

January 30, 2022

BSE Ltd. P J Towers, Dalal Street, Fort Mumbai – 400001 Scrip Code: 543272	National Stock Exchange of India Limited (NSE). Exchange Plaza, Bandra Kurla Complex, Bandra East, Mumbai – 400051 Symbol: EASEMYTRIP
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Sub: Investor Presentation

Dear Sir/ Madam,

With reference to the listing compliances, We hereby submit Investor Presentation of Easy Trip Planners Limited.

The aforesaid information will also be hosted on the website of the Company at www.easemytrip.com.

You are requested to take the aforesaid on record.

For Easy Trip Planners Limited



Priyanka Tiwari
Company Secretary and Chief Compliance Officer
Membership No.: A50412

Easy Trip Planners Limited

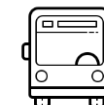
Registered Office :Building No 223, Patparganj Industrial Area, Patparganj, New Delhi, Delhi 110092

Phone : +91 - 11 - 43030303, 43131313 E-mail : support@easemytrip.com Web : www.EaseMyTrip.com | CIN No. L63090DL2008PLC17904'






EaseMyTrip.com



Q3 FY22 Investor Presentation

January 2022

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Key Performance Metrix for Q3 & 9MFY22



The **2nd Largest** Online Travel Platform
Serving more than **11 Mn** Happy Customers

Q3 FY22

Gross Booking Revenue (GBR)
Rs. 1,293 Crs
65% YoY

Adjusted Revenue
Rs. 152 Crs
147% YoY

Air Segment Booking*
24.56 lacs
49% YoY

Profit After Tax (PAT)
Rs. 40 Crs
84% YoY

Gross Booking Revenue (GBR)
Rs. 2,544 Crs
108% YoY

Adjusted Revenue
Rs. 302 Crs
208% YoY

Air Segment Booking*
50.36 lacs
87% YoY

Profit After Tax (PAT)
Rs. 83 Crs
167% YoY

9M FY22

*Air Segments net of Cancellations

Our Strength lies in our B2C business



92.3%

*GMV comes from B2C
business*

88.8%

*Transactions done by
B2C customers*

86%

*of our Customers
never stop using us*

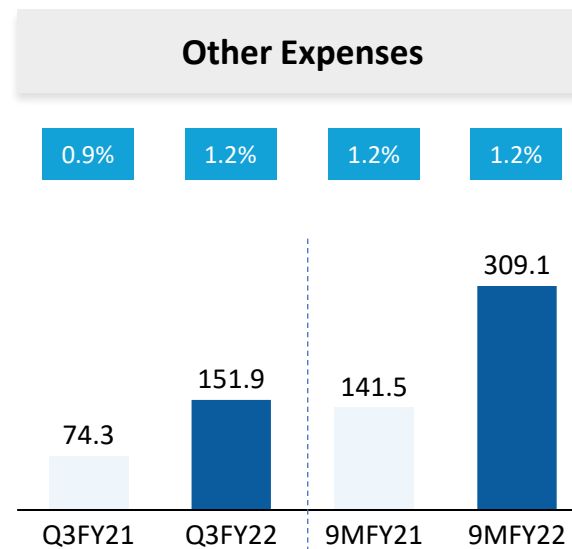
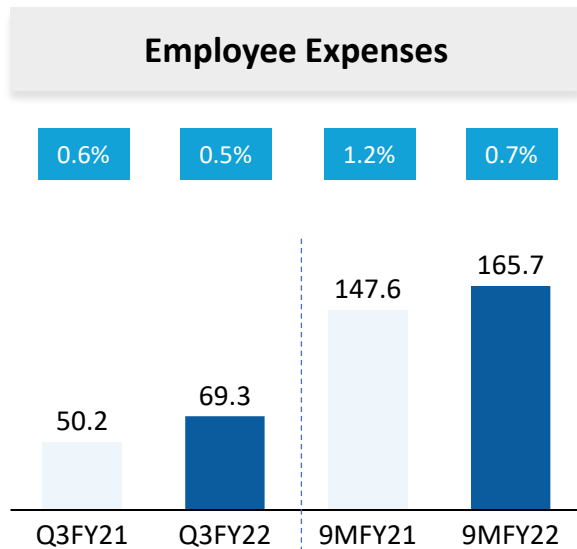
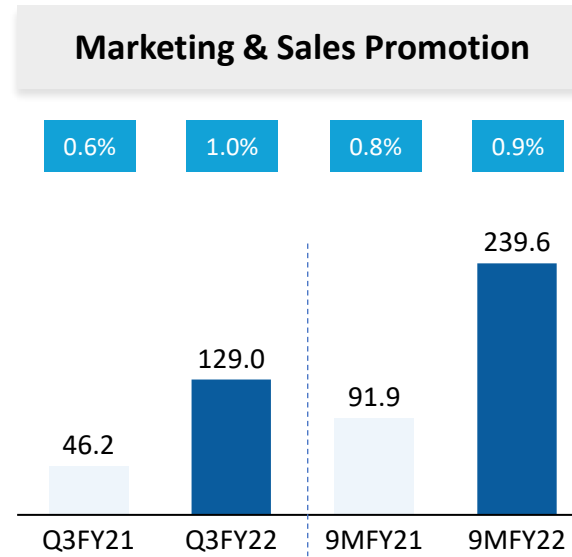
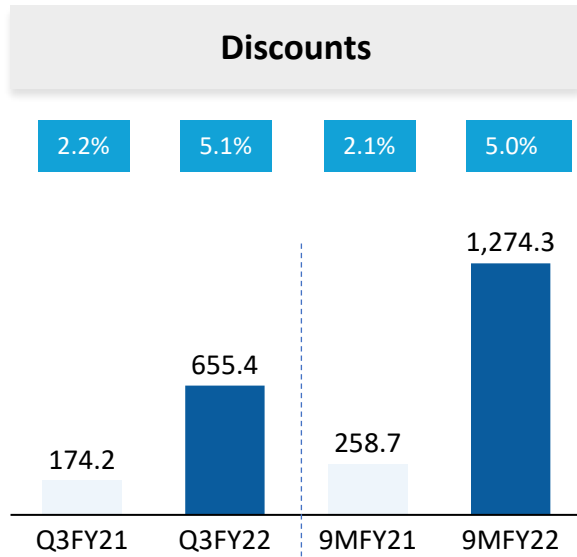
Recent milestones achieved by EaseMyTrip- (Operational Highlights for Q3FY22)

- **Acquisition of Spree Hospitality**
 - Acquired Spree Hospitality, a 1200 room-keys hospitality management company, to expand presence in the hotel and holiday segment
 - EaseMyTrip to enable Spree Hospitality to expand to 200 properties in the next 5 years
- **Acquiring Traviate**
 - Will add a new revenue stream and further strengthen the company's offerings and portfolio in the B2B hotel and holiday space
 - Traviate is India's first B2B technology-driven travel marketplace that enables the travel ecosystem to connect and transact efficiently
- **Acquiring Yolobus**
 - Acquiring the brand name and technology of 'Yolobus', a premium intercity mobility platform, to grow presence in the non-air segment
- **First-ever brand ambassadors for the nationwide brand campaign**
 - Varun Sharma and Vijay Raaz were appointed as first-ever brand ambassadors as part of a nationwide brand initiative
- **Announces dividend**
 - Declares total interim dividend payout of Rs. 32,59,35,000; Announced one in May'21 (100%) and second in November (50%)

