

BUILDING BHARAT KA bharosa

Investor Presentation Q2 FY26

ixigo



Safe Harbour

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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



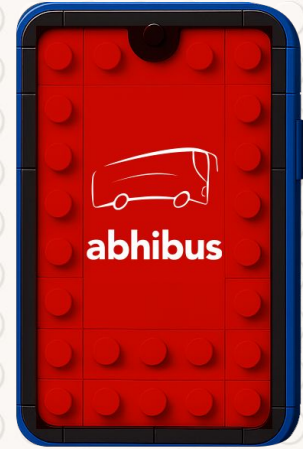
Trains



Buses

Who We Are

We are a technology company focused on empowering 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



Assisting travellers in making smarter travel decisions by leveraging AI



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



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



Train App



IRCTC Partnership
for Train Booking



Transitioned to
Flight OTA



TARA: AI-Driven
Travel Assistant



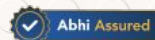
Transitioned
to Bus OTA



Flight App



Value
Added Services



plan
GenAI
Trip Planner



Transitioned
to Hotel OTA



Acquisitions



Launched
Travel Super Mall
(B2B)



Flight Tracker
Pro



Alternate
Travel Plan
(Formerly
Travel Guarantee)



Food on
Train



~₹15,000Cr
GTV in FY25



Delhi Metro Ticketing
(with DMRC & ONDC)



India's Largest Travel Platform¹



MAU²

80.22 Mn



Towns⁴

2400+

746.08 Mn

Lifetime
Downloads⁴



85.80%

Repeat
Transaction Rate³



Lifetime
Transacted
Users⁴

50.4 Mn



Lifetime
Registered
Users⁴

339.82 Mn

122.95 Mn

Annual
Passenger
Segments
Booked³



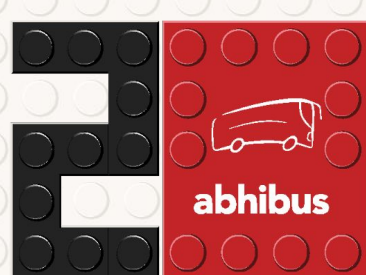
93.99 %
Deep penetration
in Tier II / III²



Note: 1. Basis MAU & Downloads | 2. For 3 months ended 30th Sep 2025 | 3. For year ended 31st March 2025 | 4. As of 30th Sep 2025

India's Leading OTA For The Next Billion Users¹

Fastest Growing on Revenue² & Gaining Market-Share in All Lines of Businesses



Fastest Growing⁴

“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.

Q2 FY26 vs Q2 FY25



43,474.97

GTV

23% ▲



2,827.41

Revenue from
Operations

37% ▲



1,095.84

Contribution Margin

20% ▲



284.76

Adjusted EBITDA

36% ▲



-24.88

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

*Includes a one-off ESOP expense
of INR 269.30 Million

H1 FY26 (YoY Growth)



915.46

Cash Flow from
Operations

30% ▲

Key Performance Indicators	Units	FY23	FY24	FY25	6 M FY 25	6 M FY 26
Monthly Active Users	Million	62.83	76.78	82.02	78.96	82.18
Gross Transaction Value	INR Million	74,524.30	102,825.49	149,715.86	65,168.89	89,921.55
Revenue from Operations	INR Million	5,012.50	6,558.73	9,142.46	3,883.48	5,972.13
Gross Revenue	INR Million	6,405.47	8,318.58	11,913.17	5,069.18	7,832.07
EBITDA	INR Million	450.45	530.61	988.84	416.09	339.37
EBITDA %	%	8.70%	7.98%	10.61%	10.53%	5.57%

*Excluding the one off ESOP expense, PBT (ex loss of associate, exceptional items & tax for Q2 FY26 is INR 244.42 Million, ▲ 25.69% YoY)

All numbers in millions unless indicated otherwise.

Management Commentary - Q2 FY26



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

“Despite Q2 facing some capacity headwinds, ixigo continued its resilient momentum and grew faster than the overall market YoY in all lines of business, with buses and flights leading the growth and trains maintaining our OTA market leadership. The fundraise strengthens our balance sheet to fulfil our long term aspiration of delivering the best AI-first customer experience for travel and fuels our expansion into new categories and markets.”



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



Mr. Saurabh Devendra Singh
Group Chief Financial Officer

“It was not an easy quarter, and yet we continued to grow profitably. This was a result of customer empathy, product innovation, agility, and in some cases, ‘old-fashioned persistence.’ Quarters like these showcase the ixigo DNA and will form the foundation of our growth for years to come.”

Recent Highlights & Announcements



Partnered with DMRC and ONDC to launch Delhi Metro ticketing on the ixigo Trains & ConfirmTkt apps.



AbhiBus added 7 new SRTCs - OSRTC, SBSTC, TSRTC, PRTC, KSRTC, SNT & UTC, expanding to 17 major state transport corporations.



Enabled Aadhaar-based IRCTC authentication, recording 10,000+ successful verifications daily.



Introduced an improved Train Alternates feature with nearby stations & dates, & partial journey options, backed by a refreshed UI/UX.



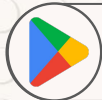
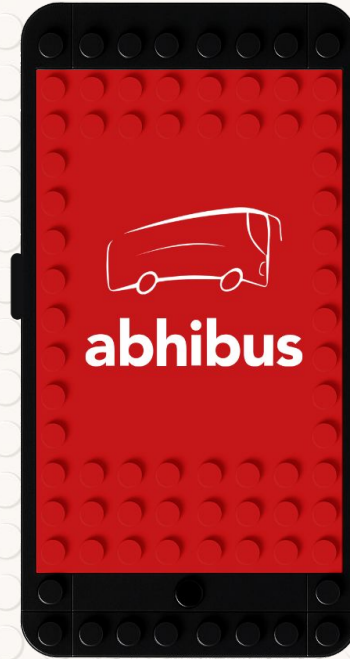
Introduced AI Smart Filters for flights on desktop, allowing users to search and refine results using natural language inputs for a faster, more intuitive experience.



