

Date: January 29, 2025

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: Investors Update/Presentation on Unaudited Financial Results of CarTrade Tech Limited (the “Company”) for the third quarter and nine months ended on December 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 unaudited Financial Results of the Company for the third quarter and nine months ended on December 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.

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CarTradeTech

Investor Presentation

Q3 FY25 Quarter ended

January 2025

 carwale

 bikewale

CarTrade.com

 SHRIRAM
automall
THE POWER OF CHOICE

 ADROIT AUTO™

 Olx

DRIVE A *Smile*

Safe Harbor

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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.

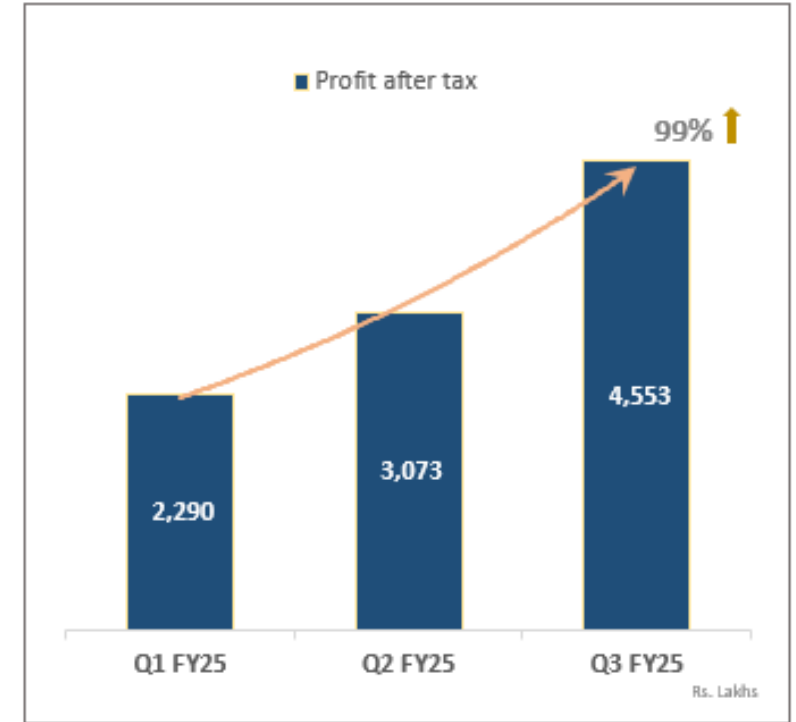
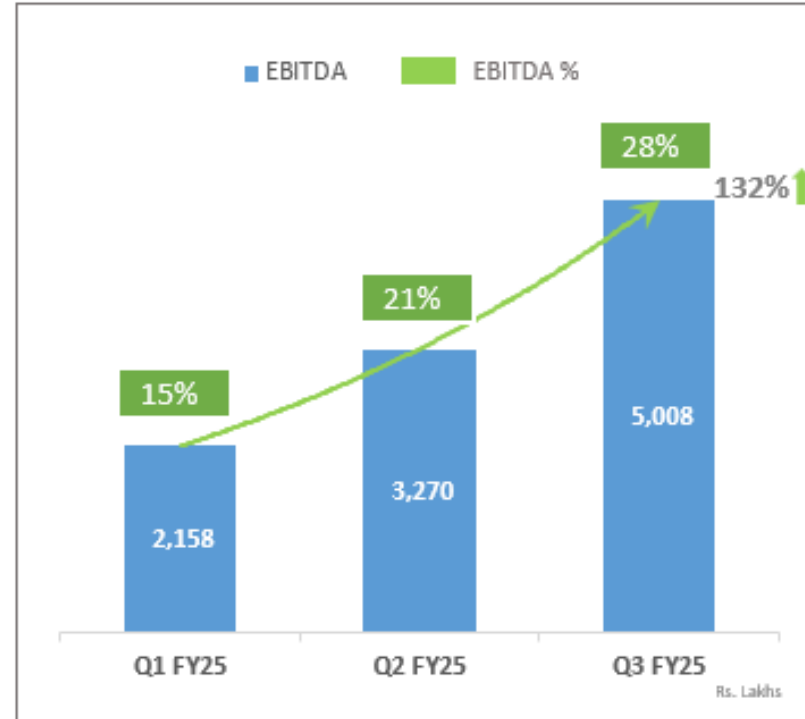
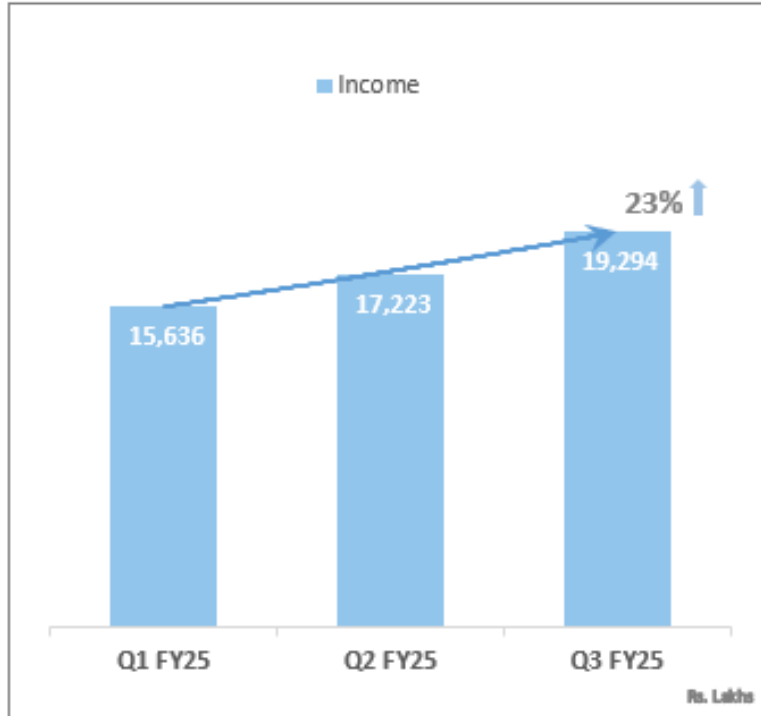
Record-Breaking Revenue & Profits

