



May 29, 2026

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 Fourth Quarter and Financial Year 2025-26 ended on March 31, 2026

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 28, 2026 regarding Audited Standalone & Consolidated financial results of Ecos (India) Mobility & Hospitality Limited for the Fourth Quarter and Financial Year 2025-26 ended on March 31, 2026, 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
BHARDWA
J
Digitally signed by
SHWETA BHARDWA J
Date: 2026.05.29
08:58:28 +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.ECOSMOBILITY.COM

REDG. & CORP OFFICE:
45, 1ST FLOOR, CORNER MARKET, MALVIYA NAGAR, NEW DELHI - 110017

CIN: L74999DL1996PLC076375



ECOS

(India)

Mobility and Hospitality Limited

Q4 & FY26 Investor Presentation

www.ecosmobility.com





Disclaimer

This presentation has been prepared by ECOS (India) Mobility and Hospitality Limited, solely to provide information about the Company to its stakeholders. No representation or warranty, express or implied is made as to, and no reliance should be placed on, the fairness, accuracy, completeness or correctness of such information or opinions contained herein. None of the Company nor any of its respective affiliates, advisers or representatives, shall have any liability whatsoever (in negligence or otherwise) for any loss howsoever arising from any use of this presentation or its contents or otherwise arising in connection with this presentation.

The information contained in this presentation is only current as of its date. The Company may alter, modify or otherwise change in any manner the content of this presentation, without obligation to notify any person of such revision or changes. Certain statements made in this presentation may not be based on historical information or facts and may be "forward-looking statements", including those relating to the Company's general business plans and strategy, its future financial condition and growth prospects, and future developments in its industry and its competitive and regulatory environment. Actual results may differ materially from these forward-looking statements due to number of factors, including future changes or developments in the Company's business, its competitive environment, information technology and political, economic, legal and social conditions in India.

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.

TABLE OF CONTENTS

01

Q4 & FY26 Result Highlights

02

Historical Financials

03

Industry Overview

04

Company Overview

05

Business Overview

06

Outlook



Q4 & FY26

Result Highlights



Management Comment on the results



Mr. Rajesh Loomba

Chairman and Managing Director

“FY26 was an important year for ECOS as we continued to strengthen our scale, deepen enterprise relationships, and expand our operational network across India and international markets.

During the year, we completed approximately 5.23 million trips, representing a growth of nearly 29% year-on-year, and onboarded 223 new clients, taking our active client base to over 1,750 clients. We also expanded our fleet capacity to over 20,000 vehicles to support growing enterprise demand across 130+ cities in India.

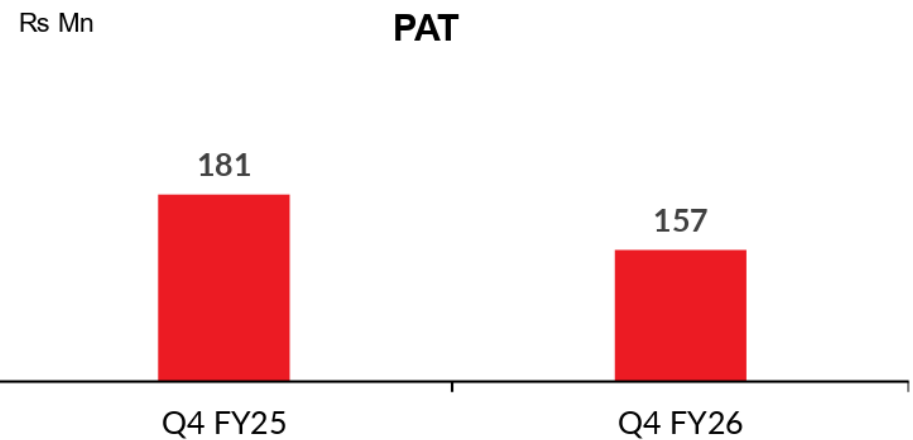
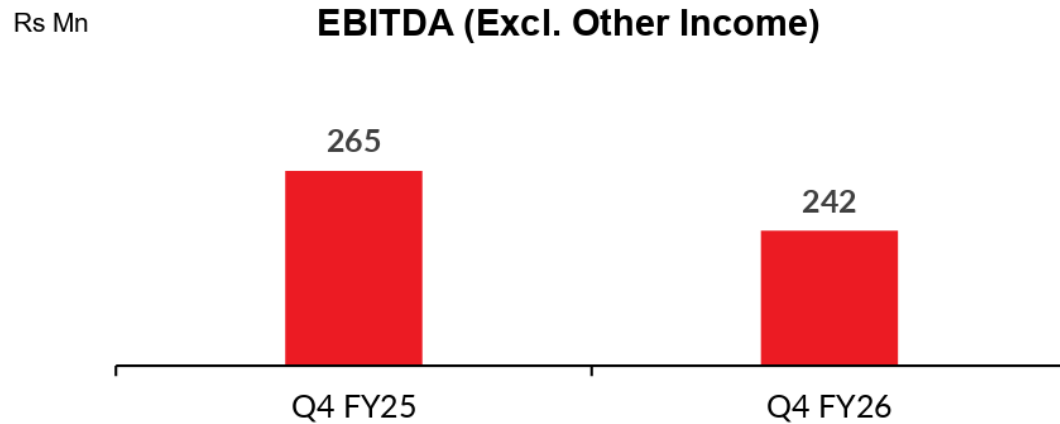
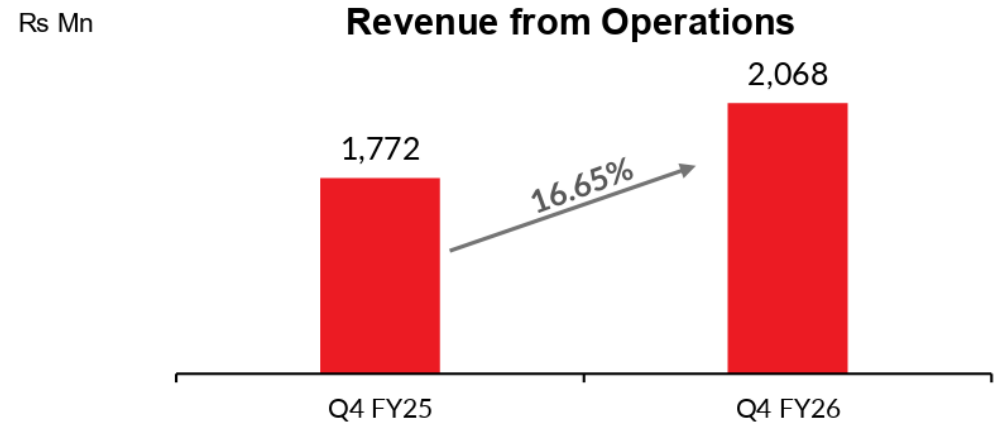
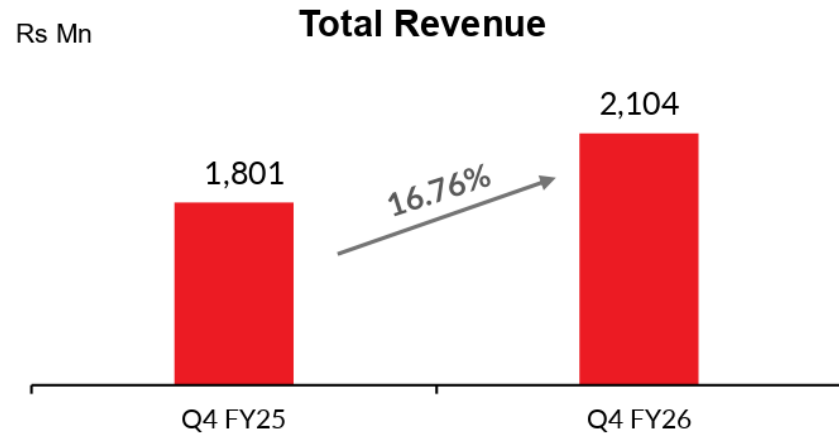
At the same time, we continued to strengthen our digital capabilities through enhancements across our platforms and the implementation of a new core backend system aimed at improving operational efficiencies and customer experience.

