



November 11, 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 Unaudited Financial Results of Ecos (India) Mobility & Hospitality Limited for the Second Quarter and half year ended on September 30, 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 November 11, 2025 regarding Unaudited Standalone & Consolidated financial results of Ecos (India) Mobility & Hospitality Limited for the Second Quarter of Financial Year 2025-26 ended on September 30, 2025, we submit herewith the Investor 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

Digitally signed by
SHWETA BHARDWAJ
Date: 2025.11.11
17:11:26 +05'30'

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: L74999DL1996PLC076375



ECOS

(India)

Mobility and Hospitality Limited

Q2 & H1 FY26 Investor Presentation

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.

This communication is for general information purposes only, without regard to specific objectives, financial situations and needs of any particular person. Please note that investments in securities are subject to risks including loss of principal amount.

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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Q2 & H1 FY26
Result Highlights



Management's Comment on the results



Mr. Rajesh Loomba

Chairman and Managing Director

"We are delighted to report yet another quarter of resilient performance, marking steady progress in ECOS's journey of sustainable and profitable growth. In Q2 FY26, ECOS (India) Mobility & Hospitality Limited delivered a YoY revenue growth of 34.23% reaching ₹2,142.08 Mn, reflecting consistent client traction and healthy demand across both Chauffeur Car Rental (CCR) & ETS segments.

For H1 FY26, revenue from operations stood at ₹3,953.27 Mn, up 28.15% YoY, while EBITDA rose to ₹464.21 Mn, reflecting continued focus on scalability with discipline. Profit after tax for the period was ₹278.97 Mn, led by strategic investments in business development, innovation in service offerings and digital infrastructure.

As we move into the second half of the year, we remain steadfast in advancing our strategic roadmap centered on technology-led service excellence, mobility digitization, and expansion into new corporate clusters. Our goal remains clear — to build ECOS into India's most trusted and future-ready corporate managed mobility partner, delivering consistent value to clients and stakeholders alike.

I take this opportunity to thank our clients, partners, employees, and shareholders for their continued trust and commitment. Together, we are accelerating ECOS's evolution into a digitally empowered, customer-first mobility platform, well-positioned for long-term growth"

