

refreshingly different



February 9, 2021

**National Stock Exchange of India Limited
Exchange Plaza, Bandra Kurla Complex,
Bandra (East)
Mumbai – 400 051**

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

Name of Scrip: LEMONTREE

BSE Scrip Code: 541233

Re: Unaudited Financial Results (Standalone and Consolidated) for the Quarter and nine months ended December 31, 2020 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 03.30 P.M. and concluded at 07.30 P.M. has, inter alia, approved the Unaudited (Standalone and Consolidated) Financial Results for the quarter and nine months ended December 31, 2020 and took on record the limited review report thereon.

A copy of:

- A) Unaudited financial results (Standalone and Consolidated) for the quarter and nine months ended December 31, 2020; and
- B) Limited Review Report issued by Statutory Auditors thereon

as required under Regulation 33 of SEBI (Listing Obligation and Disclosure Requirements) Regulations, 2105, alongwith Investor presentation are enclosed herewith.

This is for your information and record.

Thanking you,

For **Lemon Tree Hotels Limited**

A handwritten signature in blue ink, appearing to read "Nikhil Sethi", with a horizontal line underneath.

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

INDEPENDENT AUDITOR'S REVIEW REPORT ON REVIEW OF INTERIM CONSOLIDATED 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 profit of its associates for the quarter and nine months ended December 31, 2020 ("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 amended.
2. This Statement, which is the responsibility of the Parent's Management and approved by the Parent's 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 express a conclusion on the Statement based on our review.
3. 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 (ICAI). A review of interim financial information consists of making inquiries, primarily of Parent's personnel responsible for financial and accounting matters, and applying analytical and other review procedures. A review is substantially less in scope than an audit conducted in accordance with Standards on Auditing specified under Section 143(10) of the Companies Act, 2013 and consequently does not enable us to obtain assurance that we would become aware of all significant matters that might be identified in an audit. Accordingly, we do not express an audit opinion.

We also performed procedures in accordance with the circular issued by the SEBI under Regulation 33(8) of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, as amended, to the extent applicable.

4. The Statement includes the results of the following entities:

S.No	Name of the entity	Relationship
1.	Lemon Tree Hotels Limited	Parent Company
2.	Fleur Hotels Private Limited	Subsidiary company
3.	Hyacinth Hotels Private Limited	Subsidiary company
4.	PSK Resorts and Hotels Private Limited	Wholly owned subsidiary company
5.	Canary Hotels Private Limited	Wholly owned subsidiary company

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Haskins & Sells LLP**

6.	Sukhsagar Complexes Private Limited	Wholly owned subsidiary company
7.	Oriole Dr Fresh Hotels Private Limited	Wholly owned subsidiary company
8.	Grey Fox Project Management Company Private Limited	Wholly owned subsidiary company
9.	Dandelion Hotels Private Limited	Wholly owned subsidiary company
10.	Lemon Tree Hotel Company Private Limited	Wholly owned subsidiary company
11.	Red Fox Hotel Company Private Limited	Wholly owned subsidiary company
12.	Poplar Homestead Holdings Private Limited	Wholly owned subsidiary company
13.	Madder Stays Private Limited	Wholly owned subsidiary company
14.	Jessamine Stays Private Limited	Wholly owned subsidiary company
15.	Berggruen Hotels Private Limited	Subsidiary company
16.	Nightingale Hotels Private Limited	Subsidiary company
17.	Manakin Resorts Private Limited	Subsidiary company
18.	Begonia Hotels Private Limited	Subsidiary company
19.	Celsia Hotels Private Limited	Subsidiary company
20.	Inovoa Hotels and Resorts Limited	Subsidiary company
21.	Iora Hotels Private Limited	Subsidiary company
22.	Ophrys Hotels Private Limited	Subsidiary company
23.	Bandhav Resorts (P) Limited	Subsidiary company
24.	Valerian Management Services Private Limited	Subsidiary company
25.	Carnation Hotels Private Limited	Subsidiary company
26.	Mind Leaders Learning India Private Limited	Associate company
27.	Pelican Facilities Management Private Limited	Associate company
28.	Hamstede Living Private Limited	Associate company
29.	Glendale Marketing Services Private Limited	Associate company
30.	Mezereon Hotels LLP	Limited Liability Partnership Firm
31.	Krizm Hotel Private Limited Employee Welfare Trust	Trust

5. Based on our review conducted and procedures performed as stated in paragraph 3 above and based on the consideration of the review reports of the other auditors referred to in paragraph 7 below, nothing has come to our attention that causes us to believe that the accompanying Statement, prepared in accordance with the recognition and measurement principles laid down in the aforesaid Indian Accounting Standard 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 amended, including the manner in which it is to be disclosed, or that it contains any material misstatement.

6. Emphasis of Matter

Attention is invited to Note 5 of the Statement of Consolidated Unaudited Financial Results which sets out the Group's assessment of going concern assumption and financial impact on account of COVID 19 pandemic situation. Based on these assessments, the management has concluded that the Group will continue as a going concern and will be able to meet all of its obligations as well as recover the carrying amount of its assets as on December 31, 2020.

Our conclusion is not modified in respect of this matter.

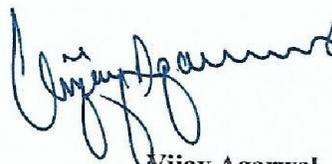
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7. We did not review the interim financial results of Krizm Hotel Private Limited Employee Welfare Trust (the "Trust") included in the standalone interim unaudited financial results of the entity included in the Group, whose interim financial results reflect total revenues of Rs. Nil and Rs. Nil lacs for the quarter and nine months ended December 31, 2020 respectively, total net loss after tax of Rs. (0.07) lacs and Rs. (0.08) lacs for the quarter and nine months ended December 31, 2020 respectively and total comprehensive loss of Rs. (0.07) lacs and Rs. (0.08) lacs for the quarter and nine months ended December 31, 2020 respectively, as considered in the respective standalone unaudited interim financial results of the entity included in the Group. The interim financial results of the trust have been reviewed by the other auditor whose reports have been furnished to us, and our conclusion in so far as it relates to the amounts and disclosures included in respect of this trust, is based solely on the report of such other auditor and the procedures performed by us as stated in paragraph 3 above.

We did not review the interim financial results of 22 subsidiaries and 1 limited liability partnership firm included in the consolidated unaudited financial results, whose interim financial results reflect total revenues of Rs. 1,984.86 lacs and Rs. 4,655.87 lacs for the quarter and nine months ended December 31, 2020 respectively, total net loss after tax of Rs. 950.07 lacs and Rs. 3,541.91 lacs for the quarter and nine months ended December 31, 2020 respectively and total comprehensive loss of Rs. 949.24 lacs and Rs. 3,540.45 lacs for the quarter and nine months ended December 31, 2020 respectively, as considered in the Statement. The consolidated unaudited financial results also include the Group's share of net loss of Rs. 15.17 lacs and Rs. 60.82 lacs for the quarter and nine months ended December 31, 2020 and Total comprehensive loss of Rs. 15.17 lacs and Rs. 60.82 lacs for the quarter and nine months ended December 31, 2020, as considered in the Statement, in respect of 3 associates, whose interim financial results have not been reviewed by us. These interim financial results have been reviewed by other auditors whose reports have been furnished to us by the Management and our conclusion on the Statement, in so far as it relates to the amounts and disclosures included in respect of these subsidiaries, limited liability partnership firm and associates, is based solely on the reports of the other auditors and the procedures performed by us as stated in paragraph 3 above.

Our conclusion on the Statement is not modified in respect of these matters.

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



Vijay Agarwal
Partner
(Membership No. 094468)
UDIN: 21094468AAAABL6114

New Delhi, February 09, 2021

Statement of Unaudited Consolidated Financial Results for the Quarter and Nine Months ended December 31, 2020

(₹ In Lakhs, except per share data)

