

TBO.com: Travel Simplified

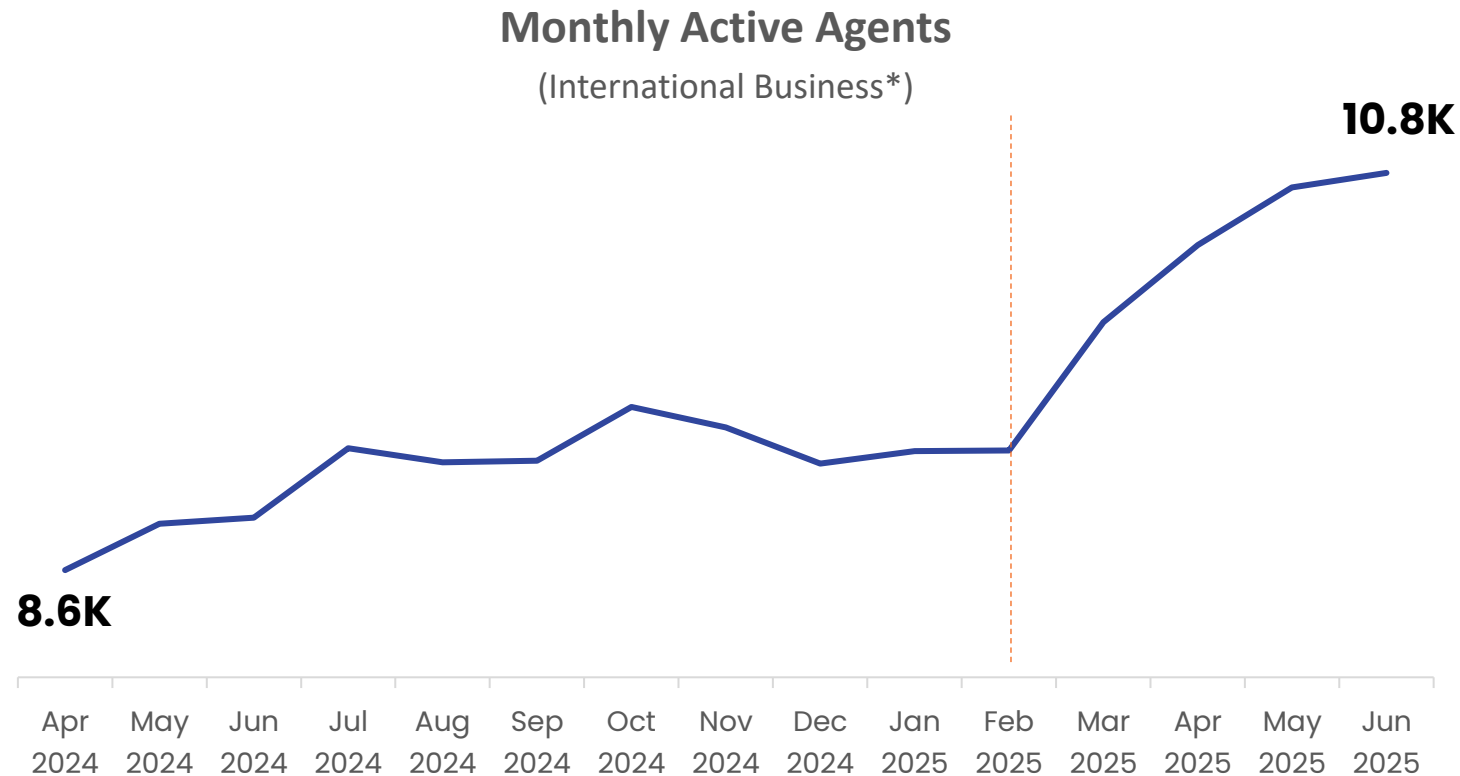
Annexure to Shareholders' Letter: Q1 2025-26



