



March 18, 2025

<b>Listing Manager, National Stock Exchange of India Limited Exchange Plaza, C-1 Block G Bandra Kurla Complex, Bandra (E) Mumbai – 400051, India Symbol: YATRA ISIN No.: INE0JR601024</b>	<b>Manager - CRD BSE Limited Phiroze Jeejeebhoy Towers Dalal Street, Mumbai – 400001, India Scrip Code: 543992 ISIN No.: INE0JR601024</b>
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**Sub: Intimation to Stock Exchange – Investor Presentation – March’25**

Dear Sir/Madam,

Pursuant to Regulation 30 of the Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015, as amended, please find enclosed herewith the Investor Presentation – March 2025.

The above information will also be made available on the website of the Company at [www.yatra.com](http://www.yatra.com).

This is for your information and records.

Thanking You,

Yours sincerely,

**For Yatra Online Limited**

**Darpan Batra  
Company Secretary and Compliance Officer  
M. No. A15719**

**Encl.:** as above

**Registered Office:**

Unit No. B-2/101, 1st Floor, Marathon Innova Building,  
Marathon Nextgen Complex, B-Wing, G. Kadam Marg, Opp.  
Peninsula Corporate Park, Lower Parel (West),  
Mumbai-400013, Maharashtra.  
T: +91 22 44357700

**Corporate Office:**

Gulf Adiba 4th Floor Plot No. 272, Udyog Vihar,  
Phase - II, Sector 20, Gurugram, Haryana -122008  
T: +91 0124 4591700  
E: [legal@yatra.com](mailto:legal@yatra.com)



# Yatra Online Limited

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Investor Presentation

**March 2025**

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# FINANCIAL PERFORMANCE

## Q3/9M-FY25

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# Q3-FY25 Financial Performance



Gross Booking	Adjusted Revenue	Revenue from Operations	Revenue less Service Cost (Gross Margin)	Adjusted EBITDA	EBITDA	Net Profit
INR 17,951 Mn	INR 1,543 Mn	INR 2,353 Mn	INR 1,041 Mn	INR 175 Mn	INR 146 Mn	INR 100 Mn
(4)% YoY	(5)% YoY	113% YoY	25% YoY	75% YoY	207% YoY	845% YoY

EBITDA Margin	PAT Margin	Diluted EPS	Total Transactions ('000)	Air Pax ('000)	Corporate Client Wins*
14%	4%	INR 0.64	1,732	1,314	50
			(14)% YoY	(21)% YoY	INR 2,804 Mn

\*Expected annual volume of business

# Q3-FY25 Financial & Operational Highlights

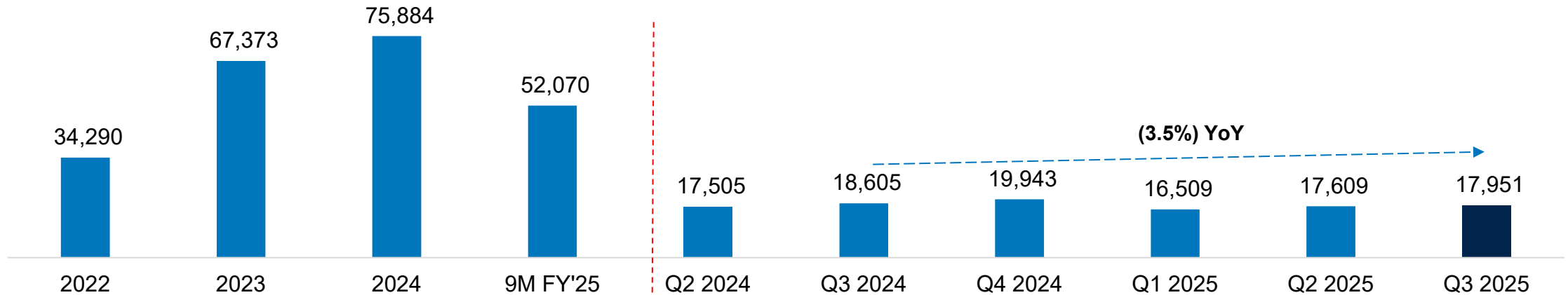


- Revenue from operations grew by 113% YoY to INR 2,353 million, with continued momentum across key segments, including for a large part the Hotels and Packages business (up 66% YoY) and contribution from the MICE segment. The results for the quarter also include contribution from Globe All India Services Limited (GAISL), which was acquired back on September 11, 2024.
- Revenue less Service Costs (RLSC) (Gross Margin) grew 25% YoY to INR 1,041 million demonstrating the strength of our diversified business model.
- Adjusted EBITDA surged 75% YoY to INR 175 million, reflecting our disciplined focus on profitable growth and cost optimization. As a result of the foregoing factors, our profit was up 845% YoY to INR 100 million.
- Yatra closed a record 50 new corporate accounts during the quarter with billing potential of INR 2,804 million strengthening its leadership in the corporate travel domain.
- Yatra's cash and cash equivalent and term deposit stands at INR 1,828 million as on 31st December 2024 and our gross debt has reduced from INR 277.5 million as on 30th September 2024 to 32.5 million as on 31st December 2024.

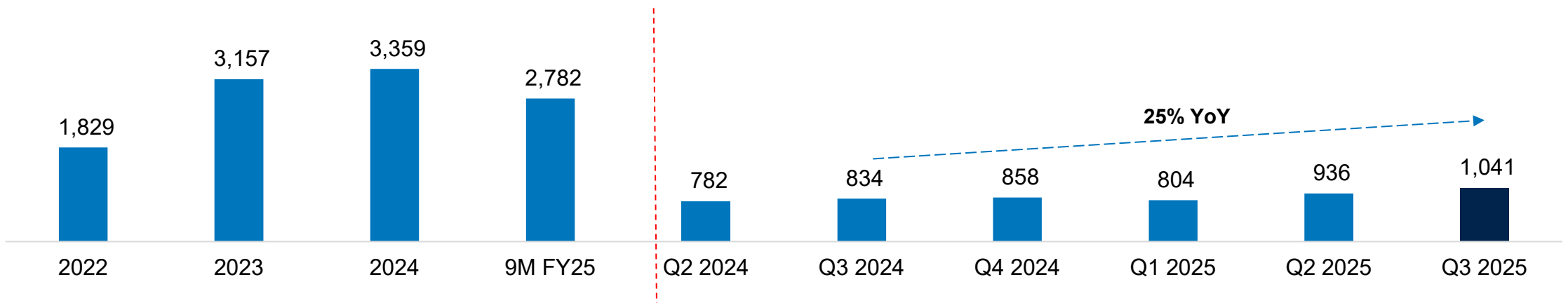
# Historical Performance Trending (1/4)



## Gross Bookings (INR Million)



## Revenue less service cost (INR Million)

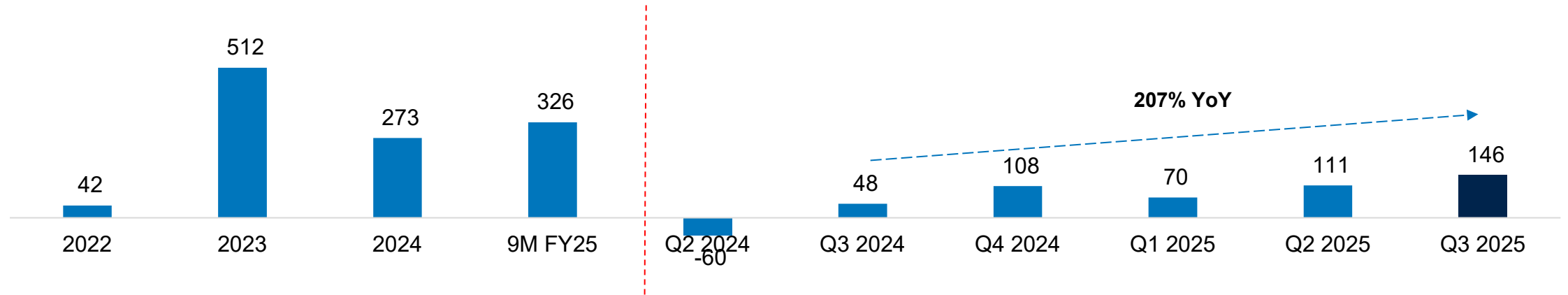




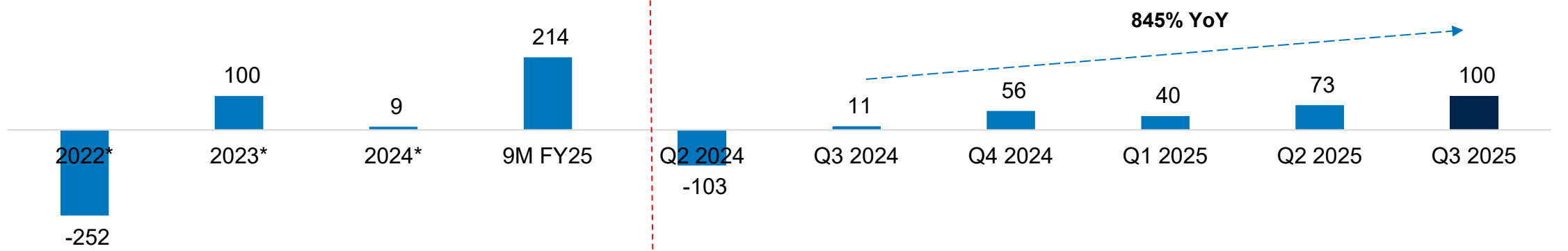
# Historical Performance Trending (2/4)



