

October 24, 2024

LTTL/L&S/2024-25/10/26

To,
The Sr. General Manager,
Listing Department,
BSE Limited,
Phiroze Jeejeebhoy Towers,
Dalal Street, Mumbai - 400 001
Maharashtra, India

The Sr. General Manager,
National Stock Exchange of India Limited,
Exchange Plaza, C-1, Block G,
Bandra Kurla Complex,
Bandra (E), Mumbai - 400 051
Maharashtra, India

Dear Sir/Madam,

Sub : Announcement under Regulation 30 and other applicable provisions of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 - Investor Presentation - Financial Results for the quarter and half year ended September 30, 2024

Ref : Le Travenues Technology Limited (the "Company")

BSE Scrip Code: 544192 and NSE Symbol: IXIGO

In compliance with Regulation 30 and other applicable provisions of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 (as amended), please find enclosed Investor Presentation on the financial results (standalone and consolidated) of the Company for the quarter and half year ended September 30, 2024.

This is for your information and records.

Thanking You,

For Le Travenues Technology Limited

**Suresh Kumar Bhutani
(Group General Counsel, Company Secretary and Compliance Officer)**

The ixigo logo is displayed in white lowercase letters on an orange rectangular background. The background of the entire slide is a night scene with a glowing sky filled with floating lanterns, a train curving through a valley, and an airplane flying in the distance. In the foreground, a family of four is silhouetted against the night view from a balcony.

ixigo

Lighting Up Journeys For The Next Billion Users

Investor Presentation **Q2 FY25**



ixigo



ixigo



Confirmkt



abhibus

Safe Harbour

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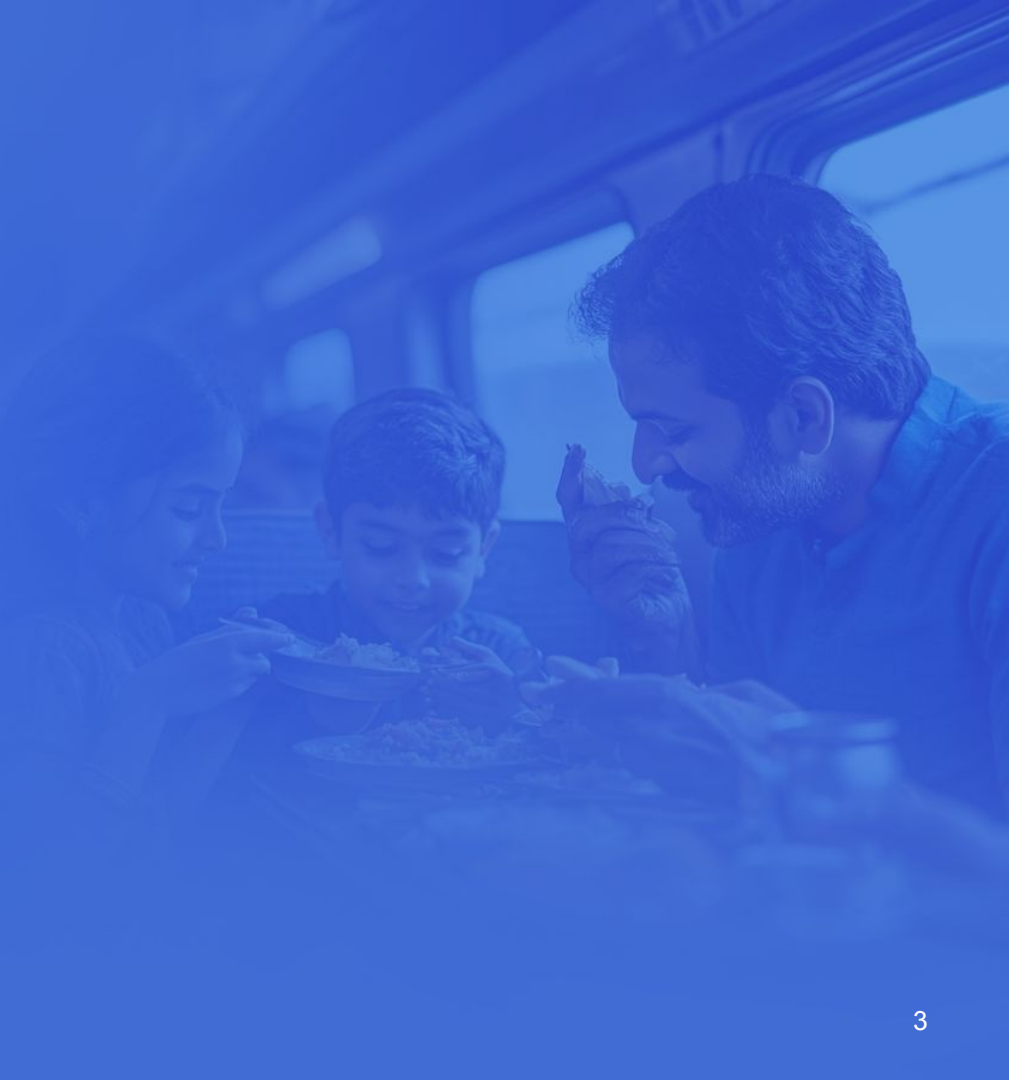
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Actual results may differ materially from those expressed or implied. The Company assumes no obligation to update any forward-looking information. Any third-party forward-looking statements and projections included are not adopted by the Company, and it is not responsible for them.

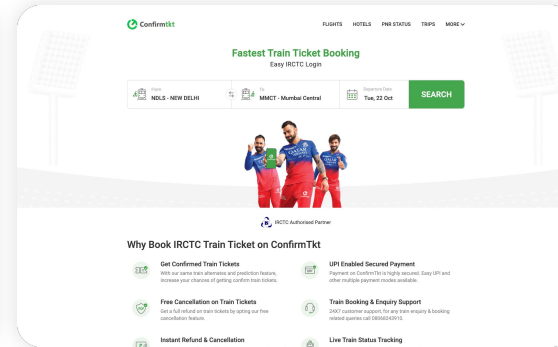
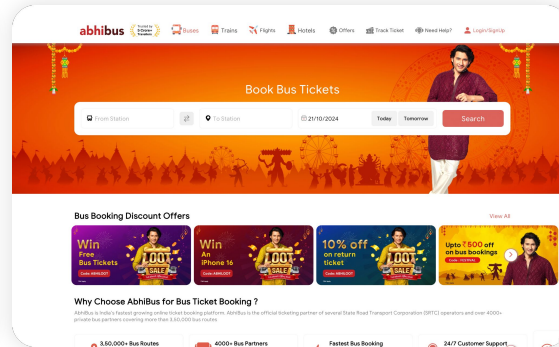
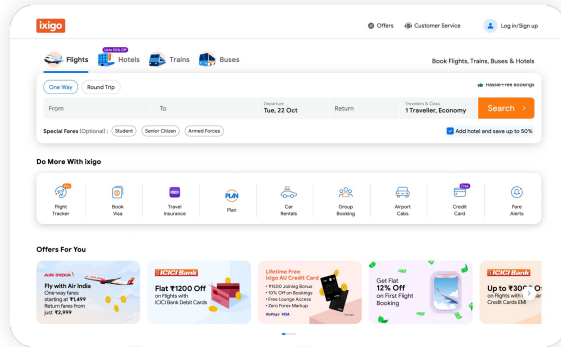
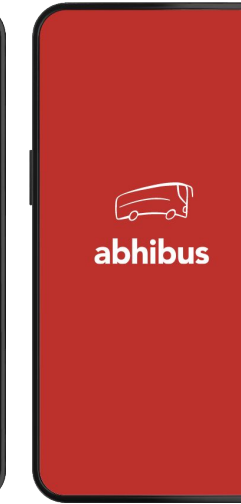
Vision

Our vision is to become the most customer-centric travel company, by offering the best customer experience to our users



Who We Are

We are a technology company focused on empowering Indian travellers to plan, book and manage their trips



What We Stand For



Leading OTA for Next Billion Users with 480 Mn Annual Active Users¹



Assisting travellers in making smarter travel decisions by leveraging artificial intelligence



