

ixigo



ixigo



ixigo

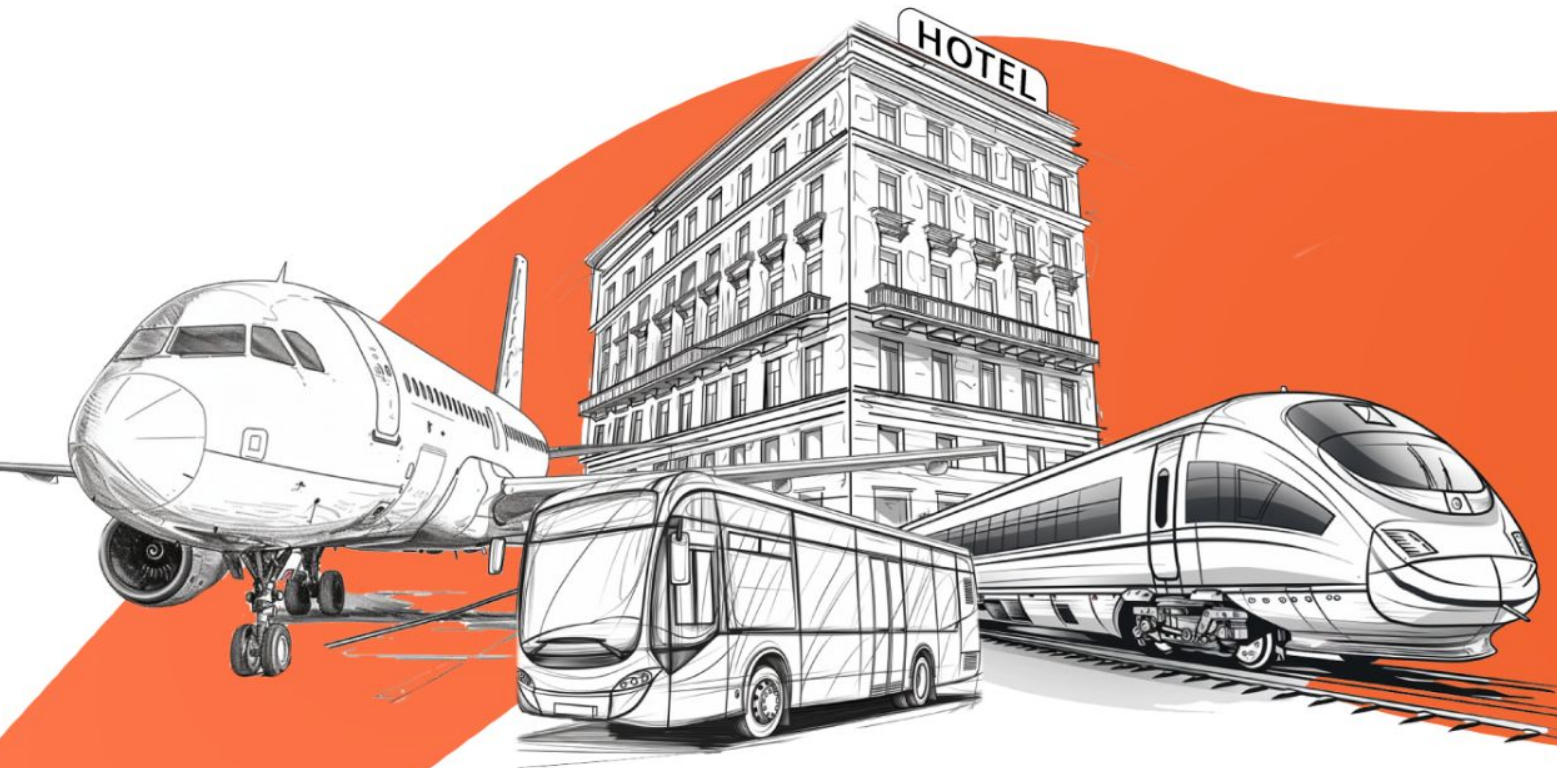


Confirmtkt



abhibus

# Investor Presentation Q4 & Full Year FY24



India's Leading  
OTA for the  
**'Next Billion Users'**<sup>1</sup>

JULY 2024

1. In FY24

# Disclaimer

This presentation and the accompanying slides (the “Presentation”), which have been prepared by Le Travenues Technology Limited (the “Company”), 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 cash flows, 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.

## How it started ...



**Incorporation**

June 3, 2006

**Initial Capital**

₹ 1 Lakh

## How it's going ...

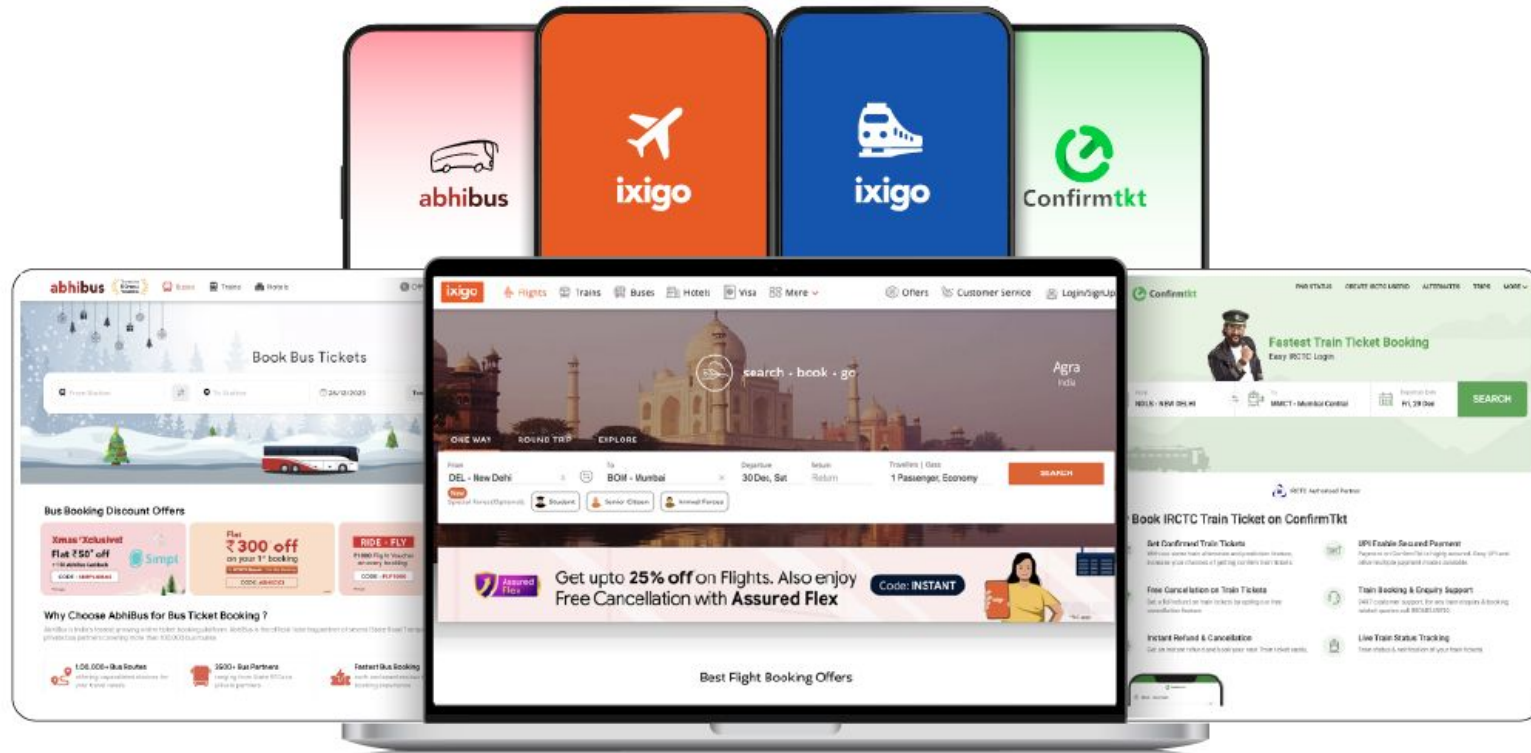


**Listing**

June 18, 2024

**IPO Subscription:**

98.34x



## ***Vision***

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



## ***Who we are***

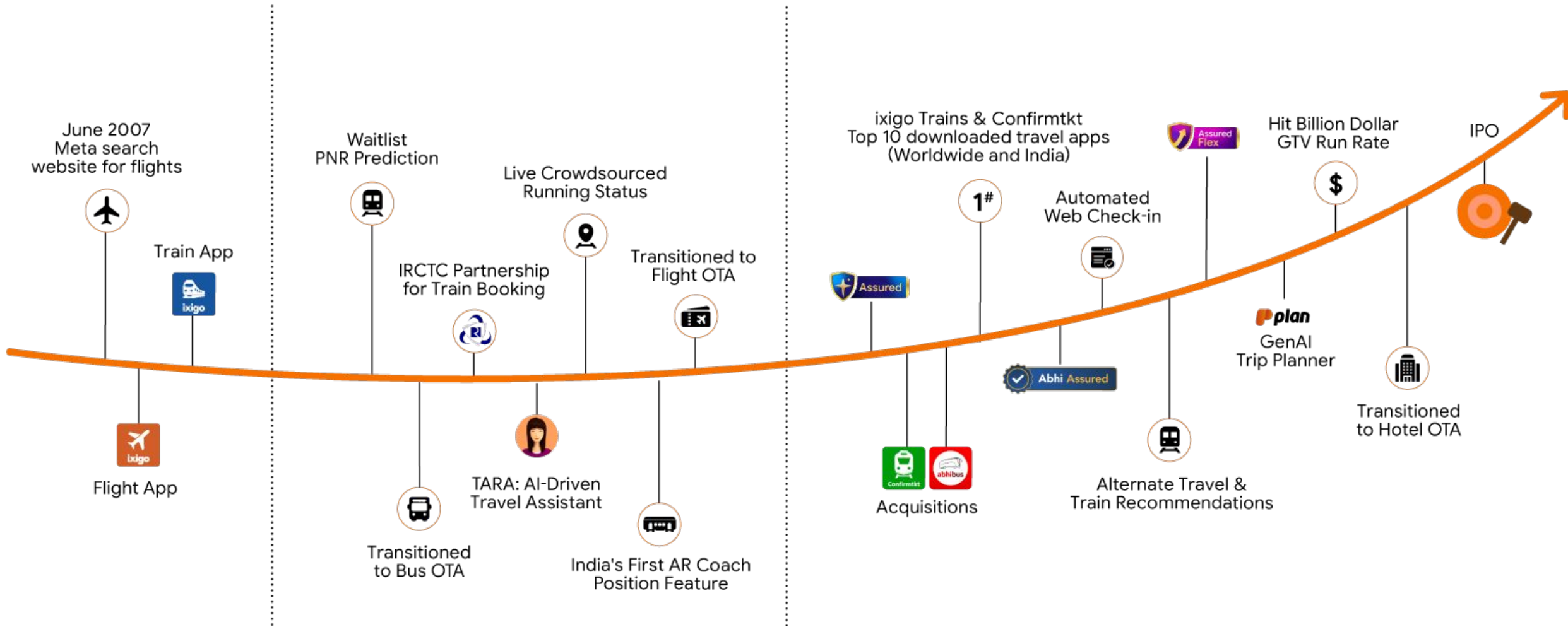
**We are a technology company focused on empowering Indian travellers to plan, book and manage their trips**

