



August 12, 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 First Quarter of Financial Year 2025-26 ended on June 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 August 12, 2025 regarding Unaudited Standalone & Consolidated financial results of Ecos (India) Mobility & Hospitality Limited for the First Quarter of Financial Year 2025-26 ended on June 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
(Company Secretary & Compliance Officer)

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

ECOS (INDIA) MOBILITY & HOSPITALITY LIMITED

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45, 1ST FLOOR, CORNER MARKET, MALVIYA NAGAR, NEW DELHI - 110017

CIN: L74999DL1996PLC076375



ECOS

(India)

Mobility and Hospitality Limited

Q1 FY26 Investor Presentation

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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Q1 FY26

Result Highlights



Management Comment on the results



Mr. Rajesh Loomba

Chairman and Managing Director

We are pleased to announce that ECOS (India) Mobility & Hospitality Limited delivered a strong performance in the first quarter of fiscal year 2026, further strengthening its position as a leader in the corporate chauffeur driven mobility sector.

*In Q1FY26, the company reported a **21.65% year-on-year growth in operational revenue**, reaching ₹1,811.19 mn compared to ₹1,488.89 mn in Q1FY25. This growth was driven by an increase in the total number of trips across both the CCR and ETS segments, addition of 53 new clients taking the total client base to 1189 including fortune 500 companies and BSE 500 companies, underscoring the trust we continue to earn from our clients by delivering a consistent and premium mobility experience year after year. It is pertinent to mention that approximately 60% of our revenues comes from clients over 5 years old.*

*The quarter saw **EBITDA (excluding other income)** of ₹218.55 mn, with margins at 12.07%. **Profit after tax** stood at ₹132.87 mn, translating to a PAT margin of 7.22%. The year-on-year margin variance was primarily due to higher depreciation from recent fleet additions and strategic investments in talent and operational capabilities to support long-term growth.*

Looking ahead, we are intensifying our efforts to prepare ECOS for its next phase of expansion by investing in technology, strengthening our talent pool, and widening our client base in both domestic and international markets. These strategic initiatives are aimed at delivering exceptional value to stakeholders while driving sustainable, exponential growth.

We extend our sincere 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, innovation, and purpose”

