August 14, 2019

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

NSE Scrip Symbol: LEMONTREE

BSE Limited
Phiroze Jeejeebhoy Towers
Dalal Street, Mumbai – 400 001

BSE Scrip Code: 541233

Ref: Disclosure under Regulation 30 of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015

Dear Sir

Pursuant to Regulation 30 of SEBI (Listing Obligation and Disclosures Requirements) Regulations, 2015, we would like to inform you that the management of Lemon Tree Hotels is scheduled to meet Institutional Investors at Grand Hyatt, Mumbai on August 19, 2019 at 15th Annual Global Investor Conference of Motilal Oswal.

Also find attached herewith the Corporate Presentation, which would be discussed during the investors meet.

The above is for your record.

Thanking You

For Lemon Tree Hotels Limited

Nikhil Sethi
Group Company Secretary & GM Legal & Compliance Officer
Certain statements in this communication may be ‘forward looking statements’ within the meaning of applicable laws and regulations. These forward-looking statements involve a number of risks, uncertainties and other factors that could cause actual results to differ materially from those suggested by the forward-looking statements. Important developments that could affect the Company’s operations include changes in the industry structure, significant changes in political and economic environment in India and overseas, tax laws, import duties, litigation and labour relations.

**Lemon Tree Hotels Limited (LTH)** will not be in any way responsible for any action taken based on such statements and undertakes no obligation to publicly update these forward-looking statements to reflect subsequent events or circumstances.
Attractiveness of Indian Hotel Industry
Supply of rooms in India’s hotel industry was primarily at the top-end

When Lemon Tree commenced business in 2002, India’s Hotel industry was an inverted pyramid

Luxury and Upper Upscale refers to top tier hotels generally referred to as five star, deluxe and luxury

Upscale hotels more moderately positioned and priced, than top tier hotels and generally classified as four or even five star hotels

Upper Midscale hotels are more moderately positioned and priced than upscale hotels and may be full service or even select service hotels; these are generally classified as four star and sometimes three star hotels

Midscale hotels are typically three star hotels with distinctly moderate room sizes, quality and pricing.

Economy Hotels are typically two star hotels providing functional accommodations and limited services

<table>
<thead>
<tr>
<th>Hotel Sector</th>
<th>2002*</th>
<th>2018*</th>
</tr>
</thead>
<tbody>
<tr>
<td>Luxury-Upper Upscale</td>
<td>15,052</td>
<td>50,000</td>
</tr>
<tr>
<td>Upscale</td>
<td>4,661</td>
<td>28,800</td>
</tr>
<tr>
<td>Upper Midscale</td>
<td>4,458</td>
<td>28,700</td>
</tr>
<tr>
<td>Midscale &amp; Economy</td>
<td>1,895</td>
<td>34,000</td>
</tr>
</tbody>
</table>

Source: Horwath HTL India Hotel Market Review, 2018
Note: * as of December 31 of that year
The hotel business cycle

<table>
<thead>
<tr>
<th>Cycle</th>
<th>Top (2)</th>
<th>Middle (3)</th>
<th>Bottom (2)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Occupancy</td>
<td>70% or more</td>
<td>63-68%</td>
<td>60% or less</td>
</tr>
<tr>
<td>Rooms Sold</td>
<td>12</td>
<td>10</td>
<td>8</td>
</tr>
<tr>
<td>Average Daily Rate</td>
<td>13</td>
<td>10</td>
<td>7</td>
</tr>
<tr>
<td>Revenue</td>
<td>156</td>
<td>100</td>
<td>56</td>
</tr>
<tr>
<td>Expenses</td>
<td>60</td>
<td>50</td>
<td>40</td>
</tr>
<tr>
<td>EBITDA</td>
<td>96</td>
<td>50</td>
<td>16</td>
</tr>
<tr>
<td>Hotel RoCE</td>
<td>32%</td>
<td>17%</td>
<td>5%</td>
</tr>
<tr>
<td>Sustainable Debt:Equity Coverage</td>
<td>Full Debt</td>
<td>1:1</td>
<td>No Debt</td>
</tr>
</tbody>
</table>

Illustrative: 15 Room Hotel with Investment = 300

Note: Hotel RoCE is calculated as Hotel level EBITDA/Capital deployed for operational hotels.
Indian hotel industry is at an inflection point

Slowing supply and rising demand is expected to increase occupancy

Source: Horwath HTL India Report 2017, Hotelivate Trend and Opportunities Report 2018
Increasing occupancy leading to increase in room rates

