

Date: April 28, 2023

To,
**Department of Corporate Services,
BSE Limited**
Phiroze Jeejeebhoy Towers,
Dalal Street, Mumbai - 400 001

Scrip Code: **543333**
ISIN: **INE290S01011**

Dear Sir/Madam,

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**

Sub: Submission of Investor Presentation on the Audited Financial Results the Company for the fourth quarter and financial year ended March 31, 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 on the Audited Financial Results of the Company for the fourth quarter and financial year ended March 31, 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

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

Enclosed a/a

CarTrade Tech Limited (formerly known as MXC Solutions India Private Limited)

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

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CarTradeTech

FY23 year ended Investor Presentation

CarTrade Tech Limited



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.

Revenue growth by 20% & Adj. EBITDA growth by 28%

#1

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

200+ Physical Locations

Automalls and abSure outlets

1.1 Million

*FY23 Auction Listings

34 Million

Average Monthly Unique Visitors in
Q4 FY23

86.30%

Organic Unique Visitors in
Q4 FY23

Revenue FY23
4277 Mn INR

Q4 1166 Mn INR

Adj EBITDA FY23

1249 Mn INR

Q4 398 Mn INR

PAT FY23

404 Mn INR

Q4 PAT 175 Mn INR

Adj PAT FY 23 800 Mn

Debt free

strong **Cash balance**
of around 11 Bn INR

Note: *FY23 refers to Apr22 to Mar23 of FY23

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

Consolidated Financial results for the year ended March 2023

Amount in Rs lakhs

Particulars	Quarter ended				Year ended		
	March 31, 2023	December 31, 2022	March 31, 2022	Y-o-Y	March 31, 2023	March 31, 2022	Y-o-Y
Income							
Revenue from operations	9,586.48	9,720.76	9,314.11	3%	36,373.92	31,272.35	16%
Purchase of Stock-in-trade (Inc. Inventory Change)	46.00	349.00	308.41	-85%	645.90	875.02	-26%
Net revenue from operations	9,540.48	9,371.76	9,005.70	6%	35,728.02	30,397.33	18%
Other income	2,073.17	1,865.20	1,273.80	63%	6,398.25	4,622.67	38%
Net Revenue	11,613.65	11,236.96	10,279.50	13%	42,126.27	35,020.00	20%
Employee cost (Excl ESOP)	4,404.69	4,520.80	3,986.96	10%	17,739.04	14,758.58	20%
Marketing	691.78	641.13	644.23	7%	2,572.31	2,130.03	21%
Other expenses	2,534.08	2,414.97	2,452.32	3%	9,323.36	8,406.00	11%
Total expenses (B)	7,630.55	7,576.90	7,083.51	8%	29,634.71	25,294.61	17%
Adjusted EBITDA	3,983.10	3,660.06	3,195.99	25%	12,491.56	9,725.39	28%
Adjusted EBITDA %	34%	33%	31%		30%	28%	
Adjusted EBITDA Excl. Other income %	20%	19%	21%		17%	17%	
ESOP (refer note below)	732.27	735.34	4,515.46		2,793.88	18,518.29	
Finance cost	204.33	186.99	176.04	16%	767.19	645.21	19%
Depreciation and amortization expense	758.93	723.24	645.58	18%	2,873.89	2,473.61	16%
Profit Before Tax	2,287.57	2,014.48	-2,141.09		6,056.60	-11,911.72	
Tax expenses	210.41	344.48	362.67	-42%	850.95	954.57	-11%
Deferred tax adjustment	328.11	265.29	-364.49		1,162.28	-731.09	
PAT	1,749.05	1,404.71	-2,139.27		4,043.37	-12,135.20	
Adjusted PAT	2,809.43	2,405.34	2,011.70	40%	7,999.53	5,652.00	42%

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

Total Income as per Financials	11,659.65	11,585.96	10,587.91	10%	42,772.17	35,895.02	19%
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Standalone Financial results for the year ended March 2023

