



August 17, 2023

**National Stock Exchange of India Limited
Exchange Plaza, C-1, Block G
Bandra Kurla Complex
Bandra (E), Mumbai – 400051**

**BSE Limited
Phiroze Jeejeebhoy Towers
Dalal Street, Mumbai – 400001**

NSE Scrip Symbol: LEMONTREE

BSE Scrip Code: 541233

Subject: Disclosure under Regulation 30(6) of SEBI (Listing Obligations & Disclosure Requirements) Regulations, 2015

Ref: Analysts/Investor Meet

Dear Sir / Madam

Pursuant to Regulation 30 of SEBI (Listing Obligations & Disclosure Requirements) Regulations, 2015, we wish to inform you that the management of the Company will be meeting Institutional Investors as per the schedule given hereinbelow:

Sr. No	Investor Meet	Schedule
1	Ambit India Access Conference, Singapore	August 21, 2023
2	19 th Annual Global Investor Conference organized by Motilal Oswal at Mumbai	August 23, 2023

In this regard, the Corporate Presentation is enclosed herewith.

Thanking You

For **Lemon Tree Hotels Limited**

**AVP Legal & Group Company Secretary
and Compliance Officer**

Lemon Tree Hotels Limited

(CIN No. L74899DL1992PLC049022)

Registered Office: Asset No. 6, Aerocity Hospitality District, New Delhi-110037

T +91 11 4605 0101 | F +91 11 46050110 | E hi@lemontreehotels.com

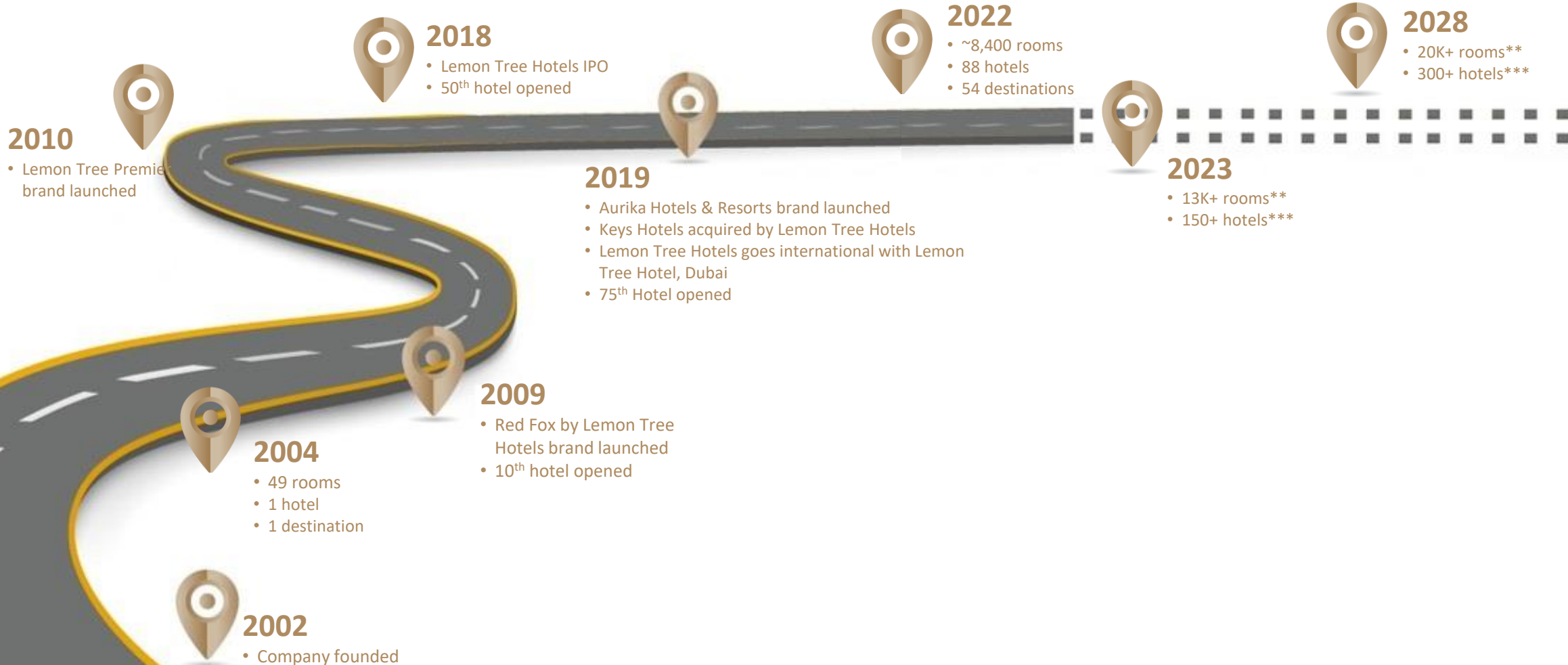
Central Reservation: +91 9911 701 701 | www.lemontreehotels.com

Lemon Tree Hotels Limited

Corporate Presentation | August-2023



Our journey | Two decades of transforming the Indian hospitality landscape

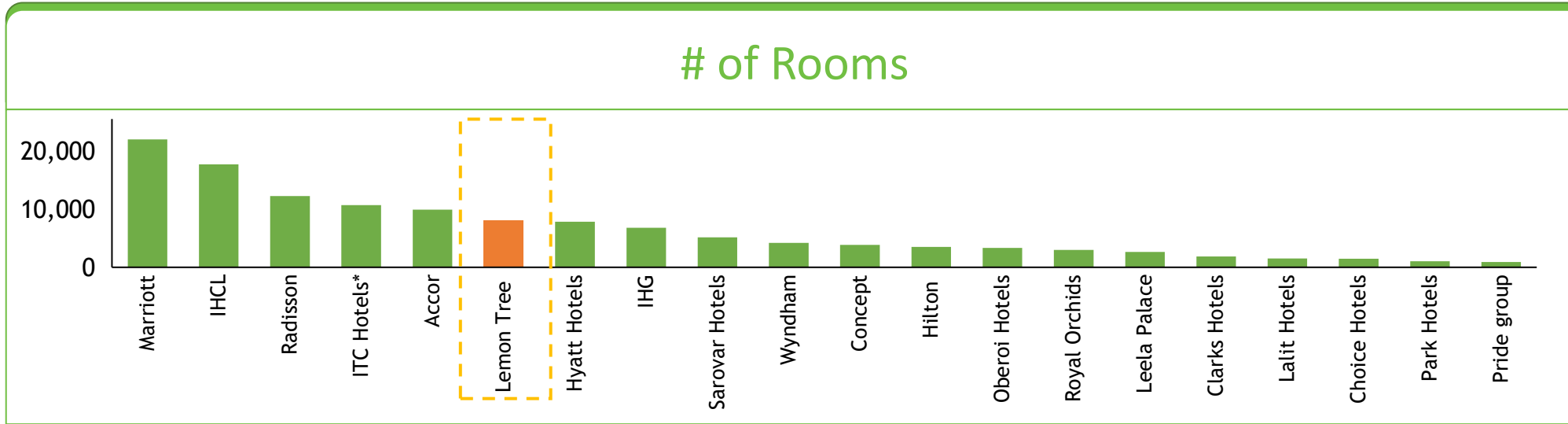


*All calendar years

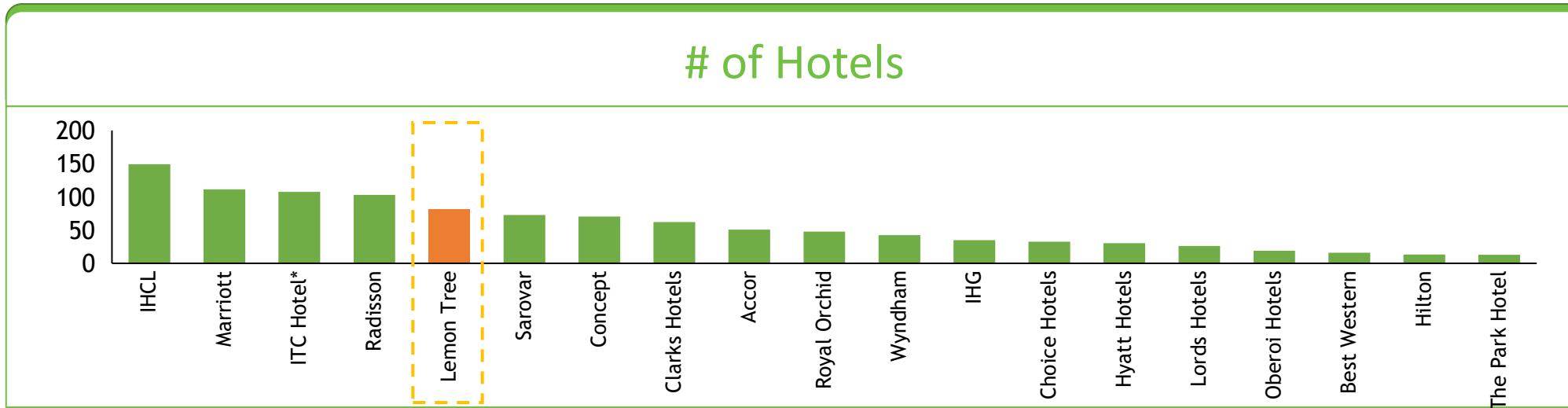
**Rooms = Operational rooms + Rooms in pipeline

