



May 19th, 2025

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: Investor Presentation on Audited Financial Results of Ecos (India) Mobility & Hospitality Limited for the Fourth Quarter and Financial Year ended on March 31st, 2025

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 May 19, 2025 regarding Audited Financial Results of Ecos (India) Mobility & Hospitality Limited for the Fourth Quarter and Financial Year ended on March 31st, 2025, we submit herewith the Presentation on the same.

The above information is also available on the Company's website at 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 and Hospitality Limited

Q4 and FY25 Investor Presentation
May 2025

www.ecosmobility.com





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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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Q4 and FY25 Result Highlights



Management Comment on the results



Mr. Rajesh Loomba

Chairman and Managing Director

“We are thrilled to share that ECOS (India) Mobility & Hospitality Limited has delivered an outstanding performance in the fourth quarter of fiscal year 2025, reinforcing its position as a leader in the mobility and hospitality sectors.

The company reported an 18.97% increase in operational revenue, reaching ₹1,772.41 mn in Q4 FY25 as compared to 1,489.78 mn in Q4FY24. This growth was driven by increased wallet share from existing clients and the successful acquisition of new ones. It reflects steady demand and robust operational execution in a stabilizing market environment.

In Q4 FY25, ECOS recorded an EBITDA (excluding other income) of ₹264.67 mn, maintaining a stable margin of approximately 15%. Profit after tax stood at ₹180.68 mn, translating to a PAT margin of 10.03%.

As we look to the future, we are intensifying our focus on enhancing service quality through world-class employee training and significantly expanding our client base to meet rising demand. These strategic initiatives are designed to deliver exceptional value and propel exponential growth.

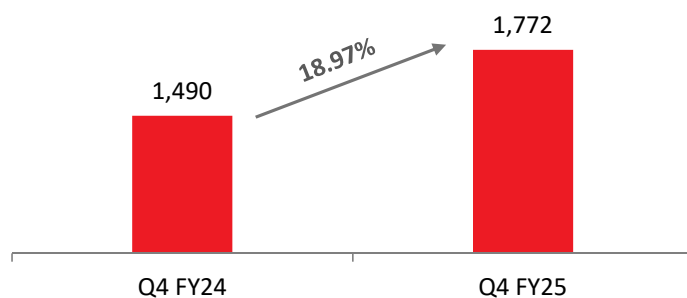
I extend my deepest gratitude to our stakeholders and the exceptional ECOS team for their unwavering support and shared vision. Together, we are shaping the future of mobility and hospitality with unmatched passion and purpose



