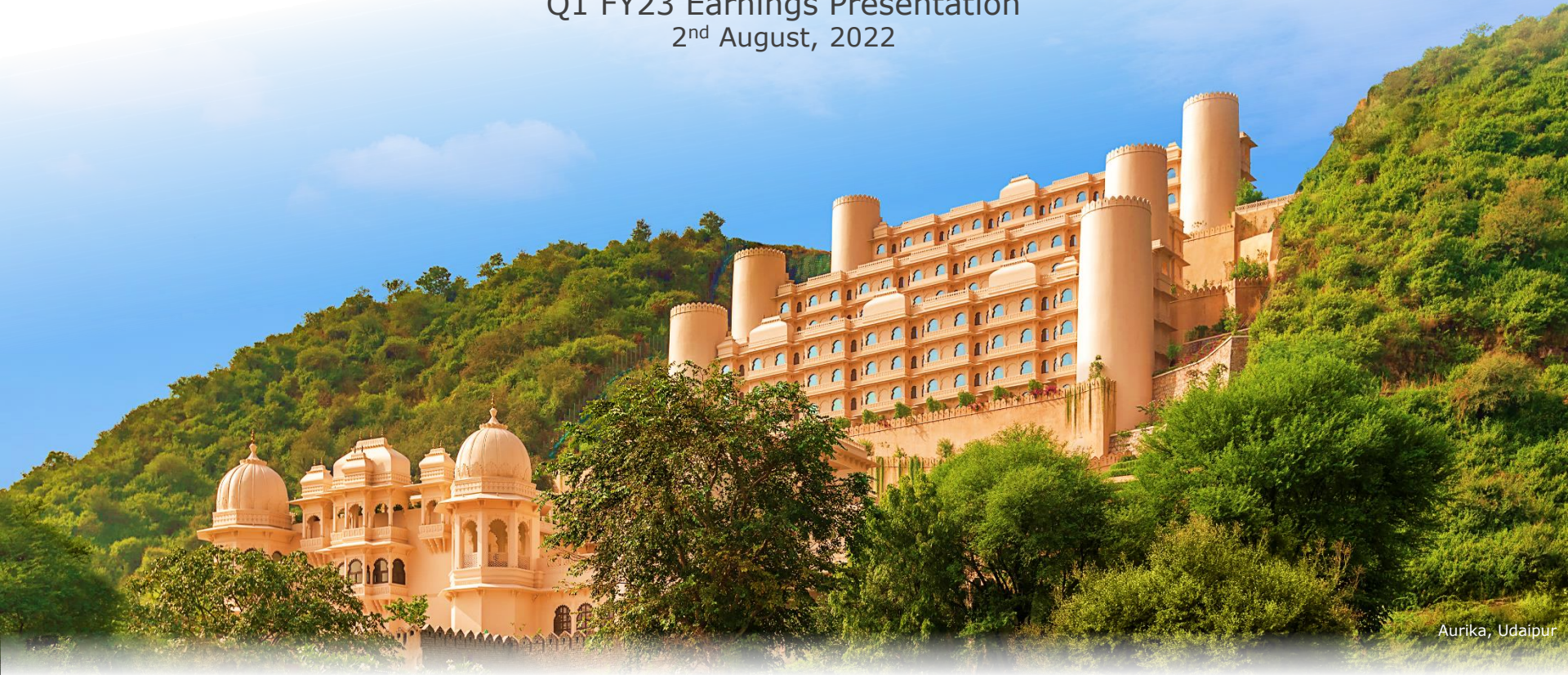


# Lemon Tree Hotels Limited

Q1 FY23 Earnings Presentation  
2<sup>nd</sup> August, 2022



Aurika, Udaipur

**aurika**  
HOTELS & RESORTS

  
**lemon tree**  
PREMIER

  
**lemon tree**  
HOTELS

  
**red fox**  
BY LEMON TREE HOTELS

  
**keys**  
PRIMA  
BY LEMON TREE HOTELS

  
**keys**  
SELECT  
BY LEMON TREE HOTELS

  
**keys**  
LITE  
BY LEMON TREE HOTELS

# 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, Mumbai

- 1 Company Overview
- 2 Chairman & Managing Director's Message
- 3 Q1 FY23 Operating Performance Trends
- 4 Q1 FY23 Financial Highlights & Results
- 5 Pipeline
- 6 Annexures



# Lemon Tree – Snapshot as on 30<sup>th</sup> June 2022

**Current (17% of Branded  
Mid Market Hotels in  
India\*)**

**Pipeline**

**By CY25**



**8,251  
rooms;  
84 hotels**



**2,424  
rooms;  
26 hotels**



**10,675  
rooms;  
110 hotels**

Brand	Current	Pipeline	By FY25
<b>Aurika Hotels &amp; Resorts</b>	194 Rooms; 2 Hotels	801 Rooms; 2 Hotels	995 Rooms; 4 Hotels
<b>Lemon Tree Premier</b>	2,514 Rooms; 18 Hotels	80 Rooms; 1 Hotel	2,594 Rooms; 19 Hotels
<b>Lemon Tree Hotels<sup>#</sup></b>	2,867 Rooms; 39 Hotels	1,360 Rooms; 19 Hotels	4,227 Rooms; 58 Hotels
<b>Red Fox by Lemon Tree Hotels</b>	1,401 Rooms; 12 Hotels	--	1,401 Rooms; 12 Hotels
<b>Keys by Lemon Tree Hotels</b>	1,275 Rooms; 13 Hotels	183 Rooms; 4 Hotels	1,458 Rooms; 17 Hotels

\*Source : Hotelivate – The Ultimate Indian Travel Hospitality Report 2019, Horwah HTL India Market Review 2018

#Includes Lemon Tree Resorts



# Chairman & Managing Director's Message

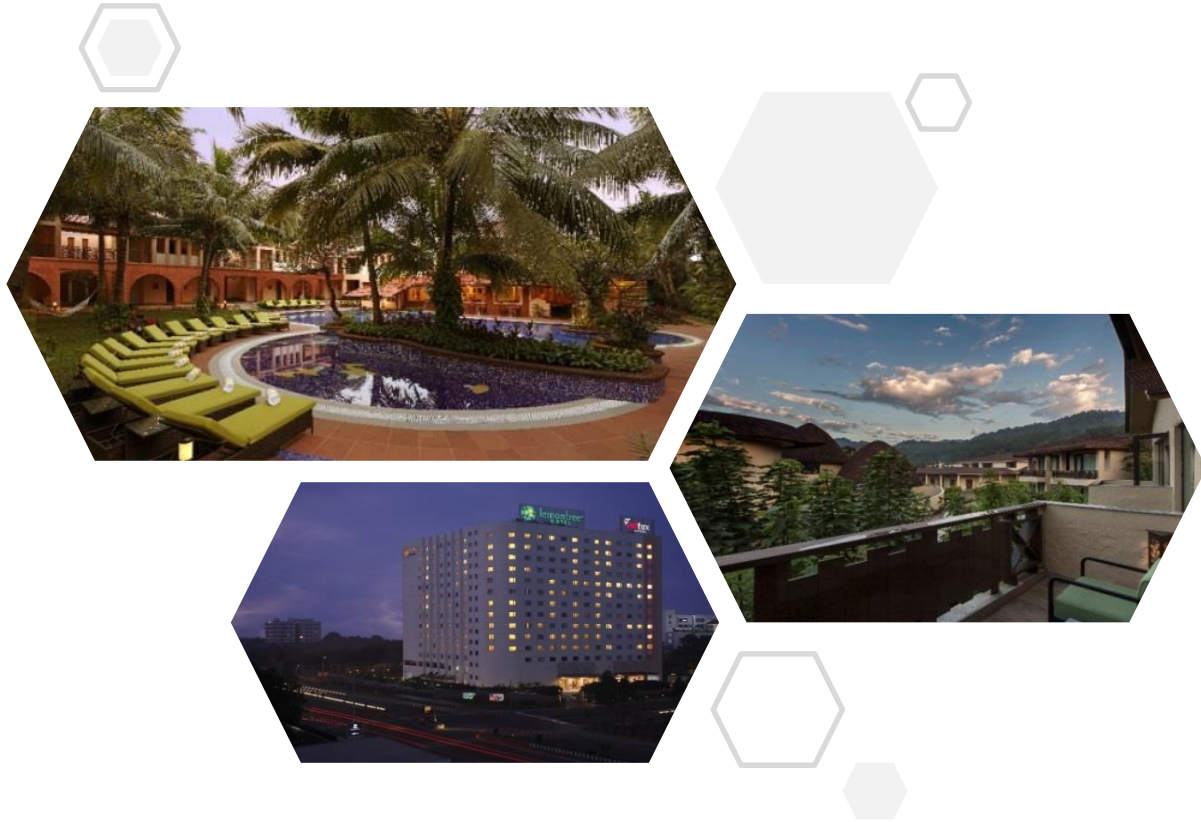


Commenting on the performance for Q1 FY23, Mr. Patanjali Keswani, Chairman & Managing Director – Lemon Tree Hotels Limited said,

"FY23 began on a strong note, bolstered by strong demand. Corporate travel increased, resulting in a recovery in our business destinations. We saw increased demand for Meetings, Incentives, Conferences, and Exhibitions, which contributed to the company's growth. The Gross ARR increased 104% YoY and 18% QoQ to Rs. 4,822, and our continued focus on cost optimization resulted in our best quarter ever in terms of EBITDA margins of 48.2%, up 4,354bps YoY and 1,320bps QoQ. As we move forward, we hope to deliver higher profit margins as operating leverage and demand outlook improve. In Q1 FY23, our occupancy stood at 65.1% on full inventory which is an increase of 3,546bps YoY and 1,894bps QoQ. Consequently, total revenue increased by 334% YoY and 51% QoQ to Rs 192.3 Cr. Our PAT in Q1 FY23 improved by Rs. 73 Cr YoY and Rs. 53 Cr QoQ.

