



ixigo

# Enabling Meaningful Journeys for The Next Billion Users

Investor Presentation **Q3 FY25**



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# Safe Harbour

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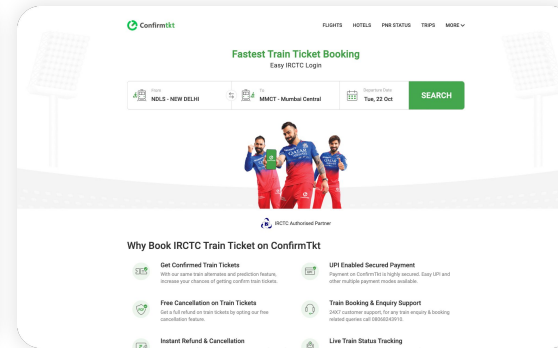
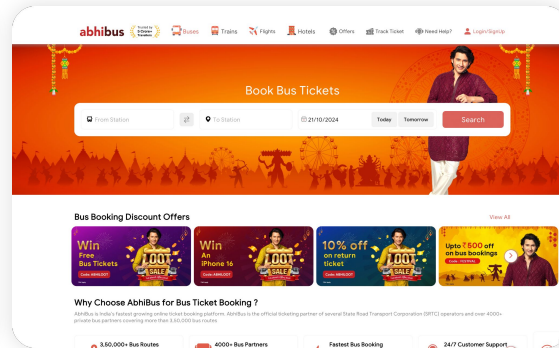
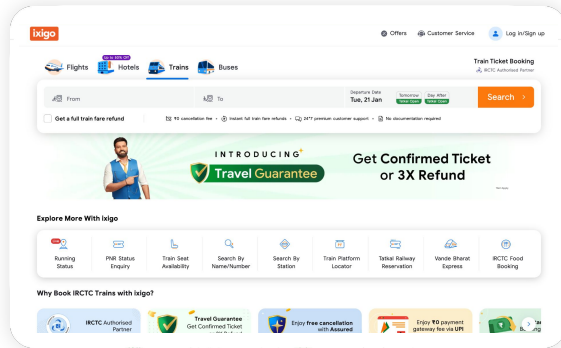


## Vision

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 Users<sup>1</sup>



Assisting travellers in making smarter travel  
decisions by leveraging artificial intelligence



Empowering travellers to plan, book, & manage trips  
across trains, flights, buses & hotels, assisting them  
before, during, and after the journey



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

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

Largest OTA by Users, Fastest Growing<sup>2</sup> & 2nd Largest OTA by GTV<sup>2</sup>

1<sup>3</sup>



2<sup>3</sup>



TOP 4



Fastest  
Growing<sup>2</sup>

“One-stop” Multi-Brand Travel Ecosystem

Note: 1. Highest Monthly Active Users for mobile apps across all key OTAs as of September 30, 2023 (Source: F&S Report) | 2. Based on GTV for the quarter ended 30th Sep 2024 for the listed peers | 3. Source: F&S Report dated December 2023 (Updated May 2024)

