

November 25, 2024

LTTL/L&S/2024-25/11/24

To,
The Listing Department,
BSE Limited,
Phiroze Jeejeebhoy Towers,
Dalal Street,
Mumbai - 400 001
Maharashtra, India

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

Dear Sir/Madam,

Sub : Announcement under Regulation 30 and other applicable provisions of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 - Disclosure of ixigo data book at the upcoming Investors / Analysts Meetings

Ref : Le Travenues Technology Limited (the "Company")

BSE Scrip Code: 544192 and NSE Symbol: IXIGO

In compliance with Regulation 30 and other applicable provisions of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 (as amended), please find enclosed the ixigo data book proposed to be shared at the upcoming Investors / Analysts Meetings scheduled from November 26, 2024 to November 28, 2024 in addition to other published financial information about the Company's performance.

The excel file of ixigo data book can be accessed at the following [link](#) on ixigo's website

This is for your information and records.

Thanking You,

For Le Travenues Technology Limited

**Suresh Kumar Bhutani
(Group General Counsel, Company Secretary and Compliance Officer)**



ixigo Data Book





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INR Million, unless otherwise stated

Particulars	FY24	FY23	FY22	Q2 FY 25	Q1 FY 25	Q4 FY 24	Q3 FY 24	Q2 FY 24	Q1 FY 24	Q4 FY 23
Gross Transaction Value	1,02,825.49	74,524.30	56,152.49	35,287.40	29,881.49	26,841.27	27,183.22	25,209.02	23,591.98	19,898.50
Flight	35,269.99	20,154.88	22,562.29	12,374.83	10,213.96	8,917.14	9,710.59	8,677.22	7,965.03	5,449.01
Train	55,685.30	44,715.27	30,201.90	18,958.67	15,791.67	14,979.93	14,394.05	13,929.46	12,381.86	12,028.17
Bus	11,748.11	9,654.15	3,388.30	3,776.91	3,763.91	2,877.04	3,030.53	2,595.45	3,245.09	2,421.32
Other	122.09	0.00	0.00	176.99	111.94	67.16	48.05	6.88	0.00	0.00
GTV Mix %	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%
Flight	34.30%	27.04%	40.18%	35.07%	34.18%	33.22%	35.72%	34.42%	33.76%	27.38%
Train	54.16%	60.00%	53.79%	53.73%	52.85%	55.81%	52.95%	55.26%	52.48%	60.45%
Bus	11.43%	12.95%	6.03%	10.70%	12.60%	10.72%	11.15%	10.30%	13.76%	12.17%
Other	0.12%	0.00%	0.00%	0.50%	0.37%	0.25%	0.18%	0.03%	0.00%	0.00%
Passenger segments	95.56	82.74	70.28	30.98	26.45	24.55	24.37	23.88	22.76	21.11
Flight	5.77	3.26	4.22	2.03	1.57	1.39	1.45	1.58	1.35	0.98
Train	77.38	68.97	61.80	24.81	21.04	20.09	19.84	19.44	18.01	17.48
Bus	12.41	10.51	4.27	4.14	3.84	3.07	3.08	2.86	3.40	2.65
Gross Revenue	8,238.55	6,405.47	4,515.12							
Flight	2,995.50	2,269.31	1,998.23							
Train	3,732.81	2,985.36	2,172.47							
Bus	1,510.24	1,110.67	332.42							
Other	0.00	40.13	12.00							
Gross Take Rate %	7.60%	8.14%	7.73%							
Flight	8.17%	11.02%	8.85%							
Train	6.46%	6.37%	6.78%							
Bus	11.05%	10.32%	8.66%							
Gross Ticketing Revenue	7,816.62	6,063.30	4,338.52							
Flight	2,880.48	2,220.10	1,996.16							
Train	3,598.30	2,846.66	2,049.07							
Bus	1,298.31	996.54	293.29							
Other	39.53	0.00	0.00							
Discount	1,759.85	1,392.97	719.32							
Flight	1,531.54	1,248.98	670.10							
Train	29.11	7.37	4.28							
Bus	192.45	136.62	44.94							
Other	6.75	0.00	0.00							
Net Ticketing Revenue	6,056.77	4,670.33	3,619.20							
Flight	1,348.94	971.12	1,326.06							
Train	3,569.19	2,839.29	2,044.79							
Bus	1,105.86	859.92	248.35							
Other	32.78	0.00	0.00							
Other Operating Revenue	501.96	342.17	176.60							
Flight	115.02	49.21	2.07							
Train	134.51	138.70	123.40							
Bus	211.93	114.13	39.13							
Other	40.5	40.13	12.00							
Segment Revenue	6,558.73	5,012.50	3,795.80	2,064.70	1,818.78	1,648.52	1,705.48	1,639.16	1,565.57	1,369.42
Flight	1,463.96	1,020.33	1,328.13	558.06	415.13	372.22	397.75	392.52	301.47	287.70
Train	3,703.70	2,977.99	2,168.19	1,104.33	1,004.56	943.86	950.40	923.00	886.44	803.72
Bus	1,317.79	974.05	287.48	398.52	396.39	325.07	341.03	291.72	359.97	262.59
Other	73.28	40.13	12.00	3.79	2.70	7.37	16.30	31.92	17.69	15.41
Direct Expenses	3,620.25	2,831.72	2,579.39							
Flight	754.17	458.49	904.83							
Train	2,409.87	2,016.82	1,582.44							
Bus	447.29	356.40	92.12							
Other	8.92	0.01	0.00							
Segment Results	2,938.48	2,180.78	1,216.41	910.82	868.32	717.26	775.15	736.70	709.37	663.46
Flight	709.79	561.84	423.30	272.93	213.14	176.38	192.35	205.94	135.12	186.96
Train	1,293.83	961.17	585.75	376.51	360.17	324.51	335.30	311.40	322.62	289.01
Bus	870.50	617.65	195.36	259.92	294.41	210.29	231.77	192.90	235.54	172.09
Other	64.36	40.12	12.00	1.46	0.60	6.08	15.73	26.46	16.09	15.40
Contribution margin %	44.80%	43.51%	32.05%	44.11%	47.74%	43.51%	45.45%	44.94%	45.31%	48.45%
Flight	48.48%	55.06%	31.87%	48.91%	51.34%	47.39%	48.36%	52.47%	44.82%	64.98%
Train	34.93%	32.28%	27.02%	34.09%	35.85%	34.38%	35.28%	33.74%	36.40%	35.96%
Bus	66.06%	63.41%	67.96%	65.22%	74.27%	64.69%	67.96%	66.13%	65.43%	65.54%
Other	87.83%	99.98%	100.00%	38.52%	22.22%	82.50%	96.50%	82.89%	90.96%	99.94%
Segment Results Mix (%)	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%
Flight	24.16%	25.76%	34.80%	29.97%	24.55%	24.59%	24.81%	27.95%	19.05%	28.18%
Train	44.03%	44.07%	48.15%	41.34%	41.48%	45.24%	43.26%	42.27%	45.48%	43.56%
Bus	29.62%	28.32%	16.06%	28.54%	33.91%	29.32%	29.90%	26.18%	33.20%	25.94%
Other	2.19%	1.84%	0.99%	0.16%	0.07%	0.85%	2.03%	3.59%	2.27%	2.32%

