

Date: June 15, 2026

To,

The Secretary, Listing Department  
**BSE Limited**  
Phiroze Jeejeebhoy Towers,  
Dalal Street, Mumbai - 400001

**Scrip Code: 544248**

**Scrip ID: MACHLTD**

**Subject: Investor Presentation under the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 ('SEBI Listing Regulations')**

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**Dear Sir/Madam,**

Pursuant to Regulation 30 read with Regulation 46 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, please find enclosed herewith Investor Presentation on performance of the Company for the half year and financial year ended March 31, 2026 (H2 & FY26).

The said presentation is also available on the website of the Company.

You are requested to kindly take the document on record.

Yours faithfully,

For **Mach Travel Solutions Limited**

(Formerly known as Mach Conferences and Events Limited)

**Yashashvi Srivastava**

Company Secretary & Compliance Officer

**CIN No.**  
L74110DL2004PLC126130

**Corporate Office:**  
Plot No. 1A, 10th Floor, Sector-73,  
Noida Uttar Pradesh – 201301, India

**Registered Office**  
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Plot No. 27, KH/Mustafai No. 154, Killa No. 19/2,  
Uggarsain Park, Dichaon Road, Najafgarh, New Delhi – 110043

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**Mach Travel Solutions Limited**  
(Formerly known as Mach Conferences and Events Limited)



## Investor Presentation H2 & FY26

Integrated Travel Solutions Platform

# Disclaimer

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The Company's actual results, levels of activity, performance or achievements could differ materially and adversely from results expressed in or implied by this Presentation. The Company assumes no obligation to update any forward-looking information contained in this Presentation. Any forward-looking statements and projections made by third parties included in this Presentation are not adopted by the Company and the Company is not responsible for such third party statements and projections.

# MANAGEMENT COMMENT



*"FY26 has been a defining year in our journey as we continued our transformation from a MICE-focused organisation into a diversified and technology-enabled travel solutions platform. Alongside strengthening our core business, we expanded into government projects, enterprise travel management, institutional travel and several emerging travel segments. All in all FY26 was year of investments for future growth.*

*Even amid temporary disruptions arising from Operation Sindoor and geopolitical developments in the Middle East, we improved our EBITDA and PAT margins, reflecting the strength of our operating model and our focus on disciplined execution and profitability.*

*The year was marked by important milestones, including the Punjab Government pilgrimage project and multiple large domestic and international mandates, which reflect the trust our clients place in our execution capabilities and operational expertise.*

*As we move into the next phase of growth, our focus is on creating an integrated travel ecosystem that brings together corporate travel management, self-booking technology, MICE services, B2B travel solutions, holidays, inbound tourism, spiritual journeys and institutional projects under a single platform. We believe the convergence of travel services and technology presents a significant opportunity to create a scalable and differentiated business model.*

*The next phase of growth has begun for Mach Travel Solutions. With a diversified business model, expanding government and institutional projects portfolio, growing enterprise travel management platform and a strong order pipeline, we are targeting record revenues in FY27. Our objective is to build one of India's leading integrated travel solutions platforms by creating a seamless ecosystem spanning flights, hotels, corporate travel, MICE, B2B solutions, holidays, inbound travel, spiritual journeys and institutional projects.*

*We have invested significantly in people, technology and operational capabilities to support this vision and remain committed to strengthening our presence across enterprise, institutional and retail travel segments. With a strong order pipeline and multiple growth drivers in place, we are confident of creating sustainable long-term value for all stakeholders."*

**- Amit Bhatia**

Chairman & Managing Director

# About The Company

- Incorporated in 2004, Mach Travel Solutions Limited evolved from a leading MICE company into an integrated travel and mobility platform

- serving enterprise, institutional, government and retail travel requirements

- Provides end-to-end solutions across-

- MICE Services, B2B Travel Solutions
- Corporate Travel Management
- Government & Institutional Projects
- Flights & Hotels
- Enterprise Travel Management & Self-Booking Tool (SBT),
- Holidays & Leisure Travel and Inbound Tourism
- Spiritual Tourism

- Company developed **strong capabilities** in managing large-scale domestic and international travel programs, conferences, government mandates and institutional projects



H2 FY26 ₹ In Lakhs  
Revenue : **13,337**



H2 FY26 ₹ In Lakhs  
EBITDA : **977**  
PAT : **721**



H2 FY26  
**0.05**  
Debt to Equity



H2 FY26\*  
ROE: **12.7%**  
ROCE: **16.9%** \*Annualised

## KEY FACTS



**25+** Countries Global  
Event Management



**20+** Years Of  
Experience



**PAN India**  
Presence



**400+**  
Employees



**300+**  
Average Pax/Event



**273**  
Total No. of MICE  
Programs



**80,000**  
Total No. of Pax

# Key Operating Highlights

**273**



MICE Programs executed across domestic & international destinations

**81**



Unique corporate clients served across diverse industries

**₹ 216.3 cr**



Total MICE Program business generated

# 20 Year legacy...



**2004**

Company was incorporated



**2012**

Affiliated with **PATA**  
(Pacific Asian Tour Association)



Affiliated with **IATO**  
(Indian Association of Tour Operators)



**2014**

Affiliated with **ADTOI**  
(Association of Domestic Tour Operators of India)



**2019**

- Achieved a turnover of ₹100 Crore
- Affiliated with **IATA**  
(International Air Transport Association)



**2024**

- Crossed turnover of ₹200 Crore
- Converted into a **Public Limited Company**



**2025**

- Started B2C with religious tours in Mahakumbh
- Acquired 21 new corporate clients
- Acquisition of TravExel Events and Travel Pvt Ltd. enables entry into the specialized domain of medical conferences.



