

Date: June 30, 2026

To,
**Department of Corporate Services,
BSE Limited**
Phiroze Jeejeebhoy Towers,
Dalal Street
Mumbai - 400001
Scrip Code: 543333
ISIN: INE290S01011

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

Dear Sir/Madam,

Sub: Disclosure under Regulation 30 of the Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015 - Investors Presentation

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.

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.: 1st Floor, Plot No. D-507, Shree Sawan Knowledge Park, TTC MIDC Ind. Area, Turbhe, Navi Mumbai – 400703.

W: cartradetech.com | T: +91 22 6739 8888 | E: investor@cartrade.com | CIN: L74900MH2000PLC126237



CarTradeTech

Investor Presentation

June 30, 2026

 carwale

 bikewale

CarTrade.com

 SHRIRAM
automall
THE POWER OF CHOICE

 ADROIT AUTO™

 oix
INDIA

DRIVE A *Smile*

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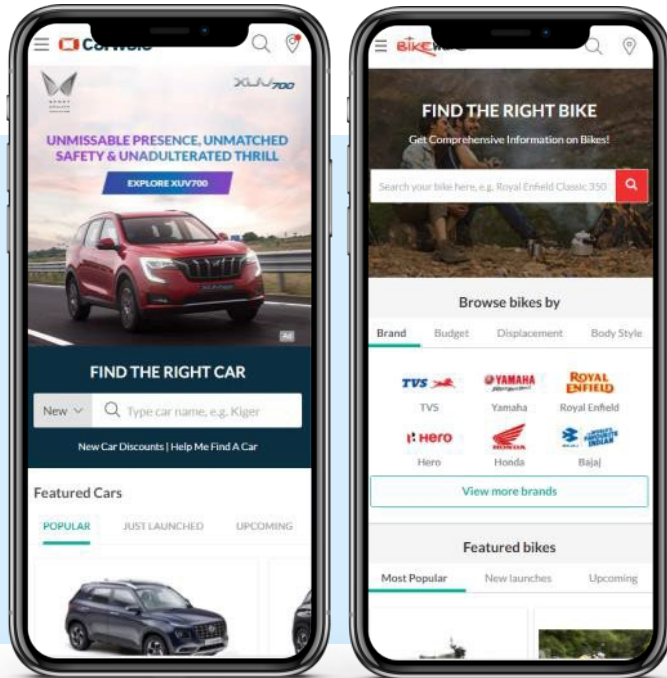
The Company’s future levels of growth and expansion, technological implementation, changes and advancements, changes in revenue, income or cash flows, the Company’s market preferences and its exposure to market risks, as well as other risks. The Company’s actual results, levels of activity, performance 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.

Consumer Group



New & Used Cars

Two Wheelers



Online platforms for customers, dealers, and OEMs to buy and sell new and used vehicles seamlessly. Powered by tech-enabled ERP and CRM solutions.

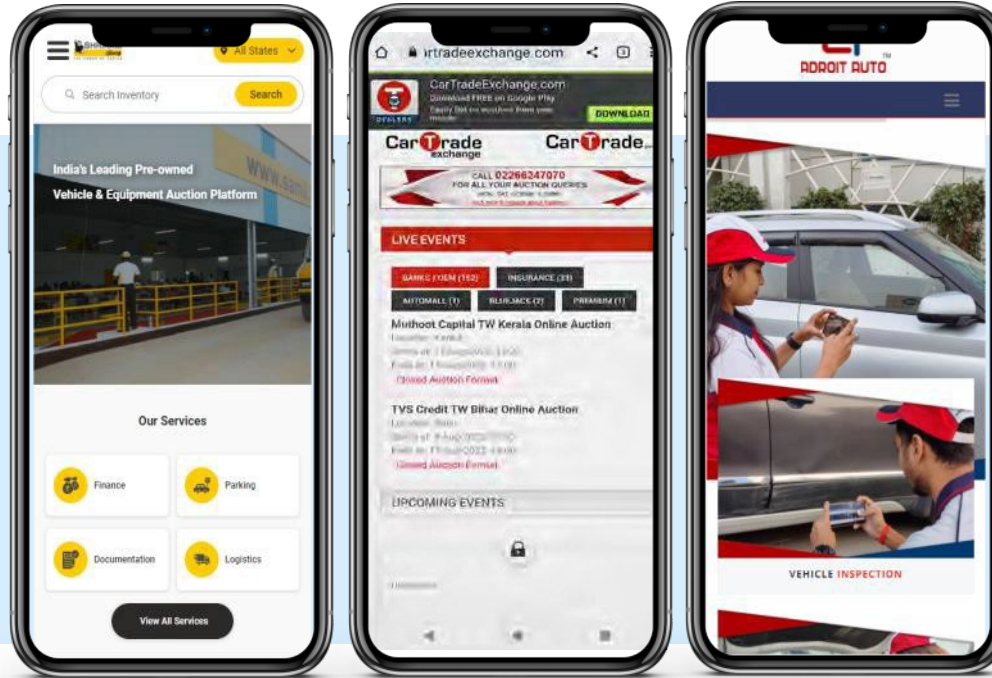
Remarketing Group



Phygital Auction Services

Online Auction Services

Inspection Services



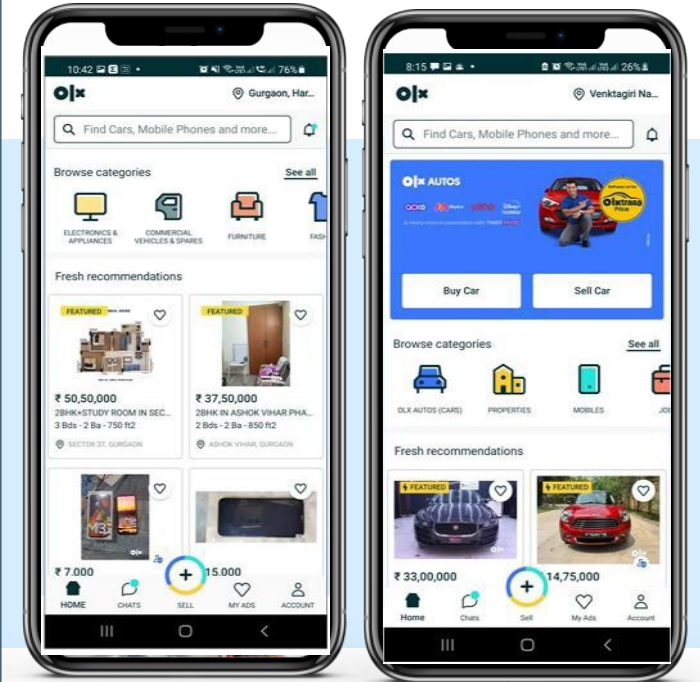
Online-offline auction platform used by consumers, business sellers, dealers, and fleet owners

Inspection and valuation services

OLX India



Used Classifieds Business



Online classifieds platform across 12 categories (include Auto, Real estate, Mobiles/ Electronics, Furniture, etc).

INNOVATION DRIVES GROWTH AND PROFITS

🇮🇳 Founded in 2010

📍 Listed in 2021

3 years Growth Story [FY 2023 to FY 2026]

Delivered **50%+ YoY EBITDA growth** in each of the last 12 Consecutive Quarters

COMPOUNDING AT SCALE

Revenue CAGR **29%**

EBITDA CAGR **98%**

PAT CAGR **82%**

STRUCTURAL MARGIN EXPANSION

9% → 33%

CAPITAL STRENGTH

₹1,244 Cr
CASH RESERVES

Debt Profile | Zero Debt

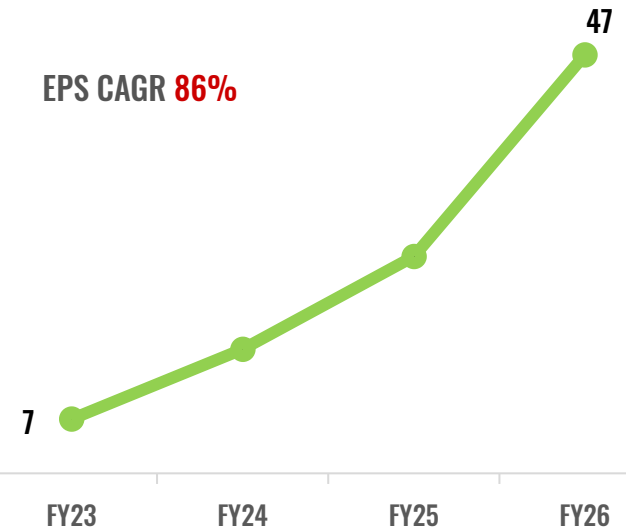
Cash Balance Change | ~ 300 Crores (FY26)

Return On Equity → 10%

SHAREHOLDER VALUE

Share Price CAGR **62%**

EPS CAGR **86%**

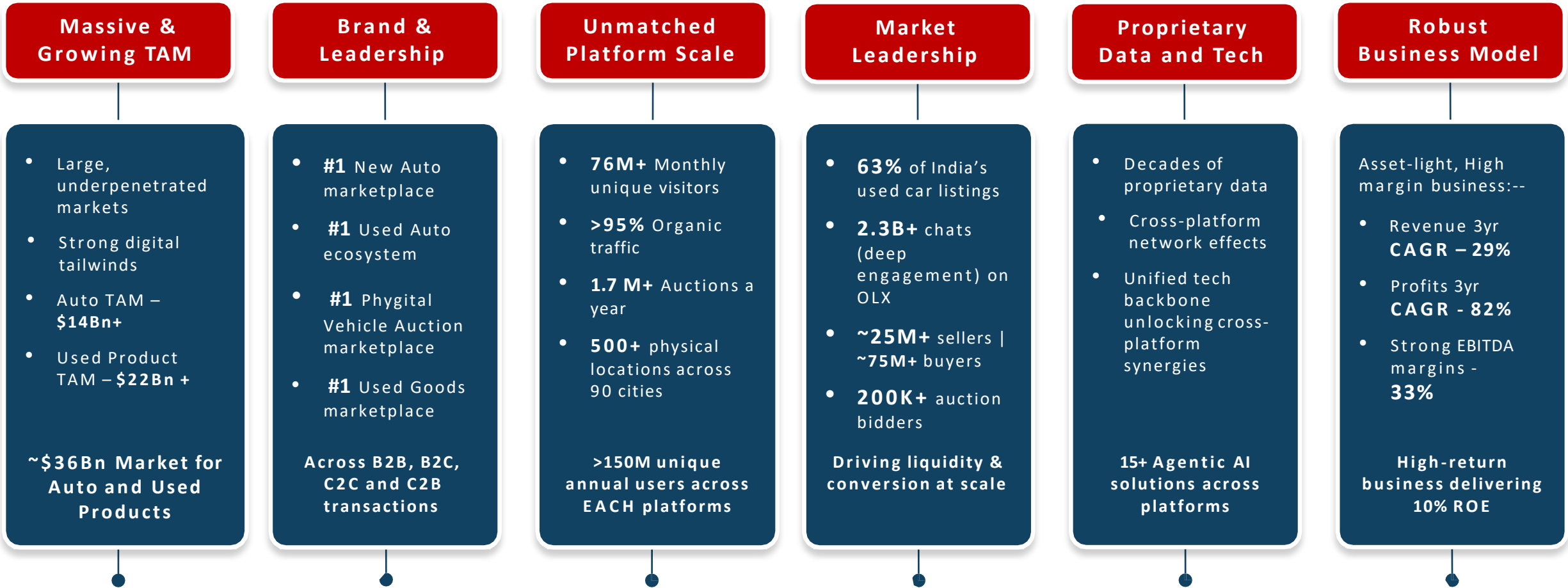


● Earnings Per Share

Profit after tax ₹244 Cr - Among India's most profitable listed digital platforms

Our Strengths

150 million unique customers on three different platforms



Scale × Trust × Profitability × Network Effects × Tech = Market Leadership

Leadership | Intelligence | Transactions

Connecting trusted marketplaces, proprietary intelligence, partnership and transaction layers.

