



India's Leading OTA for the 'Next Billion Users'

Investor Presentation **Q1 FY25**



Safe Harbour

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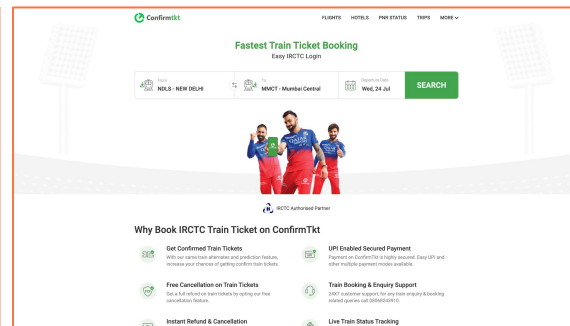
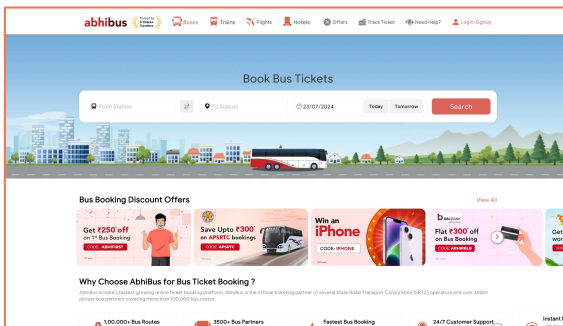
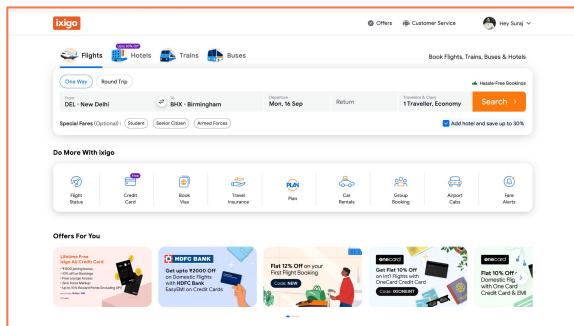
The background of the slide is a blue-tinted photograph of a man in a suit and light blue shirt, smiling and holding a smartphone. He is standing in a train station, with a train visible in the background. The overall aesthetic is professional and modern.

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



What **We Stand For**



Leading OTA for Next Billion Users
with 480 Mn Annual Active Users¹



Assisting travellers in making smarter travel
decisions by leveraging artificial intelligence



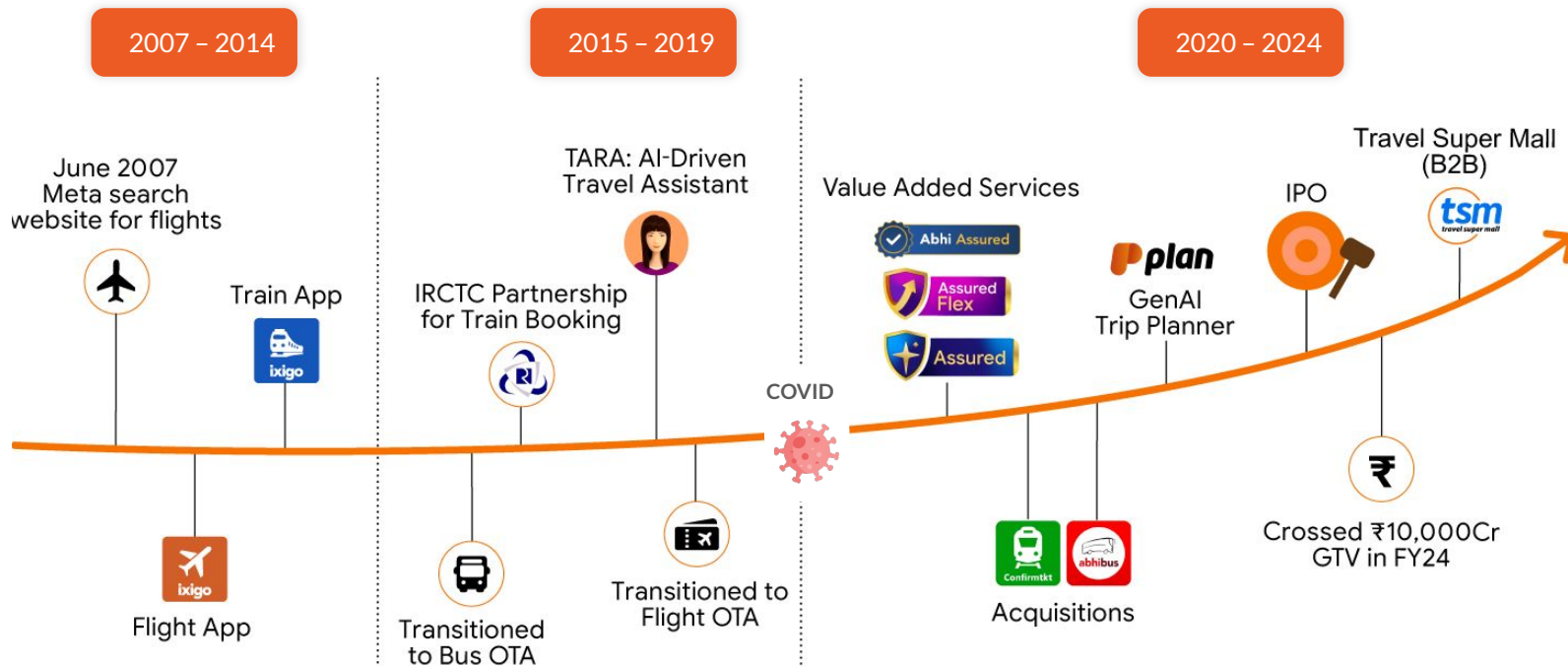
Focused on empowering Indian travellers to
plan, book and manage their trips across
trains, flights, buses and hotels



