



Date: June 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

Dear Sir/ Madam,

SUB: INVESTOR PRESENTATION

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

Kindly take the same on your 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

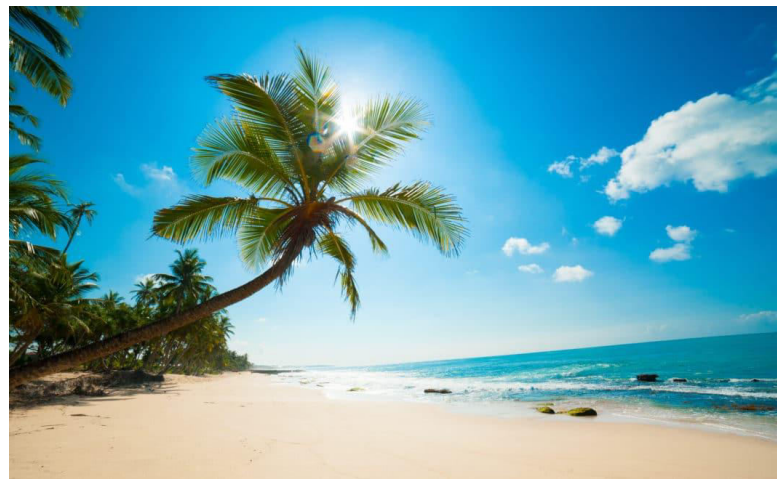
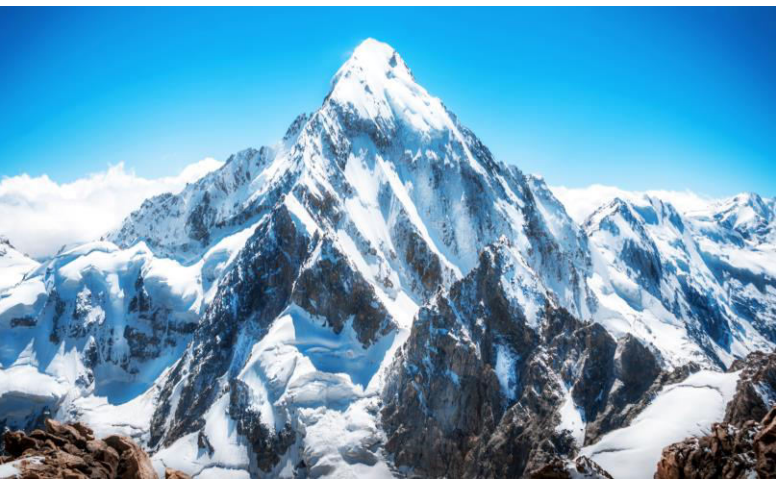
Phone : +91 - 11 - 43030303, 43131313 E-mail : support@easemytrip.com Web : www.EaseMyTrip.com | CIN No. L63090DL2008PLC17904



IRCTC




EaseMyTrip.com



Q4 & FY21 Highlights

June 2021

This presentation and the accompanying slides (the “Presentation”), which have been prepared by Easy Trip Planners Limited (the “Company”) popularly know 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.

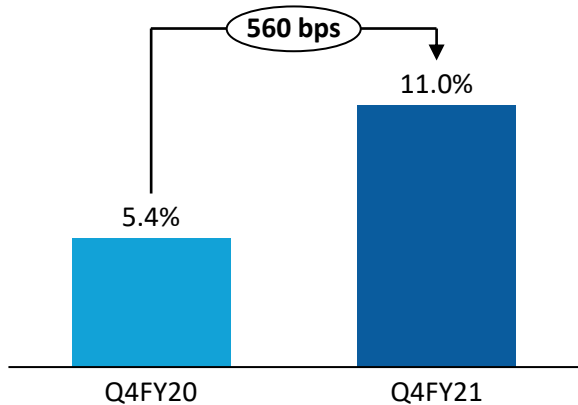
Delivered PAT growth of 86%, despite Pandemic Year...

Particulars (Rs. in Mn)	Q4FY21		Q4FY20		FY21		FY20	
Gross Booking Revenue (GBR)	9,076.4		10,249.3		21,284.0		42,047.3	
Revenue/Income	Amount	% of GBR	Amount	% of GBR	Amount	% of GBR	Amount	% of GBR
A. Revenue from Operation (as per financials)	574.4	6.3%	315.5	3.1%	1,067.1	5.0%	1,413.6	3.4%
B. Discounts to customers	337.0	3.7%	195.8	1.9%	595.7	2.8%	1,240.9	3.0%
C. Other Income (claims written back)	90.3	1.0%	38.4	0.4%	317.9	1.5%	206.9	0.5%
Adjusted Revenue (A + B + C)	1,001.7	11.0%	549.7	5.4%	1,980.7	9.3%	2,861.3	6.8%
Other Income (Finance + Non Operating)	28.2	0.3%	49.8	0.5%	122.5	0.6%	189.7	0.5%
Adjusted Income	1,029.9	11.3%	599.5	5.8%	2,103.3	9.9%	3,051.0	7.3%
Total Expense								
Discounts to customers	337.0	3.7%	195.9	1.9%	595.7	2.8%	1,240.9	3.0%
Marketing & Sales Promotion	55.9	0.6%	56.0	0.5%	147.8	0.7%	269.9	0.6%
Employee Expense	64.3	0.7%	73.3	0.7%	211.9	1.0%	302.0	0.7%
Payment Gateway Charges	64.2	0.7%	85.4	0.8%	147.7	0.7%	349.3	0.8%
Other Expenses	66.3	0.7%	126.0	1.2%	124.3	0.6%	390.0	0.9%
Finance Cost	19.3	0.2%	8.0	0.1%	35.3	0.2%	33.0	0.1%
Depreciation	1.7	0.0%	1.8	0.0%	6.6	0.0%	7.1	0.0%
Total Expense	608.7	6.7%	546.4	5.3%	1,269.4	6.0%	2,592.1	6.2%
PBT	421.2	4.6%	53.1	0.5%	833.9	3.9%	458.8	1.1%
Tax	116.5	1.3%	19.3	0.2%	223.8	1.1%	129.0	0.3%
Other Comprehensive Income	0.6	0.0%	2.0	0.0%	4.0	0.0%	0.4	0.0%
PAT	305.3	3.4%	35.8	0.3%	614.1	2.9%	330.2	0.8%

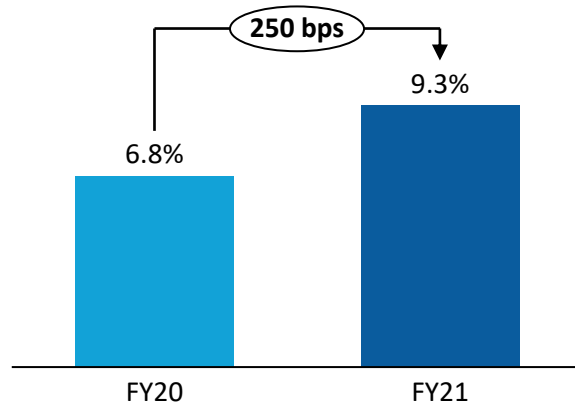
PAT growth of 86%

...due to better commissions & margins...

