

May 24, 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 audited standalone and consolidated financial results of the Company for the quarter and year ended 31st March, 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.

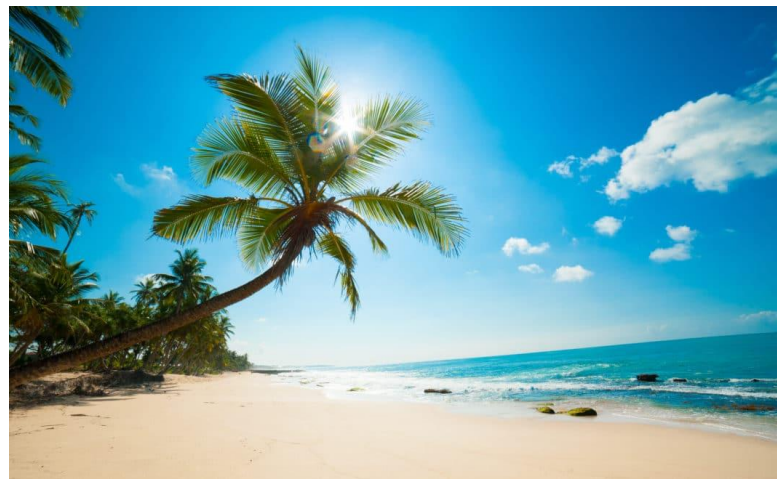
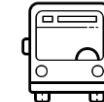
Registered office : Building No. - 223, Patparganj Industrial Area, New Delhi - 110092 (India)

Phone : +91 - 11 43030303, 43131313 | E-mail : Care@easemytrip.com | Web: www.EaseMyTrip.com | CIN No. L63090DL2008PLC179041






EaseMyTrip.com



Q4 and FY2024 Investor Presentation

May 2024

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Highest ever EBITDA in FY2024 of INR 2,281.9 Million
 Serving ~**26Mn** Happy Customers

Q4FY24

Gross Booking Revenue (GBR)
 INR 20,900.0 Million
 (2.5)% Y-o-Y

EBITDA
 INR 576.7 Million
 +23.7% Y-o-Y

Revenue from Operations
 INR 1,640.4 Million
 +40.7% Y-o-Y

Profit Before Tax (PBT)
 INR 550.7 Million
 +24.0% Y-o-Y

Gross Booking Revenue (GBR)
 INR 85,126.1 Million
 +5.7% Y-o-Y

EBITDA
 INR 2,281.9 Million
 +19.3% Y-o-Y

Revenue from Operations
 INR 5,905.8 Million
 +31.6% Y-o-Y

Profit Before Tax (PBT)
 INR 2,150.6 Million
 +16.3% Y-o-Y

FY2024

EaseMyTrip and PNB Launch Co-Branded Travel Credit Card

EaseMyTrip has partnered with Punjab National Bank (PNB) to launch the PNB EMT Credit Card, aimed at mass to premium customer segments, offering a variety of rewards for Indian travelers, including a flat 10% discount on flight bookings, a flat 20% discount on hotel bookings, and a flat Rs. 125 off on bus bookings

EaseMyTrip Foundation Awarded Stewardship

EaseMyTrip Foundation, a wholly-owned subsidiary of EaseMyTrip, has partnered with the Archaeological Survey of India under the Adopt a Heritage 2.0 program. Designated as the Smārak Sārathi, it will oversee the upkeep and enhancement of four prestigious historical monuments: Qutb Minar in Delhi, Sun Temple in Konark, Agra Fort, and the Western Group of Temples in Khajuraho

EaseMyTrip Signed Mou With The Ministry Of Rural Development

The company signed an MoU with the Ministry of Rural Development to train Deendayal Antyodaya Yojana - National Rural Livelihoods Mission SHG members under the Lakhpati Didi Yojana. This initiative aims to develop their entrepreneurial skills and financial independence. EaseMyTrip will empower female SHG members in 800 districts by providing training in travel reservations across various segments

Expanding Offline Reach Across India

- EaseMyTrip expands offline presence with retail store in Indore, Madhya Pradesh, the 10th store in franchise model
- Launched 2 franchise stores in Gurugram, Haryana, highlighting the company's dedication to enhancing travel service accessibility through a blend of online and offline channels
- Inauguration of Jalgaon, Maharashtra store becomes 12th franchise outlet, blending online convenience with personalized offline service

EaseMyTrip Partners with CSC, Becomes Their First Travel Partner

EaseMyTrip has collaborated with Common Services Centre (CSC) e-Governance Services Limited, positioning itself as the first travel partner to provide comprehensive holiday and activity content to CSC and its extensive network of VLEs. These VLEs play a crucial role in delivering various services to citizens, with travel services being a key offering. In addition to existing offerings such as flights, hotels, cabs, and buses, EMT's innovative travel solutions will now enhance the holiday and activity planning experience for users across India

Nationwide Roadshow

EaseMyTrip conducted its first nationwide roadshow, underscoring its commitment to fostering business connections and dialogue within the nation's flourishing tourism industry. This initiative was executed in close collaboration with EaseMyTrip's recently acquired domestic travel brands, Guideline Travels and Dook Travels

