

Date: August 10, 2023

To,  
**Department of Corporate Services,  
BSE Limited**  
Phiroze Jeejeebhoy Towers,  
Dalal Street  
Mumbai - 400001  
**Scrip Code:** 543333  
**ISIN:** INE290S01011

To,  
**Listing Department,  
National Stock Exchange of India Limited**  
Exchange plaza, Plot No. C/1, G Block  
Bandra Kurla Complex, Bandra East,  
Mumbai – 400051  
**Scrip Symbol:** CARTRADE

Dear Sir/Madam,

**Sub: Submission of Investor Presentation for results of the first quarter ended June 30, 2023**

Pursuant to Regulation 30 (read with Para A of Part A of Schedule III) of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, we enclose herewith the copy of Investor Presentation for the unaudited Financial Results of the Company for the first quarter ended June 30, 2023.

The same is also made available on the website of the Company at <https://www.cartradetech.com/>

The above is for your information and record.

**Yours faithfully,**

**For CarTrade Tech Limited**

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

**Enclosed: a/a**

**CarTrade Tech Limited**

Reg. Off. & Corp. Off.: 12th Floor, Vishwaroop IT Park, Sector 30A, Vashi, Navi Mumbai 400705.

W: cartradetech.com | T: +91 22 6739 8888 | E: investor@cartrade.com | CIN: L74900MH2000PLC126237



August 2023



# 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 BY 18%, ADJ. EBITDA GROWTH BY 74% & PAT GROWTH BY 307%



**#1**

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



**200+ Physical  
Locations**

Automall and abSure outlets



**1.0 Mn**

\*FY24 Auction Listings



**34 Mn**

Average Monthly Unique  
Visitors in Q1 FY24



**85.08%**

Organic Unique Visitors in  
Q1 FY24



Revenue Q1 FY24

**1069 Mn INR**



Adj EBITDA Q1 FY24

**310 Mn INR**



PAT Q1 FY24

**135 Mn INR**



**Debt free** strong

**Cash balance**

of around 11 Bn INR

Note: \*FY24 refers to Apr23 to Jun23 of Q1 FY24 Annualised

(1) Based on relative online search popularity on Google Trends when compared to our key competitors over the period from April 2020 to June 2023.

# QUARTERLY FINANCIAL PERFORMANCE

# CONSOLIDATED FINANCIAL RESULTS FOR QUARTER ENDED JUNE 2023

Amount in Rs lakhs

Particulars	Quarter ended				Year ended
	June 30, 2023	March 31, 2023	June 30, 2022	Y-o-Y	March 31, 2023
<b>Income</b>					
Revenue from operations	8,606.97	9,586.48	8,277.98	4%	36,373.92
Purchase of Stock-in-trade (Inc. Inventory Change)	-	46.00	250.90	-100%	645.90
<b>Net revenue from operations</b>	<b>8,606.97</b>	<b>9,540.48</b>	<b>8,027.08</b>	<b>7%</b>	<b>35,728.02</b>
Other income	2,084.37	2,073.17	999.49	109%	6,398.25
<b>Net Revenue</b>	<b>10,691.34</b>	<b>11,613.65</b>	<b>9,026.57</b>	<b>18%</b>	<b>42,126.27</b>
Employee cost (Excl ESOP)	4,692.71	4,404.69	4,350.85	8%	17,739.04
Marketing	675.76	691.78	662.96	2%	2,572.31
Other expenses	2,227.45	2,534.08	2,238.45	0%	9,323.36
<b>Total expenses (B)</b>	<b>7,595.92</b>	<b>7,630.55</b>	<b>7,252.26</b>	<b>5%</b>	<b>29,634.71</b>
<b>Adjusted EBITDA</b>	<b>3,095.42</b>	<b>3,983.10</b>	<b>1,774.31</b>	<b>74%</b>	<b>12,491.56</b>
<b>Adjusted EBITDA %</b>	<b>29%</b>	<b>34%</b>	<b>20%</b>		<b>30%</b>
<b>Adjusted EBITDA Excl. Other income %</b>	<b>12%</b>	<b>20%</b>	<b>10%</b>		<b>17%</b>
ESOP	463.96	732.27	530.23	-12%	2,793.88
Finance cost	217.37	204.33	185.88	17%	767.19
Depreciation and amortization expense	837.35	758.93	678.99	23%	2,873.89
<b>Profit Before Tax</b>	<b>1,576.74</b>	<b>2,287.57</b>	<b>379.21</b>	<b>316%</b>	<b>6,056.60</b>
Tax expenses	63.91	210.41	51.55	24%	850.95
Deferred tax adjustment	161.34	328.11	-4.26		1,162.28
<b>PAT</b>	<b>1,351.49</b>	<b>1,749.05</b>	<b>331.92</b>	<b>307%</b>	<b>4,043.37</b>
<b>Adjusted PAT</b>	<b>1,976.79</b>	<b>2,809.43</b>	<b>857.89</b>	<b>130%</b>	<b>7,999.53</b>

