

August 13, 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 ended 30th June, 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.

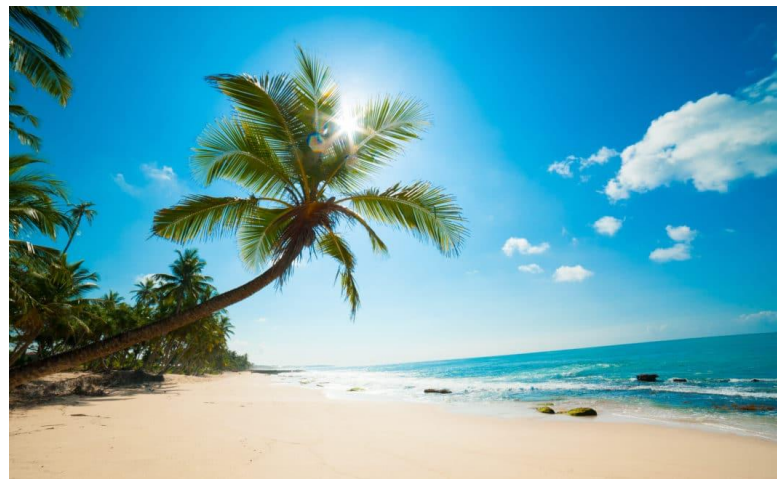
Registered office : Building No. - 223, Patparganj Industrial Area, New Delhi - 110092 (India)

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






EaseMyTrip.com



**Q1 and FY2025
Investor Presentation**

August 2024

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EBITDA of INR 505.9 Million
Serving ~**26Mn** Happy Customers

Q1FY25

Gross Booking Revenue (GBR)

INR 22,744.7 Million
(4.1)% Y-o-Y

EBITDA

INR 505.9 Million
+34.9% Y-o-Y

Revenue from Operations

INR 1,526.0 Million
+23.0% Y-o-Y

Profit After Tax (PAT)*

INR 324.8 Million
+24.8% Y-o-Y

EaseMyTrip signs Letter of Intent (LOI) to join ONDC Network at the ONDC Startup Mahotsav

A government initiative aimed at democratizing digital commerce in India by lowering entry barriers and promoting a level playing field. This partnership, announced at the ONDC Startup Mahotsav, aligns with the company's vision of being a Nation-First company, contributing to the growth and development of India's digital economy.

Expanding footprint with new franchise stores

EaseMyTrip has launched its first franchise store in Karnal, Haryana, and has opened its 15th store in Amritsar, Punjab, followed by the 16th store in Bhopal. This expansion underscores the brand's commitment to growing its offline presence, with plans to open 100 additional stores this financial year.

Partnered with Rajasthan Royals as Official Travel and Experience Partner

EaseMyTrip has been named the Official Travel and Experience Partner for the Rajasthan Royals for the 2024 season, providing seamless travel and hospitality services for the team's away matches. The partnership will feature engaging and entertaining digital content, a trademark of the Royals.

Presenting Partner of World Championship of Legends

EaseMyTrip has become the presenting partner of the World Championship of Legends (WCL), a major milestone in sports and entertainment. This partnership aims to enhance the global cricketing experience and boost the league's international recognition.

Tied up with Adani Digital Labs to offer exclusive duty-free shopping benefits

EaseMyTrip has partnered with Adani Digital Labs to offer travelers access to duty-free shopping directly from its platform at seven major international airports in India, including Amritsar, Ahmedabad, Jaipur, Lucknow, Mangaluru, Mumbai, and Thiruvananthapuram. The service features an exclusive range of products with additional discounts, enhancing the overall travel experience.

Collaborated with SIDBI and Uttarakhand Tourism

EaseMyTrip, in partnership with SIDBI and Uttarakhand Tourism, has launched a Homestay Entrepreneurship Training Programme for 150 homestay owners along the Chardham Yatra route, focusing on hospitality skills and sustainable practices. The initiative aims to enhance service quality, promote local tourism, and integrate certified homestays into EaseMyTrip's platform for broader visibility.

EaseMyTrip Honoured with MICE Excellence Award at Starz of India's Awards 2024

EaseMyTrip was honored with the MICE Excellence Award at the Starz of India's Awards 2024 for its contributions to business travel solutions. This award highlights the company's commitment to covering every aspect of business travel, making it convenient and efficient for its customers.

