



Date: February 12, 2025

To
The General Manager
Department of Corporate Services,
BSE Limited
Phiroze Jee Bhoy Tower
Dalal Street, Fort
Mumbai – 400001
Scrip Code: 544239

To
The General Manager
Department of Corporate Services,
National Stock Exchange of India Limited
Exchange Plaza,
Bandra Kurl Complex,
Bandra (East), Mumbai – 400051
Symbol: ECOSMOBLTY

Sub: Investor Presentation on Unaudited Financial Results of Ecos (India) Mobility & Hospitality Limited for the Third Quarter and Nine Months ended on December 31st, 2024

Dear Sir/Ma'am,

Pursuant to Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 in continuation to Outcome of Board Meeting held on February 12, 2025 regarding Unaudited financial results of Ecos (India) Mobility & Hospitality Limited for the Third Quarter and Nine Months ended on December 31st, 2024, we submit herewith the Presentation on the same.

The above information is also available on the Company's website: <https://www.ecosmobility.com/>

This is for your information and record.

Thanking You,

For Ecos (India) Mobility & Hospitality Limited

Shweta Bhardwaj
(Company Secretary & Compliance Officer)

Providing Ground Transportation in 100+ Cities in India & 30+ Countries Worldwide

ECOS (INDIA) MOBILITY & HOSPITALITY LIMITED

24X7 RESERVATION : (+91) 11 4079 4079 | CARS@ECORENTACAR.COM | WWW.ECOMOBILITY.COM

REDG. & CORP OFFICE:
45, 1ST FLOOR, CORNER MARKET, MALVIYA NAGAR, NEW DELHI - 110017

CIN NO. L74999DL1996PLC076375



ECOS

(India)

Mobility and Hospitality Limited

**Q3 and 9MFY25 Investor Presentation
February 2025**

www.ecosmobility.com





Disclaimer

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Please note that this presentation is based on the publicly available information including but not limited to Company's website and Annual Reports.

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This presentation does not constitute an offer or invitation to purchase or subscribe for any shares in the company and neither any part of it shall form the basis of or be relied upon in connection with any contract or commitment whatsoever.

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Q3 and 9M FY25
Result Highlights



Management Comment on the results



Mr. Rajesh Loomba

Chairman and Managing Director

"I am pleased to share that our revenues have grown 23% in Q3FY25. We have been able to grow despite increased competition that has impacted pricing in existing markets combined with us entering into new markets in India, highlighting our strong foothold in this dynamic industry.

Presently, we are focusing on generating demand from corporate and the travel industry, thereby enabling us to scale our operations across geographies. We have successfully added 130 new clients in these nine months, across both our services of CCR & ETS.

As we move forward, we remain committed to raising the bar in service quality through ongoing investments in technology, employee training and fleet expansion. These efforts will ensure that we continue to meet the evolving needs of our clients and support sustainable growth for the company in the long run.

Lastly, I'd like to express my sincere gratitude to all our stakeholders and especially the entire ECOS team, for their continued trust and support in driving our success."

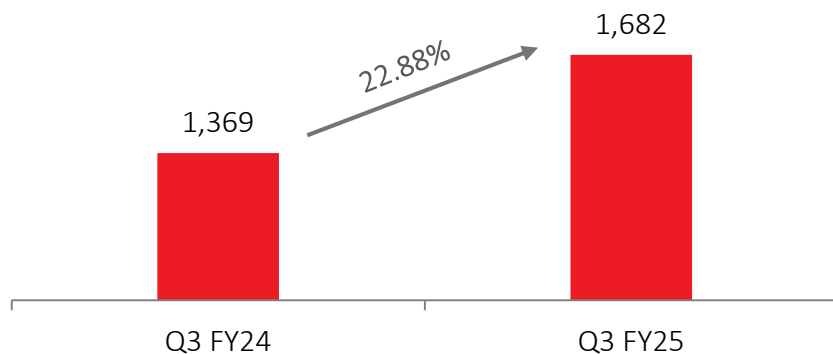




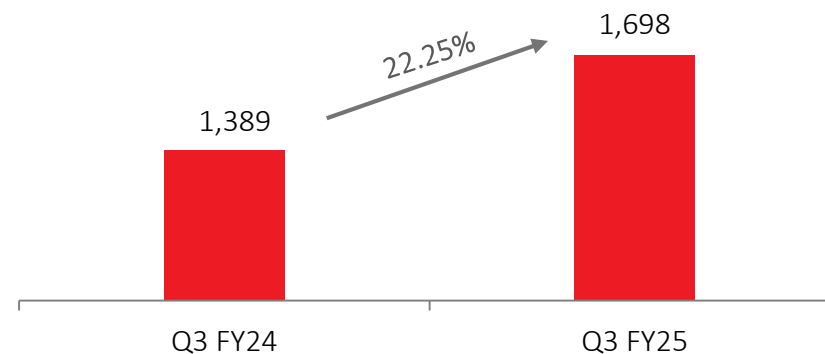
Q3FY25 Performance Highlights

Rs Mn

Revenue from Operations

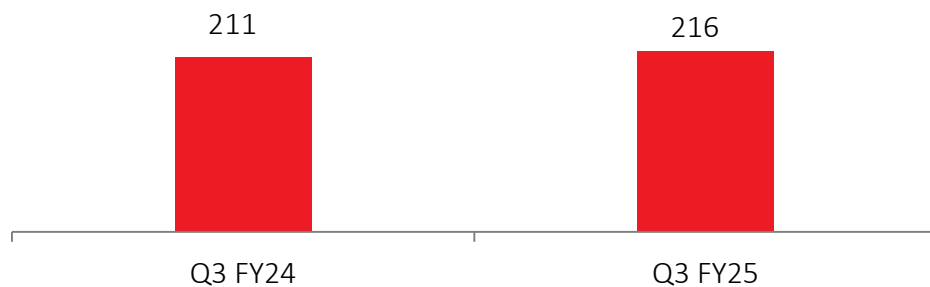


Total Revenue

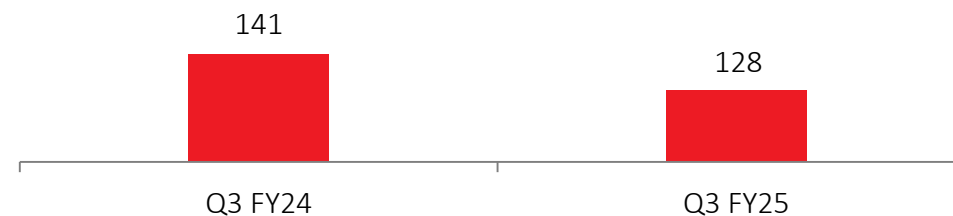


Rs Mn

EBITDA (Excl. Other Income)



