

TRAVEL REIMAGINED WITH AI

Investor Presentation **Q4 & FY26**



ixigo NEXT

Safe Harbour

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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.



Vision

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



We are in the “Peace of Mind” Business

~~OTA~~

**Peace of
Mind App**

4.8 Rating

6.1Mn+ Ratings
across Apps



Value Added
Services
31.4 %



Speed of
Refund
3h 55min



95.7%
Calls answered
within 2 minutes



India's Largest Travel Platform¹



MAU²

84.82 Mn



Towns⁴

2400+

810.94 Mn

Lifetime
Downloads⁴



85.55%

Repeat
Transaction Rate³



Lifetime
Transacted
Users⁴

56.38 Mn



Lifetime
Registered
Users⁴

379.48 Mn

141.52 Mn

Annual
Passenger
Segments
Booked³



93.85 %

Deep penetration
in Tier II / III²



Note: 1. Basis MAU & Downloads | 2. For 3 months ended 31st March 2026 | 3. For year ended 31st March 2026 | 4. As of 31st March, 2026

Our Journey

2007 - 2019

2020 - 2026

June 2007
Meta search
website for flights

TARA: AI-Driven
Travel Assistant

Transitioned
to OTA
Business Model

Value
Added Services

Flight Tracker
Pro

Food on
Train

Metro
Ticketing

ixigo NEXT



Train App



\$2 Bn
GTV in FY26



Flight App



IRCTC Partnership
for Train Booking



Acquisitions

Hotel OTA



IPO



Price
Lock



Alternate
Travel Plan



Trenes
Acquisition



AI inflection point



Software no longer just responds. It acts.

LLM / Voice
Models



Traveller Context
& Persona



Real-time
Supply Side Data



Proprietary
Data & Models



ixigo NEXT

What does AI native mean?

Layer 1

Adaptive & interactive UX that morphs in context, surfacing ephemeral capabilities



Layer 0

Traditional UX foundations, enhanced for AI-native interactions.

Layer -1

Context-aware AI woven into the UX—aware of context, state, and intent.

Our 3-Pronged AI Strategy



Disruption

ixigo NEXT- AI Native re-imagination of the app experience

TARA- Multi-modal, agentic and omnipresent AI that gets things done with hyper-personalization

Inorganic investments in disruptive teams & startups



Revenue

AI optimized dynamic pricing for Peace of mind stack

AI driven discounts, revenue management and ranking algorithms

AI driven cross-sell and up-sell



Efficiency

Agentic AI enabled efficiency

81.52%¹ voice and 91.15%¹ chats resolved by autonomous AI agents

Annualized Rev / Employee ~2 Cr increasing YOY with operating leverage

Management Commentary - Q4 & FY26



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

"In FY26 we achieved 34% revenue growth and 28% Adj. EBITDA growth YoY. Q4 maintained our growth trajectory with market-share gains, despite the high base-effect of MahaKumbh last year and the current Middle-East crisis. The next phase of our journey is all about reinventing our org as well as customer experience, by putting AI at the core. ixigo NEXT is just a sneak peek of the agentic AI capabilities we're working on."



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



Mr. Saurabh Devendra Singh
Group Chief Financial Officer

"FY26 demonstrated the advantage of having a diversified business supported by resilient growth engines. Even in Q4 FY26, despite a high base effect, we delivered a resilient performance. For me, the biggest highlight of the year was our operating discipline and cash conversion."

FY26 vs FY25



186,926.84

GTV

25% ▲



12,280.39

Revenue from
Operations

34% ▲



4,743.00

Contribution
Margin

18% ▲



1,209.47

Adjusted
EBITDA

28% ▲



1,025.58

PBT*

19% ▲

FY26 vs FY25



1,957.32

Cash Flow from
Operations

60% ▲

Q4 FY 26 vs Q4 FY 25



47,976.74

GTV

9% ▲



3,080.50

Revenue from
Operations

8% ▲



1,213.52

Contribution
Margin

0%



303.29

Adjusted
EBITDA

4% ▲



382.62

PBT*

41% ▲

Established Market Leadership in Online Travel'

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

1



2



3



Fastest Growing²

"One-stop" Multi-Brand Travel Ecosystem

Note: 1.Basis MAU & Download | 2. Basis Revenue from Operations CAGR from FY20 to FY25]

Announcements & Partnerships



Partnered with **KSRTC** to expand digital access to government bus services across Karnataka and beyond

Uber



Abhibus powers intercity bus ticket bookings on **Uber**

ixigo



ixigo, ConfirmTkt and AbhiBus native apps are now **LIVE** on **ChatGPT**



ConfirmTkt launched **AI seat Finder** (powered by TARA), a voice-enabled feature designed to help users find confirmed train tickets with ease

Swiggy

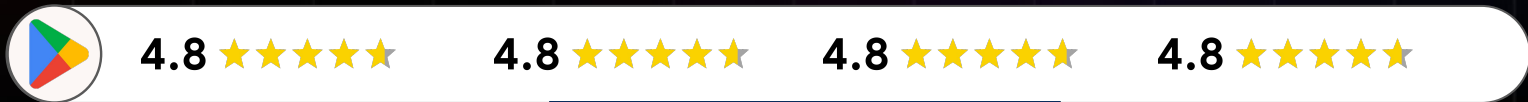


Partnered with **Swiggy** to offer **on-train food delivery** from 40,000+ restaurants across 160+ stations on **ixigo Trains & ConfirmTkt** apps



Secured multi-year branding rights for '**ixigo New Delhi Metro Station**' with station branding, in-metro announcements

India's Highest Rated Travel Apps



6.1 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 Refund
and Roadside
Assistance



