

May 30, 2025

BSE Ltd. P J Towers, Dalal Street, Fort Mumbai – 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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Subject: Investor Presentation

Dear Sir/Madam,

Pursuant to Regulation 30 of the Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015 (“Listing Regulations”), please find enclosed the presentation made to the investors on the audited standalone and consolidated financial results of the Company for the quarter and year ended 31st March, 2025.

The audio recording and transcript of the Investors Conference will be uploaded on the website of the Company (<https://www.easemytrip.com/investor-relations.html>) and the Stock Exchanges, as prescribed under the Listing Regulations.

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 above information on record.

Thanking you,

Yours truly,

For Easy Trip Planners Limited

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

Easy Trip Planners Ltd.

Registered office : Building No. - 223, Patparganj Industrial Area, New Delhi - 110092 (India)

Phone : +91 - 11 43030303, 43131313 | E-mail : Care@easemytrip.com | Web: www.EaseMyTrip.com | CIN No. L63090DL2008PLC179041



Incredible India
Approved by Ministry of Tourism
Government of India





Q4 and FY2025

Investor Presentation

May 2025

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EaseMyTrip At a Glance

Leading OTA

Founded in 2008, EaseMyTrip is a Leading Online Travel Platform in India



Global Footprint

Continues to strengthen its global network with offices in strategic markets and new product verticals



Growth Funded by Internal Accruals

Growth driven by internal accruals, backed by strong cash flows and operational efficiency



Only Profitable OTA since inception

Consistently profitable, including during COVID. **FY25 EBITDA: INR 1,612.2 Million**



Most Efficient OTA in India

Highest **EBITDA margin** in India



One Stop Travel Ecosystem

Offers flights, hotels, holiday packages, rail, bus, cab, charter, visa assistance & ancillary services





EaseMyTrip At a Glance

30 Mn+

Premium Userbase



400+

International
& Domestic
Airlines

2.9 Mn

Hotel Listings



72K+

Registered
Travel Agents



25

Franchise
stores



10

Countries



1,706

Employees



94%

Repeat Transactions





Key Performance Highlights

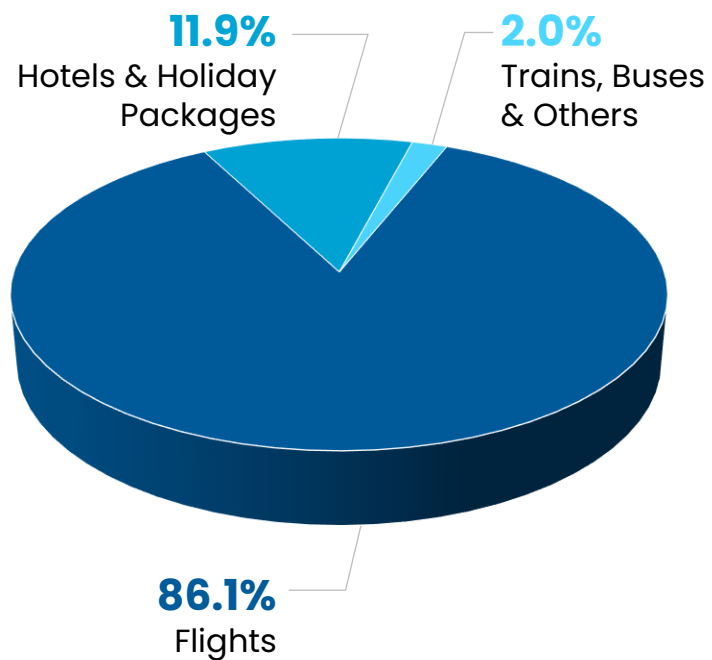
Q4 and FY25 Consolidated Financial Snapshot (YoY)

Gross Booking Revenue	Revenue from Operations	EBITDA	PAT*
Q4 FY25 INR 21,926.5 Mn	Q4 FY25 INR 1,394.8 Mn	Q4 FY25 INR 173.0 Mn	Q4 FY25 INR 185.3 Mn
FY25 INR 86,916.1 Mn	FY25 INR 5,873.2 Mn	FY25 INR 1,612.2 Mn	FY25 INR 1,171.0 Mn

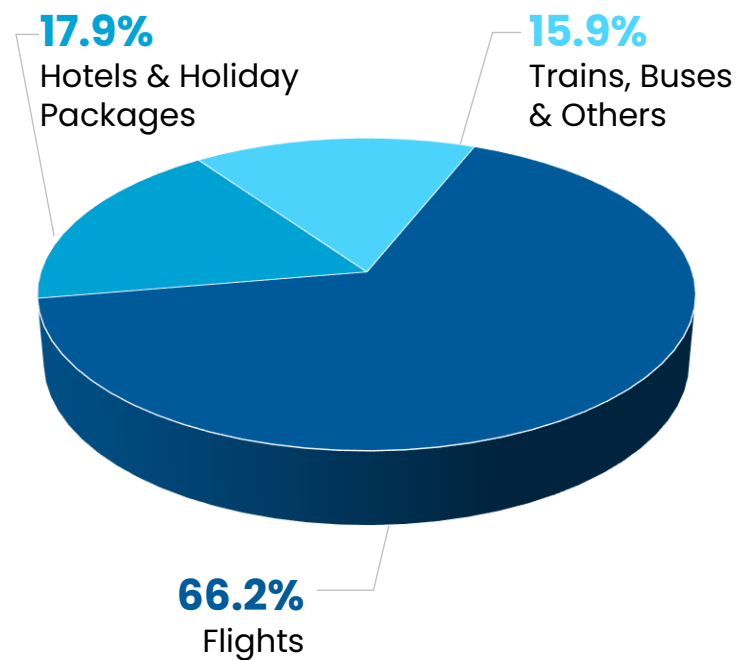
*Total Comprehensive Income



GBR



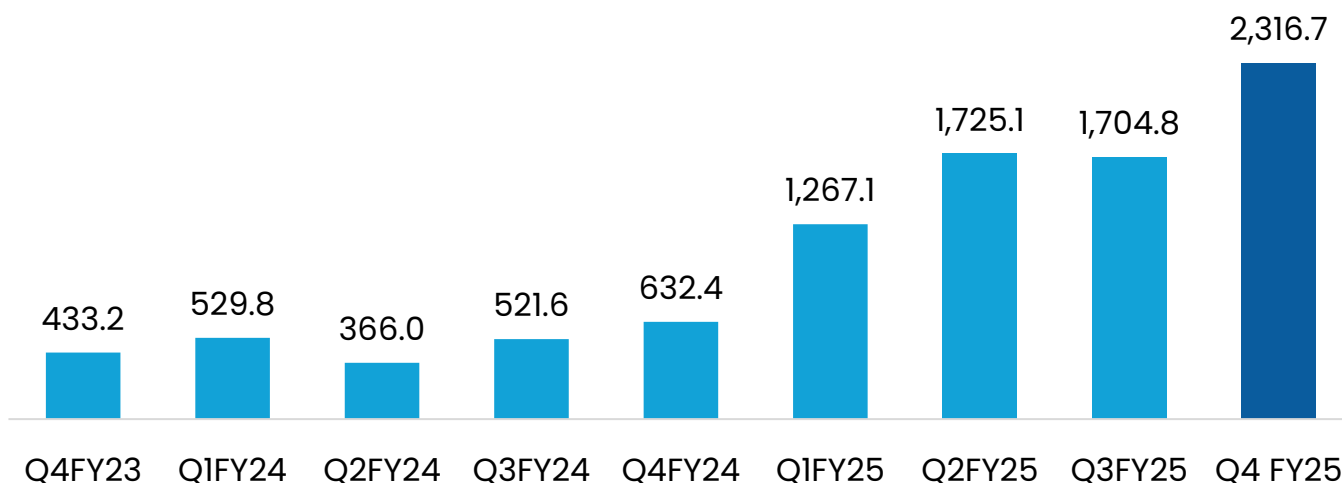
Revenue From Operations





Dubai Business on a Strong Growth Trajectory

➤ Strong Momentum in Dubai Operations



FY25 Rs. 7,014 Mn



FY24 Rs. 2,050 Mn

242.2% YoY

- ✓ In Q4 FY25, the Dubai operations recorded GBR of Rs. 2,316.7 million compared to Rs. 632.4 million in the corresponding quarter of the previous year, representing a year-on-year increase of 266.4%, supported by continued traction in international travel and operational scale-up
- ✓ For the full year FY25, the Dubai operations recorded GBR of Rs. 7,014 million compared to Rs. 2,050 million in FY24, representing a year-on-year increase of 242.2%