## EBITDA (INR Million)



## PAT (INR Million)

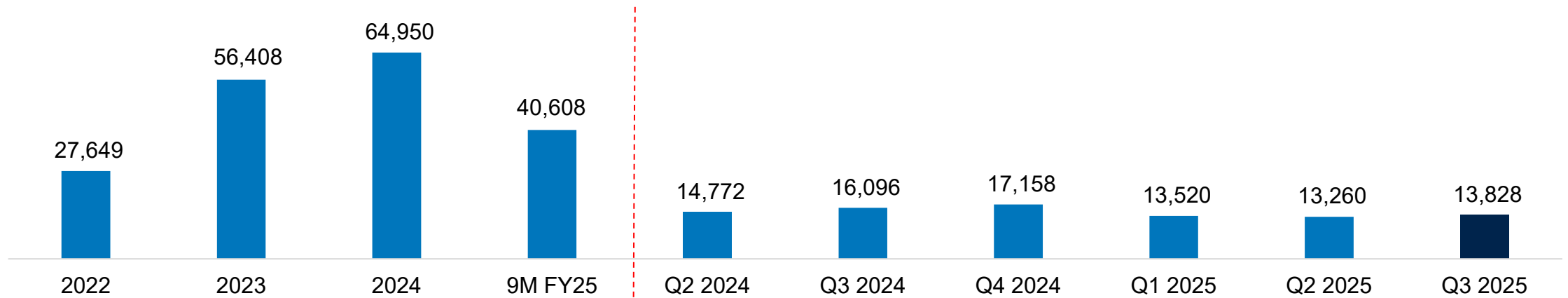


\*excluding listing expenses

# Historical Performance Trending (3/4)



Gross Air Bookings (INR Million)



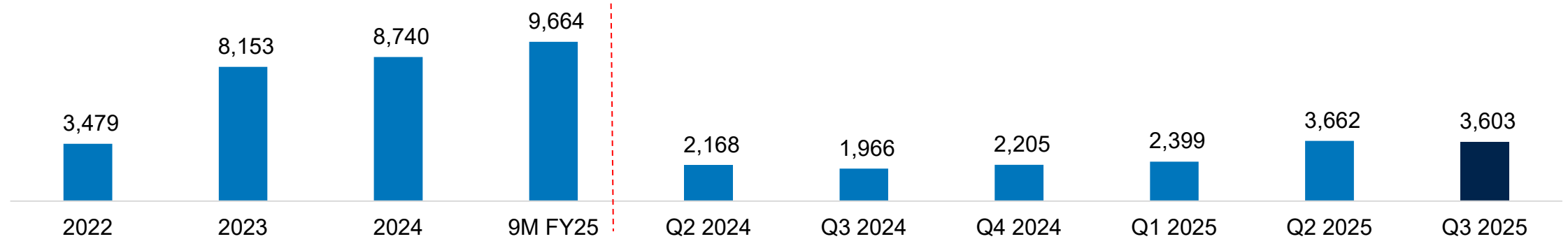
Air Passenger Volumes ('000)



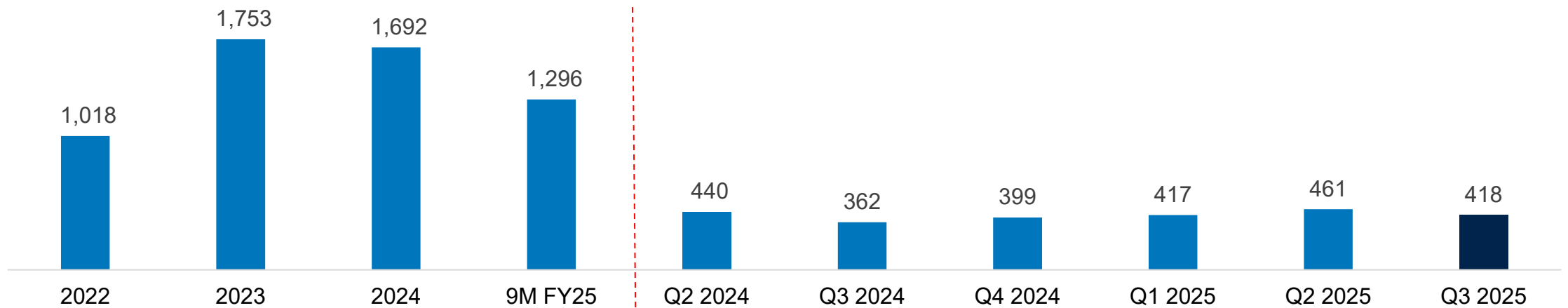
# Historical Performance Trending (4/4)



Gross H&P Bookings (INR Million)



Hotel Room Nights ('000)



# Quarterly Consolidated Financial Performance



PARTICULARS (INR Mn)	Q3-FY25	Q3-FY24	YoY
<b>Revenue from Operations (A)</b>	<b>2,353</b>	<b>1,103</b>	<b>113%</b>
Revenue less service cost (B)	1,041	834	25%
Other Income* (C)	16	11	41%
Operating Expenses* (D)	883	746	18%
<b>Adjusted EBITDA (E = B+C-D)</b>	<b>175</b>	<b>100</b>	<b>75%</b>
Adjusted EBITDA Margin (%) (F= E/B)	17%	12%	
ESOP cost** (G)	29	52	(44%)
<b>EBITDA (H = E -G)</b>	<b>146</b>	<b>48</b>	<b>207%</b>
EBITDA Margin (%) (I = H/B)	14%	6%	
Finance Cost	22	56	(61%)
Depreciation	74	47	57%
Finance Income	50	77	(35%)
<b>PBT (J)</b>	<b>101</b>	<b>22</b>	<b>357%</b>
Tax	0.7	11.5	(94%)
<b>PAT (K)</b>	<b>100</b>	<b>11</b>	<b>845%</b>
PAT Margin (%) (L= K/A)	4%	1%	
Other Comprehensive (loss)/ Income	-1	-2	47%
<b>Total Comprehensive Income/(loss)</b>	<b>99</b>	<b>9</b>	<b>1057%</b>
Diluted EPS (INR)	0.6	0.1	811%

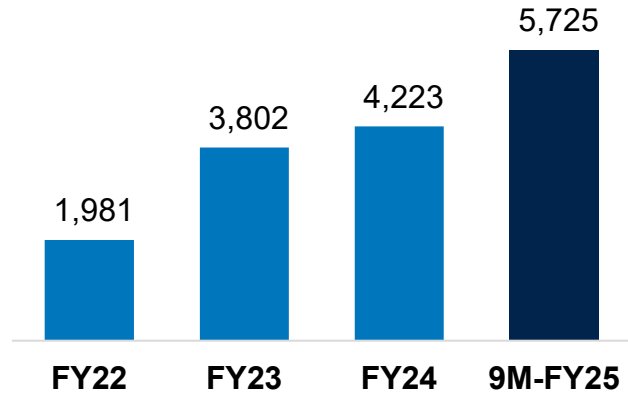
\* Other income is excluding finance income and operating expenses excluding forex cost (forex cost is a part of finance cost)

\*\* ESOP cost is not dilutive to YOL shareholding

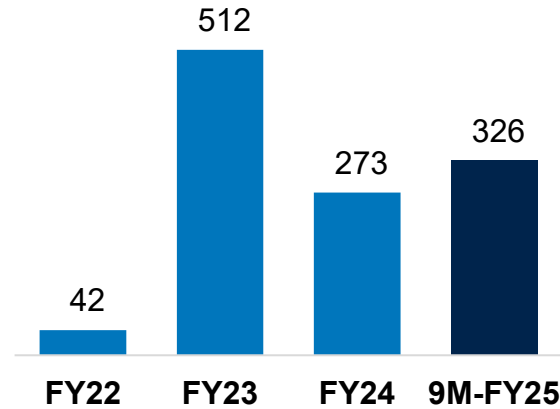
# Consolidated Historical Financial Performance