While we continued to invest in business expansion and organizational capabilities during the year, we remain focused on maintaining disciplined execution and balancing growth with profitability. Looking ahead, we believe ECOS remains well-positioned to benefit from the long-term structural shift towards organized and technology-led corporate mobility solutions.”

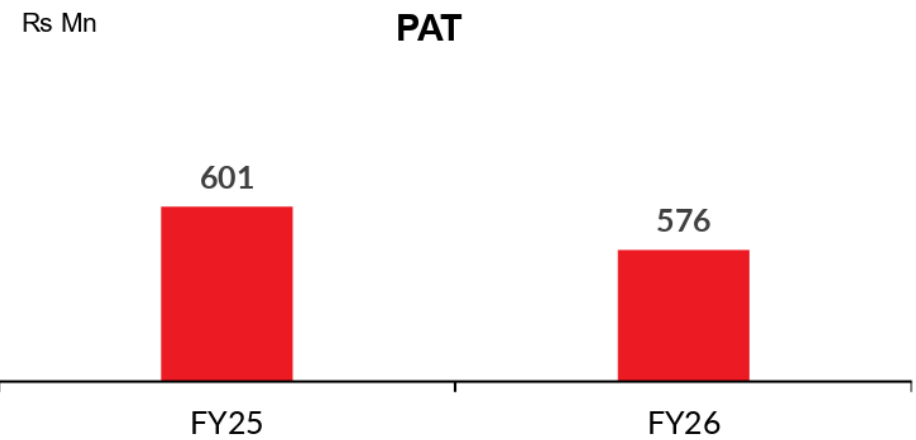
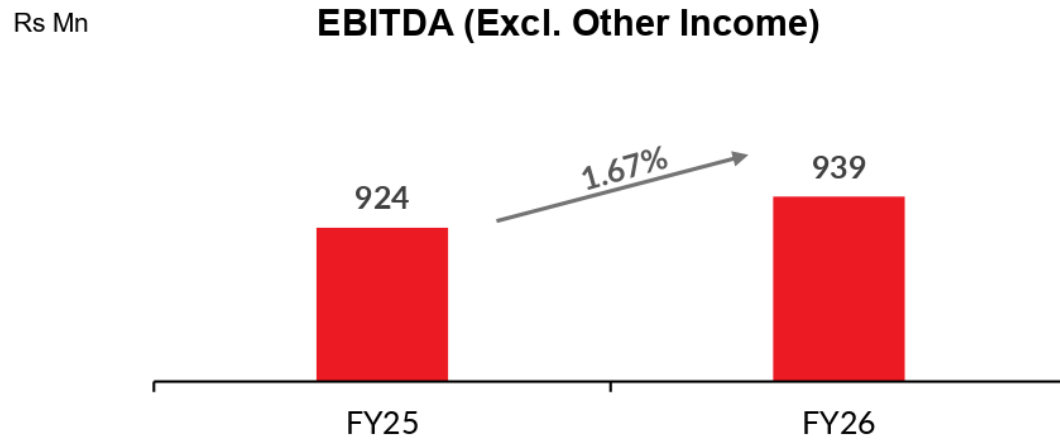
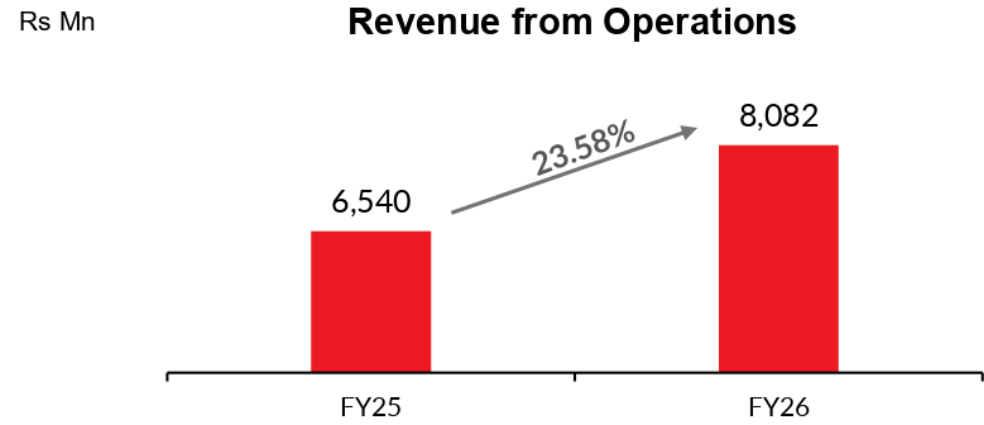
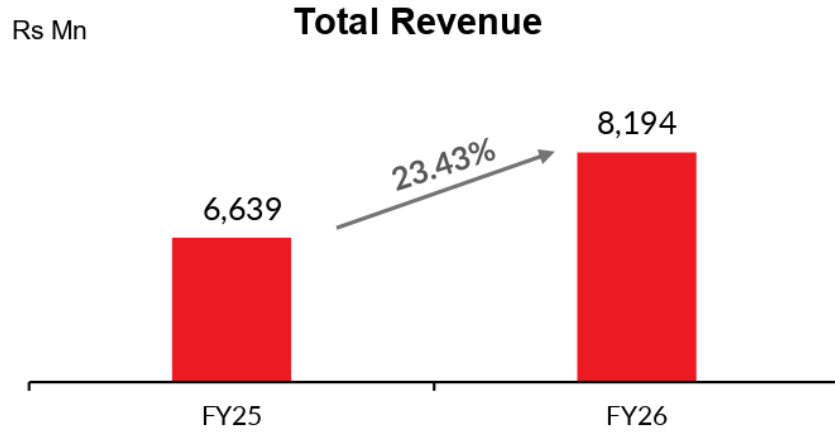




