

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,

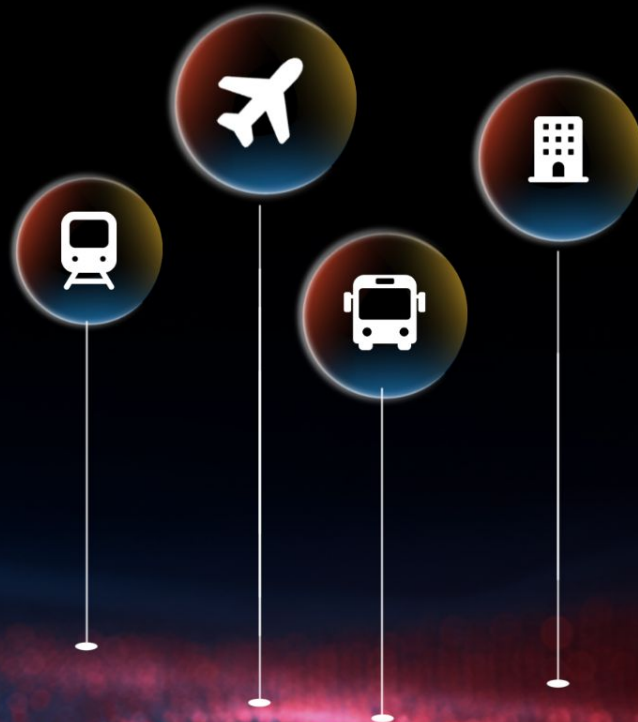
For Le Travenues Technology Limited

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

REINVENTING TRAVEL

Powered by AI

Investor Presentation Q1 FY26



Safe Harbour

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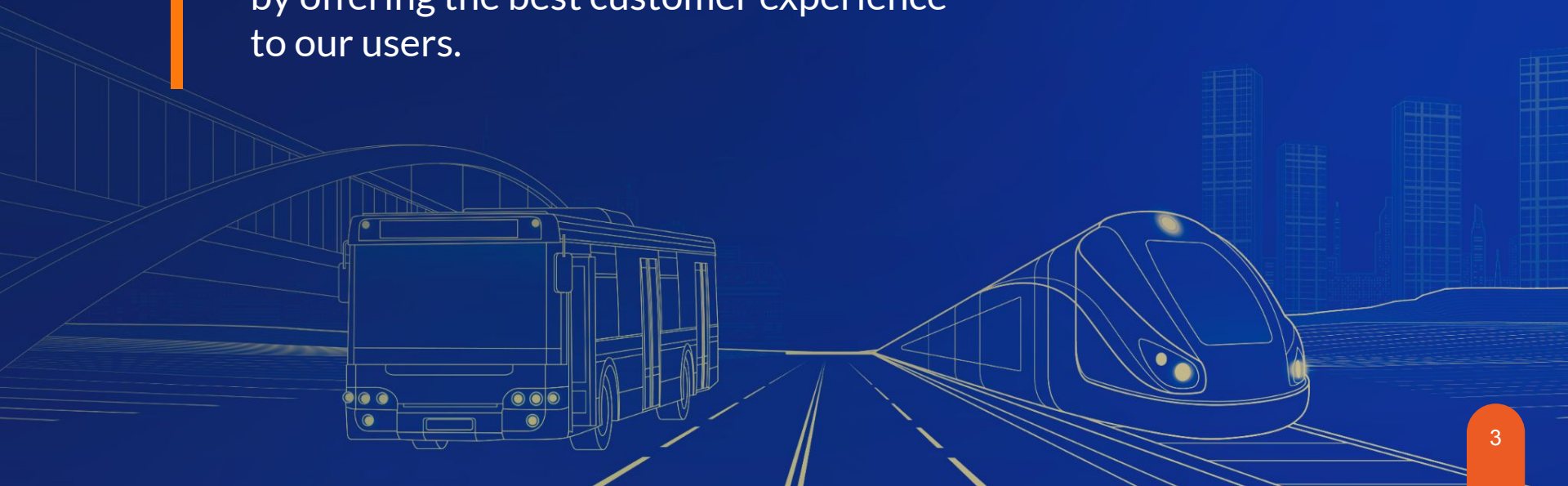
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Actual results may differ materially from those expressed or implied. The Company assumes no obligation to update any forward-looking information. Any third-party forward-looking statements and projections included are not adopted by the Company, and 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 Users¹



