

Date: January 25, 2022

**To,
Department of Corporate Services,
BSE Limited**

Phiroze Jeejeebhoy Towers,
Dalal Street, Mumbai - 400 001

**To,
Listing Department,
National Stock Exchange of India Limited**

Exchange Plaza, C-1, G Block,
Bandra Kurla Complex,
Bandra (E), Mumbai - 400 051

Scrip Code: **543333**

Scrip Symbol: **CARTRADE**

ISIN: INE290S01011

Sub.: Investors Presentation on the unaudited standalone and consolidated financial results of the Company for the third quarter and nine months ended December 31, 2021

Further to our letter dated January 22, 2022 and pursuant to Regulation 30 of the Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015, please find enclosed a copy of Investors Presentation on the unaudited standalone and consolidated financial results of the Company for the third quarter and nine months ended December 31, 2021.

You are requested to kindly take the above information on your records.

The copy of the same is also being uploaded on the website of the Company.

Yours faithfully,

For CarTrade Tech Limited

Lalbahadur Pal
Company Secretary and Compliance officer
Mem. No. A40812

Enclosed: a/a

CarTrade Tech



 carwale

 BIKEwale

CarTrade.com

 SHRIRAM
automall
THE POWER OF CHOICE

 ADROIT AUTO™

Investor Presentation

For the quarter and nine months ended December 2021

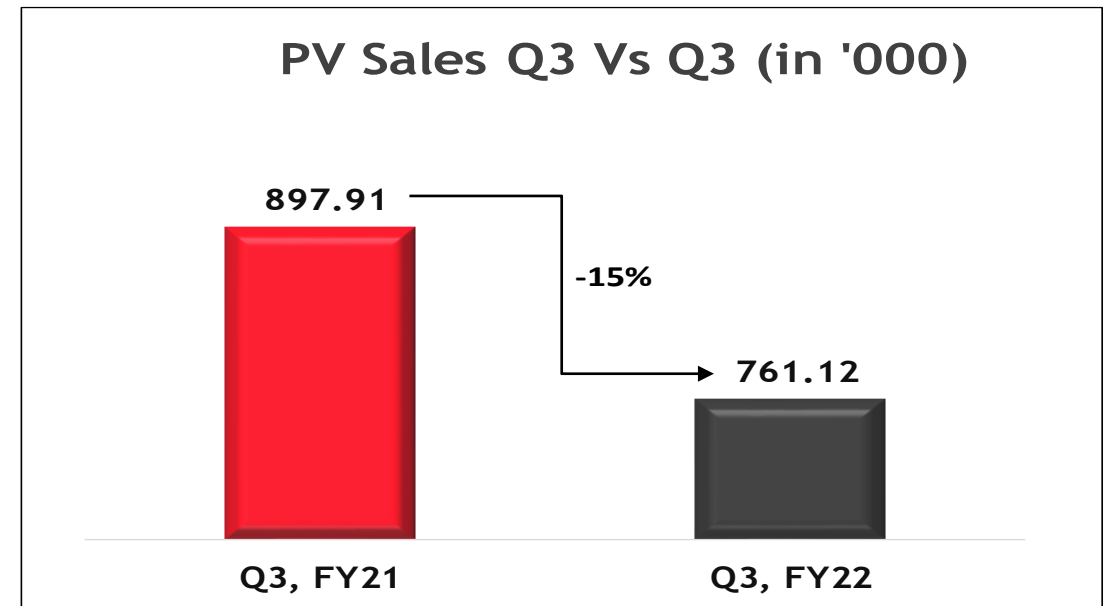
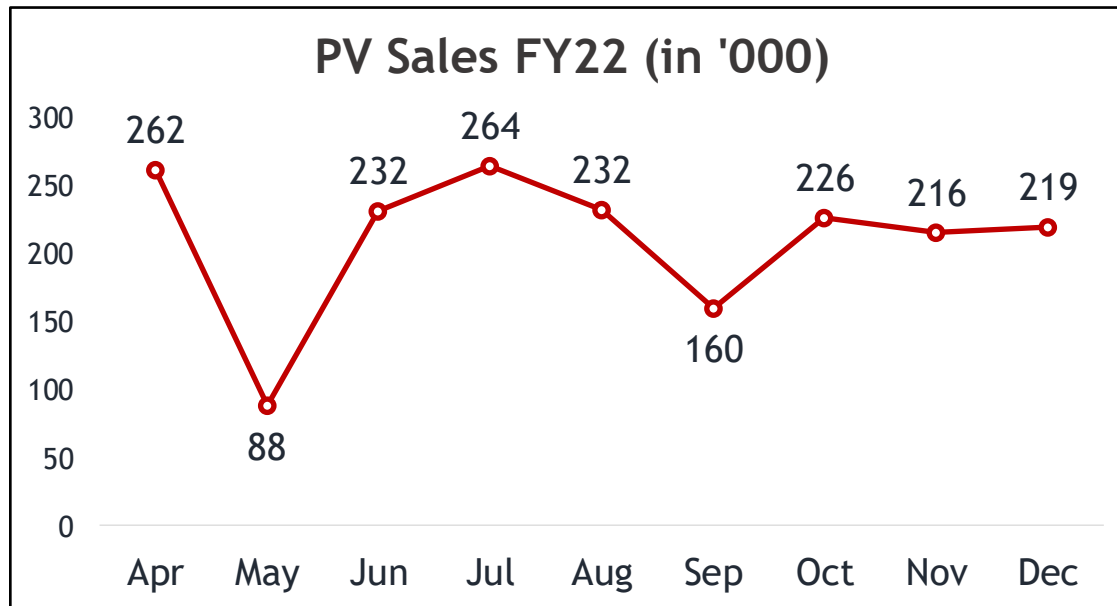
Car Sales Overview

COVID and its Impact

- Wave 2 of Covid lockdowns started in April 21 and got relaxed in June / July 21.
- Dealerships were impacted due to the lockdowns and were largely closed during the lockdowns.
- COVID has helped the Indian automotive industry fast track its initiatives of digitalization.

Semiconductor Shortage

- The global semiconductor shortage began in Q1 of FY21, and has resulted in assembly lines around the world being impacted.
- Forced by semiconductor shortages and other supply side constraints, the domestic auto sector is likely to continue to face supply chain headwinds over the remainder of FY22.



Source: SIAM

Note: In Monthly PV sales BMW, Mercedes, Tata Motors & Volvo Auto data is not available, where as in quarterly PV sales BMW, Mercedes & Volvo Auto data are not available

Revenue growth 33% & Adj. EBITDA growth 30%*

#1

Car and Two-Wheeler
Auto Portal in India⁽¹⁾

Only Profitable Player
Among Key Competitors in FY21

Vehicle Agnostic Platform
Online and Offline Presence

31 mn

Average Monthly Unique Visitors in Q3

86.20%

Organic Unique Visitors in Q3

1.3 mn*

*Annualized Q3
Vehicles Listed for Auction

INR 4092 mn*

*Annualized Q3 Revenue – INR1023 mn
[Highest ever Quarter revenue]

INR 1291 mn*

*Annualized Q3 Adj. EBITDA – INR 323 mn

32%

Adjusted EBITDA Margin for
Q3

Adjusted EBITDA margin at 32% in Q3

Consolidated Financial results - FY 2021-22 - Quarter and nine months period ended December 2021

Amount in Rs lakhs

Particulars	Quarter ended			Nine months ended		Growth
	December 31, 2021	September 30, 2021	December 31, 2020	December 31, 2021	December 31, 2020	Y-O-Y
Revenue	8,877.59	7,756.75	7,737.31	21,958.24	16,757.17	31%
Other income	1,354.43	1,051.95	896.84	3,348.87	2,203.34	52%
Total Revenue	10,232.02	8,808.70	8,634.15	25,307.11	18,960.51	33%
Operating Expenses	7,003.55	6,362.53	5,234.41	18,777.71	13,942.71	35%
Adjusted EBITDA	3,228.47	2,446.17	3,399.74	6,529.40	5,017.80	30%
Adjusted EBITDA Margin %	32%	28%	39%	26%	26%	
ESOP	4,668.03	4,690.83	106.80	14,002.83	473.41	2858%
EBITDA	(1,439.56)	(2,244.66)	3,292.94	(7,473.43)	4,544.39	-264%
Finance cost & Depreciation	802.04	815.32	614.99	2,297.20	1,790.98	28%
Profit / (loss) before tax (PBT)	(2,241.60)	(3,059.98)	2,677.95	(9,770.63)	2,753.41	-455%
Tax Expenses	(392.82)	474.89	289.75	225.30	(5,991.44)	104%
Profit / (loss) after tax (PAT)	(1,848.78)	(3,534.87)	2,388.20	(9,995.93)	8,744.85	-214%

Note: ESOP : There is an exceptional and non-recurring, non-cash adjustment of Rs. 140 crores for ESOP granted in FY21. Since, 1,500,000 shares of the above shares vest in a year (as against vesting of 4 years, for other options granted over the years), the non-cash adjustment to P&L for the period ended December 2021 is 140 crores which shall impact FY 22 only.

