

Date: January 24, 2023

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

Sub.: Investors Update/Presentation on Unaudited Financial Results of the Company for the third quarter and nine months ended December 31, 2022.

Pursuant to the provisions of Regulation 30 of the Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015 (“**SEBI LODR Regulations**”) read with Schedule III thereof, as amended, we enclosed herewith our Investor Update / Presentation for the third quarter and nine months ended December 31, 2022.

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

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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Nine months ended Investor Presentation

CarTrade Tech Limited



Safe Harbor

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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.

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.

Consolidated Financial results for the period ended December 2022

Amount in Rs lakhs

Particulars	Quarter ended				Nine Months ended			Year ended 31st March 2022
	December 31, 2022	Sept 30, 2022	December 31, 2021	Y-o-Y	December 31, 2022	December 31, 2021	Y-o-Y	
Income								
Revenue from operations	9,720.76	8,788.70	8,877.59	9%	26,787.44	21,958.24	22%	31,272.35
Purchase of Stock-in-trade (Inc. Inventory Change)	349.00	-	243.93	43%	599.90	566.61	6%	875.02
Net revenue from operations	9,371.76	8,788.70	8,633.66	9%	26,187.54	21,391.63	22%	30,397.33
Other income	1,865.20	1,460.39	1,354.43	38%	4,325.08	3,348.87	29%	4,622.67
Net Revenue	11,236.96	10,249.09	9,988.09	13%	30,512.62	24,740.50	23%	35,020.00
Employee cost (Excl ESOP)	4,520.80	4,462.70	3,650.05	24%	13,334.35	10,771.62	24%	14,758.58
Marketing	641.13	576.44	638.24	0%	1,880.53	1,485.80	27%	2,130.03
Other expenses	2,414.97	2,135.86	2,471.33	-2%	6,789.28	5,953.68	14%	8,406.00
Total expenses (B)	7,576.90	7,175.00	6,759.62	12%	22,004.16	18,211.10	21%	25,294.61
Adjusted EBITDA	3,660.06	3,074.09	3,228.47	13%	8,508.46	6,529.40	30%	9,725.39
Adjusted EBITDA %	33%	30%	32%		28%	26%		28%
Finance cost	186.99	189.99	174.56	7%	562.86	469.17	20%	645.21
Depreciation and amortization expense	723.24	712.73	627.48	15%	2,114.96	1,828.03	16%	2,473.61
Adjusted Profit Before Tax	2,749.83	2,171.37	2,426.43	13%	5,830.64	4,232.20	38%	6,606.57
Tax expenses	344.48	244.51	333.09	3%	640.54	591.90	8%	954.57
Adjusted PAT	2,405.35	1,926.86	2,093.34	15%	5,190.10	3,640.30	43%	5,652.00
Deferred tax adjustment	265.29	573.14	-725.91		834.17	-366.60		-731.09
ESOP (refer note below)	735.34	796.04	4,668.03		2,061.61	14,002.83		18,518.29
Dividend Income	-	-	-		-	-		-
PAT	1,404.72	557.68	-1,848.78		2,294.32	-9,995.93		-12,135.20
Total Other comprehensive Income / (loss)	-21.31	18.38	-0.30		-66.17	-50.14		-28.05
Total comprehensive income / (loss)	1,383.41	576.06	-1,849.08		2,228.15	-10,046.07		-12,163.25
Adjusted EBITDA Excl. Other income %	19%	18%	22%		16%	15%		17%

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

Total Income as per Financials	11,585.96	10,249.09	10,232.02	13%	31,112.52	25,307.11	23%	35,895.02
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Standalone Financial results for the period ended December 2022