On the operational front, we are pleased to report that we signed new hotels in Vishakhapatnam, Malad-Mumbai, Jaipur, Assam, and Kharar-Chandigarh during the quarter, as well as operationalized a Keys hotel in Tapovan, Rishikesh. Our foremost goal is to expand our portfolio through an asset-light approach in key strategic cities. Consumers are increasingly interested in leisure travel. This, combined with consumer preference for branded hotels, bodes well for organized players in the space. Furthermore, the construction of our largest hotel, Aurika, Mumbai (MIAL) is on track and is set to open by the end of CY23.

In terms of demand, we see a significant improvement in consumer sentiment. Leisure and corporate travel continue to gain traction. We anticipate that consumption will strengthen even further in the coming quarters as we continue to focus on expanding our presence across India and addressing demand across the upper-upscale, upscale, midscale, and economy segments with our portfolio of seven brands."



**Sequential  
focus:**

Apr'20 – Jun'22

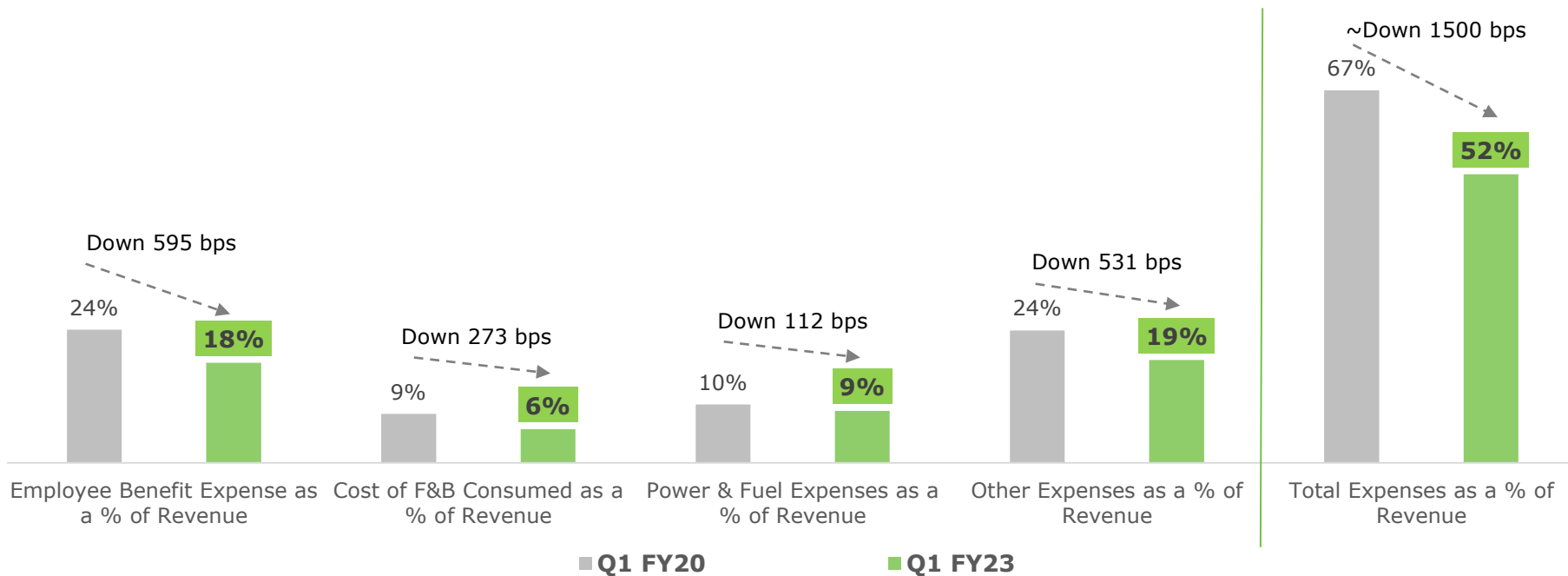
Cost  
optimization

ARR Recovery

EBITDA Margin  
expansion

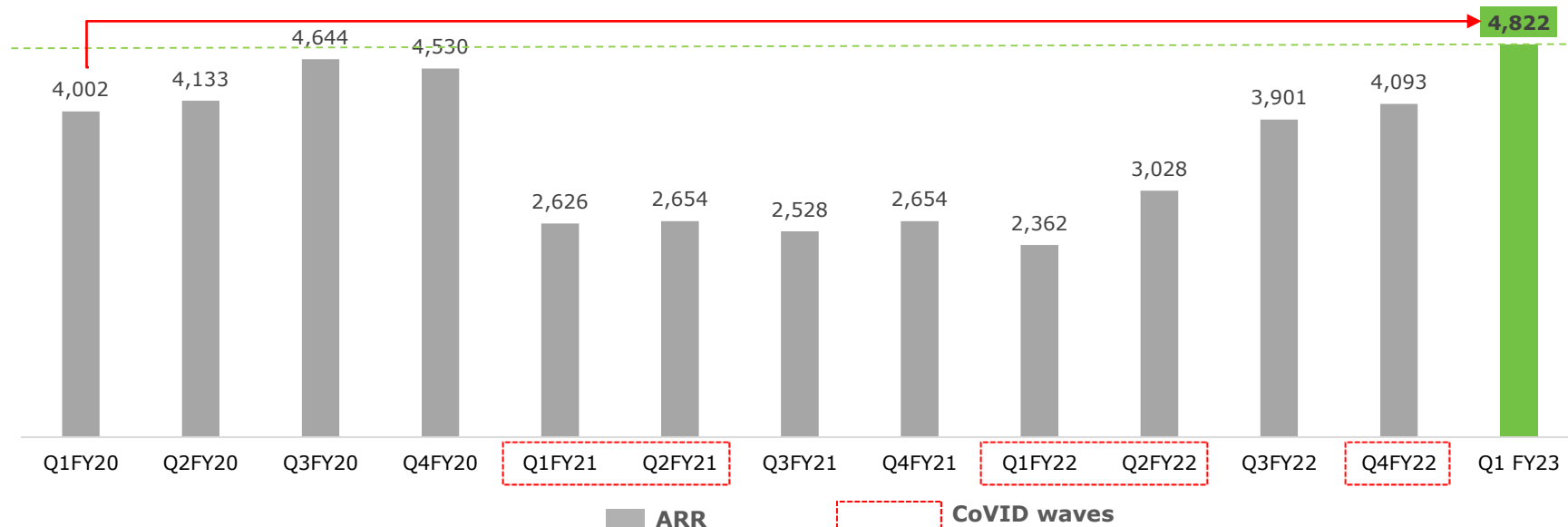
# Cost Optimization

EBITDA margin % has expanded by approx. 1500 bps (48% in Q1FY23 vs 32% in Q1FY20)



