Date: August 15, 2021

To,

Department of Corporate Services,
BSE Limited
Phiroze Jeejeebhoy Towers, Dalal Street,
Mumbai – 400 001

Scrip Code: 543272

To,

Listing Department,
National Stock Exchange of India Limited
C-1, G-Block, Bandra-Kurla Complex
Bandra (E), Mumbai – 400 051

Symbol: EASEMYTRIP

Sub: Investor Presentation

With reference to the listing compliances, We hereby submit Investor Presentation of Easy Trip Planners Limited.

The aforesaid information will also be hosted on the website of the Company at www.easemytrip.com

You are requested to take the aforesaid on record.

Thanking you,

Yours faithfully,
For Easy Trip Planners Limited

Preeti Sharma
Company Secretary and Compliance Officer
Membership No.: A34417

Easy Trip Planners Limited
Registered Office :Building No 223, Patparganj Industrial Area, Patparganj, New Delhi, Delhi 110092
Phone : +91 - 11 - 43030303, 43131313 E-mail : support@easemytrip.comWeb : www.EaseMyTrip.com| CIN No. L63090DL2008PLC17904

EaseMyTrip.com

Q1 FY22 Investor Presentation

August 2021

Safe Harbor

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Strong performance despite second wave of Covid-19

EaseMyTrip.com

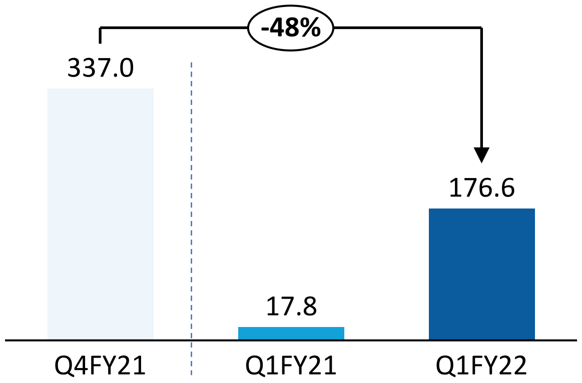
Particulars (Rs. in Mn)	Q1FY22		Q1FY21		FY21	
Gross Booking Revenue (GBR)	**3,567.1**		**987.4**		**21,284.0**	
Revenue/Income	**Amount**	**% of GBR**	**Amount**	**% of GBR**	**Amount**	**% of GBR**
A. Revenue from Operation (as per financials)	187.0	5.2%	35.6	3.6%	1,067.1	5.0%
B. Discounts to customers	176.6	5.0%	17.8	1.8%	595.7	2.8%
C. Other Income (claims written back)	126.1	3.5%	52.3	5.3%	317.9	1.5%
Adjusted Revenue (A + B + C)	**489.7**	**13.7%**	**105.7**	**10.7%**	**1,980.7**	**9.3%**
Other Income (Finance + Non Operating)	34.4		32.1		122.5	
Adjusted Income	**524.1**	**14.7%**	**137.9**	**14.0%**	**2,103.2**	**9.9%**
Total Expense						
Discounts to customers	176.6	5.0%	17.8	1.8%	595.7	2.8%
Marketing & Sales Promotion	27.6	0.8%	18.5	1.9%	147.8	0.7%
Employee Expense	46.1	1.3%	47.7	4.8%	211.9	1.0%
Payment Gateway Charges	27.9	0.8%	7.6	0.8%	147.7	0.7%
Other Expenses	33.7	0.9%	9.2	0.9%	124.3	0.6%
Finance Cost	1.4	0.0%	0.3	0.0%	35.3	0.2%
Depreciation	2.2	0.1%	1.6	0.2%	6.6	0.0%
Total Expense	**315.4**	**8.8%**	**102.7**	**10.4%**	**1,269.3**	**6.0%**
PBT	**208.7**	**5.8%**	**35.2**	**3.6%**	**833.9**	**3.9%**
Tax	54.4		10.2		223.8	
Other Comprehensive Income	-4.4		0.8		4.0	
PAT	**149.8**	**4.2%**	**25.8**	**2.6%**	**614.1**	**2.9%**

Sustained profitability despite devastating second wave of Covid-19 during April & May 2021

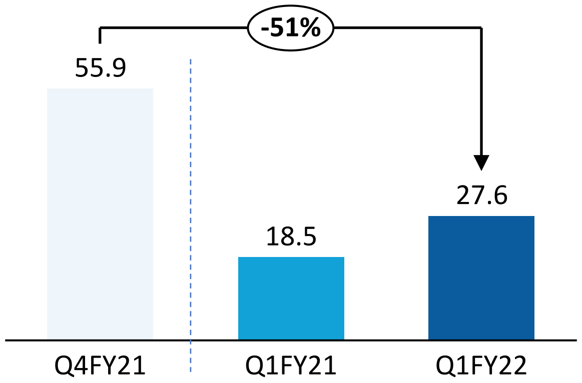
...and attaining even better Operational Efficiencies