Amount in Rs lakhs

Particulars	Quarter ended				Nine Months ended			Year ended 31st March 2022
	December 31, 2022	Sept 30, 2022	December 31, 2021	Y-o-Y	December 31, 2022	December 31, 2021	Y-o-Y	
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	6%	1,765.09	1,445.03	22%	2,300.56
Total expenses (B)	3,276.20	3,207.86	2,862.05	14%	9,694.09	7,907.05	23%	11,046.99
Adjusted EBITDA	2,448.42	1,620.83	1,072.67	128%	4,929.28	2,573.25	92%	3,774.54
Adjusted EBITDA %	43%	34%	27%		34%	25%		25%
Finance cost	13.05	14.88	24.42	-47%	47.22	53.24	-11%	67.19
Depreciation and amortization expense	148.22	151.93	128.06	16%	448.68	369.87	21%	488.02
Adjusted Profit Before Tax	2,287.15	1,454.02	920.19	149%	4,433.37	2,150.14	106%	3,219.34
Tax expenses	-	-	-		-	-		-
Adjusted PAT	2,287.15	1,454.02	920.19	149%	4,433.37	2,150.14	106%	3,219.34
Deferred tax adjustment	381.81	645.89	-772.46		1,020.11	-338.50		-586.47
ESOP (refer note below)	723.66	725.91	4,635.83		1,981.23	13,927.25		18,412.43
Dividend Income	-	665.22	-		665.22	-		-
PAT	1,181.68	747.43	-2,943.18		2,097.25	-11,438.60		-14,606.63
Total Other comprehensive Income / (loss)	2.73	16.34	-3.64		-15.03	-35.20		-22.58
Total comprehensive income / (loss)	1,184.41	763.78	-2,946.82		2,082.21	-11,473.80		-14,629.20
Adjusted EBITDA Excl. Other income %	22%	13%	11%		14%	4%		5%

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

Total Income as per Financials	5,724.62	5,493.91	4,178.65	37%	15,420.91	11,046.92	40%	15,696.56
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Remarketing Consolidated Financial results for the period ended December 2022