Empowering travellers to plan, book, & manage trips across trains, flights, buses & hotels, assisting them before, during, and after the journey



Culture and values defined by core tenets of customer obsession, empathy, ingenuity, ownership, resilience and excellence

Note: 1. For FY24 and Annual Active Users refers to the number of unique devices (including, amongst others, laptops and mobile phones) which have recorded at least one visit to a page/ screen on our platforms in a given period/ year, cumulated across ixigo, ConfirmTkt and AbhiBus websites and apps

India's Leading OTA For The Next Billion Users¹

2nd Largest & Fastest Growing OTA²

"One-stop" Multi-Brand Travel Ecosystem

1³



2³



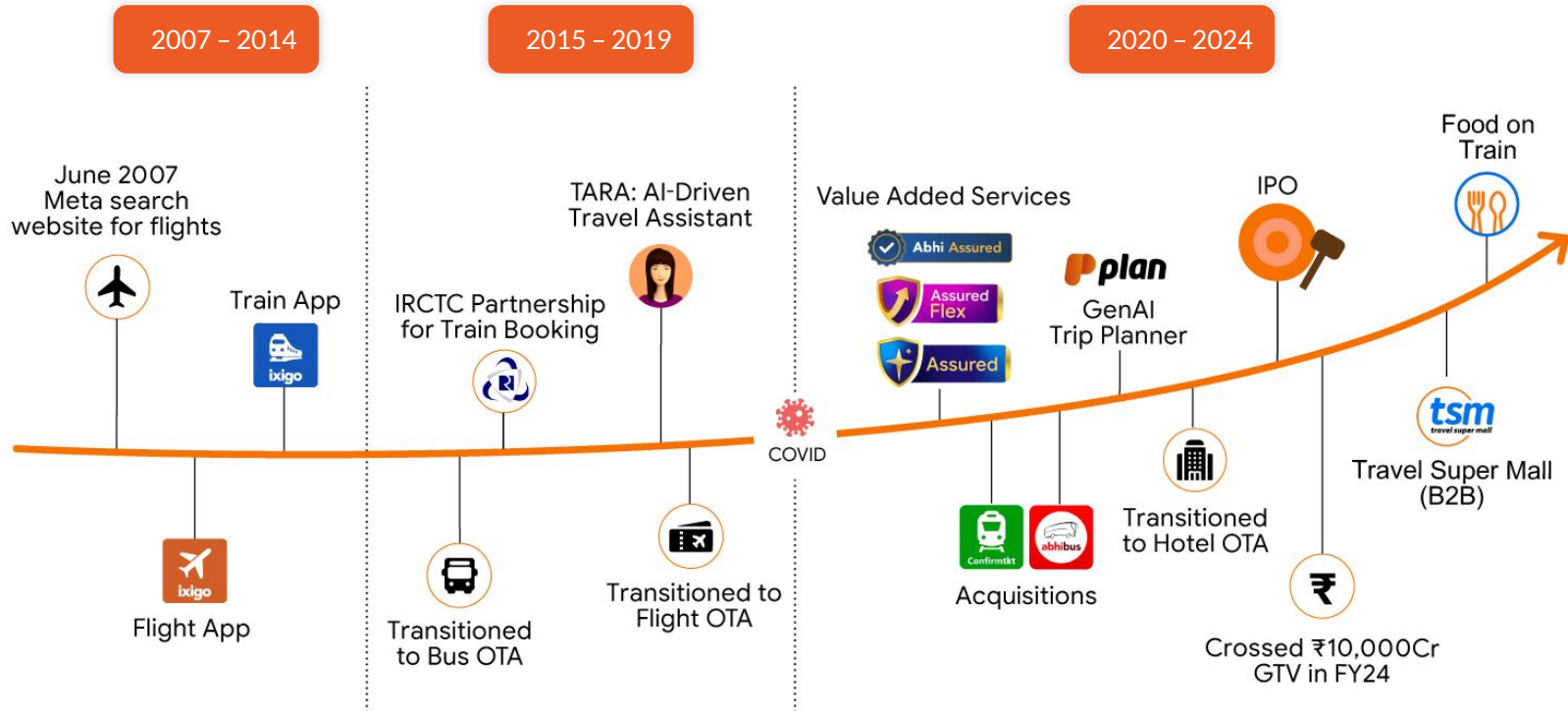
TOP 5



Fastest Growing³

Note: 1. Highest Monthly Active Users for mobile apps across all key OTAs as of September 30, 2023 (Source: F&S Report) 2. In terms of GTV among listed peers 3. Source: F&S Report

Evolved From a Travel Utility Platform to Become India's 2nd Largest OTA*



Source: F&S Report & Company Data
*by Revenue from Operations in FY24

zoop Strategic Acquisition

IRCTC Authorized eCatering Partner

Founded in 2016 by Puneet Sharma & Manoj Kumar

ixigo is taking a majority stake in Zoop:

The Board, at its meeting held on October 24, 2024, approved entering into definitive agreements to acquire a **51% stake in Zoop Web Services Private Limited (“Zoop”)** for a total consideration of Rs. 12.54 crore including non-compete fee, subject to the completion of certain conditions precedent, through a combination of secondary and primary share purchases. Additionally, we have the option to purchase the remaining stake in the future subject to fulfillment of certain conditions.



Zoop Acquisition Highlights

Why?

- Large, growing, and immediately addressable market for quality, hygienic food delivery inside trains
- Committed, Resilient Team with 8+ years building Zoop with minimal capital raised
- ixigo + ConfirmTkt = Largest distribution in this vertical
- PNR status, crowdsourced running status, coach position, seat info improves seat delivery accuracy
- Increased ancillary monetization, real-world connect with our brands
- Fast growing, profitable business with strong synergies

\$1 Bn+ TAM Opportunity

Food inside Trains + Railway Stations*

Zoop Market Footprint

18 States

192 Stations

~400 Active Restaurants

Building full-stack in-station delivery network

Zoop FY24 GAAP Financials

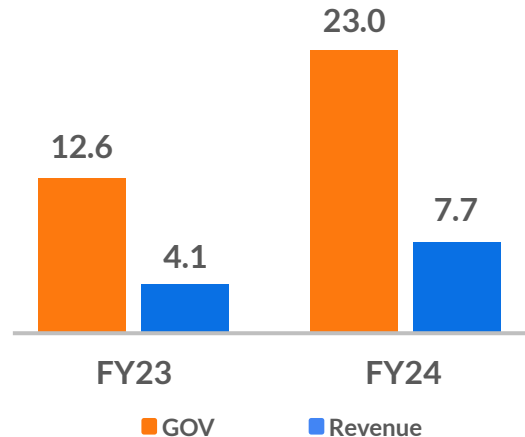
Revenue from Ops: ₹7.65 Cr

Profit After Tax: ₹6 Lakhs

*Zoop Management Estimates

Historical GOV & Revenue Growth

(INR Cr)



Food on Train is Now LIVE !