**2026**

- Rebranded as Mach Travel Solutions Limited
- Entered Government & Institutional Projects
- Launched Enterprise Travel Management vertical
- Introduced Self-Booking Tool (SBT)
- Expanded into Integrated Travel Solutions Platform
- Developed MachTravel.com B2C platform

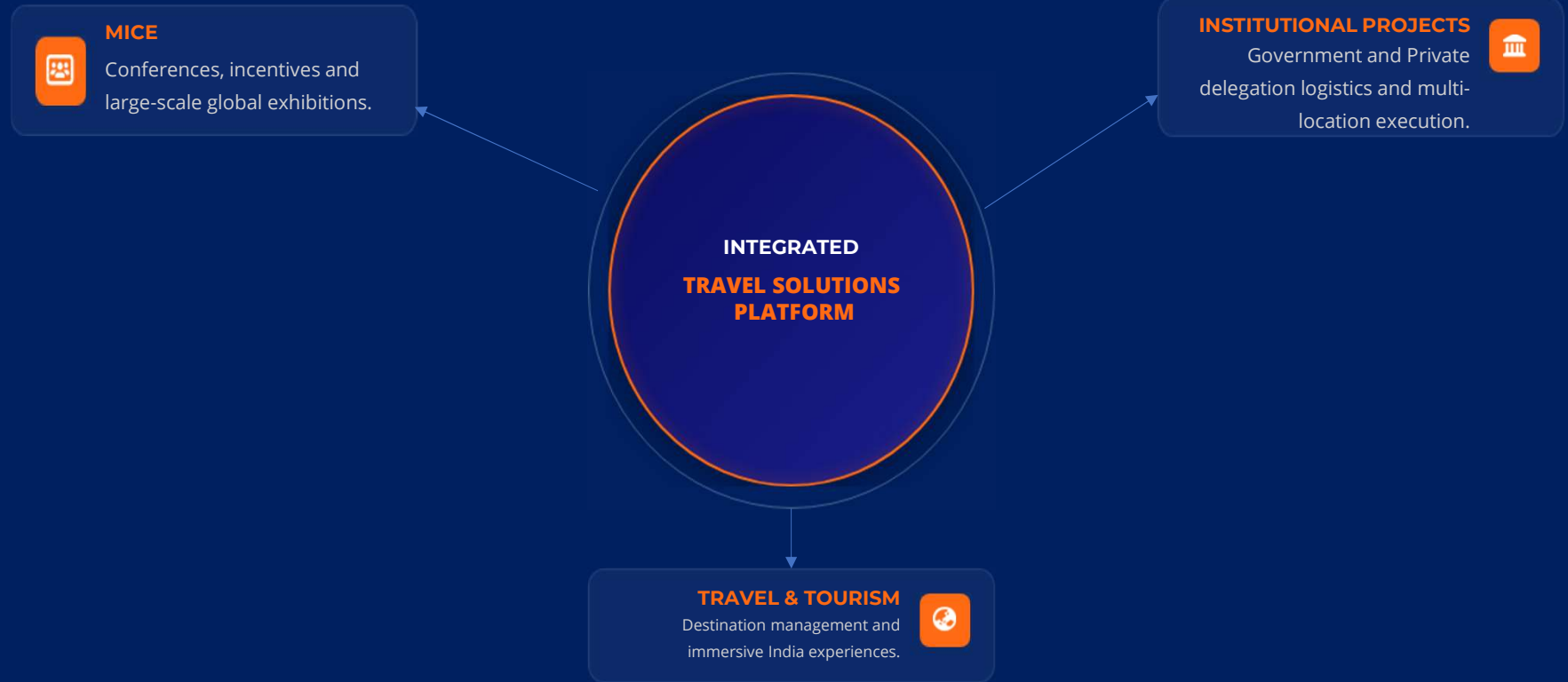
A close-up photograph of two hands shaking in a firm grip, symbolizing a business agreement or partnership. The hands are wearing blue business suits. The background is bright and slightly blurred, suggesting an office or meeting environment.

# Business

Overview

# Business Model – Integrated travel solutions

One Platform. Multiple Solutions. Endless Possibilities



Transforming into an Integrated Travel Solutions Platform

# Key Growth Initiatives



## B2C Expansion

MachTravel.com

### FOCUS AREAS

- **Holidays**
- **Leisure Travel**
- **Cruises**
- **Spiritual Tourism**



## Geographic Expansion

Current presence across India's key metro and business hubs:

- **Noida**
- **New Delhi**
- **Kolkata**
- **Mumbai**
- **Bengaluru**



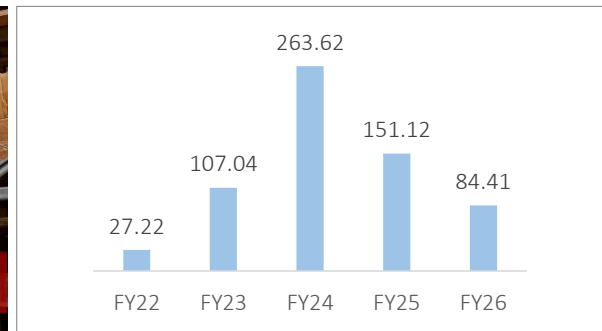
## Growth Drivers

- ✓ Growing Corporate Travel Management Business & SBT
- ✓ Expanding deeper into Government Projects
- ✓ Building an Integrated Travel Solutions Ecosystem

