



November 11, 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: Q2 & H1 FY25 Result Update Presentation on Unaudited Financial Results of ECOS (India) Mobility & Hospitality Limited for the Second Quarter and Half Year ended on September 30<sup>th</sup>, 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 November 11, 2024 regarding Unaudited financial results of ECOS (India) Mobility & Hospitality Limited for the Second Quarter and Half Year ended on September 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**

**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, 1<sup>ST</sup> FLOOR, CORNER MARKET, MALVIYA NAGAR, NEW DELHI - 110017

CIN NO. U74999DL1996PLC076375



# ECOS

(India)

**Mobility and Hospitality Limited**

Investor Presentation – Q2 & H1 FY25  
November 2024

[www.ecosmobility.com](http://www.ecosmobility.com)





## Disclaimer



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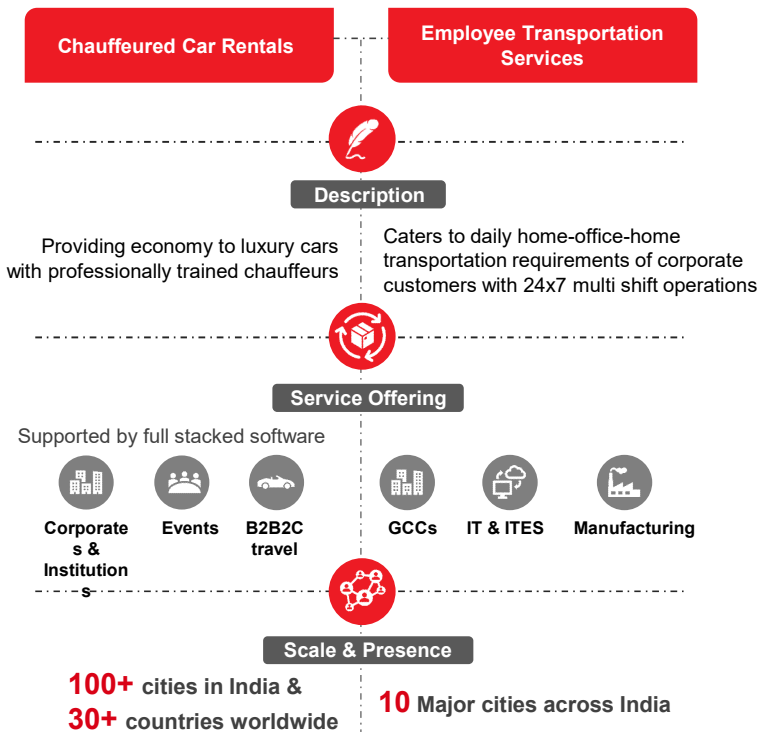
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- 03 Business Overview
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# Company Overview



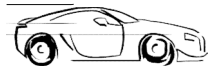
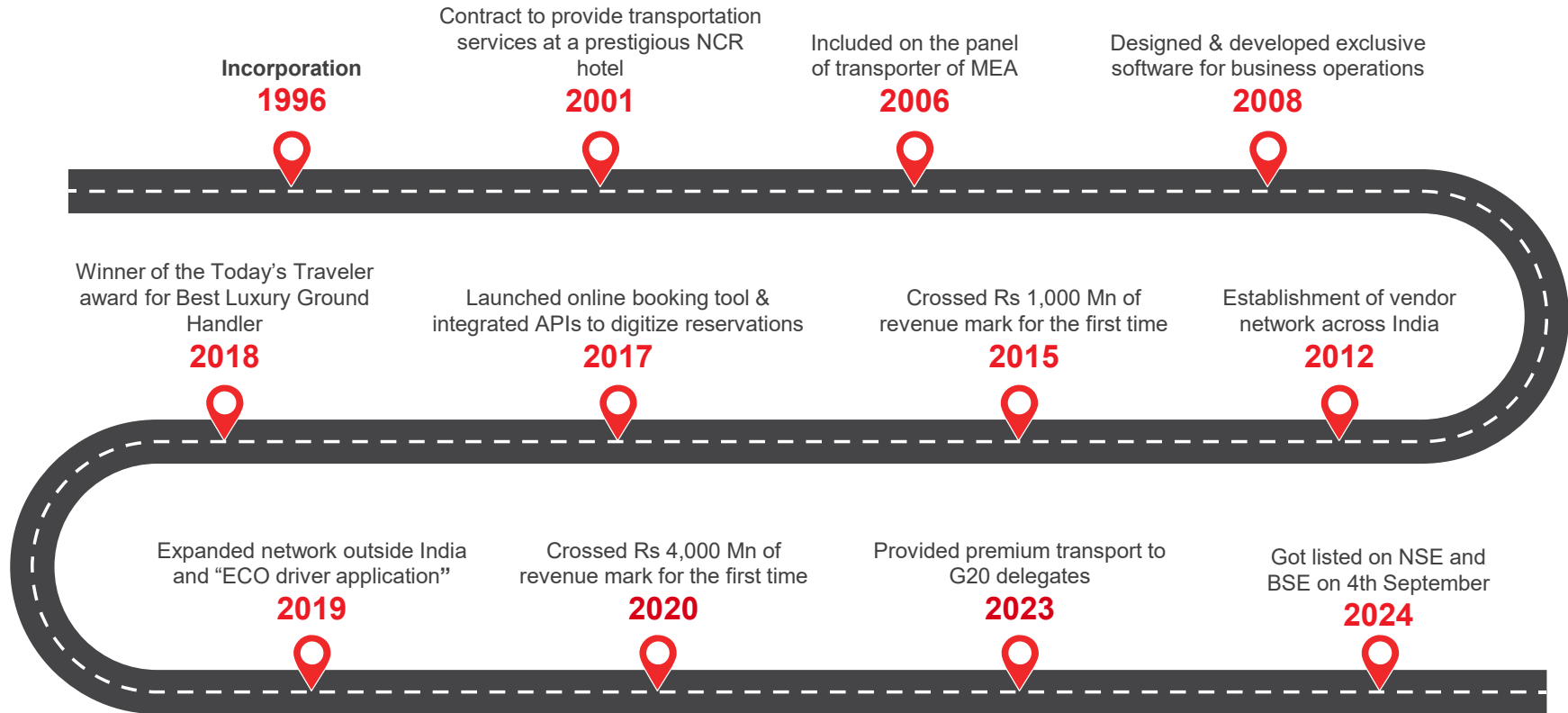
# ECOS Mobility – A Snapshot