Awards

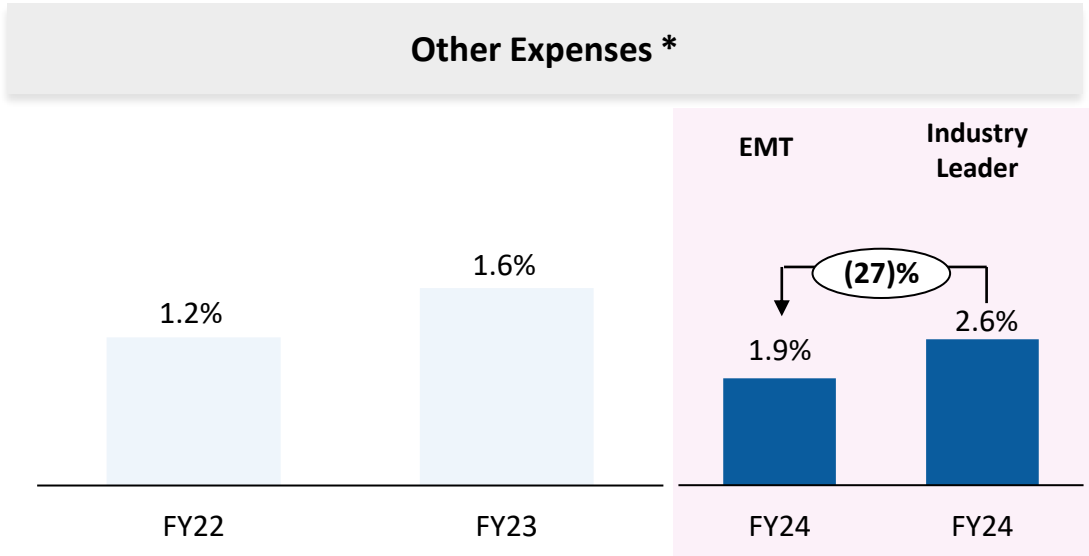
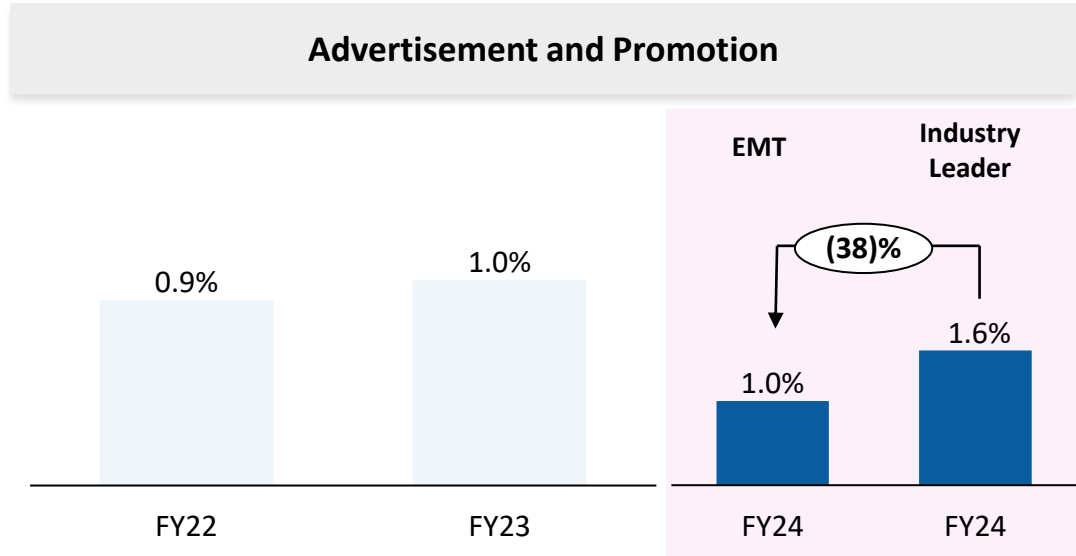
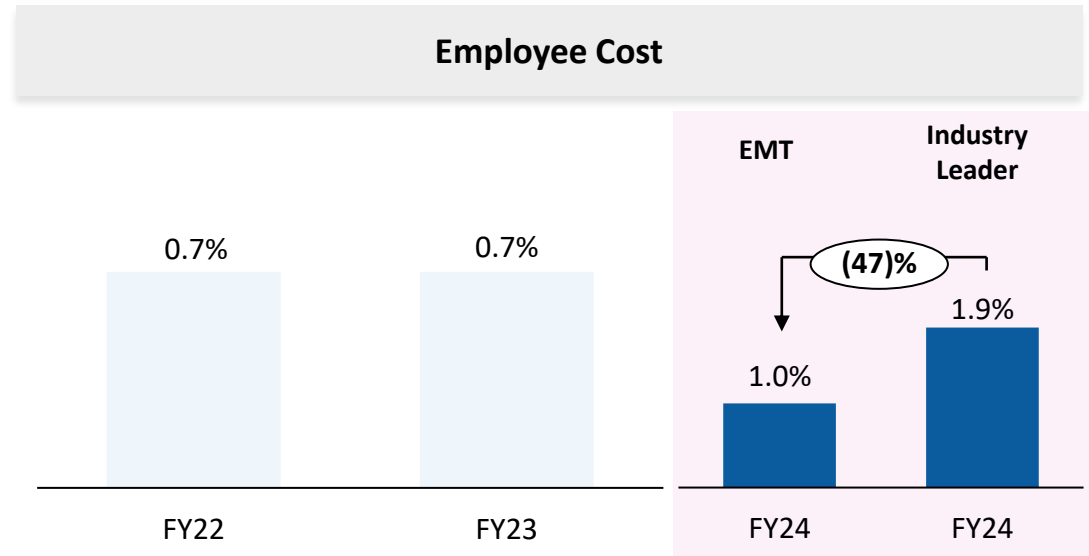
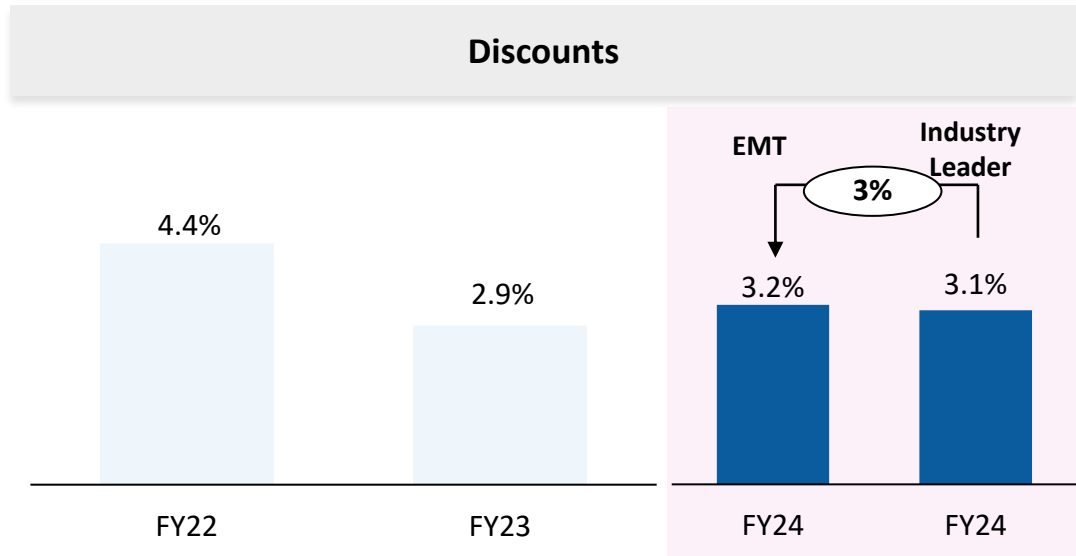
EaseMyTrip received the Versatile Excellence Travel Award (VETA) 2024 for Best Online Travel Agency and was awarded Online Travel Agent of the Year by the SATTE India Awards. These awards highlight the company's dedication to excellence, innovation, and the development of a comprehensive travel ecosystem serving travelers nationwide

