

# *Built on Trust*

Powered by AI



ixigo



# *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 Users<sup>1</sup>



Assisting travellers in making smarter  
travel decisions by leveraging AI

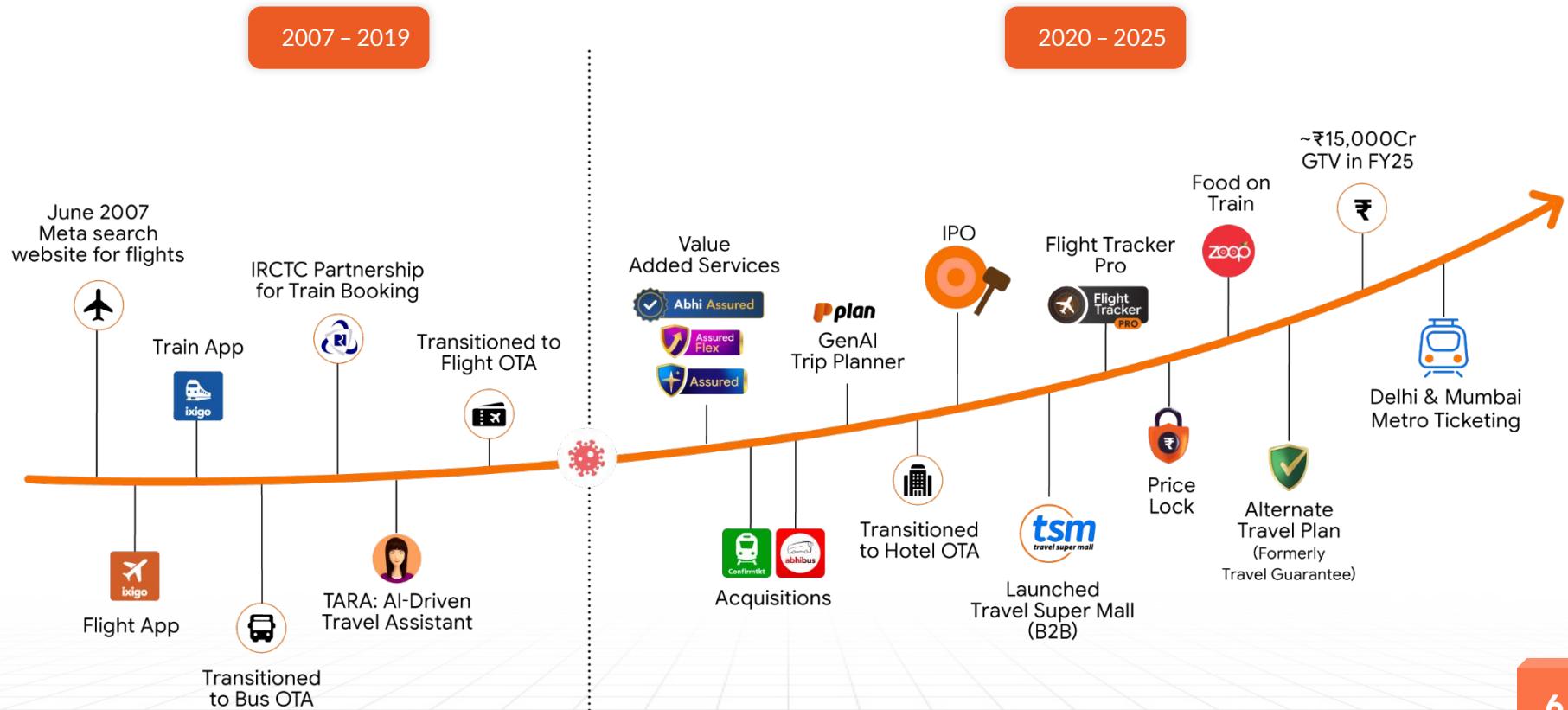


Empowering travellers to plan, book, & manage  
trips across trains, flights, buses & hotels,  
assisting them before during, & after the journey



