

August 13, 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 **“Beginning FY25 With Steady Performance; Focus On Profitability Q1FY25 EBITDA at INR 505.9 million Q1FY25 PBT at INR 471.8 million Q1FY25 Revenue from operations at INR 1526.0 million”** 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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Bharat ka Travel App

Q1FY25 Results
August 13, 2024

Beginning FY25 With Steady Performance; Focus On Profitability

Q1FY25 EBITDA at INR 505.9 million

Q1FY25 PBT at INR 471.8 million

Q1FY25 Revenue from operations at INR 1526.0 million

EaseMyTrip has commenced FY25 with sustained performance, achieving EBITDA of INR 505.9 million in Q1FY25, marking a substantial 34.9% increase compared to the same period last year. This achievement underscores the company's continued focus on growth and profitability as it celebrates 16 years of success in the online travel sector. The company demonstrated strong performance with a 23.0% year-on-year increase in Revenue from Operations, reaching INR 1,526 million and a 34.5% rise in Profit Before Tax to INR 471.8 million. Gross Booking Revenue from Hotels and Holiday Packages increased by 116.6% year-over-year to INR 210.7 Cr. Subsequently, the company achieved a remarkable 139% year-on-year increase in revenue from its Dubai operations.

EaseMyTrip made notable strategic initiatives, including the acquisition of ETrav Tech Limited. This acquisition is poised to enhance EaseMyTrip's capabilities for serving corporate clients by integrating advanced travel technology solutions, thus broadening its service offerings and improving client engagement.

In addition to this, EaseMyTrip has entered into multiple strategic partnerships. The company partnered with the ONDC Network having 68 million transactions since inception, a government initiative aimed at democratizing digital commerce and promoting fair competition. This partnership aligns with EaseMyTrip's commitment to supporting the growth of India's digital economy. The company also launched a Homestay Entrepreneurship Training Programme in collaboration with the Small Industries Development Bank of India (SIDBI) and the Uttarakhand Tourism Development Board (UTDB). This program targets over 150 homestay owners along the Chardham Yatra route, providing them with training and resources to boost their capabilities and enhance their contribution to the local tourism sector.

EaseMyTrip further expanded its service portfolio by partnering with Adani Digital Labs (ADL) to offer seamless duty-free shopping through its platform, catering to travellers seeking luxury shopping experiences at 7 Adani airports having monthly ~2 Mn international passengers. Additionally, the integration of Google Wallet into EaseMyTrip's services represents a significant advancement, enabling travellers to manage all their booking needs, including boarding passes, within a single, user-friendly digital wallet.

EaseMyTrip has focused on its footprint expansion through its offline franchise store model and opened new stores in Karnal, Amritsar, and Bhopal, this quarter. These additions bring the total number of franchise stores to 16, with a strategic goal of reaching 100 stores by the end of the year.

In Q1FY25, EaseMyTrip has also focused on various marketing partnerships and has forged a partnership with the World Championship of Legends (WCL), enhancing its visibility and engagement in the sports and entertainment arena with expected reached of approx. 350 million globally and 150 million in India. The company has also forged its association with Rajasthan Royals as their Official Travel and Experience Partner, reaching approx. 450 million, ensuring smooth travel logistics for the cricket team across their away matches. Additionally, the collaboration with Shoppers Stop for the Vacation READY

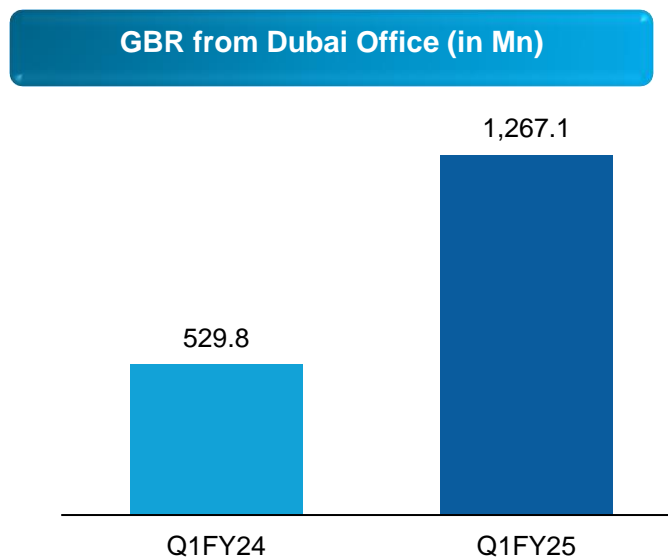
Q1 FY2025 Press Release

campaign leveraged over 500 brands across 117 stores, further extending EaseMyTrip's market reach and visibility.

