

Date: October 28, 2025

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

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

ISIN: INE290S01011

Dear Sir/Madam,

Sub: Investors Update/Presentation on unaudited Financial Results of the CarTrade Tech Limited (the "Company") for the second quarter and half year ended on September 30, 2025

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 second quarter and half year ended on September 30, 2025.

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

The above is for your information and records.

Yours faithfully

For CarTrade Tech Limited

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.

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Investor Presentation

Q2 FY26 Quarter ended

October 2025



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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.

Profit Surges 109% to ₹64 crores

❑ CarTrade Tech delivers its best-ever performance

All three business verticals delivered their highest-ever revenue and profits

- Highest ever Revenue – ₹222 Cr Revenue | **+29%** (Y-o-Y)
- Exponential growth in profits – ₹64 Cr PAT | **+109%** (Y-o-Y)
- Delivered strong sequential growth, with EBITDA rising **46%** over **Q2 vs Q1 FY26**.
- 150+ Million Users in each of our platforms – CarWale, BikeWale and OLX

❑ Consumer Group Driving Growth

- **Q2 vs Q2** (Y-o-Y): Revenue increased by **37%**, resulting in **82% PAT growth**.
- Achieved **40% EBITDA margin in Q2 FY26**, a benchmark for excellence in the industry.

❑ Remarketing Business momentum

- **Q2 vs Q2** (Y-o-Y): Delivered **23% revenue growth** and **30% PAT growth**.

❑ OLX India's Consistent Growth

- **Q2 vs Q2** (Y-o-Y): Revenue increased by **17%** and **213% PAT Growth**.
- Olx continues its quarter-on-quarter growth trajectory, achieving a **30% EBITDA margin in Q2 FY26**

Highest ever Revenue ₹ 222 Crores and PAT at ₹ 64 Crores in Q2FY26



#1

- Auto Portal in India⁽¹⁾
- Used Classified Business⁽¹⁾
- Vehicle Auction Platform



~85 Mn MAU⁽²⁾

Across Platforms
~100 Mn+ App Downloads



95%⁽³⁾

Organic Unique Visitors in
Q2 FY26



500+ Physical Locations

Automall, abSure & OLX India outlets



1.8 Mn

FY26 Auction Listings⁽⁴⁾



₹ 222 Crores

Revenue Q2 FY26



₹ 96 Crores

Adj EBITDA Q2 FY26



₹ 64 Crores

Profit after tax Q2 FY26



Debt free strong Cash balance

of around ₹ 1080 Crores INR

Note:

1. Based on relative online search popularity on Google Trends when compared to our key competitors over the period from September 2024 to September 2025 for CarWale (CW), BikeWale (BW) & OLX India.
2. Monthly. Average Unique visitor (MAU) that visit our websites or apps, across Carwale, Bikewale and CarTrade ~ 52.4 Mn MAU and on OLX India ~ 32.1 Mn MAU for FY 26 Q2.
3. Organic Unique Visitors of Carwale, Bikewale, Cartrade 92% & OLX India 100%.
4. Q2 FY26 annualised auction listing for Remarketing business is 1.77 Mn and Q2 FY26 annualised auction volume for Remarketing business is 2.79 lakhs.

CarTrade Tech Group EBITDA Margin Zooms to 33%

Amount in Rs lakhs

Particulars	Quarter ended				Half Year ended			Year ended
	Sep 30, 2025	Jun 30, 2025	Sep 30, 2024	Y-o-Y	Sep 30, 2025	Sep 30, 2024	Y-o-Y	Mar 31, 2025
Income								
Revenue from operations (A)	19,341.26	17,303.97	15,420.94	25%	36,645.23	29,572.81	24%	64,145.73
Other income	2,873.14	2,546.11	1,801.94	59%	5,419.25	3,320.54	63%	6,987.97
Total Income	22,214.40	19,850.08	17,222.88	29%	42,064.48	32,893.35	28%	71,133.70
Employee cost	7,755.07	7,522.22	6,992.75	11%	15,277.29	14,054.82	9%	28,436.02
Marketing	784.47	871.39	782.19	0%	1,655.86	1,531.16	8%	3,190.98
Other expenses	4,442.36	4,559.77	4,375.89	2%	9,002.13	8,524.25	6%	17,431.83
Total expenses (B)	12,981.90	12,953.38	12,150.83	7%	25,935.28	24,110.23	8%	49,058.83
EBITDA (A) - (B)	6,359.36	4,350.59	3,270.11	94%	10,709.95	5,462.58	96%	15,086.90
EBITDA %	33%	25%	21%		29%	18%		24%
Finance cost	303.47	302.48	293.98	3%	605.95	548.54	10%	1,152.67
Depreciation and amortization expense	936.56	902.96	1,063.75	-12%	1,839.52	2,070.55	-11%	4,086.02
Profit Before Tax	7,992.47	5,691.26	3,714.32	115%	13,683.74	6,164.03	122%	16,836.18
Tax expenses	717.48	432.55	369.12	94%	1,150.03	453.65	154%	982.85
Deferred tax adjustment	867.40	552.39	272.57	218%	1,419.79	347.89	308%	1,326.76
Profit After Tax	6,407.59	4,706.32	3,072.63	109%	11,113.92	5,362.49	107%	14,526.57
Adjusted EBITDA	9,573.36	7,282.21	5,681.18	69%	16,855.57	9,996.10	69%	24,137.12
Adjusted EBITDA %	43%	37%	33%		40%	30%		34%

