

Built on Trust

Powered by AI



Safe Harbour

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Our Business



Flights



Hotels



Trains



Buses

Who We Are

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



Vision

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



What We Stand For



Leading OTA for Next Billion Users
with 544.35 Mn Annual Active Users¹



Assisting travellers in making smarter
travel decisions by leveraging AI



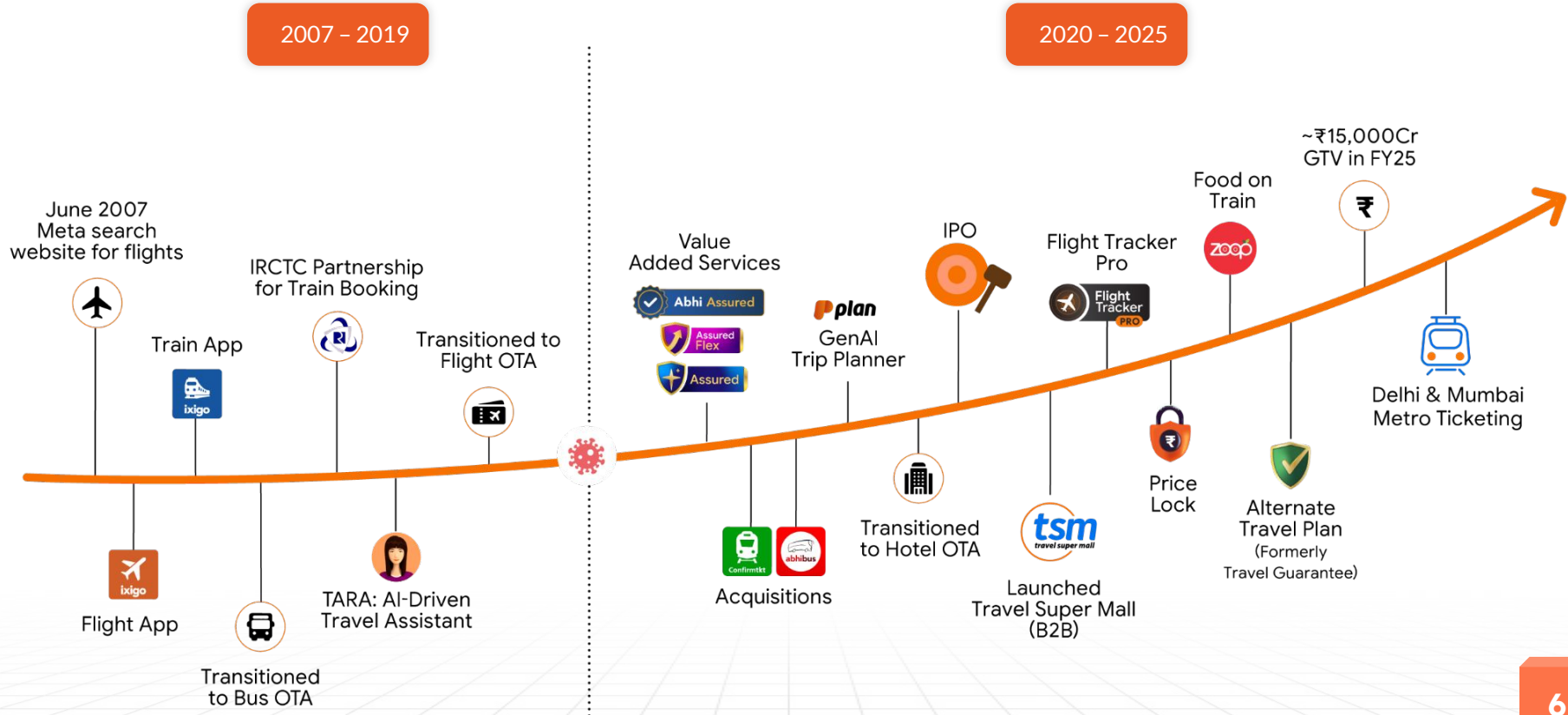
Empowering travellers to plan, book, & manage
trips across trains, flights, buses & hotels,
assisting them before during, & after the journey



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

Note: 1. For year ended 31st March 2025

Our Journey



India's Largest Travel Platform¹



MAU²

82.75 Mn



Towns⁴

2400+

780.06 Mn

Lifetime
Downloads⁴



85.80%

Repeat
Transaction Rate³



Lifetime
Transacted
Users⁴

53.53 Mn



Lifetime
Registered
Users⁴

361.31 Mn

122.95 Mn

Annual
Passenger
Segments
Booked³



93.93 %

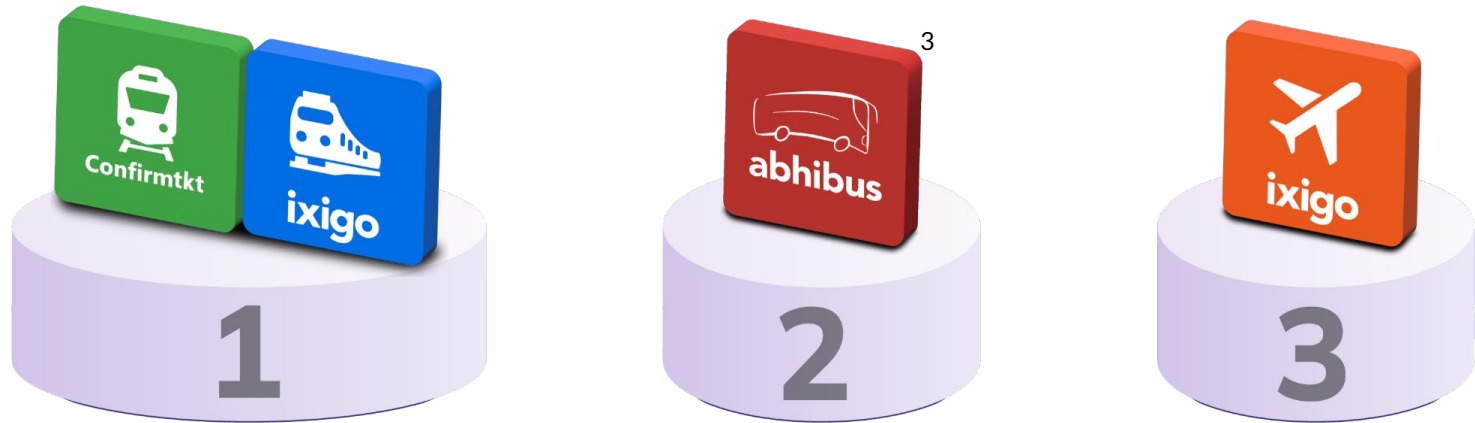
Deep penetration
in Tier II / III²



Note: 1. Basis MAU & Downloads | 2.For 3 months ended 31st Dec 2025| 3. For year ended 31st March 2025| 4. As of 30th Dec 2025

India's Leading OTA For The Next Billion Users¹

Fastest Growing on Revenue² & Gaining Market-Share in All Lines of Businesses



Fastest Growing⁴

“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. Basis Revenue from Operations CAGR from FY20 to FY25 | 3. Source: F&S Report dated December 2023 (Updated May 2024) | 4. Basis GTV and Revenue growth for Flights for the year ended 31st March 2025.

