refreshingly different

June 15, 2021

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

BSE Limited
Phiroze Jeejeebhoy Towers
Dalal Street, Mumbai – 400001

NSE Scrip Symbol: LEMONTREE

BSE Scrip Code: 541233

Re: Outcome of the Board Meeting

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 08.15 p.m, has, inter-alia, approved the Audited (Standalone & Consolidated) Financial Results for the quarter & year ended March 31, 2021 and took on record the Auditor's Report thereon.

A copy of:

A) Audited financial results (Standalone & Consolidated) for the quarter & year ended March 31, 2021; and

B) Auditor's Report on Financial Results (Standalone & Consolidated)

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

Further, M/s. Deloitte, Haskins & Sells LLP, the Statutory Auditors of the Company have issued the Auditor's Report with an unmodified opinion on the Audited Standalone and Consolidated Financial Statements for Financial Year ended on 31st March 2021. This declaration is made pursuant to Regulation 33(3) (d) of the Listing Regulations.

This is for your information and record.

Thanking You

For **Lemon Tree Hotels Limited**

Nikhil Sethi
Group Company Secretary & GM Legal
and Compliance Officer

Deloitte
Haskins & Sells LLP

Chartered Accountants
7th Floor, Building 10, Tower B,
DLF Cyber City Complex,
DLF City Phase - II,
Gurugram - 122 002,
Haryana, India

Phone: +91 124 679 2000
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INDEPENDENT AUDITOR'S REPORT ON AUDIT OF ANNUAL CONSOLIDATED FINANCIAL RESULTS AND REVIEW OF QUATERLY FINANCIAL RESULTS

TO THE BOARD OF DIRECTORS OF LEMON TREE HOTELS LIMITED

Opinion and Conclusion

We have (a) audited the Consolidated Financial Results for the year ended March 31, 2021 and (b) reviewed the Consolidated Financial Results for the quarter ended March 31, 2021 (refer 'Other Matters' section below), which were subject to limited review by us, both included in the accompanying "Statement of Consolidated Financial Results for the Quarter and Year Ended March 31, 2021" of **Lemon Tree Hotels Limited** ("the Parent"), its subsidiaries and limited liability partnership firm (the Parent, its subsidiaries and limited liability partnership firm together referred to as "the Group"), and its share of the net loss after tax and total comprehensive loss of its associates for the quarter and year ended March 31, 2021, ("the Statement"), being submitted by the Parent pursuant to the requirements of Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, as amended ("the Listing Regulations").

(a) Opinion on Annual Consolidated Financial Results

In our opinion and to the best of our information and according to the explanations given to us, and based on the consideration of the audit reports of the other auditors on separate financials statements of subsidiaries, associates and limited liability partnership firm referred to in Other Matters section below, the Consolidated Financial Results for the year ended March 31, 2021:

(i) includes the results of the entities as specified in Annexure 1 of this report;

(ii) is presented in accordance with the requirements of Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, as amended; and

(iii) gives a true and fair view in conformity with the recognition and measurement principles laid down in the Indian Accounting Standards and other accounting principles generally accepted in India of the consolidated net loss and consolidated total comprehensive loss and other financial information of the Group for the year ended March 31, 2021.

(b) Conclusion on Unaudited Consolidated Financial Results for the quarter ended March 31, 2021

With respect to the Consolidated Financial Results for the quarter ended March 31, 2021, based on our review conducted and procedures performed as stated in paragraph (b) of Auditor's Responsibilities [illegible]

that causes us to believe that the Consolidated Financial Results for the quarter ended March 31, 2021, prepared in accordance with the recognition and measurement principles laid down in the Indian Accounting Standards and other accounting principles generally accepted in India, has not disclosed the information

required to be disclosed in terms of Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, as amended, including the manner in which it is to be disclosed, or that it contains any material misstatement.

Basis for Opinion on the Audited Consolidated Financial Results for the year ended March 31, 2021

We conducted our audit in accordance with the Standards on Auditing ("SAs") specified under Section 143(10) of the Companies Act, 2013 ("the Act"). Our responsibilities under those Standards are further described in paragraph (a) of Auditor's Responsibilities section below. We are independent of the Group and its associates in accordance with the Code of Ethics issued by the Institute of Chartered Accountants of India ("ICAI") together with the ethical requirements that are relevant to our audit of the Consolidated Financial Results for the year ended March 31, 2021 under the provisions of the Act and the Rules thereunder, and we have fulfilled our other ethical responsibilities in accordance with these requirements and the ICAI's Code of Ethics. We believe that the audit evidence obtained by us and the audit evidence obtained by the other auditors in terms of their reports referred to in Other Matters section below, is sufficient and appropriate to provide a basis for our audit opinion.

Emphasis of Matter

Attention is invited to Note 5 of the consolidated 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 March 31, 2021.

Our report is not modified in respect of this matter.

Management's Responsibilities for the Statement

This Statement, which includes the Consolidated Financial Results is the responsibility of the Parent's Board of Directors and has been approved by them for the issuance. The Consolidated Financial Results for the year ended March 31, 2021, has been compiled from the related audited consolidated financial statements. This responsibility includes the preparation and presentation of the Consolidated Financial Results for the quarter and year ended March 31, 2021 that give a true and fair view of the consolidated net loss and consolidated other comprehensive loss and other financial information of the Group including its associates in accordance with the recognition and measurement principles laid down in the Indian Accounting Standards, prescribed under Section 133 of the Act, read with relevant rules issued thereunder and other accounting principles generally accepted in India and in compliance with Regulation 33 of the Listing Regulations.

The respective Board of Directors of the companies included in the Group and of its associates are responsible for maintenance of adequate accounting records in accordance with the provisions of the Act for safeguarding the assets of the Group and its associates and for preventing and detecting frauds and other irregularities; selection and application of appropriate accounting policies; making judgments and estimates that are reasonable and prudent; and the design, implementation and maintenance of adequate internal financial controls, that were operating effectively for ensuring the accuracy and completeness of the accounting records, relevant to the preparation and presentation of the respective financial results that give a true and fair view and are free from material misstatement, whether due to fraud or error, which have been used for the purpose of preparation of this Consolidated Financial Results by the Directors of the Parent, as aforesaid.

In preparing the Consolidated Financial Results, the respective Board of Directors of the companies included in the Group and of its associates are responsible for assessing the ability of the respective entities to continue as a going concern, disclosing, as applicable, matters related to going concern and using the going concern basis of accounting unless the respective Board of Directors either intends to liquidate their respective entities or to cease operations, or has no realistic alternative but to do so.

The respective Board of Directors of the companies included in the Group and of its associates are responsible for overseeing the financial reporting process of the Group and of its associates.

Auditor's Responsibilities

(a) Audit of the Consolidated Financial Results for the year ended March 31, 2021

Our objectives are to obtain reasonable assurance about whether the Consolidated Financial Results for the year ended March 31, 2021 as a whole are free from material misstatement, whether due to fraud or error, and to issue an auditor's report that includes our opinion. Reasonable assurance is a high level of assurance, but is not a guarantee that an audit conducted in accordance with SAs will always detect a material misstatement when it exists. Misstatements can arise from fraud or error and are considered material if, individually or in the aggregate, they could reasonably be expected to influence the economic decisions of users taken on the basis of this Consolidated Financial Results.

As part of an audit in accordance with SAs, we exercise professional judgment and maintain professional skepticism throughout the audit. We also:

- Identify and assess the risks of material misstatement of the Annual Consolidated Financial Results, whether due to fraud or error, design and perform audit procedures responsive to those risks, and obtain audit evidence that is sufficient and appropriate to provide a basis for our opinion. The risk of not detecting a material misstatement resulting from fraud is higher than for one resulting from error, as fraud may involve collusion, forgery, intentional omissions, misrepresentations, or the override of internal control.
- Obtain an understanding of internal control relevant to the audit in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of such controls.
- Evaluate the appropriateness of accounting policies used and the reasonableness of accounting estimates made by the Board of Directors.
- Evaluate the appropriateness and reasonableness of disclosures made by the Board of Directors in terms of the requirements specified under Regulation 33 of the Listing Regulations.
- Conclude on the appropriateness of the Board of Directors' use of the going concern basis of accounting and, based on the audit evidence obtained, whether a material uncertainty exists related to events or conditions that may cast significant doubt on the ability of the Group and its associates to continue as a going concern. If we conclude that a material uncertainty exists, we are required to draw attention in our auditor's report to the related disclosures in the Consolidated Financial Results or, if such disclosures are inadequate, to modify our opinion. Our conclusions are based on the audit evidence obtained up to the date of our auditor's report. However, future events or conditions may cause the Group and its associates to cease to continue as a going concern.
- Evaluate the overall presentation, structure and content of the Annual Consolidated Financial Results, including the disclosures, and whether the Annual Consolidated Financial Results represent the underlying transactions and events in a manner that achieves fair presentation.

- Perform procedures in accordance with the circular issued by the SEBI under Regulation 33(8) of the Listing Regulations to the extent applicable.
- Obtain sufficient appropriate audit evidence regarding the Annual Standalone Financial Information of the entities within the Group and its associates to express an opinion on the Annual Consolidated Financial Results. We are responsible for the direction, supervision and performance of the audit of financial information of such entities included in the Annual Consolidated Financial Results of which we are the independent auditors. For entities included in the Annual Consolidated Financial Results, which have been audited by the other auditors, such other auditors remain responsible for the direction, supervision and performance of the audits carried out by them. We remain solely responsible for our audit opinion.

Materiality is the magnitude of misstatements in the Annual Consolidated Financial Results that, individually or in aggregate, makes it probable that the economic decisions of a reasonably knowledgeable user of the Annual Consolidated Financial Results may be influenced. We consider quantitative materiality and qualitative factors in (i) planning the scope of our audit work and in evaluating the results of our work; and (ii) to evaluate the effect of any identified misstatements in the Annual Consolidated Financial Results.

We communicate with those charged with governance of the Parent and such other entities included in the Consolidated Financial Results of which we are the independent auditors regarding, among other matters, the planned scope and timing of the audit and significant audit findings including any significant deficiencies in internal control that we identify during our audit.

We also provide those charged with governance with a statement that we have complied with relevant ethical requirements regarding independence, and to communicate with them all relationships and other matters that may reasonably be thought to bear on our independence, and where applicable, related safeguards.

(b) Review of the Consolidated Financial Results for the quarter ended March 31, 2021

We conducted our review of the Consolidated Financial Results for the quarter ended March 31, 2021 in accordance with the Standard on Review Engagements (SRE) 2410 'Review of Interim Financial Information Performed by the Independent Auditor of the Entity', issued by the Institute of Chartered Accountants of India. This Standard requires that we plan and perform the review to obtain moderate assurance as to whether the Consolidated Financial Results are free of material misstatement. A review is limited primarily to inquiries of Company personnel and analytical procedures applied to financial data and thus provides less assurance than an audit. We have not performed an audit and accordingly, we do not express an audit opinion.

As part of our review, 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.

Other Matters

- The Statement includes the results for the Quarter ended March 31, 2021 being the balancing figure between audited figures in respect of the full financial year and the

published year to date figures up to the third quarter of the current financial year which were subject to limited review by us. Our report is not modified in respect of this matter.

- We did not audit the financial statements of Krizm Hotel Private Limited Employee Welfare Trust (the "Trust") included in the standalone audited financial statements of the Parent included in the Group whose financial statements reflect total assets of Rs. 506.85 lacs as at March 31, 2021 and total revenues of Rs. Nil and Rs. Nil for the quarter and year ended March 31, 2021 respectively, total net profit/(loss) after tax of Rs.0.01 lacs and Rs.(0.08) lacs for the quarter and year ended March 31, 2021 respectively and total comprehensive

and our opinion 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

statements reflect total assets of Rs. 131,075.45 lacs as at March 31, 2021 and total revenues of Rs. 1,961.28 lacs and Rs. 5,306.02 lacs for the quarter and year ended March 31, 2021 respectively, total net Profit/(loss) after tax of Rs. 599.34 lacs and Rs. (2,636.43) lacs for the quarter and year ended March 31, 2021 respectively and total comprehensive income/(loss) of Rs. 575.34 lacs and Rs. (2,658.87) lacs for the quarter and year ended March 31, 2021 respectively and net cash inflows of Rs. 610.41 lacs for the year ended March 31, 2021, as considered in the Statement. The consolidated financial results also includes the Group's share of loss after tax of Rs. 27.48 lakhs and Rs. 88.30 lacs for the quarter and year ended March 31, 2021 respectively, as considered in the Statement, in respect of 3 associates, whose financial statements have not been audited by us. These financial statements have been audited, by other auditors whose reports have been furnished to us by the Management and our opinion on the Statement, in so far as it relates to the amounts and disclosures included in respect of these subsidiaries, associates and Limited Liability Partnership Firm, is based solely on the reports of the other auditors and the procedures performed by us as stated under Auditor's Responsibilities section above.

