Zoomcar

FQ 1 2026-27

Earnings Call

August 14, 2026

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Leading India's Self-Drive Car Sharing Revolution

Zoomcar is India's largest peer-to-peer car-sharing marketplace.

100+
Cities
pan-India presence

10M+
All time Guests
Trust our platform

42K+
All time cars
Onboarded on marketplace

152
Employees
Driving innovation

90%
Brand Awareness
Market leadership

700K
Monthly Rental Sessions
without performance spends

4.8/5
Avg Guest Rating
focus on experience

#1
Search & Brand Recall
Highest brand awareness in India for car rentals

2X
Organic Conversion
better then paid traffic

58%
Repeat User Trips
of total monthly trips

Q-1 FY 26-27 Business Highlights

Recorded Contribution Profit of $1.65mn for the quarter ended June 30, 2026 .

- Quarter with highest ever contribution profits reported by the company.
- Generated contribution profit of $18.75 per booking served during Q1 of FY 26-27 (vs Contribution profit of $10.89 per booking served during the previous comparable period)
- Adjusted EBITDA loss reduced year over year by 65% representing lowest ever adjusted EBITDA reported in the quarter.
- Loss from operations reduced year over year by 50%

Focus on improving customer experience leading to improved Host metrics

- Number of Host with 4.5+ rating grew by 3% year over year (vs 7% growth During FY 2025-26).
- Repeat users contributed to a similar levels of 58% of the overall booking (without significant incentivization or discounts for more than 6 quarters) representing the overall Brand value and advocacy for platform experience (vs 51% in FY 2025-26).

The Perfect Timing for Marketplace Acceleration

A Once-in-a-Decade Opportunity to Consolidate India's P2P Mobility Market

Massive Demand Surge

India's self-drive car-sharing TAM expanding from **18.5M (2025) → 65M (2031)** — a **USD 28.6B** opportunity.

Intent Shift

Ownership is high-commitment; consumer intent is shifting decisively toward access.

Low Penetration

Only **0.1 cars per household** in India vs **1.8 in the U.S.** — structural headroom for decades.

High Digital Readiness

Over **1 billion internet users**; **65%** of India's population to be working-age by 2031.

5M+ Lifetime Trips

5.1M cumulative trips across **109 cities**, serving **2.0M+ unique customers** — incremental trips now add margin, not cost.

Unit Economics Inflection

Booking-level contribution margin improving from **–$(2.52) (Sep'23) → +$18.75 (June'26)** — the model now scales profitably.

Two-Wheeler Pilot Live

Bengaluru pilot live in-app for motorcycles & scooters — a fragmented category growing to **$1.06B by 2030**.

Key Message: The macro is ready, the infrastructure is mature, and Zoomcar's model is validated at scale.