ConfirmTkt partnered with HDFC Bank to bring accelerated train ticket booking benefits on the HDFC Bank SmartBuy platform.



India's Most Loved Travel Apps



4.8 ★★★★★

4.8 ★★★★★

4.8 ★★★★★

4.7 ★★★★★

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



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



27.02 %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 Sep 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



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



Alternate Travel Plan

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

48.80% voice and 90.56% chats resolved by autonomous AI agents

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

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



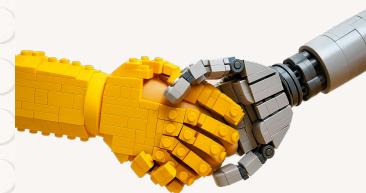
Revenue

AI optimized dynamic pricing for Value Added Services (Alternate Travel Plan, Assured, 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

The ixigo Flywheel

AI-Enhanced Customer Experience & Data Moats

Highest rated app, fuelling word of mouth

Upsell Value-Added Services to enhance Experience & Monetization

ixigo Assured Flex, Abhi Assured, Alternate Travel Plan, Food on Train, etc.

Identify & Solve Travel Utility Problems

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

Build Trust & Grow NBU Users Organically

544.35 Mn annual active users¹

Deepen Customer Relationship & Monetize Bookings

50.4 Mn Lifetime Transacted Users²



Travel Trends That Set The Stage

Rainy escapes, long weekends & advance festive bookings powered Q2 travel growth

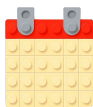


Monsoon Travel

Travel demand across modes grew **35-40% YoY**, led by **leisure and nature getaways**

Top Monsoon picks: Lonavala, Munnar, Port Blair, Udaipur, Mahabaleshwar & Goa

Short-haul international trips to Vietnam and Thailand saw strong demand



Extended Breaks

Long weekend travel demand grew 35-40% YoY

Top Onam getaways: Kannur, Thiruvananthapuram, and Kochi

Top Independence Day getaways: Dehradun, Jammu, Port Blair, Goa & Pondicherry



Festive Bookings

Advance bookings across key metros **soared 65%+ YoY**

Hit an all-time high of **~ 350,000 train pax segments** as Diwali advance bookings opened

Rising demand for premium stays: 37% of hotel bookers booked hotels above ₹7,000/night

Wheels of Growth: Bus Vertical Accelerates Ahead

Bus passenger segments booked rose 46% YoY for Q2 FY26

Expanded Reach: Partnered with **7 new SRTC**s, now aggregating **17 major state transport corporations** for wider route connectivity.

Product Innovation: Launched an industry-first '**New Buses**' filter to help users easily find and book newer, more comfortable buses.

Smaller Cities Fuel Momentum: Bus travel demand to and from **Vijayawada, Tirupati, Visakhapatnam, Jaipur & Indore** saw strong growth.

Faith-Led Travel Surges: Strong bus demand for pilgrim routes to **Tirupati, Nashik, Ujjain, Varanasi & Haridwar**.

New Traveller Mix: Solo bookings up **44% YoY**; group bookings up **47% YoY**.



Endeavor To Provide Best Customer Experience

Providing Prompt Personalized Assistance Before, During & After the Trip



Average
Refund
Time¹

49h : 07m

FY21

2h : 54m
Q2 FY26



Calls Answered
Within 2
Minutes²

67.15%

FY21

97.40%
Q2 FY26

Q2 FY26

Customer Queries
handled by AI



2.69 Mn

Q2 FY26

% Queries
handled by AI



Voice
48.80%

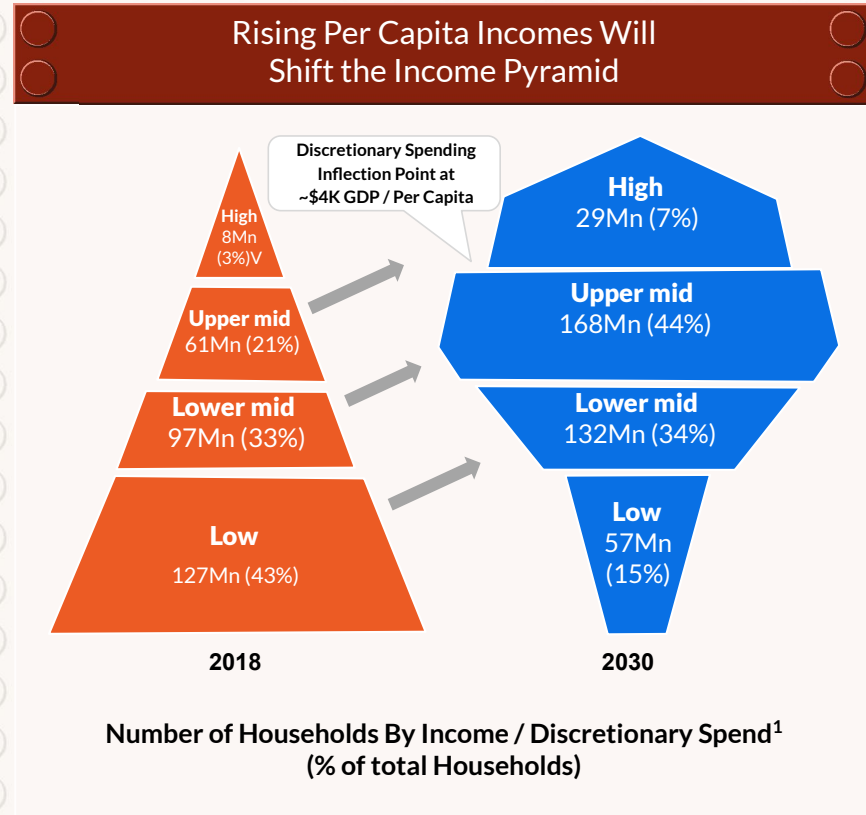


Chat
90.56%

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**



Robust Growth Expected in Indian Travel & Tourism Market

Indian Tourism & Transportation Size (INR Bn)