Q3 Revenues at record at 193 crores and PAT at record of 46 crores

- ❑ **Exceptional Growth** - *All three business verticals delivered their highest-ever revenue and profits*
 - **9M FY25:** Revenue surged by **32%**, EBIDTA grew by an impressive **100%**, and PAT **zooms to ₹99 crores**.
 - **Q3 vs Q2:** Profits rose sharply by **48%**
- ❑ **Consumer Group Driving Growth**
 - Revenue increased by **38%** (Y-o-Y), resulting in a **172% PAT growth**.
 - Achieved a **35% EBIDTA margin** this qtr, a benchmark for excellence in the industry.
- ❑ **Remarketing Business momentum**
 - Delivered **28% revenue growth** and **178% PAT growth** (Y-o-Y).
- ❑ **OLX India's Consistent Growth**
 - The recently acquired business continues its **quarter-on-quarter growth trajectory**, with an **80% surge in profits** (Q3 vs Q2).



Remarkable Growth



Highest Ever Revenue and Profit in every business in the Quarter



#1

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



~79 Mn MAU⁽²⁾

Across Platforms
~100 Mn+ App Downloads



95%+⁽³⁾

Organic Unique Visitors in
Q3 FY25



450+ Physical Locations

Automall, abSure & OLX India outlets



1.5 Mn

FY25 Auction Listings⁽⁴⁾



1,929 Mn INR

Revenue Q3 FY25



702 Mn INR

Adj EBITDA Q3 FY25



455 Mn INR

Profit after tax Q3 FY25



Debt free strong
Cash balance

of around 885 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 September 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 ~ 49 Mn MAU and on OLX India ~ 30 Mn MAU for FY 25 Q3
3. Organic Unique Visitors of Carwale, Bikewale, Cartrade 92% & OLX India 100%.
4. Q3 FY25 annualised auction listing for Remarketing business..

