

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**

Dear Sir/Madam,

Sub: Outcome of Board Meeting held on July 29, 2022.

Reference: Regulation 30 and 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015.

Pursuant to the provisions of Regulation 30 and 33 of the Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015, as amended (“**SEBI Listing Regulations**”), this is to inform you that the Board of Directors of CarTrade Tech Limited (the “**Company**”) at its meeting held today i.e. on Friday, July 29, 2022 which commenced at 01.00 p.m. and concluded at 01.56 p.m. have approved the Unaudited Standalone and Consolidated Financial Results of the Company for the first quarter ended on June 30, 2022.

The results along with the copy of limited review report duly signed by the Statutory Auditors of the Company together with a copy of the Press Release and Investors presentation are enclosed herewith.

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**

Lalbahadur Pal
Company Secretary and Compliance officer
Mem. No. A40812
Enclosed: a/a

Independent Auditor's Review Report on the Quarterly and Year to Date Unaudited Consolidated Financial Results of the Company Pursuant to the Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, as amended**Review Report to
The Board of Directors
CarTrade Tech Limited**

1. We have reviewed the accompanying Statement of Unaudited Consolidated Financial Results of CarTrade Tech Limited (the "Holding Company") and its subsidiaries (the Holding Company and its subsidiaries together referred to as "the Group") for the quarter ended June 30, 2022 (the "Statement") attached herewith, being submitted by the Holding Company pursuant to the requirements of Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, as amended (the "Listing Regulations").
2. The Holding Company's Management is responsible for the preparation of the Statement in accordance with the recognition and measurement principles laid down in Indian Accounting Standard 34, (Ind AS 34) "Interim Financial Reporting" prescribed under Section 133 of the Companies Act, 2013 as amended, read with relevant rules issued thereunder and other accounting principles generally accepted in India and in compliance with Regulation 33 of the Listing Regulations. The Statement has been approved by the Holding Company's Board of Directors. Our responsibility is to express a conclusion on the Statement based on our review.
3. We conducted our review of the Statement in accordance with the Standard on Review Engagements (SRE) 2410, "Review of Interim Financial Information Performed by the Independent Auditor of the Entity" issued by the Institute of Chartered Accountants of India. This standard requires that we plan and perform the review to obtain moderate assurance as to whether the Statement is free of material misstatement. A review of interim financial information consists of making inquiries, primarily of persons responsible for financial and accounting matters, and applying analytical and other review procedures. A review is substantially less in scope than an audit conducted in accordance with Standards on Auditing and consequently does not enable us to obtain assurance that we would become aware of all significant matters that might be identified in an audit. Accordingly, we do not express an audit opinion.

We also performed procedures in accordance with the Circular No. CIR/CFD/CMD1/44/2019 dated March 29, 2019 issued by the Securities and Exchange Board of India under Regulation 33(8) of the Listing Regulations, to the extent applicable.

4. The Statement includes the results of the following entities:
 - a. CarTrade Tech Limited (holding company)
 - b. Shriram Automall India Limited (subsidiary company held directly)
 - c. CarTrade Finance Private Limited (subsidiary company held directly)
 - d. CarTrade Foundation (subsidiary company held directly)
 - e. CarTradeExchange Solutions Private Limited (subsidiary company held indirectly)
 - f. Adroit Inspection Services Private Limited (subsidiary company held indirectly)
 - g. Augeo Asset Management Private Limited (subsidiary company held indirectly)
5. Based on our review conducted and procedures performed as stated in paragraph 3 above and based on the consideration of the review reports of other auditors referred to in paragraph 6 and 7 below, nothing has come to our attention that causes us to believe that the accompanying Statement, prepared in accordance with recognition and measurement principles laid down in the aforesaid Indian Accounting Standards ('Ind AS') specified under Section 133 of the Companies Act, 2013, as amended, read with relevant rules issued thereunder and other accounting principles generally accepted in India, has not disclosed the information required to be disclosed in terms of the Listing Regulations, including the manner in which it is to be disclosed, or that it contains any material misstatement.

S.R. BATLIBOI & ASSOCIATES LLP

Chartered Accountants

CarTrade Tech Limited
Consolidated Limited Review Report – June 2022
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6. The accompanying Statement includes the unaudited interim financial results and other financial information, in respect of one subsidiary, whose unaudited interim financial results include revenue of Rs 24.20 lakhs, net profit after tax of Rs. 2.05 lakhs, total comprehensive income of Rs. 2.05 lakhs for the quarter ended June 30, 2022, as considered in the Statement which have been reviewed by their respective independent auditors.

The independent auditor's reports on interim financial results of this entity has been furnished to us by the Management and our conclusion on the Statement, in so far as it relates to the amounts and disclosures in respect of this subsidiaries, is based solely on the report of such auditors and procedures performed by us as stated in paragraph 3 above.

7. The accompanying Statement includes unaudited interim financial results and other unaudited financial information in respect of two subsidiaries, whose unaudited interim financial results and other financial information reflect total revenues of Rs Nil, total net profit after tax of Rs. 1.11 lakhs, total comprehensive income of Rs.1.11 lakhs for the quarter ended June 30, 2022.

The unaudited interim financial results and other unaudited financial information of these subsidiaries have not been reviewed by any auditors and have been approved and furnished to us by the Management and our conclusion on the Statement, in so far as it relates to the affairs of these subsidiaries, is based solely on such unaudited interim financial results and other unaudited financial information. According to the information and explanations given to us by the Management, these interim financial results are not material to the Group.

Our conclusion on the Statement in respect of matters stated in para 6, 7 is not modified with respect to our reliance on the work done and the reports of the other auditors financial results certified by the Management.

8. The comparative financial information of the Group for the corresponding quarter ended June 30, 2021, included in these unaudited consolidated financial results have been solely based on the information compiled by the management but have not been subjected to an audit or review.