Revenue growth of 47% Y-o-Y

Standalone Financial results - FY 2021-22 - Quarter and nine months period ended December 2021

Amount in Rs lakhs

Particulars	Quarter ended			Nine month ended		Y-O-Y
	December 31, 2021	September 30, 2021	December 31, 2020	December 31, 2021	December 31, 2020	Growth
Income						
Revenue from operations	3,443.01	3,156.59	3,062.05	8,837.09	6,177.97	43%
Other income	735.64	757.17	598.91	2,209.83	1,314.06	68%
Total revenue (A)	4,178.65	3,913.76	3,660.97	11,046.92	7,492.04	47%
Expenses						
Purchase of Stock-in-trade	297.32	208.41	22.62	565.54	22.62	
Changes in Inventories of stock-in-trade	(53.39)	(2.68)	(22.62)	1.07	(22.62)	
Employees benefit expense (Refer note 3)	1,694.29	1,649.93	1,456.79	5,043.35	4,155.45	21%
Other expenses	1,167.76	984.73	724.52	2,863.71	1,691.51	69%
Total Expenses	3,105.98	2,840.39	2,181.30	8,473.66	5,846.96	45%
Adjusted EBITDA	1,072.67	1,073.37	1,479.67	2,573.25	1,645.08	56%
Adjusted EBITDA margin %	26%	27%	40%	23%	22%	
ESOP	4,635.83	4,666.63	69.31	13,927.25	360.81	3760%
Finance cost	24.42	19.64	4.07	53.24	19.64	171%
Depreciation and amortization expense	128.06	119.09	121.96	369.86	365.99	1%
Profit / (loss) before tax (A-B)	(3,715.64)	(3,731.99)	1,284.33	(11,777.09)	898.64	-1411%
Total Tax expenses / (credit)	(772.46)	326.40	159.19	(338.50)	(6,021.14)	-94%
Profit / (loss) for the period / year	(2,943.19)	(4,058.39)	1,125.14	(11,438.58)	6,919.78	-265%

Note: ESOP : There is an exceptional and non-recurring, non-cash adjustment of Rs. 140 crores for ESOP granted in FY21. Since, 1,500,000 shares of the above shares vest in a year (as against vesting of 4 years, for other options granted over the years), the non-cash adjustment to P&L for the period ended December 2021 is 140 crores which shall impact FY 22 only.

Remarketing Results - revenue growth of 24% Y-o-Y

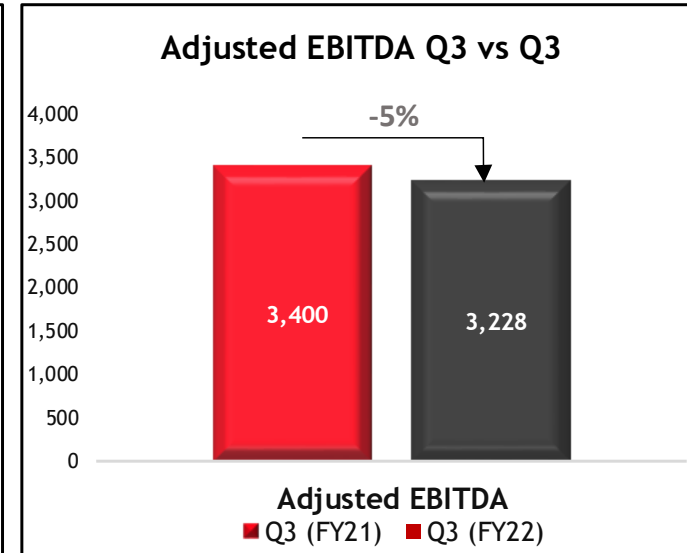
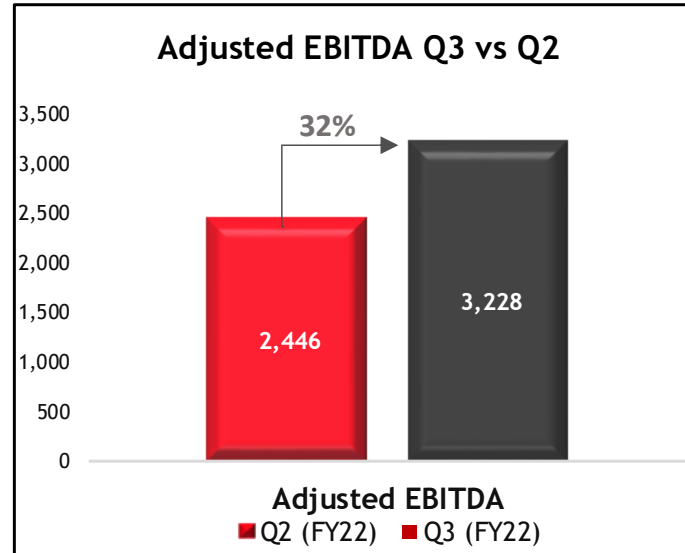
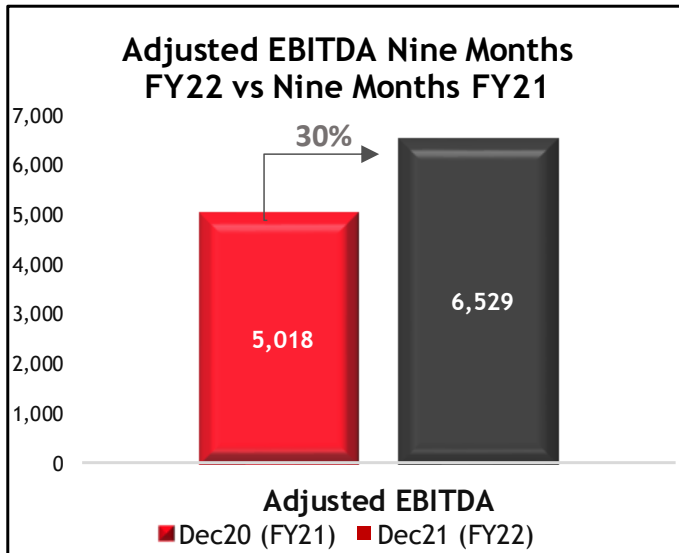
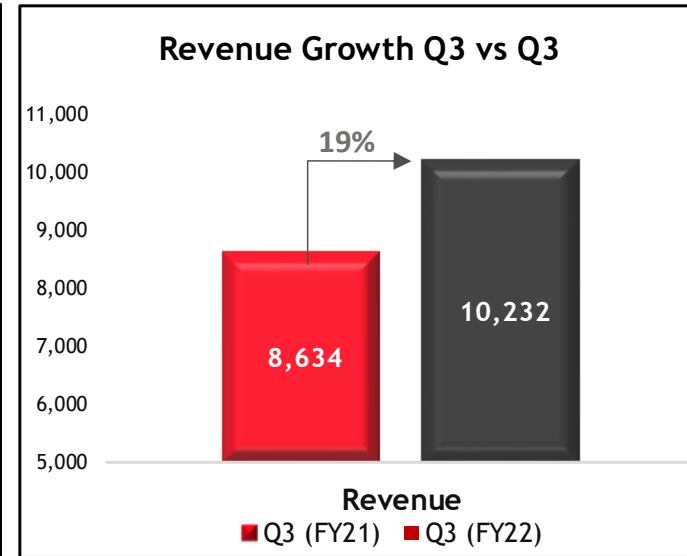
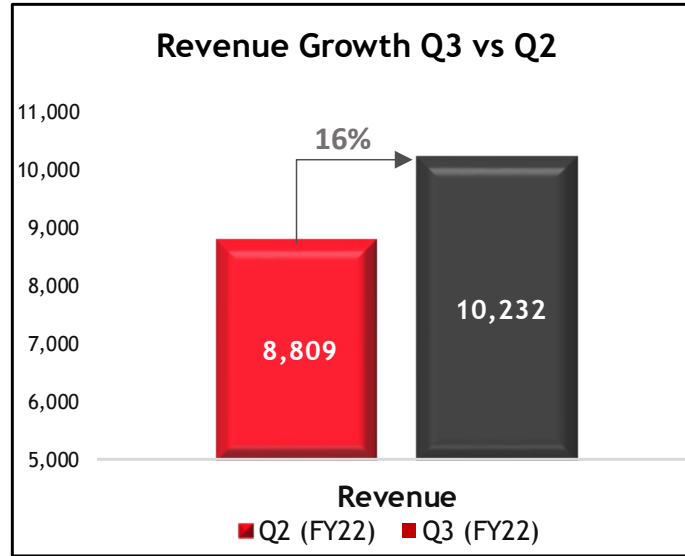
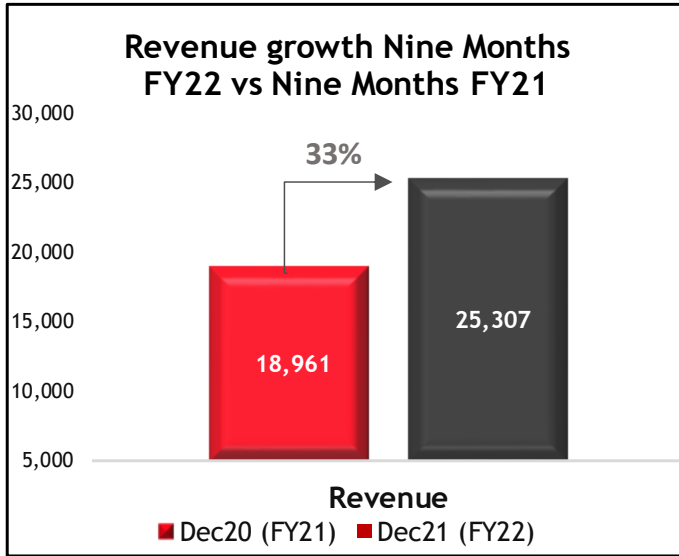
Financial results - FY 2021-22 - Quarter and nine months period ended December 2021

