

Date: May 06, 2024

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 Audited Financial Results of the Company for the fourth quarter and financial year ended March 31, 2024

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 enclosed herewith the copy of Investor Presentation for the Audited Financial Results of the Company for the fourth quarter and financial year ended March 31, 2024.

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

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



CarTradeTech

Investor Presentation

Q4 FY24 Quarter ended

May 2024

 carwale

 bikewale

CarTrade.com

 SHRIRAM
automall
THE POWER OF CHOICE

 ADROIT AUTO™

 olx

DRIVE A *Smile*

SAFE HARBOR

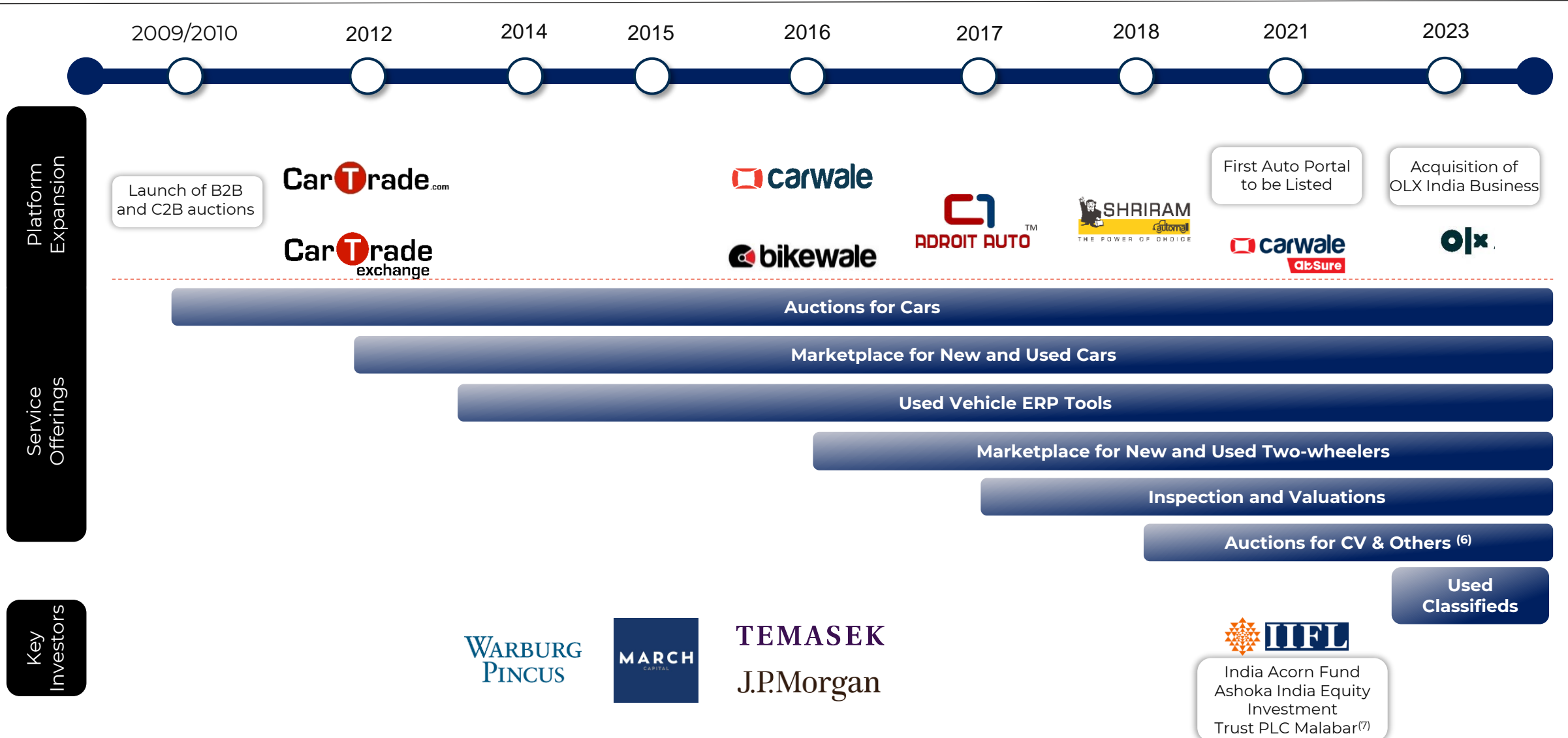
This presentation and the accompanying slides (the “Presentation”), which have been prepared by CarTrade Tech Limited (the “Company”), have been prepared solely for information purposes and do not constitute any offer, recommendation or invitation to purchase or subscribe for any securities, and shall not form the basis or be relied on in connection with any contract or binding commitment whatsoever. No offering of securities of the Company will be made except by means of a statutory offering document containing detailed information about the Company.

This Presentation has been prepared by the Company based on information and data which the Company considers reliable, but the Company makes no representation or warranty, express or implied, whatsoever, and no reliance shall be placed on, the truth, accuracy, completeness, fairness and reasonableness of the contents of this Presentation. This Presentation may not be all inclusive and may not contain all of the information that you may consider material. Any liability in respect of the contents of, or any omission from, this Presentation is expressly excluded.