For S.R. BATLIBOI & ASSOCIATES LLP

Chartered Accountants

ICAI Firm registration number: 101049W/E300004

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per Govind Ahuja

Partner

Membership No: 048966

UDIN: 22048966ANVFHR3040

Place: Mumbai

Date: July 29, 2022

CarTrade Tech Limited (formerly known as "MXC Solutions India Private Limited ")
Corporate Identity Number: L74900MH2000PLC126237
Statement of Unaudited Consolidated Financial Results For The Quarter Ended June 30, 2022
Registered & Corporate Office: 12th Floor Vishwaroop IT Park, Sector 30A, Vashi, Navi Mumbai 400705.
website: www.cartradetech.com, Email: investor@cartrade.com

(Rs. In Lakhs)

Particulars	Quarter ended			Year ended
	June 30, 2022	March 31, 2022	June 30, 2021	March 31, 2022
	Unaudited	Audited (Refer note 3)	Unaudited (Refer note 1)	Audited
Income				
Revenue from operations	8,277.98	9,314.11	5,323.90	31,272.35
Other income	999.49	1,273.80	980.24	4,622.67
Total revenue (A)	9,277.47	10,587.91	6,304.14	35,895.02
Expenses				
Purchase of Stock-in-trade	128.63	274.06	59.81	839.60
Changes in Inventories of stock-in-trade	122.27	34.35	57.14	35.42
Employees benefit expense (Refer note 4)	4,881.08	8,502.42	8,133.50	33,276.87
Finance cost	185.88	176.04	132.81	645.21
Depreciation and amortization expense	678.99	645.58	547.02	2,473.61
Other expenses	2,901.41	3,096.55	1,842.91	10,536.03
Total expenses (B)	8,898.26	12,729.00	10,773.19	47,806.74
Profit / (loss) before tax (A-B)	379.21	(2,141.09)	(4,469.05)	(11,911.72)
Tax expenses				
Current tax	51.55	480.99	-	1,072.89
Income tax adjustment related to earlier years	-	(118.32)	-	(118.32)
Deferred tax expenses/ (credit)	(4.26)	(364.49)	143.23	(731.09)
Total Tax expenses / (credit)	47.29	(1.82)	143.23	223.48
Profit / (loss) for the period / year	331.92	(2,139.27)	(4,612.28)	(12,135.20)
Other Comprehensive Income / (loss)				
Items that will not be reclassified to profit or loss				
Remeasurement of the defined benefit plan	(84.52)	29.53	(86.66)	(37.48)
Income tax related to the above	21.28	(7.44)	21.81	9.43
Total Other comprehensive Income / (loss)	(63.24)	22.09	(64.85)	(28.05)
Total comprehensive income / (loss) for the period / year	268.68	(2,117.18)	(4,677.13)	(12,163.25)
Profit / (loss) for the period / year attributable to				
Equity holders of the parent	256.53	(2,567.37)	(4,539.98)	(13,210.18)
Non-controlling interest	75.39	428.10	(72.30)	1,074.98
Total Other comprehensive income / (loss) for the period / year attributable to				
Equity holders of the parent	(50.25)	17.60	(56.43)	(25.88)
Non-controlling interest	(12.99)	4.49	(8.42)	(2.17)
Total comprehensive income / (loss) for the period / year attributable to				
Equity holders of the parent	206.28	(2,549.77)	(4,596.41)	(13,236.06)
Non-controlling interest	62.40	432.59	(80.72)	1,072.81
Paid up Equity Share Capital (Face Value of ₹ 10/- per share)	4,666.97	4,662.26	663.74	4,662.26
Other equity (excluding revaluation reserves)				1,93,265.20
Earnings Per Equity Share (face value of Rs. 10/- each) (quarters not annualised)				
Basic (in Rs.)	0.55	(5.52)	(10.03)	(28.72)
Diluted (in Rs.)	0.51	(5.52)	(10.03)	(28.72)

See accompanying notes to financial results

Notes to the Unaudited Consolidated Financial Results

- 1 During the year ended March 31, 2022, the Group has completed its Initial Public Offering ("IPO") comprising an offer for sale by the selling shareholders. The equity shares of the Group were listed on BSE Limited ("BSE") and National Stock Exchange of India ("NSE") on August 20, 2021. Accordingly, the unaudited consolidated financial results for the corresponding preceding quarter ended June 30, 2021 have not been subject to an audit or review by the statutory auditors of the Group.

In terms of Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements), 2015, as amended (the "Listing Requirements") this Statement of unaudited consolidated financial results for the quarter ended on June 30, 2022 ("Unaudited Consolidated Financial Results") of the Group has been reviewed by the Audit Committee and approved by the Board of Directors at their meeting held on July 29, 2022 and have been subject to a limited review by the statutory auditors of the Group (read with note 2 below).
- 2 The Unaudited Consolidated Financial Results of the Group have been prepared in accordance with the Indian Accounting Standards notified under Section 133 of the Companies Act, 2013, as amended, read with Companies (Indian Accounting Standards) amendment rules, 2016 ("Ind AS") and in terms of Regulation 33 of the Listing Requirements.
- 3 The figures of the quarter ended March 31, 2022 are the balancing figures between audited figures in respect of full financial year upto March 31, 2022 and the signed year-to-date figure upto December 31, 2021.
- 4 Employee benefit expenses includes non-cash share based payment expenses as per the provisions of Ind-AS 102 'Share-Based Payments' of Rs. 530.23 lakhs, Rs. 4,515.46 lakhs, Rs. 4,643.99 lakhs for the quarters ended June 30, 2022, March 31, 2022 and June 30, 2021 respectively and Rs. 18,518.29 lakhs for the year ended March 31, 2022. This included Rs. 3,537.79 lakhs and Rs. 3,617.28 lakhs for the quarter ended March 31, 2022 and June 30, 2021 respectively and Rs. 14,469.15 lakhs for the year ended March 31, 2022 in relation to 1,500,000 options that were granted on March 31, 2021 having a vesting period of 1 year and were fully vested as at March 30, 2022.
- 5 Based on internal reporting provided to the Chief Operating Decision Maker, the Group operates in a single reportable operating segment of managing a media platform for the automotive sector. Hence there are no separate reportable segments as per Ind AS 108 - Operating Segments.
- 6 The Nomination and Remuneration Committee of the Holding Company vide resolution dated July 14, 2022 has granted 4,39,000 Employee Stock Option to eligible employees under the existing schemes. The exercise price is at 0% discount to the market price as on the date of grant, as mentioned in grant letter, which is the average of the opening price and closing price of the equity share of the Company on the date of grant on a recognized stock exchange.