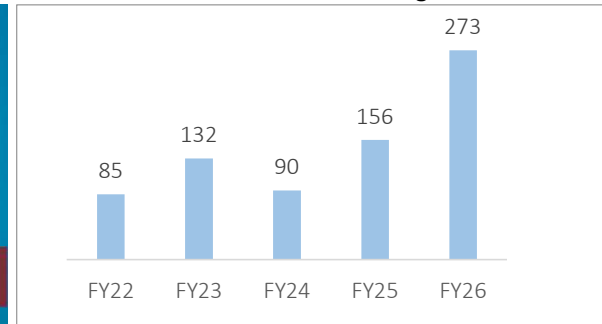
# Comprehensive MICE Solutions



**Average revenue generated per MICE Program (in ₹ Lakhs)**



**Number of MICE Programs**



## Beyond MICE

The Company is leveraging its execution capabilities and industry relationships to expand into Corporate Travel Management, Government Projects, Enterprise Travel Technology, B2B Travel Solutions and Retail Travel.

# Top Domestic & International Destination FY26



**Bali**



**Chennai- Cordelia Cruise**



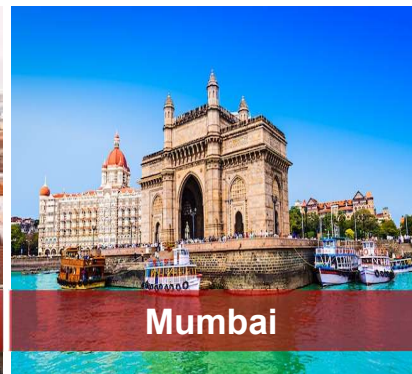
**Dubai**



**Amritsar**



**Prague/Vienna**



**Mumbai**



**Goa**



**Lisbon**



**Argentina**

# H2 FY26 Key Projects



## ORDER PIPELINE HIGHLIGHTS

**₹142+ Cr**

Secured Mandates

**1.89 Lakh+**

Participants & Beneficiaries

**4**

Major Projects across Government,  
Corporate & International Segments



## Punjab Government Pilgrimage Programme

- ₹92 Cr value
- 1.85 lakh yatris
- Multi-year execution



## Oceania MICE Programmes

- ₹32 Cr — multiple group wins
- 950–1,000 delegates
- Q1 FY27 execution



## Dubai Travel Management Projects

- ₹10 Cr value
- 1,200 participants



## Mumbai MICE Movement

- ₹8.45 Cr value
- 1,600 participants

# Recently Managed in Last One Year



	<b>Bali</b>	<b>Argentina</b>	<b>Mexico</b>	<b>Goa</b>	<b>Aamby vally</b>	<b>Chennai</b>
	Jul 2025	Sep 2025	Apr 2025	Jul 2025	Jul 2025	Aug 2025
	980	101	38	1,300	1250	1500
	1,151.32	1,074.44	584.50	921.71	525.84	932.55
	Incentive Tours/Event	Incentive Tours/Event	Incentive Tours/Event	Incentive Tours/Event	Incentive Tours/Event	Cordelia cruise
	Banking Sector	Insurance Sector	Insurance Sector	Banking Sector	Banking Sector	Banking Sector
	<b>Kenya</b>	<b>Punjab</b>	<b>Bali</b>	<b>Sikkim</b>	<b>Bangkok</b>	<b>Delhi - Agra</b>
	Aug 2025	Aug 2025	Aug 2025	Apr 2025	Jun 2025	Aug 2025
	57	120	240	270	400	800
	445.50	359.19	278.05	258.07	251.52	207.06
	Incentive Tours/Event	Incentive Tours/Event	Incentive Tours/Event	Incentive Tours/Event	Tour	Incentive Tours/Event
	Banking Sector	Insurance Sector	Manufacturing Sector	Insurance Sector	Home Appliances Sector	Cement Sector



Location



Period



Pax



Event Value  
(in ₹ Lakhs)



Service Category



Client Industry

# B2C Segment...



**B2C Travel portal – MACHTRAVEL.COM to be launched**



**Wedding**



**Religious tourism**

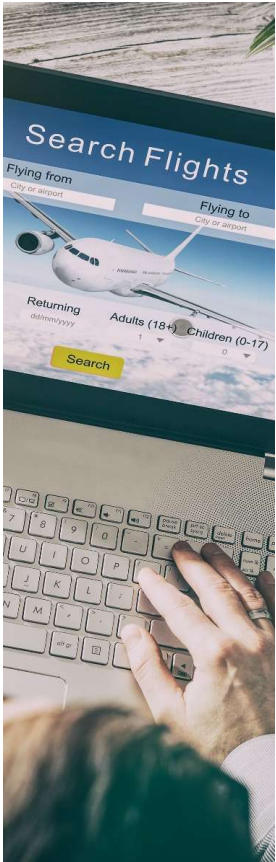


**Cruises**



**Visas**

# B2C Travel portal (MACHTRAVEL.COM to be launched)



## Market Trends & Opportunities

India's position on the **World Economic Forum's Travel and Tourism Development Index 2024** has improved to **39th from 54th in 2021**.

Growth in India's travel & tourism sector supports B2C expansion.

International travel spending has seen the most significant increase

Tourism Infrastructure development



## Leveraging Existing Strengths

### Established Corporate Customer Base

Years of trust and strong relationships with existing clients.

