

February 14, 2025

BSE Ltd. P J Towers, Dalal Street, Fort Mumbai – 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 the presentation made to the investors on the unaudited standalone and consolidated financial results of the Company for the quarter and nine month ended December 31, 2024.

The audio recording and transcript of the Investors Conference will be uploaded on the website of the Company (<https://www.easemytrip.com/investor-relations.html>) and the Stock Exchanges, as prescribed under the Listing Regulations.

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.

**For Easy Trip Planners Limited**

**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



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Government of India





  
**EaseMyTrip**.com



## Q3 and 9M FY25 Investor Presentation

February 2025

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**EBITDA of INR 510.4 Million**  
 Serving ~**26Mn** Happy Customers

Q3 FY25

**Gross Booking Revenue (GBR)**  
 INR 21,488.6 Million

**EBITDA**  
 INR 510.4 Million

**Revenue from Operations**  
 INR 1,505.7 Million

**Profit After Tax (PAT)\***  
 INR 336.4 Million

9M FY25

**Gross Booking Revenue (GBR)**  
 INR 64,989.6 Million

**EBITDA**  
 INR 1,439.1 Million

**Revenue from Operations**  
 INR 4,478.4 Million

**Profit After Tax (PAT)\***  
 INR 919.9 Million

\*Excluding Other Comprehensive Income, Minority Interest and Exceptional Items

## Official Partner - Kho Kho World Cup 2025

EaseMyTrip partnered with KKFI to promote the first-ever Kho Kho World Cup, bringing the indigenous sport to the global stage with 24 nations competing from January 13-19, 2025

## Big Cricket League Welcomes EaseMyTrip

EaseMyTrip became the title sponsor of the Big Cricket League, blending cricket excitement with exclusive travel offers, awards for top players, and memorable experiences for fans across India

## Franchise Expansion and New Office Openings

EaseMyTrip has expanded its retail and corporate presence with new franchise stores in Raipur, Srikalahasti, Bengaluru, Hyderabad, Jabalpur, and Bhubaneswar, along with a new office in Mumbai, enhancing its reach across key markets. Their total franchise count has gone up to 24 stores

## EaseMyTrip Secures Global IATA Accreditation

EaseMyTrip earned the prestigious IATA GoGlobal accreditation, enabling seamless international operations, enhancing global partnerships, and positioning itself as a leading travel tech company for international expansion

## EaseMyTrip and BNZ Green Promote Sustainability

EaseMyTrip joined forces with BNZ Green to launch real-time carbon tracking and blockchain-powered carbon offset programs, empowering users to make environmentally conscious travel choices and support sustainable tourism

## EaseMyTrip Partners with OLX India

EaseMyTrip has collaborated with OLX India to introduce an exclusive travel booking feature, offering seamless flight, hotel, and holiday bookings to OLX's 35 million monthly active users with special deals and real-time support

## Festive Cheer with Archies and EaseMyTrip

EaseMyTrip collaborated with Archies and Meena Bazaar on a festive campaign, offering shoppers the chance to win a Goa trip, exclusive gifts, and exciting rewards while celebrating the festive season

## EaseMyTrip Partners with CARS24 for Exciting Giveaways

EaseMyTrip has partnered with CARS24 to offer exclusive giveaways. Travelers booking through EaseMyTrip can win a pre-owned car worth ₹3-5.5 lakhs, while CARS24 users receive travel vouchers, with the top spender winning a Goa trip

## EaseMyTrip Co-Founder Honored for Entrepreneurship

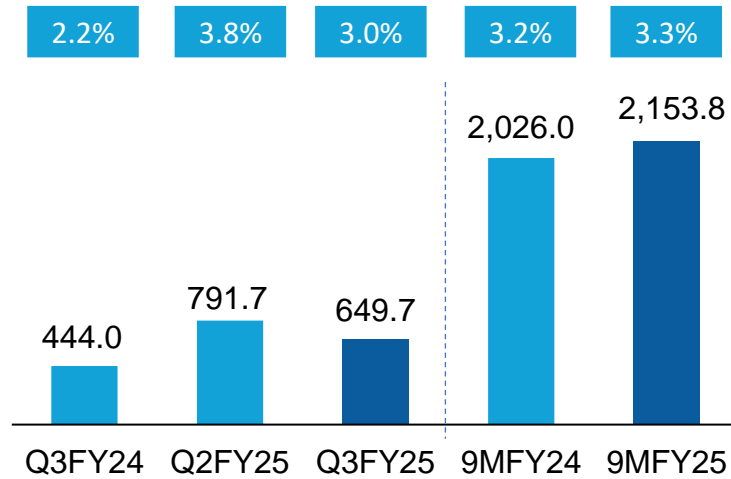
Nishant Pitti, CEO of EaseMyTrip, was recognized in IDFC FIRST Private & Hurun India's Top 200 Self-Made Entrepreneurs list for 2024, celebrating his leadership and contributions to India's travel tech sector and economic transformation

