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H O T E L S

May 31, 2019

National Stock Exchange of India Limited   **BSE Limited**
Exchange Plaza, C-1, Block G   **Phiroze Jeejeebhoy Towers**
Bandra Kurla Complex   **Dalal Street, Mumbai – 400 001**
Bandra (E), Mumbai – 400 051

NSE Scrip Symbol: LEMONTREE   **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 London, UK from 2nd - 4th June, 2019 and New York, US from 5th – 6th June, 2019 at India Access Days investor meet, organized by CLSA.

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

Lemon Tree Hotels Limited

Corporate Presentation

Disclaimer

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.
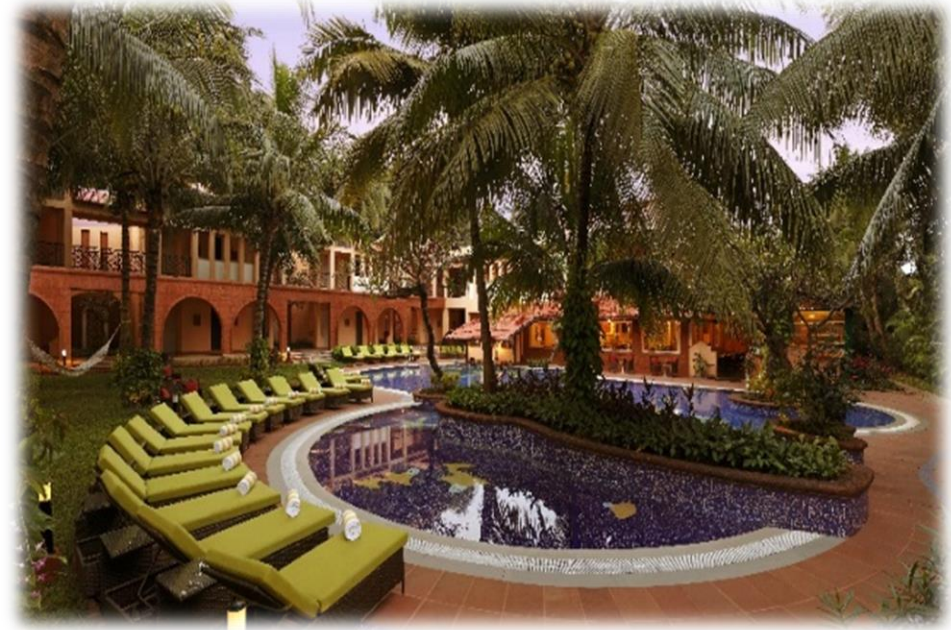
Lemon Tree Premier, Delhi Airport
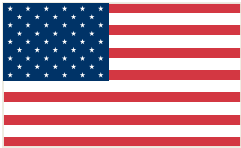
Lemon Tree Premier, Jaipur

Lemon Tree Premier, City Center, Gurgaon

Attractiveness of Indian Hotel Industry

India: A comparatively under-penetrated hotel market

		🌐	🇺🇸	🇨🇳	🇮🇳
Supply of Rooms		17.5 Million	5.3 Million	4.15 Million	0.14 Million
Population		7633 Million	328 Million	1415 Million	1354 Million
Penetration (Rooms/1000 People)		**2.3**	**16.2**	**2.9**	**0.1**

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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

2002*

2018*

No. of rooms

No. of rooms

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

Luxury-Upper Upscale — 15,052 | 50,000

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

Upscale — 4,661 | 28,800

Mid-priced Hotel Sector

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

Upper Midscale — 4,458 | 28,700

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

Midscale & Economy — 1,895 | 34,000

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Significant drivers for hotel industry growth in India

Increasing Indian GDP
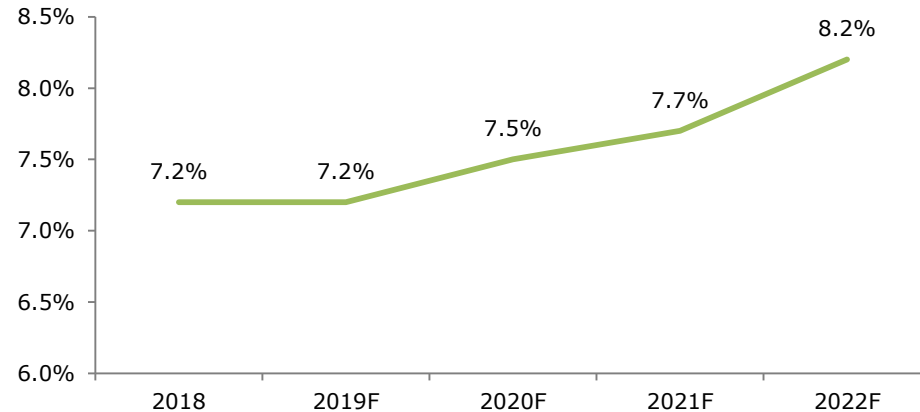
Source : Central Statistics Office, Govt. of India, IMF

Growing middle class population

Middle Class Population (mn)

Middle class population in India is likely to overtake that of US and China by 2027

Source : World Economic Forum

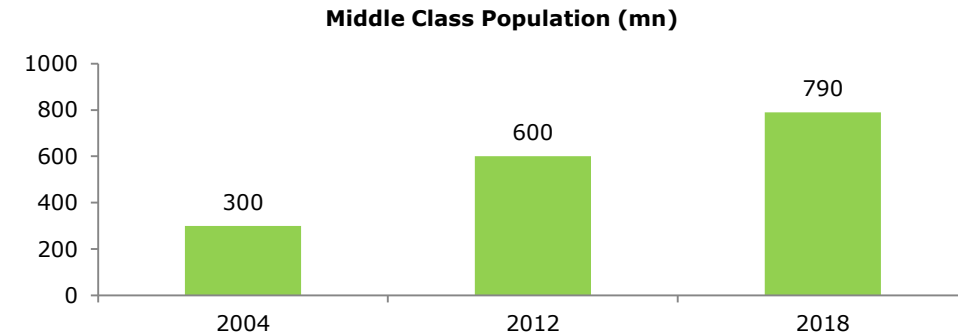## Rise in young population

Average Age by 2020
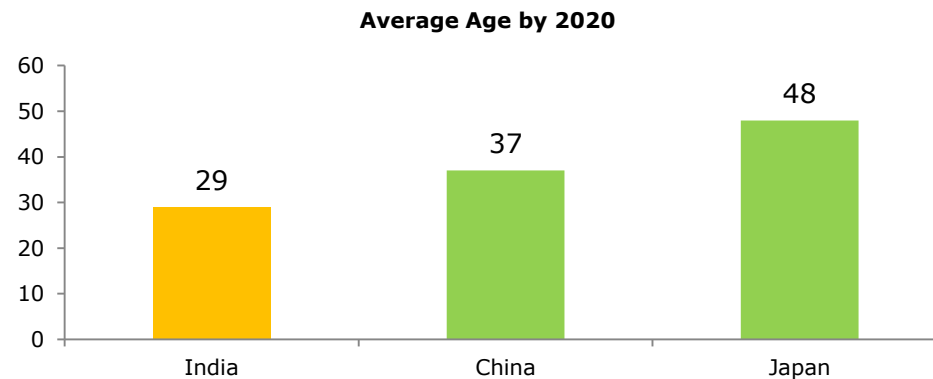
64% of India's population is expected to be in the working age population by the fiscal year 2021

Source: Union budget and economic survey 2013

Higher spending

Increased income levels expected to create additional discretionary spending capacity for the individuals

Improved road and air connectivity

Growth in domestic travel in India in forms like business travel, leisure travel, MICE visitation, wedding, social travel, medical, wellness, sports, eco-tourism, film, rural & religious tourism etc.

Source : Horwath Report

The hotel business cycle

Occupancy

Illustrative:
15 Room Hotel with Investment = 300

70%

65%

60%

Cycle	Top (2)	Middle (3)	Bottom (2)	
Occupancy	70% or more	63-68%	60% or less	
Rooms Sold	12	10	8	
Average Daily Rate	13	10	7	
Revenue	**156**	**100**	**56**	**3:2:1**
Expenses	60	50	40	
EBITDA	96	50	16	
Hotel RoCE	32%	17%	5%	**6:3:1**
Sustainable Debt:Equity Coverage	Full Debt	1:1	No Debt	
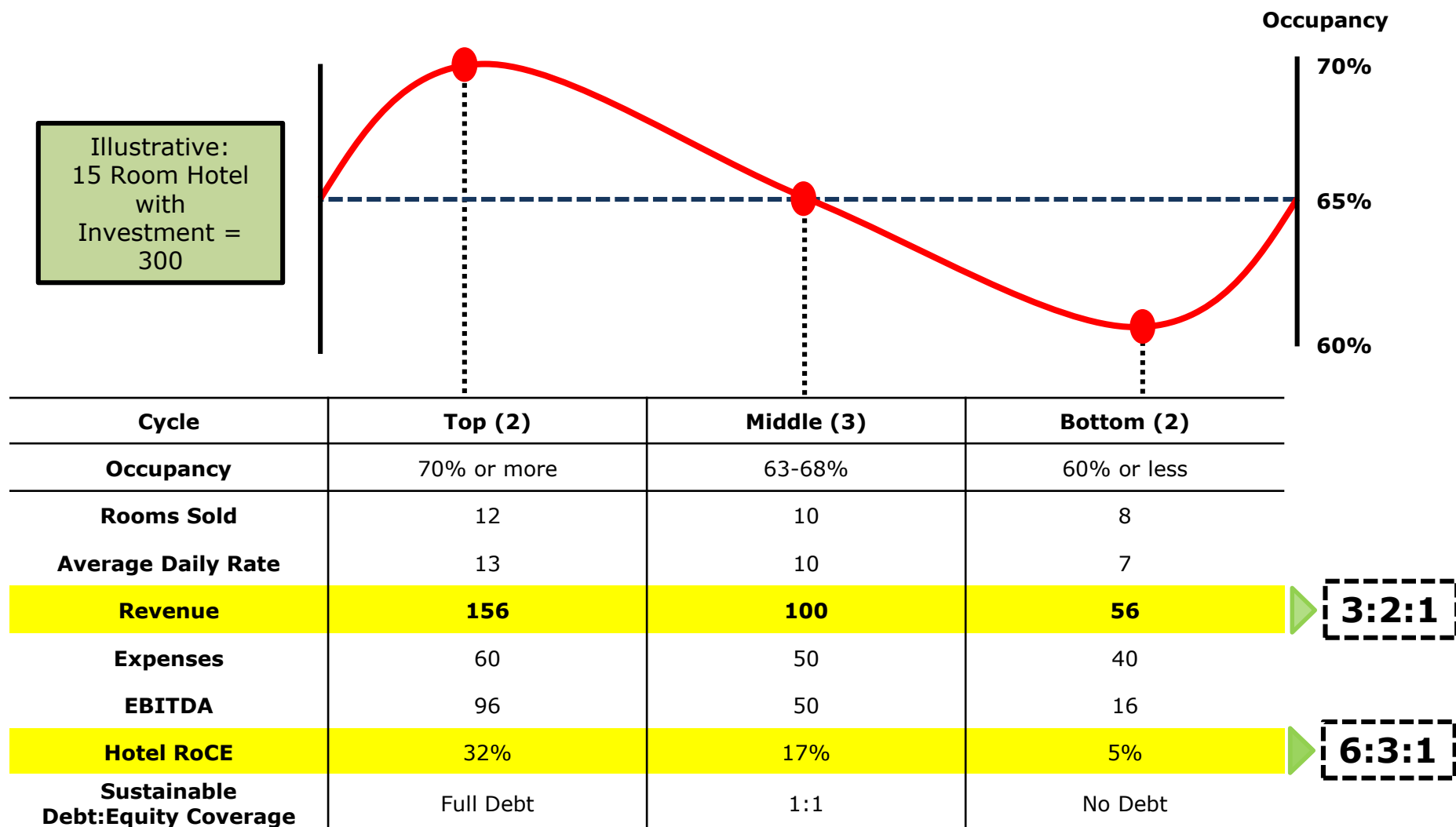
Note: Hotel RoCE is calculated as Hotel level EBITDA/Capital deployed for operational hotels.