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

June 2007
Meta search
website for flights



Train App



IRCTC Partnership
for Train Booking



Transitioned to
Flight OTA



Flight App



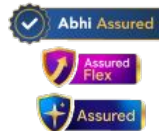
Transitioned
to Bus OTA



TARA: AI-Driven
Travel Assistant



Value
Added Services



plan
GenAI
Trip Planner



2020 - 2025

Flight Tracker
Pro



Food on
Train



Price
Lock

Travel
Guarantee



~₹15,000 Cr
GTV in FY25



Acquisitions



Transitioned
to Hotel OTA



Launched
Travel Super Mall
(B2B)



India's Largest Travel Platform¹



MAU²
84.13 Mn



Towns⁴
2400 +

713.66 Mn

Lifetime
Downloads⁴



85.80%

Repeat
Transaction Rate³



94.05 %

Deep penetration
in Tier II / III²



Lifetime
Transacted
Users⁴

46.93 Mn



Lifetime
Registered
Users⁴

320.8 Mn



Annual
Passenger
Segments
Booked³

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 Users¹

Fastest Growing² & Gaining Market-Share in All Lines of Businesses



“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

GTV

55% ▲



3,144.72

Revenue from Operations

73% ▲



1,280.88

Contribution Margin

48% ▲



313.53

Adjusted EBITDA

54% ▲



286.63

PBT* (ex loss of associate,
exceptional items & tax)

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. Alope Bajpai
*Chairman, Managing Director
& Group 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. Rajnish Kumar
*Director & Group Co-Chief
Executive Officer*



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



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



ixigo Credit

Introduced No-Cost EMI 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



No Question Asked
Full Refunds



Fully Flexible and
Freely Reschedulable



Lock Fare Now,
Pay Later



Upto 150%
Assured Refund²



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

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



Our 3-Pronged AI Strategy



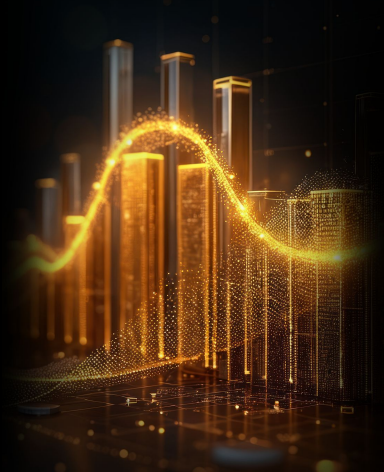
Efficiency

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

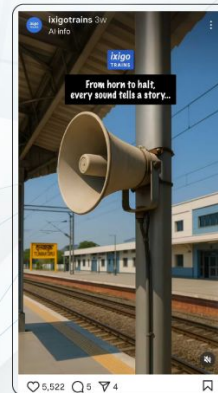
AI Trip Planner - PLAN

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



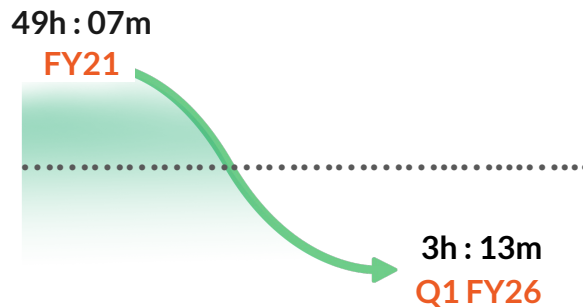
Note: 1. For the year ended 31st March 2025 | 2. As of 30th June 2025

