



July 04, 2024

LTTL/L&S/2024-25/07/03

To,
The Sr. General Manager,
Listing Department,
BSE Limited,
Phiroze Jeejeebhoy Towers,
Dalal Street, Mumbai - 400 001
Maharashtra, India

The Sr. General Manager,
National Stock Exchange of India Limited,
Exchange Plaza, C-1, Block G,
Bandra Kurla Complex,
Bandra (E), Mumbai - 400 051
Maharashtra, India

Dear Sir/Madam,

Sub : Announcement under Regulation 30 and other applicable provisions of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 - Investor Presentation - Financial Results for the quarter and financial year ended March 31, 2024

Ref : Le Travenues Technology Limited (the "Company")

BSE Scrip Code: 544192 and NSE Symbol: IXIGO

In compliance with Regulation 30 and other applicable provisions of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 (as amended), please find enclosed Investor Presentation on the financial results (standalone and consolidated) of the Company for the quarter and fiscal year ended March 31, 2024.

This is for your information and records.

Thanking You,

For Le Travenues Technology Limited



Suresh Kumar Bhutani
(Group General Counsel, Company Secretary and Compliance Officer)

Le Travenues Technology Limited | Regd. Office: Second Floor, Veritas Building, Sector - 53,
Golf Course Road, Gurgaon - 122 002, Haryana | CIN: U63000HR2006PLC071540
Tel: 0124-6682111 | www.ixigo.com | info@ixigo.com



ixigo apps - helping millions of travellers everyday!



Investor Presentation Q4 & Full Year FY24



India's Leading
OTA for the
'Next Billion Users'¹

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How it started ...



Incorporation

June 3, 2006

Initial Capital

₹ 1 Lakh

How it's going ...

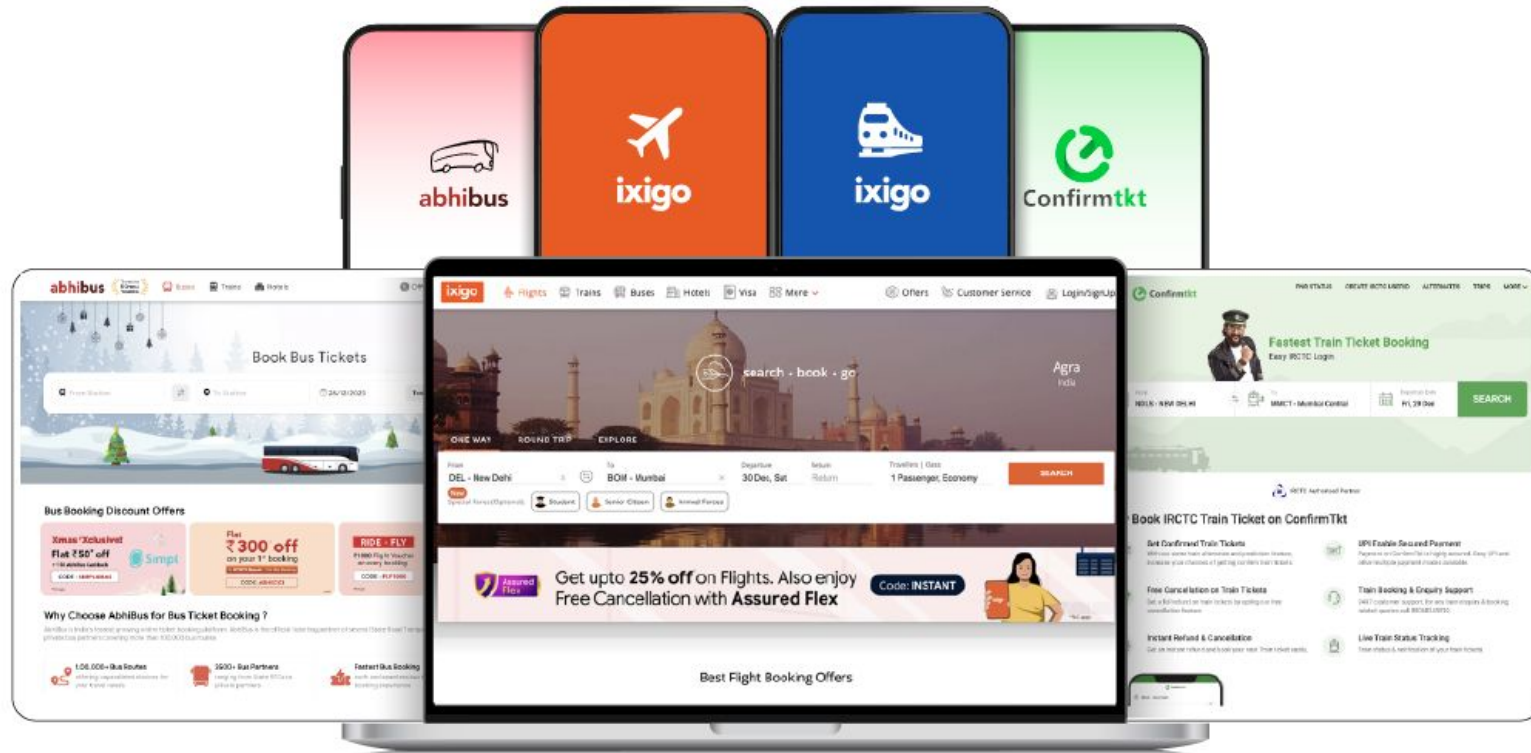


Listing

June 18, 2024

IPO Subscription:

98.34x



Vision

Our vision is to become the most customer-centric travel company, by offering the best customer experience to our users



Who we are

We are a technology company focused on empowering Indian travellers to plan, book and manage their trips

Evolved From A Utility Platform To Become India's 2nd Largest OTA¹

2007 – 2014

2015 – 2019

2020 – 2024

June 2007
Meta search
website for flights



Train App



Flight App

Waitlist
PNR Prediction



IRCTC Partnership
for Train Booking



Transitioned
to Bus OTA

Live Crowdsourced
Running Status



Transitioned to
Flight OTA



TARA: AI-Driven
Travel Assistant

India's First AR Coach
Position Feature

ixigo Trains & Confirmktk
Top 10 downloaded travel apps
(Worldwide and India)

1#

Automated
Web Check-in



Acquisitions



Alternate Travel &
Train Recommendations



Hit Billion Dollar
GTV Run Rate



plan
GenAI
Trip Planner



Transitioned
to Hotel OTA

IPO



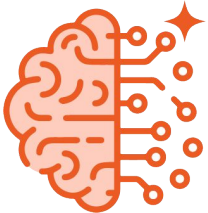
What We Stand For



Leading OTA for Next Billion Users
with 480 Mn Annual Active Users¹



Focussed on empowering Indian travellers
to plan, book and manage their trips across
trains, flights, buses and hotels



Assisting travellers in making smarter
travel decisions by leveraging artificial
intelligence



Culture and values defined by core tenets
of customer obsession, empathy, ingenuity,
ownership, resilience and excellence

Note: 1. For FY24 and Annual Active Users refers to the number of unique devices (including, amongst others, laptops and mobile phones) which have recorded at least one visit to a page/ screen on our platforms in a given period/ year, cumulated across ixigo, ConfirmTkt and AbhiBus websites and apps

India's Leading OTA For The "Next Billion Users" ¹

India's 2nd Largest OTA⁷

Train

#1²

Bus

#2⁴

Flight

**Top 5⁵
Fastest Growing⁵**

"One-stop" Multi-Brand Travel Solution

India's Fastest Growing OTA⁸

**76.8 Mn²
2,400+³**

**MAU
Towns**

**94.1%²
of Transactions**

**Deep penetration⁶ in
Tier II / III**

**₹102.8 Bn²
+38%³**

**Gross Transaction
Value**

95.6 Mn²

**Passenger segments
booked**

Loyal & Organic Customer Base

AI & Technology led Operations



**Proprietary Data & AI Based Platform
With Crowd Sourced Utility Features**

87.8%²

**Customer Service Automation With
TARA AI Chatbot**

31.3%²

**High Ancillary Attachment Rate For
Value-Added Services**



**Products, Customer Service &
Marketing In Multiple Languages**

**Highest Revenue Per Employee
Amongst OTAs³**

Note: 1. Highest Monthly Active Users for mobile apps across all key OTAs as of September 30, 2023 (Source: F&S Report) 2. For FY24 4. 11.5% market share in online bus ticket bookings in FY23 and increased further to 12.5% in the first half of FY24 (Source: F&S Report) 5. Airline OTAs in the B2C segment in FY23, Growth recorded for H1FY24 from H1FY23 making ixigo the fastest growing OTA (Source: F&S Report) 6. % of transactions booked through ixigo's OTA platforms where either an origin or destination was a non-Tier I city (non-Tier I transactions) 7. In terms of consolidated revenue from operations in FY23 (Source: F&S Report) 8. In terms of revenue from operations between FY20 & FY23 (Source: F&S Report)

Management commentary



Alope Bajpai
Group CEO



Rajnish Kumar
Group Co-CEO



Saurabh Devendra Singh
Group CFO

“FY24 has been a super productive year as we crossed **480 million annual active users** cumulatively across the group and surpassed **₹ 10,000 crore** in GTV (**+38% YoY**). The synergies from our acquisitions have started to play out on our train and bus businesses. We have also improved our ancillary attachment rate rapidly to over **31%**”

“The scale of users we now serve is mind-boggling with **95.6 Million passenger-segments** booked in FY24. Our flights business has outperformed with **77% YoY growth** in passenger segments. We are leveraging GenAI to expand our AI capabilities and enhance our efficiency and customer experience. With the launch of our hotels OTA, there is further scope to cross-sell / up-sell to our captive userbase”

“Our operating leverage has started to show in FY24, as we expanded our Contribution Margin (**₹ 293.8 crores**) & delivered robust Adjusted EBITDA (**₹ 55.3 crores**) despite our continued investments for longer term growth. We have grown our market share in all our key verticals this year and the strong public response to our IPO has made us even more committed to delivering the best customer experience to every traveller”

Established Consumer Travel Brands Built With **User-first Approach**

8th Most Downloaded Travel & Navigation App Globally ²



Customer Metrics



225.76 Mn

Lifetime Registered users



76.78 Mn

MAU



563.86 Mn

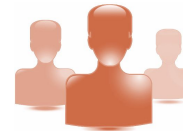
Lifetime Downloads

Operating Metrics



₹ 102.83 Bn

GTV



95.56 Mn

Segments



2.45 Mn

Monthly Transacting Users

Financial Metrics FY24



₹ 6,558.73 Mn

Revenue from Operations



₹ 2,938.48 Mn

Contribution Margin



₹ 553.12 Mn¹

Adj. EBITDA

Major Recent Events ---



Expansion of our existing Partnership with **PhonePe** for exclusively powering flight, bus and train bookings on PhonePe from June 2024. Similar partnership with **Meesho** being rolled out.