Consumer Group: Revenue +37% | PAT +82% YoY in Q2FY26

Amount in Rs lakhs

Particulars	Quarter ended				Half Year ended			Year ended
	Sep 30, 2025	Jun 30, 2025	Sep 30, 2024	Y-o-Y	Sep 30, 2025	Sep 30, 2024	Y-o-Y	Mar 31, 2025
Income								
Revenue from operations (A)	7,624.75	6,638.16	5,562.29	37%	14,262.91	10,608.55	34%	23,771.86
Other income	917.08	1,250.85	1,046.28	-12%	2,167.93	1,957.25	11%	4,084.11
Total Income	8,541.83	7,889.01	6,608.57	29%	16,430.84	12,565.80	31%	27,855.97
Employee cost	3,012.72	3,104.30	2,947.63	2%	6,117.02	5,942.02	3%	11,956.23
Marketing	727.99	792.45	723.27	1%	1,520.44	1,316.22	16%	2,796.18
Other expenses	815.97	798.63	770.01	6%	1,614.59	1,505.74	7%	2,989.54
Total expenses (B)	4,556.68	4,695.38	4,440.92	3%	9,252.06	8,763.99	6%	17,741.95
EBITDA (A) - (B)	3,068.06	1,942.79	1,121.37	174%	5,010.85	1,844.56	172%	6,029.91
EBITDA %	40%	29%	20%		35%	17%		25%
Finance cost	18.49	18.83	21.73	-15%	37.32	35.25	6%	72.65
Depreciation and amortization expense	247.33	233.36	240.25	3%	480.69	490.11	-2%	949.53
Profit Before Tax	3,719.33	2,941.44	1,905.68	95%	6,660.78	3,276.45	103%	9,091.84
Tax expenses	-	-	-		-	-		-
Deferred tax adjustment	850.41	642.03	330.47	157%	1,492.44	413.70	261%	1,646.10
Profit After Tax	2,868.92	2,299.41	1,575.21	82%	5,168.34	2,862.75	81%	7,445.74
Adjusted EBITDA	4,090.29	3,351.44	2,447.61	67%	7,441.73	4,358.21	71%	11,223.56
Adjusted EBITDA %	48%	42%	37%		45%	35%		40%

Remarketing Business: Revenue +23% | PAT +30% YoY in Q2FY26

Amount in Rs lakhs

Particulars	Quarter ended				Half Year ended			Year ended
	Sep 30, 2025	Jun 30, 2025	Sep 30, 2024	Y-o-Y	Sep 30, 2025	Sep 30, 2024	Y-o-Y	Mar 31, 2025
Income								
Revenue from operations (A)	6,262.43	5,939.57	5,104.65	23%	12,202.00	9,511.09	28%	21,238.07
Other income	603.15	652.85	620.17	-3%	1,256.00	1,073.00	17%	2,151.34
Total Income	6,865.58	6,592.42	5,724.82	20%	13,458.00	10,584.09	27%	23,389.41
Employee cost	2,709.65	2,484.62	2,011.11	35%	5,194.27	4,055.98	28%	9,007.89
Other expenses	1,913.92	2,075.67	1,895.98	1%	3,989.59	3,630.00	10%	7,653.30
Total expenses (B)	4,623.57	4,560.29	3,907.09	18%	9,183.86	7,685.98	19%	16,661.19
EBITDA (A) - (B)	1,638.86	1,379.28	1,197.56	37%	3,018.14	1,825.11	65%	4,576.88
EBITDA %	26%	23%	23%		25%	19%		22%
Finance cost	275.11	272.42	256.09	7%	547.53	485.95	13%	1,024.96
Depreciation and amortization expense	597.55	566.09	535.23	12%	1,163.64	1,007.58	15%	2,121.13
Profit Before Tax	1,369.35	1,193.62	1,026.41	33%	2,562.97	1,404.58	82%	3,582.13
Tax expenses	362.56	342.75	285.37	27%	705.32	369.28	91%	980.34
Deferred tax adjustment	16.98	-89.63	-18.14		-72.66	13.28		-162.02
Profit After Tax	989.81	940.50	759.18	30%	1,930.31	1,022.02	89%	2,763.81
Adjusted EBITDA	2,245.03	2,035.11	1,823.57	23%	4,280.14	2,909.73	47%	6,751.39
Adjusted EBITDA %	33%	31%	32%		32%	27%		29%

