

**Issue Opens - June 10, 2024 to June 12, 2024**

**Price Band**  
**₹88 to ₹93**

**Face Value**

₹1

**Lot Size**

161 Shares

**Issue Size**

₹740.10 Cr

**Issue Type**

Book Built

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# Important Events



Issue Size

79,580,900 shares / ₹740.10 Cr

Fresh Issue

12,903,226 shares / ₹120.00 Cr

Offer for Sale

66,677,674 shares of ₹1 / ₹620.10 Cr

Basis of Allotment

Thursday, June 13, 2024

Initiation of Refunds

Friday, June 14, 2024

Credit of Shares to Demat

Friday, June 14, 2024

ixigo Listing Day

Tuesday, June 18, 2024

## Objects of The Offer

The Company proposes to utilise the Net Proceeds towards the following objects

1. Part- funding working capital requirements of our Company.
2. Investments in cloud infrastructure and technology.
3. Funding inorganic growth through unidentified acquisitions and other strategic initiatives and general corporate purposes.

# Brief profiles of the Directors



**Aloke Bajpai** He is the Chairman, Managing Director, and Group CEO of the company since June 3, 2006. He oversees the company's overall management. Aloke holds a B.Tech in Electrical Engineering from IIT Kanpur and an MBA from INSEAD. Previously, he worked as a software development engineer and network engineer at Amadeus in France. He is a charter member of TiE and a governing council member of IAMAI. Aloke has received multiple awards, including the 'Comeback Kid' at the Economic Times Startup Awards 2021 and the 'Distinguished Alumnus Award 2022' from IIT Kanpur. Under his leadership, the company has become a leading OTA for the 'next billion users'.

**Rajnish Kumar** He is the Director and Group Co-CEO, serving on the Board since April 1, 2010. He advises on product development, technological advancements, marketing, research, AI initiatives, and global talent recruitment. Rajnish holds a B.Tech in Computer Science and Engineering from IIT Kanpur. He previously worked as a software development engineer at Amadeus in France. Rajnish co-developed the 'ixigo-trains' app, which was globally the 8th most downloaded travel app in 2022. He has received awards alongside Aloke Bajpai, including the 'Comeback Kid' at the Economic Times Startup Awards 2021 and the 'Distinguished Alumnus Award 2023' from IIT Kanpur.

**Shailesh Lakhani** is a Non-Executive Director and investor nominee director since October 28, 2016, nominated by Peak XV. He holds a bachelor's degree in Applied Science in Computer Engineering from the University of Waterloo and an MBA from Harvard University.

Frederic Lalonde - He is a Non-Executive Director since July 29, 2021, and has been associated with the company since 2011. He is the founder and CEO of Hopper, an airfare and hotel fare prediction mobile app.

**Arun Seth** is an Independent Director since July 29, 2021. He holds a B.Tech in Electrical Engineering from IIT Kanpur and a post-graduate diploma in management from IIM Calcutta. He was a trustee of the Nasscom Foundation.

**Mahendra Pratap Mall** is an Independent Director since July 29, 2021. He holds a bachelor's degree in Science and a master's degree in Politics from the University of Allahabad. He has served as the Director (Finance) and later as Chairman and Managing Director of IRCTC.

# About The Company.



Ixigo, India's fastest-growing travel platform, empowers millions to plan and book rail, air, bus, and hotel trips. They leverage AI and data science to offer smart travel decisions, focusing on the "next billion users" in Tier II and III cities. As India's leading train booking platform, they hold the highest market share and boast over 83 million monthly active users across their apps. Their commitment to innovation and user experience has resulted in rapid growth, making them a key player in shaping India's travel landscape.

## Description of Their Business

They are a technology company dedicated to empowering Indian travelers to plan, book, and manage trips across rail, air, buses, and hotels. Using artificial intelligence, machine learning, and data science, they help travelers make smarter decisions on their OTA platforms, which include their websites and mobile apps.

Their vision is to become the most customer-centric travel company, offering the best user experience. They focus on travel utility and customer experience for the 'next billion user' market segment through technology, cost-efficiency, and innovation.

Their platforms enable travelers to book train tickets, flight tickets, bus tickets, and hotels. They also provide travel utility tools and services using proprietary algorithms and crowd-sourced information, including train PNR status and confirmation predictions, seat availability alerts, train running status updates, delay predictions, alternate route planning, flight status updates, automated web check-in, bus running status, pricing and availability alerts, deal discovery, destination content, personalized recommendations, instant fare alerts for flights, an AI-based travel itinerary planner, and automated customer support services.