Furthermore, EaseMyTrip was honored with the MICE Excellence Award at the Starz of India's Awards 2024, recognizing its outstanding contributions in the Meetings, Incentives, Conferences, and Exhibitions (MICE) sector, showcasing its commitment in the industry.

EaseMyTrip Dubai Business

EaseMyTrip has achieved a remarkable 139% year-on-year increase in revenue from its Dubai operations. This significant growth underscores the company's expanding footprint in the region and its continued success in capturing a larger market share.



*Excluding Other Comprehensive Income, Minority Interest and Exceptional Items

Q1 FY25 Key Developments

Acquisition

EaseMyTrip acquired a 4.94% stake in ETrav Tech Limited. This investment is a key step in EaseMyTrip's growth journey, aimed at diversifying its portfolio and enhancing its offerings for corporate clients. The acquisition leverages ETrav Tech Limited's advanced travel technology solutions, including Flight API, holiday packages, Hotel API, white label services, Bus API, and visa applications.

Signed LOI with ONDC

EaseMyTrip has signed a Letter of Intent (LOI) to join the Open Network for Digital Commerce (ONDC), having 68 million transactions since inception. The ONDC aims to foster an open, inclusive and competitive digital commerce ecosystem, reducing entry barriers for small businesses and ensuring a fair e-commerce environment. The LOI was signed at the 'ONDC Startup Mahotsav,' an event organized by the Department for Promotion of Industry and Internal Trade (DPIIT), ONDC, and Startup India. This collaboration aligns with the company's vision of contributing to the growth and development of India's digital economy.

Empowering Homestay Owners

EaseMyTrip has launched a Homestay Entrepreneurship Training Programme in collaboration with the Small Industries Development Bank of India (SIDBI) and the Uttarakhand Tourism Development Board (UTDB). This initiative is designed to empower 150 homestay owners along the Chardham Yatra route by enhancing their skills in hospitality and eco-friendly practices.

Exclusive Duty-Free Access

The company has announced a partnership with Adani Digital Labs (ADL) to provide seamless duty-free shopping access directly through its platform, catering to travellers seeking luxury shopping experiences at 7 Adani airports having monthly ~2 Mn international passengers. This collaboration aims to offer travellers a convenient and luxurious shopping experience as part of their travel planning. Customers can pre-order duty-free items through the airport services page on the EaseMyTrip website. The service is currently available at seven major international airports in India: Amritsar, Ahmedabad, Jaipur, Lucknow, Mangaluru, Mumbai, and Thiruvananthapuram. It offers an exclusive range of products with additional discounts, aimed at enhancing the overall travel experience.

Partnership with Google Wallet

EaseMyTrip partners with Google Wallet, marking a significant leap in overall customer experience. This collaboration aims to revolutionise the travel landscape by offering travellers a seamless journey through the integration of all booking necessities into a single, user-friendly wallet. By leveraging this partnership, EaseMyTrip is committed to safeguarding traveller information while furnishing a platform that facilitates effortless access to boarding passes.

Expanding Footprint

EaseMyTrip opens new stores in Karnal, Amritsar, and Bhopal. These additions bring the total number of franchise stores to 16, with a strategic goal of reaching 100 stores by the end of the year.

Marketing Partnership

EaseMyTrip has partnered with the prestigious World Championship of Legends (WCL) as the presenting partner. This collaboration marks a significant milestone in the world of sports and entertainment, uniting two influential entities to enhance the cricketing experience for fans worldwide, enhancing its visibility and engagement in the sports and entertainment arena with an estimated reach of approx. 350 million globally and 150 million in India.

EaseMyTrip was named as the Official Travel and Experience Partner for the Rajasthan Royals for the 2024 season. This partnership ensures seamless travel for the Royals during their away matches, leveraging EaseMyTrip's expertise in travel bookings, hospitality services and other travel needs. The partnership garnered approx. 450 million reach.