Consolidated Results -Q3 Profit Surge of 48% to 46 Crores vs Q2

Amount in Rs lakhs

Particulars	Quarter ended				Nine Month ended			Year ended
	December 31, 2024	September 30, 2024	December 31, 2023	Y-o-Y	December 31, 2024	December 31, 2023	Y-o-Y	March 31, 2024
Income								
Revenue from operations (A)	17,621.54	15,420.94	13,858.81	27%	47,160.26	34,466.91	37%	48,994.62
Other income	1,672.68	1,801.94	1,327.00	26%	4,993.22	4,994.48	0%	6,528.07
Total Income	19,294.22	17,222.88	15,185.81	27%	52,153.48	39,461.39	32%	55,522.69
Employee cost	7,305.42	6,992.75	6,756.46	8%	21,360.24	17,927.48	19%	24,606.16
Marketing	808.92	782.19	712.69	14%	2,341.70	2,049.08	14%	2,860.74
Other expenses	4,499.41	4,375.89	3,854.50	17%	13,022.04	9,282.83	40%	13,588.18
Total expenses (B)	12,613.75	12,150.83	11,323.65	11%	36,723.98	29,259.39	26%	41,055.08
EBITDA (A) - (B)	5,007.79	3,270.11	2,535.16	98%	10,436.28	5,207.52	100%	7,939.54
EBITDA %	28%	21%	18%		20%	13%		16%
Finance cost	290.52	293.98	229.34	27%	839.06	668.91	25%	924.66
Depreciation and amortization expense	1,051.14	1,063.75	957.18	10%	3,121.69	2,702.44	16%	3,739.31
Profit Before Tax¹	5,338.81	3,714.32	2,675.64	100%	11,468.75	6,830.65	68%	9,803.64
Tax expenses	195.55	369.12	192.54	2%	649.20	1,256.23	-48%	1,526.75
Deferred tax adjustment	589.88	272.57	287.10		937.77	-297.72		63.75
Profit / (Loss) from Discontinued Operation (net of tax)	-	-	-4,551.07		34.09	-6,371.21		-6,215.35
Profit for the period / year	4,553.38	3,072.63	-2,355.07		9,915.87	-499.07		1,997.79
Adjusted EBITDA	7,016.96	5,681.18	4,318.52	62%	16,978.97	11,562.94	47%	16,473.61
Adjusted EBITDA %	36%	33%	28%		33%	29%		30%

¹ Profit before tax from Continuing Operations

Standalone Results – 38% Revenue Growth Fuels 172% Profit Jump

Amount in Rs lakhs

Particulars	Quarter ended				Nine Month ended			Year ended
	December 31, 2024	September 30, 2024	December 31, 2023	Y-o-Y	December 31, 2024	December 31, 2023	Y-o-Y	March 31, 2024
Income								
Revenue from operations (A)	6,799.12	5,562.29	4,941.75	38%	17,407.67	13,754.44	27%	18,667.74
Other income	943.77	1,046.28	797.87	18%	2,901.02	3,680.30	-21%	4,627.01
Total Income	7,742.89	6,608.57	5,739.62	35%	20,308.69	17,434.74	16%	23,294.75
Employee cost (Excl ESOP)	2,660.96	2,667.68	2,530.52	5%	8,046.59	7,660.69	5%	10,109.05
ESOP	279.65	279.96	445.15	-37%	836.04	1,334.41	-37%	1,774.72
Marketing	717.21	723.27	619.09	16%	2,033.43	1,849.02	10%	2,433.11
Other expenses	769.86	770.01	642.50	20%	2,275.61	2,132.20	7%	2,758.72
Total expenses (B)	4,427.68	4,440.92	4,237.27	4%	13,191.67	12,976.32	2%	17,075.60
EBITDA (A) - (B)	2,371.44	1,121.37	704.48	237%	4,216.00	778.12	442%	1,592.13
EBITDA %	35%	20%	14%		21%	4%		9%
Finance cost	18.93	21.73	9.45	100%	54.18	37.93	43%	54.19
Depreciation and amortization expense	231.94	240.25	198.97	17%	722.05	600.14	20%	808.35
Profit Before Tax	3,064.33	1,905.68	1,293.94	137%	6,340.79	3,820.35	66%	5,356.60
Tax expenses	-	-	55.81		-	757.68		758.16
Deferred tax adjustment	625.43	330.47	342.92		1,039.13	-83.53		379.67
Profit After Tax	2,438.91	1,575.20	895.20	172%	5,301.66	3,146.20	69%	4,218.77
Adjusted EBITDA	3,594.85	2,447.61	1,947.51	85%	7,953.06	5,792.84	37%	7,993.87
Adjusted EBITDA %	46%	37%	34%		39%	33%		34%

Remarketing Results – 28% Revenue Growth Yields 178% Rise in Profits

Amount in Rs lakhs

Particulars	Quarter ended				Nine Month ended			Year ended
	December 31, 2024	September 30, 2024	December 31, 2023	Y-o-Y	December 31, 2024	December 31, 2023	Y-o-Y	March 31, 2024
Income								
Revenue from operations (A)	5,857.88	5,104.65	4,599.86	27%	15,368.97	14,123.35	9%	19,400.03
Other income	506.86	620.17	382.42	33%	1,579.88	1,080.80	46%	1,531.43
Total Income	6,364.74	5,724.82	4,982.28	28%	16,948.85	15,204.15	11%	20,931.46
Employee cost	2,514.16	2,011.11	2,322.38	8%	6,570.14	6,832.42	-4%	9,053.06
Other expenses	2,009.71	1,895.98	1,506.75	33%	5,639.72	4,705.11	20%	6,571.06
Total expenses (B)	4,523.87	3,907.09	3,829.13	18%	12,209.86	11,537.53	6%	15,624.12
EBITDA (A) - (B)	1,334.01	1,197.56	770.73	73%	3,159.11	2,585.82	22%	3,775.91
EBITDA %	23%	23%	17%		19%	17%		19%
Finance cost	257.89	256.09	219.34	18%	743.84	630.23	18%	850.66
Depreciation and amortization expense	543.07	535.23	540.98	0%	1,550.64	1,551.38	0%	2,096.19
Profit Before Tax	1,039.91	1,026.41	392.83	165%	2,444.51	1,485.01	65%	2,360.49
Tax expenses	278.06	285.37	136.07	104%	647.35	496.78	30%	766.19
Deferred tax adjustment	4.22	-18.14	-16.06		17.50	-95.33		-157.73
Profit After Tax	757.63	759.18	272.82	178%	1,779.66	1,083.56	64%	1,752.03
Adjusted EBITDA	1,846.71	1,823.57	1,164.36	59%	4,756.45	3,693.15	29%	5,326.85
Adjusted EBITDA %	29%	32%	23%		28%	24%		25%

