



Date: April 30, 2021

To,
Department of Corporate Services,
BSE Limited
Phiroze Jeejeebhoy Towers, Dalal Street,
Mumbai – 400 001

To,
Listing Department,
National Stock Exchange of India Limited
C-1, G-Block, Bandra-Kurla Complex
Bandra (E), Mumbai – 400 051

SUB: INVESTOR PRESENTATION
Ref: Symbol: EASEMYTRIP, Scrip Code: 543272
ISIN: INE070001018

Dear Sir/ Madam,

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

Kindly take the same on your record.

Thanking you,

Yours faithfully
For **Easy Trip Planners Limited**
(Formerly Known as "Easy Trip Planners Private Limited")

Preeti Sharma
Company Secretary and Compliance Officer
Membership No.: A34417
Address: 223, FIE Patparganj Industrial Area
East Delhi, Delhi – 110 092

Easy Trip Planners Limited

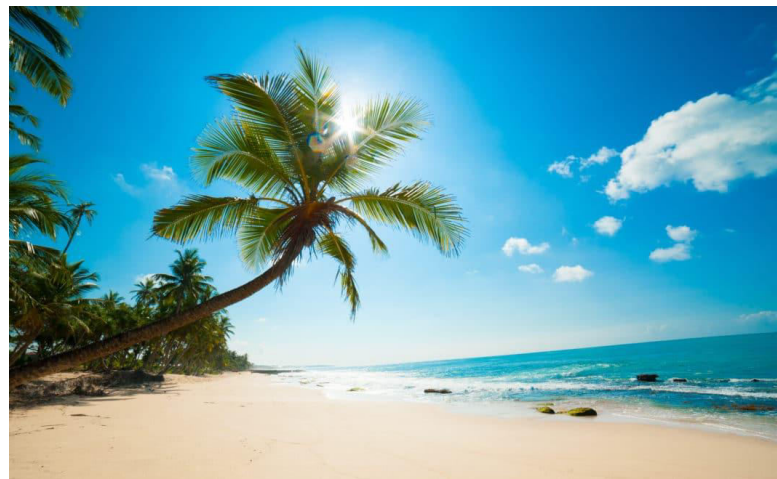
Head Office : Building No 223, Patparganj Industrial Area, Patparganj, New Delhi, Delhi 110092

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



Incredible India
Approved by Ministry of Tourism
Government of India






EaseMyTrip.com

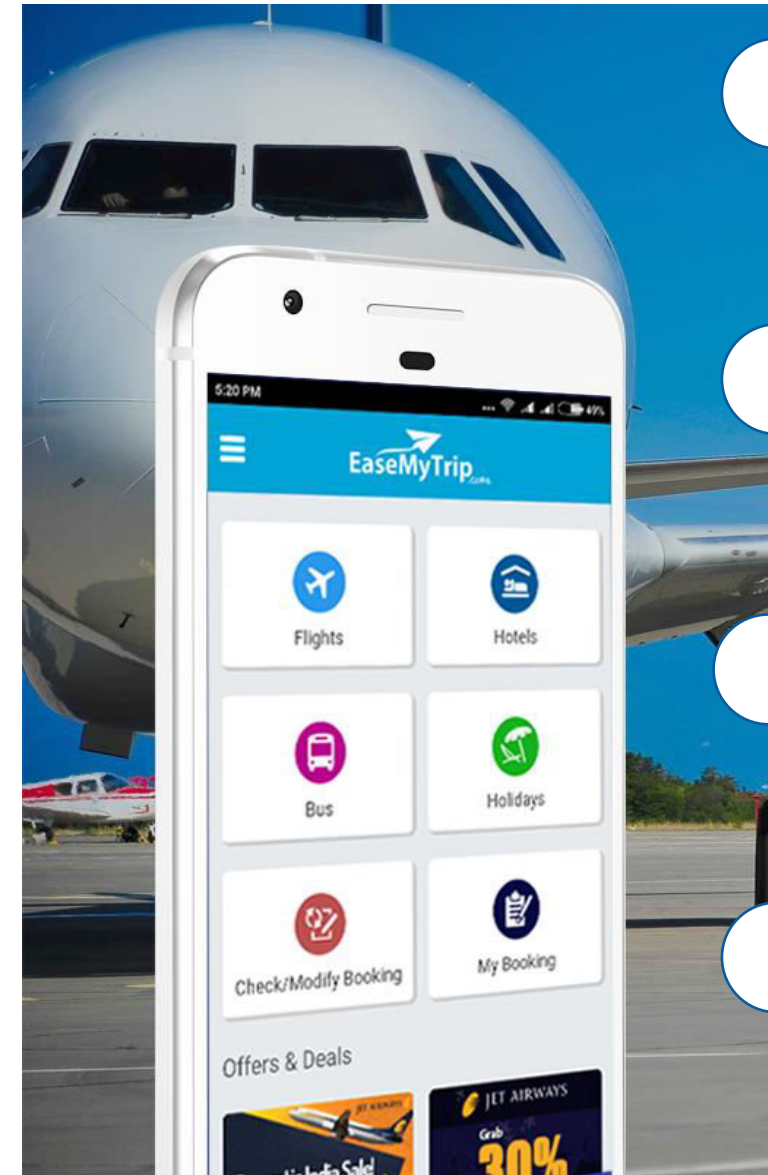


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All Maps used in the Presentation are not to scale. All data, information and maps are provided "as is" without warranty or any representation of accuracy, timeliness or completeness.



2nd Largest OTA*

Founded in 2008, Easy Trip Planners Ltd (“EaseMyTrip”), is the 2nd largest Online Travel Portal 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

Profitable since inception (last 13 years). Even in Covid year, EBITDA for 9MFY21 stood at Rs. 43.4 crs

Zero Debt & Cash Surplus

Zero debt with Cash & Term Deposit of INR 208 Crs as on Dec-20. 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

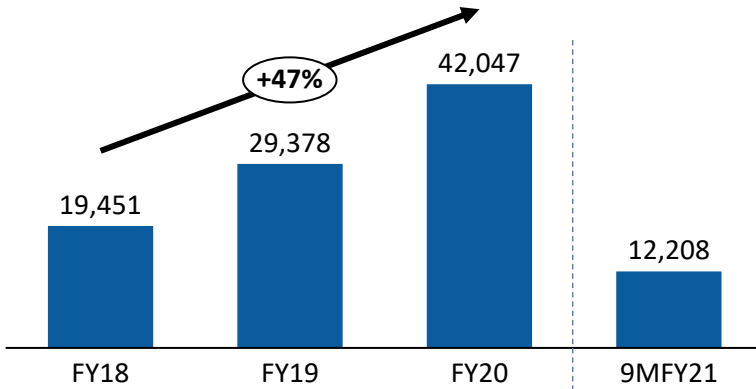
Well recognized brand with lean cost of operations to support profitability and growth



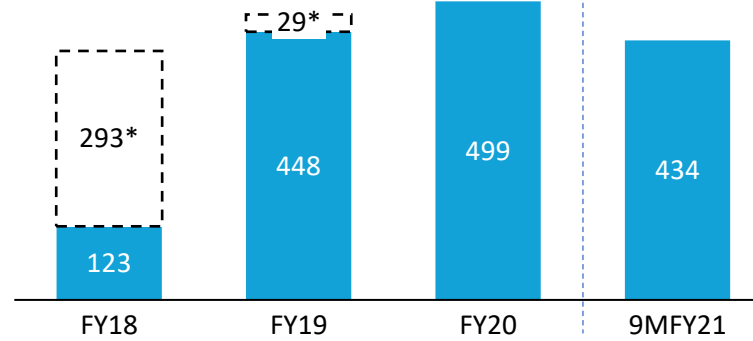
Standout Performance

Fastest Growing & Only Profitable OTA in India...

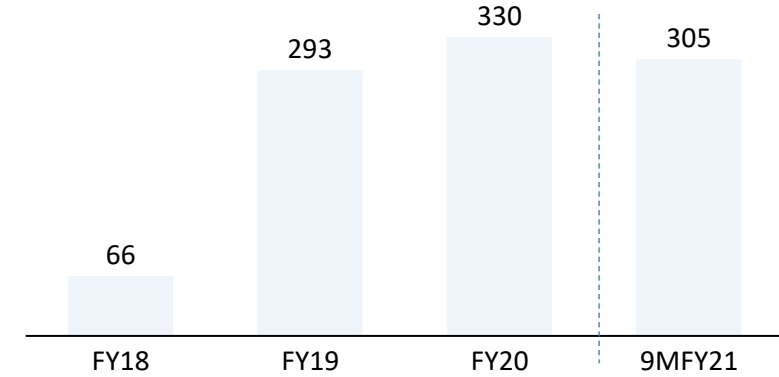
Gross Booking Revenue (Mn)



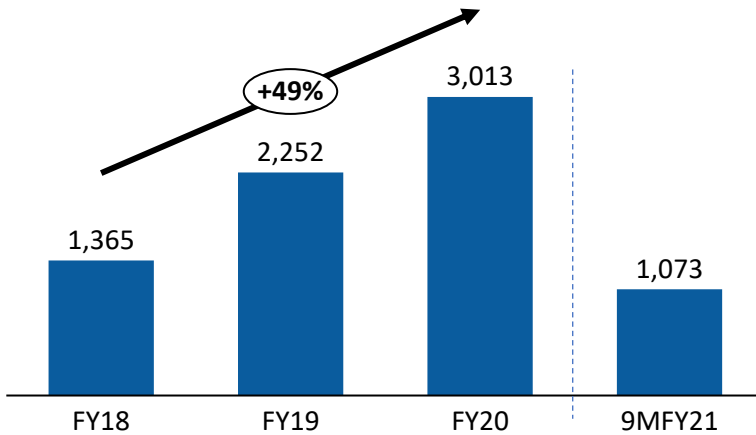
EBITDA (Mn)



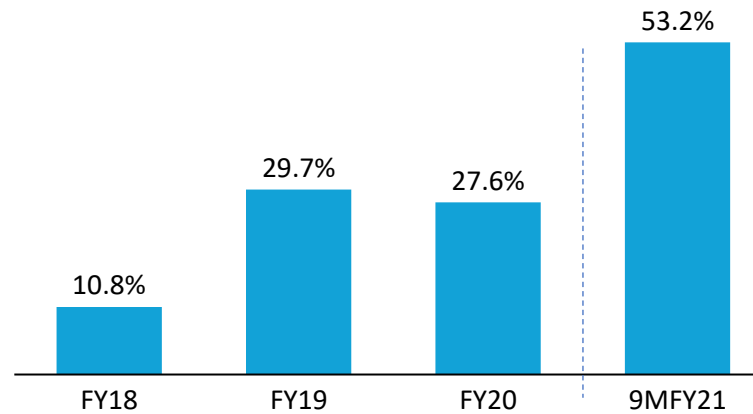
PAT (Mn)



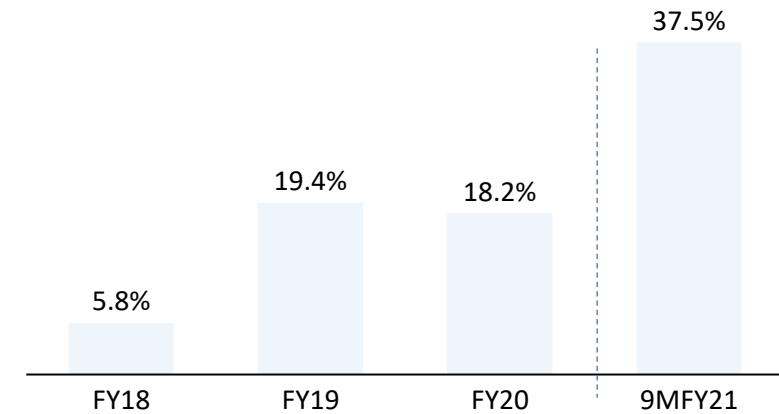
Adjusted Total Income# (Mn)