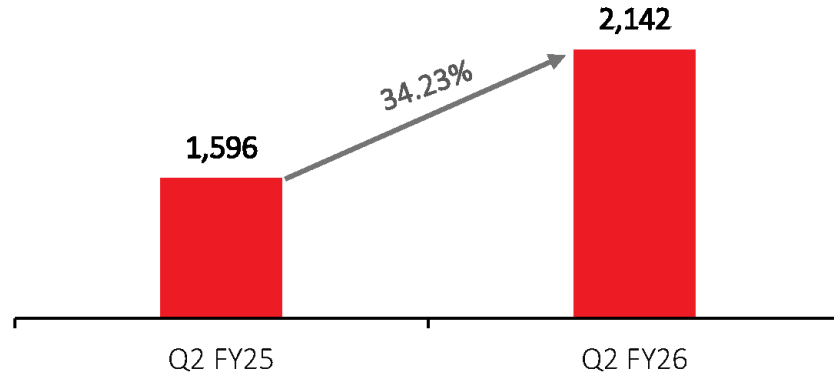




Q2 FY26 Performance Highlights

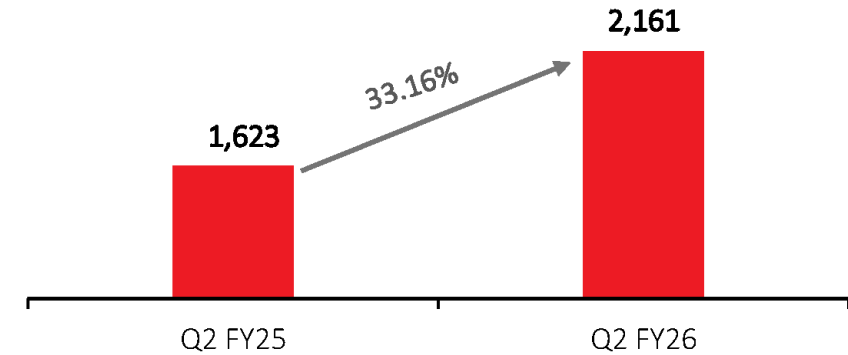
Rs Mn

Revenue from Operations



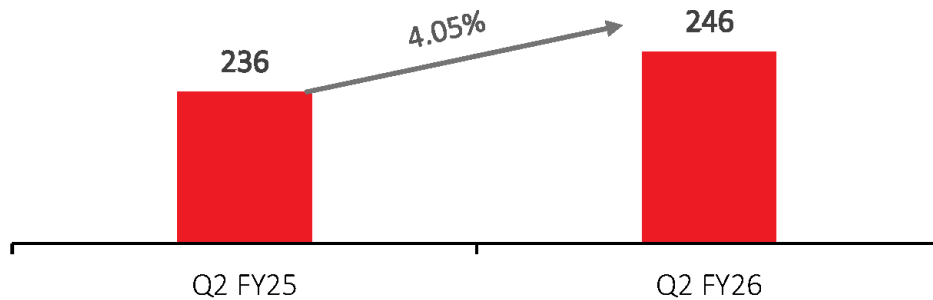
Rs Mn

Total Revenue



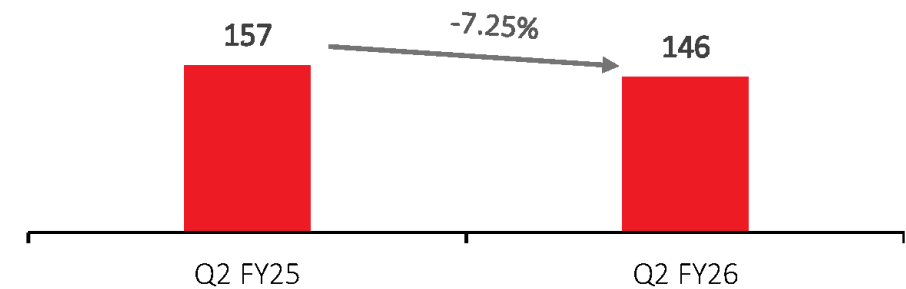
Rs Mn

EBITDA (Excl. Other Income)*



Rs Mn

PAT

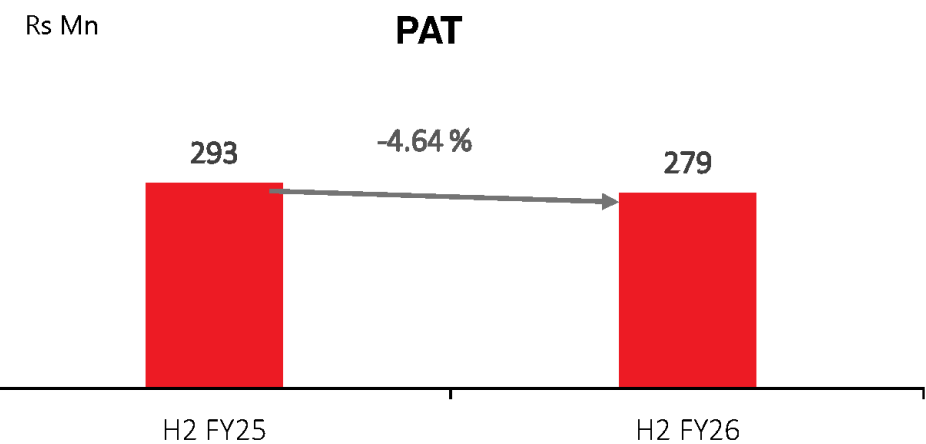
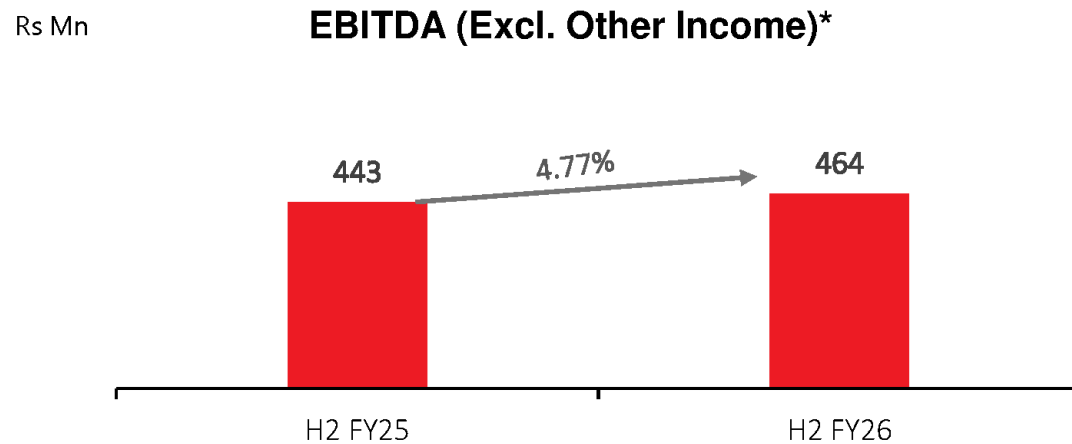
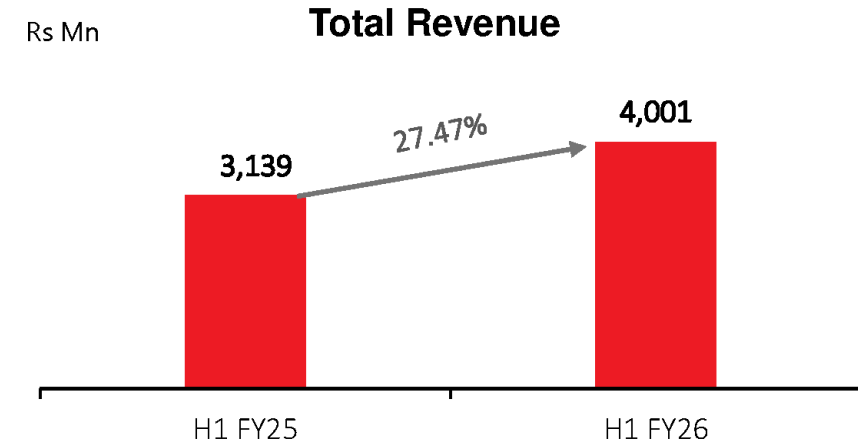
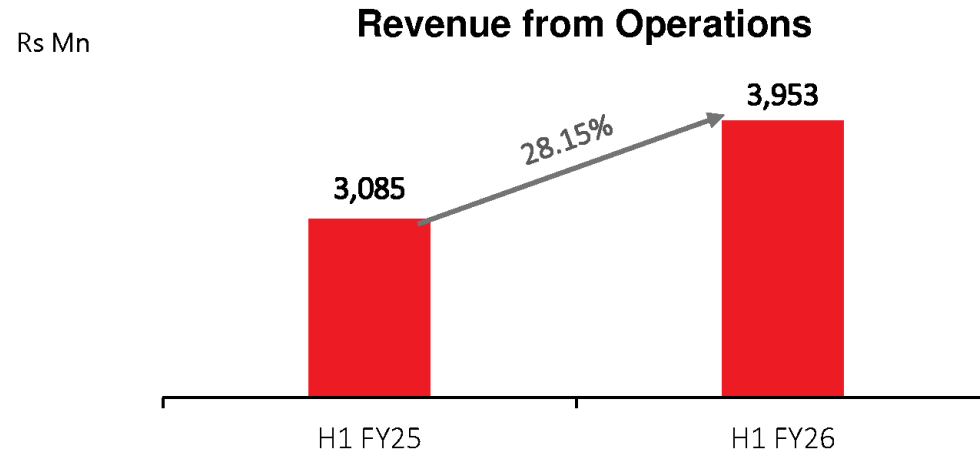


*During the six months ending September 30, 2025, as per Company policy the management has created a provision for doubtful debts of Rs.79.14 million towards one of the trade receivables relating to FY 2022-23 & FY 2023-24, including Rs.19.78 million provided in the previous quarter. The amount has been presented under "Other Expenses."





H1 FY26 Performance Highlights



*During the six months ending September 30, 2025, as per Company policy the management has created a provision for doubtful debts of Rs.79.14 million towards one of the trade receivables relating to FY 2022-23 & FY 2023-24, including Rs.19.78 million provided in the previous quarter. The amount has been presented under "Other Expenses."