## India's Fastest Growing OTA<sup>1</sup>

**86.59 Mn**

MAU<sup>2</sup>

**2400 +**

Towns<sup>2</sup>

**93.71 %**

Deep penetration  
in Tier II / III<sup>2</sup>

**31.48 Mn**

Passenger segments  
Booked<sup>2</sup>

**Loyal & Organic Customer Base**

## AI & Technology Led Operations



Proprietary Data & AI Based  
Platform With Crowd Sourced  
Utility Features

**92.13 %**

Customer Service Queries  
handled by TARA / AI Chatbot<sup>2</sup>

**29.85 %**

Ancillary Attachment Rate For  
Value-Added Services<sup>2</sup>

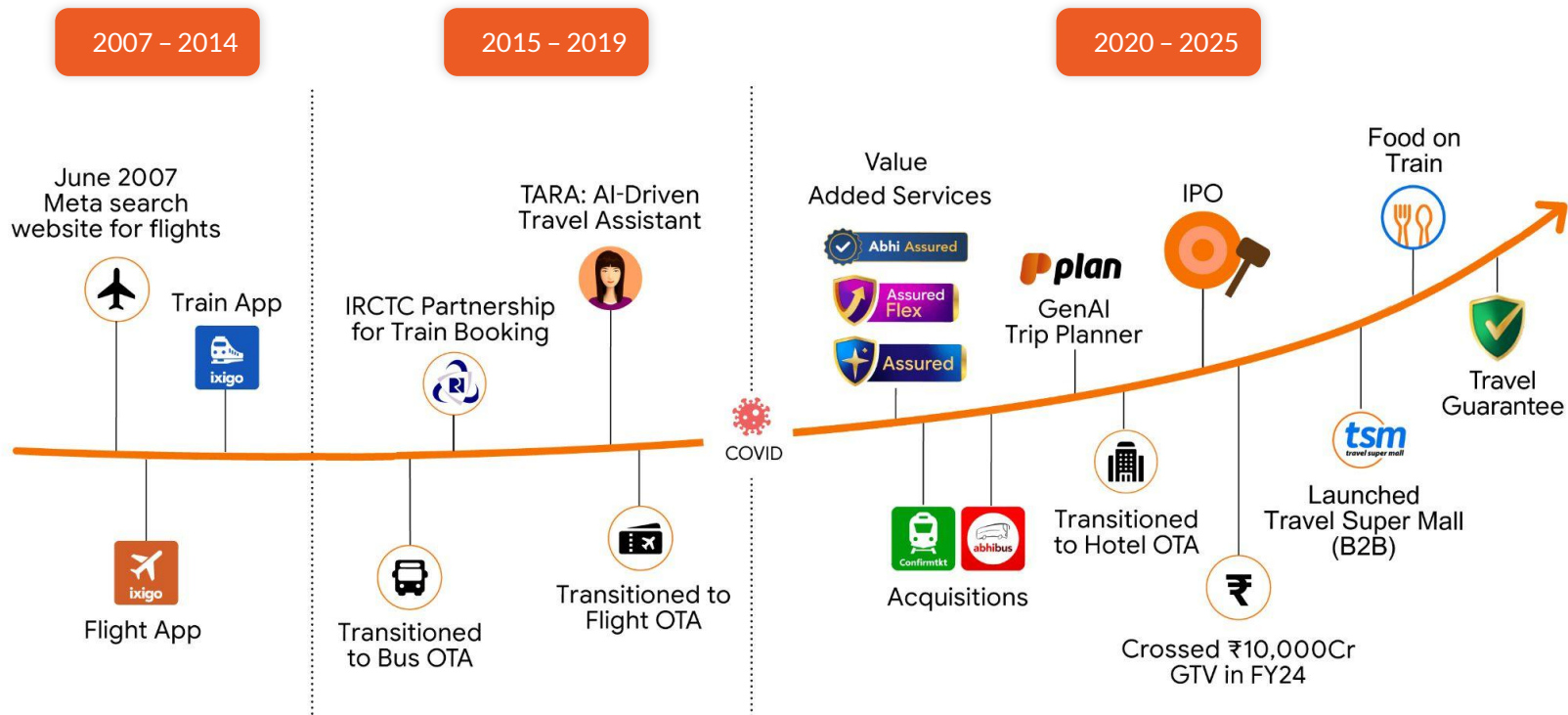


Products, Customer Service &  
Marketing In Multiple Languages

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

Note: 1. Based on YoY GTV growth for the quarter ended 30th Sep '24 for the listed peers | 2. As of/for the quarter ended 31st Dec '24 | 3. Based on FY24 Revenue from Operations

# Evolved From a Travel Utility Platform to Become India's 2nd Largest OTA<sup>1</sup>



1. Basis GTV for the quarter ended 30th Sep 2024 for the listed peers



# Travel Guarantee



Upto **3X refund** on unconfirmed waitlisted train tickets

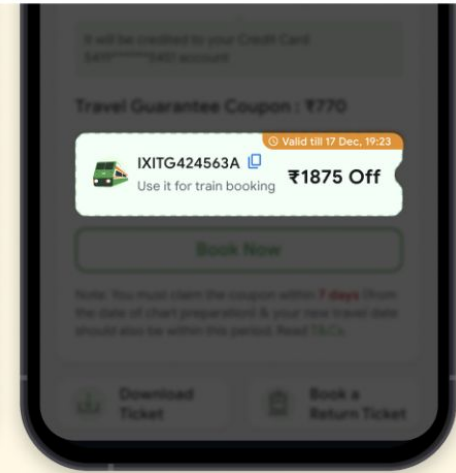
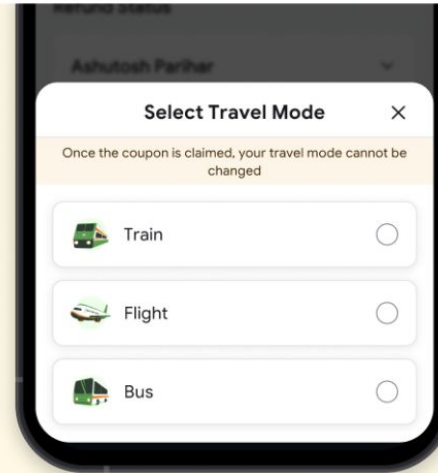
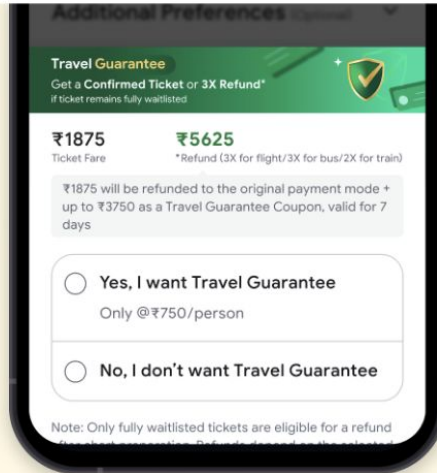
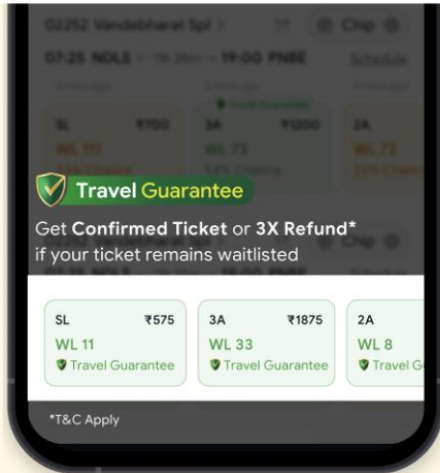


**1X** fare refund credited to the original payment mode

+

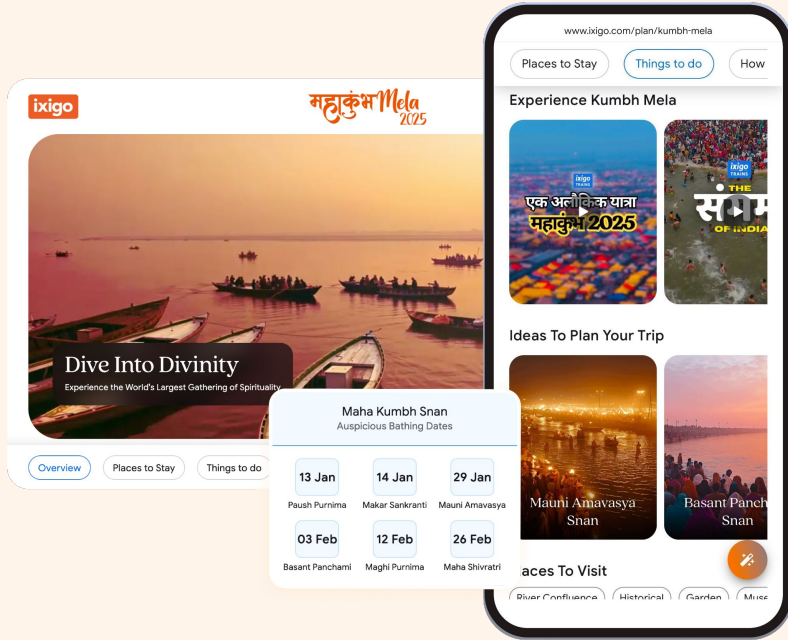


**2X** refunded as a Travel Guarantee Coupon for flight / bus bookings or **1X** for train bookings



\*T&C Apply.

# The Ultimate Guide: Maha Kumbh 2025



Plan a trip to Kumbh effortlessly with tailored itineraries, snan dates, rituals, and logistics. Book hotels, tents, flights, trains, and buses - all in one place for a seamless experience.