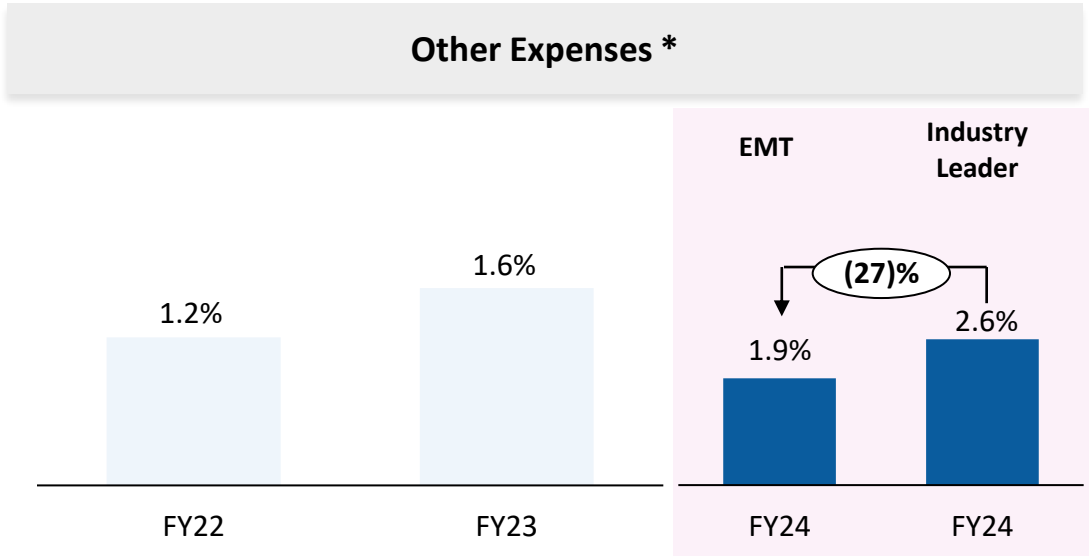
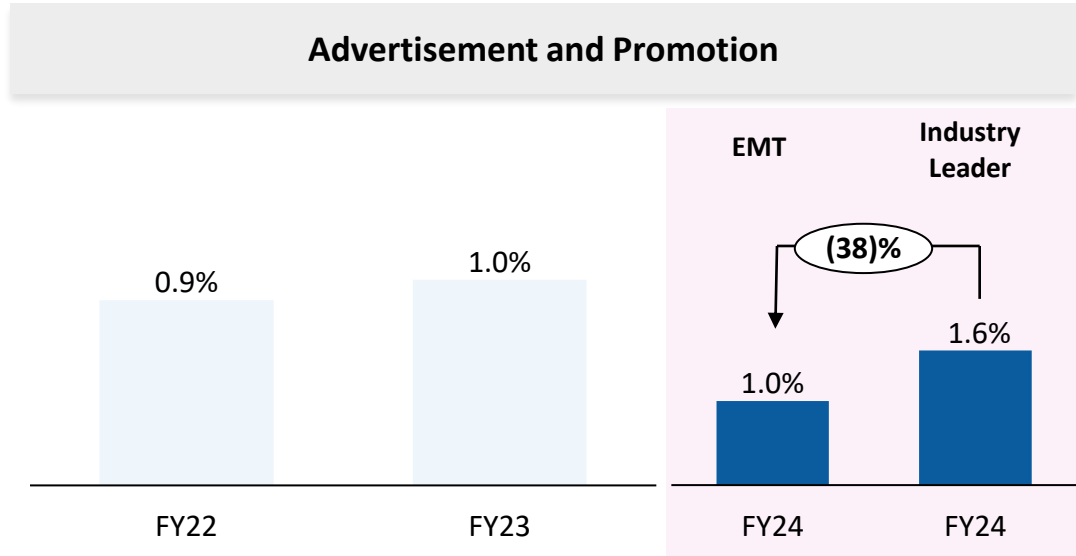
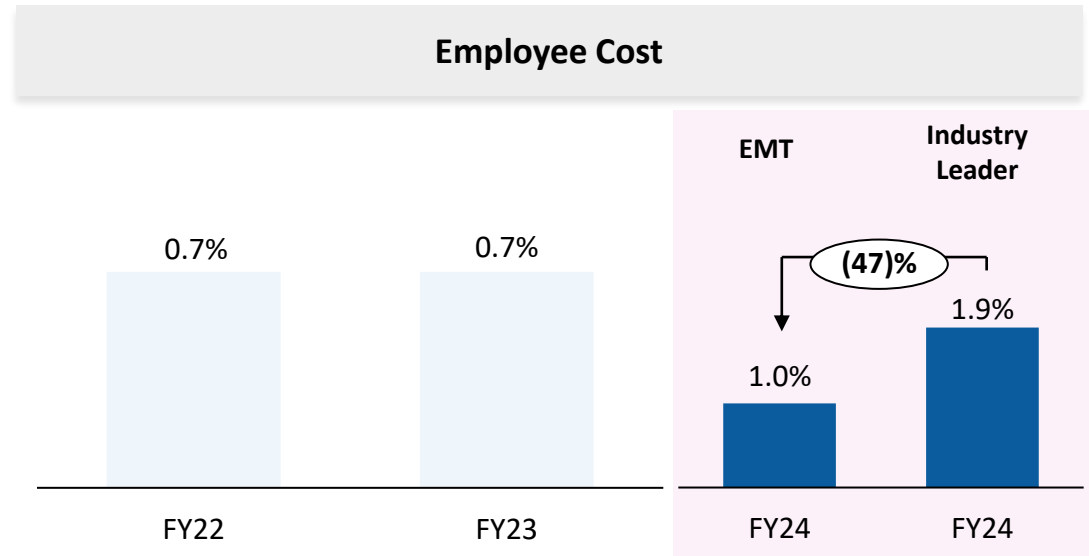
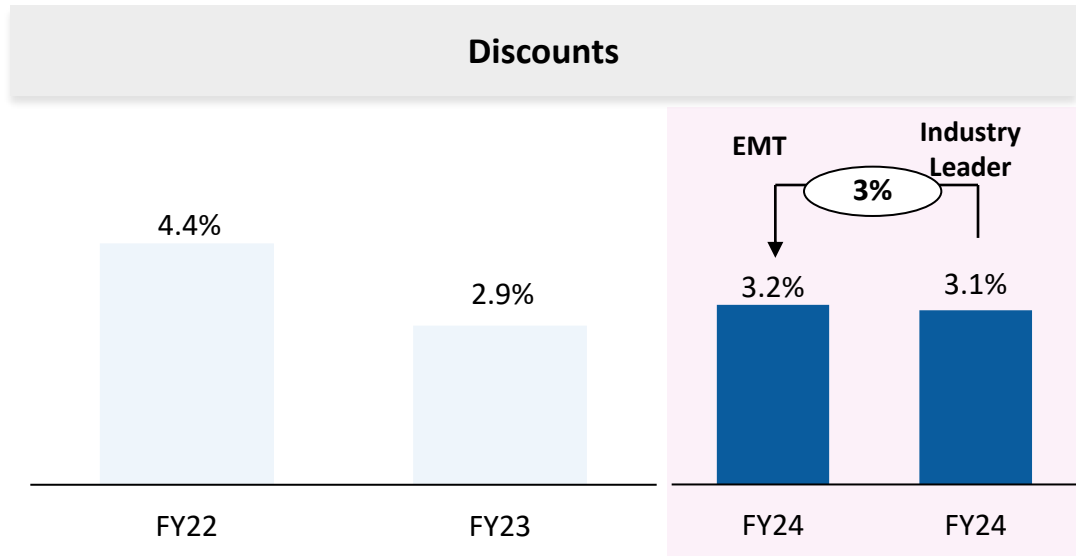
Promoting Animal Welfare

EaseMyTrip Foundation, a subsidiary of EaseMyTrip.com, has collaborated with the YOLO Foundation to show its support and commitment to animal welfare. The objective of this initiative is to ensure that sick and injured animals receive timely and quality medical support and transportation.

