

August 14, 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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**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 Unaudited standalone and consolidated financial results of the Company for the quarter ended 30<sup>th</sup> June, 2025.

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** Digitally signed by PRIYANKA  
TIWARI  
Date: 2025.08.14 20:25:54 +05'30'

**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





**Q1 FY2026**

Investor Presentation

**August 2025**

• • • •



# 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.



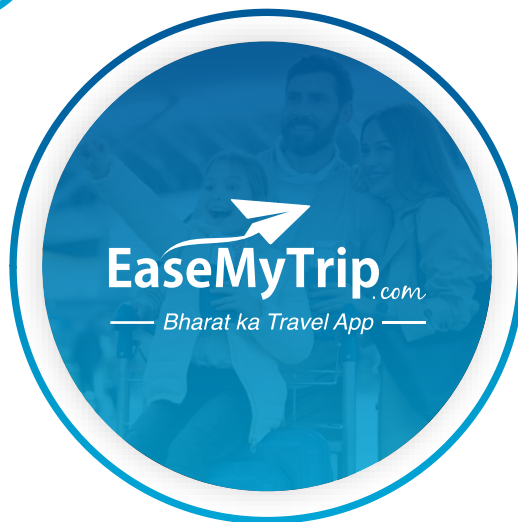
## Most Efficient OTA in India

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

## Q1 FY26 Consolidated Financial Snapshot (YoY)

Gross Booking Revenue

Q1 FY26  
INR 2,065.8 Cr

Revenue from Operations

Q1 FY26  
INR 113.8 Cr

EBITDA

Q1 FY26  
INR 6.9 Cr

Hotels and Holiday Packages

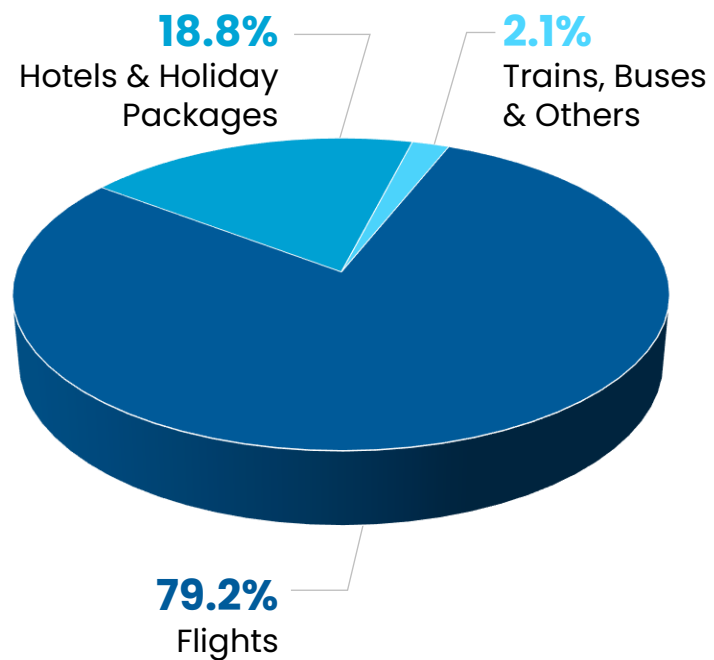
Q1 FY26  
3.3 Lac Room Nights  
↑ 81.2% YoY

Dubai Operations Gross Booking Revenue

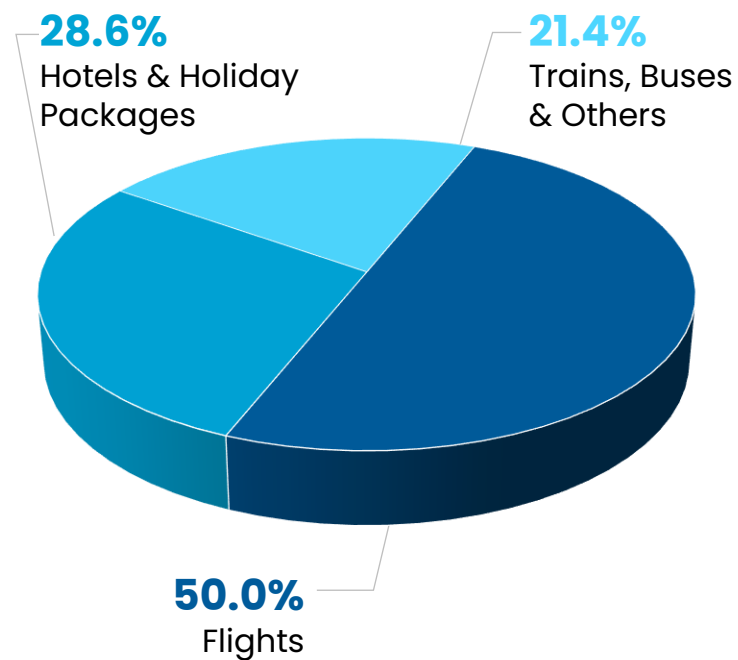
Q1 FY26  
INR 318.1 Cr  
↑ 151.0% YoY



## GBR



## Revenue From Operations

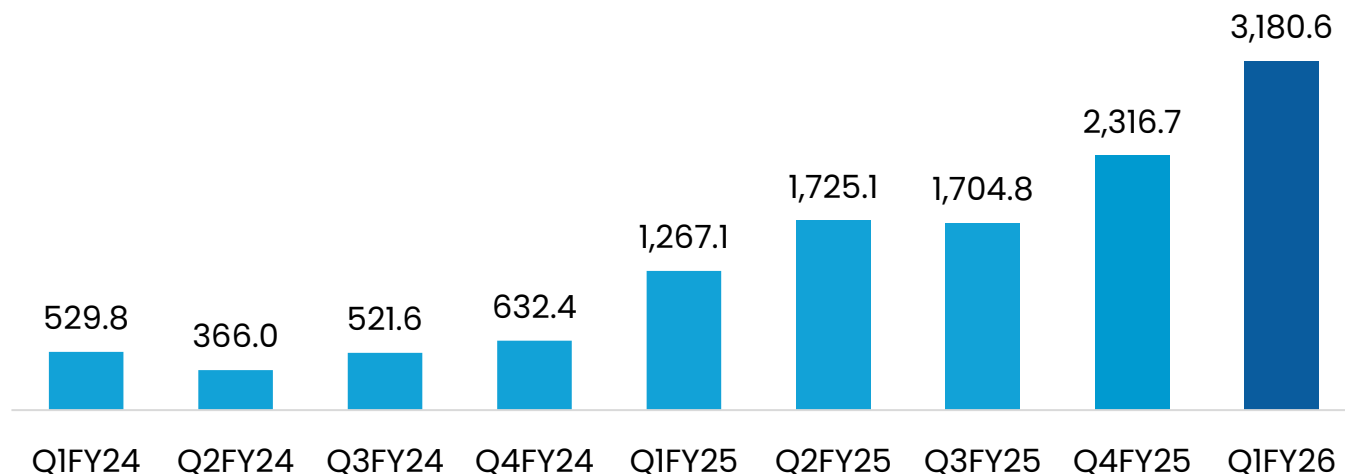






# Dubai Business on a Strong Growth Trajectory

## ➤ Strong Momentum in Dubai Operations



**Q1 FY26 Rs. 3,180.6 Mn**



**Q1 FY25 Rs. 1,267.1 Mn**

**151.0% YoY**

- ✓ In Q1 FY26, the Dubai operations recorded GBR of Rs. 3,180.6 million compared to Rs. 1,267.1 million in the corresponding quarter of the previous year, representing a year-on-year increase of 151.0%. This performance reflects a sustained quarter-on-quarter growth trajectory, supported by continued traction in international travel and operational scale-up.