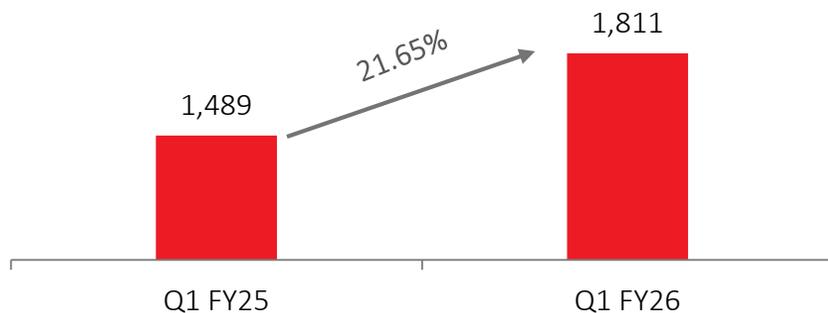




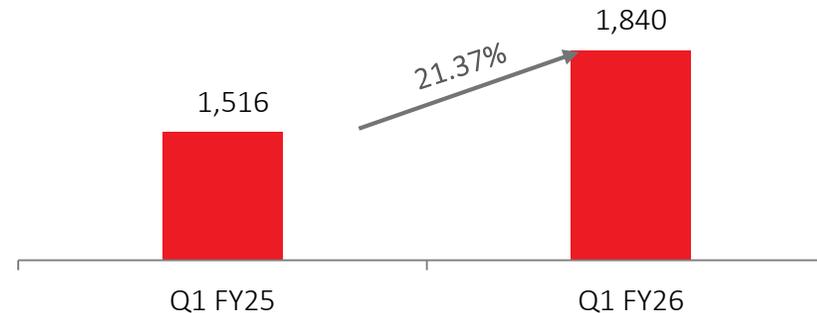
Q1FY26 Performance Highlights

Rs Mn

Revenue from Operations

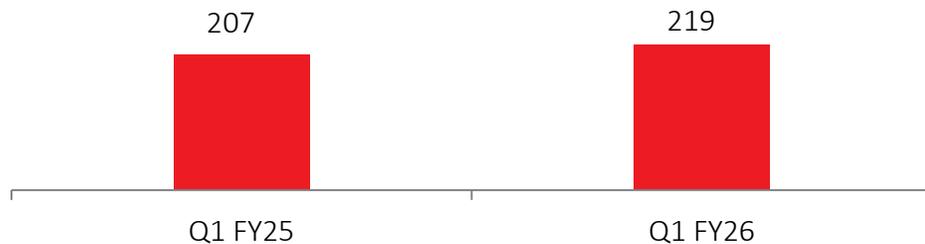


Total Revenue

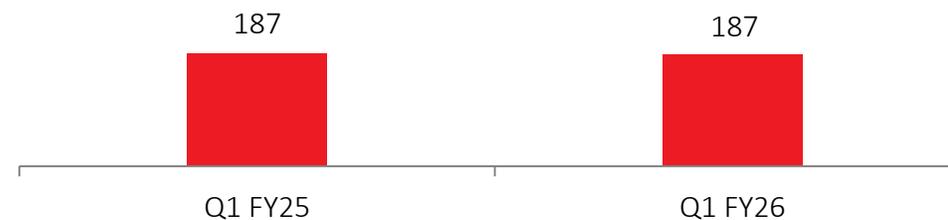


Rs Mn

EBITDA (Excl. Other Income)



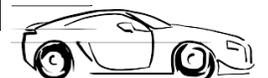
Profit Before Tax





Q1FY26 Consolidated Income Statement

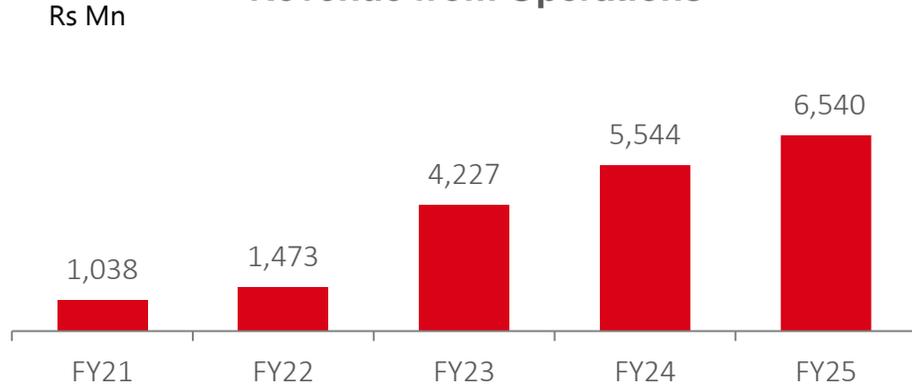
Particulars (Rs. Mn)	Q1FY26	Q1FY25	YoY%	Q4 FY25
Revenue from operations	1,811.19	1,488.89	21.65%	1,772.41
Other income	28.75	27.09		29.46
Total income	1,839.94	1,515.98		1,801.87
Total Cost of Service	1,315.58	1,081.38		1,265.73
Purchase of Stock	0.64	0.00		1.88
Change in stock-in trade	-0.02	0.38		1.09
Employee benefit expense	194.90	151.69		157.16
Other expense	81.54	48.46		81.88
EBITDA (Excl. of Other Income)	218.55	206.98	5.59%	264.67
EBITDA Margins (%)	12.07%	13.90%	(183 bps)	14.93%
Depreciation & amortisation expense	58.30	41.51		64.68
Finance Cost	2.32	5.16		3.75
Profit Before Tax for the period/year	186.68	187.40	-0.38%	225.70
Tax Expense	53.81	52.35		45.02
Profit after tax for the period/year	132.87	135.05	-1.61%	180.68
PAT Margins (%)	7.22%	8.91%	(169 bps)	10.03%
EPS (Rs)	2.21	2.25		3.01