On 4th July 2024 we have launched **TravelSuperMall.com** (TSM) a B2B travel agent portal that will help grow our reach in NBU markets through indirect/offline channels



Effective 28 June 2024, IRCTC has allowed OTAs to book **ARP (Advance Reservation Period)** tickets and Tatkal tickets from 10 minutes after opening time as opposed to 15 mins earlier



ixigo Launched Generative AI based Trip Planner – **ixigo PLAN** in mid 2023. Voice based **TARA** AI customer service launched in beta in June 2024

The ixigo Flywheel



Artificial Intelligence & Technology Driven Operations

Technology Forms The Basis For Our Operating Leverage

TARA – AI driven personal travel assistant across chat & voice (beta)



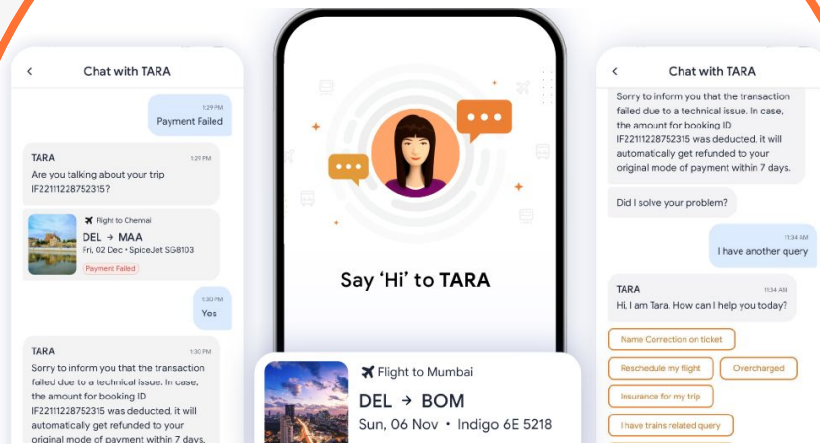
AI Revenue Optimisation
Dynamic & personalized loyalty points and discounts



ixigo Assured & Assured Flex
Offers fully refundable / reschedulable ticket to users with AI-driven pricing



Automatic Web Check-in
Automatically checks-in flight customers



PLAN

Generative AI based trip planner for personalized itineraries



Crowd-sourced Info Running status, PNR predictions, train reviews



Utility Features

App works without internet connectivity or availability of GPS

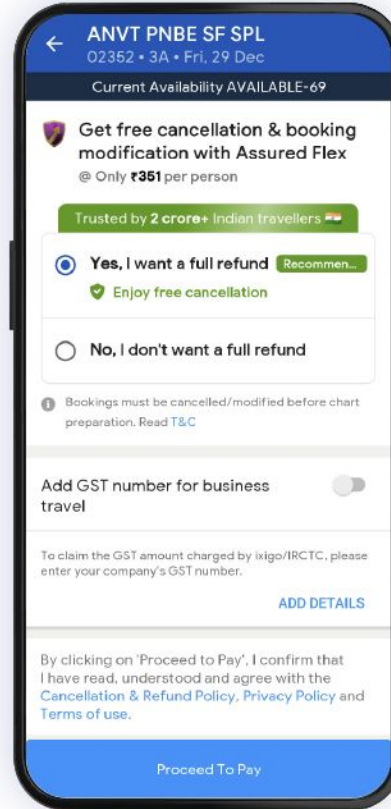
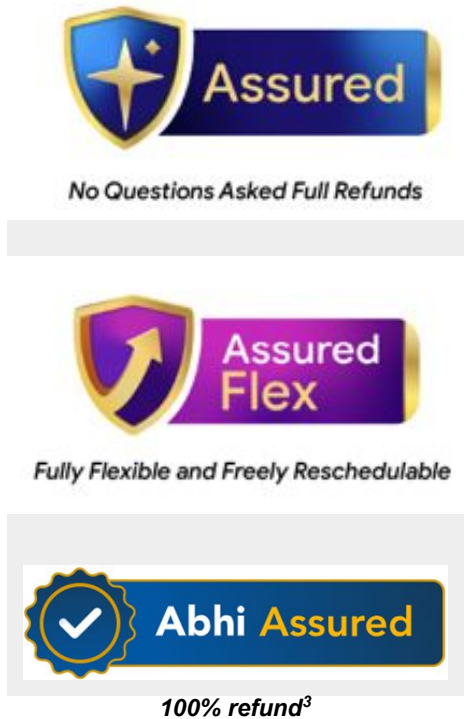
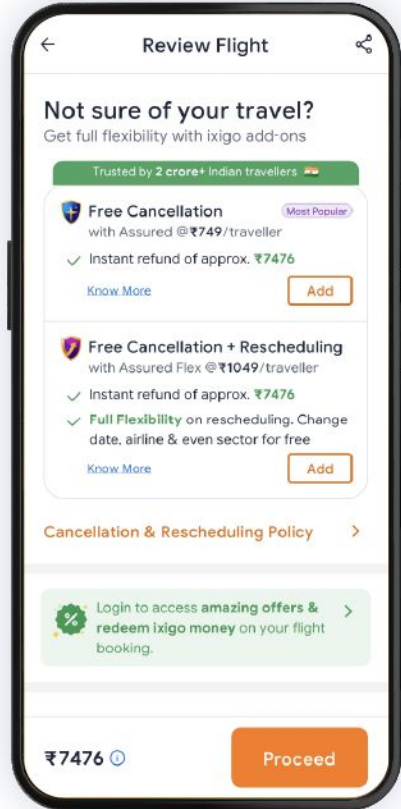


Intelligent Alternate Travel Recommendations

Suggest alternate trains or combinations when certain trains on a route are wait-listed

Leveraging Data Science & AI To Create Value Added Services

Dynamic AI-based Pricing Model



31.33%¹
Ancillary Attachment Rate²

ixigo Assured & Assured Flex

- ✓ Fully refundable tickets (Assured)
- ✓ Fully Flexible & Refundable (Assured Flex)
- ✓ Instant refund
- ✓ Use Data Science and AI to determine dynamic pricing

Abhi Assured

- ✓ **Compensations of up to 150% of fare** in case of not meeting service quality requirements such as delays, cancellation of bus by participating operators, issues with quality of buses
- ✓ **100% refund** in case of cancellations by customers

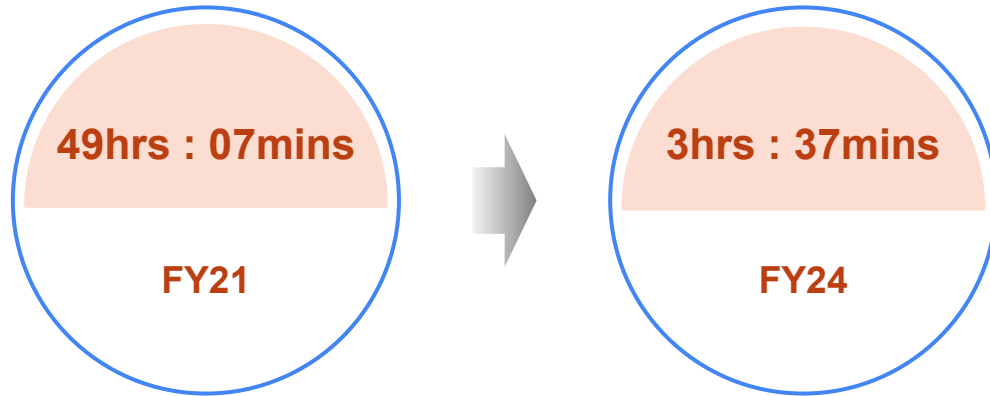
Other Value Added Services

- ✓ Seat Selection
- ✓ In Flight Meals
- ✓ Visa Processing
- ✓ Travel Insurance
- ✓ Car Rental Services

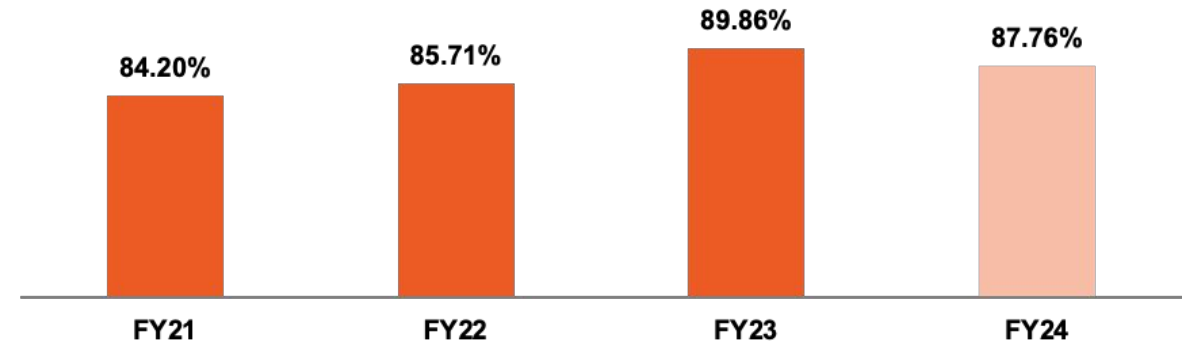
Endeavor To Provide Best Customer Experience

