



September 25, 2024

To
The General Manager
Department of Corporate Services,
BSE Limited
Phiroze Jee 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: Q1 FY25 Result Update Presentation on Unaudited Financial Results of ECOS (India) Mobility & Hospitality Limited for the Quarter ended on June 30th, 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 September 24, 2024 regarding Unaudited financial results of ECOS (India) Mobility & Hospitality Limited for the Quarter ended on June 30, 2024, we submit herewith the Result Update 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

Digitally signed by SHWETA BHARDWAJ
Date: 2024.09.25
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. U74999DL1996PLC076375



ECOS

(India)

Mobility and Hospitality Limited

Q1FY25 Result Presentation
September 2024

www.ecosmobility.com



Disclaimer

The accompanying slides (the “Presentation”) have been prepared by Ecos (India) Mobility & Hospitality Limited (the “Company”) solely for informational purposes and does not constitute a draft red herring prospectus, red herring prospectus, prospectus, a statement in lieu of a prospectus, an offering circular, offering memorandum, an advertisement, an offer or a solicitation of any offer or an offer document to purchase or sell any securities under the Companies Act, 2013, as amended, the Securities and Exchange Board of India (Issue of Capital and Disclosure Requirements) Regulations, 2018, as amended or any other applicable law in India. This Presentations should not be considered as a recommendation to subscribe for or purchase any securities of the Company and its subsidiaries and should not be used as a basis of any contract or commitment whatsoever or for any investment decision. This Presentation is strictly confidential and may not be reproduced or redistributed to any other person. By attending or viewing all or part of this Presentation, you (a) acknowledge and agree to be bound by the limitations and restrictions described herein, (b) agree to maintain confidentiality regarding the information disclosed in this Presentation, and (c) agree to maintain confidentiality of the existence and scope of this Presentation and of all conversations held during this Presentation, and (d) represent that you are lawfully able to receive this Presentation under the laws of the jurisdiction in which you are located or other applicable laws. Any failure to comply with these restrictions may constitute a violation of applicable securities laws.

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Certain data contained in this Presentation was obtained from various external data sources. The Company and its affiliates, advisers and representatives make no representation as to the accuracy or completeness of that data, and this data involves risks and uncertainties and is subject to change based on various factors.

Certain data contained in this Presentation was obtained from various external data sources and the report titled “Analysis of Corporate Mobility Market in India” dated March 2024 that has been prepared by Frost and Sullivan (India) Private Limited Information Services India Private Limited (“F&S Report”) which is subject to the following disclaimer: “Analysis of Corporate Mobility Market in India” has been prepared for the proposed initial public offering of equity shares by the Company. This study has been undertaken through extensive primary and secondary research, which involves discussing the status of the industry with leading market participants and experts, and compiling inputs from publicly available sources, including official publications and research reports. Estimates provided by Frost & Sullivan (India) Private Limited (“Frost & Sullivan”) and its assumptions are based on varying levels of quantitative and qualitative analyses, including industry journals, company reports and information in the public domain. Frost & Sullivan has prepared this study in an independent and objective manner, and it has taken all reasonable care to ensure its accuracy and completeness. We believe that this study presents a true and fair view of the industry within the limitations of, among others, secondary statistics and primary research, and it does not purport to be exhaustive. The results that can be or are derived from these findings are based on certain assumptions and parameters/conditions. As such, a blanket, generic use of the derived results or the methodology is not encouraged. Forecasts, estimates, predictions, and other forward-looking statements contained in this report are inherently uncertain because of changes in factors underlying their assumptions, or events or combinations of events that cannot be reasonably foreseen. Actual results and future events could differ materially from such forecasts, estimates, predictions, or such statements. In making any decision regarding the transaction, the recipient should conduct its own investigation and analysis of all facts and information contained in the prospectus of which this report is a part and the recipient must rely on its own examination and the terms of the transaction, as and when discussed. The recipients should not construe any of the contents in this report as advice relating to business, financial, legal, taxation or investment matters and are advised to consult their own business, financial, legal, taxation, and other advisors concerning the transaction”

