

September 29, 2025

BSE Ltd. P J Towers, Dalal Street, Fort Mumbai – 400001  <b>Scrip Code: 543272</b>	National Stock Exchange of India Limited (NSE). Exchange Plaza, Bandra Kurla Complex, Bandra East, Mumbai – 400051  <b>Symbol: EASEMYTRIP</b>
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**Sub: Chairman's Speech at the 17th Annual General Meeting of the Company**

The 17th Annual General Meeting ("AGM") of the Company was held today, i.e., Monday, 29th September, 2025, through video conference. Please find enclosed the speech delivered by Mr. Nishant Pitti, Chairman & Managing Director of the Company and Chairman of the AGM.

You are requested to take the above information on record.

Thanking you,

**For Easy Trip Planners Limited**

**PRIYANKA**  
**TIWARI**

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PRIYANKA TIWARI  
Date: 2025.09.29  
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**Priyanka Tiwari**  
**Group Company Secretary and Chief Compliance Officer**  
**Membership No.: A50412**

**Easy Trip Planners Ltd.**

**Registered office :** Building No. - 223, Patparganj Industrial Area, New Delhi - 110092 (India)

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Approved by Ministry of Tourism  
Government of India



## Annual General Meeting of Easy Trip Planners Ltd

### Chairman/MD:

Good morning, ladies and gentlemen. It is my pleasure to warmly welcome you to the 17th Annual General Meeting of Easy Trip Planners Ltd. FY 2024-25 was a year of advancement for us, as we reinforced our focus on innovation, customer satisfaction, and responsible growth, while expanding our presence both in India and abroad.

EaseMyTrip has built a strong presence across 10 countries, serving a premium user base of over 3 Cr. and a network of 72,000+ registered travel agents. With a team of 1,700+ employees, the company boasts an impressive 94% repeat transaction rate, partnerships with 400+ domestic and international airlines, and access to 2.9 million+ hotel listings worldwide.

I am pleased to share that for the FY24-25, the company delivered a steady financial performance. Our Gross Booking Revenue reached ₹8,692 crore and Revenue from Operations stood at ₹587 crore. The EBITDA stood at ₹161 crore with an EBITDA margin of 26.7% and Total Comprehensive Income stood at ₹117 crore. These results highlight our ability to deliver sustainable growth despite global headwinds and intensified competition in the OTA sector.

India's tourism industry also remained on a strong growth trajectory. In 2024, the country witnessed 9.66 million Foreign Tourist Arrivals, generating ₹2.78 Lac crore in foreign exchange earnings. Domestic aviation continued its upward momentum with passenger traffic reaching 145.42 lakh in March 2025.

Additionally, 2,541 Cr were allotted under the Union Budget 2025-26 to boost the sector's growth. Proposed government initiatives such as MUDRA loans for homestay operators, and Bharatiya Vayuyan Vidheyak for the aviation sector are expected to further stimulate broad-based growth, creating a more robust and vibrant travel and tourism ecosystem.

With increasing disposable incomes, an expanding middle class, and supportive government policies, the outlook for India's tourism sector remains exceptionally promising.

FY 2024-25 was also a year of important milestones for EaseMyTrip. Dedicated to diversifying revenue streams, we delivered strong growth into non-air verticals such as hotels, holidays, buses, rail, cabs and cruises as well as emerging segments like healthcare and education. Hotel and holiday bookings rose by 81% to 9.3 lakh, while other non-air bookings including trains and buses grew by 25% to reach 13 lakh bookings. An average of 27,000+ air segments, 2,500+ hotel

room nights and 3,500+ other non air transactions were booked on the EaseMyTrip platform daily. Internationally, our Dubai operations recorded remarkable momentum, with Gross Booking Revenue rising to ₹701 crore from ₹205.0 crore last year, which marks a remarkable growth of 242.0%.

I am delighted to share that we also expanded our footprint with wholly owned subsidiaries in Brazil and Saudi Arabia, strengthened our presence in the US and UAE, and proudly secured the prestigious IATA GoGlobal accreditation.

Domestically, we continued to strengthen our offline presence by opening new offices in Gurugram and Mumbai. Our franchise presence has also grown to 25 stores across India as we confidently progress towards our goal of 100 outlets, with a strong focus on expanding into Tier II and Tier III cities.

This year marked our entry into new and high-potential segments. Through Easy Green Mobility, we ventured into electric bus manufacturing with plans to produce 4,000–5,000 buses, supported by a major government tender in Madhya Pradesh. We expanded into experiential travel with the launch of EasyVijay, partnered with the Ayodhya Development Authority through EasyDarshan, and acquired Planet Education Australia to tap into rising demand for student travel.

As I am speaking here, I want to share that we signed a strategic MoU with the Uttar Pradesh EcoTourism Development Board to support 904 homestays and key tiger reserves, creating unique tourism packages. Additionally, we entered into a partnership with SIDBI and Uttarakhand Tourism to provide the Homestay Entrepreneurship Training Programme for 150 homestay owners along the Chardham Yatra route.

We also continued to strengthen our commitment to responsible growth. With ONDC, we launched ScanMyTrip.com to empower MSMEs and homestays, while collaborating with BNZ Green to introduce real-time carbon footprint tracking and blockchain-based carbon credits, reinforcing our sustainability focus. The EaseMyTrip Foundation partnered with Jacqueline Fernandez's YOLO Foundation to provide medical support and transportation for injured animals, underlining our dedication to social welfare.

Innovation and customer-centricity remained central to our progress. This year, we proudly unveiled EaseMyTrip 2.0, a reimagined growth strategy aimed at building a diversified, resilient, and future-ready business. EMT 2.0 is expanding our horizons beyond flights into higher-margin segments such as hotels, holidays, mobility, wellness, and lifestyle services, while also enabling

strategic acquisitions of profitable businesses. By leveraging our debt-free balance sheet, strong brand, and a robust distribution network, EMT 2.0 sets the foundation for long-term growth and sustainable value creation for all stakeholders.

We also launched EMTDesk for corporates and EMTMate for travel agents, introduced AI-powered voice recognition and dynamic pricing, and expanded partnerships with leading brands such as Cars24, OLX, PhonePe, Bank of Baroda, Adani Digital Labs, and Google Wallet to enhance customer experience and convenience.

Our brand-building initiatives this year were equally impactful. With Jacqueline Fernandez as our brand ambassador, we rolled out successful campaigns such as our 16th Anniversary Sale and Easy Summer Sale, while sponsoring marquee events like the IIFA Festival, SIIMA Awards, World Tennis League, World Padel League and the World Championship of Legends. Partnerships with Swiggy, Shoppers Stop, and global tourism boards including New Zealand, Korea, Sabah, and Penang further enhanced our reach and visibility.

Looking ahead, India's travel and tourism sector is expected to contribute USD 512 billion to GDP by 2028. EaseMyTrip is uniquely positioned to capture this opportunity by sharpening our focus on non-air verticals, scaling our international presence, and delivering innovative, customer-first solutions.

In closing, I would like to sincerely thank our employees, partners, customers, and shareholders for your continued trust and support. It is your confidence that inspires us to reach greater heights every year. Together, we will continue to build a stronger, more innovative, and future-ready EaseMyTrip.

Thank you.