Olx India Results – Consistent Q-o-Q Growth and 80% Profit Surge, Q3 vs Q2

Amount in Rs lakhs

Particulars	Quarter ended				Nine Month ended	For the period
	December 31, 2024	September 30, 2024	December 31, 2023	Y-o-Y	December 31, 2024	Aug 12 - March 31, 2024
Income						
Revenue from operations (A)	4,977.34	4,762.49	4,309.63	15%	14,407.96	10,945.89
Other income	219.71	186.50	157.65	39%	561.84	375.61
Total Income	5,197.05	4,948.99	4,467.28	16%	14,969.81	11,321.50
Employee cost (Excl ESOP)	1,758.12	1,675.11	1,426.13	23%	5,098.36	3,328.44
ESOP	51.01	323.33	-	0%	695.97	211.76
Other expenses	1,872.81	1,909.06	1,836.66	2%	5,657.85	4,837.53
Total expenses (B)	3,681.94	3,907.49	3,262.79	13%	11,452.18	8,377.73
EBITDA (A) - (B)	1,295.40	855.00	1,046.84	24%	2,955.79	2,568.15
EBITDA %	26%	18%	24%	7%	21%	23%
Finance cost	13.70	16.16	0.55	2407%	41.04	20.02
Depreciation and amortization expense	116.03	128.17	57.12	103%	370.41	209.60
Profit Before Tax¹	1,385.38	897.17	1,146.82	21%	3,106.18	2,714.14
Tax expenses	-83.18	83.18	-	0%	-	-
Profit / (Loss) from Discontinued Operation (net of tax)	-	-	-4,551.07		34.09	-6,215.35
(Loss) / Profit for the period / year	1,468.56	813.99	-3,404.24		3,140.27	-3,501.21
Adjusted EBITDA	1,566.12	1,364.82	1,204.49	30%	4,213.60	3,155.53
Adjusted EBITDA %	30%	28%	27%		28%	28%

