



August 07, 2024

National Stock Exchange of India Limited

Exchange Plaza, C-1, Block G
Bandra Kurla Complex
Bandra (E), Mumbai - 400051
NSE Scrip Symbol: LEMONTREE

BSE Limited

Phiroze Jeejeebhoy Towers
Dalal Street,
Mumbai - 400001
BSE Scrip Code: 541233

Subject: Investor Presentation - For Q1 FY 25 Unaudited Results

Ref: Conference call- Investors / Analysts meet scheduled on 8th August, 2024 at 4:00 p.m pursuant to Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015

Dear Sir/Madam,

Please find attached Investor presentation with regard to Q1 FY 25 financial Results. Same shall be discussed in Investors/Analyst call scheduled to be held on Thursday, August 08, 2024 at 04:00 PM IST . The same shall also be uploaded on the website of the Company under Investor section i.e www.lemontreehotels.com.

This is for your information and record please .

Thanking You

For **Lemon Tree Hotels Limited**

Jyoti Verma

Group Company Secretary
& Compliance Officer
M. No.: F7210

Encl: a/a

Lemon Tree Hotels Limited

(CIN No. L74899DL1992PLC049022)

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Lemon Tree Hotels Limited

Q1 FY25 Earnings Presentation | 7th August 2024

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.



HOTELS



ROOMS

We've come a long way in 20 years: from a single 49 room hotel in 2004 to over 10,000 rooms across 100+ hotels in 60+ destinations in India and 3 overseas.

WE ARE EVERYWHERE

INTERNATIONAL DESTINATIONS

Bhutan

- Thimphu

Nepal

- Biratnagar
- Budhanilkantha
- Chitwan National Park
- Kathmandu
- Lumbini
- Nagarkot

United Arab Emirates

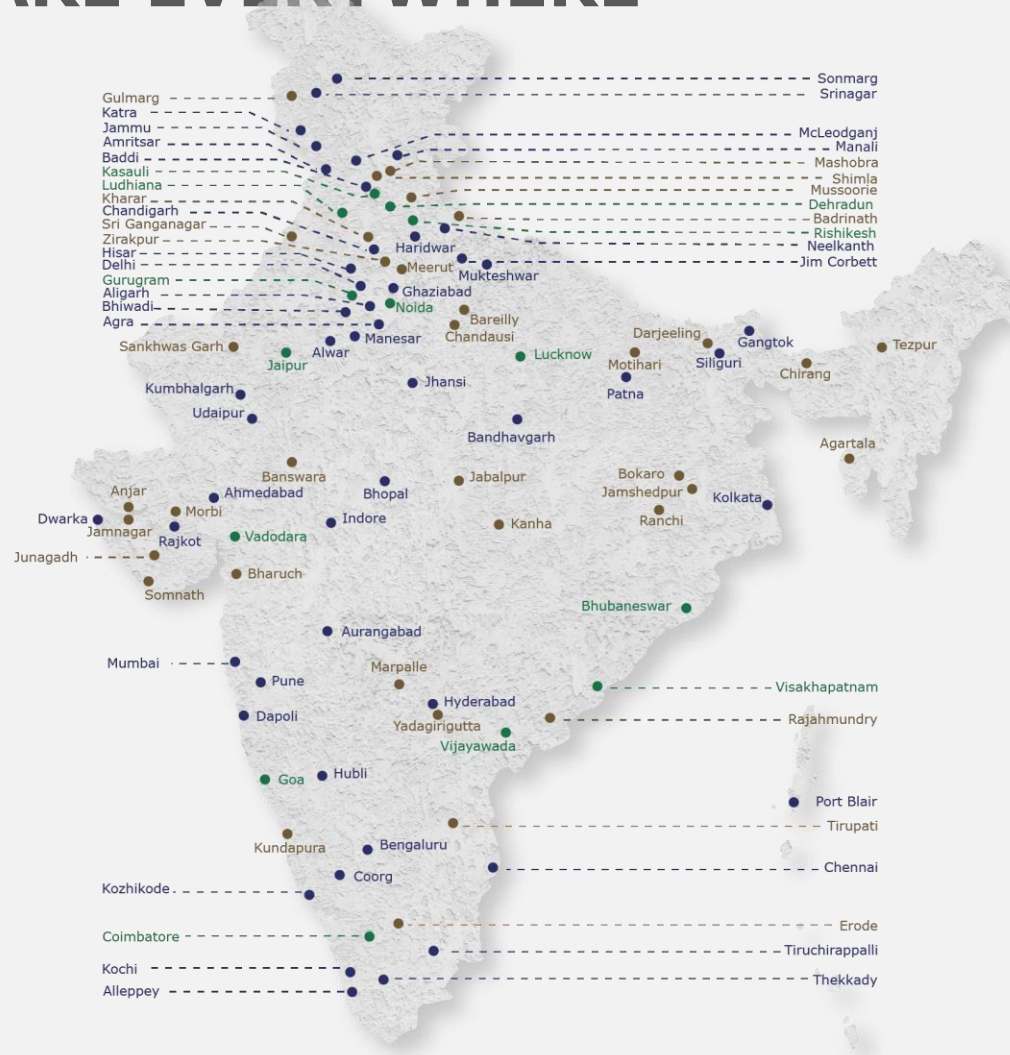
- Dubai

● OPERATIONAL HOTELS

● UPCOMING HOTELS

● OPERATIONAL AND UPCOMING HOTELS

100+ Hotels



Chairman & Managing Director's Message

Commenting on the performance for Q1 FY25, Mr. Patanjali Keswani, Chairman & Managing Director – Lemon Tree Hotels Limited said,

In Q1, despite the temporary headwinds faced by the hotel sector due to the election process and the extreme heat wave, Lemon tree recorded its highest ever Revenue in Q1 at Rs. 268.4 Cr. The revenue grew over 19% as compared to Q1 FY24 while the EBITDA grew 8% Y-o-Y translating into a Net EBITDA Margin of 43% which decreased by 456 bps over Q1 FY24. Of this fall in EBITDA margin Y-o-Y of ~4.6%, about 50% was due to one off increase in investments in renovation and digital transformation. Q1 FY25 recorded a Gross ARR of Rs. 5,686 which increased by 9% Y-o-Y. The occupancy for the quarter stood at 66.6% which decreased by 360 bps Y-o-Y. This translated into a RevPAR of Rs. 3,788 which increased by 4% Y-o-Y.

As I had stated in earlier calls, the decrease in EBITDA margin Y-o-Y was owing to planned increases in renovation investments above that spent in Q1 FY24 as well as investment in digital capabilities, expansion of our business development team and overall annual payroll increase. The Keys portfolio EBITDA Margin % decreased by ~10 percentage points Y-o-Y due to an increase in renovation expenses of Rs. ~1.8 Cr over Q1 FY24 which is an increase of 100% Y-o-Y. During the quarter, ~25% of the total Keys portfolio was shut for renovation which impacted the ability of the Keys portfolio to increase occupancy which decreased by 148 bps Y-o-Y. With demand growth expected to exceed supply growth in the next few years accompanied by the structural tailwinds that India is currently witnessing, this significant investment in renovation will allow us to better position our hotels going forward to capture superior pricing and position Lemon tree as the brand of choice in the mid-market segment.

Fees from management & franchised contracts for 3rd party owned hotels stood at Rs. 12.5 Cr in Q1 FY25 up 21% from Rs. 10.4 Cr in Q1 FY24. Total management fees for Lemon Tree in Q1 were up 22% Y-o-Y at Rs. 29.1 Cr compared to Rs. 23.9 Cr in Q1 FY24.