Certain matters discussed in this Presentation may contain statements regarding the Company’s market opportunity and business prospects that are individually and collectively forward-looking statements. Such forward-looking statements are not guarantees of future performance and are subject to known and unknown risks, uncertainties and assumptions that are difficult to predict. These risks and uncertainties include, but are not limited to, the performance of the Indian economy and of the economies of various international markets, the performance of the industry in India and world-wide, competition, the company’s ability to successfully implement its strategy,

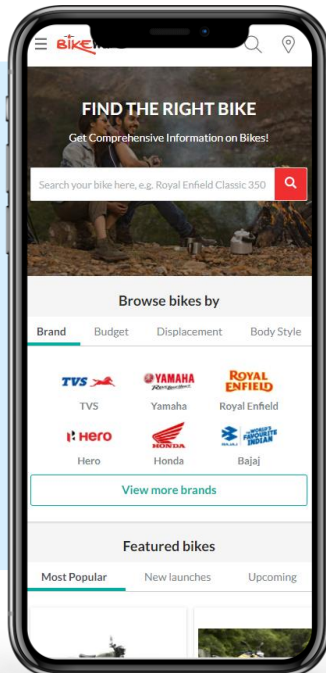
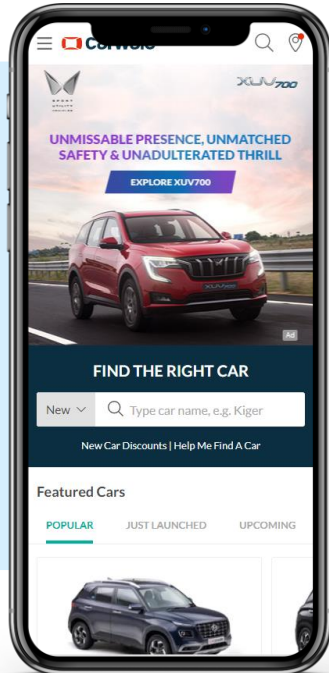
The Company’s future levels of growth and expansion, technological implementation, changes and advancements, changes in revenue, income or cash flows, the Company’s market preferences and its exposure to market risks, as well as other risks. The Company’s actual results, levels of activity, performance 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.

JOURNEY SO FAR



Note:(1) CarTrade Tech is backed by several marquee institutional shareholders - Warburg Pincus LLC, March Capital, Temasek, JP Morgan and IIFL through their affiliates Highdell Investment Ltd, Springfield Venture International, MacRitchie Investments Pte. Ltd., CMDB II and IIFL Special Opportunities Fund - Series 8 respectively. (2) Acquired Automotive Exchange Private Limited, owners of brand name CarWale and BikeWale. (3) Indicates year of primary investment. (4) Acquired AISPL (Adroit) for a sum of INR 129.98mn. (5) Acquired 51% (55.43% on actual basis) of the paid-up share capital of SAMIL. (6) Includes farm equipment, construction equipment and others. (7) Malabar India Fund, Malabar Select Fund, Malabar Value Fund and Malabar Midcap Fund.

Consumer Group

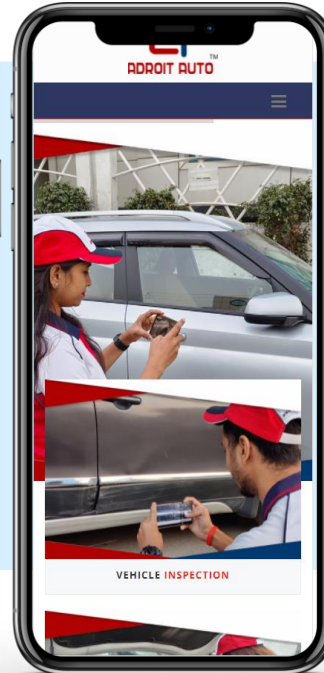
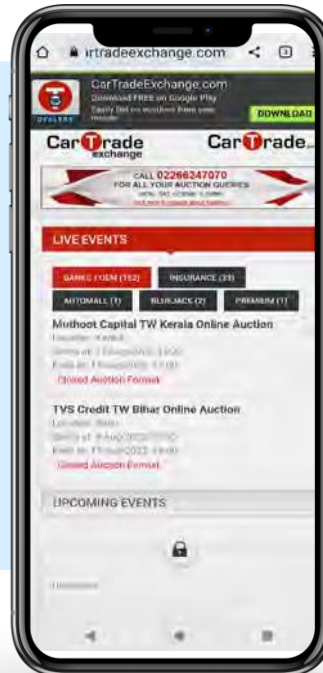
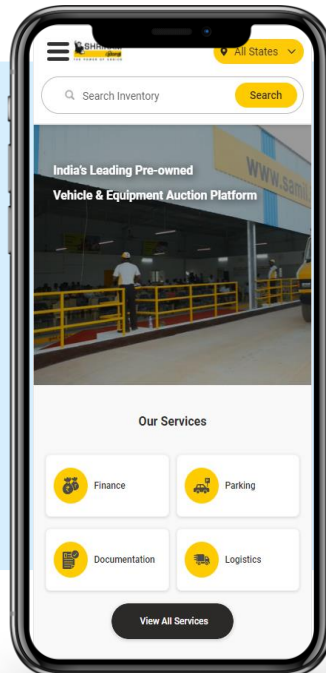


Online platforms for customers, dealers, and OEMs to buy and sell new and used vehicles seamlessly. Powered by tech-enabled ERP and CRM solutions.