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



Particulars (INR in Mn)	Q4FY24		Q4FY23		Q3FY24		FY2024		FY2023	
Gross Booking Revenue (GBR)	20,900.0		21,428.0		20,260.7		85,126.1		80,505.6	
Revenue/Income	Amount	% of GBR	Amount	% of GBR	Amount	% of GBR	Amount	% of GBR	Amount	% of GBR
A. Revenue From Operation (As Per Financials)	1,640.4	7.8%	1,165.9	5.4%	1,607.9	7.9%	5,905.8	6.9%	4,488.3	5.6%
B. Discounts To Customers	695.2	3.3%	615.2	2.9%	444.0	2.2%	2,721.2	3.2%	2,362.1	2.9%
C. Less: Service Cost	(150.4)	(0.7)%	-	-	(164.7)	(0.8)%	(496.3)	(0.6)%	(101.2)	(0.1) %
Adjusted Revenue	2,185.3	10.5%	1,781.1	8.3%	1,887.1	9.3%	8,130.7	9.6%	6,749.1	8.4%
Other Income	85.3	-	42.0	-	45.2	-	185.1	-	153.7	-
Adjusted Income	2,270.5	10.9%	1,823.1	8.5%	1,932.4	9.5%	8,315.9	9.8%	6,902.9	8.6%
Total Expense										
Discounts To Customers	695.2	3.3%	615.2	2.9%	444.0	2.2%	2,721.2	3.2%	2,362.1	2.9%
Cost Of Material Consumed	7.7	-	6.4	-	6.3	-	22.4	-	15.3	-
Employee Expenses	237.8	1.1%	168.1	0.8%	221.7	1.1%	821.5	1.0%	524.4	0.7%
Marketing And Sales Promotion	256.3	1.2%	231.4	1.1%	174.9	0.9%	820.7	1.0%	829.6	1.0%
Payment Gateway Charges	147.9	0.7%	132.4	0.6%	129.5	0.6%	562.1	0.7%	543.3	0.7%
Other Expenses	348.9	1.7%	203.4	0.9%	302.3	1.5%	1,086.1	1.3%	715.8	0.9%
Finance Cost	11.3	0.1%	12.6	0.1%	13.8	0.1%	59.7	0.1%	34.1	-
Depreciation	14.7	0.1%	9.4	-	37.3	0.2%	71.6	0.1%	29.0	-
Total Expense	1,719.8	8.3%	1,378.9	6.4%	1,329.8	6.6%	6,165.3	7.2%	5,053.5	6.3%
PBT	550.7	2.6%	444.3	2.1%	602.6	3.0%	2,150.6	2.5%	1,849.4	2.3%
Exceptional Items	724.3	-	-	-	-	-	724.3	-	-	-
Tax Benefit On Exceptional Items	(182.3)	-	-	-	-	-	(182.3)	-	-	-
Tax	159.5	-	133.7	-	145.8	-	573.9	-	508.4	-
Other Comprehensive Income	3.9	-	(1.0)	-	(5.4)	-	(3.0)	-	(0.7)	-
PAT after exceptional items and tax benefit thereon	(146.8)	(0.7)%	309.6	1.4%	451.4	2.2%	1,031.7	1.2%	1,340.3	1.7%
PAT before exceptional items and tax benefit thereon	395.2	1.9%	309.6	1.4%	451.4	2.2%	1,573.7	1.8%	1,340.3	1.7%
EPS	(0.09)	-	0.18	-	0.26	-	0.58	-	0.77	-
Restated EPS (before exceptional items and tax benefit thereon)	0.22	-	0.18	-	0.26	-	0.89	-	0.77	-

% of Gross Booking Revenue

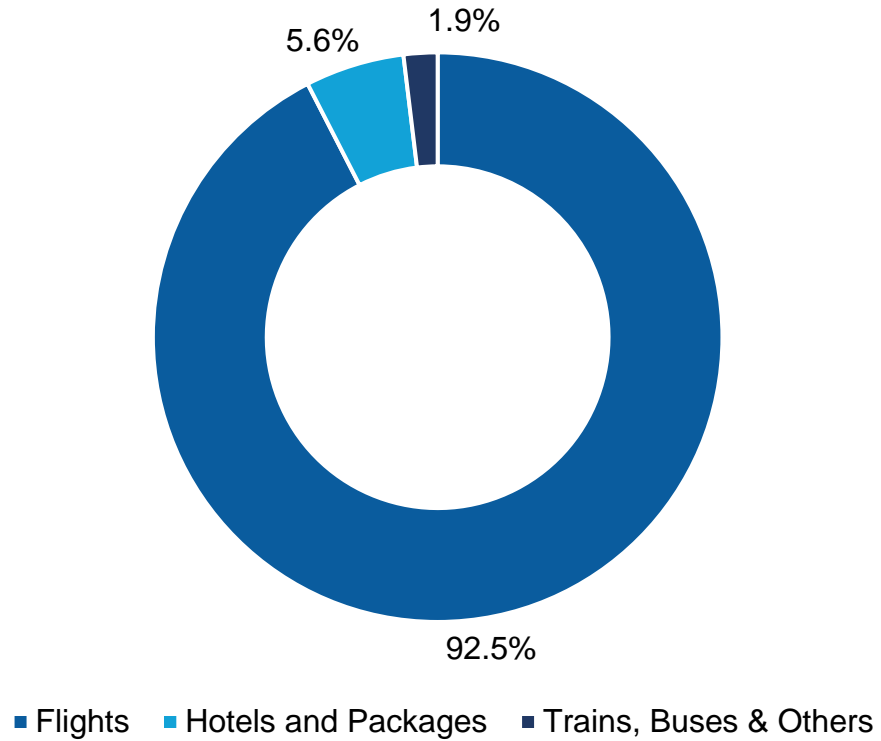


Industry Leader data as per publicly available documents

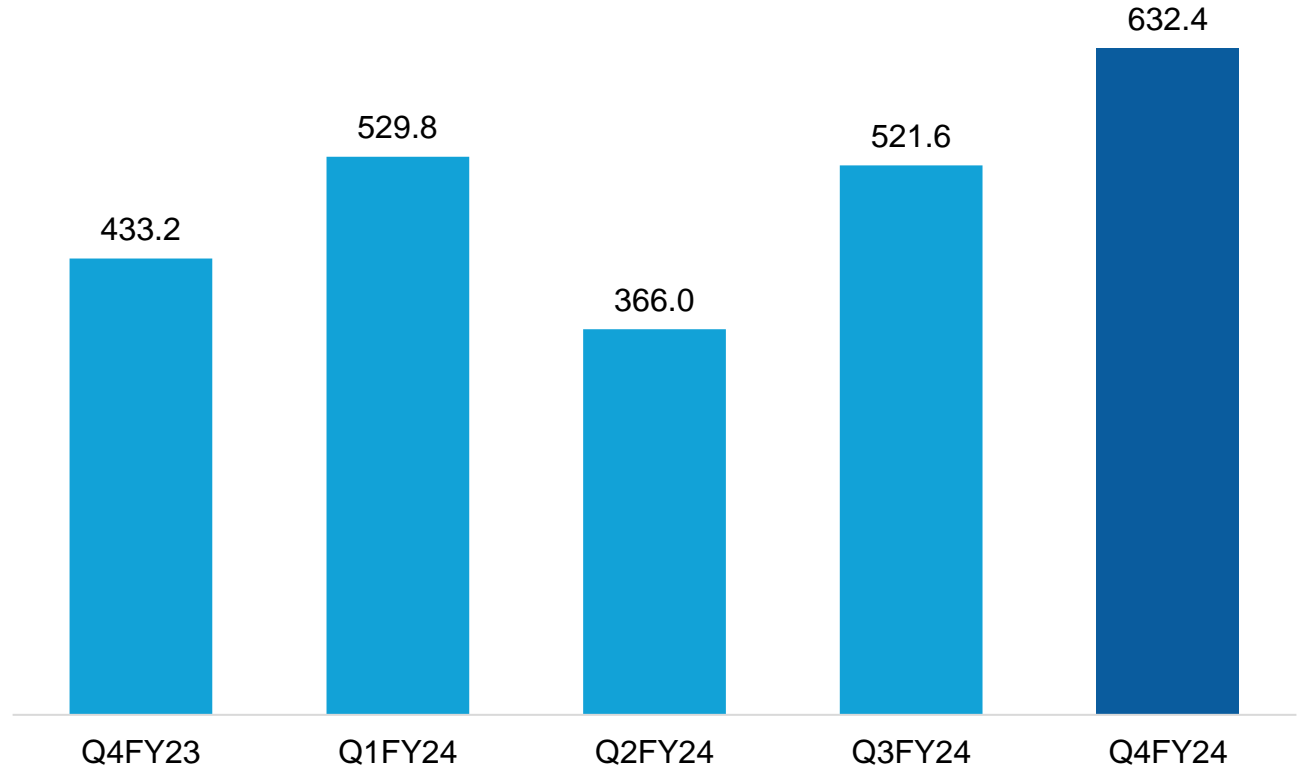
* Other Expenses includes Other expenses and Payment Gateway Charges

