July 16, 2025 LTTL/L&S/2025-26/07/13

To,

The Listing Department,
BSE Limited,
Phiroze Jeejeebhoy Towers,
Dalal Street,
Mumbai - 400 001
Maharashtra, India

The Listing Department,
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 ended June 30, 2025

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 the Investor Presentation on the financial results (standalone and consolidated) of the Company for the quarter ended June 30, 2025.

This is for your information and records.

Thank you,

For Le Travenues Technology Limited

SURESH KUMAR BHUTANI
Digitally signed by SURESH KUMAR BHUTANI
Date: 2025.07.16 16:41:17 +05'30'

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

REINVENTING TRAVEL
Powered by AI

Investor Presentation **Q1 FY26**

Safe Harbour

This presentation and the accompanying slides ("Presentation") by Le Travenues Technology Limited (the "Company") are for informational purposes only and do not constitute an offer, recommendation, or invitation to purchase or subscribe for any securities. They should not be relied upon for any contract or binding commitment. No securities offering will be made except through a statutory offering document with detailed information about the Company.

The Company has prepared this Presentation based on reliable information but makes no representation or warranty, express or implied, about its accuracy, completeness, fairness, or reasonableness. This Presentation may not include all material information. Any liability for the contents or omissions is expressly excluded.

Some statements may discuss the Company's market opportunity and business prospects as forward-looking statements, which are not guarantees of future performance and are subject to risks, uncertainties, and assumptions that are difficult to predict. These include economic performance, industry competition, strategic implementation, technological changes, revenue fluctuations, market preferences, and exposure to market risks.

Actual results may differ materially from those expressed or implied. The Company assumes no obligation to update any forward-looking information. Any third-party forward-looking statements and projections included are not adopted by the Company, and it is not responsible for them.

Vision

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

Our Business

Flights *Hotels* *Trains* *Buses*

Who We Are

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

What We Stand For

Leading OTA for Next Billion Users with 544.35 Mn Annual Active Users[1]

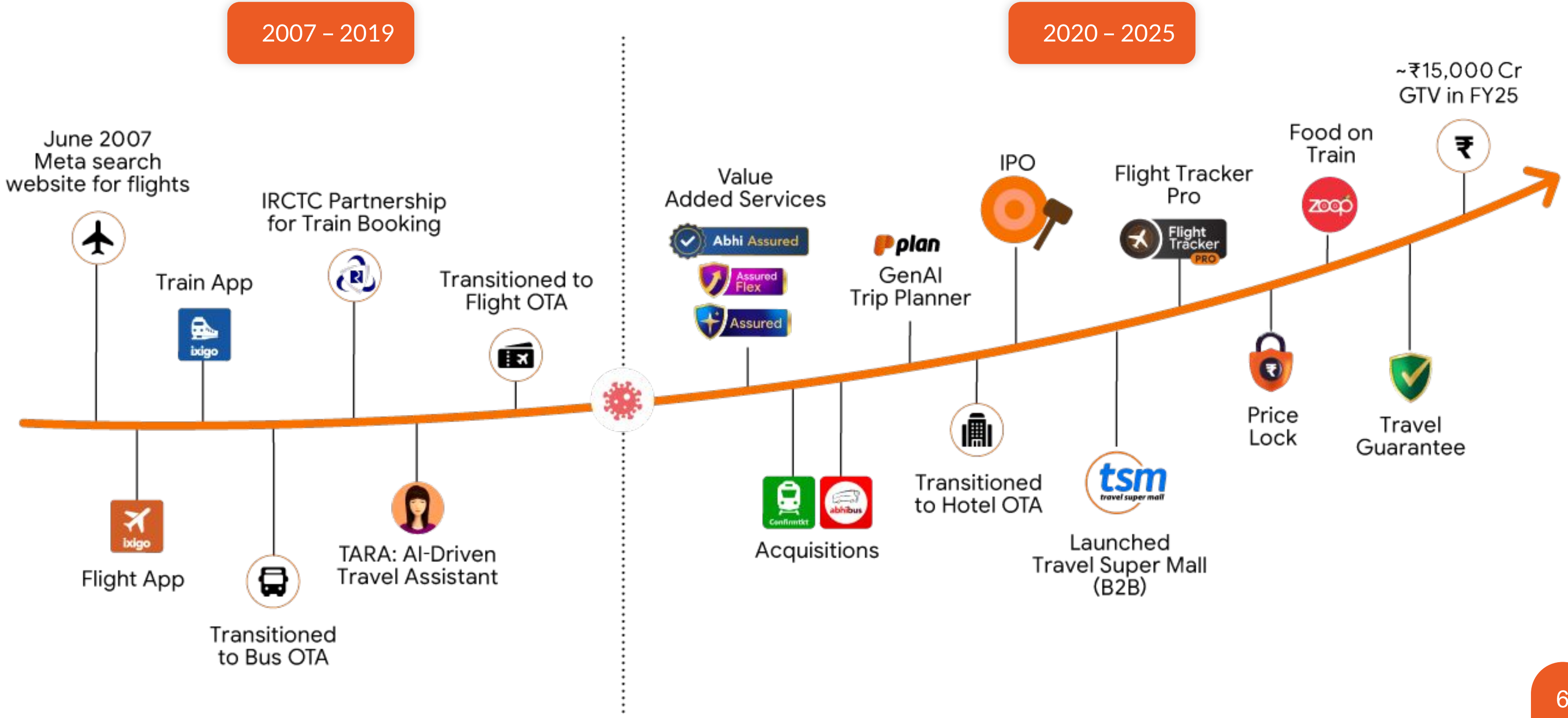
Empowering travellers to plan, book, & manage trips across trains, flights, buses & hotels, assisting them before during, and after the journey

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 year ended 31st March 2025

Our Journey



2007 – 2019
2020 – 2025
June 2007
Meta search
website for flights
Flight App
Train App
Transitioned
to Bus OTA
IRCTC Partnership
for Train Booking
TARA: AI-Driven
Travel Assistant
Transitioned to
Flight OTA
Value
Added Services
Abhi Assured
Assured Flex
Assured
Acquisitions
plan
GenAI
Trip Planner
Transitioned
to Hotel OTA
IPO
Launched
Travel Super Mall
(B2B)
tsm
travel super mall
Flight Tracker
Pro
Flight Tracker PRO
Price
Lock
Food on
Train
zoop
Travel
Guarantee
~₹15,000 Cr
GTV in FY25

India's Largest Travel Platform[1]

MAU[2]
84.13 Mn

Towns[4]
2400 +

713.66 Mn
Lifetime Downloads[4]

85.80%
Repeat Transaction Rate[3]

94.05 %
Deep penetration in Tier II / III[2]

Lifetime Transacted Users [4]
46.93 Mn

Lifetime Registered Users [4]
320.8 Mn

Annual Passenger Segments Booked [3]
122.95 Mn

Note: 1. Basis MAU & Downloads | 2.For 3 months ended 30th June 2025| 3. For year ended 31st March 2025| 4. As of 30th June 2025; Lifetime Downloads is total number of times our mobile applications- ixigo, Abhibus, and ConfirmTkt are downloaded on a mobile device from app stores or other distribution platforms since inception till the end of relevant period/ year.