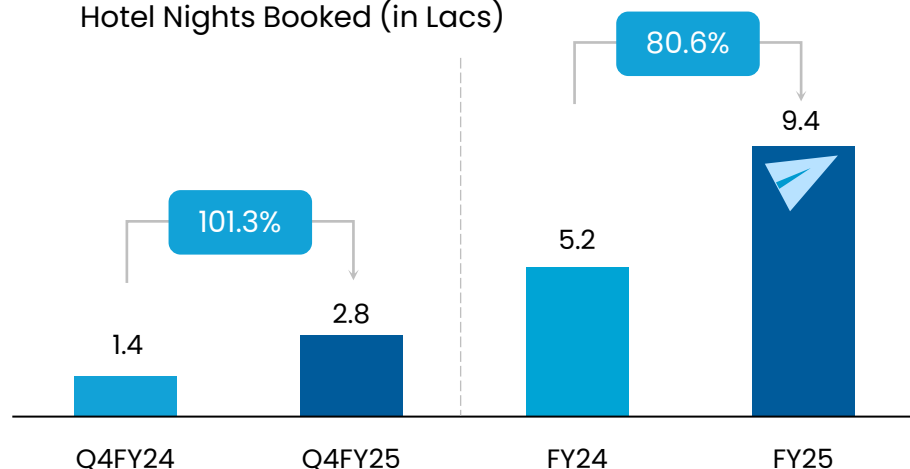




Non-Air Business Growing Leaps and Bounds

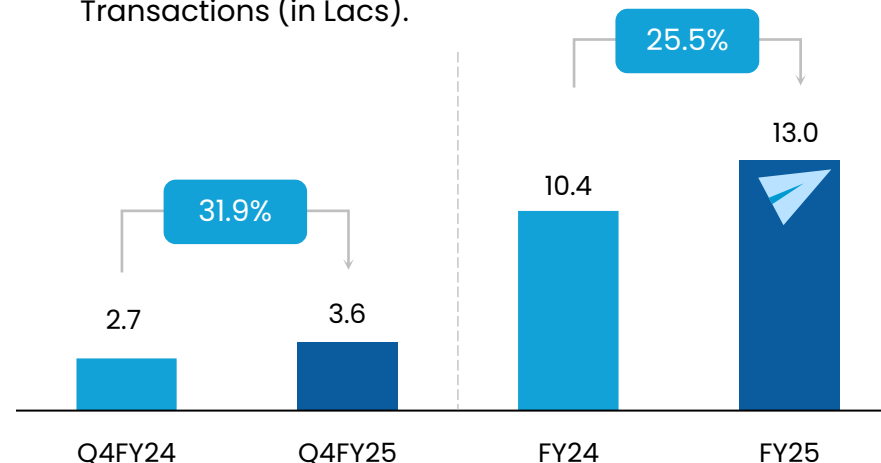
Hotels and Holiday Packages

Hotel Nights Booked (in Lacs)



Trains, Buses and Others

Transactions (in Lacs).



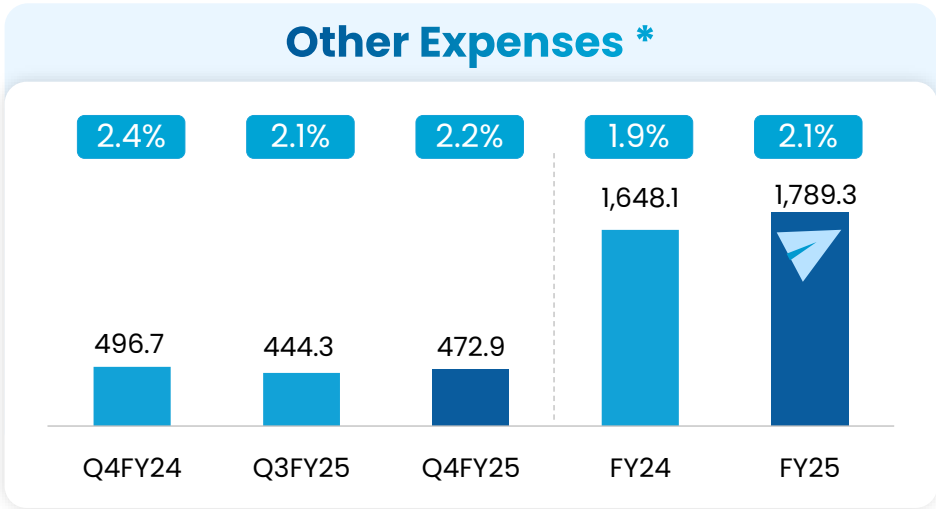
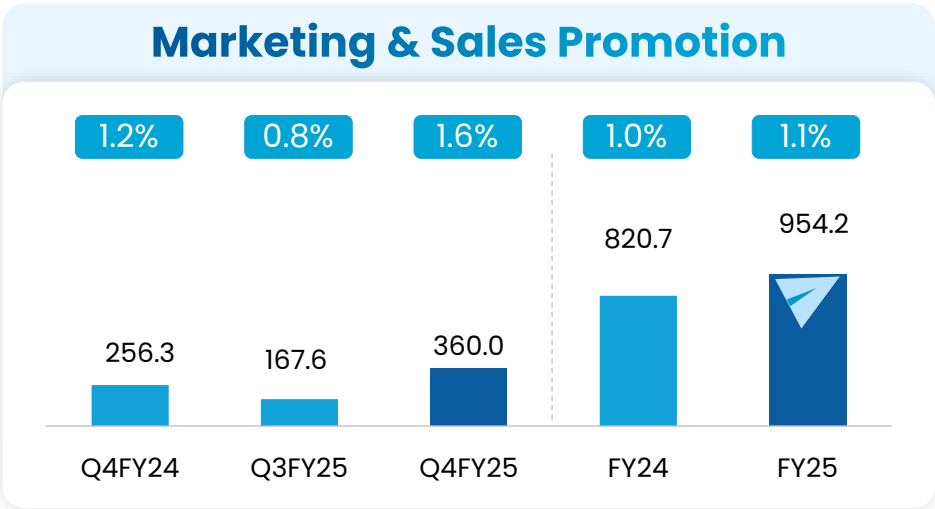
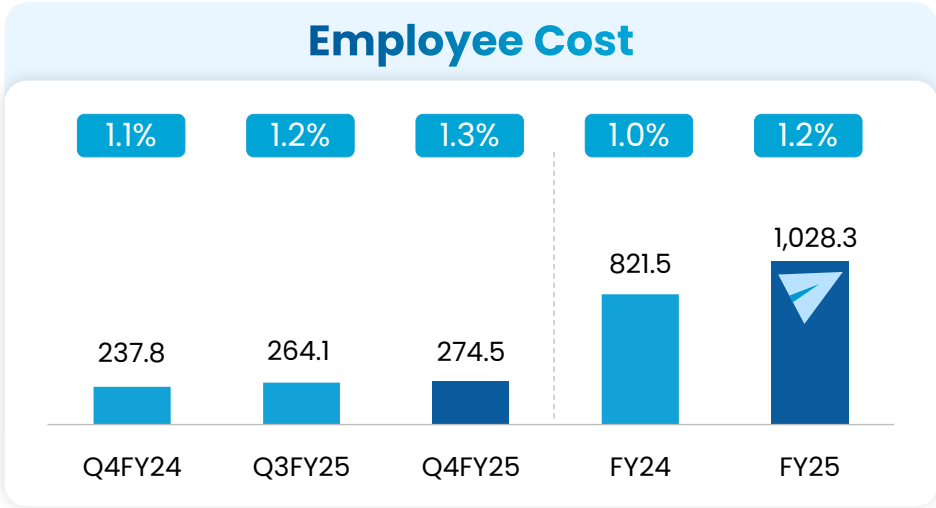
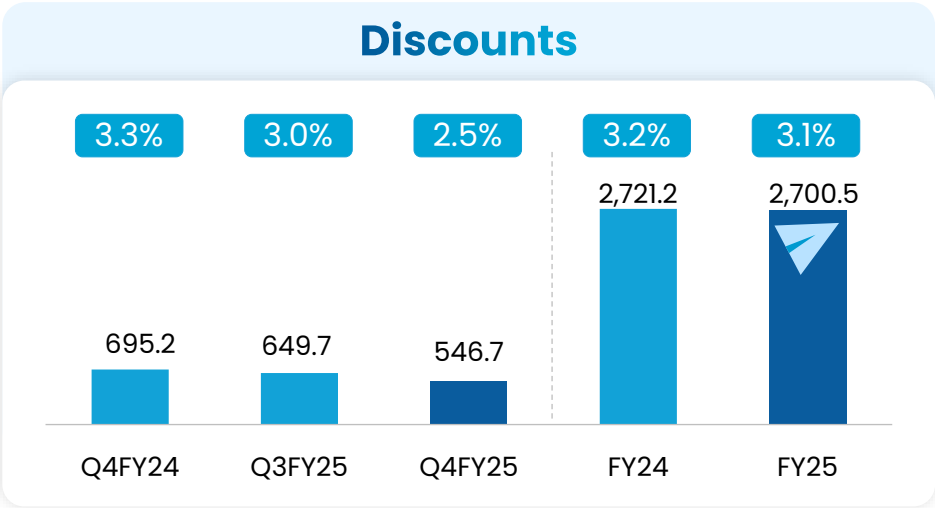
- ✓ In Q4 FY25, hotel and holiday package bookings grew by 101% year-on-year, rising from 1.4 lacs to 2.8 lacs. For the full year FY25, bookings increased by 81%, reaching 9.4 lacs compared to 5.2 lacs in FY24
- ✓ The Trains, Buses, and Others segment recorded a 32% year-on-year growth in Q4 FY25, with bookings increasing from 2.7 lacs to 3.6 lacs. For FY25, bookings rose by 26%, reaching 13.0 lacs compared to 10.4 lacs in FY24