Particulars	FY24	FY23	FY22	Q2 FY 25	Q1 FY 25	Q4 FY 24	Q3 FY 24	Q2 FY 24	Q1 FY 24	Q4 FY 23
Total Contribution Margin	2,938.48	2,180.78	1,216.41	910.82	868.32	717.26	775.15	736.70	709.37	663.46
+ Other Income	92.18	163.23	53.61	44.45	24.02	31.42	20.43	21.80	18.53	19.10
- Employee Benefits Expenses	1,410.20	1,262.61	951.60	386.55	379.66	346.14	351.56	359.24	353.26	343.06
- Technology and Related Costs	285.77	223.02	156.49	80.93	83.80	73.12	69.01	75.81	67.83	57.08
- Advertising & Branding	551.98	214.29	84.24	180.18	167.91	87.19	114.22	219.76	130.81	82.08
- Others (G&A, Outsourcing cost and Miscellaneous E)	252.10	193.64	147.23	1,237.42	1,019.41	986.05	996.03	976.47	913.80	754.12
EBITDA	530.61	450.45	(69.54)	(929.81)	(758.44)	(743.82)	(735.24)	(872.78)	(737.80)	(553.78)
+ ESOP Expense	114.68	156.23	185.15	30.34	34.99	15.30	20.44	41.35	37.59	37.12
- Other Income	92.18	163.23	53.61	44.45	24.02	31.42	20.43	21.80	18.53	19.10
Adjusted EBITDA	553.11	443.45	62.00	(943.92)	(747.47)	(759.94)	(735.23)	(853.23)	(718.74)	(535.76)

Note 1: The data for this period is not available in public domain and is only published annually.



