



May 31, 2024

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	Manager - CRD BSE Limited Phiroze Jeejeebhoy Towers Dalal Street, Mumbai – 400001, India Scrip Code: 543992 ISIN No.: INE0JR601024
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Dear Sir/Madam,

Sub: Intimation to Stock Exchange – Investor Presentation in connection with the Audited Standalone and Consolidated Financial Results for the quarter and year ended March 31, 2024.

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 copy of Investor Presentation in connection with the Audited Standalone and Consolidated Financial Results for the quarter and year ended March 31, 2024.

The above information will also be made available on the website of the Company at 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

Yatra Online Limited
 (Formerly known as
 Yatra Online Private Limited)

www.yatra.com

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



Yatra Online Limited

Investor Presentation

Q4-FY24/FY24

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FINANCIAL PERFORMANCE

Q4-FY24/FY24

Q4-FY24 Financial Performance



Gross Booking	Adjusted Revenue	Revenue from Operations	Revenue less Service Cost	Total Transactions	Air Pax* ('000)
INR 19,943 Mn	INR 1,773 Mn	INR 1,077 Mn	INR 858 Mn	2,200	1,801
12% YoY	(6%) YoY	(10%) YoY	(11%) YoY	2% YoY	4% YoY

Adjusted EBITDA	EBITDA	EBITDA Margin	Net Profit	PAT Margin	Corporate Client Wins	Diluted EPS
INR 155 Mn	INR 108 Mn	13%	INR 56 Mn	5%	25	INR 0.36
(35%) YoY	(48%) YoY		(38%) YoY		INR 842 Mn	

* Strong Gain in market share for domestic air passengers. Yatra pax growth 2.5% Y-o-Y vis-à-vis 4.8% Y-o-Y for industry.

** Expected annual volume of business

FY24 Financial Performance



Gross Booking	Adjusted Revenue	Revenue from Operations	Revenue less Service Cost	Total Transactions	Air Pax* ('000)
INR 75,884 Mn	INR 6,565 Mn	INR 4,223 Mn	INR 3,359 Mn	8,637	6,945
13% YoY	7% YoY	11% YoY	6% YoY	17% YoY	24% YoY
Adjusted EBITDA	EBITDA	EBITDA Margin	Net Profit	PAT Margin	Diluted EPS
INR 534 Mn	INR 273 Mn	8%	INR (45) Mn	(1%)	INR (0.33)
(20%) YoY	(47%) YoY		(159%) YoY		

FY24 Actual Performance vs Analyst Estimates



Rs Mn	Analyst 1	Analyst 2	Analyst 3	Analyst 4	Avg Estimates	Actuals	Variance
Gross booking value	78,157	75,130	75,601	76,277	76,291	75,884	Expectations met
Revenue	4,397	3,720	4,263	4,261	4,160	4,223	Expectations met
Adjusted Revenue	6,519		6,633		6,576	6,565	Expectations met
EBITDA	243	268	227	211	237	273	Expectations Exceeded
Adjusted EBITDA	556		495		526	534	Expectations met
PAT*	29	-33	-11	11	-1	-45	Expectations not met

*PAT has exceeded the expectations after excluding one time cost of listing fees of INR 54 Mn

Q4-FY24 and FY 24 Financial & Operational Highlights

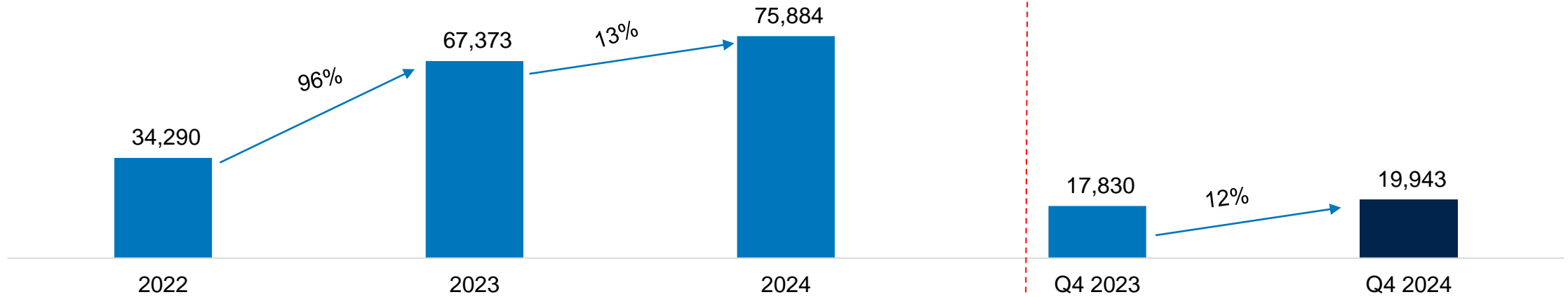


- Yatra reported domestic air passenger growth of 24% YoY in FY24, which was ~2x of industry growth as the company continued to gain market share.
- Strong quarter with 12% YoY growth in gross booking and 56 Mn of PAT.
- For Q4-FY24, Yatra reported revenue of INR 1,077 million, down 10% YoY largely due to the impact of a one-time accrual of threshold bonus of GDS Contracts in Q4-FY23. Ex-that reported revenue would have seen a growth of ~7% YoY.
- Our cash and cash equivalent and term deposit stands at 4,159 million as on 31st March 2024 compared to 1,029 million as on 31st March 2023.
- Our gross debts stands at 638 million as on 31st March 2024 compared to 1,531 million as on 31st March 2023.
- Yatra continued to expand its corporate client base and signed 25 new corporate accounts during the quarter. Subsequent to the end of the quarter the company also signed the largest public sector bank in India as a customer.
- Despite continued softness in the IT vertical the Corporate business segment continued to recover strongly and is now back to pre-covid levels.

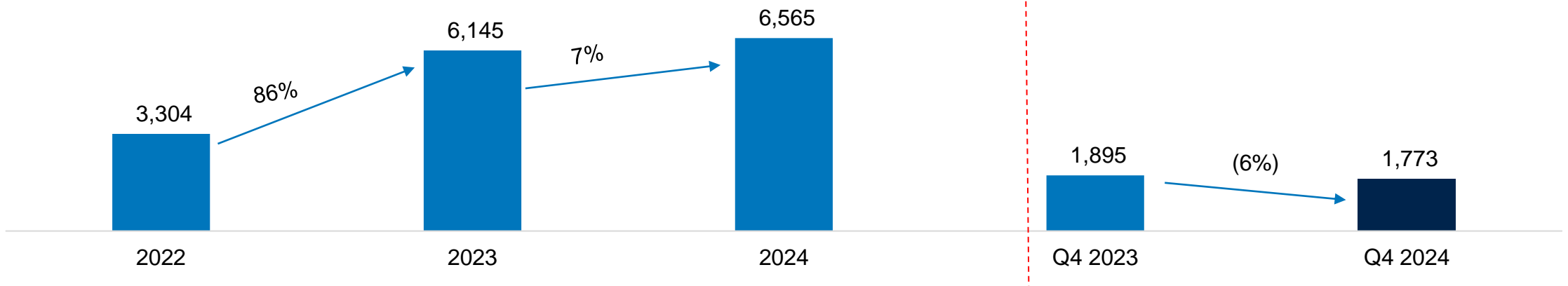
Historical Performance Trending



Gross Bookings (INR Million)