Q3 FY 26 vs Q3 FY 25



49,028.55

GTV

21% ▲



3,175.64

Revenue from
Operations

31% ▲



1,152.76

Contribution
Margin

12% ▲



307.89

Adjusted
EBITDA

27% ▲



381.21

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

64% ▲

Key Performance Indicators	Units	FY23	FY24	FY25	9 M FY 25	9 M FY 26
Monthly Active Users	Million	62.83	76.78	82.02	81.61	82.37
Gross Transaction Value	INR Million	74,524.30	102,825.49	149,715.86	105,532.10	138,950.10
Revenue from Operations	INR Million	5,012.50	6,558.73	9,142.46	6,301.09	9,147.77
Gross Revenue	INR Million	6,405.47	8,318.58	11,913.17	8,290.83	12,128.24
EBITDA	INR Million	450.45	530.61	988.84	681.75	767.67
EBITDA %	%	8.70%	7.98%	10.61%	10.62%	8.14%

* Profit before share of loss of an associate, exceptional Items and tax. All numbers in millions unless indicated otherwise.

Management Commentary - Q3 FY 26



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

“Our Q3 performance demonstrates our continued ability to outpace the market’s growth with improving profitability. We are at a juncture in history where we will be judged not by our performance in any one quarter or any one year, but by how we were able to lead our industry’s AI transformation and demonstrate the results in customer delight with long-term growth and profitability.”



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



Mr. Saurabh Devendra Singh
Group Chief Financial Officer

“I personally like quarters such as Q3 FY26. Disruptions and challenging macro conditions allow us to differentiate and leverage the advantages of our customer-first philosophy as a diversified multimodal platform. Sustainable growth and profitability are derivatives of this playbook.”

Recent Highlights & Announcements



Launched **Airport Cabs**, enabling reliable and cost-effective airport transfers nationwide



AbhiBus launched **ReadyGo**, a dedicated platform for bus operators offering them real-time and actionable operational insights



Partnered with MMRCL, MMOPL, MMMOCL and ONDC to launch **Mumbai Metro ticketing** on the ixigo Trains & ConfirmTkt apps.



Introduced **Armed Forces Fares**, offering discounts on flights for defence personnel (serving and retired) and their dependents.



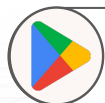
Launched an **industry-first Roadside Assistance** program, offering **alternate travel options** in case of bus breakdowns or incidents.

rapido



ConfirmTkt powers train bookings on **Rapido**, enabling in-app access to authorised train ticketing services.

India's Most Loved Travel Apps



4.8 ★★★★★

↑ 4.8 ★★★★★

4.8 ★★★★★

4.8 ★★★★★

5.7 Mn+ Ratings across apps

Leveraging Data Science & AI: Our “Peace of Mind” Stack

Dynamic AI-based Pricing for Value Added Services



No Question Asked
Full Refunds



Fully Flexible and
Freely Reschedulable



Lock Fare Now,
Pay Later



Upto 150%
Assured Refund²



(Formerly Travel Guarantee)
Upto 3X Refund* on Unconfirmed
Waitlisted Train Tickets

28.79 %¹

Ancillary Attachment Rate

Other Value Added Services

- Food on Trains
- Seat & In-flight Meals
- Visa Rejection Protection
- Visa Processing
- Travel Insurance

Note: 1. For 3 months ended 31st Dec 2025 | 2. For bus cancellation, delay, bad quality of service or cancellation by the customer

*T&C Apply

Artificial Intelligence & Technology Driven Operations

Technology Forms The Basis For Our Operating Leverage



TARA

AI driven personal travel assistant across chat & voice



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



Alternate Travel Plan

Upto 3x refund* on unconfirmed train tickets, enabling last minute bookings for flights & buses



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



Our 3-Pronged AI Strategy



Efficiency

Agentic AI enabled efficiency in the entire software development lifecycle

76.12% voice and 89.90% chats resolved by autonomous AI agents

All teams can automate workflows with our internal no-code agentic AI platform

Annualized Rev / Employee ~2 Cr + & increasing YOY with operating leverage



Revenue

AI optimized dynamic pricing for Value Added Services (Alternate Travel Plan, Assured, Price Lock & more)

AI optimized dynamic discounts

AI driven revenue management and ranking algorithms

AI driven cross-sell and up-sell



Disruption

Predictive, Pre-emptive & Hyper-Personalised Products

Conversational, multi-modal, agentic and omnipresent AI Voice Travel Assistant

AI Trip Planner - PLAN

Inorganic investments in disruptive teams & startups

The ixigo Flywheel



Note: 1. For the year ended 31st March 2025 | 2. As of 31st Dec 2025

Customer First, Always: Navigating Disruptions with Trust

Leading with empathy by leveraging AI to inform and help customers.

Flight disruptions by a leading airline in India in December 2025 caused a **2x surge in customer support reach-outs** and a **5x increase in usage of Flight Tracker Pro**.

- First OTA to proactively **refund full ticket amounts, convenience fees & ixigo Assured fees** for affected bookings.
- Reduced customer anxiety through **timely updates, quick refunds or alternate bookings** with our AI customer experience platform.
- TARA our AI voice and chat agent, guided customers on cancellations, refunds & alternate travel. Over **150,000 calls handled end to end by AI** during this crisis.
- This crisis, and our response to it, led to appx **Rs. 2 Cr** of impact on Q3 EBITDA, but the trust it built for us is priceless.

The ixigo logo is displayed in white text on an orange rectangular background.

