



June 13, 2018

**National Stock Exchange of India Limited
Exchange Plaza, C-1, Block G
Bandra Kurla Complex
Bandra (E), Mumbai – 400 051**

**BSE Limited
Phiroze Jeejeebhoy Towers
Dalal Street, Mumbai – 400 001**

NSE Scrip Symbol: LEMONTREE

BSE Scrip Code: 541233

Ref: Disclosure under Regulation 30 of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015

Dear Sir

Pursuant to Regulation 30 of SEBI (Listing Obligation and Disclosures Requirements) Regulations, 2015, we would like to inform you that the management of Lemon Tree Hotels is scheduled to meet Analyst & Investors in Mumbai on June 14, 2018.

Please find attached the Investor Presentation, which would be discussed during the meetings. The presentation is also uploaded on the Company's website.

We would request you to take this information on record.

Thanking You

For Lemon Tree Hotels Limited


**Nikhil Sethi
Group Company Secretary & GM Legal
& Compliance Officer**

June 2018

Strictly Private and Confidential



Lemon Tree Hotels Limited

Corporate Presentation



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.



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Lemon Tree Premier, Delhi Airport




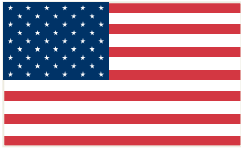


Lemon Tree Premier, Jaipur



Lemon Tree Premier, City Center,
Gurgaon

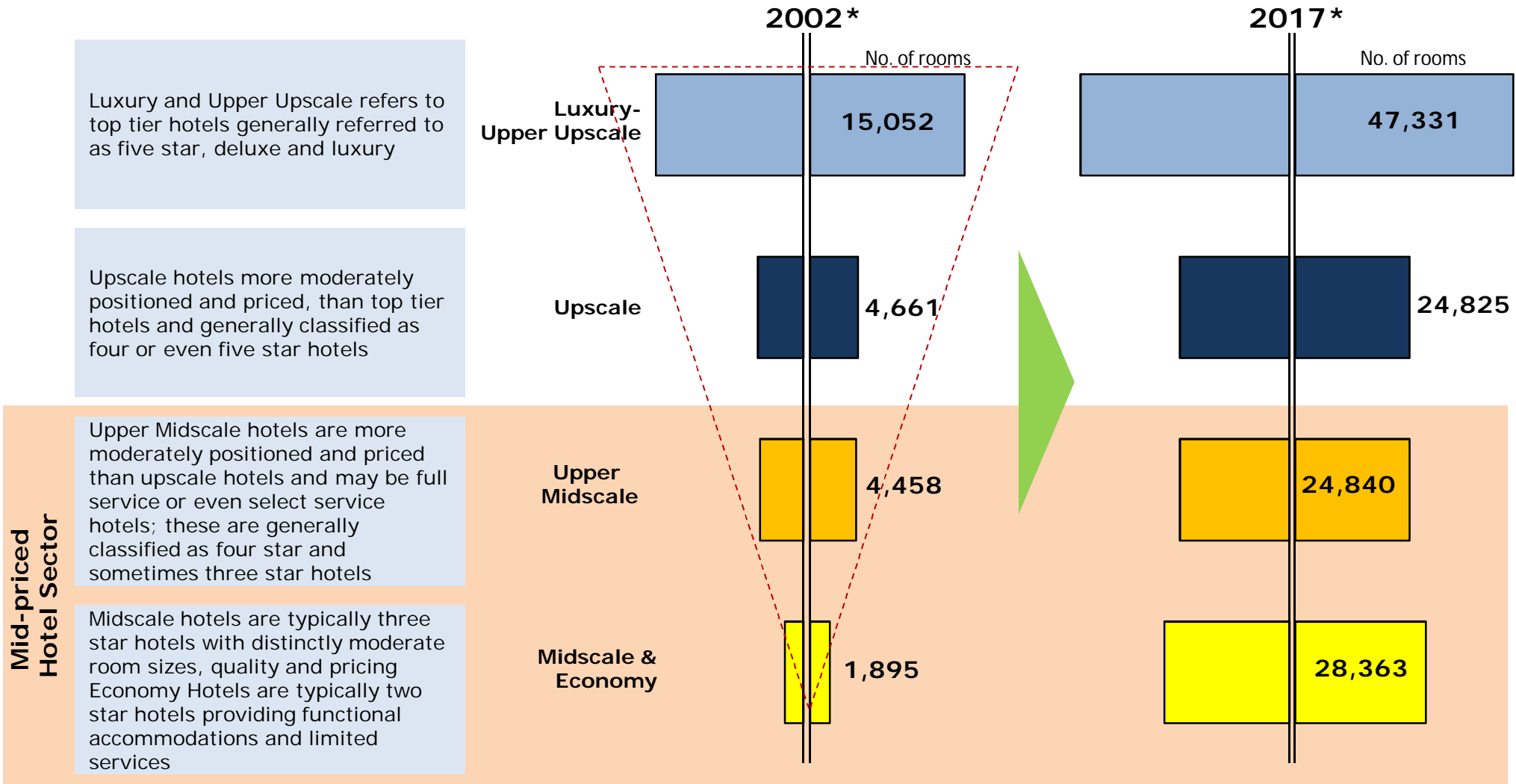
Attractiveness of Indian Hotel Industry

India: A comparatively under-penetrated hotel market

				
Supply of Rooms	16.2 Million	5.0 Million	3.78 Million	0.2 Million
Population	7349 Million	321 Million	1379 Million	1211 Million
Penetration (Rooms/1000 People)	2.2	15.7	2.7	0.2

Supply of rooms in India's hotel industry was primarily at the top-end

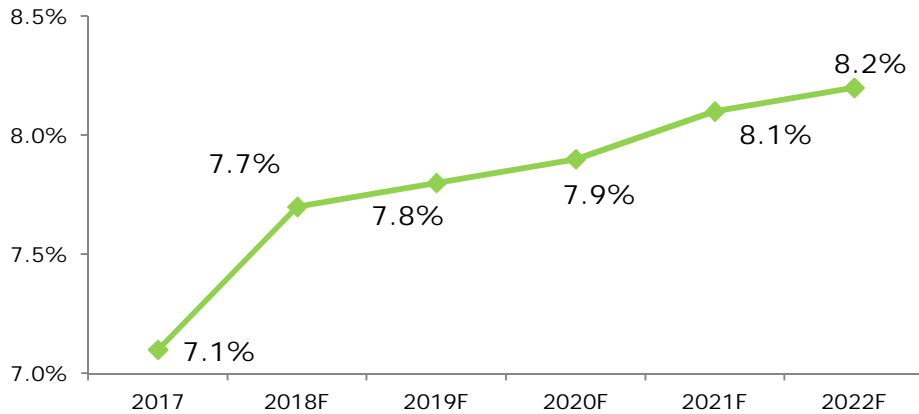
When Lemon Tree commenced business in 2002, India's Hotel industry was an inverted pyramid



Source : Horwath Report
Note: * as of March 31 of that year

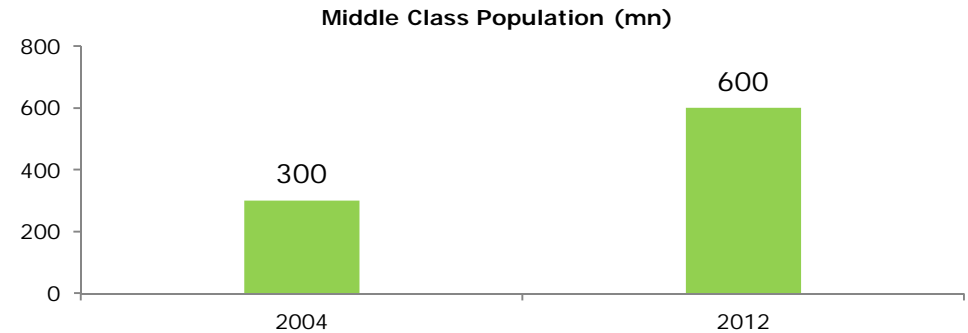
Significant drivers for hotel industry growth in India

Increasing Indian GDP



Source : Central Statistics Office, Govt. of India, IMF

Growing middle class population

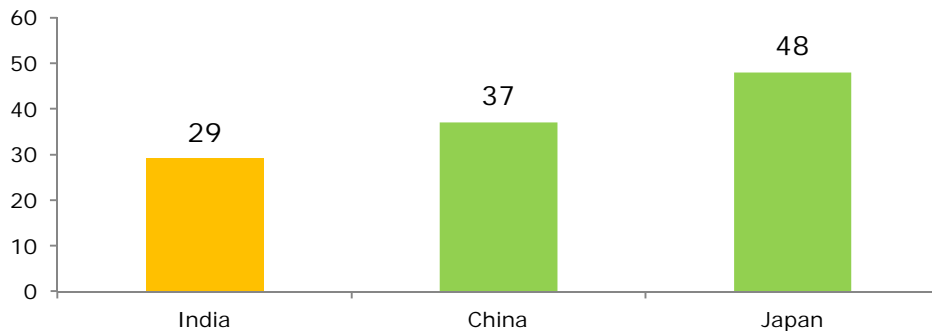


Middle class population in India is likely to overtake that of US and China by 2027

Source : World Economic Forum

Rise in young population

Average Age by 2020



64% of India's population is expected to be in the working age population by the fiscal year 2021

Source: Union budget and economic survey 2013

Higher spending

Increased income levels expected to create additional discretionary spending capacity for the individuals

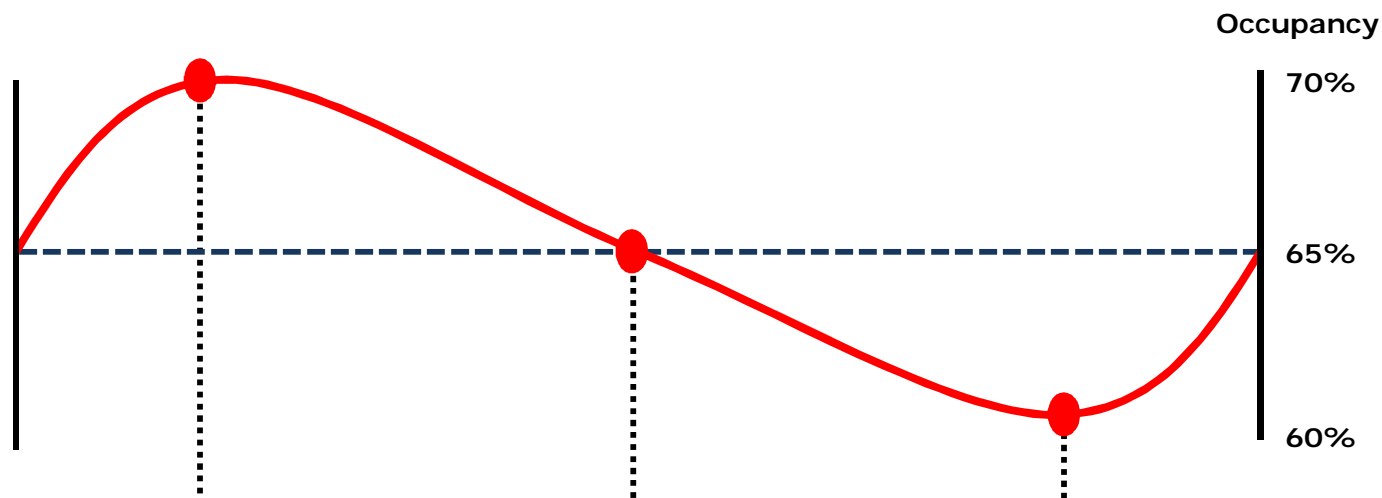
Improved road and air connectivity

Growth in domestic travel in India in forms like business travel, leisure travel, MICE visitation, wedding and social travel etc.

