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Zacks Small-Cap Research

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Yatra Online, Inc. (YTRA-NASDAQ)

YTRA: Turning the Corner as Travel Slowly Resumes after Second Wave of COVID-19 Subsides & Vaccinations Pick Up

Based on 10% discount to the blended industry average and median of 3.2x EV/Sales 2022 on our Sales estimate, we believe the stock could be worth $4.25 per share.

Current Price (8/19/21)	$1.76
Valuation	**$4.25**

OUTLOOK

June Quarter adjusted EBITDA was a nice beat helped by cost savings and air ticketing margin. Revenues were sequentially lower than the past two quarters because of the second wave of COVID-19.

July & August inflection improvement is underway for Corporate Hotels, B2C and air passenger flights.

Yatra issued a detailed letter to shareholders in response to the activist shareholder's open letter.

Operating leverage thesis remains intact. Re-rating of the stock should occur if the company achieves a full 12 months of positive adjusted EBITDA.

SUMMARY DATA

52-Week High	**$2.94**
52-Week Low	**$0.55**
One-Year Return (%)	**136**
Beta	**1.67**
Average Daily Volume (sh)	**267,024**
Shares Outstanding (mil)	**62**
Market Capitalization ($mil)	**$109**
Short Interest Ratio (days)	**1**
Institutional Ownership (%)	**57**
Insider Ownership (%)	**5**
Annual Cash Dividend	**$0.00**
Dividend Yield (%)	**0.00**
5-Yr. Historical Growth Rates	
Sales (%)	**-30.6**
Earnings Per Share (%)	**N/A**
Dividend (%)	**N/A**
P/E using TTM EPS	**N/A**
P/E using 2021 Estimate	**N/A**
P/E using 2022 Estimate	**N/A**
P/E using 2023 Estimate	**17x**

Risk Level	**Above Average**
Type of Stock	**Small-Growth**
Industry	**Internet-Services**

ZACKS ESTIMATES

Revenue
(Adjusted in millions $ USD, fiscal year-end March)

	Q1 (Jun)	Q2 (Sep)	Q3 (Dec)	Q4 (Mar)	Year (Mar)
2021	3.1 A	5.1 A	8.3 A	13.3 A	29.9 A
2022	6.6 A	9.7 E	13.6 E	17.6 E	47.4 E
2023	14.1 E	18.3 E	23.0 E	27.6 E	83.0 E
2024					121.2 E

EPS (Non-GAAP)
(Adjusted in $ USD, fiscal year-end March)

	Q1 (Jun)	Q2 (Sep)	Q3 (Dec)	Q4 (Mar)	Year (Mar)
2021	-$0.13 A	-$0.06 A	-$0.04 A	-$0.06 A	-$0.29 A
2022	-$0.01 A	-$0.03 E	-$0.02 E	-$0.02 E	-$0.08 E
2023	$0.00 E	$0.02 E	$0.00 E	$0.01 E	$0.03 E
2024					$0.13 E

Zacks Projected EPS Growth Rate - Next 5 Years % **N/A**

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WHAT'S NEW

Business Update

We believe the worst has passed for the India travel market and Yatra Online, Inc following the end of the second wave of COVID-19 in India. While we cannot predict a new variant strain to cause another severe wave of slowdown, we are optimistic that trough revenues are behind them following the Delta wave from late March to mid-June. 7-day average cases for August 19 were 91% below May peak. It appears to have taken two months from peak cases for bookings behavior to pick back up.

July and August-to-date air passenger travel and corporate hotel bookings improved sequentially from June. Corporate gross bookings in July were up 268% over June. August so far is up 316% from June and on trend to be its best corporate travel month since March 2020.

While corporate travel in India is approximately 70-75% below its calendar 2019 pre-pandemic levels, it is showing greenshoots and an acceleration during the past six weeks. Consulting, Banks and Big Tech Indian firms (including outsourcing players) are leading the recovery.

Expanded offerings, including freight and Book Now/Pay Later, should help YTRA be better positioned for the recovery unfolding.

Some employees are trickling back into offices over the past few weeks. Importantly, Yatra believes it is gaining market share for business lodging bookings because of its Clean Pass safety measures and standards at set hotels to maintain COVID-19 prevention (sanitation of rooms and check-in areas, staff wearing masks, regular temperature checks of staff). Corporations and businesses are drawn to this curated cherry-picked list by Yatra and prefer it in order to minimize infections for their employees or for dragging it back into their offices to cross-contaminate co-workers. This created a more reliable and consistent pool of hotels to draw from and added peace-of-mind to both employees and employers. Thousands of hotels were registered with YTRA's Clean Pass.