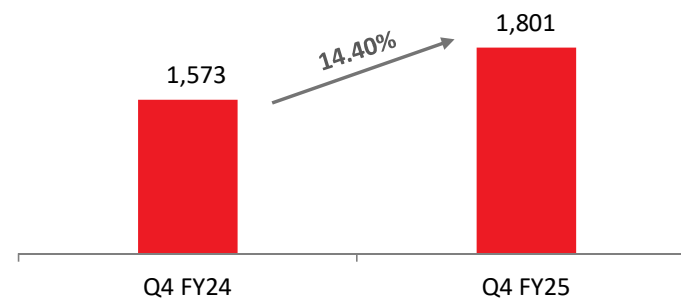
Q4FY25 Performance Highlights

Rs Mn

Revenue from Operations

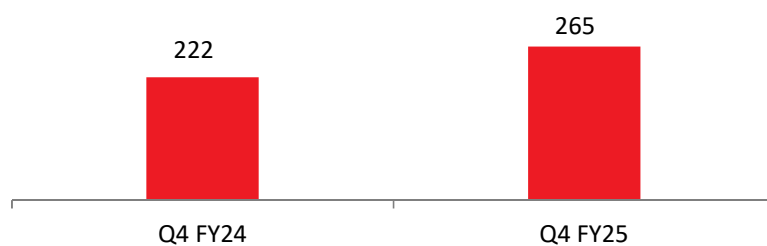


Total Revenue

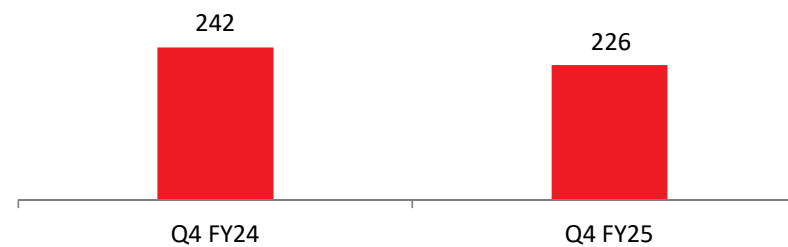


Rs Mn

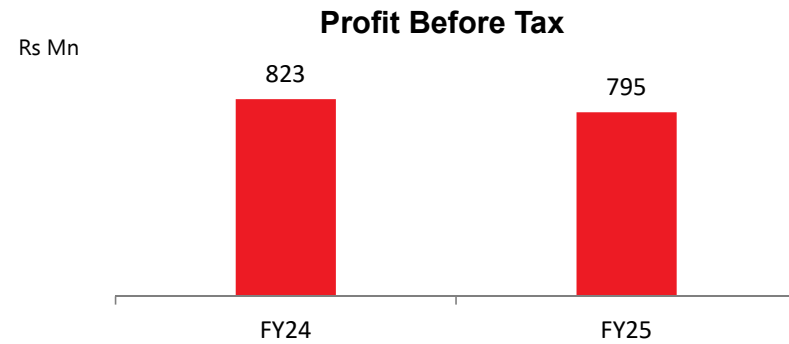
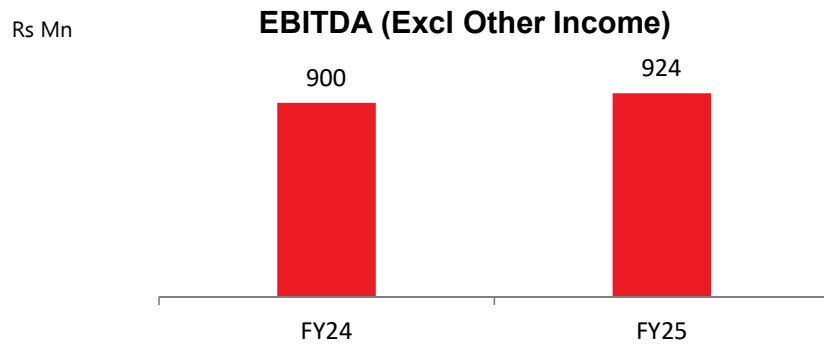
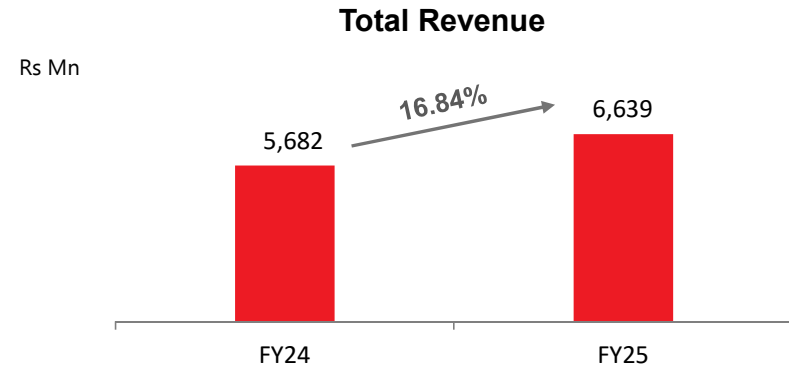
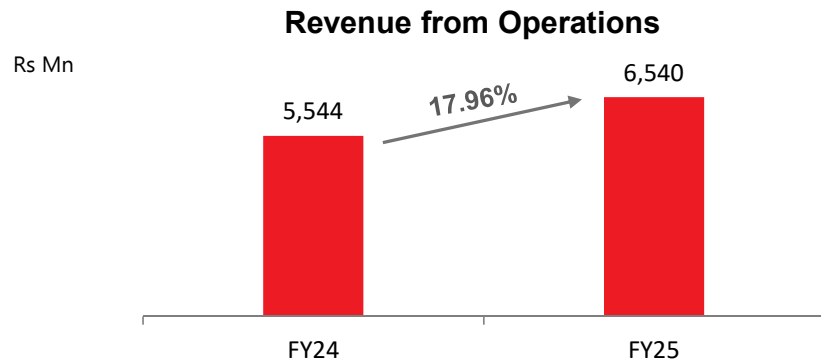
EBITDA (Excl. Other Income)



