

November 14, 2024

BSE Ltd. P J Towers, Dalal Street, FortMumbai - 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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Sub: 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’s Steady Performance achieving GBR of 20,756 Million”** 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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Q2 FY2025
PRESS RELEASE



Q2FY25 Results
November 14, 2024

EaseMyTrip's Steady Performance achieving GBR of 20,756 Million

EaseMyTrip.com, one of the leading online travel platforms in India, reported sustained financial performance. For Q2FY25, the Revenue from Operations was INR 1,447 million, up by 2.1% Y-o-Y. EBITDA was INR 423 million, a margin of 28.2% and the Profit After Tax was INR 259 million, a margin of 17.3%. Furthermore, the Gross Booking Revenue (GBR) was INR 20,756 million in Q2FY25. During Q2 FY25, GBR from hotel nights reached 2,414 million, marking a 178.4% Y-o-Y growth, while revenue from other bookings grew by 19.4% to 407 million. In this quarter as well, company achieved strong cash flows from operations which stood at 58 Cr. This sustained performance underscores EaseMyTrip's commitment through continued profitability showcasing sustained momentum.

During the quarter, we continued our growth journey with a strong emphasis on expanding our non-air business segments and enhancing our international operations. For Q2 FY25, the Hotels segment, GBR reached INR 2,414 million, showing significant year-on-year growth of 178.4%. The Trains, Buses & Others segment recorded a GBR of INR 407 million, with a year-on-year increase of 19.4%. Furthermore, our Dubai operations generated a GBR of INR 1,725 million, reflecting a robust growth of 371.3% year-on-year.

In Q2FY25, EaseMyTrip has made significant strides in expanding its business, operations, partnerships and enhancing customer experiences through various initiatives. The company launched Easy Green Mobility, a wholly-owned subsidiary to manufacture electric buses, aimed at tapping into the rapidly growing Indian electric bus market, projected to grow at a CAGR of 24% from 2024 to 2030. The partnership becomes impactful to support its subsidiary YoloBus. The partnership between Easy Green Mobility and YoloBus aims to redefine intercity travel and accelerate the transition to net-zero carbon mobility, with a target of manufacturing over 2,000 electric buses by 2027-28.

In a revolutionising step, EaseMyTrip also launched ScanMyTrip.com, India's first travel marketplace on the ONDC Network, providing OTAs and small service providers access to a broader digital marketplace. This innovative launch marks a substantial leap forward in providing customers with more options and transparency in travel services. ONDC hosts over 7.32 lakh sellers across 12 categories, serving 588 cities and fulfilling transactions in 800+ cities nationwide.

Additionally, in a notable exclusive brand partnership, EaseMyTrip collaborated with PhonePe to power their hotel segment, simplifying travel planning and broadening its offerings to include activities and cabs. Through the partnership EaseMyTrip will be able to reach 560+ million registered PhonePe users.

The company has opened its first franchise store in Ahmedabad, Gujarat having a total of 17 stores up till this quarter, in order to expand its footprints, pan-India. These offline expansions underscore the company's commitment to reaching more customers through physical mode. EaseMyTrip has also inaugurated a new office in Gurugram.

This quarter, EaseMyTrip has also undergone significant government partnerships. The company partnered with the Uttar Pradesh EcoTourism Development Board, to promote eco-tourism in the state, aligning its initiatives with sustainable and inclusive tourism goals. The partnership will focus on promoting 904 registered homestays, state's tiger reserves, including Dudhwa, Pilibhit, Amargarh, and Ranipur Tiger Reserve. EaseMyTrip will develop educational products related to bird sanctuaries, drawing insights from successful case studies such as Okhla Bird Sanctuary and Bharatpur Bird Sanctuary, and create customized tourism packages showcasing Uttar Pradesh's cultural heritage and tiger reserves.

Q2 FY2025 Press Release

Furthermore, the company has appointed Bollywood actress Jacqueline Fernandez as its brand ambassador, fostering a long-term partnership to elevate its market presence and brand appeal and tapping into her fanbase of 70.5 million Instagram followers and millions more nationwide.

