



May 23, 2026

| | |
|---|---|
| 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 |
|---|---|

Sub: Intimation – Investor Presentation in connection with the Audited Standalone and Consolidated Financial Results of the Company for the quarter and year ended March 31, 2026.

Dear Sir/Madam,

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 Investor Presentation in connection with the Audited Standalone and Consolidated Financial Results of the Company for the quarter and year ended March 31, 2026.

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

**Jyoti Chawla
Company Secretary and Compliance Officer
M. No.: A20392**

Encl.: As above



yatra

Yatra Online Limited

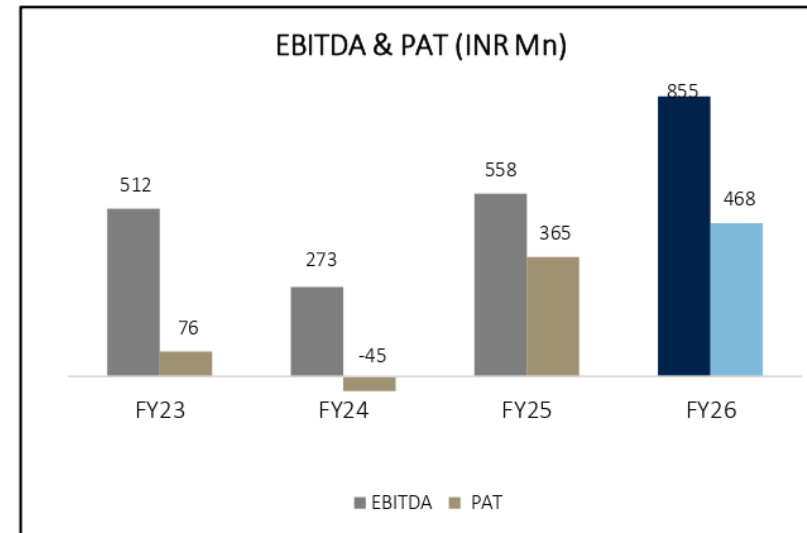
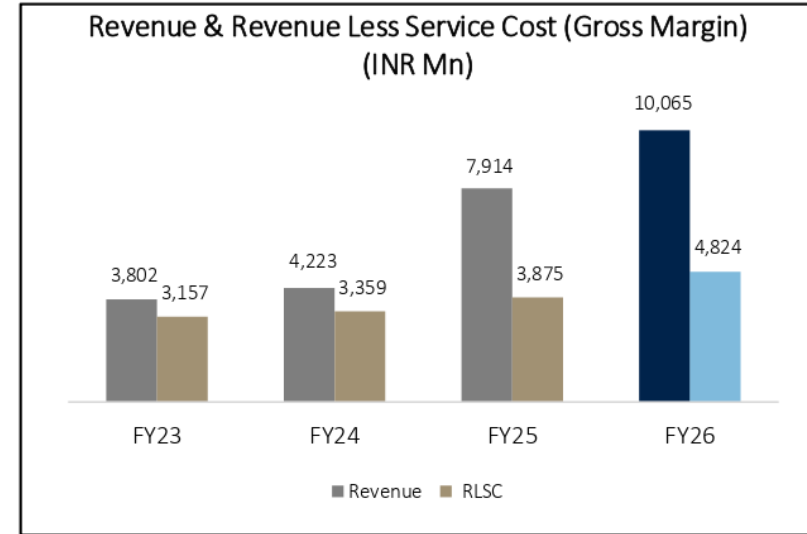
Earnings Presentation

Q4-FY26/FY26

Company Overview



- Established in 2006, Yatra has a strong track record of **building a scalable and sustainable travel business**.
- The company follows a **multi-channel approach** with a go-to-market strategy that spans the **entire travel and hospitality value chain**, covering both B2C and B2B segments.
- Yatra is India's **largest managed corporate travel services provider**, catering to over 1,300 large & medium corporates and approximately 58,000 SME clients, with an addressable employee base of more than 9 Mn.
- It is also **one of India's largest OTA platforms** and serves as a one-stop shop for leisure travel needs, with ~81% of total traffic driven by direct and organic channels.
- The diversified customer base is supported by a **real-time integrated technology platform** designed to meet the evolving needs of both corporate and consumer travellers.
- Yatra offers a seamless, multi-channel experience across desktop and mobile, backed by **robust technology capabilities** that enhance accessibility and drives customer retention.
- The experienced management team brings over **90 years of cumulative industry experience**, who are guided by a diverse group of experienced and reputed board of directors underlining a strong corporate governance model.



Corporate Business

Yatra is **India's leading B2B Corporate platform** by total spend and number of customers

>1,300

Large & Medium Corporate Customers⁽¹⁾

~97%

Customer Retention⁽¹⁾

~58K

SME customers⁽¹⁾

73% of Top 100

Customers with tenure > 5 years

~55K

Travel Agents⁽¹⁾

80% of Top 100

Customers with tenure > 3 years

Consumer Business

Yatra is one of the **most well recognized travel brands** in India, having won numerous awards

~15.6M

Registered Customers⁽²⁾

~59%

Business from Repeat Customers⁽⁴⁾

~106M

(24% YoY)

Total Consumer Visits⁽³⁾

~41%

Business from New Customers⁽⁴⁾

~80K

Largest Hotel Listings among all OTAs⁽⁴⁾

~81%

Direct and Organic traffic⁽⁴⁾

~21M

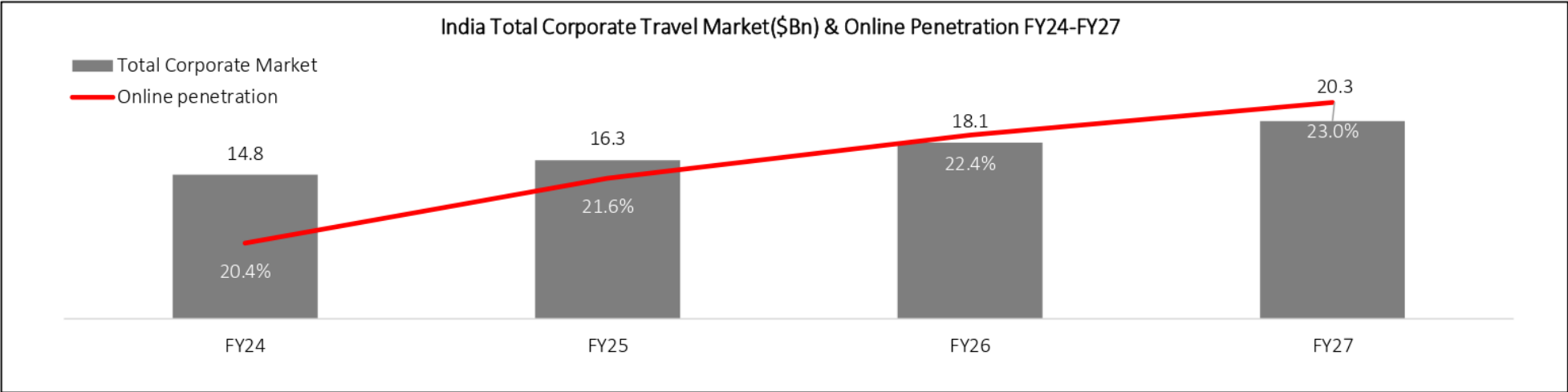
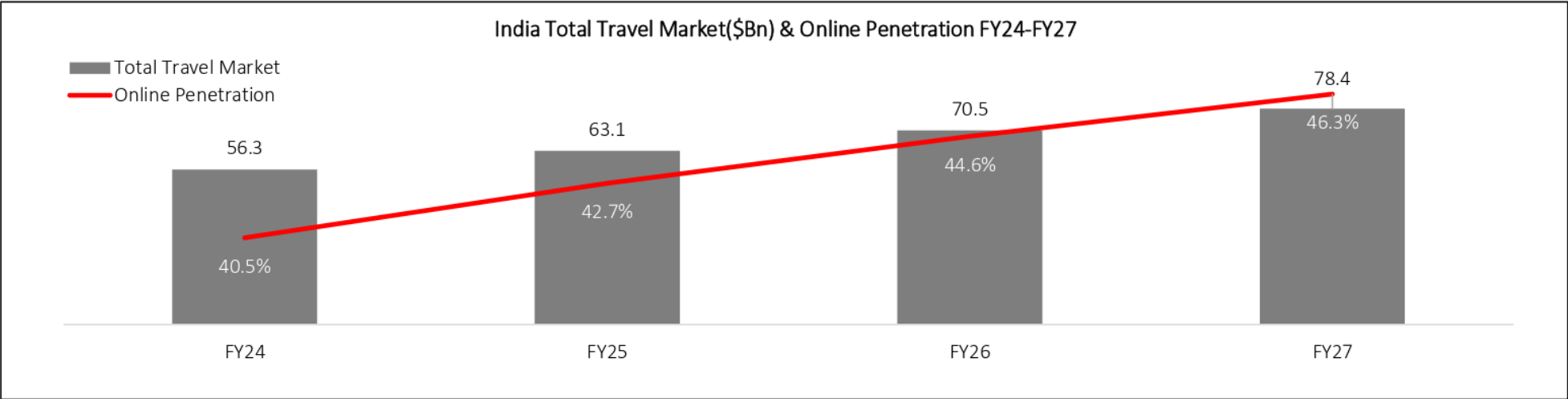
Mobile App Downloads

97.3%

Booking Success rate⁽⁴⁾

1. Data as of 31 March 2025
2. Cumulative as of March 31, 2025; does not include data for B2B businesses
3. For the period April 2024 to March 2025
4. For the period Fiscal year FY25

India- Total Travel Market & Online Penetration



The corporate travel market has significant headroom for increased online penetration.