Q4 FY26 Performance Highlights



FY26 Performance Highlights





Q4 & FY26 Consolidated Income Statement

Particulars (Rs. Mn)	Q4FY26	Q4FY25	YoY%	FY26	FY25	YoY(%)
Revenue from operations	2,067.60	1,772.41	16.65%	8,081.58	6,539.64	23.58%
Other income	36.18	29.46		112.91	99.33	
Total income	2,103.78	1,801.87	16.76%	8,194.49	6,638.97	23.43%
Total Cost of Service	1,507.33	1,265.73		5,881.06	4,697.23	
Purchase of Stock	8.96	1.88		22.99	46.46	
Change in stock-in trade	0.20	1.09		0.46	1.18	
Employee benefit expense	219.71	157.16		860.50	627.01	
Other expense	89.87	81.88		377.28	243.88	
EBITDA (Excl. of Other Income)	241.53	264.67	(8.74%)	939.29	923.88	1.67%
EBITDA Margins (%)	11.68%	14.93%	(325) Bps	11.62%	14.13%	(251) Bps
Depreciation & amortisation expense	79.43	64.68		280.58	211.17	
Finance Cost	1.75	3.75		7.52	17.43	
Profit Before Tax for the period/year	196.53	225.70	(12.92%)	764.10	794.61	(3.84%)
Tax Expense	39.16	45.02		188.33	193.64	
Profit after tax for the period/year	157.37	180.68	(12.90%)	575.77	600.97	(4.19%)
PAT Margins (%)	7.48%	10.03%	(255) bps	7.03%	9.05%	(202) Bps
EPS (Rs)	2.63	3.01		9.60	10.02	





Consolidated Balance Sheet for FY26

Particulars (Rs Mn)	As on 31-Mar-26	As on 31-Mar-25
Non-current assets		
Property, plant and equipment	533.65	500.81
Investment property	3.76	3.73
Intangible assets		
Intangible assets under development	22.44	8.00
Right of use assets	68.46	75.57
Financial assets		
Investments	4.26	4.42
Other financial assets	3.98	72.33
Other non-current assets	9.16	8.45
Deferred tax assets (net)	64.98	27.85
Total non-current assets	710.69	701.16
Current assets		
Inventories	0.50	0.96
Financial assets		
Investments	1,060.79	849.95
Trade receivables	1,070.21	827.49
Cash and cash equivalents	241.88	238.00
Other bank balances	69.86	24.90
Loans	4.05	3.43
Other financial assets	752.09	548.72
Current tax assets (net)	30.74	20.41
Other current assets	192.29	198.17
Assets held-for-sale	1.83	0.83
Total current assets	3,424.24	2,712.86
Total assets	4,134.93	3,414.02

Particulars (Rs Mn)	As on 31-Mar-26	As on 31-Mar-25
Equity		
Equity share capital	120.00	120.00
Other equity	2,529.37	2,097.52
Total equity	2,649.37	2,217.52
Non-controlling interest	1.35	-
Liabilities		
Non-current liabilities		
Financial liabilities		
Borrowings	-	1.08
Lease liability	61.04	66.15
Provisions	73.19	55.54
Total non-current liabilities	134.23	122.77
Current liabilities		
Financial liabilities		
Borrowings	1.07	58.99
Lease liability	15.68	17.72
Trade payables	880.07	715.59
Other financial liabilities	346.19	205.74
Provisions	21.17	19.03
Other current liabilities	85.79	56.66
Total current liabilities	1,349.98	1,073.73
Total liabilities	1,484.21	1,196.50
Total equity and liabilities	4,134.93	3,414.02