India's Leading OTA For The Next Billion Users[1]

Fastest Growing[2] & Gaining Market-Share in All Lines of Businesses

1[3] ixigo Confirmtkt

2[3] abhibus

3 ixigo

Fastest Growing[4]

"One-stop" Multi-Brand Travel Ecosystem

Note: 1. Highest Monthly Active Users for mobile apps across all key OTAs as of September 30, 2023 (Source: F&S Report) | 2. Basis Revenue from Operations CAGR from FY20 to FY25| 3. Source: F&S Report dated December 2023 (Updated May 2024)| 4. Basis GTV and Revenue growth for Flights for the year ended 31st March 2025.

Q1 FY26 vs Q1 FY25

46,446.58	3,144.72	1,280.88	313.53	286.63
GTV	Revenue from Operations	Contribution Margin	Adjusted EBITDA	PBT* (ex loss of associate, exceptional items & tax)
55% ▲	73% ▲	48% ▲	54% ▲	76% ▲

Key Performance Indicators	Units	FY23	FY24	FY25	Q1 FY 25	Q1 FY 26
Monthly Active Users	Million	62.83	76.78	82.02	79.74	84.13
Gross Transaction Value	INR Million	74,524.30	102,825.49	149,715.86	29,881.49	46,446.58
Revenue from Operations	INR Million	5,012.50	6,558.73	9,142.46	1,818.78	3,144.72
Gross Revenue	INR Million	6,405.47	8,318.58	11,913.17	2,333.18	4,142.12
EBITDA	INR Million	450.45	530.61	988.84	192.02	324.89
EBITDA %	%	8.70%	7.98%	10.61%	10.42%	10.11%

* Profit before share of loss of an associate, exceptional Items and tax. All numbers in millions unless indicated otherwise.

Management Commentary - Q1 FY26

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

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

"We continue to see rapid growth and have hit new all-time highs. Our outstanding growth in categories such as buses and flights stems from our unique playbook that combines a customer-centric approach, ability to cross-sell and up-sell to our captive user-base, our tech-centric DNA, AI-driven efficiency, and enhanced brand awareness."

Mr. Saurabh Devendra Singh
Group Chief Financial Officer

"Q1 FY26 is another strong quarter, with record revenue and profits across all our key verticals. The 54% increase in adjusted EBITDA and 76% growth in PBT (excluding exceptional items and share of loss of associate) demonstrate the strength of our operating model and disciplined execution. We remain committed to driving sustainable growth."

Recent Highlights & Announcements

Visa Rejection Protection

Offers full refund on airline & ixigo cancellation fees in case of visa rejection - cancel at least 24 hours before departure and provide valid proof

TARA

Our AI Agent, TARA, now handles more than 60% of voice calls end-to-end with AI, without human intervention, across flights & hotels

Price Lock

New & Improved Price Lock now allows travellers to lock airfares for upto 14 days

zoop

Crossed 10,000 daily meal deliveries on trains with 20 Lakh meals served across 200+ stations since Oct 2024

ixigo Credit

Introduced No-Cost EMIs and Book Now Pay Later options for our flight & trains business through strategic Bank / NBFC partnerships

CheckMyBus

AbhiBus partnered with CheckMyBus to distribute bus tickets to international travellers

India's Most Loved Travel Apps

4.7 ★★★★★ | 4.8 ★★★★★ | 4.8 ★★★★★ | 4.6 ★★★★★

5 Mn+ Ratings across apps

Leveraging Data Science & AI: Our "Peace of Mind" Stack

Dynamic AI-based Pricing for Value Added Services

Assured
No Question Asked Full Refunds

Assured Flex
Fully Flexible and Freely Reschedulable

Price Lock
Lock Fare Now, Pay Later

Abhi Assured
Upto 150% Assured Refund[2]

Travel Guarantee
Upto 3X Refund* on Unconfirmed Waitlisted Train Tickets

29.37 %[1]
Ancillary Attachment Rate

Other Value Added Services

- Food on Trains
- Seat & In-flight Meals
- Visa Rejection Protection
- Visa Processing
- Travel Insurance
- Cab Rental Services

Note: 1. For 3 months ended 30th June 2025 | 2. For bus cancellation, delay, bad quality of service or cancellation by the customer

*T&C Apply

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 Trip Management
Deep integration with Apple & Google Wallet & near pilot-grade flight tracking with Flight Tracker Pro

PLAN
Generative AI based trip planner for personalized itineraries

Travel Guarantee
Upto 3x refund* on unconfirmed train tickets, enabling last minute bookings for flights & buses

Crowd-sourced Info & Utility Features
Running status, PNR predictions, train reviews. Works without internet or GPS

Intelligent Alternate Travel Recommendations
Suggest alternate trains or combinations when certain trains on a route are wait-listed

*T&C Apply

Our 3-Pronged AI Strategy

Efficiency

Agentic AI enabled efficiency in the entire software development lifecycle

Over 60% voice and 88% chats resolved by autonomous AI agents

All teams can automate workflows with our internal no-code agentic AI platform

Q1 Annualized Rev / Employee $250 K+ & increasing YOY with operating leverage

Revenue

AI optimized dynamic pricing for Value Added Services (Travel Guarantee, Assured, Flex, Price Lock & more)