Disclaimer

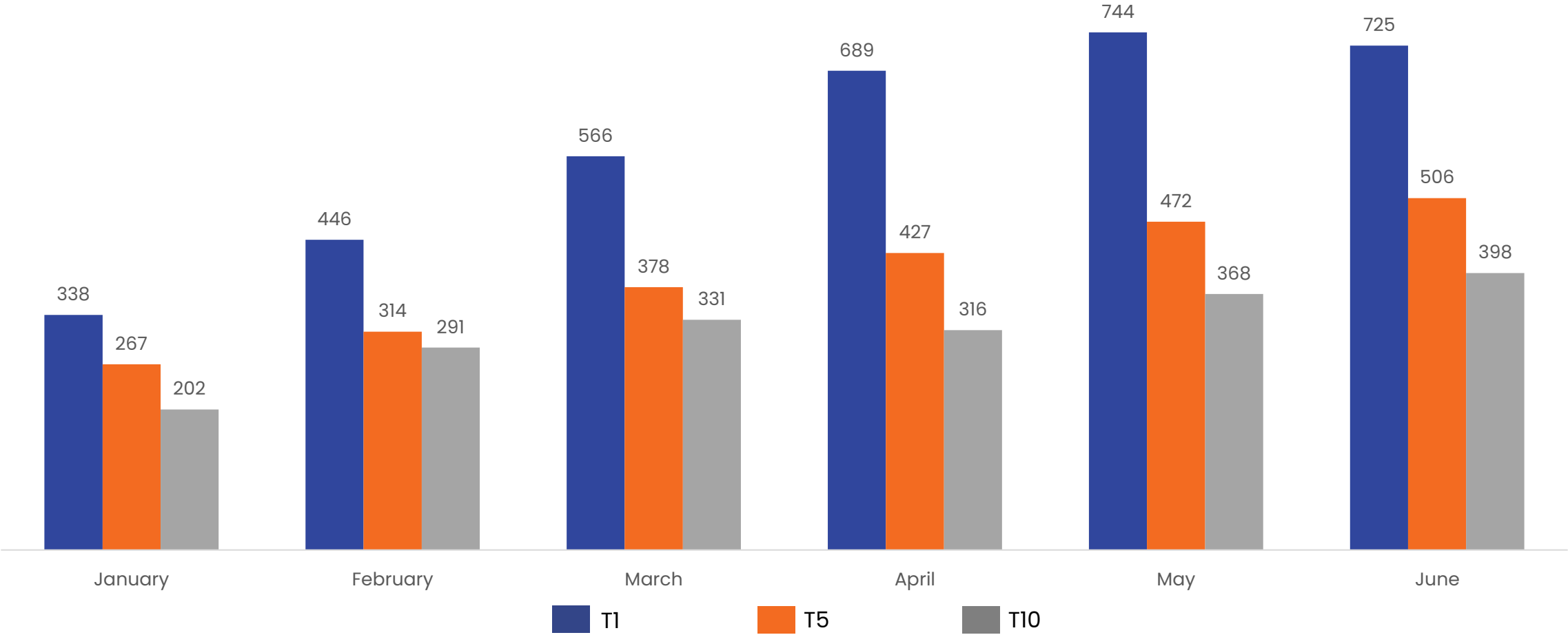
This presentation may contain statements which reflect Management's current views and estimates and could be construed as forward-looking statements. The future involves risks and uncertainties that could cause actual results to differ materially from the current views being expressed. These risks and 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.

Early green shoots of the impact of investments in growth



- Monthly Active Agents base showing rapid growth since start of investments into growth
- Investments made in expansion of sales personnel across key growth markets like LATAM, APAC, Europe and MEA