The information contained in this Presentation is not to be taken as any recommendation made by the Company or any other person to enter into any agreement with regard to any investment. You will be solely responsible for your own assessment of the market and the market position of the Company, and you will conduct your own analysis and be solely responsible for forming your own view of the potential future performance of the business of the Company. The Company is proposing, subject to receipt of requisite approvals, market conditions and other considerations, to make an initial public offering of its equity shares and has filed a Draft Red Herring Prospectus dated March 28, 2024 (the “DRHP”) with the Securities and Exchange Board of India (the “SEBI”). The DRHP is available on the websites of the Company, the SEBI, BSE Limited and National Stock Exchange of India Limited at www.ecosmobility.com, www.sebi.gov.in, www.bseindia.com and www.nseindia.com respectively and the website of the book running lead managers at www.equirus.com and www.iiflcap.com. Investors should note that investment in equity shares involves a high degree of risk. For details, potential investors should refer to the draft red herring prospectus filed with the Registrar of Companies, N.C.T of Delhi and Haryana at New Delhi, including the section titled “Risk Factors”. Potential investors should not rely on the DRHP and Addendum filed with the SEBI for making any investment decision.

Capitalized terms and abbreviations used in this Presentation but not defined herein shall have the meaning given to such terms and abbreviations in the DRHP and the Addendum



TABLE **OF CONTENTS**

01 Quarterly Performance

02 Annual Performance

03 About the Company



Quarterly Performance



Management Comment on the results



Mr. Rajesh Loomba

Chairman and Managing Director

"I would like to thank all our stakeholders including the entire ECOS team for their continued support & faith in us.

I am happy to share that the Q1FY25 performance was in line with our expectations. Our revenue from operations grew 14% year on year in the first quarter. This is despite the one time business that we carried out during the G20 convention in Q1FY24.

Our business continues to gain traction, adding new customers as well as increasing our wallet share from existing customers in both chauffeured car rentals and employee transportation solutions.

Started in 1996, today we are the largest chauffeur driven mobility provider to over 1,100 corporate customers, including Fortune 500 companies in India, individuals, Travel and Tourism companies, Hotels and government bodies for more than 25 years. We have a Pan-India presence in 109 cities through our own vehicles and domestic partners and service the global car rental requirements through our global network of vendors in over 30 countries. We currently have a fleet of more than 12,000, economy to luxury cars, mini vans and luxury coaches.

Going forward we are focusing on profitable growth driven by increasing revenue from existing customers, adding new customers, investing in our sales team, building our brand while expanding in smaller towns & cities and adding more services in existing networks. In this line, we remain committed to driving long term sustainable shareholders value"

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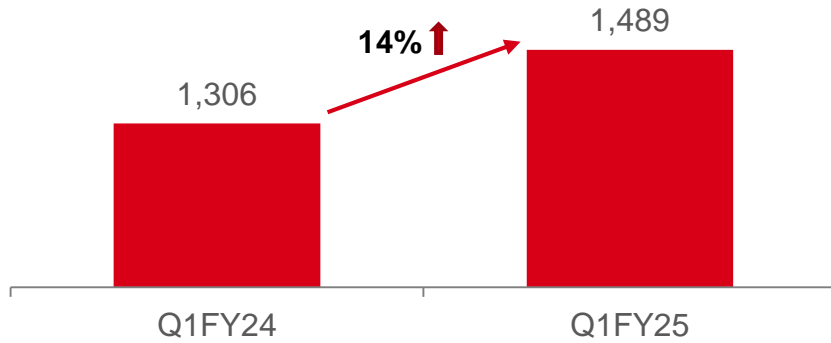