### Recognition & Familiarity

Brand recognition in the corporate space will aid B2C penetration.

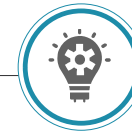
### MICE Business Growth

Growing MICE sector will drive B2C demand.

Opportunity to cross-sell and up-sell within both segments.

### Ease of Booking

User-friendly and familiar portal ensuring a seamless experience for customers.



## Strategic Advantage

### Strong Industry Connections

existing relationships with all airlines and hotels will enhance profitability by enabling smoother deals and better negotiation terms

### Tourism Infrastructure Development

Makes travel easier and more appealing.

### B2C Strategy

Strategically utilize existing client relationships. serving the needs of corporate customers and individual travelers.



## Driving Factors for Growth

### Expanding Middle-Income Population

More people are willing to invest in travel experiences.

### Improved Infrastructure

Expansion of air, road, and rail networks making remote adventure destinations accessible.

### Influence of Social Media

Social platforms driving travel trends and influencing consumer decisions.

**40,000+** PEOPLE TRAVELLED WITH MACH IN H2 FY26



# Industry

Overview

# Industry Growth Drivers



Business travel surge boosts MICE demand.

Custom event solutions drive **client satisfaction**.

Investments & policies under '**Incredible India**' enhance sector appeal.

Government support positions India as a **global MICE hub**.

Infrastructure growth expands MICE opportunities.

Ministry has formulated a National Strategy and Roadmap for MICE Industry

# Indian MICE Industry Overview



The India MICE market size reached **USD 110.30 Billion** in 2024. Looking forward, IMARC Group expects the market to reach **USD 183.10 Billion** by 2033, exhibiting a growth rate (**CAGR**) of **5.20%** during 2025-2033.

## India's Thriving MICE Sector



### Strong Growth

The MICE industry in India is expanding outpacing GDP growth.



### Global Ranking

India ranks **28th** in **ICCA meetings** and has hosted **200+ G20**.



### Sustainability & Technology

Increasing focus on **eco-friendly initiatives** and **AR/VR integration** in .



### Key Venues

Prominent MICE locations include **Jio World Convention Center** and **Bharat Mandapam**.



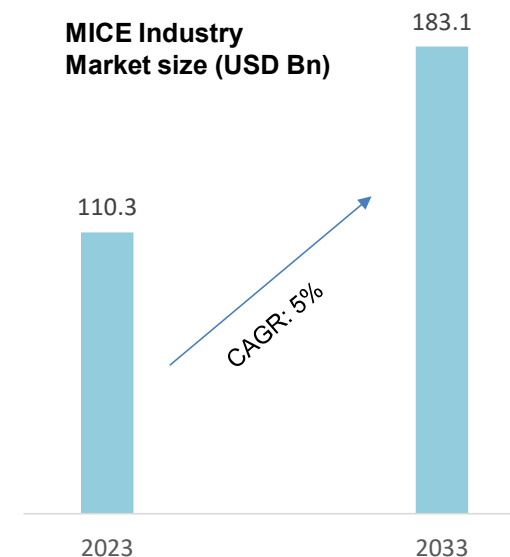
### Hybrid & Digital

Adoption of **virtual and hybrid formats** is enhancing engagement.



### Future Outlook

Growth fueled by **infrastructure upgrades**, **e-Tourist visas**, and **Tier-II city development**.



[India MICE Market Size, Share, Trends and Forecast by Type and Region, 2025-2033](#)

# Government Initiatives Boosting Tourism

## Incredible India Campaign

Promotes India as a global travel destination.

## Dekho Apna Desh Campaign

Encourages domestic tourism with travel incentives.

## Swadesh Darshan Scheme

Develops integrated tourism circuits across India.

## PRASAD Scheme

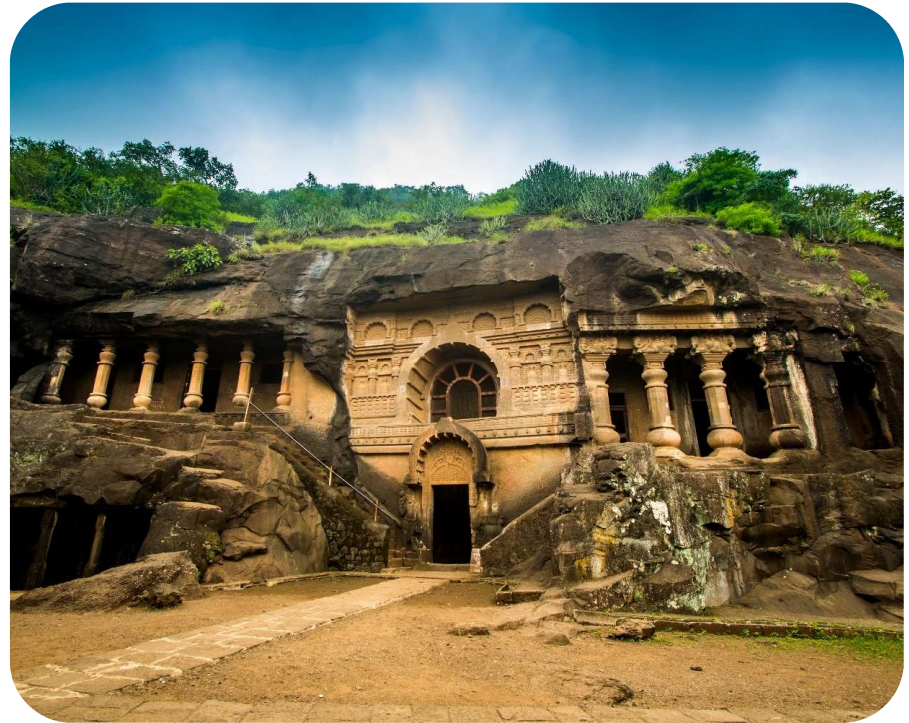
Focuses on pilgrimage tourism infrastructure.

