

Date: July 29, 2022

To,  
**Department of Corporate Services,  
BSE Limited**  
Phiroze Jeejeebhoy Towers,  
Dalal Street, Mumbai - 400 001

Scrip Code: **543333**

To,  
**Listing Department,  
National Stock Exchange of India  
Limited**  
Exchange Plaza, C-1, G Block,  
Bandra Kurla Complex,  
Bandra (E), Mumbai - 400 051  
Scrip Symbol: **CARTRADE**

ISIN: **INE290S01011**

**Sub.: Investors Update/Presentation**

Pursuant to the provisions of Regulation 30 of the Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015 (“SEBI Listing Regulations”) read with Schedule III thereof, as amended, we enclosed herewith our Investor Update / Presentation.

The above information along with the relevant documents shall also be available on the Company's website <https://www.cartradetech.com/>

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

**Yours faithfully,**

**For CarTrade Tech Limited**

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

**Enclosed: a/a**

# CarTradeTech

## Quarterly Investor Presentation

CarTrade Tech Limited



# Safe Harbor

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The Company’s future levels of growth and expansion, technological implementation, changes and advancements, changes in revenue, income or cash flows, the Company’s market preferences and its exposure to market risks, as well as other risks. The Company’s actual results, levels of activity, performance or achievements could differ materially and adversely from results expressed in or implied by this Presentation. The Company assumes no obligation to update any forward-looking information contained in this Presentation. Any forward-looking statements and projections made by third parties included in this Presentation are not adopted by the Company and the Company is not responsible for such third-party statements and projections.

# Revenue growth 47% and Adj. EBITDA growth 108%\*

**#1**

Car and Two-Wheeler  
Auto Portal in India<sup>(1)</sup>

**180+ Physical Locations**

Automalls and abSure outlets

**1.1 mn**

\*Annualized Q1 Auction Listings

**31 mn**

Average Monthly Unique Visitors in Q1

**84.68%**

Organic Unique Visitors in Q1

**Revenue Q1  
928 mn INR**

**Adj. EBIDTA Q1  
177 mn INR**

**Profit After Tax Q1  
33 mn INR**

**Debt free**  
strong **Cash balance**  
of around 10 bn INR

Note: \*Q1 refers to Q1-FY23

(1) Based on relative online search popularity on Google Trends when compared to our key competitors over the period from April 2020 to Jun 2022.

# Consolidated Financial results for three months period ended June 2022

**Revenue from operations grows by 47% resulting in more than 100% growth in adj. EBIDTA**

Amount in Rs lakhs

Particulars	Quarter ended			March 31, 2022	
	June 30, 2022	June 30, 2021	Q-o-Q	Quarter ended	Year ended
<b>Income</b>					
Revenue from operations	8,277.98	5,323.90	55%	9,314.11	31,272.35
Other income	999.49	980.24	2%	1,273.80	4,622.67
<b>Total Income</b>	<b>9,277.47</b>	<b>6,304.14</b>	<b>47%</b>	<b>10,587.91</b>	<b>35,895.02</b>
Purchase of Stock-in-trade (Inc. Inventory Change)	250.90	116.95	115%	308.41	875.02
<b>Net Revenue</b>	<b>9,026.57</b>	<b>6,187.19</b>	<b>46%</b>	<b>10,279.50</b>	<b>35,020.00</b>
Employee cost (Excl ESOP)	4,350.85	3,489.69	25%	3,986.96	14,758.58
Marketing	599.41	286.22	109%	644.23	2,130.03
Other expenses	2,302.00	1,556.69	48%	2,452.32	8,406.00
<b>Total expenses (B)</b>	<b>7,252.26</b>	<b>5,332.60</b>	<b>36%</b>	<b>7,083.51</b>	<b>25,294.61</b>
<b>Adjusted EBITDA</b>	<b>1,774.31</b>	<b>854.59</b>	<b>108%</b>	<b>3,195.99</b>	<b>9,725.39</b>
<b>Adjusted EBITDA %</b>	<b>20%</b>	<b>14%</b>		<b>31%</b>	<b>28%</b>
Finance cost	185.88	132.81	40%	176.04	645.21
Depreciation and amortization expense	678.99	547.02	24%	645.58	2,473.61
<b>Adjusted Profit Before Tax</b>	<b>909.44</b>	<b>174.76</b>	<b>420%</b>	<b>2,374.37</b>	<b>6,606.57</b>
Tax expenses	51.55	-	0%	362.67	954.57
<b>Adjusted PAT</b>	<b>857.89</b>	<b>174.76</b>	<b>391%</b>	<b>2,011.70</b>	<b>5,652.00</b>
Deferred tax adjustment	-4.26	143.23	-103%	-364.49	-731.09
ESOP (refer note below)	530.23	4,643.81	-89%	4,515.46	18,518.29
<b>PAT</b>	<b>331.92</b>	<b>-4,612.28</b>		<b>-2,139.27</b>	<b>-12,135.20</b>
Total Other comprehensive Income / (loss)	-63.24	-64.85	2%	22.09	-28.05
<b>Total comprehensive income / (loss)</b>	<b>268.68</b>	<b>-4,677.13</b>		<b>-2,117.18</b>	<b>-12,163.25</b>
<b>Adjusted EBITDA Excl. Other income %</b>	<b>9%</b>	<b>-2%</b>		<b>21%</b>	<b>16%</b>



