

Microcap Conference

January 2025

Zoomcar



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This Presentation includes certain financial measures not presented in accordance with generally accepted accounting principles ("GAAP") with respect to Zoomcar's expected future performance and other metrics derived therefrom. Specifically, this Presentation includes contribution margin and EBITDA. These non-GAAP financial measures may exclude items that are significant in understanding and assessing Zoomcar's financial results. These non-GAAP measures are an addition, and not a substitute for or superior to measures of financial performance prepared in accordance with GAAP and should not be considered as an alternative to net loss, operating loss or any other performance measures derived in accordance with GAAP as a measure of our liquidity, profitability or performance. Not all of the information necessary for a quantitative reconciliation of these non-GAAP financial measures to the most directly comparable GAAP financial measures is available without unreasonable efforts at this time. Zoomcar believes that these forward-looking non-GAAP measures of financial results provide useful supplemental information about Zoomcar. Zoomcar's management uses these forward-looking non-GAAP measures to evaluate Zoomcar's projected financial and operating performance. However, there are a number of limitations related to the use of these non-GAAP measures and their nearest GAAP equivalents. For example other companies may calculate non-GAAP measures differently or may use other measures to calculate their financial performance, and therefore Zoomcar's non-GAAP measures may not be directly comparable to similarly titled measures of other companies. The presentation of such non-GAAP measures, which may include adjustments to exclude unusual or non-recurring items, should not be construed as an inference that Zoomcar's future results and cash flows will be unaffected by other unusual or nonrecurring items.

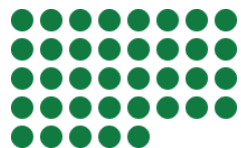
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Zoomcar is India's Largest Self-Drive Car-Sharing App



143

Employees



99

Cities



10M

Guests



25K+

Cars on
marketplace



90%

Brand awareness

¹Self-drive car-sharing is where a guest books a host's car to drive by him/herself without a third party driver

²Decoding Zoomcar's Brand Health in the Self-Drive Car Rental Ecosystem report by Kantar 2023

Solving Fundamental Problems of India's Car Ownership

For Hosts



Gaurav,
City of Bengaluru

Side income to cover cost of car ownership



Arvind,
City of Delhi

Entrepreneur with 15 cars. Zoomcar is my main income

Supply
Cars

Zoomcar

For Guests



Lavanya,
City of Chennai

Buying a car is expensive

Drive
Cars



Abhinav,
City of Mumbai

Growing travel needs for leisure and business

India's Attractiveness as a Car Sharing Marketplace

5th Largest Economy
in the World



1.44
billion

Population of India¹

65.2%
population

Projected to be
working age by 2031²

8.2%
growth

In GDP in 2023 to
2024³

Low Car Ownership...



0.1
India⁴

vs

2.1
US⁵



Registered cars / household

... Due to Affordability



3.7
India⁶

vs

0.7
US⁷



New car price / GDP per capita

Strong Digital Penetration



0.7
India⁸

vs

0.9
US⁹



Internet users / population

1. as of 2023 | 2. Precursor to census 2024 report | 3. YoY growth | 4. Registered cars per household India = India cars - 38M, FADA/India households 302M, Global data | 5. Registered cars per household US = US cars - 278M, Forbes / US households - 131M | 6. Most sold car India - Suzuki Swift priced at \$10,100 on Cardekho / India GDP of \$2697 - IMF.org | 7. Most sold car in US - Ford F-150 priced at \$58,805 / US GDP - Worldbank | 8. Internet users India - 1.05B, TRAI / India pop - 1.45B, knowindia.gov | 9. Internet users US - 331M statista / US pop - 337M, census.gov

Focus Areas in FY2024

Restructuring

1. Cost optimization

Booking level contribution margin
April: \$-3.5 → June: \$11.5

2. Quality improvement

Average trip rating
April: 4.16 → June: 4.70

3. Debt restructuring

An initiative to reduce balance sheet stress

Growth

4. From 31 cities to 99 cities

To enable organic growth

5. Access to vehicles


Investment in supply growth

6. Value added services

Providing value added services to Guests through product improvement

* On track compared to internal target / timeline

Quality Improvement in Guest Experience



← KIA Seltos 2022
08 Aug, 7PM - 08 Aug, 11PM

Reviews Location Features Benefits Cancellations

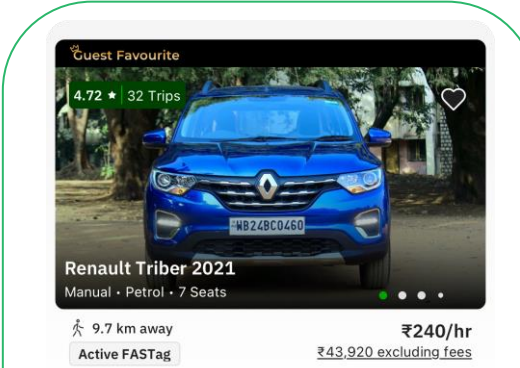
Ratings & Reviews

4.5 ★★★★★
Based on 103 Trips | 30 Reviews

Guest Favourite

Rating & Review Engine

AI-based rating and review engine ensures the best quality cars and quality Hosts get promoted and higher visibility on the platform.