PAT

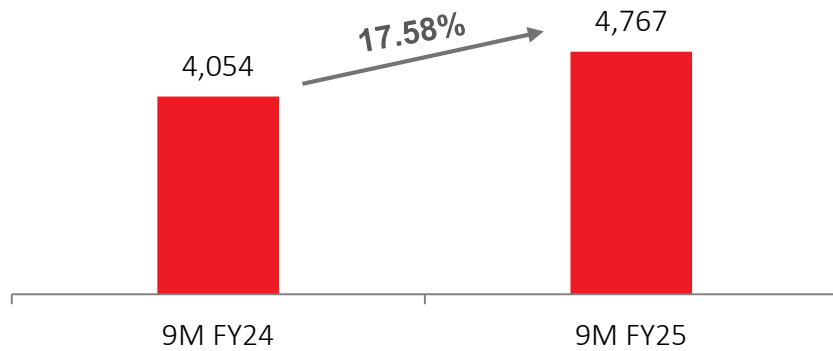




9MFY25 Performance Highlights

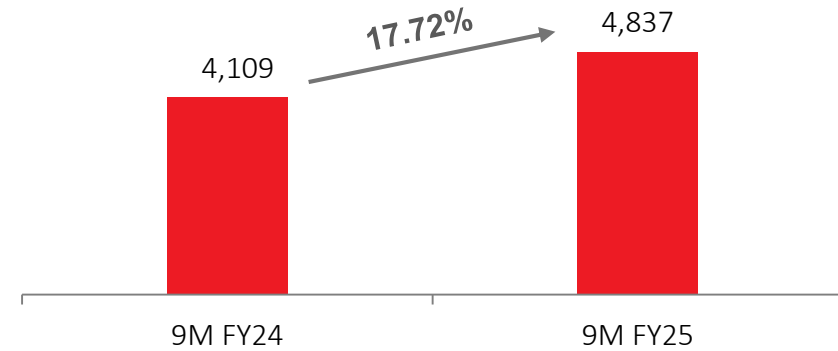
Revenue from Operations

Rs Mn



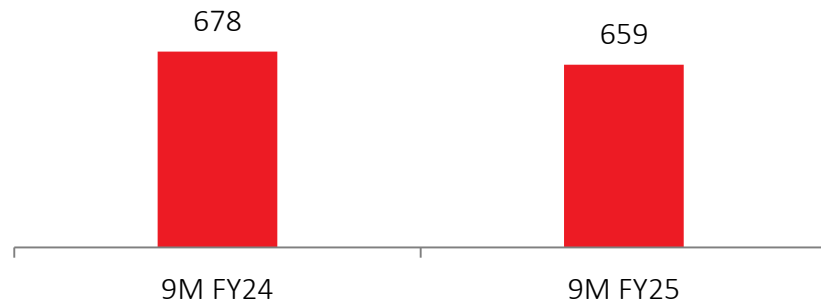
Total Revenue

Rs Mn



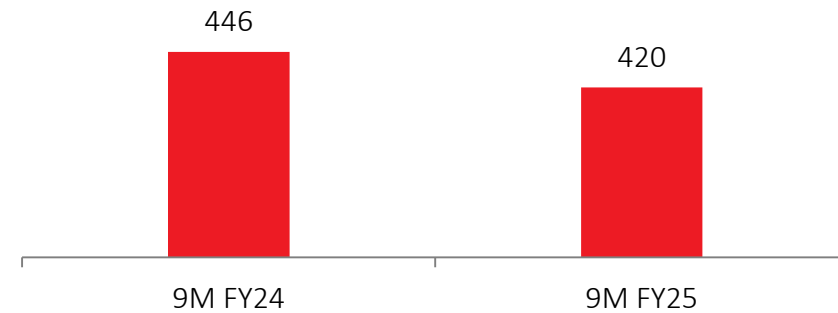
EBITDA (Excl Other Income)

Rs Mn



PAT

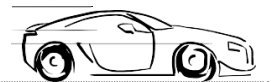
Rs Mn





Q3FY25 Consolidated Income Statement

Particulars (Rs. Mn)	Q3 FY25	Q3 FY24	YoY%	Q2 FY25
Revenue from operations	1,682.47	1,369.20	22.88%	1,595.87
Other income	15.47	19.71		27.31
Total income	1,697.94	1,388.91		1,623.18
Total Cost of Service	1,192.76	940.26		1,157.37
Purchase of Stock	43.95	-1.20		0.34
Employee benefit expense	158.47	166.28		159.69
Other expense	71.15	52.74		42.39
EBITDA (Excl. of Other Income)	216.14	211.12	2.38%	236.08
EBITDA Margins (%)	12.85%	15.42%	(257 bps)	14.79%
Depreciation & amortisation expense	57.17	50.63		47.81
Finance Cost	3.44	4.70		5.08
Profit Before Tax for the period/year	171.00	175.50	-2.56%	210.50
Tax Expense	43.23	34.03		53.02
Profit after tax for the period/year	127.77	141.47	-9.68%	157.48
PAT Margins (%)	7.53%	10.19%	(266 bps)	9.70%
EPS (Rs)	2.13	2.36		2.62