Gross Booking Revenue Breakdown

Q4 FY24 Segmental GBR



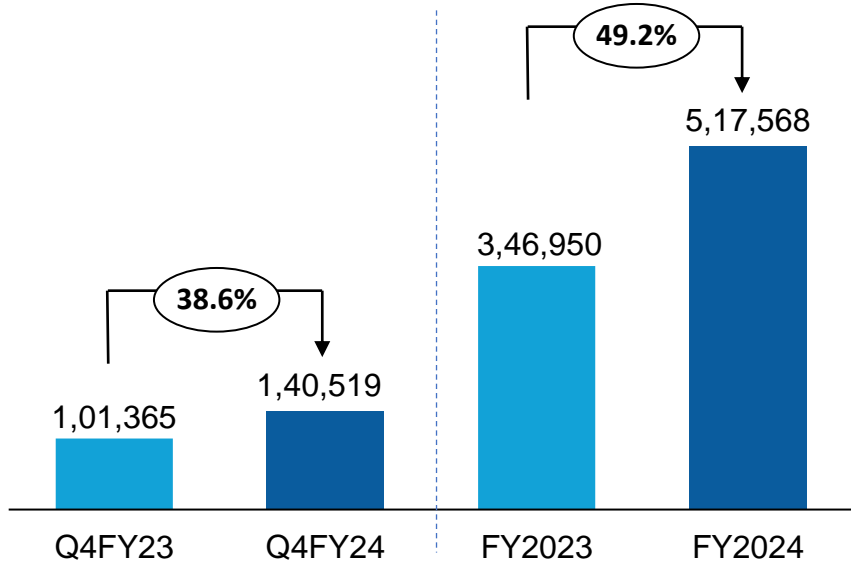
GBR from Dubai Office (INR in Mn)



✓ Air segment bookings in Q4 FY24 was at 26.1 Lacs and for FY2024 it was 1.1 Crores

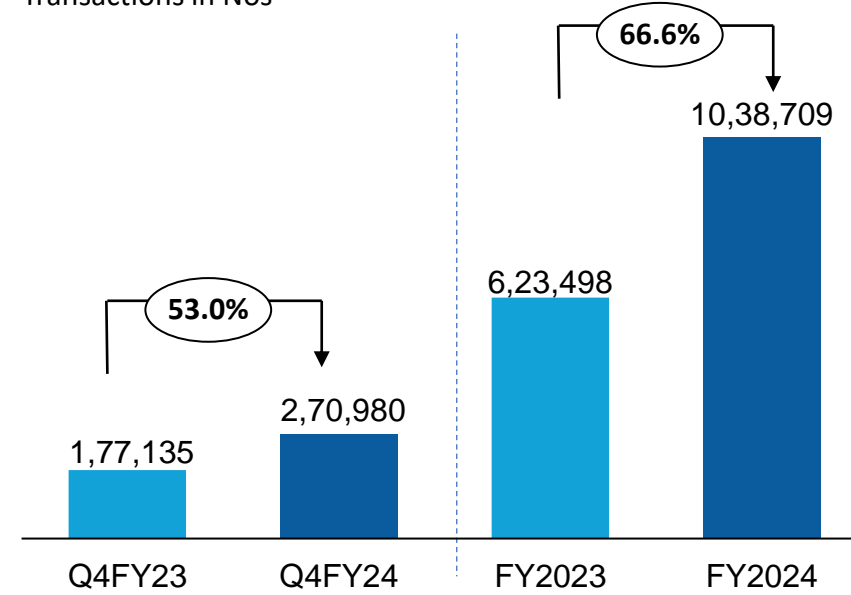
Hotels

Hotel Nights in Nos



Trains, Buses and Others

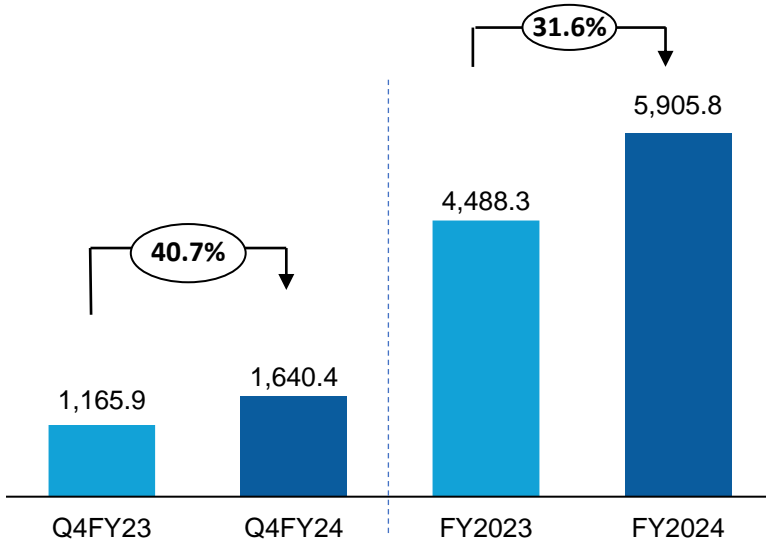
Transactions in Nos



- ✓ Hotel nights booked in Q4FY24 grew by 38.6% at 1.4 Lacs and during FY2024, it had a growth of 49.2% at 5.2 Lacs
- ✓ Trains, Buses, and Others segment had a strong growth of 53.0% in Q4FY24 to 2.7 Lacs. For FY2024 it grew by 66.6% YoY and was at 10.3 Lacs

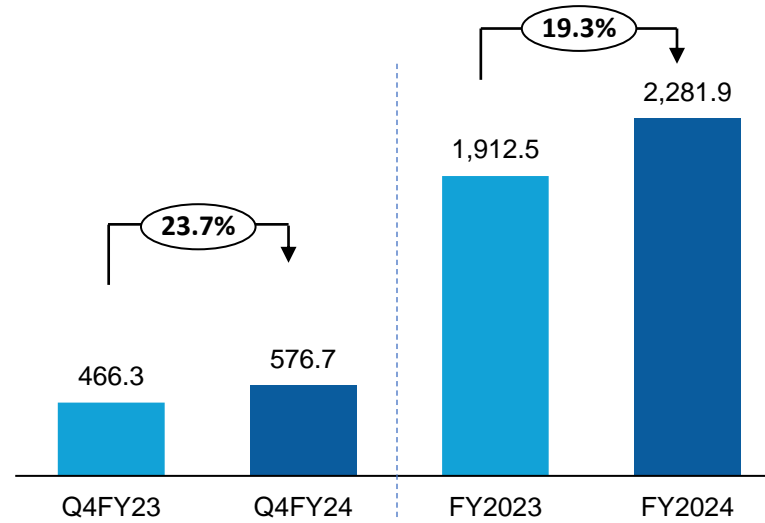
Q4 and FY2024 Financial Highlights

Revenue from Operations



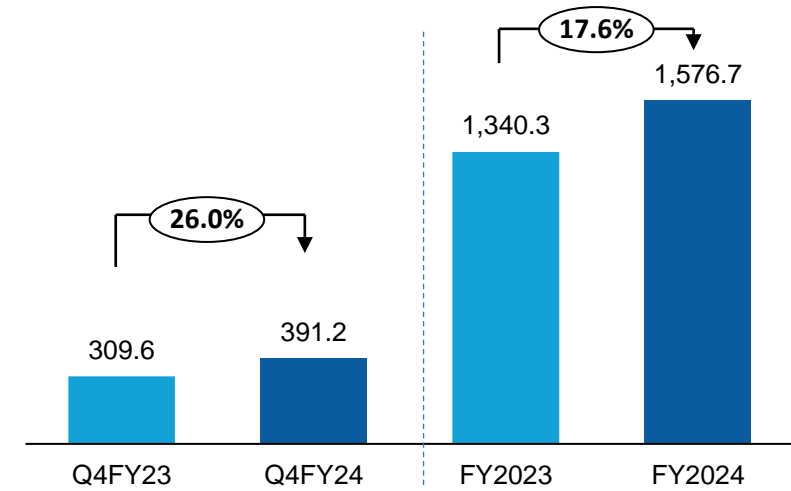
- ✓ Revenue from Operations for Q4FY24 was INR 1,756.1 million, a growth of 50.6% year-on-year
- ✓ Revenue from Operations in FY2024 was INR 6,021.4 million, a 34.2% increase from INR 4,488.3 million in FY2023