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

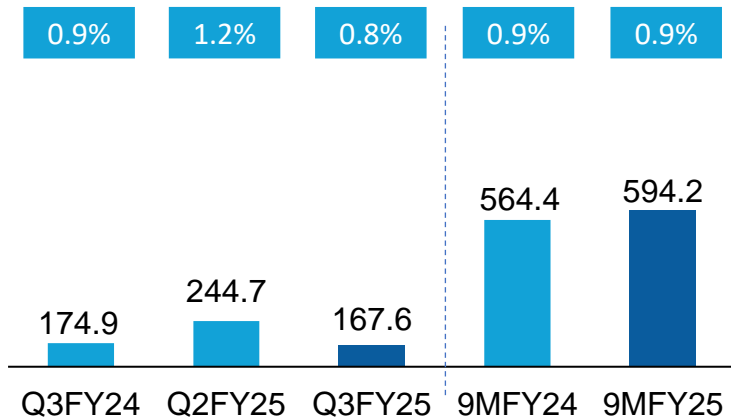
Particulars (INR in Mn)	Q3FY25		Q3FY24		Q2FY25		9MFY25		9MFY24	
<b>Gross Booking Revenue (GBR)</b>	<b>21,488.6</b>		<b>20,260.7</b>		<b>20,756.4</b>		<b>64,989.6</b>		<b>64,226.0</b>	
<b>Revenue/Income</b>	<b>Amount</b>	<b>% of GBR</b>	<b>Amount</b>	<b>% of GBR</b>	<b>Amount</b>	<b>% of GBR</b>	<b>Amount</b>	<b>% of GBR</b>	<b>Amount</b>	<b>% of GBR</b>
A. Revenue From Operation (As Per Financials)	1,505.7	7.0%	1,607.9	7.9%	1,446.7	7.0%	4,478.4	6.9%	4,265.3	6.6%
B. Discounts To Customers	649.7	3.0%	444.0	2.2%	791.7	3.8%	2,153.8	3.3%	2,026.0	3.2%
C. Less: Service Cost	(142.5)	(0.7)%	(164.7)	(0.8)%	(138.9)	(0.7)%	(474.4)	(0.7)%	(345.9)	(0.5)%
<b>Adjusted Revenue</b>	<b>2,012.9</b>	<b>9.4%</b>	<b>1,887.1</b>	<b>9.3%</b>	<b>2,099.5</b>	<b>10.1%</b>	<b>6,157.8</b>	<b>9.5%</b>	<b>5,945.5</b>	<b>9.3%</b>
Other Income	32.5		45.2		52.7		121.4		99.9	
<b>Adjusted Income</b>	<b>2,045.3</b>	<b>9.5%</b>	<b>1,932.4</b>	<b>9.5%</b>	<b>2,152.3</b>	<b>10.4%</b>	<b>6,279.2</b>	<b>9.7%</b>	<b>6,045.4</b>	<b>9.4%</b>
<b>Total Expense</b>										
Discounts To Customers	649.7	3.0%	444.0	2.2%	791.7	3.8%	2,153.8	3.3%	2,026.0	3.2%
Cost Of Material Consumed	9.2	0.0%	6.3	0.0%	7.0	0.0%	21.8	0.0%	14.7	0.0%
Employee Expenses	264.1	1.2%	221.7	1.1%	250.5	1.2%	753.8	1.2%	583.7	0.9%
Marketing And Sales Promotion	167.6	0.8%	174.9	0.9%	244.7	1.2%	594.2	0.9%	564.4	0.9%
Payment Gateway Charges	154.6	0.7%	129.5	0.6%	144.4	0.7%	459.6	0.7%	414.2	0.6%
Other Expenses	289.7	1.3%	302.3	1.5%	291.0	1.4%	856.7	1.3%	737.3	1.1%
Finance Cost	16.6	0.1%	13.8	0.1%	14.4	0.1%	42.4	0.1%	48.3	0.1%
Depreciation	31.5	0.1%	37.3	0.2%	36.1	0.2%	90.2	0.1%	56.9	0.1%
<b>Total Expense</b>	<b>1,583.1</b>	<b>7.4%</b>	<b>1,329.8</b>	<b>6.6%</b>	<b>1,779.8</b>	<b>8.6%</b>	<b>4,972.7</b>	<b>7.7%</b>	<b>4,445.5</b>	<b>6.9%</b>
<b>PBT</b>	<b>462.3</b>	<b>2.2%</b>	<b>602.6</b>	<b>3.0%</b>	<b>372.4</b>	<b>1.8%</b>	<b>1,306.5</b>	<b>2.0%</b>	<b>1,599.9</b>	<b>2.5%</b>
Tax	122.0		145.8		104.5		359.0	0.6%	414.5	0.6%
<b>Profit After Tax (PAT)*</b>	<b>340.3</b>	<b>1.6%</b>	<b>456.8</b>	<b>2.3%</b>	<b>268.0</b>	<b>1.3%</b>	<b>947.5</b>	<b>1.5%</b>	<b>1,185.4</b>	<b>1.8%</b>
Other Comprehensive Income	11.7		(5.4)		25.4		38.1	0.1%	(6.9)	(0.0)%
<b>Total Comprehensive Income for the year / period</b>	<b>352.0</b>	<b>1.6%</b>	<b>451.4</b>	<b>2.2%</b>	<b>293.4</b>	<b>1.4%</b>	<b>985.7</b>	<b>1.5%</b>	<b>1,178.5</b>	<b>1.8%</b>
EPS	0.09		0.13		0.07		0.26		0.34	