Amount in Rs lakhs

Particulars	Quarter ended				Year ended		
	March 31, 2023	December 31, 2022	March 31, 2022	Y-o-Y	March 31, 2023	March 31, 2022	Y-o-Y
Income							
Revenue from operations	4,279.03	4,199.89	3,647.51	17%	15,667.50	12,484.60	25%
Purchase of Stock-in-trade (Inc. Inventory Change)	-	-	308.41		132.32	875.02	-85%
Net revenue from operations	4,279.03	4,199.89	3,339.10	28%	15,535.18	11,609.58	34%
Other income excluding dividend income	1,591.77	1,524.73	1,002.12	59%	4,958.99	3,211.95	54%
Net Revenue excluding dividend income	5,870.81	5,724.62	4,341.22	35%	20,494.17	14,821.53	38%
Employee cost (Excl ESOP)	2,200.32	2,136.47	1,709.92	29%	8,479.49	6,753.26	26%
Marketing	618.06	515.56	574.48	8%	2,267.89	1,993.16	14%
Other expenses	640.96	624.17	855.56	-25%	2,406.04	2,300.56	5%
Total expenses (B)	3,459.34	3,276.20	3,139.96	10%	13,153.43	11,046.99	19%
Adjusted EBITDA	2,411.47	2,448.42	1,201.25	101%	7,340.74	3,774.55	94%
Adjusted EBITDA %	41%	43%	28%		36%	25%	
Adjusted EBITDA Excl. Other income %	19%	22%	6%		15%	5%	
ESOP (refer note below)	713.33	723.66	4,485.19		2,694.56	18,412.43	
Dividend Income	-	-	-		665.22	-	
Finance cost	12.92	13.05	13.95	-7%	60.15	67.19	-10%
Depreciation and amortization expense	162.56	148.22	118.15	38%	611.24	488.02	25%
Profit Before Tax	1,522.65	1,563.49	-3,416.03		4,640.01	-15,193.10	
Tax expenses	-	-	-		-	-	
Deferred tax adjustment	360.13	381.81	-247.97		1,380.24	-586.47	
PAT	1,162.52	1,181.68	-3,168.06		3,259.77	-14,606.63	
Adjusted PAT	2,235.98	2,287.15	1,069.16	109%	6,669.35	3,219.34	107%

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

Total Income as per Financials	5,870.80	5,724.62	4,649.63	26%	21,291.71	15,696.55	36%
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Remarketing Consolidated Financial results for the year ended March 2023