Upto 3X Refund on
Unconfirmed Waitlisted
Train Tickets



Upto 3X Refund
on Bus Tickets if
canceled by
bus operator

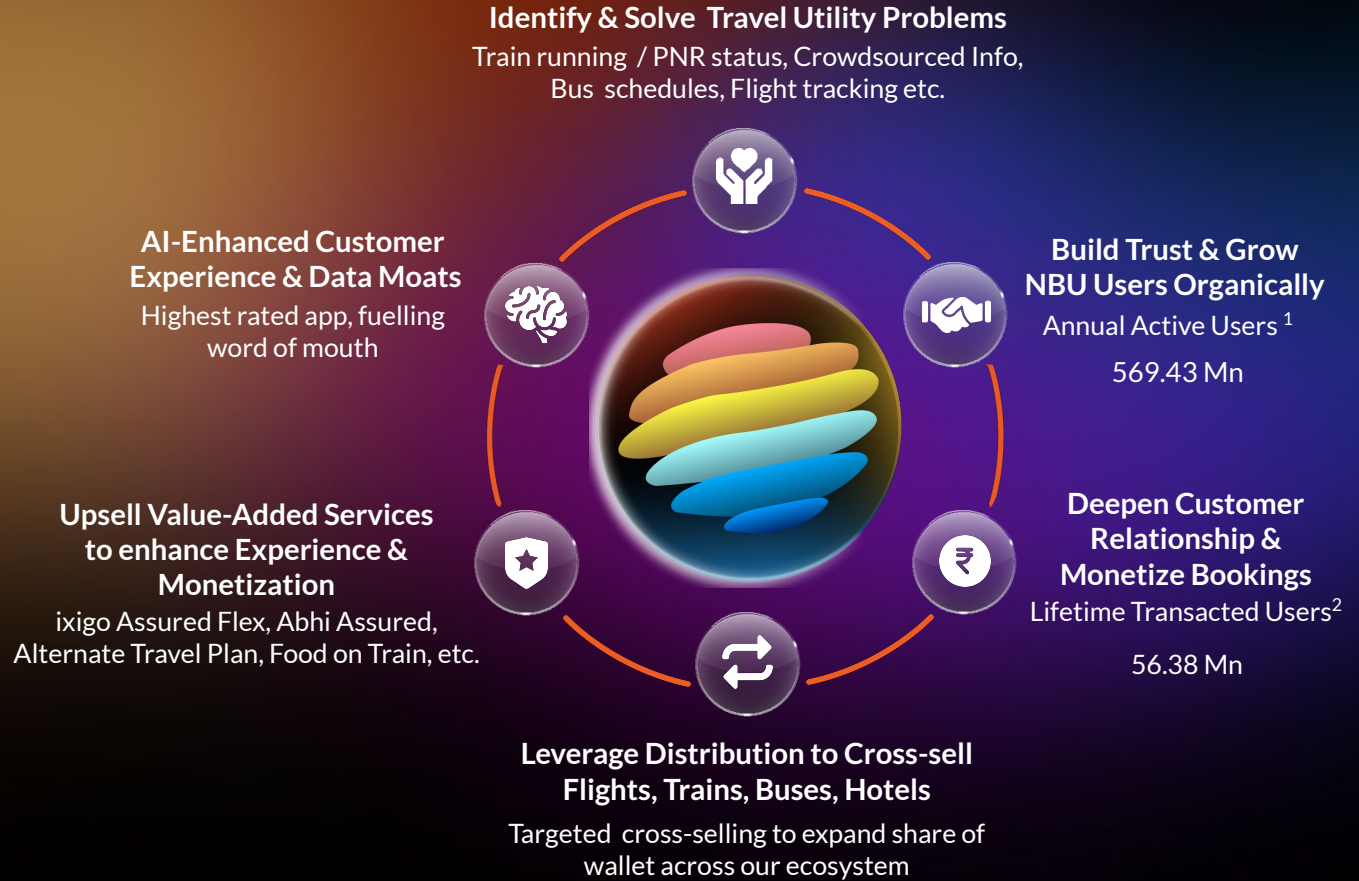
31.36 %¹

Ancillary Attachment Rate

Other Value Added Services

- Food on Trains
- Airport Cabs
- Seat & In-flight Meals
- Visa Rejection Protection
- Visa Processing
- Travel Insurance

The ixigo Flywheel

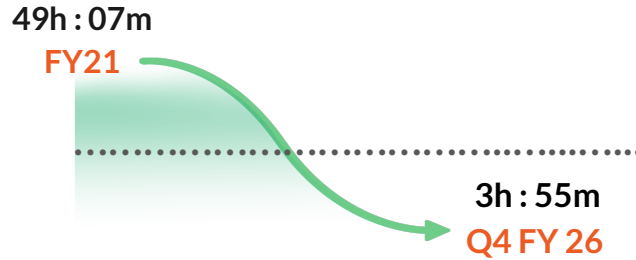


Delivering the Best Customer Experience with AI

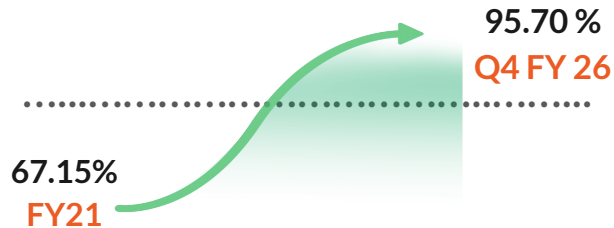
Providing Prompt Personalized Assistance Before, During & After the Trip