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

# Our Journey



# India's Largest Travel Platform<sup>1</sup>



MAU<sup>2</sup>

**82.75 Mn**



Towns<sup>4</sup>

**2400+**

**780.06 Mn**

Lifetime  
Downloads<sup>4</sup>



**85.80%**

Repeat  
Transaction Rate<sup>3</sup>



**93.93 %**

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



Lifetime  
Transacted  
Users<sup>4</sup>

**53.53 Mn**



Lifetime  
Registered  
Users<sup>4</sup>

**361.31 Mn**

**122.95 Mn**

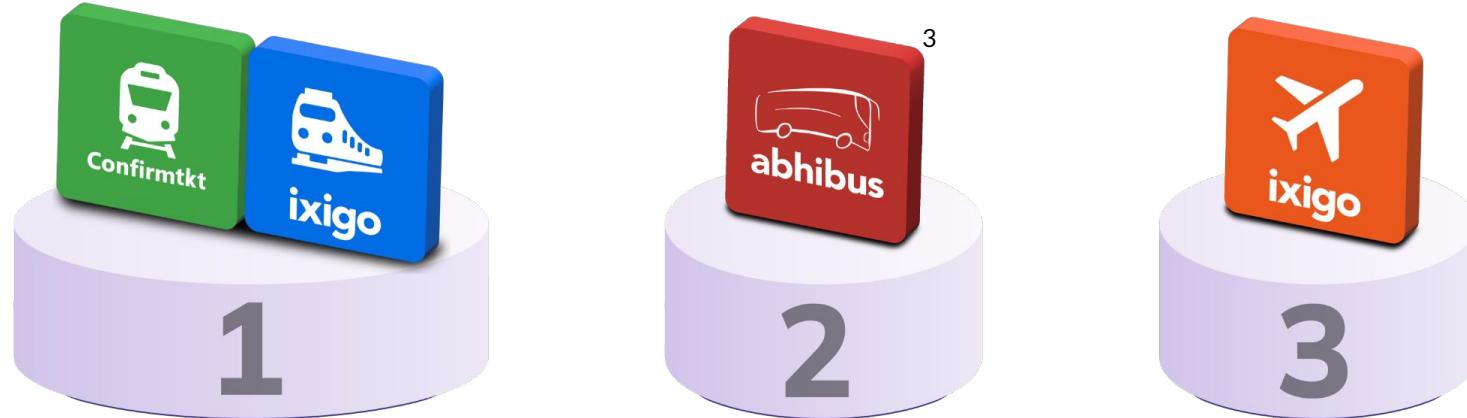
Annual  
Passenger  
Segments  
Booked<sup>3</sup>



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 Users<sup>1</sup>

Fastest Growing on Revenue<sup>2</sup> & Gaining Market-Share in All Lines of Businesses



“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% ▲**

<b>Key Performance Indicators</b>	<b>Units</b>	<b>FY23</b>	<b>FY24</b>	<b>FY25</b>	<b>9 M FY 25</b>	<b>9 M FY 26</b>
<b>Monthly Active Users</b>	Million	62.83	76.78	82.02	81.61	82.37
<b>Gross Transaction Value</b>	INR Million	74,524.30	102,825.49	149,715.86	105,532.10	138,950.10
<b>Revenue from Operations</b>	INR Million	5,012.50	6,558.73	9,142.46	6,301.09	9,147.77
<b>Gross Revenue</b>	INR Million	6,405.47	8,318.58	11,913.17	8,290.83	12,128.24
<b>EBITDA</b>	INR Million	450.45	530.61	988.84	681.75	767.67
<b>EBITDA %</b>	%	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. Aloke Bajpai**  
Chairman, Managing Director  
& Group Chief Executive Officer



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



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

“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.



**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 Refund<sup>2</sup>



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

**28.79 %<sup>1</sup>**

Ancillary  
Attachment Rate

### Other Value Added Services

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

# 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



# **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.



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**.

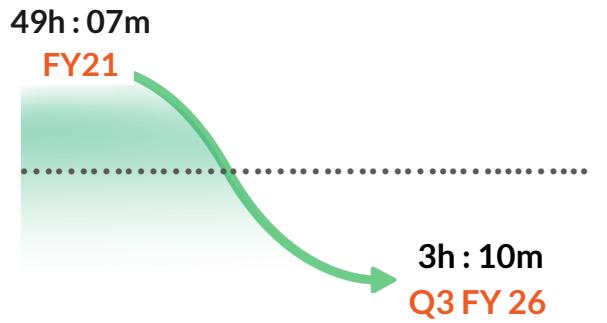
Our team is committed to help ixigoers get quick full refunds and help with alternate bookings.

# Delivering the Best Customer Experience with AI

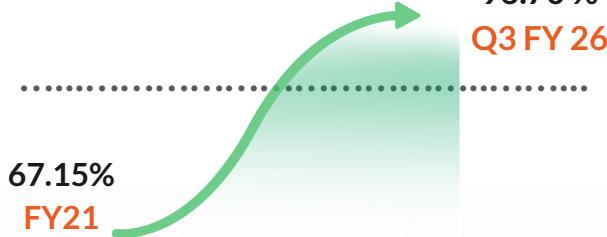
Providing Prompt Personalized Assistance Before, During & After the Trip



Average  
Refund  
Time<sup>1</sup>



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

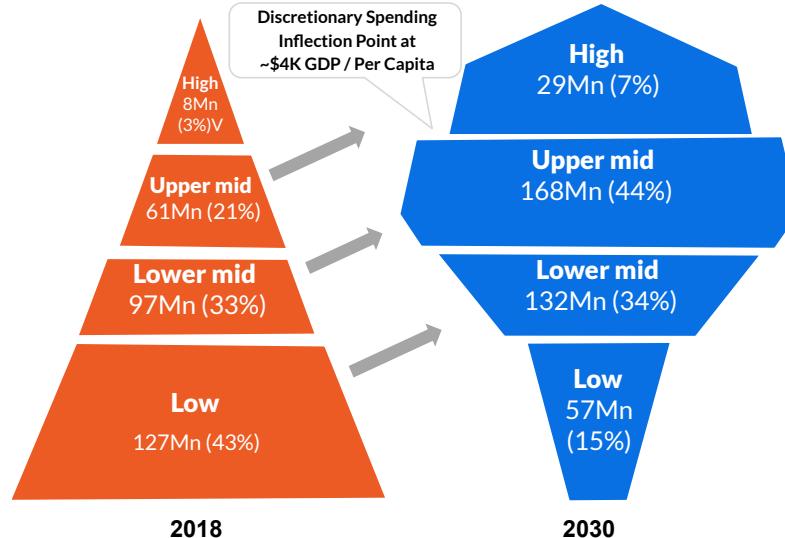


Note: 1. Refund time includes cancellation processing time | 2. Calls (or callbacks requested) to our call center