India has vaccinated 4.5 million people on a daily average the past two months. 32% of India's population (441 million) have received at least one dose of the vaccine with most of them receiving it since late May. As we highlight in our initiation report last week (8/11/21), we believe this 32% vastly understates and misleads because possibly up to 30% of the population could already have active antibodies from infections since early March 2021 to help protect. We believe 74% of India's population will be either vaccinated with at least one dose or have antibodies from becoming infected March through June (accounting for the overlap) by the end of November. **Importantly, the metro areas and surrounding suburbs (35% of India's population, but 52% of its consumer spending) should have a higher percentage of protection, via combination of vaccinations and recent infections, than the rural areas. This augurs well for recent pickup in business and leisure travel (July & August) and over the coming quarters (if no third wave of COVID-19).**

While receiving two-doses will take many more months (currently only 9% of India's population), we continue to predict continued step-up in bookings since June would help YTRA possibly achieve positive adjusted full-year EBITDA in this current fiscal March 2022 year. Barring any sizeable third wave of COVID-19 breakout or a shortfall in vaccine supply near-term.

Air Ticketing net revenue margin has been abnormally high lately (16% in June 2021 Q & 10% in March 2021 Q; 11% in March 2021 Year). We expect Air Ticketing margin to regress to 10% in the coming quarters and then drift back to 7.4% for fiscal March 2023 year and 6.5% for March 2024 year as corporate travel normalizes as dilutive at lower margin closer to 4.5-5.0%.

Lastly, the company responded today to the activist shareholder letter from late July.

Company's Response to Activist Shareholder Letter

See our recent initiation report (8/11/21) for a detailed section about the Maguire Asset Management, LLC open letter published on July 27. 7.4% aggregate owner of outstanding shares including affiliates.

Yatra issued a statement on August 3 to acknowledge the public shareholder letter and stated it would offer a detailed response in due time. Naturally, we did not expect a full response until their earnings report and conference call today.

We were impressed by Yatra's response and thoughtful recap of the most challenging time in travel history. Many items were outside of management's control. There is only so much the company can do to re-accelerate the topline until enough vaccinations occur and travel willingness gradually returns.

We liked management's swift cost-cutting actions last year and the launch of a few new services including freight. We like their business travel market share and that tech platform to improve penetration of medium-sized companies.

We expect Yatra to hunt down and dip more into the 5,000+ SME companies in India, which are very under-penetrated not only by Yatra, but also by its major competitors.

Today's full response is available on Yatra's website. We summarize our main takeaways below:

1. Yatra has enhanced its technology and expanded its offerings over the years.
2. The pandemic created unprecedented challenges in India and the rest of the world, but the company took several steps to navigate this highly unusual environment and to reduce expenses.
3. Travel industry is poised for recovery. India is recently vaccinating nearly 5 million people daily. Commercial travel had a nice spark and sizeable increase after the first wave ended. The company is seeing similar patterns in July and August so far after the wind-down of the second wave (Delta).
4. Corporate customer base is a great asset to leverage cross-selling. Corporate travel picked up strongly in July and early August versus June (Delta softness). Corporate gross bookings for July were up 268% over June and August was up 316% from June with August trending to be its best corporate travel month since March 2020. We believe that travel in India could be a "coiled-spring" with acceleration underway since early July.
5. Technology platform, innovations and automation have made it more convenient for customers to cancel, rebook and apply for refunds during the pandemic. Upselling of ancillary products including seat booking, baggage, meals and priority check-in (post-booking). Bots, automated chat bots, have been introduced to help customers and also to reduce costs. WhatsApp is directly linked for post-booking tasks. Book now, Pay Later has been recently launched to lure more customers.
6. Margins comparison versus a few selected peers. We reminder investors that YTRA has a higher mix exposure to corporate travel than peers, which creates a margin drag when directly comparing. For example, we estimate that YTRA's Air Ticketing net revenue margins are 7.5% on the consumer leisure side, but 4.5-5.0% on the corporate air ticketing. Similarly, Yatra has a higher overall Air Ticketing revenue mix than the average peer. Some peers are over-indexed to Hotels, which are higher margin. Lastly, a few peers have large exposure to higher-margin United States. Therefore, not fully an apples-to-apples comparison.
7. Corporate Governance. The company stated its Cayman Islands regulation require in-person annual meetings and flexibility to not hold an annual meeting. We are aware of several companies which used video conferencing during the past year to hold annual meetings. Although, we are uncertain if any held in-person ones after becoming vaccinated. Our initiation report asked for an annual meeting in early calendar 2022 and to add a travel expert to the Board, similar to some of Tim Maguire's aspirations. The company stated today it plans to hold an annual meeting in the second half of 2022. Their last annual meeting was December 2018. The company will engage an international executive recruiting agency to add complementary expertise to their Board, which we look forward to.