EBITDA



- ✓ EBITDA for Q4FY24 was at INR 576.7 million, as against INR 466.3 million in Q4FY23, a growth of 23.7%
- ✓ EBITDA for FY2024 was INR 2,281.9 million, as against INR 1,912.5 million in FY2023, a growth of 19.3%

PAT*



- ✓ PAT for Q4FY24 grew by 26.0% to INR 391.2 million, as against INR 310.6 million in Q4FY23
- ✓ For FY2024, PAT has grown by 17.6% at INR 1,576.7 million, as against INR 1,341.4 million in FY2023
- ✓ During FY2024, PAT after including Other Comprehensive Income, Minority Interest and Exceptional Items was INR 1,031.7 million



Historical Financials

Historical Consolidated Profit and Loss Account

Particulars (INR in Mn)	FY2020	FY2021	FY2022	FY2023	FY2024	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	1833.4	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

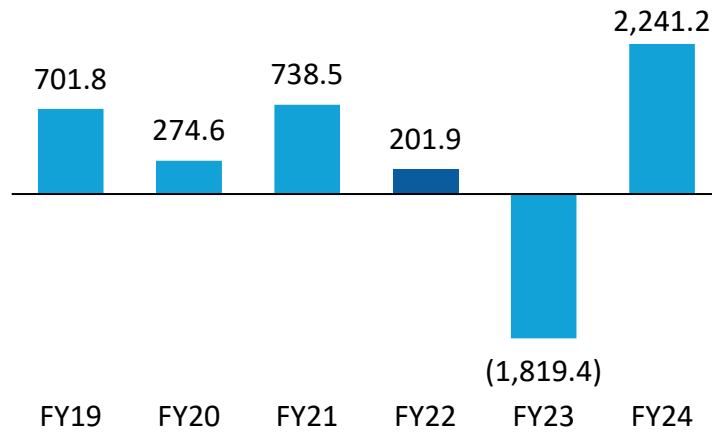
Equity and Liabilities (Mn)	FY2023	FY2024
Equity Share Capital	1,738.3	1,772.0
Other Equity	1,961.6	4,273.2
Equity attributable to equity holders of the Group	3,699.9	6,045.2
Non-controlling interests	3.6	201.3
Total Equity	3,703.5	6,246.6
Financial Liabilities		
Lease Liabilities	34.7	51.9
Provisions	38.1	58.1
Borrowings	1.1	37.3
Deferred Tax Liabilities (Net)	-	94.5
Total Non-Current Liabilities	73.8	241.8
Financial Liabilities		
(i) Borrowings	825.2	90.9
(ii) Trade payables	726.1	791.9
(iii) Other Financial Liabilities	680.0	388.5
(iv) Lease Liabilities	7.2	14.6
Contract Liabilities	857.4	1,045.1
Provisions	26.3	42.4
Other Current Liabilities	68.4	61.4
Current Tax Liabilities (Net)	0.9	12.9
Total Current Liabilities	3,191.5	2,447.7
Total Equity and Liabilities	6,968.9	8,936.1

Assets (Mn)	FY2023	FY2024
Property, plant and equipment	118.5	131.2
Intangible assets	131.4	593.9
Goodwill	52.5	497.0
Investment Property	23.0	22.9
Right of Use Assets	41.4	62.1
Financial Assets		
(i) Loans	-	0.4
(ii) Investments	-	370.0
(iii) Other Financial Assets	62.4	768.9
Deferred Tax Assets (Net)	44.7	82.4
Other Non-Current Assets	19.9	804.8
Total Non-Current Assets	493.9	3,333.6
Inventory	6.6	8.5
Financial Assets		
(i) Investments	-	30.3
(ii) Trade Receivable	1,559.2	2,325.5
(iii) Cash and Cash Equivalents	296.3	1,008.9
(iv) Other Bank Balances	186.7	6.6
(v) Loans	0.3	1.3
(vi) Other Financial Assets	1,779.9	1,136.3
Other Current Assets	2,646.0	1,007.7
Current tax assets (net)	-	77.5
Total Current Assets	6,475.0	5,602.5
Total Assets	6,968.9	8,936.1

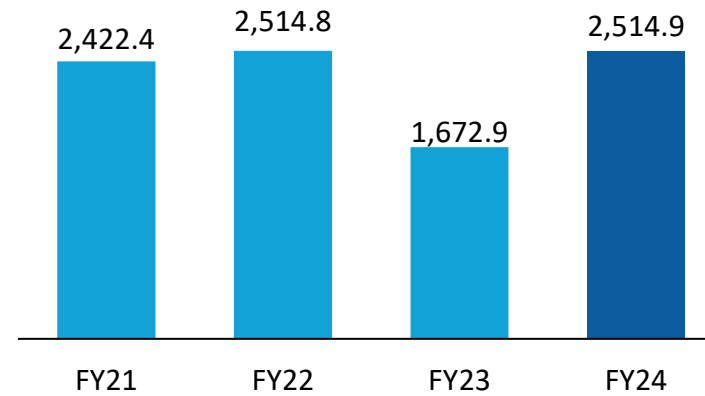
Attained 1,241 million Cash Flow from Operations

Consolidated Cash Flow Statement (INR in Mn)	FY2023	FY2024
Cash Flow from Operating Activities		
Profit before Tax	1,849.4	1,426.3
Adjustment for Non-Operating Items	(29.9)	814.9
Operating Profit before Working Capital Changes	1,819.4	2,241.2
Changes in Working Capital	(2,322.2)	(472.2)
Cash Generated from Operations	(502.8)	1,769.1
Less: Direct Taxes paid	(601.4)	(527.9)
Net Cash from Operating Activities	(1,104.2)	1,241.1
Cash Flow from Investing Activities	828.4	(432.5)
Cash Flow from Financing Activities	46.2	557.4
Net increase/ (decrease) in Cash and Cash equivalent	(329.6)	1,366.1
Cash and Cash Equivalents at the beginning of the period	(28.2)	(357.8)
Cash and Cash equivalents at the end of the period	(357.8)	1,008.3