Emphasize On Providing Personalized Support Throughout The User Purchase Cycle

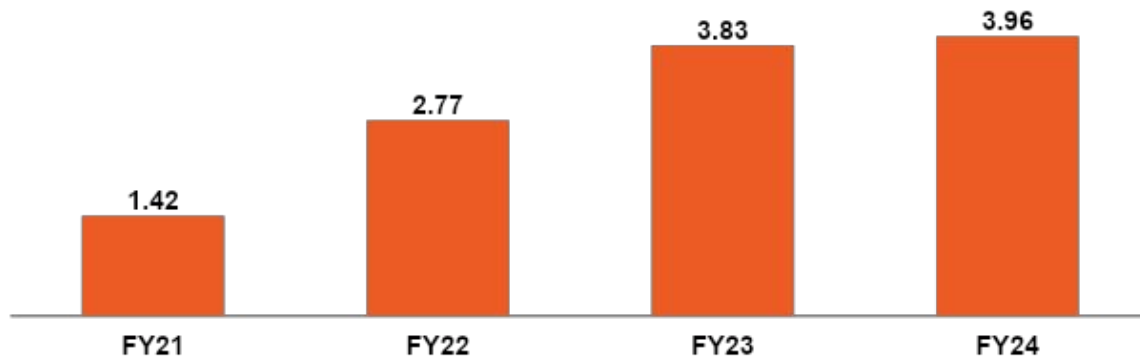
Average Refund Time¹



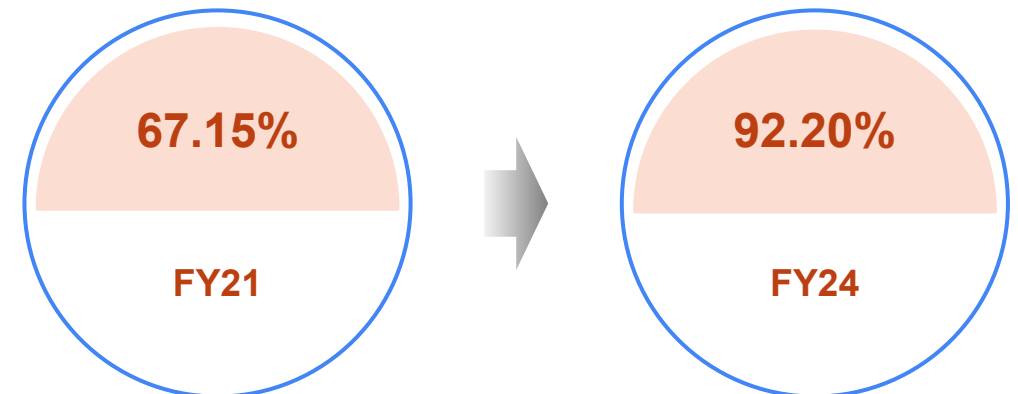
87.76% of queries solved by AI chatbot² in FY24



Monthly Screen Views³ (Bn)



Calls⁴ answered within 2 minutes



Note: 1. Refund time includes cancellation time 2. All queries which were resolved by chatbot without any human intervention divided by the overall queries 3. Total number of mobile app screen views or website page views in a given period divided by the number of months in that period 4. Calls (or callbacks requested) to our call center

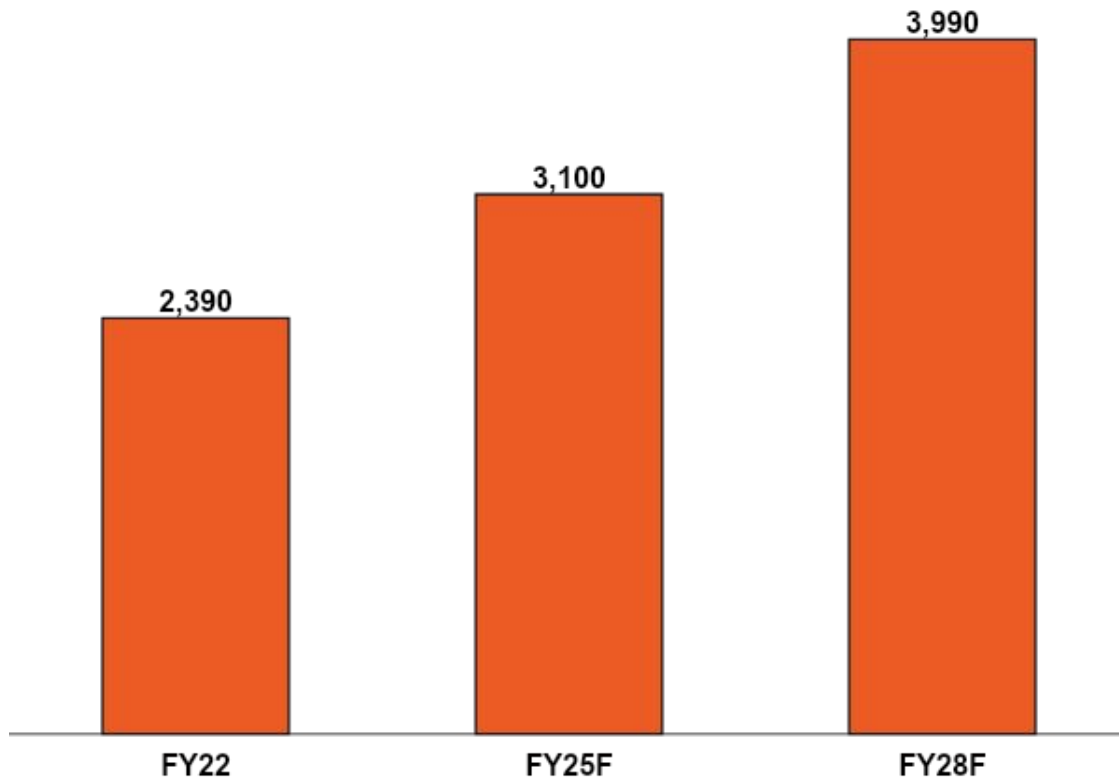
Robust GDP Growth Driving Discretionary Spend

Discretionary Spending¹ Expected To Grow At YoY Growth Of 9.2% In FY24 & 8.6% In FY25

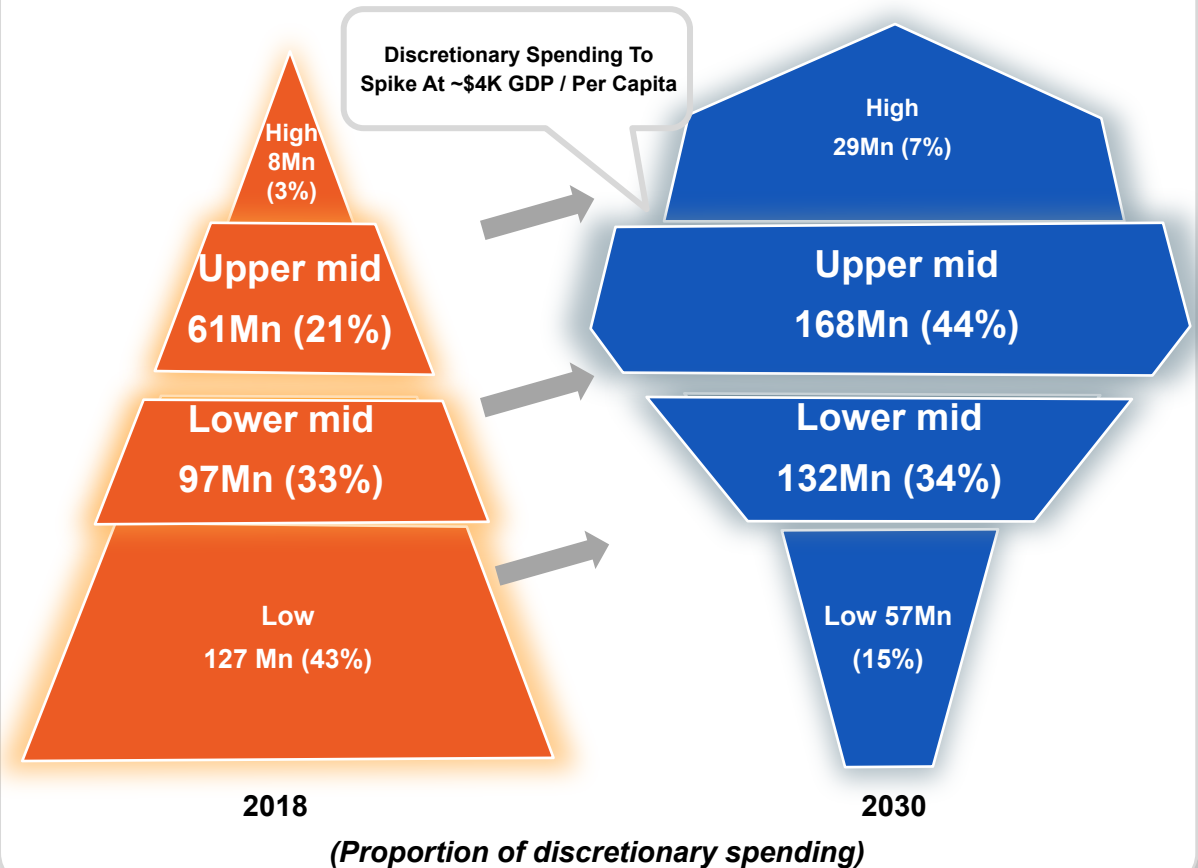
India Macroeconomic Outlook...

India Is One Of The Fastest Growing Economies Globally...

