.08	(0.38)		(*:=*/	
22.99	0.19	(1.35)	30.26	(19.04)	(22.34)
(0.03)		-	0.24	0.11	0.25
0.01	(0.04)		(0.06)	(0.03)	,
(0.02)	0.11	- '	0.18	0.09	0.19
22.97	0.30	(1.35)	30.44	(18.95)	(22.16)
	31st Dec 2022 Unaudited 63.73 0.63 64.35 5.09 9.17 5.32 2.58 3.09 19.94 45.19 19.16 10.44 29.60 6.61 22.99 (0.03) 0.01 (0.02)	31st Dec 2022 Unaudited 63.73 45.62 0.63 0.35 64.35 45.96 5.09 3.83 9.17 8.51 5.32 12.14 2.58 2.48 3.09 3.08 19.94 15.65 45.19 45.69 19.16 0.27 10.44 - 29.60 0.27 6.61 0.07 0.01 6.61 0.08 22.99 0.19 (0.03) 0.15 0.01 (0.04) (0.02) 0.11	Unaudited Unaudited Unaudited 63.73 45.62 38.21 0.63 0.35 0.18 64.35 45.96 38.40 5.09 3.83 4.24 9.17 8.51 6.85 5.32 12.14 11.75 2.58 2.48 2.55 3.09 3.08 2.51 19.94 15.65 12.23 45.19 45.69 40.13 19.16 0.27 (1.74) 10.44 - - - - - 6.61 0.07 (0.38) - 0.01 - 6.61 0.08 (0.38) 22.99 0.19 (1.35) (0.03) 0.15 - 0.01 (0.04) - (0.02) 0.11 -	Jate Dec 2022 30th Sept 2022 31st Dec 2021 31st Dec 2022 Unaudited Unaudited Unaudited 63.73 45.62 38.21 161.55 0.63 0.35 0.18 1.97 64.35 45.96 38.40 163.52 5.09 3.83 4.24 13.20 9.17 8.51 6.85 25.71 5.32 12.14 11.75 29.61 2.58 2.48 2.55 7.56 3.09 3.08 2.51 9.27 19.94 15.65 12.23 49.30 45.19 45.69 40.13 134.64 19.16 0.27 (1.74) 28.88 10.44 - - - - - - - 6.61 0.07 (0.38) 9.05 - - - - 6.61 0.08 (0.38) 9.06 22.99 0.19 (1.35) <t< td=""><td> Sample Continue</td></t<>	Sample Continue



Consolidated Unaudited Financial Results Q3-2023 (Rs. In Crores)

KAMAT
HOTELS
(INDIA)
LIMITED

Particulars	Quarter ended 31st Dec 2022	Quarter ended 30th Sept 2022	Quarter ended 31st Dec 2021	Nine months ended	Nine months ended	Year ended 31st March 2022
		1		31st Dec 2022	31st Dec 2021	
	Unaudited	Unaudited	Unaudited	Unaudited	Unaudited	Audited
Income				V V		
(a) Revenue from operations	83.81	61.73	51.38	214.48	98.29	144.49
(b) Other income	0.63	0.49	0.32	2.34	0.79	1.14
Total income	84.44	62.23	51.69	216.82	99.07	145.63
Expenses				V V		
(a) Consumption of food and beverages	7.06	5.21	5.79	18.12	10.57	14.94
(b) Employee benefits expense (Refer note 14)	12.73	12.22	8.92	35.71	21.05	31.38
(c) Finance cost	6.04	12.86	12.46	31.75	37.12	
(d) Depreciation and amortisation expense	4.01	3.85	4.26	11.64	12.83	17.02
(e) Other expenses				V		
(i) Heat, light and power	4.30	4.22	3.53	12.99	8.62	11.65
(ii) Others	26.49	21.42	15.85	66.40	34.68	49.84
Total expenses	60.63	59.78	50.81	176.61	124.87	175.28
Profit / (Loss) before share of Profit / (loss) of joint	23.81	2.45	0.88	40.21	(25.80)	(29.65)
venture, exceptional items and tax [1-2]		/	(V	/	(
Share of profit / (loss) from joint venture accounted for using	0.13	=	(0.01)	0.13	(0.41)	(0.41)
equity method (Refer note 18)		/	/J	((
Profit / (Loss) before exceptional items and tax [3+4]	23.94	2.45	0.87	40.35	(26.21)	(30.07)
Exceptional item - income - net (Refer note 4(b)(i))	10.44	<u> </u>	<u> </u>	10.44		
Profit / (Loss) for the period / year before tax [5+6]	34.38	2.45	0.87	50.78	(26.21)	(30.07)
Tax expense		<u> </u>	(4		
Current tax	0.00		0.00	0.00	0.00	0.00
Deferred tax expenses / (credit) for current period / year (net)	6.61	0.07	(0.40)	9.05	(6.32)	(7.41)
(Refer note 16)		/		A V		
Short provision for current tax / deferred tax (net)		1.46	1.23	1.46	1.23	0.73
Total tax expenses	6.61	1.53	0.84	10.51	(5.08)	
Profit / (Loss) for the period / year [7-8]	27.77	0.92	0.04	40.27	(21.13)	
Other comprehensive income				12.12.		(==:-,
Items that will not be reclassified to profit or loss						
(i) Remeasurement of defined benefit plans	(0.01)	0.17	-	0.32	0.17	0.31
(ii) Income taxes effect on above	0.01	(0.04)	<u>-</u>	(0.06)	(0.03)	
Total other comprehensive income	0.00	0.13		0.26	0.14	0.25
Total comprehensive income for the period / year [9+10]	27.77	1.06	0.04	40.54	(20.99)	(23.14)
Total comprehensive income for the period / year [5110]				10.0.	(20.00,	(_3,
(a) To owner of parent	27.77	1.06	0.04	40.54	(20.99)	(23.14)
I(3) TO OWNER OF Darent	41.11	1.00	0.07	70.07	(20.00)	(20.17)