June Quarter Results & Financial Update

Yatra reported Adjusted Revenues growth of 110% year-over-year, 18% below our estimate.

Hotels & Packages Adjusted Revenues growth of 280% came in at half our expectation and was the main culprit of the topline shortfall. Despite a very easy year-ago comparable during lockdowns. Sequentially, Hotels & Packages revenues declined -76% caused by the second wave of COVID-19 (Delta), which hit India hard from late March through mid-June. Sequentially, hotel room nights fell -62% for the same reason.

Air Ticketing Adjusted Revenues growth of 80% came in less than our expectations because of increased cancellations and hesitancy to book flights during the second wave of COVID-19. Air passengers bookings grew 170% year-over-year, but fell -62% sequentially from the March quarter due to pandemic.

Adjusted EBITDA was positive $0.5 million and nice to see again and similar to March quarter. We commend the company on its cost-savings and point out that positive EBITDA is a bit inflated or helped by the abnormally high Air Ticketing margins.

Air Ticketing net revenue margin 16.3% was abnormally high because of a very benign discounting and promotional environmental along with how cancellations help boost it. The CEO answered our question during their earnings call to remind investors of the margin eventually becoming a more normalized 6-7% in 12-18 months, but could be around 10% near-term. Hotel & Packages net revenue margin of 19.9% was impressive and likely helped by the mix.

Net Cash $26 million (6/30/31), along with potential access to some Term Deposits, provides more than ample liquidity to withstand an additional prolonged downturn should a third wave of the pandemic occur.

EBIX Litigation Update & Legal Costs

August 17th was an expected date (90 days after May 17th opening arguments) for a possible court ruling regarding the breach of the merger agreement and litigation damages. That date has passed with no update. The judge has until the end of August, which is also not a hard-stop for a ruling.

As we pointed out in our initiation report, discovery costs would be incurred if it went to trial. The company might be able to minimize other legal expenses if they do a contingent fee arrangement with a legal team. For the time being, we place no estimate of potential positive value if a favorable outcome for YTRA because of the exogenous event of COVID-19 and the lack of a specific termination fee clause in the merger contract. Original contract language might have allowed the pursuit of damages if a breach. We await an update and guidance on any sizeable increase in legal costs.

Conclusion

We believe that Yatra Online (YTRA) is well-positioned for travel recovery because of its #1 leading independent market share in corporate bookings in India and as #2 or #3 position in leisure OTA (online travel agency) in India. **Travel appears to have bottomed in June and is turning around with strong improvement in July & August so far.**

We continue to believe that its Corporate and B2B side is a gem and make Yatra very interesting. Yatra should be capable of gaining market share on the corporate business travelers side and with B2B and enterprises because of its technology platform advantages, corporate SaaS platform, shift to online bookings away from traditional agents and new offerings.

We would like to see more progress though on the Hotels revenue side and to efficiently spend more marketing to improve its market share on the consumer leisure hotels side. As we note above, the corporate hotels and B2B hotels side has started to take off again since early July. Music to our ears!

India had been one of the top three major countries for growth of domestic travel pre-pandemic and should benefit from the shift from offline travel agents to online (OTAs). Corporate travel recovery will be big booster for YTRA as India's leader. Cross-selling of services, including freight, coupled with its Clean Pass hotels tie-in for business travelers, should help accelerate the topline.

We have adjusted our model forecasts to account for the nearly non-existent Service Cost, which is primarily tied to packages and bundling of airfare, hotel room reservations, meals and sightseeing and attraction admission. Packages are barely being purchased lately and might need several quarters until packages trigger any steep increase in the company's Service Cost.

As such, we have raised our adjusted EBITDA estimate for the fiscal March 2022 and March 2023 years.

We forecast $2 million of positive adjusted EBITDA for this fiscal year of March 2022.

Lastly, we remind investors that YTRA's Air Ticketing margin will normalize downward after recently being abnormally high from a combination of barely any promotions or discounting, coupled a transitory boost from cancellations. Down the road, the Air Ticketing margin normalization and rising Service Cost could be partially offset by operating leverage from marketing, personnel costs and other operating costs. In other words, we hone in and await what adjusted EBITDA could be in calendar 2023 as Service Cost creeps back in. Nonetheless, positive EBITDA is always a good start!

$4.25 is our price target valuation using the peer group average and median of 3.2x EV/Sales and applying a 10% discount for its micro cap size, single-country risk and corporate governance.

See our detailed initiation report from August 11 for a comprehensive overview of Yatra

VALUATION

We value YTRA using a peer comparables valuation methodology based on EV/Sales for 2022 estimates. We expect YTRA to begin generating positive annual adjusted EBITDA during this fiscal year.

