TBO Tek Ltd posts a strong Q1 FY27 performance with early operating leverage driving margin expansion - Revenue up 81% YoY and Adj. EBITDA at ₹150 Crores, up 77% YoY

Press Release

- The quarter was characterized by robust performance despite continued geopolitical headwinds from the middle east crisis. GTV for the quarter stood at ₹11,154 Cr, up 37% YoY.
- GTV for the Hotels + Ancillary business reached ₹7,578 Cr, up 50% YoY and GTV for Airlines business reached ₹3,577 Cr, up 17% YoY
- Monthly Transacting Buyers (MTBs) for the quarter reached 33,736, up 14% YoY.
- The quarter saw a broad based growth across India, APAC, Europe, North America and LATAM
- Profit after Tax was at ₹83 Cr, up 32% YoY

New Delhi, July 29th, 2026: TBO Tek Limited (BSE: 544174) (NSE: TBOTEK), one of the largest global travel distribution platforms, announced its unaudited financial results for Q1'FY27 today.

Consolidated Financial Performance for Q1 FY2027 [YoY Growth]

- GTV of **₹11,154 Cr** v/s **₹8,119 Cr** [+ 37**%** YoY]
- Revenue from operations of **₹926** Cr *v/s.* **₹511** Cr [+ 81**%** YoY]
- Gross Profit of **₹552 Cr** *v/s.* **₹333** Cr [+ 66**%** YoY]
- Adjusted EBITDA of **₹150** Cr *v/s.* ₹**85** Cr [+ 77**%** YoY].
- PAT of **₹83** Cr *v/s.* **₹63** Cr [+ 32**%** YoY].

*All numbers have been rounded off

Key Business Updates

Q1 FY27 was important not merely because of the growth we delivered, but because several characteristics we have been building into TBO became visible together. The quarter began against a backdrop of continuing uncertainty across the Middle East. Travel routes, destination preferences and booking behaviour were still adjusting to the disruption. Against this environment, our platform continued to grow, Adj. EBITDA grew faster than Gross Profit with healthy cash generation.

- For the Hotels + Ancillary Segment, GTV for the APAC, Europe and LATAM markets grew at 56% YoY, 37% and 20%, respectively.
- The India business had another strong quarter with sustained growth trajectory, with the Airline segment reporting 14.7% YoY growth for the quarter.
- 66% YoY Gross Profit growth drove 77% YoY growth in Adj. EBITDA demonstrating the operating leverage playing out for the platform.
- Cash and Cash Equivalents (including bank balances, bank deposits and liquid investments) were ₹1,984Cr as on 30th June 2026, up ₹392 Cr from 31st March 2026, driven in part by working capital release.

Management Commentary

Mr. Gaurav Bhatnagar, Co-founder and Joint MD, TBO Tek Limited said, "Q1'FY27 demonstrated the resilience of our platform, the breadth of our source markets and global supply allowed us to participate as travel flows shifted across destinations, airlines and routes. The scalability of this platform and our operating infrastructure will allow us to support progressively greater volumes of business without requiring a commensurate increase in costs"

Mr. Ankush Nijhawan, Co-founder and Joint MD, TBO Tek Limited said "During Q1'FY27, our India business continued to build on a solid base, with Airlines GTV growing 14.7% YoY and remain confident in the long term opportunity presented by the increasing scale and sophistication of Indian outbound travel. The quarter also demonstrated TBO's ability to generate healthy cash flows, with the release of timing related working capital items resulting in cash generation significantly exceeding Adjusted EBITDA."

Management published detailed commentary on the business' performance for the quarter in TBO's Shareholders' Letter for Q1'FY27, which is available at Link

Website – www.tbo.com

For further information, please contact:

TBO Tek Ltd	Adfactors PR ltd
Neera Chandak Email- corporatesecretarial@tbo.com	Aashvi Shah Email: aashvi.shah@adfactorspr.com
Investor Relations Email- investors@tbo.com	For Media Queries Sagar Sawant Email: sagar.sawant@adfactorspr.com