One of the few new-age technology companies to deliver sustainable profits

Particulars (Rs. in Mn)	Q3FY22		Q3FY21		Q2FY22		9MFY22		9MFY21	
Gross Booking Revenue (GBR)	12,931.3		7,827.3		8,950.9		25,444.1		12,207.6	
Revenue/Income	Amount	% of GBR	Amount	% of GBR	Amount	% of GBR	Amount	% of GBR	Amount	% of GBR
A. Revenue from Operation (as per financials)	865.6	6.7%	440.9	5.6%	566.5	6.3%	1745.2	6.9%	720.3	5.9%
B. Discounts to customers	655.4	5.1%	174.2	2.2%	442.3	4.9%	1274.3	5.0%	258.7	2.1%
Adjusted Revenue (A + B)	1521.0	11.8%	615.2	7.9%	1008.8	11.3%	3019.5	11.9%	979.1	8.0%
Other Income (Finance + Non Operating)	32.3		30.8		31.4		98.0		94.3	
Adjusted Income	1553.3	12.0%	645.9	8.3%	1040.2	11.6%	3117.5	12.3%	1073.4	8.8%
Total Expense										
Discounts to customers	655.4	5.1%	174.2	2.2%	442.3	4.9%	1274.3	5.0%	258.7	2.1%
Employee Expenses	69.3	0.5%	50.2	0.6%	50.3	0.6%	165.7	0.7%	147.6	1.2%
Marketing & Sales Promotion	129.0	1.0%	46.2	0.6%	83.0	0.9%	239.6	0.9%	91.9	0.8%
Payment Gateway Charges	86.3	0.7%	52.6	0.7%	58.7	0.7%	172.8	0.7%	83.5	0.7%
Other Expenses	65.7	0.5%	21.7	0.3%	36.9	0.4%	136.3	0.5%	58.0	0.5%
Finance Cost	6.8	0.1%	10.6	0.1%	2.8	0.0%	11.1	0.0%	16.0	0.1%
Depreciation	2.2	0.0%	1.6	0.0%	2.2	0.0%	6.6	0.0%	4.9	0.0%
Total Expense	1014.7	7.8%	357.1	4.6%	676.3	7.6%	2006.4	7.9%	660.7	5.4%
PBT	538.6	4.2%	288.8	3.7%	363.8	4.1%	1111.1	4.4%	412.7	3.4%
Tax	138.3		70.0		92.5		285.3		107.3	
Other Comprehensive Income	3.9		1.1		0.1		-0.4		3.4	
PAT	404.2	3.1%	220.0	2.8%	271.4	3.0%	825.4	3.2%	308.8	2.5%

Attaining even better Operational Efficiencies

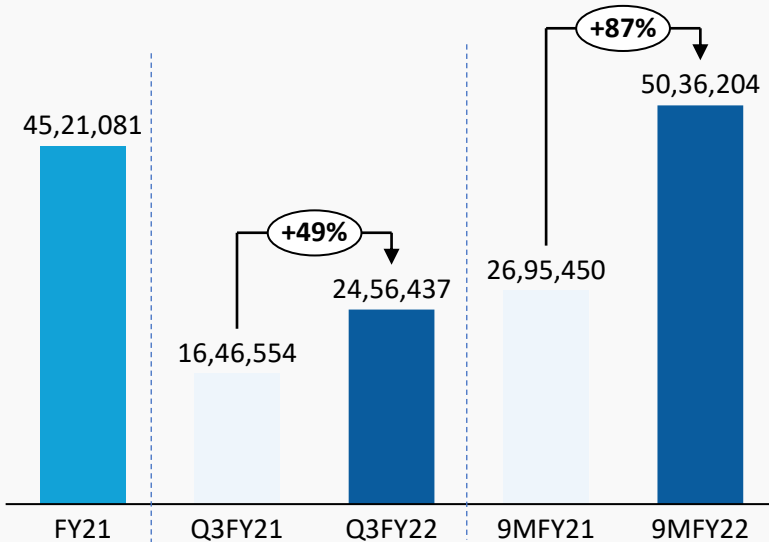


- ✓ In line with the competition intensity, we have offered more discounts for customer stickiness & acquisition across our portal. We anticipate discounts to ease off for coming quarters on the back of strong recovery in demand
- ✓ Our employee expenses has been under control for Q3FY22 as a % of GBR it stood at 0.5% as compared to 0.6% for same quarter last year. For 9MFY22 employee expenses as a % of GBR stood at 0.7% as compared to 1.2% for 9MFY21
- ✓ With focused marketing & sales promotion expenses we have been able to increase our market share. Our marketing expenses stood at around 0.9% of GBR for 9MFY22 as compared to 0.8% of GBR in 9MFY21
- ✓ Other expenses as a % of GBR were consistent at 1.2% in 9MFY22 with 1.2% in 9MFY21