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

Evolved From a Travel Utility Platform to Become India's 2nd Largest OTA*



Source: F&S Report & Company Data
*by Revenue from Operations in FY24

Major Recent Launches

Turbo UPI

Enhanced our payment experience in partnership with Razorpay by launching **Turbo UPI**, an **industry first 1-click payments** solution on our apps. No more redirection to third party apps. Faster UPI payments and higher conversion rates.

Rupay Variant of AU-ixigo Credit Card

Launched **RuPay variant** for our premium co-branded **ixigo-AU SFB travel credit card**, enabling seamless credit card payments by linking RuPay credit card on UPI, reward points on all UPI transactions, and comprehensive insurance coverage.



The image shows a dark-themed app interface for 'Flight Tracker PRO'. At the top, there is a circular icon with an airplane and the text 'Flight Tracker' in large white letters, with 'PRO' in an orange pill-shaped button below it. Below this, a paragraph of text describes the app's features. At the bottom, there is a stylized graphic of a flight path over a map, with a small airplane icon and orange glowing lines representing the flight route.

ixigo Flight Tracker Pro assists travellers with real-time updates on flight status, check-in counter, boarding gate, terminal info, baggage belt info & more. Allows travellers to **track flight progress live**, directly from their mobile home screen.

India's Leading OTA For The Next Billion Users¹

India's 2nd Largest OTA²

"One-stop" Multi-Brand Travel Ecosystem

1³



2³



TOP 5



Fastest Growing³

Note: 1. Highest Monthly Active Users for mobile apps across all key OTAs as of September 30, 2023 (Source: F&S Report) 2. In terms of consolidated revenue from operations in FY23 (Source: F&S Report) 3. Source: F&S Report

India's Fastest Growing OTA¹

79.74 Mn

MAU²

2400 +

Towns²

94.23%

Deep penetration
in Tier II / III³

26.45 Mn

Passenger segments
Booked ²

Loyal & Organic Customer Base

AI & Technology Led Operations



Proprietary Data & AI Based
Platform With Crowd Sourced
Utility Features

86.51%

Customer Service Queries
handled by TARA / AI Chatbot ²

29.63%

Ancillary Attachment Rate For
Value-Added Services²



Products, Customer Service &
Marketing In Multiple Languages

Highest Revenue Per Employee Amongst OTAs⁴

Note: 1. Basis Revenue from Operations CAGR from FY20 to FY23 2. As of Q1 FY 25 3. % of transactions booked through ixigo's OTA platforms where either an origin or destination was a non-Tier I city (non-Tier I transactions) as of 30th June 2024. 4. Basis FY24 Revenue from Operations

Management Commentary - Q1 FY25



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

“We are pleased to report continued momentum in our growth and earnings in Q1 FY25, with an all-time high GTV, Revenue from Operations, Contribution Margin & Adjusted EBITDA for the seasonally high quarter. We continue to expand rapidly and improve our market share and at the same time we have been able to improve our profitability. We also believe the government initiatives on infrastructure, capacity creation and spiritual tourism are set to benefit our sector.”



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



Mr. Saurabh Devendra Singh
Group Chief Financial Officer

“Our financial results for Q1 FY25 are a testament to our disciplined approach of balancing growth and profitability. We remain committed to growing responsibly and balancing profitability with growth given we will continue investing into initiatives that help us in the long term.”

Established Consumer
Travel Brands Built With
User-first Approach

8th

Most Downloaded
Travel & Navigation
App Globally¹



Q1 FY25 Customer & Operating Metrics

Customer Metrics



592.17 Mn
Lifetime Downloads



242.58 Mn
Lifetime Registered Users



35.66 Mn
Lifetime Transacted Users

Operating Metrics



29,881.49 Mn
GTV



1,818.78 Mn
Operating Revenue



2.78 Mn
Monthly Transacting Users

Note: All numbers are for quarter ended/as of 30th June 2024.