% of Gross Booking Revenue

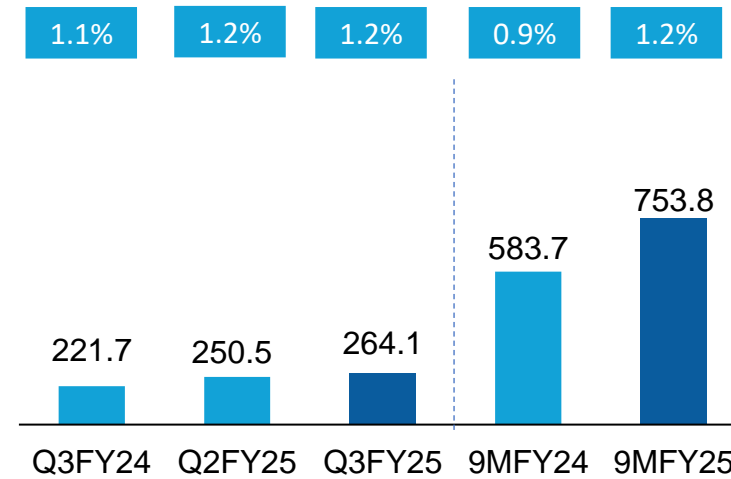
## Discounts



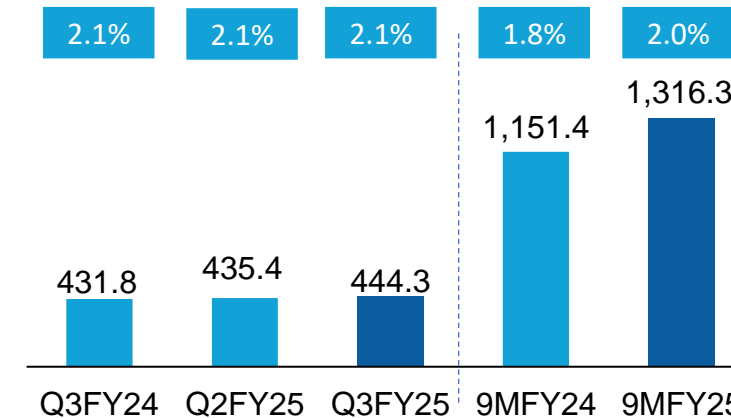
## Marketing & Sales Promotion



## Employee Cost



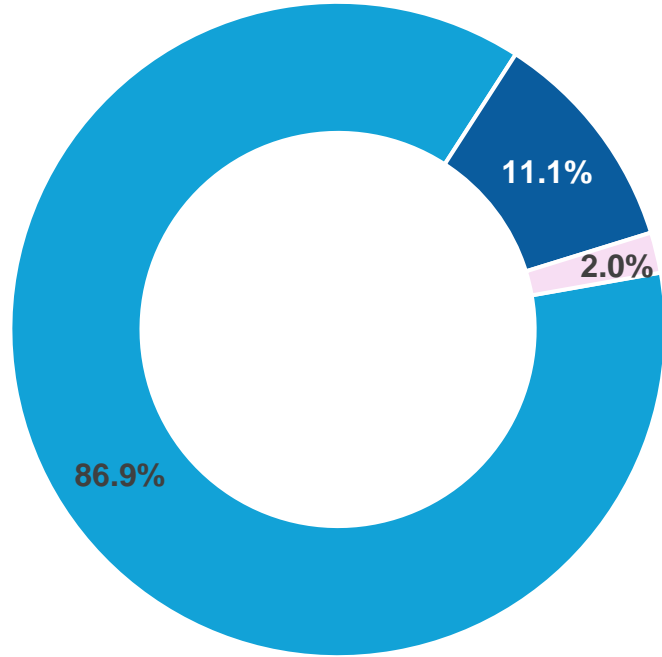
## Other Expenses \*



\* Other Expenses includes Other expenses and Payment Gateway Charges

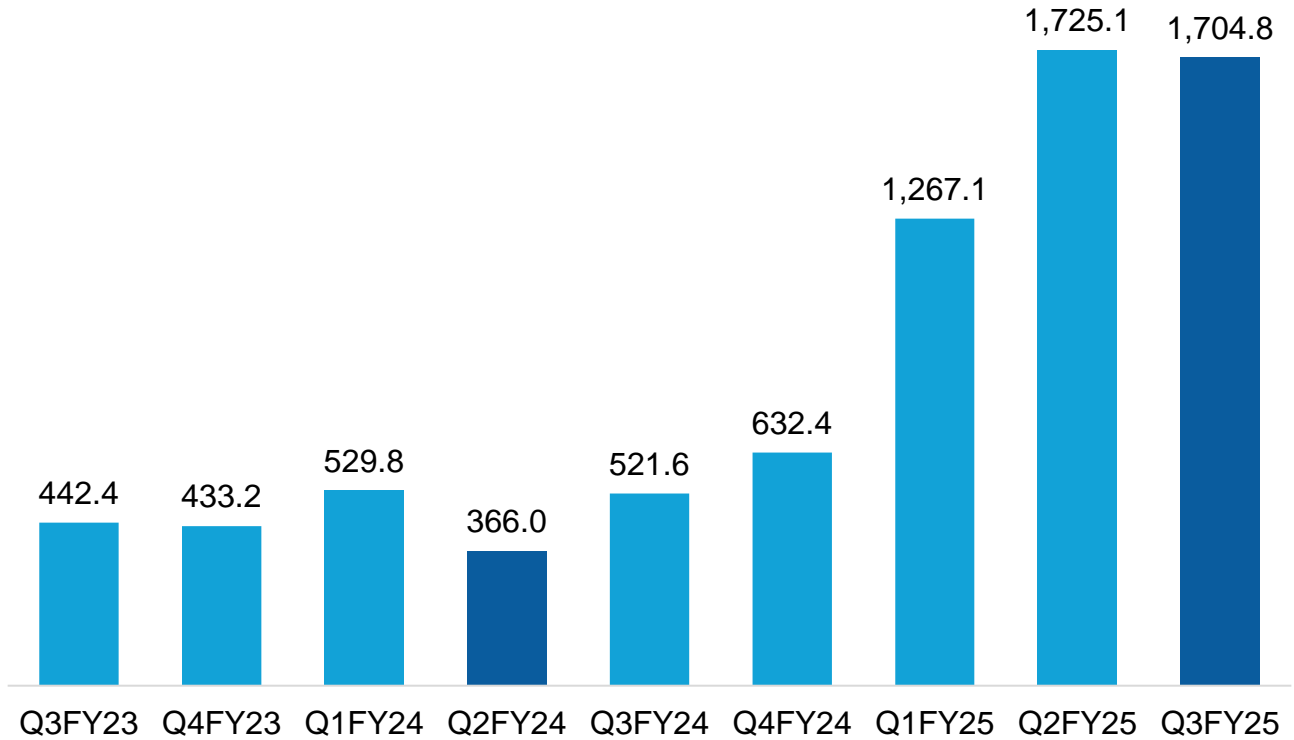
# Gross Booking Revenue Breakdown

Q3FY25 Segmental GBR



■ Flights ■ Hotels and Holiday Packages ■ Trains, Buses & Others

GBR from Dubai Office (INR in Mn)

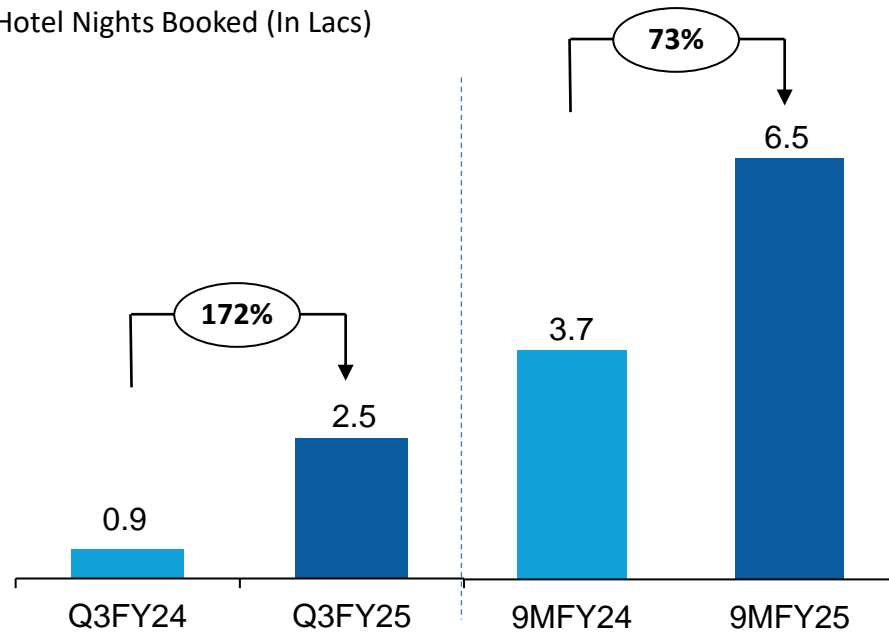


✓ Air segment bookings in Q3 FY25 was at 23.8 Lacs  
 ✓ In Q3 FY25, the Dubai Office recorded GBR of Rs. 1,704.8 million compared to Rs. 521.6 million in the corresponding quarter of the previous year, representing a year-on-year increase of 226.9%