Amount in Rs lakhs

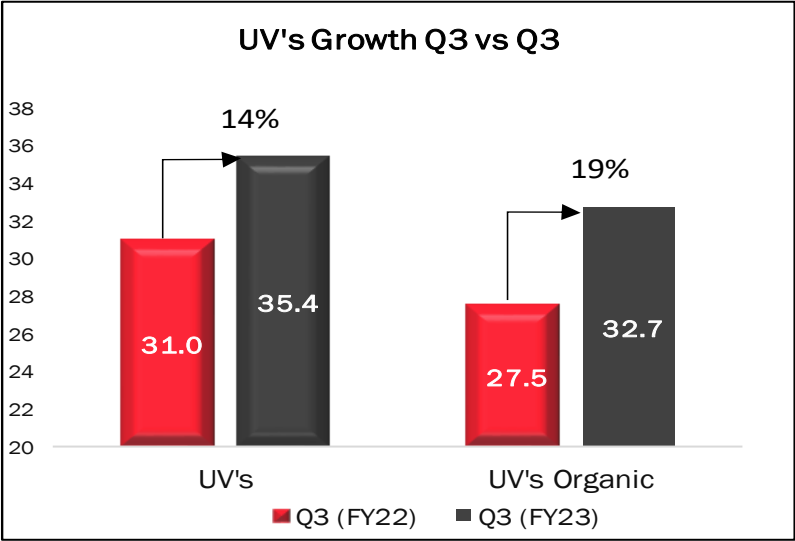
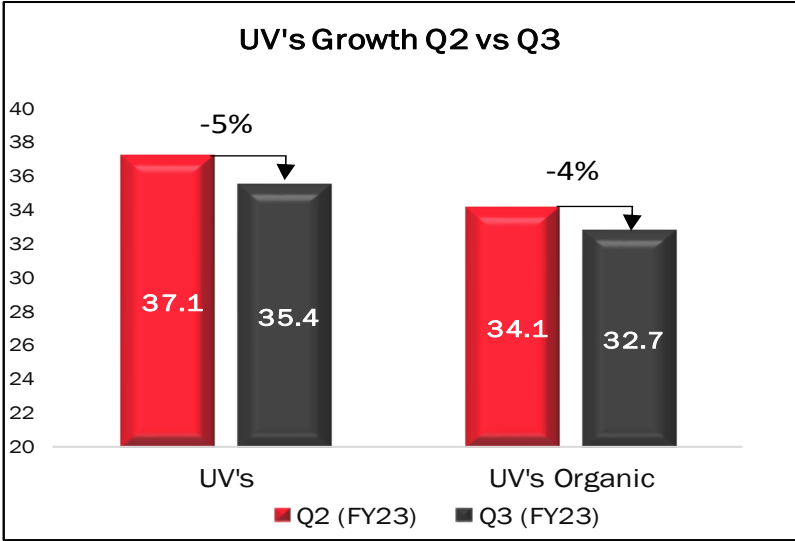
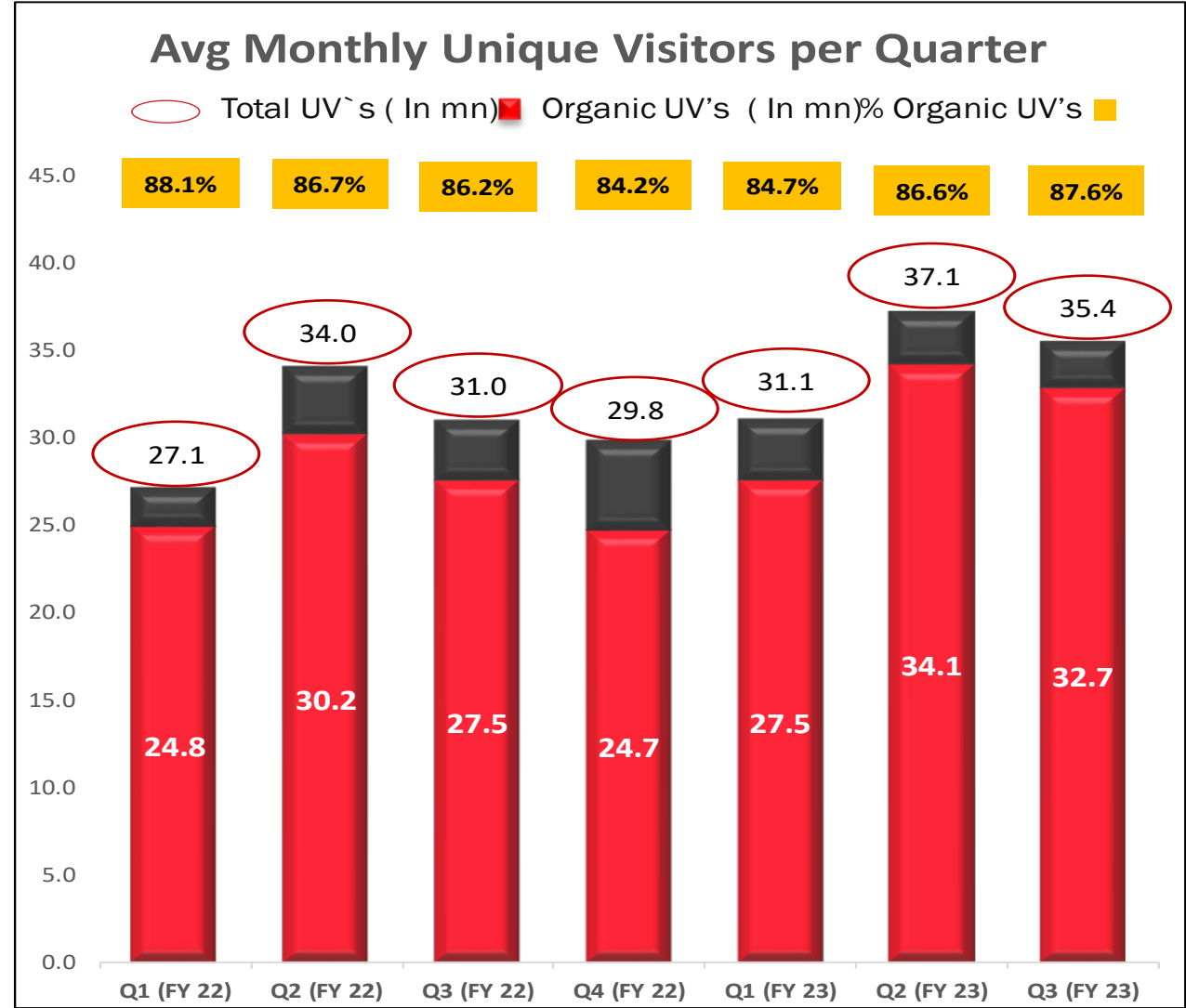
Particulars	Quarter ended				Nine Months ended			Year ended 31st March 2022
	December 31, 2022	Sept 30, 2022	December 31, 2021	Y-o-Y	December 31, 2022	December 31, 2021	Y-o-Y	
Income								
Revenue from operations	5,573.93	5,110.98	5,492.08	1%	15,545.77	13,343.45	17%	19,117.67
Purchase of Stock-in-trade (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 *(Including dividend & excluding purchase of stock)*

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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Average monthly UV's at 35 mn, 87.64 % organic