Profit Before Tax



FY25 Performance Highlights



QF4Y25 Consolidated Income Statement



Particulars (Rs. Mn)	Q4 FY25	Q4 FY24	YoY%	Q3 FY25
Revenue from operations	1,772.41	1,489.78	18.97%	1,682.47
Other income	29.46	83.39		15.47
Total income	1,801.87	1,573.17		1,697.94
Total Cost of Service	1,265.73	1,068.55		1,192.76
Purchase of Stock	1.88	3.12		43.48
Change in stock-in trade	1.09	0.16		0.47
Employee benefit expense	157.16	143.82		158.47
Other expense	81.88	52.31		71.15
EBITDA (Excl. of Other Income)	264.67	221.82	19.33%	216.13
EBITDA Margins (%)	14.93%	14.89%		12.85%
Depreciation & amortisation expense	64.68	55.16		57.17
Finance Cost	3.75	7.66		3.44
Profit Before Tax for the period/year	225.70	242.39	-6.88%	170.98
Tax Expense	45.02	62.68		43.23
Profit after tax for the period/year	180.68	179.71	0.54%	127.75
PAT Margins (%)	10.03%	11.42%	(139 bps)	7.52%
EPS (Rs)	3.01	3.00		2.13





FY25 - Consolidated Income Statement

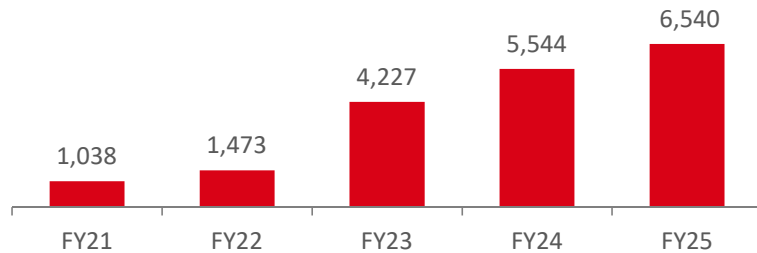
Particulars (Rs. Mn)	FY25	FY24	YoY%
Revenue from operations	6,539.64	5,544.11	17.96%
Other income	99.33	137.94	
Total income	6,638.97	5,682.05	
Total Cost of Service	4,697.23	3,886.45	
Purchase of Stock	46.46	3.13	
Change in stock-in trade	1.18	0.89	
Employee benefit expense	627.01	572.50	
Other expense	243.88	181.51	
EBITDA (Excl. of Other Income)	923.88	900.00	2.65%
EBITDA Margins (%)	14.13%	16.23%	(210 bps)
Depreciation & amortisation expense	211.17	187.10	
Finance Cost	17.43	27.30	
Profit before tax for the period/year	794.60	823.17	-3.47%
Tax Expense	193.64	197.86	
Profit after tax for the period/year	600.96	625.31	-3.89%
PAT Margins (%)	9.05%	11.00%	(195 bps)
EPS (Rs.)	10.02	10.42	