# Evolved From A Utility Platform To Become India's 2<sup>nd</sup> Largest OTA<sup>1</sup>

2007 – 2014

2015 – 2019

2020 – 2024



Note: 1. Basis consolidated revenue from operations in FY24

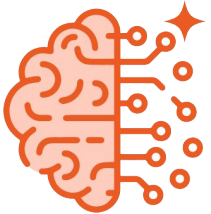
# What We Stand For



Leading OTA for Next Billion Users  
with 480 Mn Annual Active Users<sup>1</sup>



Focussed on empowering Indian travellers  
to plan, book and manage their trips across  
trains, flights, buses and hotels



Assisting travellers in making smarter  
travel decisions by leveraging artificial  
intelligence



Culture and values defined by core tenets  
of customer obsession, empathy, ingenuity,  
ownership, resilience and excellence

Note: 1. For FY24 and 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

**India's Leading OTA For The "Next Billion Users" <sup>1</sup>**

**India's 2nd Largest OTA<sup>7</sup>**

**Train**

**#1<sup>2</sup>**

**Bus**

**#2<sup>4</sup>**

**Flight**

**Top 5<sup>5</sup>  
Fastest Growing<sup>5</sup>**

**"One-stop" Multi-Brand Travel Solution**

**India's Fastest Growing OTA<sup>8</sup>**

**76.8 Mn<sup>2</sup>  
2,400+<sup>3</sup>**

**MAU  
Towns**

**94.1%<sup>2</sup>  
of Transactions**

**Deep penetration<sup>6</sup> in  
Tier II / III**

**₹102.8 Bn<sup>2</sup>  
+38%<sup>3</sup>**

**Gross Transaction  
Value**

**95.6 Mn<sup>2</sup>**

**Passenger segments  
booked**

**Loyal & Organic Customer Base**

**AI & Technology led Operations**



**Proprietary Data & AI Based Platform  
With Crowd Sourced Utility Features**

**87.8%<sup>2</sup>**

**Customer Service Automation With  
TARA AI Chatbot**

**31.3%<sup>2</sup>**

**High Ancillary Attachment Rate For  
Value-Added Services**



**Products, Customer Service &  
Marketing In Multiple Languages**

**Highest Revenue Per Employee  
Amongst OTAs<sup>3</sup>**

Note: 1. Highest Monthly Active Users for mobile apps across all key OTAs as of September 30, 2023 (Source: F&S Report) 2. For FY24 4. 11.5% market share in online bus ticket bookings in FY23 and increased further to 12.5% in the first half of FY24 (Source: F&S Report) 5. Airline OTAs in the B2C segment in FY23, Growth recorded for H1FY24 from H1FY23 making ixigo the fastest growing OTA (Source: F&S Report) 6. % of transactions booked through ixigo's OTA platforms where either an origin or destination was a non-Tier I city (non-Tier I transactions) 7. In terms of consolidated revenue from operations in FY23 (Source: F&S Report) 8. In terms of revenue from operations between FY20 & FY23 (Source: F&S Report)

## Management commentary



**Alope Bajpai**  
Group CEO



**Rajnish Kumar**  
Group Co-CEO



**Saurabh Devendra Singh**  
Group CFO

“FY24 has been a super productive year as we crossed **480 million annual active users** cumulatively across the group and surpassed **₹ 10,000 crore** in GTV (**+38% YoY**). The synergies from our acquisitions have started to play out on our train and bus businesses. We have also improved our ancillary attachment rate rapidly to over **31%**”

“The scale of users we now serve is mind-boggling with **95.6 Million passenger-segments** booked in FY24. Our flights business has outperformed with **77% YoY growth** in passenger segments. We are leveraging GenAI to expand our AI capabilities and enhance our efficiency and customer experience. With the launch of our hotels OTA, there is further scope to cross-sell / up-sell to our captive userbase”

“Our operating leverage has started to show in FY24, as we expanded our Contribution Margin (**₹ 293.8 crores**) & delivered robust Adjusted EBITDA (**₹ 55.3 crores**) despite our continued investments for longer term growth. We have grown our market share in all our key verticals this year and the strong public response to our IPO has made us even more committed to delivering the best customer experience to every traveller”



# Established Consumer Travel Brands Built With **User-first Approach**

8th Most Downloaded Travel & Navigation App Globally <sup>2</sup>



## Customer Metrics



**225.76 Mn**

Lifetime Registered users



**76.78 Mn**

MAU



**563.86 Mn**

Lifetime Downloads

## Operating Metrics



**₹ 102.83 Bn**

GTV



**95.56 Mn**

Segments



**2.45 Mn**

Monthly Transacting Users

## Financial Metrics FY24



**₹ 6,558.73 Mn**

Revenue from Operations



**₹ 2,938.48 Mn**

Contribution Margin



**₹ 553.12 Mn<sup>1</sup>**

Adj. EBITDA

# Major Recent Events ---



Expansion of our existing Partnership with **PhonePe** for exclusively powering flight, bus and train bookings on PhonePe from June 2024. Similar partnership with **Meesho** being rolled out.



On 4th July 2024 we have launched **TravelSuperMall.com** (TSM) a B2B travel agent portal that will help grow our reach in NBU markets through indirect/offline channels



Effective 28 June 2024, IRCTC has allowed OTAs to book **ARP (Advance Reservation Period)** tickets and Tatkal tickets from 10 minutes after opening time as opposed to 15 mins earlier



ixigo Launched Generative AI based Trip Planner – **ixigo PLAN** in mid 2023. Voice based **TARA** AI customer service launched in beta in June 2024

# The ixigo Flywheel



# Artificial Intelligence & Technology Driven Operations

## Technology Forms The Basis For Our Operating Leverage

**TARA** – AI driven personal travel assistant across chat & voice (beta)



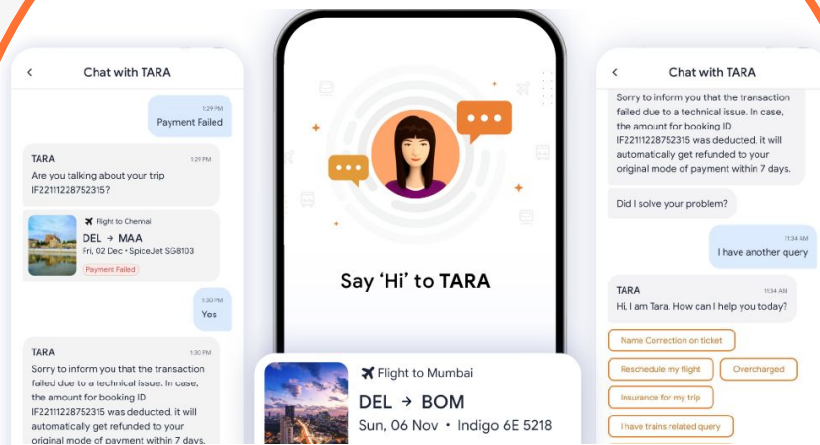
**AI Revenue Optimisation**  
Dynamic & personalized loyalty points and discounts



**ixigo Assured & Assured Flex**  
Offers fully refundable / reschedulable ticket to users with AI-driven pricing



**Automatic Web Check-in**  
Automatically checks-in flight customers



### PLAN

Generative AI based trip planner for personalized itineraries



**Crowd-sourced Info** Running status, PNR predictions, train reviews



### Utility Features

App works without internet connectivity or availability of GPS

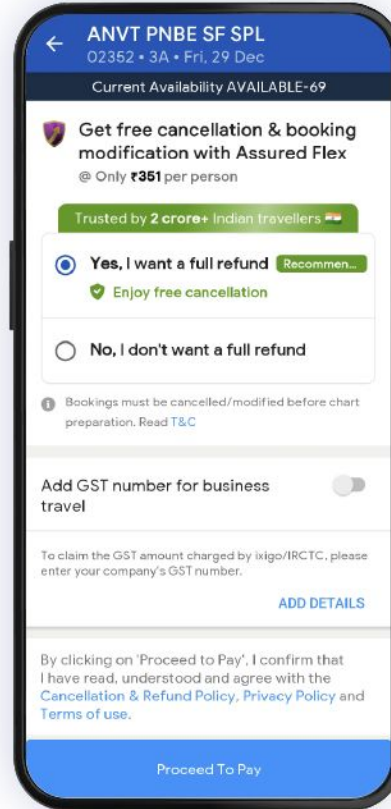
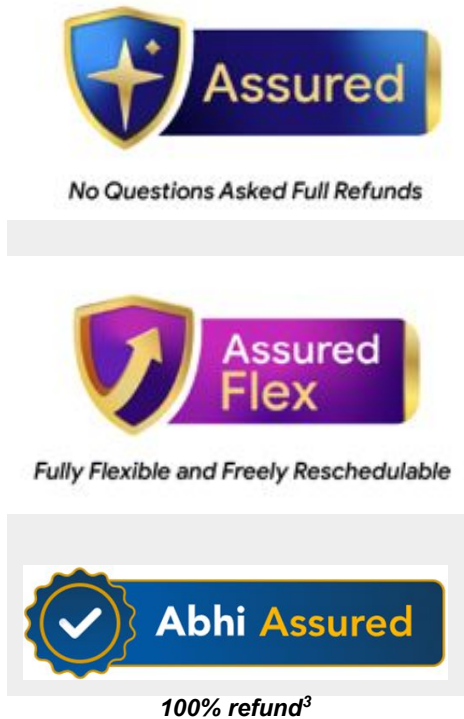
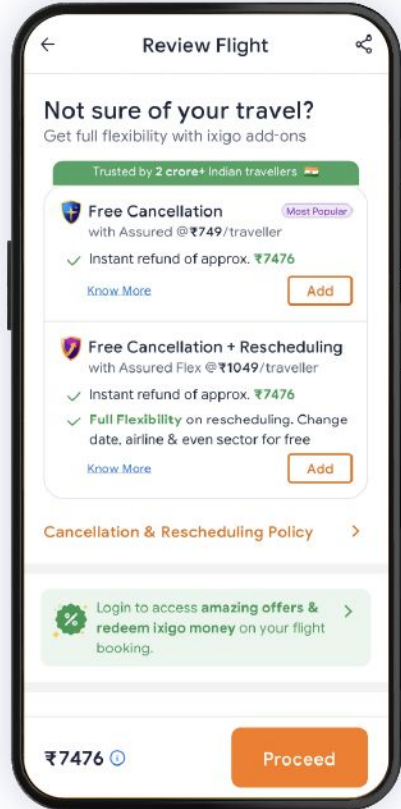