Food delivered directly
to your train seat



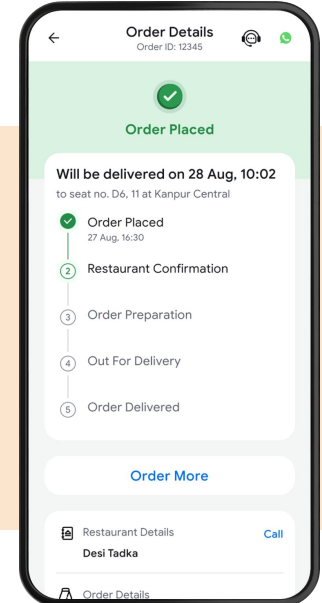
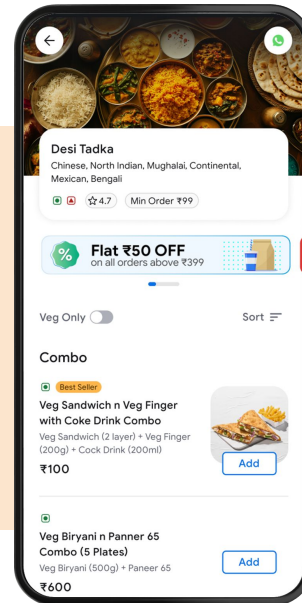
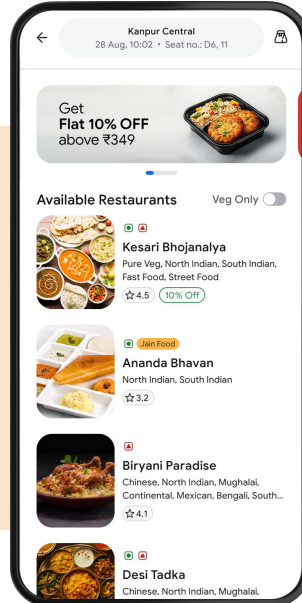
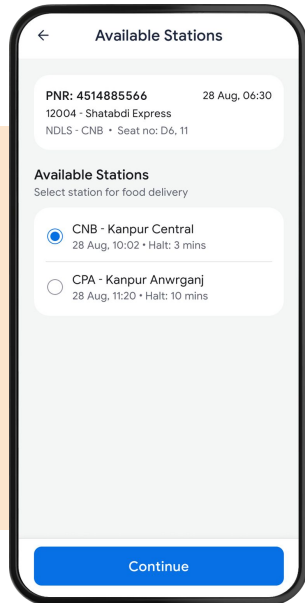
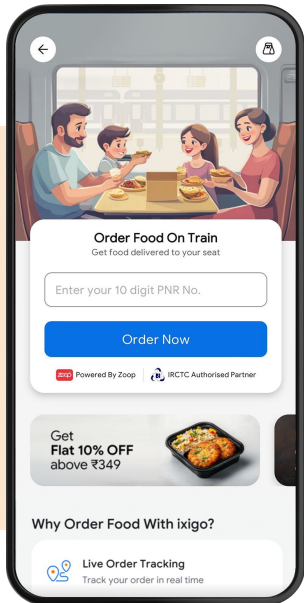
Browse & order
quality meals from restaurants



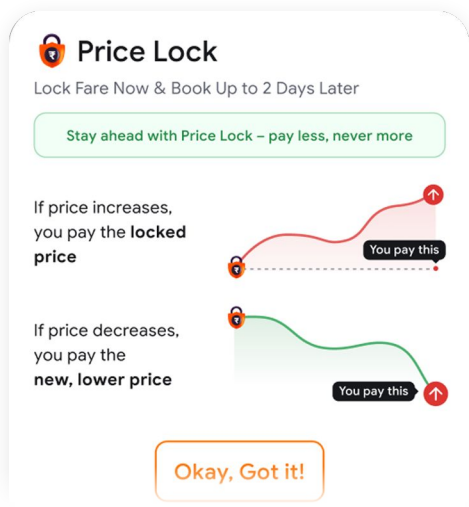
Real-time
order tracking



Free cancellation
until cut-off time



Other Features Launched



Price Lock
Lock Fare Now & Book Up to 2 Days Later

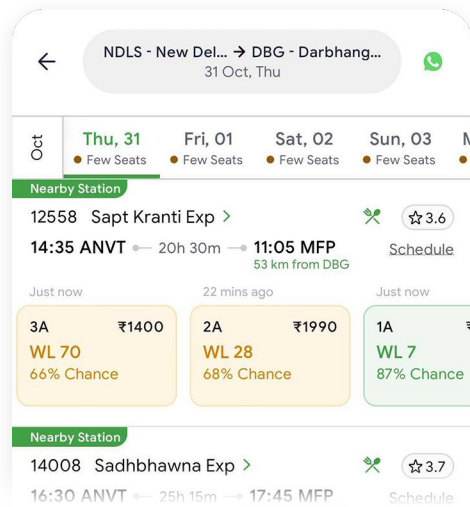
Stay ahead with Price Lock – pay less, never more

If price increases, you pay the **locked price**

If price decreases, you pay the **new, lower price**

Okay, Got it!

The illustration shows a line graph with a red line representing price increasing and a green line representing price decreasing. A horizontal dashed line represents the locked price. A red padlock icon is shown on the red line, and a green padlock icon is shown on the green line. A callout box says 'You pay this' with an arrow pointing to the locked price line. An orange button at the bottom says 'Okay, Got it!'.



Nearby Station

12558 Sapt Kranti Exp > ☆ 3.6

14:35 ANVT → 20h 30m → 11:05 MFP
53 km from DBG Schedule

Just now 22 mins ago Just now

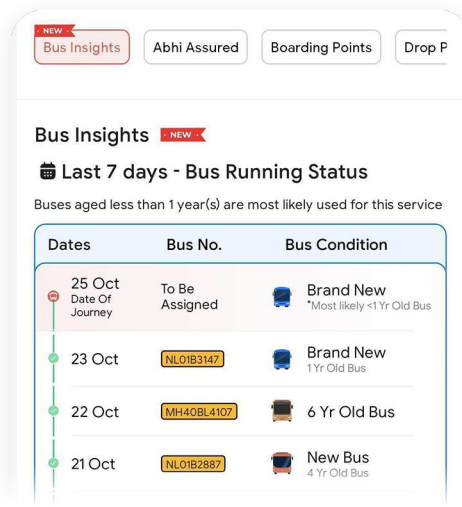
3A	₹1400	2A	₹1990	1A	₹
WL 70	66% Chance	WL 28	68% Chance	WL 7	87% Chance

Nearby Station

14008 Sadhbhawna Exp > ☆ 3.7

16:30 ANVT → 25h 15m → 17:45 MFP Schedule

The illustration shows a mobile app interface for a train search. It displays the route 'NDLS - New Del... → DBG - Darbhang...' for '31 Oct, Thu'. It shows a list of nearby stations with train numbers and names. The first station is '12558 Sapt Kranti Exp' with a rating of 3.6. It shows the departure time '14:35 ANVT', duration '20h 30m', and arrival time '11:05 MFP' from '53 km from DBG'. Below this, it shows three fare options: '3A ₹1400 WL 70 66% Chance', '2A ₹1990 WL 28 68% Chance', and '1A ₹ WL 7 87% Chance'. A second nearby station is '14008 Sadhbhawna Exp' with a rating of 3.7 and departure time '16:30 ANVT'.



NEW Bus Insights Abhi Assured Boarding Points Drop P

Bus Insights NEW

Last 7 days - Bus Running Status

Buses aged less than 1 year(s) are most likely used for this service

Dates	Bus No.	Bus Condition
25 Oct Date Of Journey	To Be Assigned	Brand New *Most likely <1 Yr Old Bus
23 Oct	NL01B3147	Brand New 1 Yr Old Bus
22 Oct	MH40BL4107	6 Yr Old Bus
21 Oct	NL01B2887	New Bus 4 Yr Old Bus

The illustration shows a mobile app interface for bus insights. It features a 'NEW Bus Insights' header with sub-headers 'Abhi Assured', 'Boarding Points', and 'Drop P'. Below this is a 'Bus Insights' section with a 'NEW' tag and a 'Last 7 days - Bus Running Status' title. A note states 'Buses aged less than 1 year(s) are most likely used for this service'. A table lists bus details for the last 7 days, including dates, bus numbers, and conditions. The table has three columns: 'Dates', 'Bus No.', and 'Bus Condition'. The rows show: '25 Oct Date Of Journey' with 'To Be Assigned' and 'Brand New *Most likely <1 Yr Old Bus'; '23 Oct' with 'NL01B3147' and 'Brand New 1 Yr Old Bus'; '22 Oct' with 'MH40BL4107' and '6 Yr Old Bus'; and '21 Oct' with 'NL01B2887' and 'New Bus 4 Yr Old Bus'.



Price Lock

Lock domestic airfares on ixigo for up to 2 days, starting @ ₹99 per pax. Pay the locked price if fare rises, or lower price if it drops! Proprietary AI based model



Nearby Stations

With nearby station recommendations on **ConfirmTkt & ixigo Trains**, get more options when limited trains are available.



