

**IN THE NATURE OF ABRIDGED PROSPECTUS - MEMORANDUM CONTAINING SALIENT FEATURES OF THE RED HERRING PROSPECTUS
DATED AUGUST 20, 2024 (THE "RHP"). YOU ARE ENCOURAGED TO READ GREATER DETAILS AVAILABLE IN THE RHP.**

BIDDER'S UNDERTAKING AND CONFIRMATION FOR BID CUM APPLICATION FORM

(IN CASE OF A JOINT BID APPLICATION, THE CONFIRMATIONS, AUTHORISATIONS, UNDERTAKINGS AND REPRESENTATIONS MADE BY THE FIRST BIDDER WILL BE DEEMED TO HAVE BEEN MADE ON BEHALF OF ALL JOINT BIDDERS. THE FIRST BIDDER SHALL BE LIABLE FOR ALL THE OBLIGATIONS ARISING OUT OF THE OFFER OF EQUITY SHARES.)

The Equity Shares offered in the Offer have not been and will not be registered, listed or otherwise qualified in any other jurisdiction except India and may not be offered or sold, and Bids may not be made by persons in any such jurisdiction, outside India except in compliance with the applicable laws of such jurisdiction. On the basis of the RHP dated August 20, 2024, which was filed with the Registrar of Companies, N.C.T of Delhi and Haryana at New Delhi (the "RoC") (if I am/we are in India) or the RHP and the preliminary international wrap dated August 20, 2024 (the "Preliminary International Wrap") and together with the RHP, the "Preliminary Offering Memorandum" (if I am/we are outside India), General Information Document for Investing in Public Offers ("GID") and having studied the attached details as per the Abridged Prospectus, I/we hereby apply for Allotment to me/us of the Equity Shares in the Offer upto my/ our Bids for maximum number of Equity Shares at or above the Offer Price, to be discovered through the Book Building Process. I/we hereby confirm that I am/we are eligible person(s) to invest in the Offer in accordance with applicable laws. The amount payable on Bidding has been blocked in the ASBA Account with the relevant SCSB or the bank account linked with the UPI ID (in case of RIBs using UPI Mechanism) as mentioned in the Bid Cum Application Form, as the case may be. I/we agree to accept the Equity Shares Bid for, or such lesser number as may be Allotted to me/us subject to the terms of the RHP (if I am/we are in India), Preliminary Offering Memorandum (if I am/we are outside India), Abridged Prospectus, the GID, the Bid Cum Application Form and other applicable laws. I/we undertake that I/we will sign all such other documents and do all such acts, if any, necessary on my/our part to enable me/us to be registered as the holder(s) of the Equity Shares which may be Allotted and to register my/our address as given in the Depository records and to place my/our name on the register of members of the Company. I/we acknowledge that in case of QIB Bidders only (i) the SCSBs (for Bids other than the Bids by Anchor Investors) and (ii) the Book Running Lead Managers ("BRLMs") and the Syndicate Members (only in the Specified Locations) have the right to reject Bids (including on technical grounds) at the time of acceptance of Bid cum Application Form provided that the reasons for rejecting the same shall be provided to such Bidder in writing, whereas it has a right to reject it from Non-Institutional Bidders and Retail Individual Bidders based only on technical grounds and/or as specified in the Abridged Prospectus, GID and the RHP or the Preliminary Offering Memorandum, as applicable. I/we authorise the Company to make the necessary changes in this Bid Cum Application Form and the RHP for the filing of the Prospectus with the RoC without intimation to me/us and use this Bid Cum Application Form as the application form for the purpose of the Offer.

I/we represent, warrant, acknowledge and agree with the Company, the Selling Shareholders and the members of the Syndicate as follows: (A) I/we have read the RHP (if I am/we are in India) or the Preliminary Offering Memorandum (if I am/we are outside India) and that my/our investment decision is based solely on the RHP or the Preliminary Offering Memorandum, as applicable, and external advice (if any); (B) I/we understand that the Equity Shares offered in the Offer have not been and will not be registered, listed or otherwise qualified in any jurisdiction except India and that such Equity Shares may not be offered or sold, and Bids may not be made by persons in any jurisdiction outside India, except in compliance with the applicable laws of such jurisdiction and, in particular, I/we understand that the Equity Shares offered in the Offer have not been and will not be registered under the U.S. Securities Act of 1933, as amended ("U.S. Securities Act"), or the securities laws of any state of the United States and are being offered and sold to me/us in reliance on Regulation S under the U.S. Securities Act ("Regulation S"); (C) I/we represent that I was/were outside the United States (within the meaning of Regulation S) at the time the offer of the Equity Shares offered in the Offer was made to me/us and I am/we are currently outside the United States (within the meaning of Regulation S); (D) I/we hereby make the representations, warranties, acknowledgments and agreements contained in (i) the sections "Other Regulatory and Statutory Disclosures" and "Offer Procedure" of the RHP and (ii) if I am/we are outside India, the sections "Selling Restrictions" and "Transfer Restrictions" of the Preliminary International Wrap; (E) if I am/we are outside India, I/we have read the section "Selling Restrictions" of the Preliminary International Wrap and I am/we are able to purchase the Equity Shares in accordance with the laws that are applicable to me/us; (F) I/we agree to abide by this Bid Cum Application Form and the RHP (I am/we are in India) or the Preliminary Offering Memorandum (I am/we are outside India), together with the terms and conditions contained therein; (G) I/we agree to indemnify and hold the Company, the Selling Shareholder and the Members of the Syndicate harmless from any and all costs, claims, liabilities and expenses (including legal fees and expenses) arising out of or in connection with any breach of these representations, warranties or agreements; and I/we agree that the indemnity set forth in herein shall survive the resale of the Equity Shares purchased in the Offer; (H) if I am/we are making an application to acquire any of the Equity Shares as fiduciary or agent for one or more investor accounts, I/we have sole investment discretion with respect to each such account and I/we have full power to make the foregoing representations, warranties, acknowledgments and agreements on behalf of each such account; and (I) if I am/we are making an application to acquire any of the Equity Shares for one or more managed accounts, I am/we are authorized in writing by each such managed account to subscribe to the Equity Shares for each such managed account and to make (and I/we hereby make) the representations, warranties, acknowledgments and agreements herein for and on behalf of each such account, reading the reference to "I/we" to include such accounts.

FOR QIB BIDDERS: We confirm that the Bid size/maximum Equity Shares applied for by us does not exceed the relevant regulatory approvals/limits. We are not prohibited from accessing capital markets under any order/ruling/judgment of any regulatory, judicial or any other authority, including Securities and Exchange Board of India ("SEBI") or under the provisions of any law, regulation or statute.

Further: 1) In accordance with ASBA process provided in the Securities and Exchange Board of India (Issue of Capital and Disclosure Requirements) Regulations, 2018, as amended ("SEBI ICDR Regulations") and as disclosed in the RHP or the Preliminary Offering Memorandum, as applicable, I/we authorise (a) the members of the Syndicate (in Specified Locations only) or the Registered Brokers (at Broker Centres) or the SCSBs (at Designated SCSBs Branches) or the RTAs (at the Designated RTA Locations) or the CDPs (at Designated CDP Locations), as the case may be, to do all acts as are necessary to make the application in the Offer, including uploading my/our Bid, blocking, unblocking of funds in the bank account of the applicant maintained with the SCSB as specified in the Bid Cum Application Form or in the bank account of the Applicant linked with the UPI ID provided in the Bid Cum Application Form, as the case may be, transfer of funds to the Public Offer Account on receipt of instruction from Registrar to the Offer or the Sponsor Banks, as the case may be, after finalisation of Basis of Allotment; and (b) the Registrar to the Offer or Sponsor Banks, as the case may be, to issue instruction to the SCSBs to unblock the funds in the specified bank account upon finalisation of the Basis of Allotment. 2) In case the amount available in the specified bank account is insufficient as per the highest Bid option, the SCSB/Registrar to the Offer shall reject the application. 3) I/we hereby authorise the members of the Syndicate (in Specified Locations only) or the Registered Brokers (at Broker Centres) or the SCSBs (at Designated SCSBs Branches) or CDPs (at Designated CDP locations) or the RTAs (at Designated RTA locations), as the case may be, to make relevant revisions as may be required to be done in the Bid, in the event of a revision of the Price Band.

I/we hereby provide my/our consent to the Stock Exchanges / Sponsor Banks / NPCI / Registrar to the Offer for collecting, storing and usage validating my/our PAN details from the bank account where my / our amount is blocked by the relevant SCSBs.

I/we acknowledge that as per existing policy of the Government of India, OCBs cannot participate in the Offer. I am/We are not an OCB. For further details, see "Offer Procedure" and "Restrictions on Foreign Ownership of Indian Securities" beginning on pages 315 and 332 of the RHP, respectively.