In Millions

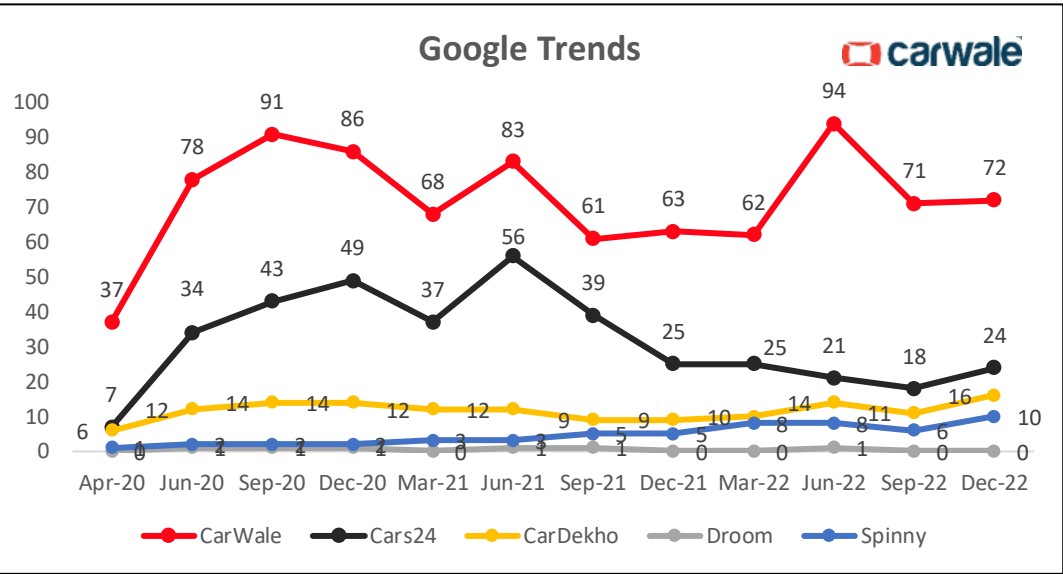


Note - We define a monthly unique visitor as an individual who has visited our websites or apps (CarWale, CarTrade and BikeWale) within a calendar month, based on data as measured by Google Analytics and Firebase. If an individual accesses more than one of our websites and apps within a given month,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

(April 2020 – December 2022)