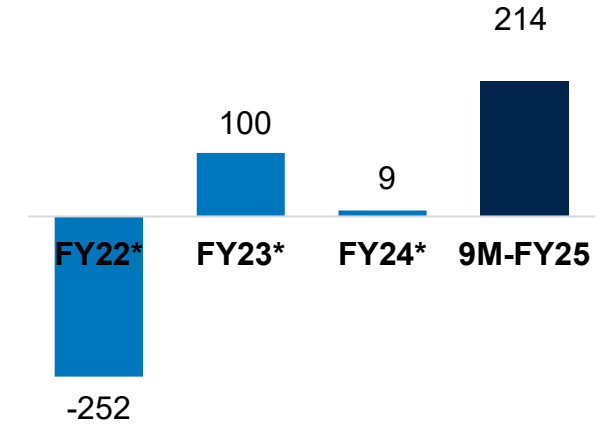
Revenues (INR Mn)



EBITDA (INR Mn)

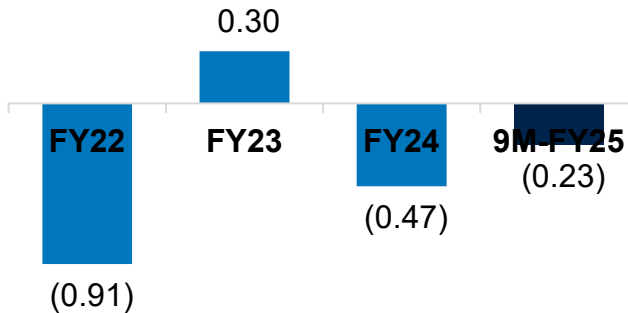


PAT (INR Mn)

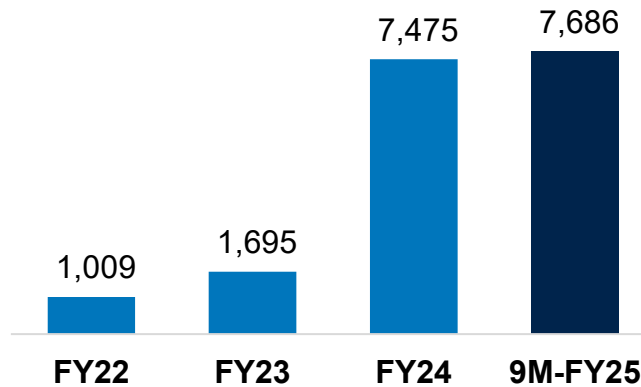


\*excluding listing expenses

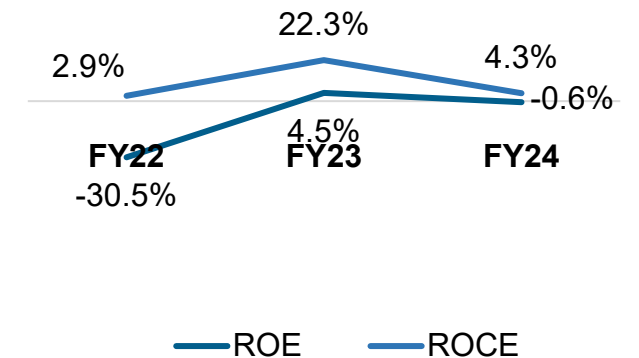
Net Debt to Equity Ratio (x)



Net worth (INR Mn)



ROE and ROCE (%)





## Recent Developments

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# Globe Travels Acquisition Key Benefits and Synergies



## Expanded Market Share:

- 40% increase in corporate customer base
- Enhanced positioning with suppliers for better terms



## Cross-Selling Opportunities:

- Minimal overlap in customer base
- Potential to cross-sell hotels, expense management, and travel solutions



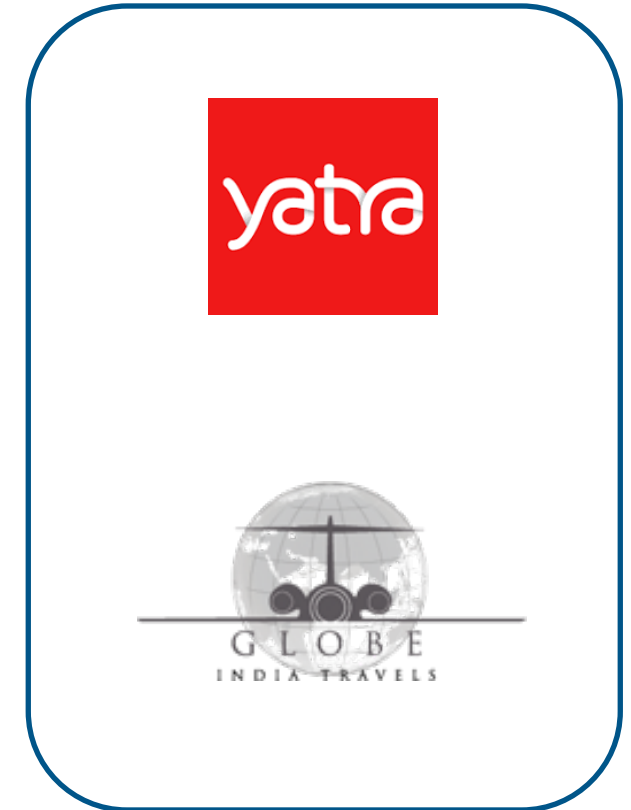
## Synergistic Benefits:

- Integration of Yatra's Corporate Self Booking Platform
- Increased efficiencies and reduced costs for Globe's clients
- Margin expansion potential through realized synergies



## MICE Expertise:

- Strengthens Yatra's capabilities in Meetings, Incentives, Conferences, and Exhibitions (MICE) and makes the combined entity one of the leading players in MICE by volume of business

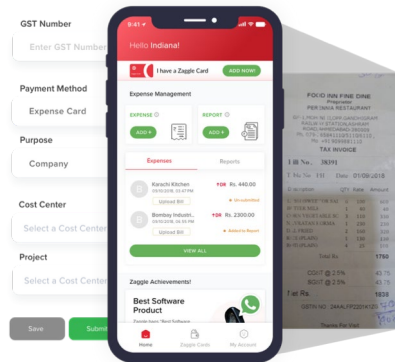


# RECAP - Expense Management Solution

## Gen AI-powered Expense Management for SMEs and Large Enterprises

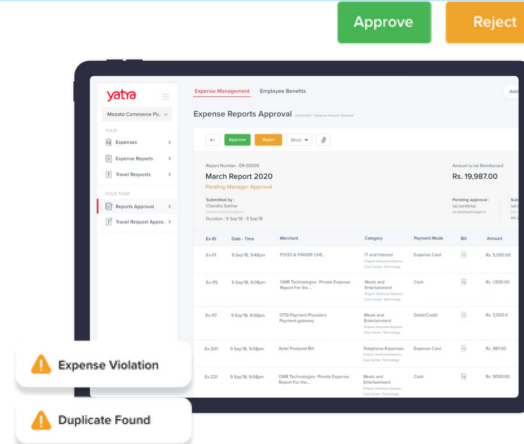


SUPPORTING BUSINESSES TO MANAGE EMPLOYEE TAX BENEFITS AND EXPENSES AT ONE PLACE



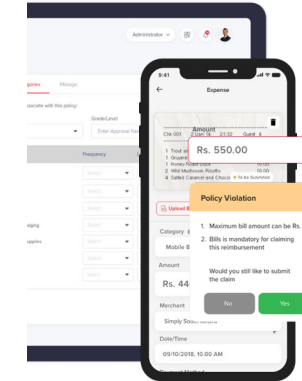
### Automatic expense reporting

- OCR converts printed text to data
- Prepaid cards and mobile app enable instant reimbursements.
- Forward Email receipts to automatically initiate the reimbursement process.



### Approve expenses in real-time

- Review and Approve / Reject with a click
- Filter and view the reports based on requirement
- View / Download Bills of the expense
- See the list of Reports awaiting your approval



### Compliance with Company policies made easy

- Define your expense policies & approval settings once and automate the rest
- Greater control results in reduced expenditure, saving time for approvers and the finance team.

**7x**  
Faster Processing of Expenses

**96%**  
Reduction in Paperwork

**100%**  
Visibility and Control over expenditure

**>50%**  
Increase in employee productivity

**100%**  
Digitization of expenses



- On 12th August 2024, the Board of Directors of Yatra Online Limited approved a Composite Scheme of Amalgamation (“Scheme”) involving Yatra Online Limited (the “Amalgamated Company”) and its six wholly-owned subsidiaries (collectively referred to as the “Amalgamating Companies”). The primary objective of this amalgamation is to simplify management, operational, and corporate structures, thereby enhancing efficiencies and generating synergies.
- The management of Yatra Online Limited believes that, among other benefits, the amalgamated entity will achieve greater operational and economic efficiency. This will be accomplished through the pooling and more effective utilization of combined resources, reducing overhead costs and expenses, achieving economies of scale, eliminating duplication of work, and rationalizing compliance requirements.
- The Scheme is subject to requisite approvals/consents, as may be required in this regard.