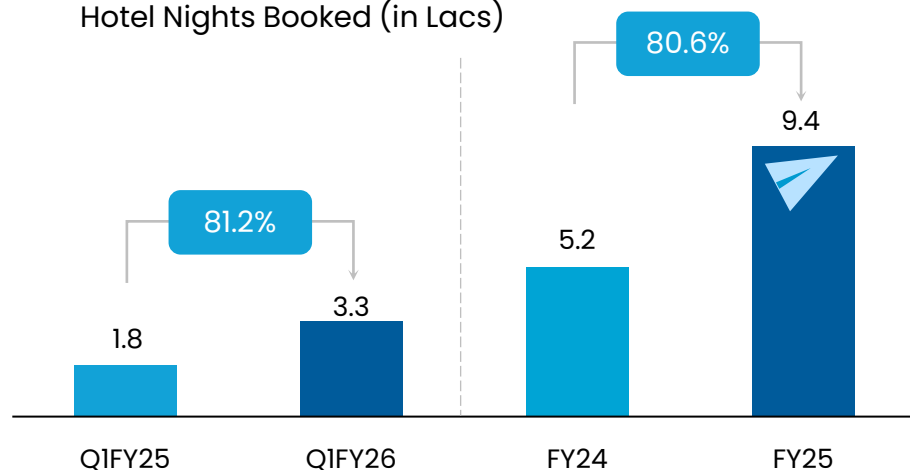




# Non-Air Business Growing Leaps and Bounds

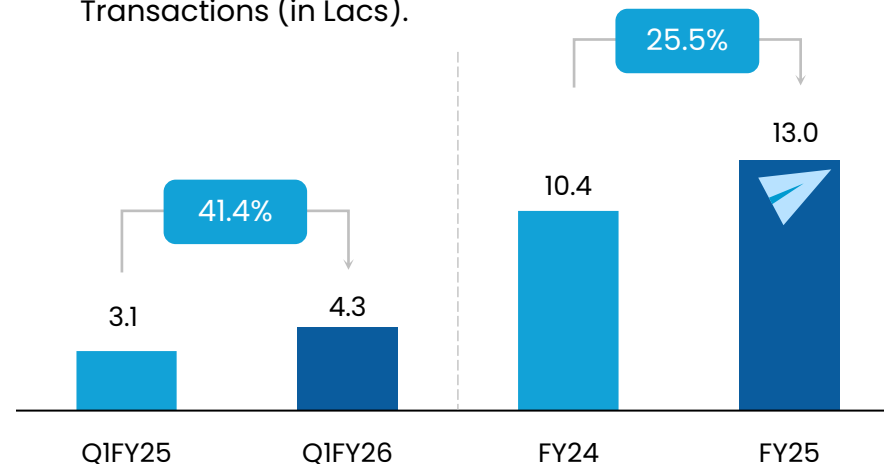
## Hotels and Holiday Packages

Hotel Nights Booked (in Lacs)



## Trains, Buses and Others

Transactions (in Lacs).



- ✓ In Q1 FY26, hotel and holiday package bookings grew by 81.2% year-on-year, rising from 1.8 lacs to 3.3 lacs.
- ✓ The Trains, Buses, and Others segment recorded a 41.4% year-on-year growth in Q1 FY26, with bookings increasing from 3.1 lacs to 4.3 lacs.

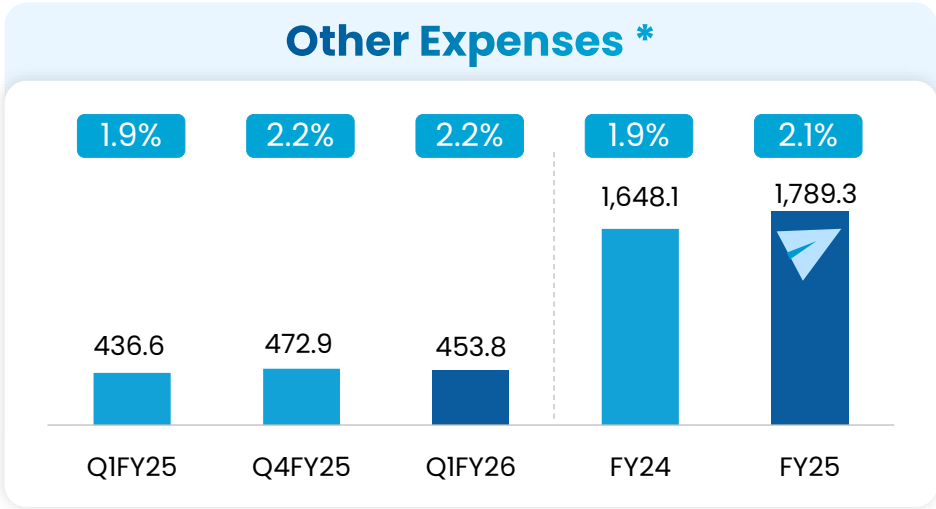
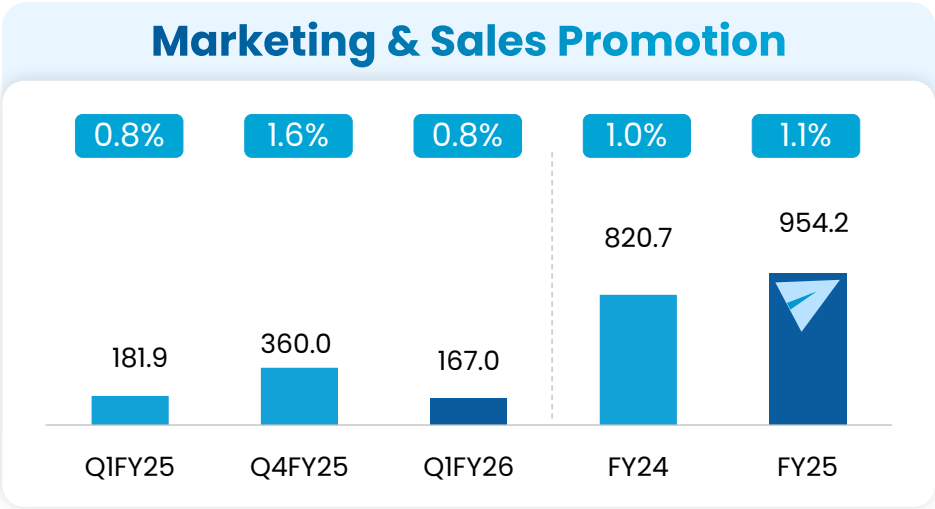
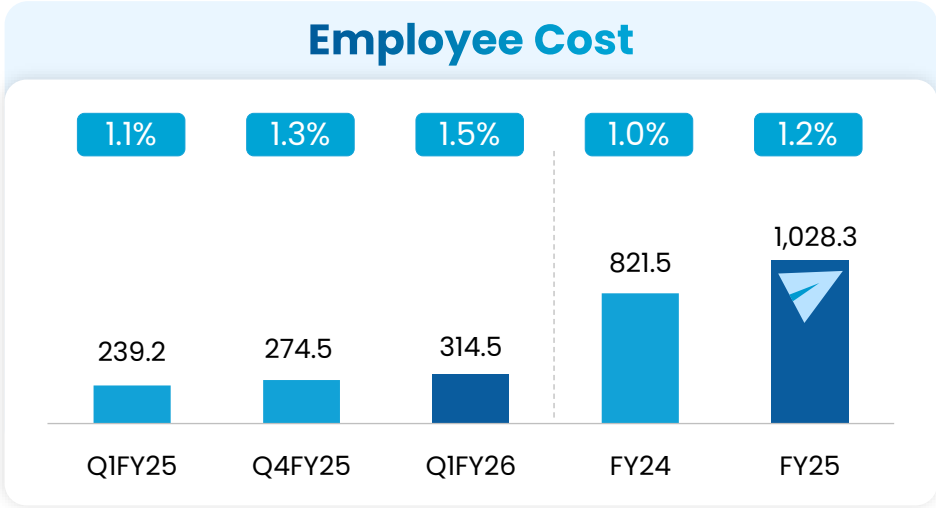
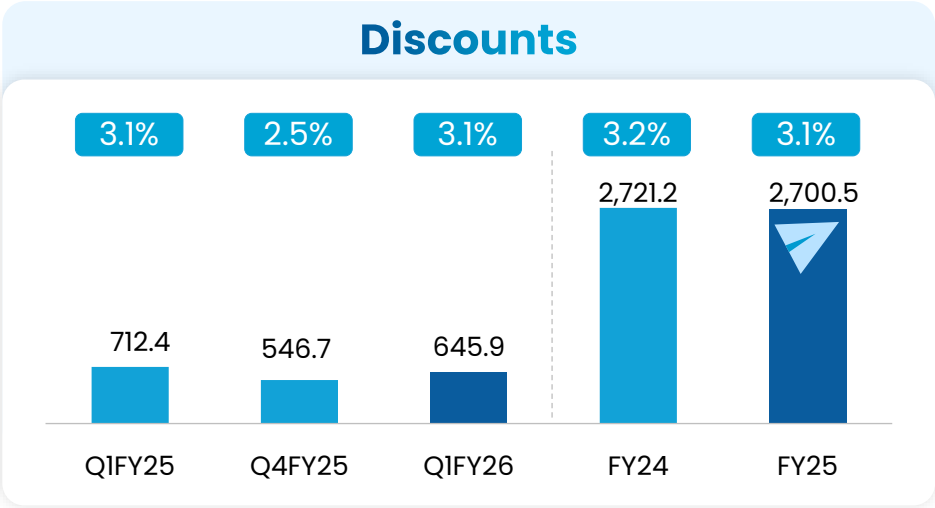