	Quarter ended			Nine months ended		Year Ended
	December 31, 2020	September 30, 2020	December 31, 2019	December 31, 2020	December 31, 2019	March 31, 2020
	(Unaudited)	(Unaudited)	(Unaudited)	(Unaudited)	(Unaudited)	(Audited)
1 Income						
Revenue from operations	6,837.68	4,759.69	19,961.69	15,663.93	49,330.73	66,943.74
Other income (Refer Note 6)	223.67	601.34	317.81	1,136.69	536.86	578.28
Total income	7,061.35	5,361.03	20,279.50	16,800.62	49,867.59	67,522.02
2 Expenses						
Cost of food and beverages consumed	535.66	321.70	1,674.14	1,089.79	4,234.73	5,696.78
Employee benefit expenses	1,579.26	1,427.76	4,206.66	4,783.38	11,244.08	15,532.26
Power and fuel	873.60	748.96	1,598.81	2,252.57	4,680.97	6,133.58
Other expenses	1,841.15	1,430.54	4,362.04	4,263.63	11,731.26	15,747.27
Total expenses	4,829.67	3,928.96	11,841.65	12,389.37	31,891.04	43,109.89
3 Profit before depreciation and amortization, finance cost, finance income (1-2)	2,231.68	1,432.07	8,437.85	4,411.25	17,976.55	24,412.13
4 Finance cost	4,752.62	4,972.18	4,587.91	14,593.62	11,207.00	16,155.57
5 Finance income	(211.91)	(338.48)	(67.54)	(733.07)	(434.58)	(508.54)
6 Depreciation and amortization expense	2,733.77	2,701.54	2,269.44	8,144.28	5,942.45	8,716.12
7 Net (loss)/profit before tax before share of associates (3-4-5-6)	(5,042.50)	(5,903.17)	1,648.04	(17,593.58)	1,261.68	48.98
8 Add: Share of Loss of associates	(8.95)	(66.38)	(84.37)	(193.20)	(133.02)	(266.66)
9 (Loss)/Profit before tax (7+8)	(5,049.78)	(5,969.53)	1,563.67	(17,786.78)	1,128.66	(217.68)
10 Tax expense						
Current tax/MAT	0.01	(2.80)	495.37	(2.19)	798.42	590.43
Deferred tax						
- MAT Credit entitlement related to current year	-	-	(342.07)	-	(538.74)	(689.98)
- MAT Credit entitlement related to earlier year	-	-	(2.95)	-	15.88	4.40
- Deferred tax (income)/expense related to current year	(477.12)	(612.35)	305.17	(1,801.98)	256.79	782.92
11 Net (loss)/profit after tax (9-10)	(4,572.67)	(5,354.38)	1,108.15	(15,982.61)	596.61	(1,305.45)
12 Other Comprehensive Income (Expenses)						
Items that will not be reclassified to profit and loss						
Remeasurements of defined benefit plans	0.86	0.54	(1.94)	1.98	(8.92)	1.42
Income tax effect	(0.70)	(0.71)	0.47	(2.12)	1.85	(0.18)
13 Total comprehensive (Loss)/Profit	(4,572.51)	(5,354.55)	1,106.68	(15,982.75)	589.55	(1,304.20)
14 Net (loss)/profit after tax	(4,572.67)	(5,354.38)	1,108.15	(15,982.61)	596.61	(1,305.45)
Attributable to:						
Equity holders of the parent	(3,124.91)	(3,713.07)	1,219.94	(11,025.14)	837.84	(953.70)
Non-controlling interests	(1,447.76)	(1,641.31)	(111.79)	(4,957.47)	(241.23)	(351.75)
15 Total comprehensive (Loss)/Profit	(4,572.51)	(5,354.55)	1,106.68	(15,982.75)	589.55	(1,304.20)
Attributable to:						
Equity holders of the parent	(3,123.87)	(3,712.40)	1,217.54	(11,022.85)	828.94	(949.17)
Non-controlling interests	(1,448.64)	(1,642.15)	(110.80)	(4,959.90)	(239.39)	(355.03)
16 Total comprehensive (Loss)/Profit for the year after non-controlling interest	(3,123.87)	(3,712.40)	1,217.54	(11,022.85)	828.94	(949.17)
17 Paid-up equity share capital (Face value of the share ₹ 10/-)	79,034.04	79,032.94	79,024.81	79,034.04	79,024.81	79,031.44
18 Other Equity (including non-controlling interest)						75,444.67
19 Earnings per share (Face value of the share ₹ 10/-) (EPS for quarter and nine months periods is not annualised)						
Basic	(0.40)	(0.47)	0.15	(1.40)	0.11	(0.12)
Diluted	(0.40)	(0.47)	0.15	(1.40)	0.11	(0.12)

For and on behalf of



- Notes:
1. The Audit Committee has reviewed the above results and the Board of Directors has approved the above consolidated financial results at their respective meetings held on February 8, 2021 and February 9, 2021. The statutory auditors have carried out a limited review of the above Consolidated financial results.
 2. The above Consolidated 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.
 3. On November 13, 2019, the Board of Directors of Fleur Hotels Private Limited, material subsidiary of parent company had approved the Scheme of Amalgamation (Scheme) of Begonia Hotels Private Limited (Transferor Company 1), Nightingale Hotels Private Limited (Transferor Company 2) with Fleur Hotels Private Limited (Transferee Company). The scheme had been electronically filed with National Company Law Tribunal, New Delhi (NCLT) and the Company has received the First motion order dated October 15, 2020 from NCLT dispensing the meeting of creditors and shareholders of Transferor Companies and Transferee Company. Further, the Company has also filed the Second Motion application and NCLT vide its order dated December 8, 2020 has passed Section motion order. The next date of hearing for approval of the Scheme is fixed on February 22, 2021.
- After approval of the Scheme by NCLT, the Transferor Company 1 and Transferor Company 2 shall be amalgamated in Fleur Hotels Private Limited w.e.f April 1, 2019 (Appointed date of the Scheme).
4. The paid up share capital of the Company excludes 19,05,991 (March 31, 2020: 19,31,991) equity shares held by the ESOP trust which has been consolidated in accordance with the requirement of IND AS 110.
 5. COVID-19 pandemic has impacted and continues to impact business operations in many countries due to lockdown, travel bans, quarantines and other emergency measures resulting reduction in occupancy of hotels and average realization rate per room starting from the month of March 2020. Management has undertaken various cost savings initiatives like salary reduction, rent waiver, etc. to conserve cash coupled with the capital infusion amounting to Rs. 175 crores in the form of compulsorily convertible preference shares. Further, out of 41 Hotels (5,192 rooms) of the group 38 hotels (4,780 rooms) were operational as on December 31, 2020. The weighted average occupancy of the operational rooms for the month ended December 31, 2020 was 55%.
- In evaluating the impact of COVID-19 on its ability to continue as a going concern and the possible impact on its financial position in the current quarter, the Company has made an assessment of its liquidity position for next one year and assessed the impact of macro-economic conditions on its business in light of comparison of future projections developed and of the recoverability and the carrying value of its major assets comprising of Property, Plant and Equipment (PPE), trade receivables and investments in associates (investments) as at the balance sheet date. Based on aforesaid assessment, management believes that the Group will continue as a going concern and will be able to meet all of its obligations as well as recover the carrying amount of its aforesaid assets as on as on December 31, 2020.
- Management believes that it has taken into account all the possible impact of known events arising from COVID-19 pandemic in the preparation of above Consolidated financial results. The associated economic impact of the pandemic is highly dependent on variables that are difficult to predict. The impact assessment of COVID 19 is a continuing process given the uncertainties associated with its nature and duration and actual results may differ materially from these estimates. The Group will continue to monitor any material changes to future economic conditions and any significant impact of these changes would be recognized in the financial results as and when these material changes to economic conditions arise.
6. During the current quarter and current period, consequential to COVID 19 pandemic, the Group has requested and received rent waiver/concessions from certain landlords and accordingly recognized an amount of INR 180.61 lakhs and INR 1,026.88 lakhs in Statement of Profit and Loss as "Other Income", by applying practical expedient given in Para 45A and Para 46B of Ind AS 116 (as amended).
 7. The Code on Wages, 2019 and Code on social security, 2020 ("the codes") relating to employee compensation and post-employment benefits that received Presidential assent have not been notified. Further, the related rules for quantifying the financial impact have not been notified. The Company will assess the impact of the codes when the rules are notified and will record any related impact in the period in which the Codes become effective.
 8. The Group is into Hoteliering business. As the Group operates in a single operating segment, it did not give rise to different operating segments in accordance with Ind AS 108 - Operating Segments. Since the group is in Hoteliering business the Consolidated financial results for the Quarter are not indicative of a full year's working.

Place: New Delhi
Date: February 09, 2021



By order of the Board
for Lemon Tree Hotels Limited

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

INDEPENDENT AUDITOR'S REVIEW REPORT ON REVIEW OF INTERIM STANDALONE 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 nine months ended December 31, 2020 ("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 amended.
2. This Statement, which is the responsibility of the Company's Management and approved by the Company's 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 express a conclusion on the Statement based on our review.
3. 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 (ICAI). A review of interim financial information consists of making inquiries, primarily of the Company's personnel responsible for financial and accounting matters, and applying analytical and other review procedures. A review is substantially less in scope than an audit conducted in accordance with Standards on Auditing specified under section 143(10) of the Companies Act, 2013 and consequently does not enable us to obtain assurance that we would become aware of all significant matters that might be identified in an audit. Accordingly, we do not express an audit opinion.

We also performed procedures in accordance with the circular issued by the SEBI under Regulation 33(8) of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, as amended, to the extent applicable.

4. Based on our review conducted and procedures performed as stated in paragraph 3 above, and based on the consideration of the review reports of other auditors as referred in paragraph 6 below, nothing has come to our attention that causes us to believe that the accompanying Statement, prepared in accordance with the recognition and measurement principles laid down in the aforesaid Indian Accounting Standard 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 amended, including the manner in which it is to be disclosed, or that it contains any material misstatement.

**Deloitte
Haskins & Sells LLP**

5. Emphasis of Matter

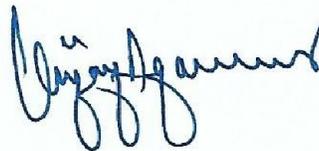
Attention is invited to Note 5 of the Statement of Consolidated Unaudited Financial Results which sets out the Company's assessment of going concern assumption and financial impact on account of COVID 19 pandemic situation. Based on these assessments, the management has concluded that the Company will continue as a going concern and will be able to meet all of its obligations as well as recover the carrying amount of its assets as on December 31, 2020.

Our conclusion is not modified in respect of this matter.

6. We did not review the interim financial results of Krizm Hotel Private Limited Employee Welfare Trust (the "Trust") included in the Statement whose interim financial results reflect total revenues of Rs. Nil and Rs. Nil lacs for the quarter and nine months ended December 31, 2020 respectively, total net loss after tax of Rs. (0.07) lacs and Rs. (0.08) lacs for the quarter and nine months ended December 31, 2020 respectively and total comprehensive loss of Rs. (0.07) lacs and Rs. (0.08) lacs for the quarter and nine months ended December 31, 2020 respectively, as considered in this Statement. The interim financial results have been reviewed by other auditor whose report have been furnished to us, and our conclusion in so far as it relates to the amounts and disclosures included in respect of this trust, is based solely on the report of such other auditor and the procedures performed by us as stated in paragraph 3 above.

