

May 26, 2023

BSE Ltd. P J Towers, Dalal Street, FortMumbai – 400001 <b>Scrip Code: 543272</b>	National Stock Exchange of India Limited (NSE). Exchange Plaza, Bandra Kurla Complex, Bandra East, Mumbai – 400051 <b>Symbol: EASEMYTRIP</b>
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**Subject: Investor Presentation**

Dear Sir/Madam,

Pursuant to Regulation 30 of the Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015 (Listing Regulations), please find enclosed a copy of the presentation made to the investors on the audited standalone and consolidated financial results of the Company for the quarter and year ended 31st March, 2023.

The audio recording and transcript of the Investors Conference will be uploaded on the website of the Company ([www.easemytrip.com](http://www.easemytrip.com)) and the Stock Exchanges, as prescribed under the Listing Regulations.

You are requested to take the aforesaid on record.

**For Easy Trip Planners Limited**

**PRIYANKA**  
**TIWARI**

Digitally signed by  
PRIYANKA TIWARI  
Date: 2023.05.26  
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**Priyanka Tiwari**  
**Group Company Secretary and Chief Compliance Officer**  
**Membership No.: A50412**

**Easy Trip Planners Ltd.**

**Registered office :** Building No. - 223, Patparganj Industrial Area, New Delhi - 110092 (India)

Phone : +91 - 11 43030303, 43131313 | E-mail : [Care@easemytrip.com](mailto:Care@easemytrip.com) | Web: [www.EaseMyTrip.com](http://www.EaseMyTrip.com) | CIN No. L63090DL2008PLC179041

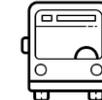


**Incredible India**  
Approved by Ministry of Tourism  
Government of India





  
**EaseMyTrip**.com



**Q4 & FY23 Investor Presentation**

**May 2023**

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# Key Performance Metrix for Q4 & FY23



The **2<sup>nd</sup> Largest** Online Travel Platform  
 Serving more than **14 Mn<sup>^</sup>** Happy Customers

Q4FY23

FY23

Gross Booking Revenue (GBR)  
**INR 2,142.8 Crores**  
 +83% YoY

Adjusted Revenue  
**INR 178.1 Crores**  
 +81% YoY

Gross Booking Revenue (GBR)  
**INR 8,050.6 Crores**  
 +117% YoY

Adjusted Revenue  
**INR 674.9 Crores**  
 +69% YoY

Air Segment Booking\*  
**32.0 lacs**  
 +56% YoY

Profit After Tax (PAT)<sup>#</sup>  
**INR 31.1 Crores**  
 +33% YoY

Air Segment Booking\*  
**115.0 lacs**  
 +62% YoY

Profit After Tax (PAT)<sup>#</sup>  
**INR 134.1 Crores**  
 +27% YoY

\*Air Segments net of Cancellations # Excluding Other Comprehensive income and Minority Interest ^ As of 31<sup>st</sup> March 2023

# Recent milestones achieved by EaseMyTrip (Operational Highlights for Q4FY23)

## Continuing our journey with the world of Sports

- EaseMyTrip entered into an **advertisement agreement** with Capri Global Holdings, who own the franchise rights for one of the new teams in the **Women's Premier League – UP Warriorz**. This agreement will last for 5 years, beginning from the first season, held in March 2023.
- The company became the **associate sponsor** for the **IBA Women's World Championship 2023**. EaseMyTrip received a massive boost to its brand visibility as the company logo was on full display in various merchandise, rooster lists, media docketts and live TV visuals. The tournament was broadcasted on SonyLiv, Sony Ten 1 in HD, and Sdon RODP, and Doordarshan.
- EaseMyTrip also became the **associate sponsor** for the SPP group owned **Chennai Blitz in the Prime Volleyball League**. EaseMyTrip's logo will be emblazoned on the team's jersey shorts on shoulder, official training kits and the team's marketing and communications collaterals and properties like the website and other online traction tools. The indoor stadium will also carry the EaseMyTrip logo banner, which will help expand the reach to millions of people.

## EaseMyTrip awarded as the Best Online Travel Portal in India

- EaseMyTrip was bestowed with one of the most prestigious titles of being the '**Best Online Travel Portal in India**' at the **ET Ascent Business Leader of the Year awards**

## Launched yet another special programme for its customers

- EaseMyTrip launched an invite-only special program for its elite customers – **EMT Royale**. Through this, the customers can avail highly customized and bespoke services pertaining to flight and hotel bookings, and holiday, charter and cruise packages.

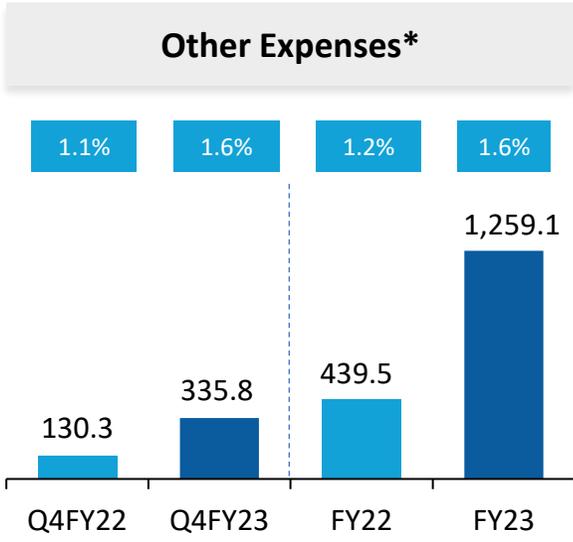
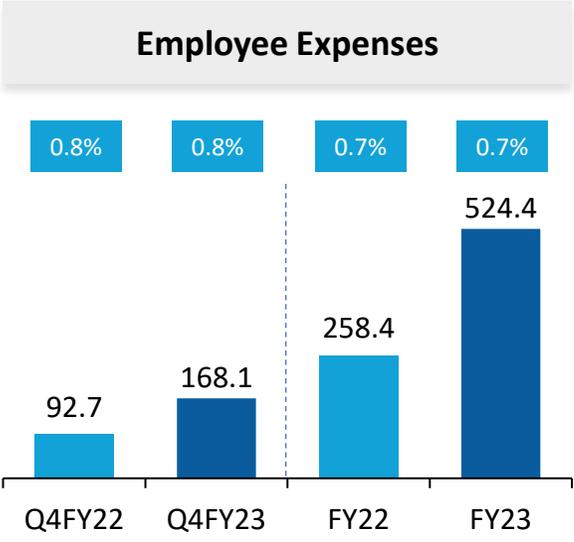
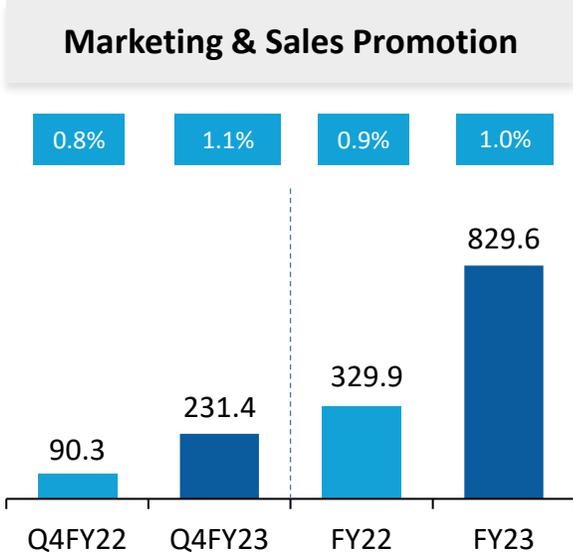
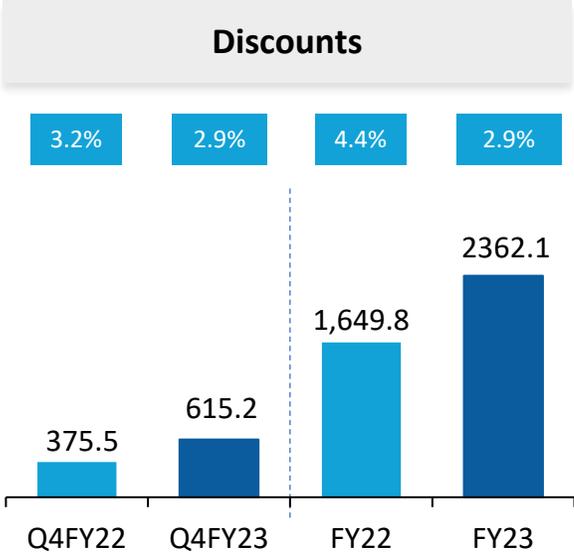
## Kept our focus on strategic marketing collaborations

- EaseMyTrip became the official travel partner at the **Republic Summit 2023**. The EaseMyTrip logo was strategically placed, and the branding was done across ILUs alongside the promotions. Furthermore, there was also a 60-90 second news story that flashed on the Republic Media Network, validating EaseMyTrip as the travel partner of the coveted conference.
- EaseMyTrip teamed up with **Swiggy** to create a unique offering which will enable the brand to tap into each other's user base. EaseMyTrip users will be showcased enticing deals from Swiggy, making their travel planning easier.
- EaseMyTrip and **HT Digital** formed a collaboration wherein the customers of both platforms will now be able to get discounted subscriptions and deals. Through this collaboration, EaseMyTrip is expanding its reach and looking to provide incomparable travel experiences to a broader audience.
- EaseMyTrip and **Interglobe Technology Quotient**, renewed their long-term agreement to have seamless access to Travelport+ (1G) which is an essential travel commerce platform for booking of tickets.