# Focused Operational Efficiency for Sustained Performance

% of Gross Booking Revenue



\* Other Expenses includes Other expenses and Payment Gateway Charges



# Financial Performance Summary

Particulars (INR in Mn)	Q1FY26		Q1FY25		Q4FY25		FY2025	
<b>Gross Booking Revenue (GBR)</b>	<b>20,658.0</b>		<b>22,744.7</b>		<b>21,926.5</b>		<b>86,916.1</b>	
<b>Revenue/Income</b>	<b>Amount</b>	<b>% of GBR</b>	<b>Amount</b>	<b>% of GBR</b>	<b>Amount</b>	<b>% of GBR</b>	<b>Amount</b>	<b>% of GBR</b>
A. Revenue From Operation (As Per Financials)	1,137.9	5.5%	1,526.0	6.7%	1,394.8	6.4%	5,873.2	6.8%
B. Discounts To Customers	645.9	3.1%	712.4	3.1%	546.7	2.5%	2,700.5	3.1%
C. Less: Service Cost	(180.4)	(0.9)%	(193.0)	(0.8)%	(141.3)	(0.6)%	(615.7)	(0.7)%
<b>Adjusted Revenue</b>	<b>1,603.4</b>	<b>7.8%</b>	<b>2,045.4</b>	<b>9.0%</b>	<b>1,800.3</b>	<b>8.2%</b>	<b>7,958.1</b>	<b>9.2%</b>
Other Income	59.0		36.2		37.9		159.3	
<b>Adjusted Income</b>	<b>1,662.4</b>	<b>8.0%</b>	<b>2,081.6</b>	<b>9.2%</b>	<b>1,838.2</b>	<b>8.4%</b>	<b>8,117.3</b>	<b>9.3%</b>
<b>Total Expense</b>								
Discounts To Customers	645.9	3.1%	712.4	3.1%	546.7	2.5%	2,700.5	3.1%
Cost Of Material Consumed	12.8	0.1%	5.6	0.0%	11.1	0.1%	32.9	0.0%
Employee Expenses	314.5	1.5%	239.2	1.1%	274.5	1.3%	1,028.3	1.2%
Marketing And Sales Promotion	167.0	0.8%	181.9	0.8%	360.0	1.6%	954.2	1.1%
Payment Gateway Charges	137.8	0.7%	160.7	0.7%	151.7	0.7%	611.3	0.7%
Other Expenses	316.0	1.5%	275.9	1.2%	321.2	1.5%	1,177.9	1.4%
Finance Cost	13.1	0.1%	11.5	0.1%	15.3	0.1%	57.7	0.1%
Depreciation	35.1	0.2%	22.6	0.1%	34.5	0.2%	124.7	0.1%
<b>Total Expense</b>	<b>1,642.1</b>	<b>7.9%</b>	<b>1,609.8</b>	<b>7.1%</b>	<b>1,714.9</b>	<b>7.8%</b>	<b>6,687.5</b>	<b>7.7%</b>
<b>PBT</b>	<b>20.3</b>	<b>0.1%</b>	<b>471.8</b>	<b>2.1%</b>	<b>123.3</b>	<b>0.6%</b>	<b>1,429.8</b>	<b>1.6%</b>
Tax	9.5		132.5		(15.7)		343.3	
Exceptional Items	-		-		-		-	
Tax Benefit on Exceptional Items	-		-		-		-	
Share of Profit / (Loss) of Associates	(6.4)		-		-		-	
<b>Profit After Tax (PAT)*</b>	<b>4.4</b>	<b>0.0%</b>	<b>339.3</b>	<b>1.5%</b>	<b>139.0</b>	<b>0.6%</b>	<b>1,086.6</b>	<b>1.3%</b>

Particulars (INR in Mn)	Q1FY26		Q1FY25		Q4FY25		FY2025	
<b>Net Profit for the periods / years attributable to:</b>	<b>Amount</b>	<b>% of GBR</b>	<b>Amount</b>	<b>% of GBR</b>	<b>Amount</b>	<b>% of GBR</b>	<b>Amount</b>	<b>% of GBR</b>
Equity holders of the parent	13.2	0.1%	324.8	1.4%	153.6	0.7%	1,073.5	1.2%
Non-controlling interest	(8.8)	0.0%	14.5	0.1%	(14.6)	(0.1)%	13.1	0.0%
<b>Profit After Tax (PAT)*</b>	<b>4.4</b>	<b>0.0%</b>	<b>339.3</b>	<b>1.5%</b>	<b>139.0</b>	<b>0.6%</b>	<b>1,086.6</b>	<b>1.3%</b>

