



November 13, 2018

**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

Re: Unaudited Financial Results (Standalone and Consolidated) for the Quarter & half year ended September 30, 2018 along with Limited Review Report

We wish to inform you that the Board of Directors of Lemon Tree Hotels Limited (the "Company") at its meeting held today at 04.00 p.m and concluded at 07.15 p.m, has, inter-alia, approved the Unaudited (Standalone & Consolidated) Financial Results for the quarter & half year ended September 30, 2018 and took on record the limited review report thereon.

A copy of:

- A) Unaudited financial results(Standalone & Consolidated) for the quarter & half year ended September 30, 2018 alongwith the Statement of Assets and Liabilities for the half year ended September 30, 2018; and
- B) Limited review report issued by the Statutory Auditors thereon

as required under Regulation 33 of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, alongwith Investor presentation are enclosed herewith.

This is for your information and record.

Thanking You

For **Lemon Tree Hotels Limited**


Nikhil Sethi
Group Company Secretary & GM Legal
and Compliance Officer ★



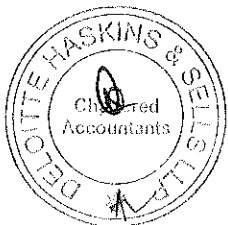
**INDEPENDENT AUDITOR'S REVIEW REPORT ON REVIEW OF INTERIM
FINANCIAL RESULTS**

**TO THE BOARD OF DIRECTORS OF
LEMON TREE HOTELS LIMITED**

1. We have reviewed the accompanying Statement of Standalone Unaudited Financial Results of **LEMON TREE HOTELS LIMITED** ("the Company"), for the Quarter and Half year ended September 30, 2018 ("the Statement"), being submitted by the Company pursuant to the requirement of Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, as modified by Circular No. CIR/CFD/FAC/62/2016 dated July 5, 2016.

This Statement which is the responsibility of the Company's Management and approved by the Board of Directors, has been prepared in accordance with the recognition and measurement principles laid down in the Indian Accounting Standard 34 "Interim Financial Reporting" ("Ind AS 34"), prescribed under Section 133 of the Companies Act, 2013 read with relevant rules issued thereunder and other accounting principles generally accepted in India. Our responsibility is to issue a report on the Statement based on our review.

2. We conducted our review of the Statement in accordance with the Standard on Review Engagements (SRE) 2410 'Review of Interim Financial Information Performed by the Independent Auditor of the Entity', issued by the Institute of Chartered Accountants of India. This Standard requires that we plan and perform the review to obtain moderate assurance as to whether the Statement is free of material misstatement. A review is limited primarily to inquiries of Company personnel and analytical procedures applied to financial data and thus provides less assurance than an audit. We have not performed an audit and, accordingly, we do not express an audit opinion.
3. Based on our review conducted as stated above, nothing has come to our attention that causes us to believe that the accompanying Statement, prepared in accordance with the aforesaid Indian Accounting Standards and other accounting principles generally accepted in India, has not disclosed the information required to be disclosed in terms of Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, as modified by Circular No. CIR/CFD/FAC/62/2016 dated July 5, 2016, including the manner in which it is to be disclosed, or that it contains any material misstatement.
4. We did not review the financial results of Krizm Hotel Private Limited Employee Welfare Trust (the "Trust") included in the standalone unaudited financial results, whose financial results reflect total revenues of Rs. Nil for the quarter and half year ended September 30, 2018, total loss after tax of Rs. 0.01 lacs and Rs. 0.02 lacs and total comprehensive loss of Rs. 0.01 and Rs. 0.02 lacs for the quarter and half year ended September 30, 2018 respectively, as considered in the standalone financial results. These financial results have been reviewed by other auditor whose report have been furnished to



**Deloitte
Haskins & Sells LLP**

us by the management and our report on the Statement, in so far as it relates to the amounts and disclosures included in respect of such trust, is based solely on the report of other auditor.

Our report on the Statement is not modified in respect of the above matter with respect to our reliance on the work done and the report of the other auditor.

5. The Statement includes the results for the quarter and half year ended September 30, 2017 which have been prepared by the management from the books of account, which is neither audited nor reviewed by us. Our report is not modified in respect of this matter.



For **DELOITTE HASKINS & SELLS LLP**
Chartered Accountants
(Firm's Registration No. 117366W/W-100018)

A handwritten signature in black ink, appearing to read "Vijay Agarwal".

Vijay Agarwal
Partner
(Membership No. 094468)

New Delhi, November 13, 2018

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Statement of Unaudited Standalone Financial Results for the Quarter and Half year ended September 30, 2018

(₹ In Lakhs, except per share data)

		Quarter ended			Half year ended		Year Ended
		September 30, 2018	June 30, 2018	September 30, 2017	September 30, 2018	September 30, 2017	March 31, 2018
		(Unaudited)	(Unaudited)	(Unaudited) (Refer Note 5)	(Unaudited)	(Unaudited) (Refer Note 5)	(Audited)
1	Income						
	Revenue from operations	6,456.57	6,363.05	5,527.33	12,819.62	11,107.66	23,108.41
	Other Income	517.34	3.87	9.57	521.21	18.91	705.03
	Total income	6,973.91	6,366.92	5,536.90	13,340.83	11,126.57	23,813.44
2	Expenses						
	Cost of food and beverages consumed	473.46	435.63	360.80	909.09	748.08	1,559.03
	Employee benefit expenses	1,442.51	1,452.50	1,209.98	2,895.01	2,375.15	5,093.36
	Power and fuel	588.07	556.59	520.07	1,144.66	1,049.70	1,909.03
	Rent	549.55	559.36	605.91	1,108.91	1,185.24	1,938.28
	Other expenses	1,553.31	1,538.75	1,470.20	3,092.06	2,831.06	5,804.91
	Total expenses	4,606.90	4,542.83	4,166.96	9,149.73	8,189.23	16,304.61
3	Profit before depreciation and amortization, finance cost, finance income and before exceptional Items (1-2)	2,367.01	1,824.09	1,369.94	4,191.10	2,937.34	7,508.83
4	Finance cost	831.54	811.89	863.49	1,643.43	1,737.56	3,428.85
5	Finance income	(56.00)	(116.06)	(120.56)	(172.06)	(311.48)	(524.28)
6	Depreciation and amortization expense	526.64	509.73	455.52	1,036.37	987.41	1,976.68
7	Profit before tax (3-4-5-6)	1,064.83	618.53	171.49	1,683.36	523.85	2,627.58
8	Tax expense						
	Current tax	218.77	122.20	24.09	340.97	68.56	413.33
9	Net profit after tax (7-8)	846.06	496.33	147.40	1,342.39	455.29	2,214.25
10	Other Comprehensive Income						
	Items that will not be reclassified to profit and loss						
	Re-measurement gains on defined benefit plans	0.59	0.59	(0.20)	1.18	0.39	2.35
	Income tax effect	(0.12)	(0.13)	0.05	(0.25)	(0.08)	(0.50)
11	Total comprehensive income	846.53	496.79	147.25	1,343.32	455.60	2,216.10
12	Paid-up equity share capital (Face value of the share ₹ 10/-)	78,794.75	78,639.32	78,636.67	78,794.75	78,636.67	78,639.32
13	Other Equity						17,471.85
14	Earnings per share (Face value of the share ₹ 10/-) (EPS for quarter and half year ended periods is not annualised)						
	Basic	0.11	0.06	0.02	0.17	0.06	0.28
	Diluted	0.11	0.06	0.02	0.17	0.06	0.28

Notes:

1. The results for the quarter and half year are not indicative of a full year's working due to the seasonal nature of the Indian Hotel Industry.



2. The Standalone results have been reviewed by the Audit Committee and approved by the Board of Directors at its meetings held on November 13, 2018. The statutory auditors have carried out a limited review of the above financial results.

3. The above financial results are extracted from the unaudited standalone financial statements of the Company which are prepared in accordance with the recognition and measurement principles laid down in the Indian Accounting Standard 34 "Interim Financial Reporting" ("Ind AS 34"), as prescribed under Section 133 of the Companies Act, 2013 read with the rule 3 of the Companies (Indian Accounting Standards) Rules, 2015 and relevant amendment rules thereafter.

4. The equity shares were listed on BSE Limited and National Stock Exchange of India Limited on April 9, 2018. The Standalone financial results presented for the quarter and half year ended September 30, 2017 have not been subjected to limited review or audit. However, the management has exercised necessary due diligence to ensure that these Standalone financial results provide a true and fair view of its affairs.

5. Effective April 1, 2018, the Company adopted Ind AS 115 "Revenue from Contracts with Customers" using the cumulative catch-up transition method which is applied to Contracts that were not completed as of April 1, 2018. The effect on adoption of Ind AS 115 was insignificant on the financial results.

6. The paid up share capital of the Company excludes 42,98,883 (March 31, 2018: 19,432) equity shares held by the ESOP trust which has been consolidated in accordance with the requirement of IND AS 110.