Marketplace Leadership

Scaled marketplaces · Trusted brands

- New Auto platform
- Used Auto ecosystem
- Used-goods marketplace
- Auction and remarketing phygital platform
- Deep dealer, OEM and partner network

Intelligence & Trust

AI agents · Proprietary data

- Matchmaking intelligence
- Price and offer intelligence
- Verification and trust signals
- Condition check and inspection

Asset-light Transaction Enablement

Partner-led finance · escrow · logistics

- Loan and finance enablement
- Escrow / SafePay
- Logistics fulfilment
- Retail and reservation tools

Our DNA

Brand Leadership

Customer First

Asset-Light

Proprietary data

Network Effects

Operating Leverage

Ecosystem Plays

B2C

C2B

C2C

Retail

Partnerships

FinTech

New Auto

Used Auto

OLX India

CARTRADE NEW AUTO

New Auto Journey



GUIDED JOURNEY

17 steps, one guided flow

From showroom visit to delivery:
with an AI assistant integrated at every step.



See how any trim differs from the showroom's display car



Test-drive checklist with captured, comparable notes



Community price validator- understand if your quote is at market

Compare Trims

Variant A — Display variant in showroom

Smart · Pure · Creative · **Creative+** · Fearless Purple

Creative+ · Fearless Purple

10.25" screen · touch buttons AC · ventilated seats

₹10.34L on-road, Mumbai

Variant B — Your preferred variant

Smart · **Pure** · Creative · Creative+ · Fearless Purple

Pure · Daytona Grey

7" screen · physical buttons AC · rear AC vents

₹10.00L on-road, Mumbai

-₹34K for Creative+
6 upgrades · -₹6K per feature

Creative+ adds more

Pure — Creative+ 6 differences

PURE	CREATIVE+
Sunroof Fixed sunroof	Sunroof Panoramic sunroof Nice to have

Compare trims vs. the display car

What to focus on during the test drive?

Pick your priority — the checklist below will update accordingly

Comfort · Safety · Space

Build quality · Drive quality

- Set AC on **Auto 24°C** and check how fast cabin cools — front and rear.
- Try the **ventilated seats** if available — check cool-down time.
- Check **seat adjustability and lumbar support** on the driver's side.
- Evaluate **NVH at 60–80 kmph** — road and wind noise matter on long drives.
- Check **rear knee room and headroom** with the front seat in your preferred position.

My test drive notes

Cabin noise · Suspension · AC cooling · Steering

Boot space · **Rear comfort** · Performance

Infotainment

REAR COMFORT — PICK WHAT APPLIES

Spacious, 3 adults fine ✓

Good knee room for tall passengers ✓

Headroom comfortable ✓

Slight knee pinch with tall driver ⚠️

Centre hump intrusive for 3rd passenger ⚠️

Narrow for 3 adults ✗

Suspension: Slightly stiff on bad roads ⚠️
AC: Front cool, rear takes time ⚠️

Test-drive checklist & notes

AI-based video guides for car buyers

Turn our scores, reviews and 360° views into short videos that reach buyers where they already watch and bring new, discoverable traffic back.

1 Powered by our moat

- Scripts generated from specs + scores + verified UGC + 360, human-reviewed.
- Content only we can make, not a generic AI host.

2 Built for reach (the job)

- Use-case videos: city, long trips, comfort, chauffeur-driven.
- Published on our platforms and Social Media.

3 Lean & low-risk

- AI pipeline at a fraction of production cost.
- Personas by use-case need, not demographic avatars.

Sample Videos:









3XO Rear Seat Comfort



Nexon Dashboard

Your Buying Companion

A digital journey that assists every buyer from discovery to delivery

-  **Test drive agent**
-  **Loan agent**
-  **Trade-in agent**
-  **At the showroom agent**
-  **Price agent**
-  **Delivery agent**

TATA NEXON · BUYING GUIDE

Showroom to delivery

17 steps · Tap to expand · Mark done as you go

0 of 17 completed

AT THE SHOWROOM

- 1 **Select your car and dealer**
Personalise this guide
- 2 **Walk in and look at the car**
First impressions
- 3 **Ask for a test drive**
Non-negotiable step
- 4 **Finalise & compare variants**
Trim cards · 360° views · Feature differences
★ MOST IMPORTANT DECISION
- 5 **Get the agent's quote**
Take your time here
- 6 **Understand the on-road price**
Know what you're paying for
- 7 **Negotiate**
Know what moves and what doesn't
- 8 **Exchange your old car**
Optional

BOOKING AND PAPERWORK

- 9 **Pay booking amount**
Commit to your variant
- 10 **Loan and finance**
Optional
- 11 **Finalise insurance**
Mandatory but flexible
- 12 **RTO and registration**
Dealer handles most of this
- 13 **Wait for delivery slot**
Typically 2-6 weeks

BEFORE DELIVERY

- 14 **Pre-delivery inspection (PDI)**
Inspect before you sign
- 15 **Final payment and signing**
Last step before handover

DELIVERY DAY

- 16 **Delivery and handover**
You're almost there
- 17 **Drive out**
You're done


ALL DONE?

You are ready to drive

DriveSure · Showroom companion


Planning a showroom visit?

Everything you need from visit to delivery




Display car ≠ your variant

Visualise how your variant differs from showroom's.




Know your price

Fixed vs optional vs negotiable — decoded.



Test drive smarter

Checklist + notes across all cars you drive.



Every step covered

Booking to delivery — nothing catches you off guard.

Your Buying Companion

CONFIDENCE AT THE QUOTE

Validate the price. Ask anything.

Enter the dealer's quote and get an instant **below / fair / above-market read**, plus an AI advisor on every step, from test drive to negotiation.



Quote validator

Benchmarks the dealer price against real market & dealer-pricing data.



Fair-price verdict

Clear below / fair / above-market band, with negotiation prompts.



Ask Advisor

Step-aware AI answers doubts on trims, offers, finance and paperwork.

Already Have a Price Quote? AI

Enter the dealer's final quote to check if it's a good deal for the Petrol MT.

₹ Final price quoted (e.g. 1150000)

Validate Quote

AI-generated evaluation based on market trends and dealer pricing data.

Enter & validate the dealer's quote

Quote Advisor ×

Ask anything about getting the agent's quote

Hi! I'm here to help with this step. What would you like to know?

What to ask for? What is optional? Compare dealers?

Ask about the quote... →

Quote assessment — Creative+ Petrol MT

Your quote: ₹13.85L · Market range: ₹12.80L – ₹14.20L

BELOW MARKET FAIR ABOVE MARKET

Quote is on the higher side. ₹13.85L is above the ₹13.40L–13.80L range seen in Mumbai.
Negotiate: ask them to reduce handling charges or include a 3-year extended warranty at no extra cost.

Ex-showroom (Creative+ Petrol MT)	₹11.54L
RTO registration (~9%)	₹1.04L
Insurance (1st year)	₹0.72L
Handling + number plate + FASTag	₹0.20L
Expected on-road total	₹13.50L
Your quoted price	₹13.85L

Help me optimize this quote

Ask the Step Advisor →

AI assistant — tap to ask any doubt about this step

Mark as done

Below / fair / above-market verdict

New Auto

Used Auto

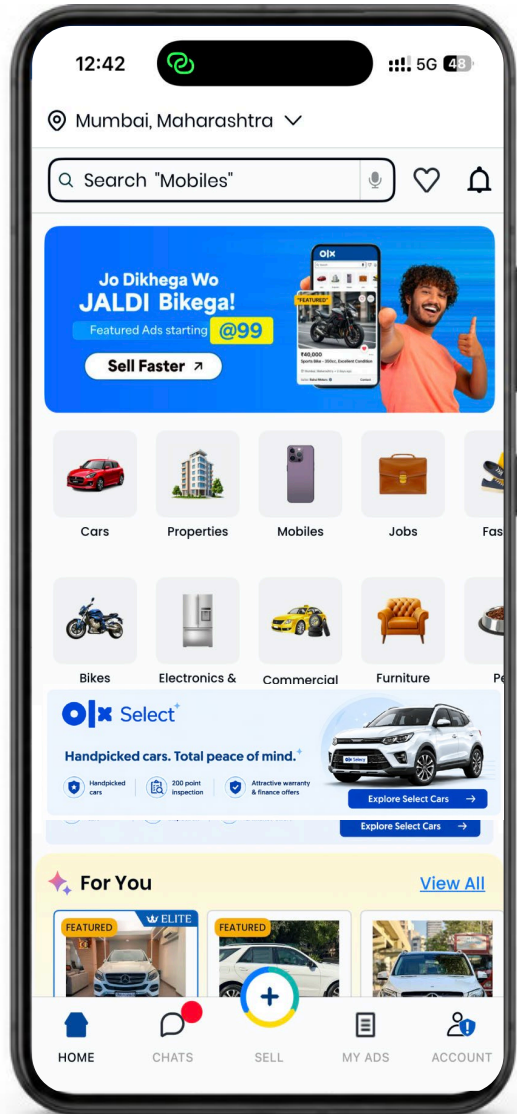
OLX India

CarTrade Tech launches

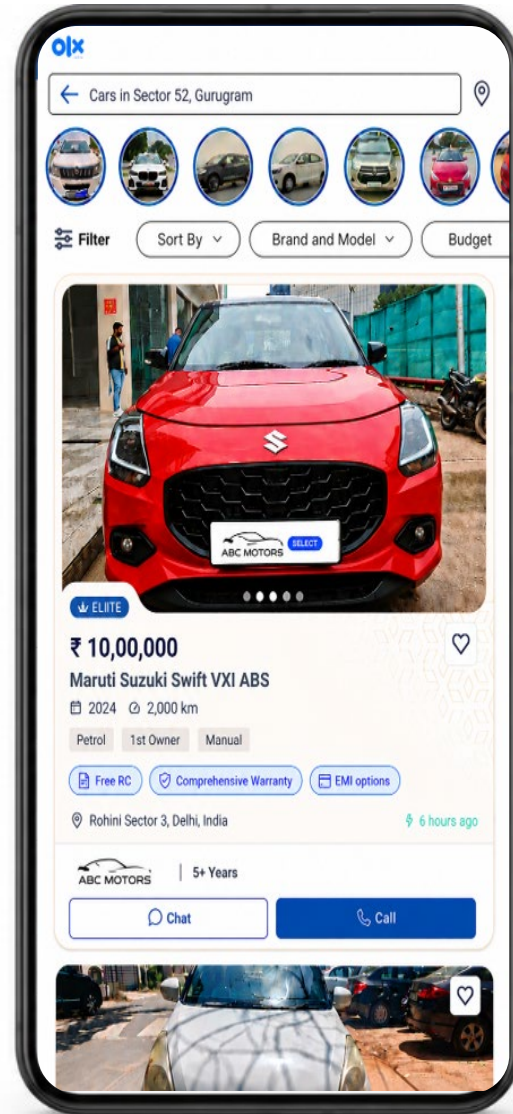
CarTrade Used Auto

A technology-led and asset-light platform across – B2C | C2B | C2C | Retail | FinTech

