

June 28, 2026

BSE Limited
Phiroze Jeejeebhoy Towers,
Dalal Street,
Mumbai - 400 001, Maharashtra, India
Scrip Code: 544174

National Stock Exchange of India Limited
Exchange Plaza, 5th Floor, Plot No. C/1
G Block, Bandra-Kurla Complex, Bandra (E)
Mumbai - 400 051, Maharashtra, India
Symbol: TBOTEK

Sub: Investor Presentation

Ref: Regulation 30 of the Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015 ('Listing Regulations')

Dear Sir/ Ma'am,

Pursuant to Regulation 30 of the Listing Regulations, please find enclosed herewith the Investor Presentation.

This disclosure will also be available on Company's website at <https://www.tbo.com/engagement/investors/#StockExchangeSubmission>

Kindly take the same on record.

Thanking you,

Yours faithfully

For and on behalf of TBO Tek Limited

Neera Chandak
Company Secretary & Compliance Officer

Encl.: As above

TBO Tek Limited

CIN: L74999DL2006PLC155233

✉ info@tbo.com | 📞 +91 124 4998999

📍 **Registered Office Address:** Unit No. 501, 5th Floor, Worldmark-4, Asset Area No. LP-IB-04, Gateway District, Aerocity, Near Indira Gandhi International Airport, New Delhi – 110037

📍 **Corporate Office Address:** Plot No. 728, Udyog Vihar Phase- V Gurgaon-122016 Haryana, India

Your booking experience starts at www.tbo.com

TBO.com: Travel Simplified

Investor Presentation



Disclaimer

This presentation may contain statements which reflect Management's current views and estimates and could be construed as forward-looking statements. The future involves risks and uncertainties that could cause actual results to differ materially from the current views being expressed. These risks and uncertainties include but are not limited to our growth and expansion plans, our ability to obtain regulatory approvals, technological changes, fluctuation in earnings, foreign exchange rates, our ability to manage international operations, our exposure to market risks as well as other risks.