Bus Insights

With this Industry-first feature by **Abhibus** get real-time information of bus type, bus age and condition.

India's Fastest Growing OTA¹

78.18 Mn	MAU ²
2400 +	Towns ²
93.97%	Deep penetration in Tier II / III ³
30.98 Mn	Passenger segments Booked ²

Loyal & Organic Customer Base

AI & Technology Led Operations



Proprietary Data & AI Based Platform With Crowd Sourced Utility Features

86.95%

Customer Service Queries handled by TARA / AI Chatbot²

28.74%

Ancillary Attachment Rate For Value-Added Services²



Products, Customer Service & Marketing In Multiple Languages

Highest Revenue Per Employee Amongst OTAs⁴

Note: 1. Basis Revenue from Operations CAGR from FY20 to FY23 2. As of Q2 FY25 3. % of transactions booked through ixigo's OTA platforms where either an origin or destination was a non-Tier I city (non-Tier I transactions) as of 30th September 2024. 4. Basis FY24 Revenue from Operations

Management Commentary - Q2 FY25



Mr. Alope Bajpai
*Chairman, Managing Director
& Group Chief Executive Officer*

“Q2 FY25 has shown our ability to continue growing faster despite capacity constraints and seasonality. With the Zoop acquisition, we will be deepening the experience in our train business further”



Mr. Rajnish Kumar
*Director & Group Co-Chief
Executive Officer*

“This quarter demonstrates what can be achieved just with continuous product and conversion improvements and our ability to intelligently target NBU demand and leverage synergies across our brands”



Mr. Saurabh Devendra Singh
Group Chief Financial Officer

“In Q2 FY25, we made more progress toward our long-term vision. GTV increased by 40%, and Revenue from Operations grew by 26%. We achieved an Adj. EBITDA of ₹21 Crore, maintaining a double-digit margin of 10%.”

Q2 FY25 Customer & Operating Metrics

Customer Metrics



620.32 Mn
Lifetime Downloads



260.80 Mn
Lifetime Registered Users



38.18 Mn
Lifetime Transacted Users

Operating Metrics



35,287.40 Mn
GTV



2,064.70 Mn
Operating Revenue



3.43 Mn
Monthly Transacting Users

Note: All numbers are for quarter ended/as of 30th Sept 2024.

The ixigo Flywheel



Artificial Intelligence & Technology Driven Operations

Technology Forms The Basis For Our Operating Leverage

Lock airfares for upto 2 days. Pay the locked price if fares rise or the lower price if they drop!



TARA

AI driven personal travel assistant across chat & voice (beta)



AI Revenue Optimisation

Dynamic & personalized loyalty points and discounts



ixigo Assured & Assured Flex

Offers fully refundable / rescheduled ticket to users with AI-driven pricing



Automatic Trip Management

Deep integration with Apple & Google Wallet & near pilot-grade flight tracking with Flight Tracker Pro



PLAN

Generative AI based trip planner for personalized itineraries



Crowd-sourced Info

Running status, PNR predictions, train reviews



Utility Features

App works without internet connectivity or availability of GPS



Intelligent Alternate Travel Recommendations

Suggest alternate trains or combinations when certain trains on a route are wait-listed



Leveraging Data Science & AI To Create Value Added Services

Dynamic AI-based Pricing Model



No Question Asked
Full Refunds



Fully Flexible and
Freely Reschedulable



Lock Fare Now,
Pay Later



Upto 150%
Assured Refund³



No Question Asked
Full Refunds

28.74%¹

Ancillary
Attachment Rate²

Other Value Added Services

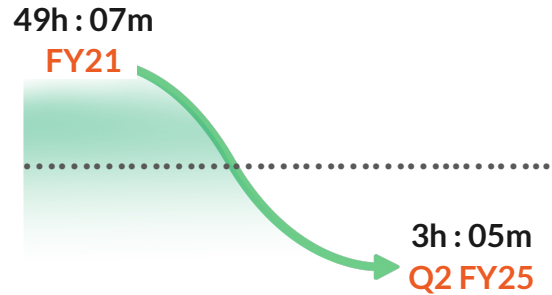
- Food on Trains
- Seat Selection
- In Flight Meals
- Visa Processing
- Travel Insurance
- Cab Rental Services

Endeavor To Provide Best Customer Experience

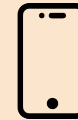
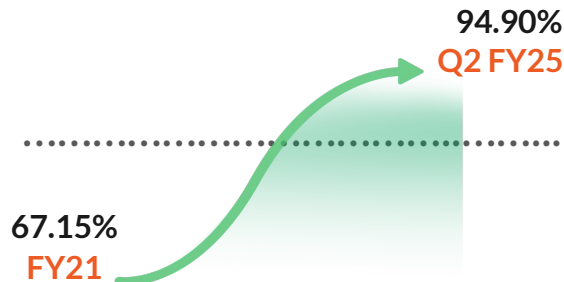
Providing Prompt Personalized Assistance Before, During & After the Trip



Average Refund Time¹



Calls Answered Within 2 Minutes³



Q2 FY25
Monthly Screen Views²

3684.78 Mn



Q2 FY25
% queries solved by AI chatbot⁴

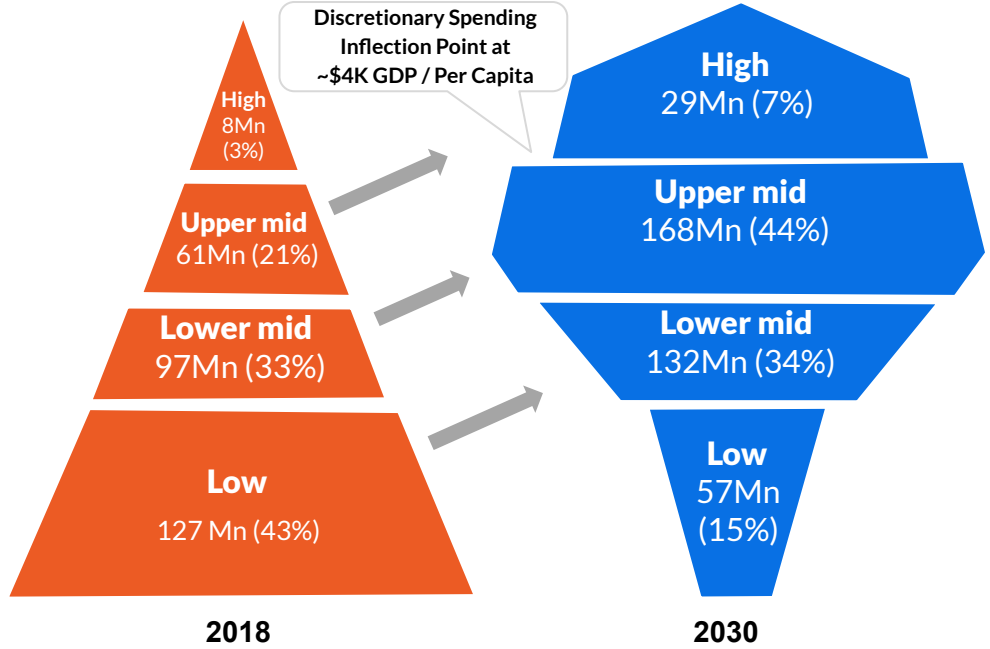
86.95%

Note: 1. Refund time includes cancellation processing time 2. Total number of mobile app screen views or website page views in a given period divided by the number of months in that period 3. Calls (or callbacks requested) to our call center 4. All queries which were resolved by chatbot without any human intervention divided by the overall queries

India Macroeconomic Outlook

On Track to Become
**The Third-Largest
Global Economy &
World's 4th Largest
Domestic Travel
market by 2030**

Rising Per Capita Incomes Will Shift
the Income Pyramid



Source: S&P Global Market Intelligence, IMF, F&S Report

1. Discretionary spending, defined as spending on transport, recreation, and miscellaneous goods in a household (Source: F&S Report)]

Number of Households By Income / Discretionary Spend¹
(% of total Households)