Note: Revenue as per Financials (excluding purchase of stock)

<b>Total Income as per Financials</b>	<b>10,691.34</b>	<b>11,659.65</b>	<b>9,277.47</b>	<b>15%</b>	<b>42,772.17</b>
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# STANDALONE FINANCIAL RESULTS FOR QUARTER ENDED JUNE 2023

Amount in Rs lakhs

Particulars	Quarter ended				Year ended
	June 30, 2023	March 31, 2023	June 30, 2022	Y-o-Y	March 31, 2023
<b>Income</b>					
Revenue from operations	4,284.91	4,279.03	3,480.89	23%	15,667.50
Purchase of Stock-in-trade (Inc. Inventory Change)	-	-	132.32		132.32
<b>Net revenue from operations</b>	<b>4,284.91</b>	<b>4,279.03</b>	<b>3,348.57</b>	<b>28%</b>	<b>15,535.18</b>
Other income	1,744.04	1,591.77	721.48	142%	5,624.21
<b>Net Revenue</b>	<b>6,028.94</b>	<b>5,870.81</b>	<b>4,070.05</b>	<b>48%</b>	<b>21,159.39</b>
Employee cost (Excl ESOP)	2,560.22	2,200.32	2,034.73	26%	8,479.49
Marketing	630.22	618.06	599.41	5%	2,267.89
Other expenses*	762.01	640.96	575.89	32%	2,406.04
<b>Total expenses (B)</b>	<b>3,952.46</b>	<b>3,459.34</b>	<b>3,210.02</b>	<b>23%</b>	<b>13,153.43</b>
<b>Adjusted EBITDA</b>	<b>2,076.49</b>	<b>2,411.47</b>	<b>860.02</b>	<b>141%</b>	<b>8,005.96</b>
<b>Adjusted EBITDA %</b>	<b>34%</b>	<b>41%</b>	<b>21%</b>		<b>38%</b>
<b>Adjusted EBITDA Excl. Other income %</b>	<b>8%</b>	<b>19%</b>	<b>4%</b>		<b>15%</b>
ESOP	457.77	713.33	531.66	-14%	2,694.56
Finance cost	16.16	12.92	19.30	-16%	60.15
Depreciation and amortization expense	193.71	162.56	148.53	30%	611.24
<b>Profit Before Tax</b>	<b>1,408.85</b>	<b>1,522.65</b>	<b>160.54</b>	<b>778%</b>	<b>4,640.01</b>
Tax expenses	-	-	-		-
Deferred tax adjustment	174.39	360.13	-7.59		1,380.24
<b>PAT</b>	<b>1,234.46</b>	<b>1,162.52</b>	<b>168.13</b>	<b>634%</b>	<b>3,259.77</b>
<b>Adjusted PAT</b>	<b>1,866.62</b>	<b>2,235.98</b>	<b>692.20</b>	<b>170%</b>	<b>7,334.57</b>

Note : \* Includes provision for Due Diligence performed, relating to acquisition