Average Refund Time¹



Calls Answered Within 2 Minutes²



Q4 FY 26 Customer Queries handled by AI



4.35 Mn

Q4 FY 26 % Queries handled by AI



Voice 81.52%

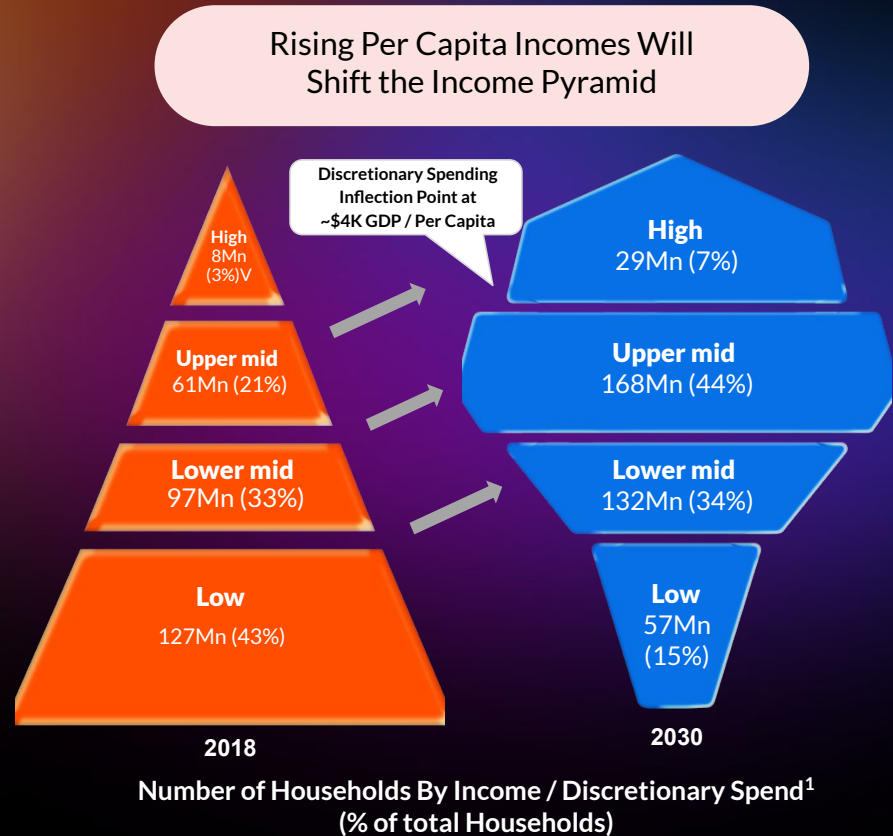


Chat 91.15%

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)

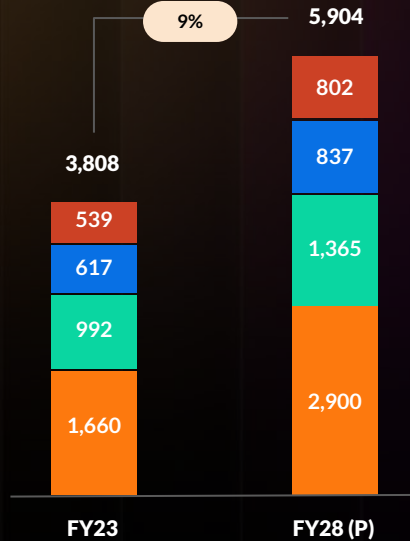
CAGR
(FY23-28)

8%

6%

7%

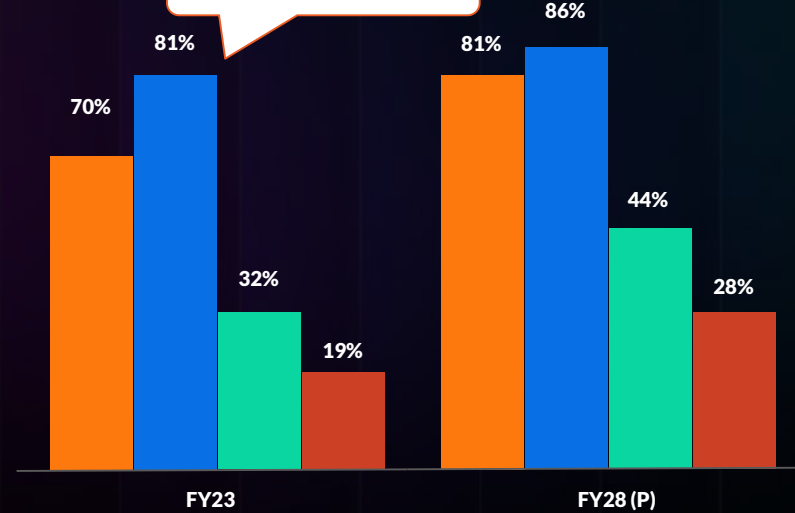
12%



● Air
 ● Hotels
 ● Rail
 ● Intercity Bus

Growth In Online Penetration Across Different Segments

952 Mn Passengers Travelled On Reserved Tickets



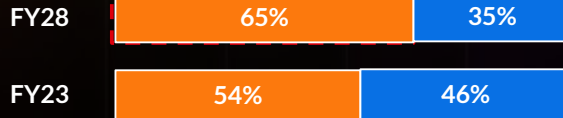
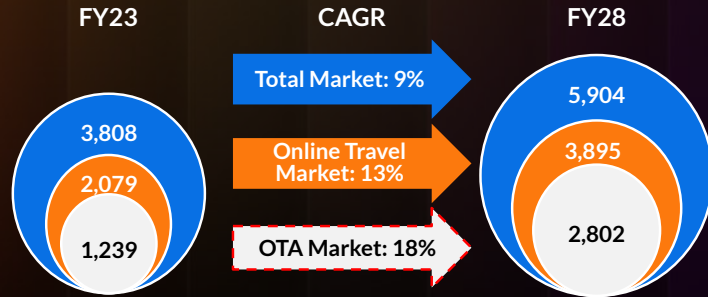
● Air
 ● Hotels
 ● Rail (Reserved Booking)
 ● Intercity Bus