% of GBR for Adjusted Revenue Q4FY21

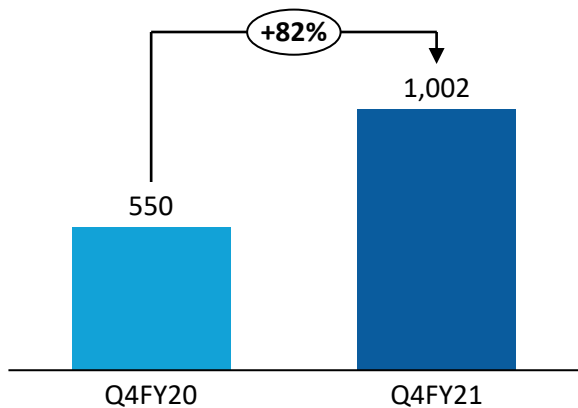


% of GBR for Adjusted Revenue FY21



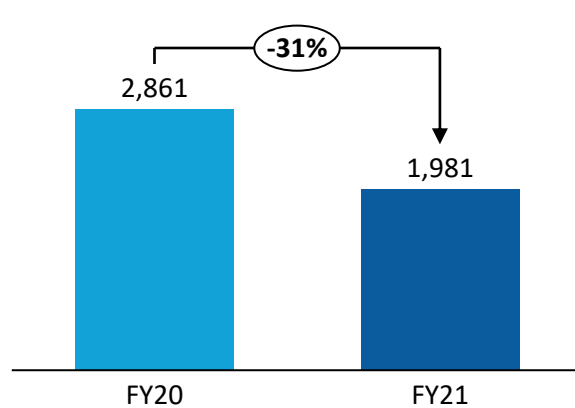
Adjusted Revenue Q4FY21

Rs. in Millions



Adjusted Revenue FY21

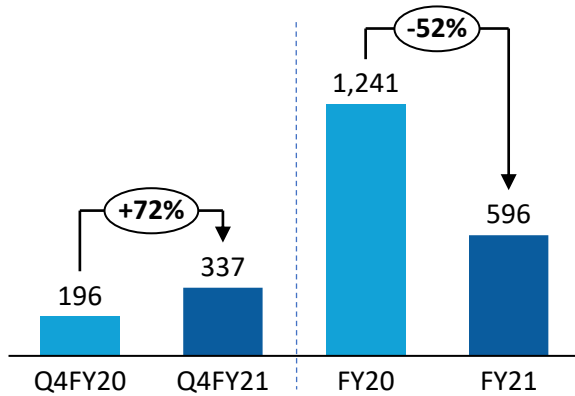
Rs. in Millions



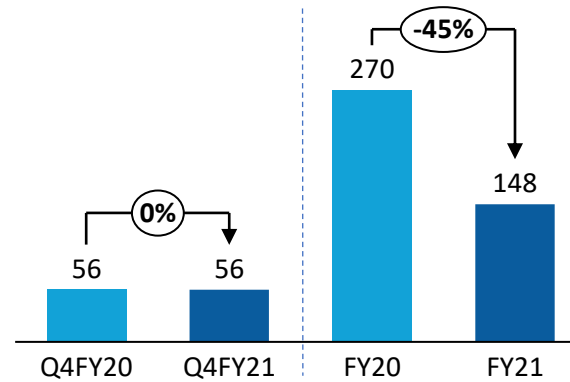
- ✓ Adjusted revenue as a % of Gross Booking Revenue (GBR) increased from 5.4% in Q4FY20 to 11% in Q4FY21
- ✓ Our adjusted revenue stood at Rs. 1,002 Mn for Q4FY21 as compared to Rs. 550 Mn in Q4FY20, a growth of 82%
- ✓ We were able to increase our adjusted revenue as a % of GBR for FY21 to 9.3% as compared to 6.8% in FY20
- ✓ On time & advance payments to Airlines led to better income from Airlines for the year; hence supporting our revenue & profitability growth during the current pandemic year as well

...and attaining even better Operational Efficiencies

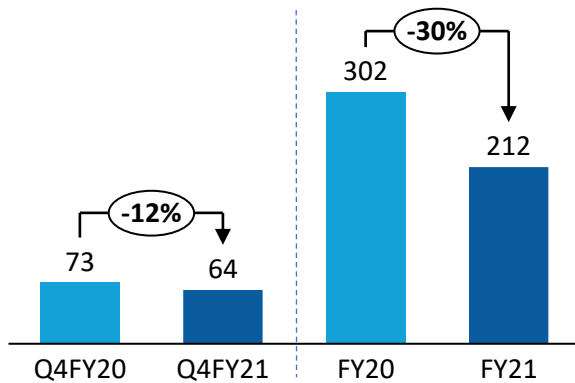
Discounts



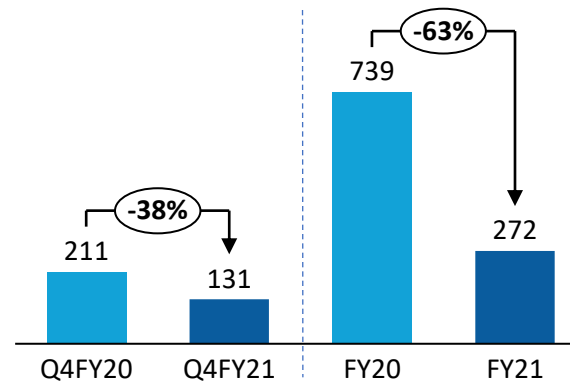
Marketing & Sales Promotion



Employee Expenses



Other Expenses

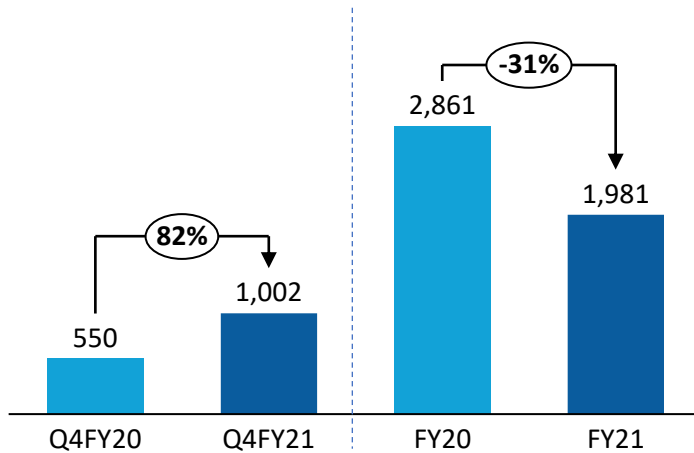


- ✓ During the pandemic year, we analyzed the situation on ground and reduced the discounts leading to significant cost savings. Our discounts for FY21 reduced by 52%
- ✓ Our marketing cost reduced by 45% and were merely Rs. 148 Mn for FY21 as compared to Rs. 270 Mn in FY20
- ✓ Employee expenses were down by 30% for FY21 as compared to FY20
- ✓ Increase in operational efficiencies & cost rationalization programs led to a significant saving of Rs. 467 Mn in FY21. Other expenses were down by 63% as compared to FY20
- ✓ Working on lean cost of operations and increase in efficiencies led to increase in profitability

