



September 06, 2024

Listing Manager, National Stock Exchange of India Limited Exchange Plaza, C-1 Block G Bandra Kurla Complex, Bandra (E) Mumbai – 400051, India Symbol: YATRA ISIN No.: INE0JR601024	Manager - CRD BSE Limited Phiroze Jeejeebhoy Towers Dalal Street, Mumbai – 400001, India Scrip Code: 543992 ISIN No.: INE0JR601024
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Dear Sir/Madam,

Sub: Intimation to Stock Exchange – Investor Presentation in connection with the announcement around the acquisition of Globe Travels.

Pursuant to Regulation 30 of the Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015, as amended, please find enclosed herewith the Investor Presentation in connection with the announcement around the acquisition of Globe All India Services Limited (Globe Travels).

The above information will also be made available on the website of the Company at www.yatra.com.

This is for your information and records.

Thanking You,

Yours sincerely,

For Yatra Online Limited

Darpan Batra
Company Secretary and Compliance Officer
M. No. A15719

Encl.: as above

Registered Office:

Unit No. B-2/101, 1st Floor, Marathon Innova Building,
 Marathon Nextgen Complex, B-Wing, G. Kadam Marg, Opp.
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Yatra Online Limited

Globe Travels Acquisition

September 06, 2024

Yatra Online Limited enters into a definitive agreement to acquire 100% of Globe All India Services Limited (Globe Travels)



ACQUISITION OVERVIEW

Date Announced: September 2, 2024

Acquisition Details:

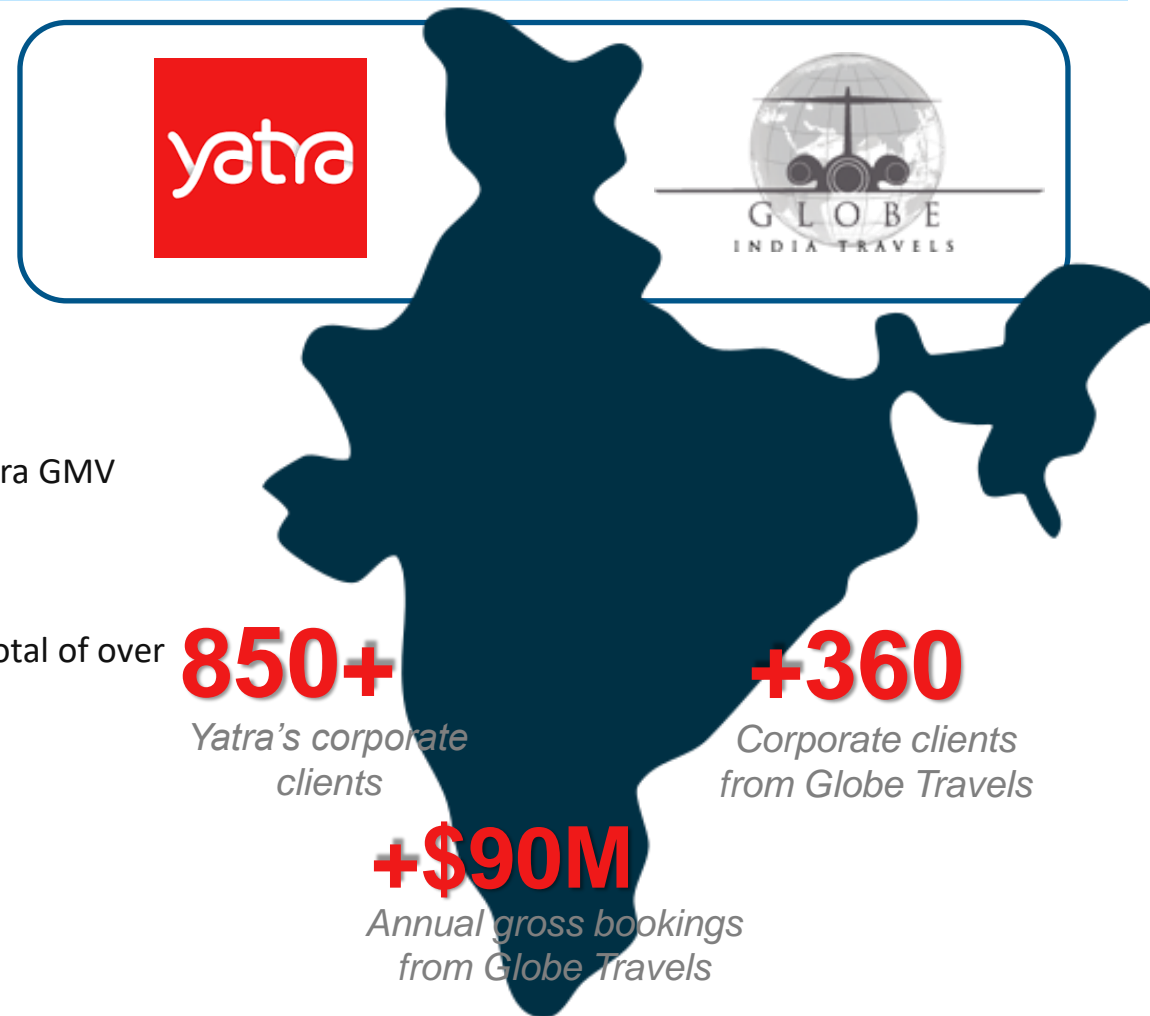
- **Acquirer:** Yatra Online Limited (NSE: YATRA; BSE: 543992)
- **Target:** Globe Travels
- **Price:** INR 128 Cr
- **Source of Funds:** Earmarked IPO funds of 150 Cr for M&A