## E-Visa Facility

Available for citizens from over **160 countries**, simplifying entry for tourists.

## G20 Presidency (2023)

Positioned India as a global tourism hub with international and increased visibility.



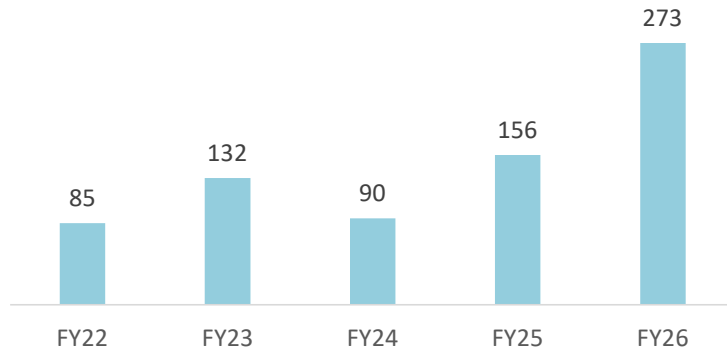
# Financial performance



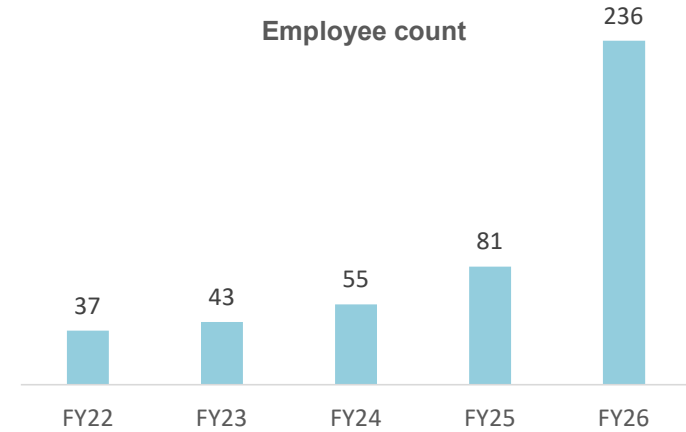
# Operational KPIs Overview / Revenue visibility



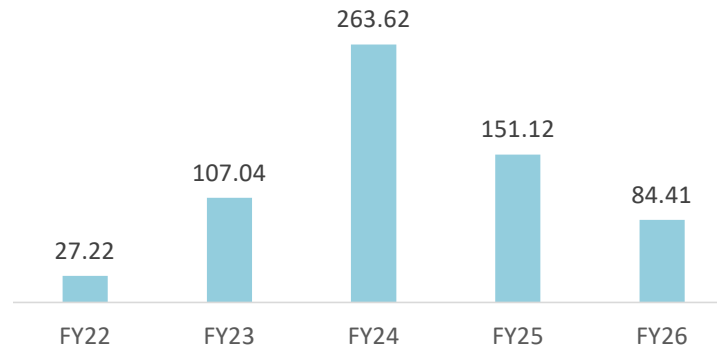
Number of MICE Programs



Employee count



Average revenue generated per MICE Program (in ₹ Lakhs)

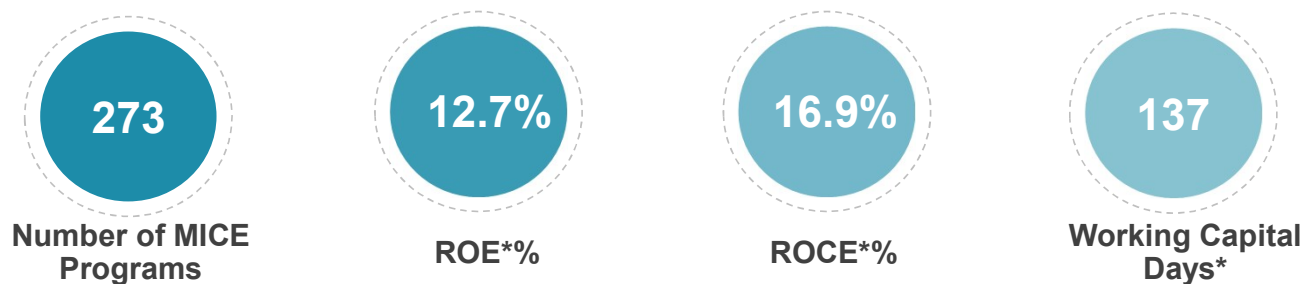


# Financial Highlights FY26



FY26		FY25	
Revenue ₹ 23,045 Lakh	EBITDA ₹ 2,235 Lakh	Revenue ₹ 23,575 Lakh	EBITDA ₹ 2,196 Lakh
PAT ₹ 1,506 Lakh	EPS ₹ 7.44	PAT ₹ 1,417 Lakh	EPS ₹ 7.07