Focused Operational Efficiency for Sustained Performance

% of Gross Booking Revenue



* Other Expenses includes Other expenses and Payment Gateway Charges



Financial Performance Summary

Particulars (INR in Mn)	Q4FY25		Q4FY24		Q3FY25		FY2025		FY2024	
Gross Booking Revenue (GBR)	21,926.5		20,900.0		21,488.6		86,916.1		85,126.1	
Revenue/Income	Amount	% of GBR	Amount	% of GBR	Amount	% of GBR	Amount	% of GBR	Amount	% of GBR
A. Revenue From Operation (As Per Financials)	1,394.8	6.4%	1,640.4	7.8%	1,505.7	7.0%	5,873.2	6.8%	5,905.8	6.9%
B. Discounts To Customers	546.7	2.5%	695.2	3.3%	649.7	3.0%	2,700.5	3.1%	2,721.2	3.2%
C. Less: Service Cost	(141.2)	(0.6)%	(150.4)	(0.7)%	(142.5)	(0.7)%	(615.7)	(0.7)%	(496.3)	(0.6)%
Adjusted Revenue	1,800.3	8.2%	2,185.3	10.5%	2,012.9	9.4%	7,958.1	9.2%	8,130.7	9.6%
Other Income	37.9		85.2		32.5		159.3		185.0	
Adjusted Income	1,838.2	8.4%	2,270.4	10.9%	2,045.3	9.5%	8,117.3	9.3%	8,315.8	9.8%
Total Expense										
Discounts To Customers	546.7	2.5%	695.2	3.3%	649.7	3.0%	2,700.5	3.1%	2,721.2	3.2%
Cost Of Material Consumed	11.1	0.1%	7.7	0.0%	9.2	0.0%	32.9	0.0%	22.4	0.0%
Employee Expenses	274.5	1.3%	237.8	1.1%	264.1	1.2%	1,028.3	1.2%	821.5	1.0%
Marketing And Sales Promotion	360.0	1.6%	256.3	1.2%	167.6	0.8%	954.2	1.1%	820.7	1.0%
Payment Gateway Charges	151.7	0.7%	147.9	0.7%	154.6	0.7%	611.3	0.7%	562.1	0.7%
Other Expenses	321.2	1.5%	348.7	1.7%	289.7	1.3%	1,177.9	1.4%	1,086.0	1.3%
Finance Cost	15.3	0.1%	11.3	0.1%	16.6	0.1%	57.7	0.1%	59.7	0.1%
Depreciation	34.5	0.2%	14.7	0.1%	31.5	0.1%	124.7	0.1%	71.6	0.1%
Total Expense	1,714.9	7.8%	1,719.7	8.2%	1,583.1	7.4%	6,687.5	7.7%	6,165.2	7.2%
PBT	123.3	0.6%	550.7	2.6%	462.3	2.2%	1,429.8	1.6%	2,150.6	2.5%
Tax	(15.7)		159.5		122.0		343.26		573.9	
Exceptional Items	-		724.3		-		-		724.3	
Tax Benefit on Exceptional Items	-		(182.3)		-		-		(182.3)	
Profit After Tax (PAT)	139.0	0.6%	(150.8)	(0.7)%	340.3	1.6%	1,086.6	1.3%	1034.7	1.2%
Other Comprehensive Income	46.3		3.9		11.7		84.4		(3.0)	
Total Comprehensive Income for the year	185.3	0.8%	(146.8)	(0.7)%	352.0	1.6%	1,171.0	1.3%	1031.7	1.2%
EPS	0.04		(0.04)		0.09		0.30		0.29	



One-Stop Travel Ecosystem



18 Million +
App Downloads



16+
Years of Experience



81%
Customer Satisfaction Score



99%
Booking Success Rate



2.88%
Look-To-Book Ratio



30 Million +
Registered Users



59%
Net Promoter Score

Expanding Reach with Tri-channel Distribution





Innovating Travel for Millions



Comprehensive Travel Services

Flights, Hotels & Holidays

Easy, competitive & flexible bookings

Train and Bus Bookings

Seamless Booking with a wide range of options

Charter and Cruise Services

Last mile connectivity, professional services, timely pick-up & drop-off

Activities

Provides an extensive array of fun & adventure activities

Others

Cruise & Charter packages and value-added services like travel insurance, visa etc.



Innovation & Cost Efficiency

WhatsApp Bookings

Book flights instantly via chat

AI Chatbot

Handles customer queries related to new bookings, refunds, rescheduling, invoices etc.

Book at INR 0

Book hotels seamlessly with zero upfront cost and pay later onsite

Lock Price

Lock Price & Pay Later for up to 48 hours on flight bookings



Technology & Business Solutions

ONDC Integration

Expanding MSME & OTA reach

EMTDESK

An all-in-one platform tailored to transform corporate travel, addressing the unique requirements of corporate clients.

EMTMATE

Empowering agents & agencies to boost their business growth exponentially



Sustainability & Future Growth

Carbon Footprints

Partnered with BNZ Green to enable real-time carbon footprint tracking and blockchain-powered carbon offset for eco-conscious travel

Non-Air Segments

Focus on expanding its product portfolio, particularly in the hotel and holiday packages segment which offers higher profit margins

EMT Foundation

Contributes to environmental sustainability, protection of national heritage, upliftment of Girl Education, animal welfare, Sports persons' training etc.





What We Stand For

Innovation

Dedicated in-house technology that is focused on developing a secure, advanced, and scalable technology infrastructure and software to enable a quick response time and ensure efficient services.

Integrity

By adopting the highest standards of transparency, accountability and corporate governance

Teamwork

By fostering collaborative synergy to achieve collective success



Excellence

Through leadership, technology and employee training with a strategic focus on delivering exceptional service exceeding customer expectations and setting industry benchmarks

Customer Centricity

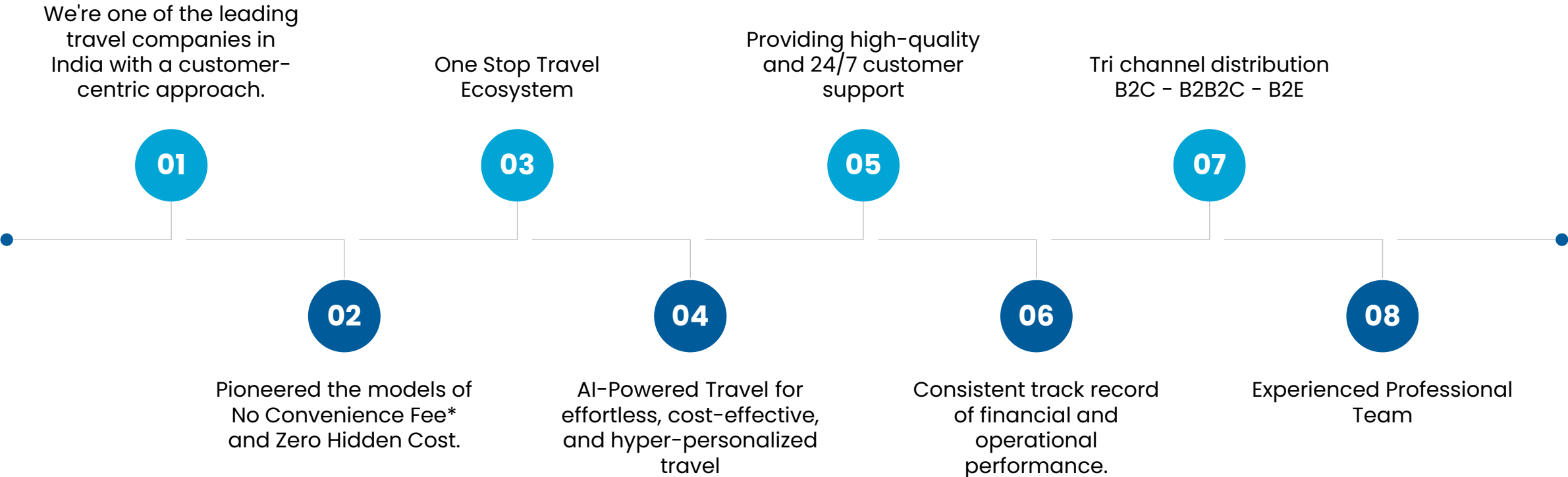
By offering innovative and convenient One Stop Travel Ecosystem to enrich travel experiences

Sustainability

Is a vital component of our business operations and travel choices for fostering a sustainable future