Recognition

EaseMyTrip has been honored with the prestigious MICE Excellence Award at the Starz of India's Awards 2024. This accolade recognizes EaseMyTrip's exceptional contributions through its MICE (Meetings, Incentives, Conferences, and Exhibitions) program, which provides seamless business and exhibition travel solutions for corporate clients. The award underscores the company's dedication to managing every aspect of business travel, ensuring convenience and efficiency for its customers

Beginning FY25 With Steady Performance; Focus On Profitability

Q1 FY25 Consolidated Revenue from Operations of INR 1,526.0 Mn; up 23.0% Y-o-Y

Q1 FY25 EBITDA of INR 505.9 Mn; up 34.9% Y-o-Y and margin of 32.4%

Earnings per Share of 0.19

New Delhi, August 13, 2024: Easy Trip Planners ([BSE: 543272](#) | [NSE: EASEMYTRIP](#)), announced its Q1 FY25 results. The company presents an extensive spectrum of travel booking services, adeptly meeting the demands of ~26 million customers domestically and internationally. Offering an array of travel services such as Flight, Hotel, Holidays, Buses, Cabs and more. EaseMyTrip enable customers to efficiently search, plan, and procure travel-related services, both within India and Internationally.

Q1 FY25 vs Q1 FY24 Performance Highlights

- Hotel nights bookings were 1.8 Lacs, an increase of 14.1% and contributing 9.3% to the GBR
- Bookings in the Train, Buses and Others segment rose by 36.9% to 3.1 Lacs, contributing 1.8% to the GBR
- Gross Booking Revenue was INR 22,744.7 million
- EBITDA was INR 505.9 million, a 34.9% increase
- PAT was at INR 339.3 million, increased by 34.4%

Announcing the results, Nishant Pitti, Co-founder and CEO of EaseMyTrip, commented:

“EaseMyTrip sustained its bottom-line growth during the relevant period, continuing with steady operational momentum along with continued focus on profitability. During Q1 FY2025, the Gross Booking Revenue was INR 22745 million. Our Revenue from Operations grew by 23.0% Y-o-Y at INR 1526 million. EBITDA had a growth of 34.9%% as compared to Q1 in the previous financial year and was INR 506 million. The PAT had a Y-o-Y increase of 24.8% and was at INR 324.8 million. Gross Booking Revenue from Hotels and Holiday Packages increased by 116.6% year-over-year to INR 210.7 Cr. Subsequently, the company achieved a remarkable 139% year-on-year increase in revenue from its Dubai operations.

Additionally, we have taken several key initiatives that highlight our ongoing efforts to enhance growth. We acquired a 4.94% stake in ETrav Tech Limited. This investment aims to diversify EaseMyTrip’s service portfolio and enhance its offerings for corporate clients. We were also the Official Travel and Experience Partner for the Rajasthan Royals for the 2024 season. This partnership allows us to leverage our expertise in travel bookings and hospitality services to ensure seamless travel for the team. As per the company’s expansion strategy, EaseMyTrip has opened its offline franchise store model and opened new stores in Karnal, Amritsar, and Bhopal. These additions bring the total number of franchise stores to 16, with a strategic goal of reaching 100 stores by the end of the year.

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EaseMyTrip's collaboration with Adani Digital Labs (ADL) to offer exclusive duty-free shopping experience to ~2 Mn international passengers at seven major international airports in India through our platform was another major partnership we did this quarter. Lastly, we are honoured to have received the MICE Excellence Award at the Starz of India's Awards 2024. This recognition underscores our contributions in providing seamless business and exhibition travel solutions. These milestones highlight our steadfast commitment to fostering growth, driving innovation, and maintaining our service excellence."

Q1 FY25 Consolidated Performance Highlights

Consolidated (Mn)	Q1		Y-o-Y	Q4	FY24	FY23	Y-o-Y
	FY25	FY24		FY24			
Revenue from Operations	1,526.0	1,240.5	23.0%	1,640.4	5,905.8	4,488.3	31.6%
Total Income	1,562.2	1,266.4	23.4%	1,725.6	6,090.9	4,642.0	31.2%
EBITDA	505.9	375.0	34.9%	576.7	2,281.9	1,912.5	19.3%
<i>EBITDA Margin%</i>	32.4%	29.6%		33.4%	37.5%	41.2%	
PBT	471.8	350.8	34.5%	550.7	2,150.6	1,849.4	16.3%
<i>PBT Margin%</i>	30.2%	27.7%		31.9%	35.3%	39.8%	
PAT	339.3	259.0	31.0%	391.2	1,576.7	1,341.0	17.6%
<i>PAT Margin%</i>	21.7%	20.5%		22.7%	25.9%	28.9%	