The logo for 'yatra' is written in a red, lowercase, sans-serif font. The letters are rounded and connected, with a slight shadow effect. It is positioned on the left side of the slide, within a white circular area that is partially cut off by the dark blue background.

yatra

## About Yatra

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## Business Overview

### Zero to billion \$ TTV in 10 years

- Founded in 2006 having a long demonstrable history of **building scalable businesses**
- Go-to-market strategy that **spans the entire value chain of travel** and hospitality covering B2C and B2B segments
- Yatra's multi-channel approach is a competitive advantage in the emerging Indian market

### Largest corporate travel player in India

- Customer base of **over 1,200 large corporates** with addressable employee base of 9+ million employees
- **Well diversified corporate customer base**

### Integrated Corporate Tech player in India

- Real-time and **Integrated Tech Platform** that meets all the needs of corporate travelers in a seamless way
- Accessible through Desktop & Mobile apps.

### Superior Corporate Governance

- **Experienced management team and strong corporate governance** comprising industry executives with deep roots in the travel industry with **90+ years** of accumulated experience
- Experience of being a NASDAQ listed company and managing public shareholders

# Key Highlights



1

Unique “go-to-market” strategy that spans across the entire value chain of travel and hospitality

- Largest Corporate travel services provider;
- One of the largest OTA

Comprehensive and scalable Tech platform providing seamless customer experience

5

2

Corporate Business –  
Driven by deep tech capabilities and customer stickiness

Strong Corporate Governance and seasoned management team with proven execution capabilities

6

3

Scaled Up B2C business –  
Yatra one of the most well recognized travel brands in India

Multiple growth levers to deliver sustainable growth

7

4

Emerged Stronger Thru Covid –  
Poised for Margin Expansion

# Unique Multi channel approach



While other Indian OTAs focus mainly on the B2C segment, we deliver a full suite of leisure and corporate offering that enables us to target travelers holistically and get better leverage on customer acquisition and technology cost



## B2B - Corporate

Focus on the “right demographics”  
- the business traveler, India’s main consuming class



Corporate travel industry market<sup>(4)</sup>



Online penetration for corporate travel<sup>(5)</sup>



Offline consumer travel market<sup>(7)</sup>



Corporate clients<sup>(6)</sup>

## B2C

Leverage our brand and business footprint to grow our B2C business



Consumer travel Industry market<sup>(1)</sup>



Online consumer penetration for Hotel and Air<sup>(2)</sup>



Consumers<sup>(3)</sup>

(1) Research done by Strategy& for the company- Market in 2017

(2) Phocuswright; Online Travel in India: 10th Edition (2017); online refers to online leisure / unmanaged business travel in India consumer market

(3) Cumulative as of March 31, 2024; does not include data for B2B businesses

(4) Research done by Strategy& for the company- Market in 2017

(5) Management estimates for India online penetrations for corporate travel

(6) Count as of March 31, 2024 (To be Updated)

(7) Phocuswright Offline Market percentage for Air & Hotels for 2017E in India consumer market

# India's Leader in B2B Travel



- **18 years of travel experience** with 10 years of specialization in Corporate Travel
- **India's leading B2B Corporate platform** by total spend and number of customers
- **Proprietary end-to-end digital solution** powering an omni-channel service platform
- **Real-time and Integrated SaaS Platform** that meets all the needs of corporate travelers in a seamless way
- **Customer base of >1,200 large corporate customers** with addressable employee base of 9+ million employees
- **Highly diversified customer base**
- **Customer touchpoints** include website, mobile applications, travel agents and call centers

## Industry overview

<p><b>US\$32B</b> Indian Corporate Travel Market Size</p>	<p><b>13,000+</b> Total Corporate Customers</p>
<p><b>400,000+</b> SMEs</p>	<p><b>~10%</b> Online penetration for corporate travel market</p>

## Yatra Overview

<p><b>~56K</b> SME customers<sup>(1)</sup></p>	<p><b>~98%</b> Customer Retention<sup>(1)</sup></p>
<p><b>&gt;1,200</b> Corporate Customers<sup>(2)</sup></p>	<p><b>68% of Top 100</b> Customers with tenure &gt; 5 years</p>
<p><b>~53K</b> Travel Agents<sup>(1)</sup></p>	<p><b>91% of Top 100</b> Customers with tenure &gt; 3 years</p>

1. Data as of 31 March 2024  
2. Data as of 31 December 2024

# 1 One of India's Largest OTA Platform



- Yatra is one of the most well recognized travel brands in the country, having won numerous awards
- A one-stop-shop for customers leisure travel needs
- ~90% of our total traffic comes from direct and organic channels – testament to our strong brand recall
- Comprehensive and scalable tech platform providing seamless customer experience
- **Customer touchpoints** include website, mobile applications, retail stores and call centers
- Largest platform among all Indian OTAs with ~108k domestic hotels and homestays contracted in ~1506 cities, with strong presence across Tier II & III cities
- Supplier of choice for Hotel inventory to other players in the industry including Domestic & International OTA's and B2B players.

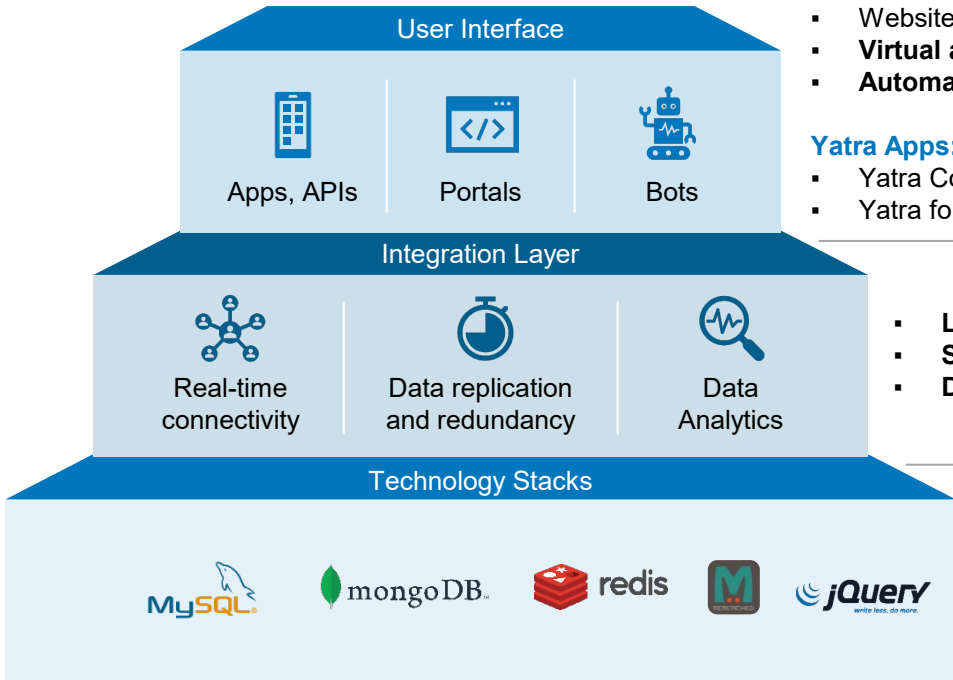
Industry	<b>US\$19B</b> B2C Travel Market Size	<b>~38%</b> Online penetration for Air and Hotel
	<b>~15M</b> Registered Customers <sup>(1)</sup>	<b>~54%</b> Business from Repeat Customers <sup>(3)</sup>
Yatra Overview	<b>~140M</b> (22% YoY) Total Consumer Visits <sup>(2)</sup>	<b>~46%</b> Business from New Customers <sup>(3)</sup>
	<b>~108K</b> Largest Hotel Listings among all OTAs <sup>(3)</sup>	<b>~93%</b> Direct and Organic traffic <sup>(3)</sup>
	<b>~28M</b> Mobile App Downloads	<b>97.8%</b> Booking Success rate <sup>(3)</sup>

(1) Cumulative as of March 31, 2024; does not include data for B2B businesses (2) For the period April 2023 to March 2024 (3) For the period Fiscal year FY24

# Comprehensive and Scalable Tech Platform Providing Seamless Customer Experience



Dedicated team with domain expertise focused on evolving technologies



- Website and mobile app that have **exploring, searching** and **booking capabilities**
- Virtual assistance** for real-time customer assistance
- Automated technology** for customer refunds, seat and meal bookings

**Yatra Apps:**

- Yatra Consumer app and Yatra web check in app
- Yatra for Business

- Links suppliers' systems** and delivers **real-time** availability and pricing information
- Streamlined software** across all distribution channels - B2B, B2C, Web & Mobile
- Data analytics capabilities** to offer personalized experience to customers

- Single data center with cloud-based back-up:
  - Ability to **restore all site operations within 48 hours** in case of complete shut down
  - Supports traffic spike of 4.5x** across travel categories

Yatra has invested heavily in developing a secure, advanced and scalable Technology Infrastructure



## Management Team



**Dhruv Shringi**

Whole-time Director and CEO

- He is a chartered accountant and also holds a master's degree in business administration from INSEAD
- He was previously associated with Fords Motor Company, Arthur Andersen & Co. and ebookers



**Manish Amin**

Chief Information and Technology Officer

- He holds a general certificate in business studies from Business Technician and Education Counsel
- He was associated with ebookers and Flightbookers Limited



**Rohan Mittal**

CFO

- Appointed as the CFO in September 2022
- He is an MBA from IIM Lucknow and was previously the CFO of Rivigo and Gati Limited.