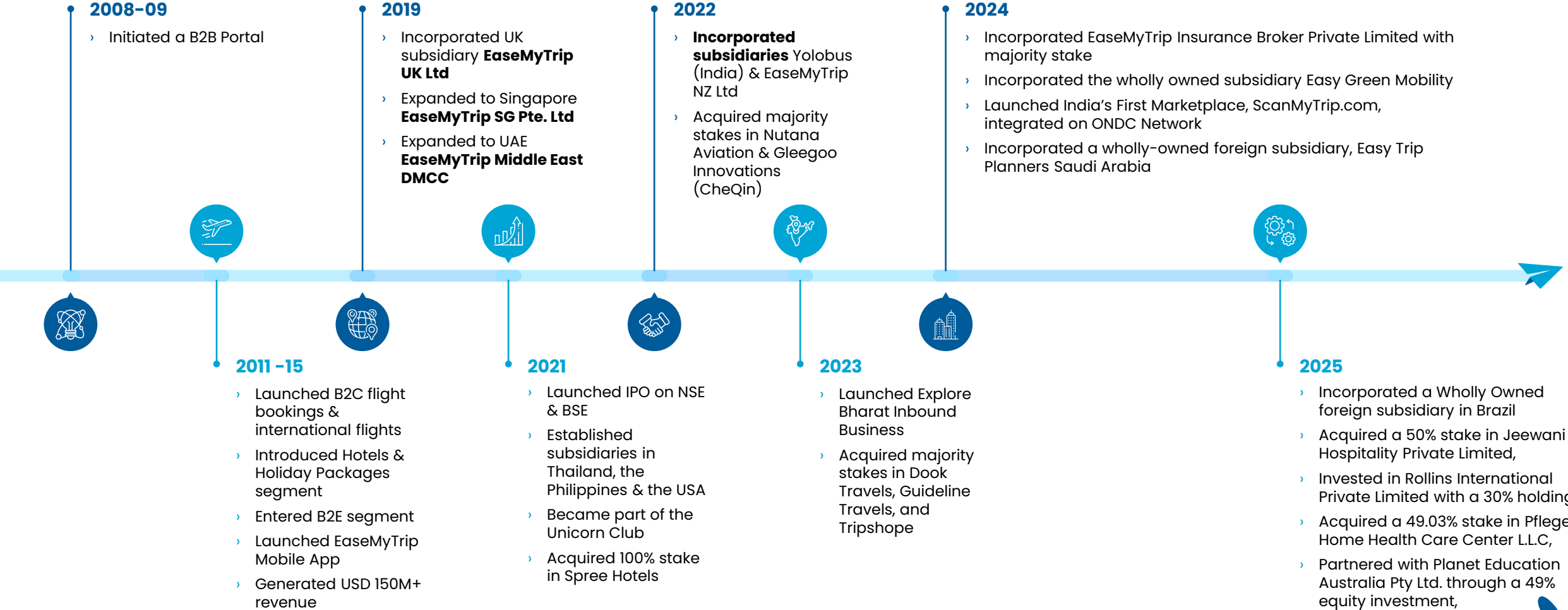


Our Unrivalled Strengths





Journey of Excellence





Our Global and Domestic Footprints

Focus on strategically expanding our domestic and global footprint



Initial growth

- Founded by the Pitti brothers as a B2B2C platform for flight bookings, without external funding
- Entered direct-to-consumer (B2C) through website and mobile app in 2011 and corporate travel (B2E) by 2013
- Built an in-house technology platform from day one to support seamless and automated booking operations
- Introduced zero-convenience-fee and full-refund policy to attract value-conscious customers
- Rapidly grew product mix to include hotels, holiday packages, rail and bus tickets, becoming a complete travel platform

Expansion

- Positioned as a comprehensive full-service travel platform offering flights, hotels, holiday packages, rail, bus, cab, charter and activities
- Built a differentiated hotels portfolio combining direct contracts and supplier partnerships, alongside flexible holiday packages that enable online customization or offline seller interaction
- Expanded nationwide franchise and travel agent network, earning industry recognition such as the Travel & Tourism Awards 2017, enhancing brand visibility
- Started operations in UAE, UK, Thailand and USA markets to tap outbound those markets
- Acquired travel-tech assets including YoloBus (intercity bus platform), a B2B hotel marketplace, and Spree Hotels to broaden service verticals
- Launched India's First Marketplace, ScanMyTrip.com, integrated on ONDC Network and introduced charter services to broaden customer offerings
- Introduced various features using AI to offer customers hassle free travel

Scale-up

- With the robust product offering, expanding the hotel and holiday segments through cross-selling initiatives, and personalized offerings, leveraging data and customer insights
- Scaling operations by expanding international offices, subsidiaries and introducing new product verticals tailored to each regional market to drive deeper penetration and localization
- Driving growth across all subsidiaries by enhancing operational efficiency, fostering innovation, and identifying synergistic opportunities within the group ecosystem
- Entered the electric bus segment with Easy Green Mobility



AI-Powered Travel

Smart, Seamless, Personalized

- 01

Personalized Engagement
AI-driven recommendations based on customer behavior
- 02

AI-Powered Support
Chatbots handle bookings, cancellations and queries instantly
- 03

Smart Voice Recognition Technology
Powered by AI and ML, to simplify bookings for flights & accommodations

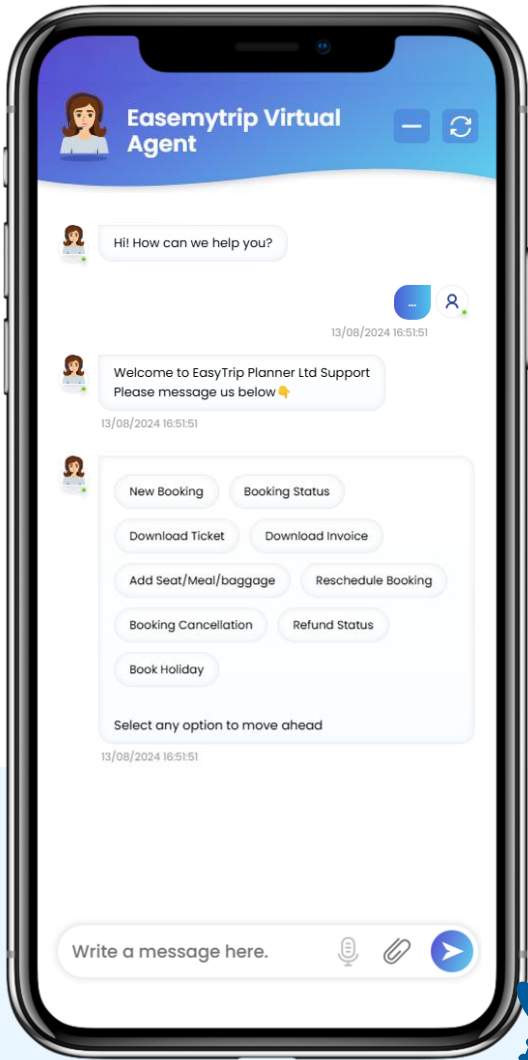
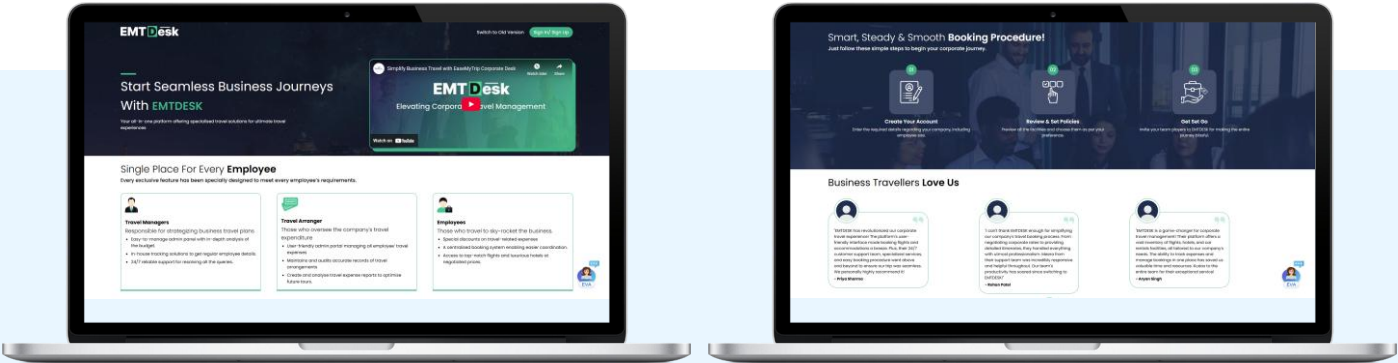
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Corporate AI Solutions
EMT Desk automates expense tracking & travel policies
- 05

AI-Enhanced Marketing
Smart campaigns boost customer engagement & revenue
- 06

AI-Driven Dynamic Pricing
Dynamic pricing optimizes travel revenue via demand and competitor analysis.

AI at EaseMyTrip is about making travel effortless, cost-effective, and hyper-personalized



Ancillary Value-Added Services

- ✓ Travel Insurance
- ✓ Visa Processing
- ✓ Tickets for Activities & Attractions
- ✓ Flight Check-In
- ✓ Travel Guides



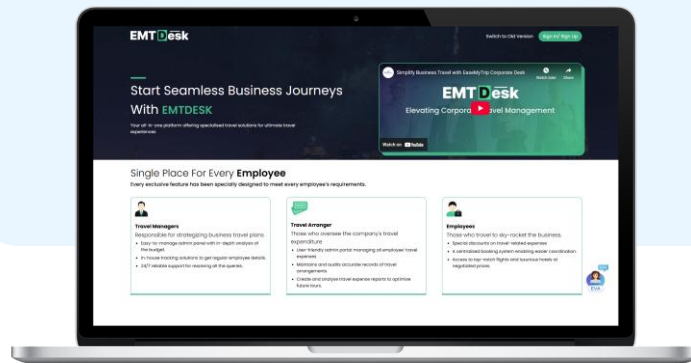


Corporate, MICE and B2B Travel Solutions

EMTDesk

Strengthening Corporate Travel Offerings

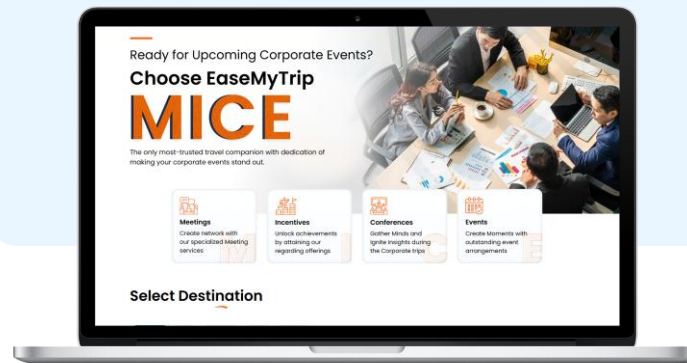
- ✓ Automated Travel & Expense Management
- ✓ Customizable Policies & Approvals
- ✓ Exclusive Corporate Fares & Cost Optimization
- ✓ Multi-Mode Integration
- ✓ Dedicated 24/7 Corporate Support