For and on behalf of the board of directors of
CarTrade Tech Limited (formerly known as "MXC Solutions India Private Limited ")

Vinay
Vinod
Sanghi

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signed by
Vinay Vinod
Sanghi

Vinay Vinod Sanghi

Chairman, Managing Director and Chief Executive Officer

DIN: 00309085

Place: Mumbai

Date : July 29, 2022

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SIGNED FOR IDENTIFICATION BY
GOVIND
PITAMBAR
AHUJA
S. R. BATLIBOI & ASSOCIATES LLP

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Independent Auditor's Review Report on the Quarterly and Year to Date Unaudited Standalone Financial Results of the Company Pursuant to the Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, as amended**Review Report to
The Board of Directors
CarTrade Tech Limited**

1. We have reviewed the accompanying statement of unaudited standalone financial results of CarTrade Tech Limited (the "Company") for the quarter ended June 30, 2022 (the "Statement") attached herewith, being submitted by the Company pursuant to the requirements of Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, as amended (the "Listing Regulations").
2. The Company's Management is responsible for the preparation of the Statement in accordance with the recognition and measurement principles laid down in Indian Accounting Standard 34, (Ind AS 34) "Interim Financial Reporting" prescribed under Section 133 of the Companies Act, 2013 as amended, read with relevant rules issued thereunder and other accounting principles generally accepted in India and in compliance with Regulation 33 of the Listing Regulations. The Statement has been approved by the Company's Board of Directors. Our responsibility is to express a conclusion on the Statement based on our review.
3. We conducted our review of the Statement in accordance with the Standard on Review Engagements (SRE) 2410, "Review of Interim Financial Information Performed by the Independent Auditor of the Entity" issued by the Institute of Chartered Accountants of India. This standard requires that we plan and perform the review to obtain moderate assurance as to whether the Statement is free of material misstatement. A review of interim financial information consists of making inquiries, primarily of persons responsible for financial and accounting matters, and applying analytical and other review procedures. A review is substantially less in scope than an audit conducted in accordance with Standards on Auditing and consequently does not enable us to obtain assurance that we would become aware of all significant matters that might be identified in an audit. Accordingly, we do not express an audit opinion.
4. Based on our review conducted as above, nothing has come to our attention that causes us to believe that the accompanying Statement, prepared in accordance with the recognition and measurement principles laid down in the aforesaid Indian Accounting Standards ('Ind AS') specified under Section 133 of the Companies Act, 2013 as amended, read with relevant rules issued thereunder and other accounting principles generally accepted in India, has not disclosed the information required to be disclosed in terms of the Listing Regulations, including the manner in which it is to be disclosed, or that it contains any material misstatement.
5. The comparative financial information of the Company for the corresponding quarter ended June 30, 2021 included in these standalone financial results have been solely based on the information compiled by the management but not have been subject to any audit or review.

For S.R. BATLIBOI & ASSOCIATES LLP

Chartered Accountants

ICAI Firm registration number: 101049W/E300004

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per Govind Ahuja

Partner

Membership No.: 048966

UDIN: 22048966ANVEYE2628

Place: Mumbai

Date: July 29, 2022

CarTrade Tech Limited (formerly known as "MXC Solutions India Private Limited ")
Corporate Identity Number: L74900MH2000PLC126237
Statement of Standalone Unaudited Financial Results for the Quarter ended June 30, 2022
Registered & Corporate Office: 12th Floor Vishwaroop IT Park, Sector 30A, Vashi, Navi Mumbai 400705.
website: www.cartradetech.com, Email: investor@cartrade.com
(All amounts in INR lakhs, unless otherwise stated)

Particulars	Quarter ended			Year ended
	June 30, 2022	March 31, 2022	June 30, 2021	March 31, 2022
	Unaudited	Audited (refer note 3)	Unaudited (refer note 1)	Audited
Income				
Revenue from operations	3,480.89	3,647.51	2,237.49	12,484.60
Other income	721.48	1,002.12	717.02	3,211.95
Total Income (A)	4,202.37	4,649.63	2,954.51	15,696.55
Expenses				
Purchase of stock-in-trade	10.05	274.06	59.81	839.60
Changes in inventories of stock-in-trade	122.27	34.35	57.14	35.42
Employee Benefits Expense (refer note 5)	2,566.38	6,195.11	6,323.91	25,165.70
Finance Cost	19.30	13.95	9.19	67.19
Depreciation and amortisation expense	148.53	118.15	122.71	488.02
Other expenses	1,175.30	1,430.04	711.23	4,293.73
Total Expenses (B)	4,041.83	8,065.66	7,283.99	30,889.66
Profit / (loss) before tax (A-B)	160.54	(3,416.03)	(4,329.48)	(15,193.11)
Tax expense				
Deferred Tax Expenses /(Credit)	(7.59)	(247.97)	107.56	(586.47)
Total Tax Expense / (Credit)	(7.59)	(247.97)	107.56	(586.47)
Profit / (loss) for the period / year	168.13	(3,168.06)	(4,437.04)	(14,606.64)
Other Comprehensive Income / (Loss)				
Items that will not be reclassified to profit or loss				
Remeasurements of the defined benefit plans (net of tax)	(45.57)	16.87	(61.42)	(30.17)
Income Tax related to the above	11.47	(4.25)	15.46	7.59
Total Other Comprehensive income /(loss) for the period / year	(34.10)	12.62	(45.96)	(22.58)
Total comprehensive Income/(loss) for the period / year	134.03	(3,155.44)	(4,483.00)	(14,629.22)
Paid up Equity Share Capital (Face Value of Rs.10/- per share)	4,666.97	4,662.27	663.74	4,662.27
Other Equity (excluding revaluation reserve)				1,88,873.08
Earnings per equity share (face value of Rs. 10/- each) (quarters not annualised)				
Basic (In Rs.)	0.36	(6.81)	(9.80)	(31.75)
Diluted (In Rs.)	0.33	(6.81)	(9.80)	(31.75)
<i>See accompanying notes to financial results</i>				