Rising to Success: Strategies for Reviving and Focusing Business Growth



Focus Business Approach

Company is streamlining business operation and focusing high margin activities

Remarkable History

Company has achieved lots of business awards and value created for nation building

Growth In Profits

The Company is committed to value creation for its stakeholders. Companies operations are generating significant growth in profits



Gaining Stakeholders Trust

Company's Management are committed to revive its business and making continuous efforts to achieve it.

Reviving Business and Achieving new growth milestone

Company is writing new history and shown commitment to growth of the business



Glorious History to Bad Phase of Company's business operations after 2008 & further added by Covid-19, the Company came out with strong commitment to revive business operation in Financial Year 2022-23 by settling significant debts and focusing more on High Margin activities which resulted in exceptional performance of the Company









KAMAT HOTELS (INDIA)

LIMITED

Significant Milestone in revival of Business



The Company has achieved significant steps towards settlement of its debts, revive its business and improved its margins.

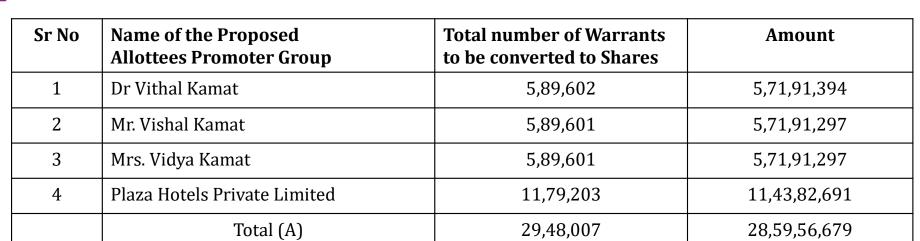
- The Company is happy to inform that the total debt as on 31st December 2022 was Rs.487 crores but through internal accruals, sale of assets, scheduled payments and One Time Settlements (OTS) the company is now free from financial stress and all financial litigations including but not limited to DRT and NCLT. The company is happy to inform that now the total debt lies trough listed Non-Convertible Debentures of Rs.297.50 crores and in addition the promoters and investors will be infusing Rs.57.19 crores through Convertible Warrants further reducing the debt liability.
- The company will also redeem NCDs by Rs.125 crores by sale of its asset VITS Mumbai as already approved by the shareholders and lenders for reduction in debt.

List of the Listed Non-Convertible Debenture (NCD) Holders

Sr No	Name	No of NCD	Amount (in CR)
1	PURPLE CLOVER TREE LLP	19,750	197.50
2	SBIFM SPECIAL SITUATION FUND I	6,000	60.00
3	TRUE NORTH CREDIT OPPORTUNITIES FUND I	4,000	40.00
	Total	29,750	297.50



List of the Convertible Warrant Subscribers



Sr No	Name of the Proposed Allottees Non- Promoter Group	Total number of Warrants to be converted to Shares	Amount
1	Purple Clover Tree LLP	9,82,669	9,53,18,893
2	Alpha Alternatives Holdings Pvt Ltd	9,82,669	9,53,18,893
3	Alpha Alternatives Structured Credit Opportunity Fund	9,82,669	9,53,18,893
	Total (B)	29,48,007	28,59,56,679
	Grand Total (A+B)	58,96,014	57,19,13,358





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HOTEL ORCHID, LONAVALA















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HOTELS (INDIA) LIMITED

KAMAT

Dining:









FORT JADHAVGADH

Maharashtra's first Fort Heritage Hotel







Dining:













LOTUS, MURUD

Dining: Wadi Restaurant





LOTUS, GOA



Dining:
Sea Wave Restaurant
Sea Shell - The Bar



KAMAT HOTELS (INDIA) LIMITED



VITS, BHUBANESWAR





VITS, MUMBAI



























KAMFOTEL, NASHIK













LOTUS, KONARK















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Ladh, Jhagadh, Aage Badh...





KAMAT





LOTUS RESORTS





THANKS!





Contact us for any queries : cs@khil.com Visit our Website www.khil.com for more details