OTAs driving faster growth in Online Travel

Indian OTA Market Outpacing the Overall Travel and Online Markets

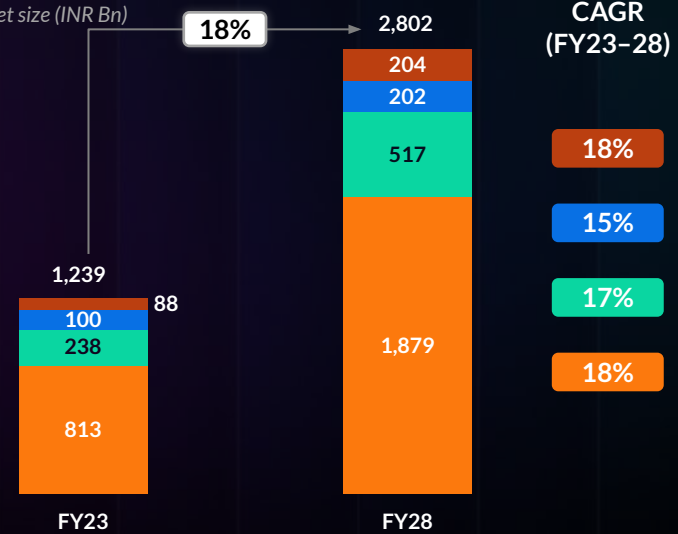
Indian Travel Market By Booking Mode

Market size (INR Bn)



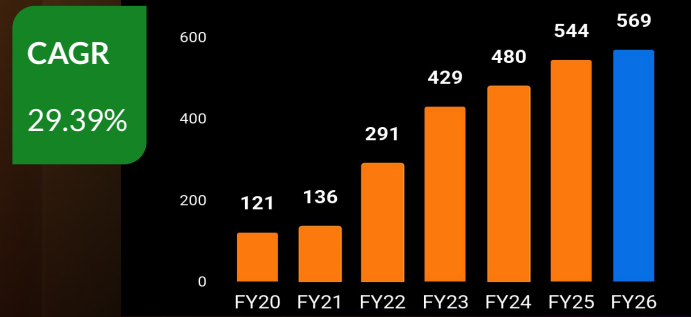
Indian OTA Market

Market size (INR Bn)

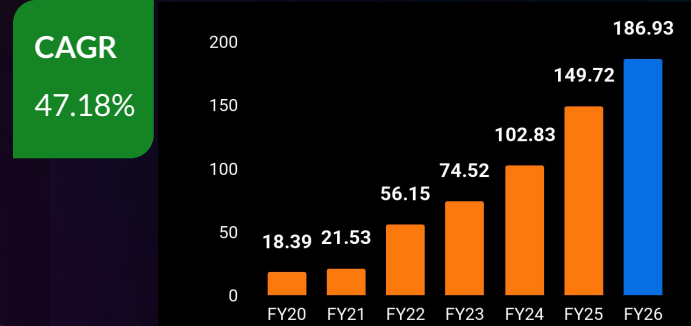


Robust Long Term Growth Trajectory

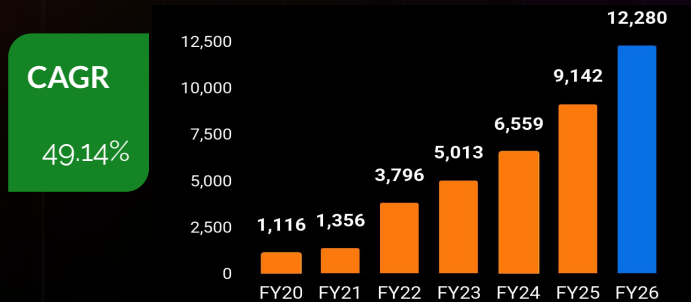
Annual Active Users (Mn)



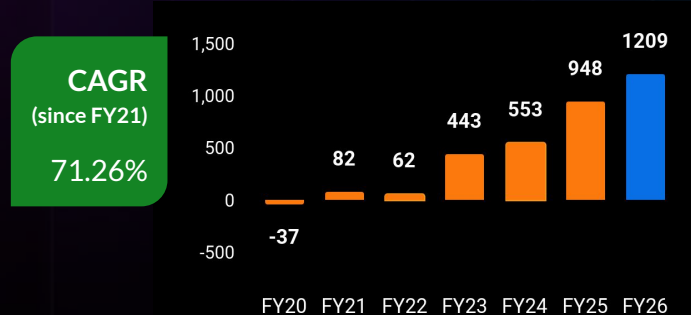
Gross Transaction Value (INR Bn)



Revenue from Operations (INR Mn)

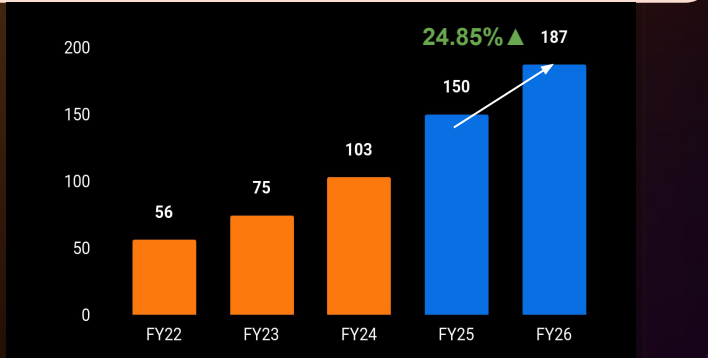


Adjusted EBITDA (INR Mn)