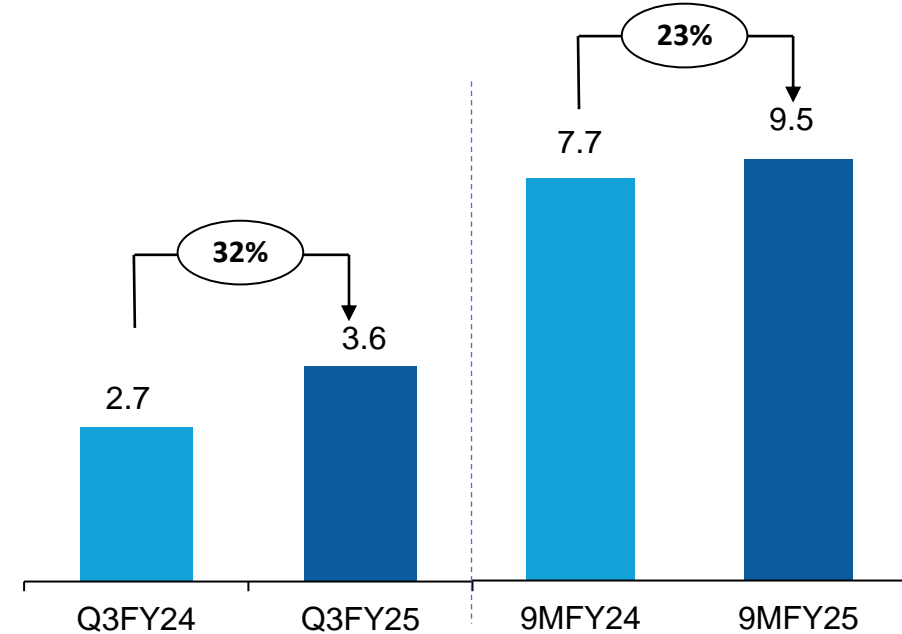


## Hotels and Holiday Packages

Hotel Nights Booked (In Lacs)



## Trains, Buses and Others



- ✓ In Q3 FY25, hotel nights booked rose by 172% year-on-year, increasing from 0.9 to 2.5 lakhs. For 9M FY25, bookings grew by 73% year-on-year, reaching 6.5 lakhs from 3.7 lakhs
- ✓ Trains, Buses, and Others segment experienced a modest year-on-year growth of 32% in Q3 FY25, with bookings rising from 2.7 to 3.6 lakhs. In 9M FY25, bookings increased by 23% year-on-year, rising from 7.7 to 9.5 lakhs



## Historical Financials

# Historical Consolidated Profit and Loss Account

Particulars (INR in Mn)	FY20	FY21	FY22	FY23	FY24	CAGR
Revenue from Operations	1,620.5	1,385.0	2,353.7	4,488.3	5,905.8	38%
Other Income	189.6	122.6	143.9	153.7	185.1	(1)%
<b>Total Revenue</b>	<b>1,810.1</b>	<b>1,507.6</b>	<b>2,497.6</b>	<b>4,642.0</b>	<b>6,090.9</b>	<b>35%</b>
Employee Benefits Expense	302.0	210.4	258.4	524.4	821.5	28%
Other Expenses	1,009.2	421.4	770.7	2,205.1	3,103.2	32%
<b>EBITDA</b>	<b>498.9</b>	<b>875.8</b>	<b>1,468.5</b>	<b>1,912.5</b>	<b>2,281.9</b>	<b>46%</b>
<b>EBITDA %</b>	<b>27.6%</b>	<b>58.1%</b>	<b>58.8%</b>	<b>41.2%</b>	<b>37.5%</b>	<b>8%</b>
Depreciation and Amortisation Expense	7.1	6.6	13.4	29.0	71.6	78%
<b>EBIT</b>	<b>491.8</b>	<b>869.2</b>	<b>1,455.2</b>	<b>1833.4</b>	<b>2,210.3</b>	<b>46%</b>
Finance Costs	33.0	35.3	19.5	34.1	59.7	16%
<b>PBT</b>	<b>458.8</b>	<b>833.9</b>	<b>1,435.7</b>	<b>1,849.4</b>	<b>2,150.6</b>	<b>47%</b>
Total Tax Expense	129.0	223.8	376.5	508.4	573.9	45%
<b>Profit for the year</b>	<b>329.8</b>	<b>610.1</b>	<b>1,059.2</b>	<b>1,341.0</b>	<b>1,576.7</b>	<b>48%</b>
<b>PAT %</b>	<b>18.2%</b>	<b>40.5%</b>	<b>42.4%</b>	<b>28.9%</b>	<b>25.9%</b>	<b>9%</b>
Other Comprehensive Income for the year	0.4	4.0	(1.9)	(0.7)	(3.0)	(65)%
<b>Total Comprehensive Income for the year</b>	<b>330.2</b>	<b>614.1</b>	<b>1,057.3</b>	<b>1,340.3</b>	<b>1,573.7</b>	<b>48%</b>
Exceptional item	-	-	-	-	724.3	-
Tax benefit on exceptional items	-	-	-	-	(182.3)	-
<b>Total Comprehensive Income for the periods/ years after exceptional items and tax benefit thereon</b>	<b>330.2</b>	<b>614.1</b>	<b>1,057.3</b>	<b>1,340.3</b>	<b>1,031.7</b>	<b>33%</b>
EPS	3.04	2.81	0.61	0.77	0.89*	-

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

\*Excluding Other Comprehensive Income, Minority Interest and Exceptional Items

# Historical Consolidated Balance Sheet

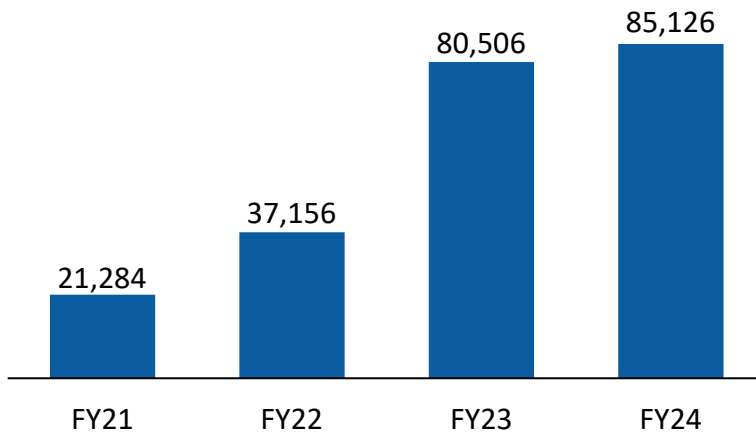
Equities and Liabilities (Mn)	H1FY25	FY24
Equity Share Capital	1,772.0	1,772.0
Other Equity	4,883.4	4,273.2
<b>Equity attributable to equity holders of the Group</b>	<b>6,655.1</b>	<b>6,045.2</b>
Non-controlling interests	228.1	201.3
<b>Total Equity</b>	<b>6,883.2</b>	<b>6,246.6</b>
Contract Liabilities	807.0	-
Financial Liabilities		
(i) Borrowings	173.9	37.3
(ii) Lease Liabilities	52.1	51.9
(iii) Others Financial Liabilities	-	-
Provisions	65.5	58.1
Deferred Tax Liabilities (Net)	87.4	94.5
<b>Total Non-Current Liabilities</b>	<b>1,186.0</b>	<b>241.8</b>
Contract Liabilities	1,092.9	1,045.1
Financial Liabilities		
(i) Borrowings	134.0	90.9
(ii) Lease Liabilities	16.9	14.6
(iii) Trade payables	1,062.1	791.9
(iv) Other Financial Liabilities	351.9	388.5
Other Current Liabilities	44.7	61.4
Provisions	49.2	42.4
Current Tax Liabilities (Net)	23.1	12.9
<b>Total Current Liabilities</b>	<b>2,774.7</b>	<b>2,447.7</b>
<b>Total Equity and Liabilities</b>	<b>10,843.9</b>	<b>8,936.1</b>