# One of the few new-age technology companies to deliver sustainable profits

Particulars (INR in Mn)	Q4FY23		Q4FY22		Q3FY23		FY23		FY22	
<b>Gross Booking Revenue (GBR)</b>	<b>21,428.0</b>		<b>11,706.6</b>		<b>22,670.1</b>		<b>80,505.6</b>		<b>37,155.9</b>	
<b>Revenue/Income</b>	<b>Amount</b>	<b>% of GBR</b>								
A. Revenue from Operation (as per financials)	1165.9	5.4%	608.5	5.2%	1361.5	6.0%	4488.3	5.6%	2353.7	6.3%
B. Discounts to customers	615.2	2.9%	375.5	3.2%	701.3	3.1%	2362.1	2.9%	1649.8	4.4%
C. Less : Service cost	-	-	-	-	-101.2	-0.4%	-101.2	-0.1%	-	-
<b>Adjusted Revenue (A + B)</b>	<b>1781.1</b>	<b>8.3%</b>	<b>984.0</b>	<b>8.4%</b>	<b>1961.6</b>	<b>8.7%</b>	<b>6749.1</b>	<b>8.4%</b>	<b>4003.5</b>	<b>10.8%</b>
Other Income (Finance + Non Operating)	42.0	0.2%	45.9	0.4%	37.2	0.2%	153.7	0.2%	143.9	0.4%
<b>Adjusted Income</b>	<b>1823.1</b>	<b>8.5%</b>	<b>1029.9</b>	<b>8.8%</b>	<b>1998.8</b>	<b>8.8%</b>	<b>6902.9</b>	<b>8.6%</b>	<b>4147.4</b>	<b>11.2%</b>
<b>Total Expense</b>										
Discounts to customers	615.2	2.9%	375.5	3.2%	701.3	3.1%	2362.1	2.9%	1649.8	4.4%
Cost of material consumed	6.4	0.0%	1.4	0.0%	3.7	0.0%	15.3	0.0%	1.4	0.0%
Employee Expenses	168.1	0.8%	92.7	0.8%	142.9	0.6%	524.4	0.7%	258.4	0.7%
Marketing & Sales Promotion	231.4	1.1%	90.3	0.8%	197.1	0.9%	829.6	1.0%	329.9	0.9%
Payment Gateway Charges	132.4	0.6%	74.4	0.6%	154.4	0.7%	543.3	0.7%	247.2	0.7%
Other Expenses	203.4	0.9%	55.9	0.5%	210.1	0.9%	715.8	0.9%	192.3	0.5%
Finance Cost	12.6	0.1%	8.4	0.1%	10.3	0.0%	34.1	0.0%	19.5	0.1%
Depreciation	9.4	0.0%	6.7	0.1%	6.3	0.0%	29.0	0.0%	13.4	0.0%
<b>Total Expense</b>	<b>1378.9</b>	<b>6.4%</b>	<b>705.3</b>	<b>6.0%</b>	<b>1426.1</b>	<b>6.3%</b>	<b>5053.5</b>	<b>6.3%</b>	<b>2711.7</b>	<b>7.3%</b>
<b>PBT</b>	<b>444.3</b>	<b>2.1%</b>	<b>324.6</b>	<b>2.8%</b>	<b>572.7</b>	<b>2.5%</b>	<b>1849.4</b>	<b>2.3%</b>	<b>1435.7</b>	<b>3.9%</b>
Tax	133.7		91.2		155.8		508.4		376.4	
Other Comprehensive Income	-1.0		-1.5		-10.7		-0.7		-1.9	
<b>PAT (including Other Comprehensive Income)</b>	<b>309.6</b>	<b>1.4%</b>	<b>231.9</b>	<b>2.0%</b>	<b>406.2</b>	<b>1.8%</b>	<b>1340.3</b>	<b>1.7%</b>	<b>1057.3</b>	<b>2.8%</b>

# Attaining even better Operational Efficiencies

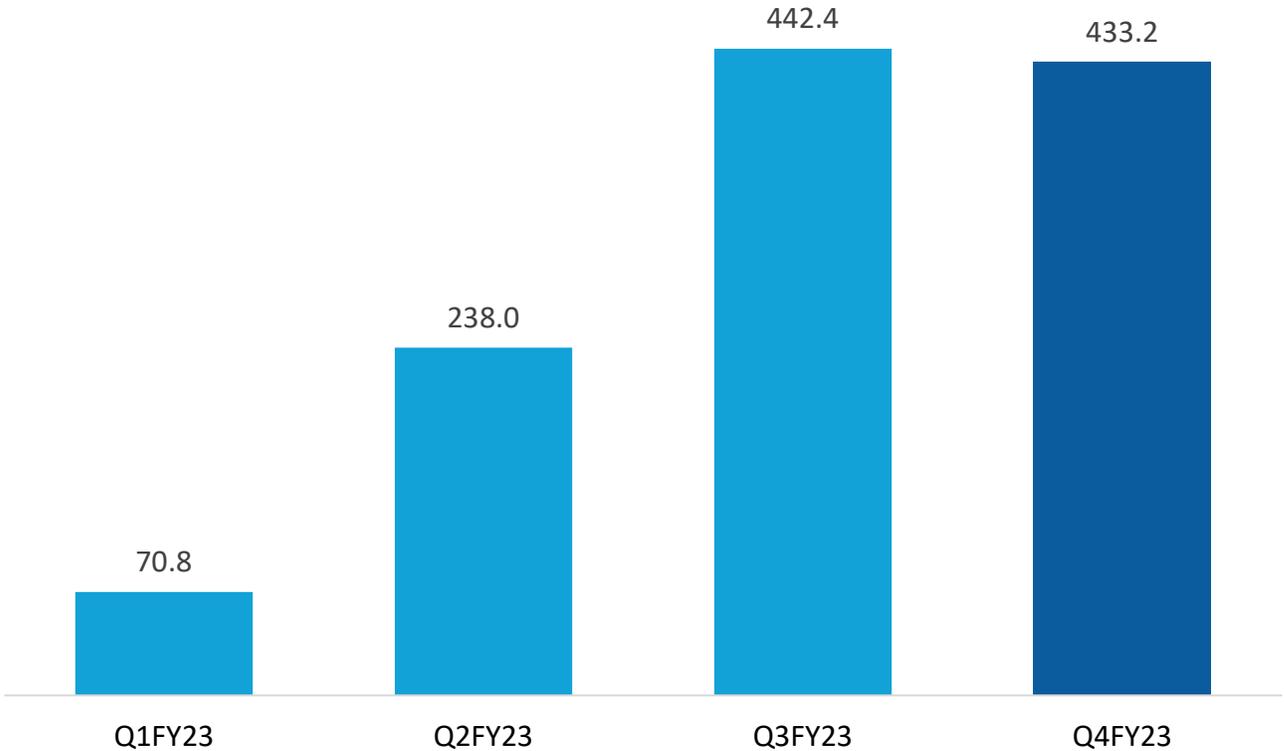


- ✓ During FY23, we gave out various discounts and schemes during the multiple Sales period, to give our customer the best prices possible for their travel needs. Despite that, our discounts as a % of GBR has come down to 2.9% in FY23 as compared to 4.4% in FY22. For Q4FY23, this figure was at 2.9% as compared to 3.2% in Q4FY22
- ✓ As we continue to invest in our brand, our Marketing and Sales Promotion expenses as a % of GBR were at 1.0% in FY23, marginally up from 0.9% in FY22. For Q4FY23, this figure was at 1.1% as compared to 0.8% in Q4FY22
- ✓ Our employees continue to be our biggest strength and we continue to invest in our human capital. Employee expenses as a % of GBR continue to remain stable at 0.7% in FY23, similar to FY22. For Q4FY23 and Q4FY22, Employee expenses were at 0.8% of GBR
- ✓ Other expenses saw an increase during the year, going up to 1.6% of GBR in FY23 as compared to 1.2% of GBR in FY22. In Q4FY23, Other expenses were at 1.6% of GBR, as against 1.1% of GBR in Q4FY22