# Rohit Sharma Joins the ixigo Trains Brandwagon



Rohit Sharma, Indian cricket icon, joins as brand ambassador, amplifying ixigo's reach. The 360° campaign highlights smart features, making train travel seamless for millions.

# Management Commentary - Q3 FY25



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

“Q3 FY25 has been our best quarter ever! We hit new all-time high records for MAU, GTV, Revenue from Operations as well as EBITDA this quarter. For 9M FY25 vs 9M FY24 we have doubled our EBITDA from Rs.34 Crores to Rs.68 Crores while gaining market share in all our lines of business. With continued investments in new areas including hotels and AI-based agentic tools, we remain optimistic about our ability to grow faster than the overall OTA market in the mid-term.”



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



**Mr. Saurabh Devendra Singh**  
*Group Chief Financial Officer*

“Q3 FY25 marks both a milestone and a stepping stone for our business. Our GTV growth remains robust at over 48%, and our ability to invest in this growth while maintaining a double-digit Adjusted EBITDA margin of 10%+ is a testament to our prudence.”

# Customer & Operating Metrics

## Customer Metrics

Dec'24



**650.51 Mn**  
Lifetime Downloads



**281.68 Mn**  
Lifetime Registered Users



**40.96 Mn**  
Lifetime Transacted Users

## Operating Metrics

Q3 FY25



**40,363.21 Mn**  
GTV

48% YoY▲



**2,417.61 Mn**  
Operating Revenue

42% YoY▲



**3.47 Mn**  
Monthly Transacting Users

38% YoY▲

# The ixigo Flywheel



# Artificial Intelligence & Technology Driven Operations

Technology Forms The Basis For Our Operating Leverage

3x refund\* on unconfirmed train tickets, enabling last-minute bookings for flights and buses.



## 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 Trip Management

Deep integration with Apple & Google Wallet & near pilot-grade flight tracking with Flight Tracker Pro

## PLAN

Generative AI based trip planner for personalized itineraries



## Price Lock

Lock airfares for upto 2 days. Pay the locked price if fares rise or the lower price if they drop



## Crowd-sourced Info & Utility Features

Running status, PNR predictions, train reviews. Works without internet or GPS



## Intelligent Alternate Travel Recommendations

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



\*T&C Apply

# Leveraging Data Science & AI To Create Value Added Services

## Dynamic AI-based Pricing Model



No Question Asked  
Full Refunds



Fully Flexible and  
Freely Reschedulable



Lock Fare Now,  
Pay Later



Upto 150%  
Assured Refund<sup>2</sup>



3X Refund on Unconfirmed  
Waitlisted Train Tickets<sup>3</sup>

# 29.85 %<sup>1</sup>

## Ancillary Attachment Rate

### Other Value Added Services

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

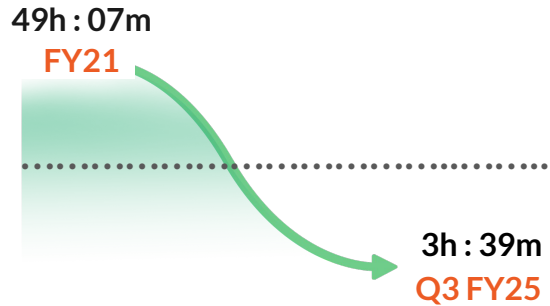
Note: 1. For the quarter ended 31st Dec' 24 | 2. For bus cancellation, delay, bad quality of service or cancellation by the customer | 3. 1x refund to original source + 2x refund as a flight or bus coupon (or 1X refund as a train coupon). Coupon validity: 7 days.

# Endeavor To Provide Best Customer Experience

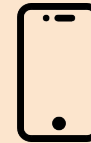
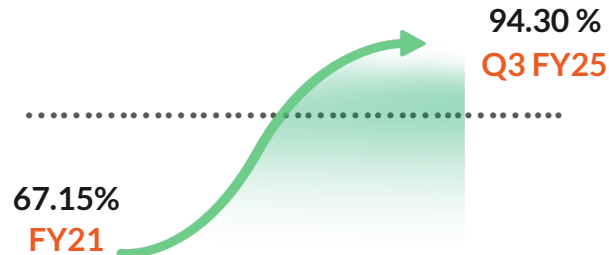
Providing Prompt Personalized Assistance Before, During & After the Trip



Average Refund Time<sup>1</sup>



Calls Answered Within 2 Minutes<sup>2</sup>



Q3 FY25  
Monthly Screen Views  
3,932 Mn



Q3 FY25  
% queries solved by AI chatbot<sup>3</sup>  
92.13 %

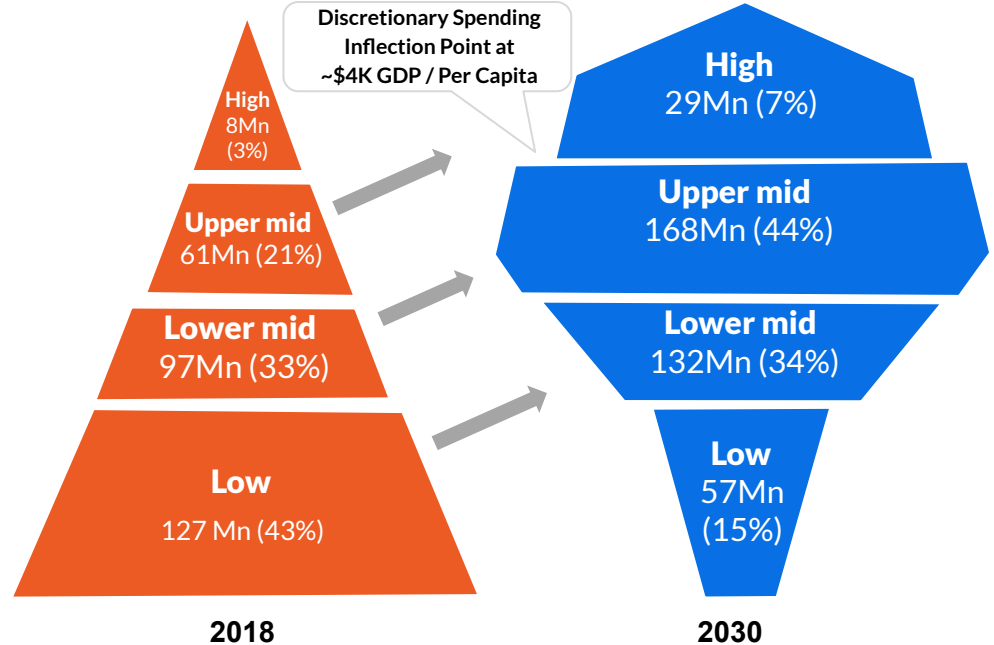
Note: 1. Refund time includes cancellation processing time | 2. Calls (or callbacks requested) to our call center | 3. All queries which were resolved by chatbot without any human intervention divided by the overall queries