As on 31<sup>st</sup> March 2026

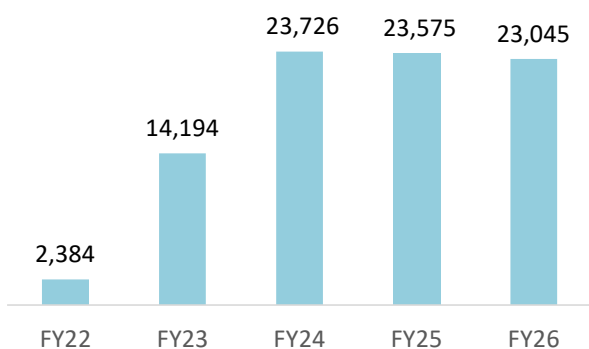


\*Annualized

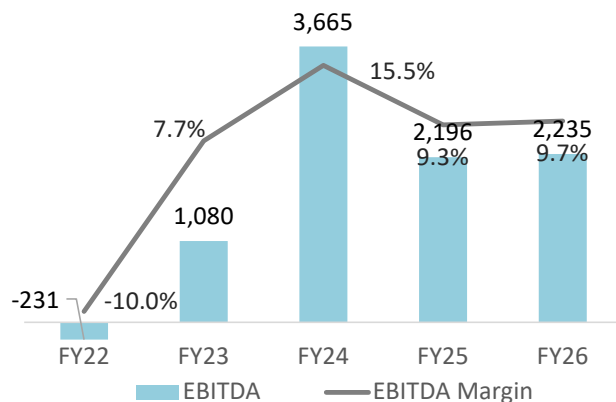
# Key Financial Ratios



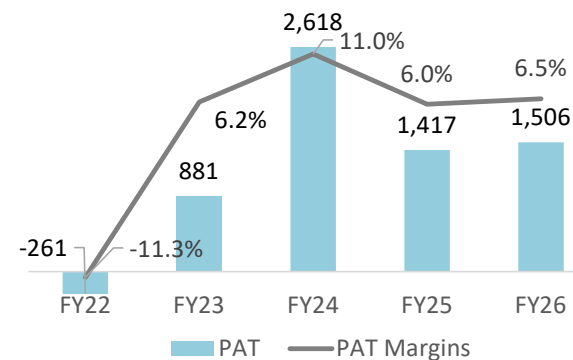
Total Income (₹ Lakhs)



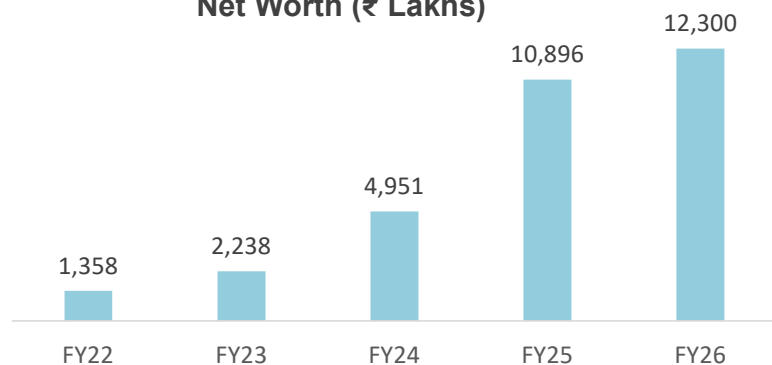
EBITDA (₹ Lakhs) & EBITDA Margin (%)



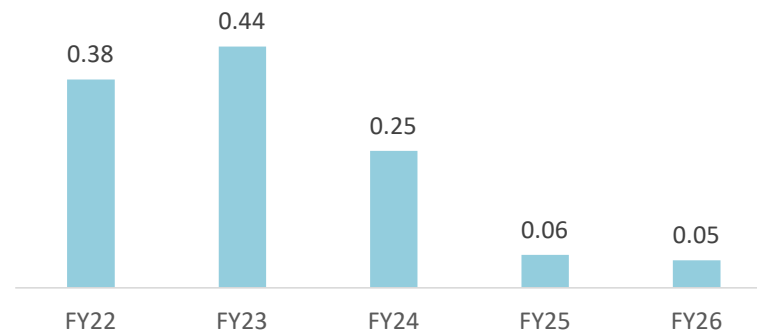
PAT (₹ Lakhs) & PAT Margin(%)



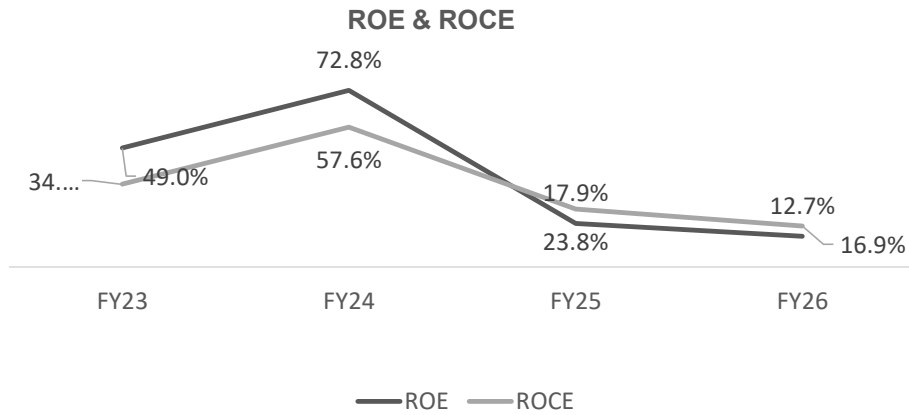
Net Worth (₹ Lakhs)