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

For **DELOITTE HASKINS & SELLS LLP**
Chartered Accountants
(Firm's Registration No. 117366W/W100018)

Vijay Agarwal
Partner
(Membership No. 094468)
(UDIN:21094468AAAAFA6711)

Place: Gurugram
Date: June 15, 2021

Annexure – 1 TO INDEPENDENT AUDITOR'S REPORT ON AUDIT OF ANNUAL CONSOLIDATED FINANCIAL RESULTS AND REVIEW OF QUARTERLY FINANCIAL RESULTS

(Referred to in paragraph a (i) under the Opinion and Conclusion section of Independent Auditor's Report on Audit of Annual Consolidated Financial Results and Review of Quarterly Financial Results of even date)

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
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.	[illegible]	[illegible]
[illegible]	[illegible]	[illegible]
19.	Opilys Hotels Private Limited	Subsidiary company
20.	Bandhav Resorts (P) Limited	Subsidiary company
21.	Valerian Management Services Private Limited	Subsidiary company
22.	Carnation Hotels Private Limited	Subsidiary company
23.	Berggruen Hotels Private Limited	Subsidiary company
24.	Mind Leaders Learning India Private Limited	Associate company
25.	Pelican Facilitics Management Private Limited	Associate company
26.	Glendale Marketing Services Private Limited	Associate company
27.	Hamstede Living Private Limited	Subsidiary company w.e.f. March 31, 2021
28.	Mezereon Hotels LLP	Limited Liability Partnership Firm (consolidated on Equity method similar to subsidiary)
29.	Krizm Hotel Private Limited Employee Welfare Trust	Trust

Lemon Tree Hotels Limited
Regd Office:- Asset No. 6, Aerocity Hospitality District, New Delhi-110037
Tel.: 011-46050101; Fax.: 011-46050110; E-Mail:seetdept@lemontreehotels.com;Website: www.lemontreehotels.com
CIN: L74899DL1992PLC049022

Statement of Consolidated Financial Results for the Quarter and Year ended March 31, 2021

(₹ In Lakhs, except per share data)

		Quarter ended			Year Ended	
		March 31, 2021	December 31, 2020	March 31, 2020	[illegible]	[illegible]
	Revenue from operations	9,508.11	6,837.68	17,613.01	25,172.04	66,943.74
	Other income (Refer Note 6)	189.19	223.67	41.42	1,325.88	578.28
	Total income	9,697.30	7,061.35	17,654.43	26,497.92	67,522.02
2	Expenses					
	Cost of food and beverages consumed	694.34	535.66	1,462.05	1,784.13	5,696.78
	Employee benefit expenses	2,255.64	1,579.26	4,288.18	7,039.02	15,532.26
	Power and fuel	1,021.68	873.60	1,452.61	3,274.25	6,133.58
	Other expenses	2,684.06	1,841.15	4,016.01	6,947.69	15,328.67
	Total expe[illegible]					
3	Profit before depreciation and amortization, finance cost, finance income (1-2)	3,041.58	2,231.68	6,435.58	7,452.83	24,920.73
4	Finance cost	4,452.10	4,752.62	4,948.57	19,045.72	16,155.57
5	Finance income	(140.25)	(211.91)	(73.96)	(873.32)	(508.54)
6	Depreciation and amortization expense	2,611.04	2,733.77	2,773.67	10,755.32	9,224.72
7	Net (loss)/profit before tax and share of associates (3-4-5-6)	(3,881.31)	(5,042.80)	(1,212.70)	(21,474.89)	48.98
8	Add: Share of Loss of associates	(206.33)	(6.98)	(133.64)	(399.53)	(266.66)
9	Loss before tax (7+8)	(4,087.64)	(5,049.78)	(1,346.34)	(21,874.42)	(217.68)
10	Tax expense					
	Current tax/MAT	0.62	0.01	192.01	(1.57)	990.43
	Deferred tax					
	- MAT Credit entitlement related to current year	-	-	(151.24)	-	(608.36)
	- MAT Credit entitlement related to earlier year	-	-	(11.18)	-	4.40
	- Deferred tax (income)/expense related to current year	(1,416.70)	(477.12)	526.13	(3,218.68)	782.92
11	Net loss after tax (9-10)	(2,671.56)	(4,572.67)	(1,902.06)	(18,654.17)	(1,305.45)
12	Other Comprehensive Income/(Expenses)					
	Items that will not be reclassified to profit and loss					
	Remeasurements of defined benefit plans	(25.55)	0.86	10.34	(23.57)	1.42
	Income tax effect	3.49	(0.70)	(2.04)	1.37	(0.18)
13	Total comprehensive Loss	(2,693.62)	(4,572.51)	(1,893.76)	(18,676.37)	(1,304.20)
14	Net loss after tax	(2,671.56)	(4,572.67)	(1,902.06)	(18,654.17)	(1,305.45)
	Attributable to:					
	Equity holders of the parent	(1,681.68)	(3,124.91)	(1,791.54)	(12,706.82)	(953.70)
	Non-controlling interests	(989.88)	(1,447.76)	(110.52)	(5,947.35)	(351.75)
15	Total comprehensive Loss	(2,693.62)	(4,572.51)	(1,893.76)	(18,676.37)	(1,304.20)
	Attributable to:					
	Equity holders of the parent	(1,695.73)	(3,123.87)	(1,778.12)	(12,718.58)	(949.17)
	Non-controlling interests	(997.89)	(1,448.64)	(115.64)	(5,957.79)	(355.03)
16	Total comprehensive Loss for the year/period after non-controlling interest	(1,695.73)	(3,123.87)	(1,778.12)	(12,718.58)	(949.17)
17	Paid-up equity share capital (Face value of the share ₹ 10/-)	79,042.14	79,034.04	79,031.44	79,042.14	79,031.44
18	Other Equity(including non-controlling interest)	-	-	-	74,454.69	75,444.67
19	Earnings/(Loss) per share (Face value of the share ₹ 10/-) *(EPS for quarter is not annualized)*					
	Basic	(0.21)	(0.40)	(0.23)	(1.61)	(0.12)
	Diluted	(0.21)	(0.40)	(0.23)	(1.61)	(0.12)

Lemon Tree Hotels Limited New Delhi

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 June 14, 2021 and June 15, 2021. Figures for the quarter ended March 31, 2021 and March 31, 2020 are balancing figures between audited figures in respect of the full financial years and the unaudited figures upto the third quarter ended December 31, for respective years, which were subjected to limited review.

2. The above consolidated financial results have been prepared in accordance with the recognition and measurement principles as laid down in the Indian Accounting Standards (referred to as "Ind AS") prescribed under Section 133 of the Companies Act, 2013 read with Companies (Indian Accounting Standards) Rules as amended from time to time. The statutory auditor's report on audit of annual consolidated financial results for the year ended 31st March 2021 and review of quarterly consolidated financial results for the quarter ended 31st March 2021 is being filed with the BSE Limited and National Stock Exchange of India Limited.

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 NCLT has passed the final order of Scheme/merger on March 22, 2021, which has become effective from March 31, 2021. The Transferor Company 1 and Transferor Company 2 has been 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 18,24,991 (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/is undertaking 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, 39 hotels (5,002 rooms) were operational as on March 31, 2021. The weighted average occupancy of the operational rooms for the month ended March 31, 2021 was 39%.

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, Right of use asset,investments in associates (investments), current assets and non current assets 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 March 31, 2021.

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 year, consequential to COVID 19 pandemic, the Group has requested and received rent waiver/concessions from certain landlords and accordingly recognized an amount of Rs. 173.46 lakhs and Rs. 1,200.34 lakhs respectively in Statement of Profit and Loss as "Other Income", by applying the practical expedient given in Para 46A and Para 46B of Ind AS 116 (as amended)

Lemon Tree Hotels Limited New Delhi

7. Statement of Consolidated Assets and Liabilities

(₹ In Lakhs)

Particulars	As at March 31, 2021 (Audited)	As at March 31, 2020 (Audited)
Assets		
Non-current assets		
(a) Property, plant and equipment	257,079.91	265,180.14
(b) Capital work-in-progress	24,178.34	18,956.64
(c) Investment Property	232.54	236.93
(d) Intangible assets	1,952.68	2,431.48
(e) Right of use asset	50,604.13	53,354.75
(f) Goodwill on consolidation	9,508.44	9,508.46
(g) Financial assets		
(i) Investments	463.11	959.51
(ii) Loans	87.46	118.88
(iii) Other non- current financial assets	6,993.61	5,965.49
(h) Deferred tax assets (net)	3,666.92	438.47
(i) Non-current tax assets (net)	2,300.16	3,265.19
(j) Other non-current assets	1,392.02	1,130.00
	358,460.32	361,545.94
Current assets		
(a) Inventories	722.45	821.76
(b) Financial assets		
(i) Trade receivables	3,081.88	5,027.09
(ii) Cash and Cash equivalents	12,745.72	4,081.73
(iii) Other bank balances	1,368.50	-
(iv) Investments	91.12	441.37
(v) Other current financial assets	415.02	434.91
(c) Other current assets	4,598.48	3,922.51
	23,023.17	14,729.37
Total Assets	381,482.49	376,275.31

Lemon Tree Hotels Limited New Delhi

(₹ In Lakhs)

Particulars	As at March 31, 2021 (Rs in lakhs) (Audited)	As at March 31, 2020 (Audited)
Equity and Liabilities		
Equity		
(a) Share capital	79,042.14	79,031.44
(b) Other Equity	12,715.70	3,267.73
Add: Adjustment in respect of change in ownership interest of subsidiary (refer note 11)	-	16,589.00
Equity attributable to owners of the parent	91,757.84	98,888.17
(c) Non-controlling interests		
Less: Adjustment in respect of change in ownership interest of subsidiary (refer note 11)	-	(16,589.00)
Total Non-controlling interests	61,738.99	55,587.94
Total Equity	153,496.83	154,476.11
Liabilities		
Non-current liabilities		
(a) Financial liabilities		
(i) Borrowings	151,351.15	145,089.51
(ii) Lease liability	46,707.29	46,188.08
(b) Long term provisions	293.06	240.28
	198,351.50	191,517.87
Current liabilities		
(a) Financial liabilities		
(i) Borrowings	5,955.95	5,957.33
(ii) Lease liability	88.21	77.54
(iii) Trade payables		
- total outstanding dues of micro enterprises and small enterprises	316.80	239.51
- total outstanding dues of creditors other than micro enterprises and small enterprises	7,558.68	8,182.44
(iv) Other current financial liabilities	13,587.42	12,880.31
(b) Provisions	485.79	425.38
(c) Other current liabilities	1,641.28	2,518.62
	29,634.16	30,281.33
Total Liabilities	227,985.66	221,799.20
Total Equity and Liabilities	381,482.49	376,275.31

Lemon Tree Hotels Limited New Delhi

8. Statement of Consolidated Cash flow

(₹ In Lakhs)

Particulars	For the year ended March 31, 2021 (Audited)	For the year ended March 31, 2020 (Audited)
A. Cash flow from operating activities		
Loss before tax	(21,874.42)	(217.68)
Non-cash adjustments to reconcile profit/(loss) before tax to net cash flows:		
Depreciation and amortisation expenses	10,755.32	9,224.72
Waiver of lease rent	(1,200.34)	-
Share of loss of associate	399.53	266.66
Finance income (including fair value change in financial instruments)	(773.04)	(267.51)
Finance costs	18,897.71	15,705.67
Provision for gratuity	56.81	37.31
Provision for leave encashment	10.70	53.75
Excess provision/ credit balances written back	(9.86)	(0.48)
Profit on relinquishment of rights	-	(135.00)
Provision for litigations	22.11	22.11
Provision for doubtful debts	100.11	444.50
Net gain on sale of current investments	(2.91)	(232.04)
Operating profit before working capital changes:	6,381.72	24,902.01
Movements in working capital:		
Increase in trade receivables	1,845.12	3,515.49
Decrease in loans and advances and other current assets	(1,759.13)	(526.99)
(Increase) / Decrease in inventories	99.31	(163.75)
Decrease in liabilities and provisions	(3,423.83)	(12,495.67)
Cash generated from operations	3,143.19	15,2[illegible].09
Direct taxes paid (net of refunds)	958.20	(131.74)
Net cash flow from operating activities (A)	4,101.39	15,099.35
Cash flows used in investing activities		
Purchase of property, plant and equipment including CWIP, capital advances and capital creditors	(7,044.35)	(64,449.39)
Proceeds from sale of property, plant and equipment	601.84	1,138.25
Profit on relinquishment of rights	-	135.00
Other bank balance	(1,368.50)	-
(Purchase)/sale of other non current investments	96.87	(600.30)
(Purchase)/sale of current investments	353.16	2,681.11
Interest received	801.74	272.50
Net Cash flow used in investing activities (B)	(6,559.24)	(60,822.83)
Cash flows from financing activities		
Proceeds from issuance of share capital	23.01	219.06
Proceeds from Minority Interest (issuance of share capital by Subsidiaries)	17,497.61	35,999.96
Payment of lease liability	(2,680.89)	(3,272.40)
Proceeds from long term borrowings	13,063.36	27,060.86
Repayment of long term borrowings	(7,085.00)	(5,517.54)
Net proceeds/(Repayment) of short term borrowings	(1.55)	2,602.51
Interest paid	(9,694.70)	(11,425.37)
Net Cash flow from financing activities (C)	11,121.84	45,667.08
Net increase in cash and cash equivalents (A + B + C)	8,663.99	(56.40)
Cash and cash equivalents at the beginning of the year	4,081.73	3,139.70
Cash and cash equivalents acquired on inclusion of new subsidiary	-	998.43
Cash and cash equivalents at the end of year	12,745.72	4,081.73
Components of cash and cash equivalents		
Cash on Hand	53.50	[illegible]
Current/other accounts	[illegible]	[illegible]
- Deposits with original maturity of less than three months	10,359.00	179.98
Total cash and cash equivalents	12,745.72	4,081.73

Clb

Lemon Tree Hotels Limited New Delhi

9. 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 Group 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.

