

Date: May 07, 2025

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

Dear Sir/Madam,

Sub: Investors Update/Presentation on Audited Financial Results of the Company for the fourth quarter and financial year ended March 31, 2025

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 Audited Financial Results of the Company for the fourth quarter and financial year ended March 31, 2025.

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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Investor Presentation

Q4 FY25 Quarter ended

May 2025



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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.

CarTrade Tech delivers its best-ever Revenue and Profits

- ❑ **CarTrade Tech delivers its best-ever performance — scaling growth, profitability, and platform strength**
 - Highest ever Revenue – ₹711 Cr Revenue | **+28% YoY**
 - Exponential growth in profits – ₹145 Cr PAT | **+627% YoY**
 - 150+ Million Users Crossed – in each of our platforms – CarWale, BikeWale and OLX
- ❑ **Consumer Group Driving Growth**
 - **Q4 vs Q4:** Revenue increased by **30%** (Y-o-Y), resulting in a **100% PAT growth**.
 - Achieved a **29% EBIDTA margin in Q4**, a benchmark for excellence in the industry.
- ❑ **Remarketing Business momentum**
 - **Q4 vs Q4:** Delivered **12% revenue growth** and **47% PAT growth**.
- ❑ **OLX India's Consistent Growth**
 - The recently acquired business continues its quarter-on-quarter growth trajectory, with an **72% surge in profits** (Q4 vs Q4).

Highest ever PAT at ₹ 46 crores in Q4



#1

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



~74 Mn MAU⁽²⁾

Across Platforms
~100 Mn+ App Downloads



95%⁽³⁾

Organic Unique Visitors in
Q4 FY25



500+ Physical Locations

Automall, abSure & OLX India outlets



1.4 Mn

FY25 Auction Listings⁽⁴⁾



₹ 1,895 Mn

Revenue Q4 FY25



₹ 711 Mn

Adj EBITDA Q4 FY25



₹ 461 Mn

Profit after tax Q4 FY25



Debt free strong Cash balance

of around ₹ 954 Crore INR

Note:

1. Based on relative online search popularity on Google Trends when compared to our key competitors over the period from March 2024 to March 2025 for CarWale (CW), BikeWale (BW) & OLX India.
2. Monthly. Average Unique visitor (MAU) that visit our websites or apps, across Carwale, Bikewale and CarTrade ~ 44 Mn MAU and on OLX India ~ 30 Mn MAU for FY 25 Q4.
3. Organic Unique Visitors of Carwale, Bikewale, Cartrade 92% & OLX India 100%.
4. FY25 auction listing for Remarketing business..

CarTrade Tech Delivers Record Performance: Profit Surges 627% to ₹145 crs in FY25

Consolidated Performance

Amount in Rs lakhs

Particulars	Quarter ended				Year ended		
	March 31, 2025	December 31, 2024	March 31, 2024	Y-o-Y	March 31, 2025	March 31, 2024	Y-o-Y
Income							
Revenue from operations (A)	16,951.38	17,621.54	14,527.71	17%	64,111.64	48,994.62	31%
Other income	1,994.75	1,672.68	1,533.59	30%	6,987.97	6,528.07	7%
Total Income	18,946.13	19,294.22	16,061.30	18%	71,099.61	55,522.69	28%
Employee cost	7,075.78	7,305.42	6,678.68	6%	28,436.02	24,606.16	16%
Marketing	850.90	808.92	811.66	5%	3,190.98	2,860.74	12%
Other expenses	4,408.17	4,499.41	4,305.35	2%	17,431.83	13,588.18	28%
Total expenses (B)	12,334.85	12,613.75	11,795.69	5%	49,058.83	41,055.08	19%
EBITDA (A) - (B)	4,616.53	5,007.79	2,732.02	69%	15,052.81	7,939.54	90%
EBITDA %	27%	28%	19%		23%	16%	
Finance cost	313.61	290.52	255.75	23%	1,152.67	924.66	25%
Depreciation and amortization expense	964.34	1,051.14	1,036.87	-7%	4,086.03	3,739.31	9%
Profit Before Tax¹	5,333.34	5,338.81	2,972.99	79%	16,802.08	9,803.64	71%
Tax expenses	333.65	195.55	270.52	23%	982.85	1,526.75	-36%
Deferred tax adjustment	388.99	589.88	361.47	8%	1,326.76	63.75	1981%
Profit After Tax from Continuing Operations	4,610.70	4,553.38	2,341.00	97%	14,492.47	8,213.14	76%
Profit / (Loss) from Discontinued Operation	-	-	155.86		34.09	-6,215.35	
Profit for the period / year	4,610.70	4,553.38	2,496.86	85%	14,526.56	1,997.79	627%
Adjusted EBITDA	7,124.06	7,016.96	4,910.67	45%	24,103.03	16,473.61	46%
Adjusted EBITDA %	38%	36%	31%		34%	30%	