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



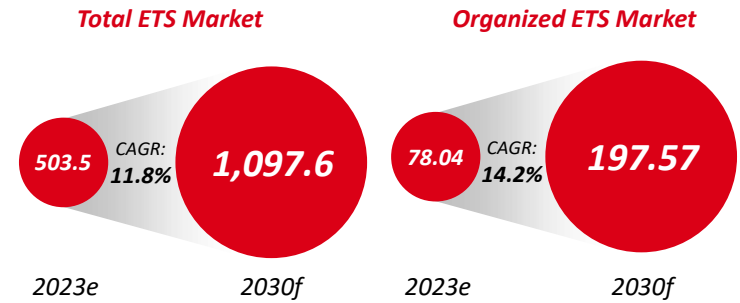
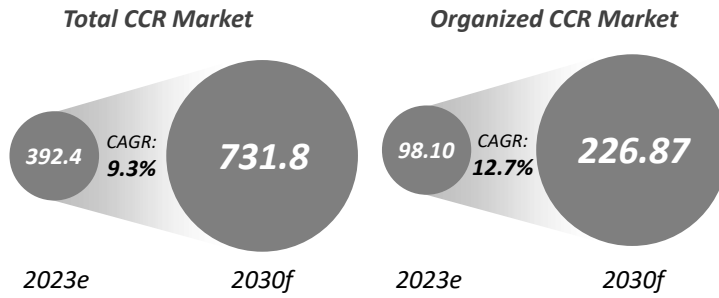




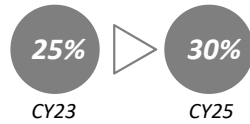
# Industry Overview

# Well- Positioned to Tap the Industry Growth

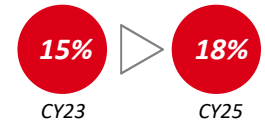
**Market Size**  
(INR Bn)



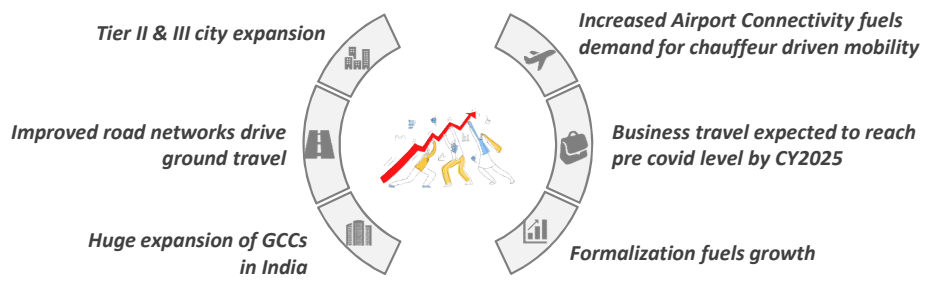
**Organized Market**



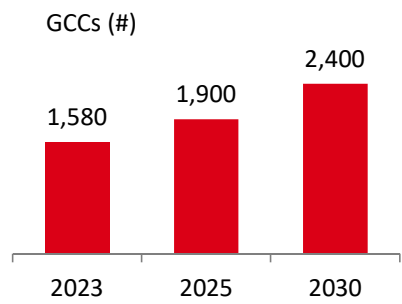
- ✓ Corporate need for reliability & accountability
- ✓ Operational efficiency & safety
- ✓ Scale & resources required



