

November 08, 2023

BSE Ltd. P J Towers, Dalal Street, FortMumbai – 400001 <b>Scrip Code: 543272</b>	National Stock Exchange of India Limited (NSE). Exchange Plaza, Bandra Kurla Complex, Bandra East, Mumbai – 400051 <b>Symbol: EASEMYTRIP</b>
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**Sub: Media Release**

Dear Sir/Madam,

In terms of regulation 30 of the SEBI (LODR) Regulations, 2015, we are enclosing herewith a copy of the media release titled “**Another Quarter of Strong Performance Highest-Ever PAT in Q2FY24 of INR 471.8 Million**” being issued to the media.

The aforesaid information will also be hosted on the website of the Company at [www.easemytrip.com](http://www.easemytrip.com).

You are requested to take the aforesaid on record.

Thanking you,

**For Easy Trip Planners Limited**

**PRIYANKA  
TIWARI**

Digitally signed by PRIYANKA TIWARI  
Date: 2023.11.08 13:06:19 +05'30'

**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

Q2FY24 Results  
November 8, 2023

## Another Quarter of Strong Performance

### Highest-Ever PAT in Q2FY24 of INR 471.8 Million

EaseMyTrip.com, India's leading online travel technology platform, demonstrated strong performance in Q2FY24 as the company recorded Profit After Tax (PAT) of INR 471.8 million (YoY growth of 67.2%), maintaining its robust momentum. The company achieved Gross Booking Revenue (GBR) of INR 20,255.8 million and has continued to establish itself among the few profitable new-age companies.

During this quarter, EaseMyTrip.com strategically acquired majority stake of 51% in three prominent travel companies: Guideline Travel Holidays Pvt. Ltd. in Mumbai, TripShope Travel Technologies Pvt. Ltd. in Kashmir, and Dook Travels Pvt. Ltd. in Delhi. These acquisitions, each renowned for their expertise in different sectors of the travel industry, are set to expand the company's reach into larger markets and provide specialized services to a broader customer base.

Additionally, the company is making significant steps towards expanding its offline presence by opening new franchise stores in key Indian cities such as Ludhiana, Jalandhar, Delhi, and Agra. These stores are designed to offer personalized travel experiences, including flight and hotel bookings, transportation, and premium vacation packages. This expansion significantly enhances the company's nationwide network and scalability.

Despite challenges in the travel sector during this lean quarter, EaseMyTrip.com recorded remarkable growth across all categories. The company sold 29.0 lakh air tickets (net of cancellations), marking a 2.3% YoY increase. Notably, the non-air segments experienced substantial growth, with hotel nights bookings increasing by 60.2% to 1.2 lakhs and the "Others" segment, including Trains, Buses, and more, seeing a significant uptick of 98.5% YoY, reaching 2.7 lakh bookings.

In Q2FY24, EaseMyTrip.com took significant steps toward sustainability by partnering with BluSmart, India's leading all-electric ride-hailing service and EV charging superhub operator. This eco-conscious collaboration aims to provide sustainable travel solutions, promoting environmentally friendly mobility. Furthermore, the company forged a noteworthy alliance with DuDigital Global Limited, a globally recognized technology company known for its excellence in administrative services, visa, passport, and identity management.

The company's vision to expand globally, above mentioned strategic initiatives and collaborations position EaseMyTrip.com as a forward-thinking industry leader, ensuring its continued success in the evolving travel landscape.

## Q2 FY24 Key Milestones

### Game Changing Acquisitions

EaseMyTrip acquired majority stake of 51% in three companies – Guideline Travel Holidays Pvt. Ltd., Mumbai; TripShope Travel Technologies Pvt. Ltd., Kashmir; and Dook Travels Pvt. Ltd., Delhi.

These acquisitions will extend and embrace EaseMyTrip's platforms to a diverse spectrum of exceptional services catering to larger markets and boosting growth for EaseMyTrip. These companies are highly reputed and have expertise in different sectors of the travel industry. Guideline Travels is a renowned travel company that excels in both B2C and B2B circuits, while TripShope Travel is a travel solution platform and provides a range of solutions and boasts a vast customer base in Kashmir. Dook Travels offer travel services and operates across CIS countries, Turkey, the UAE and India.