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Notes to the Unaudited financial results

- 1 During the year ended March 31, 2022, the Company completed its Initial Public Offering ("IPO") comprising an offer for sale by the selling shareholders. The equity shares of the Company were listed on BSE Limited ("BSE") and National Stock Exchange of India ("NSE") on August 20, 2021. Accordingly, the unaudited standalone financial results for the corresponding preceding quarter ended June 30, 2021 have not been subject to an audit or review by the statutory auditors of the Company.
In terms of Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements), 2015, as amended (the "Listing Requirements") this Statement of unaudited standalone financial results for the quarter ended on June 30, 2022 ("Unaudited Standalone Financial Results") of the Company has been reviewed by the Audit Committee and approved by the Board of Directors at their meeting held on July 29, 2022 and have been subject to a limited review by the statutory auditors of the
- 2 The Unaudited Standalone Financial Results of the Company have been prepared in accordance with the Indian Accounting Standards notified under Section 133 of the Companies Act, 2013, as amended, read with Companies (Indian Accounting Standards) amendment rules, 2016 ("Ind AS") and in terms of Regulation 33 of the Listing
- 3 The figures of the quarter ended March 31, 2022 are the balancing figures between audited figures in respect of full financial year upto March 31, 2022 and the signed year-to-date figure upto December 31, 2021.
- 4 Based on internal reporting provided to the Chief Operating Decision Maker, the Company operates in a single reportable operating segment of managing a media platform for the automotive sector. Hence there are no separate reportable segments as per Ind AS 108 - Operating Segments.
- 5 Employee benefit expenses includes non-cash share based payment expenses as per the provisions of Ind-AS 102 'Share-Based Payments' of Rs. 531.66 lakhs, Rs 4,485.19 lakhs, Rs 4,624.79 lakhs for the quarters ended June 30, 2022, March 31, 2022 and June 30, 2021 respectively and Rs 18,412.43 lakhs for the year ended March 31, 2022. This included Rs. 3,537.79 lakhs and Rs. 3,617.28 lakhs for the quarter ended March 31, 2022 and June 30, 2021 respectively and Rs. 14,469.15 lakhs for the year ended March 31, 2022 in relation to 1,500,000 options that were granted on March 31, 2021 having a vesting period of 1 year and were fully vested as at March 30, 2022.
- 6 The Nomination and Remuneration Committee of the Company vide resolution dated July 14, 2022 has granted 4,39,000 Employee Stock Option to eligible employees under the existing schemes. The exercise price is at 0% discount to the market price as on the date of grant, as mentioned in grant letter, which is the average of the opening price and closing price of the equity shares of the Company on the date of grant on a recognized stock exchange.

**For and on behalf of the board of directors of
CarTrade Tech Limited (formerly known as "MXC Solutions India Private Limited ")**

Vinay Vinod
Sanghi

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by Vinay Vinod
Sanghi

Vinay Vinod Sanghi
Chairman, Managing Director and Chief Executive Officer
DIN: 00309085

Place: Mumbai
Date : July 29,2022

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S. R. BATLIBOI & ASSOCIATES LLP

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CarTrade Tech reports a 47% Y-O-Y Growth in Revenue & PAT of Rs. 3.3 crores for Q1 FY23

Mumbai, June 29, 2022: CarTrade Tech Limited, one of India's largest online auto platforms, announced its unaudited financial results for the quarter ended June 30, 2022, today. The Company reported its quarterly revenue of Rs. 92.8 crores in Q1 FY23.

Key Highlights:

- Increase in revenue by 47% Y-O-Y as compared to Q1 FY22
- Adjusted EBITDA for the quarter is at Rs. 17.7 crores resulting in a Y-O-Y growth of 108%
- Adjusted PAT for the quarter ended Jun 30, 2022, is Rs. 8.6 crores.
- PAT for the quarter ended Jun 30, 2022, is Rs. 3.3 crores.

Consolidated results for the quarter ended June 30, 2022

The company reported a total revenue of Rs. 92.8 crores, for Q1 FY23, a growth of 47% as compared to Rs. 63 crores in Q1 FY22. Adjusted EBITDA grew by 108% Y-O-Y from Rs. 8.5 crores to Rs. 17.7 crores, resulting in a 20% Adjusted EBITDA Margin for the quarter ended Jun 30, 2022. Adjusted PAT (PAT adjusted for ESOP and deferred tax) for the quarter ended June 30, 2022, stood at Rs. 8.6 crores.

A non-cash adjustment of Rs. 5.3 crores for Employee Stock Options has been accounted for in Q1 FY23, resulting in a net profit after tax for the quarter ended June 30, 2022, of Rs. 3.3 crores.

Operational Highlights

- 31 million average monthly unique visitors for Q1 FY23, of which 84.7% were organic.
- The number of listings for auction was 2,72,275 for Q1 FY23.
- The volumes sold via auctions were 57,710 in Q1 FY23.
- CarWale abSure delivers a world-class online-offline shopping experience for used car buyers and sellers. As of June 30, 2022, the company had a network of 57 CarWale abSure outlets in 34 cities.