7. Statement of Standalone Assets and Liabilities

(₹ In Lakhs)

Particulars	As at September 30, 2018 (Unaudited)	As at March 31, 2018 (Audited)
Assets		
Non-current assets		
(a) Property, plant and equipment	43,966.29	44,901.89
(b) Capital work-in-progress	948.44	756.92
(c) Investment Property	243.35	245.71
(d) Intangible assets	362.64	54.65
(e) Intangible assets under development	-	280.64
(f) Financial assets		
(i) Investments	72,089.09	71,572.71
(ii) Loans	613.77	1,615.50
(iii) Other non-current financial assets	1,487.64	1,393.24
(g) Deferred tax assets (net)	-	-
(h) Non-Current tax assets (net)	640.71	970.04
(i) Other non-current assets	5,481.43	5,701.77
	125,833.36	127,493.07
Current assets		
(a) Inventories	224.31	199.52
(b) Financial assets		
(i) Trade receivables	2,590.76	2,063.87
(ii) Cash and Cash equivalents	890.14	571.60
(iii) Loans	4,639.28	1,622.22
(iv) Other current financial assets	477.86	1,640.83
(c) Other current assets	2,239.70	1,092.80
	11,062.05	7,190.84
Total Assets	136,895.41	134,683.91
Equity And Liabilities		
Equity		
(a) Share capital	78,794.75	78,639.32
(b) Other Equity	19,087.07	17,471.85
Total Equity	97,881.82	96,111.17



(₹ In Lakhs)

Particulars	As at September 30, 2018 (Unaudited)	As at March 31, 2018 (Audited)
Liabilities		
Non-current liabilities		
(a) Financial liabilities		
(i) Borrowings	26,819.64	26,273.41
(b) Long term provisions	98.02	98.02
(c) Other non-current liabilities	1,196.20	1,123.32
	28,113.86	27,494.75
Current liabilities		
(a) Financial liabilities		
(i) Borrowings	3,434.77	3,570.04
(ii) Trade payables	4,049.90	4,527.35
(iii) Other current financial liabilities	2,542.57	2,042.90
(b) Provisions	132.74	118.37
(c) Other current liabilities	739.75	819.33
	10,899.73	11,077.99
Total Liabilities	39,013.59	38,572.74
Total Equity and Liabilities	136,895.41	134,683.91

8. The Company is into Hoteliering business. As the Company operates in a single operating segment, it did not give rise to different operating segments in accordance with Ind AS 108 - Operating Segments.

By order of the Board
for Lemon Tree Hotels Limited



Patanjali G. Keswani
Patanjali G. Keswani
(Chairman & Managing Director)

Place : New Delhi
Date : November 13, 2018



INDEPENDENT AUDITOR'S REVIEW REPORT ON REVIEW OF INTERIM FINANCIAL RESULTS

TO THE BOARD OF DIRECTORS OF LEMON TREE HOTELS LIMITED

1. We have reviewed the accompanying Statement of Consolidated Unaudited Financial Results of **LEMON TREE HOTELS LIMITED** ("the Parent"), limited liability partnership firm and its subsidiaries (the Parent, firm and its subsidiaries together referred to as "the Group"), and its share of the profit of its associates for the Quarter and Half year ended September 30, 2018 ("the Statement"), being submitted by the Parent pursuant to the requirement of Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, as modified by Circular No. CIR/CFD/FAC/62/2016 dated July 5, 2016.

This Statement, which is the responsibility of the Parent's Management and approved by the Board of Directors, has been prepared in accordance with the recognition and measurement principles laid down in Indian Accounting Standard 34 "Interim Financial Reporting" ("Ind AS 34"), prescribed under Section 133 of the Companies Act, 2013 read with relevant rules issued thereunder and other accounting principles generally accepted in India. Our responsibility is to issue a report on the Statement based on our review.

2. We conducted our review of the Statement in accordance with the Standard on Review Engagements (SRE) 2410 "Review of Interim Financial Information Performed by the Independent Auditor of the Entity", issued by the Institute of Chartered Accountants of India. This Standard requires that we plan and perform the review to obtain moderate assurance as to whether the Statement is free of material misstatement. A review is limited primarily to inquiries of Parent's personnel and analytical procedures applied to financial data and thus provides less assurance than an audit. We have not performed an audit and, accordingly, we do not express an audit opinion.
3. The Statement includes the results of the following subsidiaries, limited liability partnership firm and associates:

Name of the entity	Relationship
Fleur Hotels Private Limited	Subsidiary company
Hyacinth Hotels Private Limited	Subsidiary company
PSK Resorts and Hotels Private Limited	Wholly owned subsidiary company
Canary Hotels Private Limited	Wholly owned subsidiary company
Sukhsagar Complexes Private Limited	Wholly owned subsidiary company
Oriole Dr Fresh Hotels Private Limited	Wholly owned subsidiary company
Carnation Hotels Private Limited	Wholly owned subsidiary company



Name of the entity	Relationship
Grey Fox Project Management Company Private Limited	Wholly owned subsidiary company
Dandelion Hotels Private Limited	Wholly owned subsidiary company
Lemon Tree Hotel Company Private Limited	Wholly owned subsidiary company
Red Fox Hotel Company Private Limited	Wholly owned subsidiary company
Meringue Hotels Private Limited	Subsidiary company
Nightingale Hotels Private Limited	Subsidiary company
Manakin Resorts Private Limited	Subsidiary company
Begonia Hotels Private Limited	Subsidiary company
Celsia Hotels Private Limited	Subsidiary company
Inovoa Hotels and Resorts Limited	Subsidiary company
Iora Hotels Private Limited	Subsidiary company
Ophrys Hotels Private Limited	Subsidiary company
Bandhav Resorts (P) Limited	Subsidiary company
Valerian Management Services Private Limited	Subsidiary company
Mindleaders Learning India Private Limited	Associate company
Pelican Facilities Management Private Limited	Associate company
Mezereon Hotels LLP	Limited Liability Partnership Firm

4. Based on our review conducted as stated above and based on the consideration of the review reports of the other auditors referred to in paragraph 5 below, nothing has come to our attention that causes us to believe that the accompanying Statement, prepared in accordance with the aforesaid Indian Accounting Standards and other accounting principles generally accepted in India, has not disclosed the information required to be disclosed in terms of Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, as modified by Circular No. CIR/CFD/FAC/62/2016 dated July 5, 2016, including the manner in which it is to be disclosed, or that it contains any material misstatement.

5. We did not review the financial results and other financial information of 19 subsidiaries and 1 limited liability partnership firm included in the consolidated unaudited financial results, whose financial results reflect total revenues of Rs. 3,251.35 lacs and Rs. 6,808.89 for the Quarter and Half year ended September 30, 2018 respectively, and total profit after tax of Rs. 13.46 lacs and Rs. 11.75 lacs and Total comprehensive income of Rs. 12.99 lacs and Rs. 11.15 lacs for the Quarter and Half year ended September 30, 2018 respectively, as considered in the consolidated unaudited financial results. The consolidated unaudited financial results also includes the Group's share of profit after tax of Rs. 45.16 lacs and Rs. 77.48 lacs and Total comprehensive income of Rs. 45.16 lacs and Rs. 77.48 lacs for the Quarter and Half year ended September 30, 2018 respectively, as considered in the consolidated unaudited financial results, in respect of 2 associates, whose financial results have not been reviewed by us. We did not review the financial results of Krizm Hotel Private Limited Employee Welfare Trust (the "Trust") included in the consolidated unaudited financial results, whose financial results reflect total revenues



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of Rs. Nil for the quarter and half year ended September 30, 2018, total loss after tax of Rs. 0.01 lacs and Rs. 0.02 lacs and total comprehensive loss of Rs. 0.01 and Rs. 0.02 lacs for the quarter and half year ended September 30, 2018 respectively, as considered in the consolidated financial results.

These financial results have been reviewed by other auditors whose reports have been furnished to us by the management and our report on the Statement, in so far as it relates to the amounts and disclosures included in respect of these subsidiaries, limited liability partnership firm, associates and trust, is based solely on the report of other auditors.

Our report on the Statement is not modified in respect of the above matter with respect to our reliance on the work done and the reports of the other auditors.

6. The Statement includes the results for the quarter and half year ended September 30, 2017 which have been prepared by the management from the books of account, which is neither audited nor reviewed by us. Our report is not modified in respect of this matter.



For **DELOITTE HASKINS & SELLS LLP**
Chartered Accountants
(Firm's Registration No. 117366W/W-100018)

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Vijay Agarwal
Partner
(Membership No. 094468)

New Delhi, November 13, 2018

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Statement of Unaudited Consolidated Financial Results for the Quarter and Half year ended September 30, 2018

(₹ In Lakhs, except per share data)

		Quarter ended			Half year ended		Year Ended
		September 30, 2018	June 30, 2018	September 30, 2017	September 30, 2018	September 30, 2017	March 31, 2018
		(Unaudited)	(Unaudited)	(Unaudited) (Refer Note 5)	(Unaudited)	(Unaudited) (Refer Note 5)	(Audited)
1	Income						
	Revenue from operations	12,868.76	12,693.59	11,156.35	25,562.35	21,982.77	48,426.15
	Other income	537.54	20.72	24.03	558.26	48.39	780.68
	Total income	13,406.30	12,714.31	11,180.38	26,120.61	22,031.16	49,206.83
2	Expenses						
	Cost of food and beverages consumed	1,185.08	1,192.53	1,020.17	2,377.61	2,023.53	4,358.52
	Employee benefit expenses	2,957.53	2,916.77	2,617.32	5,874.30	5,134.95	10,957.49
	Power and fuel	1,357.33	1,357.01	1,320.34	2,714.34	2,668.70	4,845.96
	Rent	730.92	737.79	745.72	1,468.71	1,492.77	3,064.40
	Other expenses	3,036.29	3,008.10	2,602.61	6,044.39	5,149.55	11,582.33
	Total expenses	9,267.15	9,212.20	8,306.16	18,479.35	16,469.50	34,808.70
3	Profit before depreciation and amortization, finance cost, finance income and before exceptional items (1-2)	4,139.15	3,502.11	2,874.22	7,641.26	5,561.66	14,398.13
4	Finance cost	1,977.47	1,968.98	1,969.09	3,946.45	3,870.40	7,836.90
5	Finance income	(51.38)	(173.51)	(93.49)	(224.89)	(266.19)	(476.19)
6	Depreciation and amortization expense	1,320.21	1,311.40	1,290.73	2,631.61	2,692.48	5,261.74
7	Net profit/(loss) before tax before share of associates (3-4-5-6)	892.85	395.24	(292.11)	1,288.09	(735.03)	1,775.68
8	Add: Share of Profit of associates	45.16	32.32	72.41	77.48	72.41	57.51
9	Profit/(loss) before tax (7+8)	938.01	427.56	(219.70)	1,365.57	(662.62)	1,833.19
10	Tax expense						
	a) Current tax	267.50	188.66	70.81	456.16	107.26	627.59
	b) Deferred tax	16.33	14.43	152.31	30.76	(15.28)	(249.76)
11	Net profit/(loss) after tax (9-10)	654.18	224.47	(442.82)	878.65	(754.60)	1,455.36
12	Other Comprehensive Income/expenses						
	Items that will not be reclassified to profit and loss						
	Remeasurements of defined benefit plans	(0.55)	(0.35)	4.41	(0.90)	3.93	(1.91)
	Income tax effect	(0.04)	(0.02)	(0.08)	(0.06)	(0.06)	0.10
13	Total comprehensive Income/ (loss)	653.59	224.10	(438.49)	877.69	(750.73)	1,453.55
14	Profit/(Loss)	654.18	224.47	(442.82)	878.65	(754.60)	1,455.36
	Attributable to:						
	Equity holders of the parent	566.87	228.70	(369.17)	795.57	(605.72)	1,419.43
	Non-controlling interests	87.31	(4.23)	(73.65)	83.08	(148.88)	35.93
15	Total comprehensive Income/ (loss)	653.59	224.10	(438.49)	877.69	(750.73)	1,453.55
	Attributable to:						
	Equity holders of the parent	566.64	228.72	(364.84)	795.36	(601.85)	1,419.08
	Non-controlling interests	86.95	(4.62)	(73.65)	82.33	(148.88)	34.47
16	Total comprehensive Income/ (loss) for the year after non-controlling interest	566.64	228.72	(364.84)	795.36	(601.85)	1,419.08
16	Paid-up equity share capital (Face value of the share ₹ 10/-)	78,794.75	78,639.32	78,636.67	78,794.75	78,636.67	78,639.32
17	Other Equity (including non-controlling interest)						45,709.16
18	Earnings per share (Face value of the share ₹ 10/-) (EPS for quarter and half year ended periods is not annualised)						
	Basic	0.07	0.03	(0.05)	0.10	(0.08)	0.18
	Diluted	0.07	0.03	(0.05)	0.10	(0.08)	0.18