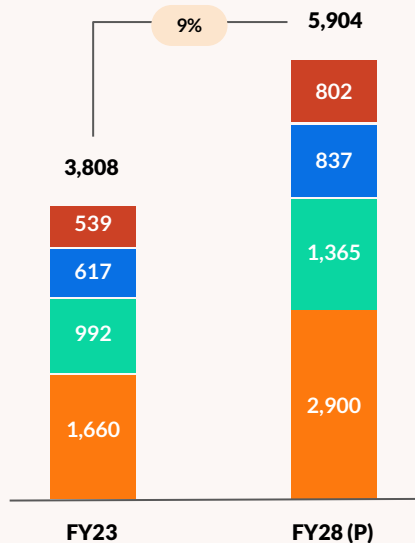
CAGR
(FY23-28)

8%

6%

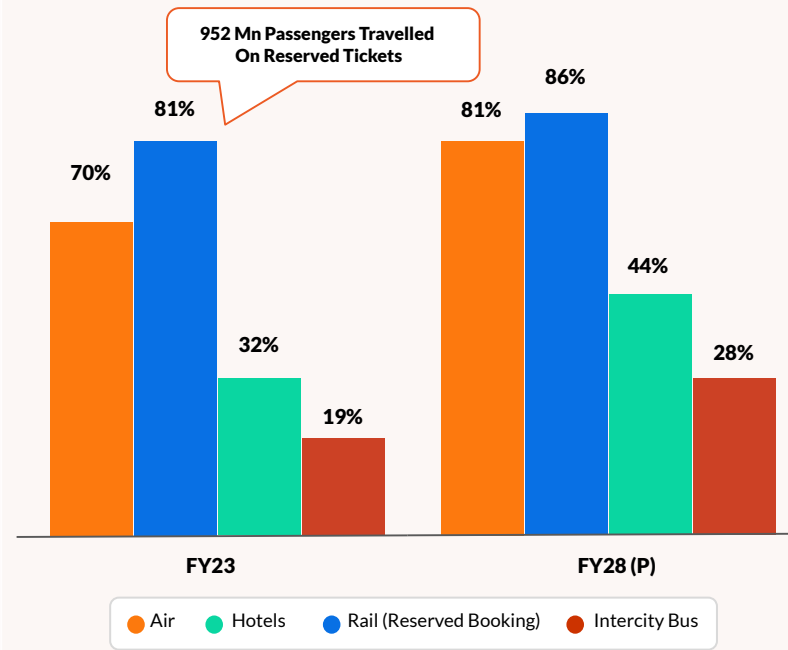
7%

12%



Air Hotels Rail Intercity Bus

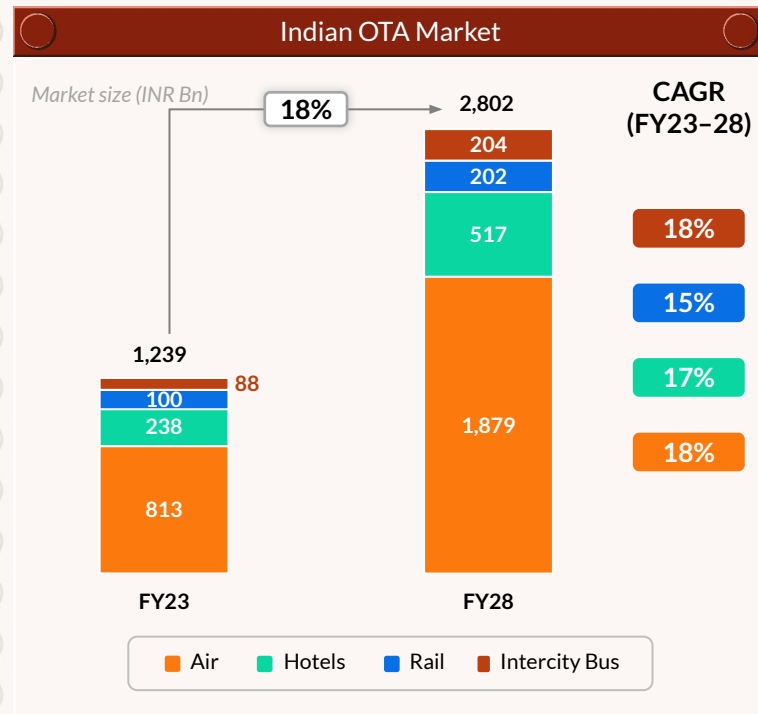
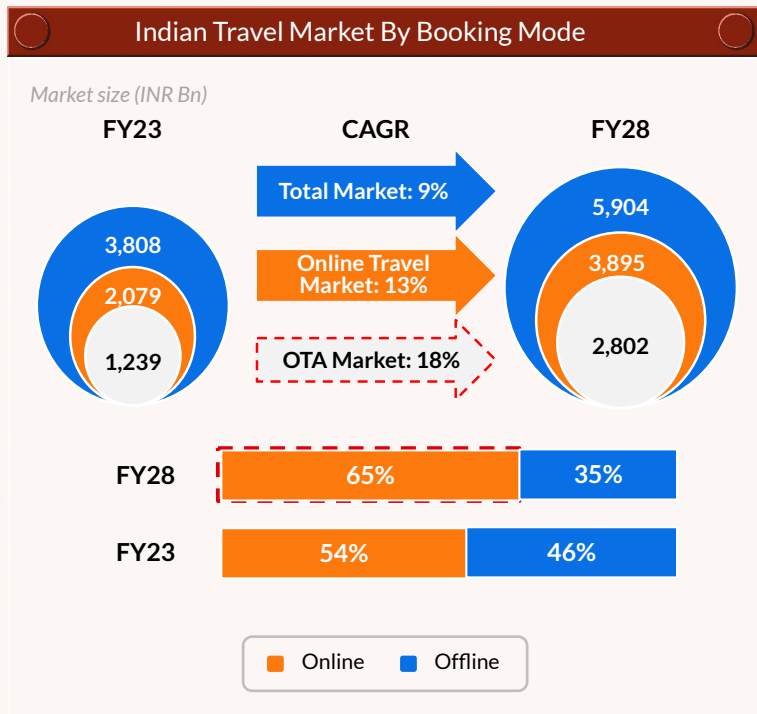
Growth In Online Penetration Across Different Segments