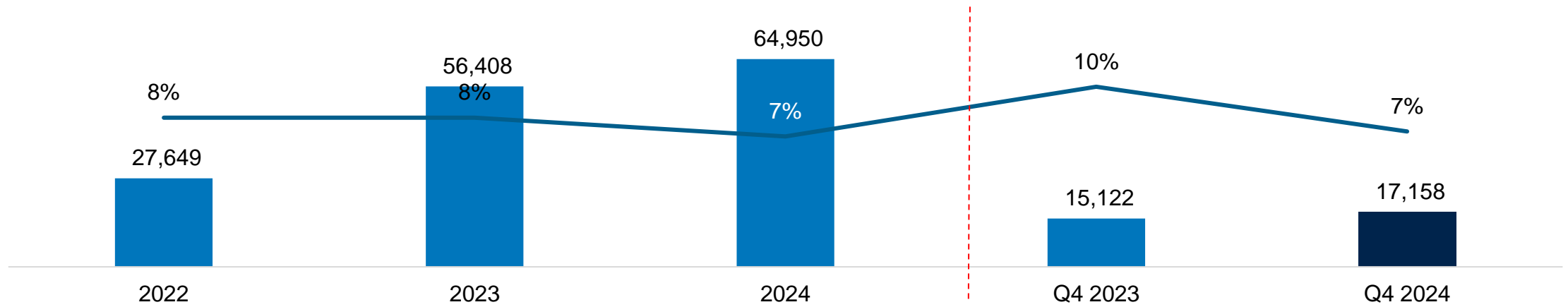
Adjusted Revenue (INR Million)



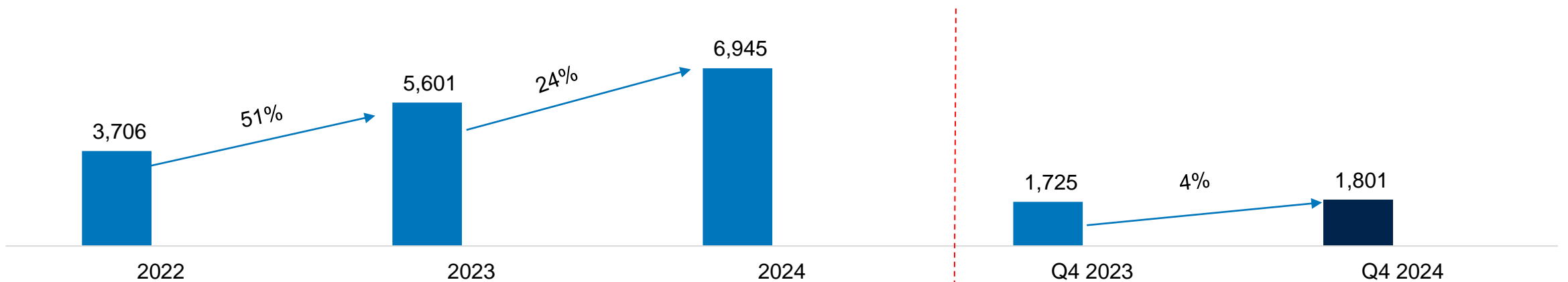
Historical Performance Trending



Gross Air Bookings and Take Rate (INR Million)



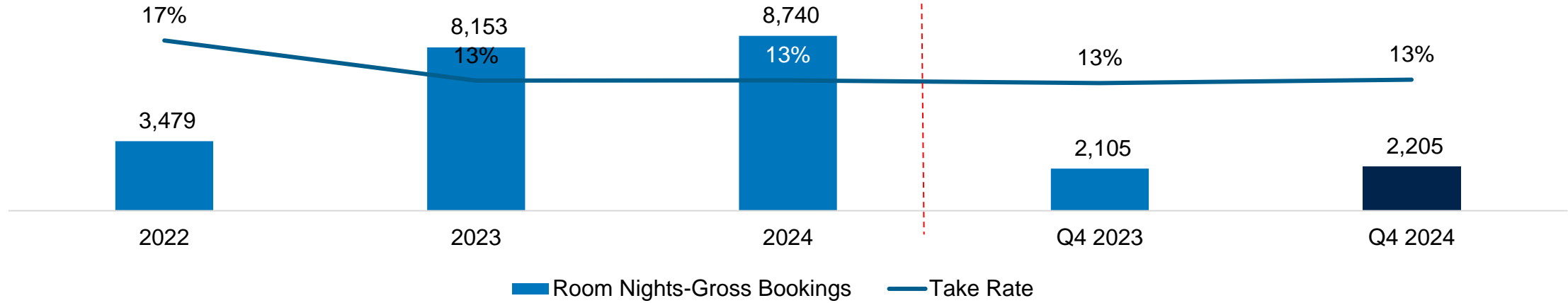
Air Passenger Volumes ('000)



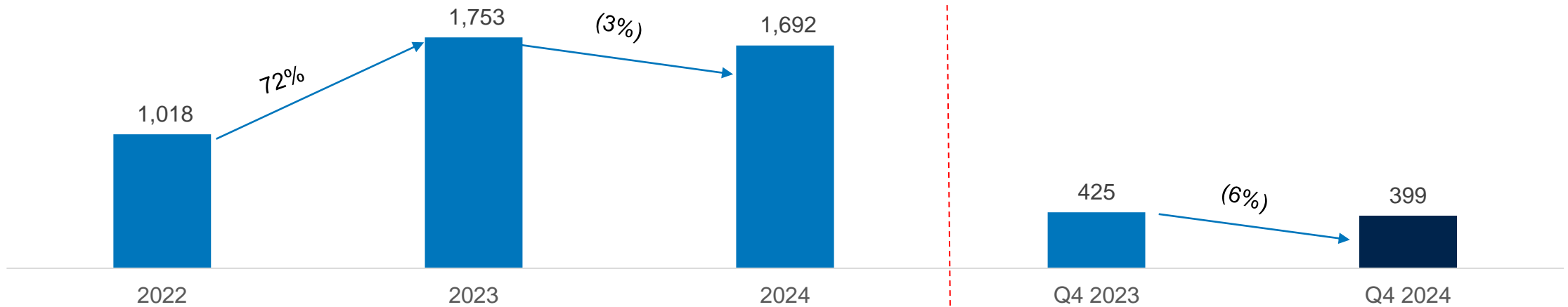
Historical Performance Trending



Gross H&P Bookings and Take Rate (INR Million)



Hotel Room Nights ('000)



Quarterly Consolidated Financial Performance



PARTICULARS (INR Mn)	Q4-FY24	Q4-FY23	YoY
Revenue from Operations (A)	1,077	1,191	(10%)
Revenue less service cost (B)	858	966	(11%)
Other Income* ('C)	49	22	122%
Operating Expenses (D)	752	750	0%
Adjusted EBITDA (E = B+C-D)	155	239	(35%)
Adjusted EBITDA Margin (%) (F= E/B)	18%	25%	
ESOP cost** (G)	47	27	74%
Listing expenses (H)	-	3	(100%)
EBITDA (I = E -G - H)	108	208	(48%)
EBITDA Margin (%) (J = I/B)	13%	22%	
Finance Cost	66	78	(16%)
Depreciation	53	37	43%
Finance Income	65	12	(424%)
PBT (K)	54	105	(49%)
Tax	(2)	15	(112%)
PAT (L)	56	90	(38%)
PAT Margin (%) (M= L/A)	5%	8%	
Other Comprehensive loss/ (Income)	3	(0)	NA
Total Comprehensive Income	53	90	(41%)
Diluted EPS (INR)	0.36	0.78	(55%)