The ixigo Flywheel



Artificial Intelligence & Technology Driven Operations

Technology Forms The Basis For Our Operating Leverage

Your personal flight assistant, with
near pilot-grade flight tracking



TARA

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



AI Revenue Optimisation

Dynamic & personalized loyalty
points and discounts



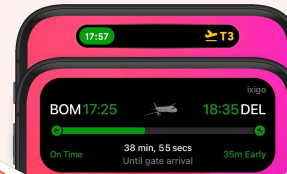
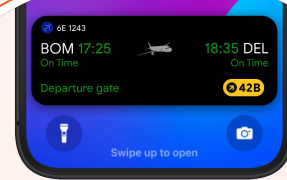
ixigo Assured & Assured Flex

Offers fully refundable / reschedule
ticket to users
with AI-driven pricing



Automatic Trip Management

Deep integration with Apple &
Google Wallet to save boarding passes
and track trips



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



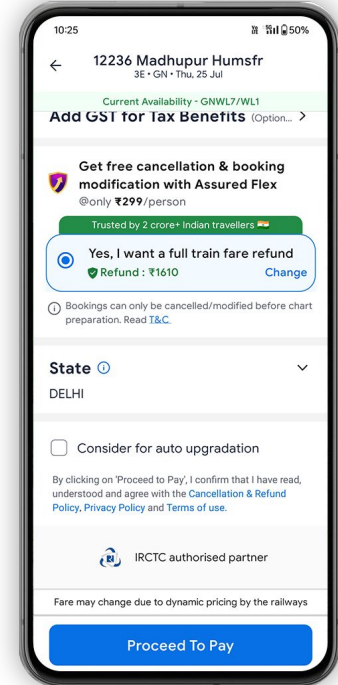
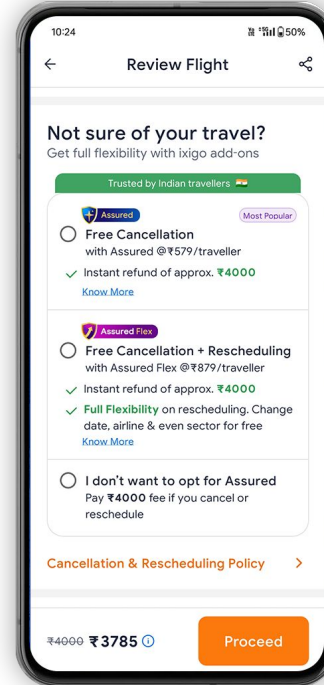
No Question Asked
Full Refunds



Fully Flexible and
Freely Reschedulable



Upto 150%
Assured Refund³



Note: 1. Q1FY25 2. Defined as Value-Added Services sold as a percentage of all bookings sold
3. For bus cancellation, delay, bad quality of service or cancellation by the customer

29.63%¹ Ancillary Attachment Rate²

Leveraging Data Science & AI To Create Value Added Services



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

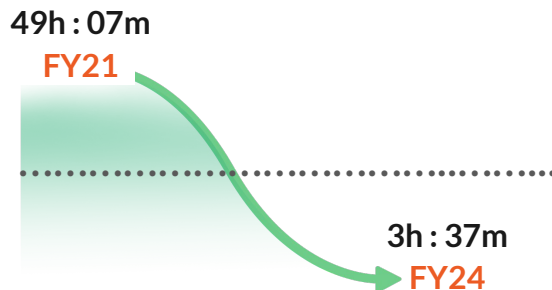
- Seat Selection
- In Flight Meals
- Visa Processing
- Travel Insurance
- Cab Rental Services

Endeavor To Provide Best Customer Experience

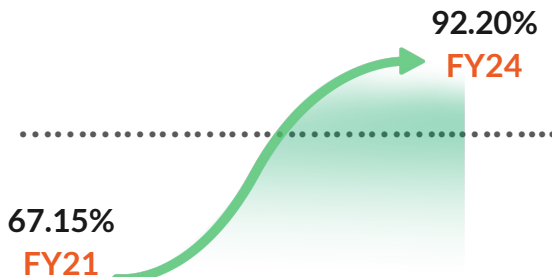
Providing Prompt Personalized Assistance Before, During & After the Trip