Air Hotels Rail (Reserved Booking) Intercity Bus

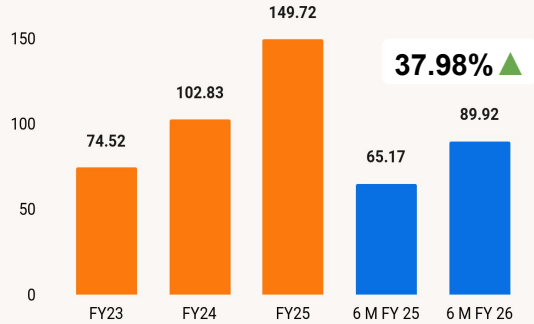
OTAs driving faster growth in Online Travel

Indian OTA Market Outpacing the Overall Travel and Online Markets

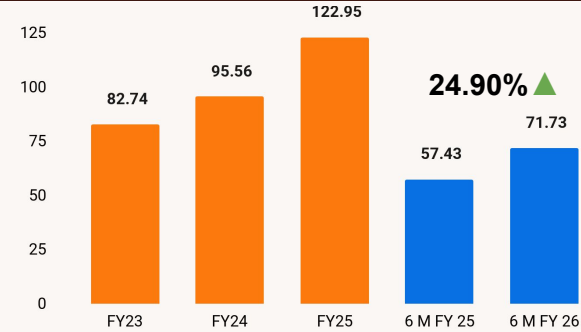


ixigo's Accelerating Monetization & Premiumization

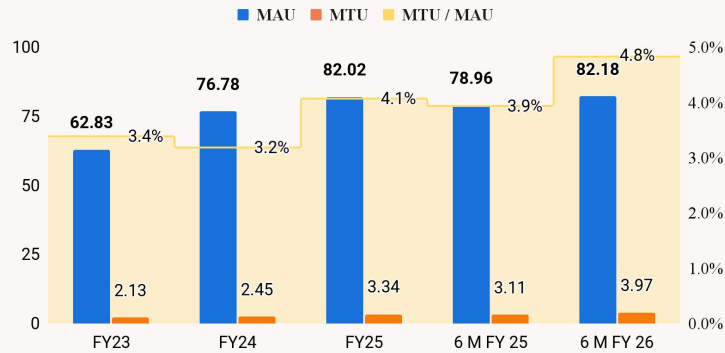
Gross Transaction Value (INR Bn)



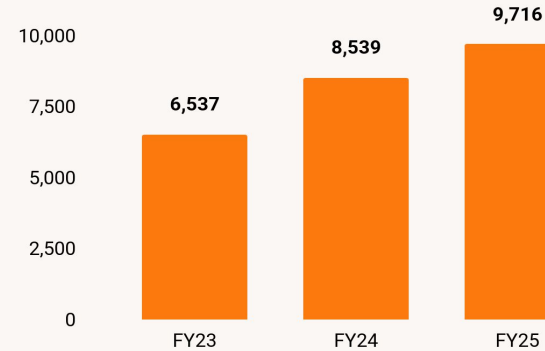
Passenger Segments (Mn)



MAUs and MTUs (Mn)

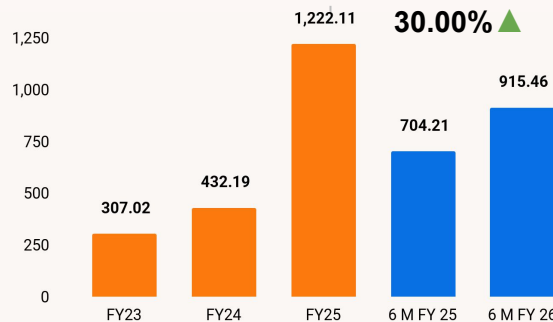


Annual Spend per Transacting User (INR)

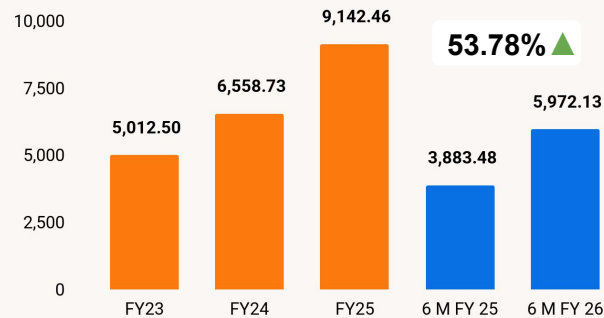


Operating Leverage Playing Out

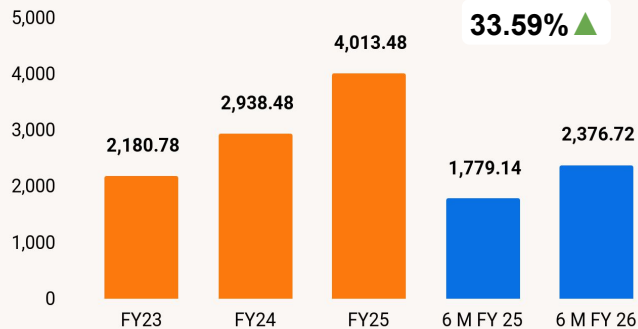
Operating Cash Flow (INR Mn)