EaseMyTrip.com

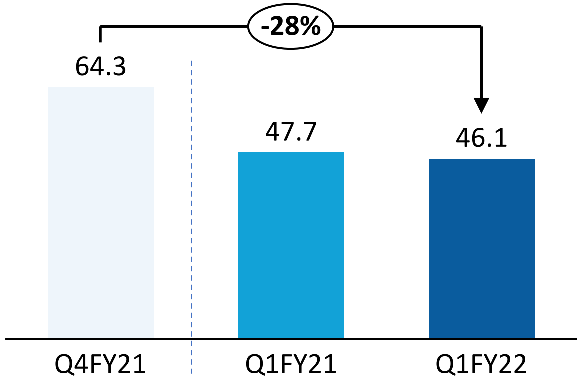
Discounts



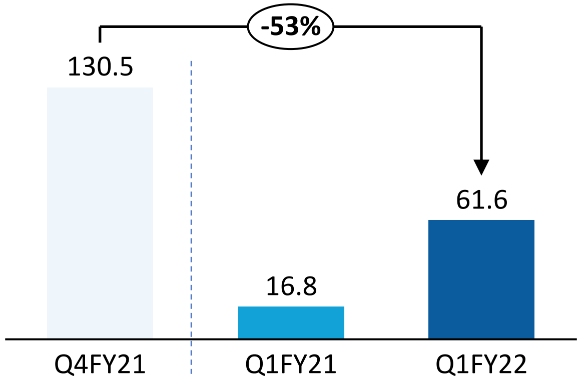
Marketing & Sales Promotion



Employee Expenses



Other Expenses



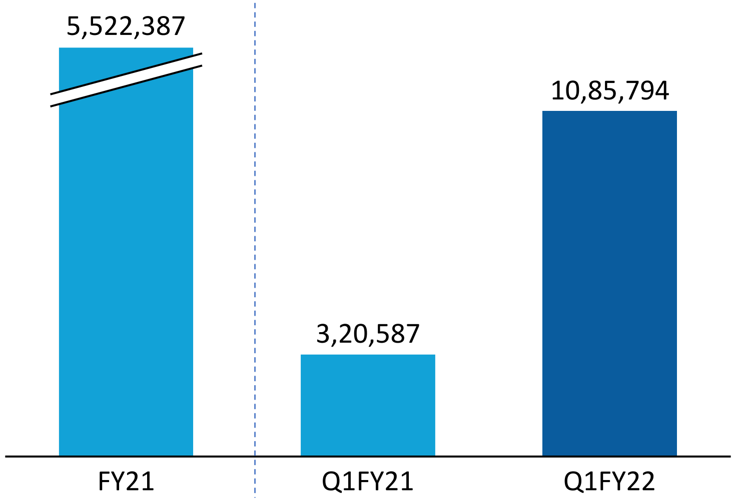
- ✓ On account of second wave of Covid-19 we controlled our discounting and were down by 48% as compared to Q4FY21
- ✓ Our marketing cost reduced by 51% on Q-o-Q basis and were merely Rs. 27.6 Mn for Q1FY22 as compared to Rs. 55.9 Mn in Q4FY21
- ✓ Employee expenses were down by 28% for Q1FY22 as compared to Q4FY21
- ✓ Increase in operational efficiencies & cost rationalization programs led to a significant saving in costs. Other expenses were down by 53% as compared to Q4FY21
- ✓ Working on lean cost of operations and increase in efficiencies led to increase in profitability
- ✓ Cost are not comparable on Y-o-Y basis due to all India lockdown restrictions in Q1FY21

Rs. in Millions

Q1FY22 Operational Performance

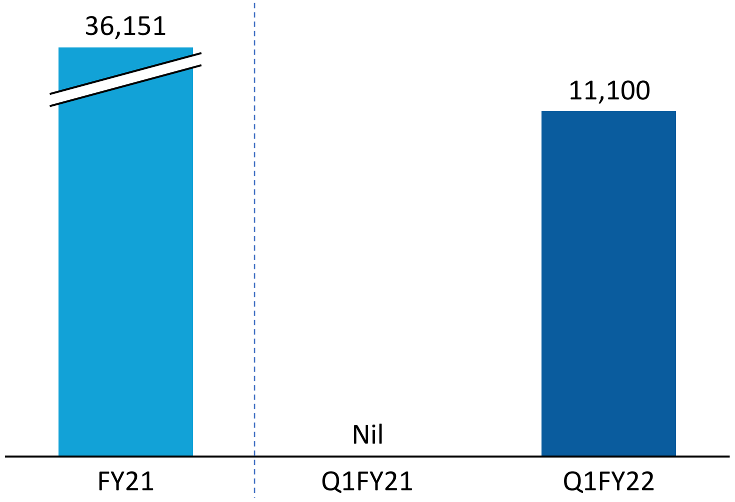
Flights

Air Segments in Nos



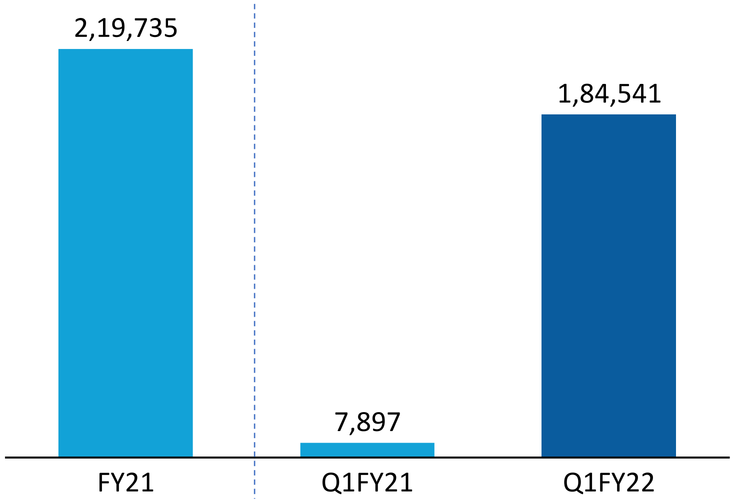
Hotels

Hotel Transactions in Nos



Trains, Buses & Others

Transactions in Nos

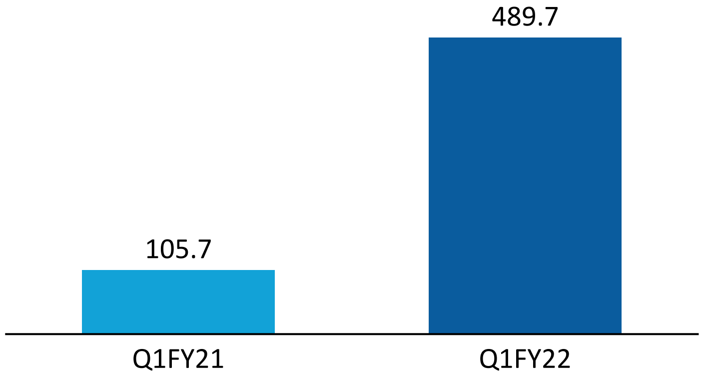


- ✓ Air segment was partially affected by second wave of Covid-19 and subsequent travel restriction. Our Air segments booked in Q1FY22 stood at 10.86 lacs as compared to 3.21 lacs in Q1FY21
- ✓ Hotel segment has sustained its momentum & stood at 11,100 transactions for Q1FY22, despite impact on travel & tourism sector on account of Covid-19
- ✓ Our Train, Buses & Other segment in Q1FY22 together have seen a booking of 1.85 Lacs reaching ~80% plus volumes of Full year FY21 in first quarter itself
- ✓ We are seeing good traction on cross selling across our customers and are optimistic of higher business from segments other than Air

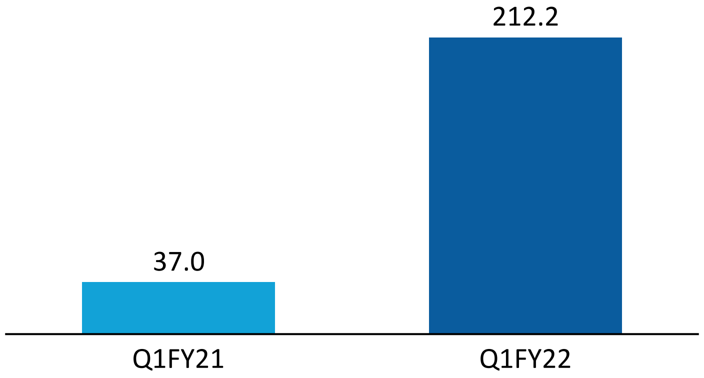
Q1 FY22 Financial Highlights

EaseMyTrip.com

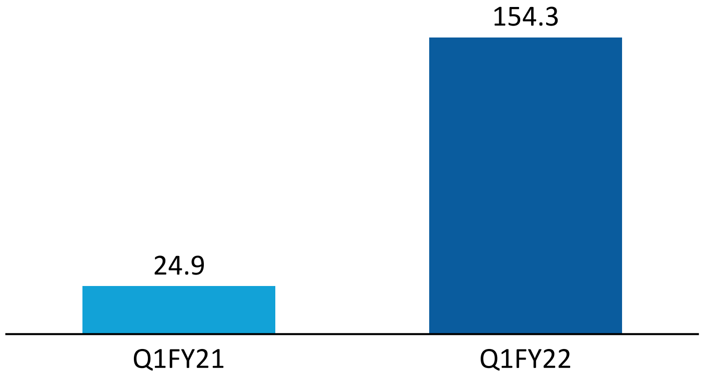
Adjusted Revenue



EBITDA



PAT



Adjusted Revenue

- ✓ Adjusted revenue for Q1FY22 stood at Rs. 490 Mn as compared to Rs. 90 Mn in Q1FY20
- ✓ Revenues for the quarter were impacted on account of devastating second wave of Covid-19 in Q1FY22.
- ✓ Adjusted Revenue was higher in Q1FY22 on account of better commissions for Airlines