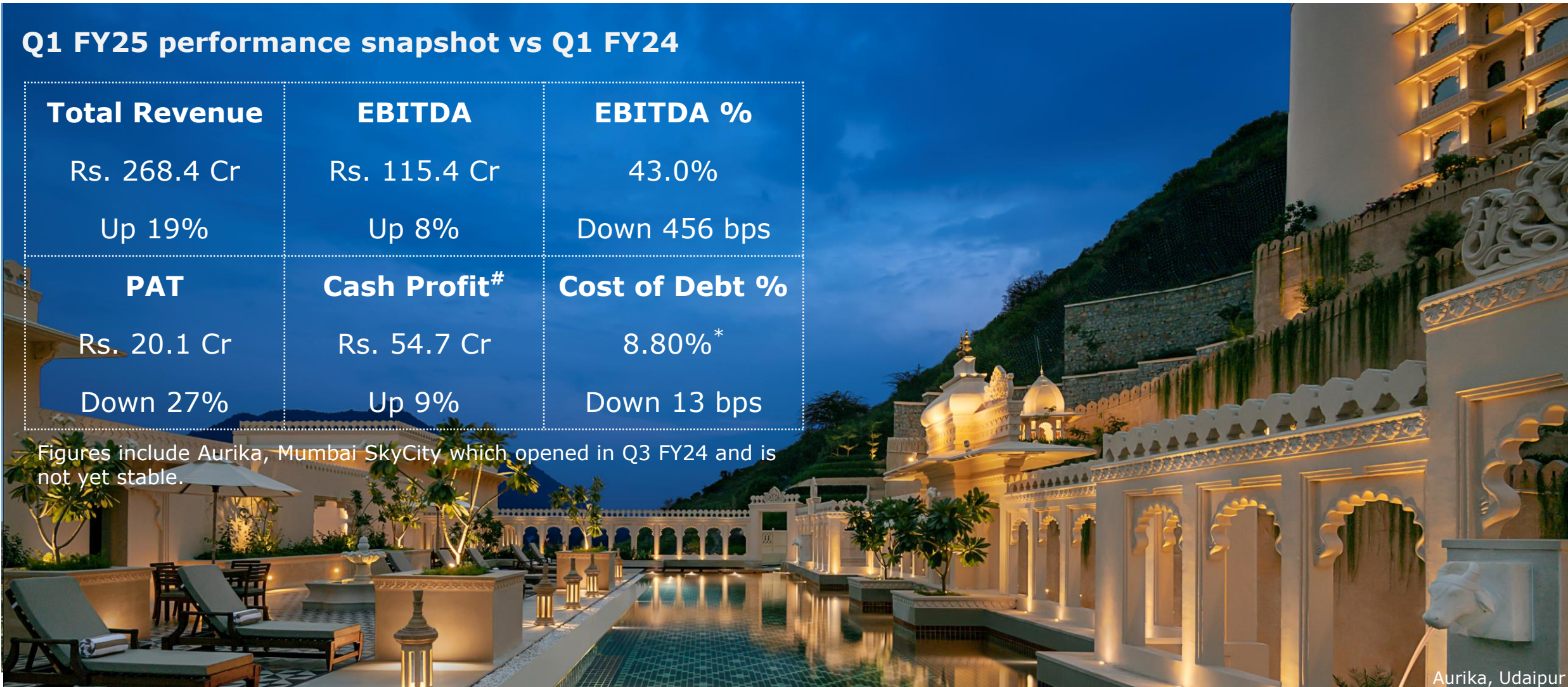
During the quarter, we signed 3 new management & franchise contracts which added 187 new rooms to our pipeline and operationalized 4 hotels which added 331 rooms to our portfolio. As of 30th June 2024, the inventory for the group stands at 107 operational hotels with 10,125 rooms, and our pipeline comprises an additional ~4000 rooms.

Q1 FY25 performance across key financial metrics

Q1 FY25 performance snapshot vs Q1 FY24

Total Revenue	EBITDA	EBITDA %
Rs. 268.4 Cr	Rs. 115.4 Cr	43.0%
Up 19%	Up 8%	Down 456 bps
PAT	Cash Profit [#]	Cost of Debt %
Rs. 20.1 Cr	Rs. 54.7 Cr	8.80%*
Down 27%	Up 9%	Down 13 bps

Figures include Aurika, Mumbai SkyCity which opened in Q3 FY24 and is not yet stable.



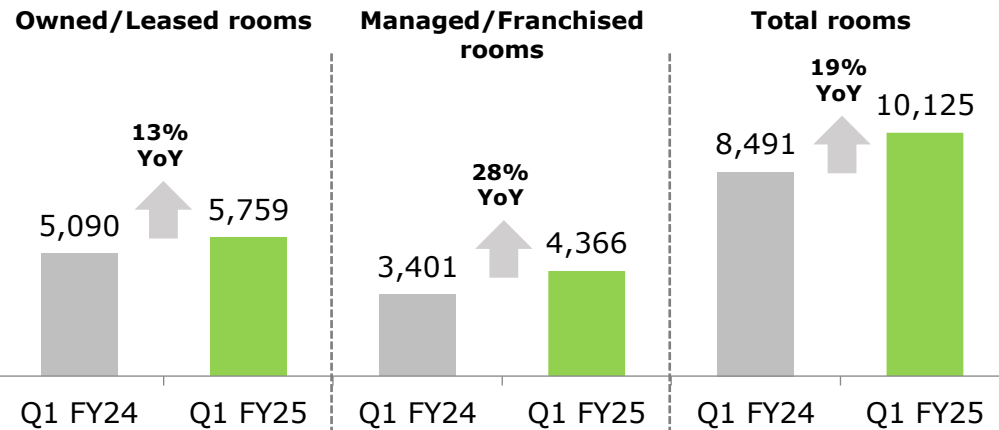
Aurika, Udaipur

* As on 30th June 2024

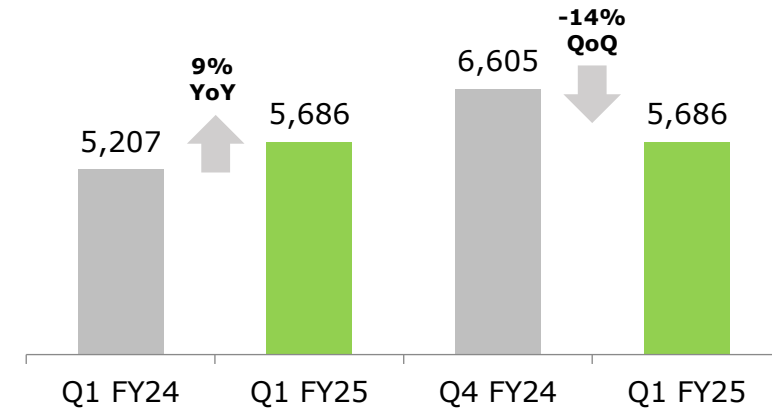
Cash Profit = PAT + Depreciation

Q1 FY25 Performance Highlights – Operational Metrics (Consolidated)

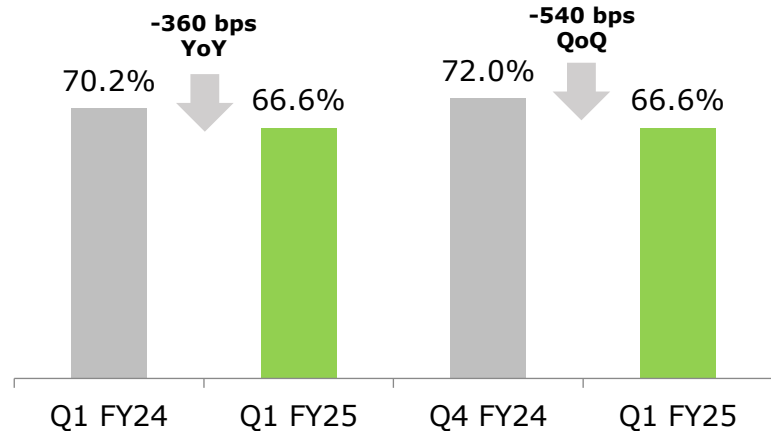
Inventory



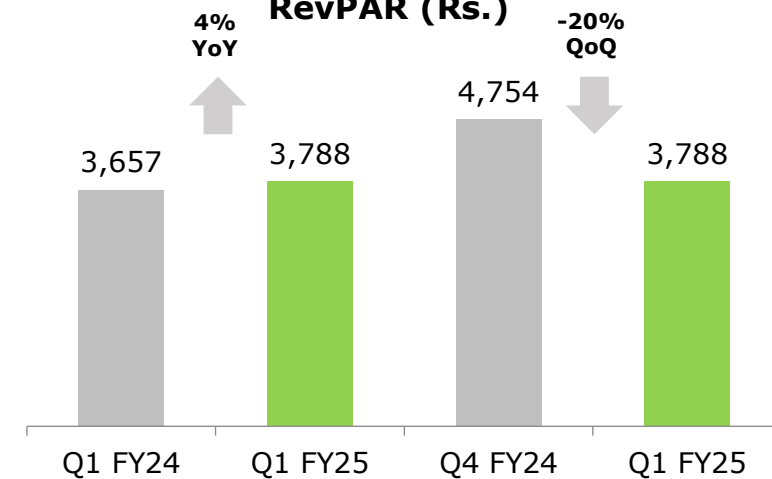
Average Room Rate (Rs.)