Q2 & H1 FY26 Consolidated Income Statement

Particulars (Rs. Mn)	Q2FY26	Q2FY25	YoY %	H1FY26	H1FY25	YoY %
Revenue from operations	2,142.08	1,595.87	34.23%	3,953.27	3,084.76	28.15%
Other income	19.36	27.31		48.12	54.40	
Total income	2,161.44	1,623.18	33.16%	4,001.39	3,139.16	27.47%
Total Cost of Service	1,542.45	1,157.37		2,858.03	2,238.57	
Purchase of Stock	12.45	1.10		13.09	1.10	
Change in stock-in trade	-3.39	-0.76		-3.41	-0.38	
Employee benefit expense	217.14	159.69		412.03	311.38	
Other expense	127.78	42.39		209.32	90.85	
EBITDA (Excl. of Other Income)*	245.65	236.08	4.05%	464.21	443.06	4.77%
EBITDA Margins (%)	11.47%	14.79%	(333) bps	11.74%	14.36%	(262) bps
Depreciation & amortization expense	69.00	47.81		127.29	89.32	
Finance Cost	1.83	5.08		4.15	10.24	
Profit Before Tax for the period/year	194.18	210.50	-7.75%	380.89	397.90	-4.28%
Tax Expense	48.12	53.02		101.91	105.37	
Profit after tax for the period/year	146.06	157.48	-7.25%	278.97	292.53	-4.64%
PAT Margins (%)	6.76%	9.70%	(294) bps	6.97%	9.32%	(235) bps
EPS (Rs)	2.43	2.62		4.65	4.88	

*During the six months ending September 30, 2025, as per Company policy the management has created a provision for doubtful debts of Rs.79.14 million towards one of the trade receivables relating to FY 2022-23 & FY 2023-24, including Rs.19.78 million provided in the previous quarter. The amount has been presented under "Other Expenses."





Balance Sheet

Particulars (Rs Mn)	As on	As on
	30-Sep-25	31-Mar-25
Non-current assets		
Property, plant and equipment	563.03	500.81
Investment property	3.62	3.73
Intangible assets under development	10.39	8.00
Right of use assets	54.84	75.57
Financial assets		
Investments	4.63	4.42
Other financial assets	21.77	72.33
Other non-current assets	7.20	8.45
Deferred tax assets (net)	45.41	27.85
Total non-current assets	710.89	701.16
Current assets		
Inventories	4.36	0.96
Financial assets		
Investments	717.69	849.95
Trade receivables	961.93	827.49
Cash and cash equivalents	229.79	238.00
Other bank balances	57.33	24.90
Loans	4.03	3.43
Other financial assets	743.54	548.72
Current tax assets (net)	33.35	20.41
Other current assets	254.54	198.17
Assets held-for-sale	0.48	0.83
Total current assets	3,007.04	2,712.86
Total assets	3,717.93	3,414.02

Particulars (Rs Mn)	As on	As on
	30-Sep-25	31-Mar-25
Equity		
Equity share capital	120.00	120.00
Other equity	2,229.99	2,097.52
Total equity	2,349.99	2,217.52
Liabilities		
Non-current liabilities		
Financial liabilities		
Borrowings	0.00	1.08
Lease liability	50.94	66.15
Provisions	65.69	55.54
Total non-current liabilities	116.63	122.77
Current liabilities		
Financial liabilities		
Borrowings	12.53	58.99
Lease liability	12.80	17.72
Trade payables	904.73	715.59
Other financial liabilities	215.78	205.74
Provisions	28.67	19.03
Other current liabilities	76.81	56.66
Total current liabilities	1,251.31	1,073.73
Total liabilities	1,367.95	1,196.50
Total equity and liabilities	3,717.93	3,414.02