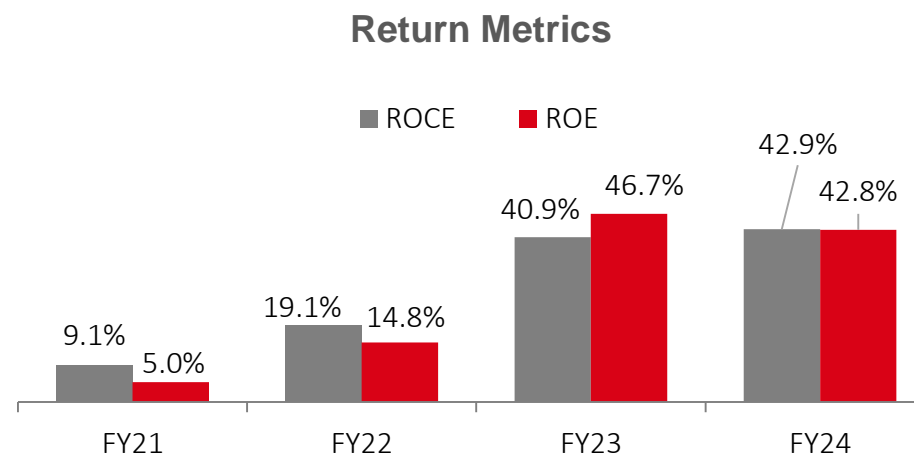
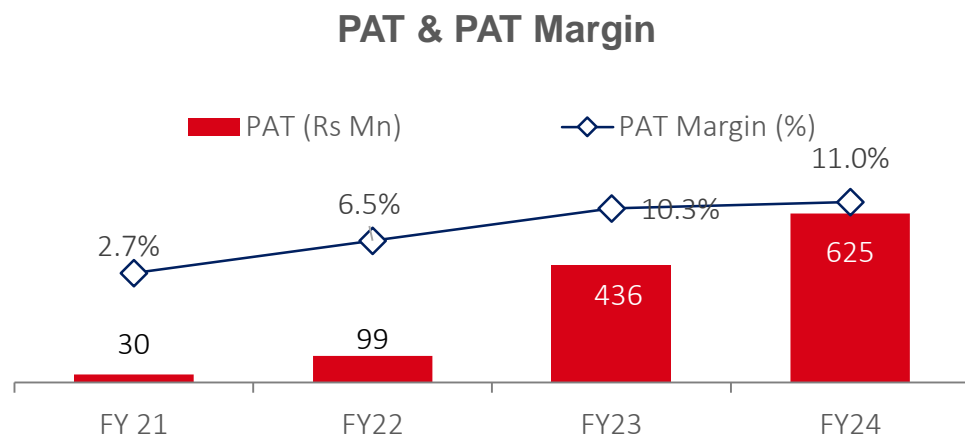
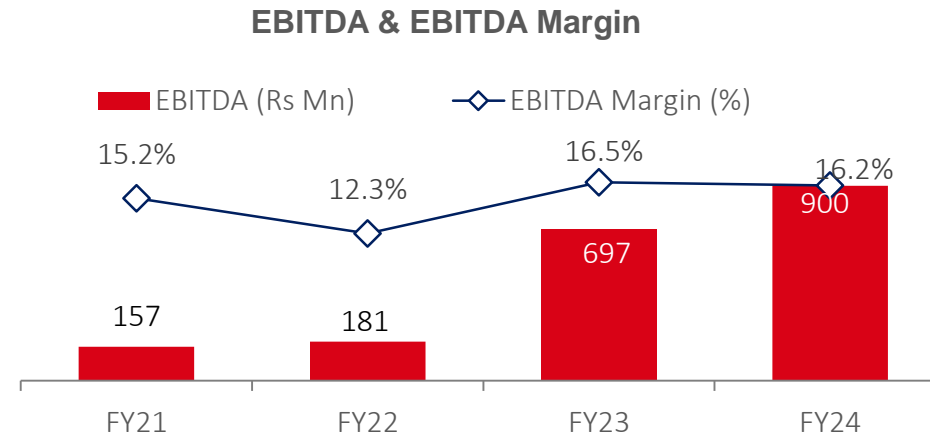
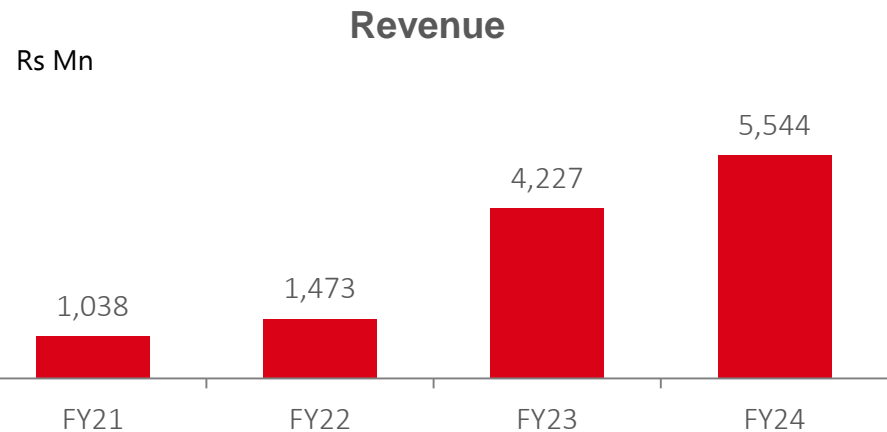
9M FY25 - Consolidated Income Statement

Particulars (Rs. Mn)	9M FY25	9M FY24	YoY%
Revenue from operations	4,767.23	4,054.33	17.58%
Other income	69.87	54.55	
Total income	4,837.10	4,108.88	
Total Cost of Service	3,431.51	2,817.89	
Purchase of Stock	44.67	0.73	
Employee benefit expense	469.85	428.68	
Other expense	162.00	129.20	
EBITDA (Excl. of Other Income)	659.20	677.83	-2.75%
EBITDA Margins (%)	13.83%	16.72%	(289 bps)
Depreciation & amortisation expense	146.49	131.94	
Finance Cost	13.68	19.64	
Profit before tax for the period/year	568.90	580.80	-2.05%
Tax Expense	148.60	135.18	
Profit after tax for the period/year	420.30	445.62	-5.68%
PAT Margins (%)	8.69%	10.85%	(216 bps)
EPS (Rs.)	7.00	7.43	





Year on Year Healthy Performance



9M FY25 Operational Performance Highlights



23% Increase in wallet share
from existing customers



130 new customers added in 9M FY25



BAU new service offered to exiting
network



**Sponsored more than 20 events and
conferences** for greater brand visibility



Driver training and technology
upgrades optimized operations.