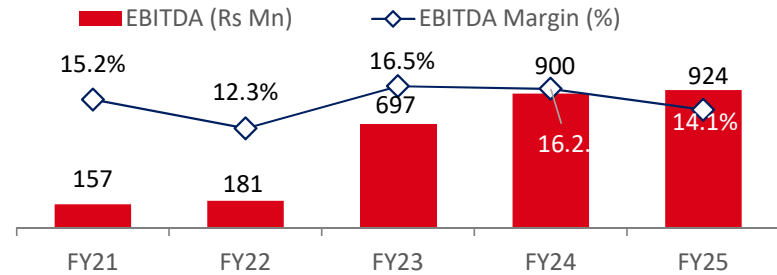
Year on Year Healthy Performance



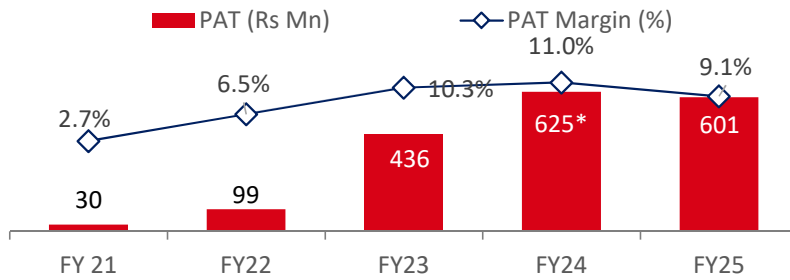
Rs Mn
Revenue from Operations



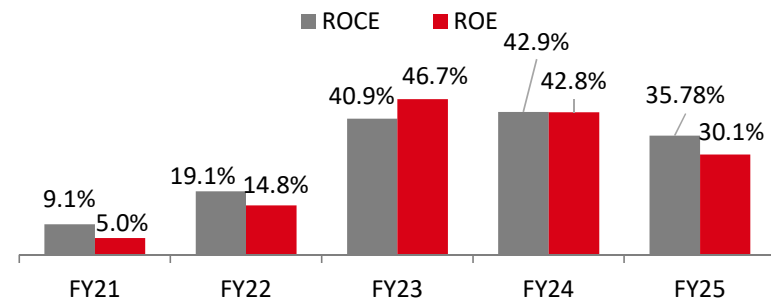
EBITDA & EBITDA Margin



PAT & PAT Margin



Return Metrics



* ECOs got listed in FY25



FY25 Operational Performance Highlights



25% Increase in total trips in FY25



188 new customers added in FY25



BAU new service offered to exiting network



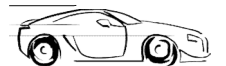
Sponsored more than 30 events and conferences for greater brand visibility



Driver training and technology upgrades optimized operations.



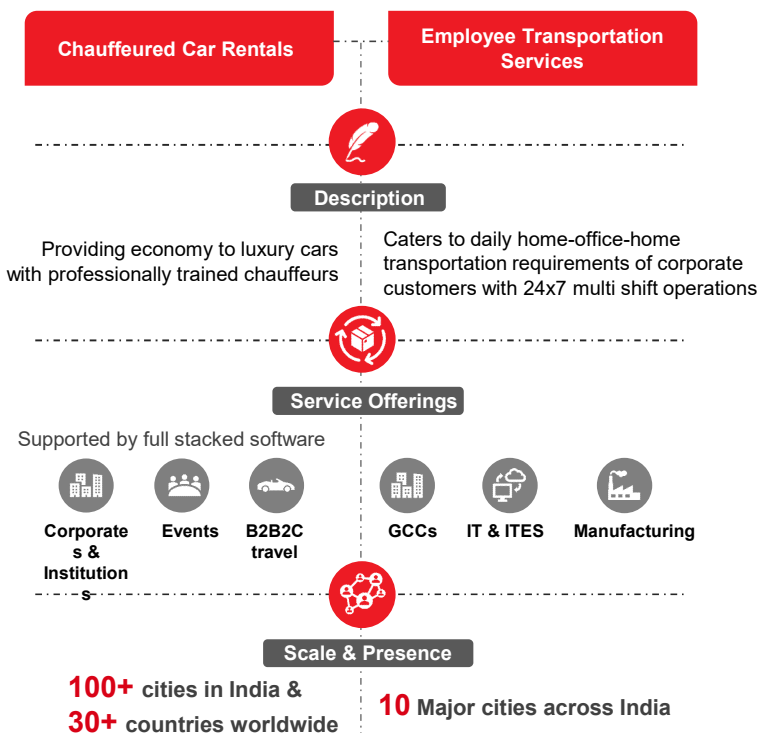
161 new EV Vehicles added to total managed fleets