The Big opportunity

The world is getting older and more prosperous



The Big opportunity

Big Shift in Demographics



The Developed World

Older and Very Prosperous



The Developing World

Young, reaching higher income thresholds

The Big opportunity

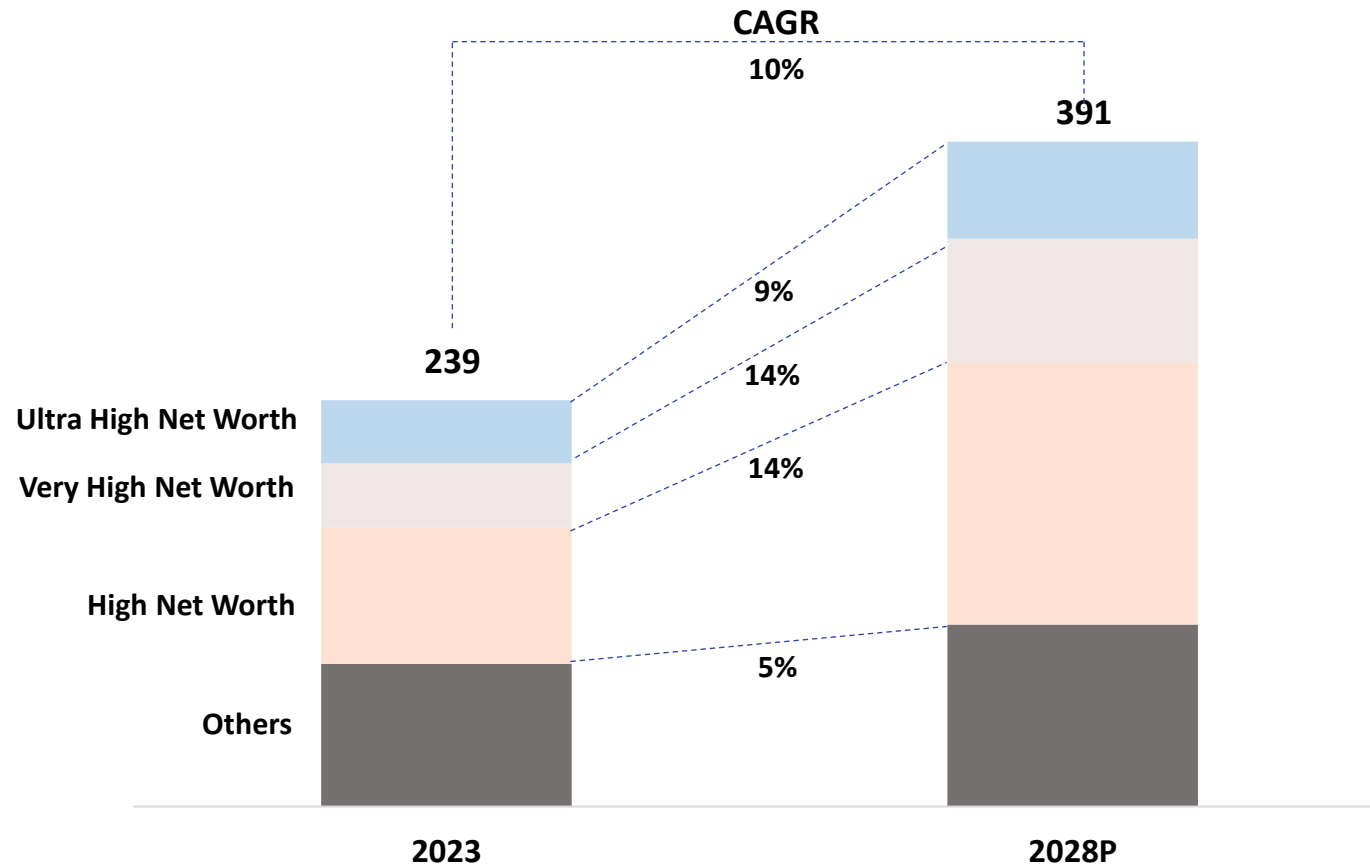
Outbound Travel : New Megatrend

- 1 More and more people will **travel outside of their countries**
- 2 **Assisted travel** will be a very **large opportunity**
- 3 **Longer trips** with **multiple services** stitched together.
- 4 For Older, affluent travelers: **expertise, comfort, convenience, and novelty.**



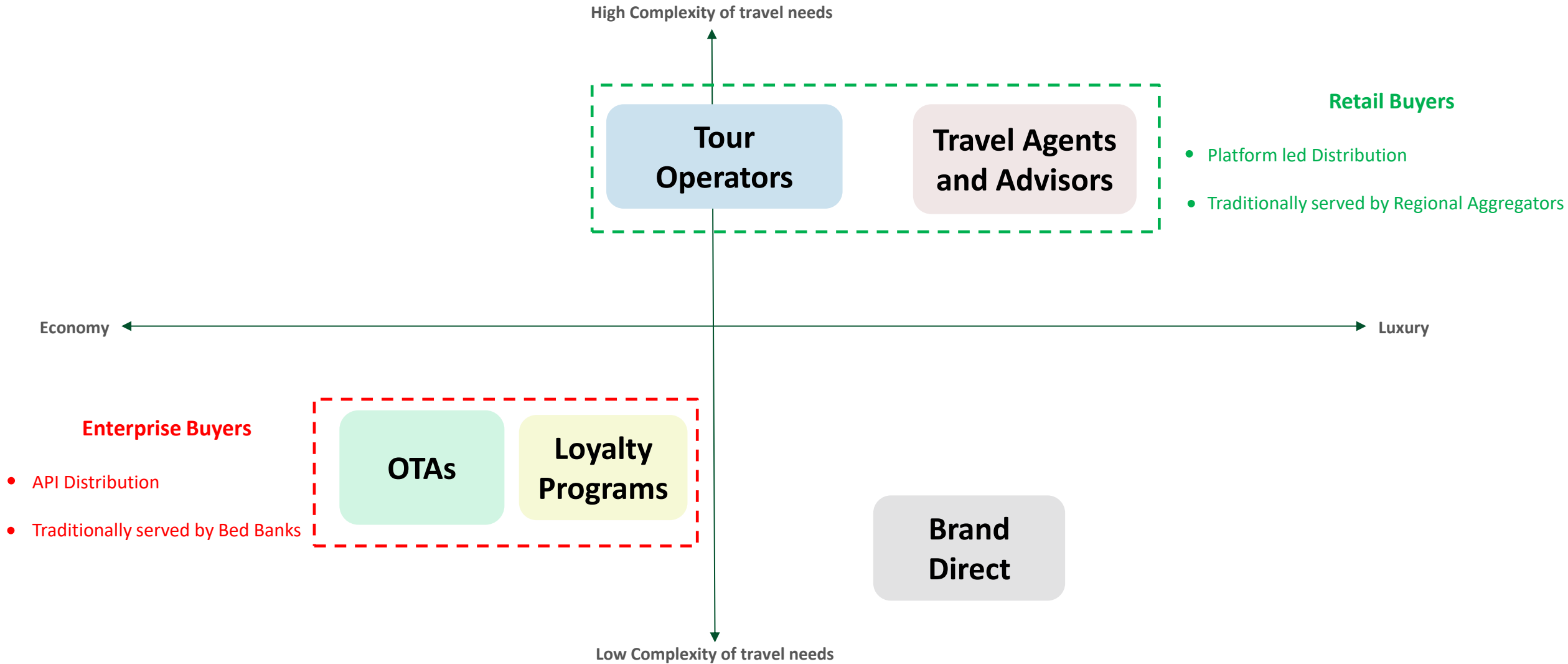
The luxury-hospitality market is large, and growing faster