Rapid GDP Growth Driving Discretionary Spend & Travel Demand

Discretionary spending¹ expected to grow 8.6% year-on-year in FY25

India is a growing source of outbound spending. Indians spent \$17 billion in overseas travel in FY24, an increase of 24.5% from FY23

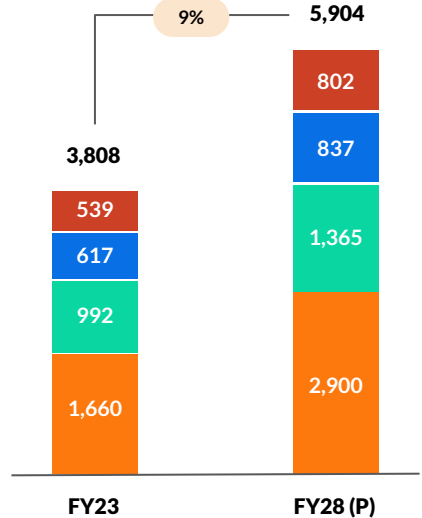
Travel and Transportation is the second largest expense for Indians after everyday spending

Millennials in India are leading travel spending, averaging \$6,031 annually

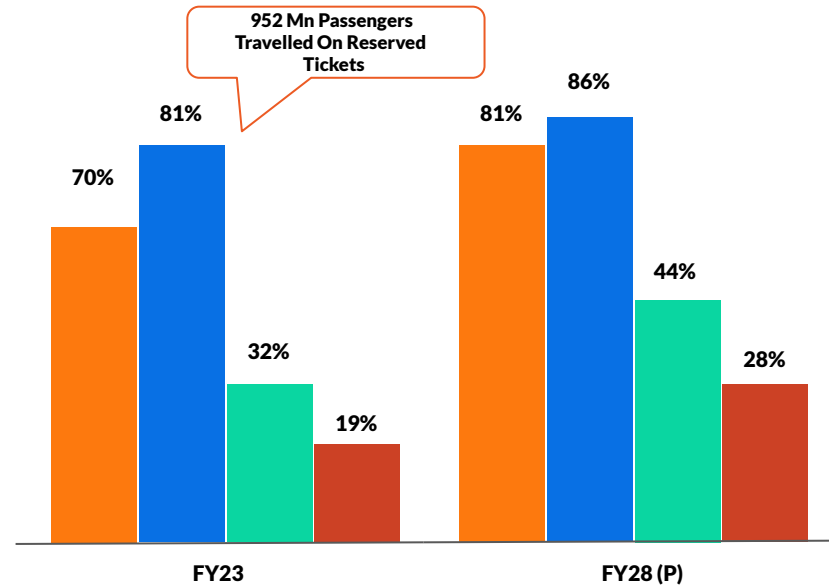
Robust Growth Expected in Indian Travel & Tourism Market

Indian Tourism & Transportation Size (INR Bn)

CAGR
(FY23-28)



Growth In Online Penetration Across Different Segments

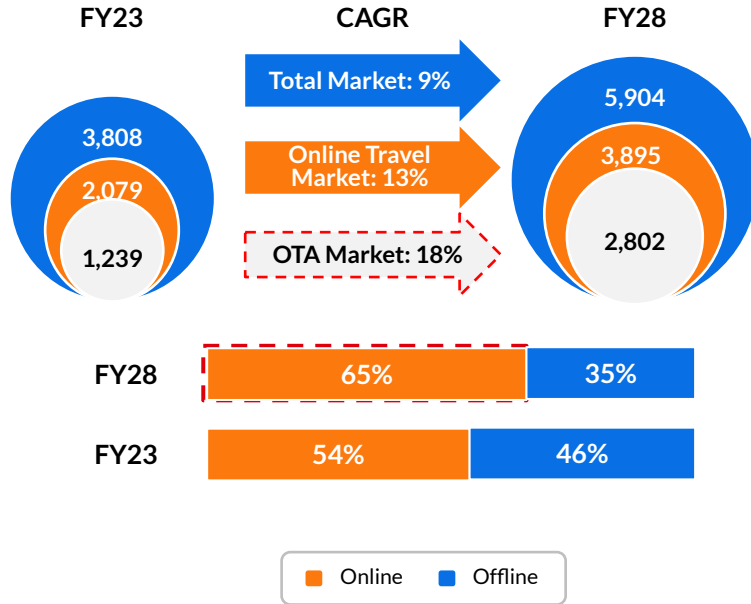


OTAs driving faster growth in Online Travel

Indian OTA Market Outpacing the Overall Travel and Online Markets

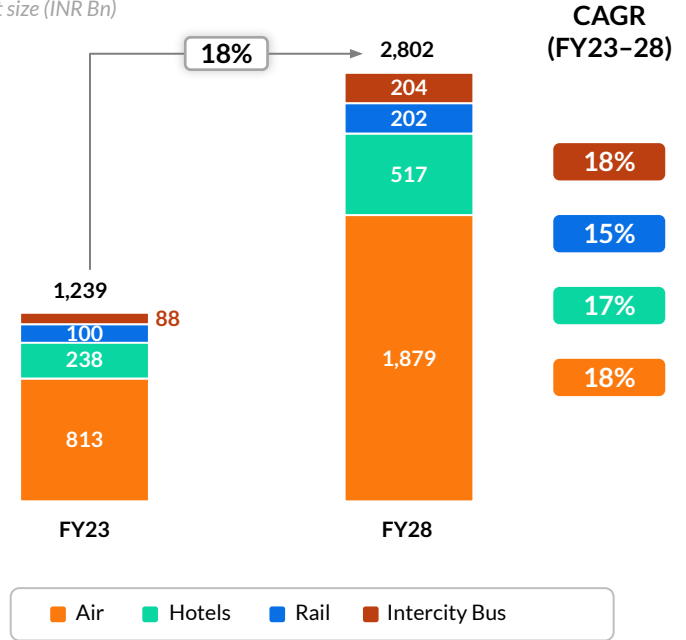
Indian Travel Market By Booking Mode

Market size (INR Bn)



Indian OTA Market

Market size (INR Bn)



Government Focus on Infrastructure Investments

Facilitating Policies in Air, Road, Rail Transportation & Spiritual Tourism



₹2,780 Bn
Allocated
To Ministry of Roads
In FY25

50,000
Villages to be connected
by road under PM Gram
Sadak Yojana-IV

72,000+
Long Range Intercity Buses



₹2,622 Bn
Capex Allocated
To Railways In FY25

3
Major Railway economic
Corridors under PM Gati
Shakti initiative

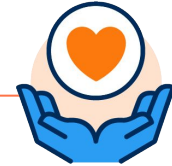
40,000 +
Coaches to be upgraded
to Vande Bharat
standards



3rd Largest
Aviation Market
by FY30

450 Mn
Air Passengers
by 2030

200
Operational airports by
end of 2025



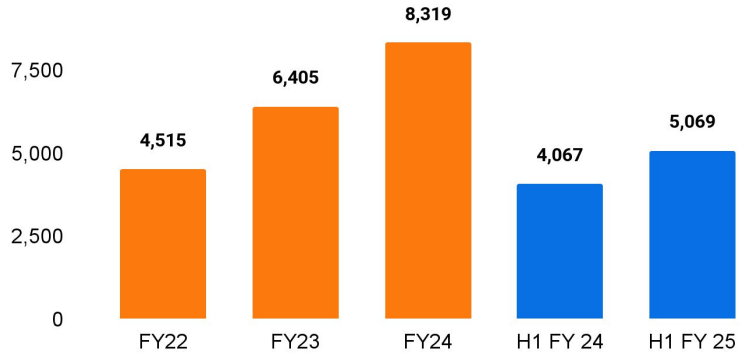
Budget Boost to Spiritual Tourism

New Corridor
development announced
for Vishnupad Temple and
Mahabodhi Temple at Bodhi
Gaya