# India Macroeconomic Outlook

On Track to Become  
**The Third-Largest  
Global Economy &  
World's 4th Largest  
Domestic Travel  
market by 2030**

Rising Per Capita Incomes Will Shift  
the Income Pyramid



Number of Households By Income / Discretionary Spend<sup>1</sup>  
(% of total Households)

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

# Spiritual Tourism to Global Wanderlust: India's Growing Influence in Travel



Spiritual tourism drives nearly 60% of domestic travel in India, projected to hit \$59B by 2028.

Bookings to spiritual destinations such as Varanasi, Gaya, Shirdi, Puri, Haridwar, Vaishno Devi are up 100-150% YoY in Q3, for ixigo



Visa-free policies spur spontaneous bookings, placing India as Thailand's 3rd largest source market in 2024.

Bookings to Thailand up 97% YoY in Q3, for ixigo



India's outbound spending rose to \$17 billion in FY24, a 24.5% increase from FY23.

International Flight Passenger Segments were up 61% YoY



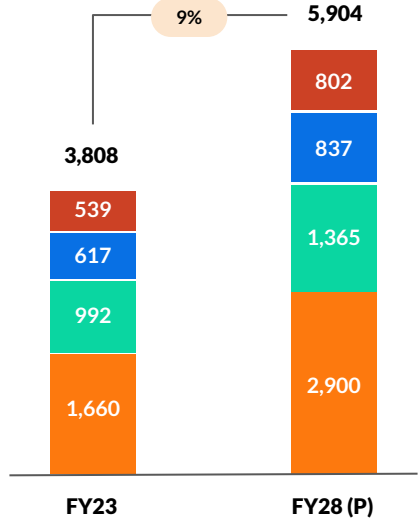
MahaKumbh set to drive momentum for travel in Q4 FY25

Passenger Segments booked towards Prayagraj and adjacent towns up 4.62x YoY in Jan 25  
Flight & Bus searches up 14x YoY in Jan 25

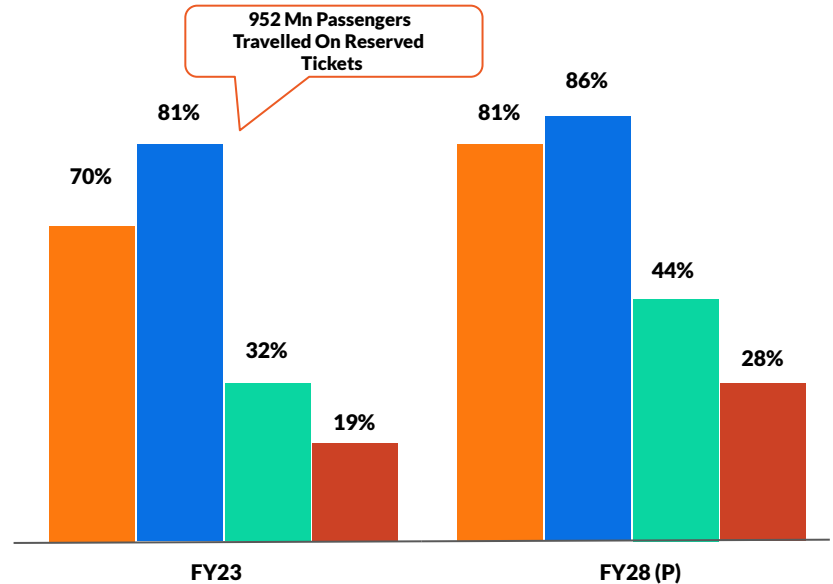
# Robust Growth Expected in Indian Travel & Tourism Market

Indian Tourism & Transportation Size (INR Bn)

CAGR  
(FY23-28)



Growth In Online Penetration Across Different Segments

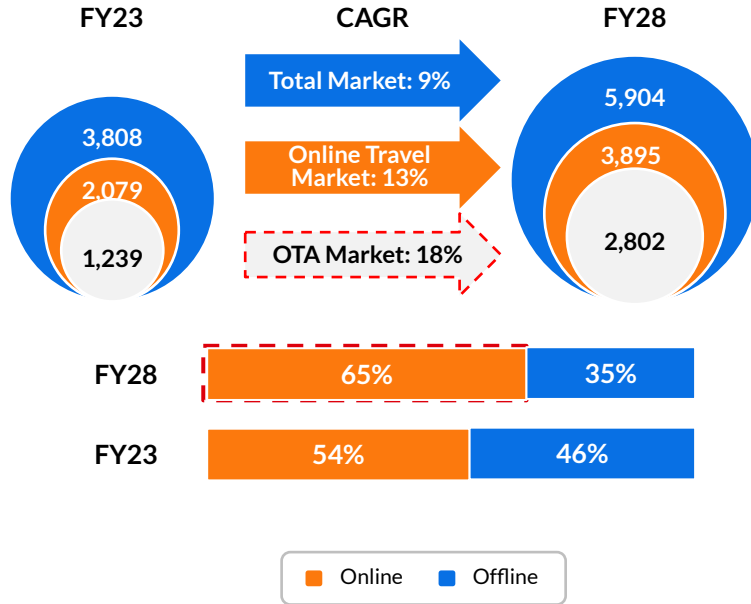


# OTAs driving faster growth in Online Travel

## Indian OTA Market Outpacing the Overall Travel and Online Markets

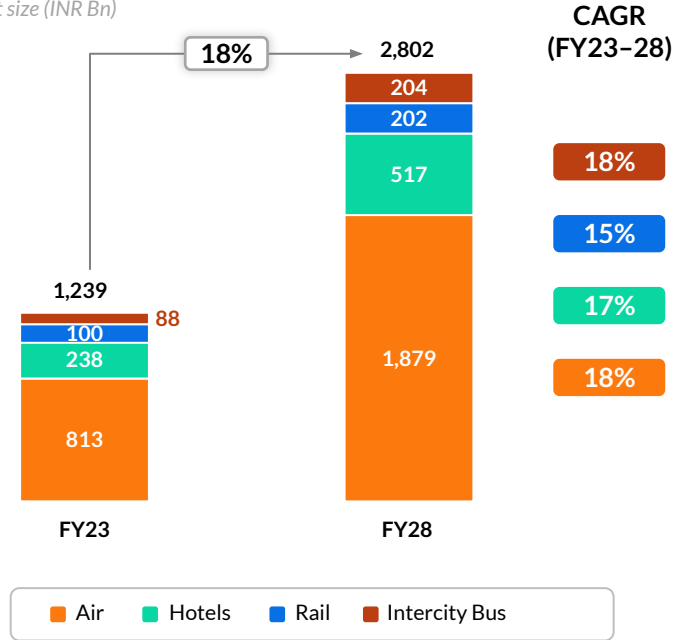
### Indian Travel Market By Booking Mode