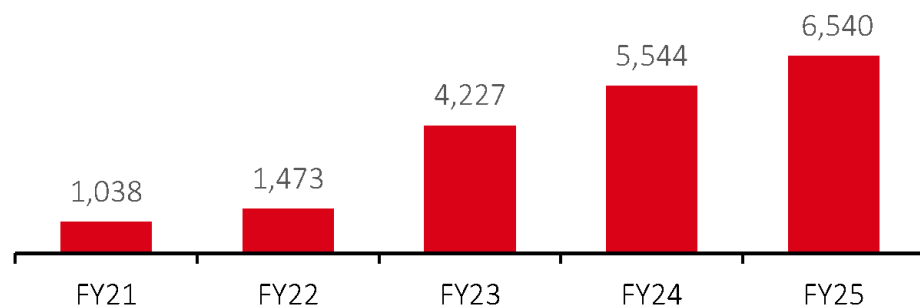




Year on Year Healthy Performance

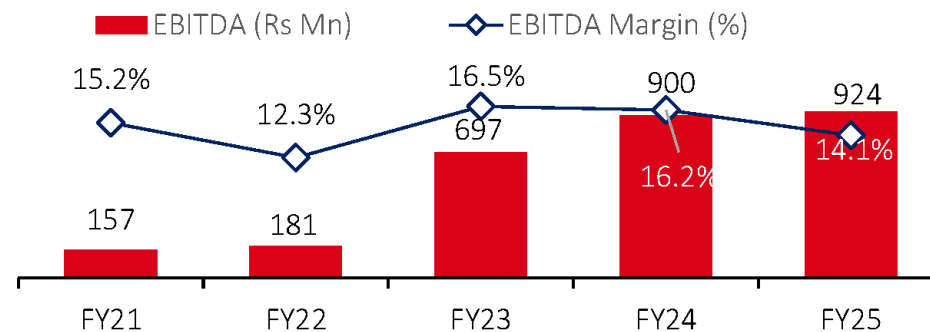
Rs Mn

Revenue from Operations



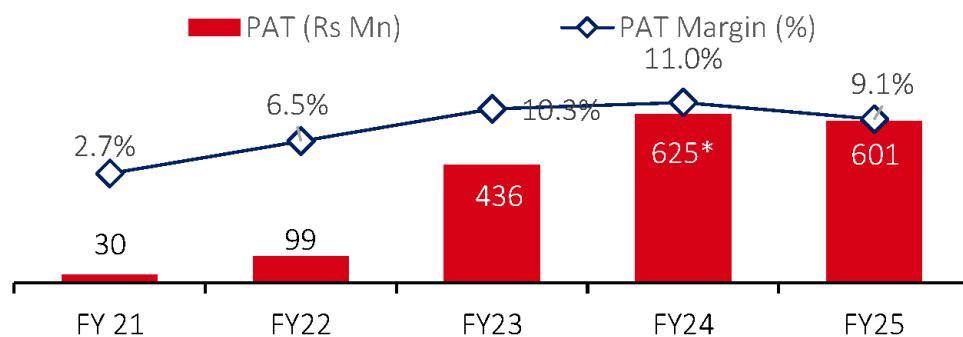
Rs Mn

EBITDA & EBITDA Margin

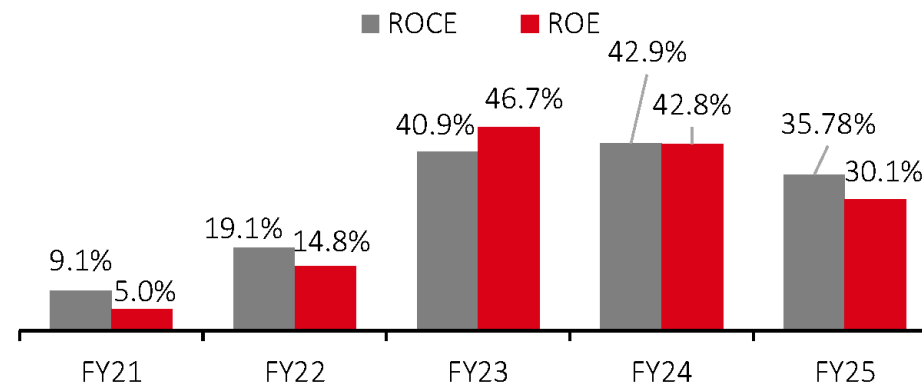


Rs Mn

PAT & PAT Margin



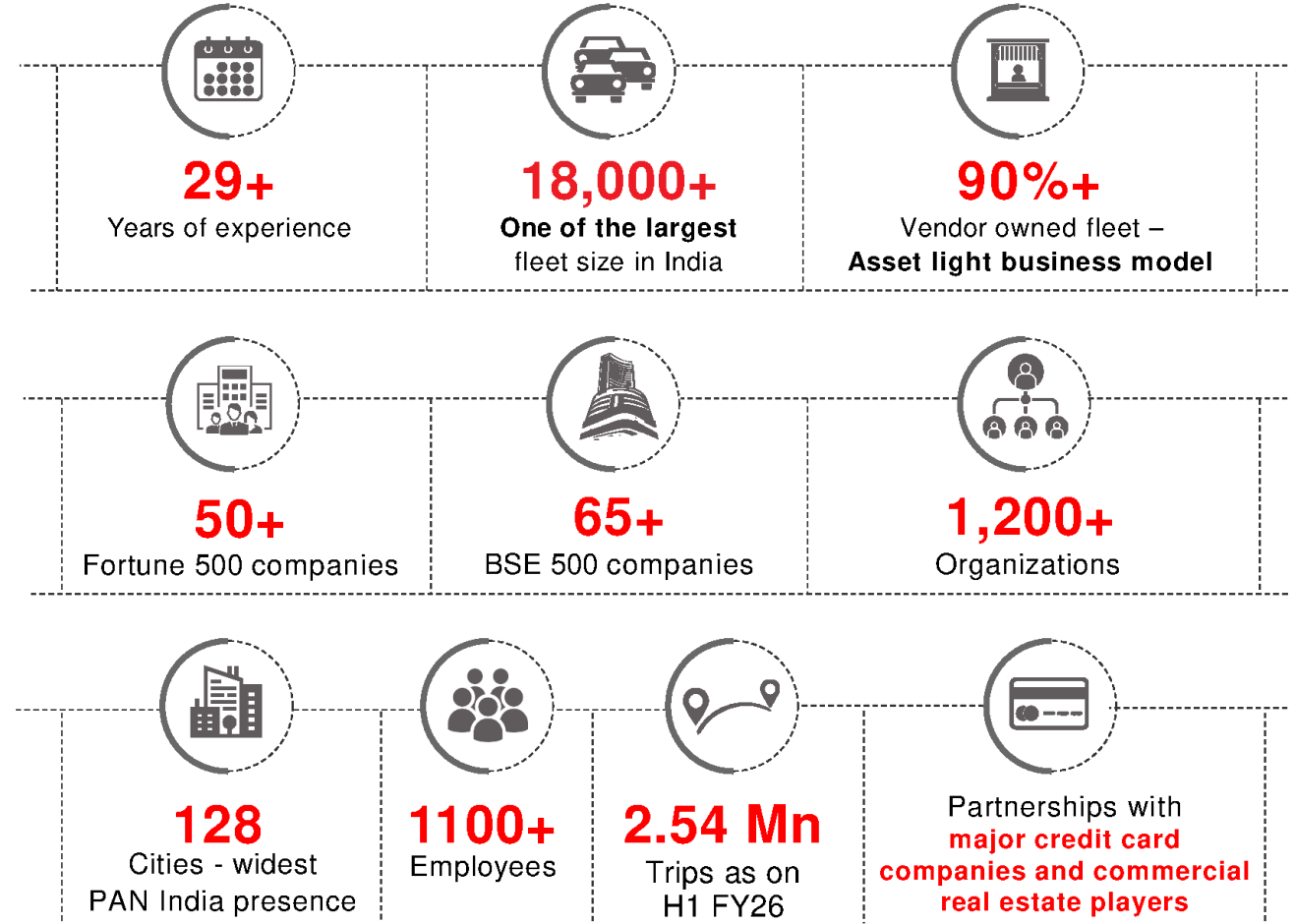
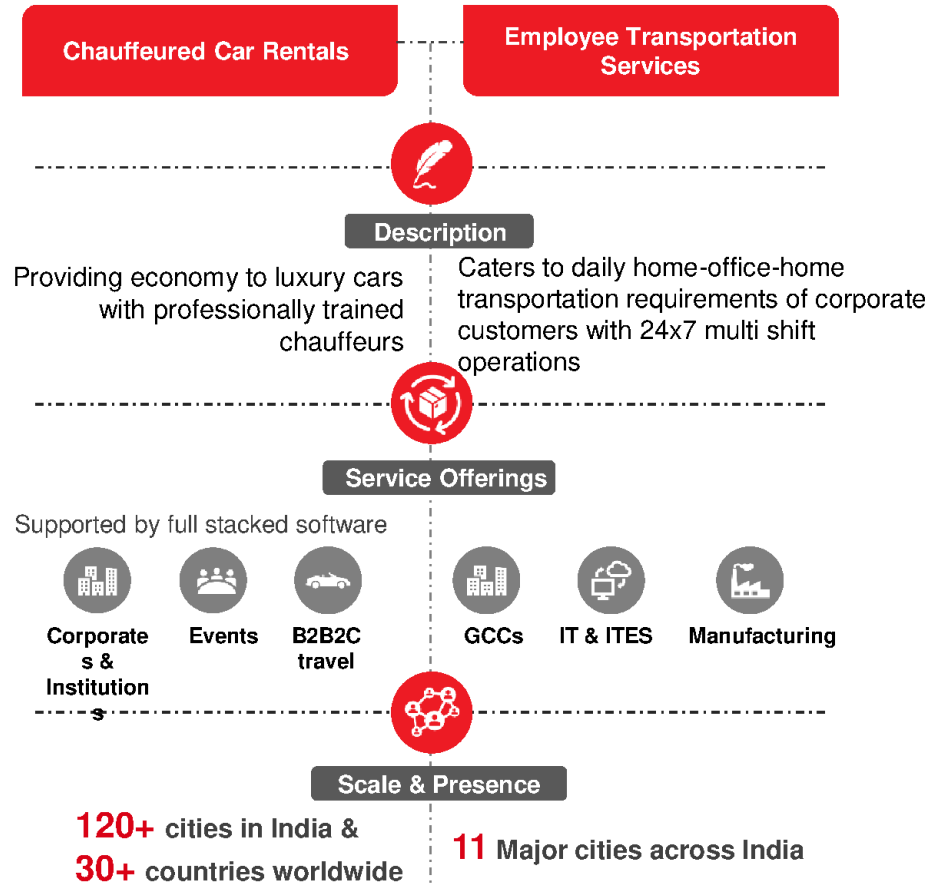
Return Metrics