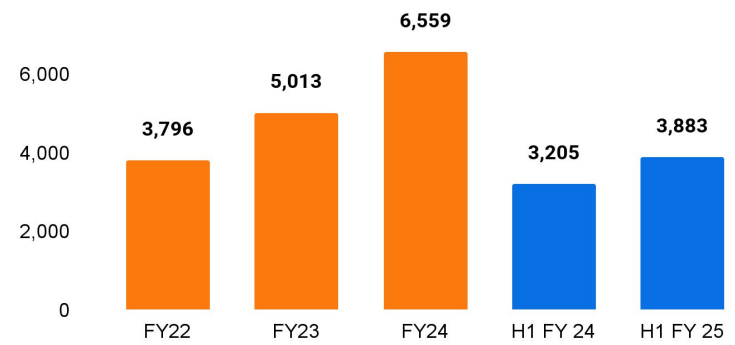
Nalanda, Rajgir & Odisha
initiatives: To be elevated
as key religious and
wellness tourism
destinations

Financial Highlights

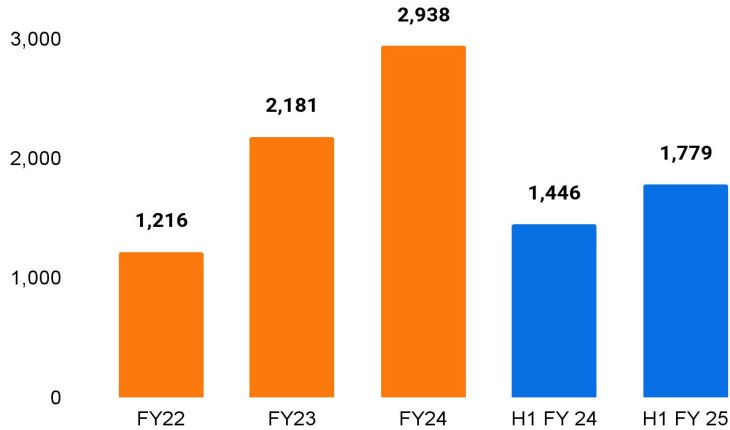
Gross Revenue (INR Mn)



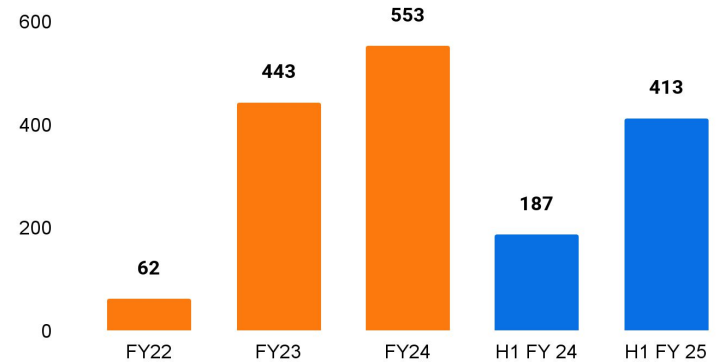
Revenue from Operations (INR Mn)



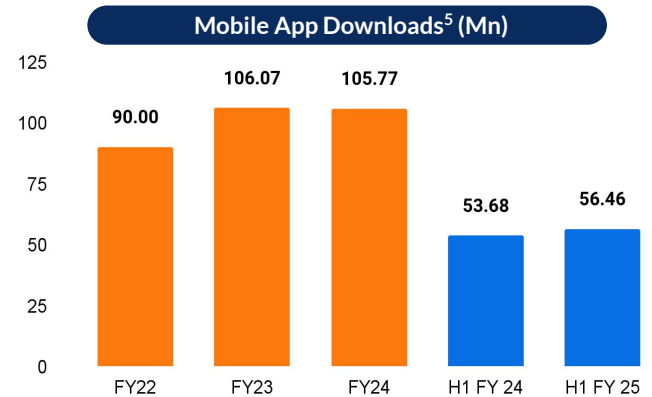
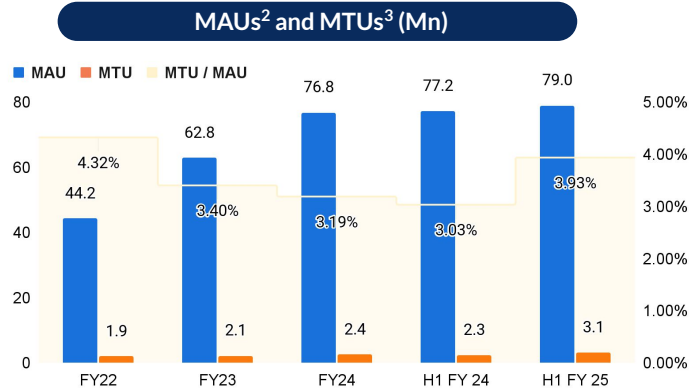
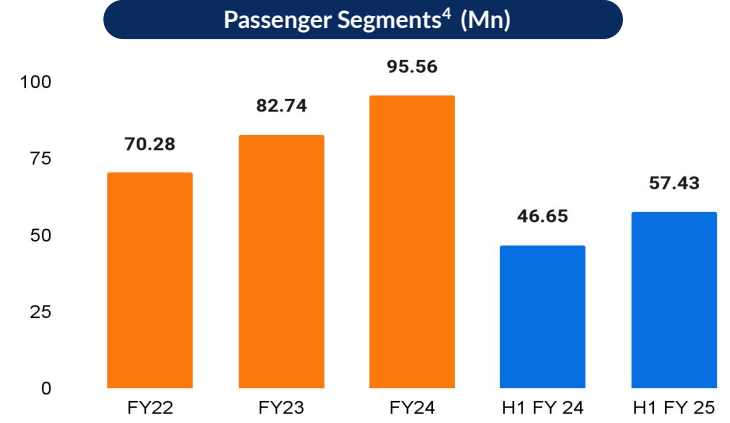
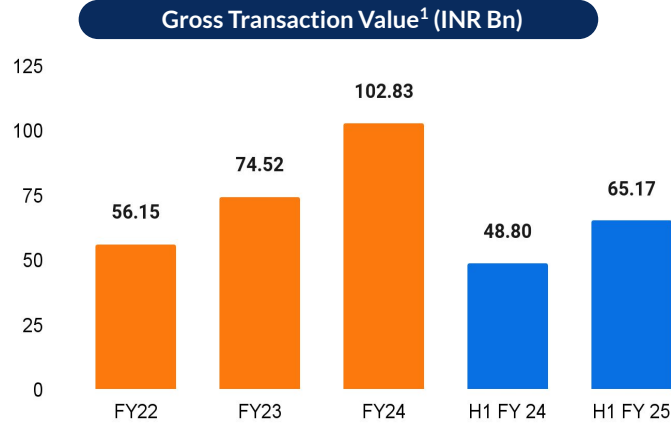
Contribution Margin (INR Mn)



Adjusted EBITDA (INR Mn)



Operational Performance Overview ~2x Growth In Gross Transaction Value (FY22-24)



Note: 1. Total amount paid (including taxes, fees and service charges, gross of all discounts) by users for the OTA services and products booked through us in the relevant period 2. Number of unique devices (including, amongst others, laptops and mobile phones) which have recorded at least one visit to a page/ screen on our platforms in a given period, divided by the number of months in that period, cumulated across ixigo, ConfirmTkt and Abhibus website and apps 3. Number of unique transacting users identified by users' mobile number and/or email address, as applicable, that have made at least one booking through us, in a given period, divided by the number of months in that period, cumulated across ixigo, ConfirmTkt and Abhibus website and apps 4. Total number of point-to-point passenger tickets booked between two cities, airports, train stations or bus stations, as applicable, whether or not such a ticket is part of a larger or longer itinerary 5. Total number of downloads of our ixigo (train), ixigo (flight), Abhibus and ConfirmTkt mobile apps in the relevant period