Market size (INR Bn)



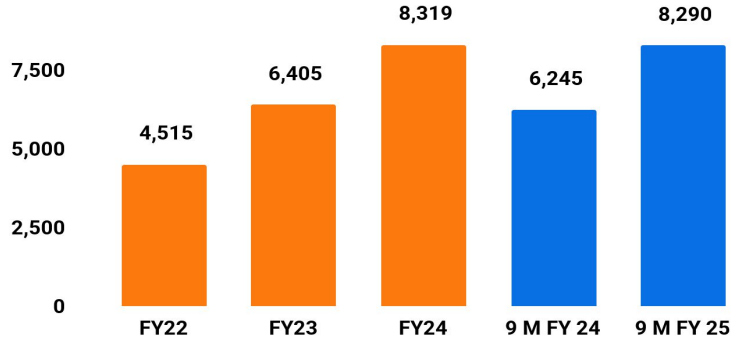
### Indian OTA Market

Market size (INR Bn)

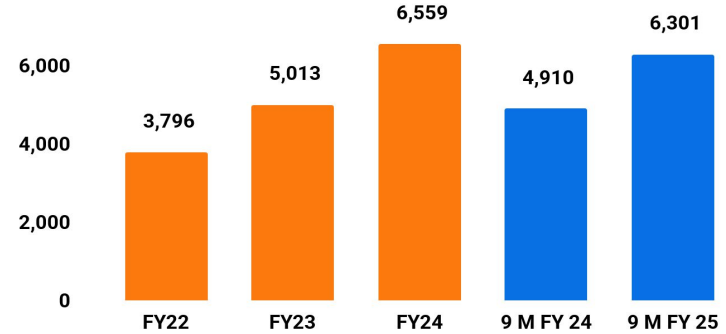


# Financial Highlights

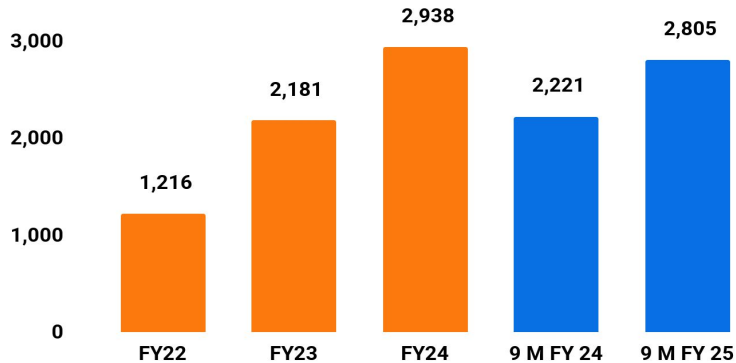
### Gross Revenue (INR Mn)



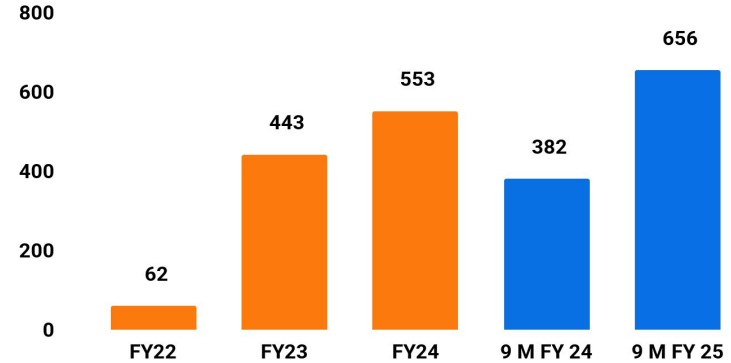
### Revenue from Operations (INR Mn)