Q4 & FY21 Financial Highlights

Rs. in Millions

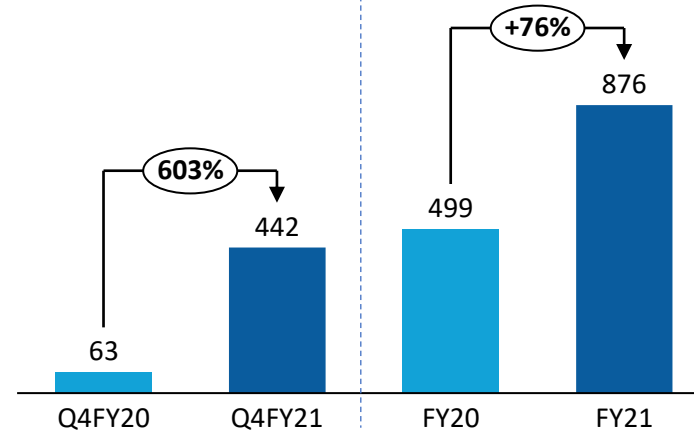
Adjusted Revenue



Revenue

- ✓ We have seen recovery in the travel sector in Q4FY21 and witnessed increase in income by **82%** as compared to Q4FY20
- ✓ Our revenues for FY21 were down by 31% on account of travel restrictions in the first half of the year due to lockdown on account of Covid-19 pandemic
- ✓ Total income was higher in FY21 on account of better commissions for Airlines in FY21

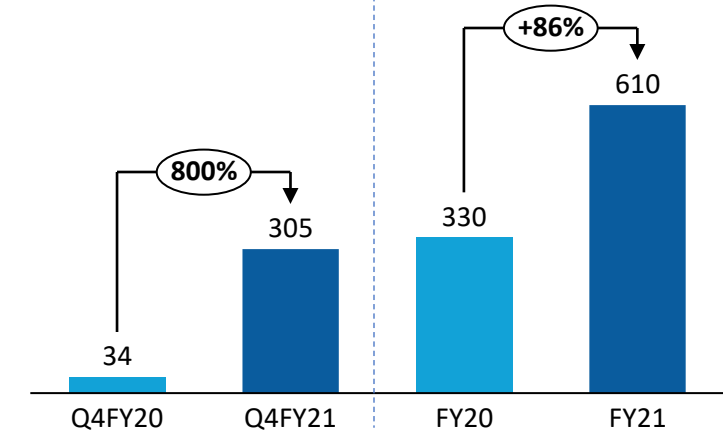
EBITDA



EBITDA

- ✓ EBITDA for the quarter stood at Rs. 442 Mn as compared to Rs. 63 Mn in Q4FY20, a **growth of 603%**
- ✓ EBITDA for FY21 **grew by 76%** to Rs. 876 Mn as compared to Rs. 499 Mn for FY20
- ✓ Increase in efficiencies and cost rationalization programs led to increase in EBITDA despite lower income for the year

PAT



PAT

- ✓ PAT for Q4FY21 stood at Rs. 305 Mn as compared to Rs. 34 Mn in Q4FY20
- ✓ FY21 PAT stood at Rs. 610 Mn as compared to Rs. 330 Mn in FY20, a **growth of 86%**

Q4 & FY21 Consolidated Profit & Loss Account

Profit & Loss Statement (Mn)	Q4FY21	Q4FY20	Y-o-Y	FY21	FY20	Y-o-Y
Revenue from Operations	574.4	315.5		1,067.1	1,413.6	
Other Income	118.5	88.2		440.5	396.5	
Total Revenue	692.9	403.7	72%	1,507.6	1,810.1	-17%
Employee Benefits Expense	64.3	73.3		211.9	302.0	
Other Expenses	186.4	267.5		419.8	1,009.2	
EBITDA	442.2	63.0	603%	875.8	498.9	76%
EBITDA %	63.8%	15.6%		58.1%	27.6%	
Depreciation and Amortisation Expense	1.7	1.8		6.6	7.1	
EBIT	440.5	61.1		869.2	491.8	
Finance Costs	19.3	8.0		35.3	33.0	
PBT	421.1	53.2	692%	833.9	458.8	82%
Total Tax Expense	116.5	19.3		223.8	129.0	
Profit for the year	304.7	33.9	800%	610.1	329.8	86%
PAT %	44.0%	8.4%		40.5%	18.2%	
Other Comprehensive Income for the year	0.6	2.0		4.0	0.4	
Total Comprehensive Income for the year	305.3	35.9	752%	614.1	330.2	86%
EPS	2.80	0.31		5.62	3.04	

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

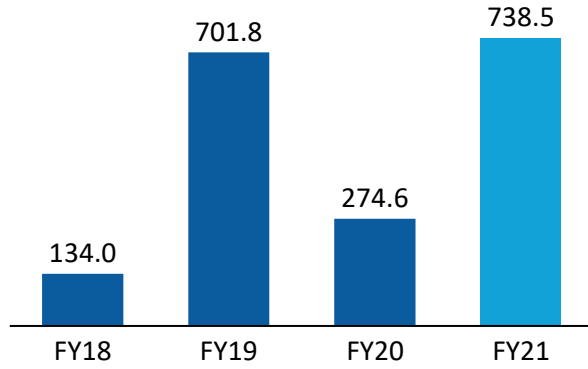
Assets (Mn)	FY21	FY20
Property, plant and equipment	75.6	77.6
Intangible assets	1.5	1.3
Goodwill	16.0	16.0
Investment Property	23.1	23.2
Intangible assets under development	3.3	3.3
Financial Assets		
(i) Loans	0.5	65.3
(iii) Other Financial Assets	138.2	150.2
Deferred Tax Assets (Net)	32.9	30.6
Other 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