Diversified Business Model With Significant Operating Leverage

Q2FY25
vs Q2FY24

	Multiple revenue streams	GTV ¹ (INR Mn)	Gross Take Rate ²	Revenue From Operations (INR Mn)	Contribution Margin (INR Mn)
Train Ticketing	<ul style="list-style-type: none"> Agent service charges Payment gateway charges ixigo Assured/Free cancellation fees Advertising income 	<p>18,958.67</p> <p>↑ +36%</p> <p>13,929.46</p>	5.72%	<p>1,104.33</p> <p>↑</p> <p>923</p>	<p>376.51</p> <p>↑</p> <p>311.4</p>
Flight Ticketing	<ul style="list-style-type: none"> Airline commissions Convenience fees ixigo Assured and Flex fees Ancillaries and advertising income 	<p>12,374.83</p> <p>↑ +43%</p> <p>8,677.22</p>	8.64%	<p>558.06</p> <p>↑</p> <p>392.52</p>	<p>272.93</p> <p>↑</p> <p>205.94</p>
Bus Ticketing	<ul style="list-style-type: none"> Convenience fees Bus operator commissions Abhi Assured fees SaaS and advertising income 	<p>3,776.91</p> <p>↑ +46%</p> <p>2,595.45</p>	11.00%	<p>398.52</p> <p>↑</p> <p>291.72</p>	<p>259.92</p> <p>↑</p> <p>192.9</p>

Note: 1. Total amount paid (including taxes, fees and service charges, gross of all discounts) by users for the OTA services and products booked through us in the relevant period 2. Gross Take Rate refers to gross revenue from ticketing booked through us in the relevant period divided by Gross Transaction Value during the relevant period.

Consolidated Summary Statement of Profit & Loss

INR Million, unless otherwise stated	FY24	FY23	H1 FY 25	H1 FY 24	Q2 FY 25	Q2 FY 24
Revenue from Operations	6,558.73	5,012.50	3,883.48	3,204.73	2,064.70	1,639.16
Other Income	92.17	163.23	68.47	40.33	44.45	21.80
Total Income	6,650.90	5,175.73	3,951.95	3,245.06	2,109.15	1,660.96
Expenses						
Employee benefits expense	1,410.20	1,262.61	766.21	712.50	386.55	359.24
Finance costs	28.86	9.49	11.62	17.92	5.75	12.62
Depreciation and amortization expense	129.24	108.15	47.33	73.94	23.85	44.01
Other expenses	4,710.10	3,462.67	2,769.65	2,384.48	1,498.53	1,272.04
Total Expenses	6,278.40	4,842.92	3,594.81	3,188.84	1,914.68	1,687.91
Profit / (loss) before share of loss of an associate, exceptional items and tax	372.50	332.81	357.14	56.22	194.47	(26.95)
Share of loss of an associate, net of tax	(59.07)	0.00	(39.42)	(7.53)	(19.32)	(7.53)
Profit / (loss) before exceptional items and tax	313.43	332.81	317.72	48.69	175.15	(34.48)
Exceptional Items	297.21	(126.07)	46.04	297.21	8.33	297.21
Profit / (loss) before tax	610.64	206.74	363.76	345.90	183.48	262.73
Tax expense/ (income):						
Current tax	1.25	76.77	0.48	0.00	0.25	0.00
Deferred tax credit	(121.21)	(103.99)	83.87	(4.74)	52.38	(4.28)
Total tax expense/ (income)	(119.96)	(27.22)	84.35	(4.74)	52.63	(4.28)
Profit / (loss) for the period/year	730.60	233.96	279.41*	350.64	130.85*	267.01

*This is lower as compared to previous fiscal same period on account of notional gain of 297 mn accounted for during previous fiscal same period. Also, the tax charge was negligible in previous fiscal whereas same is getting rationalised in current fiscal.

Financial Summary - Segments to Contribution Margin

INR Million unless otherwise specified	FY24	FY23	H1 FY25	H1 FY24	Q2 FY25	Q2 FY24
Flight Passenger Segments	5.77	3.26	3.60	2.93	2.03	1.58
Flight GTV	35,269.99	20,154.88	22,588.79	16,642.26	12,374.83	8,677.22
Flight Gross Take Rate	8.17%	11.02%	8.18%	8.47%	8.64%	8.96%
Flight Segment Revenue	1,463.96	1,020.33	973.19	693.99	558.06	392.52
Flight Segment Results (Contribution Margin)	709.79	561.84	486.07	341.06	272.93	205.94
Train Passenger Segments	77.38	68.97	45.85	37.45	24.81	19.44
Train GTV	55,685.30	44,715.27	34,750.34	26,311.32	18,958.67	13,929.46
Train Gross Take Rate	6.46%	6.37%	5.94%	6.64%	5.72%	6.46%
Train Segment Revenue	3,703.70	2,977.99	2,108.89	1,809.44	1,104.33	923.00
Train Segmental Results (Contribution Margin)	1,293.83	961.17	736.68	634.02	376.51	311.40
Bus Passenger Segments	12.41	10.51	7.98	6.27	4.14	2.86
Bus GTV	11748.11	9654.15	7540.83	5840.54	3776.91	2595.45
Bus Gross Take Rate	11.05%	10.32%	11.05%	10.99%	11.00%	10.78%
Bus Segment Revenue	1,317.79	974.05	794.91	651.69	398.52	291.72
Bus Segmental Results (Contribution Margin)	870.50	617.65	554.33	428.44	259.92	192.90
Other Segment Results (Contribution Margin)	64.36	40.12	2.06	42.55	1.46	26.46
Total Contribution Margin	2,938.48	2,180.78	1,779.14	1,446.07	910.82	736.70

Financial Summary - Contribution Margin to EBITDA

INR Million unless otherwise specified	FY24	FY23	H1 FY25	H1 FY24	Q2 FY25	Q2 FY24
Total Contribution Margin	2,938.48	2,180.78	1,779.14	1,446.07	910.82	736.70
+ Other Income	92.17	163.23	68.47	40.33	44.45	21.80
- Employee Benefits Expenses	1,410.20	1,262.61	766.21	712.50	386.55	359.24
- Technology and Related Costs	285.77	223.02	164.73	143.64	80.93	75.81
- Advertising & Branding	551.98	214.29	348.09	350.57	180.18	219.76
- Others (G&A, Outsourcing and Misc. Expenses)	252.10	193.64	152.49	131.61	83.54	74.01
EBITDA	530.60	450.45	416.09	148.08	224.07	29.68
+ ESOP Expense	114.68	156.23	65.33	78.94	30.34	41.35
- Other Income	92.17	163.23	68.47	40.33	44.45	21.80
Adjusted EBITDA	553.12	443.45	412.95	186.69	209.96	49.23

Balance Sheet

Particulars (INR Million)	30.09.2024	31.03.2024
Assets		
Tangible and Intangible assets	226.26	227.05
Goodwill	2,483.03	2,483.03
Investment (Current & Non-current)	1,597.90	856.12
Other financial assets (Current & Non-current)	612.48	389.71
Non-current tax asset & Deferred tax assets	324.74	365
Trade receivables	302.18	276.45
Cash and Bank Balances	1,436.85	798.84
Current assets (Others)	927.2	925.11
Total assets	7,910.64	6,321.31
Equity and liabilities		
Equity share capital	388.27	372.97
Other equity	5,557.87	4,087.04
Lease liabilities (Current & Non-current)	83.1	59.69
Other financial liabilities (Current)	458.01	368.12
Borrowings (Current)	32.73	400.76
Provisions	139.93	115.83
Trade payables	799.56	568.79
Contract liabilities & Other current liabilities	451.17	348.11
Total Equity and Liabilities	7,910.64	6,321.31

Cashflow

Particulars (INR Million)	30.09.2024	30.09.2023
Cash flows from operating activities		
Profit / (loss) before tax	363.76	345.90
Operating adjustments :		
Share of loss of an associate, net of tax	39.42	7.53
Depreciation and amortization	47.33	73.94
Exceptional Items	(46.04)	(297.21)
Employee stock option scheme	65.33	78.94
Interest Income	(35.87)	(11.32)
Working capital adjustments	327.05	52.07
Others	(56.77)	(55.49)
Total operating adjustments	340.45	(151.54)
Net cash flow from / (used in) operating activities	704.21	194.36
Net cash flow from / (used in) investing activities	(1,501.32)	(271.19)
Net cash flow from / (used in) financing activities	1,081.76	(40.11)
Net increase / (decrease) in cash and cash equivalents	284.65	(116.94)
Cash and cash equivalents at the beginning of the period	244.96	722.03
Cash & cash equivalents as at the end of the period	529.61	605.09

