

November 14, 2024

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: 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 half year ended 30th September, 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 above information on record.

Thanking you,

Yours truly,

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 | Web: www.EaseMyTrip.com | CIN No. L63090DL2008PLC179041






EaseMyTrip.com



**Q2 and H1 FY25
Investor Presentation**

November 2024

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Gross Booking Revenue of INR 20,756.4 Million
 Serving ~**26Mn** Happy Customers

Q2 FY25

Gross Booking Revenue (GBR)
 INR 20,756.4 Million

EBITDA
 INR 422.9 Million

Revenue from Operations
 INR 1,446.7 Million

Profit After Tax (PAT)*
 INR 258.7 Million

H1 FY25

Gross Booking Revenue (GBR)
 INR 43,501.1 Million

EBITDA
 INR 928.7 Million

Revenue from Operations
 INR 2,972.7 Million

Profit After Tax (PAT)*
 INR 583.5 Million

*Excluding Other Comprehensive Income and Minority Interest

Introduction of ScanMyTrip.com on the ONDC Network

EaseMyTrip launched ScanMyTrip.com, India's first travel marketplace on the ONDC platform, allowing OTAs, MSMEs, and travel agents to list and sell services. This move supports small businesses by expanding their digital reach and helping them scale

Franchise Expansion and New Office Openings

EaseMyTrip opened its 17th franchise store in Ahmedabad and a new office in Gurugram. These moves are part of the company's strategy to reach 100 franchise stores by 2025 and expand its operational network across India

Strategic EcoTourism Partnership with Uttar Pradesh

EaseMyTrip has partnered with the Uttar Pradesh EcoTourism Development Board to promote eco-tourism in the state. The partnership will enhance homestays, wildlife tours, and cultural heritage tourism, boosting visibility and accessibility for eco-tourism destinations

EaseMyTrip's Exciting Promotions and Partnerships

- EaseMyTrip has partnered with PhonePe to offer hotel bookings on the platform, providing users access to millions of domestic and international hotel deals. Future plans include expanding to activities and cabs, creating a comprehensive travel solution
- EaseMyTrip.com is the official travel partner for the IIFA Festival 2024, offering curated holiday packages and exclusive IIFA passes to customers

Co-Branded Travel Debit Card with Bank of Baroda

EaseMyTrip and Bank of Baroda have launched a co-branded travel debit card offering exclusive discounts on travel bookings, airport lounge access, and shopping perks. The card also includes air insurance and is aimed at enhancing the travel experience

EaseMyTrip's Azadi Mega Sale: Up to 60% Off on Flights, Hotels & More

The company launched the Azadi Mega Sale from July 30 to August 6, providing significant discounts on flights (up to 34%), hotels (up to 60%), and holiday packages, while collaborating with major airlines and hotels to enhance the travel experience..

Launch of Easy Green Mobility

EaseMyTrip is investing INR 200 crore to launch Easy Green Mobility, manufacturing 4,000-5,000 electric buses by 2027-28 in partnership with YoloBus. This initiative focuses on sustainable, long-distance travel, targeting the rapidly growing Indian EV market.

Recognition at Industry Awards

- EaseMyTrip received the Best OTA (National) Award at the Global Tourism Awards 2024
- Recognized as the Best Online Travel Portal of India at the Prestigious Brands of India 2024 awards, celebrating its excellence and leadership in the travel sector.

One of the Few New-Age Technology Companies to Deliver Sustainable Profits



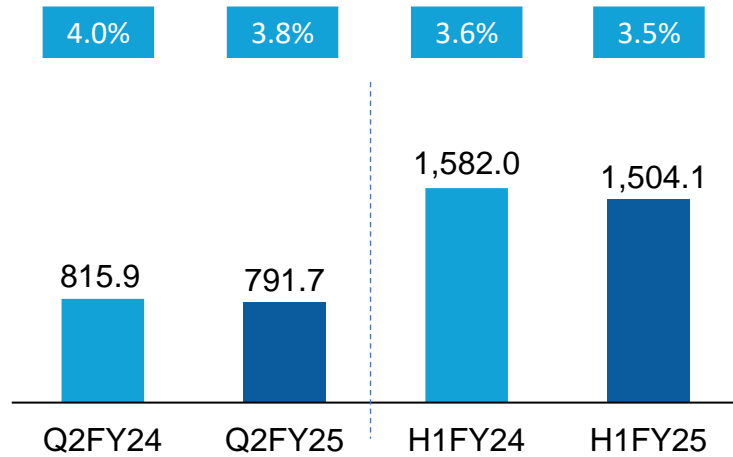
Particulars (INR in Mn)	Q2FY25		Q2FY24		Q1FY25		H1FY25		H1FY24	
Gross Booking Revenue (GBR)	20,756.4		20,255.8		22,744.7		43,501.1		43,965.4	
Revenue/Income	Amount	% of GBR	Amount	% of GBR	Amount	% of GBR	Amount	% of GBR	Amount	% of GBR
A. Revenue From Operation (As Per Financials)	1,446.7	7.0%	1,416.9	7.0%	1,526.0	6.7%	2,972.7	6.8%	2,657.5	6.0%
B. Discounts To Customers	791.7	3.8%	815.9	4.0%	712.4	3.1%	1,504.1	3.5%	1,582.0	3.6%
C. Less: Service Cost	(138.9)	(0.7)%	(107.0)	(0.5)%	(193.0)	(0.8)%	(331.9)	(0.8)%	(181.2)	(0.4)%
Adjusted Revenue	2,099.5	10.1%	2,125.9	10.5%	2,045.4	9.0%	4,144.9	9.5%	4,058.3	9.2%
Other Income	52.7		28.7		36.2		88.9		54.7	-
Adjusted Income	2,152.3	10.4%	2,154.6	10.6%	2,081.6	9.2%	4,233.8	9.7%	4,113.0	9.4%
Total Expense										
Discounts To Customers	791.7	3.8%	815.9	4.0%	712.4	3.1%	1,504.1	3.5%	1,582.0	3.6%
Cost Of Material Consumed	7.0	0.0%	4.3	0.0%	5.6	0.0%	12.6	0.0%	8.4	0.0%
Employee Expenses	250.5	1.2%	187.0	0.9%	239.2	1.1%	489.7	1.1%	362.0	0.8%
Marketing And Sales Promotion	244.7	1.2%	138.5	0.7%	181.9	0.8%	426.6	1.0%	389.5	0.9%
Payment Gateway Charges	144.4	0.7%	126.8	0.6%	160.7	0.7%	305.1	0.7%	284.7	0.6%
Other Expenses	291.0	1.4%	205.6	1.0%	275.9	1.2%	566.9	1.3%	434.9	1.0%
Finance Cost	14.4	0.1%	20.0	0.1%	11.4	0.1%	25.8	0.1%	34.5	0.1%
Depreciation	36.1	0.2%	10.0	0.0%	22.6	0.1%	58.7	0.1%	19.7	0.0%
Total Expense	1,779.8	8.6%	1,508.1	7.4%	1,609.8	7.1%	3,389.6	7.8%	3,115.7	7.1%
PBT	372.4	1.8%	646.5	3.2%	471.8	2.1%	844.2	1.9%	997.3	2.3%
Tax	104.5	-	177.0	-	132.5	-	237.0	-	268.7	-
Profit After Tax (PAT)*	268.0	1.3%	469.6	2.3%	339.3	1.5%	607.3	1.4%	728.6	1.7%
Other Comprehensive Income	25.4	-	4.4	-	1.0	-	26.4	-	(1.5)	-
Total Comprehensive Income for the year	293.4	1.4%	474.0	2.3%	340.3	1.5%	633.7	1.5%	727.1	1.7%
EPS	0.15		0.27		0.19		0.34		0.42	