Average Daily Rate (ADR) is increasing with increase in occupancy rates

Source: Horwath HTL India Report 2017, Hotelivate Trends and Opportunities Report 2018
Differentiated business model of Lemon Tree (LTH)
Note: 1. Through subsidiary Grey Fox Project Management  
2. Through subsidiary Carnation  
3. For Select Hotels for the same period, according to a survey conducted by HVS (India – 2016 Hotel Development Cost Survey)  
4. For owned and leased hotels  
5. Source: FHRAI-Indian-Hotel-Survey-2016-17

...Leads to cost and capital efficiency
- Ranked 4th in India and only Hotel chain in top 10 Best Companies to Work for by the Great Place to Work Institute, India in 2017
- Ranked 12th in Asia’s Best Large Workplaces in 2018 by Great Place to Work Institute. Only Indian company in top 15
- The highly engaged work force provides superior service to customers

Superior service leads to higher Customer Satisfaction as demonstrated by TripAdvisor recognition

47 out of 50 hotels (which were operational for at least a year and were eligible for receiving this recognition) were awarded the TripAdvisor Certificate of Excellence for 2019

Focus on Domestic Customers

- FY19
- Domestic 85%
- Foreign 15%
Lemon Tree Premier 2018
Industry 2018
3,686
3,149
Lemon Tree Hotels 2018
Industry 2018
2,860
2,223
Red Fox Hotels
2018
Industry 2018
2,208
1,374

^ Average Daily room rent; *Average occupancy represents the total number of room nights sold divided by the total number of room nights available at a hotel or group of hotels; #RevPAR is calculated by multiplying ADR and average occupancy, where ADR represents revenue from room rentals divided by total number of room nights sold at our owned and leased hotels (including rooms that were available for only a certain portion of a period); Industry 2017 data is for all participating hotels in respective hotel segment.
<table>
<thead>
<tr>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>Four Star</td>
<td>53.8%</td>
<td>66.7%</td>
<td>1.1</td>
<td>1.6</td>
<td>0.8x</td>
<td></td>
</tr>
<tr>
<td>Three Star</td>
<td>64.0%</td>
<td>75.1%</td>
<td>1.2</td>
<td>1.6</td>
<td>0.8x</td>
<td></td>
</tr>
<tr>
<td>Two Star</td>
<td>55.1%</td>
<td>69.7%</td>
<td>0.7</td>
<td>1.4</td>
<td>0.5x</td>
<td></td>
</tr>
</tbody>
</table>

Company Overview and Growth Plans
Lemon Tree – Snapshot as on 31st July, 2019

Current (9% of Branded Mid Market Hotels in India*)

5,828 rooms; 57 hotels

Pipeline

2,972 rooms; 30 hotels;

By CY21 (11% of Branded Mid Market Hotels in India*)

8,800 rooms; 87 hotels

*Source: Horwath HTL India Report 2017
Strategically positioned in key geographies with Lemon Tree share of total mid-priced hotel sector

- Geographical spread across India and presence in key markets to cater effectively to corporate clients and business travelers
- Hotel operations in each of the top 10 markets in India (based on hotel inventory)
- Focus in key micro markets to address demand and optimize pricing
- Hotels at locations with high barrier-to-entry such as close to major business centers, airports etc.
- International Locations-(Hotels/Roosms)
  - Thimphu: 2 / 65
  - Kathmandu: 1 / 75
  - Dubai: 1 / 114

Source: Horwath Report
Note: For FY21E, share based on total rooms by end of FY21 and Horwath projection of total mid-priced sector supply in these markets
Map updated as of 31st July, 2019
Milestones

- **Subscription to equity shares of Lemon Tree by Patanjali Govind Keswani**
- **Opened the first "Lemon Tree Hotel" in Gurugram, Haryana, India**
- **Investment by Maplewood (fund affiliated to Warburg Pincus)**
- **Opened the first "Red Fox" hotel in Jaipur, Rajasthan**
- **Opened the first "Lemon Tree Premier" hotel in Leisure Valley, Gurugram, Haryana, India**
- **Investment by APG in Company and Fleur**
- **Commenced business of management of hotels, through Lemon Tree's Subsidiary, Carnation**
- **Further Investment by APG – in Nightingale and Begonia (subsidiaries of Lemon Tree)**
- **IPO**
- **Achieved 100x growth in terms of inventory**
- **Crossed 5000 rooms and 50 Hotels**

### Total number of rooms

- **2005**: 49 rooms
- **2013**: 1,920 rooms
- **2014**: 2,708 rooms
- **2015**: 3,001 rooms
- **2016**: 3,249 rooms
- **2017**: 3,698 rooms
- **2018**: 4,802 rooms
- **2019**: 5,411 rooms
- **2020**: 6,786 rooms
- **2021**: 8,625 rooms

- **All India Supply CAGR: 11.8%**
- **All India Supply CAGR: 7.9%**
- **LTH to All India: 3.6x**
- **LTH to All India: 2.8x**
- **CAGR 21.6%**
- **CAGR 42.3%**
Strong Operating and Financial Performance
Strong operating performance

