

May 30, 2025

BSE Ltd. P J Towers, Dalal Street, Fort Mumbai – 400001  <b>Scrip Code: 543272</b>	National Stock Exchange of India Limited (NSE). Exchange Plaza, Bandra Kurla Complex, Bandra East, Mumbai – 400051  <b>Symbol: EASEMYTRIP</b>
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**Sub: Media Release**

In terms of regulation 30 of the SEBI (LODR) Regulations, 2015, we are enclosing herewith a copy of the media release titled **“EaseMyTrip growth continues; GMV stood at INR 8,691.6 Cr for FY25 Hotels and Holidays grew at 189% YoY in Q4 FY25”** being issued to the media.

The aforesaid information will 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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Government of India





*Q4 and FY2025*  
**PRESS RELEASE**



**30<sup>th</sup> May 2025**

**EaseMyTrip growth continues; GMV stood at INR 8,691.6 Cr for FY25**  
**Hotels and Holidays grew at 189% YoY in Q4 FY25**

**New Delhi, May 30, 2025:** EaseMyTrip.com, one of India’s leading online travel tech platforms, reported sustained financial performance. For Q4 FY25, Gross Booking Revenue was INR 2,192.7 Cr, Revenue from Operations was INR 139.5 Cr. EBITDA was INR 17.3 Cr, with a margin of 12.1%. Total Comprehensive Income was INR 18.5 Cr

For the year ended March 31, 2025, Gross Booking Revenue was INR 8,691.6 Cr. Revenue from Operations was INR 587.3 Cr. EBITDA for FY25 was INR 161.2 Cr, with a margin of 26.7%, while Total Comprehensive Income for the period reached INR 117.1 Cr

Strategic marketing spends aimed at the non-air segment fueled strong growth in the vertical. During this quarter, total hotel night bookings were 2.8 Lacs, marking a 101.3 % Y-o-Y increase. The Trains, Buses, and others segments recorded a 32% year-on-year growth in Q4 FY25, with bookings increasing from 2.7 lacs to 3.6 lacs. For FY25, total hotel night bookings increased by 81%, reaching 9.3 lacs compared to 5.2 lacs in FY24. For FY25, Trains, Buses, and Others segments bookings rose by 26%, reaching 13.03 lacs compared to 10.4 lacs in FY24.

EaseMyTrip’s Dubai operations have recorded significant growth, with Gross Booking Revenue reaching INR 231.7 Cr in Q4FY25, reflecting a 266.4% year-on-year increase from INR 63.2 Cr in Q4FY24. This performance underscores the company’s ability to capitalize on international market opportunities, particularly in Dubai. Strengthening its presence in key global markets that remains a priority as we continue to focus on expanding our reach and driving long term growth. For the full year FY25, Dubai operations recorded GBR of Rs. 701.4 Cr compared to Rs. 205.0 Cr in FY24, representing a year-on-year increase of 242.2%

During the quarter, the company appointed Rikant Pittie as CEO and Co-founder, effective January 1, 2025. A founding member, Mr. Pittie will drive overall business growth and lead strategic direction. He was also appointed Chairman of CII Delhi State for 2025–26—the first unicorn founder to hold this prestigious post. These leadership roles position the Company for accelerated growth and enhanced industry influence, opening new opportunities for innovation, partnerships, and long-term value creation.

EaseMyTrip advanced its global footprints during the quarter by establishing new wholly owned subsidiaries in Brazil (Easy Trip Planners Do Brasil Ltda.) and Saudi Arabia (Easy Trip Planners Limited), marking its official entry into these international markets. These geographies represent the next frontier of travel growth, with Brazil’s travel market projected to reach \$22.3 billion by 2028 and Saudi Arabia’s tourism sector expected to more than double to \$110.1 billion by 2033. By securing an early foothold in these dynamic, high-growth markets, EaseMyTrip is not only diversifying its geographic portfolio but also positioning itself to build long-term value by capturing incremental demand, strengthening its brand visibility, and laying the foundation for a broader global ecosystem.

Further, EaseMyTrip deepened its Middle East presence through its UAE subsidiary by making strategic investments in two Dubai-based entities: Ease My Trip Tours L.L.C (EMT Tours) and Ease My Trip Holiday Homes L.L.C (EMT Holiday). The Company also enhanced its U.S. operations through additional investments in EaseMyTrip USA. This strategic move supports the Company’s global expansion strategy by enabling it to tap into high-potential travel markets while maintaining operational efficiency and

centralized control from its core team in India. By leveraging India-based expertise and infrastructure, the company can scale internationally with agility, ensure cost-effective execution, and uphold consistent service quality across geographies.