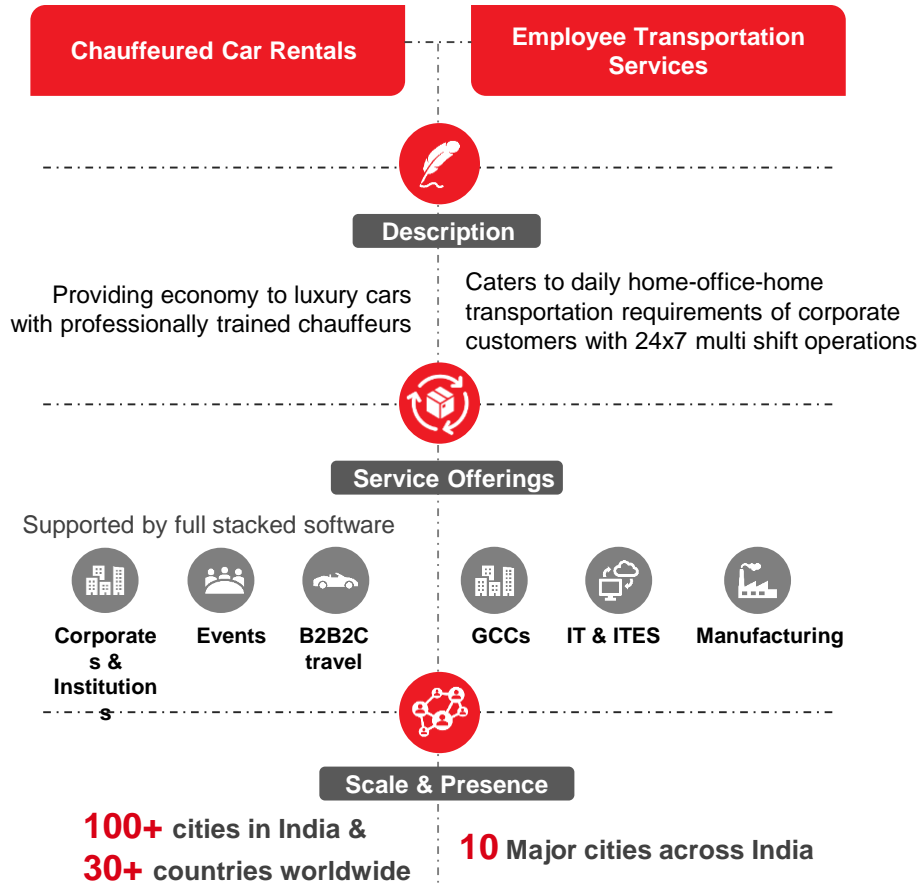
93 New EV Vehicles added to
total managed fleets





Company Overview

ECOS Mobility – A Snapshot

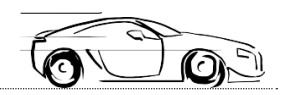
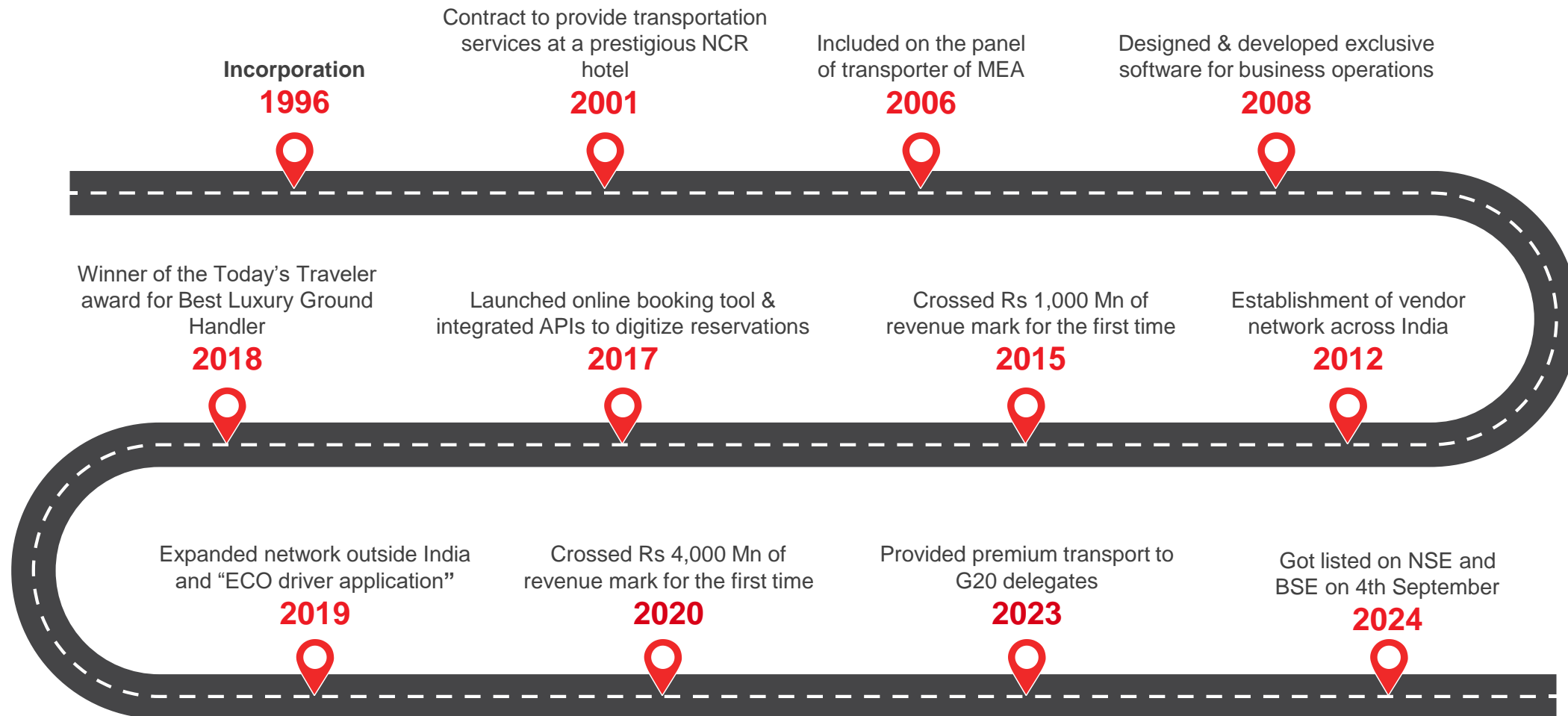