AI optimized dynamic discounts

AI driven revenue management and ranking algorithms

AI driven cross-sell and up-sell

Disruption

Predictive, Pre-emptive & Hyper-Personalised Products

Conversational, multi-modal and omnipresent AI Voice Travel Assistant

Fully Autonomous AI Agents

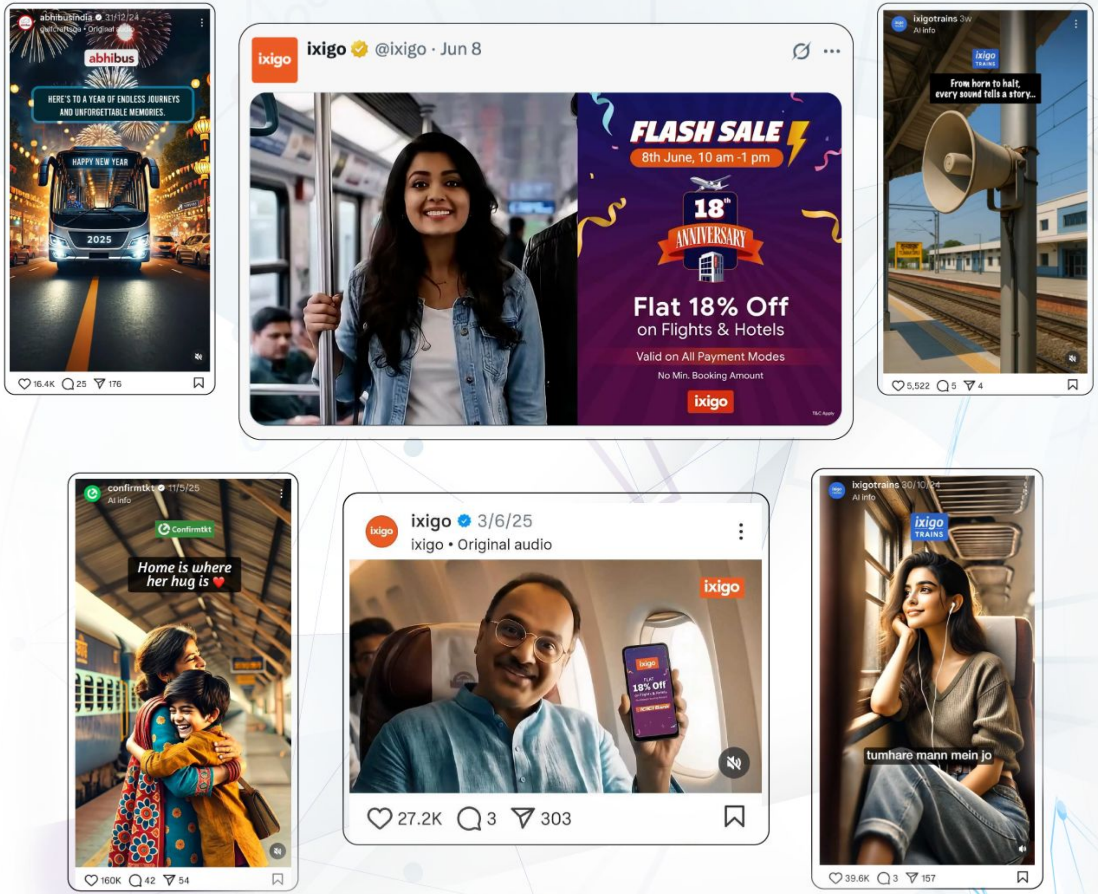
AI Trip Planner - PLAN

AI-Integrated Marketing

We now use AI across our marketing workflows: from creatives to execution with a blend of the latest AI video tools.

18th Anniversary Sale and Flash Sales in Q1 FY26 leveraged AI videos and AI creatives to reduce time to market, test iterations and amplify our campaigns.

We have **brought down the production cost for such ads to roughly 0.1% of the traditional ad production budgets.**



The ixigo Flywheel

Identify & Solve Travel Utility Problems

Train running / PNR status, Crowdsourced Info, Bus schedules, Flight tracking, etc.

AI-Enhanced Customer Experience & Data Moats

Highest rated app, fuelling word of mouth

Build Trust & Grow NBU Users Organically

544.35 Mn annual active users [1]

Upsell Value-Added Services to enhance Experience & Monetization

ixigo Assured Flex, Abhi Assured, Travel Guarantee, Food on Train, etc.

Deepen Customer Relationship & Monetize Bookings

46.93 Mn Lifetime Transacted Users[2]

Leverage Distribution to Cross-sell Flights, Trains, Buses, Hotels

Targeted cross-selling to expand share of wallet across our ecosystem

Note: 1. For the year ended 31st March 2025 | 2. As of 30th June 2025

Endeavor To Provide Best Customer Experience

Providing Prompt Personalized Assistance Before, During & After the Trip

Average Refund Time[1]

49h : 07m
FY21

3h : 13m
Q1 FY26

Calls Answered Within 2 Minutes[2]

67.15%
FY21

96.30 %
Q1 FY26

Q1 FY26

Queries Solved by AI chatbot

1.87 Mn

Q1 FY26

% Queries Solved by AI Chatbot

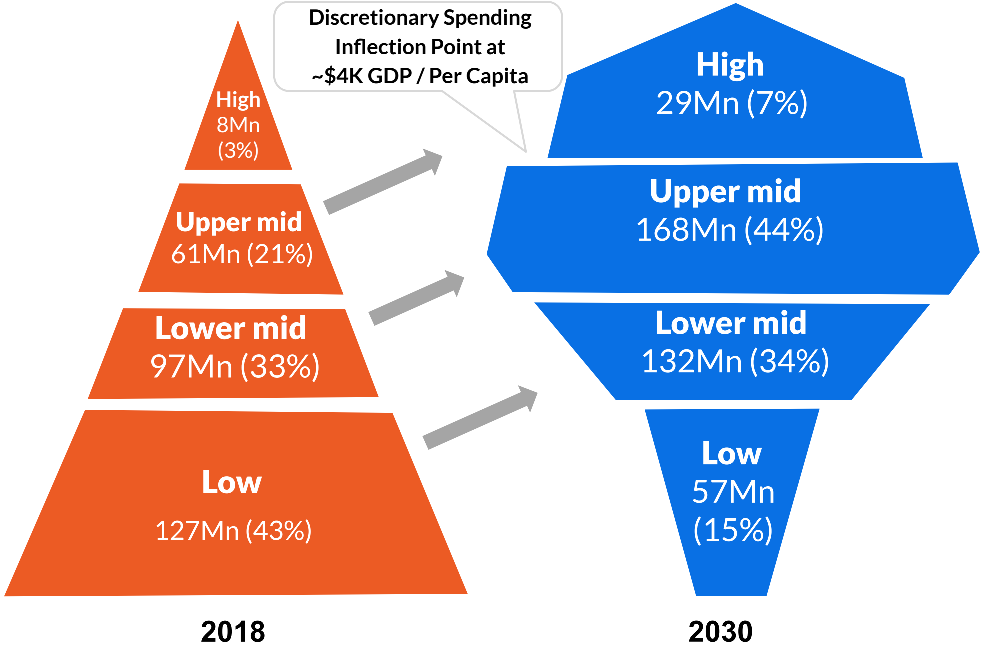
88.48 %

Note: 1. Refund time includes cancellation processing time | 2. Calls (or callbacks requested) to our call center

India Macroeconomic Outlook

Rising Per Capita Incomes Will Shift the Income Pyramid

On Track to Become **The Third-Largest Global Economy & World's 4th Largest Domestic Travel market by 2030**