$4.25 is our price target valuation for the stock using the blended peer group average and median of 3.2x EV/Sales and applying a 10% discount for its micro cap size, single-country risk and corporate governance.

The stock is trading at 1.1x our calendar 2022 Sales estimate, which is a 65% discount to the peer group. 9.4x EV/Adjusted EBITDA calendar 2022 is a 43% discount to peers.

We expect a re-rating to narrow the relative valuation gap as travel picks up in India.

Peer Group Valuation Table

Company	Ticker	Price* (local FX)	Market Cap* (local FX)	EV (local FX)	Sales 2021E Consensus	Sales 2022E Consensus	EV/Sales 2021E	EV/Sales 2022E	EBITDA 2021E Consensus	EBITDA 2022E Consensus	EV/EBITDA 2021E	EV/EBITDA 2022E
MakeMyTrip (Golbibo)**	MMYT	25.18	2,637	2,432	379	680	6.4x	3.6x	(15)	33	-164.3x	74.8x
Booking Holdings (Priceline/Kayak/Agoda)	BKNG	2,076	85,235	81,664	10,383	15,043	7.9x	5.4x	2,580	5,324	31.7x	15.3x
Expedia (Orbitz, Travelocity, Hotwire)	EXPE	138.05	20,820	26,320	8,348	11,460	3.2x	2.3x	1,168	2,374	22.5x	11.1x
Trip.com (formerly Ctrip)	9961 HK	194.00	103,119	115,209	24,160	35,394	4.8x	3.3x	2,675	7,686	43.1x	15.0x
Trivago N.V.	TVAG GR	2.16	778	624	360	604	1.7x	1.0x	13.3	52.8	46.9x	11.8x
TripAdvisor	TRIP	32.61	4,481	4,668	939	1,397	5.0x	3.3x	137	392	34.1x	11.9x
Corporate Travel Management (CTM)	CTD AU	21.81	2,975	2,938	445	685	6.6x	4.3x	117	212	25.1x	13.9x
Tongcheng-Elong Holdings	780 HK	15.02	27,703	21,751	8,752	11,080	2.5x	2.0x	1,727	2,400	12.6x	9.1x
Easy Trip Planners**	EASEMYT	463.80	50,390	49,137	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
Thomas Cook India**	TC IN	57.90	21,902	18,241	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
Tripborn Holdings	TRRB	1.60	213	224	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
Cleartrip (private peer in India)	private				N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
Carlson Wagonlit (private)	private				N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
Ebookers (aquired by Avis Budget 2005)	private				N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
Peer Average							**4.7x**	**3.1x**				**20.4x**
Peer Median							**4.9x**	**3.3x**				**12.9x**
Yatra Online**	YTRA	$1.76	109	83	47	83	1.8x	1.0x	2.0	10.6	41.7x	7.8x
							1.9x	1.1x			57.4x	9.4x
							cal '21	cal '22			cal '21	cal '22
					Discount to Peer Group		**-60%**	**-65%**			**N/A**	**-43%**

**8/19/21 closing prices **Fiscal years are March-end; 2022 = March 2023 year*

Source: Bloomberg Consensus & Zacks SCR

RISKS

- COVID-19 pandemic or other severe illness outbreaks causing a prolonged downturn and decline in revenues. New variant strains, ineffective vaccinations, inadequate vaccination supply.
- Competition landscape risks including increased competition, search engines popularity for travel planning or lost market share in either air ticketing or hotels and packages
- Semi-permanent decline in corporate travel from work-from-home trend or remote workers.
- Channel partners such as airline suppliers, may reduce or eliminate commissions. Financial challenges or insolvency of major airlines like Jet Airways experienced in 2018 & 2019.
- History of operating losses and might not achieve profitability.
- Cybersecurity attacks on airline provider's, hotels or Yatra Online.
- Acts of terrorism in India or the company's travel market countries.
- Geopolitical risks and changes in regulations and laws.
- Macroeconomic risks and India country-specific risks.
- Foreign private issuer status on Nasdaq allows home country corporate governance practices (India)
- Liquidity of stock shares. 34% of shares owned by insiders, directors and affiliated companies
- Dilution from Equity Raises, Options, Restricted Stock Units (RSUs), Warrants, Convertible Debt, Preferred Debt & Private Placements: The company might need to raise capital to support working capital during high-growth periods or for acquisitions. Equity issuance would be dilutive to stock shareholders. See the Capital Structure section above for some details on options, RSUs, warrants.
- Affiliates, Large Shareholders, Executive Officers & Directors could exert significant control over stockholder matters.
- Investor Rights Agreement from the 2016 listing with MIHI LLC, Terrapin Sponsors and certain Terrapin 3 Acquisition Corp holders.
- Related Party Financing & Transactions.
- Staggered Board of Directors and Affiliated Owners could prevent a takeover. Not held an annual general meeting since December 2018 or done board elections since then.
- Bad Debt Provisions: write-offs and provisions for doubtful accounts.
- Impairments of Goodwill or Intangible Assets: such as taken in the March quarters of 2021 & 2020.
- Accounting practices differences: IFRS and not GAAP standards; non-IFRS financial measures.
- Bank Covenants: could be breaches that restrict credit facility or working capital funding
- Currency Volatility: fluctuations in the value of the Indian rupee against USD, Euro, British Pound.