¹ Profit before tax from Continuing Operations

Consumer Group: Revenue +30% | PAT +100% YoY

Amount in Rs lakhs

Particulars	Quarter ended				Year ended		
	March 31, 2025	December 31, 2024	March 31, 2024	Y-o-Y	March 31, 2025	March 31, 2024	Y-o-Y
Income							
Revenue from operations (A)	6,364.19	6,799.12	4,913.30	30%	23,771.86	18,667.74	27%
Other income	1,183.09	943.77	946.71	25%	4,084.11	4,627.01	-12%
Total Income	7,547.28	7,742.89	5,860.01	29%	27,855.97	23,294.75	20%
Employee cost	3,073.60	2,940.61	2,888.67	6%	11,956.23	11,883.77	1%
Marketing	762.75	717.21	584.10	31%	2,796.18	2,433.11	15%
Other expenses	713.94	769.86	626.52	14%	2,989.54	2,758.72	8%
Total expenses (B)	4,550.29	4,427.68	4,099.29	11%	17,741.94	17,075.60	4%
EBITDA (A) - (B)	1,813.90	2,371.44	814.01	123%	6,029.92	1,592.13	279%
EBITDA %	29%	35%	17%		25%	9%	
Finance cost	18.47	18.93	16.26	14%	72.65	54.19	34%
Depreciation and amortization expense	227.48	231.94	208.20	9%	949.53	808.35	17%
Profit Before Tax	2,751.04	3,064.33	1,536.25	79%	9,091.84	5,356.60	70%
Tax expenses	-	-	0.48		-	758.16	
Deferred tax adjustment	606.97	625.43	463.20	31%	1,646.10	379.67	334%
Profit After Tax	2,144.07	2,438.91	1,072.58	100%	7,445.74	4,218.78	76%
Adjusted EBITDA	3,270.49	3,594.85	2,201.03	49%	11,223.57	7,993.87	40%
Adjusted EBITDA %	43%	46%	38%		40%	34%	

Remarketing Business: Revenue +12% | PAT +47% YoY

Amount in Rs lakhs

Particulars	Quarter ended				Year ended		
	March 31, 2025	December 31, 2024	March 31, 2024	Y-o-Y	March 31, 2025	March 31, 2024	Y-o-Y
Income							
Revenue from operations (A)	5,869.10	5,857.88	5,276.68	11%	21,238.07	19,400.03	9%
Other income	571.46	506.86	450.63	27%	2,151.34	1,531.43	40%
Total Income	6,440.56	6,364.74	5,727.31	12%	23,389.41	20,931.46	12%
Employee cost	2,437.75	2,514.16	2,220.64	10%	9,007.89	9,053.06	0%
Other expenses	2,013.58	2,009.71	1,865.95	8%	7,653.30	6,571.06	16%
Total expenses (B)	4,451.33	4,523.87	4,086.59	9%	16,661.19	15,624.12	7%
EBITDA (A) - (B)	1,417.77	1,334.01	1,190.09	19%	4,576.88	3,775.91	21%
EBITDA %	24%	23%	23%		22%	19%	
Finance cost	281.12	257.89	220.43	28%	1,024.96	850.66	20%
Depreciation and amortization expense	570.49	543.07	544.79	5%	2,121.13	2,096.19	1%
Profit Before Tax	1,137.62	1,039.91	875.50	30%	3,582.13	2,360.49	52%
Tax expenses	332.99	278.06	269.41	24%	980.34	766.19	28%
Deferred tax adjustment	-179.52	4.22	-62.40	188%	-162.02	-157.73	3%
Profit After Tax	984.15	757.63	668.49	47%	2,763.81	1,752.03	58%
Adjusted EBITDA	1,994.94	1,846.71	1,633.70	22%	6,751.39	5,326.85	27%
Adjusted EBITDA %	31%	29%	29%		29%	25%	