Source : Horwath Report

The hotel business cycle

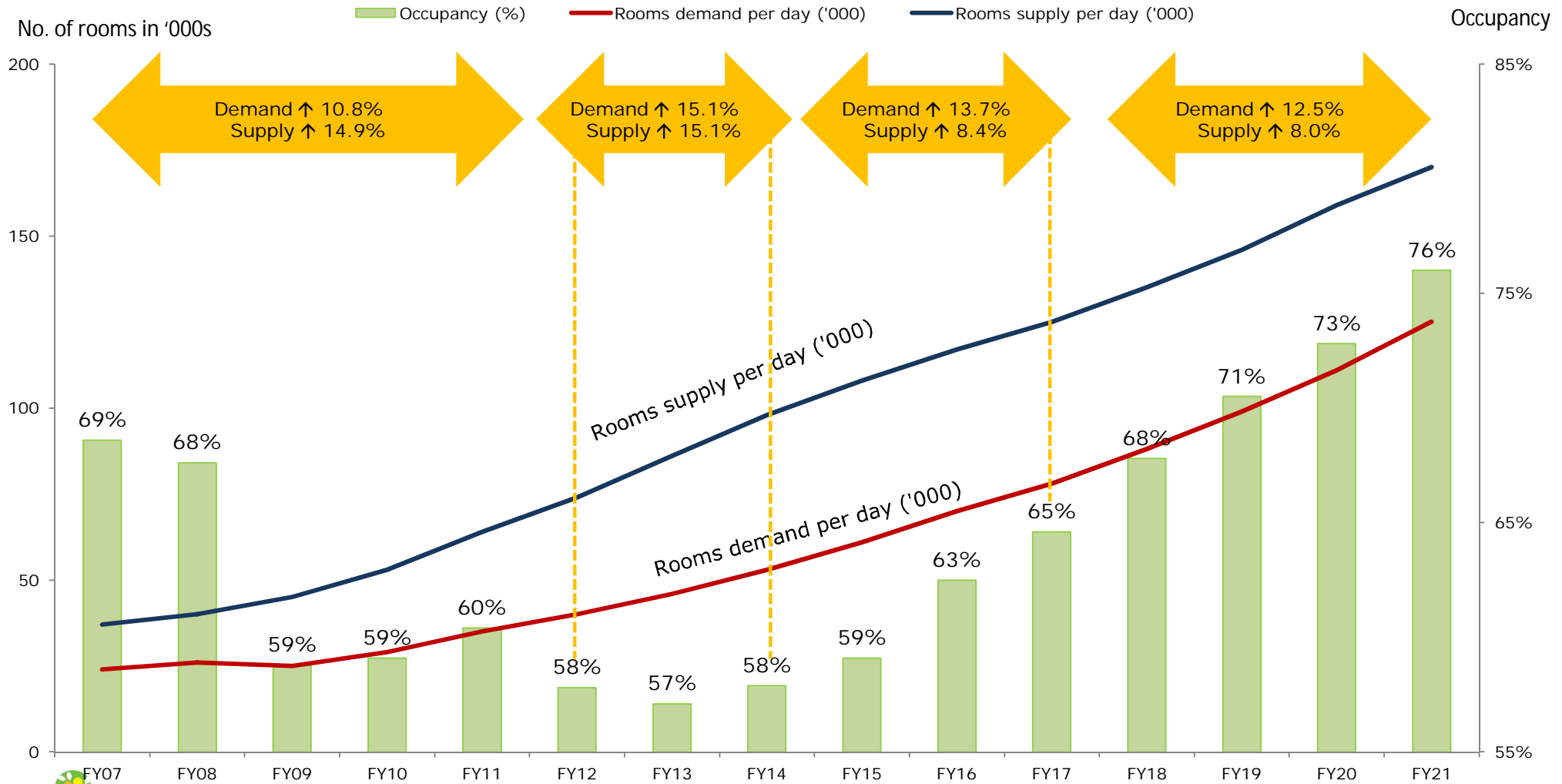
Illustrative:
15 Room Hotel
with
Investment =
300



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	3:2:1
Expenses	60	50	40	
EBITDA	96	50	16	
Hotel RoCE	32%	17%	5%	6:3:1
Sustainable Debt:Equity Coverage	Full Debt	1:1	No Debt	

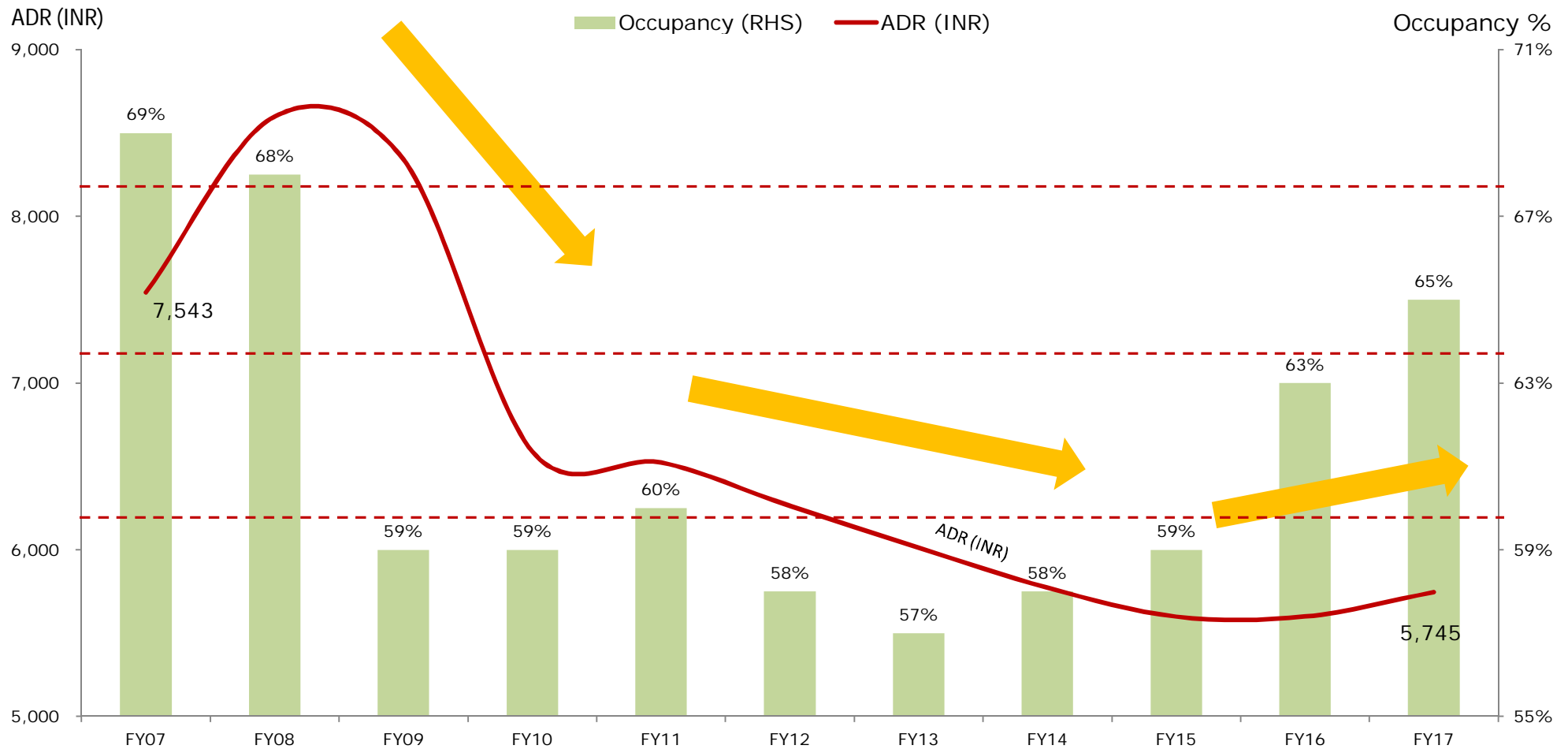
Indian hotel industry is at an inflection point

Slowing supply and rising demand is expected to increase occupancy



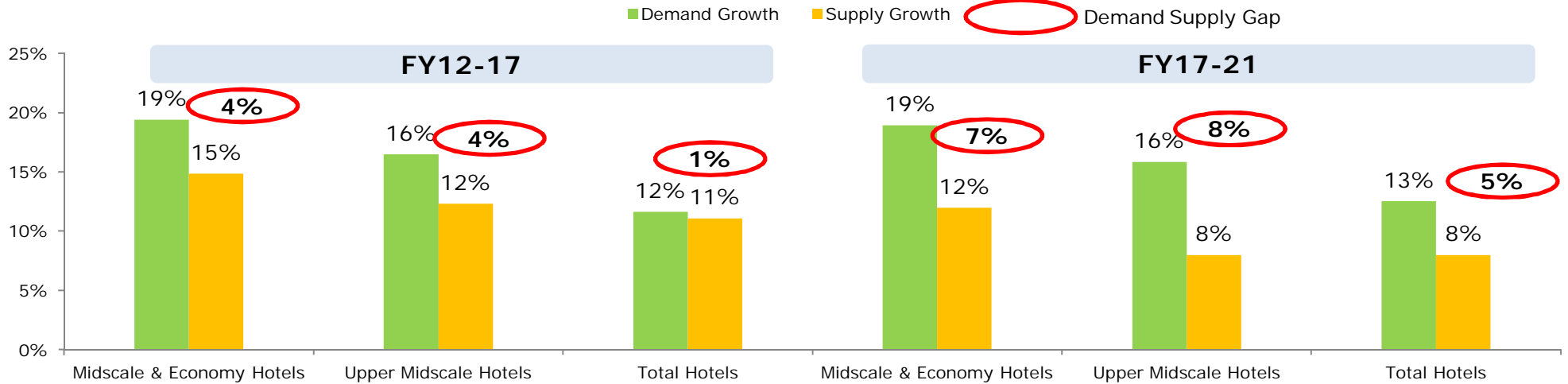
Increasing occupancy leading to increase in room rates

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

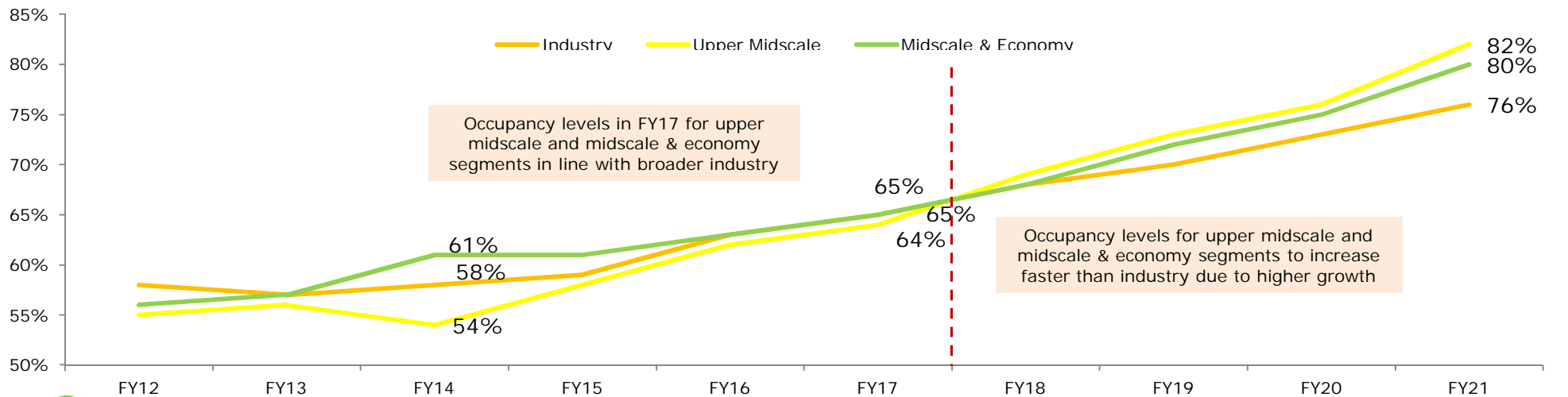


Mid-priced hotel sector expected to have higher demand supply gap resulting in higher growth in occupancy