Global spending on luxury leisure hospitality, by wealth segment, \$ Billion



Source: McKinsey & Company - The state of tourism and hospitality 2024

Travel Distribution Industry Landscape



Top Global 2-sided B2B Travel Distribution Platform



Connects **travel buyers** across the world serving end **travelers** with globally distributed **travel suppliers** to seamlessly create joyful experiences for all **travelers**

Among Top 4 B2B Travel distribution platforms globally

We address key needs of suppliers & buyers



Discovery

Real-time access to global travel inventory of over 1 Million+ hotels & 750+ Airlines. Matching to Buyer preferences

Marketing channel targeting global Buyer base



Trust

Supplier onboarding is curated by TBO with strict SLAs

Assure service delivery to the traveler

Guarantee payment to Supplier



Payments

Transact in respective local currencies

Payments accepted in 88 currencies



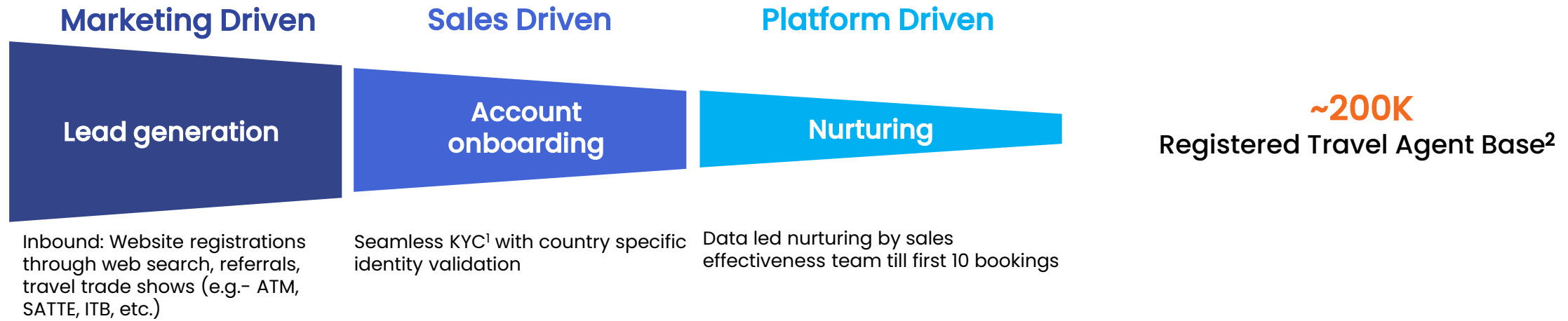
Service

24x7, multi-lingual pre- and post-booking support

Platform supports 16 languages

Our platform is core to retail buyers and suppliers

The buyer onboarding process has 3 key steps...