Notes:

- The results for the quarter and half year are not indicative of a full year's working due to the seasonal nature of the Indian Hotel Industry.
- The consolidated results have been reviewed by the Audit Committee and approved by the Board of Directors at its meetings held on November 13, 2018. The statutory auditors have carried out a limited review of the above Financial Results.



3. The above financial results are extracted from the unaudited consolidated financial statements of the Company which are prepared in accordance with the recognition and measurement principles laid down in the Indian Accounting Standard 34 "Interim Financial Reporting" ("Ind AS 34"), as prescribed under Section 133 of the Companies Act, 2013 read with the rule 3 of the Companies (Indian Accounting Standards) Rules, 2015 and relevant amendment rules thereafter.

4. Figures of the previous periods are regrouped, wherever necessary, to correspond with the current periods classification/disclosure.

5. The equity shares were listed on BSE Limited and National Stock Exchange of India Limited on April 9, 2018. The consolidated financial results presented for the quarter and half year ended September 30, 2017 have not been subjected to limited review or audit. However, the management has exercised necessary due diligence to ensure that these consolidated financial results provide a true and fair view of its affairs.

6. Effective April 1, 2018, the Company adopted Ind AS 115 "Revenue from Contracts with Customers" using the cumulative catch-up transition method which is applied to Contracts that were not completed as of April 1, 2018. The effect on adoption of Ind AS 115 was insignificant on the financial statements.

7. The paid up share capital of the Company excludes 42,98,883 (March 31, 2018: 19,432) equity shares held by the ESOP trust which has been consolidated in accordance with the requirement of IND AS 110.

8. Statement of Consolidated Assets and Liabilities

Particulars	(₹ In Lakhs)	
	As at September 30, 2018 (Unaudited)	As at March 31, 2018 (Audited)
Assets		
Non-current assets		
(a) Property, plant and equipment	142,441.59	144,889.23
(b) Capital work-in-progress	67,051.47	55,590.95
(c) Investment Property	243.36	245.71
(d) Intangible assets	1,176.53	848.65
(e) Intangible assets under development	-	316.95
(f) Financial assets		
(i) Investments	338.69	261.20
(ii) Loans	613.77	1,615.50
(iii) Other non-current financial assets	5,017.61	4,699.70
(g) Non-current tax assets (net)	1,613.85	1,873.41
(h) Other non-current assets	22,792.60	21,660.75
	241,289.47	232,002.05
Current assets		
(a) Inventories	633.69	538.83
(b) Financial assets		
(i) Trade receivables	5,835.54	5,252.37
(ii) Cash and Cash equivalents	2,764.01	2,102.96
(iii) Investments	1,406.47	1,195.30
(iv) Loans	16.00	26.55
(v) Other current financial assets	497.38	1,661.52
(c) Other current assets	3,621.50	3,037.72
	14,774.59	13,815.25
Total Assets	256,064.06	245,817.30



(₹ In Lakhs)

Particulars	As at	As at
	September 30, 2018 (Unaudited)	March 31, 2018 (Audited)
Equity And Liabilities		
Equity		
(a) Share capital	78,794.75	78,639.32
(b) Other Equity	3,912.07	2,844.81
Equity attributable to owners of the parent	82,706.82	81,484.13
(c) Non-controlling interests	42,946.68	42,864.35
Total Equity	125,653.50	124,348.48
Liabilities		
Non-current liabilities		
(a) Financial liabilities		
(i) Borrowings	101,840.84	93,131.37
(ii) Other non-current financial liabilities	216.28	136.55
(b) Long term provisions	176.69	161.62
(c) Deferred tax liabilities (net)	455.66	425.21
(d) Other non-current liabilities	3,033.66	2,720.53
	105,723.13	96,575.28
Current liabilities		
(a) Financial liabilities		
(i) Borrowings	3,434.77	3,570.04
(ii) Trade payables	7,418.33	8,112.65
(iii) Other current financial liabilities	11,706.00	11,171.07
(b) Provisions	275.92	266.30
(c) Other current liabilities	1,852.41	1,773.48
	24,687.43	24,893.54
Total Liabilities	130,410.56	121,468.82
Total Equity and Liabilities	256,064.06	245,817.30

9. The Company is into Hoteliering business. As the Company operates in a single operating segment, it did not give rise to different operating segments in accordance with Ind AS 108 - Operating Segments.

By order of the Board
for Lemon Tree Hotels Limited



Keswani
Patanjali G. Keswani
(Chairman & Managing Director)

Place : New Delhi
Date : November 13, 2018





Lemon Tree Hotels Limited

Q2 FY19 Earnings Presentation

Nov 13, 2018



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.



1	Company Overview
2	Chairman & Managing Director's Message
3	Performance Highlights
4	Financial & Operational Metrics
5	Key Developments / Business Updates
6	Growth Outlook
7	Annexures

Leadership in mid-priced hotel sector



#1 mid-priced hotel sector¹ chain by owned rooms^{2,4}
#3 overall hotel sector chain by owned rooms^{2,4}

1,301
rooms;
10 hotels

Lemon Tree Premier



Targeted primarily at the upper-midscale hotel segment typically comparable to 4-star and sometimes 3-star

2,516
rooms;
31 hotels

Lemon Tree Hotels



Targeted primarily at the midscale hotel segment typically comparable to 3-star

1,273
rooms;
10 hotels

Red Fox by Lemon Tree Hotels



Targeted primarily at the economy hotel segment typically comparable to 2-star

Notes:

1. Includes upper midscale, midscale and economy hotels
 2. Source : 'Industry Report – Mid Priced Hotel Sector' prepared by Horwath HTL India ("Horwath Report"); As of June 30, 2017
 3. As of Nov 5th, 2018
 4. On the basis of controlling interest in owned and leased rooms
- * Operating rooms include 2,796 owned, 573 leased and 1,721 managed rooms; Pipeline includes of 1,434 owned and 2,074 managed rooms

Key Statistics³



31

Cities for current operating hotels



25

New cities for under development hotels



56

Cities by end of FY21



51

number of operating hotels*



33

number of hotels under development*



84

Hotels by end of FY21*



5,090

number of rooms*



3,508

number of rooms under development*



8,598

Rooms by end of FY21*



26 of 41

Eligible hotels operating for at least a year awarded TripAdvisor Certificate of Excellence for 2018



835,732

Members in loyalty program

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.

Jaipur: FY17 – 11%
FY21E – 10%

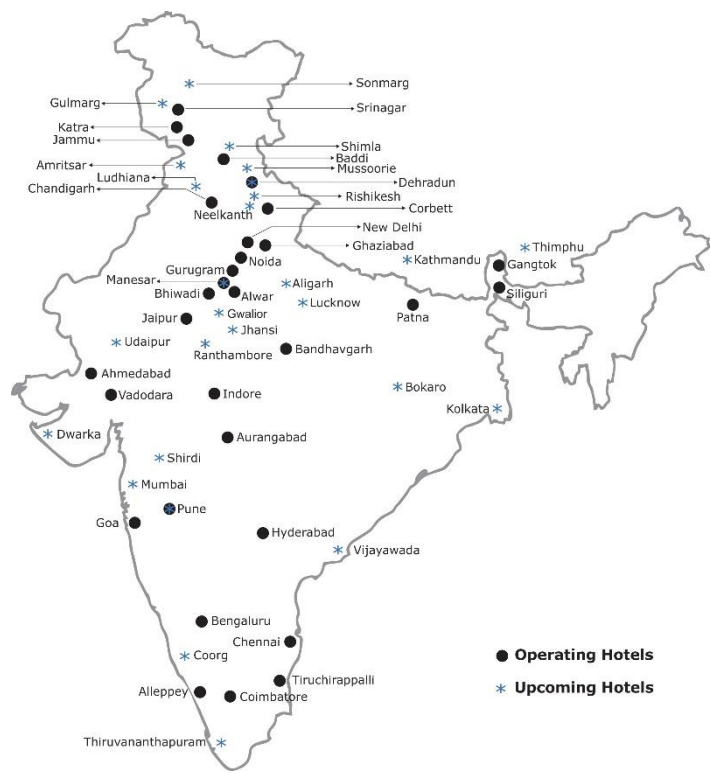
Ahmedabad: FY17 – 11%
FY21E – 9%

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

Source : Horwath Report

Note: For FY21E, share based on total rooms by end of FY21 and Horwath projection of total mid-priced sector supply in these markets

Map updated as of November 5th, 2018



Commenting on the performance for Q2 FY19, Mr. Patanjali Keswani, Chairman & Managing Director – Lemon Tree Hotels Limited said,

“We have delivered another strong performance in Q2 FY19 with a top-line growth of 20% YoY in a seasonally weak quarter. Our strong cost control and operating leverage resulted in EBITDA growth of 44% YoY with EBITDA margins expanding by 514 bps. We have posted a profit after tax of Rs. 65 million in Q2 FY19 as compared to a loss of Rs 44 million in Q2 FY18, while cash profits grew 132% YoY from Rs. 85 million in Q2 FY18 to Rs. 197 million in Q2 FY19.