# India Macroeconomic Outlook

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

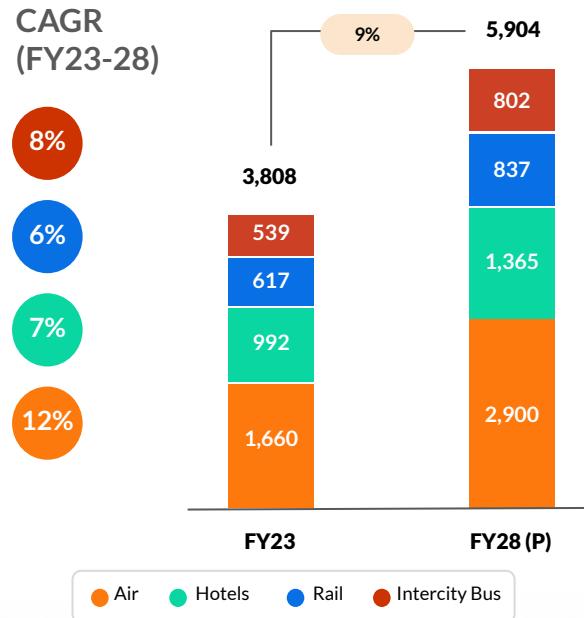
Rising Per Capita Incomes Will  
Shift the Income Pyramid



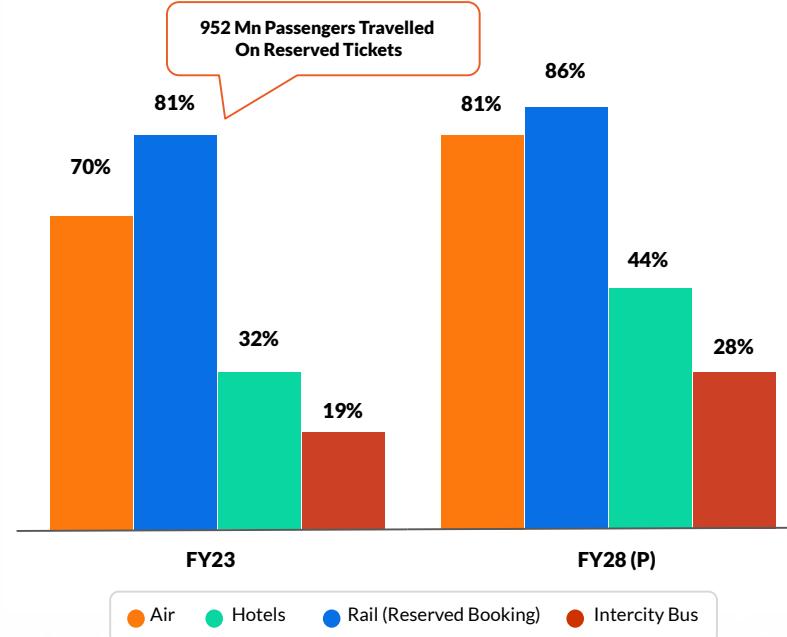
Number of Households By Income / Discretionary Spend<sup>1</sup>  
(% of total Households)

# Robust Growth Expected in Indian Travel & Tourism Market

Indian Tourism & Transportation Size (INR Bn)



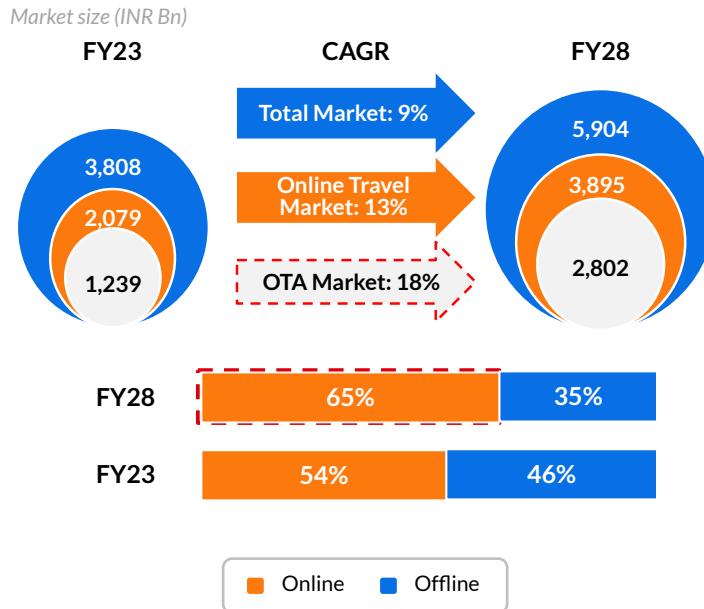
Growth In Online Penetration Across Different Segments



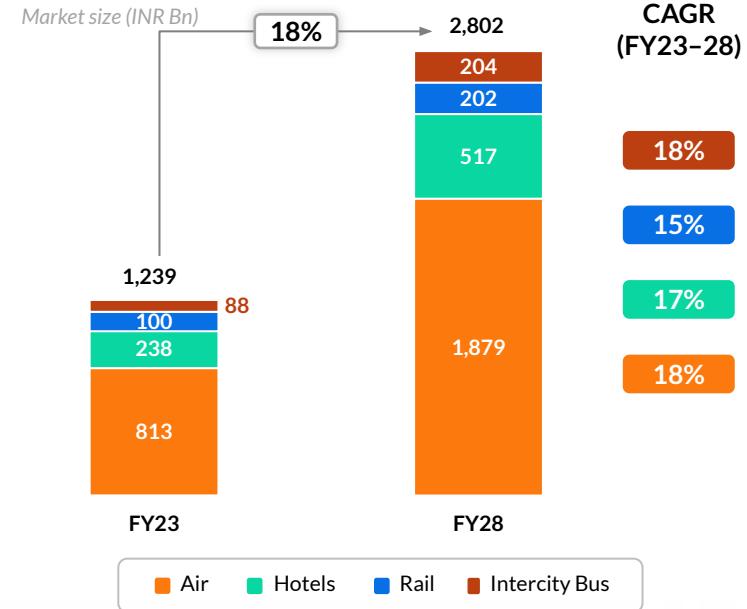
# *OTAs driving faster growth in Online Travel*

