

February 02, 2023

Phiroze Jeejeebhoy Towers,
Dalal Street
Mumbai - 400001
543333

Exchange plaza, Plot No. C/1, G Block
Bandra Kurla Complex, Bandra East,
Mumbai – 400051
CARTRADE

INE290S01011

Pursuant to the provisions of Regulation 30 of the Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015 (“”) read with Schedule III thereof, as amended, we enclosed herewith our Investor Presentation.

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.

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.

W: cartradetech.com | T: +91 22 6739 8888 | CIN: L74900MH2000PLC126237

CarTradeTech



 carwale™

 bikewale

CarTrade.com

 SHRIRAM
automall
THE POWER OF CHOICE

 ADROIT AUTO™



Growth of Revenue by 23%, Adj. EBITDA by 30% and Adj. PAT by 43%*

#1

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

200+ Physical Locations

Automalls and abSure outlets

1.1 Million

*Annualized Q3 Auction Listings

35 Million

Average Monthly Unique Visitors in
Q3 FY23

87.64%

Organic Unique Visitors in
Q3 FY23

Revenue Q3

1159 Mn INR

9 months 3111 Mn INR

Adj. EBITDA Q3

366 Mn INR

9 months 851 Mn INR

PAT Q3

141 Mn INR

9 months PAT 229 Mn INR

9 months Adj. PAT 519 Mn INR

Debt free

**Strong Cash balance
of around 10 Bn INR**

Note: *9 months refers to Apr22 to Dec22 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 December 2022.



CarTrade.com

CarTrade exchange

carwale

bikewale

ADROIT AUTO™

SHRIRAM automa
THE POWER OF CHOICE

carwale
atSure

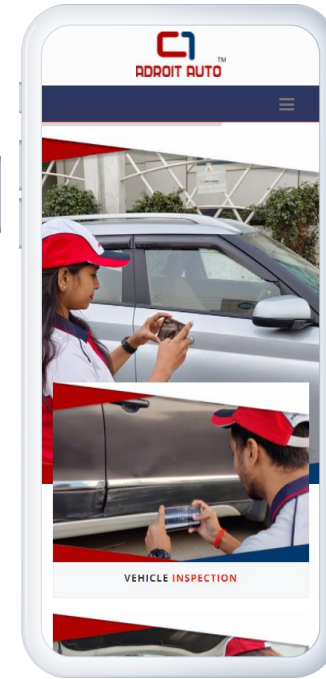
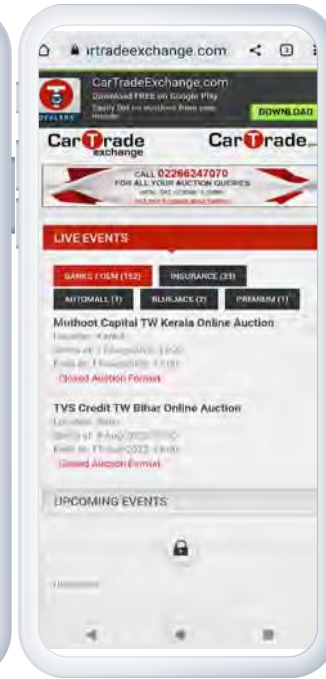
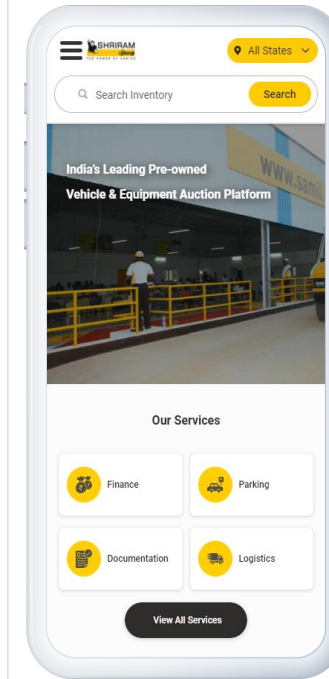
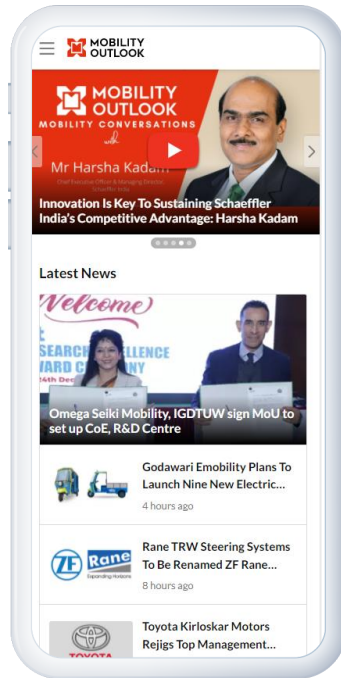
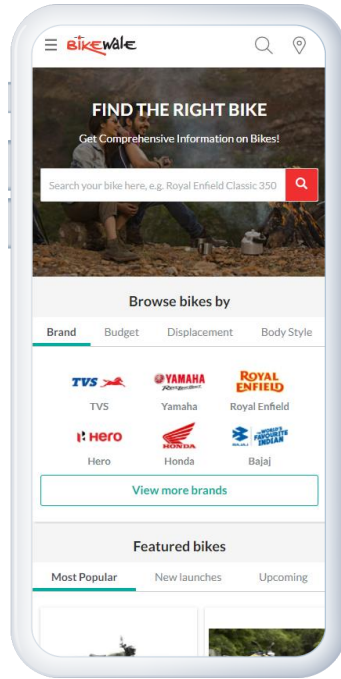
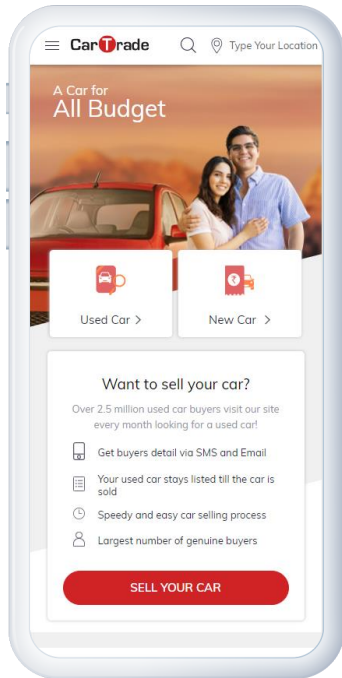
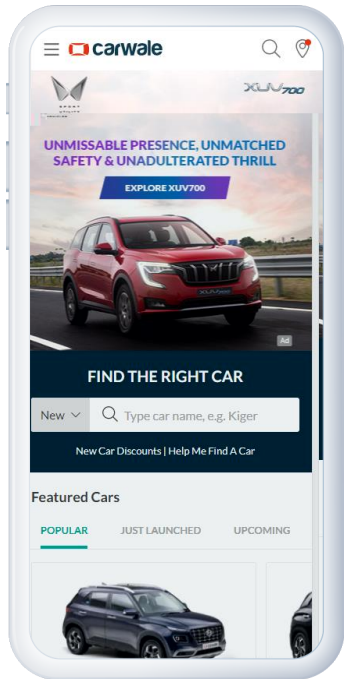


WARBURG
PINCUS

MARCH
CAPITAL

TEMASEK
J.P.Morgan

IIFL

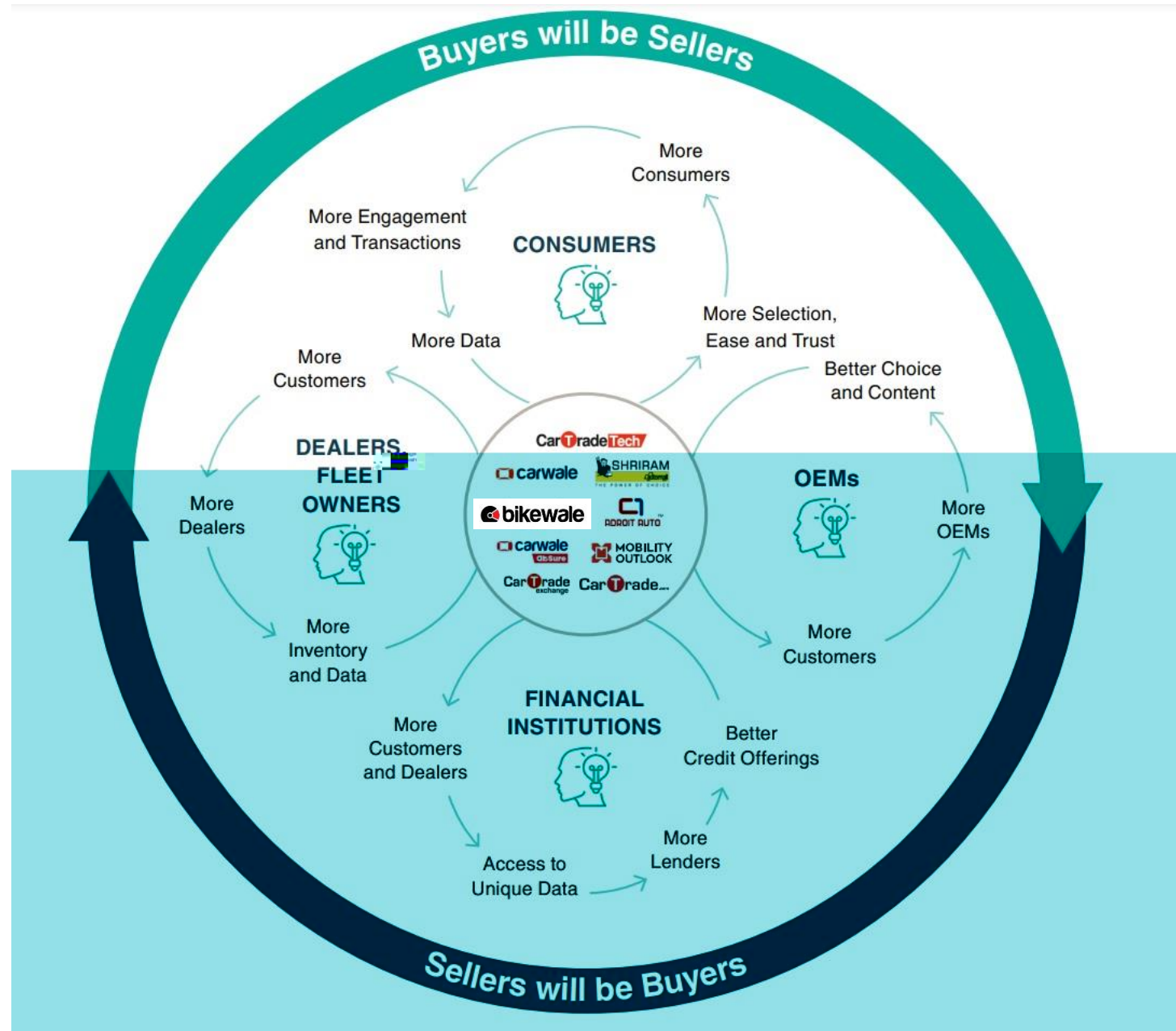


47%*
of revenues



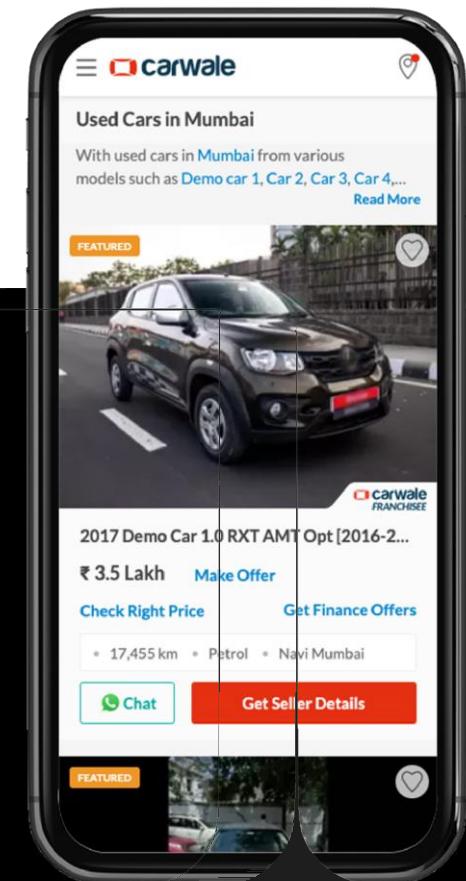
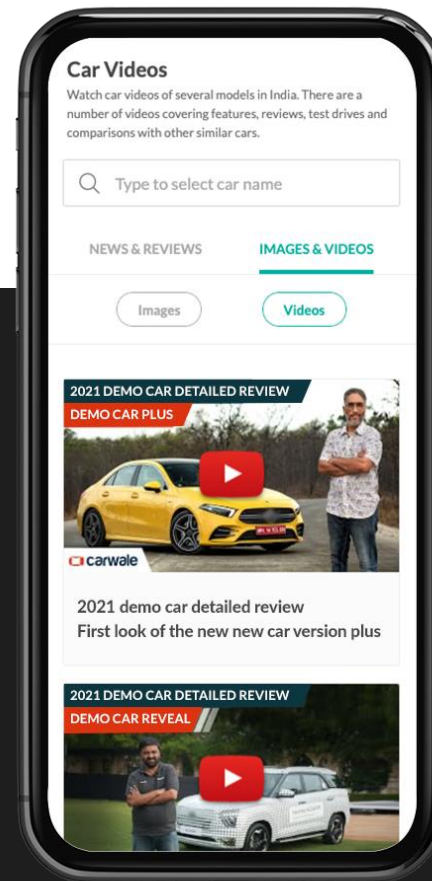
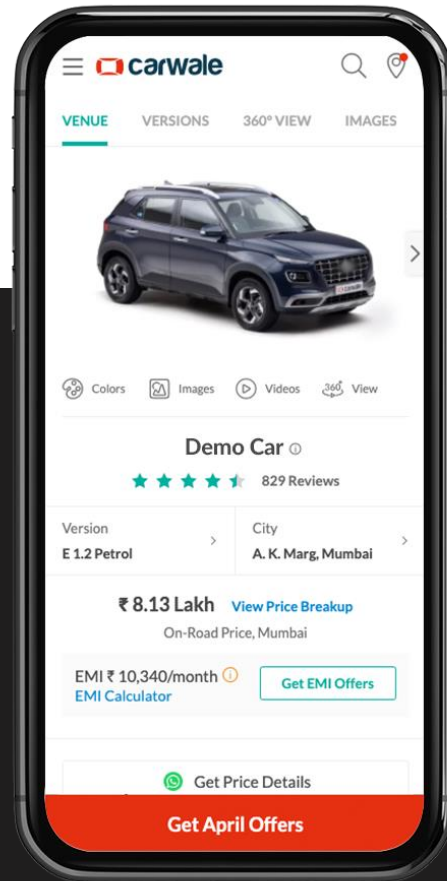
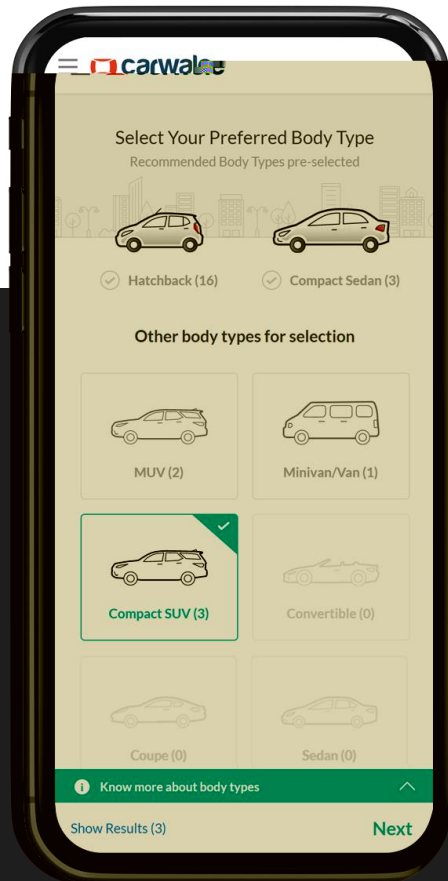
53%*
of revenues