Average
Refund Time¹



Calls Answered
Within 2
Minutes³



Q1 FY25
Monthly
Screen Views²
3,678.40 Mn

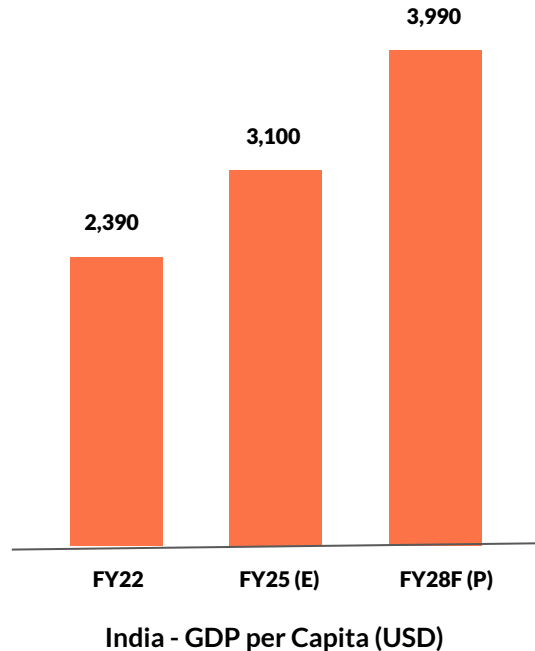


Q1 FY25
% queries solved
by AI chatbot⁴
86.51%

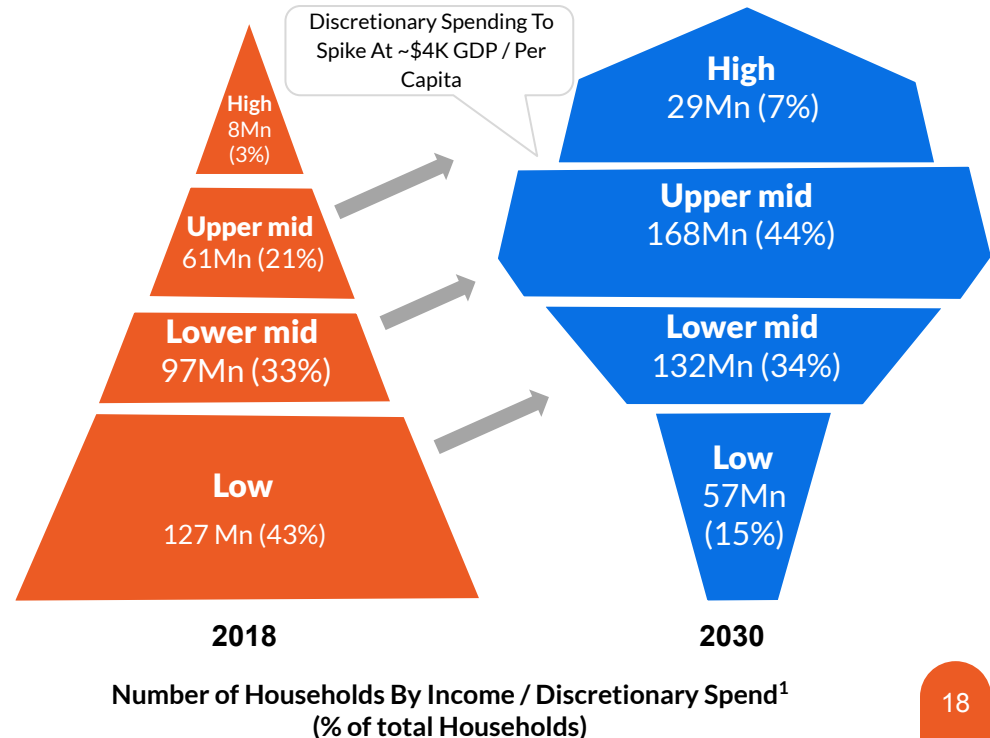
Note: 1. Refund time includes cancellation processing time 2. Total number of mobile app screen views or website page views in a given period divided by the number of months in that period
3. Calls (or callbacks requested) to our call center 4. All queries which were resolved by chatbot without any human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

India Macroeconomic Outlook

India is one of the fastest growing major economies in the world



Rising Per Capita Incomes will shift the Income Pyramid



Source: F&S Report

1. Discretionary spending, defined as spending on transport, recreation, and miscellaneous goods in a household (Source: F&S Report)

Rapid GDP Growth Driving Discretionary Spend & Travel Demand

Discretionary¹ Spending Expected To Grow At YoY Growth Of 9.2% In FY24 & 8.6% In FY25

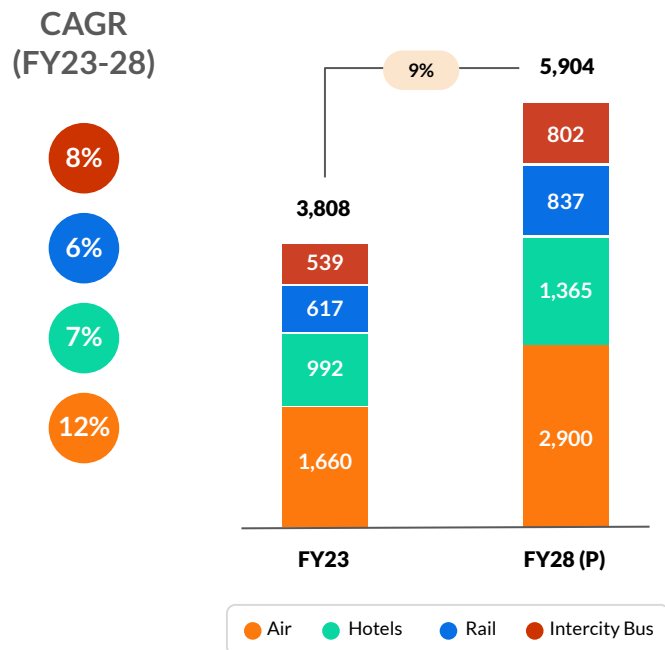
India is a growing source of outbound spending. Indians spent \$17 billion in overseas travel in FY24, an increase of 24.5% from FY23.