***Hotels = Operational hotels + Hotels in pipeline

We are one of the leading hotel chains in India



6th largest hotel chain* by total number of rooms



5th largest hotel chain* by total number of hotels

*Source: Hotelivate - Trends and Opportunity Report FY22 for India



Lemon Tree – Snapshot as on 30th June 2023

Group



Operational



Pipeline



Operational + Pipeline

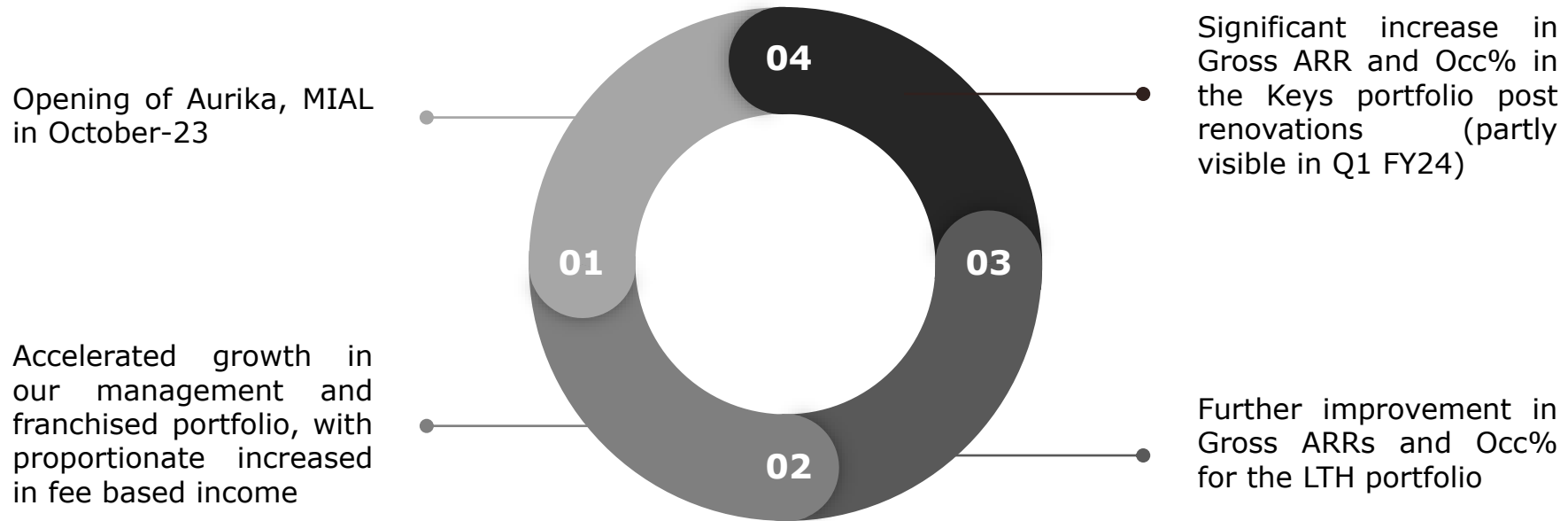


Brands

Brand	Current	Pipeline	Operational + Pipeline
Aurika Hotels & Resorts	194 Rooms; 2 Hotels	911 Rooms; 3 Hotels	1105 Rooms; 5 Hotels
Lemon Tree Premier	2514 Rooms; 18 Hotels	399 Rooms; 5 Hotels	2913 Rooms; 23 Hotels
Lemon Tree Hotels	3080 Rooms; 43 Hotels	2221 Rooms; 33 Hotels	5301 Rooms; 76 Hotels
Red Fox by Lemon Tree Hotels	1290 Rooms; 11 Hotels	0 Rooms; 0 Hotels	1290 Rooms; 11 Hotels
Keys by Lemon Tree Hotels	1413 Rooms; 16 Hotels	193 Rooms; 5 Hotels	1606 Rooms; 21 Hotels



Growth levers for LTH



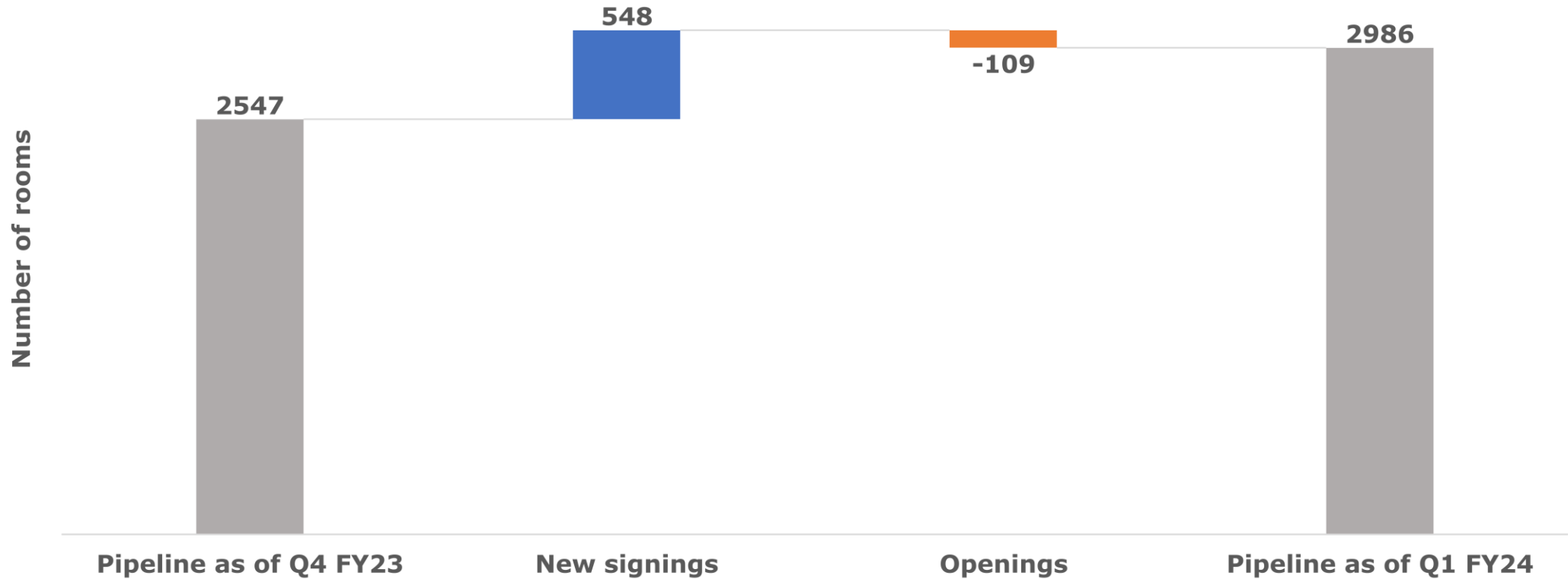
Expansion Plans – Hotels under Development

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

* 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 30th June 2023 is Rs. 684 Cr

Expansion Plans – Snapshot of managed & franchised contracts pipeline



Opening of inventory in pipeline of managed & franchised contracts (as of 30th June 2023)

Brands	FY24 (Aug'23 to Mar'24)	FY25	FY26	FY27	TBA	Total Rooms (Hotels)
Aurika Hotels & Resorts				132 (1)	110 (1)	242 (2)
Lemon Tree Premier	117 (2)	80 (1)		82 (1)	120 (1)	399 (5)
Lemon Tree Hotels	1,052 (15)	385 (6)	172 (3)		543 (8)	2,152 (32)
Keys by Lemon Tree Hotels	52 (2)	141 (3)				193 (5)
Total Rooms (Hotels)	1,221 (19)	606 (10)	172 (3)	214 (2)	773 (10)	2,986 (44)

Hotels opened and signed in Q1 FY24 (managed & franchised contracts)

Hotels opened in Q1 FY24				
#	Hotel	City	Rooms	Opening Date
1	Lemon Tree Hotel, Agra	Agra	62	Q1 FY24
2	Lemon Tree Hotel Bhopal	Bhopal	47	Q1 FY24
			109	

New hotels signed in Q1 FY24				
#	Hotel	City	Rooms	Opening Date
1	Peninsula Suites operated by Lemon Tree Hotels	Whitefield, Bengaluru	103	FY24
2	Lemon Tree Resort, Lumbini	Nepal	81	FY24
3	Lemon Tree Premier, Budhanilkantha	Kathmandu	102	FY24
4	Lemon Tree Premier Gomti Nagar, Lucknow	Uttar Pradesh	82	FY27
5	Lemon Tree Premier, Tirupati	Andhra Pradesh	120	TBA
6	Lemon Tree Hotel, Rajamundry	Andhra Pradesh	60	TBA
			548	

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

#	Hotel Pipeline	City	Rooms	Expected Opening
1	Lemon Tree Hotel Manali	Himachal Pradesh	34	FY24
2	Lemon Tree Hotel, Hubli	Hubli	65	FY24
3	Lemon Tree Hotel, Rajkot	Rajkot	45	FY24
4	Lemon Tree Hotel Dapoli	Maharashtra	50	FY24
5	Keys Lite by Lemon Tree Hotels, Dapoli	Maharashtra	20	FY24
6	Lemon Tree Resort Kumbhalgarh	Kumbhalgarh	59	FY24
7	Lemon Tree Hotel, Sonmarg	Sonmarg	40	FY24
8	Lemon Tree Hotel, McLeodganj	Dharamshala	39	FY24
9	Lemon Tree Hotel, Haridwar	Haridwar	50	FY24
10	Keys Lite by Lemon Tree Hotel Dehradun	Dehradun	32	FY24
11	Lemon Tree Hotel, Jamshedpur	Jamshedpur, Jharkhand	42	FY24
12	Lemon Tree Hotel, Malad, Mumbai	Mumbai	93	FY24
13	Lemon Tree Resort, Mussoorie	Mussoorie	40	FY24
14	Lemon Tree Hotel, Anjuna, Goa	Goa	51	FY24
15	Lemon Tree Premier, Kanha	Kanha	15	FY24
16	The Spectrum, operated by Lemon Tree Hotels, Gurugram	Gurugram	260	FY24
17	Peninsula Suites operated by Lemon Tree Hotels	Whitefield, Bengaluru	103	FY24
18	Lemon Tree Resort, Lumbini	Nepal	81	FY24
19	Lemon Tree Premier, Budhanilkantha	Kathmandu	102	FY24
20	Lemon Tree Premier, Biratnagar, Nepal	Biratnagar, Nepal	80	FY25
21	Lemon Tree Hotel, Tapovan, Rishikesh	Rishikesh	102	FY25
22	Lemon Tree Resort, Thimphu, Bhutan	Thimphu, Bhutan	38	FY25

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

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

#	Hotel Pipeline	City	Rooms	Expected Opening
23	Keys Select by Lemon Tree Hotels, Chirang	Chirang, Assam	40	FY25
24	Keys Lite by Lemon Tree Hotels, Jaipur	Jaipur	47	FY25
25	Lemon Tree Hotel, Erode	Erode, Tamil Nadu	64	FY25
26	Bhangeri Durbar Resort, operated by Lemon Tree Hotels	Nagarkot, Nepal	51	FY25
27	Lemon Tree Hotel, Chandausi	Chandausi, UP	70	FY25
28	Keys Lite by Lemon Tree Hotels, Banswara	Banswara, Rajasthan	54	FY25
29	Lemon Tree Hotel, Kharar	Kharar	60	FY25
30	Lemon Tree Hotel, Darjeeling	Darjeeling	55	FY26
31	Lemon Tree Hotel, Tejpur, Assam	Tejpur, Assam	42	FY26
32	Lemon Tree Hotel Jabalpur	Madhya Pradesh	75	FY26
33	Aurika, Rishikesh	Rishikesh	132	FY27
34	Lemon Tree Premier Gomti Nagar, Lucknow	Uttar Pradesh	82	FY27
35	Aurika, Kasauli	Himachal Pradesh	110	TBA
36	Lemon Tree Hotel Bharuch	Gujarat	83	TBA
37	Lemon Tree Hotel Sri Ganganagar	Rajasthan	60	TBA
38	Lemon Tree Hotel, Gulmarg	Gulmarg	35	TBA
39	Lemon Tree Hotel, Bokaro	Bokaro	70	TBA
40	Lemon Tree Hotel, Kathmandu	Kathmandu, Nepal	75	TBA
41	Lemon Tree Hotel, Thiruvananthapuram	Trivandrum	100	TBA
42	Lemon Tree Hotel, Ludhiana	Ludhiana	60	TBA
43	Lemon Tree Hotel, Rajahmundry	Andhra Pradesh	60	TBA
44	Lemon Tree Premier Hotel, Tirupati	Andhra Pradesh	120	TBA
Hotel pipeline as of 30/6/2023 (Q1 FY24)			2,986	