* Other income is excluding finance income

** ESOP cost is non dilutive to YOL shareholding

Full year Consolidated Financial Performance



PARTICULARS (INR Mn)	YTD Mar'24	YTD Mar'23	YoY
Revenue from Operations (A)	4,223	3,802	11%
Revenue less service cost (B)	3,359	3,157	6%
Other Income* (C)	102	145	(30%)
Operating Expenses (D)	2,928	2,632	11%
Adjusted EBITDA (E = B+C-D)	534	670	(20%)
Adjusted EBITDA Margin (%) (F= E/B)	16%	21%	
ESOP cost** (G)	207	134	54%
Listing expenses (H)	54	24	130%
EBITDA (I = E -G - H)	273	512	(47%)
EBITDA Margin (%) (J = I/B)	8%	16%	
Finance Cost	246	234	5%
Depreciation	197	183	8%
Finance Income	157	28	465%
Exceptional Items	0	1	
PBT (K)	(13)	122	(111%)
Tax	32	45	(29%)
PAT (L)	(45)	76	(159%)
PAT Margin (%) (M= L/A)	(1%)	2%	
Other Comprehensive loss/(Income)	6	10	(43%)
Total Comprehensive Income	(51)	66	(177%)
Diluted EPS (INR)	(0.33)	0.69	(148%)

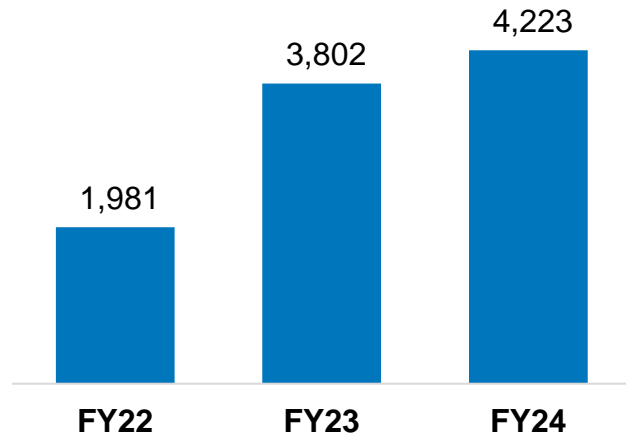
* Other income is excluding finance income

** ESOP cost is not dilutive to YOL shareholding

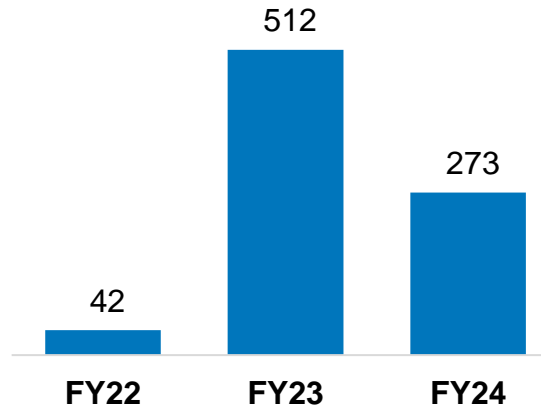
Consolidated Historical Financial Performance



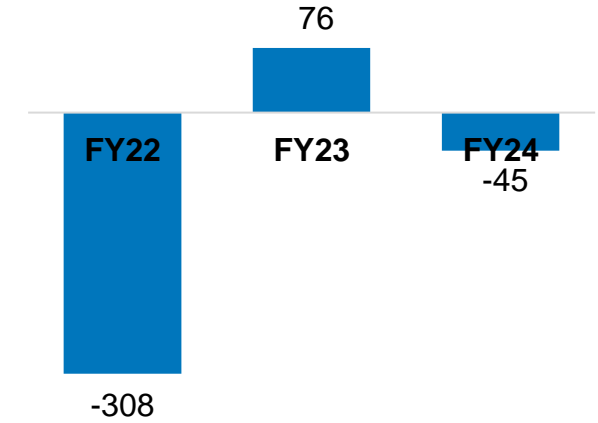
Revenues (INR Mn)



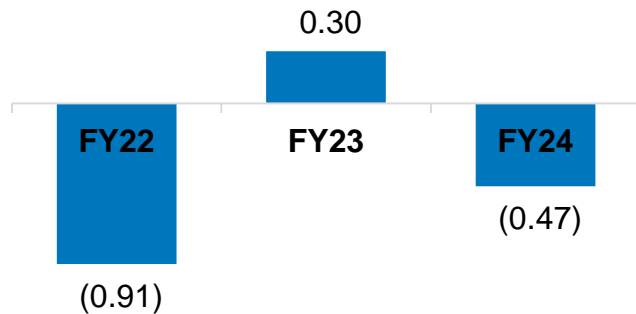
EBITDA (INR Mn)



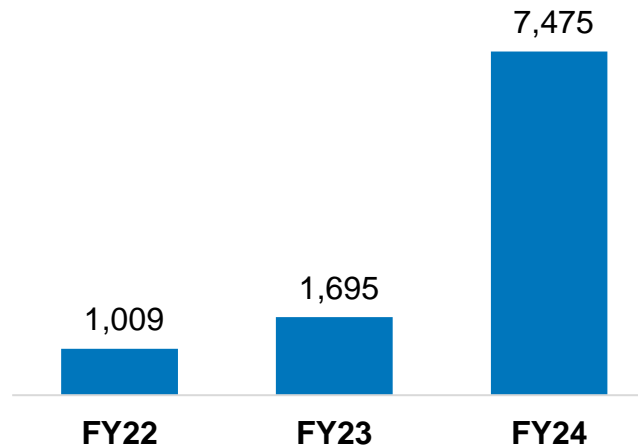
PAT (INR Mn)



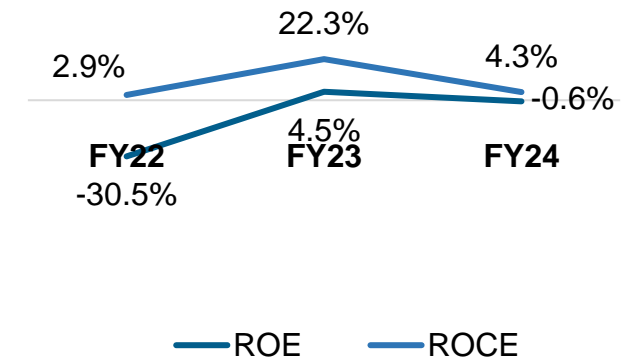
Net Debt to Equity Ratio (x)



Net worth (INR Mn)



ROE and ROCE (%)