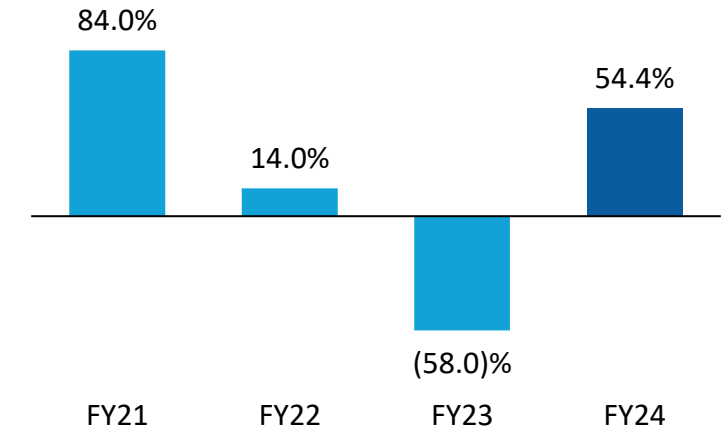
Cash Flow from Operations (INR in Mn)



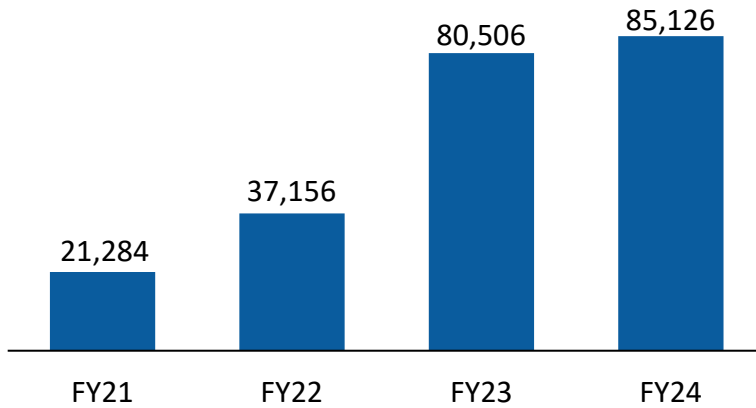
Cash and FDR (INR in Mn)



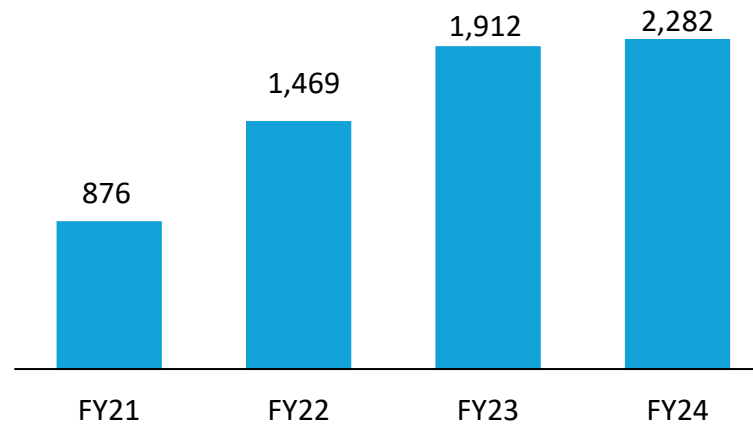
OCF to EBITDA (%)



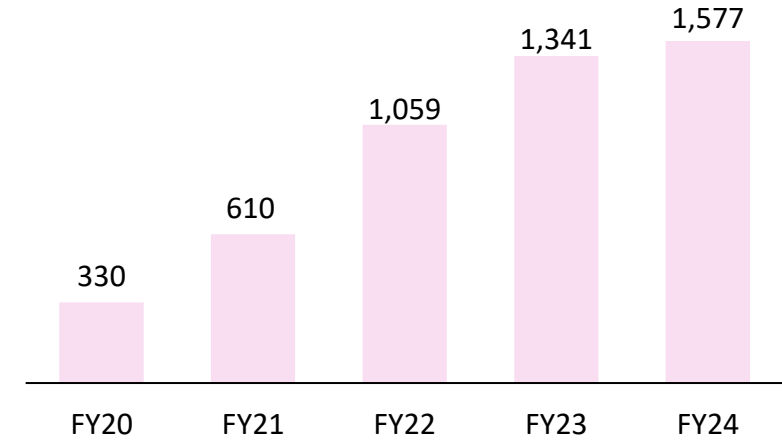
Gross Booking Revenue (INR in Mn)



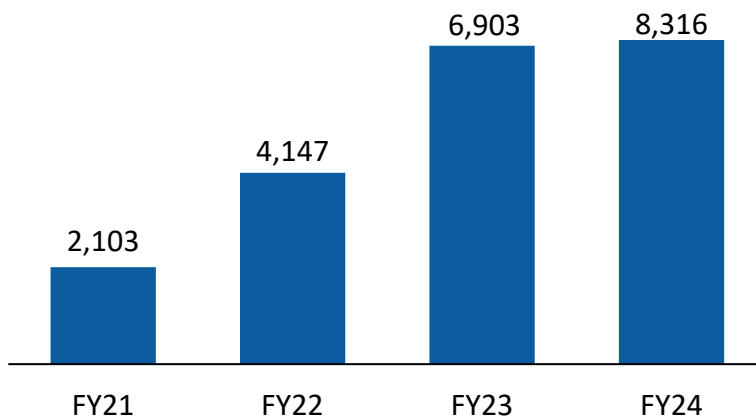
EBITDA (INR in Mn)



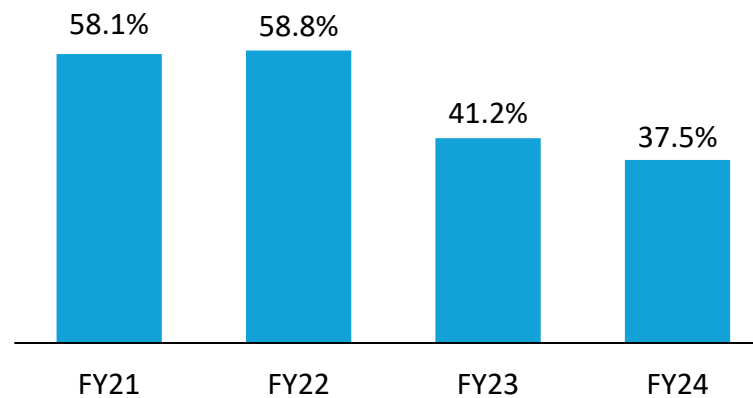
PAT (INR in Mn)*



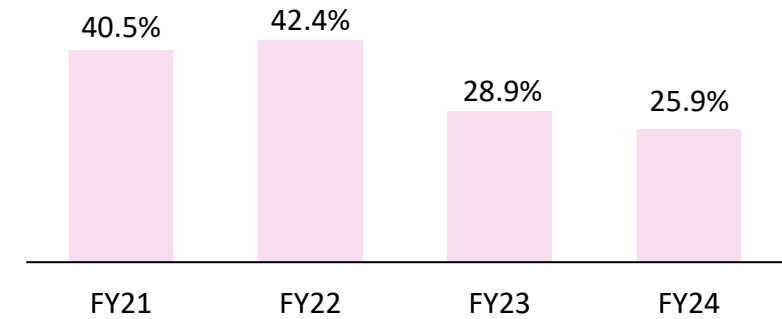
Adjusted Total Income# (INR in Mn)



EBITDA Margin (%)



PAT Margin (%)