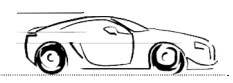
## Key Industry Growth Drivers



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



Increasing employee expectations for convenient commutes



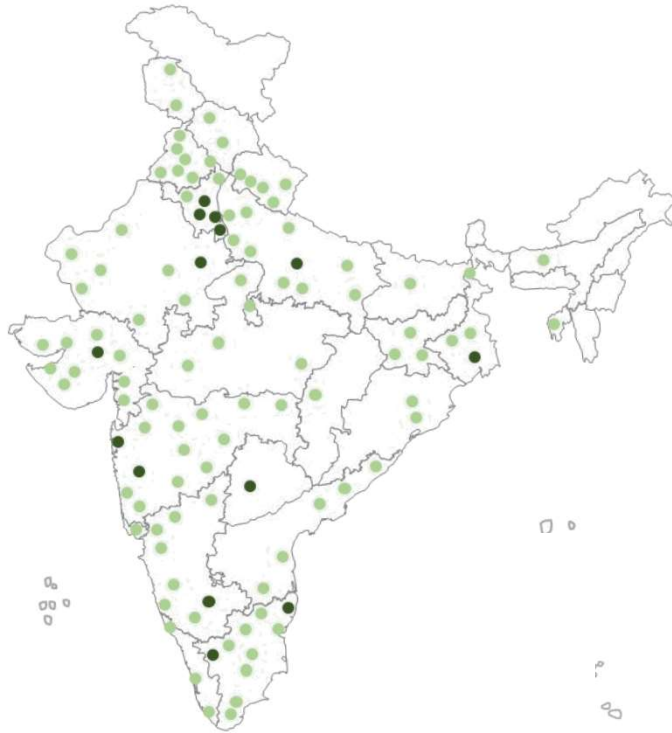
Source: F&S Report



# Business Overview

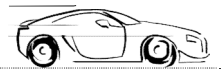
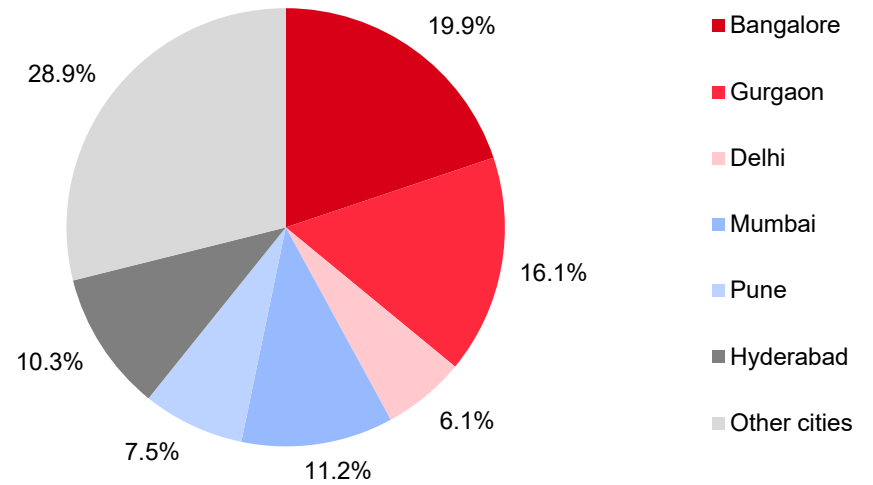


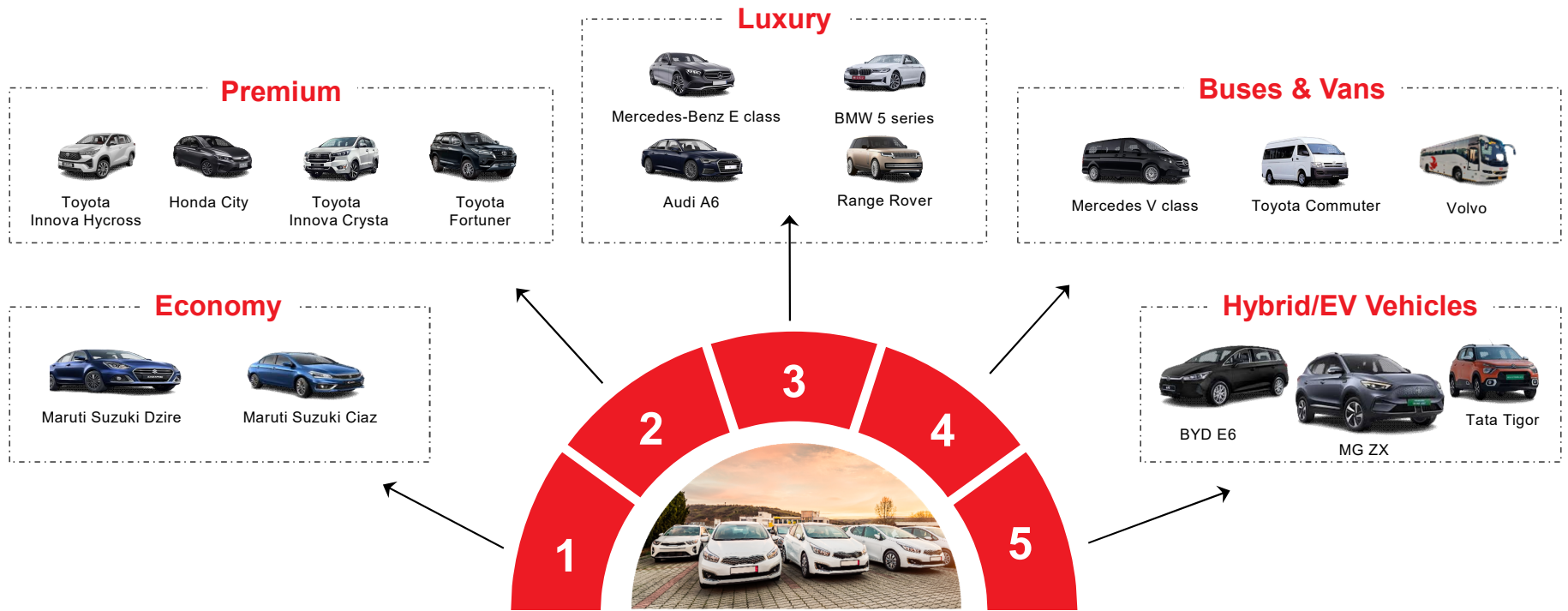
# Pan-India Presence with Operations in 109 Cities in India