10. 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 which is seasonal therefore Consolidated financial results for the Current quarter are not indicative of a full year's operations.

11. Adjustment in respect of change in ownership interest of subsidiary during the year ended March 31, 2020 has been reclassified from non-controlling interest to Equity attributable to owners of the parent, since the change did not result in loss of control by the Parent The reclassification did not result in change in total equity.

12. Previous period/ year figures has been re-grouped or reclassified, to confirm to such current period/year classification.

By order of the Board
for Lemon Tree Hotels Limited

Place : New Delhi
Date : June 15, 2021

Patanjali G. Keswani
(Chairman & Managing Director)

Deloitte
Haskins & Sells LLP

Chartered Accountants
7th Floor, Building 10, Tower B,
DLF Cyber City Complex,
DLF City Phase - II,
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INDEPENDENT AUDITOR'S REPORT ON AUDIT OF ANNUAL STANDALONE FINANCIAL RESULTS AND REVIEW OF QUARTERLY FINANCIAL RESULTS

TO THE BOARD OF DIRECTORS OF
Lemon Tree Hotels Limited

Opinion and Conclusion

We have (a) audited the Standalone Financial Results for the year ended March 31, 2021 and (b) reviewed the Standalone Financial Results for the quarter ended March 31, 2021 (refer 'Other Matters' section below), which were subject to limited review by us, both included in the accompanying "Statement of Standalone Financial Results for the Quarter and Year Ended March 31, 2021" of Lemon Tree Hotels Limited ("the Company"), ("the Statement"), being submitted by the Company pursuant to the requirements of Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, as amended ("the Listing Regulations").

(a) Opinion on Annual Financial Results

In our opinion and to the best of our information and according to the explanations given to us, and based on the consideration of the audit reports of the other auditors as referred to in Other Matters section below, the Standalone Financial Results for the year ended March 31, 2021:

i. includes the results of entities as specified in Annexure 1 of this report;

ii. is presented in accordance with the requirements of Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, as amended; and

iii. gives a true and fair view in conformity with the recognition and measurement principles laid down in the Indian Accounting Standards and other accounting principles generally accepted in India of the net loss and total comprehensive loss and other financial information of the Company for the year then ended.

(b) Conclusion on Unaudited Standalone Financial Results for the quarter ended March 31, 2021

With respect to the Standalone Financial Results for the quarter ended March 31, 2021, based on our review conducted as stated in paragraph (b) of Auditor's Responsibilities section below and based on the consideration of the audit reports for the year ended March 31, 2021 of the other auditors as referred in Other Matters section below, nothing has come to our attention that causes us to believe that the Standalone Financial Results for the quarter ended March 31, 2021, prepared in accordance with the recognition and measurement principles laid down in the Indian Accounting Standards and other accounting principles generally accepted in India, has not disclosed the information required to be disclosed in terms of Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, as amended, including the manner in which it is to be disclosed, or that it contains any material misstatement.

Deloitte
Haskins & Sells LLP

Basis for Opinion on the Audited Standalone Financial Results for the year ended March 31, 2021

We conducted our audit in accordance with the Standards on Auditing ("SAs") specified under Section 143(10) of the Companies Act, 2013 ("the Act"). Our responsibilities under those Standards are further described in paragraph (a) of Auditor's Responsibilities section below. We are independent of the Company in accordance with the Code of Ethics issued by the Institute of Chartered Accountants of India ("the ICAI") together with the ethical requirements that are relevant to our audit of the Standalone Financial Results for the year ended March 31, 2021 under the provisions of the Act and the Rules thereunder, and we have fulfilled our other ethical responsibilities in accordance with these requirements and the ICAI's Code of Ethics. We believe that the audit evidence obtained by us and the audit evidence obtained by the other auditors in terms of their reports referred to in Other Matters section below, is sufficient and appropriate to provide a basis

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 March 31, 2021.

Our report is not modified in respect of this matter.

Management's Responsibilities for the Statement

This Statement which includes the Standalone Financial Results is the responsibility of the Company's Board of Directors and has been approved by them for the issuance. The Standalone Financial Results for the year ended March 31, 2021 has been compiled from the related audited standalone f

and presentation of the Standalone Financial Results for the quarter and year ended March 31, 2021 that give a true and fair view of the net loss and other comprehensive loss and other financial information in accordance with the recognition and measurement principles laid down in the Indian Accounting Standards prescribed under Section 133 of the Act read with relevant rules issued thereunder and other accounting principles generally accepted in India and in compliance with Regulation 33 of the Listing Regulations. This responsibility also includes maintenance of adequate accounting records in accordance with the provisions of the Act for safeguarding the assets of the Company a

and is free from material misstatement, whether due to fraud or error.

In preparing the Standalone Financial Results, the Board of Directors are responsible for assessing the Company's ability, to continue as a going concern, disclosing, as applicable, matters related to going concern and using the going concern basis of accounting unless the Board of Directors either intends to liquidate the Company or to cease operations, or has no realistic alternative but to do so.

The Board of Directors are also responsible for overseeing the financial reporting process of the Company.

Auditor's Responsibilities

(a) Audit of the Standalone Financial Results for the year ended March 31, 2021

Our objectives are to obtain reasonable assurance about whether the Standalone Financial Results for the year ended March 31, 2021 as a whole is free from material misstatement, whether due to fraud or error, and to issue an auditor's report that includes our opinion. Reasonable assurance is a high level of assurance

taken on the basis of this Standalone Financial Results.

As part of an audit in accordance with SAs, we exercise professional judgment and maintain professional skepticism throughout the audit. We also:

- Identify and assess the risks of material misstatement of the Annual Standalone Financial Results, whether due to fraud or error, design and perform audit procedures responsive to those risks, and obtain audit evidence that is sufficient and appropriate to provide a basis for our opinion. The risk of not detecting a material misstatement resulting from fraud is higher than for one resulting from error, as fraud may involve collusion, forgery, intentional omissions, misrepresentations, or the override of internal control.

- Obtain an understanding of internal control relevant to the audit in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the Company's internal control.

- Evaluate the appropriateness of accounting policies used and the reasonableness of accounting estimates made by the Board of Directors.

- Evaluate the appropriateness and reasonableness of disclosures made by the Board of Directors in terms of the requirements specified under Regulation 33 of the Listing Regulations.

- Conclude on the appropriateness of the Board of Directors' use of the going concern basis of accounting and, based on the audit evidence obtained, whether a material uncertainty exists related to events or conditions that may cast significant doubt on the ability of the Company to continue as a going concern. If we conclude that a material uncertainty exists, we are required to draw attention in our auditor's report to the related disclosures in the Statement or, if such disclosures are inadequate, to modify our opinion. Our conclusions are based on the audit evidence obtained up to the date of our auditor's report. However, future events or conditions may cause the Company to cease to continue as a going concern.

- Evaluate the overall presentation, structure and content of the Annual Standalone Financial Results, including the disclosures, and whether the Annual Standalone Financial

33(8) of the Listing Regulations to the extent applicable.

- Obtain sufficient appropriate audit evidence regarding the Annual Standalone Financial Results of the entities included in Annexure 1 to express an opinion on the Annual

Standalone Financial Results. We are responsible for the direction, supervision and performance of the audit of financial information of such entities or business activities included in the Annual Standalone Financial Results of which we are the independent auditors. For the other entities or business activities included in the Annual Standalone Financial Results, which have been audited by the other auditors, such other auditors remain responsible for the direction, supervision and performance of the audits carried out by them. We remain solely responsible for our audit opinion.

Materiality is the magnitude of misstatements in the Annual Standalone Financial Results that, individually or in aggregate, makes it probable that the economic decisions of a reasonably knowledgeable user of the Annual Standalone Financial Results may be influenced. We consider quantitative materiality and qualitative factors in (i) planning the scope of our audit work and in evaluating the results of our work; and (ii) to evaluate the effect of any identified misstatements in the Annual Standalone Financial Results.

We communicate with those charged with governance regarding, among other matters, the planned scope and timing of the audit and significant audit findings including any significant deficiencies in internal control that we identify during our audit.

We also provide those charged with governance with a statement that we have complied with relevant ethical requirements regarding independence, and to communicate with them all relationships and other matters that may reasonably be thought to bear on our independence, and where applicable, related safeguards.

(b) Review of the Standalone Financial Results for the quarter ended March 31, 2021

We conducted our review of the Standalone Financial Results for the quarter ended March 31, 2021 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 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 [redacted]

Regulation 33(8) of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, as amended, to the extent applicable.

Other Matters

- The Statement includes the results for the Quarter ended March 31, 2021 being the balancing figure between audited figures in respect of the full financial year and the published year to date figures up to the third quarter of the current financial year which were subject to limited review by us. Our report on the Statement is not modified in respect of this matter.

- We did not audit the financial statements of Krizm Hotels Private Limited Employee Welfare Trust ("the trust") included in the Statement, whose financial statements reflect total assets of Rs. 506.85 Lacs as at March 31, 2021 and total revenues of Rs. Nil and Rs. Nil for the quarter and year ended March 31, 2021 respectively, total net profit/(loss) after tax of Rs. 0.01 lacs and Rs. (0.08) lacs for the quarter and year ended March 31, 2021

respectively) and total comprehensive income/(loss) of Rs. 0.01 lacs and Rs. (0.08) lacs for the quarter and year ended March 31, 2021, respectively, and net cash outflows of Rs. 20.45 lacs for the year ended March 31, 2021 as considered in the Statement. The financial statements of the trust have been audited, by the other auditor whose reports have been furnished to us, and our opinion and conclusion in so far as it relates to the amounts and disclosures included in respect of this trust, is based solely on the reports of such other auditor and the procedures performed by us as stated under Auditor's Responsibilities section above.