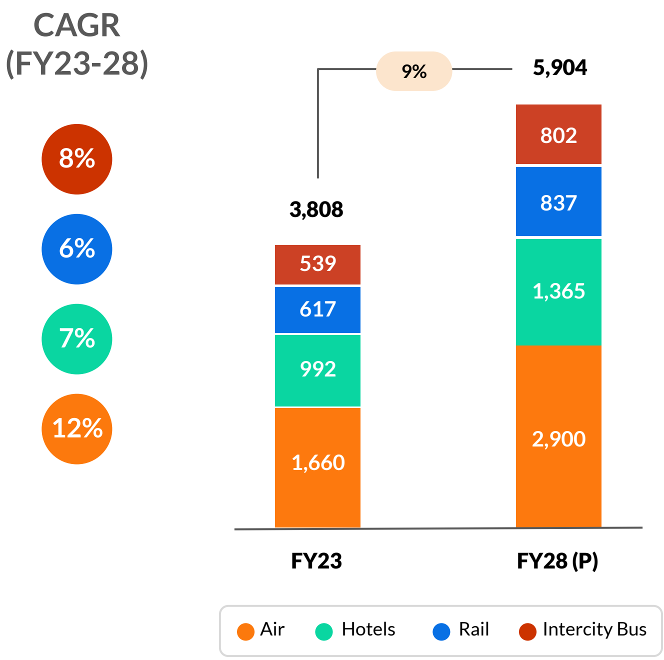


Number of Households By Income / Discretionary Spend[1]
(% of total Households)

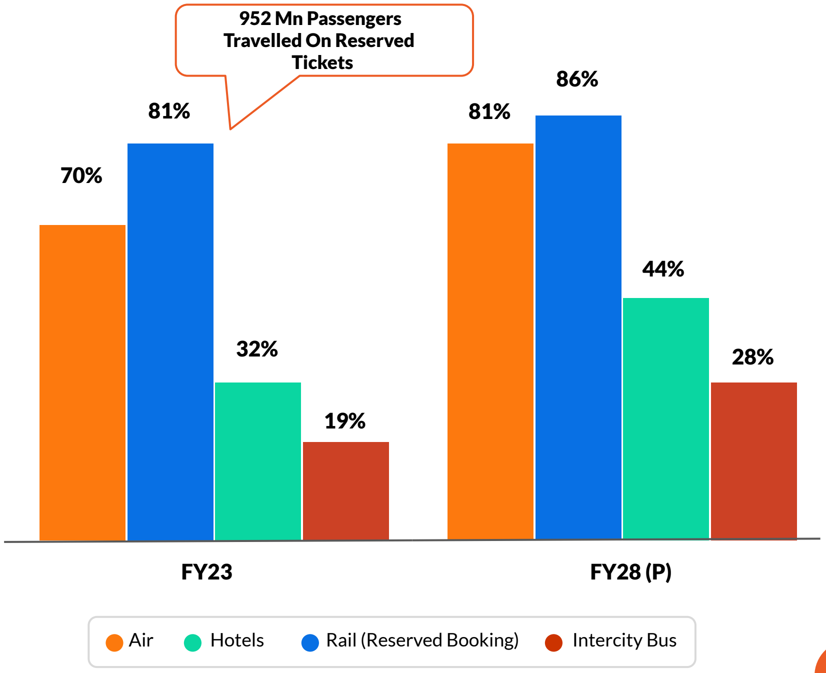
Source: S&P Global Market Intelligence, IMF, F&S Report 1. Discretionary spending, defined as spending on transport, recreation, and miscellaneous goods in a household (Source: F&S Report)

Robust Growth Expected in Indian Travel & Tourism Market

Indian Tourism & Transportation Size (INR Bn)



Growth In Online Penetration Across Different Segments

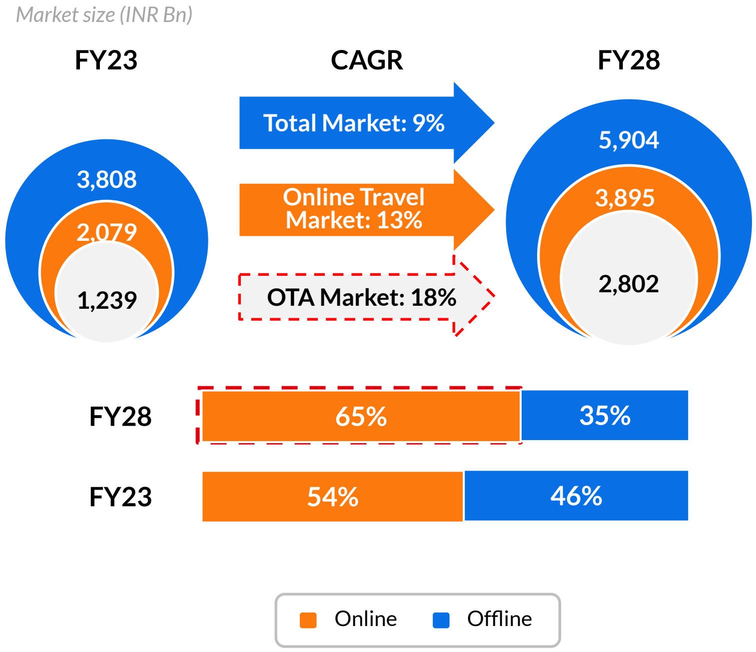


Source: F&S Report

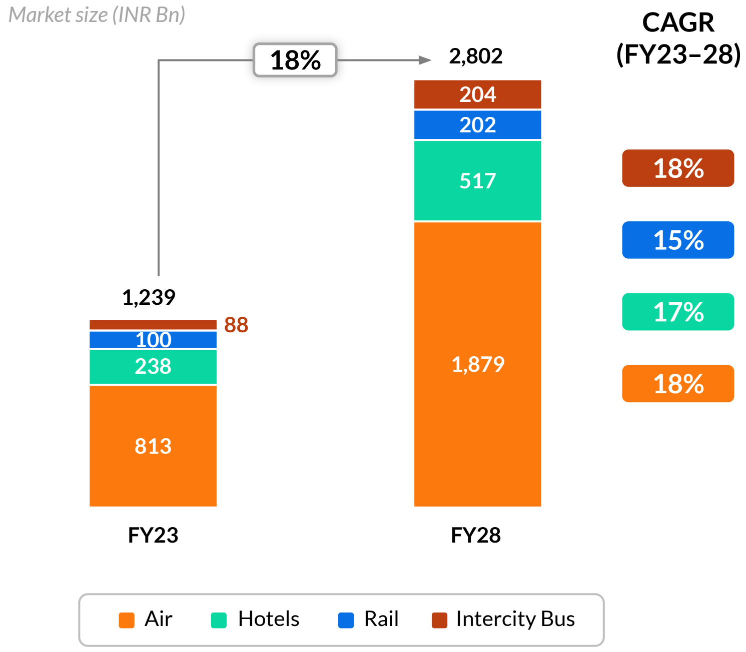
OTAs driving faster growth in Online Travel