# Q-o-Q ARR Recovery

**ARR in Q1 FY23 is highest ever since listing and 20% higher than same quarter Pre-CoVID ie. Q1 FY20**



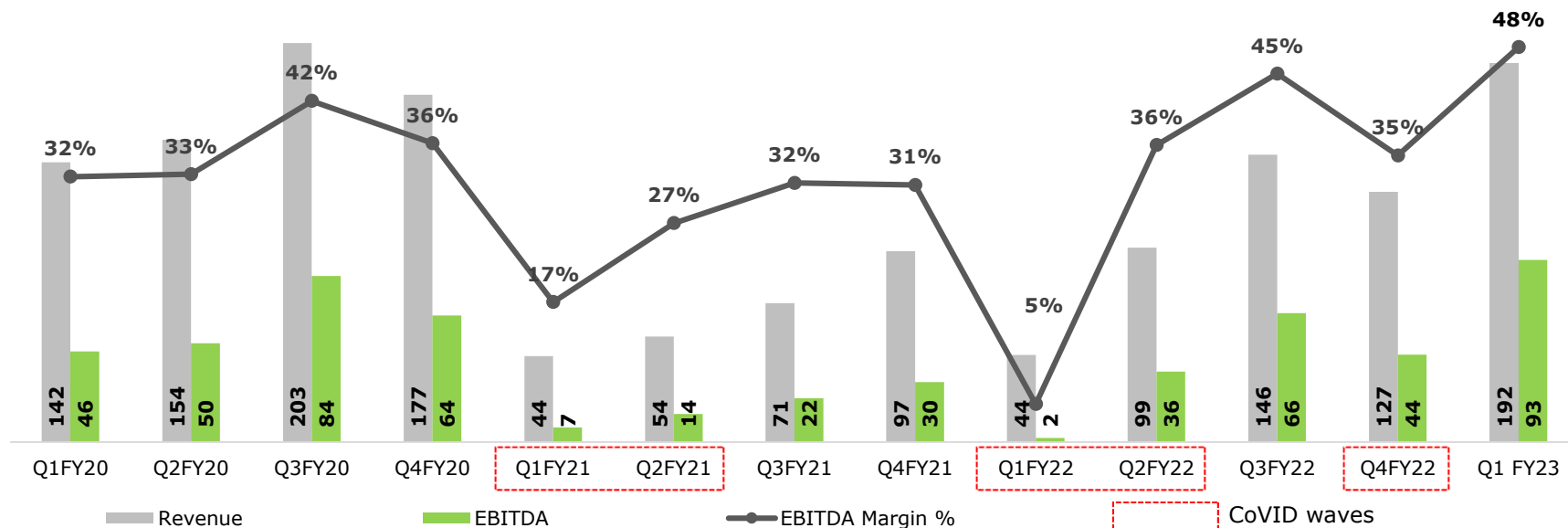
Trends for owned/leased rooms



# EBITDA Margin Expansion driven by permanent cost rationalization

Revenue (Rs. Cr) | EBITDA and EBITDA Margins (%)

Recorded highest ever EBITDA and EBITDA margin%



Notes:

Q4FY22 and Q1 FY23 EBITDA Margin% is adjusted for Stamp Duty expense of Rs. 15.3 Cr and Rs. 4.8 Cr respectively

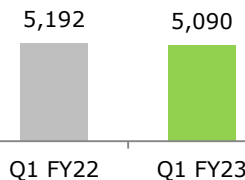


## **Q1 FY23** Operating Performance

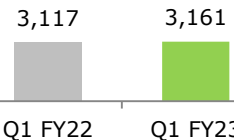
# Q1 FY23 Performance Highlights – Operational Metrics (Consolidated)

## Inventory

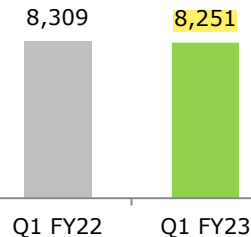
### Owned/Leased rooms



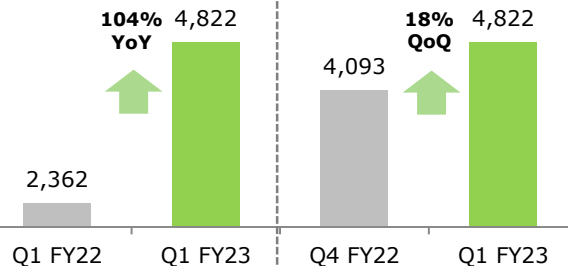
### Managed/Franchised rooms



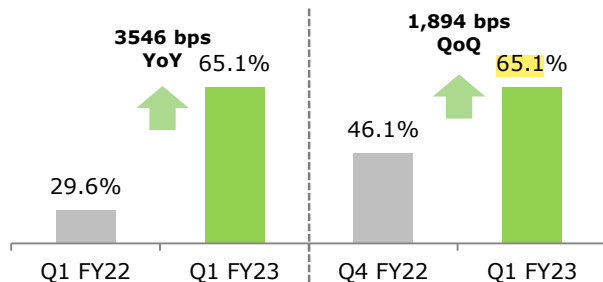
### Total rooms



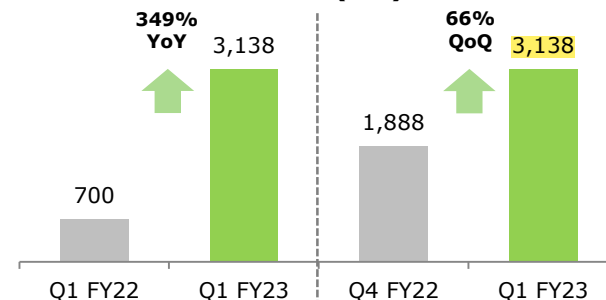
## Average Room Rate (Rs.)



## Occupancy (%)



## RevPAR (Rs.)

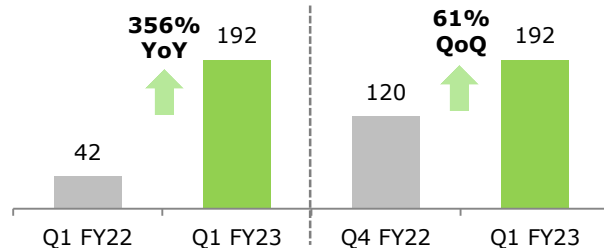


Trends for owned/leased rooms

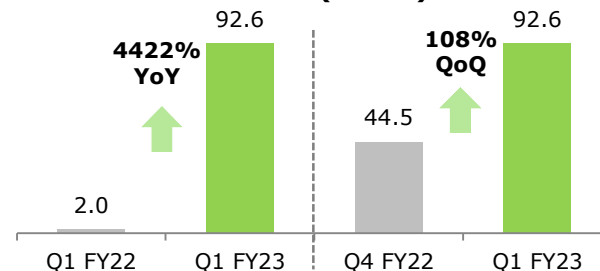
Notes: ARR, Occupancy and RevPAR are for our owned and leased hotels only

# Q1 FY23 Performance Highlights – Financial Metrics (Consolidated)

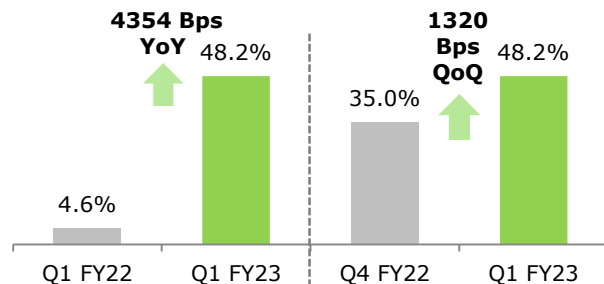
## Revenue from Operations (Rs. Cr)



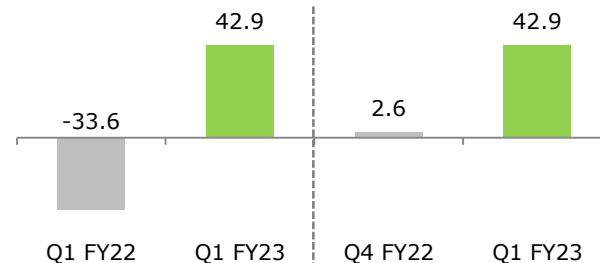
## EBITDA (Rs. Cr)



## EBITDA Margin (%)



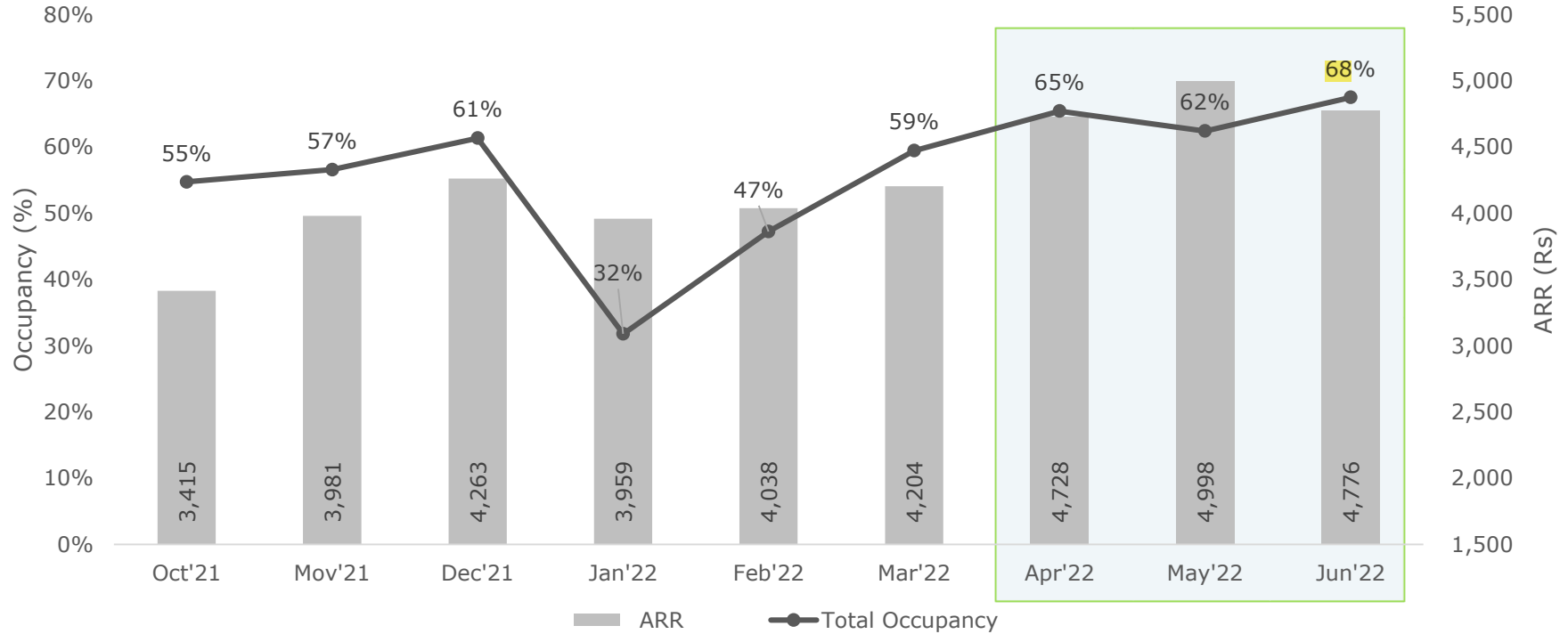
## Cash profit (Rs. Cr)