Endeavor To Provide Best Customer Experience

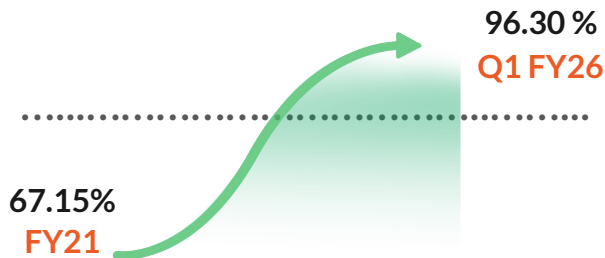
Providing Prompt Personalized Assistance Before, During & After the Trip



Average
Refund
Time¹



Calls Answered
Within 2
Minutes²



Q1 FY26

Queries Solved
by AI chatbot
1.87 Mn



Q1 FY26

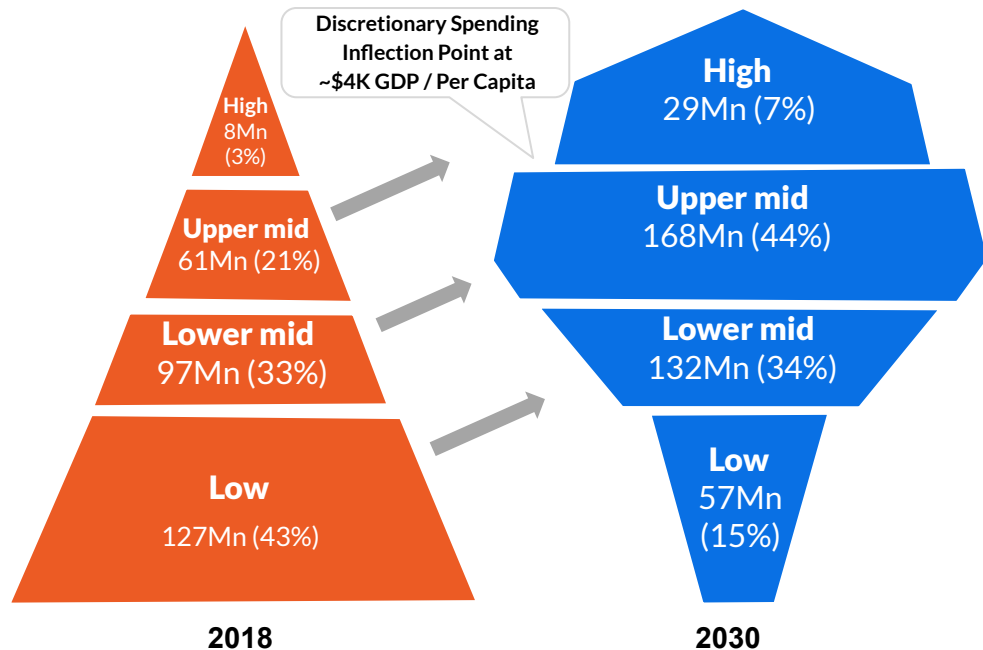
% Queries Solved
by AI Chatbot
88.48 %

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

India Macroeconomic Outlook

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

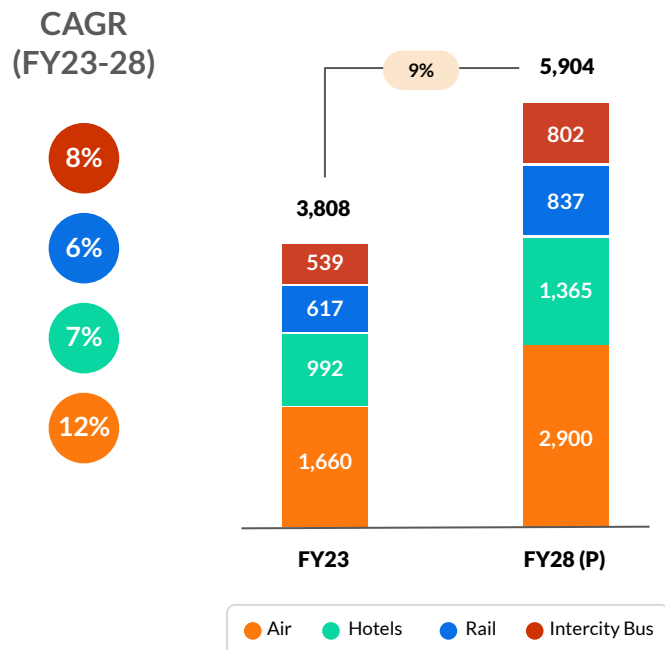
Rising Per Capita Incomes Will Shift
the Income Pyramid