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

Aurika, SkyCity, Mumbai | Representation



Aurika, SkyCity, Mumbai | Current Status

As of Q4 FY23



Current



Aurika, SkyCity, Mumbai | Current Status

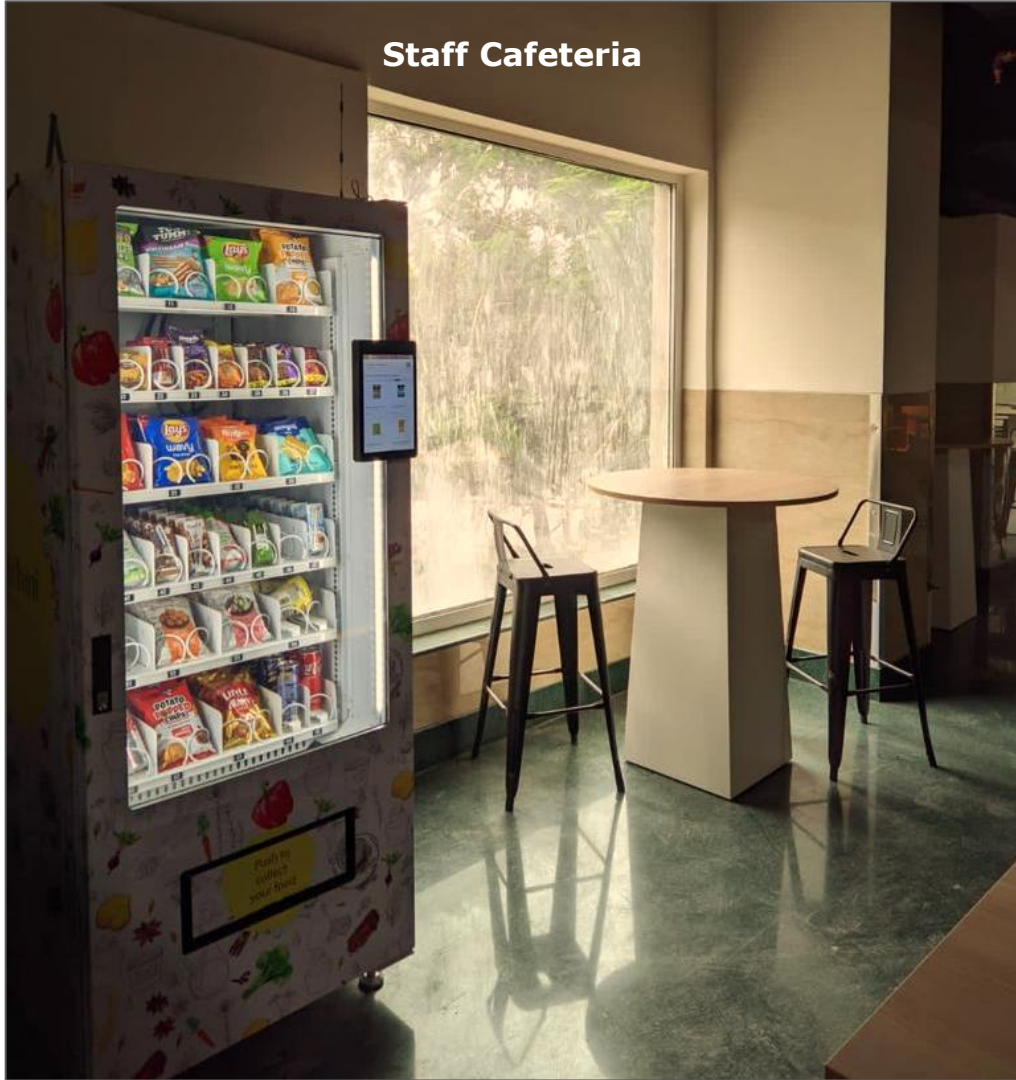


Aurika, SkyCity, Mumbai | Current Status



Aurika, SkyCity, Mumbai | Current Status

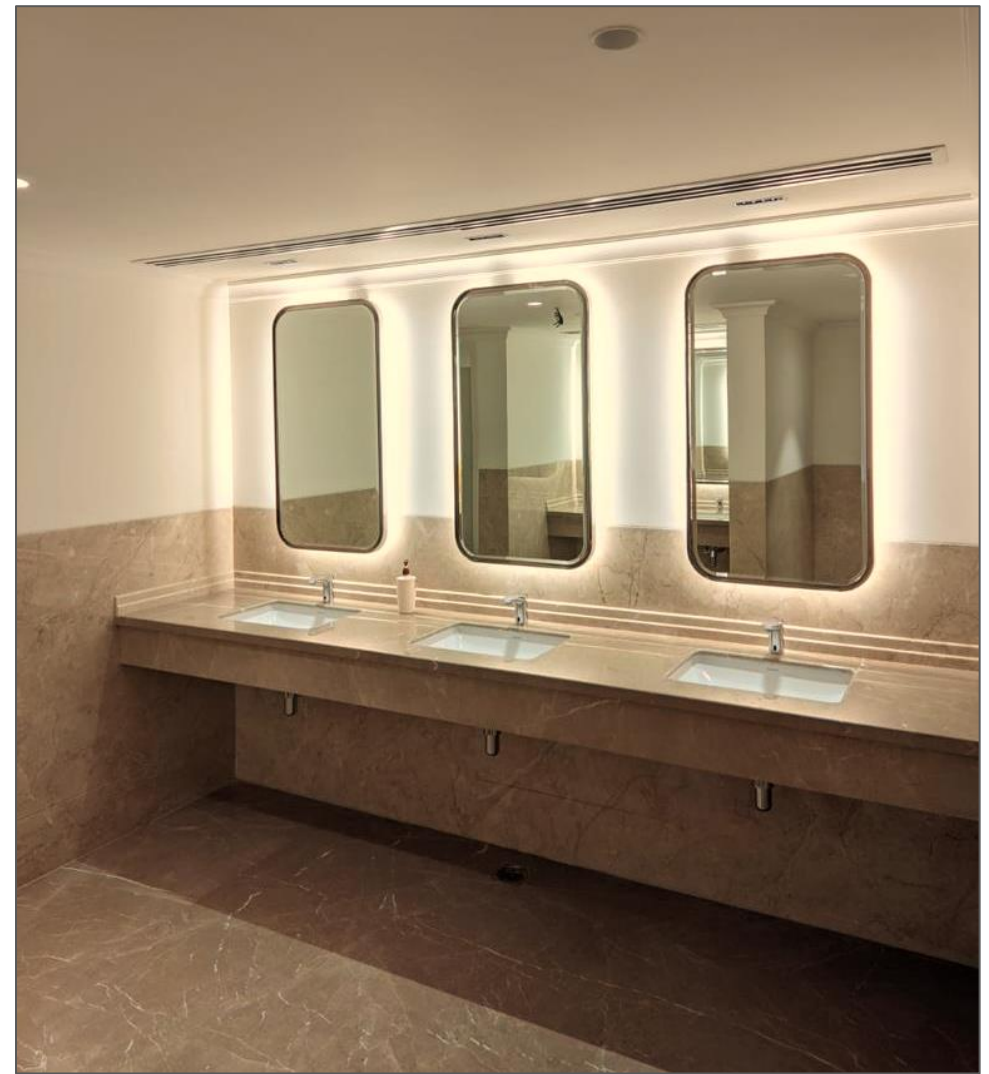
Staff Cafeteria



Hotel's Office



Aurika, SkyCity, Mumbai | Current Status



Aurika, SkyCity, Mumbai | Current Status



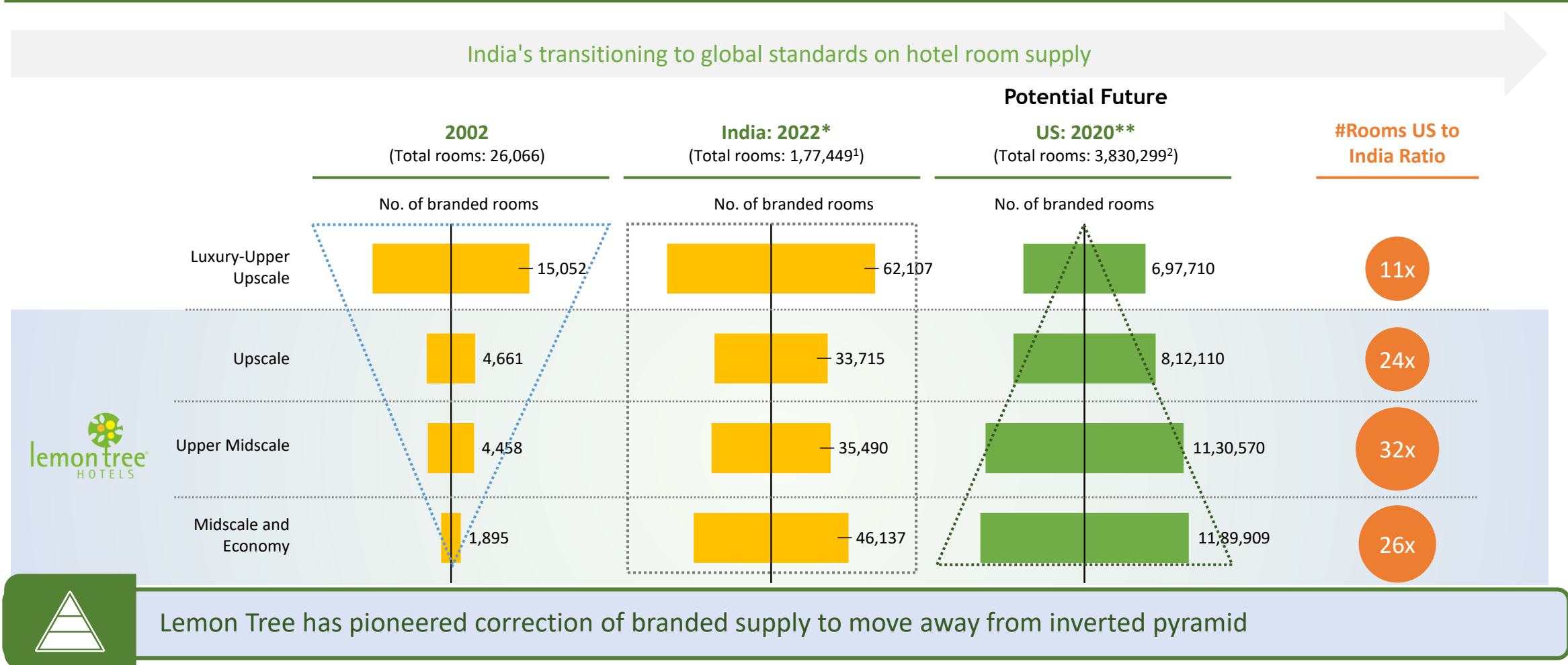
Lemon Tree Mountain Resort, Shimla | Representation



Large underserved mid-scale market

India is transitioning from the inverted supply pyramid to a corrected future with strong base of midscale and economy supply

