

February 09, 2024

BSE Ltd. P J Towers, Dalal Street, Fort Mumbai - 400001 Scrip Code: 543272	National Stock Exchange of India Limited (NSE). Exchange Plaza, Bandra Kurla Complex, Bandra East, Mumbai - 400051 Symbol: EASEMYTRIP
--	---

Subject: Investor Presentation

Dear Sir/Madam,

Pursuant to Regulation 30 of the Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015 ("Listing Regulations"), please find enclosed the presentation made to the investors on the unaudited standalone and consolidated financial results of the Company for the quarter and nine months ended 31st December, 2023.

The audio recording and transcript of the Investors Conference will be uploaded on the website of the Company (www.easemytrip.com) and the Stock Exchanges, as prescribed under the Listing Regulations.

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

You are requested to take the above information on record.

Thanking you,

Yours truly,

For Easy Trip Planners Limited

Priyanka Tiwari
Group Company Secretary and Chief Compliance Officer
Membership No.: A50412

Easy Trip Planners Ltd.

Registered office : Building No. - 223, Patparganj Industrial Area, New Delhi - 110092 (India)

Phone : +91 - 11 43030303, 43131313 | E-mail : Care@easemytrip.com | Web: www.EaseMyTrip.com | CIN No. L63090DL2008PLC179041






EaseMyTrip.com



**Q3 and 9M FY24
Earnings Presentation**

February 2024

Q3 and 9M FY24 Key Performance Metrics

Q3FY24

GBR¹

INR 20,260.7 Million
(10.6)% Y-o-Y

EBITDA and Margin

INR 653.7 Million
39.5%

Air Segment Booking²

22.6 Lacs
(29.7)% Y-o-Y

PAT and Margin³

INR 456.6 Million
27.6%

9MFY24

GBR¹

INR 64,226.0 Million
+8.7% Y-o-Y

EBITDA and Margin

INR 1,705.2 Million
39.1%

Air Segment Booking²

83.7 Lacs
+1.0% Y-o-Y

PAT and Margin³

INR 1,188.6 Million
27.2%



Nishant Pitti
Co-Founder and CEO

We're pleased to announce that our Q3FY24 PAT reached INR 456.6 million, a 9.5% Y-o-Y increase, demonstrating our commitment to profitability. Similarly, our 9MFY24 PAT grew by 15.3% Y-o-Y to INR 1,188.6 million. GBR for Q3FY24 and 9MFY24 stood at INR 20,260.7 million and INR 64,226.0 million, respectively.

In Q3 FY24, we diversified our portfolio by acquiring a 13% stake in ECO Hotels and Resorts and signed an MOU with the Government of Uttarakhand. We also introduced EasyDarshan, offering hassle-free pilgrimage packages, and launched "Explore Bharat" to showcase India's rich heritage to international travellers.

Furthermore, our exclusive subscription program, the EaseMyTrip Platinum, Gold, and Silver Cards, provides luxury travel experiences to HNIs. These initiatives underscore the company's continuous expansion of services, catering to niche customer segments. Additionally, I am pleased to share that ET Travel World Awards has recognized EaseMyTrip as the Online Travel Marketplace of the Year (B2C).

Looking ahead, we're intensifying efforts to grow our air ticketing business and enhance our presence in non-air segments such as hotels, holidays, and transportation on a global scale. Also, we are expanding our retail footprints domestically and exploring both organic and inorganic growth opportunities. These initiatives are aligned with our ongoing commitment to driving continued growth, providing comprehensive travel solutions, and ensuring a seamless experience for our customers.



Second-largest Online Travel Agency (OTA)*

Established in 2008, EaseMyTrip (EMT) has grown to become the second largest online travel agency in the Indian OTA landscape, serving over 20 million satisfied customers



Strong Travel Ecosystem

Provides comprehensive travel solutions that include booking of air tickets, hotels, holiday packages, rail tickets, bus tickets and other ancillary services



International Presence

EaseMyTrip has its offices across locations in India and has international offices as subsidiary companies in Singapore, the UK, the Philippines, the UAE, Thailand, New Zealand, and the USA.



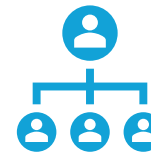
Global Outreach

As part of our global expansion strategy, we offer localized services in new destinations and undertake strategic collaborations



Robust Network

Extensive network encompassing 400+ international and domestic airlines, 61,000+ travel agents and 6 franchise outlets



Leadership Team

Experienced Board of Directors, supported by a strong Management Team, brings over 20 decades of combined expertise across diverse fields, ensuring effective leadership and strategic guidance

Robust Profit CAGR

A robust 3-year CAGR of 24.2% in GBR and 59.6% in PAT. The company maintains consistent profitability through efficient cost management and has substantial cash reserves

Disciplined Approach to Strategic Acquisitions

Leveraging the positive impact of past acquisitions, the strategic partnerships have acted as catalysts for our success, by expanding market presence and contributing positively to various business aspects

Global Travel Hub

EaseMyTrip primarily caters to Indian markets, its global presence spreads across Europe, America, and the Middle East through collaboration with over a million hotels and 400+ airlines, thus serving a global traveler base

No Convenience Fee Strategy

Pioneers in launching no-convenience fee model and thus eliminating the need to offer heavy discounts. This has led to high customer repeat transactions

Diversified Customer Base

Addressing diverse travel needs across B2B, B2C, and B2E segments, EaseMyTrip specializes in delivering tailored solutions to meet specific requirements

Continually Enhancing Customer Experience Through Technology

Our in-house technology has enabled us to prioritize customer satisfaction by integrating innovative features like an AI Chatbot service and direct API integration for real-time bookings, thus making EaseMyTrip as the preferred choice among OTAs

EaseMyTrip Inaugurates Pune's First Offline Franchisee Store

The company has launched its first offline franchisee retail store in Pune, Maharashtra. This move is aimed at expanding our customer base via franchise model. With this innovative approach, EaseMyTrip intends to tap its offline customer base and offer them tailored solutions

Strategic Investment

During the quarter, the company expanded its portfolio with an investment in ECO Hotels and Resorts limited, as part of EaseMyTrip's diversification plan. The primary objective of this investment is to acquire a minority interest and promote environmental-friendly practices within the hospitality sector

Online Travel Marketplace of the year

EaseMyTrip has been recognized as the Online Travel Marketplace of the Year (B2C) by ET Travel World Awards. EaseMyTrip has always been in the forefront for providing a range of unparalleled travel related services. This award is a recognition in that direction

Partnership

EaseMyTrip & Vi have entered into a partnership agreement to extend exclusive propositions to their customers on travel & mobile connectivity. With this partnership, the company aims to bring more convenience and best offers for users of both EaseMyTrip and Vi

Collaboration

EaseMyTrip has announced a collaboration as the principal sponsor for UP Yoddhas - the GMR Group owned Pro Kabaddi League Franchise representing the state of Uttar Pradesh. This partnership marks the entry of EaseMyTrip into the world of kabaddi, underscoring the brand's commitment to supporting a diverse range of sports

Elevating Global Tourism

EaseMyTrip and the Government of Uttarakhand have signed a Memorandum of Understanding (MOU) during the Global Investors Summit in London to elevate Uttarakhand's global tourism appeal

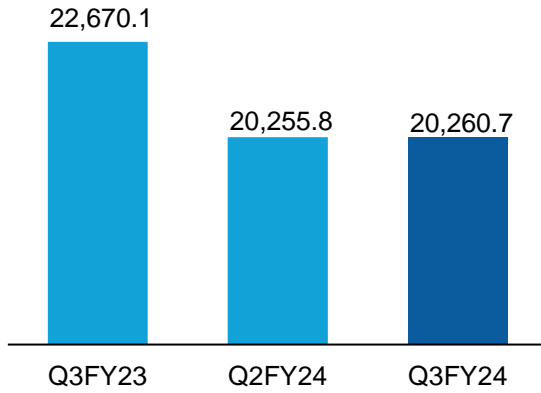
Discover India

EaseMyTrip introduces EasyDarshan for tailored pilgrimage packages in India. Also, "Explore Bharat - Discover the Soul of India" showcasing the nation's rich heritage, culture, and landscapes, targeting the overseas travellers