Q2 FY25 (YoY Growth)



₹35,287.40

Million

GTV

40% ↑



₹2,064.70

Million

REVENUE FROM
OPERATIONS

26% ↑



₹910.82

Million

CONTRIBUTION
MARGIN

24% ↑



₹209.96

Million

ADJUSTED
EBITDA

326% ↑



₹130.85

Million

PAT

-51% ↓



₹704.21

Million

CASHFLOW FROM
OPERATIONS

262% ↑

H1 FY25 (YoY Growth)

Key Performance Indicators	Units	FY22	FY23	FY24	H1 FY24	H1 FY25
Monthly Active Users	Million	44.20	62.83	76.78	77.16	78.96
Gross Transaction Value	INR Million	56,152.49	74,524.30	102,825.49	48,801.00	65,168.90
Revenue from Operations	INR Million	3,795.80	5,012.50	6,558.73	3,204.73	3,883.48
Gross Revenue	INR Million	4,515.12	6,405.47	8,318.58	4,066.72	5,069.18
EBITDA	INR Million	(69.54)	450.45	530.60	148.08	416.09
EBITDA %	%	-1.81%	8.70%	7.98%	4.56%	10.53%

Experienced Key Managerial Personnel



Mr. Alope Bajpai ★
*Chairman, Managing Director
& Group Chief Executive Officer*

- Ex- Amadeus
- MBA, INSEAD
- B.Tech, Electrical Engineering, IIT Kanpur



Mr. Rajnish Kumar ★
Director & Group Co-Chief Executive Officer

- Ex- Amadeus
- B.Tech, Computer Science, IIT Kanpur



Mr. Saurabh Devendra Singh
Group Chief Financial Officer

- Ex- Sanford C. Bernstein
- PGDM, IIM Ahmedabad
- B.Tech, Chemical Engineering, IIT Delhi



Mr. Dinesh Kumar Kotha
*Chief Executive Officer, ixigo Trains &
ConfirmTkt*

- Co-founder, ConfirmTkt
- Ex-o9 Solutions
- B.Tech, NIT, Jamshedpur



Mr. Sripad Vaidya
*Chief Operating Officer, ixigo Trains &
ConfirmTkt*

- Co-founder, ConfirmTkt
- B. Tech, Computer Science & Engineering from Sastra University



Mr. Suresh Bhutani
*Group General Counsel, Company Secretary &
Compliance officer*

- Ex-Interglobe Aviation, R Systems Intl.
- MBA – Indira Gandhi National Open University
- B.Com (H), FCS, LLB,

Seasoned Board of Directors



Mr. Shailesh Lakhani
Non-Executive Director

- Nominated to Board by Peak XV
- MBA, Harvard University
- Bachelor's degree, University of Waterloo



Mr. Frederic Lalonde
Non-Executive Director

- Founder and CEO of Hopper, an airfare and hotel fare prediction mobile application



Mr. Mahendra Pratap Mall
Independent Director

- Ex- CMD, IRCTC
- MDI Gurugram (Management)
- B.Sc., MA from University of Allahabad



Mr. Arun Seth
Independent Director

- Ex-Trustee of the Nasscom Foundation
- PGDM from IIM, Calcutta
- B. Tech (Electrical), IIT Kanpur



Mr. Rahul Pandit
Independent Director

- Ex-Hamstede Living Pvt Ltd, Ginger Hotels, Lemontree Hotels
- BA, University of Delhi,
- Diploma in Hotel Management



Ms. Shuba Rao Mayya
Independent Director

- Ex-ICICI, TCS
- 29+ years of banking & insurance experience
- B.Com, Associate member of ICAI



Mr. Rajesh Sawhney
Independent Director

- Founder, GSF; Co-founder Innerchef, Ex-Reliance
- Master's degree in management studies, University of Mumbai

Becoming a One Stop Travel Solution Provider

Continue To Deepen Penetration & Enhance Our Offerings For The 'NBUs'

Improve Operating Leverage Through Investment In Deep Tech & AI



Engage Existing Users To Return To Book

Increase Volume Of Transactions & Frequency Of Engagement

Acquire New Users & Build "Top Of Mind" Awareness

Investments in Online & Offline brand building & branded distribution deals

Introduce Newer Offerings

Add more ancillaries / value added services and pursue B2B / corporate growth avenues

Enhance TARA chatbot to understand local languages & voice-based interactions

Offer New Embedded Value Added Services

Automate Operations Through Tech Investments

Continue To Develop In-house Models Through The Use Of AI

Increase Monetization Through Cross-selling And Up-selling

Conference Call Details

Le Travenues Technology Limited (NSE: IXIGO, BSE: 544192) will host a conference call for analysts and investors on Thursday, 24th October 2024, at 5:30pm (IST) following the announcement of financial results for Q2 FY25

Details of Conference call

Date	Thursday, October 24, 2024
Time	05:30 PM IST 08:00 PM HK/SG 08:00 AM US (EDT)
Duration	1 Hour
Registration Link	https://bitly.cx/0lzFv

Glossary

Term	Description
Adjusted EBITDA	Adjusted EBITDA is calculated as the profit for the period or year plus tax expense, finance cost, depreciation, amortization expenses, Employee Stock Option Scheme less other income, exceptional items, share of profit/loss of associate.
Adjusted EBITDA Margin	Adjusted EBITDA Margin is defined as Adjusted EBITDA divided by revenue from operations
Annual Active Users	Annual Active Users refers to the number of unique devices (including, amongst others, laptops and mobile phones) which have recorded at least one visit to a page/ screen on our platforms in a given period/ year, cumulated across ixigo, ConfirmTkt and AbhiBus websites and apps
Ancillary Attachment Rate	Ancillary Attachment Rate refers to the number of ancillary transactions for ancillaries sold such as ixigo Assured, ixigo Assured Flex, seats, meals, among others, across flights, trains and buses divided the overall number of transactions
Lifetime Transacted Users	Lifetime Transacted Users refers to the number of unique transacting users identified by user's mobile number and/or email address, that have made at least one booking through us in the lifetime of our company on the OTA model, cumulated across ixigo, ConfirmTkt and AbhiBus website and apps
Contribution Margin	Contribution Margin is defined as net ticketing revenue plus other operating revenue less direct expenses
Contribution Margin (%)	Contribution Margin (%) is defined as Contribution Margin divided by revenue from operations

EBITDA	Earnings before interest, tax, depreciation and amortization and is calculated as profit/loss for the year/period plus tax expense, finance cost, depreciation and amortization expenses less exceptional items, share of profit/loss of associate
EBITDA %	EBITDA as a percentage of total income
Gross Revenue	Gross revenue represents Revenue from operations plus discounts/customer inducement cost
Gross Take Rate	Gross take rate refers to Gross Ticketing Revenue divided by Gross Transaction Value during the relevant period/ year
Gross Transaction Value (GTV)	Gross transaction value refers to the total amount paid (including taxes, fees and service charges, gross of all discounts) by users for the OTA services and products booked through us in the relevant period/ year
Monthly Active Users (MAUs)	Monthly active users is the number of unique devices (including, amongst others, laptops and mobile phones) which have recorded at least one visit in a month to a page/screen on our platforms cumulated across ixigo, ConfirmTkt and AbhiBus website and apps and cumulated for all months in the given period/ year, divided by the number of months in that period/ year
Monthly Transacting Users (MTUs)	Monthly transacting users is the number of unique transacting users identified by users' mobile number and/or e-mail address, as applicable, that have made at least one booking through us, in a given period/ year, divided by the number of months in that period/ year, cumulated across ixigo, ConfirmTkt and AbhiBus website & apps
Passenger Segments	Passenger segments refers to the total number of point-to-point passenger tickets booked between two cities, airports, train stations or bus stations, as applicable, whether or not such a ticket is part of a larger or longer itinerary. For example, a booking made with two passengers for a return flight consists of four passenger segments.



ixigo

Thank You

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