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

Particulars (INR in Mn)	Q1FY25		Q1FY24		Q4FY24		FY2024	
Gross Booking Revenue (GBR)	22,744.7		23,709.6		20,900.0		85,126.1	
Revenue/Income	Amount	% of GBR	Amount	% of GBR	Amount	% of GBR	Amount	% of GBR
A. Revenue From Operation (As Per Financials)	1,526.0	6.7%	1,240.5	5.2%	1,640.4	7.8%	5,905.8	6.9%
B. Discounts To Customers	712.4	3.1%	766.1	3.2%	695.2	3.3%	2,721.2	3.2%
C. Less: Service Cost	(193.0)	(0.8)%	(74.2)	(0.3)%	(150.4)	(0.7)%	(496.3)	(0.6)%
Adjusted Revenue	2,045.4	9.0%	1,932.5	8.2%	2,185.2	10.5%	8,130.7	9.6%
Other Income	36.2		25.9	0.1%	85.2	-	185.1	-
Adjusted Income	2,081.6	9.2%	1,958.4	8.3%	2,270.5	10.9%	8,315.9	9.8%
Total Expense								
Discounts To Customers	712.4	3.1%	766.1	3.2%	695.2	3.3%	2,721.2	3.2%
Cost Of Material Consumed	5.6	-	4.1	-	7.7	-	22.4	-
Employee Expenses	239.2	1.1%	175.0	0.7%	237.8	1.1%	821.5	1.0%
Marketing And Sales Promotion	181.9	0.8%	250.9	1.1%	256.3	1.2%	820.7	1.0%
Payment Gateway Charges	160.7	0.7%	157.9	0.7%	147.9	0.7%	562.1	0.7%
Other Expenses	275.9	1.2%	229.3	1.0%	348.7	1.7%	1,086.1	1.3%
Finance Cost	11.4	0.1%	14.5	0.1%	11.3	0.1%	59.7	0.1%
Depreciation	22.6	0.1%	9.7	-	14.7	0.1%	71.6	0.1%
Total Expense	1,609.8	7.1%	1,607.6	6.8%	1,719.7	8.2%	6,165.2	7.2%
PBT	471.8	2.1%	350.8	1.5%	550.7	2.6%	2,150.6	2.5%
Exceptional Items	-	-	-	-	724.3	-	724.3	-
Tax Benefit On Exceptional Items	-	-	-	-	(182.3)	-	(182.3)	-
Tax	132.5	-	91.8	-	159.5	-	573.9	-
Other Comprehensive Income	1.0	-	(5.9)	-	3.9	-	(3.0)	-
PAT after exceptional items and tax benefit thereon	340.3	1.5%	253.1	1.1%	(146.8)	(0.8)%	1,031.7	1.2%
PAT before exceptional items and tax benefit thereon	340.3	1.5%	253.1	1.1%	395.2	1.9%	1,573.7	1.8%
EPS	0.19		0.15	-	(0.09)	-	0.58	-
Restated EPS (before exceptional items and tax benefit thereon)	0.19		0.15	-	0.22	-	0.89	-

% of Gross Booking Revenue

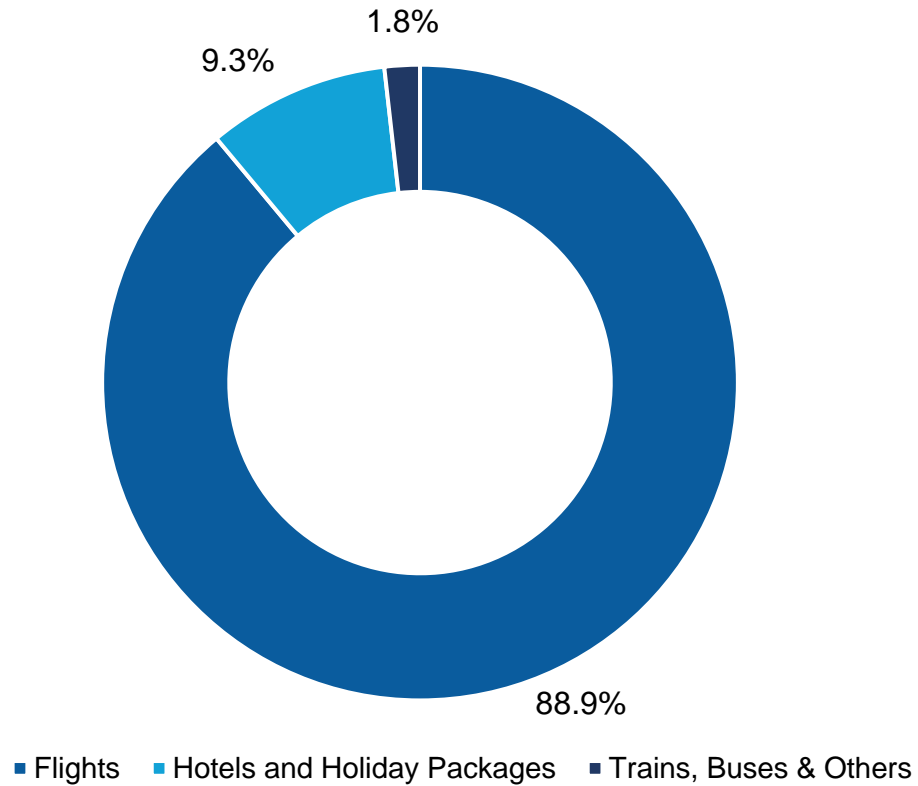


Industry Leader data as per publicly available documents

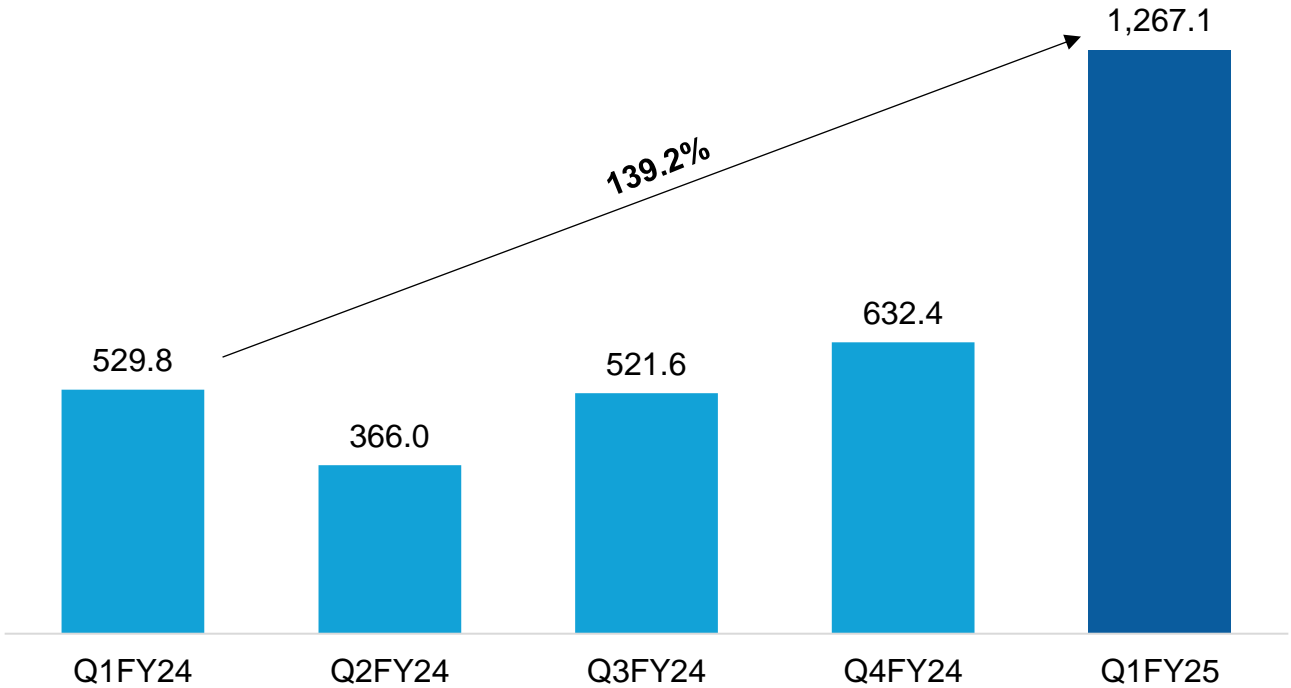
* Other Expenses includes Other expenses and Payment Gateway Charges