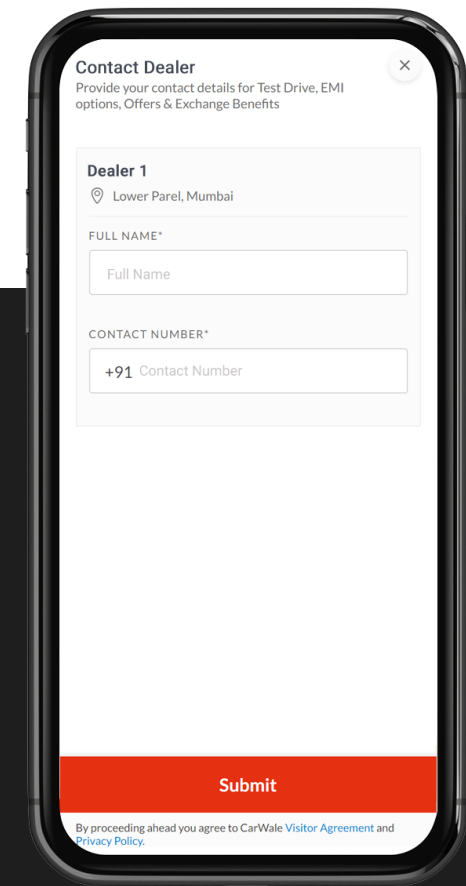
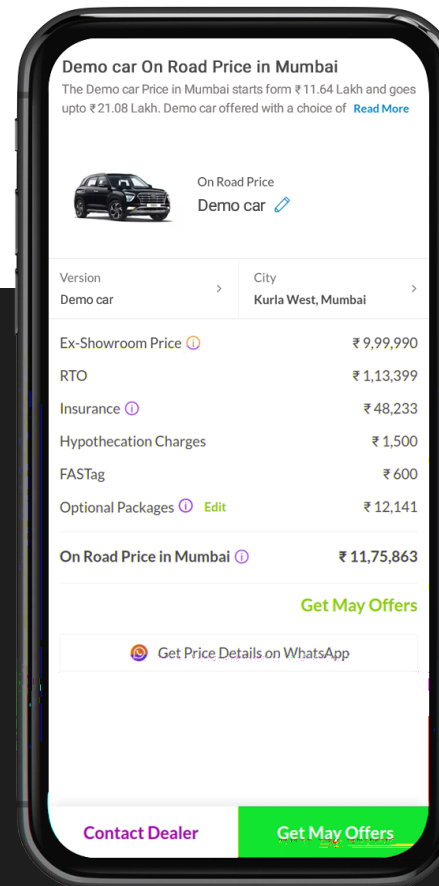
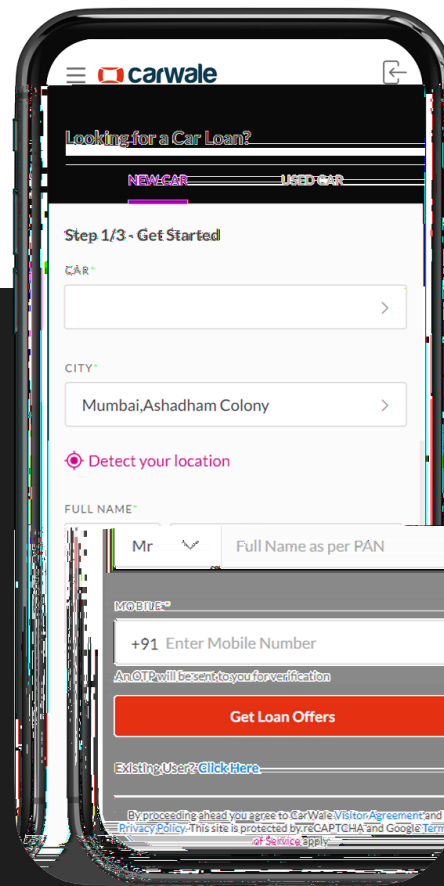
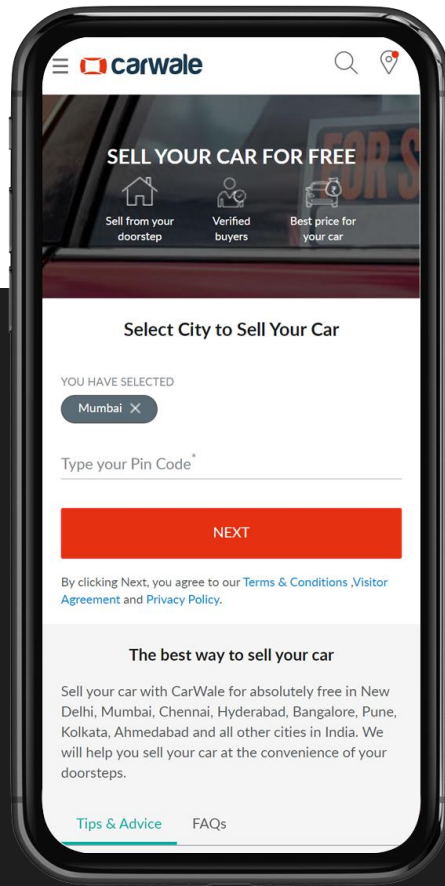




CarTradeTech









carwale WOMEN MOBILITY

Kia Sonet vs Hyundai Venue

CarWale brings you comparison of Kia Sonet and Hyundai Venue. The Kia Sonet price is ₹ 6.95 Lakh and Hyundai Venue price is ₹... [Read More](#)

Kia Sonet	Hyundai Venue	Sponsored Renault Kiger
HTE 1.2	E 1.2 Petrol	RXL MT
₹ 6.95 Lakh	₹ 6.99 Lakh	₹ 6.72 Lakh
Avg. Ex-Showroom price	Avg. Ex-Showroom price	Avg. Ex-Showroom price
Get Offers	Get Offers	Know More

Search a spec or feature e.g. Airbags

QUICK COMPARE SPECIFICATIONS FEATURES CA

Quick Compare Ad

Bootspace (litres) (Know More)		
392	350	405
Integrated (in-dash) Music System		
×	×	✓
Display		
×	×	Digital Display

RACETRACK DNA FOR THE STREET

ALL-NEW KTM RC 200

EMI: ₹5,700*

[KNOW MORE](#)

7:46

carwale

Description

A Biker's Adventure with the Hyundai Creta

CarWale

761 Likes 2,12,111 Views 12 Dec 2021

Pro adventurer and Indian mountain cyclist pioneer Nilesch Dhumal is always on the lookout for the next challenging trail. The Hyundai Creta is his perfect companion in this search. Why? Watch this film to find out!

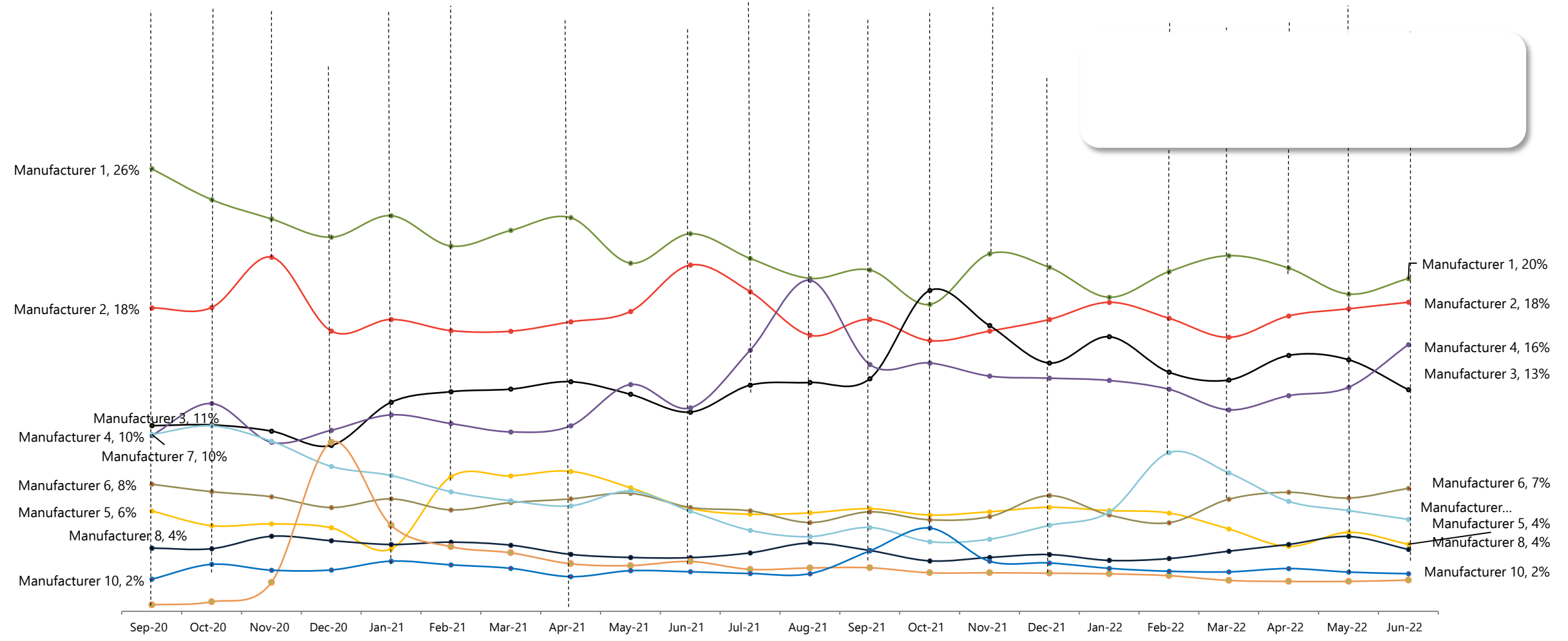
Follow us on:
 Facebook: <https://www.facebook.com/CarWale/>
 Twitter: <https://twitter.com/CarWale>
 Instagram: <https://www.instagram.com/carwaleindia/>