*Including Minority Interest

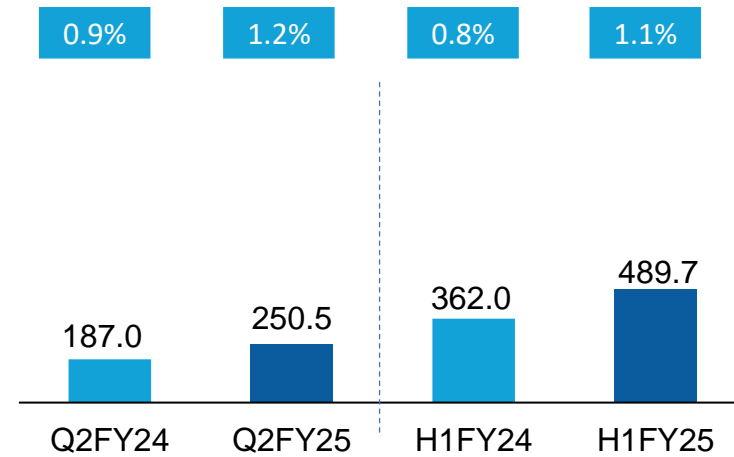
Focused Operational Efficiency for Sustained Performance

% of Gross Booking Revenue

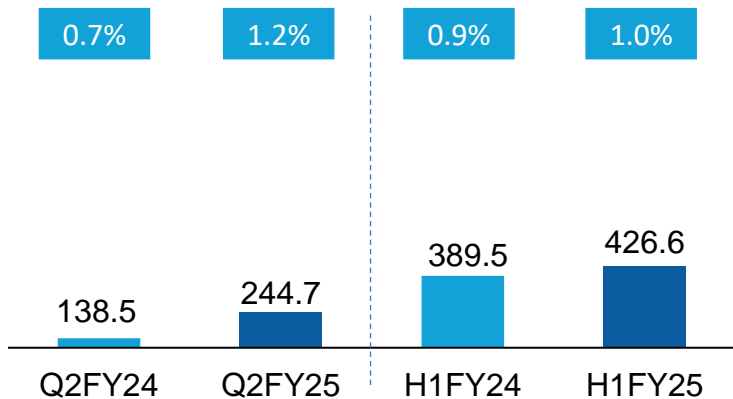
Discounts



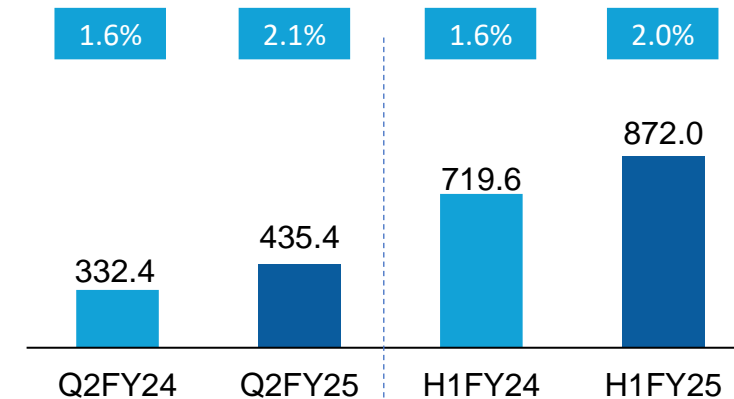
Employee Cost



Marketing & Sales Promotion



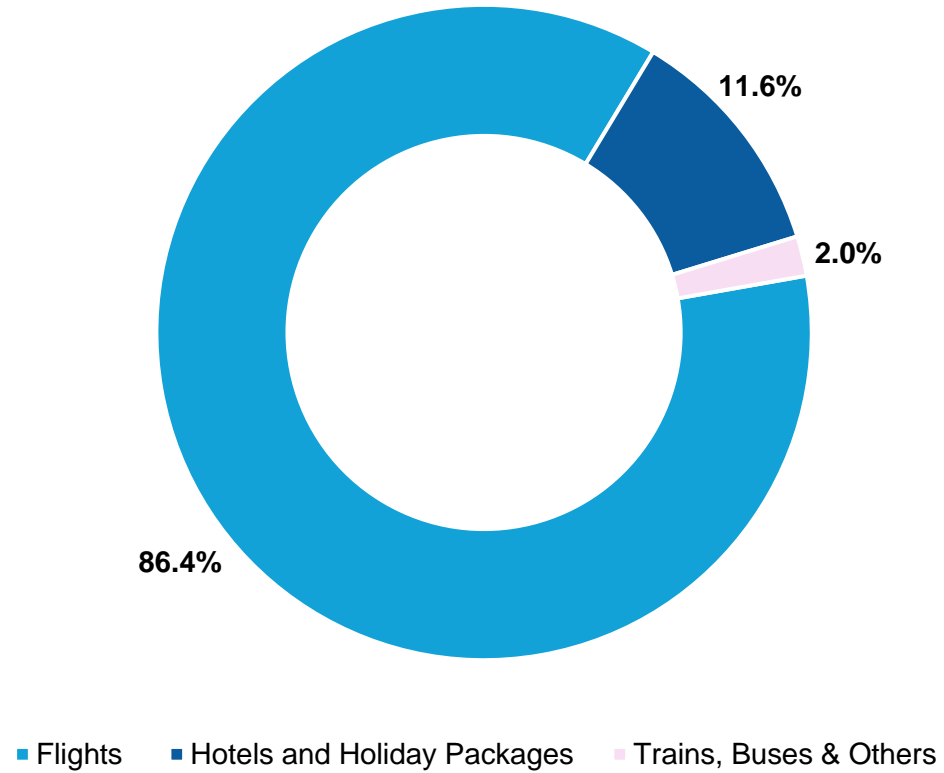
Other Expenses *