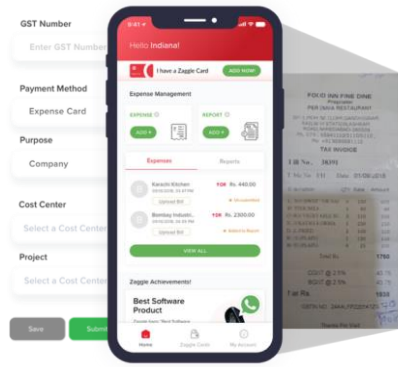
Recent Developments

Launch of Expense Management Solution

Gen AI-powered Expense Management for SMEs and Large Enterprises

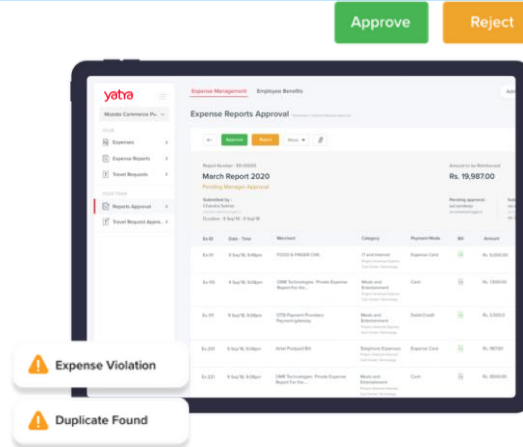


SUPPORTING BUSINESSES TO MANAGE EMPLOYEE TAX BENEFITS AND EXPENSES AT ONE PLACE



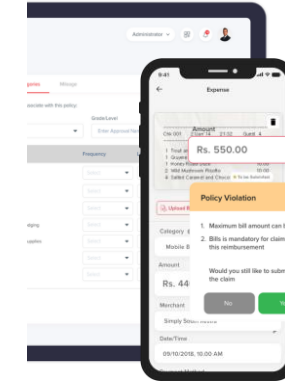
Automatic expense reporting

- 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

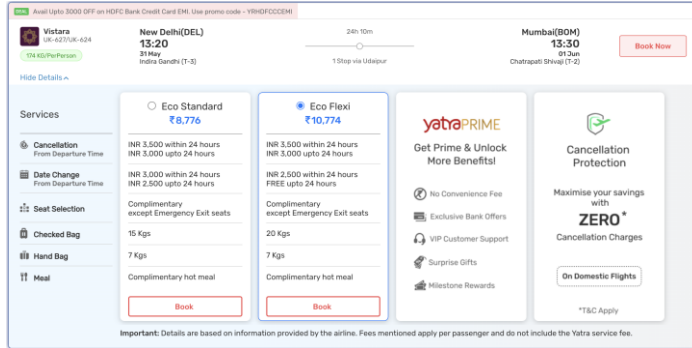
100%
Digitization of expenses

Revamped Domestic Flight Booking Flow

Enabling better Upselling and Cross selling of Ancillary Products

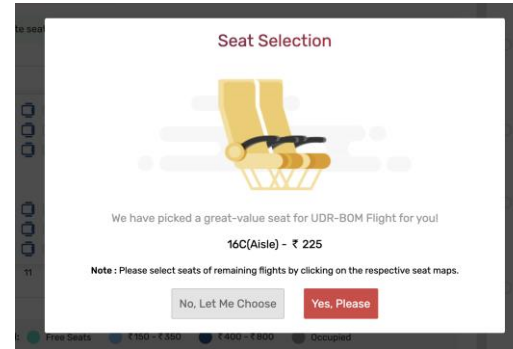


SEAMLESS AND INTUITIVE BOOKING EXPERIENCE



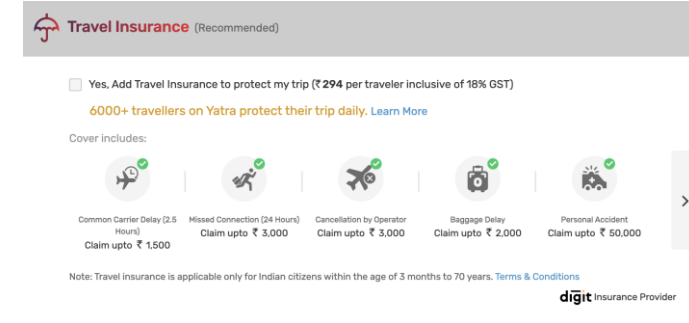
Multi Fare Option

- User-friendly layout, faster loading times, and enhanced search capabilities make the booking process smoother and more efficient.
- Multiple fare options laid out with UI/UX best practices
- Promotions clearly highlighted for easy use.



Premium Seat Selection

- Our customers can now easily select premium seating options, ensuring greater comfort during their flights.
- This feature caters to travelers seeking extra legroom, preferred seating locations, or other premium amenities



Travel Insurance At The point of Booking

- The new UI makes it simpler for customers to add travel insurance to their bookings.
- This provides peace of mind by covering unforeseen events such as trip cancellations, medical emergencies, and lost luggage.

Launched Guesthouse Booking Platform for Corporates



HIGH QUALITY FULLY EQUIPPED LODGING OPTIONS

Hybrid Model of Yatra and Corporate Contracted Guesthouses

- Platform has the capability of Integrating both Corporate and Yatra Contracted guesthouses in a single view.
- Enhances the overall experience of corporate travel, ensuring that our clients have access to high-quality, well-located, and fully-equipped lodging options.

Real Time Inventory Management

- Offers real-time inventory management, ensuring that availability and booking status are always up-to-date.

Comprehensive Configuration Capabilities

- Configurations can be tailored based on several factors such as gender, occupancy levels, and specific bed arrangements, allowing for a highly personalized and flexible guesthouse experience..

Customized Display Capabilities

- Each corporation can configure the interface to best meet their needs and preferences. This includes the ability to highlight certain features or amenities, prioritize certain types of accommodations, and provide an intuitive user experience for booking and managing guesthouse stays.

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

yatra

About Yatra

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 **~849 large corporates** with addressable employee base of 7+ 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⁽⁴⁾



Online penetration for corporate travel⁽⁵⁾



Offline consumer travel market⁽⁷⁾



Corporate clients⁽⁶⁾

B2C

Leverage our brand and business footprint to grow our B2C business



Consumer travel Industry market⁽¹⁾



Online consumer penetration for Hotel and Air⁽²⁾



Consumers⁽³⁾

(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 ~849 large corporate customers** with addressable employee base of 7+ million employees
- **Highly diversified customer base**
- **Customer touchpoints** include website, mobile applications, travel agents and call centers

Industry overview

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

Yatra Overview

<p>~56K SME customers⁽¹⁾</p>	<p>~98% Customer Retention⁽¹⁾</p>
<p>~849 Corporate Customers⁽¹⁾</p>	<p>68% of Top 100 Customers with tenure > 5 years</p>
<p>~53K Travel Agents⁽¹⁾</p>	<p>91% of Top 100 Customers with tenure > 3 years</p>

(1) Data as of 31 March 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.