INCOME STATEMENT FORECASTS

We show financials and forecasts translated into US Dollars (USD), rather than Indian Rupee (INR). We believe that USD translation is a more sensible comparison against public stock peers.

(Millions US Dollars* except EPS; March Yr-End)				June	Sept	Dec	March		June	Sept	Dec	March		June	Sept	Dec	March		
Reports in INR (Indian Rupee); translated to USD*	2018	2019	2020	1Q21	2Q21	3Q21	4Q21	2021	1Q22	2Q22E	3Q22E	4Q22E	2022E	1Q23E	2Q23E	3Q23E	4Q23E	2023E	2024E
Revenues:			82,389	2,223	2,941	3,585	5,831	14,580											
Adjusted Revenues **																			
Air Ticketing	**77,024**	**82,283**	**52,538**	2,253	3,443	5,870	8,689	**20,325**	4,151	6,197	9,686	11,730	**31,764**	9,962	11,465	15,497	17,888	**54,813**	**80,849**
% change (yoy)	**37%**	**7%**	**-36%**	-86%	-76%	-59%	24%	**-61%**	84%	80%	65%	35%	**56%**	140%	85%	60%	53%	**73%**	**48%**
Hotels & Packages	**26,082**	**27,102**	**10,415**	158	619	1,502	2,508	**4,790**	607	1,640	2,253	3,260	**7,761**	1,700	3,609	4,506	5,543	**15,357**	**23,036**
% change (yoy)	**47%**	**4%**	**-62%**	-95%	-74%	-50%	52%	**-54%**	284%	165%	50%	30%	**62%**	180%	120%	100%	70%	**98%**	**50%**
Other Services (Rail, Bus, Insurance, Cabs, A	10,715	19,067	16,458	717	1,074	937	2,066	4,818	1,816	1,826	1,687	2,583	**7,911**	2,452	3,195	3,036	4,132	**12,815**	**17,300**
% change (yoy)	74%	78%	-14%	-85%	-77%	-81%	-7%	-71%	153%	70%	80%	25%	**64%**	35%	75%	80%	60%	**62%**	**35%**
**Adjusted Revenues ** **	**113,820**	**128,452**	**79,411**	**3,128**	**5,136**	**8,309**	**13,263**	**29,933**	**6,574**	**9,664**	**13,625**	**17,573**	**47,436**	**14,114**	**18,269**	**23,039**	**27,563**	**82,985**	**121,184**
% change (yoy)	**42%**	**13%**	**-38%**	**-87%**	**-76%**	**-63%**	**22%**	**-62%**	**110%**	**88%**	**64%**	**32%**	**58%**	**115%**	**89%**	**69%**	**57%**	**75%**	**46%**
Non-Adjusted Revenues:																			
Air Ticketing	**76,992**	**49,874**	**34,613**	2,084	2,458	2,980	4,688	**12,210**	2,958	3,854	6,023	7,295	**20,130**	6,196	7,130	9,637	11,125	**34,088**	**50,280**
% change (yoy)	**36%**	**-35%**	**-31%**	-81%	-75%	-67%	9%	**-65%**	42%	57%	102%	56%	**65%**	109%	85%	60%	53%	**69%**	**48%**
Hotels & Packages	**101,801**	**71,059**	**47,776**	139	483	605	1,142	**2,370**	459	812	1,759	2,874	**5,903**	6,296	13,367	16,691	20,531	**56,884**	**85,327**
% change (yoy)	**24%**	**-30%**	**-33%**	-99%	-96%	-96%	-78%	**-95%**	229%	68%	191%	152%	**149%**	1273%	1547%	849%	614%	**864%**	**50%**
Other Services (Rail, Bus, Insurance, Cabs, A	1,616	816	716	318	12	3	97	430	713	149	138	211	1,210	200	261	248	337	1,046	1,412
% change (yoy)	110%	-50%	-12%	-92%	-100%	-100%	-101%	-40%	124%	1141%	4487%	117%	181%	-72%	75%	80%	60%	-14%	35%
Total Rendering of Services Revenues	**180,409**	**121,749**	**83,105**	**2,542**	**2,994**	**3,761**	**5,713**	**15,010**	**3,643**	**4,815**	**7,920**	**10,380**	**27,244**	**12,691**	**20,758**	**26,576**	**31,993**	**92,018**	**137,018**