Note:

For Q1FY23 and Q4FY22 Cash Profit is calculated as PAT + Depreciation + Stamp Duty Expense; for Q1FY22 Cash Profit is calculated as PAT + Depreciation  
Q1FY23 and Q4FY22 EBITDA and EBITDA Margin% is adjusted for Stamp Duty expense of Rs. 4.8 Cr and Rs. 15.3 Cr respectively

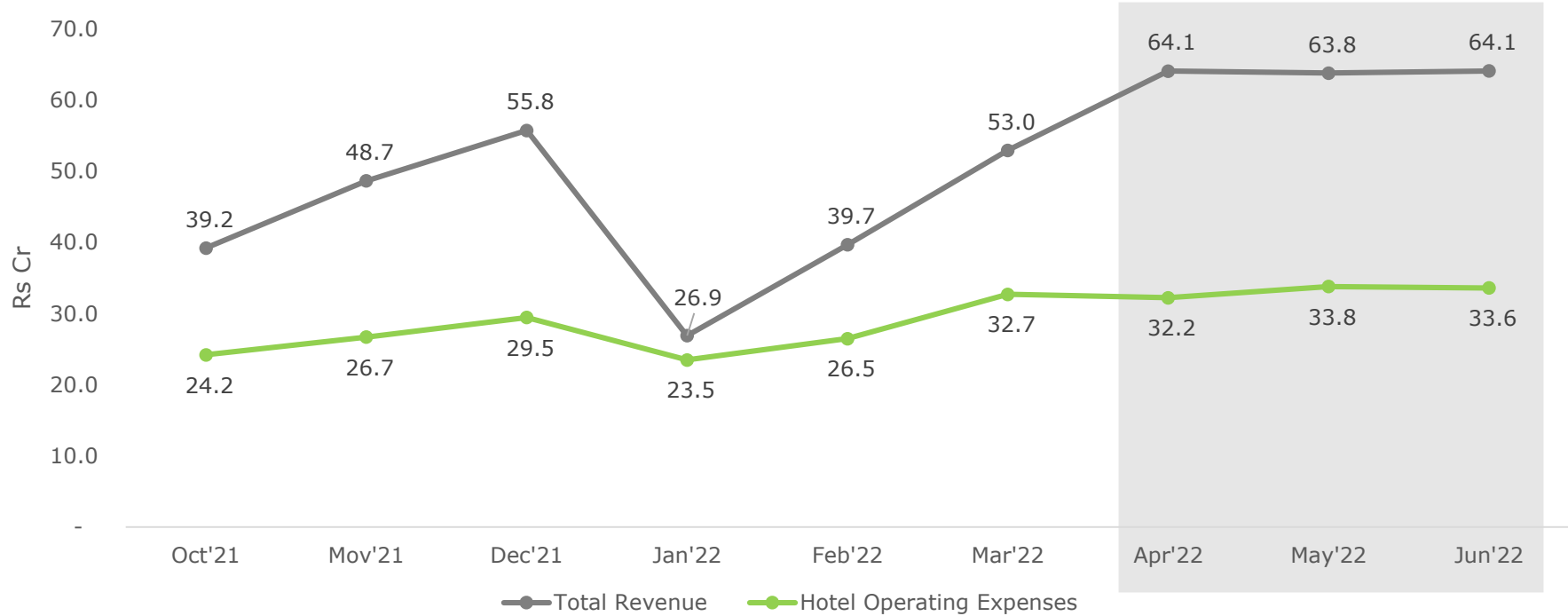
# Last 3 Quarters - Month on Month Occupancy-ARR Trend



Trends for owned/leased rooms



# Last 3 Quarters - Month on Month - Revenue and Expense Trend



# Lemon Tree Standalone Profit & Loss Statement – Q1 FY23

Rs. Cr	Q1 FY23	Q4 FY22	Q1 FY22	Q1 FY20	Q1 FY23 vs Q4 FY22 Change (%)	Q1 FY23 vs Q1 FY22 Change (%)	Q1 FY23 vs Q1 FY20 Change (%)
<b>Revenue from operations</b>	<b>65.4</b>	<b>37.2</b>	<b>12.5</b>	<b>64.8</b>	<b>76%</b>	<b>422%</b>	<b>1%</b>
Other income	0.1	2.0	0.4	0.7	-95%	-75%	-85%
<b>Total expenses</b>	<b>31.5</b>	<b>27.0</b>	<b>14.3</b>	<b>43.2</b>	<b>16%</b>	<b>119%</b>	<b>-27%</b>
<b>EBITDA</b>	<b>34.0</b>	<b>12.2</b>	<b>(1.4)</b>	<b>22.3</b>	<b>180%</b>	<b>NA</b>	<b>52%</b>
<b>EBITDA margin (%)</b>	<b><u>51.9%</u></b>	<b>31.0%</b>	<b>-10.8%</b>	<b>34.1%</b>	<b>2,093</b>	<b>6,269</b>	<b>1,785</b>
Finance costs	11.2	11.7	11.9	12.2	-4%	-6%	-8%
Depreciation & amortization	5.0	5.0	5.3	6.0	-1%	-6%	-17%
<b>PBT</b>	<b>18.5</b>	<b>(3.7)</b>	<b>(17.8)</b>	<b>4.4</b>	<b>NA</b>	<b>NA</b>	<b>321%</b>
Tax expense	5.4	(1.0)	(5.2)	1.3	NA	NA	321%
<b>PAT</b>	<b>13.1</b>	<b>(2.6)</b>	<b>(12.6)</b>	<b>3.1</b>	<b>NA</b>	<b>NA</b>	<b>321%</b>

Note: Revenue from Operations is inclusive of management fee from Fleur Hotels and Loyalty Fee, Sales & Marketing Fee from Carnation Hotels

# Lemon Tree Consolidated Profit & Loss Statement – Q1 FY23

Rs. Cr	Q1 FY23	Q4 FY22	Q1 FY22	Q1 FY20	Q1 FY23 vs Q4 FY22 Change (%)	Q1 FY23 vs Q1 FY22 Change (%)	Q1 FY23 vs Q1 FY20 Change (%)
<b>Revenue from operations</b>	<b>192.0</b>	<b>119.5</b>	<b>42.2</b>	<b>140.9</b>	<b>61%</b>	<b>356%</b>	<b>36%</b>
Other income	0.3	7.6	2.1	1.3	-97%	-88%	-81%
<b>Total expenses</b>	<b>99.7</b>	<b>82.7</b>	<b>42.2</b>	<b>96.2</b>	<b>21%</b>	<b>136%</b>	<b>4%</b>
<b>EBITDA</b>	<b>92.6</b>	<b>44.5</b>	<b>2.0</b>	<b>46.0</b>	<b>108%</b>	<b>4422%</b>	<b>101%</b>
<b>EBITDA margin (%)</b>	<b>48.2%</b>	<b>35.0%</b>	<b>4.6%</b>	<b>32.4%</b>	<b>1,320</b>	<b>4,354</b>	<b>1,577</b>
Finance costs	44.1	44.1	45.2	30.9	0%	-2%	43%
Depreciation & amortization	24.5	26.5	26.2	17.2	-8%	-6%	42%
<b>PBT</b>	<b>20.7</b>	<b>(39.4)</b>	<b>(67.3)</b>	<b>(1.4)</b>	<b>NA</b>	<b>NA</b>	<b>NA</b>
Tax expense	7.1	(0.3)	(7.5)	0.7	NA	NA	918.1%
<b>PAT</b>	<b>13.6</b>	<b>(39.2)</b>	<b>(59.8)</b>	<b>(2.1)</b>	<b>NA</b>	<b>NA</b>	<b>NA</b>
<b>Cash Profit</b>	<b>42.9</b>	<b>2.6</b>	<b>(33.6)</b>	<b>15.9</b>	<b>1542%</b>	<b>NA</b>	<b>170%</b>

Note: Cash Profit is calculated as PAT + Depreciation. However, for Q1 FY23 and Q4 FY22 Cash Profit is calculated as PAT + Depreciation + Stamp Duty Expense. Q1 FY23 and Q4 FY22 EBITDA and EBITDA Margin% is adjusted for Stamp Duty expense of Rs. 4.8 Cr and Rs. 15.3 Cr respectively.