We have been able to drive a 9% YoY increase in ADR in Q2 FY19 on the back of price hikes taken in H2 FY18. Occupancies improved 230 bps YoY, resulting in robust RevPAR growth of 12% YoY. Demand growth in the hotel sector is projected at 12.5% while supply is estimated to grow at 8% between FY2018-21 which is leading to higher occupancies for the industry. Given the large demand-supply mismatch in the mid-priced hotel sector, we expect steeper price hikes going forward, resulting in robust RevPAR growth.

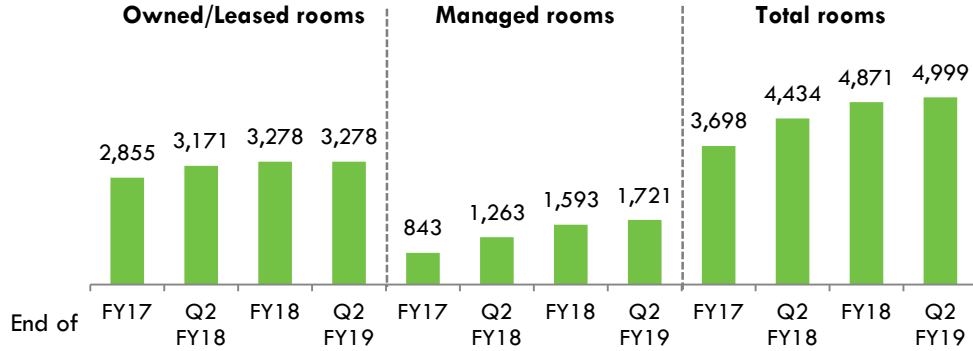
Our capacity addition plans are tracking well. We have operationalized a 91 room Red Fox Hotel in Dehradun in October 2018. Further, we have a large supply of high value inventory, in demand dense regions of Mumbai, Pune and Udaipur, which is to be operationalized over the next few quarters. With this, we expect our debt cycle to peak within a year. Price hikes coupled with our operational cost efficiencies will drive strong cash flows in the coming years. Capacity growth beyond FY22 will be largely via the managed contract route, continuing the free cash generation.

We are on a strong footing as we go into the second half of the year which is peak season for us, and accounts for majority of the annual revenue and EBITDA. The hotel industry is at the cusp of an upcycle and we are at the forefront to capitalize on the strong industry dynamics on the back of our strong brand and unique value proposition. The large inventory of hotels moving towards steady state that were opened in the last 3 years, higher pricing, operationalization of high value inventory in the coming quarters and cost leadership will be key drivers of our performance.”

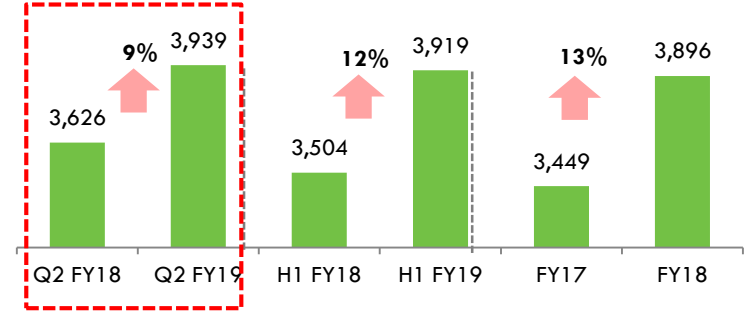
Note: The results of this quarter and H1 are not indicative of full year's performance due to seasonal nature of the business.

Performance Highlights – Operational Metrics

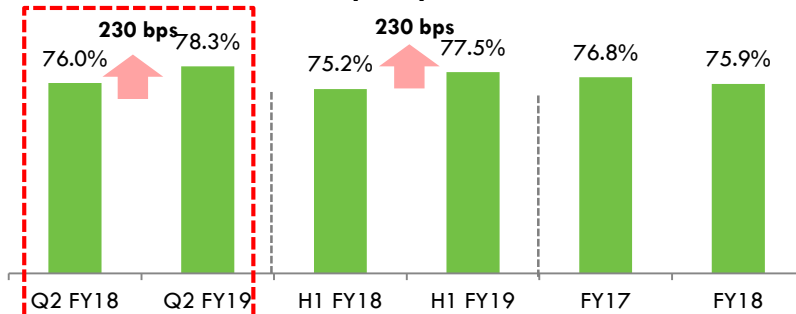
Operational Inventory



Average Daily Rate (Rs.)

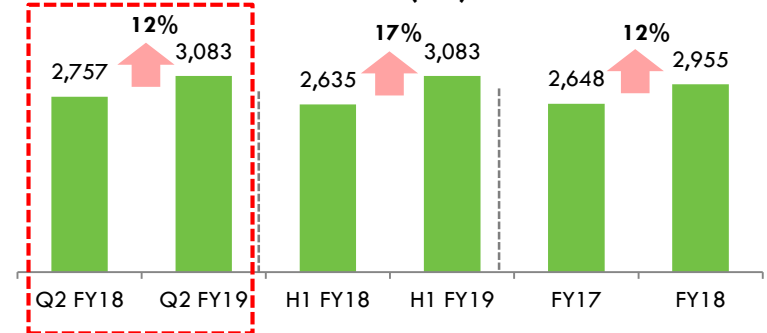


Occupancy (%)



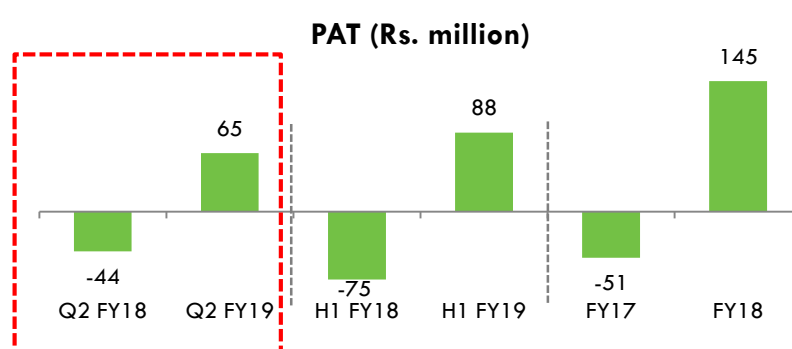
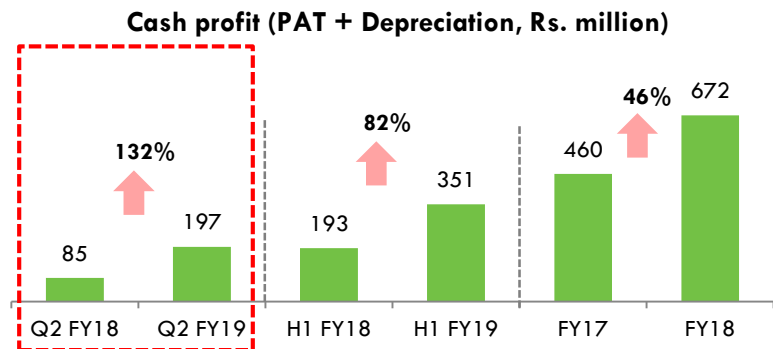
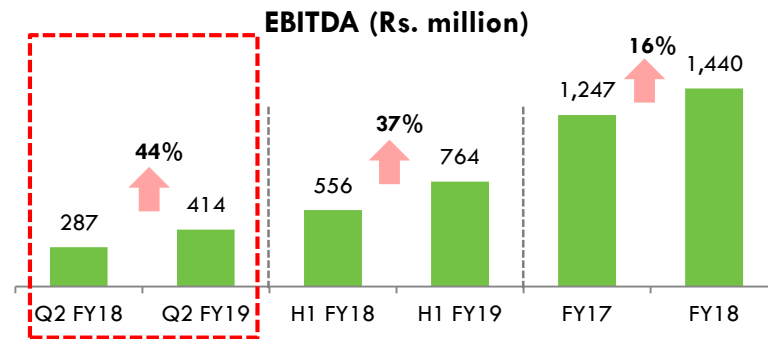
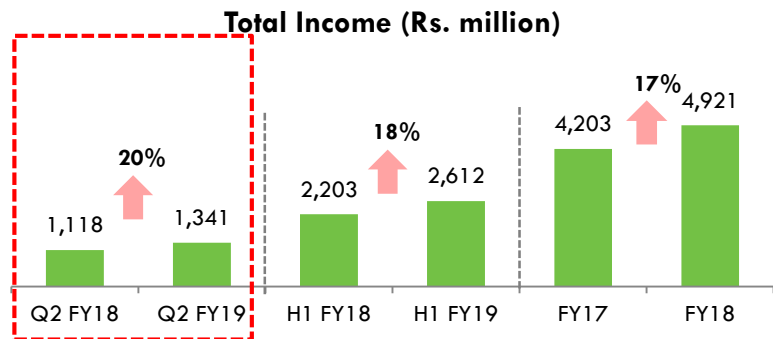
Note: Drop in occupancy levels is on account of new owned/leased supply addition by Lemon Tree in FY18

RevPAR (Rs.)