Amount in Rs lakhs

Particulars	Quarter ended			Nine month ended		Y-O-Y
	December 31, 2021	September 30, 2021	December 31, 2020	December 31, 2021	December 31, 2020	Growth
Income						
Revenue from operations	5,492.08	4,688.11	4,749.95	13,343.45	10,800.08	24%
Other income	616.62	292.63	296.70	1,132.61	882.16	28%
Total revenue (A)	6,108.70	4,980.74	5,046.65	14,476.06	11,682.24	24%
Expenses						
Employees benefit expense (Refer note 3)	1,930.26	1,953.69	1,712.23	5,633.31	4,453.77	26%
Other expenses	2,024.76	1,656.40	1,394.16	4,877.85	3,841.39	27%
Total Expenses	3,955.02	3,610.09	3,106.39	10,511.16	8,295.16	27%
Adjusted EBITDA	2,153.68	1,370.65	1,940.26	3,964.90	3,387.08	17%
Adjusted EBITDA margin %	35%	28%	38%	27%	29%	
ESOP	32.20	24.20	37.49	75.58	112.60	-33%
Finance cost	150.15	142.16	102.04	415.93	288.72	44%
Depreciation and amortization expense	339.35	374.33	226.82	979.62	638.05	54%
Total expenses (B)	4,476.72	4,150.78	3,472.74	11,982.29	9,334.53	28%
Profit / (loss) before tax (A-B)	1,631.97	829.95	1,573.90	2,493.76	2,347.70	6%
Tax expenses						
Current tax	333.09	258.81	464.37	591.90	636.13	-7%
Income tax adjustment related to earlier years	-	-	(240.33)	-	(239.19)	-100%
Deferred tax expenses/ (credit)	86.31	(70.55)	(53.28)	90.76	(247.95)	-137%
Total Tax expenses / (credit)	419.40	188.26	170.76	682.66	148.99	358%
Profit / (loss) for the period / year	1,212.58	641.70	1,403.15	1,811.11	2,198.72	-18%