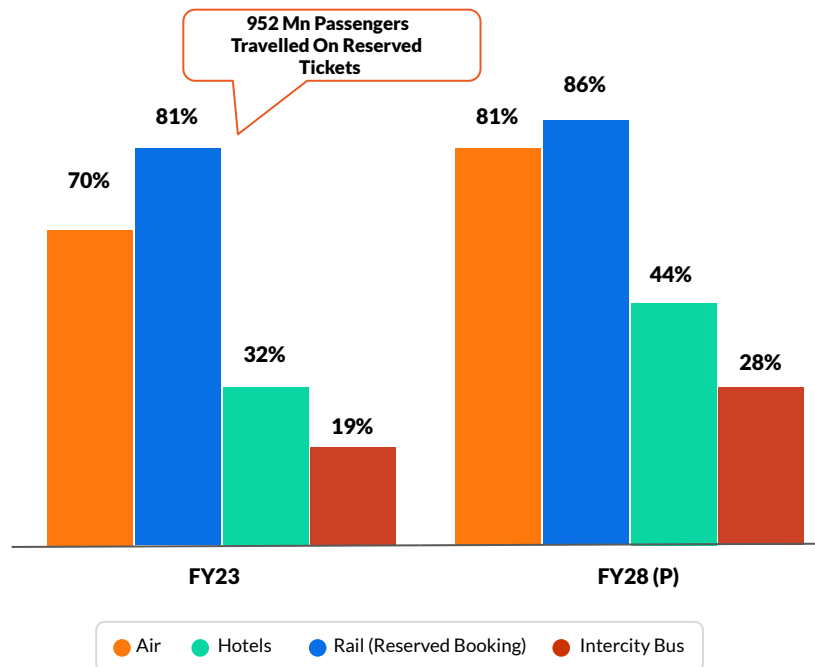
Number of Households By Income / Discretionary Spend¹
(% of total Households)

Robust Growth Expected in Indian Travel & Tourism Market

Indian Tourism & Transportation Size (INR Bn)