EaseMyTrip also continued to expand its pan - India offline presence with the launch of its 25th franchise store in Kodialbail, Mangalore, reaffirming its focus on Tier-2 and Tier-3 markets. The store provides a comprehensive suite of travel services, including flight bookings, hotel stays, custom holiday packages, and seamless bus and rail ticketing. This expansion underscores EaseMyTrip's strategic focus on bridging the gap between online convenience and offline accessibility, catering to the growing demand for personalized travel services in smaller cities. By leveraging its robust technology platform and local expertise, the company aims to deliver high-quality travel solutions and build stronger connections with customers in emerging markets.

The company also launched EasyVijay, a new vertical dedicated to battlefield tourism, offering curated military history experiences, veteran-led storytelling, and immersive AR/VR-based journeys. By blending physical site visits with advanced digital recreations and AI-personalized itineraries, this unique initiative not only honours India's rich military history but also expands EaseMyTrip's experiential travel portfolio in a deeply engaging and differentiated format.

Through its subsidiaries YoloBus and Easy Green Mobility, EaseMyTrip won Madhya Pradesh's first inter-city electric bus tender issued by Sagar City Transport Services Limited. This landmark win addresses the growing demand-supply gap in electric mobility and marks a significant step in the state's sustainable transportation roadmap. Supported by government initiatives like the Faster Adoption and Manufacturing of Hybrid and Electric Vehicles (FAME) scheme and Madhya Pradesh's commitment to expanding clean transport, the initiative reinforces EaseMyTrip's ESG commitments while advancing its strategic diversification into smart, future-ready transport infrastructure.

EaseMyTrip has signed strategic Memorandums of Understanding with the tourism boards of Penang, New Zealand, South Korea, and Sabah to promote these destinations to Indian travellers. These partnerships feature cofunded marketing campaigns, dedicated microsites, curated content, and influencer engagement, with a focus on Tier 2 and Tier 3 cities. Indian tourist arrivals have exceeded 45,000 to New Zealand and reached approximately 125,000 to South Korea in recent years. With India's outbound travel market projected to grow to nearly 29 million annual trips by 2028, these collaborations aim to boost tourism, enhance destination visibility, and deliver culturally tailored travel experiences. Strategically, these alliances strengthen EaseMyTrip's global presence, expand its portfolio of exclusive offerings, and position the company as a key enabler in shaping international travel preferences for Indian consumers.

In spiritual tourism, EasyDarshan partnered with the Ayodhya Development Authority to launch the Theerth Yatri Sewa Booth at Lata Mangeshkar Chowk, offering on-ground assistance and expanding homestay infrastructure to meet the growing accommodation demand, promoting affordable lodging options while fostering local participation in Ayodhya's evolving pilgrimage tourism economy. The city attracted over 5 million pilgrims in 2023 and is expected to continue doing so, underscoring its emergence as a key spiritual destination supported by government-led infrastructure development and promotional efforts.

In the same quarter, EaseMyTrip rolled out two major promotional campaigns during the quarter, 'Holi-Day Travel Sale' and 'Swipe Right Travel Sale', offering substantial discounts across flights, hotels, buses, cabs, and holiday packages. These initiatives aimed to stimulate seasonal travel demand and deliver greater value to customers.

These developments underscore EaseMyTrip's commitment to innovation, diversification, and expanding travel access for a broad customer base. By continuously enhancing its product suite and forging impactful partnerships, EaseMyTrip is well-positioned to drive long-term growth and reinforce its leadership in the travel ecosystem. Looking ahead, EaseMyTrip remains focused on delivering exceptional value to customers and stakeholders alike.

**Q4 FY25 Key Developments**

**Leadership Transition: Rikant Pittie Appointed CEO & Co-founder of EaseMyTrip**

Appointed Rikant Pittie as CEO and Co-founder, effective January 1, 2025. A founding member, Mr. Pittie will drive overall business growth and lead strategic direction. He was also appointed Chairman of CII Delhi State for 2025–26—the first unicorn founder to hold this prestigious post. These leadership roles position the Company for accelerated growth and enhanced industry influence, opening new opportunities for innovation, partnerships, and long-term value creation.

**Global Footprint Expansion: Subsidiaries in Brazil, Saudi Arabia, and U.S.**

EaseMyTrip expanded its global footprint by establishing wholly owned subsidiaries in Brazil and Saudi Arabia, entering markets projected to reach \$22.3 billion by 2028 and \$110.1 billion by 2033 respectively. The Company also strengthened investments in Dubai and U.S. operations, aiming to capitalize on travel demand across emerging and mature markets. These moves diversify its geographic portfolio, boost brand visibility, and build a scalable global ecosystem driven by India-based expertise.