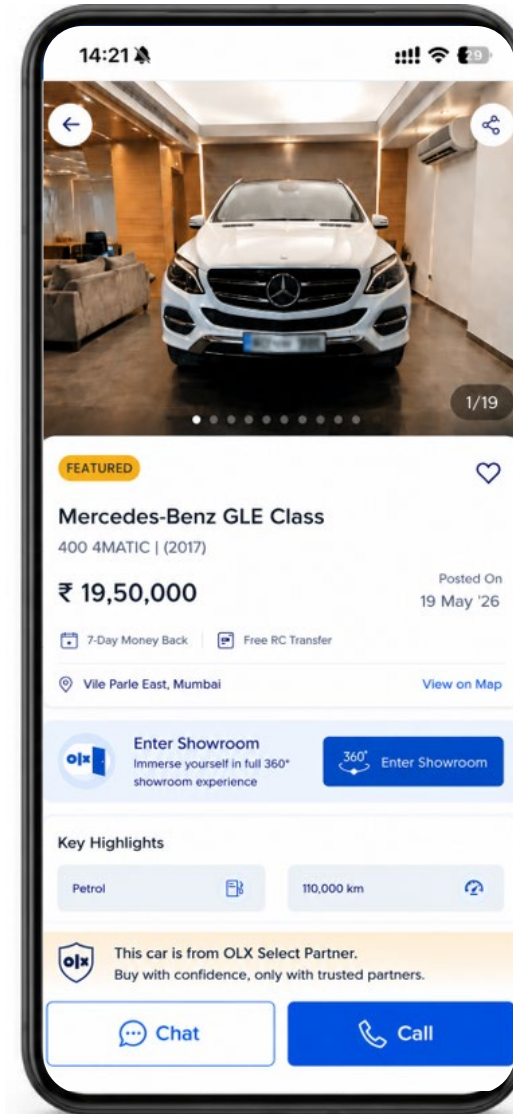




High Traffic entry point
Filtered listing pages



New design on listing pages



Showroom mode and trust signals

Buying Experience



Trusted dealer network

Large, verified dealers integrated -access to quality inventory with peace of mind.



Captures high-intent buyers

Connecting High-intent buyers and sellers seamlessly



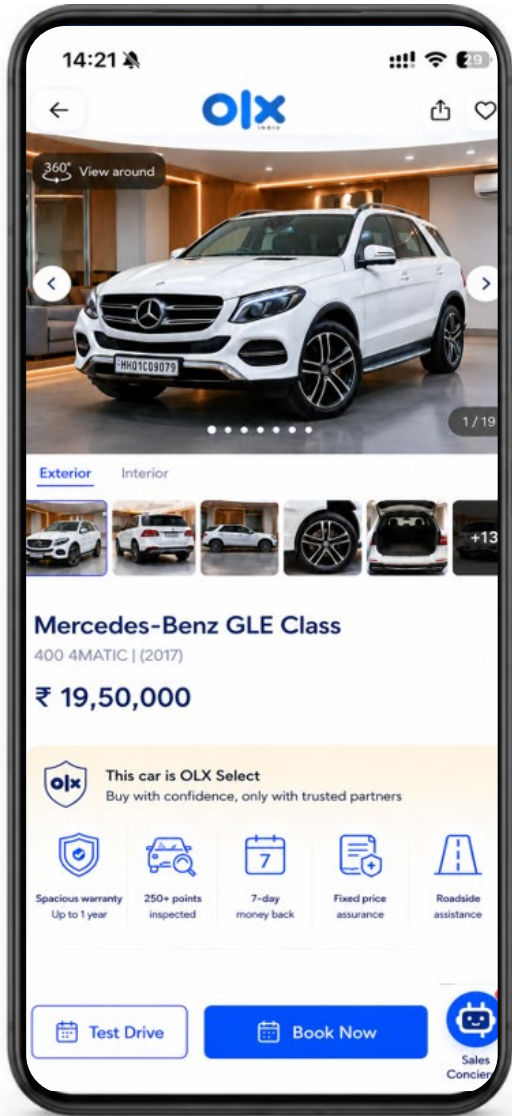
Builds buyer confidence

Trust signals improve purchase completion rates.

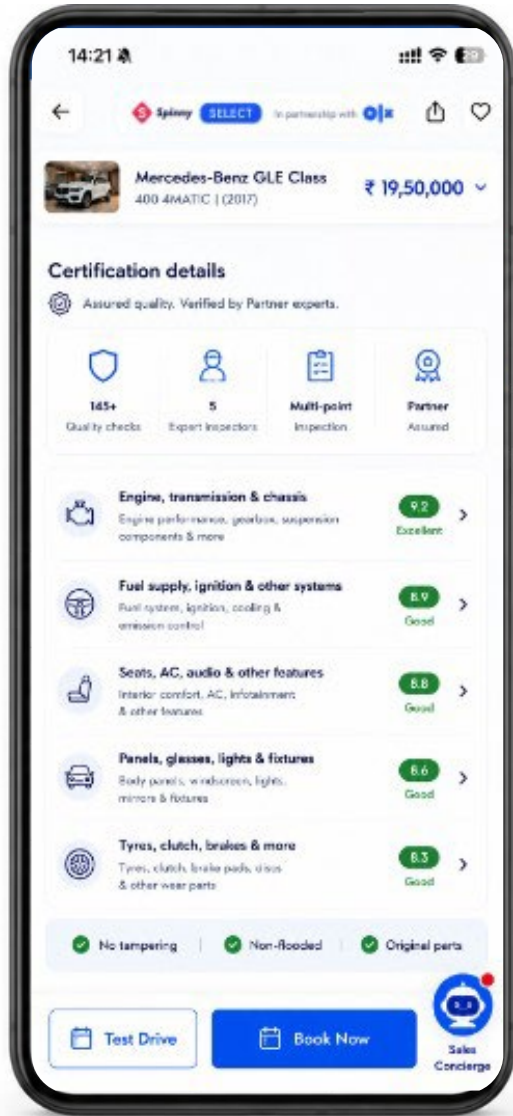


Scalable, asset-light model

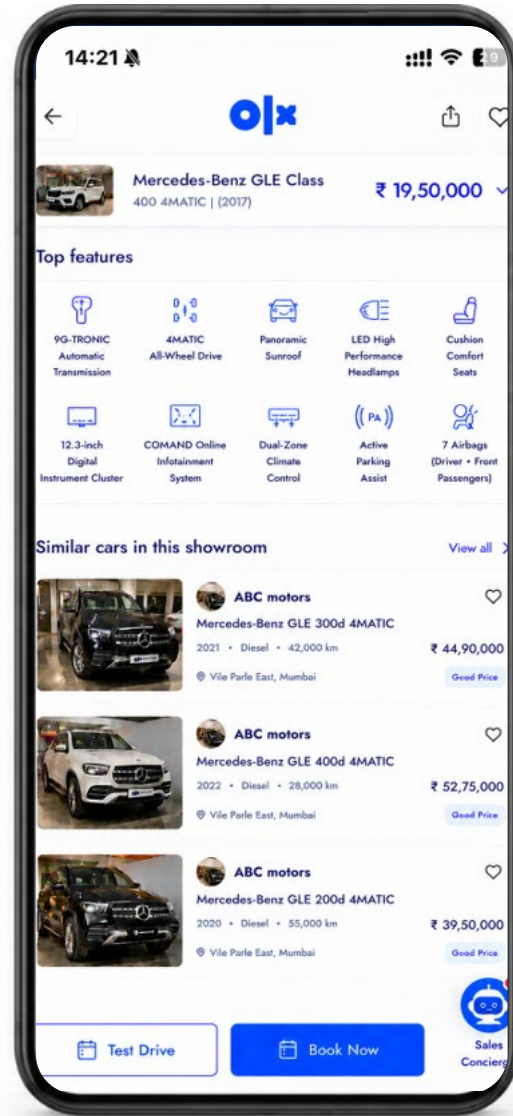
Partner-led dealer growth model — expanding reach without inventory risk



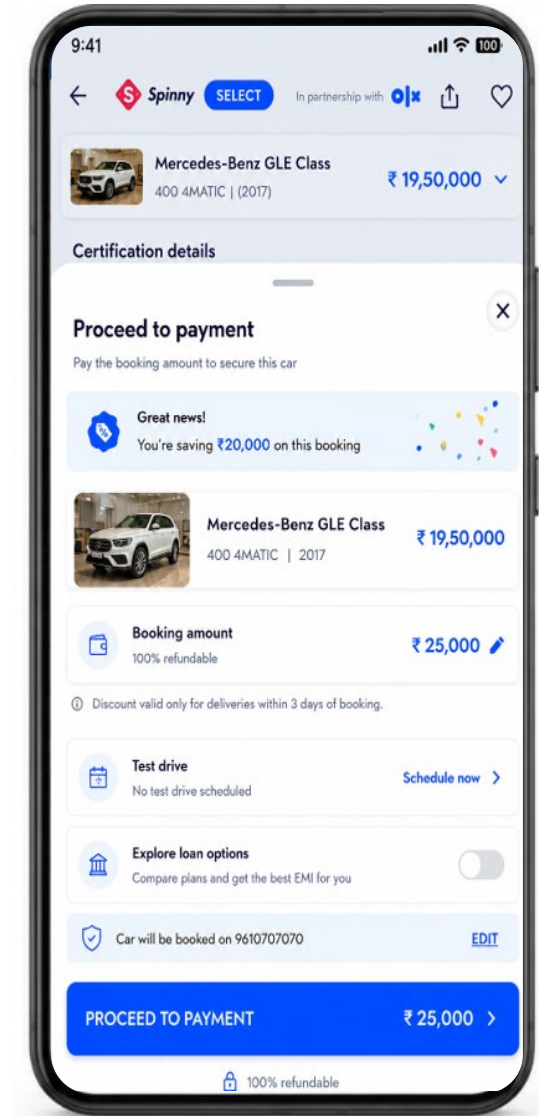
360 views and Sales Concierge



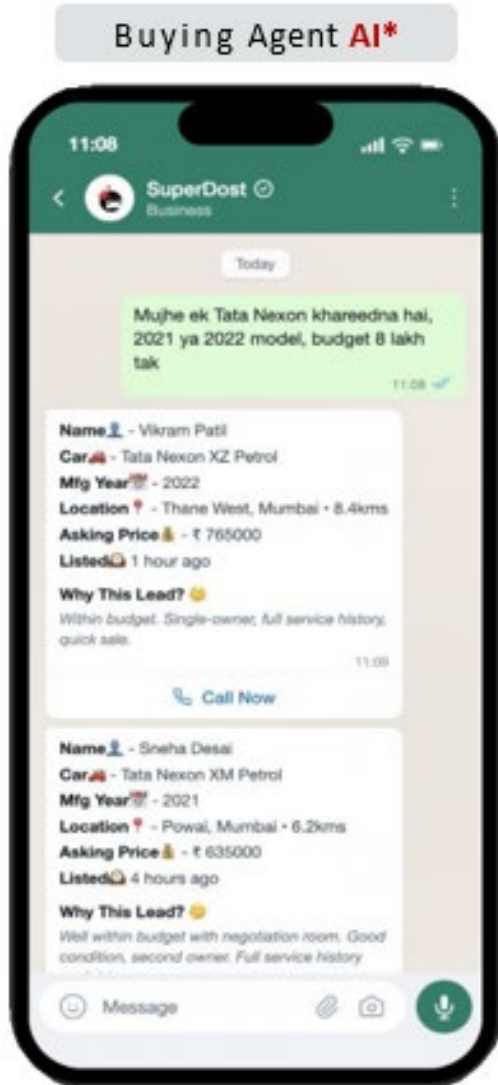
Certification



Showroom Catalogue



Test Drive and Reservation



SuperDost Sahi Deal, Full Speed



Talk in your regional language



Find the best cars in your area



Filters for Relevance



Works directly on WhatsApp

Powered by India's Largest Car Marketplaces

2 Million+ Buyers and Sellers

SuperDost connects you with the most relevant matches based on your exact preferences - quickly and efficiently.