India's GDP / Capita (USD)

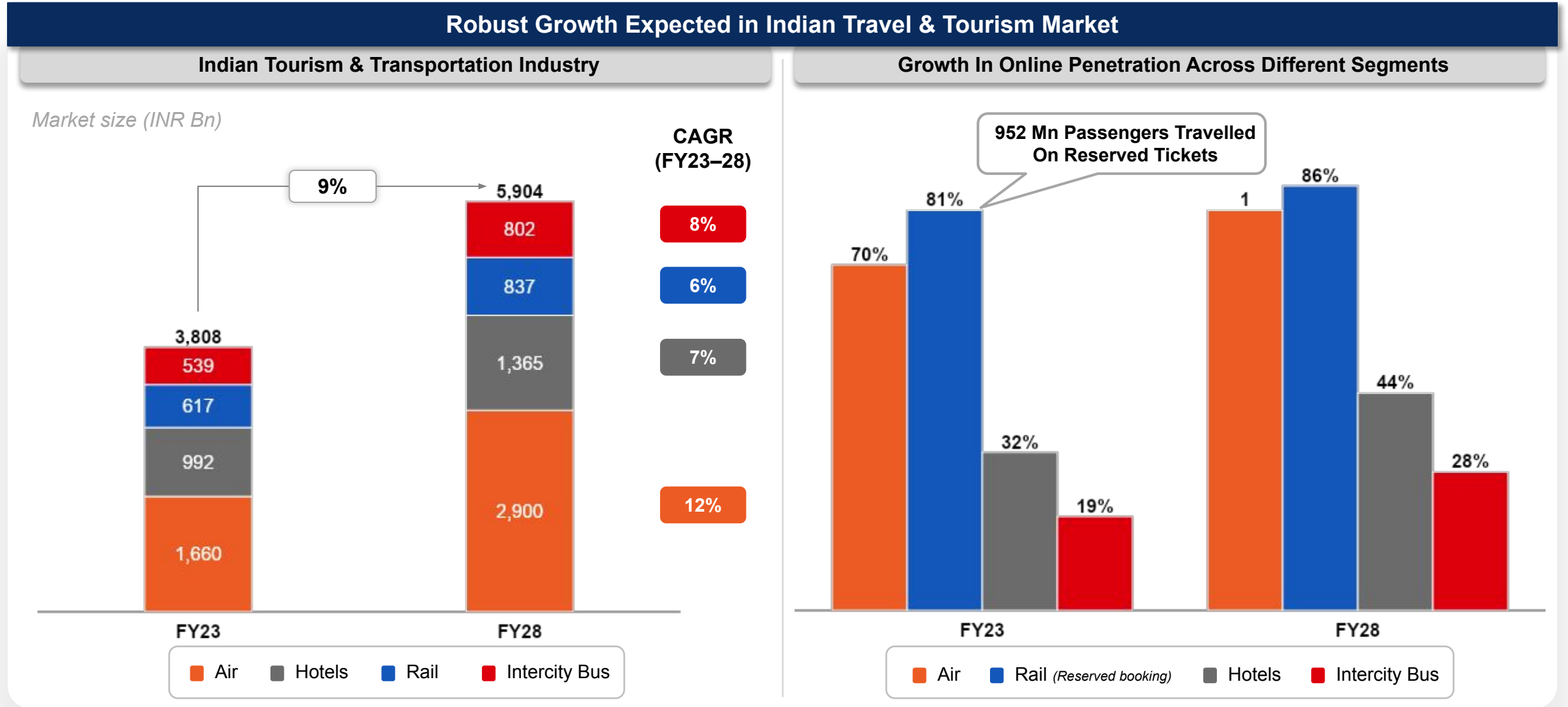


...Which Will Lead To A Shift In Income Pyramid



...Driving The Travel Demand In India

Transportation & Hotel Accounted For The Second Largest Share Of Private Expenditure In FY22

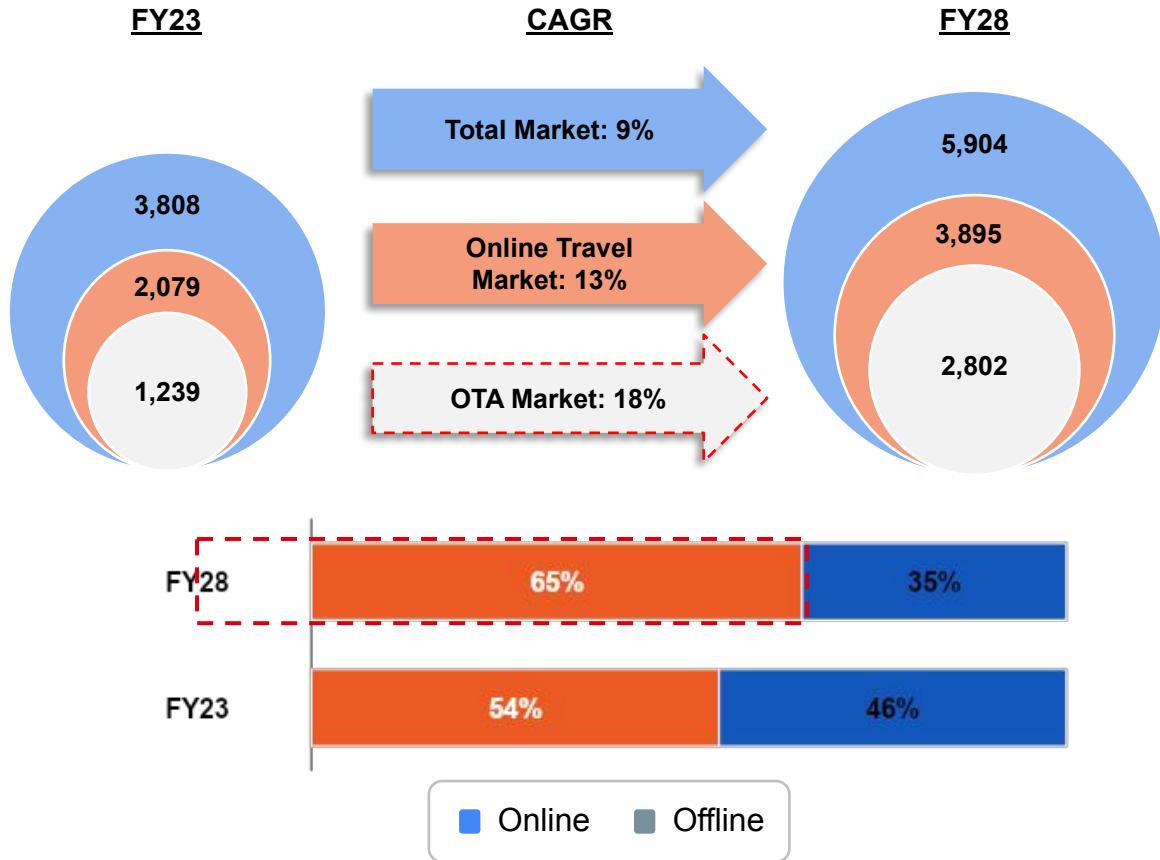


OTAs driving rapid growth in Online Travel

The Indian OTA Market Outpacing the Online Travel & The Overall Travel Market

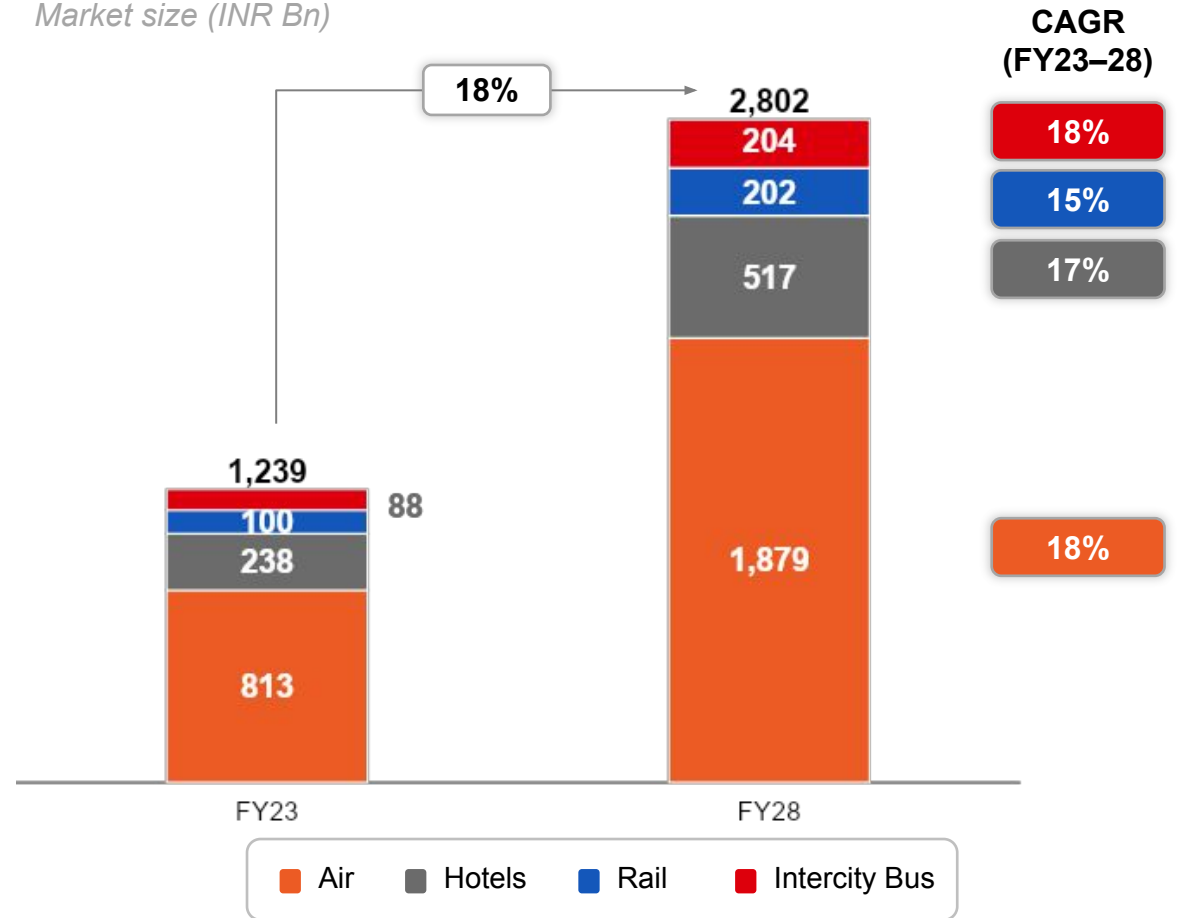
Indian Travel Market By Booking Mode

Market size (INR Bn)



Indian OTA Market

Market size (INR Bn)



...Ablly Supported By Government Infrastructure Investments...