Occupancy (%)



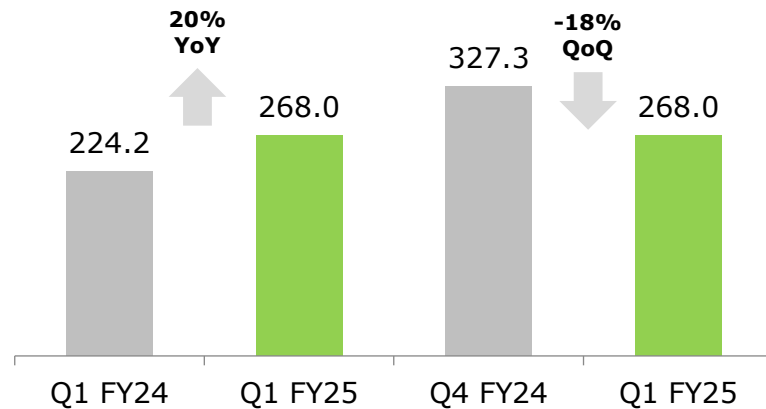
RevPAR (Rs.)



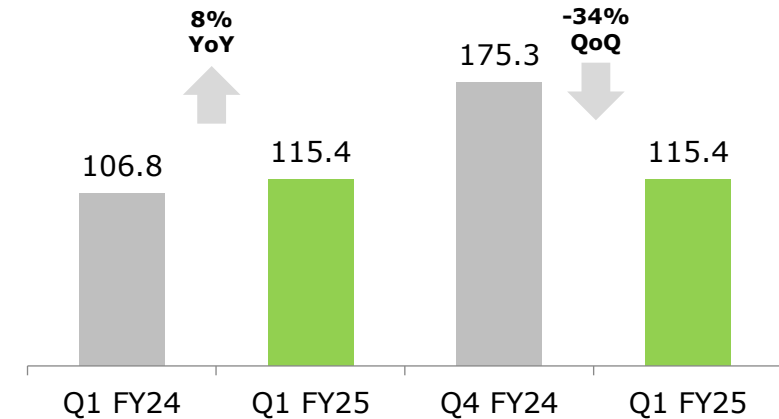
Notes: ARR, Occupancy and RevPAR are for our owned and leased hotels only
 Figures include Aurika, Mumbai SkyCity which opened in Q3 FY24 and is not yet stable

Q1 FY25 Performance Highlights – Financial Metrics (Consolidated)

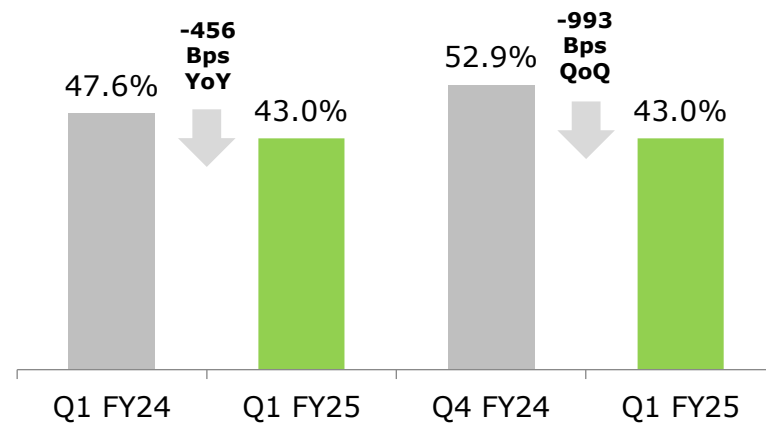
Revenue from Operations (Rs. Cr)



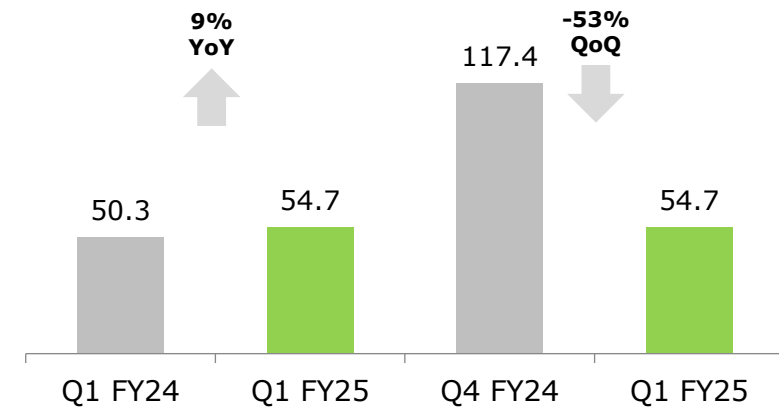
Net EBITDA (Rs. Cr)



EBITDA Margin (%)



Cash profit (Rs. Cr)



Cash Profit = PAT + Depreciation

Figures include Aurika, Mumbai SkyCity which opened in Q3 FY24 and is not yet stable

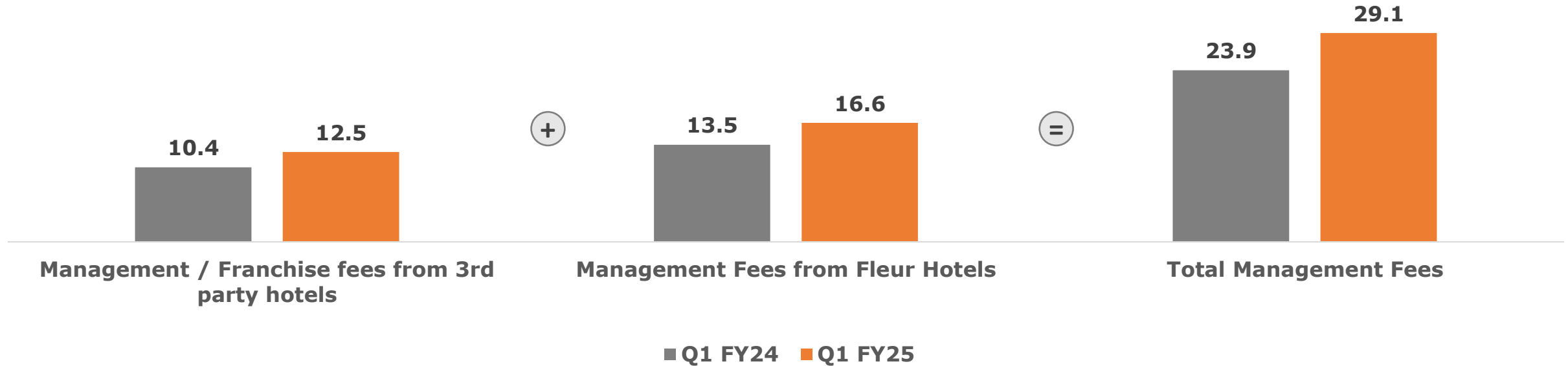
Q-o-Q performance of FY25, FY24 and FY23