Growth In Online Penetration Across Different Segments

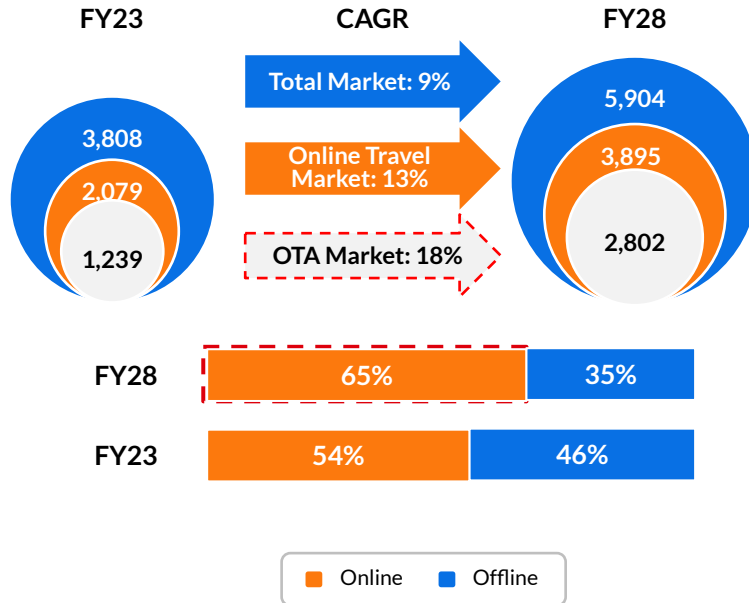


OTAs driving faster growth in Online Travel

Indian OTA Market Outpacing the Overall Travel and Online Markets

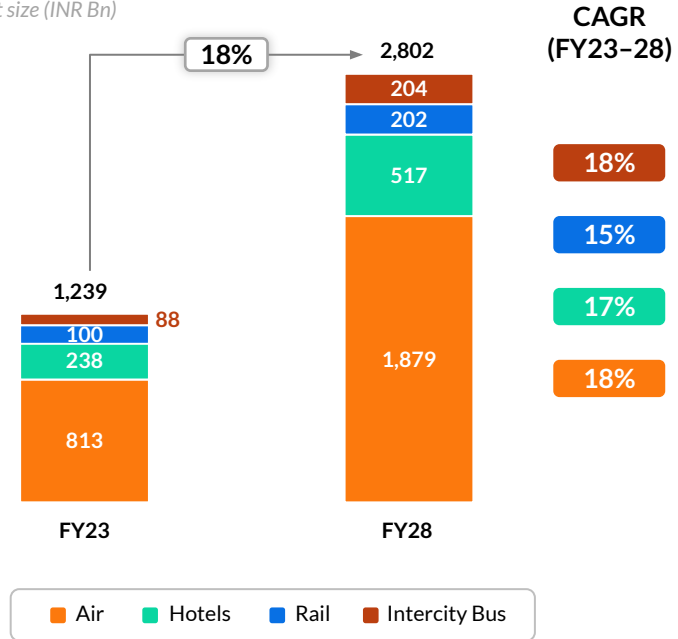
Indian Travel Market By Booking Mode

Market size (INR Bn)



Indian OTA Market

Market size (INR Bn)



Gen Z & Solo Women Travellers Gaining Ground

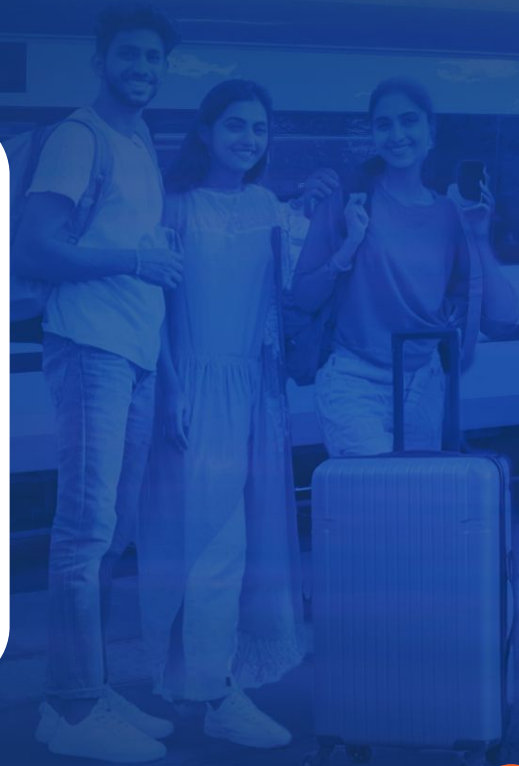
Independent and Female Travel emerge as a key category especially in Bus and Trains



- **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

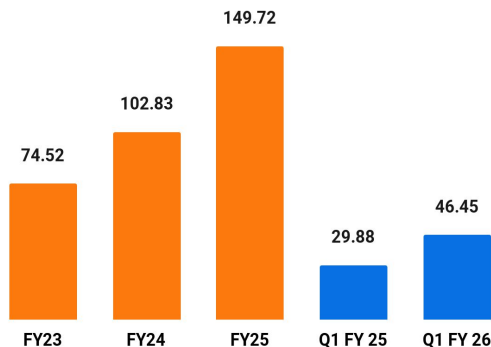


- **Bus** Bookings from Gen Z travellers (aged 18-30) grew **56% YoY** in Q1 FY26
- Fastest-growing Gen Z Bus markets: **Indore, Lucknow, Nagpur**
- **27% of solo bus travellers** were women in Q1