\* PAT includes Minority Interest and excludes Other Comprehensive Income





# 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

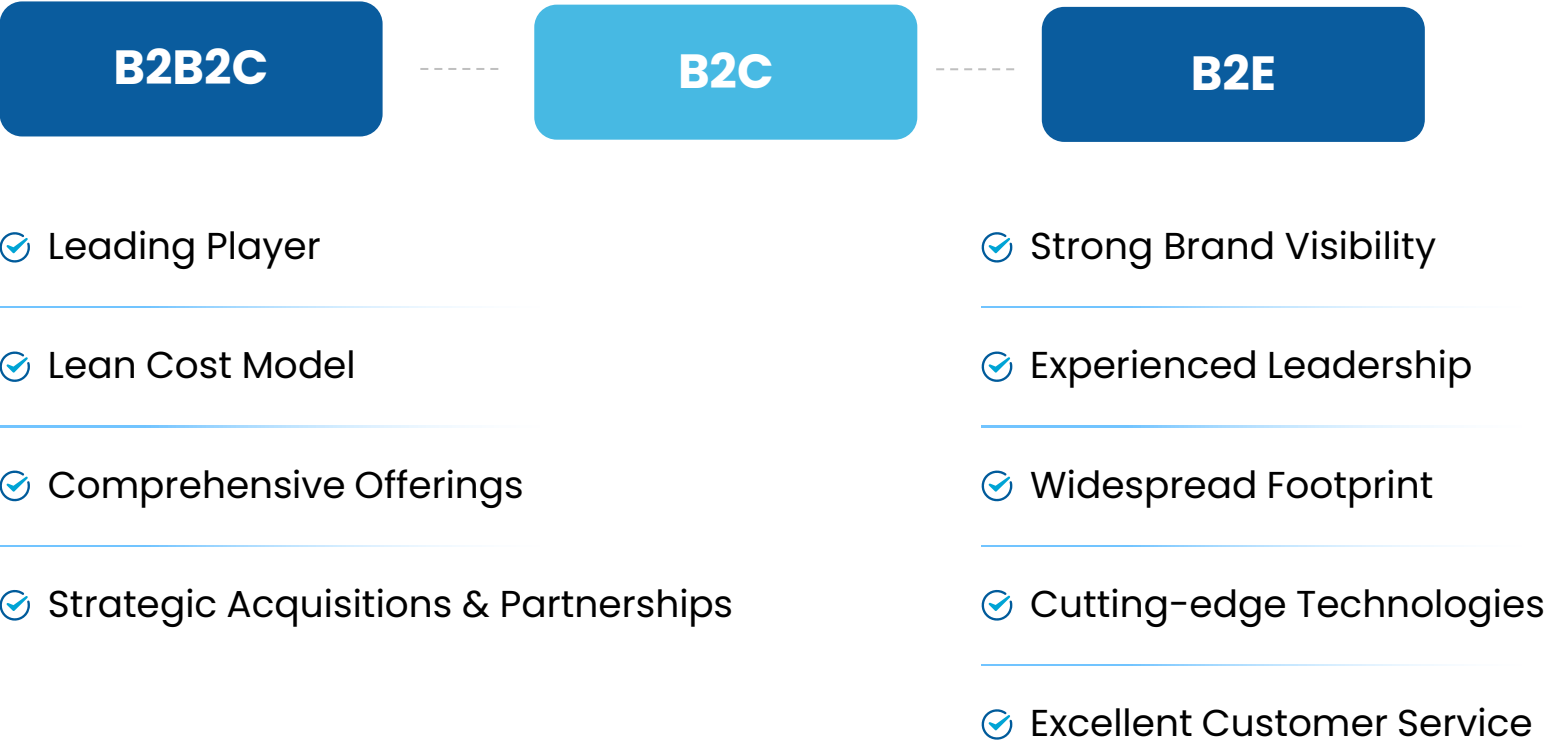


**30 Million +**  
Registered Users



**59%**  
Net Promoter Score

## Expanding Reach with Tri-channel Distribution



Note: Figures are as on 31<sup>st</sup> March 2025





# 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

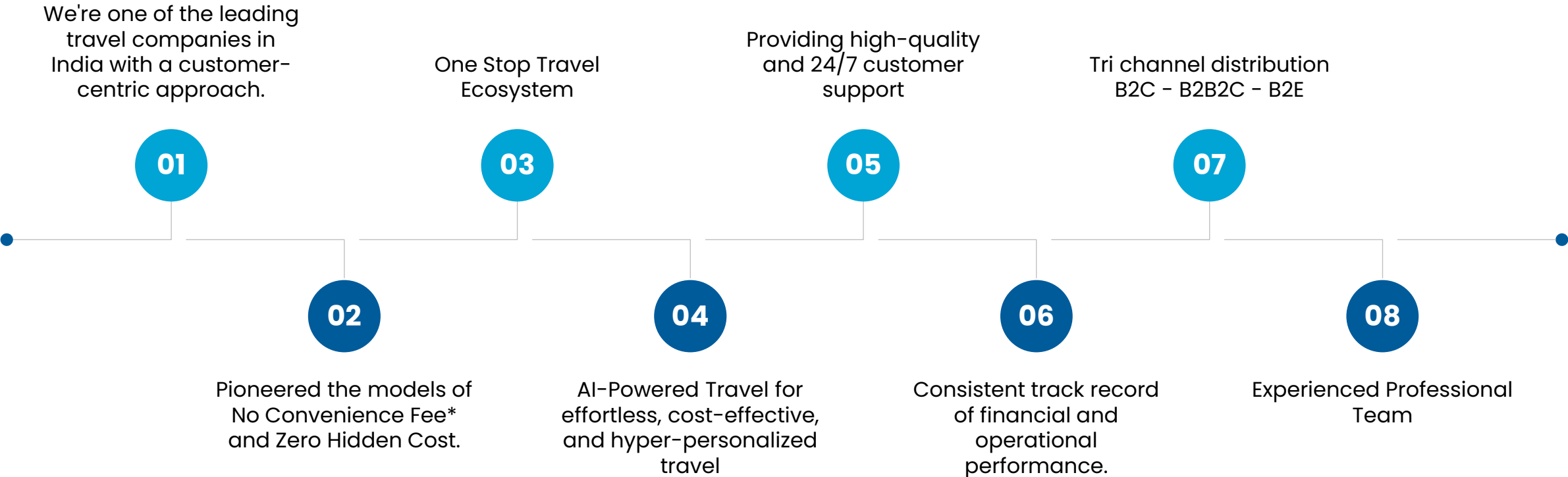
By offering innovative and convenient One Stop Travel Ecosystem to enrich travel experiences

