

Published Date:	30 May 2025	Publication:	Mint [New Delhi]
Journalist:	Varuni Khosla	Page No:	5
Circulation:	93,000		

Lemon Tree expects boost from biz travel

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Hospitality chain Lemon Tree Hotels expects a strong revenue growth this fiscal year, lifted by a rebound in business travel and expansion across its various hotel segments. The positive outlook is underpinned by rising room rates and increasing occupancy levels, the firm said.

The firm has also seen a stabilization of key assets like its 670-room Aurika Mumbai hotel, which have helped buoy its revenue.

Lemon Tree Hotels' chairman and managing director Patanjali G. Keswani, speaking exclusively to *Mint*, said the company crossed ₹100 crore in quarterly net profit for the first time in January-March 2025, driven by strong occupancies in core business hubs. With 100 new hotels in the pipeline and a push to list its Fleur Hotel subsidiary to become debt-free, Keswani said Lemon Tree is positioning itself to tap rising demand for branded hotels across India—including in the vast unorganized sub-40-room segment—as more Indian households begin to travel.

For the fiscal year ended 31 March 2025, the firm on Thursday reported a revenue from operations of ₹1,286 crore, up 20% from FY24's ₹1,071 crore. Net profit for the year rose 34% to ₹243.1 crore. "Our growth was driven across our various brands, and across the board, partly driven by occupancy and partly by average room rates. In Q4, Aurika Mumbai also stabilized and our occupancy stood at 77-78%, growing 6-7% year-on-year," he said.

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