Instant Buyer, Instant Sale

Dealers can seamlessly find buyers for their inventory and discover the right vehicles from sellers, all in one powerful solution.

Sell with Just an Image

Simply upload your car's photo and let SuperDost match you with the most relevant buyers - fast, smart, and hassle-free

Condition and Price Agent

AI-powered inspection and procurement intelligence report.

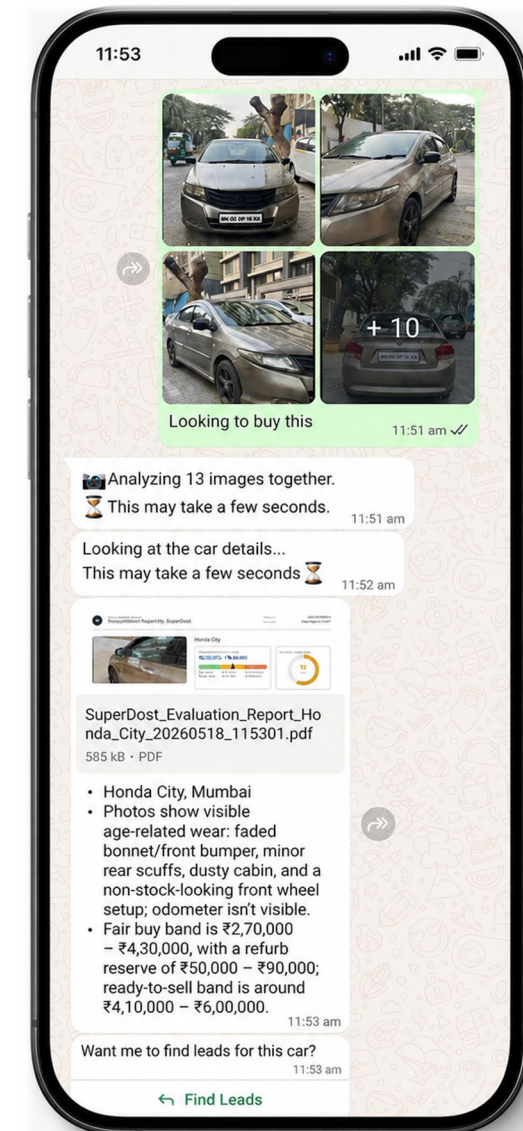
AI Report

FOR DEALERS

- Procurement Confidence
- Cost-to-retail intelligence
- Faster sourcing decisions

FOR BUYERS

- Transparent Condition
- Fair Offer Guarantee
- Trusted Report



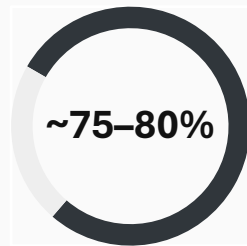
A large and expanding used-car finance opportunity

Huge penetration gap between used and new-car financing



Used-car finance penetration

VS



New-car finance penetration

Used-car financing remains **materially underpenetrated** versus new cars.

~6 Mn

Annual used-car transactions today



9-10 Mn

Projected annual used-car transactions by FY31



₹6.5-7.5 Lakh Cr

Projected used-car GMV by FY31



₹2-3 Lakh Cr+

Indicative financed used-car GMV opportunity by FY31

Why we WIN !!



OLX India has more than 63% of sellers on its platform



Market leaders with scale of the largest buyer and seller pool



Improves affordability, trust and conversion



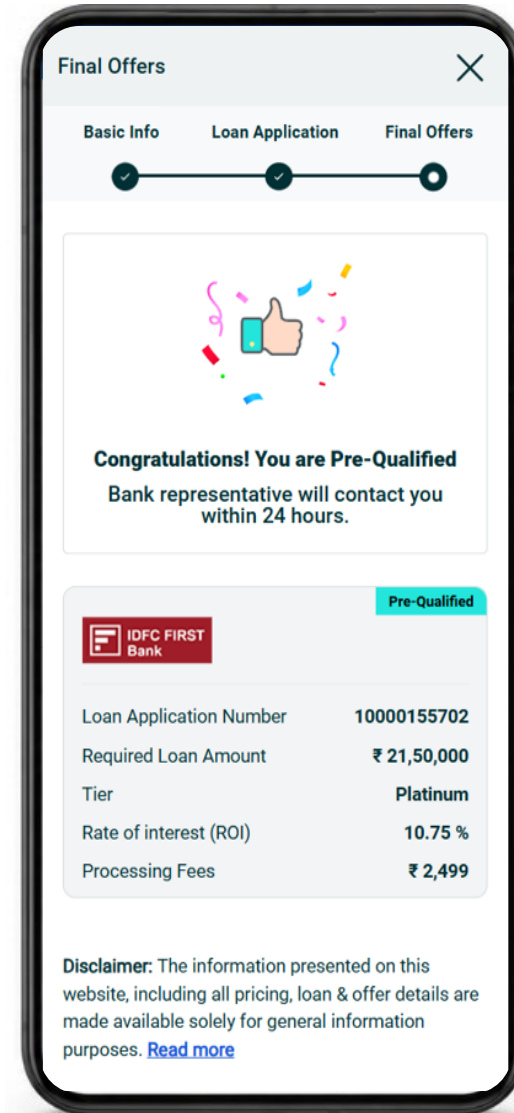
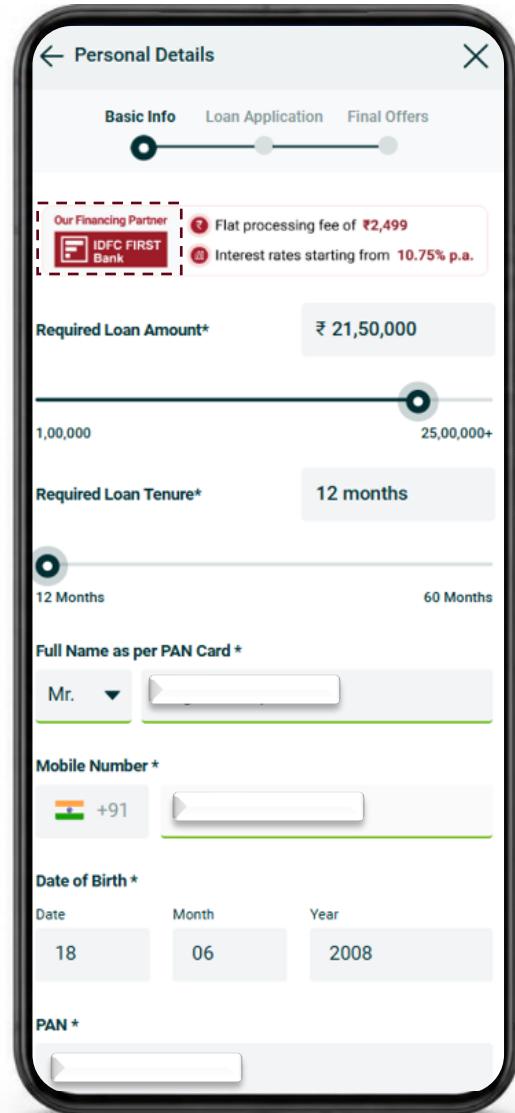
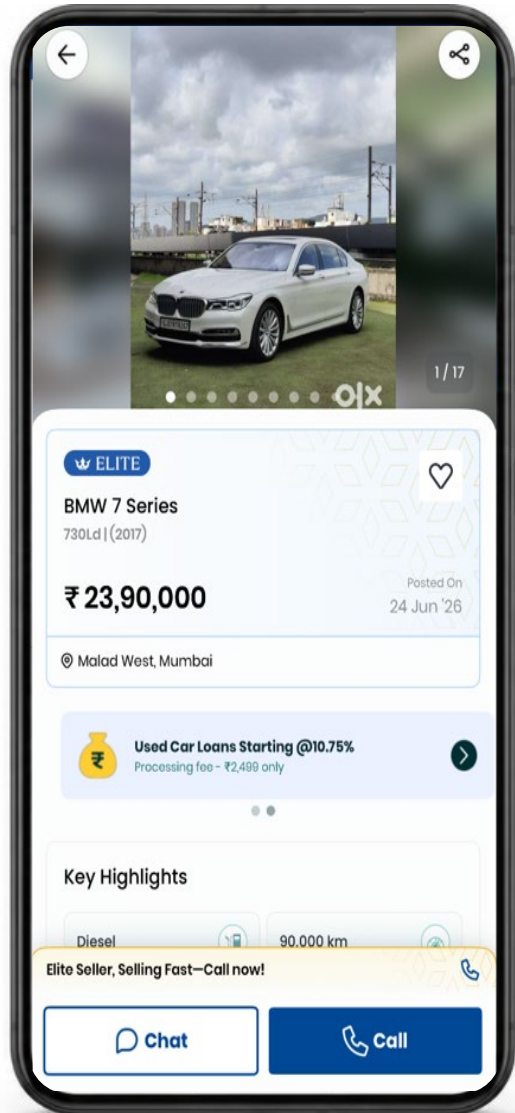
Closer to the transaction with a seamless one-click experience




Provides finance as a solution without balance-sheet risk


Finance is a natural adjacency to used-car discovery and can **deepen engagement** across the **transaction journey**.