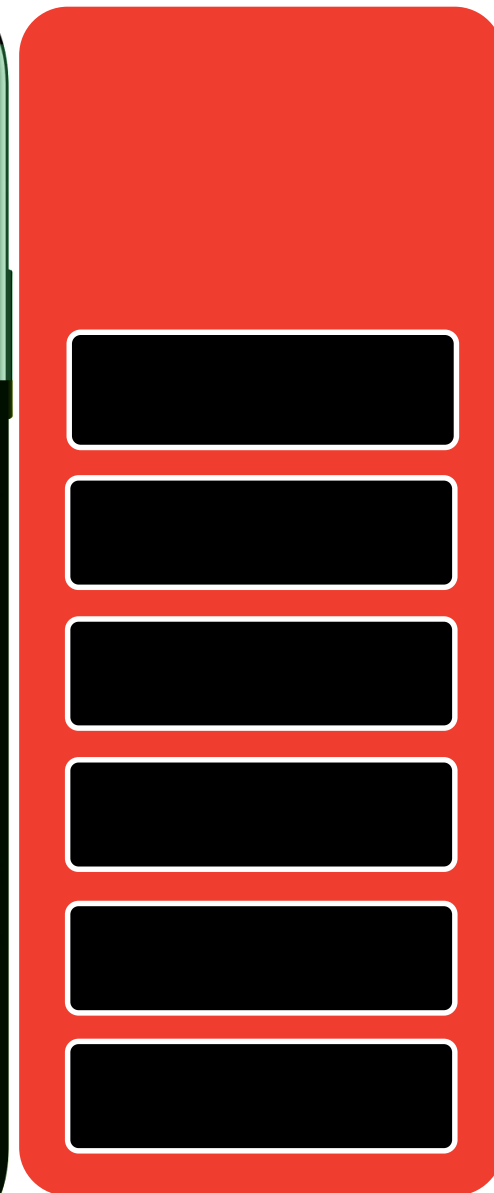
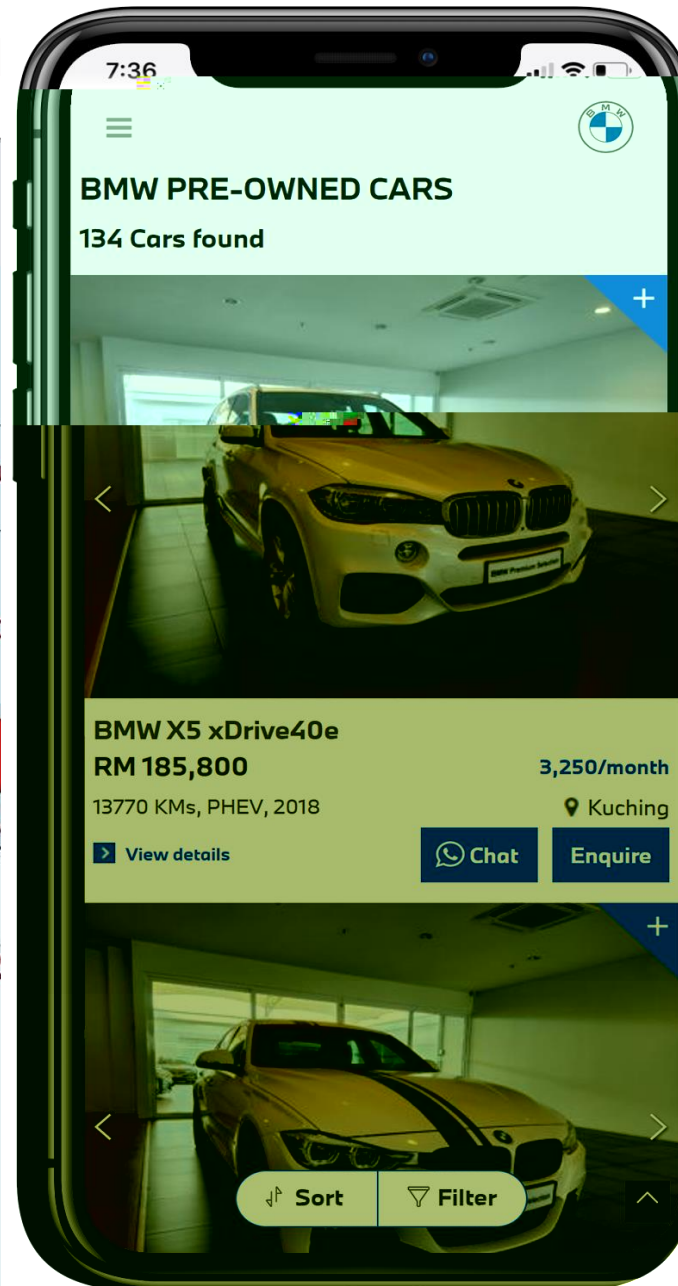
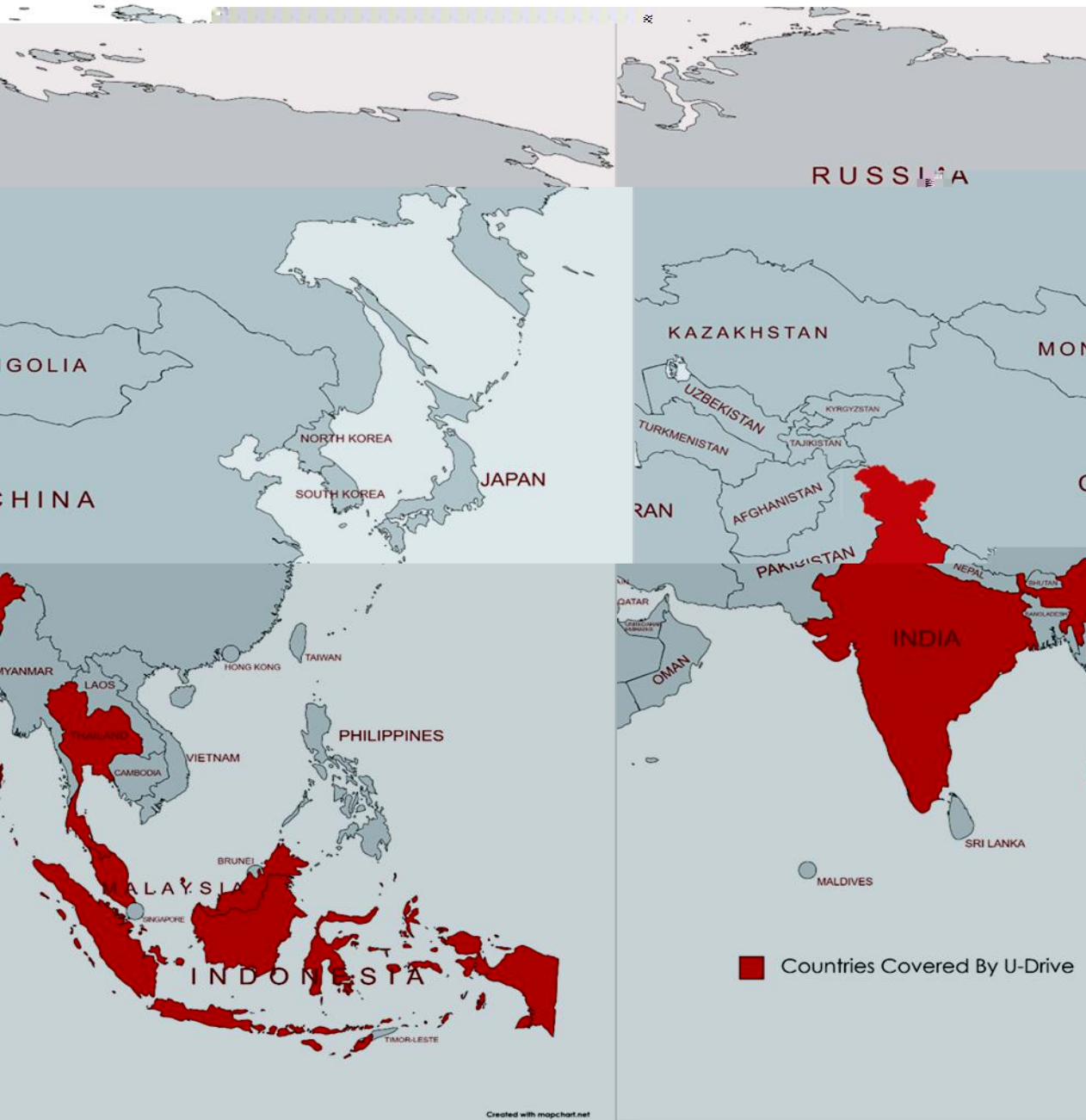
Download the CarWale App here - <https://wub8j.app.goo.gl/CarWaleApp>

#HyundaiCreta #HyundaiIndia #CarWale #HyundaiCretaDiesel #CretaDieselAT

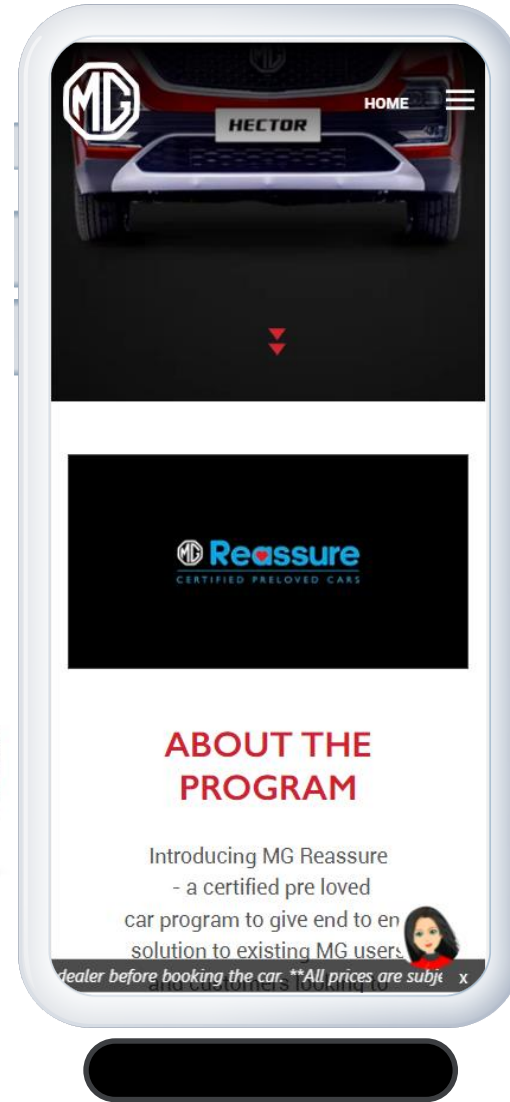
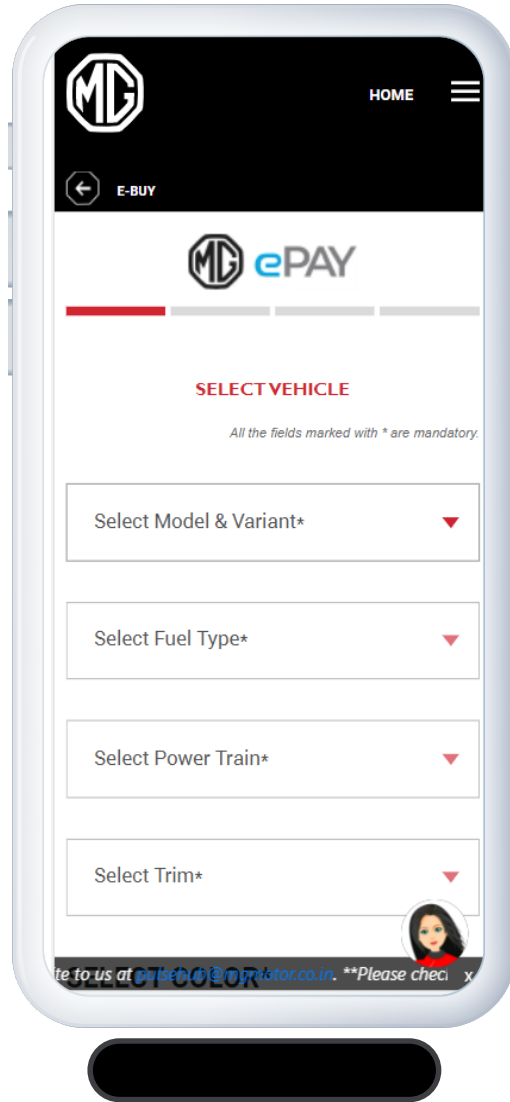
Research In Terms Of Pageviews

Manufacturer 1 Manufacturer 2 Manufacturer 3 Manufacturer 4 Manufacturer 5 Manufacturer 6 Manufacturer 7 Manufacturer 8 Manufacturer 9 Manufacturer 10





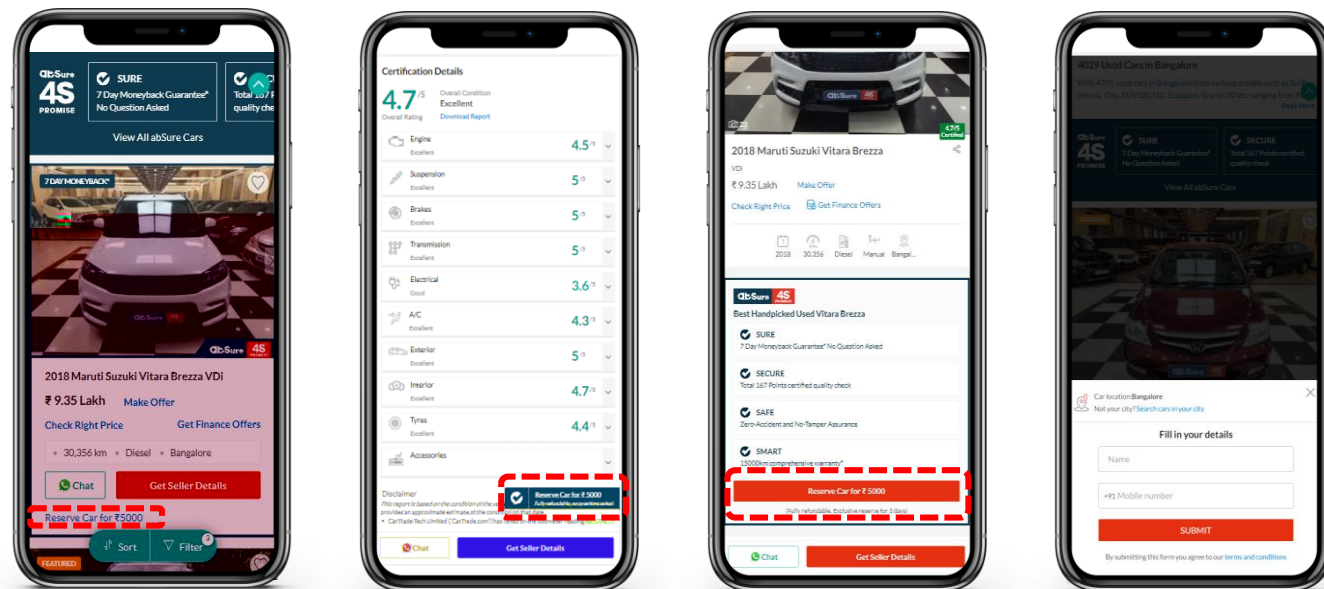
Four empty rectangular boxes for annotations on the left side of the first mobile app screen.



Seven empty rectangular boxes for annotations on the right side of the second mobile app screen.



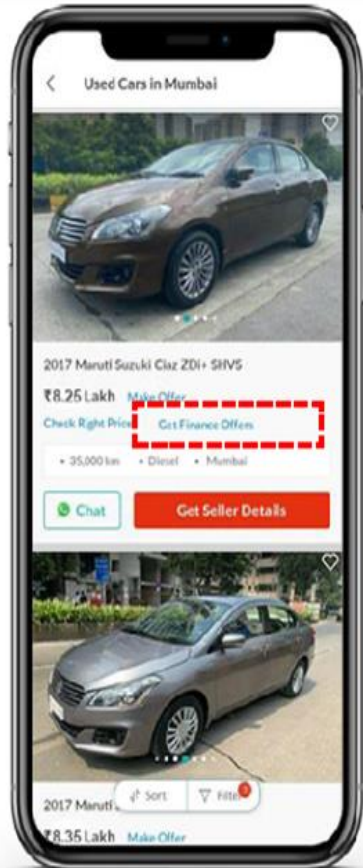
“ Building a world class online buying journey for customers to buy used cars ”



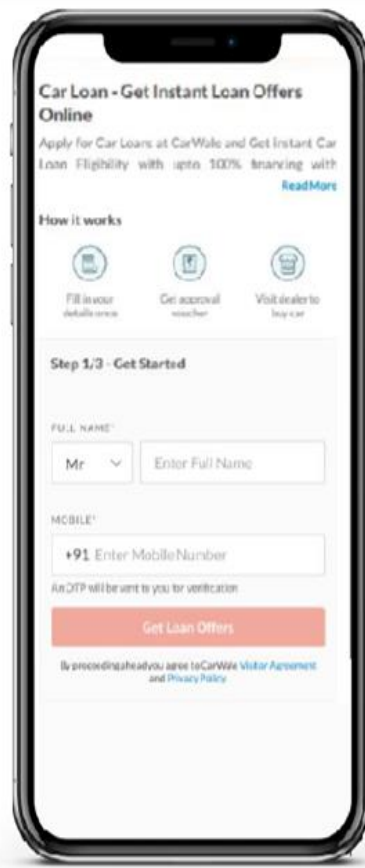
CARWALE ABSURE 4S PROMISES:

- SURE**
7-DAY MONEY-BACK GUARANTEE, NO-QUESTIONS ASKED.
- SECURE**
167-POINT CERTIFIED-TOTAL-QUALITY-CHECK
- SAFE**
ZERO-ACCIDENT-AND-NO-TAMPER-ASSURANCE
- SMART**
15000 KM COMPREHENSIVE WARRANTY

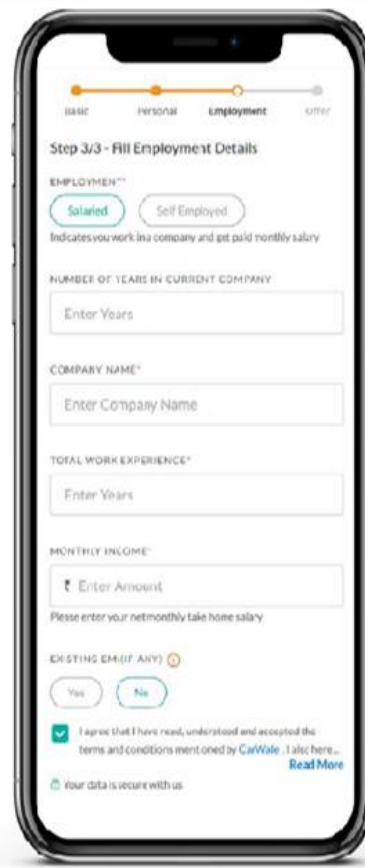




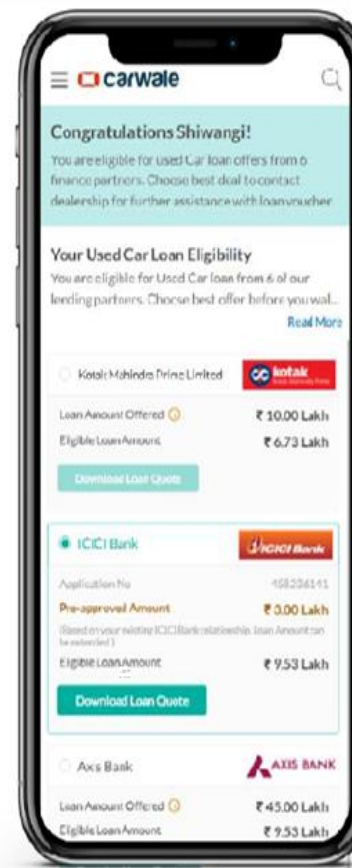
Get finance



Capturing customer details



Instant Approval



Approvals to Disbursement with innovative products*

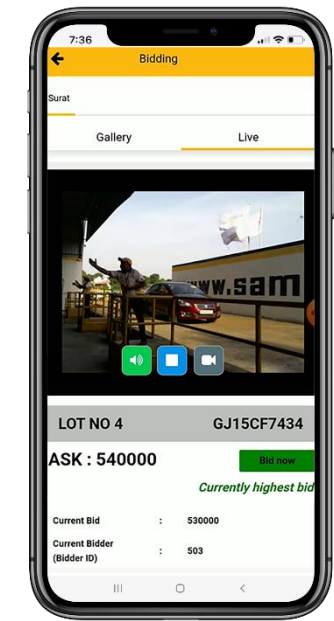
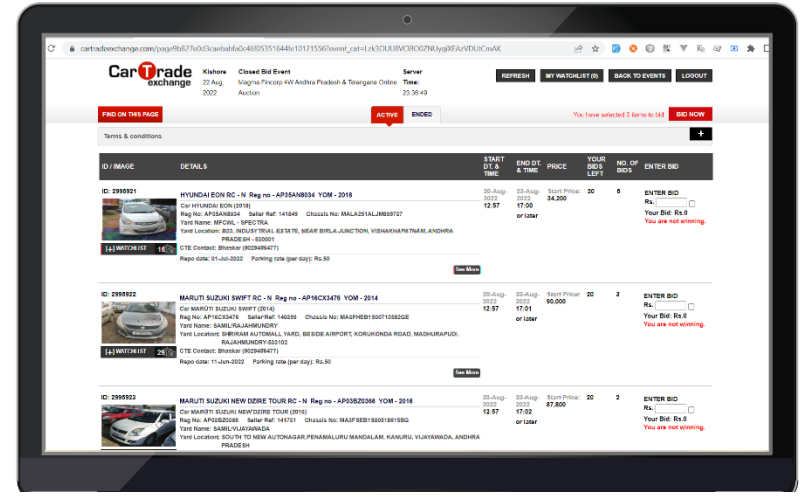


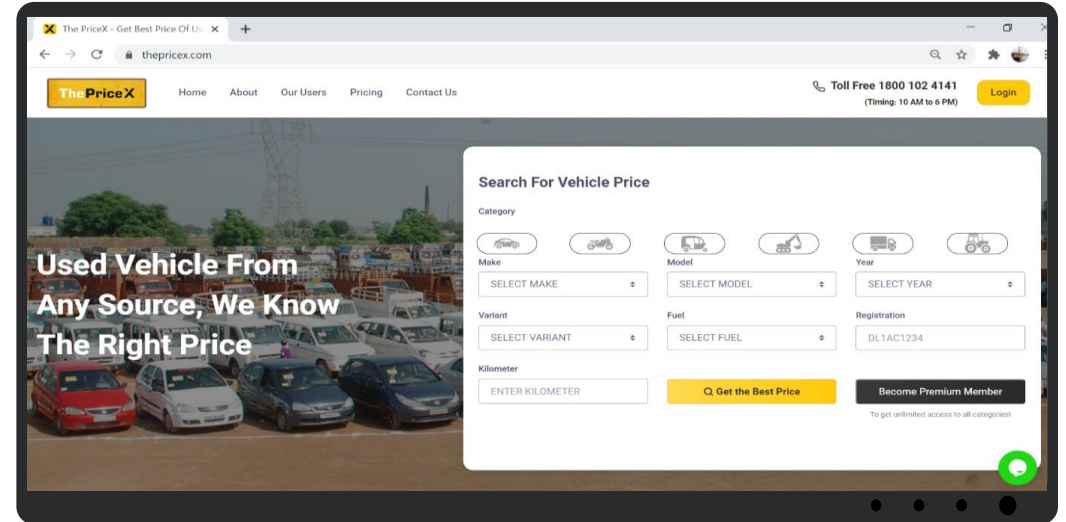
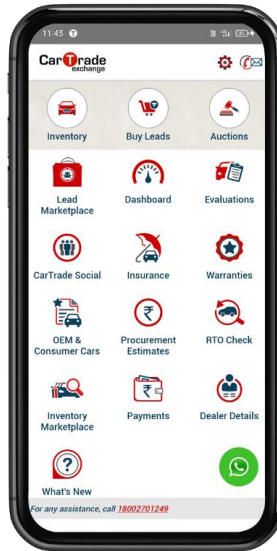
* Working with banks to provide online disbursements and curate innovate auto-finance products and offerings.

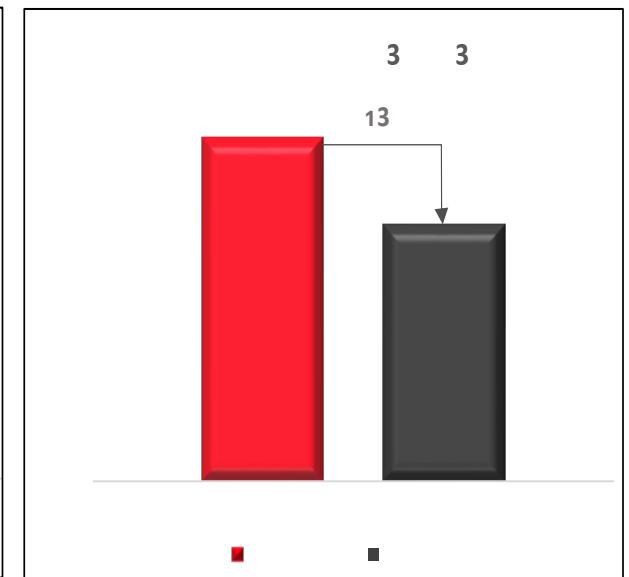
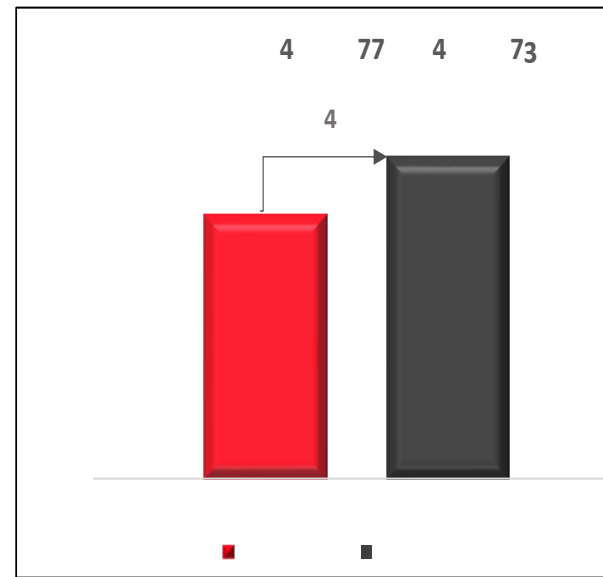
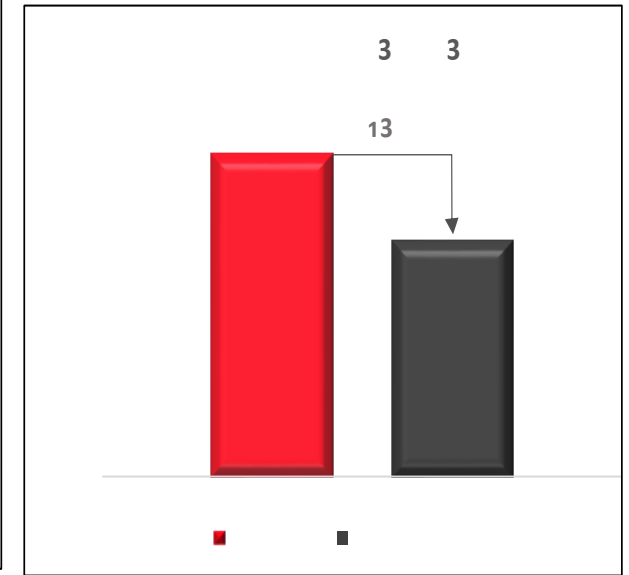
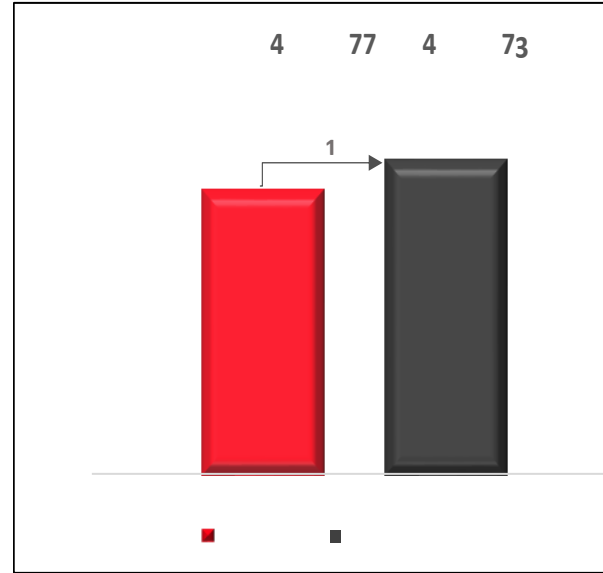
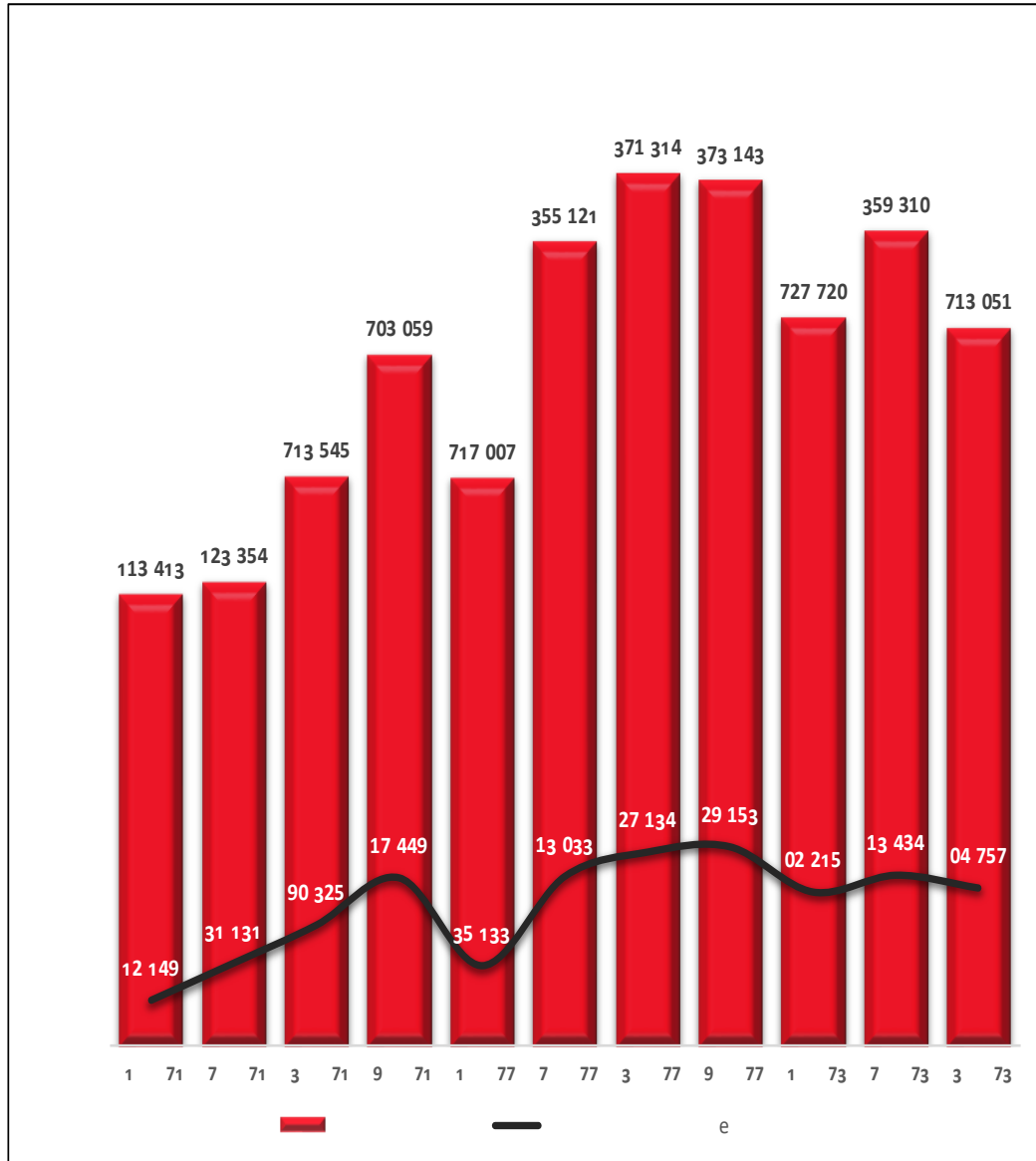