India's transitioning to global standards on hotel room supply



Source: ¹Horwath HTL - India Hotel Market Review; ²Statista

Distinct portfolio of brands, operating pan India



Value for money hotel brands to cater from economy to upscale requirements



PAN – India network of owned, Managed & Franchised hotels



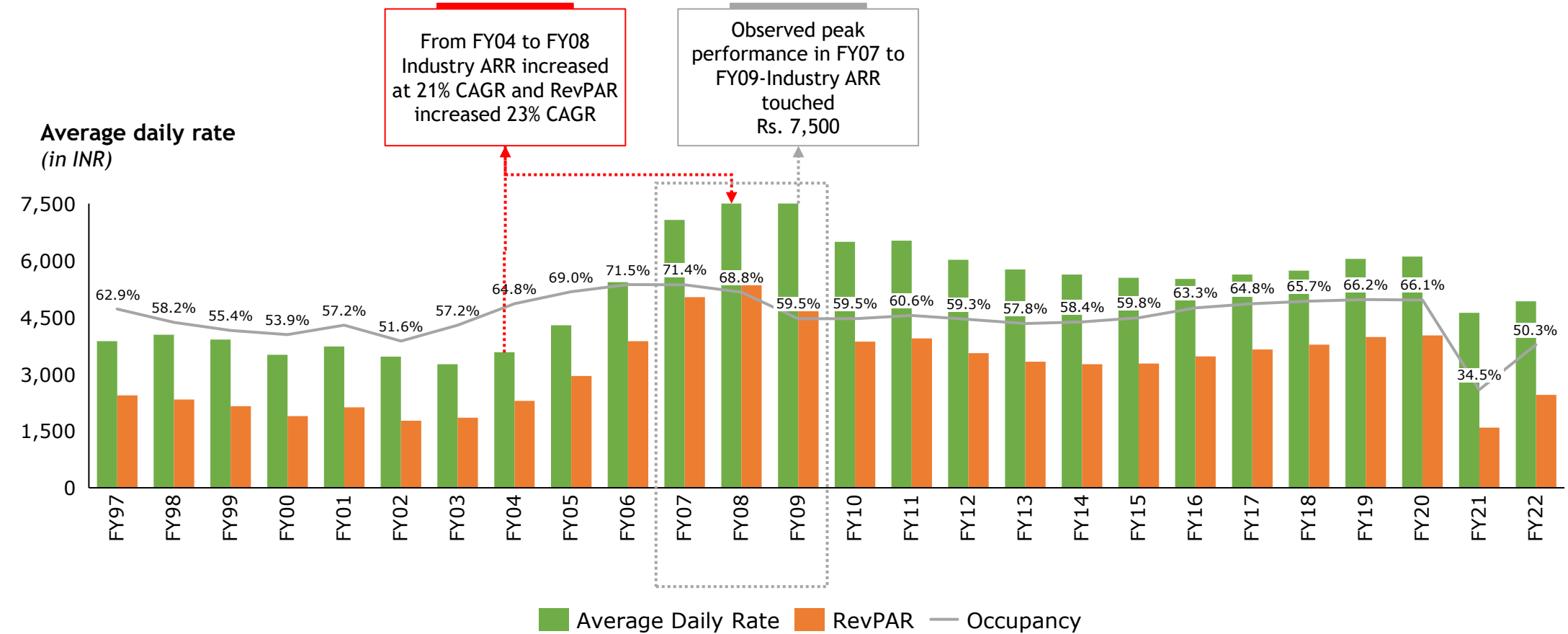
Expanding Wallet Share of India's growing middle-class captured by Lemon Tree

Segment	Industry Inventory	LT Inventory as in CY22	LT Inventory as % of Industry in CY22	Lemon Tree Brand Positioning
Luxury and Upper Upscale	62,107*	194	0.2%	
Upscale	33,715*			
Upper Midscale	35,490*	2,514	7.1%	
Midscale and Economy	46,137*	5,783	12.5%	
Total Branded Inventory	1,77,449*	8,491	4.8%	

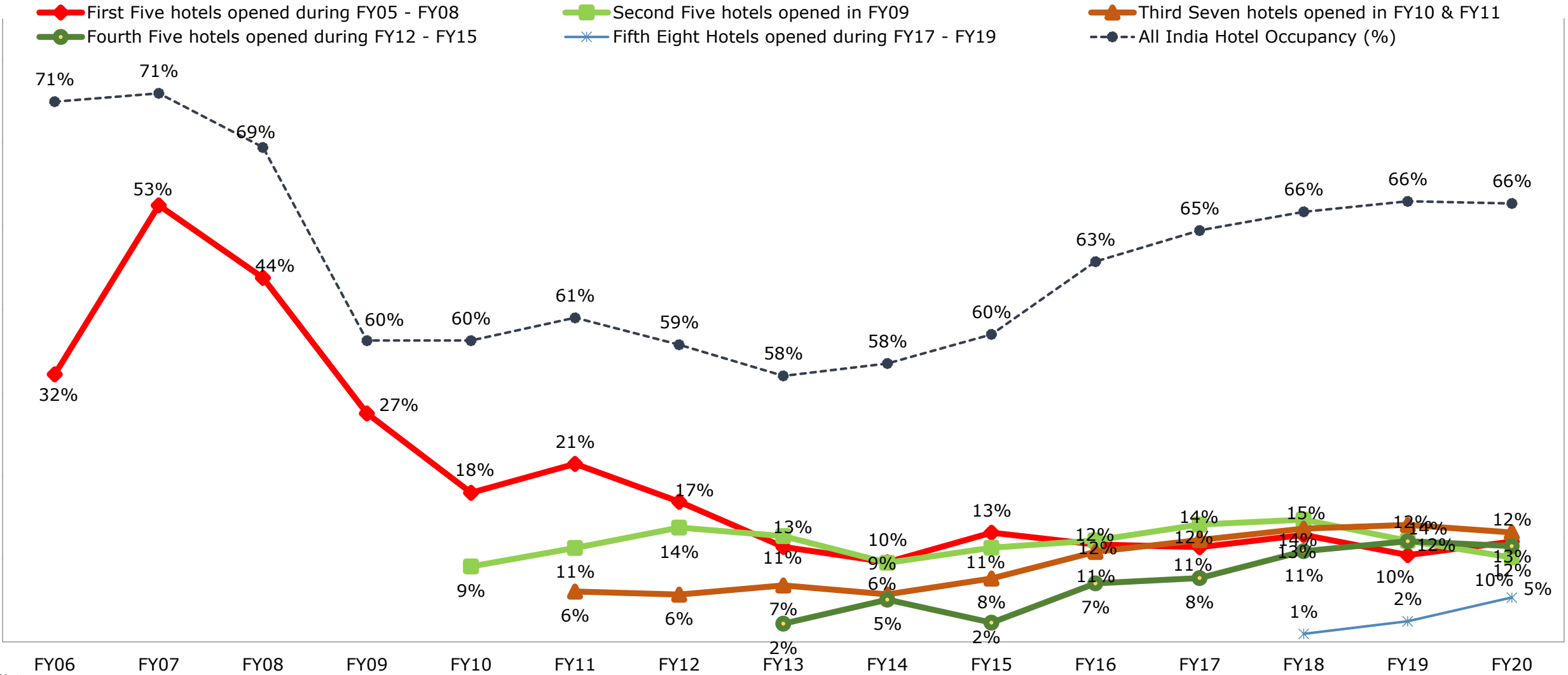


Hotel business shows cyclicality, returns disproportionately higher in top of cycle

Top of cycle yields disproportionately higher returns, business expected to be top of cycle in coming years

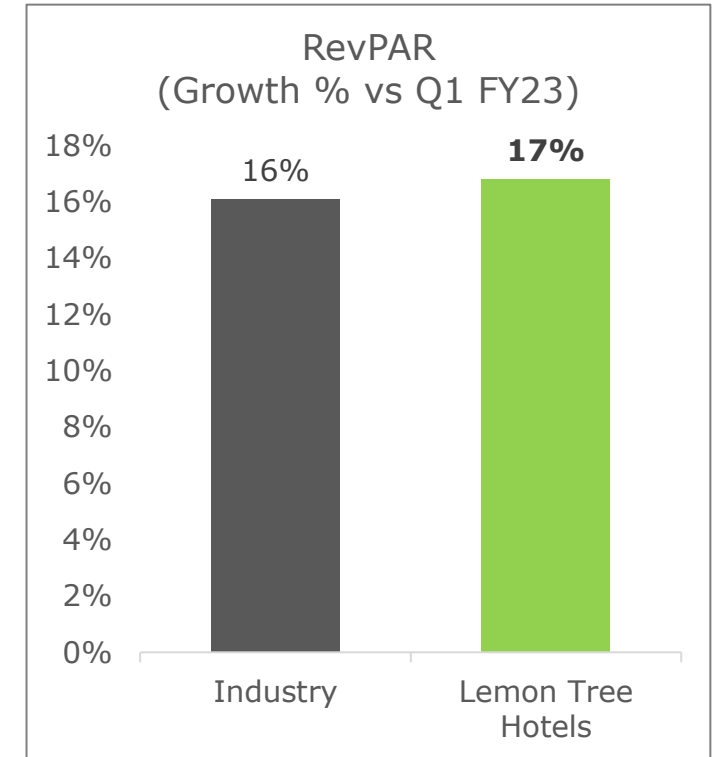
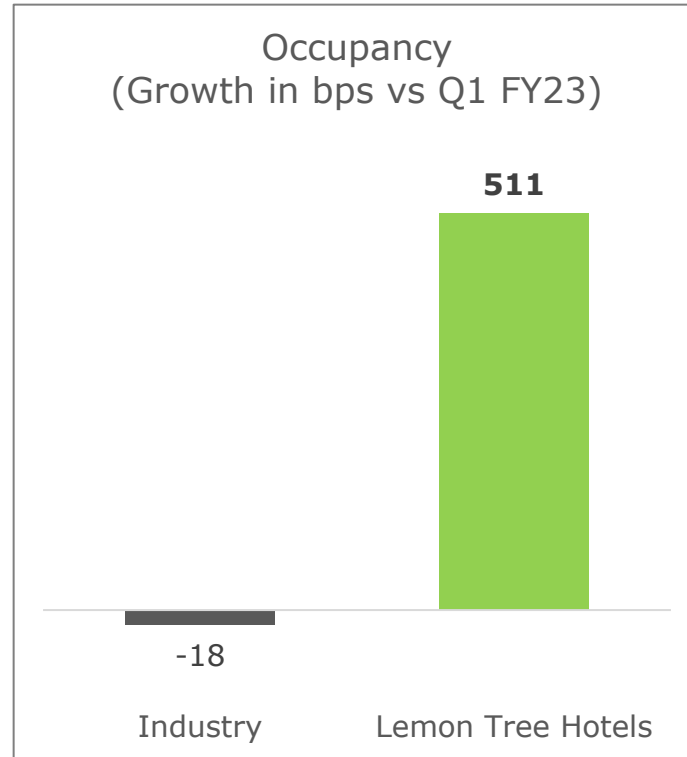
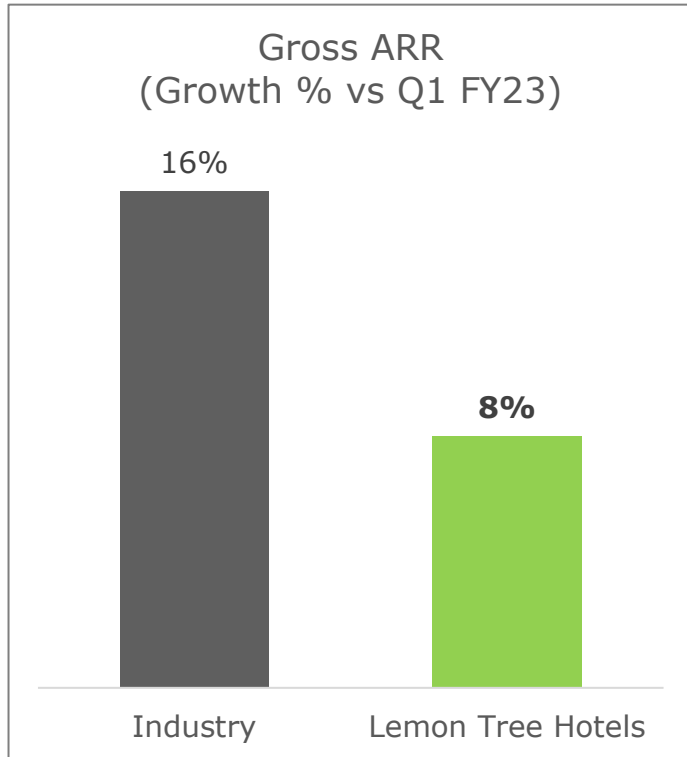