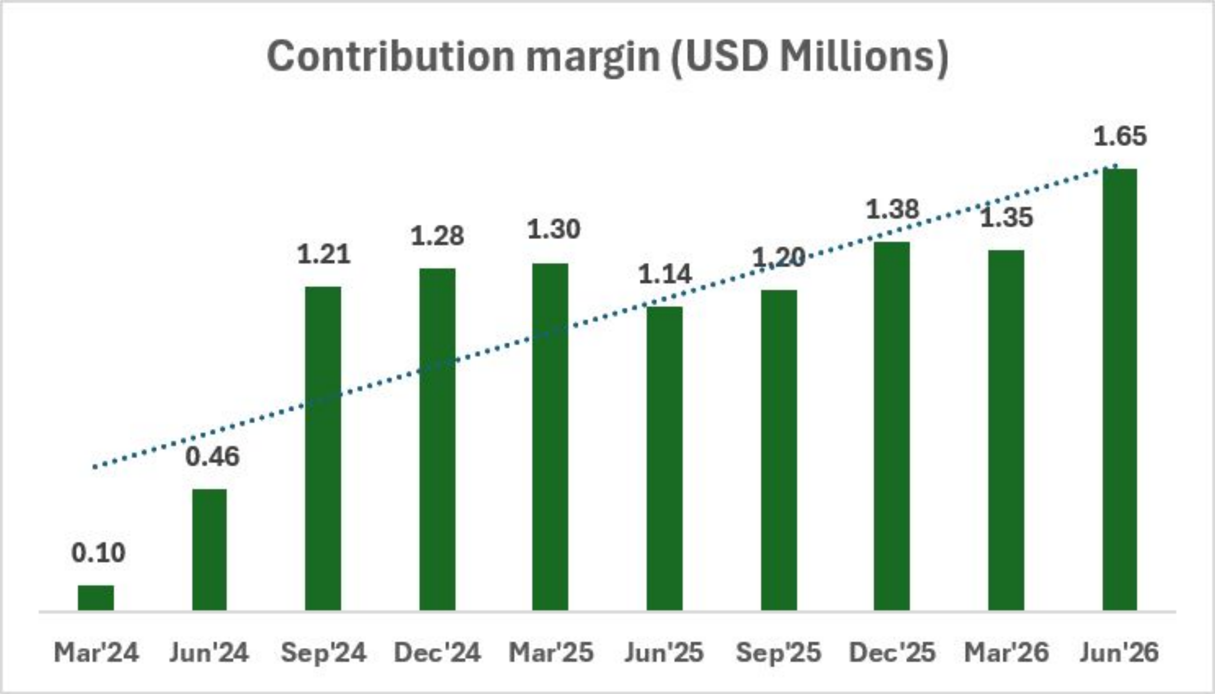
Financials Overview

Operational and Financial Measures

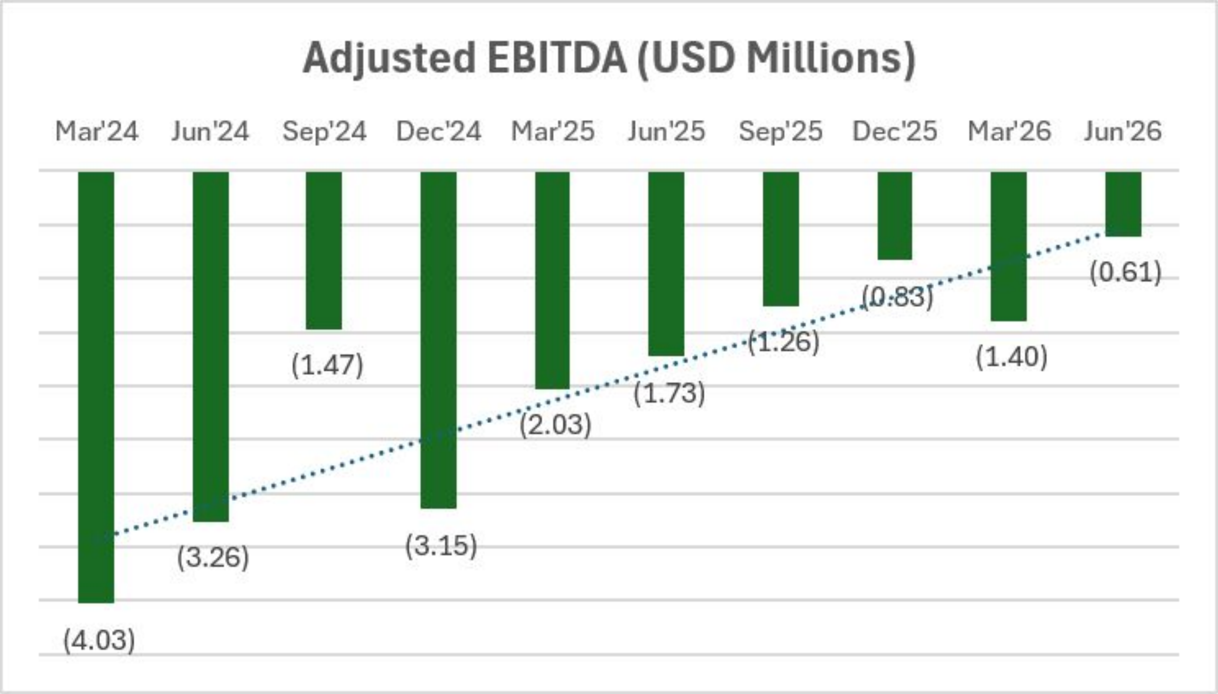
For the Quarter ended June 30,	AMJ’26	AMJ’25	YoY % Change
Operating Metrics			
Number of Bookings	88,160	104,549	(16%)
GBV ($mn)	5.83	6.47	(10%)
Average Guest Trip Rating (Out of 5)*	4.8	4.73	
Financial Measures ($mn)			
Revenue	2.35	2.31	2%
Contribution Profit	1.65	1.14	45%
(Contribution Profit/Booking)	18.75	10.89	72%
(As a percentage of Revenue)	70%	49%	2100 bps
Loss from Operations*	(0.88)	(1.76)	50%
Adjusted EBITDA Loss	(0.61)	(1.73)	65%