OLX India × IDFC FIRST: Embedding Finance into Used-Car Buying




What this partnership enables

 Embeds finance into the used-car discovery journey

 Helps capture high-intent buyers at the point of decision

 Improves affordability, trust and purchase confidence

 A scalable, partner-led model-providing finance as a solution, not balance-sheet risk

New Auto

Used Auto

OLX India

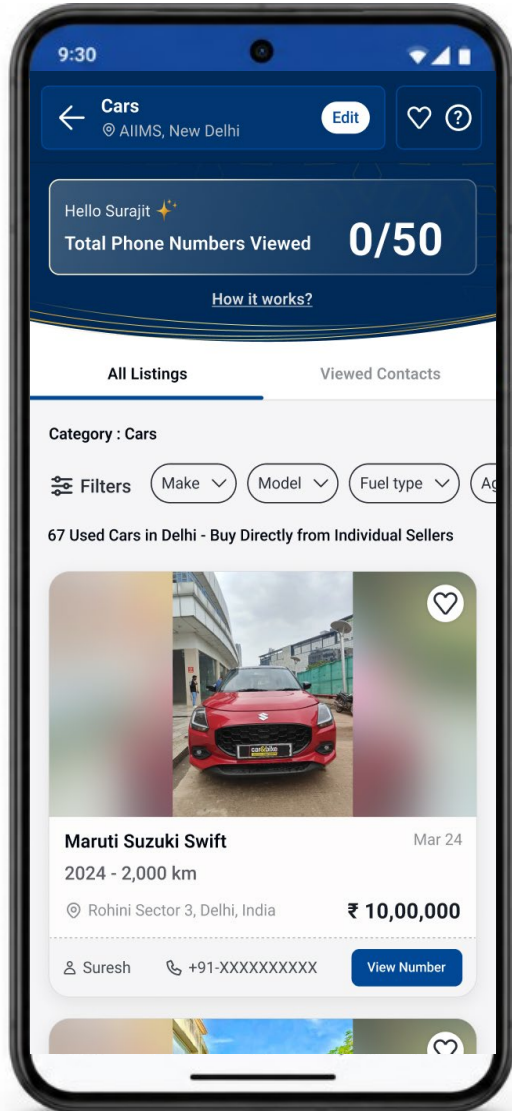
CarTrade Tech

OLX India

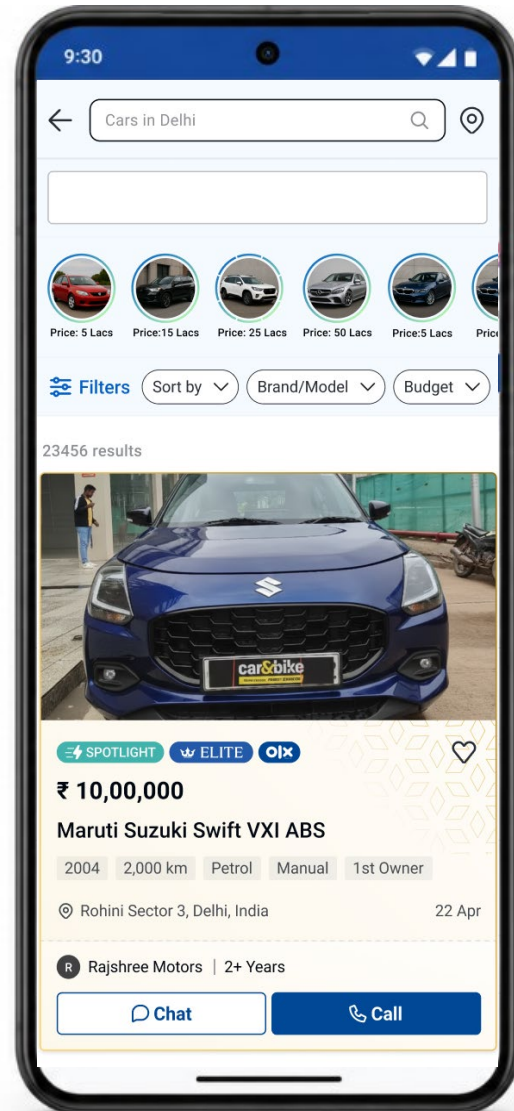
B2C | C2B | C2C | Transactions | FinTech