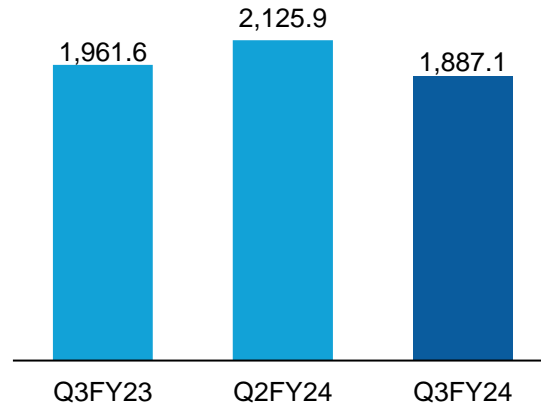
Q3 and 9M FY24 Financial Highlights

INR in Millions

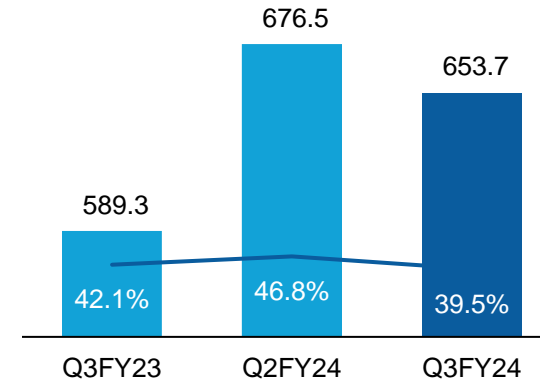
Gross Booking Revenue



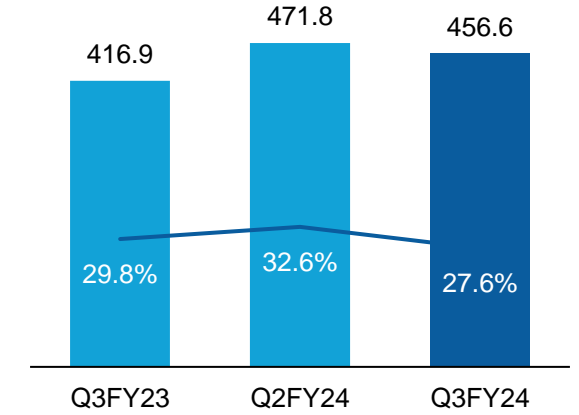
Adjusted Revenue#



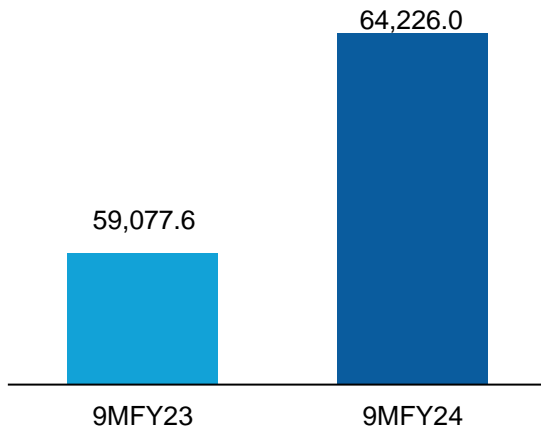
EBITDA and Margin



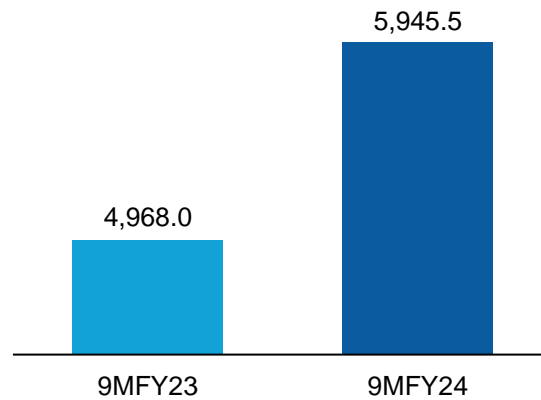
PAT and Margin



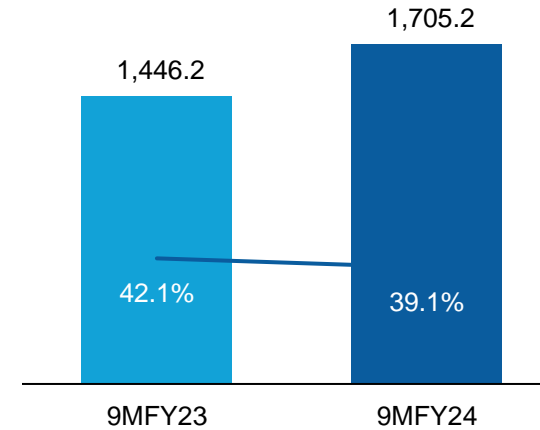
Gross Booking Revenue



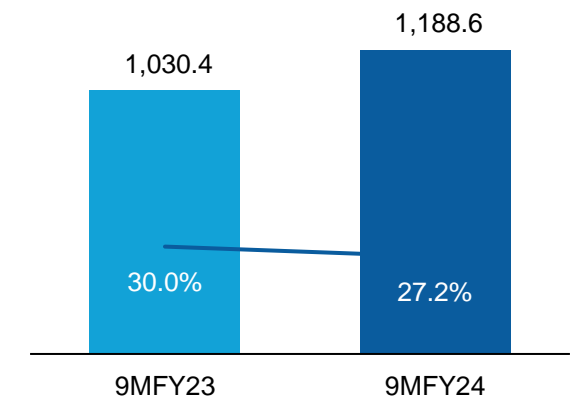
Adjusted Revenue#



EBITDA and Margin



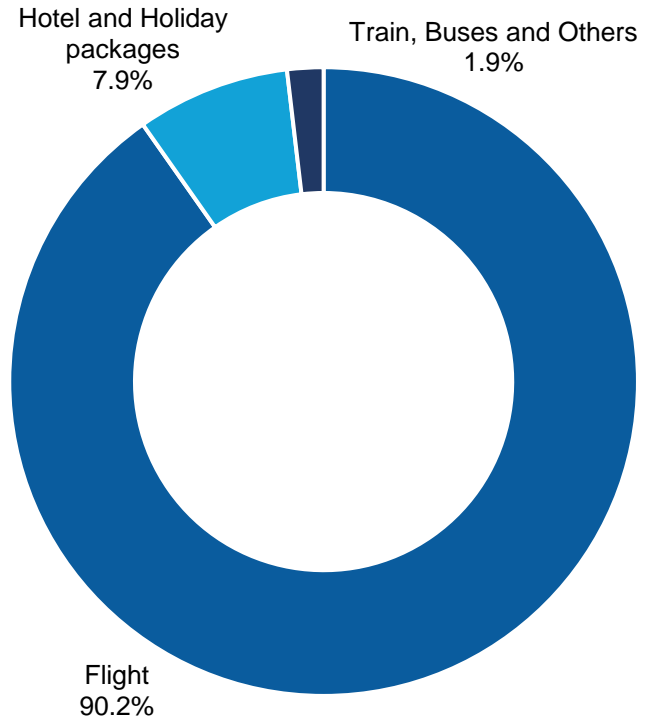
PAT and Margin



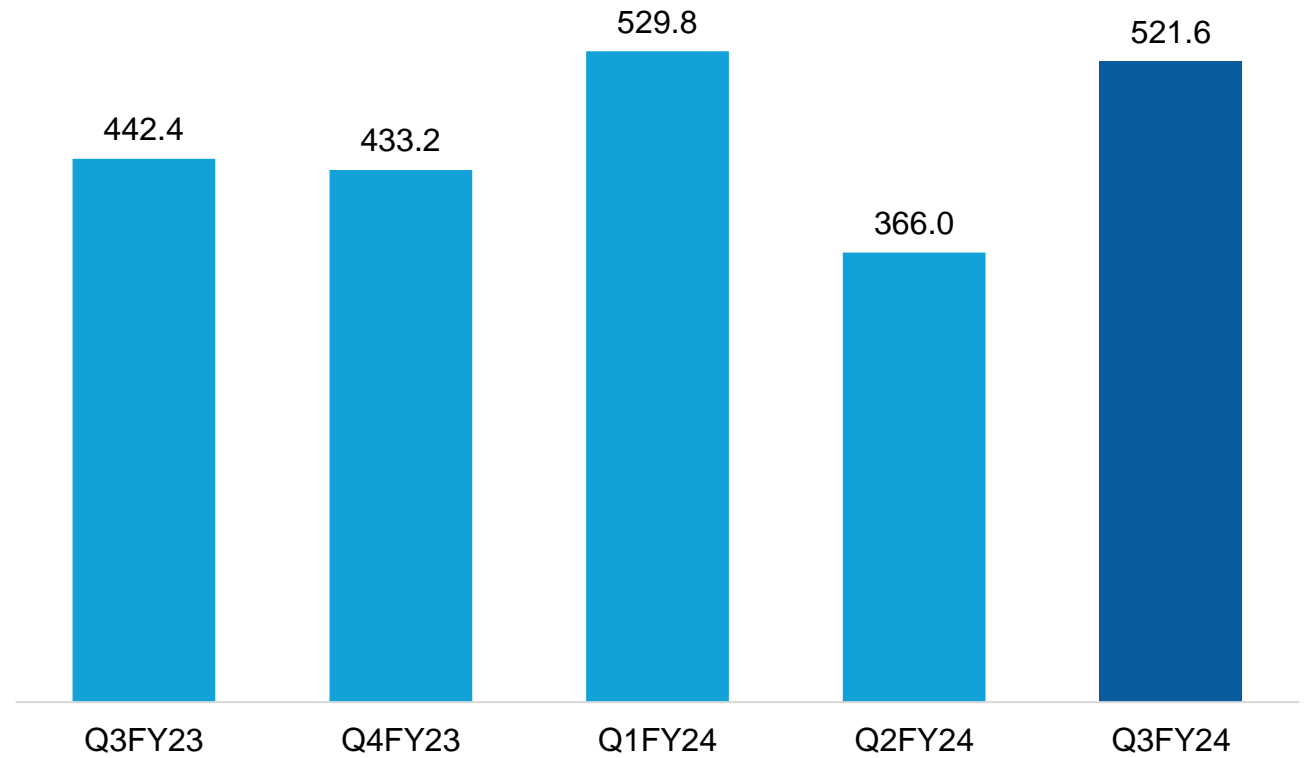
#Adjusted Revenue is revenue from operations + discounts to customers - service cost