# Lemon Tree Consolidated Profit & Loss Statement Breakup – Q1 FY23 vs Q1 FY22

Rs. Cr	Total without Keys Hotels			Keys Hotels			Total		
	Q1 FY23	Q1 FY22	YoY Change (%)	Q1 FY23	Q1 FY22	YoY Change (%)	Q1 FY23	Q1 FY22	YoY Change (%)
Inventory	4,154	4,256	-2%	936	936	0%	5,090	5,192	-2%
ARR	<b><u>5,119</u></b>	2,445	109%	3,211	1,737	85%	4,822	2,362	104%
Occupancy	67.2%	31.9%	3,528	55.6%	19.1%	3,642	65.1%	29.6%	3,546
RevPAR	3,440	780	341%	1,784	333	437%	3,138	700	349%
<b>Revenue from Operations</b>	<b>175.0</b>	<b>38.3</b>	<b>357%</b>	<b>17.1</b>	<b>3.8</b>	<b>345%</b>	<b>192.0</b>	<b>42.2</b>	<b>356%</b>
Other Income	0.1	1.8	-96%	0.2	0.3	-40%	0.3	2.1	-88%
Total expenses	86.2	37.3	131%	13.5	4.9	176%	99.7	42.2	136%
<b>EBITDA</b>	<b>88.9</b>	<b>2.8</b>	<b>3064%</b>	<b>3.8</b>	<b>(0.8)</b>	<b>NA</b>	<b>92.6</b>	<b>2.0</b>	<b>4422%</b>
<b>EBITDA Margin (%)</b>	<b>50.8%</b>	<b>7.0%</b>	<b>4,378</b>	<b>21.8%</b>	<b>-18.4%</b>	<b>4,014</b>	<b>48.2%</b>	<b>4.6%</b>	<b>4,354</b>
<b>PBT</b>	<b>23.0</b>	<b>(60.0)</b>	<b>NA</b>	<b>(2.3)</b>	<b>(7.3)</b>	<b>NA</b>	<b>20.7</b>	<b>(67.3)</b>	<b>NA</b>

Note: Q1FY23 & Q4FY22 EBITDA and EBITDA Margin% is adjusted for Stamp Duty expense of Rs. 4.8 Cr and Rs. 15.3 Cr respectively

# Q1 FY23 Operational Performance by Brands & Region (On full inventory basis)

Parameters	RevPAR (Rs.)			Occupancy Rate (%)			Average Daily Rate (Rs.)			Hotel level EBITDAR/room (Rs. Lacs)			Hotel level EBITDAR Margin		
By Brand (#Rooms)	Q1 FY23	Q1 FY22	Change (%)	Q1 FY23	Q1 FY22	Change (bps)	Q1 FY23	Q1 FY22	Change (%)	Q1 FY23	Q1 FY22	Change (%)	Q1 FY23	Q1 FY22	Change (bps)
Aurika Hotels & Resorts* (139)	4093	334	1127%	37%	4%	3271	11,207	8,754	28%	2.55	-0.21	NA	48%	-30%	7,747
Lemon Tree Premier (1,603)	4184	1135	269%	71%	46%	2,522	5,896	2,480	138%	2.69	0.26	950%	56%	21%	3,553
Lemon Tree Hotels (1562)	3238	607	433%	68%	24%	4,412	4,751	2,527	88%	1.86	0.02	9925%	49%	3%	4603
Red Fox by Lemon Tree Hotels (952)	2361	534	342%	64%	26%	3,786	3,712	2,075	79%	1.10	0.06	1627%	47%	12%	3,559
Keys by Lemon Tree Hotels (936)	1784	333	437%	56%	19%	3,642	3,211	1,737	85%	0.58	-0.02	NA	31%	-4%	3,535

Parameters	RevPAR (Rs.)			Occupancy Rate (%)			Average Daily Rate (Rs.)			Hotel level EBITDAR/room (Rs. Lacs)			Hotel level EBITDAR Margin		
By Region (#Rooms)	Q1 FY23	Q1 FY22	Change (%)	Q1 FY23	Q1 FY22	Change (bps)	Q1 FY23	Q1 FY22	Change (%)	Q1 FY23	Q1 FY22	Change (%)	Q1 FY23	Q1 FY22	Change (bps)
Delhi (636)	3549	883	302%	73%	38%	3,410	4,895	2,298	113%	1.87	0.04	5008%	45%	4%	4155
Gurugram (529)	2695	665	305%	57%	24%	3,269	4,758	2,775	71%	1.36	0.03	4454%	40%	4%	3614
Hyderabad (663)	3885	877	343%	73%	42%	3,122	5,300	2,084	154%	2.69	0.27	880%	62%	29%	3294
Bengaluru (874)	3297	372	785%	76%	19%	5,714	4,352	2,000	118%	1.97	-0.07	NA	57%	-16%	7296
Mumbai (303)	5292	1883	181%	74%	72%	238	7,114	2,615	172%	3.63	0.69	424%	62%	38%	2446

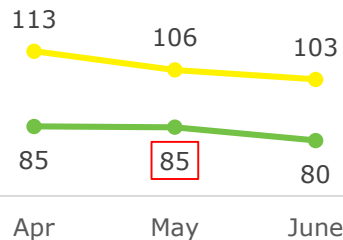
Trends for owned/leased rooms



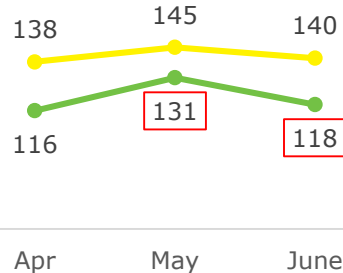
# Q1 FY23 Gross ARR – LTH vs Market in key cities

All ARR's are normalized on a base of All India ARR (Rs. 5,850) and these 9 cities account for 66% of LTH's owned/leased inventory

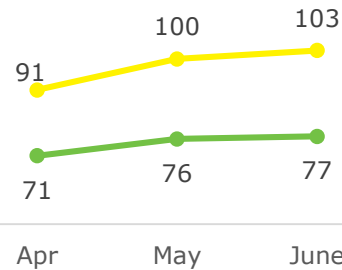
DELHI



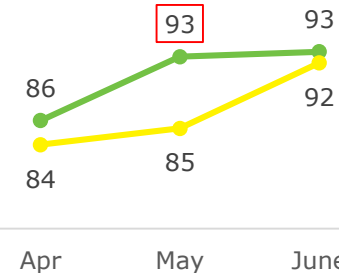
MUMBAI



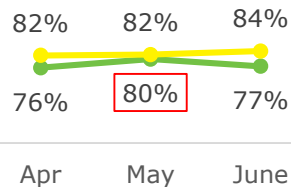
BENGALURU



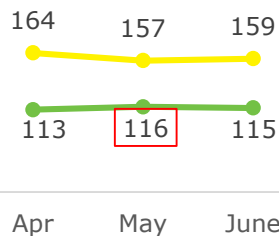
HYDERABAD



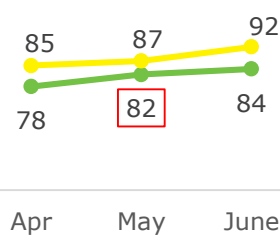
PUNE



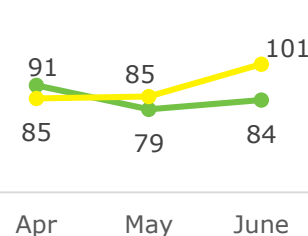
GOA



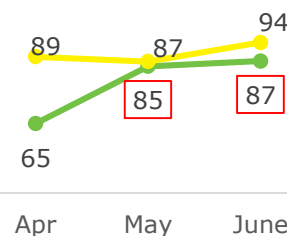
CHENNAI



KOLKATA



CHANDIGARH



— LTH — Market

**LTH's May vs April change was higher than market's and LTH's June vs April change was higher than market's**

Source: HVS Anarock, H2O Apr'22 to June'22

# Discussion on Consolidated Financial & Operational Performance – Q1 FY23

## Revenue

- \* Revenue from operations stood at Rs. 192.0 Cr in Q1 FY23, up 356% as compared to Rs. 42.2 Cr in Q1 FY22. On a sequential basis, revenue from operations increased 61% from Rs. 119.5 Cr in Q4 FY22
- \* ARR increased by 104% from 2,362 in Q1 FY22 to 4,822 in Q1 FY23. On a sequential basis, ARR increased by 18% from Rs. 4,093 in Q4 FY22
- \* Occupancy on full inventory increased by 3,546 bps from 29.6% in Q1 FY22 to 65.1% in Q1 FY23. On a sequential basis, the occupancy on full inventory increased by 1,894 bps from 46.1% in Q4 FY22