<p>25+ Years of experience</p>	<p>12,500+ One of the largest fleet size in India</p>	<p>90%+ Vendor owned fleet – Asset light business model</p>
<p>42 Fortune 500 companies</p>	<p>60 BSE 500 companies</p>	<p>1,100+ Organizations</p>
<p>109 Cities - widest PAN India presence</p>	<p>891 Employees</p>	<p>3.1 Mn Trips in FY24</p>
<p>Partnerships with major credit card companies</p>		





Journey Over the Years





Seasoned Management



Rajesh Loomba

Chairman and Managing Director

- Bachelor's degree in Commerce from University of Delhi
- Inducted into the 'Global Hall of Fame' in 2019 by the World Auto Forum



Aditya Loomba

Joint Managing Director

- PGM from S.P. Jain Institute of Management & Research
- Won 'Leadership Excellence Award' in 2014 by Brands Academy



Deepali Dev

Chief Operating Officer

- Completed her Bachelor's degree in Arts (specialist course) from University of Delhi
- Previously associated with Idea Cellular Limited and Sistema Shyam TeleServices Limited.



Hem Kumar Upadhyay

Chief Financial Officer

- Member of ICAI
- Previously associated with Carzonrent (India) Private Limited, Rahul Cargo Private Limited and DHTC



Sanjay Kumar Sharma

Chief Business Officer - ETS

- Bachelor's degree in Commerce from Chirawa College, University of Rajasthan
- Previously associated with Delta Vehicle Support Private Limited, Deneb and Pollex Tours and Travels Limited



Rini Ajeet

Head- Human Resources

- Post graduate Diploma in Business Administration from Symbiosis Centre for Distance Learning, Pune.
- Previously associated with Bureau Veritas Global Shared Service Centre



Rajnish Sharma

Senior VP- Sales

- Post graduate Diploma in Business Administration from Symbiosis Centre for Distance Learning, Pune.
- Previously associated with Avis India Mobility Solutions Private Limited, Tex Corp Limited.



Shweta Bhardwaj

Company Secretary & Compliance Officer

- She is a member of ICSI and holds a bachelor degree in law from Chaudhary Charan Singh University
- Previously associated with Vivo Mobile India Private Limited

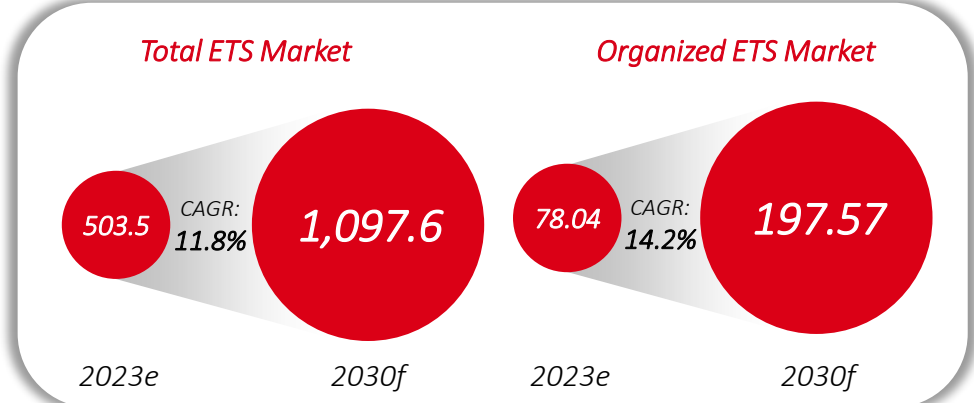
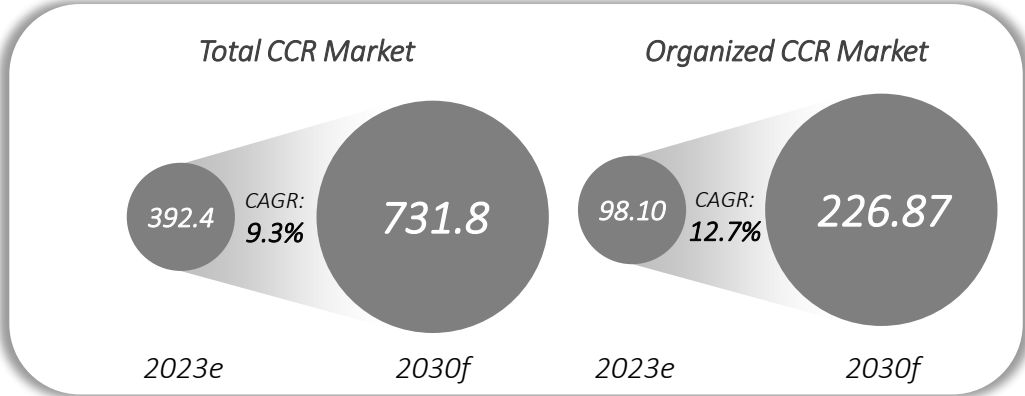




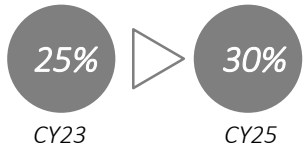
Industry Overview

Well- Positioned to Tap the Industry Growth

Market Size (INR Bn)