# Dubai Office Growing Exponentially

## GBR from Dubai Office

INR in Millions

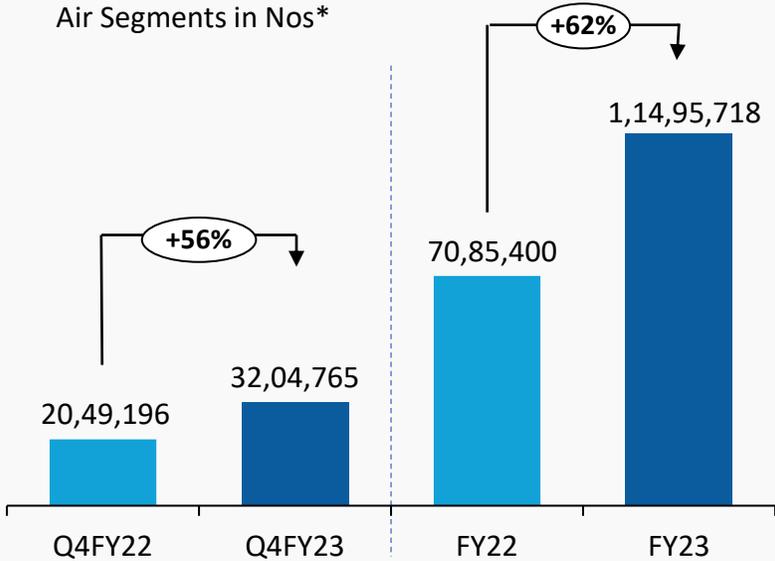


The Dubai business has continued to thrive, crossing the INR 1,000 million milestone in Gross Booking Revenue in the first year of its operation.

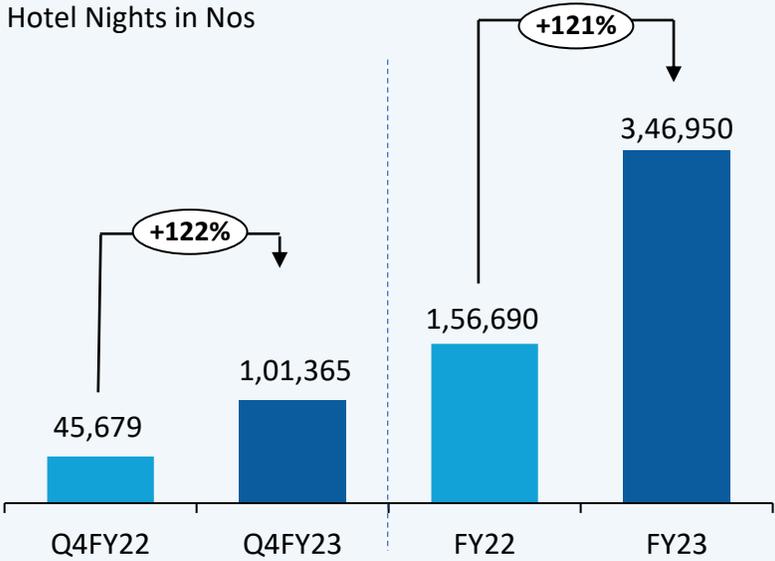
The GBR generated from Dubai in **Q4FY23** stood at **INR 433.2 million**, contributing to the **FY23** Gross Booking Revenue of **INR 1,184.4 million**.

# Q4 & FY23 Operational Performance

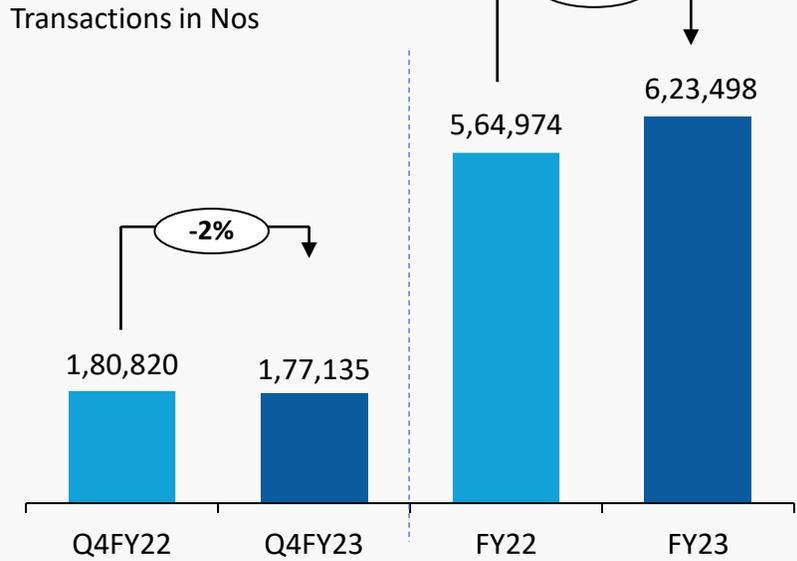
## Flights



## Hotels



## Trains, Buses & Others

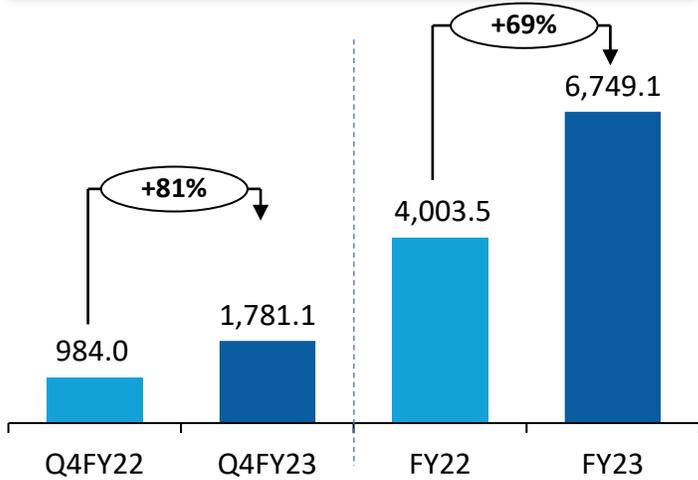


- ✓ On account of our consistent brand building exercises, strategic collaborations and our “No Convenience Fee” strategy, we have witnessed broad-based growth in the volumes this fiscal.
- ✓ The air segment volumes witnessed an impressive 62% growth in FY23, as compared to FY22, as we are seeing a good recovery in the demand for travel, especially in the domestic market. In Q4FY23, our air segment volumes have increased by 56% as compared to Q4FY22.
- ✓ As we remain focused on improving our non-air segments, the hotels segment recorded massive growth in this year. For FY23, the hotels segment grew by a whopping 121% YoY and Q4FY23 witnessed a 122% growth as compared to Q4FY22.
- ✓ Our Trains, Buses and Others segment also witnessed decent growth in FY23, as it grew by 10% as compared to FY22.

\*Air Segments net of Cancellations

# Q4 & FY23 Financial Highlights

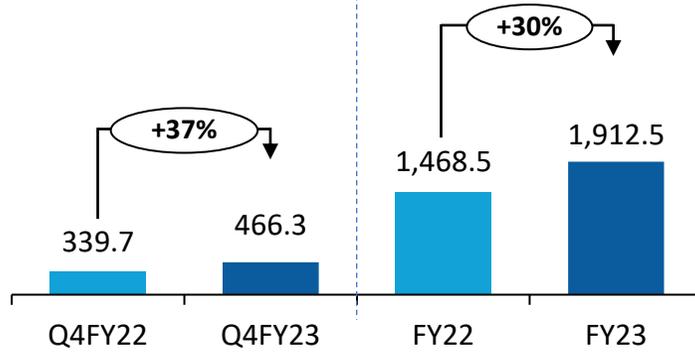
## Adjusted Revenue



### Adjusted Revenue

- ✓ Our Adjusted Revenue for Q4FY23 stood at INR 1,781.1 million, witnessing a remarkable 81% growth YoY, from 984.0 million in Q4FY22.
- ✓ For FY23, our Adjusted Revenue recorded a 69% growth, reaching INR 6,749.1 million in FY23, as against 4,003.5 million in FY22.

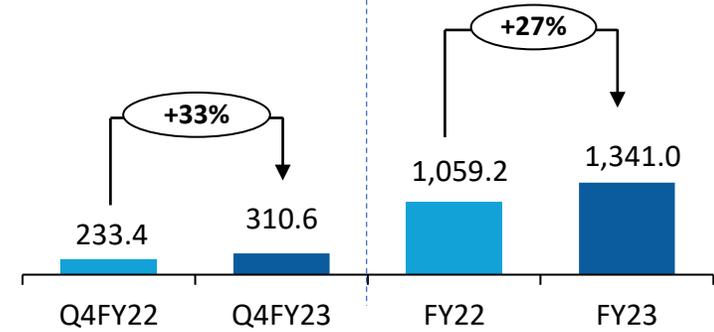
## EBITDA



### EBITDA

- ✓ EBITDA for Q4FY23 was at INR 466.3 million as against INR 339.7 million in Q4FY22, growing by 37%.
- ✓ For FY23, EBITDA recorded a 30% growth, growing to INR 1,912.5 million in FY23 from INR 1,468.5 million in FY22.