EBITDA Margin (%)



PAT Margin (%)

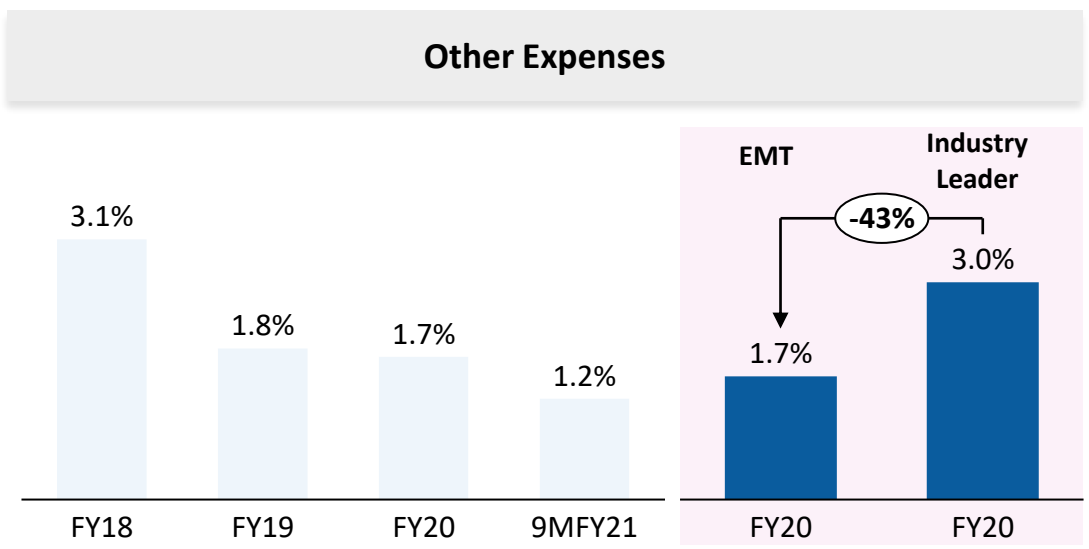
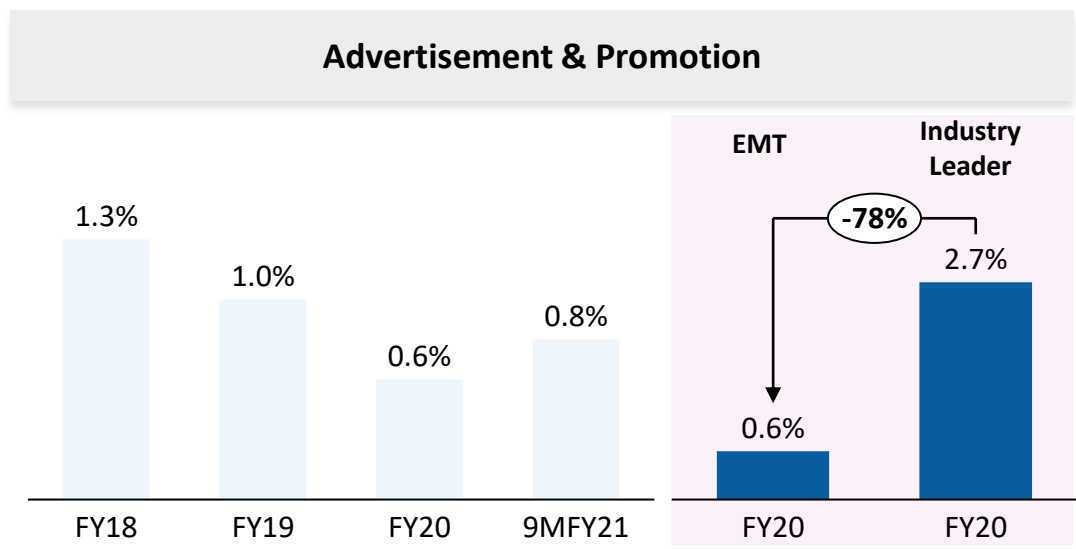
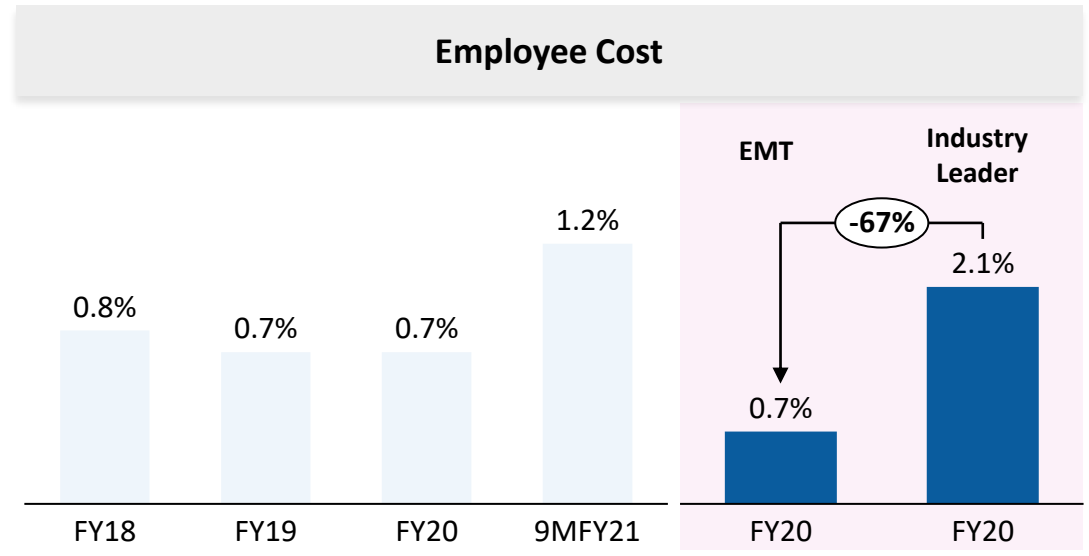
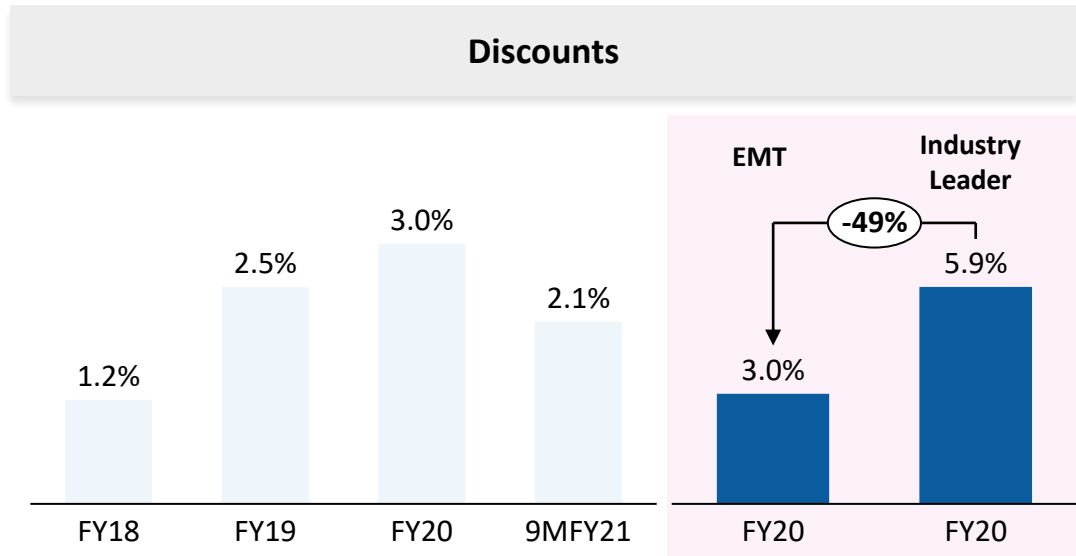


*In Fiscal 2018 and Fiscal 2019, advance written off amounted to ₹ 293.11 million and ₹ 29.50 million, respectively

#Including Discounts offered to customers & excluding service cost

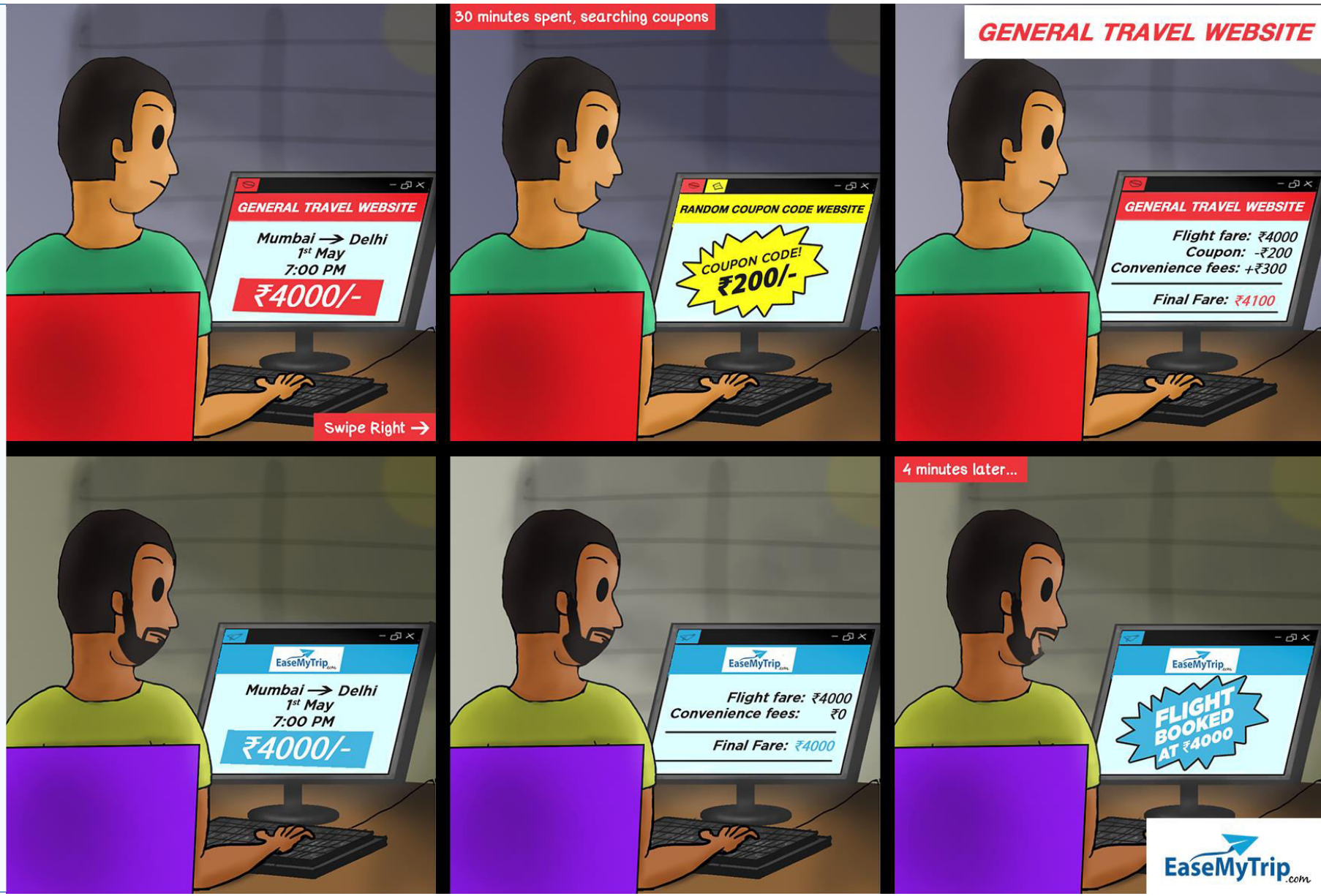
...due to our Lean Cost Model...

