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Frost & Sullivan: Introduction

Founded in 1961, we are a global company with 40+ offices on 6 continents. Frost & Sullivan has the broadest industry coverage of any company in the world - covering 10 key industries, 35 sectors, and 300 markets. As the market leader in growth consulting, we deliver a global perspective that companies need to be successful in a truly global economy.

Frost & Sullivan's focus is to help companies achieve real and sustainable growth. Our market intelligence, customized growth consulting, growth strategies and IPO support, enable CEOs and their growth teams to identify growth opportunities, effectively evaluate which have the highest probability for success, and create highly effective collaborative teams that deliver results.

Frost & Sullivan works closely with companies and their management teams to accelerate growth and achieve best-in-class position in growth, innovation, and leadership. The company's Growth Partnership Service provides the CEO and the CEO's Growth Team with disciplined research and best practice models to drive the generation, evaluation, and implementation of powerful growth strategies. Frost & Sullivan leverage's over 47 years of experience in partnering with Global 1000 companies, emerging businesses, and the investment community.



- i. Market Intelligence Services
- ii. Growth Consulting Services
- iii. Growth Implementation Services

Our Expertise



Experience

- 60 years of proven global experience
- Trusted partner of Investors, Corporates & governments



Coverage

- Industry convergence through comprehensive coverage
- Global footprint to match clients' needs



Analytics

- Innovation Generator™ driving six analytical perspectives
- Proprietary growth tools & frameworks

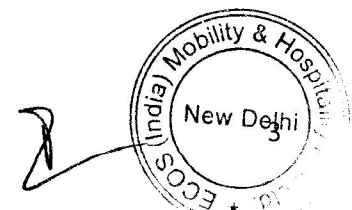


Best Practices

- Growth Pipeline Engine™ and Companies to Action™
- Ten Growth Processes: best practices foundation

Client Impact

- **FUTURE GROWTH POTENTIAL:** Maximized through collaboration
- **GROWTH PIPELINE:** Continuous flow of Growth opportunities
- **GROWTH STRATEGIES:** Proven Best Practices
- **INNOVATION CULTURE:** Optimized Customer Experience
- **ROI & MARGIN:** Implementation Excellence
- **TRANSFORMATIONAL GROWTH:** Industry Leadership



Frost & Sullivan Global Reach:

What makes Frost & Sullivan unique?

- **Focused Exclusively on Growth** – Frost & Sullivan works with clients to develop innovative growth strategies based on market intelligence, best practices, and industry thought leadership.
- **Broadest Industry Coverage of any Company Globally** – Today more than ever it is essential that companies look at more than just their own industry. Economic shifts and emerging technologies are creating both competition and growth opportunities every day and successful companies must look at a number of industries and markets in which to build successful growth strategies.
- **Global Team of Analysts and Consultants** – With over 1,800 industry analysts and consultants in 40 offices covering 80 countries, Frost & Sullivan is well positioned to ensure clients have a timely understanding of global and regional industries and markets. We offer global support, coverage, and perspectives allowing clients to effectively operate in today's global marketplace.
- **Industry and Career Focus** – Frost & Sullivan understands that executives need more than just industry information; they need to capture best practices about ways to make their contribution to their companies more effective. By researching and capturing best practices, bringing together industry thought leaders with the most encompassing market intelligence.
- **360 Degree Perspective** – Frost & Sullivan's proprietary approach integrates 7 key research methodologies to significantly enhance the breadth and accuracy of decision-making capabilities.
- From Market Research, IPO Support to implementation of marketing programs- Building on our comprehensive research base covering market, technology, economic and customer research-Frost & Sullivan works closely with clients to create successful integrated marketing programs to enhance our clients' brand, create powerful demand generation programs and support revenue generation programs. Continuous Market Monitoring – Frost & Sullivan produces a market information database that is considered one of the best collections of high technology information, market research, and intelligence in the world. Our leading industry analysts add to this daily from our global research offices.