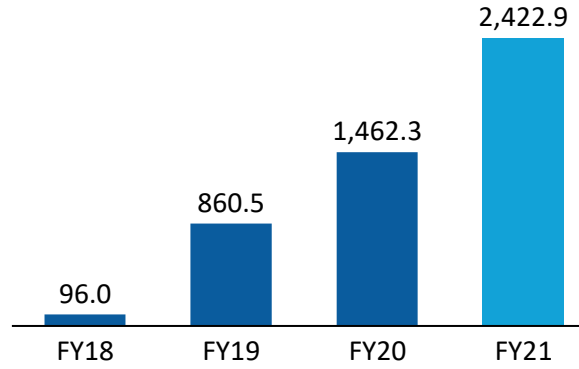
Consolidated Cash Flow Statement (Mn)	FY21	FY20
Cash Flow from Operating Activities		
Profit before Tax	833.9	458.8
Adjustment for Non-Operating Items	-358.1	-233.6
Operating Profit before Working Capital Changes	475.8	225.3
Changes in Working Capital	504.5	106.8
Cash Generated from Operations	980.3	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

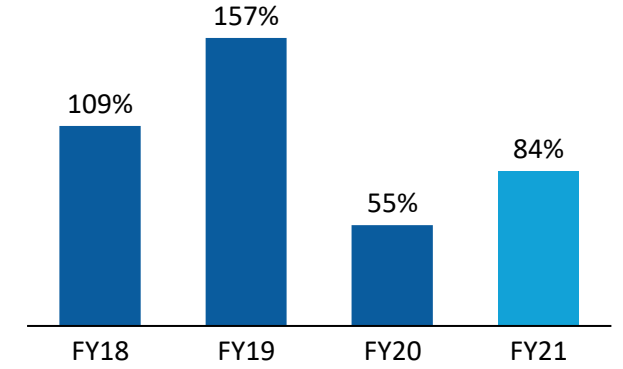
Cash Flow from Operations (Mn)



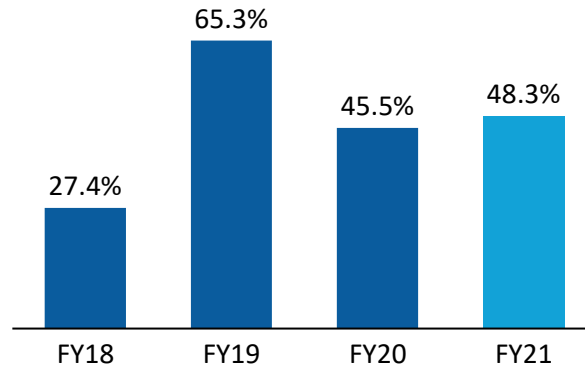
Cash & Term Deposits (Mn)



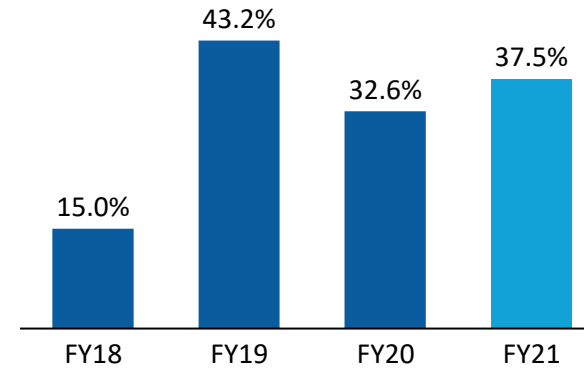
OCF to EBITDA (%)



ROCE (%)

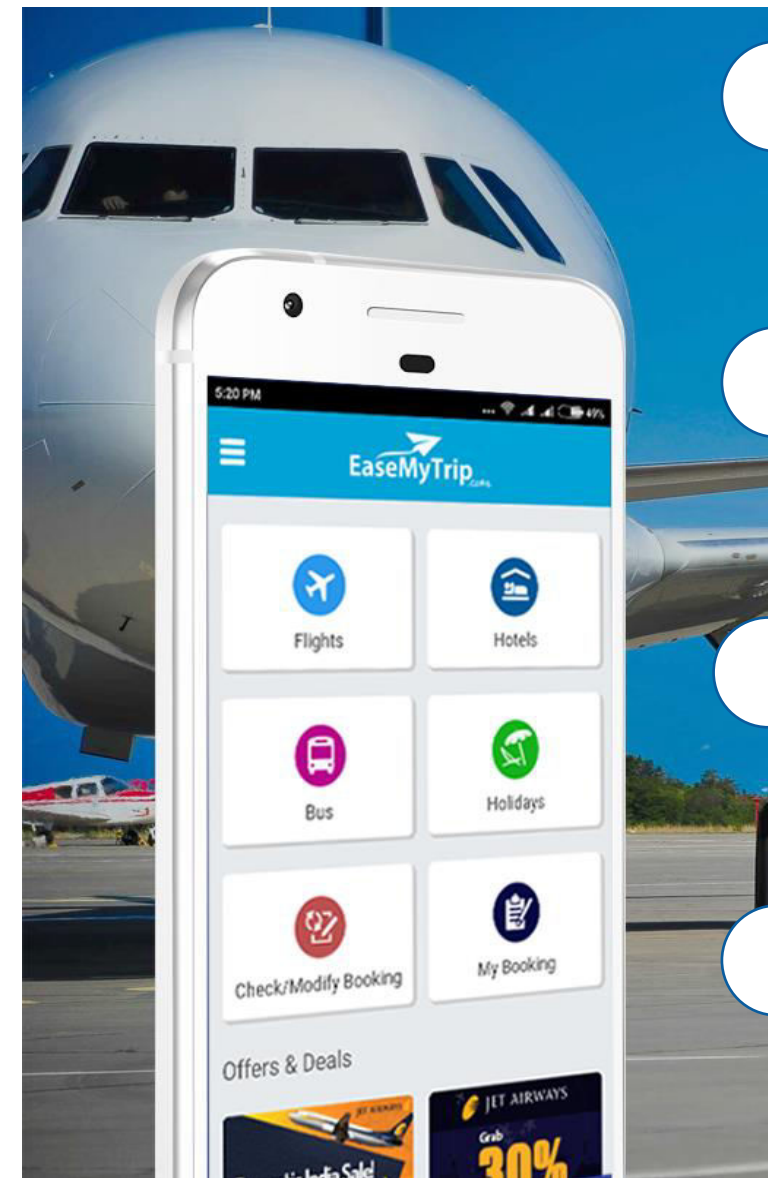


ROE (%)





