

February 14, 2025

BSE Ltd. P J Towers, Dalal Street, Fort Mumbai – 400001 Scrip Code: 543272	National Stock Exchange of India Limited (NSE). Exchange Plaza, Bandra Kurla Complex, Bandra East, Mumbai – 400051 Symbol: EASEMYTRIP
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Subject: Media Release

Dear Sir/Madam,

In terms of regulation 30 of the SEBI (LODR) Regulations, 2015, we are enclosing herewith a copy of the media release titled “**EaseMyTrip Reports Strong Profitability with Stable Margins in Q3 FY25**” being issued to the media.

The aforesaid information will also be hosted on the website of the Company at <https://www.easemytrip.com/investor-relations.html>.

You are requested to take the aforesaid on record.

Thanking you,

For Easy Trip Planners Limited

Priyanka Tiwari
Group Company Secretary and Chief Compliance Officer
Membership No.: A50412

Easy Trip Planners Ltd.

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Q3 FY2025
PRESS RELEASE



Q3FY25 Results
February 2025

EaseMyTrip Reports Strong Profitability with Stable Margins in Q3 FY25

Q3 FY25 EBITDA of INR 510.4 Mn; with a margin of 33.2%

Q3 FY25 PAT of 336.4 Mn; a margin of 21.9%

New Delhi, February 14, 2025: EaseMyTrip.com, one of the leading online travel tech platforms in India, reported sustained financial performance. For Q3FY25, the Revenue from Operations was INR 1,506 million. EBITDA stood at INR 510 million, compared to INR 423 million in Q2FY25, reflecting 21% growth Q-o-Q with a margin of 33%, while Profit After Tax reached INR 336 million, reflecting a 30% growth Q-o-Q from INR 259 million in Q2FY25, and a margin of 22%. Furthermore, the Gross Booking Revenue was INR 21,489 million in Q3FY25.

For the nine months ended December 31, 2024, the Revenue from Operations stood at INR 4,478 million. EBITDA for the first nine months was INR 1,439 million, with a margin of 31%, while Profit After Tax for the period reached INR 920 million, maintaining a margin of 20%. The Gross Booking Revenue for 9MFY25 was INR 64,990 million, supported by strong growth across key business segments.

During this quarter, total hotel night bookings stood at 2.5 Lacs, marking a 172% Y-o-Y increase, while other bookings grew by 32% to 3.6 Lacs. EaseMyTrip's Dubai operations have recorded significant growth, with Gross Booking Revenue reaching INR 1,705 million in Q3FY25, reflecting a 227% year-on-year increase from INR 522 million in Q3FY24. This performance underscores the company's ability to capitalize on international market opportunities, particularly in Dubai. Strengthening its presence in key global markets that remains a priority as we continue to focus on expanding our reach and driving long-term growth.

This quarter, EaseMyTrip has undertaken a series of strategic initiatives to expand its presence, enhance customer experience, and strengthen its market position. The company has collaborated with BNZ Green to introduce real-time carbon footprint tracking and a blockchain-based carbon offset program. This allows travellers to purchase carbon credits and receive verified certificates, promoting sustainable travel choices.

To further tap the study tourism market, EaseMyTrip has acquired Planet Education Australia, this acquisition strengthens its position in the rapidly expanding educational tourism market, which is set for significant growth driven for higher education, short-term programs and cultural exchanges. With approximately 1.3 million Indian students expected to study abroad in 2025, and about 15% choosing Australia, this initiative allows EaseMyTrip to tap into a high-value, recurring travel segment while reducing reliance on leisure and business travel. EaseMyTrip has been committed to expanding its footprints via its franchise model. The company has also accelerated its offline expansion with new franchise stores in Raipur, Srikalahasti, Bengaluru, Jabalpur, Bhubaneswar, and Hyderabad, aiming for 100 locations by FY25. To strengthen corporate and MICE travel solutions, it has inaugurated a new office in Mumbai.