Commenting on the company's performance, Mr. Vinay Sanghi, Chairman and Founder, CarTrade Tech, said, "I am happy to report a strong performance for the quarter with a 47% Y-O-Y growth in revenue and a PAT of Rs. 3.3 crores. Our Adjusted EBITDA during the quarter registered a sharp growth of 108% as compared to the corresponding quarter in the previous year. This growth reflects our focused approach to operational efficiencies and profitability.



The strength of our brand and its high brand recall value is evident in our large average monthly unique visitor base of 31 million of which 84.7% is organic. Our auction listings grew Y-O-Y by 28%.

CarWale abSure will continue to lead innovation in the used car space to make the customer journey memorable and satisfying. We currently have 57 CarWale abSure outlets and plan to have over 120 outlets in the current financial year."

About CarTrade Tech Limited: (www.cartradetech.com; NSE:CARTRADE; BSE:543333)

CarTrade Tech Ltd. is a multi-channel auto platform with a presence across vehicle types and value-added services. The platform got 31 million average monthly unique visitors (Q1 FY23) and based on Q1 FY23 annualized numbers has 1.1 mn listings for auction. The platform operates under several brands: CarWale, CarTrade, Shriram Automall, BikeWale, CarTrade Exchange, Adroit Auto and AutoBiz. These platforms enable new and used automobile customers, vehicle dealerships, Vehicle OEMs and other businesses to buy and sell vehicles in a simple and efficient manner.

For More Information, Please Contact:

COMPANY:



CIN: L74900MH2000PLC126237

Email: investor@cartrade.com | T: +912267398888

INVESTOR RELATIONS ADVISOR:



Strategic Growth Advisors Pvt Ltd.

CIN: U74140MH2010PTC204285

Shikha Puri / Aakash Mehta

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For media queries contact:

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CarTradeTech

Quarterly Investor Presentation

CarTrade Tech Limited



Safe Harbor

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

#1

Car and Two-Wheeler
Auto Portal in India⁽¹⁾

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
Income					
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
Total Income	9,277.47	6,304.14	47%	10,587.91	35,895.02
Purchase of Stock-in-trade (Inc. Inventory Change)	250.90	116.95	115%	308.41	875.02
Net Revenue	9,026.57	6,187.19	46%	10,279.50	35,020.00
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
Total expenses (B)	7,252.26	5,332.60	36%	7,083.51	25,294.61
Adjusted EBITDA	1,774.31	854.59	108%	3,195.99	9,725.39
Adjusted EBITDA %	20%	14%		31%	28%
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
Adjusted Profit Before Tax	909.44	174.76	420%	2,374.37	6,606.57
Tax expenses	51.55	-	0%	362.67	954.57
Adjusted PAT	857.89	174.76	391%	2,011.70	5,652.00
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
PAT	331.92	-4,612.28		-2,139.27	-12,135.20
Total Other comprehensive Income / (loss)	-63.24	-64.85	2%	22.09	-28.05
Total comprehensive income / (loss)	268.68	-4,677.13		-2,117.18	-12,163.25
Adjusted EBITDA Excl. Other income %	9%	-2%		21%	16%

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
Income					
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
Total Income	4,202.37	2,954.51	42%	4,649.63	15,696.56
Purchase of Stock-in-trade (Inc. Inventory Change)	132.32	116.95	13%	308.41	875.02
Net Revenue	4,070.05	2,837.56	43%	4,341.22	14,821.53
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
Total expenses (B)	3,210.02	2,410.35	33%	3,139.96	11,046.99
Adjusted EBITDA	860.02	427.21	101%	1,201.25	3,774.54
Adjusted EBITDA %	21%	15%		28%	25%
Finance cost	19.30	9.19	110%	13.95	67.19
Depreciation and amortization expense	148.53	122.71	21%	118.15	488.02
Adjusted Profit Before Tax	692.20	295.30	134%	1,069.16	3,219.34
Tax expenses	-	-	0%	-	-
Adjusted PAT	692.20	295.30	134%	1,069.16	3,219.34
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
PAT	168.13	-4,437.04		-3,168.06	-14,606.63
Total Other comprehensive Income / (loss)	-34.10	-45.96	-26%	12.62	-22.58
Total comprehensive income / (loss)	134.02	-4,483.00		-3,155.44	-14,629.20
Adjusted EBITDA Excl. Other income %	4%	-13%		5%	5%

Remarketing Consolidated Financial results for three months period ended June 2022