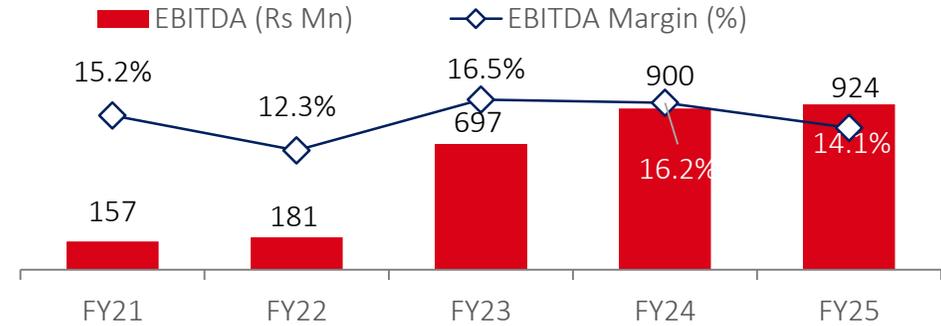


Year on Year Healthy Performance

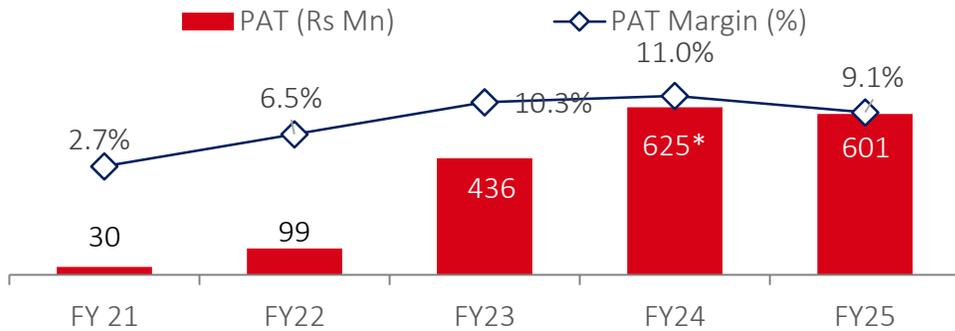
Revenue from Operations



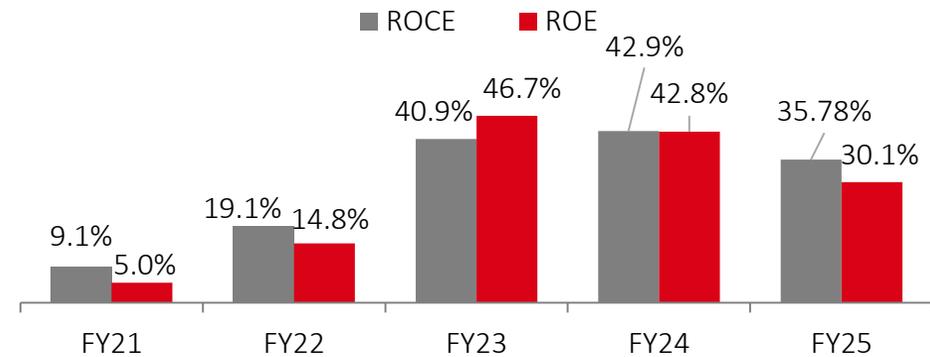
EBITDA & EBITDA Margin



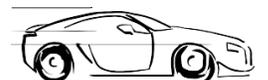
PAT & PAT Margin



Return Metrics



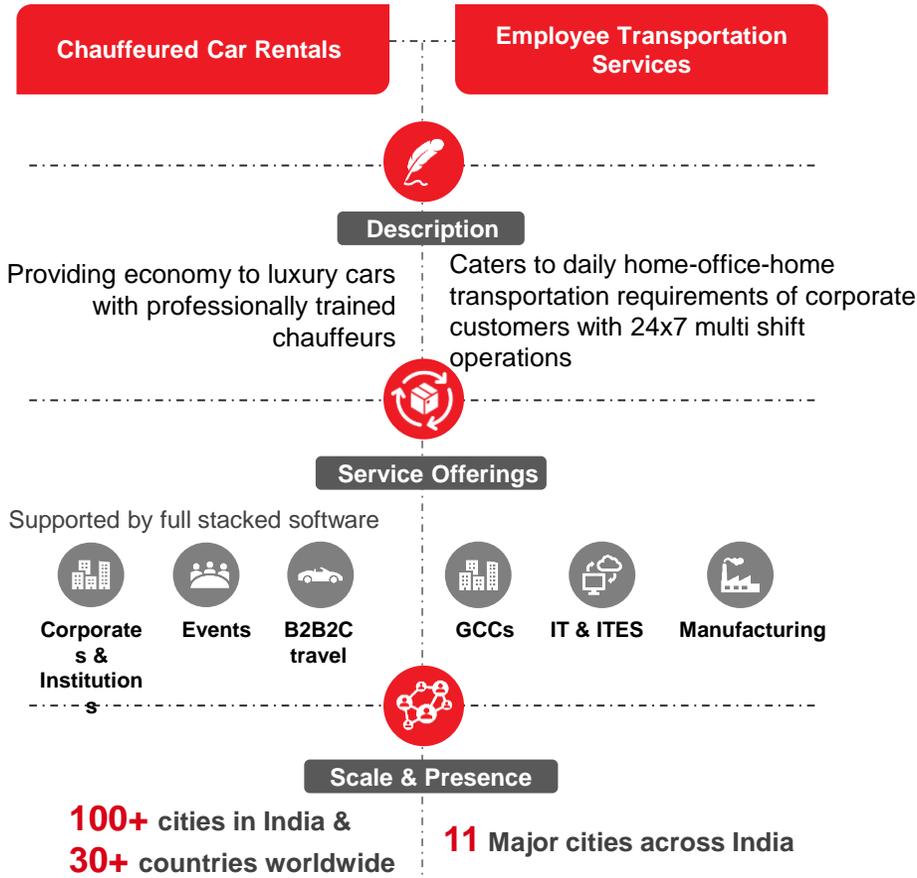
* ECOs got listed in FY25





Company Overview

ECOS Mobility – A Snapshot

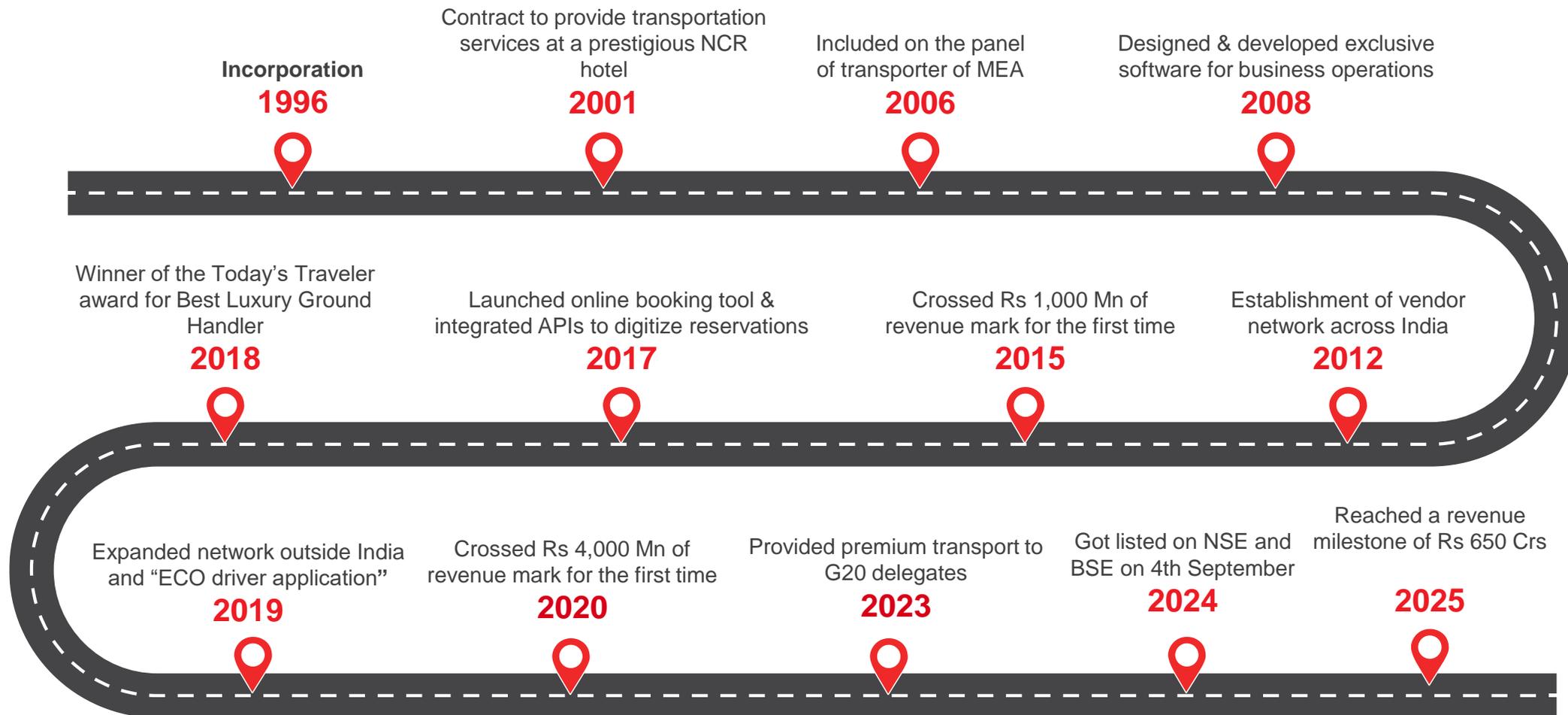


<p>29+ Years of experience</p>	<p>15,000+ One of the largest fleet size in India</p>	<p>90%+ Vendor owned fleet – Asset light business model</p>
<p>45+ Fortune 500 companies</p>	<p>65+ BSE 500 companies</p>	<p>1,200+ Organizations</p>
<p>110 Cities - widest PAN India presence</p>	<p>1100+ Employees</p>	<p>4.04 Mn Trips as on FY25</p>
<p>Partnerships with major credit card companies and commercial real estate players</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