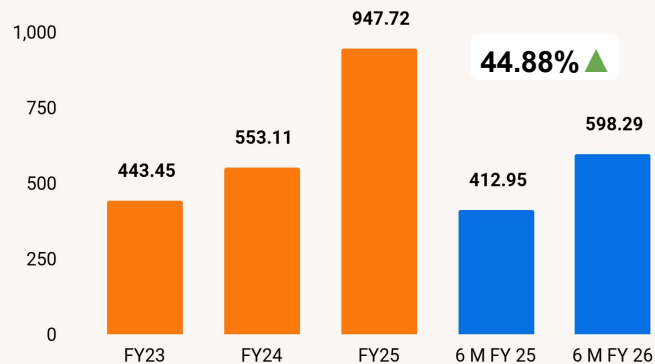
Revenue from Operations (INR Mn)



Contribution Margin (INR Mn)

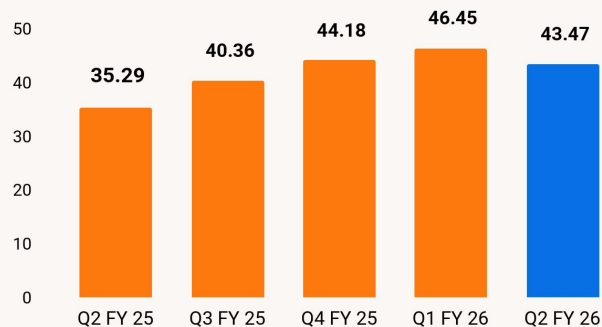


Adjusted EBITDA (INR Mn)

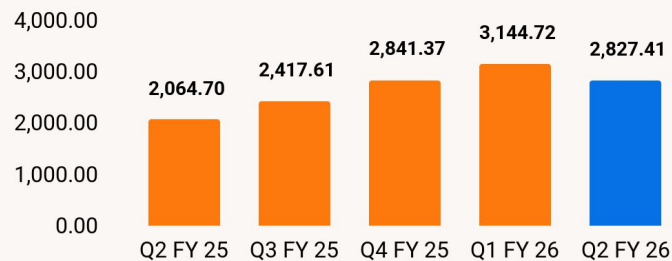


Quarter on Quarter Trajectory

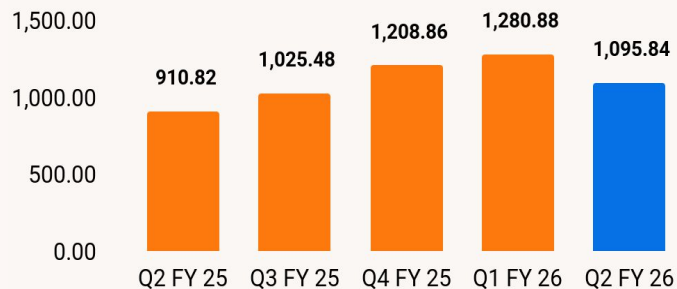
Gross Transaction Value (INR Bn)



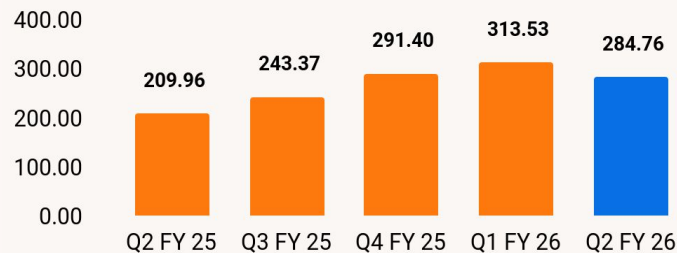
Revenue from Operations (INR Mn)



Contribution Margin (INR Mn)



Adjusted EBITDA (INR Mn)

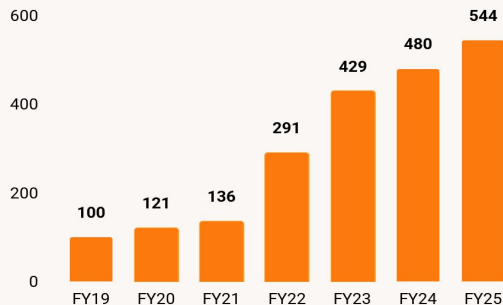


Robust YoY Growth Trajectory

23x Revenue Growth vs Pre-COVID (FY19)

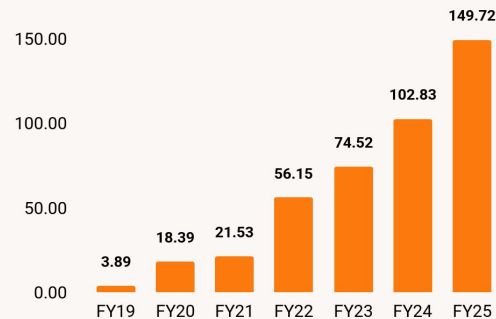
Annual Active Users (Mn)

CAGR
32.63%



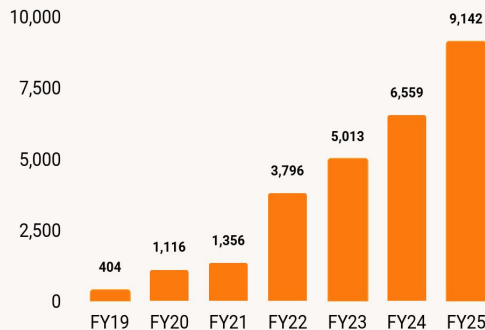
Gross Transaction Value (INR Bn)