Assets (Mn)	H1FY25	FY24
Property, plant and equipment	309.2	131.2
Investment Property	22.9	22.9
Capital Work in Progress	30.3	-
Goodwill	497.0	497.0
Intangible Assets	558.2	593.9
Right of Use Assets	62.9	62.1
Financial Assets	-	-
(i) Investments	410.6	370.0
(ii) Loans	-	0.4
(iii) Other Financial Assets	741.6	768.9
Deferred Tax Assets (Net)	81.4	82.4
Other Non-Current Assets	489.4	804.8
Non-Current Tax Assets (Net)	241.5	77.5
<b>Total Non-Current Assets</b>	<b>3,444.8</b>	<b>3,411.1</b>
Inventory	11.3	8.5
Financial Assets		
(i) Investments	87.4	30.3
(ii) Trade Receivable	2,285.7	2,325.5
(iii) Cash and Cash Equivalents	1,561.6	1,008.9
(iv) Other Bank Balances	7.8	6.6
(v) Loans	2.3	1.3
(vi) Other Financial Assets	1,493.8	1,136.3
Other Current Assets	1,949.2	1,007.7
<b>Total Current Assets</b>	<b>7,399.1</b>	<b>5,525.0</b>
<b>Total Assets</b>	<b>10,843.9</b>	<b>8,936.1</b>

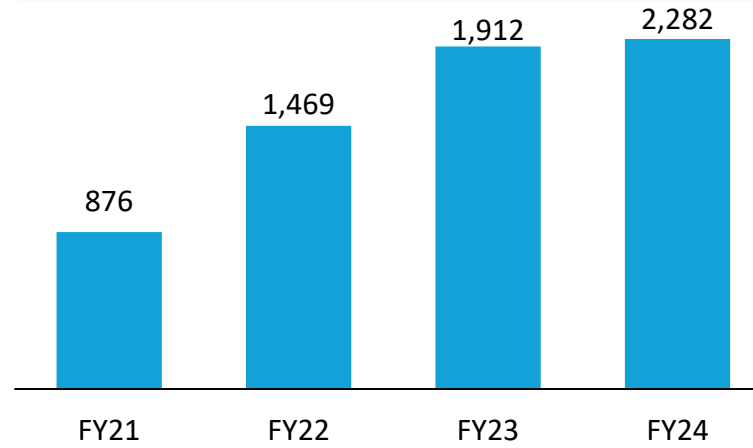
# Achieved Strong Cash Flow from Operations

Consolidated Cash Flow Statement (INR in Mn)	H1FY25	FY24
<b>Cash Flow from Operating Activities</b>		
Profit before Tax	844.2	1,426.3
Adjustment for Non-Operating Items	9.5	814.9
<b>Operating Profit before Working Capital Changes</b>	<b>853.7</b>	<b>2,241.2</b>
Changes in Working Capital	130.5	(472.2)
<b>Cash Generated from Operations</b>	<b>984.1</b>	<b>1,769.1</b>
Less: Direct Taxes paid	(403.3)	(527.9)
<b>Net Cash from Operating Activities</b>	<b>580.9</b>	<b>1,241.1</b>
Cash Flow from Investing Activities	(195.2)	(432.5)
Cash Flow from Financing Activities	164.8	557.4
Effect of Foreign Currency Fluctuation arising out of Consolidation	2.2	-
<b>Net increase/ (decrease) in Cash and Cash equivalent</b>	<b>552.7</b>	<b>1,366.1</b>
Cash and Cash Equivalents at the beginning of the period	1,008.9	(357.8)
<b>Cash and Cash equivalents at the end of the period</b>	<b>1,561.6</b>	<b>1,008.3</b>