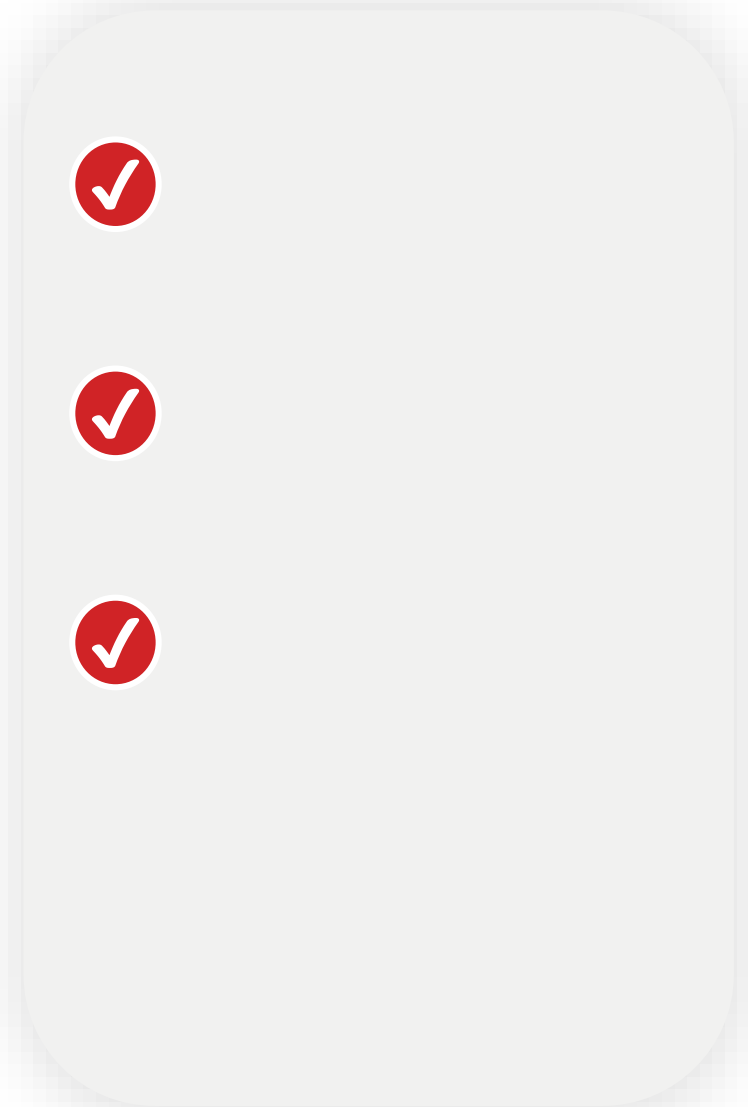
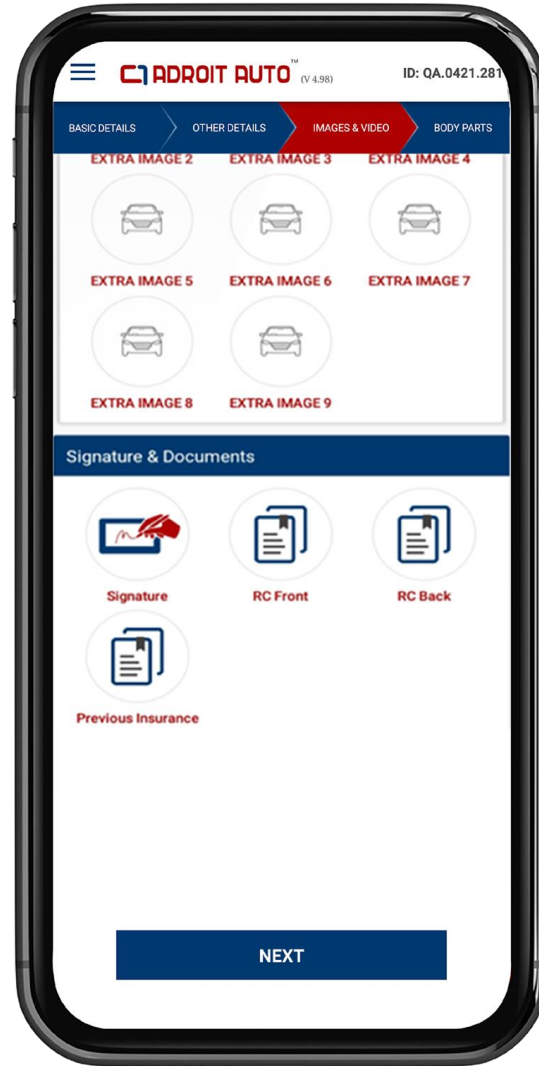
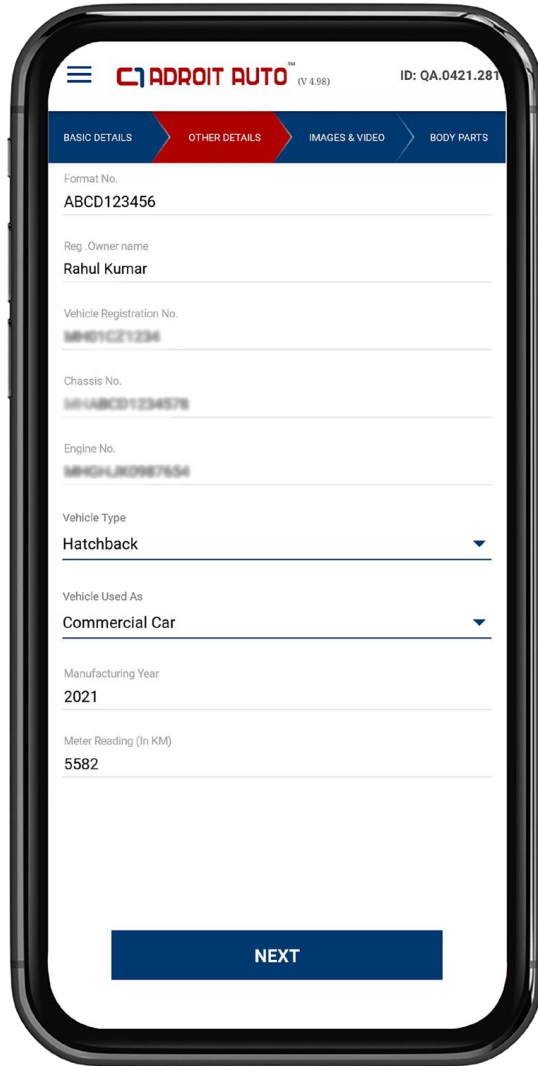
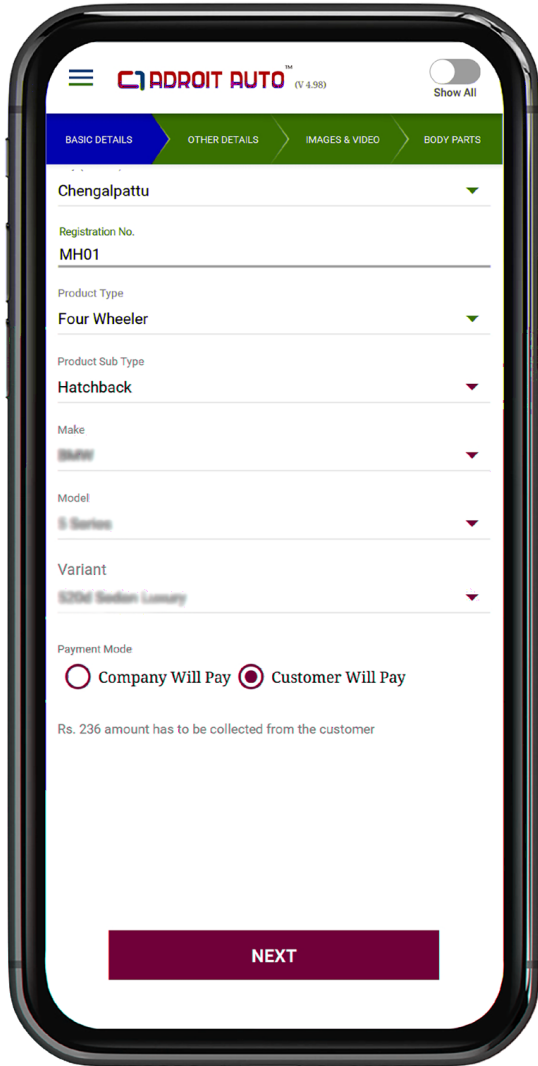
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CarTradeTech : Key Strengths

1

2

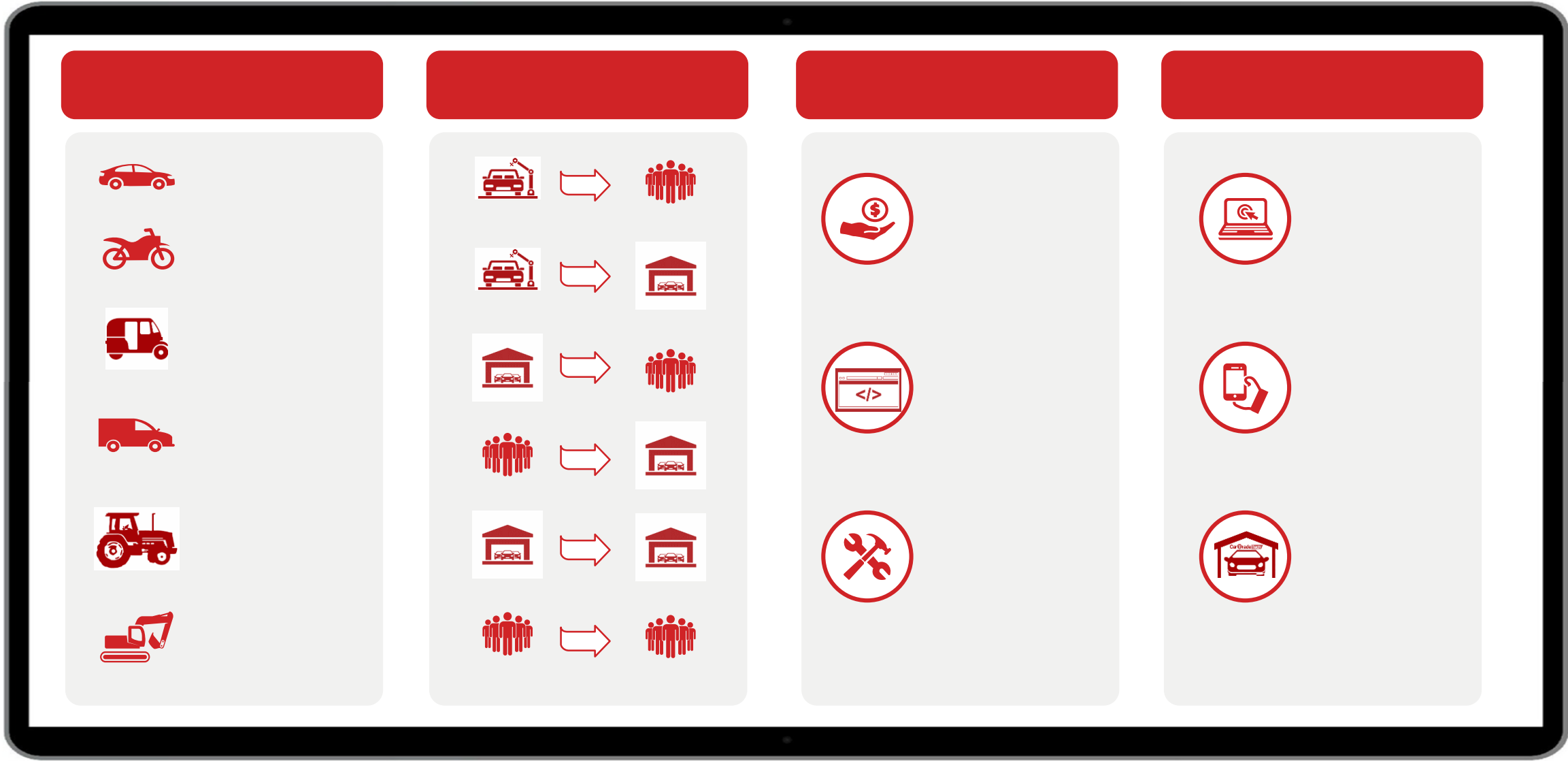
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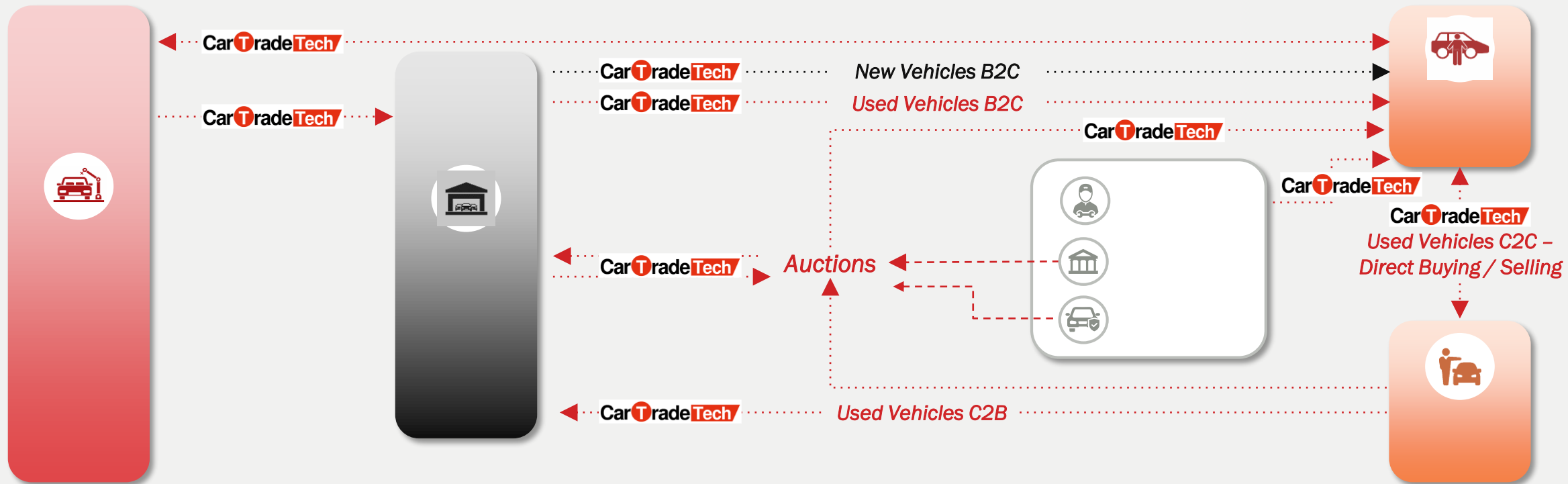
4