Company Overview



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

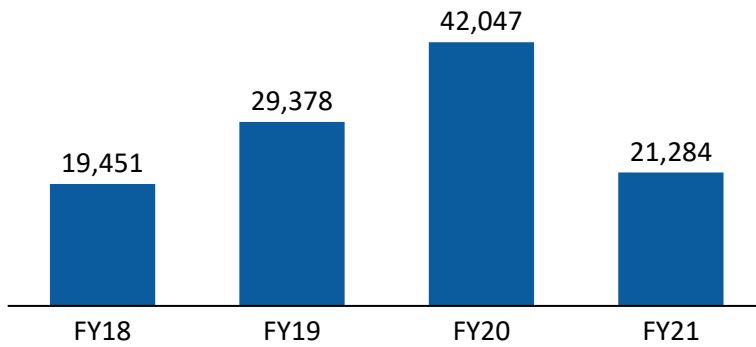
No external equity infusion since inception. Managed growth through internal accruals & sustained profitability

Brand Equity

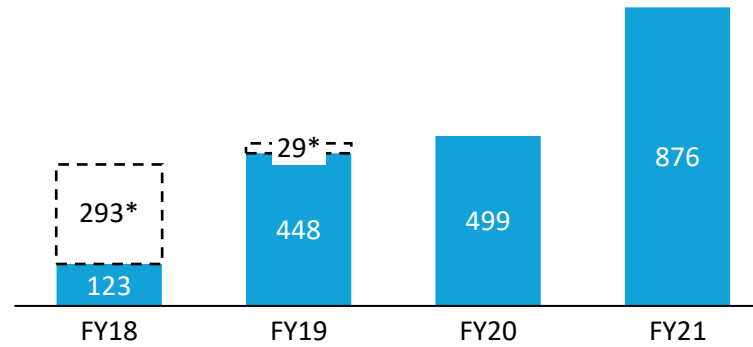
Well recognized brand with lean cost of operations to support profitability and growth

Fastest Growing & Only Profitable OTA in India...

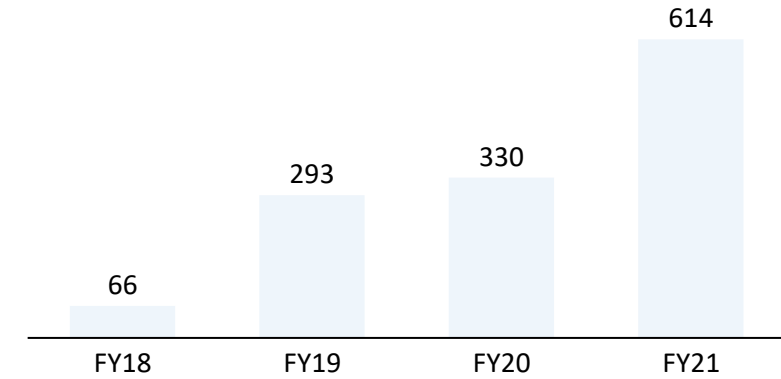
Gross Booking Revenue (Mn)



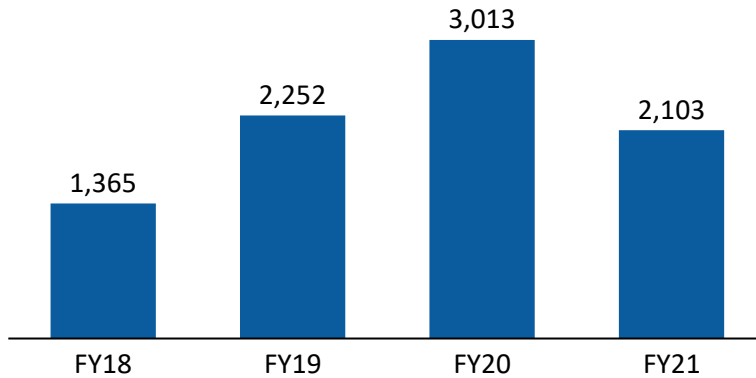
EBITDA (Mn)



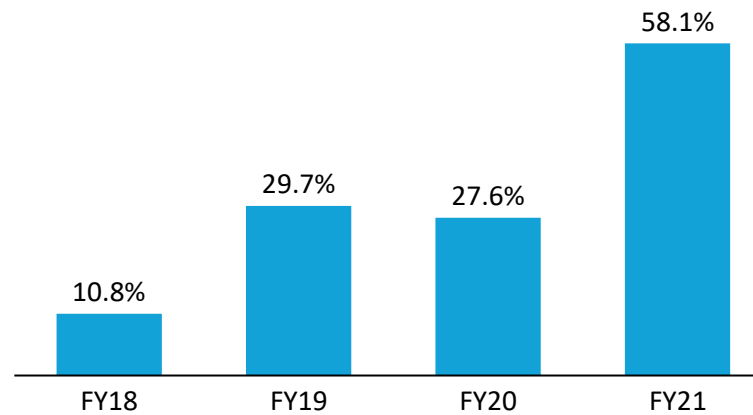
PAT (Mn)



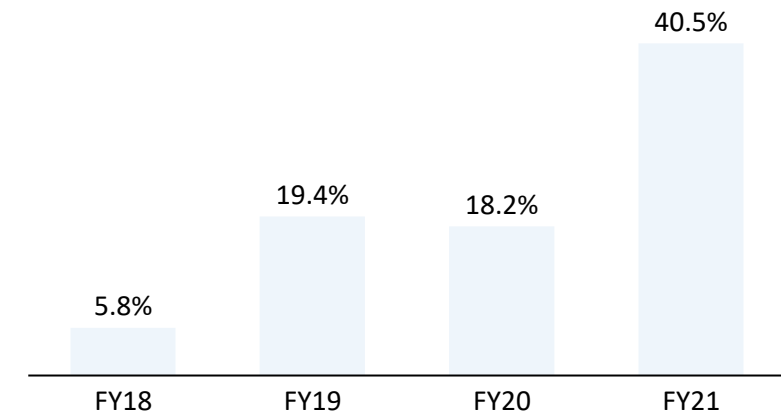
Adjusted Total Income# (Mn)



EBITDA Margin (%)



PAT Margin (%)