EaseMyTrip: A trailblazer in the OTA space



2nd Largest OTA*

"End to End" Travel Solutions

Only Profitable OTA since inception

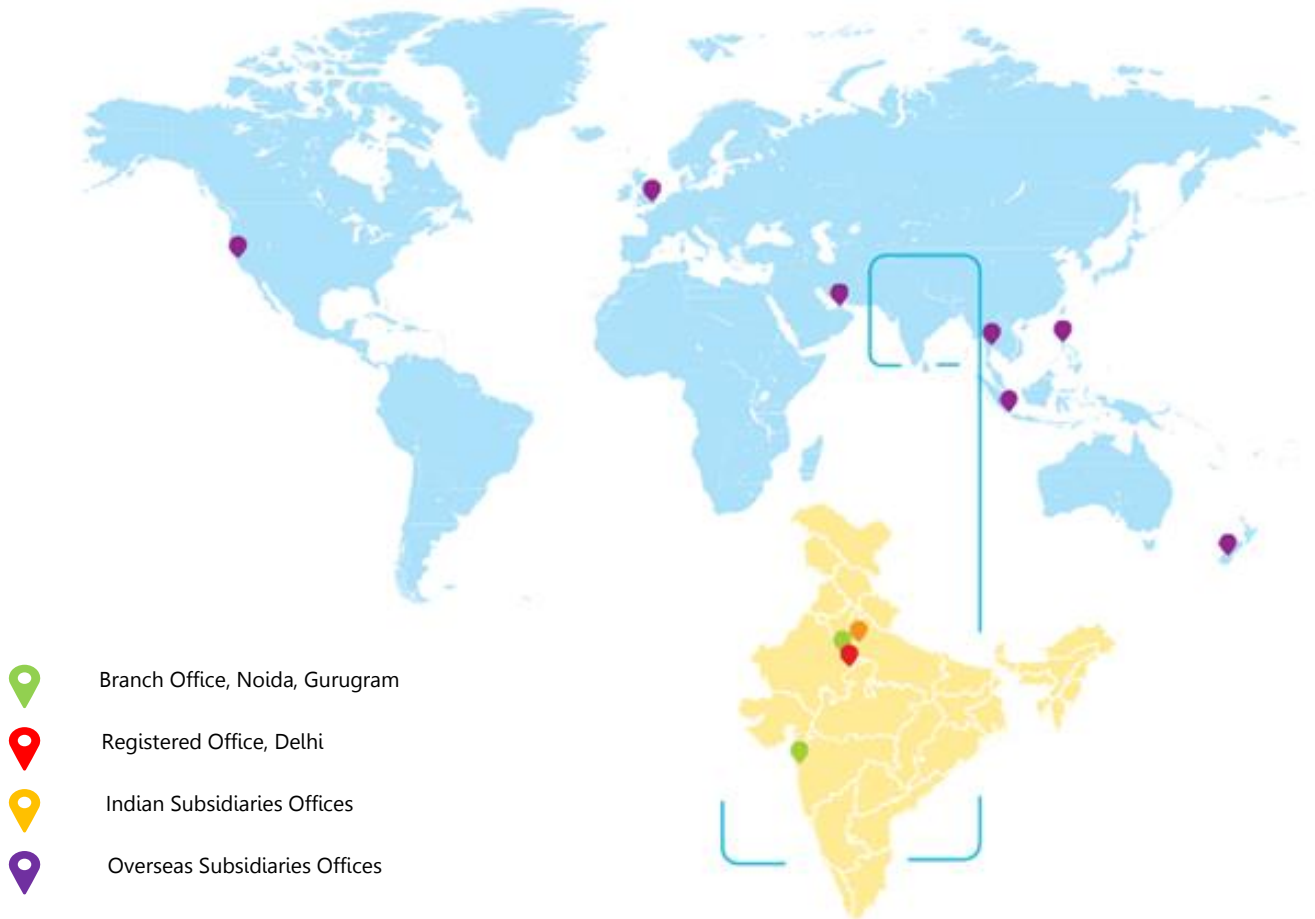
Growth Funded by Internal Accruals

Cost Efficient OTA

Well recognized Brand Equity

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