% change (yoy)	**29%**	**-33%**	**-32%**	-91%	-86%	-84%	-40%	**-82%**	43%	61%	111%	82%	**82%**	248%	331%	236%	208%	**238%**	**49%**
Other Revenues (Advertising, Facilitation Fe	7,712	13,570	13,186	318	627	645	781	2,371	486	803	1,133	1,637	4,058	1,385	2,158	2,952	3,807	10,302	14,542
% change (yoy)	54%	76%	-3%	-92%	-82%	-85%	-54%	-82%	53%	80%	100%	70%	71%	110%	100%	95%	80%	154%	41%
Total Revenues (non-Adjusted)	**188,121**	**135,319**	**96,291**	2,859	3,580	4,234	6,708	**17,381**	4,129	5,618	9,053	12,016	**31,302**	14,076	22,916	29,528	35,800	**102,320**	**151,560**
% change (yoy)	**30%**	**-28%**	**-29%**	-91%	-86%	-85%	-40%	**-82%**	44%	57%	114%	79%	**80%**	241%	308%	226%	198%	**227%**	**48%**
Other Income	1,382	3,814	2,117	384	412	217	792	1,805	1,062	515	282	713	2,572	1,274	592	324	820	3,011	3,312
% change (yoy)	85%	176%	-44%	-13%	-45%	-38%	37%	-15%	177%	25%	30%	-10%	42%	20%	15%	15%	15%	17%	10%
Operating Expenses:																			
Service Cost	75,730	61,926	38,771	-	35	81	189	305	127	257	822	1,727	2,933	1,323	4,331	8,829	13,568	28,051	53,046
Personnel Expense	44,584	36,874	23,574	2,271	3,054	2,469	2,856	10,650	2,939	3,292	3,654	4,165	14,050	5,332	6,505	7,415	8,305	27,556	35,548
Marketing & Sales Promotion Expense	63,822	11,712	2,603	77	200	365	446	1,088	204	360	724	1,081	2,369	1,267	2,062	2,657	2,864	8,851	12,125
Other Operating Expenses	50,438	57,487	29,968	4,680	2,774	2,293	3,629	13,376	2,060	2,921	4,345	5,527	14,854	6,053	8,250	9,449	10,382	34,133	40,921
Depreciation & Amortization	6,537	8,412	8,839	2,110	1,854	1,948	4,335	10,247	1,030	1,300	1,500	1,500	5,330	1,700	1,800	1,800	1,900	7,200	7,800
Goodwill Impairment	-	-	2,945	-	-	-	3,622	3,622	-	-	-	-	-	-	-	-	-	-	-
Total Operating Expenses	**241,111**	**176,411**	**106,700**	9,138	7,917	7,156	15,077	**39,288**	6,360	8,130	11,045	14,002	**39,536**	15,674	22,948	30,150	37,019	**105,792**	**149,439**
% change (yoy)		**-27%**	**-40%**	-76%	-73%	-74%	28%	**-63%**	-30%	3%	54%	-7%	**1%**	146%	182%	173%	164%	**168%**	41%
Operating Income (Loss)	**(51,608)**	**(37,278)**	**(8,292)**	(5,895)	(3,925)	(2,705)	(7,577)	**(20,102)**	(1,169)	(1,997)	(1,710)	(1,273)	**(5,662)**	(324)	560	(298)	(399)	**(461)**	**5,432**
Joint Venture Share of Loss	(162)	(185)	(143)	(25)	5	(23)	(11)	(54)	(13)	(15)	(20)	(20)	(68)	(25)	(25)	(35)	(35)	(120)	(175)
Interest Income	1,412	597	778	416	307	185	208	1,116	307	200	200	200	907	200	200	200	200	800	800
Interest Expense	(2,351)	(3,807)	(2,564)	(512)	(427)	(391)	(273)	(1,603)	(350)	(350)	(350)	(350)	(1,400)	(325)	(300)	(300)	(300)	(1,225)	(1,175)
Change in Fair Value of Warrants (Loss)	(8,651)	24,106	1	5,277	(54)	(141)	100	5,182	164	-	-	-	164	-	-	-	-	-	-
Income before Taxes (Loss)	**(61,360)**	**(16,567)**	**(10,220)**	(739)	(4,094)	(3,075)	(7,553)	**(15,461)**	(1,061)	(2,162)	(1,880)	(1,443)	**(6,059)**	(474)	435	(433)	(534)	**(1,006)**	**4,882**
