



Investor Presentation

March 2025



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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

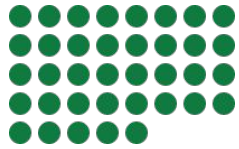
Vishal Ramrakhyani has been working with Zoomcar for more than 7 years and is currently the SVP and Head of Engineering since 2022. Mr. Ramrakhyani has more than a decade of experience in building marketplaces and scaling large engineering teams.

Uri Levine, Co-Founder of Waze, as Strategic Advisor



- 1 Co-founded **Waze**, the world's largest traffic & navigation app, which was acquired by Google in 2013
- 2 More than a decade of experience in being in board positions in companies like **Moovit**, **Infosys** & many others
- 3 Previously the chairman of the board at Zoomcar from **March 2021** to **July 2023**

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

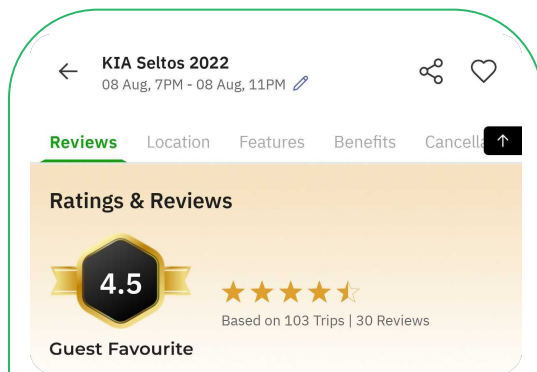
0.9
US⁹



Internet users / population

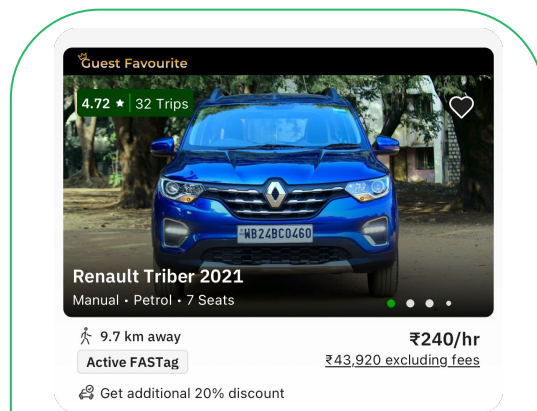
¹. as of 2023 | ². Precursor to census 2024 report | ³. YoY growth | ⁴. Registered cars per household India = India cars - 38M, FADA/India households 302M, Global data | ⁵. Registered cars per household US = US cars - 278M, Forbes / US households - 131M | ⁶. Most sold car India -Suzuki Swift priced at \$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

Quality Improvement in Guest Experience



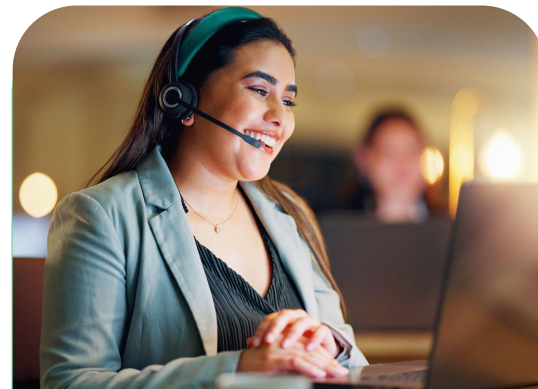
Rating & Review Engine

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



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.