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

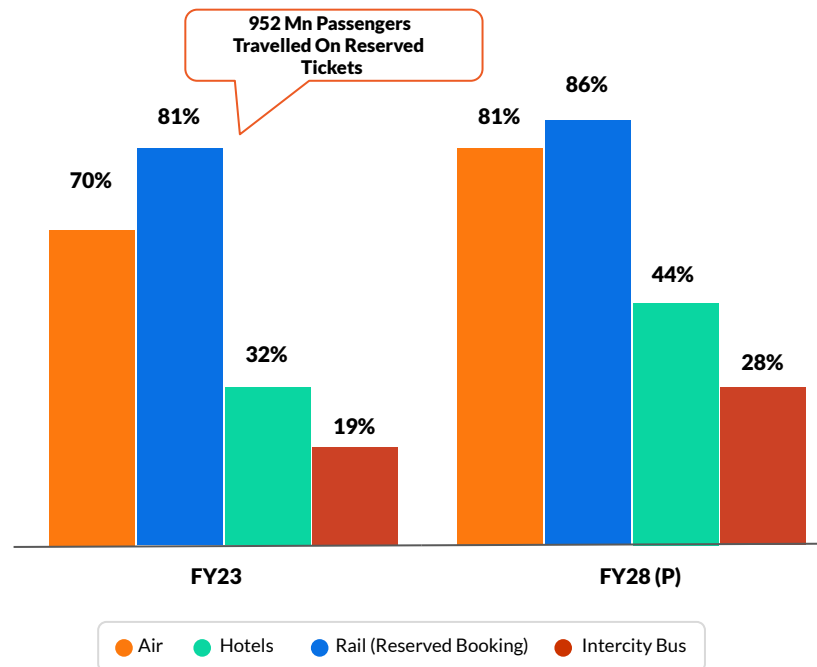
With the growing middle-class driving travel spending, India is set to become the world's fourth-largest domestic travel market by 2030.

Robust Growth Expected in Indian Travel & Tourism Market

Indian Tourism & Transportation Size (INR Bn)