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

¹ Profit before tax from Continuing Operations

Segmental Results

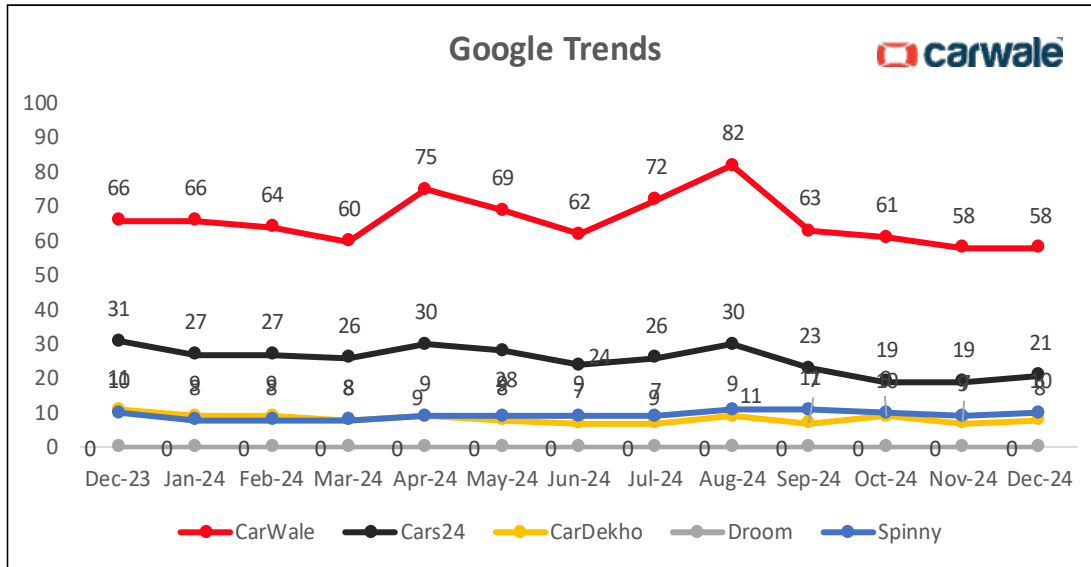
Amount in Rs lakhs

Particulars	Quarter ended				Nine Month ended			Year ended
	December 31, 2024	September 30, 2024	December 31, 2023	Y-o-Y	December 31, 2024	December 31, 2023	Y-o-Y	March 31, 2024
Segment Revenue	17,621.54	15,420.94	13,858.81	27%	47,160.26	34,466.91	37%	48,994.62
Consumer	6,799.12	5,562.29	4,941.75	38%	17,407.67	13,754.44	27%	18,667.74
Remarketing	5,857.88	5,104.65	4,599.86	27%	15,368.97	14,123.35	9%	19,400.03
Olx India	4,977.34	4,762.49	4,309.62	15%	14,407.96	6,604.04	118%	10,945.89
Less: Intersegment eliminations	-12.80	-8.49	7.58		-24.34	-14.92		-19.04
Segment Result	5,344.28	3,879.24	2,991.53	79%	11,985.75	6,568.46	82%	9,945.54
Consumer	2,651.08	1,401.34	1,149.64	131%	5,052.04	2,112.53	139%	3,366.82
Remarketing	1,339.87	1,203.41	781.94	71%	3,176.57	2,612.35	22%	3,795.42
Olx India	1,346.42	1,178.31	1,046.84	29%	3,651.76	1,842.22	98%	2,779.90
Less: Intersegment eliminations	6.91	96.18	13.11		105.38	1.36		3.40
Unallocated	-5.47	-164.92	-315.89		-517.00	262.19		-141.90
Add: Other income	1,672.68	1,801.94	1,327.00	26%	4,993.22	4,994.48	0%	6,528.07
Less: Finance Cost	-290.52	-293.98	-229.34	27%	-839.06	-668.91	25%	-924.66
Less: Depreciation and Amortisation expenses	-1,051.14	-1,063.75	-957.18	10%	-3,121.69	-2,702.44	16%	-3,739.31
Less: Share based expenses	-336.49	-609.13	-456.37	-26%	-1,549.47	-1,360.94	14%	-2,006.00
Profit before Tax from Continuing Operation	5,338.81	3,714.32	2,675.64	100%	11,468.75	6,830.65	68%	9,803.64
Tax	-785.43	-641.69	-479.64	64%	-1,586.97	-958.51	66%	-1,590.50
Profit from Continuing Operations	4,553.39	3,072.63	2,196.00	107%	9,881.79	5,872.14	68%	8,213.14
Profit / (Loss) from Discontinued Operation (net of tax)	-	-	-4,551.07		34.09	-6,371.21		-6,215.35
Profit for the period / year	4,553.39	3,072.63	-2,355.07		9,915.88	-499.07		1,997.79

Strong Portfolio of Well Recognised Brands

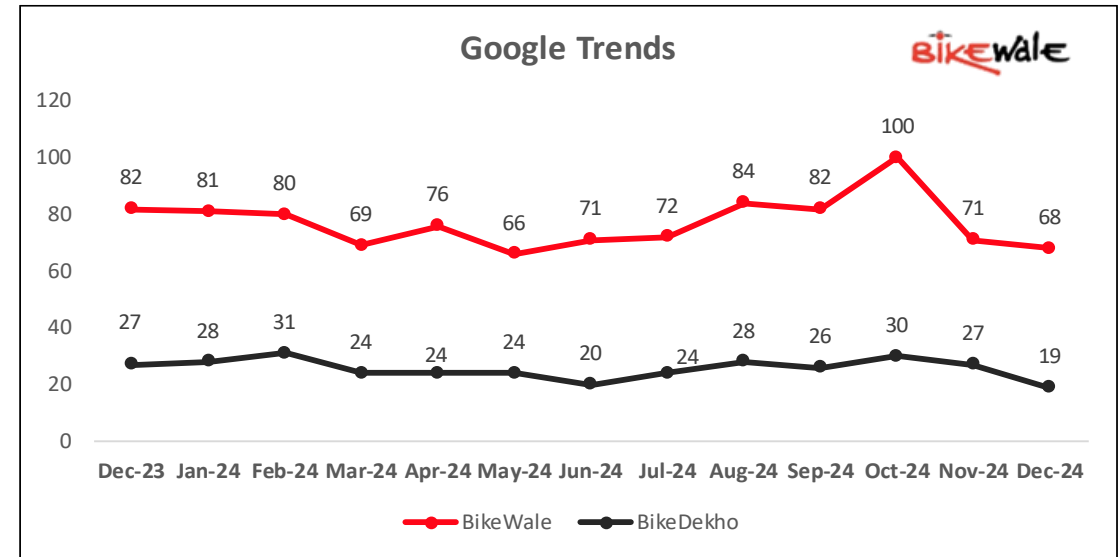
Google Trends - Relative Search Interest⁽¹⁾