EBITDA

- ✓ EBIDTA for the quarter stood at Rs. 212 Mn as compared to Rs. 37 Mn in Q1FY21
- ✓ Increase in operational efficiencies and cost rationalization programs led to increase in EBIDTA despite lower income for the quarter on account of second wave of Covid-19

PAT

- ✓ PAT for Q1FY22 stood at Rs. 154 Mn as compared to Rs. 25 Mn in Q1FY21
- ✓ We have observed sustainable margins despite temporary drop in revenues for the quarter

Rs. in Millions

Q1 FY22 Consolidated Profit & Loss Account

Profit & Loss Statement (Rs. in Mn)	Q1FY22	Q1FY21	Y-o-Y	FY21
Revenue from Operations	187.0	35.6		1067.1
Other Income	160.5	84.5		440.5
Total Revenue	**347.5**	**120.0**	**189.5%**	**1507.6**
Employee Benefits Expense	46.1	47.7		211.9
Other Expenses	89.2	35.3		419.8
EBITDA	**212.2**	**37.0**	**473.2%**	**875.8**
EBITDA %	**61.1%**	**30.8%**	**3023 bps**	**58.1%**
Depreciation and Amortisation Expense	2.2	1.6		6.6
EBIT	**210.1**	**35.4**		**869.2**
Finance Costs	1.4	0.2		35.3
PBT	**208.7**	**35.2**	**493.5%**	**833.9**
Total Tax Expense	54.4	10.2		223.8
Profit for the year	**154.3**	**24.9**	**516.2%**	**610.1**
PAT %	**44.4%**	**20.8%**	**2345 bps**	**40.5%**
Other Comprehensive Income for the year	-4.4	0.8		4.0
Total Comprehensive Income for the year	**149.8**	**25.8**	**479.1%**	**614.1**
EPS	1.42	0.23		5.62

Historical Financials

Historical Consolidated Profit & Loss Account

Profit & Loss Statement (Mn)	Mar-21	Mar-20	Mar-19	Mar-18
Revenue from Operations	1,067.1	1,413.6	1,011.1	1,001.1
Other Income	440.5	396.5	500.0	134.7
Total Revenue	**1,507.6**	**1,810.1**	**1,511.1**	**1,135.7**
Employee Benefits Expense	211.9	302.0	220.2	159.2
Other Expenses	419.8	971.7	842.8	853.8
EBITDA	**875.8**	**498.9**	**448.1**	**122.8**
EBITDA %	**58.1%**	**27.6%**	**29.7%**	**10.8%**
Depreciation and Amortisation Expense	6.6	7.1	4.6	2.4
EBIT	**869.2**	**491.8**	**443.4**	**120.4**
Finance Costs	35.3	33.0	31.7	15.1
PBT	**833.9**	**458.8**	**411.8**	**105.2**
Total Tax Expense	223.8	129.0	118.4	39.1
Profit for the year	**610.1**	**329.8**	**293.4**	**66.1**
PAT %	**40.5%**	**18.2%**	**19.4%**	**5.8%**
Discontinued Operations	0.0	0.0	-53.5	-65.8
Other Comprehensive Income for the year	4.0	0.4	-0.2	1.5
Total Comprehensive Income for the year	**614.1**	**330.2**	**239.7**	**1.8**
EPS	5.62	3.04	2.70	0.61

Consolidated Balance Sheet

Equity & Liabilities (Mn)	FY21	FY20
Equity Share Capital	217.3	217.3
Other Equity	1,409.4	795.2
Total Equity	**1,626.6**	**1,012.5**
Financial Liabilities		
(i) Other Financial Liabilities	0.0	0.0
Contract Liabilities	212.4	386.8
Provisions	18.3	17.5
Total Non-Current Liabilities	**230.7**	**404.4**
Financial Liabilities		
(i) Borrowings	173.4	67.6
(ii) Trade payables	256.0	266.4
(iii) Other Financial Liabilities	1,074.3	717.3
Provisions	5.0	2.9
Contract Liabilities	374.9	229.9
Current Tax Liabilities (Net)	126.1	114.8
Other Current Liabilities	109.8	83.1
Total Current Liabilities	**2,119.5**	**1,482.0**
Total Equity & Liabilities	**3,976.8**	**2,898.8**

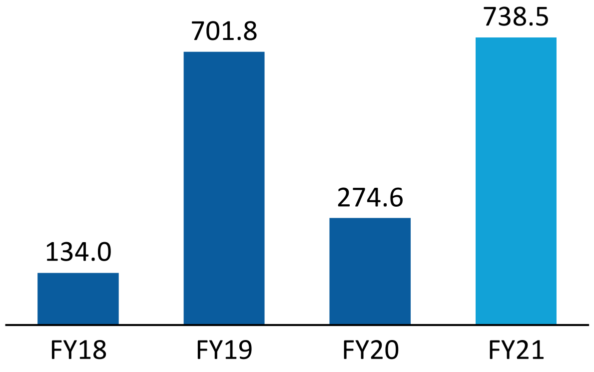
Assets (Mn)	FY21	FY20
Property, plant and equipment	75.6	77.6
Intangible assets	1.5	1.3
Goodwill	16.0	16.0
Investment Property	23.1	23.2
Intangible assets under development	3.3	3.3
Financial Assets		
(i) Loans	0.5	65.3
(iii) Other Financial Assets	138.2	150.2
Deferred Tax Assets (Net)	32.9	30.6
Other Non Current Assets	1.1	0.0
Total Non-Current Assets	**292.1**	**367.5**
Financial Assets		
(i) Loans	212.6	132.4
(ii) Investments	10.2	10.0
(iii) Trade Receivable	289.0	581.9
(iv) Cash and Cash Equivalents	426.4	134.1
(v) Other Bank Balances	1,858.3	1,178.0
(vi) Other Financial Assets	72.8	204.3
Other Current Assets	815.5	290.7
Total Current Assets	**3,684.8**	**2,531.4**
Total Assets	**3,976.8**	**2,898.8**