Growth In Online Penetration Across Different Segments

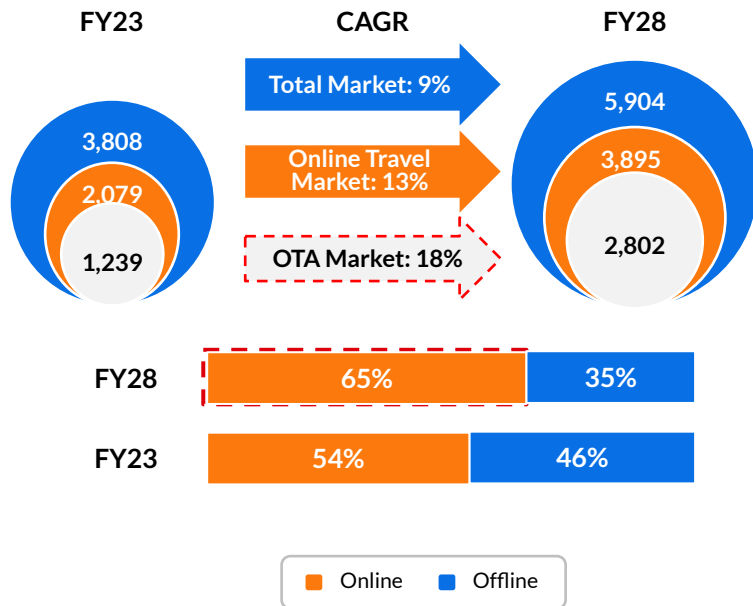


OTAs driving faster growth in Online Travel

Indian OTA Market Outpacing the Overall Travel and Online Markets

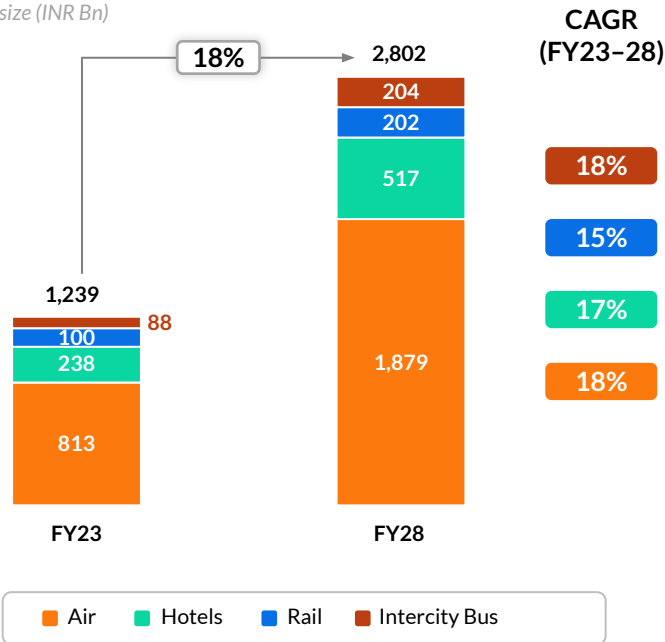
Indian Travel Market By Booking Mode

Market size (INR Bn)



Indian OTA Market

Market size (INR Bn)



Government Focus on Infrastructure Investments

Facilitating Policies in Air, Road, Rail Transportation & Spiritual Tourism



₹2,780 Bn

Allocated
To Ministry of Roads
In FY25

50,000

Villages to be connected
by road under PM Gram
Sadak Yojana-IV

72,000+

Long Range Intercity Buses



₹2,622 Bn

Capex Allocated
To Railways In FY25

3

Major Railway economic
Corridors under PM Gati
Shakti initiative

40,000 +

Coaches to be upgraded
to Vande Bharat
standards



3rd Largest

Aviation Market
by FY30

450 Mn

Air Passengers
by 2030

150

New Airports in Tier 2, 3
Cities in next 20 years



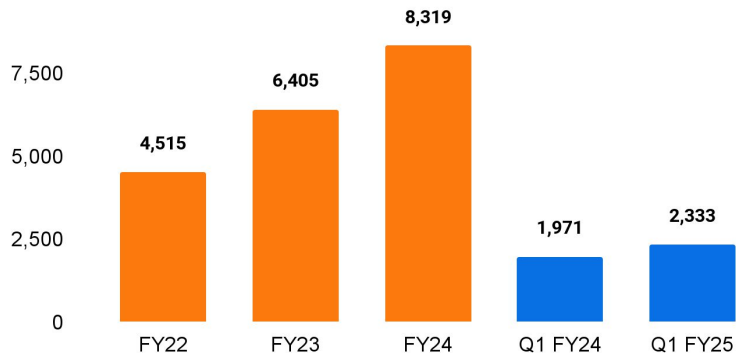
Budget Boost to Spiritual Tourism

New Corridor development
announced for Vishnupad
Temple and Mahabodhi
Temple at Bodh Gaya

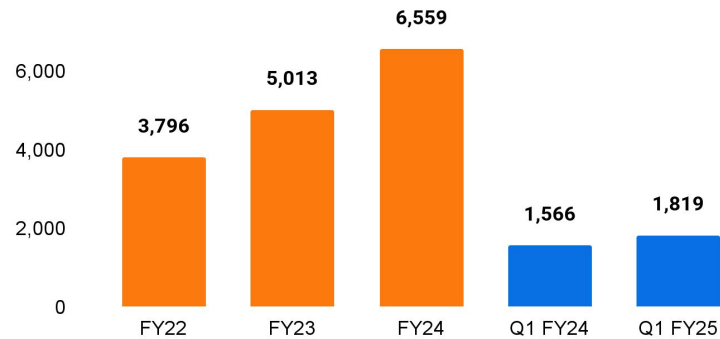
Nalanda, Rajgir & Odisha
initiatives: To be elevated
as key religious and
wellness tourism
destinations

Financial Highlights

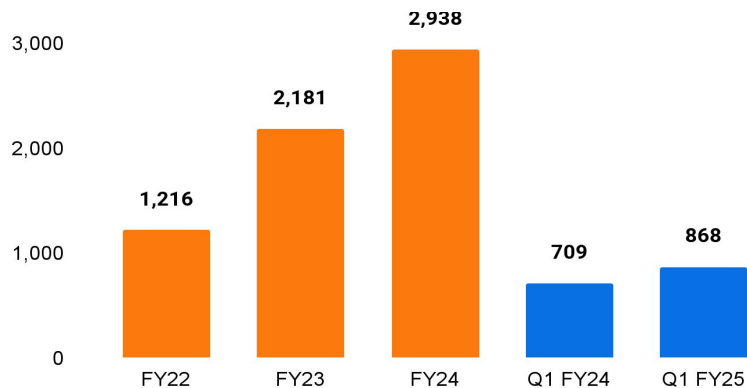
Gross Revenue (INR Mn)