Lemon Tree Hotels RoCE : Hotel Buckets by opening 2006-20



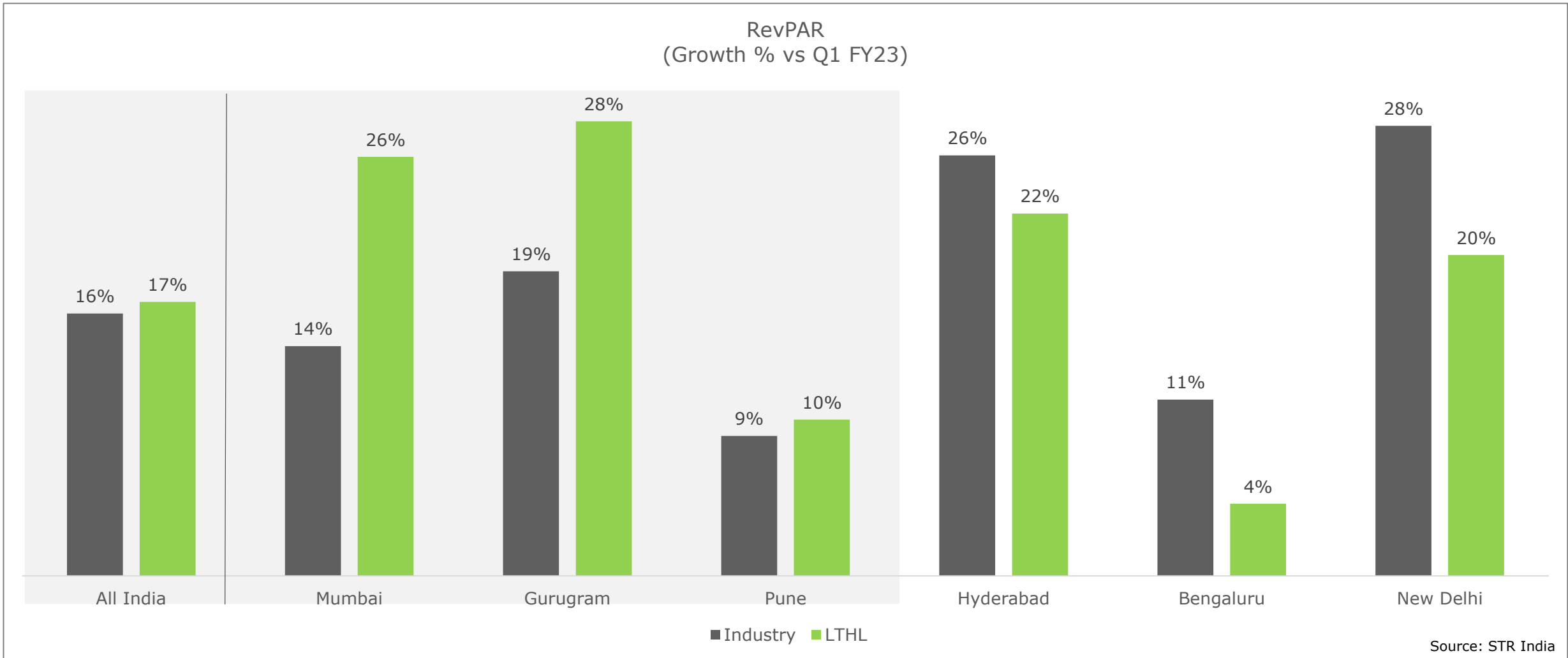
Notes:
 1. Hotel level RoCE is calculated as : (Hotel level EBITDAR - lease rentals)/Capital deployed for operational owned & leased hotels
 2. Hotel RoCE is based on first full year of operation

LTH vs Industry, Y-o-Y Growth (Q1 FY24 vs Q1 FY23)



Source: STR India

City level: LTH vs Industry – Q1 FY24 vs Q1 FY23



Q1 FY24 Operational Performance by Brands & Region (On full inventory basis)

Parameters	RevPAR (Rs.)			Occupancy Rate (%)			Average Daily Rate (Rs.)			Hotel level EBITDAR/room/qtr. (Rs. Lacs)			Hotel level EBITDAR Margin %		
	Q1 FY24	Q1 FY23	Change (%)	Q1 FY24	Q1 FY23	Change (bps)	Q1 FY24	Q1 FY23	Change (%)	Q1 FY24	Q1 FY23	Change (%)	Q1 FY24	Q1 FY23	Change (bps)
By Brand (#Rooms)															
Aurika Hotels & Resorts (139)	4,635	4,091	13%	46%	37%	990	9,989	11,207	-11%	2.52	2.55	-1%	44%	48%	-320
Lemon Tree Premier (1,603)	4,989	4,186	19%	78%	71%	720	6,380	5,896	8%	3.16	2.69	17%	56%	56%	10
Lemon Tree Hotels (1562)	3,779	3,235	17%	73%	68%	510	5,163	4,751	9%	2.19	1.87	17%	49%	49%	-20
Red Fox by Lemon Tree Hotels (952)	2,746	2,361	16%	68%	64%	430	4,044	3,712	9%	1.43	1.10	29%	50%	47%	270
Keys by Lemon Tree Hotels (936)	1,964	1,785	10%	57%	56%	160	3,434	3,211	7%	0.64	0.58	11%	31%	32%	-60

Parameters	RevPAR (Rs.)			Occupancy Rate (%)			Average Daily Rate (Rs.)			Hotel level EBITDAR/room/qtr. (Rs. Lacs)			Hotel level EBITDAR Margin %		
	Q1 FY24	Q1 FY23	Change (%)	Q1 FY24	Q1 FY23	Change (bps)	Q1 FY24	Q1 FY23	Change (%)	Q1 FY24	Q1 FY23	Change (%)	Q1 FY24	Q1 FY23	Change (bps)
By Region (#Rooms)															
Delhi (636)	4,251	3,549	20%	74%	73%	150	5,744	4,895	17%	2.25	1.91	18%	46%	46%	10
Gurugram (529)	3,448	2,693	28%	68%	57%	1,130	5,078	4,758	7%	2.04	1.36	50%	46%	40%	630
Hyderabad (663)	4,749	3,885	22%	84%	73%	1,110	5,627	5,300	6%	3.13	2.69	16%	60%	62%	-220
Bengaluru (874)	3,444	3,299	4%	71%	76%	-520	4,878	4,352	12%	2.06	1.97	4%	54%	57%	-230
Mumbai (303)	6,656	5,293	26%	86%	74%	1,180	7,721	7,114	9%	4.66	3.63	28%	65%	62%	250
Pune (426)	3,518	3,209	10%	72%	71%	20	4,920	4,501	9%	1.76	1.80	-2%	45%	49%	-390
Rest of India (1,659)	2,724	2,348	16%	60%	53%	740	4,510	4,431	2%	1.27	1.07	19%	41%	41%	60
Total (5090)	3,676	3,139	17%	70%	65%	510	5,237	4,822	9%	2.09	1.77	18%	50%	50%	10

Trends for owned/leased rooms

Q-o-Q performance of FY20, FY22, FY23 and FY24

Q1 FY24 was the best ever "Q1"

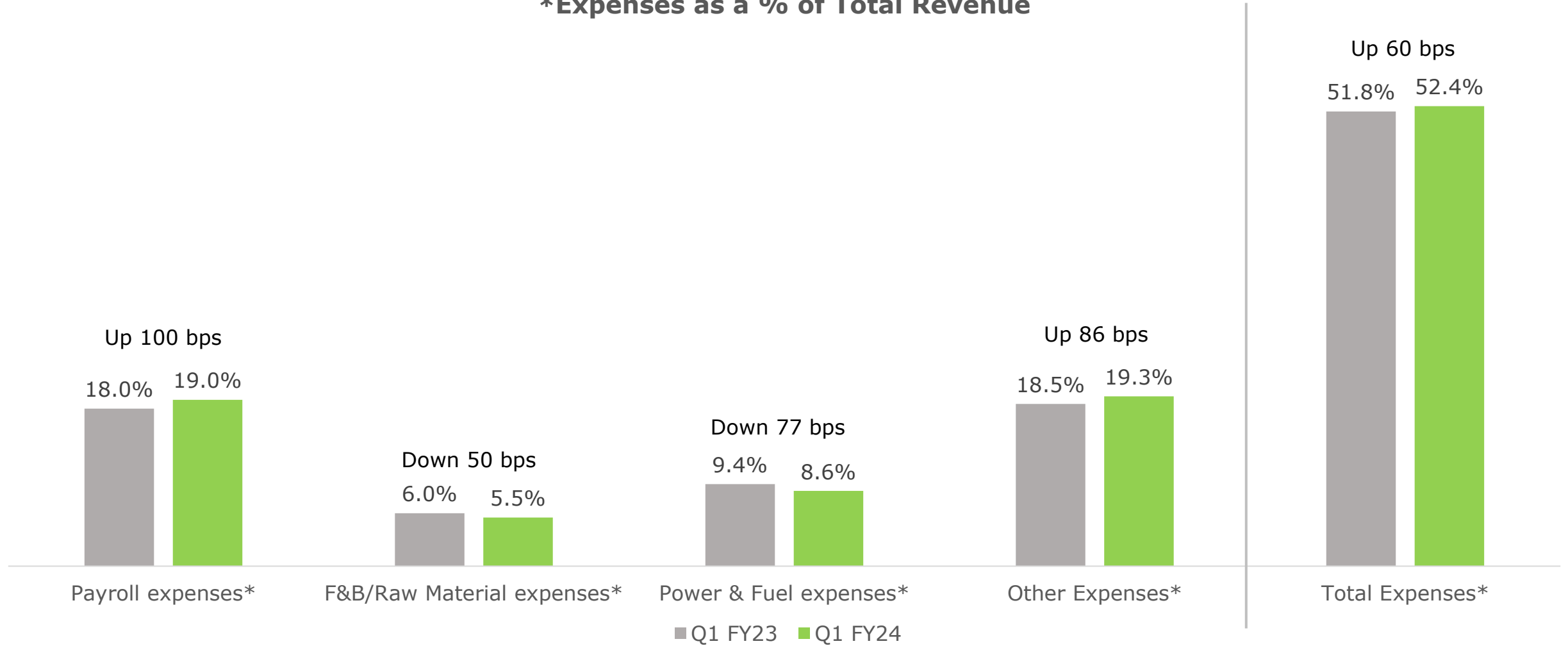
Particulars	Q1 FY24	Q4 FY23	Q3 FY23	Q2 FY23	Q1 FY23	Q4 FY22	Q3 FY22	Q2 FY22	Q1 FY22	Q4 FY20	Q3 FY20	Q2 FY20	Q1 FY20
Gross ARR (Rs.)	5,237	5,824	5,738	4,917	4,822	4,093	3,901	3,028	2,362	4,530	4,644	4,133	4,002
Occupancy %	70.2%	73.6%	67.6%	66.2%	65.1%	46.1%	57.6%	51.0%	29.6%	61.0%	71.3%	74.8%	77.5%
Revenue (Rs. Cr)	224.6	254.7	234.1	197.4	192.3	127.2	146.0	98.8	44.3	176.5	202.8	153.7	142.2
EBITDA* (Rs. Cr)	106.8	141.9	127.0	94.3	92.6	44.5	65.6	35.8	2.0	64.4	84.4	49.4	46.0
EBITDA* %	47.6%	55.7%	54.3%	47.8%	48.2%	35.0%	44.9%	36.2%	4.6%	36.5%	41.6%	32.1%	32.4%
PBT (Rs. Cr)	36.2	73.4	59.2	25.0	20.7	-39.4	-3.2	-34.6	-67.3	-13.5	15.6	-2.1	-1.4
PAT (Rs. Cr)	27.5	59.0	48.6	19.4	13.58	-39.16	-5.2	-33.2	-59.8	-19	11.1	-2.3	-2.1