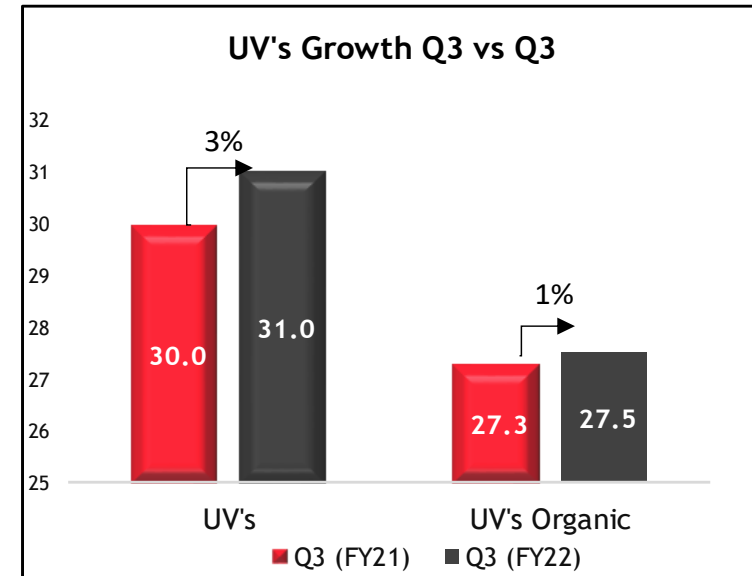
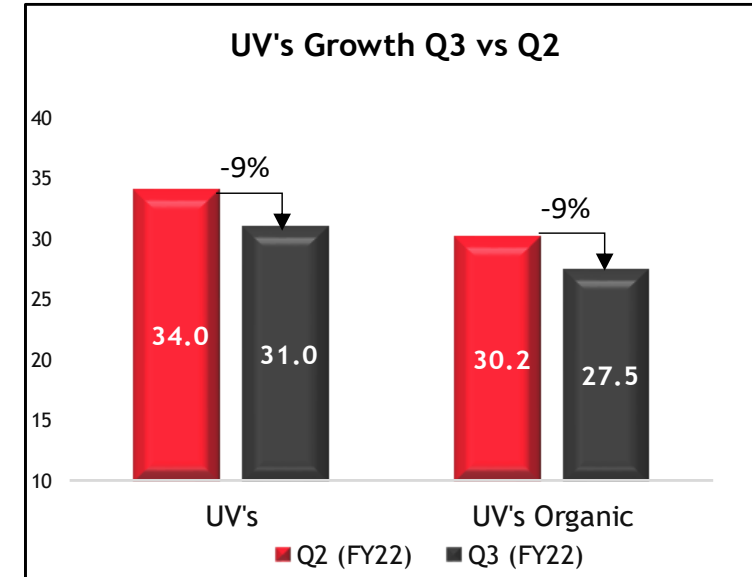
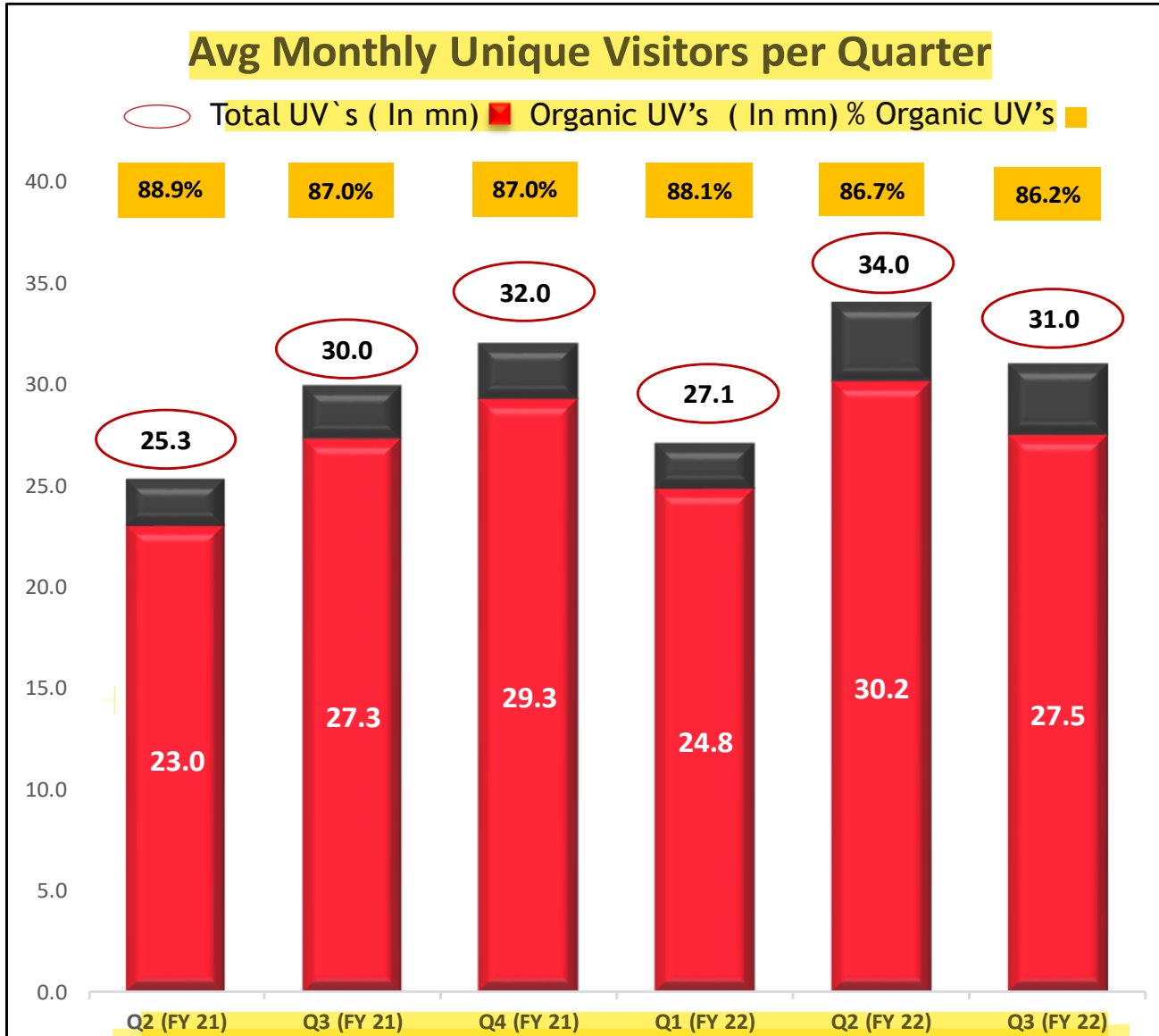
Revenue & Adjusted EBITDA Growth

Amount Rs in lakhs



Avg. Monthly UV's at 31 mn, 86.20 % organic

In Millions

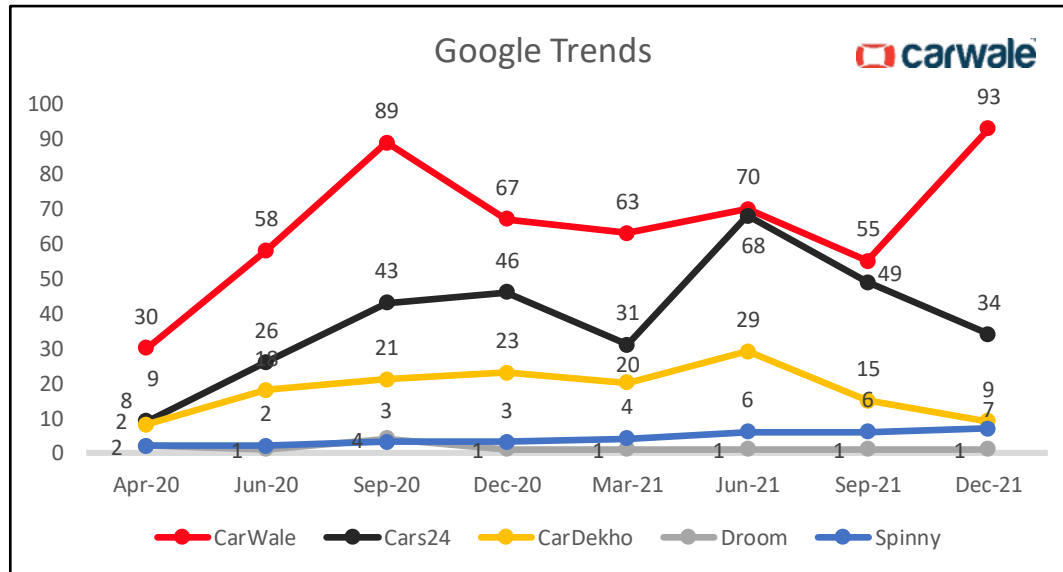


Note - We define a monthly unique visitor as an individual who has visited our websites or apps (CarWale, CarTrade and BikeWale) within a calendar month, based on data as measured by Google Analytics and Firebase. If an individual accesses more than one of our websites and apps within a given month, the first access to each website or app by each such individual is counted as a unique visitor. Percentage of Organic Unique Visitors = Average monthly unique organic visitors as a percentage of the sum of average monthly unique organic visitors and average monthly unique visitors from paid sources. If a visitor has visited through both organic and paid sources, then such visitor will get counted as unique under both categories.

Leadership on Relative Online Search Popularity

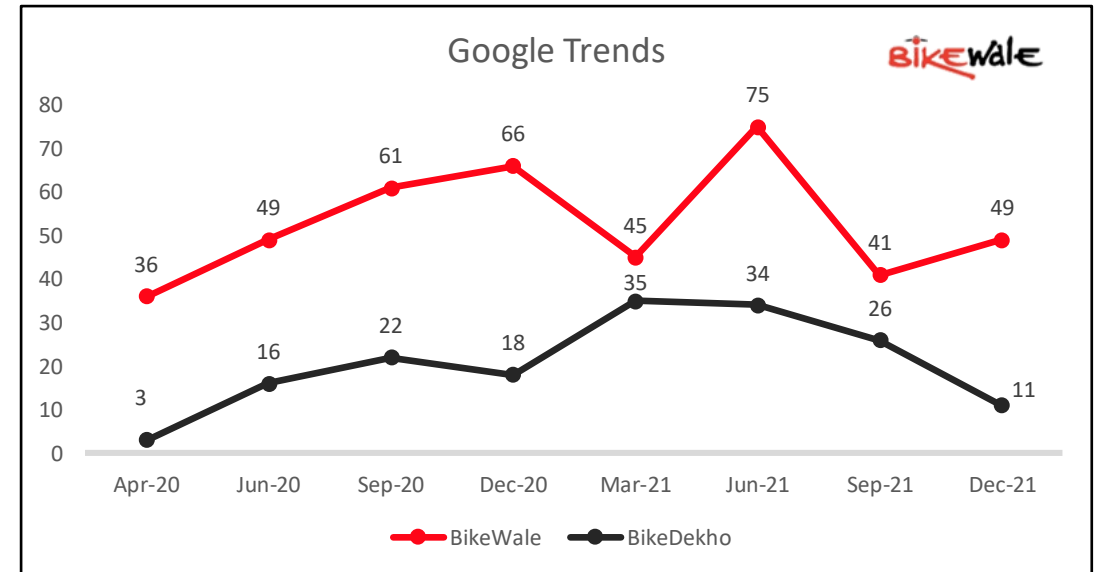
Google Trends - Relative Search Interest⁽¹⁾