Company Overview

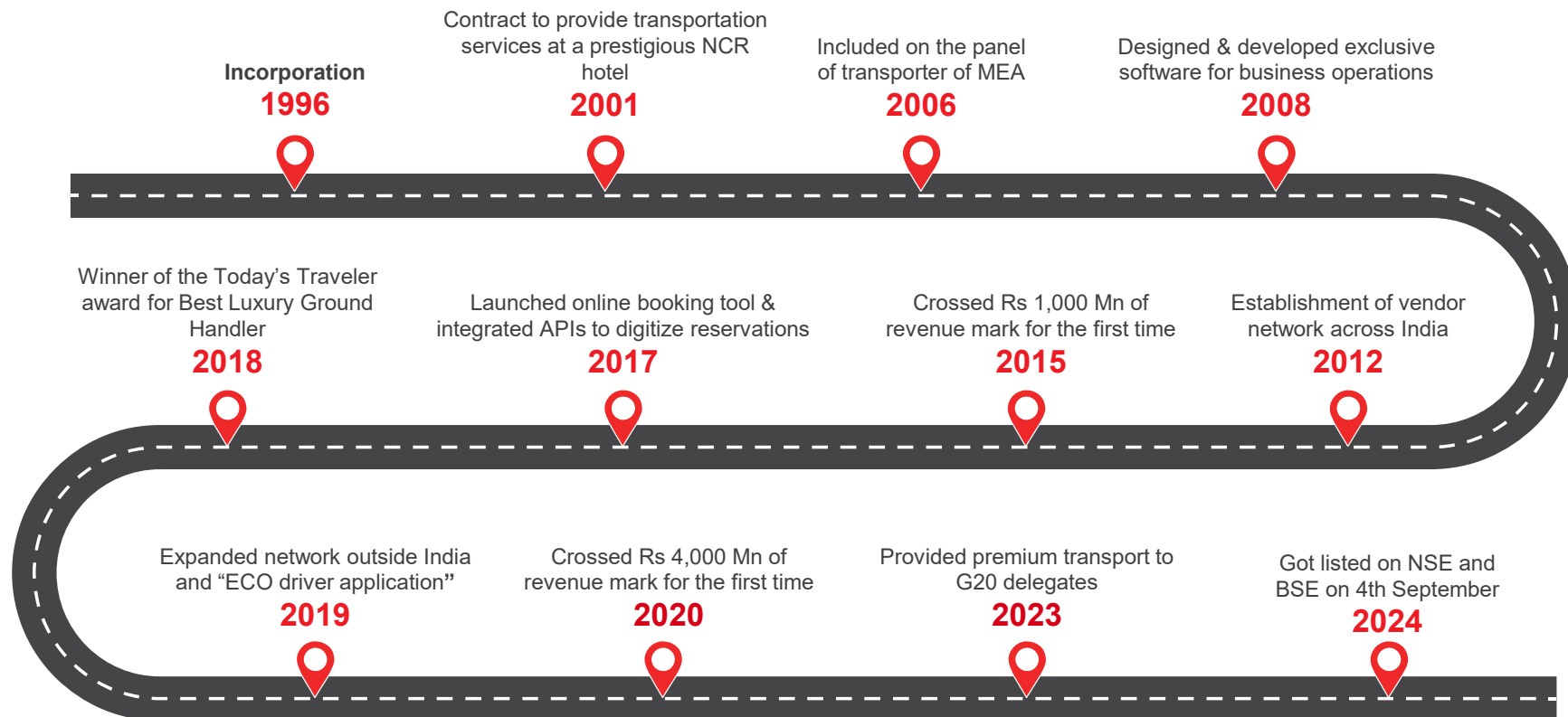
ECOS Mobility – A Snapshot



 25+ Years of experience	 12,500+ One of the largest fleet size in India	 90%+ Vendor owned fleet – Asset light business model
 42 Fortune 500 companies	 60 BSE 500 companies	 1,200+ Organizations
 109 Cities - widest PAN India presence	 891 Employees	 3.88 Mn Trips in FY25
		 Partnerships with major credit card companies and commercial real estate players