Historical Abridged Cash Flow

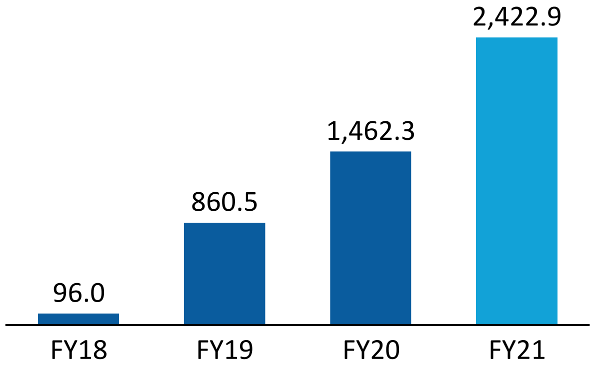
Consolidated Cash Flow Statement (Mn)	FY21	FY20
Cash Flow from Operating Activities		
Profit before Tax	833.9	458.8
Adjustment for Non-Operating Items	-358.1	-233.6
Operating Profit before Working Capital Changes	**475.8**	**225.3**
Changes in Working Capital	504.5	106.8
Cash Generated from Operations	**980.3**	**332.1**
Less: Direct Taxes paid	-241.8	-57.4
Net Cash from Operating Activities	**738.5**	**274.6**
Cash Flow from Investing Activities	-549.3	-545.2
Cash Flow from Financing Activities	2.4	64.0
Net increase/ (decrease) in Cash & Cash equivalent	**191.6**	**-206.6**
Cash & Cash Equivalents at the beginning of the period	134.1	340.8
Cash & Cash equivalents at the end of the period	325.7	134.1

Key Return Ratios

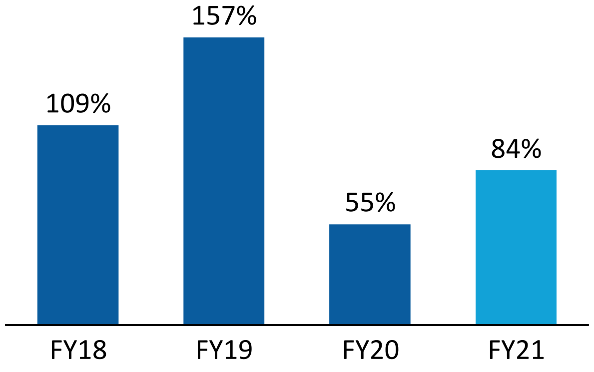
Cash Flow from Operations (Mn)



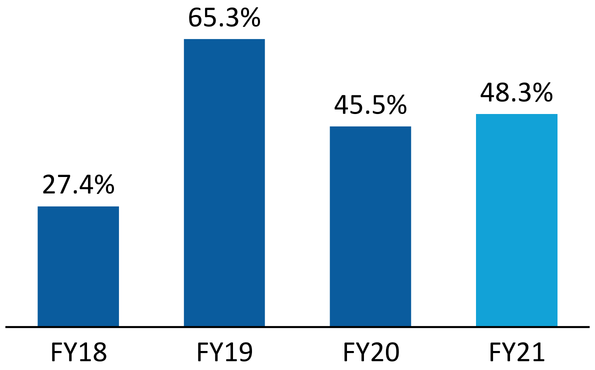
Cash & Term Deposits (Mn)



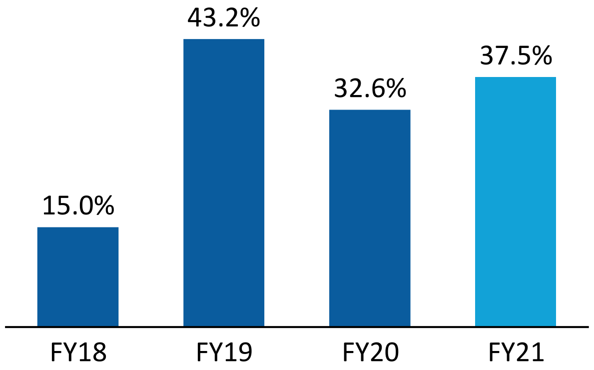
OCF to EBITDA (%)



ROCE (%)

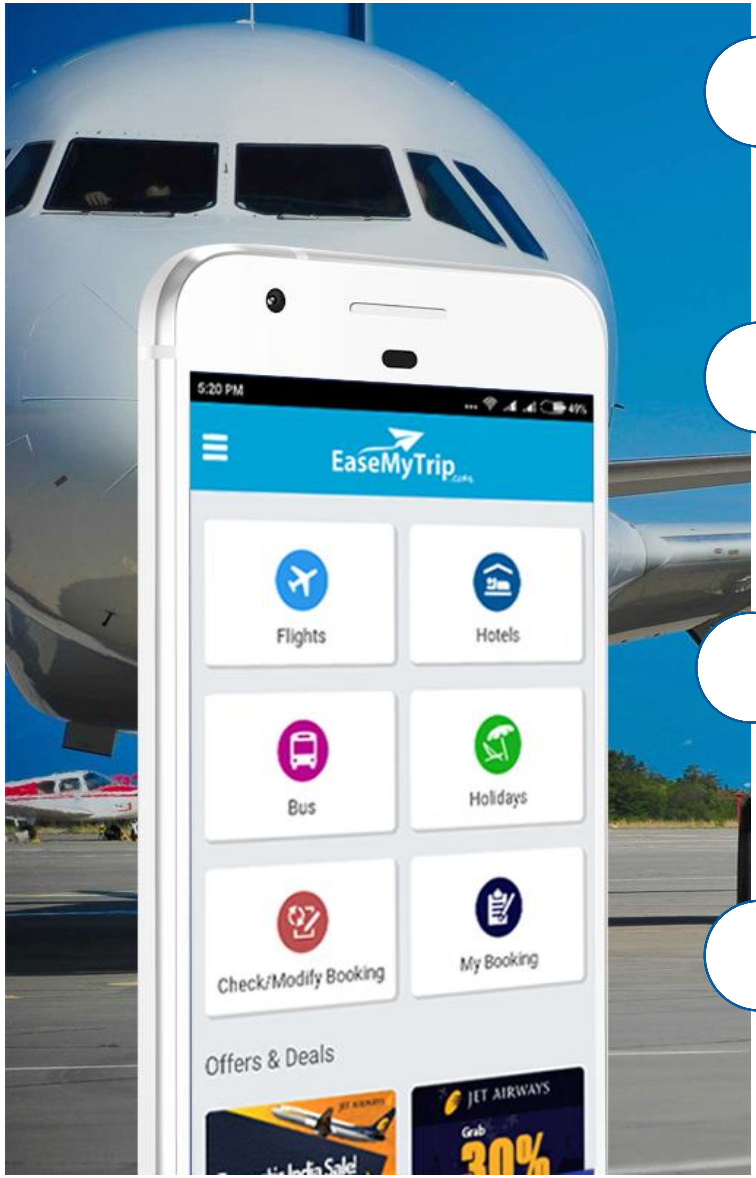


ROE (%)



Company Overview

EaseMyTrip at Glance



2nd Largest OTA*

Founded in 2008, Easy Trip Planners Ltd ("EaseMyTrip"), is the 2nd largest Online Travel Portal in India

Growth at 47% CAGR

Fastest Growing Travel Portal in India. Gross booking revenue, grew at 47% CAGR during FY18-FY20

Only Profitable OTA

Profitable since inception.
Even in Covid year, EBITDA for FY21 stood at Rs. 88 crs

Zero Debt & Cash Surplus

Zero debt with Cash & Term Deposit of INR 242 Crs as on Mar-21. Business requires minimal capex for growth.