% of Gross Booking Revenue



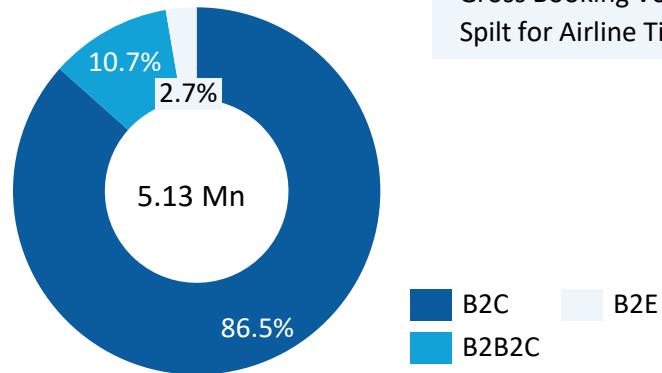
*Data as per publicly available documents

...and No Convenience Fees Strategy

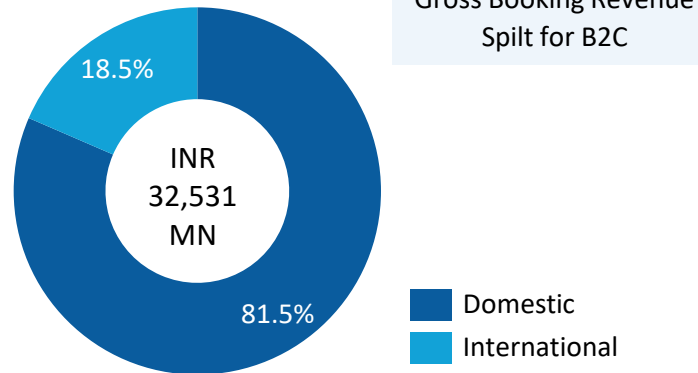


Growing Across Segments

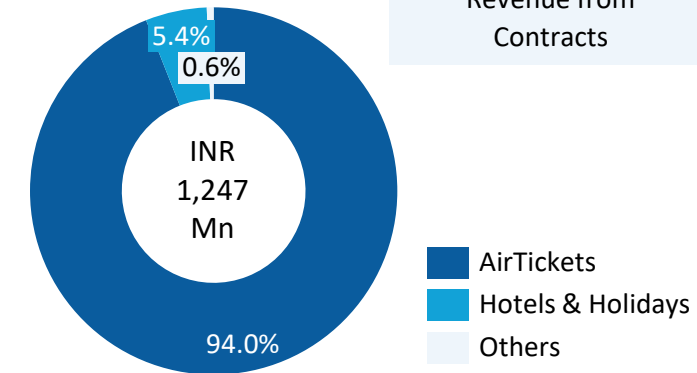
Channel-wise (FY20)



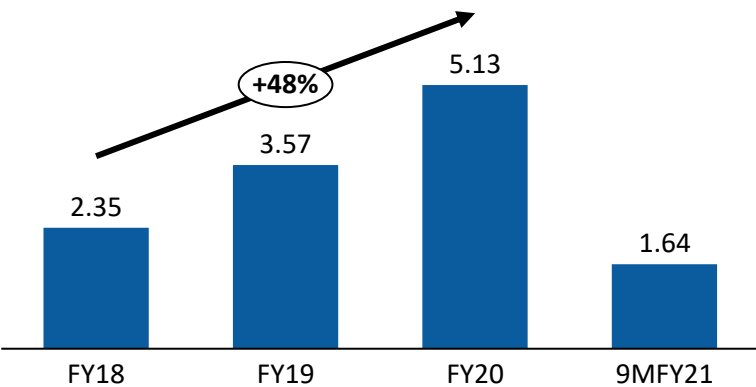
Geography-wise (FY20)



Segment-wise (FY20)

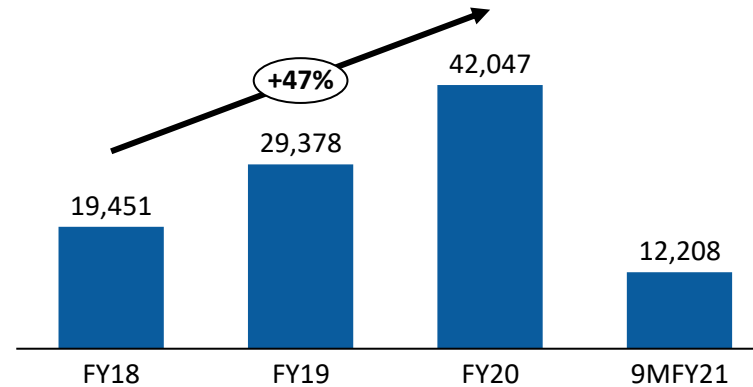


Gross Booking Volume (Mn)



Gross booking volumes for **airline tickets** have increased from 2.35 mn in FY18 to 5.13 mn in FY20 translating into a **CAGR of 48%**

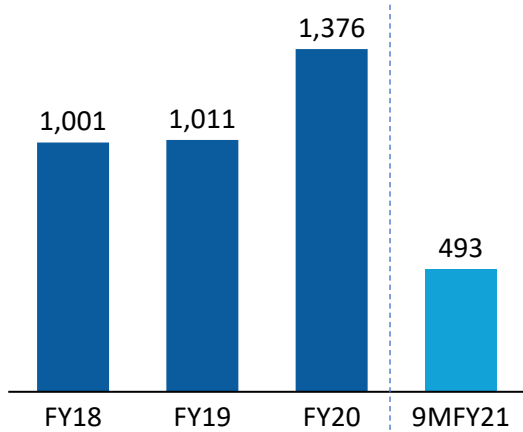
Gross Booking Revenue (Mn)



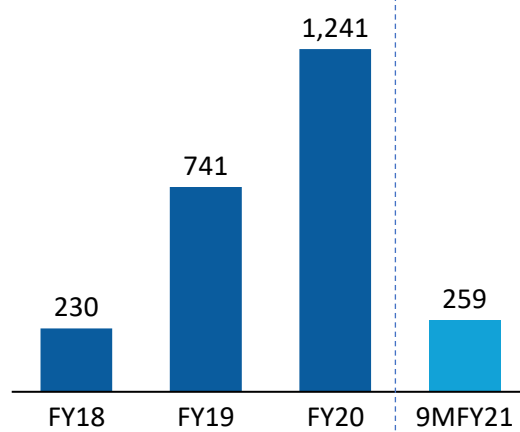
Recorded highest growth in terms of gross booking revenue during FY18-FY20 amongst the key Indian OTAs

Adjusted Revenue & Break up of Other Income

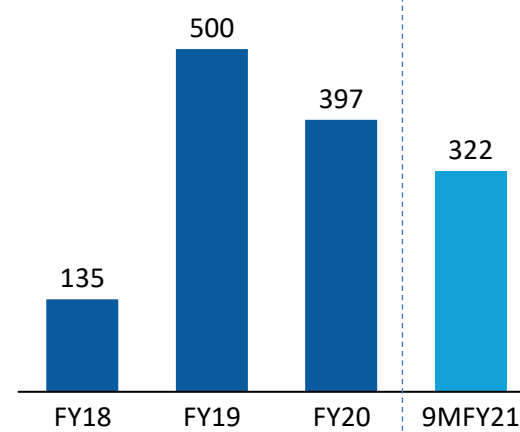
Revenue from Operations



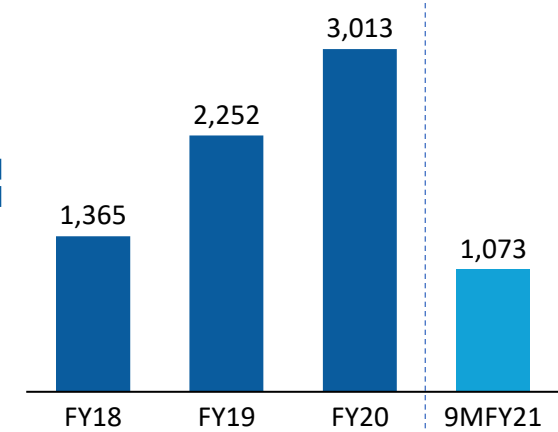
Discounts offered to Customers



Other Income



Adjusted Total Income



Adjusted Total Income Break up	Mar-18	Mar-19	Mar-20	9MFY21
Revenue from Operations	1,001.1	1,011.1	1,376.1	492.7
Discount offered to customers	229.5	741.1	1,240.9	258.8
Other Income	134.7	500.0	396.5	322.0
- Income from Cancellation/UAC	43.9	300.8	206.9	227.6
- Interest Income	52.6	74.0	89.0	85.2
- Non-Operating Income	38.2	125.3	100.7	9.2
Adjusted Total Income	1,365.2	2,252.2	3,013.4	1,073.4

Adjusted EBITDA	Mar-18	Mar-19	Mar-20	9MFY21
Adjusted Total Income	1,365.2	2,252.2	3,013.4	1,073.4
Less: Discounts/(Service Cost)	229.5	741.1	1,203.4	258.8
Total Income as per Financials	1,135.7	1,511.1	1,810.1	814.7
Less:				
Employee Benefit Expenses	159.2	220.2	302.0	147.6
Advertising & Sales Promotion	253.4	306.4	269.9	91.9
Payment Gateway Charges	150.6	242.1	349.3	83.5
Other Expenses	449.7	294.4	352.5	58.0
Adjusted EBITDA	122.8	448.1	498.9	433.6
Adjusted EBITDA Margins (%)	9.0%	19.9%	16.6%	40.4%



EaseMyTrip.com

Company Overview

Industry Leading KPI's



10.32* Mn

Registered Customers



~59* K

Registered Travel Agents



51.59# Mn

Website Visit's



~98.4# %

Booking Success Rate



~87* %

Mobile Traffic %



~5.32# %

Look-to-Book Ratio



~86^ %

Repeat Transaction Rate

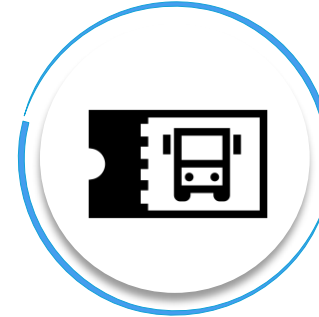


End to End Travel Solution Provider

Domestic & International
Air Ticket



Hotel Booking



Customised Holiday
Packages



Ease My Trip offers **End-to-End Travel Solutions** for all the travel needs under one roof & with a click of a button