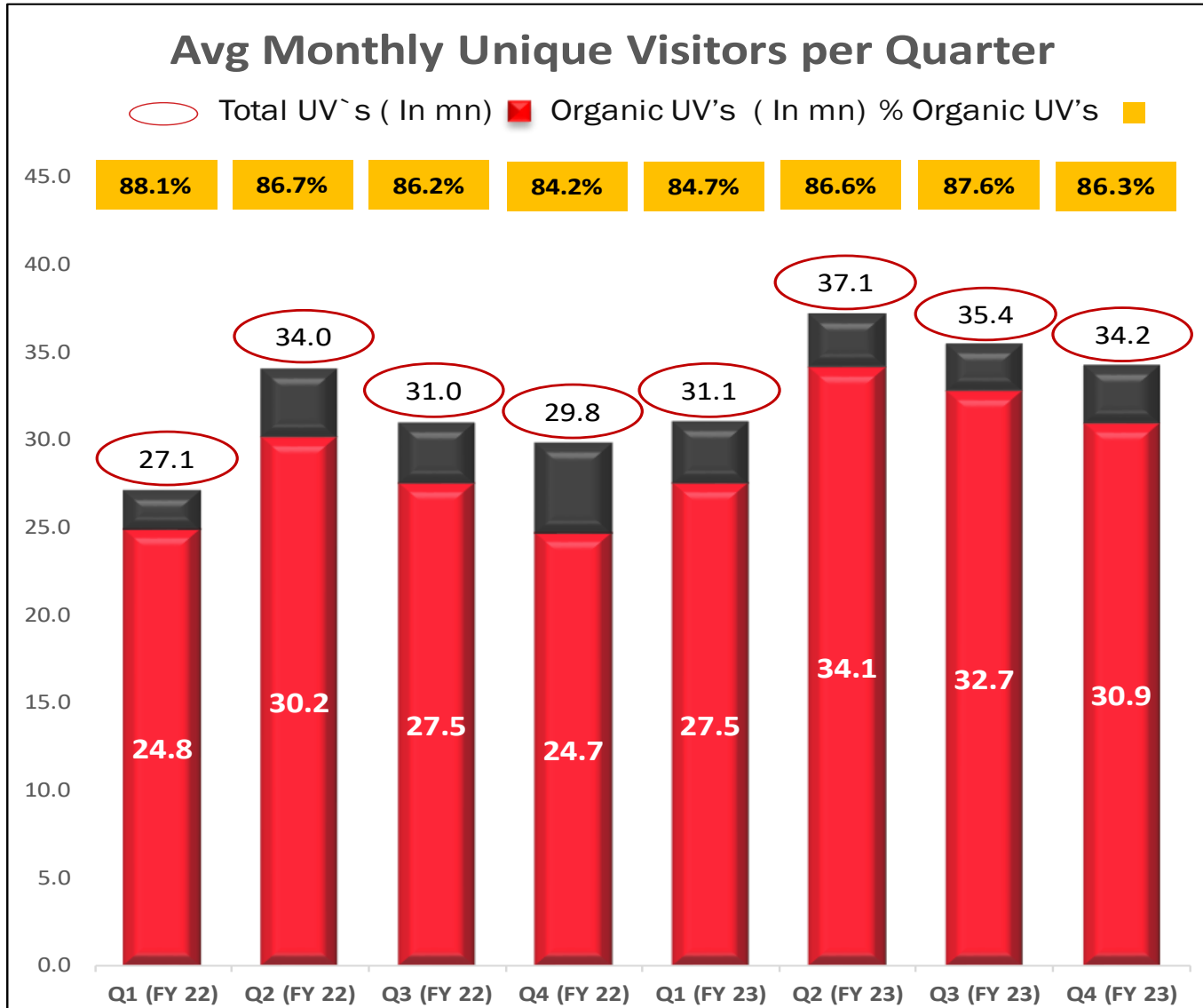
Amount in Rs lakhs

Particulars	Quarter ended				Year ended		
	March 31, 2023	December 31, 2022	March 31, 2022	Y-o-Y	March 31, 2023	March 31, 2022	Y-o-Y
Income							
Revenue from operations	5,324.87	5,573.93	5,774.22	-8%	20,870.64	19,117.67	9%
Purchase of Stock-in-trade (Inc. Inventory Change)	46.00	349.00	-		513.58	-	
Net revenue from operations	5,278.87	5,224.93	5,774.22	-9%	20,357.06	19,117.67	6%
Other income	479.28	338.46	269.64	78%	1,431.64	1,402.25	2%
Net Revenue	5,758.15	5,563.39	6,043.86	-5%	21,788.70	20,519.92	6%
Employee cost (Excl ESOP)	2,174.60	2,353.38	2,241.15	-3%	9,129.02	7,874.46	16%
Other expenses	2,008.59	1,993.86	1,809.43	11%	7,492.15	6,687.28	12%
Total expenses (B)	4,183.19	4,347.24	4,050.58	3%	16,621.17	14,561.74	14%
Adjusted EBITDA	1,574.96	1,216.15	1,993.28	-21%	5,167.53	5,958.18	-13%
Adjusted EBITDA %	27%	22%	33%		24%	29%	
Adjusted EBITDA Excl. Other income %	21%	17%	30%		18%	24%	
ESOP (refer note below)	18.94	11.68	30.28	-37%	99.32	105.86	-6%
Finance cost	191.70	174.37	162.09	18%	708.97	578.02	23%
Depreciation and amortization expense	445.39	420.38	370.77	20%	1,650.00	1,350.39	22%
Profit Before Tax	918.93	609.72	1,430.14	-36%	2,709.24	3,923.91	-31%
Tax expenses	208.56	344.48	362.67	-42%	849.10	954.57	-11%
Deferred tax adjustment	6.89	-76.76	-77.62		-60.20	13.14	
PAT	703.48	342.00	1,145.09	-39%	1,920.34	2,956.20	-35%
Adjusted PAT	729.31	276.92	1,097.75	-34%	1,959.46	3,075.20	-36%

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




Total Income as per Financials	5,804.15	5,912.39	6,043.86	-4%	22,302.28	20,519.92	9%
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Average Monthly UVs at 34 Mn; 86.3% Organic



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.