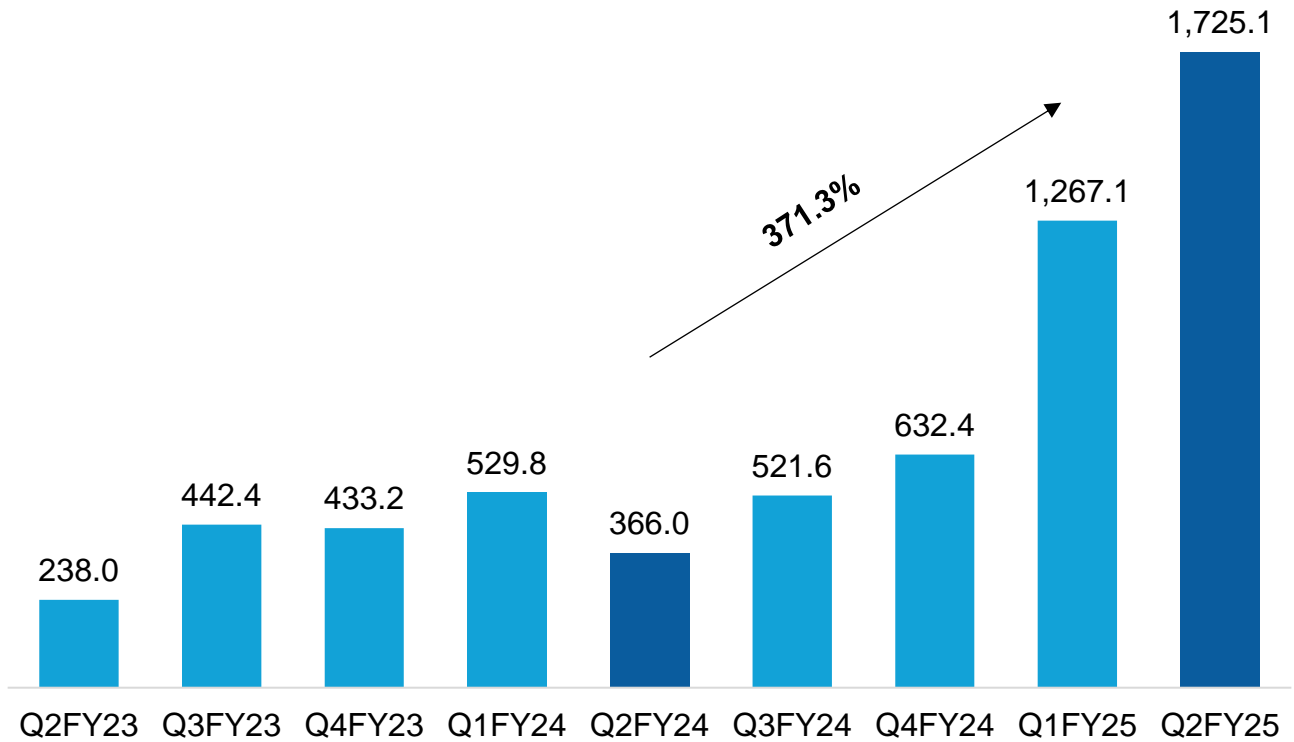
* Other Expenses includes Other expenses and Payment Gateway Charges

Gross Booking Revenue Breakdown

Q2FY25 Segmental GBR



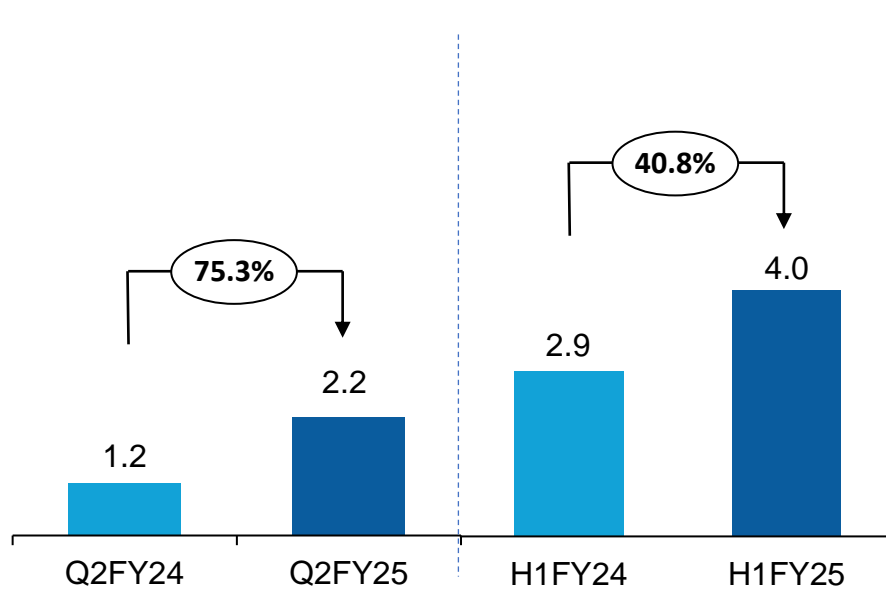
GBR from Dubai Office (INR in Mn)



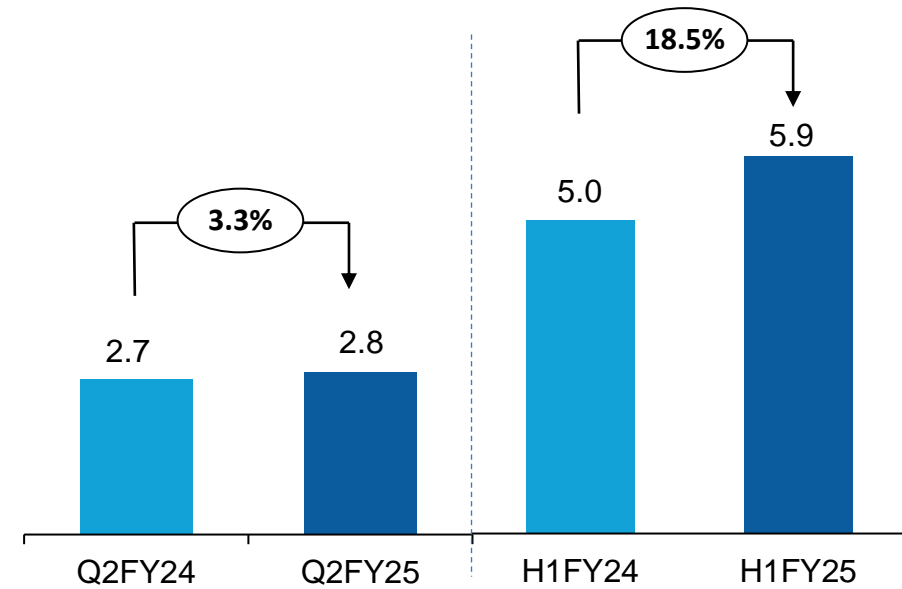
✓ Air segment bookings in Q2 FY25 was at 25.9 Lacs

Hotels and Holiday Packages

Hotel Nights Booked (In Lacs)