Particulars	Q1 FY25	Q4 FY24	Q3 FY24	Q2 FY24	Q1 FY24	Q4 FY23	Q3 FY23	Q2 FY23	Q1 FY23
Gross ARR (Rs.)	5,686	6,605	6,333	5,268	5,237	5,824	5,738	4,917	4,822
Occupancy %	66.6%	72.0%	65.9%	71.7%	70.2%	73.6%	67.6%	66.2%	65.1%
Revenue (Rs. Cr)	268.4	331.2	290.9	230.1	224.6	254.7	234.1	197.4	192.3
EBITDA (Rs. Cr)	115.4	175.3	141.9	104.8	106.8	141.9	127.0	94.3	92.6
EBITDA %	43.0%	52.9%	48.8%	45.5%	47.6%	55.7%	54.3%	47.8%	48.2%
PBT (Rs. Cr)	29.2	89.0	55.5	35.0	36.2	73.4	59.2	25.0	20.7
PAT (Rs. Cr)	20.1	84.0	43.8	26.4	27.5	59.0	48.6	19.4	13.6

 Current quarter

Figures include Aurika, Mumbai SkyCity which opened in Q3 FY24 and is not yet stable

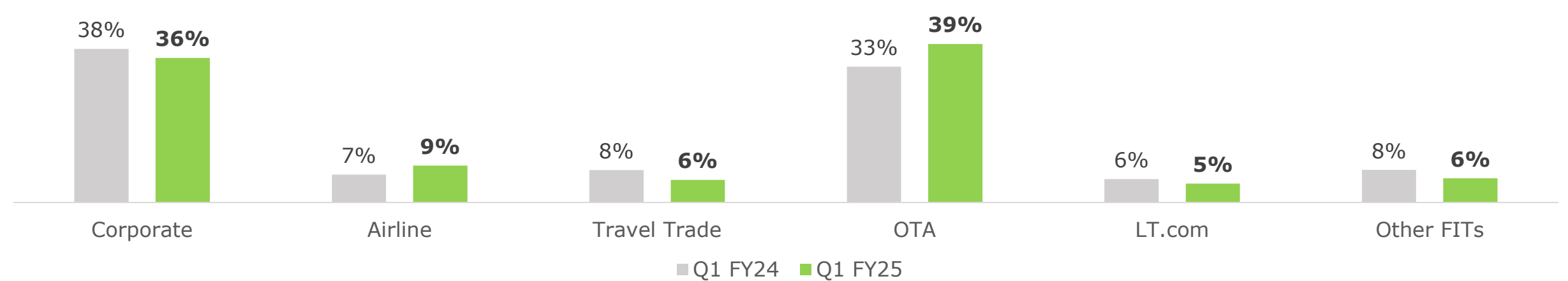
Total Management Fees | Q1 FY25 vs Q1 FY24



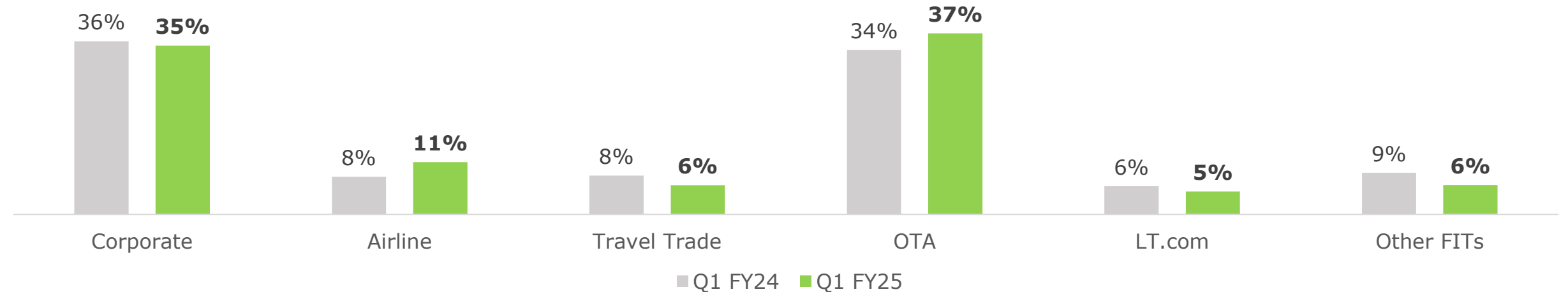
Fees to Lemon Tree Hotels (Rs. Cr)	Q1 FY24	Q1 FY25	Growth %
Management / Franchise Fees from 3 rd party owned hotels	10.4	12.5	21%
Management Fees from Fleur Hotels	13.5	16.6	23%
Total Management Fees	23.9	29.1	22%

Market Segments: Q1 FY25 vs Q1 FY24 (with Aurika, Mumbai SkyCity)

Market Segments Room Nights Sold – Q1 FY25 vs Q1 FY24



Market Segments Room Revenue – Q1 FY25 vs Q1 FY24



Trends for owned/leased rooms

Figures include Aurika, Mumbai SkyCity which opened in Q3 FY24 and is not yet stable

Q1 FY25 Operational Performance by Brands & Region (On full inventory basis including Aurika, Mumbai SkyCity)

Parameters	RevPAR (Rs.)			Occupancy Rate (%)			Average Daily Rate (Rs.)			Hotel level EBITDAR/room/qtr. (Rs. Lacs)**			Hotel level EBITDAR Margin %**		
	Q1 FY25	Q1 FY24	Change (%)	Q1 FY25	Q1 FY24	Change (bps)	Q1 FY25	Q1 FY24	Change (%)	Q1 FY25	Q1 FY24	Change (%)	Q1 FY25	Q1 FY24	Change (bps)
By Brand (#Rooms)															
Aurika Hotels & Resorts (808)*	4,170	4,640	-10%	46%	46%	-42	9,061	9,989	-9%	2.70	3.96	-32%	49%	56%	-623
Lemon Tree Premier (1,603)	5,177	4,991	4%	79%	78%	72	6,558	6,380	3%	3.15	3.16	0%	53%	56%	-339
Lemon Tree Hotels (1562)	3,838	3,754	2%	72%	73%	-76	5,299	5,129	3%	1.96	2.19	-11%	43%	49%	-555
Red Fox by Lemon Tree Hotels (952)	2,709	2,745	-1%	64%	68%	-359	4,214	4,044	4%	1.31	1.43	-8%	46%	50%	-426
Keys by Lemon Tree Hotels (936)	1,975	1,891	4%	56%	57%	-148	3,542	3,305	7%	0.40	0.64	-38%	18%	31%	-1,257