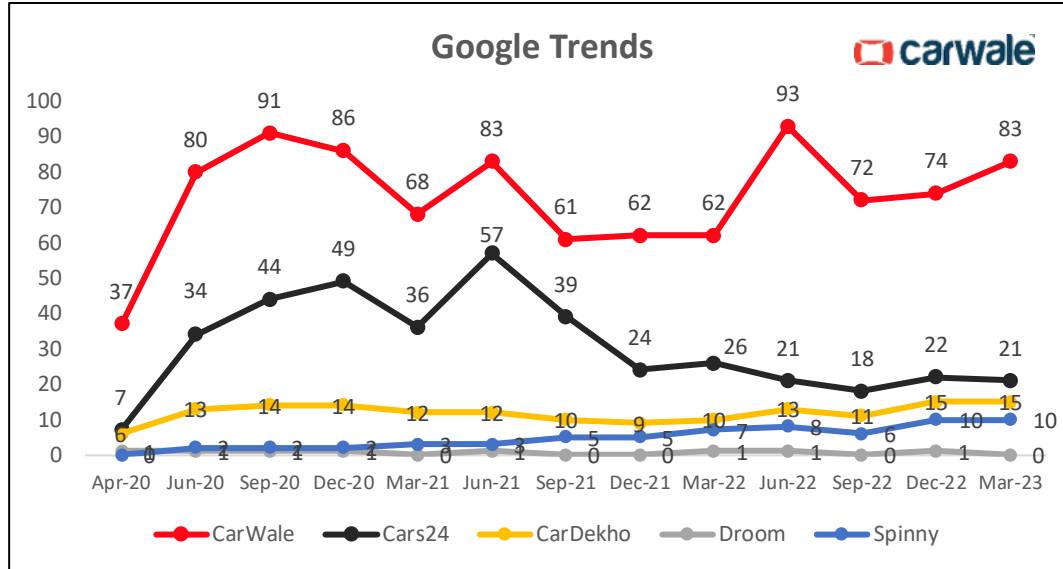
Key Advantages of having a large Organic Customer Base

- 
 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.
- 
 Having a large organic customer base not only strengthens the brand equity, but also helps in lowering the Customer Acquisition Costs
- 
 This large customer base and resultant exposure gives OEMs and dealers the perfect platform to effectively leverage their marketing spends and enhance sales

Leadership on Relative Online Search Popularity

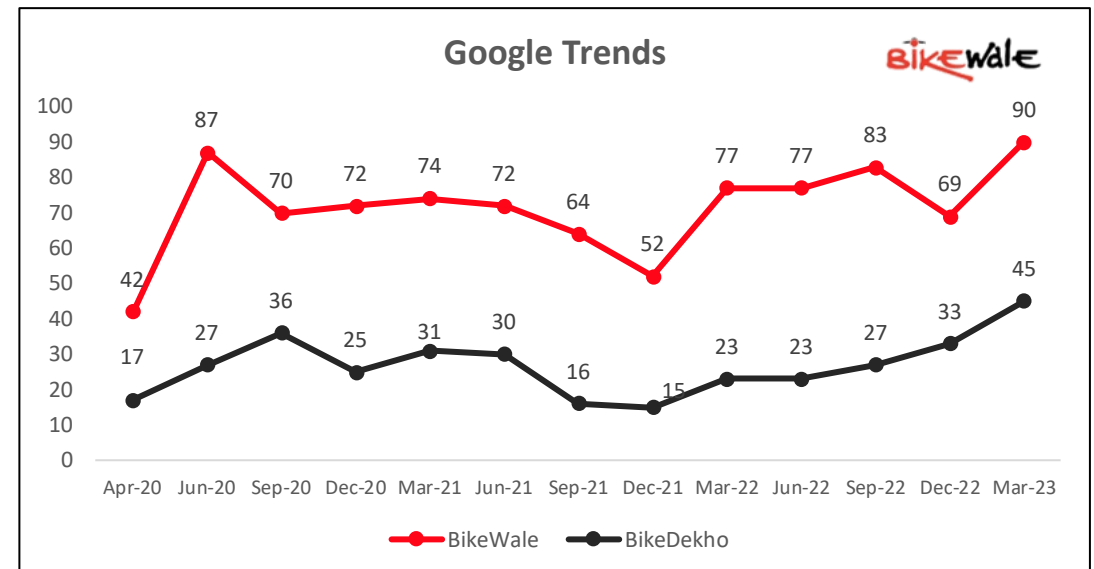
Google Trends - Relative Search Interest⁽¹⁾