## PAT\*



### PAT\*

- ✓ We continue our tradition of remaining profitable and witnessed a good growth of 33% in PAT during the quarter. PAT for Q4FY23 stood at INR 310.6 million, as against INR 233.4 million in Q4FY22.
- ✓ PAT for FY23 stood at INR 1,341.0 million, as against INR 1,059.2 million registering a growth of 27%.

# Q4 & FY23 Consolidated Profit & Loss Account

<b>Profit &amp; Loss Statement (INR in Mn)</b>	<b>Q4FY23</b>	<b>Q4FY22</b>	<b>Y-o-Y</b>	<b>Q3FY23</b>	<b>Q-o-Q</b>	<b>FY23</b>	<b>FY22</b>	<b>Y-o-Y</b>
Revenue from Operations	1165.9	608.5	91.6%	1361.5	-14.4%	4488.3	2353.7	90.7%
Other Income	42.0	45.9	-8.4%	37.2	12.9%	153.7	143.9	6.8%
<b>Total Income</b>	<b>1207.9</b>	<b>654.4</b>	<b>84.6%</b>	<b>1398.7</b>	<b>-13.6%</b>	<b>4642.0</b>	<b>2497.6</b>	<b>85.9%</b>
Service Cost	-	-	-	101.2		101.2	0.0	
Marketing & Sales Promotion	231.4	90.3	156.4%	197.1	17.4%	829.6	329.9	151.5%
Employee Benefits Expense	168.1	92.7	81.3%	142.9	17.6%	524.4	258.4	102.9%
Other Expenses	342.2	131.7	159.8%	368.2	-7.1%	1274.4	440.9	189.1%
<b>EBITDA</b>	<b>466.3</b>	<b>339.7</b>	<b>37.3%</b>	<b>589.3</b>	<b>-20.9%</b>	<b>1912.5</b>	<b>1468.5</b>	<b>30.2%</b>
<b>EBITDA %</b>	<b>38.6%</b>	<b>51.9%</b>		<b>42.1%</b>		<b>41.2%</b>	<b>58.8%</b>	
Depreciation and Amortisation Expense	9.4	6.7	38.9%	6.3	48.4%	29.0	13.4	117.2%
<b>EBIT</b>	<b>456.9</b>	<b>333.0</b>	<b>37.2%</b>	<b>583.0</b>	<b>-21.6%</b>	<b>1833.4</b>	<b>1455.1</b>	<b>26.0%</b>
Finance Costs	12.6	8.4	50.4%	10.3	22.8%	34.1	19.5	75.0%
<b>PBT</b>	<b>444.3</b>	<b>324.6</b>	<b>36.9%</b>	<b>572.7</b>	<b>-22.4%</b>	<b>1849.4</b>	<b>1435.7</b>	<b>28.8%</b>
Total Tax Expense	133.7	91.2	46.6%	155.8	-14.2%	508.4	376.4	35.0%
<b>Profit for the year</b>	<b>310.6</b>	<b>233.4</b>	<b>33.1%</b>	<b>416.9</b>	<b>-25.5%</b>	<b>1341.0</b>	<b>1059.2</b>	<b>26.6%</b>
<b>PAT %</b>	<b>25.7%</b>	<b>35.7%</b>		<b>29.8%</b>		<b>28.9%</b>	<b>42.4%</b>	
Other Comprehensive Income for the year	-1.0	-1.5		-10.7		-0.7	-1.9	
<b>Total Comprehensive Income for the year</b>	<b>309.6</b>	<b>231.9</b>	<b>33.5%</b>	<b>406.2</b>	<b>33.5%</b>	<b>1340.3</b>	<b>1057.3</b>	<b>26.8%</b>
EPS (INR)	0.18	0.13		0.24		0.77	0.61	

\* Historical EPS are calculated based on 173.832 Crs Shares i.e. post split share (from Rs 2 to Rs 1) and bonus issue (3:1) w.e.f 21st Nov 2022



## Historical Financials

# Historical Consolidated Profit & Loss Account

Profit & Loss Statement (INR in Mn)	Mar-23	Mar-22	Mar-21	Mar-20	Mar-19
Revenue from Operations	4,488.3	2,353.7	1,385.0	1,620.5	1,311.9
Other Income	153.7	143.9	122.6	189.6	199.2
<b>Total Revenue</b>	<b>4,642.0</b>	<b>2,497.6</b>	<b>1,507.6</b>	<b>1,810.1</b>	<b>1,511.1</b>
Employee Benefits Expense	524.4	258.4	210.4	302.0	220.2
Other Expenses	2205.1	770.7	421.4	1,009.2	842.8
<b>EBITDA</b>	<b>1,912.5</b>	<b>1,468.5</b>	<b>875.8</b>	<b>498.9</b>	<b>448.1</b>
<b>EBITDA %</b>	<b>41.2%</b>	<b>58.8%</b>	<b>58.1%</b>	<b>27.6%</b>	<b>29.7%</b>
Depreciation and Amortisation Expense	29.0	13.4	6.6	7.1	4.6
<b>EBIT</b>	<b>1833.4</b>	<b>1,455.2</b>	<b>869.2</b>	<b>491.8</b>	<b>443.4</b>
Finance Costs	34.1	19.5	35.3	33.0	31.7
<b>PBT</b>	<b>1,849.4</b>	<b>1,435.7</b>	<b>833.9</b>	<b>458.8</b>	<b>411.8</b>
Total Tax Expense	508.4	376.5	223.8	129.0	118.4
<b>Profit for the year</b>	<b>1,341.0</b>	<b>1,059.2</b>	<b>610.1</b>	<b>329.8</b>	<b>293.4</b>
<b>PAT %</b>	<b>28.9%</b>	<b>42.4%</b>	<b>40.5%</b>	<b>18.2%</b>	<b>19.4%</b>
Discontinued Operations		0.0	0.0	0.0	-53.5
Other Comprehensive Income for the year	-0.7	-1.9	4.0	0.4	-0.2
<b>Total Comprehensive Income for the year</b>	<b>1340.3</b>	<b>1,057.3</b>	<b>614.1</b>	<b>330.2</b>	<b>239.7</b>
EPS	0.8	0.6	2.8	1.5	1.4

Note: Historical EPS does not account for Share split (from Rs 2 to Rs 1) and bonus issue (3:1) effected on 21st Nov 2022

# Historical Consolidated Balance Sheet

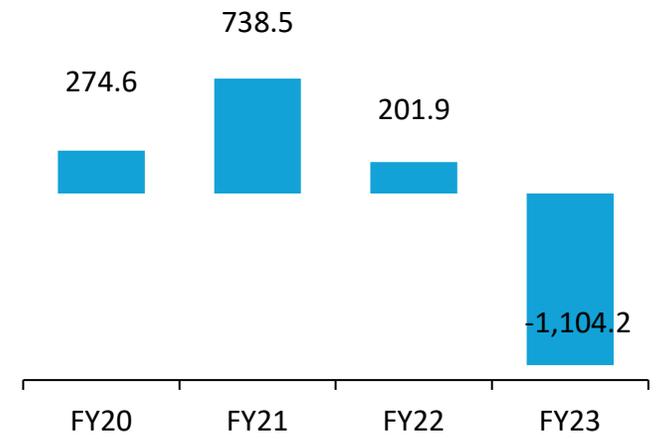
Equity & Liabilities (Mn)	FY23	FY22
Equity Share Capital	1738.3	434.6
Other Equity	1961.6	1924.0
<b>Equity attributable to equity holders of the Group</b>	<b>3699.9</b>	<b>2358.6</b>
Non-controlling interests	3.6	-
<b>Total Equity</b>	<b>3703.5</b>	<b>2358.6</b>
Financial Liabilities		
Lease Liabilities	34.7	-
Contract Liabilities	-	-
Provisions	38.1	29.9
Borrowings	1.1	-
<b>Total Non-Current Liabilities</b>	<b>73.8</b>	<b>29.9</b>
Financial Liabilities		
(i) Borrowings	825.2	503.9
(ii) Trade payables	726.1	346.5
(iii) Other Financial Liabilities	680.0	1106.5
(iv) Lease Liabilities	7.2	-
Contract Liabilities	857.4	277.1
Provisions	26.3	15.5
Other Current Liabilities	68.4	101.3
Current Tax Liabilities (Net)	0.9	91.2
<b>Total Current Liabilities</b>	<b>3191.5</b>	<b>2442.0</b>
<b>Total Equity &amp; Liabilities</b>	<b>6968.9</b>	<b>4830.5</b>