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



...faster growth in expected occupancy





Lemon Tree Hotel, Aurangabad



Lemon Tree Hotel, Gachibowli,
Hyderabad




Lemon Tree Hotel, Vadodara

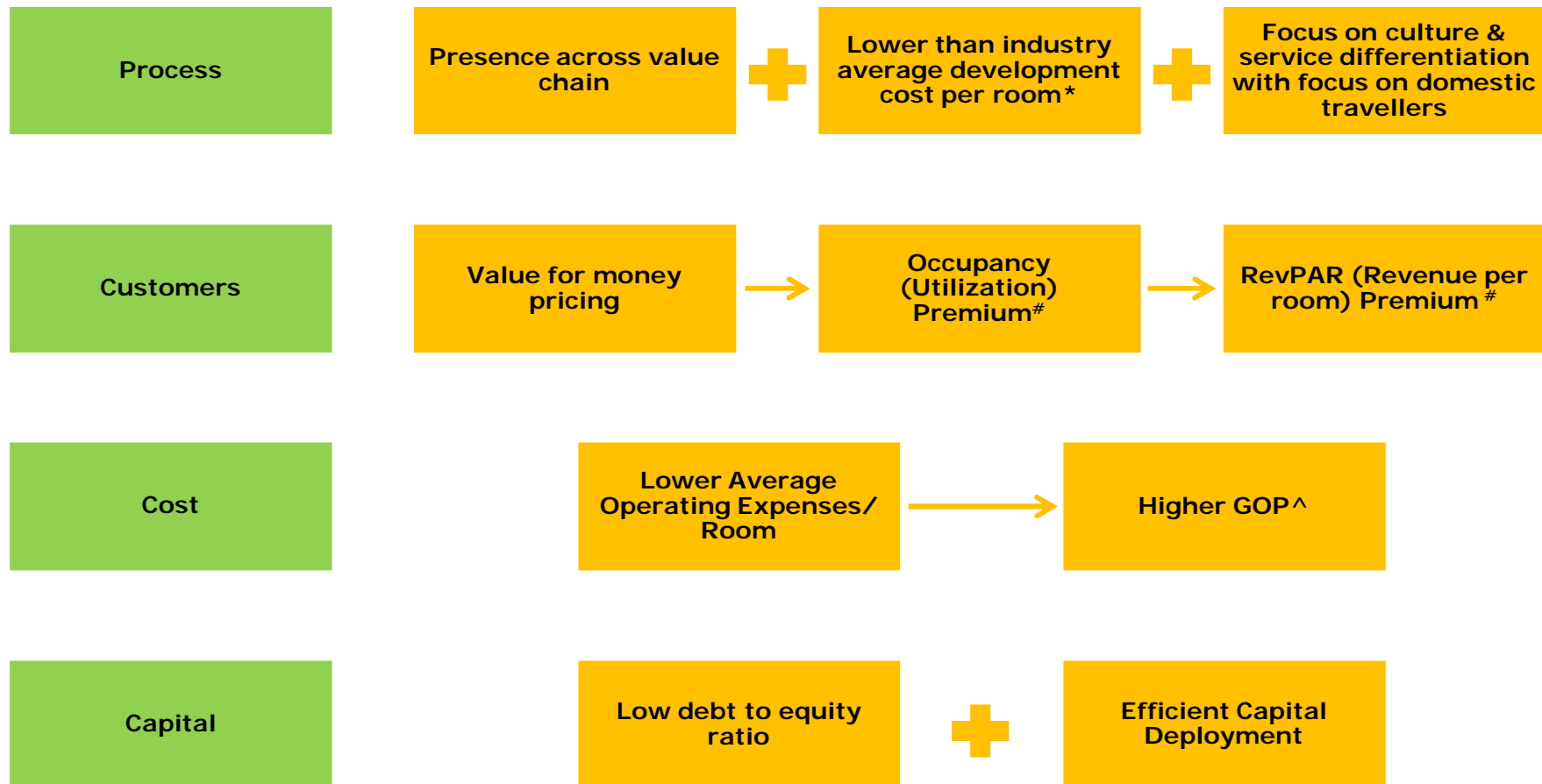
Differentiated business model of Lemon Tree (LTH)

The Business Model | Mid-cycle

Lemon Tree's ROCE is > 1.5x of a typical 5 star hotel in India

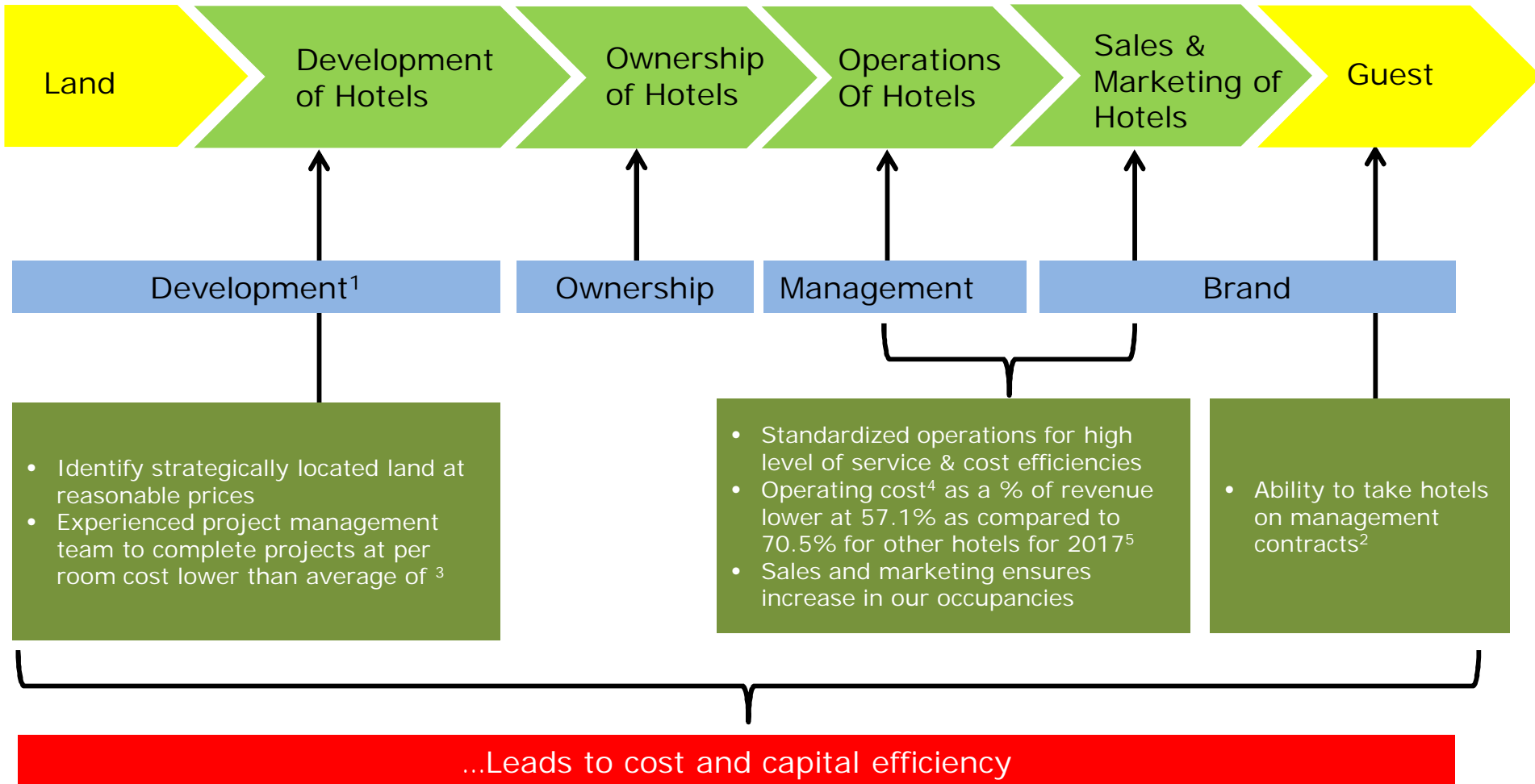
	Typical 5 star	 Lemon Tree HOTELS	
Cost Per Room (Normalised)	1000	400	~40% of Five Star
Rate (Normalised)	100	50	
Occupancy	x%	1.2x%	
Room Revenue (Normalised)	100	<u>60</u>	~60% of Five Star
Total Revenue (Normalised)	100	<u>50</u>	Lower other income for LTH
Cost (Normalised)	65	<u>25</u>	~40% of Five Star
EBITDA (Normalised)	35	<u>25</u>	
 Lemon Tree HOTELS	RoCE	x	<u>1.7x</u>

Competitive Advantage: Differentiated Business Model



Notes: *Based on average development cost per room (excluding the cost of land), for our owned hotels (including owned hotels located on leased or licensed land), developed between the fiscal years 2011 and 2015 in the upper -midscale, midscale and economy hotel segments, respectively, which was lower than the average of select hotels in the respective hotel segments, for the same period; Source : HVS (India – 2016 Hotel Development Cost Survey)

#Source : Horwath Report; ^RevPAR Premium and Lower Average Operating Expenses/ Room of Lemon Tree as compared to industry leading to higher GOP



Note: 1. Through subsidiary Grey Fox Project Management
 2. Through subsidiary Carnation
 3. For Select Hotels for the same period, according to a survey conducted by HVS (India – 2016 Hotel Development Cost Survey)
 4. For owned and leased hotels
 5. Source : FHRAI-Indian-Hotel-Survey-2016-17

Process

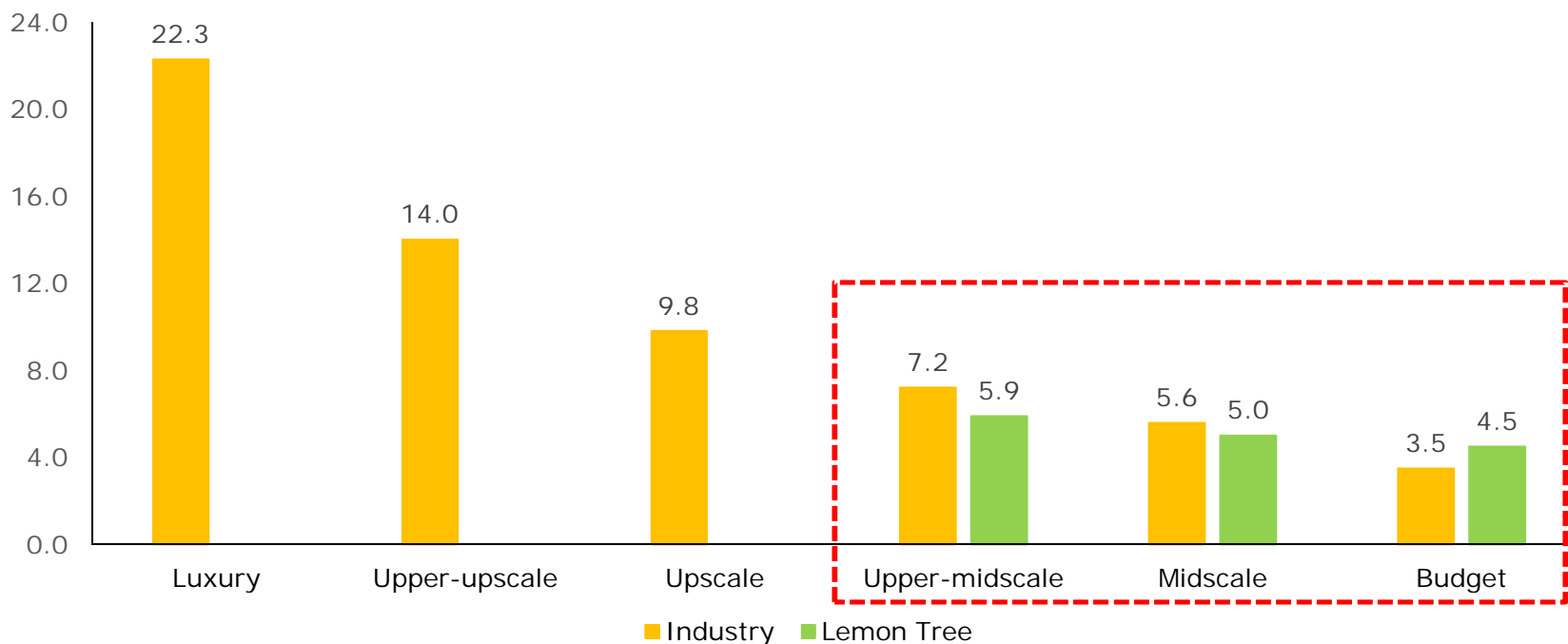
Presence across value chain



Lower than industry average development cost per room ^

Focus on culture & service differentiation with focus on domestic travellers

Average development cost, per room* (INR Mn.)



	Upper-midscale	Midscale	Budget
Lemon Tree development cost (% of industry)	82%	89%	129%
Lemon Tree average development cost (% of upper-upscale)	37%		

^ According to survey conducted by HVS (India – 2016 Hotel Development Cost Survey), Lemon Tree’s average development cost per room (excluding the cost of land) for owned hotels developed between 2011 and 2015 was lower than the average of select hotels in the respective hotel segments for the same period



Note: *for hotels developed between FY11 and FY15 (excluding the cost of land) for owned hotels (including owned hotels located on leased or licensed land)

Process

Presence across value chain



Lower than industry average development cost per room



Focus on culture & service differentiation with focus on domestic travellers



- Ranked 4th in India and only Hotel chain in top 10 Best Companies to Work for by the Great Place to Work Institute, India in 2017
- Ranked 12th in Asia's Best Large Workplaces in 2018 by Great Place to Work Institute. Only Indian company in top 15
- The highly engaged work force provides superior service to customers

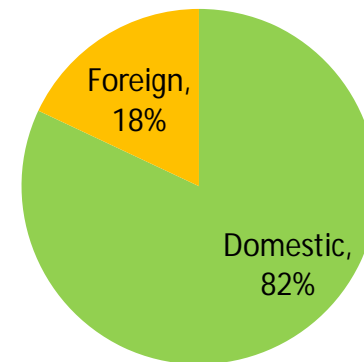
Superior service leads to higher Customer Satisfaction as demonstrated by TripAdvisor recognition

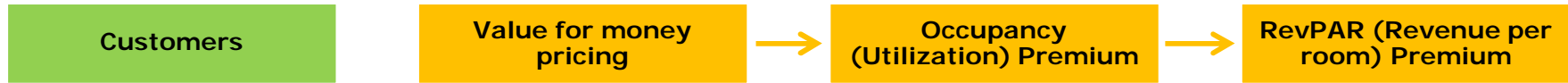


26 out of 41 hotels (which were operational for at least a year and were eligible for receiving this recognition) were awarded the TripAdvisor Certificate of Excellence for 2018