INSTRUCTIONS FOR FILLING UP THE BID CUM APPLICATION FORM

- Name of sole/ First Bidder should be exactly the same as it appears in the depository records. In case of joint Bids, only the name of the First Bidder (which should also be the first name in which the beneficiary account is held) should be provided in the Bid cum Application Form. The Bid means an 'indication to make an offer' during the Bid Offer period by a Bidder and not 'an offer'.
- The First Bidder, should mention his/ her PAN Allotted under the Income Tax Act, 1961, DP ID, Client ID and UPI ID (as applicable). Except for Bids by or on behalf of the Central or State Government and the officials appointed by the courts and by investors who are exempt from the requirement of obtaining/ specifying their PAN for transacting in the securities market and by persons residing in the state of Sikkim, any other category of Bidders, including without limitation, multilateral/bilateral development financial institutions, the Bidders, or in the case of joint Bids, the First Bidder (the first name under which the beneficiary account is held), should mention his/ her PAN allotted under the Income Tax Act, 1961. Any Bid cum Application Form without the PAN is liable to be rejected other than as specified above. Investors must ensure that their PAN is linked with Aadhaar and are in compliance with Central Board of Direct Taxes ("CBDT") notification dated February 13, 2020 and press release dated June 25, 2021, read with press release dated September 17, 2021 and CBDT circular no.7 of 2022, dated March 30, 2022 read with press release dated March 28, 2023 and any subsequent press releases in this regard.
- Based on the PAN, DP ID and Client ID provided by the Bidders, the Registrar to the Offer will obtain Demographic Details registered with Depository Participants to be used, among other things, for Allotment, technical rejections or unblocking ASBA Account. Hence, Bidders are advised to immediately update any change in their Demographic Details as appearing on the records of the Depository Participant to ensure accuracy of records. Please note that failure to do so could result in failure in Allotment of Equity Shares, delays in unblocking of ASBA Account at the Bidders' sole risk and neither the members of the Syndicate nor the Registered Brokers nor the Registrar to the Offer nor RTAs/CDPs nor the SCSBs nor the Company nor the Selling Shareholders shall have any responsibility and undertake any liability for the same.
- Bid Lot and Price Band:** The face value of Equity Shares is ₹ 2/- each. The Price Band and the minimum Bid Lot size has been decided by the Company and Selling Shareholders in consultation with the Book Running Lead Managers. The Price Band and Minimum Bid Lot size has been advertised in all editions of the Financial Express, an English language national daily with wide circulation, and all editions of Jansatta, a Hindi language national daily with wide circulation (Hindi also being the regional language of Delhi where our Registered Office is located) each with wide circulation, at least two (2) Working Days prior to the Bid Offer Opening Date, with the relevant financial ratios calculated at the Floor Price and at the Cap Price and has been made available to the BSE Limited ("BSE") and the National Stock Exchange of India Limited ("NSE") and together with BSE, the "Stock Exchanges" for the purpose of uploading on their respective websites in accordance with SEBI ICDR Regulations. In case of revision of the Price Band, the Bid Offer Period will be extended by at least three (3) additional Working Days after such revision of Price Band subject to the Bid/ Offer Period not exceeding ten (10) Working Days. In cases of force majeure, bank strike or similar circumstances, the Company and the Selling Shareholders, in consultation with the BRLMs, may, for reasons to be recorded in writing, extend the Bid Offer Period for a period of minimum One Working Day, subject to the Bid Offer Period not exceeding ten (10) Working Days. Any revision in the Price Band and the revised Bid Offer Period, if applicable, will be widely disseminated by notification to the Stock Exchanges, by issuing a public notice and also by indicating the changes on the websites of the BRLMs, and at the terminals of the Syndicate Member and by intimation to SCSBs, Designated Intermediaries and the Sponsor Banks as applicable.
- Maximum and Minimum Bid Size:** In case of Retail Individual Bidders, such number of Equity Shares in multiples of the minimum Bid Lot such that the Bid Amount does not exceed ₹ 200,000. Bids at the Cut-Off Price indicate their agreement to purchase the Equity Shares at the Offer Price, as determined at the completion of the Book Building Process. In case of Non-Institutional Bidders and QIB Bidders, the minimum Bid size shall be such number of Equity Shares in multiples of the minimum Bid Lot such that Bid Amount exceeds ₹ 200,000. The maximum Bid by any investor should not exceed the investment limits prescribed for them by applicable laws and mentioned in the RHP or Preliminary Offering Memorandum, as applicable.
- Please tick category as applicable to ensure proper upload of Bid in Stock Exchange system.
- Please tick investor status as applicable. Please ensure investor status is updated in your depository records.
- Cheques/Demand Draft/Cash/stock invest/money orders/postal orders will not be accepted.** Eligible NRIs bidding on a non-repatriation basis by using the Resident Bid cum Application Form are required to authorise their SCSB to confirm or accept the UPI Mandate Request (in case of UPI Bidders Bidding through the UPI Mechanism) to block their Non-Resident Ordinary (NRO) Accounts for the full Bid Amount, at the time of the submission of the Bid cum Application Form. All Bidders including the Eligible NRI Bidders Bidding on a repatriation basis by using the Non-Resident Forms should authorize their SCSB (if they are Bidding directly through the SCSB) or confirm or accept the UPI Mandate Request (in case of Retail Institutional Bidders bidding through the UPI Mechanism) to block their Non-Resident External ("NRE") accounts (including UPI ID, if activated), or Foreign Currency Non-Resident ("FCNR") Accounts. All Bidders including the Eligible NRI Bidders Bidding on a non-repatriation basis can obtain the Bid cum Application Form from the Registered and Corporate Office of the Company or from any of the members of the Syndicate or CDPs or RTAs or Registered Brokers from the Bidding centres. In accordance with applicable law and UPI Circulars, Bidders to please ensure that SCSB where the ASBA Account is maintained has notified at least one branch in the location where Bid cum Application Forms will be deposited by Designated Intermediaries.
- Please note that application made using third party UPI ID or third party ASBA Bank A/c. are liable to be rejected.
 - QIB cannot apply through UPI and Non-Institutional Investors bidding for an amount exceeding ₹ 500,000 cannot use UPI Mechanism to apply. UPI Bidders applying up to ₹ 500,000 can apply through UPI mode as per NPCI vide circular reference no. NPCI/UP/OC No. 127/2021-22 dated December 9, 2021 read with SEBI circular no. SEBI/HO/CFD/DIL2/CIR/P/2022/45 dated April 5, 2022.
 - For Retail Individual Bidders (RIBs) and Non-Institutional Bidders with Application size up to ₹ 5 lakhs ("UPI Bidders") bidding through the UPI Mechanism.**
 - Please ensure that your bank is offering UPI facility for Public Issues.
 - Please mention UPI ID clearly in CAPITAL LETTERS only.
 - Ensure that the: (a) bank where the bank account linked to their UPI ID is maintained; and (b) UPI Bidders bidding through the UPI Mechanism may apply through the SCSBs and mobile applications whose names appears on the website of the SEBI (<https://www.sebi.gov.in/sebiweb/other/OtherAction.do?doRecognisedFpi=yes&intmlid=40>) and (<https://www.sebi.gov.in/sebiweb/other/OtherAction.do?doRecognisedFpi=yes&intmlid=43>) respectively, as updated from time to time.
 - Eligible NRIs applying in the Issue through the UPI Mechanism, are advised to enquire with the relevant bank where their account is UPI linked prior to submitting their Bid cum Application Form.
 - UPI ID cannot exceed 45 characters.
 - Please ensure that you are using your UPI ID only and not the UPI ID of any third party.
 - UPI Bidders bidding through the UPI Mechanism shall ensure that details of the Bid are reviewed and verified by opening the attachment in the UPI Mandate Request and then proceed to authorise the UPI Mandate Request using his/her UPI PIN. For further details, see "Offer Procedure" on page 315 of the RHP.
- Only the Sole Bidder / First Bidder is required to sign the Bid cum Application Form / Revision Form. Thumb impressions and signatures other than in the languages specified in the Eighth Schedule to the Constitution of India must be attested by a Magistrate or a Notary Public or a Special Executive Magistrate under official seal. Signature of ASBA Account holder is mandatory. If the First Bidder is not the account holder, ensure that the Bid cum Application Form is signed by the account holder. Necessary revisions in the Bidders' undertaking and instructions will be required depending upon the jurisdiction in which the sale of shares is proposed.
- Other Instructions:** a. Bids must be made only in the prescribed Bid cum Application Form. b. Bids must be completed in full, in BLOCK LETTERS in ENGLISH. Bidders should note that the members of the Syndicate, Registered Broker, CDPs, RTAs, and/or SCSBs will not be liable for errors in data entry due to incomplete or illegible Bid cum Application Forms; and c. Ensure that all applicable documents in support of the Bid are attached with the Bid cum Application Form.
- The Bidders may note that in case the DP ID, Client ID and PAN mentioned in the Bid cum Application Form and entered into the electronic bidding systems of the Stock Exchanges do not match with the DP ID, Client ID and PAN available in the Depository database, the Bid cum Application Form is liable to be rejected. Investors must ensure that their PAN is linked with Aadhaar and are in compliance with CBDT notification dated February 13, 2020 and press release dated June 25, 2021, read with press release dated September 17, 2021 and CBDT circular no. 7 of 2022, dated March 30, 2022, read with press release dated March 28, 2023 and any subsequent press releases in this regard. You may send the RHP and the Prospectus (if you are Resident in India) or the Preliminary Offering Memorandum and the final offering memorandum (if you are Resident outside India) either in physical form or electric form or both. You shall not distribute or forward this document and these documents are subject to the disclaimers and restrictions contained in or accompanying them.

Note: Terms used but not defined herein shall have the meaning assigned to such terms in the RHP or the Preliminary Offering Memorandum, as applicable. For detailed instructions for filling the various fields of this Bid cum Application Form, please refer to the GID, which is also available on the respective websites of the BRLMs and the Stock Exchanges.

TEAR HERE

	COMPANY CONTACT DETAILS	REGISTRAR TO THE OFFER CONTACT DETAILS
<ul style="list-style-type: none">In case of queries related to Allotment/ credit of Allotted Equity Shares, the Bidders should contact Registrar to the Offer.In case of Bids submitted to the SCSBs, the Bidders should contact the relevant SCSB.In case of queries related to upload of Bids submitted to the relevant members of the Syndicate / RTAs / Registered Brokers / CDPs, as applicable, the Bidders should contact the relevant Designated Intermediary.For UPI related queries, investors can contact NPCI at the toll free number: 18001201740 and Mail Id: ipo.upi@npci.org.in and the Registrar to the Offer at Tel: +91 81081 14949 and E-mail: ecorentacar.ipo@linkintime.co.inIn case of ASBA Bidders (other than 3-in-1 Bids) for a bid above ₹ 0.50 million, ensure that the bid is uploaded only by the SCSBs.Ensure that you have accepted the UPI Mandate Request received from the Sponsor Banks prior to 5:00 p.m. of the Bid / Offer Closing Date.	<p>ECOS (INDIA) MOBILITY & HOSPITALITY LIMITED</p> <p>Corporate Identity Number: U74999DL1996PLC076375</p> <p>Registered and Corporate Office: 45, First Floor, Corner Market, Malviya Nagar, New Delhi-110017;</p> <p>Contact Person: Shweta Bhardwaj, Company Secretary and Compliance Officer; Tel: +91 11 41326436</p> <p>E-mail: legal@ecorentacar.com;</p> <p>Website: www.ecosmobility.com;</p>	<p>Link Intime India Private Limited</p> <p>C 101, 1st Floor, 247 Park, Lal Bahadur Shastri Marg, Vikhroli (West), Mumbai 400 083, Maharashtra, India</p> <p>Tel: +91 81081 14949</p> <p>E-mail: ecorentacar.ipo@linkintime.co.in</p> <p>Website: www.linkintime.co.in</p> <p>Investor grievance e-mail: ecorentacar.ipo@linkintime.co.in</p> <p>Contact person: Shanti Gopalkrishnan</p> <p>SEBI Registration No.: INR000004058</p>



(Please scan this QR Code to view the RHP)

This is an abridged prospectus containing salient features of the red herring prospectus of Ecos (India) Mobility & Hospitality Limited (the “Company”) dated August 20, 2024 filed with the Registrar of Companies, N.C.T of Delhi and Haryana at New Delhi (the “RHP” or “Red Herring Prospectus”). You are encouraged to read greater details available in the RHP, which is available at <https://www.sebi.gov.in/sebiweb/home/HomeAction.do?doListing=yes&sid=3&ssid=15&smid=11>. Unless otherwise specified all capitalized terms used herein and not specifically defined shall bear the same meaning as ascribed to them in the RHP.

THIS ABRIDGED PROSPECTUS CONSISTS OF FOUR PAGES OF BID CUM APPLICATION FORM ALONG WITH INSTRUCTIONS AND EIGHT PAGES OF ABRIDGED PROSPECTUS. PLEASE ENSURE THAT YOU HAVE RECEIVED ALL THE PAGES.

Please ensure that you have read the RHP, this abridged prospectus (“Abridged Prospectus”) and the general information document for investing in public offers (“GID”) undertaken through the Book Building Process before applying in the Offer. The investors are advised to retain a copy of the RHP/Abridged Prospectus for their future reference. You may obtain a physical copy of the Bid cum Application Form and the RHP from the Stock Exchanges, Syndicate Members, Registrar to the Offer, Registrar and Share Transfer Agents (“RTAs”), Collecting Depository Participants (“CDPs”), Registered Brokers, Bankers to the Offer, Investors’ Associations or Self Certified Syndicate Banks (“SCSBs”). You may also download the RHP from the website of Securities and Exchange Board of India (“SEBI”) at www.sebi.gov.in, at the websites of National Stock Exchange of India Limited (“NSE”) and BSE Limited (“BSE”), and together with NSE, the “Stock Exchanges”) at www.nseindia.com and www.bseindia.com, respectively, and the website of our Company at www.ecosmobility.com and Book Running Lead Managers at www.equirus.com and www.iifcap.com, respectively.