## Cost

- \* Total expenses stood at Rs. 99.7 Cr in Q1 FY23, up 136% as compared to Rs. 42.2 Cr in Q1 FY22 on back of increase in occupancy level. On a sequential basis, expenses increased by 21% from Rs. 82.7 Cr in Q4 FY22

## Operating Margins

- \* Net EBITDA increased by 4422% from Rs. 2.0 Cr in Q1 FY22 to Rs. 92.6 Cr in Q1 FY23. EBITDA without other income increased from Rs. -0.1 Cr in Q1 FY22 to Rs. 92.4 Cr in Q1 FY23. On a sequential basis, Net EBITDA increased 108% from Rs 44.5 Cr in Q4 FY22. EBITDA without other income increased from Rs. 36.8 Cr in Q4 FY22 to Rs. 92.4 Cr in Q1 FY23
- \* Net EBITDA margin expanded by 4,354 bps from 4.6% in Q1 FY22 to 48.2% in Q1 FY23. EBITDA margin without other income increased from -0.2% in Q1 FY22 to 48.1% in Q1 FY23. On a sequential basis, the Net EBITDA margin has expanded by 1,320 bps from 35.0% in Q4 FY22. EBITDA margin without other income expanded by 1,728 bps from 30.8% in Q4 FY22

## Profit after tax

- \* Profit after tax improved from Rs. -59.8 Cr in Q1 FY22 to Rs. 13.6 Cr in Q1 FY23. The PAT in Q4 FY22 was Rs. -39.2 Cr
- \* Cash Profit for Q1 FY23 stood at Rs. 42.9 Cr vs Rs. -33.6 Cr in Q1 FY22. The Cash Profit in Q4 FY22 was Rs. 2.6 Cr

Note: Cash Profit is calculated as PAT + Depreciation. However, for Q1 FY23 and Q4 FY22 Cash Profit is calculated as PAT + Depreciation + Stamp Duty Expense. Q1 FY23 and Q4 FY22 EBITDA and EBITDA Margin% is adjusted for Stamp Duty expense of Rs. 4.8 Cr and Rs. 15.3 Cr respectively.



## Expansion Plans

# Expansion Plans – Pipeline of Management Contracts

#	Hotel Pipeline as of 30/06/2022 (Q1 FY23)	City	Rooms		Opening date As of 30/06/2022 (Q1 FY23)
1	Lemon Tree Hotel Kalina, Mumbai	Mumbai	70		Oct-22
2	<b>Keys Lite by Lemon Tree Hotels, Sreekanya</b>	<b>Visakhapatnam</b>	<b>44</b>	<b>Added in Q1 FY23</b>	<b>Nov-22</b>
3	Lemon Tree Hotel, Mukteshwar	Mukteshwar	41		Dec-22
4	Lemon Tree Hotel, Tapovan, Rishikesh	Rishikesh	102		Dec-22
5	<b>Lemon Tree Hotel, Malad, Mumbai</b>	<b>Mumbai</b>	<b>93</b>	<b>Added in Q1 FY23</b>	<b>Dec-22</b>
6	Lemon Tree Hotel, McLeodganj	Dharamshala	39		Jan-23
7	Lemon Tree Hotel, Gulmarg	Gulmarg	35		Jan-23
8	The Spectrum, operated by Lemon Tree Hotels, Gurugram	Gurugram	260		Mar-23
9	Lemon Tree Resort, Mussoorie	Mussoorie	40		Mar-23
10	Lemon Tree Premier, Biratnagar, Nepal	Biratnagar, Nepal	80		Apr-23
11	Lemon Tree Hotel, Agra	Agra	62		Apr-23
12	Lemon Tree Hotel, Sonmarg	Sonmarg	40		Apr-23
13	<b>Keys Lite by Lemon Tree Hotels, Jaipur</b>	<b>Jaipur</b>	<b>47</b>	<b>Added in Q1 FY23</b>	<b>Apr-23</b>
14	Lemon Tree Hotel, Bokaro	Bokaro	70		Jun-23
15	Lemon Tree Hotel, Thiruvananthapuram	Thiruvananthapuram	100		Jul-23
16	<b>Keys Select by Lemon Tree Hotels, Chirang</b>	<b>Chirang, Assam</b>	<b>40</b>	<b>Added in Q1 FY23</b>	<b>Jul-23</b>
17	Lemon Tree Hotel, Kathmandu	Kathmandu, Nepal	75		Sep-23
18	Keys Select by Lemon Tree Hotels, Gandhi Ashram	Ahmedabad	52		Oct-23
19	Lemon Tree Resort Thimphu, Bhutan	Thimphu, Bhutan	38		Oct-23
20	Lemon Tree Hotel, Darjeeling	Darjeeling	55		Mar-24
21	Aurika, Rishikesh	Rishikesh	132		Mar-25
22	<b>Lemon Tree Hotel, Kharar</b>	<b>Kharar</b>	<b>60</b>	<b>Added in Q1 FY23</b>	<b>Apr-25</b>
23	Lemon Tree Hotel, Ludhiana	Ludhiana	60		TBD
24	Bhangeri Durbar Resort, operated by Lemon Tree Hotels	Nagarkot, Nepal	51		TBD
	<b>Total</b>		<b>1686</b>		

Note: The dates are under the best case scenario and as per latest update from owners based on their lines of credit

## Expansion Plans – Hotels under Development

Under-development hotels	Type	Rooms	Expected Opening date	Ownership (%)
Lemon Tree Mountain Resort, Shimla	Owned	69	TBD	100.00%
Aurika, Mumbai International Airport	Owned	669	CY23	58.91%
<b>Total</b>		<b>738</b>		

- \* Total estimated project cost is Rs. 1,006 Cr
- \* 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 30<sup>th</sup> June 2022 is Rs. 440 Cr



# Aurika, Mumbai Airport (MIAL) | Artistic Representation



# Lemon Tree Mountain Resort, Shimla | Artistic Representation





# Lemon Tree Mountain Resort, Shimla | Artistic Representation





Aurika, Udaipur

## ANNEXURES

# Consolidated Profit & Loss Statement – FY22 vs FY21

Rs. Cr	FY22	FY21	FY22 vs FY21 YoY Change (%)
<b>Revenue from operations</b>	<b>402.2</b>	<b>251.7</b>	<b>60%</b>
Other income	14.0	13.3	6%
<b>Total Income</b>	<b>416.3</b>	<b>265.0</b>	<b>57%</b>
<b>Total expenses</b>	<b>268.3</b>	<b>190.5</b>	<b>41%</b>
<b>EBITDA</b>	<b>147.9</b>	<b>74.5</b>	<b>99%</b>
<b>EBITDA margin (%)</b>	<b>35.5%</b>	<b>28.1%</b>	<b>741</b>
Finance costs	180.9	190.5	-5%
Depreciation & amortization	104.3	107.6	-3%
<b>PBT</b>	<b>(144.6)</b>	<b>(218.7)</b>	<b>NA</b>
Tax expense	(7.2)	(32.2)	NA
<b>PAT</b>	<b>(137.4)</b>	<b>(186.5)</b>	<b>NA</b>
<b>Cash Profit</b>	<b>(17.8)**</b>	<b>(20.8)*</b>	<b>NA</b>

Note:

\* For FY21, Cash Profit is calculated as PAT + Depreciation + Interest converted into loans (ie. Rs. 58.2 Cr)

\*\* For FY22, Cash Profit is calculated as PAT + Depreciation + Stamp Duty expense (ie. Rs. 15.3 cr)