CAGR
83.73%



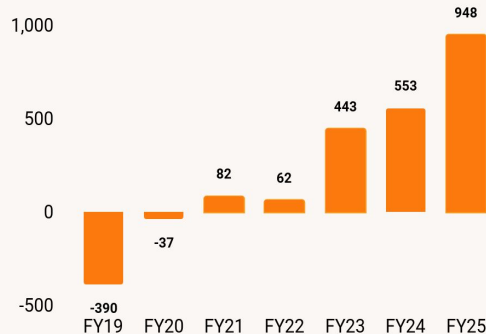
Revenue from Operations (INR Mn)

CAGR
68.20%



Adjusted EBITDA (INR Mn)

CAGR
(Since FY21)
84.32%



Diversified Business Model With Multiple Growth Drivers

Q2 FY 26 vs.
Q2 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

- Agent Service charges
- PG Charges
- Value Added Services
- Advertising

27.21
↑ 10%
24.81

21,259.42
↑ 12%
18,958.67

5.7%

1,228.63
↑ 11%
1,104.33

341.80
↓ -9%
376.51

28%

Flight

- Airline Commissions
- Convenience Fees
- Value Added Services
- Ancillaries & Advertising

2.41
↑ 19%
2.03

15,923.89
↑ 29%
12,374.83

9.4%

893.92
↑ 60%
558.06

395.55
↑ 45%
272.93

44%

Bus

- Convenience Fees
- Operator Commissions
- Value Added Services
- SaaS and Advertising

6.04
↑ 46%
4.14

5,719.18
↑ 51%
3,776.91

11.6%

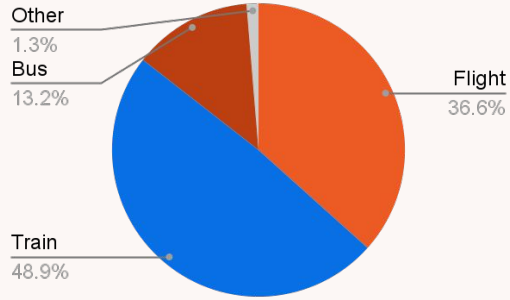
654.32
↑ 64%
398.52

340.70
↑ 31%
259.92

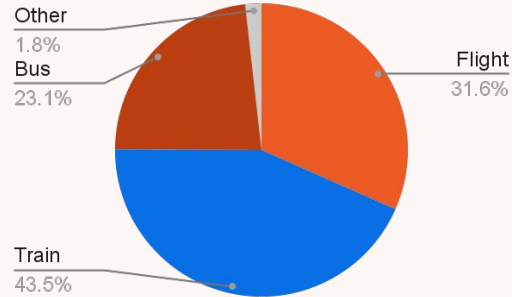
52%

Diversified & Evolving Business Mix - Q2'FY26

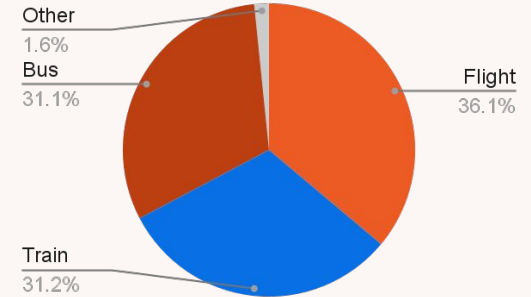
Gross Transaction Value



Revenue from Operations



Contribution Margin



Consolidated Summary Statement of Profit & Loss

INR Million, unless otherwise stated	FY25	FY24	FY23	6 M FY 26	6 M FY 25	Q2 FY 26	Q2 FY 25
Revenue from Operations	9,142.46	6,558.73	5,012.50	5,972.13	3,883.48	2,827.41	2,064.70
Other Income	180.20	92.18	163.23	121.31	68.47	51.70	44.45
Total Income	9,322.66	6,650.91	5,175.73	6,093.44	3,951.95	2,879.11	2,109.15
Expenses							
Employee benefits expense *	1,636.17	1,410.20	1,262.61	1,264.48	766.21	741.78	386.55
Finance costs	23.30	28.86	9.49	12.63	11.62	6.10	5.75
Depreciation and amortization expense	103.38	129.24	108.15	64.99	47.33	33.26	23.85
Other expenses	6,697.65	4,710.10	3,462.67	4,489.59	2,769.65	2,122.85	1,498.53
Total Expenses	8,460.50	6,278.40	4,842.92	5,831.69	3,594.81	2,903.99	1,914.68
Profit / (loss) before share of loss of an associate, exceptional items and tax	862.16	372.51	332.81	261.75	357.14	(24.88)*	194.47
Share of loss of an associate, net of tax	(90.97)	(59.07)	0.00	(38.04)	(39.42)	(14.69)	(19.32)
Profit / (loss) before exceptional items and tax	771.19	313.44	332.81	223.71	317.72	(39.57)	175.15
Exceptional Items	46.04	297.21	(126.07)	0.00	46.04	0.00	8.33
Profit / (loss) before tax	817.23	610.65	206.74	223.71	363.76	(39.57)	183.48
Tax expense/ (income):							
Current tax	40.09	1.25	76.77	119.54	0.48	38.76	0.25
Deferred tax credit	174.62	(121.21)	(103.99)	(50.63)	83.87	(43.70)	52.38
Total tax expense/ (income)	214.71	(119.96)	(27.22)	68.91	84.35	(4.94)	52.63
Profit / (loss) for the period/year	602.52	730.61	233.96	154.80	279.41	(34.63)	130.85

* Including one off ESOP expense of INR 269.30 million in Q2'FY26.