Activities & Attraction
Ticketing's



Travel Insurance



Visa Processing
Services



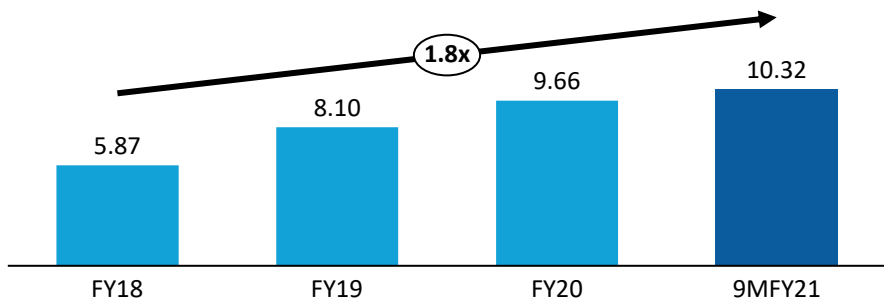
Taxi & Private Cab
Bookings



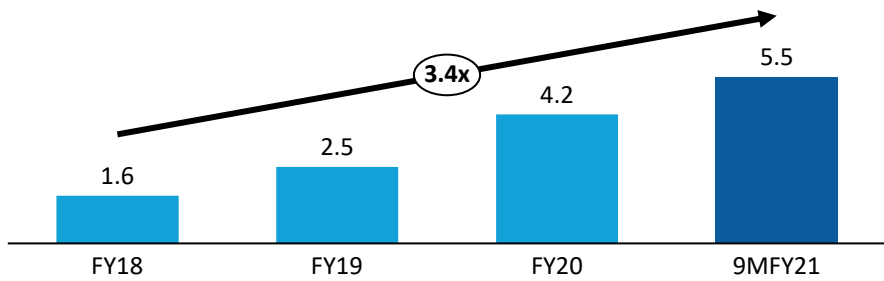
Rail & Bus Ticket & Reservations
Bookings

Customer First Approach enabling Stickiness

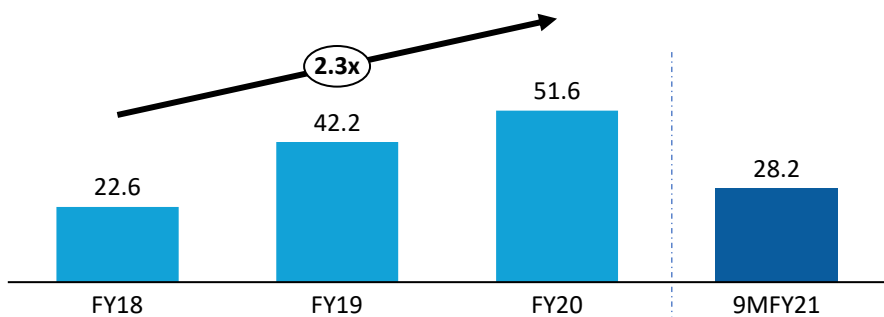
Registered Customers
(in. Millions)



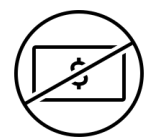
Mobile App Downloads
(in. Millions)



No. of Website Visits
(in. Millions)



85.95% Repeat Customers*



No convenience fee. Our endeavor is to avoid hidden costs which results in increasing the final price payable by the customer



In house 24*7 call centers with web-support for relatively quick resolution of queries/complaints



E-tickets & **flight alerts through text messages & online messaging** platform



Ease of cancellations & release of **Instant & Easy Refunds** for the superior customer experience



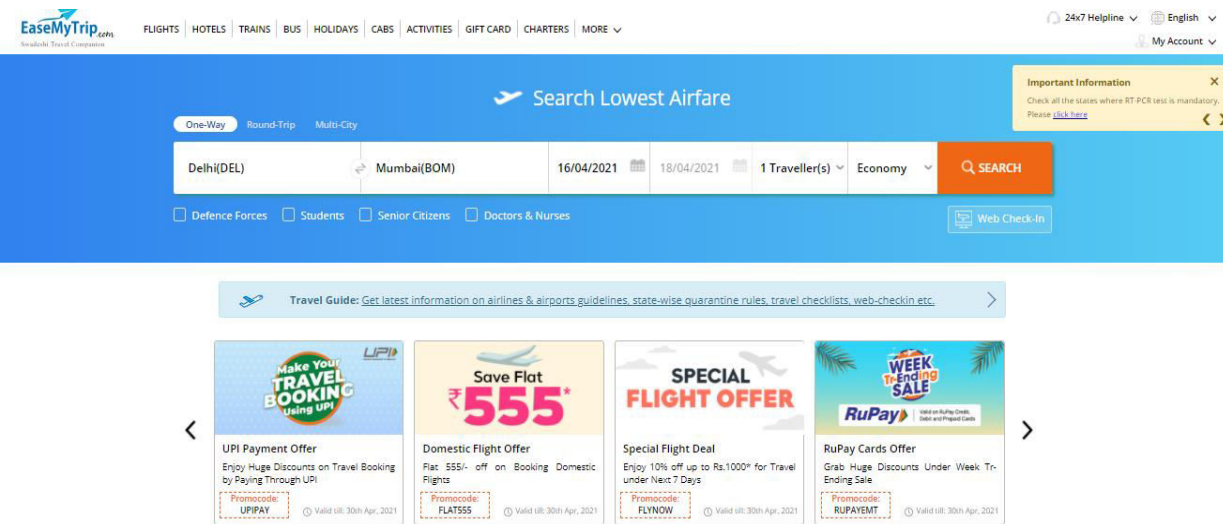
Easy user interface with automated Meal & Seat Booking for convenience & scalability



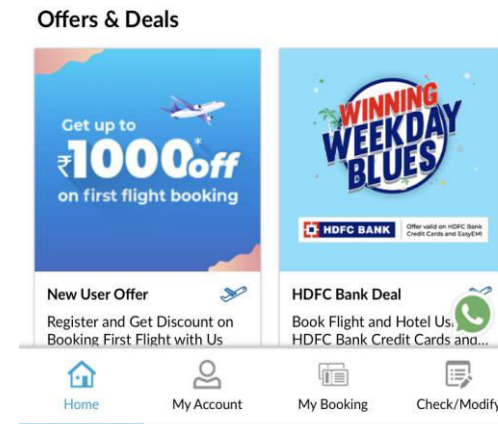
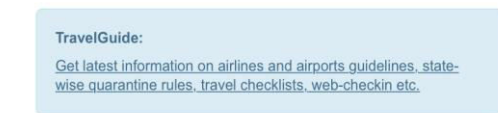
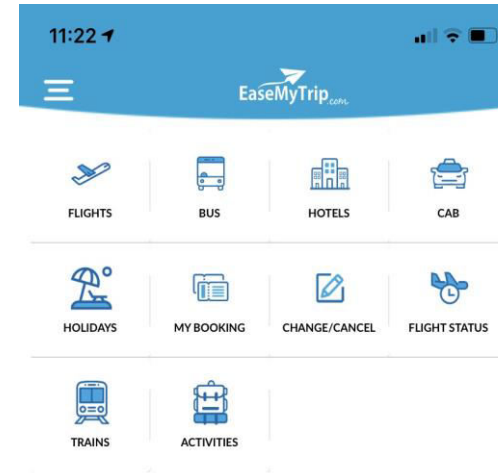
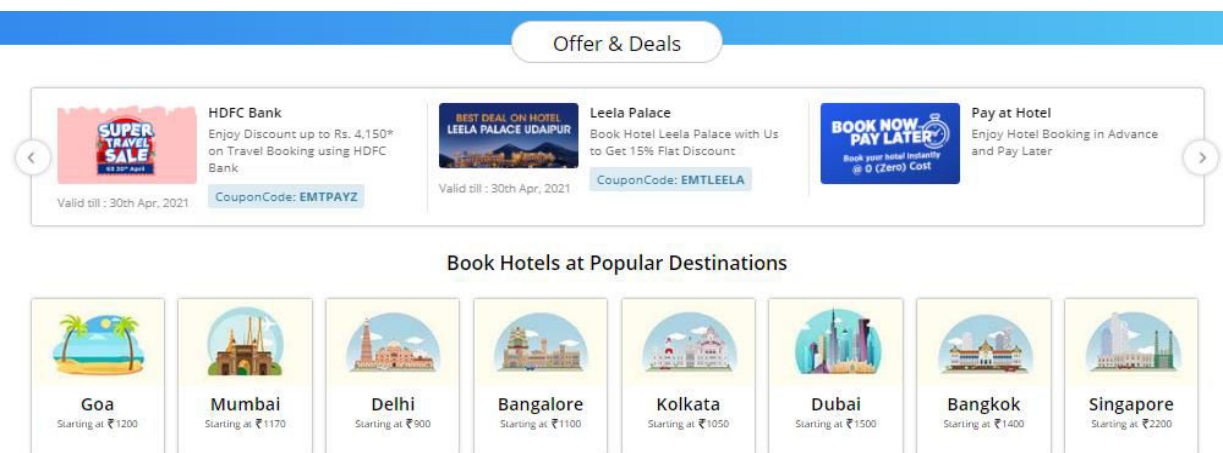
Transparent pricing policy with no last-minute charges or surcharges