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

For Deloitte Haskins & Sells LLP
Chartered Accountants
(Firm's Registration No. 117366W/W100018)

Vijay Agarwal
Partner
(Membership No. 094468)
(UDIN:1094468AAAAEZ5890)

Place: Gurugram
Date: June 15, 2021

Deloitte
Haskins & Sells LLP

Annexure – 1 TO INDEPENDENT AUDITOR'S REPORT ON AUDIT OF ANNUAL STANDALONE FINANCIAL RESULTS AND REVIEW OF QUARTERLY FINANCIAL RESULTS

(Referred to in paragraph a (i) under the Opinion and Conclusion section of Independent Auditor's Report on Audit of Annual Standalone Financial Results And Review Of Quarterly Financial Results of even date)

S.No	Name of the entity	Relationship
1.	Lemon Tree Hotels Limited	The Company
2.	Krizm Hotel Private Limited Employee Welfare Trust	Trust

Lemon Tree Hotels Limited
Regd Office:- Asset No. 6, Aerocity Hospitality District, New Delhi-110037
Tel.: 011-46050101; Fax.: 011-46050110; E-Mail:secdeptt@lemontreehotels.com;Website: www.lemontreehotels.com
CIN: L74899DL1992PLC049022

Statement of Standalone Financial Results for the Quarter and Year ended March 31, 2021

(₹ In Lakhs, except per share data)

		Quarter ended			Year Ended	
		March 31, 2021	December 31, 2020	March 31, 2020	March 31, 2021	March 31, 2020
		(Unaudited) Refer Note 1	(Unaudited)	(Unaudited) Refer Note 1	(Audited)	(Audited)
1	**Income**					
	Revenue from operations	3,038.84	2,036.54	6,205.34	7,991.57	26,957.58
	Other income (Refer Note 6)	32.65	33.96	23.19	402.87	366.55
	Total income	3,071.49	2,070.50	6,228.53	8,394.44	27,324.13
2	**Expenses**					
	Cost of food and beverages consumed	167.39	110.93	383.24	437.20	1,666.71
	Employee benefit expenses	858.24	542.96	1,502.65	2,534.18	6,148.41
	Power and fuel	325.64	246.86	431.78	951.24	2,059.32
	Other expenses	954.65	588.17	1,362.53	2,497.03	6,286.83
	Total expenses	2,305.92	1,488.92	3,680.20	6,419.65	16,161.27
3	**Profit before depreciation and amortization, finance cost, finance income, exceptional items and tax (1-2)**	765.57	581.58	2,548.33	1,974.79	11,162.86
4	Finance cost	1,183.34	1,211.58	1,197.86	4,819.30	4,815.50
5	Finance income	(78.96)	(47.05)	(42.84)	(300.87)	(143.22)
6	Depreciation and amortization expense	562.84	563.91	513.77	2,251.03	2,425.82
7	**(Loss)/Profit before exceptional item and tax (3-4-5-6)**	(901.65)	(1,146.86)	879.54	(4,794.67)	4,064.76
8	Exceptional items(Refer note 7)	592.07	-	-	592.07	-
9	**(Loss)/Profit before tax (7-8)**	(1,493.72)	(1,146.86)	879.54	(5,386.74)	4,064.76
10	Tax expense					
	Current tax under MAT	-	-	159.46	-	689.98
	Deferred tax					
	- MAT Credit entitlement related to current year	-	-	(159.46)	-	(689.98)
	- Deferred tax (income)/expense related to current year	(172.66)	(338.79)	111.86	(1,313.67)	844.96
11	**Net (loss)/profit after tax (9-10)**	(1,321.06)	(808.07)	767.68	(4,073.07)	3,219.80
12	**Other Comprehensive Income**					
	(i) Items that will not be reclassified to profit and loss					
	Re-measurement (loss)/gain on defined benefit plans	(11.99)	2.43	26.65	(4.70)	9.72
	Income tax effect on above	3.49	(0.70)	(2.96)	1.37	-
13	**Total Comprehensive (Loss)/Income**	(1,329.56)	(806.34)	791.37	(4,076.40)	3,229.52
14	Paid-up equity share capital (Face value of the share ₹ 10/-)	79,042.14	79,034.04	79,031.44	79,042.14	79,031.44
15	Other Equity	-	-	-	21,281.80	25,345.89
16	Earnings/(Loss) per share (Face value of the share ₹ 10/-) *(EPS for quarter ended periods are not annualised)*					
	Basic EPS	(0.17)	(0.10)	0.10	(0.52)	0.41
	Diluted EPS	(0.17)	(0.10)	0.10	(0.52)	0.41

Lemon Tree Hotels Limited New Delhi

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 June 14, 2021 and June 15, 2021. Figures for the quarter ended March 31, 2021 and March 31, 2020 are balancing figures between audited figures in respect of the full financial years and the unaudited figures upto the third quarter ended December 31, for respective years, which were subjected to limited review.

2.The above financial results have been prepared in accordance with the recognition and measurement principles as laid down in the Indian Accounting Standards (referred to as "Ind AS") prescribed under Section 133 of the Companies Act, 2013 read with Companies (Indian Accounting Standards) Rules as amended from time to time. The statutory auditor's report on audit of annual standalone financial results for the year ended 31st March 2021 and review of quarterly

from March 31, 2021. The Transferor Company 1 and Transferor Company 2 has been 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 18,24,991 (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/is undertaking various cost savings initiatives like salary reduction, rent waiver, etc. to conserve cash. Further, all 13 Hotels (1,406 rooms) of the Company were operational as on March 31, 2021. The weighted average occupancy of the operational rooms for the month ended March 31, 2021 was 64%.

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, Right of use assets,investments in subsidiaries and associates (investments), current and non-current assets 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 March 31, 2021.

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 year, consequential to COVID 19 pandemic, the Company has requested and received rent waiver/concessions from certain landlords and accordingly recognized an amount of Rs. 27 lakhs and Rs. 375.64 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. Exceptional items for the quarter and year ended March 31, 2021 represents impairment in the value of investment in Hamstede Living Private Limited (the associate) of Rs. 592.07 lakhs.

Lemon Tree Hotels Limited New Delhi

8. Statement of Standalone Assets and Liabilities

(₹ In Lakhs)

Particulars	As at March 31, 2021 (Audited)	As at March 31, 2020 (Audited)
Assets		
Non-current assets		
(a) Property, plant and equipment	40,390.69	42,190.28
(b) Capital work-in-progress	1,547.59	1,449.78
(c) Investment Property	232.54	236.93
(d) Intangible assets	277.56	352.00
(e) Right of use assets	16,136.13	16,843.95
(f) Financial assets		
(i) Investments	79,278.35	79,094.44
(ii) Loans	87.56	118.88
(iii) Other non- current financial assets	2,113.84	1,668.29
(g) Deferred tax assets (net)	4,384.61	3,069.57
(h) Non-Current tax assets (net)	802.09	1,025.05
(i) Other non-current assets	121.18	106.17
	145,372.14	146,155.34
Current assets		
(a) Inventories	191.91	233.59
(b) Financial assets		
(i) Trade receivables	7,725.23	7,970.[illegible]
(ii) Cash and Cash equivalents	3,641.12	1,187.83
(iii) Investments	-	441.37
(iv) Loans	122.61	3,498.83
(v) Other current financial assets	17.41	0.68
(c) Other current assets	2,793.60	2,126.68
	14,491.88	15,468.[illegible]
Total Assets	159,864.02	161,623.52

Lemon Tree Hotels Limited New Delhi

(₹ In Lakhs)

Particulars	As at March 31, 2021 (Audited)	As at March 31, 2020 (Audited)
Equity And Liabilities		
Equity		
(a) Share capital	79,042.14	79,031.44
(b) Other Equity	21,281.80	25,345.89
Total Equity	100,323.94	104,377.33
Liabilities		
Non-current liabilities		
(a) Financial liabilities		
(i) Borrowings	32,331.48	28,151.53
(ii) Lease liability	16,691.50	16,574.94
(b) Provisions	154.44	135.43
	49,177.42	44,861.90
Current liabilities		
(a) Financial liabilities		
(i) Borrowings	1,362.95	4,470.36
(ii) Lease liability	88.21	77.54
(iii) Trade payables		
- total outstanding dues of micro enterprises and small enterprises	94.89	117.57
- total outstanding dues of creditors other than micro enterprises and small enterprises	4,385.85	4,465.96
(iv) Other current financial liabilities	3,838.89	2,228.71
(b) Provisions	199.93	157.05
(c) Other current liabilities	391.94	867.10
	10,362.66	12,384.29
Total Liabilities	59,540.08	57,246.19
Total Equity and Liabilities	159,864.02	161,623.52

Lemon Tree Hotels Limited
New Delhi

9. Statement of Standalone Cash flow

(₹ In Lakhs)

Particulars	For the year year ended March 31, 2021 (Audited)	For the year year ended March 31, 2020 (Audited)
Cash flow from operating activities		
(Loss)/Profit before tax	(5,386.74)	4,064.76
Non-cash adjustments to reconcile profit before tax to net cash flows:		
Depreciation and amortisation expenses	2,251.03	2,425.82
Waiver of lease rent	(375.64)	-
Finance income (including fair value change in financial instruments)	(271.20)	(142.90)
Finance costs	4,772.33	4,650.31
Provision for gratuity	36.29	(9.46)
Provision for leave encashment	11.89	0.35
Provision for loyalty programme	1.36	(1.34)
Provision for impairment in the value of investment	592.07	-
Profit on relinquishment of rights	-	(135.00)
Provision for litigation	9.01	9.01
Provision for doubtful debts	-	176.95
Net loss on sale of property plant, equipment	(0.68)	(2.40)
Net gain on sale of investments	(2.51)	(35.57)
Operating profit before working capital changes:	1,637.21	11,000.53
Movements in working capital:		
Decrease/(Increase) in trade receivables	253.99	(3,189.62)
Decrease in loans and advances and other current assets	(1,148.10)	(17.36)
Decrease/(Increase) in inventories	41.68	(30.98)
(Decrease) in liabilities and provisions	(506.28)	(1,413.64)
Cash Generated from Operations	278.50	6,348.93
Direct taxes paid (net of refunds)	222.95	(938.88)
Net cash flow from operating activities (A)	501.45	5,410.05
Cash flows used in investing activities		
Purchase of Property, Plant and Equipment (adjustment of CWIP, capital advances and capital creditors)	(236.41)	(857.97)
Proceeds from sale of property plant and equipment	563.21	8.21
Purchase of investment in subsidiary/associate companies	(751.67)	(6,709.91)
Sale of current investments	441.37	614.48
Proceeds from relinquishment of rights	-	135.00
Short term loans (given)/repaid (to)/by subsidiaries (net)	3,376.22	1,219.00
Net gain on sale of current investments	2.51	35.57
Interest received	181.29	111.02
Net Cash flow used in investing activities (B)	3,576.52	(5,444.60)
Cash flows used in financing activities		
Proceeds from issuance of share capital	23.00	219.06
Payment of Lease liabilities	(1,060.08)	(1,405.36)
Proceeds from long term borrowings	6,534.62	6,309.85
Repayment of long term borrowings	(2,129.49)	(6,207.77)
(Repayment)/ proceeds of short term borrowings	(3,107.40)	4,348.30
Interest paid	(1,885.33)	(3,082.30)
Net Cash flow used in financing activities (C)	(1,624.68)	181.78

Lemon Tree Hotels Limited New Delhi

(₹ In Lakhs)

Particulars	For the year year ended March 31, 2021 (Audited)	For the year year ended March 31, 2020 (Audited)
Net increase in cash and cash equivalents (A + B + C)	2,453.29	147.23
Cash and cash equivalents at the beginning of the year	1,187.83	1,040.60
Cash and cash equivalents at the end of the year	3,641.12	1,187.83
Components of cash and cash equivalents		
Cash on hand	11.77	18.90
Cheques on hand		
Balances with scheduled banks in		
- Current accounts	279.35	1,168.93
- Deposits with original maturity of less than three months	3,350.00	-
Total cash and cash equivalents	3,641.12	1,187.83

10. 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.

11. 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 which is seasonal therefore standalone financial results for the current quarter are not indicative of a full year's operation.

12. Previous period/ year figures has been re-grouped or reclassified, to confirm to such current period/year classification.

By order of the Board
for Lemon Tree Hotels Limited

Place: New Delhi
Date : June 15, 2021

Patanjali G. Keswani
(Chairman & Managing Director)

Lemon Tree Hotels Limited

Q4 FY21 Earnings Presentation

15th June, 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

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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3 12M FY21 Operating Performance Trends

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5 12M FY21 Financial Results

6 Pipeline

7 Annexures

Lemon Tree – Snapshot as on 15th June 2021

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

8,309 rooms; 84 hotels

Pipeline

2,109 rooms; 21 hotels

By CY23 (20% of Branded Mid Market Hotels in India*)

10,418 rooms; 105 hotels

Brand	Current	Pipeline	By FY23
Aurika	139 Rooms; 1 Hotel	669 Rooms; 1 Hotel#	808 Rooms; 2 Hotels
Lemon Tree Premier	2,514 Rooms; 18 Hotels	113 Rooms; 2 Hotels	2,627 Rooms; 20 Hotels
Lemon Tree Hotel	2,867 Rooms; 39 Hotels	1,207 Rooms; 16 Hotels	4074 Rooms; 55 Hotels
Red Fox Hotel	1,423 Rooms; 12 Hotels	80 Rooms; 1 Hotel	1,503 Rooms; 13 Hotels
Keys	1,366 Rooms; 14 Hotels	40 Rooms; 1 Hotel	1,406 Rooms; 15 Hotels

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

#Aurika, Mumbai International Airport is now approved to be built with 669 rooms in place of the earlier approval of 577 rooms

Lemon Tree – Portfolio

Key Statistics

	Q4 FY20	Q4 FY21	YoY Var (%)
Cities	48	52	8%
Hotels	80	84	5%
Rooms	8,006	8,309	4%
Loyalty Members	1.16 mn	1.30 mn*	12%

*Notes: *Loyalty Members for Q4-FY21 is as of 31st January 2021*

Chairman & Managing Director's Message

Commenting on the performance for Q4 FY21, Mr. Patanjali Keswani, Chairman & Managing Director – Lemon Tree Hotels Limited said,

"The quarter gone by, started on a steady note for us, with a sustained recovery in markets and sequential improvement in consumption on the leisure front. Additionally, we saw improved demand coming in for weddings, staycations, and social events during the fourth quarter. Accordingly, our operating inventory increased from 91.2% of our total inventory in Q3 FY21 to 93.4% in Q4 FY21. Our occupancy on full inventory improved from 42.4% in Q3 FY21 to 56% in Q4 FY21. Total revenues from operations increased 39.1% QoQ to Rs 95.1 Cr in Q4 FY21.