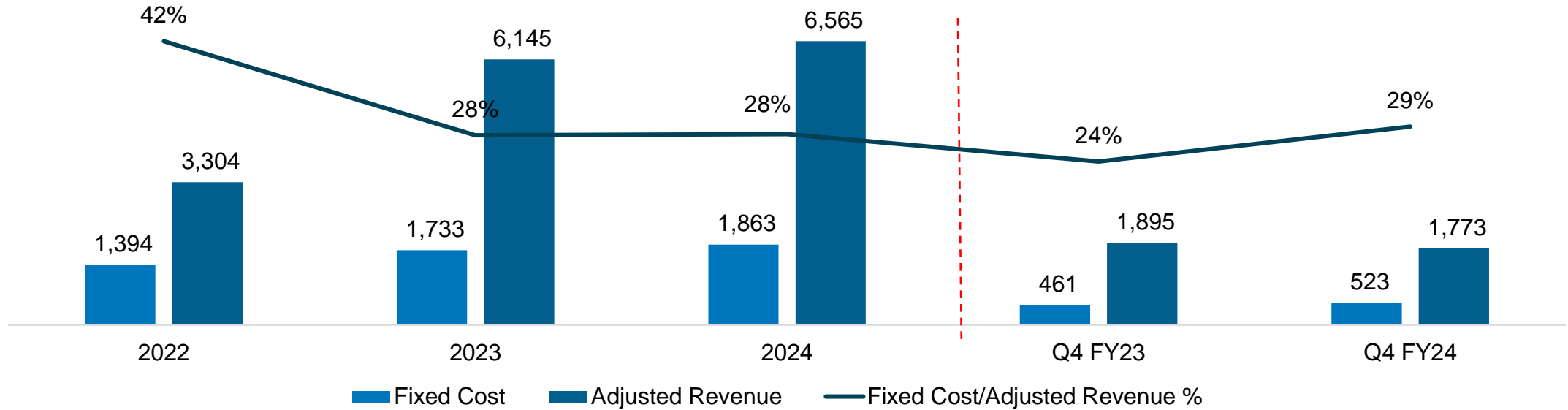
Industry	US\$19B B2C Travel Market Size	~38% Online penetration for Air and Hotel
	~15M Registered Customers ⁽¹⁾	~54% Business from Repeat Customers ⁽³⁾
Yatra Overview	~140M (22% YoY) Total Consumer Visits ⁽²⁾	~46% Business from New Customers ⁽³⁾
	~108K Largest Hotel Listings among all OTAs ⁽³⁾	~93%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

(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

2 Continued Improvement in Operating Leverage



Fixed Cost Summary (INR Million)



1
Reduction in headcount -
 Significantly rationalized headcount through backend service automation; headcount down from ~2,514 in March 2019 to ~1,302 in March 2024

2
 Delivering ~75% of Pre Covid (2019) Revenue with 48% of headcount

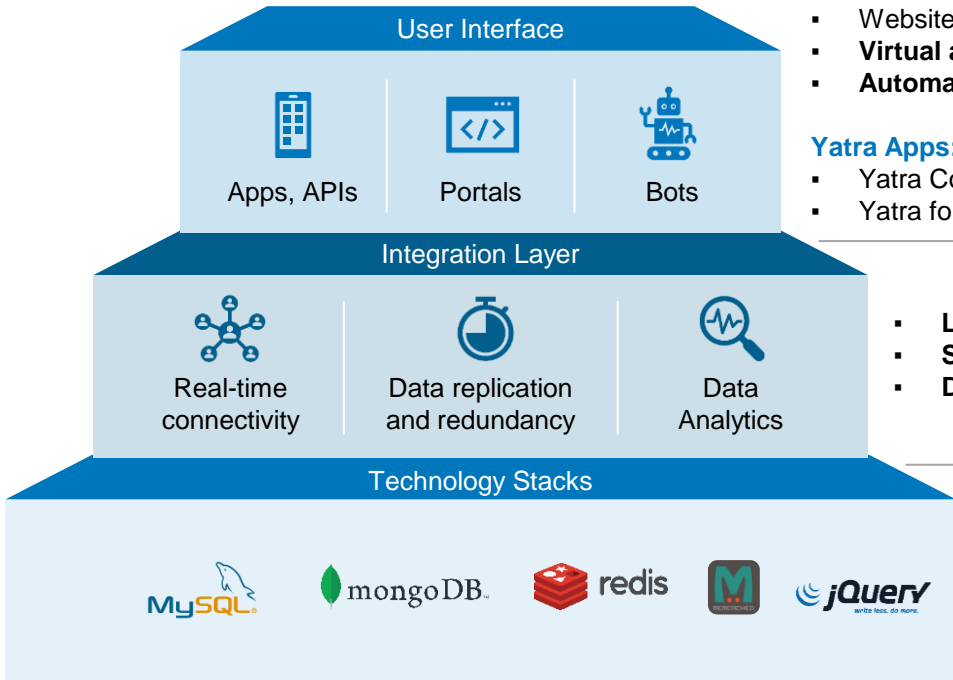
3
 Total fixed cost down from **42%** of Adjusted Revenue to **29%** of Adjusted Revenue from March 2022 to March 2024

4
 Cost structure also aided by secular change in corporate consumer behavior with self book adoption at an all time high of ~65% of domestic corporate air bookings

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

5 Ensuring Highest Level of Corporate Governance



6 Multiple Levers to Deliver Sustainable Growth

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 logo for Yatra, featuring the word "yatra" in a red, lowercase, sans-serif font. The letters are rounded and connected, with a slight shadow effect. The logo 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