Trains, Buses and Others

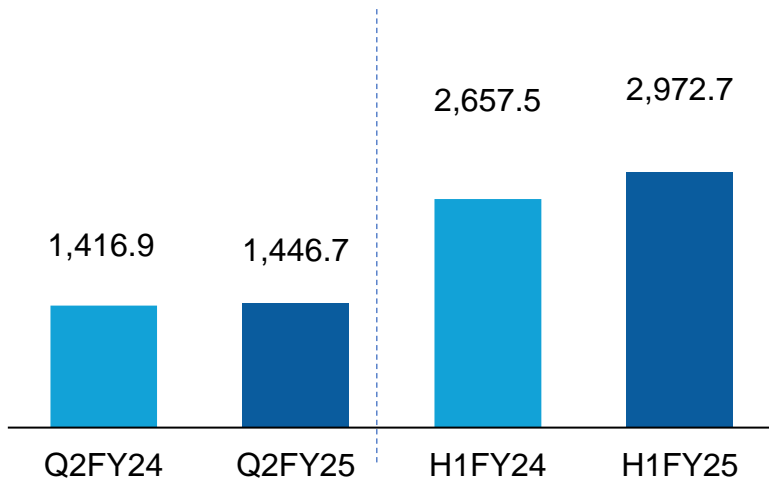


- ✓ In Q2 FY25, hotel nights booked rose by 75.3% year-on-year, increasing from 1.2 to 2.2 lakhs. For H1 FY25, bookings grew by 40.8% year-on-year, reaching 4.0 lakhs from 2.9 lakhs.
- ✓ Trains, Buses, and Others segment experienced a modest year-on-year growth of 3.3% in Q2 FY25, with bookings rising from 2.7 to 2.8 lakhs. In H1 FY25, bookings increased by 18.5% year-on-year, rising from 5.0 to 5.9 lakhs.

Q2 and H1 FY25 Financial Highlights

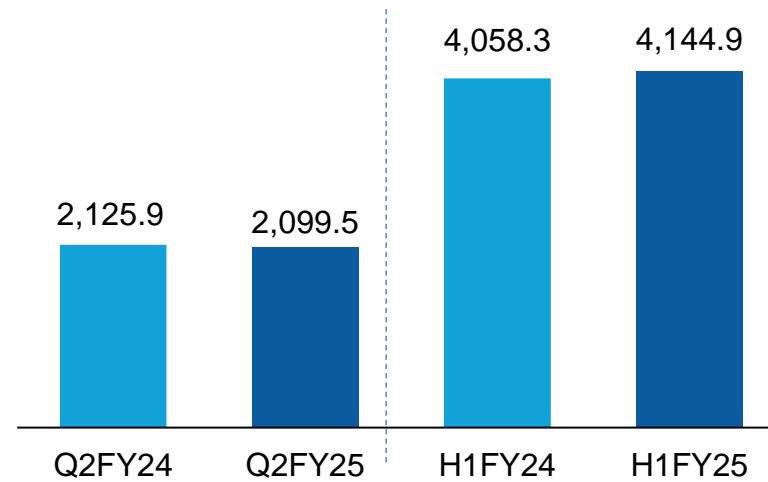
INR in Millions

Revenue from Operations



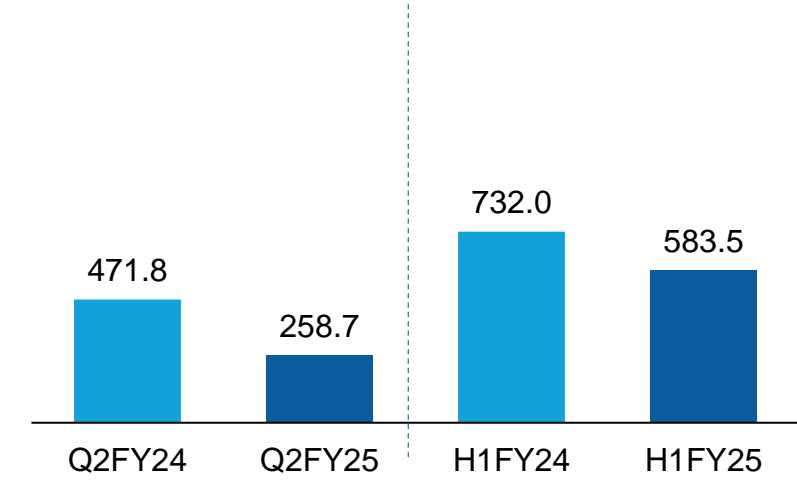
- ✓ Revenue from Operations for Q2FY25 was INR 1,446.7 million, reflecting an increase of 2.1% in comparison to Q2FY24
- ✓ Revenue from Operations for H1FY25 was INR 2,972.7 million, reflecting an increase of 11.9% in comparison to H1FY24

Adjusted Revenue



- ✓ Adjusted Revenue for Q2FY25 was INR 2,099.5 million, reflecting a 10.1% of Gross Booking Revenue
- ✓ Adjusted Revenue for the first half of FY25 reached INR 4,144.9 million, accounting for 9.5% of the Gross Booking Revenue.

PAT*



- ✓ PAT for Q2FY25 was at INR 258.7 million, a PAT margin of 17.3%
- ✓ For H1FY25, PAT was INR 583.5 million, a margin of 19.1%



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)%
Total Revenue	1,810.1	1,507.6	2,497.6	4,642.0	6,090.9	35%
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%
EBITDA	498.9	875.8	1,468.5	1,912.5	2,281.9	46%
EBITDA %	27.6%	58.1%	58.8%	41.2%	37.5%	8%
Depreciation and Amortisation Expense	7.1	6.6	13.4	29.0	71.6	78%
EBIT	491.8	869.2	1,455.2	1,833.4	2,210.3	46%
Finance Costs	33.0	35.3	19.5	34.1	59.7	16%
PBT	458.8	833.9	1,435.7	1,849.4	2,150.6	47%
Total Tax Expense	129.0	223.8	376.5	508.4	573.9	45%
Profit for the year	329.8	610.1	1,059.2	1,341.0	1,576.7	48%
PAT %	18.2%	40.5%	42.4%	28.9%	25.9%	9%
Other Comprehensive Income for the year	0.4	4.0	(1.9)	(0.7)	(3.0)	(65)%
Total Comprehensive Income for the year	330.2	614.1	1,057.3	1,340.3	1,573.7	48%
Exceptional item	-	-	-	-	724.3	-
Tax benefit on exceptional items	-	-	-	-	(182.3)	-
Total Comprehensive Income for the periods/ years after exceptional items and tax benefit thereon	330.2	614.1	1,057.3	1,340.3	1,031.7	33%
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