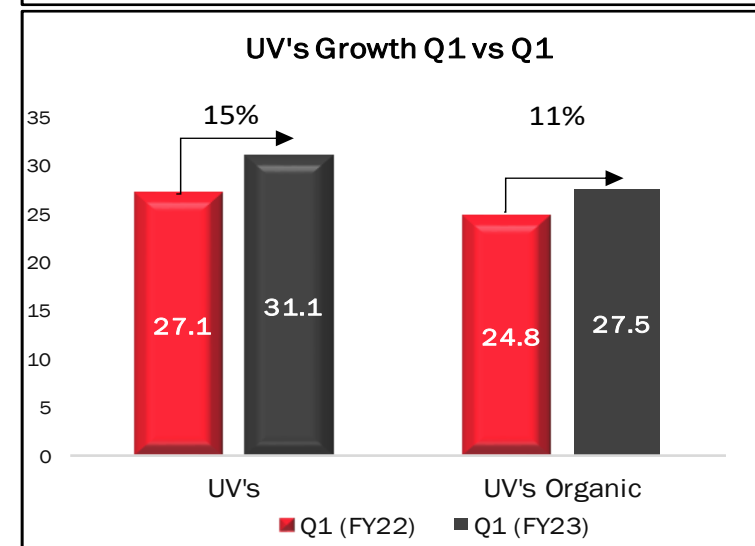
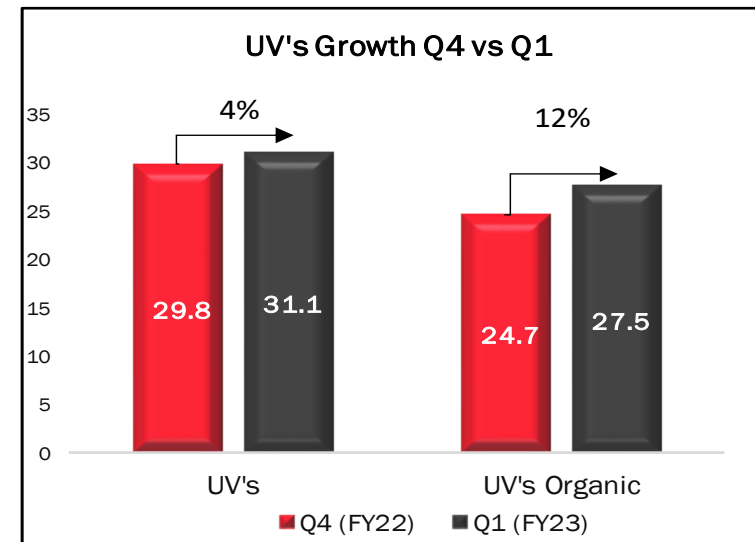
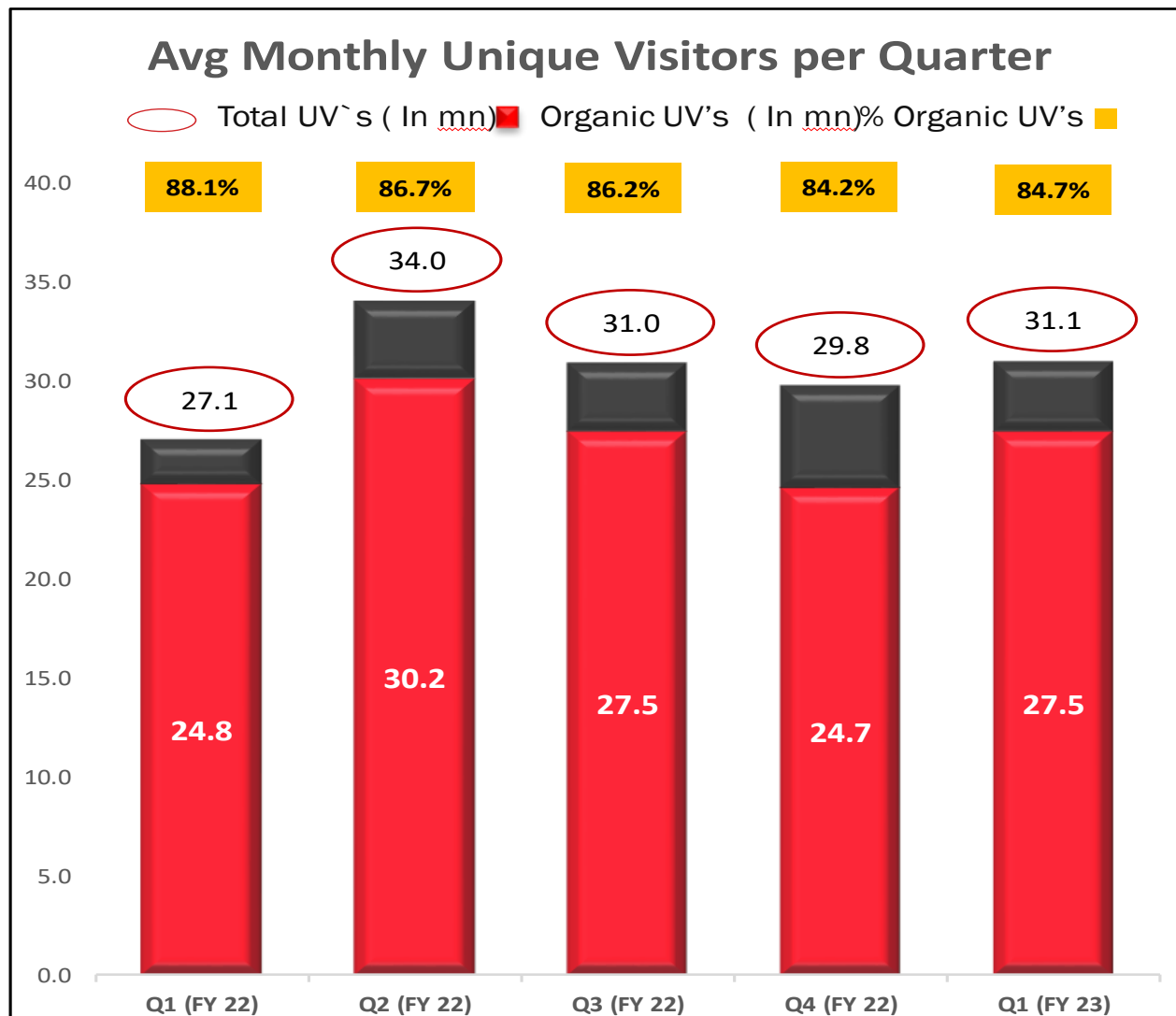
Revenue from operations grows by 52% resulting in more than 100% growth in adj. EBIDTA

Amount in Rs lakhs

Particulars	Quarter ended			March 31, 2022	
	June 30, 2022	June 30, 2021	Q-o-Q	Quarter ended	Year ended
Income					
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
Total Income	5,137.61	3,386.61	52%	6,043.86	20,519.92
Purchase of Stock-in-trade (Inc. Inventory Change)	118.58	-	0%	-	-
Net Revenue	5,019.03	3,386.61	48%	6,043.86	20,519.92
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
Total expenses (B)	4,099.83	2,946.05	39%	4,050.58	14,561.74
Adjusted EBITDA	919.20	440.56	109%	1,993.28	5,958.18
Adjusted EBITDA %	18%	13%		33%	29%
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
Adjusted Profit Before Tax	374.20	51.00	634%	1,460.42	4,029.77
Tax expenses	94.21	75.00	26%	285.05	967.71
Adjusted PAT	279.99	-24.00	1267%	1,175.37	3,062.06
Deferred tax adjustment	-	-	0%	-	-
ESOP (refer note below)	-1.43	19.18	-107%	30.28	105.86
PAT	281.42	-43.18	752%	1,145.09	2,956.20
Total Other comprehensive Income / (loss)	-29.14	-18.90	-54%	9.47	-5.47
Total comprehensive income / (loss)	252.28	-62.08	506%	1,154.56	2,950.73
Adjusted EBITDA Excl. Other income %	13%	7%		30%	24%