(April 2020 - Dec 2021)



Google Trends - Relative Search Interest⁽²⁾

(April 2020 - Dec 2021)



Highest index score among competitors



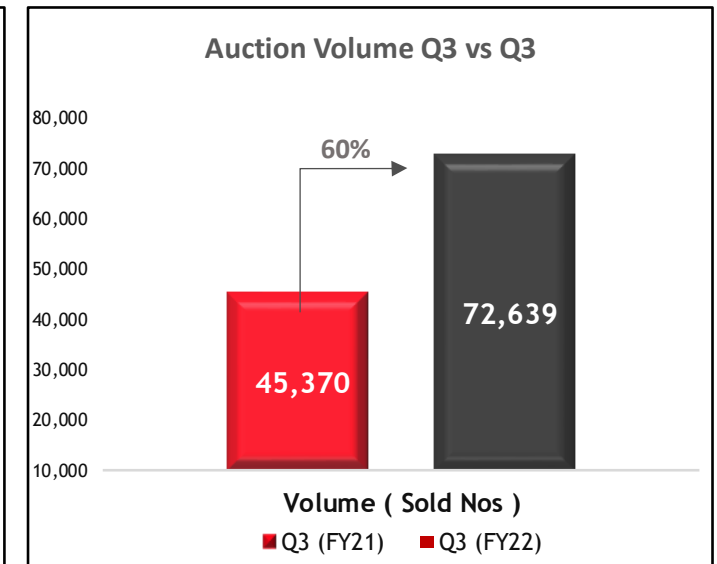
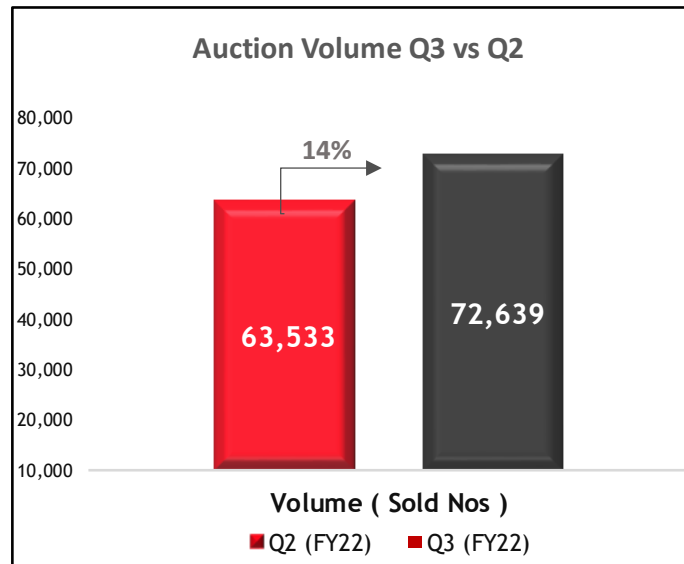
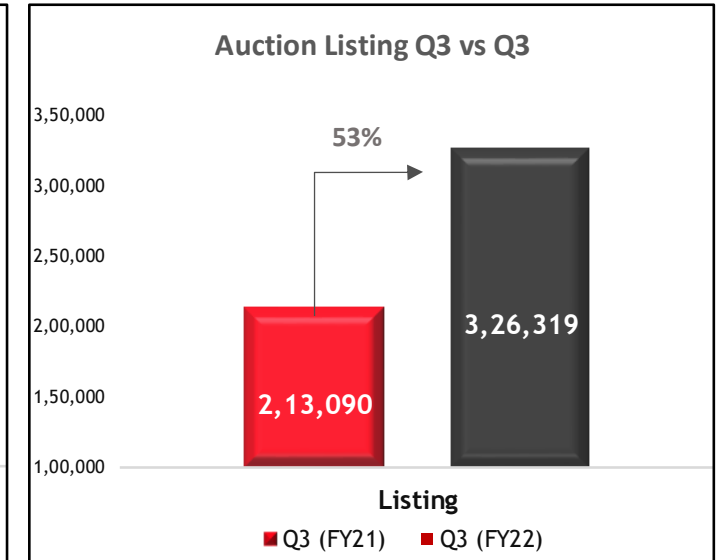
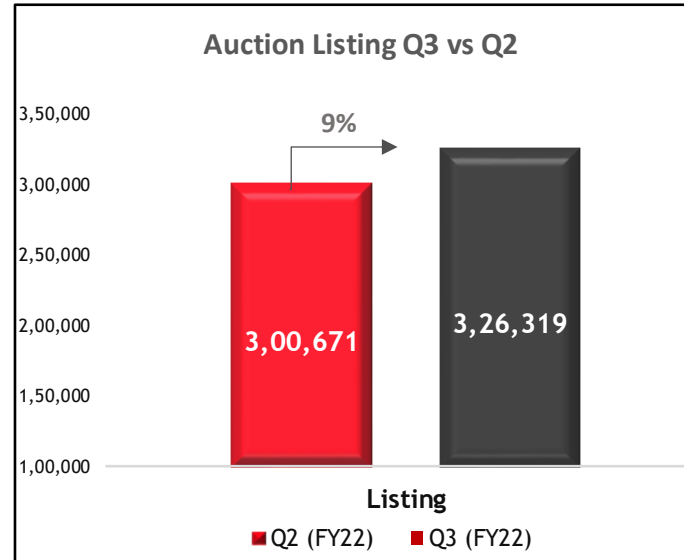
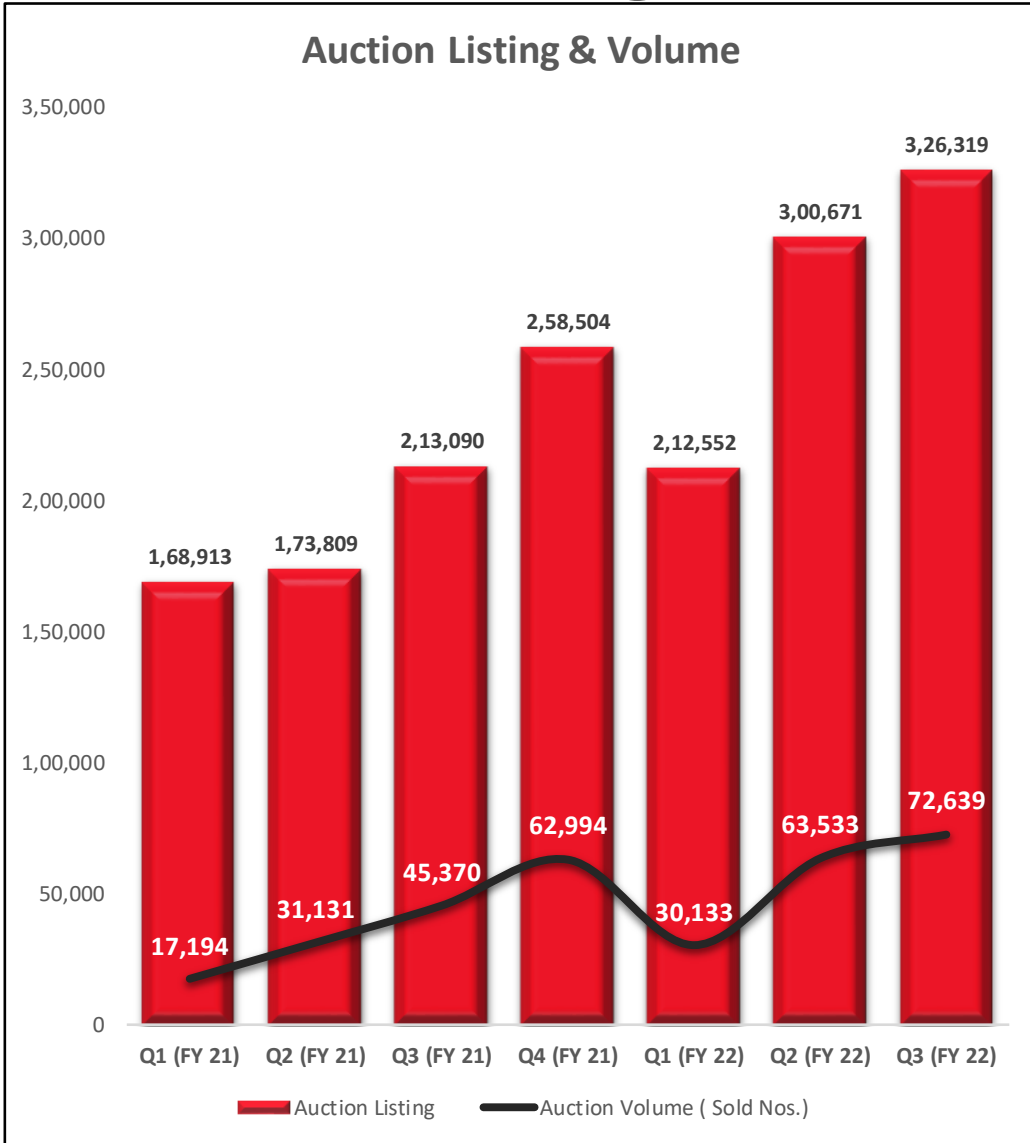
Organic traffic comprising 86.20% of all traffic⁽³⁾