Indian OTA Market Outpacing the Overall Travel and Online Markets

Indian Travel Market By Booking Mode



Indian OTA Market



Source: F&S Report

Gen Z & Solo Women Travellers Gaining Ground

Independent and Female Travel emerge as a key category especially in Bus and Trains

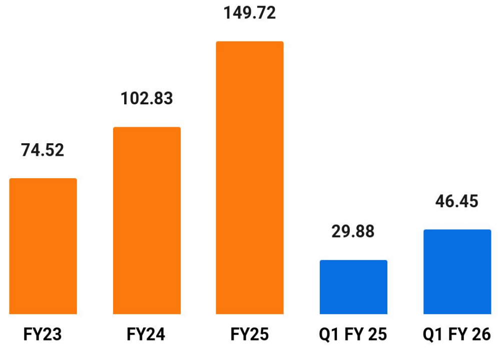
- Train Bookings from Gen Z travellers (aged 18-30) grew **45% YoY** in Q1 FY26
- Fastest-growing Gen Z Train markets: **Mumbai, Delhi, Kolkata, Visakhapatnam & Pune**
- **123% YoY surge** in solo women train travellers

- Bus Bookings from Gen Z travellers (aged 18-30) grew **56% YoY** in Q1 FY26
- Fastest-growing Gen Z Bus markets: **Indore, Lucknow, Nagpur**
- **27%** of solo bus travellers were women in Q1

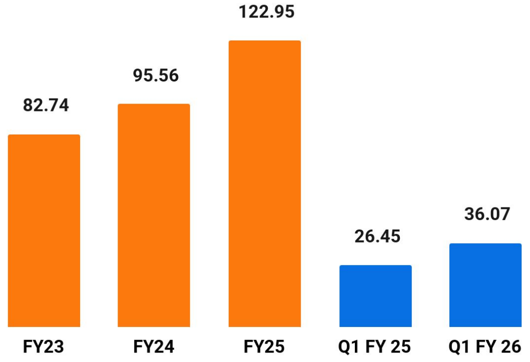
Source: Company Data

Accelerating Monetization & Premiumization

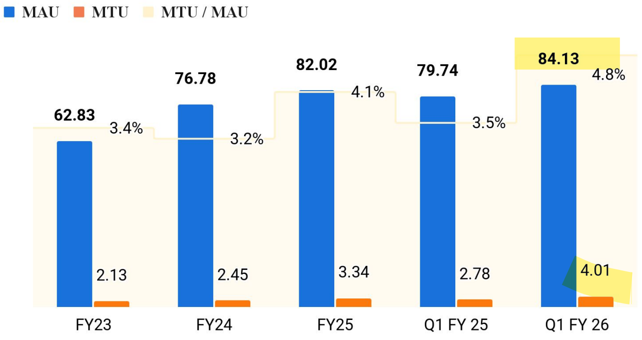
Gross Transaction Value (INR Bn)



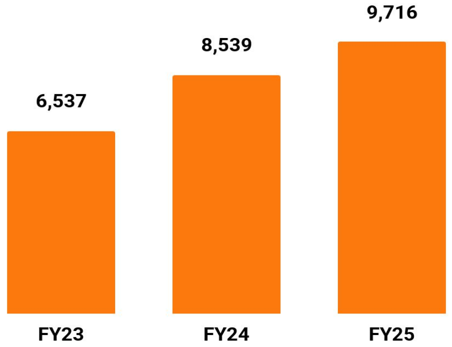
Passenger Segments (Mn)



MAUs and MTUs (Mn)

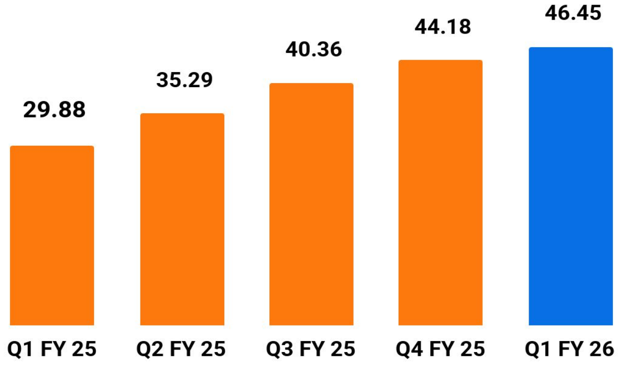


Annual Spend per Transacting User (INR)

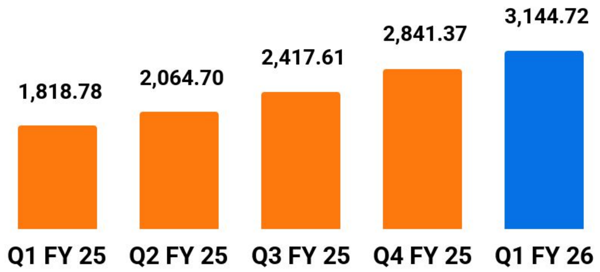


Continued Momentum Quarter on Quarter

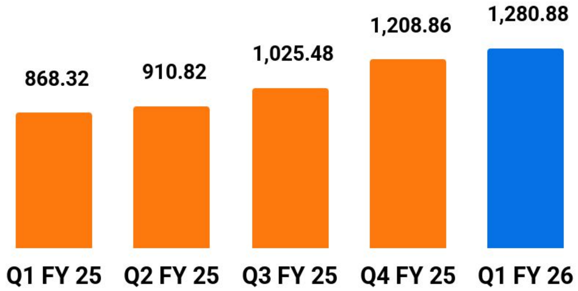
Gross Transaction Value (INR Bn)



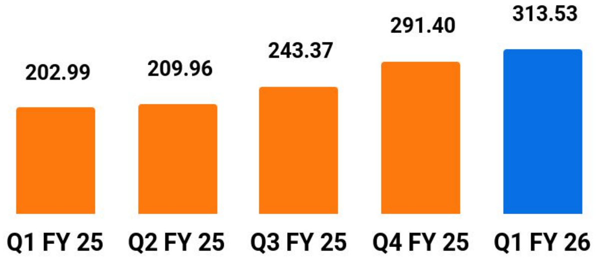
Revenue from Operations (INR Mn)



