



Q1 Virtual Investor Summit 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

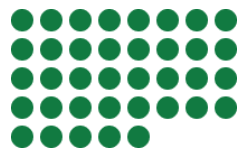
2

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-Drive¹ 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

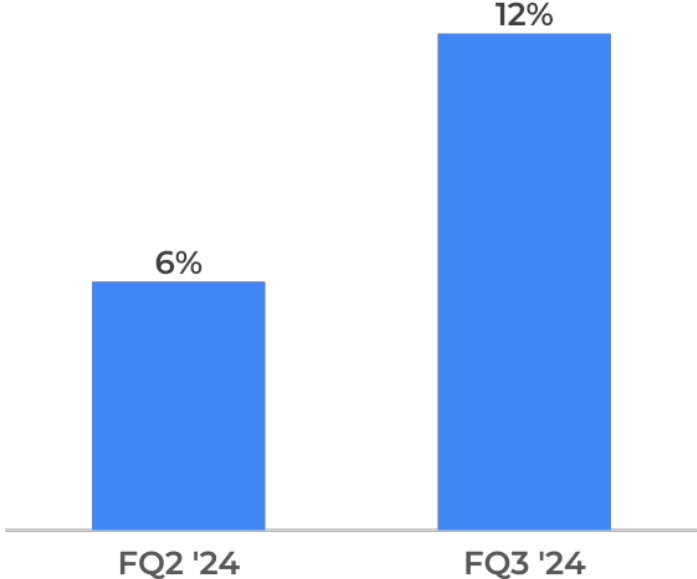


Internet users / population

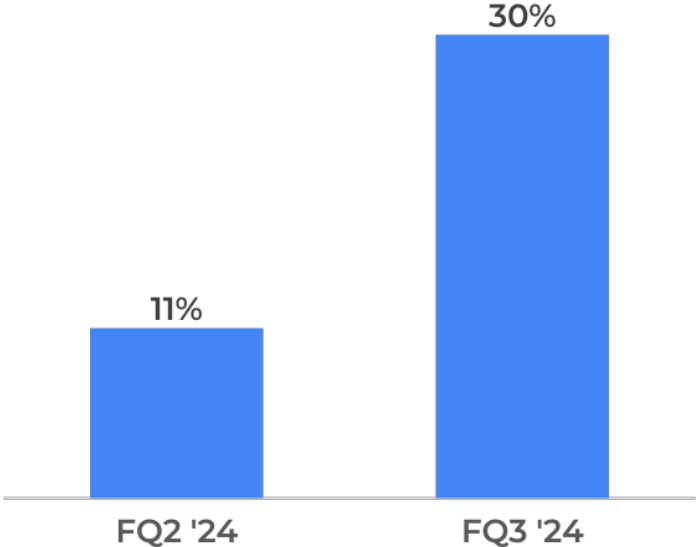
1. as of 2023 | 2. Precursor to census 2024 report | 3. YoY growth | 4. Registered cars per household India = India cars - 38M, FADA/India households 302M, Global data | 5. Registered cars per household US = US cars - 278M, Forbes / US households - 131M | 6. Most sold car India - Suzuki Swift priced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

Record Repeat User Rates and High Quality Host Retention Rates

Repeat User Rate (% Total Users)

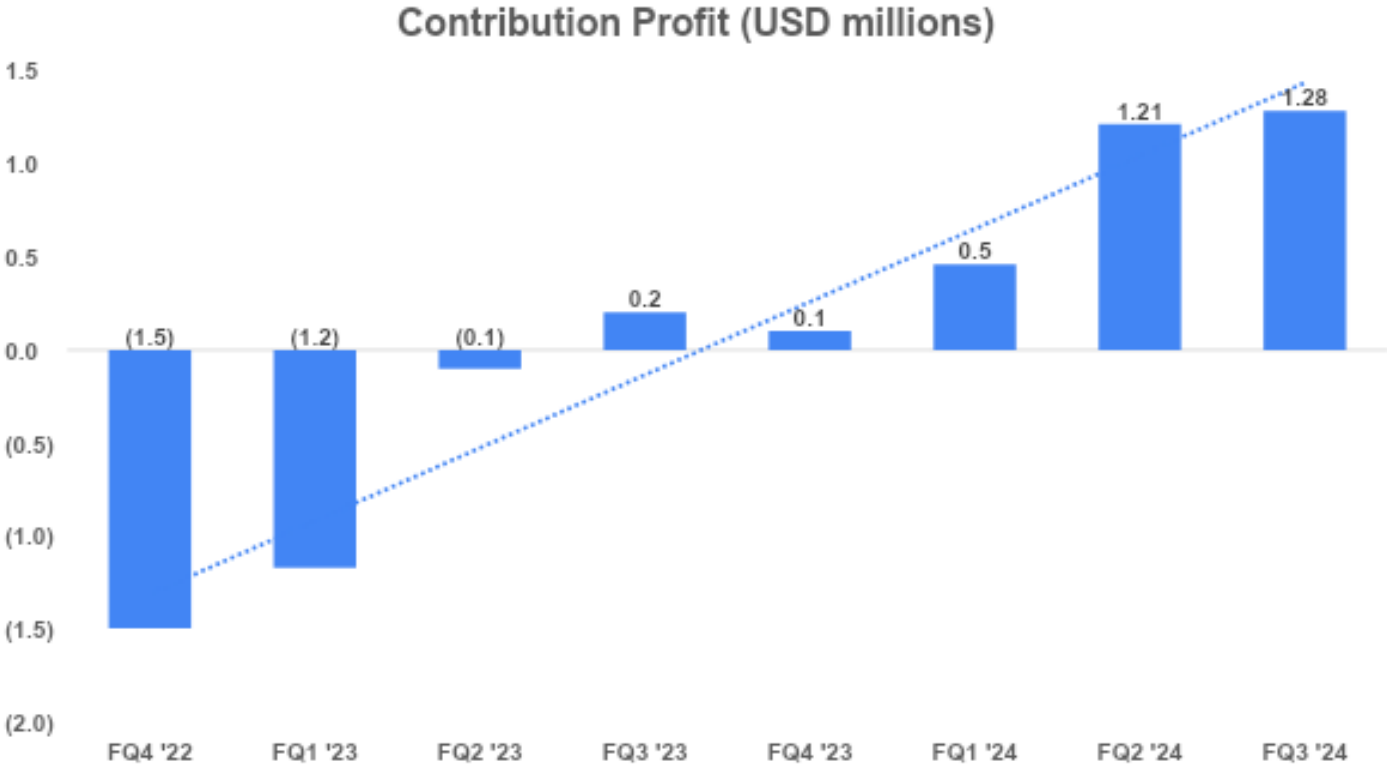


High Quality Host Retention Rate (% of Hosts with 4.5+ Ratings)



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.



Q&A