# Our OTA Platforms



**Trains**



**Buses**



**Flights**

As per market share (Source: Frost & Sullivan)



**₹74.52 Billion**  
Gross Transaction Value (FY23)



**79.73 Million**  
Monthly Active Users (Dec'23)



**4.11 Billion**  
Monthly Screenviews (Dec'23)



**9.24 Million**  
Monthly Downloads (Dec'23)



**213.21 Million**  
Total Registered users (till Dec'23)



**82.74 Million**  
Passenger Segments Booked (FY23)



**85.14%**  
Repeat Transaction Rate (FY23)



**90.29%**  
Organic Traffic (FY23)



**94.39%**  
Bookings To Or From Tier II/III Cities (FY23)

Sources:DRHP



## Flights

They started in 2007 with a travel meta-search website to help travelers compare flight deals and information, facilitating flight ticket purchases on third-party websites. In Fiscal 2020, they shifted to an OTA model, allowing users to buy tickets directly on their platform. As an OTA, they handle transactions directly with suppliers and airlines for both domestic and international flights. They are accredited by IATA for international air travel. Their focus has been on increasing contribution margin, Gross Transaction Value, and flight ticketing revenues.

Particulars		Fiscal 2021	Fiscal 2022	Fiscal 2023	Nine Months ended December 31, 2022	Nine Months ended December 31, 2023
<i>(₹ million, except percentages)</i>						
Gross Transaction Value <sup>(1)</sup>		15,351.37	22,562.27	20,154.88	14,705.87	26,352.85
Gross Ticketing Revenue*		1,151.53	1,996.16	2,220.10	1,625.65	2,173.64
Gross Take Rate <sup>(2)</sup>		7.50%	8.85%	11.02%	11.05%	8.25%
Contribution Margin <sup>(3)</sup>		376.02	423.30	561.84	374.88	533.41

## Trains

As internet penetration reaches deeper into middle India and reduces information asymmetry, people in Tier II and Tier III towns are increasingly driving the growth of the travel industry. Higher incomes, improved infrastructure, and investments by tourism departments have led to more travelers in India. For many of these travelers, trains are the preferred mode of transportation.

Particulars		Fiscal 2021	Fiscal 2022	Fiscal 2023	Nine Months ended December 31, 2022	Nine Months ended December 31, 2023
<i>(₹ million, except percentages)</i>						
Gross Transaction Value <sup>(1)</sup>		5,869.23	30,201.91	44,715.27	32,687.11	40,705.37
Gross Ticketing Revenue*		320.89	2,049.07	2,846.66	2,060.82	2,674.07
Gross Take Rate <sup>(2)</sup>		5.47%	6.78%	6.37%	6.30%	6.57%
Contribution Margin <sup>(3)</sup>		123.40	585.75	961.17	672.16	969.32