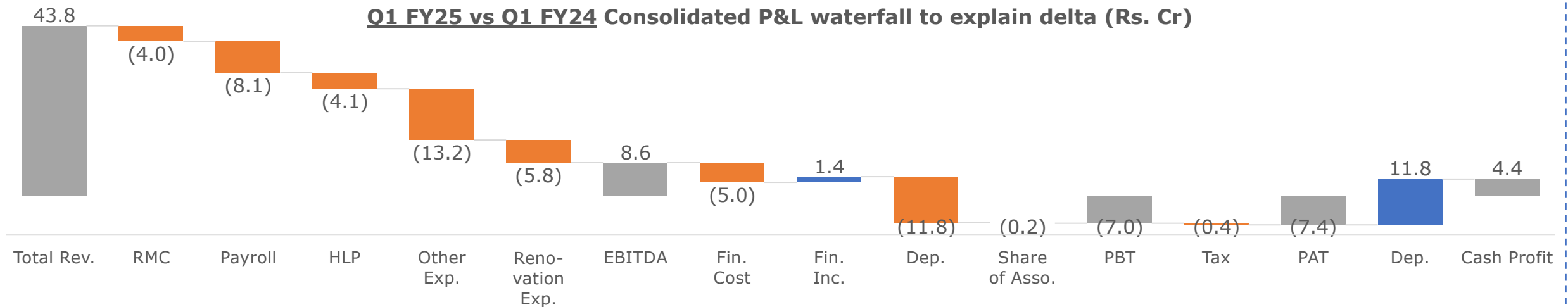
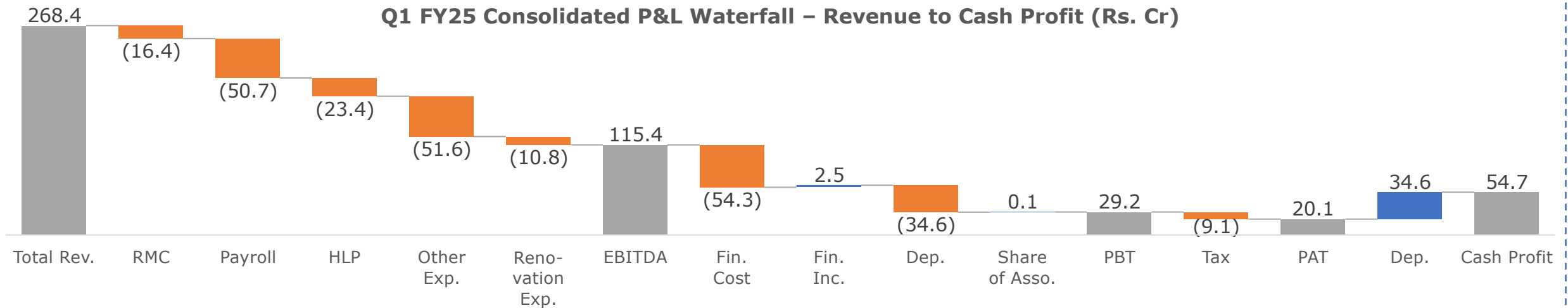
Parameters	RevPAR (Rs.)			Occupancy Rate (%)			Average Daily Rate (Rs.)			Hotel level EBITDAR/room/qtr. (Rs. Lacs)**			Hotel level EBITDAR Margin %**		
	Q1 FY25	Q1 FY24	Change (%)	Q1 FY25	Q1 FY24	Change (bps)	Q1 FY25	Q1 FY24	Change (%)	Q1 FY25	Q1 FY24	Change (%)	Q1 FY25	Q1 FY24	Change (bps)
By Region (#Rooms)															
Delhi (636)	4,457	4,248	5%	75%	74%	68	5,971	5,744	4%	2.38	2.25	6%	47%	46%	80
Gurugram (529)	3,997	3,447	16%	76%	68%	859	5,226	5,078	3%	2.24	2.04	10%	45%	46%	-108
Hyderabad (663)	4,428	4,749	-7%	73%	84%	-1,106	6,038	5,627	7%	2.44	3.13	-22%	50%	59%	-976
Bengaluru (874)	3,187	3,346	-5%	65%	71%	-541	4,890	4,740	3%	1.61	2.06	-22%	45%	54%	-889
Mumbai (972)*	4,937	6,653	-26%	59%	86%	-2,742	8,405	7,721	9%	3.39	4.66	-27%	55%	65%	-995
Pune (426)	3,999	3,519	14%	76%	72%	462	5,252	4,920	7%	1.90	1.76	8%	42%	45%	-309
Rest of India (1,659)	2,799	2,712	3%	61%	60%	23	4,614	4,488	3%	1.17	1.39	-16%	36%	43%	-739
Total (5759)	3,788	3,657	4%	67%	70%	-360	5,686	5,207	9%	2.04	2.13	-4%	46%	51%	-461

Trends for owned/leased rooms

*Figures include Aurika, Mumbai SkyCity which opened in Q3 FY24 and is not yet stable

** Hotel level EBITDAR and EBITDAR Margin % is post significant increase in renovation year on year

Consolidated P&L: Q1 FY25 vs Q1 FY24

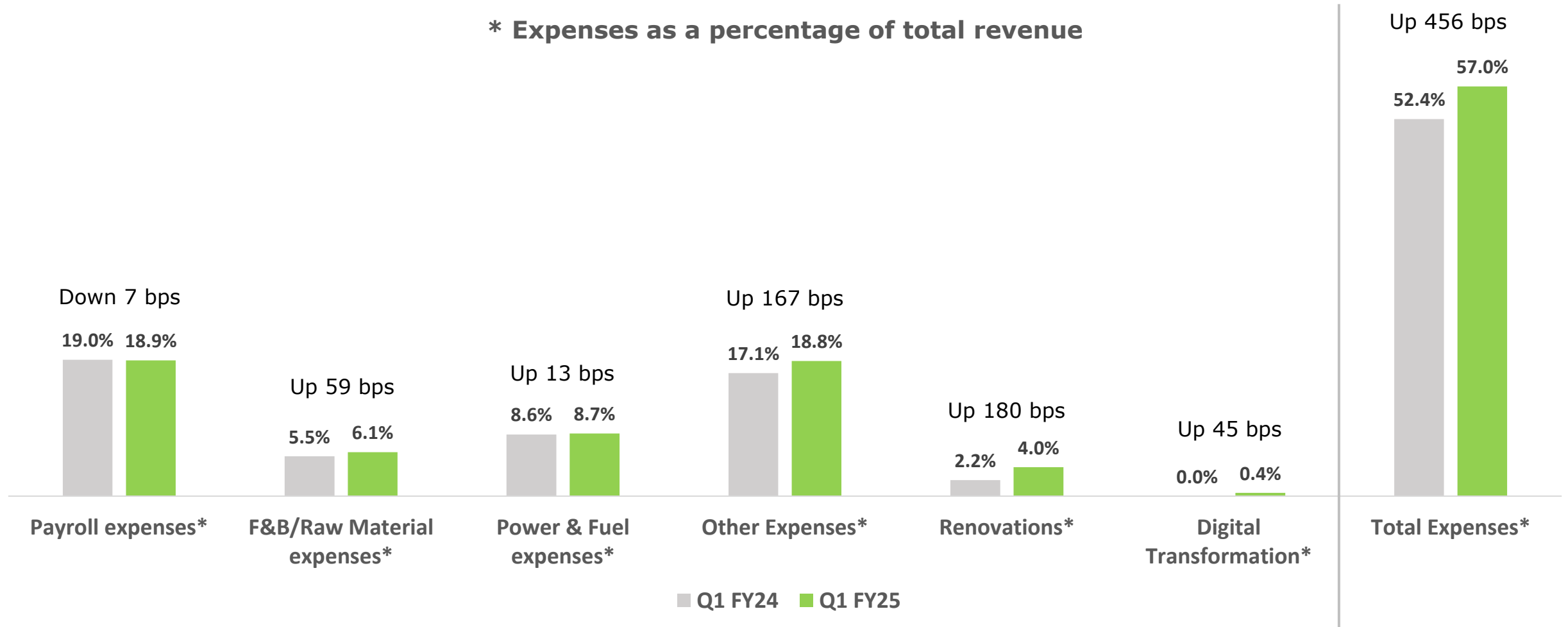


Cash Profit = PAT + Depreciation

Figures include Aurika, Mumbai SkyCity which opened in Q3 FY24 and is not yet stable

Cost Structure: Q1 FY25 vs Q1 FY24

* Expenses as a percentage of total revenue



Figures include Aurika, Mumbai SkyCity which opened in Q3 FY24 and is not yet stable

Lemon Tree Consolidated Profit & Loss Statement – Q1 FY25

Rs. Cr	Q1 FY25	Q4 FY24	Q1 FY24	Q1 FY25 vs Q4 FY24 Change (%)	Q1 FY25 vs Q1 FY24 Change (%)
Revenue from operations	268.0	327.3	224.2	-18%	20%
Other income	0.4	3.9	0.4	-91%	-6%
Total revenue	268.4	331.2	224.6	-19%	19%
Total expenses	153.0	155.8	117.8	-2%	30%
Net EBITDA	115.4	175.3	106.8	-34%	8%
Net EBITDA margin (%)	43.0%	52.9%	47.6%	-993	-456
Finance costs	54.3	55.4	49.2	-2%	10%
Finance income	2.5	2.7	1.1	-7%	132%
Depreciation & amortization	34.6	33.4	22.8	4%	52%
PBT	29.2	89.0	36.2	-67%	-19%
Tax expense	9.1	5.0	8.7	81%	5%
PAT	20.1	84.0	27.5	-76%	-27%
Cash Profit	54.7	117.4	50.3	-53%	9%