OLX India: Profit Up 72% YoY

Amount in Rs lakhs

Particulars	Quarter ended				Year ended	For the Period
	March 31, 2025	December 31, 2024	March 31, 2024	Y-o-Y	March 31, 2025	August 12, 2023 to March 31, 2024
Income						
Revenue from operations (A)	4,771.01	4,977.34	4,341.84	10%	19,178.97	10,945.89
Other income	256.84	219.71	135.87	89%	818.68	375.61
Total Income	5,027.85	5,197.05	4,477.71	12%	19,997.65	11,321.50
Employee cost	1,524.39	1,809.13	1,537.07	-1%	7,318.71	3,540.20
Other expenses	1,880.37	1,872.81	2,078.83	-10%	7,538.22	4,837.53
Total expenses (B)	3,404.75	3,681.94	3,615.90	-6%	14,856.92	8,377.73
EBITDA (A) - (B)	1,366.26	1,295.40	725.94	88%	4,322.05	2,568.15
EBITDA %	29%	26%	17%	71%	23%	23%
Finance cost	14.03	13.70	19.06	-26%	55.07	20.02
Depreciation and amortization expense	105.45	116.03	125.51	-16%	475.86	209.60
Profit Before Tax¹	1,503.62	1,385.38	717.24	110%	4,609.78	2,714.15
Tax expenses	-	-83.18	-		-	-
Profit / (Loss) from Discontinued Operation	-	-	155.86		34.09	-6,215.35
(Loss) / Profit for the period / year	1,503.61	1,468.56	873.10	72%	4,643.87	-3,501.20
Adjusted EBITDA	1,856.68	1,566.12	1,073.58	73%	6,070.27	3,155.53
Adjusted EBITDA %	37%	30%	24%		30%	28%

