



Date: February 12, 2025

To
The General Manager
Department of Corporate Services,
BSE Limited
Phiroze 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: Press Release on Unaudited Financial Results of ECOS (India) Mobility & Hospitality Limited for the Third Quarter and Nine Month ended on December 31st, 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 February 12, 2025 regarding Unaudited financial results of ECOS (India) Mobility & Hospitality Limited for the Third Quarter and Nine months ended on December 31st, 2024, we submit herewith the Press Release on the same.

The above information is also available on the Company's website at <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

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REDG. & CORP OFFICE:

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CIN NO. L74999DL1996PLC076375

Q3 & 9MFY25 Earnings Release

ECOS Mobility reports around 23% YoY Growth in Q3FY25 Operational Revenue

Delhi, February 12, 2025: ECOS (India) Mobility & Hospitality Limited (“ECOS” or “Company”), one of the largest chauffeur driven mobility providers to corporates in India, today announced its unaudited financial results for the third quarter and nine month ended December 31st, 2024.

Key Financial Summary: -

| Particulars (₹ in Mn) | Q3 FY25 | Q3 FY24 | YoY% | 9M FY25 | 9M FY24 | YoY% |
|------------------------------------|---------------|---------------|------------------|---------------|---------------|------------------|
| Total Revenue | 1,697.94 | 1,388.91 | 22.25% | 4,837.10 | 4,108.88 | 17.72% |
| Revenue from Operations | 1,682.47 | 1,369.20 | 22.88% | 4,767.23 | 4,054.33 | 17.58% |
| EBITDA (Excl. Other Income) | 216.14 | 211.12 | 2.38% | 659.20 | 677.83 | -2.75% |
| EBITDA Margin (%) | 12.85% | 15.42% | (257) bps | 13.83% | 16.72% | (289) bps |
| Profit after Tax (PAT) | 127.77 | 141.47 | -9.68% | 420.30 | 445.62 | -5.68% |
| PAT Margin (%) | 7.53% | 10.19% | (262) bps | 8.69% | 10.85% | (216) bps |
| EPS (₹) | 2.13 | 2.36 | | 7.00 | 7.43 | |

Performance Highlights for the third quarter ended December 2024:

- Revenue from Operations increased by 22.88% to ₹ 1682.47 Mn in Q3 FY25 compared to ₹ 1369.20 Mn in Q3 FY24. This growth was driven by both businesses of Chauffeur Car Rentals & Employee Transport Solutions
- EBITDA stood at ₹216.14 Mn in Q3 FY25 compared to ₹211.12 Mn during Q3 FY24
- EBITDA Margin subdued by 257 bps to 12.85% in Q3 FY25 as against 15.42% in Q3 FY24, led by increased one time operating and indirect costs incurred during the quarter.
- PAT stood at ₹127.77 Mn in Q3 FY25 compared to ₹141.47 Mn in Q3 FY25. Decrease in PAT is largely on account of increase in depreciation with the new fleets added during the quarter, increase in direct and indirect expenses and reduction in unrealized gain on investments.

Performance Highlights for the nine month ended December 2024:

- Revenue from Operations was ₹4767.23 Mn in 9M FY25 compared to ₹4054.33 Mn in 9M FY24, a year on year growth of nearly 17.58% aligned to growth in the two core businesses during the first nine months of FY25
- EBITDA stood at ₹659.20 Mn in 9M FY25 compared to ₹677.83 Mn during 9M FY24
- EBITDA Margin was at 13.83% in 9M FY25 as against 16.72% in 9MFY24. Apart from operating & indirect costs incurred, increased competitiveness in the sector also impacted the EBITDA
- PAT stood at ₹420.3 Mn in 9M FY25 compared to ₹445.62 Mn in 9M FY24 leading to fall in PAT margins

by 216 bps in first nine months of the year as compared to same period last year. This is on account of increase in depreciation cost of the new fleets, increase in direct and indirect expenses and reduction in unrealized gain on investments.

Commenting on the overall performance of the Company, Mr. Rajesh Loomba, Chairman and Managing Director, ECOS said,

"I am pleased to share that our revenues have grown 23% in Q3FY25. We have been able to grow despite increased competition that has impacted pricing in existing markets combined with us entering into new markets in India, highlighting our strong foothold in this dynamic industry.

Presently, we are focusing on generating demand from corporate and the travel industry, thereby enabling us to scale our operations across geographies. We have successfully added 130 new clients in these nine months, across both our services of CCR & ETS.

As we move forward, we remain committed to raising the bar in service quality through ongoing investments in technology, employee training and fleet expansion. These efforts will ensure that we continue to meet the evolving needs of our clients and support sustainable growth for the company in the long run.

Lastly, I'd like to express my sincere gratitude to all our stakeholders and especially the entire ECOS team, for their continued trust and support in driving our success."

About ECOS (India) Mobility & Hospitality Limited:

Started in 1996, ECO (India) Mobility & Hospitality Limited is the largest chauffeur driven mobility provider, to corporates in India. The Company are primarily engaged in the business of providing chauffeured car rentals ("CCR") and employee transportation services ("ETS") and have been providing these services to corporate customers, including Fortune 500 companies in India, individuals, Travel and Tourism companies, Hotels and government bodies for more than 25 years. The Company has a Pan-India presence in 109 cities through own vehicles and vendors. ECOS also addresses the global car rental requirements of its corporate customers, through its global network of vendors with the capability of providing CCR services in over 30 countries. The Company operates a fleet of more than 12,000, economy to luxury cars, mini vans and luxury coaches. The company also provides specialty vehicles such as luggage vans, limousines, vintage cars and vehicles for accessible transportation for people with disabilities

For more information, please visit www.ecosmobility.com

| For further information please contact: | |
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| Ms. Deepali Dev ECOS (India) Mobility & Hospitality Limited, Chief Operating Officer deepali.dev@ecorentacar.com | Ms. Savli Mangle / Priyanka Bhagat Adfactors PR savli.mangle@adfactorspr.com / priyanka.bhagat@adfactorspr.com |

Cautionary statement concerning forward-looking statements

Certain statements in this document may be forward-looking statements. Such forward-looking statements are subject to certain risks and uncertainties like regulatory changes, local political or economic developments, and many other factors that could cause our actual results to differ materially from those contemplated by the relevant forward-looking statements. Further, past performance is not necessarily indicative of future results. Given these risks, uncertainties and other risk factors, viewers are cautioned not to place undue reliance on these forward-looking statements. The Company will not be in any way responsible for any action taken based on such statements and undertakes no obligation to publicly update these forward-looking statements to reflect subsequent events or circumstances.