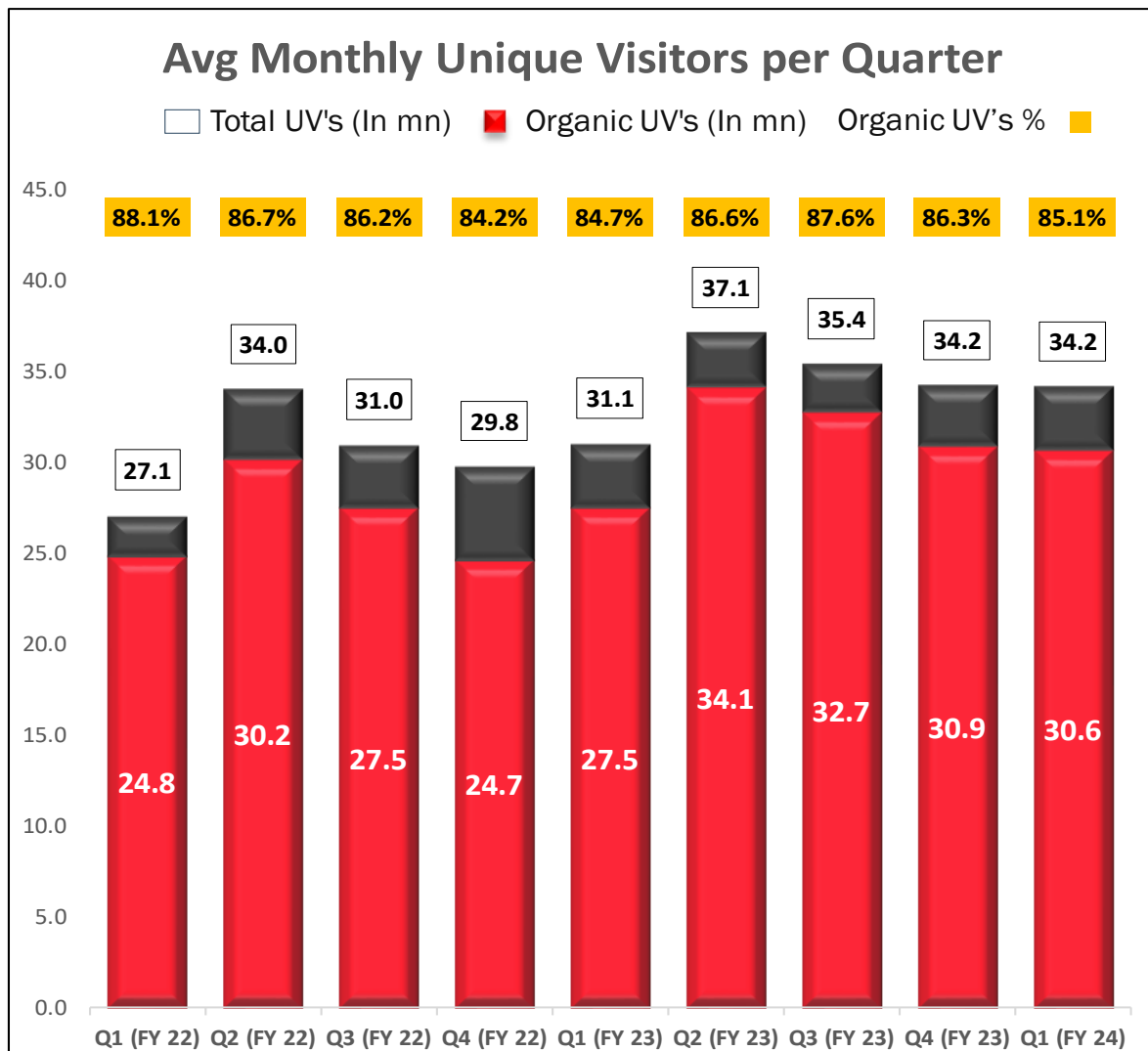
# REMARKETING CONSOLIDATED FINANCIAL RESULTS FOR QUARTER ENDED JUNE 2023

Amount in Rs lakhs

Particulars	Quarter ended				Year ended
	June 30, 2023	March 31, 2023	June 30, 2022	Y-o-Y	March 31, 2023
<b>Income</b>					
Revenue from operations	4,332.34	5,324.87	4,860.86	-11%	20,870.64
Purchase of Stock-in-trade (Inc. Inventory Change)	-	46.00	118.58		513.58
<b>Net revenue from operations</b>	<b>4,332.34</b>	<b>5,278.87</b>	<b>4,742.28</b>	<b>-9%</b>	<b>20,357.06</b>
Other income	338.37	479.28	276.75	22%	1,431.64
<b>Net Revenue</b>	<b>4,670.71</b>	<b>5,758.15</b>	<b>5,019.03</b>	<b>-7%</b>	<b>21,788.70</b>
Employee cost (Excl ESOP)	2,100.20	2,174.60	2,280.28	-8%	9,129.02