**Sabina Chopra**

COO (Corporate)

- Brings over 32 years of experience in Travel & Hospitality
- Prior to joining the company, she headed India based operations of ebookers



**Darpan Batra**

Company Secretary

- Previously associated with Punj Lloyd Limited
- He holds a bachelor's degree in law from the University of Delhi

- 90 years of accumulated Senior management team experience
- Previous team experience with

ebookers.com

ARTHUR  
ANDERSEN

pwc

Ford  
Go Further

Professionally managed company by seasoned travel professionals

# 4 Ensuring Highest Level of Corporate Governance



## Key levers driving business growth

### Levers to deliver sustainable growth

1

#### Sticky Corporate Business

- Market Leader in large Corp Travel Management Segment
- High Retention rates driven by deep Tech Integration
- Self book platform leads to higher operating leverage
- Best in Class Corp Travel Management Platform

2

#### Strong Brand Recall

- Benefitting from India's consumption story & revenge travel
- Ability to scale deeper into Tier II/III Markets

3

#### Ability to cross-sell to large corporate base

- Other Travel Products like Hotels, Cabs, Insurance, etc and software services eg. Expense Management Solutions
- Personnel Travel for Employees

4

#### Industry Leading Supply of domestic hotels

- Supplier of choice for other players in the Industry (within and outside India)

The Yatra logo is rendered in a red, lowercase, sans-serif font. It is positioned on the left side of the slide, which is a white circle with a dark blue border. The background of the slide is dark blue with a geometric pattern of overlapping triangles in various shades of blue.

yatra

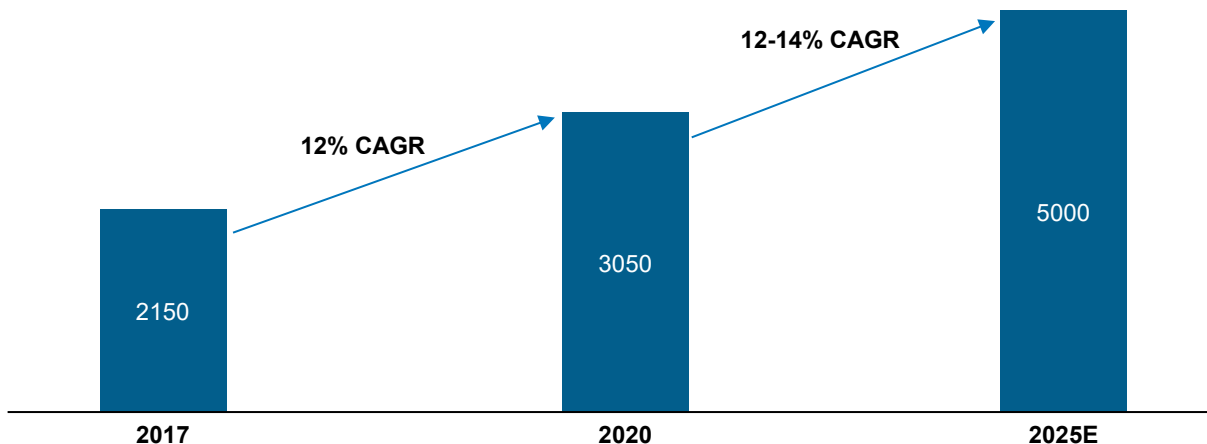
## Yatra Corporate Business

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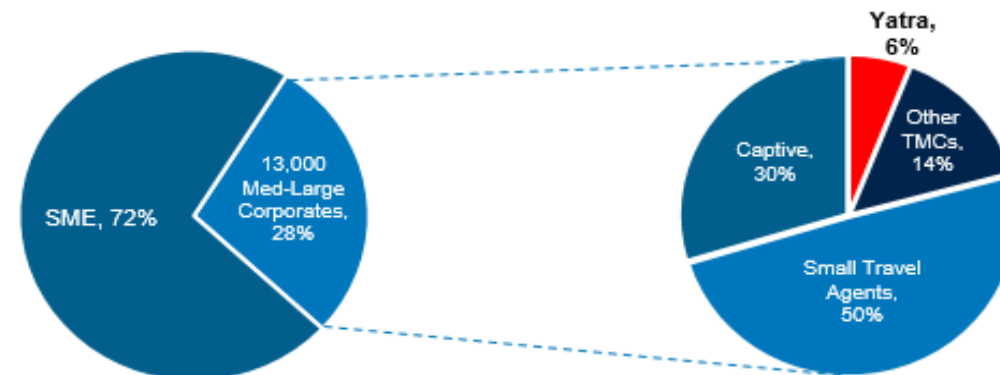
# Highly fragmented Corporate travel market, Massively Underpenetrated – Yatra largest player



Indian Corporate Total Travel and Entertainment Spends (INR Bn)



Highly Fragmented Corporate Travel Market



**B2B Market expected to grow at 2x the overall travel market and approximately double over the next 5 years driven by:**

- **GDP growth:** RBI projects 7% growth in GDP for India in FY25, implying higher business activity, and related travel
- **GST implementation:** ~10 Mn companies in India with registered GSTIN - greater scope for organized TMCs
- **Growth in MICE:** High margin (~20%) & high demand frequency; expected growth in off-sites, dealer meets

**Highly fragmented market shifting towards online & organized segment**

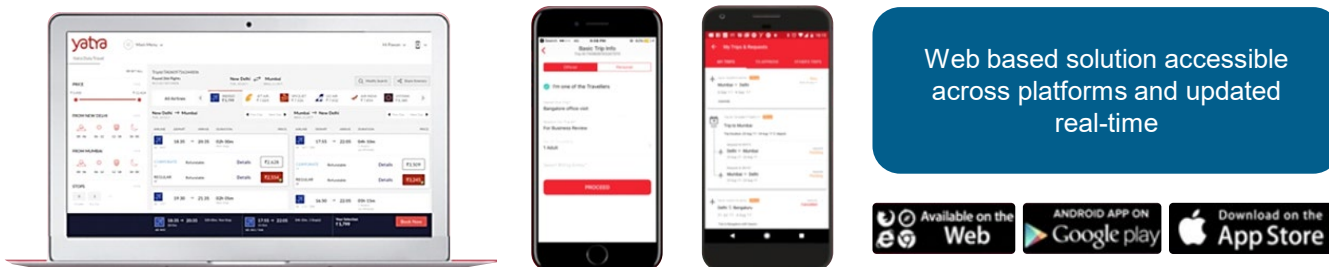
- Extremely fragmented and a large population of corporates are handled in an analog, inefficient manner with no digitization
- Top 13k companies account for 28% of volume
- Yatra is the largest player with 6% share of the 13,000 Mid-Large Enterprises

Note: The above is based on management estimate and Strategy& report prepared by management