Segment Wise Operating and Financial Snapshot

INR Million unless otherwise stated	FY25	FY24	FY23	6 M FY 26	6 M FY 25	Q2 FY 26	Q2 FY 25
Flight Passenger Segments (Million)	8.44	5.77	3.26	5.20	3.60	2.41	2.03
Flight GTV	56,506.95	35,269.99	20,154.88	34,404.42	22,588.79	15,923.89	12,374.83
Flight Gross Take Rate	8.14%	8.17%	11.02%	9.27%	8.18%	9.38%	8.64%
Flight Segment Revenue	2,533.93	1,463.96	1,020.33	1,925.85	973.19	893.92	558.06
Flight Segment Results (Contribution Margin)-A	1,154.59	709.79	561.84	825.15	486.07	395.55	272.93
Flight Contribution Margin %	45.57%	48.48%	55.06%	42.85%	49.95%	44.25%	48.91%
Train Passenger Segments (Million)	96.03	77.38	68.97	53.82	45.85	27.21	24.81
Train GTV	74,104.58	55,685.30	44,715.27	41,810.43	34,750.34	21,259.42	18,958.67
Train Gross Take Rate	6.04%	6.46%	6.37%	5.95%	5.94%	5.70%	5.72%
Train Segment Revenue	4,569.02	3,703.70	2,977.99	2,527.84	2,108.89	1,228.63	1,104.33
Train Segment Results (Contribution Margin)-B	1,527.40	1,293.83	961.17	751.86	736.68	341.80	376.51
Train Contribution Margin %	33.43%	34.93%	32.28%	29.74%	34.93%	27.82%	34.09%
Bus Passenger Segments (Million)	18.48	12.41	10.51	12.71	7.98	6.04	4.14
Bus GTV	18,011.94	11,748.11	9,654.15	12,529.58	7,540.83	5,719.18	3,776.91
Bus Gross Take Rate	11.47%	11.05%	10.32%	11.93%	11.05%	11.55%	11.00%
Bus Segment Revenue	1,969.24	1,317.79	974.05	1,420.68	794.91	654.32	398.52
Bus Segment Results (Contribution Margin)-C	1,298.05	870.50	617.65	763.34	554.33	340.70	259.92
Bus Contribution Margin %	65.92%	66.06%	63.41%	53.73%	69.73%	52.07%	65.22%
Other Segment Results (Contribution Margin)-D	33.44	64.36	40.12	36.37	2.06	17.79	1.46
Total Contribution Margin (A+B+C+D)	4,013.48	2,938.48	2,180.78	2,376.72	1,779.14	1,095.84	910.82
Contribution Margin %	43.90%	44.80%	43.51%	39.80%	45.81%	38.76%	44.11%

Financial Summary - Contribution Margin to EBITDA

INR Million unless otherwise stated	FY25	FY24	FY23	6 M FY 26	6 M FY 25	Q2 FY 26	Q2 FY 25
Total Contribution Margin	4,013.48	2,938.48	2,180.78	2,376.72	1,779.14	1,095.84	910.82
+ Other Income	180.20	92.18	163.23	121.31	68.47	51.70	44.45
- Employee Benefits Expenses	1,636.17	1,410.20	1,262.61	1,264.48	766.21	741.78*	386.55
- Technology and Related Costs	415.26	285.77	223.02	211.85	164.73	97.38	80.93
- Advertising & Branding	790.82	551.98	214.29	490.51	348.09	199.71	180.18
- Others (G&A, Outsourcing and Misc. Expenses)	362.59	252.10	193.64	191.82	152.49	94.19	83.54
EBITDA	988.84	530.61	450.45	339.37	416.09	14.48	224.07
+ ESOP Expense	139.08	114.68	156.23	380.23	65.33	321.98	30.34
- Other Income	180.20	92.18	163.23	121.31	68.47	51.70	44.45
Adjusted EBITDA	947.72	553.11	443.45	598.29	412.95	284.76	209.96

* Employee Benefits Expenses in Q2'FY26 includes a one-off ESOP expense of INR 269.30 million

Financial Summary - Cash Flow

Particulars (INR Million)	For six months period ended September 30, 2025	For six months period ended September 30, 2024
Cash flows from operating activities		
Profit / (loss) before tax	223.71	363.76
Operating adjustments :		
Share of loss of an associate, net of tax	38.04	39.42
Depreciation and amortization	64.99	47.33
Exceptional Items	-	(46.04)
Employee stock option scheme	380.23	65.33
Interest Income	(80.73)	(35.87)
Working capital adjustments	388.12	327.05
Others	(98.90)	(56.77)
Total operating adjustments	691.75	340.45
Net cash flow from / (used in) operating activities	915.46	704.21
Net cash flow from / (used in) investing activities	(32.82)	(1,501.32)
Net cash flow from / (used in) financing activities	(45.19)	1,081.76
Net increase / (decrease) in cash and cash equivalents	837.45	284.65
Cash and cash equivalents at the beginning of the period	486.84	244.96
Cash & cash equivalents as at the end of the period (As reported)	1,324.29	529.61
Total Cash Balance (Including all Fixed Deposits, Mutual Funds, Net of Borrowings)	4,284.96	2,810.80