"End to End" Travel Solutions

Offers "End to End" travel solutions which includes air tickets, hotels and holiday packages, rail tickets & bus tickets as well as ancillary value-added services

Growth Funded by Internal Accruals

No external equity infusion since inception. Managed growth through internal accruals & sustained profitability

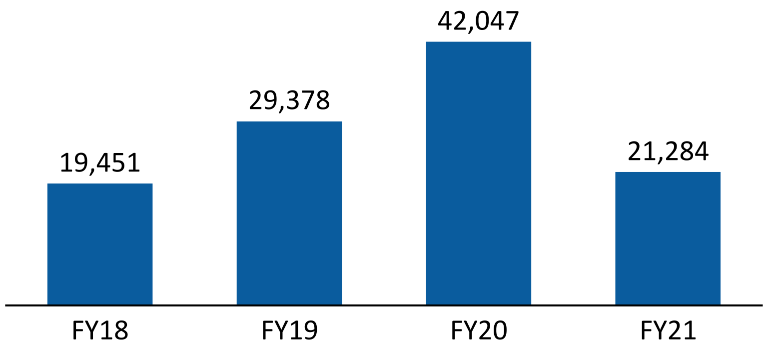
Brand Equity

Well recognized brand with lean cost of operations to support profitability and growth

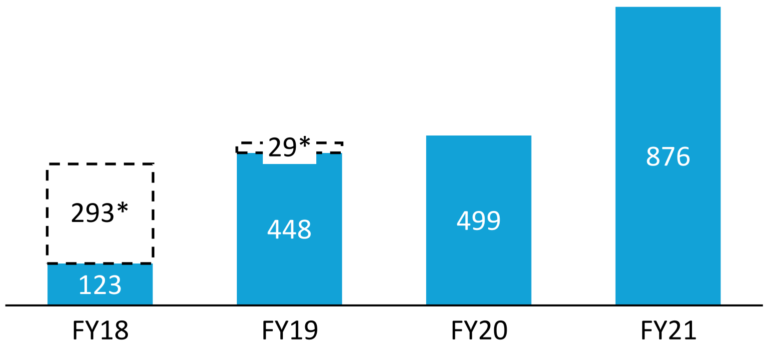
*As per gross booking volumes in 9MFY21

Fastest Growing & Only Profitable OTA in India…

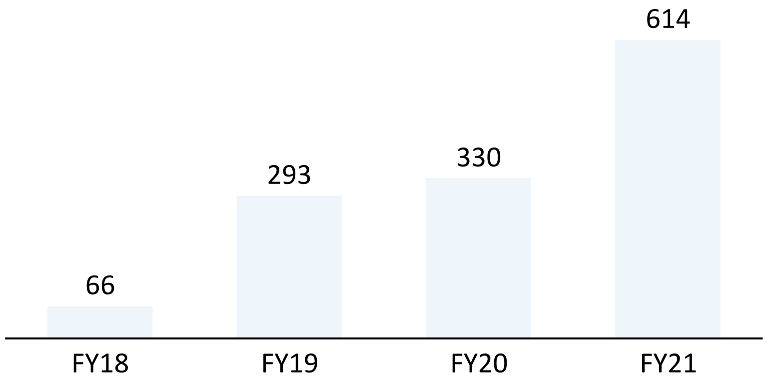
Gross Booking Revenue (Mn)



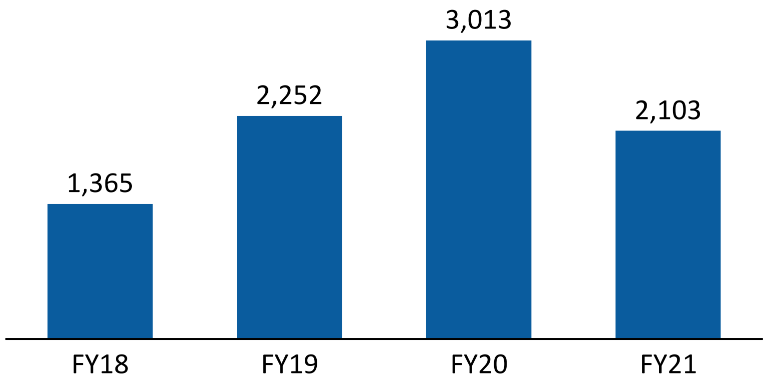
EBITDA (Mn)



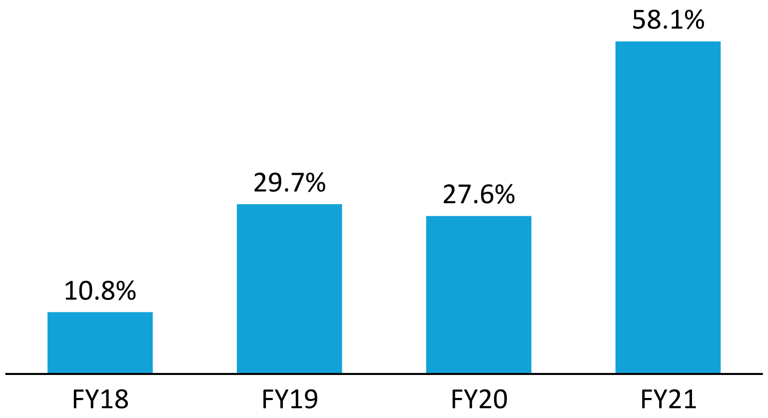
PAT (Mn)



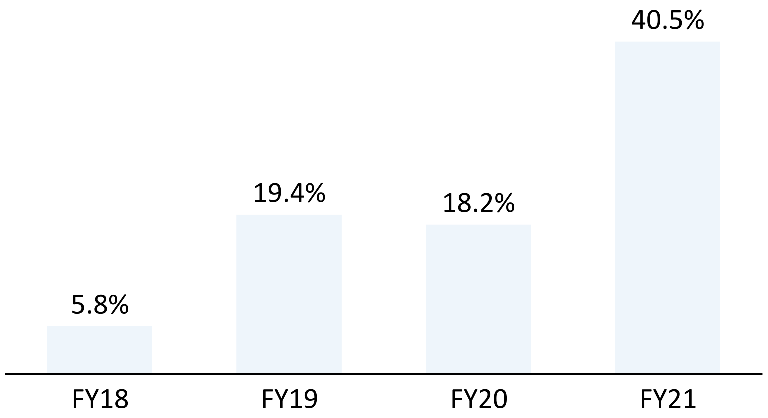
Adjusted Total Income# (Mn)