INR Million, unless otherwise stated

Particulars	FY24	FY23	FY22	Q2 FY 25	Q1 FY 25	Q4 FY 24	Q3 FY 24	Q2 FY 24	Q1 FY 24	Q4 FY 23
Income										
I Revenue from operations	6,558.73	5,012.50	3,795.80	2,064.70	1,818.78	1,648.52	1,705.48	1,639.16	1,565.57	1,369.42
II Other income	92.18	163.23	53.61	44.45	24.02	31.42	20.43	21.80	18.53	19.10
III Total income (I + II)	6,650.91	5,175.73	3,849.41	2,109.15	1,842.80	1,679.94	1,725.91	1,660.96	1,584.10	1,388.52
IV Expenses										
Employee benefits expense	1,410.20	1,262.61	951.60	386.55	379.66	346.14	351.56	359.24	353.26	343.06
Finance costs	28.86	9.49	28.03	5.75	5.87	4.92	6.02	12.62	5.30	3.45
Depreciation and amortization expense	129.24	108.15	78.43	23.85	23.48	26.15	29.15	44.01	29.93	31.23
Other expenses	4,710.10	3,462.67	2,967.35	1,498.53	1,271.12	1,146.36	1,179.26	1,272.04	1,112.44	893.28
Total expenses	6,278.40	4,842.92	4,025.41	1,914.68	1,680.13	1,523.57	1,565.99	1,687.91	1,500.93	1,271.02
V Profit / (loss) before share of loss of an associate, exceptional items and tax (III-IV)	372.51	332.81	(176.00)	194.47	162.67	156.37	159.92	(26.95)	83.17	117.50
VI Share of loss of an associate, net of tax	(59.07)	0.00	0.00	(19.32)	(20.10)	(30.75)	(20.79)	(7.53)	0.00	0.00
VII Profit / (loss) before exceptional items and tax (V+VI)	313.44	332.81	(176.00)	175.15	142.57	125.62	139.13	(34.48)	83.17	117.50
VIII Exceptional Items	297.21	(126.07)	0.00	8.33	37.71	0.00	0.00	297.21	0.00	(54.78)
IX Profit / (loss) before tax (VII+VIII)	610.65	206.74	(176.00)	183.48	180.28	125.62	139.13	262.73	83.17	62.72
X Tax expense / (income):										
Current tax	1.25	76.77	55.40	0.25	0.23	0.60	0.65	0.00	0.00	25.84
Deferred tax charge / (credit)	(121.21)	(103.99)	(20.46)	52.38	31.49	51.53	(168.00)	(4.28)	(0.46)	(10.46)
Total tax expense / (income)	(119.96)	(27.22)	34.94	52.63	31.72	52.13	(167.35)	(4.28)	(0.46)	15.38
XI Profit / (loss) for the period / year (IX-X)	730.61	233.96	(210.94)	130.85	148.56	73.49	306.48	267.01	83.63	47.34
XII Other comprehensive income										
Items that will not be reclassified to statement of										
Re-measurement gains / (loss) on defined benefit	(1.63)	(2.77)	(1.61)	0.00	0.00	(0.05)	(1.58)	0.00	0.00	(0.55)
Income tax effect relating to items that will not be	0.40	0.70	0.20	0.00	0.00	0.00	0.40	0.00	0.00	0.14
Other comprehensive income / (loss) for the period	(1.23)	(2.07)	(1.41)	0.00	0.00	(0.05)	(1.18)	0.00	0.00	(0.41)
XIII Total comprehensive income / (loss) for the period /	729.38	231.89	(212.35)	130.85	148.56	73.44	305.30	267.01	83.63	46.93



INR Million, unless otherwise stated

Particulars	FY24	FY23	FY22	Q2 FY 25	Q1 FY 25	Q4 FY 24	Q3 FY 24	Q2 FY 24	Q1 FY 24	Q4 FY 23
Monthly Active Users	76.78	62.83	44.20	78.18	79.74	75.99	76.79	77.49	76.83	65.27
Annual Active Users	480.20	429.38	291.22	NA	N.A.	NA	NA	NA	N.A.	NA
Annual Transacting Users	12.04	11.40	13.22	NA	N.A.	NA	NA	NA	N.A.	NA
Ancillary Attachment Rate %	31.33%	28.87%	26.41%	28.74%	29.63%	30.40%	31.34%	31.52%	32.14%	31.52%
Monthly Transacting Users	2.45	2.13	1.91	3.43	2.78	2.59	2.52	2.40	2.28	2.14
Monthly Transacting Users to Monthly Active Users ratio	3.19%	3.40%	4.32%	4.39%	3.49%	3.41%	3.28%	3.09%	2.97%	3.28%
Percentage of transactions involving Tier II and Tier III	94.06%	94.39%	95.26%	93.97%	94.23%	94.81%	93.79%	93.70%	93.94%	94.02%
Queries solved by chatbot (without human intervention) versus total number of chat queries received (%)	87.76%	89.86%	85.71%	86.95%	86.51%	84.76%	85.32%	89.87%	90.05%	89.36%
Queries solved by chatbot (without human intervention)	2.81	4.11	4.92	0.64	0.57	0.56	0.67	0.72	0.87	0.90
Monthly Screen Views	3,961.53	3,833.40	2,768.85	3,684.78	3,678.40	3,483.52	3,824.77	4,013.76	4,524.08	3,975.73
% of Calls answered within 2 mins	92.20%	84.37%	72.59%	94.90%	94.40%	96.40%	91.40%	93.70%	88.30%	88.30%
Avg Refund Time	03:37	02:47	08:54	03:05	03:49	04:24	04:10	02:33	02:44	02:44
Lifetime Registered Users	225.76	169.74	114.15	260.80	242.58	225.76	213.21	199.11	184.28	169.74
Mobile App Downloads	105.77	106.07	90.00	28.15	28.31	24.47	27.90	26.86	26.82	23.03
Lifetime Mobile App Downloads	563.86	457.53	356.19	620.32	592.17	563.86	539.39	511.49	484.63	457.53
Lifetime Transacted Customers	33.59	26.38	19.58	38.18	35.66	33.59	31.80	29.89	28.04	26.38