EaseMyTrip For MICE

Tapping into the Corporate Events Market

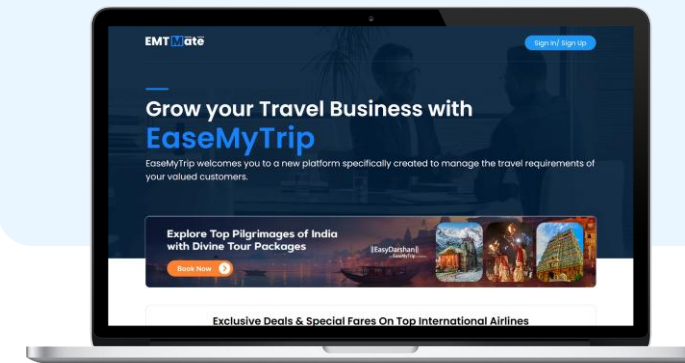
- ✓ Meetings & Conferences
- ✓ Reward programs for employees, partners, and clients
- ✓ Corporate Exhibitions & Large-Scale Events
- ✓ Flights, hotels, transport, and visa assistance under one platform

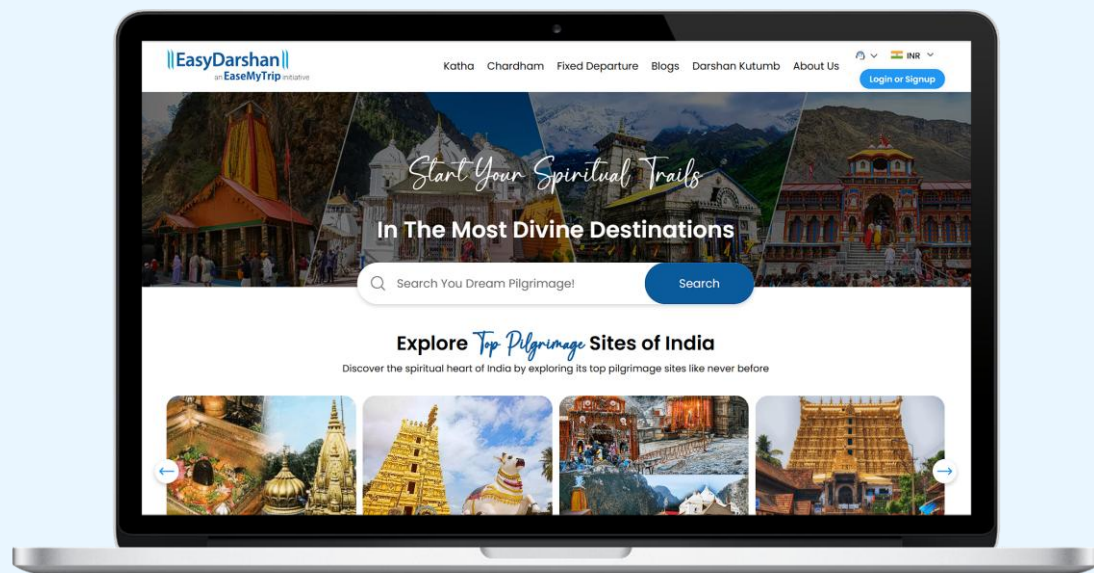


EMTMate

Empowering agents & agencies to boost their business growth exponentially

- ✓ Best Commission Structure
- ✓ Wide Range of Offerings
- ✓ Dedicated 24/7 Support Center
- ✓ Live Training

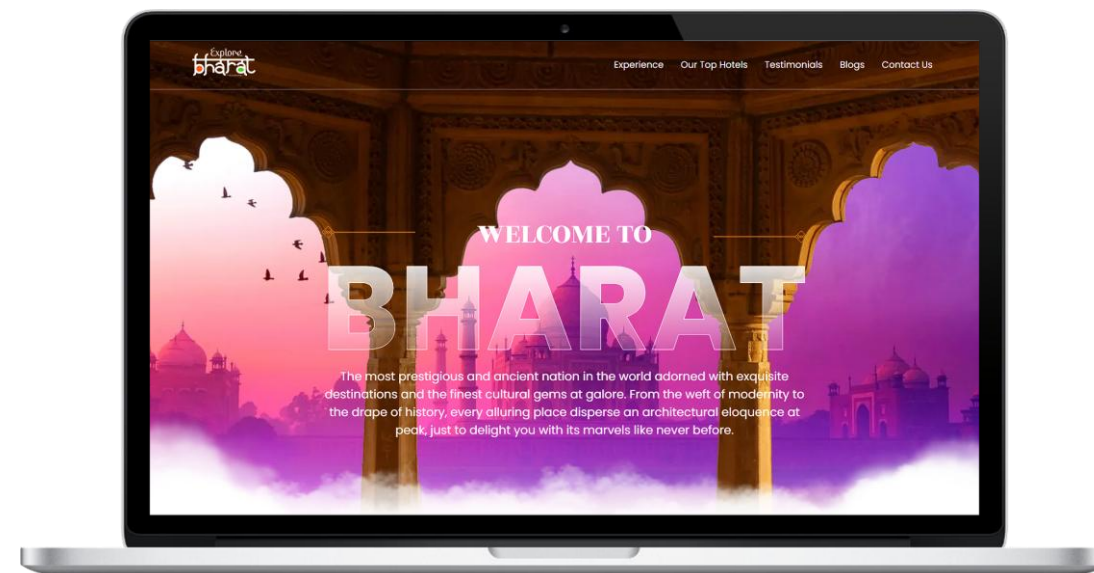




Spiritual Tour Packages

Start Journey to Enlightenment With **Most Sought Tours**

- ✓ Instant Bookings
- ✓ Personalised Experience
- ✓ Reasonable Prices
- ✓ Guided Tours
- ✓ 24/7 Customer Support



Indian Experience

- ✓ The Explore Bharat initiative by EaseMyTrip aims to boost inbound tourism by promoting the rich cultural, historical, and natural diversity of India
- ✓ Enables travelers to immerse themselves in the vibrant heart of India with itineraries encompassing prominent shows, cultural events, thrilling activities, invigorating cruises, and more



New Offerings for Hassle Free Travel



Free Flight Cancellation



Free Cancellation for Any Reason

Instant refund of approx ₹ 5,323 on cancellations 24 hrs before departure. [Check T&Cs](#)

₹1176 ₹706



Free Date Change



Free Date Change

Modify your travel dates before 24 Hrs of departure, absolutely free of charge. [Check T&Cs](#)

₹910 ₹546



EaseFly

Free Cancellation & Date Change



EaseFly (Free Cancellation + Free Date Change)

Enjoy instant refunds on canceled flights or change your travel date for free. [Check T&Cs](#)

₹1443 ₹866



Lock Price Now & Pay Later

For up to 48 hours



Step 1

Choose "Price Lock" Option

While booking flights, select the "Price Lock" option on eligible fares.



Book Favorite Hotels

@ **INR 0** and pay later



Smarter Way to Book Hotels

[Book Now](#)





Strategic Acquisitions: Spree Hospitality (1/2)



- ✓ Spree boasts a debt-free, cash surplus and an asset-light portfolio- a rarity in the hospitality sector
- ✓ Spree proudly serves over a million satisfied customers through its portfolio of 48 properties and 2,084 keys, including hotels, resorts, clubhouses, and guest houses across India. Additionally, approximately 15 more properties have been signed and are slated to begin operations soon
- ✓ Spree aims to expand its footprint to 200 properties over the next five years, positioning itself as one of the leading names in the Indian hospitality sector
- ✓ The acquisition has introduced a new revenue stream and accelerated EaseMyTrip's growth trajectory growth



Spree Hospitality, a 2084 room-keys hospitality management company

Founded in 2010, Spree Hotels (www.spreehotels.com) launched its first property in 2011 and has since mastered the art of managing mid-market hotels across India. By delivering a high degree of standardization, Spree ensures consistently high guest satisfaction, earning numerous accolades from booking platforms. Its diversified portfolio spans hotels, corporate guest homes, and residential clubs

Spree operates properties across key cities including Bengaluru, Mumbai, Pune, Chennai, Goa, Hyderabad, Dehradun, Coimbatore, Rajkot, Surat, Shirdi, Thrissur, Bhopal, Gangtok, Kolhapur, and Meerut, among others

The brand recorded a remarkable Net Promoter Score (NPS) of 85 over the past year and maintains an average channel rating of 4.5. With revenues growing sixfold in the last three years, Spree continues to demonstrate a strong growth trajectory and operational excellence..