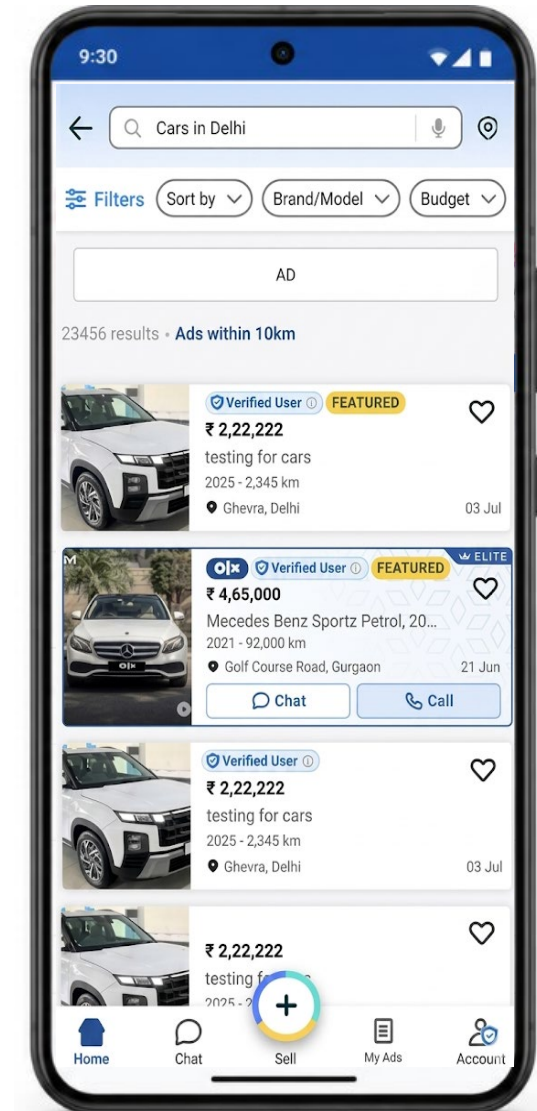
Elite Buyer



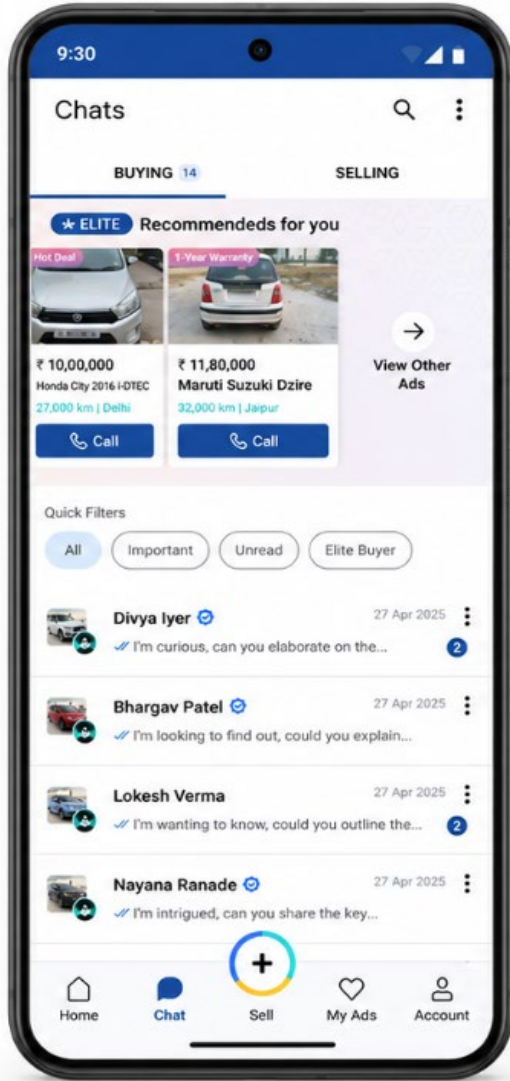
Elite Seller



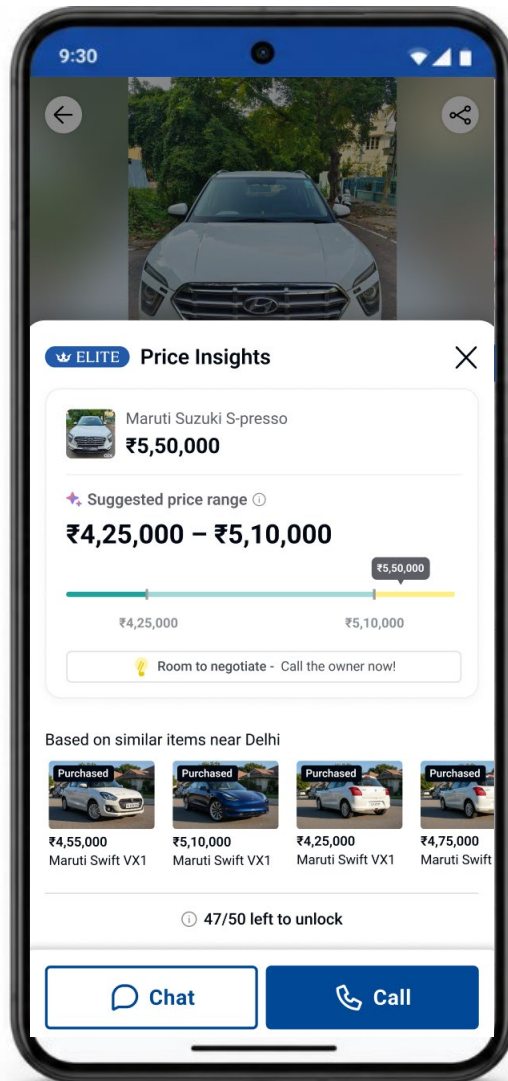
Verified



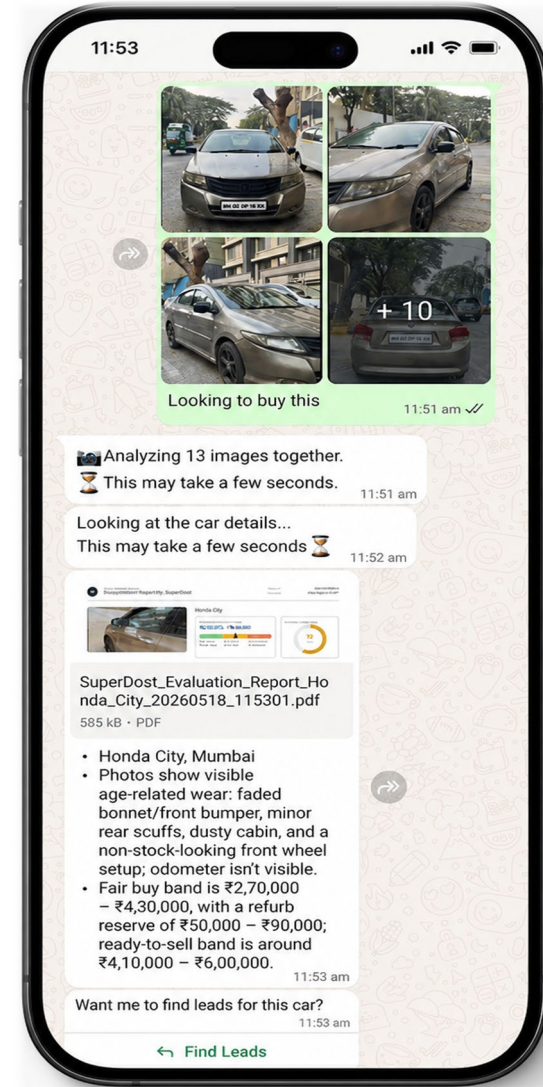
Match Making Agent



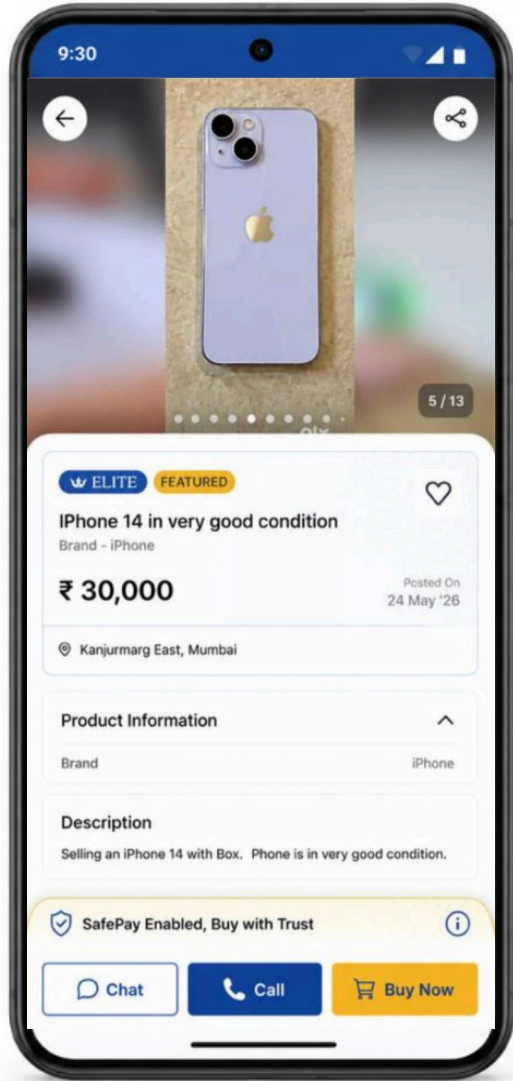
Pricing Agent



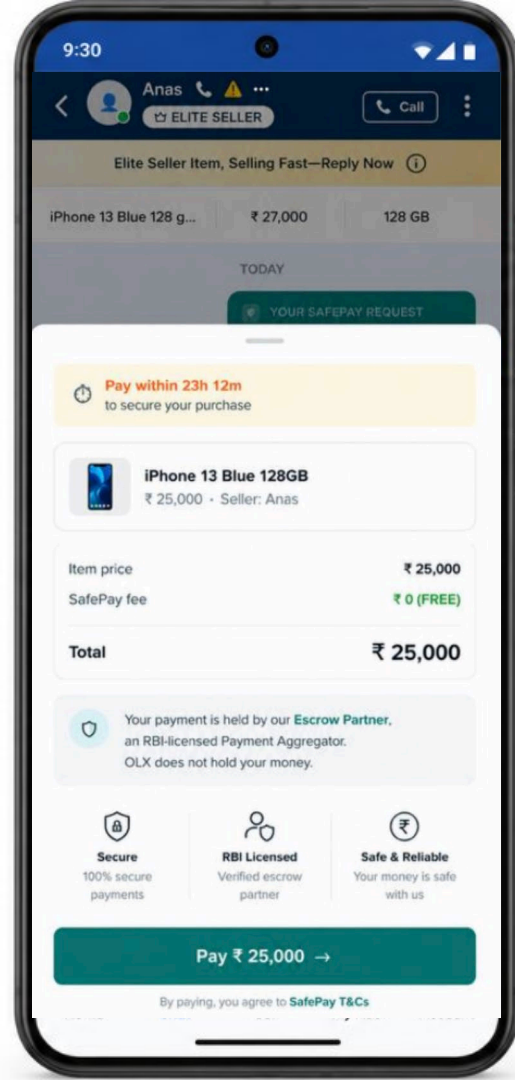
Condition Agent



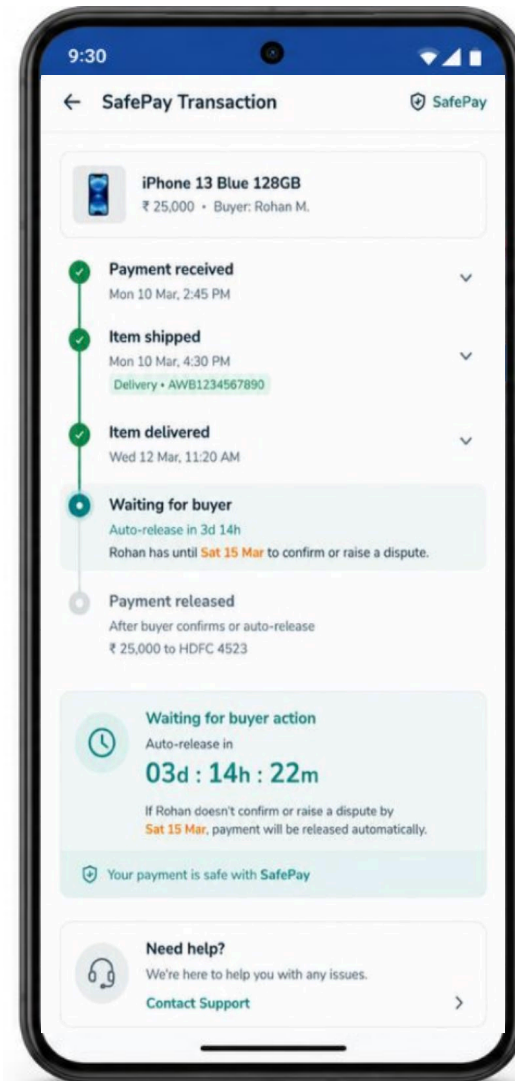
Buy Now



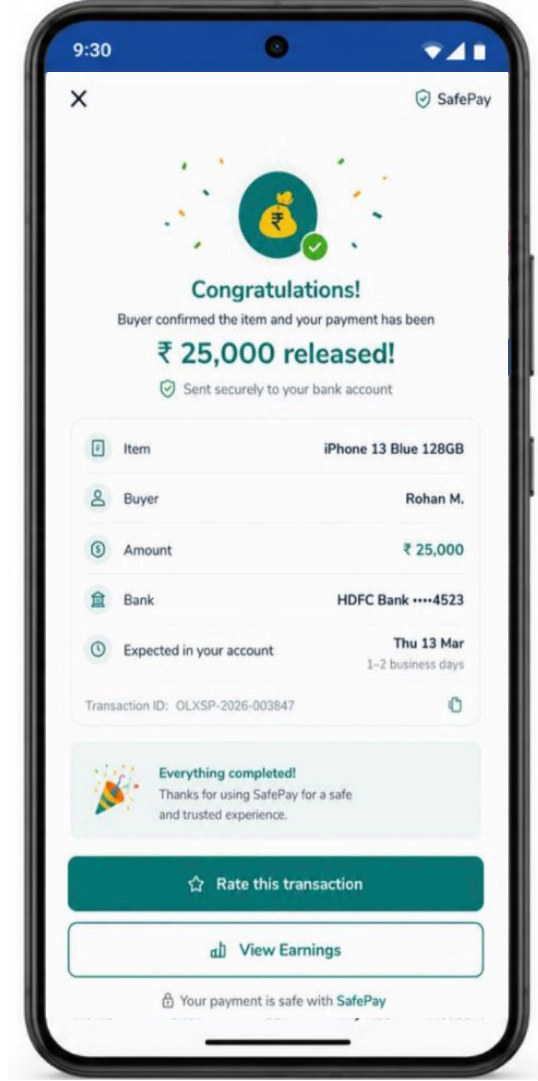
Escrow



Logistics



Payment



Unlocking Finance x OLX India

— the platform with the largest intent pool in India

Embedding partner-led finance into used-auto and used-goods transactions — improving affordability, trust and conversion while staying asset-light.

180M+

Yearly unique users

25M+

Listings in a year

63%+

Market share of sellers

100%

Brand traffic

2.3bn

Chats on OLX India

#1

India classifieds rank



Intent data at scale

Category, price range, location and chat activity create real-time signals of buying intent.



Asset price intelligence

Listings and transaction signals provide market benchmarks for pricing and loan-to-value guidance



Brand and Scale

India's most preferred and effective marketplace, with high organic traffic and unmatched user reach.

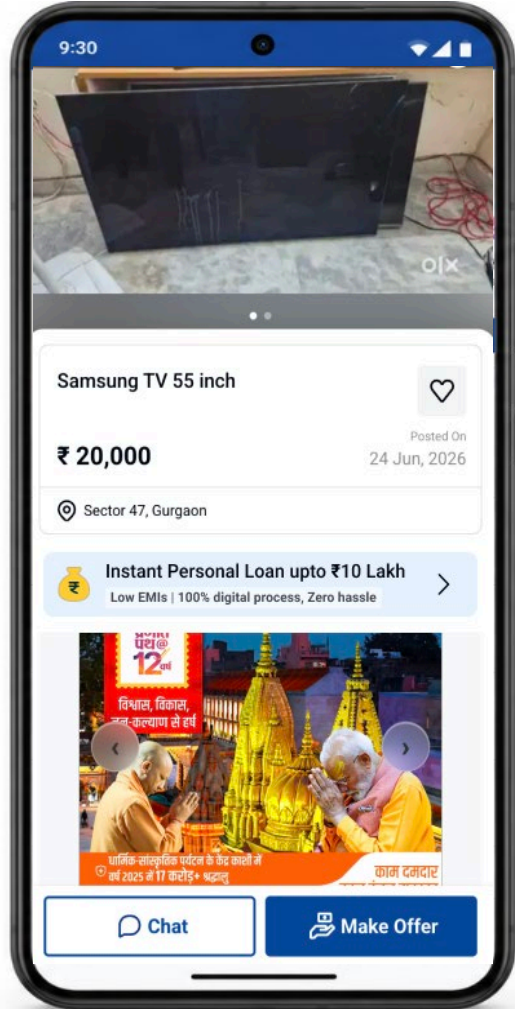


Pan India

Strong across India, including Tier 1 cities and deep Tier 2/3 markets where used-goods demand and credit need continue to expand.

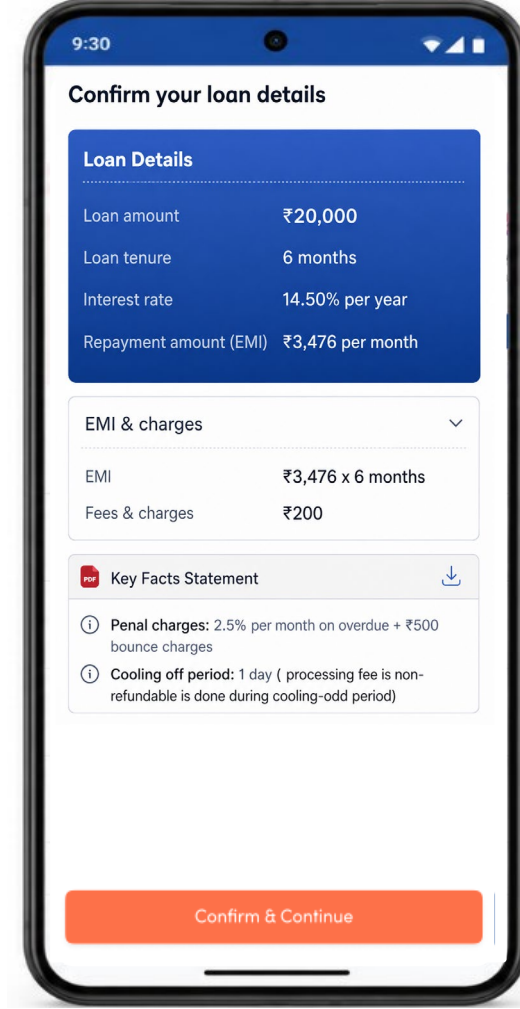
Finance deepens engagement, increases GMV conversion, and creates a new revenue stream — without adding any acquisition cost.