Gross Booking Revenue Breakdown

EaseMyTrip Segmental GBR



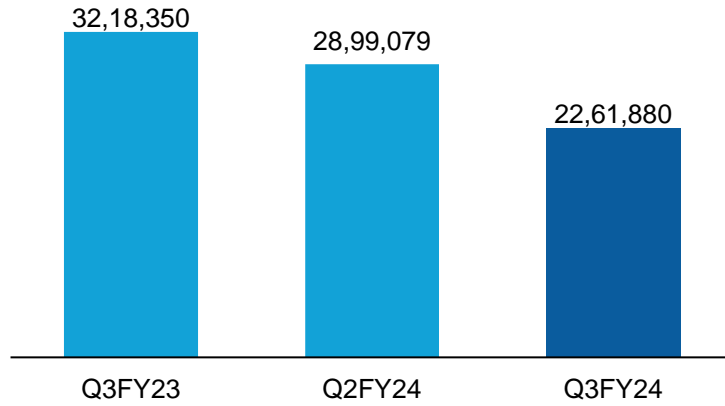
GBR from Dubai Office (INR in Mn)



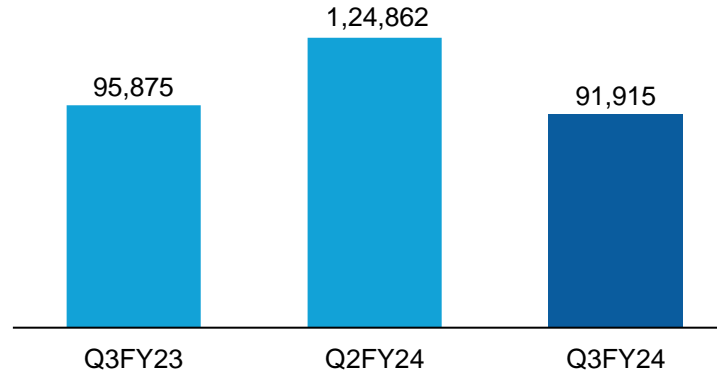
Q3 FY24 Operational Performance

In Nos

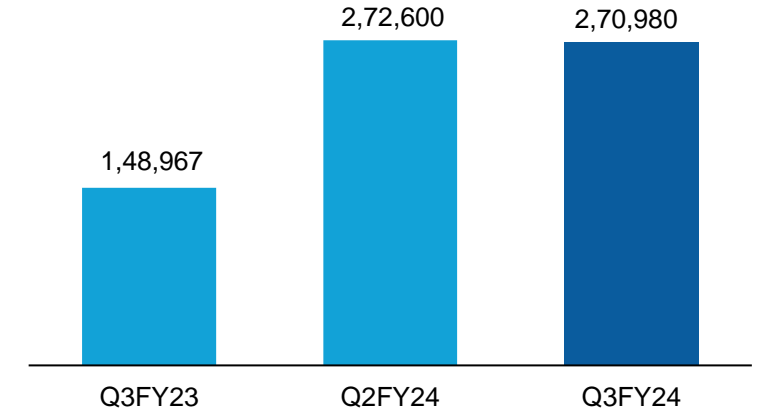
Flights#



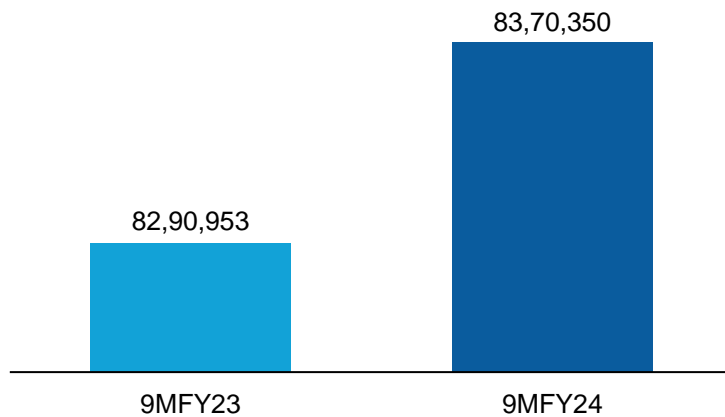
Hotels



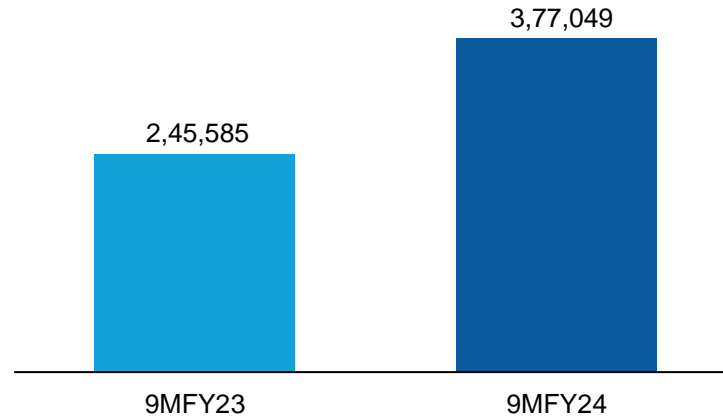
Trains, Buses and Others



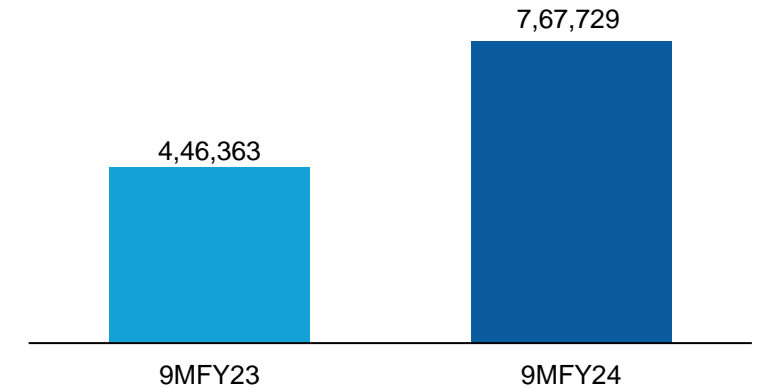
Flights#



Hotels



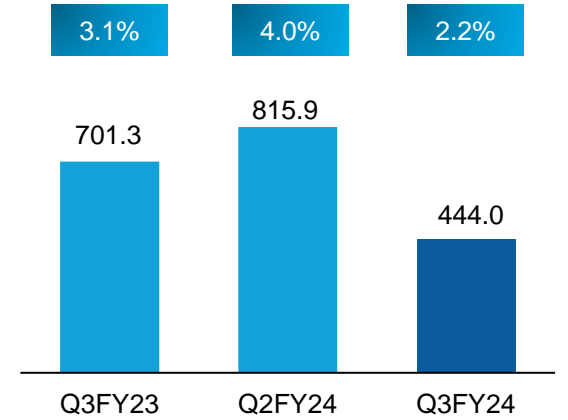
Trains, Buses and Others



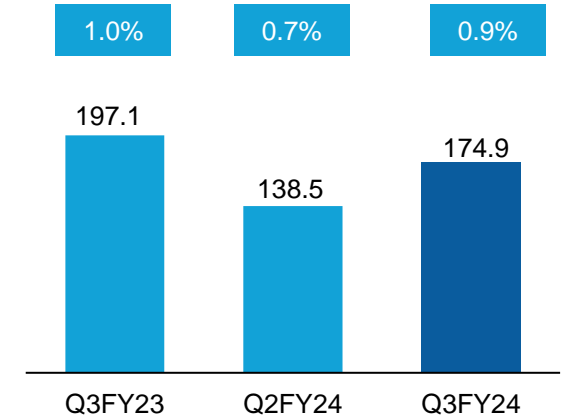
Q3 FY24 Operational Performance

INR in Millions

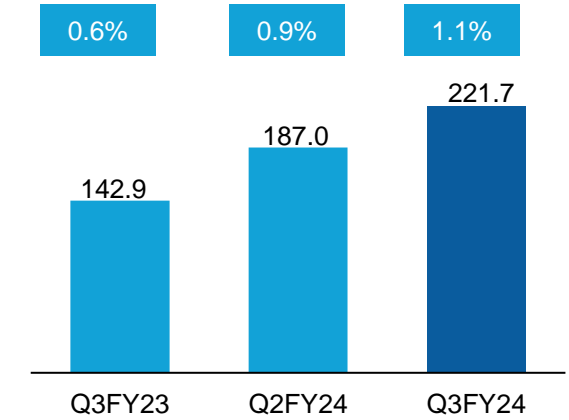
Discounts