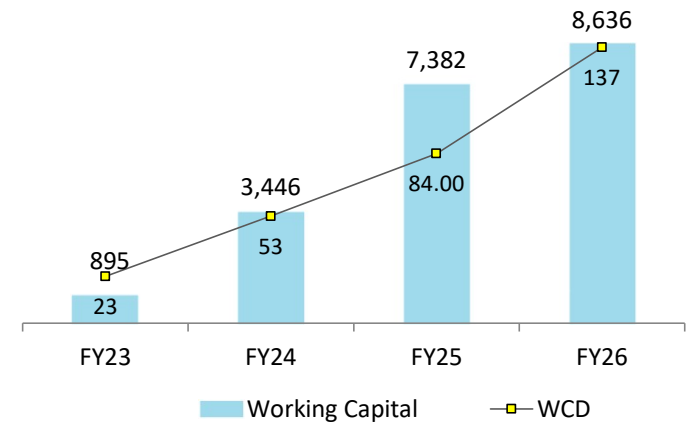
Debt to Equity



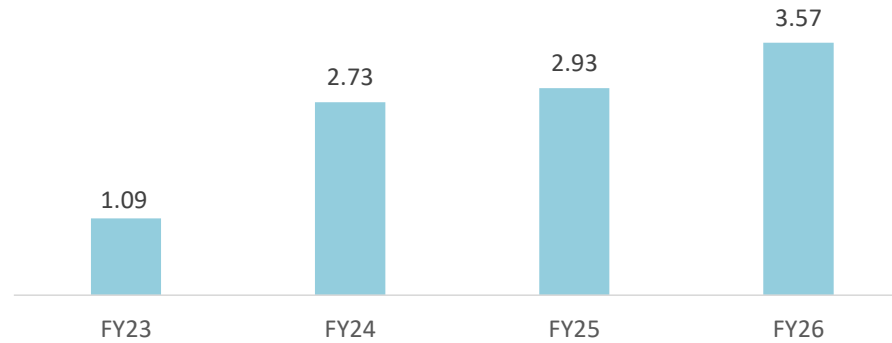
# Key Balance Sheet Ratios



Working Capital (₹ Lakhs) & Working Capital (Days)



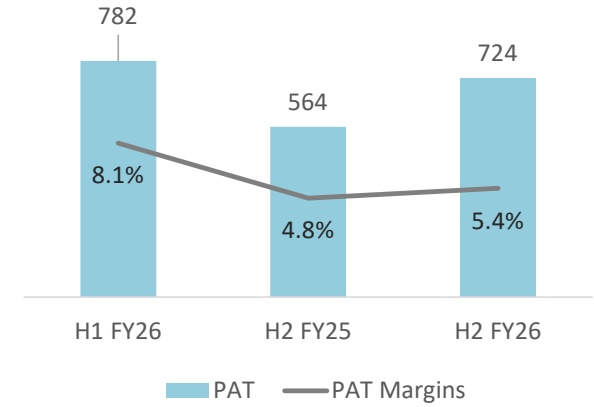
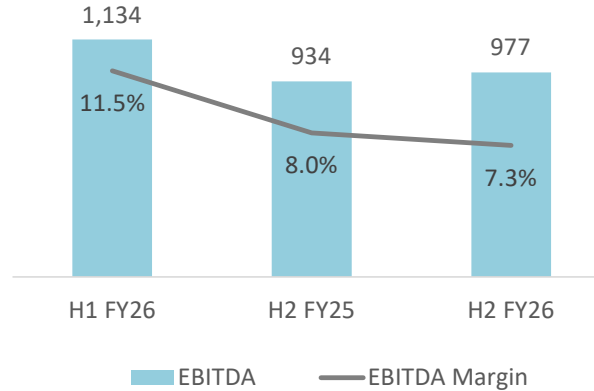
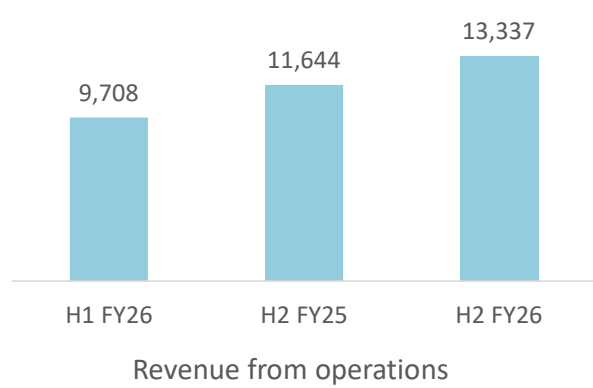
Debt service coverage Ratio