(April 2020 – March 2023)



Google Trends - Relative Search Interest⁽²⁾

(April 2020 – March 2023)



Highest index score among competitors



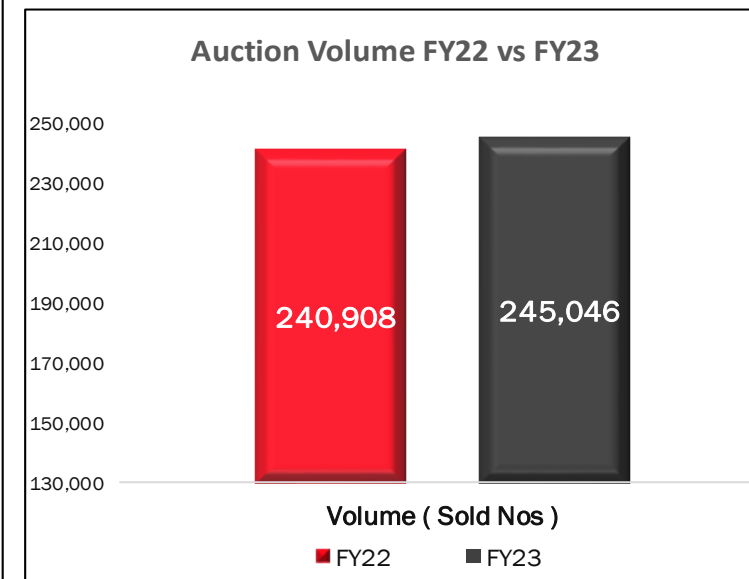
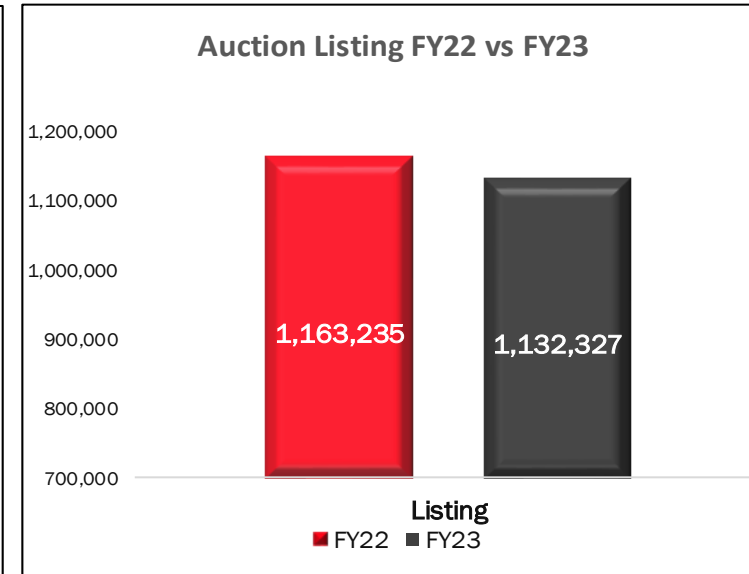
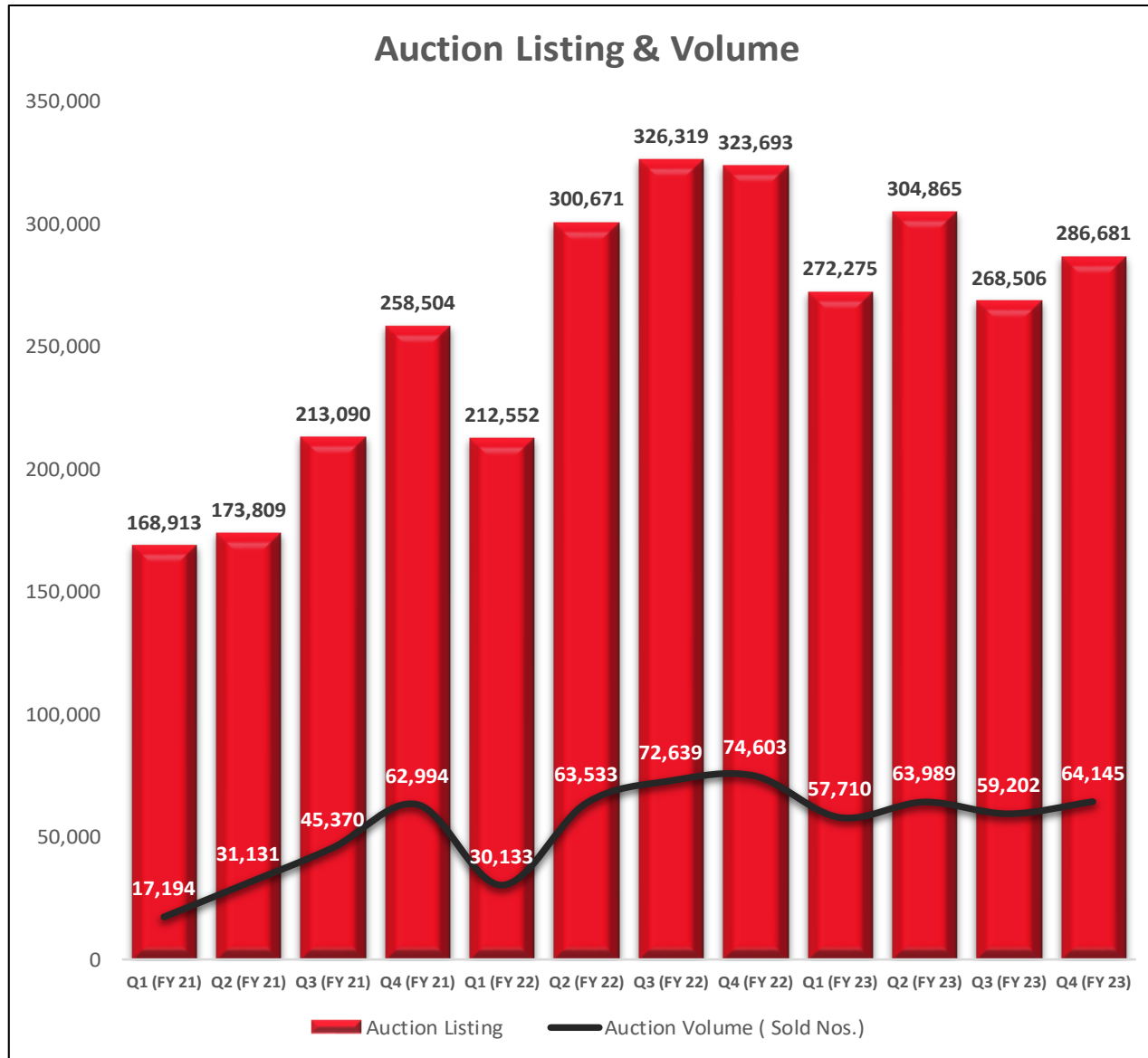
Organic traffic comprising 86.0% of all traffic⁽³⁾



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 Q4 FY23

Auction Listings and Volumes



Thank You

Company:

CarTradeTech

CarTrade Tech Limited
CIN: L74900MH2000PLC126237

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

Investor relations advisor:

SGA Strategic Growth Advisors

Strategic Growth Advisors Pvt Ltd.
CIN: U74140MH2010PTC204285

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