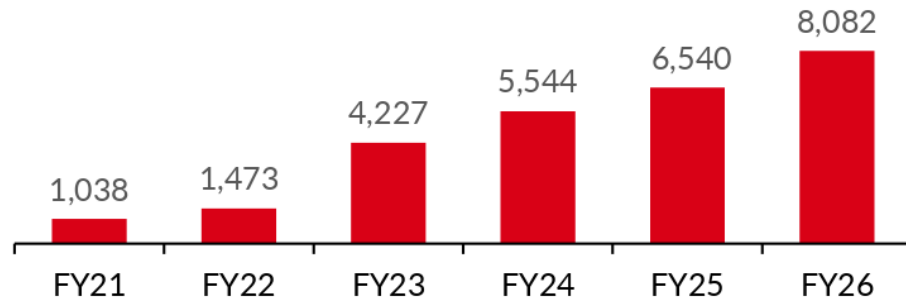




Historical Financials – Year-on-year Healthy Performance

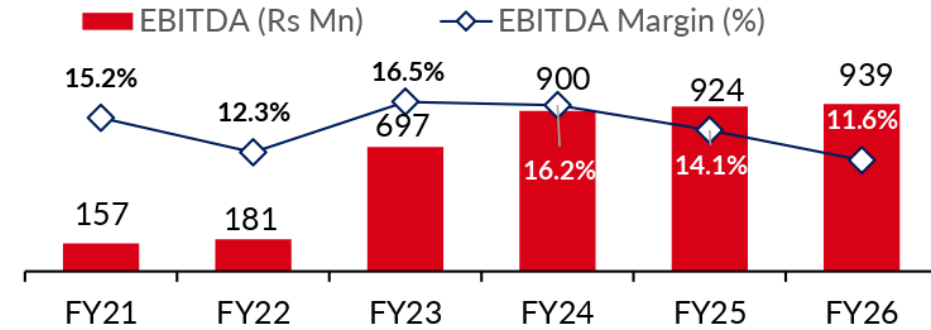
Rs Mn

Revenue from Operations



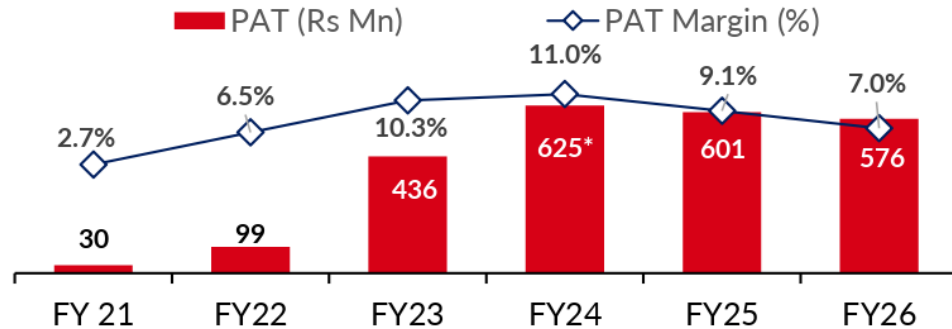
Rs Mn

EBITDA & EBITDA Margin (Excl. Other Income)

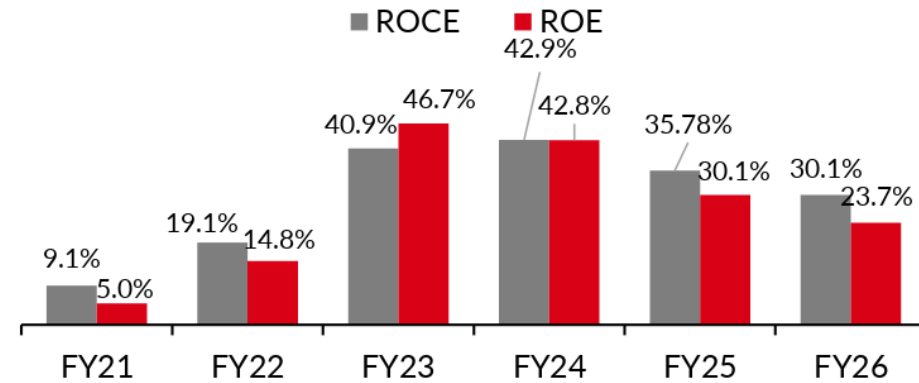


Rs Mn

PAT & PAT Margin



Return Metrics



* ECOs got listed in FY25



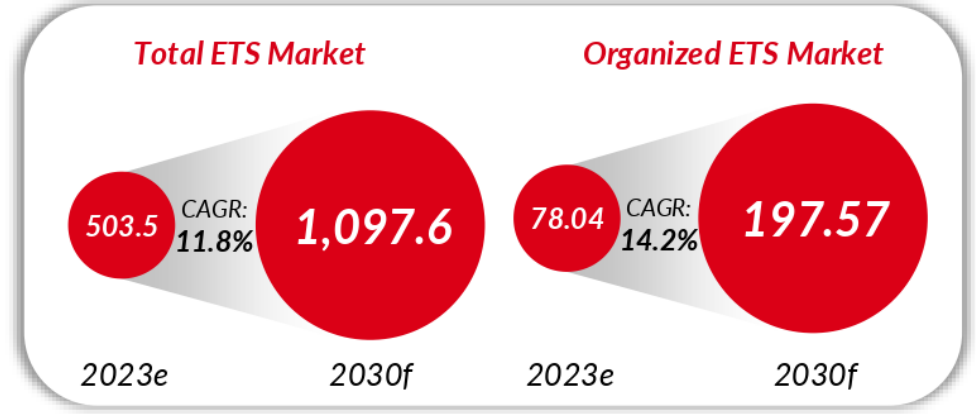
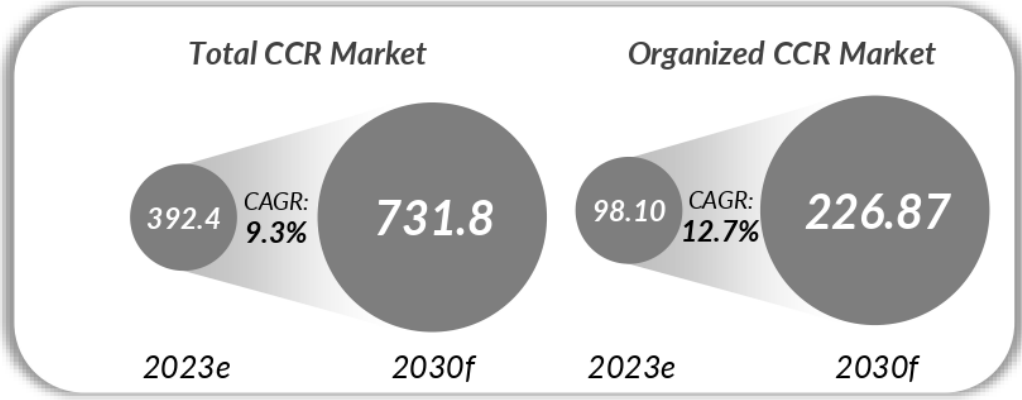