*Between 1st April 2017 to 31st December 2020

Friendly Interface across Channels



Integrated Website & Mobile Application



Why Book with EaseMyTrip

24*7 Support

Here to help whenever you need

10.32 Mn

Happy members using EaseMyTrip



Secure Access Booking

Personal information is secured using latest industry standard

4.7/5

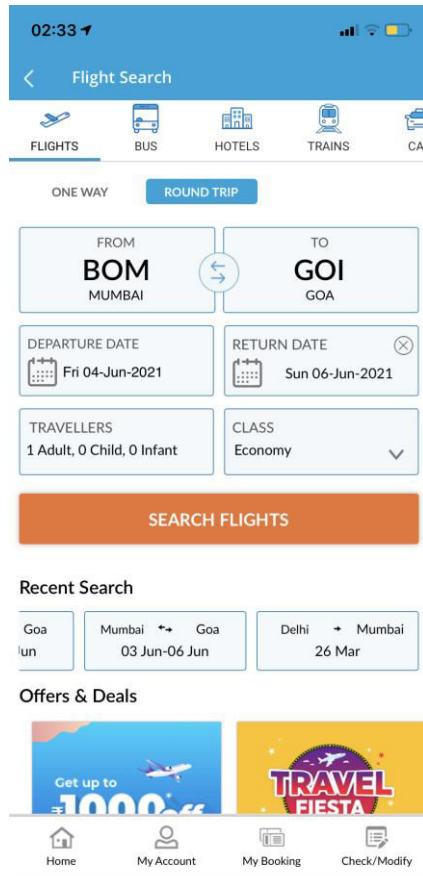
Star on App Store

Trusted by Customers

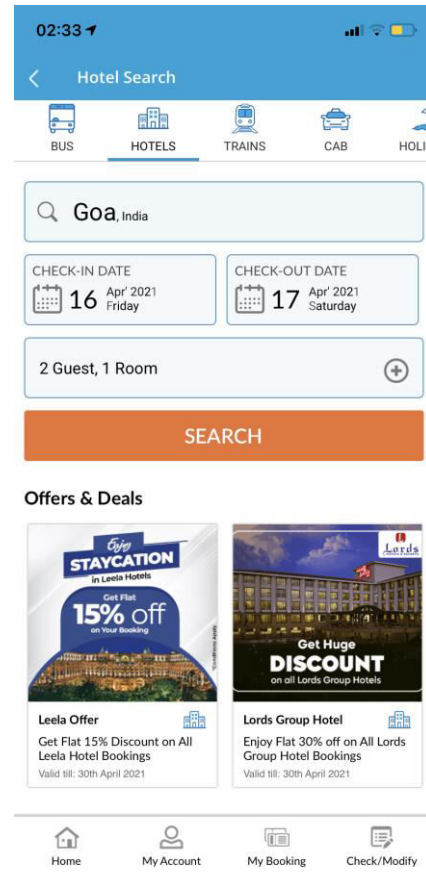
1 Click

User friendly search & book function across users

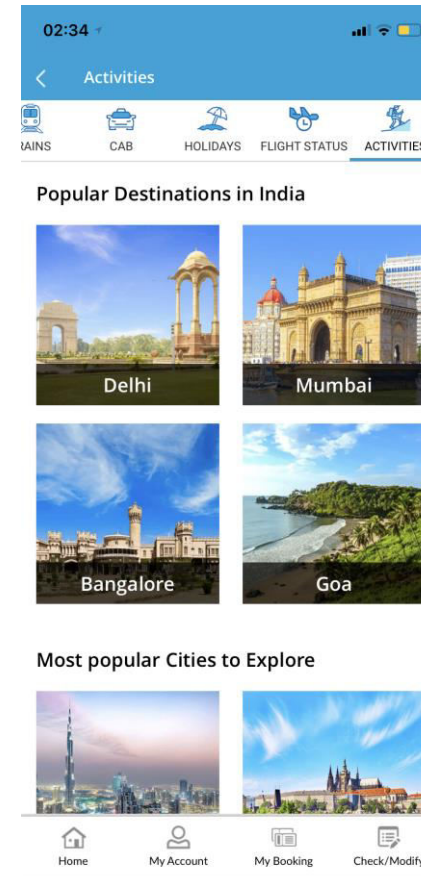
Our In-App Features



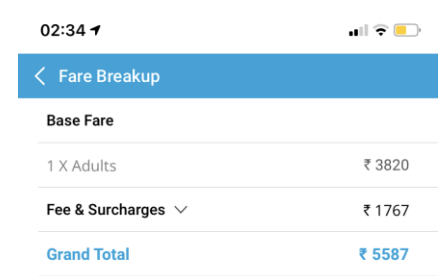
Integrated Search with Multiple Offers



More than 1.1 Mn Hotels listed with best rates



Holiday & Activities across India & Abroad



No Convenience Fees

Marketing Initiatives & Strategic Tie-ups



WINNING WEEKDAY BLUES

Kick-Start Your Week with **GREAT OFFERS!**

<p>Flat 12% up to ₹7,500* on Flight Booking</p>	<p>Flat 15% up to ₹10,000* on Hotel Booking</p>
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✂ Use Code **HDFCEMT**

HDFC BANK Offer valid on HDFC Bank Credit Cards only

Applicable on Monday & Tuesday only

*Conditions Apply

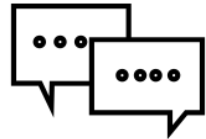
- Targeted marketing strategy with a combination of online and offline channels
- Widespread network of ~59K travel agents, majority in Tier 2 and Tier 3 cities
- Selective online channels for Customer acquisition, Engagement and Retention
- Strategic alliance with Banks, Payment Gateways etc. for Brand building
- Tactical campaigns with strong brands like Coca Cola for mutual promotion and branding
- Selective spends on ATL activities like TVC, print media, airport branding, hoardings for cost efficiencies
- Tie ups with Tourism Boards to promote destinations in India
- Low customer acquisition cost

Robust Technological Infrastructure to Support Operations

Customer Friendly & Advanced Integration for Smooth & Seamless Booking Experience

5.32%
Look to Book Ratio

~98%+
Booking Success Rate



First company to introduced Online Chat box for Bookings & Price Alerts

Mobile Traffic% increased from 65.18% in FY18 to 80.67% in FY20 and to 87.15% for the 9 months period ending 31st December 2020

Advanced & Scalable Technology

Cloud-based scalable technology that can be efficiently upgraded to allow for an increase in customer traffic, transactions and bookings

Enhancing Customer Experience

Enhancing customer experience through Chatbot which allow customers to make new airline tickets bookings, check airline ticket prices and receive airline ticket price alert

Airplane Chat Box

Android mobile app that will allows co-passengers to chat amongst themselves while on offline mode

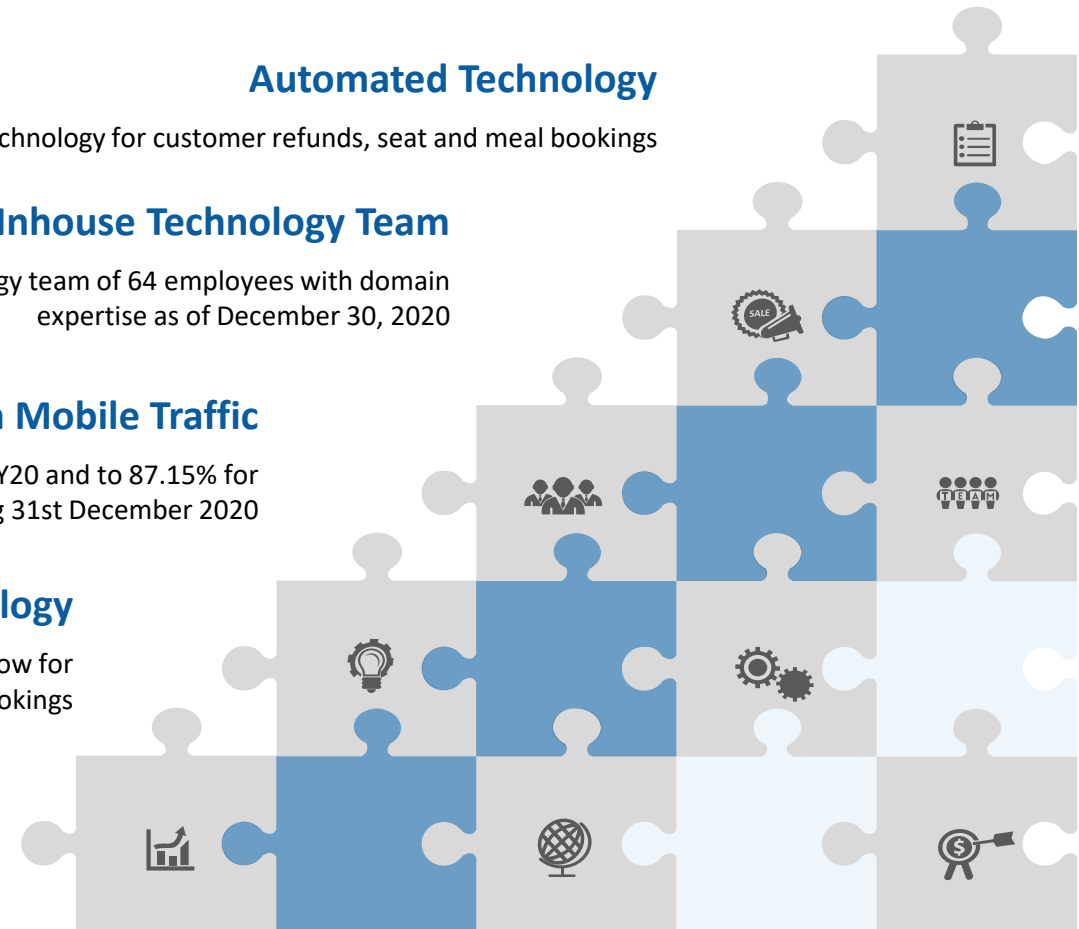
Automated Technology

Automated technology for customer refunds, seat and meal bookings

Inhouse Technology Team

Dedicated in house technology team of 64 employees with domain expertise as of December 30, 2020

Increase in Mobile Traffic



Increasing Foothold in Hotels & Holiday Segment..

Why Book Hotels with EaseMyTrip.com?

Extensive Hotel Options



Best hotels available for different destinations to offer you a stay of lifetime.

Savings on Hotel Booking



Enjoy hotel bookings with best offers and discount and make your stay unforgettable.

Hotel Ratings



All our hotels have good ratings on Trip Advisor and recommended by users.

Great Deals on Travel



Also grab attractive offers on holiday packages, flights and other travel products

~**1.1Mn Hotels** listed on EaseMyTrip

Best rates sourced from more than **23 aggregators**

Zero inventory commitment to the books of EaseMyTrip

Robust & Scalable technology to support bookings, & refunds

Book Hotels at Popular Destinations



Goa

Starting at ₹ 1200



Mumbai

Starting at ₹ 1170



Delhi

Starting at ₹ 900



Bangalore

Starting at ₹ 1100



Kolkata

Starting at ₹ 1050



Dubai

Starting at ₹ 1500



Bangkok

Starting at ₹ 1400



Singapore

Starting at ₹ 2200

...with customization in Packages & Trips

Travel Onroad Packages



Delhi

2 Nights/3 Days

Starting From ₹4,999



Mumbai/Pune

03 Days/02 Nights

Starting From ₹5,999



Bangalore

02 Days/01 Nights

Starting From ₹4,999



Kolkata

03 Days/02 Nights

Starting From ₹6,899

Tour Packages in India



Assam

6 Nights/7 Days

Starting From ₹16499



Uttarakhand

2 Nights/3 Days

Starting From ₹3599



Ladakh

6 Nights/7 Days

Starting From ₹36500



Gangtok

3 Nights/4 Days

Starting From ₹8555

International Tour Packages



Switzerland

5 Nights/6 Days

Starting From ₹89900



Sri Lanka

3 Nights/4 Days

Starting From ₹31499



Paris

4 Nights/5 Days

Starting From ₹78999



Switzerland

5 Nights/6 Days

Starting From ₹89900

Customized packages & trips to multiple destinations for ease of booking under one roof

Want to Go For A Memorable Holiday?
Provide Your Details to Know Best Holiday Deals

International Domestic

Package Name

Package Name / Destination Name

City of Departure

New Delhi ▼

Date of Departure

Date of Departure ▼

Contact Details

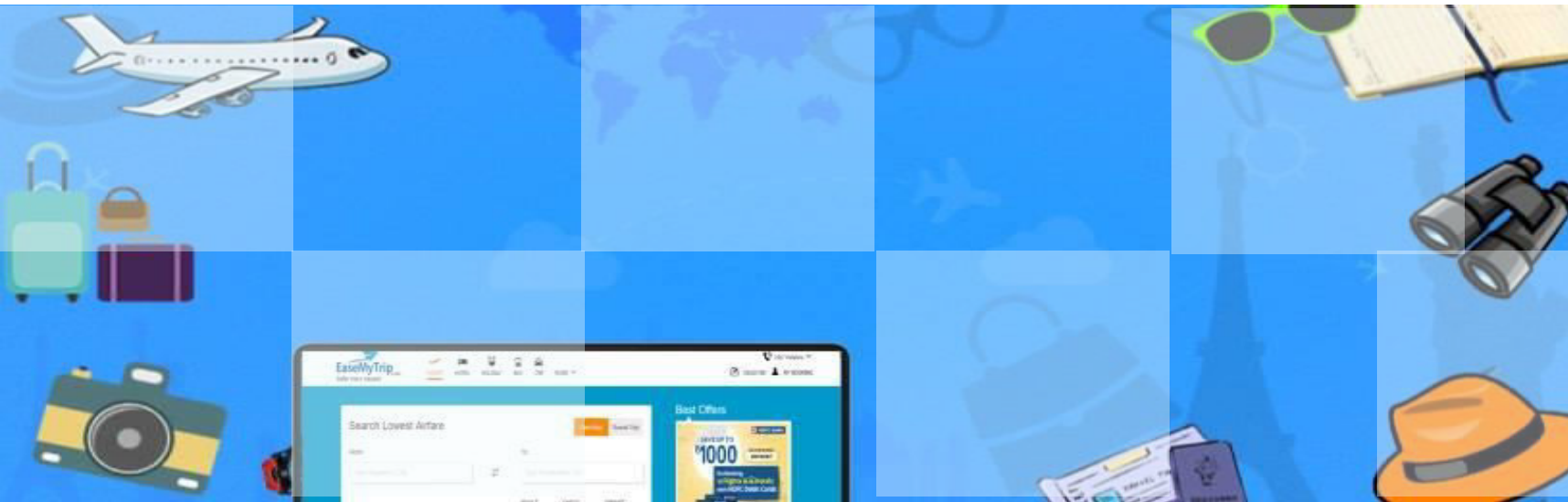
Your Name

Your E-mail Address

+91

Mobile No.