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

In Millions

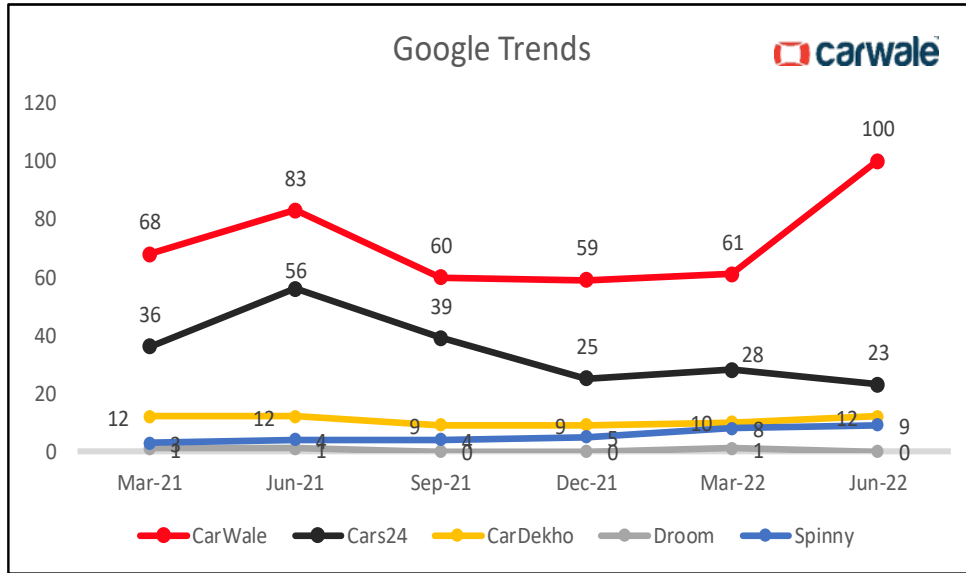


Note - We define a monthly unique visitor as an individual who has visited our websites or apps (CarWale, CarTrade and BikeWale) within a calendar month, based on data as measured by Google Analytics and Firebase. If an individual accesses more than one of our websites and apps within a given month,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

(March 2021 – Jun 2022)