Journey Over the Years





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





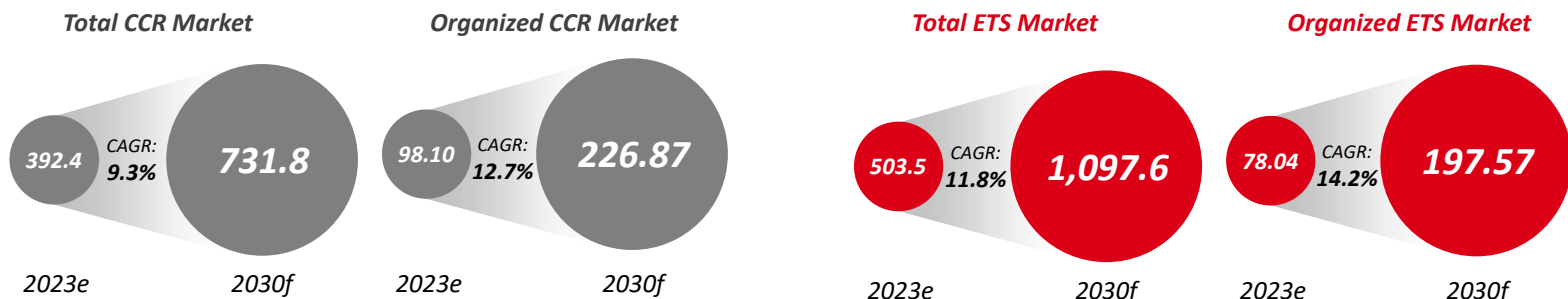
Industry Overview



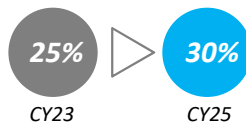
Well- Positioned to Tap the Industry Growth (unorganized to organized)



Market Size (INR Bn)



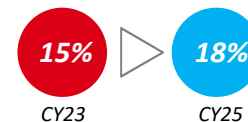
Organized Market



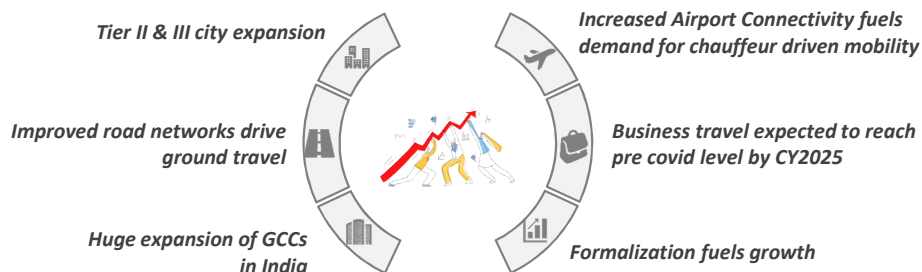
✓ Corporate need for reliability & accountability