### Intelligent Alternate Travel Recommendations

Suggest alternate trains or combinations when certain trains on a route are wait-listed

# Leveraging Data Science & AI To Create Value Added Services

## Dynamic AI-based Pricing Model



**31.33%<sup>1</sup>**  
**Ancillary Attachment Rate<sup>2</sup>**

### ixigo Assured & Assured Flex

- ✓ Fully refundable tickets (Assured)
- ✓ Fully Flexible & Refundable (Assured Flex)
- ✓ Instant refund
- ✓ Use Data Science and AI to determine dynamic pricing

### Abhi Assured

- ✓ **Compensations of up to 150% of fare** in case of not meeting service quality requirements such as delays, cancellation of bus by participating operators, issues with quality of buses
- ✓ **100% refund** in case of cancellations by customers

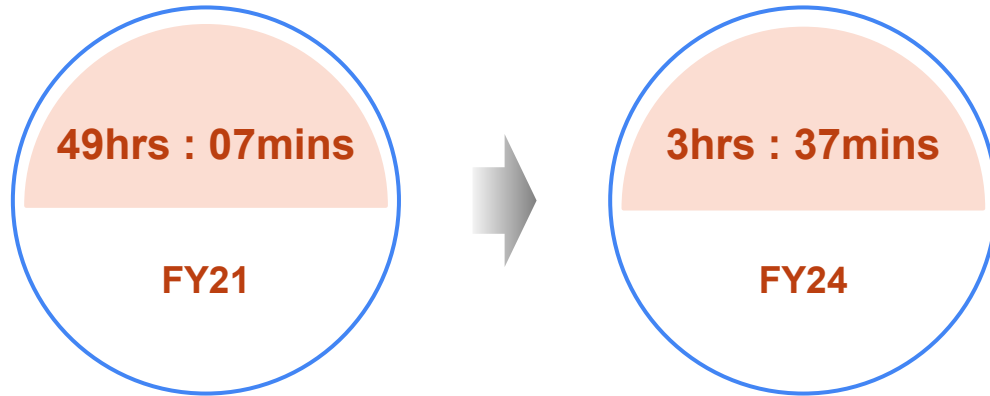
### Other Value Added Services

- ✓ Seat Selection
- ✓ In Flight Meals
- ✓ Visa Processing
- ✓ Travel Insurance
- ✓ Car Rental Services

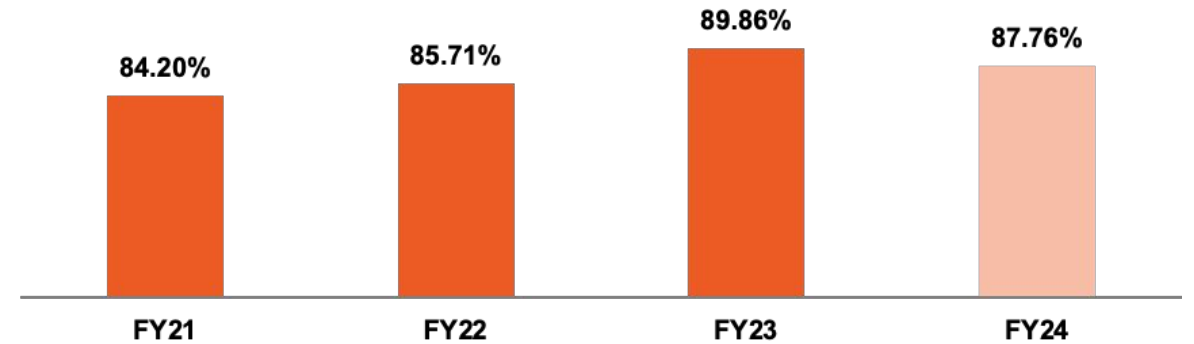
# Endeavor To Provide Best Customer Experience

Emphasize On Providing Personalized Support Throughout The User Purchase Cycle

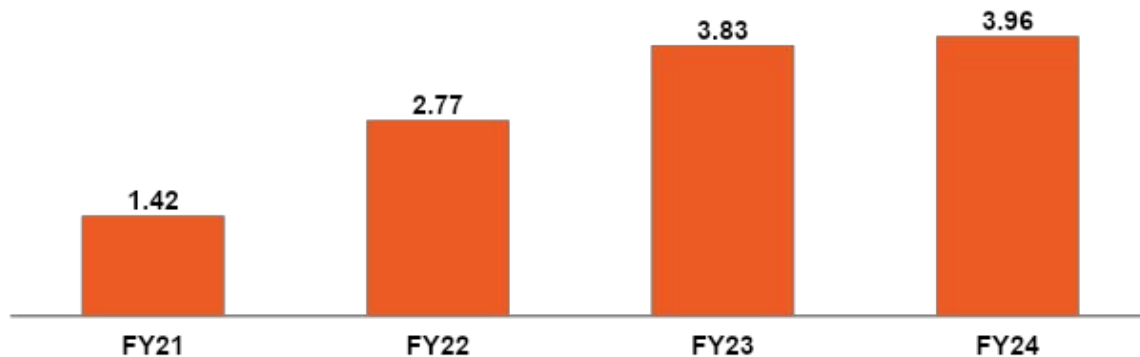
Average Refund Time<sup>1</sup>



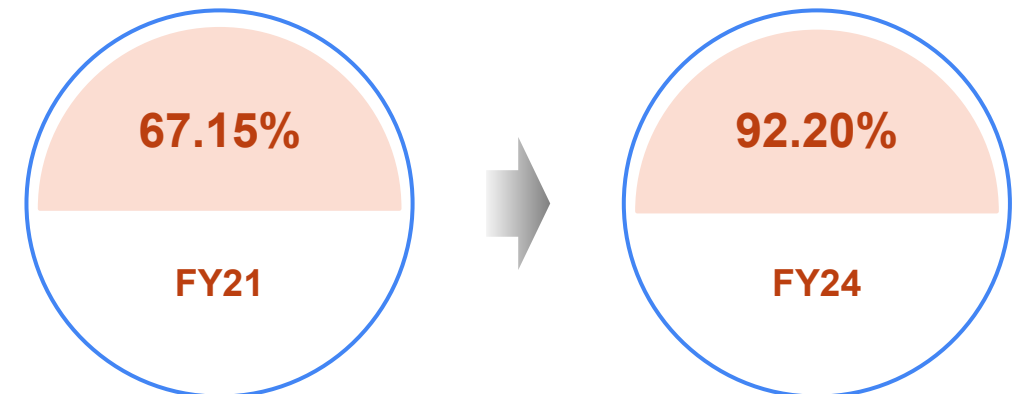
87.76% of queries solved by AI chatbot<sup>2</sup> in FY24



Monthly Screen Views<sup>3</sup> (Bn)



Calls<sup>4</sup> answered within 2 minutes



Note: 1. Refund time includes cancellation time 2. All queries which were resolved by chatbot without any human intervention divided by the overall queries 3. Total number of mobile app screen views or website page views in a given period divided by the number of months in that period 4. Calls (or callbacks requested) to our call center

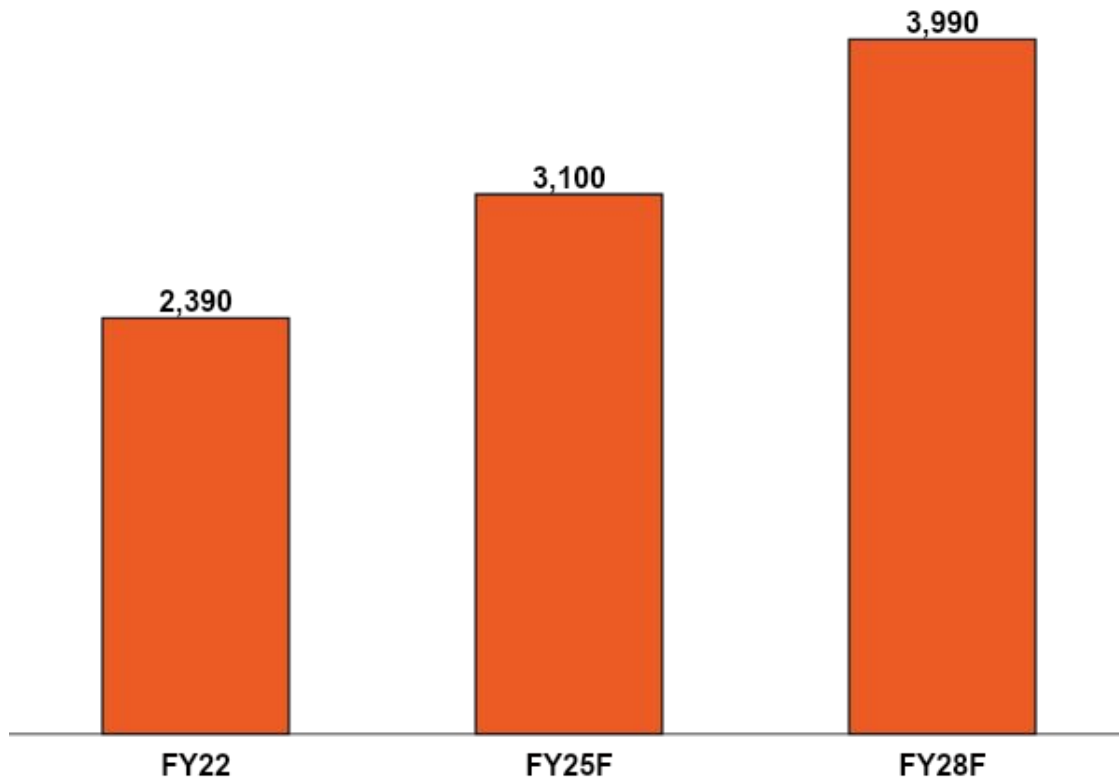
# Robust GDP Growth Driving Discretionary Spend

