



IPO INSIGHTS



Yatra Online Limited

Issue Dates - Opens: 15-09-2023 | Closes: 20-09-2023

IPO Note	<div>1. Yatra Online Limited provides information, pricing, availability, and booking facilities for domestic and international customers.</div> <div>2. Yatra Online Limited is India's largest platform for domestic hotels.</div> <div>3. The Company is the third largest consumer online travel company (OTC) in the country in terms of gross booking revenue.</div>
Rating	★★(Average)

IPO SNAPSHOT	
Issue Size	₹ 775 Crores
Issue Type	Book Built Issue IPO
Fresh Issue	₹ 602 Crores
Offer for Sale	₹ 173 Crores
Face Value Per Share	₹ 1
Price Band Per Share	₹135 to ₹142
Minimum Lot Size	105 shares
Listing On	BSE, NSE
Registrar to the Issue	Link Intime India Private Ltd

IPO SNAPSHOT – Yatra Online Limited																																			
About the Company	<ul style="list-style-type: none">▪ Incorporated in 2005▪ The company provides domestic and international air ticketing on Indian and international airlines, as well as bus ticketing, rail ticketing, cab bookings, and ancillary services within India, hotels, homestays, and other accommodations bookings, with about 105,600 hotels in 1,490 cities and towns in India, as on Fiscal 2023.▪ The company has over 94,000 hotels and homestays contracted in approximately 1,400 cities across India as well as more than 2 million hotels around the world.▪ The company's clientele includes both business to business and business to customers, this enables the company to target India's most frequent and high-spending travelers, namely, educated urban consumers.▪ The company has the largest number of hotel and accommodation tie-ups amongst key domestic OTA players of over 2,105,600 tie-ups.▪ Yatra Online recently launched a freight forwarding business called Yatra Freight to further expand its corporate service offerings.																																		
Competitive Strengths	<ul style="list-style-type: none">▪ Trusted brand with a proven track record and targeted marketing strategy▪ Large and Loyal Customer Base▪ Synergistic Multi-Channel Go to Market approach for Business and Leisure Travelers▪ Integrated Technology Platform▪ Comprehensive Selection of Service and Product Offerings▪ Experienced management team with an established track record																																		
Financials (₹ in Crores)	<table><tr><th>Particulars</th><th>31-3-2021</th><th>31-3-2022</th><th>31-03-2023</th><th>Y-o-Y</th></tr><tr><td>Revenue</td><td>125.45</td><td>198.07</td><td>380.16</td><td>92%</td></tr><tr><td>EBITDA</td><td>-22.43</td><td>-8.79</td><td>36.67</td><td>513%</td></tr><tr><td>EBITDA Margin</td><td>-17.9%</td><td>-4.5%</td><td>9.6%</td><td></td></tr><tr><td>PAT</td><td>-118.86</td><td>-30.79</td><td>7.63</td><td>125%</td></tr><tr><td>PAT Margin</td><td>-94.7%</td><td>-15.5%</td><td>2.0%</td><td></td></tr></table>					Particulars	31-3-2021	31-3-2022	31-03-2023	Y-o-Y	Revenue	125.45	198.07	380.16	92%	EBITDA	-22.43	-8.79	36.67	513%	EBITDA Margin	-17.9%	-4.5%	9.6%		PAT	-118.86	-30.79	7.63	125%	PAT Margin	-94.7%	-15.5%	2.0%	
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Promoters	<ul style="list-style-type: none">▪ THCL Travel holding cyprus Limited▪ Asia Consolidated DMC PTE Ltd																																		
Objects of the issue	<ul style="list-style-type: none">▪ Strategic investments, acquisitions and inorganic growth▪ Investment in customer acquisition and retention, technology, and other organic growth initiatives▪ General Corporate purposes																																		

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