# Corporate Business – Driven by Deep Tech Capabilities and Customer Stickiness

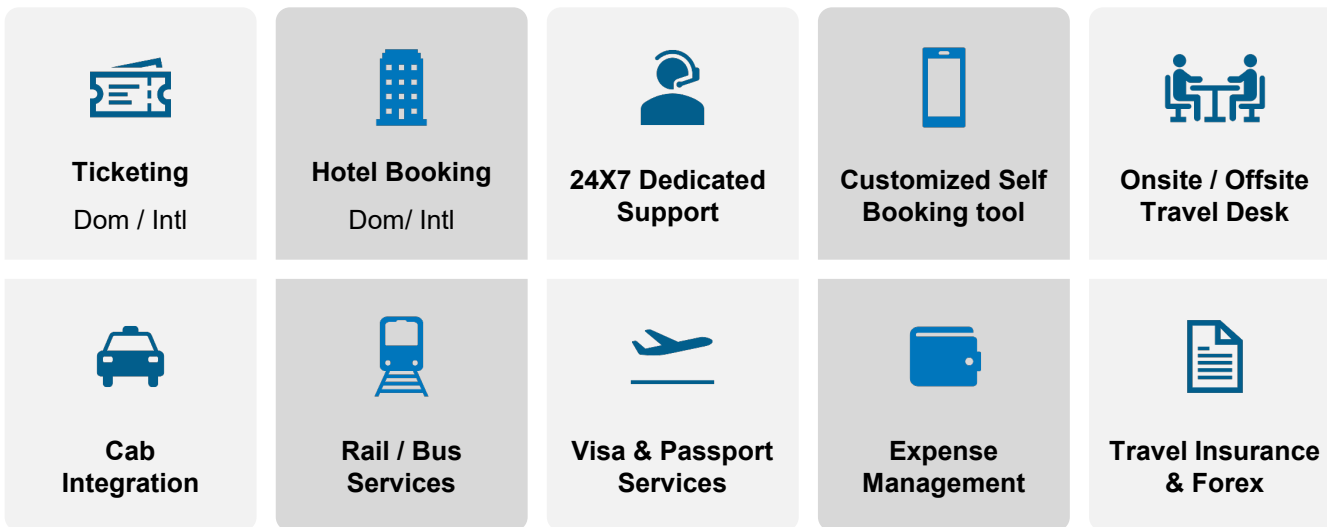


## Multi platform-based cloud system



- **User Friendly** Self Booking Platform
- **~98% corporate customer retention rate**
- **Cost reduction** – improving profitability for customers
- **Integrations** with major HRMIS solutions and customer ERP systems to provide end to end solution
- **Special Yatra Air Fares** and largest hotel supply in the country
- **Customizable** reports and MIS
- **VIP desk** for senior management
- Dedicated tech for **GST reconciliation**, ensuring no credit loss
- Dedicated **implementation team**, for quick go live
- Integrated **T&E solutions**, along with **expense management**
- Full bouquet of **ancillary services such as** Visa, Insurance, MICE etc.
- **24\*7** Help desk
- Globalized scalable Tech platform

## Corporate travel – Range of services



# The Platform Delivers Compelling Value to Customers and Suppliers



## What We Do for Customers



### Fully integrated travel and expenses management platform

- Integrated end to end solutions enabling full travel spends visibility, cost savings and compliances
- Detailed reporting insights such as MIS, expenses summary etc.
- Ability to book multiple services such as Air, Hotels, Cabs and Rail through one common platform



### Complete travel experience

- High touch, 24\*7 services enabling seamless search and booking experience, change of travel plans
- VIP assistance for CXO's at airports.
- Location tracking and duty of care



### Savings through Yatra exclusive supplier content

- Access to savings through Yatra Special fares for corporate customers where customers don't have direct deals with suppliers. Yatra Special / tactical fares on an average lower by 35-40% as compared to normal fares
- Access to GST invoices for both Air and hotel enabling smoother input credit availment for the customers
- Reducing environmental impact through EV based cab services and tracking of carbon emissions of flights, along with ability to offset.

## What We Do for Suppliers



### Wide access to different customer bases

- Access to consumer, corporate and travel agent base for the air and hotel suppliers
- Distribution reach to Tier 2 and Tier 3 locations through our tie ups with 53k + travel agents



### Higher yields and sticky business

- Higher yields and more sticky business for Air and Hotels bookings as compared to consumer segment due to higher mix of corporate business
- Yields for corporate customers ~1.5x of OTA
- High return distribution channel for suppliers



### Extension of supplier teams

- Act as extension of supplier marketing teams, making joint bids to corporates
- Detailed insights on various consumer trends and preferences to suppliers

*"Yatra has been instrumental in significantly reducing our opex cost especially given that travel is a large part of our overall spend"*

*- A leading IT Services Company CFO*

# Access to Multiple Revenue Streams



- |  |  |  |   |   |  |
|--|--|--|---|---|--|
| <p><b>1</b></p> <p>Less dependency on transaction fee as compared to competitors due to higher corporate mix</p> | <p><b>2</b></p> <p><b>Diversified revenue base –</b><br/>No customer accounting for more than 2% of total transaction value in FY23.</p> | <p><b>3</b></p> <p><b>Revenue mix –</b><br/>~70% of revenue contributed by Air, ~16% from H&amp;P while balance is contributed from other services such as Cabs, rail, advertisement income etc.</p> | <p><b>4</b></p> <p>Income such as Deposit incentive, Target linked bonuses and special tactical discounts, upsell etc. are received from LCCs</p> <p>Ability to grow this income further, post the funds received from India IPO.</p> | <p><b>5</b></p> <p><b>GDS income –</b><br/>Yatra is paid a fixed fee for each booking made through the GDS system</p> | <p><b>6</b></p> <p>Revenue received from services such as advertisement, tactical partnerships with other brands, insurance etc.</p> |
|--|--|--|---|---|--|



# Growing Catalogue of Loyal, Blue-Chip Customers



**~98%**

Corporate customer retention rate<sup>(1)</sup>



**~65%**

Transactions for domestic travel done by employees of corporates on the platform



**91%**

of top 100 customers have tenure of 3+ years

**1 of 4**

Top 100 listed companies in India are served by Yatra



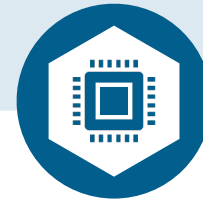
**3 of 4**

Big 4 Accounting firms



**3 of 5**

Largest technology companies of India



(1) Data for the period April 31 2023 to March 31 2024

# Cross-Sell Opportunity Driving Down Customer Acquisition Costs



## Future Growth Opportunities

### Cross Sell –

- 9+ Mn educated individuals employed by the corporates that we service
- Pertaining to high income service sectors such as consulting, IT and banking
- Ability to cross sell leisure travel, refer case studies alongside

### SaaS opportunity –

- Significant opportunity for international expansion through our proprietary Corporate Platform Partner (CPP) program
- Initial partnerships signed in high growth regions such as with Nirvana Travel & Tourism LLC in the Middle East and Sabron Tech Ltd. In Africa

### Fintech opportunities –

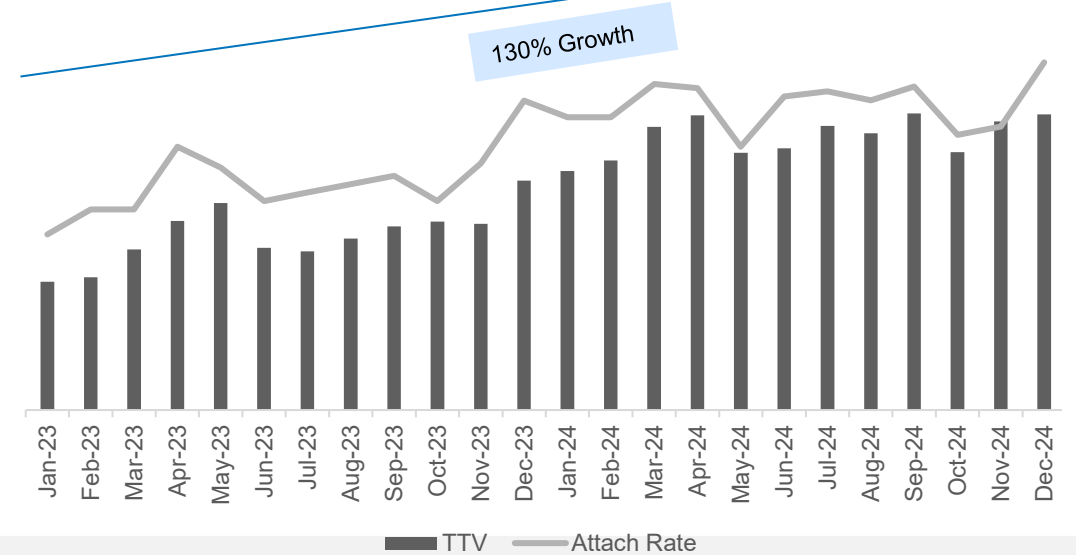
- Opportunities of partnering with banks / financial institutions to launch co branded T&E cards which will provide seamless automated transaction flow from booking to invoicing to payment to recording of transactions in the customer accounts, through integration with our expense management tool

### Green Initiatives – Working towards various green initiatives such as

- Shift towards EV based cabs for Corporate customers from traditional ICE cabs
- Displaying of carbon footprint of flight options on the platform along with ability to offset the same