Our conclusion on the Statement is not modified in respect of this matter.

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



Vijay Agarwal
Partner
(Membership No. 094468)
UDIN: 21094468AAAABK4207

New Delhi, February 09, 2021

Statement of Unaudited Standalone Financial Results for the Quarter and Nine Months ended December 31, 2020

(₹ In Lakhs, except per share data)

	Quarter ended			Nine months ended		Year Ended
	December 31, 2020	September 30, 2020	December 31, 2019	December 31, 2020	December 31, 2019	March 31, 2020
	(Unaudited)	(Unaudited)	(Unaudited)	(Unaudited)	(Unaudited)	(Audited)
1 Income						
Revenue from operations	2,036.54	1,729.23	7,588.94	4,952.73	20,752.24	26,957.58
Other income (Refer Note 6)	33.96	133.32	201.83	370.22	343.35	366.55
Total income	2,070.50	1,862.55	7,790.77	5,322.95	21,095.60	27,324.13
2 Expenses						
Cost of food and beverages consumed	110.93	91.49	440.71	269.81	1,283.47	1,666.71
Employee benefit expenses	542.96	503.05	1,314.03	1,675.94	4,645.76	6,148.41
Power and fuel	246.86	212.11	492.85	625.60	1,627.54	2,059.32
Other expenses	588.17	594.20	1,577.69	1,542.38	5,181.19	6,543.72
Total expenses	1,488.92	1,402.85	4,025.28	4,113.73	12,737.96	16,418.16
3 Profit before depreciation and amortization, finance cost, finance income (1-2)	581.58	479.70	3,765.49	1,209.22	8,357.64	10,905.97
4 Finance cost	1,211.58	1,226.32	1,207.66	3,635.96	3,617.64	4,815.50
5 Finance income	(47.03)	(119.94)	57.53	(221.91)	(100.38)	(143.22)
6 Depreciation and amortization expense	563.91	564.77	485.73	1,688.19	1,655.16	2,168.93
7 (Loss)/Profit before tax (3-4-5-6)	(1,146.86)	(1,191.45)	2,014.57	(3,893.02)	3,185.22	4,064.76
8 Tax expense						
Current tax under MAT	-	-	348.10	-	530.52	689.98
Deferred tax						
- MAT Credit entitlement related to current year	-	-	(347.07)	-	(530.52)	(689.98)
- MAT Credit entitlement related to earlier year	-	-	-	-	-	-
- Deferred tax (income)/expense related to current year	(338.79)	(346.21)	491.23	(1,141.01)	733.10	844.96
9 Net (loss)/profit after tax (7-8)	(808.07)	(845.24)	1,522.31	(2,752.01)	2,452.12	3,219.80
10 Other Comprehensive Income						
Items that will not be reclassified to profit and loss						
Re-measurement (loss)/gain on defined benefit plans	2.43	2.43	(5.64)	7.29	(16.93)	9.72
Income tax effect	(0.76)	(0.71)	0.99	(2.12)	2.96	-
11 Total comprehensive (loss)/income	(806.34)	(843.52)	1,517.66	(2,746.84)	2,438.15	3,229.52
12 Paid-up equity share capital (Face value of the share ₹ 10/-)	79,034.04	79,032.94	79,024.81	79,034.04	79,024.81	79,031.44
13 Other Equity	-	-	-	-	-	25,345.89
14 Earnings per share (Face value of the share ₹ 10/-) (EPS for quarter and nine months ended periods are not annualised)						
Basic	(0.10)	(0.11)	0.19	(0.35)	0.31	0.41
Diluted	(0.10)	(0.11)	0.19	(0.35)	0.31	0.41

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Notes:

1. The Audit Committee has reviewed the above results and the Board of Directors has approved the above standalone financial results at their respective meetings held on February 8, 2021 and February 9, 2021. The statutory auditors have carried out a limited review of the above standalone financial results.
 2. The above standalone 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.
 3. On November 13, 2019, the Board of Directors of Fleur Hotels Private Limited, material subsidiary of parent company had approved the Scheme of Amalgamation (Scheme) of Begonia Hotels Private Limited (Transferor Company 1), Nightingale Hotels Private Limited (Transferor Company 2) with Fleur Hotels Private Limited (Transferee Company). The scheme had been electronically filed with National Company Law Tribunal, New Delhi (NCLT) and the Company has received the First motion order dated October 15, 2020 from NCLT dispensing the meeting of creditors and shareholders of Transferor Companies and Transferee Company. Further, the Company has also filed the Second Motion application and NCLT vide its order dated December 8, 2020 has passed Section motion order. The next date of hearing for approval of the Scheme is fixed on February 22, 2021.
- After approval of the Scheme by NCLT, the Transferor Company 1 and Transferor Company 2 shall be amalgamated in Fleur Hotels Private Limited w.e.f April 1, 2019 (Appointed date of the Scheme).
4. The paid up share capital of the Company excludes 19,05,991 (March 31, 2020: 19,31,991) equity shares held by the ESOP trust which has been consolidated in accordance with the requirement of IND AS 116.
 5. COVID-19 pandemic has impacted and continues to impact business operations in many countries due to lockdown, travel bans, quarantines and other emergency measures resulting reduction in occupancy of hotels and average realization rate per room starting from the month of March 2020. Management has undertaken/is undertaking various cost savings initiatives like salary reduction, rent waiver, etc. to conserve cash. Further, all hotels were operational as on December 31, 2020 and the weighted average occupancy of the operational rooms for the month ended December 31, 2020 was 50%.
In evaluating the impact of COVID-19 on its ability to continue as a going concern and the possible impact on its financial position, the company has made an assessment of its liquidity position for next one year and assessed the impact of macro economic conditions on its business in light of comparison of future projections developed and of the recoverability and the carrying value of its major assets comprising of Property, Plant and Equipment (PPE), trade receivables and investments in subsidiaries and associates (investments) as at the balance sheet date. Based on aforesaid assessment, management believes that the Company will continue as a going concern and will be able to meet all of its obligations as well as recover the carrying amount of its aforesaid assets as on December 31, 2020.
Management believes that it has taken into account all the possible impact of known events arising from COVID-19 pandemic in the preparation of above financial results. The associated economic impact of the pandemic is highly dependent on variables that are difficult to predict. The impact assessment of COVID 19 is a continuing process given the uncertainties associated with its nature and duration and actual results may differ materially from these estimates. The Company will continue to monitor any material changes to future economic conditions and any significant impact of these changes would be recognized in the financial statements as and when these material changes to economic conditions arise.
 6. During the current quarter and current period, consequential to COVID 19 pandemic, the Company has requested and received rent waiver/concessions from certain landlords and accordingly recognized an amount of ₹ 27.00 lakhs and ₹ 348.64 lakhs respectively in Statement of Profit and Loss as "Other income", by applying practical expedient given in Para 46A and Para 46B of Ind AS 116 (as amended).
 7. The Code on Wages, 2019 and Code on social security, 2020 ("the codes") relating to employee compensation and post-employment benefits that received Presidential assent have not been notified. Further, the related rules for quantifying the financial impact have not been notified. The Company will assess the impact of the codes when the rules are notified and will record any related impact in the period in which the Codes become effective.
 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. Since, the company is in Hoteliering business so the standalone financial results for the current period are not indicative of a full year's working.

Place: New Delhi
Date : February 09, 2021



By order of the Board
for Lemon Tree Hotels Limited

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

Lemon Tree Hotels Limited



Q3 FY21 Earnings Presentation

9th February, 2021



aurika
HOTELS & RESORTS

UPSCALE


lemon tree
PREMIER

UPPER MIDSCALE


lemon tree
HOTELS

MIDSCALE


redfox
BY LEMON TREE HOTELS

ECONOMY

keys
PRIMA HOTELS

UPPER MIDSCALE

keys
SELECT HOTELS

MIDSCALE

keys
LITE HOTELS

ECONOMY

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Disclaimer

Certain statements in this communication may be 'forward looking statements' within the meaning of applicable laws and regulations. These forward-looking statements involve a number of risks, uncertainties and other factors that could cause actual results to differ materially from those suggested by the forward-looking statements. Important developments that could affect the Company's operations include changes in the industry structure, significant changes in political and economic environment in India and overseas, tax laws, import duties, litigation and labour relations.

Lemon Tree Hotels Limited (LTH) will not be in any way responsible for any action taken based on such statements and undertakes no obligation to publicly update these forward-looking statements to reflect subsequent events or circumstances.



1	Company Overview
2	Chairman & Managing Director's Message
3	9M FY21 Operating Performance Trends
4	Q3 FY21 Financial Highlights & Results
5	9M FY21 Financial Results
6	Pipeline
7	Annexures

Lemon Tree – Snapshot as on 31st Jan, 2021



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

**8,294 rooms;
84 hotels**



Pipeline

**2,202 rooms;
22 hotels**



By CY22 (20% of Branded Mid Market Hotels in India*)

**10,406 rooms;
106 hotels**

Brand	Current	Pipeline	by FY23
Aurika	139 Rooms; 1 Hotel	669 Rooms; 1 Hotel [#]	808 Rooms; 2 Hotels
Lemon Tree Premiere	2,438 Rooms; 17 Hotels	229 Rooms; 4 Hotels	2,667 Rooms; 21 Hotels
Lemon Tree Hotel	2,818 Rooms; 38 Hotels	1,184 Rooms; 15 Hotels	4,002 Rooms; 53 Hotels
Red Fox Hotel	1,423 Rooms; 12 Hotels	80 Rooms; 1 Hotel	1,503 Rooms; 13 Hotels
Keys	1,476 Rooms; 16 Hotels	40 Rooms; 1 Hotel	1,516 Rooms; 17 Hotels

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

#Aurika, Mumbai International Airport is in process of getting approval to increase the number of rooms to 669 rooms in place of the existing approval of 577 rooms.