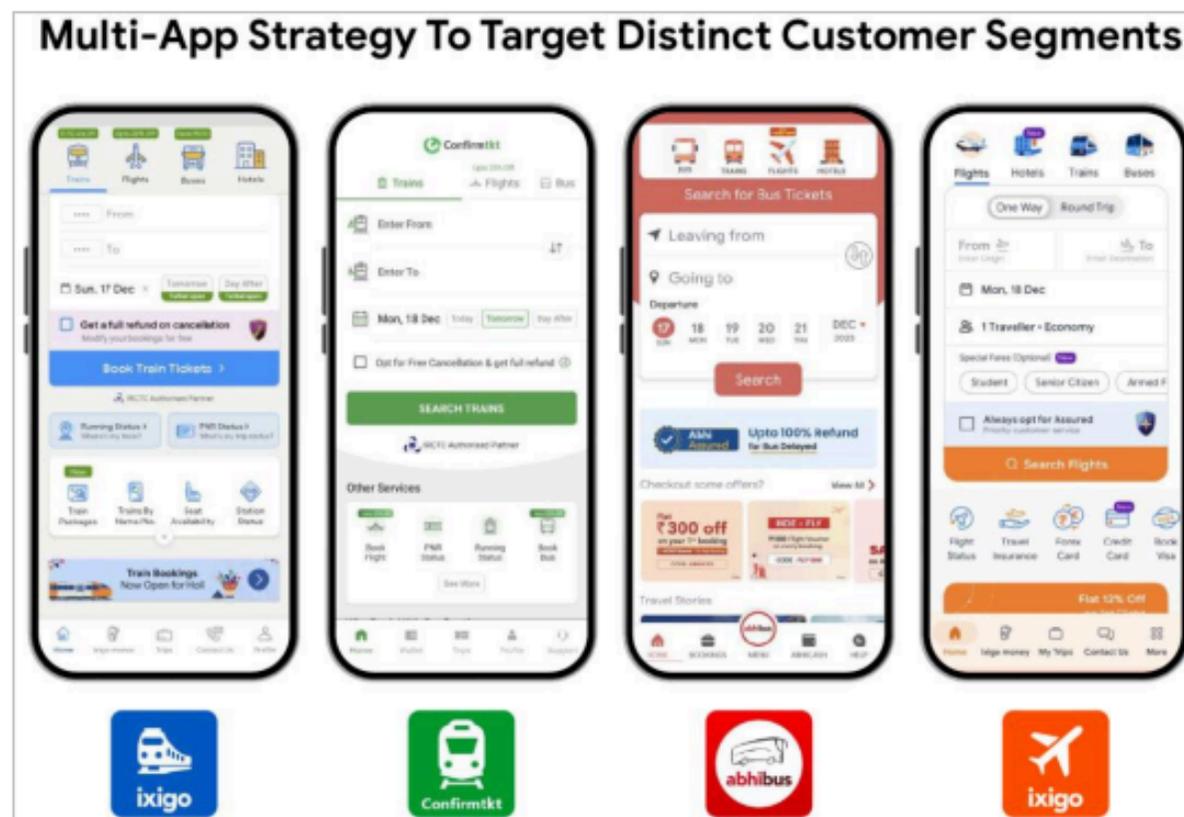
# Buses

Buses are the most popular mode of travel in both urban and rural India, making up 70% of all transportation as of March 2023. To become a comprehensive 'one-stop' travel solution, they introduced bus ticketing on their platform in 2016. They sell bus tickets by partnering directly with operators or sourcing inventory from bus ticketing aggregators in the country.

Particulars	Fiscal 2021	Fiscal 2022	Fiscal 2023	Nine Months ended December 31, 2022	Nine Months ended December 31, 2023
<i>(₹ million, except percentages)</i>					
Gross Transaction Value <sup>(1)</sup>	312.37	3,388.31	9,654.15	7,232.83	8,871.03
Gross Ticketing Revenue*	21.72	293.29	996.54	730.41	975.18
Gross Take Rate <sup>(2)</sup>	6.95%	8.66%	10.32%	10.10%	10.99%
Contribution Margin <sup>(3)</sup>	8.79	195.36	617.65	445.56	660.21

# Hotels

In December 2023, they launched a hotel booking section on their website and apps, enabling users to search, compare, and book hotels in India and worldwide. Their offerings include budget, mid-range, and luxury hotels. They earn revenue through commissions from these bookings and currently source their hotel inventory from third-party aggregators.



# Track Record Of Financial Performance



## Statement of Profit and Loss

<b>PARTICULARS</b>	<b>Mar-20</b>	<b>Mar-21</b>	<b>Mar-22</b>	<b>Mar-23</b>
Net Sales	109.78	120.86	253.41	329.98
Total Expenditure	135.44	118.33	284.7	329.57
<b><i>Operating Profit</i></b>	<b>-25.66</b>	<b>2.53</b>	<b>-31.29</b>	<b>0.41</b>
Other Income	1.36	2.76	5.8	15.22
Interest	1.25	1.55	2.73	0.87
Depreciation	2.21	1.46	4.57	7.06
Exceptional Items	0	0	0	-12.61
Profit Before Tax	-27.76	2.27	-32.79	-4.91
Provision for Tax	0	-5.31	-0.74	-9.44
Net Profit	-27.76	7.58	-32.05	4.53
<b><i>Adjusted EPS (Rs.)</i></b>	<b>-0.16</b>	<b>0.04</b>	<b>-0.09</b>	<b>0.01</b>

The following table sets out their revenue split as per segment information, in accordance with Ind AS 108, for the specified period/ years:



Particulars	As of/ For the financial year ended March 31,			As of / For the nine months ended December 31,	
	2021*	2022**	2023	2022	2023
Revenue from operations (₹ million)	1,355.66	3,795.80	5,012.50	3,643.08	4,910.21
Gross Transaction Value <sup>(1)</sup> (₹ million)	21,532.97	56,152.49	74,524.30	54,625.81	75,929.25
Gross Ticketing Revenue <sup>(2)</sup> (₹ million)	1,495.33	4,338.52	6,063.30	4,416.92	5,857.71
Restated Profit / (loss) before tax (₹ million)	27.07	(176.00)	206.74	144.02	485.03
Restated Profit / (Loss) for the period/ year (₹ million)	75.33	(210.94)	233.96	186.62	657.12
Total income (₹ million)	1,384.06	3,849.41	5,175.73	3,787.21	4,970.97
Total expenses (₹ million)	1,356.99	4,025.41	4,842.92	3,571.90	4,754.83
Total assets (₹ million)	1,850.71	5,384.71	5,859.25	5,751.22	6,787.08
Total equity (₹ million)	299.38	3,426.86	3,871.19	3,785.67	4,371.27
Adjusted EBITDA <sup>(3)</sup> (₹ million)	82.10	62.00	443.45	273.25	381.79
Adjusted EBITDA Margin <sup>(4)</sup> (%)	6.06%	1.63%	8.85%	7.50%	7.78%
Contribution Margin <sup>(5)</sup> (₹ million)	519.07	1,216.41	2,180.78	1,517.32	2,221.22
Contribution Margin (%) <sup>(6)</sup>	38.29%	32.05%	43.51%	41.65%	45.24%
Monthly Active Users (million) <sup>(7)</sup>	21.59	44.20	62.83	62.01	77.04
Annual Active Users (million) <sup>(8)</sup>	136.26	291.22	429.38	326.58	374.94
Monthly Transacting Users (million) <sup>(9)</sup>	0.39	1.91	2.13	2.10	2.48
Annual Transacting Users (million) <sup>(10)</sup>	3.13	9.27	11.40	9.29	10.86
Lifetime Transacting Users (million) <sup>(11)</sup>	7.08	19.58	26.38	24.68	31.80
Monthly Transacting Users to Monthly Active Users ratio (%)	1.81%	4.32%	3.40%	3.39%	3.22%
Percentage of Organic Users <sup>(12)</sup> (%)	92.82%	89.04%	90.29%	90.25%	87.57%
Number of transactions (million) <sup>(13)</sup>	8.56	41.65	49.07	36.47	42.00
Passenger Segments <sup>(14)</sup> (million)	14.81	70.28	82.74	61.61	71.01
Repeat Transaction Rate <sup>(15)</sup> (%)	87.18%	87.83%	85.14%	85.24%	86.06%
Gross Take Rate (Transactions) <sup>(16)</sup> (%)	6.94%	7.73%	8.14%	8.09%	7.71%
Ancillary Attachment Rate <sup>(17)</sup>	15.43%	26.41%	28.87%	27.96%	31.65%
% of Customer Queries resolved by chatbot <sup>(18)</sup>	84.20%	85.71%	89.86%	90.01%	88.54%
Monthly Screen Views <sup>(19)</sup> (million)	1,417.84	2,768.85	3,833.40	3,785.96	4,120.87
App Downloads <sup>(20)</sup> (million)	43.80	90.00	106.07	78.00	81.86
Average Transaction Value <sup>(21)</sup> (₹)	2,516.10	1,348.31	1,518.64	1,497.77	1,807.84
% of customer calls responded to within 2 minutes <sup>(22)</sup>	67.15%	72.59%	84.37%	81.57%	91.07%

Sources:DRHP

# Strengths



1. Significant penetration in the underserved 'next billion user' market segment has been achieved by a leading online travel agency ("OTA").
2. Operations are driven by artificial intelligence ("AI") and technology.
3. Established consumer travel brands have been built with a user-first approach.
4. A diversified business model with significant operating leverage and an organic flywheel is maintained.
5. The management team is experienced, supported by a lean organization structure.

# Threats

1. Limited OTA experience may impede Ixigo's growth and stability.
2. Travel industry downturns could significantly impact Ixigo's revenues.
3. Dependence on IRCTC could threaten Ixigo's market share and operations.
4. Technological vulnerabilities could harm Ixigo's reputation and profitability.



# Valuation and Outlook

The expected share price for Le Travenues Technology Ltd (ixigo) IPO is set between ₹88 to ₹93 per share. The company's valuation shows a Price-to-Earnings (P/E) ratio of 160.34x, based on a price above ₹93, while the industry average is 121.39x, and FY23 EPS is ₹0.58.

As one of the fastest-growing OTA players, ixigo enjoys strong brand popularity. Despite a setback in FY22 due to the pandemic, the company has resumed its growth trajectory in FY23.

Name of Company	Total Income (in ₹ million)	Face value (₹ per share)	Closing price on February 13, 2024 (in ₹)	EPS (₹)		NAV (per share) (₹)	P/E	RoNW (%)
				Basic	Diluted			
Le Travenues Technology Limited	5,175.73	1	N.A.	0.58	0.57	9.79	N.A.	5.74
<i>Listed peers<sup>(2)</sup></i>								
Easy Trip Planners Limited	4,641.98	1	47.61	0.77	0.77	2.13	61.83	36.21
Yatra Online Limited	3,974.65	1	168.45	0.69	0.69	14.80	244.13	4.50

We recommend **“Avoiding”** this issue as ask is on higher valuation. Investors may park in this fund after the listing.

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