Q3 & 9M FY22 Operational Performance

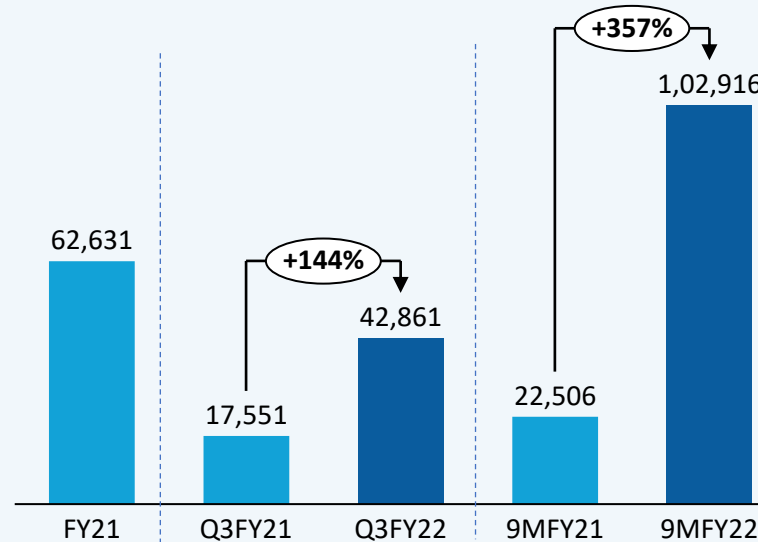
Flights

Air Segments in Nos*



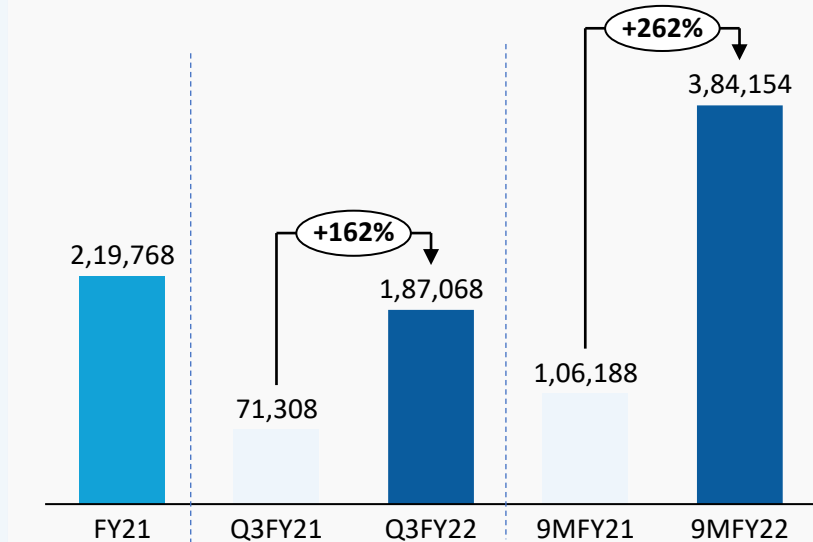
Hotels

Hotel Nights in Nos



Trains, Buses & Others

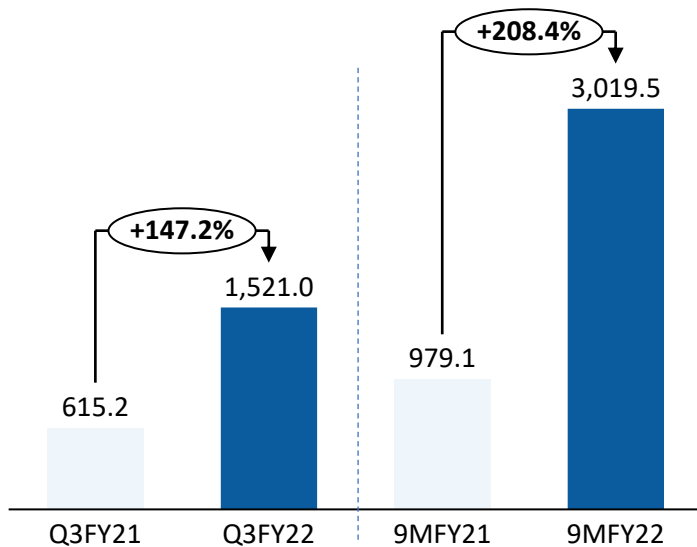
Transactions in Nos



- ✓ We have witnessed strong recovery in demand across our segments and are optimistic of the demand scenario going forward on the back of strong tailwinds in terms of **revenge travel and recovery in the travel and tourism industry**
- ✓ Air Segments for the quarter were **up by 49%** and for 9MFY22 were **up by 87%**. We have witnessed strong demand and with our constant customer engagement, customer acquisition and focused marketing initiatives, we have been **able to inch up our market share** in the Air segment considerably
- ✓ We have been working on our hotel segment and has been able to successfully grow in that segment through organic and in-organic strategy. Hotel nights booking in Q3FY22 & 9MFY22 were **up by 144% & 357%** respectively. We have achieved a new height in our hotel nights booking segment in 9MFY22 and are confident of **future growth in this segment, with our competitive pricing & vide offerings across hotels**
- ✓ Our Train, Buses & Other segment in 9MFY22 together have seen a booking of 3.8 Lacs **up by 262%**

Q3 & 9M FY22 Financial Highlights

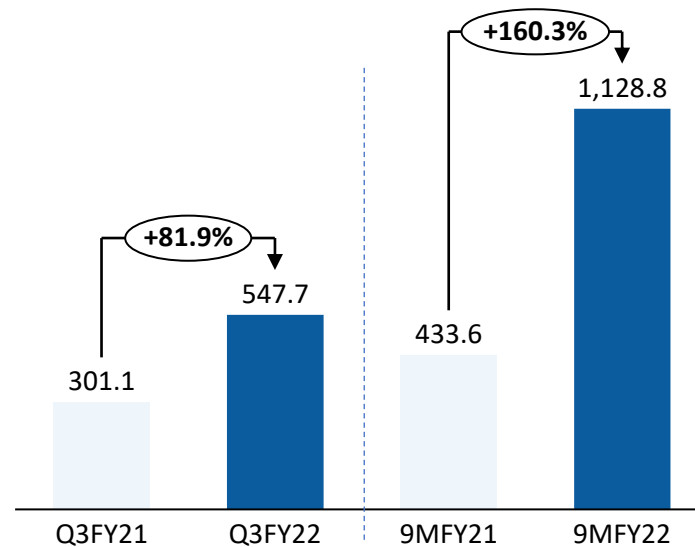
Adjusted Revenue



Adjusted Revenue

- ✓ Recovery in travel & tourism sector has enabled high growth in bookings across segments
- ✓ Adjusted revenue for Q3FY22 stood at Rs. 1,521 Mn as compared to Rs. 615.2 Mn in Q3FY21, a growth of 147.2%
- ✓ 9MFY22 adjusted revenue was up by 208.4% on YoY basis

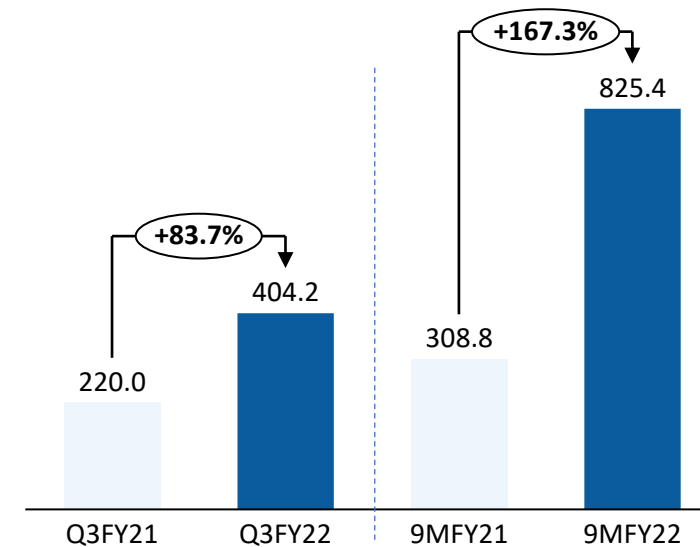
EBITDA



EBITDA

- ✓ EBITDA for the quarter stood at Rs. 547.7 Mn as compared to Rs. 301.1 Mn in Q3FY21, a growth of 81.9%. EBITDA for 9MFY22 was up by 160.3% YoY
- ✓ Increase in operational efficiencies and efficient cost management systems are processes has led to increase in EBITDA

PAT



PAT

- ✓ PAT for 9MFY22 stood at Rs. 825.3 Mn as compared to Rs. 308.8 Mn in 9MFY21, a significant jump of 167.3%
- ✓ PAT for Q3FY22 was up by 83.7% at Rs. 404.2 Mn

Q3 & 9M FY22 Consolidated Profit & Loss Account

Profit & Loss Statement (Mn)	Q3FY22	Q3FY21	Y-o-Y	Q2FY22	Q-o-Q	9MFY22	9MFY21	Y-o-Y
Revenue from Operations	865.6	440.9		566.5		1745.2	720.3	
Other Income	32.3	30.8		31.4		98.0	94.3	
Total Income	897.9	471.7	90.4%	597.8	50.2%	1843.2	814.7	126.3%
Employee Benefits Expense	69.3	50.2		50.3		165.7	147.6	
Other Expenses	280.9	120.4		178.6		548.8	233.4	
EBITDA	547.7	301.1	81.9%	368.9	48.5%	1128.8	433.6	160.3%
EBITDA %	61.0%	63.8%		61.7%		61.2%	53.2%	
Depreciation and Amortisation Expense	2.3	1.7		2.2		6.6	4.9	
EBIT	545.4	299.5		366.7		1122.2	428.7	
Finance Costs	6.8	10.6		2.8		11.1	16.0	
PBT	538.6	288.8	86.5%	363.8	48.0%	1111.1	412.7	169.2%
Total Tax Expense	138.3	70.0		92.6		285.3	107.3	
Profit for the year	400.3	218.9	82.9%	271.3	47.6%	825.8	305.4	170.4%
PAT %	44.6%	46.4%		45.4%		44.8%	37.5%	
Other Comprehensive Income for the year	3.9	1.1		0.1		-0.5	3.3	
Total Comprehensive Income for the year	404.2	220.0	83.7%	271.4	48.9%	825.4	308.8	167.3%
EPS	3.7	2.0		2.5		7.6	2.8	



Historical Financials

Historical Consolidated Profit & Loss Account

Profit & Loss Statement (Mn)	Mar-21	Mar-20	Mar-19	Mar-18
Revenue from Operations	1,067.1	1,413.6	1,011.1	1,001.1
Other Income	440.5	396.5	500.0	134.7
Total Revenue	1,507.6	1,810.1	1,511.1	1,135.7
Employee Benefits Expense	211.9	302.0	220.2	159.2
Other Expenses	419.8	971.7	842.8	853.8
EBITDA	875.8	498.9	448.1	122.8
EBITDA %	58.1%	27.6%	29.7%	10.8%
Depreciation and Amortisation Expense	6.6	7.1	4.6	2.4
EBIT	869.2	491.8	443.4	120.4
Finance Costs	35.3	33.0	31.7	15.1
PBT	833.9	458.8	411.8	105.2
Total Tax Expense	223.8	129.0	118.4	39.1
Profit for the year	610.1	329.8	293.4	66.1
PAT %	40.5%	18.2%	19.4%	5.8%
Discontinued Operations	0.0	0.0	-53.5	-65.8
Other Comprehensive Income for the year	4.0	0.4	-0.2	1.5
Total Comprehensive Income for the year	614.1	330.2	239.7	1.8
EPS	5.62	3.04	2.70	0.61