Key Statistics

	Q3 FY20	Q3 FY21	YoY Var (%)
 Cities	46	51	11%
 Hotels	78	84	8%
 Rooms	7,914	8,294	5%
 Loyalty Members	1.12 mn	1.26 mn	12%



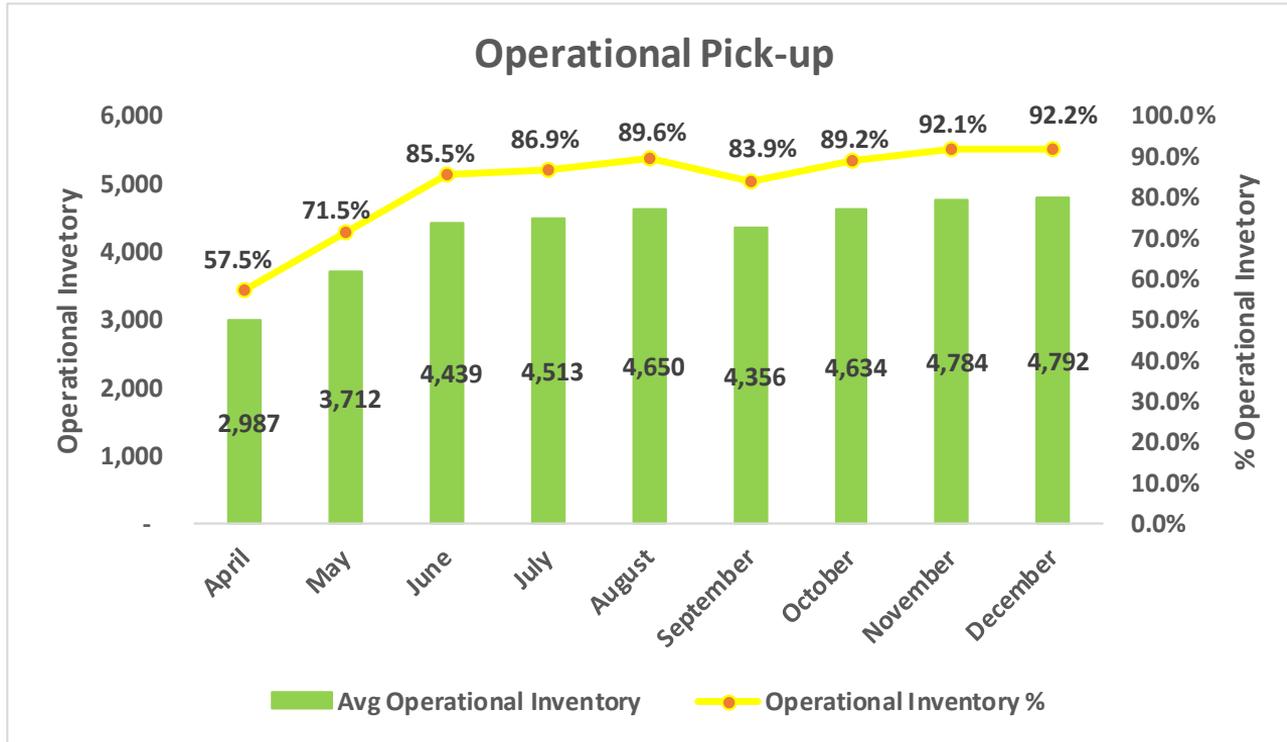
Commenting on the performance for Q3 FY21, Mr. Patanjali Keswani, Chairman & Managing Director – Lemon Tree Hotels Limited said,

“We are pleased to report a resilient performance during this quarter driven by some improvement in the macro-economic environment and a gradual growth in demand and consumption. Healthy traction from the retail segment continued in this quarter as well. We saw higher demand coming from the leisure segment for staycations, day-use, work-from-hotels among others. Our operational inventory increased from 86.8% of our total inventory in Q2 FY21 to 91.2% in Q3 FY21. Our occupancy on full inventory improved from 32.4% in Q2 FY21 to 42.4% in Q3 FY21. On operational inventory, our occupancy stood at 46.5% in Q3 FY21. The combined effect of higher operational inventory and better occupancy led to a topline increase of 43.7% from Rs 47.6 Cr in Q2 FY21 to Rs 68.4 Cr in Q3 FY21.

From a profitability standpoint, we have been able to continue most of the cost-rationalization measures undertaken since March last year. Our Net EBITDA grew by 141.7% to Rs 20.1 Cr in Q3 FY21 from Rs 8.3 Cr in Q2 FY21. Our EBITDA margin expanded by 1,191 BPS to 29.4% in Q3 FY21 from 17.5% in Q2 FY21.

In the near term, we are seeing strong demand from the retail & MSMEs and a gradual recovery from the large corporates. Going forward, we expect a sustained revival in the domestic economy which should build in positive momentum for recovery in demand and consumption which is already visible in the current quarter i.e. Q4. We believe that the improving macro indicators, robust liquidity in the market and normalization in day-to-day activities will have a positive cascading effect on the travel and tourism sector. Looking ahead, while we anticipate a gradual revival in corporate travel in the quarters ahead, leisure demand is already strong and this traction will further increase in the months ahead. Overall, we are confident that further stabilization of the macro-economic environment and our revamped operating model will lead to sustained EBITDA growth in the next 4 quarters.”