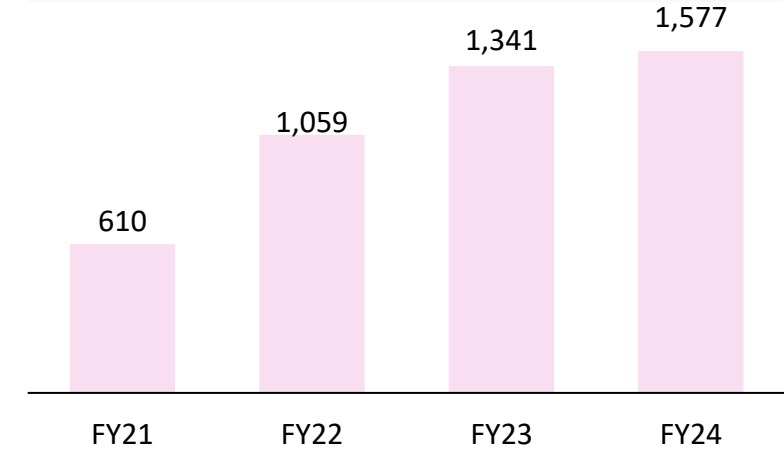
**Gross Booking Revenue (INR in Mn)**



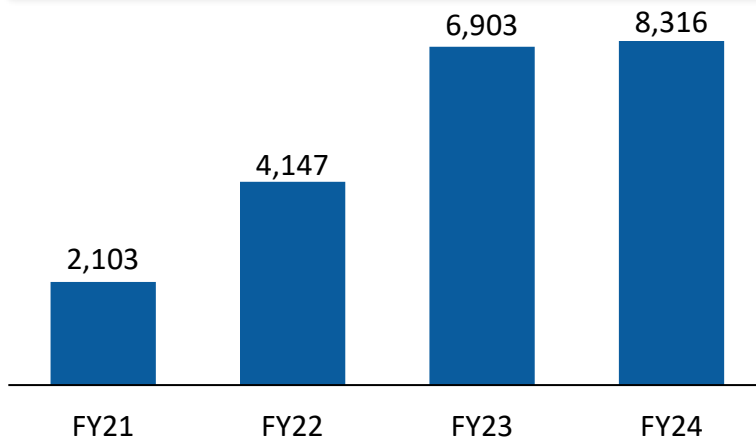
**EBITDA (INR in Mn)**



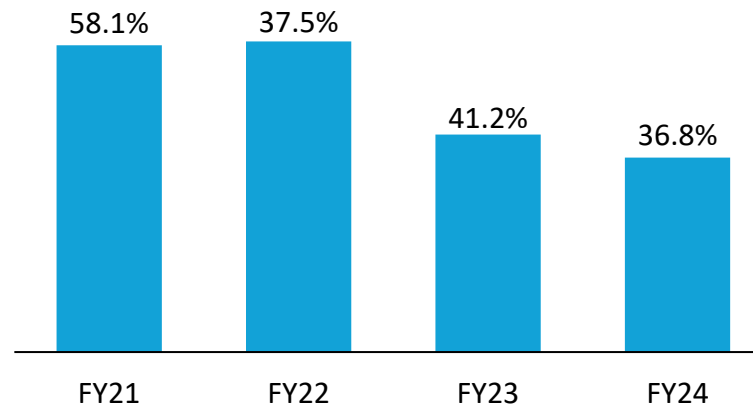
**PAT (INR in Mn)\***



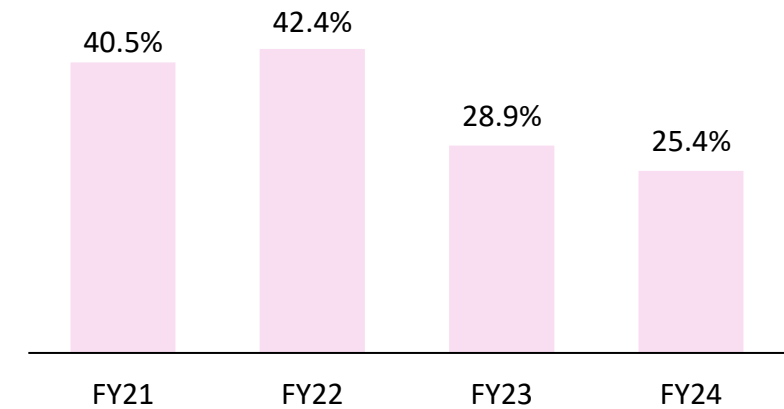
**Adjusted Total Income# (INR in Mn)**



**EBITDA Margin (%)**



**PAT Margin (%)**

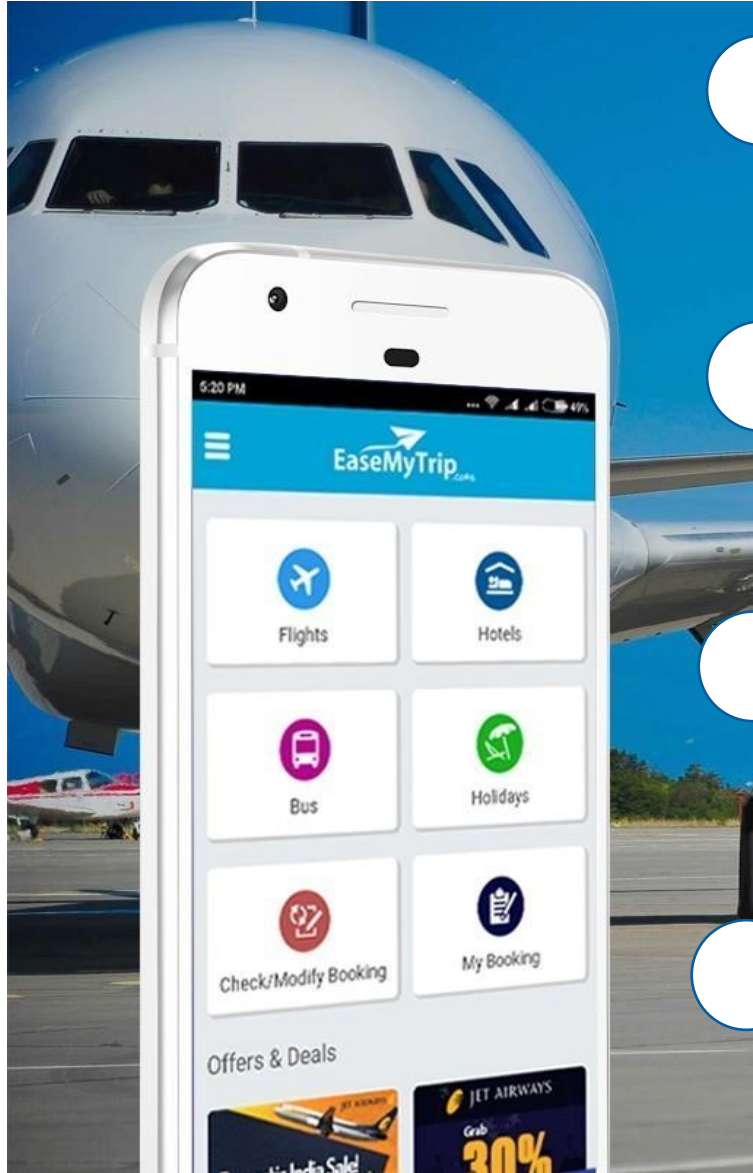


\* PAT excluding Other Comprehensive Income, Minority Interest and Exceptional Items

#Including Discounts offered to customers and excluding service cost



## Company Overview



## 2nd Largest OTA\*

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

## Cash Surplus

Negative Net debt: Cash and FDR of INR 3,123.0 million as on Sept-24. Business requires minimal capex for growth.