Gross Booking Revenue Breakdown

Q1FY25 Segmental GBR



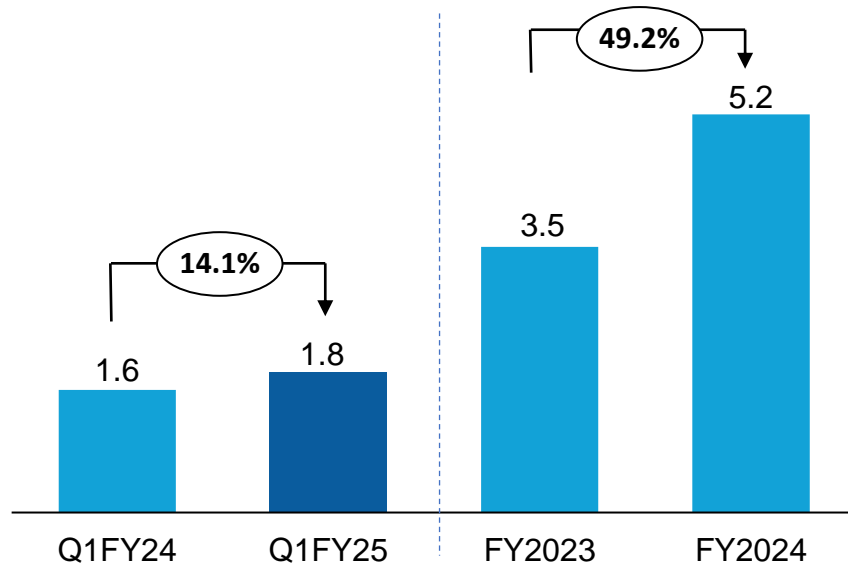
GBR from Dubai Office (INR in Mn)



✓ Air segment bookings in Q1 FY25 was at 26.2 Lacs

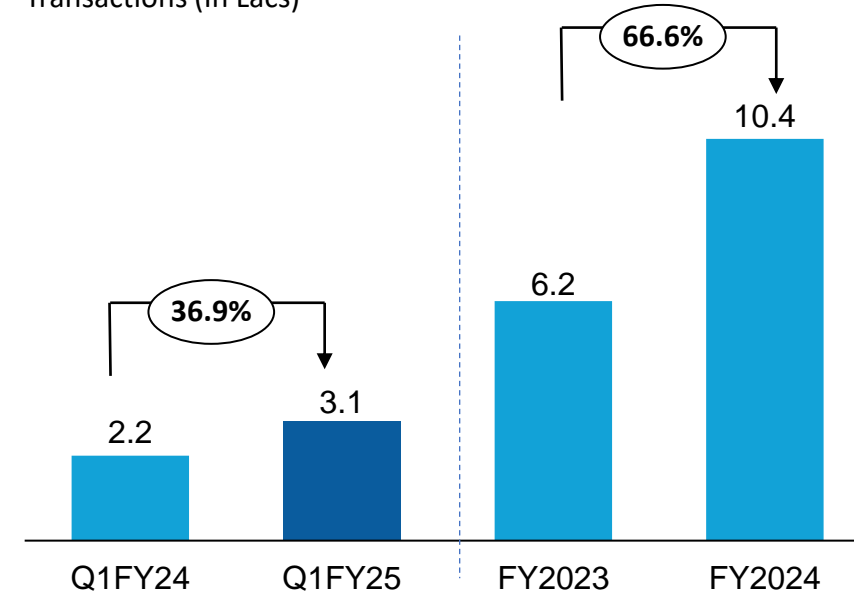
Hotels

Hotel Nights Booked (In Lacs)



Trains, Buses and Others

Transactions (In Lacs)

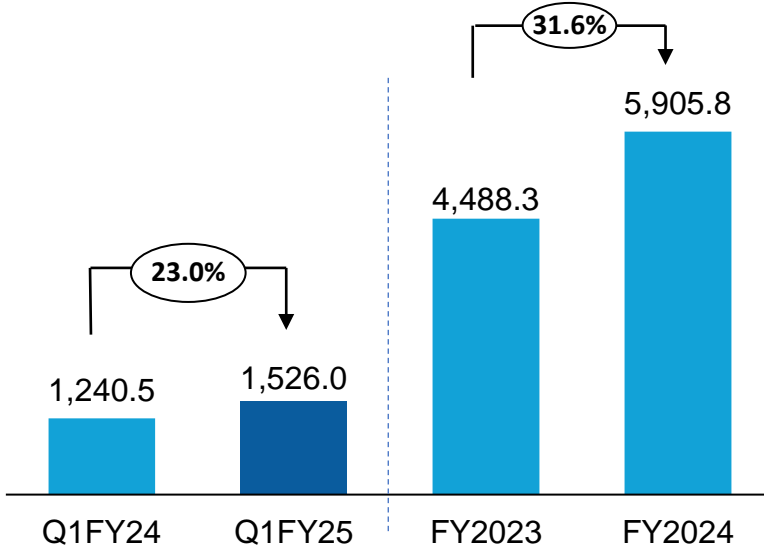


- ✓ Hotel nights booked in Q1FY25 grew by 14.1% to 1.8 Lacs
- ✓ Trains, Buses, and Others segment had a strong growth of 36.9% in Q1FY25 to 3.1 Lacs