# Standalone Financial results for three months period ended June 2022

Revenue from operations grows by 42% resulting in more than 100% growth in adj. EBIDTA

Amount in Rs lakhs

Particulars	Quarter ended			March 31, 2022	
	June 30, 2022	June 30, 2021	Q-o-Q	Quarter ended	Year ended
<b>Income</b>					
Revenue from operations	3,480.89	2,237.49	56%	3,647.51	12,484.60
Other income	721.48	717.02	1%	1,002.12	3,211.95
<b>Total Income</b>	<b>4,202.37</b>	<b>2,954.51</b>	<b>42%</b>	<b>4,649.63</b>	<b>15,696.56</b>
Purchase of Stock-in-trade (Inc. Inventory Change)	132.32	116.95	13%	308.41	875.02
<b>Net Revenue</b>	<b>4,070.05</b>	<b>2,837.56</b>	<b>43%</b>	<b>4,341.22</b>	<b>14,821.53</b>
Employee cost (Excl ESOP)	2,034.73	1,699.12	20%	1,709.92	6,753.26
Marketing	599.41	336.76	78%	574.48	1,993.16
Other expenses	575.89	374.47	54%	855.56	2,300.56
<b>Total expenses (B)</b>	<b>3,210.02</b>	<b>2,410.35</b>	<b>33%</b>	<b>3,139.96</b>	<b>11,046.99</b>
<b>Adjusted EBITDA</b>	<b>860.02</b>	<b>427.21</b>	<b>101%</b>	<b>1,201.25</b>	<b>3,774.54</b>
<b>Adjusted EBITDA %</b>	<b>21%</b>	<b>15%</b>		<b>28%</b>	<b>25%</b>
Finance cost	19.30	9.19	110%	13.95	67.19
Depreciation and amortization expense	148.53	122.71	21%	118.15	488.02
<b>Adjusted Profit Before Tax</b>	<b>692.20</b>	<b>295.30</b>	<b>134%</b>	<b>1,069.16</b>	<b>3,219.34</b>
Tax expenses	-	-	0%	-	-
<b>Adjusted PAT</b>	<b>692.20</b>	<b>295.30</b>	<b>134%</b>	<b>1,069.16</b>	<b>3,219.34</b>
Deferred tax adjustment	-7.59	107.56	-107%	-247.97	-586.47
ESOP (refer note below)	531.66	4,624.79	-89%	4,485.19	18,412.43
<b>PAT</b>	<b>168.13</b>	<b>-4,437.04</b>		<b>-3,168.06</b>	<b>-14,606.63</b>
Total Other comprehensive Income / (loss)	-34.10	-45.96	-26%	12.62	-22.58
<b>Total comprehensive income / (loss)</b>	<b>134.02</b>	<b>-4,483.00</b>		<b>-3,155.44</b>	<b>-14,629.20</b>
<b>Adjusted EBITDA Excl. Other income %</b>	<b>4%</b>	<b>-13%</b>		<b>5%</b>	<b>5%</b>