(December 2023– December 2024)



Google Trends - Relative Search Interest⁽²⁾

(December 2023 – December 2024)



Highest index score among competitors



Organic traffic comprising 92% of all traffic⁽³⁾



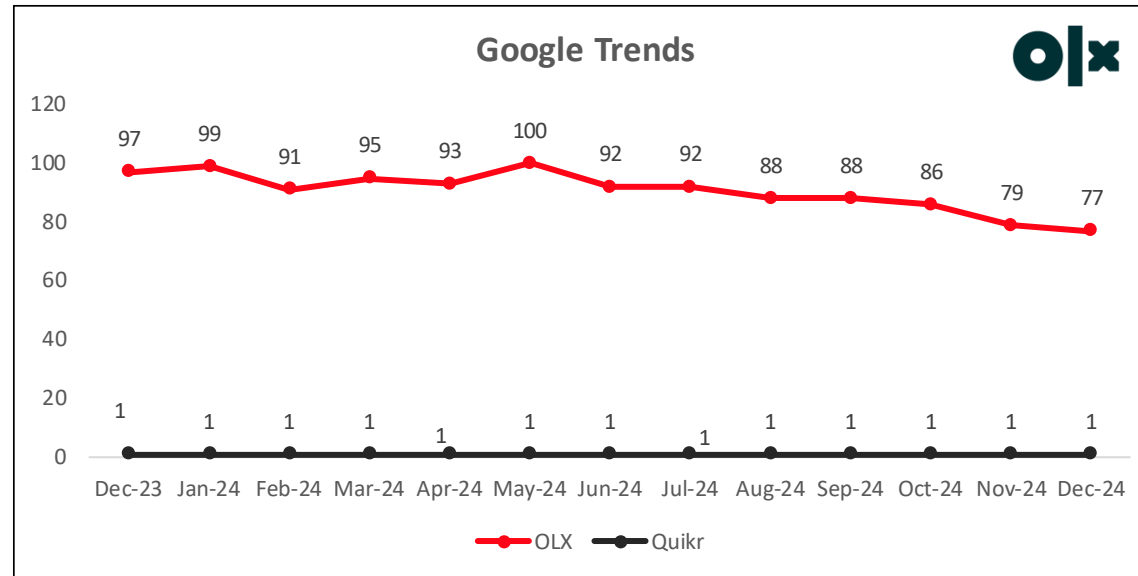
Brands synonymous with trust, quality and reliability

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 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 FY25

Strong Portfolio of Well Recognised Brands

Google Trends - Relative Search Interest⁽¹⁾

(December 2023 – December 2024)