*Data based on Videc report

Strong Management Team



Management Team



Dhruv Shringi
Whole-time Director and
Chairman

- 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



Siddhartha Gupta
Chief Executive officer

- He holds a Post Graduate Diploma in Business Management (PGDBM) from the Xavier Institute of Management
- He is Former President of Mercer India and CEO of Mercer Mettl



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



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



Anuj Sethi
CFO

- Appointed as the CFO in April 2025 and brings more than 25 years of experience in travel
- He is a cost accountant and has also served the Company for more than a decade in the senior finance and accounts role including as CFO



Jyoti Chawla
Company Secretary

- Previously associated with Sundrop Brands Limited
- She is a Company Secretary and holds a Law degree.
- Brings over 18 years of experience in compliances, governance and legal matters

Multiple Levers to Deliver Sustainable Growth



Levers to Deliver Sustainable Growth



1

Sticky Corporate Business

- Market leader in large corporate travel management segment
- High retention rates driven by deep tech integration
- Self book platform leads to higher operating leverage
- Best in class corporate travel management platform



2

Ability to Cross-sell to Large Corporate Base

- Other travel products like hotels, cabs, insurance, etc. And software services e.g. Expense management solutions
- Personnel travel for employees



3

Strong Brand Recall

- Benefitting from India's consumption story & revenge travel
- Ability to scale deeper into tier II/III markets



4

Industry Leading Supply of Domestic Hotels

- Supplier of choice for other players in the industry (within and outside India)

Q4-FY26 Financial Performance



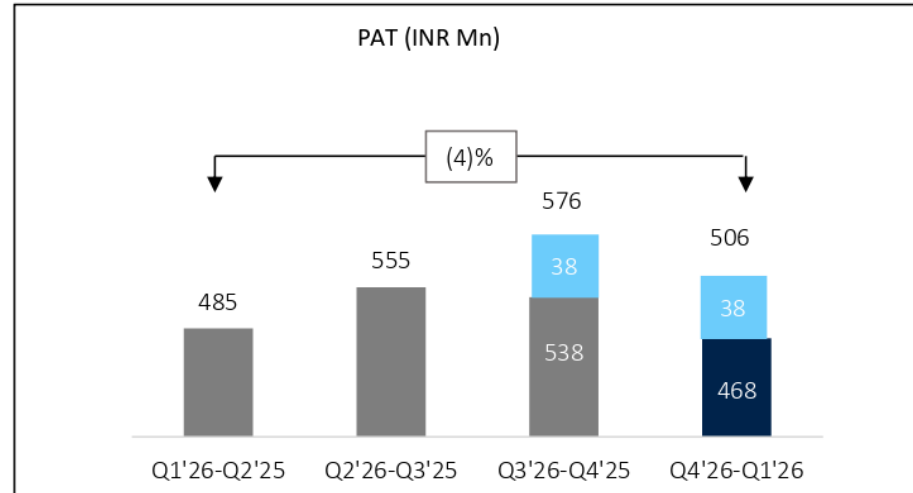
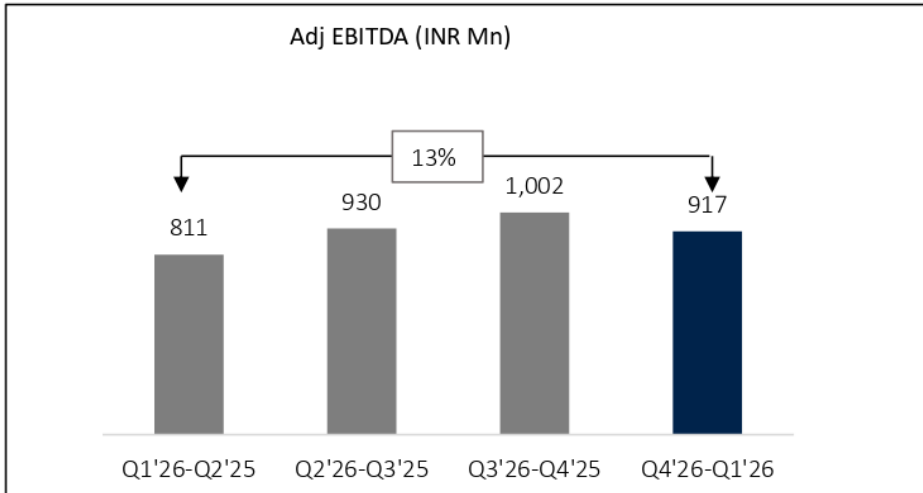
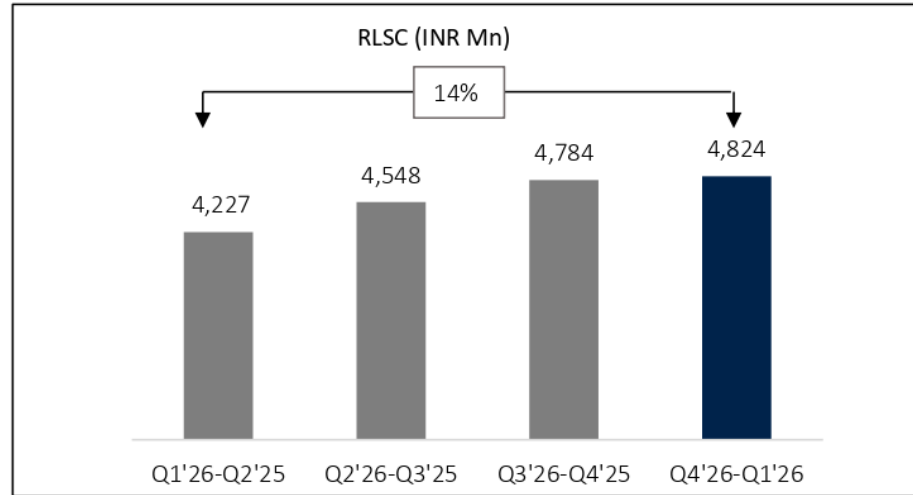
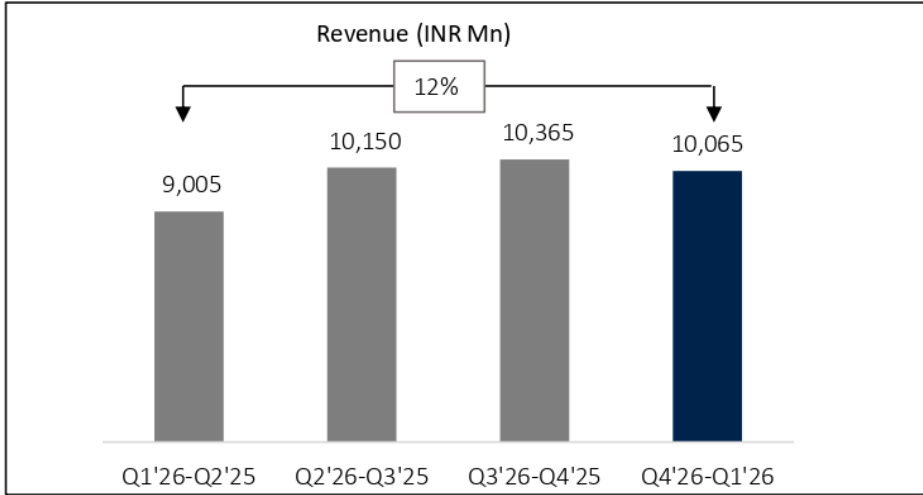
| | | | | | |
|----------------|-------------------------|--|-----------------|-------------|------------|
| Gross Bookings | Revenue from Operations | Gross Margins (Revenue less Service Cost) | Adjusted EBITDA | EBITDA | Net Profit |
| INR 20,211 Mn | INR 1,890 Mn | INR 1,133 Mn | INR 166 Mn* | INR 126 Mn* | INR 82 Mn |
| 8% YoY | (14)% YoY | 4% YoY | (34)% YoY | (46)% YoY | (46)% YoY |

| | | | | | |
|---------------|------------|-------------|---------------------------|----------------|-------------------------|
| EBITDA Margin | PAT Margin | Diluted EPS | Total Transactions ('000) | Air Pax ('000) | Corporate Client Wins** |
| 11.15% | 7.24% | INR 0.52 | 1,884 | 1,368 | 55 |
| | | | 17% YoY | 10% YoY | INR 2,709 Mn |