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

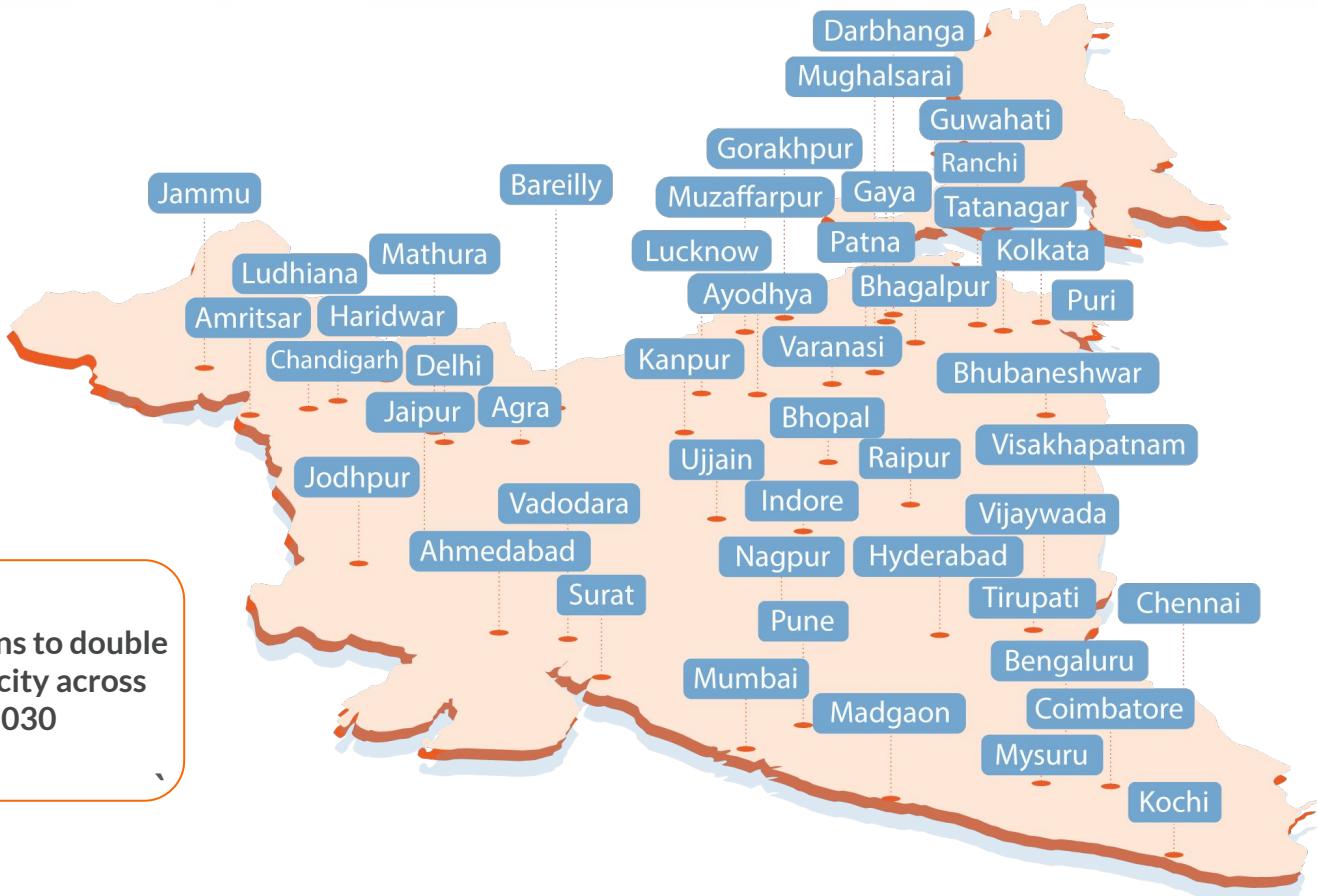
## Indian Travel Market By Booking Mode



## Indian OTA Market



# Indian Railways Plans Significant Capacity Expansion



# 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

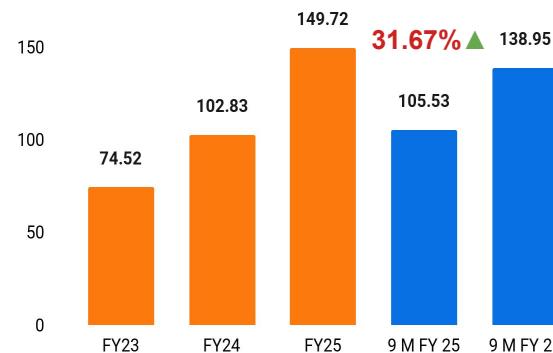
## Domestic Favourites



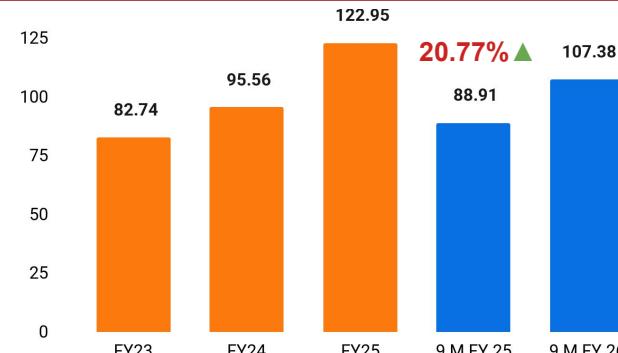
- **Hills Lead:** Dehradun & Srinagar
- **Coasts Hold Strong:** Port Blair, Goa, Coimbatore