Industry Overview



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

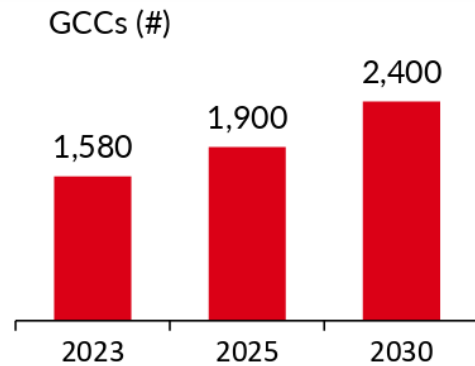
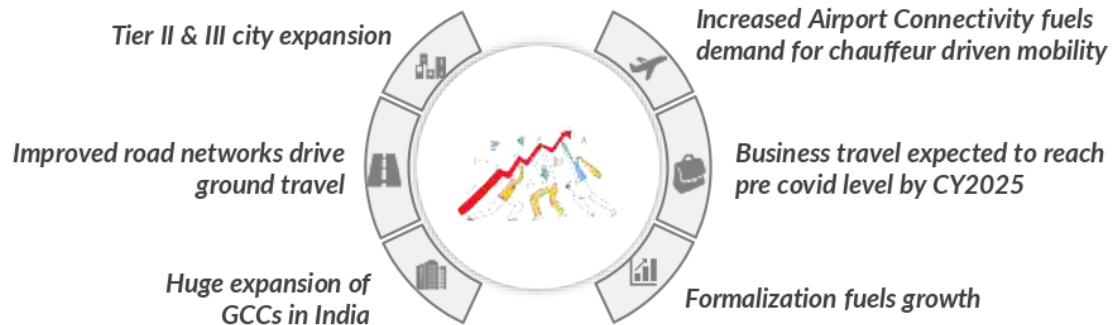
Market Size (INR Bn)