We understand how stressful flight disruptions can be. To support inconvenienced passengers in these difficult times, **ixigo will refund FULL Convenience fees and Assured fees** for all our customers whose IndiGo flights are cancelled by the airline between **3rd and 8th Dec 2025**.

Our team is committed to help ixigoers get quick full refunds and help with alternate bookings.

Delivering the Best Customer Experience with AI

Providing Prompt Personalized Assistance Before, During & After the Trip



Average
Refund
Time¹

49h : 07m

FY21

3h : 10m

Q3 FY 26



Calls Answered
Within 2
Minutes²

67.15%

FY21

96.70 %

Q3 FY 26

Q3 FY 26 Customer Queries
handled by AI



3.81 Mn

Q3 FY 26 % Queries
handled by AI



Voice
76.12%



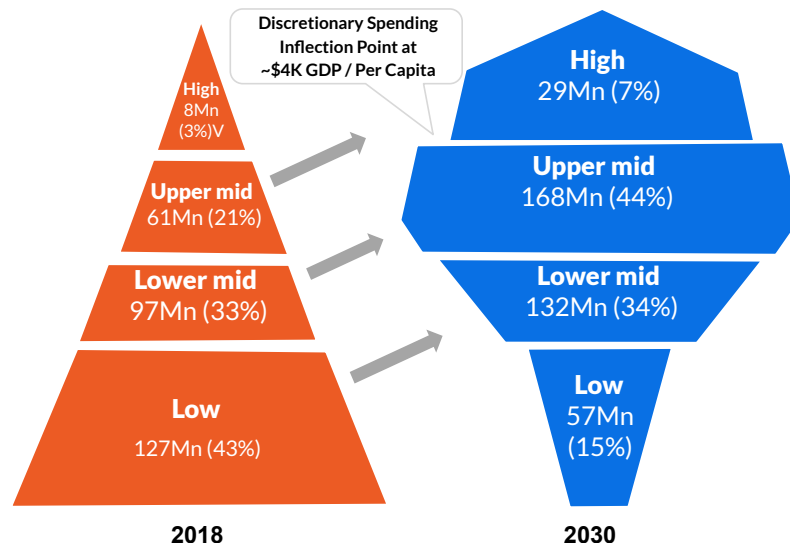
Chat
89.90%

Note: 1. Refund time includes cancellation processing time | 2. Calls (or callbacks requested) to our call center

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 Spend¹
(% of total Households)

Robust Growth Expected in Indian Travel & Tourism Market

Indian Tourism & Transportation Size (INR Bn)

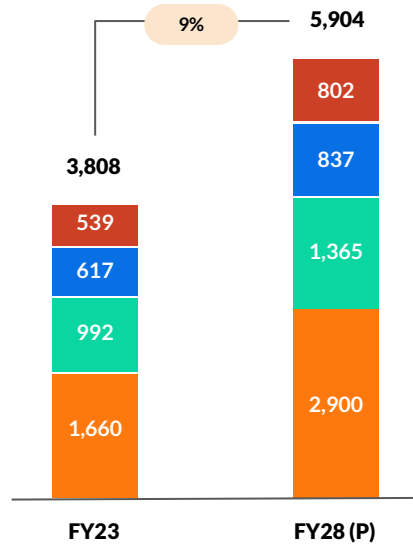
CAGR
(FY23-28)

8%

6%

7%

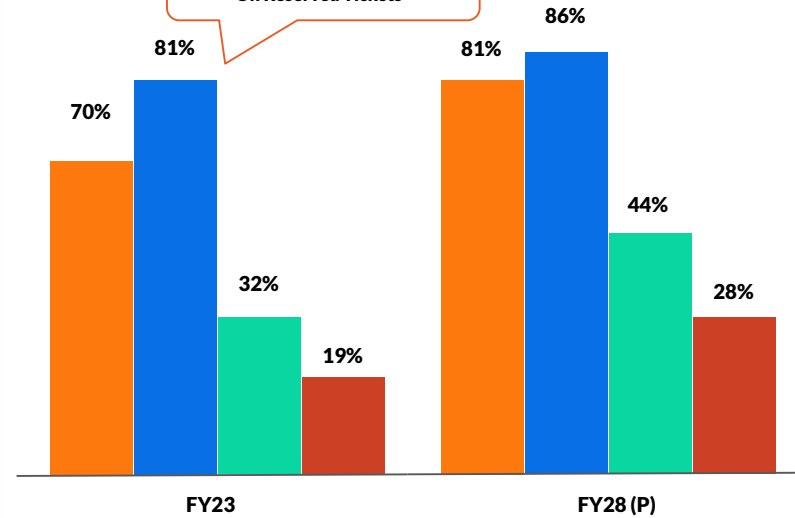
12%



Air Hotels Rail Intercity Bus

Growth In Online Penetration Across Different Segments

952 Mn Passengers Travelled
On Reserved Tickets



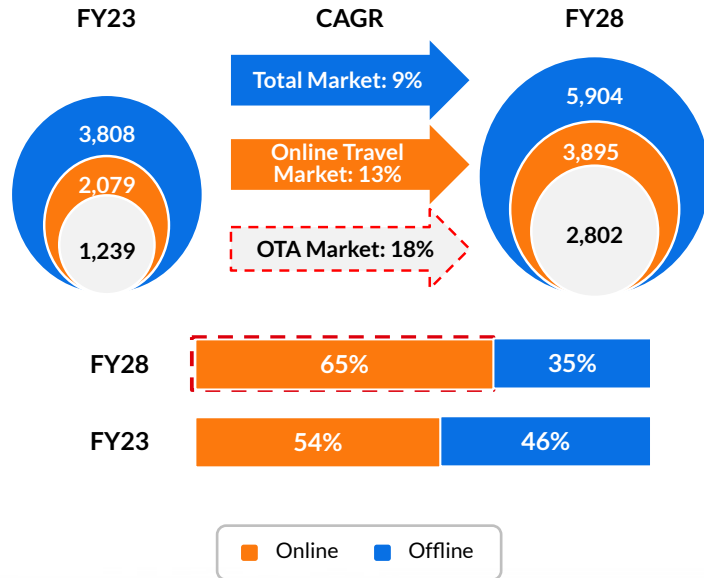
Air Hotels Rail (Reserved Booking) Intercity Bus

