

February 09, 2024

BSE Ltd. P J Towers, Dalal Street, FortMumbai – 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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Sub: Letter to Investors with respect to Financial Results for the quarter and nine months ended 31st December, 2023

Dear Sir/ Madam,

Pursuant to Regulation 30 of the Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015, please find the attached letter to investors on Unaudited Financial Results (Standalone and Consolidated) of the Company for the quarter and nine months ended 31st December, 2023.

Thanking you,

Yours faithfully,

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)

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Q3FY24 PAT at INR 456.6 million, a growth of 9.5% Y-o-Y Bolstering Continued Robust Financial Performance

9M FY24 Consolidated Revenue from Operations of Rs. 4,265.3 Mn; up 28.4% Y-o-Y

9M FY24 EBITDA of Rs 1,705.2 Mn; up 17.9% Y-o-Y and margin of 39.1%

Earnings per Share of Rs. 0.68

EaseMyTrip declared Interim Dividend of Rs. 0.10 per equity share

New Delhi, February 9, 2024: Easy Trip Planners ([BSE: 543272](#) | [NSE: EASEMYTRIP](#)), announced its Q3 and 9M FY24 results. The company presents an extensive spectrum of travel-centric services, adeptly meeting the demands of passengers journeying domestically and internationally. Offering an array of tools and information, they enable customers to efficiently research, plan, and procure travel-related services, both within India and Internationally.

Q3 FY24 Consolidated Performance Highlights

Consolidated (Rs. Mn)	Q3		Y-o-Y	Q2	Q-o-Q	9M		Y-o-Y
	FY24	FY23		FY24		FY24	FY23	
Revenue from Operations	1,607.9	1,361.5	18.1%	1,416.9	13.5%	4,265.3	3,322.3	28.4%
Total Income	1,653.1	1,398.7	18.2%	1,445.7	14.3%	4,365.2	3,434.0	27.1%
EBITDA	653.7	589.3	10.9%	676.5	(3.4)%	1,705.2	1,446.2	17.9%
<i>EBITDA Margin%</i>	39.5%	42.1%		46.8%		39.1%	42.1%	
PBT	602.6	572.7	5.2%	646.5	(6.8)%	1,599.9	1,405.1	13.9%
<i>PBT Margin%</i>	36.5%	40.9%		44.7%		36.7%	40.9%	
PAT	456.6	416.9	9.5%	471.8	(3.2)%	1,188.6	1,030.4	15.3%
<i>PAT Margin%</i>	27.6%	29.8%		32.5%		27.2%	30.0%	

*PAT excludes Other Comprehensive Income and Minority Interest

Travel Industry Outlook

The travel sector is anticipated to experience significant growth, primarily due to the developments in tourism and aviation infrastructure, improved transportation connectivity, and increasing levels of disposable income and the government's interest in promoting domestic destinations. Online travel across segments has undergone a change, largely influenced by higher internet usage, widespread availability of smartphones, and the ease of use of online platforms. It is projected that online travel bookings will continue to expand as more travelers, both individuals and businesses, will transition from traditional offline methods to online platforms.

Q3 FY24 vs Q3 FY23 Performance Highlights

- The air segment bookings stood at 22.6 Lacs and representing 90.2% of the GBR
- Hotel nights bookings were 91,915 contributing 7.9% to the GBR
- Bookings in the Others segment rose by 82.5% to 2.7 Lacs, contributing 1.9% to the GBR
- The Gross Booking Revenue stood at INR 20,260.7 million
- EBITDA reached to INR 653.7 million, a 10.9% increase YoY
- PAT was at INR 456.6 million, increased by 9.6% YoY

9M FY24 vs 9M FY23 Performance Highlights

- The air segment bookings increased to 83.7 lacs, contributing 92.9% to the GBR
- Hotel nights bookings increased by 53.5% to 3.8 Lacs
- The Trains, Buses, and Others segment contributed 1.8% to the GBR, grew by 72.0% to 7.7 lacs
- Gross Booking Revenue reached INR 64,226.0 million, an increase of 8.7%
- EBITDA amounted to INR 1,705.2 million, a growth of 17.9%
- PAT grew by 15.3% to INR 1,188.6 million

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

We're pleased to announce that our Q3FY24 PAT reached INR 456.6 million, a 9.5% Y-o-Y increase, demonstrating our commitment to profitability. Similarly, our 9MFY24 PAT grew by 15.3% Y-o-Y to INR 1,188.6 million. GBR for Q3FY24 and 9MFY24 stood at INR 20,260.7 million and INR 64,226.0 million, respectively.