Expanding its reach, EaseMyTrip has integrated a dedicated travel booking section within OLX India's platform, giving its 35 million monthly users seamless access to flights, hotels, and holiday packages. It has also launched EMT Desk, a corporate travel management platform that offers real-time tracking, expense management, CO2 emission tracking, Power BI analytics, and a dedicated mobile app to optimize business travel operations.

In Q3FY25, the company has undergone multiple marketing collaborations, reinforcing EaseMyTrip as a recognised brand. EaseMyTrip has secured the title sponsorship of the Big Cricket League, featured

Q3 FY2025 Press Release

international stars and emerged talent, offering exclusive travel benefits and ticket giveaways to fans. By securing the title sponsorship of the Big Cricket League, EaseMyTrip successfully positioned itself in front of a massive cricket-loving audience. The tournament, held from December 12 to 22, 2024, recorded a live viewership of 16.1 million across television and digital platforms. Additionally, the event achieved a global reach of 200 million through various digital, print, and social media channels. EaseMyTrip has also partnered with The Kho Kho Federation of India (KKFI) to launch the inaugural Kho Kho World Cup in January 2025 in New Delhi, reinforcing its commitment to promoting indigenous sports globally, this sponsorship provided significant brand exposure, reaching an average of 2.6 million unique viewers per match.

Furthering its engagement in sports, EaseMyTrip will sponsor Season 2 of the World Championship of Legends T20 League from July 18 to August 2, 2025, featuring marquee matchups like India vs. Pakistan at Edgbaston. With the tournament's growing global appeal and an estimated audience of 280-325 million, WCL Season 2 presents a unique opportunity to connect with cricket enthusiasts across key markets.

Offering unique benefits to the customers, the company introduced the Winter Carnival Sale 2024, with discounts of up to 27% on flights, 55% on hotels, and attractive holiday packages. As part of a partnership with CARS24, travellers booking via EaseMyTrip stand a chance to win a pre-owned car, while CARS24 users receive travel vouchers and a top spender wins a Goa trip. EaseMyTrip has also launched the Travel Utsav Sale 2024, offering up to 34% off on flights and 65% on hotels, with additional banking partner discounts.

In addition, EaseMyTrip has received IATA's prestigious GoGlobal accreditation, enhancing its credibility with international airlines and supporting its expansion into global markets, making the brand highly anticipated.

Q3 FY25 Key Developments

EaseMyTrip and BNZ Green Partner to Promote Eco-Friendly Travel

EaseMyTrip has collaborated with BNZ Green to introduce real-time carbon footprint tracking and a blockchain-based carbon offset program. This initiative empowers travellers to purchase carbon credits and receive verified certificates, furthering sustainable travel choices and contributing to global environmental efforts.

EaseMyTrip Forays into Study Tourism with Acquisition of Planet Education

Marking a significant diversification, EaseMyTrip has acquired Planet Education Australia, entering the fast-growing study tourism segment. This acquisition enables EaseMyTrip to offer specialized student travel services and tap into the international education market, a sector that is part of the broader global tourism industry, which is projected to grow from \$11.94 trillion in 2025 to \$22.27 trillion by 2037 at a CAGR of 5.4%. This strategic move positions EaseMyTrip to align with the expanding demand for international education-related travel and associated services.

OLX India Partners with EaseMyTrip for Travel Booking Feature

OLX India has integrated a dedicated travel booking section in partnership with EaseMyTrip, allowing its 35 million monthly users to seamlessly book flights, hotels, and holiday packages directly through the

OLX platform. This partnership aims to enhance user convenience with exclusive offers and real-time customer support.

EaseMyTrip Launches EMT Desk: A Comprehensive Corporate Travel Platform

EaseMyTrip has introduced EMT Desk, a robust corporate travel management solution offering strategic oversight, real-time tracking, and expense management tools. With features like 24/7 support, CO2 emission tracking, Power BI analytics, and a dedicated mobile app, EMT Desk optimizes business travel while ensuring cost efficiency and sustainability.