## Only Profitable OTA since inception

Profitable since inception, even in Covid year.  
EBITDA for 9MFY25 stood at INR 1,439.1 million

## Cost Efficient OTA

Lowest Cost-Income Ratio and Highest EBITDA Margin Among India-Centric OTAs

## “End to End” Travel Solutions

Offers “End to End” travel solutions which includes air tickets, hotels and holiday packages, rail tickets and 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 and sustained profitability

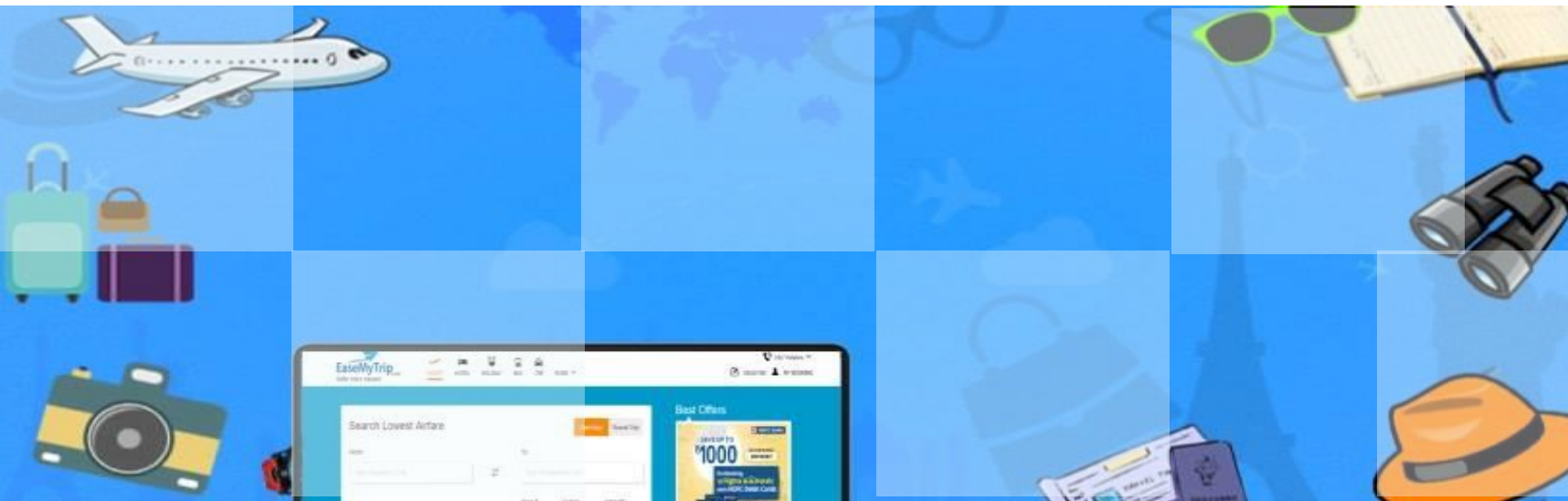
## Brand Equity

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



# ...and No Convenience Fees Strategy





## Industry Overview

# India's Digital Revolution: Redefining Travel and Tourism



## Digital Penetration In India

- Current Users: Approximately 821 million internet users as of now, with a penetration rate of 55%
- Future Projection: Internet user base is expected to reach 1 billion by 2025



## E-Commerce Growth

- Around 330 million Indians are online shoppers today, reflecting a 23% penetration rate
- By 2030, this figure is projected to grow to 500 million shoppers



## Rising Income Levels

- By 2030, India is expected to gain 140 million middle-income households
- Additionally, 50 million high-income households are forecasted to emerge in the same period



## Next Generation Online Commerce

- By 2030, India will add 90 million new digitally-driven households
- The next generation, raised in a liberalized economy, is expected to make online shopping a core part of their lifestyle.

## Government Initiatives

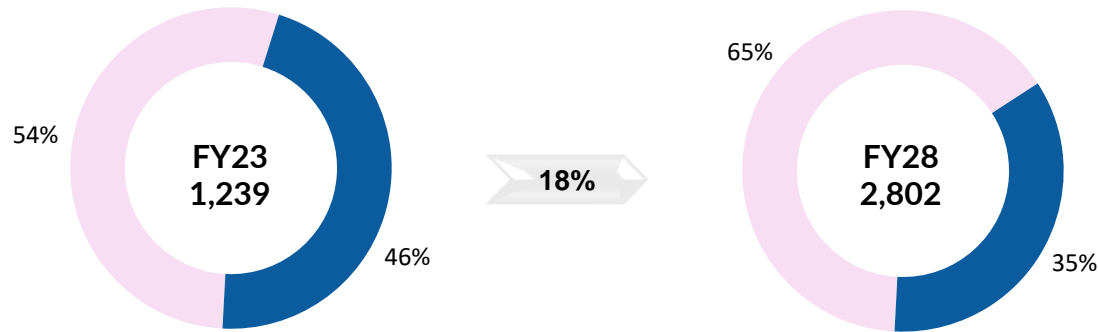
- The Indian government is actively promoting digital transformation through initiatives like the **Digital India program**, which aims to enhance digital infrastructure and expand broadband access nationwide
- The **National Digital Tourism Mission** has been introduced to digitize the tourism sector, improving services and experiences for travelers

*The online travel market is anticipated to grow significantly, rising from \$12 billion in 2022 to \$60 billion by 2030*

# Indian Online and Corporate Travel: OTAs Driving Accelerated Growth

The India online travel market is projected to be valued at USD 19.05 billion in 2025 and is anticipated to grow to USD 31.38 billion by 2030, reflecting a CAGR of 10.5% during the forecast period (2025-2030)