# Remarketing Consolidated Financial results for three months period ended June 2022

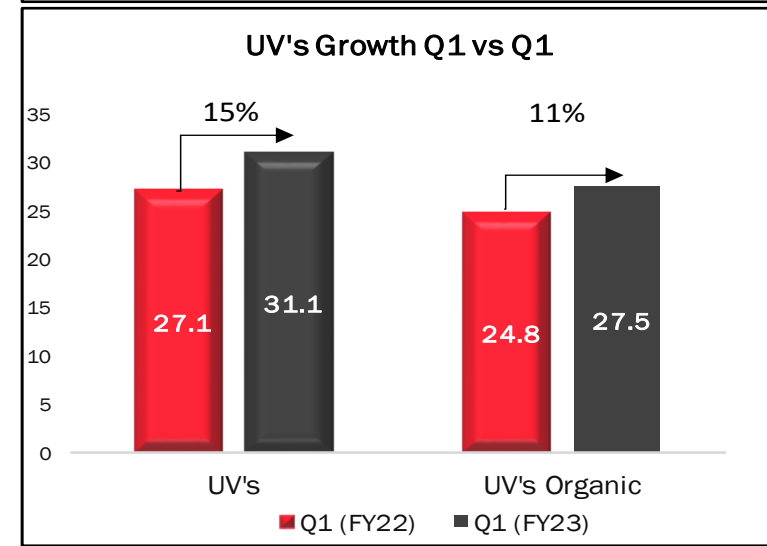
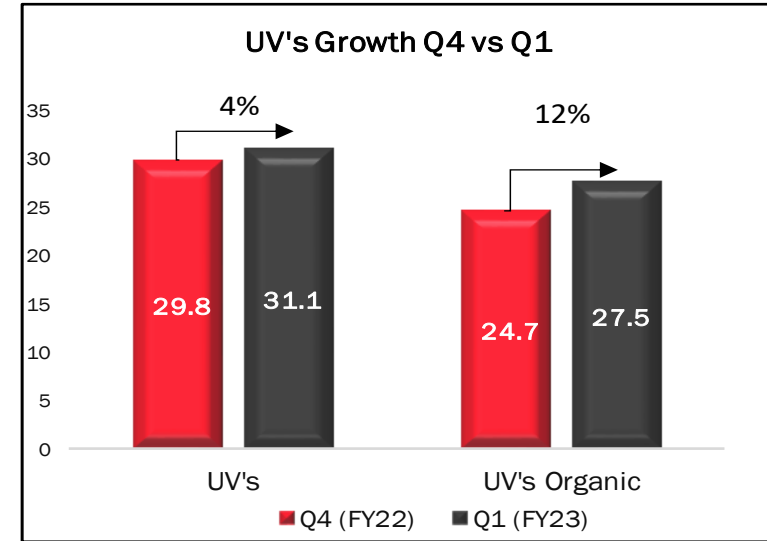
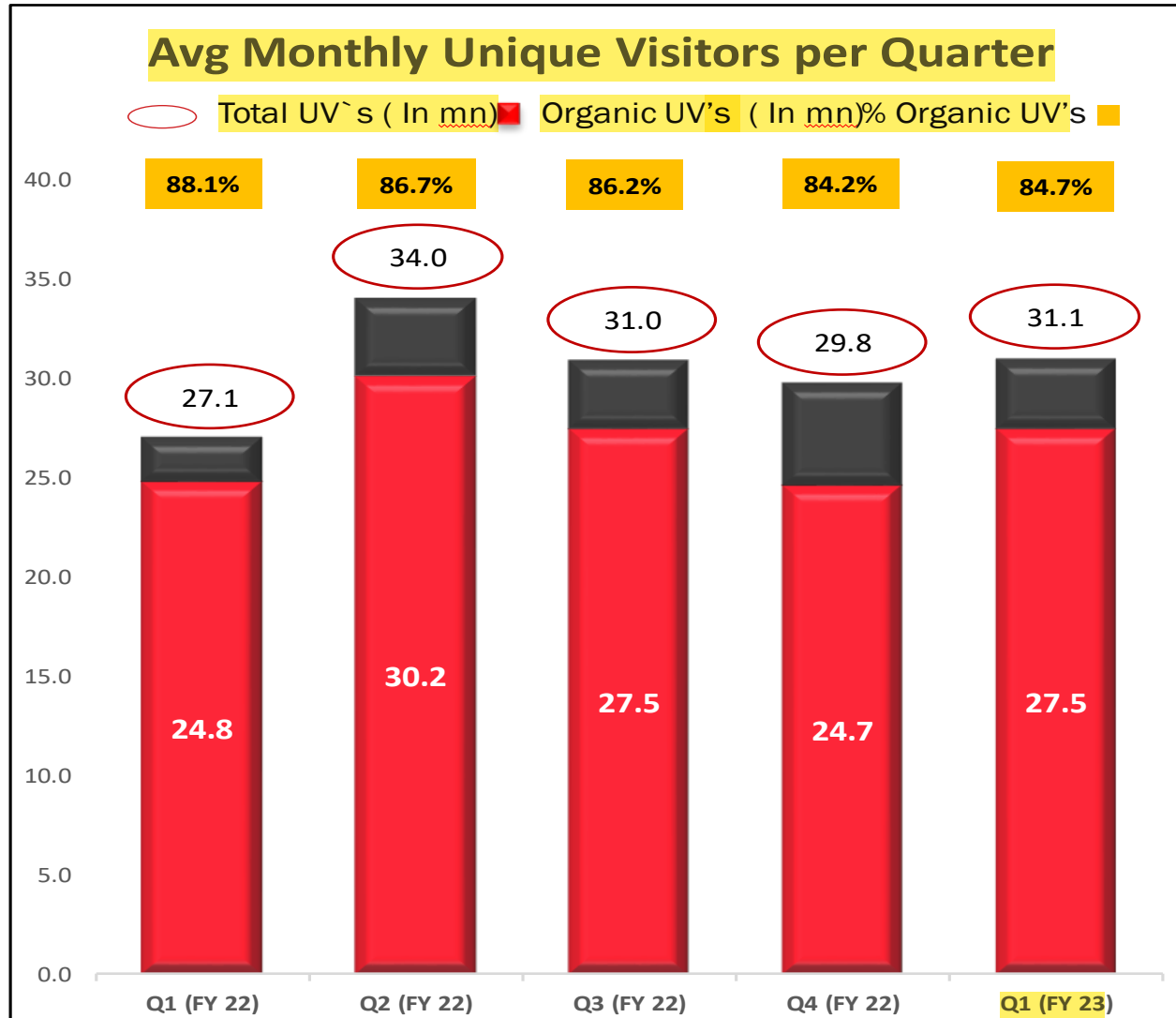
**Revenue from operations grows by 52% resulting in more than 100% growth in adj. EBIDTA**