ECOS (INDIA) MOBILITY & HOSPITALITY LIMITED

Corporate Identity Number: U74999DL1996PLC076375; Date of Incorporation: February 15, 1996

REGISTERED AND CORPORATE OFFICE	CONTACT PERSON	EMAIL AND TELEPHONE	WEBSITE
45, First Floor, Corner Market, Malviya Nagar, New Delhi-110017	Shweta Bhardwaj, <i>Company Secretary and Compliance Officer</i>	Email: legal@ecorentacar.com Tel: +91 11 41326436	www.ecosmobility.com

OUR PROMOTERS: RAJESH LOOMBA, ADITYA LOOMBA, NIDHI SETH, RAJESH LOOMBA FAMILY TRUST AND ADITYA LOOMBA FAMILY TRUST

DETAILS OF THE OFFER TO THE PUBLIC							
Type of Offer	Fresh Issue size	Offer for Sale size	Total Offer size	Issue under Regulation 6(1) of the SEBI ICDR Regulations	Share Reservation among QIBs, NIIs and RIIs		
					QIBs	NIIs	RIIs
Offer for Sale	Not applicable	Up to 18,000,000 Equity Shares of face value ₹ 2 each aggregating up to ₹ [●] million	Up to 18,000,000 Equity Shares of face value ₹ 2 each aggregating up to ₹ [●] million	The Offer is being made pursuant to Regulation 6(1) of the Securities and Exchange Board of India (Issue of Capital and Disclosure Requirements) Regulations, 2018, as amended. For further details, see “Other Regulatory and Statutory Disclosures – Eligibility for the Offer” on page 294 of the RHP. For details in relation to share reservation among QIBs, NIIs and RIBs, see “Offer Structure” on page 312 of the RHP.	Not more than 50% of the Offer size shall be available for allocation to QIBs. However, up to 5% of the Net QIB Portion (excluding Anchor Investor Portion) will be available for allocation proportionately to Mutual Funds only.	Not less than 15% of the Offer or the Offer less allocation to QIBs and RIIs will be available for allocation.	Not less than 35% of the Offer, or the Offer less allocation to QIBs and NIIs will be available for allocation.

The Equity Shares are proposed to be listed on the stock exchanges being National Stock Exchange of India Limited (“NSE”) and BSE Limited (“BSE”). For the purpose of the Offer, NSE is the Designated Stock Exchange (the “Designated Stock Exchange”).

Details of Offer for Sale by the Selling Shareholders and Weighted Average Cost of Acquisition:

Name of Selling Shareholder	Type	Number of Equity Shares of face value of ₹ 2 each offered/amount	Weighted average cost of acquisition per Equity Share (in ₹)
Rajesh Loomba	Promoter	Up to 9,900,000 Equity Shares of face value ₹ 2 each aggregating up to ₹ [●] million	Nil
Aditya Loomba	Promoter	Up to 8,100,000 Equity Shares of face value ₹ 2 each aggregating up to ₹ [●] million	Nil

* As certified by MRKS and Associates, Chartered Accountants (having FRN 023711N), by way of their certificate dated August 20, 2024.

PRICE BAND, MINIMUM BID LOT & INDICATIVE TIMELINES

Price Band	₹ [●] per Equity Share to ₹ [●] per Equity Share of face value of ₹ 2 each
For details of the Price Band and the basis for the Offer Price, please refer to the price band advertisement and the section titled “Basis for Offer Price” on page 94 of the RHP	
Minimum Bid Lot Size	[●] Equity Shares and in multiples of [●] Equity Shares thereafter
Bid/Offer Opens On	Wednesday, August 28, 2024 ⁽¹⁾
Bid/Offer Closes On	Friday, August 30, 2024 ⁽²⁾
Finalisation of Basis of Allotment with the Designated Stock Exchange	On or about Monday, September 2, 2024
Initiation of refunds (if any, for Anchor Investors) / unblocking of funds from ASBA Account*	On or about Tuesday, September 3, 2024
Credit of Equity Shares to Demat accounts of Allottees	On or about Tuesday, September 3, 2024
Commencement of trading of the Equity Shares on the Stock Exchanges	On or about Wednesday, September 4, 2024

(1) Our Company and the Selling Shareholders, in consultation with the BRLMs, may consider participation by Anchor Investors. The Anchor Investor Bid/ Offer Period shall be one Working Day prior to the Bid/Offer Opening Date in accordance with the SEBI ICDR Regulations.

(2) UPI mandate end time and date shall be 5:00 p.m. on the Bid/Offer Closing Date, i.e., on Friday, August 30, 2024.

* In case of any delay in unblocking of amounts in the ASBA Accounts (including amounts blocked through the UPI Mechanism), exceeding two Working Days from the Bid/Offer Closing Date, for cancelled / withdrawn / deleted ASBA Forms, the Bidder shall be compensated at a uniform rate of ₹100 per day or 15% per annum of the Bid Amount, whichever is higher from the date on which the request for cancellation/ withdrawal/ deletion is placed in the Stock Exchanges bidding platform until the date on which the amounts are unblocked (ii) any blocking of multiple amounts for the same ASBA Form (for amounts blocked through the UPI Mechanism), the Bidder shall be compensated at a uniform rate ₹100 per day or 15% per annum of the total cumulative blocked amount except the original application amount, whichever is higher from the date on which such multiple amounts were blocked till the date of actual unblock; (iii) any blocking of amounts more than the Bid Amount, the Bidder shall be compensated

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at a uniform rate of ₹100 per day or 15% per annum of the difference in amount, whichever is higher from the date on which such excess amounts were blocked till the date of actual unblock; (iv) any delay in unblocking of non-allotted/ partially allotted Bids, exceeding two Working Days from the Bid/ Offer Closing Date, the Bidder shall be compensated at a uniform rate of ₹100 per day or 15% per annum of the Bid Amount, whichever is higher for the entire duration of delay exceeding two Working Days from the Bid/ Offer Closing Date by the SCSB responsible for causing such delay in unblocking. The BRLMs shall, in their sole discretion, identify and fix the liability on such intermediary or entity responsible for such delay in unblocking. The BRLMs shall be liable for compensating the Bidder at a uniform rate of ₹100 per day or 15% per annum of the Bid Amount, whichever is higher from the date of receipt of the investor grievance until the date on which the blocked amounts are unblocked. The Bidder shall be compensated in the manner specified in the SEBI circular dated March 16, 2021, April 20, 2022 and June 21, 2023, which for the avoidance of doubt, shall be deemed to be incorporated in the deemed agreement of our Company with the SCSBs, to the extent applicable.

WEIGHTED AVERAGE COST OF ACQUISITION OF ALL EQUITY SHARES TRANSACTED IN THE LAST EIGHTEEN MONTHS, ONE YEAR AND THREE YEARS IMMEDIATELY PRECEDING THE DATE OF THE RED HERRING PROSPECTUS IS SET FORTH BELOW

Period	Weighted average cost of acquisition per Equity Share (in ₹)*	Upper end of the price band (₹ ●) is 'X' times the weighted average cost of acquisition#	Range of acquisition price per Equity Share: lowest price – highest price (in ₹ 1)*
Last 18 months preceding the date of the Red Herring Prospectus	6.42	●	26.00-333.33
Last one year preceding the date of the Red Herring Prospectus	6.42	●	26.00-333.33
Last three years preceding the date of the Red Herring Prospectus	6.42	●	26.00-333.33

(1) Excludes bonus issuances and transfers by way of gifts.

* As certified by S. S. Kothari Mehta & Co. LLP, Chartered Accountants (having FRN 000756N) by way of their certificate dated August 20, 2024.

Information to be included in the Prospectus.

The Equity Shares offered in the Offer have not been and will not be registered, listed or otherwise qualified in any jurisdiction except India and may not be offered or sold to persons outside of India except in compliance with the applicable laws of each such jurisdiction. In particular, the Equity Shares offered in the Offer have not been and will not be registered under the U.S. Securities Act of 1933, as amended (the “U.S. Securities Act”), or the securities laws of any state of the United States and may not be offered or sold in the United States (as defined in Regulation S under the U.S. Securities Act (“Regulation S”)) except pursuant to an exemption from, or in a transaction not subject to, the registration requirements of the U.S. Securities Act and applicable state securities laws. The Equity Shares offered in the Offer are being offered and sold only outside the United States in “offshore transactions” as defined in, and in reliance on, Regulation S.

RISKS IN RELATION TO THE FIRST OFFER

This being the first public issue of Equity Shares of our Company, there has been no formal market for the Equity Shares of our Company. The face value of our Equity Shares is ₹ 2 each. The Floor Price, Cap Price, and the Offer Price (as determined and justified by our Company and the Selling Shareholders, in consultation with the BRLMs on the basis of the assessment of market demand for Equity Shares by way of the Book Building Process, in accordance with SEBI ICDR Regulations, and as stated in “Basis for Offer Price” on page 94 of the RHP, should not be taken to be indicative of the market price of the Equity Shares after the Equity Shares are listed. No assurance can be given regarding an active and/ or sustained trading in the Equity Shares or regarding the price at which the Equity Shares will be traded after listing.

GENERAL RISKS

Investments in equity and equity-related securities involve a degree of risk and investors should not invest any funds in the Offer unless they can afford to take the risk of losing their entire investment. Investors are advised to read the risk factors carefully before taking an investment decision in the Offer. For taking an investment decision, investors must rely on their own examination of our Company and the Offer including the risks involved. The Equity Shares offered in the Offer have not been recommended or approved by the Securities and Exchange Board of India (“SEBI”), nor does the SEBI guarantee the accuracy or adequacy of the contents of the Red Herring Prospectus. Specific attention of the investors is invited to “Risk Factors” on page 24 of the RHP.

PROCEDURE

You may obtain a physical copy of the Bid cum Application Form and the RHP from the Stock Exchanges, Syndicate Members, Registrar to the Offer, RTAs, CDPs, Registered Brokers, Bankers to the Offer, Investors’ Associations or SCSBs.

If you wish to know about processes and procedures applicable to the Offer, you may request for a copy of the RHP and/or the GID from the BRLMs or download it from the website of SEBI at www.sebi.gov.in, the websites of NSE and BSE at www.nseindia.com and www.bseindia.com, respectively, and the websites of the BRLMs at www.equirus.com and www.iiflcap.com, respectively.