# ixigo's Accelerating Monetization & Premiumization

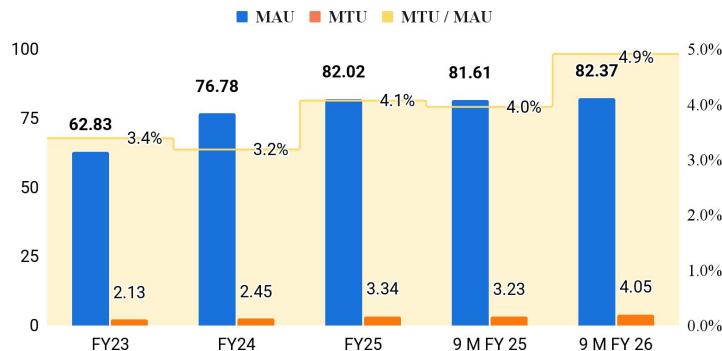
Gross Transaction Value (INR Bn)



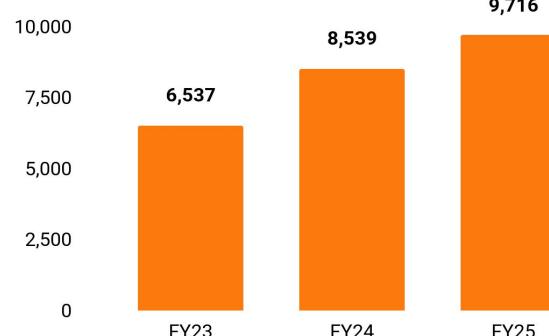
Passenger Segments (Mn)



MAUs and MTUs (Mn)

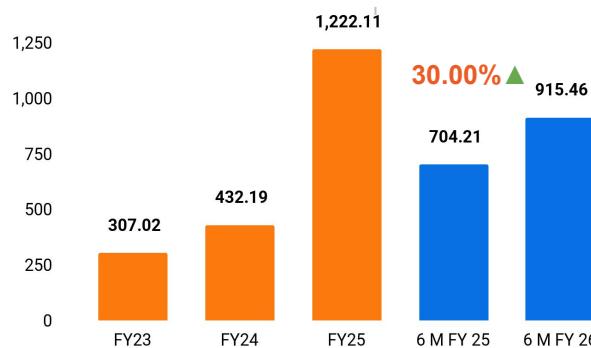


Annual Spend per Transacting User (INR)

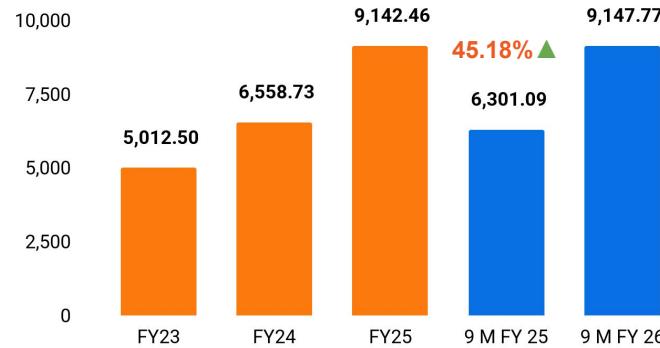


# Resilient Growth with Profitability

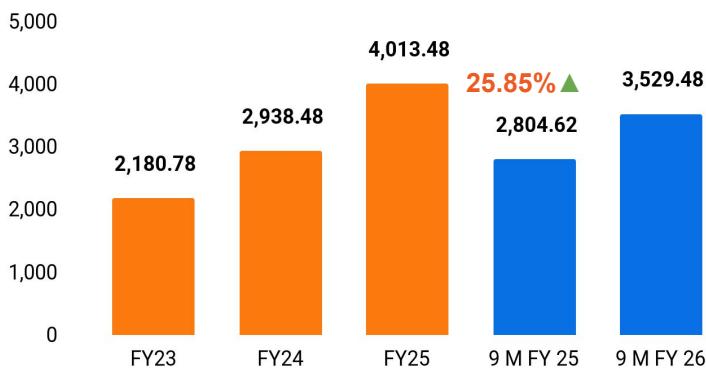
## Operating Cash Flow (INR Mn)



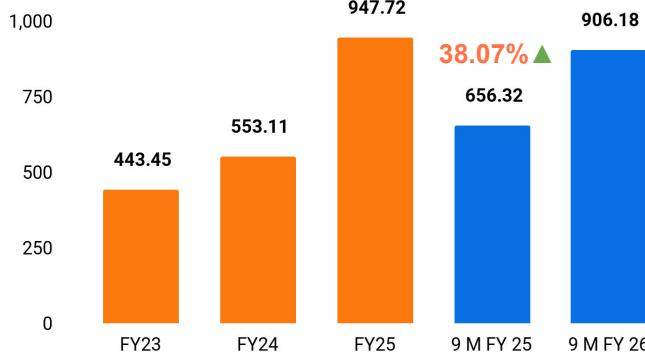
## Revenue from Operations (INR Mn)