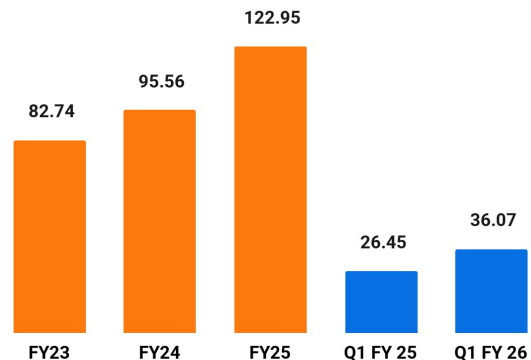


Accelerating Monetization & Premiumization

Gross Transaction Value (INR Bn)

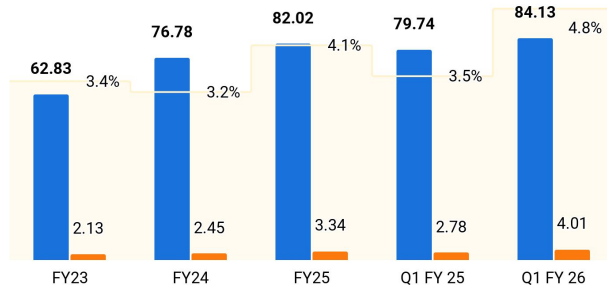


Passenger Segments (Mn)

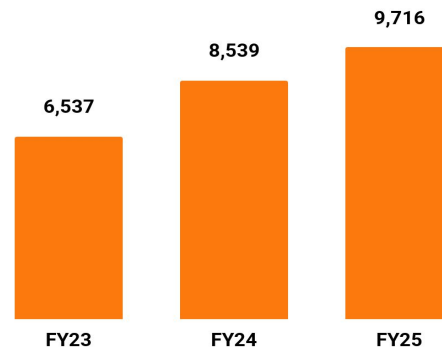


MAUs and MTUs (Mn)

■ MAU ■ MTU ■ MTU / MAU

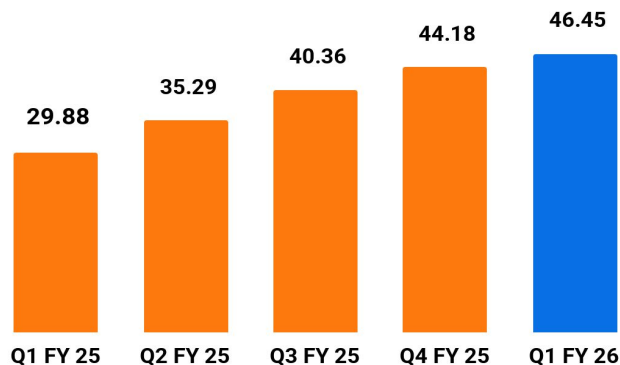


Annual Spend per Transacting User (INR)

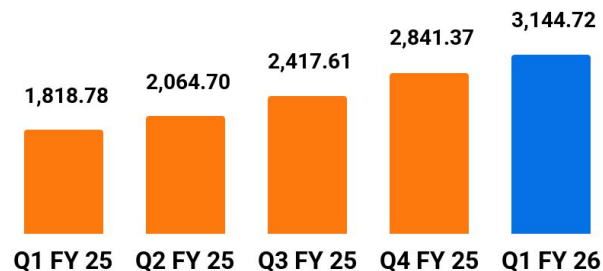


Continued Momentum Quarter on Quarter

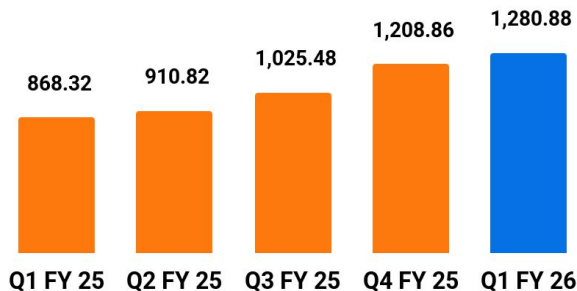
Gross Transaction Value (INR Bn)



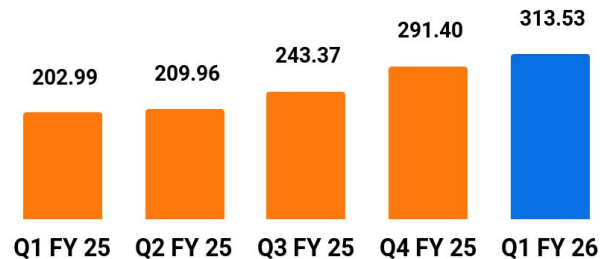
Revenue from Operations (INR Mn)



