

Distributed to Shareholders of Zoomcar Holdings, Inc.
November 19, 2024

Dear Shareholder,

I'm pleased to share our second-quarter earnings results for the period ending September 30, 2024. In summary, we've achieved a significant improvement in Contribution Profit, reflecting our continued progress and growth.

By making customer experience our top priority, we've been able to organically boost guest repeat bookings and improve host retention. This focus has allowed us to optimize costs, particularly in marketing spend, cash incentives, and discounts, driving a significant improvement in our contribution profit. With a stronger contribution margin, our primary goal is now to grow the number of bookings by bringing in more Guests and achieving more frequent repeat usage. Despite shorter average booking durations, our contribution margin remains robust, making the total number of bookings our most critical metric.

Key Highlights:

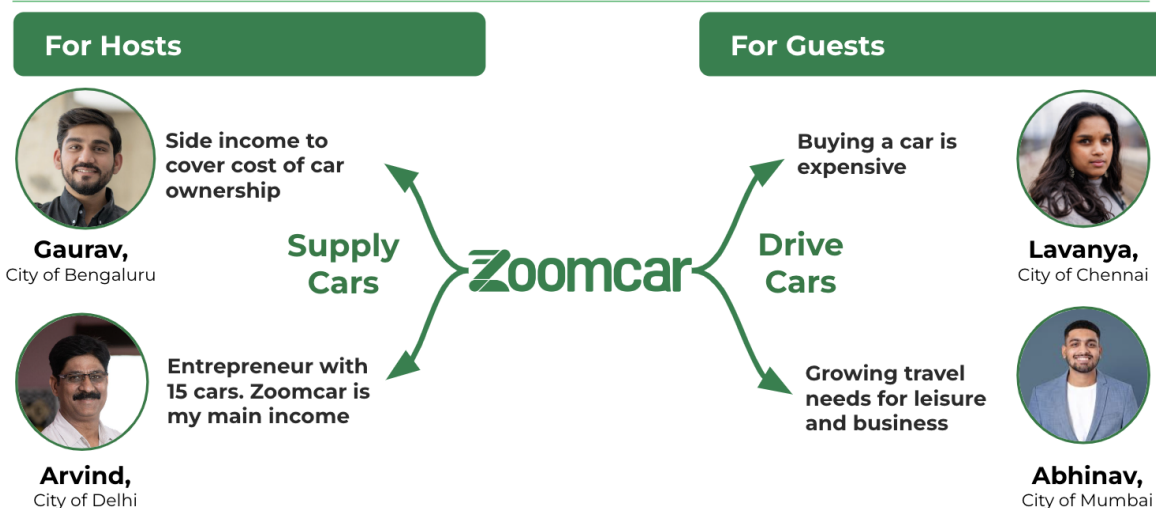
1. **Contribution profit** reached a record high of \$1.21 million (54% of revenue), a significant improvement from a loss of \$0.12 million (-5%) in the same quarter last year and \$0.46 million (20%) in the previous quarter.
2. **The number of bookings** rose by 7%, from 97,970 in the previous quarter to 105,160, in the quarter that ended September 30, 2024, driven by a 1.5x increase in the guest repeat booking rate.
3. **Adjusted EBITDA loss** narrowed significantly to \$1.47 million, compared to \$3.87 million in Q2 FY2023. Meanwhile, active high-quality cars increased by 6% to 5,830, reflecting improved host retention.

Earnings

Last week, during our Q2 Earnings Call, we discussed the key customer problems Zoomcar is addressing. We'd love for you to take 5 minutes to review the slides below. All the key initiatives we explained in the call are to solve these customer problems.

Call:

Solving Fundamental Problems of India's Car Ownership



*Images used are for illustrative purposes only

Backup | Meet Our Hosts



Gaurav,
City of Bengaluru

- Works full time at an Indian startup
- 24 years old
- SUV
- Gross monthly earning: \$510

"I started hosting my mother's car, which was not being utilized. I'm working as a software engineer but it's quite easy to be a host on Zoomcar. Net earning is \$250 per month. I am planning to add 2 more vehicles and grow my side income."*



Arvind,
City of Delhi

- Professional Host
- 42 years old
- Hosts 15 vehicles with his friends
- Gross monthly earning: \$6,300

"I started by hosting just 1 car last year and immediately realised that it can become a business. With my friends, I have been adding 1-2 cars every month, and now we're hosting 15 vehicles. We all became entrepreneurs!!"

* Earn \$512 from Zoomcar (per car/month), based Zoomcar data on hosting vehicle Maruti Ertiga. | Car loan repayment \$197 per month. Loan repayment calculated basis total cost of vehicle at \$10,335 with 10% down payment and 10% interest for a tenure of 5 years. | Maintenance cost \$63. Servicing + Cleaning + Insurance. Servicing cost calculation: 8 bookings per month*400Kms per trip*\$0.01 per Km. Cleaning cost calculation: 8 bookings per month*\$1.1 per booking. Insurance cost - \$12 per month

Backup | Meet Our Guests



Lavanya,
City of Kochi

- Does not own a vehicle
- First time user
- 23 years old
- Works for a large Indian conglomerate
- Payment method: UPI (Indian digital wallet)

"Booked a 7-seater for a trip with my family during the Independence day holiday, at a cost of ₹9,000 (USD108). My family has a small hatchback, but we wanted to upgrade the experience. We didn't want to book a rental car with a strange chauffeur. Privacy and the feeling of driving-on-your-own are important factors for our family!"



Abhinav,
City of Mumbai

- Owns a vehicle
- Frequent repeat user
- 55 years old
- Independent Consultant
- Payment method: Credit card

"To meet my clients, I regularly visit other cities. It is convenient to book Zoomcar in these cities and drive by myself. I book Zoomcar almost every week, and have spent INR200k (USD2.4k) in the last 6 months."

You can refer to our press release for the second quarter earnings result here: <https://press.zoomcar.com/in/zoomcar-reports-significant-profitability-improvement-in-its-second-quarter-financial-2024-results/> and the full earnings report here: https://www.sec.gov/ix?doc=/Archives/edgar/data/0001854275/000121390024097455/ea0220498-10q_zoom.htm

Thank you for being part of this incredible journey and we look forward to your continued support.

Warm regards,
Hiroshi Nishijima
Interim CEO, Zoomcar Holdings Inc.

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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," "intend," "indicate," "continue," "promote," "believe," "boosting," "elevate," or

“enhance,” 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 as an attachment to this press release. 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.