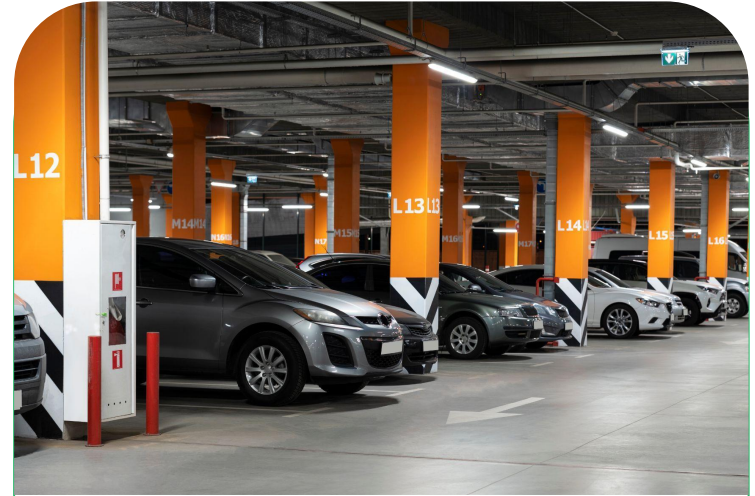
Superior Customer Experience

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**

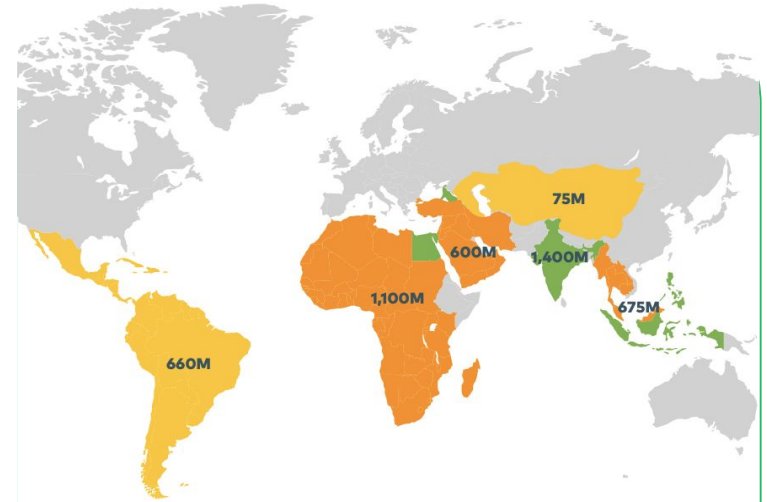


**Onboarding
fleet companies
as Hosts**

FY2025 and beyond - Opportunities for Growth



Corporate Guest



Emerging Markets

Growth Initiatives Implemented under New Leadership

July 2024

Expanded the service from 31 cities to **99 cities** in India

September 2024

Zoomcar Fulfillment Center in four cities to enhanced the guest and host experience

November 2024

Zoomcar Subscription, a new service offering long-term carsharing (more than 7 days)

December 2024

A pilot program for **Zoomcar Cabs** has been introduced, offering chauffeur-driven cars

Recorded its **highest-ever contribution profit in December 2024** (unaudited and unreviewed), sufficient to cover its operational costs in India (excluding exceptional items)

Operational and Financial Measures

For the Fiscal Quarter ended Dec 31,	FQ3 2024	FQ3 2023	YoY % Change
Operating Metrics			
Number of Bookings	103,599	86,917	19%
GBV (\$mn)	6.53	6.53	-
Active High Quality Cars (4.5+ Out of 5 Ratings)	7,247	5,830	24%
Average Guest Trip Rating (Out of 5)*	4.70	4.16	
Financial Measures (\$mn)			
Revenue	2.45	2.42	1%
Loss from Operations	-3.24	-11.68	72%
Contribution Profit	1.28	0.21	-
(Contribution Profit/Booking)	12.39	2.40	-
(As a percentage of Revenue)	52%	9%	-
Adjusted EBITDA	-3.15	-10.17	69%

*We began 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.

FQ3 2024 Highlights

Record quarterly Contribution Profit of \$1.28mn and \$2.95mn during the three and nine months, respectively, ended December 31, 2024 (vs profit of \$0.21mn during the three months ended December 31, 2023 and a Contribution loss of \$1.1mn during the nine months ended December 31, 2023).

- Fifth consecutive quarter of positive contribution profit
- Guest repeat bookings and Host retention continue to improve leading to continued cost optimization

Focus on improving customer experience leading to improved Host metrics

- Number of Host with 4.5+ rating increased to 30% (vs 11% in FQ2 2024).

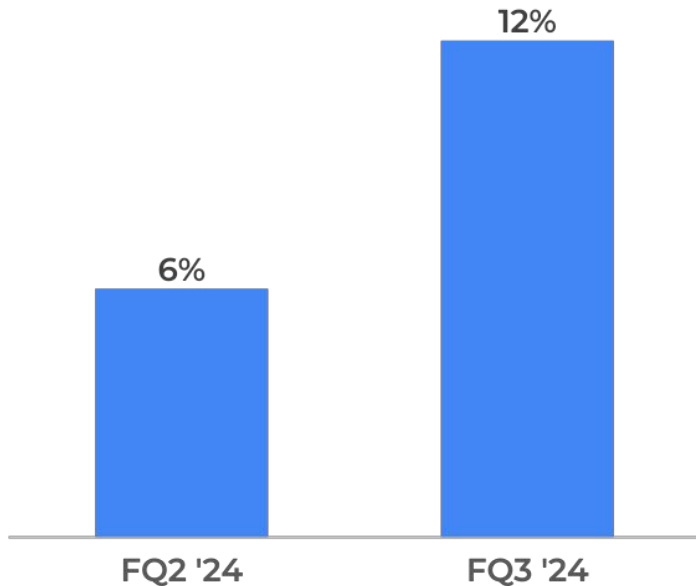
Bookings grew 19.2% vs prior year period

- Repeat users doubled to 12% (vs 6% in FQ2 2024)