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Indian hotel industry is at an inflection point

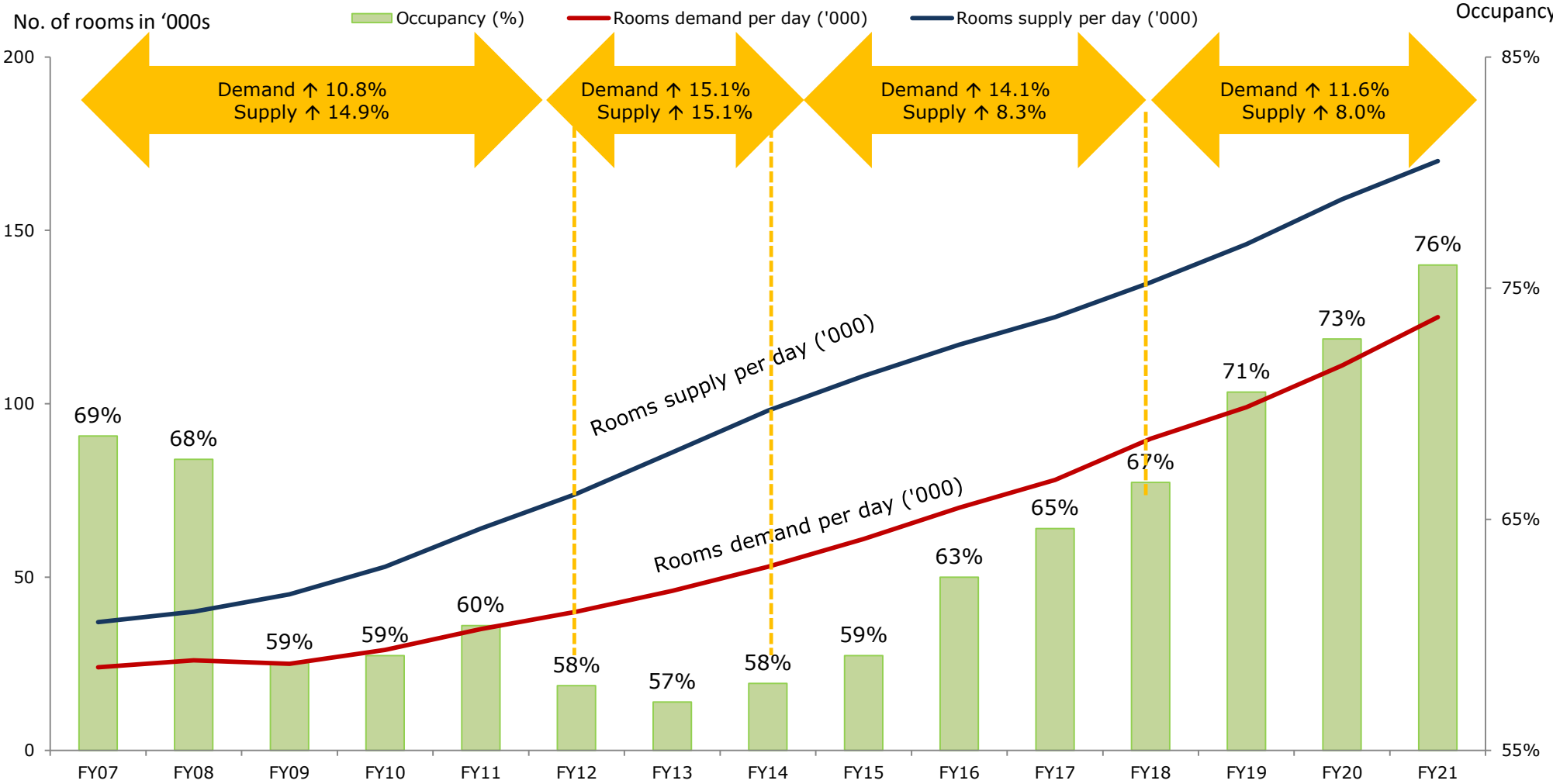**Slowing supply and rising demand is expected to increase occupancy**

No. of rooms in '000s

Occupancy

Legend: Occupancy (%) | Rooms demand per day ('000) | Rooms supply per day ('000)

Demand ↑ 10.8%
Supply ↑ 14.9%

Demand ↑ 15.1%
Supply ↑ 15.1%

Demand ↑ 14.1%
Supply ↑ 8.3%

Demand ↑ 11.6%
Supply ↑ 8.0%

Rooms supply per day ('000)

Rooms demand per day ('000)

Occupancy values by year:
- FY07: 69%
- FY08: 68%
- FY09: 59%
- FY10: 59%
- FY11: 60%
- FY12: 58%
- FY13: 57%
- FY14: 58%
- FY15: 59%
- FY16: 63%
- FY17: 65%
- FY18: 67%
- FY19: 71%
- FY20: 73%
- FY21: 76%

Source : Horwath HTL India Report 2017, Hotelivate Trend and Opportunities Report 2018

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Increasing occupancy leading to increase in room rates

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

ADR (INR)   ■ Occupancy (RHS)   — ADR (INR)   Occupancy %

Source : Horwath HTL India Report 2017, Hotelivate Trends and Opportunities Report 2018

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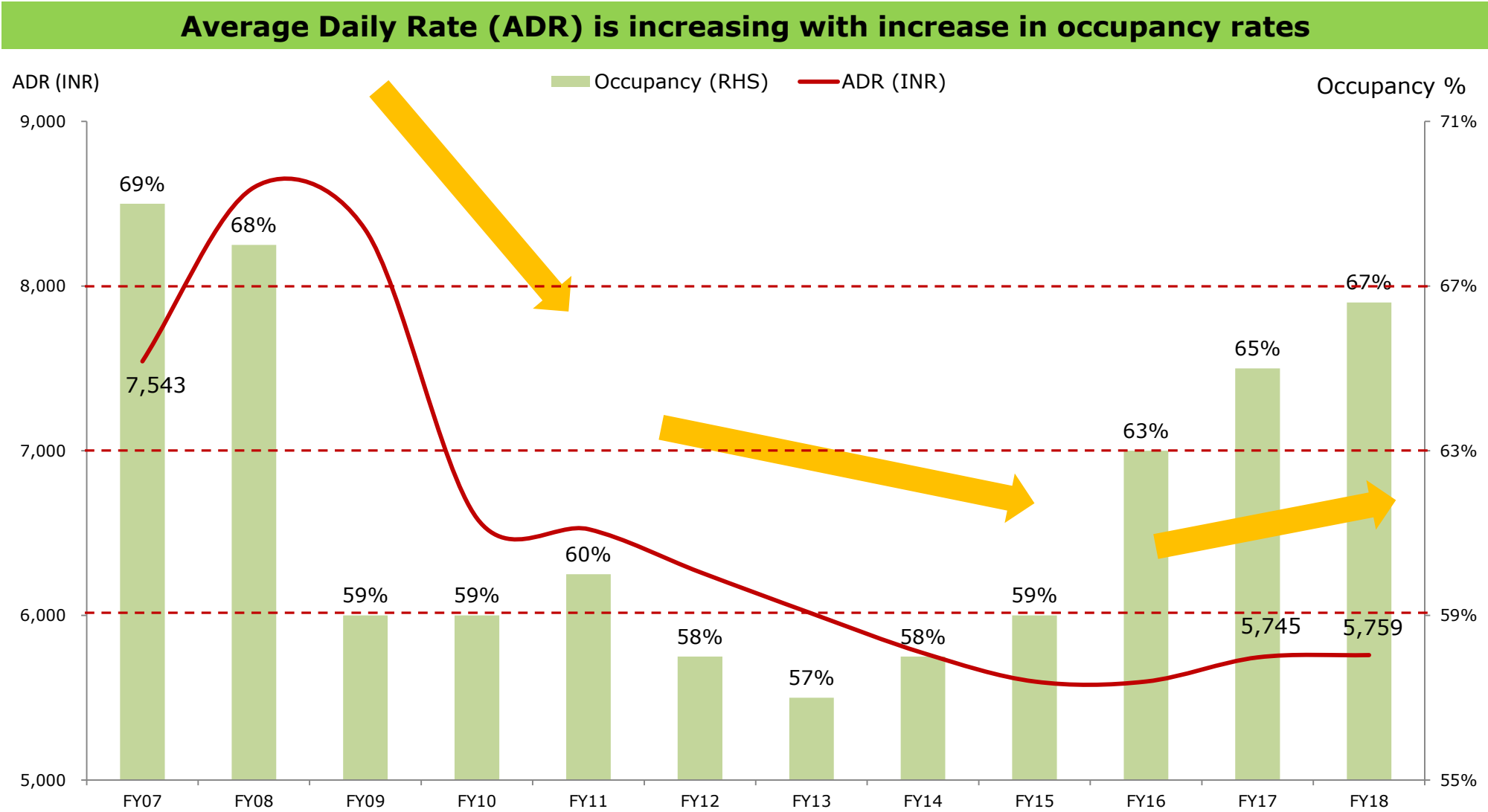
Lemon Tree Hotel, Aurangabad
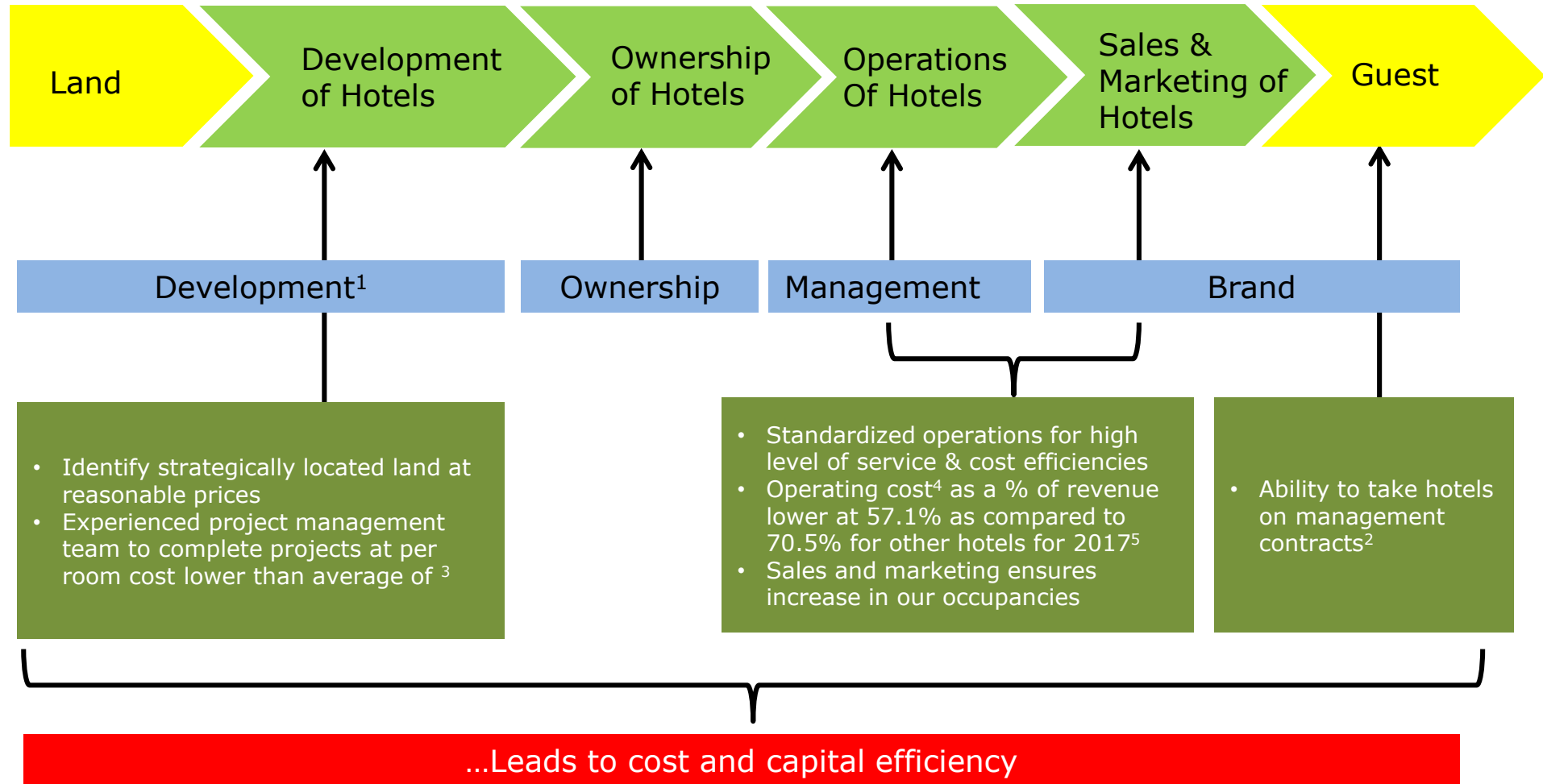

Lemon Tree Hotel, Gachibowli, Hyderabad

Lemon Tree Hotel, Vadodara

Differentiated business model of Lemon Tree (LTH)

| Process | Presence across value chain | **+** | Lower than industry average development cost per room | **+** | Focus on culture & service differentiation with focus on domestic travellers |

Land → **Development of Hotels** → **Ownership of Hotels** → **Operations Of Hotels** → **Sales & Marketing of Hotels** → **Guest**

| Development[1] | Ownership | Management | Brand |

Development[1]
- Identify strategically located land at reasonable prices
- Experienced project management team to complete projects at per room cost lower than average of [3]

Management / Brand
- Standardized operations for high level of service & cost efficiencies
- Operating cost[4] as a % of revenue lower at 57.1% as compared to 70.5% for other hotels for 2017[5]
- Sales and marketing ensures increase in our occupancies

Brand
- Ability to take hotels on management contracts[2]

…Leads to cost and capital efficiency

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
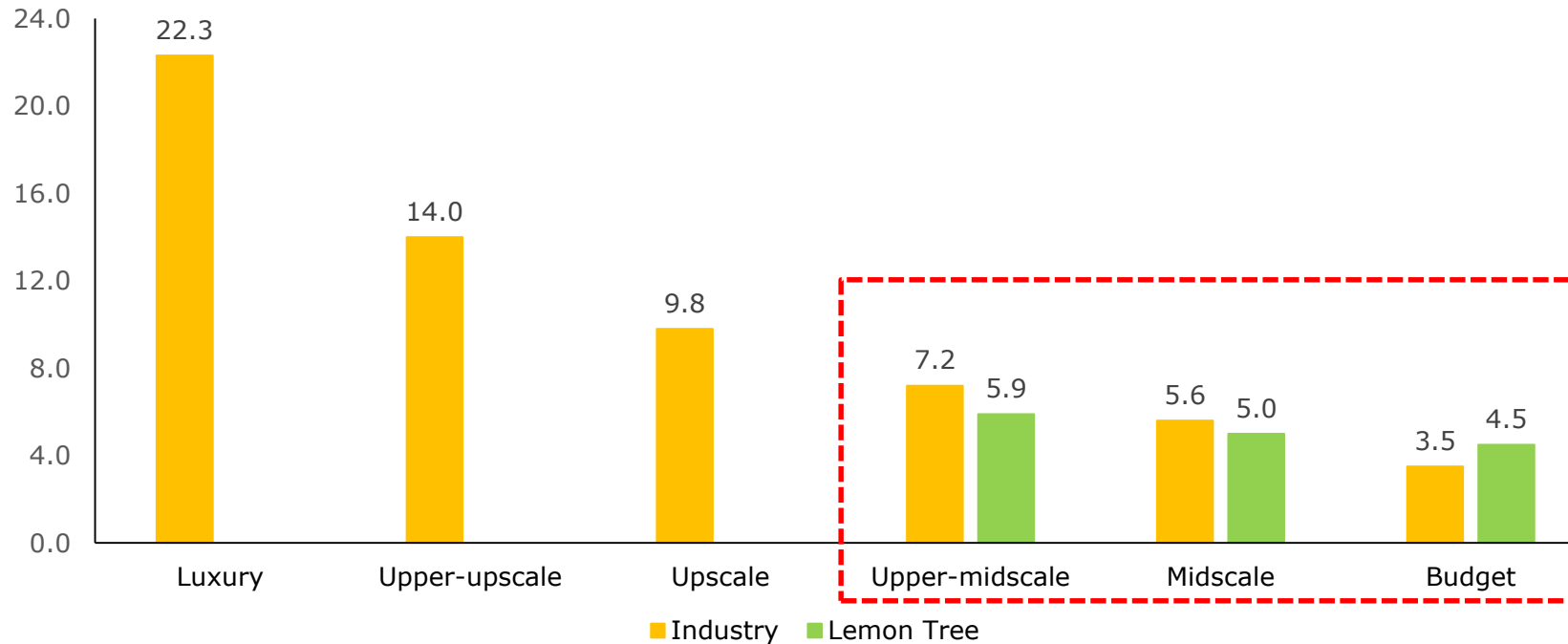5. Source : FHRAI-Indian-Hotel-Survey-2016-17

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| | Process | | Presence across value chain | | Lower than industry average development cost per room ^ | | Focus on culture & service differentiation with focus on domestic travellers |

Average development cost, per room* (INR Mn.)