5


6









CarTradeTech

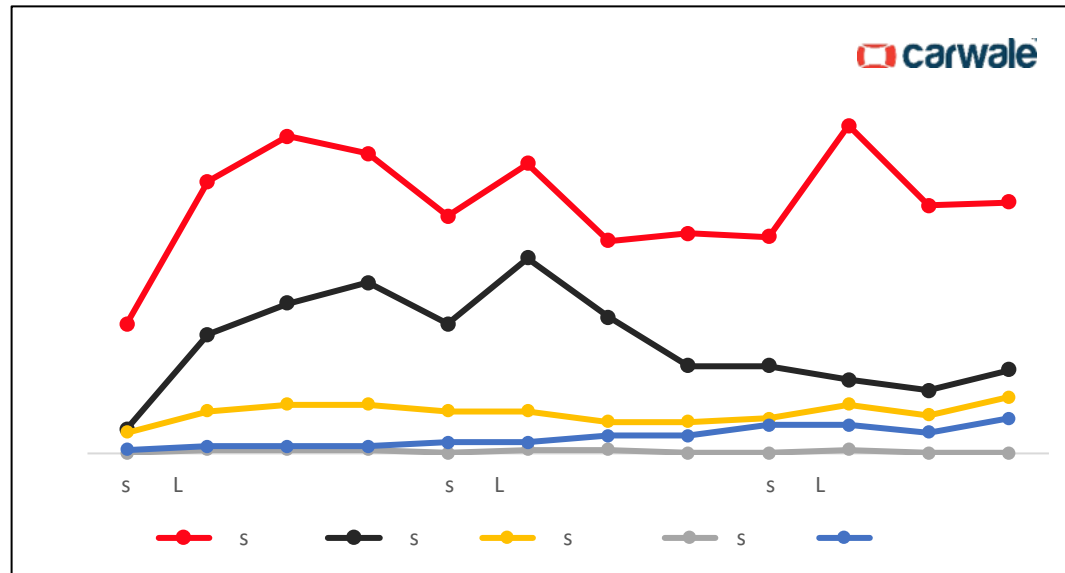
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Google Trends - Relative Search Interest⁽¹⁾

(April 2020 – Dec 2022)



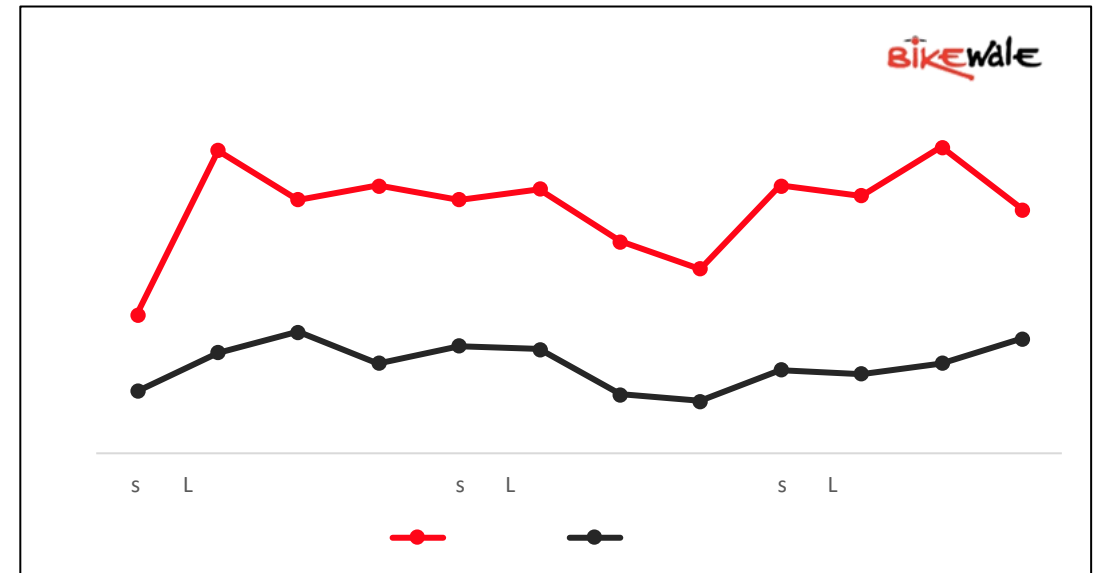
Highest index score among competitors



Organic traffic comprising 87.6% of all traffic⁽³⁾

Google Trends - Relative Search Interest⁽²⁾

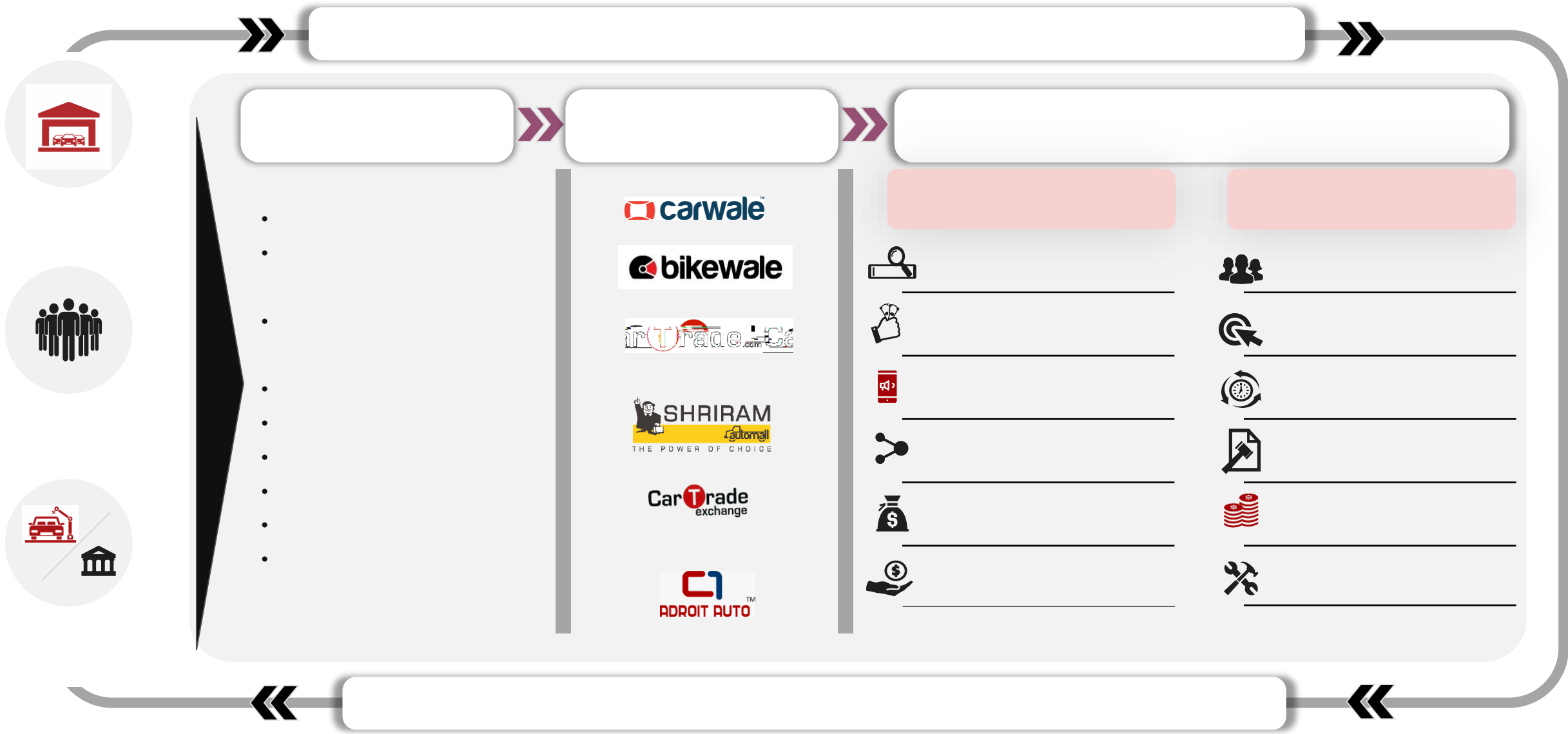
(April 2020 – Dec 2022)



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 Q3 FY23





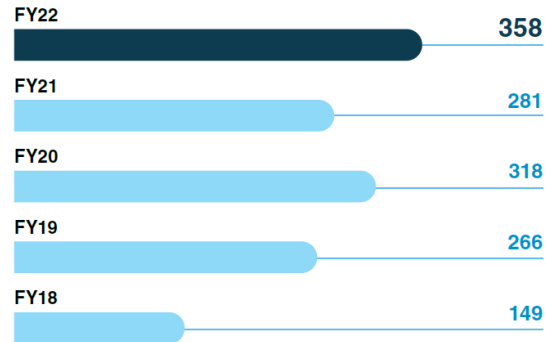
▲ y-o-y growth

⬆️ 5-year CAGR

Revenue

(₹ in cr)

358 cr

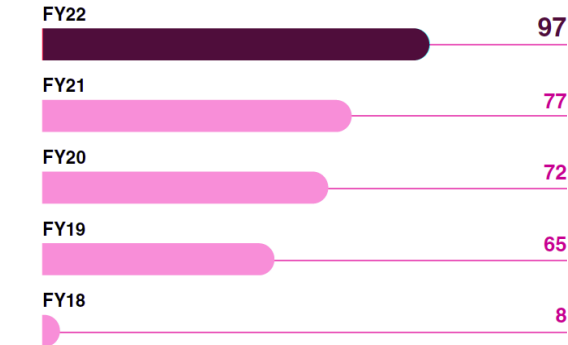


▲ 28% ⬆️ 24%

Adjusted EBITDA

(₹ in cr)

97 cr

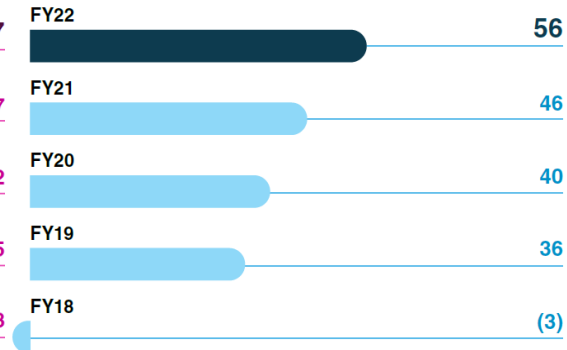


▲ 25% ⬆️ 81%

Adjusted PAT

(₹ in cr)

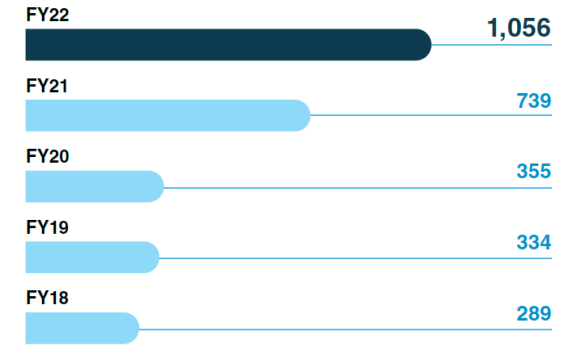
56 cr



Liquid funds

(₹ in cr)

1,056 cr

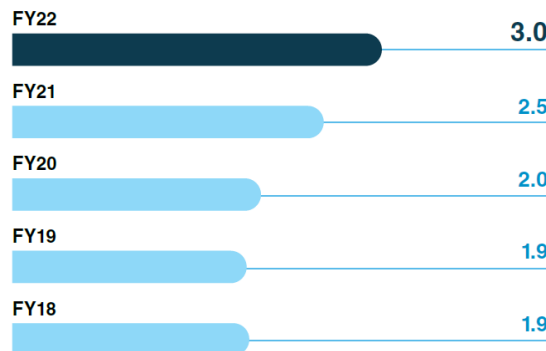


▲ 51% ⬆️ 41%

Monthly visitors

(in cr)

3.0 cr

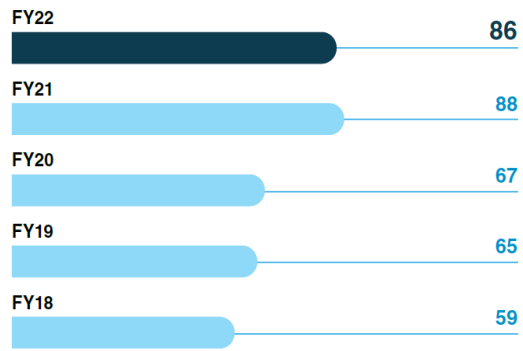


▲ 19% ⬆️ 12%

Organic unique visitors

(%)

86%

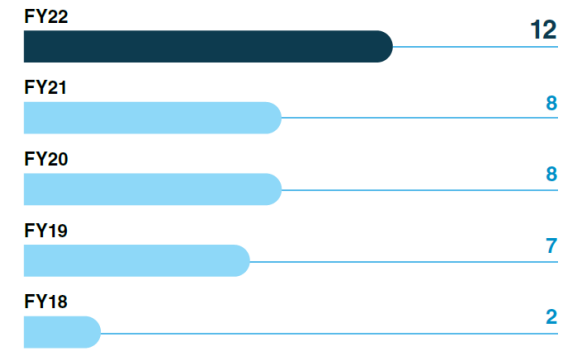


▲ 14% ⬆️ 20%

Auction listing

(in lakh)