Q4 and FY2024 Financial Highlights

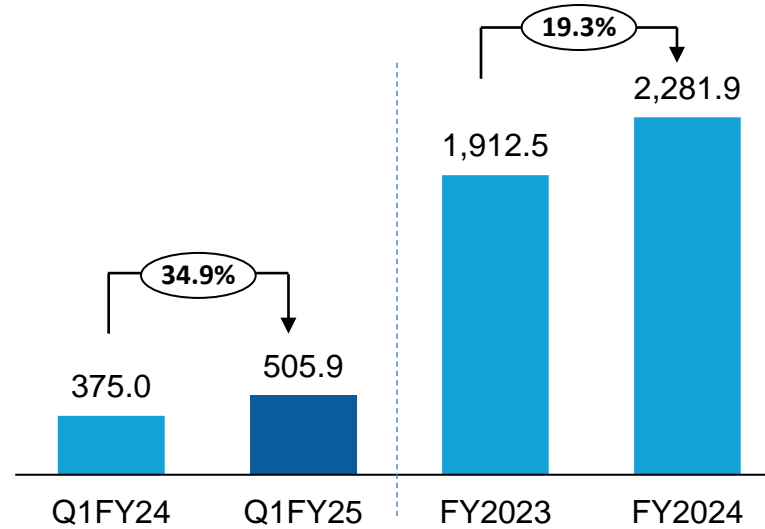
INR in Millions

Revenue from Operations



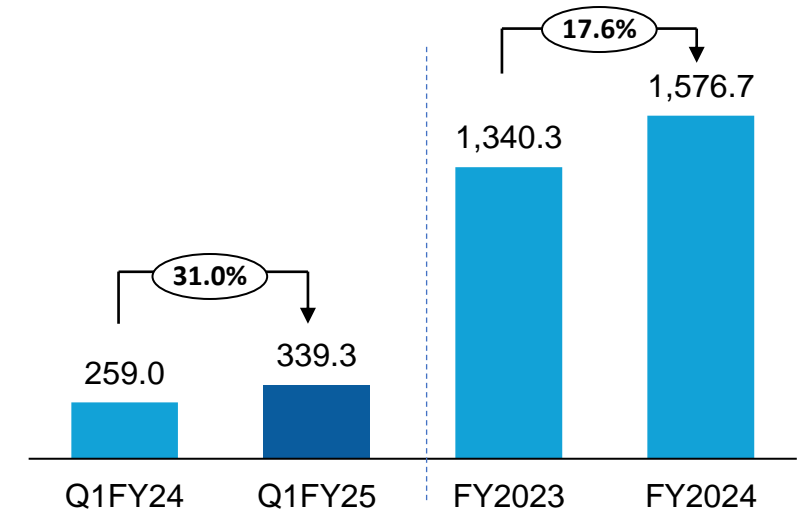
✓ Revenue from Operations for Q1FY25 was INR 1,526.0 million, a growth of 23.0% year-on-year

EBITDA



✓ EBITDA for Q1FY25 was at INR 505.9 million, as against INR 375.0 million in Q1FY24, a growth of 34.9%

PAT*



✓ PAT for Q1FY25 grew by 31.0% to INR 339.3 million, as against INR 259.0 million in Q1FY24



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 Income	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	2,987.4	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

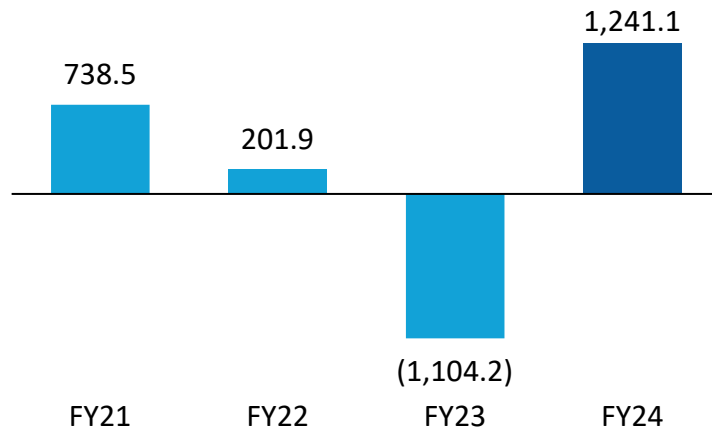
Equity and Liabilities (Mn)	FY2023	FY2024
Equity Share Capital	1,738.3	1,772.0
Other Equity	1,961.6	4,273.2
Equity attributable to equity holders of the Group	3,699.9	6,045.2
Non-controlling interests	3.6	201.3
Total Equity	3,703.5	6,246.6
Financial Liabilities		
Lease Liabilities	34.7	51.9
Provisions	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

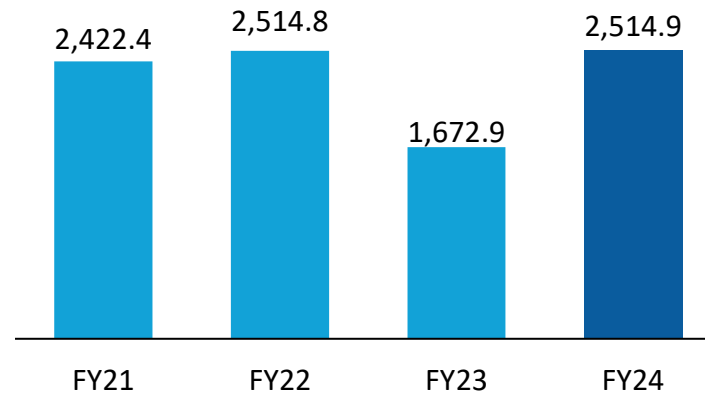
Attained 1,241 million Cash Flow from Operations

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	728.4	(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

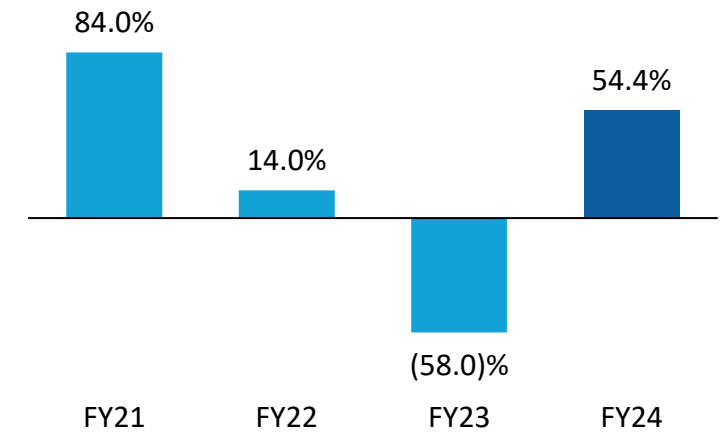
Cash Flow from Operations (INR in Mn)



Cash and FDR (INR in Mn)

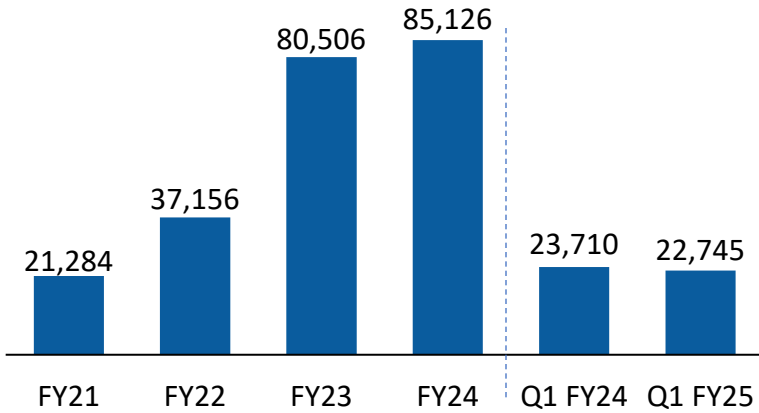


OCF to EBITDA (%)