*Adj. EBITDA and EBITDA Includes other income INR 17 Mn

**Expected Annual Volumes of business

Trailing Twelve Months Performance



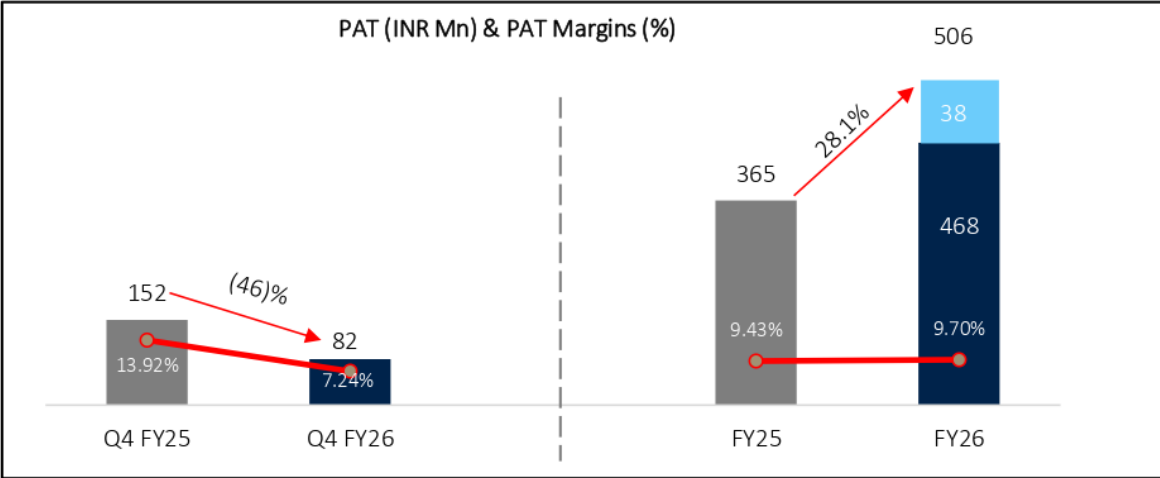
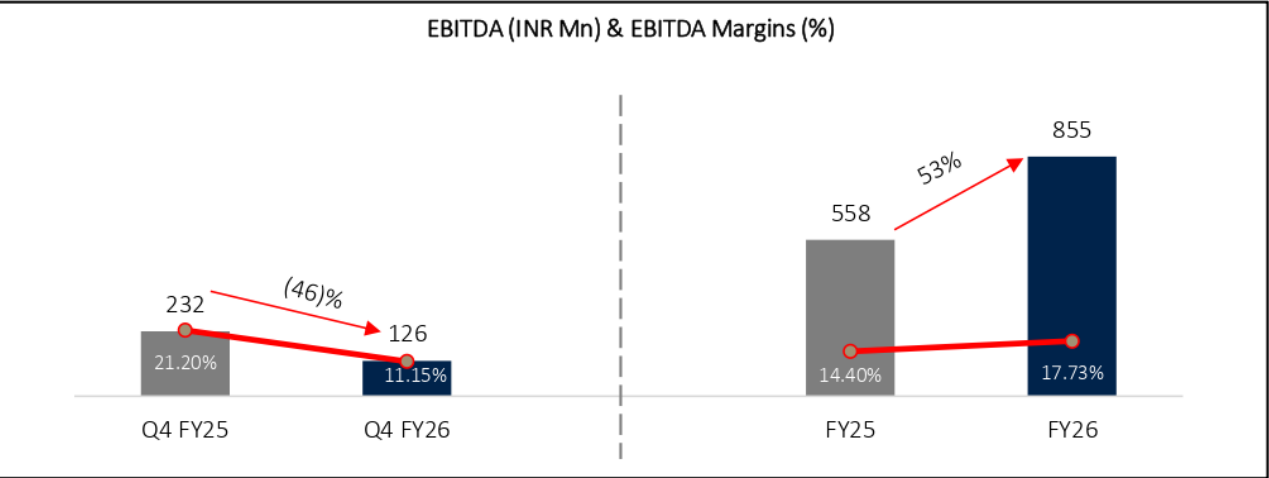
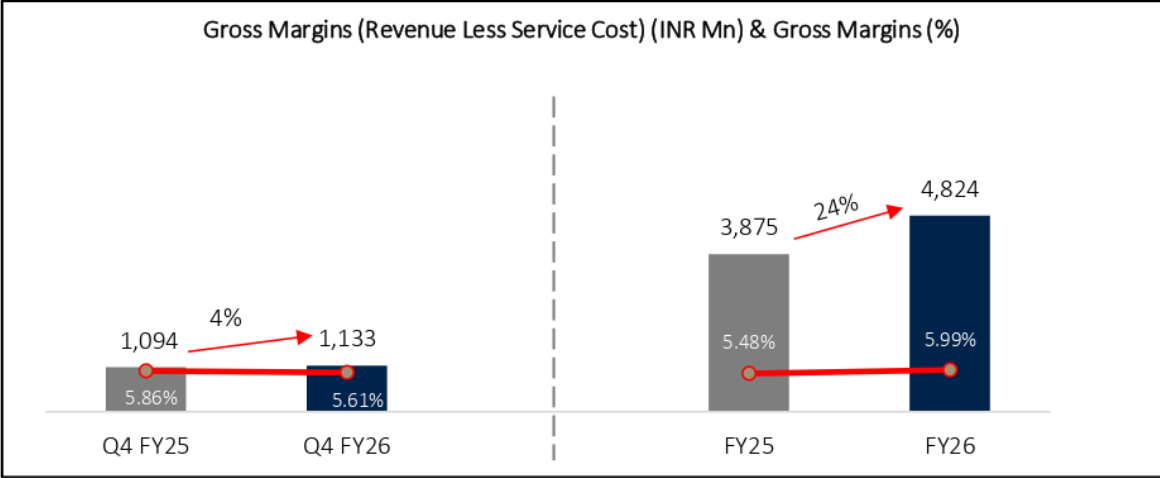
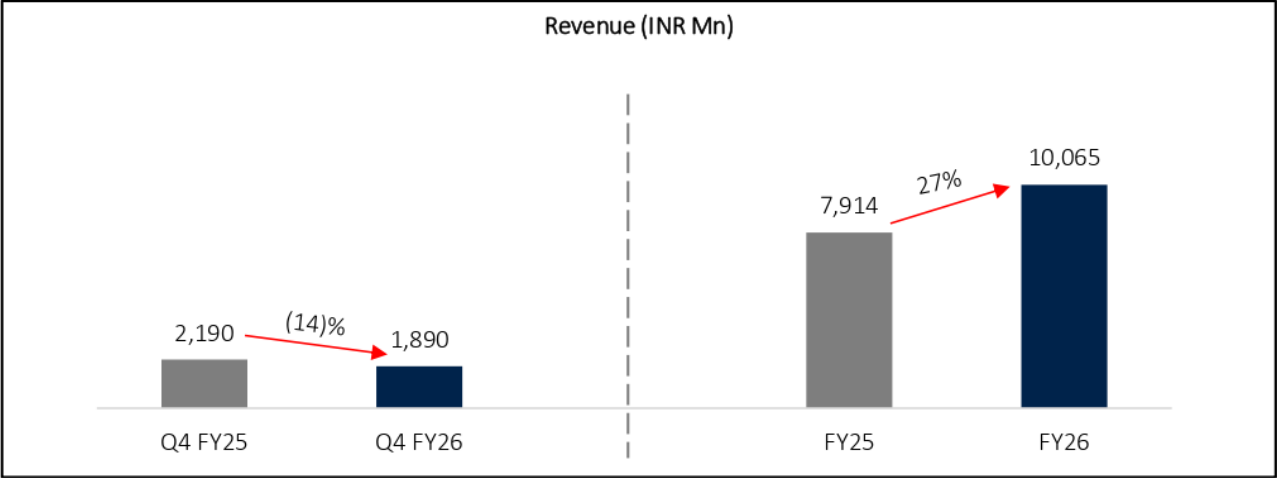
Financial Highlights (TTM Q4 FY26 vs TTM Q1 FY26)

- Revenue grew by 12%, demonstrating resilient business performance amid a dynamically evolving macroeconomic environment.
- Revenue less Service Costs (Gross Margin) grew by 14%, underscoring the strength and resilience of our diversified business model.
- Adjusted EBITDA rose by 13%, driven by operational efficiency.
- Profit After Tax (PAT) decline by 4%, due to the macro economic headwinds faced during the period.

■ It refers to the one-time effect of change in Labour code

- Yatra reported its most profitable year in its history despite some very significant macro headwinds that impacted 3 out of the 12 months of the year.
- Gross Margin (RLSC) for the year grew 24.5% YoY to INR 4,824 Mn, ahead of the revised guidance of 22.5%.
- Adjusted EBITDA of INR 917 Mn, a YoY growth of 37.5% came in line with revised guidance, while EBITDA improved to INR 855 Mn, a YoY growth of 53.2%.
- PAT improved to INR 468 Mn, a YoY growth of 28.1%. The PAT growth for the year was adversely impacted by the introduction of the new wage code in Q3, excluding the effect of which the PAT for the year would have been INR 506 Mn, a YoY growth of 38.5%
- Despite disruption from the war-related environment, Yatra reported resilient operating performance in Q4-FY26:
 - Gross bookings grew 8.3% YoY
 - Gross margin grew 3.6% YoY
 - Total transactions increased 15.2% YoY
 - Air passengers grew 9.6% YoY, roughly 2x industry growth, reflecting further market share expansion.
 - The Corporate business maintained strong momentum, adding 55 new corporate customers during the quarter, representing an annual billable potential of INR 2,709 Mn. This compares favourably with 40 closures worth INR 2,234 million in Q3
- Yatra's cash and cash equivalent and term deposit stands at INR 2,230 million as on 31st March 2026
- Yatra has generated cash flow from operations of INR 761 Mn during the current year as compared to cash used in operations of INR 886 million in FY'25.