### Contribution Margin (INR Mn)

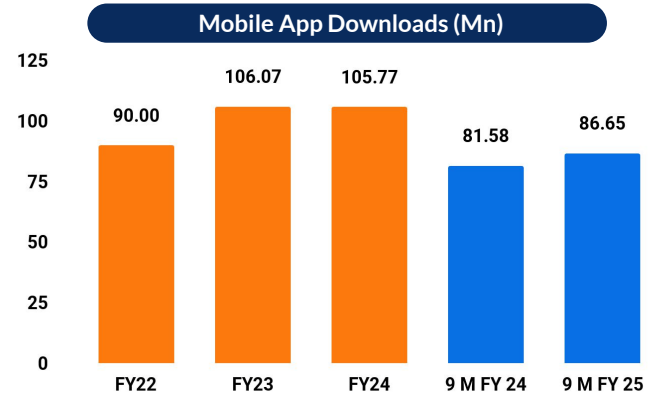
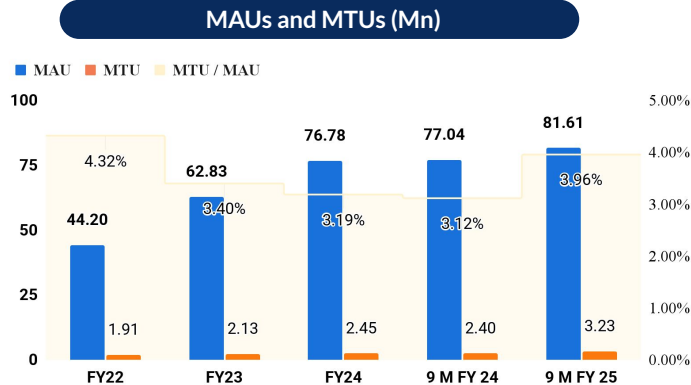
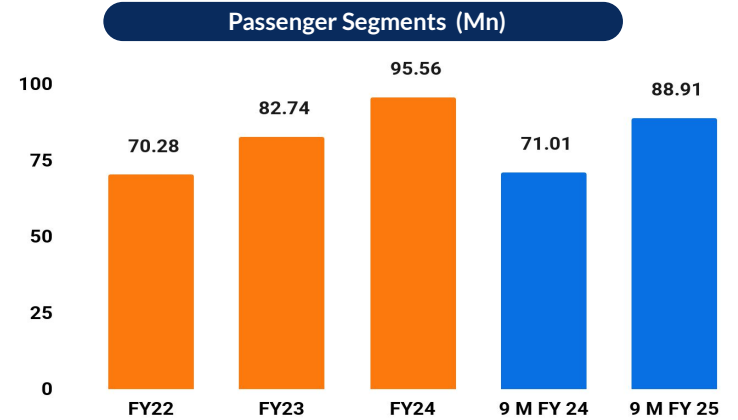
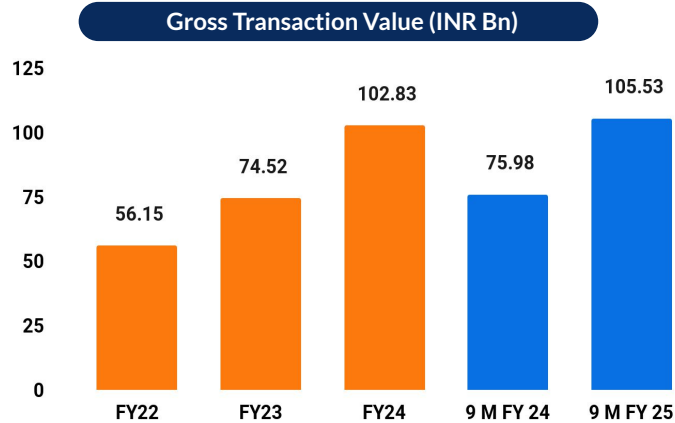


### Adjusted EBITDA (INR Mn)



# Operational Performance Overview

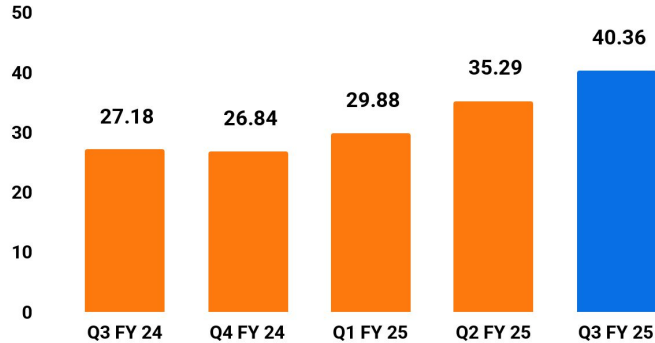
GTV for 9M FY25 > Full Year FY 24



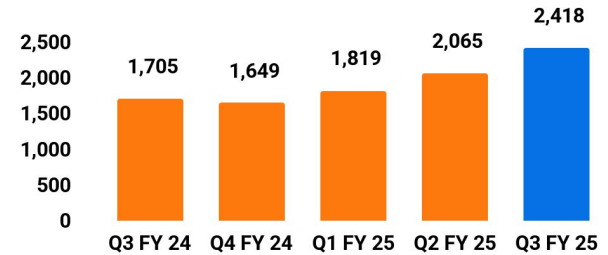
# Delivering Strong Quarterly Trajectory

(Revenue from Operations ▲42% YoY)

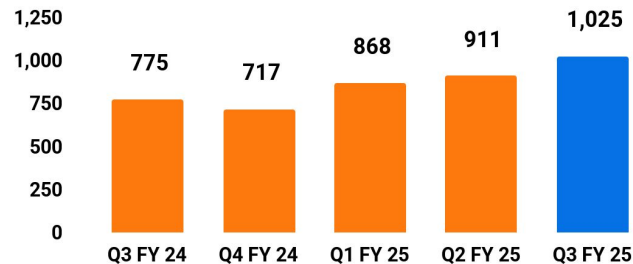
### Gross Transaction Value (INR Bn)



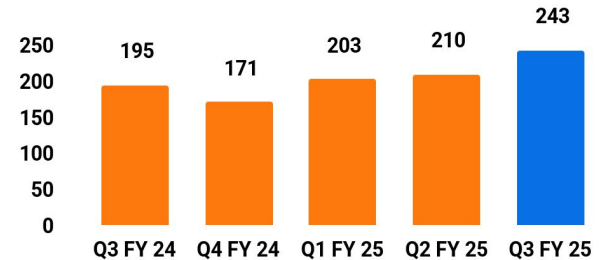
### Revenue from Operations (INR Mn)



### Contribution Margin (INR Mn)







### Adjusted EBITDA (INR Mn)



# Diversified Business Model With Significant Operating Leverage

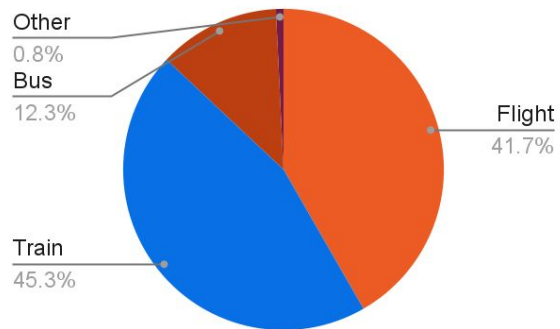
Q3 FY 25 vs.  
Q3 FY 24

	Multiple revenue streams	GTV (INR Mn)	Gross Take Rate	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>Value Added Services</li> <li>Advertising income</li> </ul>	<b>18,282.99</b>  14,394.05 <span>27%</span>	6.40%	<b>1,196.68</b>  950.40 <span>26%</span>	<b>399.17</b>  335.30 <span>19%</span>
<b>Flight Ticketing</b>	<ul style="list-style-type: none"> <li>Airline commissions</li> <li>Convenience fees</li> <li>Value Added Services</li> <li>Ancillaries and Advertising income</li> </ul>	<b>16,826.00</b>  9,710.59 <span>73%</span>	7.62%	<b>685.21</b>  397.75 <span>72%</span>	<b>272.84</b>  192.35 <span>42%</span>
<b>Bus Ticketing</b>	<ul style="list-style-type: none"> <li>Convenience fees</li> <li>Bus operator commissions</li> <li>Value Added Services</li> <li>SaaS and Advertising income</li> </ul>	<b>4,946.08</b>  3,030.53 <span>63%</span>	10.88%	<b>515.35</b>  341.03 <span>51%</span>	<b>342.68</b>  231.77 <span>48%</span>