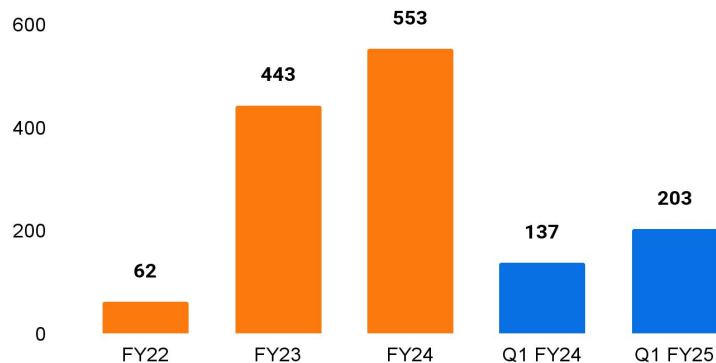
Revenue from Operations (INR Mn)



Contribution Margin (INR Mn)



Adjusted EBITDA (INR Mn)



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



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 ConfirmTkt mobile apps in the relevant period

Diversified Business Model With Significant Operating Leverage

**Q1FY25
vs Q1FY24**

Multiple revenue streams

**GTV¹
(INR Mn)**

Gross Take Rate²

**Revenue From
Operations (INR Mn)**

**Contribution
Margin (INR Mn)**

**Train
Ticketing**

- Agent service charges
- Payment gateway charges
- ixigo Assured/Free cancellation fees
- Advertising income

15,791.67



12,381.86

6.19%

1,004.56



886.44

360.17



322.62

**Flight
Ticketing**

- Airline commissions
- Convenience fees
- ixigo Assured and Flex fees
- Ancillaries and advertising income

10,213.96



7,965.03

7.62%

415.13



301.47

213.14



135.12

**Bus
Ticketing**

- Convenience fees
- Bus operator commissions
- Abhi Assured fees
- SaaS and advertising income

3,763.91



3,245.09

11.09%

396.39



359.97

294.41



235.54

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.

Consolidated Summary Statement of Profit & Loss

INR Million, unless otherwise stated	FY22	FY23	FY24	Q1 FY24	Q1 FY25
Revenue from Operations	3,795.80	5,012.50	6,558.73	1,565.57	1,818.78
Other Income	53.61	163.23	92.17	18.53	24.02
Total Income	3,849.41	5,175.73	6,650.90	1,584.10	1,842.80
Expenses					
Employee benefits expense	951.60	1,262.61	1,410.20	353.26	379.66
Finance costs	28.03	9.49	28.86	5.30	5.87
Depreciation and amortization expense	78.43	108.15	129.24	29.93	23.48
Other expenses	2,967.35	3,462.67	4,710.10	1,112.44	1,271.12
Total Expenses	4,025.41	4,842.92	6,278.40	1,500.93	1,680.13
Profit / (loss) before share of loss of an associate, exceptional items and tax	(176.00)	332.81	372.50	83.17	162.67
Share of loss of an associate, net of tax	0.00	0.00	(59.07)	0.00	(20.10)
Profit / (loss) before exceptional items and tax	(176.00)	332.81	313.43	83.17	142.57
Exceptional Items	0.00	(126.07)	297.21	0.00	37.71
Profit / (loss) before tax	(176.00)	206.74	610.64	83.17	180.28
Tax expense/ (income):					
Current tax	55.40	76.77	1.25	0.00	0.23
Deferred tax credit	(20.46)	(103.99)	(121.21)	(0.46)	31.49
Total tax expense/ (income)	34.94	(27.22)	(119.96)	(0.46)	31.72
Profit / (loss) for the period/year	(210.94)	233.96	730.60	83.63	148.56

Financial Summary - Segments to Contribution Margin

INR Million unless otherwise specified	FY22	FY23	FY24	Q1FY24	Q1FY25
Flight Passenger Segments	4.22	3.26	5.77	1.35	1.57
Flight GTV	22,562.29	20,154.88	35,269.99	7,965.03	10,213.96
Flight Gross Take Rate	8.85%	11.02%	8.17%	7.93%	7.62%
Flight Segmental Revenue	1,328.20	1,020.33	1,463.96	301.47	415.13
Flight Segmental Results (Contribution Margin)	423.30	561.84	709.79	135.12	213.14
Train Passenger Segments	61.80	68.97	77.38	18.01	21.04
Train GTV	30,201.90	44,715.27	55,685.30	12,381.86	15,791.67
Train Gross Take Rate	6.37%	6.37%	6.46%	6.84%	6.19%
Train Segmental Revenue	2,168.20	2,977.99	3,703.70	886.44	1,004.56
Train Segmental Results (Contribution Margin)	585.75	961.17	1,293.83	322.62	360.17
Bus Passenger Segments	4.27	10.51	12.41	3.40	3.84
Bus GTV	3388.30	9654.15	11748.11	3245.09	3763.91
Bus Gross Take Rate	10.32%	10.32%	11.05%	11.15%	11.09%
Bus Segmental Revenue	287.50	974.05	1,317.79	359.97	396.39
Bus Segmental Results (Contribution Margin)	195.36	617.65	870.50	235.54	294.41
Other Segmental Results (Contribution Margin)	12.00	40.12	64.36	16.09	0.60
Total Contribution Margin	1,216.41	2,180.78	2,938.48	709.37	868.32

