

May 30, 2024

BSE Limited  
Phiroze Jeejeebhoy Towers,  
Dalal Street,  
Mumbai - 400 001, Maharashtra, India  
Scrip Code: 544174

National Stock Exchange of India Limited  
Exchange Plaza, 5<sup>th</sup> Floor, Plot No. C/1  
G Block, Bandra-Kurla Complex, Bandra (E)  
Mumbai - 400 051, Maharashtra, India  
Scrip Symbol: TBOTEK

**Sub: Key Performance Indicators**

Dear Sir/ Madam,

Pursuant to Regulation 30 of the Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015, please find enclosed key performance indicators (KPIs) of the Company for the financial year ended March 31, 2024.

Kindly take the same on record.

Thanking you,

Yours faithfully  
**For and on behalf of TBO Tek Limited**

**Neera Chandak**  
**Company Secretary**

**TBO Tek Limited**

**CIN:** U74999DL2006PLC155233

**Email:** info@tbo.com | **Phone:** +91 124 4998999

**Registered Office Address:** E-78 South Extension Part- I, New Delhi-110049, India  
**Corporate Office Address:** Plot No. 728, Udyog Vihar Phase- V Gurgaon-122016 Haryana, India

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Particulars	Quarter ended			Year Ended	
	March 31, 2024	December 31, 2023	March 31, 2023	March 31, 2024	March 31, 2023
<b>Monthly Transacting Buyers<sup>(1)</sup> (number)</b>					
- India	18,298	18,354	18,251	18,529	17,897
- International	8,407	7,877	7,035	7,952	6,633
<b>Total</b>	<b>26,705</b>	<b>26,231</b>	<b>25,286</b>	<b>26,481</b>	<b>24,530</b>
<b>GTV (₹ million) - Source Market<sup>(2)</sup></b>					
- India	38,248.80	31,010.13	35,665.95	1,48,434.67	1,34,079.53
- International	36,859.70	25,768.19	25,999.83	1,16,920.59	89,156.09
<b>Total</b>	<b>75,108.50</b>	<b>56,778.32</b>	<b>61,665.78</b>	<b>2,65,355.26</b>	<b>2,23,235.62</b>
<b>GTV Mix (%) - Source Market<sup>(3)</sup></b>					
- India	50.92%	54.62%	57.84%	55.94%	60.06%
- International	49.08%	45.38%	42.16%	44.06%	39.94%
<b>GTV - Product (₹ million)<sup>(4)</sup></b>					
- Airlines	35,114.39	27,613.91	32,840.21	1,33,765.42	1,23,604.52
- Hotels and ancillary	39,994.11	29,164.41	28,825.57	1,31,589.84	99,631.10
<b>Total</b>	<b>75,108.50</b>	<b>56,778.32</b>	<b>61,665.78</b>	<b>2,65,355.26</b>	<b>2,23,235.62</b>
<b>GTV Mix (%) - Product<sup>(5)</sup></b>					
- Airlines	46.75%	48.63%	53.26%	50.41%	55.37%
- Hotels and ancillary	53.25%	51.37%	46.74%	49.59%	44.63%
<b>Revenue from operations (₹ million) - Product<sup>(6)</sup></b>					
- Airlines	870.55	835.70	810.16	3,466.36	3,205.03
- Hotels and ancillary	2,717.62	2,330.48	1,928.07	10,136.36	7,221.56
- Others	102.49	102.40	75.87	325.47	219.28
<b>Total</b>	<b>3,690.66</b>	<b>3,268.58</b>	<b>2,814.10</b>	<b>13,928.19</b>	<b>10,645.87</b>
<b>Take Rate (%) - Product<sup>(7)</sup></b>					
- Airlines	2.48%	3.03%	2.47%	2.59%	2.59%
- Hotels and ancillary	6.80%	7.99%	6.69%	7.70%	7.25%
<b>Total</b>	<b>4.91%</b>	<b>5.76%</b>	<b>4.56%</b>	<b>5.25%</b>	<b>4.77%</b>
<b>Gross Profit (₹ million) - Product<sup>(8)</sup></b>					
- Airlines	312.73	465.83	438.70	1,712.30	1,900.78
- Hotels and ancillary	2,101.00	1,649.08	1,366.48	7,214.34	5,240.71
- Others	95.78	95.27	68.67	294.26	184.89
<b>Total</b>	<b>2,509.51</b>	<b>2,210.18</b>	<b>1,873.85</b>	<b>9,220.90</b>	<b>7,326.38</b>
<b>Revenue from operations (₹ million) - Source Market<sup>(9)</sup></b>					
- India	1,089.11	1,035.25	1,023.53	4,481.83	3,983.87
- International	2,601.55	2,233.33	1,790.56	9,446.36	6,662.00
<b>Total</b>	<b>3,690.66</b>	<b>3,268.58</b>	<b>2,814.10</b>	<b>13,928.19</b>	<b>10,645.87</b>
<b>Take Rate (%) - Source Market<sup>(10)</sup></b>					
- India	2.85%	3.34%	2.87%	3.02%	2.97%
- International	7.06%	8.67%	6.89%	8.08%	7.47%
<b>Total</b>	<b>4.91%</b>	<b>5.76%</b>	<b>4.56%</b>	<b>5.25%</b>	<b>4.77%</b>
<b>Gross Profit (₹ million) - Source Market<sup>(11)</sup></b>					
- India	444.29	581.04	573.62	2,236.36	2,352.24
- International	2,065.22	1,629.14	1,300.22	6,984.54	4,974.14
<b>Total</b>	<b>2,509.51</b>	<b>2,210.18</b>	<b>1,873.85</b>	<b>9,220.90</b>	<b>7,326.38</b>
<b>EBITDA (₹ million)<sup>(12)</sup></b>	655.70	560.92	359.83	2,582.63	1,818.45
<b>Adjusted EBITDA (₹ million)<sup>(13)</sup></b>	<b>690.17</b>	<b>594.94</b>	<b>391.16</b>	<b>2,695.31</b>	<b>1,989.61</b>
<b>EBITDA Margin (%)<sup>(14)</sup></b>	17.77%	17.16%	12.79%	18.54%	17.08%
<b>Adjusted EBITDA Margin<sup>(15)</sup></b>	<b>18.70%</b>	<b>18.20%</b>	<b>13.90%</b>	<b>19.35%</b>	<b>18.69%</b>