## Sustainability

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

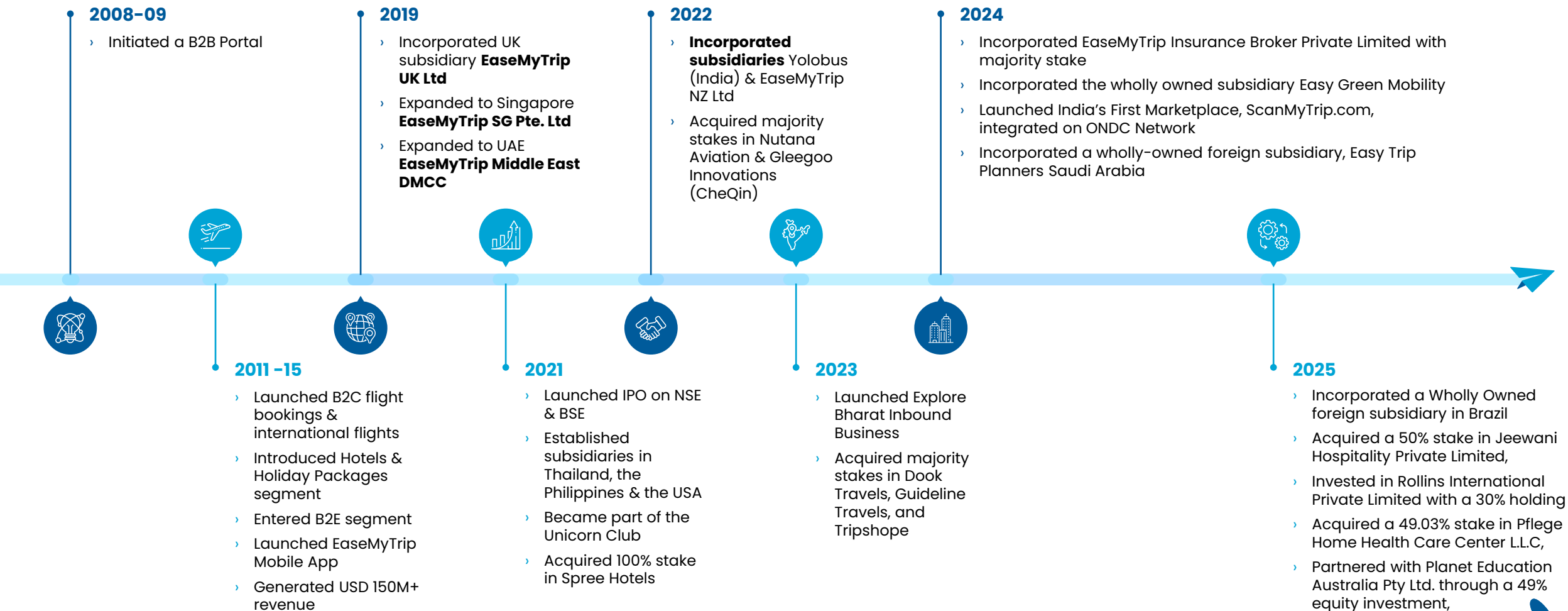


# Our Unrivalled Strengths





# 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](https://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

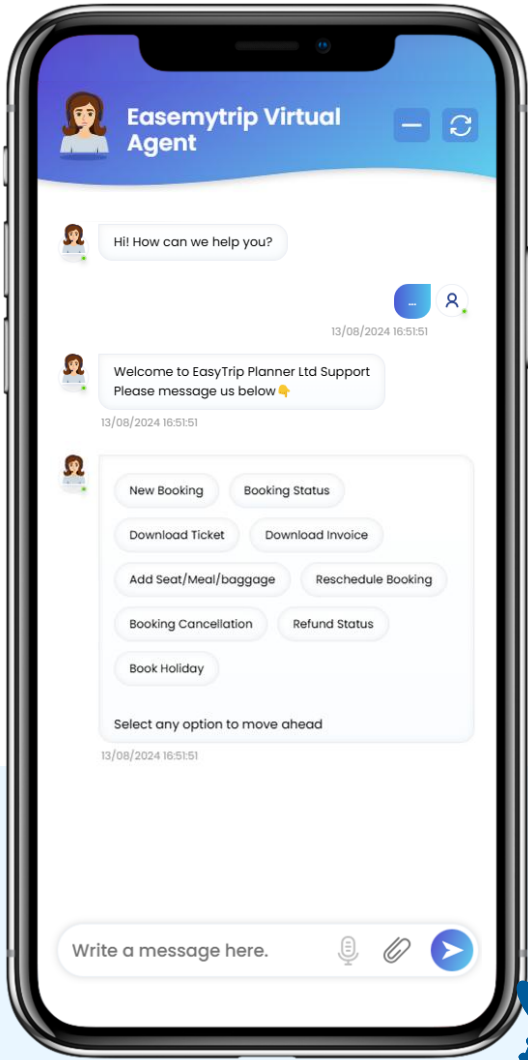
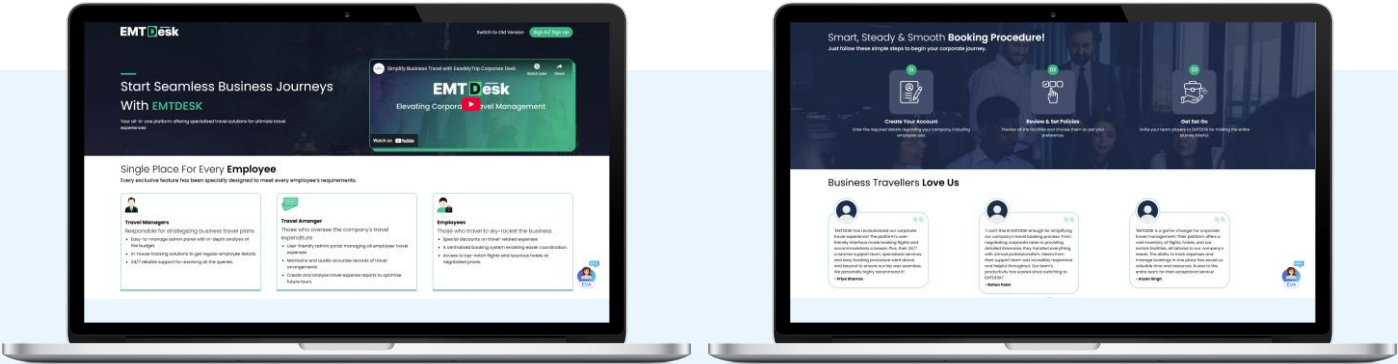
- 04

