

Distributed to Shareholders of Zoomcar Holdings, Inc.
February 18, 2025

Dear Shareholders,

We're pleased to share our fiscal third-quarter earnings results for the period ended December 31, 2024. In summary, we've achieved another solid quarter of performance, with contribution profit continuing to increase, marking it the fifth consecutive quarter of positive contribution profit, and bookings growth remains robust.

We've seen the initiatives in the customer experience improvement starting to bear fruit, with repeat user rates doubling from 6% to 12%, and high quality Host retention rates nearly tripling, from 11% to 30% on a quarter over quarter basis. These improvements have enabled us to continue optimizing our marketing spend, and, in addition to other cost reduction projects, have led to achieving record contribution profit this quarter.

Key Highlights:

1. **Contribution profit** reached a record high of \$1.28 million (52% of revenue), a significant improvement from \$0.21 million (9% of revenue) in the same quarter last year, and was \$1.21 million (54% of revenue) in the previous quarter. **This is the fifth consecutive quarter of positive contribution profit. On a per booking basis, our Contribution profit increased to \$12.39 during the three months ended December 31, 2024 as compared to \$2.40 per booking during the three months ended December 31, 2023.**
2. **The number of bookings** rose by 19%, from 86,917 in the prior year period to 103,599, during the three months ended December 31, 2024, driven by 2.0x increase in the repeat user booking rate.
3. **Adjusted EBITDA** loss decreased significantly from \$10.17 million during the three months ended December 31, 2023 to \$3.15 million during the three months ended December 31, 2024.

Earnings Call:

Last week we held our FQ3 Earnings Call, where we discussed these highlights in more detail. Please refer to our earnings materials, posted on our Investor Relations website at <https://investor-relations.zoomcar.com/in/>, for a copy of earnings Press Release, Presentation, and a replay of the earnings call. For more information, please feel free to reach out to us at investors@zoomcar.com and we're happy to share more.

Regards,

Forward Looking Statements:

This communication contains forward-looking statements that entail significant risks (including but not limited to risks identified in our SEC filings) and uncertainties. These forward-looking statements reflect our management's expectations of financial performance and ability to operate the business, execute our anticipated business plans and strategy and these statements are based on assumptions related to the Company's goals, strategy, plans, projections or intentions and other factors many of which are beyond the Company's control.

To identify these forward-looking statements, we use terms such as "may," "will," "aim," "improve," "estimate," "efficient", "underscores," "intend," "indicate," "continue," "promote," "believe," "boosting", "progresses," or "empower," "grow," or the negatives thereof, as well as other variations or comparable terminology. We ask that you read statements that contain these terms carefully because we believe this information is important for our investors and customers. Any forward-looking statement in this press release refers solely to what is accurate as of the day it is issued or based on assumptions that Zoomcar believes to be reasonable. The actual results and outcomes may materially differ due to various factors or events beyond our control which we may not be foreseeable at all times. We cannot guarantee or assure any plan, initiative, projection, goal, commitment, expectation, or prospect set forth in this press release can or will be achieved. We undertake no obligation to alter or revise publicly any forward-looking statements, whether as a result of new information, future events or otherwise, save and except as required by law.

Non-GAAP Financial Measure:

To supplement our financial statements, which are presented on the basis of U.S. generally accepted accounting principles (GAAP), the following non-GAAP measures of financial performance are included in this release: contribution margin, and adjusted EBITDA. A reconciliation of GAAP to adjusted non-GAAP financial measures is included in this communication. We believe these non-GAAP financial measures are useful to investors in assessing our operating performance. We use these financial measures internally to evaluate our operating performance and for planning and forecasting of future periods. We also believe it is in the best interests of investors to provide this non-GAAP information. While we believe these non-GAAP financial measures provide useful supplemental information to investors, there are limitations associated with the use of these non-GAAP financial measures. These non-GAAP financial measures may not be reported by competitors, and they may not be directly comparable to similarly titled measures of other companies due to differences in calculation methodologies. The non-GAAP financial measures are not an alternative to GAAP information and are not meant to be considered in isolation or as a substitute for comparable GAAP financial measures. They should be used only as a supplement to GAAP information and should be considered only in conjunction with our consolidated financial statements prepared in accordance with GAAP.