Focus on Domestic Customers

FY18





Value for money (ADR in Rs.) ^ Higher Average Occupancy* leads to Higher RevPAR# (INR)



Lemon Tree/Industry



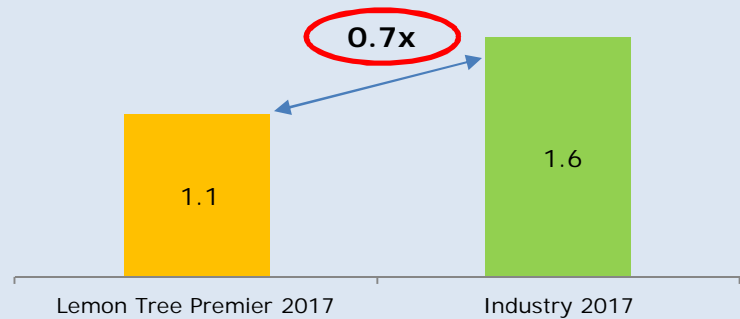
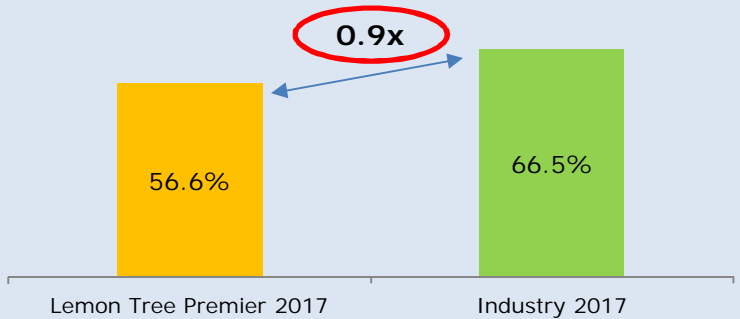
Source : FHRAI-Indian-Hotel-Survey-2016-17; ^ Average Daily room rent; *Average occupancy represents the total number of room nights sold divided by the total number of room nights available at a hotel or group of hotels; #RevPAR is calculated by multiplying ADR and average occupancy, where ADR represents revenue from room rentals divided by total number of room nights sold at our owned and leased hotels (including rooms that were available for only a certain portion of a period); Industry 2017 data is for all participating hotels in respective hotel segment



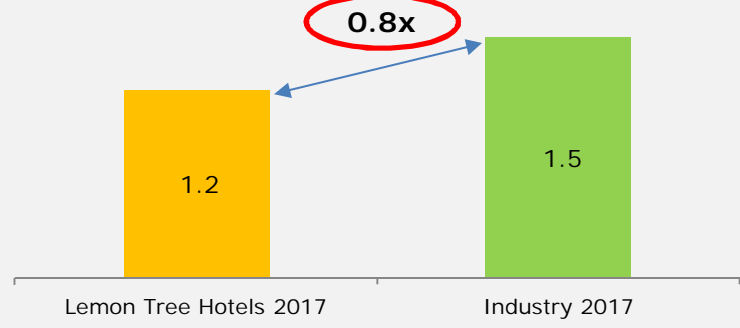
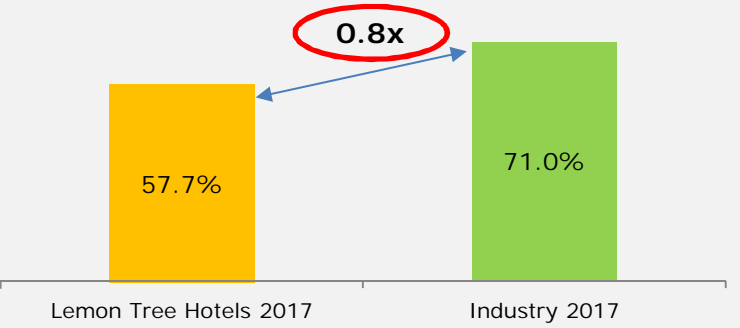
Lower Operating Expense as % of Revenue

Lower Staff per room ratio

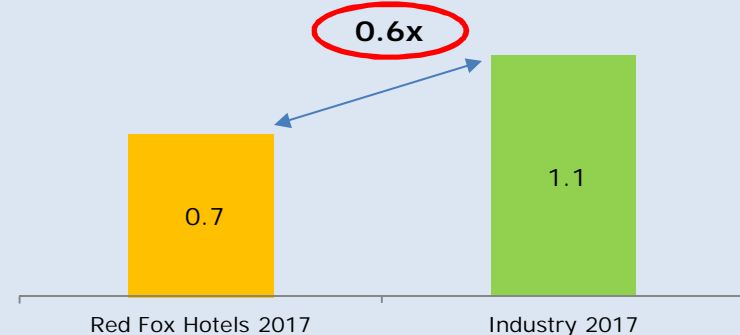
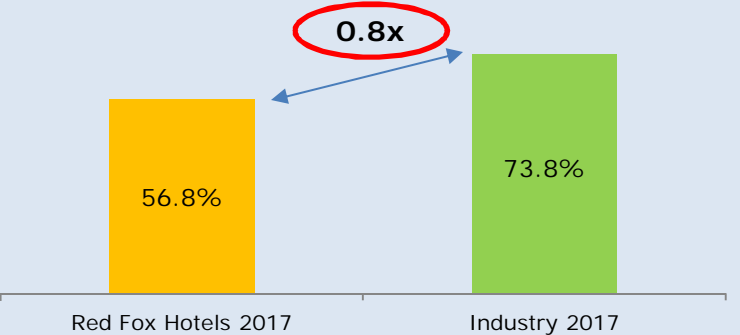
Upper
Midscale



Midscale



Economy



○ Lemon Tree/Industry



Source : FHRAI-Indian-Hotel-Survey-2016-17, data is for all participating hotels in respective hotel segment

Summary | Relative Performance comparison (Lemon Tree vs. Industry Segments)

FY17	LT Group % of Five Star Aggregate	LTP % of Four Star Aggregate	LTH % of Three Star Aggregate	RFH % of Two Star Aggregate
Net ARR (INR)	59%	98%	115%	101%
Occupancy (%)	114%	109%	128%	128%
RevPAR (INR)	68%	107%	148%	129%
Total Revenue	53%	100%	110%	84%
Total Expenses	46%	85%	89%	65%
EBITDAR	65%	129%	160%	138%
Average development cost/room	37%	82%	89%	129%
ROCE	178%	158%	179%	108%
Staff/room	58%	70%	75%	65%

Capital

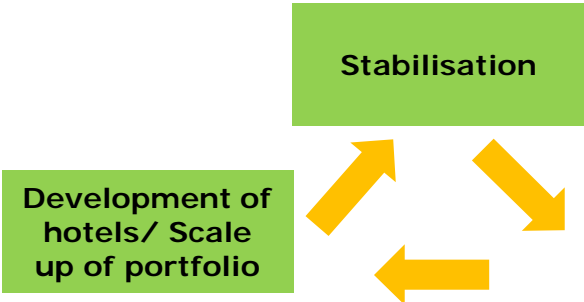
Low debt to equity ratio



Efficient Capital Deployment

Maintained an efficient capital structure with a balanced-asset model

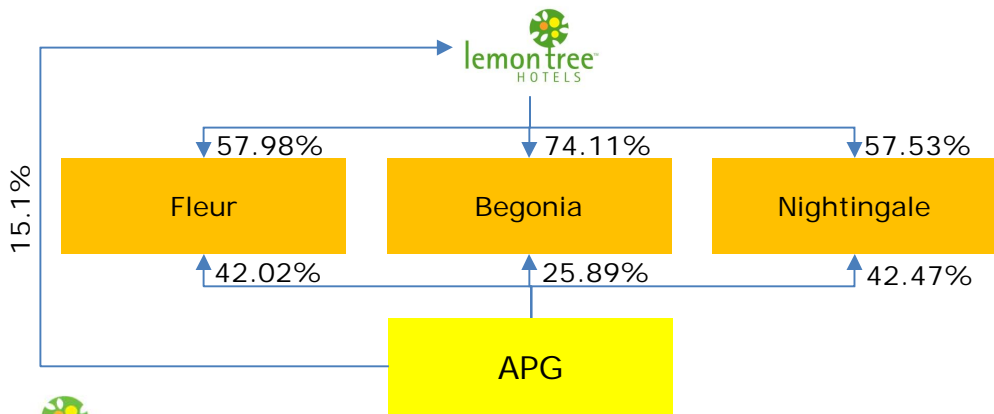
- Track record of multiple simultaneous hotel developments – both organically and inorganically
- Present across the hotel value chain including both development and management of hotels



- Standardized pre-opening and seamless day-to-day operations, at high levels of service and cost efficiencies
- A dynamic pricing policy
- Diversified team working to increase hotel occupancies and achieve operational and financial targets

Monetisation platform

- Sale of operational assets by divesting equity interest in certain operating hotels
- Capital recycled back into new development
- Retains management and control



- Transferred minority stake in subsidiaries operating certain operational hotels to APG since 2012
- Capital raised from APG was used to purchase land and develop additional hotels
- Lemon Tree continues to have operational control over hotels, while reducing costs - capital and operational
- Lemon Tree earns management fee from these hotels





Lemon Tree Hotel, Coimbatore



Lemon Tree Premier, City Center, Gurgaon




Lemon Tree Vembanad Lake, Alleppey, Kerala

Company Overview and Growth Plans

Lemon Tree – Snapshot

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

2,584 rooms;
32 hotels

Lemon Tree Hotels



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

1,071 rooms;
8 hotels

Red Fox by Lemon Tree Hotels



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

Key Statistics³



32 Cities for current operating hotels
+ **23** New cities for under development hotels
= **55** Cities by end of FY21



50 number of operating hotels*
+ **29** number of hotels under development*
= **79** Hotels by end of FY21*



4,956 number of rooms*
+ **3,300** number of rooms under development*
= **8,256** Rooms by end of FY21*



24 of 33 Eligible hotels operating for at least a year awarded TripAdvisor Certificate of Excellence for 2017



747,666 Members in loyalty program

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 June 15, 2018
4. On the basis of controlling interest in owned and leased rooms

* Operating rooms include 2,796 owned, 481 leased and 1,679 managed rooms; Pipeline includes of 1,434 owned, 91 leased and 1,671 managed rooms



India's largest hotel chain in Mid-priced Hotel Sector ¹

Lemon Tree is the largest hotel chain in mid-priced hotel sector in India¹ and #3 in terms of total rooms ^{1,2}



Notes:

1. On the basis of controlling interest in owned and leased rooms, as of June 30, 2017, Ranking is based on inventory, unless otherwise indicated
2. Source : Horwath Report
3. Accor has minority investment in hotels with inventory aggregating 4,168 rooms; Accor's proportionate share of room's ownership is 1,642 rooms. Since it is only a minority stake ranking is Accor is not ranked in category of Owned Rooms
- 4 Top 12 classification is based on inventory as at March 31, 2017, the data for earlier years and as at June 30, 2017 is provided only for comparison purposes



Strategically positioned in key geographies

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.

