



FQ1 2025

# Earnings Call

August 14, 2025



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# FQ 1 2025 Business Highlights

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**Recorded Contribution Profit of \$1.14mn for the quarter ended June 30, 2025 (vs Contribution profit of \$0.46mn during the quarter ended June 30, 2024).**

- Seventh consecutive quarter of positive contribution profit
- Generated a record contribution profit of \$10.89 per booking served during the current Fiscal quarter (vs Contribution profit of \$4.07 per booking served during the previous comparable quarter)
- 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 46% (vs 30% in FQ1 2024).
- Repeat users increased to 13% (vs 9% in FQ1 2024)

# FQ 1 2025 - Partnership Highlights

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- **Google Cloud Integration** – Powered by generative AI, this collaboration enhanced the guest–host experience through smarter onboarding, fraud detection, and faster response times.
- **CARS24 Vehicle Verification & GPS Rollout** – Leveraged CARS24’s inspection expertise to implement pre-delivery checks and GPS tracking on host vehicles, ensuring safety, transparency, and reliability
- **Next-Generation Home Delivery Expansion** – Rolled out flexible home delivery in 14 cities, enabling Hosts to set delivery zones/times and deploying driver-platform partnerships to double convenience and booking coverage
- **ZoomPro launch:** Platform for business fleet partners to manage multi-car supply with live insights and pricing control to beef up the Supply from professional partners.

# Record Repeat User Rates and High Quality Host Retention Rates

Repeat User Rate (% Total Users)



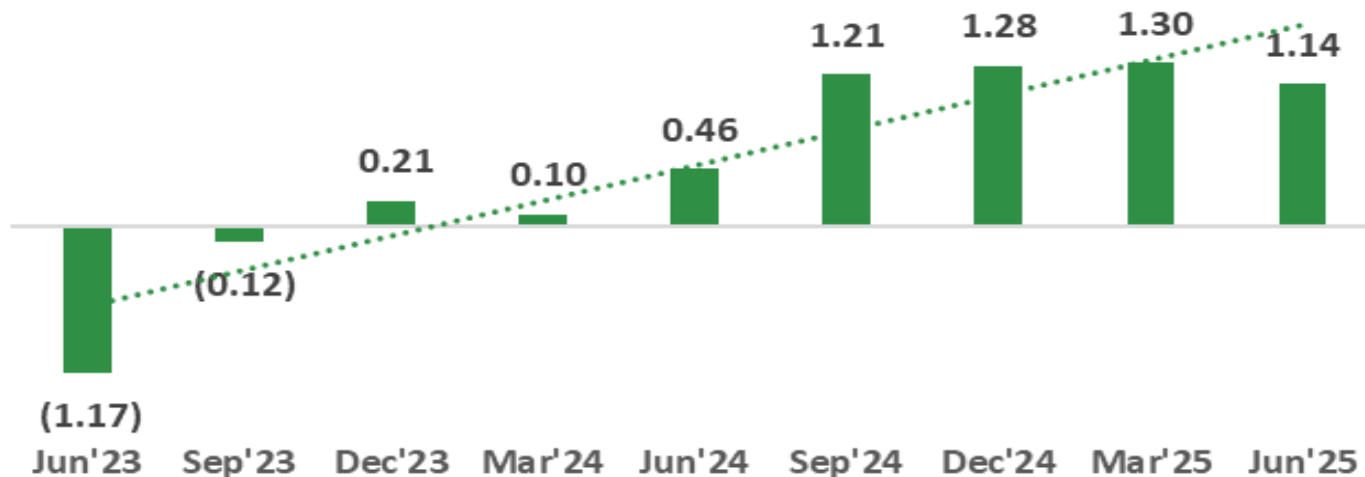
High Quality Host Retention Rate(% of Hosts with 4.5+ Ratings)



Comparisons between the quarter ended June 30, 2025 (FQ1 '25) and June 30, 2024 (FQ1 '24)

# Seventh Consecutive Quarter of Positive Contribution Profit

## Contribution margin (USD Millions)



FQ1 '25 represents the 3 months ended June 30, 2025.

# Fundraising Update

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**Raised \$16.5 MM in Fiscal Year ending March 31, 2025**

**Further raised another \$0.6 MM during the current Fiscal Year**

- Proceeds used primarily for Funding growth and partly for debt payments.

**In the process of raising additional capital by way of Bridge financing or Public S1 already filed earlier in the Fiscal year with SEC.**

**Continue to restructure the existing debt and reduce the burden on the balance sheet and increase sustainability.**

- The impact of restructuring is such that while we incurred a loss from operations \$1.8 MM and an additional \$0.3 MM on account of finance cost during the current Fiscal Quarter, still we managed to keep the total liability at par with the total liabilities at the end of March 31, 2025