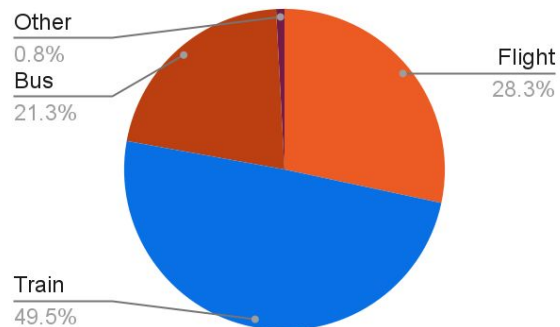


# Diversified & Evolving Business Mix

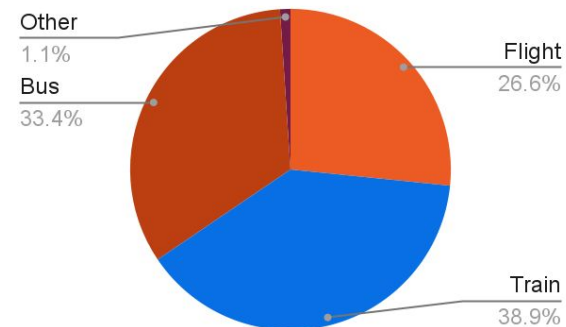
## Gross Transaction Value Mix



## Revenue from Operations Mix



## Contribution Margin Mix



# Consolidated Summary Statement of Profit & Loss

INR Million, unless otherwise stated	FY24	FY23	9 M FY 25	9 M FY 24	Q3 FY 25	Q3 FY 24
Revenue from Operations	6,558.73	5,012.50	6,301.09	4,910.21	2,417.61	1,705.48
Other Income	92.18	163.23	120.78	60.76	52.31	20.43
<b>Total Income</b>	<b>6,650.91</b>	<b>5,175.73</b>	<b>6,421.87</b>	<b>4,970.97</b>	<b>2,469.92</b>	<b>1,725.91</b>
<b>Expenses</b>						
Employee benefits expense	1,410.20	1,262.61	1,172.17	1,064.06	405.96	351.56
Finance costs	28.86	9.49	17.79	23.94	6.17	6.02
Depreciation and amortization expense	129.24	108.15	73.69	103.09	26.36	29.15
Other expenses	4,710.10	3,462.67	4,567.95	3,563.74	1,798.30	1,179.26
<b>Total Expenses</b>	<b>6,278.40</b>	<b>4,842.92</b>	<b>5,831.60</b>	<b>4,754.83</b>	<b>2,236.79</b>	<b>1,565.99</b>
<b>Profit / (loss) before share of loss of an associate, exceptional items and tax</b>	<b>372.51</b>	<b>332.81</b>	<b>590.27</b>	<b>216.14</b>	<b>233.13</b>	<b>159.92</b>
Share of loss of an associate, net of tax	(59.07)	0.00	(57.98)	(28.32)	(18.56)	(20.79)
Profit / (loss) before exceptional items and tax	313.44	332.81	532.29	187.82	214.57	139.13
Exceptional Items	297.21	(126.07)	46.04	297.21	0.00	0.00
<b>Profit / (loss) before tax</b>	<b>610.65</b>	<b>206.74</b>	<b>578.33</b>	<b>485.03</b>	<b>214.57</b>	<b>139.13</b>
<b>Tax expense/ (income):</b>						
Current tax	1.25	76.77	0.64	0.65	0.16	0.65
Deferred tax credit	(121.21)	(103.99)	142.88	(172.74)	59.01	(168.00)
Total tax expense/ (income)	(119.96)	(27.22)	143.52	(172.09)	59.17	(167.35)
<b>Profit / (loss) for the period/year</b>	<b>730.61</b>	<b>233.96</b>	<b>434.81</b>	<b>657.12</b>	<b>155.40</b>	<b>306.48</b>

# Financial Summary - Segments to Contribution Margin

INR Million unless otherwise specified	FY24	FY23	9 M FY 25	9 M FY 24	Q3 FY 25	Q3 FY 24
Flight Passenger Segments	5.77	3.26	6.03	4.38	2.43	1.45
Flight GTV	35,269.99	20,154.88	39,414.79	26,352.85	16,826.00	9,710.59
Flight Gross Take Rate	8.17%	11.02%	7.94%	8.25%	7.62%	7.87%
Flight Segment Revenue	1,463.96	1,020.33	1,658.40	1,091.74	685.21	397.75
<b>Flight Segment Results ( Contribution Margin)</b>	<b>709.79</b>	<b>561.84</b>	<b>758.91</b>	<b>533.41</b>	<b>272.84</b>	<b>192.35</b>
<b>Contribution Margin %</b>	<b>48.48%</b>	<b>55.06%</b>	<b>45.76%</b>	<b>48.86%</b>	<b>39.82%</b>	<b>48.36%</b>
Train Passenger Segments	77.38	68.97	69.85	57.29	24.00	19.84
Train GTV	55,685.30	44,715.27	53,033.33	40,705.37	18,282.99	14,394.05
Train Gross Take Rate	6.46%	6.37%	6.10%	6.57%	6.40%	6.44%
Train Segment Revenue	3,703.70	2,977.99	3,305.57	2,759.84	1,196.68	950.40
<b>Train Segment Results ( Contribution Margin)</b>	<b>1,293.83</b>	<b>961.17</b>	<b>1,135.85</b>	<b>969.32</b>	<b>399.17</b>	<b>335.30</b>
<b>Contribution Margin %</b>	<b>34.93%</b>	<b>32.28%</b>	<b>34.36%</b>	<b>35.12%</b>	<b>33.36%</b>	<b>35.28%</b>
Bus Passenger Segments	12.41	10.51	13.03	9.34	5.05	3.08
Bus GTV	11,748.11	9,654.15	12,486.91	8,871.07	4,946.08	3,030.53
Bus Gross Take Rate	11.05%	10.32%	10.98%	10.99%	10.88%	11.01%
Bus Segment Revenue	1,317.79	974.05	1,310.26	992.72	515.35	341.03
<b>Bus Segment Results ( Contribution Margin)</b>	<b>870.50</b>	<b>617.65</b>	<b>897.01</b>	<b>660.21</b>	<b>342.68</b>	<b>231.77</b>
<b>Contribution Margin %</b>	<b>66.06%</b>	<b>63.41%</b>	<b>68.46%</b>	<b>66.51%</b>	<b>66.49%</b>	<b>67.96%</b>
<b>Other Segment Results ( Contribution Margin)</b>	<b>64.36</b>	<b>40.12</b>	<b>12.85</b>	<b>58.28</b>	<b>10.79</b>	<b>15.73</b>
<b>Total Contribution Margin</b>	<b>2,938.48</b>	<b>2,180.78</b>	<b>2,804.62</b>	<b>2,221.22</b>	<b>1,025.48</b>	<b>775.15</b>