Guest Favourite
4.72 ★ 32 Trips


Renault Triber 2021
Manual · Petrol · 7 Seats

9.7 km away ₹240/hr
Active FASTag ₹43,920 excluding fees

Get additional 20% discount

Smart Cataloging Engine

Our in house AI based engine understands Guest's preferences during search, based on parameters like quality, price, convenience and matches them with the best car in their proximity.



Superior Customer Experience

We're doubling our customer support capacity and improving experience by seamlessly integrating AI-driven chatbot with human agents, ensuring faster, more efficient resolutions for our users.

Improving Access to Vehicles



**Zoomcar
Fulfilment Centre**

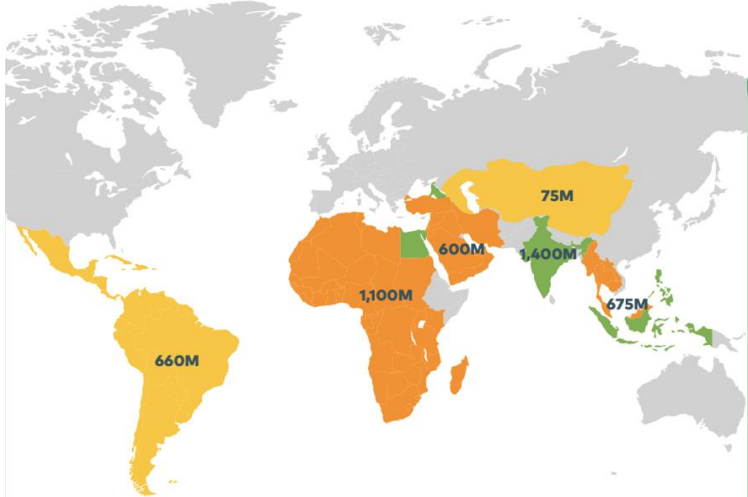


**Onboarding
fleet companies
as Hosts**

Beyond FY2024 - Opportunities for Growth



Corporate Guest



Emerging Markets

Operational and Financial Measures

	Q2 2024	Q2 2023	YoY % Change
Operating Metrics			
Number of Bookings	105,160	97,970	7%
GBV (\$mn)	6.12	6.75	-9%
Active High Quality Cars (4.5+ Out of 5 Ratings)	5,830	*5,520	6%
Average Guest Trip Rating (Out of 5)	4.63	**4.16	
Financial Measures (\$mn)			
Revenue	2.25	2.68	-16%
Loss from Operations	1.57	4.30	63%
Net Loss Attributable to Shareholders	-3.35	-12.40	73%
Contribution Profit	1.21	(0.12)	-
(As a percentage of Revenue)	54%	-5%	-
Adjusted EBITDA	-1.47	-3.87	62%

*Active high quality cars 5,520 is for the quarter ended June 30, 2024 since we recently started tracking this Matrix.

**We starting capturing the Average Guest trip rating beginning of the quarter ended March 31,2024 and hence the rating of 4.16 is for the quarter ended March 31, 2024 which improved to 4.7 during the quarter ended June 30,2024.

Our Leadership Team



Hiroshi Nishijima

Chief Executive Officer

Hiroshi Nishijima joined Zoomcar in 2022 as COO and took on the role of CEO in 2024. Mr. Nishijima has a decade of experience in leadership positions in automotive marketplace businesses like Grab (Nasdaq; 14.38B market cap)



Shachi Singh

Chief Legal Officer and General Counsel

Shachi Singh has been with Zoomcar for half a decade and took on the role of General Counsel in 2023. Prior to Zoomcar, she was practicing as a private equity / venture capital and M&A lawyer at leading law firms in India.



Sachin Gupta

Chief Financial Officer

Sachin Gupta joined Zoomcar in 2019 and is currently the CFO since 2024. Mr. Gupta has over 12 years of experience in the finance industry with organizations like Amazon & AGS Transact Technologies Limited. He is also a qualified Chartered Accountant and Company Secretary in India.



Vishal Ramrakhyani

Head of Engineering

Vishal Ramrakhyani has been working with Zoomcar for more than 7 years and is currently the SVP and Head of Engineering since 2022. Mr. Ramrakhyani has more than a decade of experience in building marketplaces and scaling large engineering teams.

Uri Levine and Deepankar Tiwari Onboarded as Strategic Advisors



Uri Levine

Co-founded **Waze**, world's largest traffic & navigation app, acquired by Google in 2013

Decade+ being on boards of companies like **Moovit** and **Infosys**

Prior Chairman of Zoomcar from **March 2021** to **July 2023**



Deepankar Tiwari

25+ years experience in Automotive / Mobility Industry

Asia-Pacific Head of Vehicle Solutions and Business Development at **Uber**

Two Decades of Leadership roles at **Tata Group**



Q&A