Rooms are being added…

- Owned
- Leased Hotels
- Managed Hotels

…coupled with increasing ADR…

...and occupancy levels increasing…

...leading to a RevPAR growth

Note: Drop in occupancy levels is on account of new owned/leased supply addition by Lemon Tree in FY18
Strong Growth and improving margins

**Revenue has increased at CAGR of 20% over the last 5 years...**

**Revenue from operations (Rs. million)**

<table>
<thead>
<tr>
<th>Year</th>
<th>FY14</th>
<th>FY15</th>
<th>FY16</th>
<th>FY17</th>
<th>FY18</th>
<th>FY19</th>
</tr>
</thead>
<tbody>
<tr>
<td>Revenue</td>
<td>2,217</td>
<td>2,904</td>
<td>3,680</td>
<td>4,121</td>
<td>4,843</td>
<td>5,495</td>
</tr>
</tbody>
</table>

**...coupled with increasing EBITDA margins**

**EBITDA & EBITDA margins**

<table>
<thead>
<tr>
<th>Year</th>
<th>FY14</th>
<th>FY15</th>
<th>FY16</th>
<th>FY17</th>
<th>FY18</th>
<th>FY19</th>
</tr>
</thead>
<tbody>
<tr>
<td>Debt/Equity</td>
<td>11.0%</td>
<td>17.8%</td>
<td>27.9%</td>
<td>29.7%</td>
<td>29.2%</td>
<td>31.9%</td>
</tr>
</tbody>
</table>

**Increasing cash profit growth**

**Cash Profit (PAT + Depreciation) (Rs. million)**

<table>
<thead>
<tr>
<th>Year</th>
<th>FY14</th>
<th>FY15</th>
<th>FY16</th>
<th>FY17</th>
<th>FY18</th>
<th>FY19</th>
</tr>
</thead>
<tbody>
<tr>
<td>Cash Profit</td>
<td>(83)</td>
<td>(115)</td>
<td>225</td>
<td>459</td>
<td>672</td>
<td>1,105</td>
</tr>
</tbody>
</table>

**Gearing low**

**Debt/Equity**

<table>
<thead>
<tr>
<th>Year</th>
<th>FY14</th>
<th>FY15</th>
<th>FY16</th>
<th>FY17</th>
<th>FY18</th>
<th>FY19</th>
</tr>
</thead>
<tbody>
<tr>
<td>Debt/Equity</td>
<td>0.51</td>
<td>0.46</td>
<td>0.50</td>
<td>0.65</td>
<td>0.81</td>
<td>0.92</td>
</tr>
</tbody>
</table>

Note: FY14, FY15 and FY16 figures are from Lemon Tree Prospectus. FY17, FY18 and FY19 figures are from audited balance sheet.
## Operational Performance by Ageing – FY19 vs. FY18

<table>
<thead>
<tr>
<th>Parameters</th>
<th>Financial year</th>
<th>Adult Hotels (Stable - older than 3 years)</th>
<th>Toddler Hotels (Stabilizing - between 1-3 years old)</th>
<th>Infant Hotels (New - less than 1 year old)</th>
<th>Under-development hotels</th>
</tr>
</thead>
<tbody>
<tr>
<td>Hotels</td>
<td>FY19</td>
<td>21</td>
<td>7</td>
<td>2</td>
<td>5</td>
</tr>
<tr>
<td></td>
<td>FY18</td>
<td>21</td>
<td>3</td>
<td>4</td>
<td></td>
</tr>
<tr>
<td>Operating Rooms (year-end)</td>
<td>FY19</td>
<td>2,727</td>
<td>551</td>
<td>292</td>
<td>1,240</td>
</tr>
<tr>
<td></td>
<td>FY18</td>
<td>2,727</td>
<td>128</td>
<td>422</td>
<td></td>
</tr>
<tr>
<td>Occupancy Rate (%)</td>
<td>FY19</td>
<td>79.2%</td>
<td>69.9%</td>
<td>36.3%</td>
<td>Deep demand markets</td>
</tr>
<tr>
<td></td>
<td>FY18</td>
<td>77.6%</td>
<td>61.5%</td>
<td>66.0%</td>
<td>(high occupancies)</td>
</tr>
<tr>
<td>Average Daily Rate (Rs.)</td>
<td>FY19</td>
<td>4,197</td>
<td>4,082</td>
<td>4,200</td>
<td>1.5x of Adult Hotels in that year*</td>
</tr>
<tr>
<td></td>
<td>FY18</td>
<td>3,900</td>
<td>5,274</td>
<td>3,422</td>
<td></td>
</tr>
<tr>
<td>Hotel level EBITDAR²/room (Rs. million)</td>
<td>FY19</td>
<td>0.72</td>
<td>0.49</td>
<td>0.11</td>
<td>High*</td>
</tr>
<tr>
<td></td>
<td>FY18</td>
<td>0.67</td>
<td>0.49</td>
<td>0.15</td>
<td></td>
</tr>
<tr>
<td>Hotel level EBITDAR² Margin (%)</td>
<td>FY19</td>
<td>44%</td>
<td>33%</td>
<td>40%</td>
<td>High*</td>
</tr>
<tr>
<td></td>
<td>FY18</td>
<td>44%</td>
<td>36%</td>
<td>15%</td>
<td></td>
</tr>
<tr>
<td>Hotel level ROCE²#3 (%)</td>
<td>FY19</td>
<td>13%</td>
<td>4%</td>
<td>1%</td>
<td>1.5x of Adult Hotels in that year*</td>
</tr>
<tr>
<td></td>
<td>FY18</td>
<td>12%</td>
<td>6%</td>
<td>(1%)</td>
<td></td>
</tr>
</tbody>
</table>