*If we exclude the impact of non cash cost of RSU amounting to USD 0.25 MM during the quarter, the loss from operations for the quarter ended June 2026 was $ 0.63 Mn which is 64% improvement from the comparable quarter ended June 2025.

Eleventh Consecutive Quarter of Positive Contribution Profit



Adjusted EBITDA - AN UPWARD TREND



Fundraising Update

GROWTH CAPITAL & EXPANSION

Actively raising growth capital to fund the next phase of expansion.

BRIDGE ROUND

Launched a private placement bridge round with a $1M minimum and up to $10M including overallotment. So far we have raised ~$1.8M

WARRANT EXCHANGE OFFER

Launched a warrant exchange tender offer to simplify capital structure which was approved by shareholders in annual shareholders meeting

UPLIST TARGET (IPO/FINANCING)

Engaged an investment bank to support uplisting on a premier U.S. national securities exchange.

DEBT RESTRUCTURING & SUSTAINABILITY

Continuing debt restructuring to reduce balance-sheet burden and improve sustainability—working towards positive net worth with minimal cash burn.

Appendix: GAAP to Non GAAP Adjustment

Contribution Profit/Loss

All numbers in $ (USD)	For the Quarter Ended June 30,	For the Quarter Ended June 30,
	FY2026-27	FY2025-26
Net revenue	$ 2,351,329	$ 2,312,753
Cost of revenue	811,755	1,313,687
Gross Profit/(Loss)	**1,539,574**	**999,066**
Add: Depreciation and amortization in COR	9,900	22,966
Add: Overhead costs in COR (rent, software support, insurance, travel)	132,296	187,757
Add: Stock Based Compensation in COR	18,256	-
Less: Host Incentives and Marketing costs (excl. brand marketing)	**47,070**	**71,423**
Less: Host incentives	6,191	42,388
Less: Marketing costs (excl. brand marketing)	40,879	29,035
Contribution Profit / (Loss)	**1,652,956**	**1,138,366**
Contribution margin	70%	49%

Adjusted EBITDA

	For the Quarter Ended June 30,	For the Quarter Ended June 30,
	FY 2026-27	FY 2025-26
Net (Loss)	**$ (5,369,599)**	**$ (4,205,313)**
Add/(deduct)		
Stock-based compensation	246,654	-
Depreciation and amortization	21,094	35,428
Finance costs	1,397,779	432,133
Other expenses/(income), net	3,092,972	2,084,669
Gain on troubled debt restructuring	-	(72,912)
Adjusted EBITDA	**$ (611,100)**	**$ (1,725,995)**

6 Big Wins Powering Our Turnaround

Metric	For the Quarter Ended June 30,		Improvement
	Q1 FY2026-27	Q1 FY2025-26	
Net Revenue	$2.35M	$2.31M	2%
Repeat User Booking Contribution	58%	51%	~14% Improvement (High repeat user stickiness)
Contribution per Booking	$18.75	$10.89	Generating $1.65 MM in Dollar terms /~70% of Net GAAP revenue
Adjusted EBITDA	–$0.61M	–$1.73M	65% Improvement
Loss from Operations	-0.88M	-1.76M	50% Improvement
2W Launch	Pilot in Bengaluru	No	New Product Category Launch

Thank you!