EBITDA Margin (%)



PAT Margin (%)



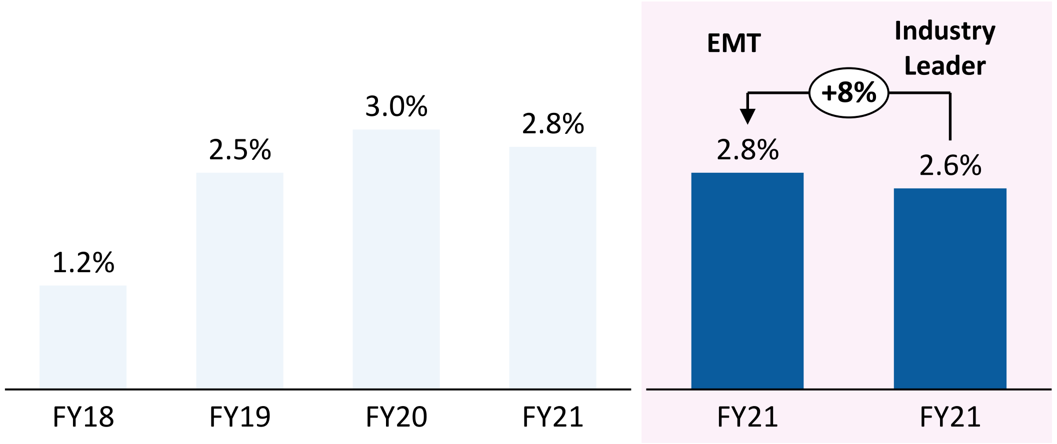
*In Fiscal 2018 and Fiscal 2019, advance written off amounted to ₹ 293.11 million and ₹ 29.50 million, respectively

#Including Discounts offered to customers & excluding service cost

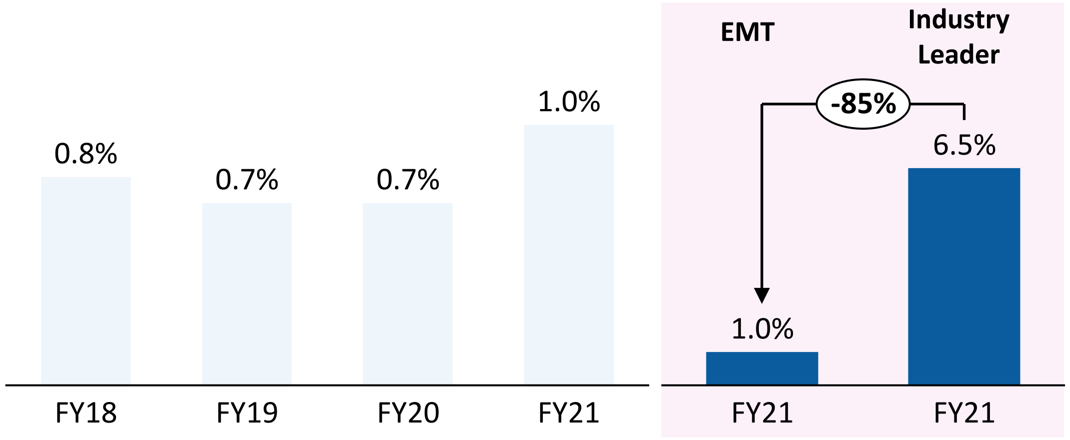
...due to our Lean Cost Model...