EaseMyTrip's Latest Expansion and Strategic Initiatives

Continuing its aggressive offline expansion, EaseMyTrip has opened new franchise stores in Raipur, Srikalahasti, Bengaluru, Jabalpur, Bhubaneswar, and Hyderabad. This aligns with the company's vision to establish 100 franchise locations by FY25, offering personalized travel services. Additionally, a new office in Mumbai has been inaugurated to enhance corporate, B2B, and MICE travel solutions, further strengthening EaseMyTrip's foothold in India's financial hub.

EaseMyTrip Becomes the Official Title Sponsor of Big Cricket League

EaseMyTrip has secured the title sponsorship of the Big Cricket League, featuring international cricket stars alongside emerging talent. As part of this sponsorship, EaseMyTrip will offer exclusive travel benefits, ticket giveaways, and a comprehensive rewards program, reinforcing its engagement with sports fans. The tournament, held from December 12 to 22, 2024, recorded a live viewership of 16.1 million across television and digital platforms. Additionally, the event achieved a global reach of 200 million through various digital, print, and social media channels.

Kho Kho World Cup 2025 Announced in New Delhi

EaseMyTrip has partnered with The Kho Kho Federation of India (KKFI) to launch the inaugural Kho Kho World Cup, scheduled from January 13-19, 2025, in New Delhi. EaseMyTrip's sponsorship of the inaugural Kho Kho World Cup in January 2025 provided significant brand exposure, reaching an average of 2.6 million unique viewers per match. The event generated widespread engagement, allowing EaseMyTrip to connect with a diverse sports audience while reinforcing its support for indigenous sports on a global stage.

EaseMyTrip World Championship of Legends T20 League Announces Season 2 Schedule

The World Championship of Legends (WCL) T20 League, sponsored by EaseMyTrip, has confirmed its second season from July 18 to August 2, 2025. Featuring cricket legends from six nations, the tournament will include marquee matchups, such as an India-Pakistan clash on July 20 at Edgbaston. With the tournament's growing global appeal and an estimated audience of 280-325 million, WCL Season 2 presents a unique opportunity to connect with cricket enthusiasts across key markets.

EaseMyTrip Launches Travel Utsav Sale 2024 with Exciting Discounts and Rewards

EaseMyTrip has introduced the Travel Utsav Sale 2024, featuring up to 34% discounts on flights, 65% on hotels, and exclusive offers on bus, cab, and holiday packages. Running from October 15-22, 2024, the sale includes special banking partner offers from ICICI, HSBC, and RBL.

EaseMyTrip Unveils Winter Carnival Sale 2024 and Partners with CARS24 for an Exclusive Giveaway

Winter Carnival Sale 2024: EaseMyTrip has launched its Winter Carnival Sale, offering discounts of up to 27% on flights, 55% on hotels, 15% on bus bookings, and 12% on cabs. Domestic holiday packages start at ₹6,499, while international packages begin at ₹34,999.

CARS24 Partnership: Travelers booking through EaseMyTrip have a chance to win a pre-owned car worth ₹3-5.5 lakhs, while CARS24 users receive travel vouchers, with the top spender winning a Goa trip.

Recognition & Industry Achievements

EaseMyTrip has received IATA's prestigious GoGlobal accreditation, facilitating seamless expansion into global markets. This recognition enhances its credibility with international airlines and accelerates its global growth strategy.

EaseMyTrip Reports Strong Profitability with Stable Margins in Q3 FY25

Q3 FY25 EBITDA of INR 510.4 Mn; with a margin of 33.2%

Q3 FY25 PAT of 336.4 Mn; a margin of 21.9%

New Delhi, 14 February, 2025: Easy Trip Planners ([BSE: 543272](#) | [NSE: EASEMYTRIP](#)), announced its Q3 FY25 results. The company provides a wide range of travel-related products and services, catering to both domestic and international travellers. With innovative tools and comprehensive information, it empowers customers to seamlessly research, plan, and book their travel needs. Expanding beyond air travel, the company offers services in hotels, holidays, and bus/train bookings, further enhancing its global presence while continuing to serve millions of satisfied customers.