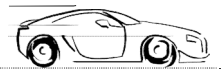
- 14 Cities (Own Offices)
- 95 Cities (Presence through Vendor Vehicles)

### FY24 Revenue Mix





■ 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



# 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

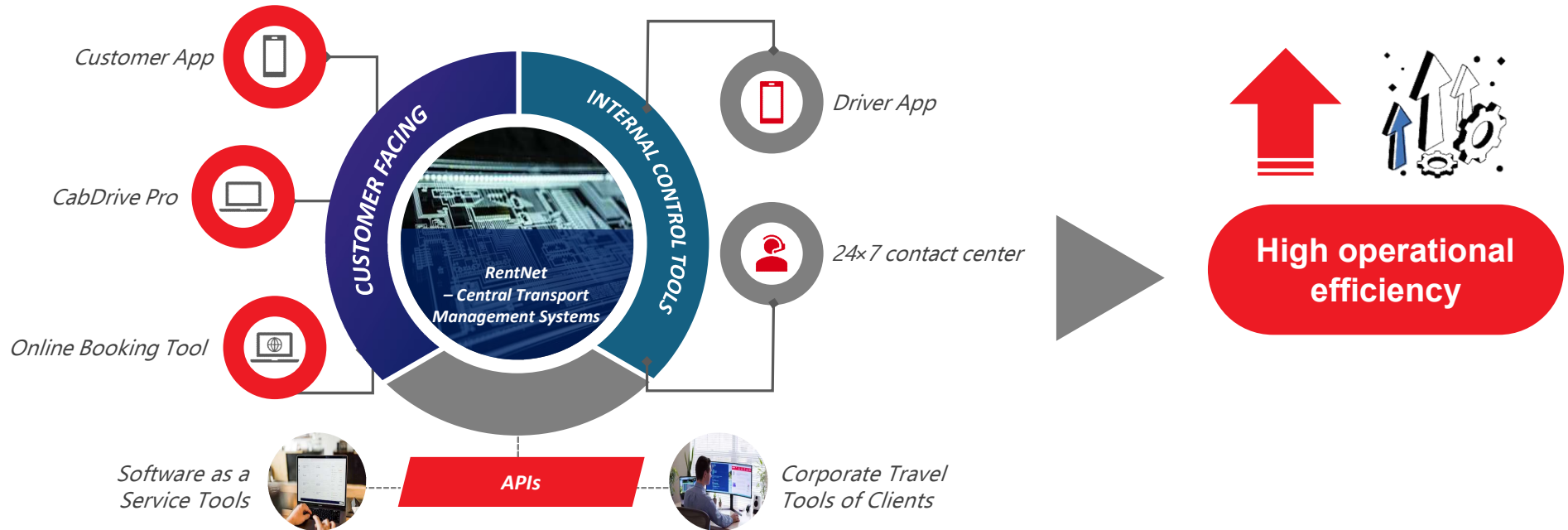


Luxury Car Tourist Transport Operator of the Year, SATTE Awards 2024



# Business Drivers : Technology Enablers for Operational Excellence

Seamless integrations across front end applications and back-end systems



# Competitive Advantage



## 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

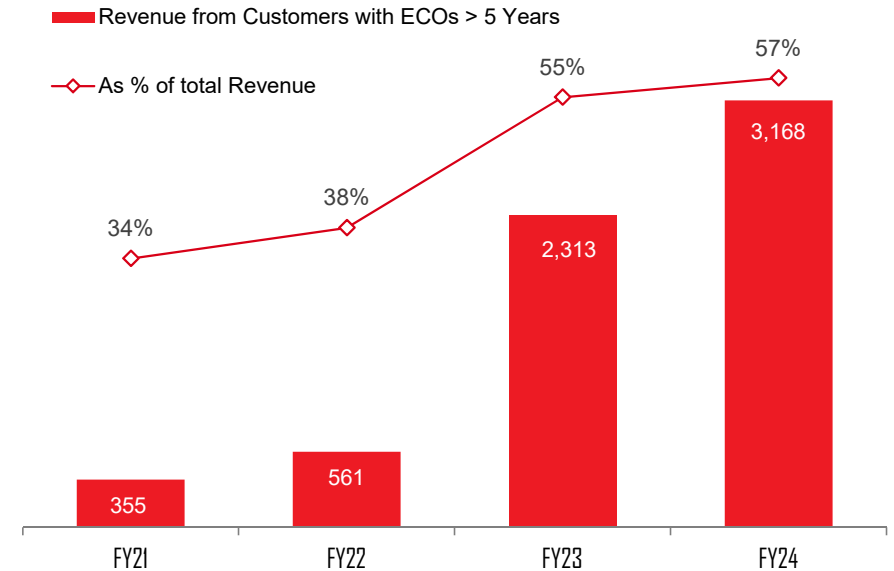
- Primarily B2C segment**
- Limited dedicated fleet**  
and drivers
- Less investment in fleet management systems (FMS)**
- Inconsistent service experience**
- Concerns regarding driver professionalism & conduct**

# Customers with Long Standing Relationships

## Offering Services to:

- Largest consumer electronics mfg. company in the world as per market cap (as on 31st Dec, 2023)
- Two of the top 3 largest global retailers 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

## Nurtured Relationships With Customers Over Years





**Financial** |  
**Performance**

# Management Comment on the results



**Mr. Rajesh Loomba**

Chairman and Managing Director