12 lakh



▲ 43% ⬆️ 48%





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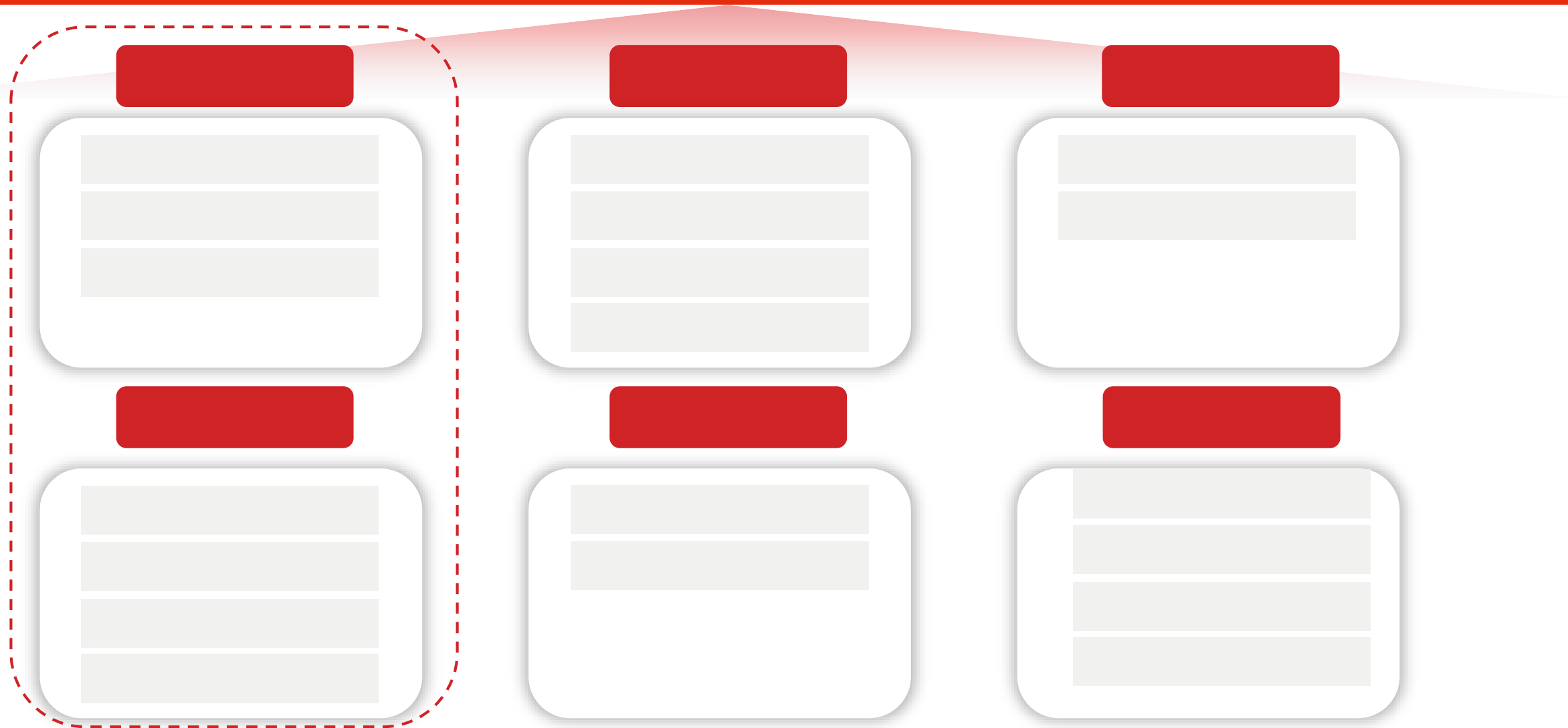


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CarTradeTech







Amount in Rs lakhs

Income								
Revenue from operations	4,199.89	3,707.68	3,443.01	22%	11,388.47	8,837.09	29%	12,484.60
Purchase of Stock-in-trade (Inc. Inventory Change)	-	-	243.93		132.32	566.61	-77%	875.02
Net revenue from operations	4,199.89	3,707.68	3,199.08	31%	11,256.15	8,270.48	36%	11,609.58
Other income excluding dividend income	1,524.73	1,121.01	735.64	107%	3,367.22	2,209.83	52%	3,211.95
Net Revenue excluding dividend income	5,724.62	4,828.70	3,934.72	45%	14,623.37	10,480.31	40%	14,821.53
Employee cost (Excl ESOP)	2,136.47	2,107.98	1,694.29	26%	6,279.17	5,043.35	25%	6,753.26
Marketing	515.56	534.86	580.79	-11%	1,649.83	1,418.68	16%	1,993.16
Other expenses	624.17	565.02	586.97					



Amount in Rs lakhs

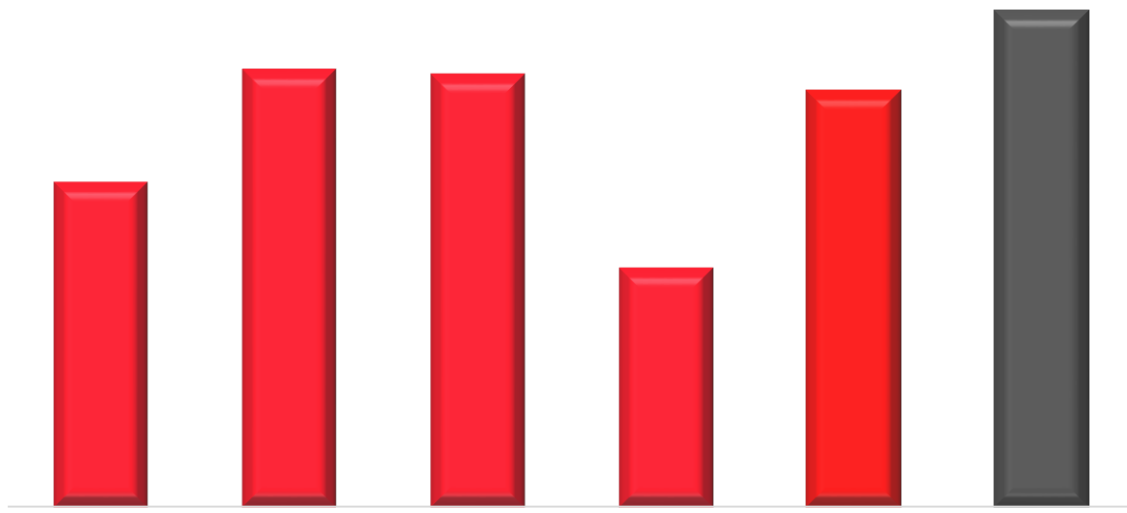
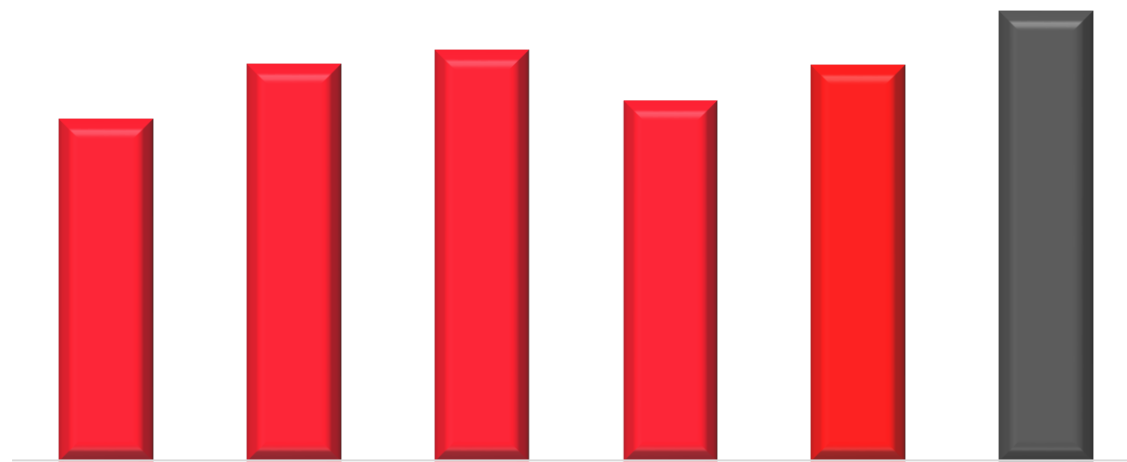
Income								
Revenue from operations	5,573.93	5,110.98	5,492.08	1%	15,545.77	13,343.45	17%	19,117.67
Purchase of Stock-in-trade (Inc. Inventory Change)	349.00	-	-		467.58	-		-
Net revenue from operations	5,224.93	5,110.98	5,492.08	-5%	15,078.19	13,343.45	13%	19,117.67
Other income	338.46	337.15	616.62	-45%	952.36	1,132.61	-16%	1,402.25
Net Revenue	5,563.39	5,448.13	6,108.70	-9%	16,030.55	14,476.06	11%	20,519.92
Employee cost (Excl ESOP)	2,353.38	2,320.76	1,930.26	22%	6,954.42	5,633.31	23%	7,874.46
Other expenses	1,993.86	1,670.15	2,024.76	-2%	5,483.56	4,877.85	12%	6,687.28
Total expenses (B)	4,347.24	3,990.91	3,955.02	10%	12,437.98	10,511.16	18%	14,561.74
Adjusted EBITDA	1,216.15	1,457.22	2,153.68	-44%	3,592.57	3,964.90	-9%	5,958.18
Adjusted EBITDA %	22%	27%	35%		22%	27%		29%
Finance cost	174.37	175.65	150.15	16%	517.27	415.93	24%	578.02
Depreciation and amortization expense	420.38	406.48	339.35	24%	1,204.61	979.62	23%	1,350.39
Adjusted Profit Before Tax	621.40	875.09	1,664.18	-63%	1,870.69	2,569.35	-27%	4,029.77
Tax expenses	344.48	244.51	333.09	3%	640.54	591.90	8%	954.57
Adjusted PAT	276.92	630.58	1,331.09	-79%	1,230.15	1,977.45	-38%	3,075.20
Deferred tax adjustment	-76.76	-32.99	86.31		-67.09	90.76		13.14
ESOP (refer note below)	11.68	70.13	32.20	-64%	80.38	75.58	6%	105.86
PAT	342.00	593.44	1,212.58	-72%	1,216.86	1,811.11	-33%	2,956.20
Total Other comprehensive Income / (loss)	-24.04	2.04	3.34		-51.14	-14.94		-5.47
Total comprehensive income / (loss)	317.96	595.48	1,215.92	-74%	1,165.72	1,796.17	-35%	2,950.73
Adjusted EBITDA Excl. Other income %	17%	22%	28%		18%	21%		24%

Note: Revenue as per Financials

Total Income as per Financials	5,912.39	5,448.13	6,108.70	-3%	16,498.13	14,476.06	14%	20,519.92
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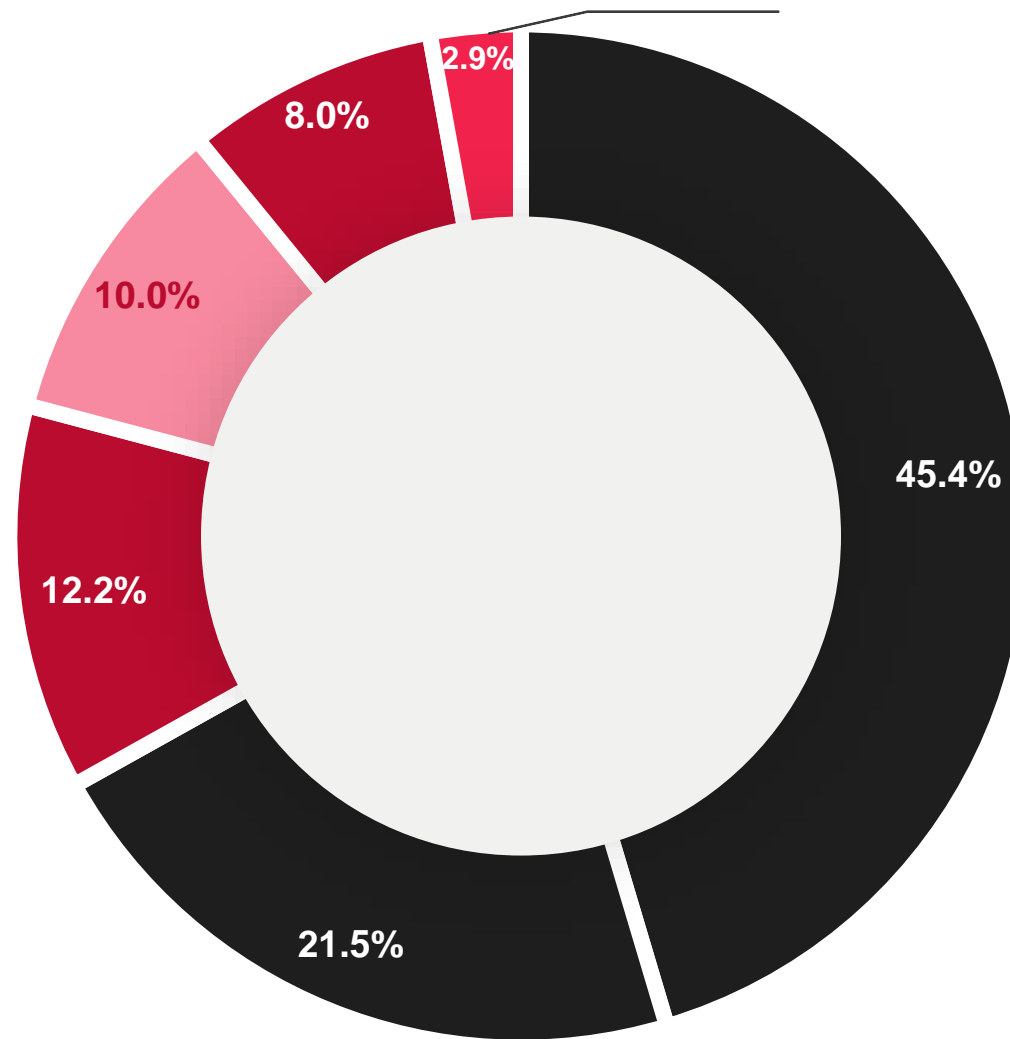