**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



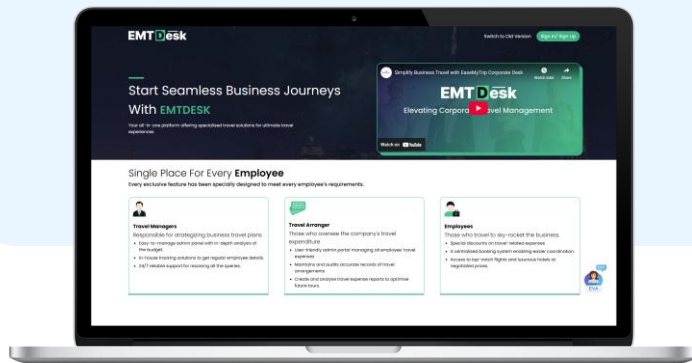


# Corporate, MICE and B2B Travel Solutions

## 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



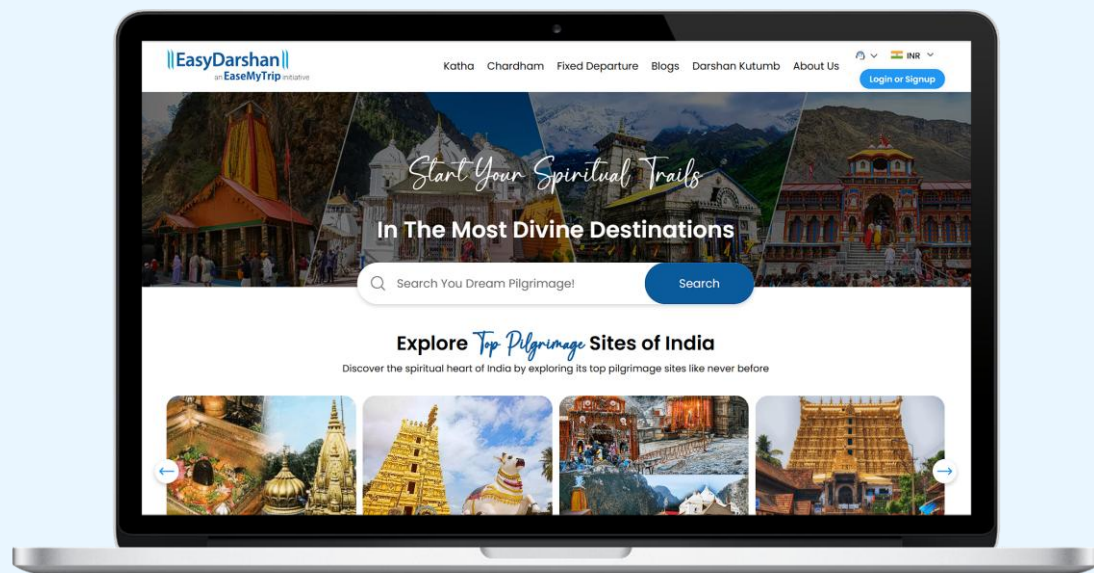
## EMTMate

### Empowering agents & agencies to boost their business growth exponentially

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



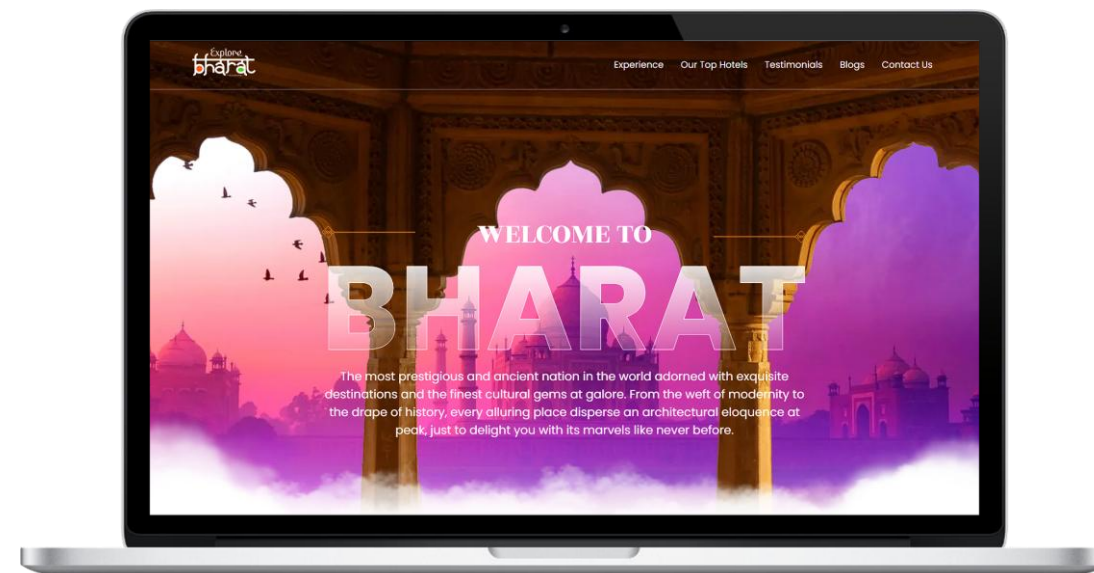




## Spiritual Tour Packages

### 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

**EaseMyTrip**.com



## Spree Hospitality, a 2084 room-keys hospitality management company

Founded in 2010, Spree Hotels ([www.spreehotels.com](http://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

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



**Yolo Bus**

Volvo A/C Seater (2+2)

**Yolo Bus**



4.8/5

12 Ratings

Volvo A/C Seater (2+2)

29 Seats Left



**67%**

**NPS**

**97%**

**On Time  
Departure**

**87%**

**On Time  
Arrival**

**100%**

**Trackable  
Trips**

## 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

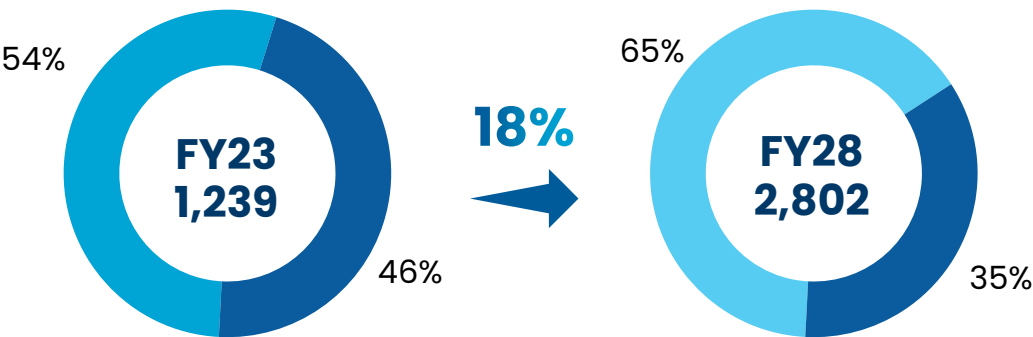
- The Indian government is actively promoting digital transformation through initiatives like the **Digital India program**, which aims to enhance digital infrastructure and expand broadband access nationwide
- The National Digital Tourism Mission has been introduced to digitize the tourism sector, improving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



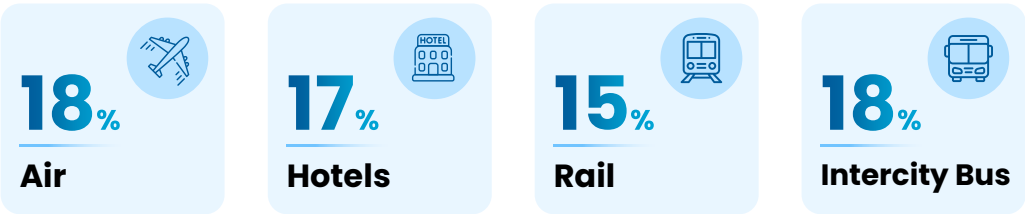
# Indian Online and Corporate Travel: OTAs Driving Accelerated Growth

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)