### Continued Expansion of Franchise Stores

During the quarter, the company has expanded its presence in northern part of India by opening new franchise stores in Ludhiana (Punjab), Jalandhar (Punjab), Delhi and Agra (Uttar Pradesh). These new stores represent a significant expansion for the company, enhancing its nationwide network. They aim to offer tailored travel experiences, increase business scalability, and reach to offline customers. These stores will provide various services, including booking flights, hotels, transportation, and premium vacation packages.

### Smart Voice Recognition Technology

The company has launched its in-house Smart Voice Recognition Technology, powered by advanced AI and ML. This innovative voice assistance tool revolutionizes travel booking, enhancing the customer experience with cutting-edge technology in multiple Indian languages.

### Recognition for Excellence

EaseMyTrip is honoured to receive multiple accolades like the 'Top Agents Award' from Singapore Airlines amongst others. Additionally, we are grateful for the recognition from Vistara - TATA SIA Airlines Ltd., acknowledging our invaluable contribution towards the growth of passenger revenue. These awards highlight the trust placed in us by our partner airlines and serve as a testament to our commitment.

## Our Collaborations

### BluSmart

EaseMyTrip has partnered with BluSmart, India's top all-electric ride-hailing service and EV charging superhub operator. This eco-friendly partnership aims to offer sustainable travel options, marking a significant milestone in green mobility. EaseMyTrip customers can now conveniently book airport transfers with BluSmart's fleet of electric vehicles (EVs) in Delhi-NCR and Bengaluru directly through the EaseMyTrip website.

### Corporate Travel 2.0

Through the Corporate Self-Booking Tool (SBT), EaseMyTrip enables real-time online bookings for flights, hotels, and buses. Corporate clients enjoy special hotel rates and various flight fare options, including Regular, Corporate, SME, and Flexi Fare categories.

Additionally, the brand provides its corporate clients flexible fares, including complimentary meals, seat selection, free date changes, and minimal cancellation fees. The platform simplifies employee, branch, and department management, along with online travel policy and approval workflows.

To enhance transparency and efficiency, EaseMyTrip maps all GSTs under the main ID, offers comprehensive MIS reporting, integrates airline codes into its portal, and provides visa services. This suite of services reflects EaseMyTrip's commitment to making corporate travel more efficient, cost effective, and user-friendly.

### DuDigital Global

EaseMyTrip has teamed up with DuDigital Global Limited, a top global technology company known for its excellence and innovation in administrative services, visa, passport, and identity management. This collaboration with DuDigital Global Limited is a significant step forward for EaseMyTrip, as it will enable us to enhance and streamline administrative processes related to visas, passports, and identity management, ultimately providing our customers with even more efficient and comprehensive services.

# Another Quarter of Strong Performance

## Highest Ever PAT in Q2FY24 of INR 471.8 Million

**Q2 FY24 Consolidated Revenue from Operations of Rs. 1,416.9 Mn; up 30.6% Y-o-Y**  
**Q2 FY24 EBITDA of Rs 676.5 Mn; up 68.1% Y-o-Y and margin of 46.8%**  
**Earnings per Share of Rs. 0.27**

**New Delhi, November 8, 2023:** Easy Trip Planners ([BSE: 543272](#) | [NSE: EASEMYTRIP](#)), announced its Q2 FY24 results. The company presents an extensive spectrum of travel-centric services, adeptly meeting the demands of passengers globally. Offering an array of tools and services, they enable customers to efficiently research, plan, and avail travel-related services, both within India and Internationally.