Brands synonymous with trust, quality and reliability

Note: Numbers represent search interest relative to the highest point on the chart for the given region and time. A value of 100 is the peak popularity for the term. A value of 50 means that the term is half as popular. A score of 0 means there was no enough data for this term. (1) In "Autos and Vehicles" category in India. "Search Term" has been selected for all the selected players (CarWale, CarDekho, Cars24, Droom, and Spinny.). (2) In "Autos and Vehicles" category in India. "Search Term" has been selected for all the selected players (BikeWale and BikeDekho). (3) For Q3 FY22

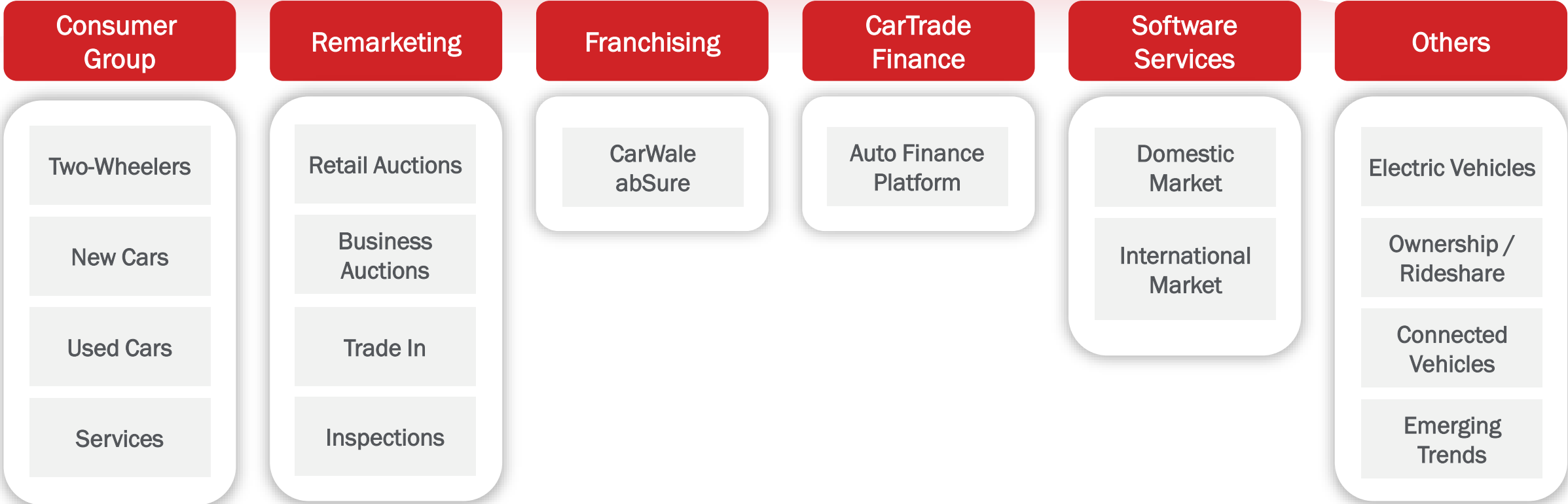
Auction Listings reaches 1.3 mn* annual run rate



Quarterly Update



Building an Automotive Platform



Addressing a Total Revenue Opportunity of \$14 bn

Committed to Fuel the Auto Ecosystem....

To deploy up to USD 100 mn (INR 750 crores) for strategic acquisitions and investments in the automotive ecosystem

CarTrade Lines Up \$100 m for Deals

Co looks to acquire, invest in firms that will help it digitise buying & selling process of vehicles

Ketan.Thakkar@timesgroup.com

Mumbai: CarTrade Tech plans to set aside up to \$100 million (about ₹750 crore) to strategically acquire and invest in companies in the automotive space.

The corpus is expected to be utilised in the next 3-5 years.

The leading automotive platform wants to completely digitise the process of buying and selling vehicles and continue to be a key enabler in the growth of the auto ecosystem. It will look to acquire or invest in companies that will help it either enter a new market/segment

or bring new products and technologies to existing customers. The idea is to acquire and invest in companies that will help it digitise the buying and selling journey of vehicles, the company said.

CarTrade wants to pick up a stake in companies that are driving innovation in all aspects of the automobile ecosystem, including auto finance, leasing, insurance, servicing, car ownership, electric vehicles and new age tech. Leasing and electrification are new business streams that are on its radar and the company has already engaged with potential companies in which it may invest or partner.

In the Fast Lane



Corpus may be used in next 3-5 yrs

● Intend to invest in new products, services which help current set of customers; have multiple cos on radar

VINAY SANGHI, founder and chairman, CarTrade Tech

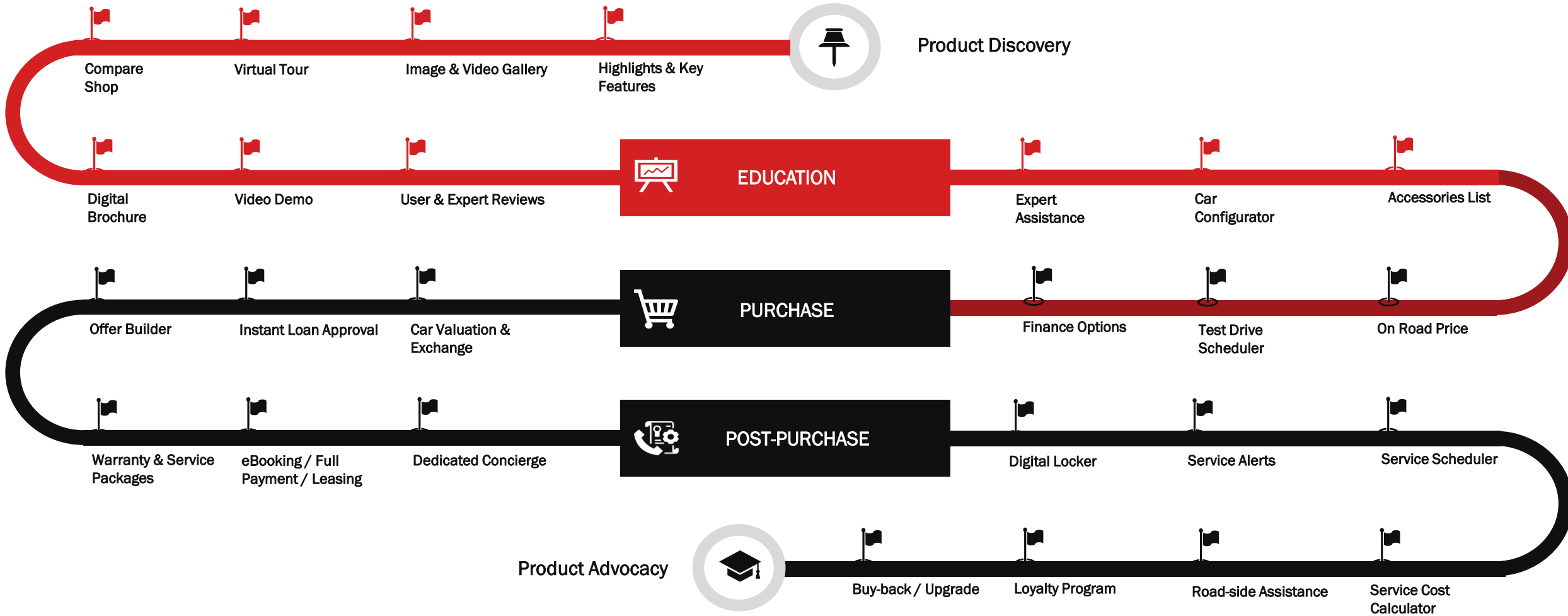
The intent is to invest in new products and new services which help a current set of customers, Vinay

