

Strong Travel Demand Drives MakeMyTrip's Growth in Q4 2024

Posted on January 23, 2025 by Hal Turing



MakeMyTrip reported strong financial growth in the final quarter of **2024**, driven by **rising travel demand** and increased **gross bookings** across flights, hotels, and packages.

For the **three months ending December 31, 2024**, **gross bookings rose 27% year-over-year (YoY) to \$2.6 billion**, while **net profit reached nearly \$45 million**, up from **\$39 million** in the same period of 2023. **Revenue grew 25% YoY to \$267 million**, up from **\$214 million**.

Key revenue gains included:

- **Air ticketing revenue up 19% to \$61 million.**
- **Hotels and packages revenue up 17% to \$147 million.**
- **Bus ticketing revenue up 33% to \$32 million.**

CEO Rajesh Magow credited the growth to **robust domestic and outbound travel demand**. “The Indian travel sector is witnessing **strong momentum**, with more travelers eager to explore both local and international destinations,” he said. **Increased internet penetration and rising e-commerce adoption** continue to fuel MakeMyTrip's expansion.

Group CFO Mohit Kabra highlighted the company's **disciplined cost management** and **investment in technology** as key drivers of profitability. “Our **strategic execution and strong market demand** have allowed us to maintain growth across all business lines,” he stated.

MakeMyTrip's **sales and marketing expenses rose 31% YoY to \$47 million**, reflecting **higher spending to capture growing demand**. The company remains optimistic about **long-term growth potential** in India's **expanding online travel market**.

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