Personal Loans for Used-Goods transactions



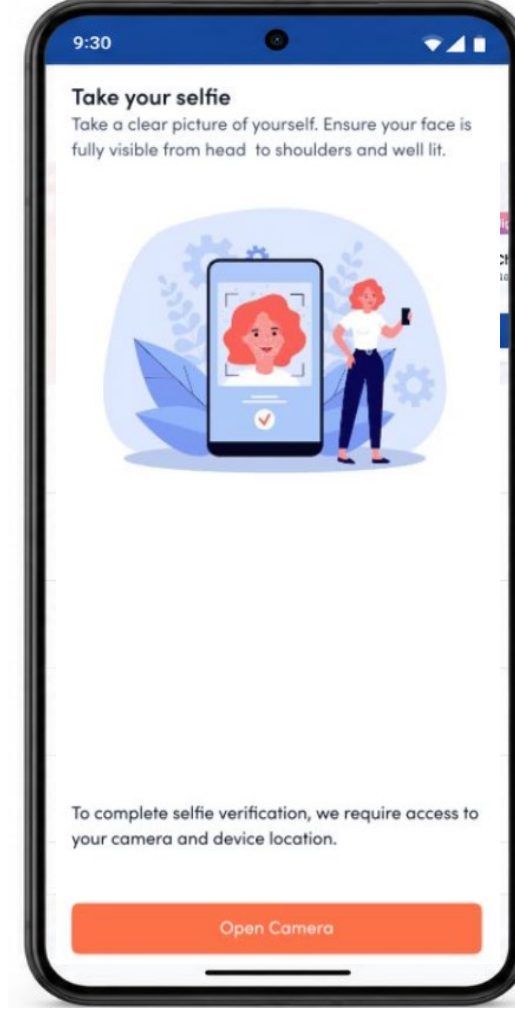
Browse & Intent

User browses listing for mobile, furniture or any product on OLX India



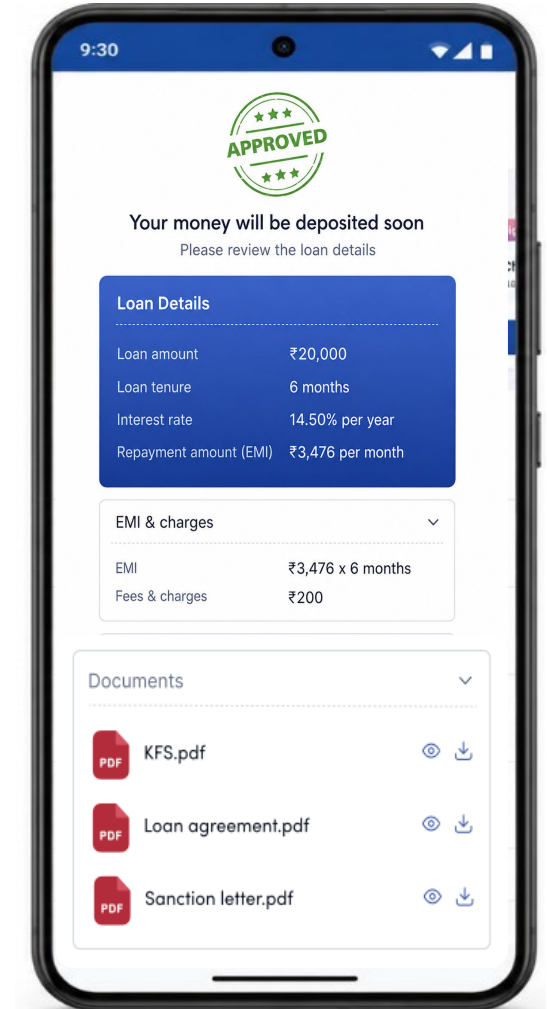
Pre-approval & Offer

Pre-approved personal loan offer surfaces at listing — one tap to apply



KYC & Approval

Digital PAN / Aadhaar
KYC, bureau check,
credit decision in <2 min



Disbursed

Funds disbursed directly
by Finance partners

CarTrade Tech

Launching VAYA AI

Your AI Companion

VAYA

Your AI companion



WhatsApp View



EXPRESSIONS

Happy



Thinking



Idea



Confused



Searching



Winking



Confident

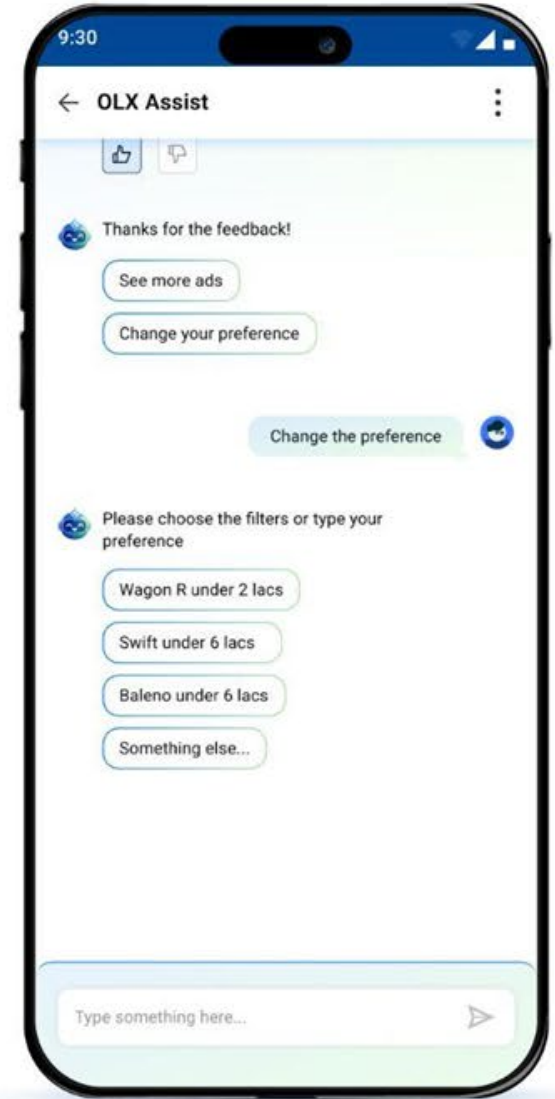
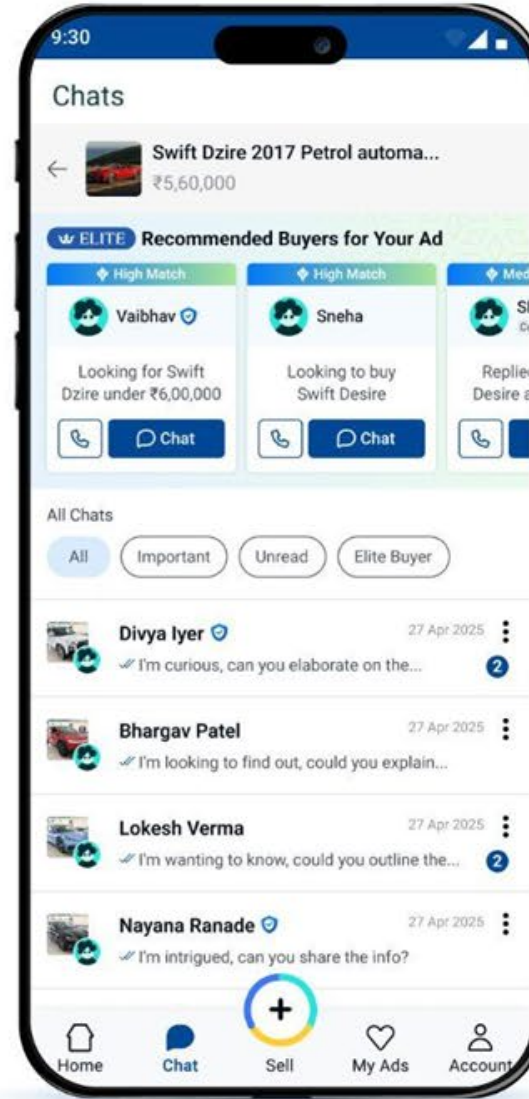
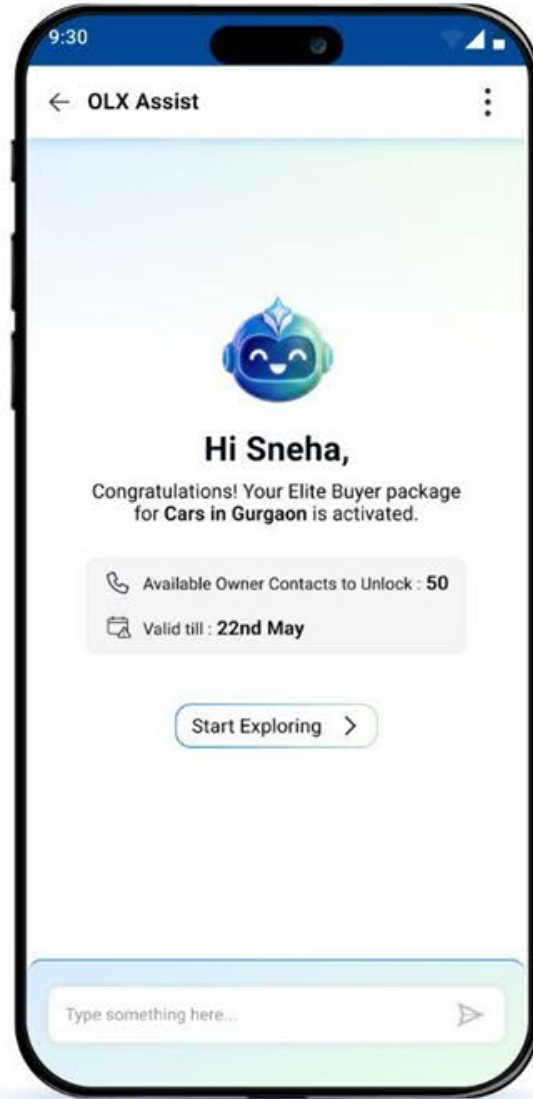


Explaining



Product Integration

One companion.
Every interaction.
Endless value.