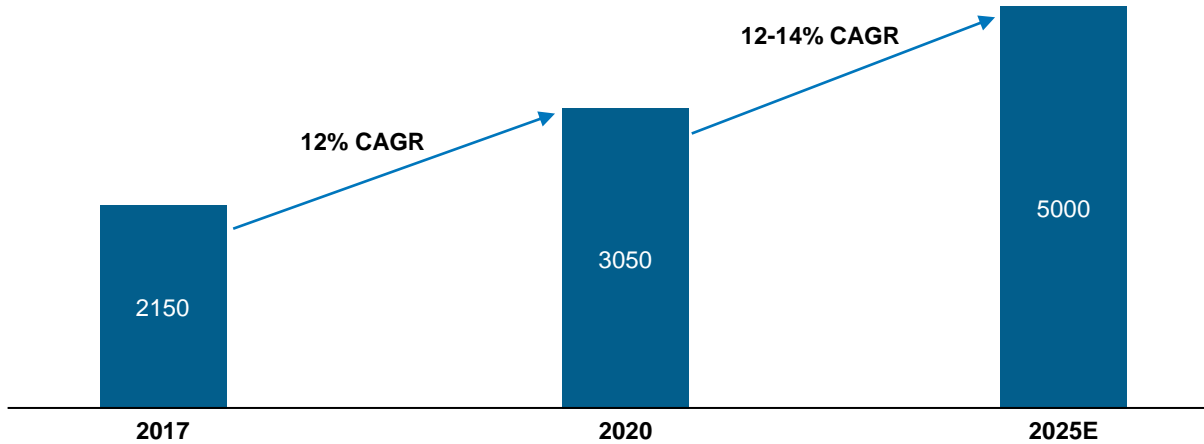
Yatra Corporate Business

Highly fragmented Corporate travel market, Massively Underpenetrated

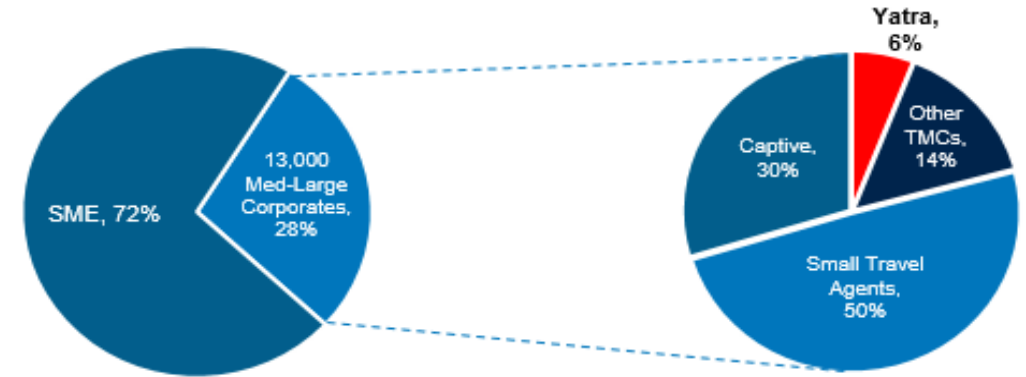
– Yatra largest player



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

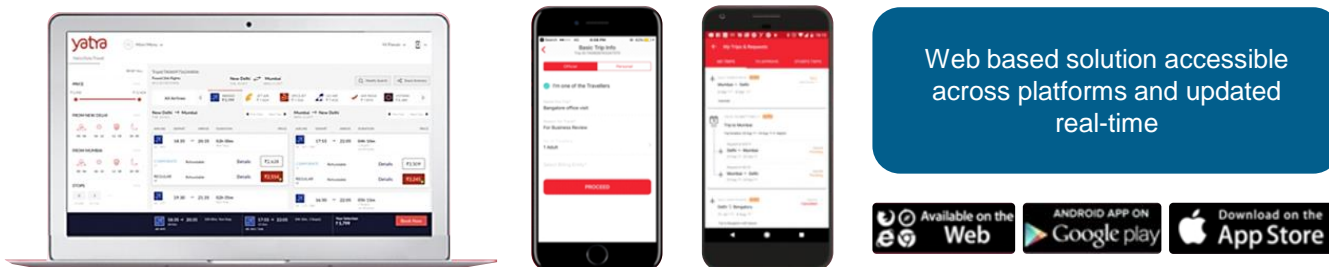
- Extremely fragmented and a large population of corporates are handled in an analog, inefficient manner with no digitization
- Top 13k companies account for 28% of volume
- Yatra is the largest player with 6% share of the 13,000 Mid-Large Enterprises

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

Corporate Business – Driven by Deep Tech Capabilities and Customer Stickiness

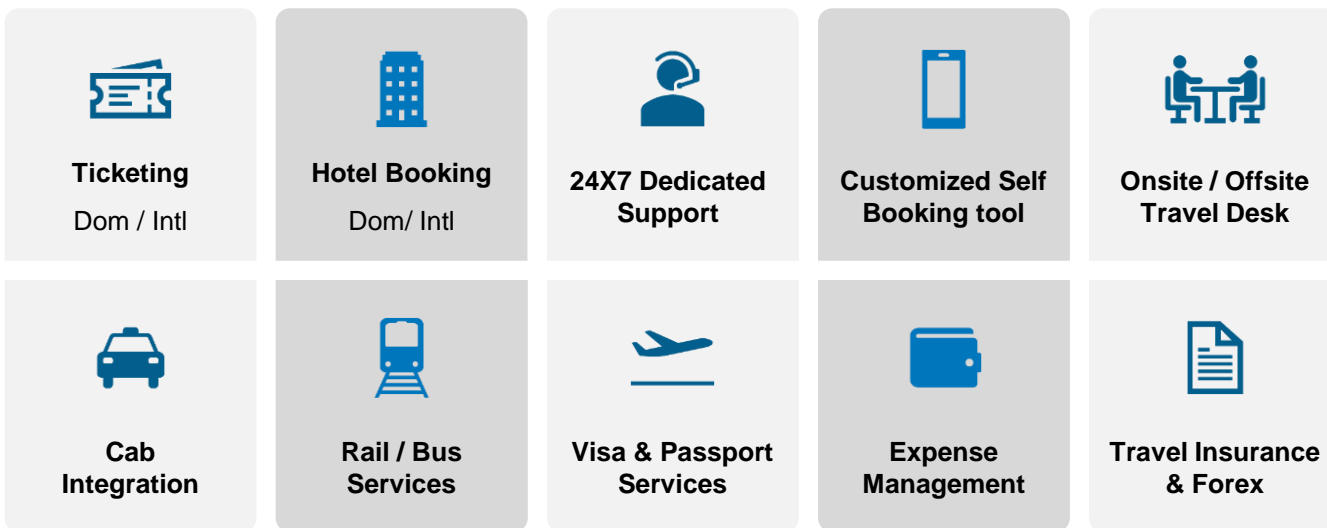


Multi platform-based cloud system



- **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



- 1**

Less dependency on transaction fee as compared to competitors due to higher corporate mix
- 2**

Diversified revenue base –
No customer accounting for more than 2% of total transaction value in FY23.
- 3**

Revenue mix –
~70% of revenue contributed by Air, ~16% from H&P while balance is contributed from other services such as Cabs, rail, advertisement income etc.
- 4**

Income such as Deposit incentive, Target linked bonuses and special tactical discounts, upsell etc. are received from LCCs

Ability to grow this income further, post the funds received from India IPO.
- 5**

GDS income –
Yatra is paid a fixed fee for each booking made through the GDS system
- 6**

Revenue received from services such as advertisement, tactical partnerships with other brands, insurance etc.