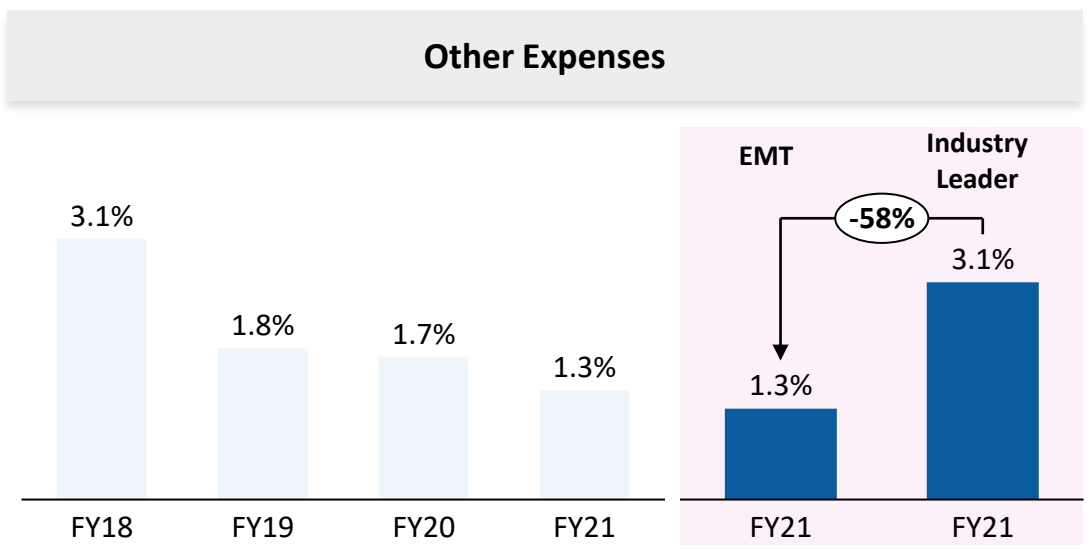
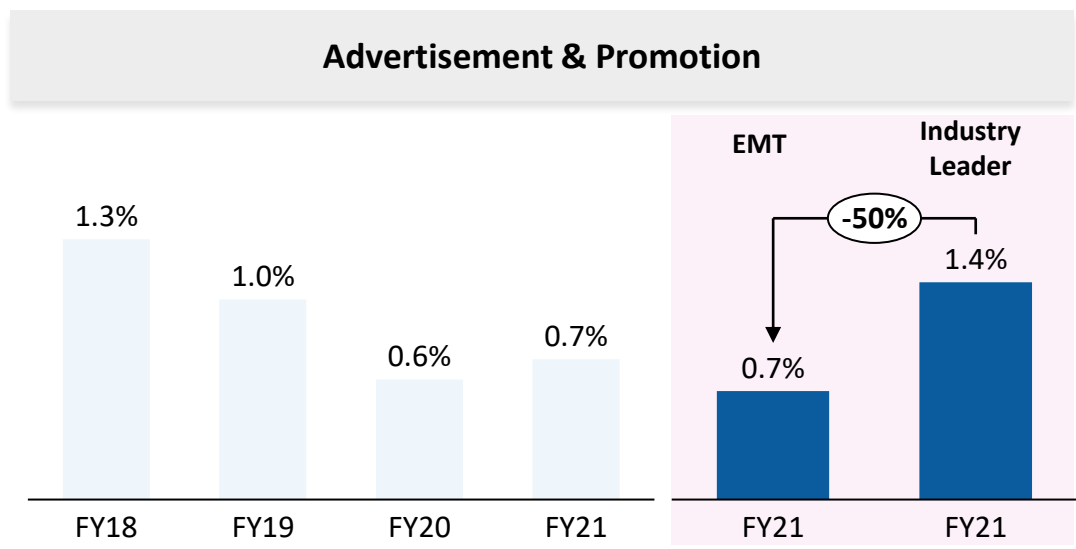
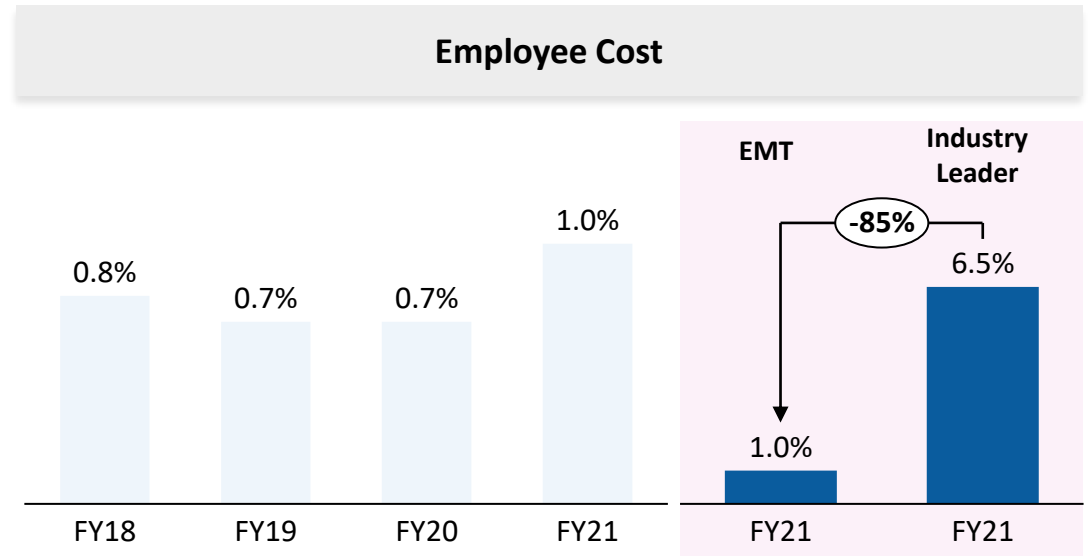
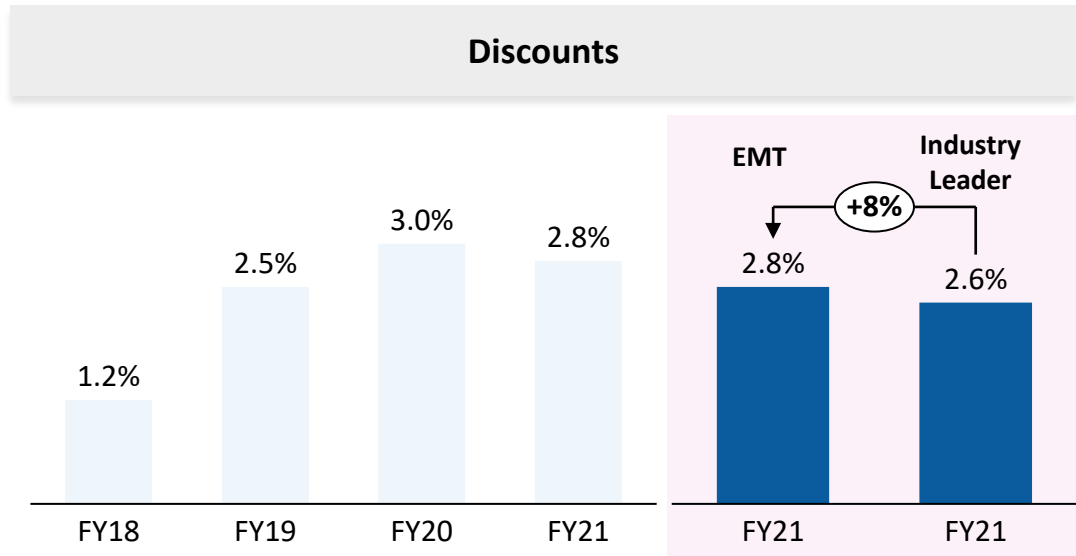