Chart values:
- Luxury — Industry: 22.3
- Upper-upscale — Industry: 14.0
- Upscale — Industry: 9.8
- Upper-midscale — Industry: 7.2, Lemon Tree: 5.9
- Midscale — Industry: 5.6, Lemon Tree: 5.0
- Budget — Industry: 3.5, Lemon Tree: 4.5

Legend: ■ Industry ■ Lemon Tree

	Upper-midscale	Midscale	Budget
Lemon Tree development cost (% of industry)	82%	89%	129%
Lemon Tree average development cost (% of upper-upscale)	37%		

^ Lemon Tree's average development cost per room (excluding the cost of land) for owned hotels developed between 2011 and 2015 was lower than the average of select hotels in the respective hotel segments for the same period

Source: HVS (India – 2016 Hotel Development Cost Survey)

Process	Presence across value chain	Lower than industry average development cost per room	Focus on culture & service differentiation with focus on domestic travellers

- 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
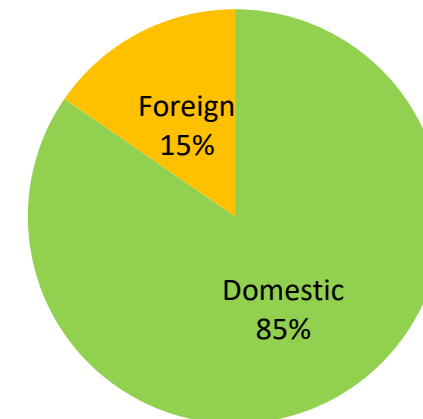- The highly engaged work force provides superior service to customers

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

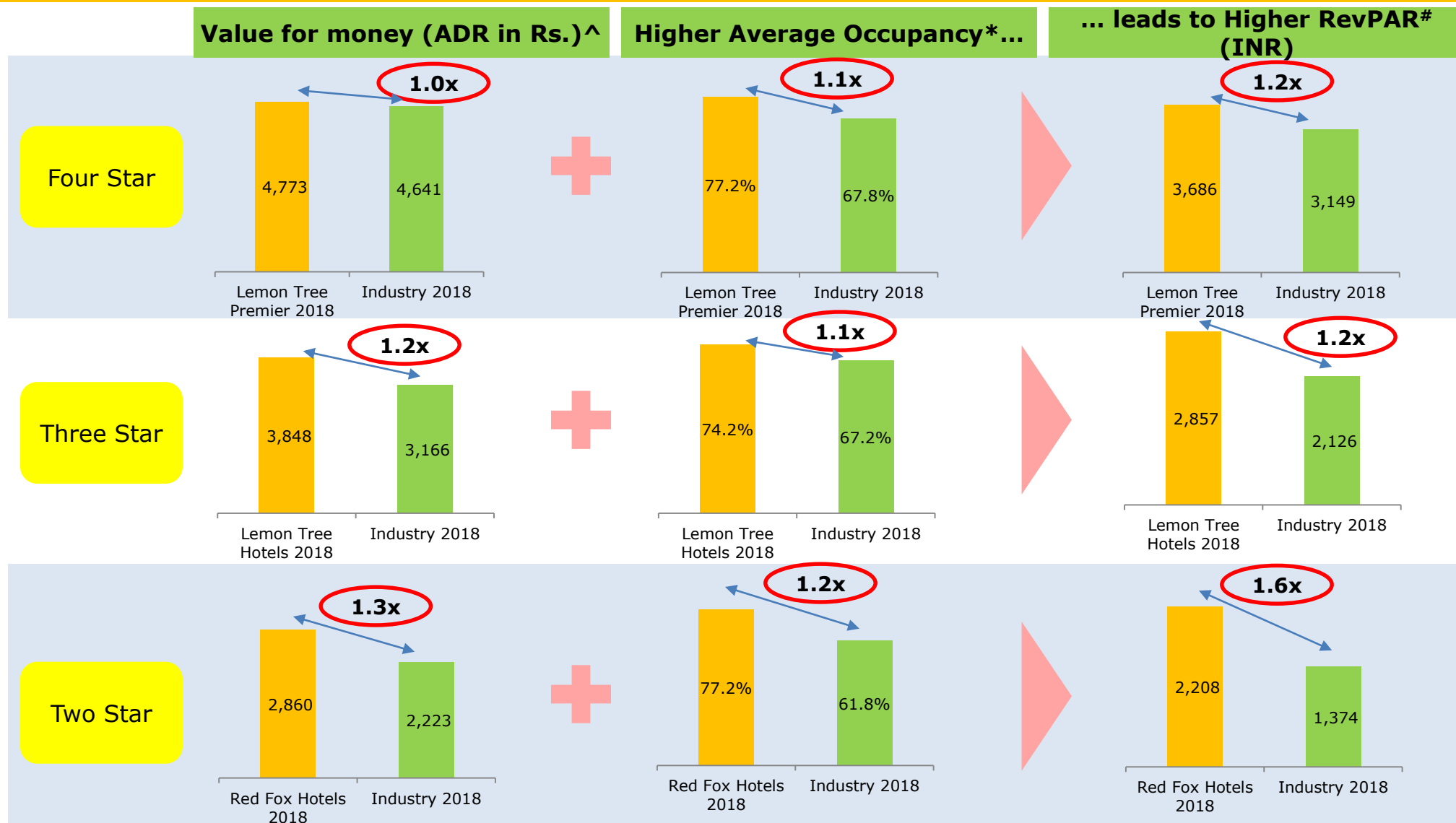## Focus on Domestic Customers

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

FY19

Foreign 15%

Domestic 85%

| | Customers | | Value for money pricing | → | Occupancy (Utilization) Premium | → | RevPAR (Revenue per room) Premium |

Value for money (ADR in Rs.)^ | **Higher Average Occupancy*...** | **... leads to Higher RevPAR# (INR)**

Four Star
- Value for money: Lemon Tree Premier 2018: 4,773; Industry 2018: 4,641 — **1.0x**
- Higher Average Occupancy: Lemon Tree Premier 2018: 77.2%; Industry 2018: 67.8% — **1.1x**
- Higher RevPAR: Lemon Tree Premier 2018: 3,686; Industry 2018: 3,149 — **1.2x**

Three Star
- Value for money: Lemon Tree Hotels 2018: 3,848; Industry 2018: 3,166 — **1.2x**
- Higher Average Occupancy: Lemon Tree Hotels 2018: 74.2%; Industry 2018: 67.2% — **1.1x**
- Higher RevPAR: Lemon Tree Hotels 2018: 2,857; Industry 2018: 2,126 — **1.2x**

Two Star
- Value for money: Red Fox Hotels 2018: 2,860; Industry 2018: 2,223 — **1.3x**
- Higher Average Occupancy: Red Fox Hotels 2018: 77.2%; Industry 2018: 61.8% — **1.2x**
- Higher RevPAR: Red Fox Hotels 2018: 2,208; Industry 2018: 1,374 — **1.6x**
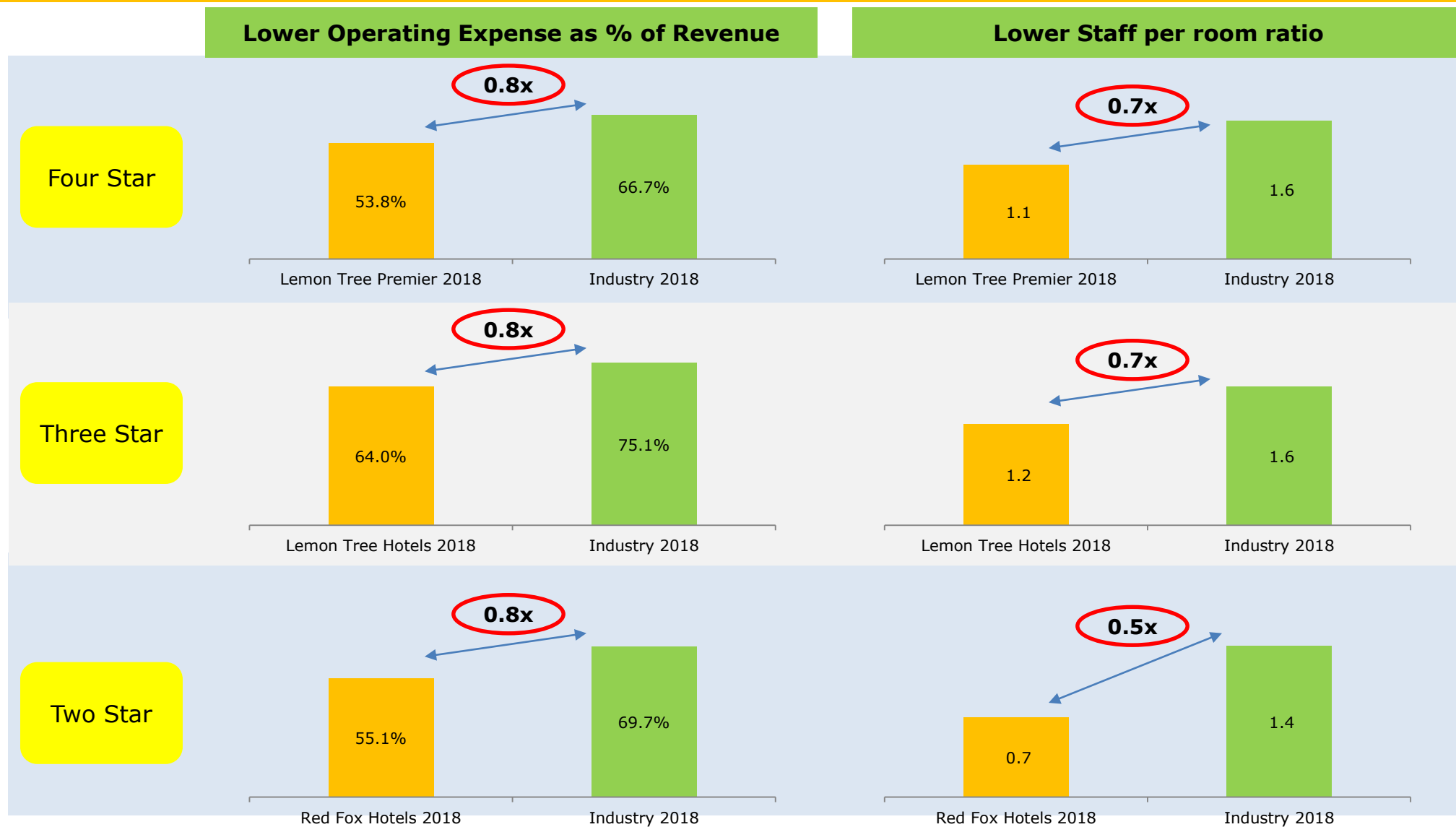
◯ Lemon Tree/Industry

Source : Industry data is sourced from Hotelivate – Trend and Opportunities Report - 2018.
^ 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

Cost → **Lower Average Operating Expenses/ Room** → **Higher GOP^**

Lower Operating Expense as % of Revenue

Four Star
- Lemon Tree Premier 2018: 53.8%
- Industry 2018: 66.7%
- 0.8x

Three Star
- Lemon Tree Hotels 2018: 64.0%
- Industry 2018: 75.1%
- 0.8x

Two Star
- Red Fox Hotels 2018: 55.1%
- Industry 2018: 69.7%
- 0.8x

Lower Staff per room ratio

Four Star
- Lemon Tree Premier 2018: 1.1
- Industry 2018: 1.6
- 0.7x

Three Star
- Lemon Tree Hotels 2018: 1.2
- Industry 2018: 1.6
- 0.7x

Two Star
- Red Fox Hotels 2018: 0.7
- Industry 2018: 1.4
- 0.5x

○ Lemon Tree/Industry

Source : Industry data is sourced from FHRAI-Indian-Hotel-Survey-2017-18.