Growing Catalogue of Loyal, Blue-Chip Customers



~98%

Corporate customer retention rate⁽¹⁾



~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



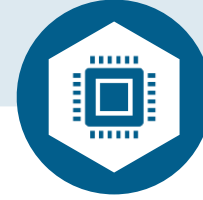
3 of 4

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 –

- 7+ 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

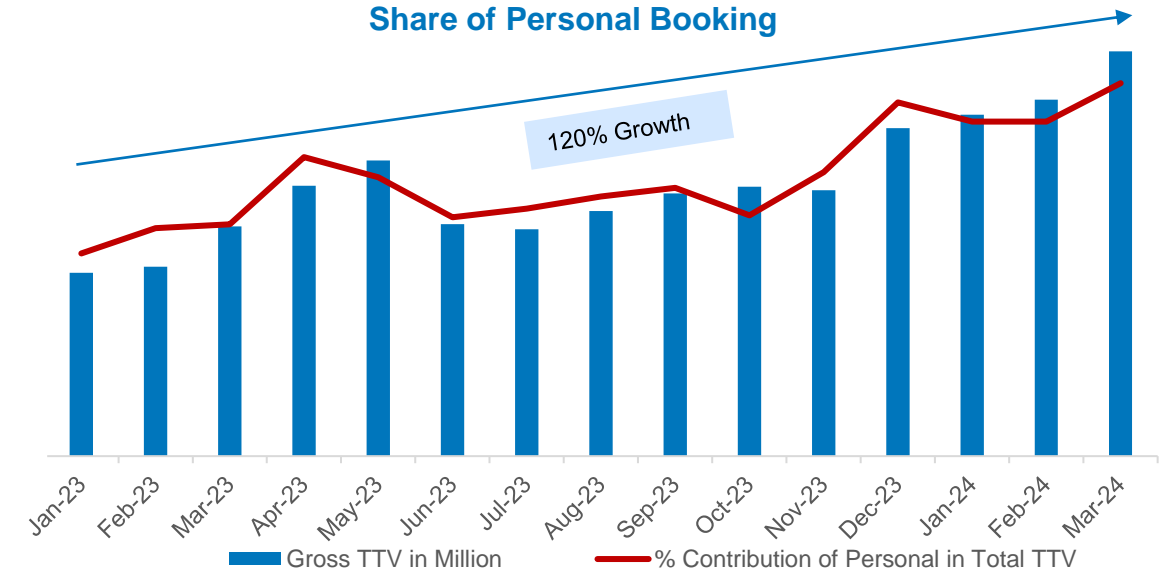
Fintech opportunities –

- 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



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

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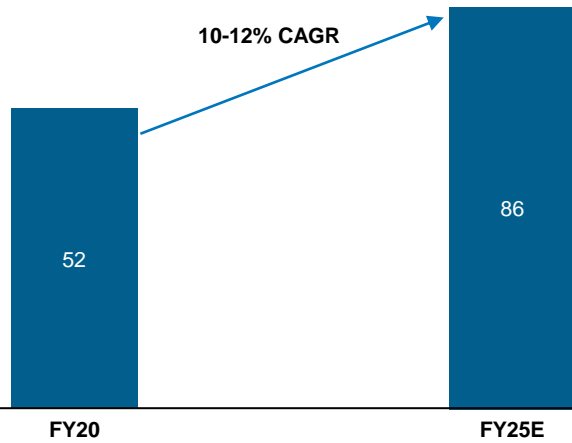
yatra

Yatra Consumer Business

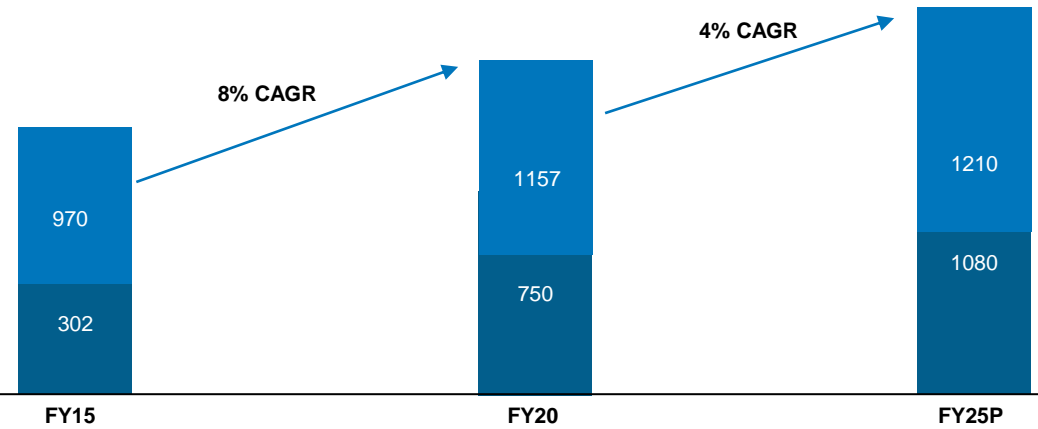
Consumer Travel Market Growing at ~2x of GDP



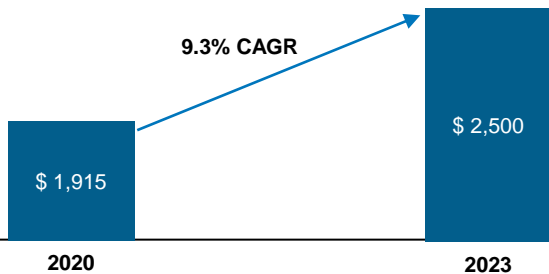
Indian B2C Travel Market (on Net revenue) at 10-12% CAGR – Gross Bookings INR Bn



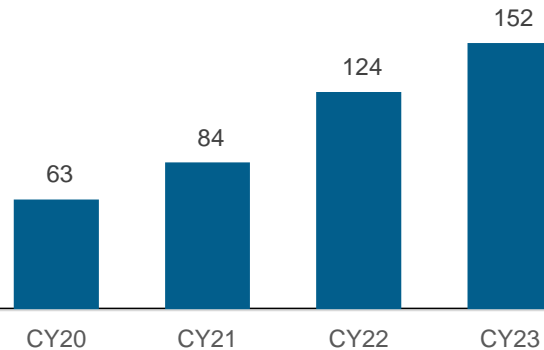
Expanding Internet Penetration (# Million)



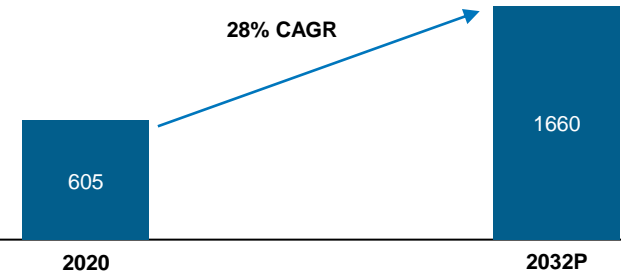
India Per Capita GDP growth rate (INR)



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

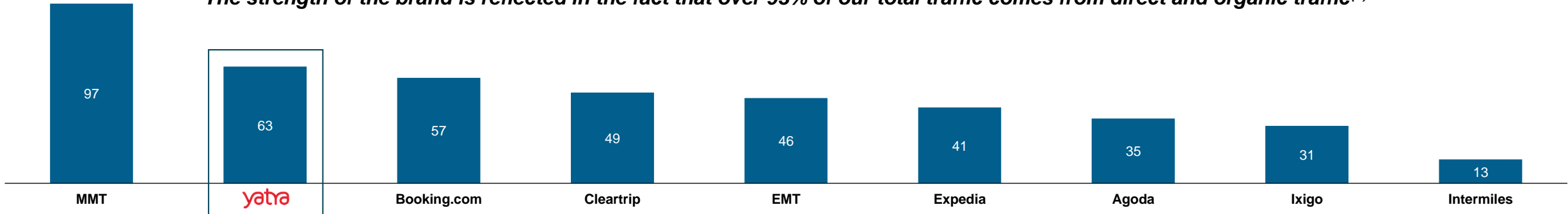
Scaled Up B2C Business – Yatra One of the Most Well Recognized Travel Brands in India