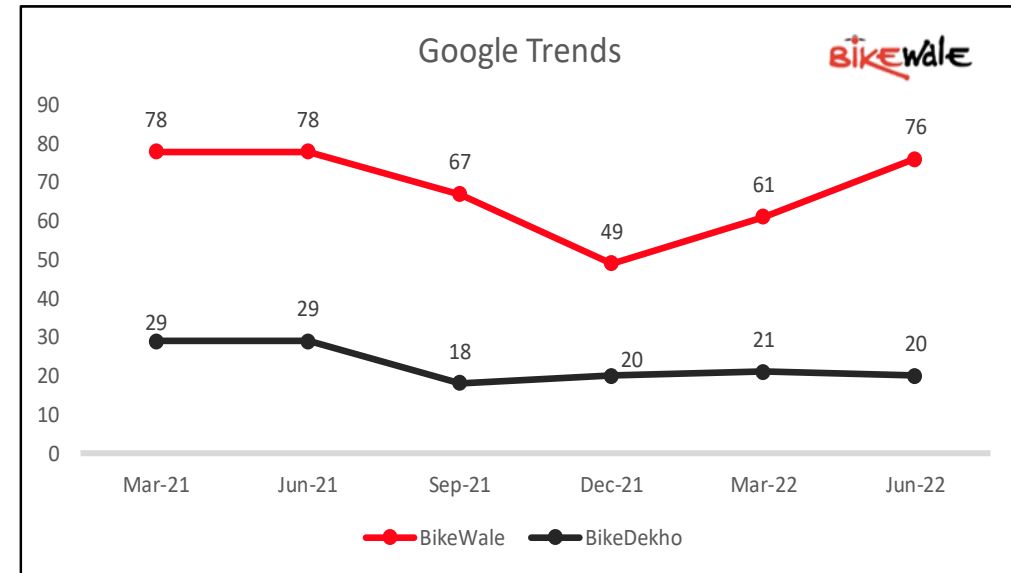
Highest index score among competitors



Organic traffic comprising 84.7% of all traffic⁽³⁾

Google Trends - Relative Search Interest⁽²⁾

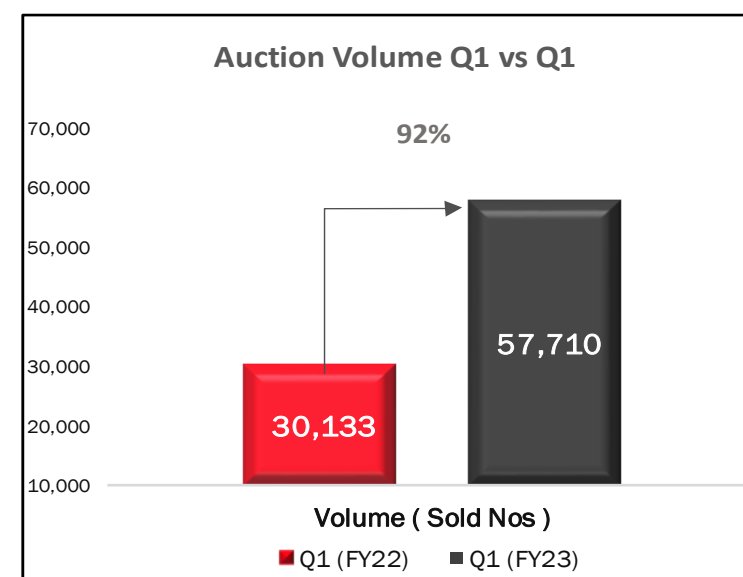
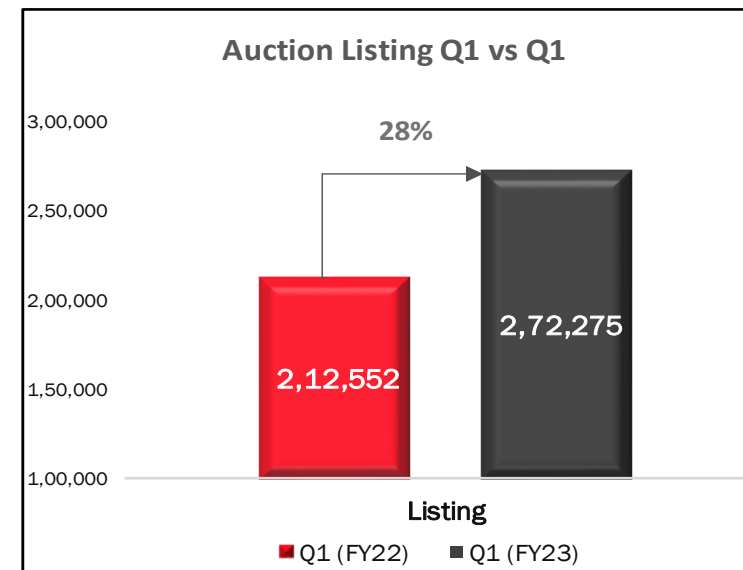
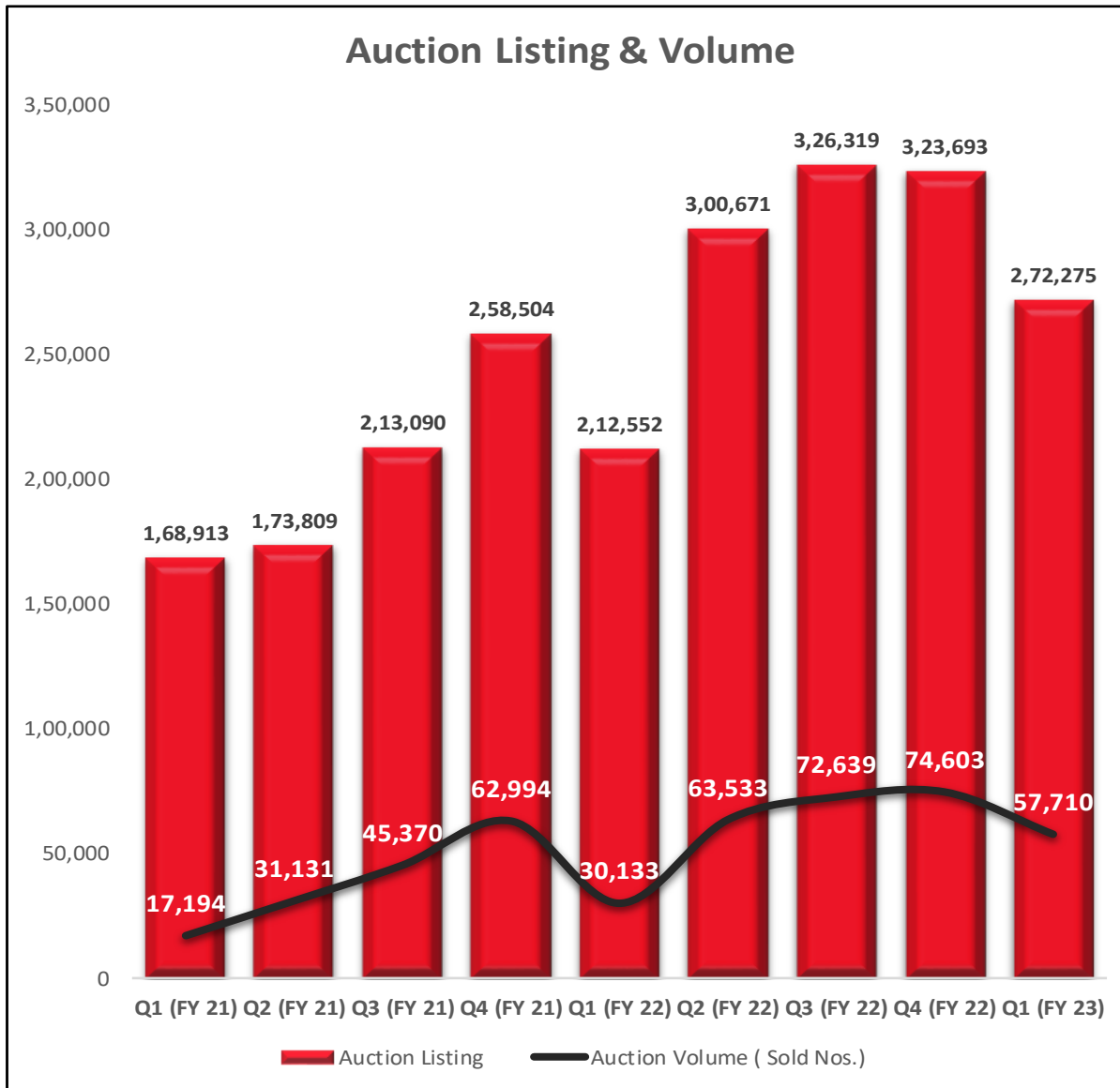
(March 2021 – Jun 2022)



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 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 FY23

Auction Listings



Thank You

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