Note: ADR, Occupancy and RevPAR are for our owned and leased hotels only.

Performance Highlights – Financial Metrics (Consolidated)



Note: The results of this quarter and H1 are not indicative of full year's performance due to seasonal nature of the business.

Discussion on Consolidated Financial & Operational Performance – Q2 FY19

Operational Rooms & Pipeline

- * As of 30th September, 2018, operational portfolio comprised of 50 hotels and 4,999 rooms : 2,796 owned, 482 leased and 1,721 managed rooms; Pipeline includes of 1,525 owned/leased and 2,074 managed rooms.
- * Propose to add another 1,796 rooms to the operational inventory by the end of Q2 FY20 of which 730 rooms are owned and 1066 rooms are managed. All owned/leased rooms are opening in high barrier-to-entry and demand dense markets with high occupancies and ADR's. This addition of owned rooms includes 298 rooms in Mumbai, 199 rooms in Pune-city centre and 142 rooms in Kolkata
- * Plan to operate 70 hotels with 6,735 rooms across 47 cities by end of Q2 FY20
- * Plan to operate 84 hotels with 8,598 rooms across 56 cities by FY21

Revenue

- * Total Revenue stood at Rs. 1,341 million in Q2 FY19, up 20% as compared to Rs. 1,118 million in Q2 FY18. Around 2.8% increase was on account of new inventory addition
- * Price hike achieved in H2 FY18 had a positive impact on ADR in Q2 FY19, ADR increase was 9% as compared to ADR in Q2 FY18
- * Occupancy increased by 230 bps from 76.0% in Q2 FY18 to 78.3% in Q2 FY19
- * Fees from managed hotels stood at Rs. 72.4 million (5.4% of the total revenue) in Q2 FY19 as compared to Rs. 56.3 million (5.0% of the total revenue) in Q1 FY18

Cost

- * Total expenses increased by 11% in Q2 FY19 as compared to expenses in Q2 FY18. Around 2.3% increase was on account of new inventory and around 3.5% increase is due to change in business mix (more OTA bookings)

Operating Margins

- * EBITDA increased by 44% from Rs. 287 million in Q2 FY18 to Rs. 414 million in Q2 FY19 and it increased by 37% from Rs. 556 million in H1 FY18 to Rs. 764 million in H1 FY 19
- * EBITDA margins expanded by 514 bps from 25.7% in Q2 FY18 to 30.8% in Q2 FY19 and by 400 bps from 25.2% in H1 FY18 to 29.3% in H1 FY19

Profit after tax

- * Profit after tax of Rs. 65 million in Q2 FY19 as compared to loss of Rs. 44 million in Q2 FY18 and of Rs. 88 million in H1 FY19 as compared to a loss of Rs. 75 million in H1 FY18
- * Cash profit increased by 132% to Rs. 197 million in Q2 FY19 as compared to Rs. 85 million in Q2 FY18 and it rose by 83% from Rs. 194 million in H1 FY18 to Rs. 351 million in H1 FY19

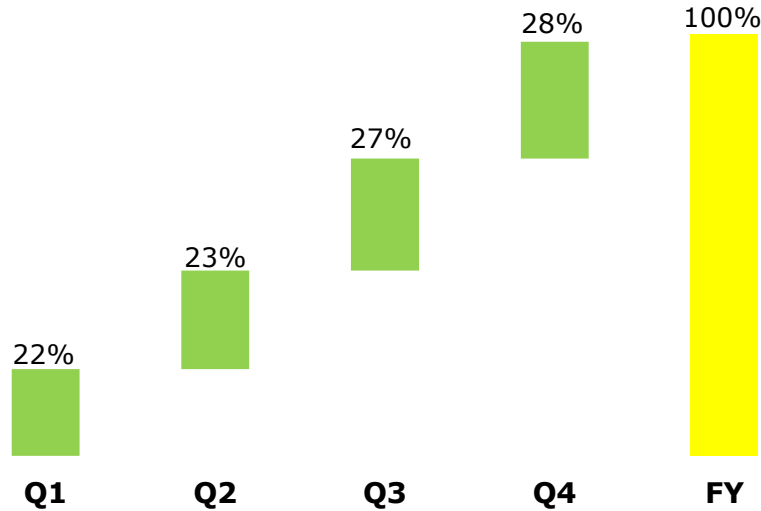
Profit & Loss Statement (Consolidated)

Rs. million	Q2 FY19	Q2 FY18	Change (%)	H1 FY19	H1 FY18	Change (%)	FY18	FY17	Change (%)
Revenue from operations	1,287	1,116	15%	2,552	2,198	16%	4,843	4,121	18%
Other income	54	2	2700%	56	5	1099%	78	82	(5%)
Total income	1,341	1,118	20%	2,612	2,203	18%	4,921	4,203	17%
Cost of F&B consumed	118	102	16%	238	202	17%	436	353	23%
Employee benefit expenses	296	262	12%	587	513	14%	1,096	969	13%
Other expenses	513	467	10%	1,023	931	10%	1,949	1,634	19%
Total expenses	927	831	11%	1,848	1,647	12%	3,481	2,956	18%
EBITDA	414	287	44%	764	556	37%	1,440	1,247	16%
EBITDA margin (%)	30.8%	25.7%	514 bps	29.3%	25.2%	400bps	29.2%	25.2%	400 bps
Finance costs	198	197	0%	395	387	2%	784	776	1%
Depreciation & amortization	132	129	2%	263	269	(2%)	526	510	3%
PBT	94	(22)	-	137	(66)	-	183	(3)	-
Tax expense	28	22	8%	48	9	389%	38	48	(21%)
PAT	65	(44)	-	88	(75)	-	145	(51)	-
Cash Profit	197	85	137%	351	194	83%	672	459	46%

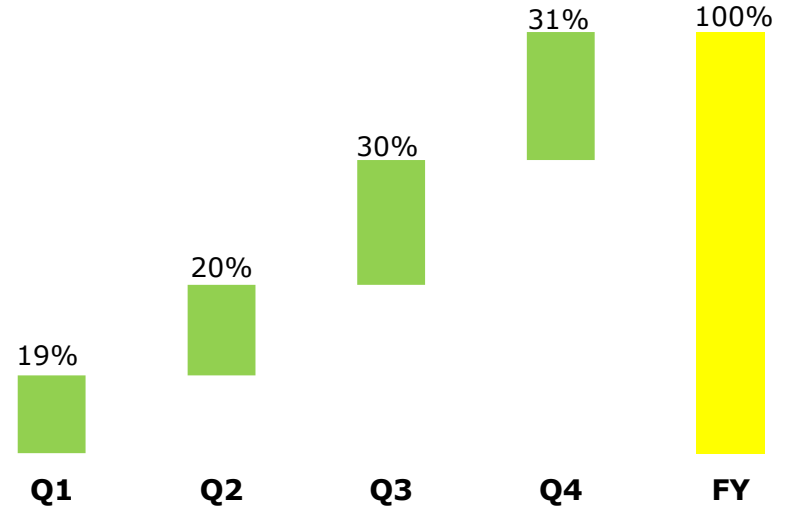
Note: The results of this quarter and H1 are not indicative of full year's performance due to seasonal nature of the business.

Quarterly contribution to full year performance (for same hotels) : Seasonality in business

Quarterly revenue contribution to full year revenue



Quarterly EBITDA contribution to full year EBITDA



Note: The calculation for quarterly contribution of revenue and EBITDA is based on FY18 unaudited numbers.

Balance Sheet Snapshot (Consolidated)

Rs. million	H1 FY19	H1 FY18	FY18	FY17
Shareholder's Funds	8,271	7,946	8,148	8,086
Non-controlling interests	4,294	4,268	4,286	4,284
Total Shareholder's equity	12,565	12,214	12,435	12,370
Total Debt	11,073	9,217	10,110	7,987
Other Non-current liabilities	385	325	344	294
Other Current liabilities	1,583	1,323	1,693	1,467
Total Equity & Liabilities	25,606	23,079	24,582	22,117
Non-current assets	24,129	22,057	23,200	21,281
Current assets	1,477	1,022	1,382	836
Total Assets	25,606	23,079	24,582	22,117
Debt to Equity (x)	0.88	0.75	0.81	0.65
Average cost of borrowing (%)	9.20%	9.77%	9.53%	11.61%

Note: Full year numbers will be updated on annual basis.

Portfolio as on 30th September, 2018

Operational Portfolio	Owned		Leased		Managed		Total	
	Hotels	Rooms	Hotels	Rooms	Hotels	Rooms	Hotels	Rooms
30.09.2018								
Lemon Tree Premier	4	796	2	161	4	344	10	1,301
Lemon Tree Hotels	13	1,241	4	321	14	954	31	2,515
Red Fox Hotels	5	759	-	-	4	423	9	1,182
Total	22	2,796	6	482	22	1,721	50	4,999

Pipeline	Owned		Leased		Managed		Total	
	Hotels	Rooms	Hotels	Rooms	Hotels	Rooms	Hotels	Rooms
30.09.2018								
Lemon Tree Premier	5	1,355	-	-	4	357	9	1,712
Lemon Tree Hotels	1	79	-	-	17	1,287	18	1,366
Red Fox Hotels	-	-	1	91	3	219	4	310
Total	6	1,434[#]	1	91	24	1,863	31	3,388

- * Between October 1, 2018 and Nov 5, 2018, 1 hotel with 91 rooms has been operationalized from the pipeline, taking the total for operational hotels to 51 and operational rooms to 5,090
- * Between October 1, 2018 and Nov 5, 2018, 3 hotels with a total of 211 rooms have been added to the pipeline, taking the total of pipeline to 3,508 rooms
- * 730 owned/leased rooms and 1066 additional managed rooms will be operational by the end of Q2 FY20
- * Balance rooms will be operationalized by FY21

Of these owned 1,434 rooms in pipeline, 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 94 rooms to 671, in which case total owned inventory in pipeline will increase to 1,528.