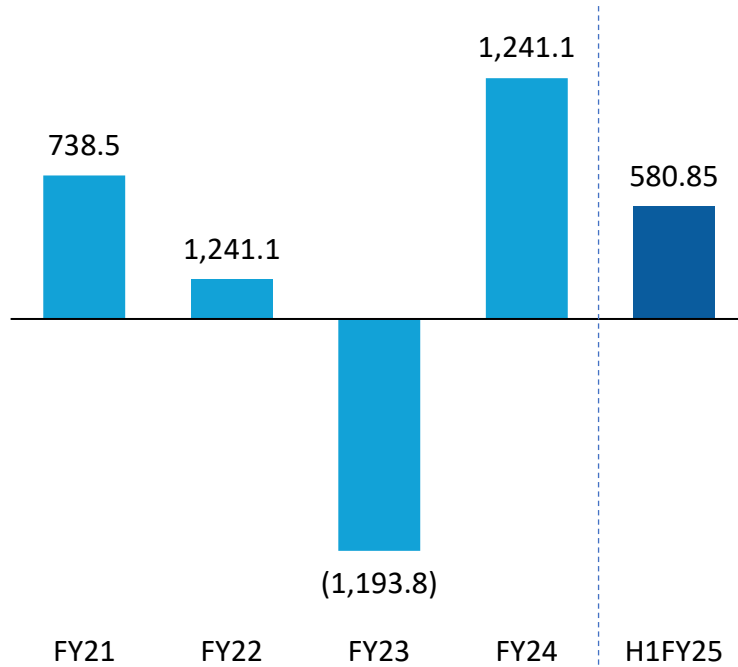
Equities and Liabilities (Mn)	H1FY25	FY24
Equity Share Capital	1,772.0	1,772.0
Other Equity	4,883.1	4,273.2
Equity attributable to equity holders of the Group	6,655.1	6,045.2
Non-controlling interests	228.1	201.3
Total Equity	6,883.2	6,246.6
Contract Liabilities	807.0	-
Financial Liabilities		
(i) Borrowings	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
Total Non-Current Liabilities	1,186.0	241.8
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
Total Current Liabilities	2,774.7	2,447.7
Total Equity and Liabilities	10,843.9	8,936.1

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
Total Non-Current Assets	3,444.8	3,411.1
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
Total Current Assets	7,399.1	5,525.0
Total Assets	10,843.9	8,936.1

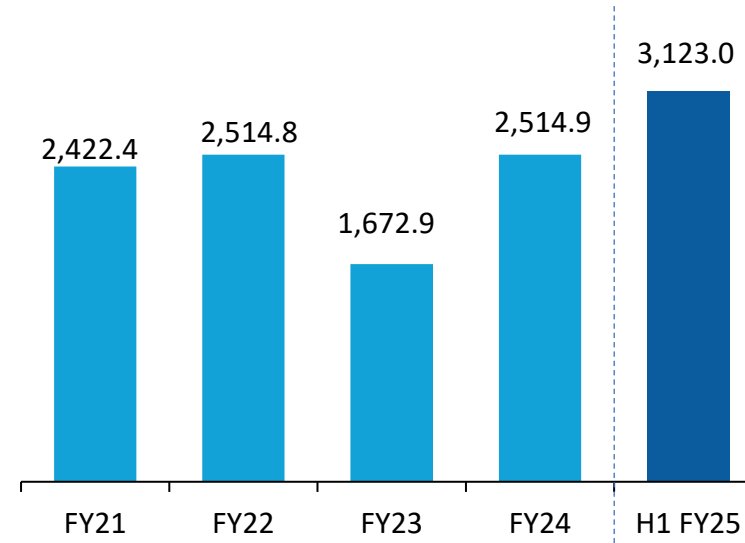
Achieved Strong Cash Flow from Operations

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

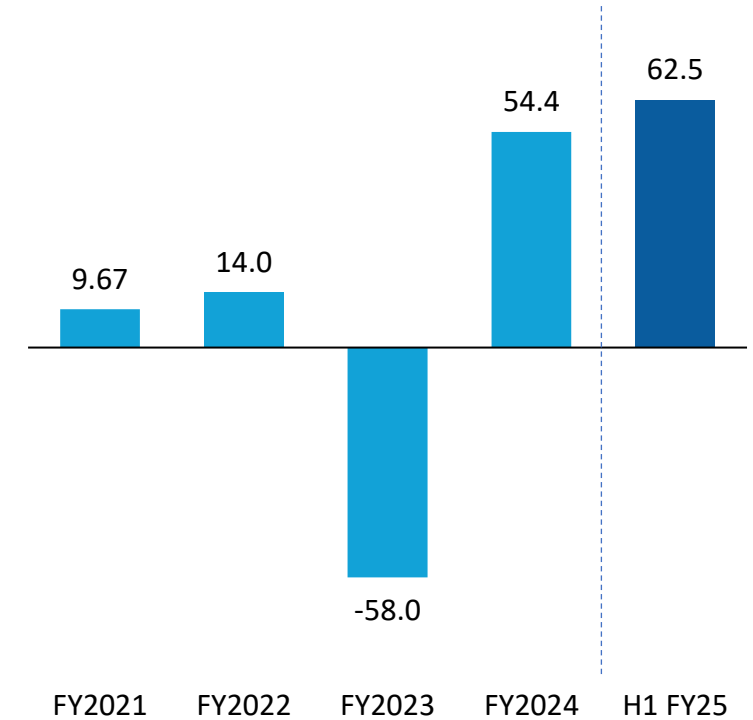
Cash Flow from Operations (INR in Mn)



Cash and FDR (INR in Mn)

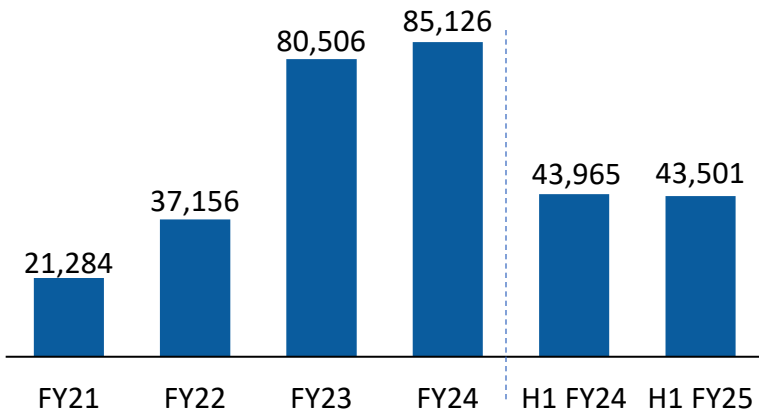


OCF to EBITDA (%)