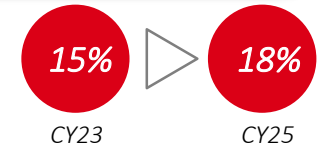
Organized Market



✓ Corporate need for reliability & accountability

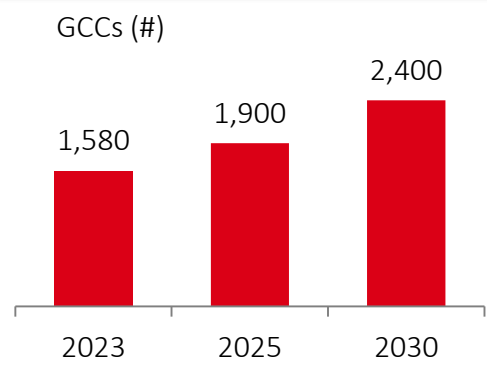
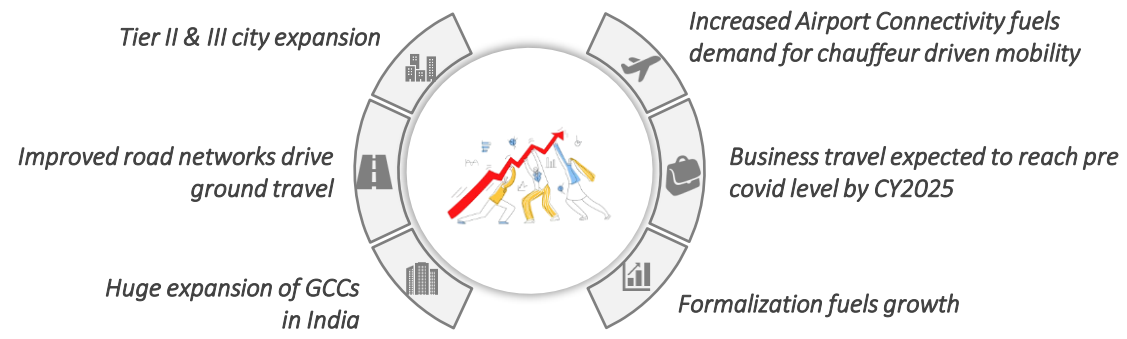
✓ Operational efficiency & safety