## Indian OTA Market Size (INR bn)



## CAGR FY23-28

Air  
18%

Hotels  
17%

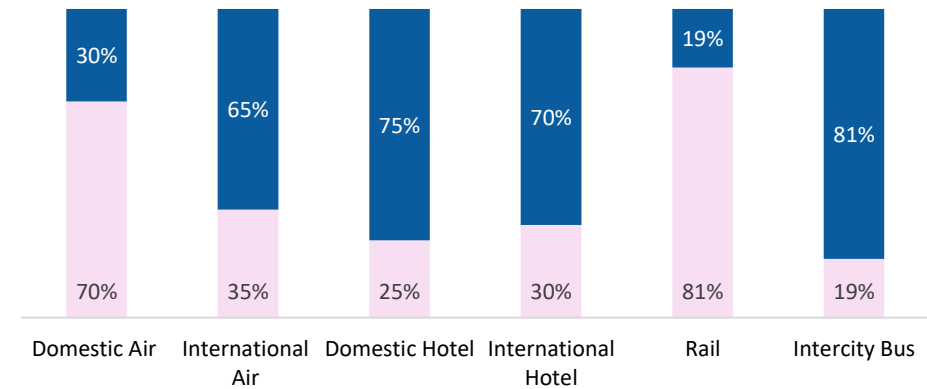
Rail  
15%

Intercity Bus  
18%

Online Offline

## Indian Travel Market

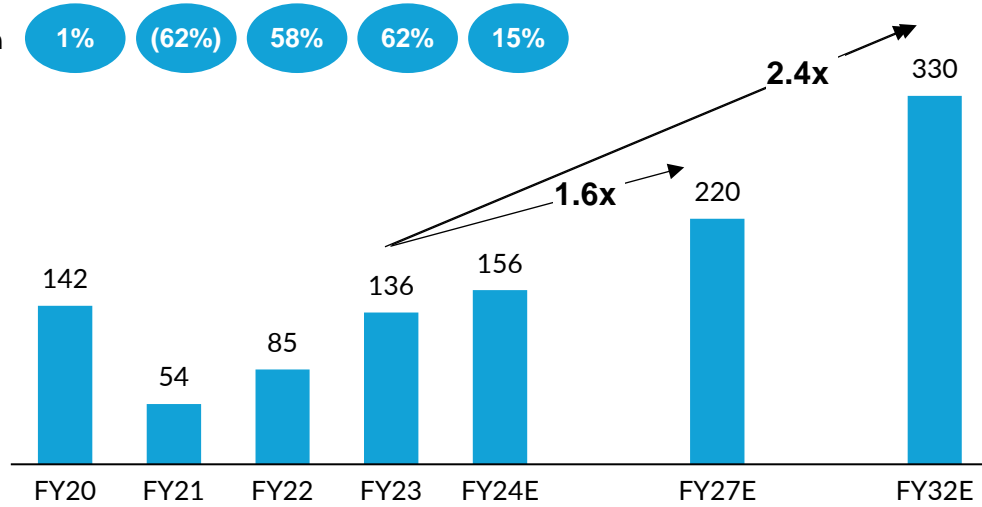
Overall Travel Market 7,126 INR bn



# Strong Tailwinds for Indian Aviation industry

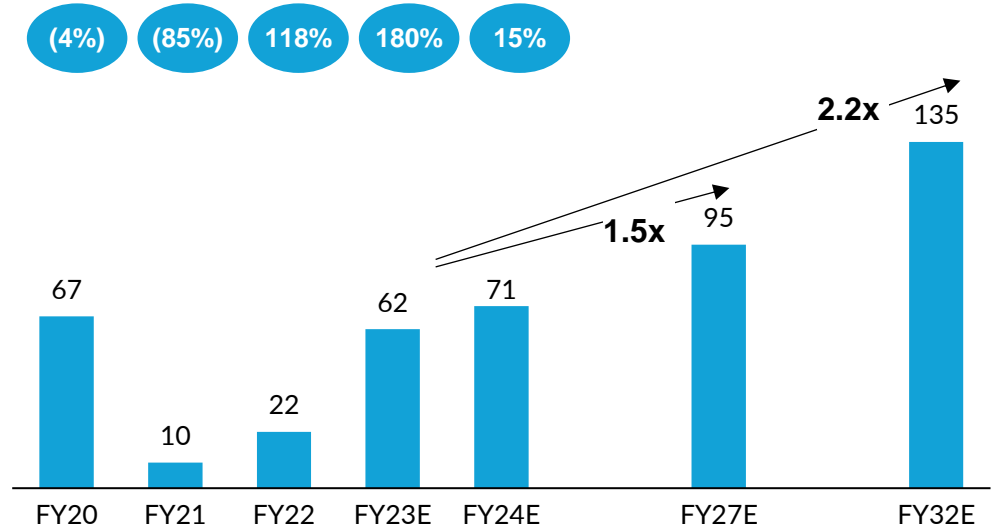
## Indian domestic passenger traffic volumes (Number mn)

%YoY growth



- 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

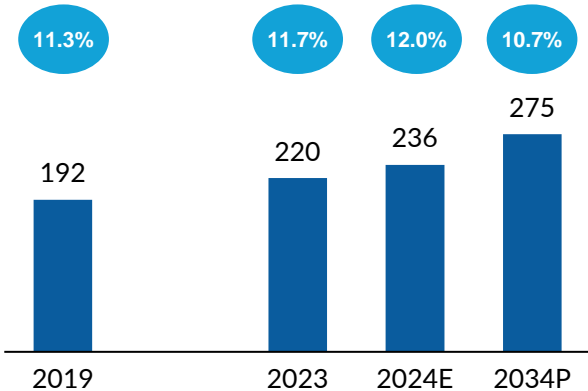
# UAE Tourism Industry: Outlook

The UAE ranks **18th in the Travel & Tourism Development Index (TTDI) 2024**, moving up from 25th in 2019

## UAE Tourism Strategy

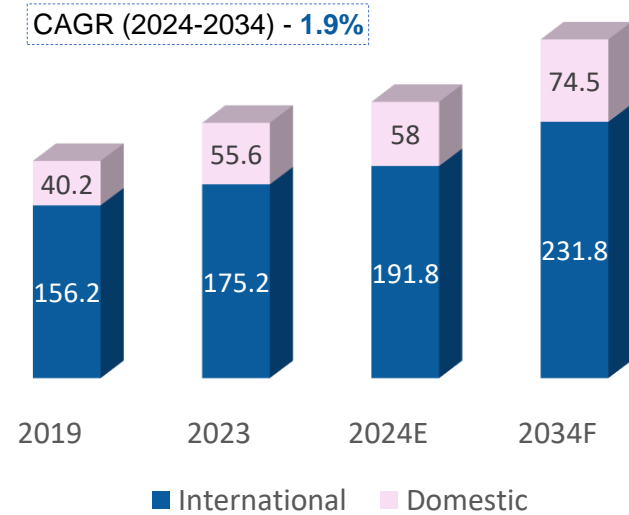
- **Economic Goals:** Targeting AED 450 billion GDP and AED 100 billion investments by 2031
- **Growth Pillars:** Focus on unified identity, diverse offerings, talent development, and investments
- **Post-Pandemic Focus:** Recovery through sustainability, innovation, and affordable luxury
- **Unique Emirates:** Diverse attractions from Dubai's landmarks to Abu Dhabi's culture and Sharjah's heritage
- **Sustainability & Collaboration:** Eco-friendly practices and strong public-private partnerships

## Total GDP Contribution (in AED bn)

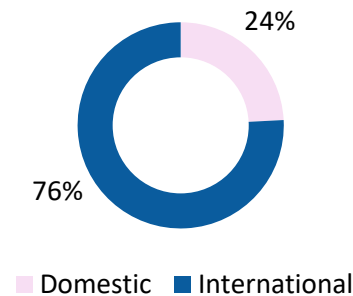


The UAE's tourism sector contributed **\$64 billion** to the country's economy in 2024. Projected to grow at **11.0% CAGR** from 2025 to 2033

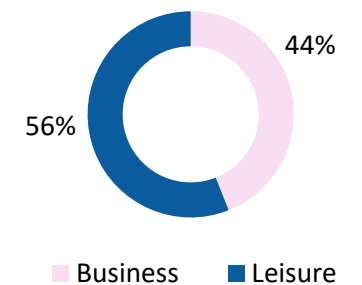
## UAE Visitor Spending



## Domestic vs International



## Leisure vs Business



Thank You



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