Hotels



By Spree Hotels



Resorts



Strategic Acquisitions: YoloBus (2/2)



YoloBus



Yolo Bus

Volvo A/C Seater (2+2)

Yolo Bus



4.8/5

12 Ratings

Volvo A/C Seater (2+2)

29 Seats Left

Yolo Bus

YoloBus is a next-generation premium intercity mobility platform that combines top-tier amenities with advanced technology to deliver a comfortable, safe, reliable, and affordable travel experience. Operating on an asset-light model in partnership with bus aggregators, YoloBus is transforming intercity travel in India.

With features like luxury coaches, smart fleet operations, aesthetically designed interiors, and tech-enabled services, YoloBus is redefining the way modern India commutes. The platform maintains an impressive annual occupancy rate of over 88% and is equipped with IoT-enabled systems to enhance passenger safety and ensure revenue integrity. Proprietary innovations such as a network planning algorithm, dynamic pricing engine, and an in-house global distribution system (GDS) drive route optimization, yield management, and booking efficiency.

Service Offerings

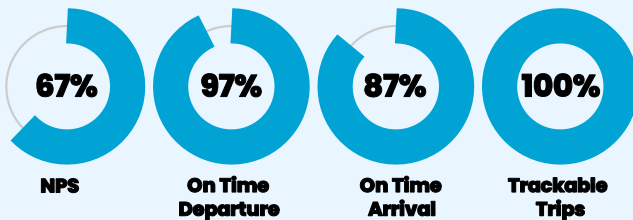
- ✓ The company runs on a mobility template through which it takes care of the operational side of the business including the scheduling of buses, ticketing, customer service, and network planning.
- ✓ YoloBus has helped over 300,000 people reach their destinations across 250 plus routes and connected major tier-1 cities to tier 2 & 3 cities

Opportunity to Enter In Intercity Bus Travel

**USD
15+ Bn**

53 Mn People
Travel Intercity
Via Trains And
Buses Daily,
Growing @ 10%
CAGR

This acquisition added a new revenue stream, and it is a part of EaseMyTrip's effort in aggressively expanding its non-air segment. EaseMyTrip will leverage YoloBus' full-stack technology-enabled platform, its team and data expertise to offer an enhanced and superior bus travel experience.



Strategic Expansion: Launch of Easy Green Mobility Vision with YoloBus at the Wheel

[EaseMyTrip.com](https://www.easemytrip.com) announced venturing into the electric bus manufacturing market through its new subsidiary, Easy Green Mobility. Easy Green Mobility will manufacture EV buses, with YoloBus (another subsidiary of EaseMyTrip) serving as its operating arm. YoloBus aims to redefine intercity bus travel for Indian passengers through unparalleled services. With a network covering over 250 routes across India and having served over 300,000 travelers. Additionally, through YOLO Bus; EaseMyTrip will accelerate nationwide transition to net zero carbon mobility in Buses. By 2027-28 target is to operate 2000+ electric buses across country.

Together in Consortium Easy Green Mobility + YOLO Bus, EaseMyTrip will set a new benchmark for the EV & Mobility industry and solidify its leading position in innovative and sustainable travel solutions.

Key Highlights

- INR 200 Cr investment over 2-3 years for R&D and setting up the manufacturing plant
- Plant capacity to manufacture 4,000-5,000 buses in the initial phase
- Goal to operate 2000+ electric buses by FY2028 through YoloBus
- EV buses to feature advanced tech, long-range batteries, and energy efficiency
- Aligns with FAME, PLI & State EV policies; supporting India's EV mission

EaseMyTrip.com



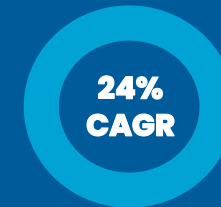
eMTEV



YoloBus

Will Serve as the
operating arm

Market Opportunity



India's EV bus market projected to grow at a CAGR of **24%** during 2024-2030

Projected annual demand: 125,000-150,000 EV buses in a decade.

This expansion will a new revenue stream, and it is a part of EaseMyTrip's effort in aggressively expanding its non-air segment.

EaseMyTrip will leverage YoloBus' full-stack technology-enabled platform, its team and data expertise to offer an enhanced and superior bus travel experience.





India's Digital Revolution: Redefining Travel and Tourism

The online travel market is anticipated to grow significantly, rising from \$12 billion in 2022 to \$60 billion by 2030



Digital Penetration in India

- Current Users: **Approximately 821 million** internet users as of now, with a penetration rate of 55%
- Future Projection: Internet user base is **expected to reach 1 billion by 2025**



E-Commerce Growth

- Around 330 million Indians are online shoppers today, reflecting a 23% penetration rate
- By 2030, this figure is projected to **grow to 500 million shoppers**



Rising Income Levels

- By 2030, India is expected to **gain 140 million middle-income households**
- Additionally, 50 million high-income households are forecasted to emerge in the same period



Next Gen Online Commerce

- By 2030, India will **add 90 million new digitally-driven households**
- The next generation, raised in a liberalized economy, is expected to make online shopping a core part of their lifestyle.



Government Initiatives

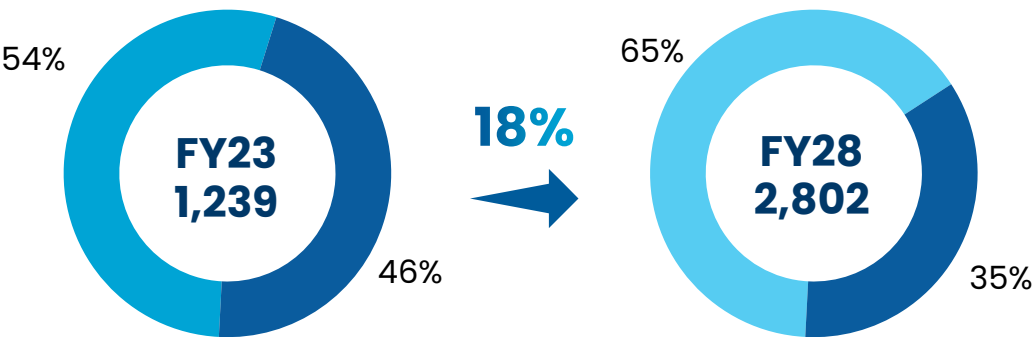
- The Indian government is actively promoting digital transformation through initiatives like the **Digital India program**, which aims to enhance digital infrastructure and expand broadband access nationwide
- The National Digital Tourism Mission has been introduced to digitize the tourism sector, improving services and experiences for travelers



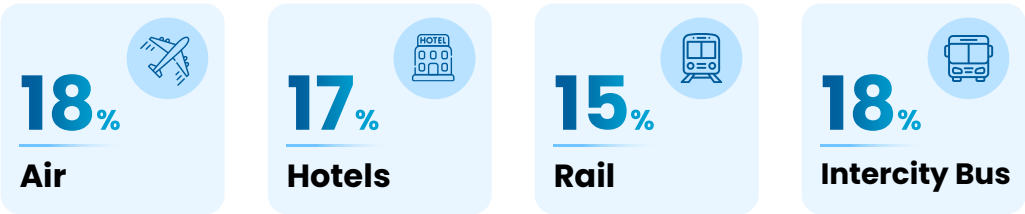
Indian Online and Corporate Travel: OTAs Driving Accelerated Growth

The India online travel market is projected to be valued at USD 19.05 billion in 2025 and is anticipated to grow to USD 31.38 billion by 2030, reflecting a CAGR of 10.5% during the forecast period (2025-2030)

Indian OTA Market Size (INR bn)

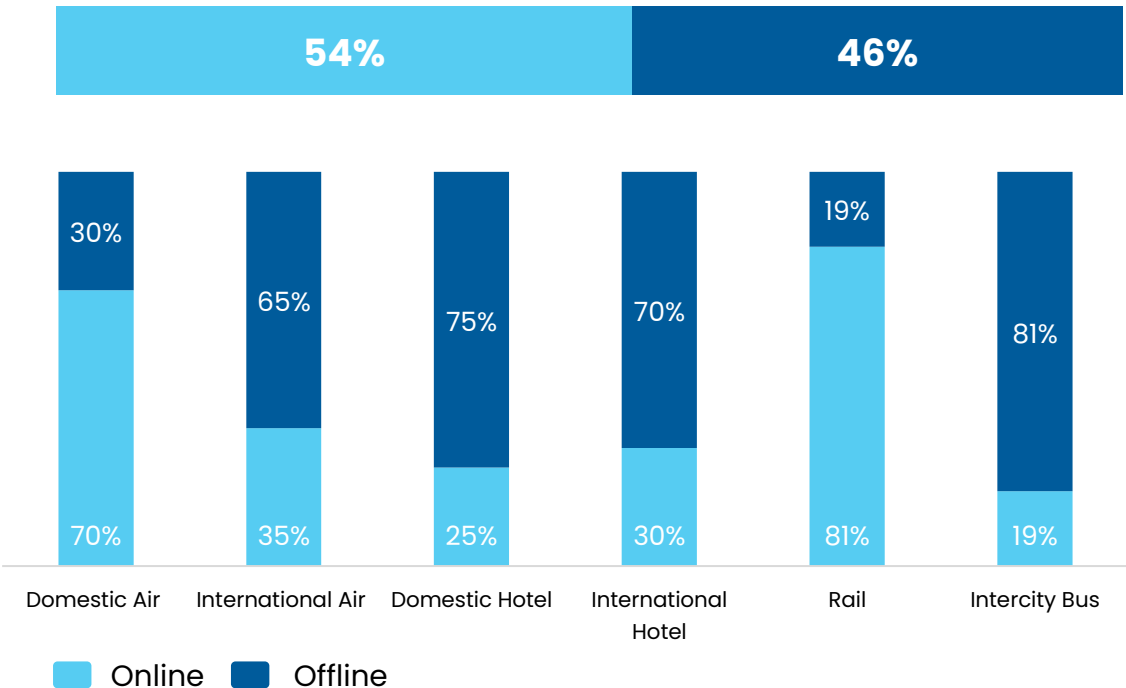


CAGR FY23-28



Indian Travel Market

Overall Travel Market 7,126 INR bn





Board Of Directors



Mr. Rikant Pitti
Co – Founder & CEO

Mr Rikant Pitti combines business acumen with technological expertise. Starting at 16, he laid the groundwork for EaseMyTrip's success. He also serves as Chairman of the CII Delhi State Council.