Operational Performance by Brands – FY19 vs. FY18

Parameters	Occupancy Rate (%)			Average Daily Rate (Rs.)			Q2 Hotel level EBITDAR ² /room (Rs. million)			Hotel level EBITDAR ² Margin		
	Q2 FY19	Q2 FY18	Change (bps)	Q2 FY19	Q2 FY18	Change (%)	Q2 FY19	Q2 FY18	Change (%)	Q2 FY19	Q2 FY18	Change (bps)
By Brand												
Lemon Tree Premier	84.8%	74.6%	1020	4,833	4604	5%	0.21	0.15	40%	39.6%	31.5%	810
Lemon Tree Hotels	73.2%	76.6%	(340)	3,835	3475	10%	0.11	0.08	38%	30.0%	24.6%	540
Red Fox Hotels	80.4%	76.7%	370	2,946	2719	8%	0.11	0.08	38%	44.0%	34.9%	910

Parameters	Occupancy Rate (%)			Average Daily Rate (Rs.)			H1 Hotel level EBITDAR ² /room (Rs. million)			Hotel level EBITDAR ² Margin		
	H1 FY19	H1 FY18	Change (bps)	H1 FY19	H1 FY18	Change (%)	H1 FY19	H1 FY18	Change (%)	H1 FY19	H1 FY18	Change (bps)
By Brand												
Lemon Tree Premier	83.5%	76.1%	740	4,802	4306	12%	0.45	0.34	32%	42.8%	38.0%	480
Lemon Tree Hotels	73.5%	75.8%	(230)	3,819	3420	12%	0.22	0.19	16%	30.6%	29.1%	150
Red Fox Hotels	78.3%	72.8%	550	2,925	2585	13%	0.22	0.15	47%	43.7%	37.2%	650

Note: The results of this quarter and H1 are not indicative of full year's performance due to seasonal nature of the business.

Operational Performance by Ageing – FY18 vs. FY17

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	FY18	21	3	4	7
	FY17	21	3	-	
Operating Rooms (year-end)	FY18	2,727	128 ¹	422	1,525
	FY17	2,727	106 ¹	-	
Occupancy Rate (%)	FY18	77.6%	61.5%	66.0%	Deep demand markets (high occupancies)
	FY17	77.5%	51.6%	-	
Average Daily Rate (Rs.)	FY18	3,900	5,274	3,422	1.5x of Adult Hotels in that year*
	FY17	3,411	5,302	-	
Hotel level EBITDAR ² /room (Rs. million)	FY18	0.67	0.49	0.15	High*
	FY17	0.62	0.32	-	
Hotel level EBITDAR ² Margin (%)	FY18	44%	36%	15%	High*
	FY17	43%	32%	-	
Hotel level ROCE ^{*3} (%)	FY18	12%	6%	(1%)	2.0x of Adult Hotels in that year*
	FY17	11%	6%	-	

Notes: * Hotel level ROCE for hotels older than 5 years is 13% for FY18.

1) 22 rooms were added in Lemon Tree Wildlife resort, Bandhavgarh which were operational from November-2017

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.

4) Full year numbers will be updated on annual basis.

* Post stabilization.

Expansion Plans – Hotels under Development

Under-development hotels	Type	Rooms	Expected Opening date	Ownership (%)
Lemon Tree Premier, City Centre, Pune	Owned	199	Dec-18	57.98%
Lemon Tree Premier, Andheri (East), Mumbai	Owned	298	Jan-19	100.00%
Lemon Tree Premier, Kolkata	Owned	142	Apr-19	57.98%
Lemon Tree Premier, Udaipur	Owned	139	Oct-19	57.98%
Lemon Tree Vembanad Lake Resort, Alleppey, Kerala ¹	Owned	10	Oct-20	100.00%
Lemon Tree Mountain Resort, Shimla	Owned	69	Dec-20	100.00%
Lemon Tree Premier, Intl. Airport, Mumbai ²	Owned	577	Mar-21	57.98%
Total		1,434		

- * Total estimated project cost is Rs. 17,250 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 30th September, 2018 is Rs. 9,922 million
- * Balance investment of Rs. 7,328 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.

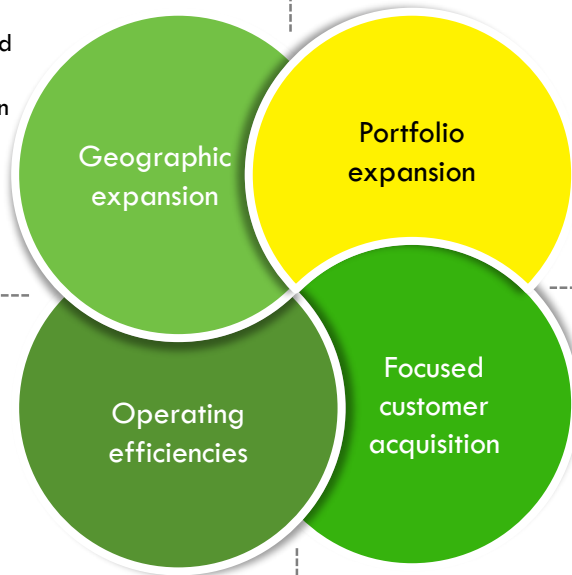
2) LTH is in the process of applying to convert some commercial spaces in this hotel to rooms. This will increase the hotel's inventory by 94 rooms to 671, in which case total owned and leased inventory under development will increase to 1,619

Expansion Plans – Pipeline of Management Contracts (as of November 5th, 2018)



Management Contracts Pipeline	Rooms	Expected Opening date	Tenure (years)
Lemon Tree Hotel, Lucknow	51	Dec-18	11
Red Fox Hotel, Alwar	49	Dec-18	12
Lemon Tree Hotel, Amritsar	65	Feb-19	10
Red Fox Hotel, Neelkanth	80	Mar-19	12
Lemon Tree Premier, Rishikesh	66	Mar-19	12
Lemon Tree Hotel, Thimpu	27	Mar-19	10
Managed rooms to be operational in FY19	338		
Lemon Tree Hotel, Gulmarg	35	Apr-19	10
Lemon Tree Premier, Dwarka	108	Apr-19	15
Lemon Tree Hotel, BKC, Mumbai	70	Jun-19	10
Lemon Tree Hotel, Dubai	114	Jun-19	10
Lemon Tree Hotel, Jhansi	60	Jul-19	12
Lemon Tree Hotel, Shirdi	59	Oct-19	12
Lemon Tree Hotel, Bokaro	70	Oct-19	10
Lemon Tree Resort, Mussoorie	40	Oct-19	12
Lemon Tree Hotel, Rishikesh	102	Oct-19	12
Lemon Tree Premier, Coorg	63	Oct-19	15
Lemon Tree Hotel, Aligarh	68	Nov-19	12
Lemon Tree Hotel, Ludhiana	60	Dec-19	10
Lemon Tree Hotel, Gwalior	104	Jan-20	15
Managed rooms to be operational in FY20	953		
Serviced Suites, Manesar	260	Apr-20	10
Lemon Tree Hotel, Sonamarg	40	Apr-20	10
Lemon Tree Hotel, Ranthambore	60	Apr-20	12
Lemon Tree Hotel, Kathmandu	75	Apr-20	12
Red Fox Hotel, Vijaywada	90	June-20	15
Lemon Tree Hotel, Thimpu	38	Oct-20	10
Lemon Tree Hotel, Trivandrum	100	Jan-21	10
Lemon Tree Premier, Vijaywada	120	Mar-21	15
Managed rooms to be operational in FY21	783		
Total managed rooms in pipeline	2,074		

- Geographical diversification to reduce exposure to local, seasonal and cyclical fluctuations as well as provide greater choice to an expanding loyal (repeat) guest base
- Expand into new markets like Mumbai, Kolkata and Patna and India's tier II and tier III cities offering potential for market share gains, brand recognition and economies of scale
- Penetrate demand dense micro-markets in existing geographies, with higher ROCE's



- Significant operating leverage from incremental revenue gains in existing hotels and low, stable cost structures
- Blended ADR's to improve over the next few years with highest demand-supply mismatch seen in mid-scale segment and with operationalization of additional room inventory in premium markets like Mumbai, Udaipur, etc.
- Sustained occupancy premium to lead to strong cash flow generation

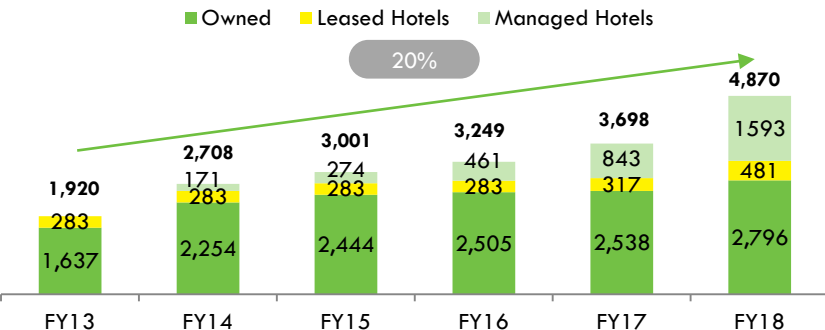
- Strong competitive position in mid-priced hotel sector to drive market share gains
 - Strong pipeline of owned, leased and managed hotels under active development – 65% of current operational portfolio
 - To record 19% CAGR in room inventory growth over FY18-21E driven by 29% CAGR in managed rooms
 - Plan to operate 84 hotels with 8,598 rooms, across 56 cities by FY21 (over 10% of estimated mid-priced sector share, as per Horwath report)
- Increased focus on leisure and vacation travel needs of the Indian travellers
- Increased market share of high-yield online hotel bookings (dynamic day-to-day pricing) from 19% in FY16 to 26% in FY18