To further elevate its customer offerings, EaseMyTrip has partnered with Bank of Baroda to launch a co-branded travel debit card, offering exclusive discounts and benefits that enhance the travel and lifestyle experience for customers. Through this partnership, EaseMyTrip will reach the bank's global customer base of ~165 million through over 70,000 touch points spread across 17 countries in five continents and through its various digital banking platforms.

The company is also the official travel partner for the prestigious IIFA Festival 2024 with a Global reach of over 1.3 billion viewers, offering curated holiday packages and a chance for select customers to attend the star-studded event.

EaseMyTrip has been recognized with multiple awards, including the Best Online Travel Portal of India at the Prestigious Brands of India 2024 awards and the Best OTA (National) Award at the Global Tourism Awards 2024, honoring its contributions to the travel industry and customer satisfaction.

This quarter reflects our sustained efforts and continued momentum highlighting EaseMyTrip's commitment to innovation, customer satisfaction, and adapting to evolving market demands. Looking ahead, we continue to focus on profitability, growth and expansion.

Q2 FY25 Key Developments

New Subsidiary: Easy Green Mobility

EaseMyTrip is incorporating a new subsidiary, Easy Green Mobility, to enter the electric bus manufacturing market. This subsidiary will manufacture EV buses, with YoloBus as its operational arm, marking a commitment to eco-friendly travel solutions. The company is investing INR 200 crore for R&D, product development, and establishing a manufacturing plant over the next 2-3 years, targeting the rapidly growing Indian electric bus market, which is projected to grow at a CAGR of 24% from 2024 to 2030. Easy Green Mobility will prioritize advanced technology and energy-efficient battery systems to support long-range travel, aiming for an initial production capacity of 4,000-5,000 buses. The partnership between Easy Green Mobility and YoloBus aims to redefine intercity travel and accelerate the transition to net-zero carbon mobility, with a target of operating over 2,000 electric buses by 2027-28.

India's First Travel Marketplace on the ONDC Network: ScanMyTrip.com

EaseMyTrip has launched ScanMyTrip.com, India's first marketplace on the ONDC Network, enabling OTAs, MSMEs, travel agents, and homestays to list and sell services like flights, hotels, and homestays. This move marks EaseMyTrip as the first OTA to both buy from and sell on the ONDC platform. By integrating with ONDC, the platform gives small and medium-sized travel service providers access to a wider digital marketplace, helping them scale and compete more effectively. This initiative reflects EaseMyTrip's commitment to fostering inclusive growth and driving innovation in the travel industry, making digital tools accessible to businesses of all sizes and enhancing opportunities for small service providers. ONDC now hosts over 7.32 lakh sellers and service providers across 12

product categories, with thousands joining weekly. The network includes 370,000 active sellers, from leading brands to farmers and taxi drivers, and serves 588 "countable cities"—those with over 100 monthly orders for three consecutive months. Transactions have been fulfilled in 800+ cities across India, covering nearly 70% of the nation's urban areas.

EaseMyTrip's exclusive partnership: PhonePe

EaseMyTrip has partnered exclusively with PhonePe to launch its hotels segment on the platform, offering users access to millions of domestic and international hotel deals. This collaboration aims to simplify travel planning by providing a seamless booking experience. In the future, EaseMyTrip plans to expand its offerings on PhonePe to include Activities and Cabs, creating a comprehensive travel solution. By combining EaseMyTrip's travel expertise with PhonePe's broad reach, the partnership enhances convenience for millions of users across India, offering competitive pricing, flexible bookings, and special deals. With 560+ million registered users and a digital payments acceptance network of 40+ million merchants. PhonePe also processes over 280+ million daily transactions with an annualised Total Payment Value (TPV) of USD 1.5+ Trillion.

Expanding Footprint: EaseMyTrip Franchise

EaseMyTrip has opened its first franchise store in Ahmedabad, Gujarat, the 17th under its Franchise program. Located in Titanium City Center Mall, the store offers services such as flight, hotel, bus, and railway bookings, along with custom vacation packages and visa assistance. It supports EaseMyTrip's strategy to expand its offline presence, with plans to reach 100 stores by 2025.

EaseMyTrip has opened a new office in Gurugram, Haryana, marking a key step in its expansion journey. The office will support the company's operations and reinforce its commitment to delivering exceptional services. With existing offices in major cities like Delhi, Mumbai, and Bangalore, and international locations including the USA, UK, and UAE, supports EaseMyTrip's broader vision to expand its footprint and enhance its travel services.