*In Fiscal 2018 and Fiscal 2019, advance written off amounted to ₹ 293.11 million and ₹ 29.50 million, respectively

#Including Discounts offered to customers & excluding service cost

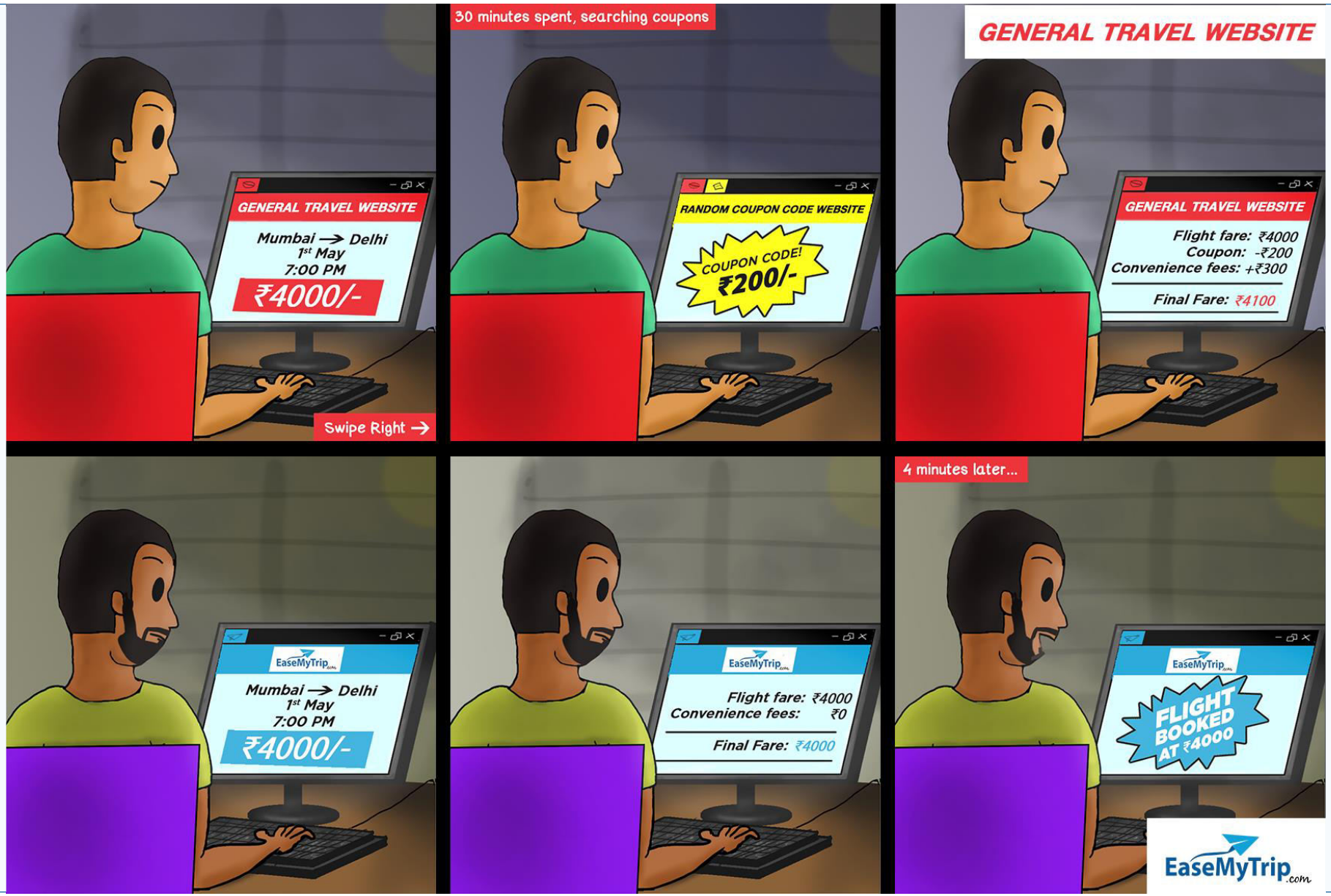
...due to our Lean Cost Model...