*"I am happy to share that the H1 FY25 performance was in line with our expectations. Our revenue from operations grew by 14.8% year on year, driven by continued demand of our Employee Transportation Services. This growth underscores our ability to meet the evolving mobility needs of corporate clients across sectors.*

*In line with our growth strategy, we have expanded our fleet of luxury cars, EVs and other mid segment cars in the key metropolitan cities, including Delhi, Mumbai, and Bengaluru. We expect the second half of FY25 to bring a rise in demand for our Chauffeured Car Rentals (CCR) business, which will further strengthen both our top-line and margin profile. We are also focused on deepening our partnerships with vendors and expanding our operations geographically, enhancing our reach and service capabilities.*

*Going forward, we are committed to elevating our service quality through continuous technology enhancements, rigorous employee training, and an increase in fleet size to meet rising client demands. By investing in these areas, we are well-positioned to deliver greater value to our clients while driving long-term growth for the company.*

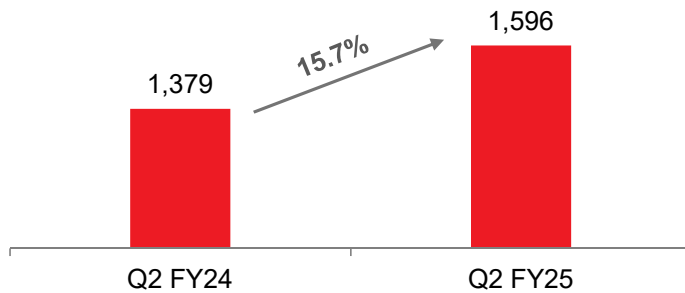
*I would like to thank all our stakeholders including the entire ECOS team for their continued support & faith in us."*



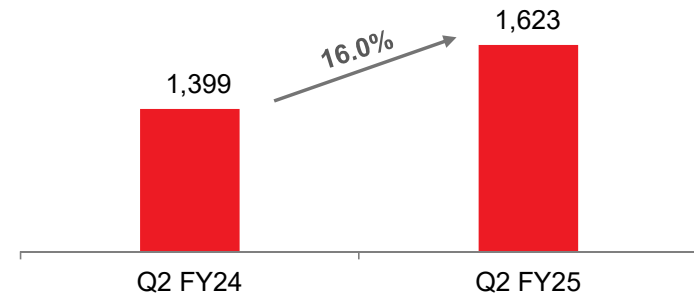
# Quarterly Performance – Graphical Format