OTAs driving faster growth in Online Travel

Indian OTA Market Outpacing the Overall Travel and Online Markets

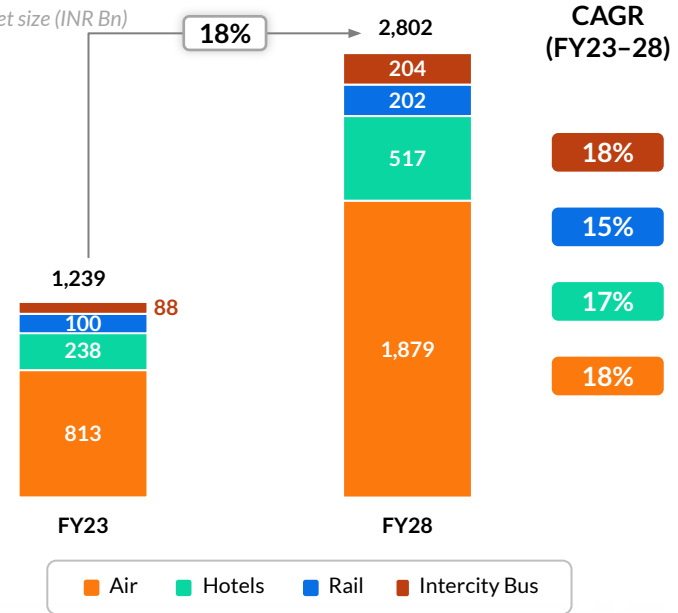
Indian Travel Market By Booking Mode

Market size (INR Bn)

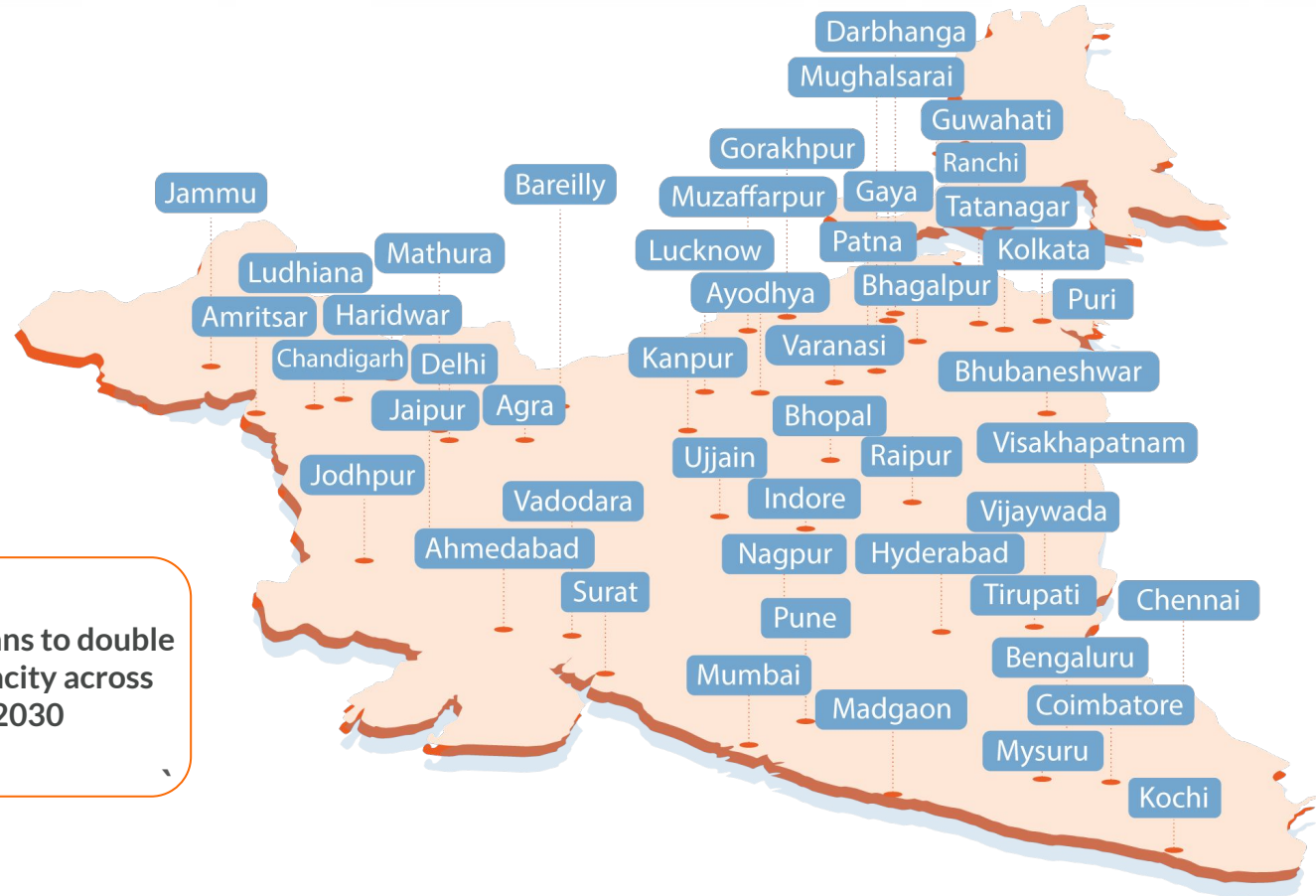


Indian OTA Market

Market size (INR Bn)



Indian Railways Plans Significant Capacity Expansion



The Government plans to double
rail passenger capacity across
48 cities by 2030

Travel Trends That Set The Stage In 2025

Launched **The Great Indian Travel Index 2025** , unpacking a full year of travel behaviour and booking trends across modes

OTT Fuels Northeast Travel (YoY Flight Demand)



- Dimapur **+77%**
- Agartala **+48%**
- Guwahati & Imphal **+44%**

New International Hotspots (YoY Flight Demand)



- **Favourites:** Japan +63%, South Korea +61%, Vietnam +57%
- **Emerging Picks:** Oman +71%, Kenya +65%, Kazakhstan +54%

Faith at Scale



- Rise in YoY Flight bookings: Prayagraj (**100%+**), Varanasi (**+80%**), Ayodhya (**+60%**)
- Gen Z bus bookings for Kumbh: **20x YoY**

