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INVESTOR RELATIONS MANAGEMENT SERVICES

yatra

1 Yatra Online Ltd.

Founded in 2006, Yatra Online, is a leading Indian online travel company offering services across the travel and hospitality value chain through a multi-channel platform. The company operates across both B2C and B2B segments, serving leisure travellers as well as over 1,300 large corporates and ~60,000 SME clients. Yatra is also one of India's largest online travel agencies (OTAs) and serves as a one-stop shop for leisure travel needs, with ~80% of total traffic driven by direct and organic channels. Its robust digital infrastructure and multi-channel presence across desktop and mobile enable seamless travel bookings while supporting strong customer engagement and retention.

2 Business Segments (Q1-FY27)

- **B2B –** The company operates one of India's leading B2B corporate travel platforms, serving over 1,300 large and medium corporates, ~60,000 SME clients, and ~55,000 travel agents. The platform is supported by strong customer loyalty with ~97% corporate retention rate. While 71% of the top 100 customers have been associated for over five years. Its technology-driven platform enables seamless travel management for enterprises, supported by long-term client relationships and a diversified corporate customer base. The segment also benefits from MICE bookings.
- **B2C –** It is one of India's most recognized online travel brands, serving a large and growing consumer base with ~16.2 Mn registered customers and ~88 Mn annual visits. The platform offers one of the largest hotel inventories among OTAs with ~81K listings, supported by strong digital engagement with ~22 Mn app downloads. Its business benefits from high customer loyalty with ~56% repeat customers, while ~80% of traffic is driven by direct and organic channels, reflecting strong brand recall and customer retention.

3 Key Strengths

- 20 years of industry experience with a leading B2B corporate travel platform serving wide network of customers.
- Strong client relationships with about 97% retention, supported by long-tenured enterprise accounts.
- Asset-light international expansion and large hotel inventory (~81K domestic and 2M+ global) supporting global reach and higher-margin hotel growth.
- Acquisition of Globe All India Services strengthened MICE leadership and added ~360 corporate clients.
- Scalable technology platform with ERP and HRMS integrations enabling automated bookings, compliance, GST reconciliation, and expense management.
- Diversified revenue model across B2B and B2C segments, supported by strong direct and indirect traffic.
- Partnership with Kanoo Travels to expand into middle east market.

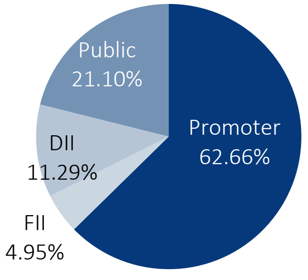
4 Key Growth Drivers

- Growing demand for online travel bookings in India, with increasing digital penetration across both corporate and leisure travel segments.
- AI-led automation and RECAP expense management improving efficiency and wallet share.
- Cross-selling opportunities across its large corporate client base, including hotels, cabs, insurance, expense management solutions, and personnel travel for employees.
- Strong corporate travel management platform with high client retention, supported by deep technology integration and a self-booking platform that drives operating leverage.
- Strong brand recall benefiting from India's consumption story, with the ability to expand deeper into Tier II and Tier III markets.
- Enterprise expansion through new client wins and Globe Travels integration, strengthening B2B leadership.

Key Financials	FY24	FY25	FY26	Q1-FY27
Revenue Less Service Cost (RLSC) (INR Mn)	3,359	3,875	4,824	1,879
RLSC Growth (Y-O-Y)	*6.40%*	*15.36%*	*24.5%*	*NA*
EBITDA (INR Mn)	273	558	855	132
EBITDA Margins (%)	*8.13%*	*14.40%*	*18.00%*	*10.72%*
Net Profit (INR Mn)	(45)	366	468	3
Net Profit Margins (%)	*(1.34)%*	*9.45%*	*9.70%*	*0.28%*
Diluted EPS (INR)	(0.33)	2.33	2.98	0.02
Diluted EPS Growth (Y-O-Y)	*NA*	*NA*	*28.2%*	*NA*

Key Financial Ratios	FY26
Net Debt to Equity	(0.08)x
Asset Turnover	0.36x
Interest Coverage Ratio	4.88x
Return on Equity	5.6%
Return on Capital Employed	7.2%
Debtor Days	195.94
Working Capital Days	173.37

Shareholding Pattern



Capital Structure

Capital Structure	
Share Price as on 30th June, 2026	112.45
Number of Shares o/s (Mn)	156.92
Market Capitalisation (INR Mn)	17,645
Add: Debt (INR Mn)	211
Less: Cash & Equivalents (INR Mn)	914
Enterprise Value (INR Mn)	16,942
Networth (INR Mn)	8,302

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