Assets (Mn)	FY23	FY22
Property, plant and equipment	118.5	83.3
Intangible assets	131.4	155.6
Goodwill	52.5	44.5
Investment Property	23.0	23.1
Right of Use Assets	41.4	-
Financial Assets		
(i) Other Financial Assets	62.4	1238.7
Deferred Tax Assets (Net)	44.7	42.6
Other Non Current Assets	19.9	9.9
<b>Total Non-Current Assets</b>	<b>493.9</b>	<b>1597.6</b>
Inventory	6.6	2.6
Financial Assets		
(i) Loans	0.3	1.3
(ii) Investments	-	10.3
(iii) Trade Receivable	1559.2	528.1
(iv) Cash and Cash Equivalents	296.3	368.7
(v) Other Bank Balances	186.7	958.4
(vi) Other Financial Assets	1779.9	163.4
Other Current Assets	2646.0	1200.1
Current tax assets (net)	-	-
<b>Total Current Assets</b>	<b>6475.0</b>	<b>3232.9</b>
<b>Total Assets</b>	<b>6968.9</b>	<b>4830.5</b>

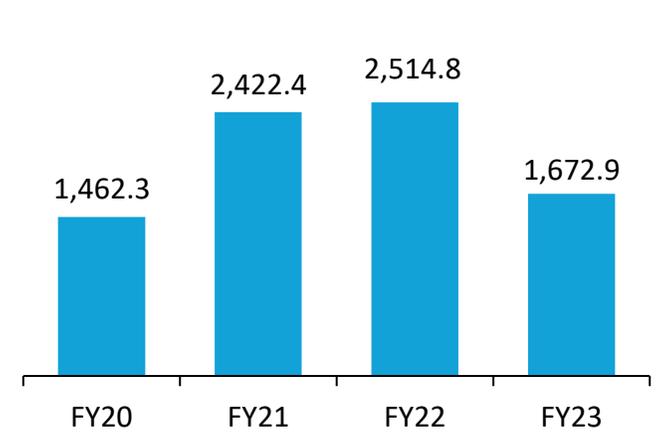
Consolidated Cash Flow Statement (INR in Mn)	FY23	FY22
<b>Cash Flow from Operating Activities</b>		
Profit before Tax	1849.4	1435.7
Adjustment for Non-Operating Items	-29.9	-77.5
<b>Operating Profit before Working Capital Changes</b>	<b>1819.4</b>	<b>1358.2</b>
Changes in Working Capital	-2322.2	-736.8
<b>Cash Generated from Operations</b>	<b>-502.8</b>	<b>621.4</b>
Less: Direct Taxes paid	-601.4	-419.5
<b>Net Cash from Operating Activities</b>	<b>-1104.2</b>	<b>201.9</b>
Cash Flow from Investing Activities	728.4	-563.6
Cash Flow from Financing Activities	46.2	-311.4
<b>Net increase/ (decrease) in Cash &amp; Cash equivalent</b>	<b>-329.6</b>	<b>-673.1</b>
Cash & Cash Equivalents at the beginning of the period	-28.2	644.9
<b>Cash &amp; Cash equivalents at the end of the period</b>	<b>-357.8</b>	<b>-28.2</b>

# Key Return Ratios

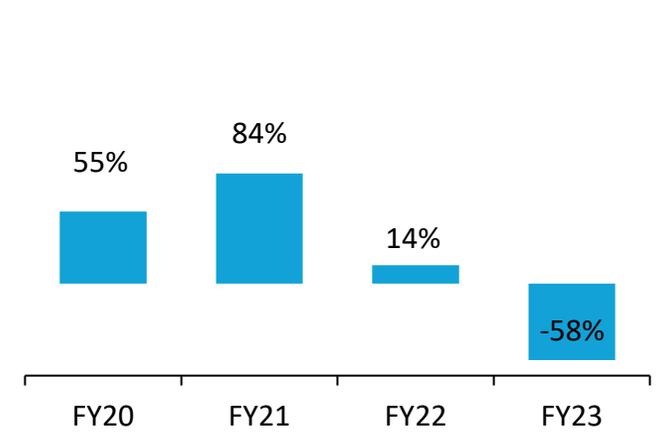
**Cash Flow from Operations (INR in Mn)**



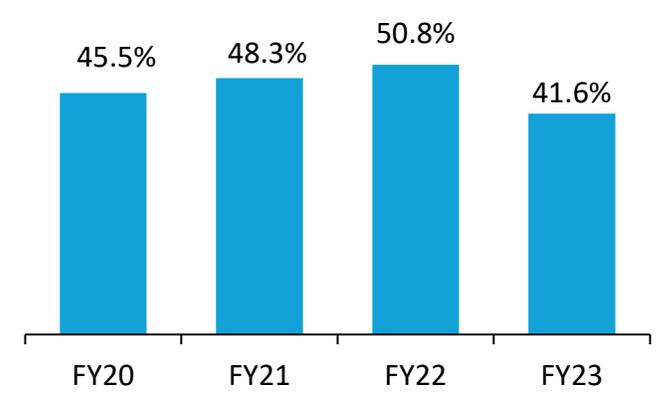
**Cash & Term Deposits (INR in Mn)**



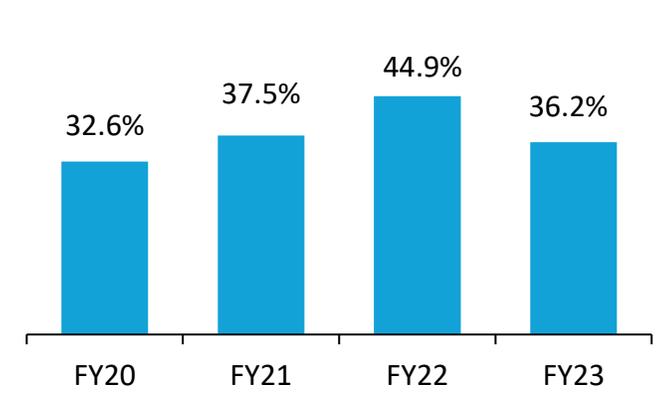
**OCF to EBITDA (%)**



**ROCE (%)**

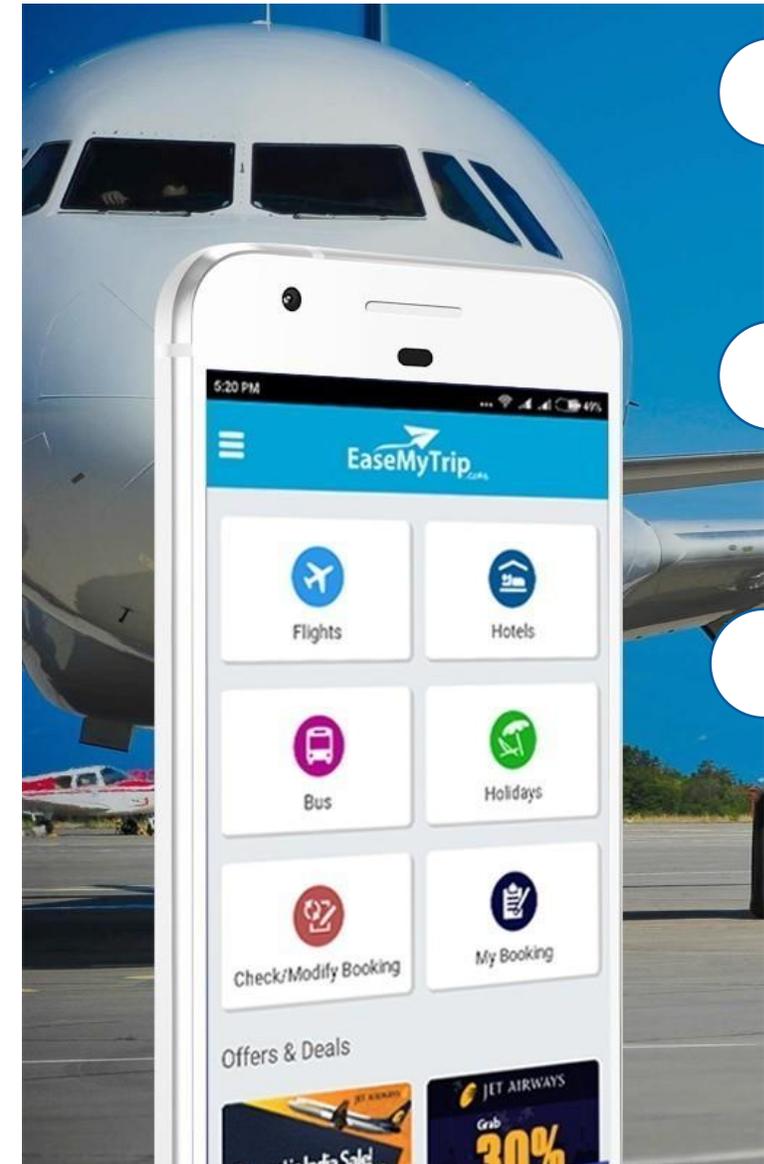


**ROE (%)**





## Company Overview



## 2nd Largest OTA\*

Founded in 2008, EaseMyTrip is the 2nd largest Online Travel Platform in India

## Cash Surplus

Negative Net debt: Cash & Term Deposit of INR 167.3 Crores as on Mar-23. Business requires minimal capex for growth.