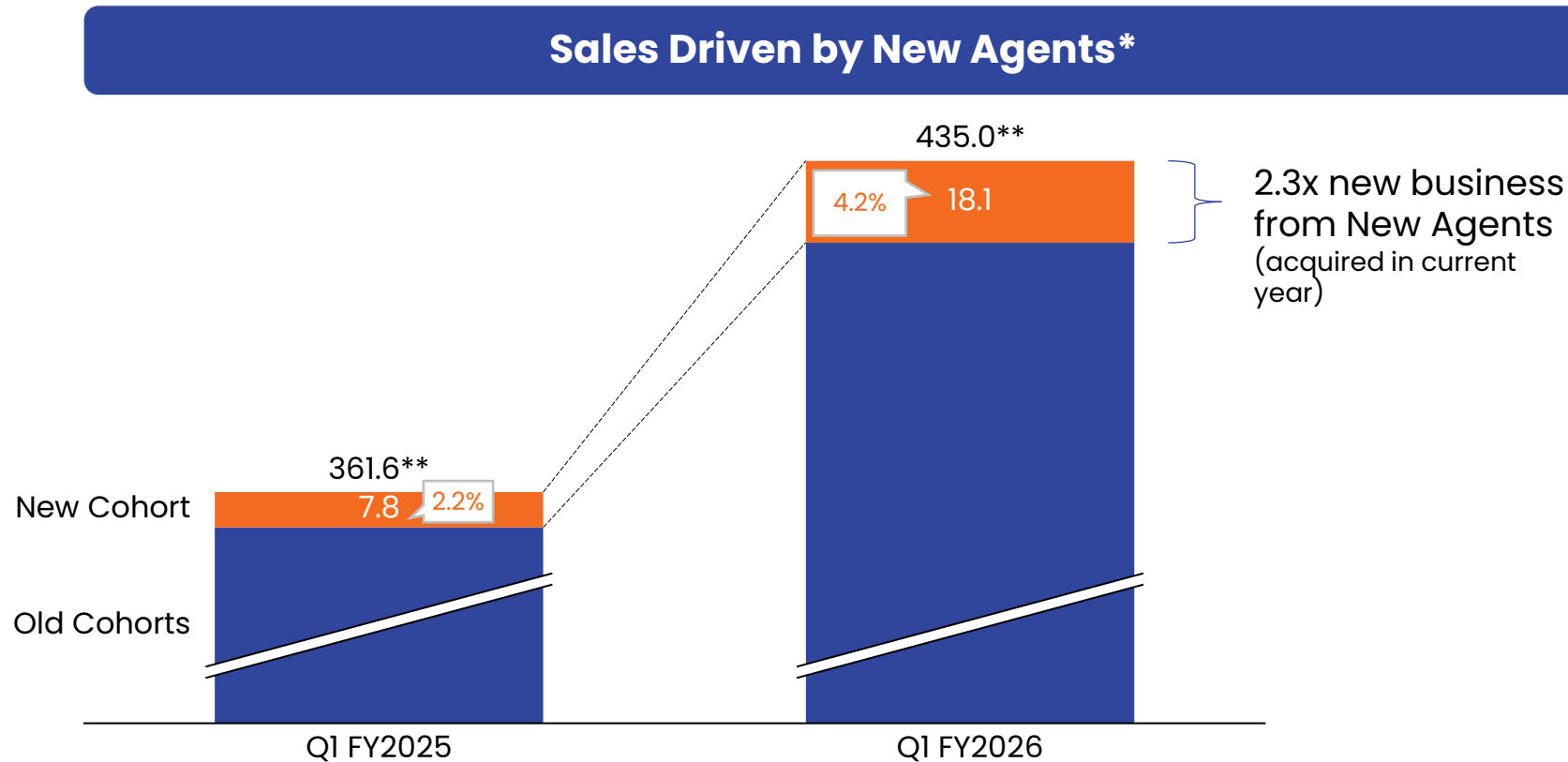
Growth across the new agent sales funnel



Notes: T1: Number of Agents who have made their first booking with TBO
T5: Number of Agents who have made their fifth booking with TBO
T10: Number of Agents who have made their tenth booking with TBO

Above metrics are for the International Business, excluding Jumbo Online

Acceleration of new agent addition has started showing up in incremental growth



- In Q1'FY26, sales driven by new agents were up 132% YoY
- New agents are primarily on retail-side, and typically mature over a 6-9 months period
- We expect the full revenue impact of these investments to start playing out by Q4

Notes: * New Agent is defined as an agent who made his first booking in the current financial year ** \$ Mn
Above metrics are for the International Business, excluding Jumbo Online and BAB

We are improving efficiency of existing KAMs, while scaling up new KAMs

22%

higher efficiency for existing KAMs in onboarding new agents



41%+

Share of T1 by new KAMs, attained within 3 months vis-à-vis existing KAMs



69%

Y-o-Y growth in new customer addition

~21%

business share¹ driven by new KAMs in June'25

Thank You!

