

January 30, 2022

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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Sub: Media Release

In terms of regulation 30 of the SEBI (LODR) Regulations, 2015, we are enclosing herewith a copy of the media release titled **“EaseMyTrip profits announces exceptional Q3 results; 147% jump in adjusted revenues and profits jump by 84%”** being issued to the media.

You are requested to take the aforesaid on record.

Request you to kindly take the same on record.

For Easy Trip Planners Limited



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

Easy Trip Planners Limited

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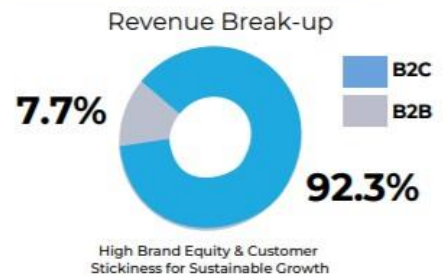
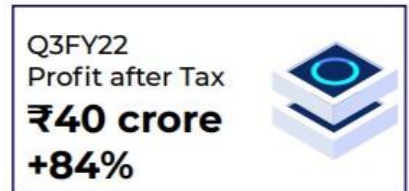




EaseMyTrip announces exceptional Q3 results; 147% jump in adjusted revenues and profits jump by 84%

- *India's only company delivering consistent profits every quarter among all listed new-age tech businesses*
- *For Q3'22, garnered:*
 - *GMV of Rs. 1293 Crore, jumped 65% YoY and 45% QoQ*
 - *PAT of Rs. 40.4 Crore, jumped 84% YoY and 49% QoQ*
- *For 9M'22, garnered:*
 - *GMV of Rs. 2544 Crore, increased 108% compared to last year*
 - *PAT of Rs. 82.5 Crore, increased by 167% compared to last year*

New Delhi, 30th January 2022; EaseMyTrip, India's second-largest online travel platform, has announced remarkable Q3 results with a profit jump by 84% to Rs. 40 crore as against a net profit of Rs. 22 crore in the corresponding quarter of the previous fiscal. Further, the Q3FY22 Gross Booking Revenue (GBR) stood at Rs. 1,293 crore generating strong and sustainable growth for its stakeholders.



*Air Segments net of Cancellations

Q3FY22 Financial Highlights

1. Air segment booking grew 49% and hotel nights booking grew by 144% for Q3FY22
2. Consistent performance across businesses; Continues to gain market share basis increased margins and commissions, and enhanced operational efficiency
3. Gross Bookings Revenue (GBR) for Q3FY22 stood at Rs. 1,293 crore as compared to Rs. 783 crore in Q3FY21 up by 65 % YoY and Rs. 895 crore in Q2FY22 up by 44.5 % QoQ
4. Adjusted revenue for Q3FY22 crossed Rs. 152 crore mark and was up by 147.2% YoY and 50.7% QoQ
5. Profit after Tax for Q3FY22 stood at Rs. 40 crore as compared to Rs. 22 crore in Q3FY21, up by 83.8% YoY

9MFY22 Financial Highlights

1. Gross Bookings Revenue (GBR) for 9MFY22 stood at Rs. 2,544 crore as compared to Rs. 1,221 crore in 9MFY21 up by 108% YoY
2. Adjusted revenue for 9MFY22 was Rs. 302 crore up by 208% YoY
3. Air segment booking was up by 87%, and hotel nights booking grew by 357% for 9MFY22
4. Profit after Tax for 9MFY22 stood at Rs. 83 crore as compared to Rs. 31 crore in 9MFY21, up by 167% YoY



Key Consolidated Financial Highlights:

Particulars (Rs. in Mn)	Q3 FY22	Q3 FY21	Y-o-Y	9MFY22	9MFY21	Y-o-Y
Gross Booking Revenue (GBR)	12,931.3	7,827.3	65.2%	25,444.1	12,207.6	108.4%
Adjusted Revenue	1,521.0	615.2	147.3%	3,019.5	979.1	208.4%
Adjusted Revenue (% of GBR)	11.8%	7.9%	390 bps	11.9%	8.0%	390
Profit After Tax (PAT)	404.2	220.0	83.8%	825.4	308.8	167.3%
PAT (% of GBR)	3.1%	2.8%	30 bps	3.2%	2.5%	70 bps
PAT Margins (% of Adj. revenue)	26.6%	35.8%	- 920 bps	27.3%	31.5%	- 420 bps
Air Segments* (Nos)	24,56,437	16,46,554	49.2%	50,36,204	26,95,450	86.8%
Hotel Nights (Nos)	42,861	17551	144%	1,02,916	22,506	357.3%

*Air Segments net of Cancellations

Commenting on the company's stellar performance, **Prashant Pitti, Co-Founder, EaseMyTrip**, "Despite the challenges posed by the second and third wave of the pandemic, EaseMyTrip continues to deliver robust growth in one of the most disruptive periods for the travel and tourism industry. This was possible due to the increase in operational efficiencies and our model of working on lean cost of operations. We are now extremely bullish about the strong pent-up demand in the travel industry. We will continue to strengthen on all fronts and are confident that our continued focus on financial and operational efficiency will help us to achieve sustainable business growth in the coming quarters as well.

Being the 2nd largest online travel platform in India, we will continue to tap into growth opportunities not just in the air segment but non-air segments where we have made slew of acquisition announcements in the quarter. We are confident that our continued focus on operational efficiency and financial discipline will help us deliver sustainable business growth, and we will continue to strengthen on all fronts to deliver greater shareholder value. Going forward, we are looking at creating a travel ecosystem with enhanced focus on increased revenues and profitability."

EaseMyTrip continues to remain extremely optimistic about the coming quarter as the company will continue to strengthen its lean and efficient infrastructure. Further, EaseMyTrip aims at building a travel ecosystem that will address the need of every traveller. The company will continue to strengthen its non-air business, international footprint and continue to create long-term sustainable value for its stakeholders.

EaseMyTrip is one of the very few e-commerce platforms in the world that bootstrapped itself to the IPO. In the last 13 years of its existence, EaseMyTrip has never raised capital from any external sources and has grown market-share via profits and internal accruals. EaseMyTrip is also the fastest-growing travel portal between FY18 to FY20 based on Gross Booking Revenue. The company, which has been profitable since inception, provides its customers with the option of zero convenience fees during ticket booking.

About EaseMyTrip

EaseMyTrip (a public listed company at NSE and BSE) is India's second-largest online travel platform in terms of air ticket bookings, based on the Crisil Report-Assessment of the OTA Industry in India, February 2021. Further, growing at a CAGR of nearly 50%, it is one of the fastest-growing internet companies. Bootstrapped and profitable since its inception, EaseMyTrip offers 'End to End' travel solutions including air tickets, hotels and holiday packages, rail & bus tickets as well as ancillary value-added services. EaseMyTrip offers its users the option of zero-convenience fees during bookings. EaseMyTrip provides its users with access to more than 400 international and domestic airlines, over 1 million hotels as well as train/bus tickets and taxi rentals for major cities in India. Founded in 2008, EaseMyTrip has offices across various Indian cities, including Noida, Bengaluru, and Mumbai. Its international offices (as subsidiary companies) are in the Philippines, Singapore, Thailand, the UAE, the UK, and the USA.

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