Q1FY25 Performance - Graphical format

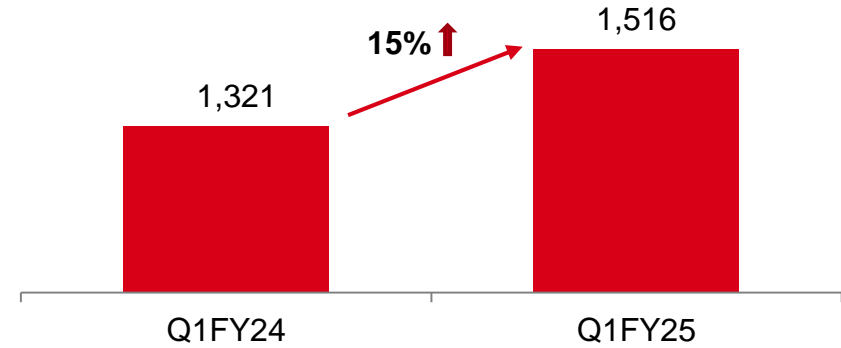
Revenue from Operations

Rs Mn



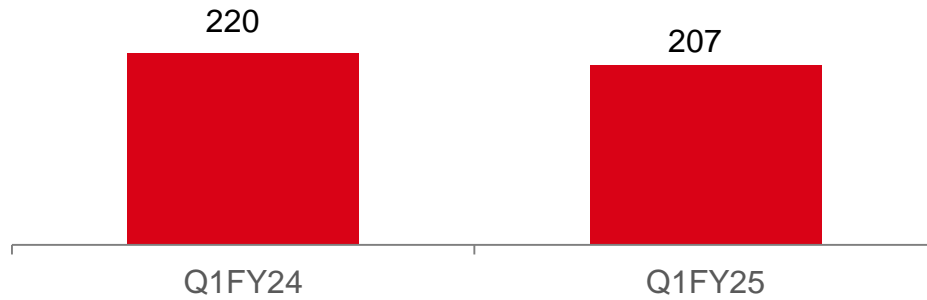
Total Revenue

Rs Mn



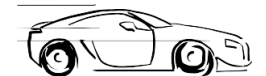
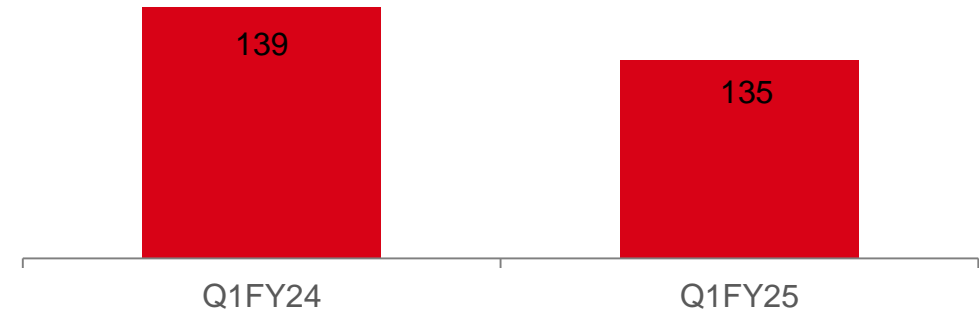
EBITDA (Excl Other Income)

Rs Mn



PAT

Rs Mn



Q1FY25 Performance - Tabular format

Particulars (Rs Mn)	30-Jun-24	30-Jun-23	31-Mar-24
Income			
Revenue from operations	1,488.89	1,306.30	1,489.77
Other income	27.09	15.14	83.39
Total income	1,515.98	1,321.44	1,573.17
Expenses			
Cost of service	1,081.38	917.31	1,068.56
Purchase of traded goods	-	0.35	3.13
Changes in inventories	0.38	1.12	0.16
Employee benefit expense	151.69	128.49	143.82
Finance cost	5.16	5.43	7.66
Depreciation & amortisation expense	41.51	40.14	55.16
Other expense	48.46	38.54	52.31
Total expenses	1,328.58	1,131.38	1,330.78
Profit before tax for the period/year	187.40	190.06	242.39
Income tax expense			
Current tax	46.48	50.79	54.55
Tax relating to earlier years	-	-	0.01
Deferred tax charge	5.87	(0.15)	8.12
Total tax expense for the period/year	52.35	50.64	62.68
Profit after tax for the period/year	135.06	139.2	179.71
EPS	2.25	2.32	3.00