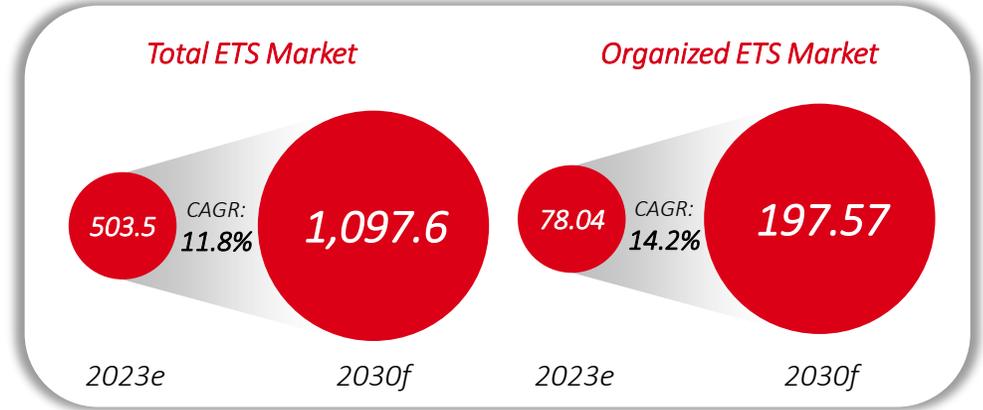
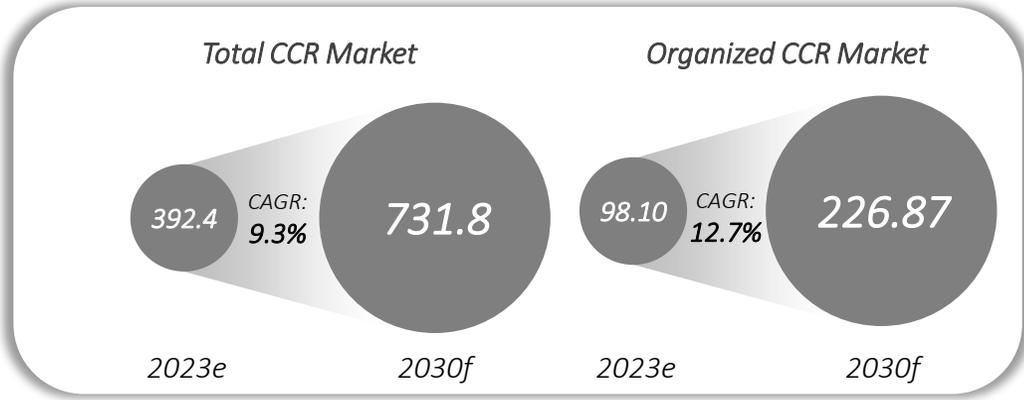


Industry Overview

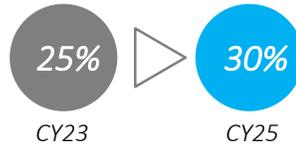


Well- Positioned to Tap the Industry Growth (unorganized to organized)

Market Size
(INR Bn)



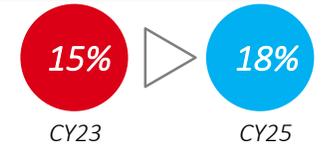
Organized Market



✓ Corporate need for reliability & accountability

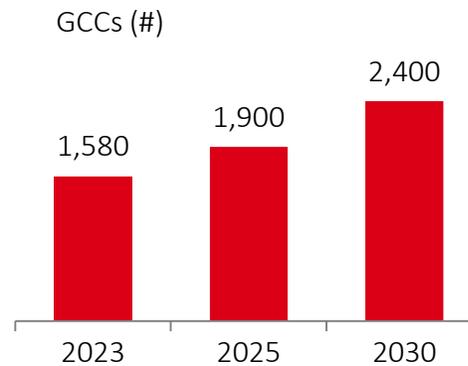
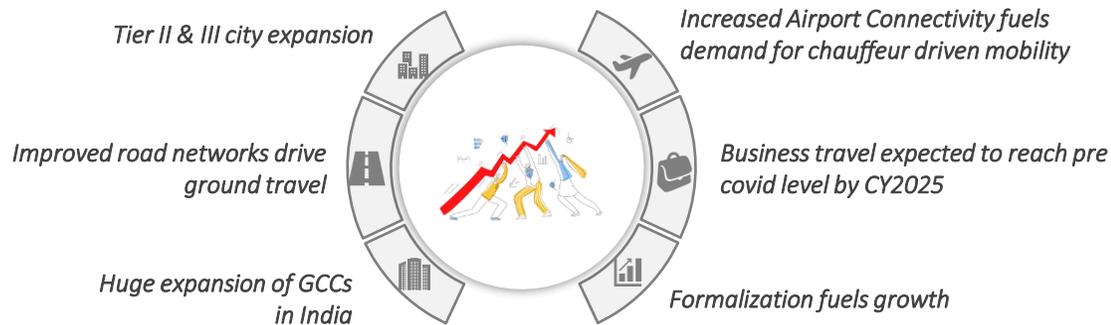
✓ Operational efficiency & safety