Income Taxes	(874)	(692)	(926)	4	7	105	(992)	(876)	(21)	(178)	(239)	(369)	(807)	(148)	(254)	(221)	(275)	(898)	(932)
Net Income (reported)	**(62,234)**	**(17,259)**	**(11,146)**	**(735)**	**(4,087)**	**(2,970)**	**(8,545)**	**(16,337)**	**(1,082)**	**(2,339)**	**(2,119)**	**(1,811)**	**(6,866)**	**(621)**	**181**	**(654)**	**(810)**	**(1,904)**	**3,950**
Net Income Adjusted (Non-IFRS)	**(38,117)**	**(30,218)**	**(13,281)**	**(6,001)**	**(3,670)**	**(2,570)**	**(4,215)**	**(16,841)**	**(590)**	**(1,869)**	**(1,549)**	**(1,179)**	**(5,186)**	**193**	**1,176**	**301**	**327**	**1,996**	**8,299**
EPS (reported, diluted)	**($1.81)**	**($0.39)**	**($0.24)**	**($0.02)**	**($0.07)**	**($0.05)**	**($0.14)**	**($0.28)**	**($0.02)**	**($0.04)**	**($0.03)**	**($0.03)**	**($0.12)**	**($0.01)**	**$0.00**	**($0.01)**	**($0.01)**	**($0.03)**	**$0.06**
EPS Adjusted (Non-IFRS, diluted)	**($1.11)**	**($0.68)**	**($0.29)**	**($0.12)**	**($0.06)**	**($0.04)**	**($0.07)**	**($0.29)**	**($0.01)**	**($0.03)**	**($0.02)**	**($0.02)**	**($0.08)**	**$0.00**	**$0.02**	**$0.00**	**$0.01**	**$0.03**	**$0.13**
Calendar EPS (reported, diluted)		**($0.26)**	**($0.48)**					**($0.17)**					**($0.23)**					**$ (0.05)**	**$ 0.03**
Calendar EPS Adjusted (diluted)		**($0.88)**	**($0.45)**					**($0.29)**					**($0.13)**					**$ 0.01**	**$ 0.10**
EBITDA (reported)	**(45,071)**	**(28,866)**	**547**	**(3,785)**	**(2,071)**	**(757)**	**(3,242)**	**(9,855)**	**(139)**	**(697)**	**(210)**	**227**	**(332)**	**1,376**	**2,360**	**1,502**	**1,501**	**6,739**	**13,232**
Adjusted EBITDA (Non-IFRS)	**(29,339)**	**(17,759)**	**(1,767)**	**(3,779)**	**(1,702)**	**(498)**	**796**	**(5,179)**	**521**	**(226)**	**361**	**860**	**2,002**	**2,190**	**3,356**	**2,456**	**2,637**	**10,639**	**17,581**
Diluted Shares (weighted average)	34.3	44.3	46.5	48.5	61.6	61.0	62.1	58.5	62.2	62.3	62.4	62.5	62.3	62.6	62.7	62.8	62.9	62.7	63.1
Margins:																			
EBITDA Margin Adjusted (ex-stock comp &	**-25.8%**	**-13.8%**	**-2.2%**	**-120.8%**	**-33.1%**	**-6.0%**	**6.0%**	**-17.3%**	**7.9%**	**-2.3%**	**2.6%**	**4.9%**	**4.2%**	**15.5%**	**18.4%**	**10.7%**	**9.6%**	**12.8%**	**14.5%**
EBITDA Margin (reported)	-39.6%	-22.5%	0.7%	-121.0%	-40.3%	-9.1%	-24.4%	-32.9%	-2.1%	-7.2%	-1.5%	1.3%	-0.7%	9.8%	12.9%	6.5%	5.4%	8.1%	10.9%
OpEx % of Total Revenues	**128%**	**130%**	**111%**	**320%**	**221%**	**169%**	**225%**	**226%**	**154%**	**145%**	**122%**	**117%**	**126%**	**111%**	**100%**	**102%**	**103%**	**103%**	**99%**
Service Cost % of Revenues (packages, etc)	40%	46%	40%	0%	1%	2%	3%	2%	3%	5%	9%	14%	9%	9%	19%	30%	38%	27%	35%
Personnel Expense % of Revenues	24%	27%	24%	79%	85%	58%	43%	61%	71%	59%	40%	35%	45%	38%	28%	25%	23%	27%	23%
Marketing & Sales Promotion % of Revenue	34%	9%	3%	3%	6%	9%	7%	6%	5%	6%	8%	9%	8%	9%	9%	9%	8%	9%	8%
Other Operating Expenses % of Revenues	27%	42%	31%	164%	77%	54%	54%	77%	50%	52%	48%	46%	47%	43%	36%	32%	29%	33%	27%