Glossary

Term	Description
Adjusted EBITDA	Adjusted EBITDA is calculated as the profit for the period or year plus tax expense, finance cost, depreciation, amortization expenses, Employee Stock Option Scheme less other income, exceptional items, share of profit/loss of associate.
Annual Active Users	Annual Active Users refers to the number of unique devices (including, amongst others, laptops and mobile phones) which have recorded at least one visit to a page/ screen on our platforms in a given period/ year, cumulated across ixigo, ConfirmTkt and AbhiBus websites and apps
Ancillary Attachment Rate	Ancillary Attachment Rate refers to the number of ancillary transactions for ancillaries sold such as ixigo Assured, ixigo Assured Flex, seats, meals, among others, across flights, trains and buses divided by the overall number of transactions
Lifetime Transacted Users	Lifetime Transacted Users refers to the number of unique transacting users identified by user's mobile number and/or email address, that have made at least one booking through us in the lifetime of our company on the OTA model, cumulated across ixigo, ConfirmTkt and AbhiBus website and apps
Contribution Margin	Contribution Margin is defined as net ticketing revenue plus other operating revenue less direct expenses
Contribution Margin (%)	Contribution Margin (%) is defined as Contribution Margin divided by revenue from operations
EBITDA	Earnings before interest, tax, depreciation and amortization and is calculated as profit/loss for the year/period plus tax expense, finance cost, depreciation and amortization expenses less exceptional items, share of profit/loss of associate
Gross Revenue	Gross revenue represents Revenue from operations plus discounts/customer inducement cost.
Gross Take Rate	Gross take rate refers to Gross Ticketing Revenue divided by Gross Transaction Value during the relevant period/ year
Gross Transaction Value (GTV)	Gross transaction value refers to the total amount paid (including taxes, fees and service charges, gross of all discounts) by users for the OTA services and products booked through us in the relevant period/ year
Monthly Active Users (MAUs)	Monthly active users is the number of unique devices (including, amongst others, laptops and mobile phones) which have recorded at least one visit in a month to a page/screen on our platforms cumulated across ixigo, ConfirmTkt and AbhiBus website and apps and cumulated for all months in the given period/ year, divided by the number of months in that period/ year
Monthly Transacting Users (MTUs)	Monthly transacting users is the number of unique transacting users identified by users' mobile number and/or e-mail address, as applicable, that have made at least one booking through us, in a given period/ year, divided by the number of months in that period/ year, cumulated across ixigo, ConfirmTkt and AbhiBus website & apps
Passenger Segments	Passenger segments refers to the total number of point-to-point passenger tickets booked between two cities, airports, train stations or bus stations, as applicable, whether or not such a ticket is part of a larger or longer itinerary. For example, a booking made with two passengers for a return flight consists of four passenger segments.
Gross Ticketing Revenue	Gross ticketing revenue refers to the total revenue earned (gross of all discounts) for the OTA services and products booked through us.
Annual Active Users	Annual Active Users refers to the number of unique devices (including, amongst others, laptops and mobile phones) which have recorded at least one visit to a page/ screen on our platforms in a given year, cumulated across ixigo, ConfirmTkt and AbhiBus websites and apps.
Annual Transacting Users	Annual Transacting Users refers to the number of unique transacting users identified by user's mobile number and/or email address, that have made at least one booking through us in the relevant year, cumulated across ixigo, ConfirmTkt and AbhiBus website and apps.
Ancillary Attachment Rate %	Ancillary Attachment Rate refers to the number of ancillary transactions for ancillaries sold such as ixigo Assured, ixigo Assured Flex, seats, meals, among others, across flights, trains and buses divided the overall number of transactions
Monthly Screen Views	Monthly screen views refers to the total number of mobile app screen views or website page views in a given year divided by the number of months.
Mobile App Downloads	Monthly app downloads refers to the total number of downloads of our ixigo (train), ixigo (flight), AbhiBus and ConfirmTkt mobile apps in the relevant period/ year