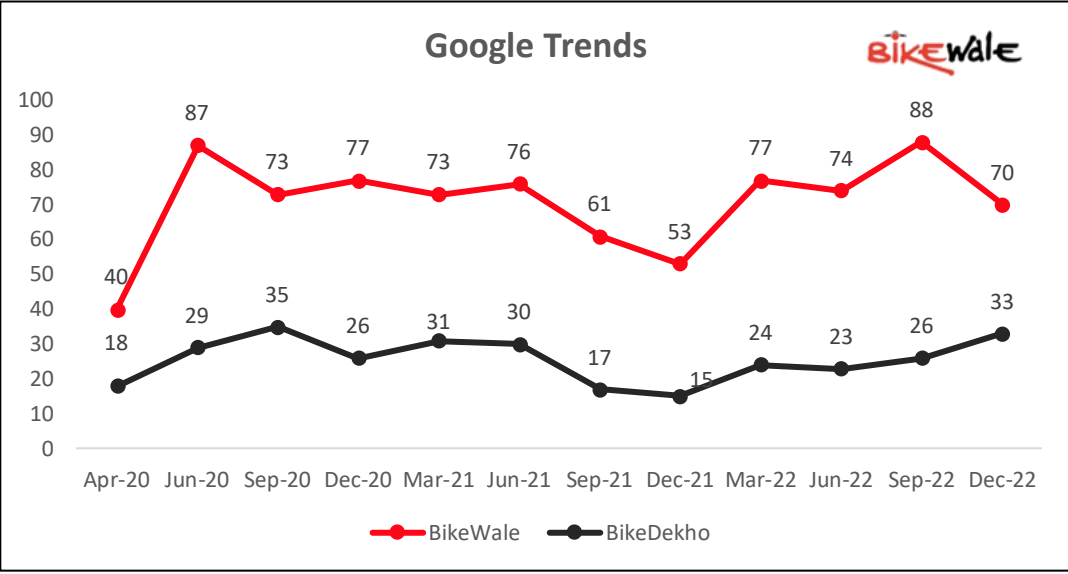
Highest index score among competitors



Organic traffic comprising 88.0% of all traffic⁽³⁾

Google Trends - Relative Search Interest⁽²⁾

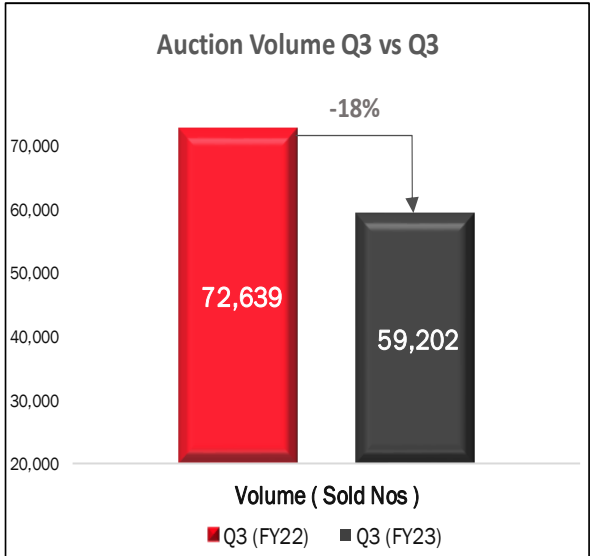
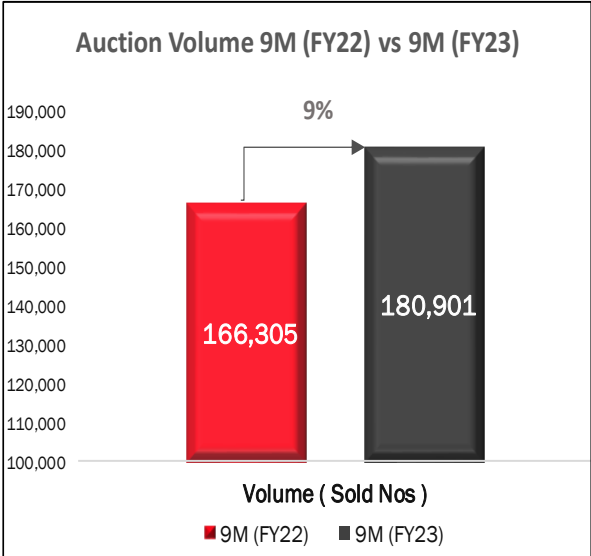
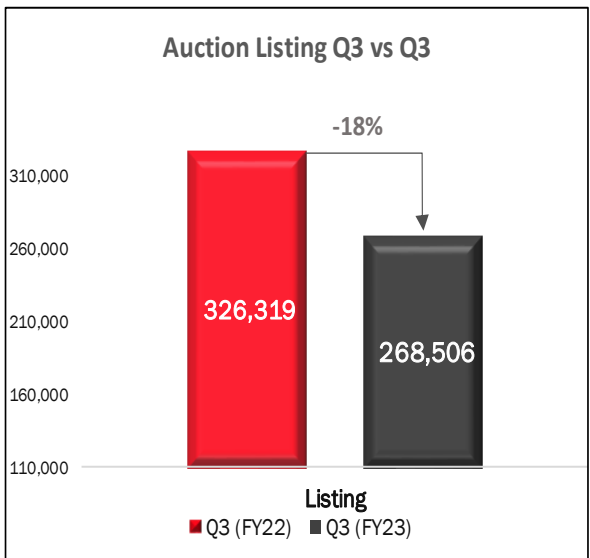
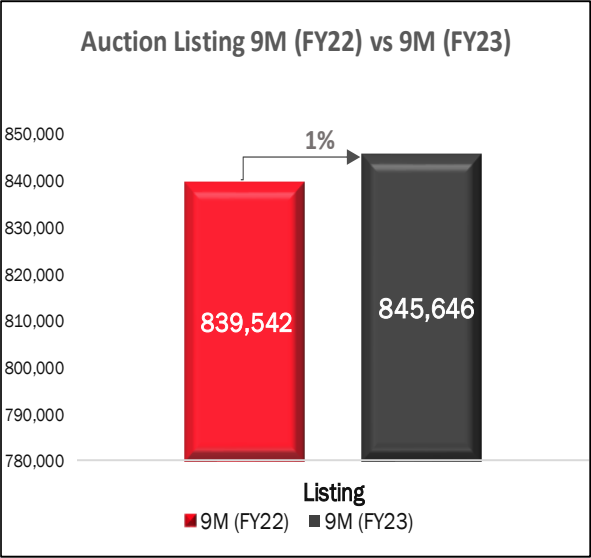
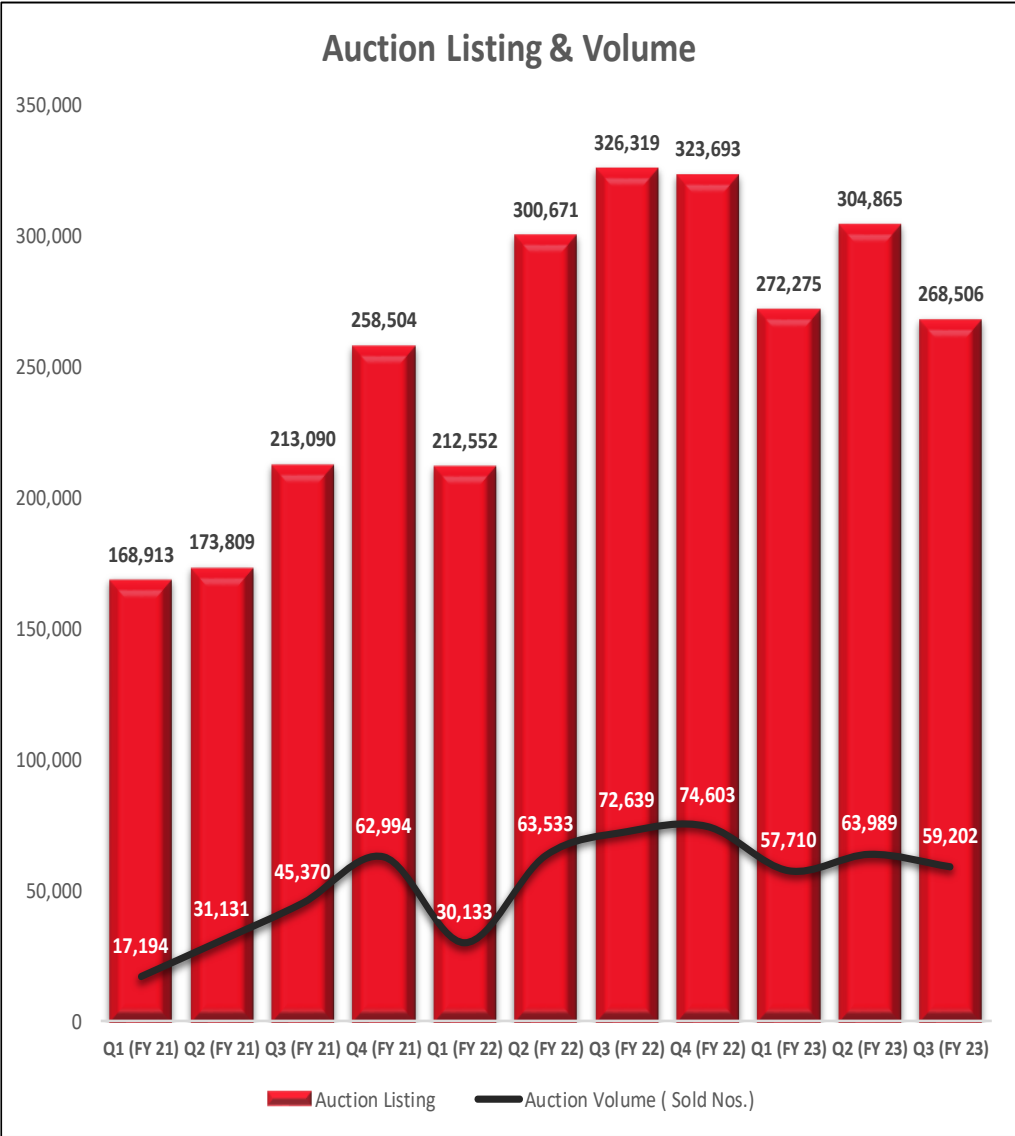
(April 2020 – December 2022)



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 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 Q3 FY23

Auction Listings and Volumes



Thank You

Company:

CarTradeTech

CarTrade Tech Limited
CIN: L74900MH2000PLC126237

Mr. Lalbahadur Pal
Company Secretary & Compliance Officer
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Investor relations advisor:

SGA Strategic Growth Advisors

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