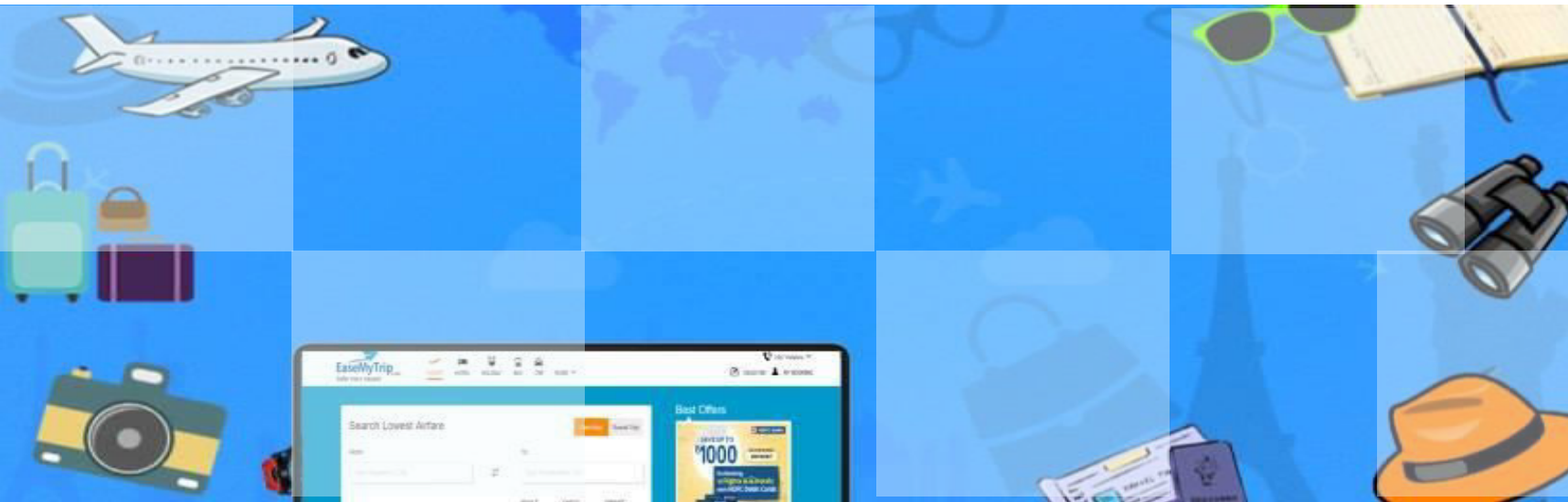
% of Gross Booking Revenue



*Data as per publicly available documents

...and No Convenience Fees Strategy

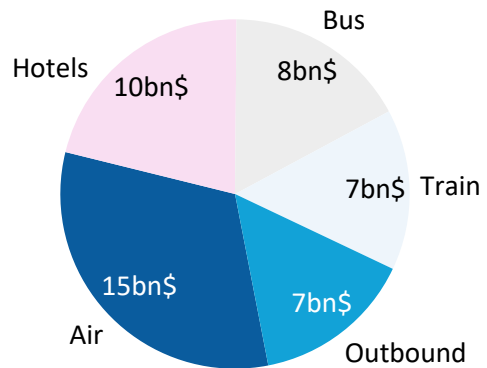




Industry Overview

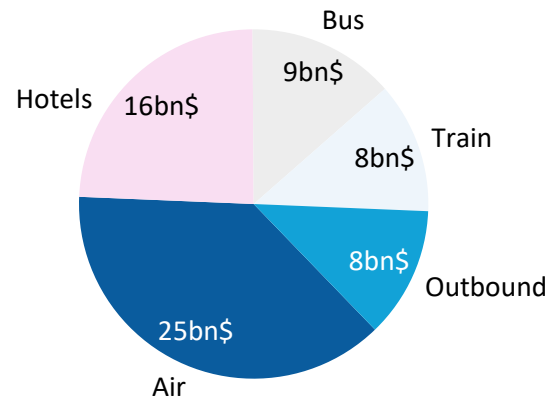
Indian Travel & OTA Market

Total Travel Market (FY20)



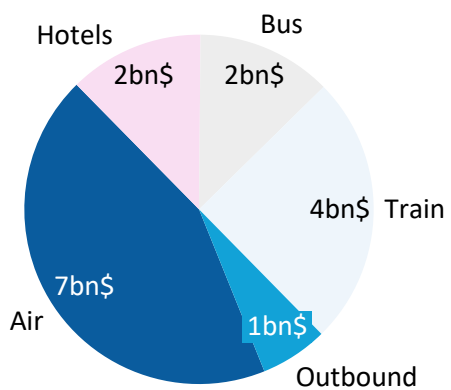
US\$ 46 bn

Total Travel Market (FY25E)



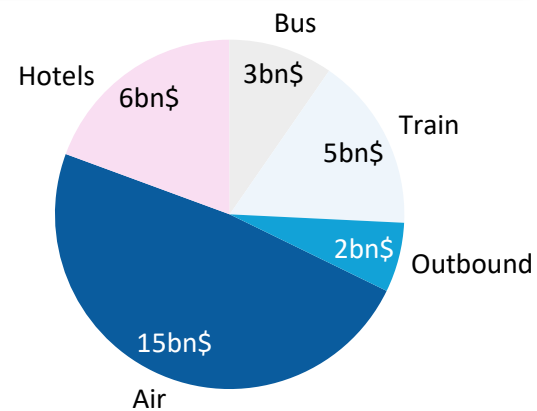
US\$ 66 bn

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%
	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

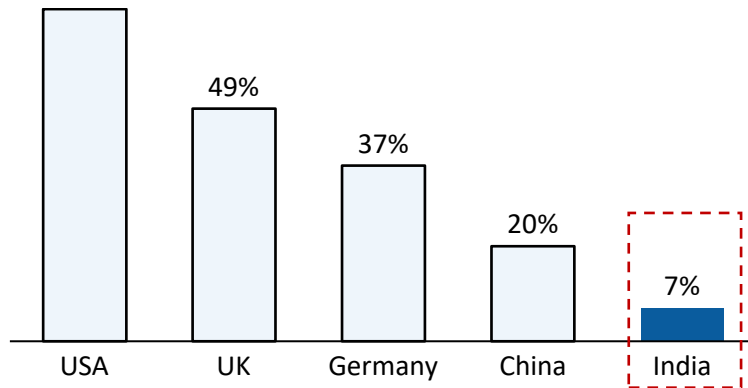
Increased adoption of internet platforms in under-penetrated segments such as hotels, international travel and bus (online volume penetration <20% in each of these segments)

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.

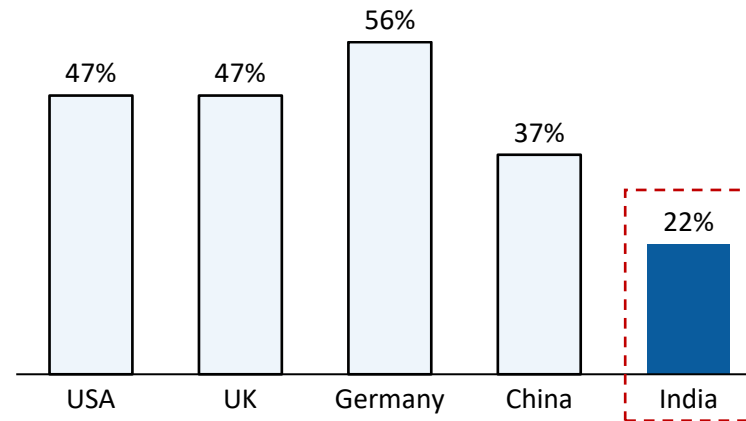
Indian Hotel Industry

Least penetration of Chain Affiliated Hotels



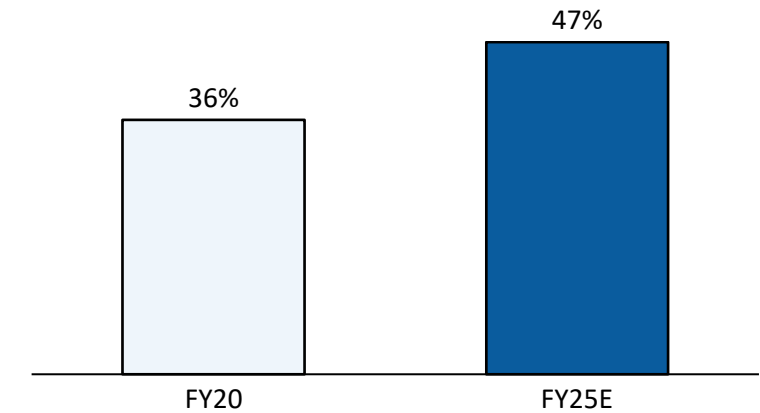
<10% of total room inventory in India (as of 2019) is affiliated with chains, vs 20%/70% in China/US. Higher fragmentation of suppliers (and low occupancy levels and low online penetration) will result in structurally higher takes rates for hotel platforms in India vs global peers.

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



Easy Trip Planners Limited

CIN: L63090DL2008PLC179041

Ms. Preeti Sharma, Company Secretary

emt.secretarial@easemytrip.com

Mr. Sagar Shroff

+91 98205 19303

sagar.shroff@linkintime.co.in

Ms. Neha Shroff

+91 77380 073466

Neha.shroff@linkintime.co.in