✓ Scale & resources required



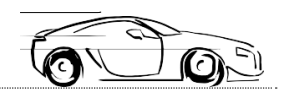
Key Industry Growth Drivers

Global Capability Centers Bolstered by Well Established Indian IT & ITES Sector



Increasing employee expectations for convenient commutes

Source: F&S Report



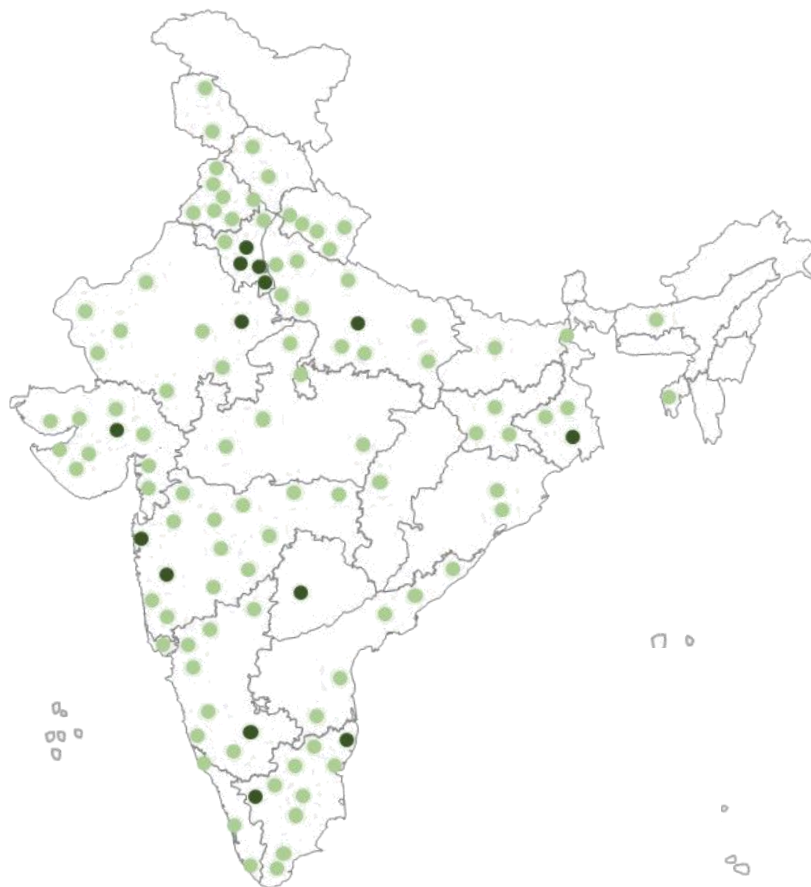


Business Overview



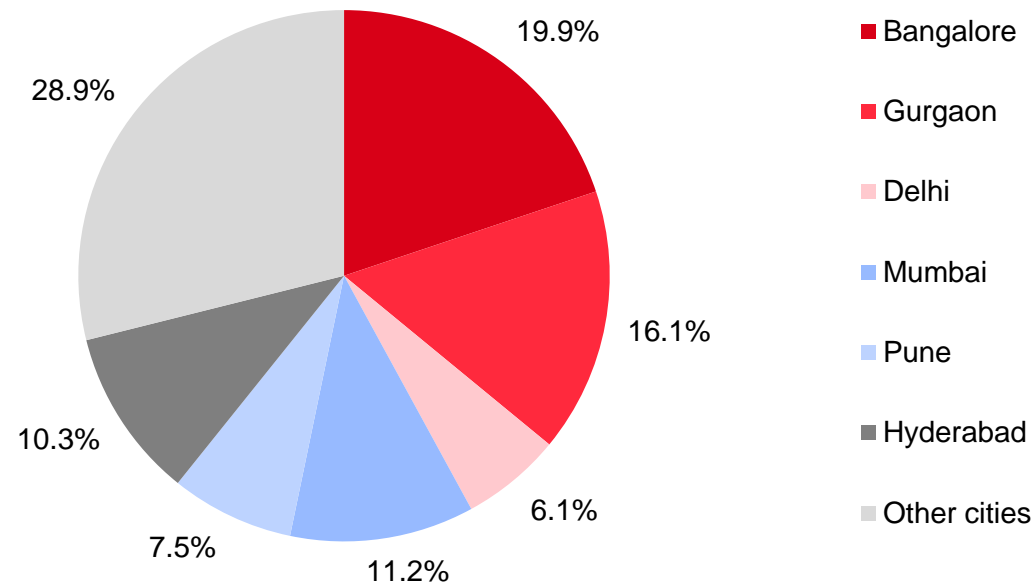


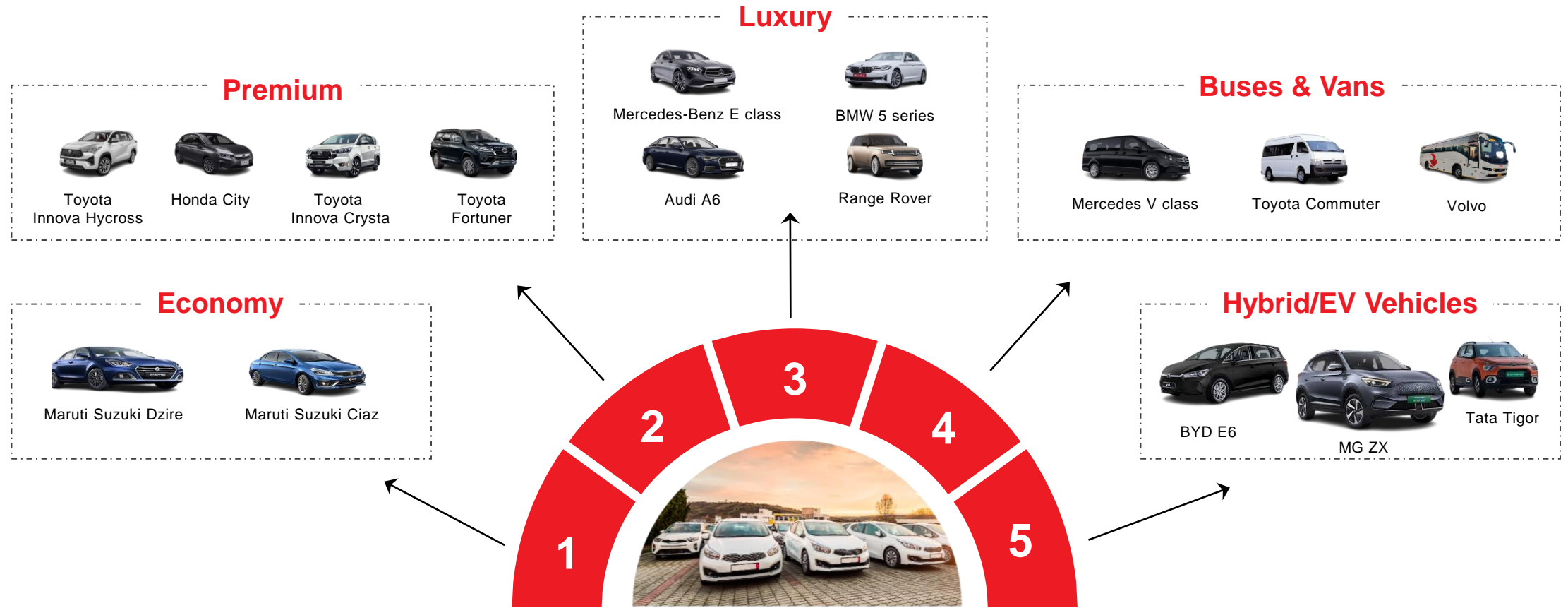
Pan-India Presence with Operations in 109 Cities in India



- 14 Cities (Own Offices)
- 95 Cities (Presence through Vendor Vehicles)

FY24 Revenue Mix



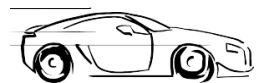


FY24
Vehicle Ownership Mix

6%

94%

■ Owned ■ Vendor Operated





Variety

Comprehensive solutions for corporate transportation requirements
with a fleet of economy to luxury cars, mini vans & buses/vans



Reach

PAN India operations in 109 cities with a direct presence in 14 cities



Quality

High service quality, with comprehensive technology enabling operational superiority and an established brand built over years



Safety

Professionally trained & verified chauffeurs with best in class quality control, testing and certifications leading to long standing relationships with customers



Reliability

Largest and most profitable chauffeur driven mobility provider to corporates in India



Business Drivers : High Quality of Service Leading to Strong Brand

Quality Control and testing

Professionally Trained & Verified Chauffeurs

Exceptional Customer Satisfaction



- High standards of safety & hygiene
- Stringent specifications of customers
- Panic Buttons
- GPS Tracking



Manage the entire cycle of logistics and to ensure operational efficiency



Seamless Integration across front end applications & back end systems

Induction



Learning & Development (L&D) Team



Skill Development



Behavioral Training

FY24

4.8
Average Rating



Awards & Recognition



National Tourism Award by GoI, FY14, FY15, FY16 and FY17



Dun&Bradsreer, SME Business Excellence Award in 2017



Today's Traveler award for Best Luxury Ground Handler in 2018



India's Best Employee Transportation Company award by Workplace Partner Conference & Awards, iNFHRA 2021



Most innovative and fastest growing transportation & car rental company award, Annual International Awards, 2012



Best Luxury Ground Transportation Company, Annual International Awards, 2013 & 2014