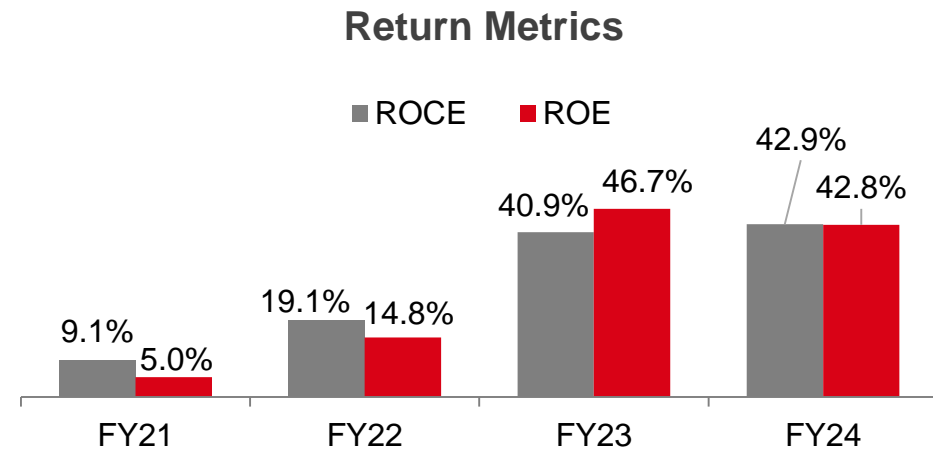
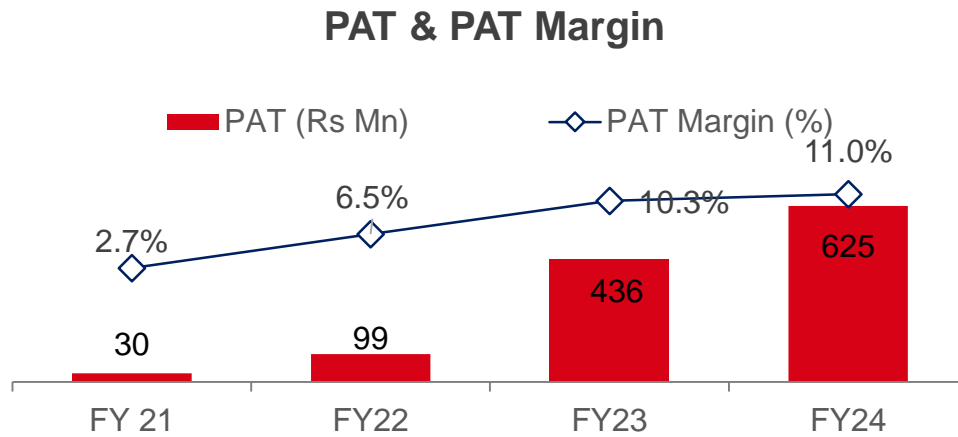
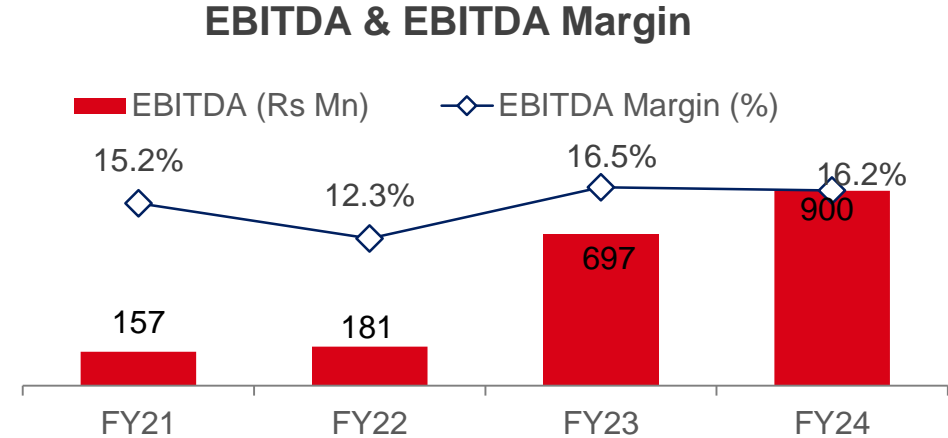
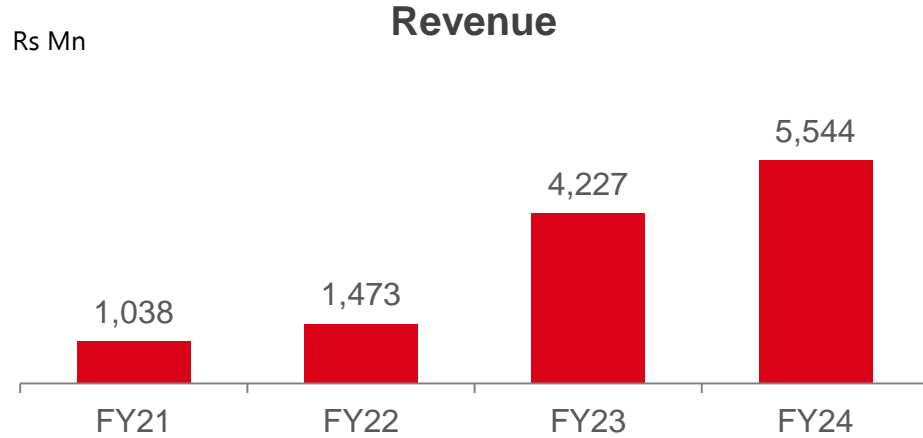


