

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: 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 **“PAT increased by 9.5% for Q3, to INR 45.7 Cr Bolstering Continued Robust Financial Performance”** being issued to the media.

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 aforesaid on record.

Thanking you,

For Easy Trip Planners Limited

Priyanka Tiwari
Group Company Secretary and Chief Compliance Officer
Membership No.: A50412

Easy Trip Planners Ltd.

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EaseMyTrip.com

Q3FY24 Results
February 9, 2024

PAT increased by 9.5% for Q3, to INR 45.7 Cr

Bolstering Continued Robust Financial Performance

EaseMyTrip.com, a leading online travel platform in India, continues its strong financial performance, reporting INR 1,607.9 million in revenue for Q3FY24, marking an 18.1% year-on-year increase. EBITDA reached INR 653.7 million, up by 10.9% year-on-year, with a Profit After Tax of INR 456.6 million, reflecting a 9.5% year-on-year growth. Gross Booking Revenue (GBR) for Q3FY24 stands at 20,260.7 million.

Following a successful quarter, EaseMyTrip acquired a stake of approximately 13% in ECO Hotels and Resorts, diversifying its portfolio beyond online travel services. This move aligns with the company's commitment towards organic and in-organic growth and sustainability by promoting environmentally friendly practices within the travel and hospitality sector.

In a significant milestone, EaseMyTrip and the Government of Uttarakhand have signed a landmark Memorandum of Understanding (MOU) during the Global Investors Summit in London. This partnership aims to elevate Uttarakhand's global tourism appeal. The MOU includes joint marketing campaigns targeting key markets like the UK/Europe, Middle East, Asia, USA/Canada, leveraging EaseMyTrip's global reach to bolster Uttarakhand's tourism sector.

Demonstrating its dedication to offering tailored services, 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. Additionally, 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.

Furthermore, EaseMyTrip introduces an exclusive subscription program, the EaseMyTrip Platinum, Gold, and Silver Cards, offering luxury travel experiences to High-Net-Worth Individuals (HNI). These cards feature specialized services, benefits, and privileges, enhancing the travel experience for subscribers.

EaseMyTrip has been actively cultivating partnerships with various entities to bolster its marketing and collaboration efforts. Alongside becoming the Principal Sponsors of UP Yoddhas in Kabaddi, the company has extended its reach to the world of tennis as the Official Associate Partner of World Tennis League Season 2. Additionally, EaseMyTrip has entered into a significant collaboration with Vi to extend exclusive propositions related to travel and international roaming, further enhancing its range of services for customers.

Moreover, in this quarter, EaseMyTrip successfully concluded three major sales - the Winter Carnival Sale, Travel Utsav Sale, and Dussehra Travel Sale. These sales offered significant discounts on flights, hotels, holidays, buses, cabs, and more, allowing the company to provide better value to its customers.

Highlighting financial performance, for 9MFY24, the Revenue from Operations was INR 4,265.3, growth of 28.4% Y-o-Y. The EBITDA stood at INR 1,705.2 million, a 17.9% of Y-o-Y growth and the reported Profit After Tax of INR 1,188.6 million, growth of 15.3% Y-o-Y. This strong performance underscores EaseMyTrip's continued momentum and further strengthens its position as one of the few profitable new-age tech companies in the industry.

Additionally, the company recorded a GBR of INR 64,226.0 million in 9MFY24, further strengthening its market position.

The total number of air bookings (net of cancellations) in Q3FY24 reached 22.6 Lacs. Similarly, hotel night bookings and the other bookings were 91,915 and 2.7 Lacs, respectively. For 9MFY24, air ticket sales (net of cancellations) were 83.7 Lacs. Furthermore, there were 3.8 Lacs hotel night bookings and 7.7 Lacs in the other bookings.

Following the triumph, EaseMyTrip was recognized as the Online Travel Marketplace of the Year (B2C) by ET Travel World Awards. The company has always been committed to providing a range of diverse travel related services.

In summary, EaseMyTrip has been consistent in customizing its offerings to the evolving needs of travellers. This proactive approach is evident in the expansion of services, user-friendly website design, and implementation of advanced search functionalities and real-time updates. All these features prioritize customer satisfaction by facilitating informed decision-making and ensuring a seamless booking experience.

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.

PAT increased by 9.5% for Q3, to INR 45.7 Cr 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 services, they enable customers to efficiently search, plan, and procure travel-related services, both within India and Internationally.

Q3 FY24 vs Q3 FY23 Performance Highlights

- The air segment bookings declined by 29.7% to 22.6 Lacs and representing 90.2% of the GBR
- Hotel nights bookings were 91,915, a decrease of 4.1% and contributing 7.9% to the GBR
- Bookings in the Others segment rose by 82.5% to 2,70,980, contributing 1.9% to the GBR
- The Gross Booking Revenue declined by 10.6% to INR 20,260.7 million
- EBITDA reached to INR 653.7 million, a 10.9% increase
- PAT was at INR 456.6 million, increased by 9.5%