Financial Summary - Contribution Margin to EBITDA

INR Million unless otherwise specified	FY22	FY23	FY24	Q1FY24	Q1FY25
Total Contribution Margin	1,216.41	2,180.78	2,938.48	709.37	868.32
Employee Benefits Expenses	951.60	1,262.61	1,410.20	353.26	379.66
Technology and Related Costs	156.49	223.02	285.77	67.83	83.80
Advertising & Branding	84.24	214.29	551.98	130.81	167.91
Others (G&A, Outsourcing and Misc. Expenses)	147.23	193.64	252.10	57.60	68.95
EBITDA	(69.54)	450.45	530.60	118.40	192.02
+ ESOP Expense	185.15	156.23	114.68	37.59	34.99
- Other Income	53.61	163.23	92.17	18.53	24.02
Adjusted EBITDA	62.00	443.45	553.12	137.46	202.99

Q1 FY25 (YoY Growth)



₹29,881.49
Million

GTV

27% ↑



₹1,818.78
Million

**REVENUE FROM
OPERATIONS**

16% ↑



₹868.32
Million

**CONTRIBUTION
MARGIN**

22% ↑



₹202.99
Million

**ADJUSTED
EBITDA**

48% ↑



₹148.56
Million

PAT

78% ↑

Key Performance Indicators	Units	FY22	FY23	FY24	Q1FY24	Q1FY25
Monthly Active Users	Million	44.20	62.83	76.78	76.83	79.74
Gross Transaction Value	INR Million	56152.49	74524.30	102825.49	23591.98	29881.49
Revenue from Operations	INR Million	3795.80	5012.50	6558.73	1565.57	1818.78
Gross Revenue	INR Million	4515.12	6405.47	8318.58	1970.50	2333.18
EBITDA	INR Million	-69.54	450.45	530.60	118.40	192.02
EBITDA %	%	-1.81%	8.70%	7.98%	7.47%	10.42%

Experienced Key Managerial Personnel



Mr. Alope Bajpai ★

*Chairman, Managing Director
& Group Chief Executive Officer*

- Ex- Amadeus
- MBA, INSEAD
- B.Tech, Electrical Engineering, IIT Kanpur



Mr. Rajnish Kumar ★

Director & Group Co-Chief Executive Officer

- Ex- Amadeus
- B.Tech, Computer Science, IIT Kanpur



Mr. Saurabh Devendra Singh

Group Chief Financial Officer

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



Mr. Dinesh Kumar Kotha

*Chief Executive Officer, ixigo Trains &
ConfirmTkt*

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



Mr. Sripad Vaidya

*Chief Operating Officer, ixigo Trains &
ConfirmTkt*

- Co-founder, ConfirmTkt
- B. Tech, Computer Science & Engineering from Sastra University



Mr. Suresh 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,

Seasoned 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

Becoming a One Stop Travel Solution Provider

Continue To Deepen Penetration & Enhance Our Offerings For The 'NBUs'

Engage Existing Users To Return To Book

Increase Volume Of Transactions & Frequency Of Engagement

Acquire New Users & Build "Top Of Mind" Awareness

Investments in Online & Offline brand building & branded distribution deals

Introduce Newer Offerings

Add more ancillaries / value added services and pursue B2B / corporate growth avenues



Improve Operating Leverage Through Investment In Deep Tech & AI

Enhance TARA chatbot to understand local languages & voice-based interactions

Offer New Embedded Value Added Services

Automate Operations Through Tech Investments

Continue To Develop In-house Models Through The Use Of AI

Increase Monetization Through Cross-selling And Up-selling

Conference Call Details

Le Travenues Technology Limited (NSE: IXIGO, BSE: 544192) will host a conference call for analysts and investors on Thursday, 01 st August 2024, at 5:30pm (IST) following the announcement of financial results for the Quarter and Fiscal Year 2024

Details of Conference call

Date	Thursday, August 1, 2024
Time	05:30 PM IST 08:00 PM HK/SG 08:00 AM US (EDT)
Estimated Duration	1 Hour
Registration Link	https://bit.ly/3SiAIU5

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
Lifetime Transacted Users	Lifetime Transacted Users refers to the number of unique transacting users identified by user's mobile number and/or email address, that have made at least one booking through us in the lifetime of our company on the OTA model, cumulated across ixigo, ConfirmTkt and AbhiBus website and apps
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 total income
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 of 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

For Additional Information please contact:
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