Increasing Operational Inventory

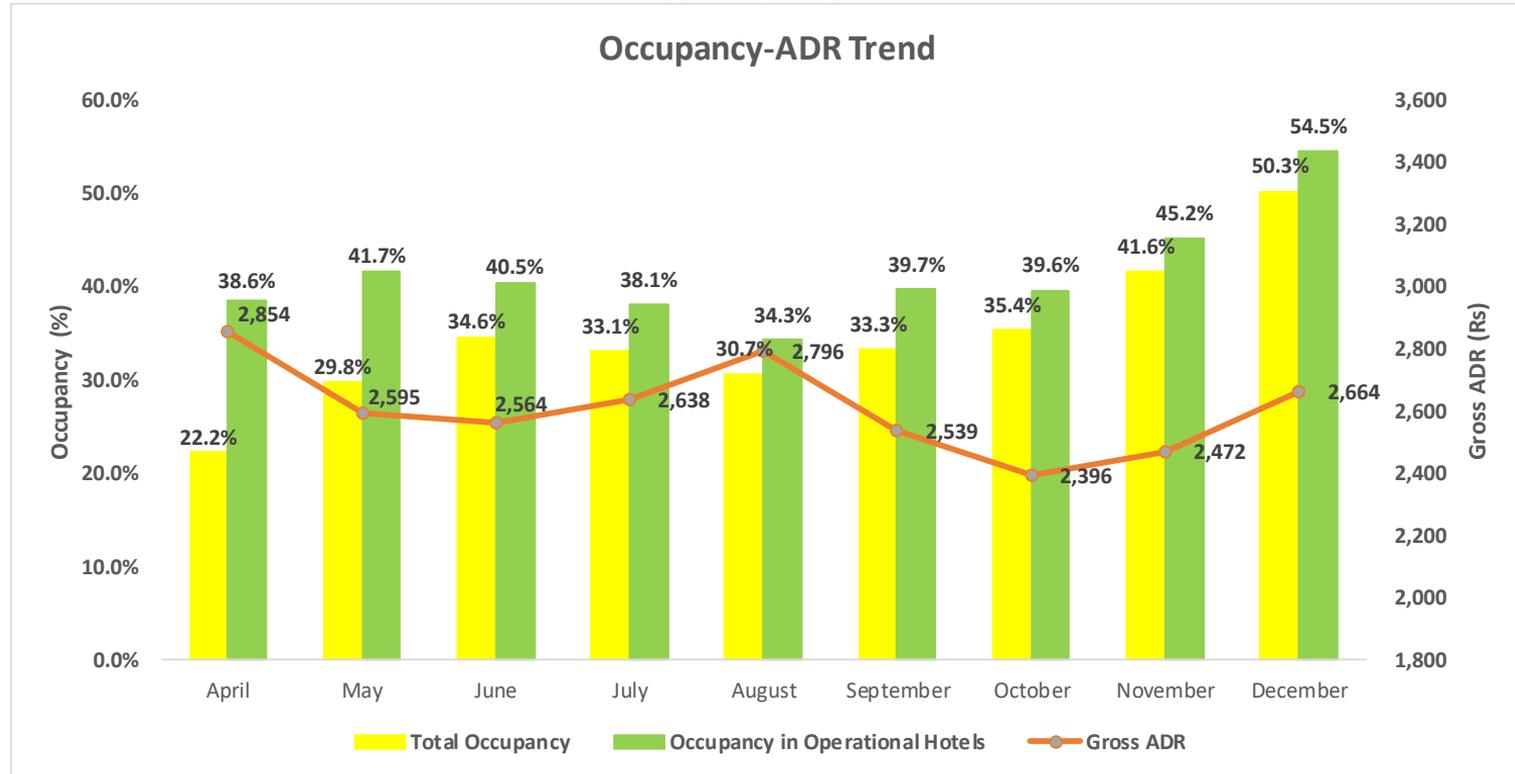


Trends for the 5,192 owned/leased rooms

9M FY21 Operating Performance Trends

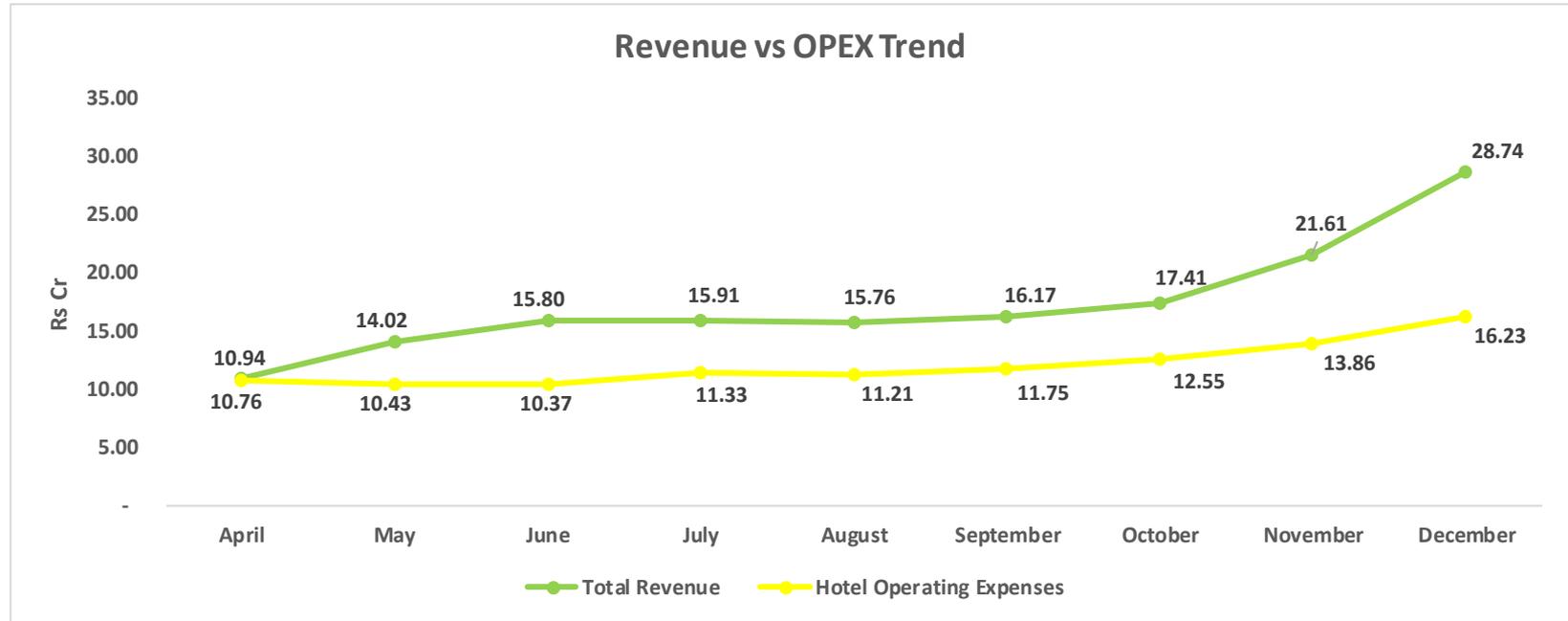
Rising Occupancy Levels

Occupancy-ADR Trend



Trends for the 5,192 owned/leased rooms

Constantly Improving Operating Efficiency



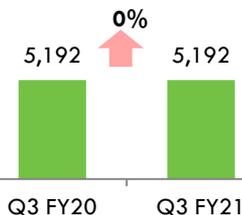
Notes:

1. Total Revenue includes Revenue from Owned and Leased hotels and Fees from Managed hotels
2. Operating Expenses include Hotel operating expenses for Owned and Leased hotels (including shut hotels)

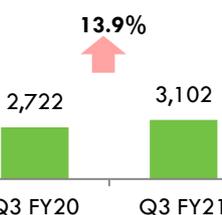
Q3 FY21 Performance Highlights – Operational Metrics (Consolidated)

Operational Inventory

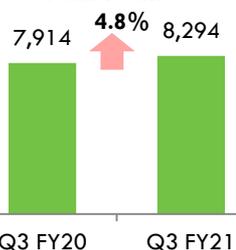
Owned/Leased rooms



Managed rooms



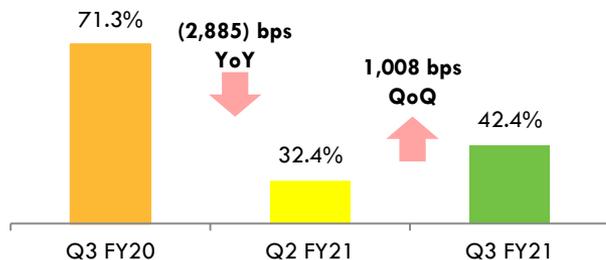
Total rooms



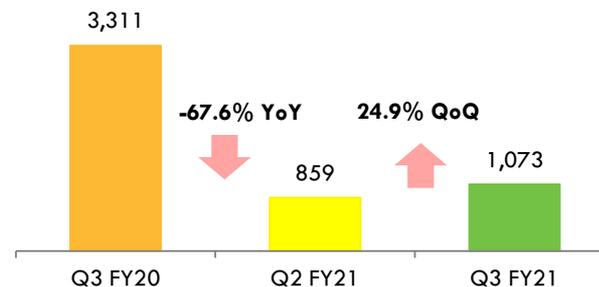
Average Daily Rate (Rs.)



Occupancy (%)



RevPAR (Rs.)

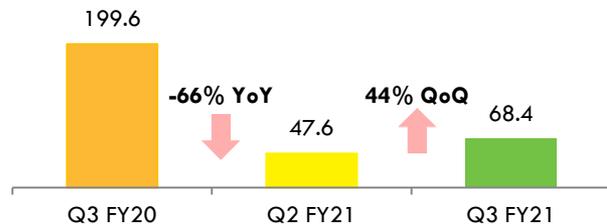


Notes:

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

Q3 FY21 Performance Highlights – Financial Metrics (Consolidated)

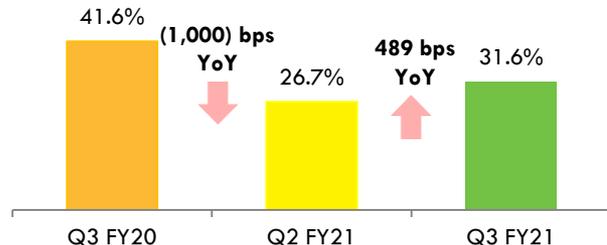
Revenue from Operation (Rs. Cr)



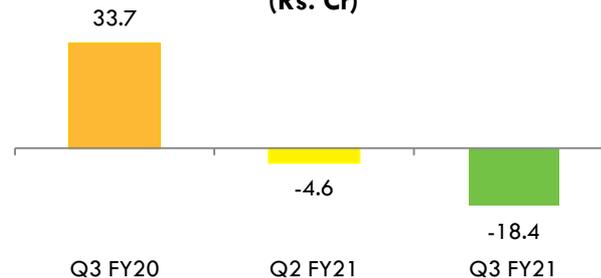
EBITDA (Rs. Cr)



EBITDA Margin (%)



Cash profit (Rs. Cr)



Notes:

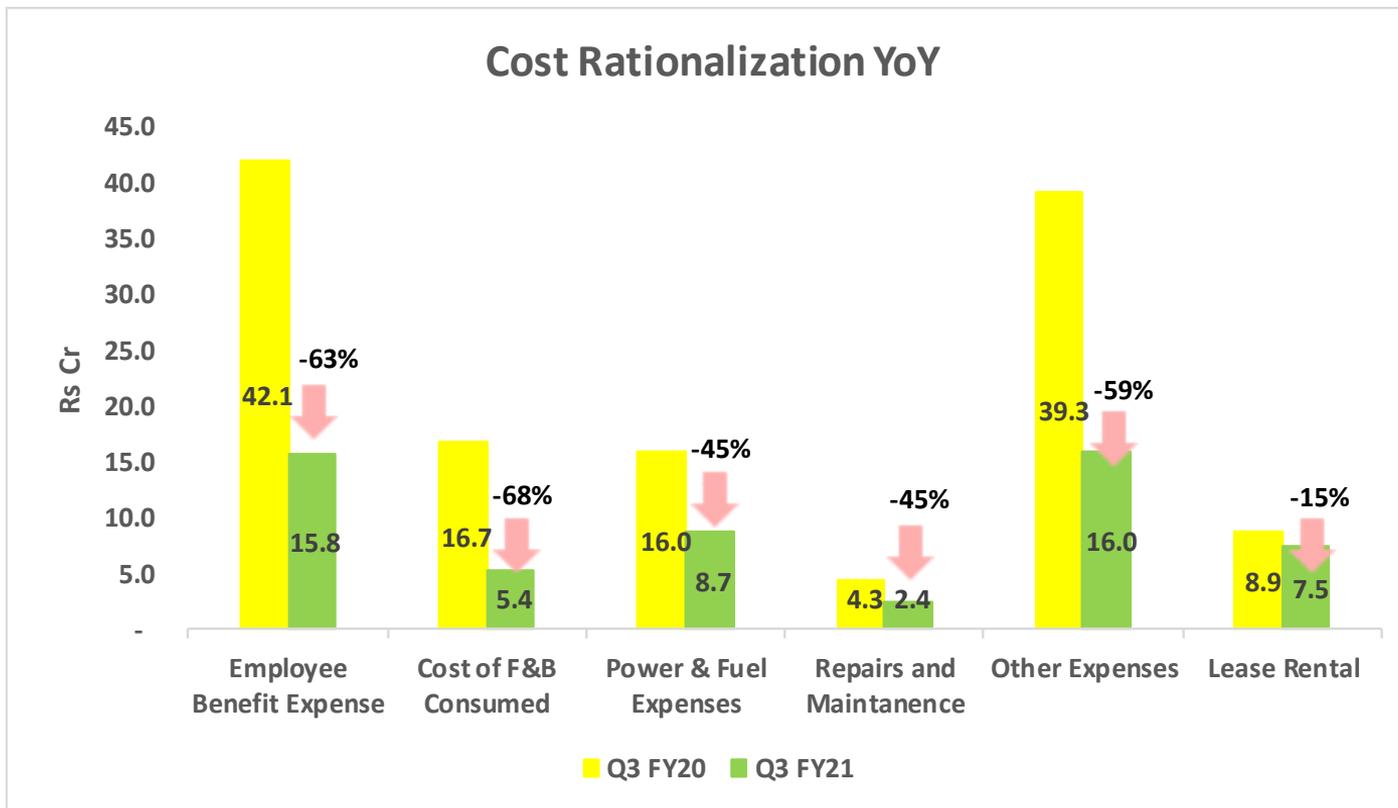
1. Q3 FY21 performance is not indicative of the full year performance
2. Cash Profit is calculated as PAT + Depreciation + Portion of Finance Cost converted into loan