**Notes:**

1) During the year FY19 4 infant hotels transitioned to toddler category, why 2 new hotels entered into the infant category. No toddler hotel transitioned into Adult category.

2) Hotel level EBITDAR measures hotel-level results before lease rentals, debt service, depreciation and corporate expenses of the owned/leased hotels, and is a key measure of company’s profitability

3) Hotel level RoCE is calculated as: (Hotel level EBITDAR - lease rentals)/Capital deployed for operational owned & leased hotels

* Post stabilization.
Key levers to drive better results

**Current Stable Inventory** = 2,788

**Number of Rooms Stabilizing** = 1,085

- Opened in last 3 years

**Price Hike**

- High ARR growth in future

**Inventory Under Development** = 937*

- Equivalent to 1,405 (1.5x) rooms in revenue potential and 1,870 (2.0x) rooms in EBITDAR potential

**Triple Whammy**

For Owned/Leased Assets:

- Stabilized inventory
- Higher pricing
- More high value inventory

**Cost Leadership**

LTH CAGR of operating cost increase per room has been 5% between FY13 and FY19.

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* Of these 937 rooms, currently 577 rooms are from Lemon Tree Premier, Mumbai International Airport. LTH is in the process of applying to convert some commercial spaces in this hotel to rooms. This will increase the hotel’s inventory by 92 rooms to 669.
Lemon Tree Hotels RoCE: Hotel Buckets by opening

Notes:
1. Hotel level RoCE is calculated as: (Hotel level EBITDAR - lease rentals)/Capital deployed for operational owned & leased hotels
2. Hotel RoCE is based on first full year of operation

Source: Industry occupancy is taken from Horwath HTL report.
Lemon Tree Hotels RoCE: Hotel Buckets by Ageing

Notes:
1. Hotel level RoCE is calculated as: (Hotel level EBITDAR - lease rentals)/Capital deployed for operational owned & leased hotels
2. Hotel RoCE is based on first full year of operation

Source: Industry occupancy is taken from Horwath HTL report.
Recognition and awards through the years

- Ranked 4th in India and the only hotel chain in the top 10 Best Companies to Work for in India in 2017 by the Great Place to Work institute.
- Ranked 12th in Asia’s Best Large Workplaces and the only Indian company in the top 15 in 2018 by the Great Place to Work institute.
- Received the 5th IGBC Green Champion award under the category “Organization Leading the Green Building Movement in India (Commercial)”
Committed to Employees, Environment and Community with socially inclusive work ethos

A. We provide employment and livelihood with dignity to ‘Opportunity Deprived Indians’ (ODI)

This initiative was started in 2007 and as of Sep 30, 2018, Lemon Tree has employed a total of around 860* Opportunity Deprived Indians, or about one fifth of its workforce.

Lemon Tree believes that the brand should stand for more than ‘just profit’. The company has focused its efforts on creating a socially inclusive work environment which seeks to bring in people of different backgrounds, abilities and ethnicities and offer them work as a unified team with a common goal.

The company’s guiding principle has been that Opportunity Deprived Indians (including physical, intellectual, social or economic disabilities) must be provided the same opportunities as others to realize their full potential and live with dignity.

* Includes all hotels: owned, leased and managed.

Video Links:
1) CNBC TV18 digital story: https://www.youtube.com/watch?v=mAB0yazRFxU&t=67s
2) Lemon Tree Initiative: https://www.youtube.com/watch?v=f4Z3qcm8EgY&t=19s
Committed to Employees, Environment and Community with socially inclusive work ethos (contd.)