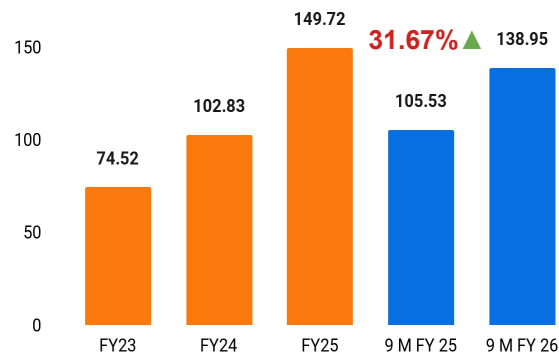
Domestic Favourites



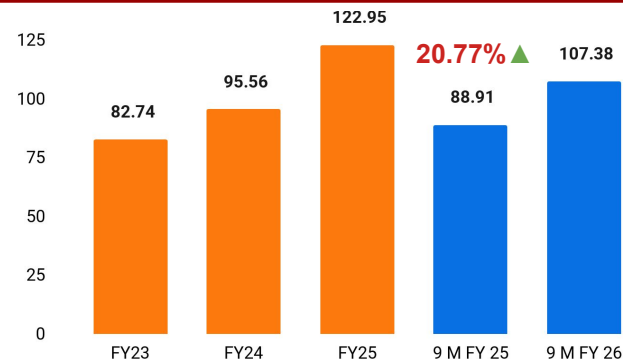
- **Hills Lead:** Dehradun & Srinagar
- **Coasts Hold Strong:** Port Blair, Goa, Coimbatore

ixigo's Accelerating Monetization & Premiumization

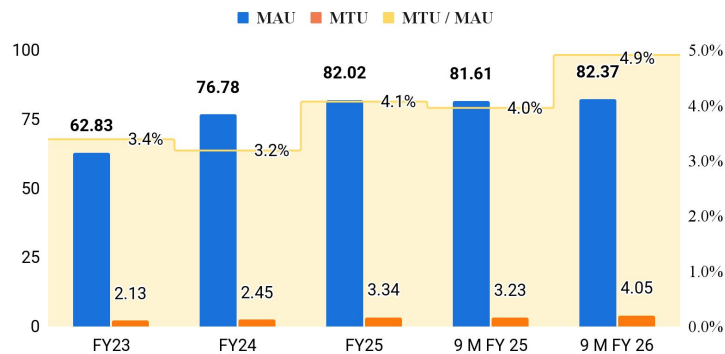
Gross Transaction Value (INR Bn)



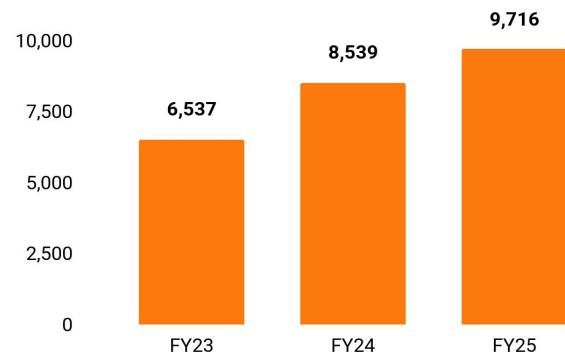
Passenger Segments (Mn)



MAUs and MTUs (Mn)

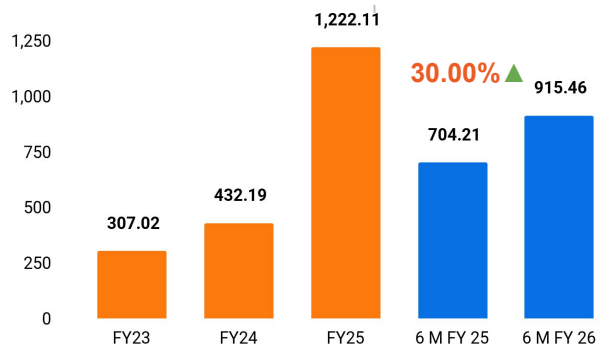


Annual Spend per Transacting User (INR)

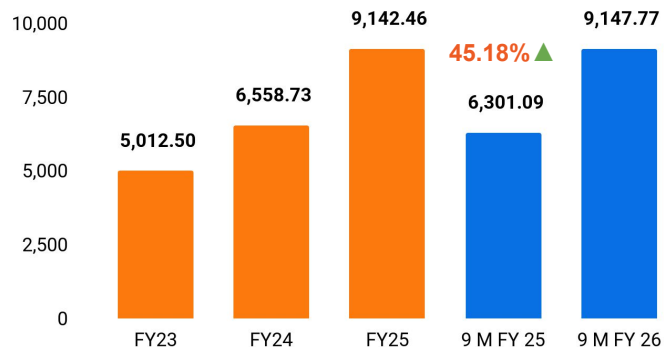


Resilient Growth with Profitability

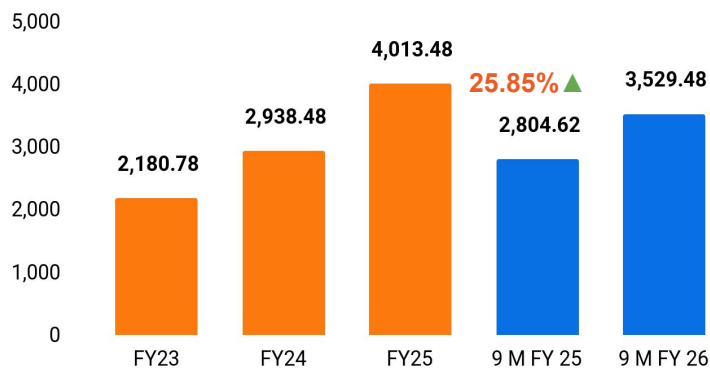
Operating Cash Flow (INR Mn)



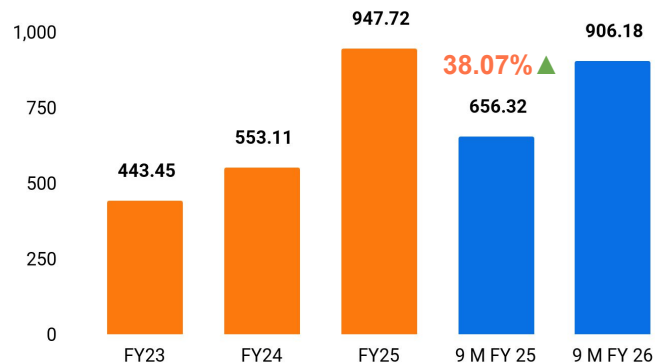
Revenue from Operations (INR Mn)



Contribution Margin (INR Mn)