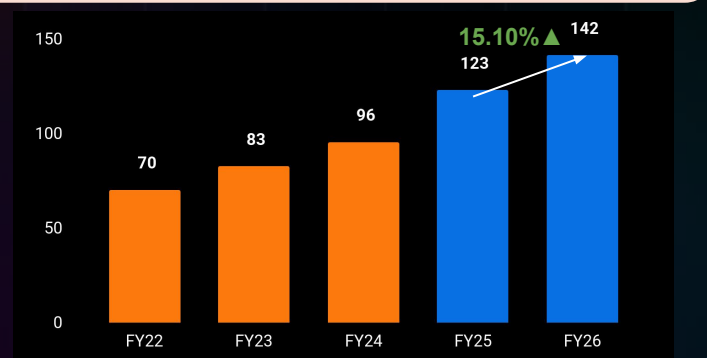


Consistent Growth in Transacting Users & Monetization

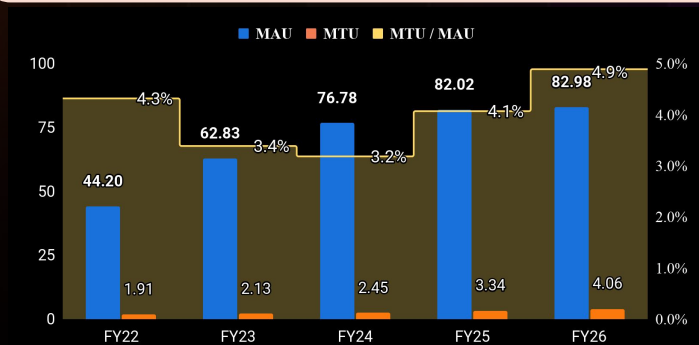
Gross Transaction Value (INR Bn)



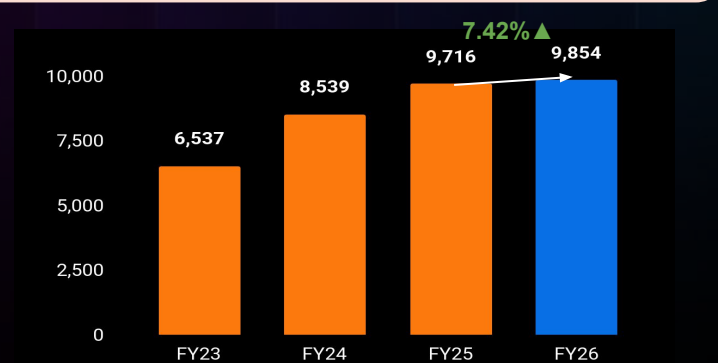
Passenger Segments (Mn)



MAUs and MTUs (Mn)

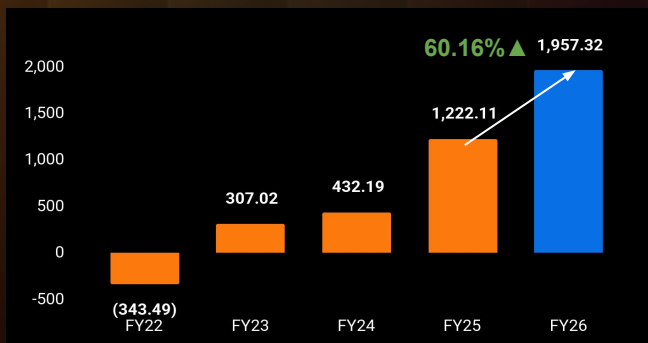


Annual Spend per Transacting User (INR)

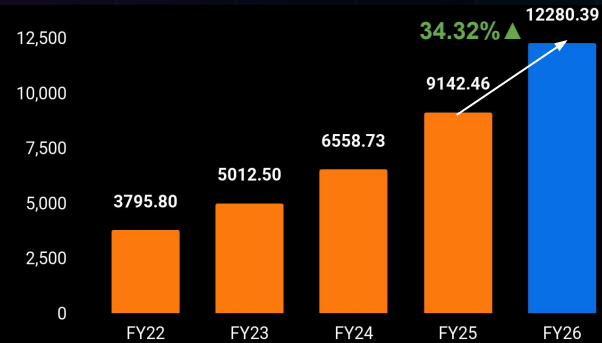


Profitable Growth With Strong Cash Conversion

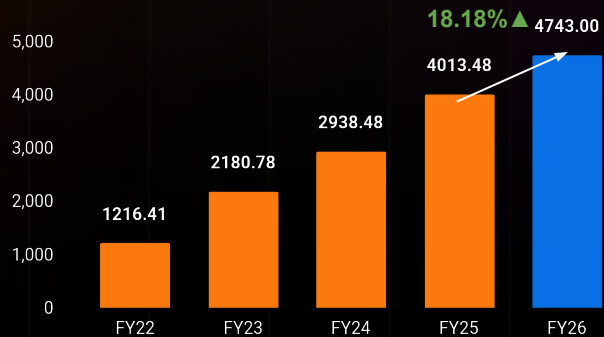
Operating Cash Flow (INR Mn)



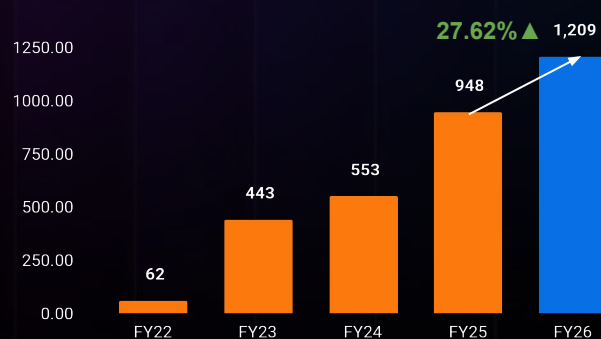
Revenue from Operations (INR Mn)



Contribution Margin (INR Mn)



Adjusted EBITDA (INR Mn)