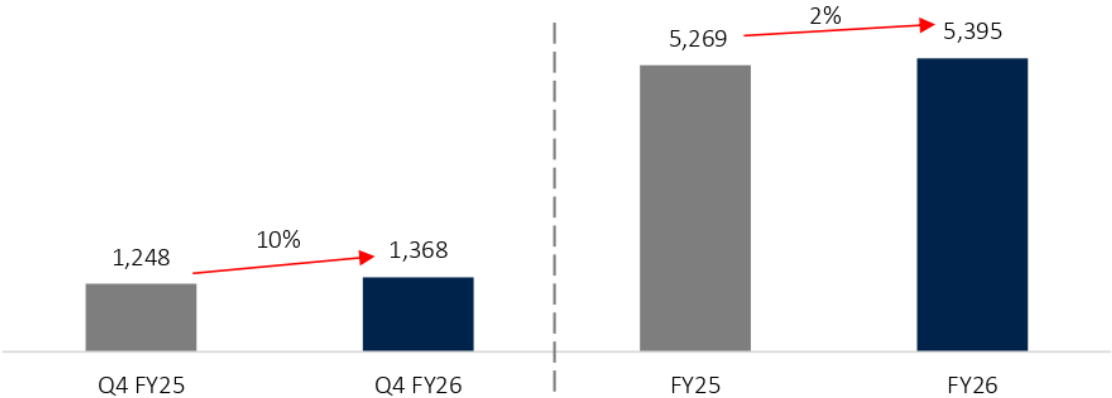
Operational Performance



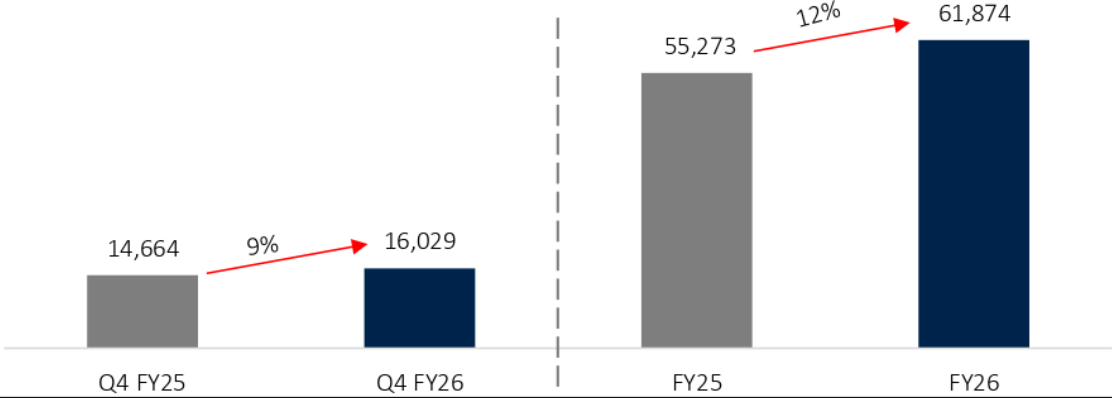
Operational Performance – Air



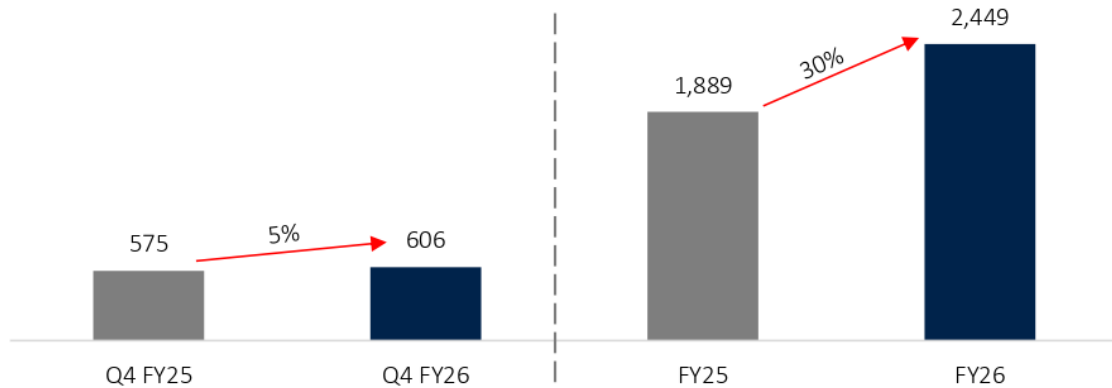
Air Passenger Volumes ('000)



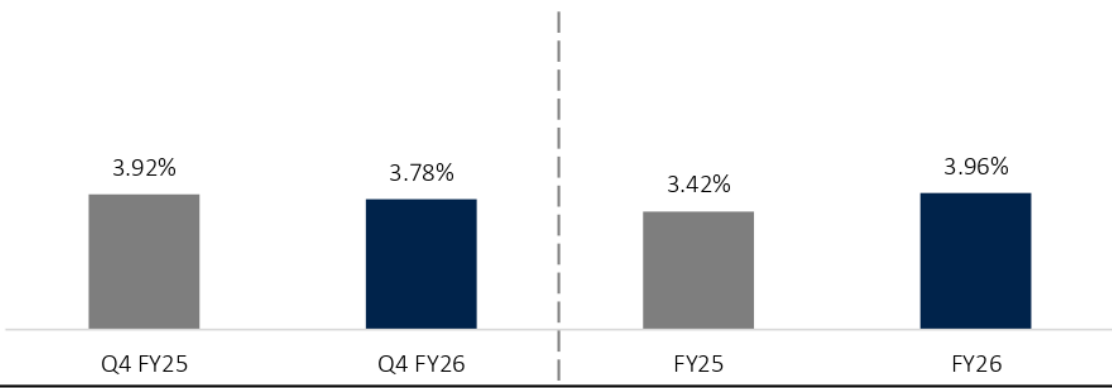
Gross Air bookings (INR Mn)



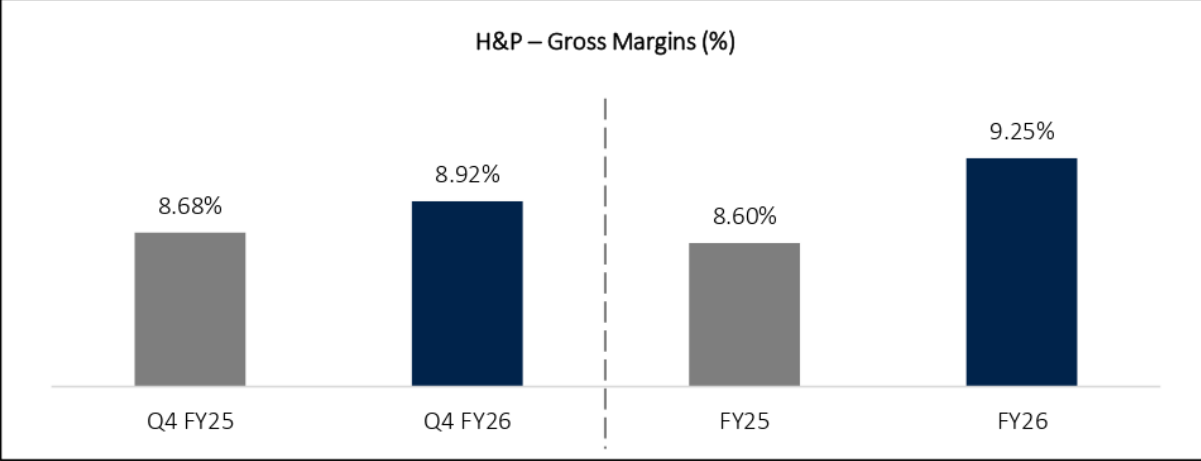
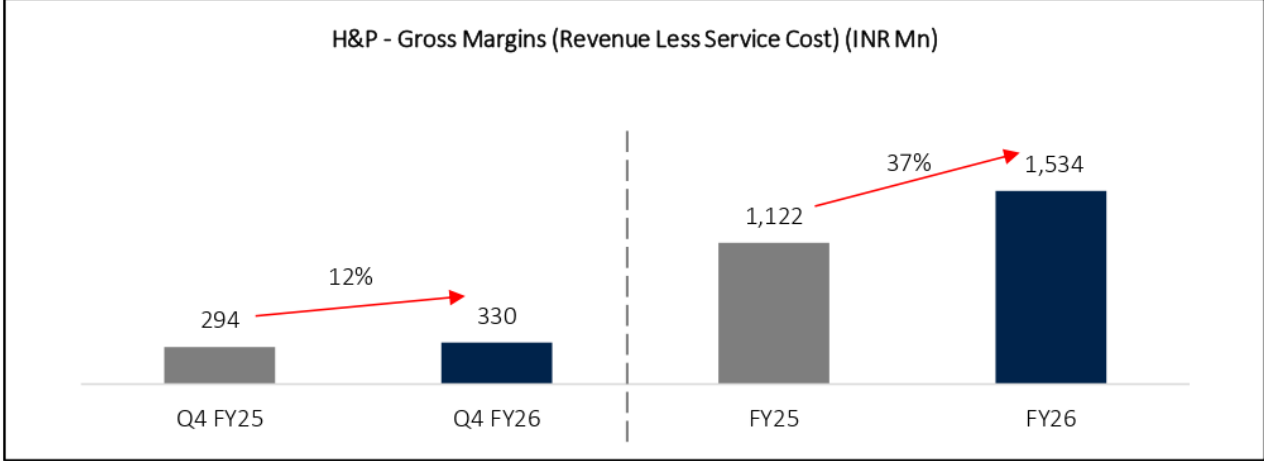
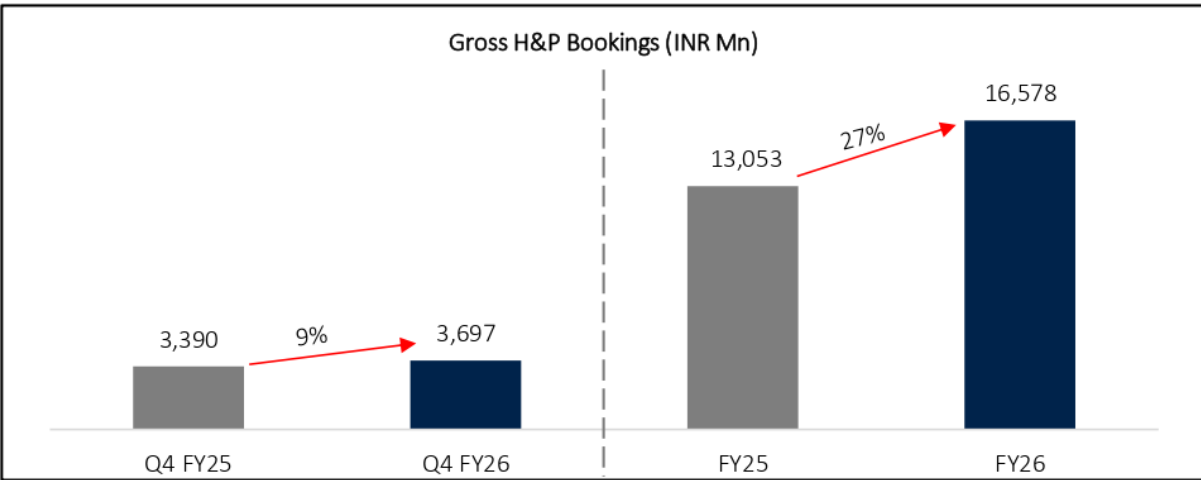
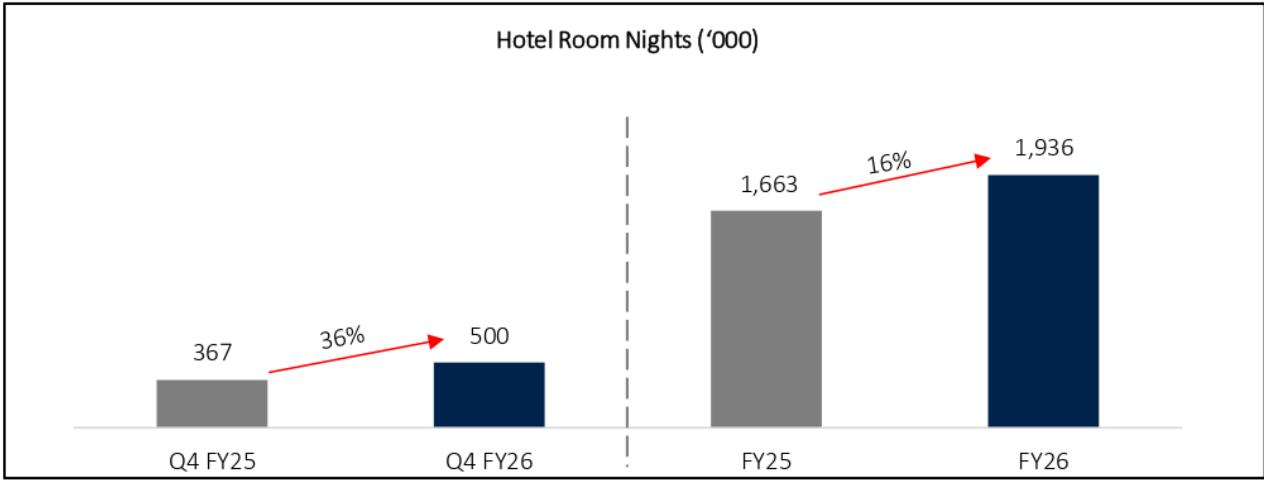
Air - Gross Margins (Revenue Less Service Cost) (INR Mn)