ANNEXURES

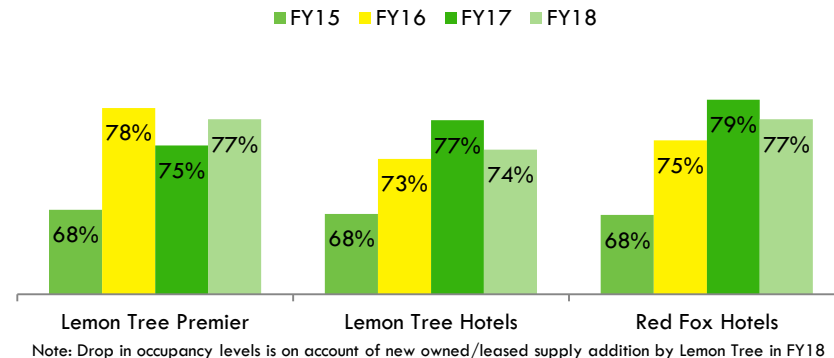
Strong operating performance

Room additions

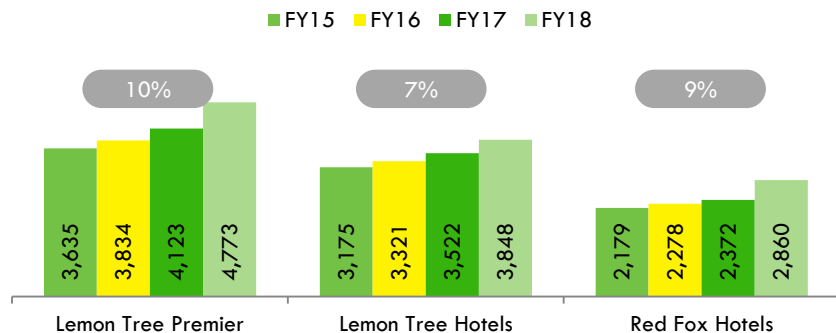


CAGR

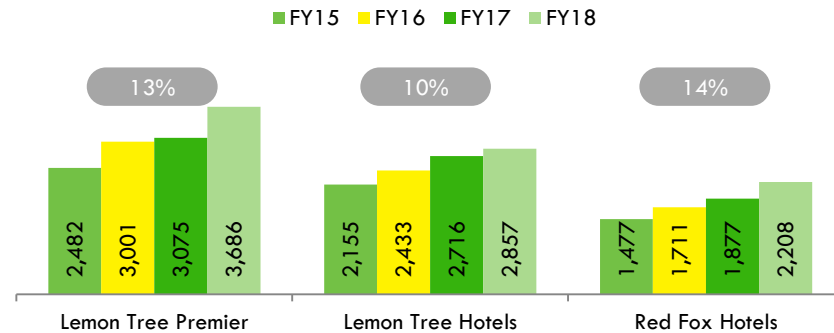
Occupancy levels



ADR (Rs.)



RevPAR (Rs.)

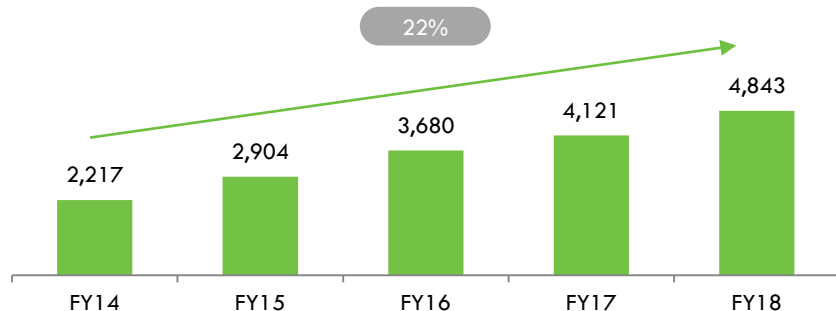


Note: Full year numbers will be updated on annual basis.

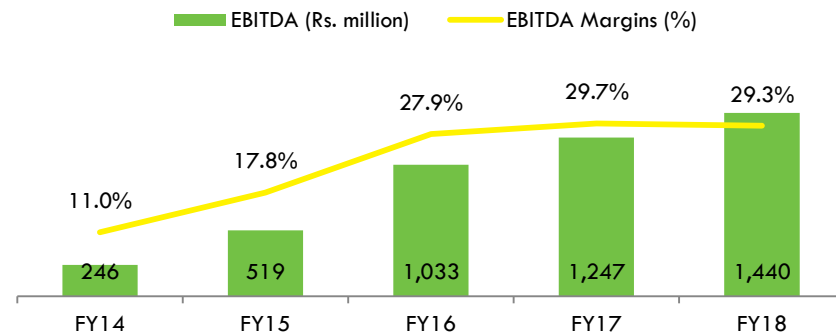
Strong Growth and improving margins

Revenue from operations (Rs. million)

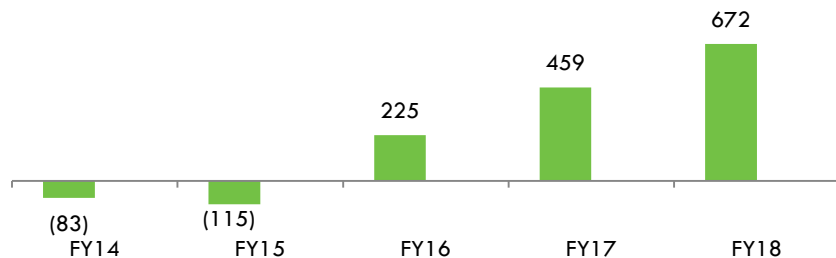
CAGR



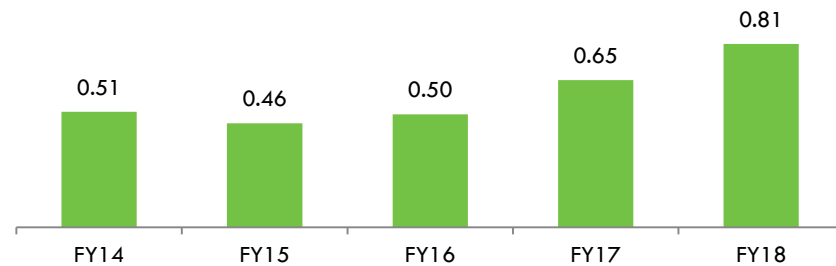
EBITDA & EBITDA margins



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



Debt/Equity

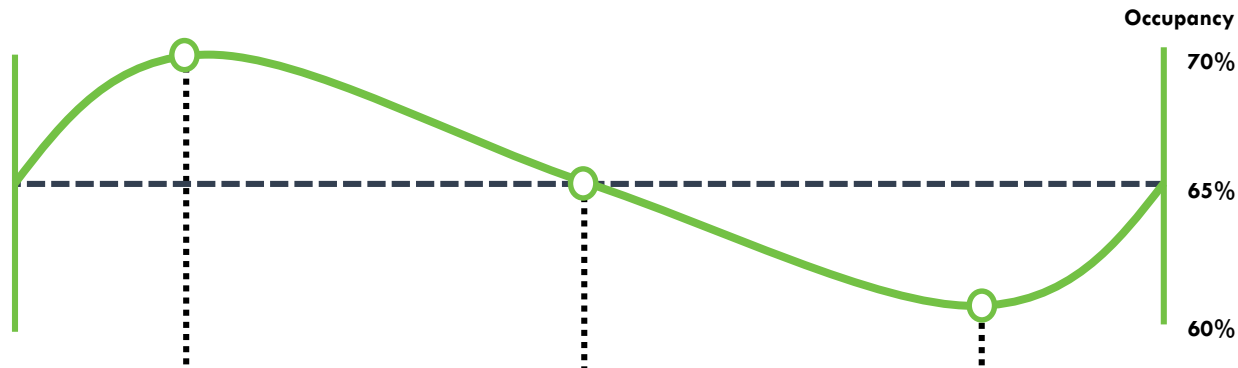


Note: FY14, FY15 and FY16 figures are from Lemon Tree Prospectus. FY17 and FY18 figures are from audited balance sheet.

Full year numbers will be updated on annual basis.