Sanghi, founder and chairman of CarTrade Tech, told ET.

“We have multiple companies on the radar, and we keep looking at companies every day,” Sanghi said.

“We have a whole team, our corporate finance team which studies these companies — some of them we’ve looked at, some of them we said later on, some we’ve said no, some we are continuing to talk with and there’s obviously a pipeline there and our intent is a longer-term investment or acquisition plan, strategic acquisition plan, which over the next few months and years we will look to augment these,” he added.

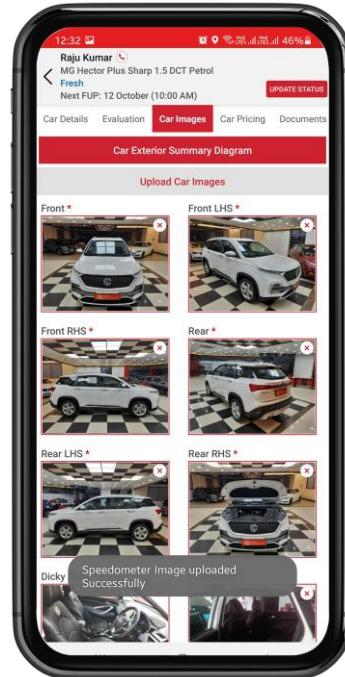
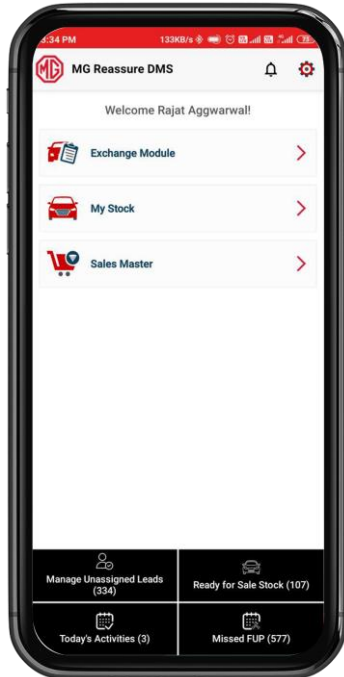
Digitalizing the Buying and Selling Journey



CarTrade Tech - Digitalizing the Auto Ecosystem

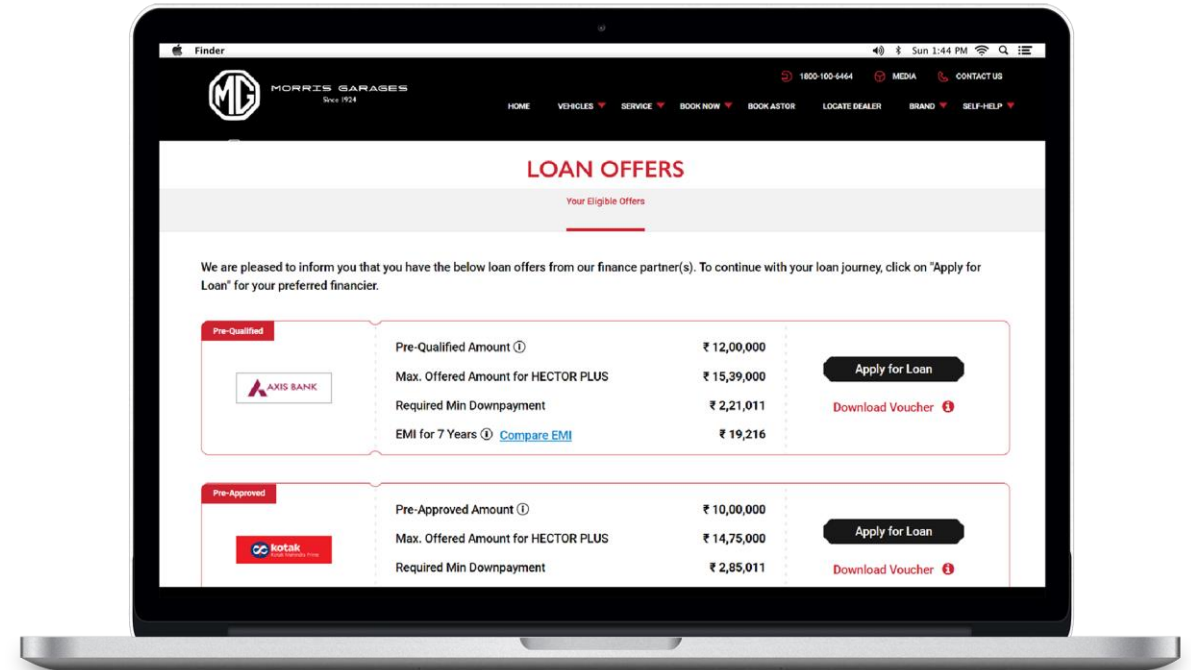
MG Reassure DMS

- A cloud based ERP for MG Dealers to manage their used car business
 - From procurement to refurbishment to sales
 - Dashboards and MIS for dealer and OEM
 - Can connect to ecosystem (classifieds, finance, warranty etc)
 - Will integrate to auction systems for powering exchange