9M FY24 vs 9M FY23 Performance Highlights

- The air segment bookings increased by 1.0% at 83.7 lacs, contributing 92.9% to the GBR
- Hotel nights bookings contributed 5.3% to the GBR and had a significant increase of 53.5% to 3,77,049
- The Trains, Buses, and Others segment contributed 1.8% to the GBR, grew by 72.0% to 7,67,729
- 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 15.0% 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 and enhance our presence in non-air segments such as hotels, holidays, and transportation on a global scale. 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 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%		32.6%		27.2%	30.0%	

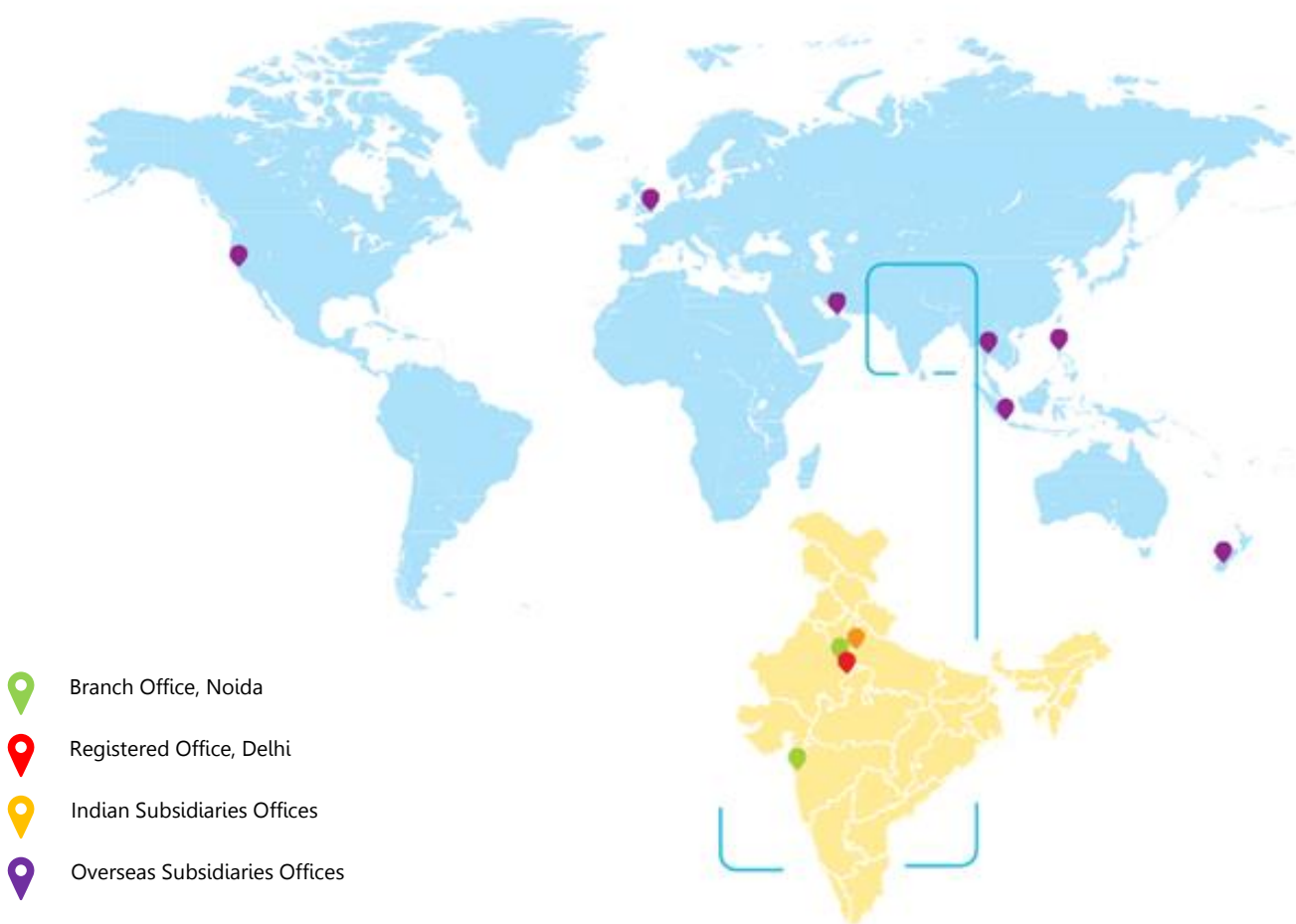
*PAT excludes Other Comprehensive Income and Minority Interest

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



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This press release may include statements of future expectations and other forward-looking statements based on management's current expectations and beliefs concerning future developments and their potential effects upon Easy Trip Planners and its subsidiaries/ associates. These forward-looking statements involve known or unknown risks and uncertainties that could cause actual results, performance or events to differ materially from those expressed or implied in such statements. Important factors that could cause actual results to differ materially from our expectations include, amongst others: general economic and business conditions in India and overseas, our ability to successfully implement our strategy, our research and development efforts, our growth and expansion plans and technological changes, changes in the value of the Rupee and other currency changes, changes in the Indian and international interest rates, change in laws and regulations that apply to the related industries, increasing competition in and the conditions of the related industries, changes in political conditions in India and changes in the foreign exchange control regulations in India. Neither Easy Trip Planners, nor our directors, or any of our subsidiaries/associates assume any obligation to update any forward-looking statement contained in this release.