Contribution Margin (INR Mn)

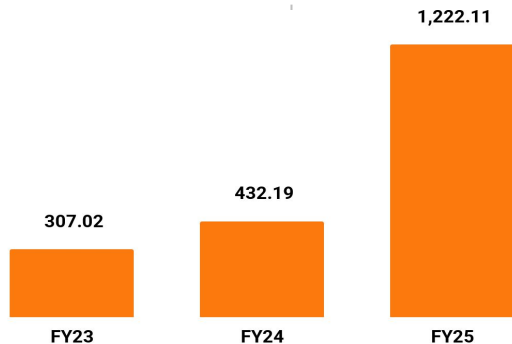


Adjusted EBITDA (INR Mn)

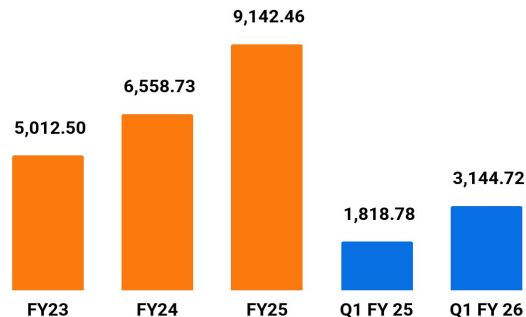


Operating Leverage Kicking In

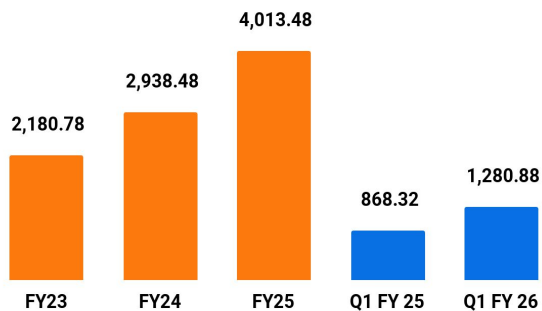
Operating Cash Flow (INR Mn)



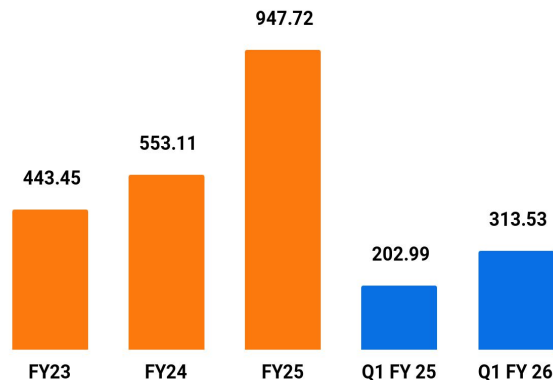
Revenue from Operations (INR Mn)



Contribution Margin (INR Mn)

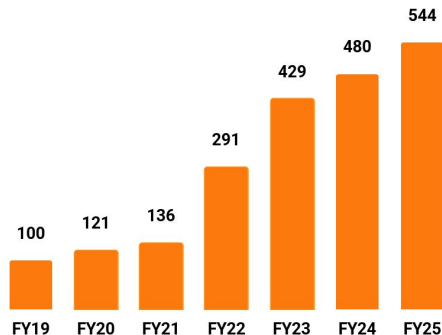


Adjusted EBITDA (INR Mn)



Robust YoY Growth Trajectory

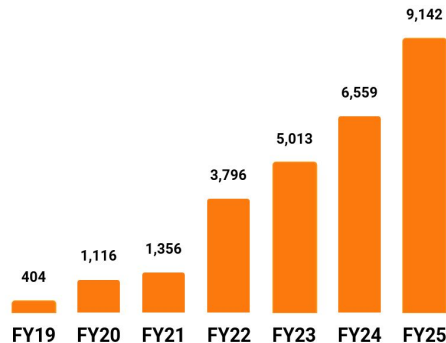
Annual Active Users (Mn)