Cash Profit = PAT + Depreciation

Revenue from Operations is inclusive of fee from managed & franchised hotels

Figures include Aurika, Mumbai SkyCity which opened in Q3 FY24 and is not yet stable

Lemon Tree Consolidated Profit & Loss Statement Breakup

Rs. Cr	Lemon Tree Consolidated excluding Keys Hotels					Keys Hotels					Lemon Tree Consolidated				
	Q1 FY25	Q4 FY24	Q1 FY24	QoQ Change	YoY Change	Q1 FY25	Q4 FY24	Q1 FY24	QoQ Change	YoY Change	Q1 FY25	Q4 FY24	Q1 FY24	QoQ Change	YoY Change
Inventory	4,823	4,823	4,154	-	16%	936	936	936	-	-	5,759	5,759	5,090	-	13%
Gross ARR	6,023	7,030	5,543	-14%	9%	3,542	3,637	3,305	-3%	7%	5,686	6,605	5,207	-14%	9%
Occupancy %	68.7%	75.2%	73.2%	-644 bps	-442 bps	55.7%	55.5%	57.2%	26 Bps	-148 bps	66.6%	72.0%	70.2%	-535 bps	-360 bps
RevPAR	4,832	5,285	4,563	-9%	6%	1,975	2,018	1,891	-2%	4%	3,788	4,754	3,657	-20%	4%
Revenue from Operations	247.5	305.8	204.7	-19%	21%	20.5	21.5	19.5	-5%	5%	268.0	327.3	224.2	-18%	20%
Other Income	0.4	2.2	0.4	-84%	-6%	0.0	1.7	0.0	-100%	-	0.4	3.9	0.4	-91%	-6%
Total revenue	247.9	308.0	205.1	-20%	21%	20.5	23.2	19.5	-12%	5%	268.4	331.2	224.6	-19%	19%
Total expenses	136.3	138.2	104.0	-1%	31%	16.6	16.3	13.8	2%	20%	153.0	154.5	117.8	-1%	30%
EBITDA	111.5	169.8	101.1	-34%	10%	3.9	6.9	5.7	-44%	-32%	115.4	176.7	106.8	-35%	8%
<i>EBITDA Margin(%)</i>	45.0%	55.1%	49.3%	-1013 bps	-432 bps	18.9%	29.7%	29.3%	-1074 bps	-1,034 Bps	43.0%	53.4%	47.6%	-1034 bps	-456 bps

Figures include Aurika, Mumbai SkyCity which opened in Q3 FY24 and is not yet stable

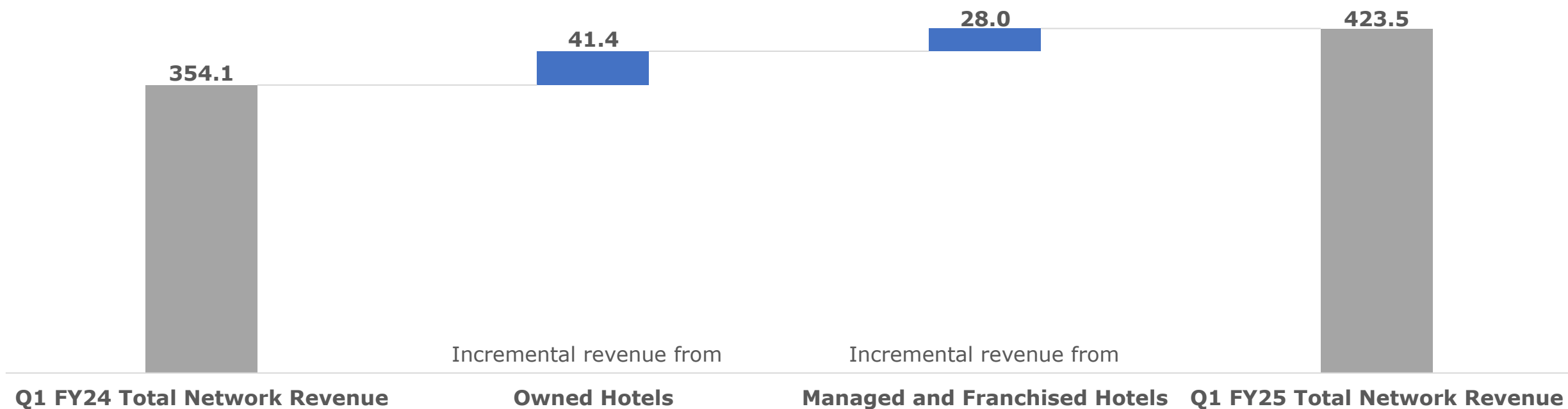
Discussion on Consolidated Financial & Operational Performance – Q1 FY25

Revenue	<ul style="list-style-type: none"> ❖ Revenue from operations stood at Rs. 268.0 Cr in Q1 FY25 which was down 18% from Rs. 327.3 Cr in Q4 FY24 and was up 20% as compared to Rs. 224.2 Cr in Q1 FY24 ❖ Gross ARR stood at Rs. 5,686 in Q1 FY25 which was down 14% from Rs. 6,605 in Q4 FY24 and was up 9% as compared to Rs. 5,207 in Q1 FY24 ❖ Occupancy% stood at 66.6% in Q1 FY25 which was down -540 bps from 72.0% in Q4 FY24 and was down 360 bps as compared to 70.2% in Q1 FY24
Cost	<ul style="list-style-type: none"> ❖ Total expenses stood at Rs. 153.0 Cr in Q1 FY25 which was down 2% from Rs. 155.8 Cr in Q4 FY24 and was up 30% as compared to Rs. 117.8 Cr in Q1 FY24
Operating Margins	<ul style="list-style-type: none"> ❖ Net EBITDA stood at Rs. 115.4 Cr in Q1 FY25 which was down -34% from Rs.175.3 Cr in Q4 FY24 and was up 8% as compared to Rs. 106.8 Cr in Q1 FY24 ❖ Net EBITDA margin % stood at 43.0% in Q1 FY25 which was down 993 bps from 52.9% in Q4 FY24 and was down 456 bps as compared to 47.6% in Q1 FY24
Profit after tax	<ul style="list-style-type: none"> ❖ PAT stood at Rs. 20.1 Cr in Q1 FY25 which was down 76% from Rs. 84.0 Cr in Q4 FY24 and was down 27% as compared to Rs 27.5 Cr in Q1 FY24
Cash Profit	<ul style="list-style-type: none"> ❖ Cash Profit stood at Rs. 54.7 Cr in Q1 FY25 which was down 53% from Rs. 117.4 Cr in Q4 FY24 and was up 9% as compared to Rs. 50.3 Cr in Q1 FY24

Cash Profit = PAT + Depreciation

Figures include Aurika, Mumbai SkyCity which opened in Q3 FY24 and is not yet stable

Lemon Tree Hotel Network Revenue – Q1 FY25 vs Q1 FY24



Hotel Network Revenue (Rs. Cr)	Q1 FY25	Q1 FY24	Q1 FY25 vs Q1 FY24 Change (%)
Owned Hotels	255.5	214.1	19%
Managed and Franchised Hotels	168.0	140.0	20%
Total Network Revenue	423.5	354.1	20%

Figures include Aurika, Mumbai SkyCity which opened in Q3 FY24 and is not yet stable

Expansion Plan – Hotel under Development

Under-development hotel	Type	Rooms	Expected Opening date	Ownership (%)
Aurika, Shimla <i>(redesigned from Lemon Tree Mountain Resort, Shimla)</i>	Owned	69	TBD	100.00%