Amount in Rs lakhs

Particulars	Quarter ended			March 31, 2022	
	June 30, 2022	June 30, 2021	Q-o-Q	Quarter ended	Year ended
<b>Income</b>					
Revenue from operations	4,860.86	3,163.26	54%	5,774.22	19,117.67
Other income	276.75	223.35	24%	269.64	1,402.25
<b>Total Income</b>	<b>5,137.61</b>	<b>3,386.61</b>	<b>52%</b>	<b>6,043.86</b>	<b>20,519.92</b>
Purchase of Stock-in-trade (Inc. Inventory Change)	118.58	-	0%	-	-
<b>Net Revenue</b>	<b>5,019.03</b>	<b>3,386.61</b>	<b>48%</b>	<b>6,043.86</b>	<b>20,519.92</b>
Employee cost (Excl ESOP)	2,280.28	1,749.36	30%	2,241.15	7,874.46
Marketing	63.55	6.68	851%	69.75	136.87
Other expenses	1,756.00	1,190.01	48%	1,739.68	6,550.41
<b>Total expenses (B)</b>	<b>4,099.83</b>	<b>2,946.05</b>	<b>39%</b>	<b>4,050.58</b>	<b>14,561.74</b>
<b>Adjusted EBITDA</b>	<b>919.20</b>	<b>440.56</b>	<b>109%</b>	<b>1,993.28</b>	<b>5,958.18</b>
<b>Adjusted EBITDA %</b>	<b>18%</b>	<b>13%</b>		<b>33%</b>	<b>29%</b>
Finance cost	167.25	123.62	35%	162.09	578.02
Depreciation and amortization expense	377.75	265.94	42%	370.77	1,350.39
<b>Adjusted Profit Before Tax</b>	<b>374.20</b>	<b>51.00</b>	<b>634%</b>	<b>1,460.42</b>	<b>4,029.77</b>
Tax expenses	94.21	75.00	26%	285.05	967.71
<b>Adjusted PAT</b>	<b>279.99</b>	<b>-24.00</b>	<b>1267%</b>	<b>1,175.37</b>	<b>3,062.06</b>
Deferred tax adjustment	-	-	0%	-	-
ESOP (refer note below)	-1.43	19.18	-107%	30.28	105.86
<b>PAT</b>	<b>281.42</b>	<b>-43.18</b>	<b>752%</b>	<b>1,145.09</b>	<b>2,956.20</b>
Total Other comprehensive Income / (loss)	-29.14	-18.90	-54%	9.47	-5.47
<b>Total comprehensive income / (loss)</b>	<b>252.28</b>	<b>-62.08</b>	<b>506%</b>	<b>1,154.56</b>	<b>2,950.73</b>
<b>Adjusted EBITDA Excl. Other income %</b>	<b>13%</b>	<b>7%</b>		<b>30%</b>	<b>24%</b>

