

MakeMyTrip Ltd. and OYO announce partnership

MakeMyTrip & Goibibo to offer OYO accommodation to a billion people

New Delhi, February 26, 2018: MakeMyTrip Ltd. (NASDAQ: MMYT) India's leading online travel company and OYO, India's largest hospitality company, today announced their partnership whereby OYO's award-winning chain of hotels across India, Malaysia and Nepal will be listed and available for booking on MakeMyTrip across its popular OTA brands MakeMyTrip and Goibibo. The partnership will add momentum to India's rapidly growing travel sector by bringing together OYO's large base of economy, mid-segment and vacation rentals assets and India's largest online travel customer-base served by MakeMyTrip, Goibibo & RedBus.

Ritesh Agarwal, Founder & CEO - OYO, said, *"With OYO, we've created a brand that resonates quality for both our customers and hotel partners. Being a full stack hospitality tech company, we have built capabilities to run quality-ensured accommodations across different formats and placing them in the hands of travellers who are constantly on the lookout for unique experiences. We are excited to extend our offerings of beautiful living spaces to them through MakeMyTrip and Goibibo."*

Rajesh Magow, Co-founder & CEO India, MakeMyTrip Ltd. said, *"We are committed to bring the best of travel experience to our customers, it's why we offer them a variety of options across price segments, particularly in the fragmented economy and mid-segment hotels, where there is a greater need to build assurance around stay experience. With OYO's evolution as a full-scale hospitality company, we are excited to offer their award-winning chain of hotels in the value economy and mid-market category through MakeMyTrip and Goibibo platforms."*

Maninder Gulati, Chief Strategy Officer, OYO, said, *"We are thrilled to bring OYO hotels to millions of travellers who book on MakeMyTrip and Goibibo. Our mission is to ensure the quality problem is solved in India's hospitality market by creating beautiful living spaces and offering varied experiences to travellers and this partnership is a big step forward in that direction."*

Ritwik Khare, Chief Business Officer, Hotel & Accomodations, MakeMyTrip Ltd. said, *"There has been a massive surge in budget hotels category igniting the growth in the hospitality sector and we are excited to join hands with OYO and build synergies in the fragmented hotels segment to serve this very promising market. As the leader in online travel space, we believe this partnership will help serve our customers by giving an even wider spread of quality hotels to choose from and drive growth in online booking of hotels."*

India's hospitality and real estate have been broken categories owing to the supply-demand imbalance of quality living spaces forcing travellers to compromise on location, quality and price. The partnership will allow customers using MakeMyTrip and Goibibo to select from a range of options - from economy-mid market hotels, friendly next-door hotels to fully-managed beautiful homes in top tourist destinations of India, including Goa, Pondicherry, Coorg, Udaipur, Nainital and Shimla.

About [MakeMyTrip](#):

MakeMyTrip Ltd. is India's leading online travel company. We own and operate well recognized online brands, including MakeMyTrip, Goibibo and redbus. Through our primary websites, www.makemytrip.com, www.goibibo.com, www.redbus.in, and mobile apps, travellers can search, plan and book a wide range of travel services and products in India as well as overseas.

Our services and products include air ticketing, hotel and alternative accommodations bookings, holiday planning and packaging, rail ticketing, bus ticketing, car hire and ancillary travel requirements such as facilitating access to third-party travel insurance and visa processing.

We provide our customers with access to all major domestic full-service and low-cost airlines operating in India and all major airlines operating to and from India, over 50,000 domestic accommodation properties in India and more than 500,000 properties outside India, Indian Railways and all major Indian bus operators.

About [OYO](#)

OYO is India's largest hospitality company operating in more than 230 cities across India, Malaysia and Nepal. These include major metros, regional business hubs, top leisure destinations as well as pilgrimage towns. OYO has received many accolades for its pioneering efforts in the hospitality sector including Government of India's National Entrepreneurship Award for the Hospitality Category (2017), Hotelier India Awards (2017) and Real Innovation Award (2017) by London Business School, Fast Company Most Innovative Companies (2018). It was ranked by LinkedIn as one of the top employee attractors in India two years in a row (2016 and 2017). OYO is backed by leading investors, including the SoftBank Group, Greenoaks Capital, Sequoia India, Lightspeed India, Hero Enterprise and China Lodging Group.

Press Contacts:

MakeMyTrip:

ruchica.tomar@makemytrip.com

Mobile: 9999004623

Vineet.recriwal@bm.com

Mobile: 08588856829

Oyo:

Sonakshi Yajurvedi / Sweta Singh

Mob: 9999321153/9717128384

Email: sonakshi.yajurvedi@oyorooms.com/sweta.singh@adfactorspr.com