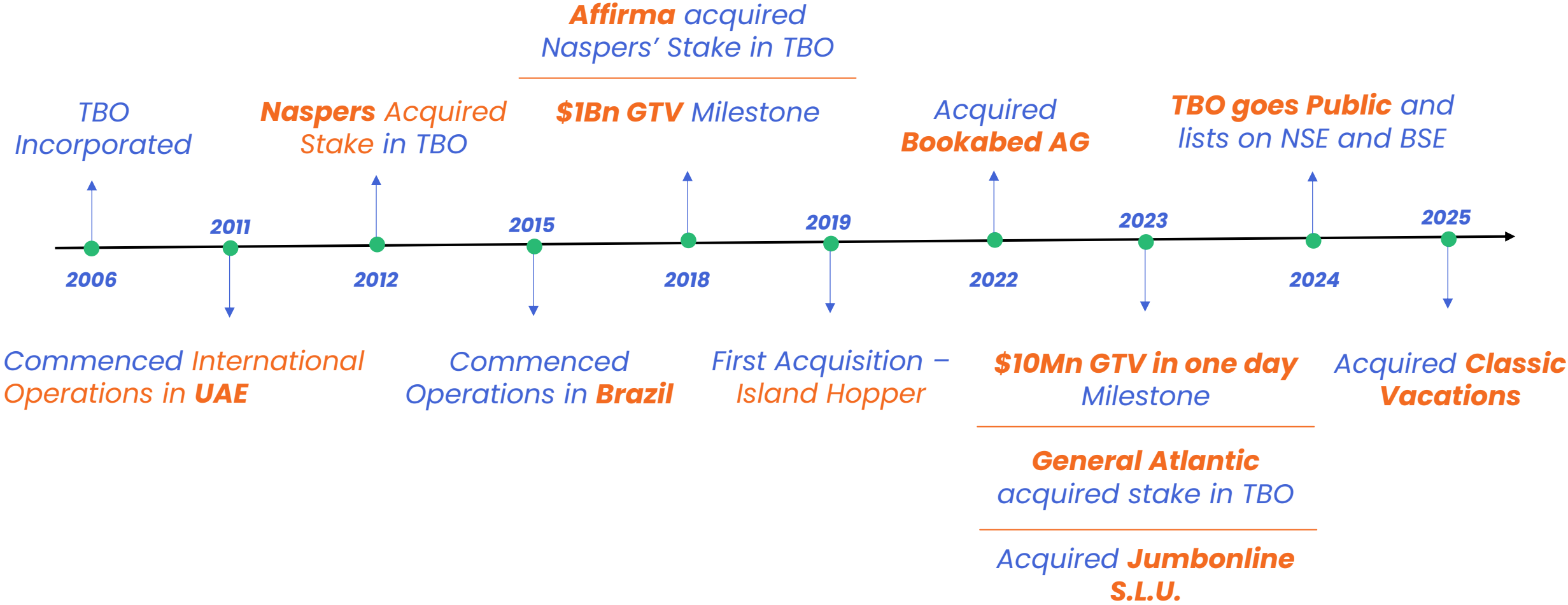


Our technology enables quick access to new supply

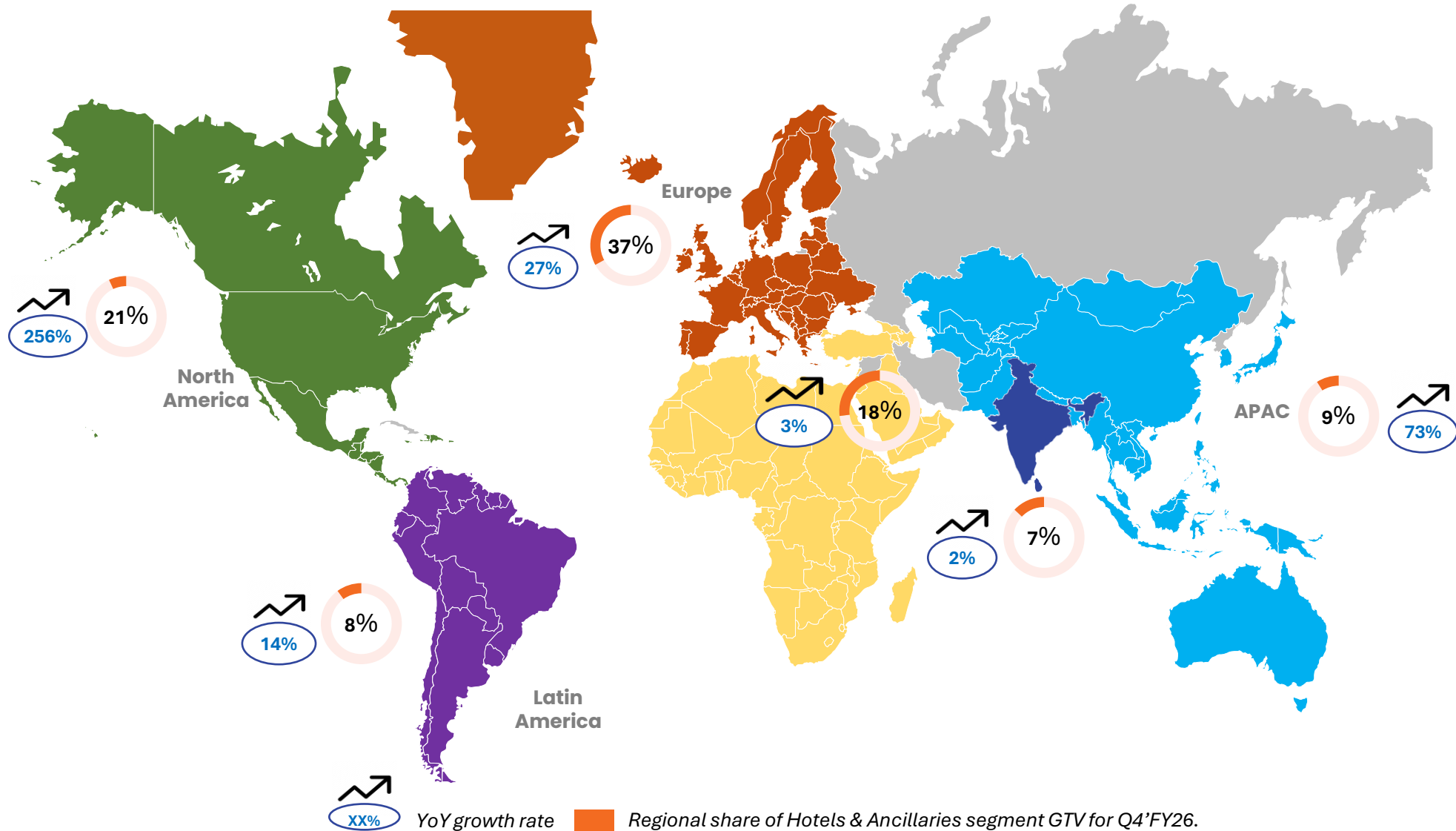
Airlines	Hotels	Ancillary (Rentals, Transfers)	Cruise & Rail
GDS 	Channel managers 	Direct connectivity 	Direct connectivity
Airlines hosted platforms 	Direct connectivity 	Third Party 	
New Distribution Capabilities 	Third party 	Extranet	
	Extranet	Extranet	