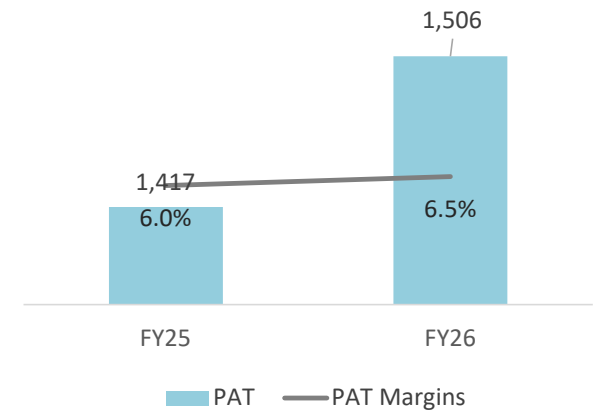
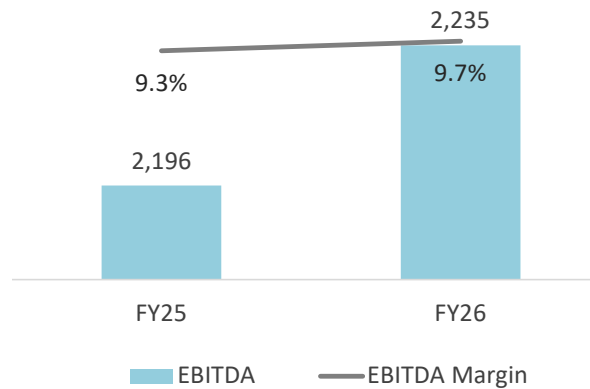
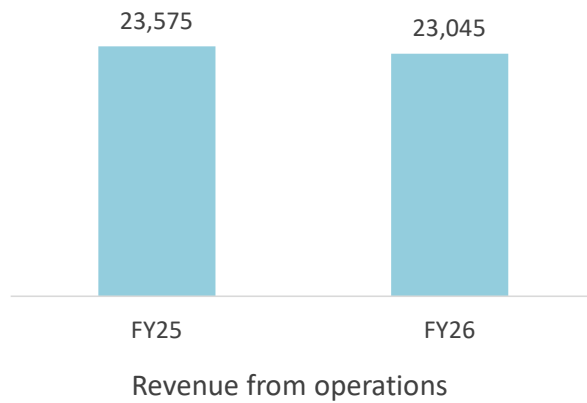
# H2 & FY26 Key Financial Highlights



H2 FY26



Annual



In ₹ Lakhs

# H2 FY26 Income Statement



INR Lakhs	H2 FY26	H2 FY25	Y-o-Y %	H1 FY26
<b>Revenue From Operations</b>	<b>13,337</b>	<b>11,644</b>	<b>(87.6)%</b>	<b>9,708</b>
Other Income	124	211		160
<b>Total Income</b>	<b>13,461</b>	<b>11,855</b>	<b>(87.7)%</b>	<b>9,868</b>
<u>Expenses</u>				
Employee Benefit Expenses	792	521		638
Other Administrative Expenses	11,568	10,400		8,095
<b>Total Expenses</b>	<b>12,360</b>	<b>10,921</b>		<b>8,734</b>
<b>EBITDA</b>	<b>977</b>	<b>934</b>	<b>(91.5)%</b>	<b>1,134</b>
<b>EBITDA Margin (%)</b>	<b>7.33%</b>	<b>8.02%</b>	<b>(332) Bps</b>	<b>11.49%</b>
Finance Cost	49	44		39
Depreciation	83	74		73
<b>PBT</b>	<b>970</b>	<b>816</b>	<b>3.9%</b>	<b>1,022</b>
Tax	245	252		240
<b>PAT</b>	<b>724</b>	<b>564</b>	<b>(86.3)%</b>	<b>782</b>
<b>PAT Margin (%)</b>	<b>5.40%</b>	<b>4.84%</b>	<b>51 Bps</b>	<b>8.06%</b>
<b>Basic EPS in Rs.</b>	<b>3.74</b>	<b>2.68</b>		<b>3.70</b>

# Balance sheet



INR Lakhs	As on 31 <sup>st</sup> Mar'26	As on 31 <sup>st</sup> Mar'25	INR Lakhs	As on 31 <sup>st</sup> Mar'26	As on 31 <sup>st</sup> Mar'25
<b>EQUITY AND LIABILITIES</b>			<b>ASSETS</b>		
Equity Share Capital	2,104	2,104	<b>Non-Current Assets</b>	<b>4,217</b>	<b>4,148</b>
Reserves and surplus	10,032	8,792	Property Plant & Equipment	1,924	1,974
Minority interest	164	-	Tangible Assets under development	-	-
<b>Shareholder's Fund</b>	<b>12,300</b>	<b>10,896</b>	Non-Current Investments	-	-
			Deferred Tax Assets (Net)	17	-
<b>Non-current Liabilities</b>	<b>553</b>	<b>671</b>	Long Term Loans & Advances	124	22
Long Term Borrowing	421	529	Other Non-Current Assets	2,152	2,152
Long Term Provisions	132	83			
Deferred Tax Liabilities (net)	-	59	<b>Current Assets</b>	<b>14,087</b>	<b>9,758</b>
			Current Investments	230	720
<b>Current Liabilities</b>	<b>5,451</b>	<b>2,339</b>	Trade Receivables	4,903	4,295
Short Term Borrowings	138	127	Cash & Bank Balances	3,179	2,666
Trade Payables	2,341	611	Short Term Loans & Advances	5,712	1,955
Other Current Liabilities	2,396	933	Other Current Assets	63	122
Short Term Provisions	576	669			
<b>Total Equity &amp; Liabilities</b>	<b>18,304</b>	<b>13,906</b>	<b>Total Assets</b>	<b>18,304</b>	<b>13,906</b>

# WAY AHEAD



## Record Revenues

Targeting record revenues in FY27, building on strong H2 FY26 momentum and a healthy secured order pipeline.



## B2C Launch

Launch of MachTravel.com to penetrate the B2C market — holidays, leisure travel, cruises and spiritual tourism.



## Pan-India Expansion

Widening footprint across India's key metros to deepen corporate, government and institutional relationships.



### MANAGEMENT VISION

*“To build one of India's leading integrated travel solutions platforms through technology, execution excellence and diversified travel offerings.”*



# Thank You



**Mach Travel Solutions Limited**

**Ms. Yashashvi Srivastava**

Company Secretary & Compliance Officer

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Website: [www.machconferences.com](http://www.machconferences.com)

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