



September 02, 2024

<b>Listing Manager,</b> <b>National Stock Exchange of India Limited</b> <b>Exchange Plaza, C-1 Block G</b> <b>Bandra Kurla Complex, Bandra (E)</b> <b>Mumbai – 400051, India</b> <b>Symbol: YATRA</b> <b>ISIN No.: INE0JR601024</b>	<b>Manager - CRD</b> <b>BSE Limited</b> <b>Phiroze Jeejeebhoy Towers</b> <b>Dalal Street,</b> <b>Mumbai – 400001, India</b> <b>Scrip Code: 543992</b> <b>ISIN No.: INE0JR601024</b>
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Dear Sir/Madam,

**Sub: Intimation – Press Release**

Pursuant to Regulation 30 of the Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015, as amended, please find enclosed herewith the copy of Press Release titled “Yatra Online Limited Doubles Down on Corporate Travel with the Acquisition of Globe Travels, Solidifying its Leadership Position”.

The same is also being made available on the website of the Company at [www.yatra.com](http://www.yatra.com).

This is for your information and records.

Thanking You,

Yours sincerely,

**For Yatra Online Limited****Darpan Batra****Company Secretary and Compliance Officer****M. No. A15719****Encl.: as above**

**Yatra Online Limited**  
 (Formerly known as  
 Yatra Online Private Limited)

[www.yatra.com](http://www.yatra.com)
**Registered Office:**

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## **Yatra Doubles Down on Corporate Travel with the Acquisition of Globe Travels, Solidifying its Leadership Position.**

**Gurugram, India, September 2, 2024:** Yatra Online Limited (the “Company” or “Yatra”) (NSE: YATRA) India’s largest corporate travel services provider and one of India’s leading online travel companies, today announced that it has entered into a definitive agreement to acquire 100% of Globe All India Services Limited (Globe Travels), a premier Corporate Travel Services provider for INR 1280 million in cash.

Through this acquisition Yatra will gain Globe Travel’s robust portfolio of approximately 360 corporate customers and annual gross bookings of approximately USD 90 million. This strategic acquisition further solidifies Yatra's position as the leader in the corporate travel sector and marks a significant expansion of its corporate customer footprint in India.

### **Key Highlights:**

- **Expanded Reach and Market Share:** Yatra adds 360 Globe customers to its current base of over 850 corporate clients through this acquisition, significantly expanding its leadership position and market share in the Corporate Travel segment in India (an estimated 40% expansion based on number of customers). This increased market leadership also enhances Yatra’s positioning with suppliers, allowing the Company to secure more favorable terms and deliver greater value to its clients.
- **Corporate Travel and MICE Expertise:** Globe Travels is recognized for its robust capabilities in Meetings, Incentives, Conferences, and Exhibitions (MICE). Adding Globe Travels' strong capabilities to Yatra’s recent organic MICE expansion will make Yatra one of the largest players in India in this fast-growing segment.
- **Minimal Customer Base Overlap and High Cross Sell Potential:** Yatra gains access to a new and diverse set of clients through this acquisition with minimal overlap in the corporate customer base thereby further diversifying its client portfolio across industries. This acquisition will enable Yatra to leverage cross-selling opportunities for hotels and its expense management platform, and to provide comprehensive travel solutions tailored to the unique needs of these customers.
- **Synergistic Benefits:** With annual gross bookings of USD 90 million and Adjusted EBITDA margins of over 20%, this acquisition is expected to be immediately accretive to Yatra’s financials, with further potential for margin expansion as synergies are realized. Given that the majority of Globe Travel's business is currently offline, this acquisition presents a strategic opportunity to integrate our Corporate Self Booking Platform in to Globe Travel’s customer base, thereby enhancing synergies and driving further value creation. Moreover, Globe Travel’s corporate clients will benefit from increased efficiencies and reduced costs through Yatra’s digital platform.

### **Comments from Leadership:**

Dhruv Shringi, co-founder and CEO of Yatra stated, "We are thrilled to welcome Globe Travels to the Yatra family. This acquisition aligns with our strategy to deepen our presence in key verticals and markets while further strengthening our corporate travel and MICE capabilities. Globe Travels’ expertise in corporate travel and MICE and outstanding service record complement Yatra's existing



offerings, allowing us to provide an even more comprehensive and tailored travel experience to our clients across India."

### **About Yatra Online Limited**

Yatra Online Limited is India's leading corporate travel services provider with over 850 corporate customers and one of India's leading online travel companies. The Company provides information, pricing, availability and booking facility for domestic and international air travel, domestic and international hotel bookings, holiday packages, buses, trains, in city activities, inter-city and point-to-point cabs, homestays and cruises. With approximately 108K hotels and homestays contracted in approximately 1,500 cities across India, as well as approximately 2 million hotels around the world, the Company is India's largest platform for domestic hotels.

### **About Globe Travels**

Globe Travels is a respected corporate travel services provider, recognized for its expertise in managing corporate travel and MICE. Globe Travels serves approximately 360 corporate clients and has established itself as a trusted partner in the travel industry with significant annual gross bookings.

**For press queries, please contact:**  
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