Consolidated Profit & Loss Statement – Q3 FY21

Rs. Cr	Q3 FY20	Q2 FY21	Q3 FY21	QoQ Change (%)	YoY Change (%)
Revenue from operations	199.6	47.6	68.4	43.7%	-65.7%
Other income	3.2	6.0	2.2	-62.8%	-29.6%
Total expenses	118.4	39.3	48.3	22.9%	-59.2%
EBITDA	84.4	14.3	22.3	55.8%	-73.5%
EBITDA w/o Other Income	81.2	8.3	20.1	141.7%	-75.3%
EBITDA margin (%)	40.7%	17.5%	29.4%	1,191	(1,131)
Finance costs	45.9	49.7	47.5	-4.4%	3.5%
Depreciation & amortization	22.7	27.0	27.3	1.2%	20.4%
PBT	15.6	(59.7)	(50.5)	NA	NA
Tax expense	4.6	(6.2)	(4.8)	-22.5%	NA
PAT	11.0	(53.5)	(45.7)	NA	NA
Cash Profit	33.7	(4.6)	(18.4)	NA	NA

Note: Cash Profit is calculated as PAT + Depreciation + Portion of Finance Cost converted into loan

Consolidated Expenses – Q3 FY20 vs Q3 FY21



Consolidated Profit & Loss Statement Breakup – Q3 FY21

Rs. Cr	Total without Keys Hotels			Keys Hotels			Total		
	Q3FY20	Q3FY21	YoY Change	Q3FY20	Q3FY21	YoY Change	Q3FY20	Q3FY21	YoY Change
Inventory	4,256	4,256	0.0%	936	936	0.0%	5,192	5,192	0.0%
ARR	4,869	2,627	-46.1%	2,985	1,854	-37.9%	4,644	2,528	-45.6%
Occupancy	72.0%	45.2%	(2,686)	66.3%	30.0%	(3,625)	71.3%	42.4%	(2,885)
RevPAR	3,508	1,187	-66.2%	1,978	556	-71.9%	3,311	1,073	-67.6%
Revenue from Operations	183.8	62.0	-66.3%	15.8	6.4	-59.3%	199.6	68.4	-65.7%
Other Income	3.1	1.8	-42.8%	0.0	0.4	1378.1%	3.2	2.2	-29.6%
Total expenses	106.5	42.6	-60.0%	11.9	5.7	-51.8%	118.4	48.3	-59.2%
EBITDA	80.5	21.2	-73.6%	3.9	1.1	-71.6%	84.4	22.3	-73.5%
EBITDA w/o Other Income	77.3	19.4	-74.9%	3.9	0.7	-82.7%	81.2	20.1	-75.3%
<i>EBITDA margin (%)</i>	<i>42.1%</i>	<i>31.3%</i>	<i>(1,074)</i>	<i>24.5%</i>	<i>10.4%</i>	<i>(1,406)</i>	<i>40.7%</i>	<i>29.4%</i>	<i>(1,131)</i>
PBT	18.1	(43.9)	NA	(2.5)	(6.6)	NA	15.6	(50.5)	NA

Operational Performance by Brands & Region – Q3 FY20 vs. Q3 FY21 (On Full inventory basis)



Parameters	Occupancy Rate (%)			Average Daily Rate (Rs.)			Hotel level EBITDAR/room (Rs. Lacs)			Hotel level EBITDAR Margin		
	Q3 FY20	Q3 FY21	Change (bps)	Q3 FY20	Q3 FY21	Change (%)	Q3 FY20	Q3 FY21	Change (%)	Q3 FY20	Q3 FY21	Change (bps)
By Brand (#Rooms)												
Aurika (139)	20.2%	29.2%	897	14,883	10,652	-28.4%	1.1	2.2	107.6%	39.2%	56.4%	1,712
Lemon Tree Premier (1,603)	70.6%	55.9%	(1,475)	5,908	2,492	-57.8%	2.2	0.6	-74.6%	46.4%	35.2%	(1,119)
Lemon Tree Hotels (1562)	72.9%	38.9%	(3,394)	4,514	2,799	-38.0%	1.9	0.5	-74.0%	45.2%	37.0%	(819)
Red Fox Hotels (952)	78.3%	39.7%	(4,710)	3,591	1,808	-49.6%	1.6	0.3	-79.6%	53.4%	41.8%	(1,159)
Keys Hotels (936)	66.3%	30.0%	(3,625)	2,985	1,854	-37.9%	0.7	0.1	-79.4%	39.3%	19.6%	(1,967)

Parameters	Occupancy Rate (%)			Average Daily Rate (Rs.)			Hotel level EBITDAR/room (Rs. Lacs)			Hotel level EBITDAR Margin		
	Q3 FY20	Q3 FY21	Change (bps)	Q3 FY20	Q3 FY21	Change (%)	Q3 FY20	Q3 FY21	Change (%)	Q3 FY20	Q3 FY21	Change (bps)
By Region (#Rooms)												
Delhi (636)	85.0%	55.3%	(2,968)	5,418	2,314	-57.3%	2.8	0.7	-75.9%	49.5%	42.1%	(740)
Gurugram (529)	75.3%	29.7%	(4,557)	4,387	2,290	-47.8%	1.9	0.2	-88.1%	43.4%	22.6%	(2,079)
Hyderabad (663)	77.3%	45.2%	(3,214)	4,990	2,128	-57.4%	2.5	0.4	-83.1%	54.3%	36.7%	(1,765)
Bengaluru (874)	65.2%	24.2%	(4,102)	4,351	2,202	-49.4%	1.4	0.1	-91.2%	44.5%	17.9%	(2,655)
Mumbai (303)	62.0%	59.2%	(280)	6,691	2,908	-56.5%	2.0	0.6	-68.1%	43.9%	35.9%	(802)

Discussion on Consolidated Financial & Operational Performance – Q3 FY21

Revenue

- * Revenue from operations stood at Rs. 68.4 Cr in Q3 FY21, down 65.7% as compared to Rs. 199.6.8 Cr in Q3 FY20. On a sequential basis, revenue from operations increased 43.7% from Rs 47.6 Cr in Q2 FY21
- * ADR decreased by 45.6% from 4,644 in Q3 FY20 to 2,528 in Q3 FY21. On a sequential basis, ADR decreased by 4.7% from Rs 2,654 in Q2 FY21
- * Occupancy on full inventory decreased by 2,885 bps from 71.3% in Q3 FY20 to 42.4% in Q3 FY21. On a sequential basis, the occupancy on full inventory increased by 1,008 bps from 32.4% in Q2 FY21. Occupancy on operational inventory stood at 46.5%
- * Fees from managed hotels stood at Rs. 1.6 Cr in Q2 FY21 (2.3% of Revenue from operations)

Cost

- * Total expenses stood at Rs. 48.3 Cr in Q3 FY21 down 59.2% as compared to Rs 118.4 Cr in Q3 FY20. On a sequential basis, expenses increased by 22.9% Rs 39.3 Cr in Q1 FY21 due to higher operational inventory & better occupancy

Operating Margins

- * EBITDA decreased by 73.5% from Rs 84.4 Cr in Q3 FY20 to Rs 22.3 Cr in Q3 FY21. On a sequential basis, EBITDA increased 55.8% from Rs 14.3 Cr in Q2 FY21. EBITDA without other income increased 141.7% from Rs 8.3 Cr in Q2 FY21 to Rs 20.1 in Q3 FY21
- * EBITDA margin contracted by 1,000 bps from 41.6% in Q3 FY20 to 31.6% in Q3 FY21. On a sequential basis, the EBITDA margin expanded by 489 BPS from 26.7% in Q2 FY21. EBITDA margin without other income expanded by 1,191 BPS in Q3 FY21 from Q2 FY21

Profit after tax

- * Profit after tax decreased from Rs 11.0 Cr in Q3 FY20 to Rs (45.7) Cr in Q3 FY21. The PAT in Q2 FY21 was Rs (53.5) Cr
- * Cash Profit for Q3 FY21 stood at Rs -18.4 Cr vs Rs 33.7 Cr in Q3 FY20. The Cash Profit in Q2 FY21 was -4.6 Cr