Rs Mn

### Revenue from Operations

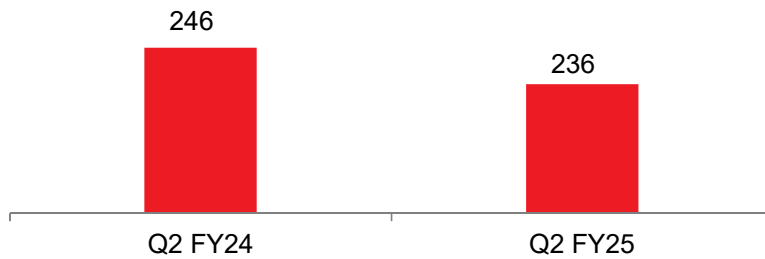


### Total Revenue

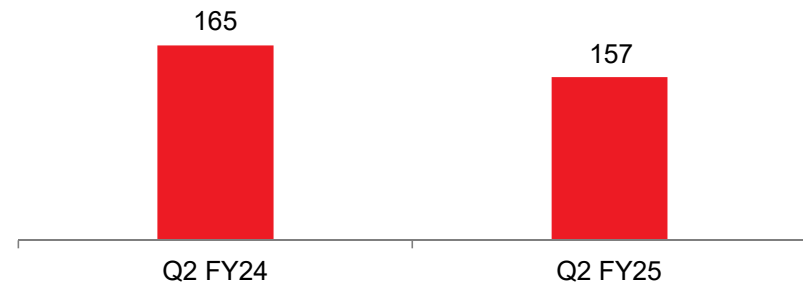


Rs Mn

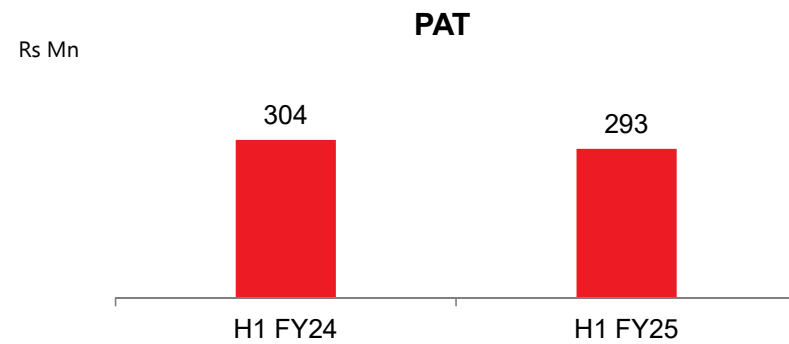
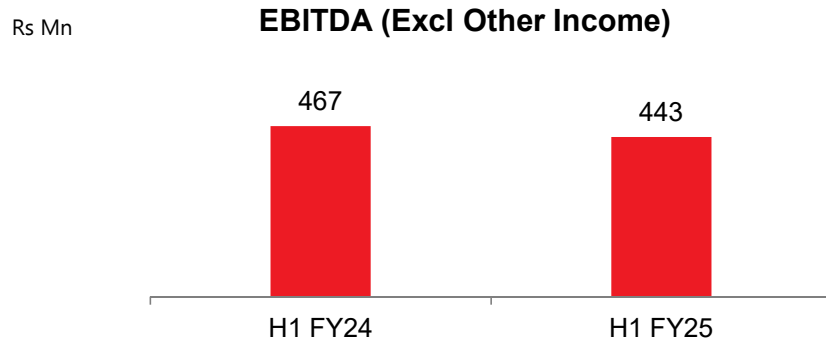
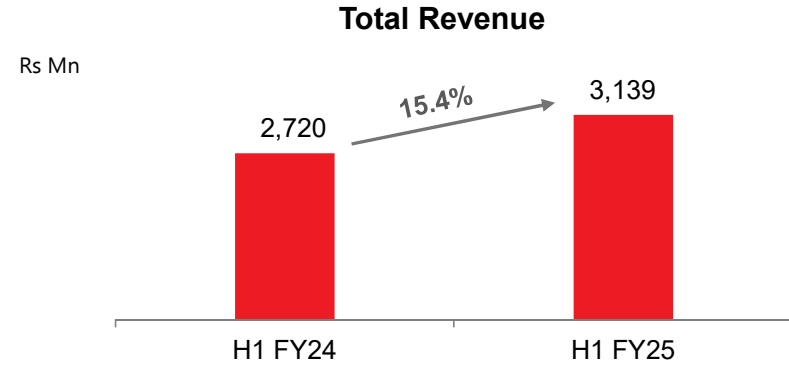
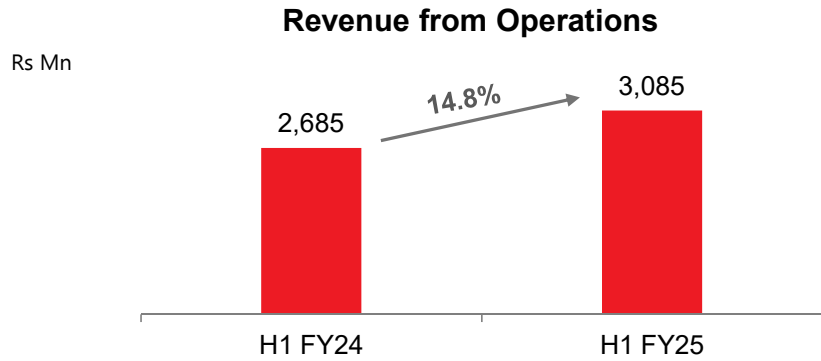
### EBITDA (Excl. Other Income)