Strategic Government Partnership: UPETDB

EaseMyTrip has signed an MoU with the Uttar Pradesh EcoTourism Development Board to promote the state's eco-tourism offerings. The partnership will focus on promoting 904 registered homestays, state's tiger reserves, including Dudhwa, Pilibhit, Amangarh, and Ranipur Tiger Reserve. EaseMyTrip will develop educational products related to bird sanctuaries, drawing insights from successful case studies such as Okhla Bird Sanctuary and Bharatpur Bird Sanctuary, and create customized tourism packages showcasing Uttar Pradesh's cultural heritage and tiger reserves. EaseMyTrip will leverage its technology and platform to enhance visibility and accessibility, with support from UPETDB on promotional efforts to boost both domestic and international tourism.

Jacqueline Fernandez Joins EaseMyTrip as Brand Ambassador

EaseMyTrip.com has appointed Bollywood actress Jacqueline Fernandez as its brand ambassador in a long-term partnership to strengthen its brand presence and appeal to new customers. Known for her passion for travel, Fernandez embodies the spirit of adventure, making her an ideal face for the brand. The collaboration aims to inspire travel enthusiasts through campaigns showcasing exclusive deals and experiences, tapping into her fanbase of 70.5 million Instagram followers and millions more nationwide.

Co-Branded Travel Debit Card with Bank of Baroda

Bank of Baroda, in partnership with EaseMyTrip, has launched the Bank of Baroda EaseMyTrip Co-branded Travel Debit Card, offering exclusive discounts and benefits on travel, entertainment, and shopping. This is the first co-branded travel debit card by a public sector bank. Cardholders can enjoy discounts on flights, hotels, bus bookings, and cab transfers, along with complimentary access to airport lounges and OTT streaming services. Additional perks include vouchers for popular e-commerce platforms and air insurance coverage up to INR 50 lakh. The card aims to enhance the travel and lifestyle experience for customers, providing year-round benefits with no minimum order value. Customers can apply through Bank of Baroda's branches, mobile, or internet banking. The Bank serves its global customer base of ~165 million through over 70,000 touch points spread across 17 countries in five continents and through its various digital banking platforms.

EaseMyTrip partners with IIFA

EaseMyTrip has been named the Official Travel Partner for the IIFA Festival 2024, offering exclusive holiday packages for customers to enjoy the event. Select customers had a chance to attend the star-studded event with an IIFA pass, adding a unique experience to their travel plans.

EaseMyTrip's Independence Day sale

EaseMyTrip announced the Azadi Mega Sale, a special promotion for Independence Day. The sale offered customers an extensive lineup of discounts across all travel services, encouraging travellers to explore diverse destinations and experiences. Running from July 30 to August 6, 2024, the Azadi Mega Sale featured exceptional discounts, including up to 34% off on flights, up to 60% off on hotels, up to 15% off on bus bookings, up to 12% off on cabs, and holiday packages starting at INR 11,599/-.

Awards & Recognition

EaseMyTrip received the Best OTA (National) Award at the Global Tourism Awards 2024, hosted by Travel World Online in New Delhi, recognizing its contributions to the tourism industry. The awards aim to inspire excellence within the tourism sector by celebrating achievements that drive growth.

The company has also been recognized as the 'Best Online Travel Portal of India' at the Prestigious Brands of India 2024 awards, highlighting its dedication to enhancing travel experiences. This recognition celebrates brands that set benchmarks in their fields through legacy and sustainability, determined by BARC Asia's research.

EaseMyTrip's Steady Performance achieving GBR of 20,756 Million

Q2 FY25 Consolidated Revenue from Operations of INR 1,447 Mn; up 2.1% Y-o-Y

Q2 FY25 EBITDA of 423 Mn; a margin of 28.2%

Earnings per Share of INR 0.15

New Delhi, November, 2024: Easy Trip Planners ([BSE: 543272](#) | [NSE: EASEMYTRIP](#)), announced its Q2 FY25 results. The company presents an extensive spectrum of travel booking services, adeptly meeting the demands of ~26 Million customers domestically and internationally. 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.