CAGR

32.63%

Revenue from Operations (INR Mn)

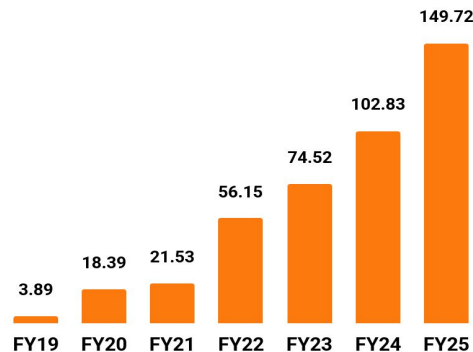


CAGR

68.20%

23x Revenue Growth vs Pre-COVID (FY19)

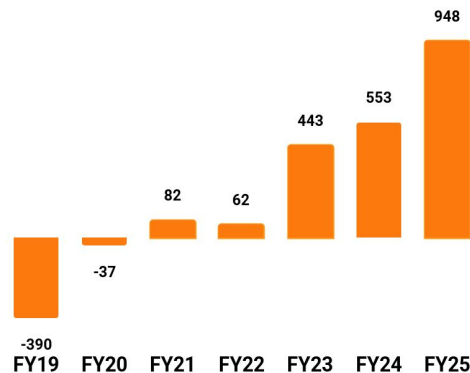
Gross Transaction Value (INR Bn)



CAGR

83.73%

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%

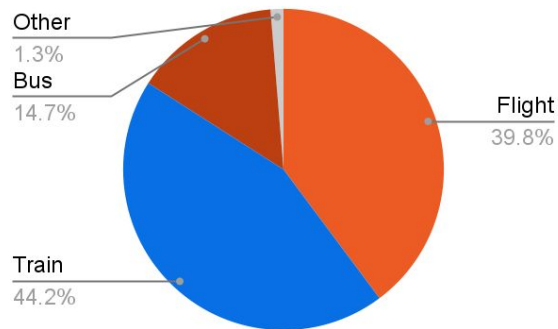
766.36
93% ↑
396.39

422.64
44% ↑
294.41

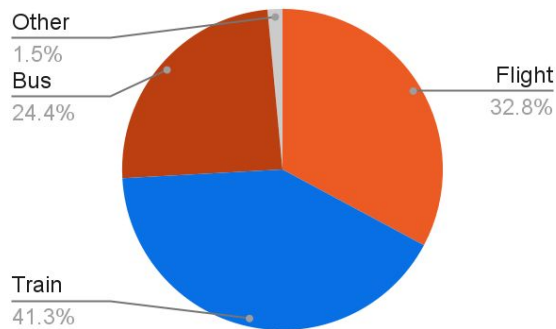
55%

Diversified & Evolving Business Mix - Q1FY26

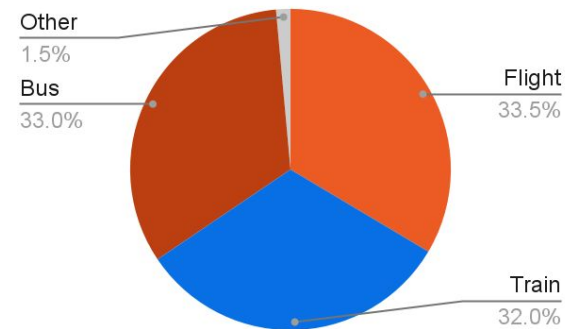
Gross Transaction Value



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. Alope 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,

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



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

Increase Monetization Through Cross-selling And Up-selling

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 |
|------|-------------------------|

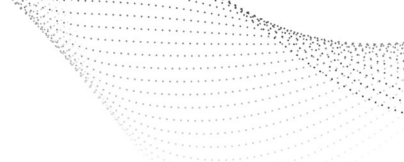
| | |
|------|---|
| Time | 05:30 PM IST 20:00 PM HK/SG 08:00 AM US (EST) |
|------|---|

| | |
|----------|--------|
| 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 of 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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