PRICE INFORMATION OF BRLMs

Sr. No.	Issue Name	Name of the BRLMs	+/- % change in closing price, +/- % change in closing benchmark		
			30th calendar days from listing	90th calendar days from listing	180th calendar days from listing
1.	Zaggle Prepaid Ocean Services Limited	Equirus/IIFL	+30.95%, [-0.67%]	+34.39%, [+7.50%]	+87.71%, [+10.89%]
2.	Protean eGov Technologies Limited ⁽¹⁾	Equirus/IIFL	+45.21%, [+7.11%]	+73.18%, [+10.26%]	+45.85%, [+11.91%]
3.	Fedbank Financial Services Limited ⁽²⁾	Equirus	-2.75%, [+7.94%]	-12.39%, [+10.26%]	-13.43%, [+13.90%]
4.	Happy Forgings Limited	Equirus	+14.06%, [-1.40%]	+4.44%, [+2.04%]	+42.78%, [+8.53%]
5.	Jyoti CNC Automation Limited ⁽³⁾	Equirus	+78.07%, [-0.87%]	+135.94%, [+2.21%]	+265.79%, [+11.21%]
6.	Capital Small Finance Bank Limited	Equirus	-25.25%, [+1.77%]	-26.09%, [+1.33%]	-31.44%, [+10.98%]
7.	Dee Development Engineers Limited ⁽⁴⁾	Equirus	+81.16%, [+2.25%]	N.A.	N.A.
8.	R K Swamy Limited	IIFL	-1.30%, [+1.86%]	-6.70%, [+4.11%]	N.A.
9.	Bharti Hexacom Limited	IIFL	+58.25%, [-2.13%]	+85.03%, [+7.65%]	N.A.
10.	JNK India Limited	IIFL	+54.47%, [+0.44%]	+81.75%, [+9.87%]	N.A.
11.	Go Digit General Insurance Limited	IIFL	+22.83%, [+2.32%]	N.A.	N.A.
12.	Awfis Space Solutions Limited ⁽⁵⁾	IIFL	+34.36%, [+6.77%]	N.A.	N.A.
13.	Ceigall India Limited ⁽⁶⁾	IIFL	N.A.	N.A.	N.A.
14.	Unicommerce eSolutions Limited	IIFL	N.A.	N.A.	N.A.

Source: www.bseindia.com and www.nseindia.com for price information and prospectus/basis of allotment for issue details.

Disclosures subject to recent 7 issues (initial public offerings) in current financial year and two preceding financial years managed by each BRLM with common issues disclosed once.; N.A. (Not Applicable) – Period not completed. (A) Data is sourced either from www.nseindia.com or www.bseindia.com, as per the designated stock exchange disclosed by the respective Issuer Company.; (B) Similarly, benchmark index considered is “NIFTY 50” where NSE is the designated stock exchange and “S&P BSE SENSEX” where BSE is the designated stock exchange, as disclosed by the respective Issuer Company.; (C) 30th, 90th, 180th calendar day from listed day have been taken as listing day plus 29, 89 and 179 calendar days, except wherever 30th, 90th, 180th calendar day is a holiday, in which case we have considered the closing data of the previous trading day.

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Notes: 1. A discount of ₹75 per Equity Share was offered to Eligible Employees bidding in the Employee Reservation Portion of Protean eGov Technologies Limited IPO; 2. A discount of ₹10 per Equity Share was offered to Eligible Employees bidding in the Employee Reservation Portion of Fedbank Financial Services Limited IPO; 3. A discount of ₹15 per Equity Share was offered to Eligible Employees bidding in the Employee Reservation Portion of Jyoti CNC Automation Limited IPO; 4. A discount of ₹19 per Equity Share was offered to Eligible Employees bidding in the Employee Reservation Portion of Dee Development Engineers Limited IPO; 5. A discount of ₹ 36 per equity share was offered to eligible employees bidding in the employee reservation portion of Awfis Space Solutions Limited IPO; 6. A discount of ₹ 38 per equity share was offered to eligible employees bidding in the employee reservation portion of Ceigall India Limited IPO. For further details, please refer to “Other Regulatory and Statutory Disclosures” on page 294 of the RHP.

BOOK RUNNING LEAD MANAGERS

Equirus Capital Private Limited Tel.: +91 22 4332 0700 E-mail: ecos.ipo@equirus.com Investor grievance e-mail: investorsgrievance@equirus.com		IIFL Securities Limited Tel: +91 22 4646 4728 E-Mail: eco.ipo@iiflcap.com Investor Grievance e-mail: ig.ib@iiflcap.com	
Name of Syndicate Members	Equirus Securities Private Limited		
Name of Registrar to the Offer	LINK INTIME INDIA PRIVATE LIMITED Tel: +91 81081 14949; E-mail: ecorentacar.ipo@linkintime.co.in; Investor grievance e-mail: ecorentacar.ipo@linkintime.co.in		
Name of Statutory Auditor	S.S. Kothari Mehta & Co. LLP		
Name of Credit Rating Agency and the rating or grading obtained, if any	Not Applicable		
Name of Debenture Trustee	Not Applicable		
Self Certified Syndicate Bank(s) and mobile applications enabled for UPI Mechanism	The banks registered with SEBI, offering services in relation to ASBA (other than through UPI Mechanism), a list of which is available on the website of SEBI at www.sebi.gov.in/sebiweb/other/OtherAction.do?doRecognisedFpi=yes&intmlId=34 or www.sebi.gov.in/sebiweb/other/OtherAction.do?doRecognisedFpi=yes&intmlId=35 , as applicable, or such other website as updated from time to time, and (ii) The banks registered with SEBI, enabled for UPI Mechanism, a list of which is available on the website of SEBI at www.sebi.gov.in/sebiweb/other/OtherAction.do?doRecognisedFpi=yes&intmlId=40 Applications through UPI in the Offer can be made only through the SCSBs mobile applications (apps) whose name appears on SEBI website. A list of SCSBs and mobile application, which, are live for applying in public issues using UPI Mechanism is appearing in the “list of mobile applications for using UPI in public issues” displayed on SEBI website at www.sebi.gov.in/sebiweb/other/OtherAction.do?doRecognisedFpi=yes&intmlId=43 . The said list shall be updated on SEBI website.		
Self-Certified Syndicate Banks or “SCSBs”	The list of SCSBs notified by SEBI for the ASBA process is available on the SEBI website at http://www.sebi.gov.in/sebiweb/other/OtherAction.do?doRecognised=yes , or at such other website as may be prescribed by SEBI from time to time. A list of the Designated SCSB Branches with which an ASBA Bidder (other than a UPI Bidder), not bidding through Syndicate/Sub Syndicate or through a Registered Broker, RTA or CDP may submit the Bid cum Application Form, is available at https://www.sebi.gov.in/sebiweb/other/OtherAction.do?doRecognisedFpi=yes&intmlId=34 , or at such other websites as may be prescribed by SEBI from time to time.		
Syndicate SCSB Branches	In relation to Bids (other than Bids by Anchor Investors) submitted to a member of the Syndicate, the list of branches of the SCSBs at the Specified Locations named by the respective SCSBs to receive deposits of Bid cum Application Forms from the members of the Syndicate is available on the website of SEBI and updated from time to time. For more information on such branches collecting Bid cum Application Forms from the Syndicate at Specified Locations, see the website of SEBI at https://www.sebi.gov.in/sebiweb/other/OtherAction.do?doRecognisedFpi=yes&intmlId=35 as updated from time to time or any such other website as may be prescribed by SEBI from time to time.		
Non-Syndicate Registered Brokers	Bidders can submit ASBA Forms in the Offer using the stock broker network of the Stock Exchanges, i.e., through the Registered Brokers at the Broker Centres. The list of the Registered Brokers eligible to accept ASBA Forms, including details such as postal address, telephone number and e-mail address, is provided on the websites of the Stock Exchanges at www.bseindia.com and www.nseindia.com , as updated from time to time.		
Details regarding website address(es)/ link(s) from which the investor can obtain a list of RTAs, CDPs and stock brokers who can accept applications from investors, as applicable	The list of the RTAs eligible to accept ASBA Forms at the Designated RTA Locations, including details such as address, telephone number and e-mail address, is provided on the websites of the BSE and NSE at www.bseindia.com/Static/Markets/PublicIssues/RtaDp.aspx ? and www.nseindia.com/products/content/equities/ipo/asba_procedures.htm , respectively, as updated from time to time. The list of the CDPs eligible to accept ASBA Forms at the Designated CDP Locations, including details such as their name and contact details, is provided on the websites of the Stock Exchanges at www.bseindia.com/Static/Markets/PublicIssues/RtaDp.aspx ? and www.nseindia.com/products/content/equities/ipo/asba_procedures.htm , respectively, as updated from time to time. For further details, see “Offer Procedure” on page 315 of the RHP.		

PROMOTERS OF OUR COMPANY

Sr. No.	Name	Individual/ Corporate	Experience and Education Qualification
1.	Rajesh Loomba	Individual	He holds a bachelor's degree in commerce from University of Delhi. He has been associated with the Company since February 15, 1996. He has been inducted into the ‘Global Hall of Fame’ in 2019 by the World Auto Forum for his contribution to shared mobility in India and the World.
2.	Aditya Loomba	Individual	He completed his post-graduation in management from S.P. Jain Institute of Management & Research. He has been associated with the Company since April 1, 2006. He has received an award for his role as Vice President – North for the year 2018-19 by All India Car Rentals and Leadership Excellence Award (Entrepreneur of the Year – Integrated Transportation Solutions) in 2014 by Brands Academy.
3.	Nidhi Seth	Individual	She holds a bachelor's degree in arts (honors) from University of Delhi and a post graduate degree in fashion design from National Institute of Fashion Technology. She has been previously associated with Apparel United as the head designer.

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Sr. No.	Name	Individual/ Corporate	Experience and Education Qualification
4.	Rajesh Loomba Family Trust	Corporate	Rajesh Loomba Family Trust was formed as a family trust pursuant to a trust deed dated March 20, 2024. The principal office of Rajesh Loomba Family Trust is at E-11/4, Vasant Vihar, Vasant Vihar – 1, South West Delhi - 110057.
5.	Aditya Loomba Family Trust	Corporate	Aditya Loomba Family Trust was formed as a family trust pursuant to a trust deed dated March 20, 2024. The principal office of Aditya Loomba Family Trust is at E-11/4, Vasant Vihar, Vasant Vihar – 1, South West Delhi - 110057.

BUSINESS OVERVIEW AND STRATEGY

Company Overview: We are the largest and most profitable chauffeur driven mobility provider to corporates in India, in terms of revenue from operations and profit after tax for Fiscal 2023 (Source: F&S Report). We are primarily engaged in the business of providing chauffeured car rentals (“CCR”) and employee transportation services (“ETS”) and have been providing these services to corporate customers, including Fortune 500 companies in India, for more than 25 years. In Fiscal 2024, we provided CCR and ETS to 42 Fortune 500 companies and 60 BSE 500 companies, among others, in India. The CCR segment is a B2B2C business, where our customers are corporate companies, and the end consumer is an employee, client, guest or visitor of these corporate companies. Through our ETS segment, we offer customers with solutions to manage their employee home-office-home ground transportation. As of March 31, 2024, we have a pan-India presence in 109 cities through our own vehicles and vendors, spread across 21 states and four union territories in India which underscores our deep rooted and extensive footprint and demonstrates our penetration into diverse regions across India. Our operations in 97 cities in India are conducted through vendors. In Fiscal 2024, we serviced the CCR and ETS requirements of more than 1,100 organisations in India. In Fiscal 2024, through our CCR and ETS segments, we have completed more than 3,100,000 trips averaging at more than 8,400 trips in a day. We also address the global car rental requirements of our corporate customers, through our global network of vendors with our capability of providing CCR services in over 30 countries. We also provide cars of self-drive basis in the cities of Delhi, Gurugram, Mumbai and Bengaluru. We have also provided self-drive cars outside India through vendors.