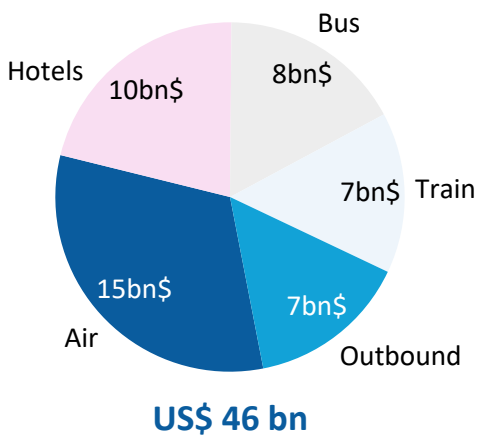
SUBMIT



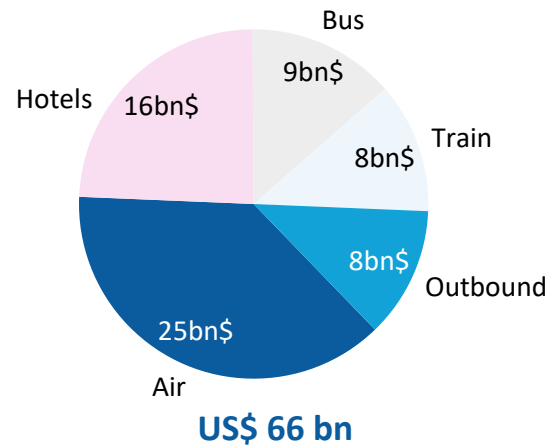
Industry Overview

Indian Travel & OTA Market

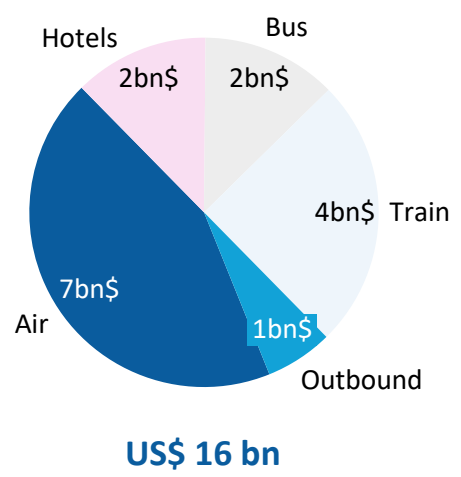
Total Travel Market (FY20)



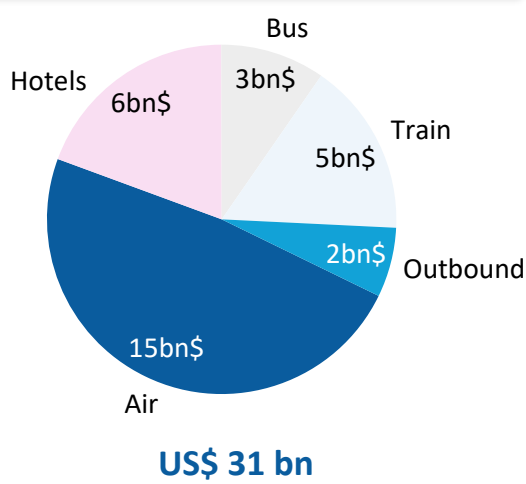
Total Travel Market (FY25E)



Online Travel Market (FY20)



Online Travel Market (FY25E)



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

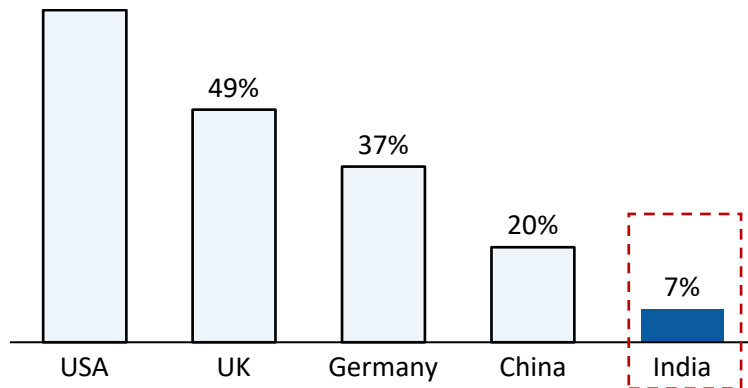
Increased adoption of internet platforms in under-penetrated segments such as hotels, international travel and bus (online volume penetration <20% in each of these segments)

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.

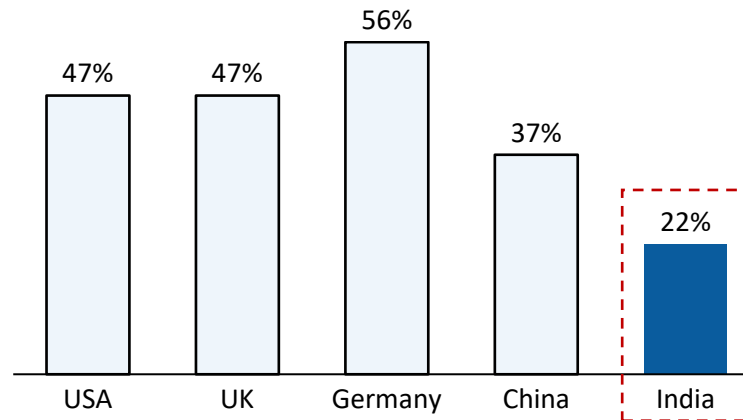
Indian Hotel Industry

Least penetration of Chain Affiliated Hotels



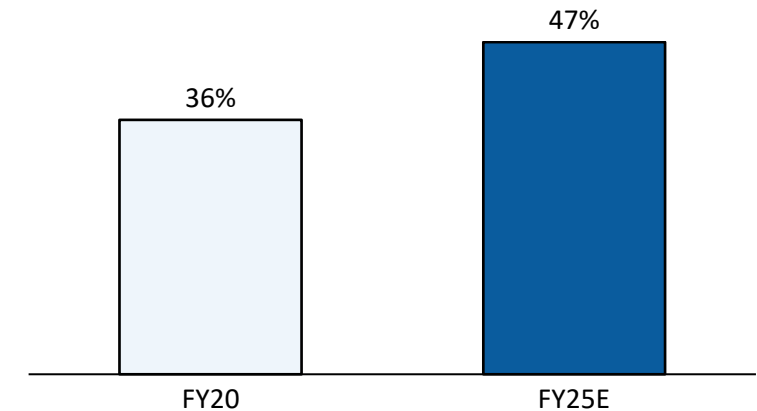
<10% of total room inventory in India (as of 2019) is affiliated with chains, vs 20%/70% in China/US. Higher fragmentation of suppliers (and low occupancy levels and low online penetration) will result in structurally higher takes rates for hotel platforms in India vs global peers.

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

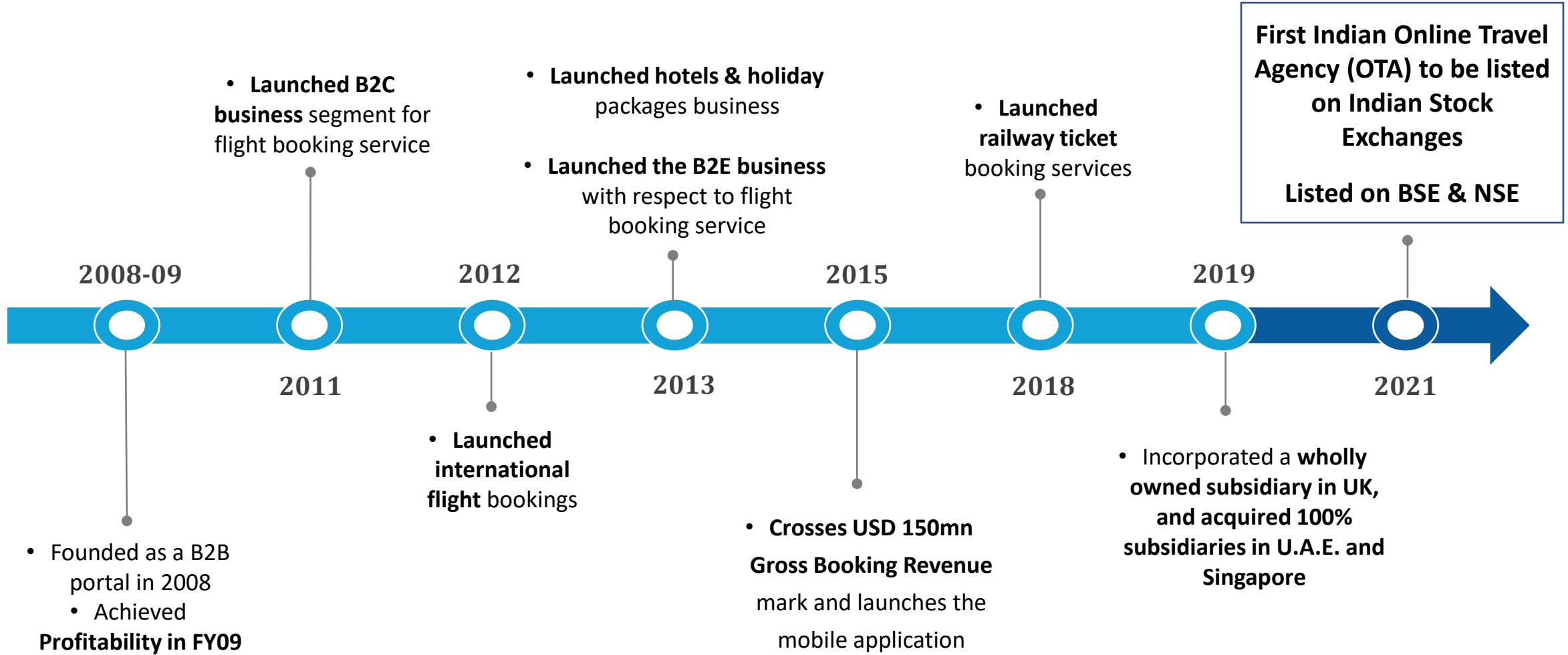


Online travel is one of the worst hit sectors due to the outbreak of COVID-19, with recovery likely to be “U-shaped” at best. Domestic travel in India to recover faster relative to international travel (incl. hotels and holidays/packages). For domestic travel, industry should reach pre-COVID volumes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



Our Remarkable Journey

Our Journey





Mr. Nishant Pitti | Whole Time Director & CEO

- Responsible for overall management, business development and the financial aspects of the Company
- Awarded **'Entrepreneur of the Year in Service Business – Travel'** at the Entrepreneur Awards, 2019



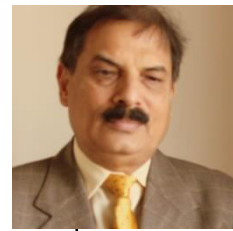
Mr. Rikant Pittie | Whole Time Director

- Responsible for operations, sales, marketing, human resources and technology in our Company
- Awarded the **'Best Travel Planner of the Year'** award by Magic Media World at the Ravishing Wedding Awards, 2018



Mr. Prashant Pitti | Whole Time Director

- An alumnus of Indian Institute of Technology, Madras with ~9 years of experience in the travel, tourism and construction sectors
- He has been responsible for technology, infrastructure, branding and media management in the Company



Mr. Vinod Kumar Tripathi | Independent Director

- Over 40 years of experience in various sectors including finance and others
- He has been previously associated in various capacities with Reliance Capital Limited, the National Textile Corporation Limited



Ms. Justice Usha Mehra | Independent Director

- Over 38 years of experience in the legal sector.
- She is currently serving on the panel of Indian Council of Arbitration. Justice Usha Mehra (Retired) is a former member of the Law Commission of India.