# Average monthly UV's at 31 mn, 84.68 % organic

In Millions



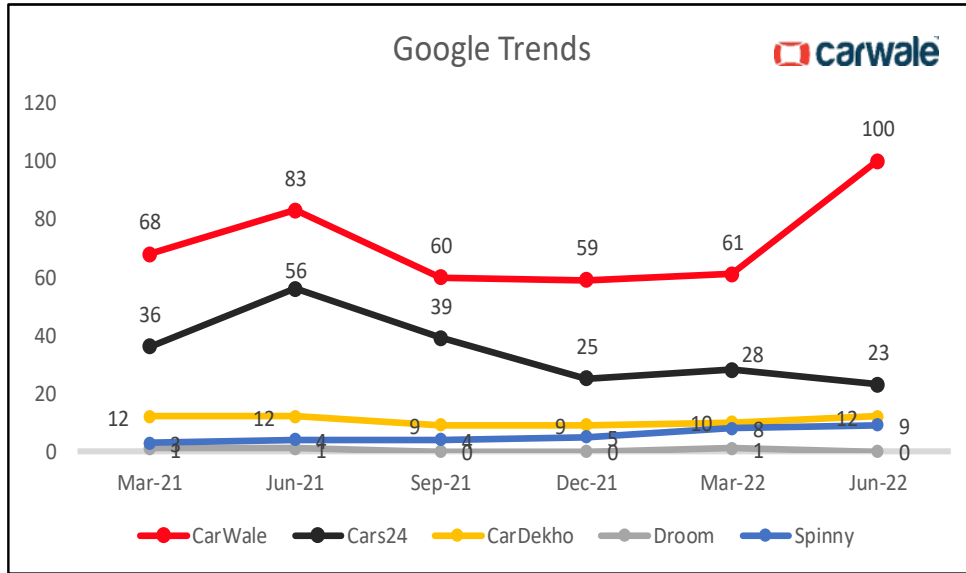
Note - We define a monthly unique visitor as an individual who has visited our websites or apps (CarWale, CarTrade and BikeWale) within a calendar month, based on data as measured by Google Analytics and Firebase. If an individual accesses more than one of our websites and apps within a given month, 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<sup>(1)</sup>

(March 2021 – Jun 2022)