## Cross Utilization of Corporate Tool for Personal Bookings by Employees

### Share of Personal Booking



**Access to personal bookings from large corporate employee base at negligible cost vs consumer business, resulting in higher profitability per booking**



yatra

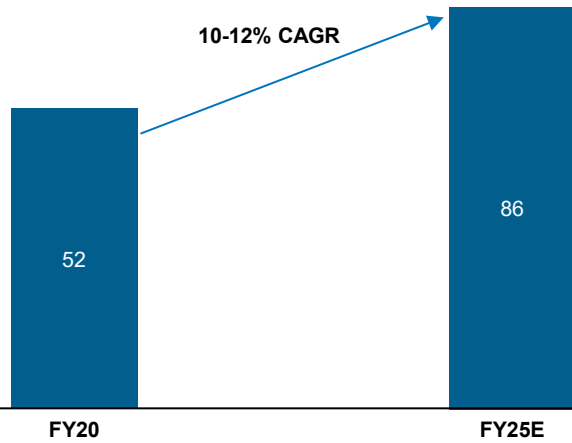
## Yatra Consumer Business

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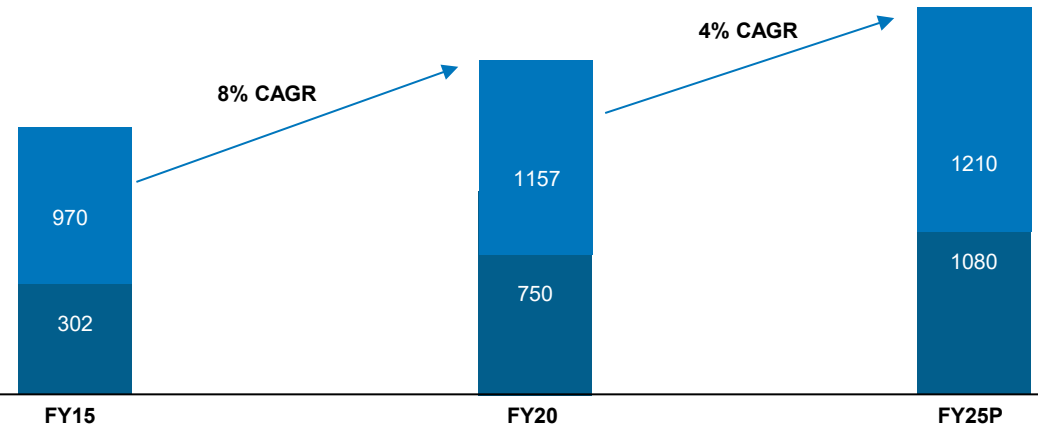
# Consumer Travel Market Growing at ~2x of GDP



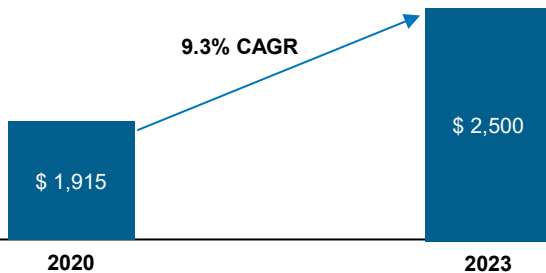
Indian B2C Travel Market (on Net revenue) at 10-12% CAGR – Gross Bookings INR Bn



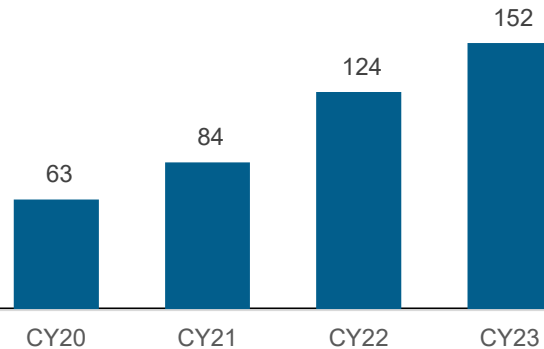
Expanding Internet Penetration (# Million)



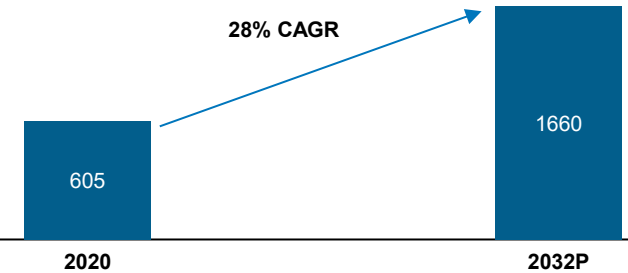
India Per Capita GDP growth rate (INR)



Recovery in Domestic Air passengers (Mn)



Growth in Indian Commercial Air Fleet



Note: Projected numbers include 470 plane order placed by Air India In Feb 2023

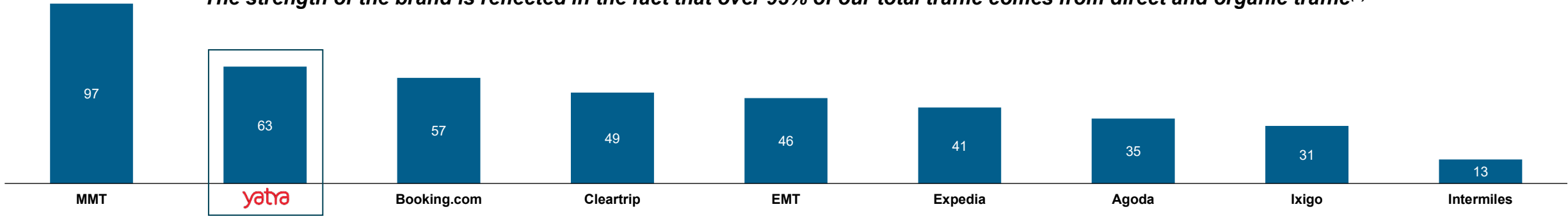
# Scaled Up B2C Business – Yatra One of the Most Well Recognized Travel Brands in India



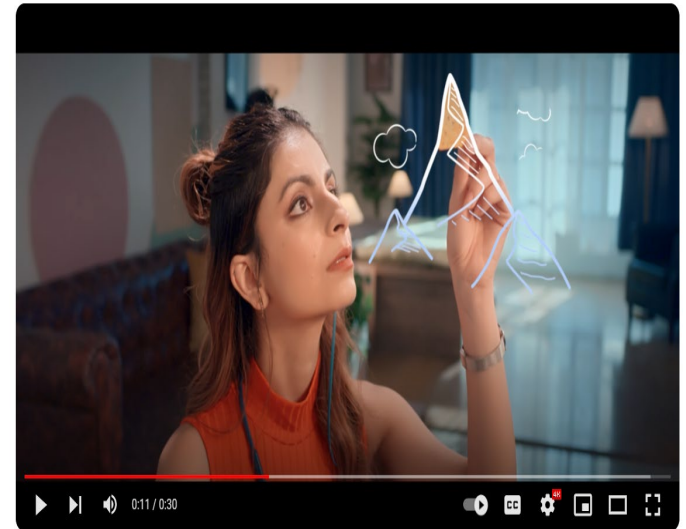
Our Leading Market Position and Operational History have led to Widescale Recognition of the “Yatra” Brand

## Superior Brand Awareness

The strength of the brand is reflected in the fact that over 93% of our total traffic comes from direct and organic traffic<sup>(1)</sup>



Yatra | #SummerKaScene  
 Yatra.com 11.9K subscribers  
 89 likes, Share, Download