**Offline Expansion: New Franchise Store Opened in Mangalore**

Inaugurated a new franchise outlet in Kodialbail, Mangalore. This addition brings the Company closer to enhancing regional accessibility and providing personalized travel services to customers in South India. This expansion strengthens EaseMyTrip's presence in Tier-2 and Tier-3 markets, enabling the Company to bridge the gap between online convenience and offline accessibility. By leveraging its robust technology platform and local expertise, EaseMyTrip aims to deepen customer engagement and capture the growing travel demand in emerging regional markets.

**Launch of EasyVijay – A Battlefield Tourism Initiative**

Launched EasyVijay, a specialized battlefield tourism vertical, on Republic Day 2025. The initiative commemorates India's military history through guided tours, veteran-led storytelling, and AR/VR experiences across historical battle sites, both domestic and international. By blending physical site visits with advanced digital recreations and AI-personalized itineraries, EasyVijay expands EaseMyTrip's experiential travel portfolio in a deeply engaging and differentiated format.

**EaseMyTrip Secures Electric Bus Tender from Madhya Pradesh Government**

EaseMyTrip's Subsidiaries, YoloBus and Easy Green Mobility, has secured a significant public sector contract to supply electric buses in Madhya Pradesh, marking its strategic entry into the public electric mobility sector. This development reinforces the company's commitment to eco-friendly transportation and green infrastructure solutions, aligning with India's broader sustainability goals. With YoloBus operating the fleet and Easy Green Mobility managing manufacturing, the initiative aligns with India's broader sustainability goals and advances the company's strategic diversification into smart, future-ready transport infrastructure.



**EaseMyTrip Signs MoU with Penang Convention & Exhibition Bureau to Boost Destination Penang in India**

Entered into a MoU with the Penang Convention & Exhibition Bureau (PCEB) to promote Penang as a premier destination for Indian travellers. Through a dedicated microsite, curated content, and co-funded marketing campaigns, this collaboration will highlight Penang's rich cultural and adventure offerings while driving niche travel segments such as MICE, destination weddings, and wellness tourism. This collaboration enhances EaseMyTrip's reach in Tier 2 and 3 cities, leverages data insights for targeted marketing, and strengthens its travel offerings with exclusive packages and loyalty benefits.

**EaseMyTrip signs MoU with Tourism New Zealand to Boost Indian Outbound Travel**

Signed a MoU with Tourism New Zealand to boost Indian tourist arrivals by offering curated travel packages, joint marketing campaigns, influencer engagement, and digital promotions. The partnership aims to simplify bookings and provide culturally tailored, year-round travel experiences aligned with Indian travellers' preferences. Well-timed, this collaboration builds on over 45,000 Indian tourist arrivals to New Zealand in recent years, supported by India's outbound travel market projected to grow significantly in the coming years.

**EaseMyTrip Signs MoU with Korea Tourism Organization**

Signed a MoU with the Korea Tourism Organization to promote Korea as a preferred destination for Indian travellers. The collaboration will include co-funded marketing campaigns, curated itineraries, a dedicated microsite, and expanded outreach in Tier 2 and 3 cities to boost Indian tourist arrivals and enrich travel experiences. Indian tourist arrivals to South Korea reached approximately 125,000 in 2019 and are expected to grow in line with India's outbound travel market, projected to reach 29 million annual trips by 2028. This collaboration supports EaseMyTrip's strategic objective of expanding its international destination portfolio, deepening penetration in emerging markets, and driving increased bookings.

**EaseMyTrip Partners with Sabah Tourism Board to Boost Travel from India**

Strategic collaboration with the Sabah Tourism Board to promote Sabah as a prime destination for Indian travellers. The alliance includes a dedicated Sabah microsite, curated travel content, co-funded marketing campaigns, and specialised offerings across leisure, MICE, and wellness tourism, aimed at expanding visibility and accessibility, particularly in Tier 2 and 3 cities. This alliance leverages EaseMyTrip's extensive digital reach and customer base to expand Sabah's visibility and accessibility in the Indian market, supporting EaseMyTrip's goal of diversifying its international portfolio and driving incremental bookings through targeted marketing and enhanced travel experiences.

**Spiritual Tourism Boost: EasyDarshan Partners with Ayodhya Development Authority**

Through EasyDarshan, EaseMyTrip partnered with the Ayodhya Development Authority to launch the Theerth Yatri Sewa Booth and expand homestay infrastructure to meet rising accommodation demand. With Ayodhya attracting over 5 million pilgrims in 2023 and expected to maintain this momentum, the initiative strengthens EaseMyTrip's presence in spiritual tourism while promoting affordable, community-led travel experiences.