The hotel business cycle

Illustrative:
15 Room Hotel
with
Investment = 300



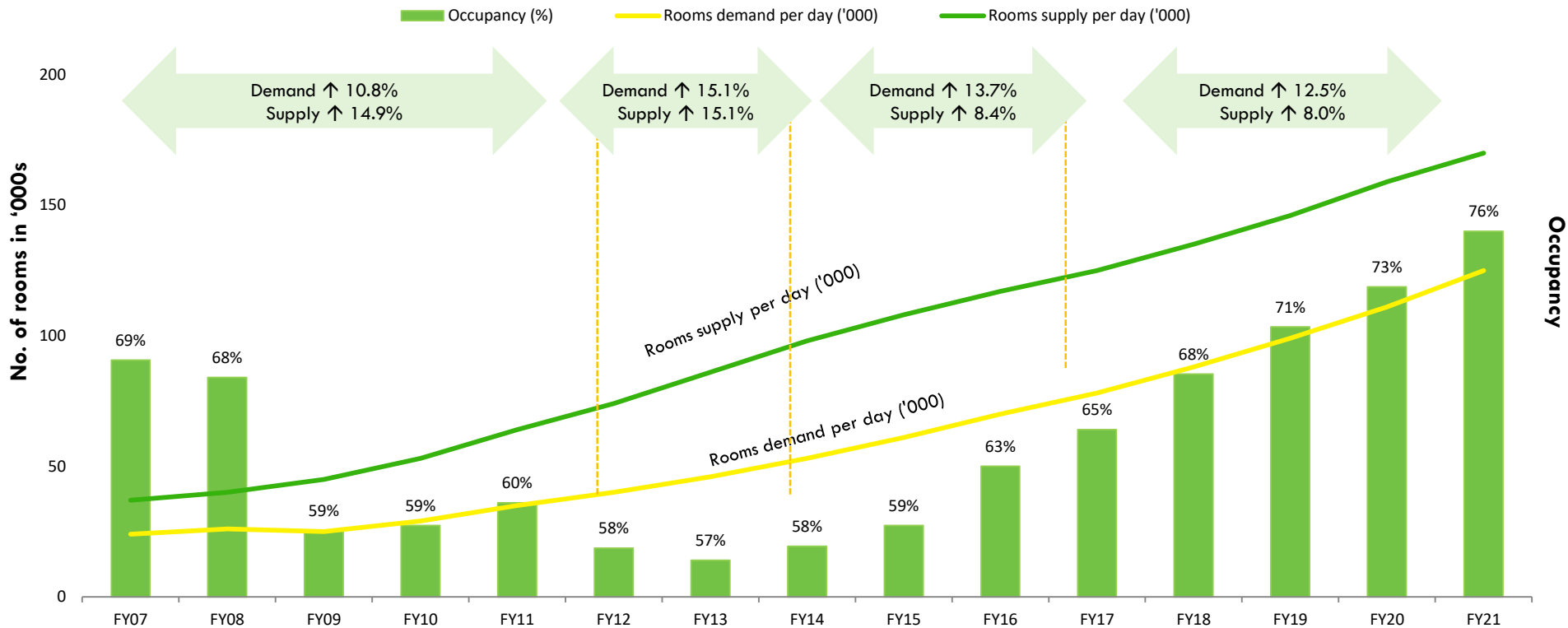
Cycle	Top (2)	Middle (3)	Bottom (2)
Occupancy	70% or more	63-68%	60% or less
Rooms Sold	12	10	8
Average Daily Rate	13	10	7
Revenue	156	100	56
Expenses	60	50	40
EBITDA	96	50	16
Hotel RoCE	32%	17%	5%
Sustainable Debt:Equity Coverage	Full Debt	1:1	No Debt

6:3:1

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

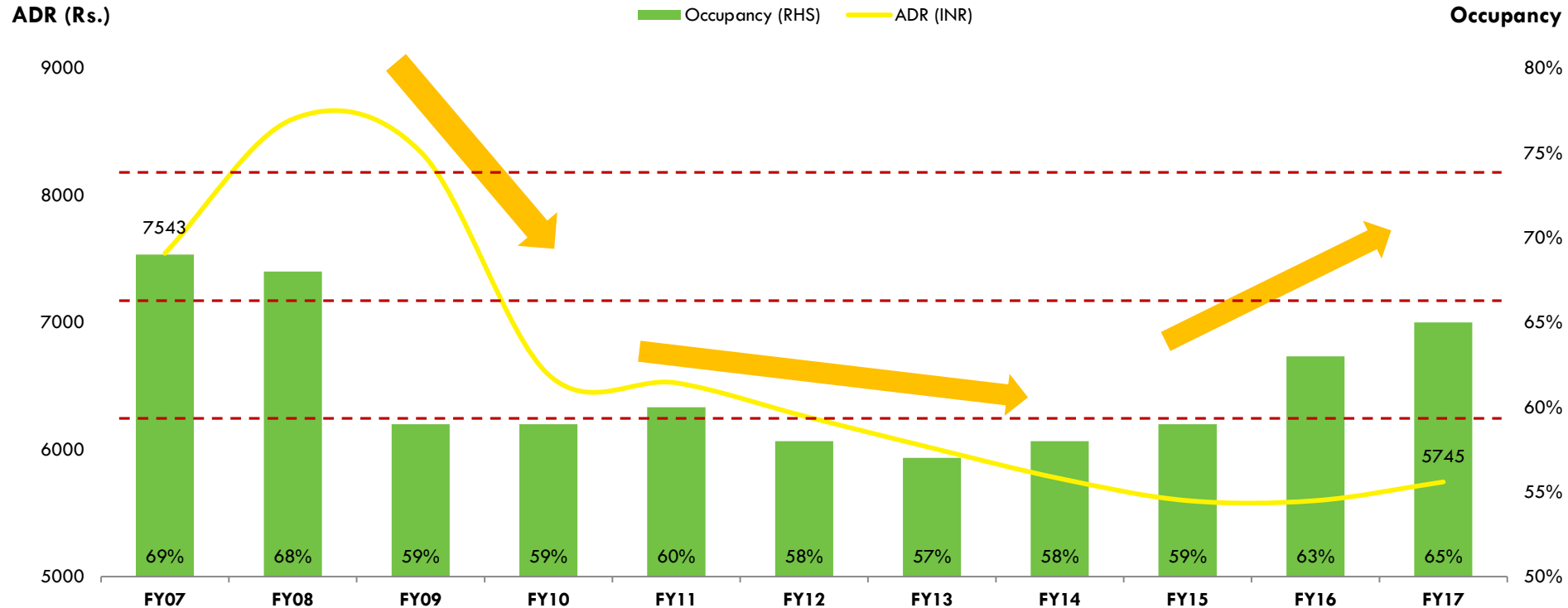
Indian hotel industry is at an inflection point

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



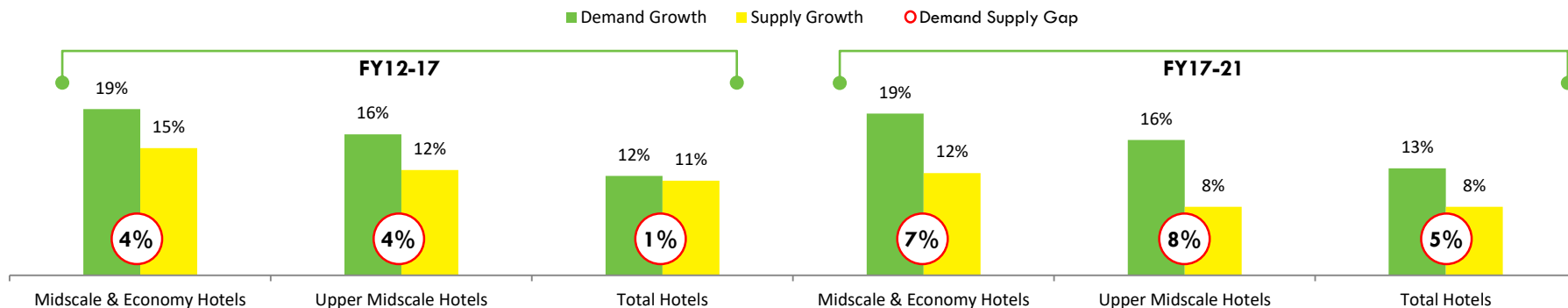
Increasing occupancy leading to increase in room rates

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

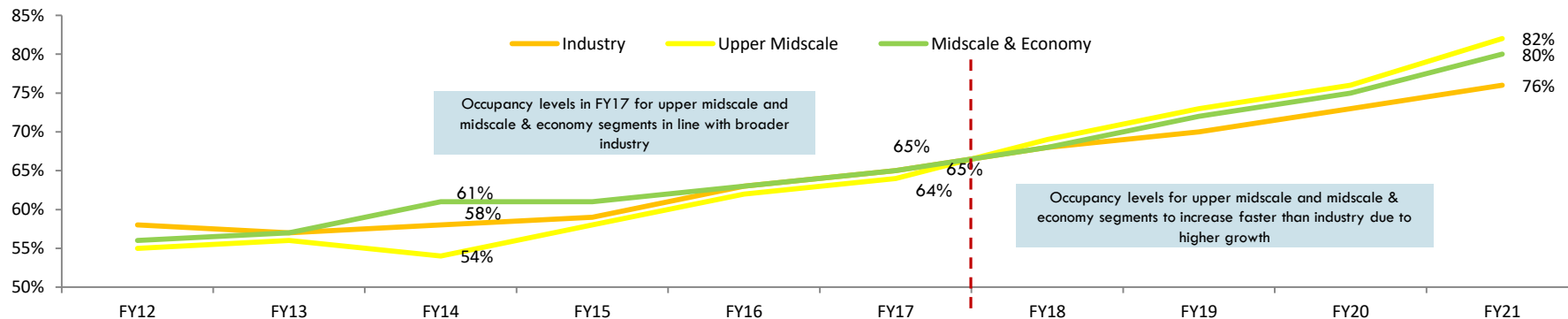


Mid-priced hotel sector expected to have higher demand supply gap resulting in higher growth in occupancy

Mid-priced hotel sector expected to continue having higher demand-supply gap leading to...



...faster growth in expected occupancy



Lemon Tree Hotels Limited (LTH) Q2 FY19 Earnings Conference Call

Time • 2:00 pm IST on Thursday, November 15, 2018

Conference dial-in Primary number • Primary number: +91 22 6280 1141 / +91 22 7115 8042

Local access number • +91 70456 71221(Available all over India)

International Toll Free Number

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

Lemon Tree Hotels (LTH) is the largest mid-priced hotel sector chain, 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. LTH operates in the mid-priced hotel sector, consisting of the upper midscale, midscale and economy hotel segments and seeks to cater to Indian middle class guests and deliver differentiated yet superior service offerings, with a value-for-money proposition.

LTH opened its first hotel with 49 rooms in May 2004 and plans to operate 84 hotels with 8,598 rooms, across 56 cities by FY2021.

Lemon Tree hotels are located across India, in metro regions, including the NCR, Bengaluru, Hyderabad and Chennai, as well as tier I and tier II cities such as Pune, Ahmedabad, Chandigarh, Jaipur, Indore and Aurangabad. New hotels will open shortly in Mumbai, Pune, Kolkata and Udaipur.

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

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