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⁽¹⁾



Yatra | Amazing offers 7 DAYS A WEEK! | Bindaas Book Kar



Yatra | Travel even on a Tight Budget | Bindaas Book Kar



(1) For FY24

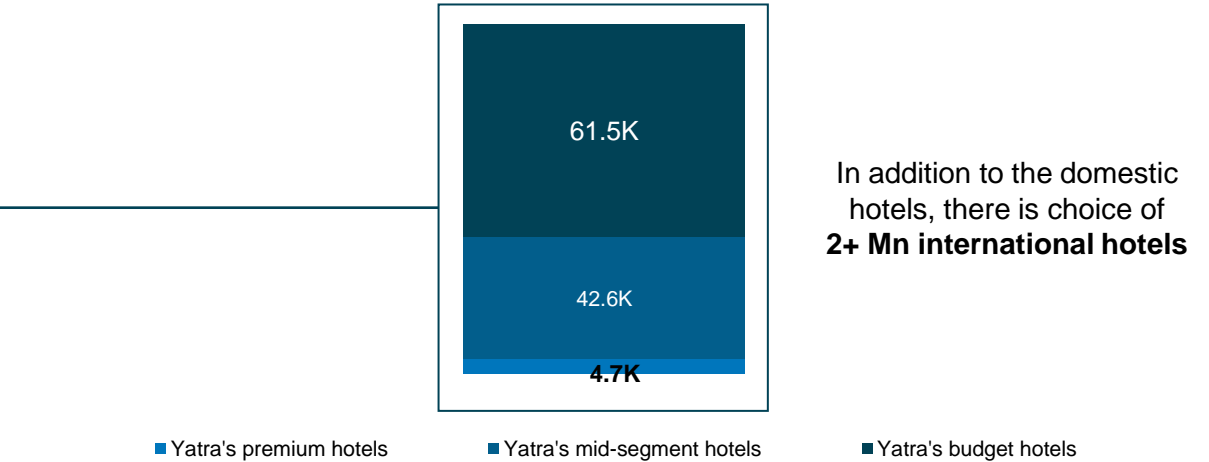
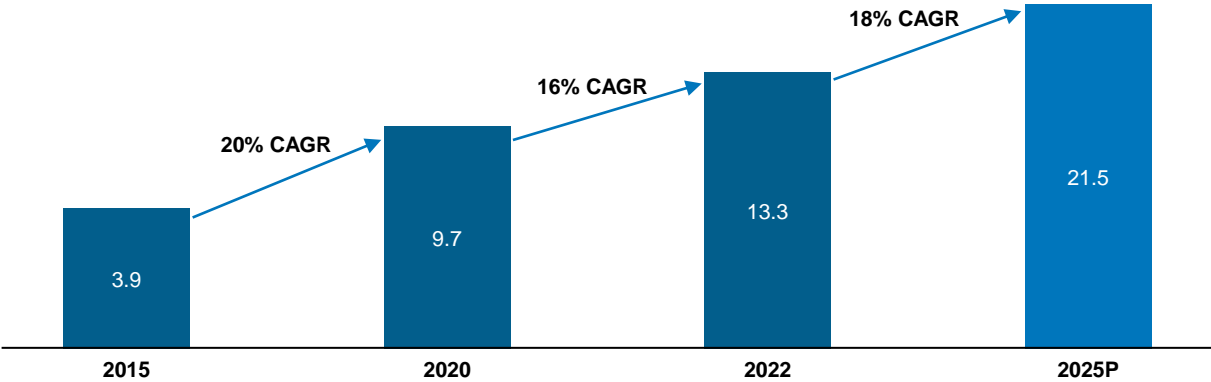
B2C Growth Driven by Deeper Online Penetration and Category Expansion



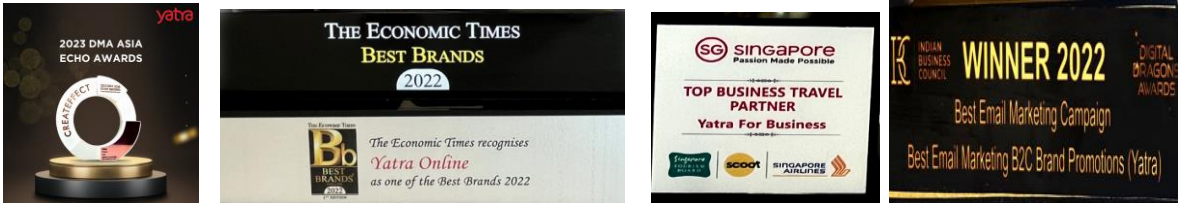
Yatra Well Capitalized to Take Advantage of Growth in Consumer Segment Through Existing Infrastructure and Tie Ups

~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

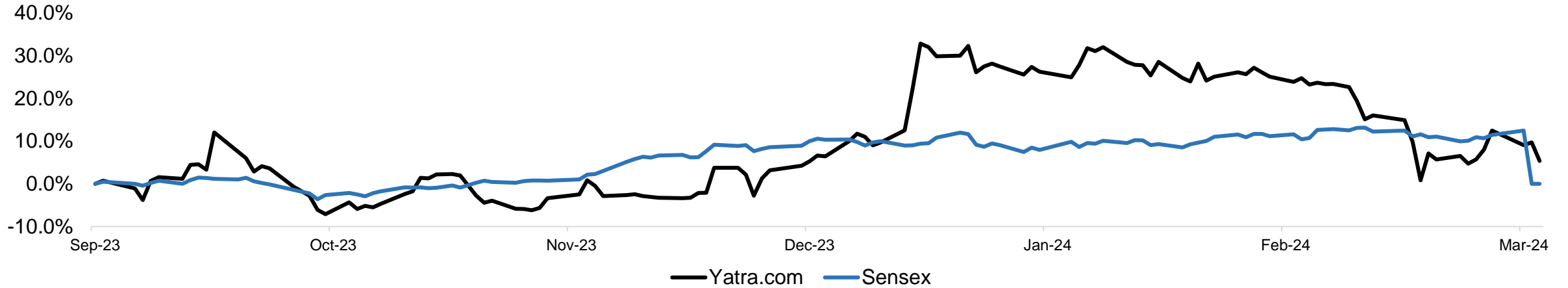
~28 Mn application downloads

~140 Mn visits in TTM

~54% Repeat customer rate

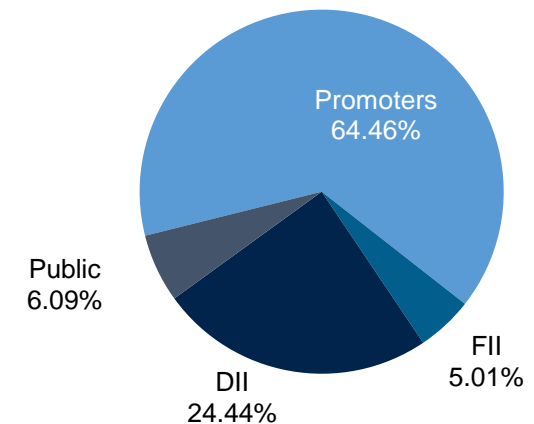
Option to book from across 400+ Domestic and International Airlines

Stock Performance (Up to 31st March, 2024)



Price Data (As on 31 st March, 2024)	INR
Face Value	1.00
CMP	143.2
Market Cap (INR Mn)	22,470.4
No. of Share outstanding (Mn)	156.9

Shareholding Pattern as on 31st March, 2024



Glossary



Term	Description	Term	Description
B2B	Business to Business	Gross Booking Revenue	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.
B2C	Business to Consumer	HRIS	Human Resource Information System
CAGR	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']	Net Operating Revenue	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.
CRISIL	CRISIL Limited	OFS	Offer for Sale
EBITDA	EBITDA is calculated as profit for the year/period plus income tax expense/(credit), finance cost, depreciation and amortisation expense less finance income	OTA	Online Travel Agency
EBITDA Margin	EBITDA as a percentage of revenue from operations less Service Cost	PAT	Profit After Tax
ERP	Enterprise Resource Planning	SaaS	Software as a Service
GDS	Global Distribution System	TTA	Traditional Travel Agent
Adjusted EBITDA	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	PAT Margin	Net profit as a percentage of Revenue from operations
Revenue Less Service Cost	Revenue from Operations – Service Cost	Adjusted Revenue	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

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



Mr. Manish Hemrajani
VP - Corporate Development & Investor Relations
Email: manish.Hemrajani@yatra.com



Mr. Anuj Sonpal
Valorem Advisors
Tel: +91-22-49039500
Email: yatra@valoremadvisors.com

yatra

Thank You