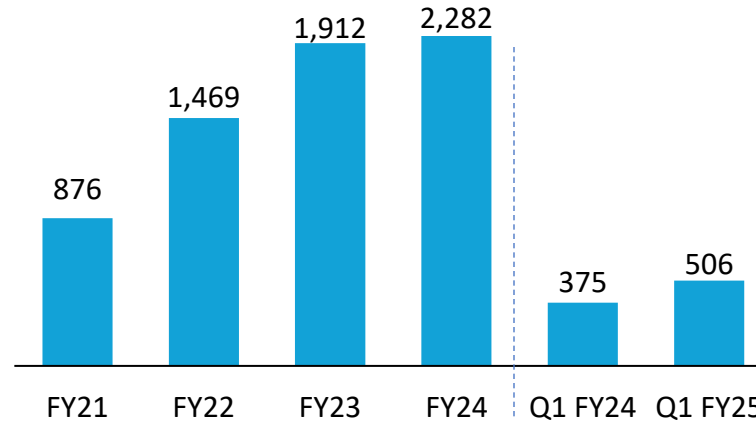


Annual Performance Trend

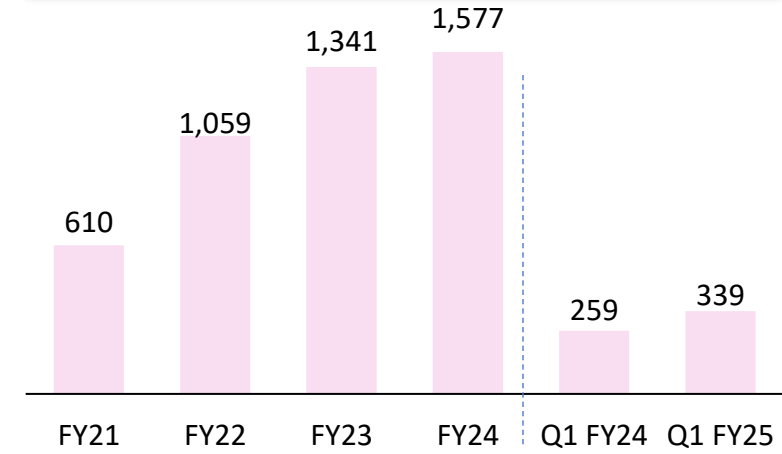
Gross Booking Revenue (INR in Mn)



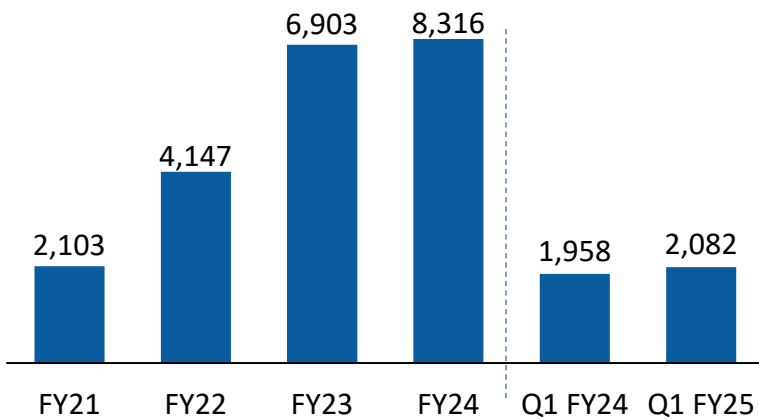
EBITDA (INR in Mn)



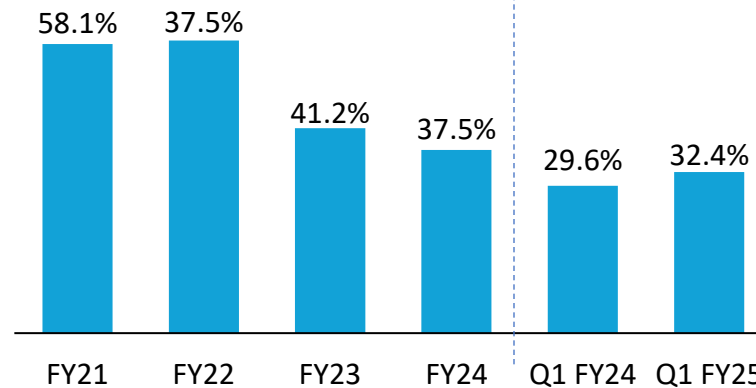
PAT (INR in Mn)*



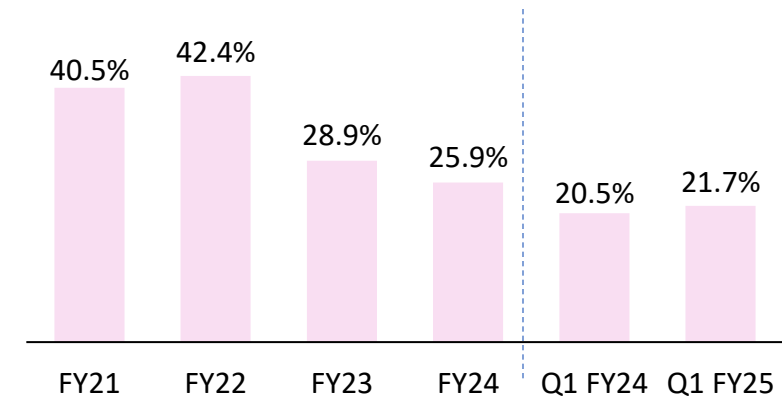
Adjusted Total Income# (INR in Mn)



EBITDA Margin (%)



PAT Margin (%)