Note: Cash Profit is calculated as PAT + Depreciation + Portion of Finance Cost converted into loan

Consolidated Profit & Loss Statement – 9M FY21

Rs. Cr	9M FY20	9M FY21	YoY Change (%)
Revenue from operations	493.3	156.6	-68.2%
Other income	5.4	11.4	111.9%
Total expenses	318.9	123.9	-61.2%
EBITDA	179.7	44.1	-75.5%
EBITDA w/o Other Income	174.4	32.7	-81.2%
EBITDA margin (%)	35.4%	20.9%	(1,445)
Finance costs	112.1	145.9	30.2%
Depreciation & amortization	59.4	81.4	37.1%
PBT	11.3	(177.9)	NA
Tax expense	5.3	(18.0)	NA
PAT	6.0	(159.8)	NA
Cash Profit	68.0	(12.6)	NA

Note: Cash Profit is calculated as PAT + Depreciation + Portion of Finance Cost converted into loan

Consolidated Balance Sheet Snapshot - H1 FY21

Rs. Cr	Sep '19	Mar '20	Sep '20
Shareholder's Funds	824.7	823.0	744.0
Non-controlling interests	430.9	721.8	861.4
Total Shareholder's equity	1,255.6	1,544.8	1,605.4
Gross Debt	1,334.9	1,577.5	1,661.7
Other Non-current liabilities	381.4	464.2	467.4
Other Current liabilities	258.5	176.3	137.5
Total Equity & Liabilities	3,230.4	3,762.8	3,872.0
Non-current assets	2,979.4	3,615.4	3,579.6
Current assets	251.0	147.3	292.4
Total Assets	3,230.4	3,762.8	3,872.0
Gross Debt to Equity (x)	1.06	1.02	1.04
<i>Net Debt</i>	<i>1,299.1</i>	<i>1,536.7</i>	<i>1,450.0</i>
Net Debt to Equity (x)	1.03	0.99	0.90
Average cost of borrowing (%)	9.62%	9.60%	9.17%

Expansion Plans – Hotels under Development

Under-development hotels	Type	Rooms	Expected Opening date	Ownership (%)
Lemon Tree Mountain Resort, Shimla	Owned	69	TBD	100.00%
Lemon Tree Vembanad Lake Resort, Alleppey, Kerela ¹	Owned	10	TBD	100.00%
Aurika, Intl. Airport, Mumbai ²	Owned	669	End of CY22	57.98%
Total		748		

- * Total estimated project cost is Rs. 9,910 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 December, 2020 is Rs. 3,461 million

Notes: 1) Expansion in existing hotel.

2) Aurika, Mumbai International Airport is in process of getting approval to increase the number of rooms to 669 rooms in place of the existing approval of 577 rooms.

Expansion Plans – Pipeline of Management Contracts (as on 31st Jan, 2021)



Management Contracts Pipeline	Rooms	Expected Opening date
Keys Prima, Dehradun	40	Mar-21
Lemon Tree Premier, Coorg	63	Mar-21
Management Rooms to be Commissioned in FY21	103	
Lemon Tree Premier, Bhubaneswar	76	Apr-21
Red Fox Hotel, Neelkanth	80	Apr-21
Lemon Tree Hotel, BKC, Mumbai	70	May-21
Lemon Tree Hotel, Gulmarg	35	Aug-21
Lemon Tree Resort, Mussoorie	40	Oct-21
Lemon Tree Hotel, Sonamarg	40	Nov-21
Serviced Suites, Manesar	260	Jan-22
Lemon Tree Hotel, Bokaro	70	Jan-22
Lemon Tree Hotel, Rishikesh	102	Jan-22
Lemon Tree Hotel, Agra	62	Feb-22
Management Rooms to be Operational in FY22	835	
Lemon Tree Resort, Thimpu	45	Oct-22
Lemon Tree Hotel, Trivandrum	100	Oct-22
Lemon Tree Hotel, Darjeeling	55	Jan-23
Lemon Tree Hotel, Kathmandu	75	Sep-23
Lemon Tree Resort, Nagarkot, Nepal	51	Sep-23
Lemon Tree Hotel, Ludhiana	60	Uncertain
Lemon Tree Premier, Dindy	50	Uncertain
Lemon Tree Hotel, Durgapur	80	Uncertain
Total Pipeline	1,454	

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



ANNEXURES

Portfolio Breakup as on 31st January 2021 - Operational

Operational Portfolio	Owned		Leased		Managed/Franchised		Total	
	Hotels	Rooms	Hotels	Rooms	Hotels	Rooms	Hotels	Rooms
31.01.2021								
Aurika	1	139	0	0	0	0	1	139
Lemon Tree Premier	7	1,442	2	161	8	835	17	2,438
Lemon Tree Hotels	13	1,241	4	321	21	1,256	38	2,818
Red Fox Hotels	5	759	2	193	5	471	12	1,423
Keys Prima	0	0	0	0	0	0	0	0
Keys Select	7	936	0	0	7	493	14	1,429
Keys Lite	0	0	0	0	2	47	2	47
Total	33	4,517	8	675	43	3,102	84	8,294

Portfolio Breakup as on 31st January 2021 - Pipeline

In Pipeline	Owned		Leased		Managed/Franchised		Total	
	Hotels	Rooms	Hotels	Rooms	Hotels	Rooms	Hotels	Rooms
31.01.2021								
Aurika	1	669#	0	0	0	0	1	669
Lemon Tree Premier	0	0	0	0	4	229	4	229
Lemon Tree Hotels	1	79	0	0	14	1,105	15	1,184
Red Fox Hotels	0	0	0	0	1	80	1	80
Keys Prima	0	0	0	0	1	40	1	40
Keys Select	0	0	0	0	0	0	0	0
Keys Lite	0	0	0	0	0	0	0	0
Total	2	748	0	0	20	1,454	22	2,202

#Aurika, Mumbai International Airport is in process of getting approval to increase the number of rooms to 669 rooms in place of the existing approval of 577 rooms.

Strategically positioned in key geographies with Lemon Tree share of total branded hotel sector

Jaipur: FY20 – 5.2%
FY24E – 3.5%

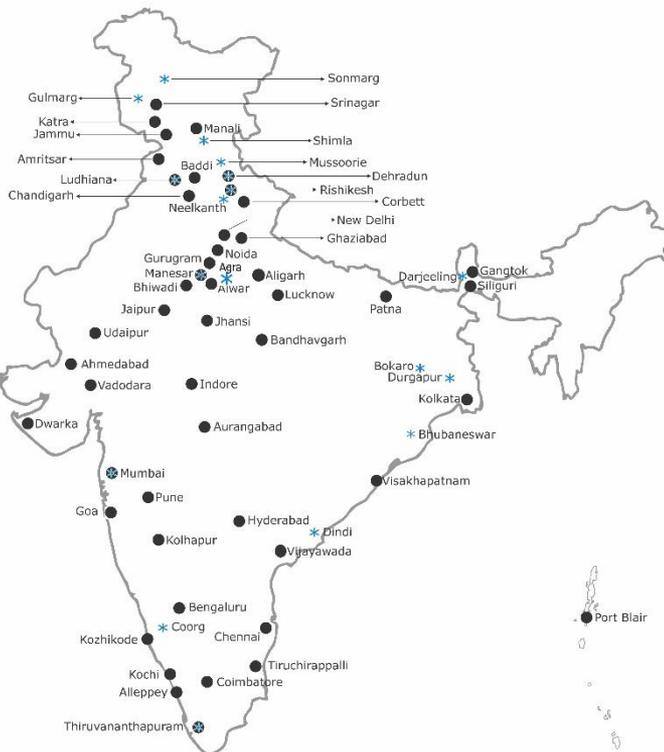
Ahmedabad: FY20 – 5.4%
FY24E – 3.3%

Mumbai: FY20 – 3.2%
FY24E – 6.4%

Pune: FY20 – 9.4%
FY24E – 8.4%

Goa: FY20 – 4.9%
FY24E – 4.3%

Bengaluru: FY20 – 6.1%
FY24E – 4.6%



INTERNATIONAL DESTINATIONS

United Arab Emirates

● Dubai

Bhutan

● Thimphu

Nepal

* Kathmandu

* Nagarkot

● Operating Hotels

* Upcoming Hotels

Delhi NCR: FY20 – 6.8%
FY24E – 7.1%

Kolkata: FY20 – 3.8%
FY24E – 2.6%

Hyderabad: FY20 – 9.5%
FY24E – 7.5%

Chennai: FY20 – 1.9%
FY24E – 1.9%

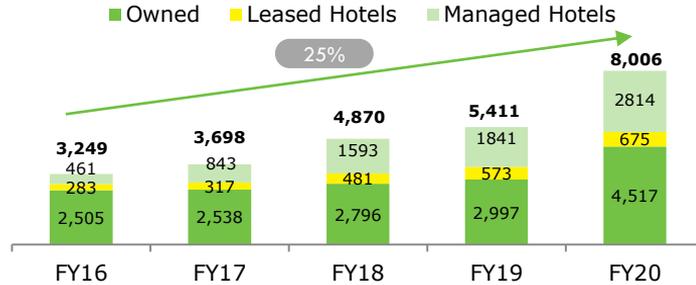
Source : Hotelivate Trends and Opportunities report 2019

Note: The FY24 expected market share has been calculated on the basis of current pipeline on hotels only