Remarketing Group



Phygital Auction Services Online Auction Services Inspection Services



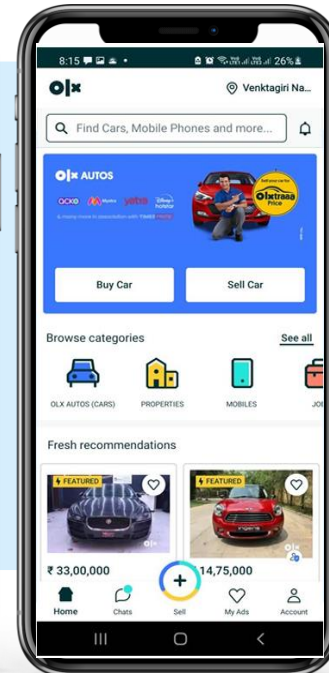
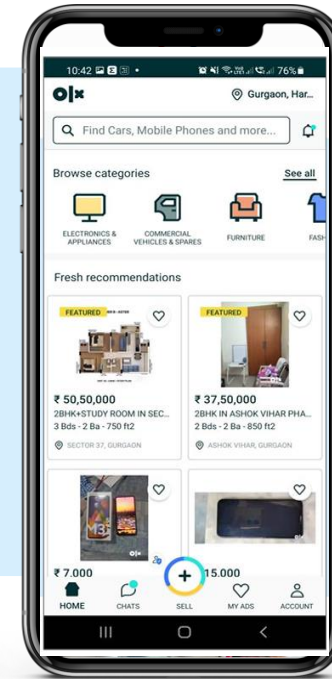
Online-offline auction platform used by consumers, business sellers, dealers, and fleet owners

Inspection and valuation services

OLX India



Used Classifieds Business



Online classifieds platform across 12 categories (include Auto, Real estate, Mobiles/ Electronics, Furniture, etc).

REVENUE GROWS 52% & PAT GROWS 43% in Q4



#1

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



~70 Mn MAU⁽²⁾

Across Platforms
~100 Mn+ App Downloads



350+ Physical Locations

Automall, abSure & OLX India outlets



90%+⁽³⁾

Organic Unique Visitors in
Q4 FY24



1.2 Mn

FY24 Auction Listings⁽⁴⁾



1,606 Mn INR

Revenue Q4 FY24



491 Mn INR

Adj EBITDA Q4 FY24



250 Mn INR

Profit after tax Q4 FY24



Debt free strong
Cash balance

of around 750 Crore INR

Note:

1. Based on relative online search popularity on Google Trends when compared to our key competitors over the period from April 2020 to March 2024 for CarWale (CW), BikeWale (BW) & OLX India.
2. Monthly. Average Unique visitor (MAU) that visit our websites or apps, across Carwale, Bikewale and CarTrade ~ 40 Mn MAU and on OLX India ~ 30 Mn MAU for FY 24 Q4.
3. Organic Unique Visitors of Carwale, Bikewale, Cartrade, & OLX India.
4. FY24 auction listing for Remarketing business..

Consolidated Results - Highest ever Revenue and Profit before tax

Amount in Rs lakhs

Particulars	Quarter ended				Year ended		
	March 31, 2024	December 31, 2023	March 31, 2023	Y-o-Y	March 31, 2024	March 31, 2023	Y-o-Y
Income							
Revenue from operations	14,527.71	13,858.81	9,586.48	52%	48,994.62	36,373.92	35%
Less- Purchase of Stock-in-trade (Inc. Inventory Change)	-	-	46.00		-	645.90	
Net revenue from operations	14,527.71	13,858.81	9,540.48	52%	48,994.62	35,728.02	37%
Other income	1,533.59	1,327.00	2,073.17	-26%	6,528.07	6,398.25	2%
Net Revenue	16,061.30	15,185.81	11,613.65	38%	55,522.69	42,126.27	32%
Employee cost (Excl ESOP)	6,033.62	6,300.10	4,404.69	37%	22,600.16	17,739.04	27%
Marketing	811.66	712.69	691.78	17%	2,860.74	2,572.31	11%
Other expenses	4,305.35	3,854.50	2,534.08	70%	13,588.18	9,323.36	46%
Total expenses	11,150.63	10,867.29	7,630.55	46%	39,049.08	29,634.71	32%
Adjusted EBITDA	4,910.67	4,318.52	3,983.10	23%	16,473.61	12,491.56	32%
Adjusted EBITDA %	31%	28%	34%		30%	30%	
Adjusted EBITDA Excl. Other income	3,377.08	2,991.52	1,909.93	77%	9,945.54	6,093.31	63%
Adjusted EBITDA Excl. Other income %	23%	22%	20%		20%	17%	
ESOP	645.06	456.36	732.27	-12%	2,006.00	2,793.88	-28%
Finance cost	255.75	229.34	204.33	25%	924.66	767.19	21%
Depreciation and amortization expense	1,036.87	957.18	758.93	37%	3,739.31	2,873.89	30%
Profit before tax from Continuing Operations	2,972.99	2,675.64	2,287.57	30%	9,803.64	6,056.60	62%
Tax expenses	270.52	192.54	210.41	29%	1,526.75	850.95	79%
Deferred tax adjustment	361.47	287.10	328.11	10%	63.75	1,162.28	-95%
Profit After Tax for Continuing Operations	2,341.00	2,196.00	1,749.05	34%	8,213.14	4,043.37	103%
Loss from Discontinued Operation (net of tax)	155.86	-4,551.07	-		-6,215.35	-	
(Loss) / Profit for the period / year	2,496.86	-2,355.07	1,749.05	43%	1,997.79	4,043.37	

Standalone Results – Margins grow from 19% to 26% (Q-o-Q)