✓ Scale & resources required



Key Industry Growth Drivers

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



Increasing employee expectations for convenient commutes

Source: F&S Report



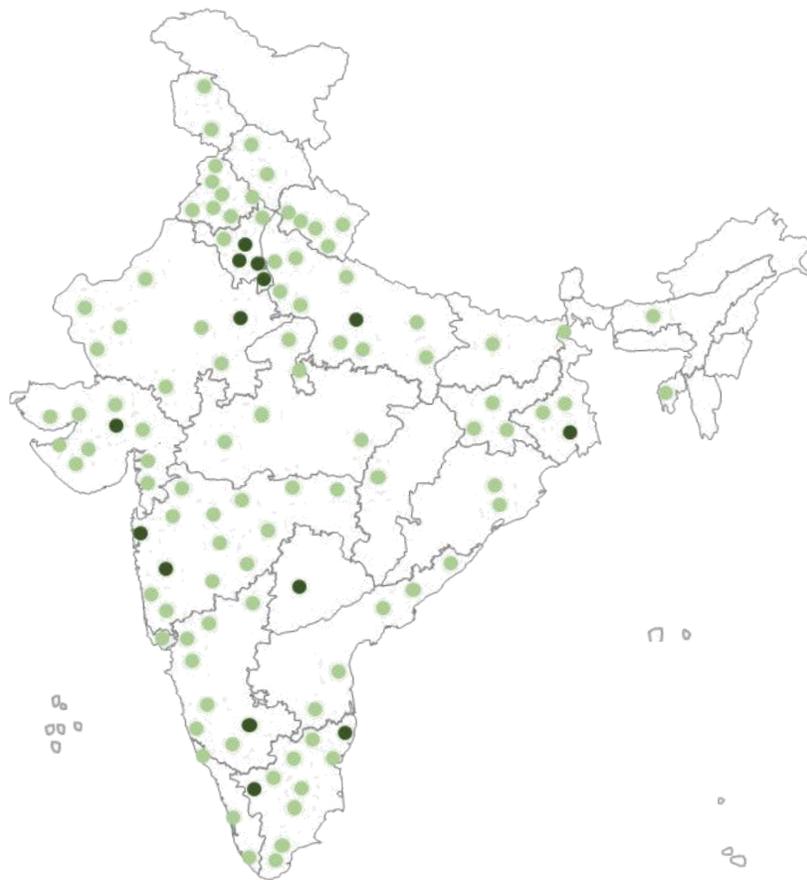


Business Overview



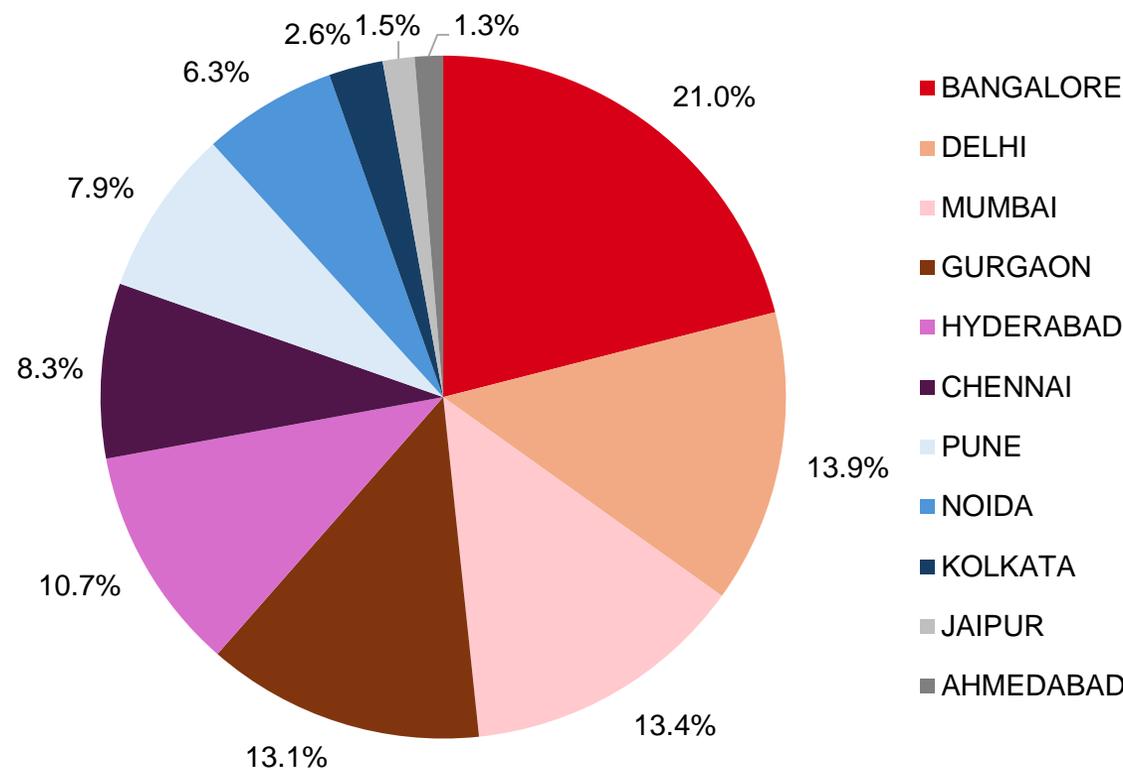


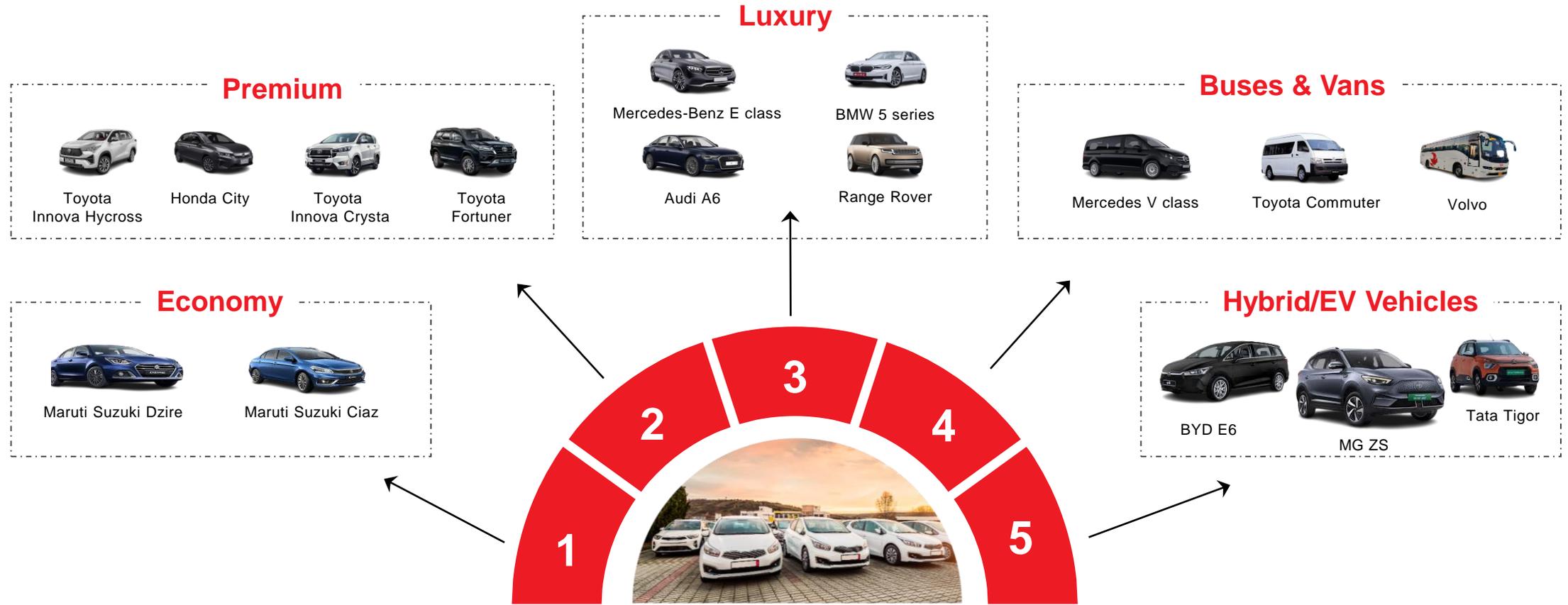
Pan-India Presence with Operations in 109 Cities in India