FY22 EBITDA and EBITDA Margin% is adjusted for Stamp Duty expense of Rs. 15.3 Cr

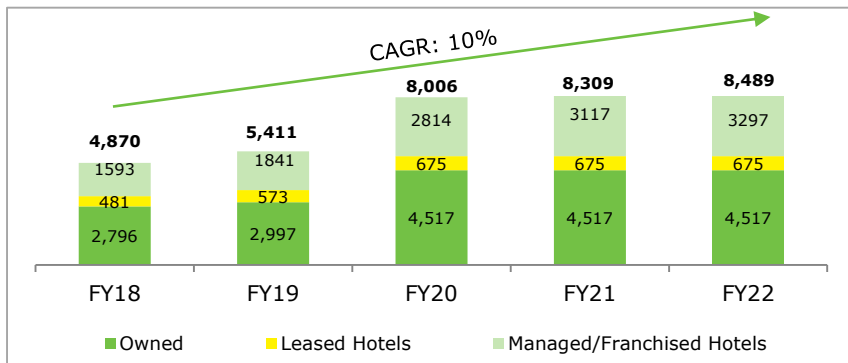


# Consolidated Balance Sheet – FY22 vs FY21

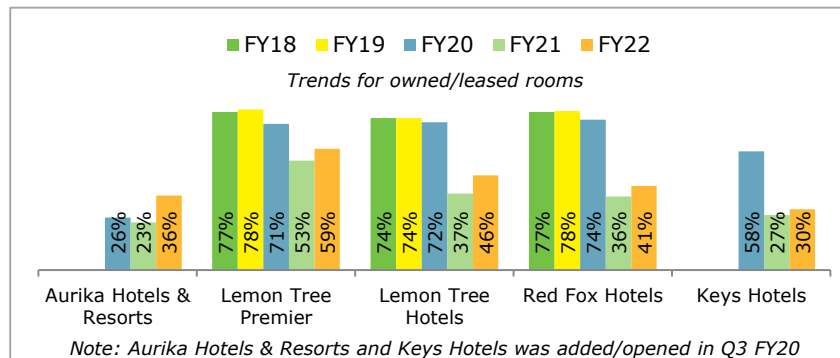
Rs. Cr	FY22	FY21	FY22 vs FY21 YoY Change (%)
Shareholder's Funds	831.1	917.6	-9%
Non-controlling interests	567.7	617.4	-8%
<b>Total Shareholder's equity</b>	<b>1,398.9</b>	<b>1,535.0</b>	<b>-9%</b>
Total Debt	1,698.6	1,685.3	0.8%
Other Non-current liabilities	433.0	473.7	-9%
Other Current liabilities	104.5	124.6	-16%
<b>Total Equity &amp; Liabilities</b>	<b>3,635.0</b>	<b>3,818.5</b>	<b>-5%</b>
Non-current assets	3,504.1	3,588.3	-2%
Current assets	131.0	230.2	-43%
<b>Total Assets</b>	<b>3,635.0</b>	<b>3,818.5</b>	<b>-5%</b>
<b>Debt to Equity (x)</b>	<b>1.21</b>	<b>1.10</b>	<b>11%</b>
<b>Average cost of borrowing (%)</b>	<b>8.00%</b>	<b>8.28%</b>	<b>(28)</b>

# Operating performance over 5 years

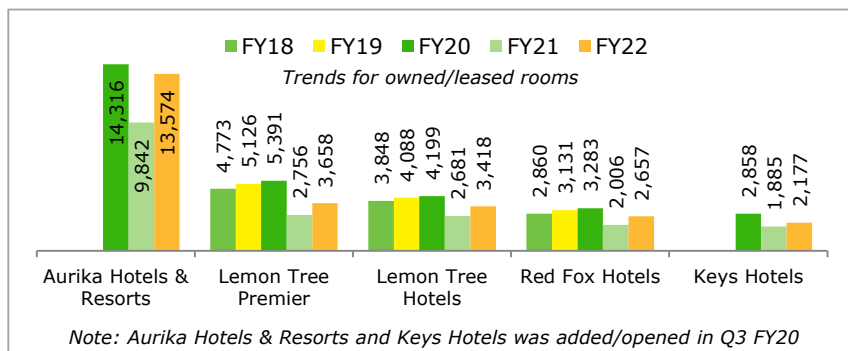
## Rooms are being added



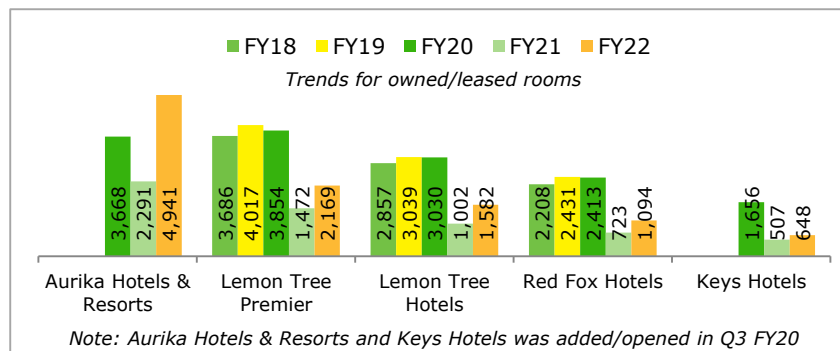
## Occupancy (%)



## ARR (in Rs.)

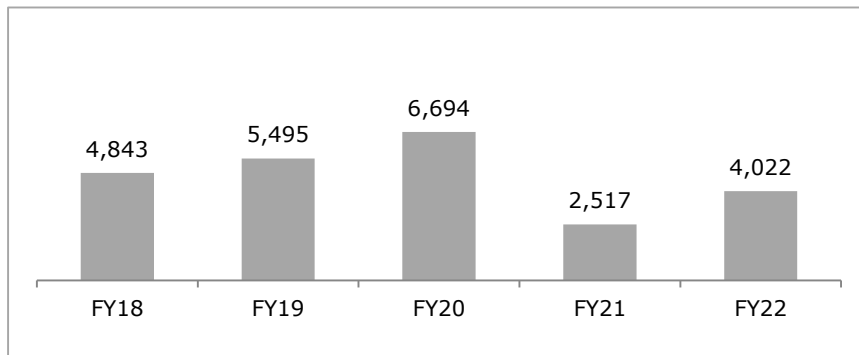


## RevPAR (in Rs.)

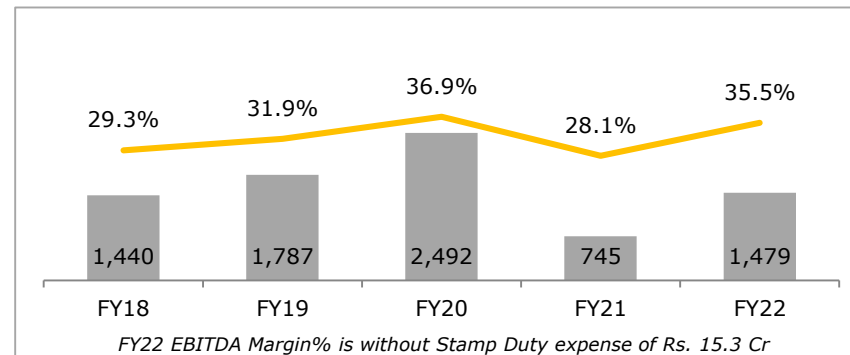


# Operating Performance over 5 years

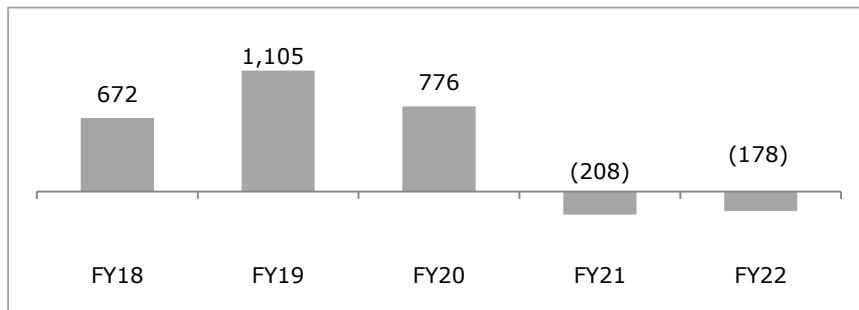
## Revenue from operations (Rs. Million)



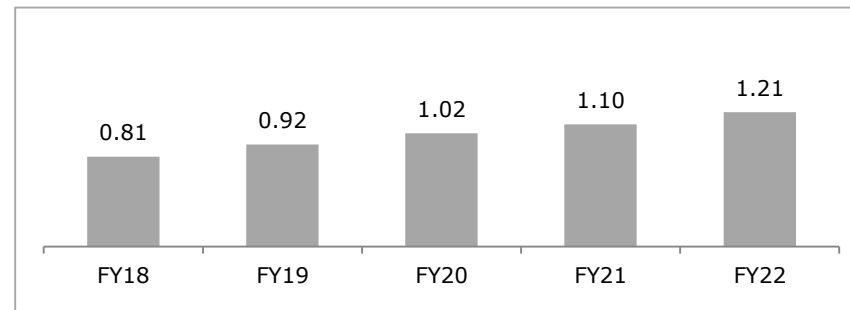
## EBITDA (Rs. Million) & EBITDA margins



## Cash profit



## Debt to Equity Ratio



Notes: FY18, FY19, FY20, FY21 and FY22 figures are from audited balance sheet. For FY20 and FY21: Cash Profit = PAT + Depreciation + Interest converted into loans, for FY22: Cash Profit = PAT + Depreciation + Stamp Duty Expense; for all remaining years it is PAT + Depreciation. FY22 EBITDA and EBITDA Margin% is adjusted for Stamp Duty expense of Rs. 15.3 Cr

# Environment Social Governance (ESG) – **Vision FY26**



In the area of Environment, we are focused on becoming more energy efficient, adopting renewable energy, mitigating and adapting to climate change, conserving water and reducing waste

At the center of our ESG approach is our commitment to **creating sustained value**. This is across all stakeholders - shareholders and investors, employees, customers, suppliers and the society at large.