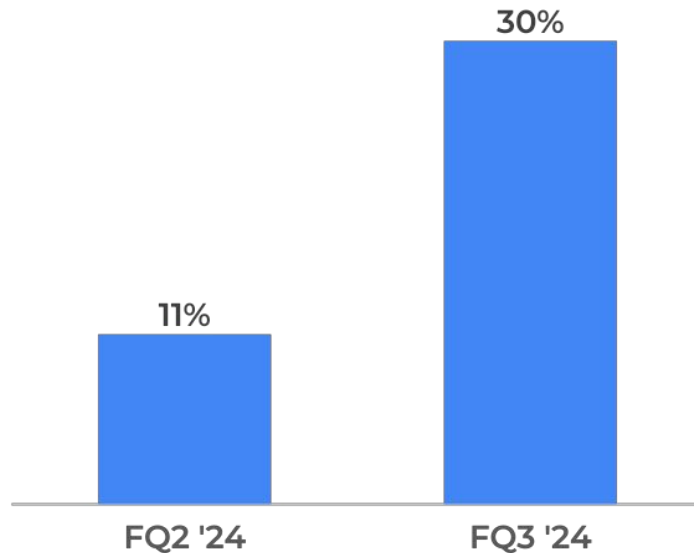
FQ2 2024 represents the 3 months ended September 30, 2024; FQ3 2024 represents the 3 months ended December 31, 2024.

Record Repeat User Rates and High Quality Host Retention Rates

Repeat User Rate (% Total Users)

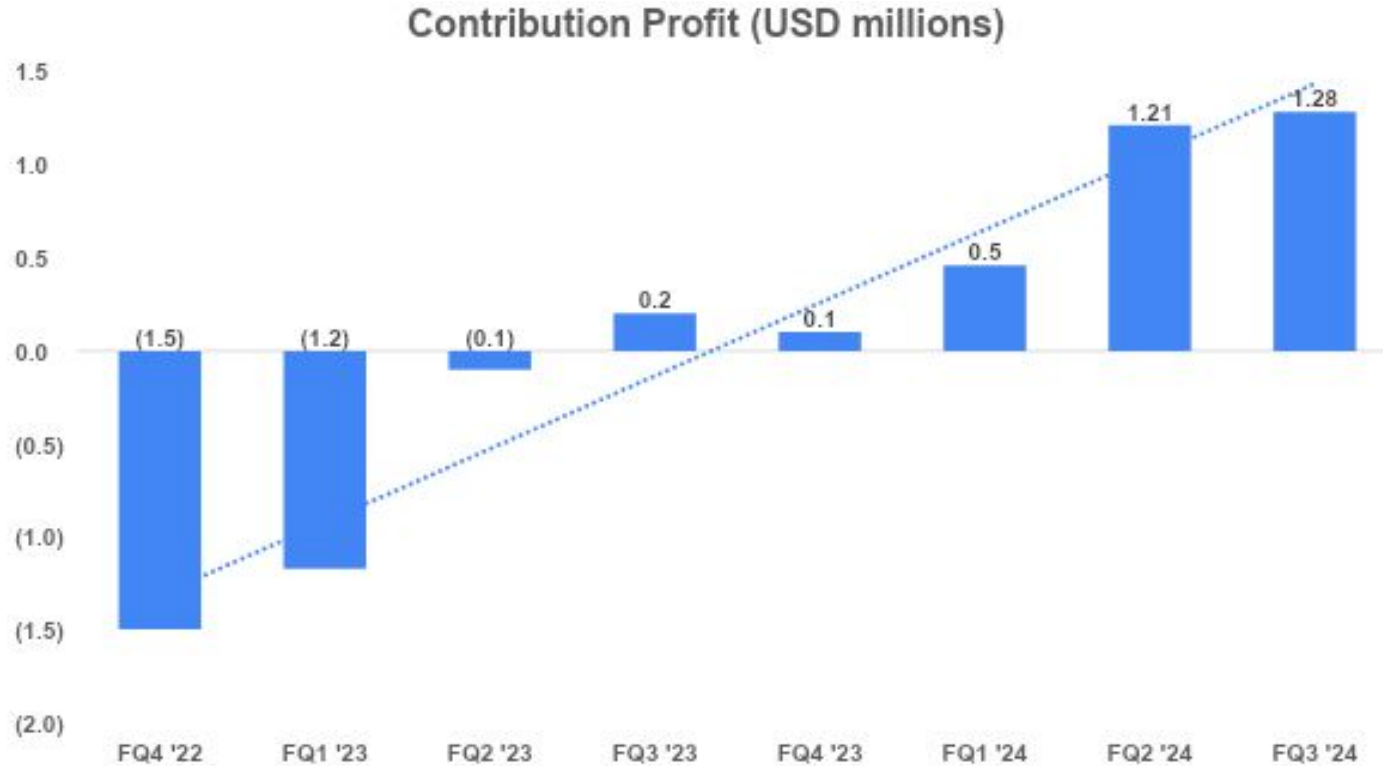


**High Quality Host Retention Rate
(% of Hosts with 4.5+ Ratings)**



Comparisons between the quarter ended September 30, 2024 (FQ2 '24) and December 31, 2024 (FQ3 '24)

Fifth Consecutive Quarter of Positive Contribution Profit



FQ3 '24 represents the 3 months ended December 31, 2024.



Thank You