### Q2 FY24 Performance Highlights

- Air segment bookings rose by 2.3% YoY to 29.0 Lacs
- Hotel nights bookings surged to 1,24,862, marking a 60.2% YoY increase
- Bookings in the Others segment increased by 98.5% YoY to 2,72,600
- Gross Booking Revenue reached INR 20,255.8 million, up 2.4% YoY from INR 19,776.9 million
- EBITDA registered a 68.1% growth, at INR 676.5 million
- PAT was INR 471.8 million, up by 67.2% YoY

### H1 FY24 Performance Highlights

- Air segment bookings increased by 20.4% YoY to 61.1 Lacs
- Hotel nights bookings increased to 2.9 Lacs, marking a 90.5% YoY increase
- Bookings in the Trains, Buses & Others segment grew by 66.8% YoY to 5.0 Lacs
- Gross Booking Revenue was INR 43,965.4 million, a 20.8% YoY increase from INR 36,407.5 million
- EBITDA was INR 1,051.5, registering a 22.7% growth YoY
- PAT amounted to INR 732.0 million, reporting a 19.3% YoY growth

## Announcing the results, Nishant Pitti, Co-founder & CEO of Easy Trip Planners, commented:

I am delighted to report that our Q2FY24 Profit After Tax surged to Rs. 471.8 million, a 67.2% increase compared to the same quarter in the previous year. With a similar trajectory, our H1FY24 Profit After Tax reached Rs. 732.0 million, a substantial 19.3% growth year-on-year.

Despite the lean period in the travel industry during Q2FY24, Easy Trip Planners delivered an strong performance where we recorded Gross Booking Revenue of Rs. 20,255.8 million. Furthermore, Revenue from Operations rose to Rs. 1,416.9 million, a robust 30.6% year-on-year growth and a 14.2% increase from the previous quarter.

Strategic acquisitions of Guideline Travel, TripShope Travel and Dook Travels shall boost growth for EaseMyTrip by offering niche services to a vast customer base. These companies are well known and have expertise in different sectors of the travel industry. Additionally, collaboration was with DuDigital Global Limited will help in administrative services, visa, passport, and identity management. Additionally, the company has joined forces with BluSmart, India's premier all-electric ride-hailing service and EV charging superhub operator. This eco-conscious alliance is geared towards providing sustainable travel solutions, representing an achievement in promoting environmentally friendly mobility.