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

Q1 FY26 Revenue Mix



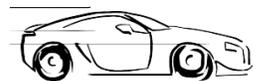


FY25
Vehicle Ownership Mix

6%

94%

■ Owned ■ Vendor Operated





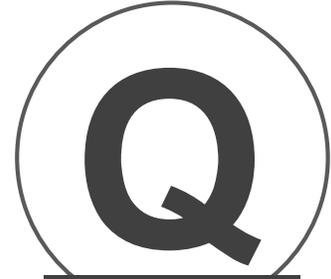
Variety

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

FY25

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

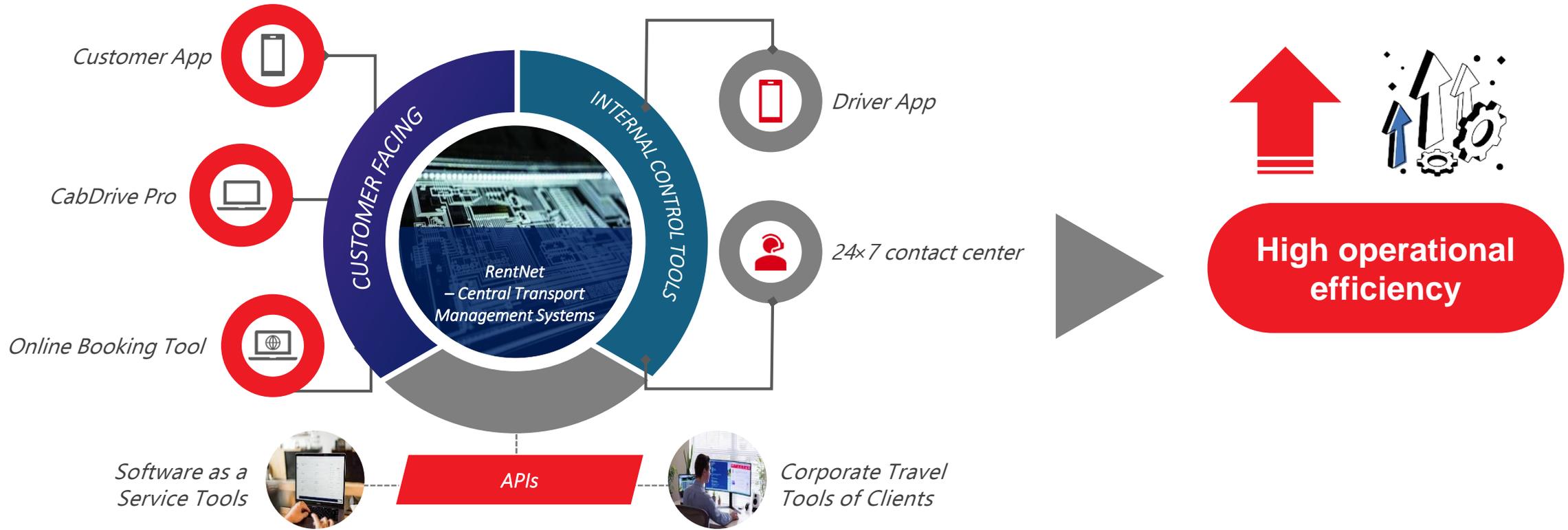


Luxury Car Tourist Transport Operator of the Year, SATTE Awards 2024



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

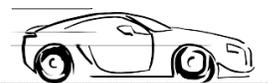
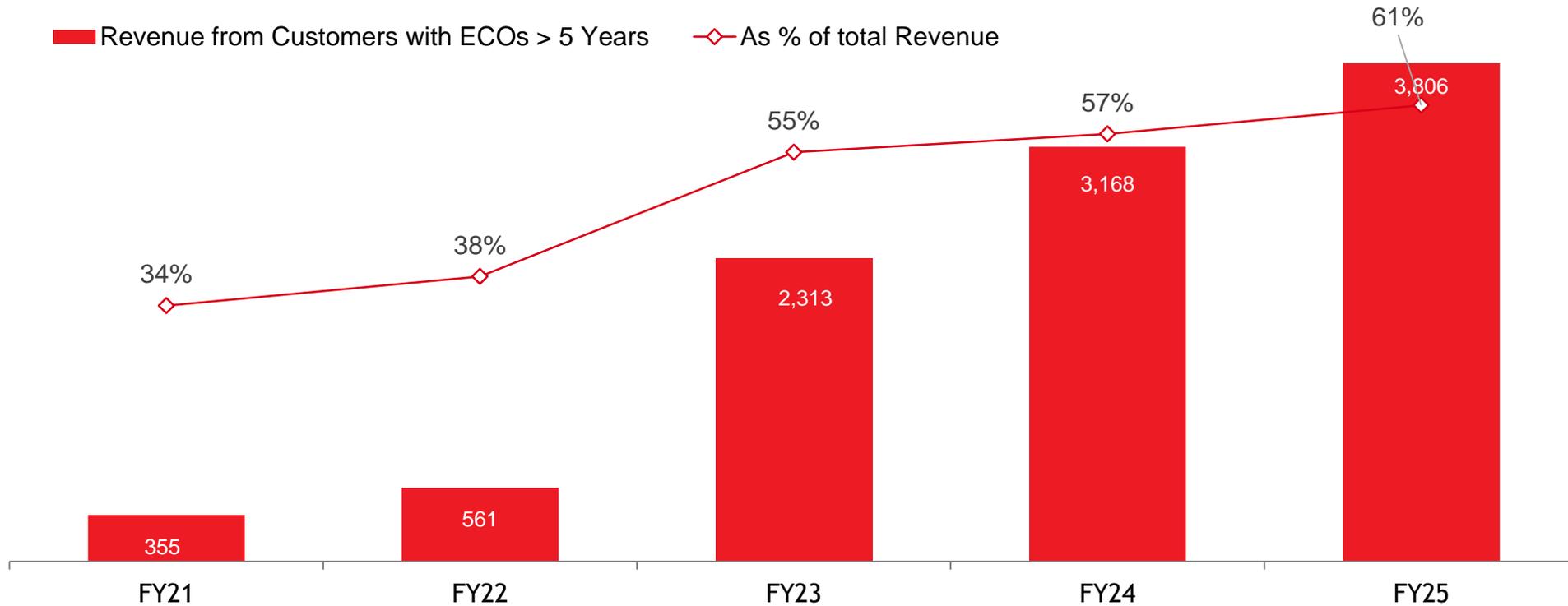
App- Based Aggregators

- 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

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



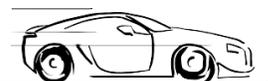
Focus on
brand building strategies



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

Savli Mangle/ Priyanka Bhagat

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