### PAT



# Half Yearly Performance – Graphical Format





# Q2FY25 Performance – Income Statement

Particulars (Rs. Mn)	Q2 FY25	Q2 FY24	YoY%	Q1 FY25
Revenue from operations	1,595.87	1,378.83	15.74%	1,488.89
Other income	27.31	19.70		27.09
<b>Total income</b>	<b>1,623.18</b>	<b>1,398.53</b>	<b>16.06%</b>	<b>1,515.98</b>
Total Cost of Service	1,157.71	960.78		1,081.76
Employee benefit expense	159.69	133.91		151.69
Other expense	42.39	37.92		48.46
<b>EBITDA (Excl. of Other Income)</b>	<b>236.08</b>	<b>246.22</b>	<b>(4.12%)</b>	<b>206.98</b>
<b>EBITDA Margins (%)</b>	<b>14.79%</b>	<b>17.86%</b>	<b>(307 bps)</b>	<b>13.90%</b>
Depreciation & amortisation expense	47.81	41.18		41.51
Finance Cost	5.08	9.51		5.16
<b>Profit Before Tax for the period/year</b>	<b>210.50</b>	<b>215.23</b>	<b>(2.20%)</b>	<b>187.40</b>
Tax Expense	53.02	50.51		52.35
<b>Profit after tax for the period/year</b>	<b>157.48</b>	<b>164.72</b>	<b>(4.40%)</b>	<b>135.05</b>
<b>PAT Margins (%)</b>	<b>9.70%</b>	<b>11.78%</b>	<b>(208 bps)</b>	<b>8.91%</b>
EPS (Rs)	<b>2.62</b>	<b>2.75</b>		<b>2.25</b>





# H1FY25 Performance – Income Statement

Particulars (Rs. Mn)	H1 FY25	H1 FY24	YoY%
Revenue from operations	3,084.76	2,685.13	<b>14.88%</b>
Other income	54.40	34.83	
<b>Total income</b>	<b>3,139.16</b>	<b>2,719.96</b>	<b>15.41%</b>
Total Cost of Service	2,239.47	1,879.57	
Employee benefit expense	311.38	262.39	
Other expense	90.85	76.45	
<b>EBITDA (Excl. of Other Income)</b>	<b>443.06</b>	<b>466.72</b>	<b>(5.07%)</b>
<b>EBITDA Margins (%)</b>	<b>14.36%</b>	<b>17.38%</b>	<b>(302 bps)</b>
Depreciation & amortisation expense	89.32	81.33	
Finance Cost	10.24	14.93	
<b>Profit before tax for the period/year</b>	<b>397.90</b>	<b>405.29</b>	<b>(1.82%)</b>
Tax Expense	105.37	101.15	
<b>Profit after tax for the period/year</b>	<b>292.53</b>	<b>304.14</b>	<b>(3.82%)</b>
<b>PAT Margins (%)</b>	<b>9.32%</b>	<b>11.18%</b>	<b>(186 bps)</b>
<b>EPS (Rs.)</b>	<b>4.88</b>	<b>5.07</b>	