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Lemon Tree Hotel, Coimbatore

Lemon Tree Premier, City Center, Gurgaon

Lemon Tree Vembanad Lake, Alleppey, Kerela

Company Overview and Growth Plans

Current

5,525 rooms; 56 hotels

Pipeline

3,275 rooms; 31 hotels;

By CY21

8,800 rooms; 87 hotels

lemon tree PREMIER

Current

1,697 rooms; 12 hotels

Pipeline

1,684 rooms; 11 hotels

By CY21

3,381 rooms; 23 hotels

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Current

2,555 rooms; 34 hotels

Pipeline

1,421 rooms; 18 hotels

By CY21

3,976 rooms; 52 hotels

redfox BY LEMON TREE HOTELS

Current

1,273 rooms; 10 hotels

Pipeline

170 rooms; 2 hotels

By CY21

1,443 rooms; 12 hotels

Lemon Tree – Operational Portfolio

Key Statistics				
	Q4 FY18	**Q3 FY19**	**Q4 FY19**	**15th May 19**
Cities	28	31	32	33
Hotels	45	52	54	56
Rooms	4802	5291	5411	5525
Loyalty Members	719,146	889,080	947,776	978,444

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/Rooms)
  * Thimphu : 2 / 65
  * Kathmandu : 1/ 75
  * Dubai : 1/ 114

Jaipur: FY17 – 11%
FY21E – 10%

Ahmedabad: FY17 – 11%
FY21E – 9%

Mumbai: FY17 – NA
FY21E – 17%

Pune: FY17 – 5%
FY21E – 9%

Goa: FY17 – 4%
FY21E – 4%

Bengaluru: FY17 – 9%
FY21E – 8%

Delhi NCR: FY17 – 14%
FY21E – 16%

Kolkata: FY17 – NA
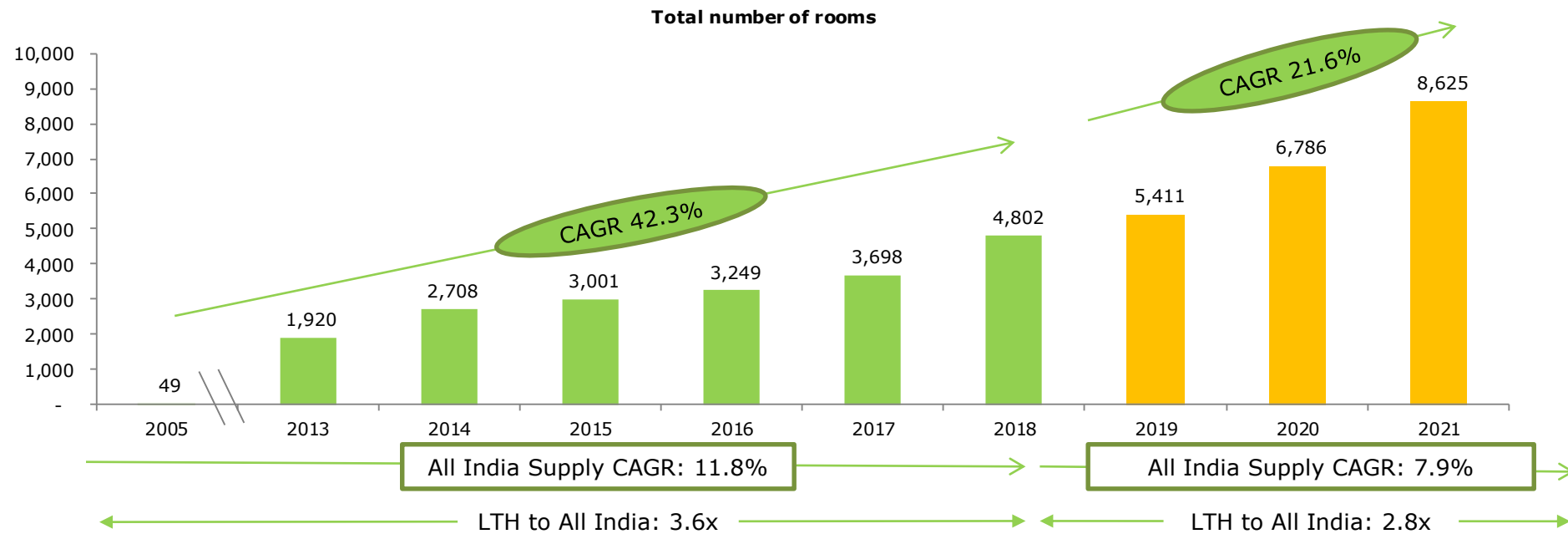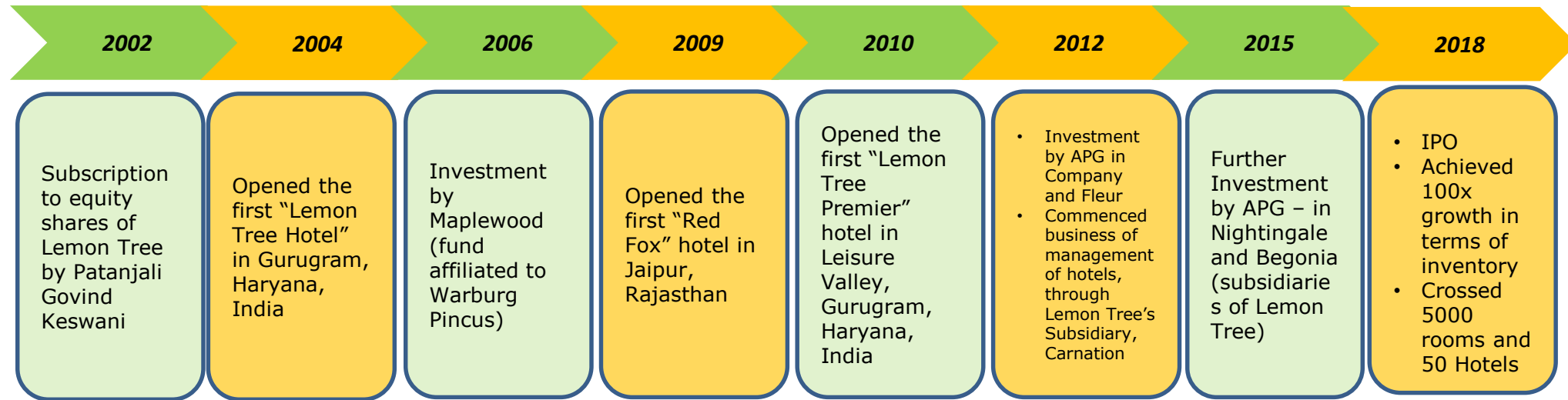FY21E – 8%

Hyderabad: FY17 – 24%
FY21E – 21%

Chennai: FY17 – 5%
FY21E – 4%

● Operating Hotels
✳ Upcoming Hotels

Milestones

2002	2004	2006	2009	2010	2012	2015	2018
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

CAGR 42.3%

CAGR 21.6%

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

All India Supply CAGR: 11.8%   All India Supply CAGR: 7.9%

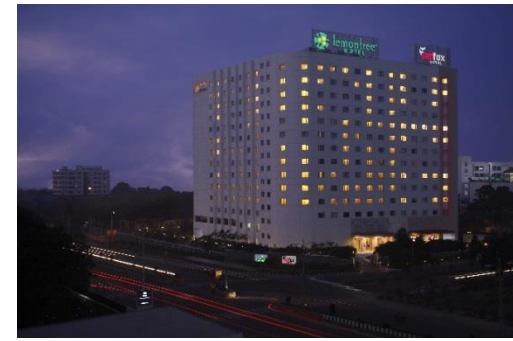LTH to All India: 3.6x   LTH to All India: 2.8x
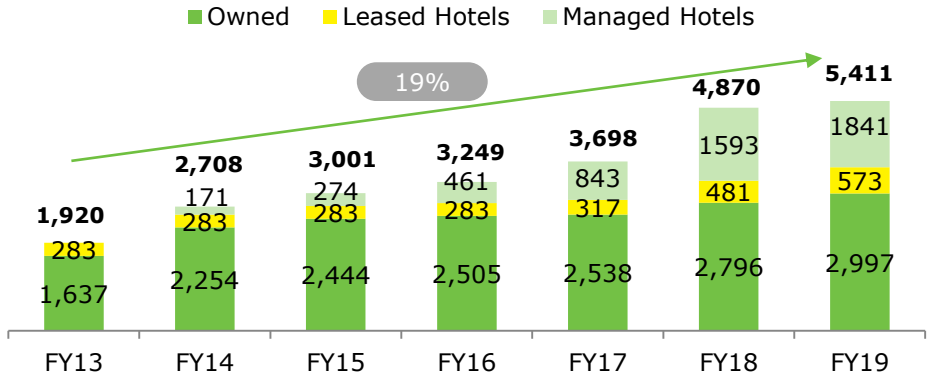
Lemon Tree Amarante Beach, Goa

Lemon Tree Premier, Corbett

Lemon Tree Premier, Hyderabad

Strong Operating and Financial Performance
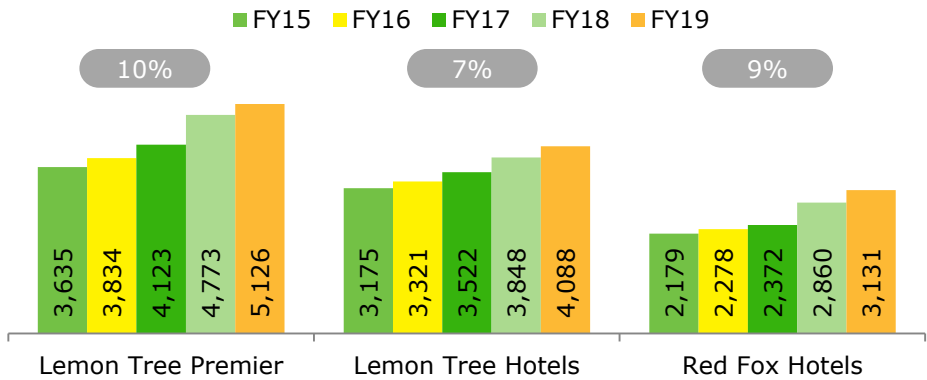
Strong operating performance

Rooms are being added...

Legend: Owned | Leased Hotels | Managed Hotels

	FY13	FY14	FY15	FY16	FY17	FY18	FY19
Total	1,920	2,708	3,001	3,249	3,698	4,870	5,411
Managed Hotels		171	274	461	843	1593	1841
Leased Hotels	283	283	283	283	317	481	573
Owned	1,637	2,254	2,444	2,505	2,538	2,796	2,997

19%

...and occupancy levels increasing...

Legend: FY15 | FY16 | FY17 | FY18 | FY19

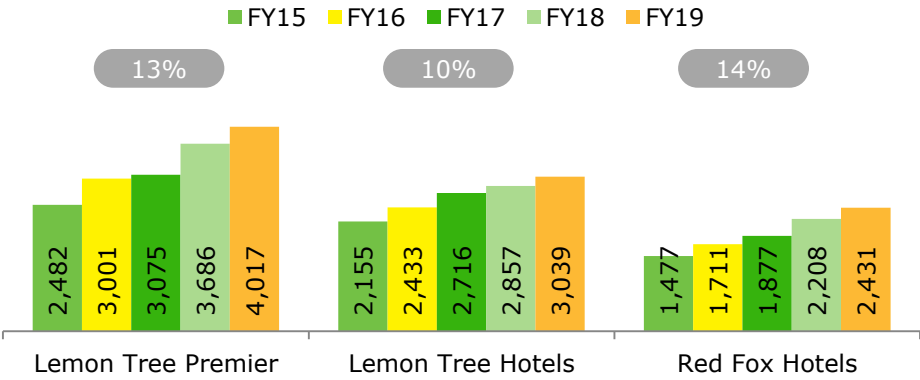|	FY15	FY16	FY17	FY18	FY19
Lemon Tree Premier	68%	78%	75%	77%	78%
Lemon Tree Hotels	68%	73%	77%	74%	74%
Red Fox Hotels	68%	75%	79%	77%	78%
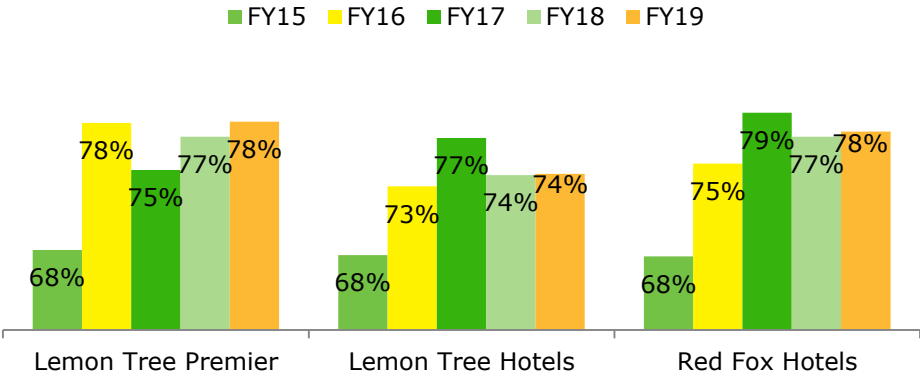
Note: Drop in occupancy levels is on account of new owned/leased supply addition by Lemon Tree in FY18
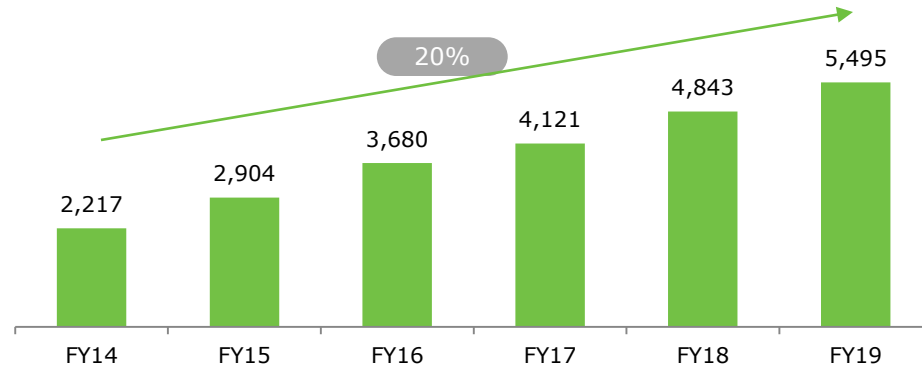
...coupled with increasing ADR...