Service offering and segments: Our company is engaged in the business of providing corporate car rentals and employee transportation services.

Business Divisions	Fiscal 2024		Fiscal 2023		Fiscal 2022	
	In ₹ million	As a percentage of total revenue from operations (%)	In ₹ million	As a percentage of total revenue from operations (%)	In ₹ million	As a percentage of total revenue from operations (%)
CCR	2,400.22	43.29%	2,163.71	51.19%	845.31	57.37%
ETS	3,032.96	54.71%	1,948.13	46.09%	571.05	38.76%
Total (A)	5,433.18	98.00%	4,111.80	97.28%	1,416.35	96.13%
Others (B)*	110.93	2.00%	114.92	2.72%	57.08	3.87%
Total (A+B)	5,544.11	100.00%	4,226.76	100.00%	1,473.44	100.00%

*Others include revenue from sale of traded goods, event management income and commission, and business support income.

Revenue Segmentation by geographies:

States	Major focussed cities	Fiscal 2024		Fiscal 2023		Fiscal 2022	
		Revenue contribution (in ₹ million)	As a percentage of total revenue from operations (%)	Revenue contribution (in ₹ million)	As a percentage of total revenue from operations (%)	Revenue contribution (in ₹ million)	As a percentage of total revenue from operations (%)
Karnataka	Bangalore	1,100.96	19.86%	863.23	20.42%	210.7	14.30%
Haryana	Gurgaon	892.15	16.09%	618.26	14.63%	196.31	13.32%
Delhi	Delhi	338.04	6.10%	297.38	7.04%	111.62	7.58%
Maharashtra	Mumbai	621.30	11.21%	504.88	11.94%	299.25	20.31%
	Pune	416.01	7.50%	313.01	7.41%	77.20	5.24%
Telangana	Hyderabad	573.27	10.34%	490.20	11.60%	116.97	7.94%
Tamil Nadu	Chennai	430.37	7.76%	215.72	5.10%	46.57	3.16%
Uttar Pradesh	Noida	338.88	6.11%	241.09	5.70%	70.98	4.82%
Gujarat	Ahmedabad	159.00	2.87%	84.42	2.00%	30.81	2.09%
West Bengal	Kolkata	112.49	2.03%	104.37	2.47%	74.08	5.03%
Rajasthan	Jaipur	96.47	1.74%	78.11	1.85%	33.40	2.27%
Other Indian states	-	306.83	5.53%	248.51	5.88%	135.31	9.18%
Total	-	5,385.78	97.14%	4,059.19	96.03%	1,403.21	95.26%
Others (B)*	-	158.33	2.86%	167.57	3.94%	70.23	4.74%
Total (A+B)	-	5,544.11	100.00%	4,226.76	100.00%	1,473.44	100.00%

* Others includes revenue from foreign operations, sale of traded goods, event management income and commission, and business support income.

Industries served: Global Capability Centres, Information Technology, Business Process Outsourcing, Consultancy, Healthcare, E-Commerce, Pharmaceutical, Legal and Manufacturing.

Revenue segmentation in terms of revenue contribution from top clients:

Customers	Fiscal 2024		Fiscal 2023		Fiscal 2022	
	Revenue contribution (in ₹ million)	As a percentage of total revenue from operations (%)	Revenue contribution (in ₹ million)	As a percentage of total revenue from operations (%)	Revenue contribution (in ₹ million)	As a percentage of total revenue from operations (%)
Largest customer	354.38	6.39%	255.35	6.04%	105.59	7.17%
Top 5 customers	1,250.40	22.55%	1,022.54	24.19%	321.15	21.80%
Top 10 customers	1,820.51	32.84%	1,507.39	35.66%	509.85	34.60%
Top 15 customers	2,262.77	40.81%	1,871.79	44.28%	637.25	43.25%
Top 20 customers	2,627.92	47.40%	2,195.18	51.94%	733.05	49.75%
Top 25 customers	2,961.75	53.42%	2,444.71	57.84%	811.39	55.07%

Key Performance Indicators: The KPIs disclosed below have been used historically by our Company to understand and analyze its business performance, which in result, help us in analyzing the growth of business in comparison to our peers. The following table highlights our key performance indicators of our financial performance that have a bearing on arriving at the basis for Offer Price and disclosed to our investors during the three years preceding to the date of the Red Herring Prospectus, as at the dates and for the period indicated:

Particulars	Fiscal 2024	Fiscal 2023	Fiscal 2022
	(in ₹ million, except percentages and ratios)		
Revenue from Operations (₹ million)	5,544.11	4,226.76	1,473.44
EBITDA (₹ million) ⁽¹⁾	899.63	697.27	180.51
EBITDA Margin (%) ⁽²⁾	16.23%	16.50%	12.25%
Profit for the Year (₹ million)	625.31	435.91	98.71
PAT Margin (%) ⁽³⁾	11.00%	10.25%	6.51%
Return on Capital Employed (%) ⁽⁴⁾	42.88%	40.90%	19.07%
Return on Equity (%) ⁽⁵⁾	42.75%	46.70%	14.80%
Debt to Equity Ratio (in times) ⁽⁶⁾	0.12	0.29	0.05

Notes:

⁽¹⁾ EBITDA = Probit before tax + Depreciation expense + Finance Cost-Other income

⁽²⁾ EBITDA % = EBITDA/ Revenue from operations

⁽³⁾ PAT margin = Profit for the year/ total income

⁽⁴⁾ ROCE = EBIT/Capital employed where (EBIT = profit before tax + finance cost, Capital Employed = total Debt + total Equity less intangible assets less intangible assets under development)

⁽⁵⁾ ROE = Profit for the year / average equity

⁽⁶⁾ Debt to equity ratio = total debt/ total equity

* As certified by S. S. Kothari Mehta & Co. LLP, Chartered Accountants (having FRN 000756N) through their certificate dated August 20, 2024.

Intellectual property, if any:

As on the date of the Red Herring Prospectus, our Company has eight registered trademarks.

For further information, please see “**Government and Other Approvals**” on page 291-293 of the RHP.

Manufacturing plant, if any: Not applicable

Employee strength: As of March 31, 2024, we had 891 employees. For details, see “**Our Business - Human Resources**” on page 161 of the RHP.

BOARD OF DIRECTORS

Sr. No	Name	Designation	Experience and Educational Qualification	Other Directorships
1.	Rajesh Loomba	Chairman and Managing Director	He holds a bachelor’s degree in commerce from University of Delhi. He has been associated with the Company since February 15, 1996. He has been inducted into the ‘Global Hall of Fame’ in 2019 by the World Auto Forum for his contribution to shared mobility in India and the World.	Indian Companies: • Milan Infrabuild Private Limited • Blueheaven Realcon Private Limited • Optimist Softech Private Limited • C R A Technologies Private Limited • CRA Agro Farms Private Limited • Eco Car Rental Services Private Limited Foreign Companies: NIL
2.	Aditya Loomba	Joint Managing Director	He completed his post-graduation in management from S.P. Jain Institute of Management & Research. He has been associated with the Company since April 1, 2006. He has received an award for his role as Vice President – North for the year 2018-19 by All India Car Rentals and Leadership Excellence Award (Entrepreneur of the Year – Integrated Transportation Solutions) in 2014 by Brands Academy.	Indian Companies: • Jag Hardware Private Limited • Blueheaven Realcon Private Limited • Optimist Softech Private Limited • C R A Technologies Private Limited • CRA Agro Farms Private Limited • Eco Car Rental Services Private Limited Foreign Companies: NIL

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Sr. No	Name	Designation	Experience and Educational Qualification	Other Directorships
3.	Nidhi Seth	Non-Executive Director	She holds a bachelor's degree in arts (honors) from University of Delhi and a post graduate degree in fashion design from National Institute of Fashion Technology. She has been previously associated with Apparel United as the head designer.	Indian Companies: Nil Foreign Companies: Nil
4.	Rajeev Vij	Independent Director	He holds a bachelor's degree in science from University of Delhi and has an advanced diploma in systems management by NIIT. He has been previously associated with Microsoft India as a senior channel executive host and Global Outlook Private Limited as the chief executive officer.	Indian Companies: • Appagallop Private Limited Foreign Companies: NIL
5.	Debashish Das	Independent Director	He holds a master's degree in science in consultancy management from the Birla Institute of Technology and Science and a post graduate diploma in business management from Institute of Management Studies, Ghaziabad. He has also completed the LEAD (Learn Enhance Aspire Deliver): an advanced management programme from Indian Institute of Calcutta. He has been previously associated with Bharti Airtel Limited, Videocon Telecommunications Ltd., Bharat Business Channel Limited and Aptech Limited.	Indian Companies: NIL Foreign Companies: NIL
6.	Archana Jain	Independent Director	She holds a certificate of practice from the Institute of Chartered Accountants in India. She has been practising as an independent chartered accountant since November 3, 2011. She is engaged in providing taxation related consulting services to Biz2Credit Info Services Pvt Ltd, Freshtop Fruits Limited, M/s. Parth Universal Private Limited and M/s. Uniglobe Mod Travels Pvt Ltd.	Indian Companies: • Oriana Power Limited • Artes Magic Brush Private Limited • Gulshan Polyols Limited • TRSA India Private Limited • Tejas Cargo India Private Limited • Panchatv Bharat Private Limited Foreign Companies: NIL

OBJECTS OF THE OFFER

The objects of the Offer are to (i) achieve the benefits of listing the Equity Shares on the Stock Exchanges; and (ii) carry out the Offer for Sale of up to 18,000,000 Equity Shares by the Selling Shareholders. Further, our Company expects that listing of the Equity Shares will enhance our visibility and brand image and provide liquidity to our Shareholders and will also provide a public market for the Equity Shares in India. The Selling Shareholders will be entitled to the entire proceeds of the Offer after deducting the Offer expenses and relevant taxes thereon. Our Company will not receive any proceeds from the Offer.

Utilisation of the Offer Proceeds by Selling Shareholders: Our Company will not directly receive any proceeds from the Offer and all the Offer Proceeds will be received by the Selling Shareholders, in proportion to the Offered Shares sold by the respective Selling Shareholders as part of the Offer. For details of Offered Shares by each Selling Shareholder, see, "The Offer" on page 62 of the RHP.

Details and reasons for non-deployment or delay in deployment of proceeds or changes in utilisation of issue proceeds of past public offers / rights issues, if any, of our Company in the preceding 10 years: Not Applicable.

Terms of issuance of convertible security, if any: Not Applicable.

Name of Monitoring Agency: Not Applicable.

Shareholding Pattern as on the date of the RHP:

Category of shareholder	Pre-Issue number of Equity Shares (Number of fully paid-up Equity Shares held)	% Holding of Pre Issue Shareholding
Promoter and Promoter Group	58,649,986	97.75%
Public	1,350,014	2.25%
Total	60,000,000	100.00%

Number/amount of equity shares proposed to be sold by selling shareholders: Up to 18,000,000 Equity Shares of face value ₹ 2 each aggregating up to ₹ [●] million.