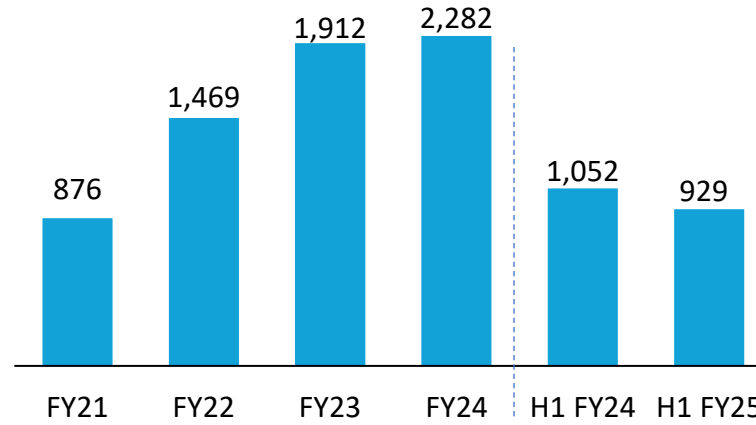


Annual Performance Trend

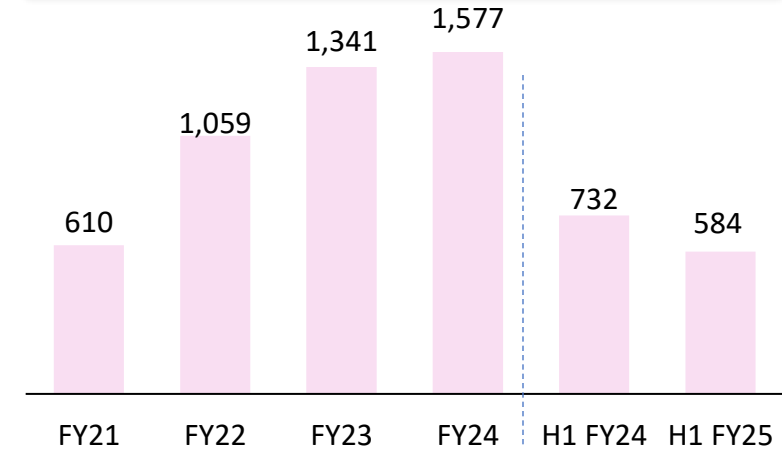
Gross Booking Revenue (INR in Mn)



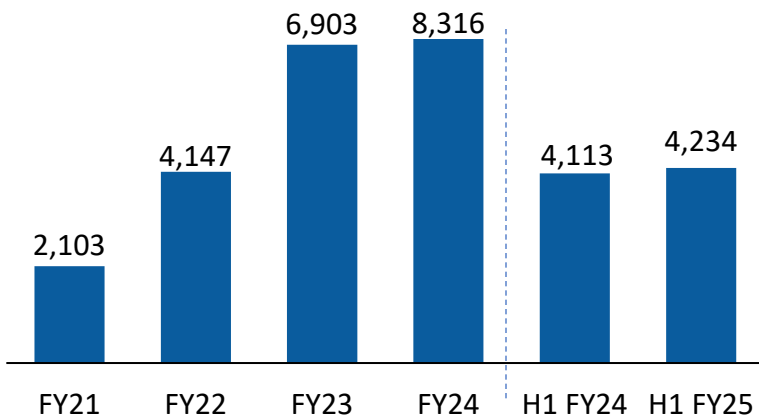
EBITDA (INR in Mn)



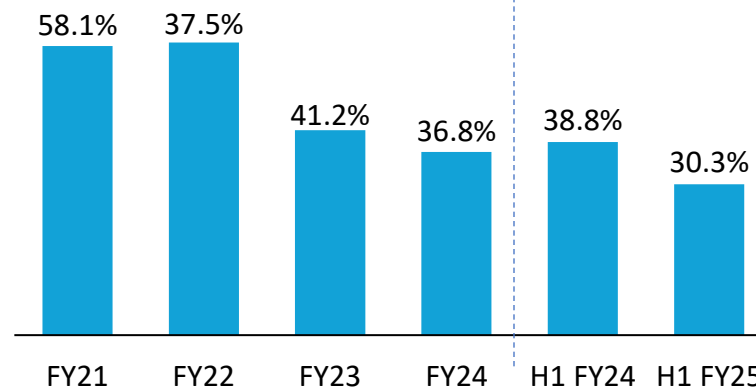
PAT (INR in Mn)*



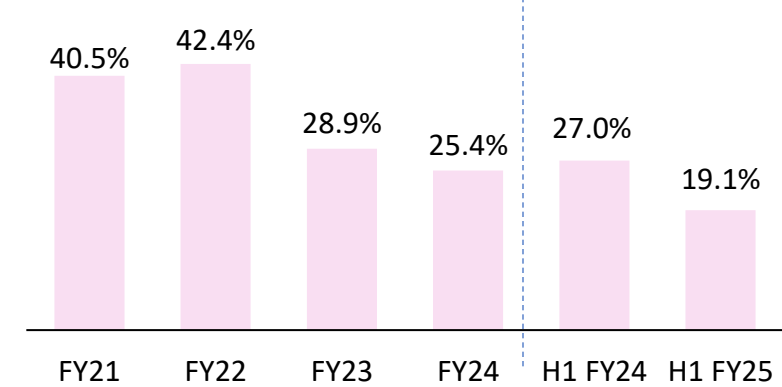
Adjusted Total Income# (INR in Mn)



EBITDA Margin (%)



PAT Margin (%)

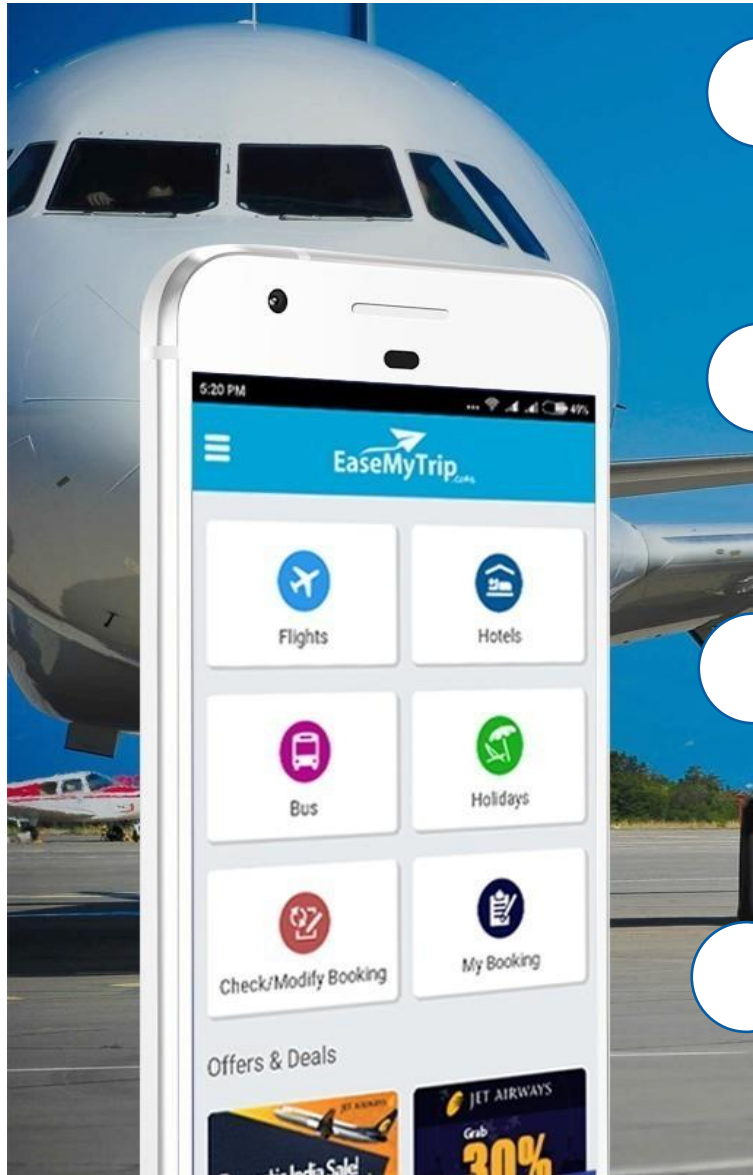


#Including Discounts offered to customers and excluding service cost

* PAT excluding Other Comprehensive Income and Minority Interest



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 Q2FY25 stood at INR 422.9 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