- ✓ 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

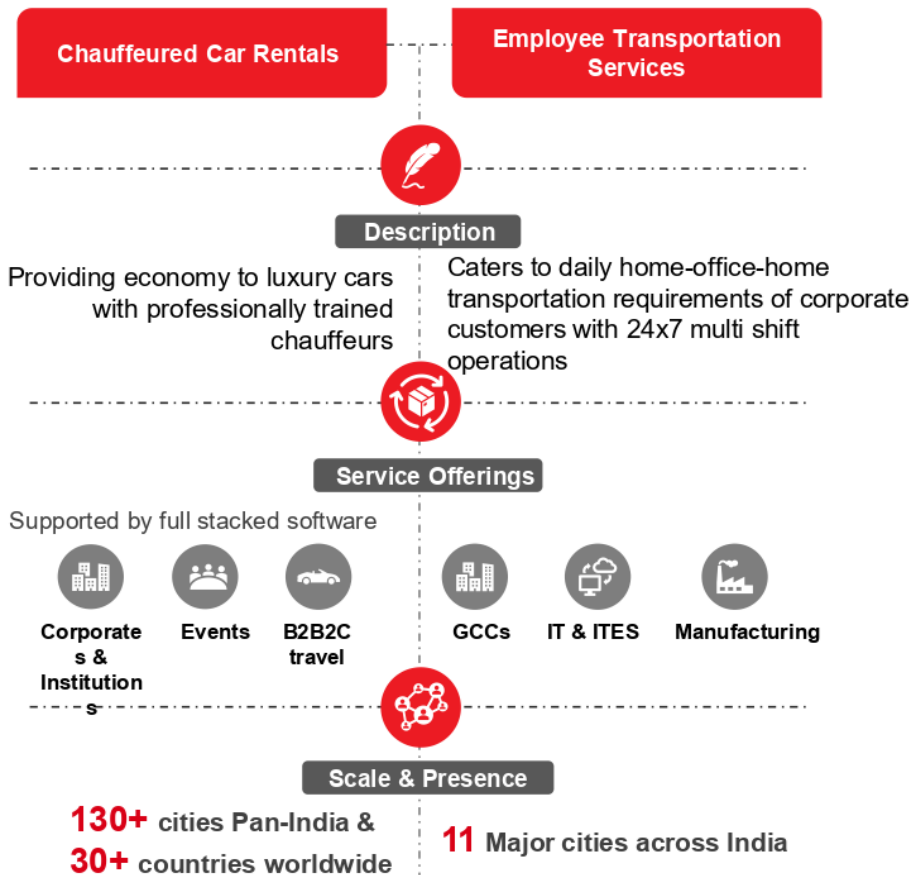




Company Overview



ECOS Mobility – A Snapshot

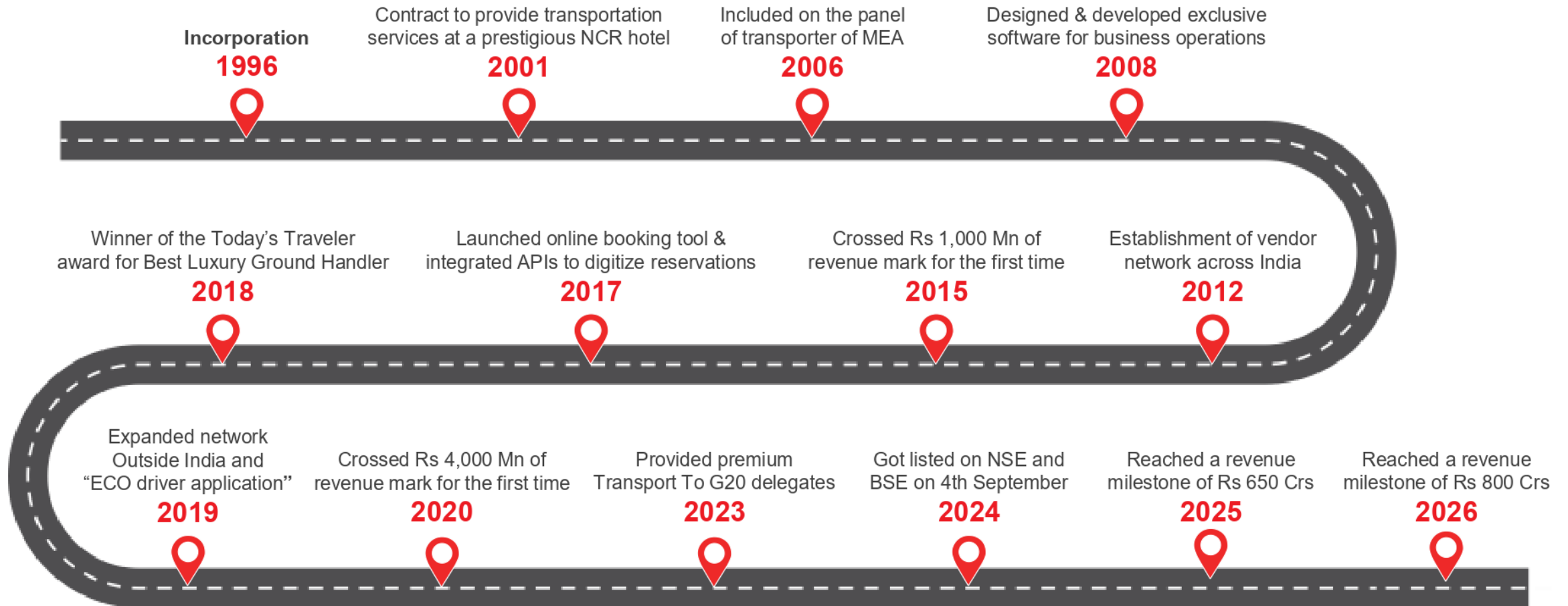


 29+ Years of experience	 20,000+ One of the largest fleet size in India	 90%+ Vendor owned fleet – Asset light business model
 70+ Fortune 500 companies	 75+ BSE 500 companies	 1,750+ Organizations
 131 Cities - widest PAN India presence	 1,300+ Employees	 5.23 Mn Trips as on FY26
 Partnerships with major credit card companies and commercial real estate players		