Winner of the TV9 Network Leaders of Road Transport Awards 2022



Service Provider of the year by ET Travel & Tourism Annual awards, 2023

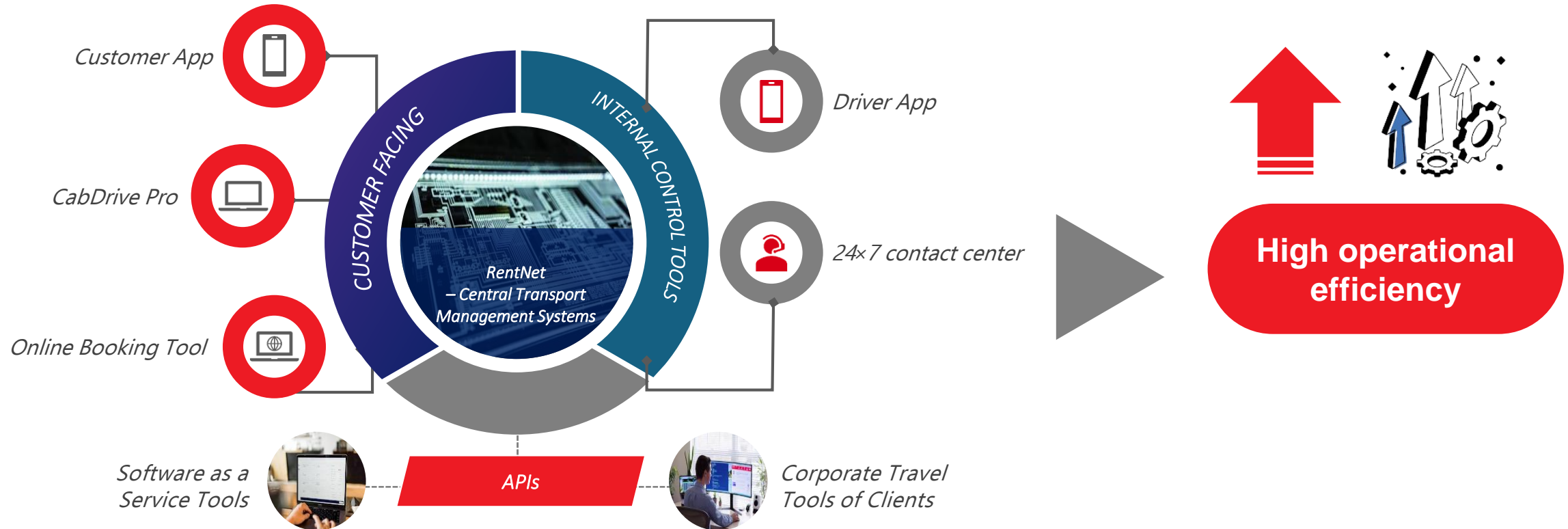


Luxury Car Tourist Transport Operator of the Year, SATTE Awards 2024



Business Drivers : Technology Enablers for Operational Excellence

Seamless integrations across front end applications and back-end systems



PAN- India Corporate Mobility Providers

B2B segment
(Corporate travel demands)



Extensive dedicated Fleets
and experienced drivers



Established FMS
for efficient operations



Consistent and reliable service
tailored to corporate needs



Professional
and well-trained drivers



Vs
FOCUS

**RESOURCES & SERVICE
LEVELS**

TECHNOLOGY

**SERVICE
DIFFERENTIATION**

**DRIVER
PROFESSIONALISM**

App- Based Aggregators



Primarily B2C segment



Limited dedicated fleet
and drivers



Less investment in fleet
management systems (FMS)



Inconsistent service experience



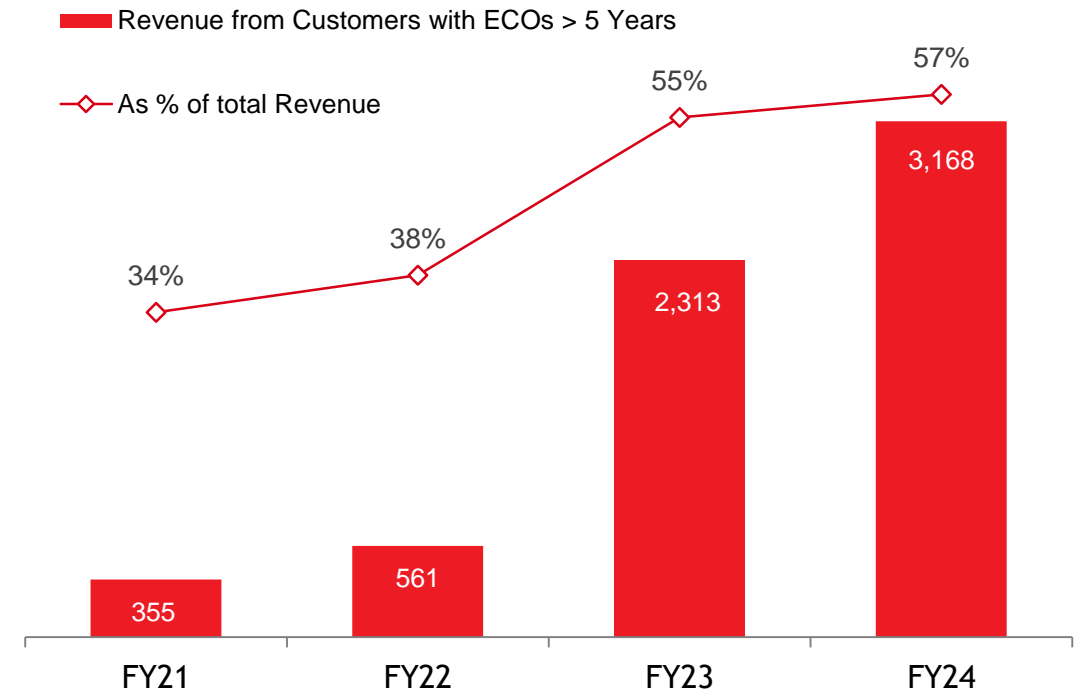
Concerns regarding driver
professionalism & conduct

Customers with Long Standing Relationships

Offering Services to:

- Two of the most prominent global consulting firms
- Leading global consumer electronics manufacturer
- Two of the world's top global retail giants
- One of the largest asset management firms
- The four largest Indian IT service providers
- India's largest private sector bank
- The leading paint Company in India
- India's top passenger Vehicle manufacturer

Nurtured Relationships With Customers Over Years





Future Outlook



Increasing wallet share
from existing customers



Acquisition of new customers
Expanding skilled sales team



Expanding presence
In Tier-II and Tier-III cities in India and
increasing penetration in Tier 1 cities



Corporate
Sales



Exhibitions



Events



Global
Embassies



Conferences

Separate teams for different target audiences



Focus on
brand building strategies



Continue to focus on
technology for scale and operational
excellence



Expanding services
In existing networks



THANK YOU

ECOS (India) Mobility & Hospitality Limited

Ms. Shweta Bhardwaj

Company Secretary & Compliance Officer

legal@ecorentacar.com

Adfactors PR

Savli Mangle/ Priyanka Bhagat

[savli.mangle@adfactorspr.com/](mailto:savli.mangle@adfactorspr.com)

priyanka.bhagat@adfactorspr.com