Air - Gross Margins (%)



Operational Performance – H&P



Financial KPIs trends



| PARTICULARS (INR Mn) | FY'23 | FY'24 | FY'25 | FY'26 | Q4'25 | Q1'26 | Q2'26 | Q3'26 | Q4'26 |
|-------------------------|--------|--------|--------|--------|--------|--------|--------|--------|--------|
| Gross bookings | 67,372 | 75,884 | 70,733 | 80,512 | 18,663 | 18,038 | 20,503 | 21,759 | 20,211 |
| Air Ticketing | 56,408 | 64,950 | 55,273 | 61,874 | 14,664 | 14,103 | 14,811 | 16,931 | 16,029 |
| Hotel & Package | 8,153 | 8,740 | 13,053 | 16,578 | 3,390 | 3,433 | 5,142 | 4,306 | 3,697 |
| Other services | 2,811 | 2,194 | 2,407 | 2,059 | 609 | 501 | 550 | 522 | 486 |
| Gross booking Mix % | 100% | 100% | 100% | 100% | 100% | 100% | 100% | 100% | 100% |
| Air Ticketing | 84% | 86% | 78% | 77% | 79% | 78% | 72% | 78% | 79% |
| Hotel & Package | 12% | 12% | 18% | 21% | 18% | 19% | 25% | 20% | 18% |
| Other services | 4% | 2% | 4% | 2% | 3% | 3% | 3% | 2% | 3% |
| Gross take | 5,578 | 5,857 | 5,334 | 6,486 | 1,375 | 1,435 | 1,625 | 1,772 | 1,654 |
| Air Ticketing | 4,335 | 4,539 | 3,552 | 4,372 | 926 | 982 | 1,016 | 1,196 | 1,178 |
| Hotel & Package | 1,065 | 1,139 | 1,473 | 1,794 | 357 | 380 | 514 | 502 | 397 |
| Other services | 178 | 179 | 310 | 319 | 92 | 72 | 95 | 74 | 79 |
| Gross take % | 8.3% | 7.7% | 7.5% | 8.1% | 7.4% | 8.0% | 7.9% | 8.1% | 8.2% |
| Air Ticketing | 7.7% | 7.0% | 6.4% | 7.1% | 6.3% | 7.0% | 6.9% | 7.1% | 7.4% |
| Hotel & Package | 13.1% | 13.0% | 11.3% | 10.8% | 10.5% | 11.1% | 10.0% | 11.7% | 10.8% |
| Other services | 6.3% | 8.2% | 12.9% | 15.5% | 15.1% | 14.4% | 17.2% | 14.2% | 16.2% |
| Discounts | 2,842 | 3,104 | 2,030 | 2,197 | 417 | 409 | 494 | 652 | 642 |
| Air Ticketing | 2,555 | 2,773 | 1,663 | 1,923 | 351 | 336 | 431 | 584 | 572 |
| Hotel & Package | 264 | 312 | 351 | 260 | 63 | 69 | 59 | 64 | 68 |
| Other services | 23 | 19 | 16 | 14 | 3 | 4 | 4 | 3 | 3 |
| Gross Margin | 3,157 | 3,359 | 3,875 | 4,823 | 1,094 | 1,156 | 1,257 | 1,277 | 1,133 |
| Air Ticketing | 1,780 | 1,766 | 1,889 | 2,449 | 575 | 647 | 585 | 611 | 606 |
| Hotel & Package | 801 | 827 | 1,122 | 1,534 | 294 | 311 | 456 | 438 | 330 |
| Other services | 154 | 161 | 294 | 306 | 89 | 67 | 91 | 71 | 76 |
| Other operating revenue | 422 | 606 | 571 | 535 | 136 | 131 | 126 | 157 | 121 |
| Gross Margin % | 4.7% | 4.4% | 5.5% | 6.0% | 5.9% | 6.4% | 6.1% | 5.9% | 5.6% |
| Air Ticketing | 3.2% | 2.7% | 3.4% | 4.0% | 3.9% | 4.6% | 3.9% | 3.6% | 3.8% |
| Hotel & Package | 9.8% | 9.5% | 8.6% | 9.3% | 8.7% | 9.0% | 8.9% | 10.2% | 8.9% |
| Other services | 5.5% | 7.3% | 12.2% | 14.8% | 14.6% | 13.5% | 16.6% | 13.6% | 15.6% |

Quarterly Consolidated Financial Performance



| Particulars (INR Mn) | Q4 FY26 | Q4 FY25 | Y-o-Y | Q3 FY26 | Q-o-Q |
|---|------------|------------|----------------|------------|----------------|
| Revenue from Operations (A) | 1,890 | 2,190 | (13.7)% | 2,568 | (26.4)% |
| Revenue less service cost (B) | 1,133 | 1,094 | 3.6% | 1,277 | (11.3)% |
| Other Income* (C) | 17 | 61 | (71.5)% | 14 | 25.6% |
| Operating Expenses* (D) | 984 | 904 | 8.9% | 1,044 | (5.7)% |
| Adjusted EBITDA (E=B+C-D) | 166 | 251 | (33.8)% | 247 | (32.7)% |
| Adjusted EBITDA Margin (%) (F=E/B) | 15% | 23% | | 19% | |
| ESOP cost** (G) | 40 | 19 | 106% | 8 | 413% |
| EBITDA (H=E-G) | 126 | 232 | (45.5)% | 239 | (47.2)% |
| EBITDA Margin (%) (I=H/B) | 11% | 21% | | 19% | |
| Finance Cost | 44 | 33 | 34.6% | 36 | 23.7% |
| Depreciation | 112 | 100 | 11.5% | 109 | 2.2% |
| Finance Income | 86 | 35 | 148% | 34 | 154% |
| PBET | 57 | 134 | (57.6)% | 128 | (55.8)% |
| One Time Statutory Impact of new Labour Codes | - | - | - | 38 | - |
| PBT (J) | 57 | 134 | (57.6)% | 90 | (37.1)% |
| Tax | (25) | (19) | 37.0% | 7 | 479% |
| PAT (K) | 82 | 152 | (46.1)% | 83 | (1.7)% |
| PAT Margin (%) (L=K/A) | 7% | 14% | | 7% | |
| Other Comprehensive (loss)/ Income | 2 | (1) | 433% | (2) | 236% |
| Total Comprehensive Income/(loss) | 84 | 151 | (44.3)% | 82 | 3.4% |
| Diluted EPS (INR) | 0.52 | 0.97 | (46.1)% | 0.53 | (1.6)% |

* Other Income is excluding finance income and operating expenses excluding forex cost (forex cost is part of finance cost)

** ESOP cost is non dilutive to YOL shareholding

FY26 Financial Performance



| | | | | | |
|----------------|-------------------------|---|---------------------------|----------------|--|
| Gross Bookings | Revenue from Operations | Gross Margins (Revenue less Service Cost) | Adjusted EBITDA | EBITDA | Net Profit |
| INR 80,512 Mn | INR 10,065 Mn | INR 4,824 Mn | INR 917 Mn* | INR 855 Mn* | INR 468 Mn |
| 14% YoY | 27% YoY | 25% YoY | 38% YoY | 53% YoY | 28% YoY **EOI INR 38Mn 38.5% YoY |
| EBITDA Margin | PAT Margin | Diluted EPS | Total Transactions ('000) | Air Pax ('000) | Corporate Client Wins*** |
| 17.73% | 9.7% | INR 2.98 | 7,368 | 5,395 | 163 |
| | | | 6% YoY | 2% YoY | INR 9,568 Mn |

*Adj. EBITDA and EBITDA includes other income of INR 52 Mn

**It refers to the one-time effect of change in Labour code.

***Expected Annual Volumes of business

Income Statement



| Particulars (INR Mn) | FY23 | FY24 | FY25 | FY26 | Y-o-Y |
|---|------------|-------------|------------|------------|--------------|
| Revenue from Operations (A) | 3,802 | 4,223 | 7,914 | 10,065 | 27.2% |
| Revenue less service cost (B) | 3,157 | 3,359 | 3,875 | 4,824 | 24.5% |
| Other Income* (C) | 145 | 102 | 109 | 52 | (52.6)% |
| Operating Expenses* (D) | 2,632 | 2,928 | 3,317 | 3,958 | 19.3% |
| Adjusted EBITDA (E=B+C-D) | 670 | 534 | 667 | 917 | 37.5% |
| Adjusted EBITDA Margin (%) (F=E/B) | 21% | 16% | 17% | 19% | |
| ESOP cost** (G) | 134 | 207 | 109 | 62 | (43)% |
| Listing expenses (H) | 24 | 54 | - | - | NA |
| EBITDA (I=E-G-H) | 512 | 273 | 558 | 855 | 53.2% |
| EBITDA Margin (%) (J=I/B) | 16% | 8% | 14% | 18% | |
| Finance Cost | 234 | 246 | 107 | 126 | 17.4% |
| Depreciation | 183 | 197 | 309 | 411 | 33.2% |
| Finance Income | 28 | 157 | 209 | 206 | (1.6)% |
| PBET | 123 | (13) | 351 | 524 | 49.4% |
| One Time Statutory Impact of new Labour Codes | 1 | - | - | 38 | - |
| PBT (K) | 122 | (13) | 351 | 486 | 38.6% |
| Tax | 45 | 32 | (14) | 18 | (226.7)% |
| PAT (L) | 76 | (45) | 365 | 468 | 28.1% |
| PAT Margin (%) (M=L/A) | 2% | (1)% | 9% | 10% | |
| Other Comprehensive (loss)/ Income | 10 | (6) | (2) | (4) | (725.4)% |
| Total Comprehensive Income | 66 | (51) | 363 | 464 | 28.0% |
| Diluted EPS (INR) | 0.69 | (0.33) | 2.33 | 2.98 | 28.2% |