City: Lemon Tree share of total mid priced hotel rooms sector
Share identified for top 10 markets as per Horwath HTL

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%

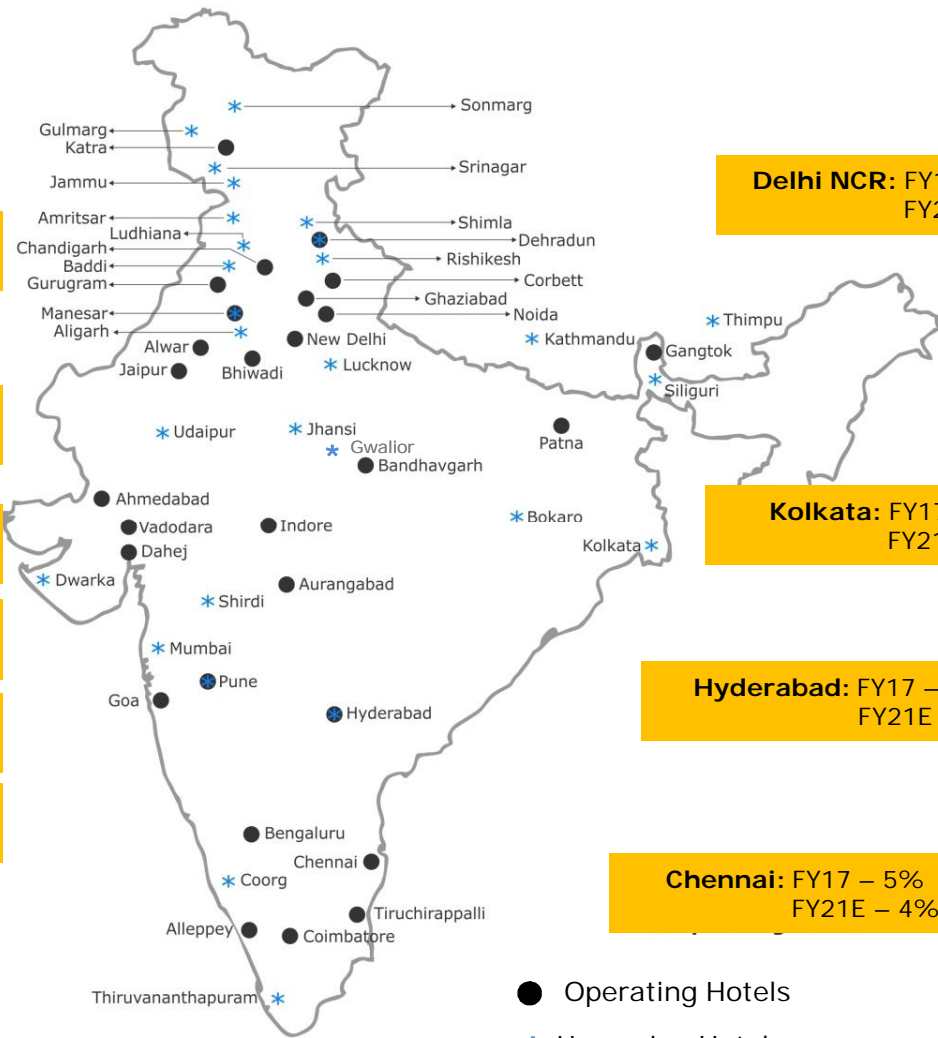
Bengaluru: FY17 – 9%
FY21E – 8%

Delhi NCR: FY17 – 14%
FY21E – 16%

Kolkata: FY17 – NA
FY21E – 8%

Hyderabad: FY17 – 24%
FY21E – 21%

Chennai: FY17 – 5%
FY21E – 4%

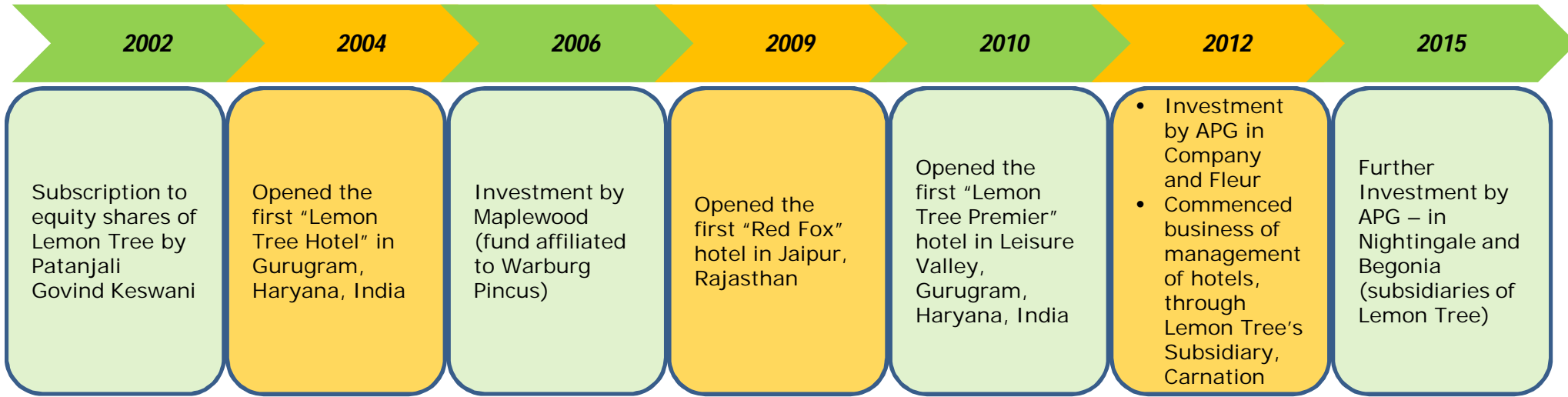


Note: For FY21E, share based on management estimates of total rooms in FY21 and Horwath projection of total supply in these markets

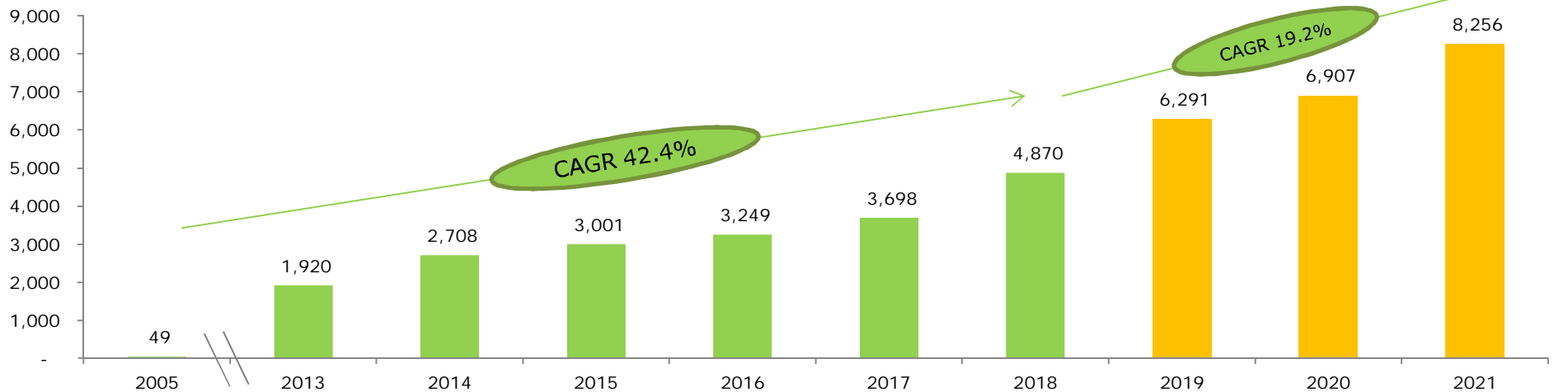
Source : Horwath Report



Milestones



Total number of rooms



All India Supply CAGR: 11.8%

All India Supply CAGR: 7.9%

LTH to All India: 3.7x

LTH to All India: 2.4x

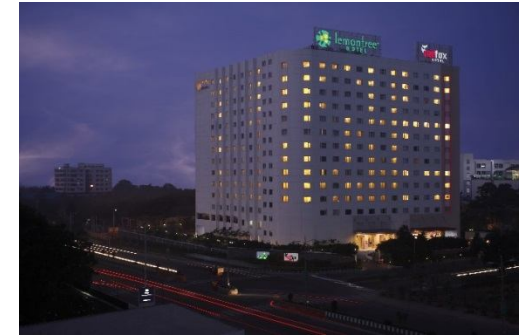




Lemon Tree Amarante Beach, Goa



Lemon Tree Premier, Corbett

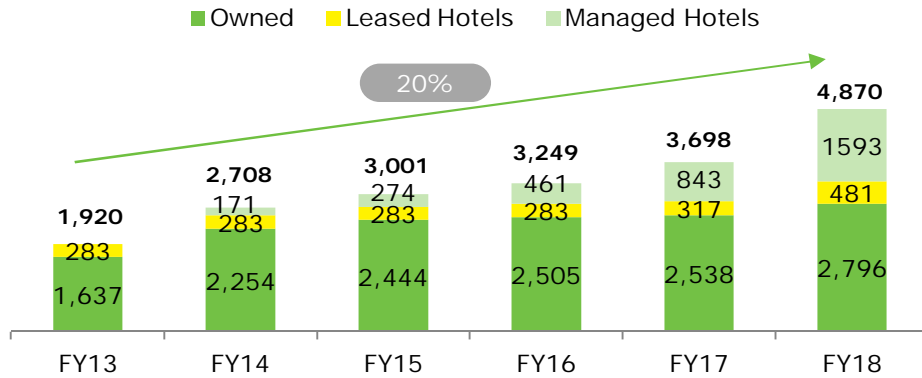


Lemon Tree Premier, Hyderabad

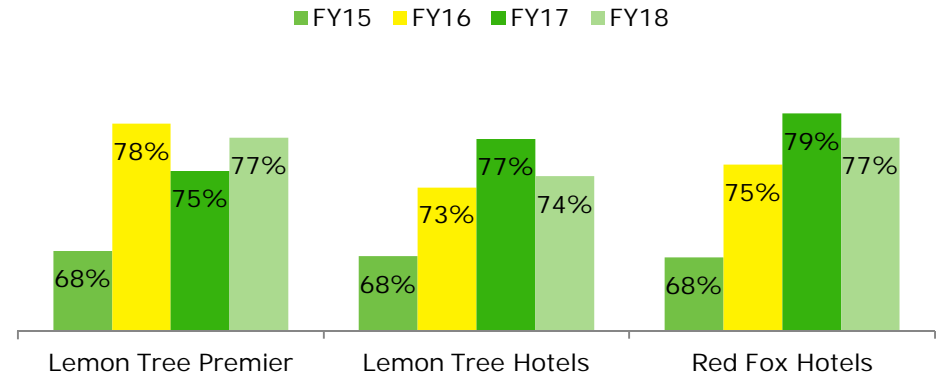
Strong Operating and Financial Performance

Strong operating performance

Rooms are being added...

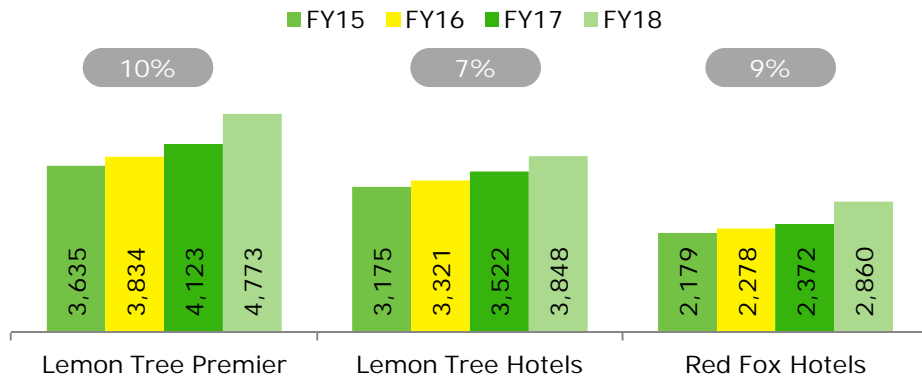


...and occupancy levels increasing...

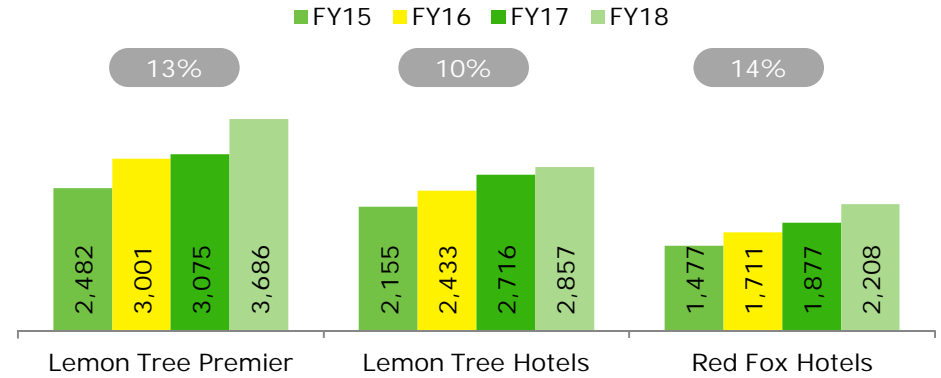


Note: Drop in occupancy levels is on account of new owned/leased supply addition by Lemon Tree in FY18

...coupled with increasing ADR...



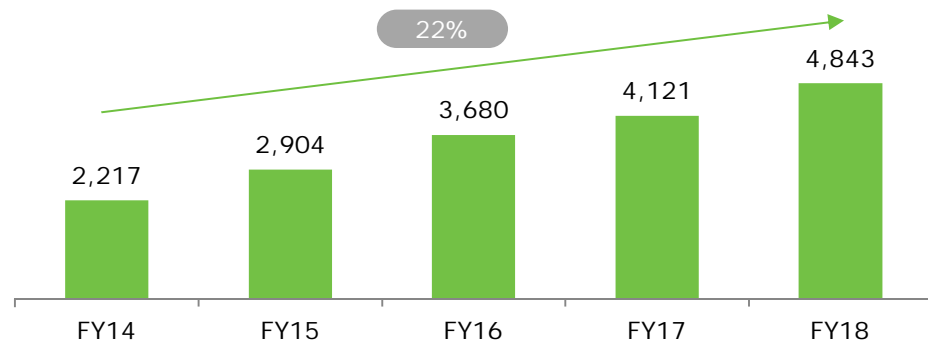
...leading to a RevPAR growth



Strong Growth and improving margins

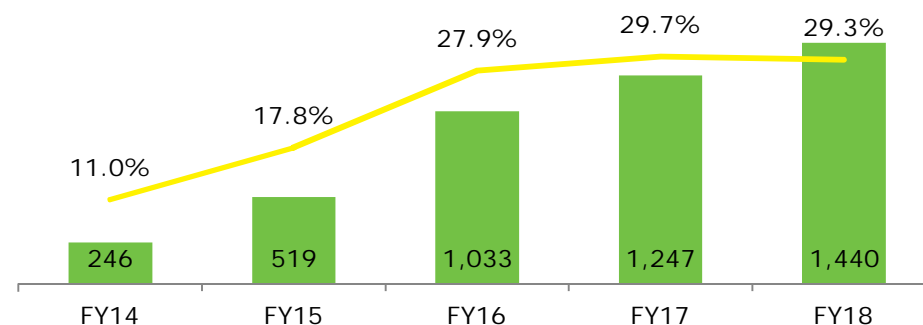
Revenue has increased at 22% over the last 5 years...