Discretionary Spending<sup>1</sup> Expected To Grow At YoY Growth Of 9.2% In FY24 & 8.6% In FY25

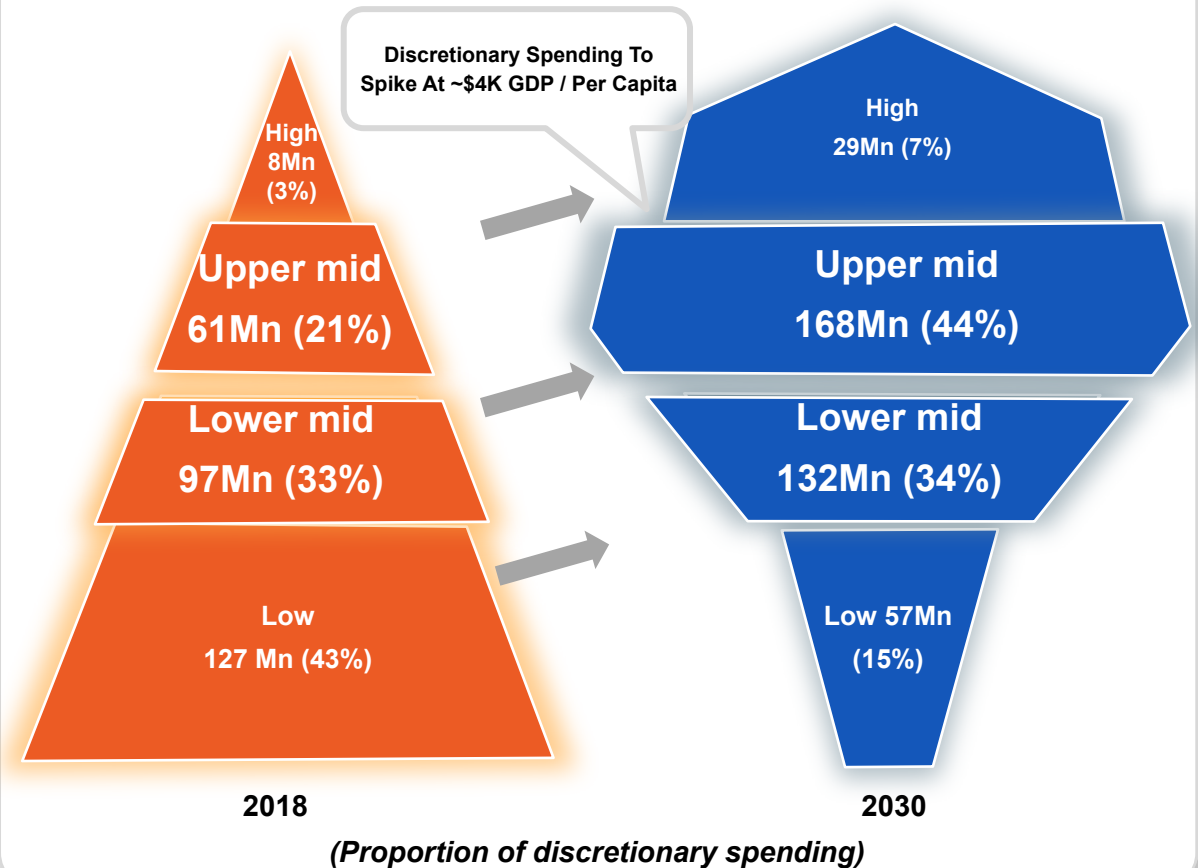
## India Macroeconomic Outlook...

### India Is One Of The Fastest Growing Economies Globally...

India's GDP / Capita (USD)

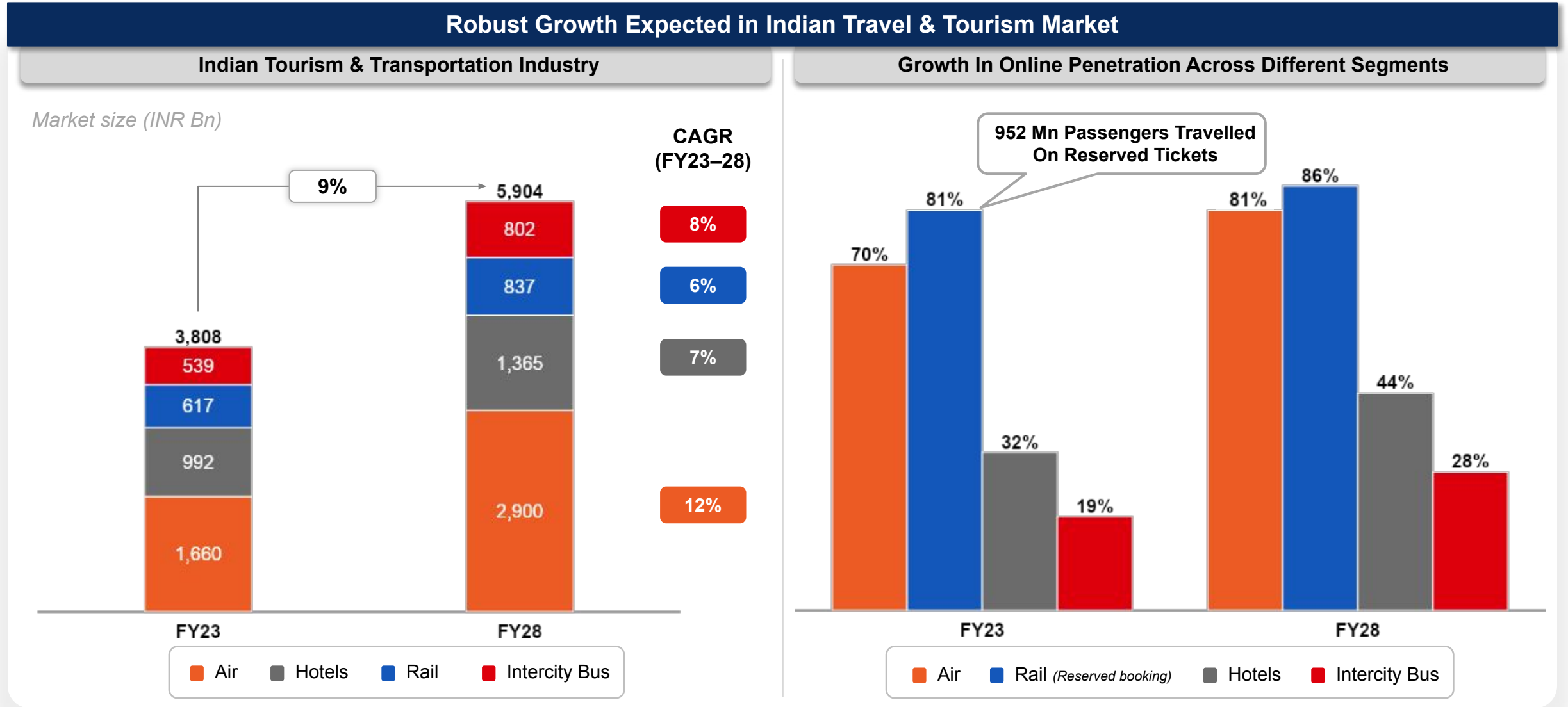


### ...Which Will Lead To A Shift In Income Pyramid



# ...Driving The Travel Demand In India

Transportation & Hotel Accounted For The Second Largest Share Of Private Expenditure In FY22