* Other Income is excluding finance income and operating expenses excluding forex cost (forex cost is part of finance cost)

** ESOP cost is non dilutive to YOL shareholding

Balance Sheet



| Particulars (INR Mn) | FY23 | FY24 | FY25 | FY26 |
|---------------------------------|--------------|---------------|---------------|---------------|
| Assets | | | | |
| 1. Non Current Assets | 1,753 | 2,022 | 3,641 | 3,826 |
| Property, Plant and Equipment's | 46 | 74 | 137 | 101 |
| Investment Property | - | - | - | 40 |
| Right-of-use Assets | 201 | 160 | 183 | 257 |
| Goodwill | | 691 | 1,415 | 1,415 |
| Intangible Assets | 940 | 385 | 1,093 | 1,232 |
| Financial Assets | | | | |
| (i) Other Bank Balances | 6 | 137 | - | - |
| (ii) Other Financial Assets | 48 | 22 | 126 | 100 |
| Other Non-Current assets | 197 | 209 | 169 | 132 |
| Deferred Tax Asset | 11 | 11 | 23 | 31 |
| Income Tax Assets (net) | 304 | 333 | 495 | 518 |
| 2. Current Assets | 5,059 | 10,152 | 9,592 | 9,538 |
| Contract Assets | 191 | - | - | - |
| Financial Assets | | | | |
| (i) Loans | 3 | 11 | 23 | 29 |
| (ii) Trade Receivable | 2,710 | 4,502 | 5,453 | 5,353 |
| (iii) Cash and Cash Equivalents | 469 | 1,401 | 552 | 724 |
| (iv) Other Bank Balances | 554 | 2,621 | 435 | 190 |
| (v) Other financial assets | 234 | 245 | 1,022 | 1,446 |
| Other Current Assets | 898 | 1,372 | 2,107 | 1,796 |
| Total Assets | 6,812 | 12,174 | 13,233 | 13,364 |

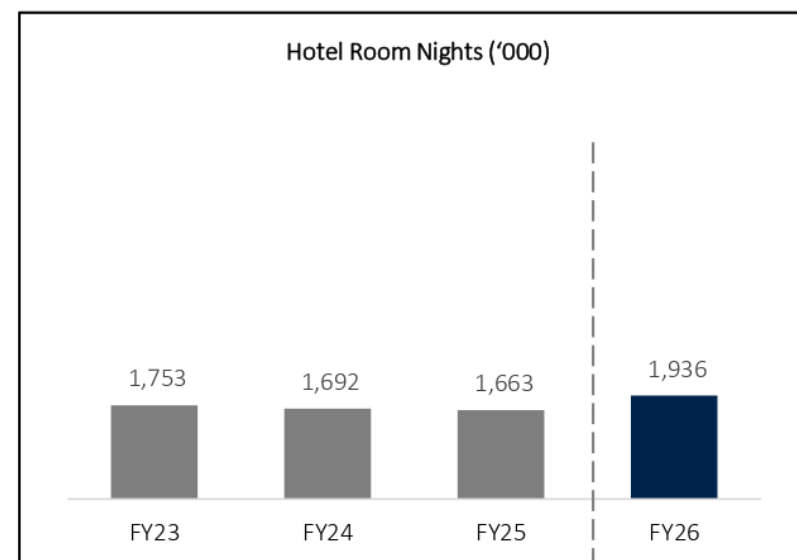
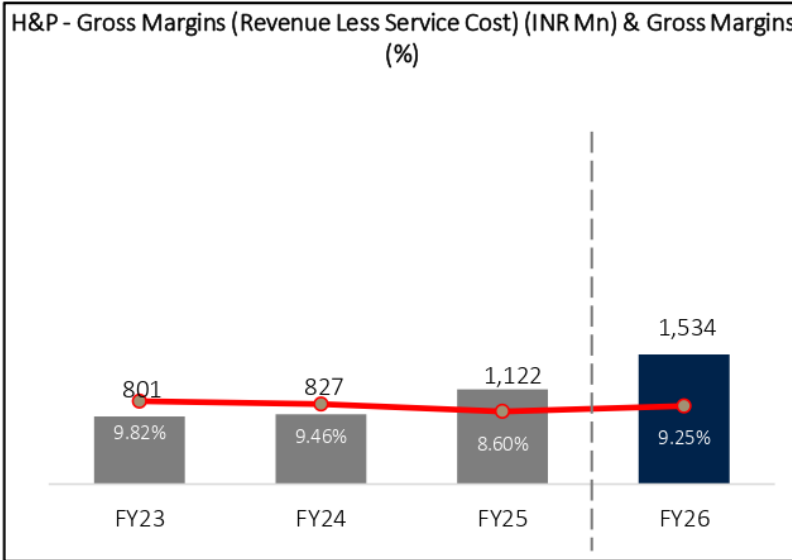
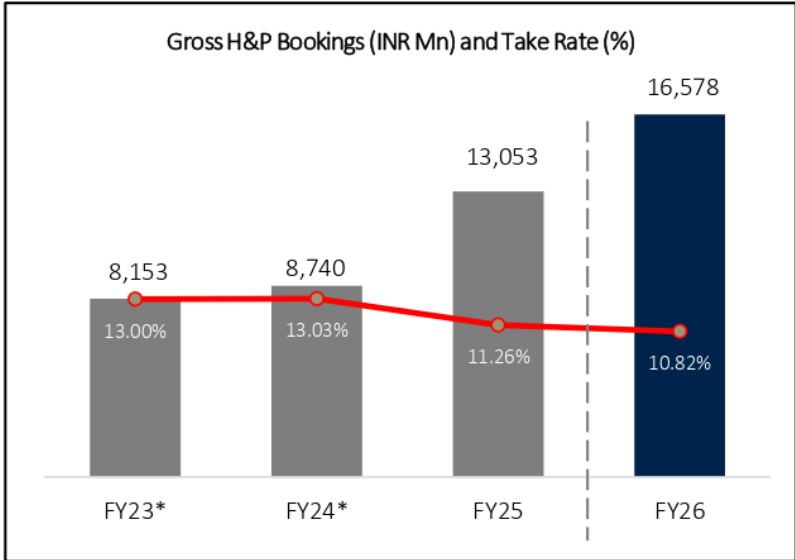
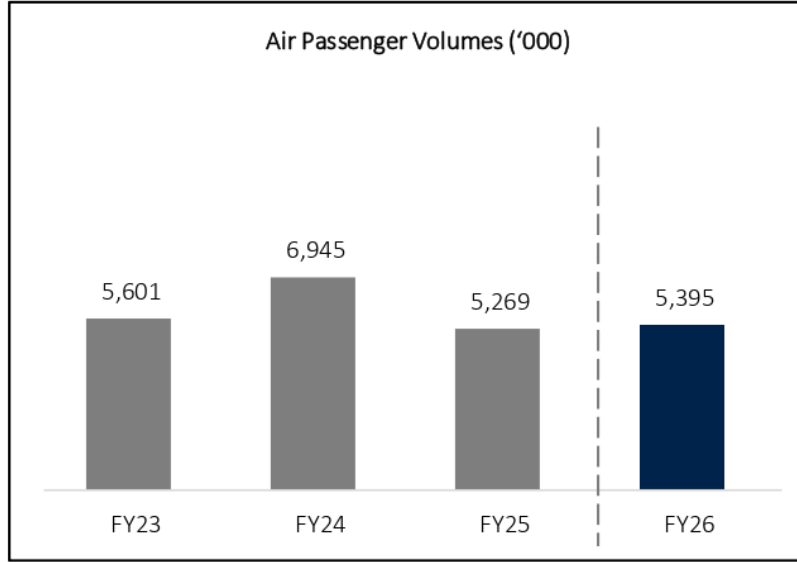
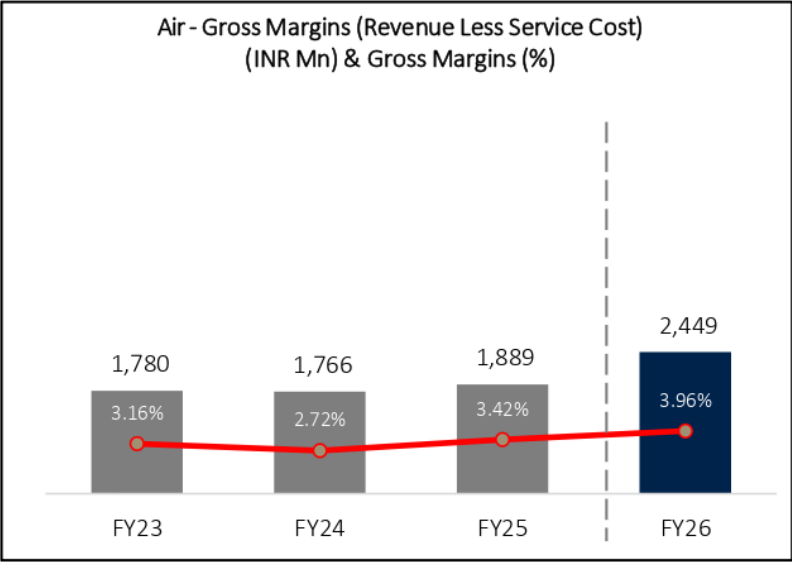
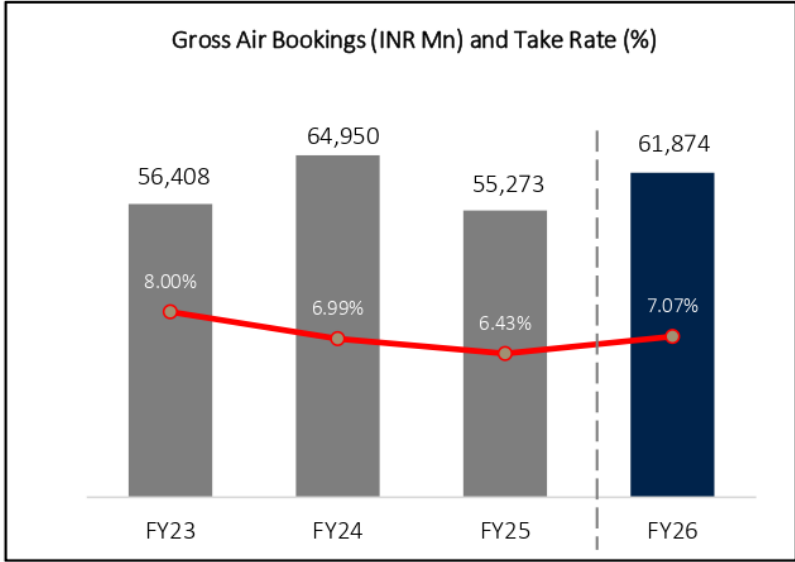
| Particulars (INR Mn) | FY23 | FY24 | FY25 | FY26 |
|-------------------------------------|--------------|---------------|---------------|---------------|
| Equity and Liabilities | | | | |
| 1. Equity | 1,695 | 7,475 | 7,838 | 8,302 |
| Equity Share Capital | 115 | 157 | 157 | 157 |
| Other Equity | 1,580 | 7,318 | 7,681 | 8,145 |
| Minority Interest | - | - | - | - |
| 2. Non-Current Liabilities | 491 | 340 | 415 | 473 |
| Financial Liabilities | | | | |
| (i) Borrowings | 240 | 115 | 21 | 12 |
| (ii) Lease Liabilities | 203 | 164 | 186 | 229 |
| Provisions | 41 | 56 | 66 | 103 |
| Deferred Tax Liability | 7 | 5 | 142 | 129 |
| 3. Current Liabilities | 4,626 | 4,359 | 4,980 | 4,589 |
| Financial Liabilities | | | | |
| (i) Borrowings | 1,291 | 524 | 525 | 704 |
| (ii) Trade Payables | 1,385 | 1,731 | 2,265 | 2,148 |
| (iii) Lease Liabilities | 48 | 51 | 52 | 85 |
| (iv) Other Financial Liabilities | 1,151 | 1,337 | 882 | 625 |
| Provisions | 56 | 41 | 63 | 86 |
| Deferred Revenue | 46 | - | - | - |
| Other Current Liabilities | 617 | 675 | 1,193 | 941 |
| Current Tax Liabilities | 32 | - | - | - |
| Total Equity and Liabilities | 6,812 | 12,174 | 13,233 | 13,364 |