SUMMARY OF SELECTED FINANCIAL INFORMATION

(in ₹ million, except per share data)

Particulars	As at and for the Fiscal		
	March 31, 2024	March 31, 2023	March 31, 2022
(A) Equity Share capital	120.00	0.60	0.60
(B) Net worth ⁽¹⁾	1,774.12	1,151.25	715.64
(C) Revenue from operations	5,544.11	4,226.76	1,473.44
(D) Profit/ (loss) after tax	625.31	435.91	98.71
(E) Basic earnings per equity share (in ₹/share) ⁽²⁾	10.42	7.27	1.65
(F) Diluted earnings per equity share (in ₹/share) ⁽³⁾	10.42	7.27	1.65
(G) Net Asset Value per share (in ₹/share) ⁽⁴⁾	29.57	19.19	11.93
(H) Total borrowings ⁽⁵⁾	217.18	329.52	33.37

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Notes: (1) Net Worth means the aggregate value of the paid-up share capital and all reserves created out of the profits and securities premium account and debit or credit balance of profit and loss account, after deducting the aggregate value of the accumulated losses, deferred expenditure and miscellaneous expenditure not written off, as per the restated audited balance sheet, but does not include reserves created out of revaluation of assets, write-back of depreciation and amalgamation. (2) Basic EPS amounts are calculated by dividing the profit for the year attributable to equity shareholders of our Company by the weighted average number of equity shares outstanding during the year (as adjusted for sub-division of face value from ₹ 100 to ₹ 2 as approved by our Shareholders on November 18, 2023 and change in capital due to issue of bonus shares made by our Company on November 01, 2023). (3) Diluted EPS amounts are calculated by dividing the profit attributable to equity Shareholders by the weighted average number of Equity Shares outstanding during the year plus the weighted average number of Equity Shares that would be issued on conversion of all the dilutive potential Equity Shares into Equity Shares (as adjusted for sub-division of face value from ₹ 100 to ₹ 2 as approved by the Shareholders of our Company on November 18, 2023 and change in capital due to issue of bonus shares made by our Company on November 01, 2023). (4) Net Asset Value per share (NAV) is computed as Net worth as per the Restated Consolidated Financial Statements / Number of equity shares outstanding as at the end of year (as adjusted for sub-division of face value from ₹ 100 to ₹ 2 and change in capital due to issue of bonus shares). (5) Total borrowings means total of non-current and current borrowings.

For further details, see “Financial Statements” and “Other Financial Information” beginning on pages 208 and 249 of the RHP, respectively.

INTERNAL RISK FACTORS

Below mentioned risks are the top 5 risk factors as per the RHP:

1. We are measured against high quality service standards and governed by the terms and condition of our contracts with our customers. Any failure by us to comply with these standards or the terms and conditions may lead to the cancellation of existing and future bookings, which could adversely affect our reputation, business, results from operations, financial conditions and cash flows.
2. Our business depends on our relationships with vendors who supply vehicles and chauffeurs to us, and any adverse changes in such relationships, or our inability to enter into new relationships, could adversely affect our business and results of operations.
3. We derive a significant part of our revenue from some customers, and we do not have long term contracts with all of these customers. If one or more of such customers choose not to utilise our services or to terminate our contracts or agreements, our business, cash flows, financial condition and results of operations may be adversely affected.
4. Any downturn in Global capability centres (“GCC”) would create an adverse impact on our revenue from customers in the ETS business segment, cash flows and financial conditions.
5. Misconduct by our employees and contracted chauffeurs may be difficult to detect and could harm our brand and our reputation, or adversely affect our business prospects, results of operations and financial condition.

SUMMARY OF OUTSTANDING LITIGATION, CLAIMS AND REGULATORY ACTION

- A. A summary of outstanding litigation proceedings involving our Company, our Directors and our Subsidiary as on the date of the Red Herring Prospectus is set out below. See also “*Outstanding Litigation and Material Developments*” beginning on page 285 of the RHP.

Name of the Individual/ Entity	Criminal Proceedings	Tax Proceedings	Statutory or Regulatory Proceedings	Disciplinary actions by the SEBI or Stock Exchanges against our Promoters	Material Civil Litigations	Aggregate amount involved (in ₹ million)*
Company						
By the Company	4	Nil	Nil	Not applicable	Nil	5.55
Against the Company	4	15	Nil	Not applicable	1	77.86
Directors (excluding Promoters)						
By the Directors	Nil	Nil	Nil	Not applicable	Nil	Nil
Against the Directors	Nil	Nil	Nil	Not applicable	Nil	Nil
Promoters						
By the Promoters	Nil	Nil	Nil	Nil	2***	2.19
Against the Promoters	1**	9	Nil	Nil	Nil	19.34
Subsidiaries						
By the Subsidiaries	Nil	Nil	Nil	Not applicable	Nil	Nil
Against the Subsidiaries	Nil	2	Nil	Not applicable	Nil	5.65
Group Companies						
Outstanding litigation which may have a material impact on our Company	Nil	Nil	Nil	Not applicable	Nil	Nil

* To the extent quantifiable including interest and penalty if any, alleged by the tax authorities.

** This includes the criminal litigation against our Company, Promoters and Directors. For further details, see “Outstanding Litigations and Material Developments- Litigations filed against our Company- Criminal proceedings” on page 286 of the RHP.

*** This includes the litigation filed by our Promoters and Directors. For further details, see “Outstanding Litigations and Material Developments – Litigations filed by our Directors – Material Civil Litigation” on page 287 of the RHP.

B. Brief details of the material outstanding litigations against our Company and amount involved:

Sr. No.	Particulars	Litigation filed by	Current status	Amount involved (in ₹ million)
1.	Om Prakash Rana and others (the “ Petitioners ”) filed a writ petition dated January 17, 2005, against M/s Eco Tours and ET TRAV-AIDES Private Limited (<i>erstwhile name of our Company</i>) (the “ Respondents ”) before the High Court of Delhi, at New Delhi (“ High Court ”) for setting aside the award of the Labour Court dated February 24, 2003. The Petitioners had filed a complaint against the Respondents dated February 1, 1999 before the Assistant Labour Commissioner alleging that the Respondents had failed to pay them their minimum wages and other statutory dues. However, due to the lack of conciliation, the Petitioners approached the High Court by way of a writ petition dated October 16, 1999 to claim their statutory dues. The High Court by way of its order dated February 4, 2000 (the “ Order ”), directed the Respondents to provide all statutory facilities as demanded by the Petitioners and that the services of the Petitioners could not be terminated without due process of law. Subsequently, it was alleged that the Respondents terminated the services of certain workmen without complying with the due process of law and the workmen went on strike. On April 4, 2000, the Assistant Labour Commissioner filed a complaint against the Respondent before the Metropolitan Magistrate, Patiala House, New Delhi (the “ Labour Court ”) under section 19(4) of the Minimum Wages Act, 1948, alleging failure to maintain statutory records and non-payment of minimum wages. On April 25, 2000, the Petitioners filed a contempt petition against the Respondents for the non-compliance of the Order, however, it was dismissed on the ground that the matter was pending adjudication before the Labour Court. On February 24, 2003, the Labour Court passed an impugned award (“ Impugned Award ”) aggrieved by which some of the workers approached the High Court. The matter is currently pending.	Om Prakash Rana and others	Pending	-
	On October 4, 2020, Shyam Veer Singh (“the Defendant ”) was apprehended by the police officials at the Vasant Kunj South, Delhi, police station, while transporting intoxicants without a valid transport permit. The investigation officer filed a final report under section 173 of the Criminal Procedure Code, 1973 and sections 33 and 52 of the Delhi Excise Act, 2009, before the Additional Chief Metropolitan Magistrate, Delhi, against (i) Shyam Veer Singh (in his capacity as the driver of the Innova Crysta), (ii) Rajesh Loomba, (iii) Aditya Loomba, (iv) Chanchal Loomba and (v) Satpal Singh (in their capacity as the directors of our Company that own the Innova Crysta). The Excise Department of Delhi filed a case against our Company under section 33 of the Delhi Excise Act, 2009 and our Company’s vehicle, Innova Crysta, which was used by the Defendant to transport the goods, was seized by the police officials. Our Company filed a written submission dated February 9, 2021 stating that the Defendant had misused our Company’s vehicle without our knowledge and authorization. Further, we also submitted that the Defendant had executed a vehicle operating agreement on August 8, 2019 and as per the agreement, the Defendant was required to follow all the applicable rules and regulations. The Assistant Commissioner (Excise), New Delhi, passed an order dated May 24, 2022, releasing our Company’s vehicle from police custody. The matter is currently pending.	Shyam Veer Singh	Pending	-
	Tokla Ram Reddy (the “ Petitioner ”) filed a claim petition dated February 5, 2020 against our Company and others for compensation under section 166 of the Motor Vehicle Act, 1988 and rules 475/1b of the Andhra Pradesh before the Motor Accidents Claims Tribunal cum Hon’ble Chief Judge, City Civil Court, Hyderabad. The petitioner was on the way to his home on his Aactiva, when the driver of the bus of the Company came from the same direction in rash and negligent manner and dashed the petitioner from rear end, due to which the petitioner’s left leg was fractured. An FIR dated May 25, 2019 was filed under section 338 of the IPC against the driver. A claim for the sum of ₹0.5 million and court fee has been raised. The matter is currently pending.	Tokla Ram Reddy	Pending	₹0.5 million
	Pathalavath Savithri had filed two first information reports dated October 25, 2022 against Syed Naseer Ali, the car driver, at the police station in Chandrayanagutta, Hyderabad, under section 337 and 338, respectively, of the Indian Penal Code, 1860, alleging grievous hurt caused due to negligent and rash driving. Thereafter, complaints had been filed before the Court of Honorable Chief Metropolitan Magistrate, Hyderabad. Subsequently, our Company, has also been named as a respondent in the matter as the car is registered in our name. The matter is currently pending.	Pathalavath Savithri	Pending	-

C. Regulatory Action, if any - Disciplinary action taken by SEBI or stock exchanges against the Promoters in last 5 financial years including outstanding action, if any: Nil.

D. Brief details of outstanding criminal proceedings against the Promoters: For further details, see “Outstanding Litigation and Material Developments – Litigation involving our Company – Litigation filed against our Promoters – Criminal proceedings” on page 288 of the RHP.

For further details see “*Outstanding Litigations and Material Developments*” on page 285 of the RHP.

ANY OTHER IMPORTANT INFORMATION AS PER BRLMs / COMPANY - NIL

DECLARATION BY OUR COMPANY

We hereby certify and declare that all relevant provisions of the Companies Act, 2013 and the rules, or guidelines, or regulations issued by the Government of India or the rules, guidelines, or regulations issued by the Securities and Exchange Board of India, established under Section 3 of the Securities and Exchange Board of India Act, 1992, as the case may be, have been complied with and no statements, disclosures and undertakings made in the Red Herring Prospectus are contrary to the provisions of the Companies Act, 2013, the Securities Contracts (Regulation) Act, 1956, the Securities Contracts (Regulation) Rules, 1957, the Securities and Exchange Board of India Act, 1992, each as amended, or the rules made or the guidelines or regulations issued thereunder, as the case may be. We further certify that all statements, disclosures and undertakings in the Red Herring Prospectus are true and correct.

DECLARATION BY THE SELLING SHAREHOLDERS

We hereby certify and declare that all statements, disclosures, and undertakings made or confirmed by me in the Red Herring Prospectus about or specifically in relation to himself and portion of the Equity Shares being offered by me in the Offer are true and correct. We assume no responsibility, as a Selling Shareholder, for any other statements, disclosures or undertakings including, any of the statements, disclosures or undertakings made or confirmed by or relating to the Company or any other person(s) in the Red Herring Prospectus.