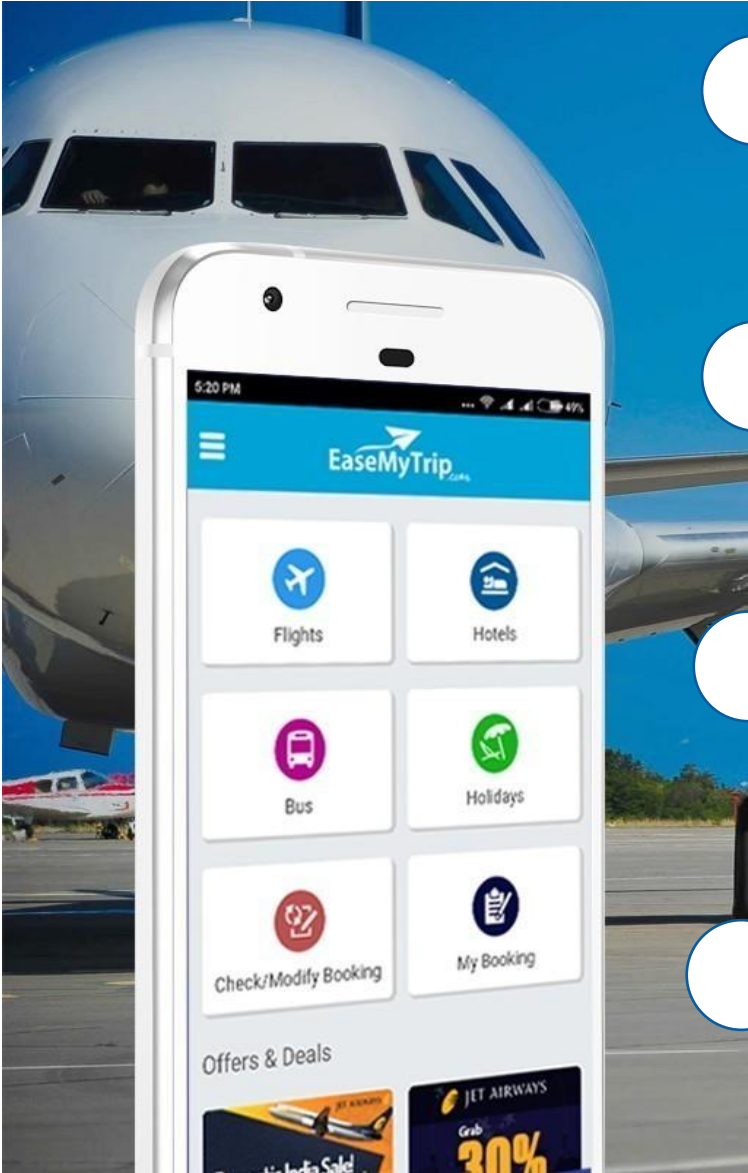


#Including Discounts offered to customers and excluding service cost

* PAT excluding Other Comprehensive Income, 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 Q1FY25 stood at INR 505.9 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

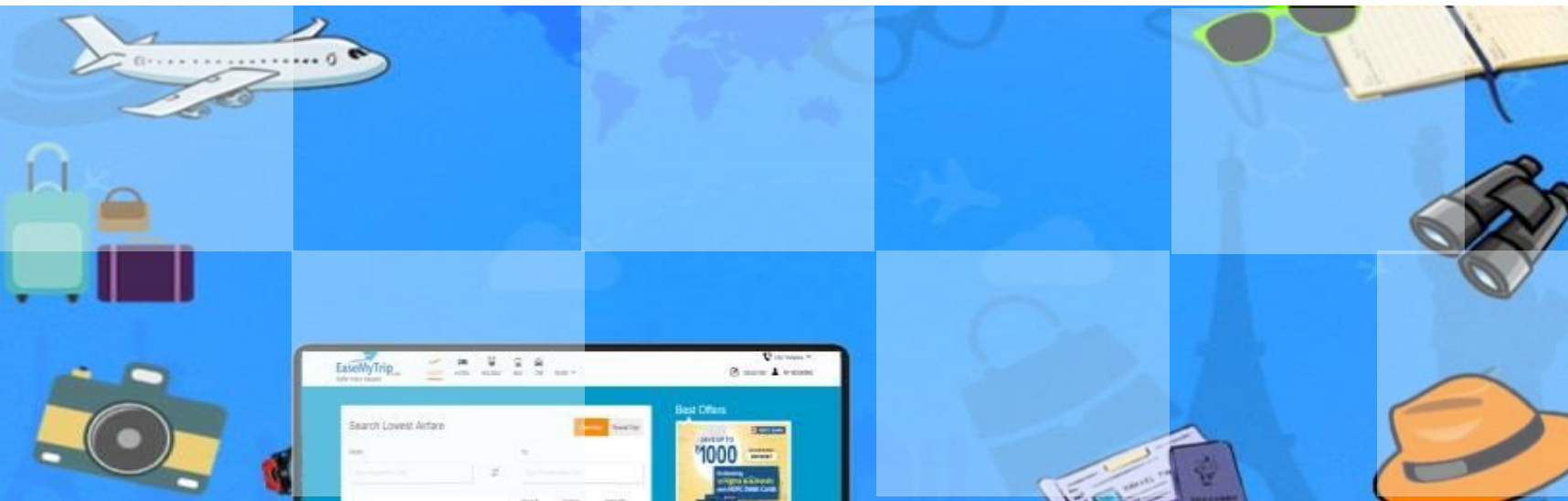
Brand Equity

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

*As per gross booking volumes in FY22

...and No Convenience Fees Strategy

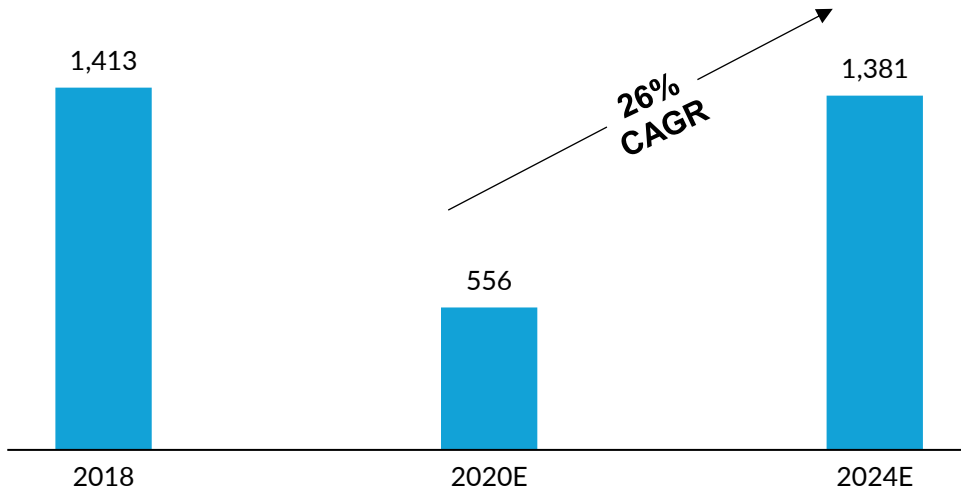




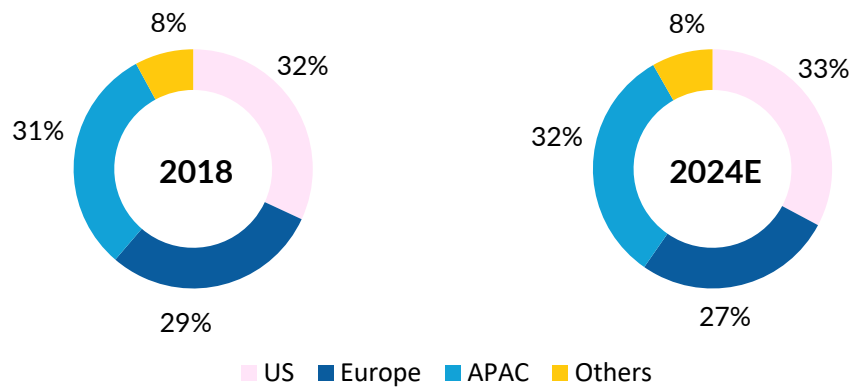
Industry Overview

Global Travel Industry : Bouncing back from the Pandemic

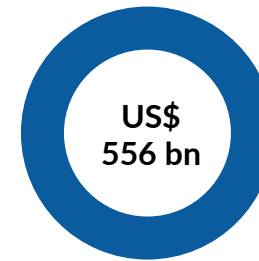
Travel and Tourism Gross Bookings (US\$ Bn)