## Only Profitable OTA since inception

Profitable since inception, even in Covid year. EBITDA for FY23 stood at INR 191.3 Crores

## “End to End” Travel Solutions

Offers “End to End” travel solutions which includes air tickets, hotels and holiday packages, rail tickets & bus tickets as well as ancillary value-added services

## Growth Funded by Internal Accruals

No external equity infusion since inception. Managed growth through internal accruals & sustained profitability

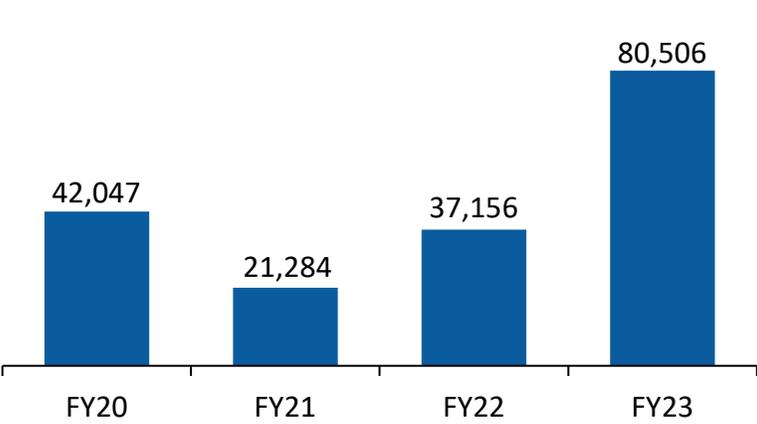
## Brand Equity

Well recognized brand with lean cost of operations to support profitability and growth