1. Know your customer; 2. As reported in 2024-25 Annual Report

Our Journey through the years... Organic and Inorganic Growth



TBO's Global Footprint



XX%





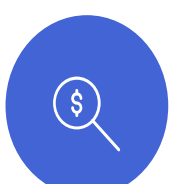
YoY growth rate



Regional share of Hotels & Ancillaries segment GTV for Q4'FY26.

GTV is calculated basis source market (i.e. location of the booking agent)

Strong quarter, demonstrating structural resilience against geopolitical headwinds

	 Transacting buyers (Monthly)	 GTV	 Revenue	 Gross Profit	 Adj. EBITDA
Reported <i>(TBO Organic + CV)</i>	32,751 Up 15% YoY	10,079 Cr. Up 29% YoY	814 Cr. Up 83% YoY	494 Cr. Up 59% YoY	111 Cr. Up 40% YoY
TBO Organic	30,063 Up 6% YoY	9,038 Cr. Up 16% YoY	542 Cr. Up 21% YoY	355 Cr. Up 14% YoY	83 Cr. Up 5% YoY

Our dynamic founding team is backed by an experienced board...



Ravindra Dhariwal
Chairman and Independent
Director
Prior : Pepsico



Ankush Nijhawan
Co-founder, Joint Managing
Director
Prior: Nijhawan Group



Gaurav Bhatnagar
Co-founder, Joint Managing
Director
Prior : Microsoft



Akshat Verma
Chief Technology Officer &
Whole-time Director
Prior : MakeMyTrip



Bhaskar Pramanik
Independent Director
Prior : Microsoft



Rahul Bhatnagar
Independent Director
Prior : Pepsico



Anuranjita Kumar
Independent Director
Prior : Royal Bank of Scotland



Shantanu Rastogi
Non-Executive Director
Prior : APAX Partners

...and is supported by a deeply experienced team



Gerardo Del Rio
President – International

Prior: Hotelbeds, Dida Travel
Education: BBA Mexico



Melissa Krueger
CEO – Classic Vacations

Prior: Travel Impressions
Education: California State University



Akshat Verma
Chief Technology Officer

Prior: MakeMyTrip
Education: IIT Delhi, IIT
Kharagpur



Nishant Misra
Chief Product Officer

Prior: Deutsche Bank
Education: IIT Kanpur



Peter Palli
Chief Supply Officer

Prior: Hilton, IHG



Aarish Khan
Chief Commercial Officer,
India

Prior: Times Internet



Aditi Madhok
Chief Human Resource Officer

Prior: Mastercard, Lloyds Banking
Group, Bodyshop, IBM
Education: London School of
Economics



KA Hamid
Chief Business Officer – Airlines
India

Prior: Midair Express
Education: India International
Trade Center



Vikas Jain
Chief Financial Officer

Prior: Ibibo
Education: ICAI, SRCC



Pramendra Tomar
Senior Vice President – General
Counsel

Prior: Ola Electric
Education: Fellow member ICSI,
Law Graduate Delhi University

Thank You!