Legend: FY15 | FY16 | FY17 | FY18 | FY19

	FY15	FY16	FY17	FY18	FY19	Growth
Lemon Tree Premier	3,635	3,834	4,123	4,773	5,126	10%
Lemon Tree Hotels	3,175	3,321	3,522	3,848	4,088	7%
Red Fox Hotels	2,179	2,278	2,372	2,860	3,131	9%

...leading to a RevPAR growth

Legend: FY15 | FY16 | FY17 | FY18 | FY19

	FY15	FY16	FY17	FY18	FY19	Growth
Lemon Tree Premier	2,482	3,001	3,075	3,686	4,017	13%
Lemon Tree Hotels	2,155	2,433	2,716	2,857	3,039	10%
Red Fox Hotels	1,477	1,711	1,877	2,208	2,431	14%

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Strong Growth and improving margins

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

Revenue from operations (Rs. million)
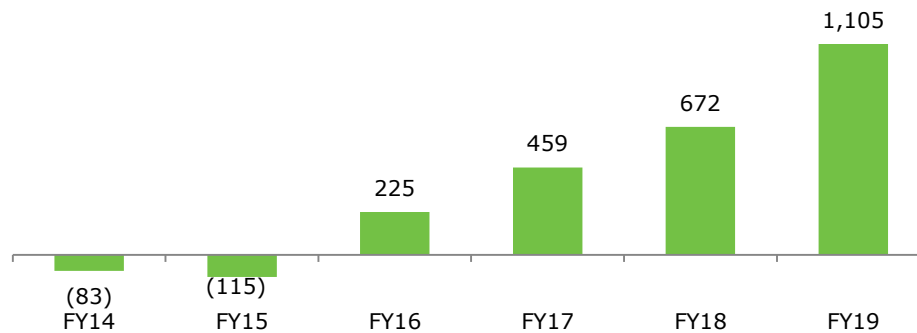
20%

- FY14: 2,217
- FY15: 2,904
- FY16: 3,680
- FY17: 4,121
- FY18: 4,843
- FY19: 5,495

...coupled with increasing EBITDA margins

EBITDA & EBITDA margins

- FY14: 246 — 11.0%
- FY15: 519 — 17.8%
- FY16: 1,033 — 27.9%
- FY17: 1,247 — 29.7%
- FY18: 1,440 — 29.2%
- FY19: 1,787 — 31.9%
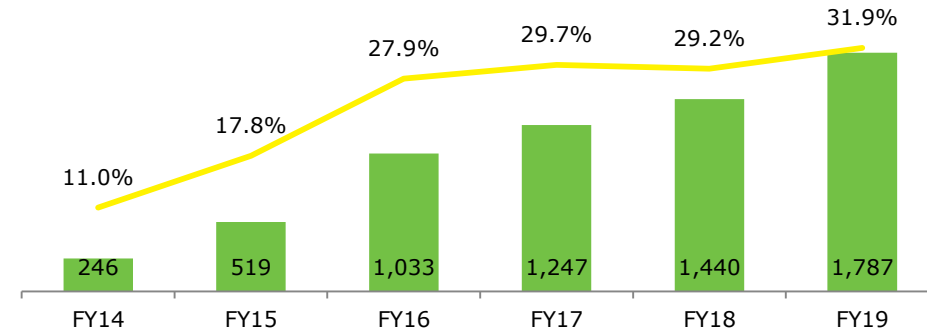
Increasing cash profit* growth

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

- FY14: (83)
- FY15: (115)
- FY16: 225
- FY17: 459
- FY18: 672
- FY19: 1,105

Gearing low

Debt/Equity

- FY14: 0.51
- FY15: 0.46
- FY16: 0.50
- FY17: 0.65
- FY18: 0.81
- FY19: 0.91

Note: FY14, FY15 and FY16 figures are from Lemon Tree Prospectus. FY17, FY18 and FY19figures are from audited balance sheet.

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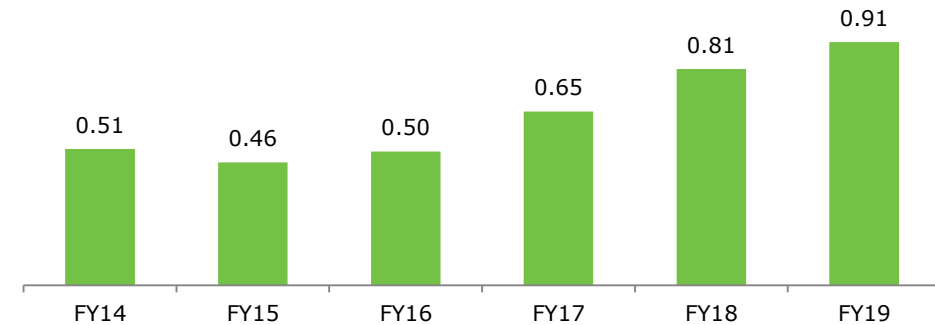
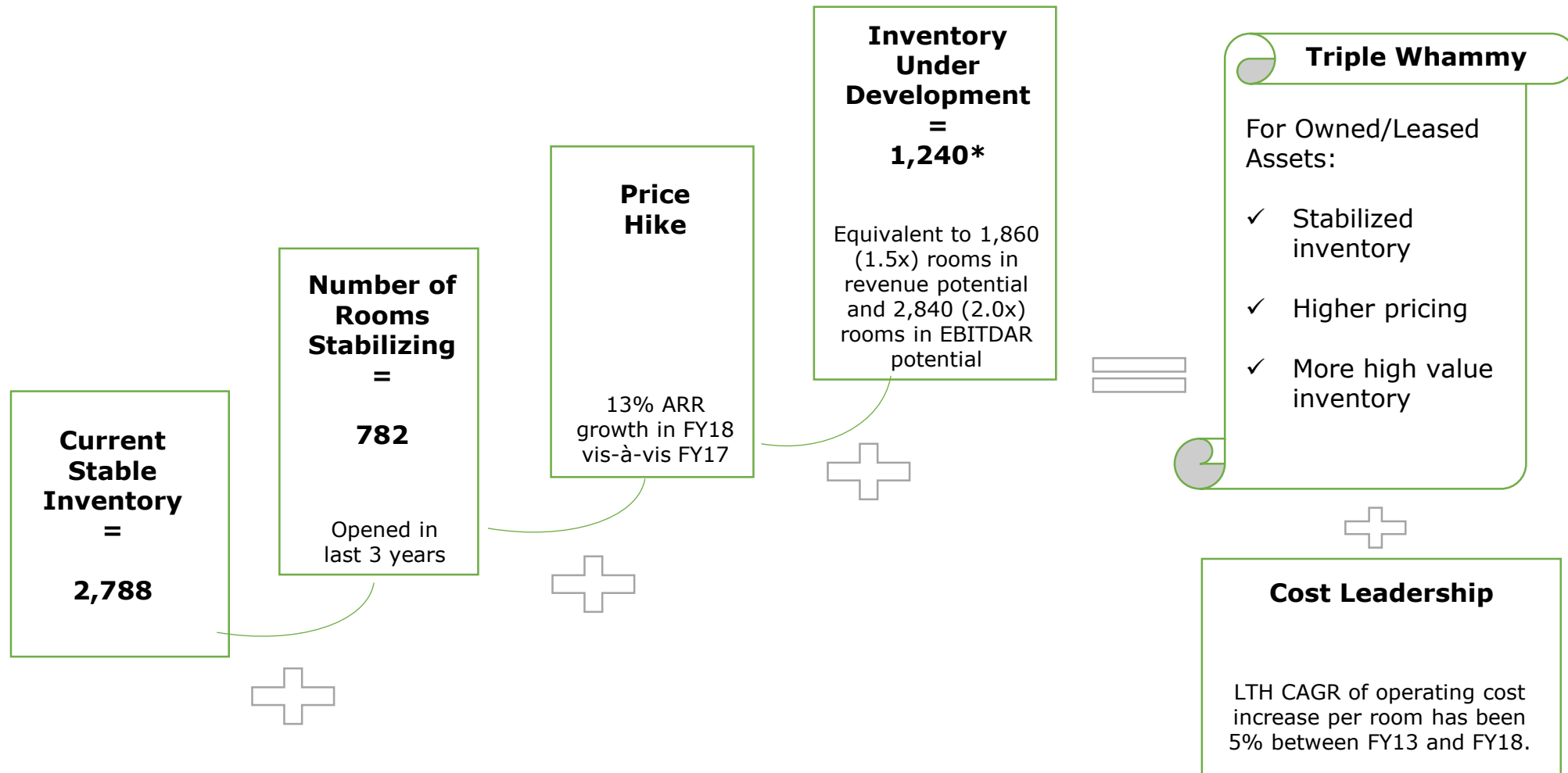| Parameters	Financial year	Adult Hotels (Stable - older than 3 years)	Toddler Hotels (Stabilizing - between 1-3 years old)	Infant Hotels (New - less than 1 year old)	Under-development hotels
Hotels[1]	FY19	21	7	2	5
	FY18	21	3	4	
Operating Rooms (year-end)	FY19	2,727	551	292	1,240
	FY18	2,727	128	422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

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
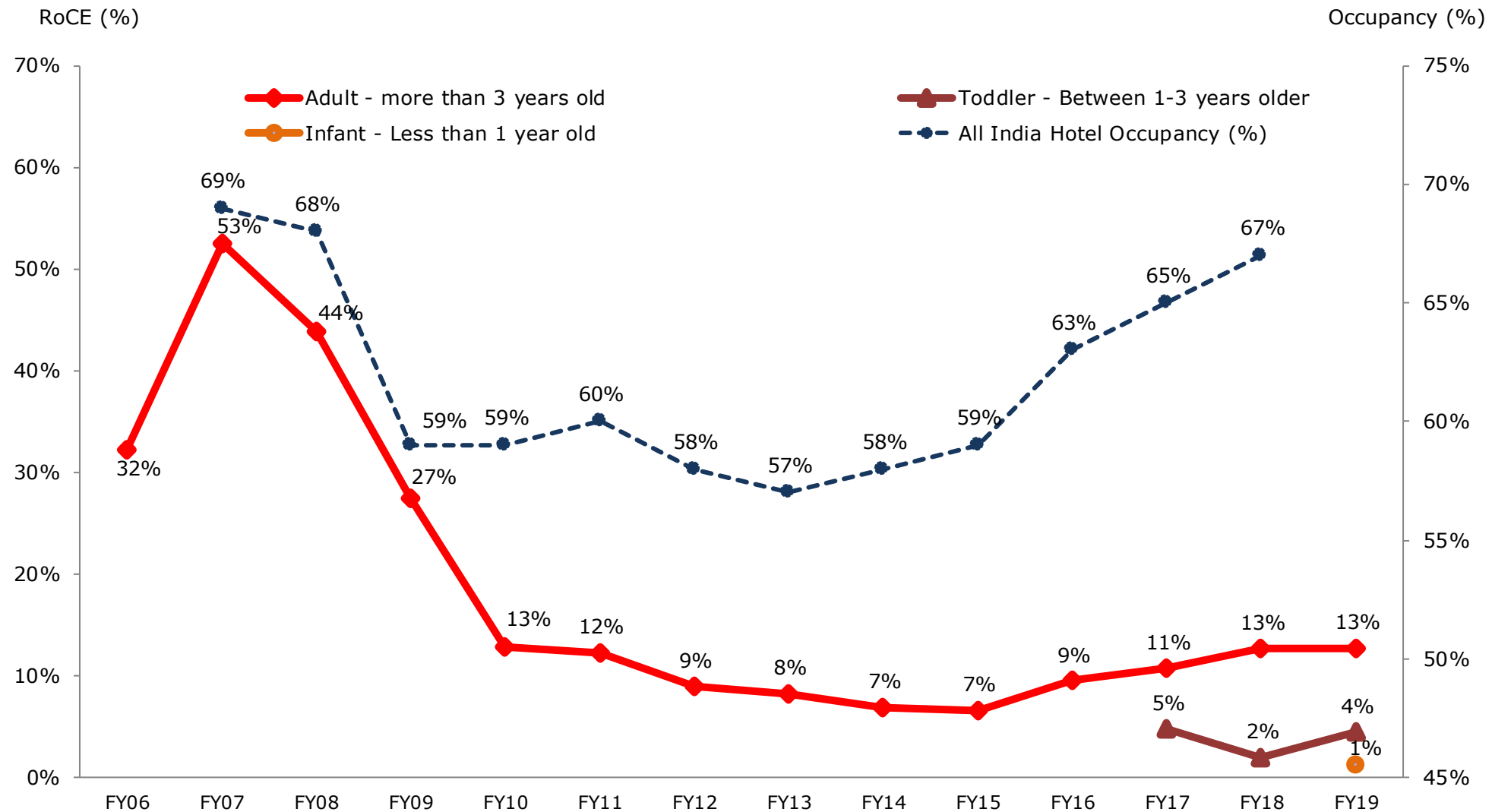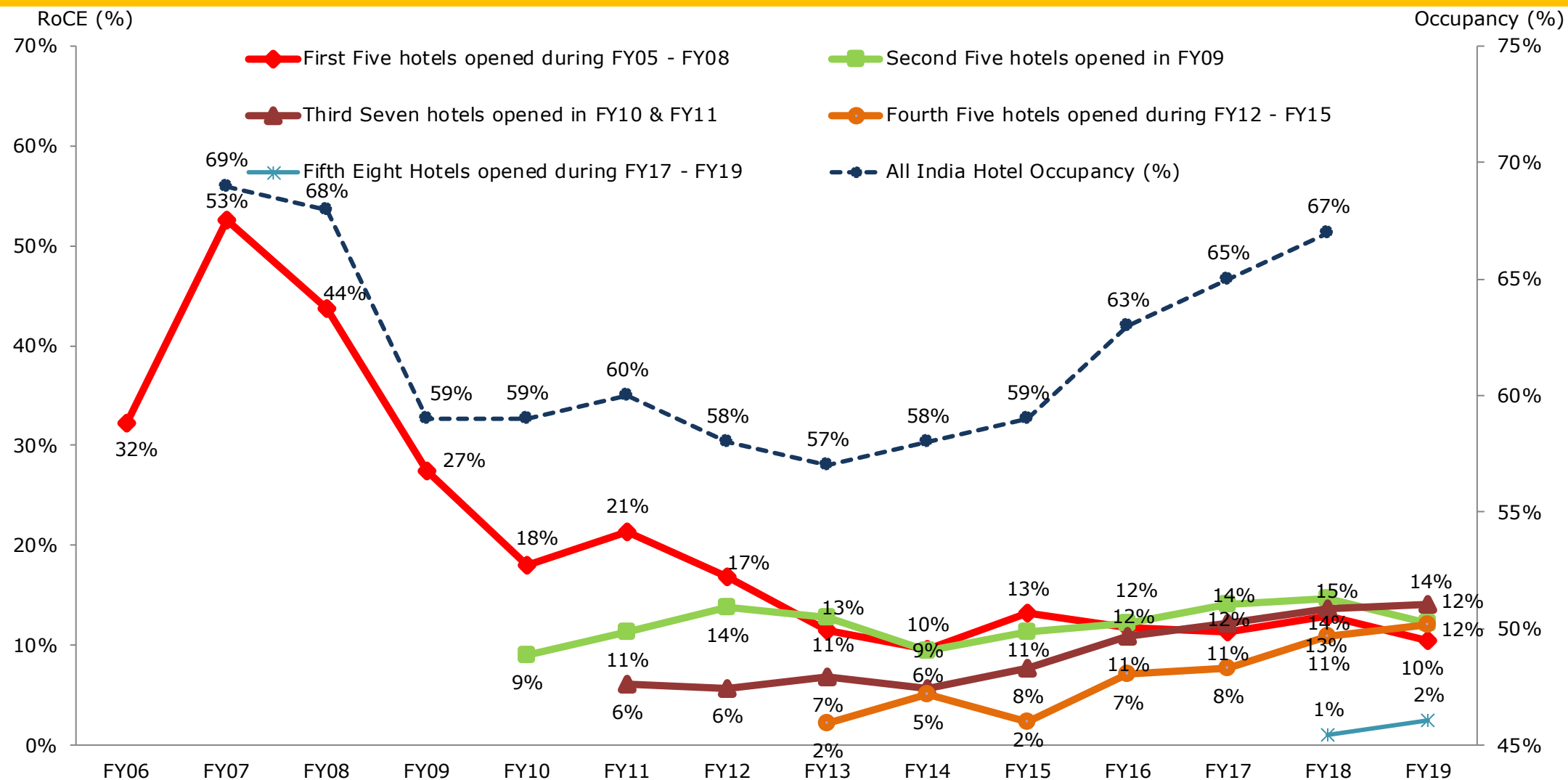
** Post stabilization.*

Key levers to drive better results

Current Stable Inventory = 2,788

Number of Rooms Stabilizing = 782

Opened in last 3 years

Price Hike

13% ARR growth in FY18 vis-à-vis FY17

Inventory Under Development = 1,240*

Equivalent to 1,860 (1.5x) rooms in revenue potential and 2,840 (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 FY18.