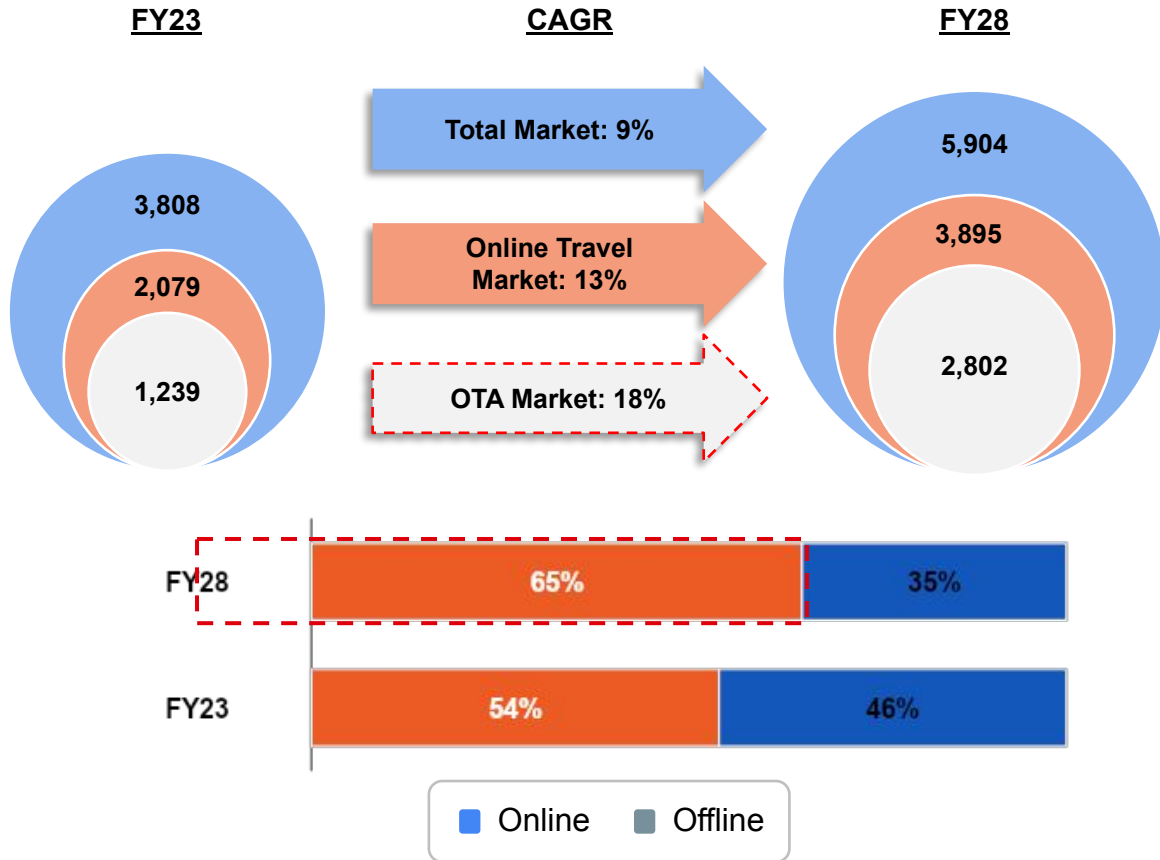


# OTAs driving rapid growth in Online Travel

## The Indian OTA Market Outpacing the Online Travel & The Overall Travel Market

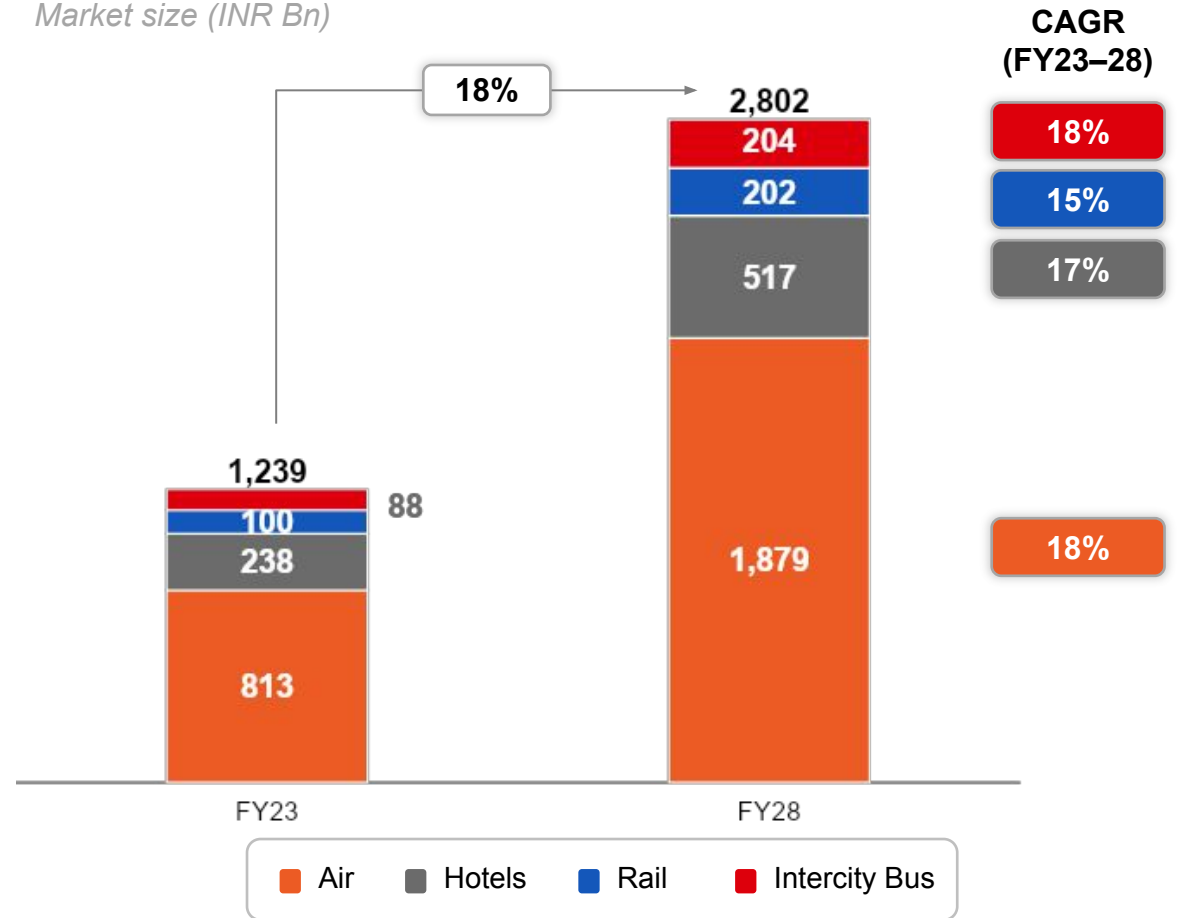
Indian Travel Market By Booking Mode

Market size (INR Bn)



Indian OTA Market

Market size (INR Bn)



# ...Ablly Supported By Government Infrastructure Investments...

Facilitating Policies In Air, Road & Rail Transportation & Branded / Unbranded Hospitality



**₹2,400 Bn**

**8**

Capex Allocated To  
Railways In FY24

New Rail Corridors For  
1<sup>st</sup> Bullet Train Project<sup>1</sup>

**7,000 Km**

**508**

Tracks To Be Constructed  
In Next 10 Yrs

Railway Stations To  
Be Redeveloped<sup>2</sup>



**150**

**3<sup>rd</sup>**

New Airports In Tier II,  
III Cities In Next 20 Yrs

Largest Aviation  
Market By FY30

**1,500**

Aircrafts  
By 2030

**450 Mn**

Air Passengers  
FY30



**₹2,700 Bn**

**2<sup>nd</sup>**

Allocated To Ministry  
Of Roads For FY24

Largest Road  
Network In The World

**4,500**

Private  
Operators

**72,000**

Long Range  
Intercity Buses

# Diversified Business Model With Significant Operating Leverage

Mix Of Product & Service Offerings Comprehensively Addressing The Online Travel Market In India

FY24 vs FY23	Multiple revenue streams	GTV <sup>1</sup> (INR Mn)	Gross Take Rate <sup>2</sup>	Revenue From Operations (INR Mn)	Contribution Margin (INR Mn)
<b>Train Ticketing</b>	<ul style="list-style-type: none"> <li>Agent service charges</li> <li>Payment gateway charges</li> <li>ixigo Assured/Free cancellation fees</li> <li>Advertising income</li> </ul>	<p>55,685.30</p> <p>↑</p> <p>44,715.27</p>	6.46%	<p>3,703.70</p> <p>↑</p> <p>2,977.99</p>	<p>1,293.83</p> <p>↑</p> <p>961.17</p>
<b>Flight Ticketing</b>	<ul style="list-style-type: none"> <li>Airline commissions</li> <li>Convenience fees</li> <li>ixigo Assured and Flex fees</li> <li>Ancillaries and advertising income</li> </ul>	<p>35,269.99</p> <p>↑</p> <p>20,154.88</p>	8.17%	<p>1,463.96</p> <p>↑</p> <p>1,020.33</p>	<p>709.79</p> <p>↑</p> <p>561.84</p>
<b>Bus Ticketing</b>	<ul style="list-style-type: none"> <li>Convenience fees</li> <li>Bus operator commissions</li> <li>Abhi Assured fees</li> <li>SaaS and advertising income</li> </ul>	<p>11,748.11</p> <p>↑</p> <p>9,654.15</p>	11.05%	<p>1,317.79</p> <p>↑</p> <p>974.05</p>	<p>870.50</p> <p>↑</p> <p>617.65</p>

*ixigo has a diverse product portfolio to provide “One-stop multi brand travel solution”*

Note: 1. 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 2. Gross Take Rate refers to gross revenue from ticketing booked through us in the relevant period divided by Gross Transaction Value during the relevant period.

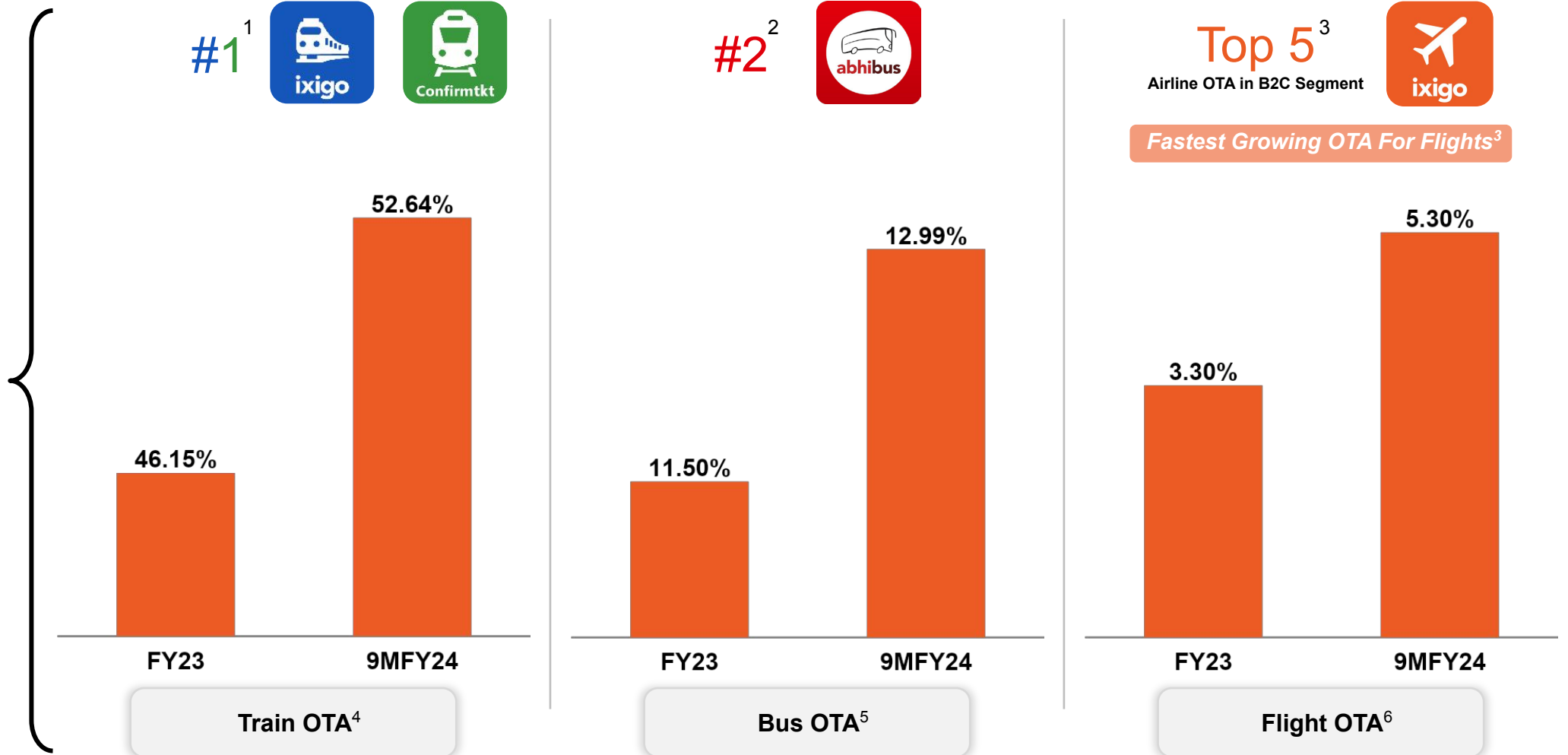
# Growing Market Share In Key Segments

Revenue From Operations

₹ 6,558.7 Mn  
FY24








₹ 1,355.7 Mn  
FY21



Source: F&S Report Note: 1. For FY23 (Source F&S Report) 2. 11.5% market share in online bus ticket bookings in FY23 and increased further to 12.9% in the 9MFY24 (Source: F&S Report) 3. In FY23, Growth recorded for H1FY24 from H1FY23 making ixigo the fastest growing OTA (Source: F&S Report) 4. Train bookings 5. Online bus ticket bookings 6. Airline OTA market share by volume