Facilitating Policies In Air, Road & Rail Transportation & Branded / Unbranded Hospitality



₹2,400 Bn

8

Capex Allocated To
Railways In FY24

New Rail Corridors For
1st Bullet Train Project¹

7,000 Km

508

Tracks To Be Constructed
In Next 10 Yrs

Railway Stations To
Be Redeveloped²



150

3rd

New Airports In Tier II,
III Cities In Next 20 Yrs

Largest Aviation
Market By FY30

1,500

Aircrafts
By 2030

450 Mn

Air Passengers
FY30



₹2,700 Bn

2nd

Allocated To Ministry
Of Roads For FY24

Largest Road
Network In The World

4,500

Private
Operators

72,000

Long Range
Intercity Buses

Diversified Business Model With Significant Operating Leverage

Mix Of Product & Service Offerings Comprehensively Addressing The Online Travel Market In India

FY24 vs FY23	Multiple revenue streams	GTV ¹ (INR Mn)	Gross Take Rate ²	Revenue From Operations (INR Mn)	Contribution Margin (INR Mn)
Train Ticketing	<ul style="list-style-type: none"> Agent service charges Payment gateway charges ixigo Assured/Free cancellation fees Advertising income 	<p>55,685.30</p> <p>↑</p> <p>44,715.27</p>	6.46%	<p>3,703.70</p> <p>↑</p> <p>2,977.99</p>	<p>1,293.83</p> <p>↑</p> <p>961.17</p>
Flight Ticketing	<ul style="list-style-type: none"> Airline commissions Convenience fees ixigo Assured and Flex fees Ancillaries and advertising income 	<p>35,269.99</p> <p>↑</p> <p>20,154.88</p>	8.17%	<p>1,463.96</p> <p>↑</p> <p>1,020.33</p>	<p>709.79</p> <p>↑</p> <p>561.84</p>
Bus Ticketing	<ul style="list-style-type: none"> Convenience fees Bus operator commissions Abhi Assured fees SaaS and advertising income 	<p>11,748.11</p> <p>↑</p> <p>9,654.15</p>	11.05%	<p>1,317.79</p> <p>↑</p> <p>974.05</p>	<p>870.50</p> <p>↑</p> <p>617.65</p>

ixigo has a diverse product portfolio to provide “One-stop multi brand travel solution”

Note: 1. Total amount paid (including taxes, fees and service charges, gross of all discounts) by users for the OTA services and products booked through us in the relevant period 2. Gross Take Rate refers to gross revenue from ticketing booked through us in the relevant period divided by Gross Transaction Value during the relevant period.

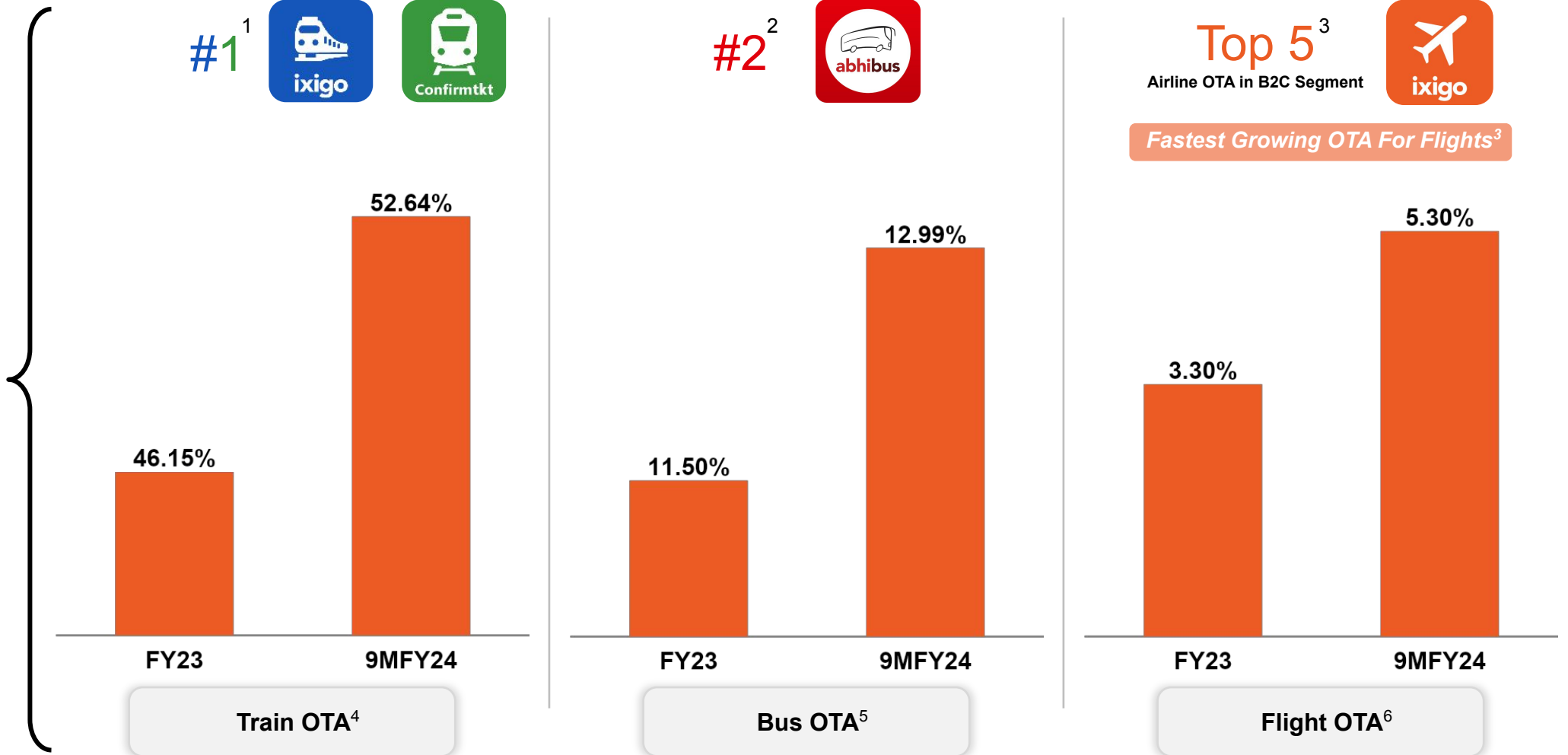
Growing Market Share In Key Segments

Revenue From Operations

₹ 6,558.7 Mn
FY24








₹ 1,355.7 Mn
FY21



Source: F&S Report Note: 1. For FY23 (Source F&S Report) 2. 11.5% market share in online bus ticket bookings in FY23 and increased further to 12.9% in the 9MFY24 (Source: F&S Report) 3. In FY23, Growth recorded for H1FY24 from H1FY23 making ixigo the fastest growing OTA (Source: F&S Report) 4. Train bookings 5. Online bus ticket bookings 6. Airline OTA market share by volume

FY24 vs FY23

Highlights

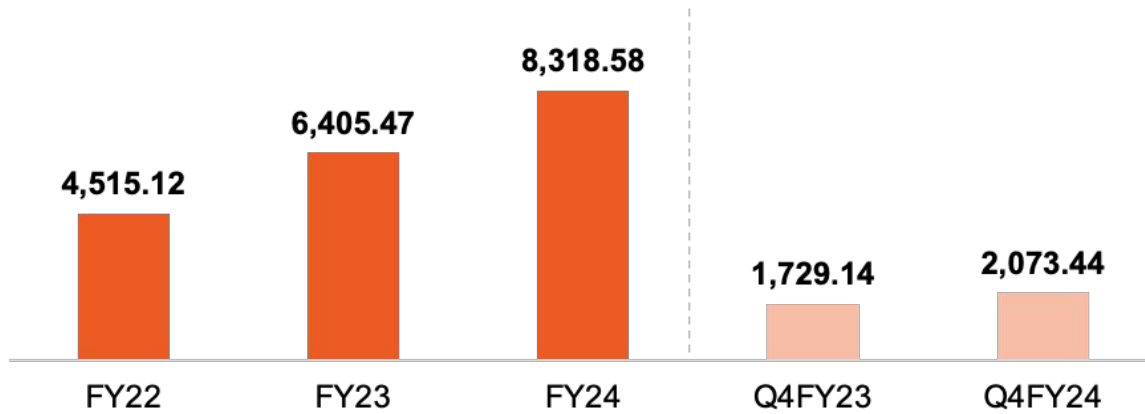
				
₹102,825.49 Million	₹6,558.73 Million	₹2,938.48 Million	₹553.12 Million	₹730.61 Million
GTV	REVENUE FROM OPERATIONS	CONTRIBUTION MARGIN	ADJUSTED EBITDA	PAT
37.98%↑	30.85%↑	34.74%↑	24.73%↑	212.28%↑