Q2 FY25 Performance Highlights:

- Gross Booking Revenue was INR 20,756 million
- Revenue from Operations stood at 1,447 Mn, up 2.1% Y-o-Y
- GBR from hotel and packages reached 2,414 million, marking a 178.4% year-on-year growth
- Hotel nights bookings were 2.2 Lacs, growing 75.3% Y-o-Y
- Bookings in the Train, Buses and Others segment rose by 3.3% to 2.8 Lacs, contributing 2.0% to the GBR
- EBITDA was INR 423 million, a margin of 28.2%
- PAT was at INR 259 million, a margin of 17.3%
- Dubai operations generated a GBR of INR 1,725 million, reflecting a robust growth of 371.3% year-on-year

H1 FY25 Performance Highlights:

- Gross Booking Revenue was INR 43,501 million
- Revenue from Operations stood at 2,973 Mn, up 11.9% Y-o-Y
- GBR from hotel and packages reached 4,521 million, marking a 145.7% year-on-year growth,
- Hotel nights bookings were 4.0 Lacs, an increase of 40.8% Y-o-Y
- Bookings in the Train, Buses and Others segment rose by 18.5% to 5.9 Lacs, contributing 1.9% to the GBR
- EBITDA was INR 929 million, a margin of 30.3%
- PAT was at INR 584 million, a margin of 19.1%
- Company achieved strong cash flows from operations which stood at 58 Cr

Commenting the results, Nishant Pitti, Co-founder and CEO of Easy Trip Planners, said:

Our Q2 FY25 results reflect sustained growth across diversified segments. Gross Booking Revenue reached INR 20,756 million, with Revenue from Operations up 2.1% year-over-year to INR 1,447 million.

The non-air business segments have been key drivers of growth this quarter, demonstrating our successful diversification strategy. The Hotels segment recorded exceptional performance with a GBR of INR 2,414 million, marking a remarkable 178.4% year-on-year growth. This was fueled by a strong 75% increase in hotel night bookings to 2.2 lakh, reflecting heightened demand and effective market penetration. In this quarter too, the company achieved strong cash flows from operations which stood at 58Cr. Meanwhile, our Trains, Buses & Others segment saw steady traction, with a GBR of INR 407 million—a 19.4% year-over-year increase—indicating the growing appeal of our comprehensive travel offerings beyond air travel.

Our Dubai operations have also contributed significantly, achieving a GBR of INR 1,725 million, a robust 371.3% growth year-over-year. This substantial international growth underscores our strategic commitment to expanding our footprint in high-potential markets. Together, these achievements highlight EaseMyTrip's focus on driving long-term, profitable growth by tapping into diversified and international segments to deliver enduring value to our stakeholders.

Q2 and H1 FY25 Consolidated Performance Highlights:

Consolidated (INR Mn)	Q2		Q1	H1	
	FY25	FY24	FY25	FY25	FY24
Revenue from Operations	1,446.7	1,416.9	1,526.0	2,972.7	2,657.0
Total Income	1,499.5	1,445.7	1,562.2	3,061.6	2,712.1
EBITDA	422.9	676.5	505.9	928.7	1,051.5
EBITDA Margin%	28.2%	46.8%	32.4%	30.3%	38.8%
PBT	372.4	646.5	471.8	844.2	997.3
PBT Margin%	24.8%	44.7%	30.2%	27.6%	36.8%
PAT*	258.7	471.8	324.8	583.5	732.0
PAT Margin%	17.3%	32.6%	20.8%	19.1%	27.0%