* Of these 1,240 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 ageing

RoCE (%)

Occupancy (%)

Legend:
- **Adult - more than 3 years old** (red solid line)
- **Toddler - Between 1-3 years older** (dark red solid line)
- **Infant - Less than 1 year old** (orange)
- **All India Hotel Occupancy (%)** (blue dashed line)

Adult RoCE values: FY06: 32%, FY07: 53%, FY08: 44%, FY09: 27%, FY10: 13%, FY11: 12%, FY12: 9%, FY13: 8%, FY14: 7%, FY15: 7%, FY16: 9%, FY17: 11%, FY18: 13%, FY19: 13%

All India Hotel Occupancy: FY07: 69%, FY08: 68%, FY09: 59%, FY10: 59%, FY11: 60%, FY12: 58%, FY13: 57%, FY14: 58%, FY15: 59%, FY16: 63%, FY17: 65%, FY18: 67%

Toddler: FY17: 5%, FY18: 2%, FY19: 4%

Infant: FY19: 1%

X-axis: FY06, FY07, FY08, FY09, FY10, FY11, FY12, FY13, FY14, FY15, FY16, FY17, FY18, FY19

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.

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Lemon Tree Hotels RoCE : Hotel Buckets by opening

RoCE (%)   Occupancy (%)

Legend:
- First Five hotels opened during FY05 - FY08
- Second Five hotels opened in FY09
- Third Seven hotels opened in FY10 & FY11
- Fourth Five hotels opened during FY12 - FY15
- Fifth Eight Hotels opened during FY17 - FY19
- All India Hotel Occupancy (%)

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.

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Shareholding structure

Note: Shareholding as on 17th May, 2019
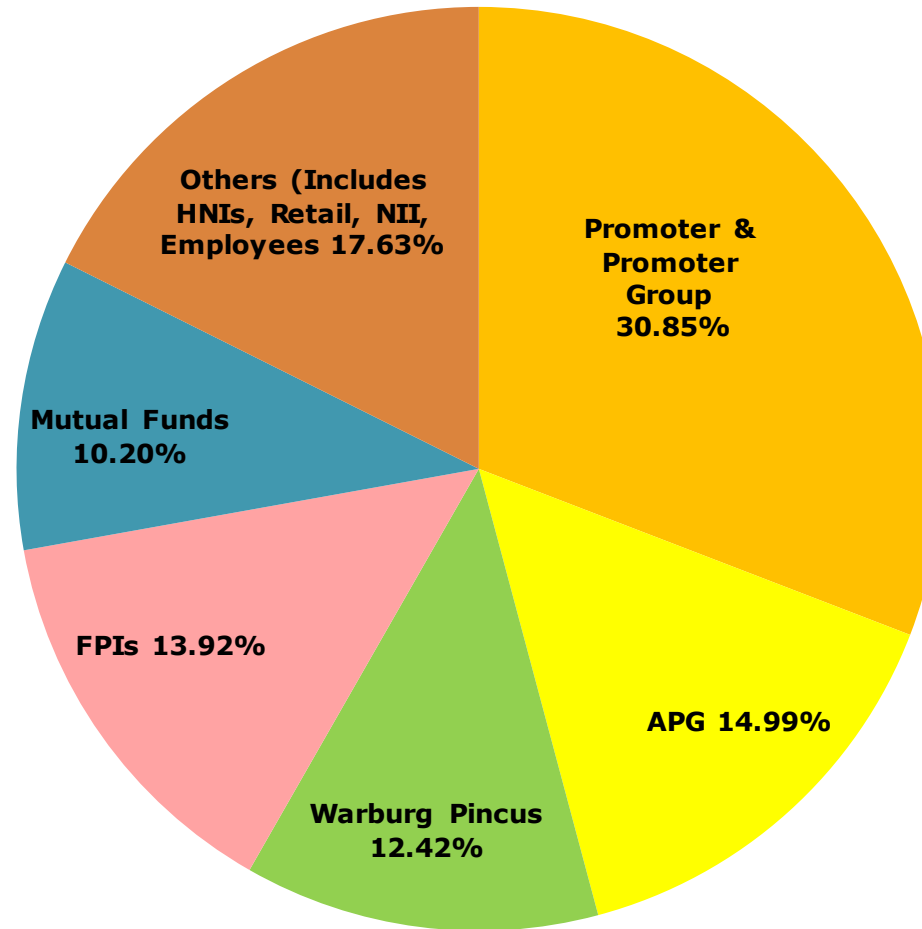
Recognition and awards through the years

- ❖ **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
- ❖ National Award for Empowerment of Persons with Disabilities – 2011, 2012 and 2016
- ❖ Received the **5th IGBC Green Champion** award under the category "**Organization Leading the Green Building Movement in India (Commercial)**"
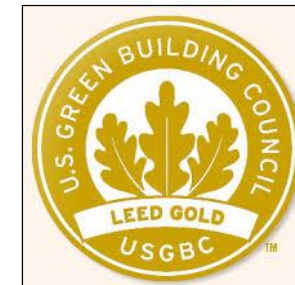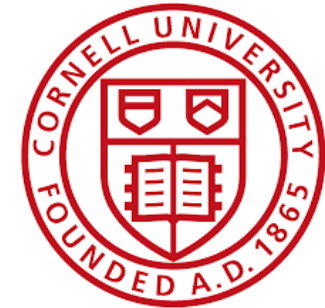
Committed to Employees, Environment and Community with socially inclusive work ethos

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 it 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.

Employees With Disabilities (EWDs)		Employees with Economic, Educational or Social Impairment	
Speech and Hearing Impaired	Down Syndrome		Low Literacy
Orthopedic Challenged	Autism	Below Poverty Line	Widows/ Divorcees/ Abandoned/ Battered
Low Vision	Acid Survivor	Socially Backward	

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

Lemon Tree Premier – Mumbai (Andheri)

Note: Hotel is expected to have 303 rooms and expected month of opening is June-2019.
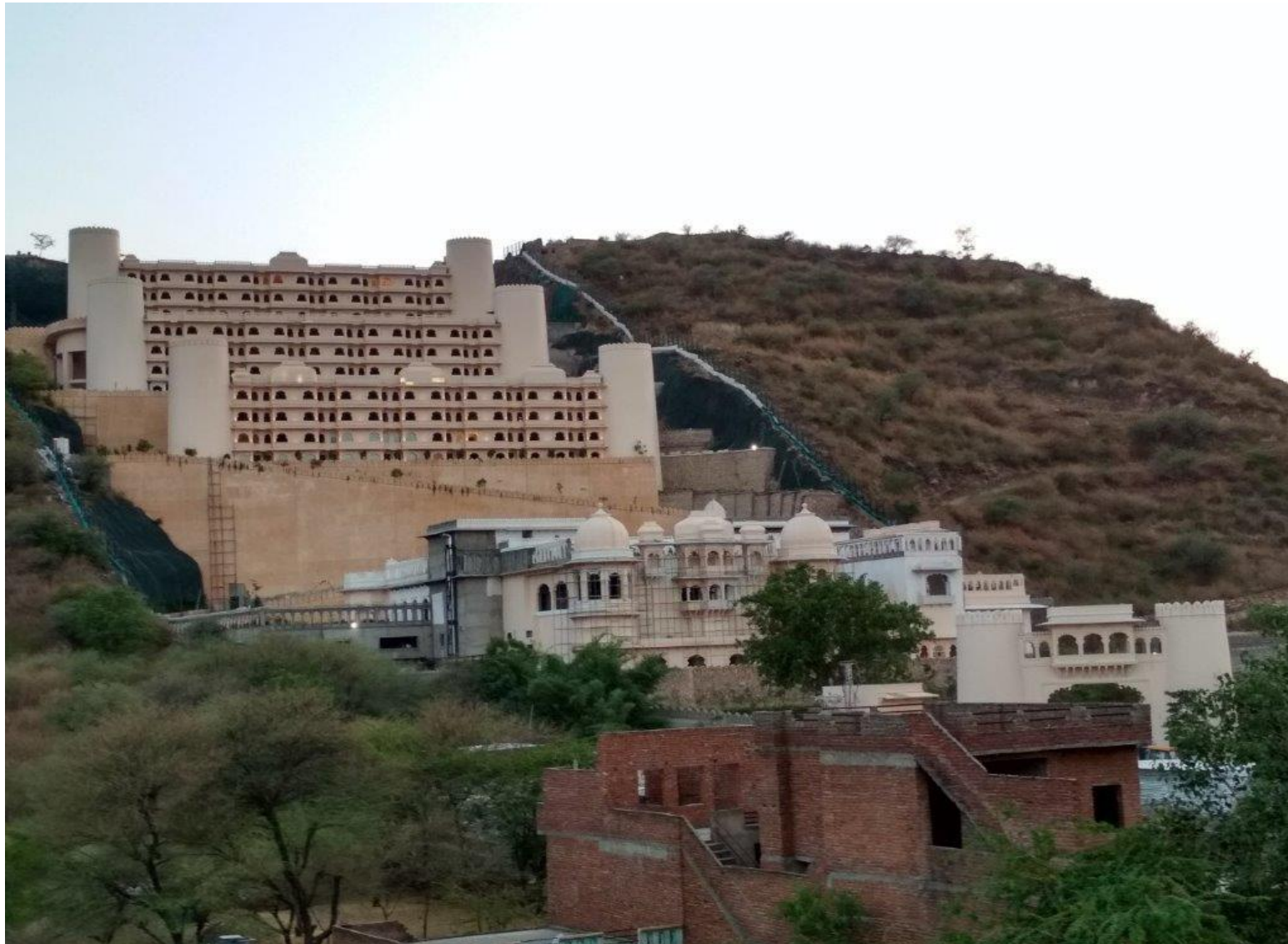
Lemon Tree Premier – Mumbai (Andheri)

Note: Hotel is expected to have 303 rooms and expected month of opening is June-2019.

Lemon Tree Premier – Mumbai (Andheri)

Note: Hotel is expected to have 303 rooms and expected month of opening is June-2019.

Lemon Tree Premier – Mumbai (Andheri)

Note: Hotel is expected to have 303 rooms and expected month of opening is June-2019.

Aurika, Udaipur | Image Representation

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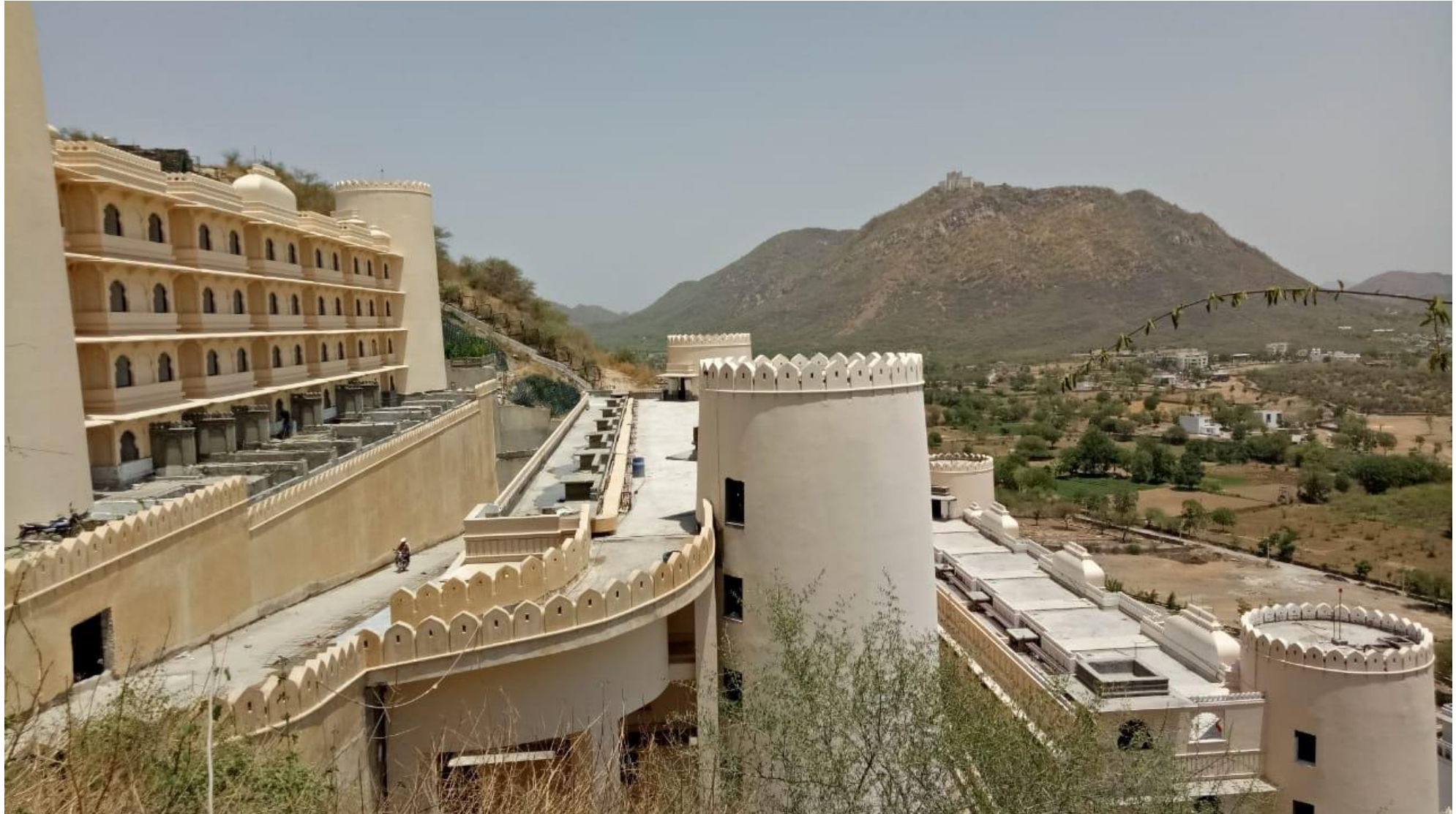
Aurika, Udaipur