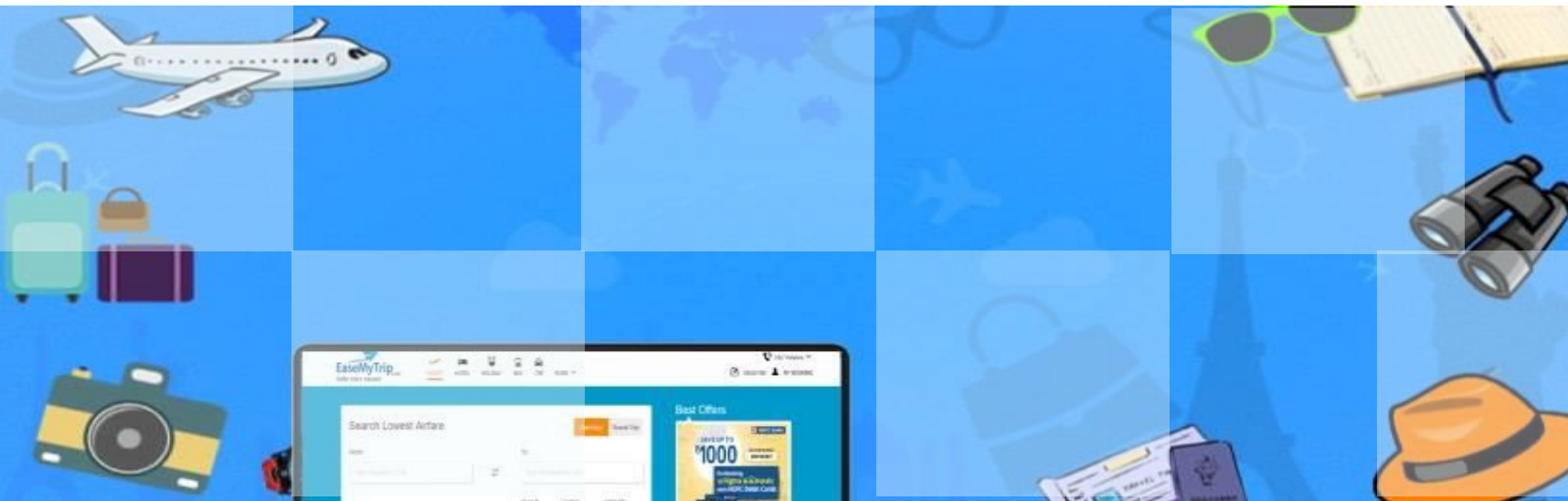
No external equity infusion since inception. Managed growth through internal accruals and sustained profitability

Brand Equity

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

...and No Convenience Fees Strategy

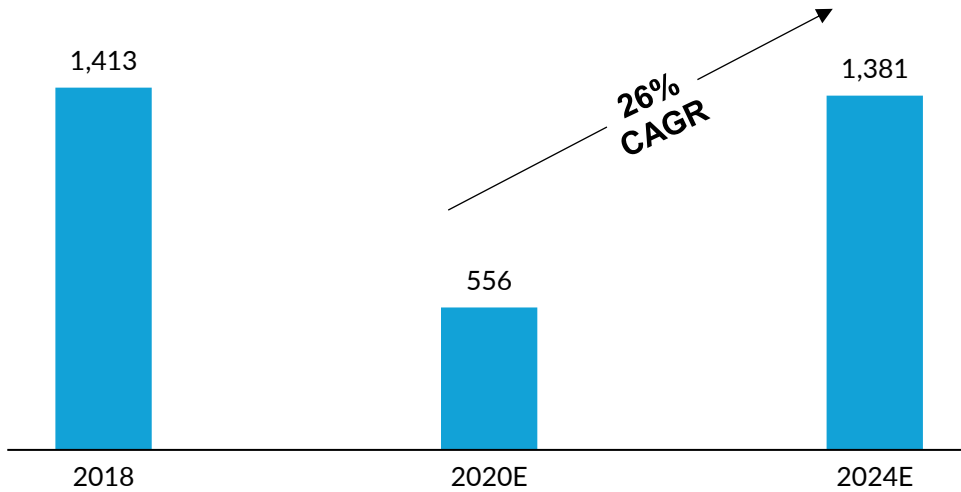




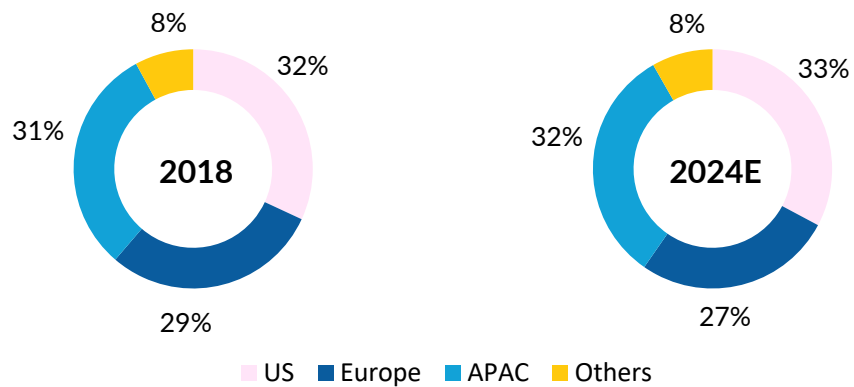
Industry Overview

Global Travel Industry : Bouncing Back from the Pandemic

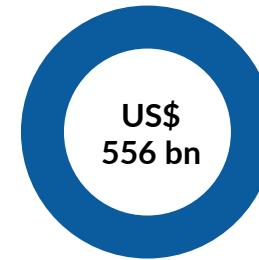
Travel and Tourism Gross Bookings (US\$ Bn)



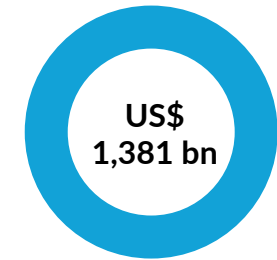
Region-wise Split of Global Market



Total Travel Market (2020E)

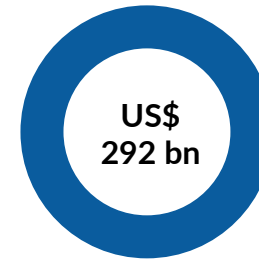


Total Travel Market (2024E)

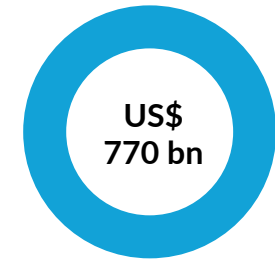


26% CAGR

Online Travel Market (2020E)