Amount in Rs lakhs

Particulars	Quarter ended				Year ended		
	March 31, 2024	December 31, 2023	March 31, 2023	Y-o-Y	March 31, 2024	March 31, 2023	Y-o-Y
Income							
Revenue from operations	4,913.29	4,941.75	4,279.03	15%	18,667.74	15,667.50	19%
Less- Purchase of Stock-in-trade (Inc. Inventory Change)	-	-	-		-	132.32	
Net revenue from operations	4,913.29	4,941.75	4,279.03	15%	18,667.74	15,535.18	20%
Other income (excluding Dividend)	946.71	797.87	1,591.77	-41%	4,627.01	4,958.99	-7%
Net Revenue	5,860.00	5,739.62	5,870.81	0%	23,294.75	20,494.17	14%
Employee cost (Excl ESOP)	2,448.36	2,530.52	2,200.32	11%	10,109.05	8,479.49	19%
Marketing	584.10	619.09	618.06	-5%	2,433.11	2,267.89	7%
Other expenses	626.52	642.50	640.96	-2%	2,758.72	2,406.04	15%
Total expenses	3,658.97	3,792.12	3,459.34	6%	15,300.88	13,153.43	16%
Adjusted EBITDA	2,201.03	1,947.51	2,411.47	-9%	7,993.87	7,340.74	9%
Adjusted EBITDA %	38%	34%	41%		34%	36%	
Adjusted EBITDA Excl. Other income	1,254.32	1,149.64	819.69	53%	3,366.86	2,381.75	41%
Adjusted EBITDA Excl. Other income %	26%	23%	19%		18%	15%	
ESOP	440.31	445.15	713.33	-38%	1,774.72	2,694.56	-34%
Dividend Income	-	-	-		-	665.22	
Finance cost	16.26	9.45	12.93	26%	54.19	60.15	-10%
Depreciation and amortization expense	208.20	198.97	162.56	28%	808.35	611.24	32%
Profit Before Tax	1,536.25	1,293.94	1,522.64	1%	5,356.60	4,640.01	15%
Tax expenses	0.48	55.81	-		758.16	-	
Deferred tax adjustment	463.20	342.92	360.13	29%	379.67	1,380.24	-72%
Profit After Tax	1,072.57	895.21	1,162.51	-8%	4,218.77	3,259.77	29%

Remarketing Results

Amount in Rs lakhs

Particulars	Quarter ended				Year ended		
	March 31, 2024	December 31, 2023	March 31, 2023	Y-o-Y	March 31, 2024	March 31, 2023	Y-o-Y
Income							
Revenue from operations	5,276.68	4,599.86	5,324.87	-1%	19,400.03	20,870.64	-7%
Less- Purchase of Stock-in-trade (Inc. Inventory Change)	-	-	46.00		-	513.58	
Net revenue from operations	5,276.68	4,599.86	5,278.87	0%	19,400.03	20,357.06	-5%
Other income	450.63	382.42	479.28	-6%	1,531.43	1,431.64	7%
Net Revenue	5,727.31	4,982.28	5,758.15	-1%	20,931.46	21,788.70	-4%
Employee cost (Excl ESOP)	2,227.66	2,311.17	2,174.60	2%	9,033.55	9,129.02	-1%
Other expenses	1,865.95	1,506.75	2,008.59	-7%	6,571.06	7,492.15	-12%
Total expenses	4,093.61	3,817.92	4,183.19	-2%	15,604.61	16,621.17	-6%
Adjusted EBITDA	1,633.70	1,164.36	1,574.96	4%	5,326.85	5,167.53	3%
Adjusted EBITDA %	29%	23%	27%		25%	24%	
Adjusted EBITDA Excl. Other income	1,183.07	781.94	1,095.68	8%	3,795.42	3,735.89	2%
Adjusted EBITDA Excl. Other income %	22%	17%	21%		20%	18%	
ESOP	-7.02	11.21	18.94		19.51	99.32	-80%
Finance cost	220.43	219.34	191.70	15%	850.66	708.97	20%
Depreciation and amortization expense	544.79	540.98	445.39	22%	2,096.19	1,650.00	27%
Profit Before Tax	875.50	392.83	918.93	-5%	2,360.49	2,709.24	-13%
Tax expenses	269.41	136.07	208.56	29%	766.19	849.10	-10%
Deferred tax adjustment	-62.40	-16.06	6.89		-157.73	-60.20	
Profit After Tax	668.49	272.82	703.48	-5%	1,752.03	1,920.34	-9%

OLX India Results – Successful Integration

Amount in Rs lakhs

Particulars	Quarter ended		For the period
	March 31, 2024	December 31, 2023	Aug 12 - March 31, 2024
Income			
Revenue from operations	4,341.84	4,309.63	10,945.89
Other income	135.87	157.65	375.61
Total Income	4,477.71	4,467.28	11,321.50
Employee cost	1,325.31	1,426.13	3,328.44
Other expenses	2,078.83	1,836.66	4,837.53
Total expenses	3,404.13	3,262.79	8,165.97
Adjusted EBITDA	1,073.58	1,204.49	3,155.53
Adjusted EBITDA %	24%	27%	28%
ESOP	211.76	-	211.76
Finance cost	19.06	0.55	20.02
Depreciation and amortization expense	125.51	57.12	209.60
Profit before tax from Continuing Operations	717.25	1,146.82	2,714.14
Tax expenses	-	-	-
Profit from Continuing Operations	717.25	1,146.82	2,714.14
Loss from Discontinued Operation (net of tax)	155.86	-4,551.07	-6,215.35
(Loss) / Profit for the period / year	873.11	-3,404.24	-3,501.21

*CarTrade Tech acquired 100% of Sobek Auto (OLX business in India) on August 11, 2023

SEGMENTAL RESULTS (MAR 2024)