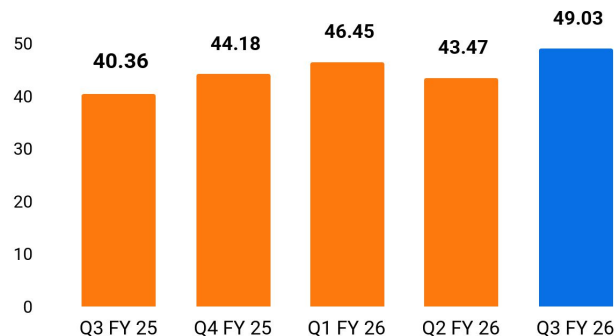


Adjusted EBITDA (INR Mn)

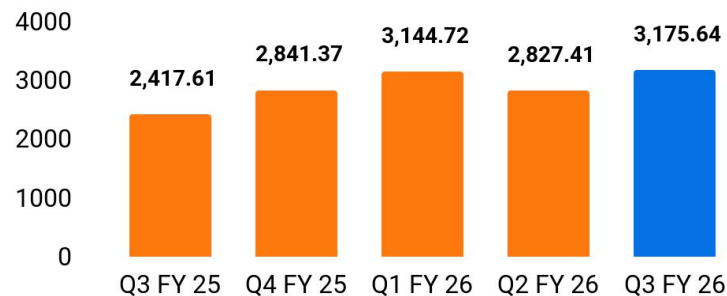


Quarter on Quarter Trajectory

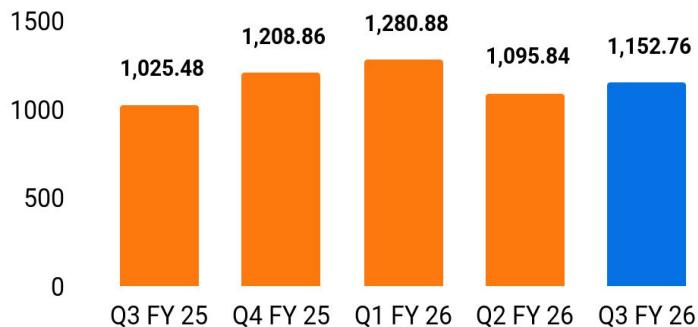
Gross Transaction Value (INR Bn)



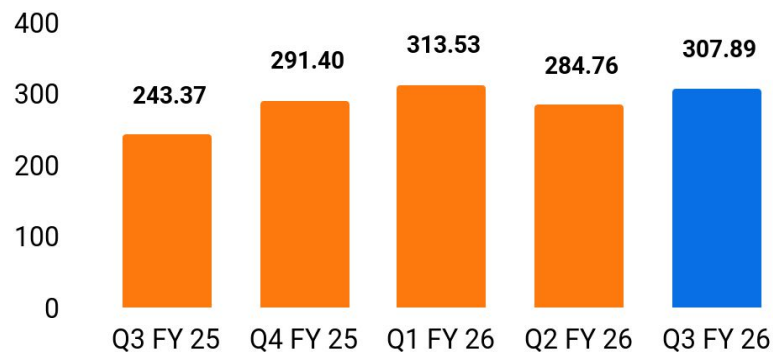
Revenue from Operations (INR Mn)



Contribution Margin (INR Mn)

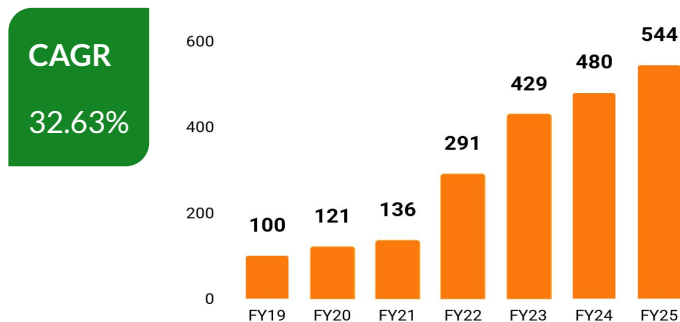


Adjusted EBITDA (INR Mn)



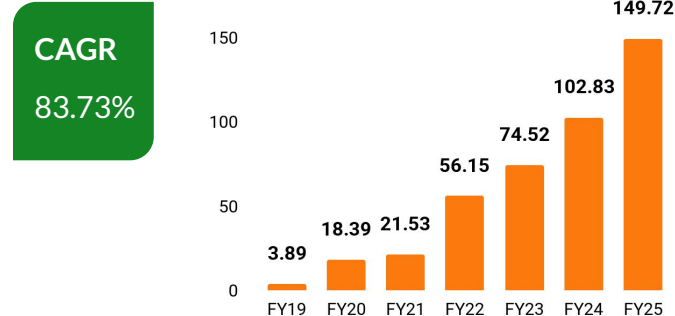
Robust YoY Growth Trajectory

Annual Active Users (Mn)

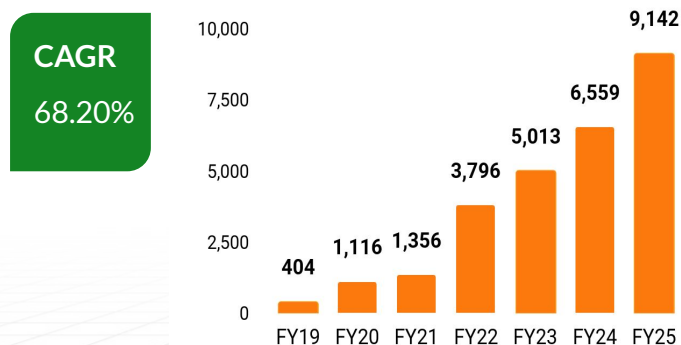


23x Revenue Growth vs Pre-COVID (FY19)

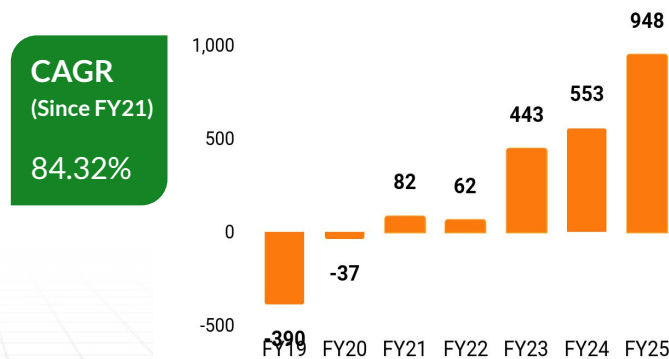
Gross Transaction Value (INR Bn)