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



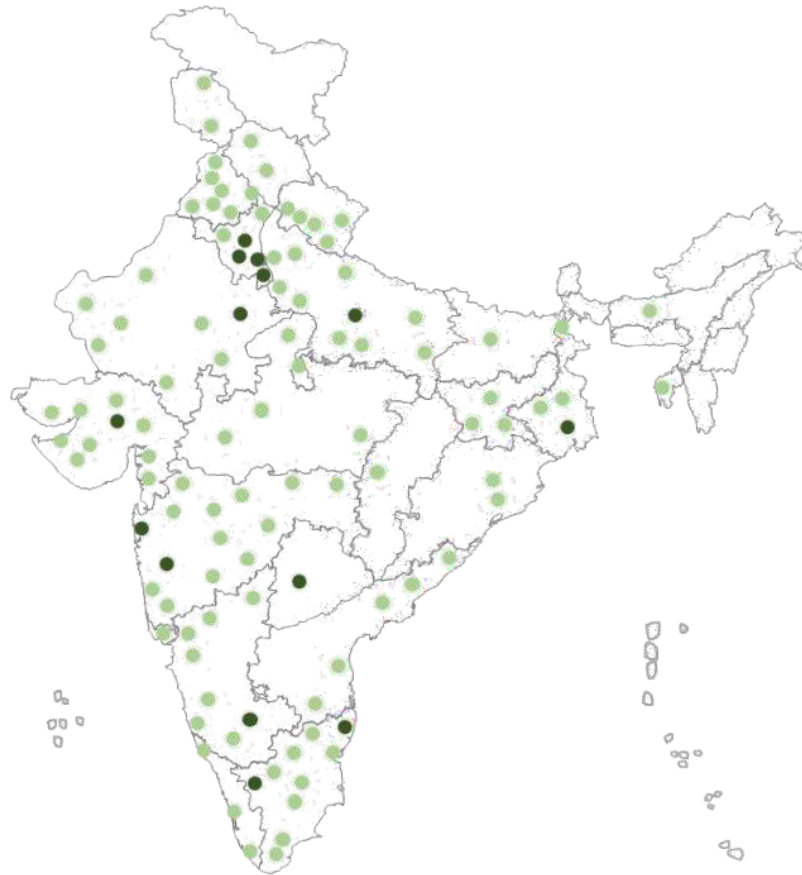


Business Overview



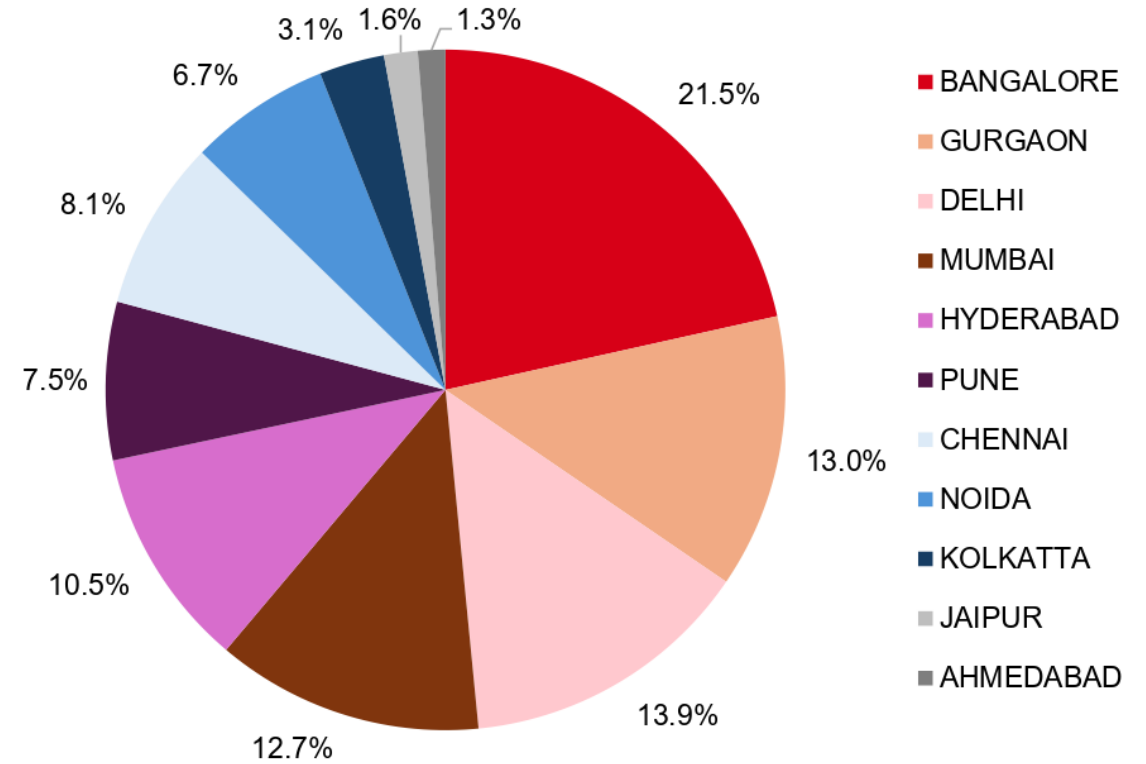


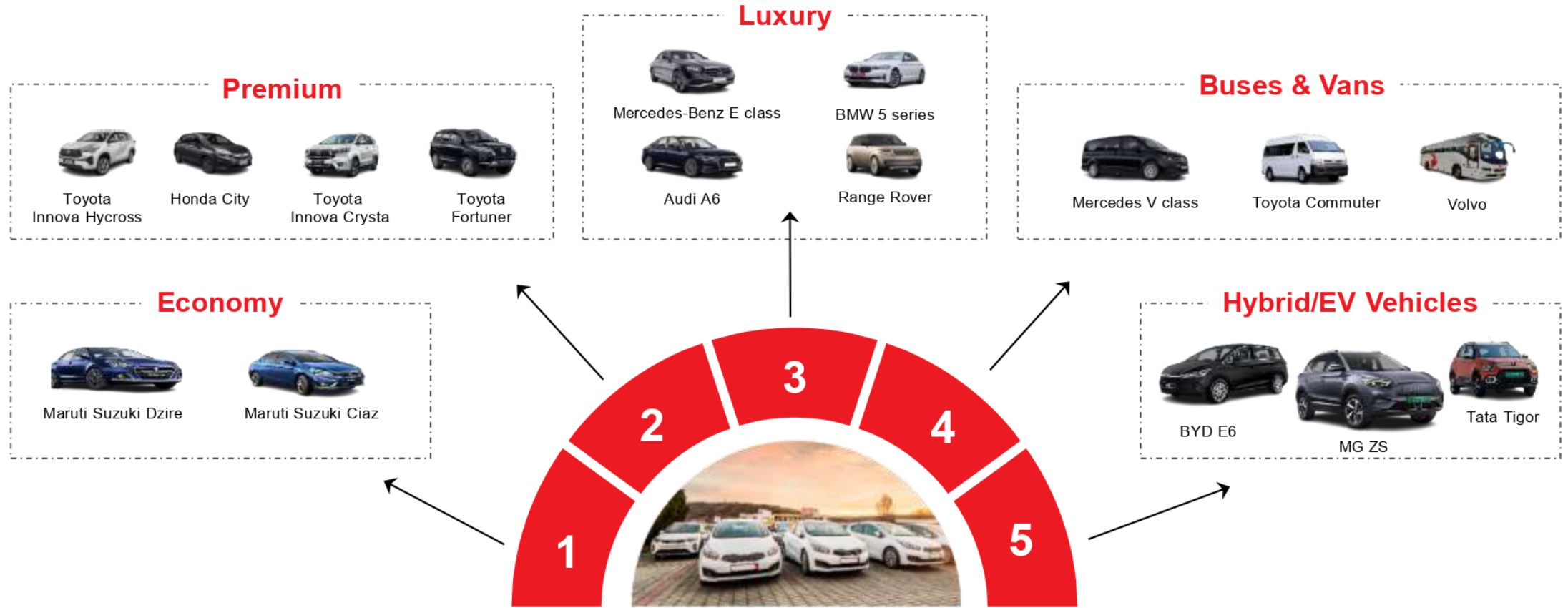
Pan-India Presence with Operations in 131 Cities in India



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

FY26 Revenue Mix





FY26
Vehicle Ownership Mix

5%

95%

■ 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 131 cities with a direct 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



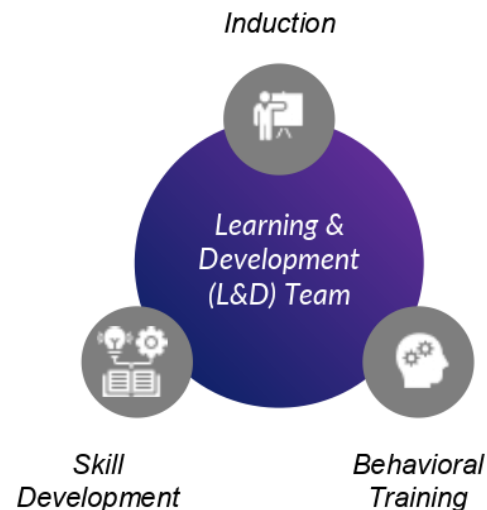
Seamless Integration across front end applications & back end systems