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

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Aurika, Udaipur

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Aurika, Udaipur

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

lemon tree
HOTELS

Lemon Tree Premier – Kolkata | Image Representation

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.
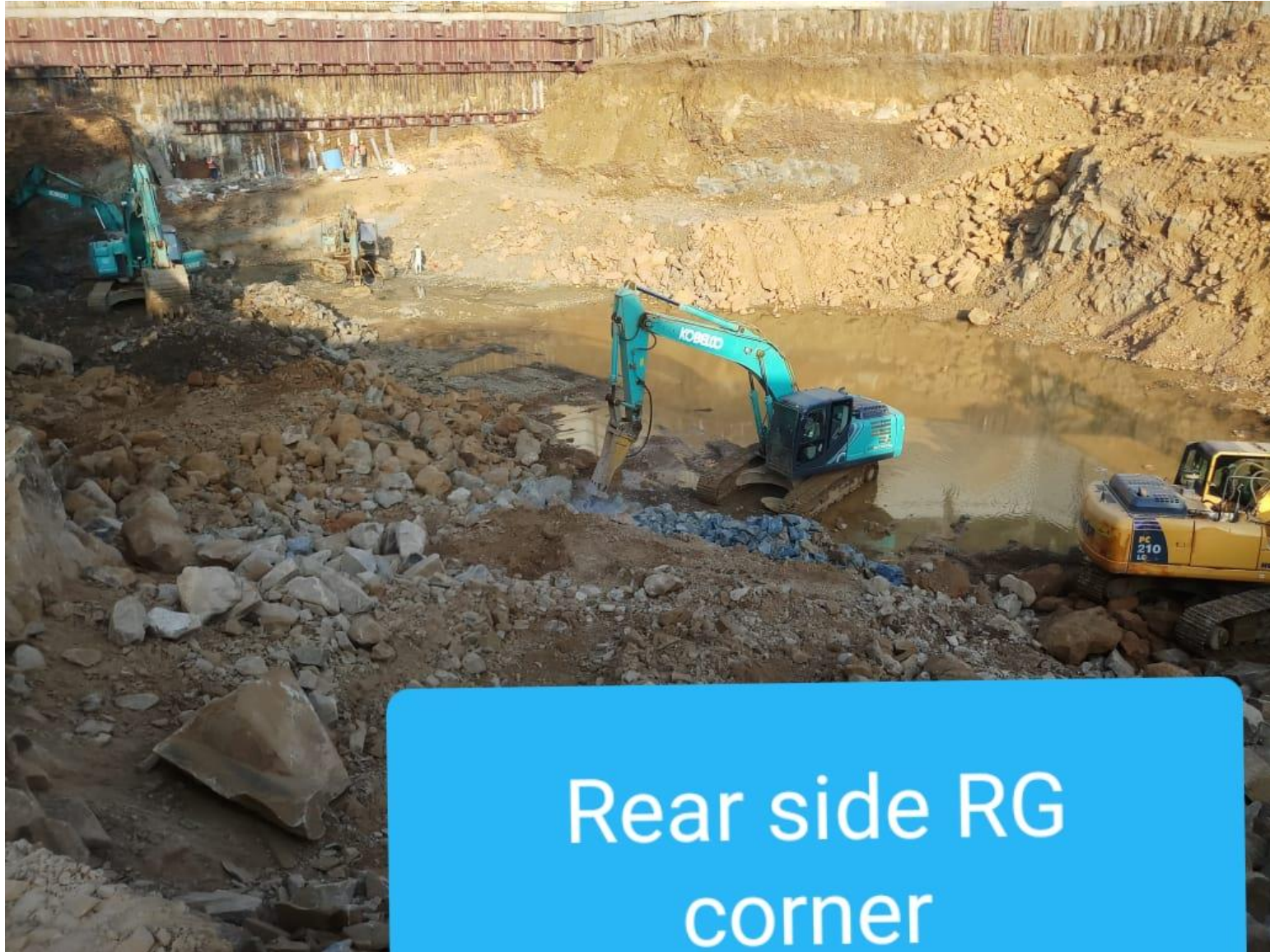
Aurika, Mumbai Airport (MIAL)

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.

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.

Aurika, Mumbai Airport (MIAL)

Rear side RG corner

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.

Lemon Tree Amarante Beach, Goa

Lemon Tree Premier, Corbett

Lemon Tree Premier, Hyderabad

Appendix

Lemon Tree Hotel, Coimbatore

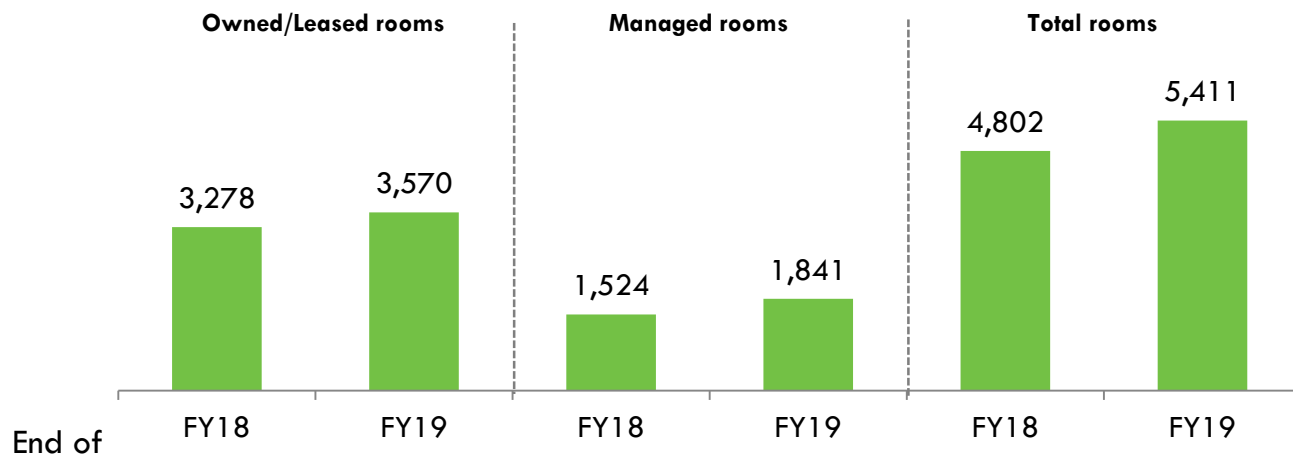

Lemon Tree Premier, City Center, Gurgaon
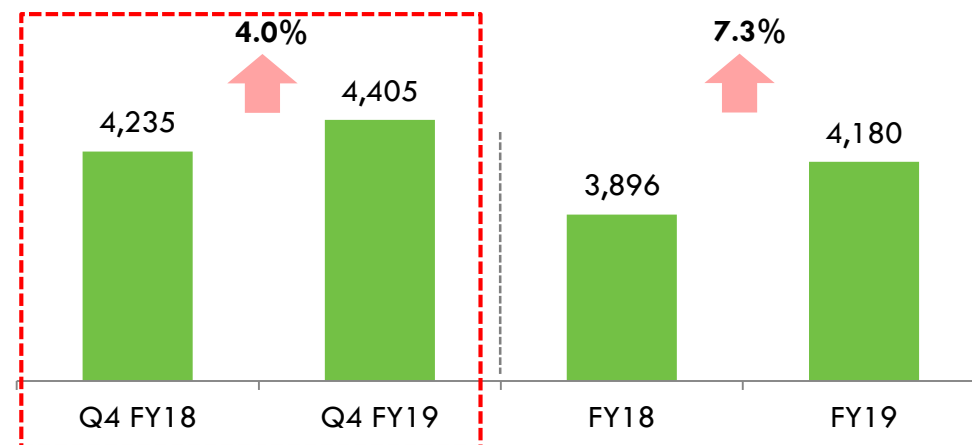

Lemon Tree Vembanad Lake, Alleppey, Kerela

Latest Performance – Q4 FY19 & FY19

Performance Highlights – Operational Metrics

Operational Inventory

Owned/Leased rooms

- FY18: 3,278
- FY19: 3,570

Managed rooms

- FY18: 1,524
- FY19: 1,841

Total rooms

- FY18: 4,802
- FY19: 5,411

End of

Average Daily Rate (Rs.)

- Q4 FY18: 4,235
- Q4 FY19: 4,405 (**4.0%**)
- FY18: 3,896
- FY19: 4,180 (**7.3%**)

Occupancy (%)

- Q4 FY18: 77.2%
- Q4 FY19: 77.6% (**32 bps**)
- FY18: 75.9%
- FY19: 76.3% (**48 bps**)

RevPAR (Rs.)

- Q4 FY18: 3,271
- Q4 FY19: 3,416 (**4.4%**)
- FY18: 2,955
- FY19: 3,190 (**8.0%**)
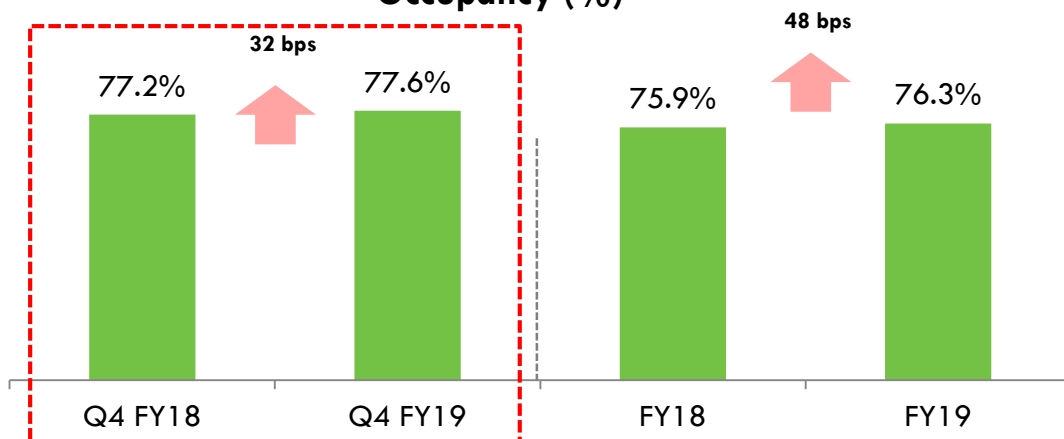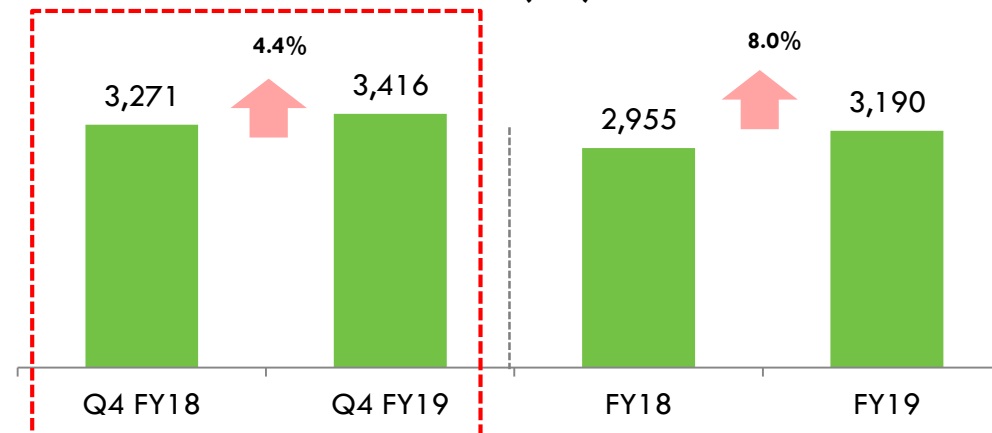
Note: ADR, Occupancy and RevPAR are for our owned and leased hotels only.