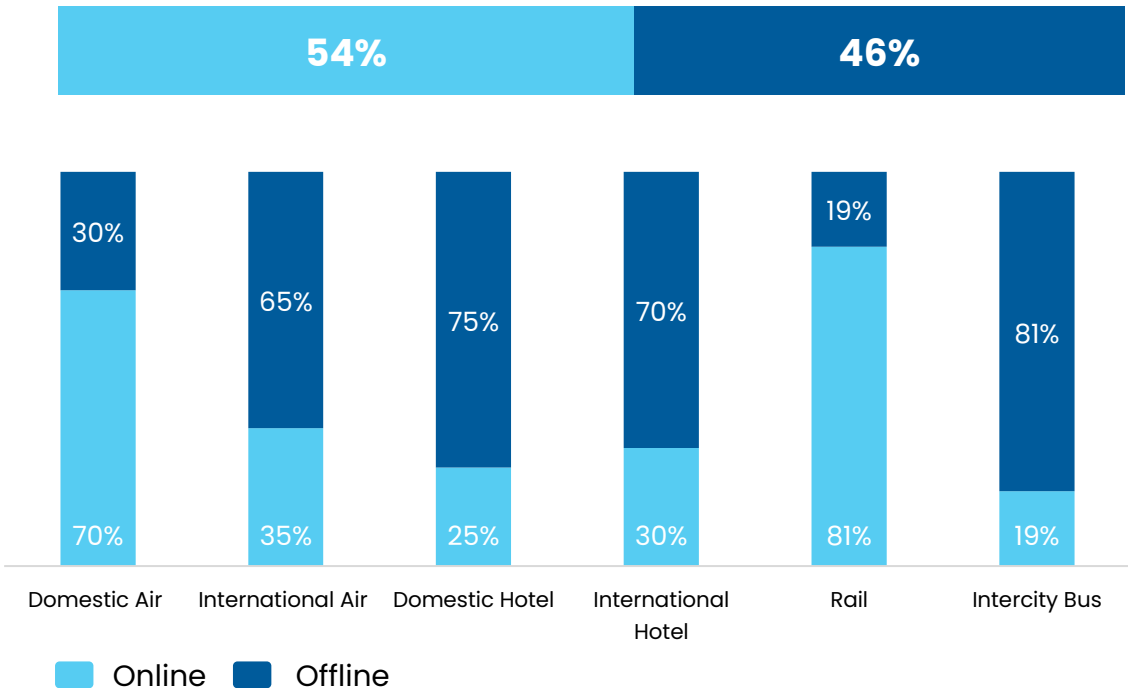


## CAGR FY23-28



## 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**  
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.



**Mrs. Neena Kumar**  
Independent Director

Mrs. Neena Kumar has over 37 years of experience in the Income Tax Department and public sector roles, having served as Member Administration and Member Revenue of the Central Board of Direct Taxes, Ministry of Finance.



**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.



**Mrs. Ruchi Ghanashyam**  
Independent Director

Mrs. Ruchi Ghanashyam has over 38 years of experience in the Indian Foreign Service, having served as High Commissioner of India to the United Kingdom, Ghana, and South Africa, among other diplomatic roles.

EaseMyTrip 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



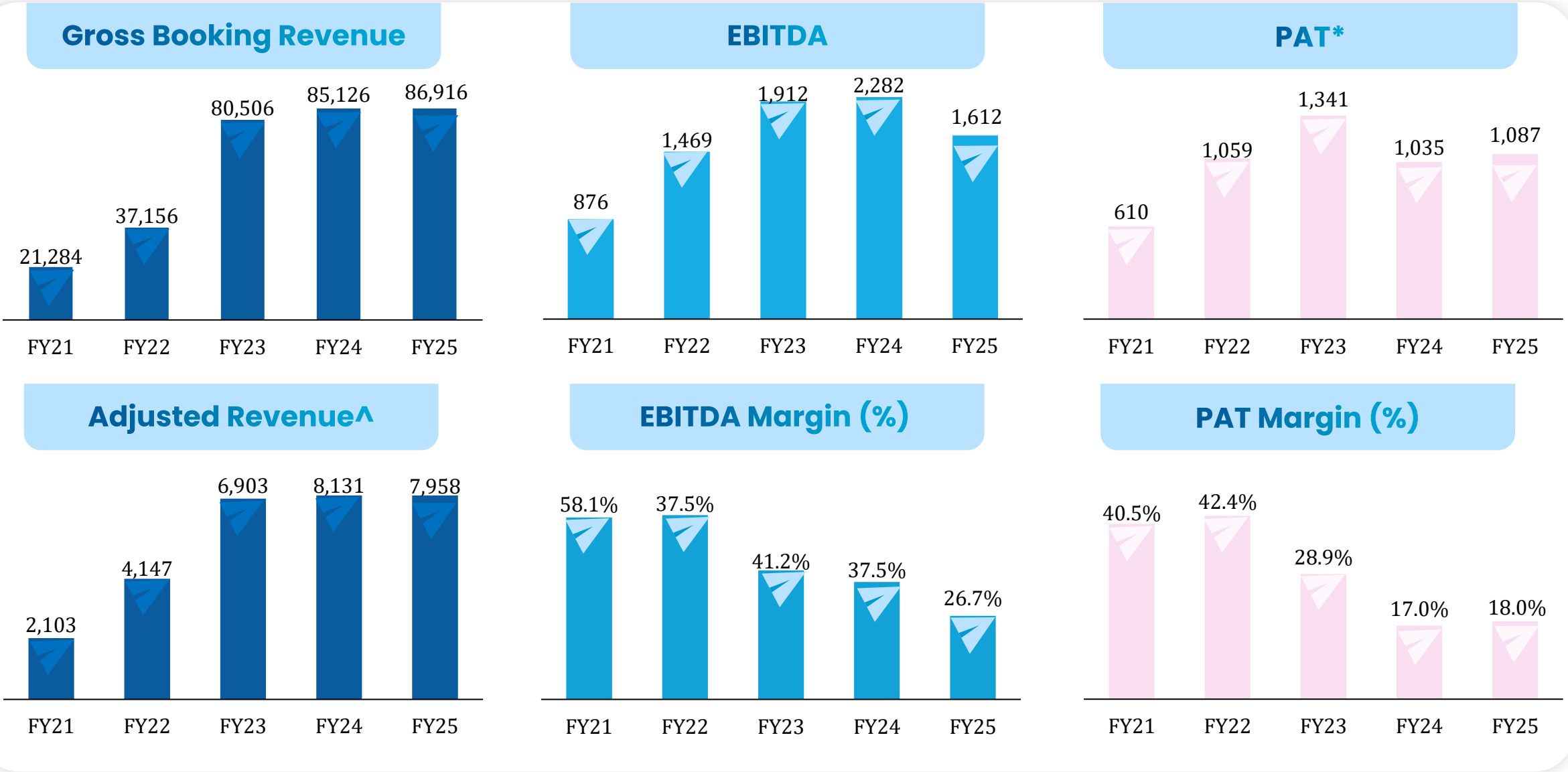
Supporting environmental sustainability and promoting sports across the country





# Annual Performance Trend

(INR in Mn unless mentioned)



