

## **Press Release**

### **TBO Tek Ltd delivers a strong performance in FY25 on the back of robust growth in Hotels segment.** **Revenue up 25%, Adj. EBITDA grew 22% YOY to INR 329 Cr** **GTV Crosses INR 30,000 Cr**

- FY25 GTV came in at INR 30,832 Cr with 43% yoy growth in international markets.
- Growth led by Europe (+70%) and APAC (+66%) – demonstrating a well-diversified demand base. Middle-East and Americas also grew in double digits. Indian Hotels segment also grew double-digits in H2.
- Fast expanding global footprint. 15 new countries added. 73 new hires in Sales functions across 32 countries.
- Strong balance sheet with INR 1,450 Cr+ cash and cash equivalent (including Fixed deposit and liquid funds) available for organic and inorganic expansion.

**New Delhi, May 22<sup>nd</sup>, 2025:** TBO Tek Limited (BSE: 544174) (NSE: TBOTEK), one of the largest global travel distribution platforms, announced its unaudited financial results for Q4 & FY25 today.

#### **Consolidated Financial Performance for FY25 [YoY Growth]**

- GTV of **INR 30,832 Cr** v/s **INR 26,536 Cr** [+ 16% YoY]
- Revenue from operations of **INR 1,737 Cr** v/s. **INR 1,393 Cr** [+ 25% YoY]
- Adjusted EBITDA of **INR 329 Cr** v/s. **INR 270 Cr** [+ 22% YoY].
- PAT of **Rs. 230 Cr** v/s. **Rs. 201 Cr** [+15% YoY]

#### **Consolidated Financial Performance for Q4 FY25 [YoY Growth]**

- GTV of **INR 7,788 Cr** v/s **INR 7,511 Cr** [+ 4% YoY]
- Revenue from operations of **INR 446 Cr** v/s. **INR 369 Cr** [+ 21% YoY]
- Adjusted EBITDA of **INR 79 Cr** v/s. **Rs. 69 Cr** [+ 15% YoY].
- PAT of **INR 59 Cr** v/s. **INR 46 Cr** [+ 27% YoY].

\*All numbers have been rounded off

#### **Key Business Updates**

Robust growth in Hotels & Ancillaries segment, both in India and international markets. Company is geared towards increasing Hotel saliency, accelerating market expansion and implementing AI-led technologies for improving customer engagement and operational efficiencies.

- Rolled out our next-generation hotel booking platform H-Next to customers in India (100% covered) and in international market. Very encouraging response from customers and witnessing increased conversion.
- Continued progress on automation of back-end processes using AI driven automatic handling of supplier notifications being scaled up.
- Significant ramp-up in adding on-ground salesforce - 73 additions in FY25. Supply and supporting functions also beefed up to support rapid growth.
- Sales leader for North America onboarded.

- Stakeholder outreach – felicitated the top-performing agents (both Air & Non-Air) in more than 40 cities across India.

### **Management Commentary**

“Our Hotels & Ancillaries segment continues to demonstrate strong growth, now contributing 16% to India GTV,” said **Mr. Ankush Nijhawan, Co-founder and Joint MD, TBO Tek Limited**. “We are strategically focused on driving higher share of wallet through cross-sell initiatives, supported by robust demand for outbound travel and a clear shift in consumer preference toward experiential, high-value itineraries. These structural tailwinds position us well for sustained, profitable growth in the Indian market.”

**Mr. Gaurav Bhatnagar, Co-founder and Joint MD, TBO Tek Limited said,** “In FY25, we laid the foundation for accelerating our business across geographies. Europe & APAC led the growth with 50%+ yoy growth. Company’s Tech and AI initiatives complement the rapid footprint expansion by helping drive better user experience and by improving platform performance. This gives us the confidence to maintain our expansion plans and aim for market leadership in the next 5-10 years.”

### **About TBO Tek Limited**

The TBO platform connects around 189K Buyers across more than 150 countries with over one million Suppliers. TBO simplifies the business of travel for suppliers such as hotels, airlines, car rentals, transfers, cruises, insurance, rail and others, and retail buyers such as travel agencies and independent travel advisors; and enterprise buyers that include tour operators, travel management companies, online travel companies, super-apps and loyalty apps through their two-sided technology platform that enables Suppliers and Buyers to transact seamlessly with each other. TBO’s platform allows the large and fragmented base of Suppliers to display and market inventory to, and set prices for, the large and fragmented global Buyer base. For Buyers, the platform is an integrated, multi-currency and multi-lingual one-stop solution that helps them discover and book travel for destinations worldwide, across various travel segments such as leisure, corporate and religious travel.

Website – [www.tbo.com](http://www.tbo.com)

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