Cash Flow Statement



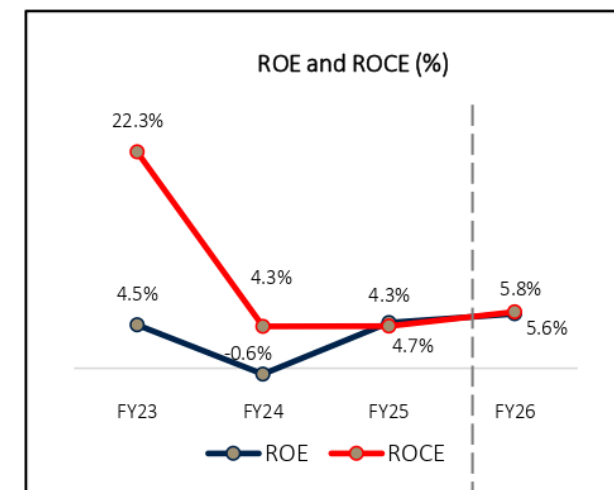
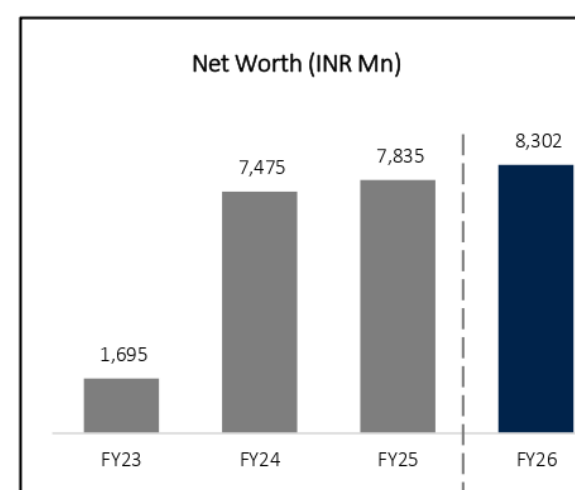
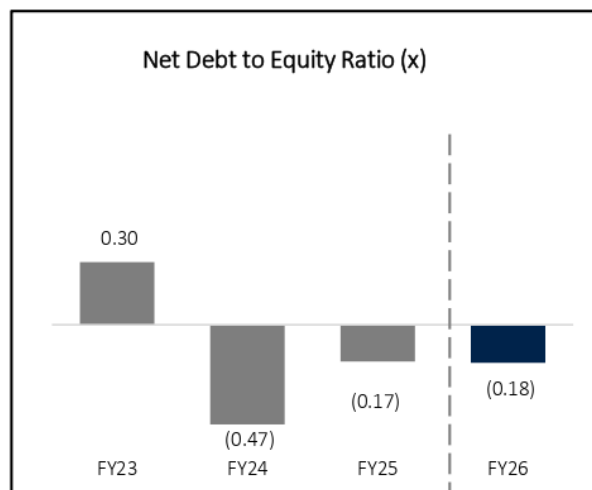
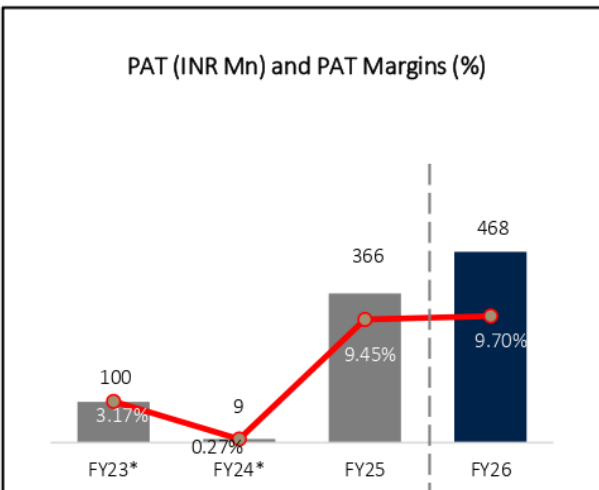
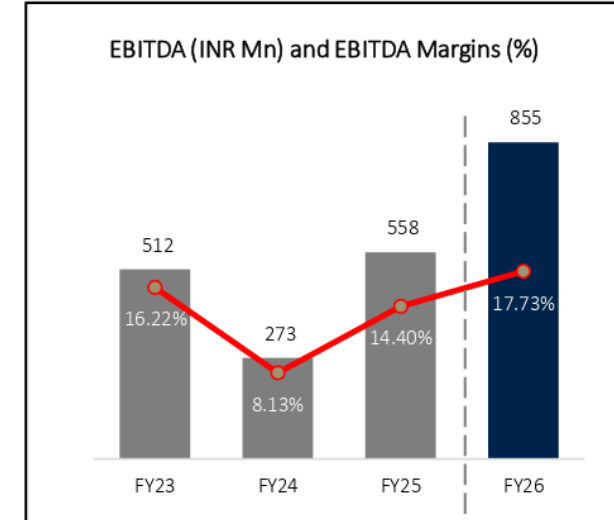
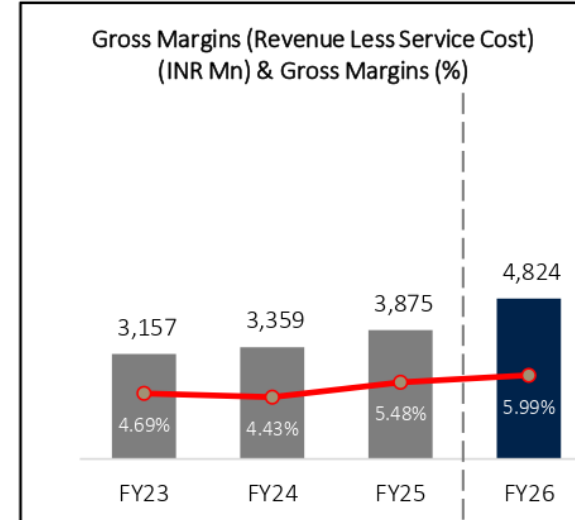
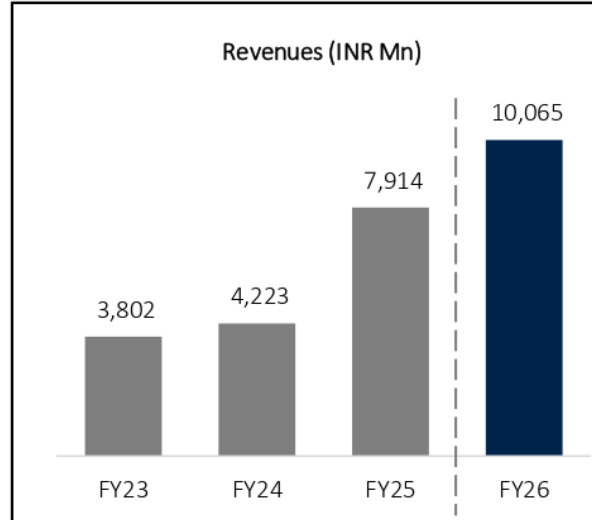
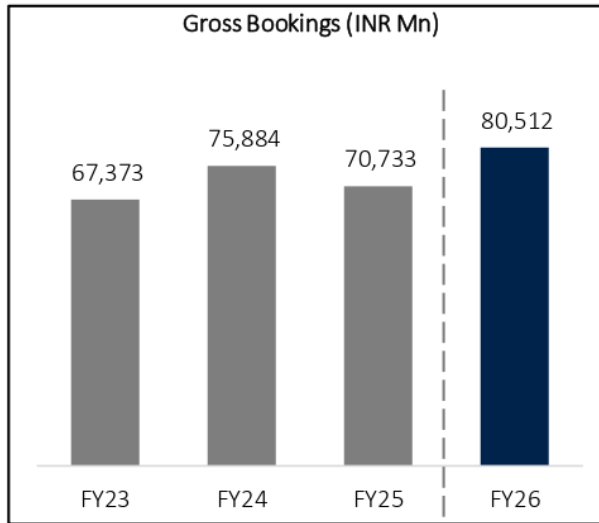
| Particulars (INR Mn) | FY23 | FY24 | FY25 | FY26 |
|--|----------------|----------------|--------------|--------------|
| Profit Before Tax | 122 | (13) | 351 | 486 |
| Non Cash and Non operating | 245 | 42 | 121 | 259 |
| Cash flow from operations before working capital | 367 | 29 | 473 | 745 |
| Deployment in Working Capital* | (1,898) | (1,453) | (400) | 16 |
| Cash flow from/(used in) operations | (1,531) | (1,424) | 73 | 761 |
| Acquisition of business | - | - | (1,290) | - |
| Investing in other activities* | (166) | (2,337) | 1,268 | (449) |
| Financing Activities | 1,384 | 4,663 | (1,022) | (544) |
| Change in cash and cash equivalents | (313) | 901 | (971) | (233) |
| Opening cash and cash equivalents | 759 | 469 | 1,401 | 495 |
| Effect of exchange differences | 23 | 31 | 65 | 20 |
| Bank Overdraft | - | - | 57 | 441 |
| Closing cash and cash equivalents | 469 | 1,401 | 552 | 282 |
| Term Deposits | 560 | 2,758 | 1,354 | 1,508 |
| Closing cash and cash equivalents including term deposits | 1,029 | 4,159 | 1,906 | 2,230 |