Q3 FY25 Performance Highlights:

- Hotel nights bookings were 2.5 Lacs, an increase of 172% y-o-y, contributing 11.1% to the GBR
- Bookings in the Train, Buses and Others segment rose by 31.9% Y-o-Y to 3.6 Lacs, contributing 2.1% to the GBR
- Gross Booking Revenue was INR 21,488.6 million
- EBITDA was INR 510.4 million, a margin of 33.2%, reflecting a 20.7% Q-o-Q growth from INR 422.9 million in Q2 FY25
- PAT was at INR 336.4 million, a margin of 21.9%, reflecting a 30.0% Q-o-Q growth from INR 258.7 million in Q2 FY25

9M FY25 Performance Highlights:

- Hotel nights bookings were 6.5 Lacs, an increase of 73% y-o-y and contributing 10.6% to the GBR
- Bookings in the Train, Buses and Others segment rose by 23% y-o-y to 9.5 Lacs, contributing 1.9% to the GBR
- Gross Booking Revenue was INR 64,989.6 million
- EBITDA was INR 1,439.1 million, a margin of 31.3%
- PAT was at INR 919.9 million, a margin of 20.0%

Commenting the results, Nishant Pitti, Chairman of Easy Trip Planners, said:

“Our Q3 FY25 results reflect sustained growth across key business segments, further strengthening EaseMyTrip’s position in the industry. Gross Booking Revenue reached INR 21,489 million, EBITDA at INR 510 million, with a margin of 33%, reflecting a 21% Q-o-Q growth. Profit After Tax at INR 336 million, achieving a 22% margin and 30% Q-o-Q growth, underscoring the company's continued focus on efficiency and earnings momentum. The non-air business segments remained key growth drivers this quarter, reinforcing the effectiveness of our diversification strategy. The Hotels segment delivered strong performance, with total hotel night bookings reaching 2.5 Lacs, reflecting a 172% year-over-year increase. This surge highlights a growing preference for online hotel bookings and the success of our efforts in expanding partnerships and enhancing customer offerings. Meanwhile, our Trains, Buses & Others segment maintained momentum, with bookings growing by 32% to 3.6 Lacs, further expanding our presence beyond air travel.

Our strategic focus on diversified offerings and operational efficiencies remains central to driving long-term, profitable growth. With a sustained focus on expanding our market reach and strengthening our product portfolio, we remain committed to delivering consistent value to our stakeholders.”

Q3 and 9M FY25 Consolidated Performance Highlights:

Consolidated (INR Mn)	Q3		Q2	Q-o-Q (%)	9M	
	FY25	FY24	FY25		FY25	FY24
Revenue from Operations	1,505.7	1,607.9	1,446.7	4.1%	4,478.4	4,265.3
Total Income	1,538.1	1,653.1	1,499.5	2.6%	4,599.8	4,365.2
EBITDA	510.4	653.7	422.9	20.7%	1,439.1	1,705.2
<i>EBITDA Margin%</i>	33.2%	39.5%	28.2%		31.3%	39.1%
PBT	462.3	602.6	372.4	24.1%	1,306.5	1,599.9
<i>PBT Margin%</i>	30.1%	36.5%	24.8%		28.4%	36.7%
PAT*	336.4	456.6	258.7	30.0%	919.9	1,188.6
<i>PAT Margin%</i>	21.9%	27.6%	17.3%		20.0%	27.2%