OLX India: Revenue +17% | PAT +213% YoY in Q2FY26

Amount in Rs lakhs

Particulars	Quarter ended				Half Year ended			For the Period
	Sep 30, 2025	Jun 30, 2025	Sep 30, 2024	Y-o-Y	Sep 30, 2025	Sep 30, 2024	Y-o-Y	Mar 31, 2025
Income								
Revenue from operations (A)	5,551.74	4,814.33	4,762.49	17%	10,366.07	9,464.71	10%	19,213.06
Other income	1,350.57	640.00	186.50	624%	1,990.57	342.13	482%	818.68
Total Income	6,902.31	5,454.33	4,948.99	39%	12,356.64	9,806.84	26%	20,031.74
Employee cost	1,987.95	1,888.66	1,998.43	-1%	3,876.61	3,985.20	-3%	7,318.72
Other expenses	1,911.57	1,896.99	1,909.06	0%	3,808.56	3,785.04	1%	7,538.22
Total expenses (B)	3,899.52	3,785.65	3,907.49	0%	7,685.17	7,770.24	-1%	14,856.94
EBITDA (A) - (B)	1,652.22	1,028.68	855.00	93%	2,680.90	1,694.47	58%	4,356.12
EBITDA %	30%	21%	18%		26%	18%		23%
Finance cost	9.87	11.23	16.16	-39%	21.10	27.34	-23%	55.07
Depreciation and amortization expense	91.68	103.51	128.17	-28%	195.19	254.38	-23%	475.86
Profit Before Tax	2,901.24	1,553.94	897.17	223%	4,455.18	1,754.88	154%	4,643.87
Tax expenses	354.26	89.16	83.18	326%	443.42	83.18	433%	-
Profit After Tax	2,546.98	1,464.78	813.99	213%	4,011.76	1,671.70	140%	4,643.87
Adjusted EBITDA	3,235.49	1,893.41	1,364.83	137%	5,128.90	2,681.56	91%	6,104.34
Adjusted EBITDA %	47%	35%	28%		42%	27%		30%

Segmental Results - Diversified Growth. Profitable Segments. One Platform.

Amount in Rs lakhs

Particulars	Quarter ended				Half Year ended			Year ended
	Sep 30, 2025	Jun 30, 2025	Sep 30, 2024	Y-o-Y	Sep 30, 2025	Sep 30, 2024	Y-o-Y	Mar 31, 2025
Segment Revenue	19,341.26	17,303.97	15,420.94	25%	36,645.23	29,572.81	24%	64,145.73
Consumer	7,624.75	6,638.16	5,562.29	37%	14,262.91	10,608.55	34%	23,771.86
Remarketing	6,262.43	5,939.57	5,104.65	23%	12,202.00	9,511.09	28%	21,238.07
Olx India	5,551.74	4,814.33	4,762.49	17%	10,366.07	9,464.71	10%	19,213.06
Less: Intersegment eliminations	-97.66	-88.09	-8.49		-185.75	-11.54		-77.26
Segment Result	6,700.22	4,736.10	3,879.24	73%	11,436.32	6,675.56	71%	17,149.15
Consumer	3,173.21	2,100.56	1,401.34	126%	5,273.77	2,400.96	120%	7,139.46
Remarketing	1,641.88	1,382.26	1,203.41	36%	3,024.14	1,836.70	65%	4,600.05
Olx India	1,884.91	1,253.41	1,178.31	60%	3,138.32	2,339.43	34%	5,285.68
Less: Intersegment eliminations	0.22	-0.13	96.18		0.09	98.47		123.96
Unallocated	1,292.25	955.16	-164.92		2,247.41	-511.53		-312.97
Add: Other income	2,873.14	2,546.11	1,801.94	59%	5,419.25	3,320.54	63%	6,987.97
Less: Finance Cost	-303.47	-302.48	-293.98	3%	-605.95	-548.54	10%	-1,152.67
Less: Depreciation and Amortisation expenses	-936.56	-902.96	-1,063.75	-12%	-1,839.52	-2,070.55	-11%	-4,086.02
Less: Share based expenses	-340.86	-385.51	-609.13	-44%	-726.37	-1,212.98	-40%	-2,062.25
Profit before Tax	7,992.47	5,691.26	3,714.32	115%	13,683.73	6,164.03	122%	16,836.18
Tax	-1,584.88	-984.94	-641.69	147%	-2,569.82	-801.54	221%	-2,309.61
Profit for the period / year	6,407.59	4,706.32	3,072.63	109%	11,113.91	5,362.49	107%	14,526.57

Thank You



CarTrade Tech Limited
CIN: L74900MH2000PLC126237

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



MUFG Intime India Private Limited
CIN: U67190MH1999PTC118368

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Meeting Request