Consolidated Balance Sheet

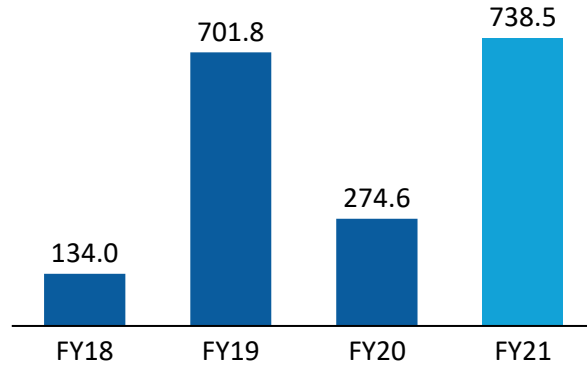
Equity & Liabilities (Mn)	FY21	FY20
Equity Share Capital	217.3	217.3
Other Equity	1,409.4	795.2
Total Equity	1,626.6	1,012.5
Financial Liabilities		
Contract Liabilities	212.4	386.8
Provisions	18.3	17.5
Total Non-Current Liabilities	230.7	404.4
Financial Liabilities		
(i) Borrowings	173.4	67.6
(ii) Trade payables	256.0	266.4
(iii) Other Financial Liabilities	1,074.3	717.3
Provisions	5.0	2.9
Contract Liabilities	374.9	229.9
Current Tax Liabilities (Net)	126.1	114.8
Other Current Liabilities	109.8	83.1
Total Current Liabilities	2,119.5	1,482.0
Total Equity & Liabilities	3,976.8	2,898.8

Assets (Mn)	FY21	FY20
Property, plant and equipment	75.6	77.6
Intangible assets	1.5	1.3
Goodwill	16.0	16.0
Investment Property	23.1	23.2
Intangible assets under development	3.3	3.3
Financial Assets		
(i) Loans	0.5	65.3
(ii) Other Financial Assets	138.2	150.2
Deferred Tax Assets (Net)	32.9	30.6
Other Non Current Assets	1.1	0.0
Total Non-Current Assets	292.1	367.5
Financial Assets		
(i) Loans	212.6	132.4
(ii) Investments	10.2	10.0
(iii) Trade Receivable	289.0	581.9
(iv) Cash and Cash Equivalents	426.4	134.1
(v) Other Bank Balances	1,858.3	1,178.0
(vi) Other Financial Assets	72.8	204.3
Other Current Assets	815.5	290.7
Total Current Assets	3,684.8	2,531.4
Total Assets	3,976.8	2,898.8

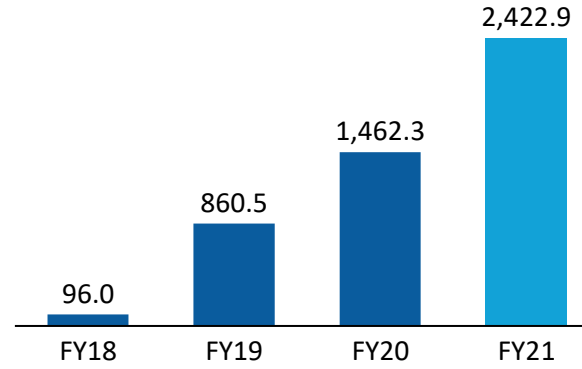
Consolidated Cash Flow Statement (Mn)	FY21	FY20
Cash Flow from Operating Activities		
Profit before Tax	833.9	458.8
Adjustment for Non-Operating Items	-358.1	-233.6
Operating Profit before Working Capital Changes	475.8	225.3
Changes in Working Capital	504.5	106.8
Cash Generated from Operations	980.3	332.1
Less: Direct Taxes paid	-241.8	-57.4
Net Cash from Operating Activities	738.5	274.6
Cash Flow from Investing Activities	-549.3	-545.2
Cash Flow from Financing Activities	2.4	64.0
Net increase/ (decrease) in Cash & Cash equivalent	191.6	-206.6
Cash & Cash Equivalents at the beginning of the period	134.1	340.8
Cash & Cash equivalents at the end of the period	325.7	134.1

Key Return Ratios

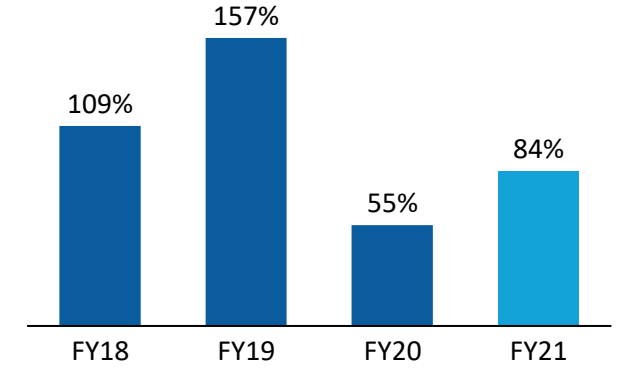
Cash Flow from Operations (Mn)



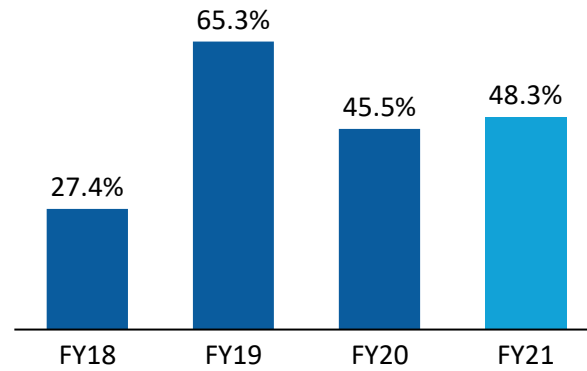
Cash & Term Deposits (Mn)



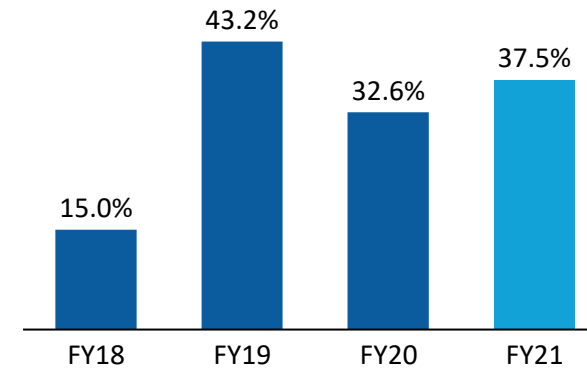
OCF to EBITDA (%)



ROCE (%)