Key Performance Indicators

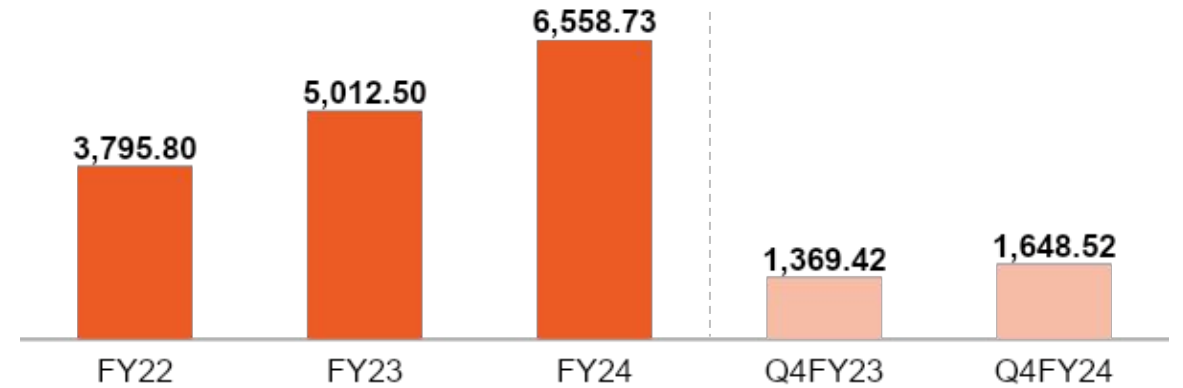
Key Performance Indicators	Units	FY24	FY23	FY22	Q4FY24	Q4FY23
Monthly Active Users	Number in Million	76.78	62.83	44.20	75.99	65.27
Gross Transaction Value	INR Million	102,825.49	74,524.3	56,152.49	26,841.27	19,898.49
Revenue from Operations	INR Million	6,558.73	5,012.50	3,795.80	1,648.52	1,369.42
Gross Revenue	INR Million	8,318.58	6,405.47	4,515.12	2,073.44	1,729.14
EBITDA	INR Million	530.61	450.45	(69.54)	187.44	152.18
EBITDA %	%	8.09%	8.99%	(1.83%)	11.37%	11.11%

Financial Highlights

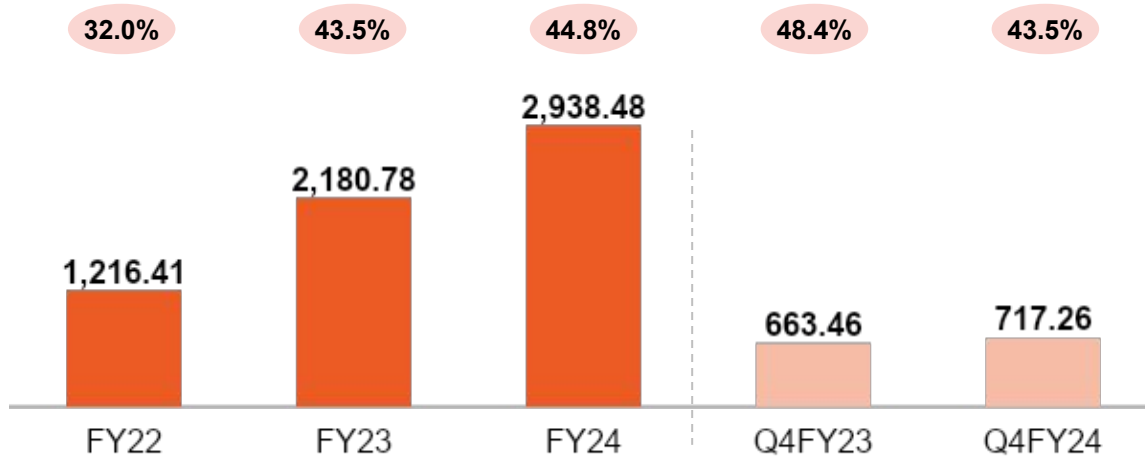
Gross Revenue (INR Mn)



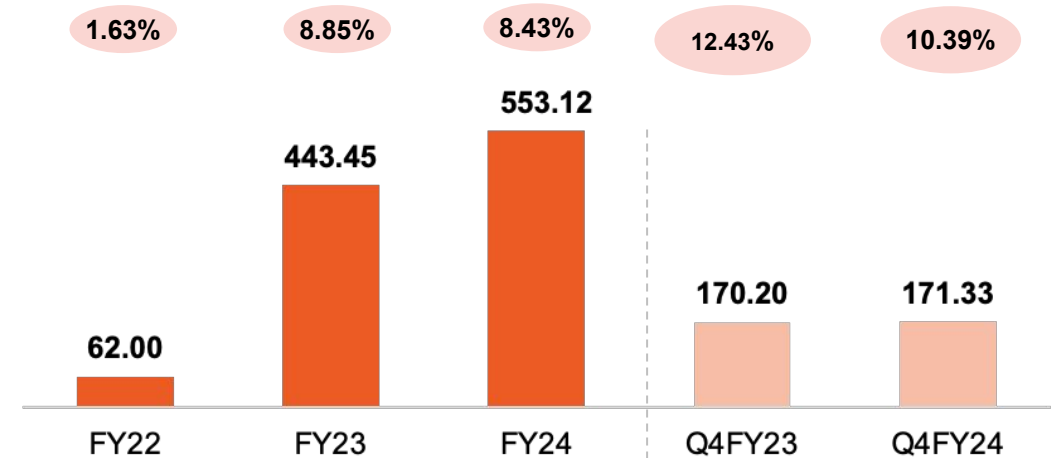
Revenue from Operations (INR Mn)



Contribution Margin (INR Mn)



Adjusted EBITDA (INR Mn)



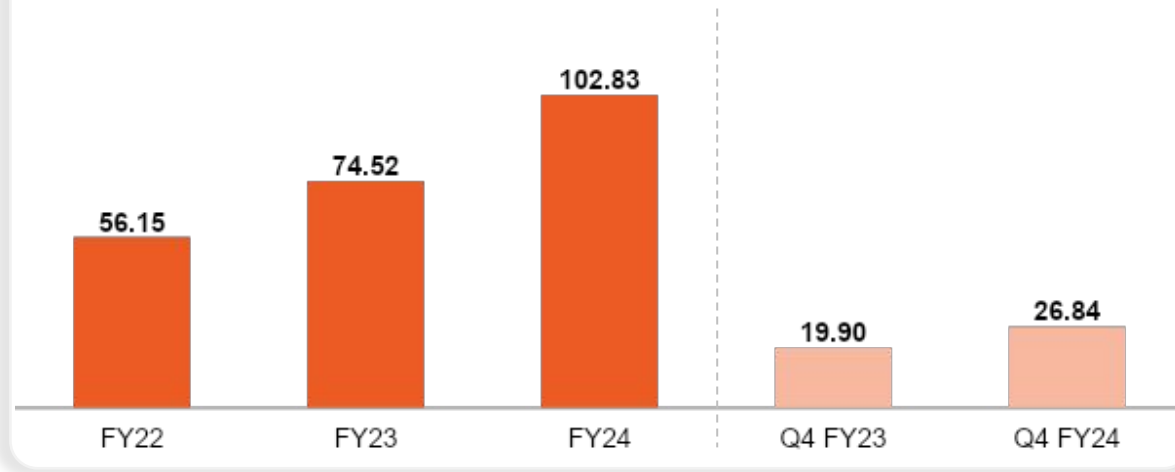
Contribution Margin (%)

Adjusted EBITDA (%)

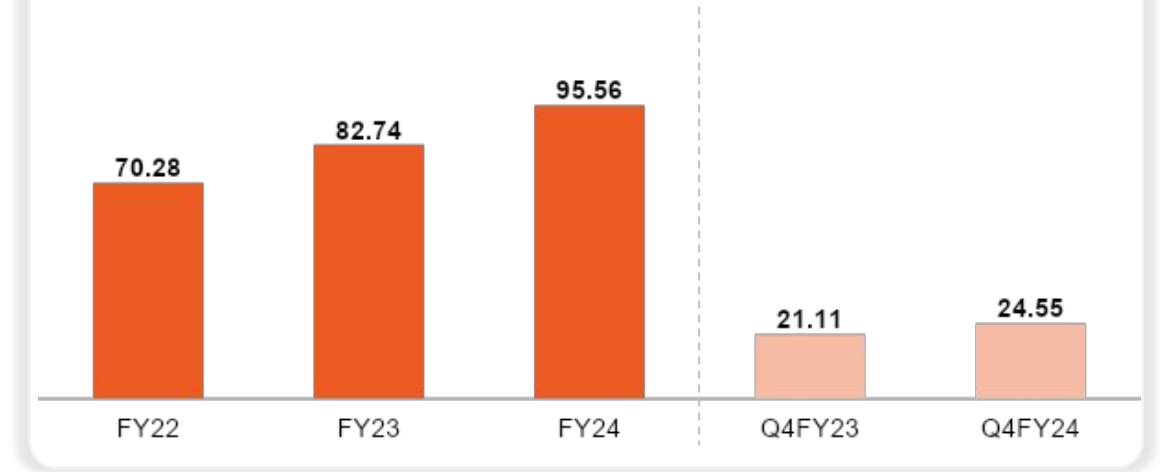
Operational Performance Overview

~2x Growth In Gross Transaction Value (FY22-24)

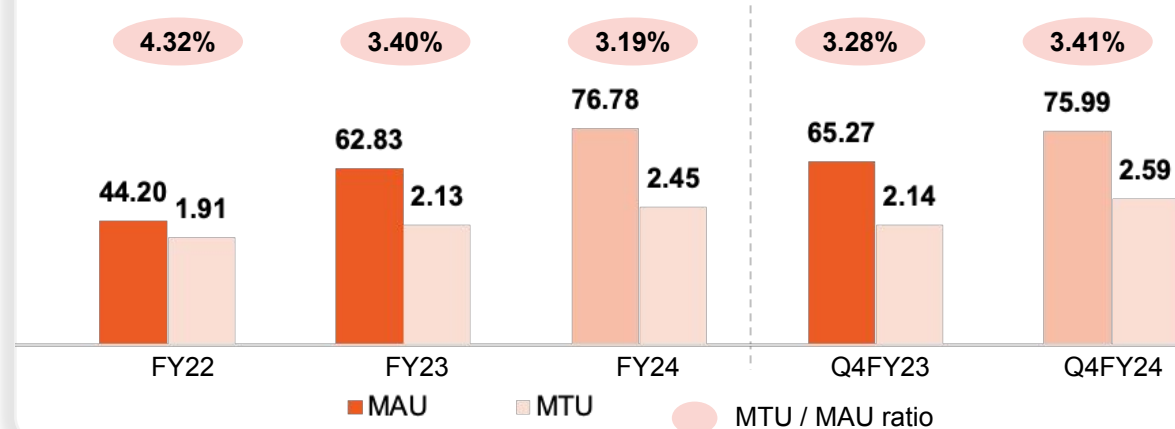
Gross Transaction Value¹ (INR Bn)