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

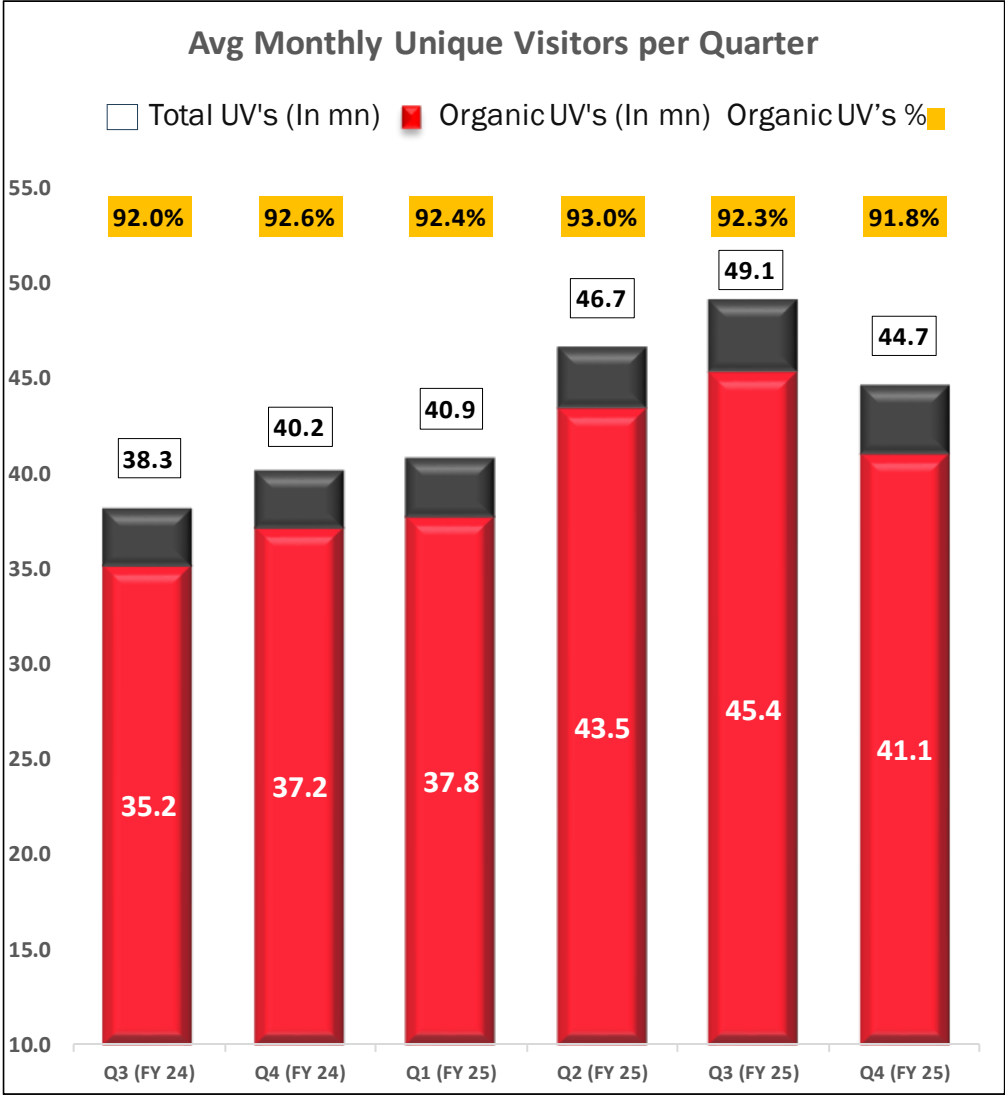
¹ Profit before tax from Continuing Operations

Segmental Results - Diversified Growth. Profitable Segments. One Platform.

Amount in Rs lakhs

Particulars	Quarter ended				Year Ended		
	March 31, 2025	December 31, 2024	March 31, 2024	Y-o-Y	March 31, 2025	March 31, 2024	Y-o-Y
Segment Revenue	16,951.38	17,621.54	14,527.71	17%	64,111.64	48,994.62	31%
Consumer	6,364.19	6,799.12	4,913.30	30%	23,771.86	18,667.74	27%
Remarketing	5,869.10	5,857.88	5,276.68	11%	21,238.07	19,400.03	9%
Olx India	4,771.01	4,977.34	4,341.85	10%	19,178.97	10,945.89	75%
Less: Intersegment eliminations	-52.92	-12.80	-4.12		-77.26	-19.04	
Segment Result	5,129.31	5,344.28	3,377.08	52%	17,115.06	9,945.54	72%
Consumer	2,087.42	2,651.08	1,254.29	66%	7,139.46	3,366.82	112%
Remarketing	1,423.48	1,339.87	1,183.07	20%	4,600.05	3,795.42	21%
Olx India	1,599.83	1,346.42	937.68	71%	5,251.59	2,779.90	89%
Less: Intersegment eliminations	18.58	6.91	2.04		123.96	3.40	
Unallocated	204.03	-5.47	-404.09		-312.97	-141.90	
Add: Other income	1,994.75	1,672.68	1,533.59	30%	6,987.97	6,528.07	7%
Less: Finance Cost	-313.61	-290.52	-255.75	23%	-1,152.67	-924.66	25%
Less: Depreciation and Amortisation expenses	-964.33	-1,051.14	-1,036.87	-7%	-4,086.02	-3,739.31	9%
Less: Share based expenses	-512.78	-336.49	-645.06	-21%	-2,062.25	-2,006.00	3%
Profit before Tax from Continuing Operation	5,333.34	5,338.81	2,972.99	79%	16,802.09	9,803.64	71%
Tax	-722.64	-785.43	-631.99	14%	-2,309.61	-1,590.50	45%
Profit from Continuing Operations	4,610.70	4,553.38	2,341.00	97%	14,492.48	8,213.14	76%
Profit / (Loss) from Discontinued Operation		-	155.86		34.09	-6,215.35	
Profit for the period / year	4,610.70	4,553.38	2,496.86		14,526.57	1,997.79	