Other expenses	1,547.48	2,008.59	1,819.55	-15%	7,492.15
<b>Total expenses (B)</b>	<b>3,647.68</b>	<b>4,183.19</b>	<b>4,099.83</b>	<b>-11%</b>	<b>16,621.17</b>
<b>Adjusted EBITDA</b>	<b>1,023.03</b>	<b>1,574.96</b>	<b>919.20</b>	<b>11%</b>	<b>5,167.53</b>
<b>Adjusted EBITDA %</b>	<b>22%</b>	<b>27%</b>	<b>18%</b>		<b>24%</b>
<b>Adjusted EBITDA Excl. Other income %</b>	<b>16%</b>	<b>21%</b>	<b>14%</b>		<b>18%</b>
ESOP	6.19	18.94	-1.43	-533%	99.32
Finance cost	201.38	191.70	167.25	20%	708.97
Depreciation and amortization expense	490.48	445.39	377.75	30%	1,650.00
<b>Profit Before Tax</b>	<b>324.98</b>	<b>918.93</b>	<b>375.63</b>	<b>-13%</b>	<b>2,709.24</b>
Tax expenses	63.38	208.56	51.55	23%	849.10
Deferred tax adjustment	26.39	6.89	42.66	-38%	-60.20
<b>PAT</b>	<b>235.21</b>	<b>703.48</b>	<b>281.42</b>	<b>-16%</b>	<b>1,920.34</b>
<b>Adjusted PAT</b>	<b>267.79</b>	<b>729.31</b>	<b>322.65</b>	<b>-17%</b>	<b>1,959.46</b>



# Average Monthly UVs at 34 Mn; 85.1% Organic



## Key Advantages of having a large Organic Customer Base



Our platforms are built to connect potential buyers with dealers, OEMs and other partners which are monetized by running marketing campaigns from OEMs, dealers, banks, insurance companies and other financial institutions.



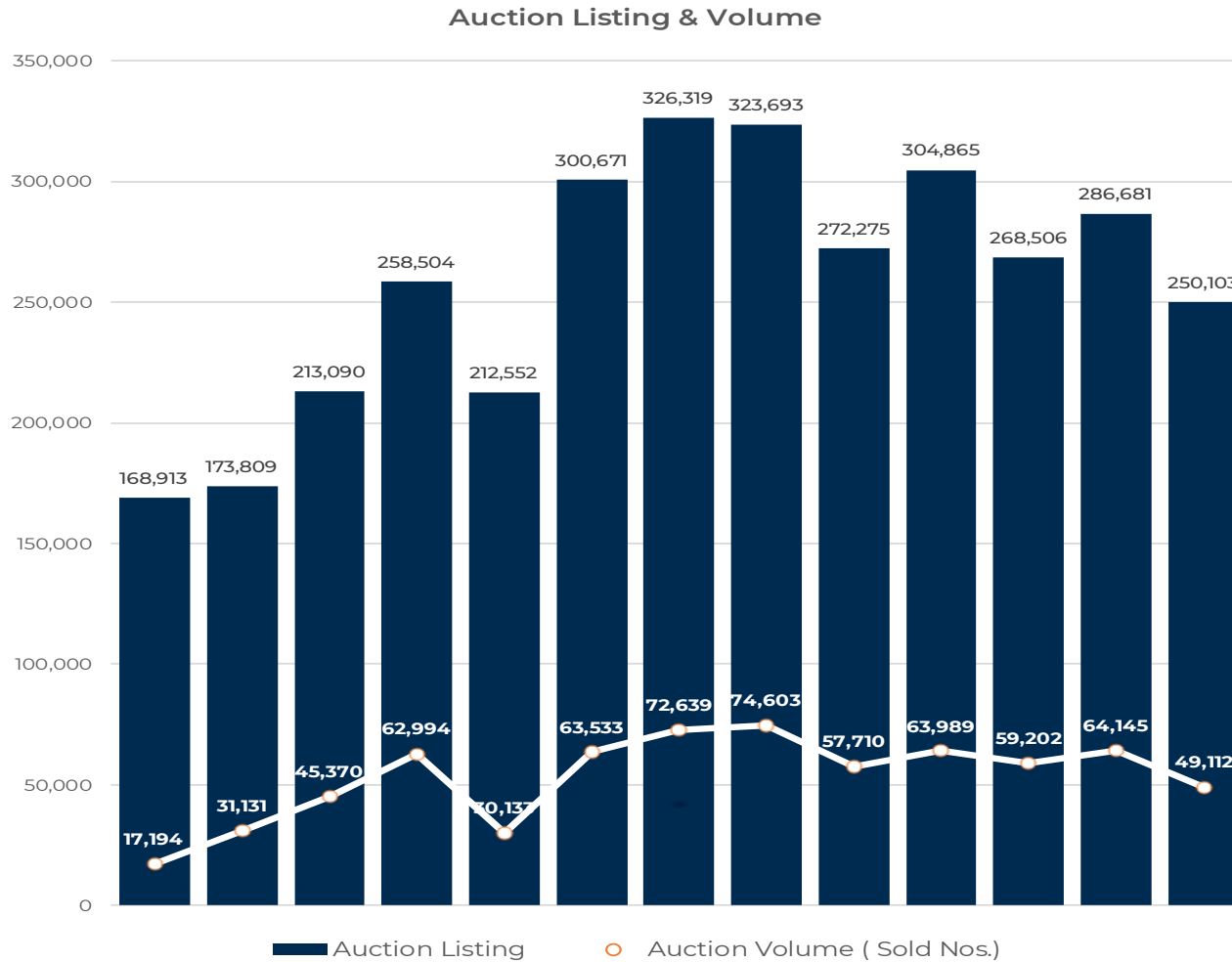
This large customer base and resultant exposure gives OEMs and dealers the perfect platform to effectively leverage their marketing spends and enhance sales