A handwritten signature in black ink, consisting of a stylized 'R' followed by a horizontal line.

Industries & Markets

Frost & Sullivan gives our clients visibility to the most extensive range of growth opportunities, because we have the broadest industry and market research coverage of any company globally. With over 1,800 analysts and consultants on the ground in markets around the globe - we are your global partner.

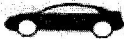
Our proprietary methodology helps us track multiple industries seamlessly and provide our clients with information of their industries and also their support and servicing industries. Our Methodology enables a client to have

- Continuous access to leading global research that encompasses economic, technology, industry, competitive, customer, and best practices information to make critical growth decisions
- Market information and analysis across a broad industry spectrum that ensures clients maintain a close eye on their markets, as well as complementary and converging markets
- Access to global Industry Analysts and Thought Leaders to personally discuss critical growth issues and gain a more in-depth perspective on the markets
- Real-time technology intelligence, including emerging and disruptive technologies, new R&D breakthroughs, and technology forecasting and impact analysis
 - Comprehensive analysis of key growth markets to provide clients with financial, marketing, and business development information on current trends and issues that impact investment and financial decisions

Our Industry Coverage



**Aerospace &
Defense**



**Automotive
Transportation
& Logistics**



**Minerals &
Mining**



**Measurement &
Instrumentation**



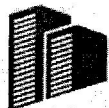
**Energy &
Power
Systems**



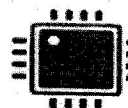
**Chemicals &
Materials**



**Consumer
Technologies**



**Environment &
Building
Technologies**



**Electronics &
Security**



**Information &
Communication
Technologies**



Healthcare



**Industrial
Automation &
Process Control**

Timelines:

6 Weeks from the date of signing of the LoA

- 4-5 weeks for an interim draft report (report completion at 80%)
- Additional 1 week to close the rest of the report and address comments / incorporate feedback
- On completion, specific chapters will be shared by F&S for client feedback
- The project will commence 3 days from receipt of confirmation

Commercial

INR 24.0 Lacs + Applicable Taxes

Invoicing Terms:

- 40% on sign off
- 30% on delivery of the draft report
- 30% on delivery of the final report

Payment Terms:

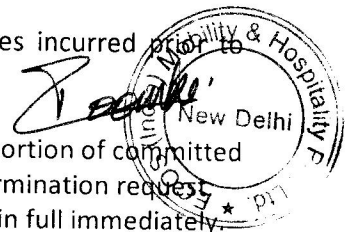
- Due now

Terms & Conditions:

- All invoices are due upon receipt. Unpaid invoices not paid within 30 days will be subject to a 1.5 percent late fee per month past due.
- Any change in the scope or content of work from that stated in the project scope will be reflected in a change of work order, agreed upon by both the Client and Frost & Sullivan. The revised scope may reflect additional billing as required and may result in a revised invoice or be reflected in a time and expenses billing. This additional work will begin only when the change order signed by the Client is received by Frost & Sullivan.
- The stated project fee includes the delivery to the Client at the project's completion of electronic copies of the research deliverables for this project in PowerPoint, Word or Excel formats.
- Frost & Sullivan will undertake on update within the scope of study based on query coming in from client to one or two sections of the study based on recent updates that has been published in the public domain within a period of 90 days from the date of delivery of the report. Any updates exceeding the above will be reviewed by Frost & Sullivan with additional cost.
- Any update request coming after 90 days will be reviewed and any associate cost will be presented to the client for evaluation and sign off.
- Frost & Sullivan retains the right to use market related knowledge from this project as part of its ongoing research, with the exception of confidential materials that provide or relate to Client information, customized metrics and strategic recommendations developed specifically for the Client in the context of this project.
- Written deliverables may be reproduced in printed and electronic format for distribution within the client organization. Any part of this report that is used in public domain communications (e.g. press releases) be reviewed and approved by Frost & Sullivan prior to their publication. This is to assure that any data or conclusions are presented in the proper context, to avoid any misunderstanding by the reader or audience, and to ensure the accuracy of the data.