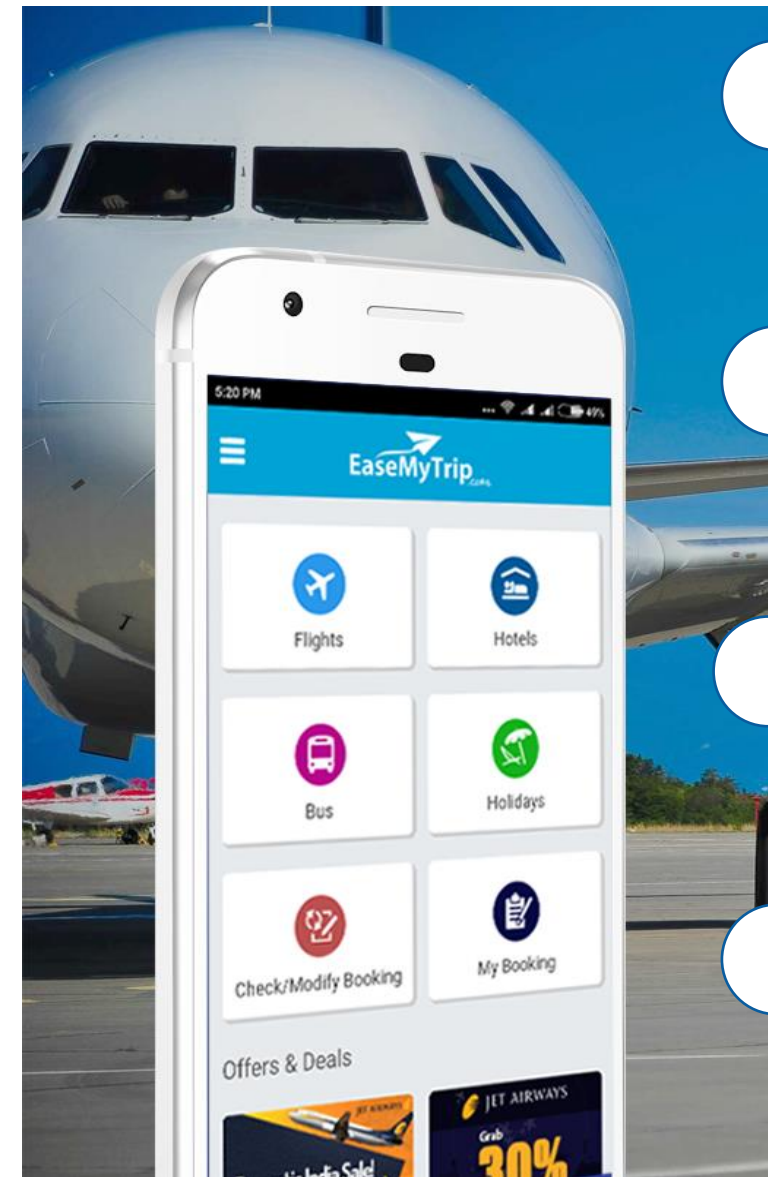


ROE (%)





Company Overview



2nd Largest OTA*

Founded in 2008, EaseMyTrip is the 2nd largest Online Travel Platform in India

Growth at 47% CAGR

Fastest Growing Travel Portal in India. Gross booking revenue, grew at 47% CAGR during FY18-FY20

Only Profitable OTA since inception

Profitable since inception. Even in Covid year, EBITDA for FY21 stood at Rs. 88 crs

Zero Debt & Cash Surplus

Zero debt with Cash & Term Deposit of INR 242 Crs as on Mar-21. Business requires minimal capex for growth.

“End to End” Travel Solutions

Offers “End to End” travel solutions which includes air tickets, hotels and holiday packages, rail tickets & bus tickets as well as ancillary value-added services

Growth Funded by Internal Accruals

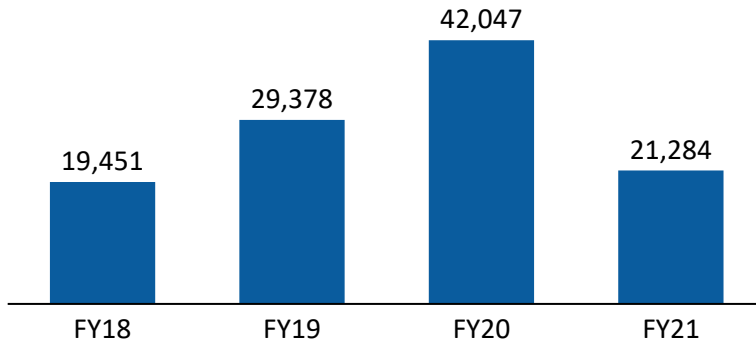
No external equity infusion since inception. Managed growth through internal accruals & sustained profitability

Brand Equity

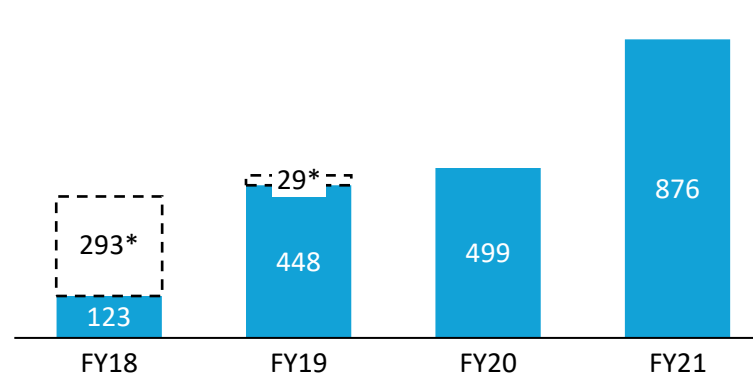
Well recognized brand with lean cost of operations to support profitability and growth

Fastest Growing & Only Profitable OTA in India...

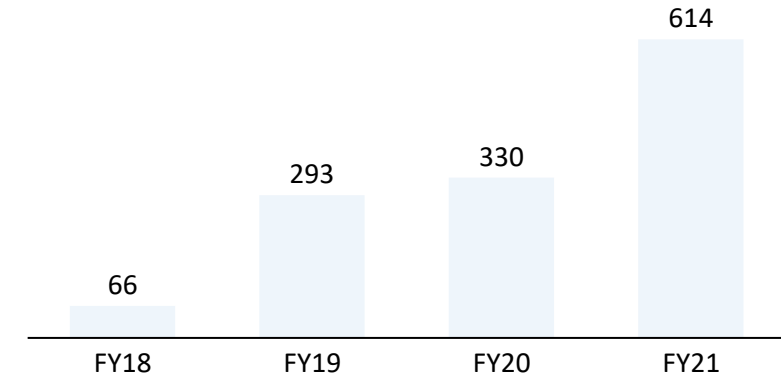
Gross Booking Revenue (Mn)



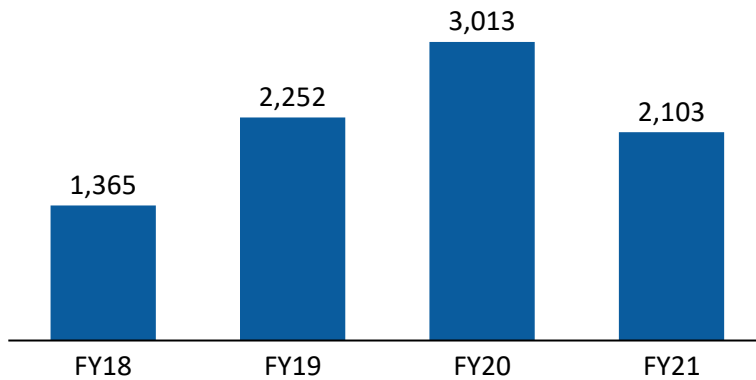
EBITDA (Mn)



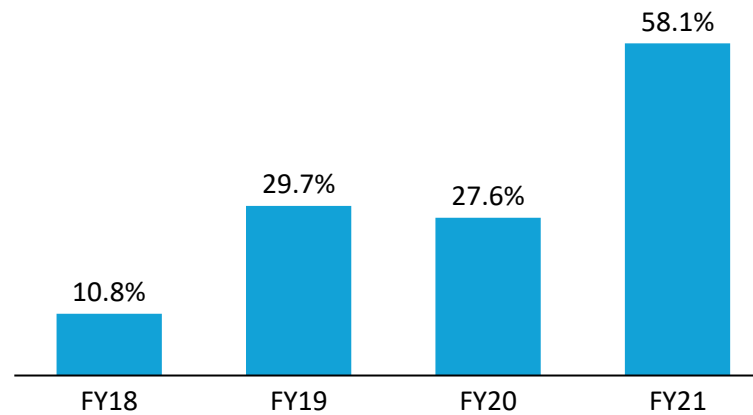
PAT (Mn)