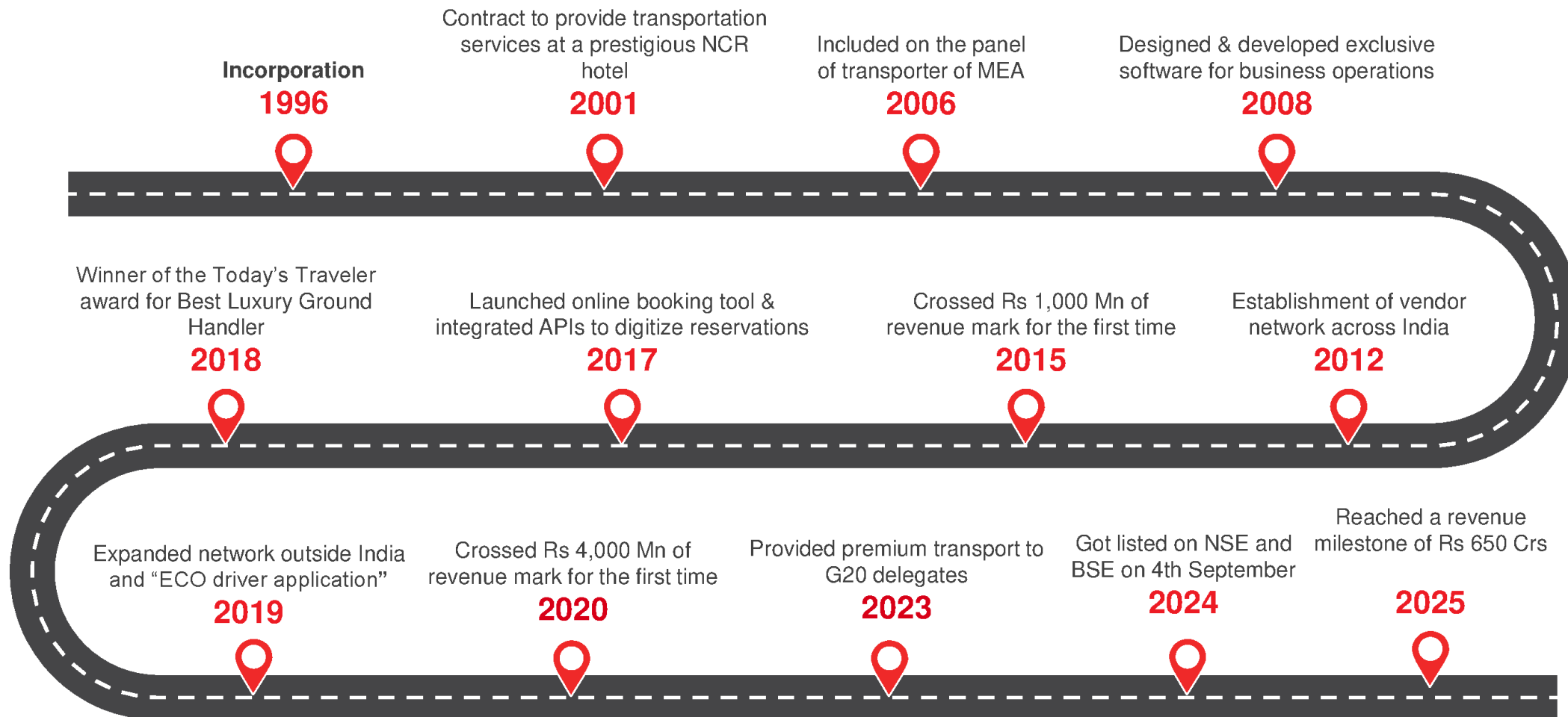
Company | Overview

ECOS Mobility – A Snapshot





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



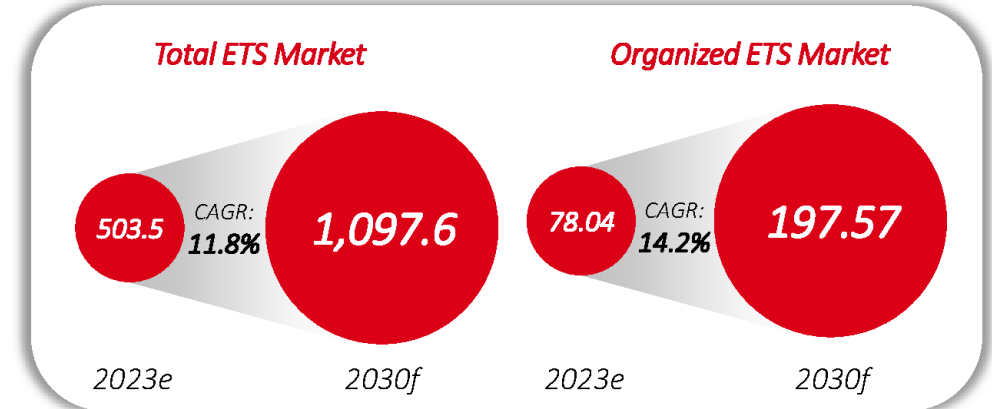
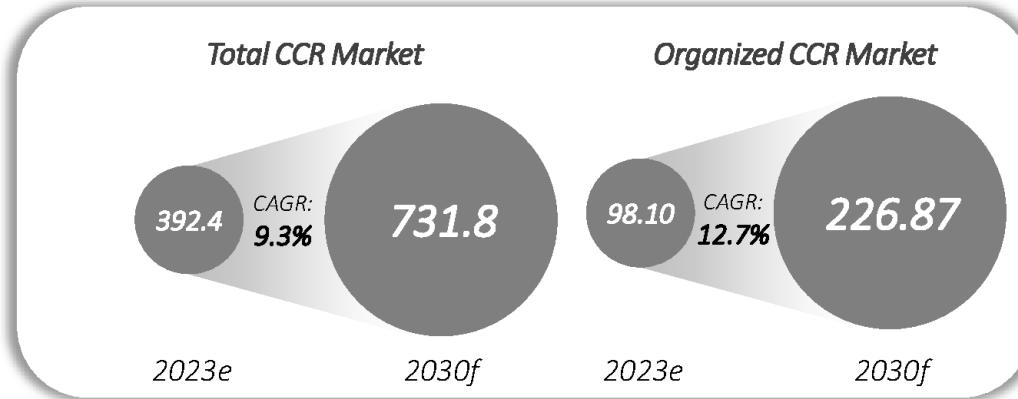