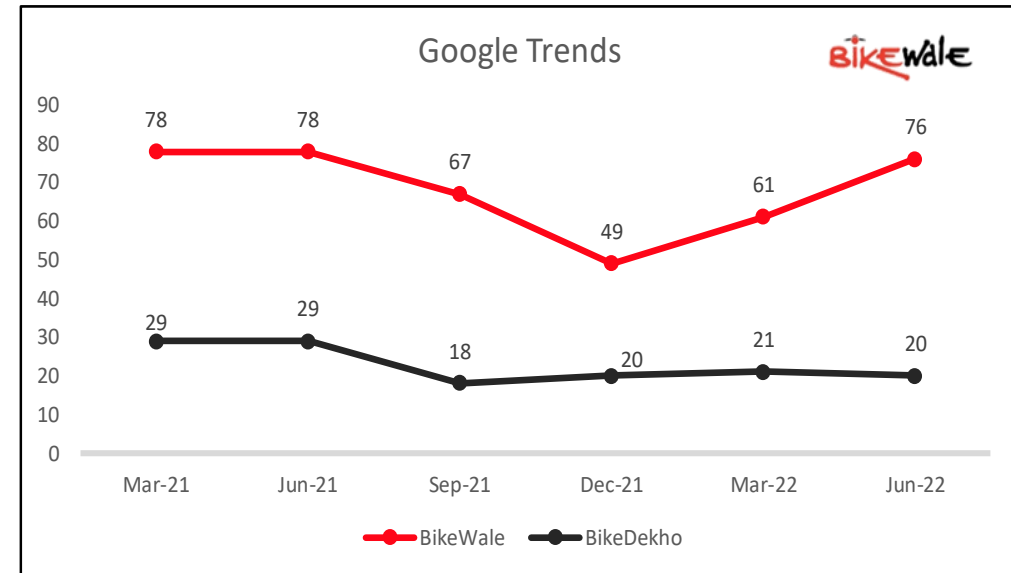
Highest index score among competitors



Organic traffic comprising 84.7% of all traffic<sup>(3)</sup>

## Google Trends - Relative Search Interest<sup>(2)</sup>

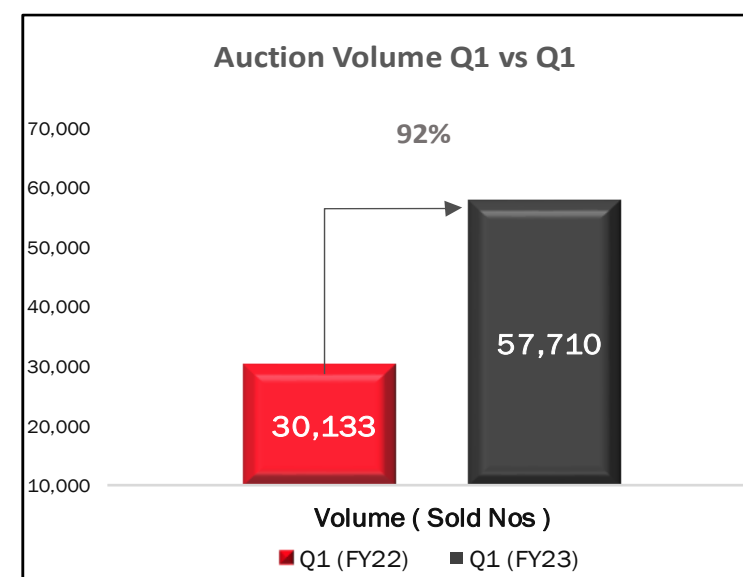
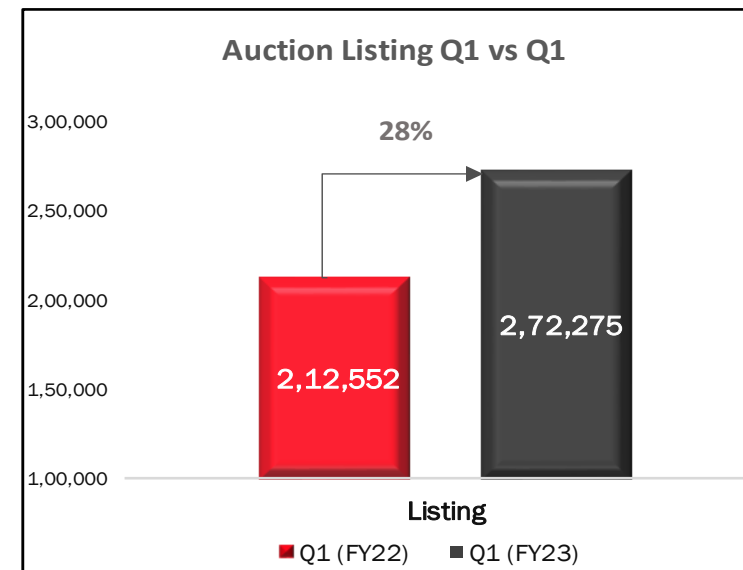
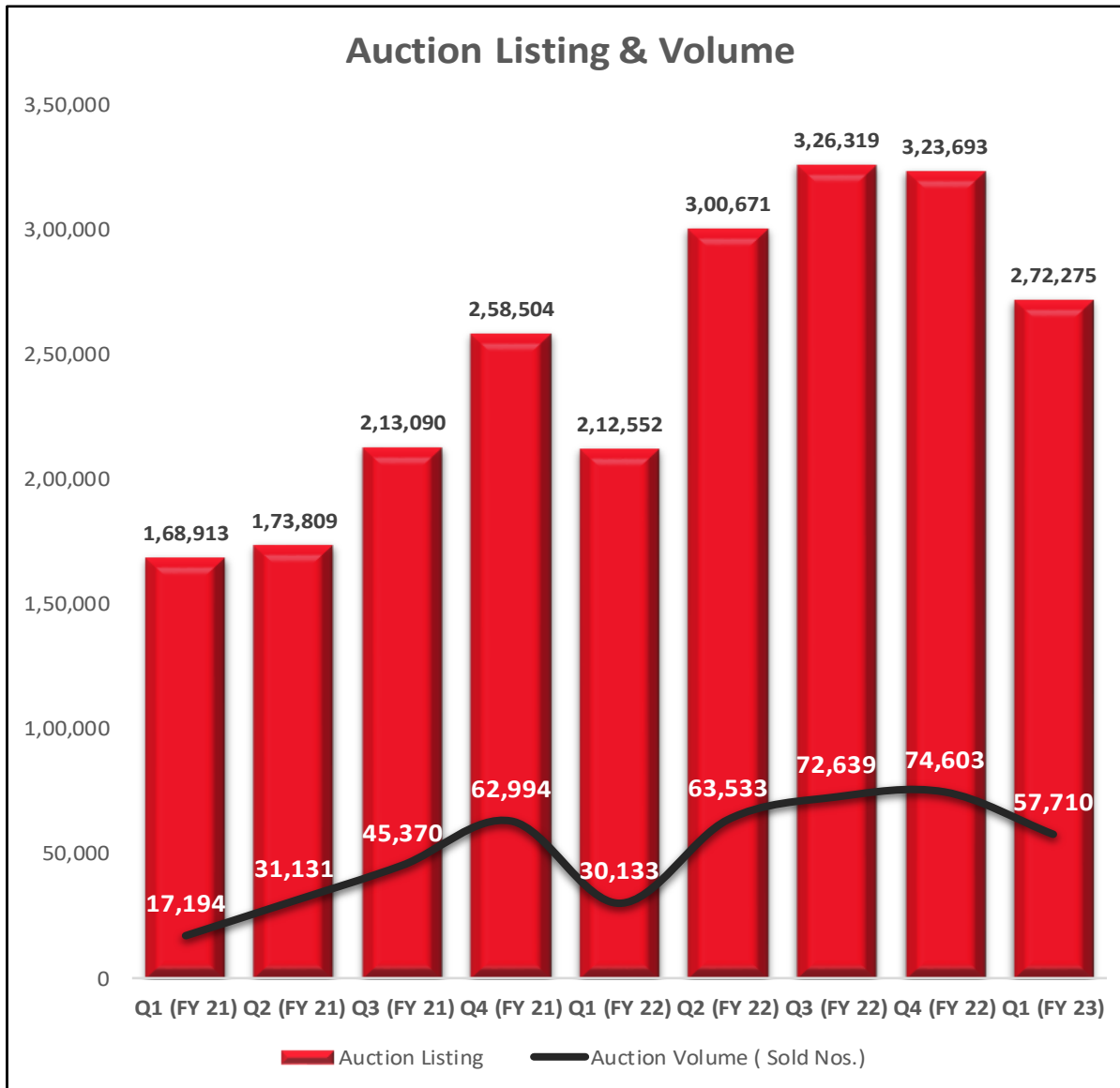
(March 2021 – Jun 2022)



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 not 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 Q1 FY23

# Auction Listings



**Thank You**

Company:

**CarTradeTech**

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CIN: L74900MH2000PLC126237

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