Mr. Prashant Pitti
Co – Founder & Managing Director

Mr. Prashant Pitti has been instrumental in guiding the company to unicorn status, driven by his deep passion for the industry. Prior to embarking on his entrepreneurial journey, he held positions at Capital One and HSBC Bank in the United States. He holds an undergraduate degree from IIT Madras.



Mr. Nishant Pitti
Co – Founder & Chairman

Mr. Nishant Pitti is the visionary architect of the company's enduring success. He embarked on his entrepreneurial journey at the age of 18, demonstrating remarkable foresight and determination.



Mr. Satya Prakash
Independent Director

Mr. Satya Prakash holds a master's degree in science from IIT, Delhi. He has approximately 39 years of experience in the railways sector.



Mr. Vinod Kumar Tripathi
Independent Director

Mr. Vinod Kumar Tripathi has more than 40 years of experience in the taxation, finance, administration, textiles and wind turbine etc. sectors.



Justice Usha Mehra (Retired)
Independent Director

Ms. Usha Mehra holds a bachelor's degree in law from the Panjab University & has been a member of the Bar Council of Delhi since 1962. She has over 37 years of experience in the legal sector.

Ease My Trip Foundation has been set up to implement the CSR initiatives contributing to environmental sustainability, protection of national heritage, art and culture, health care sector, upliftment of Education of Girls, animal welfare, and training of Sports persons.



EaseMyTrip Foundation has signed an MoU with the Archaeological Survey of India. Through this partnership, EaseMyTrip Foundation is designated as the **Smarak Sārathi** for four of India's prestigious historical monuments under the government's **Adopt a Heritage 2.0** programme

These monuments are **Qutub Minar, Sun Temple, Konark, Agra Fort** and **Western Group of Temples, Khajuraho, Madhya Pradesh**



₹ 20.5 Mn

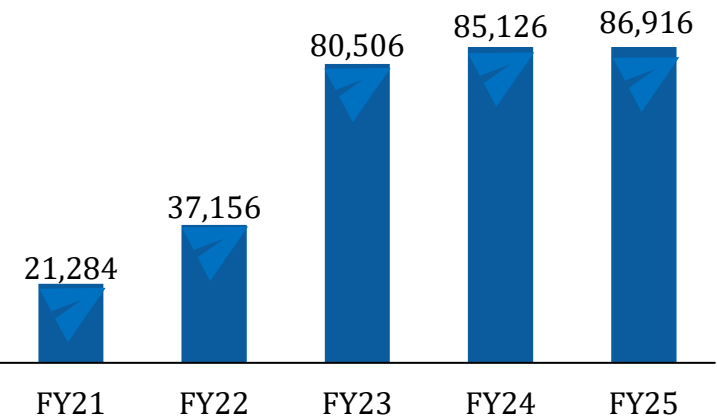
Contributed to supporting environmental sustainability and promoting sports across the country in FY25



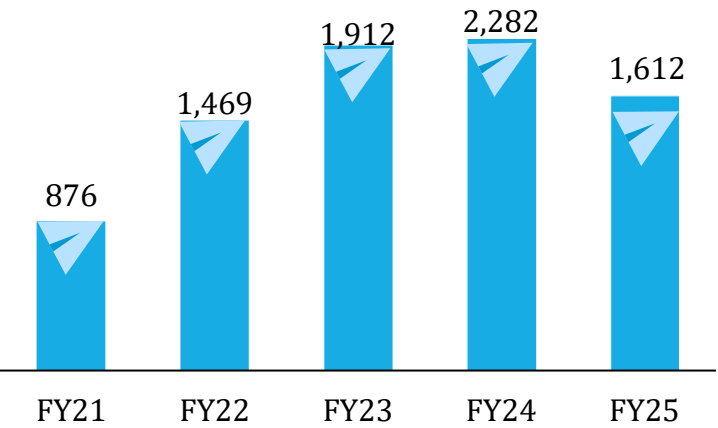
Annual Performance Trend

(INR in Mn unless mentioned)

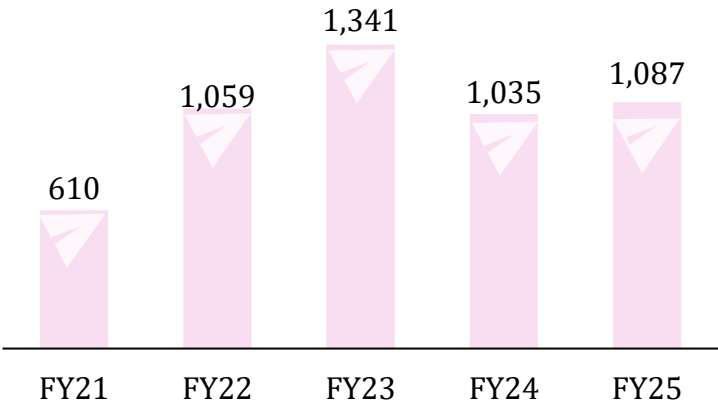
Gross Booking Revenue



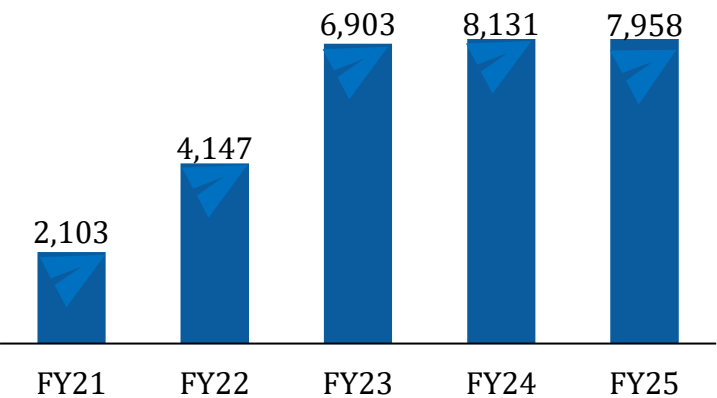
EBITDA



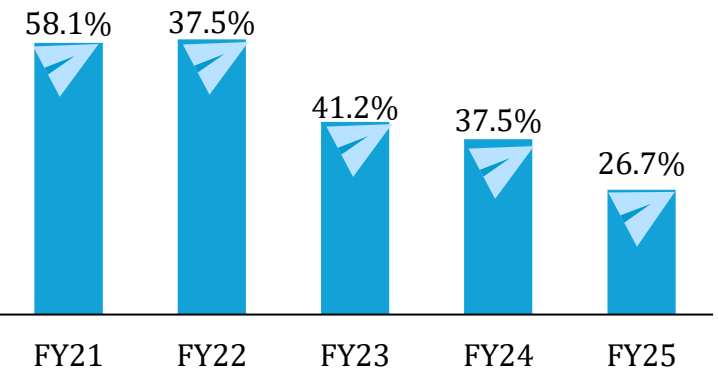
PAT*



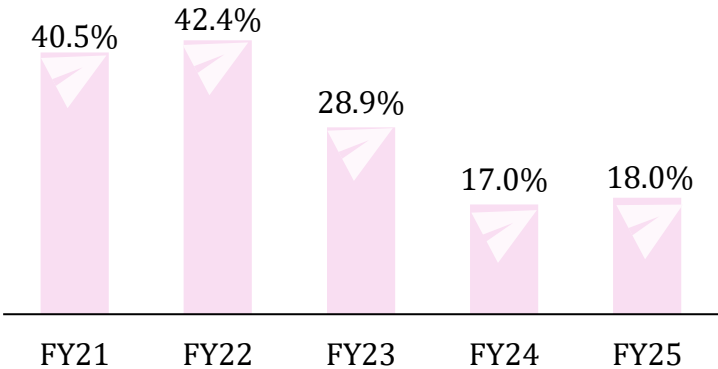
Adjusted Revenue^



EBITDA Margin (%)



PAT Margin (%)