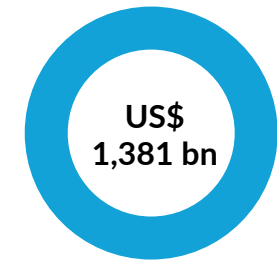
Region-wise Split of Global Market



Total Travel Market (2020E)

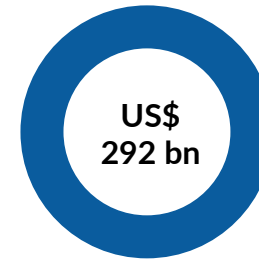


Total Travel Market (2024E)

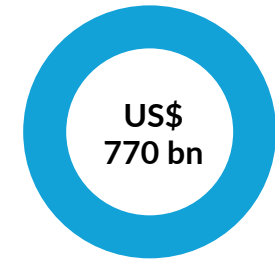


26% CAGR

Online Travel Market (2020E)



Online Travel Market (2024E)

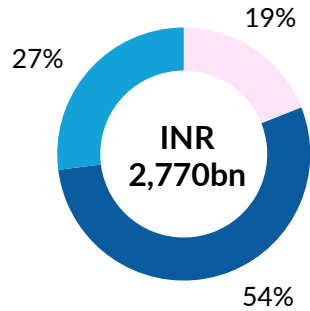


27% CAGR

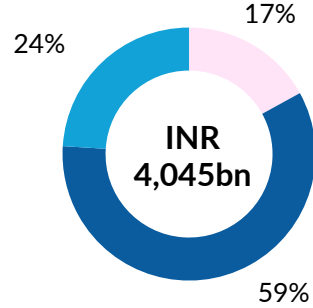
The **online share** of the Travel sector has grown from **46% in 2018** to approximately **53% in 2020**. This is expected to further grow and reach **56% by 2024**,

Indian Travel and OTA Market: Headroom to grow further

Total Travel Market (FY23E)

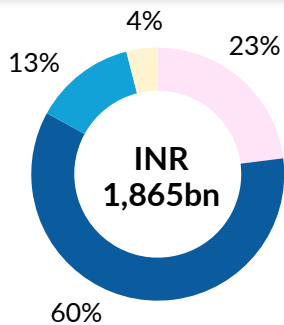


Total Travel Market (FY27E)

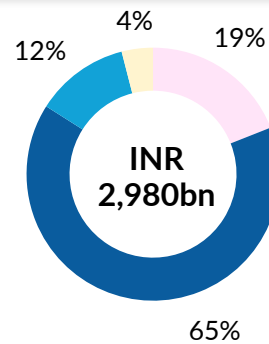


■ Rail / Bus ■ Air ■ Hotels

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.

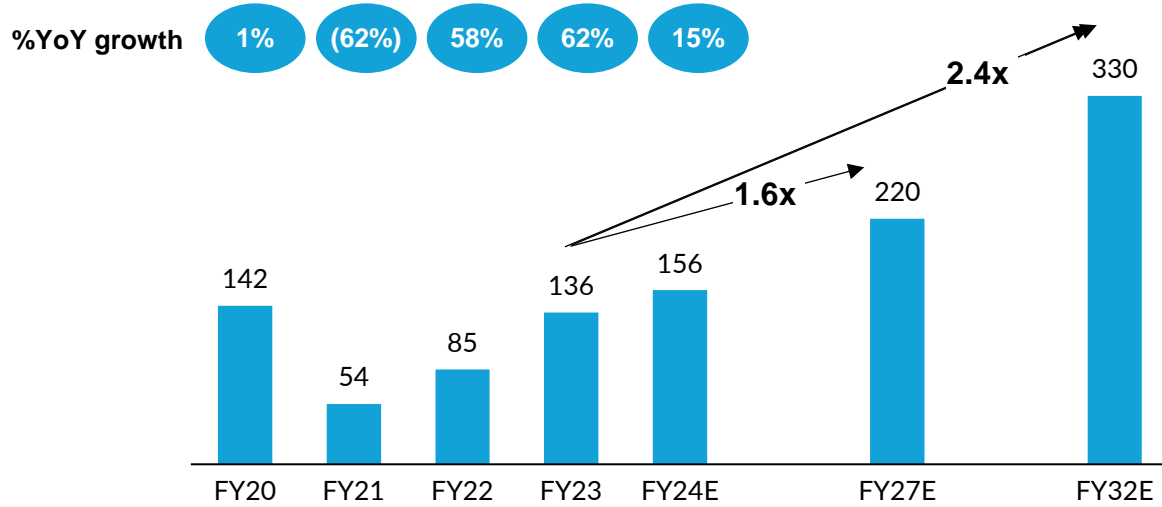
Ticketing across segments has undergone a change thanks to **higher internet penetration, greater affordability of smart phones, user friendliness of online platforms** etc.

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

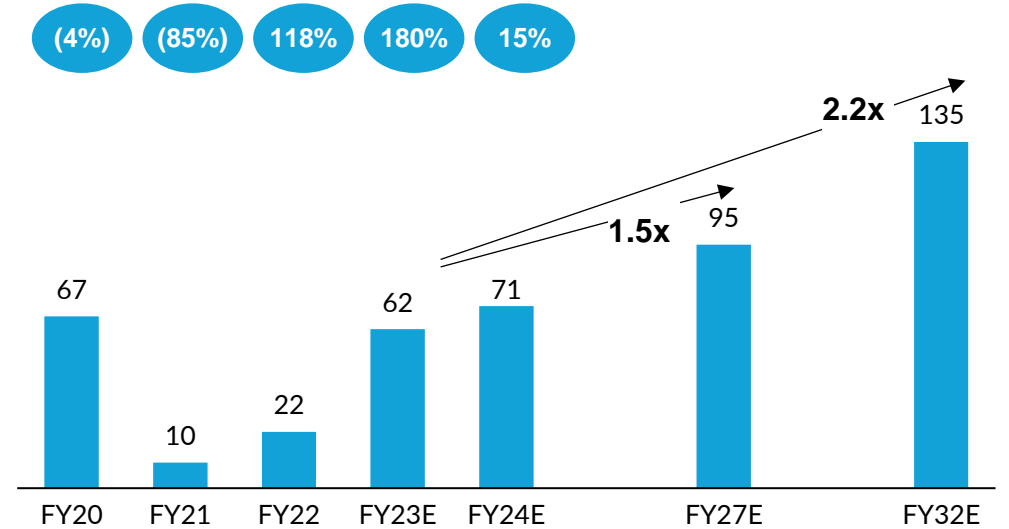
Strong tail winds for Indian Aviation industry

Indian domestic passenger traffic volumes (Number mn)



- 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 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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