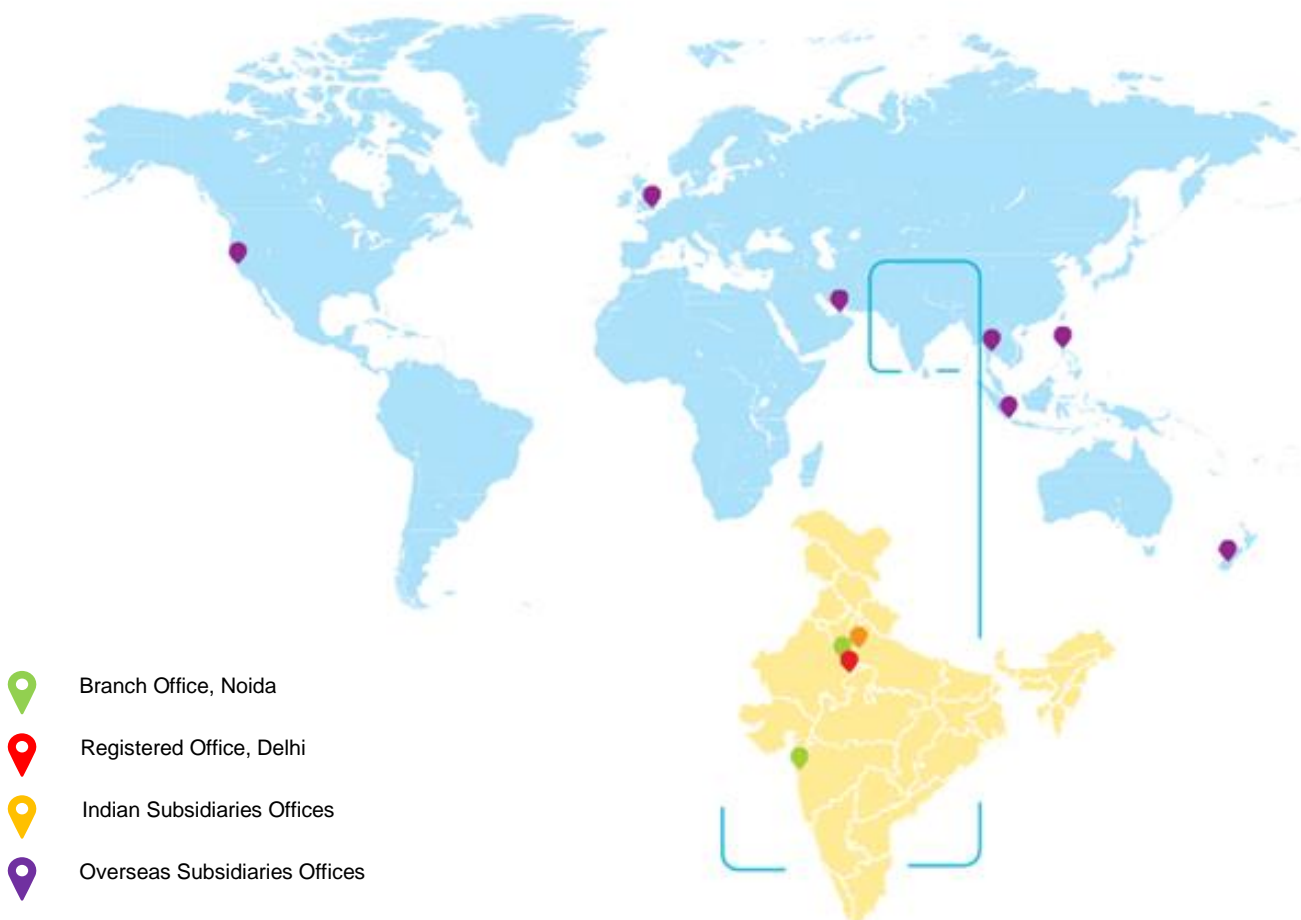
EaseMyTrip: A trailblazer in the OTA space



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

*Excluding Other Comprehensive Income, Minority Interest and Exceptional Items

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



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This press release may include statements of future expectations and other forward-looking statements based on management's current expectations and beliefs concerning future developments and their potential effects upon Easy Trip Planners and its subsidiaries/ associates. These forward-looking statements involve known or unknown risks and uncertainties that could cause actual results, performance or events to differ materially from those expressed or implied in such statements. Important factors that could cause actual results to differ materially from our expectations include, amongst others: general economic and business conditions in India and overseas, our ability to successfully implement our strategy, our research and development efforts, our growth and expansion plans and technological changes, changes in the value of the Rupee and other currency changes, changes in the Indian and international interest rates, change in laws and regulations that apply to the related industries, increasing competition in and the conditions of the related industries, changes in political conditions in India and changes in the foreign exchange control regulations in India. Neither Easy Trip Planners, nor our directors, or any of our subsidiaries/associates assume any obligation to update any forward-looking statement contained in this release.