* PAT excluding Other Comprehensive Income and including exceptional item

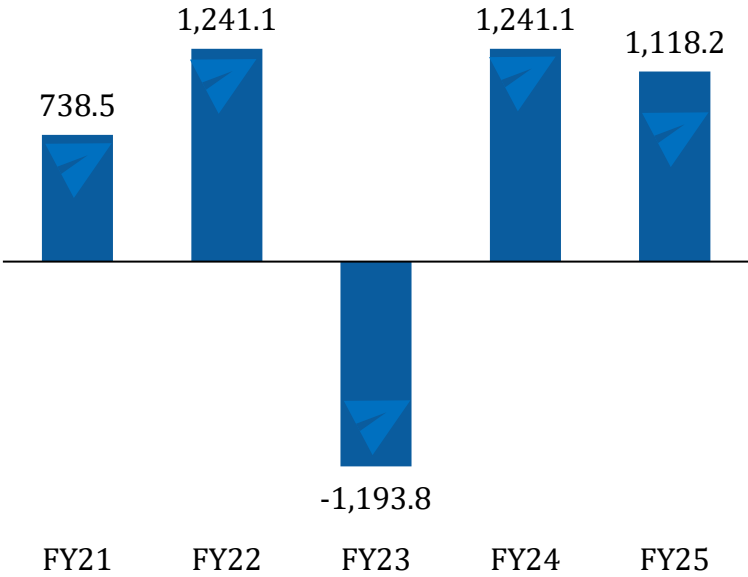
^ Including Discounts offered to customers and excluding service cost



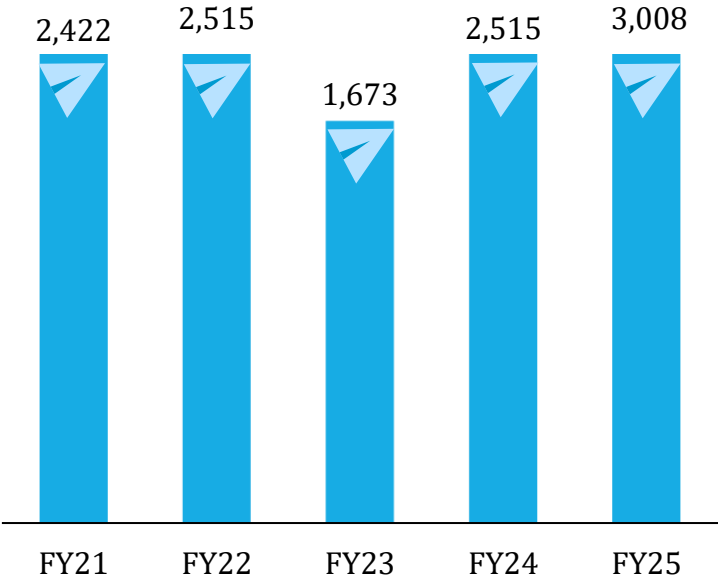
Improved Quality of Earnings

(INR in Mn unless mentioned)

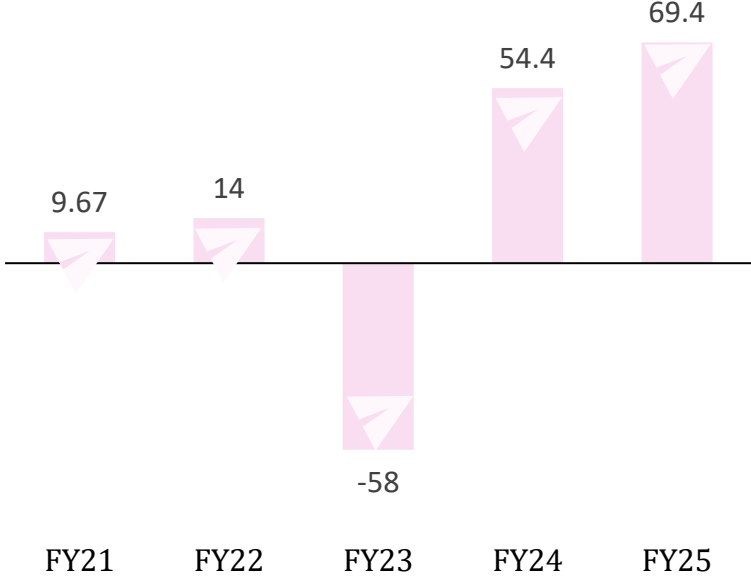
Cash Flow from Operations



Cash and FDR



OCF to EBITDA (%)





Historical Consolidated Profit and Loss Account

Particulars (INR in Mn)	FY21	FY22	FY23	FY24	FY25	CAGR
Revenue from Operations	1,385.0	2,353.7	4,488.3	5,905.8	5,873.2	43.5%
Other Income	122.6	143.9	153.7	185.0	159.3	6.8%
Total Revenue	1,507.6	2,497.6	4,642.0	6,090.98	6,032.5	41.4%
Employee Benefits Expense	210.4	258.4	524.4	821.5	1,028.3	48.7%
Other Expenses	421.4	770.7	2,205.1	2,987.4	3,392.0	68.4%
EBITDA	875.8	1,468.5	1,912.5	2,281.9	1,612.2	16.5%
EBITDA %	58.1%	58.8%	41.2%	37.5%	26.7%	(17.7)%
Depreciation and Amortisation Expense	6.6	13.4	29.0	71.6	124.7	108.5%
EBIT	869.2	1,455.2	1833.4	2,210.3	1,487.5	14.4%
Finance Costs	35.3	19.5	34.1	59.7	57.7	13.1%
PBT	833.9	1,435.7	1,849.4	2,150.6	1,429.8	14.4%
Total Tax Expense	223.8	376.5	508.4	573.9	343.3	11.3%
Exceptional Items	-	-	-	724.3	-	-
Tax benefit on exceptional items	-	-	-	(182.3)	-	-
Profit for the year	610.1	1,059.2	1,341.0	1,034.7	1,086.6	15.5%
PAT %	40.5%	42.4%	28.9%	17.0%	18.0%	(18.4)%
Other Comprehensive Income for the year	4.0	(1.9)	(0.7)	(3.0)	84.4	114.3%
Total Comprehensive Income for the year	614.1	1,057.3	1,340.3	1,028.7	1,171.0	17.5%
Total Comprehensive Income for the periods/ years after exceptional items and tax benefit thereon	614.1	1,057.3	1,340.3	1,031.7	1,171.0	17.5%
EPS	2.81	0.61	0.77	0.29	0.30	(42.8)%

Historical EPS does not account for Share spilt (from Rs 2 to Rs 1) and bonus issue (3:1) effected on 21st Nov 2022

* PAT excluding Other Comprehensive Income and Minority Interest

Balance Sheet

Equities and Liabilities (Mn)	FY24	FY25
Equity Share Capital	1,772.0	3,544.1
Other Equity	4,273.2	3,659.0
Equity attributable to equity holders of the Group	6,045.2	7,203.1
Non-controlling interests	201.3	217.4
Total Equity	6,246.6	7,420.5
Contract Liabilities	-	802.3
Financial Liabilities		
(i) Borrowings	37.3	254.7
(ii) Lease Liabilities	51.9	19.2
(iii) Others Financial Liabilities	-	-
Provisions	58.1	79.1
Deferred Tax Liabilities (Net)	94.5	80.4
Total Non-Current Liabilities	241.8	1,235.7
Contract Liabilities	1,045.1	924.8
Financial Liabilities		
(i) Borrowings	90.9	93.4
(ii) Lease Liabilities	14.6	9.0
(iii) Trade payables	791.9	1,309.5
(iv) Other Financial Liabilities	388.5	432.0
Other Current Liabilities	61.4	57.3
Provisions	42.4	49.9
Current Tax Liabilities (Net)	12.9	7.1
Total Current Liabilities	2,447.7	2,883.1
Total Equity and Liabilities	8,936.1	11,539.3

Assets (Mn)	FY24	FY25
Property, plant and equipment	131.2	493.5
Investment Property	22.9	109.9
Capital Work in Progress	-	8.6
Goodwill	496.9	496.9
Intangible Assets	593.9	522.9
Intangible Assets Under Development	-	23.9
Right of Use Assets	62.1	24.1
Financial Assets	-	-
(i) Investments	370.0	478.1
(ii) Loans	0.4	-
(iii) Other Financial Assets	768.9	464.0
Deferred Tax Assets (Net)	82.4	96.8
Other Non-Current Assets	804.8	794.7
Non-Current Tax Assets (Net)	77.5	289.7
Total Non-Current Assets	3,411.1	3,803.1
Inventory	8.5	20.7
Financial Assets		
(i) Investments	30.3	-
(ii) Trade Receivable	2,325.5	2,961.9
(iii) Cash and Cash Equivalents	1,008.9	1,361.5
(iv) Other Bank Balances	6.6	71.3
(v) Loans	1.3	192.7
(vi) Other Financial Assets	1,136.3	1,581.9
Other Current Assets	1,007.7	1,541.4
Current Tax Assets	-	4.9
Total Current Assets	5,525.0	7,736.2
Total Assets	8,936.1	11,539.3



Achieved Strong Cash Flow from Operations

Consolidated Cash Flow Statement (INR in Mn)	FY24	FY25
Cash Flow from Operating Activities		
Profit before Tax	1,426.3	1,429.8
Adjustment for Non-Operating Items	814.9	59.7
Operating Profit before Working Capital Changes	2,241.2	1,489.5
Changes in Working Capital	(472.2)	24.3
Cash Generated from Operations	1,769.1	1,730.8
Less: Direct Taxes paid	(527.9)	(612.6)
Net Cash from Operating Activities	1,241.1	1,118.2
Cash Flow from Investing Activities	(432.5)	(922.7)
Cash Flow from Financing Activities	557.4	157.8
Effect of Foreign Currency Fluctuation arising out of Consolidation	-	-
Net increase/ (decrease) in Cash and Cash equivalent	1,366.1	353.2
Cash and Cash Equivalents at the beginning of the period	(357.8)	1008.3
Cash and Cash equivalents at the end of the period	1,008.3	1,361.5

Thank You



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