Exceptional Customer Satisfaction

FY26

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



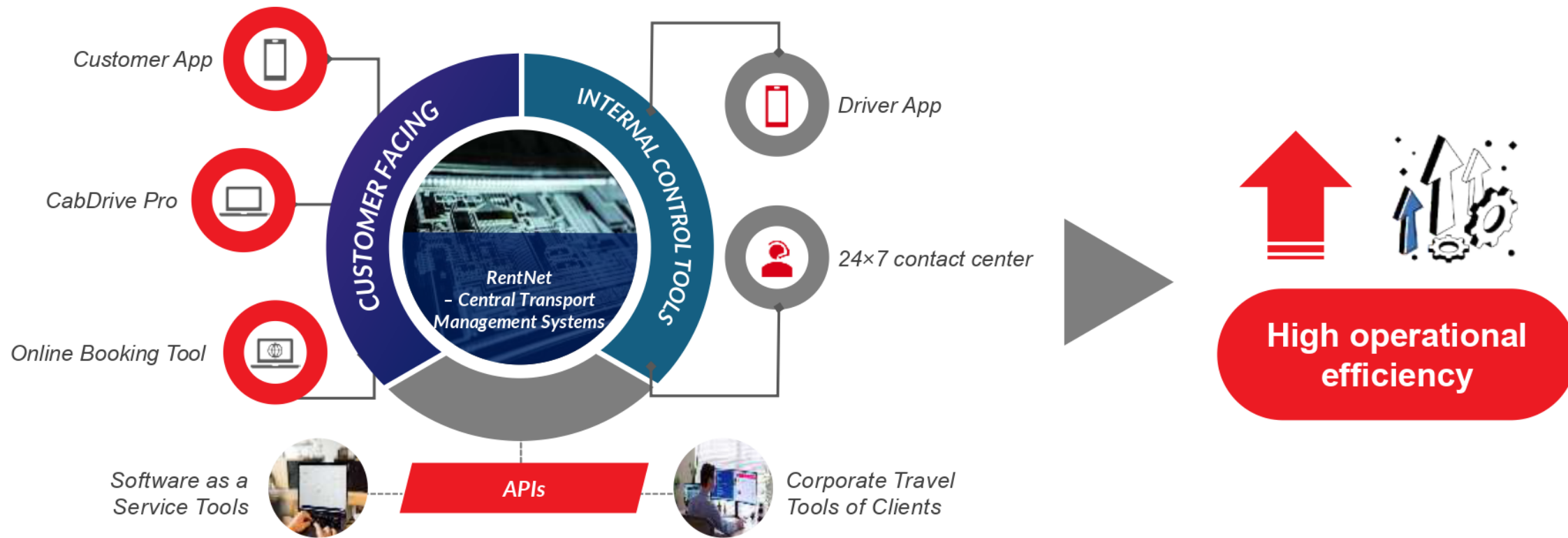
Luxury Car Tourist Transport Operator of the Year, SATTE Awards 2024





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

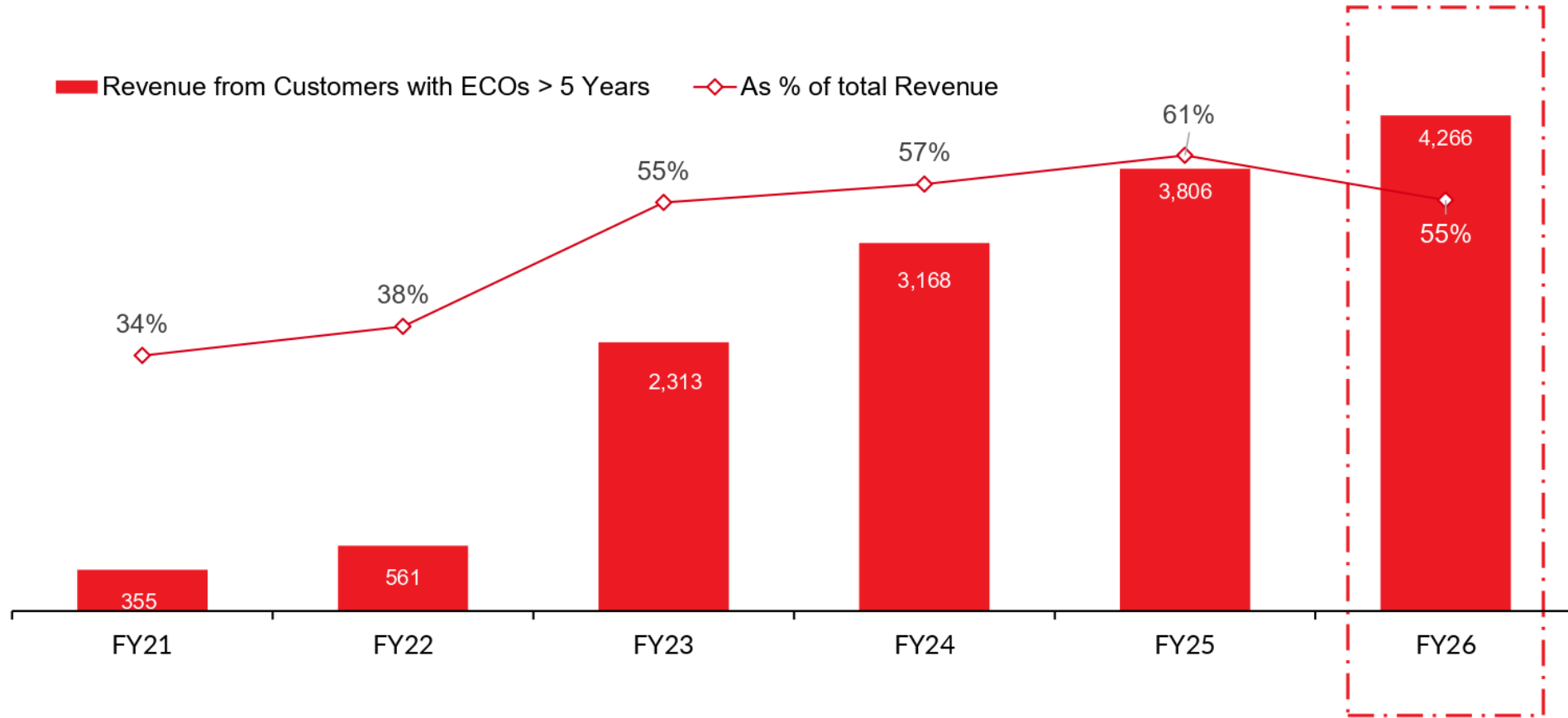
-  **Primarily B2C segment**
-  **Limited dedicated fleet and drivers**
-  **Less investment in fleet management systems (FMS)**
-  **Inconsistent service experience**
-  **Concerns regarding driver professionalism & conduct**





Customers with Long Standing Relationships

Nurtured Relationships With Customers Over Years





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

Ms Hashika Mutreja / Ms Kashmira Parkar

hashika.mutreja@adfactorspr.com /

kashmira.parkar@adfactorspr.com