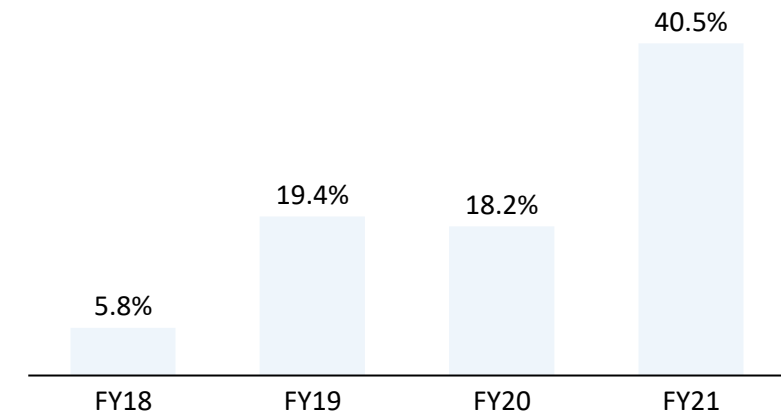
Adjusted Total Income# (Mn)



EBITDA Margin (%)



PAT Margin (%)

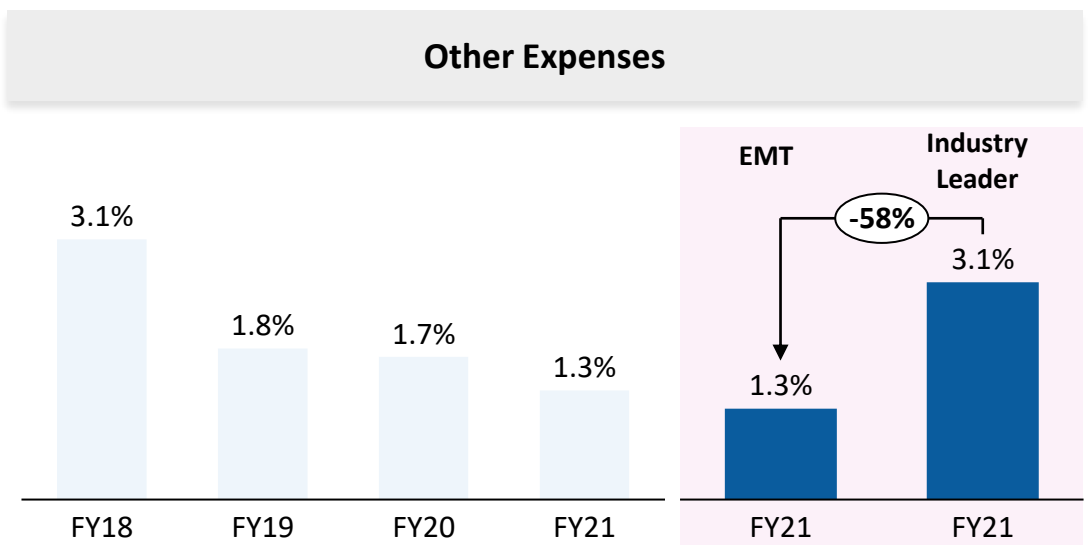
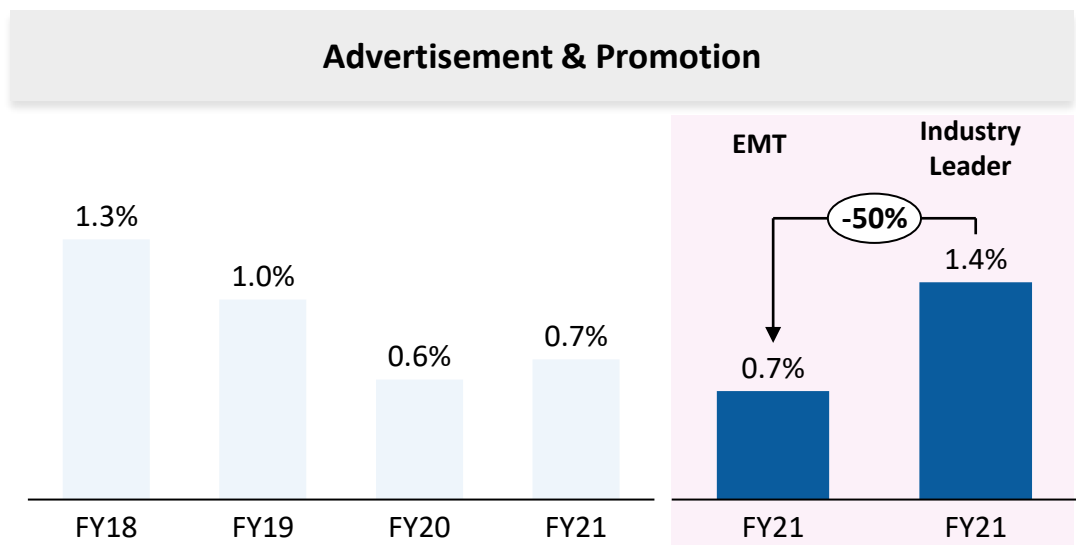
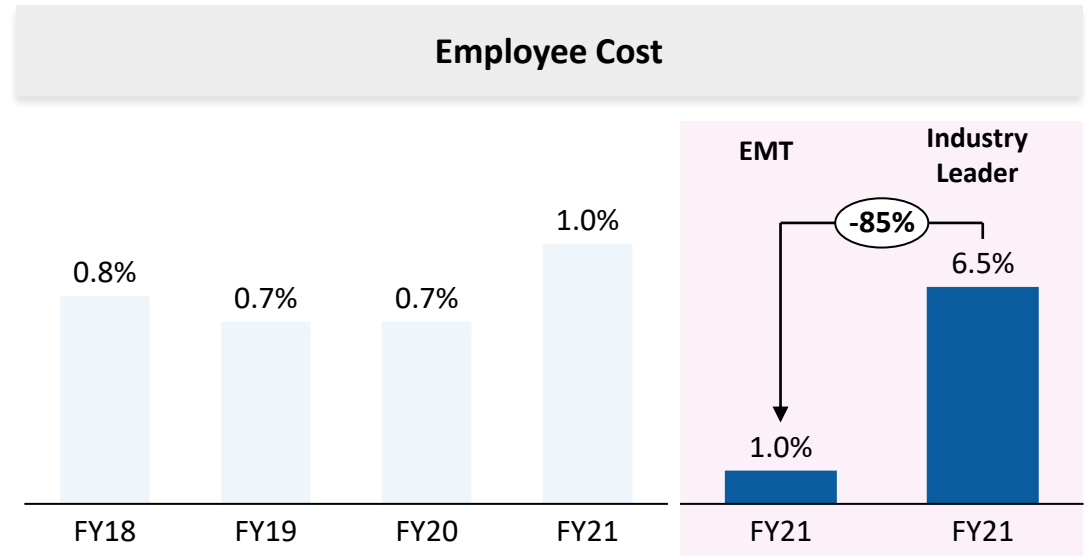
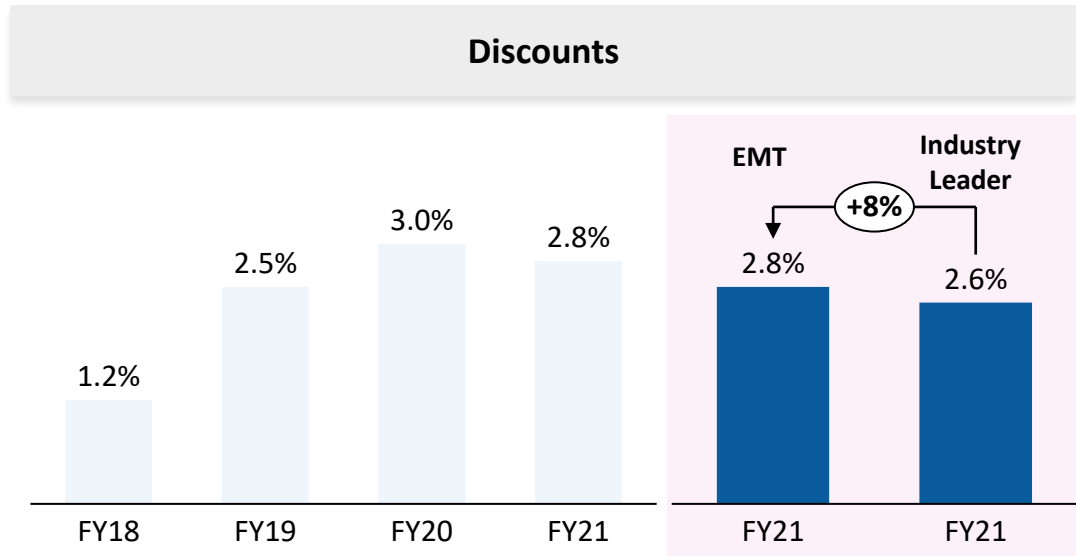