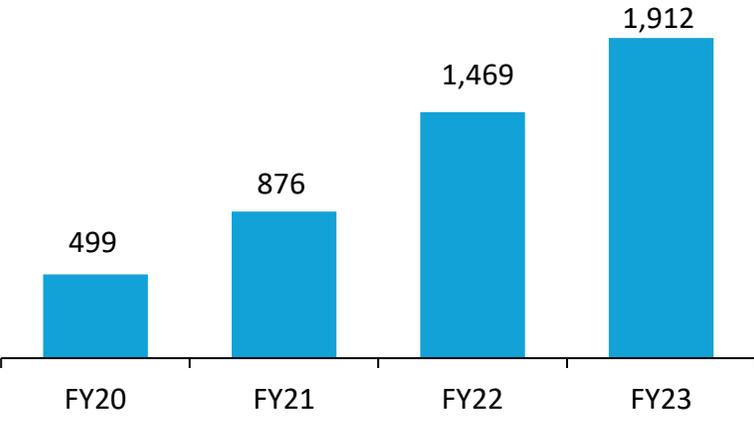
\*As per gross booking volumes in FY22

# Fastest Growing & Only Profitable OTA in India...

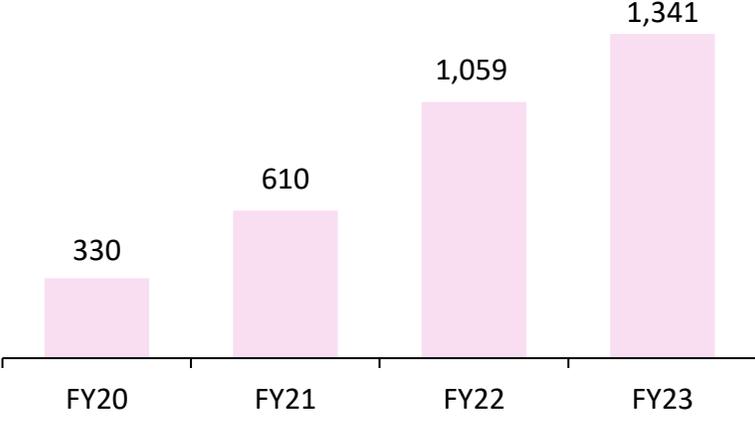
**Gross Booking Revenue (INR in Mn)**



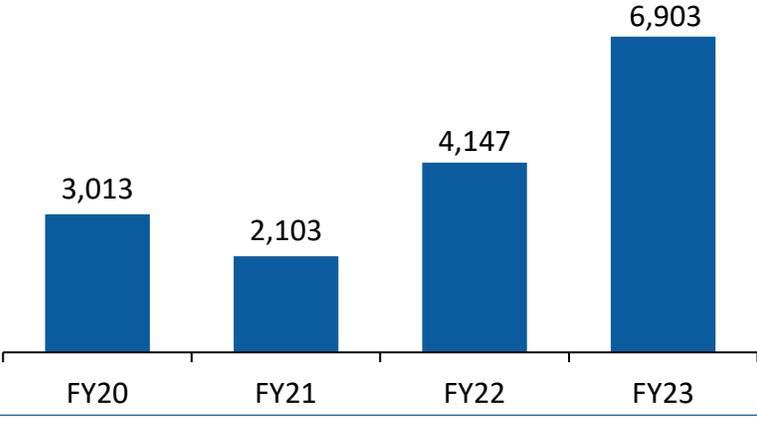
**EBITDA (INR in Mn)**



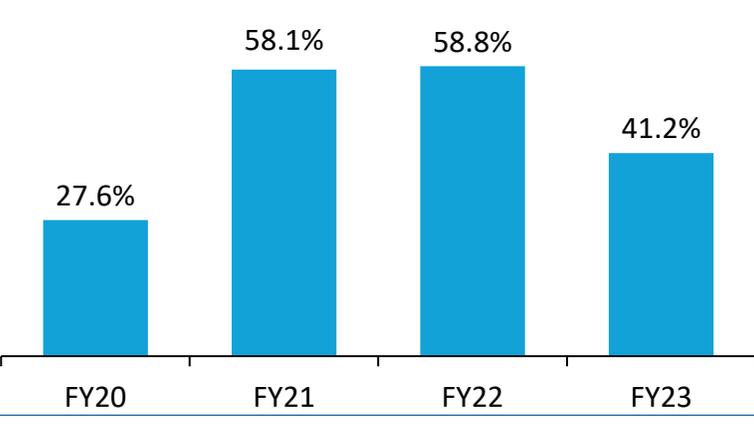
**PAT (INR in Mn)\*\***



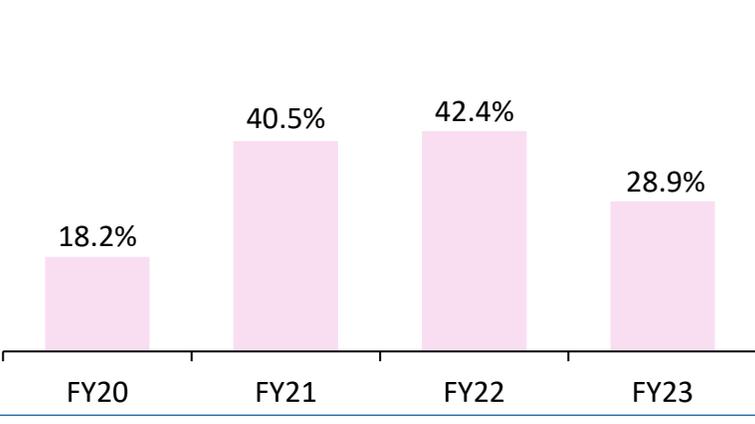
**Adjusted Total Income# (INR in Mn)**



**EBITDA Margin (%)**



**PAT Margin (%)**

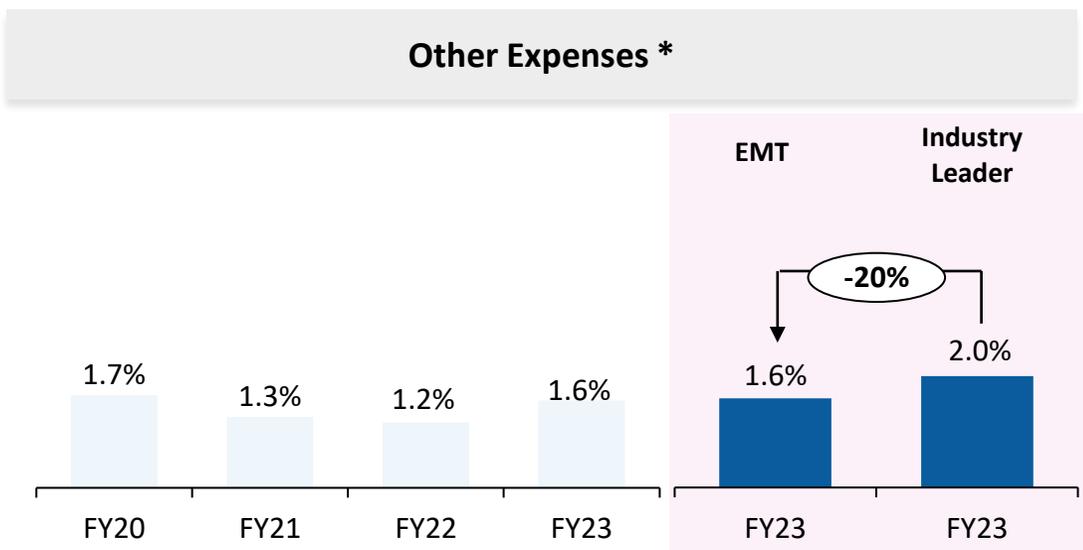
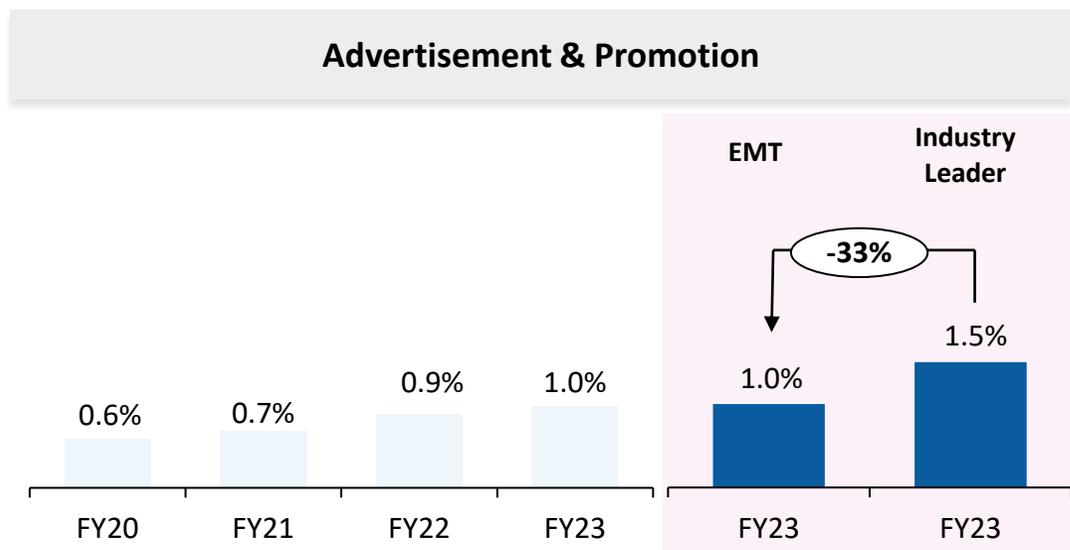
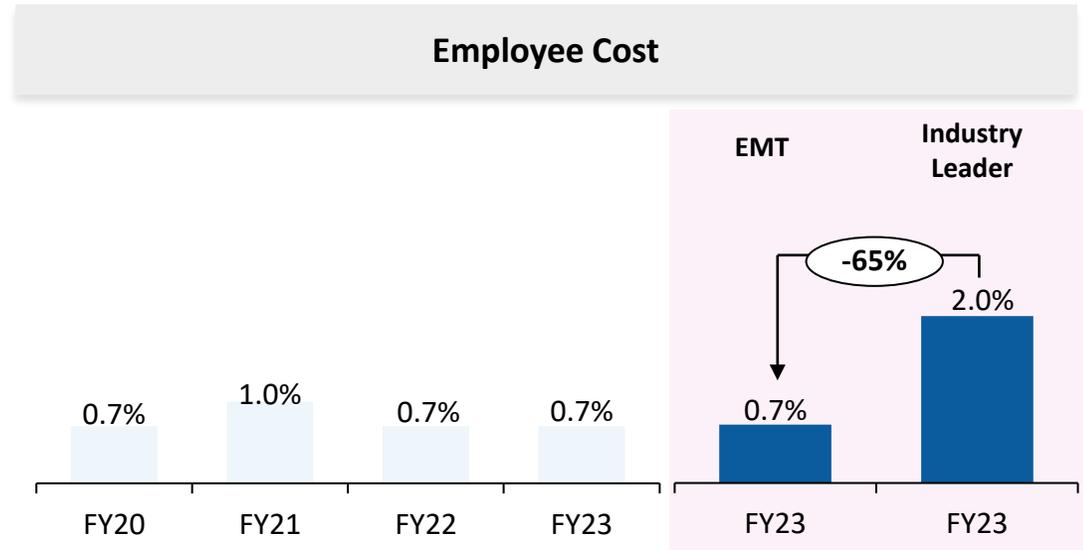
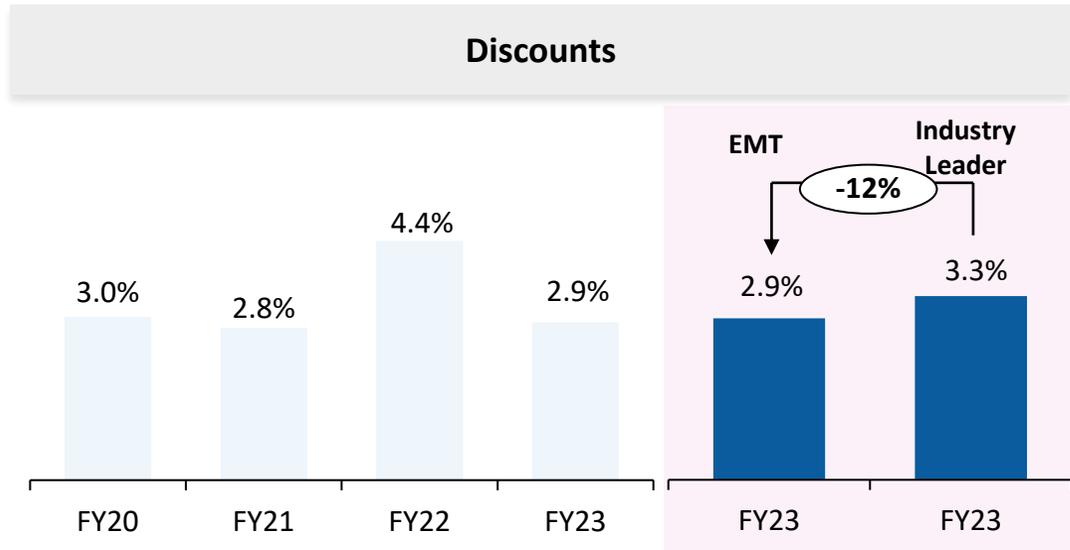


#Including Discounts offered to customers & excluding service cost

\*\* PAT excluding Other Comprehensive Income and Minority Interest

# ...due to our Lean Cost Model...

% of Gross Booking Revenue

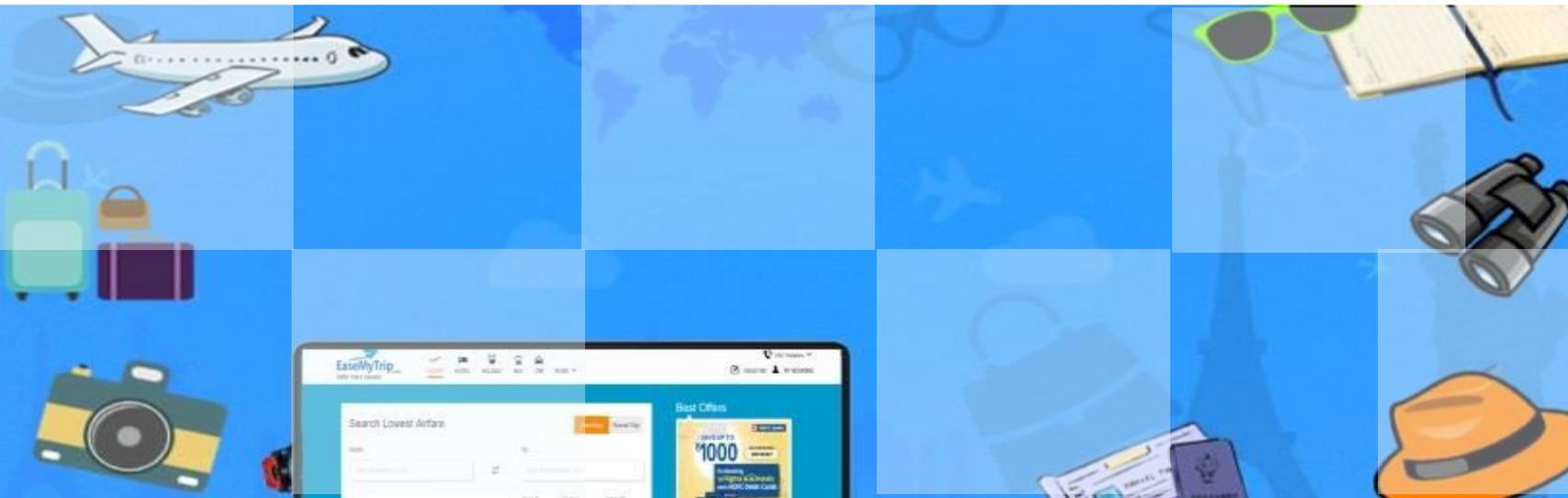


Industry Leader data as per publicly available documents

\* Other Expenses includes Other expenses & Payment Gateway Charges

# ...and No Convenience Fees Strategy

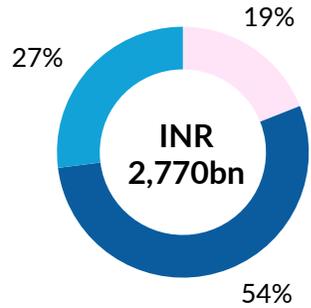




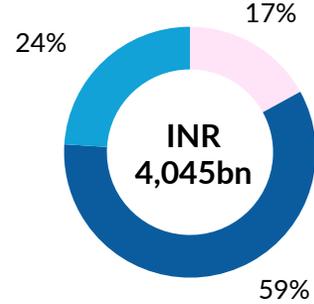
## Industry Overview

# Indian Travel & OTA Market: Headroom to grow further

Total Travel Market (FY23E)