B. Tribal Art
Lemon Tree Hotel is among the largest buyers, nationally, of tribal art from Bastar, Madhya Pradesh. This comprises primarily of bronze age bell metal sculptures and enables the company to financially support tribal craftsmen from this region by showcasing their art extensively across all of its hotels.

C. Giving Back To Society
Lemon Tree Hotel supports and partners with the following NGOs and societies:

- **Goonj**: provides clothes and utensils to the impoverished.
- **Suniye**: runs a school for Speech and Hearing Impaired children from economically weaker sections of society. Provides extensive life skills support to these children.
- **Akshaya Patra**: focus is to eliminate hunger in the city. It regularly provides a free meal to approximately 2000 destitute people in Delhi, across the city.
- **Muskaan**: provides comprehensive education, vocational training and work opportunities to young people who are intellectually challenged.
- **Ramanujan Society**: donates gifts to students for successfully clearing the IIT entrance exam.

D. Art Objects Through People For Animals
Lemon Tree supports People For Animals (PFA) by buying art sourced by PFA, which in turn is showcased across the company’s hotels. The money paid to PFA goes to support the welfare and care of animals across India.

E. K9 Policy/Pooch Policy
Lemon Tree Hotel adopts a stray dog at each of its hotels across India. We name the dog, inoculate it and feed it well. Based on the personality of the dog, he/she is assigned a ‘fun’ role in the hotel and this brings joy to employees and guests alike.
Under Development Hotels
Aurika, Udaipur | Image Representation

Note: Hotel is expected to have 142 rooms and expected month of opening is Oct-2019.
Aurika, Udaipur

Note: Hotel is expected to have 139 rooms and expected month of opening is Oct-2019.
Aurika, Udaipur

Note: Hotel is expected to have 139 rooms and expected month of opening is Oct-2019.
Aurika, Udaipur

Note: Hotel is expected to have 139 rooms and expected month of opening is Oct-2019.
Aurika, Udaipur

Note: Hotel is expected to have 139 rooms and expected month of opening is Oct-2019.
Aurika, Udaipur

Note: Hotel is expected to have 139 rooms and expected month of opening is Oct-2019.
Aurika, Udaipur

Note: Hotel is expected to have 139 rooms and expected month of opening is Oct-2019.
Lemon Tree Premier – Kolkata | Image Representation
Note: Hotel is expected to have 142 rooms and expected month of opening is Oct-2019.
Lemon Tree Premier – Kolkata

Note: Hotel is expected to have 142 rooms and expected month of opening is Oct-2019.
Lemon Tree Premier – Kolkata

Note: Hotel is expected to have 142 rooms and expected month of opening is Oct-2019.
Lemon Tree Premier – Kolkata

Note: Hotel is expected to have 142 rooms and expected month of opening is Oct-2019.
Lemon Tree Mountain Resort – Shimla

Note: Hotel is expected to have 69 rooms and expected month of opening is April-2021
Lemon Tree Mountain Resort – Shimla

Note: Hotel is expected to have 69 rooms and expected month of opening is April-2021.
Aurika, Mumbai Airport (MIAL) | Image Representation
Aurika, Mumbai Airport (MIAL)

Note: Currently, hotel is expected to have 577 rooms. LTH is in the process of applying to convert some commercial spaces in this hotel to rooms. This will increase the hotel’s inventory by 94 rooms to 671. Expected month of opening is Nov-2021.
Currently, the hotel is expected to have 577 rooms. LTH is in the process of applying to convert some commercial spaces in this hotel to rooms. This will increase the hotel’s inventory by 94 rooms to 671. Expected month of opening is Nov-2021.
Appendix
Latest Performance – Q1 FY20
Performance Highlights – Operational Metrics (Consolidated)

Operational Inventory

Owned/Leased rooms

Managed rooms

Total rooms

Average Daily Rate (Rs.)

Q1 FY19
3,278
1,610
4,889

Q1 FY20
3,570
1,841
5,411

Q1 FY19
3,975
1,853
5,828

Q1 FY20

End of

Operational Inventory

Q1 FY19
3,278
1,610
4,889

Q1 FY20
3,570
1,841
5,411

Q1 FY19
3,975
1,853
5,828

Q1 FY20

Occupancy (%)

Q1 FY19
76.8%
77.5%

Q1 FY20

RevsPAR (Rs.)