## Contribution Margin (INR Mn)

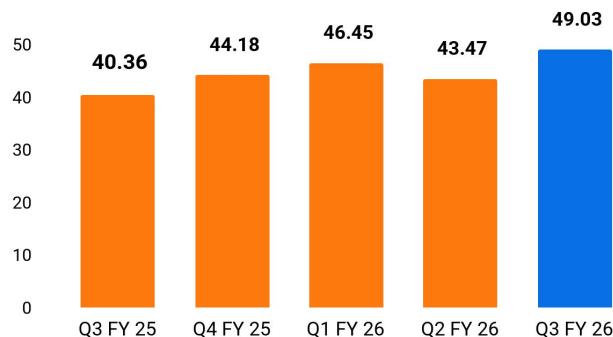


## Adjusted EBITDA (INR Mn)

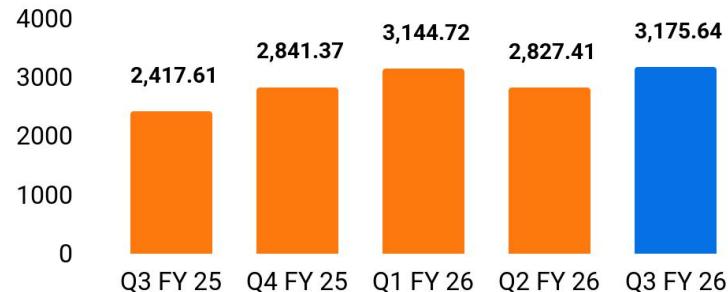


# Quarter on Quarter Trajectory

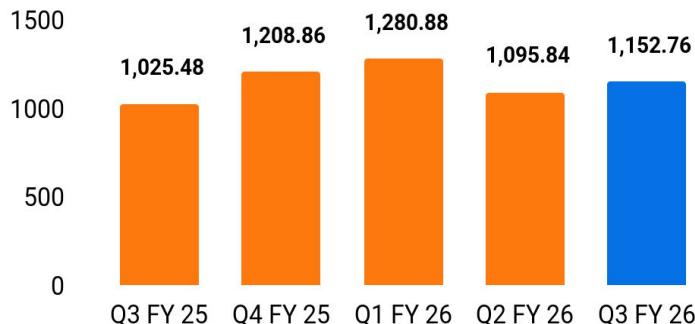
Gross Transaction Value (INR Bn)



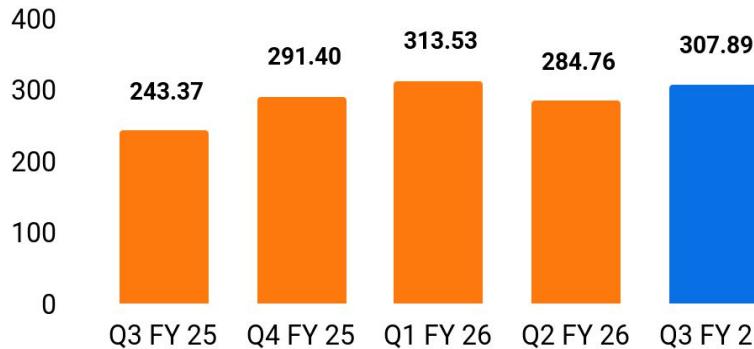
Revenue from Operations (INR Mn)



Contribution Margin (INR Mn)



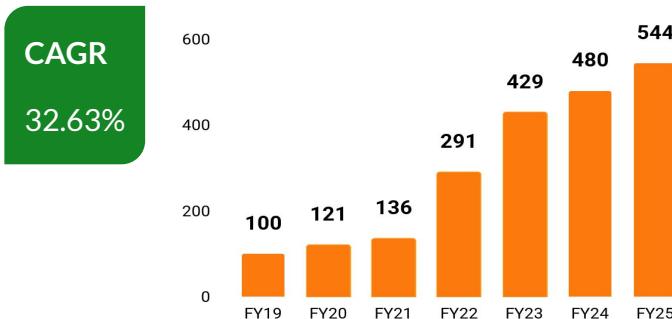
Adjusted EBITDA (INR Mn)



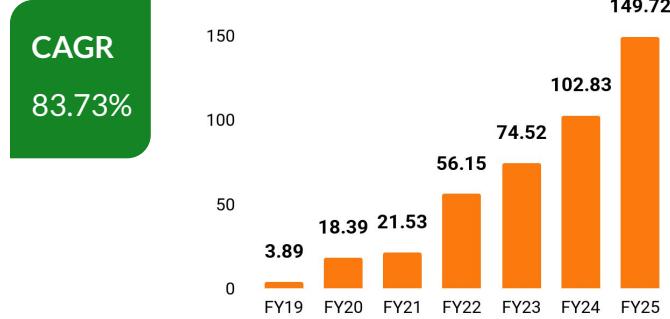
# Robust YoY Growth Trajectory

23x Revenue Growth vs Pre-COVID (FY19)