 Current quarter

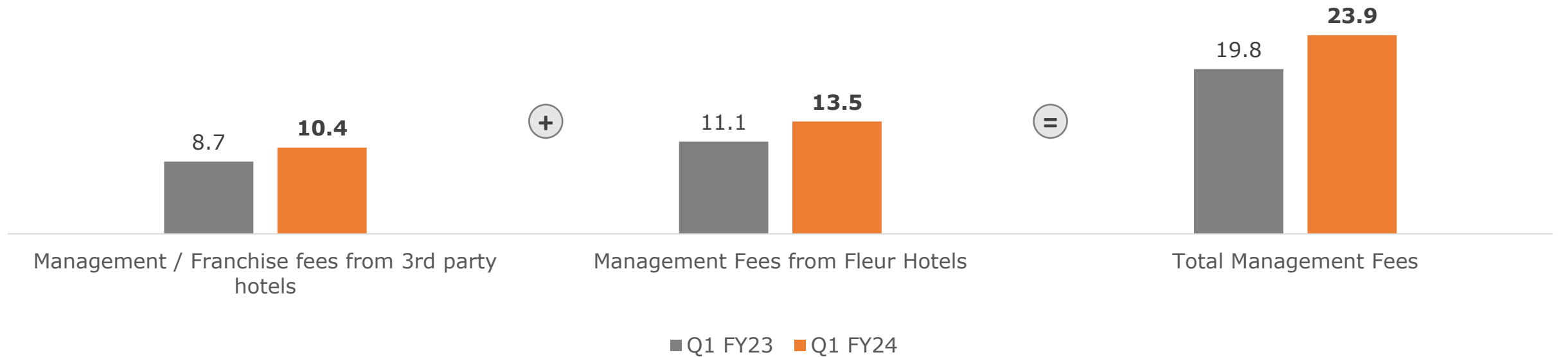
*Note: Q4FY22 and Q1 FY23 EBITDA and EBITDA Margin% is before Stamp Duty expense of Rs. 15.3 Cr and Rs. 4.8 Cr respectively

Cost Structure: Q1 FY24 vs Q1 FY23

***Expenses as a % of Total Revenue**



Total Management Fees



Fees to Lemon Tree Hotels (Rs. Cr)	Q1 FY23	Q1 FY24	Growth %
Management / Franchise Fees from 3 rd party owned hotels	8.7	10.4	19%
Management Fees from Fleur Hotels	11.1	13.5	22%
Total Management Fees	19.8	23.9	21%

Lemon Tree Consolidated Profit & Loss Statement – Q1 FY24

Rs. Cr	Q1 FY24	Q4 FY23	Q1 FY23	Q1 FY24 vs Q4 FY23 Change (%)	Q1 FY24 vs Q1 FY23 Change (%)
Revenue from operations	222.3	252.7	192.0	-12%	16%
Other income	2.4	2.0	0.3	15%	835%
Total revenue	224.6	254.7	192.3	-12%	17%
Total expenses	117.8	112.8	99.7	4%	18%
Net EBITDA	106.8	141.9	92.6	-25%	15%
Net EBITDA margin (%)	47.6%	55.7%	48.2%	-815	-60
Stamp duty	0.0	0.0	4.8	-	-
Finance costs	49.2	46.7	44.1	5%	12%
Finance income	1.1	1.5	1.2	-30%	-10%
Depreciation & amortization	22.8	23.5	24.5	-3%	-7%
PBT	36.2	73.4	20.7	-51%	75%
Tax expense	8.7	14.3	7.1	-39%	22%
PAT	27.5	59.0	13.6	-53%	103%
Cash Profit	50.3	82.5	38.1	-39%	32%

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

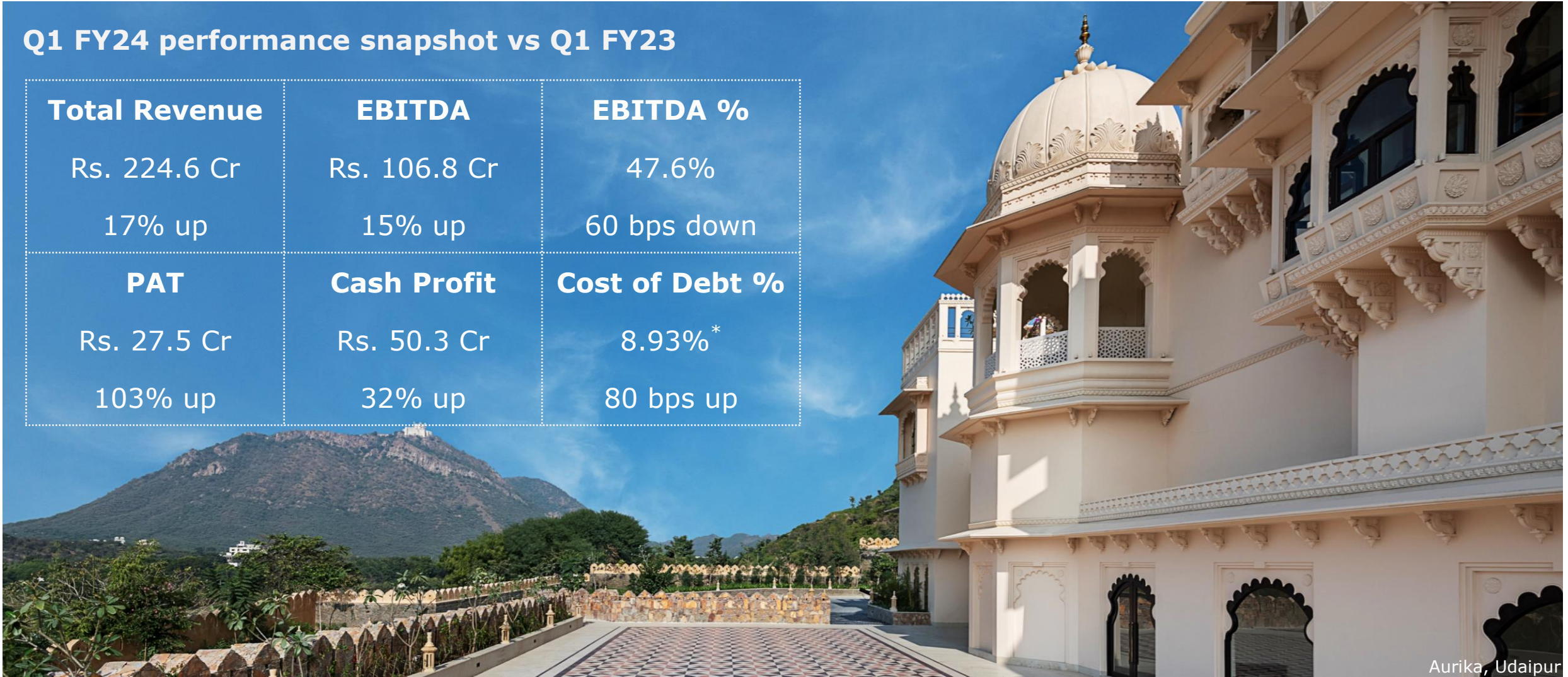
Lemon Tree Hotel Network Revenue – Q1 FY24

Hotel Network Revenue (Rs. Cr)	Q1 FY24	Q1 FY23	Q1 FY24 vs Q1 FY23 Change (%)
Owned Hotels (5,090 rooms / 40 hotels)	212	184	16%
Managed and Franchised Hotels (3 rd party owned) (3,401 rooms / 50 hotels)	140	116	21%
Total Network Revenue	352	300	18%

Strong Q1 FY24 performance across key financial metrics

Q1 FY24 performance snapshot vs Q1 FY23

Total Revenue	EBITDA	EBITDA %
Rs. 224.6 Cr	Rs. 106.8 Cr	47.6%
17% up	15% up	60 bps down
PAT	Cash Profit	Cost of Debt %
Rs. 27.5 Cr	Rs. 50.3 Cr	8.93%*
103% up	32% up	80 bps up