Average Monthly UVs at 44.7 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

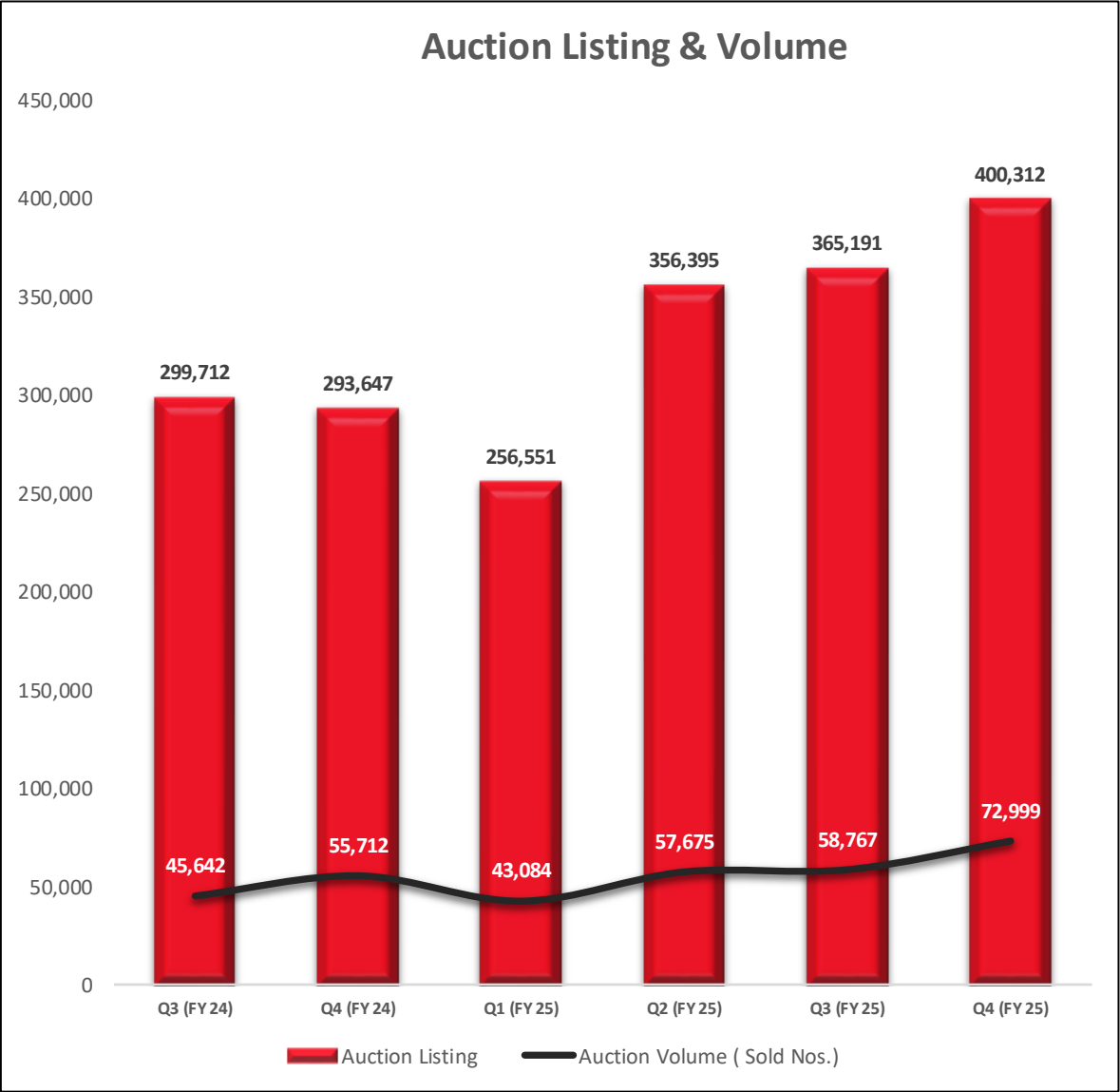


Having a large organic customer base not only strengthens the brand equity, but also helps in lowering the Customer Acquisition Costs

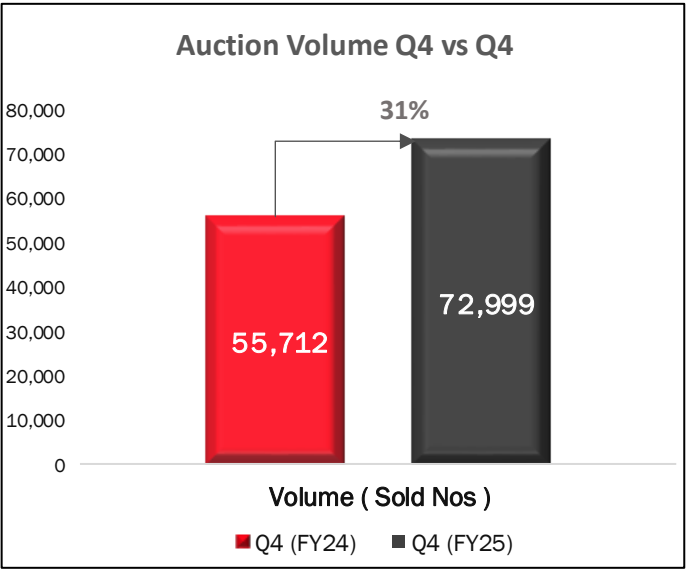
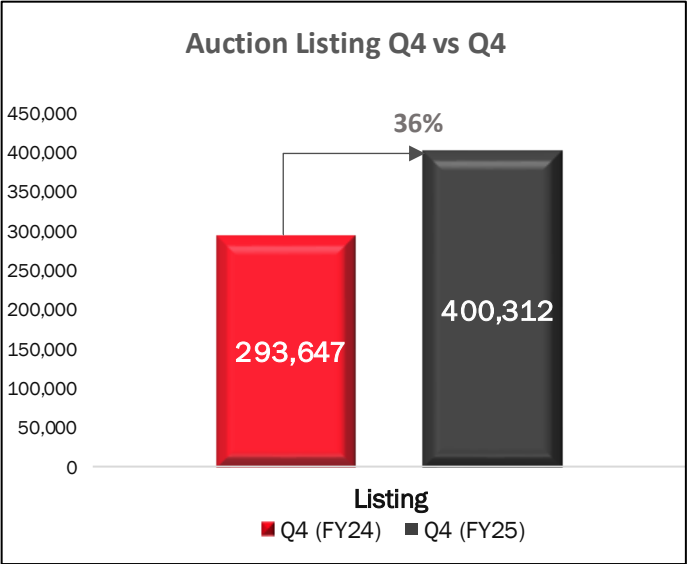
Note: - We define a monthly unique visitor as an individual who has visited our websites or apps within a calendar month, based on data as measured by Google Analytics and Firebase. If an individual accesses more than one of our websites and apps within a given month, the first access to each website 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 ~ 44.7 Mn; 92% organic.

Remarketing Auction Listings & Volumes*

CarTrade Tech Ltd | Investor Presentation



*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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