✓ Operational efficiency & safety

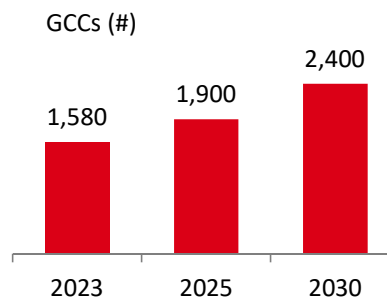
✓ Scale & resources required



Key Industry Growth Drivers



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



Increasing employee expectations for convenient commutes

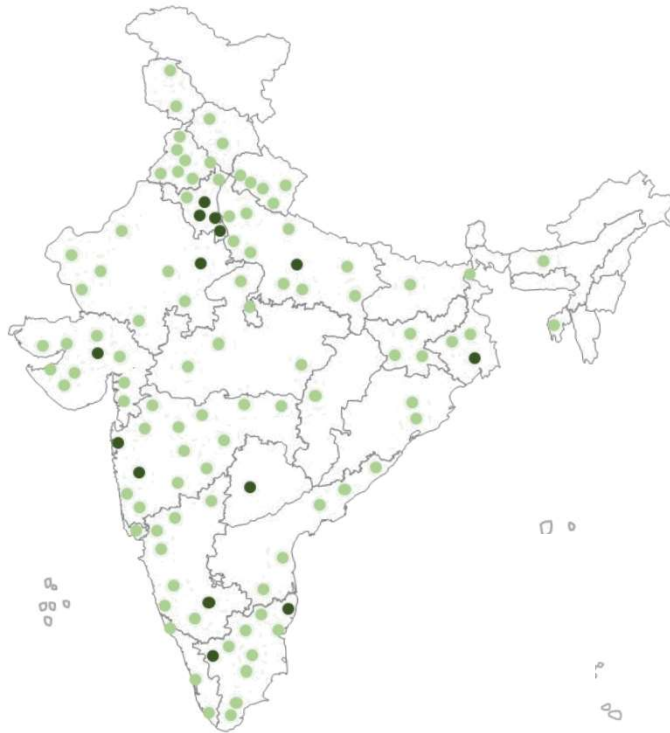




Business Overview

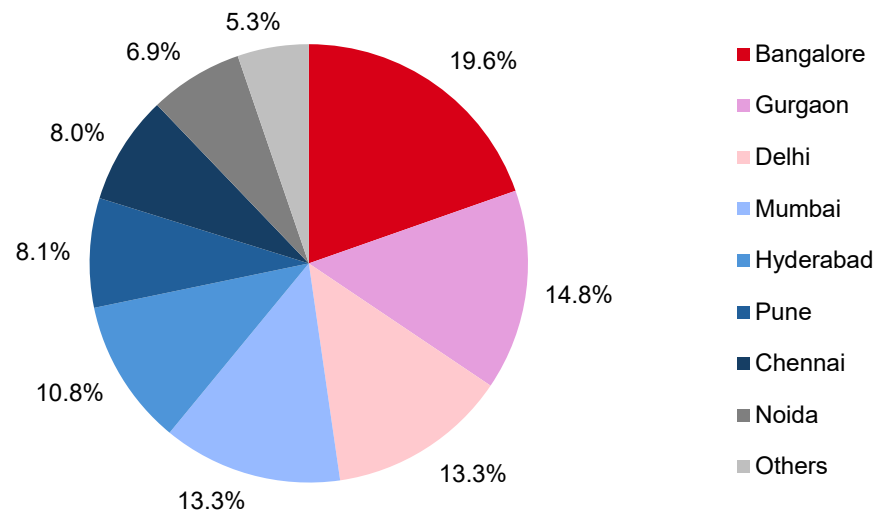


Pan-India Presence with Operations in 109 Cities in India



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

FY25 Revenue Mix





FY25
Vehicle Ownership Mix

6%

94%

■ Owned ■ Vendor Operated





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



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



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



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



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

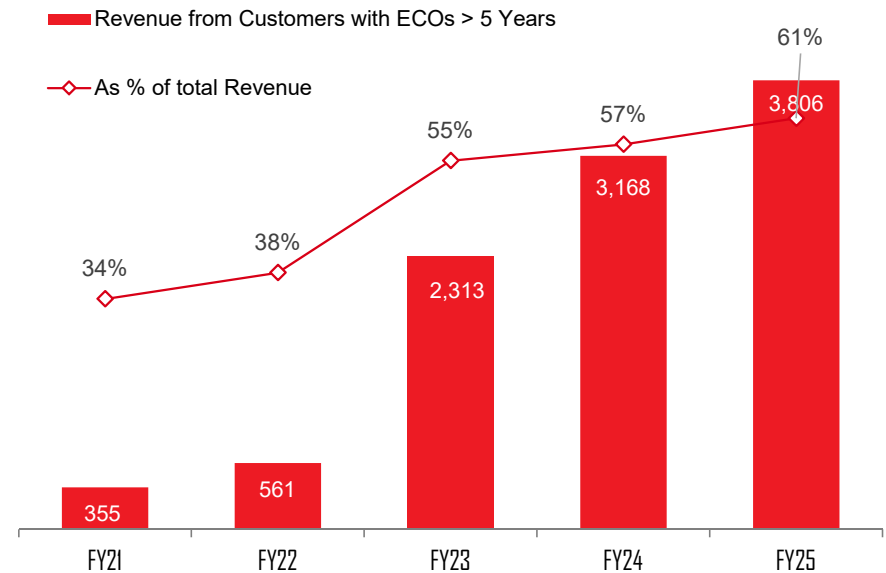
Customers with Long Standing Relationships



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



Corporate
Sales



Exhibitions



Events



Global
Embassies



Conferences

Separate teams for different target audiences



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 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

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priyanka.bhagat@adfactorspr.com