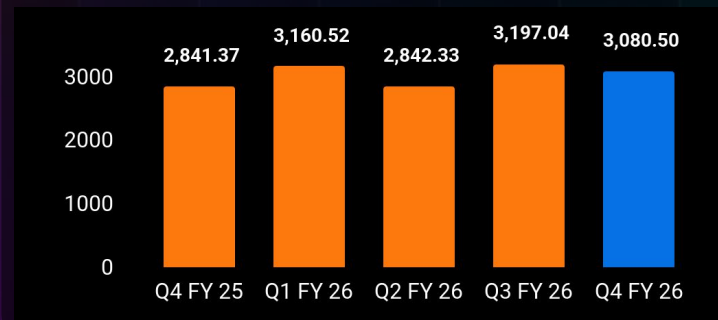


Quarter on Quarter Trajectory

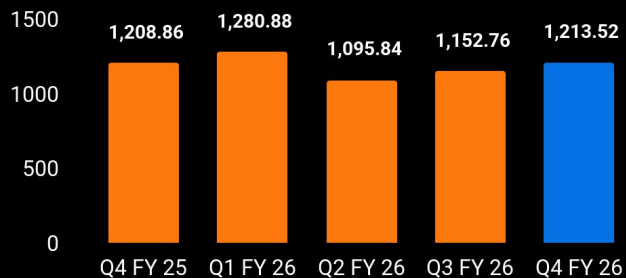
Gross Transaction Value (INR Bn)



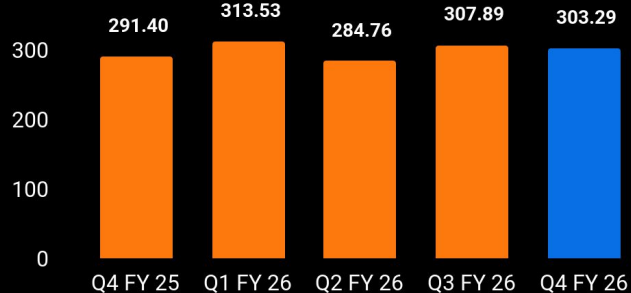
Revenue from Operations (INR Mn)



Contribution Margin (INR Mn)



Adjusted EBITDA (INR Mn)



Diversified Business Model With Multiple Growth Drivers

FY26 vs.
FY25

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

104.12
↑ 8%
96.03

82,789.49
↑ 12%
74,104.58

6.1%

5,112.57
↑ 12%
4,569.02

1,555.13
↑ 2%
1,527.40

30%

Flight

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

10.74
↑ 27%
8.44

75,145.83
↑ 33%
56,506.95

9.0%

3,906.78
↑ 54%
2,533.93

1,602.87
↑ 39%
1,154.59

41%

Bus

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

26.66
↑ 44%
18.48

26,207.47
↑ 46%
18,011.94

12.0%

2,979.95
↑ 51%
1,969.24

1,531.63
↑ 18%
1,298.05

51%

Resilient Performance, Despite High Base Effect

Q4 FY 26 vs.
Q4 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

24.18
↓ -8%
26.18

20,024.06
↓ -5%
21,071.25

6.2%

1,243.67
↓ -2%
1,263.45

397.36
↑ 1%
391.55

32%

Flight

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

2.74
↑ 14%
2.41

20,185.91
↑ 18%
17,092.16

8.6%

956.96
↑ 9%
875.53

383.29
↓ -3%
395.68

40%

Bus

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

7.22
↑ 32%
5.45

6,968.24
↑ 26%
5,525.03

12.2%

803.53
↑ 22%
658.98

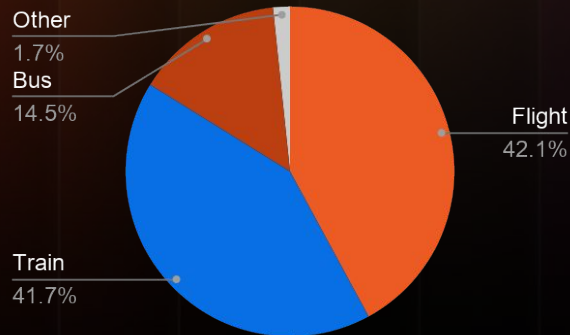
428.17
↑ 7%
401.04

53%

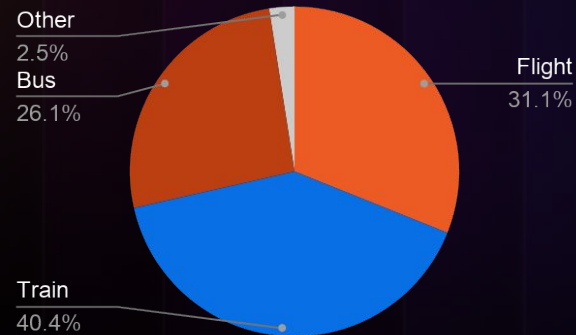
Diversified & Evolving Business Mix - Q4 FY26

Flight is now ixigo's largest vertical by GTV & Bus by Contribution Margin

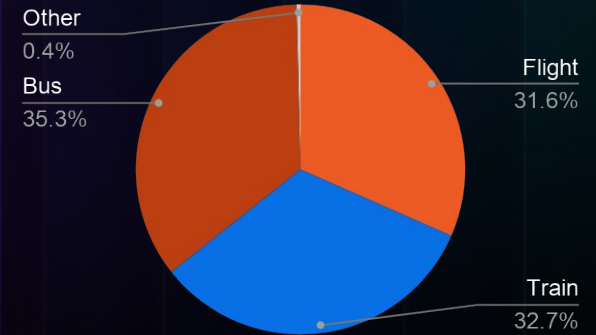
Gross Transaction Value



Revenue from Operations



Contribution Margin



Consolidated Summary Statement of Profit & Loss

INR Million, unless otherwise stated	FY26	FY25	FY24	Q4 FY 26	Q4 FY 25
Revenue from Operations	12,280.39	9,142.46	6,558.73	3,080.50	2,841.37
Other Income	473.07	180.20	92.18	187.66	59.42
Total Income	12,753.46	9,322.66	6,650.91	3,268.16	2,900.79
Expenses					
Employee benefits expense *	2,200.44	1,636.17	1,410.20	485.43	464.00
Finance costs	27.34	23.30	28.86	6.96	5.51
Depreciation and amortization expense	148.23	103.38	129.24	43.90	29.69
Other expenses	9,351.87	6,697.65	4,710.10	2,349.25	2,129.70
Total Expenses	11,727.88	8,460.50	6,278.40	2,885.54	2,628.90
Profit / (loss) before share of loss of an associate, exceptional items and tax	1,025.58	862.16	372.51	382.62	271.89
Share of loss of an associate, net of tax	(112.22)	(90.97)	(59.07)	(45.59)	(32.99)
Profit / (loss) before exceptional items and tax	913.36	771.19	313.44	337.03	238.90
Exceptional Items	(27.96)	46.04	297.21	0.00	0.00
Profit / (loss) before tax	885.40	817.23	610.65	337.03	238.90
Tax expense/ (income):					
Current tax	226.84	40.09	1.25	16.71	39.45
Deferred tax charge / (credit)	(56.25)	174.62	(121.21)	(0.18)	31.74
Total tax expense/ (income)	170.59	214.71	(119.96)	16.53	71.19
Profit / (loss) for the period/year	714.81	602.52	730.61	320.50	167.71