## Q2 FY24 Consolidated Performance Highlights

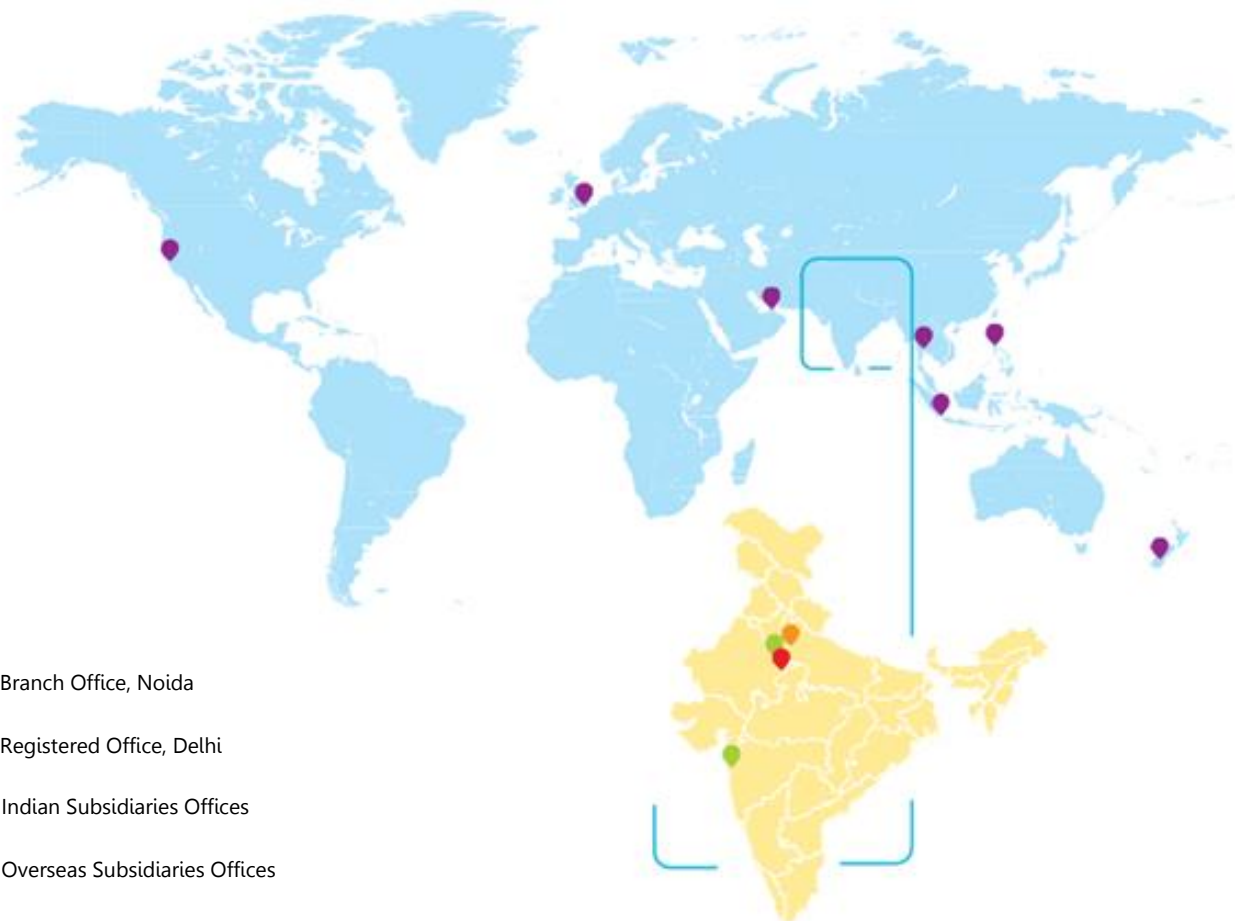
Consolidated (Rs. Mn)	Q2		Y-o-Y	Q1	Q-o-Q	H1		Y-o-Y
	FY24	FY23		FY24		FY24	FY23	
Revenue from Operations	1,416.9	1,085.0	30.6%	1,240.5	14.2%	2,657.5	1,960.8	35.5%
Total Income	1,445.7	1,120.7	29.0%	1,266.4	14.2%	2,712.1	2,035.3	33.3%
EBITDA	676.5	402.4	68.1%	375.0	80.4%	1,051.5	856.9	22.7%
EBITDA Margin%	46.8%	35.9%		29.6%		38.8%	42.1%	
PBT	646.5	388.1	66.6%	350.8	84.3%	997.3	832.4	19.8%
PBT Margin%	44.7%	34.6%		27.7%		36.8%	40.9%	
PAT	471.8	282.2	67.2%	260.2	81.3%	732.0	613.5	19.3%
PAT Margin%	32.6%	25.2%		20.5%		27.0%	30.1%	

**EaseMyTrip: A trailblazer in the OTA space**



2nd Largest OTA*	"End to End" Travel Solutions
Only Profitable OTA since inception	Growth Funded by Internal Accruals
Fastest Growing Travel Portal	Zero Debt and Cash Surplus

**With a global footprint, extending our customer base by enhancing brand recognition, and access new markets and opportunities**



- Branch Office, Noida
- Registered Office, Delhi
- Indian Subsidiaries Offices
- Overseas Subsidiaries Offices



**For further information, please contact:**

PR Team for Media Queries:

**Bhavika Sharma**

Public Relations

EaseMyTrip

+919811 78730

[bhavika.sharma@easemytrip.com](mailto:bhavika.sharma@easemytrip.com)

IR Team

**Vikash Goyal**

Chief Strategy Officer

EaseMyTrip

+91 98990 79735

[vikash.goyal@easemytrip.com](mailto:vikash.goyal@easemytrip.com)

**Bhushan Khandelwal / Rohit Valecha**

Churchgate Partners

+91 22 6169 5988

[easemytrip@churchgatepartners.com](mailto:easemytrip@churchgatepartners.com)

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