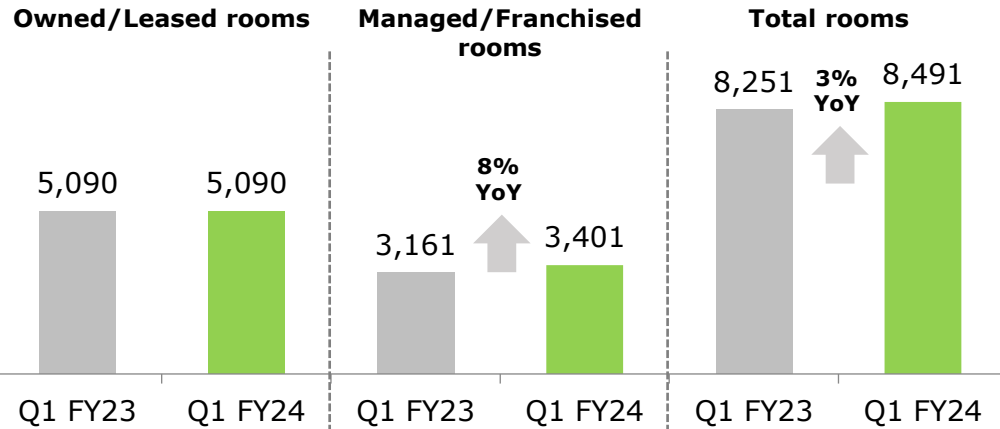


Aurika, Udaipur

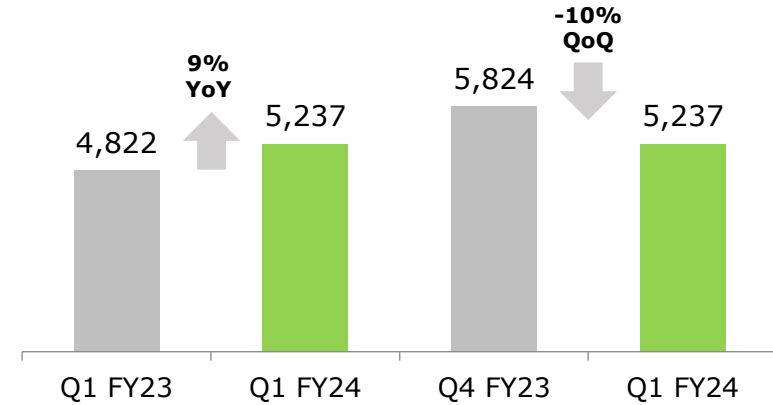
* As on 30th June 2023

Q1 FY24 Performance Highlights – Operational Metrics (Consolidated)

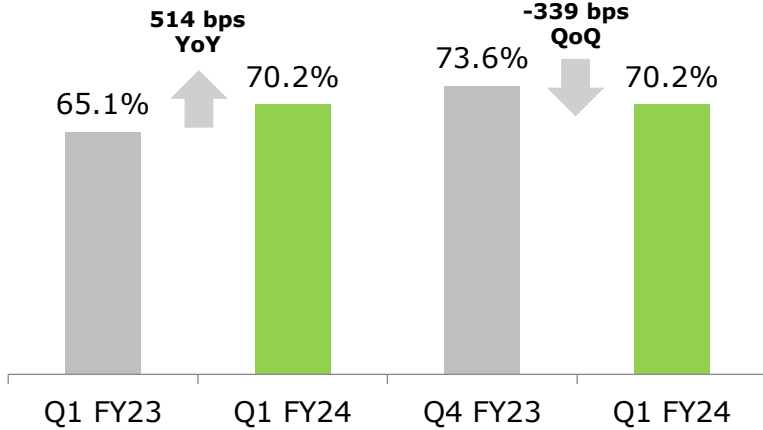
Inventory



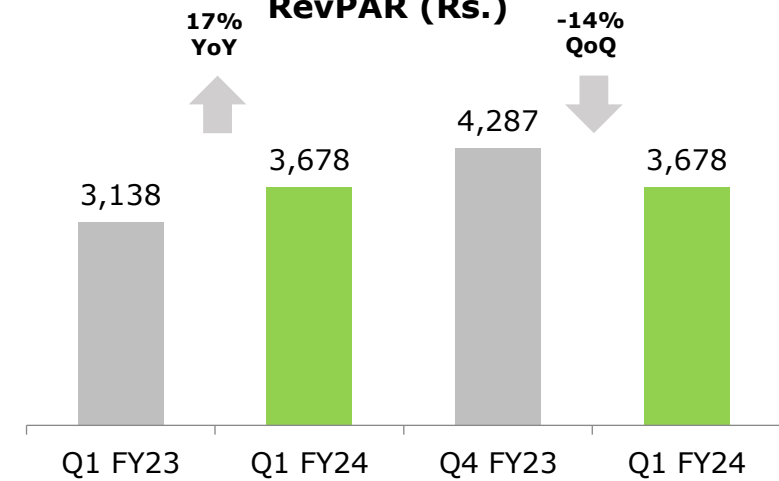
Average Room Rate (Rs.)



Occupancy (%)



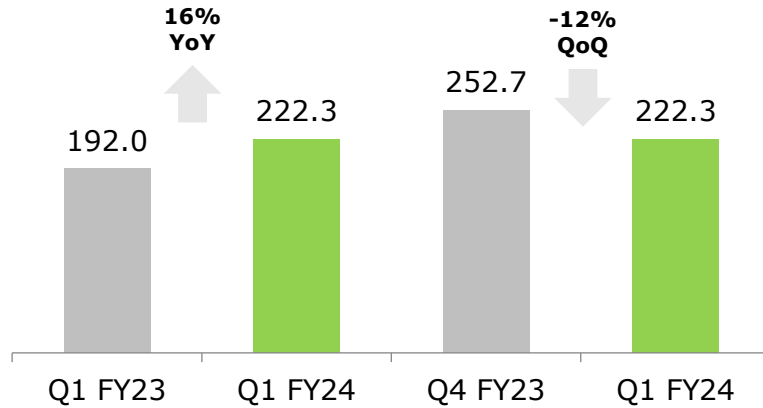
RevPAR (Rs.)



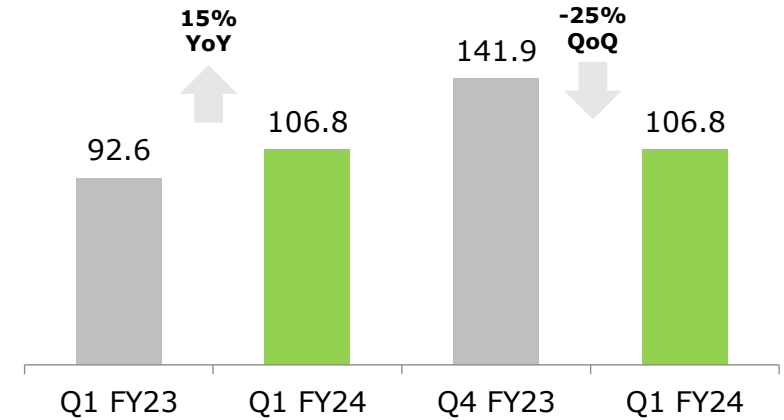
Notes: ARR, Occupancy and RevPAR are for our owned and leased hotels only

Q1 FY24 Performance Highlights – Financial Metrics (Consolidated)

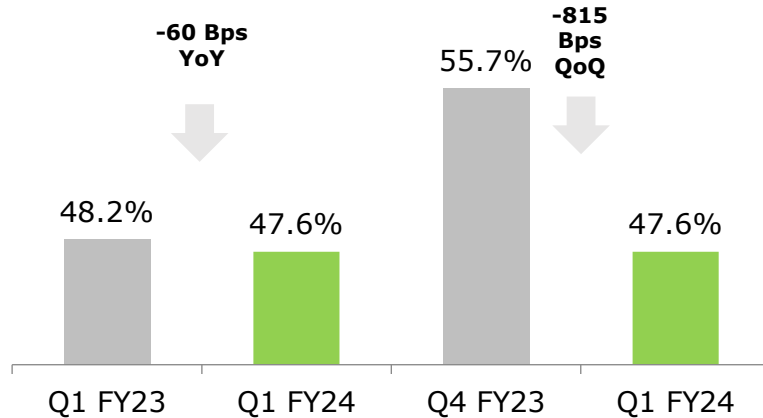
Revenue from Operations (Rs. Cr)



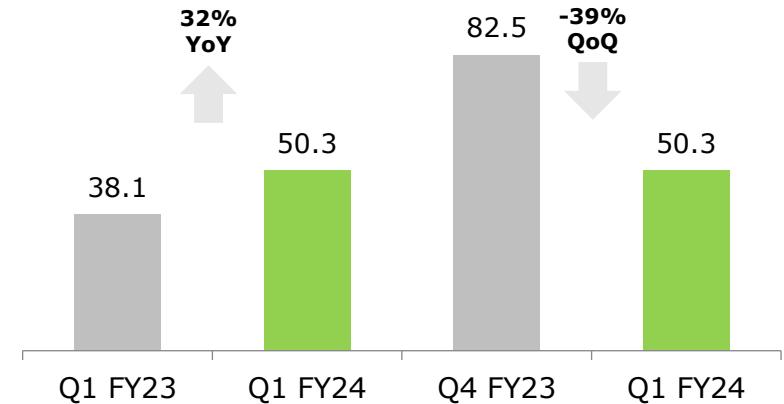
EBITDA (Rs. Cr)



EBITDA Margin (%)



Cash profit (Rs. Cr)



Cash Profit = PAT + Depreciation
 EBITDA and EBITDA Margin% of Q1 FY23 is before Stamp Duty expense of Rs. 4.8 Cr

Lemon Tree Consolidated Profit & Loss Statement Breakup

Rs. Cr	Lemon Tree Consolidated excluding Keys Hotels					Keys Hotels					Lemon Tree Consolidated				
	Q1 FY24	Q4 FY23	Q1 FY23	QoQ Change	YoY Change	Q1 FY24	Q4 FY23	Q1 FY23	QoQ Change	YoY Change	Q1 FY24	Q4 FY23	Q1 FY23	QoQ Change	YoY Change
Inventory	4,154	4,154	4,199	0%	-1%	936	936	936	0%	0%	5,090	5,090	5,135	0%	-1%
Gross ARR	5,555	6,237	5,119	-11%	9%	3,434	3,264	3,211	5%	7%	5,237	5,824	4,822	-10%	9%
Occupancy %	73.2%	77.7%	67.2%	-451	595	57.2%	55.6%	55.6%	160	164	70.2%	73.6%	65.1%	-339	514
RevPAR	4,064	4,844	3,440	-16%	18%	1,965	1,815	1,784	8%	10%	3,678	4,287	3,138	-14%	17%
Revenue from Operations	202.9	234.5	175.0	-13%	16%	19.4	18.2	17.1	7%	13%	222.3	252.7	192.0	-12%	16%
Other Income	2.2	1.5	0.1	50%	3053%	0.1	0.6	0.2	-76%	-25%	2.4	2.0	0.3	15%	835%
Total revenue	205.1	236.0	175.0	-13%	17%	19.5	18.7	17.3	4%	13%	224.6	254.7	192.3	-12%	17%
Total expenses	102.7	101.6	86.2	1%	19%	15.1	11.2	13.5	35%	12%	117.8	112.8	99.7	4%	18%
EBITDA*	102.4	134.4	88.9	-24%	15%	4.4	7.5	3.8	-41%	17%	106.8	141.9	92.6	-25%	15%
<i>EBITDA Margin(%)*</i>	49.9%	57.0%	50.8%	-701	-82	22.6%	40.1%	21.8%	-1748	82	47.6%	55.7%	48.2%	-815	-60
PBT	39.0	71.4	23.0	-45%	70%	(2.8)	1.9	(2.3)	-244%	21%	36.2	73.4	20.7	-51%	75%

*Note: Q1 FY23 EBITDA and EBITDA Margin% is before Stamp Duty expense of Rs. 4.8 Cr