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

Segment Wise Operating and Financial Snapshot

All numbers in million unless otherwise stated	FY26	FY25	FY24	Q4 FY 26	Q4 FY 25
Flight Passenger Segments	10.74	8.44	5.77	2.74	2.41
Flight GTV	75,145.83	56,506.95	35,269.99	20,185.91	17,092.16
Flight Gross Take Rate	8.96%	8.14%	8.17%	8.62%	8.59%
Flight Segment Revenue	3,906.78	2,533.93	1,463.96	956.96	875.53
Flight Segment Results (Contribution Margin)-A	1,602.87	1,154.59	709.79	383.29	395.68
Flight Contribution Margin %	41.03%	45.57%	48.48%	40.05%	45.19%
Train Passenger Segments	104.12	96.03	77.38	24.18	26.18
Train GTV	82,789.49	74,104.58	55,685.30	20,024.06	21,071.25
Train Gross Take Rate	6.09%	6.04%	6.46%	6.19%	5.88%
Train Segment Revenue	5,112.57	4,569.02	3,703.70	1,243.67	1,263.45
Train Segment Results (Contribution Margin)-B	1,555.13	1,527.40	1,293.83	397.36	391.55
Train Contribution Margin %	30.42%	33.43%	34.93%	31.95%	30.99%
Bus Passenger Segments	26.66	18.48	12.41	7.22	5.45
Bus GTV	26,207.47	18,011.94	11,748.11	6,968.24	5,525.03
Bus Gross Take Rate	11.99%	11.47%	11.05%	12.15%	12.59%
Bus Segment Revenue	2,979.95	1,969.24	1,317.79	803.53	658.98
Bus Segment Results (Contribution Margin)-C	1,531.63	1,298.05	870.50	428.17	401.04
Bus Contribution Margin %	51.40%	65.92%	66.06%	53.29%	60.86%
Other Segment Results (Contribution Margin)-D	53.37	33.44	64.36	4.70	20.59
Total Contribution Margin (A+B+C+D)	4,743.00	4,013.48	2,938.48	1,213.52	1,208.86
Contribution margin %	38.62%	43.90%	44.80%	39.39%	42.54%

Financial Summary – Contribution Margin to EBITDA

INR Million unless otherwise stated	FY26	FY25	FY24	Q4 FY 26	Q4 FY 25
Total Contribution Margin	4,743.00	4,013.48	2,938.48	1,213.52	1,208.86
+ Other Income	473.07	180.20	92.18	187.66	59.42
- Employee Benefits Expenses	2,200.44	1,636.17	1,410.20	485.43	464.00
- Technology and Related Costs	501.64	415.26	285.77	172.58	145.11
- Advertising & Branding	874.01	790.82	551.98	184.83	244.40
- Others (G&A, Outsourcing and Misc. Expenses)	438.83	362.59	252.10	124.86	107.68
EBITDA	1,201.15	988.84	530.61	433.48	307.09
+ ESOP Expense	481.39	139.08	114.68	57.47	43.73
- Other Income	473.07	180.20	92.18	187.66	59.42
Adjusted EBITDA	1,209.47	947.72	553.11	303.29	291.40

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

Balance Sheet Summary

Particulars (INR Million)	As at March 31, 2026	As at March 31, 2025
Assets		
Tangible and Intangible assets	833.29	268.64
Goodwill	4,444.75	2,595.75
Investment (Current & Non-current)	5,455.08	1,194.78
Other financial assets (Current & Non-current)	8,343.76	329.03
Non-current tax asset & Deferred tax assets	195.49	214.07
Trade receivables	466.75	366.85
Cash and Bank Balances	4,495.86	2,789.63
Current assets (Others)	1,178.09	1,296.16
Total assets	25,413.07	9,054.91
Equity and liabilities		
Equity share capital	438.18	390.11
Other equity	20,028.31	5,946.11
Non-controlling interests	12.53	25.10
Lease liabilities (Current & Non-current)	194.76	78.13
Other financial liabilities (Current & Non-current)	1,460.93	513.51
Borrowings	245.46	323.69
Provisions (Current & Non-current)	236.90	151.95
Trade payables	1,924.05	1,034.50
Deferred tax liabilities & Current tax liabilities	153.14	11.76
Contract liabilities & Other current liabilities	718.81	580.05
Total Equity and Liabilities	25,413.07	9,054.91

Cash Flow Summary

Particulars (INR Million)	For the year ended March 31, 2026	For the year ended March 31, 2025
Cash flows from operating activities		
Profit / (loss) before tax	885.40	817.23
Operating adjustments :		
Share of loss of an associate, net of tax	112.22	90.97
Depreciation and amortization	148.23	103.38
Exceptional Items	27.96	(46.04)
Employee stock option scheme	481.39	139.08
Interest Income	(316.83)	(84.07)
Working capital adjustments	789.21	309.62
Others	(170.26)	(108.06)
Total operating adjustments	1,071.92	404.88
Net cash flow from / (used in) operating activities	1,957.32	1,222.11
Net cash flow from / (used in) investing activities	(12,110.92)	(2,030.07)
Net cash flow from / (used in) financing activities	12,865.85	1,042.44
Net increase / (decrease) in cash and cash equivalents	2,712.25	234.48
Cash and cash equivalents at the beginning of the period	486.84	244.96
Cash acquired on acquisition of the subsidiary	0.00	7.40
Effects of exchange rate changes on cash and cash equivalents	0.38	0.00
Cash & cash equivalents as at the end of the period (As reported)	3,199.47	486.84
Total Cash Balance (Including all Fixed Deposits, Mutual Funds etc., Net of Borrowings)	17,400.09	3,373.45