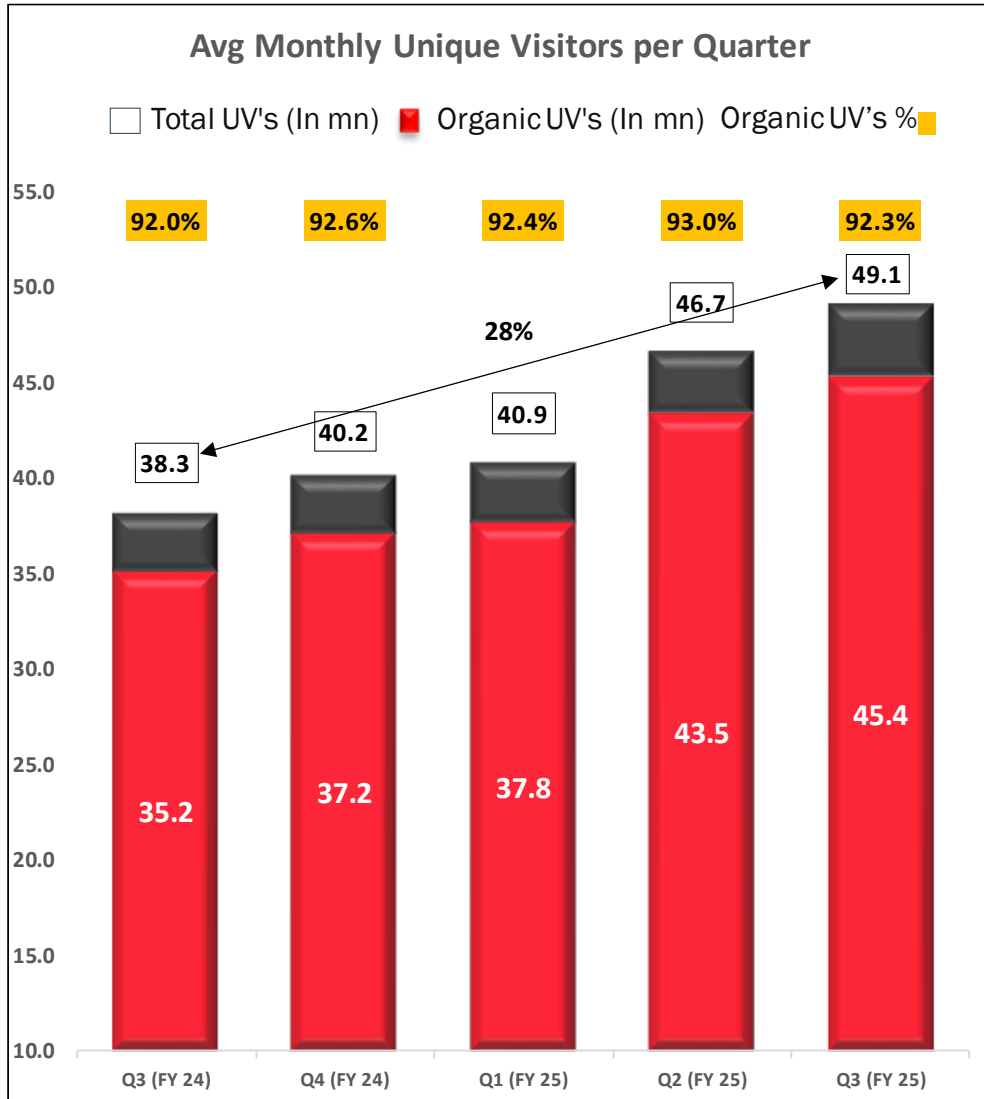
Highest index score among competitors



Highest Organic traffic

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

Average Monthly UVs at 49.1 Mn; 92% 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.