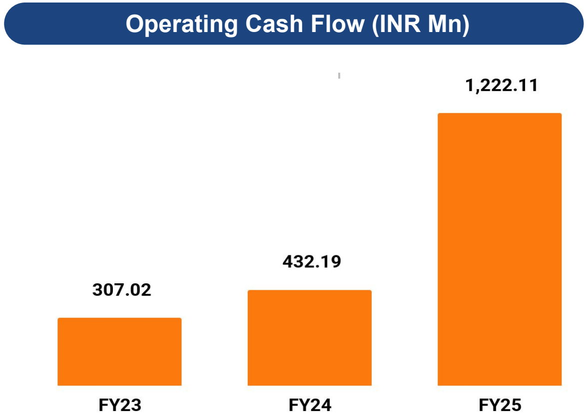
Contribution Margin (INR Mn)

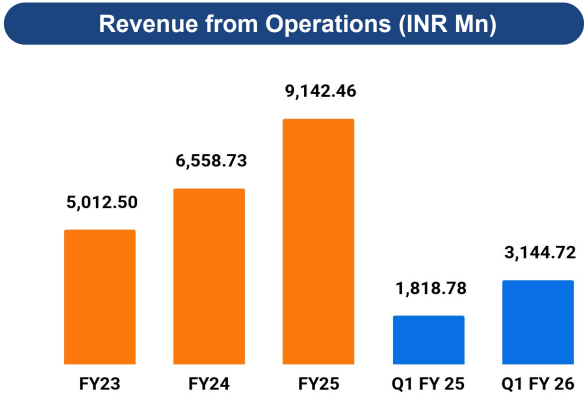


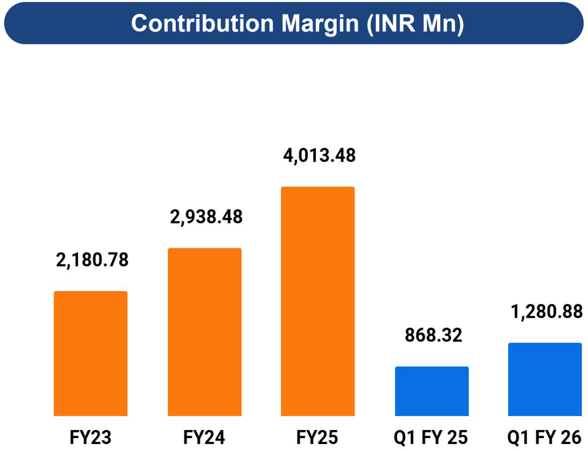
Adjusted EBITDA (INR Mn)

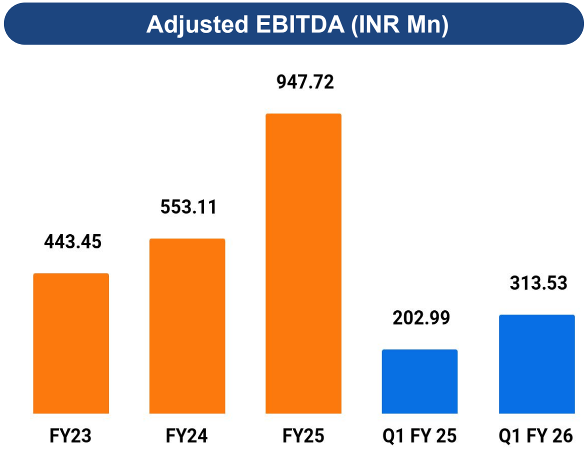


Operating Leverage Kicking In





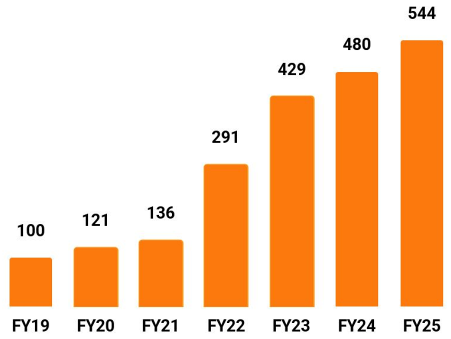




Robust YoY Growth Trajectory

23x Revenue Growth vs Pre-COVID (FY19)

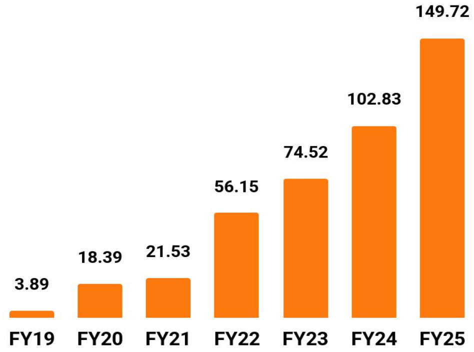
Annual Active Users (Mn)



CAGR

32.63%

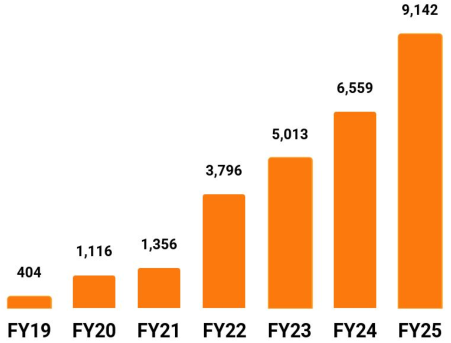
Gross Transaction Value (INR Bn)



CAGR

83.73%

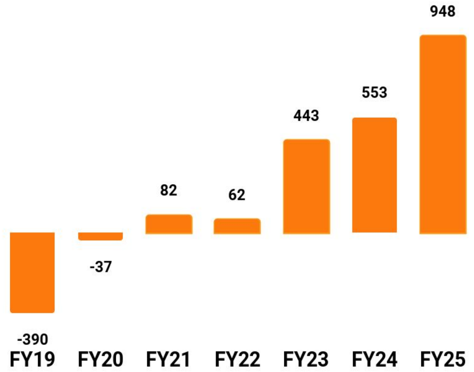
Revenue from Operations (INR Mn)



CAGR

68.20%

Adjusted EBITDA (INR Mn)



CAGR

(Since FY21)