Revenue from operations (Rs. million)



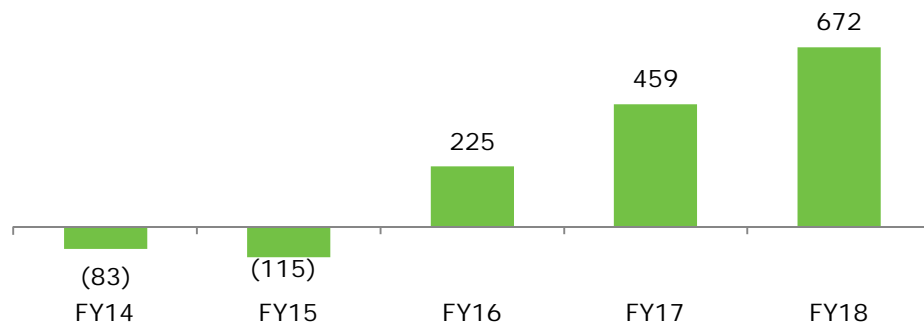
...coupled with increasing EBITDA margins

EBITDA & EBITDA margins



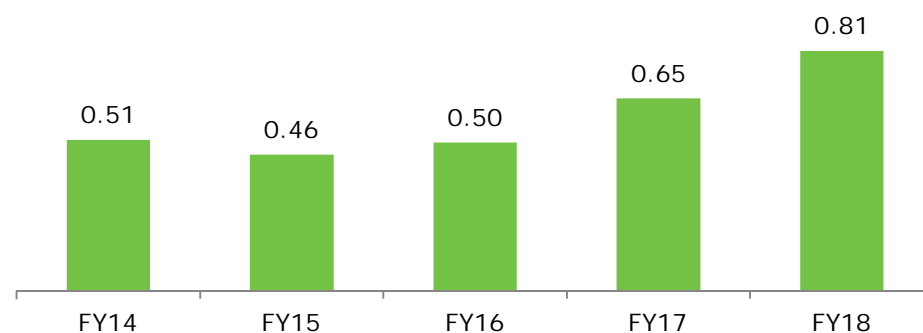
Increasing cash profit* growth

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



Gearing low

Debt/Equity



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

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

Notes:

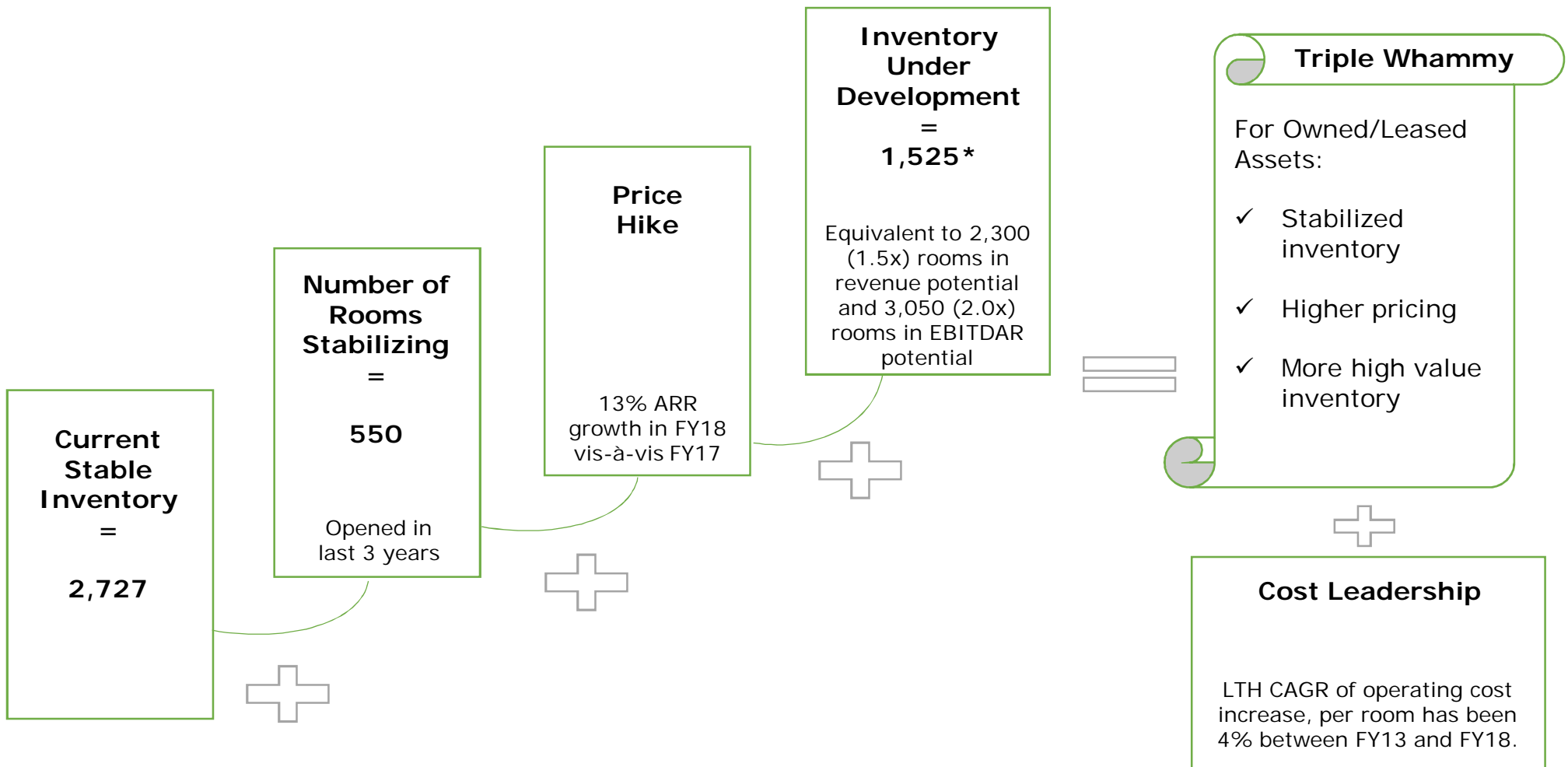
1) 22 rooms were added in Lemon Tree Wildlife resort, Bandhavgarh which were operational from November-2017

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.

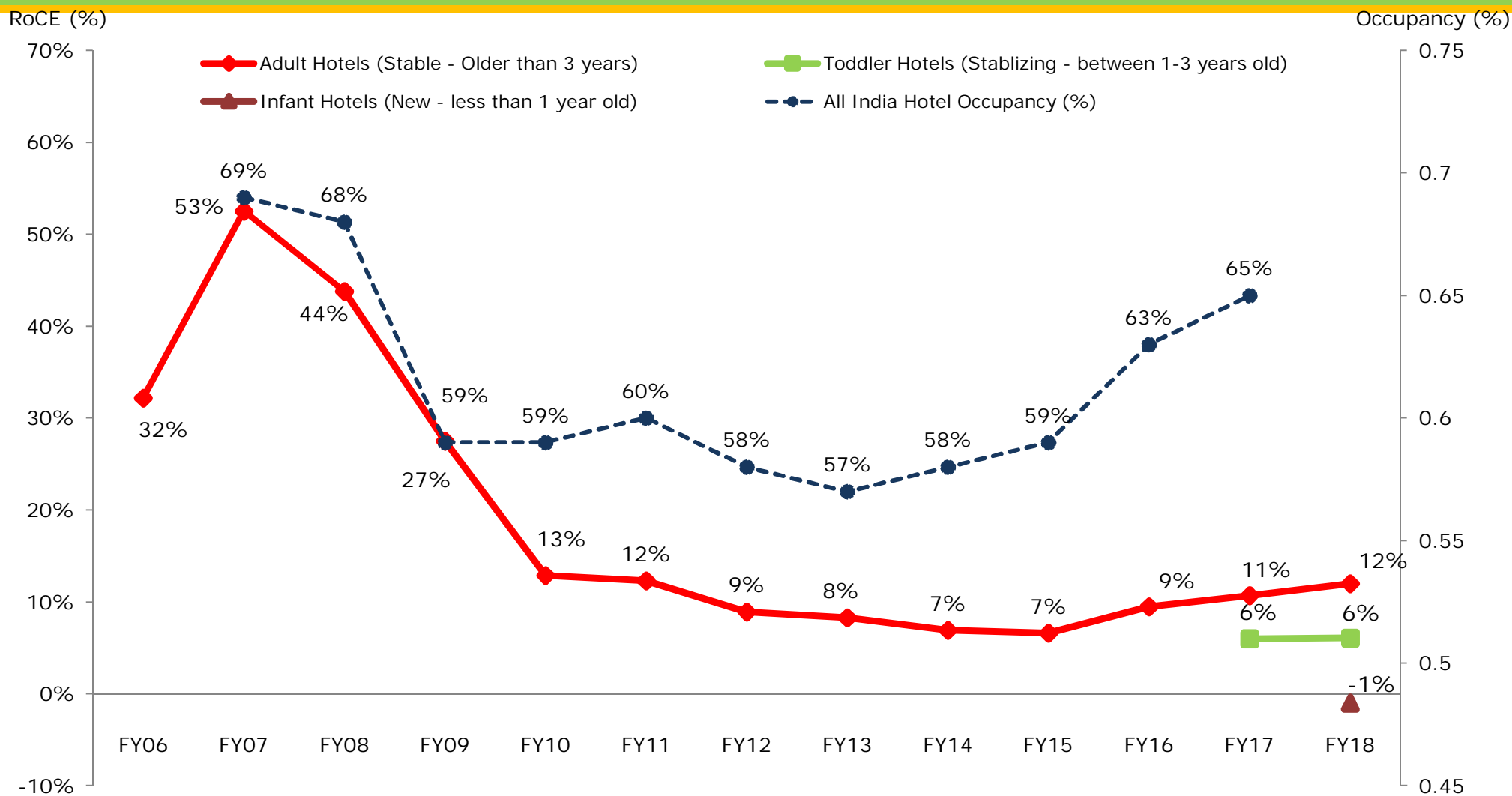
4) Post stabilization.

Key levers to drive better results



* Of these 1,525 rooms, 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 and leased inventory under development will increase to 1,619.