FY24 vs FY23

## Highlights

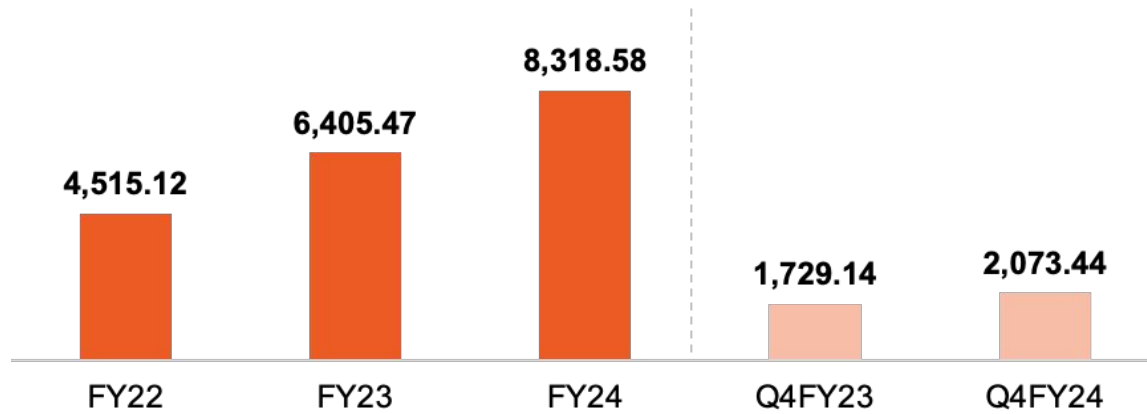
				
₹102,825.49 Million	₹6,558.73 Million	₹2,938.48 Million	₹553.12 Million	₹730.61 Million
GTV	REVENUE FROM OPERATIONS	CONTRIBUTION MARGIN	ADJUSTED EBITDA	PAT
37.98%↑	30.85%↑	34.74%↑	24.73%↑	212.28%↑

## Key Performance Indicators

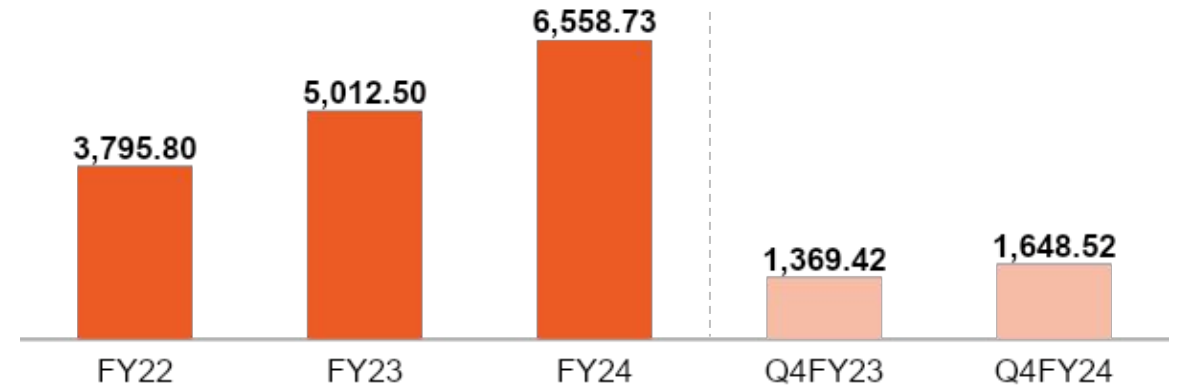
Key Performance Indicators	Units	FY24	FY23	FY22	Q4FY24	Q4FY23
Monthly Active Users	Number in Million	76.78	62.83	44.20	75.99	65.27
Gross Transaction Value	INR Million	102,825.49	74,524.3	56,152.49	26,841.27	19,898.49
Revenue from Operations	INR Million	6,558.73	5,012.50	3,795.80	1,648.52	1,369.42
Gross Revenue	INR Million	8,318.58	6,405.47	4,515.12	2,073.44	1,729.14
EBITDA	INR Million	530.61	450.45	(69.54)	187.44	152.18
EBITDA %	%	8.09%	8.99%	(1.83%)	11.37%	11.11%

# Financial Highlights

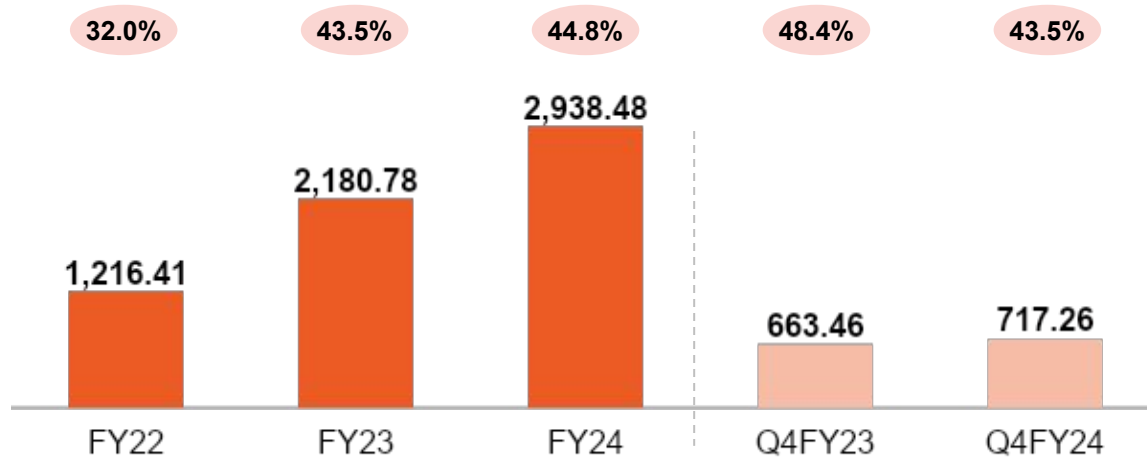
Gross Revenue (INR Mn)



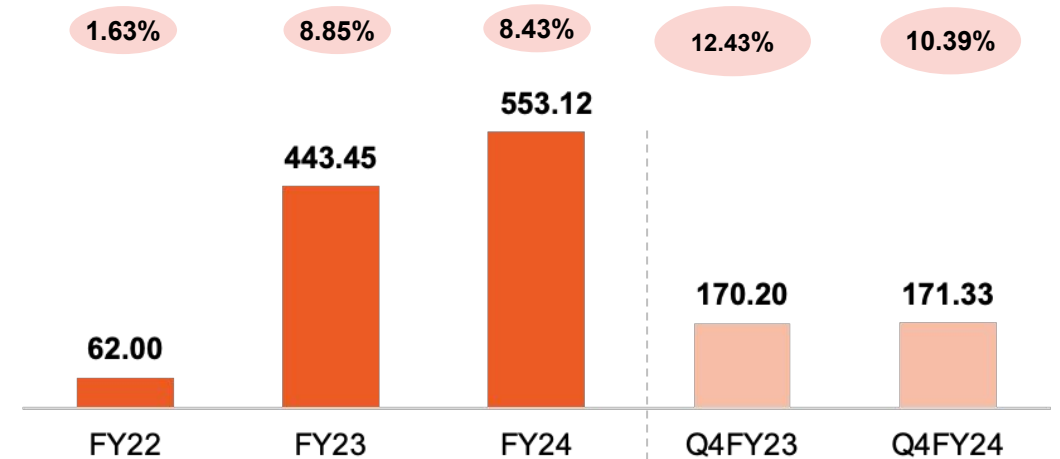
Revenue from Operations (INR Mn)



Contribution Margin (INR Mn)



Adjusted EBITDA (INR Mn)



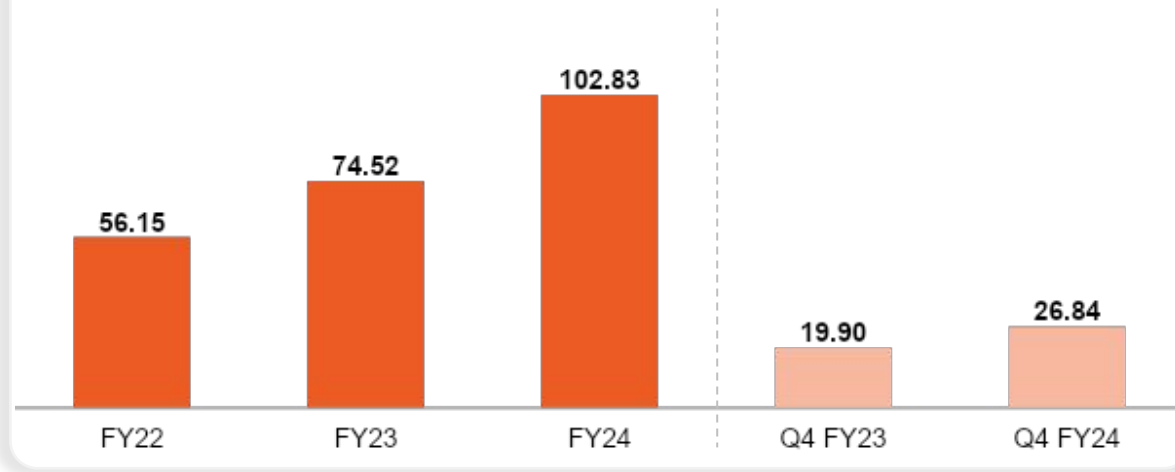
Contribution Margin (%)

Adjusted EBITDA (%)