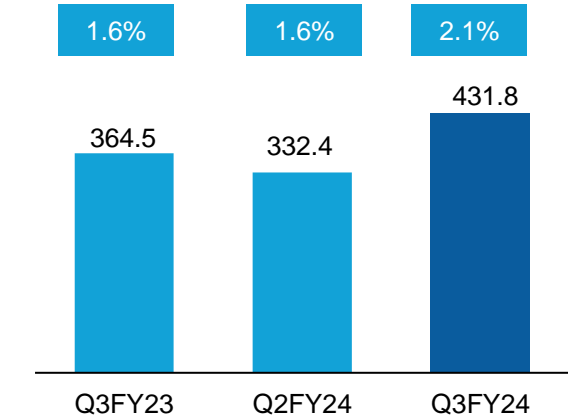
Marketing and Sales Promotion



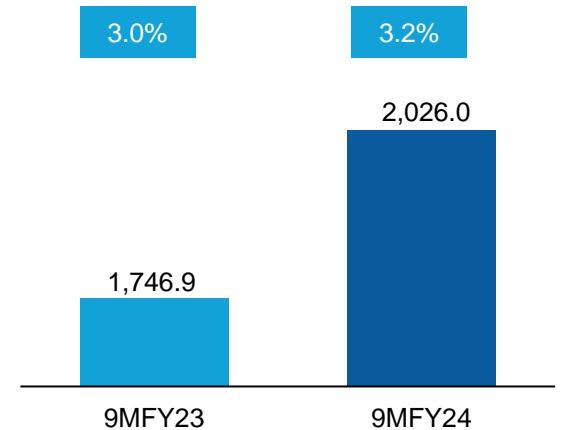
Employee Expenses



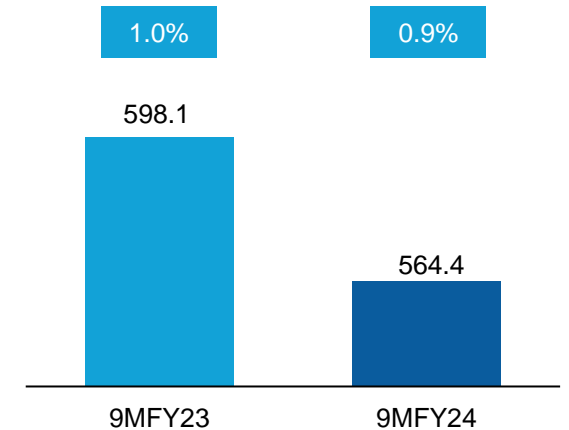
Other Expenses*



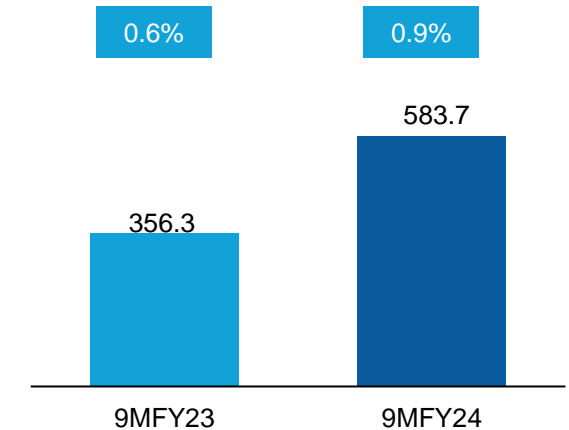
Discounts



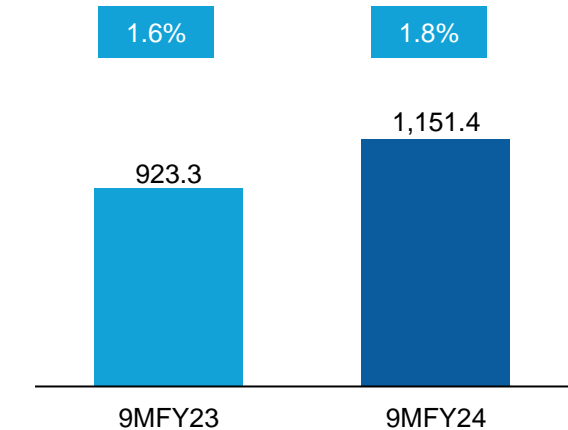
Marketing and Sales Promotion



Employee Expenses

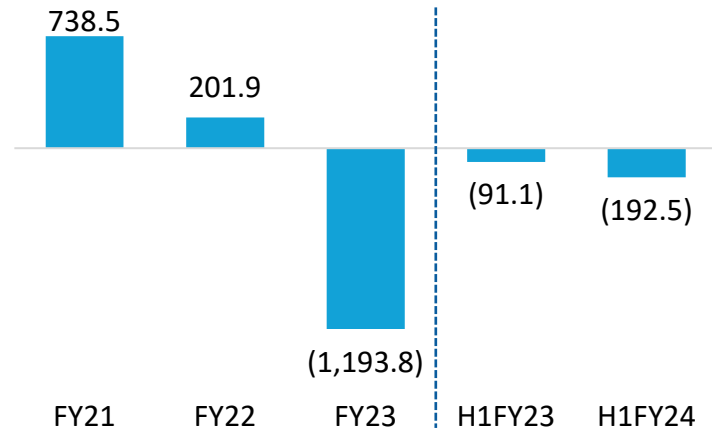


Other Expenses*

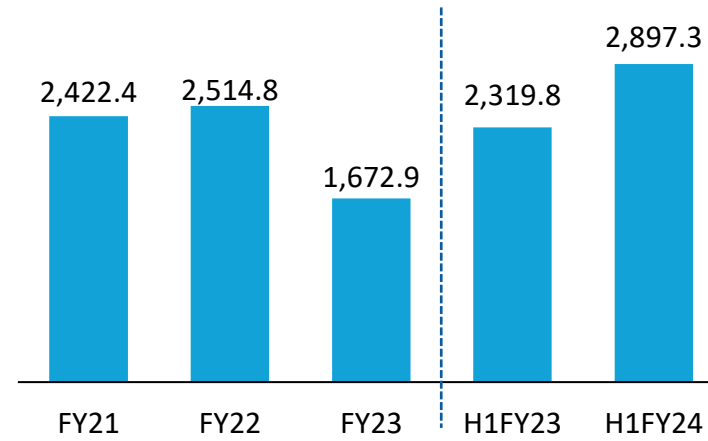


Key Return Ratios

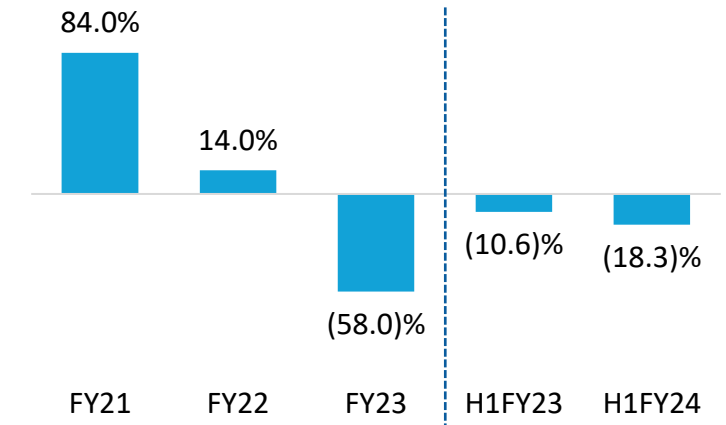
Cash Flow from Operations (INR in Mn)



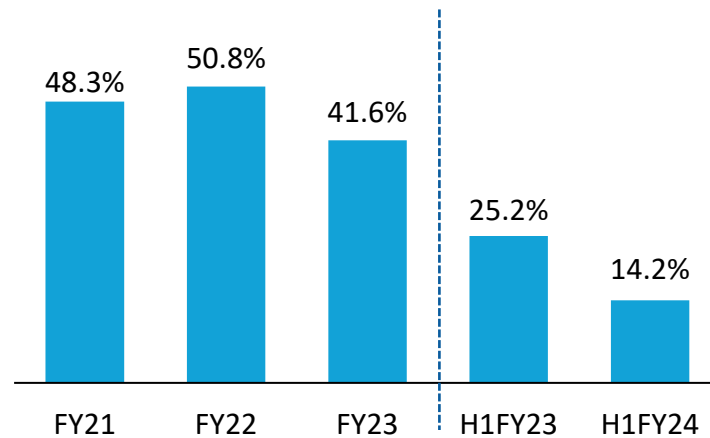
Cash & Term Deposits (INR in Mn)



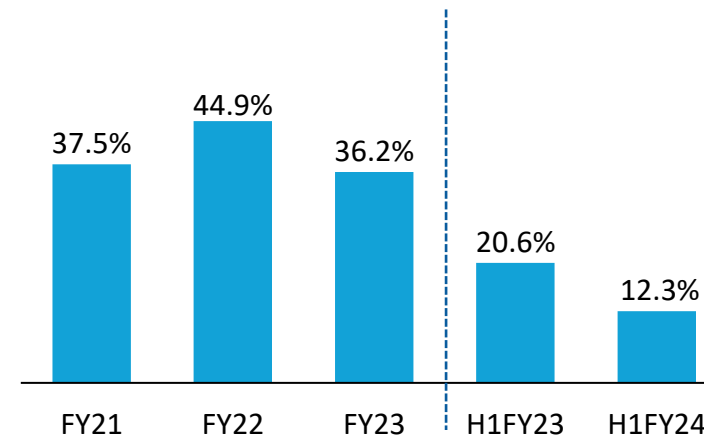
OCF to EBITDA (%)



ROCE (%)



ROE (%)