*In Fiscal 2018 and Fiscal 2019, advance written off amounted to ₹ 293.11 million and ₹ 29.50 million, respectively

#Including Discounts offered to customers & excluding service cost

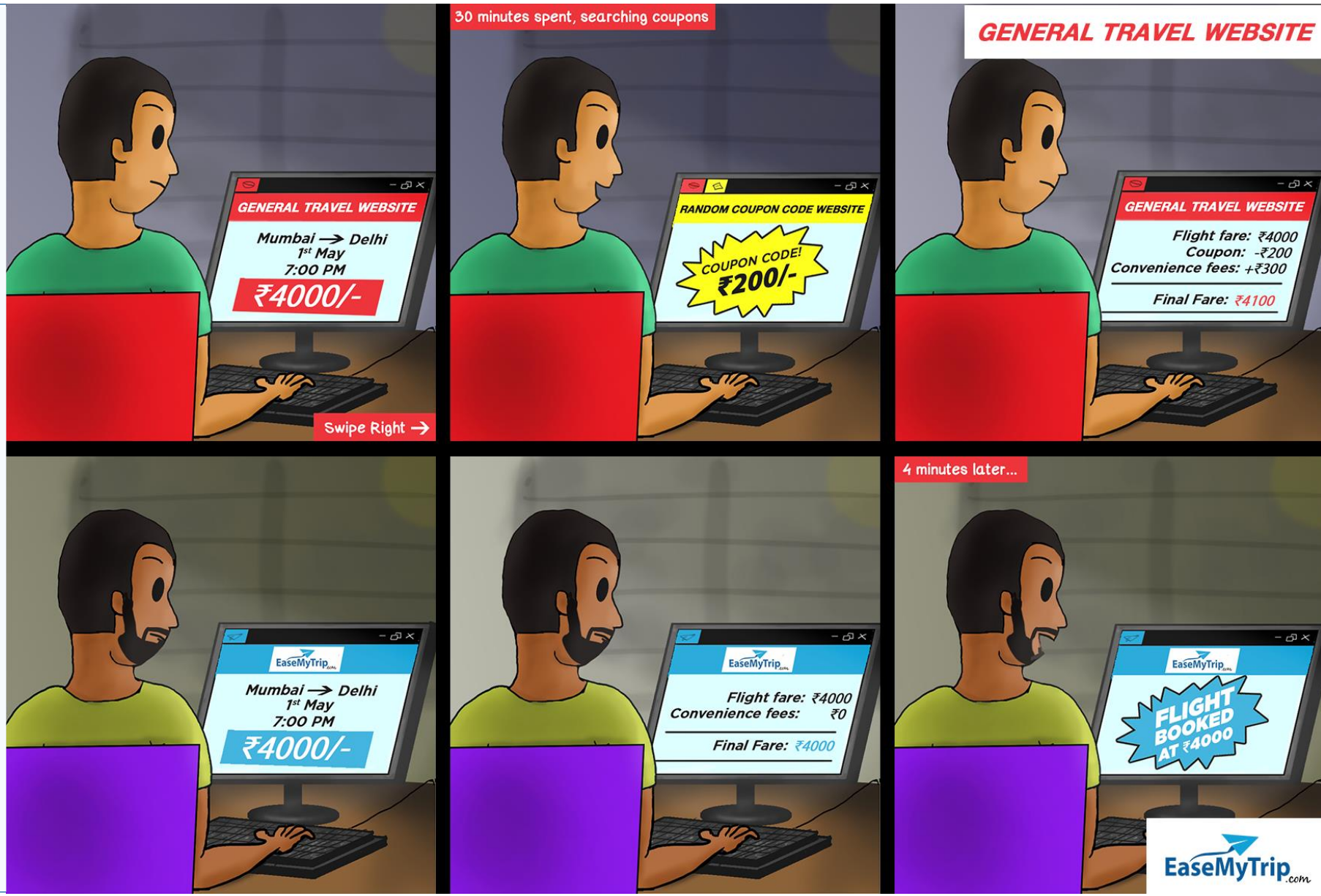
...due to our Lean Cost Model...