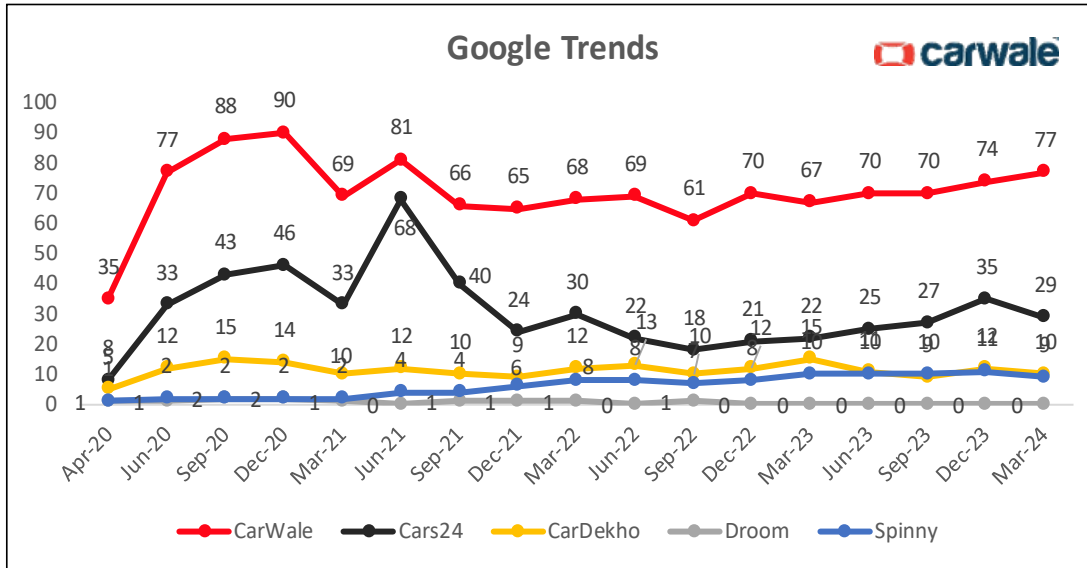
Amount in Rs lakhs

Particulars	Quarter ended				Year ended		
	March 31, 2024	December 31, 2023	March 31, 2023	Y-o-Y	March 31, 2024	March 31, 2023	Y-o-Y
Segment Revenue (Net Revenue)	14,527.70	13,858.82	9,540.48	52%	48,994.63	35,728.02	37%
Consumer	4,913.29	4,941.75	4,279.03	15%	18,667.74	15,535.18	20%
Remarketing	5,276.68	4,599.86	5,278.87	0%	19,400.03	20,357.06	-5%
Classifieds	4,341.84	4,309.63	NA		10,945.89	NA	
Less: Intersegment eliminations	-4.11	7.58	-17.42		-19.03	-164.22	
Segment Result	3,377.08	2,991.53	1,909.93	77%	9,945.54	6,093.31	63%
Consumer	1,254.29	1,149.64	819.69	53%	3,366.82	2,381.75	41%
Remarketing	1,183.07	781.94	1,095.68	8%	3,795.42	3,735.89	2%
Classifieds	937.68	1,046.84	NA	NA	2,779.90	NA	NA
Less: Intersegment eliminations	2.04	13.11	-5.44	NA	3.40	-24.33	NA
Unallocated	-404.09	-315.89	377.64		-141.90	-36.71	
Add: Other income	1,533.59	1,327.00	2,073.17	-26%	6,528.07	6,398.25	2%
Less: Finance Cost	-255.75	-229.34	-204.33	25%	-924.66	-767.19	21%
Less: Depreciation and Amortisation expenses	-1,036.87	-957.18	-758.93	37%	-3,739.31	-2,873.89	30%
Less: Share based expenses	-645.06	-456.37	-732.27	-12%	-2,006.00	-2,793.88	-28%
Profit before Tax from Continuing Operation	2,972.99	2,675.64	2,287.57	30%	9,803.64	6,056.60	62%
Tax	-631.99	-479.64	-538.52	17%	-1,590.50	-2,013.23	-21%
Profit from Continuing Operations	2,341.00	2,196.00	1,749.05	34%	8,213.14	4,043.37	103%
Loss from Discontinued Operation (net of tax)	155.86	-4,551.07	-	NA	-6,215.35	-	NA
(Loss) / Profit for the period / year	2,496.86	-2,355.07	1,749.05	43%	1,997.79	4,043.37	

Strong Portfolio of Well Recognised Brands

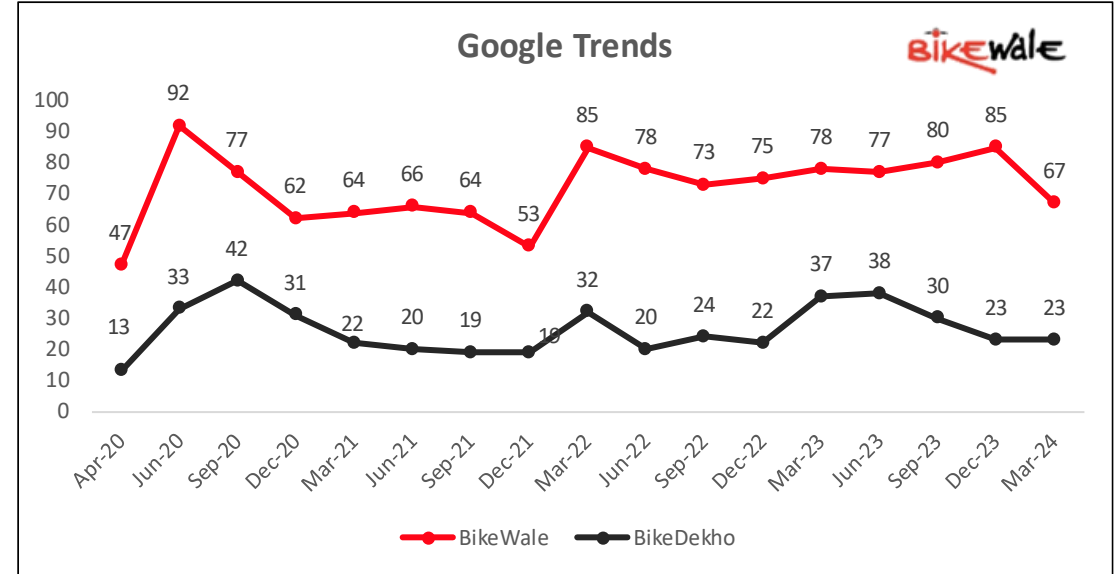
Google Trends - Relative Search Interest⁽¹⁾