**EaseMyTrip Launches 'Holi-Day Travel Sale'**

EaseMyTrip's 'Holi-Day Travel Sale' from February 28 to March 5, 2025, offered discounts up to INR 10,000 on flights, hotels, buses, cabs, and holiday packages to boost festive travel demand. The sale featured

partnerships with major airlines and hotel brands, plus extra perks through collaborations with JioSaavn, Nasher Miles, and EazyDiner, reinforcing EaseMyTrip's focus on value and customer engagement.

**EaseMyTrip Rolls Out 'Swipe Right Travel Sale'**

Launched the 'Swipe Right Travel Sale' to mark the month of love, offering attractive discounts across flights, hotels, cabs, buses, and holiday packages. Partnering with leading airlines and top hotel brands, the sale also featured exclusive perks through collaborations with Arista Vault, Frido, and EazyDiner. The campaign featured curated romantic getaways and limited-time offers, further strengthening EaseMyTrip's festival-led engagement strategy.

**EaseMyTrip growth continues; GMV stood at INR 8,691.6 Cr for FY25**  
**Hotels and Holidays grew at 189% YoY in Q4 FY25**

**New Delhi, May, 2025:** Easy Trip Planners ([BSE: 543272](#) | [NSE: EASEMYTRIP](#)), announced its Q4 and FY25 audited financial results. The company provides a wide range of travel-related products and services, catering to both domestic and international travellers. With innovative tools and comprehensive information, it empowers customers to seamlessly research, plan, and book their travel needs. Expanding beyond air travel, the company offers services in hotels, holidays, and bus/train/cab/cruise/charter bookings along with other ancillary services, further enhancing its global presence while continuing to serve millions of satisfied customers.

**Q4 FY25 Performance Highlights:**

- Hotel nights bookings were 2.8 Lacs, an increase of 101.3% y-o-y, contributing 15.5% to the GBR
- Bookings in the Train, Buses and Others segment rose by 31.9% Y-o-Y to 3.8 Lacs, contributing 2.2% to the GBR
- Dubai operations recorded Gross Booking Revenue of INR 231.7 Cr, reflecting a 266.4% Y-o-Y increase from INR 63.2 Cr.
- Gross Booking Revenue of INR 2,192.7 Cr
- EBITDA of INR 17.3 Cr, a margin of 12.1%
- Total Comprehensive Income of INR 18.5 Cr

**FY25 Performance Highlights:**

- Hotel nights bookings were 9.3 Lacs, an increase of 80.6% y-o-y and contributing 11.9% to the GBR
- Bookings in the Train, Buses and Others segment rose by 25.5% y-o-y to 13.0 Lacs, contributing 2.0% to the GBR

- Dubai operations recorded Gross Booking Revenue of Rs. 701.4 Cr compared to Rs. 205.0 Cr in FY24, representing a Y-o-Y increase of 242.2%
- Gross Booking Revenue of INR 8,691.6 Cr
- EBITDA of INR 161.2 Cr, a margin of 26.7%
- Total Comprehensive Income of INR 117.1 Cr

**Commenting the results, Nishant Pitti, Chairman & Founder of Easy Trip Planners, said:**

“For the quarter ended 31 March, Gross Booking Revenue was INR 2,192.7 Cr, with EBITDA at INR 17.3 Cr and a margin of 12.1%. Total Comprehensive Income was INR 18.5 Cr. The Hotels segment remained a key growth driver, with total hotel night bookings at 2.8 lakh, registering a year-on-year increase of 101.3%. The Trains, Buses & Others segment also witnessed a traction, with bookings growing by 31.9% to 3.6 lakh, in line with our strategy to build a well-diversified travel portfolio.

For the full year, Gross Booking Revenue was INR 8,691.6 Cr, with EBITDA at INR 161.2 Cr and a margin of 26.7%. Total Income Comprehensive was INR 117.1 Cr. Total Hotel night bookings at 9.3 lakh, registering a year-on-year increase of 80.6%. The Trains, Buses & Others bookings grew by 25.5% to 13.0 lakh.

In Q4FY25, Dubai operations have recorded significant growth, with Gross Booking Revenue reaching INR 231.7 Cr in Q4FY25, reflecting a 266.4% year-on-year increase from INR 63.2 Cr in Q4FY24. For the full year FY25, Dubai operations recorded GBR of Rs. 701.4 Cr compared to Rs. 205.0 Cr in FY24, representing a year-on-year increase of 242.2%. This performance underscores the Company’s ability to capitalize on international market opportunities, particularly in Dubai.