Mr. Satya Prakash | Independent Director

- ~40 years of experience in the railways sector.
- Previously worked as an Indian Railway Traffic Service Officer and has been previously associated in various capacities with the Ministry of Railways, Government of India.

..... supported by a Strong Leadership Team



Mr. Ashish Kumar Bansal
Chief Financial Officer

22+
Years of experience



Mr. Aditya Chawla
Head - Operations

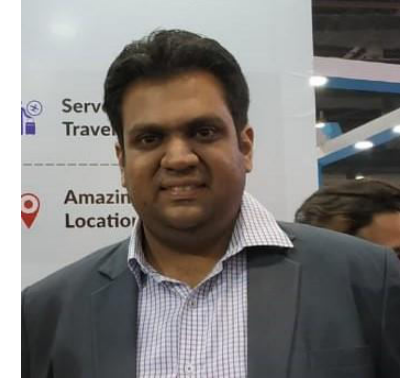
~10+
Years of experience



Ms. Nutan Gupta
President - Alliances

EX – SOTC Travels & Tours (Bombay) Private
Limited , Interglobe

~24+
Years of experience



Mr. Nitesh Gupta
Manager - Holidays

~8+
Years of experience

Awards & Accolades



Vistara Gold Partner 2018-19: After successfully receiving huge number of bookings for Vistara Airlines



Doctor Of Excellence Honoris Causa: Nishant Pitti, CEO, received the award by International Honorary Awards & Accolades 2019 for outstanding performance in the travel field and for excellent contribution and undisputed commitment through their sustainable work



Best Travel Planner by Ravishing Wedding Awards: 3rd time in a row, EaseMyTrip received “Best Travel Planner of the Year Awards 2018” by Wedding Planning Industry of India for its excellent travel planning skills and being a growing name in Indian travel industry



Customer Centric Business Award: Easy Trip Planners Ltd. (EaseMyTrip.com) received customer centric business award by Business Television India - Business Leader of the Year for its excellent services in travel industry and giving priority to the customers needs.



World's Greatest Brands & Leaders 2017-18: EaseMyTrip received award for being one of the “World's Greatest Brands & Leaders” at India-UAE Business & Social Forum 2018 due to its admirable performance so far in this industry



"Enterprise Excellence of the Year (Tourism & Hospitality)" – by 24MRC Network Leaders Awards: EaseMyTrip was presented with this award for its excellent performance in Tourism and Hospitality sector



COO (Mr. Rikant Pittie) of the Year by Global Iconic Awards: Awards for his excellent performance in service business and contribution to the travel industry at such young age



Best Travel Booking App/Website Award: Best Travel Booking App/Website in the Times Travel Awards 2019



International Achievement Awards 2019: EaseMyTrip received International Achievement Awards 2019 by Brand Essencecv



Plaque of Appreciation: Turkish Airlines presented Plaque of Appreciation to EaseMyTrip for its contribution to the airlines in its operation in India



Most Outstanding Online Travel Company 2016 by TnH Awards 2017: EaseMyTrip.com has received ‘Most Outstanding Online Company’ award by Travel and Hospitality magazine at its Travel & Tourism Awards 2017



"Best Destination Management Company in Thailand": FMW honored EaseMyTrip.com as 'Best Destination Management Company in Thailand' in Asean Thai-India Business Leadership Awards 2016



"Top Contributors Awards 2015-16": Easy Trip Planners Ltd. Received Top Contributors Awards for year 2015-16 for its outstanding contribution and support



March 2021

- Listing of Easy Trip Planners Limited
- Listing done on BSE & NSE
- IPO Price : Rs. 187 per share
- Listing Price: Rs. 208 per share
- Only Indian Online Travel Company to do successful listing on the Indian stock exchanges
- No external capital required since inception for growth & yet remaining profitable for each year of operations

Easy Trip Planners Listing done at Valuation of ~ ₹ **2,250 Crs** on 19th March 2021

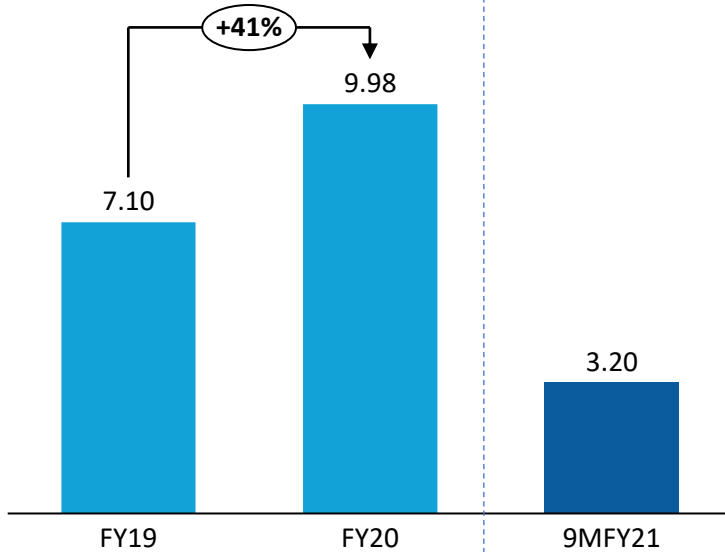


Financials

Segmental Break-up

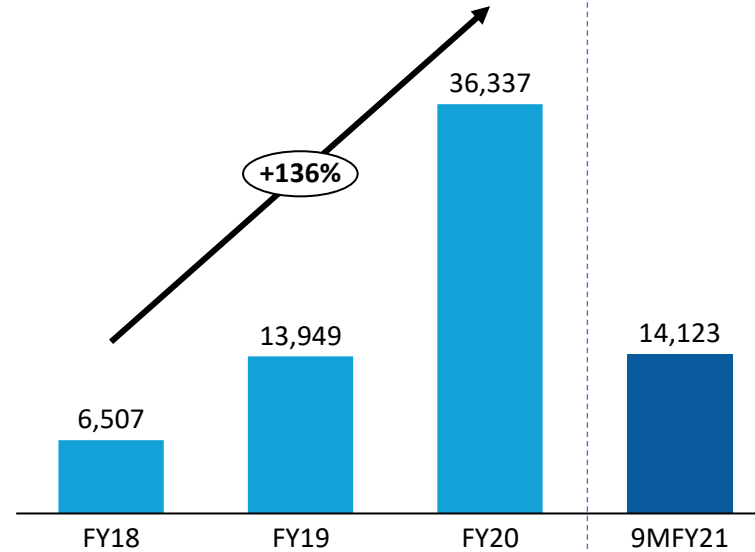
Flights

Segments in Mn



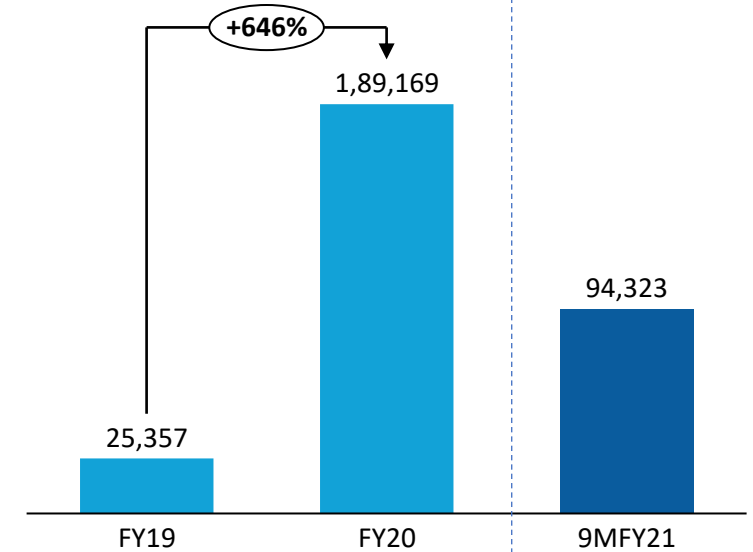
Hotels

Hotel Transactions (nos)



Trains

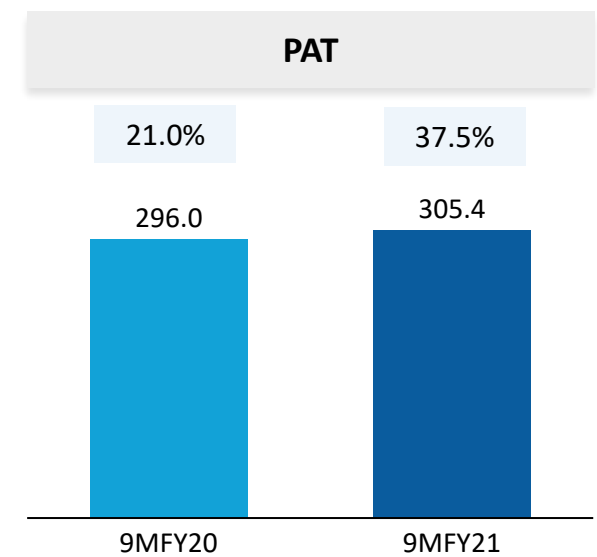
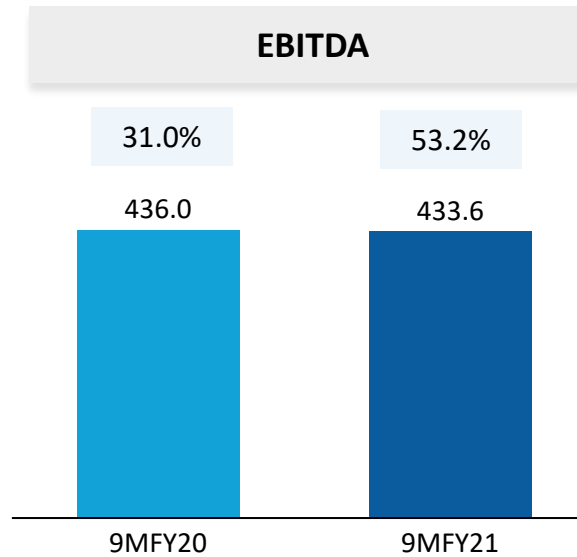
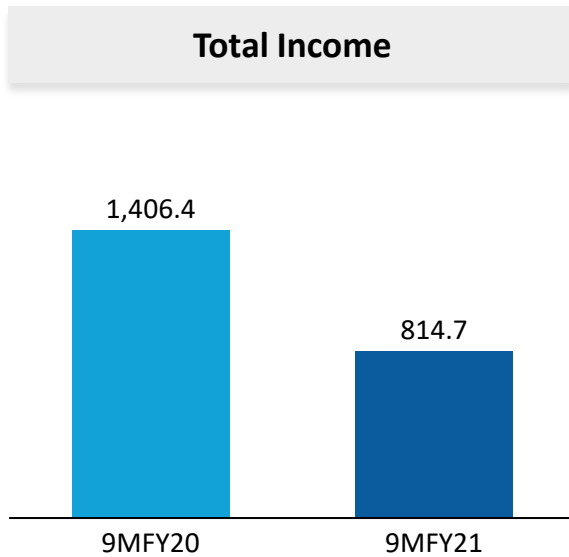
Train Transactions (nos)



- ✓ Gross booking revenues & Gross booking volumes were down for 9MFY21 due to Covid-19 pandemic and travel restrictions across India & abroad.
- ✓ Air Tickets booked on our platform in Dec'20 has reached 76% and 34% of Dec'19 levels in Domestic and International segment respectively.
- ✓ We are anticipating pent up demand to boost the travel & tourism segment post the ease of travel restrictions and vaccination drive carried out by the Government of India.
- ✓ Our B2C segment of booking volumes comprises of 92.2% of total bookings for 9MFY21 as compared to 86.5% for FY20