(April 2020 – March 2024)



Google Trends - Relative Search Interest⁽²⁾

(April 2020 – March 2024)



Highest index score among competitors



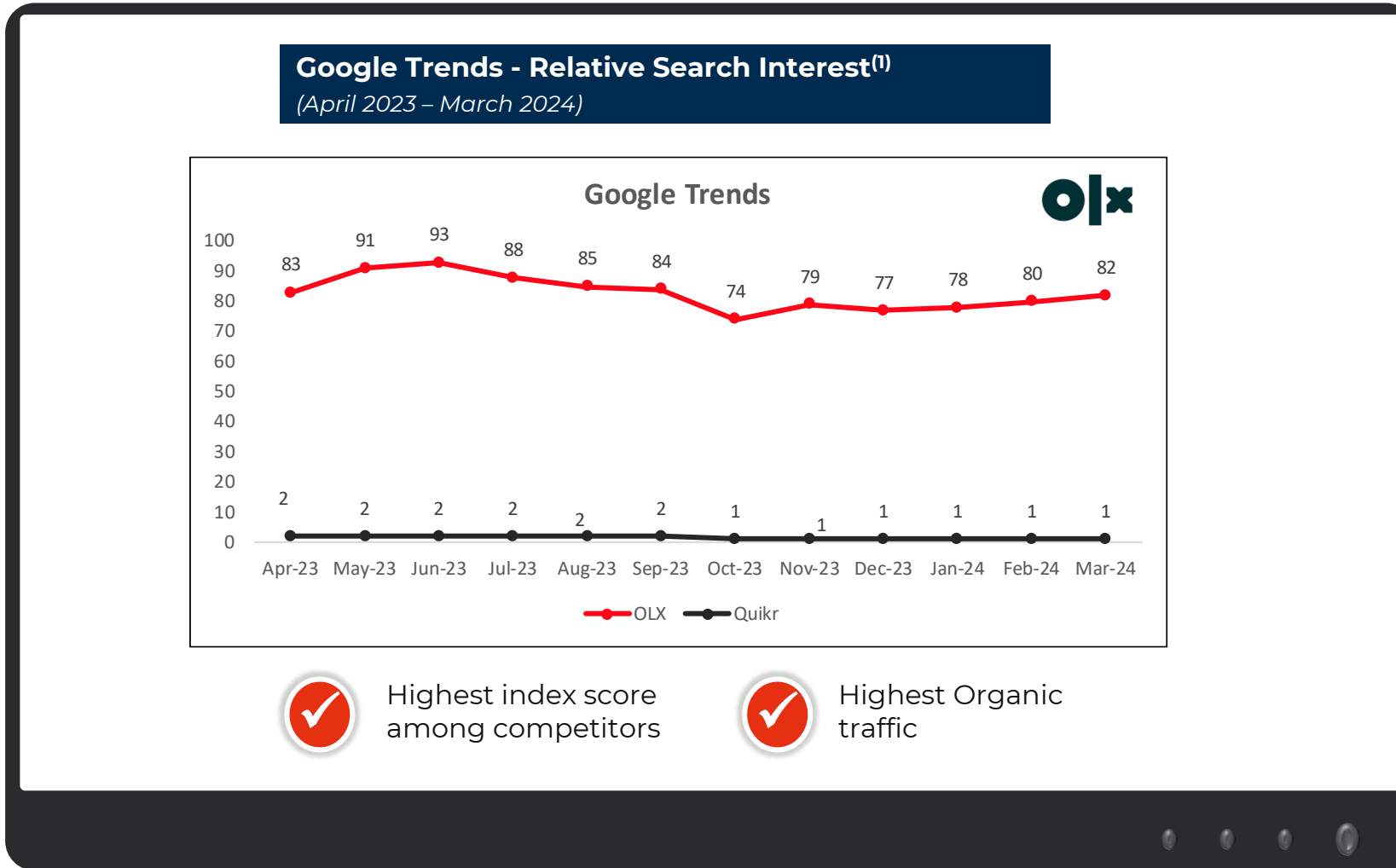
Organic traffic comprising 92% of all traffic⁽³⁾