Q3 and 9M FY24 Consolidated Profit & Loss Account

Particulars (INR in Mn)	Q3FY24	Q3FY23	Y-o-Y	Q2FY24	Q-o-Q	9MFY24	9MFY23	Y-o-Y
Revenue from Operations	1,607.9	1,361.5		1,416.9		4,265.3	3,322.3	
Other Income	45.2	37.2		28.7		99.9	111.7	
Total Income	1,653.1	1,398.7	18.2%	1,445.7	14.3%	4,365.2	3,434.0	27.1%
Service Cost	164.7	101.2		107.0		345.9	101.2	
Marketing & Sales Promotion	174.9	197.1		138.5		564.4	598.1	
Employee Benefits Expense	221.7	142.9		187.0		583.7	356.3	
Other Expenses	438.1	368.2		336.7		1,166.1	932.2	
EBITDA	653.7	589.3	10.9%	676.5	(3.4)%	1,705.2	1,446.2	17.9%
EBITDA %	39.5%	42.1%		46.8%		39.1%	42.1%	
Depreciation and Amortisation Expense	37.3	6.3		10.0		56.9	19.7	
EBIT	616.4	583.0		666.5		1,648.2	1,426.5	
Finance Costs	13.8	10.3		20.0		48.3	21.4	
PBT	602.6	572.7	5.2%	646.5	(6.8)%	1,599.9	1,405.1	13.9%
Total Tax Expense	145.8	155.8		177.0		414.5	374.7	
Profit for the year	456.8	416.9	9.6%	469.6	(2.7)%	1,185.4	1,030.4	15.0%
PAT %	27.6%	29.8%		32.5%		27.2%	30.0%	
Other Comprehensive Income for the year	(5.4)	(10.7)		4.4		(6.9)	0.2	
Total Comprehensive Income for the year	451.4	406.2	11.1%	474.0	(4.8)%	1,178.5	1,030.7	14.3%
EPS (INR)	0.26	0.24		0.27		0.68	0.59	

Proven track record to deliver sustainable profits

Particulars (INR in Mn)	Q3FY24		Q3FY23		Q2FY24		9MFY24		9MFY23	
Gross Booking Revenue (GBR)	20,260.7		22,670.1		20,255.8		64,226.0		59,077.6	
Revenue/Income	Amount	% of GBR	Amount	% of GBR	Amount	% of GBR	Amount	% of GBR	Amount	% of GBR
A. Revenue from Operation (as per financials)	1,607.9	7.9%	1,361.5	6.0%	1,416.9	7.0%	4,265.3	6.6%	3,322.3	5.6%
B. Discounts to customers	444.0	2.2%	701.3	3.1%	815.9	4.0%	2,026.0	3.2%	1,746.9	3.0%
C. Less : Service cost	(164.7)	(0.8)%	(101.2)	(0.4)%	(107.0)	(0.5)%	(345.9)	(0.5)%	(101.2)	(0.2)%
Adjusted Revenue (A + B)	1,887.1	9.3%	1,961.6	8.7%	2,125.9	10.5%	5,945.5	9.3%	4,968.0	8.4%
Other Income (Finance + Non Operating)	45.2		37.2		28.7		99.9		111.7	
Adjusted Income	1,932.4	9.5%	1,998.8	8.8%	2,154.6	10.6%	6,045.4	9.4%	5,079.7	8.6%
Total Expense										
Discounts to customers	444.0	2.2%	701.3	3.1%	815.9	4.0%	2,026.0	3.2%	1,746.9	3.0%
Cost of material consumed	6.3	-	3.7	-	4.3	-	14.7	0.0%	8.9	-
Employee Expenses	221.7	1.1%	142.9	0.6%	187.0	0.9%	583.7	0.9%	356.3	0.6%
Marketing & Sales Promotion	174.9	0.9%	197.1	0.9%	138.5	0.7%	564.4	0.9%	598.1	1.0%
Payment Gateway Charges	129.5	0.6%	154.4	0.7%	126.8	0.6%	414.2	0.6%	410.9	0.7%
Other Expenses	302.3	1.5%	210.1	0.9%	205.6	1.0%	737.3	1.1%	512.5	0.9%
Finance Cost	13.8	0.1%	10.3	-	20.0	0.1%	48.3	0.1%	21.4	-
Depreciation	37.3	0.2%	6.3	-	10.0	-	56.9	0.1%	19.7	-
Total Expense	1,329.8	6.6%	1,426.1	6.3%	1,508.1	7.4%	4,445.5	6.9%	3,674.6	6.2%
PBT	602.6	3.0%	572.7	2.5%	646.5	3.2%	1,599.9	2.5%	1,405.1	2.4%
Tax	145.8		155.8		177.0	-	414.5		374.7	
Other Comprehensive Income	(5.4)		(10.7)		4.4	-	(6.9)		0.2	
PAT (including Other Comprehensive Income)	451.4	2.2%	406.2	1.8%	474.0	2.3%	1,178.5	1.8%	1,030.7	1.7%



Historical Financials

Historical Consolidated Profit & Loss Account

Particulars (INR in Mn)	Mar-19	Mar-20	Mar-21	Mar-22	Mar-23
Revenue from Operations	1,311.9	1,620.5	1,385.0	2,353.7	4,488.3
Other Income	199.2	189.6	122.6	143.9	153.7
Total Revenue	1,511.1	1,810.1	1,507.6	2,497.6	4,642.0
Employee Benefits Expense	220.2	302.0	210.4	258.4	524.4
Other Expenses	842.8	1,009.2	421.4	770.7	2205.1
EBITDA	448.1	498.9	875.8	1,468.5	1,912.5
EBITDA %	29.7%	27.6%	58.1%	58.8%	41.2%
Depreciation and Amortisation Expense	4.6	7.1	6.6	13.4	29.0
EBIT	443.4	491.8	869.2	1,455.2	1833.4
Finance Costs	31.7	33.0	35.3	19.5	34.1
PBT	411.8	458.8	833.9	1,435.7	1,849.4
Total Tax Expense	118.4	129.0	223.8	376.5	508.4
Profit for the year	293.4	329.8	610.1	1,059.2	1,341.0
PAT %	19.4%	18.2%	40.5%	42.4%	28.9%
Discontinued Operations	(53.5)	0.0	0.0	0.0	
Other Comprehensive Income for the year	(0.2)	0.4	4.0	(1.9)	(0.7)
Total Comprehensive Income for the year	239.7	330.2	614.1	1,057.3	1340.3
EPS	1.4	1.5	2.8	0.6	0.8

Note: Historical EPS does not account for Share split (from Rs 2 to Rs 1) and bonus issue (3:1) effected on 21st Nov 2022

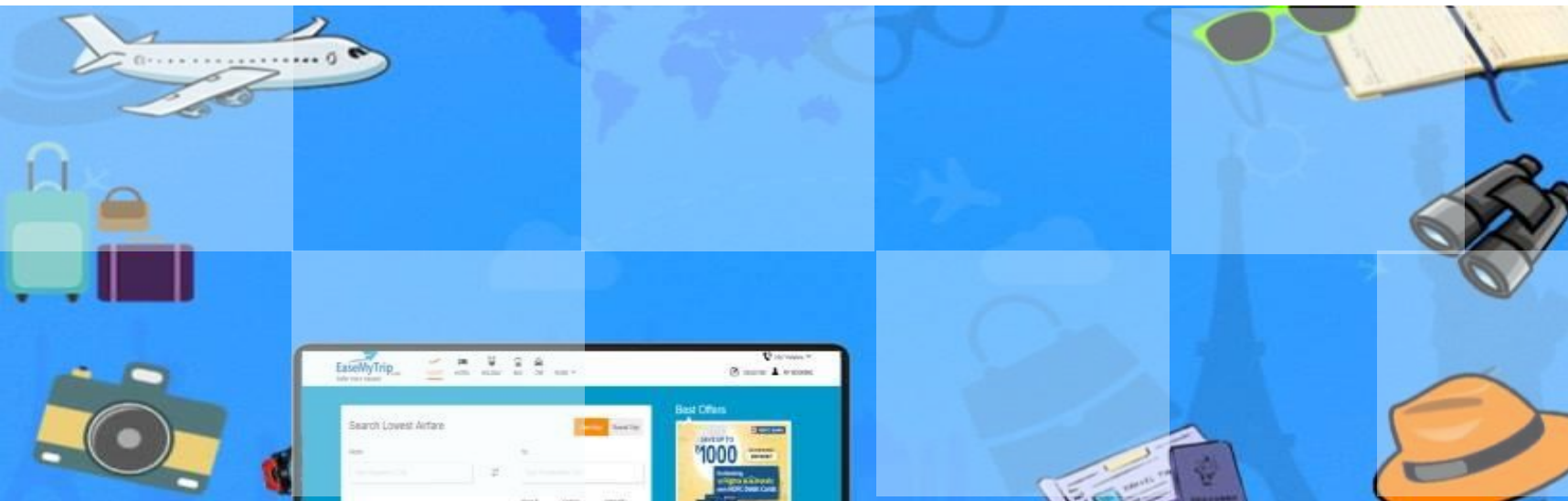
Historical Consolidated Balance Sheet

Equity & Liabilities (Mn)	FY22	FY23
Equity Share Capital	434.6	1,738.3
Other Equity	1,924.0	1,961.6
Equity attributable to equity holders of the Group	2,358.6	3,699.9
Non-controlling interests	-	3.6
Total Equity	2,358.6	3,703.5
Financial Liabilities	-	
Lease Liabilities	-	34.7
Provisions	29.9	38.1
Borrowings	-	1.1
Deferred Tax Liabilities (Net)	-	-
Total Non-Current Liabilities	29.9	73.8
Financial Liabilities		
(i) Borrowings	503.9	825.2
(ii) Trade payables	346.5	726.1
(iii) Other Financial Liabilities	1,106.5	680.0
(iv) Lease Liabilities	-	7.2
Contract Liabilities	277.1	857.4
Provisions	15.5	26.3
Other Current Liabilities	101.3	68.4
Current Tax Liabilities (Net)	91.2	0.9
Total Current Liabilities	2,442.0	3,191.5
Total Equity & Liabilities	4,830.5	6,968.9