Annual Performance





Year on Year Healthy Performance



FY24 P&L - Tabular format

Particulars (Rs Mn)	As at 31-Mar-24	As at 31-Mar-23	As at 31-Mar-22
Income			
Revenue from operations	5,544.11	4,226.76	1,473.44
Other income	137.94	27.53	42.10
Total income	5,682.05	4,254.29	1,515.54
Expenses			
Cost of service	3,886.45	2,924.01	962.86
Purchase of traded goods	3.13	47.20	29.83
Changes in inventories	0.89	(3.02)	-
Employee benefit expense	572.50	423.28	211.29
Finance cost	27.30	22.36	12.66
Depreciation & amortisation expense	187.10	119.53	80.06
Other expense	181.51	138.02	88.95
Total expenses	4,858.88	3,671.38	1,385.65
Profit before tax for the period/year	823.17	582.91	129.89
Income tax expense			
Current tax	193.40	145.83	28.16
Tax relating to earlier years	0.01	0.06	0.03
Deferred tax charge	4.45	1.11	2.99
Total tax expense for the period/year	197.86	147.00	31.18
Profit after tax for the period/year	625.31	435.91	98.71

Particulars (Rs Mn)	As at 31-Mar-24	As at 31-Mar-23	As at 31-Mar-22
Other comprehensive income/(loss) for the period			
Items that will not be reclassified to profit or loss			
Re measurements gains/(losses) on defined benefit plans	(3.26)	(0.40)	(1.36)
Income tax relating to the above item	0.82	0.10	0.34
Total comprehensive income for the period/year	622.87	435.61	97.69
Net profit attributable to:			
-Owners of the Company	625.31	435.91	98.72
-Non controlling interest	-	-	(0.01)
Other comprehensive loss attributable to:			
-Owners of the Company	(2.44)	(0.30)	(1.02)
-Non controlling interest	-	-	-
Total comprehensive income attributable to:			
-Owners of the Company	622.87	435.61	97.70
-Non controlling interest	-	-	(0.01)





FY24 Balance Sheet - Tabular format

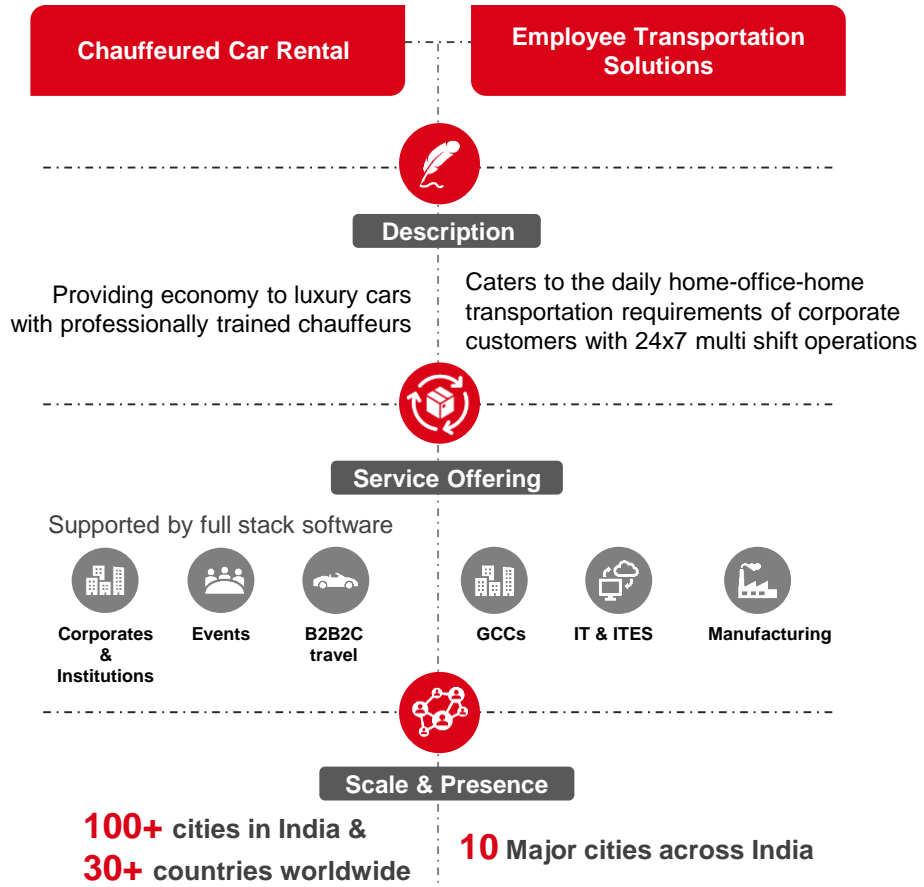
Particulars (Rs Mn)	As at 31-Mar-24	As at 31-Mar-23	As at 31-Mar-22
Non-current assets			
Property, plant and equipment	381.69	316.37	126.17
Investment property	3.94	15.13	15.13
Intangible assets	-	0.14	1.43
Intangible assets under development	8.00	0.80	-
Right of use assets	75.61	49.39	6.00
Financial assets			
Investments	4.48	4.48	4.76
Other financial assets	50.95	36.90	7.40
Other non-current assets	2.54	2.75	0.31
Deferred tax assets (net)	27.94	31.57	32.58
Total non-current assets	555.17	457.53	193.78
Current assets			
Inventories	2.13	3.02	-
Financial assets			
Investments	891.70	408.43	292.12
Trade receivables	710.58	653.27	213.71
Cash and cash equivalents	23.52	45.44	79.44
Other bank balances	40.46	64.31	52.42
Loans	1.64	7.82	1.79
Other financial assets	548.36	443.88	190.49
Current tax assets (net)	12.29	-	37.47
Other current assets	179.80	212.74	61.43
Assets held-for-sale	0.94	0.61	1.19
Total current assets	2,411.42	1,839.52	930.06
Total assets	2,966.59	2,297.05	1,123.84