Brands synonymous with trust, quality and reliability

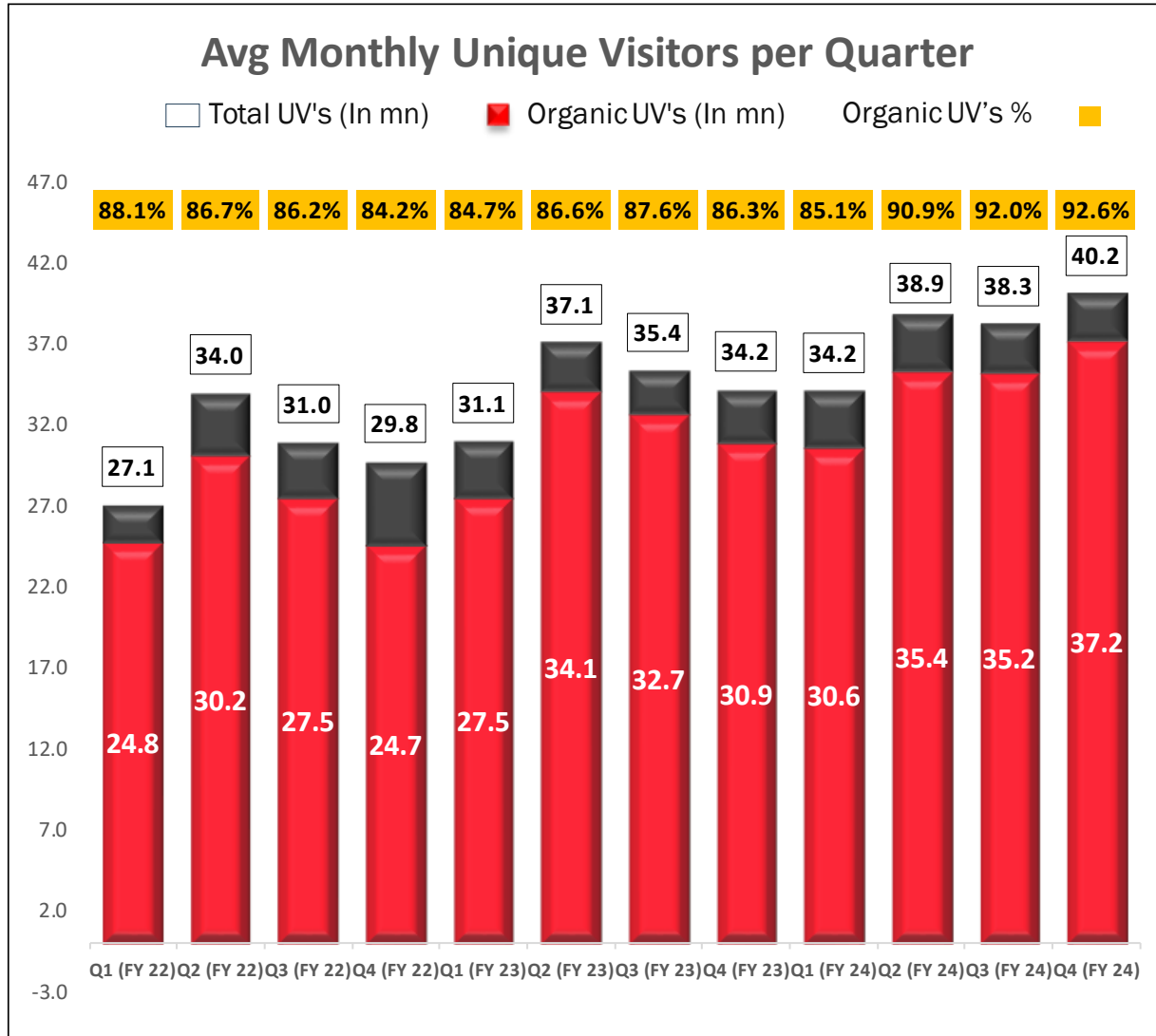
Note: Numbers represent search interest relative to the highest point on the chart for the given region and time. A value of 100 is the peak popularity for the term. A value of 50 means that the term is half as popular. A score of 0 means there was not enough data for this term. (1) In "Autos and Vehicles" 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 Q4 FY24

Strong Portfolio of Well Recognised Brands



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 "All Category" category in India. "Search Term" has been selected for all the selected players (OLX India and Quikr).

Average Monthly UVs at 40 Mn; 92.6% 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