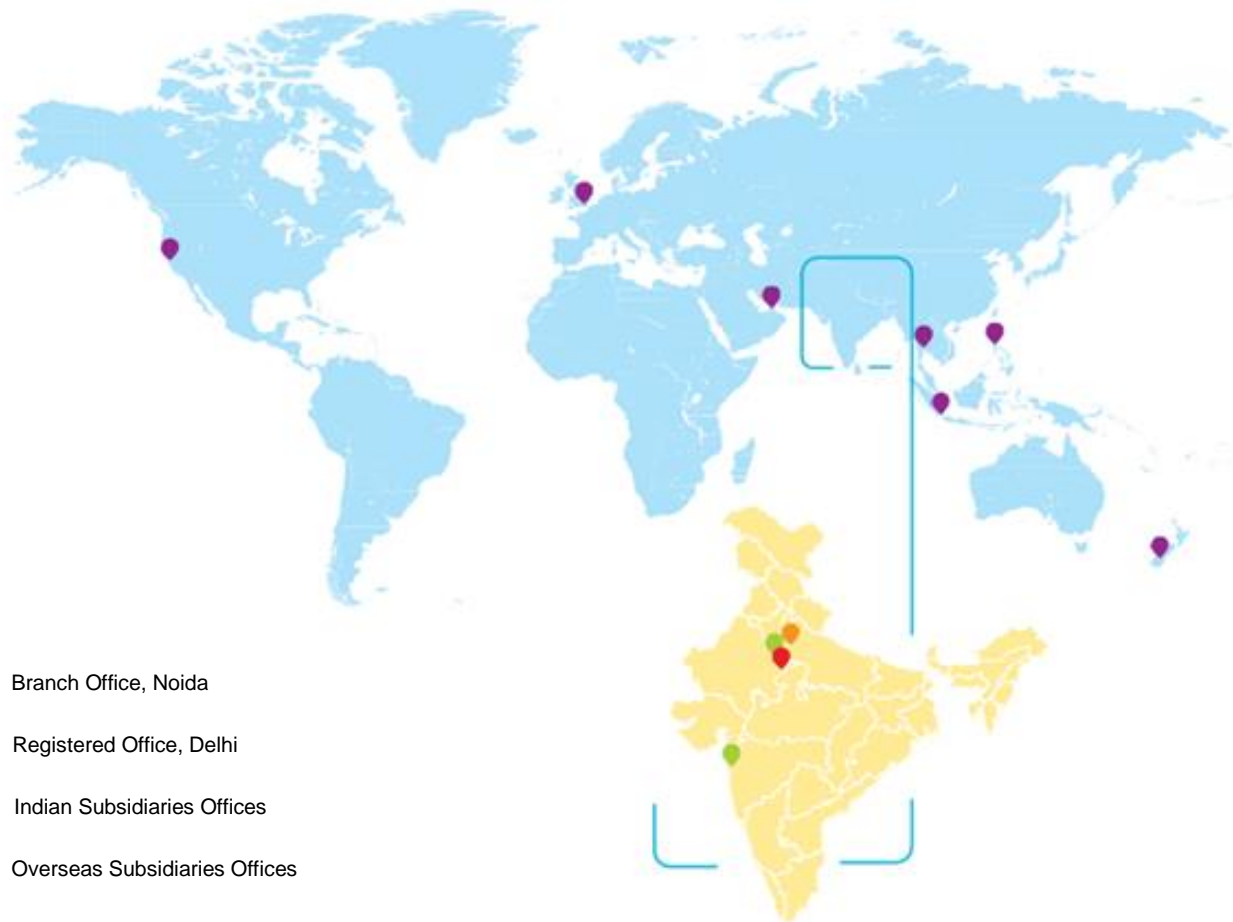
*Excluding Other Comprehensive Income, Minority Interest and Exceptional Items

EaseMyTrip: A trailblazer in the OTA space



2nd Largest OTA*	“End to End” Travel Solutions
Only Profitable OTA since inception	Growth Funded by Internal Accruals
Fastest Growing Travel Portal	Zero Debt and Cash Surplus

With a global footprint, extending our customer base by enhancing brand recognition, and access new markets and opportunities



- 📍 Branch Office, Noida
- 📍 Registered Office, Delhi
- 📍 Indian Subsidiaries Offices
- 📍 Overseas Subsidiaries Offices

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