Financial Impact:

- Expected to be immediately accretive to Yatra's financials
- Adds annual GMV of INR 783 Cr taking B2B total GMV > 50% of Total Yatra GMV
- Adjusted Operating Margins of above 20%

Customer Base:

- Globe Travels adds 360 corporate clients to Yatra's 850 for a combined total of over 1200 corporate customers
- Top Globe clients include leading majors from Cement and Steel sectors



Acquisition Key Benefits and Synergies



Expanded Market Share:

- 40% increase in corporate customer base
- Enhanced positioning with suppliers for better terms



Cross-Selling Opportunities:

- Minimal overlap in customer base
- Potential to cross-sell hotels, expense management, and travel solutions



Synergistic Benefits:

- Integration of Yatra's Corporate Self Booking Platform
- Increased efficiencies and reduced costs for Globe's clients
- Margin expansion potential through realized synergies



MICE Expertise:

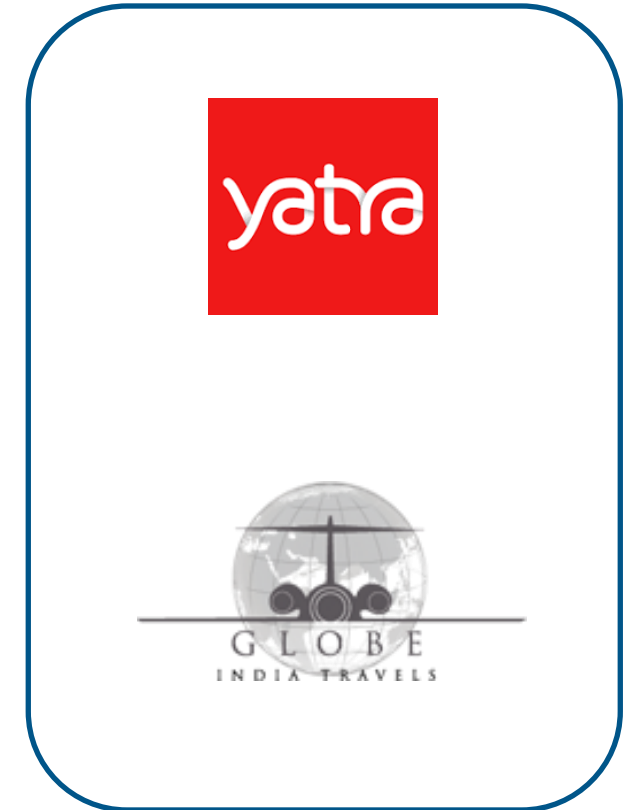
- Strengthens Yatra's capabilities in Meetings, Incentives, Conferences, and Exhibitions (MICE) and makes the combined entity one of the leading players in MICE by volume of business



Key Financial Metrics

FY24 (INR Mill)	Yatra Online Limited		Globe Travels
Gross Bookings	75,884		7,830
Revenue	4,223		2,503
Adj Revenue	6,565	+	470
Adj EBITDA	534		170
PAT	(45)		83
Employees	1,268		240

- Acquisition accelerates mix shift towards B2B.
- Adds annual GMV of INR 7830 million taking total B2B GMV > 50% of Total Yatra GMV
- Acquisition to be immediately accretive



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