Revenue from Operations (INR Mn)



Adjusted EBITDA (INR Mn)



Diversified Business Model With Multiple Growth Drivers

Q3 FY 26 vs.
Q3 FY 25

Multiple Revenue Streams

Passenger Segments (Mn)

GTV (INR Mn)

Gross Take Rate

Revenue From Operations (INR Mn)

Contribution Margin (INR Mn)

CM%

Train

- Agent Service charges
- PG Charges
- Value Added Services
- Advertising

26.12
↑ 9%
24.00

20,955.00
↑ 15%
18,282.99

6.3%

1,341.06
↑ 12%
1,196.68

405.91
↑ 2%
399.17

30%

Flight

- Airline Commissions
- Convenience Fees
- Value Added Services
- Ancillaries & Advertising

2.80
↑ 15%
2.43

20,555.50
↑ 22%
16,826.00

8.8%

1,023.97
↑ 49%
685.21

394.43
↑ 45%
272.84

39%

Bus

- Convenience Fees
- Operator Commissions
- Value Added Services
- SaaS and Advertising

6.73
↑ 33%
5.05

6,709.65
↑ 36%
4,946.08

11.9%

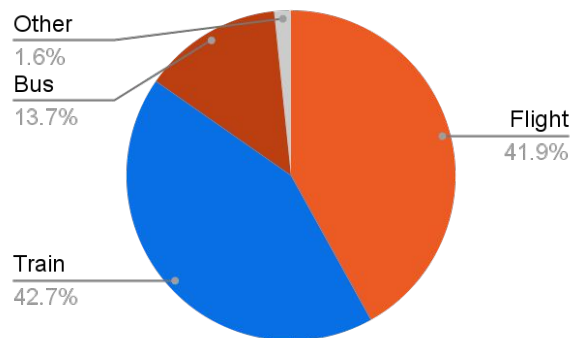
755.74
↑ 47%
515.35

340.12
↓ -1%
342.68

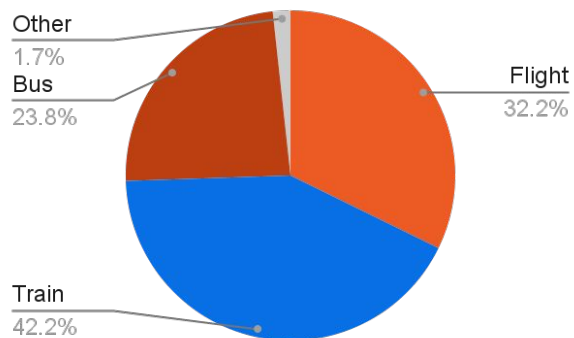
45%

Diversified & Evolving Business Mix - Q3 FY26

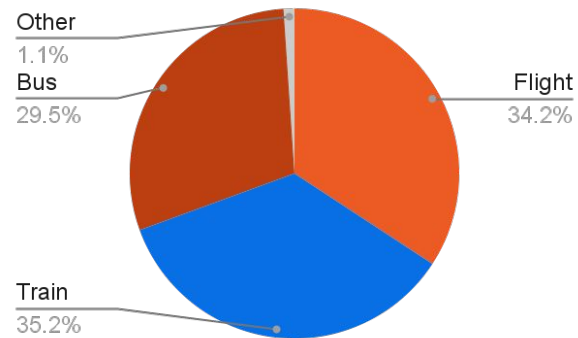
Gross Transaction Value



Revenue from Operations



Contribution Margin



Consolidated Summary Statement of Profit & Loss

INR Million, unless otherwise stated	FY25	FY24	FY23	9 M FY 26	9 M FY 25	Q3 FY 26	Q3 FY 25
Revenue from Operations	9,142.46	6,558.73	5,012.50	9,147.77	6,301.09	3,175.64	2,417.61
Other Income	180.20	92.18	163.23	285.41	120.78	164.10	52.31
Total Income	9,322.66	6,650.91	5,175.73	9,433.18	6,421.87	3,339.74	2,469.92
Expenses							
Employee benefits expense *	1,636.17	1,410.20	1,262.61	1,715.01	1,172.17	450.53	405.96
Finance costs	23.30	28.86	9.49	20.38	17.79	7.75	6.17
Depreciation and amortization expense	103.38	129.24	108.15	104.33	73.69	39.34	26.36
Other expenses	6,697.65	4,710.10	3,462.67	6,950.50	4,567.95	2,460.91	1,798.30
Total Expenses	8,460.50	6,278.40	4,842.92	8,790.22	5,831.60	2,958.53	2,236.79
Profit / (loss) before share of loss of an associate, exceptional items and tax	862.16	372.51	332.81	642.96*	590.27	381.21	233.13
Share of loss of an associate, net of tax	(90.97)	(59.07)	0.00	(66.63)	(57.98)	(28.59)	(18.56)
Profit / (loss) before exceptional items and tax	771.19	313.44	332.81	576.33	532.29	352.62	214.57
Exceptional Items	46.04	297.21	(126.07)	(27.96)	46.04	(27.96)	0.00
Profit / (loss) before tax	817.23	610.65	206.74	548.37	578.33	324.66	214.57
Tax expense/ (income):							
Current tax	40.09	1.25	76.77	210.13	0.64	90.59	0.16
Deferred tax credit	174.62	(121.21)	(103.99)	(56.07)	142.88	(5.44)	59.01
Total tax expense/ (income)	214.71	(119.96)	(27.22)	154.06	143.52	85.15	59.17
Profit / (loss) for the period/year	602.52	730.61	233.96	394.31	434.81	239.51	155.40

* Including one off ESOP expense of INR 269.30 million in 9M FY26.