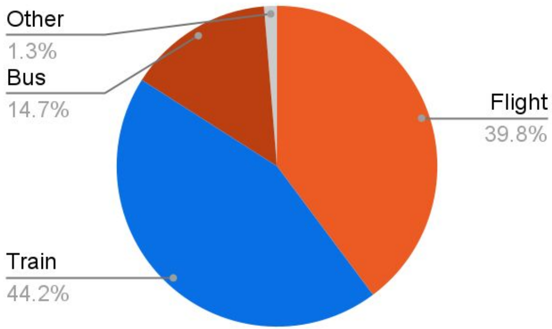
84.32%

Diversified Business Model With Multiple Growth Drivers

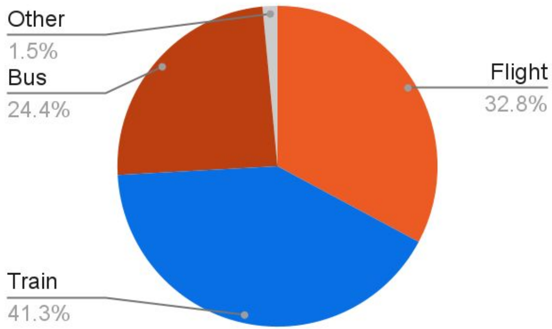
Q1 FY 26 vs. Q1 FY 25	Multiple Revenue Streams	Passenger Segments (Mn)	GTV (INR Mn)	Gross Take Rate	Revenue From Operations (INR Mn)	Contribution Margin (INR Mn)	CM%
Train Ticketing	▪ Agent Service charges ▪ PG Charges ▪ Value Added Services ▪ Advertising	26.61 26% 21.04	20,551.01 30% 15,791.67	6.2%	1,299.21 29% 1,004.56	410.06 14% 360.17	32%
Flight Ticketing	▪ Airline Commissions ▪ Convenience Fees ▪ Value Added Services ▪ Ancillaries & Advertising	2.79 78% 1.57	18,480.53 81% 10,213.96	9.2%	1,031.93 149% 415.13	429.60 102% 213.14	42%
Bus Ticketing	▪ Convenience Fees ▪ Operator Commissions ▪ Value Added Services ▪ SaaS and Advertising	6.67 74% 3.84	6,810.40 81% 3,763.91	12.2%	766.36 93% 396.39	422.64 44% 294.41	55%

Diversified & Evolving Business Mix - Q1FY26

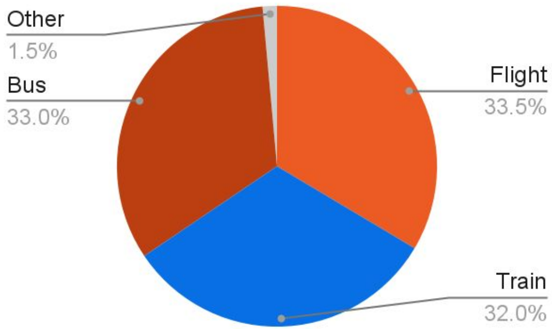
Gross Transaction Value



Revenue from Operations



Contribution Margin



Consolidated Summary Statement of Profit & Loss

INR Million, unless otherwise stated	FY25	FY24	FY23	Q1 FY 26	Q1 FY 25
Revenue from Operations	9,142.46	6,558.73	5,012.50	3,144.72	1,818.78
Other Income	180.20	92.18	163.23	69.61	24.02
Total Income	**9,322.66**	**6,650.91**	**5,175.73**	**3,214.33**	**1,842.80**
Expenses					
Employee benefits expense	1,636.17	1,410.20	1,262.61	522.70	379.66
Finance costs	23.30	28.86	9.49	6.53	5.87
Depreciation and amortization expense	103.38	129.24	108.15	31.73	23.48
Other expenses	6,697.65	4,710.10	3,462.67	2,366.74	1,271.12
Total Expenses	**8,460.50**	**6,278.40**	**4,842.92**	**2,927.70**	**1,680.13**
Profit / (loss) before share of loss of an associate, exceptional items and tax	**862.16**	**372.51**	**332.81**	**286.63**	**162.67**
Share of loss of an associate, net of tax	(90.97)	(59.07)	0.00	(23.35)	(20.10)
Profit / (loss) before exceptional items and tax	**771.19**	**313.44**	**332.81**	**263.28**	**142.57**
Exceptional Items	46.04	297.21	(126.07)	0.00	37.71
Profit / (loss) before tax	**817.23**	**610.65**	**206.74**	**263.28**	**180.28**
Tax expense/ (income):					
Current tax	40.09	1.25	76.77	80.78	0.23
Deferred tax credit	174.62	(121.21)	(103.99)	(6.93)	31.49
Total tax expense/ (income)	214.71	(119.96)	(27.22)	73.85	31.72
Profit / (loss) for the period/year	**602.52**	**730.61**	**233.96**	**189.43**	**148.56**

Segment Wise Operating and Financial Snapshot

INR Million unless otherwise stated	FY25	FY24	FY23	Q1 FY 26	Q1 FY 25
Flight Passenger Segments	8.44	5.77	3.26	2.79	1.57
Flight GTV	56,506.95	35,269.99	20,154.88	18,480.53	10,213.96
Flight Gross Take Rate	8.14%	8.17%	11.02%	9.17%	7.62%
Flight Segment Revenue	2,533.93	1,463.96	1,020.33	1,031.93	415.13
Flight Segment Results (Contribution Margin)-A	**1,154.59**	**709.79**	**561.84**	**429.60**	**213.14**
Flight Contribution Margin %	**45.57%**	**48.48%**	**55.06%**	**41.63%**	**51.34%**
Train Passenger Segments	96.03	77.38	68.97	26.61	21.04
Train GTV	74,104.58	55,685.30	44,715.27	20,551.01	15,791.67
Train Gross Take Rate	6.04%	6.46%	6.37%	6.22%	6.19%
Train Segment Revenue	4,569.02	3,703.70	2,977.99	1,299.21	1,004.56
Train Segment Results (Contribution Margin)-B	**1,527.40**	**1,293.83**	**961.17**	**410.06**	**360.17**
Train Contribution Margin %	**33.43%**	**34.93%**	**32.28%**	**31.56%**	**35.85%**
Bus Passenger Segments	18.48	12.41	10.51	6.67	3.84
Bus GTV	18,011.94	11,748.11	9,654.15	6,810.40	3,763.91
Bus Gross Take Rate	11.47%	11.05%	10.32%	12.24%	11.09%
Bus Segment Revenue	1,969.24	1,317.79	974.05	766.36	396.39
Bus Segment Results (Contribution Margin)-C	**1,298.05**	**870.50**	**617.65**	**422.64**	**294.41**
Bus Contribution Margin %	**65.92%**	**66.06%**	**63.41%**	**55.15%**	**74.27%**
Other Segment Results (Contribution Margin)-D	33.44	64.36	40.12	18.58	0.60
Total Contribution Margin (A+B+C+D)	**4,013.48**	**2,938.48**	**2,180.78**	**1,280.88**	**868.32**
Contribution Margin %	**43.90%**	**44.80%**	**43.51%**	**40.73%**	**47.74%**