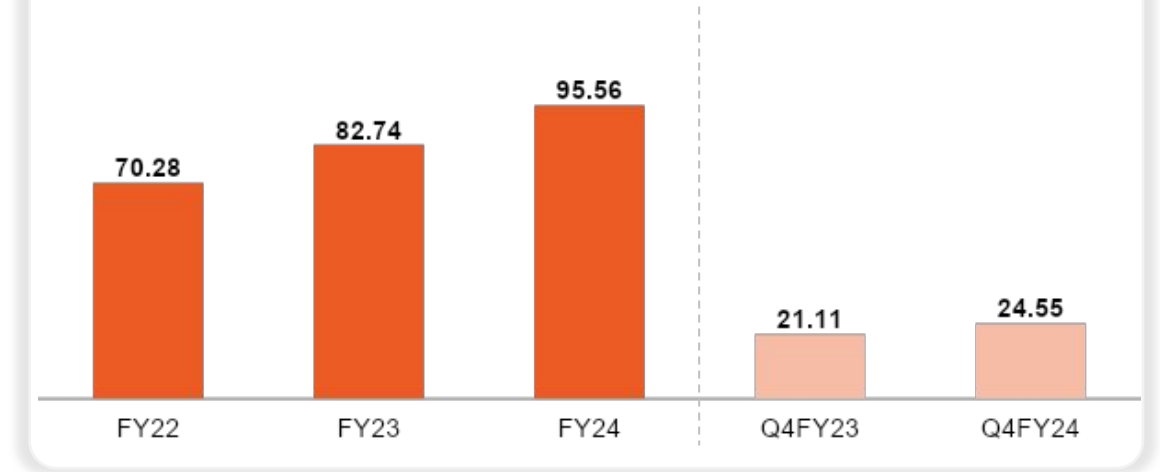
# Operational Performance Overview

~2x Growth In Gross Transaction Value (FY22-24)

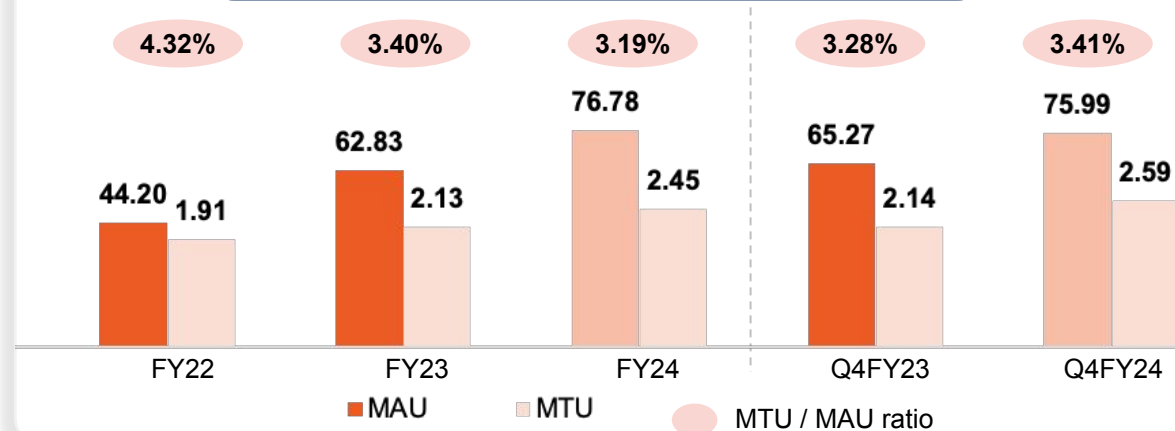
### Gross Transaction Value<sup>1</sup> (INR Bn)



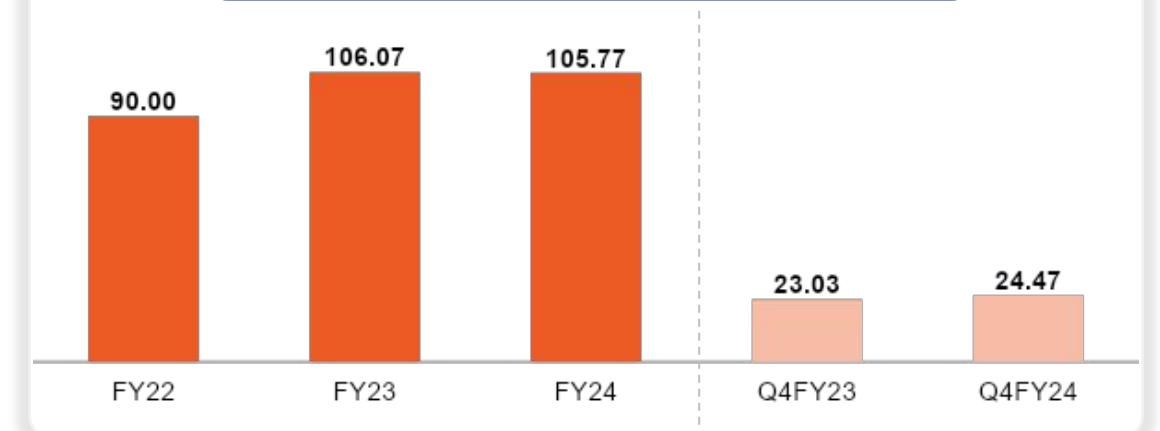
### Passenger Segments<sup>4</sup> (in Mn)



### MAUs<sup>2</sup> and MTUs<sup>3</sup> (in Mn)



### Mobile App Downloads<sup>5</sup> (in Mn)



Note: 1. 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 2. 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, divided by the number of months in that period, cumulated across ixigo, ConfirmTkt and Abhibus website and apps 3. Number of unique transacting users identified by users' mobile number and/or email address, as applicable, that have made at least one booking through us, in a given period, divided by the number of months in that period, cumulated across ixigo, ConfirmTkt and Abhibus website and apps 4. 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 5. Total number of downloads of our ixigo (train), ixigo (flight), Abhibus and Confirmtkkt mobile apps in the relevant period

# Consolidated Summary Statement of Profits & Losses

INR Million, unless otherwise stated	FY24	FY23	FY22	Q4 FY24	Q4 FY23
Revenue from Operations	6,558.73	5,012.50	3,795.80	1,648.52	1,369.42
Other Income	92.17	163.23	53.61	31.41	19.10
<b>Total Income</b>	<b>6,650.90</b>	<b>5,175.73</b>	<b>3,849.41</b>	<b>1,679.93</b>	<b>1,388.52</b>
<b>Expenses</b>					
Employee benefits expense	1,410.20	1,262.61	951.60	346.14	343.06
Finance costs	28.86	9.49	28.03	4.92	3.45
Depreciation and amortization expense	129.24	108.15	78.43	26.15	31.23
Other expenses	4,710.10	3,462.67	2,967.35	1,146.36	893.28
<b>Total Expenses</b>	<b>6,278.40</b>	<b>4,842.92</b>	<b>4,025.41</b>	<b>1,523.57</b>	<b>1,271.02</b>
<b>Profit / (loss) before share of loss of an associate, exceptional items and tax</b>	<b>372.50</b>	<b>332.81</b>	<b>(176.00)</b>	<b>156.36</b>	<b>117.50</b>
Share of loss of an associate, net of tax	(59.07)	-	-	(30.75)	-
Profit / (loss) before exceptional items and tax	<b>313.43</b>	<b>332.81</b>	<b>(176.00)</b>	<b>125.61</b>	<b>117.50</b>
Exceptional Items	297.21	(126.07)	-	-	(54.78)
<b>Profit / (loss) before tax</b>	<b>610.64</b>	<b>206.74</b>	<b>(176.00)</b>	<b>125.61</b>	<b>62.72</b>
<b>Tax expense/ (income):</b>					
Current tax	1.25	76.77	55.40	0.60	25.84
Deferred tax credit	(121.21)	(103.99)	(20.46)	51.53	(10.46)
<b>Total tax expense/ (income)</b>	<b>(119.96)</b>	<b>(27.22)</b>	<b>34.94</b>	<b>52.13</b>	<b>15.38</b>
<b>Profit / (loss) for the period/year</b>	<b>730.60</b>	<b>233.96</b>	<b>(210.94)</b>	<b>73.48</b>	<b>47.34</b>



## Financial Summary – Segments, EBITDA, Adjusted EBITDA

INR Million, unless otherwise stated

	FY24	FY23	FY22	Q4 FY24	Q4 FY23
Flight Passenger Segments	5.77	3.26	4.21	1.39	0.98
Flight GTV	35,269.99	20,154.88	22,562.28	8,917.14	5,449.01
Flight Gross Take Rate (%)	8.17	11.02	8.85	7.93	10.91
Total Flight Segment Revenue	1,463.97	1,020.33	1,328.10	372.23	287.70
<b>Flight Segment Results (Contribution Margin)</b>	<b>709.80</b>	<b>561.84</b>	<b>423.30</b>	<b>176.39</b>	<b>186.96</b>
Train Passenger Segments	77.38	68.97	61.75	20.09	17.48
Train GTV	55,685.30	44,715.27	30,201.91	14,979.93	12,028.17
Train Gross Take Rate (%)	6.46	6.37	6.78	6.17	6.53
Total Train Segment Revenue	3,703.70	2,977.99	2,168.20	943.86	803.72
<b>Train Segment Results (Contribution Margin)</b>	<b>1,293.83</b>	<b>961.17</b>	<b>585.75</b>	<b>324.51</b>	<b>289.01</b>
Bus Passenger Segments	12.41	10.24	4.87	3.07	2.65
Bus GTV	11,748.11	9,654.15	3,388.31	2,877.04	2,421.32
Bus Gross Take Rate (%)	11.05	10.32	8.66	11.23	10.99
Total Bus Segment Revenue	1,317.79	974.05	287.48	325.07	262.59
<b>Bus Segment Results (Contribution Margin)</b>	<b>870.50</b>	<b>617.65</b>	<b>195.36</b>	<b>210.29</b>	<b>172.09</b>
Others Segment Results (Contribution Margin)	64.36	40.12	12.00	6.08	15.40
<b>Total Contribution Margin</b>	<b>2,938.48</b>	<b>2,180.78</b>	<b>1,216.41</b>	<b>717.27</b>	<b>663.46</b>
Employee Benefits Expenses	1,295.52	1,106.38	766.45	330.84	305.94
Technology and Related Costs	285.77	223.02	156.49	73.12	57.08
Advertising and Branding	551.98	214.29	84.24	87.19	82.08
Others (G&A, Outsourcing & Misc Expenses)	252.10	193.64	147.23	54.79	48.16
EBITDA	530.61	450.45	-69.54	187.44	152.18
+ ESOP Expenses	114.68	156.23	185.15	15.30	37.12
- Other Income	92.17	163.23	53.61	31.41	19.10
<b>Adjusted EBITDA</b>	<b>553.12</b>	<b>443.45</b>	<b>62.00</b>	<b>171.33</b>	<b>170.20</b>

# Consolidated Summary Statement of Assets & Liabilities

INR Million, unless otherwise stated

## Assets

	FY24	FY23	FY22
Tangible Assets	15.93	46.22	16.2
Intangible Assets	2694.15	2950.91	2870.24
Investment in Associates	333.65	0	0
Investment (Current + Non-current)	522.47	477.42	403.49
Other financial assets (Current + Non-current)	389.71	224.41	180.8
Cash and Bank Balances	798.84	925.79	1045.37
Other Assets	1566.56	1234.5	868.61
<b>Total Assets</b>	<b>6,321.31</b>	<b>5,859.25</b>	<b>5,384.71</b>