Segment Wise Operating and Financial Snapshot

INR Million unless otherwise stated	FY25	FY24	FY23	9 M FY 26	9 M FY 25	Q3 FY 26	Q3 FY 25
Flight Passenger Segments (Million)	8.44	5.77	3.26	8.00	6.03	2.80	2.43
Flight GTV	56,506.95	35,269.99	20,154.88	54,959.92	39,414.79	20,555.50	16,826.00
Flight Gross Take Rate	8.14%	8.17%	11.02%	9.09%	7.94%	8.80%	7.62%
Flight Segment Revenue	2,533.93	1,463.96	1,020.33	2,949.82	1,658.40	1,023.97	685.21
Flight Segment Results (Contribution Margin)-A	1,154.59	709.79	561.84	1,219.58	758.91	394.43	272.84
Flight Contribution Margin %	45.57%	48.48%	55.06%	41.34%	45.76%	38.52%	39.82%
Train Passenger Segments (Million)	96.03	77.38	68.97	79.94	69.85	26.12	24.00
Train GTV	74,104.58	55,685.30	44,715.27	62,765.43	53,033.33	20,955.00	18,282.99
Train Gross Take Rate	6.04%	6.46%	6.37%	6.06%	6.10%	6.27%	6.40%
Train Segment Revenue	4,569.02	3,703.70	2,977.99	3,868.90	3,305.57	1,341.06	1,196.68
Train Segment Results (Contribution Margin)-B	1,527.40	1,293.83	961.17	1,157.77	1,135.85	405.91	399.17
Train Contribution Margin %	33.43%	34.93%	32.28%	29.93%	34.36%	30.27%	33.36%
Bus Passenger Segments (Million)	18.48	12.41	10.51	19.44	13.03	6.73	5.05
Bus GTV	18,011.94	11,748.11	9,654.15	19,239.23	12,486.91	6,709.65	4,946.08
Bus Gross Take Rate	11.47%	11.05%	10.32%	11.93%	10.98%	11.94%	10.88%
Bus Segment Revenue	1,969.24	1,317.79	974.05	2,176.42	1,310.26	755.74	515.35
Bus Segment Results (Contribution Margin)-C	1,298.05	870.50	617.65	1,103.46	897.01	340.12	342.68
Bus Contribution Margin %	65.92%	66.06%	63.41%	50.70%	68.46%	45.00%	66.49%
Other Segment Results (Contribution Margin)-D	33.44	64.36	40.12	48.67	12.85	12.30	10.79
Total Contribution Margin (A+B+C+D)	4,013.48	2,938.48	2,180.78	3,529.48	2,804.62	1,152.76	1,025.48
Contribution Margin %	43.90%	44.80%	43.51%	38.58%	44.51%	36.30%	42.42%

Financial Summary - Contribution Margin to EBITDA

INR Million unless otherwise stated	FY25	FY24	FY23	9 M FY 26	9 M FY 25	Q3 FY 26	Q3 FY 25
Total Contribution Margin	4,013.48	2,938.48	2,180.78	3,529.48	2,804.62	1,152.76	1,025.48
+ Other Income	180.20	92.18	163.23	285.41	120.78	164.10	52.31
- Employee Benefits Expenses*	1,636.17	1,410.20	1,262.61	1,715.01	1,172.17	450.53	405.96
- Technology and Related Costs	415.26	285.77	223.02	329.06	270.15	117.21	105.42
- Advertising & Branding	790.82	551.98	214.29	689.18	546.42	198.67	198.33
- Others (G&A, Outsourcing and Misc. Expenses)	362.59	252.10	193.64	313.97	254.91	122.15	102.42
EBITDA	988.84	530.61	450.45	767.67	681.75	428.30	265.66
+ ESOP Expense	139.08	114.68	156.23	423.92	95.35	43.69	30.02
- Other Income	180.20	92.18	163.23	285.41	120.78	164.10	52.31
Adjusted EBITDA	947.72	553.11	443.45	906.18	656.32	307.89	243.37

* Employee Benefits Expenses in 9M FY26 includes a one-off ESOP expense of INR 269.30 million

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 Kumar Bhutani

*Group General Counsel, Company Secretary &
Compliance Officer*

- Ex-Interglobe Aviation, R Systems Intl.
- B.Com (H), FCS, LLB, MBA, FCG (UK), PGDCLCF
(NLSIU, Bengaluru)

Seasoned Board of Directors



Mr. Shailesh Lakhani
Non-Executive Director

- 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 Travellers

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

Expand last-mile transportation (cabs and metros) as well as Corporate Travel and Tour Packages



Improve Operating Leverage Through Investment In Deep Tech & AI

Agentic AI experiences with hyper-personalized multi-modal conversational capabilities

New “Peace of Mind” products that offer innovative Value Added Services

Expand monetization through AI-based contextual targeting

Autonomous Operations Through AI Investments

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, 22nd January, 2026 at 05:00 pm (IST) following the announcement of financial results for Q3 FY26

Details of Conference call

Date	Thursday, January 22, 2026
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Time	05:00 PM IST 07:30 PM HK/SG 06:30 AM US (EST)
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Duration	1 Hour
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Registration Link	https://m.ixigo.com/q3-fy26-call
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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, Trip Guarantee, Price Lock, seats, meals, among others, across flights, trains and buses divided by the overall number of transactions
Annual spend per Transacting user	Annual Gross Transaction Value divided by Annual Transacting Users
Annual Passenger Segments	Annual 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 during a financial year.
Contribution Margin	Contribution Margin is defined as Segment revenue (net ticketing revenue plus other operating revenue) less direct expenses
Contribution Margin (%)	Contribution Margin (%) is defined as Contribution Margin (Segment results) divided by revenue from operations (Segment revenue).
EBITDA %	EBITDA as a percentage of total income

Gross Revenue	Gross revenue represents Revenue from operations plus discounts.
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
Lifetime Downloads	Total number of times our mobile applications- ixigo, Abhibus, and ConfirmTkt are downloaded on a mobile device from app stores or other distribution platforms since inception till the end of relevant period/ year.
Lifetime Registered Users	Lifetime Registered users refers to users who have provided their unique mobile number or email address, as applicable, on our platforms cumulated across ixigo, ConfirmTkt and AbhiBus website and apps since inception till the end of relevant period/ year.
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
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 Screen Views	Total number of mobile app screen views or website page views across ixigo, ConfirmTkt and AbhiBus website and apps in a given period divided by the number of months in that period
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.
Repeat Transaction Rate	Repeat transaction rate is calculated as percentage of transactions by repeat transacting users, identified by their unique mobile number and/ or email address, where a repeat transacting user is any user who has transacted through our OTA platforms at least once in the preceding 36 months
Tier II/III Penetration	% of transactions booked through ixigo group's OTA platforms where either an origin or destination was a non-Tier I city
% Queries solved by AI chatbot	All queries which were handled by chatbot without any human intervention divided by the overall chat queries
% calls handled by AI Voicebot	All calls handled by AI voicebot divided by the overall voice calls handled.

THANK YOU

For additional information please contact:

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