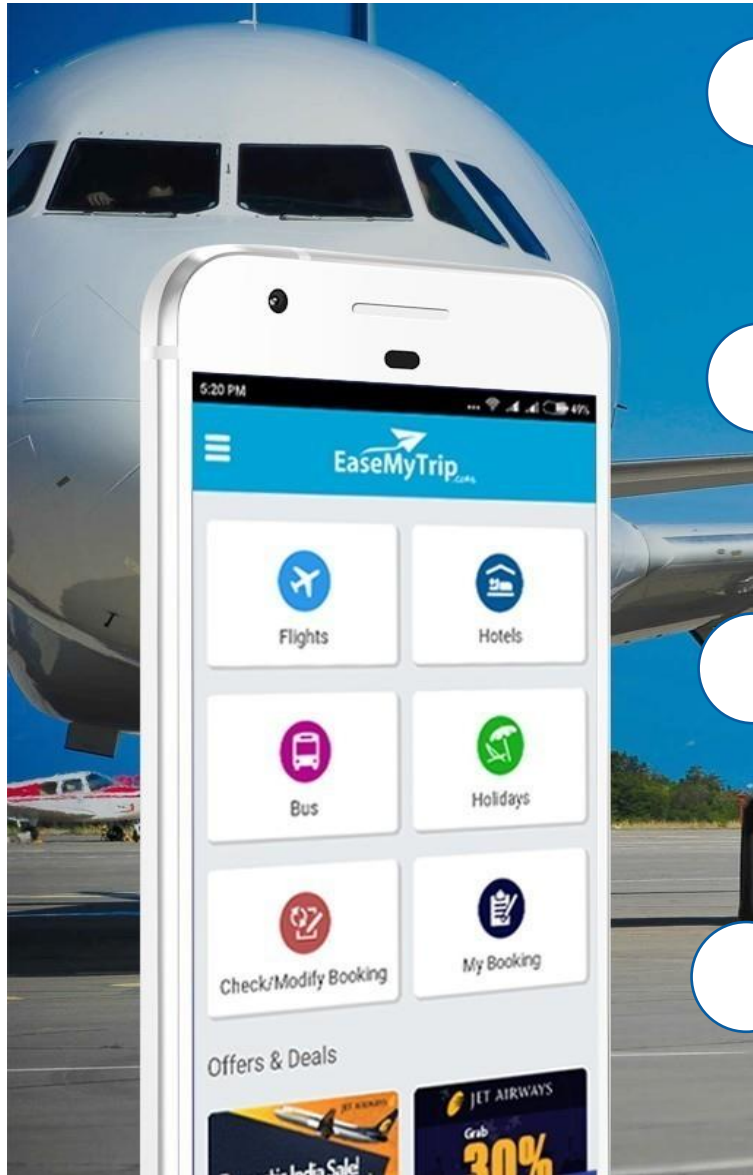


#Including Discounts offered to customers and excluding service cost

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



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 2,514.9 million as on Mar-24. Business requires minimal capex for growth.

Only Profitable OTA since inception

Profitable since inception, even in Covid year.
EBITDA for Q4FY24 stood at INR 576.7 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

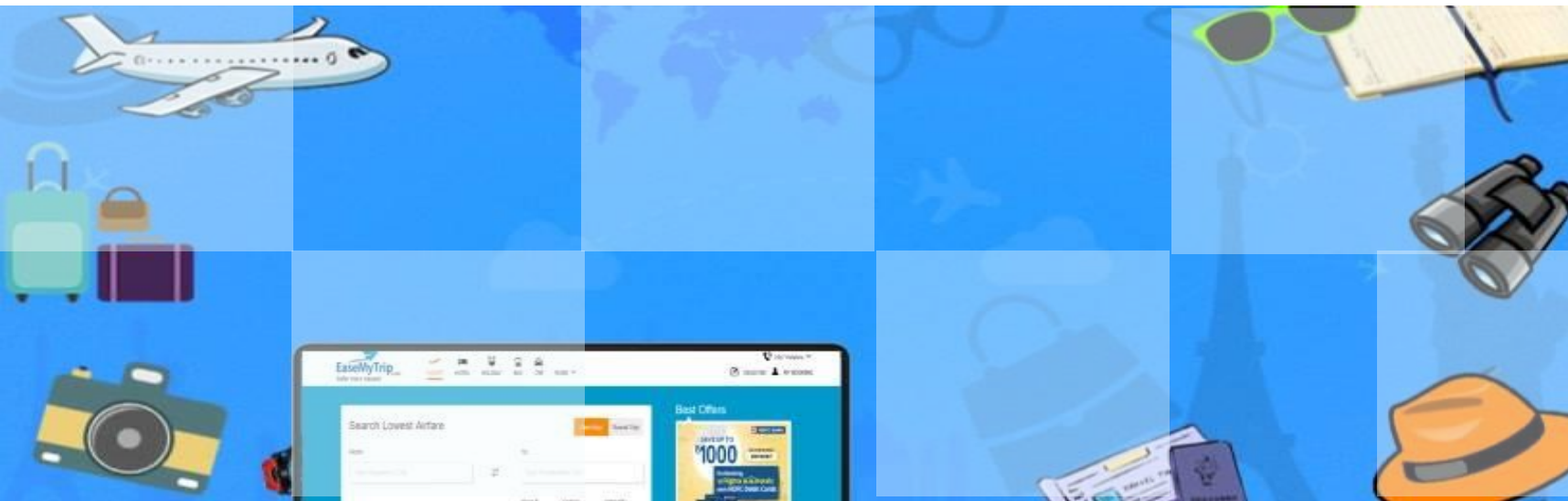
Well recognized brand with lean cost of operations to support profitability and growth

*As per gross booking volumes in FY22

#One of the peers financials has been extrapolated from 9M FY2024 to FY2024

...and No Convenience Fees Strategy

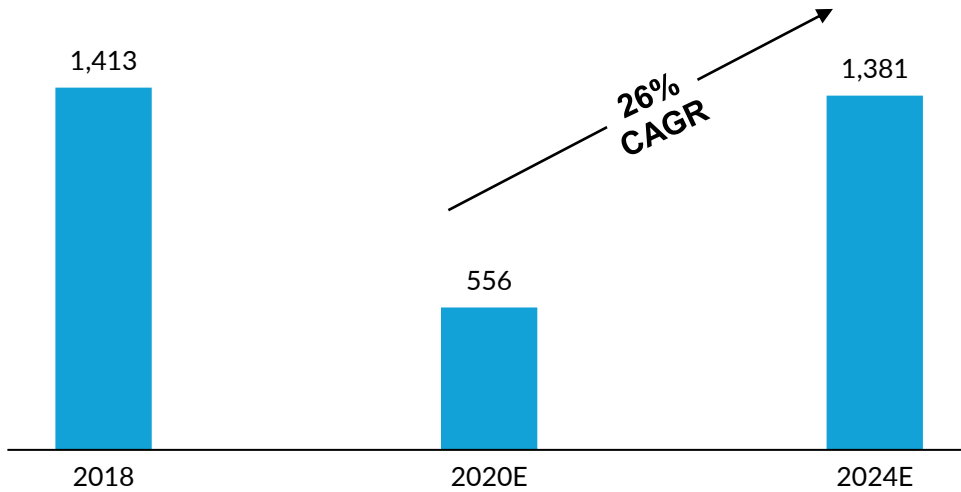




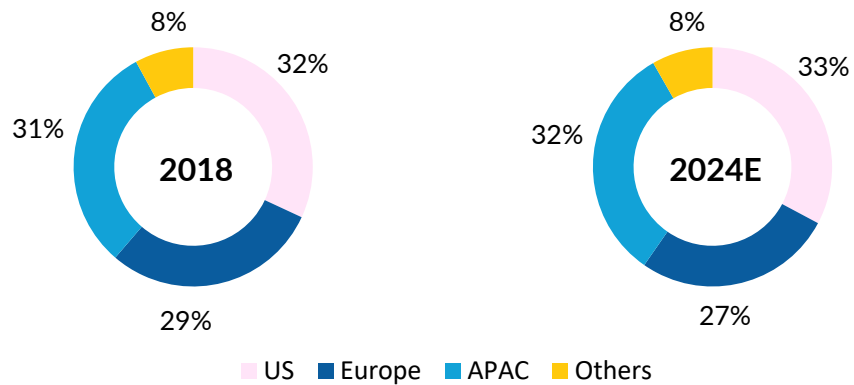
Industry Overview

Global Travel Industry : Bouncing back from the Pandemic

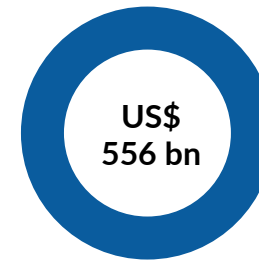
Travel and Tourism Gross Bookings (US\$ Bn)