Assets (Mn)	FY22	FY23
Property, plant and equipment	83.3	118.5
Intangible assets	155.6	131.4
Goodwill	44.5	52.5
Investment Property	23.1	23
Right of Use Assets	-	41.4
Financial Assets		
(i) Other Financial Assets	1,238.7	62.4
Deferred Tax Assets (Net)	42.6	44.7
Other Non-Current Assets	9.9	19.9
Total Non-Current Assets	1,597.6	493.9
Inventory	2.6	6.6
Financial Assets		
(i) Investments	10.3	-
(ii) Trade Receivable	528.1	1,559.2
(iii) Cash and Cash Equivalents	368.7	296.3
(iv) Other Bank Balances	958.4	186.7
(v) Loans	1.3	0.3
(vi) Other Financial Assets	163.4	1,779.9
Other Current Assets	1,200.1	2,646.0
Current tax assets (net)	-	-
Total Current Assets	3,232.9	6,475.0
Total Assets	4,830.5	6,968.9

Historical Abridged Cash Flow

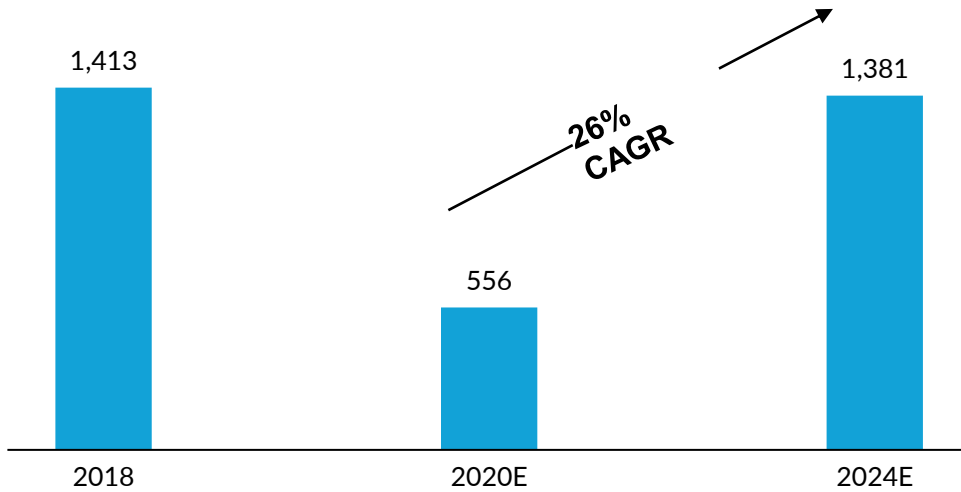
Consolidated Cash Flow Statement (INR in Mn)	FY22	FY23
Cash Flow from Operating Activities		
Profit before Tax	1,435.7	1,849.4
Adjustment for Non-Operating Items	(77.5)	(42.4)
Operating Profit before Working Capital Changes	1,358.2	1,806.9
Changes in Working Capital	(736.8)	(2,400.8)
Cash Generated from Operations	621.4	(593.9)
Less: Direct Taxes paid	(419.5)	(599.9)
Net Cash from Operating Activities	201.9	(1,193.8)
Cash Flow from Investing Activities	(563.6)	825.8
Cash Flow from Financing Activities	(311.4)	38.4
Net increase/ (decrease) in Cash & Cash equivalent	(673.1)	(329.6)
Cash & Cash Equivalents at the beginning of the period	644.9	(28.2)
Cash & Cash equivalents at the end of the period	(28.2)	(357.8)



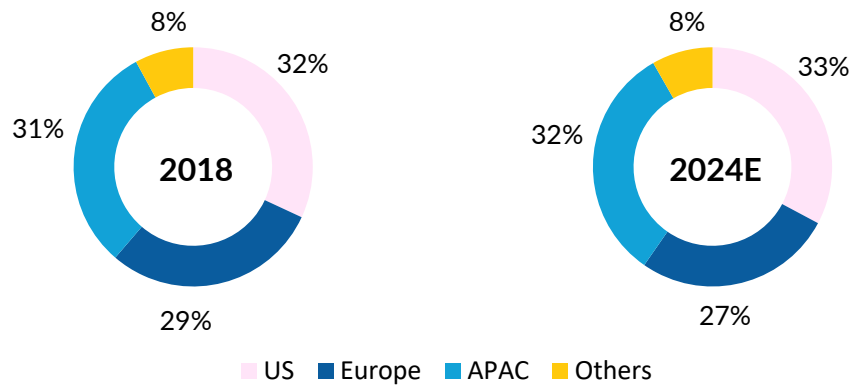
Industry Overview

Global Travel Industry : Bouncing back from the Pandemic

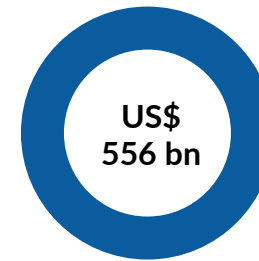
Travel and Tourism Gross Bookings (US\$ Bn)



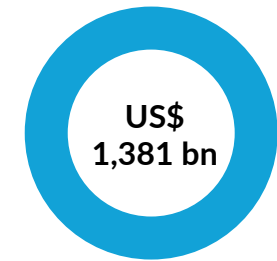
Region-wise Split of Global Market



Total Travel Market (2020E)

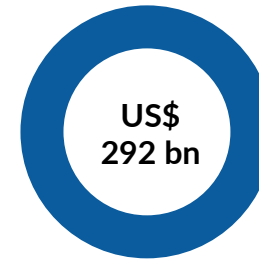


Total Travel Market (2024E)

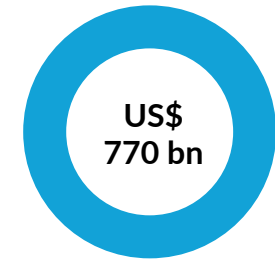


26% CAGR

Online Travel Market (2020E)



Online Travel Market (2024E)

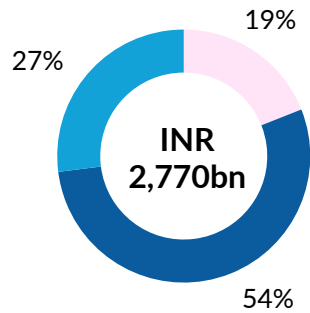


27% CAGR

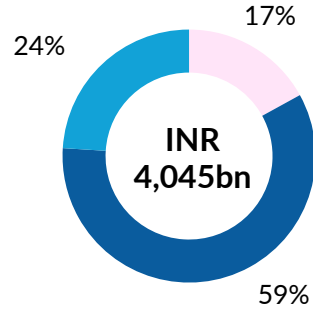
The **online share** of the Travel sector has grown from **46% in 2018** to approximately **52% in 2020**. This is expected to further grow and reach **56% by 2024**,

Indian Travel & OTA Market: Headroom to grow further

Total Travel Market (FY23E)

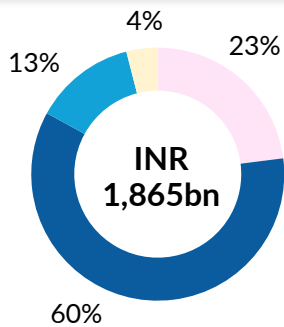


Total Travel Market (FY27E)

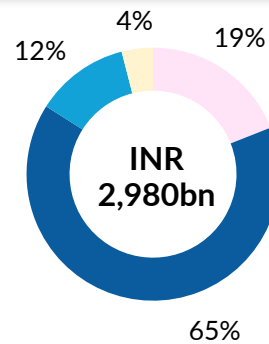


■ Rail ■ Air ■ Hotels

Online Travel Market (FY23E)



Online Travel Market (FY27E)



■ Rail ■ Air ■ Hotels ■ Bus

FY23E-27E CAGR

Online

15%



Air



Hotels

10%



Buses

12%



Rail

7%

Total 12-13%

Key Drivers

The travel industry is expected, to be broadly driven by **development of tourism infrastructure, increase in connectivity across means of transport, rising income levels** etc.