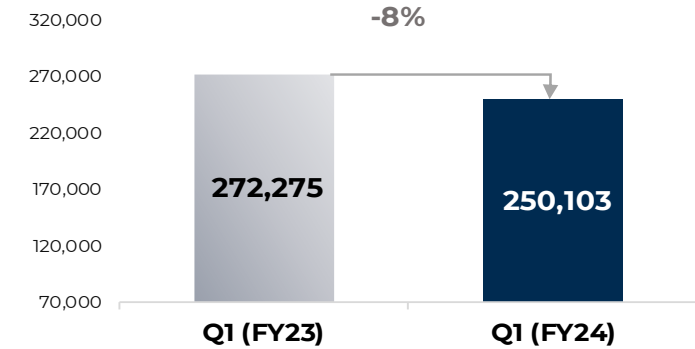
Having a large organic customer base not only strengthens the brand equity, but also helps in lowering the Customer Acquisition Costs

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.

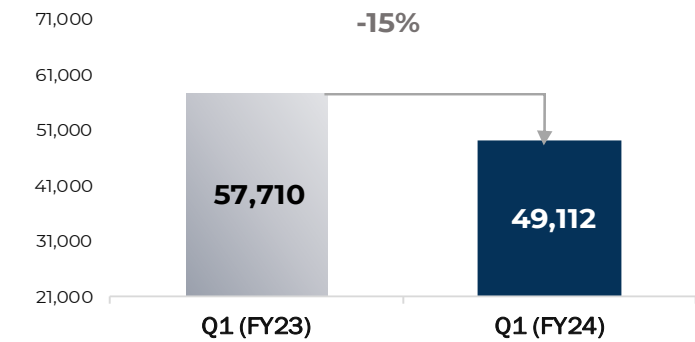
# Auction Listings & Volumes



Auction Listing Q1 vs Q1



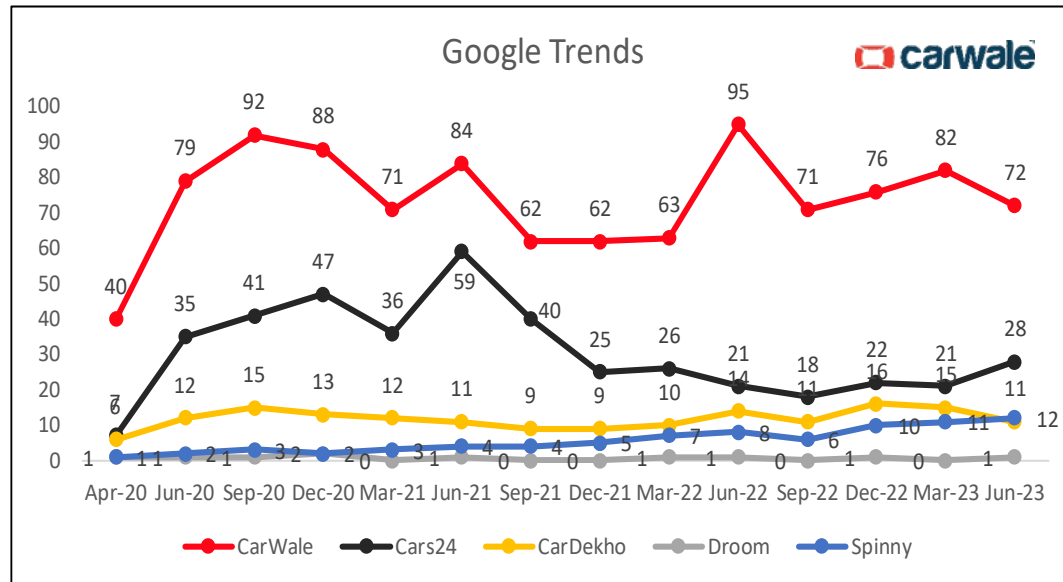
Auction Volume Q1 vs Q1



# Strong Portfolio of Well Recognised Brands

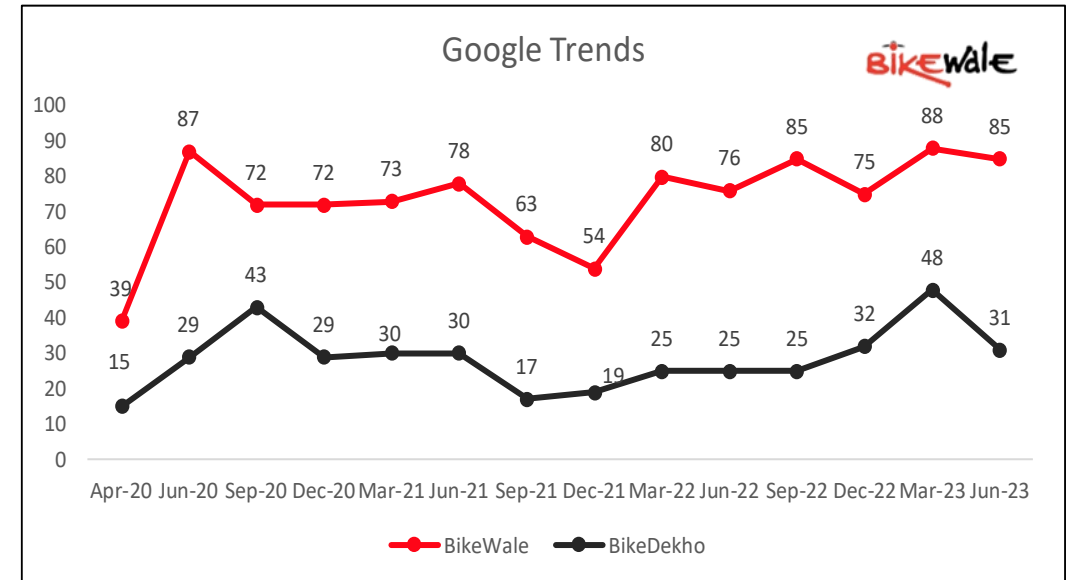
## Google Trends - Relative Search Interest<sup>(1)</sup>

(April 2020 – June 2023)



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

(April 2020 – June 2023)



Highest index score among competitors



Organic traffic comprising 85.1% of all traffic<sup>(3)</sup>



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 Q1 FY24

# Thank You



**CarTrade Tech Limited**  
CIN: L74900MH2000PLC126237

**Mr. Lalbahadur Pal**  
Company Secretary & Compliance Officer  
Email id: investor@cartrade.com



**Strategic Growth Advisors Pvt Ltd.**  
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