% of Gross Booking Revenue

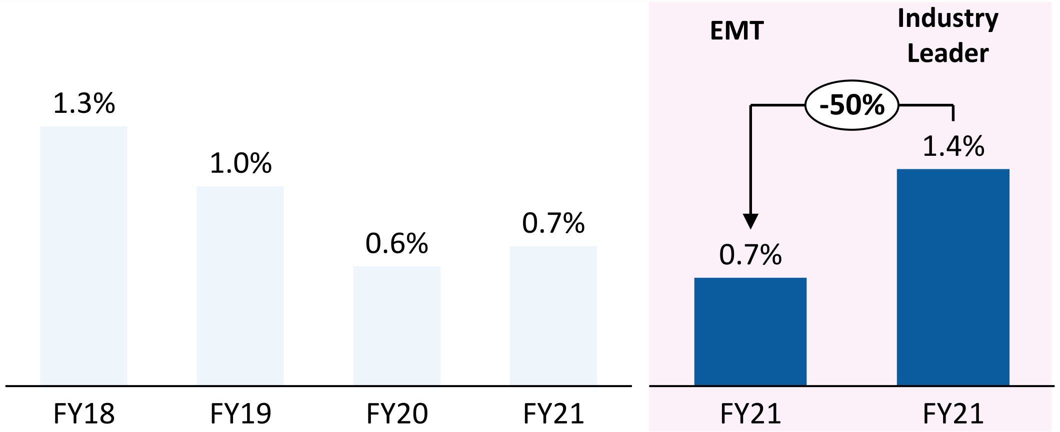
Discounts



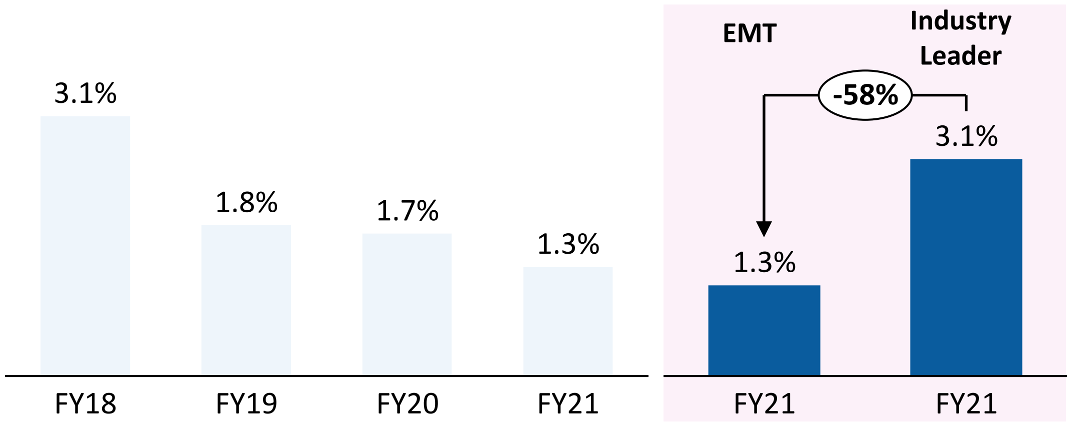
Employee Cost



Advertisement & Promotion

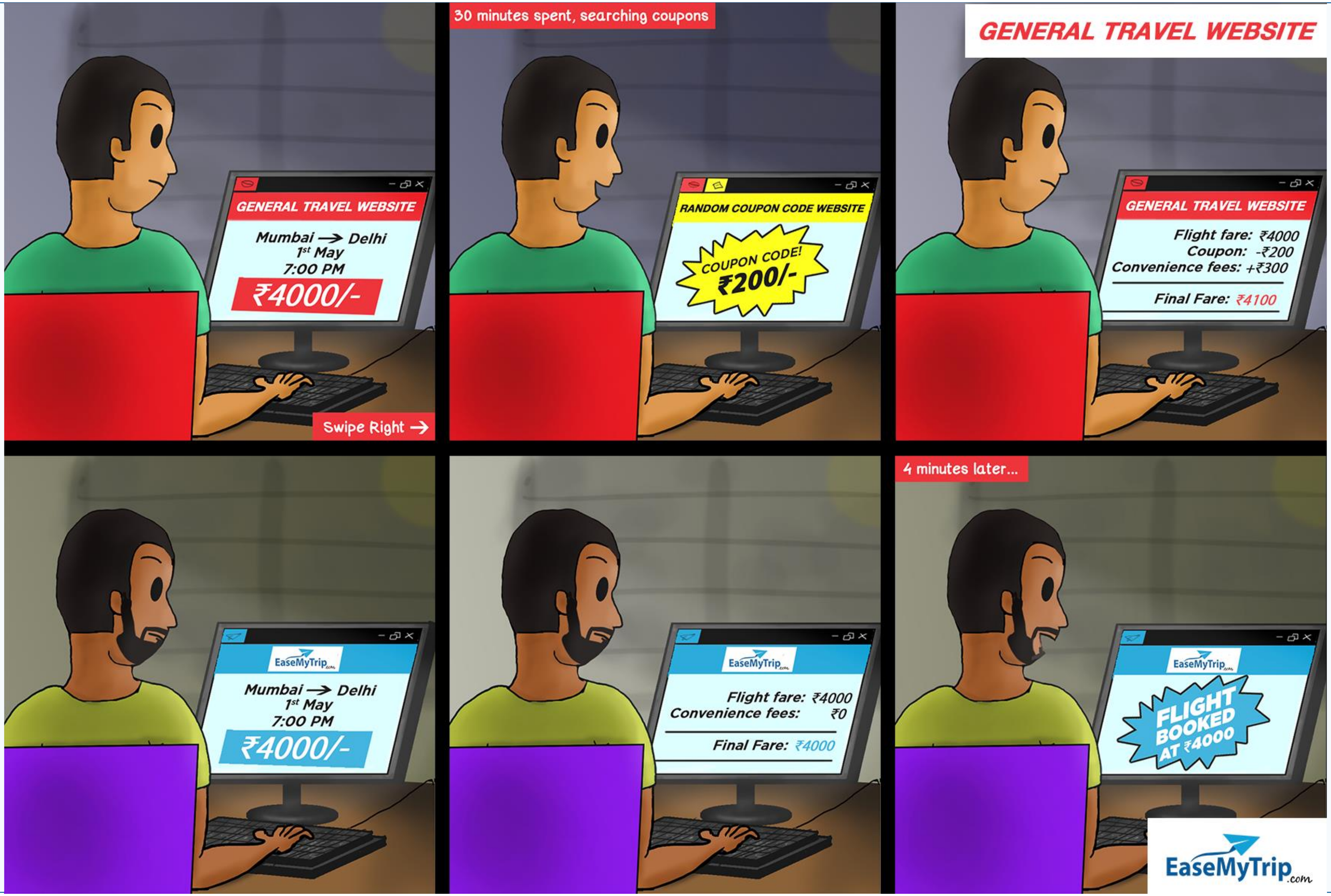


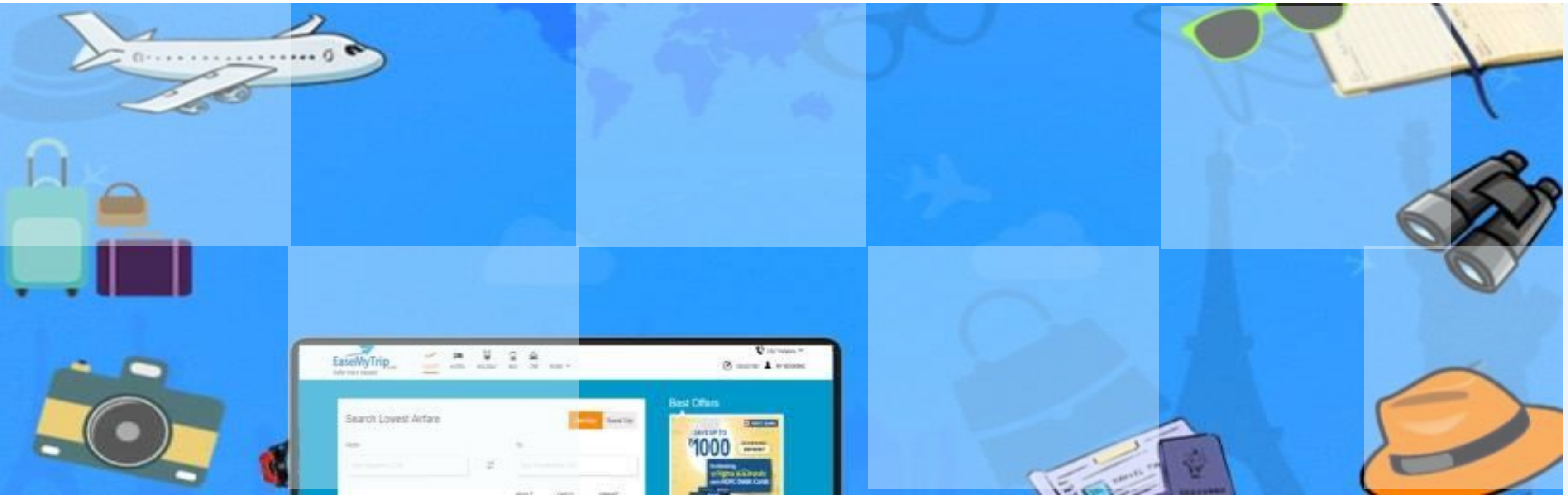
Other Expenses



*Data as per publicly available documents

...and No Convenience Fees Strategy

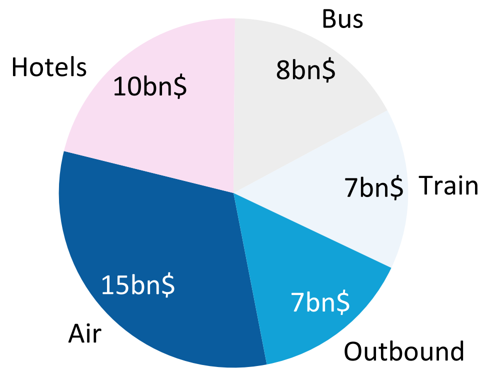




Industry Overview

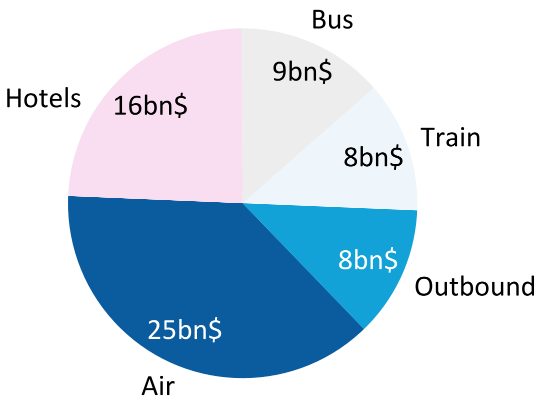
Indian Travel & OTA Market

Total Travel Market (FY20)