IN THE NATURE OF ABRIDGED PROSPECTUS - MEMORANDUM CONTAINING SALIENT FEATURES OF THE RED HERRING PROSPECTUS (RHP)

BIDDER'S UNDERTAKING AND CONFIRMATION FOR BID REVISION FORM

I/We (on behalf of joint Bidders, if any) confirm that the Acknowledgement Slip for my/our Bids is enclosed for the revisions which are being requested. I/We agree to be bound by all the terms & conditions mentioned in the Bid Cum Application Form submitted earlier by me/us. I/We (on behalf of joint Bidders, if any) authorise you to reject this Bid Revision Form, in case any of the details of my/our existing Bids as appearing on the electronic book building system do not tally with the details given in this Bid Revision Form.

INSTRUCTIONS FOR FILLING UP THE REVISION FORM

- Name of Sole Bidder / First Bidder should be exactly the same as it appears in the depository records. In case of joint Bids, the Bid cum Application Form should contain only the name of the First Bidder whose name should also appear as the first holder of the beneficiary account held in joint names. The Bid means an "indication to make an offer" and not an "offer".
- Please ensure that the Bid options provided are in the same order as that provided in the Bid Cum Application Form submitted earlier.
- In case there is no change in the particular Bid option, please write "NO CHANGE". In case you want to cancel the Bid option, please write "CANCELLED".
- Total Bid Amount payable must be calculated for the highest of three options, at Bid Price. Total Bid Amount to be paid must be calculated net of total amount paid at the time of submission of Bid cum Application Form. Bidders, please ensure that your bank has notified an SCSS Branch in the city where the Bid cum Application Form is being submitted.
- Revision of Bids in case of Revision of Price Band:** In case of an upward revision in the Price Band, Retail Individual Bidders who had Bid at Cut-off Price could either (i) revise their Bid or (ii) shall make additional payment based on the cap of the revised Price Band (such that the total amount i.e., original Bid Amount plus additional payment does not exceed ₹ 200,000 if the Bidder wants to continue to Bid at Cut-off Price), with the SCSSs/ members of the Syndicate/Registered Brokers/RTA/CDPs to whom the original Bid was submitted. In case the total amount (i.e., original Bid Amount plus additional payment) exceeds ₹ 200,000, the Bid will be considered for allocation under the Non-Institutional Portion in terms of the RHP or the Preliminary Offering Memorandum as applicable. If, however, the Bidder does not either revise the Bid or make additional payment and the Offer Price is higher than the cap of the Price Band prior to revision, the number of Equity Shares Bid for, shall be adjusted downwards for the purpose of Allotment, such that no additional amount would be required to be blocked and the Bidder is deemed to have approved such revised Bid at Cut-off Price. In case of a downward revision in the Price Band, announced as above, UPI Bidders who have bid at Cut-off Price, could either revise their Bid or the excess amount blocked at the time of bidding would be unblocked from the ASBA Account after the Allotment is finalised.
- Only the Sole Bidder / First Bidder is required to sign the Bid Cum Application Form/Revision Form. Thumb impressions and signatures other than in the languages specified in the Eighth Schedule to the Constitution of India must be attested by a Magistrate or a Notary Public or a Special Executive Magistrate under official seal. Applicants should specify only his/her ASBA bank account or UPI ID linked with his/her own bank account in case of sole Bidder and ASBA bank account or UPI ID linked with the bank account of First Bidder in case of joint Bidder, in the application form. If the First Bidder is not the account holder, ensure that the Bid cum Application Form is signed by the ASBA Account holder. Signature of the ASBA Account holder is mandatory.
- Please note that application made using third party UPI ID or third party ASBA Bank A/c are liable to be rejected.
 - QIB cannot apply through UPI and Non-Institutional Investors bidding for an amount exceeding ₹ 500,000 cannot use UPI Mechanism to apply. UPI Bidders applying up to ₹ 500,000 can apply through UPI mode as per NPCI vide circular reference no. NPCI/UP/OC No. 127/2021-22 dated December 9, 2021 read with SEBI circular no. SEBI/HO/CFD/DIL2/CIR/P/2022/45 dated April 5, 2022.
 - For Retail Individual Bidders (RIBs) and Non-Institutional Bidders with Application size up to ₹ 500,000 ("UPI Bidders") bidding through the UPI Mechanism.
 - Please ensure that your bank is offering UPI facility for Public Issues.
 - Please mention UPI ID clearly in CAPITAL LETTERS only.
 - Ensure that the (a) bank where the bank account linked to their UPI ID is maintained; and (b) UPI Bidders bidding through the UPI Mechanism may apply through the SCSSs and mobile applications whose names appear on the website of the SEBI (<https://www.sebi.gov.in/sebiweb/other/OtherAction.do?doRecognisedPr=yes&ntmid=43>) respectively, as updated from time to time.
 - Eligible NRIs applying in the Issue through the UPI Mechanism, are advised to enquire with the relevant bank where their account is UPI linked prior to submitting their Bid cum Application Form.
 - UPI ID cannot exceed 45 characters.
 - Please ensure that you are using your UPI ID only and not the UPI ID of any third party.
 - UPI Bidders bidding through the UPI Mechanism shall ensure that details of the Bid are reviewed and verified by opening the attachment in the UPI Mandate Request and then proceed to authorise the UPI Mandate Request using his/her UPI PIN. For further details, see "Offer Procedure" on page 315 of the RHP.
- Other Instructions:** a. Revision to Bids must be made only in the prescribed Revision Form, as applicable; b. Revision Form must be completed in full, in BLOCK LETTERS in ENGLISH. Bidders should note that the members of the Syndicate/ SCSSs/Registered Brokers/RTA/CDPs will not be liable for errors in data entry due to incomplete or illegible Revision Forms; c. Ensure that Acknowledgement Slip for your Bid and any other applicable documents in support of the revision are attached with the Revision Form; and d. Bidders shall only be required to issue instruction to block the revised amount in excess of their original blocked amount based on the cap of the revised Price Band upon an upward revision of their Bid.
- Revision(s) in the Bid, the Bidders/Applicants will have to use the services of the same Designated Intermediary through which such Bidder/Applicant had placed the original Bid. Bidders/Applicants are advised to retain copies of the blank Revision Form and the Bid(s) must be made only in such Revision Form or copies thereof. Investors must ensure that their PAN is linked with Aadhar card and are in compliance with the CDDT notification dated February 13, 2020 and press release dated June 25, 2021 read with press release dated September 17, 2021 and CDDT circular no. 7 of 2022, dated March 30, 2022, read with press release dated March 28, 2023 and any subsequent press releases in this regard.

OFFER STRUCTURE

Particulars	QIBs ⁽¹⁾	Non-Institutional Bidders	Retail Individual Bidders
Number of Equity Shares available for Allotment/ allocation ⁽²⁾	Not more than [●] Equity Shares	Not less than [●] Equity Shares available for allocation or Offer less allocation to QIB Bidders and Retail Individual Bidders	Not less than [●] Equity Shares available for allocation or Offer less allocation to QIB Bidders and Non-Institutional Bidders
Percentage of Offer size available for Allotment/ allocation	Not more than 50% of the Offer shall be available for allocation to QIBs. However, up to 5% of the QIB Portion (excluding the Anchor Investor Portion) shall be available for allocation proportionately to Mutual Funds only. Mutual Funds participating in the Mutual Fund Portion will also be eligible for allocation in the remaining balance QIB Portion (excluding the Anchor Investor Portion). The unsubscribed portion in the Mutual Fund Portion will be available for allocation to other QIBs	Not less than 15% of the Offer or the Offer less allocation to QIBs and Retail Individual Bidders will be available for allocation, out of which: <ul style="list-style-type: none"> (i) one-third of the portion available to Non-Institutional Bidders shall be reserved for applicants with an application size of more than ₹200,000 and up to ₹1,000,000; and (ii) two-third of the portion available to Non-Institutional Bidders shall be reserved for applicants with application size of more than ₹1,000,000 provided that the unsubscribed portion in either of the sub-categories specified above may be allocated to applicants in the other sub-category of Non-Institutional Bidders	Not less than 35% of the Offer or the Offer less allocation to QIBs and Non-Institutional Bidders will be available for allocation
Basis of Allotment/ allocation if respective category is oversubscribed*	Proportionate as follows (excluding the Anchor Investor Portion): <ul style="list-style-type: none"> (a) up to [●] Equity Shares shall be available for allocation on a proportionate basis to Mutual Funds only; and (b) up to [●] Equity Shares shall be available for allocation on a proportionate basis to all QIBs, including Mutual Funds receiving allocation as per (a) above. Our Company and the Selling Shareholders, in consultation with the BRLMs, may allocate up to 60% of the QIB Portion (of up to [●] Equity Shares) may be allocated on a discretionary basis to Anchor Investors of which one-third shall be available for allocation to Mutual Funds only, subject to valid Bid received from Mutual Funds at or above the Anchor Investor Allocation Price	The allotment of specified securities to each Non-Institutional Bidder shall not be less than the minimum application size, subject to availability in the Non-Institutional Portion, and the remainder, if any, shall be allotted on a proportionate basis in accordance with the conditions specified in the SEBI ICDR Regulations. For details see, "Offer Procedure" on page 315 of the RHP.	The allotment to each Retail Individual Bidder shall not be less than the minimum Bid lot, subject to availability of Equity Shares in the Retail Portion and the remaining available Equity Shares if any, shall be allotted on a proportionate basis. For details, see "Offer Procedure" on page 315 of the RHP.
Minimum Bid	Such number of Equity Shares so that the Bid Amount exceeds ₹200,000 and in multiples of [●] Equity Shares	Such number of Equity Shares so that the Bid Amount exceeds ₹200,000 and in multiples of [●] Equity Shares	[●] Equity Shares and in multiples of [●] Equity Shares
Maximum Bid	Such number of Equity Shares in multiples of [●] Equity Shares so that the Bid does not exceed the size of the Offer (excluding the Anchor Portion), subject to applicable limits	Such number of Equity Shares in multiples of [●] Equity Shares so that the Bid does not exceed the size of the Offer (excluding the QIB Portion), subject to applicable limits	Such number of Equity Shares in multiples of [●] Equity Shares so that the Bid Amount does not exceed ₹200,000
Mode of Allotment	Compulsorily in dematerialised form		
Bid Lot	[●] Equity Shares and in multiples of [●] Equity Shares thereafter		
Allotment Lot	[●] Equity Shares and thereafter in multiples of one Equity Share thereafter		
Trading Lot	One Equity Share		
Who can apply ⁽³⁾⁽⁴⁾	Public financial institutions as specified in Section 2(72) of the Companies Act 2013, scheduled commercial banks, Mutual Funds registered with SEBI, FPIs (other than individuals, corporate bodies and family offices), VCFs, AIFs, state industrial development corporation, insurance company registered with IRDAI, provident fund with minimum corpus of ₹250 million, pension fund with minimum corpus of ₹250 million National Investment Fund set up by the Government, insurance funds set up and managed by army, navy or air force of the Union of India, insurance funds set up and managed by the Department of Posts, India and Systemically Important NBFCs.	Resident Indian individuals, Eligible NRIs, HUFs (in the name of karta), companies, corporate bodies, scientific institutions, societies, trusts and FPIs who are individuals, corporate bodies and family offices	Resident Indian individuals, Eligible NRIs and HUFs (in the name of karta)
Mode of Bidding	Only through the ASBA process (except for Anchor Investors).	Only through the ASBA process (including UPI Mechanism for Bids up to ₹50 million).	Only through the ASBA process (including the UPI Mechanism).
Terms of Payment	In case of Anchor Investors: Full Bid Amount shall be payable by the Anchor Investors at the time of submission of their Bids ⁽⁶⁾ In case of all other Bidders: Full Bid Amount shall be blocked in the bank account of the ASBA Bidder (other than Anchor Investors) that is specified in the ASBA Form at the time of submission of the ASBA Form		