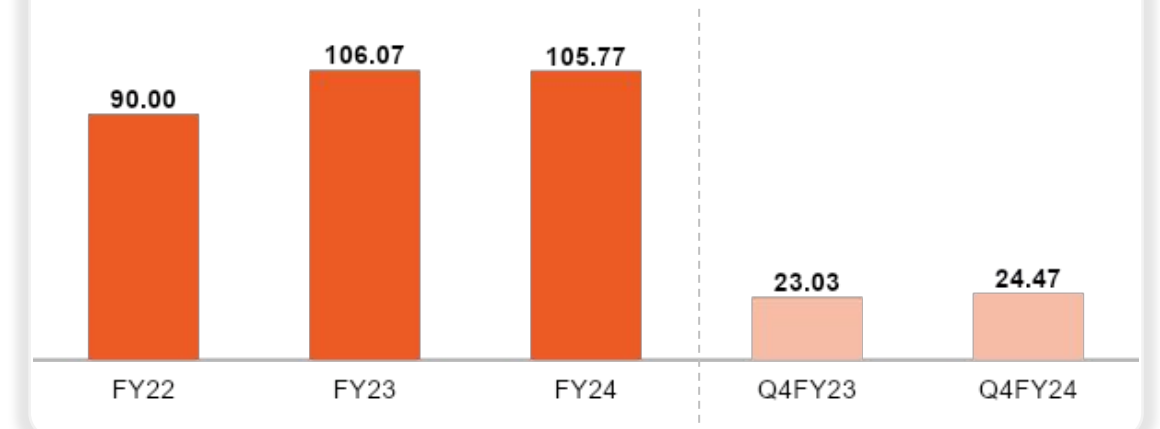
Passenger Segments⁴ (in Mn)



MAUs² and MTUs³ (in Mn)



Mobile App Downloads⁵ (in Mn)



Note: 1. Total amount paid (including taxes, fees and service charges, gross of all discounts) by users for the OTA services and products booked through us in the relevant period 2. Number of unique devices (including, amongst others, laptops and mobile phones) which have recorded at least one visit to a page/ screen on our platforms in a given period, divided by the number of months in that period, cumulated across ixigo, ConfirmTkt and Abhibus website and apps 3. Number of unique transacting users identified by users' mobile number and/or email address, as applicable, that have made at least one booking through us, in a given period, divided by the number of months in that period, cumulated across ixigo, ConfirmTkt and Abhibus website and apps 4. Total number of point-to-point passenger tickets booked between two cities, airports, train stations or bus stations, as applicable, whether or not such a ticket is part of a larger or longer itinerary 5. Total number of downloads of our ixigo (train), ixigo (flight), Abhibus and Confirmtkkt mobile apps in the relevant period

Consolidated Summary Statement of Profits & Losses

INR Million, unless otherwise stated	FY24	FY23	FY22	Q4 FY24	Q4 FY23
Revenue from Operations	6,558.73	5,012.50	3,795.80	1,648.52	1,369.42
Other Income	92.17	163.23	53.61	31.41	19.10
Total Income	6,650.90	5,175.73	3,849.41	1,679.93	1,388.52
Expenses					
Employee benefits expense	1,410.20	1,262.61	951.60	346.14	343.06
Finance costs	28.86	9.49	28.03	4.92	3.45
Depreciation and amortization expense	129.24	108.15	78.43	26.15	31.23
Other expenses	4,710.10	3,462.67	2,967.35	1,146.36	893.28
Total Expenses	6,278.40	4,842.92	4,025.41	1,523.57	1,271.02
Profit / (loss) before share of loss of an associate, exceptional items and tax	372.50	332.81	(176.00)	156.36	117.50
Share of loss of an associate, net of tax	(59.07)	-	-	(30.75)	-
Profit / (loss) before exceptional items and tax	313.43	332.81	(176.00)	125.61	117.50
Exceptional Items	297.21	(126.07)	-	-	(54.78)
Profit / (loss) before tax	610.64	206.74	(176.00)	125.61	62.72
Tax expense/ (income):					
Current tax	1.25	76.77	55.40	0.60	25.84
Deferred tax credit	(121.21)	(103.99)	(20.46)	51.53	(10.46)
Total tax expense/ (income)	(119.96)	(27.22)	34.94	52.13	15.38
Profit / (loss) for the period/year	730.60	233.96	(210.94)	73.48	47.34

Financial Summary – Segments, EBITDA, Adjusted EBITDA

INR Million, unless otherwise stated

	FY24	FY23	FY22	Q4 FY24	Q4 FY23
Flight Passenger Segments	5.77	3.26	4.21	1.39	0.98
Flight GTV	35,269.99	20,154.88	22,562.28	8,917.14	5,449.01
Flight Gross Take Rate (%)	8.17	11.02	8.85	7.93	10.91
Total Flight Segment Revenue	1,463.97	1,020.33	1,328.10	372.23	287.70
Flight Segment Results (Contribution Margin)	709.80	561.84	423.30	176.39	186.96
Train Passenger Segments	77.38	68.97	61.75	20.09	17.48
Train GTV	55,685.30	44,715.27	30,201.91	14,979.93	12,028.17
Train Gross Take Rate (%)	6.46	6.37	6.78	6.17	6.53
Total Train Segment Revenue	3,703.70	2,977.99	2,168.20	943.86	803.72
Train Segment Results (Contribution Margin)	1,293.83	961.17	585.75	324.51	289.01
Bus Passenger Segments	12.41	10.24	4.87	3.07	2.65
Bus GTV	11,748.11	9,654.15	3,388.31	2,877.04	2,421.32
Bus Gross Take Rate (%)	11.05	10.32	8.66	11.23	10.99
Total Bus Segment Revenue	1,317.79	974.05	287.48	325.07	262.59
Bus Segment Results (Contribution Margin)	870.50	617.65	195.36	210.29	172.09
Others Segment Results (Contribution Margin)	64.36	40.12	12.00	6.08	15.40
Total Contribution Margin	2,938.48	2,180.78	1,216.41	717.27	663.46
Employee Benefits Expenses	1,295.52	1,106.38	766.45	330.84	305.94
Technology and Related Costs	285.77	223.02	156.49	73.12	57.08
Advertising and Branding	551.98	214.29	84.24	87.19	82.08
Others (G&A, Outsourcing & Misc Expenses)	252.10	193.64	147.23	54.79	48.16
EBITDA	530.61	450.45	-69.54	187.44	152.18
+ ESOP Expenses	114.68	156.23	185.15	15.30	37.12
- Other Income	92.17	163.23	53.61	31.41	19.10
Adjusted EBITDA	553.12	443.45	62.00	171.33	170.20

Consolidated Summary Statement of Assets & Liabilities

INR Million, unless otherwise stated

Assets

	FY24	FY23	FY22
Tangible Assets	15.93	46.22	16.2
Intangible Assets	2694.15	2950.91	2870.24
Investment in Associates	333.65	0	0
Investment (Current + Non-current)	522.47	477.42	403.49
Other financial assets (Current + Non-current)	389.71	224.41	180.8
Cash and Bank Balances	798.84	925.79	1045.37
Other Assets	1566.56	1234.5	868.61
Total Assets	6,321.31	5,859.25	5,384.71

Equity and liabilities

Equity share capital	372.97	371.2	369.75
Other equity	4087.03	3366.44	3057.11
Non-controlling interests	0	133.55	0
Total Shareholder funds	4,460.00	3,871.19	3,426.86
Lease liabilities (Current + Non-current)	59.69	94.94	43.39
Borrowings	400.76	5.35	27.31
Other financial liabilities (Current + Non-current)	368.12	1040.8	1208
Provisions (Current + Non-current)	115.83	84.11	54.94
Contract liabilities	115.20	91.48	52.14
Trade payables	568.80	360.85	445.36
Other Liabilities	232.91	310.53	126.71
Total Liabilities	1,861.31	1,988.06	1,957.85

Total equity and liabilities

6,321.31

5,859.25

5,384.71

Consolidated Summary Statement of Cash Flows

INR Million, unless otherwise stated	FY24	FY23	FY22
Cash flows from operating activities			
Profit / (loss) before tax	610.64	206.74	-176
Depreciation and amortization	129.24	108.15	78.43
Exceptional Items	-297.21	126.07	0
Employee stock option scheme	114.68	156.23	185.15
Gain on sale of investments (net)	-54.37	-39.39	-18.86
Interest Income	-11.81	-1.52	1.47
Net changes in working capital	-126.51	-82.4	-347.84
Others	67.54	-166.37	-65.84
Net cash flow from / (used in) operating activities	432.20	307.51	-343.49
Cash flows from investing activities			
Payment for purchase of Investments/FD	-8591.43	-6830.7	-4369.3
Proceeds from redemption of Investments/FD	8529.92	7374.75	3265.83
Payment for acquisition related liabilities	-328.64	-291.41	-1,049.7
Payment for purchase of PPE	-73.32	-54.58	-19.3
Others	17.45	22.08	-43.88
Net cash flow from / (used in) investing activities	-446.02	220.14	-2,216.35
Cash flows from financing activities			
Payment of lease liabilities	-57.13	-21.87	-7.65
Payment for Buy Back of redeemable preference shares (including tax)	-398.03	0	0
Finance costs paid + Borrowings repaid	-10.29	-1.45	-170.59
Proceeds from issue of shares	2.20	1.55	2,757.05
Net cash flow from / (used in) investing activities	-463.25	-21.77	2,578.81
Net (decrease) / increase in cash and cash equivalents	-477.07	505.88	18.97
Cash and cash equivalents at the beginning of the year	722.03	220.02	201.05
Cash & cash equivalents as at the end of the year	244.96	725.90	220.02