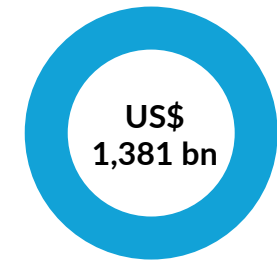
Region-wise Split of Global Market



Total Travel Market (2020E)

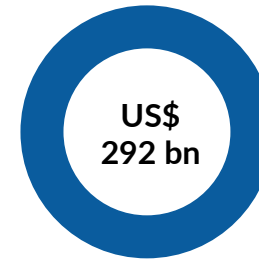


Total Travel Market (2024E)

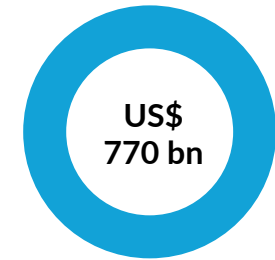


26% CAGR

Online Travel Market (2020E)



Online Travel Market (2024E)

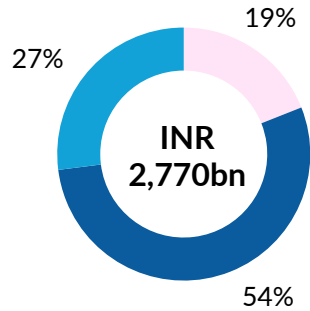


27% CAGR

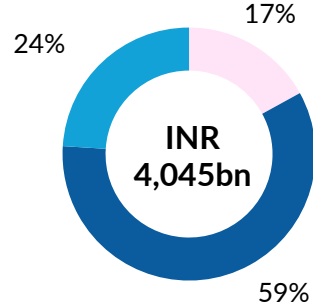
The **online share** of the Travel sector has grown from **46% in 2018** to approximately **53% in 2020**. This is expected to further grow and reach **56% by 2024**,

Indian Travel and OTA Market: Headroom to grow further

Total Travel Market (FY23E)

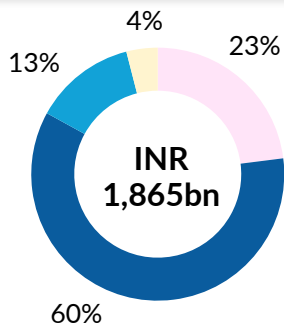


Total Travel Market (FY27E)

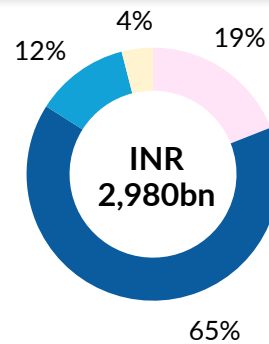


■ Rail / Bus ■ Air ■ Hotels

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.

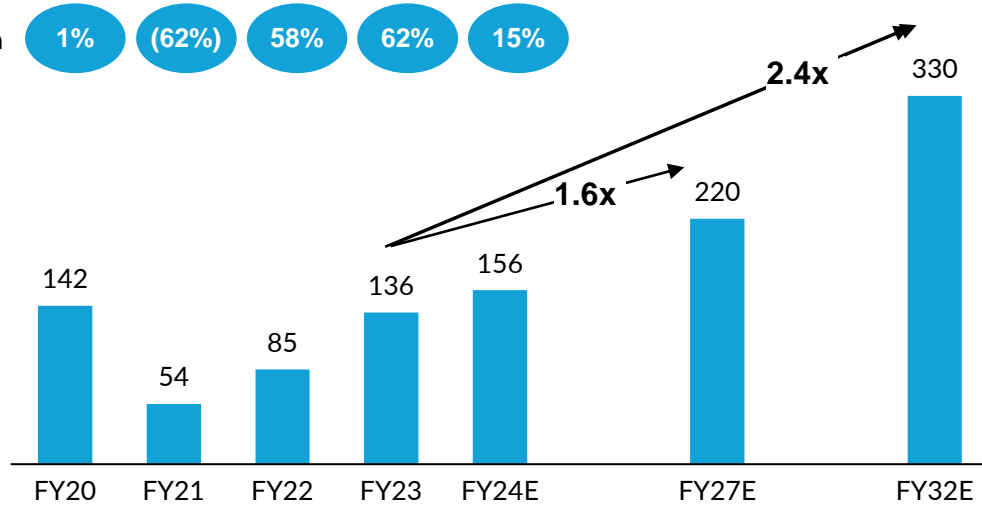
Going forward, online air ticketing is expected to grow further as more **travelers (retail as well as corporate) migrate from offline to online platforms**

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

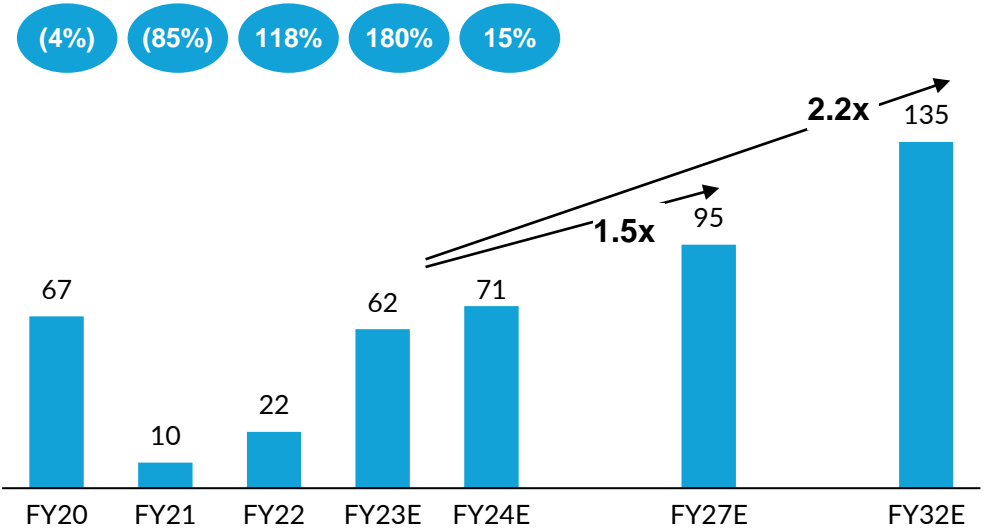
Strong tail winds for Indian Aviation industry

Indian domestic passenger traffic volumes (Number mn)

%YoY growth



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



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