In the area of Social, our emphasis is on the development of people, especially creating an inclusive and equal opportunity workplace and empowering local communities

**Vision FY26** reflects our belief that our business operations are inherently integrated with delivering social and environmental impact.










In the area of Governance, our commitment is towards building an ethical and transparent organization

Click here to read the report: [ESG Report](#)

# ESG – **Vision FY26** linked to Sustainable Development Goals

Our ambitions for FY26 are based on the following goals and aspirations:

<b>15%</b> Reduction in Energy Consumption (intensity based) by FY26 over FY19 baseline 	<b>50%</b> Renewable energy (RE) usage by FY26 	<b>40%</b> Reduction in GHG emissions (intensity based) by FY26 over FY19 baseline 	<b>10%</b> Reduction in water consumption (intensity based) by FY26 over FY19 baseline 	<b>100%</b> Certified Green Buildings (hotels) by FY26 	<b>30%</b> ODIs in the workforce by FY26 	<b>15%</b> Women across the workforce by FY26 
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Click here to read the report: [ESG Report](#)

# Portfolio Breakup as on 30<sup>th</sup> June 2022 - Operational

Operational Portfolio	Owned (incl. on leased land)		Leased		Managed/ Franchised		Total	
	Hotels	Rooms	Hotels	Rooms	Hotels	Rooms	Hotels	Rooms
Aurika Hotels & Resorts	1	139	0	0	1	55	2	194
Lemon Tree Premier	7	1442	2	161	9	911	18	2514
Lemon Tree Hotels	13	1241	4	321	22	1305	39	2867
Red Fox by Lemon Tree Hotels	5	759	1	91	6	551	12	1401
Keys Prima by Lemon Tree Hotels	0	0	0	0	1	40	1	40
Keys Select by Lemon Tree Hotels	7	936	0	0	3	235	10	1171
Keys Lite by Lemon Tree Hotels	0	0	0	0	2	64	2	64
<b>Total</b>	<b>33</b>	<b>4517</b>	<b>7</b>	<b>573</b>	<b>44</b>	<b>3161</b>	<b>84</b>	<b>8251</b>



# Portfolio Breakup as on 30<sup>th</sup> June 2022 - Pipeline

Pipeline Portfolio	Owned (incl. on leased land)		Leased		Managed/ Franchised		Total	
	Hotels	Rooms	Hotels	Rooms	Hotels	Rooms	Hotels	Rooms
Aurika Hotels & Resorts	1	669	0	0	1	132	2	801
Lemon Tree Premier	0	0	0	0	1	80	1	80
Lemon Tree Hotels	1	69	0	0	18	1291	17	1207
Red Fox by Lemon Tree Hotels	0	0	0	0	0	0	0	0
Keys Prima by Lemon Tree Hotels	0	0	0	0	0	0	0	0
Keys Select by Lemon Tree Hotels	0	0	0	0	2	92	0	0
Keys Lite by Lemon Tree Hotels	0	0	0	0	2	91	2	91
<b>Total</b>	<b>2</b>	<b>738</b>	<b>0</b>	<b>0</b>	<b>24</b>	<b>1686</b>	<b>26</b>	<b>2424</b>

# Strategically positioned in key geographies

## INTERNATIONAL DESTINATIONS

### United Arab Emirates

● Dubai

### Bhutan

● Thimphu

### Nepal

\* Kathmandu

\* Nagarkot

\* Biratnagar

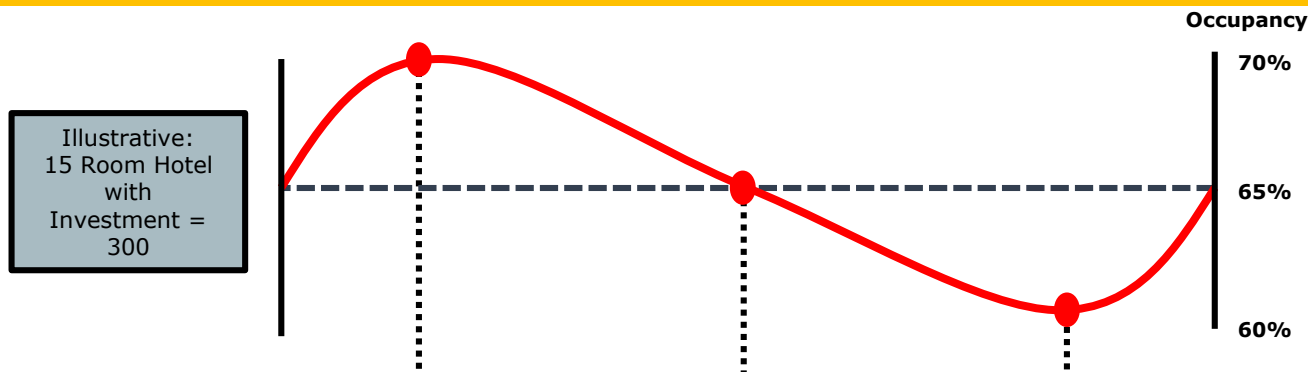
● Operating Hotels

\* Upcoming Hotels



Map is updated as of  
15<sup>th</sup> July 2022

# The hotel business cycle



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
Expenses	60	50	40
EBITDA	96	50	16
Hotel RoCE	32%	17%	5%
Sustainable Debt:Equity Coverage	Full Debt	1:1	No Debt

Note: Hotel RoCE is calculated as Hotel level EBITDA/Capital deployed for operational hotels.

# Conference Call Details

## Lemon Tree Hotels Limited (LTH) Q1 FY23 Earnings Conference Call

<b>Time</b>	<ul style="list-style-type: none"> <li>• 2:30 PM IST on Thursday, August 4, 2022</li> </ul>
<b>Conference dial-in Primary number</b>	<ul style="list-style-type: none"> <li>• Primary number: +91 22 6280 1141 / +91 22 7115 8042</li> </ul>
<b>Local access number</b>	<ul style="list-style-type: none"> <li>• +91 70456 71221(Available all over India)</li> </ul>
<b>International Toll Free Number</b>	<ul style="list-style-type: none"> <li>• Hong Kong: 800 964 448</li> <li>• Singapore: 800 101 2045</li> <li>• UK: 0 808 101 1573</li> <li>• USA: 1 866 746 2133</li> </ul>

### Pre-registration

To enable participants to connect to the conference call without having to wait for an operator, please register at the below mentioned link:



Click here to  
ExpressJoin the Call

# About Lemon Tree Hotels

Lemon Tree Hotels Limited is India's largest hotel chain in the mid-priced sector, and the third largest overall, on the basis of controlling interest in owned and leased rooms, as of June 30, 2017, according to the Horwath Report. We operate in the upscale segment and in the mid-market sector, consisting of the upper-midscale, midscale and economy segments. We deliver differentiated yet superior service offerings, with a value-for-money proposition.

LTHL opened its first hotel with 49 rooms in May 2004 and currently operates ~8,250 rooms in 84 hotels across 52 destinations, in India and abroad, under its various brands viz. Aurika Hotels & Resorts, Lemon Tree Premier, Lemon Tree Hotels, Red Fox Hotels, Keys Prima, Keys Select and Keys Lite. As the current pipeline becomes operational, ~10,700 rooms in 110 hotels across 66 destinations, in India and abroad shall be operated under the LTHL brands.

Lemon Tree Hotels, including Keys Hotels, are located across India, in metro regions including the NCR, Mumbai, Kolkata, Bengaluru, Hyderabad and Chennai, as well as numerous other tier I and II cities such as Pune, Ahmedabad, Chandigarh, Jaipur, Indore, Aurangabad, Udaipur, Vishakhapatnam, Kochi, Ludhiana, Thiruvananthapuram and Vijayawada. The company expanded internationally with hotels opening in Dubai in December 2019 and in Bhutan in February 2020. New hotels are also set to open internationally in Bhutan and Nepal.

To know more, visit [lemontreehotels.com](http://lemontreehotels.com) | [aurikahotels.com](http://aurikahotels.com) | [keyshotels.com](http://keyshotels.com)

*For more information about us, please visit **[www.lemontreehotels.com](http://www.lemontreehotels.com)** or contact:*

Kapil Sharma (Chief Financial Officer)

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MIDSCALE



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MIDSCALE



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