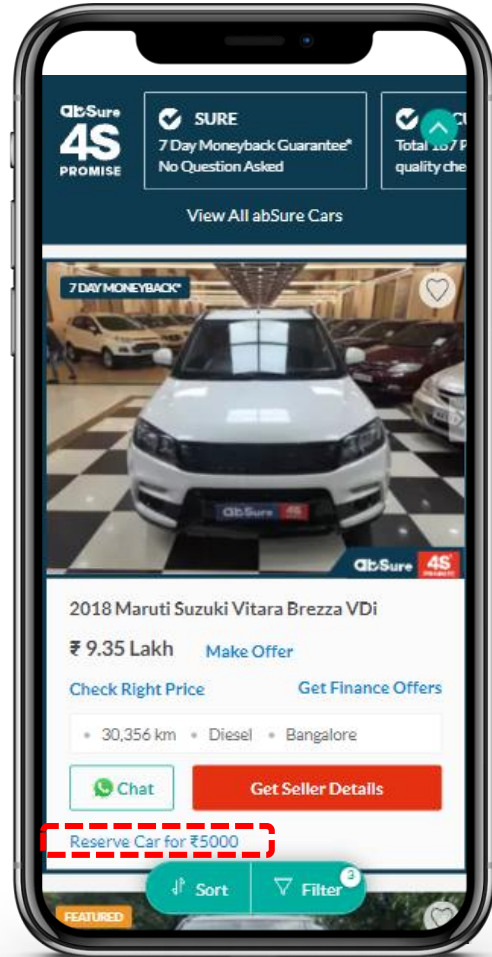


Auto Finance on MG

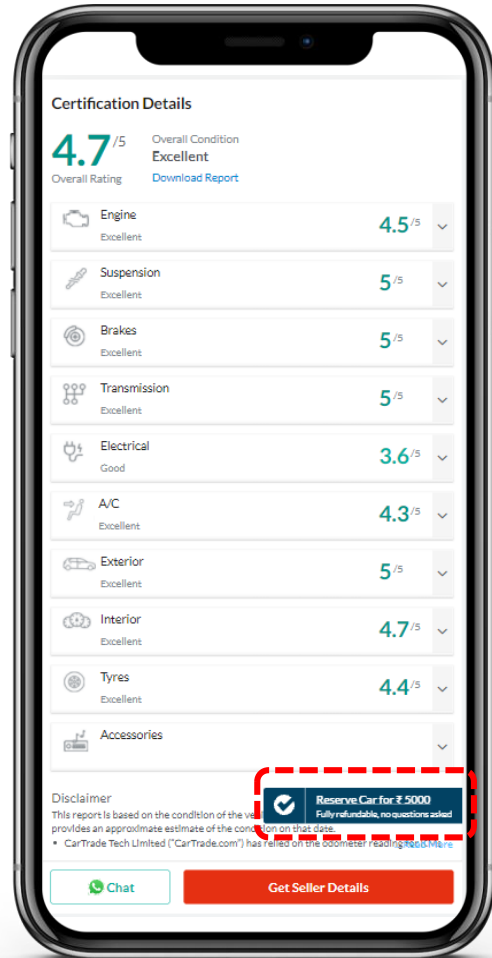
- MG customers receive customized loan offers and eligibility across multiple financiers
- Customers can apply for a loan online with their preferred financier
- Depending on financier readiness, parts of or the entire loan process can be done online



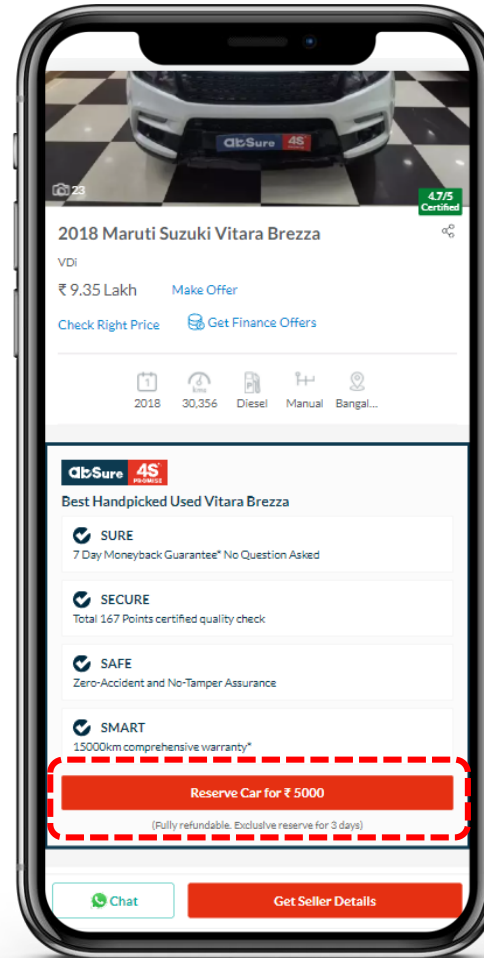
CarWale abSure - Online Used Car Shopping Experience



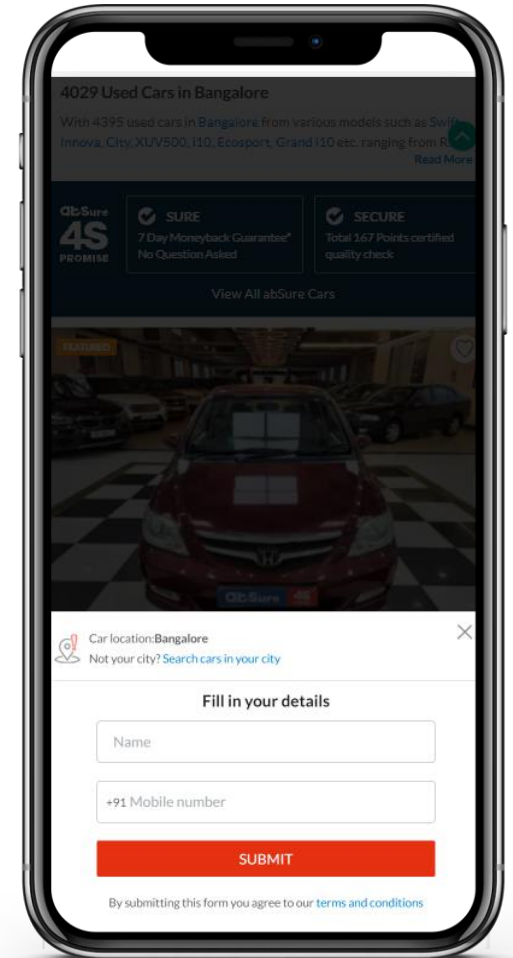
Find the car



Certification Report



Peace of Mind



Book it

CarWale abSure - Complete Peace Of Mind



Already serving 18 cities with 22 outlets



CERTIFIED WITH

abSure

4S

PROMISE

- SURE**
7-DAY MONEY-BACK GUARANTEE, NO-QUESTIONS ASKED
- SECURE**
167 POINT CERTIFIED TOTAL QUALITY CHECK
- SAFE**
ZERO-ACCIDENT AND NO-TAMPER ASSURANCE
- SMART**
15000 KM COMPREHENSIVE WARRANTY

*T&C APPLY

Geared to scale to 200 outlets in the next two years....

Auction business tie-up with leading OEMs

PRE-OWNED TRUCK BUSINESS

Shriram Automall inks pact with Ashok Leyland

OUR BUREAU

Chennai, December 27

Shriram Automall India Ltd (SAMIL), a platform for pre-owned vehicles and equipment, has signed an agreement with Ashok Leyland to launch an exclusive platform for pre-owned commercial vehicles.

SAMIL's phygital platform (Physical plus Digital) will facilitate an exchange, disposal and purchase of old commercial vehicles. SAMIL aims to organise the pre-owned vehicle market by leveraging its digital auction ecosystem along with 100+ physical Automalls spread across the country, according to a statement.

Auction platforms

Through this exclusive agreement, SAMIL will provide its online, offline auction platforms to all potential buyers approaching

dealers of Ashok Leyland to sell their used vehicles and purchase new vehicles with quick turn-around time.

"Through the OEMs expertise of the commercial vehicle segment and our phygital auctions platforms which include 100+ Automall network strength spread across India, we aim to create all-inclusive mobility solutions for buyers and sellers," Sameer Malhotra, CEO, SAMIL.

"With our experience as one of the largest truck makers, this initiative will help debottlenecking the ecosystem through a consumer centric digital solution which will serve as an easy-to-use touch point for our consumers. This initiative will also help in implementation of the Scrappage Policy at the grassroot level and help us move towards a greener future," said Sanjay Saraswat, Head - MHCV, Ashok Leyland.

Partnership with..



&



Shriram Automall India partners DICV for used vehicle sales

Under the partnership, SAMIL will provide its online-offline auction platforms to facilitate quick sale of used commercial trade-in vehicles to individuals approaching dealers of BharatBenz, a brand of DICV, and purchase new DICV vehicles, the company said in a statement.

PTI • November 29, 2021, 15:14 IST



Shriram Automall India Ltd (SAMIL)

Pre-owned vehicles and equipment marketplace [Shriram Automall India Ltd \(SAMIL\)](#) on Monday said it has entered into a strategic partnership with [Daimler India Commercial Vehicles \(DICV\)](#) to expand its used vehicle exchange business in commercial vehicle (CV) space.

Portal

ET Auto

Date

29th Nov 2021

CarTradeTech

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Thank You