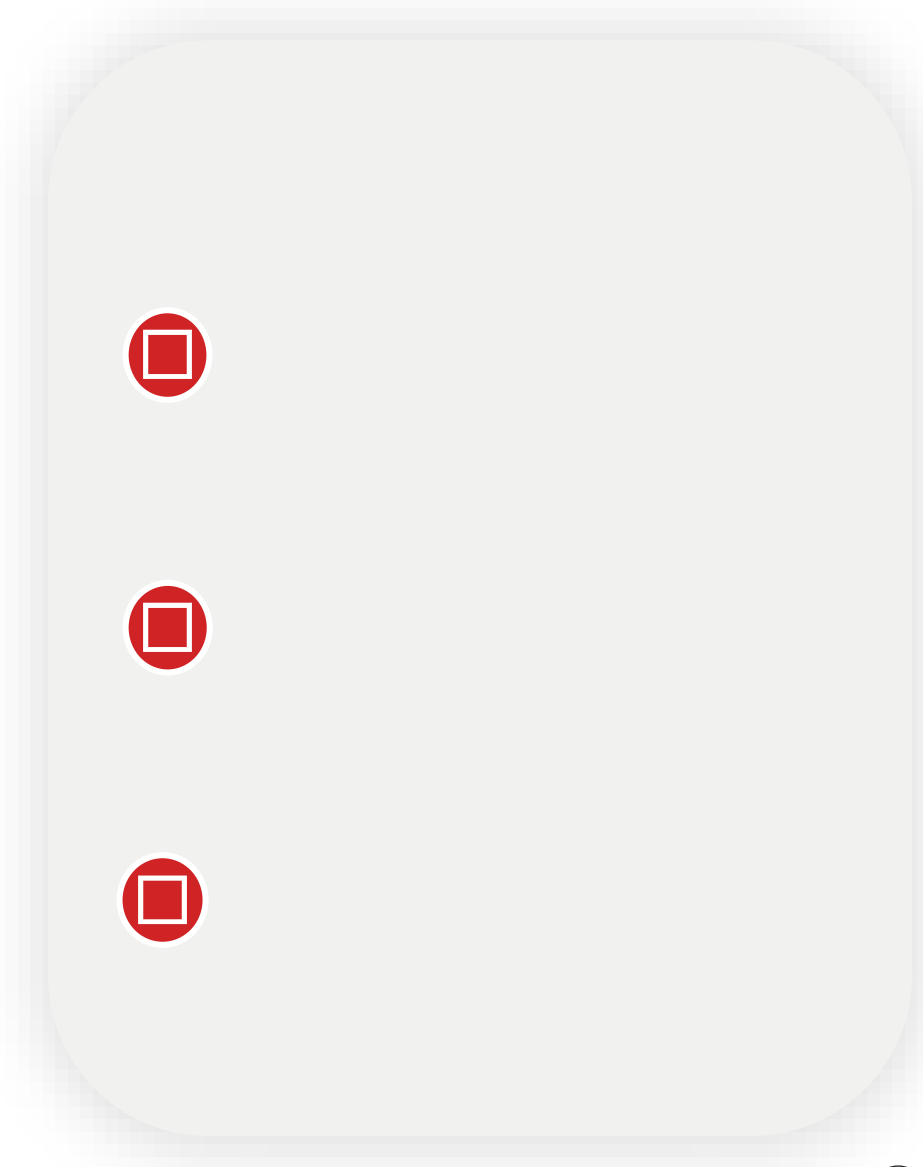
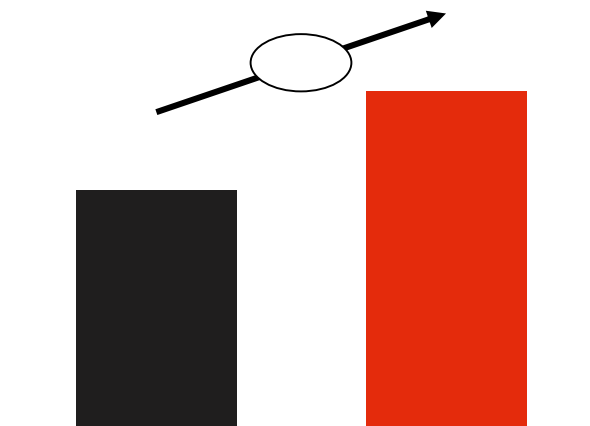
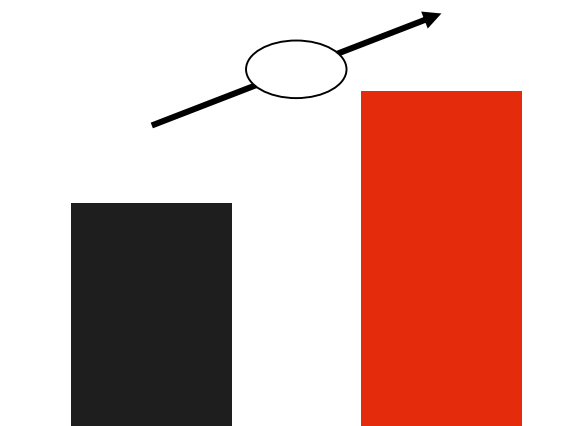
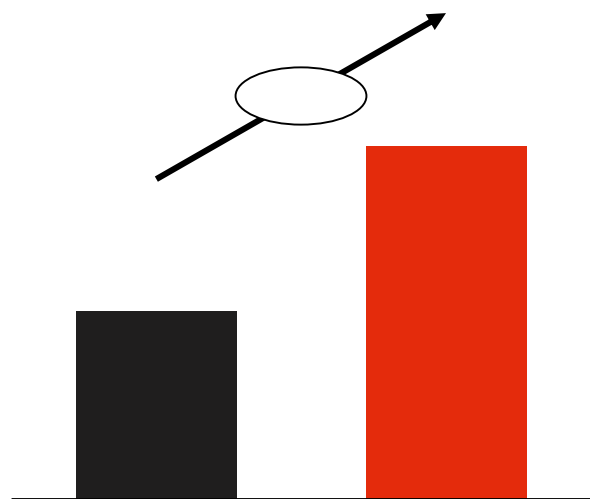
Amount Rs in Cr

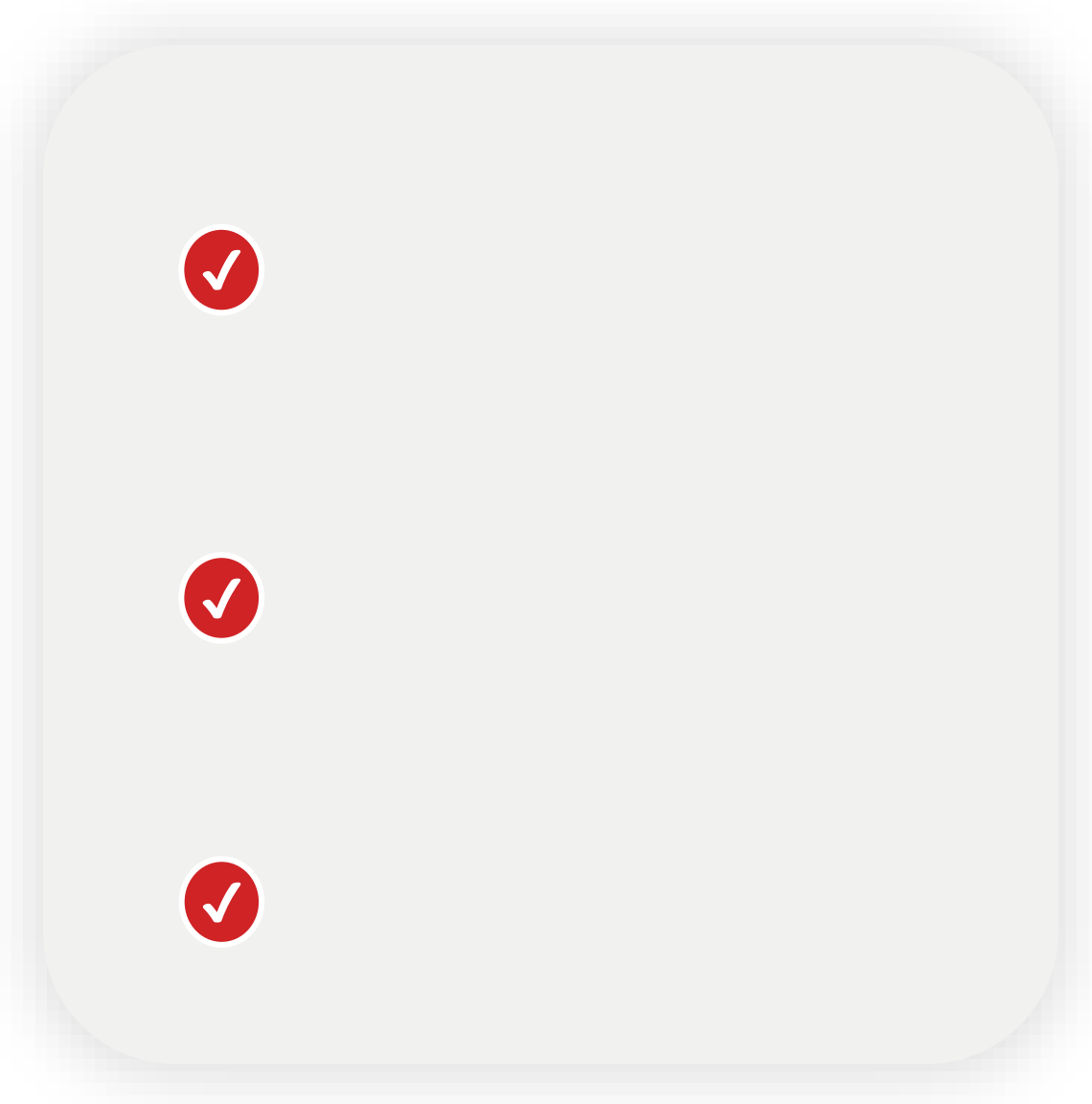
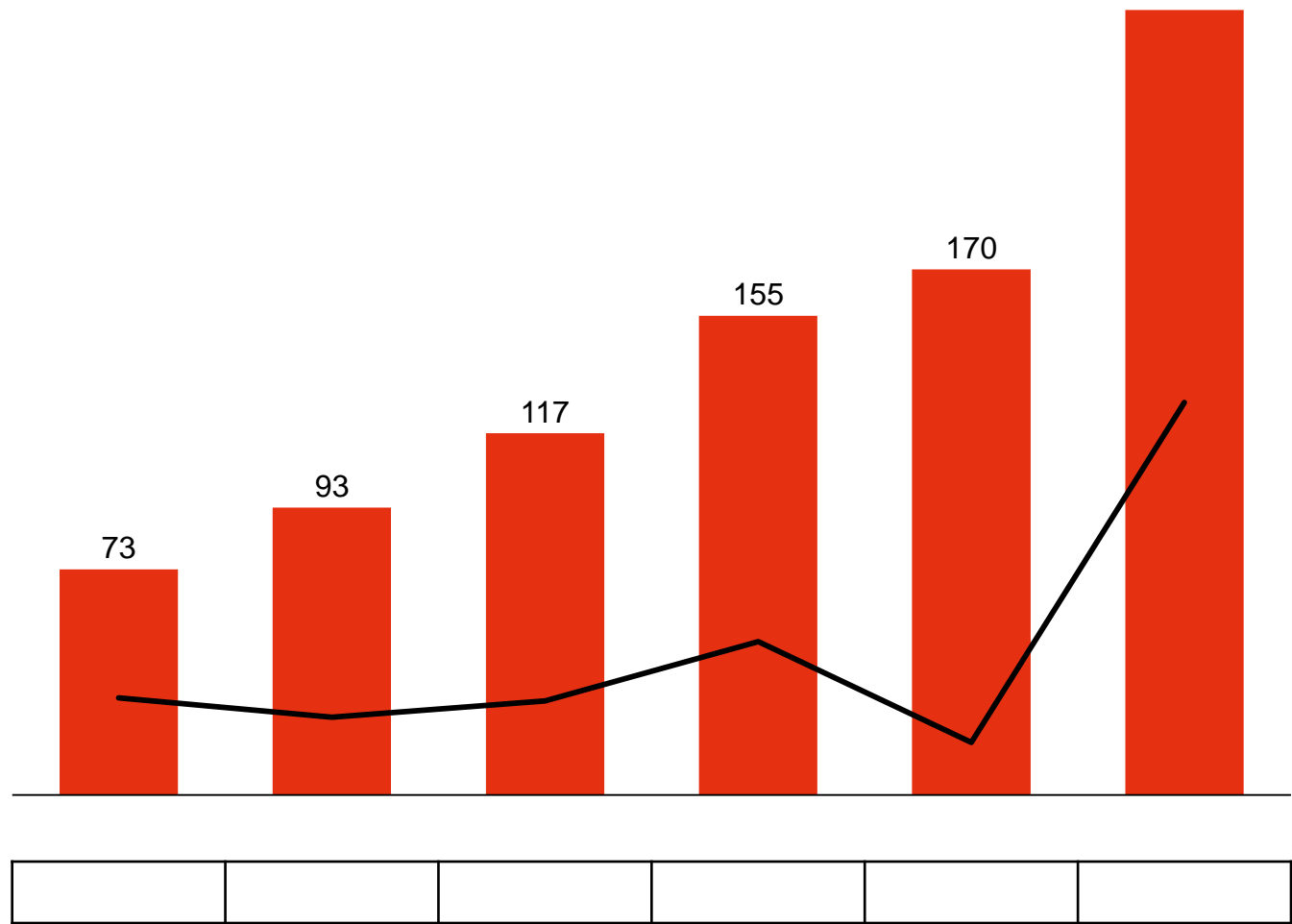


CarTradeTech





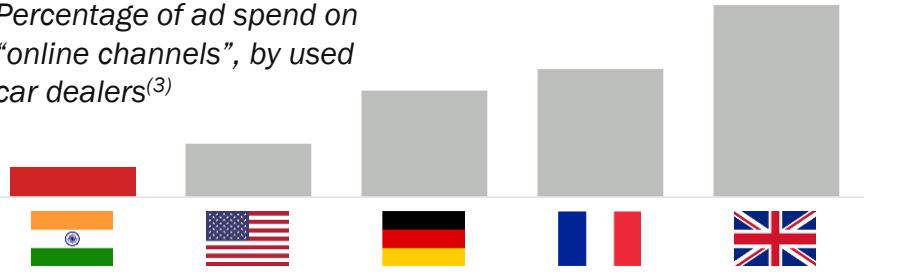




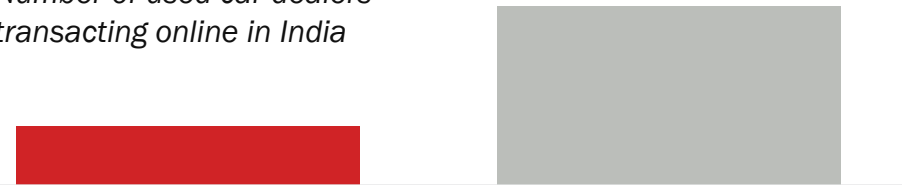
Percentage of ad spend on "digital", by OEMs (FY20)



Percentage of ad spend on "online channels", by used car dealers⁽³⁾



Number of used car dealers transacting online in India





SGA Strategic Growth Advisors