Industry Overview

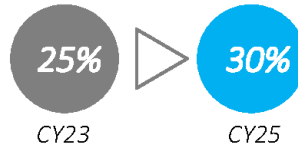


Well- Positioned to Tap the Industry Growth (unorganized to organized)

Market Size (INR Bn)



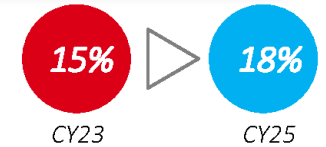
Organized Market



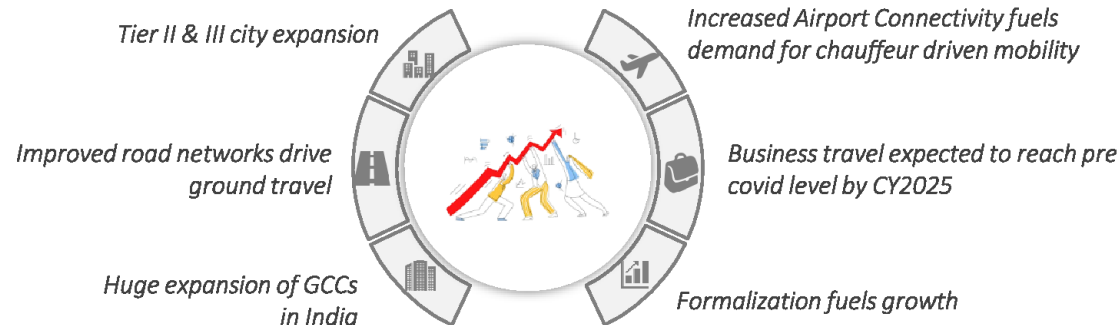
✓ Corporate need for reliability & accountability

✓ Operational efficiency & safety

✓ Scale & resources required

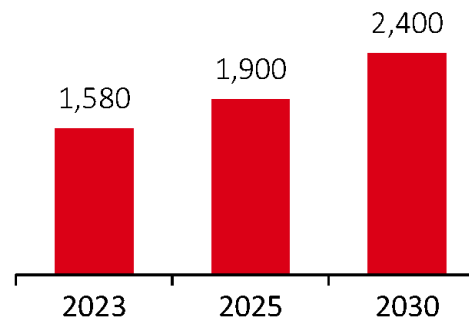


Key Industry Growth Drivers



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

GCCs (#)