\* PAT excluding Other Comprehensive Income and including exceptional item

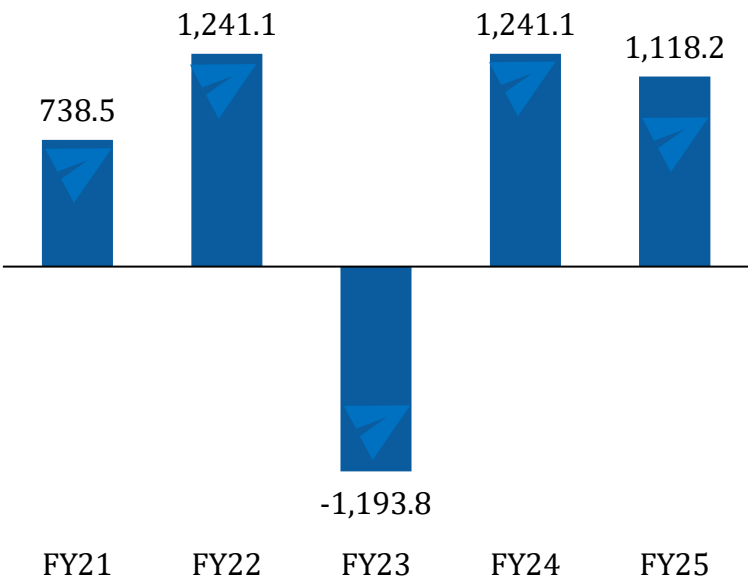
^ Including Discounts offered to customers and excluding service cost



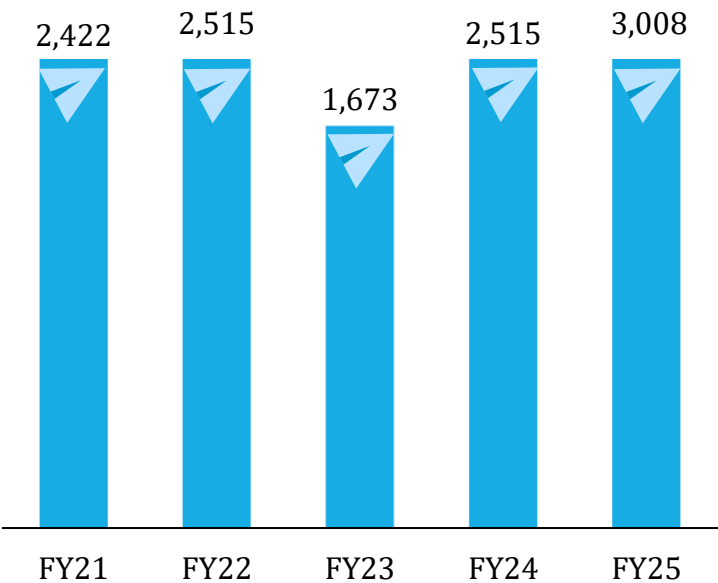
# Improved Quality of Earnings

(INR in Mn unless mentioned)

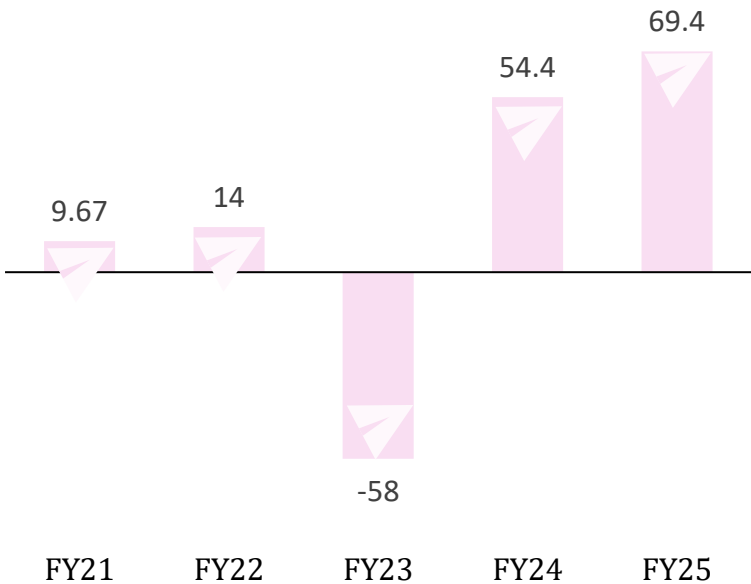
Cash Flow from Operations



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%
<b>Total Revenue</b>	<b>1,507.6</b>	<b>2,497.6</b>	<b>4,642.0</b>	<b>6,090.98</b>	<b>6,032.5</b>	<b>41.4%</b>
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%
<b>EBITDA</b>	<b>875.8</b>	<b>1,468.5</b>	<b>1,912.5</b>	<b>2,281.9</b>	<b>1,612.2</b>	<b>16.5%</b>
<b>EBITDA %</b>	<b>58.1%</b>	<b>58.8%</b>	<b>41.2%</b>	<b>37.5%</b>	<b>26.7%</b>	<b>(17.7)%</b>
Depreciation and Amortisation Expense	6.6	13.4	29.0	71.6	124.7	108.5%
<b>EBIT</b>	<b>869.2</b>	<b>1,455.2</b>	<b>1833.4</b>	<b>2,210.3</b>	<b>1,487.5</b>	<b>14.4%</b>
Finance Costs	35.3	19.5	34.1	59.7	57.7	13.1%
<b>PBT</b>	<b>833.9</b>	<b>1,435.7</b>	<b>1,849.4</b>	<b>2,150.6</b>	<b>1,429.8</b>	<b>14.4%</b>
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)	-	-
<b>Profit for the year</b>	<b>610.1</b>	<b>1,059.2</b>	<b>1,341.0</b>	<b>1,034.7</b>	<b>1,086.6</b>	<b>15.5%</b>
<b>PAT %</b>	<b>40.5%</b>	<b>42.4%</b>	<b>28.9%</b>	<b>17.0%</b>	<b>18.0%</b>	<b>(18.4)%</b>
Other Comprehensive Income for the year	4.0	(1.9)	(0.7)	(3.0)	84.4	114.3%
<b>Total Comprehensive Income for the year</b>	<b>614.1</b>	<b>1,057.3</b>	<b>1,340.3</b>	<b>1,028.7</b>	<b>1,171.0</b>	<b>17.5%</b>
<b>Total Comprehensive Income for the periods/ years after exceptional items and tax benefit thereon</b>	<b>614.1</b>	<b>1,057.3</b>	<b>1,340.3</b>	<b>1,031.7</b>	<b>1,171.0</b>	<b>17.5%</b>
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
<b>Equity attributable to equity holders of the Group</b>	<b>6,045.2</b>	<b>7,203.1</b>
Non-controlling interests	201.3	217.4
<b>Total Equity</b>	<b>6,246.6</b>	<b>7,420.5</b>
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
<b>Total Non-Current Liabilities</b>	<b>241.8</b>	<b>1,235.7</b>
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
<b>Total Current Liabilities</b>	<b>2,447.7</b>	<b>2,883.1</b>
<b>Total Equity and Liabilities</b>	<b>8,936.1</b>	<b>11,539.3</b>

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
<b>Total Non-Current Assets</b>	<b>3,411.1</b>	<b>3,803.1</b>
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
<b>Total Current Assets</b>	<b>5,525.0</b>	<b>7,736.2</b>
<b>Total Assets</b>	<b>8,936.1</b>	<b>11,539.3</b>



# Achieved Strong Cash Flow from Operations

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

# Thank You



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