# Financial Summary - Contribution Margin to EBITDA

INR Million unless otherwise specified	FY24	FY23	9 M FY 25	9 M FY 24	Q3 FY 25	Q3 FY 24
<b>Total Contribution Margin</b>	<b>2,938.48</b>	<b>2,180.78</b>	<b>2,804.62</b>	<b>2,221.22</b>	<b>1,025.48</b>	<b>775.15</b>
+ Other Income	92.18	163.23	120.78	60.76	52.31	20.43
- Employee Benefits Expenses	1,410.20	1,262.61	1,172.17	1,064.06	405.96	351.56
- Technology and Related Costs	285.77	223.02	270.15	212.65	105.42	69.01
- Advertising & Branding	551.98	214.29	546.42	464.79	198.33	114.22
- Others ( G&A, Outsourcing and Misc. Expenses)	252.10	193.64	254.91	197.31	102.42	65.70
<b>EBITDA</b>	<b>530.61</b>	<b>450.45</b>	<b>681.75</b>	<b>343.17</b>	<b>265.66</b>	<b>195.09</b>
+ ESOP Expense	114.68	156.23	95.35	99.38	30.02	20.44
- Other Income	92.18	163.23	120.78	60.76	52.31	20.43
<b>Adjusted EBITDA</b>	<b>553.11</b>	<b>443.45</b>	<b>656.32</b>	<b>381.79</b>	<b>243.37</b>	<b>195.10</b>

## Q3 FY25 (YoY Growth)



40,363.21

GTV

48% ▲



2,417.61

Revenue from Operations

42% ▲



1,025.48

Contribution Margin

32% ▲



243.37

Adjusted EBITDA

25% ▲



233.13

PBT\* (ex loss of associate,  
exceptional items & tax)

46% ▲

Key Performance Indicators	Units	FY22	FY23	FY24	9M FY24	9M FY25
Monthly Active Users	Million	44.20	62.83	76.78	77.04	81.61
Gross Transaction Value	INR Million	56,152.49	74,524.30	102,825.49	75,984.22	105,532.10
Revenue from Operations	INR Million	3,795.80	5,012.50	6,558.73	4,910.21	6,301.09
Gross Revenue	INR Million	4,515.12	6,405.47	8,318.58	6,245.14	8,290.23
EBITDA	INR Million	(69.54)	450.45	530.61	343.17	681.75
EBITDA %	%	-2%	9%	8%	7%	11%

\* Profit before share of loss of an associate, exceptional Items and tax

# 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 CBO 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. Mahendra Pratap Mall**  
*Independent Director*

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



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

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



**Mr. Rahul Pandit**  
*Independent Director*

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



**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'

Improve Operating Leverage Through Investment In Deep Tech & AI



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

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 Tuesday, 28th January 2025, at 5:30pm (IST) following the announcement of financial results for Q3 FY25

## Details of Conference call

<b>Date</b>	Tuesday, January 28, 2025
<b>Time</b>	05:30 PM IST 08:00 PM HK/SG 07:00 AM US (EST)
<b>Duration</b>	1 Hour
<b>Registration Link</b>	<a href="https://bit.ly/3PToAC6">https://bit.ly/3PToAC6</a>

# Glossary

<b>Term</b>	<b>Description</b>
<b>Adjusted EBITDA</b>	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.
<b>Adjusted EBITDA Margin</b>	Adjusted EBITDA Margin is defined as Adjusted EBITDA divided by revenue from operations
<b>Annual Active Users</b>	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
<b>Ancillary Attachment Rate</b>	Ancillary Attachment Rate refers to the number of ancillary transactions for ancillaries sold such as ixigo Assured, ixigo Assured Flex, Trip Guarantee, Price Lock, seats, meals, among others, across flights, trains and buses divided by the overall number of transactions
<b>Lifetime Transacted Users</b>	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
<b>Contribution Margin</b>	Contribution Margin is defined as Segment revenue (net ticketing revenue plus other operating revenue) less direct expenses
<b>Contribution Margin (%)</b>	Contribution Margin (%) is defined as Contribution Margin(Segment results) divided by revenue from operations (Segment revenue).
<b>EBITDA %</b>	EBITDA as a percentage of total income

<b>Gross Revenue</b>	Gross revenue represents Revenue from operations plus discounts/customer inducement cost
<b>Gross Take Rate</b>	Gross take rate refers to Gross Ticketing Revenue divided by Gross Transaction Value during the relevant period/ year
<b>Gross Transaction Value (GTV)</b>	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
<b>Mobile app Downloads</b>	Total number of downloads of our ixigo (train), ixigo (flight), Abhibus and ConfirmTkt mobile apps in the relevant period
<b>Monthly Active Users (MAUs)</b>	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
<b>Monthly Screen Views</b>	Total number of mobile app screen views or website page views in a given period divided by the number of months in that period
<b>Monthly Transacting Users (MTUs)</b>	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
<b>Passenger Segments</b>	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.
<b>Tier II/III Penetration</b>	% of transactions booked through ixigo group's OTA platforms where either an origin or destination was a non-Tier I city

The background is a vibrant, golden-yellow illustration of a festival scene. In the center, a large, ornate bridge with multiple arches spans across the frame. A crowd of people is gathered on the bridge and along the banks. A bus is visible on the bridge. The scene is reflected in a body of water in the foreground. The sky is filled with many small birds flying. The overall atmosphere is festive and celebratory.

ixigo

# Thank You

For additional information please contact:

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