Increasing employee expectations for convenient commutes

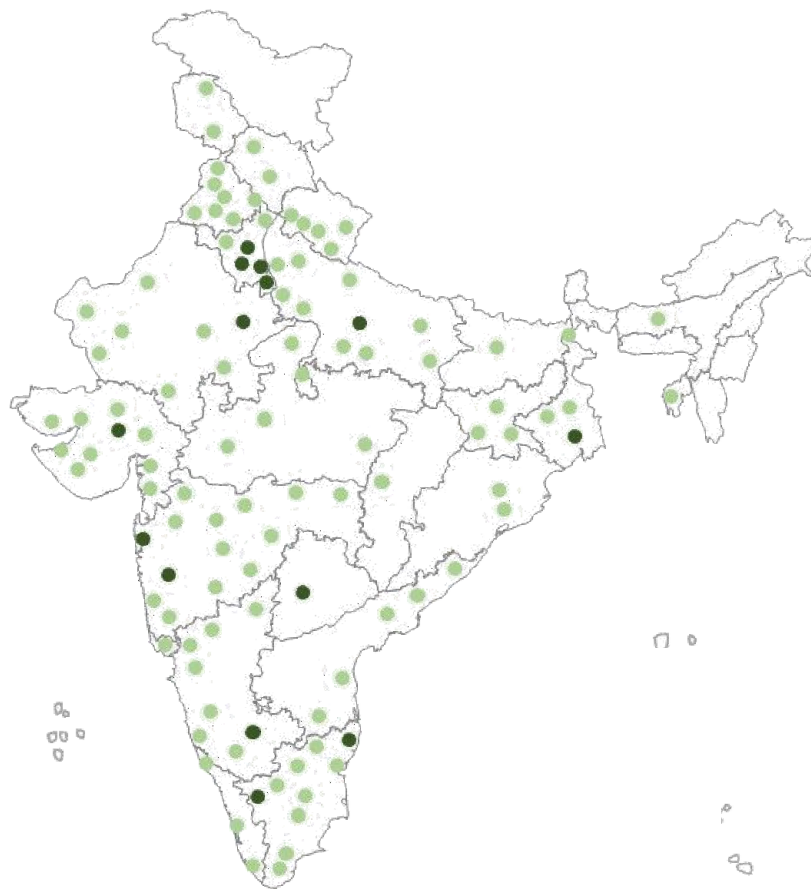




Business Overview

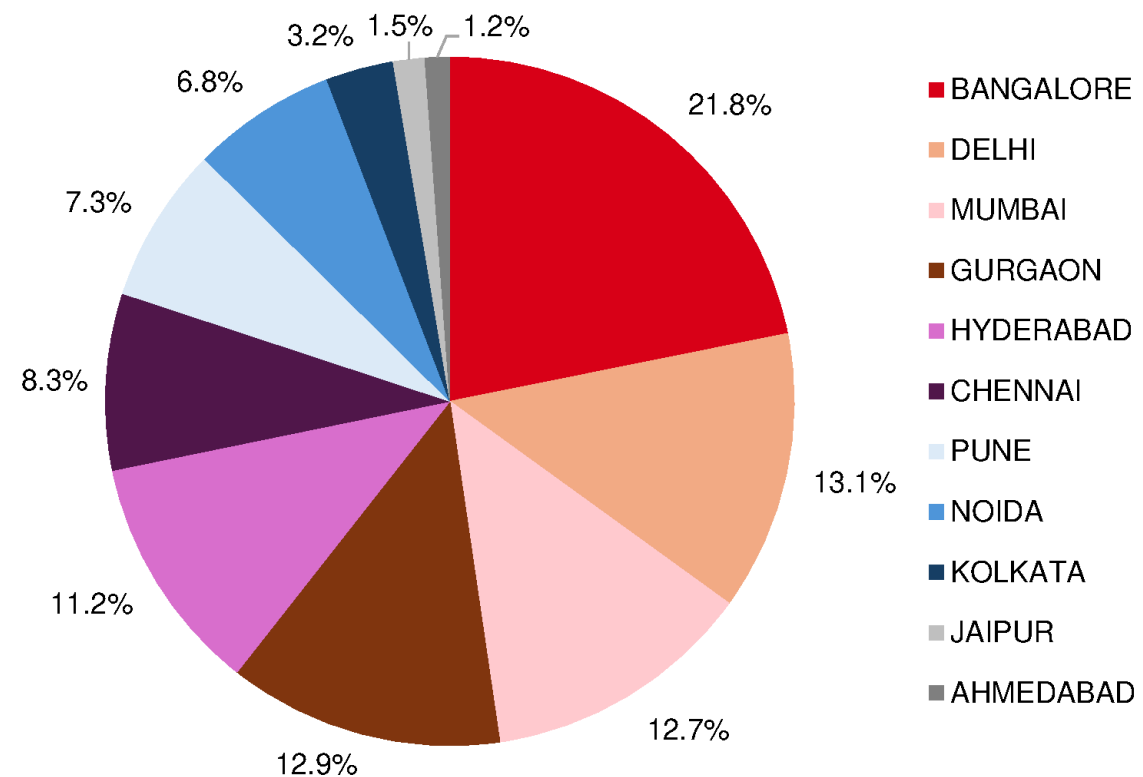


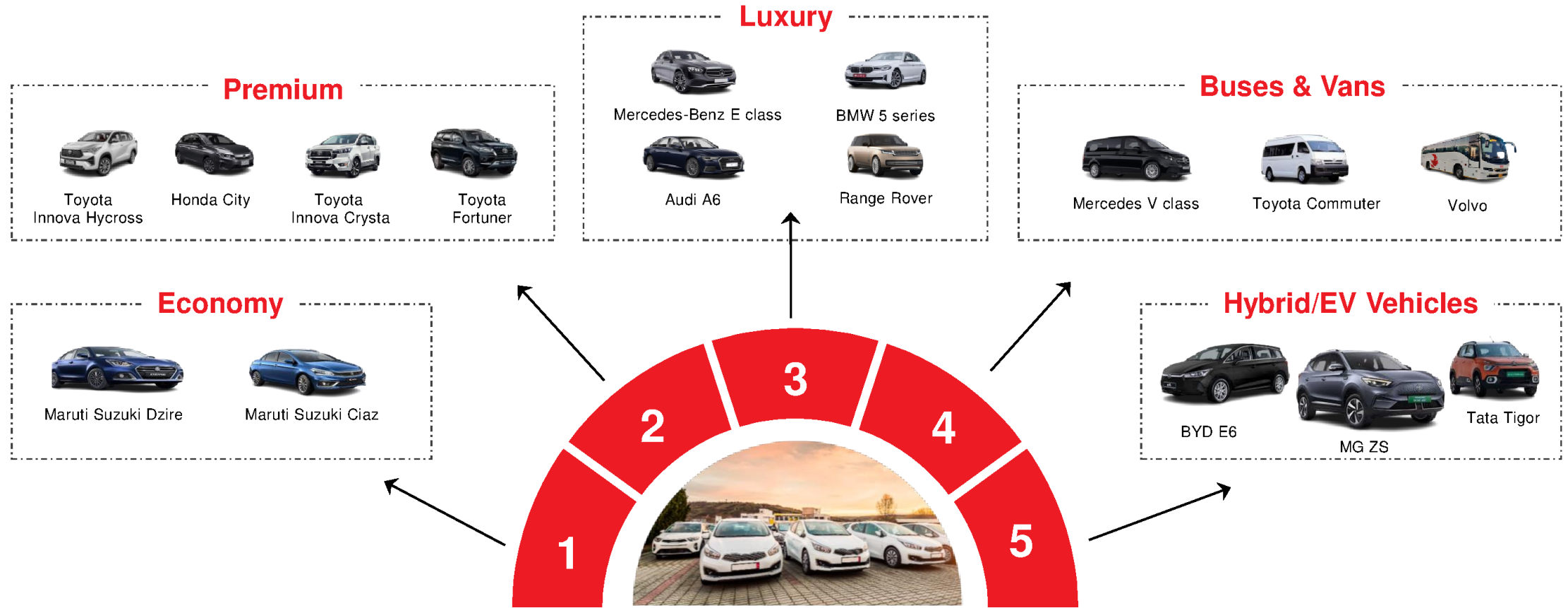
Pan-India Presence with Operations in 128 Cities in India



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

As on Q2 FY26 Revenue Mix





H1 FY26
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



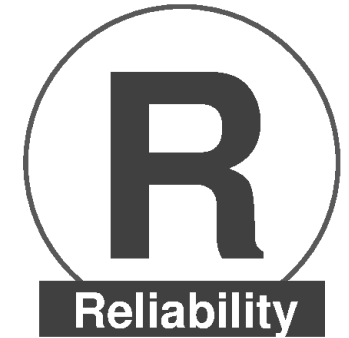
**PAN India
operations in 128
cities with a presence in
30 cities**