Total capital deployed/capital expenditure already incurred (i.e. CWIP + Land Capitalised + Capital advances – Capital creditors) as on 30th June 2024 is ~Rs. 33 Cr

Expected opening of inventory in pipeline of managed & franchised contracts (as of 30th June 2024)

Brands	July'24 to March'25 FY25	FY26	FY27	To be announced	Total Rooms (Hotels)
Aurika Hotels & Resorts	-	-	132 (1)	110 (1)	242 (2)
Lemon Tree Premier	95 (2)	282 (3)	-	-	377 (5)
Lemon Tree Hotels	836 (12)	1,025 (17)	373 (5)	321 (5)	2,555 (39)
Red Fox Hotels	-	50 (1)	-	-	50 (1)
Keys by Lemon Tree Hotels	202 (4)	425 (7)	116 (2)	-	743 (13)
Total Rooms (Hotels)	1,133 (18)	1,782 (28)	621 (8)	431 (6)	3,967 (60)

 Current year

Hotels opened and signed in Q1 FY25 (managed & franchised contracts)

Hotels opened in Q1 FY25				
#	Hotels	States	Rooms	Opening Dates
1	Lemon Tree Hotel, Tapovan, Rishikesh	Uttarakhand	126	Apr-24
2	Lemon Tree Premier, Budhanilkantha, Kathmandu	Nepal	102	Apr-24
3	Tigerland Safar, Lemon Tree Resort, Chitwan	Nepal	35	Apr-24
4	Keys Lite by Lemon Tree Hotels, Urban Suites, Udaipur (<i>Franchised</i>)	Rajasthan	68	Jun-24
			331	

New hotels signed in Q1 FY25				
#	Hotels	States	Rooms	Opening Dates
1	Keys Select by Lemon Tree Hotels, Bareilly (<i>Franchised</i>)	Uttar Pradesh	60	FY25
2	Lemon Tree Hotel, Morbi	Gujarat	75	FY26
3	Keys Lite by Lemon Tree Hotels, Somnath	Gujarat	52	FY26
			187	

Expansion Plans – Pipeline of managed & franchised contracts by opening (1 of 2)

#	Hotels Pipeline	States	Rooms	Expected Opening
1	Lemon Tree Hotel, Jamshedpur	Jharkhand	42	FY25
2	Lemon Tree Premier, Kanha	Madhya Pradesh	15	FY25
3	The Spectrum, operated by Lemon Tree Hotels, Gurugram	Gurugram	260	FY25
4	Lemon Tree Premier, Biratnagar	Nepal	80	FY25
5	Lemon Tree Resort, Thimphu, Bhutan	Bhutan	38	FY25
6	Keys Lite by Lemon Tree Hotels, Jaipur	Rajasthan	47	FY25
7	Lemon Tree Hotel, Erode	Tamil Nadu	64	FY25
8	Lemon Tree Hotel, Chandausi	Uttar Pradesh	70	FY25
9	Lemon Tree Resort, Mussoorie	Uttarakhand	40	FY25
10	Keys Lite by Lemon Tree Hotel Dehradun (Franchised)	Dehradun	32	FY25
11	Lemon Tree Resort, Somnath (Franchised)	Gujarat	52	FY25
12	Lemon Tree Hotel, Mussoorie (Franchised)	Uttarakhand	60	FY25
13	Lemon Tree Hotel, Meerut (Franchised)	Uttar Pradesh	75	FY25
14	Lemon Tree Hotel, Motihari (Franchised)	Bihar	50	FY25
15	Lemon Tree Hotel, Ranchi (Franchised)	Jharkhand	45	FY25
16	Lemon Tree Hotel, Noida	Noida	40	FY25
17	Keys Lite by Lemon Tree Hotels, Vadodara	Gujarat	63	FY25
18	Keys Select by Lemon Tree Hotels, Bareilly (Franchised)	Uttar Pradesh	60	FY25
19	Lemon Tree Hotel, Morbi	Gujarat	75	FY26
20	Lemon Tree Hotel Sri Ganganagar	Rajasthan	60	FY26
21	Lemon Tree Hotel, Rajahmundry	Andhra Pradesh	60	FY26
22	Lemon Tree Premier Hotel Tirupati	Andhra Pradesh	120	FY26
23	Lemon Tree Hotel, Darjeeling	Darjeeling	55	FY26
24	Lemon Tree Hotel, Tejpur	Assam	42	FY26
25	Lemon Tree Hotel, Jabalpur	Madhya Pradesh	75	FY26
26	Lemon Tree Hotel Gomti Nagar Lucknow	Uttar Pradesh	72	FY26
27	Lemon Tree Hotel, Mashobra	Himachal Pradesh	48	FY26
28	Lemon Tree Resort, Kasauli (Franchised)	Himachal Pradesh	50	FY26
29	Red Fox Hotel, Vishakhapatnam	Vishakhapatnam	50	FY26
30	Keys Select by Lemon Tree Hotels, Yadagirigutta	Telangana	150	FY26
31	Keys Select by Lemon Tree Hotels, Vadodara (Franchised)	Gujarat	45	FY26
32	Lemon Tree Hotel, Kharar	Punjab	60	FY26

Note: The inventory and the dates are as per the latest update from the 3rd party owners



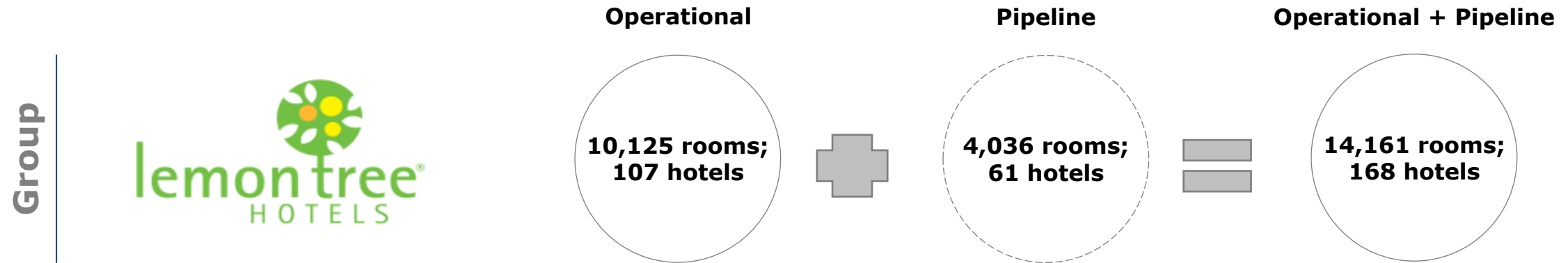
Expansion Plans – Pipeline of managed & franchised contracts by opening (2 of 2)