# Financials Overview

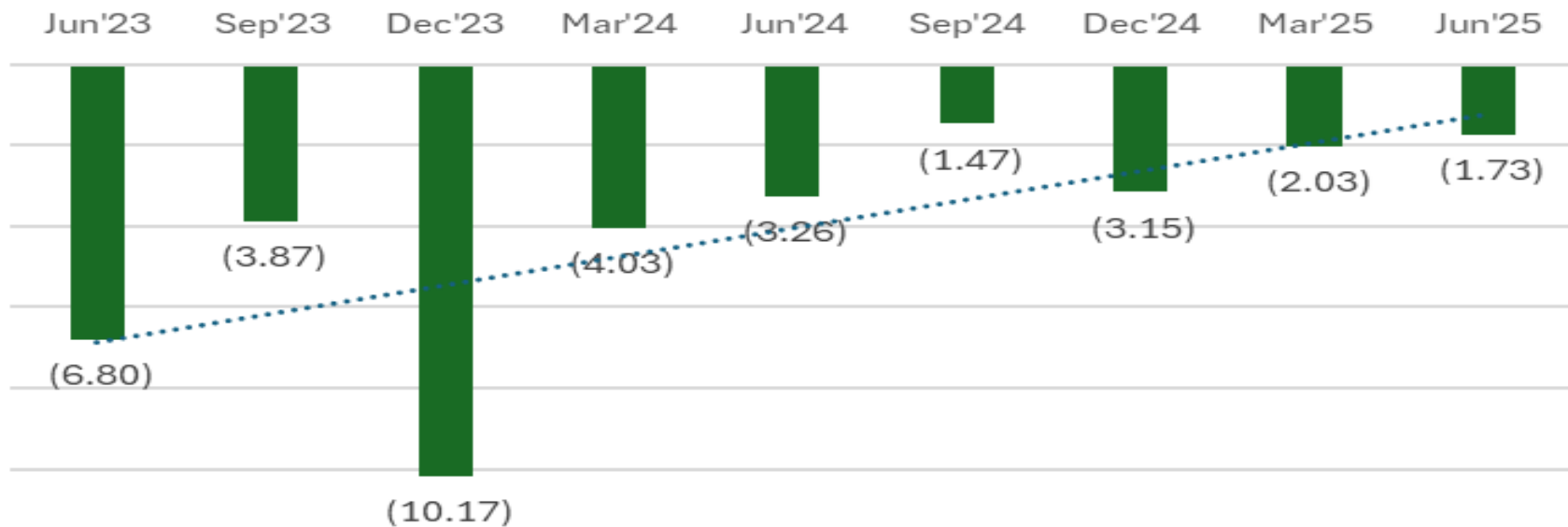


# Operational and Financial Measures

For the Fiscal quarter ended Jun 30,	FQ-1 2025	FQ-1 2024	YoY % Change
<b>Operating Metrics</b>			
Number of Bookings	104,549	112,944	-7%
GBV (\$mn)	6.47	6.23	4%
Active High Quality Cars (4.5+ Out of 5 Ratings)	7,811	5,516	42%
Average Guest Trip Rating (Out of 5)*	4.73	4.71	
<b>Financial Measures (\$mn)</b>			
Revenue	2.31	2.24	3%
Contribution Profit	1.14	0.46	148%
(Contribution Profit/Booking)	10.89	4.07	168%
(As a percentage of Revenue)	49%	20%	-
Loss from Operations	-1.76	-3.37	48%
Adjusted EBITDA	-1.73	-3.26	47%

## Adjusted EBIDTA - AN UPWARD TREND

### Adjusted EBITA (USD Millions)





# Appendix: GAAP to Non GAAP Adjustment

# Contribution Profit/Loss

	For the Quarter Ended June 30,	
	2025	2024
Net revenue	\$ 2,312,753	\$ 2,240,985
Cost of revenue	1,313,687	1,512,289
<b>Gross Profit/(Loss)</b>	<b>999,066</b>	<b>728,696</b>
Add: Depreciation and amortization in COR	22,966	74,873
Add: Overhead costs in COR (rent, software support, insurance, travel)	187,815	204,975
<b>Less: Host Incentives and Marketing costs (excl. brand marketing)</b>	<b>71,423</b>	<b>549,383</b>
Less: Host incentives	42,388	47,621
Less: Marketing costs (excl. brand marketing)	29,035	501,761
<b>Contribution Profit / (Loss)</b>	<b>1,138,424</b>	<b>459,161</b>
Contribution margin	49%	20%

# Adjusted EBITDA

	For the Quarter Ended June 30,	
	2025	2024
Net (Loss)	\$ (4,205,313)	\$ (2,531,579)
Add/(deduct)		
Depreciation and amortization	35,428	113,327
Finance costs	297,551	551,003
Other expenses/(income), net	2,219,251	(1,393,992)
Gain on troubled debt restructuring	(72,912)	-
<b>Adjusted EBITDA</b>	<b>(1,725,995)</b>	<b>(3,261,241)</b>

# 6 Big Wins Powering Our Turnaround

Metric	For the Quarter Ended June 30,		YoY Improvement
	2025	2024	
Gross Booking Value	\$6.47M	\$6.23M	4% organic Growth w/o paid marketing
Repeat User Rate	13%	9%	50% Growth
High-Quality Host Share (4.5+ rating)	46%	30%	16pp Gain
Contribution per Booking	\$10.89	\$4.07	Generating \$1.14 MM in Dollar terms /~50% of Net GAAP revenue
Adjusted EBITDA	-\$1.73M	-\$3.26M	47% Improvement
Improvement in Loss from Operations	-\$1.76M	-\$3.37M	48% Improvement

**Thank you!**