**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**





Business Drivers : High Quality of Service Leading to Strong Brand

Quality Control and testing



High standards of safety & hygiene



Stringent specifications of customers



Panic Buttons



GPS Tracking

Professionally Trained & Verified Chauffeurs

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

FY25

4.8

Average Rating



Awards & Recognition



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



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



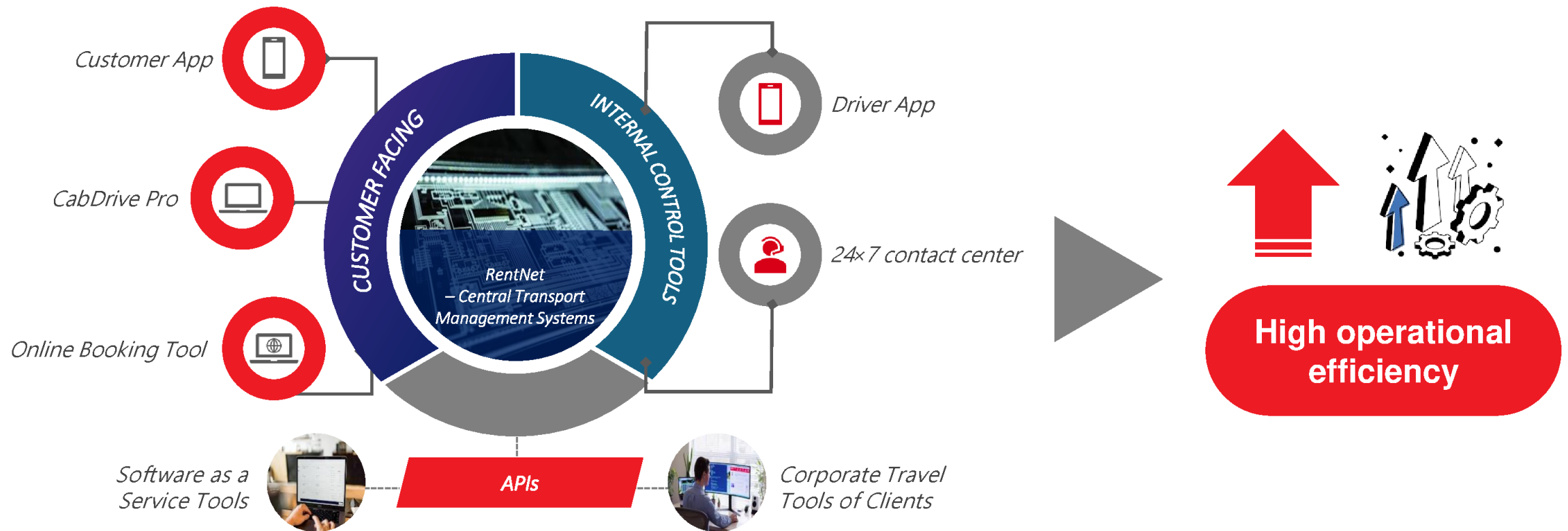
Recognized at Event & Entertainment Management Association Awards 2025










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**

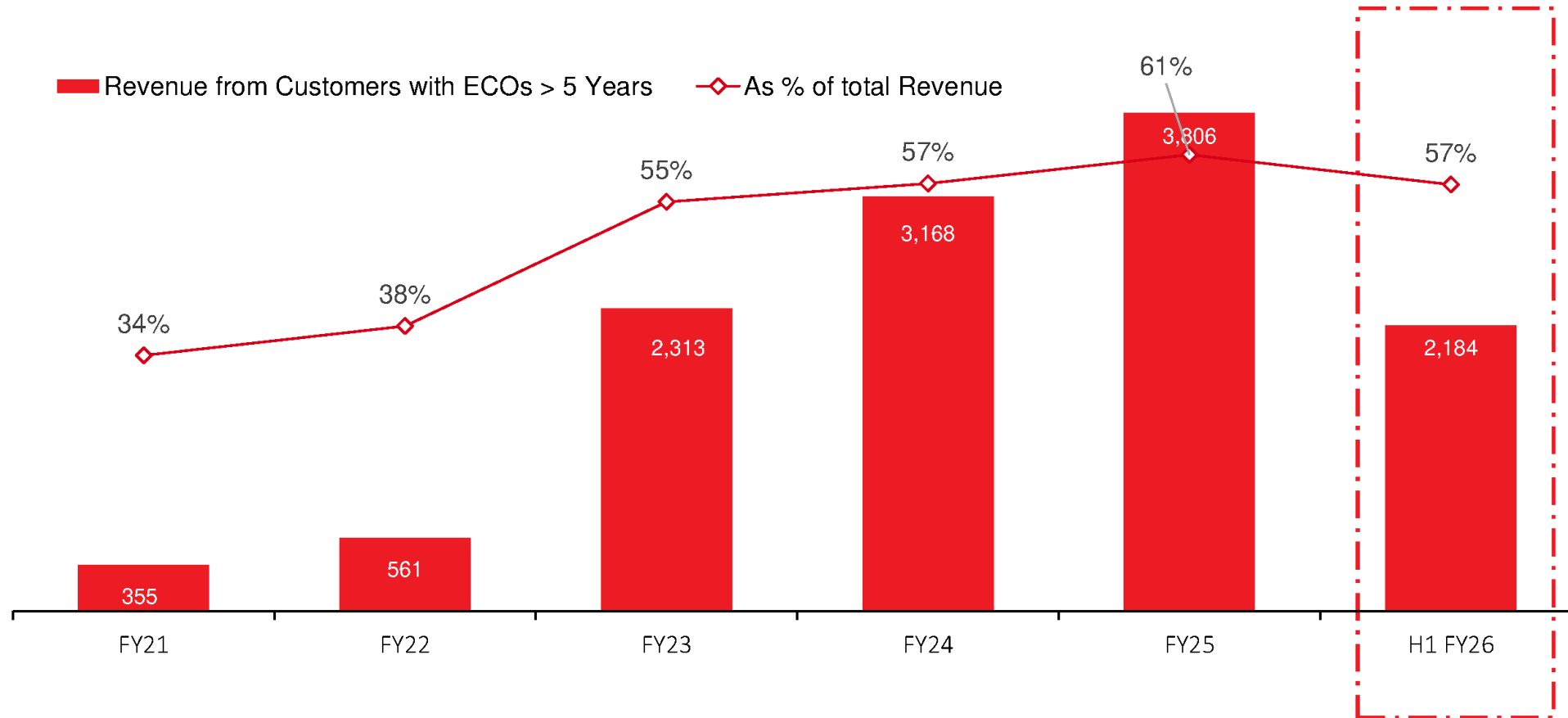
App- Based Aggregators

-  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

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
entering new geographies



Focus on
brand building strategies



Strengthen on
technology and talent pool 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

Priyanka Bhagat / Hashika Mutreja

priyanka.bhagat@adfactorspr.com/
hashika.mutreja@adfactorspr.com