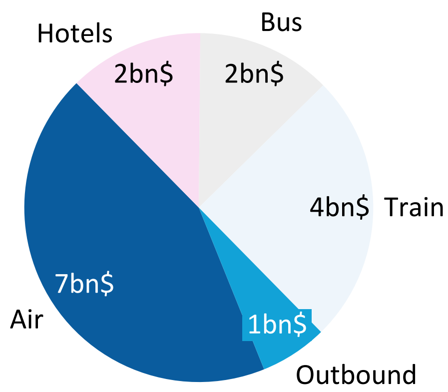
US$ 46 bn

Total Travel Market (FY25E)



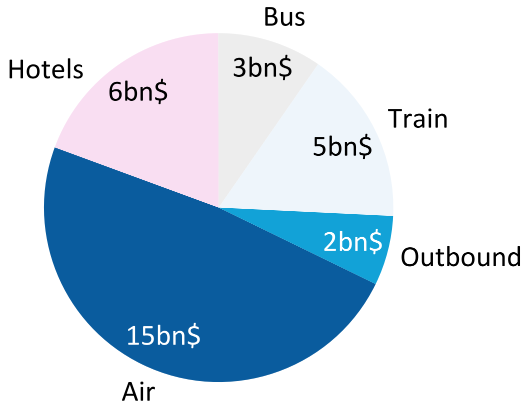
US$ 66 bn

Online Travel Market (FY20)



US$ 16 bn

Online Travel Market (FY25E)



US$ 31 bn

FY20-25 CAGR

	Total	Online
	11%	16%
	9%	20%
	4%	15%
	3%	6%
	4%	11%
Total	8%	14%

Online travel market in India to **double over the next five years** to reach US$31 bn FY25, **growing at 14% CAGR** from FY20 levels

Key Drivers

Increased adoption of internet platforms in under-penetrated segments such as hotels, international travel and bus (online volume penetration <20% in each of these segments)

Elevated growth in the underlying demand in sectors like air and hotels due to rising income levels

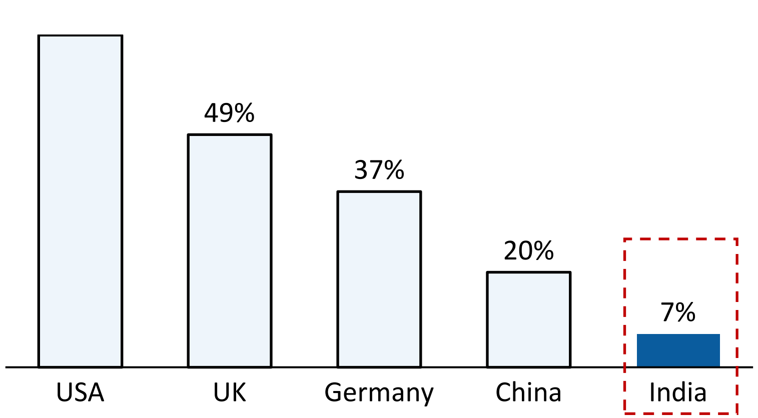
Deeper penetration of travel into lower tier towns.

Source: Industry interactions, Goldman Sachs Report

Indian Hotel Industry

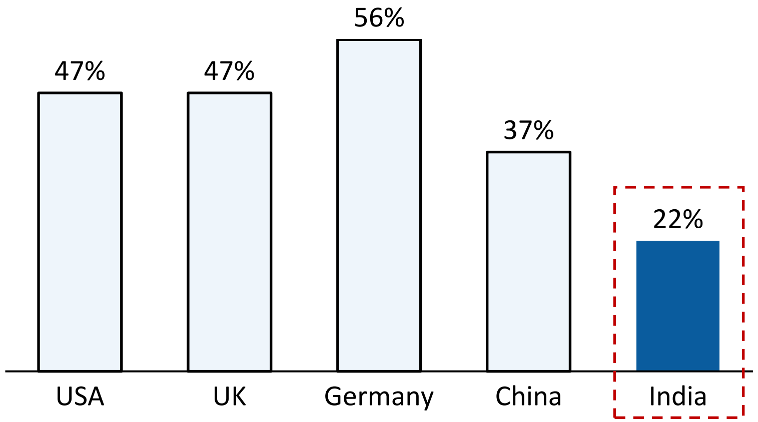
EaseMyTrip.com

Least penetration of Chain Affiliated Hotels



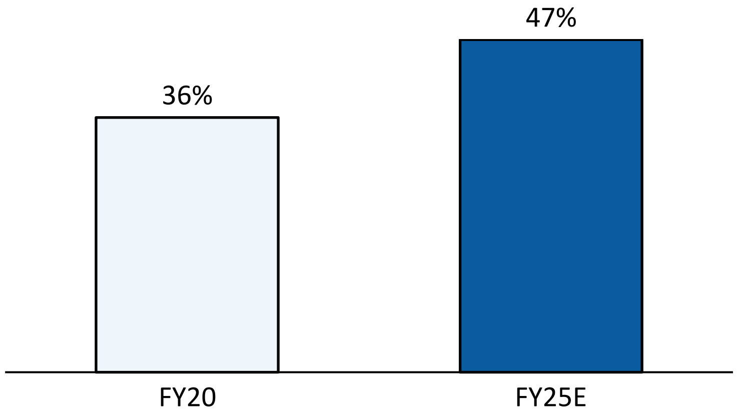
<10% of total room inventory in India (as of 2019) is affiliated with chains, vs 20%/70% in China/US. Higher fragmentation of suppliers (and low occupancy levels and low online penetration) will result in structurally higher takes rates for hotel platforms in India vs global peers.

Online penetration of Hotels Lowest in the World



Hotels to be the fastest growing segment within online travel (20% FY20-25E CAGR), as the fragmented supply chain of ~2mn rooms in India increasingly moves online

Contribution of Hotels in Online Travel Revenue pool



Online travel is one of the worst hit sectors due to the outbreak of COVID-19, with recovery likely to be “U-shaped” at best. Domestic travel in India to recover faster relative to international travel (incl. hotels and holidays/packages). For domestic travel, industry should reach pre-COVID volumes by early 2021

Source: Industry interactions, Goldman Sachs Report

Thank You

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