## Equity and liabilities

Equity share capital	372.97	371.2	369.75
Other equity	4087.03	3366.44	3057.11
Non-controlling interests	0	133.55	0
<b>Total Shareholder funds</b>	<b>4,460.00</b>	<b>3,871.19</b>	<b>3,426.86</b>
Lease liabilities (Current + Non-current)	59.69	94.94	43.39
Borrowings	400.76	5.35	27.31
Other financial liabilities (Current + Non-current)	368.12	1040.8	1208
Provisions (Current + Non-current)	115.83	84.11	54.94
Contract liabilities	115.20	91.48	52.14
Trade payables	568.80	360.85	445.36
Other Liabilities	232.91	310.53	126.71
<b>Total Liabilities</b>	<b>1,861.31</b>	<b>1,988.06</b>	<b>1,957.85</b>

**Total equity and liabilities**

**6,321.31**

**5,859.25**

**5,384.71**

# Consolidated Summary Statement of Cash Flows

INR Million, unless otherwise stated	FY24	FY23	FY22
<b>Cash flows from operating activities</b>			
<b>Profit / (loss) before tax</b>	<b>610.64</b>	<b>206.74</b>	<b>-176</b>
Depreciation and amortization	129.24	108.15	78.43
Exceptional Items	-297.21	126.07	0
Employee stock option scheme	114.68	156.23	185.15
Gain on sale of investments (net)	-54.37	-39.39	-18.86
Interest Income	-11.81	-1.52	1.47
Net changes in working capital	-126.51	-82.4	-347.84
Others	67.54	-166.37	-65.84
<b>Net cash flow from / (used in) operating activities</b>	<b>432.20</b>	<b>307.51</b>	<b>-343.49</b>
<b>Cash flows from investing activities</b>			
Payment for purchase of Investments/FD	-8591.43	-6830.7	-4369.3
Proceeds from redemption of Investments/FD	8529.92	7374.75	3265.83
Payment for acquisition related liabilities	-328.64	-291.41	-1,049.7
Payment for purchase of PPE	-73.32	-54.58	-19.3
Others	17.45	22.08	-43.88
<b>Net cash flow from / (used in) investing activities</b>	<b>-446.02</b>	<b>220.14</b>	<b>-2,216.35</b>
<b>Cash flows from financing activities</b>			
Payment of lease liabilities	-57.13	-21.87	-7.65
Payment for Buy Back of redeemable preference shares (including tax)	-398.03	0	0
Finance costs paid + Borrowings repaid	-10.29	-1.45	-170.59
Proceeds from issue of shares	2.20	1.55	2,757.05
<b>Net cash flow from / (used in) investing activities</b>	<b>-463.25</b>	<b>-21.77</b>	<b>2,578.81</b>
<b>Net (decrease) / increase in cash and cash equivalents</b>	<b>-477.07</b>	<b>505.88</b>	<b>18.97</b>
Cash and cash equivalents at the beginning of the year	722.03	220.02	201.05
<b>Cash &amp; cash equivalents as at the end of the year</b>	<b>244.96</b>	<b>725.90</b>	<b>220.02</b>

# Experienced Board & Management Team

## Experienced Key Managerial Personnel



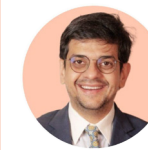
**Mr. Alope Bajpai** ★  
*Chairman, Managing Director & Group Chief Executive Officer*

- 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- Sanford C. Bernstein
- PGDM, IIM Ahmedabad
- B.Tech, Chemical Engineering, IIT Delhi



**Mr. Kotha Dinesh Kumar**  
*Chief Executive Officer, ixigo Trains & ConfirmTkt*

- Co-founder, Confirm Tkt
- Ex-o9 Solutions
- B.Tech, NIT, Jamshedpur



**Mr. Sripad Vaidya**  
*Chief Operating Officer, ixigo Trains & ConfirmTkt*

- Co-founder, Confirm Tkt
- B.Tech, Computer Science and Engineering from Sastra University



**Mr. Suresh Bhutani**  
*Group General Counsel, Company Secretary & Compliance officer*

- Ex-Interglobe Aviation, R Systems Intl.
- MBA – Indira Gandhi National Open University
- B.Com (H), FCS, LLB,

## Board of Directors



**Mr. Shailesh Lakhani**  
*Non-Executive Director*

- Nominated to Board by Peak XV
- 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. Rahul Pandit**  
*Independent Director*

- Ex-Hamstede Living Pvt Ltd, Ginger Hotels, Lemontree Hotels
- BA, University of Delhi,
- Diploma in Hotel Management



**Mr. Arun Seth**  
*Independent Director*

- Ex-Trustee of the Nasscom Foundation
- PGDM from IIM, Calcutta
- B.Tech (Electrical), IIT Kanpur



**Mr. Mahendra Pratap Mall**  
*Independent Director*

- Ex- CMD, IRCTC
- MDI Gurugram (Management)
- B.Sc., MA from University of Allahabad



**Ms. Shuba Rao Mayya**  
*Independent Director*

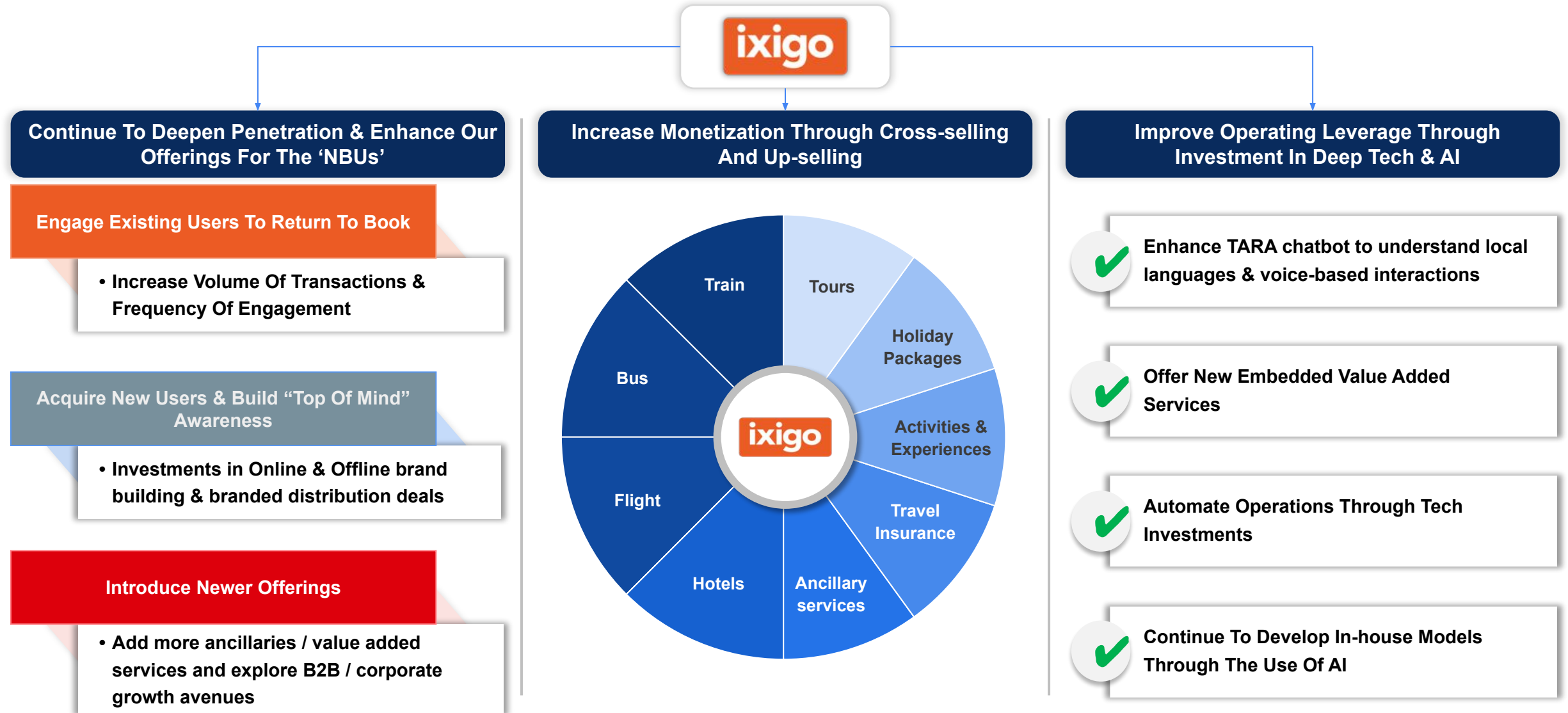
- Ex-ICICI, TCS
- 29+ years of banking & insurance experience
- B.Com, Associate member of ICAI



**Mr. Rajesh Sawhney**  
*Independent Director*

- Founder, GSF; Co-founder Innerchef, Ex-Reliance
- Master's degree in management studies, University of Mumbai

# To Become A One Stop Travel Solution Provider



# Conference call details

Le Travenues Technology Limited (NSE: IXIGO, BSE: 544192) will host a conference call for analysts and investors on Thursday, 04 th July 2024, at 5:30pm (IST) following the announcement of financial results for the Quarter and Fiscal Year 2024

## Details of Conference call

**Date**

Thursday, July 4, 2024

**Time**

05:30 PM IST | 08:00 PM HK/SG | 08:00 AM US (EDT)

**Estimated Duration**

1 Hour

**Registration Link**

<https://services.choruscall.in/DiamondPassRegistration/register?confirmationNumber=3118570&linkSecurityString=13b3842242>

# 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, seats, meals, among others, across flights, trains and buses divided the overall number of transactions
Annual Transacting Users	Annual Transacting 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 relevant period/ year, cumulated across ixigo, ConfirmTkt and AbhiBus website and apps
Contribution Margin	Contribution Margin is defined as net ticketing revenue plus other operating revenue less direct expenses
Contribution Margin (%)	Contribution Margin (%) is defined as Contribution Margin divided by revenue from operations
EBITDA	Earnings before interest, tax, depreciation and amortization and is calculated as profit/loss for the year/period plus tax expense, finance cost, depreciation and amortization expenses less exceptional items, share of profit/loss of associate
EBITDA %	EBITDA as a percentage of revenue from operations
Gross Revenue	Gross revenue represents Revenue from operations plus discounts/customer inducement cost
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
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 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.

# Thank You

Contact Us  
For Additional Information please contact  
[ir@ixigo.com](mailto:ir@ixigo.com)  
+91 92891 42582