Financial Summary - Balance Sheet

Particulars (INR Million)	As at September 30, 2025	As at March 31, 2025
Assets		
Tangible and Intangible assets	364.13	268.64
Goodwill	2,595.75	2,595.75
Investment (Current & Non-current)	1,242.64	1,194.78
Other financial assets (Current & Non-current)	1,186.10	327.77
Non-current tax asset & Deferred tax assets	220.79	214.07
Trade receivables	576.97	366.85
Cash and Bank Balances	2,586.00	2,789.63
Current assets (Others)	1,118.30	1,297.42
Total assets	9,890.68	9,054.91
Equity and liabilities		
Equity share capital	390.40	390.11
Other equity	6,460.55	5,946.11
Non-controlling interests	16.22	25.10
Lease liabilities (Current & Non-current)	185.92	78.13
Other financial liabilities (Current)	555.93	513.51
Borrowings (Current)	63.23	323.69
Provisions	189.42	151.95
Trade payables	1,388.75	1,034.50
Deferred tax liabilities	10.39	11.76
Contract liabilities & Other current liabilities	629.87	580.05
Total Equity and Liabilities	9,890.68	9,054.91

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 Kumar Bhutani

*Group General Counsel, Company Secretary &
Compliance Officer*

- Ex-Interglobe Aviation, R Systems Intl.
- B.Com (H), FCS, LLB, MBA, FCG (UK), PGDCLCF
(NLSIU, Bengaluru)

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

Expand last-mile transportation (cabs and metros) as well as Corporate Travel and Tour Packages



Improve Operating Leverage Through Investment In Deep Tech & AI

Agentic AI experiences with hyper-personalized multi-modal conversational capabilities

New "Peace of Mind" products that offer innovative Value Added Services

Expand monetization through AI-based contextual targeting

Autonomous Operations Through AI Investments

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, 29th October 2025, at 7:00 pm (IST) following the announcement of financial results for Q2 FY26

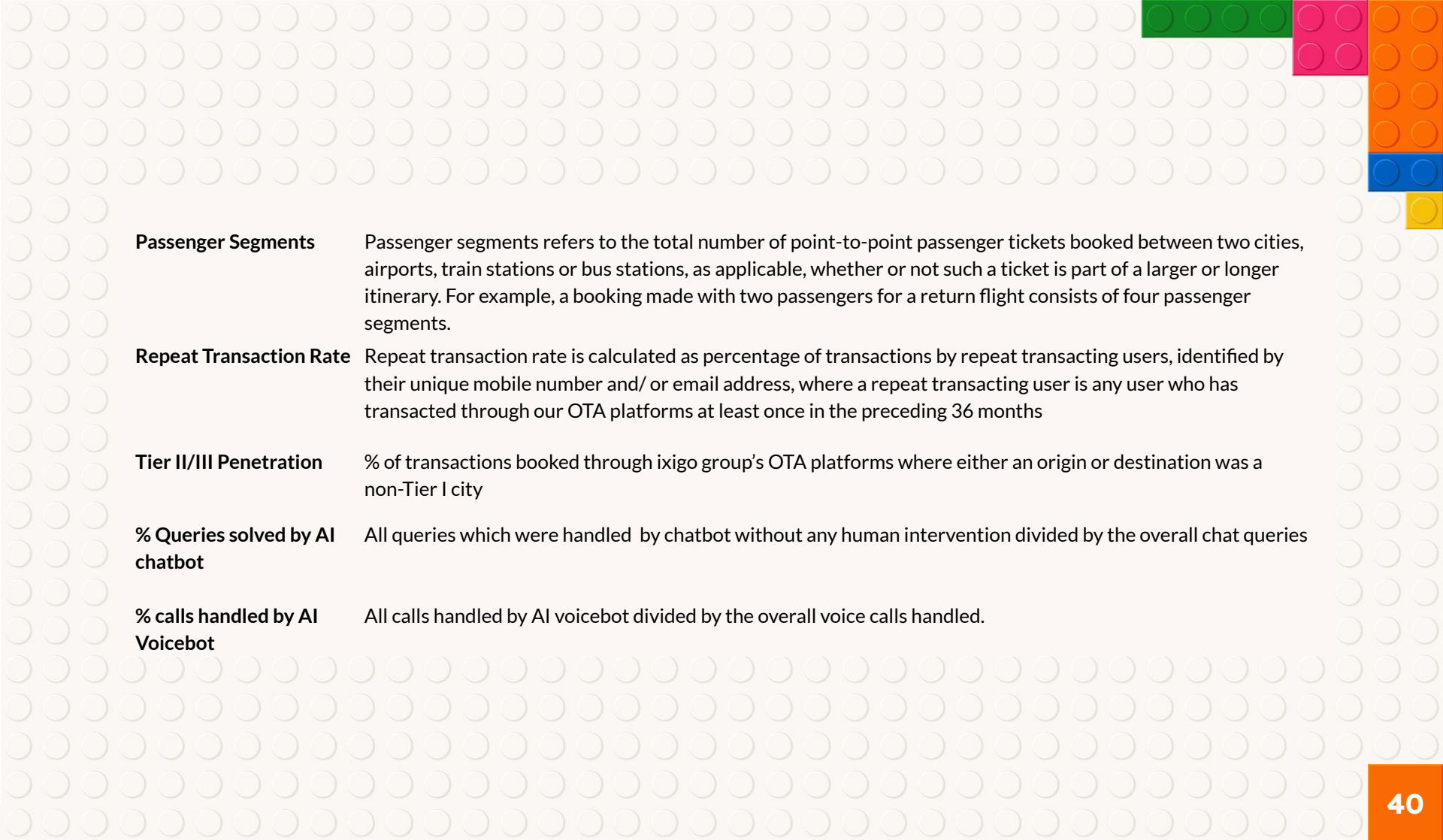
Details of Conference call

Date	Wednesday, 29 October 2025
Time	07:00 PM IST 21:30 PM HK/SG 09:30 AM US (EST)
Duration	1 Hour
Registration Link	https://m.ixigo.com/q2-fy26-call

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 handled by chatbot without any human intervention divided by the overall chat queries
% calls handled by AI Voicebot	All calls handled by AI voicebot divided by the overall voice calls handled.



THANK YOU

For additional information please contact:

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