In Q3 FY24, we diversified our portfolio by acquiring a 13% stake in ECO Hotels and Resorts and signed an MOU with the Government of Uttarakhand. We also introduced EasyDarshan, offering hassle-free pilgrimage packages, and launched "Explore Bharat" to showcase India's rich heritage to international travellers.

Furthermore, our exclusive subscription program, the EaseMyTrip Platinum, Gold, and Silver Cards, provides luxury travel experiences to HNIs. These initiatives underscore the company's continuous expansion of services, catering to niche customer segments. Additionally, I am pleased to share that ET Travel World Awards has recognized EaseMyTrip as the Online Travel Marketplace of the Year (B2C).

Looking ahead, we're intensifying efforts to grow our air ticketing business globally and enhance our presence in non-air segments such as hotels, holidays, and other travel services. Also, we are expanding our retail footprints domestically and exploring both organic and inorganic growth opportunities. These initiatives are aligned with our ongoing commitment to driving continued growth, providing comprehensive travel solutions, and ensuring a seamless experience for our customers.

Q3 FY24 Key Milestones

Portfolio Expansion

EaseMyTrip has acquired a non-controlling stake of approximately 13% in ECO Hotels and Resorts Limited. This entity operates in the hotel and hospitality industry, aligning well with EaseMyTrip's commitment to diversify its portfolio. The primary objective of strategic investment is to promote environmentally friendly practices within the travel & hospitality sector.

Product Expansion

EaseMyTrip introduces EasyDarshan, providing curated pilgrimage packages across India. These packages offer hassle-free journeys, encompassing transportation, accommodation, guided tours, and special pujas, prioritizing safety and convenience.

The launch of "Explore Bharat - Discover the Soul of India" showcases the nation's rich heritage, culture, and landscapes, targeting overseas travellers. These initiatives underscore the company's continuous expansion of services, catering to niche customer segments

Partnership & Collaboration

EaseMyTrip and the Government of Uttarakhand have forged a historic Memorandum of Understanding (MOU) during the Global Investors Summit in London. This collaboration is geared towards enhancing Uttarakhand's global tourism prominence. Through joint marketing efforts targeting pivotal markets such as the UK/Europe, Middle East, Asia, USA/Canada, EaseMyTrip's extensive global network will be leveraged to amplify Uttarakhand's tourism sector.

EaseMyTrip partnered with Vi to extend exclusive propositions around travel and international roaming. The aim is to bring more convenience and best offers for Vi users. As an introductory offer, there will be zero convenience fees on all flight bookings. Additionally, the users will soon be entitled to get offers on domestic and international hotels, holidays, buses, activities, and cab bookings. As part of the association, the users will also be able to avail exclusive benefits on the Vi app.

EaseMyTrip is the principal sponsor for UP Yoddhas, a team in Pro Kabaddi League, representing the state of Uttar Pradesh. This partnership marks the entry of EaseMyTrip into the world of kabaddi, underscoring the brand's commitment to supporting a diverse range of sports.

Subscription Programme

The company has introduced an exclusive subscription programme that provides luxury travel experience. With the introduction of the EaseMyTrip Platinum, Gold, and Silver Cards, the Subscription Program invites High Net Worth Individuals (HNI) to explore a world of travel that features specialized services, benefits, and privileges.

Recognition

EaseMyTrip has been recognized as the Online Travel Marketplace of the Year (B2C) by ET Travel World Awards. EaseMyTrip has always been committed to providing a range of diverse travel related services. Over time, the company has consistently expanded its offerings depending upon the travellers' need for the hour. The technology, website's design, advanced search capabilities, and real-time updates offered and prioritize customer satisfaction by leveraging technology to facilitate informed decision-making and ensuring a seamless booking experience.

For further information, please contact:

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About EaseMyTrip

EaseMyTrip (a public listed company at NSE and BSE) is India's one of largest online travel platform in terms of air ticket bookings, based on the Crisil Report-Assessment of the OTA Industry in India, February 2021. Furthermore, growing at a CAGR of 59% during FY20-23 in profits, it is one of the fastest-growing internet companies. Bootstrapped and profitable since its inception, EaseMyTrip offers 'End to End' travel solutions including air tickets, hotels and holiday packages, rail & bus tickets as well as ancillary value-added services. EaseMyTrip offers its users the option of zero-convenience fees during bookings. EaseMyTrip provides its users with access to more than 400 international and domestic airlines, over 2+ million hotels as well as train/bus tickets and taxi rentals for major cities in India. Founded in 2008, EaseMyTrip has offices across various Indian cities, including Noida, Delhi and Gurugram, Bengaluru, and Mumbai. Its international offices (as subsidiary companies) are in the Philippines, Singapore, Thailand, the UAE, the UK, the USA and New Zealand.