From an operating model perspective, there has been a concerted focus on cost management across verticals. We now operate a much leaner model backed by sustained cost-optimization measures, which enabled us to close the year with EBITDA of Rs. 30.4 Cr, EBITDA margins of 31.4% and net cash profit (PAT + Depreciation) of Rs. (0.60) Cr in Q4 FY21, this was in spite of a reduction of 46% in revenue vis-à-vis Q4FY20. Gross debt at the end of FY21 stood at Rs. 1,685 Cr and after adjusting for about Rs 141 Cr cash, our net debt was Rs 1544 Cr or about 0.50% more than the net debt at the end of FY20. During this 12-month period, ie. end FY20 to end FY21, we also successfully lowered our average cost of borrowings by 130bps from 9.6% to 8.3%. and we are hopeful this will further reduce in this/coming quarters. In the face of adversity, we believe we have emerged stronger with a learning curve that has empowered us to be more resilient and cost-effective in our business approach.

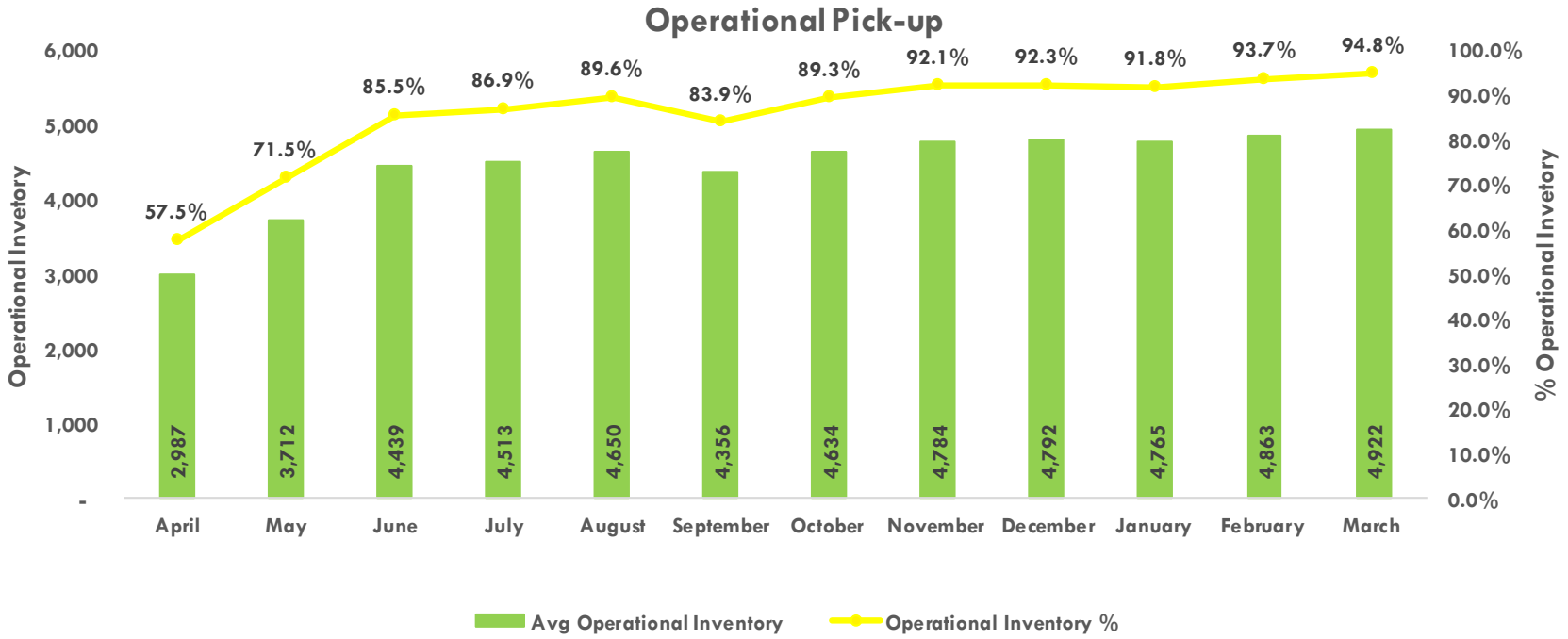
During the quarter, we have expanded our managed hotels vertical through new launches in the domestic market such as Bhubaneswar, Aligarh and Vijayawada. I am also pleased to share that we have signed a License Agreement for an upcoming hotel at Biratnagar. This hotel will be our third property in Nepal. All these hotels are strategically located at famous tourist spots and are in sync with our strategy to go asset-light through the managed hotels vertical by leveraging our strong brand in the industry.

While we saw sustained momentum in demand and consumer sentiments in the quarter gone by, the environment has evolved now with the second wave of the pandemic. We have recently joined hands with the Government and hospitals by converting some of our hotels as quarantine facilities. Lemon Tree has allocated around 6 hotels to various hospitals in Gurugram, Delhi, Bengaluru, and Hyderabad for mild Covid patients. We believe we are better prepared this time and already have all the protocols in place to handle the impact to a certain extent.

From an Industry standpoint, given the increasing consumer inclination for hygiene and safety, we are gradually seeing a structural shift towards a preference for branded hotel players. This should drive consolidation in the domestic space, boding well for organized and branded players, including Lemon Tree Hotels in the medium to longer term. Moreover, as cases across the country subside and with vaccination drives expected to accelerate in the coming months, we expect the demand environment to stabilize sooner than later. This should help drive a gradual and sustainable uptick in performance for Lemon Tree going forward."