Performance Highlights – Financial Metrics (Consolidated)

Total Income (Rs. million)

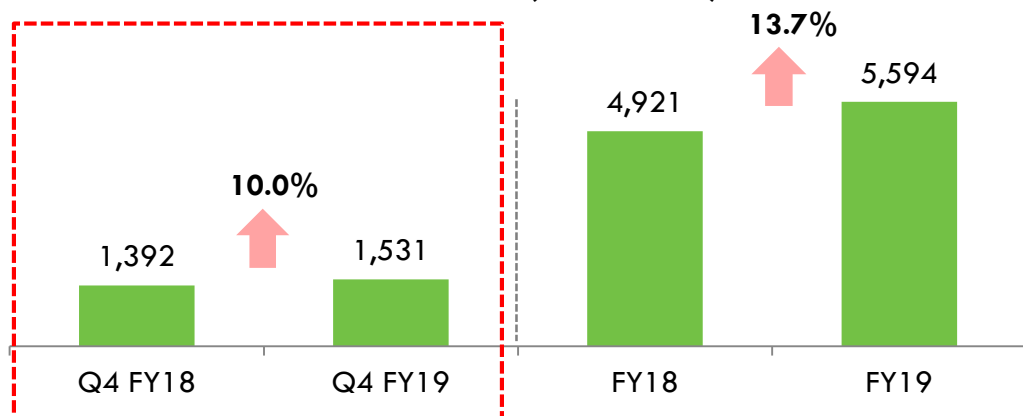|	Q4 FY18	Q4 FY19	FY18	FY19
Value	1,392	1,531	4,921	5,594
Growth	10.0%		13.7%	

EBITDA (Rs. million)

	Q4 FY18	Q4 FY19	FY18	FY19
Value	454	515	1,440	1,787
Growth	13.4%		24.1%	

Cash profit (PAT + Depreciation, Rs. million)

	Q4 FY18	Q4 FY19	FY18	FY19
Value	245	480	672	1,105
Growth	96%		64%	
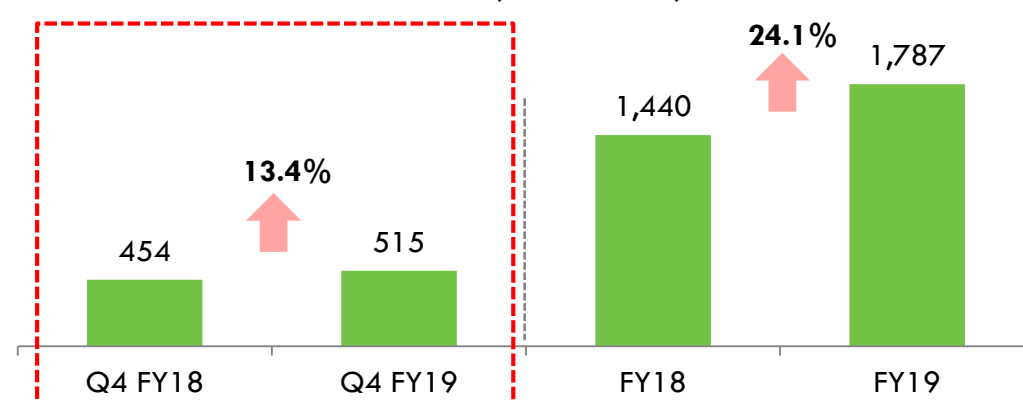
PAT (Rs. million)

	Q4 FY18	Q4 FY19	FY18	FY19
Value	117	337	146	564
Growth	188%		287%	
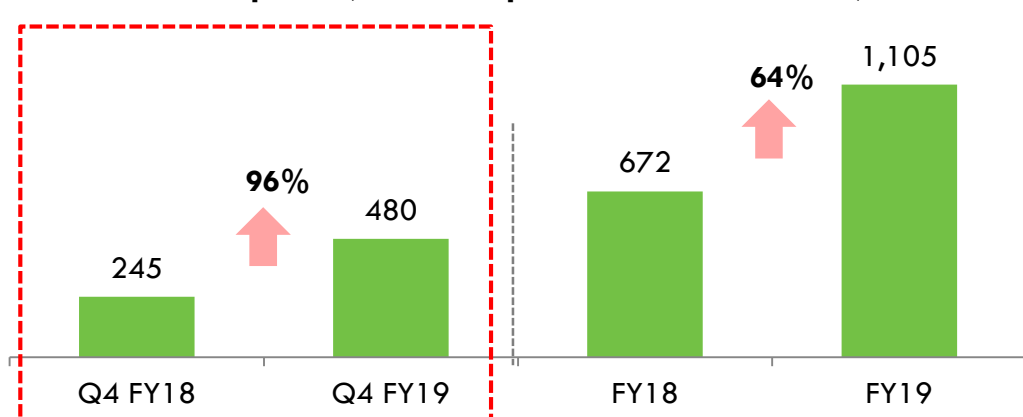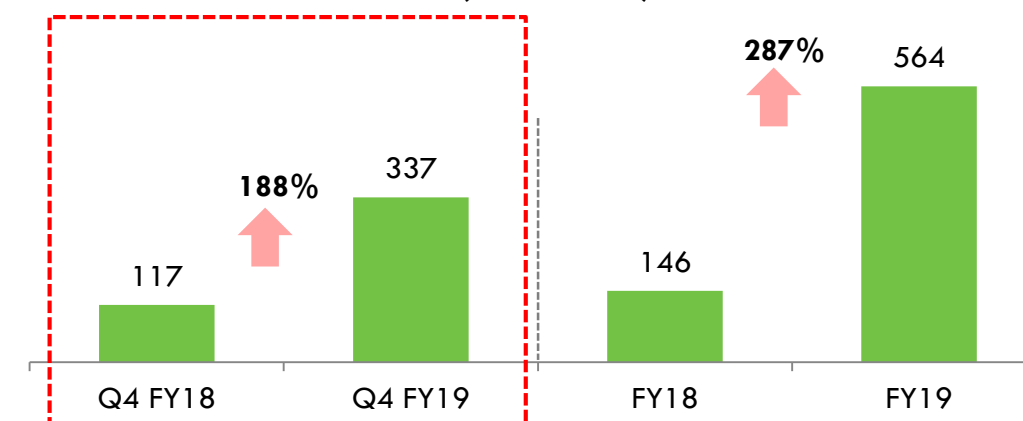
Profit & Loss Statement (Consolidated)

Rs. millions	Q4 FY18	Q4 FY19	Change (%)	FY18	FY19	Change (%)
Revenue from operations	1,320	1,505	14.0%	4,843	5,495	13.5%
Other income	72	26	-64.5%	78	99	27.2%
Total income	**1,392**	**1,531**	**10.0%**	**4,921**	**5,594**	**13.7%**
Cost of F&B consumed	115	134	16.9%	436	498	14.3%
Employee benefit expenses	296	319	7.6%	1,096	1,205	10.0%
Other expenses	527	564	6.9%	1,949	2,104	7.9%
Total expenses	**938**	**1,016**	**8.3%**	**3,481**	**3,807**	**9.4%**
EBITDA	**454**	**515**	**13.4%**	**1,440**	**1,787**	**24.1%**
EBITDA margin (%)	**32.6%**	**33.6%**	**100 bps**	**29.2%**	**31.9%**	**268 bps**
Finance costs	201	238	18.6%	784	847	8.1%
Depreciation & amortization	128	143	12.0%	526	541	2.8%
PBT	**131**	**143**	**9.1%**	**183**	**453**	**146.9%**
Tax expense	13	(194)	-	38	(111)	-
PAT	**117**	**337**	**188.0%**	**146**	**564**	**287.4%**
Cash Profit	**245**	**480**	**95.9%**	**672**	**1,105**	**64.5%**

Balance Sheet Snapshot (Consolidated)

Rs. million	FY18	FY19
Shareholder's Funds	8,148	8,750
Non-controlling interests	4,286	4,322
Total Shareholder's equity	**12,435**	**13,072**
Total Debt	10,110	12,042
Other Non-current liabilities	344	380
Other Current liabilities	1,693	2,224
Total Equity & Liabilities	**24,582**	**27,718**
Non-current assets	23,200	25,752
Current assets	1,382	1,966
Total Assets	**24,582**	**27,718**
Debt to Equity (x)	**0.81**	**0.92**
Average cost of borrowing (%)	**9.53%**	**9.40%**

Operational Performance by Brands – FY19 vs. FY18

Q4 FY19 vs. Q4 FY18

Parameters	Occupancy Rate (%)			Average Daily Rate (Rs.)			Hotel level EBITDAR^2/room (Rs. million)			Hotel level EBITDAR^2 Margin		
By Brand	Q4 FY19	Q4 FY18	Change (bps)	Q4 FY19	Q4 FY18	Change (%)	Q4 FY19	Q4 FY18	Change (%)	Q4 FY19	Q4 FY18	Change (bps)
Lemon Tree Premier	84.2%	78.1%	614	5,383	5,178	4.0%	0.26	0.22	19.6%	47.4%	43.3%	412
Lemon Tree Hotels	77.3%	74.2%	305	4,364	4,246	2.3%	0.17	0.13	34.1%	41.0%	34.0%	696
Red Fox Hotels	83.3%	82.1%	118	3,269	3,086	5.9%	0.14	0.11	27.1%	47.8%	40.5%	731

FY19 vs. FY18

Parameters	Occupancy Rate (%)			Average Daily Rate (Rs.)			Hotel level EBITDAR^2/room (Rs. million)			Hotel level EBITDAR^2 Margin		
By Brand	FY19	FY18	Change (bps)	FY19	FY18	Change (%)	FY19	FY18	Change (%)	FY19	FY18	Change (bps)
Lemon Tree Premier	81.4%	77.2%	414	5,131	4,773	7.5%	1.00	0.88	13.2%	47.4%	46.2%	120
Lemon Tree Hotels	74.3%	74.2%	8	4,088	3,848	6.2%	0.58	0.51	13.4%	37.3%	36.0%	126
Red Fox Hotels	79.6%	77.2%	239	3,128	2,860	9.4%	0.51	0.43	20.2%	47.1%	44.9%	224

Note:
1) These performance results do not include LTP Pune and RFH Dehradun

Operational Performance by Region – FY19 vs. FY18

Q4 FY19 vs. Q4 FY18

Parameters	Occupancy Rate (%)			Average Daily Rate (Rs.)			Hotel level EBITDAR[2]/room (Rs. million)			Hotel level EBITDAR[2] Margin		
By Brand	Q4 FY19	Q4 FY18	Change (bps)	Q4 FY19	Q4 FY18	Change (%)	Q4 FY19	Q4 FY18	Change (%)	Q4 FY19	Q4 FY18	Change (bps)
Delhi	86.8%	86.8%	2	4,901	4,567	7.3%	0.24	0.21	18.0%	46.5%	42.3%	425
Gurugram	79.2%	73.9%	534	4,272	4,134	3.3%	0.18	0.09	92.2%	39.3%	24.9%	1,446
Hyderabad	83.1%	74.6%	849	4,178	3,924	6.5%	0.20	0.14	41.4%	47.8%	40.4%	741
Bengaluru	79.2%	75.3%	389	4,770	4,403	8.3%	0.22	0.18	21.1%	48.7%	43.4%	530

FY19 vs. FY18

Parameters	Occupancy Rate (%)			Average Daily Rate (Rs.)			Hotel level EBITDAR[2]/room (Rs. million)			Hotel level EBITDAR[2] Margin		
By Brand	FY19	FY18	Change (bps)	FY19	FY18	Change (%)	FY19	FY18	Change (%)	FY19	FY18	Change (bps)
Delhi	84.2%	83.7%	54	4,591	4,091	12.2%	0.90	0.76	18.0%	46.4%	44.0%	238
Gurugram	74.8%	70.2%	462	4,182	3,940	6.1%	0.57	0.35	60.0%	34.6%	26.2%	841
Hyderabad	81.0%	75.4%	557	4,000	3,695	8.3%	0.79	0.64	22.2%	49.3%	48.1%	118
Bengaluru	79.1%	77.2%	197	4,414	4,020	9.8%	0.81	0.75	8.1%	46.8%	46.6%	20

Expansion Plans – Hotels under Development

Under-development hotels	Type	Rooms	Expected Opening date	Ownership (%)
Lemon Tree Premier, Andheri (East), Mumbai	Owned	303	June-19	100.00%
Lemon Tree Premier, Kolkata	Owned	142	Oct-19	57.98%
Lemon Tree Premier, Udaipur	Owned	139	Oct-19	57.98%
Lemon Tree Mountain Resort, Shimla	Owned	69	Apr-21	100.00%
Lemon Tree Vembanad Lake Resort, Alleppey, Kerela[1]	Owned	10	Oct-21	100.00%
Lemon Tree Premier, Intl. Airport, Mumbai[2]	Owned	577	Nov-21	57.98%
Total		**1,240**		

* Total estimated project cost is Rs. 16,150 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 31st March, 2019 is Rs. 8,874 million

* Balance investment of Rs. 7,276 million will be deployed over the next 3 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 May 15th , 2019)

Management Contracts Pipeline	Rooms	Expected Opening date	Tenure (years)
Lemon Tree Premier, Rishikesh	66	Aug-19	12
Red Fox Hotel, Vijaywada	90	Sep-19	10
Lemon Tree Hotel, Dubai	114	Sep-19	10
Lemon Tree Hotel, Shirdi	59	Sep-19	12
Lemon Tree Hotel, BKC, Mumbai	70	Dec-19	15
Lemon Tree Hotel, Thimpu	27	Dec-19	12
Lemon Tree Premier, Dwarka	108	Dec-19	15
Red Fox Hotel, Neelkanth	80	Dec-19	12
Lemon Tree Premier, Coorg	63	Jan-20	15
Management Rooms to be Operational in FY 20	**677**		
Lemon Tree Hotel, Gulmarg	35	Apr-20	10
Lemon Tree Hotel, Jhansi	60	Apr-20	12
Lemon Tree Premier, Dindy	50	Apr-20	10
Lemon Tree Resort, Mussoorie	40	Apr-20	15
Lemon Tree Premier, Bhubaneshwar	76	Apr-20	10
Lemon Tree Hotel, Rishikesh	102	Jun-20	15
Lemon Tree Hotel, Ranthambore	60	Aug-20	10
Lemon Tree Hotel, Aligarh	68	Sep-20	12
Lemon Tree Hotel, Sonamarg	40	Sep-20	10
Serviced Suites, Manesar	260	Sep-20	10
Lemon Tree Hotel, Bokaro	70	Sep-20	10
Lemon Tree Hotel, Gwalior	104	Sep-20	12
Lemon Tree Hotel, Thimpu	38	Oct-20	10
Lemon Tree Hotel, Ludhiana	60	Dec-20	10
Lemon Tree Premier, Vijaywada	120	Mar-21	12
Management Rooms to be Operational in FY 21	**1183**		
Lemon Tree Hotel, Kathmandu	75	Apr-21	10
Lemon Tree Hotel, Trivandrum	100	Sep-21	10
Total Pipeline	**2035**		

Thank You