We made meaningful progress on several strategic initiatives aimed at strengthening our market presence and broadening our portfolio. We expanded our global footprint by incorporating wholly owned subsidiaries in Brazil and Saudi Arabia and deepened our presence in the Middle East through additional investments in our UAE-based entities, EMT Tours and EMT Holiday. We also enhanced our U.S. operations with further investments in EaseMyTrip USA.

We also continued to strengthen our offline presence with the opening of our 25th franchise store in Mangalore. New verticals such as EasyVijay for battlefield tourism and EasyDarshan for spiritual travel were extended to build differentiated offerings. Through YoloBus and Easy Green Mobility, we secured Madhya Pradesh’s first inter-city electric bus tender, furthering our sustainable transport agenda.

We continued to build strategic collaborations to support our outbound travel growth. During the quarter, we signed MoU with the Korea Tourism Organization, Tourism New Zealand, and the Sabah Tourism Board. These partnerships focus on joint campaigns, curated itineraries, and deeper outreach in Tier-2 and Tier-3 cities.

As we conclude FY25, we remain focused on driving profitable growth by scaling differentiated verticals such as EasyVijay and EasyDarshan, while continuing to strengthen our presence across key domestic



and international markets. With growing momentum in hotels, rising contribution from non-air segments, and deeper global and offline expansion, we are well-positioned to capture emerging travel demand, enhance customer engagement, and deliver long-term value for all stakeholders.”

Q4 and FY25 Consolidated Performance Highlights:

Consolidated (INR Cr)	Q4 FY25	Q4 FY24	Q3 FY25	FY25	FY24
Revenue from Operations	139.5	164.0	150.6	587.3	590.6
Total Income	143.3	1,72.6	153.8	603.2	609.1
EBITDA	17.3	57.7	51.0	161.2	228.2
EBITDA Margin%	12.1%	33.4%	33.2%	26.7%	37.5%
PBT	12.3	(17.4)	46.2	142.9	142.6
PBT Margin%	8.6%	31.9%	30.1%	23.7%	35.3%
Total Comprehensive Income	18.5	(14.7)	35.2	117.1	103.2

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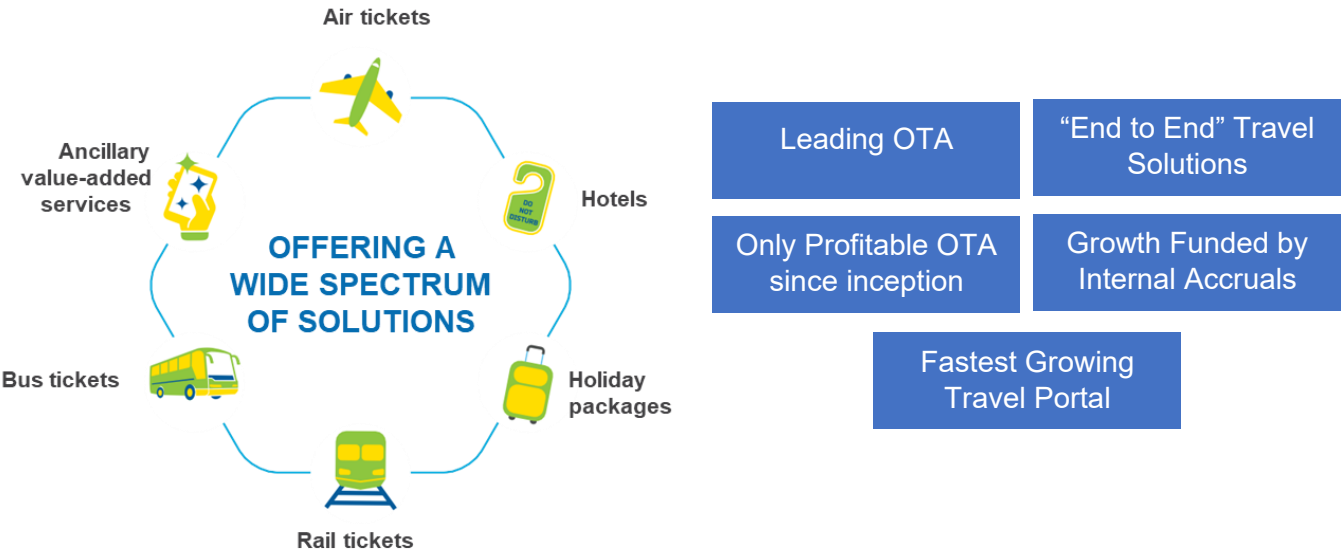
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EaseMyTrip: A trailblazer in the OTA space



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