FY21 Operating Performance Trends

Increasing Operational Inventory

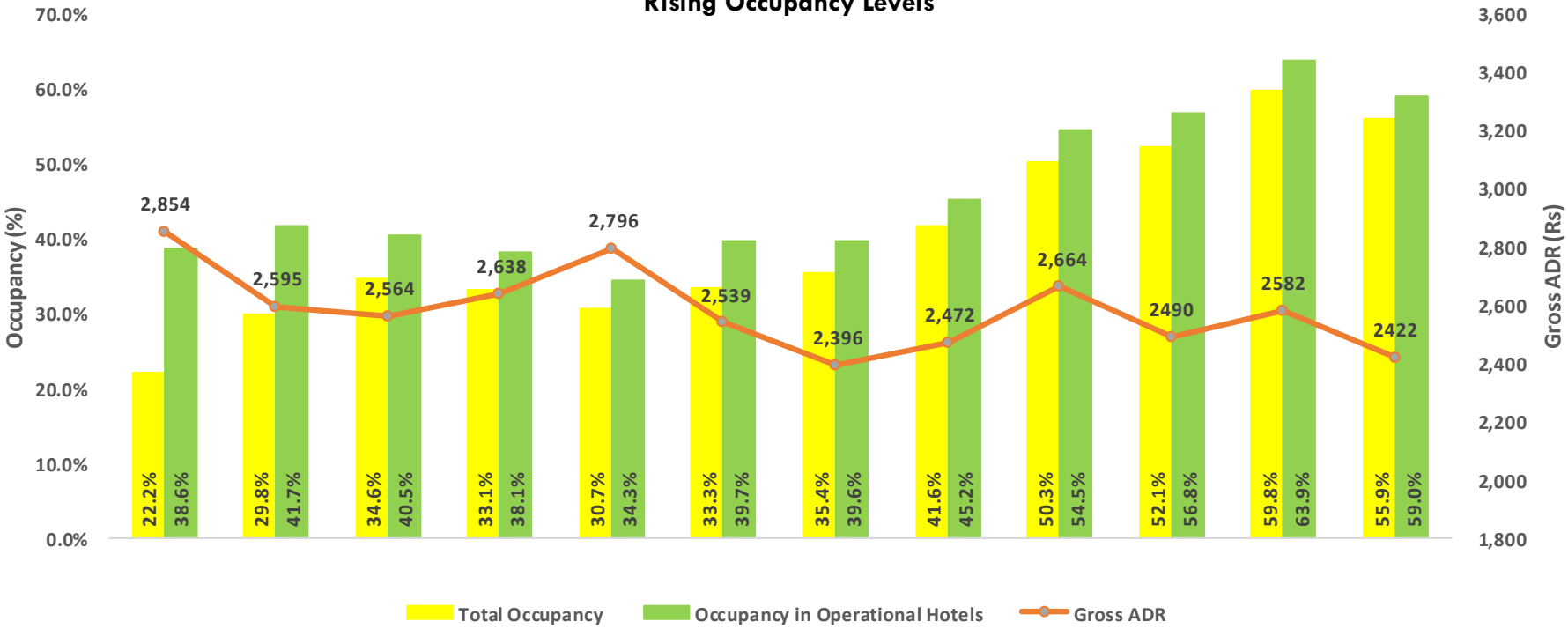


Trends for the 5,192 owned/leased rooms

FY21 Operating Performance Trends

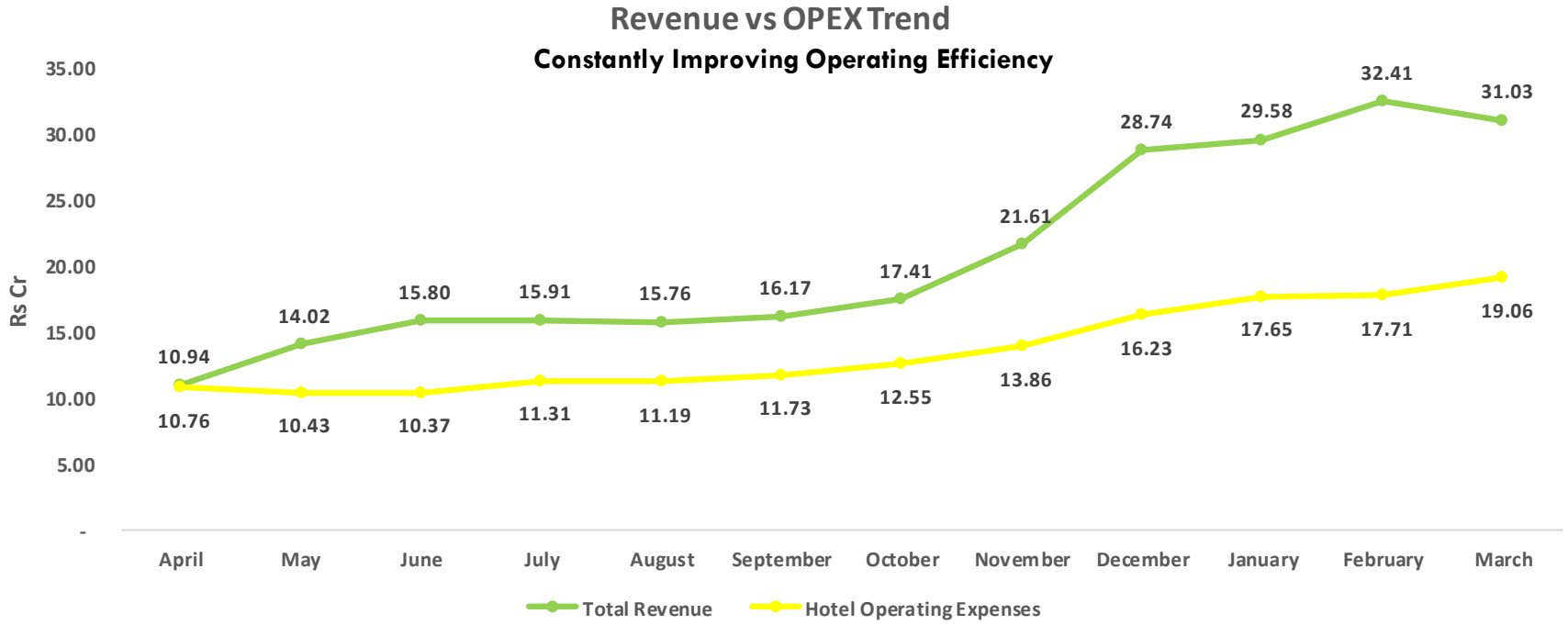
Occupancy-ADR Trend

Rising Occupancy Levels



Trends for the 5,192 owned/leased rooms

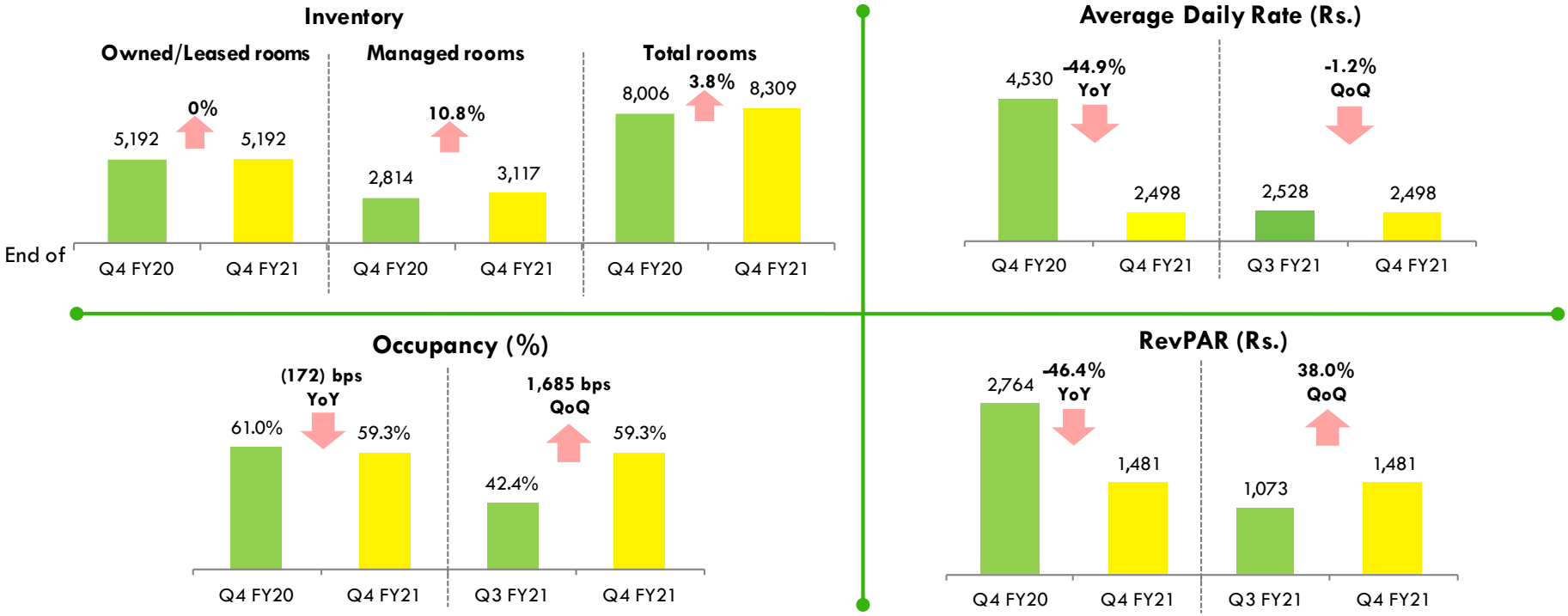
FY21 Operating Performance Trends



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)*

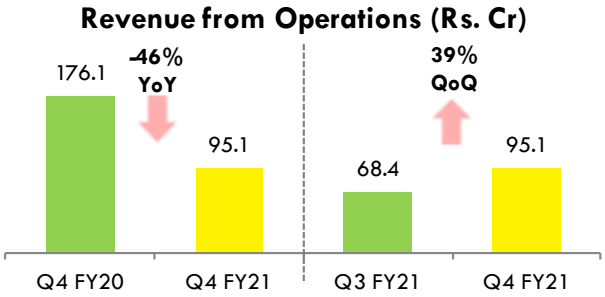
Q4 FY21 Performance Highlights – Operational Metrics (Consolidated)

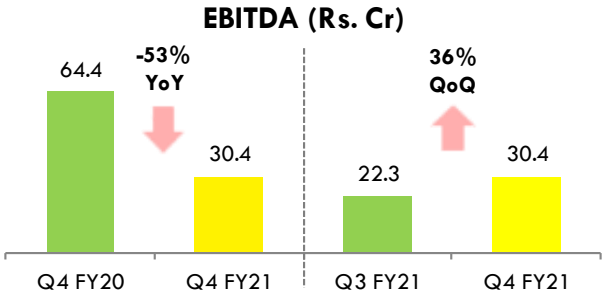


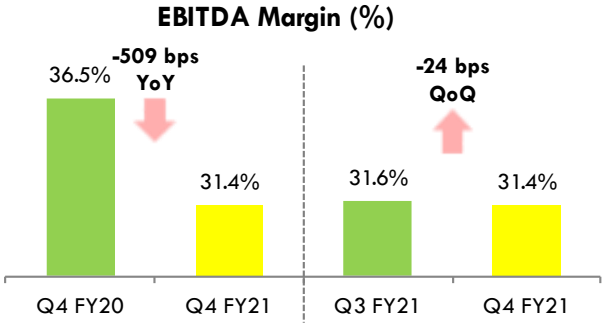
Notes:

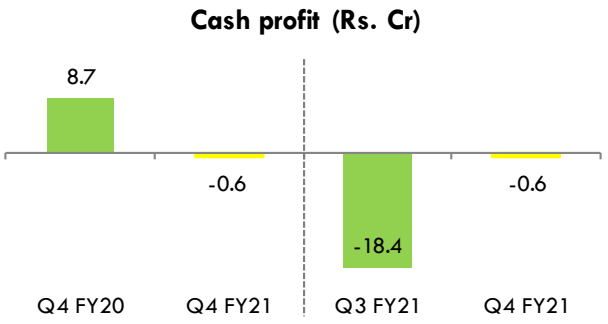
1. *ADR, Occupancy and RevPAR are for our owned and leased hotels only.*

Q4 FY21 Performance Highlights – Financial Metrics (Consolidated)









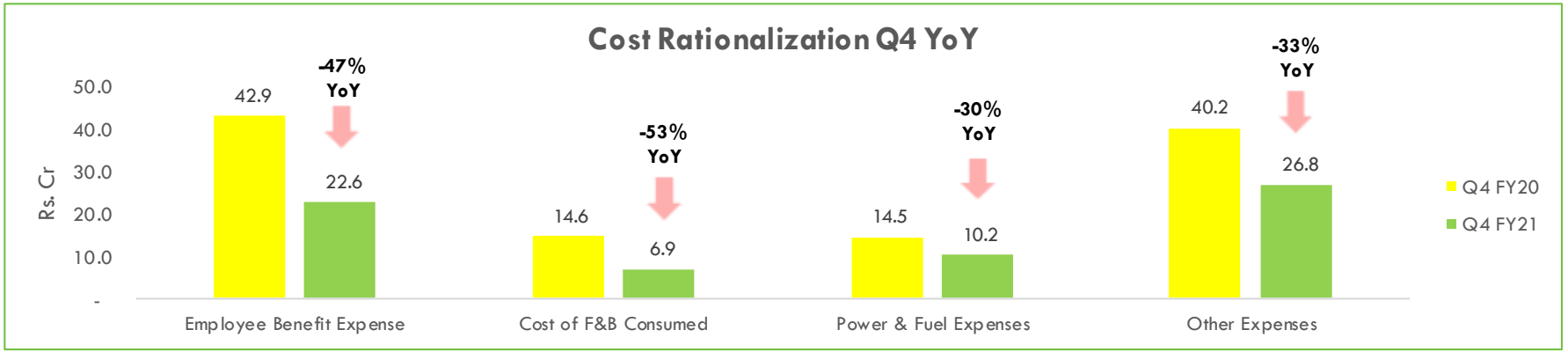
Notes: Cash Profit is calculated as PAT + Depreciation

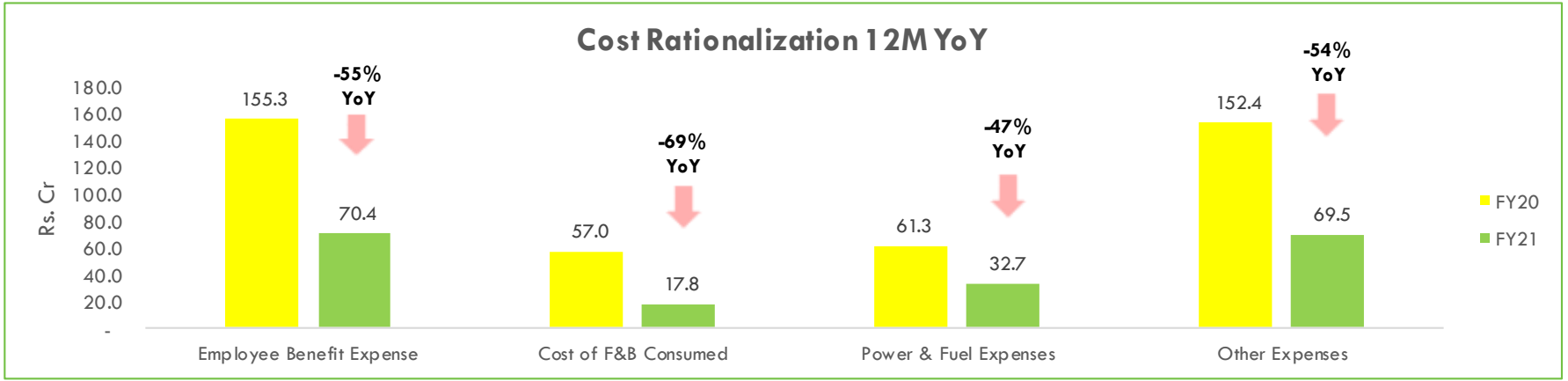
Consolidated Profit & Loss Statement – Q4 FY21

Rs. Cr	Q4 FY20	Q3 FY21	Q4 FY21	QoQ Change (%)	YoY Change (%)
Revenue from operations	**176.1**	**68.4**	**95.1**	**39.1%**	**-46.0%**
Other income	0.4	2.2	1.9	-15.4%	356.8%
Total expenses	**112.2**	**48.3**	**66.6**	**37.8%**	**-40.7%**
EBITDA	**64.4**	**22.3**	**30.4**	**36.3%**	**-52.7%**
EBITDA margin (%)	**36.5%**	**31.6%**	**31.4%**	**(24)**	**(509)**
EBITDA w/o Other Income	**63.9**	**20.1**	**28.5**	**42.1%**	**-55.4%**
EBITDA margin before Other Income (%)	**36.3%**	**29.4%**	**30.0%**	**63**	**(630)**
Finance costs	49.5	47.5	44.5	-6.3%	-10.0%
Depreciation & amortization	27.7	27.3	26.1	-4.5%	-5.9%
PBT	**(13.5)**	**(50.5)**	**(40.9)**	**NA**	**NA**
Tax expense	5.6	(4.8)	(14.2)	NA	NA
PAT	**(19.0)**	**(45.7)**	**(26.7)**	**NA**	**NA**
Cash Profit	**8.7**	**(18.4)**	**(0.6)**	**NA**	**NA**

Note: Cash Profit is calculated as PAT + Depreciation

Consolidated Expenses – FY20 vs FY21





Consolidated Profit & Loss Statement Breakup – Q4 FY21

Rs. Cr	Total without Keys Hotels			Keys Hotels			Total		
	Q4FY20	Q4FY21	YoY Change (%)	Q4FY20	Q4FY21	YoY Change (%)	Q4FY20	Q4FY21	YoY Change (%)
Inventory	4,256	4,256	0%	936	936	0%	5,192	5,192	0%
ADR	4,856	2,745	-43%	2,751	1,209	-56%	4,530	2,498	-45%
Occupancy	62.9%	60.7%	(222)	52.4%	53.0%	58	61.0%	59.3%	(172)
RevPAR	3,055	1,666	-45%	1,441	640	-56%	2,764	1,481	-46%
Revenue from Operations	**158.7**	**86.8**	**-45.3%**	**17.5**	**8.3**	**-52.6%**	**176.1**	**95.1**	**-46.0%**
Other Income	0.4	2.1	397.2%	0.0	(0.2)	NA	0.4	1.9	356.8%
Total expenses	96.7	59.1	-38.9%	15.5	7.5	-51.8%	112.2	66.6	-40.7%
EBITDA	**62.4**	**29.8**	**-52.3%**	**2.0**	**0.6**	**-67.1%**	**64.4**	**30.4**	**-52.7%**
EBITDA Margin (%)	**39.2%**	**33.5%**	***(572)***	**11.2%**	**7.9%**	***(327)***	**36.5%**	**31.4%**	***(509)***
EBITDA w/o Other Income	**62.0**	**27.7**	**-55.3%**	**2.0**	**0.8**	**-58.5%**	**63.9**	**28.5**	**-55.4%**
EBITDA margin before Other Income (%)	*39.1%*	31.9%	*(714)*	*11.2%*	9.8%	*(141)*	36.3%	30.0%	*(630)*
PBT	**(7.9)**	**(36.5)**	**NA**	**(5.6)**	**(4.4)**	**NA**	**(13.5)**	**(40.9)**	**NA**

Operational Performance by Brands & Region – Q4 FY20 vs. Q4 FY21 (On Full inventory basis)