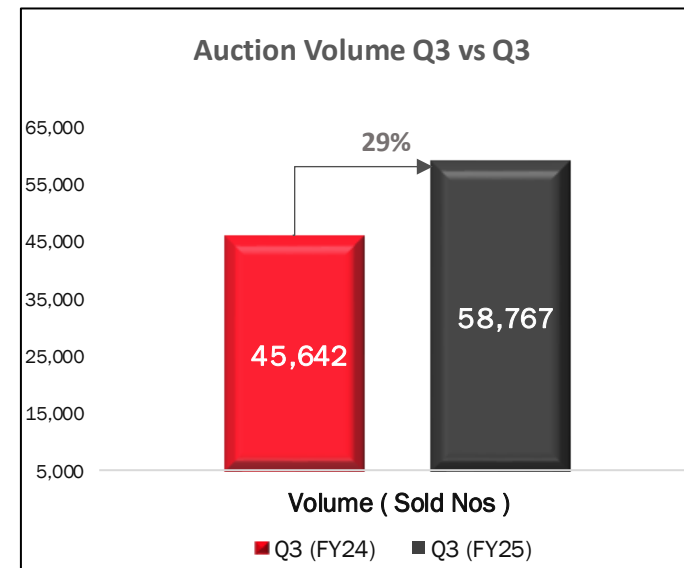
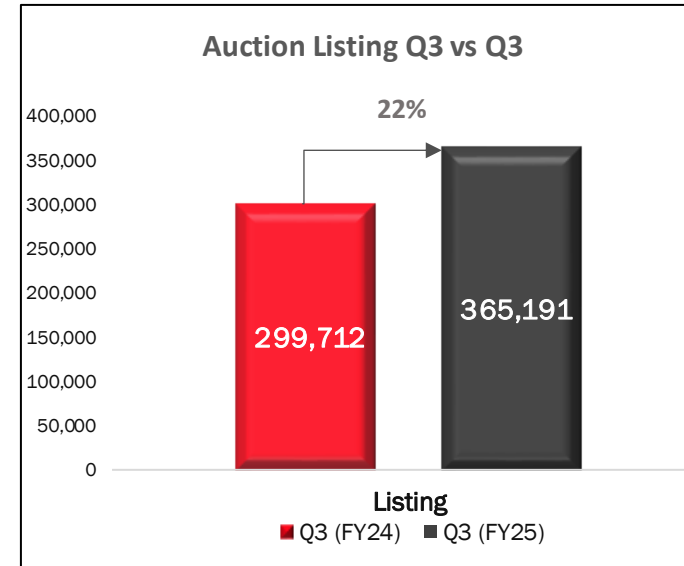
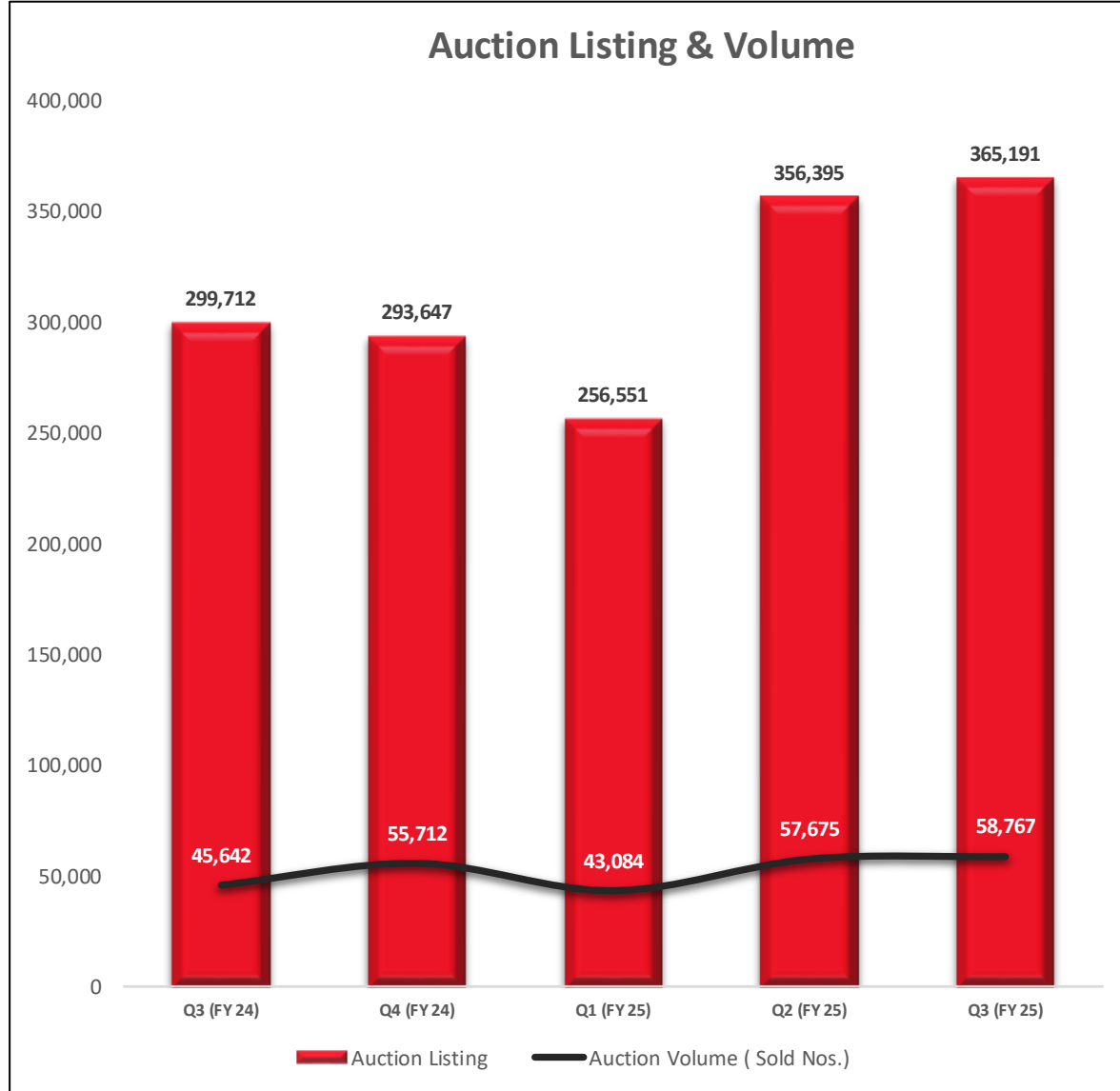
This large customer base and resultant exposure gives OEMs and dealers the perfect platform to effectively leverage their marketing spends and enhance sales



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 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 = Ratio of monthly average of organic unique visitors and total monthly average unique visitors. If a visitor has visited through organic and paid sources, then such visitor gets counted under the source of first visit. We define organic monthly unique visitors as an individual who has visited our websites within a calendar month from sources other than paid sources. Average Monthly Unique visitor) that visit our websites or apps, across Carwale, Bikewale and CarTrade ~ 49 Mn; 92% organic.

Remarketing Auction Listings & Volumes*



*Vehicle auction listing

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

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