Key Operating Metrics

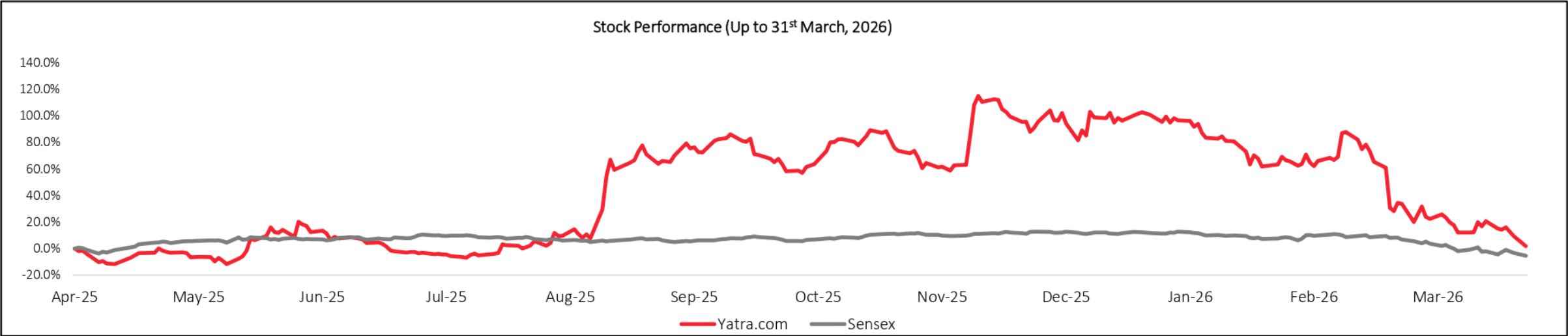


*excluding listing expenses

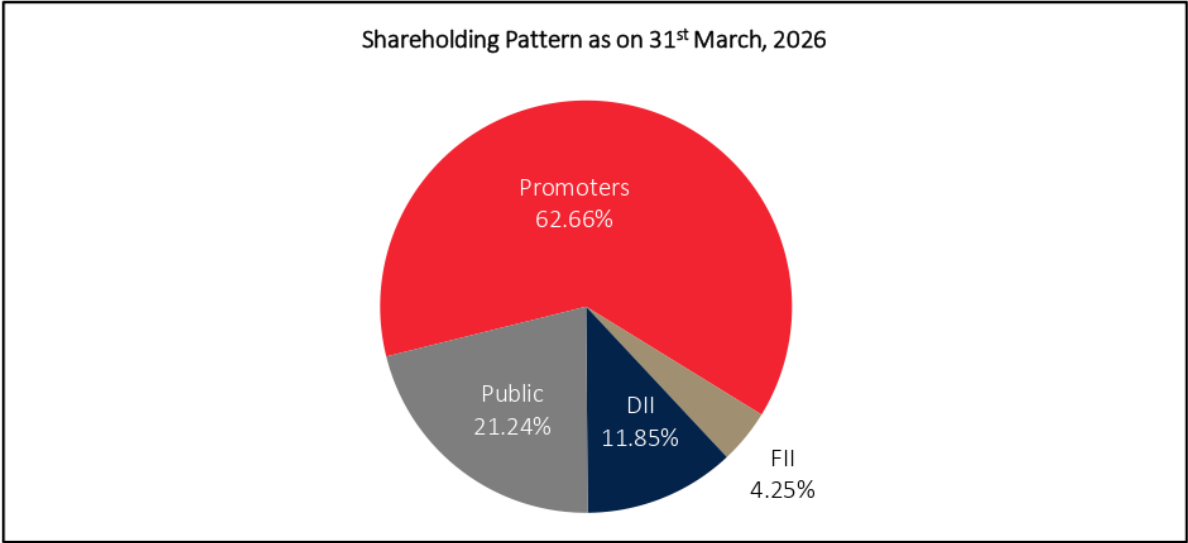
Key Financial Metrics



*excluding listing expenses



| Price Data (As on 31 st March, 2026) | INR |
|---|-----------|
| Face Value | 1.00 |
| CMP | 90.50 |
| Market Cap (INR Mn) | 14,200.92 |
| No. of Share outstanding (Mn) | 156.92 |



| Term | Description |
|---------------------------|---|
| B2B | Business to Business |
| B2C | Business to Consumer |
| 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'] |
| ROE | Return on Equity |
| EBITDA | EBITDA is calculated as profit for the year/period plus income tax expense/(credit), finance cost, depreciation and amortisation expense less finance income |
| EBITDA Margin | EBITDA as a percentage of revenue from operations less Service Cost |
| ERP | Enterprise Resource Planning |
| GDS | Global Distribution System |
| 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 |
| Revenue Less Service Cost | Revenue from Operations less Service Cost |

| Term | Description |
|-----------------------|---|
| 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. |
| HRIS | Human Resource Information System |
| ROCE | Return on Capital Employed |
| OFS | Offer for Sale |
| OTA | Online Travel Agency |
| PAT | Profit After Tax |
| SaaS | Software as a Service |
| TTA | Traditional Travel Agent |
| PAT Margin | Net profit as a percentage of revenue from operations less Service Cost |
| Total Transactions | Total Transactions include Air passenger count, Hotel room nights and Holiday packages passengers travelled. |

Yatra Online Limited Disclaimer:

No representation or warranty, express or implied, is made as to, and no reliance should be placed on the fairness, accuracy, completeness or correctness of the information or opinions contained in this presentation. Such information and opinions are in all events not current after the date of this presentation. Certain statements made in this presentation may not be based on historical information or facts and may be "forward looking statements" based on the currently held beliefs and assumptions of the management of Yatra Online Limited (Company), which are expressed in good faith and in their opinion reasonable, including those relating to the Company's general business plans and strategy, its future financial condition and growth prospects and future developments in its industry and its competitive and regulatory environment.

Forward-looking statements involve known and unknown risks, uncertainties and other factors, which may cause the actual results, financial condition, performance or achievements of the Company or industry results to differ materially from the results, financial condition, performance or achievements expressed or implied by such forward-looking statements, including future changes or developments in the Company's business, its competitive environment and political, economic, legal and social conditions. Further, past performance is not necessarily indicative of future results. Given these risks, uncertainties and other factors, viewers of this presentation are cautioned not to place undue reliance on these forward-looking statements. The Company disclaims any obligation to update these forward-looking statements to reflect future events or developments.

This presentation is confidential and may not be copied or disseminated, in whole or in part, and in any manner.

Valorem Advisors Disclaimer:

Valorem Advisors is an Independent Investor Relations Management Service company. This Presentation has been prepared by Valorem Advisors based on information and data which the Company considers reliable, but Valorem Advisors and the Company makes no representation or warranty, express or implied, whatsoever, and no reliance shall be placed on, the truth, accuracy, completeness, fairness and reasonableness of the contents of this Presentation. This Presentation may not be all inclusive and may not contain all of the information that you may consider material. Any liability in respect of the contents of, or any omission from, this Presentation is expressly excluded. Valorem Advisors also hereby certifies that the directors or employees of Valorem Advisors do not own any stock in personal or company capacity of the Company under review.

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



Mr. Anuj Sonpal
Valorem Advisors
Tel: +91-22-35075100
Email: yatra@valoremadvisors.com
Investor Kit Link: <http://valoremadvisors.com/yatra>



Yatra Investor Relations
Email: investors@yatra.com



yatra

Thank You