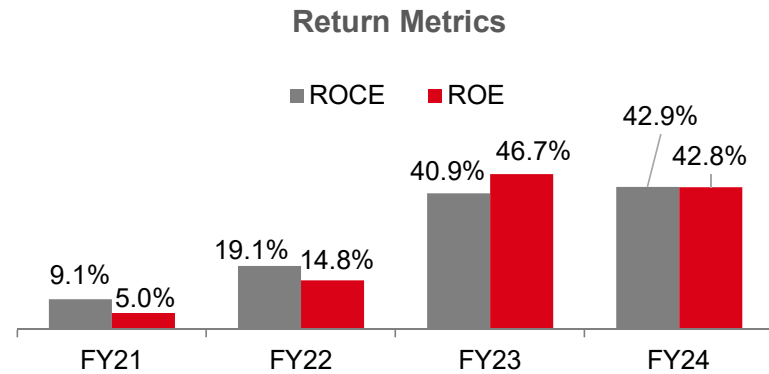
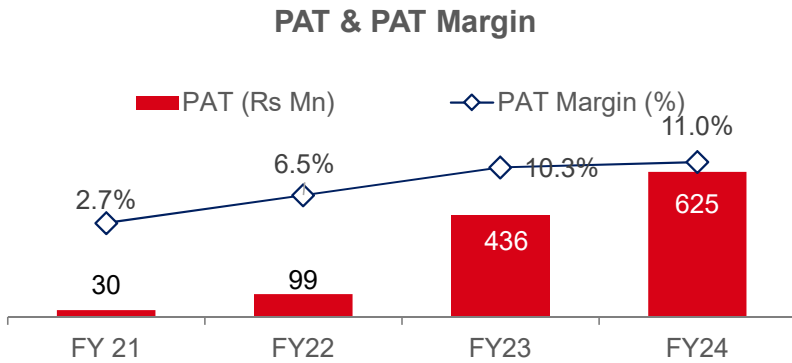
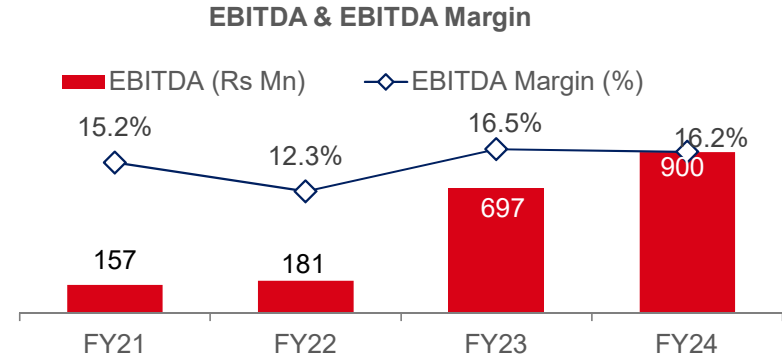
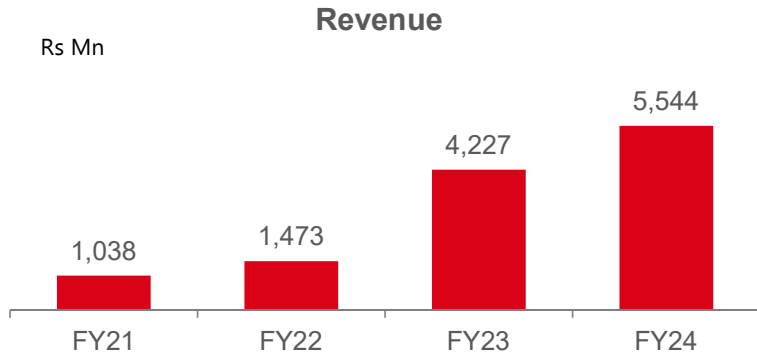
# H1FY25 Balance Sheet

Particulars (Rs Mn)	As on 30-Sep-24	As on 31-Mar-24
<b>Non-current assets</b>		
Property, plant and equipment	388.91	381.69
Investment property	3.73	3.94
Intangible assets	-	-
Intangible assets under development	8.00	8.00
Right of use assets	85.67	75.61
<b>Financial assets</b>		
Investments	4.48	4.48
Other financial assets	52.61	50.97
Other non-current assets	1.25	2.54
Deferred tax assets (net)	23.19	27.94
<b>Total non-current assets</b>	<b>567.84</b>	<b>555.18</b>
<b>Current assets</b>		
Inventories	2.51	2.13
<b>Financial assets</b>		
Investments	761.43	891.70
Trade receivables	724.00	710.58
Cash and cash equivalents	256.87	23.52
Other bank balances	172.20	40.46
Loans	1.97	1.64
Other financial assets	574.91	548.36
Current tax assets (net)	42.45	12.29
Other current assets	210.28	179.80
Assets held-for-sale	0.76	0.94
<b>Total current assets</b>	<b>2,747.38</b>	<b>2,411.43</b>
<b>Total assets</b>	<b>3,315.21</b>	<b>2,966.61</b>

Particulars (Rs Mn)	As on 30-Sep-24	As on 31-Mar-24
<b>Equity</b>		
Equity share capital	120.00	120.00
Other equity	1,789.44	1,654.12
<b>Total equity</b>	<b>1,909.44</b>	<b>1,774.12</b>
Non-controlling interest	-	-
<b>Liabilities</b>		
<b>Non-current liabilities</b>		
<b>Financial liabilities</b>		
Borrowings	12.53	59.79
Lease liability	75.06	67.82
Provisions	50.22	37.02
<b>Total non-current liabilities</b>	<b>137.81</b>	<b>164.63</b>
<b>Current liabilities</b>		
<b>Financial liabilities</b>		
Borrowings	102.77	157.39
Lease liability	17.23	12.67
Trade payables		
a) Outstanding dues of MSME	48.38	96.99
b) Outstanding dues of creditors other than MSMED	679.29	491.83
Other financial liabilities	322.87	192.50
Current tax liabilities (net)	-	-
Provisions	24.37	15.38
Other current liabilities	73.06	61.08
<b>Total current liabilities</b>	<b>1,267.96</b>	<b>1,027.84</b>
<b>Total liabilities</b>	<b>1,405.78</b>	<b>1,192.47</b>
<b>Total equity and liabilities</b>	<b>3,315.21</b>	<b>2,966.61</b>



# Year on Year Healthy Performance



\*Upper End of Price Bank



# 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](mailto:legal@ecorentacar.com)

**Adfactors PR**

**Savli Mangle/ Priyanka Bhagat**

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[priyanka.bhagat@adfactorspr.com](mailto:priyanka.bhagat@adfactorspr.com)