9MFY21 Financial Highlights

Rs. In Mn



Revenue

- ✓ Total income for 9MFY21 stood at 815 mn as compared to 1,406 mn in 9MFY20. The drop in income was impacted due to covid-19 pandemic and subsequent travel restrictions
- ✓ We have witnessed strong recovery in Q3FY21 and anticipating the same momentum going forward due to pent up demand for travel & tourism

EBITDA

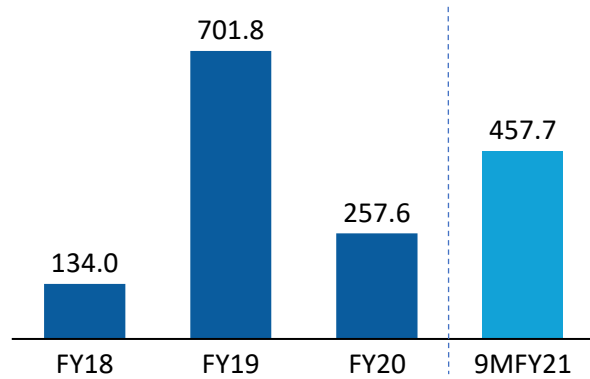
- ✓ Despite Dip in the revenues, we have been able to increase our margins for 9MFY21
- ✓ Increase in commission from Airlines & cost rationalization programme across the organization led to increase in margins from 31.0% in 9MFY20 to 53.2% in 9MFY21, an increase of 2,220 bps Y-o-Y
- ✓ With increase in revenue from Hotel & Holiday business we anticipate margins inching up

PAT

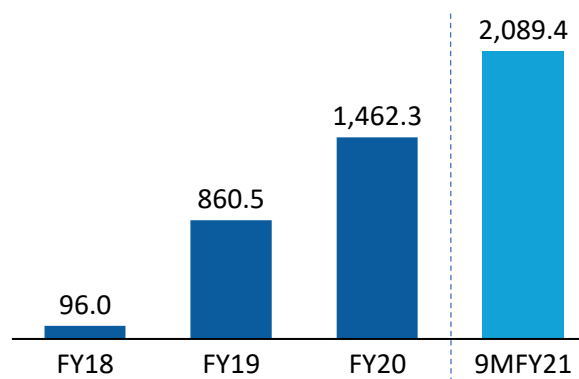
- ✓ PAT for 9MFY21 stood at 305.4 mn as compared to 296.0 mn in 9MFY20.
- ✓ PAT margins were ~1,650 bps higher for 9MFY21 on Y-o-Y basis
- ✓ With minimal finance cost and low depreciation & capex going forward we anticipate majority of EBITDA flowing down to PAT going forward

Key Return Ratios

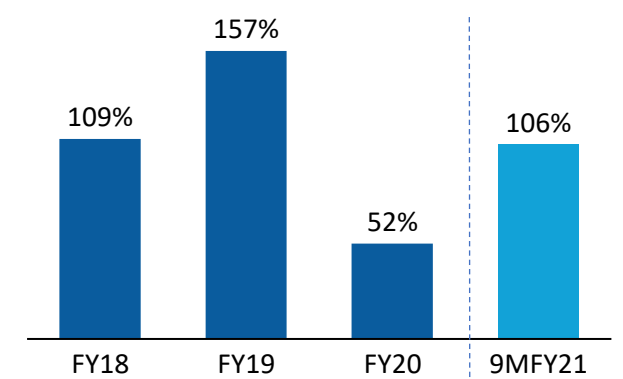
Cash Flow from Operations (Mn)



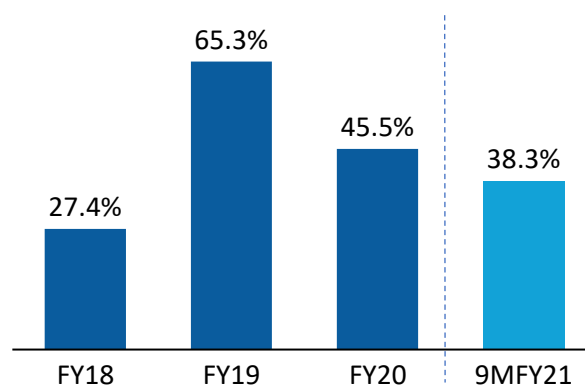
Cash & Term Deposits (Mn)



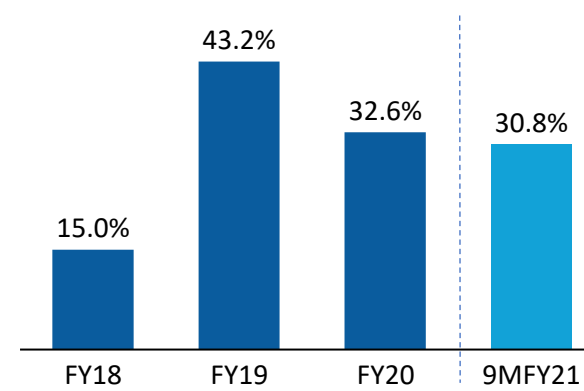
OCF to EBITDA (%)



ROCE (%)



ROE (%)



Historical Consolidated Profit & Loss Account

Profit & Loss Statement (Mn)	9MFY21	Mar-20	Mar-19	Mar-18	CAGR (FY18-FY20)
Revenue from Operations	492.7	1,413.6	1,011.1	1,001.1	18.8%
Other Income	322.0	396.5	500.0	134.7	
Total Revenue	814.7	1,810.1	1,511.1	1,135.7	26.2%
Employee Benefits Expense	147.6	302.0	220.2	159.2	
Other Expenses	233.4	971.7	842.8	853.8	
EBITDA	433.6	498.9	448.1	122.8	101.6%
EBITDA %	53.2%	27.6%	29.7%	10.8%	
Depreciation and Amortisation Expense	4.9	7.1	4.6	2.4	
EBIT	428.7	491.8	443.4	120.4	102.1%
Finance Costs	16.0	33.0	31.7	15.1	
PBT	412.7	458.8	411.8	105.2	108.8%
Total Tax Expense	107.3	129.0	118.4	39.1	
Profit for the year	305.4	329.8	293.4	66.1	123.4%
PAT %	37.5%	18.2%	19.4%	5.8%	
Discontinued Operations	0.0	0.0	-53.5	-65.8	
Other Comprehensive Income for the year	3.4	0.4	-0.2	1.5	
Total Comprehensive Income for the year	308.8	330.2	239.7	1.8	1249.3%
EPS	2.81	3.04	2.70	0.61	

Historical Consolidated Balance Sheet

Equity & Liabilities (Mn)	Dec-20	Mar-20	Mar-19	Mar-18
Equity Share Capital	217.3	217.3	217.3	72.4
Other Equity	1,104.0	795.2	462.0	367.1
Total Equity	1,321.3	1,012.5	679.3	439.6
Financial Liabilities				
(i) Other Financial Liabilities	0.0	0.0	2.7	2.7
Contract Liabilities	268.0	386.8	331.8	0.0
Provisions	17.6	17.5	12.6	7.6
Total Non-Current Liabilities	285.7	404.4	347.1	10.3
Financial Liabilities				
(i) Borrowings	171.0	67.6	0.0	0.0
(ii) Trade payables	189.4	266.4	298.5	158.9
(iii) Other Financial Liabilities	1,121.6	702.4	474.9	1,052.1
Provisions	4.9	2.9	1.4	2.0
Contract Liabilities	335.6	229.9	397.6	57.1
Current Tax Liabilities (Net)	213.1	114.8	39.7	41.2
Other Current Liabilities	98.1	98.0	192.4	41.7
Total Current Liabilities	2,133.5	1,482.0	1,404.5	1,353.0
Total Equity & Liabilities	3,740.5	2,898.8	2,430.9	1,802.9

Assets (Mn)	Dec-20	Mar-20	Mar-19	Mar-18
Property, Plant and Equipment	76.9	77.6	71.5	62.9
Investment Property	23.2	23.2	83.5	98.3
Intangibles Assets	1.7	1.3	0.3	0.4
Goodwill	16.0	16.0	0.0	0.0
Intangible Assets Under Development	3.3	3.3	0.0	0.0
Financial Assets				
(i) Investments	0.0	0.0	0.0	20.0
(ii) Loans	25.3	65.3	0.0	0.0
(iii) Other Financial Assets	675.9	150.2	0.0	6.1
Deferred Tax Assets (Net)	34.1	30.6	27.2	47.6
Non-Current Tax Assets (Net)	0.0	0.0	0.0	4.0
Other Non Current Assets	0.0	0.0	0.0	5.5
Total Non-Current Assets	856.3	367.4	182.5	244.9
Inventories	0.0	0.0	0.0	31.5
Financial Assets				
(i) Investments	10.1	10.0	0.0	280.0
(ii) Trade Receivable	196.4	581.9	418.4	430.9
(iii) Cash and Cash Equivalents	448.5	134.1	340.8	76.7
(iv) Other Bank Balances	965.0	1,177.9	519.7	13.2
(v) Loans	187.7	132.4	367.6	172.4
(vi) Other Financial Assets	210.7	204.3	426.6	16.3
Other Current Assets	865.8	290.7	175.3	537.0
Total Current Assets	2,884.3	2,531.4	2,248.4	1,558.0
Total Assets	3,740.5	2,898.8	2,430.9	1,802.9

Historical Abridged Cash Flow

Cash Flow Statement (Mn)	9MFY21	Mar-20	Mar-19	Mar-18
Cash Flow from Operating Activities				
Profit before Tax	412.7	458.8	376.2	11.8
Adjustment for Non-Operating Items	-279.4	-233.6	-310.4	336.0
Operating Profit before Working Capital Changes	133.3	225.2	65.8	347.8
Changes in Working Capital	348.7	89.8	749.4	-142.5
Cash Generated from Operations	482.0	315.0	815.2	205.3
Less: Direct Taxes paid	-24.3	-57.4	-113.4	-71.4
Net Cash from Operating Activities	457.7	257.6	701.8	134.0
Cash Flow from Investing Activities	-245.1	-527.6	-420.5	47.1
Cash Flow from Financing Activities	2.7	63.4	-17.3	-128.1
Net increase/ (decrease) in Cash & Cash equivalent	215.3	-206.6	264.0	52.9
Cash & Cash Equivalents at the beginning of the period	134.1	340.7	76.7	23.8
Cash & Cash equivalents at the end of the period	349.5	134.1	340.7	76.7

LIFE IS SHORT - AND THE WORLD IS WIDE



Sustain High Growth in Air Travel

- Indian OTA industry has grown at a CAGR of 20%-22% (based on gross booking revenue from FY15 to FY20E)
- Company's Gross Booking Revenue from Airline Tickets in the B2C channel recorded a YoY growth of 37.31% in FY20 despite a strong base of Rs 23,691.44 mn in FY19
- Entering into partnerships and arrangements with international airlines to further boost our International Air Travel, which has grown at a CAGR of 119.8% based on Gross Booking Revenues in B2C Channel from FY18 to FY20



Hotel and Holiday

- On-going efforts to expand our "Hotel and Holiday Packages segment" which has higher margins in comparison to the air ticketing segment
- We have acquired/incorporated subsidiaries in U.K., U.A.E. and Singapore to provide better experience to customers during an international holiday
- Our revenue contribution from Hotel Packages has increased to 5.4% in FY20 from 2.7% in FY19

Leverage our Existing Network



- Leverage our strong network of traditional travel agents to reach out to more customers and procure and on-board local hotels specially in Tier II and Tier III cities
- Currently, we have 12,505 corporate customers and we intend to further add to this by leveraging our existing travel agent network and also by integrating our travel software with our corporate customers IT systems



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