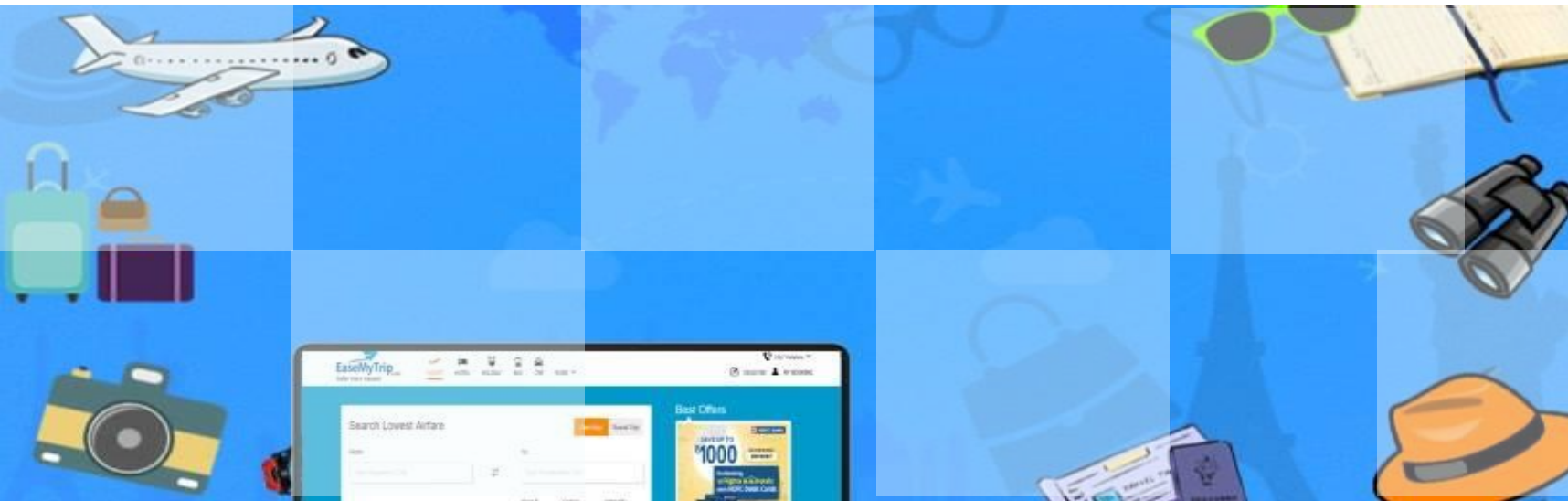
% of Gross Booking Revenue



*Data as per publicly available documents

...and No Convenience Fees Strategy

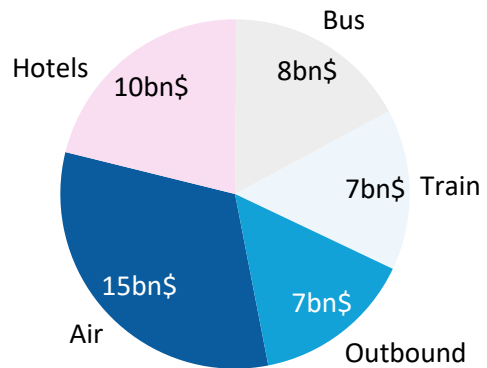




Industry Overview

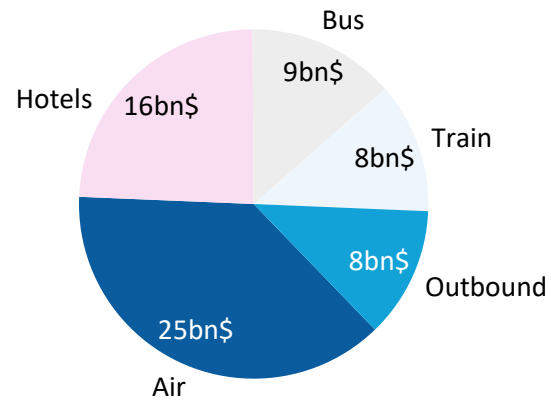
Indian Travel & OTA Market

Total Travel Market (FY20)



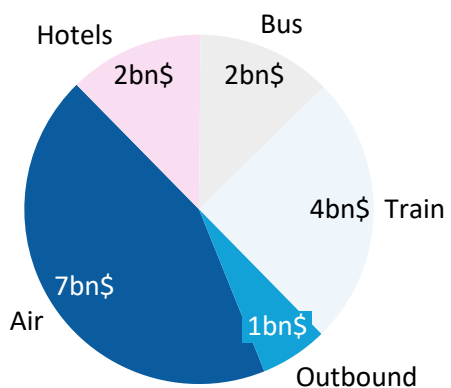
US\$ 46 bn

Total Travel Market (FY25E)



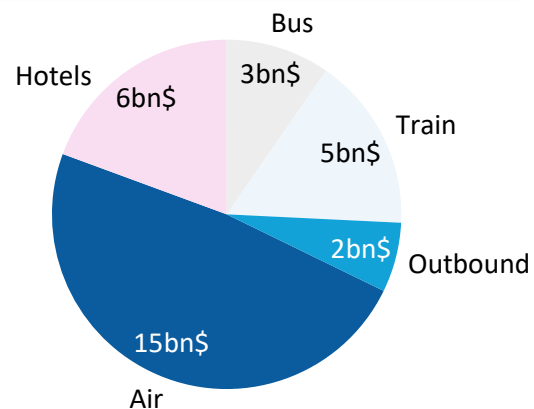
US\$ 66 bn

Online Travel Market (FY20)



US\$ 16 bn

Online Travel Market (FY25E)



US\$ 31 bn

FY20-25 CAGR

	Total	Online
	11%	16%
	9%	20%
	4%	15%
	3%	6%
	4%	11%
	8%	14%

Online travel market in India to **double over the next five years** to reach US\$31 bn FY25, **growing at 14% CAGR** from FY20 levels

Key Drivers

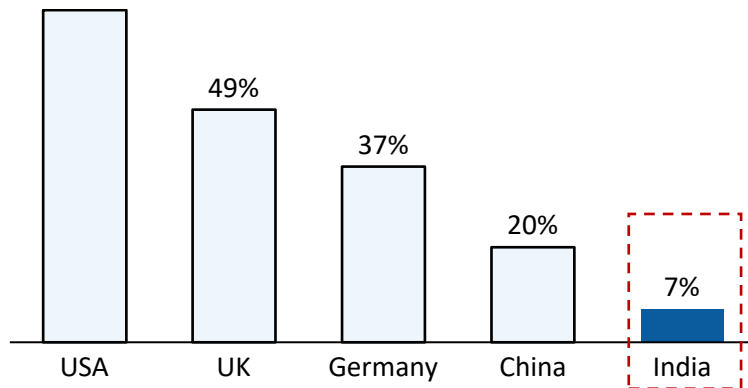
Increased adoption of internet platforms in under-penetrated segments such as hotels, international travel and bus (online volume penetration <20% in each of these segments)

Elevated growth in the underlying demand in sectors like air and hotels due to rising income levels

Deeper penetration of travel into lower tier towns.

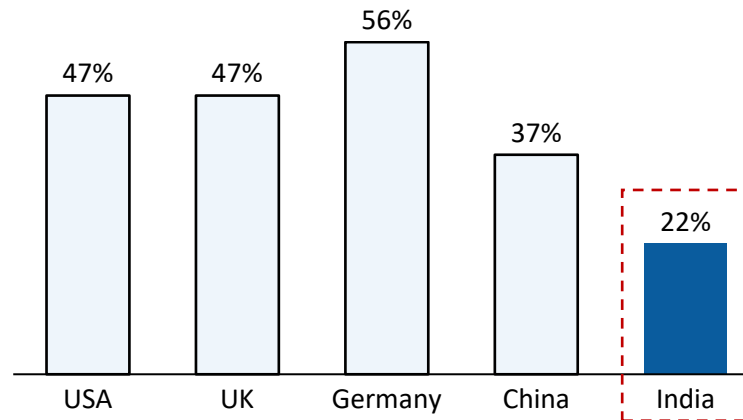
Indian Hotel Industry

Least penetration of Chain Affiliated Hotels



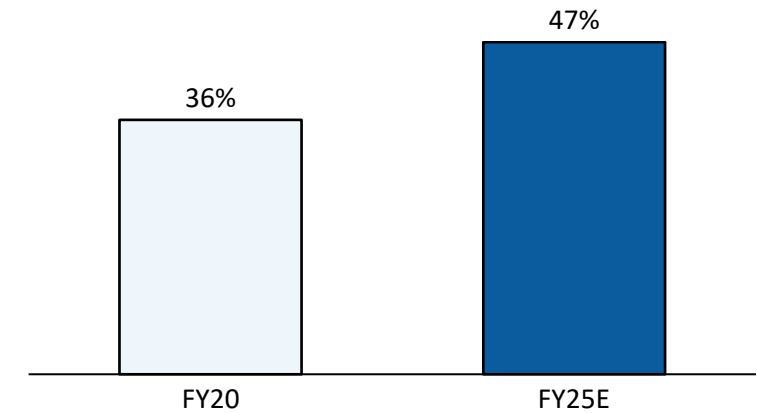
<10% of total room inventory in India (as of 2019) is affiliated with chains, vs 20%/70% in China/US. Higher fragmentation of suppliers (and low occupancy levels and low online penetration) will result in structurally higher takes rates for hotel platforms in India vs global peers.

Online penetration of Hotels Lowest in the World



Hotels to be the fastest growing segment within online travel (20% FY20-25E CAGR), as the fragmented supply chain of ~2mn rooms in India increasingly moves online

Contribution of Hotels in Online Travel Revenue pool



Online travel is one of the worst hit sectors due to the outbreak of COVID-19, with recovery likely to be “U-shaped” at best. Domestic travel in India to recover faster relative to international travel (incl. hotels and holidays/packages). For domestic travel, industry should reach pre-COVID volumes by early 2021



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