Key Performance Indicators

Key Performance Indicators	Units	FY22	FY23	FY24	FY25	FY26
Monthly Active Users	Million	44.20	62.83	76.78	82.02	82.98
Gross Transaction Value	INR Million	56,152.49	74,524.30	102,825.49	149,715.86	186,926.84
Revenue from Operations	INR Million	3,795.80	5,012.50	6,558.73	9,142.46	12,280.39
Gross Revenue	INR Million	4,515.12	6,405.47	8,318.58	11,913.17	16,303.13
EBITDA	INR Million	(69.54)	450.45	530.61	988.84	1,201.15
EBITDA %	%	-1.81%	8.70%	7.98%	10.61%	9.42%

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
- MBA, 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 Travellers

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 Thursday, 21st May, 2026 at 06:00 pm (IST) following the announcement of financial results for Q4 FY26

Details of Conference call

Date Thursday, May 21, 2026

Time 06:00 PM IST
08:30 PM HK/SG
08:30 AM US (EDT)

Duration 1 Hour

Registration Link [Q4, FY 2026](#)

Glossary

Term	Description
Adjusted EBITDA	Adjusted EBITDA is calculated as the profit for the period or year plus tax expense, finance cost, depreciation, amortization expenses, Employee Stock Option Scheme less other income, exceptional items, share of profit/loss of associate.
Adjusted EBITDA Margin	Adjusted EBITDA Margin is defined as Adjusted EBITDA divided by revenue from operations
Annual Active Users	Annual Active Users refers to the number of unique devices (including, amongst others, laptops and mobile phones) which have recorded at least one visit to a page/ screen on our platforms in a given period/ year, cumulated across ixigo, ConfirmTkt and AbhiBus websites and apps
Ancillary Attachment Rate	Ancillary Attachment Rate refers to the number of ancillary transactions for ancillaries sold such as ixigo Assured, ixigo Assured Flex, Trip Guarantee, Price Lock, seats, meals, among others, across flights, trains and buses divided by the overall number of transactions
Annual spend per Transacting user	Annual Gross Transaction Value divided by Annual Transacting Users
Annual Passenger Segments	Annual Passenger segments refers to the total number of point-to-point passenger tickets booked between two cities, airports, train stations or bus stations, as applicable, whether or not such a ticket is part of a larger or longer itinerary. For example, a booking made with two passengers for a return flight consists of four passenger segments during a financial year.
Contribution Margin	Contribution Margin is defined as Segment revenue (net ticketing revenue plus other operating revenue) less direct expenses
Contribution Margin (%)	Contribution Margin (%) is defined as Contribution Margin (Segment results) divided by revenue from operations (Segment revenue).
EBITDA %	EBITDA as a percentage of total income

Gross Revenue	Gross revenue represents Revenue from operations plus discounts.
Gross Take Rate	Gross take rate refers to Gross Ticketing Revenue divided by Gross Transaction Value during the relevant period/ year
Gross Transaction Value (GTV)	Gross transaction value refers to the total amount paid (including taxes, fees and service charges, gross of all discounts) by users for the OTA services and products booked through us in the relevant period/ year
Lifetime Downloads	Total number of times our mobile applications- ixigo, Abhibus, and ConfirmTkt are downloaded on a mobile device from app stores or other distribution platforms since inception till the end of relevant period/ year.
Lifetime Registered Users	Lifetime Registered users refers to users who have provided their unique mobile number or email address, as applicable, on our platforms cumulated across ixigo, ConfirmTkt and AbhiBus website and apps since inception till the end of relevant period/ year.
Lifetime Transacted Users	Lifetime Transacted Users refers to the number of unique transacting users identified by user's mobile number and/or email address, that have made at least one booking through us in the lifetime of our company on the OTA model, cumulated across ixigo, ConfirmTkt and AbhiBus website and apps
Monthly Active Users (MAUs)	Monthly active users is the number of unique devices (including, amongst others, laptops and mobile phones) which have recorded at least one visit in a month to a page/screen on our platforms cumulated across ixigo, ConfirmTkt and AbhiBus website and apps and cumulated for all months in the given period/ year, divided by the number of months in that period/ year
Monthly Screen Views	Total number of mobile app screen views or website page views across ixigo, ConfirmTkt and AbhiBus website and apps in a given period divided by the number of months in that period
Monthly Transacting Users (MTUs)	Monthly transacting users is the number of unique transacting users identified by users' mobile number and/or e-mail address, as applicable, that have made at least one booking through us, in a given period/ year, divided by the number if months in that period/ year, cumulated across ixigo, ConfirmTkt and AbhiBus website & apps

Passenger Segments	Passenger segments refers to the total number of point-to-point passenger tickets booked between two cities, airports, train stations or bus stations, as applicable, whether or not such a ticket is part of a larger or longer itinerary. For example, a booking made with two passengers for a return flight consists of four passenger segments.
Repeat Transaction Rate	Repeat transaction rate is calculated as percentage of transactions by repeat transacting users, identified by their unique mobile number and/ or email address, where a repeat transacting user is any user who has transacted through our OTA platforms at least once in the preceding 36 months
Tier II/III Penetration	% of transactions booked through ixigo group's OTA platforms where either an origin or destination was a non-Tier I city
% Queries solved by AI chatbot	All queries which were 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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