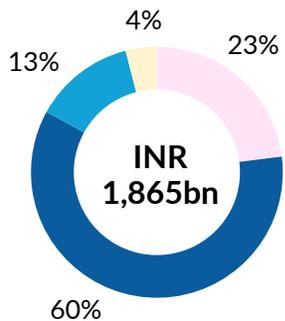


Total Travel Market (FY27E)

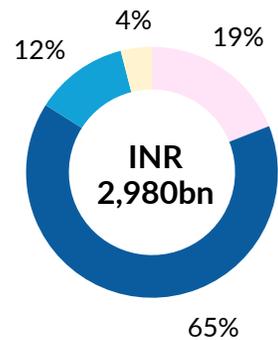


■ Rail ■ Air ■ Hotels

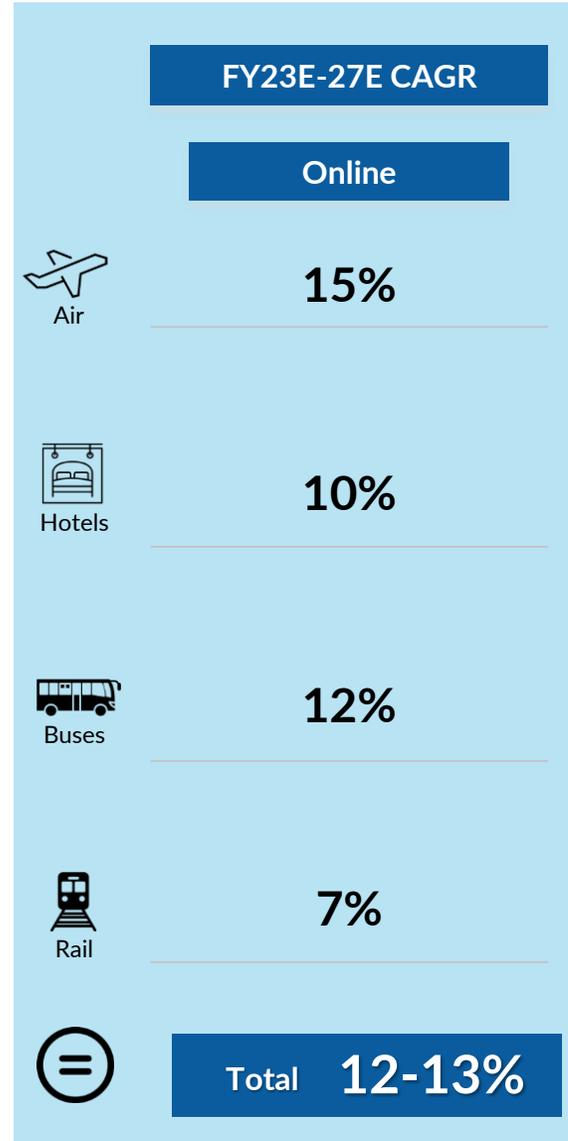
Online Travel Market (FY23E)



Online Travel Market (FY27E)



■ Rail ■ Air ■ Hotels ■ Bus



Key Drivers

The travel industry is expected, to be broadly driven by **development of tourism infrastructure, increase in connectivity across means of transport, rising income levels etc.**

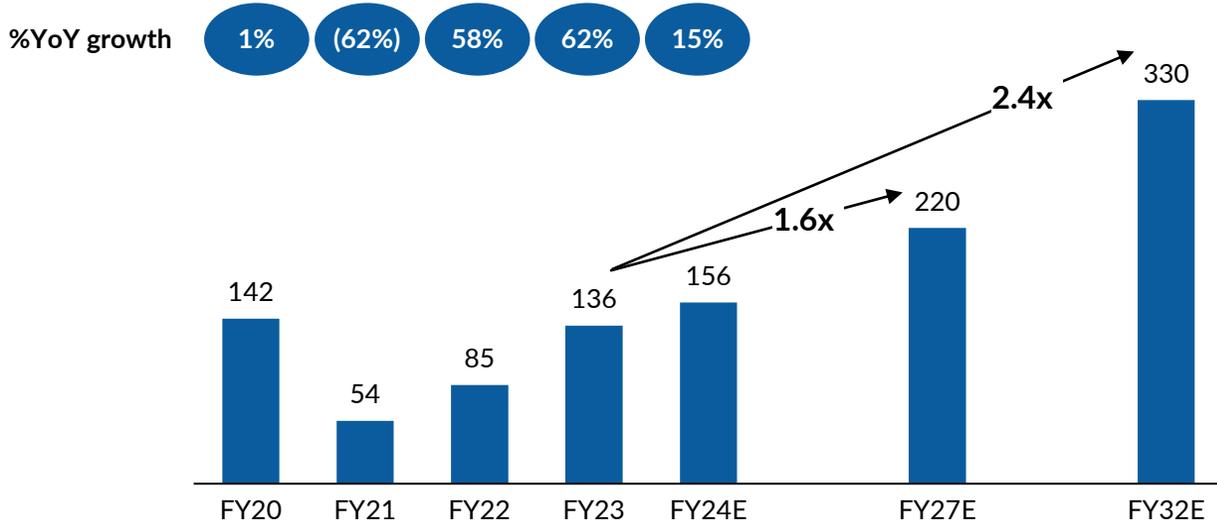
Ticketing across segments has undergone a change thanks to **higher internet penetration, greater affordability of smart phones, user friendliness of online platforms etc.**

Going forward, online air ticketing is expected to grow further as more **travelers (retail as well as corporate) migrate from offline to online platforms**

In the hotel industry, **customers from tier-II and tier-III cities** are expected to also start booking rooms online on account of the convenience offered by online services

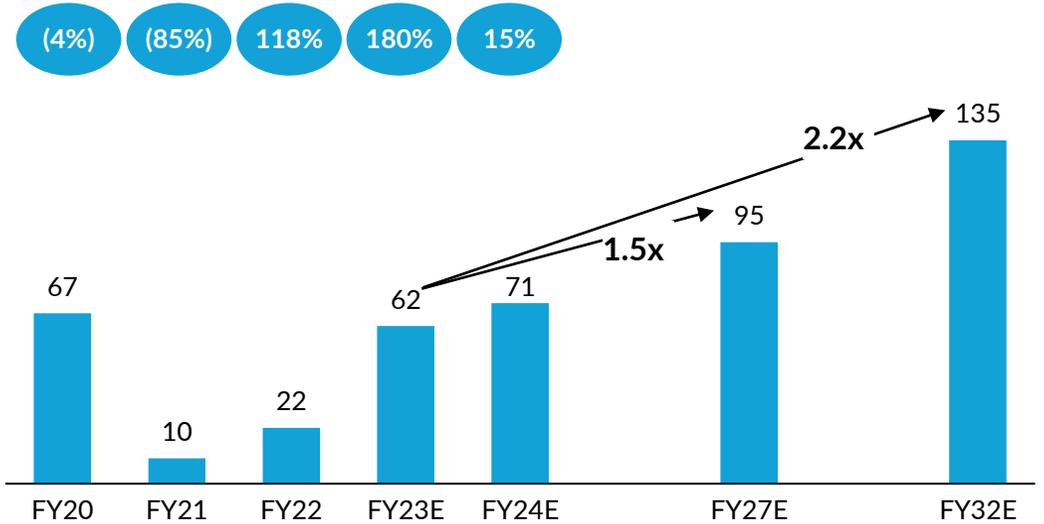
# Strong tail winds for Indian aviation industry

Indian domestic passenger traffic volumes (Number mn)



- Increasing air travel penetration, pent-up demand and improved per-capita income post pandemic revival.
- Furthermore, the UDAN scheme is connecting unserved and underserved airports
- Increasing no. of operational airports across India

International passenger traffic volumes (Number mn)



- Increasing international operations by Indian LCCs<sup>1</sup> and under-penetration of international trips per capita for India compared to other developing countries
- Furthermore, increasing FTAs<sup>1</sup> due to tourism, VFR<sup>1</sup> and business opportunities in India, by 2032, air passenger numbers are expected to grow at ~2.2x



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