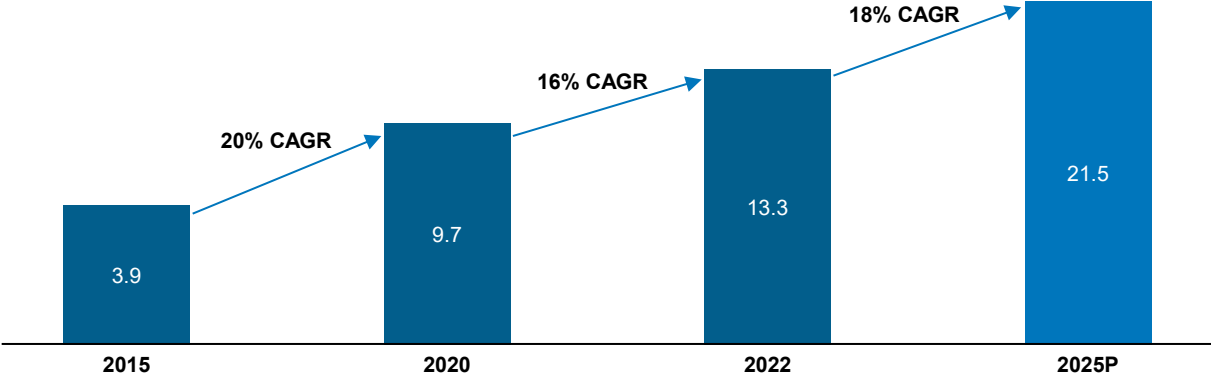
(1) For FY24

# B2C Growth Driven by Deeper Online Penetration and Category Expansion

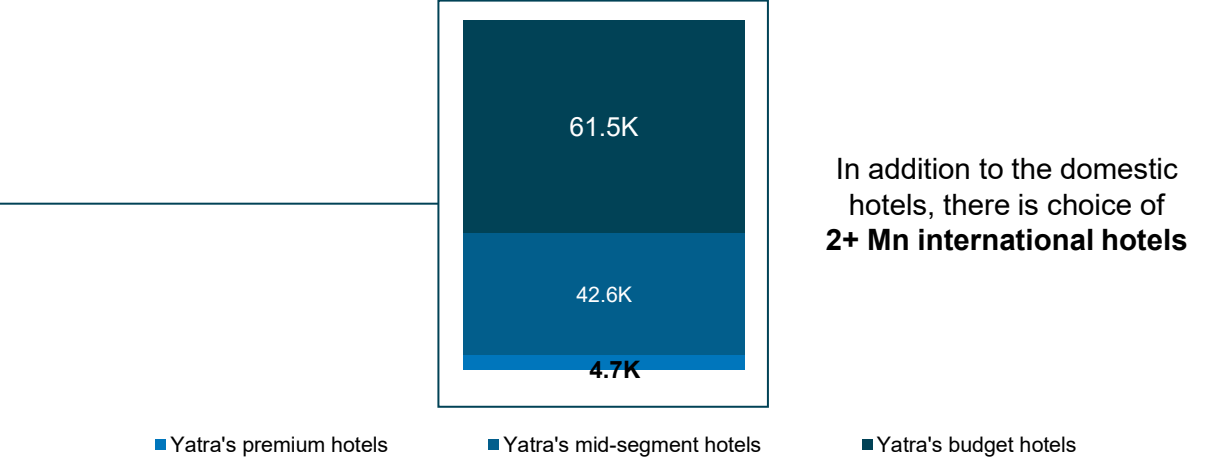


Yatra Well Capitalized to Take Advantage of Growth in Consumer Segment Through Existing Infrastructure and Tie Ups

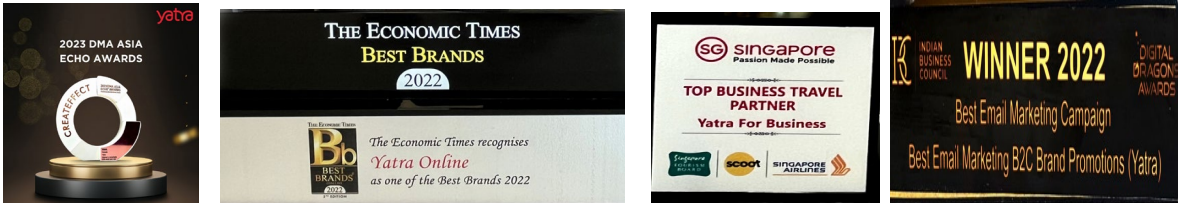
~15 Million Cumulative Customers Served Since Inception (Million)



Largest Hotel Listings in the Country with ~108k Hotels



History of Being Consumers Brand of Choice



Supplier of choice for Hotels to other players in the Industry both within and outside India

~93% organic traffic driven by strong brand recall

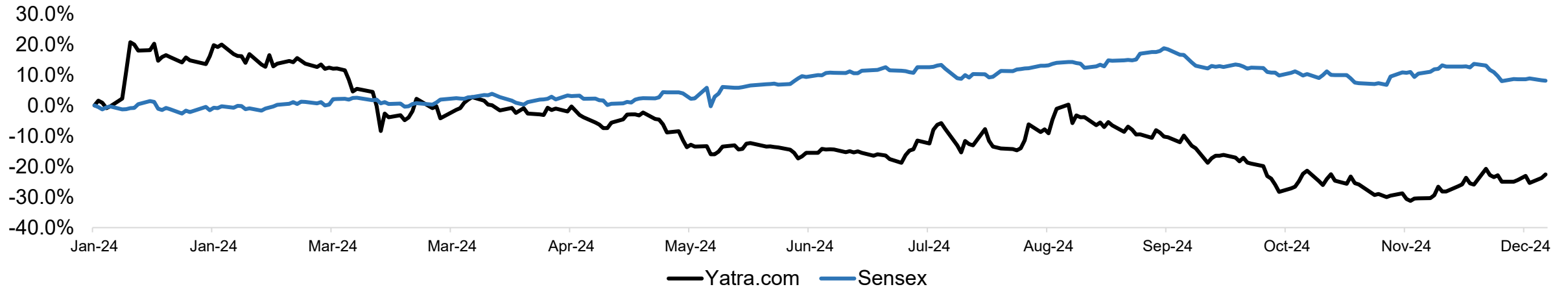
~28 Mn application downloads

~140 Mn visits in TTM

~54% Repeat customer rate

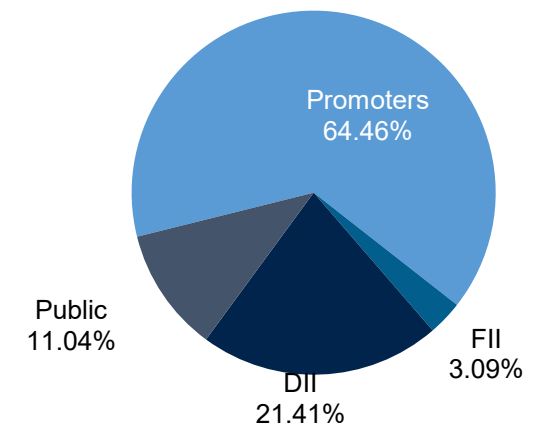
Option to book from across 400+ Domestic and International Airlines

Stock Performance (Up to 31<sup>st</sup> December, 2024)



Price Data (As on 31 <sup>st</sup> December, 2024)	INR
Face Value	1.00
CMP	115.75
Market Cap (INR Mn)	18,163.05
No. of Share outstanding (Mn)	156.92

Shareholding Pattern as on 31<sup>st</sup> December, 2024



# Glossary



Term	Description	Term	Description
<b>B2B</b>	Business to Business	<b>Gross Booking Revenue</b>	Gross booking revenue is defined as the total amount paid by customers for travel services and products booked through the OTAs including taxes, fees and other charges, and is net of cancellations, discounts and/or refunds.
<b>B2C</b>	Business to Consumer	<b>HRIS</b>	Human Resource Information System
<b>CAGR</b>	Compounded Annual Growth Rate (as a %): $(\text{End Year Value} / \text{Base Year Value})^{1/\text{No. of years between Base year and End year}} - 1$ [^ denotes 'raised to']	<b>Net Operating Revenue</b>	Net operating revenue is defined as revenue from sale of goods or services less excise duties and other indirect taxes, plus income from activities related to core business. Financials have been reclassified as per CRISIL Standards.
<b>CRISIL</b>	CRISIL Limited	<b>OFS</b>	Offer for Sale
<b>EBITDA</b>	EBITDA is calculated as profit for the year/period plus income tax expense/(credit), finance cost, depreciation and amortisation expense less finance income	<b>OTA</b>	Online Travel Agency
<b>EBITDA Margin</b>	EBITDA as a percentage of revenue from operations less Service Cost	<b>PAT</b>	Profit After Tax
<b>ERP</b>	Enterprise Resource Planning	<b>SaaS</b>	Software as a Service
<b>GDS</b>	Global Distribution System	<b>TTA</b>	Traditional Travel Agent
<b>Adjusted EBITDA</b>	Adjusted EBITDA is calculated as profit for the year/period plus income tax expense/(credit), finance cost, depreciation and amortisation expense less finance income Less ESOP cost and listing expenses	<b>PAT Margin</b>	Net profit as a percentage of Revenue from operations
<b>Revenue Less Service Cost</b>	Revenue from Operations – Service Cost	<b>Adjusted Revenue</b>	Adjusted revenue is defined as the sum of Adjusted margin (of Air, Hotel & packages and other Services), other operating income and other income excluding finance income



# Investor Relations Contact



For further details please feel free to contact our Investor Relations Representatives:



**Mr. Manish Hemrajani**  
**VP - Corporate Development & Investor Relations**  
Email: [investors@yatra.com](mailto:investors@yatra.com)



**Mr. Anuj Sonpal**  
**Valorem Advisors**  
Tel: +91-22-49039500  
Email: [yatra@valoremadvisors.com](mailto:yatra@valoremadvisors.com)

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Thank You

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