* Assuming full subscription in the Offer

- Our Company and the Selling Shareholders, in consultation with the BRLMs, may allocate up to 60% of the QIB Portion to Anchor Investors on a discretionary basis in accordance with the SEBI ICDR Regulations. One-third of the Anchor Investor Portion shall be reserved for domestic Mutual Funds, subject to valid Bids being received from domestic Mutual Funds at or above the price Anchor Investor Allocation Price. In the event of under-subscription or non-allotment in the Anchor Investor Portion, the balance Equity Shares in the Anchor Investor Portion shall be added to the Net QIB Portion. For details, see "Offer Structure" on page 312 of the RHP.
- Subject to valid Bids being received at or above the Offer Price. This is an Offer in terms of Rule 19(2)(b) of the SCRR read with Regulation 45 and in compliance with Regulation 6(1) of the SEBI ICDR Regulations wherein not more than 50% of the Offer shall be available for allocation on a proportionate basis to QIBs. Such number of Equity Shares representing 5% of the Net QIB Portion shall be available for allocation on a proportionate basis to Mutual Funds only. The remainder of the Net QIB Portion shall be available for allocation on a proportionate basis to QIBs, including Mutual Funds, subject to valid Bids being received from them at or above the Offer Price. However, if the aggregate demand from Mutual Funds is less than 5% of the Net QIB Portion, the balance Equity Shares available for allocation in the Mutual Fund Portion will be added to the remaining Net QIB Portion for proportionate allocation to all QIBs. Further, not less than 15% of the Offer shall be available for allocation to Non-Institutional Bidders and not less than 35% of the Offer shall be available for allocation to Retail Individual Bidders in accordance with the SEBI ICDR Regulations, subject to valid Bids being received from them at or above the Offer Price. The Equity Shares available for allocation to Non-Institutional Bidders under the Non-Institutional Portion, shall be subject to the following: (i) one-third of the portion available to Non-Institutional Bidders shall be reserved for applicants with an application size of more than ₹1.00 million, and (ii) two third of the portion available to Non-Institutional Bidders shall be reserved for applicants with an application size of more than ₹1.00 million, provided that the unsubscribed portion in either of the aforementioned sub-categories may be allocated to applicants in the other sub-category of Non-Institutional Bidders. Subject to valid Bids being received at or above the Offer Price, under-subscription, if any, in the Non-Institutional Portion or the Retail Portion would be allowed to be met with spill-over from other categories or a combination of categories at the discretion of our Company and the Selling Shareholders in consultation with the BRLMs and the Designated Stock Exchange, on a proportionate basis. However, under-subscription, if any, in the QIB Portion will not be allowed to be met with spill-over from other categories or a combination of categories. For further details, see "Terms of the Offer" on page 306 of the RHP.
- In case of joint Bids, the Bid cum Application Form should contain only the name of the first Bidder whose name should also appear as the first holder of the beneficiary account held in joint names. The signature of only such first Bidder would be required in the Bid cum Application Form and such first Bidder would be deemed to have signed on behalf of the joint holders. Our Company reserves the right to reject, in its absolute discretion, all or any multiple Bids, except as otherwise permitted, in any or all categories.
- Full Bid Amount shall be payable by the Anchor Investors at the time of submission of the Anchor Investor Application Forms provided that any difference between the Anchor Investor Allocation Price and the Anchor Investor Offer Price shall be payable by the Anchor Investor Pay-In Date as indicated in the CAN. Bidders will be required to confirm and will be deemed to have represented to our Company, the Selling Shareholders, the Underwriters, their respective directors, officers, agents, affiliates and representatives that they are eligible under applicable law, rules, regulations, guidelines and approvals to acquire the Equity Shares.

The Bids by FPIs with certain structures as described under the section entitled "Offer Procedure - Bids by FPIs" on page 315 of the RHP and having same PAN may be collated and identified as a single Bid in the Bidding process. The Equity Shares Allocated and Allotted to such successful Bidders (with same PAN) may be proportionately distributed. Bidders will be required to confirm and will be deemed to have represented to our Company, the Underwriters, their respective directors, officers, agents, affiliates and representatives that they are eligible under applicable law, rules, regulations, guidelines and approvals to acquire the Equity Shares.

COMMON BID
REVISION FORM

ECOS (INDIA) MOBILITY & HOSPITALITY LIMITED - INITIAL PUBLIC OFFER - NR

Corporate Identity Number: U74999DL1996PLC076375

Registered and Corporate Office: 45, First Floor, Corner Market, Malviya Nagar, New Delhi-110017;
Contact Person: Shweta Bhardwaj, Company Secretary and Compliance Officer; Tel: +91 11 41326436;

E-mail: legal@ecorentacar.com; Website: www.ecosmobility.com

FOR NON-RESIDENTS, INCLUDING ELIGIBLE NRIs,
FPIs, FVCIs AND REGISTERED MULTI LATERAL AND
BILATERAL DEVELOPMENT FINANCIAL INSTITUTIONS
ETC. APPLYING ON A REPATRIATION BASISTo,
The Board of Directors
ECOS (INDIA) MOBILITY & HOSPITALITY LIMITED100% BOOK BUILT OFFER
ISIN: INE06HJ01020
LEI No.: 984500C16CB98DRE1446Bid cum
Application
Form No.

MEMBERS OF THE SYNDICATE STAMP & CODE	SUB-SYNDICATE MEMBER/ REGISTERED BROKER SCSB/CDP/RTA STAMP & CODE
SUB-BROKER'S / SUB-AGENT'S STAMP & CODE	SCSB BRANCH STAMP & CODE
BANK BRANCH SERIAL NO.	SCSB SERIAL NO.

1. NAME & CONTACT DETAILS OF SOLE / FIRST BIDDER
Mr. /Ms./M/s. _____
Address _____
_____ Email _____
Tel. No. (with STD code) / Mobile _____
2. PAN OF SOLE / FIRST BIDDER

3. BIDDER'S DEPOSITORY ACCOUNT DETAILS <input type="checkbox"/> NSDL <input type="checkbox"/> CDSL
For NSDL enter 8 digit DP ID followed by 8 digit Client ID / For CDSL enter 16 digit Client ID

PLEASE CHANGE MY BID

Bid Options	No. of Equity Shares Bid (Bids must be in multiples of Bid Lot as advertised)									Price per Equity Share (₹) / "Cut-off" (Price in multiples of ₹ 1/- only)											
	(In Figures)									(In Figures Only)											
										Bid Price			Retail Discount			Net Price			"Cut-off" (Please ✓ tick)		
Option 1										3	2	1	3	2	1	3	2	1	<input type="checkbox"/>		
(OR) Option 2																			<input type="checkbox"/>		
(OR) Option 3																			<input type="checkbox"/>		

Bid Options	No. of Equity Shares Bid (Bids must be in multiples of Bid Lot as advertised)									Price per Equity Share (₹) / "Cut-off" (Price in multiples of ₹ 1/- only)											
	(In Figures)									(In Figures Only)											
										Bid Price			Retail Discount			Net Price			"Cut-off" (Please ✓ tick)		
Option 1										3	2	1	3	2	1	3	2	1	<input type="checkbox"/>		
(OR) Option 2																			<input type="checkbox"/>		
(OR) Option 3																			<input type="checkbox"/>		

6. PAYMENT DETAILS [IN CAPITAL LETTERS]

Additional Amount Blocked (₹ in figures)	_____	(₹ in words)	_____
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ASBA	_____
Bank A/c No.	_____
Bank Name & Branch	_____
OR	_____
UPI ID (Maximum 45 characters)	_____

I/WE (ON BEHALF OF JOINT BIDDERS, IF ANY) HEREBY CONFIRM THAT I/WE HAVE READ AND UNDERSTOOD THE TERMS AND CONDITIONS OF THIS BID REVISION FORM, THE ATTACHED ABRIDGED PROSPECTUS AND THE GENERAL INFORMATION DOCUMENT FOR INVESTING IN PUBLIC OFFERS ("GID") AND HEREBY AGREE AND CONFIRM THE "BIDDER'S UNDERTAKING" AS GIVEN ALONG WITH THE COMMON BID CUM APPLICATION FORM. I/WE (ON BEHALF OF JOINT BIDDERS, IF ANY) HEREBY CONFIRM THAT I/WE HAVE READ THE INSTRUCTIONS FOR FILLING UP THIS BID REVISION FORM GIVEN OVERLEAF.

7A. SIGNATURE OF SOLE/ FIRST BIDDER	7B. SIGNATURE OF ASBA BANK ACCOUNT HOLDER(S) (AS PER BANK RECORDS)	7C. MEMBERS OF THE SYNDICATE / SUB - SYNDICATE MEMBER / REGISTERED BROKER / SCSB / CDP / RTA / AGENTS STAMP (Acknowledging upload of Bid in Stock Exchange system)
Date : _____, 2024	I/We authorise the SCSB to do all acts as are necessary to make the application in the Offer. 1) _____ 2) _____ 3) _____	

TEAR HERE

ECO MOBILITY	ECOS (INDIA) MOBILITY & HOSPITALITY LIMITED BID REVISION FORM - INITIAL PUBLIC OFFER - NR	Acknowledgement Slip for members of the Syndicate / Sub-Syndicate Member / Registered Broker / SCSB / CDP / RTA / AGENTS	Bid cum Application Form No.
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DPID / CLID	_____	PAN of Sole / First Bidder	_____
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Additional Amount Blocked (₹ in figures)	ASBA Bank A/c No./UPI ID	Stamp and Signature of SCSB Branch / members of the Syndicate / Sub-Syndicate Member / Registered Broker / CDP / RTA / Agent
Bank Name & Branch	_____	
Received from Mr./Ms./M/s.	_____	
Telephone / Mobile	_____	
Email	_____	

TEAR HERE

ECOS (INDIA) MOBILITY & HOSPITALITY LIMITED - BID REVISION FORM - INITIAL PUBLIC OFFER - NR	Option 1	Option 2	Option 3	Stamp & Signature of members of the Syndicate / Sub-Syndicate Member / Registered Broker / SCSB / CDP / RTA / Agents	Name of Sole / First Bidder
	No. of Equity Shares				
	Bid Price (₹)				
	Additional Amount Blocked (₹ in figures)				
ASBA Bank A/c No. /UPI ID				Acknowledgement Slip for Bidder	Bid cum Application Form No.
Bank Name & Branch					
Important Note : Application made using third party UPI ID or ASBA Bank A/c are liable to be rejected.					