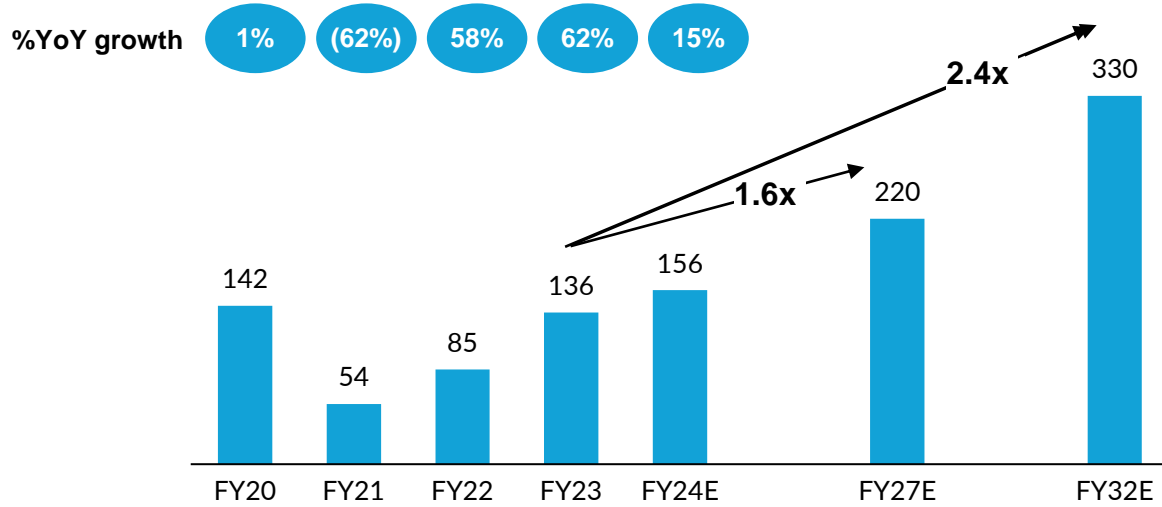
Ticketing across segments has undergone a change thanks to **higher internet penetration, greater affordability of smart phones, user friendliness of online platforms** etc.

Going forward, online air ticketing is expected to grow further as more **travelers (retail as well as corporate) migrate from offline to online platforms**

In the hotel industry, **customers from tier-II and tier-III cities** are expected to also start booking rooms online on account of the convenience offered by online services

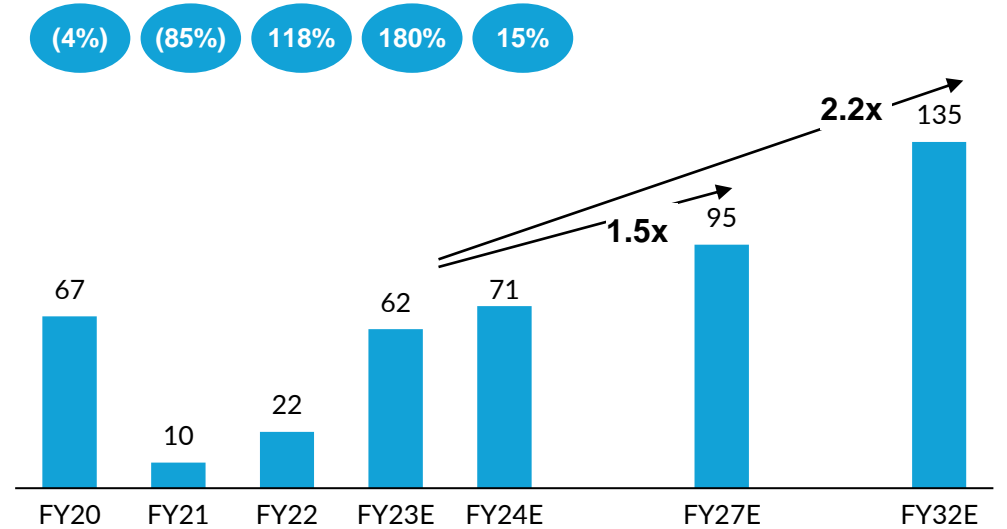
Strong tail winds for Indian Aviation industry

Indian domestic passenger traffic volumes (Number mn)



- Increasing air travel penetration, pent-up demand and improved per-capita income post pandemic revival.
- Furthermore, the UDAN scheme is connecting unserved and underserved airports
- Increasing no. of operational airports across India

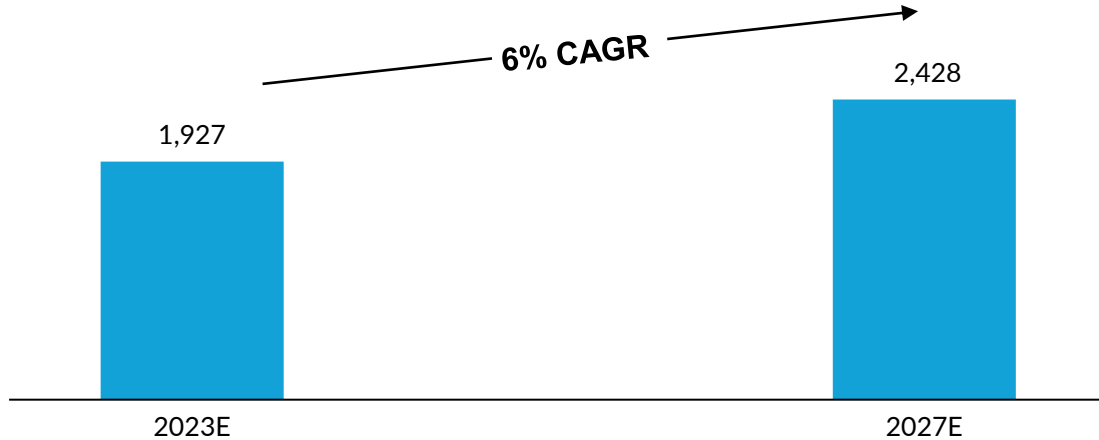
International passenger traffic volumes (Number mn)



- Increasing international operations by Indian LCCs¹ and under-penetration of international trips per capita for India compared to other developing countries
- Furthermore, increasing FTAs¹ due to tourism, VFR¹ and business opportunities in India, by 2032, air passenger numbers are expected to grow at ~2.2x

Indian Hospitality Industry

Hospitality Industry in India (INR bn)



- FTAs are expected to reach 30.5 mn tourists by 2028E, from 6.2 in mn tourists in 2022P. The increasing number of FTAs also increases the foreign exchange earnings in the country. FEE in 2022 doubled to US\$ 16.93 bn from US\$ 8.8 bn in 2021
- Indian Hotel companies are witnessing strong recovery in demand, to cater to which **166 new hotels with 14,885 rooms were signed in 2022, while 90 hotels with 5,702 rooms were rebranded**

Key Performance Indicators of India Hospitality Industry (INR bn)

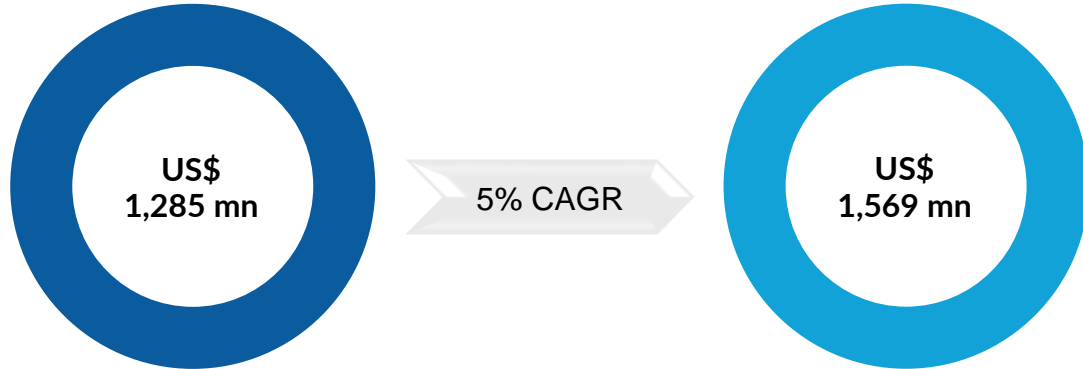
Key Performance Indicators	2022	YoY (2021 to 2022)	2025F
Occupancy Rate (%)	59-61%	15-17pp	70%
Average Room Rate (ARR) (INR)	6,00 - 6,200	37-39%	7,983
Revenue Per Available Room (RevPAR) (INR)	3,500 – 3,700	89-91%	5,588

- The Govt. is **promoting inflow of Foreign Direct Investments** in the tourism and hospitality industries, which is visible from the FDI equity inflow of **US\$ 16.6 bn** during April 200 – Sep 2022, which is 3% of the total FDI investments
- India is hosting Key global events in 2023 – **G20 Summit and the ICC Men’s World Cup**, which will increase inflow of tourists in India and hence, increase the demand for hotels

UAE Tourism Industry

Revenue in Travel & Tourism (FY23E)

Revenue in Travel & Tourism (FY27E)