Parameters	Occupancy Rate (%)			Average Daily Rate (Rs.)			Hotel level EBITDAR/room (Rs. Lacs)			Hotel level EBITDAR Margin		
By Brand (#Rooms)	**Q4 FY20**	**Q4 FY21**	**Change (bps)**	**Q4 FY20**	**Q4 FY21**	**Change (%)**	**Q4 FY20**	**Q4 FY21**	**Change (%)**	**Q4 FY20**	**Q4 FY21**	**Change (bps)**
Aurika (139)	**29.41%**	**45.11%**	1,570	**14,041**	**10,195**	-27.40%	**2.2**	**3.8**	72.74%	**40.47%**	**61.70%**	2,123
Lemon Tree Premier (1,603)	**63.36%**	**71.71%**	834	**5,683**	**2,624**	-53.83%	**2.0**	**0.6**	-70.16%	**48.08%**	**28.26%**	-1,993
Lemon Tree Hotels (1562)	**65.61%**	**56.81%**	-881	**4,455**	**2,791**	-37.37%	**1.5**	**0.6**	-56.82%	**41.40%**	**34.31%**	-708
Red Fox Hotels (952)	**62.62%**	**50.78%**	-1,184	**3,504**	**1,984**	-43.38%	**1.0**	**0.6**	-43.81%	**43.38%**	**51.97%**	858
Keys Hotels (936)	**52.39%**	**52.97%**	58	**2,751**	**1,209**	-56.05%	**0.3**	**0.2**	-30.25%	**14.08%**	**22.74%**	866

Parameters	Occupancy Rate (%)			Average Daily Rate (Rs.)			Hotel level EBITDAR/room (Rs. Lacs)			Hotel level EBITDAR Margin		
By City (#Rooms)	**Q4 FY20**	**Q4 FY21**	**Change (bps)**	**Q4 FY20**	**Q4 FY21**	**Change (%)**	**Q4 FY20**	**Q4 FY21**	**Change (%)**	**Q4 FY20**	**Q4 FY21**	**Change (bps)**
Delhi (636)	**72.13%**	**74.45%**	231	**5,169**	**2,382**	-53.91%	**2.0**	**0.6**	-67.69%	**44.22%**	**29.86%**	-1,465
Gurugram (529)	**64.61%**	**51.33%**	-1,328	**4,537**	**2,091**	-53.92%	**1.5**	**0.3**	-80.35%	**40.49%**	**20.29%**	-2,020
Hyderabad (663)	**64.28%**	**56.95%**	-734	**4,780**	**2,228**	-53.40%	**1.9**	**0.5**	-72.67%	**52.56%**	**35.76%**	-1,681
Bengaluru (874)	**57.08%**	**49.21%**	-787	**3,941**	**1,567**	-60.23%	**0.8**	**0.1**	-85.30%	**30.74%**	**13.68%**	-1,706
Mumbai (303)	**59.43%**	**80.82%**	2,139	**6,800**	**2,892**	-57.47%	**2.5**	**1.0**	-59.55%	**56.90%**	**41.87%**	-1,503

Discussion on Consolidated Financial & Operational Performance – Q4 FY21

Revenue	* Revenue from operations stood at Rs. 95.1 Cr in Q4 FY21, down 46.0% as compared to Rs. 176.1 Cr in Q4 FY20. On a sequential basis, revenue from operations increased 39.1% from Rs 68.4 Cr in Q3 FY21 * ADR decreased by 44.9% from 4,530 in Q4 FY20 to 2,498 in Q4 FY21. On a sequential basis, ADR decreased by 1.2% from Rs 2,528 in Q3 FY21 * Occupancy on full inventory decreased by 172 bps from 61.0% in Q4 FY20 to 59.3% in Q4 FY21. On a sequential basis, the occupancy on full inventory increased by 1,685 bps from 42.4% in Q3 FY21.
Cost	* Total expenses stood at Rs. 66.5 Cr in Q4 FY21 down 40.7% as compared to Rs 112.2 Cr in Q4 FY20. On a sequential basis, expenses increased by 37.8% from Rs 48.3 Cr in Q3 FY21 due to higher operational inventory & better occupancy
Operating Margins	* EBITDA decreased by 52.7% from Rs 64.4 Cr in Q4 FY20 to Rs 30.4 Cr in Q4 FY21. On a sequential basis, EBITDA increased 36.4% from Rs 22.3 Cr in Q3 FY21. EBITDA without other income increased 42.1% from Rs 20.1 Cr in Q3 FY21 to Rs 28.5 in Q4 FY21 * EBITDA margin contracted by 509 bps from 36.5% in Q4 FY20 to 31.4% in Q4 FY21. On a sequential basis, the EBITDA margin has contracted by 24 bps from 31.6% in Q3 FY21. EBITDA margin without other income expanded by 63 bps to 30.0% in Q4 FY21 from 29.4% in Q3 FY21
Profit after tax	* Profit after tax decreased from Rs (19.0) Cr in Q4 FY20 to Rs (26.7) Cr in Q4 FY21. The PAT in Q3 FY21 was Rs (45.7) Cr * Cash Profit for Q4 FY21 stood at Rs (0.6) Cr vs Rs 8.7 Cr in Q4 FY20. The Cash Profit in Q3 FY21 was Rs (18.4) Cr

Note: Cash Profit is calculated as PAT + Depreciation

Consolidated Profit & Loss Statement – FY21

Rs. Cr	FY20	FY21	YoY Change (%)
Revenue from operations	**669.4**	**251.7**	**-62%**
Other income	5.8	13.3	129%
Total Income	**675.2**	**265.0**	**-61%**
Total expenses	**426.0**	**190.5**	**-55%**
EBITDA	**249.2**	**74.5**	**-70%**
EBITDA w/o Other Income	**243.4**	**61.3**	**-75%**
EBITDA margin (%)	**36.9%**	**28.1%**	**(878)**
Finance costs	161.6	190.5	18%
Depreciation & amortization	92.2	107.6	17%
PBT	**(2.2)**	**(218.7)**	**NA**
Tax expense	10.9	(32.2)	NA
PAT	**(13.1)**	**(186.5)**	**NA**
Cash Profit	**77.6**	**(20.8)**	**NA**

Note: Cash Profit is calculated as PAT + Depreciation + Interest converted into loans

Consolidated Balance Sheet Snapshot – FY21

Rs. Cr	FY20	FY21	YoY Change (%)
Shareholder's Funds	988.9	917.6	-7%
Non-controlling interests	555.9	617.4	11%
Total Shareholder's equity	**1,544.8**	**1,535.0**	**-1%**
Total Debt	1,577.5	1,685.0	6.8%
Other Non-current liabilities	464.3	470.0	1%
Other Current liabilities	176.2	132.2	-25%
Total Equity & Liabilities	**3,762.8**	**3,822.1**	**2%**
Non-current assets	3,615.5	3,581.1	-1%
Current assets	147.3	241.0	64%
Total Assets	**3,762.8**	**3,822.1**	**2%**
Debt to Equity (x)	**1.02**	**1.10**	**7%**
Average cost of borrowing as of 31st March (%)	**9.60%**	**8.28%**	**(132)**

Expansion Plans – Hotels under Development

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

- Total estimated project cost[2] is Rs. 10,060 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, 2021 is Rs. 3,700 Million

#Aurika, Mumbai International Airport is now approved to be built with 669 rooms in place of the earlier approval of 577 rooms.

Expansion Plans – Pipeline of Management Contracts (as on 15th June, 2021)

Management Contracts Pipeline	Rooms	Expected Opening date
Lemon Tree Premier, Coorg	63	Sept-21
Keys Prima, Dehradun	40	Aug-21
Red Fox Hotel, Neelkanth	80	July-21
Lemon Tree Hotel Kalina/BKC, Mumbai	70	Oct-21
Lemon Tree Hotel, Sonamarg	40	Nov-21
Lemon Tree Hotel, Rishikesh	102	Jan-22
Lemon Tree Resort, Mussoorie	40	Jan-22
Management Rooms to be Operational in FY23	**435**	
The Spectrum, Gurgaon (Lemon Tree Serviced apartment)	260	June-22
Lemon Tree Hotel, Bokaro	70	Aug-22
Lemon Tree Hotel, Gulmarg	35	Aug-22
Lemon Tree Hotel, Agra	62	Sept-22
Lemon Tree Hotel, Trivandrum	100	Jan-23
Lemon Tree Hotel, Darjeeling	55	Jan-23
Lemon Tree Hotel, Biratnagar, Nepal	80	Mar-23
Lemon Tree Hotel, Kathmandu, Nepal	75	Sep-23
Lemon Tree Bhangeri Durbar, Nepal	51	Sept-23
Lemon Tree Resort, Thimpu, Bhutan	38	Oct-23
Lemon Tree Premiere, Dindi	50	Uncertain
Lemon Tree Hotel, Ludhiana	60	Uncertain
Total Pipeline	**936**	

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 15th June 2021 - Operational

Operational Portfolio	Owned (incl. on leased land)		Leased		Managed/ Franchised		Total	
15.06.2021	Hotels	Rooms	Hotels	Rooms	Hotels	Rooms	Hotels	Rooms
Aurika	1	139	0	0	0	0	1	139
Lemon Tree Premier	7	1442	2	161	9	911	18	2514
Lemon Tree Hotels	13	1241	4	321	22	1305	39	2867
Red Fox Hotels	5	759	2	193	5	471	12	1423
Keys Prima	0	0	0	0	0	0	0	0
Keys Select	4	633	3	303	5	383	12	1319
Keys Lite	0	0	0	0	2	47	2	47
Total	**30**	**4214**	**11**	**978**	**43**	**3117**	**84**	**8309**

Portfolio Breakup as on 15th June 2021 - Pipeline

Pipeline Portfolio	Owned (incl. on leased land)		Leased		Managed/ Franchised		Total	
15.06.2021	Hotels	Rooms	Hotels	Rooms	Hotels	Rooms	Hotels	Rooms
Aurika#	1	669	0	0	0	0	1	669
Lemon Tree Premier	0	0	0	0	2	113	2	113
Lemon Tree Hotels	1	69	0	0	15	1138	16	1207
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**	**738**	**0**	**0**	**19**	**1371**	**21**	**2109**

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%

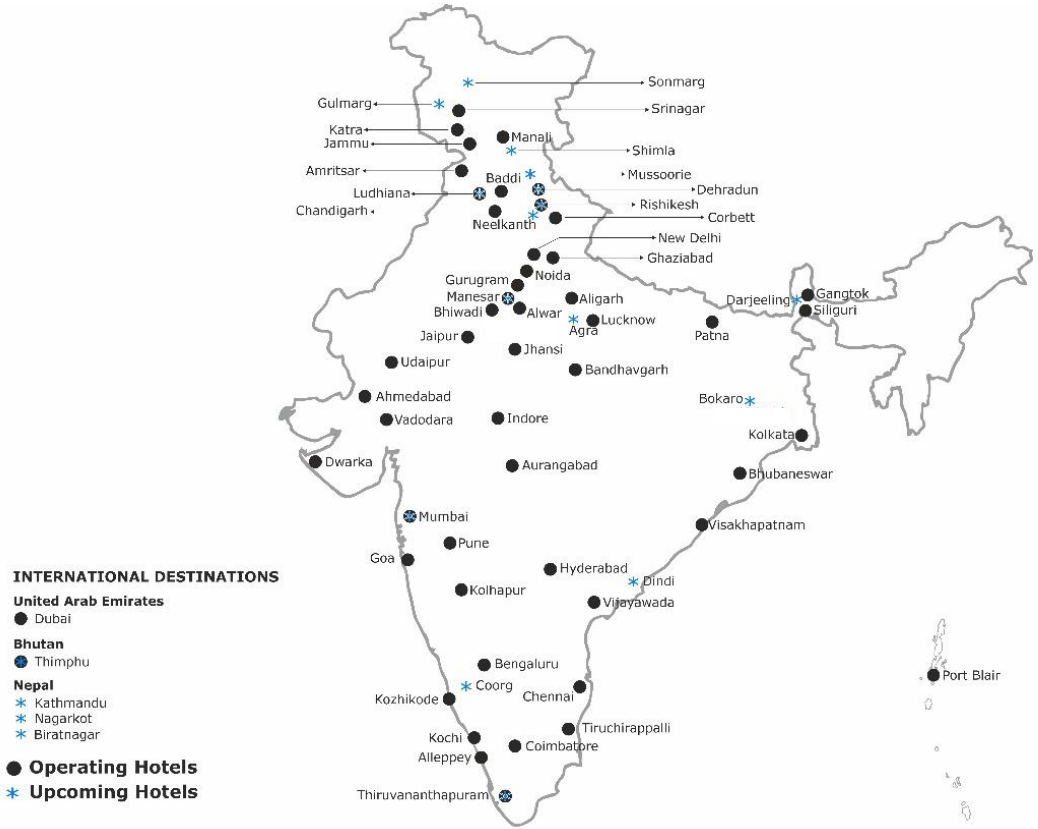
Mumbai: FY20 – 3.2%
FY24E – 6.4%

Pune: FY20 – 9.4%
FY24E – 8.4%

Goa: FY20 – 4.9%
FY24E – 4.3%

Bengaluru: FY20 – 6.1%
FY24E – 4.6%

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%

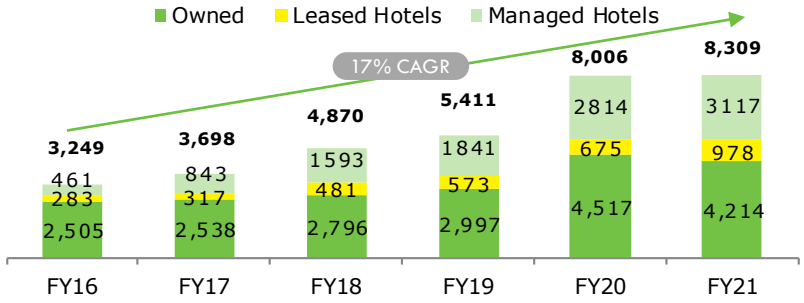
Source : Hotelivate Trends and Opportunities report 2019