* Quarterly & Yearly filings provide currency translation from INR or USD. Currency translation and timing causes the differences in the sum of individual quarters compared to a full-year figure. FX rate is based on final day of each quarter $0.01344 INR/USD (74 Indian Rupee/US Dollar) is our currency assumption for our forecasts for April 2021 and beyond

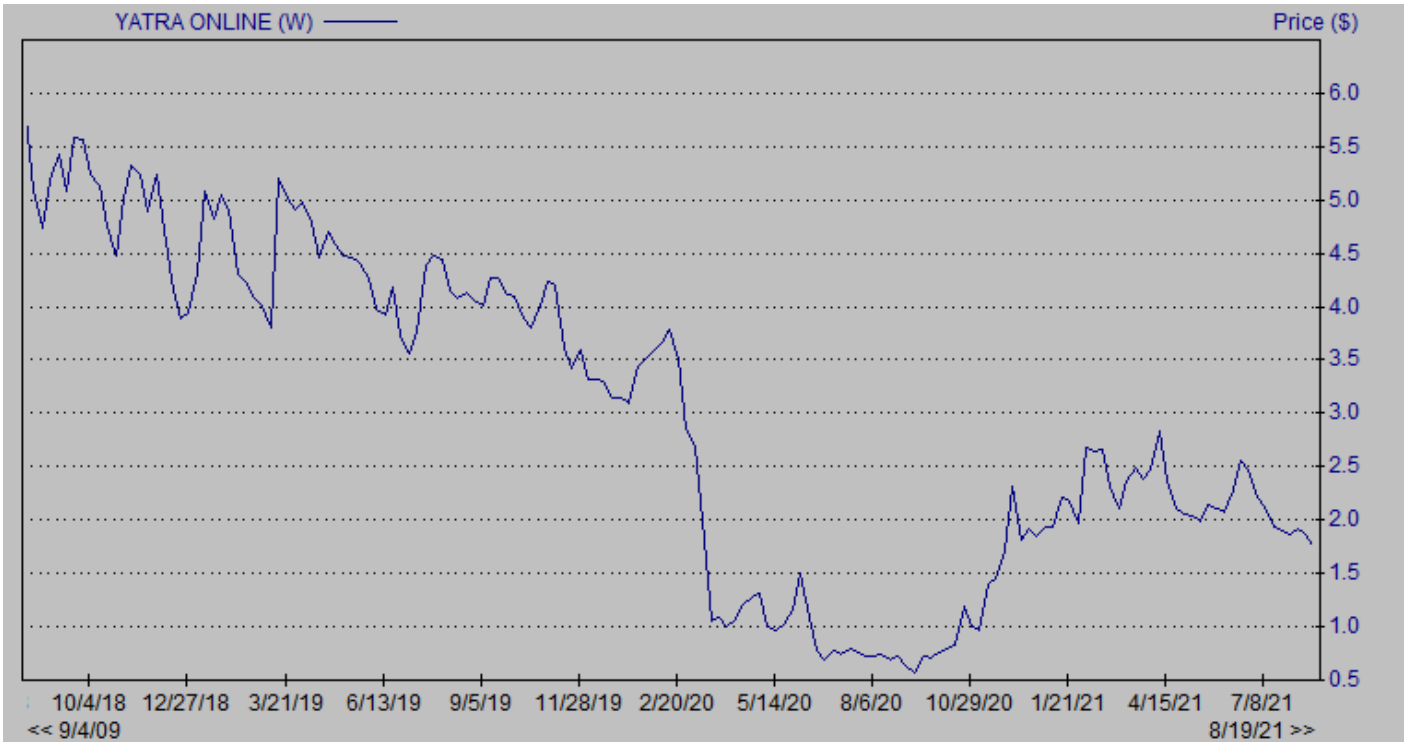
** "Adjusted Revenues" add back customer promotional expenses, subtracts out Service Costs, adds Other Income. Hotels & Packages are decreased the most for Adjusted Revenues service cost impact

"Other Operating Expenses" include Commissions, Payment Gateway Charges, Legal & Professional Fees, Communication, Outsourcing Fees, Rental Costs, Utilities, Provision for Bad & Doubtful Debts & Trade Receivables, Travel

As-converted basis change for shares outstanding count June 2020

Source: Zacks Investment Research, Inc. Tim Moore, CFA

HISTORICAL STOCK PRICE



Source: Zacks SCR

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