Q1 FY19
2,994

Q1 FY20
3,103

Note:
1. ADR, Occupancy and RevPAR are for our owned and leased hotels only.
2. The results of this quarter are not indicative of full year’s performance due to seasonal nature of the business.
Performance Highlights – Financial Metrics (Consolidated)

Note: The results of this quarter are not indicative of full year’s performance due to seasonal nature of the business.
## Profit & Loss Statement (Consolidated)

<table>
<thead>
<tr>
<th>(In Rs. Crores)</th>
<th>Q1 FY19</th>
<th>Q1 FY20 After IndAS 116 Adjustment</th>
<th>YoY Change (%)</th>
<th>Q1 FY20 Before IndAS 116 Adjustment</th>
<th>YoY Change (%)</th>
<th>FY19</th>
</tr>
</thead>
<tbody>
<tr>
<td>Revenue from operations</td>
<td>126.9</td>
<td>140.9</td>
<td>11.0%</td>
<td>140.9</td>
<td>11.0%</td>
<td>549.5</td>
</tr>
<tr>
<td>Other income</td>
<td>0.2</td>
<td>1.3</td>
<td>508.5%</td>
<td>1.3</td>
<td>508.5%</td>
<td>9.9</td>
</tr>
<tr>
<td>Total income</td>
<td>127.1</td>
<td>142.2</td>
<td>11.8%</td>
<td>142.2</td>
<td>11.8%</td>
<td>559.4</td>
</tr>
<tr>
<td>Cost of F&amp;B consumed</td>
<td>11.9</td>
<td>12.4</td>
<td>3.7%</td>
<td>12.4</td>
<td>3.7%</td>
<td>49.8</td>
</tr>
<tr>
<td>Employee benefit expenses</td>
<td>29.2</td>
<td>33.7</td>
<td>15.6%</td>
<td>33.7</td>
<td>15.6%</td>
<td>120.5</td>
</tr>
<tr>
<td>Other expenses</td>
<td>51.0</td>
<td>50.1</td>
<td>-1.9%</td>
<td>57.6</td>
<td>12.9%</td>
<td>210.4</td>
</tr>
<tr>
<td>Total expenses</td>
<td>92.1</td>
<td>96.2</td>
<td>4.4%</td>
<td>103.7</td>
<td>12.6%</td>
<td>380.7</td>
</tr>
<tr>
<td>EBITDA</td>
<td>35.0</td>
<td>46.0</td>
<td>31.4%</td>
<td>38.5</td>
<td>9.9%</td>
<td>178.7</td>
</tr>
<tr>
<td>EBITDA margin (%)</td>
<td>27.5%</td>
<td>32.4%</td>
<td>482 bps</td>
<td>27.1%</td>
<td>(47) bps</td>
<td>31.9%</td>
</tr>
<tr>
<td>Finance costs</td>
<td>19.7</td>
<td>30.9</td>
<td>57.0%</td>
<td>22.6</td>
<td>14.8%</td>
<td>84.7</td>
</tr>
<tr>
<td>Depreciation &amp; amortization</td>
<td>13.1</td>
<td>17.2</td>
<td>30.9%</td>
<td>14.0</td>
<td>6.7%</td>
<td>54.1</td>
</tr>
<tr>
<td>PBT</td>
<td>4.3</td>
<td>(1.4)</td>
<td>-132.7%</td>
<td>2.6</td>
<td>-40.2%</td>
<td>45.3</td>
</tr>
<tr>
<td>Tax expense</td>
<td>2.0</td>
<td>0.7</td>
<td>-65.2%</td>
<td>1.6</td>
<td>-20.1%</td>
<td>(111)</td>
</tr>
<tr>
<td>PAT</td>
<td>2.2</td>
<td>(2.1)</td>
<td>-193.8%</td>
<td>0.9</td>
<td>-58.3%</td>
<td>56.4</td>
</tr>
<tr>
<td>Cash Profit</td>
<td>15.4</td>
<td>15.9</td>
<td>3.2%</td>
<td>14.9</td>
<td>-2.8%</td>
<td>110.5</td>
</tr>
</tbody>
</table>
## Impact of Ind AS 116 on Consolidated Q1FY20 Results

<table>
<thead>
<tr>
<th></th>
<th></th>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>Lease Rent</td>
<td>8.1</td>
<td>(6.3)</td>
<td>1.7</td>
</tr>
<tr>
<td>Other Expenses</td>
<td>34.8</td>
<td>(1.2)</td>
<td>33.6</td>
</tr>
<tr>
<td><strong>Net EBITDA</strong></td>
<td><strong>38.5</strong></td>
<td><strong>7.5</strong></td>
<td><strong>46.0</strong></td>
</tr>
<tr>
<td>Interest Expense</td>
<td>22.6</td>
<td>8.3</td>
<td>30.9</td>
</tr>
<tr>
<td>Depreciation</td>
<td>14.0</td>
<td>3.2</td>
<td>17.2</td>
</tr>
<tr>
<td><strong>Profit Before Tax</strong></td>
<td><strong>2.6</strong></td>
<td>(3.9)</td>
<td>(1.4)</td>
</tr>
<tr>
<td>Tax</td>
<td>1.6</td>
<td>(0.9)</td>
<td>0.7</td>
</tr>
<tr>
<td><strong>Profit After Tax</strong></td>
<td><strong>0.9</strong></td>
<td>(3.0)</td>
<td>(2.1)</td>
</tr>
<tr>
<td>Cash Profit</td>
<td>14.9</td>
<td>0.9</td>
<td>15.9</td>
</tr>
</tbody>
</table>
Impact of Ind AS 116 on LHTL Q1FY20 Results as Waterfall