Lemon Tree Hotels RoCE : Hotel Buckets by ageing as on 31st March, 2018



Notes:

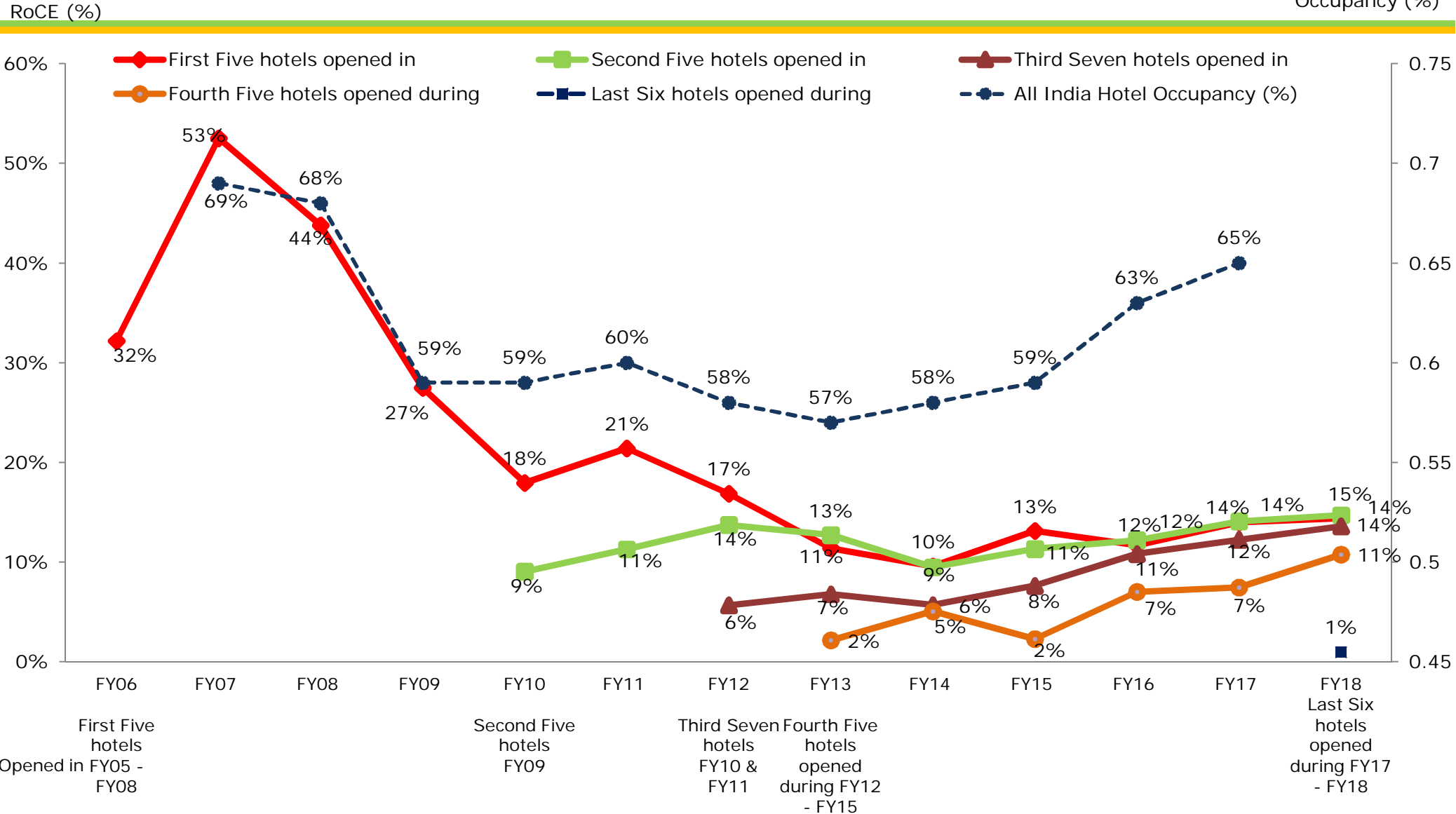
1. Hotel level RoCE is calculated as : (Hotel level EBITDAR - lease rentals)/Capital deployed for operational owned & leased hotels
2. Hotel RoCE is based on first full year of operation

Source : Industry occupancy is taken from Horwath HTL report.



Lemon Tree Hotels RoCE : Hotel Buckets by opening

Occupancy (%)



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

Source : Industry occupancy is taken from Horwath HTL report.





Lemon Tree Hotel, Dehradun



Lemon Tree Premier, Ahmedabad



Lemon Tree Premier, Bengaluru

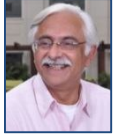
Corporate Governance and Sustainability

Corporate Structure and Shareholding

Board of directors



Patanjali Govind Keswani
Chairman and Managing Director



Rattan Keswani
Deputy Managing Director



Aditya Madhav Keswani
Non-Executive Director



Ravi Kant Jaipuria
Non-executive Director



Niten Malhan
Non-executive Director



Willem Albertus Hazeleger
Non-executive Director



Gopal Sitaram Jiwrajka
Independent Director



Freyan Jamshed Desai
Independent Director



Paramartha Saikia
Independent Director



Pradeep Mathur
Independent Director

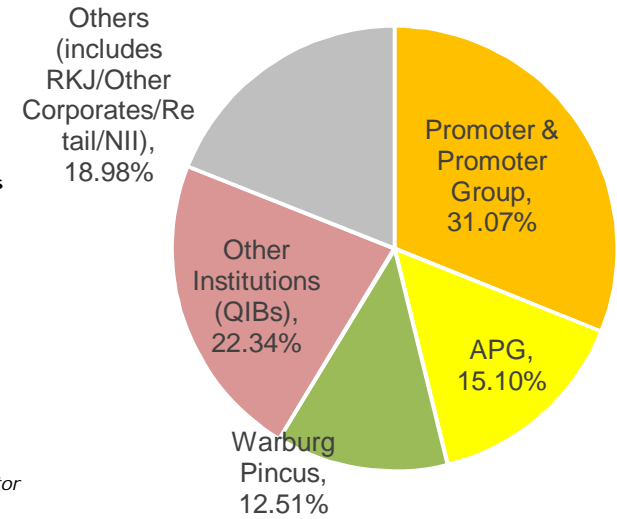


Arvind Singhania
Independent Director



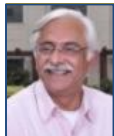
Ashish Kumar Guha
Independent Director

Lemon Tree Shareholding



Management

Patanjali Govind Keswani
(Chairman and Managing Director)



Rattan Keswani (Deputy Managing Director)



Davander Tomar
(Executive vice-president, corporate affairs)



Vikramjit Singh
(President)



Jagdish Kumar Chawla
(Executive vice president-projects and engineering services)



Kapil Sharma
(Chief Financial Officer)

Nikhil Sethi
(Group Company Secretary & General Manager – Legal and Compliance Officer)

Committed to Employees, Environment and Community with socially inclusive work ethos



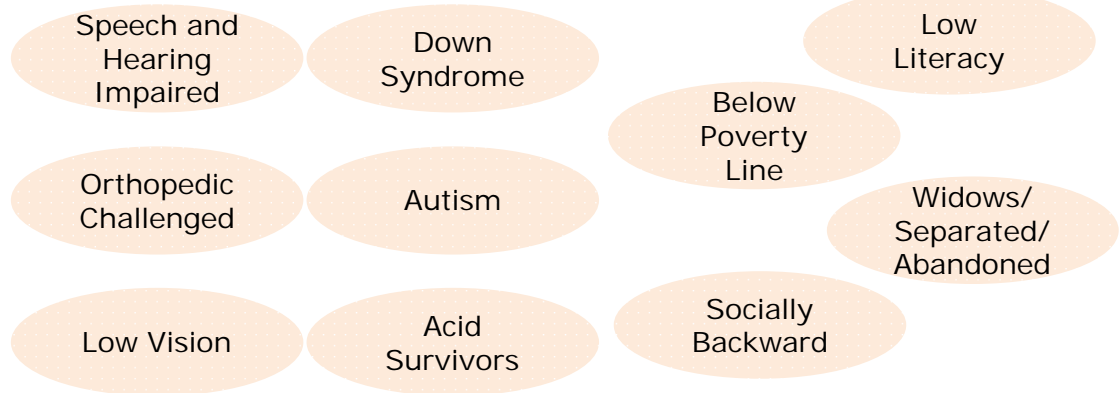
- Ranked 4th in India and only Hotel chain in top 10 Best Companies to Work for by the Great Place to Work Institute, India in 2017
 - Ranked 12th in Asia's Best Large Workplaces in 2018 by Great Place to Work Institute. Only Indian company in top 15

We provide employment and livelihood with dignity to 'Opportunity Deprived Indians' (ODI)

This initiative was started in 2007 and as of March 31, 2018, we have ~700* opportunity deprived Indians. In other words, over one fifth of our employees are Indians who are opportunity deprived in some way.

National Award for Empowerment of Persons with Disabilities – 2011, 2012, 2016

Employees With Disabilities (EWDs) Employees with Economic, Educational or Social Impairment



Cornell University



National Centre for Promotion of Employment for Disabled People
 India's Leading Cross - Disability Advocacy Organization



* For owned and leased hotels.



Lemon Tree Amarante Beach, Goa



Lemon Tree Premier, Corbett



Lemon Tree Premier, Hyderabad

Appendix



Lemon Tree Hotel, Coimbatore



Lemon Tree Premier, City Center, Gurgaon

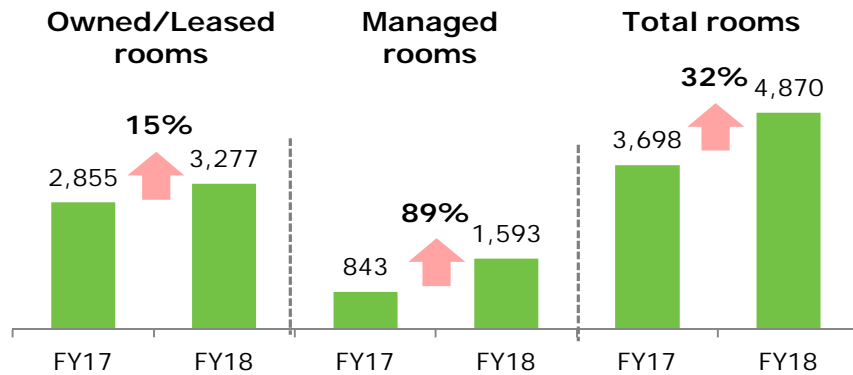


Lemon Tree Vembanad Lake, Alleppey, Kerela

Latest Performance – Q4 & FY18

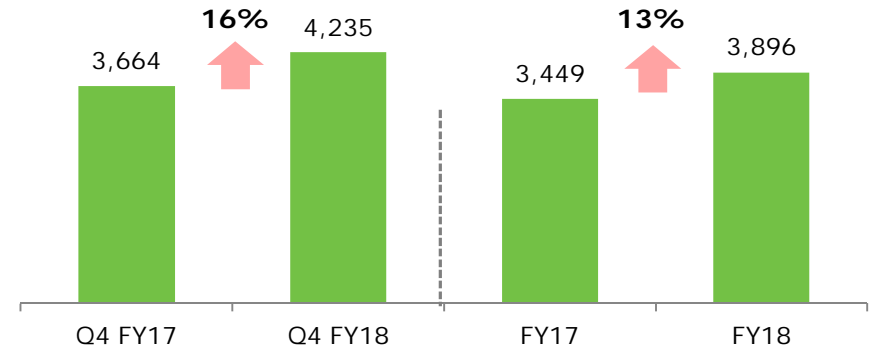
Performance Highlights – Operational Metrics

Operational Inventory

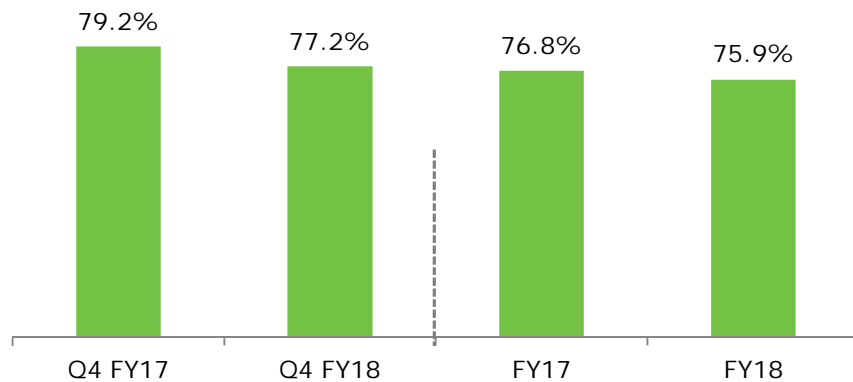


Note: Based on number of rooms operational at the end of year

Average Daily Rate (Rs.)

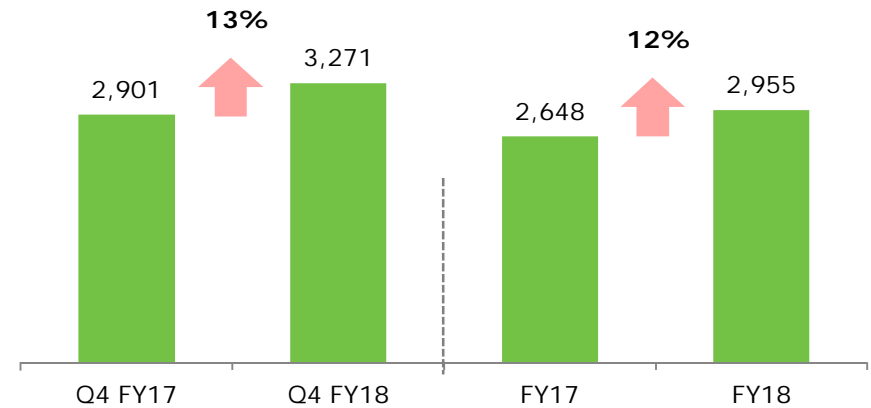


Occupancy (%)



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

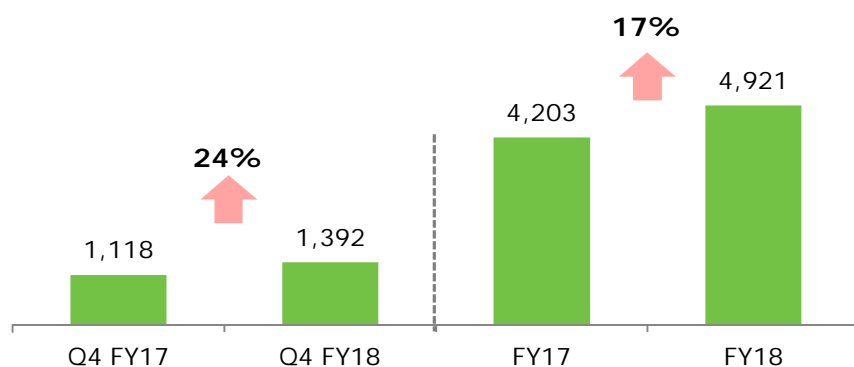
RevPAR (Rs.)