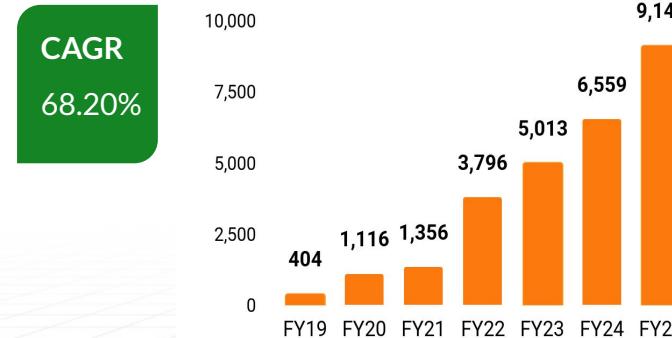
Annual Active Users (Mn)



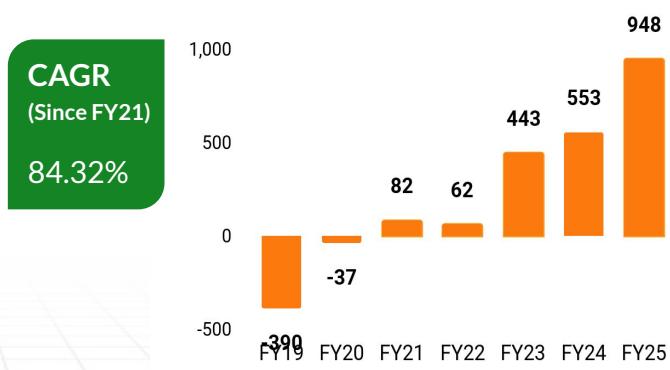
Gross Transaction Value (INR Bn)



Revenue from Operations (INR Mn)



Adjusted EBITDA (INR Mn)



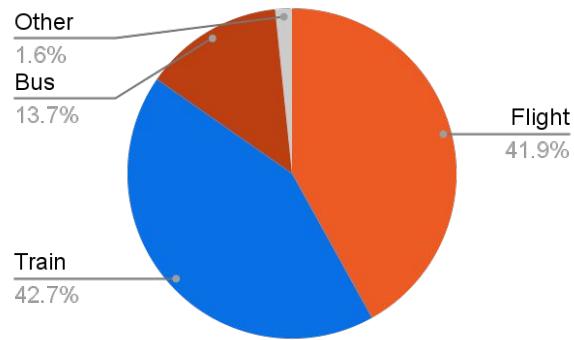
## Diversified Business Model With Multiple Growth Drivers

Q3 FY 26 vs.  
Q3 FY 25

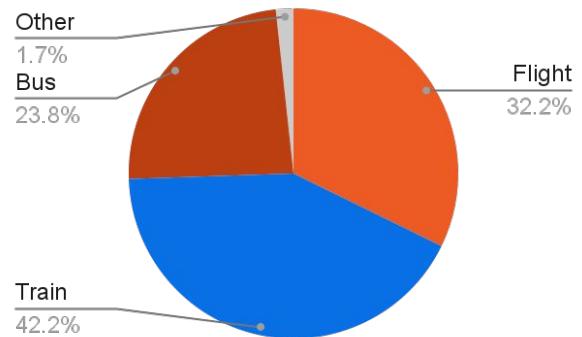
	Multiple Revenue Streams	Passenger Segments (Mn)	GTV (INR Mn)	Gross Take Rate	Revenue From Operations (INR Mn)	Contribution Margin (INR Mn)	CM%
Train	<ul style="list-style-type: none"> <li>▪ Agent Service charges</li> <li>▪ PG Charges</li> <li>▪ Value Added Services</li> <li>▪ Advertising</li> </ul>	<b>26.12</b>  9% 24.00	<b>20,955.00</b>  15% 18,282.99	6.3%	<b>1,341.06</b>  12% 1,196.68	<b>405.91</b>  2% 399.17	30%
Flight	<ul style="list-style-type: none"> <li>▪ Airline Commissions</li> <li>▪ Convenience Fees</li> <li>▪ Value Added Services</li> <li>▪ Ancillaries &amp; Advertising</li> </ul>	<b>2.80</b>  15% 2.43	<b>20,555.50</b>  22% 16,826.00	8.8%	<b>1,023.97</b>  49% 685.21	<b>394.43</b>  45% 272.84	39%
Bus	<ul style="list-style-type: none"> <li>▪ Convenience Fees</li> <li>▪ Operator Commissions</li> <li>▪ Value Added Services</li> <li>▪ SaaS and Advertising</li> </ul>	<b>6.73</b>  33% 5.05	<b>6,709.65</b>  36% 4,946.08	11.9%	<b>755.74</b>  47% 515.35	<b>340.12</b>  -1% 342.68	45%