**EBITDA Waterfall**

- Q1FY19 Old Hotels: 35.0
- Q1 FY20 Old Hotels: 36.0
- New Hotels: 2.5
- AS 116 Impact: 7.5
- Total Q1FY20: 46.0

**Lease Waterfall**

- Q1FY19 Old Hotels: 7.4
- Q1 FY20 Old Hotels: 7.3
- New Hotels: 0.8
- AS 116 Impact: 0.0
- Total Q1FY20: 1.7

**Interest Waterfall**

- Q1FY19 Old Hotels: 19.7
- Q1 FY20 Old Hotels: 20.0
- New Hotels: 2.6
- AS 116 Impact: 8.3
- Total Q1FY20: 30.9

**Depreciation Waterfall**

- Q1FY19 Old Hotels: 13.1
- Q1 FY20 Old Hotels: 11.8
- New Hotels: 2.2
- AS 116 Impact: 3.2
- Total Q1FY20: 17.2
### Operational Performance by Brands & Region – Q1FY20 vs. Q1FY19

#### Q1 FY20 vs. Q1 FY19

<table>
<thead>
<tr>
<th>Parameters</th>
<th>Occupancy Rate (%)</th>
<th>Average Daily Rate (Rs.)</th>
<th>Hotel level EBITDAR/room (Rs. Lacs)</th>
<th>Hotel level EBITDAR Margin</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>By Brand</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Lemon Tree Premier</td>
<td>85.4%</td>
<td>82.1%</td>
<td>327</td>
<td>4,835</td>
</tr>
<tr>
<td>Lemon Tree Hotels</td>
<td>77.4%</td>
<td>73.9%</td>
<td>350</td>
<td>3,920</td>
</tr>
<tr>
<td>Red Fox Hotels</td>
<td>76.3%</td>
<td>76.1%</td>
<td>20</td>
<td>3,013</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Parameters</th>
<th>Occupancy Rate (%)</th>
<th>Average Daily Rate (Rs.)</th>
<th>Hotel level EBITDAR/room (Rs. Lacs)</th>
<th>Hotel level EBITDAR Margin</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>By Region</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Delhi</td>
<td>80.8%</td>
<td>84.5%</td>
<td>(373)</td>
<td>4,339</td>
</tr>
<tr>
<td>Gurugram</td>
<td>79.5%</td>
<td>72.1%</td>
<td>743</td>
<td>3,972</td>
</tr>
<tr>
<td>Hyderabad</td>
<td>88.2%</td>
<td>77.2%</td>
<td>1094</td>
<td>4,005</td>
</tr>
<tr>
<td>Bengaluru</td>
<td>83.1%</td>
<td>82.6%</td>
<td>46</td>
<td>4,299</td>
</tr>
</tbody>
</table>

**Note:**
1) These performance results do not include LTP Mumbai, LTP Pune, RFH Dehradun and RFH Chandigarh
Expansion Plans – Hotels under Development

<table>
<thead>
<tr>
<th>Under-development hotels</th>
<th>Type</th>
<th>Rooms</th>
<th>Expected Opening date</th>
<th>Ownership (%)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Lemon Tree Premier, Kolkata</td>
<td>Owned</td>
<td>142</td>
<td>Oct-19</td>
<td>57.98%</td>
</tr>
<tr>
<td>Lemon Tree Premier, Udaipur</td>
<td>Owned</td>
<td>139</td>
<td>Oct-19</td>
<td>57.98%</td>
</tr>
<tr>
<td>Lemon Tree Mountain Resort, Shimla</td>
<td>Owned</td>
<td>69</td>
<td>Apr-21</td>
<td>100.00%</td>
</tr>
<tr>
<td>Lemon Tree Vembanad Lake Resort, Alleppey, Kerala1</td>
<td>Owned</td>
<td>10</td>
<td>Oct-21</td>
<td>100.00%</td>
</tr>
<tr>
<td>Lemon Tree Premier, Intl. Airport, Mumbai2</td>
<td>Owned</td>
<td>577</td>
<td>Nov-21</td>
<td>57.98%</td>
</tr>
<tr>
<td><strong>Total</strong></td>
<td></td>
<td>937</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