INTERNATIONAL DESTINATIONS

Bhutan

Thimphu

Nepal

- Biratnagar
- Budhanilkantha
- Kathmandu
- Lumbini
- Nagarkot

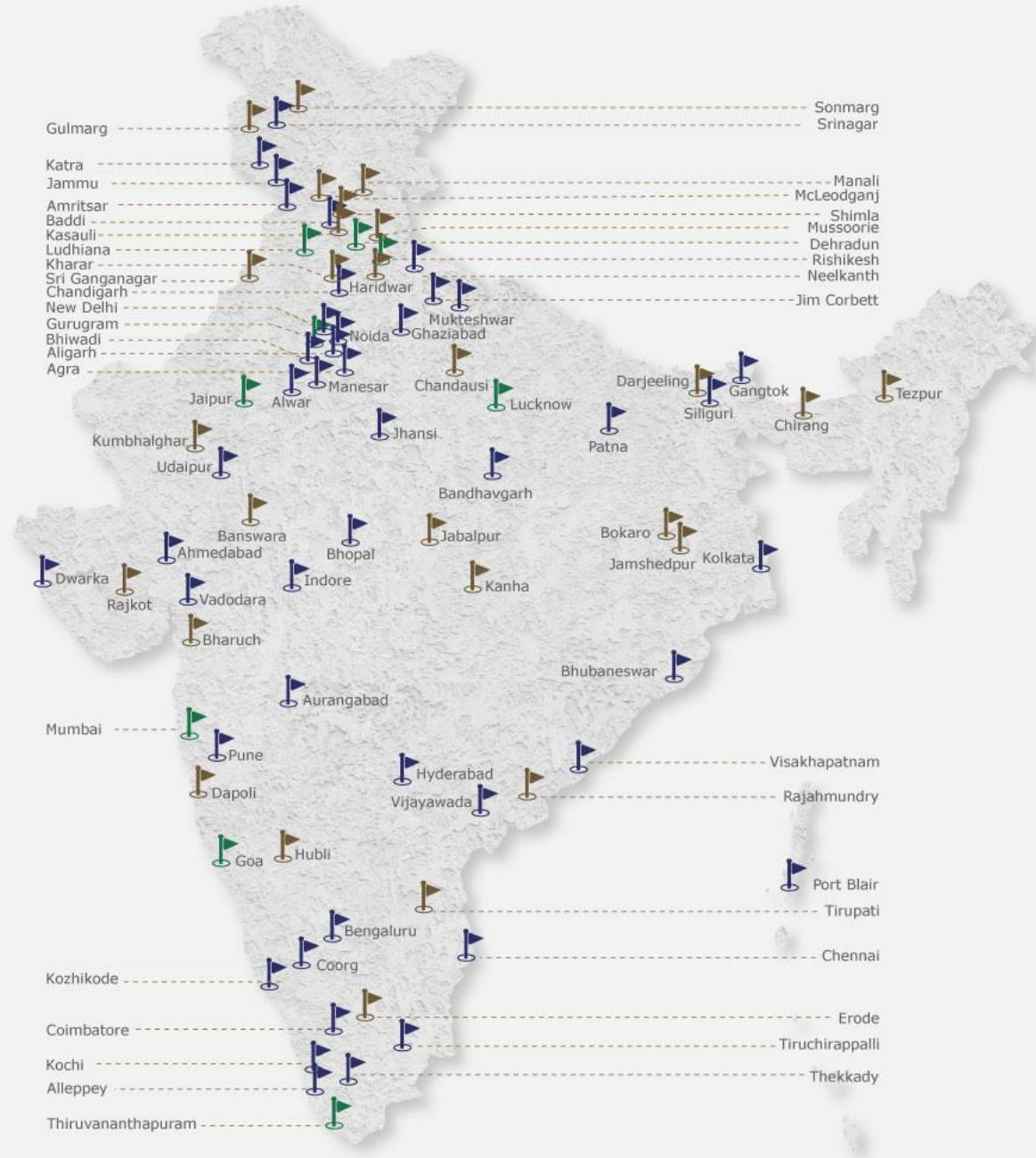
United Arab Emirates

Dubai

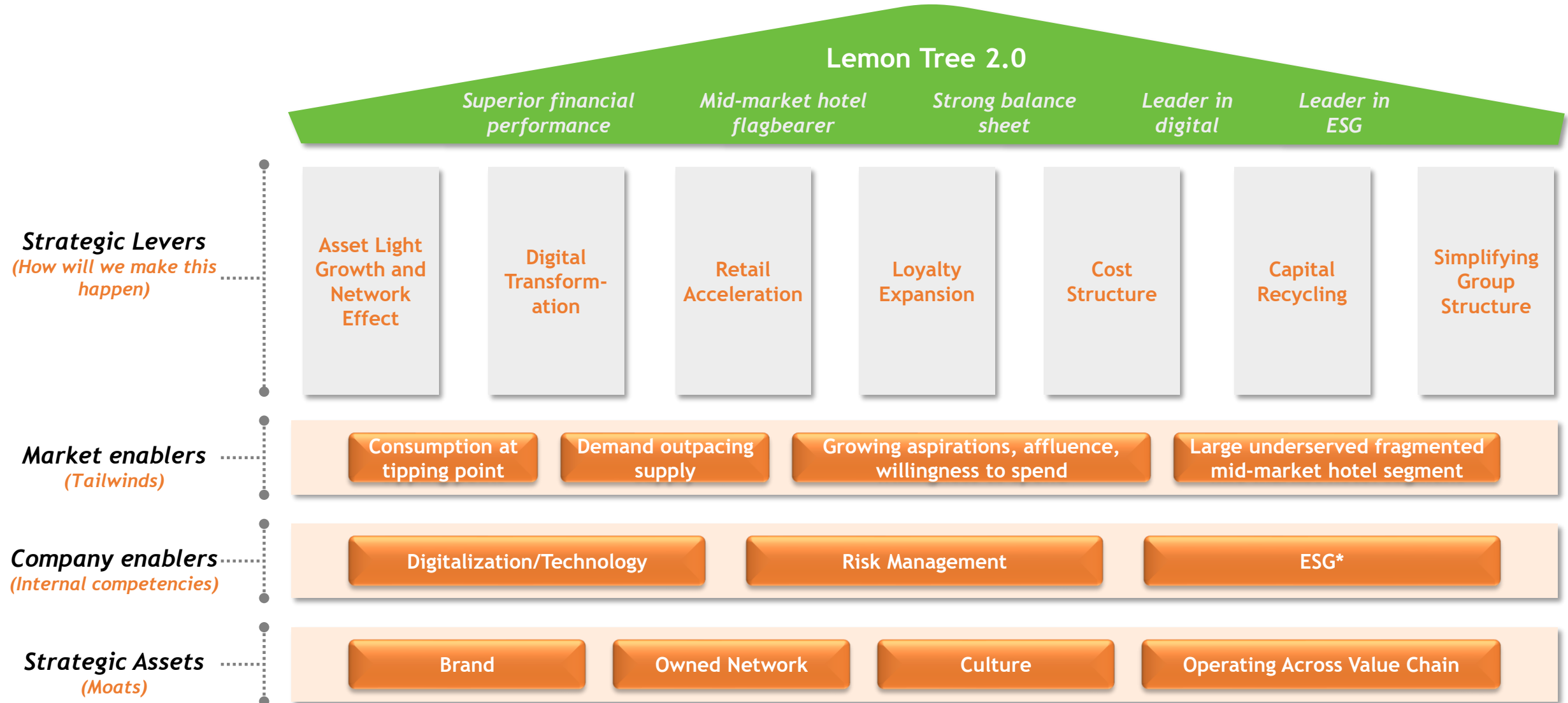
 OPERATIONAL HOTELS

 UPCOMING HOTELS

 OPERATIONAL AND UPCOMING HOTELS



















Lemon Tree 2.0: Roadmap for next 5 years – CY24 to CY28



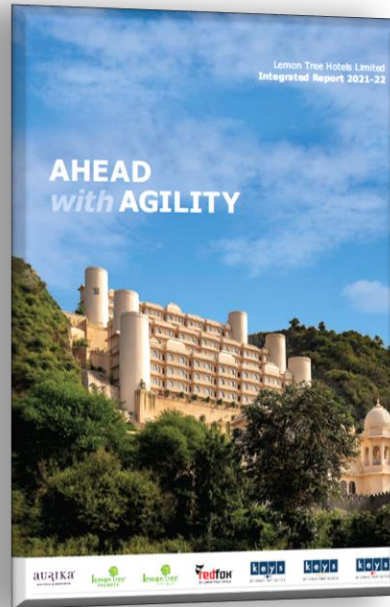
*ESG - Environmental, Social & Governance

LT 2.0: setting clear and achievable outcomes over the next 5 years

Superior financial performance	Mid-market hotel leader	Strong balance sheet	Leader in digital	Leader in ESG
 <p>Stable 50% EBITDA</p>	 <p>20k+ hotel rooms network**</p>	 <p>Debt-Free</p>	 <p>Bionic Revenue Management</p>	 <p>100% green certified buildings</p>
 <p>20% ROCE*</p>	 <p>70%+ Asset light portfolio</p>	 <p>Significant FCF</p>	 <p>Next gen sales</p>	 <p>Ecologically Sustainable operations</p>
	 <p>Dominate supply in urban centers</p>		 <p>Automated processes</p>	 <p>Diversity & inclusion</p>
			 <p>Data driven decisions</p>	 <p>High quality governance and board oversight</p>
			 <p>Scalable tech stack</p>	

*ROCE - Return on Capital Employed; **Rooms Network = Operational rooms + Rooms in pipeline

ESG Focused Way Of Doing Business



Lemon Tree Hotels disclosures

[FY22 Integrated Report](#) [FY21 ESG Report](#)

To read the full report please visit the links above.

These reports cover all owned/leased hotels across 23 cities for the reporting periods:

1st April 2021 to 31st March 2022

1st April 2020 to 31st March 2021

respectively

ESG – FY22 Progress



Energy

15%

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

17%

Reduction in Energy Consumption (intensity based) in FY22 over FY19 baseline



Renewable Energy

50%

Renewable energy (RE) usage by FY26

15.25%

Renewable energy (RE) usage in FY22



Green Buildings

100%

Certified Green Buildings (hotels) by FY26

15%

Certified Green Buildings (hotels) in FY22



Diversity and Inclusion

30%

ODIs* in the workforce by FY26

13%

ODIs* in the workforce in FY22



GHG Emissions

40%

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

20%

Reduction in GHG emissions (intensity based) in FY22 over FY19 baseline



Water

10%

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

16%

Reduction in water consumption (intensity based) in FY22 over FY19 baseline



Gender Focus

15%

Women across the workforce by FY26

9%

Women across the workforce in FY22



Sustainable Development

₹ 7.20 CR

Investment for Sustainable Development

***Note:**

Opportunity Deprived Indians (ODIs) includes:

- 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)

ABOUT LEMON TREE HOTELS

Lemon Tree Hotels Limited is India's largest hotel chain in the mid-priced hotel 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 ~8,450 rooms in 88 hotels across 53 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.

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 | aurikahotels.com | keyshotels.com

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

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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.