Particulars (Rs Mn)	As at 31-Mar-24	As at 31-Mar-23	As at 31-Mar-22
Equity			
Equity share capital	120.00	0.60	0.60
Other equity	1,654.12	1,150.65	715.04
Total equity	1,774.12	1,151.25	715.64
Non-controlling interest	-	-	-
Liabilities			
Non-current liabilities			
Financial liabilities			
Borrowings	59.79	146.72	0.75
Lease liability	67.82	44.55	3.74
Provisions	37.02	28.54	21.23
Total non-current liabilities	164.63	219.81	25.72
Current liabilities			
Financial liabilities			
Borrowings	157.39	182.80	32.62
Lease liability	12.67	7.29	3.33
Trade payables			
a) Outstanding dues of MSME	96.99	20.66	5.68
b) Outstanding dues of creditors other than MSMED	491.83	431.10	207.59
Other financial liabilities	192.50	193.11	91.74
Current tax liabilities (net)	-	12.86	-
Provisions	15.38	9.26	7.04
Other current liabilities	61.08	68.91	34.48
Total current liabilities	1,027.84	925.99	382.48
Total liabilities	1,192.47	1,145.80	408.20
Total equity and liabilities	2,966.59	2,297.05	1,123.84





About the Company



<p>25+ Years of experience</p>	<p>12,500+ One of the largest fleet size</p>	<p>90%+ Vendor owned fleet – Asset light business model</p>
<p>42 Fortune 500 companies</p>	<p>60 BSE 500 companies</p>	<p>1100+ Organizations</p>
<p>109 Cities with 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>		





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
- 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 Detta Vehicle Support Private Limited, Deneb and Pollex Tours and Travels Limited



Rini Ajeet

Head- Human Resource

- 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

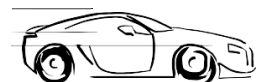
Company Secretary & Compliance Officer

- 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



Customers With Long Standing Relationships

- Largest consumer electronics mfg. company in the world as per market cap as on 31st Dec, 2023
- Two of the top 3 largest global retailer by revenue in CY2023
- Two of three leading global consulting firms
- World's largest asset manager by AUM as on 31st Oct, 2023
- Four largest Indian IT services by revenue in FY23
- Largest Indian Private Sector Bank in terms of Balance Sheet size in FY23
- Twenty four foreign embassies in India
- Largest Indian Paints Company in terms of revenue in FY23
- Largest Indian Passenger Vehicle OEM in terms of domestic production volume in FY23





Increasing revenue from existing customers

Acquisition of new customers by expanding sales team

Experienced And Skilled Sales Team

Separate teams for different target audiences

- 32** Members Sales Team
- Corporate Sales
- Exhibitions
- Events
- Global Embassies
- Conferences



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



Focus on brand building strategies



Continue to focus on technology for scale and operational excellence



Expanding service in existing networks



A row of white cars parked in a lot, overlaid with a red tint and the text "THANK YOU". The cars are parked on a cobblestone surface. In the background, there are buildings and a hillside. The text "THANK YOU" is centered in the middle of the image in a bold, white, sans-serif font.

THANK YOU