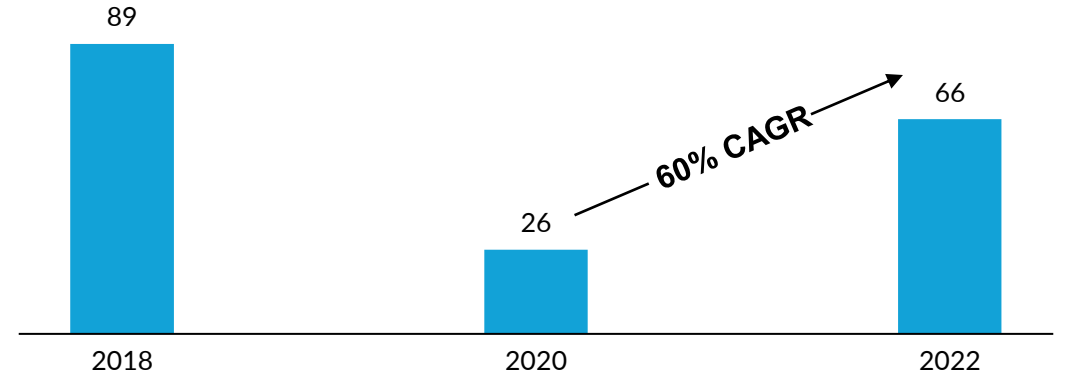
In 2022, Tourism sector contributed 9% to UAEs GDP, which is expected to increase to 15% by 2031

The largest segment is the Package Holidays segment, contributing 39% to the overall market in 2023E

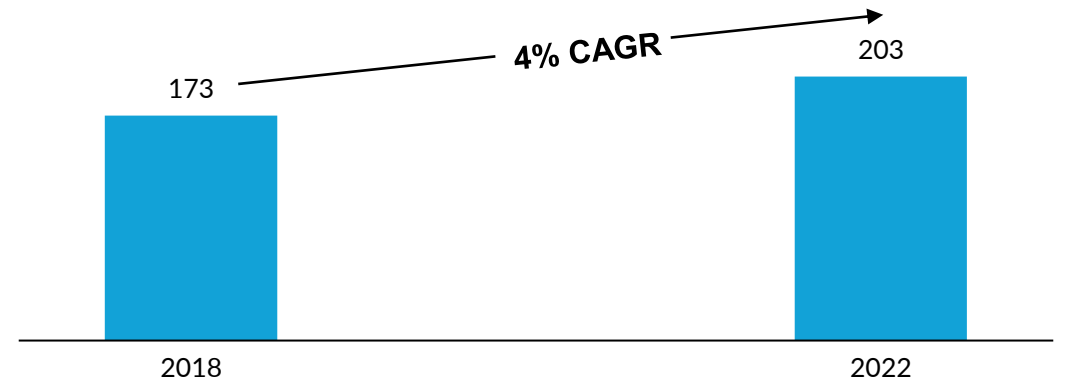
Online sales is expected to contribute 76% of the Revenue in the industry by 2027E

Dubai, the biggest travel market in UAE, is set to become one of the world's top tourism destinations. Dubai International Airport has been the world's no. 1 airport for international passengers for 9 years and with increased govt. investments towards developing tourism infrastructure and mega projects, the industry is set to prosper

Dubai's Passenger Traffic volumes (Number mn)

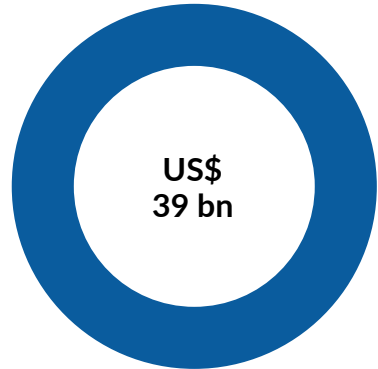


Total Hotel Rooms in UAE (Number thousand)



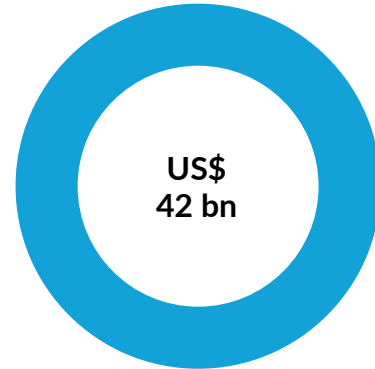
United Kingdom Tourism Industry

Revenue in Travel & Tourism (FY23E)



2% CAGR

Revenue in Travel & Tourism (FY27E)



United Kingdom is **one of the largest travel markets in Europe** and has embraced online channels for travel bookings. The **online travel market** is expected to grow at a **CAGR of ~5%** from FY2023E-27E

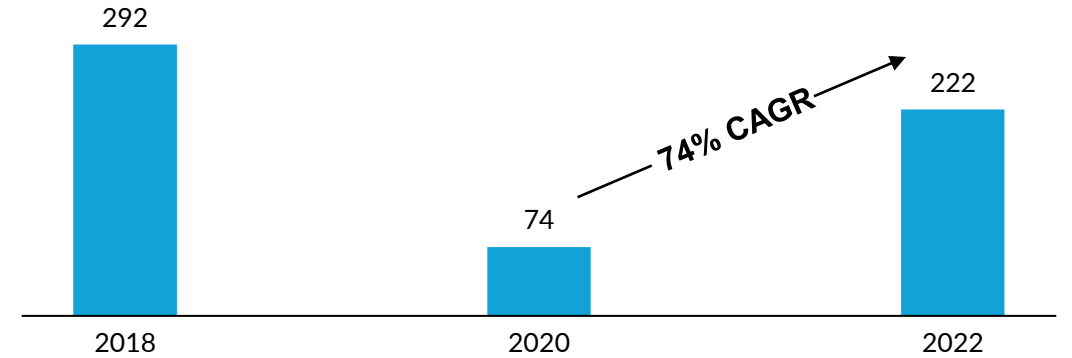
The **largest segment** is the Hotels segment, **contributing 54%** to the overall market in 2023E

Online sales is expected to contribute **80% of the Revenue** in the industry by 2027E

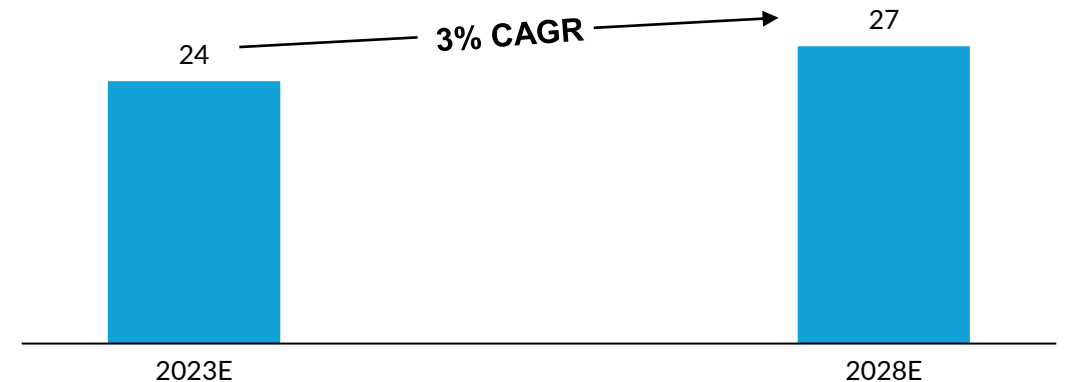
In 2021, there were **~10,000 hotels** in the UK with an **Average Monthly Occupancy Rate of 81%**

In the hotels market, the total number of users is expected to **be 35.5 mn users by 2027**

UK Terminal Passenger Traffic volumes (Number mn)



Hospitality Industry in UK (US\$ bn)



This presentation and the accompanying slides (the “Presentation”), which have been prepared by Easy Trip Planners Limited (the “Company”) popularly known as “Ease My Trip”, have been prepared solely for information purposes and do not constitute any offer, recommendation or invitation to purchase or subscribe for any securities, and shall not form the basis or be relied on in connection with any contract or binding commitment whatsoever. No offering of securities of the Company will be made except by means of a statutory offering document containing detailed information about the Company.

This Presentation has been prepared by the Company based on information and data which the Company considers reliable, but the Company makes no representation or warranty, express or implied, whatsoever, and no reliance shall be placed on the truth, accuracy, completeness, fairness and reasonableness of the contents of this Presentation. This Presentation may not be all inclusive and may not contain all of the information that you may consider material. Any liability in respect of the contents of, or any omission from, this Presentation is expressly excluded.

Certain matters discussed in this Presentation may contain statements regarding the Company’s market opportunity and business prospects that are individually and collectively forward-looking statements. Such forward-looking statements are not guarantees of future performance and are subject to known and unknown risks, uncertainties and assumptions that are difficult to predict. These risks and uncertainties include, but are not limited to, the performance of the Indian economy and of the economies of various international markets, the performance of the industry in India and world-wide, competition, the Company’s ability to successfully implement its strategy, the Company's future levels of growth and expansion, technological implementation, changes and advancements, changes in revenue, income or cashflows, the Company's market preferences and its exposure to market risks, as well as other risks. The Company's actual results, levels of activity, performance or achievements could differ materially and adversely from results expressed in or implied by this Presentation. The Company assumes no obligation to update any forward-looking information contained in this Presentation. Any forward-looking statements and projections made by third parties included in this Presentation are not adopted by the Company and the Company is not responsible for such third-party statements and projections.

All Maps used in the Presentation are not to scale. All data, information and maps are provided "as is" without warranty or any representation of accuracy, timeliness or completeness.

Thank You



Easy Trip Planners Limited

CIN: L63090DL2008PLC179041

Vikash Goyal

vikash.goyal@easemytrip.com

+91 98990 79735

Rohit Valecha / Anvita Raghuram

easemytrip@churchgatepartners.com

+91 226 169 5988