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

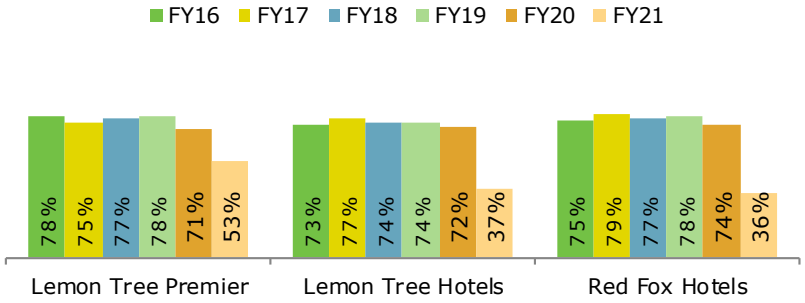
Map updated as of 30th April, 2021

Operating performance

Rooms are being added

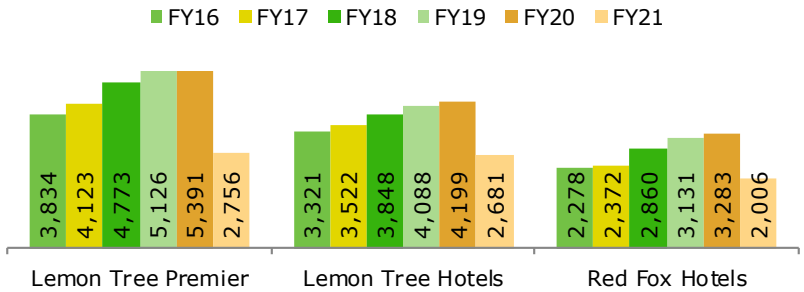


Occupancy

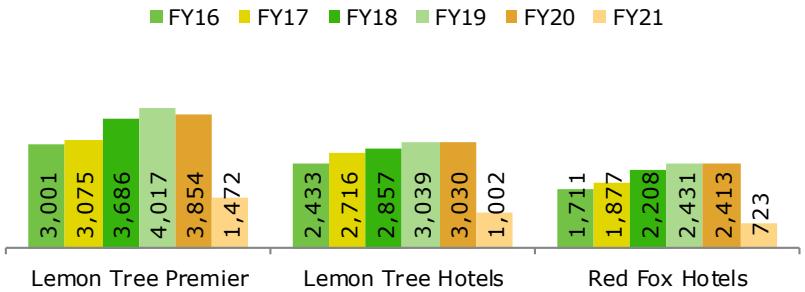


Note: Drop in occupancy levels is on account of second wave of CoVID-19

ADR

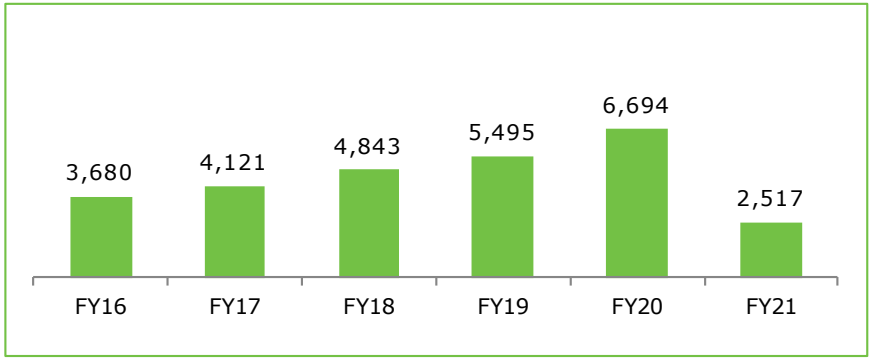


RevPAR

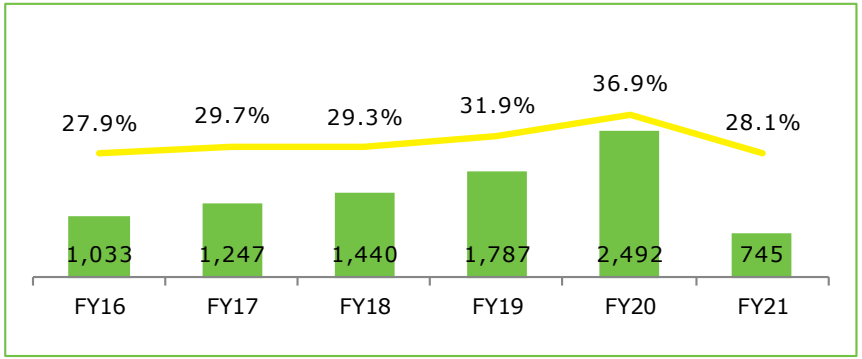


Operating margins

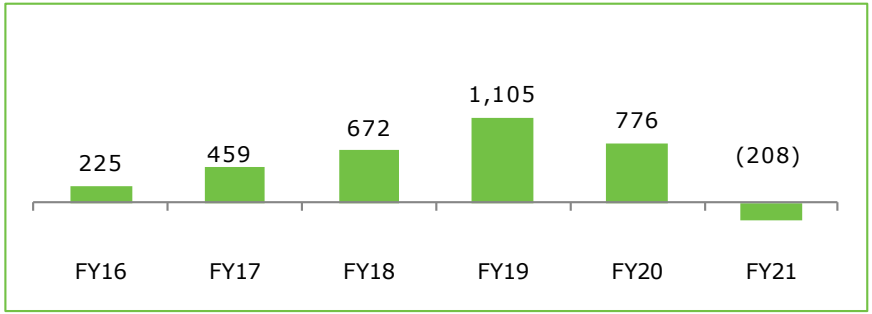
Revenue from operations (Rs. Million)



EBITDA (Rs. Million) & EBITDA margins



Cash profit



Debt to Equity Ratio

Note: FY16 figures are from Lemon Tree Prospectus. FY17, FY18, FY19, FY20 and FY21 figures are from audited balance sheet.
For FY20 and FY21: Cash Profit = PAT + Depreciation + Interest converted into loans; for all remaining years it is PAT +Depreciation

Consolidated Profit & Loss Statement – FY21

Rs. Cr	FY19	FY20	FY21
Revenue from operations	**549.5**	**669.4**	**251.7**
Other income	9.9	5.8	13.3
Total Income	**559.4**	**675.2**	**265.0**
Total expenses	**380.7**	**426.0**	**190.5**
EBITDA	**178.7**	**249.2**	**74.5**
EBITDA w/o Other Income	**168.8**	**243.4**	**61.3**
EBITDA margin (%)	**31.9%**	**36.9%**	**28.1%**
Finance costs	84.7	161.6	190.5
Depreciation & amortization	54.1	92.2	107.6
PBT	**45.3**	**(2.2)**	**(218.7)**
Tax expense	(11.1)	10.9	(32.2)
PAT	**56.4**	**(13.1)**	**(186.5)**
Cash Profit	**110.5**	**77.6**	**(20.8)**

Note: Cash Profit is calculated as PAT + Depreciation + Interest converted into loans

Consolidated Balance Sheet Snapshot – FY21

Rs. Cr	FY19	FY20	FY21
Shareholder's Funds	875.0	988.9	917.6
Non-controlling interests	432.2	555.9	617.4
Total Shareholder's equity	**1,307.2**	**1,544.8**	**1,535.0**
Total Debt	1,204.2	1,577.5	1,685.0
Other Non-current liabilities	38.0	464.3	470.0
Other Current liabilities	222.4	176.2	132.2
Total Equity & Liabilities	**2,771.8**	**3,762.8**	**3,822.1**
Non-current assets	2,575.3	3,615.5	3,581.1
Current assets	196.6	147.3	241.0
Total Assets	**2,771.8**	**3,762.8**	**3,822.1**
Debt to Equity (x)	**0.92**	**1.02**	**1.10**
Average cost of borrowing as of 31st March (%)	**9.40%**	**9.60%**	**8.28%**

Operational Performance by Ageing – FY21 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
	FY21	28	13	0	
Operating Rooms (year-end)	FY20	2,855	715	1,622	738
	FY21	3,278	1,914	-	
Occupancy Rate (%)	FY20	75.2%	67.1%	56.4%	Deep demand Markets (high occupancies)
	FY21	42.1%	35.9%	-	
Average Daily Rate (Rs.)	FY20	4,399	4,027	4,438	2.0x of Adult Hotels in that year*
	FY21	2,531	2,785	-	
Hotel level EBITDAR[2]/room (Rs. Lacs)	FY20	6.9	5.5	2.3	High*
	FY21	1.4	1.6	-	
Hotel level EBITDAR[2] Margin (%)	FY20	44%	39%	39%	High*
	FY21	30%	36%	-	
Hotel level ROCE*[3] (%)	FY20	12%	5%	2%	1.5x of Adult Hotels in that year*
	FY21	2%	1%	-	

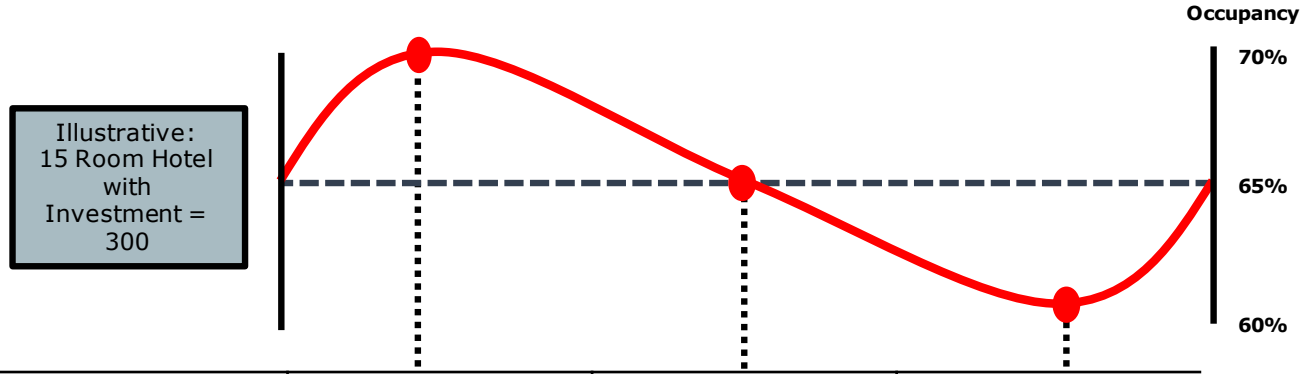
Notes:

1) During the year FY21 4 hotels moved from toddler to adult category, 11 hotels moved from infant to toddler category and no 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

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

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	

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

Conference Call Details

Lemon Tree Hotels Limited (LTH) Q4 and FY21 Earnings Conference Call

Time	• 4:00 PM IST on Wednesday, June 16, 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
Pre-registration	To enable participants to connect to the conference call without having to wait for an operator, please register at the below mentioned link: Click here to ExpressJoin the Call

About Us

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.

LTHL opened its first hotel with 49 rooms in May 2004 and currently operates ~8,300 rooms in 84 hotels across 52 destinations, in India and abroad, under its various brands viz. Aurika Hotels & Resorts, Lemon Tree Premier, Lemon Tree Hotels, Red Fox Hotels, Keys Prima, Keys Select and Keys Lite. As the current pipeline becomes operational, LTHL will be operating ~10,400 rooms in 105 hotels across 64 destinations, in India and abroad.

Lemon Tree Hotels, including Keys Hotels, are located across India, in metro regions including the NCR, Mumbai, Kolkata, Bengaluru, Hyderabad and Chennai, as well as numerous other tier I and II cities such as Pune, Ahmedabad, Chandigarh, Jaipur, Indore, Aurangabad, Udaipur, Vishakhapatnam, Kochi, Ludhiana, Thiruvananthapuram and Vijayawada. The company expanded internationally with hotels opening in Dubai in December 2019 and in Bhutan in February 2020. New hotels are also set to open internationally in Bhutan and Nepal.

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

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