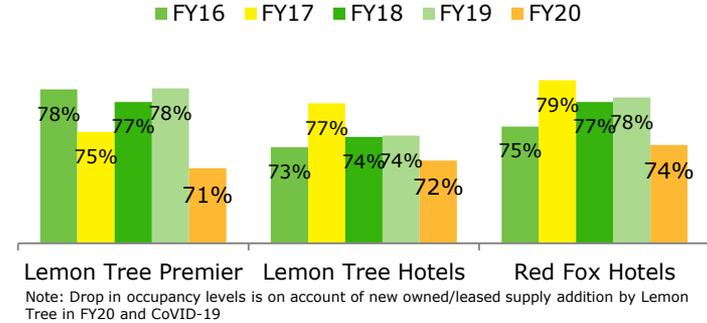
Map updated as of 31st January, 2020

Strong operating performance

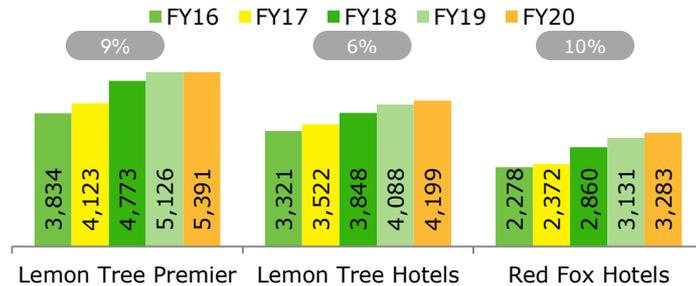
Rooms are being added...



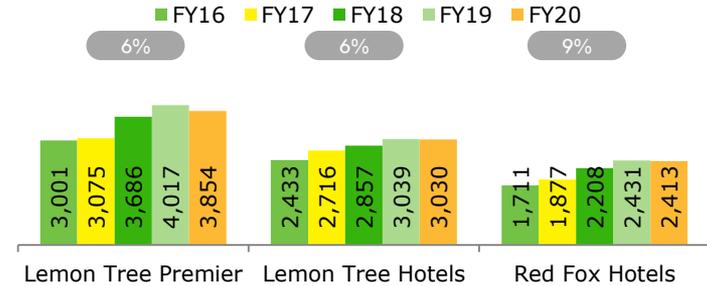
...and occupancy levels increasing...



...coupled with increasing ADR...



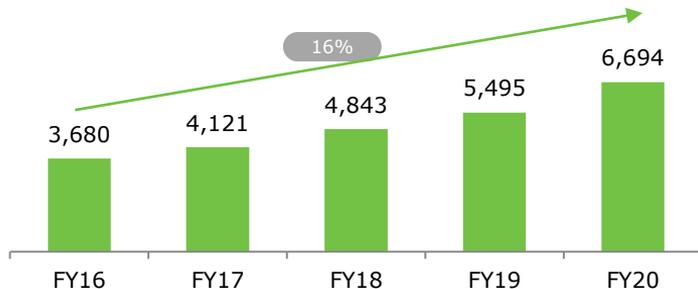
...leading to a RevPAR growth



Strong Growth and improving margins

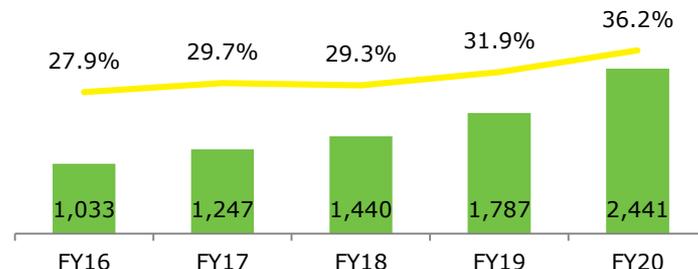
Revenue has increased at 20% over the last 5 years...

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



Consolidated Profit & Loss Statement – FY20

Rs. Cr	FY19	FY20 Before IndAS 116 Impact	YoY Change (%)	IndAS 116 Impact	FY20 After IndAS 116 Impact	YoY Change (%)
Revenue from operations	549.5	669.4	21.8%		669.4	21.8%
Total expenses	380.7	464.3	21.9%	-33.2	431.1	13.2%
EBITDA	168.8	205.1	21.6%	33.2	238.3	41.2%
EBITDA margin (%)	30.7%	30.6%	(7)		35.6%	489
Other income	9.9	5.8	-41.8%		5.8	-41.8%
Finance costs	84.7	124.9	47.5%	36.6	161.6	90.7%
Depreciation & amortization	54.1	73.2	35.2%	14.0	87.2	61.1%
PBT	45.3	15.3	-66.3%	-17.4	(2.2)	-104.8%
Tax expense	(11.1)	15.5	-239.4%	-4.6	10.9	-197.7%
PAT	56.4	(0.2)	-100.4%	-12.8	(13.0)	-123.1%
Cash Profit	110.5	72.9	-34.0%	4.6	77.6	-29.8%

Consolidated Balance Sheet Snapshot – FY20

Rs. Cr	FY19	FY20
Shareholder's Funds	875.0	823.0
Non-controlling interests	432.2	721.8
Total Shareholder's equity	1,307.2	1,544.8
Total Debt	1,204.2	1,577.5
Other Non-current liabilities	38.0	464.2
Other Current liabilities	222.4	176.3
Total Equity & Liabilities	2,771.8	3,762.8
Non-current assets	2,575.3	3,615.4
Current assets	196.6	147.3
Total Assets	2,771.8	3,762.8
Debt to Equity (x)	0.92	1.02
Average cost of borrowing (%)	9.40%	9.60%

Operational Performance by Ageing – FY19 vs. FY20

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 ¹	FY20	24	6	11	2
	FY19	21	7	2	
Operating Rooms (year-end)	FY20	2,855	715	1,622	748
	FY19	2,727	551	292	
Occupancy Rate (%)	FY20	75.2%	67.1%	56.4%	Deep demand markets (high occupancies)
	FY19	79.2%	69.9%	36.3%	
Average Daily Rate (Rs.)	FY20	4,399	4,027	4,438	2.0x of Adult Hotels in that year*
	FY19	4,197	4,082	4,200	
Hotel level EBITDAR ² /room (Rs. Lacs)	FY20	6.9	5.5	2.3	High*
	FY19	7.2	4.9	1.1	
Hotel level EBITDAR ² Margin (%)	FY20	44%	39%	39%	High*
	FY19	44%	33%	40%	
Hotel level ROCE ^{*3} (%)	FY20	12%	5%	2%	1.5x of Adult Hotels in that year*
	FY19	13%	4%	1%	

Notes:

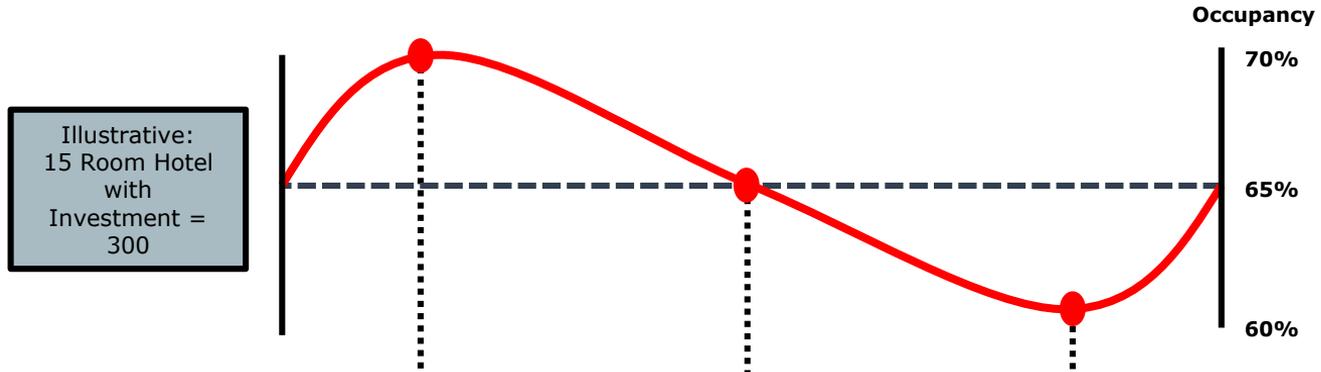
1) During the year FY20 3 hotels moved from toddler to adult category, 2 hotels moved from infant to toddler category and 11 new hotels entered into the infant category

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

4) Hotel level RoCE is calculated as : (Hotel level EBITDAR - lease rentals)/Capital deployed for operational owned & leased hotels

* Post stabilization.

The hotel business cycle



Cycle	Top (2)	Middle (3)	Bottom (2)	
Occupancy	70% or more	63-68%	60% or less	
Rooms Sold	12	10	8	
Average Daily Rate	13	10	7	
Revenue	156	100	56	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	

Lemon Tree Hotels Limited (LTH) Q3 FY21 Earnings Conference Call

Time • 2:00 PM IST on Thursday, February 11th, 2021

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 market sector, consisting of the upscale, 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 currently operates (including Keys hotels) ~8,300 rooms in 84 hotels across 51 cities. As the current pipeline (as of 31st January 2021) becomes operational, LTH will be operating 106 hotels with ~10,500 rooms, across 65 cities in India and abroad.

Lemon Tree Hotels including keys hotels are located across India, in metro regions, including the Delhi NCR, Mumbai, Kolkata, Bengaluru, Hyderabad and Chennai, as well as tier I and tier II cities such as Pune, Ahmedabad, Chandigarh, Jaipur, Indore, Aurangabad, Udaipur, Vishakhapatnam, Kochi, Ludhiana and Thiruvananthapuram.

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

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