TBO Tek Ltd posts a strong Q2 FY27 performance with continued operating leverage driving organic margin expansion - Revenue up 53% YoY and Adj. EBITDA at ₹152 Crores, up 47% YoY

Press Release

- The quarter was characterized by robust performance despite continued macro headwinds. GTV for the quarter stood at ₹11,695 Cr, up 31% YoY.
- GTV for the Hotels + Ancillary business reached ₹7,889 Cr, up 39% YoY and GTV for Airlines business reached ₹3,807 Cr, up 18% YoY
- Monthly Transacting Buyers (MTBs) for the quarter reached 34,529, up 13% YoY.
- The quarter saw a broad-based growth across India, APAC, Europe, and North America with a strong recovery in the Middle east business
- Cash and Cash Equivalents (including bank balances, bank deposits and liquid investments) were ₹2,060 Cr as on 30th September 2026, after a $10 Million prepayment of term debt.

New Delhi, November 2nd, 2026: TBO Tek Limited (BSE: 544174) (NSE: TBOTEK), one of the largest global travel distribution platforms, announced its unaudited financial results for Q2'FY27 today.

Consolidated Financial Performance for Q2 FY2027 [YoY Growth]

- GTV of **₹11,695 Cr** v/s **₹8,901 Cr** [+ 31**%** YoY]
- Revenue from operations of **₹866** Cr *v/s.* **₹568** Cr [+ 53**%** YoY]
- Gross Profit of **₹561 Cr** *v/s.* **₹363** Cr [+ 54**%** YoY]
- Adjusted EBITDA of **₹152** Cr *v/s.* **₹104** Cr [+ 47**%** YoY].
- PAT of **₹76** Cr *v/s.* **₹68** Cr [+ 13**%** YoY].

*All numbers have been rounded off

Key Business Updates

The Quarter continued to face macro headwinds including geopolitical disruptions in the middle east and higher fuel prices, the business continued to deliver on fundamentals with broad based growth, expanding agent activity on the platform and continued delivery of operating leverage. The robust recovery in our Middle East business, while the underlying market remains impacted likely indicates a market share gain for TBO driven by service differentiation and reliability.

- For the Hotels + Ancillary Segment, GTV for the Europe and APAC markets grew at 36% YoY, and 33% YoY, respectively.
- The India business had another strong quarter with sustained growth trajectory, with the Airline segment and Hotels + Ancillary segment reporting 14.5% YoY growth, and 12.2% YoY growth for the quarter, respectively.
- Monthly transacting buyers in the organic international business grew 17.4% YoY to a record 14,449 during the quarter. We view this growth as a leading indicator of the continued benefits of last year's investment in KAM hiring.

Management Commentary

Mr. Ankush Nijhawan, **Co-founder and Joint MD, TBO Tek Limited said** "Our platform continues to show resilience in the face of meaningful macro headwinds, benefiting from our globally diversified source and destination markets and our India focussed cost base. As the platform continues to scale, we expect our deep relationships and service quality to continue to be the differentiating factor"

Mr. Gaurav Bhatnagar, Co-founder and Joint MD, TBO Tek Limited said, "Our organic Adj. EBITDA growth continues to outpace the gross profit growth for the second quarter in a row, demonstrating the platform's structural operating leverage as earlier commercial investments drive greater platform activity without a proportionate increase in costs. These results reinforce our strategy of expanding distribution while using technology to improve productivity and lower our cost to serve"

Management published detailed commentary on the business' performance for the quarter in TBO's Shareholders' Letter for Q2'FY27, which will be available on the company website.

Website – www.tbo.com

For further information, please contact:

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