#	Hotels Pipeline	States	Rooms	Expected Opening
33	Keys Lite by Lemon Tree Hotels, Somnath	Gujarat	52	FY26
34	Lemon Tree Hotel, Jamnagar	Gujarat	60	FY26
35	Lemon Tree Premier, Dehradun	Uttarakhand	80	FY26
36	Lemon Tree Hotel, Junagadh	Gujarat	64	FY26
37	Keys Select by Lemon Tree Hotels, Chirang	Assam	40	FY26
38	Keys Lite by Lemon Tree Hotels, Coimbatore	Tamil Nadu	40	FY26
39	Keys Lite by Lemon Tree Hotels, Vijayawada	Andhra Pradesh	44	FY26
40	Sankhwas Garh, a Lemon Tree Resort	Rajasthan	51	FY26
41	Lemon Tree Hotel, Bokaro	Jharkhand	70	FY26
42	Lemon Tree Premier Gomti Nagar, Lucknow	Uttar Pradesh	82	FY26
43	Lemon Tree Hotel, Badrinath	Uttarakhand	72	FY26
44	Lemon Tree Hotel, Bhubaneswar	Odisha	60	FY26
45	Bhangeri Durbar Resort, operated by Lemon Tree Hotels, Nepal	Nepal	51	FY26
46	Keys Lite by Lemon Tree Hotels, Banswara	Rajasthan	54	FY26
47	Lemon Tree Hotel, Zirakpur	Punjab	80	FY27
48	Keys Prima by Lemon Tree Hotels, Dehradun	Uttarakhand	55	FY27
49	Lemon Tree Hotel, Kundapura	Karnataka	80	FY27
50	Lemon Tree Hotel, Agartala	Tripura	80	FY27
51	Lemon Tree Resort, Marpalle	Telangana	50	FY27
52	Keys Select by Lemon Tree Hotels, Anjar (<i>Franchised</i>)	Gujarat	61	FY27
53	Lemon Tree Hotel, Bharuch	Gujarat	83	FY27
54	Aurika, Rishikesh	Uttarakhand	132	FY27
55	Lemon Tree Hotel, Kathmandu	Nepal	75	TBD
56	Lemon Tree Hotel, Gulmarg	Kashmir	35	TBD
57	Lemon Tree Hotel, Anjuna, Goa	Goa	51	TBD
58	Aurika, Kasauli	Himachal Pradesh	110	TBD
59	Lemon Tree Hotel, Thiruvananthapuram	Kerala	100	TBD
60	Lemon Tree Hotel, Ludhiana	Punjab	60	TBD
Hotel pipeline as of 30/6/2024 (Q1 FY25)		Total	3,967	

Note: The inventory and the dates are as per the latest update from the 3rd party owners



Lemon Tree – Snapshot as on 30th June 2024



Brands

Brand	Current	Pipeline	Operational + Pipeline
Aurika Hotels & Resorts	863 Rooms; 3 Hotels	311 Rooms; 3 Hotels	1174 Rooms; 6 Hotels
Lemon Tree Premier	2709 Rooms; 20 Hotels	377 Rooms; 5 Hotels	3086 Rooms; 25 Hotels
Lemon Tree Hotels	3754 Rooms; 55 Hotels	2555 Rooms; 39 Hotels	6309 Rooms; 94 Hotels
Red Fox by Lemon Tree Hotels	1290 Rooms; 11 Hotels	50 Rooms; 1 Hotels	1340 Rooms; 12 Hotels
Keys by Lemon Tree Hotels	1509 Rooms; 18 Hotels	743 Rooms; 13 Hotels	2252 Rooms; 31 Hotels

Portfolio Breakup as on 30th June 2024 - Operational

Operational Portfolio	Owned (incl. on leased land)		Leased		Managed/ Franchised		Total	
	Hotels	Rooms	Hotels	Rooms	Hotels	Rooms	Hotels	Rooms
Aurika Hotels & Resorts	2	808	0	0	1	55	3	863
Lemon Tree Premier	7	1,442	2	161	11	1,106	20	2,709
Lemon Tree Hotels	13	1,241	4	321	38	2,192	55	3,754
Red Fox by Lemon Tree Hotels	5	759	1	91	5	440	11	1,290
Keys Prima by Lemon Tree Hotels	0	0	0	0	1	42	1	42
Keys Select by Lemon Tree Hotels	7	936	0	0	5	335	12	1,271
Keys Lite by Lemon Tree Hotels	0	0	0	0	5	196	5	196
Total	34	5,186	7	573	66	4,366	107	10,125

Portfolio Breakup as on 30th June 2024 - Pipeline

Pipeline Portfolio	Owned (incl. on leased land)		Leased		Managed/ Franchised		Total	
	Hotels	Rooms	Hotels	Rooms	Hotels	Rooms	Hotels	Rooms
Aurika Hotels & Resorts	1	69	0	0	2	242	3	311
Lemon Tree Premier	0	0	0	0	5	377	5	377
Lemon Tree Hotels	0	0	0	0	39	2,555	39	2,555
Red Fox by Lemon Tree Hotels	0	0	0	0	1	50	1	50
Keys Prima by Lemon Tree Hotels	0	0	0	0	1	55	1	55
Keys Select by Lemon Tree Hotels	0	0	0	0	5	356	5	356
Keys Lite by Lemon Tree Hotels	0	0	0	0	7	332	7	332
Total	1	69	0	0	60	3,967	61	4,036

Annexure

Aurika, Shimla *(redesigned from Lemon Tree Mountain Resort, Shimla)* | Representation



Aurika, Shimla *(redesigned from Lemon Tree Mountain Resort, Shimla)* | Current



Aurika, Shimla *(redesigned from Lemon Tree Mountain Resort, Shimla)* | Current



Aurika, Shimla *(redesigned from Lemon Tree Mountain Resort, Shimla)* | Current



ESG | Highlights of FY23 initiatives



Energy

15%
Reduction in Energy Consumption (intensity based) by FY26 over FY19 baseline

10%
Reduction in Energy Consumption (intensity based) in FY23 over FY19 baseline



Renewable energy

50%
Renewable energy (RE) usage by FY26

10.97%
Renewable energy (RE) usage in FY23



Green building

100%
Certified Green Buildings (hotels) by FY26

25%
Certified Green Buildings (hotels) in FY23



Diversity and inclusion

30%
ODIs¹ in the workforce by FY26

13%
ODIs¹ in the workforce in FY23



GHG emissions

40%
Reduction in GHG emissions (intensity based) by FY26 over FY19 baseline

19%
Reduction in GHG emissions (intensity based) in FY23 over FY19 baseline



Water

10%
Reduction in water consumption (intensity based) by FY26 over FY19 baseline

15%
Reduction in water consumption (intensity based) in FY23 over FY19 baseline



Gender focus

15%
Women across the workforce by FY26

12%
Women across the workforce in FY23



Sustainable development

₹17.18 CR
Investment for Sustainable Development in FY23

1. Note:

Opportunity Deprived Indians (ODIs) include:

- Employees with Disability (EWD)–Speech & Hearing Impaired (SHI), Orthopedically Handicapped (OH), Low Vision (LV); Down Syndrome/Slow Learner/Intellectual and Developmental Disability (IDD), Autism
- Employees from Economically/Socially Marginalized (EcoSoc) backgrounds (widows, destitute woman, orphaned/abandoned girls, transgenders and person from states ranked low in education/employment opportunities)

Conference Call Details

Time

- 4:00 PM IST, Thursday, August 8, 2024

Conference dial-in Primary number

- Primary number: +91 22 6280 1141 / +91 22 7115 8042

International Toll Free Number

- Hong Kong: 800 964 448
- Singapore: 800 101 2045
- UK: 0 808 101 1573
- USA: 1 866 746 2133

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 (LTHL) is one of the largest hotel chains in India, and owns/leases/operates/franchises hotels across the upscale, upper-midscale, midscale and economy segments. LTHL delivers differentiated yet superior service offerings, with a compelling value proposition. The group offers seven brands to meet guests' needs across all levels, viz. Aurika Hotels & Resorts, Lemon Tree Premier, Lemon Tree Hotels, Red Fox Hotels by Lemon Tree Hotels, Keys Prima by Lemon Tree Hotels, Keys Select by Lemon Tree Hotels and Keys Lite by Lemon Tree Hotels.

LTHL opened its first hotel with 49 rooms in May 2004. Today, the company has a portfolio of 160+ hotels, which includes over 100 operational hotels and more than 60 hotels set to open in India and internationally. Lemon Tree Hotels are located across metro regions, including the NCR, Mumbai, Kolkata, Bengaluru, Hyderabad and Chennai, as well as numerous tier I, II and III cities such as Pune, Ahmedabad, Chandigarh, Jaipur, Indore, Aurangabad, Udaipur, Visakhapatnam, Kochi, Ludhiana, Thiruvananthapuram, Vijayawada etc. The company expanded internationally with hotels opening in Dubai in December 2019, in Bhutan in February 2020 and in Nepal in April 2024.

To know more, visit lemontreehotels.com | aurikahotels.com | keyshotels.com

For more information about us, please visit www.lemontreehotels.com or contact:

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