## *Diversified & Evolving Business Mix - Q3 FY26*

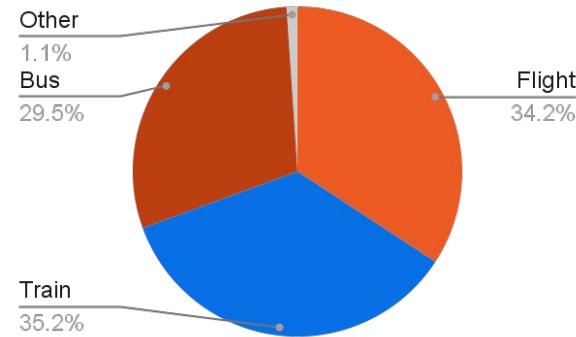
Gross Transaction Value



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
<b>Total Income</b>	<b>9,322.66</b>	<b>6,650.91</b>	<b>5,175.73</b>	<b>9,433.18</b>	<b>6,421.87</b>	<b>3,339.74</b>	<b>2,469.92</b>
<b>Expenses</b>							
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
<b>Total Expenses</b>	<b>8,460.50</b>	<b>6,278.40</b>	<b>4,842.92</b>	<b>8,790.22</b>	<b>5,831.60</b>	<b>2,958.53</b>	<b>2,236.79</b>
<b>Profit / (loss) before share of loss of an associate, exceptional items and tax</b>	<b>862.16</b>	<b>372.51</b>	<b>332.81</b>	<b>642.96*</b>	<b>590.27</b>	<b>381.21</b>	<b>233.13</b>
Share of loss of an associate, net of tax	(90.97)	(59.07)	0.00	(66.63)	(57.98)	(28.59)	(18.56)
<b>Profit / (loss) before exceptional items and tax</b>	<b>771.19</b>	<b>313.44</b>	<b>332.81</b>	<b>576.33</b>	<b>532.29</b>	<b>352.62</b>	<b>214.57</b>
Exceptional Items	46.04	297.21	(126.07)	(27.96)	46.04	(27.96)	0.00
<b>Profit / (loss) before tax</b>	<b>817.23</b>	<b>610.65</b>	<b>206.74</b>	<b>548.37</b>	<b>578.33</b>	<b>324.66</b>	<b>214.57</b>
<b>Tax expense/ (income):</b>							
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
<b>Profit / (loss) for the period/year</b>	<b>602.52</b>	<b>730.61</b>	<b>233.96</b>	<b>394.31</b>	<b>434.81</b>	<b>239.51</b>	<b>155.40</b>

\* 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
<b>Flight Segment Results ( Contribution Margin)-A</b>	<b>1,154.59</b>	<b>709.79</b>	<b>561.84</b>	<b>1,219.58</b>	<b>758.91</b>	<b>394.43</b>	<b>272.84</b>
<b>Flight Contribution Margin %</b>	<b>45.57%</b>	<b>48.48%</b>	<b>55.06%</b>	<b>41.34%</b>	<b>45.76%</b>	<b>38.52%</b>	<b>39.82%</b>
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
<b>Train Segment Results ( Contribution Margin)-B</b>	<b>1,527.40</b>	<b>1,293.83</b>	<b>961.17</b>	<b>1,157.77</b>	<b>1,135.85</b>	<b>405.91</b>	<b>399.17</b>
<b>Train Contribution Margin %</b>	<b>33.43%</b>	<b>34.93%</b>	<b>32.28%</b>	<b>29.93%</b>	<b>34.36%</b>	<b>30.27%</b>	<b>33.36%</b>
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
<b>Bus Segment Results ( Contribution Margin)-C</b>	<b>1,298.05</b>	<b>870.50</b>	<b>617.65</b>	<b>1,103.46</b>	<b>897.01</b>	<b>340.12</b>	<b>342.68</b>
<b>Bus Contribution Margin %</b>	<b>65.92%</b>	<b>66.06%</b>	<b>63.41%</b>	<b>50.70%</b>	<b>68.46%</b>	<b>45.00%</b>	<b>66.49%</b>
Other Segment Results ( Contribution Margin)-D	33.44	64.36	40.12	48.67	12.85	12.30	10.79
<b>Total Contribution Margin (A+B+C+D)</b>	<b>4,013.48</b>	<b>2,938.48</b>	<b>2,180.78</b>	<b>3,529.48</b>	<b>2,804.62</b>	<b>1,152.76</b>	<b>1,025.48</b>
<b>Contribution Margin %</b>	<b>43.90%</b>	<b>44.80%</b>	<b>43.51%</b>	<b>38.58%</b>	<b>44.51%</b>	<b>36.30%</b>	<b>42.42%</b>

## 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
<b>Total Contribution Margin</b>	<b>4,013.48</b>	<b>2,938.48</b>	<b>2,180.78</b>	<b>3,529.48</b>	<b>2,804.62</b>	<b>1,152.76</b>	<b>1,025.48</b>
+ 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
<b>EBITDA</b>	<b>988.84</b>	<b>530.61</b>	<b>450.45</b>	<b>767.67</b>	<b>681.75</b>	<b>428.30</b>	<b>265.66</b>
+ 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
<b>Adjusted EBITDA</b>	<b>947.72</b>	<b>553.11</b>	<b>443.45</b>	<b>906.18</b>	<b>656.32</b>	<b>307.89</b>	<b>243.37</b>

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

# Experienced Key Managerial Personnel



**Mr. Aloke 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), PGDLCF (NLSIU, Bengaluru)



Part of the Board of Directors of the Company

# 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

**Time**  
05:00 PM IST  
07:30 PM HK/SG  
06:30 AM US (EST)

**Duration** 1 Hour

**Registration Link** <https://m.ixigo.com/q3-fy26-call>

# Glossary

Term	Description
<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>Annual spend per Transacting user</b>	Annual Gross Transaction Value divided by Annual Transacting Users
<b>Annual Passenger Segments</b>	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.
<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.
<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>Lifetime Downloads</b>	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.
<b>Lifetime Registered Users</b>	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.
<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>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 across ixigo, ConfirmTkt and AbhiBus website and apps 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>Repeat Transaction Rate</b>	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
<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
<b>% Queries solved by AI chatbot</b>	All queries which were handled by chatbot without any human intervention divided by the overall chat queries
<b>% calls handled by AI Voicebot</b>	All calls handled by AI voicebot divided by the overall voice calls handled.

# THANK YOU

For additional information please contact:

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