* Total estimated project cost is Rs. 12,900 million
* Total capital deployed/capital expenditure already incurred (i.e. CWIP + Security Deposit for leased assets under-development + Land Capitalised + Capital advances – Capital creditors) as on 30th June, 2019 is Rs. 6,350 million
* Balance investment of Rs. 6,550 million will be deployed over the next 2 years in a phased manner, the majority of which will be through internal accruals

Notes: 1) Expansion in existing hotel.
2) LTH is in the process of applying to convert some commercial spaces in this hotel to rooms. This will increase the hotel’s inventory by 92 rooms to 669.
## Expansion Plans – Pipeline of Management Contracts (as of 31st July, 2019)

<table>
<thead>
<tr>
<th>Management Contracts Pipeline</th>
<th>Rooms</th>
<th>Expected Opening date</th>
<th>Tenure (years)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Lemon Tree Premier, Rishikesh</td>
<td>66</td>
<td>Nov-19</td>
<td>12</td>
</tr>
<tr>
<td>Lemon Tree Hotel, Dubai</td>
<td>114</td>
<td>Nov-19</td>
<td>10</td>
</tr>
<tr>
<td>Red Fox Hotel, Vijaywada</td>
<td>90</td>
<td>Dec-19</td>
<td>10</td>
</tr>
<tr>
<td>Lemon Tree Hotel, Thimpu</td>
<td>27</td>
<td>Dec-19</td>
<td>12</td>
</tr>
<tr>
<td>Lemon Tree Premier, Dwarka</td>
<td>109</td>
<td>Dec-19</td>
<td>12</td>
</tr>
<tr>
<td>Lemon Tree Hotel, Shirdi</td>
<td>59</td>
<td>Jan-20</td>
<td>12</td>
</tr>
<tr>
<td>Lemon Tree Hotel, BKC, Mumbai</td>
<td>70</td>
<td>Jan-20</td>
<td>15</td>
</tr>
<tr>
<td>Lemon Tree Premier, Coorg</td>
<td>63</td>
<td>Jan-20</td>
<td>15</td>
</tr>
<tr>
<td>Red Fox Hotel, Neelkanth</td>
<td>80</td>
<td>Mar-20</td>
<td>12</td>
</tr>
<tr>
<td><strong>Management Rooms to be Operational in FY 20</strong></td>
<td>677</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Lemon Tree Hotel, Gulmarg</td>
<td>35</td>
<td>Apr-20</td>
<td>10</td>
</tr>
<tr>
<td>Lemon Tree Hotel, Jhansi</td>
<td>60</td>
<td>Apr-20</td>
<td>12</td>
</tr>
<tr>
<td>Lemon Tree Resort, Mussoorie</td>
<td>40</td>
<td>Apr-20</td>
<td>15</td>
</tr>
<tr>
<td>Lemon Tree Premier, Bhubaneshwar</td>
<td>76</td>
<td>Apr-20</td>
<td>10</td>
</tr>
<tr>
<td>Lemon Tree Hotel, Ranthambore</td>
<td>60</td>
<td>Aug-20</td>
<td>10</td>
</tr>
<tr>
<td>Lemon Tree Premier, Dindy</td>
<td>50</td>
<td>Sep-20</td>
<td>10</td>
</tr>
<tr>
<td>Lemon Tree Hotel, Aligarh</td>
<td>68</td>
<td>Sep-20</td>
<td>12</td>
</tr>
<tr>
<td>Lemon Tree Hotel, Sonamarg</td>
<td>40</td>
<td>Sep-20</td>
<td>10</td>
</tr>
<tr>
<td>Serviced Suites, Manesar</td>
<td>260</td>
<td>Sep-20</td>
<td>10</td>
</tr>
<tr>
<td>Lemon Tree Hotel, Bokaro</td>
<td>70</td>
<td>Sep-20</td>
<td>10</td>
</tr>
<tr>
<td>Lemon Tree Hotel, Gwalior</td>
<td>104</td>
<td>Sep-20</td>
<td>12</td>
</tr>
<tr>
<td>Lemon Tree Premier, Vijaywada</td>
<td>120</td>
<td>Sep-20</td>
<td>12</td>
</tr>
<tr>
<td>Lemon Tree Resort, Thimpu</td>
<td>38</td>
<td>Oct-20</td>
<td>10</td>
</tr>
<tr>
<td>Lemon Tree Hotel, Rishikesh</td>
<td>102</td>
<td>Nov-20</td>
<td>15</td>
</tr>
<tr>
<td>Lemon Tree Hotel, Ludhiana</td>
<td>60</td>
<td>Dec-20</td>
<td>10</td>
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<tr>
<td><strong>Management Rooms to be Operational in FY 21</strong></td>
<td>1183</td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
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<td></td>
<td></td>
</tr>
<tr>
<td><strong>Total Pipeline</strong></td>
<td>2035</td>
<td></td>
<td></td>
</tr>
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</table>
Thank You