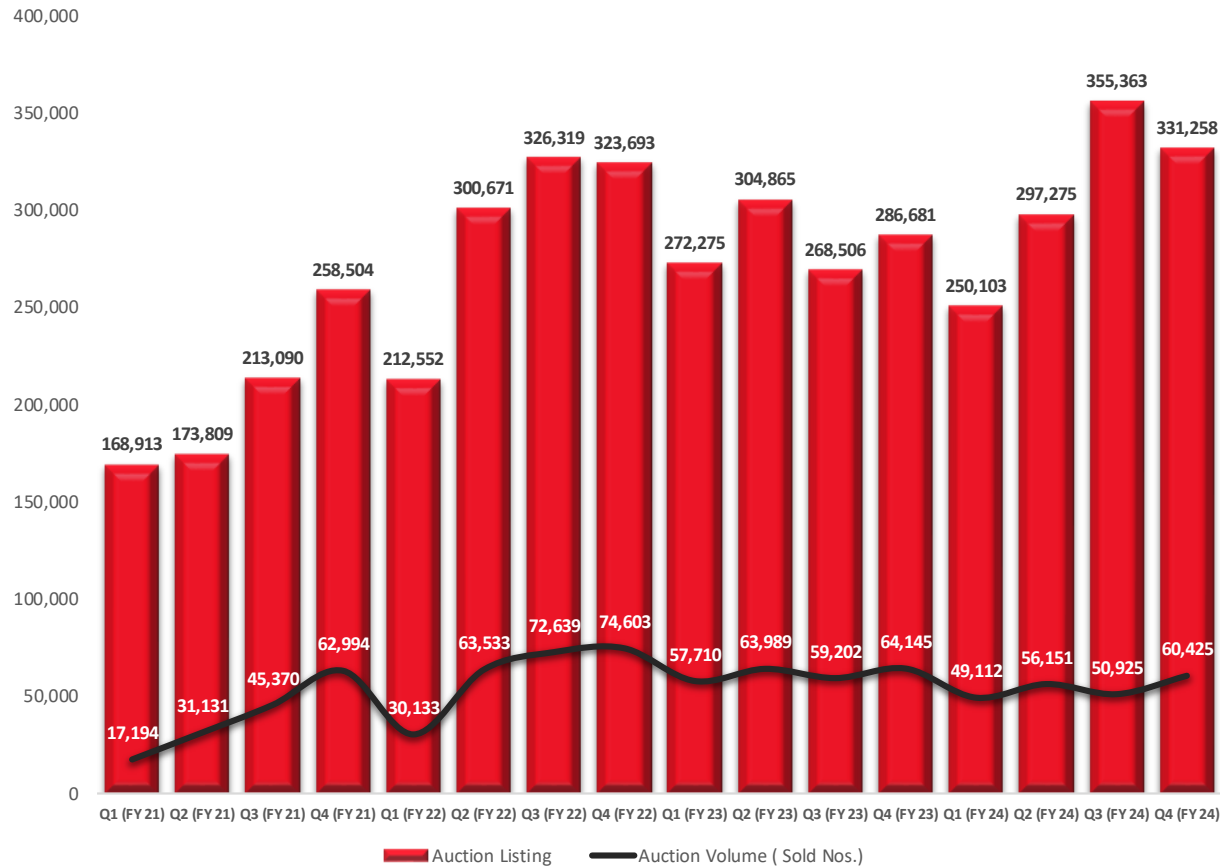


Having a large organic customer base not only strengthens the brand equity, but also helps in lowering the Customer Acquisition Costs

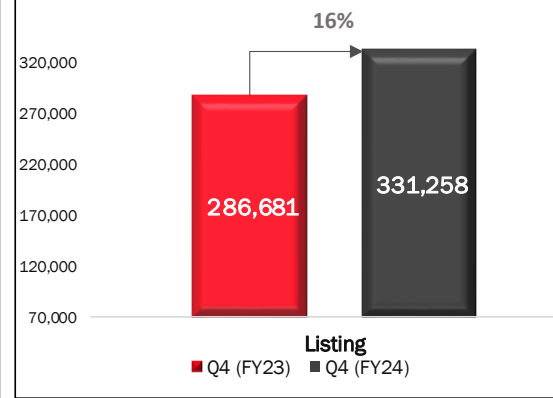
Note - We define a monthly unique visitor as an individual who has visited our websites or apps (CarWale, CarTrade and BikeWale) within a calendar month, based on data as measured by Google Analytics and Firebase. If an individual accesses more than one of our websites and apps within a given month,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

Remarketing Auction Listings & Volumes

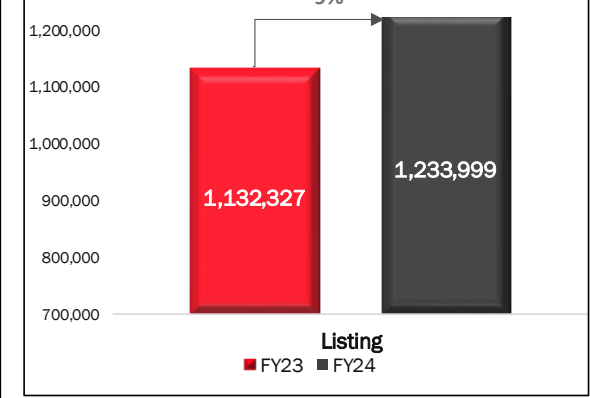
Auction Listing & Volume



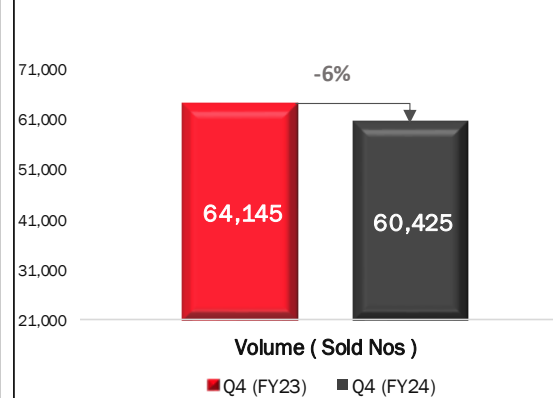
Auction Listing Q4 vs Q4



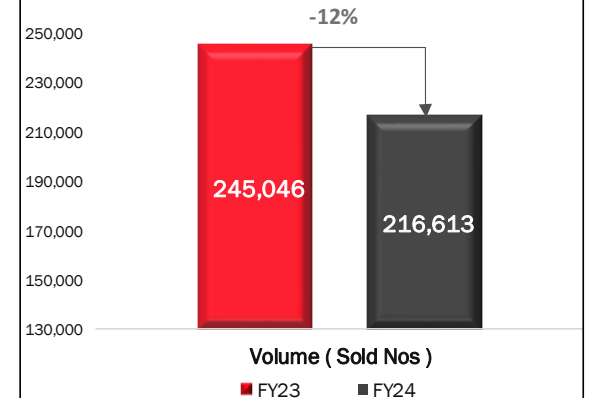
Auction Listing FY23 vs FY24



Auction Volume Q4 vs Q4



Auction Volume FY23 vs 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.
CIN: U74140MH2010PTC204285

Shikha Puri / Riddhish Bhayani
Email id: shikha.puri@sgapl.net / riddhish.bhayani@sgapl.net
Tel No: +91 98192 82743 / +91 9029319564