Online Travel Market (2024E)

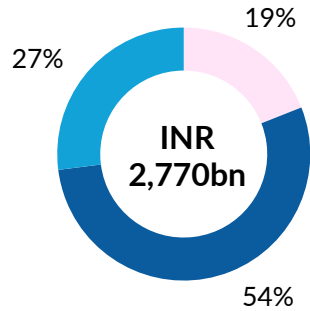


27% CAGR

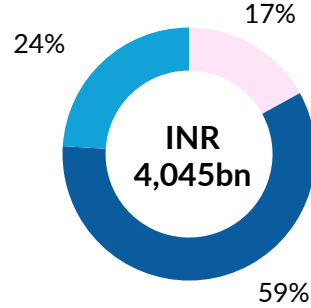
The **online share** of the Travel sector has grown from **46% in 2018** to approximately **53% in 2020**. This is expected to further grow and reach **56% by 2024**,

Indian Travel and OTA Market: Headroom to Grow Further

Total Travel Market (FY23E)

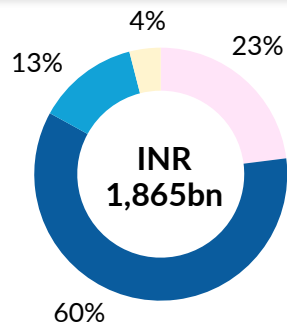


Total Travel Market (FY27E)

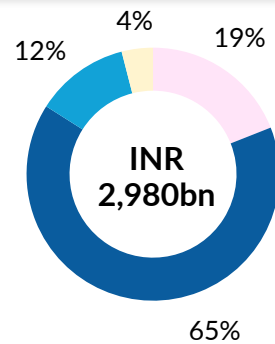


■ Rail / Bus ■ Air ■ Hotels

Online Travel Market (FY23E)



Online Travel Market (FY27E)



■ Rail ■ Air ■ Hotels ■ Bus

FY23E-27E CAGR

Online

15%



Air

10%



Hotels

12%



Buses

7%



Rail

Total 12-13%



Key Drivers

The travel industry is expected, to be broadly driven by **development of tourism infrastructure, increase in connectivity across means of transport, rising income levels** etc.

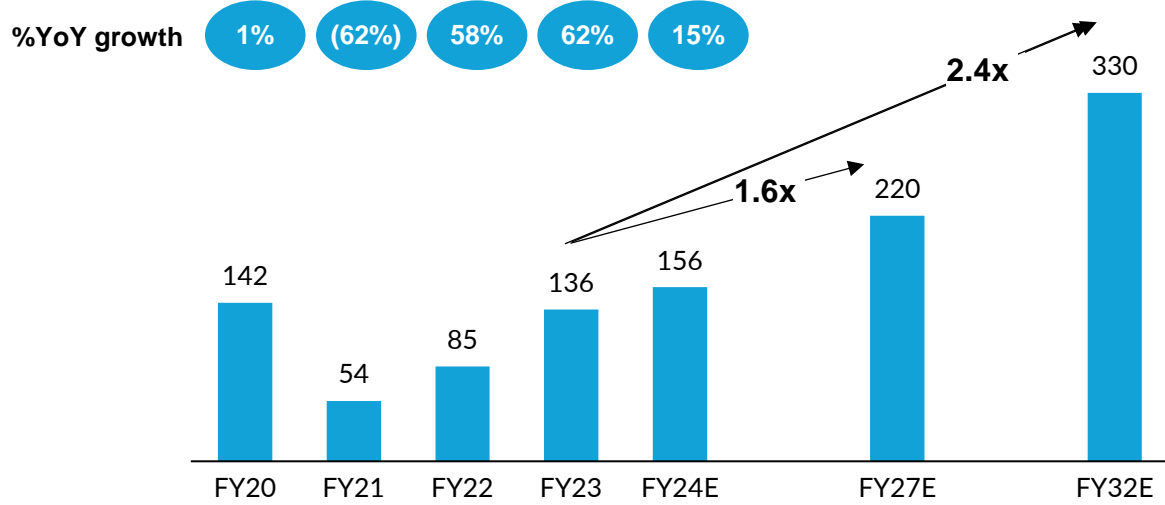
Ticketing across segments has undergone a change thanks to **higher internet penetration, greater affordability of smart phones, user friendliness of online platforms** etc.

Going forward, online air ticketing is expected to grow further as more **travelers (retail as well as corporate) migrate from offline to online platforms**

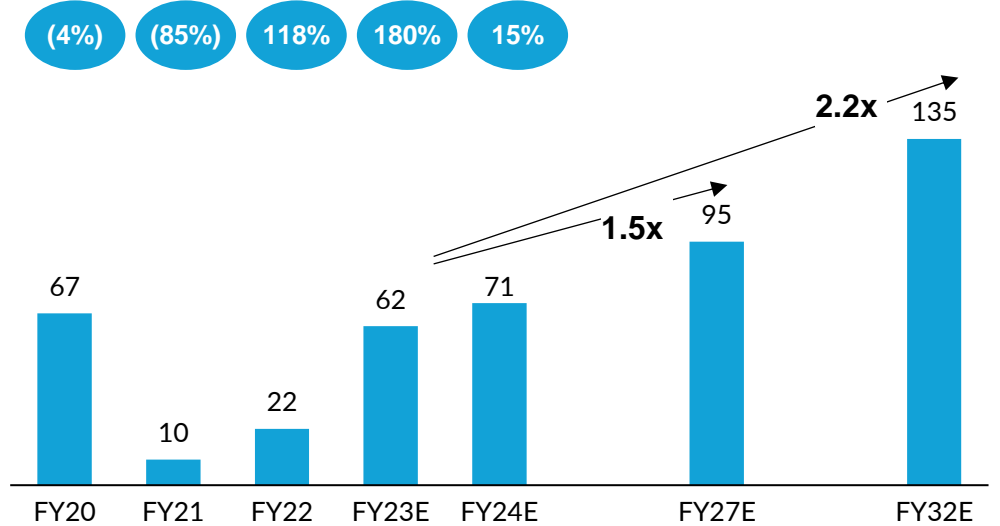
In the hotel industry, **customers from tier-II and tier-III cities** are expected to also start booking rooms online on account of the convenience offered by online services

Strong Tail Winds for Indian Aviation industry

Indian domestic passenger traffic volumes (Number mn)



International passenger traffic volumes (Number mn)



- 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

- Increasing international operations by Indian LCCs¹ and under-penetration of international trips per capita for India compared to other developing countries
- Furthermore, increasing FTAs¹ due to tourism, VFR¹ and business opportunities in India, by 2032, air passenger numbers are expected to grow at ~2.2x

Source: CRISIL Report. All the market sizes and the CAGR growth figures are calculated basis mid point .
 Note: 1. LCC: Low Cost Carriers, FTA: Foreign Tourist Arrivals, VFR: Visiting Friends and Relatives



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