- Neither the Client nor its parent or any subsidiary organization will actively solicit to employ any Frost & Sullivan employee connected to this project for a period of 12 months following project completion. Should such an event occur, The Client agrees to damages of two times the person's annualized salary, due and payable immediately to Frost & Sullivan.
- Frost & Sullivan will always strive to provide first-rate work. However, there is no representation of certainty, express or implied, by Frost & Sullivan, except in the case of demonstrable negligence on the part of Frost & Sullivan. This is because the markets we study have varying degrees of fragmentation. The Client acknowledges this and accepts this point. The Client waives any claim to actual, consequential, or punitive damages against Frost & Sullivan based on their reliance on Frost & Sullivan's work, except in the case of demonstrable negligence on the part of Frost & Sullivan.
- Some data may be considered proprietary or sensitive by companies and/or individuals to be interviewed or surveyed, and they may be unwilling to divulge any given piece of information or data to Frost & Sullivan. All research and analysis will therefore be executed on a "best efforts" basis.
- The Client shall have 10 business days following the final presentation of the project results to request clarifications or submit questions that are reasonable and within the original scope of the project. Additional work beyond the scope of the project or the 10 business days will be billed on a time and expenses basis.
- The Client may terminate this agreement provided there is a reasonable basis and that an agreement is signed in writing by both parties. Work on the engagement will cease on the day that the request to terminate is received by Frost & Sullivan. The Client agrees to pay Frost & Sullivan
 - a pro rata fee for tasks accomplished plus related direct expenses incurred prior to termination
 - ~~a cancellation penalty of 10% of the full contract value,~~
 - Any costs Frost & Sullivan has incurred and/or any non-refundable portion of committed costs incurred prior to Frost & Sullivan receiving the engagement termination request
 - Termination charges will be invoiced to the Client and must be paid in full immediately.
- Frost & Sullivan shall not be liable for delays or failures in performing its obligations resulting from any cause beyond Frost & Sullivan's reasonable control. In the event of any material delay, Frost & Sullivan will notify the Client and specify the revised schedules as soon as practicable.
- Both parties must agree upon any change, extension or reduction in the scope of the project in writing. The revised scope will be reflected via either a revised letter of engagement or a time and expenses billing, which will reflect additional billing as required to complete additional work.
- The Client may request Frost & Sullivan to make additional presentations of results of this project beyond what has been specified in the project scope. Frost & Sullivan will bill the Client on a time and expenses basis, including preparation, presentation and time.
- All of our material is by default written in English, unless it has been specifically agreed in the context of the project definition that our material would be written in another common language. In case the Client wishes to have our material translated in an additional language all translation costs will be charged to the Client.



Letter of Agreement:

By signing this agreement both parties commit to the project as laid out in its entirety in the proposal dated **December 11, 2023** and the terms and conditions outlined in this document

Engagement Title	Analysis of Corporate Mobility Market in India
Invoicing Value	INR 24,00,000/ + applicable taes
Invoicing Terms	<ul style="list-style-type: none">• 40% on sign off• 30% on delivery of the draft report• 30% on delivery of the final report
Payment Terms	Due Now
Whether PO is mandated by client before sending the invoice	No
Parties to this Contract:	
Frost & Sullivan (India) Private Limited ASV Hansa, No. 53 Greams Road Thousand Lights, Chennai – 600 006, Tamil Nadu Phone: 91.44.61606666 Fax: 91.44.42300369 CIN-U74140TN1999PTC079226 GSTIN*: 33AAACF4252A1ZE	Company Name: Ecos (India) Mobility & Hospitality Pvt. Ltd. Company Address: 45, First Floor, Corner Market, Malviya Nagar, New Delhi-110017 GST Details: 07AABCE1357N1ZI TAN Details: DELE03134F  
Signature:	Signature:
Name: Robin A Joffe	Name: Rajesh Loomba
Title: MD and Partner	Title: Managing Director
Date:	Date: 15/12/2023