Financial Summary - Contribution Margin to EBITDA

INR Million unless otherwise stated	FY25	FY24	FY23	Q1 FY 26	Q1 FY 25
Total Contribution Margin	4,013.48	2,938.48	2,180.78	1,280.88	868.32
+ Other Income	180.20	92.18	163.23	69.61	24.02
- Employee Benefits Expenses	1,636.17	1,410.20	1,262.61	522.70	379.66
- Technology and Related Costs	415.26	285.77	223.02	114.47	83.80
- Advertising & Branding	790.82	551.98	214.29	290.80	167.91
- Others (G&A, Outsourcing and Misc. Expenses)	362.59	252.10	193.64	97.63	68.95
EBITDA	988.84	530.61	450.45	324.89	192.02
+ ESOP Expense	139.08	114.68	156.23	58.25	34.99
- Other Income	180.20	92.18	163.23	69.61	24.02
Adjusted EBITDA	947.72	553.11	443.45	313.53	202.99

Experienced Key Managerial Personnel

Mr. Aloke 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 CBO Sanford C. Bernstein
- PGDM, IIM Ahmedabad
- B.Tech, Chemical Engineering, IIT Delhi

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

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

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

- Co-founder, ConfirmTkt
- B. Tech, Computer Science & 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,

★ Part of the Board of Directors of the Company

Seasoned Board of Directors

Mr. Shailesh Lakhani
Non-Executive Director

- 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. Mahendra Pratap Mall
Independent Director

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

Mr. Arun Seth
Independent Director

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

Mr. Rahul Pandit
Independent Director

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

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

Becoming a One Stop Travel Solution Provider

Continue To Deepen Penetration & Enhance Our Offerings For The 'NBUs'

Engage Existing Users To Return To Book

Increase Volume Of Transactions & Frequency Of Engagement

Acquire New Users & Build "Top Of Mind" Awareness

Investments in Online & Offline brand building & branded distribution deals

Introduce Newer Offerings

Add more ancillaries / value added services and pursue B2B / corporate growth avenues

Increase Monetization Through Cross-selling And Up-selling

Improve Operating Leverage Through Investment In Deep Tech & AI

Enhance TARA chatbot to understand local languages & voice-based interactions

Offer New Embedded Value Added Services

Automate Operations Through Tech Investments

Continue To Develop In-house Models Through The Use Of AI

Conference Call Details

Le Travenues Technology Limited (NSE: IXIGO, BSE: 544192) will host a conference call for analysts and investors on Wednesday, 16th July 2025, at 5:30pm (IST) following the announcement of financial results for Q1 FY26

Details of Conference call

Date	Wednesday, 16 July 2025
Time	05:30 PM IST 20:00 PM HK/SG 08:00 AM US (EST)
Duration	1 Hour
Registration Link	http://bit.ly/4nQtWhf

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, Trip Guarantee, Price Lock, seats, meals, among others, across flights, trains and buses divided by the overall number of transactions
Annual spend per Transacting user	Annual Gross Transaction Value divided by Annual Transacting Users
Annual Passenger Segments	Annual 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 during a financial year.
Contribution Margin	Contribution Margin is defined as Segment revenue (net ticketing revenue plus other operating revenue) less direct expenses
Contribution Margin (%)	Contribution Margin (%) is defined as Contribution Margin(Segment results) divided by revenue from operations (Segment revenue).
EBITDA %	EBITDA as a percentage of total income

Gross Revenue	Gross revenue represents Revenue from operations plus discounts.
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
Lifetime Downloads	Total number of times our mobile applications- ixigo, Abhibus, and ConfirmTkt are downloaded on a mobile device from app stores or other distribution platforms since inception till the end of relevant period/ year.
Lifetime Registered Users	Lifetime Registered users refers to users who have provided their unique mobile number or email address, as applicable, on our platforms cumulated across ixigo, ConfirmTkt and AbhiBus website and apps since inception till the end of relevant period/ year.
Lifetime Transacted Users	Lifetime Transacted 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 lifetime of our company on the OTA model, cumulated across ixigo, ConfirmTkt and AbhiBus website and apps
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 Screen Views	Total number of mobile app screen views or website page views across ixigo, ConfirmTkt and AbhiBus website and apps in a given period divided by the number of months in that period
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.
Repeat Transaction Rate	Repeat transaction rate is calculated as percentage of transactions by repeat transacting users, identified by their unique mobile number and/ or email address, where a repeat transacting user is any user who has transacted through our OTA platforms at least once in the preceding 36 months
Tier II/III Penetration	% of transactions booked through ixigo group's OTA platforms where either an origin or destination was a non-Tier I city
% Queries solved by AI chatbot	All queries which were resolved by chatbot without any human intervention divided by the overall queries

APPENDIX

Financial Summary - Cash Flow

Particulars (INR Million)	FY25	FY24
Cash flows from operating activities		
Profit / (loss) before tax	**817.23**	**610.65**
Operating adjustments :		
Share of loss of an associate, net of tax	90.97	59.07
Depreciation and amortization	103.38	129.24
Exceptional Items	(46.04)	(297.21)
Employee stock option scheme	139.08	114.68
Interest Income	(80.20)	(25.57)
Working capital adjustments	309.62	(126.52)
Others	(111.93)	(32.15)
Total operating adjustments	404.88	(178.46)
Net cash flow from / (used in) operating activities	**1,222.11**	**432.19**
Net cash flow from / (used in) investing activities	(2,030.07)	(446.01)
Net cash flow from / (used in) financing activities	1,042.44	(463.25)
Net increase / (decrease) in cash and cash equivalents	**234.48**	**(477.07)**
Cash and cash equivalents at the beginning of the period	244.96	725.90
Cash acquired on acquisition of the subsidiary	7.40	0.00
Cash & cash equivalents for loss of control in subsidiary	0.00	(3.87)
Cash & cash equivalents as at the end of the period (As reported)	**486.84**	**244.96**
Total Cash Balance (Including all Fixed deposits, Mutual Funds, Net of Borrowings)	**3,373.45**	**1,104.1**

Financial Summary - Balance Sheet

Particulars (INR Million)	FY25	FY24
Assets		
Tangible and Intangible assets	268.64	227.05
Goodwill	2,595.75	2,483.03
Investment (Current & Non-current)	1,194.78	856.12
Other financial assets (Current & Non-current)	327.77	389.71
Non-current tax asset & Deferred tax assets	214.07	365.00
Trade receivables	366.85	276.45
Cash and Bank Balances	2,789.63	798.84
Current assets (Others)	1,297.42	925.11
Total assets	**9,054.91**	**6,321.31**
Equity and liabilities		
Equity share capital	390.11	372.97
Other equity	5,946.11	4,087.04
Non-controlling interests	25.10	0.00
Lease liabilities (Current & Non-current)	78.13	59.69
Other financial liabilities (Current)	513.51	368.12
Borrowings (Current)	323.69	400.76
Provisions	151.95	115.83
Trade payables	1,034.50	568.79
Deferred tax liabilities	11.76	0.00
Contract liabilities & Other current liabilities	580.05	348.11
Total Equity and Liabilities	**9,054.91**	**6,321.31**

THANK YOU

For additional information please contact:

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