Experienced Board & Management Team

Experienced Key Managerial Personnel



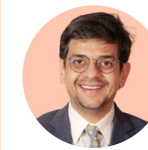
Mr. Alope Bajpai ★
Chairman, Managing Director & Group Chief Executive Officer

- Ex- Amadeus
- MBA, INSEAD
- B.Tech, Electrical Engineering, IIT Kanpur



Mr. Rajnish Kumar ★
Director & Group Co-Chief Executive Officer

- Ex-Amadeus
- B.Tech, Computer Science, IIT Kanpur



Mr. Saurabh Devendra Singh
Group Chief Financial Officer

- Ex- Sanford C. Bernstein
- PGDM, IIM Ahmedabad
- B.Tech, Chemical Engineering, IIT Delhi



Mr. Kotha Dinesh Kumar
Chief Executive Officer, ixigo Trains & ConfirmTkt

- Co-founder, Confirm Tkt
- Ex-o9 Solutions
- B.Tech, NIT, Jamshedpur



Mr. Sripad Vaidya
Chief Operating Officer, ixigo Trains & ConfirmTkt

- Co-founder, Confirm Tkt
- B.Tech, Computer Science and Engineering from Sastra University



Mr. Suresh Bhutani
Group General Counsel, Company Secretary & Compliance officer

- Ex-Interglobe Aviation, R Systems Intl.
- MBA – Indira Gandhi National Open University
- B.Com (H), FCS, LLB,

Board of Directors



Mr. Shailesh Lakhani
Non-Executive Director

- Nominated to Board by Peak XV
- MBA, Harvard University
- Bachelor's degree, University of Waterloo



Mr. Frederic Lalonde
Non-Executive Director

- Founder and CEO of Hopper, an airfare and hotel fare prediction mobile application



Mr. Rahul Pandit
Independent Director

- Ex-Hamstede Living Pvt Ltd, Ginger Hotels, Lemontree Hotels
- BA, University of Delhi,
- Diploma in Hotel Management



Mr. Arun Seth
Independent Director

- Ex-Trustee of the Nasscom Foundation
- PGDM from IIM, Calcutta
- B.Tech (Electrical), IIT Kanpur



Mr. Mahendra Pratap Mall
Independent Director

- Ex- CMD, IRCTC
- MDI Gurugram (Management)
- B.Sc., MA from University of Allahabad



Ms. Shuba Rao Mayya
Independent Director

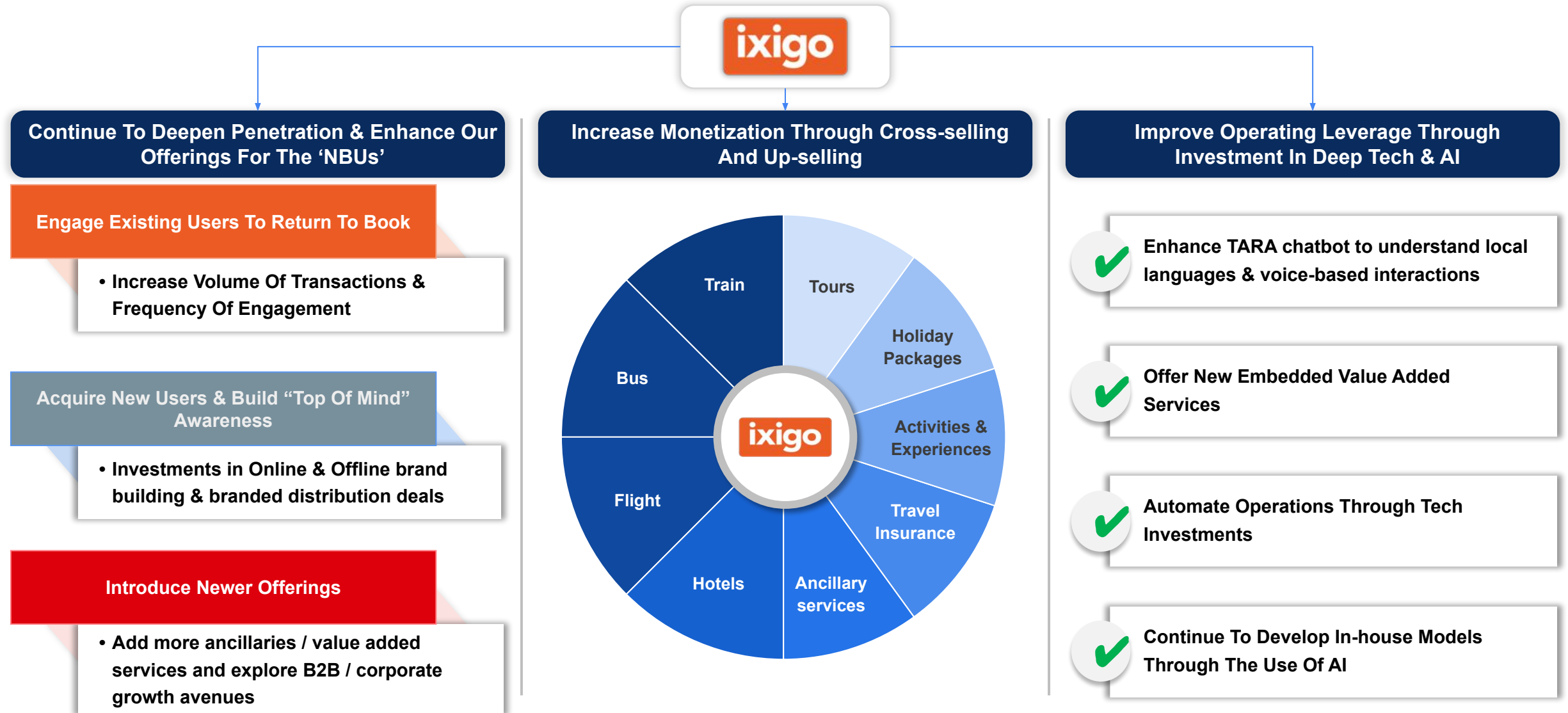
- Ex-ICICI, TCS
- 29+ years of banking & insurance experience
- B.Com, Associate member of ICAI



Mr. Rajesh Sawhney
Independent Director

- Founder, GSF; Co-founder Innerchef, Ex-Reliance
- Master's degree in management studies, University of Mumbai

To Become A One Stop Travel Solution Provider



Conference call details

Le Travenues Technology Limited (NSE: IXIGO, BSE: 544192) will host a conference call for analysts and investors on Thursday, 04 th July 2024, at 5:30pm (IST) following the announcement of financial results for the Quarter and Fiscal Year 2024

Details of Conference call

Date	Thursday, July 4, 2024
Time	05:30 PM IST 08:00 PM HK/SG 08:00 AM US (EDT)
Estimated Duration	1 Hour
Registration Link	https://services.choruscall.in/DiamondPassRegistration/register?confirmationNumber=3118570&linkSecurityString=13b3842242

Glossary

Term	Description
Adjusted EBITDA	Adjusted EBITDA is calculated as the profit for the period or year plus tax expense, finance cost, depreciation, amortization expenses, Employee Stock Option Scheme less other income, exceptional items, share of profit/loss of associate.
Adjusted EBITDA Margin	Adjusted EBITDA Margin is defined as Adjusted EBITDA divided by revenue from operations
Annual Active Users	Annual Active Users refers to the number of unique devices (including, amongst others, laptops and mobile phones) which have recorded at least one visit to a page/ screen on our platforms in a given period/ year, cumulated across ixigo, ConfirmTkt and AbhiBus websites and apps
Ancillary Attachment Rate	Ancillary Attachment Rate refers to the number of ancillary transactions for ancillaries sold such as ixigo Assured, ixigo Assured Flex, seats, meals, among others, across flights, trains and buses divided the overall number of transactions
Annual Transacting Users	Annual Transacting Users refers to the number of unique transacting users identified by user's mobile number and/or email address, that have made at least one booking through us in the relevant period/ year, cumulated across ixigo, ConfirmTkt and AbhiBus website and apps
Contribution Margin	Contribution Margin is defined as net ticketing revenue plus other operating revenue less direct expenses
Contribution Margin (%)	Contribution Margin (%) is defined as Contribution Margin divided by revenue from operations
EBITDA	Earnings before interest, tax, depreciation and amortization and is calculated as profit/loss for the year/period plus tax expense, finance cost, depreciation and amortization expenses less exceptional items, share of profit/loss of associate
EBITDA %	EBITDA as a percentage of revenue from operations
Gross Revenue	Gross revenue represents Revenue from operations plus discounts/customer inducement cost
Gross Take Rate	Gross take rate refers to Gross Ticketing Revenue divided by Gross Transaction Value during the relevant period/ year
Gross Transaction Value (GTV)	Gross transaction value refers to the total amount paid (including taxes, fees and service charges, gross of all discounts) by users for the OTA services and products booked through us in the relevant period/ year
Monthly Active Users (MAUs)	Monthly active users is the number of unique devices (including, amongst others, laptops and mobile phones) which have recorded at least one visit in a month to a page/screen on our platforms cumulated across ixigo, ConfirmTkt and AbhiBus website and apps and cumulated for all months in the given period/ year, divided by the number of months in that period/ year
Monthly Transacting Users (MTUs)	Monthly transacting users is the number of unique transacting users identified by users' mobile number and/or e-mail address, as applicable, that have made at least one booking through us, in a given period/ year, divided by the number if months in that period/ year, cumulated across ixigo, ConfirmTkt and AbhiBus website & apps
Passenger Segments	Passenger segments refers to the total number of point-to-point passenger tickets booked between two cities, airports, train stations or bus stations, as applicable, whether or not such a ticket is part of a larger or longer itinerary. For example, a booking made with two passengers for a return flight consists of four passenger segments.

Thank You

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