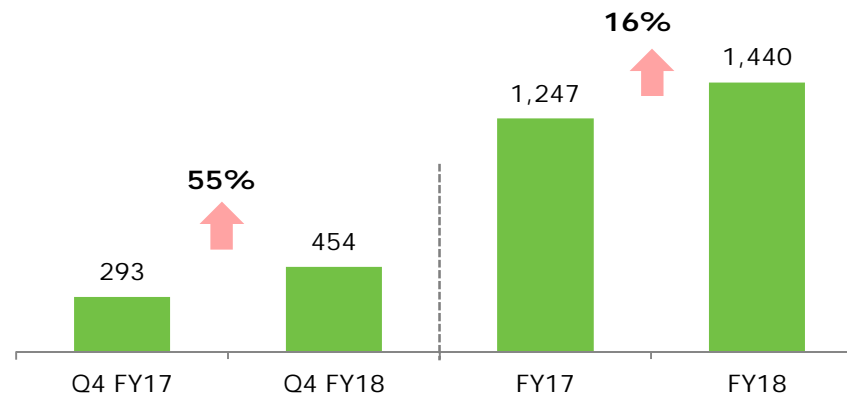
Note: ADR, Occupancy and RevPAR are for our owned and leased hotels only.

Performance Highlights – Financial Metrics (Consolidated)

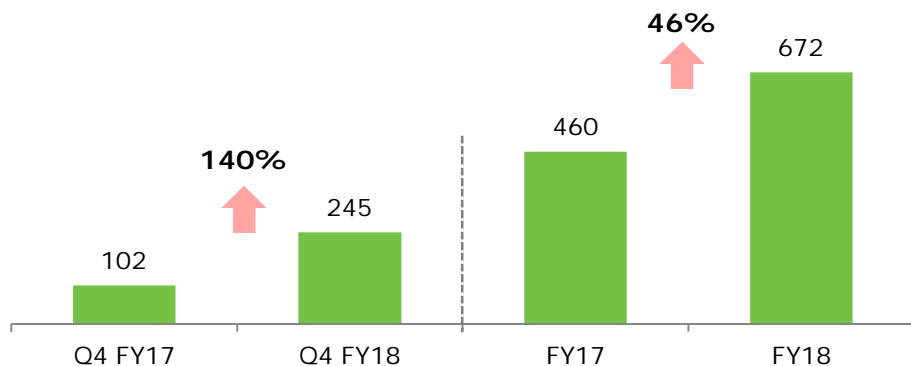
Total Income (Rs. million)



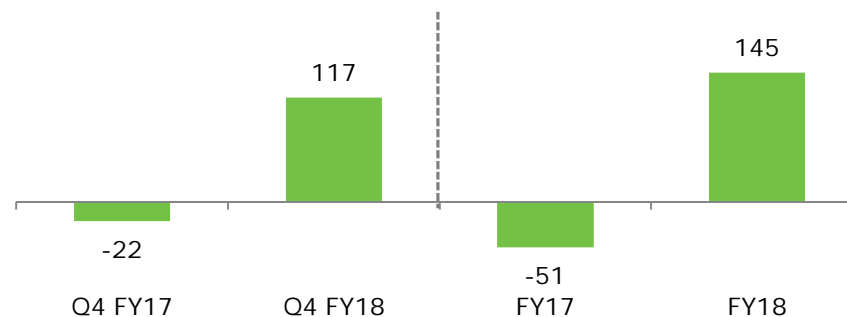
EBITDA (Rs. million)



Cash profit (PAT + Depreciation, Rs. million)



PAT (Rs. million)



Discussion on Consolidated Financial & Operational Performance – Q4 and FY18

Operational Rooms & Pipeline

- * As of 31 March, 2018, operational portfolio comprised of 48 hotels and 4,870 rooms : 2,796 owned, 481 leased and 1,593 managed rooms
- * Added 1,172 rooms in FY18 to operational portfolio as compared to 449 rooms added in FY17, an increase of 161% YoY
- * Propose to add another 1,742 rooms by May 2019 of which 869 rooms are owned/leased and 873 rooms are managed, an increase of 49% as compared to 1,172 rooms added in FY18. 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, 139 rooms in Udaipur and 142 rooms in Kolkata
- * Plan to operate 66 hotels with 6,612 rooms across 44 cities by May 2019
- * Plan to operate 78 hotels with 8,152 rooms across 54 cities by FY21

Revenue

- * Total Revenue stood at Rs. 4,921 million in FY18, up 17% YoY as compared to Rs. 4,203 million in FY17
- * In Q4 FY18, revenue increased by 24% as compared to revenue in Q4 FY17
- * Fees from managed hotels stood at 2.9% of the total revenue in FY18 as compared to 1.5% in FY17
- * Price hike achieved in H2 FY18 : full effect will be realized in FY19; ADR for FY18 was Rs. 3,896, up 13% YoY. ADR increase in Q4FY18 was 16% as compared to ADR in Q4FY17

Cost

- * Total hotel operating cost/room/day increased by 6% in FY18 as compared to FY17
- * For same hotels operating in FY17 and FY18, hotel operating cost/room/day increased by 4.5%

Operating Margins

- * EBITDA increased by 16% YoY to Rs. 1,440 million
- * In Q4 FY18, EBITDA increased by 55% and EBITDA margins improved by 620 bps vis-à-vis Q4 FY17
- * EBITDA margins in FY18 were 29.3%
- * For same hotels operating in FY17 and FY18, EBITDA margins improved by 250 bps from 29.7% to 32.2%
- * For same hotels operating in Q4 FY17 and Q4 FY18, EBITDA margins improved by 970 bps from 26.2% to 35.9%

Profit after tax

- * Profit after tax of Rs. 145 million in FY18 as compared to loss of Rs. 51 million in FY17
- * Cash profit stood at Rs. 672 million in FY18, up 46% YoY
- * In Q4 FY18, cash profit increased by 140% as compared to cash profit in Q4 FY17

Profit & Loss Statement (Consolidated)

Rs. million	Q4 FY17	Q4 FY18	Change (%)	FY17	FY18	Change (%)
Revenue from operations	1,113	1,320	19%	4,121	4,843	18%
Other income	5	72	1,219%	82	78	(5%)
Total income	1,118	1,392	24%	4,203	4,921	17%
Cost of F&B consumed	89	115	29%	353	436	23%
Employee benefit expenses	271	296	9%	969	1,096	13%
Other expenses	465	527	13%	1,634	1,949	19%
Total expenses	825	938	14%	2,956	3,481	18%
EBITDA	293	454	55%	1,247	1,440	16%
EBITDA margin (%)	26.2%	32.6%	640 bps	29.7%	29.3%	(40) bps
Finance costs	186	201	8%	776	784	1%
Depreciation & amortization	124	128	3%	510	526	3%
PBT	(2)	131	-	(3)	183	-
Tax expense	20	14	(30%)	48	38	(21%)
PAT	(22)	117	-	(51)	145	-
Cash Profit	102	245	140%	459	672	46%

Balance Sheet Snapshot (Consolidated)

Rs. million	FY17	FY18
Shareholder's Funds	8,086	8,148
Non-controlling interests	4,284	4,286
Total Shareholder's equity	12,370	12,435
Total Debt	7,987	10,110
Other Non-current liabilities	294	344
Other Current liabilities	1,467	1,693
Total Equity & Liabilities	22,117	24,582
Non-current assets	21,281	23,200
Current assets	836	1,382
Total Assets	22,117	24,582
Debt to Equity (x)	0.65	0.81
Average cost of borrowing (%)	11.61%	9.53%

Operational Performance by Brands – FY18 vs. FY17

Parameters	Occupancy Rate (%)			Average Daily Rate (Rs.)			Hotel level EBITDAR ² /room (Rs. million)			Hotel level EBITDAR ² Margin		
	FY17	FY18	Change (%)	FY17	FY18	Change (%)	FY17	FY18	Change (%)	FY17	FY18	Change (%)
By Brand												
Lemon Tree Premier	74.6%	77.2%	3.5%	4,123	4,773	16%	0.75	0.88	17%	43%	46%	7%
Lemon Tree Hotels	77.1%	74.2%	(3.8%) ¹	3,522	3,848	9%	0.60	0.51	(15%) ¹	42%	36%	(14%) ¹
Red Fox Hotels	79.1%	77.2%	(2.4%) ¹	2,372	2,860	21%	0.40	0.43	8%	43%	45%	5%

1) Drop in occupancy levels, hotel level EBITDAR/room and hotel level EBITDAR margin is on account of new owned/leased supply addition by Lemon Tree in FY18.

Note:

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.

Portfolio as on 31st March, 2018

Operational Portfolio	Owned		Leased		Managed		Total	
	Hotels	Rooms	Hotels	Rooms	Hotels	Rooms	Hotels	Rooms
31.03.2018								
Lemon Tree Premier	4	796	2	161	4	344	10	1,301
Lemon Tree Hotels	13	1,241	4	320	13	937	30	2,498
Red Fox Hotels	5	759	-	-	3	312	8	1,071
Total	22	2,796	6	481	20	1,593	48	4,870

Pipeline	Owned		Leased		Managed		Total	
	Hotels	Rooms	Hotels	Rooms	Hotels	Rooms	Hotels	Rooms
31.03.2018								
Lemon Tree Premier	5	1,355 [#]	-	-	2	171	7	1,526
Lemon Tree Hotels	1	79	-	-	16	1,169	17	1,248
Red Fox Hotels	-	-	1	91	-	-	1	91
Total	6	1,434	1	91	18	1,340	25	2,865

- * Between April 1, 2018 and May 15, 2018, 2 hotels and 86 rooms have been operationalized from the pipeline, taking the total for operational rooms to 4,956
- * Between April 1, 2018 and May 15, 2018, 5 hotels and 417 rooms have been added to the pipeline, taking the total of pipeline to 3,196 rooms
- * 869 owned/leased rooms and 787 additional managed rooms will be operational by May 2019
- * Balance rooms will be operationalized by FY21

Expansion Plans – Hotels under Development

Under-development hotels	Type	Rooms	Expected Opening date	Ownership (%)
Red Fox Hotel, Dehradun	Leased (40 years)	91	Jul-18	57.98%
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, Udaipur	Owned	139	Apr-19	57.98%
Lemon Tree Premier, Kolkata	Owned	142	Apr-19	57.98%
Lemon Tree Vembanad Lake Resort, Alleppey, Kerela ¹	Owned	10	Oct-20	100.00%
Lemon Tree Mountain Resort, Shimla	Owned	69	Dec-20	100.00%
Lemon Tree Premier, Intl. Airport, Mumbai	Owned	577 ²	Mar-21	57.98%
Total		1,525		

- * 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 31st March, 2018 is Rs. 8,680 million
- * Balance investment of Rs. 8,570 million will be deployed over the next 3 years in a phased manner, the majority of which will be through internal accruals

Note:

- 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 15 June, 2018)

Management Contracts Pipeline	Rooms	Expected Opening date	Tenure
Lemon Tree Hotel, Lucknow	51	Sep-18	11
Red Fox Hotel, Morjim, Goa	111	Oct-18	10
Lemon Tree Hotel, Shirdi	59	Jan-19	12
Lemon Tree Hotel, Rishikesh	102	Jan-19	12
Lemon Tree Hotel, Amritsar	65	Jan-19	10
Red Fox Hotel, Neelkanth	80	Feb-19	12
Lemon Tree Premier, Rishikesh	66	Feb-19	12
Lemon Tree Hotel, Gulmarg	35	Mar-19	10
Lemon Tree Premier, Dwarka	108	Mar-19	15
Lemon Tree Hotel, Bokaro	70	Mar-19	10
Managed rooms to be operational in FY19	747		
Lemon Tree Resort, Mussoorie	40	Apr-19	12
Lemon Tree Hotel, Jhansi	60	July-19	12
Lemon Tree Hotel, Gwalior	104	July-19	12
Lemon Tree Hotel, Aligarh	68	July-19	12
Lemon Tree Premier, Coorg	63	Oct-19	15
Managed rooms to be operational in FY20	335		
Lemon Tree Suites, Manesar	260	Apr-20	15
Lemon Tree Hotel, Sonamarg	40	Apr-20	10
Lemon Tree Hotel, Kathmandu	75	Apr-20	12
Lemon Tree Hotel, Thimpu	38	Oct-20	10
Lemon Tree Hotel, Ludhiana	60	Dec-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	693		
Total managed rooms in pipeline	1,775		

Thank You