INVESTOR PRESENTATION

Q4 FY26 Financial Results

Performance, profitability and strategic outlook

PAT at ₹244 Crores, Up 68% for FY26

Amount in Rs lakhs

Particulars	Quarter ended				Year ended		
	Mar 31, 2026	Dec 31, 2025	Mar 31, 2025	Y-o-Y	Mar 31, 2026	Mar 31, 2025	Y-o-Y
Income							
Revenue from operations (A)	20,314.31	20,967.18	16,951.38	20%	77,926.72	64,145.73	21%
Other income	1,760.87	1,870.10	1,994.75	-12%	9,050.22	6,987.97	30%
Total Income	22,075.18	22,837.28	18,946.13	17%	86,976.94	71,133.70	22%
Employee cost	7,812.96	7,618.37	7,075.78	10%	30,708.62	28,436.02	8%
Marketing	808.90	806.82	850.90	-5%	3,271.58	3,190.98	3%
Other expenses	4,527.59	4,717.00	4,408.17	3%	18,246.72	17,431.83	5%
Total expenses (B)	13,149.45	13,142.19	12,334.85	7%	52,226.92	49,058.83	6%
EBITDA (A) - (B)	7,164.86	7,824.99	4,616.53	55%	25,699.80	15,086.90	70%
EBITDA %	35%	37%	27%		33%	24%	
Finance cost	334.32	307.59	313.61	7%	1,247.86	1,152.67	8%
Depreciation and amortization expense	1,091.52	937.50	964.33	13%	3,868.54	4,086.02	-5%
Profit before exceptional item and tax	7,499.89	8,450.00	5,333.34	41%	29,633.62	16,836.18	76%
Exceptional Item - Labour law impact	-	650.71	-		650.71	-	
Profit Before Tax	7,499.89	7,799.29	5,333.34	41%	28,982.91	16,836.18	72%
Current tax	-96.49	800.23	333.65	-129%	1,853.77	982.85	89%
Deferred tax adjustment	511.81	846.76	388.99	32%	2,778.36	1,326.76	109%
Profit After Tax	7,084.58	6,152.30	4,610.70	54%	24,350.79	14,526.57	68%
Adjusted EBITDA	9,323.56	10,122.62	7,124.06	31%	36,301.75	24,137.12	50%
Adjusted EBITDA %	42%	44%	38%		42%	34%	

Consumer Group growth: Revenue 30% | EBITDA 96% (Y-o-Y)

Amount in Rs lakhs

Particulars	Quarter ended				Year ended		
	Mar 31, 2026	Dec 31, 2025	Mar 31, 2025	Y-o-Y	Mar 31, 2026	Mar 31, 2025	Y-o-Y
Income							
Revenue from operations (A)	7,938.95	8,631.47	6,364.19	25%	30,833.33	23,771.86	30%
Other income	901.99	944.12	1,183.09	-24%	4,014.04	4,084.11	-2%
Total Income	8,840.94	9,575.59	7,547.28	17%	34,847.37	27,855.97	25%
Employee cost	3,147.76	3,111.23	3,073.60	2%	12,376.01	11,956.23	4%
Marketing	803.92	777.74	762.75	5%	3,102.10	2,796.18	11%
Other expenses*	868.57	1,072.25	713.93	22%	3,555.42	2,989.54	19%
Total expenses (B)	4,820.25	4,961.22	4,550.28	6%	19,033.53	17,741.94	7%
EBITDA (A) - (B)	3,118.70	3,670.25	1,813.90	72%	11,799.79	6,029.92	96%
EBITDA %	39%	43%	29%		38%	25%	
Finance cost	34.06	14.96	18.47	84%	86.34	72.65	19%
Depreciation and amortization expense	373.70	232.05	227.48	64%	1,086.44	949.53	14%
Profit before exceptional item and tax	3,612.93	4,367.36	2,751.05	31%	14,641.05	9,091.84	61%
Exceptional Item - Labour law impact	-	650.71	-		650.71	-	
Profit Before Tax	3,612.93	3,716.65	2,751.05	31%	13,990.35	9,091.84	54%
Current Tax	-758.15	-	-		-758.15	-	
Deferred tax adjustment	853.44	856.07	606.97	41%	3,201.95	1,646.10	95%
Profit After Tax	3,517.64	2,860.58	2,144.08	64%	11,546.55	7,445.74	55%
Adjusted EBITDA	4,215.84	4,778.56	3,270.49	29%	16,436.12	11,223.57	46%
Adjusted EBITDA %	48%	50%	43%		47%	40%	

*Other expenses includes Due Diligence cost of 1.8 crores in Q3FY26

Remarketing Business growth: Revenue 22% | PAT 66% (Y-o-Y)

Amount in Rs lakhs

Particulars	Quarter ended				Year ended		
	Mar 31, 2026	Dec 31, 2025	Mar 31, 2025	Y-o-Y	Mar 31, 2026	Mar 31, 2025	Y-o-Y
Income							
Revenue from operations (A)	7,166.39	6,563.10	5,869.10	22%	25,931.49	21,238.07	22%
Other income	524.92	628.93	571.46	-8%	2,409.85	2,151.34	12%
Total Income	7,691.31	7,192.03	6,440.56	19%	28,341.34	23,389.41	21%
Employee cost	2,839.41	2,527.22	2,437.75	16%	10,560.90	9,007.89	17%
Other expenses	2,119.00	2,081.44	2,013.58	5%	8,190.03	7,653.30	7%
Total expenses (B)	4,958.41	4,608.66	4,451.33	11%	18,750.93	16,661.19	13%
EBITDA (A) - (B)	2,207.98	1,954.44	1,417.77	56%	7,180.56	4,576.88	57%
EBITDA %	31%	30%	24%		28%	22%	
Finance cost	282.88	281.84	281.12	1%	1,112.25	1,024.96	9%
Depreciation and amortization expense	597.20	616.15	570.49	5%	2,376.99	2,121.13	12%
Profit Before Tax	1,852.82	1,685.38	1,137.62	63%	6,101.17	3,582.13	70%
Current Tax	455.73	423.44	332.99	37%	1,584.49	980.34	62%
Deferred tax adjustment	-2.75	-9.30	-179.52		-84.71	-162.02	
Profit After Tax	1,399.84	1,271.24	984.15	42%	4,601.39	2,763.81	66%
Adjusted EBITDA	2,735.85	2,586.39	1,994.94	37%	9,602.38	6,751.39	42%
Adjusted EBITDA %	36%	36%	31%		34%	29%	

OLX India Growth: Revenue 22% | PAT 77% (Y-o-Y)

Amount in Rs lakhs

Particulars	Quarter ended				Year ended		
	Mar 31, 2026	Dec 31, 2025	Mar 31, 2025	Y-o-Y	Mar 31, 2026	Mar 31, 2025	Y-o-Y
Income							
Revenue from operations (A)	5,512.35	5,877.25	4,771.01	16%	21,755.68	19,213.06	13%
Other income	344.42	294.57	256.84	34%	2,629.56	818.68	221%
Total Income	5,856.77	6,171.82	5,027.85	16%	24,385.24	20,031.74	22%
Employee cost	1,780.50	1,935.38	1,524.39	17%	7,592.49	7,318.72	4%
Other expenses	1,902.22	1,741.16	1,880.37	1%	7,451.94	7,538.22	-1%
Total expenses (B)	3,682.72	3,676.54	3,404.75	8%	15,044.43	14,856.93	1%
EBITDA (A) - (B)	1,829.63	2,200.73	1,366.26	34%	6,711.25	4,356.13	54%
EBITDA %	33%	37%	29%		31%	23%	
Finance cost	17.38	10.79	14.03	24%	49.27	55.07	-11%
Depreciation and amortization expense	120.62	89.31	105.45	14%	405.12	475.86	-15%
Profit Before Tax	2,036.05	2,395.18	1,503.61	35%	8,886.42	4,643.87	91%
Current Tax	205.04	376.06	-	0%	1,024.52	-	0%
Deferred tax adjustment	-338.88	-	-	0%	-338.88	-	0%
Profit After Tax	2,169.89	2,019.12	1,503.61	44%	8,200.78	4,643.87	77%
Adjusted EBITDA	2,373.79	2,755.62	1,856.68	28%	10,258.29	6,104.35	68%
Adjusted EBITDA %	41%	45%	37%		42%	30%	

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

Amount in Rs lakhs

Particulars	Quarter ended				Year ended		
	Mar 31, 2026	Dec 31, 2025	Mar 31, 2025	Y-o-Y	Mar 31, 2026	Mar 31, 2025	Y-o-Y
Segment Revenue	20,314.31	20,967.18	16,951.38	20%	77,926.72	64,145.73	21%
Consumer	7,938.95	8,631.47	6,364.19	25%	30,833.33	23,771.86	30%
Remarketing	7,166.39	6,563.10	5,869.10	22%	25,931.49	21,238.07	22%
Classifieds	5,512.35	5,877.25	4,771.01	16%	21,755.68	19,213.06	13%
Less: Intersegment eliminations	-303.38	-104.64	-52.92		-593.78	-77.26	
Segment Result	7,562.70	8,252.52	5,129.31	47%	27,251.54	17,149.15	59%
Consumer	3,313.84	3,834.43	2,087.42	59%	12,422.05	7,139.46	74%
Remarketing	2,210.93	1,957.46	1,423.48	55%	7,192.53	4,600.05	56%
Classifieds	2,029.31	2,461.06	1,599.83	27%	7,628.69	5,285.68	44%
Less: Intersegment eliminations	8.62	-0.43	18.58		8.27	123.96	
Unallocated	-62.81	197.48	204.03		2,382.08	-312.97	
Add: Other income	1,760.87	1,870.10	1,994.75	-12%	9,050.22	6,987.97	30%
Less: Finance Cost	-334.32	-307.59	-313.61	7%	-1,247.86	-1,152.67	8%
Less: Depreciation and Amortisation expenses	-1,091.52	-937.50	-964.33	13%	-3,868.54	-4,086.02	-5%
Less: Share based expenses	-397.84	-427.53	-512.78	-22%	-1,551.74	-2,062.25	-25%
Profit before exceptional item and tax	7,499.89	8,450.00	5,333.34	41%	29,633.62	16,836.18	76%
Less: Exeptional Item	-	-650.71	-		-650.71	-	
Profit before Tax	7,499.89	7,799.29	5,333.34	41%	28,982.91	16,836.18	72%
Tax	-415.32	-1,646.99	-722.64	-43%	-4,632.13	-2,309.61	101%
Profit after Tax	7,084.57	6,152.30	4,610.70	54%	24,350.78	14,526.57	



Consumer Group

CarTrade New Auto : Why we are winning

❑ Large and Growing Market Opportunity

India's new auto market continues to scale with strong demand across segments

~4-4.5 million passenger vehicles

~18-20 million 2-wheelers

Largest high-intent digital discovery market – 14bn\$ TAM

❑ Market Leadership in New Auto

Our platforms are the starting point for auto discovery

150M+ annual users on each of our platforms

55M+ unique monthly engaged users

> 90% Organic Traffic

#1 destination for New Cars & Bikes online

❑ Strong OEM Partnership and Dealer Network

Trusted platform for OEMs and dealers to drive demand at scale

Strong technology and data integration

Giving differentiated experience to consumers

Future opportunities: Online Buying | Financing | AI* Brand

The Future of Buying new vehicles

Sales Agent

Offer Agent

FinTech

OEM and Dealer Integrations

AI* Brand Trust Connect

AI* Customer connect

Brand and Trust

Differentiated Data

Transaction Technology

*Powering a unique unmatched
buying experience*

CarTrade Used Auto : Why we are winning

❑ Large and Growing Market Opportunity

India's used car market continues to expand with rising ASPs.

~5.5 million used cars sold annually

Average selling price: ₹5-6 lakh

Dealer margin: ~10% per car (~₹60,000)

Total dealer margin pool: ~₹30,000 crore annually

❑ Market Dominance and Platform Scale

Our platforms host the largest used car inventory

~2.3 million car sellers

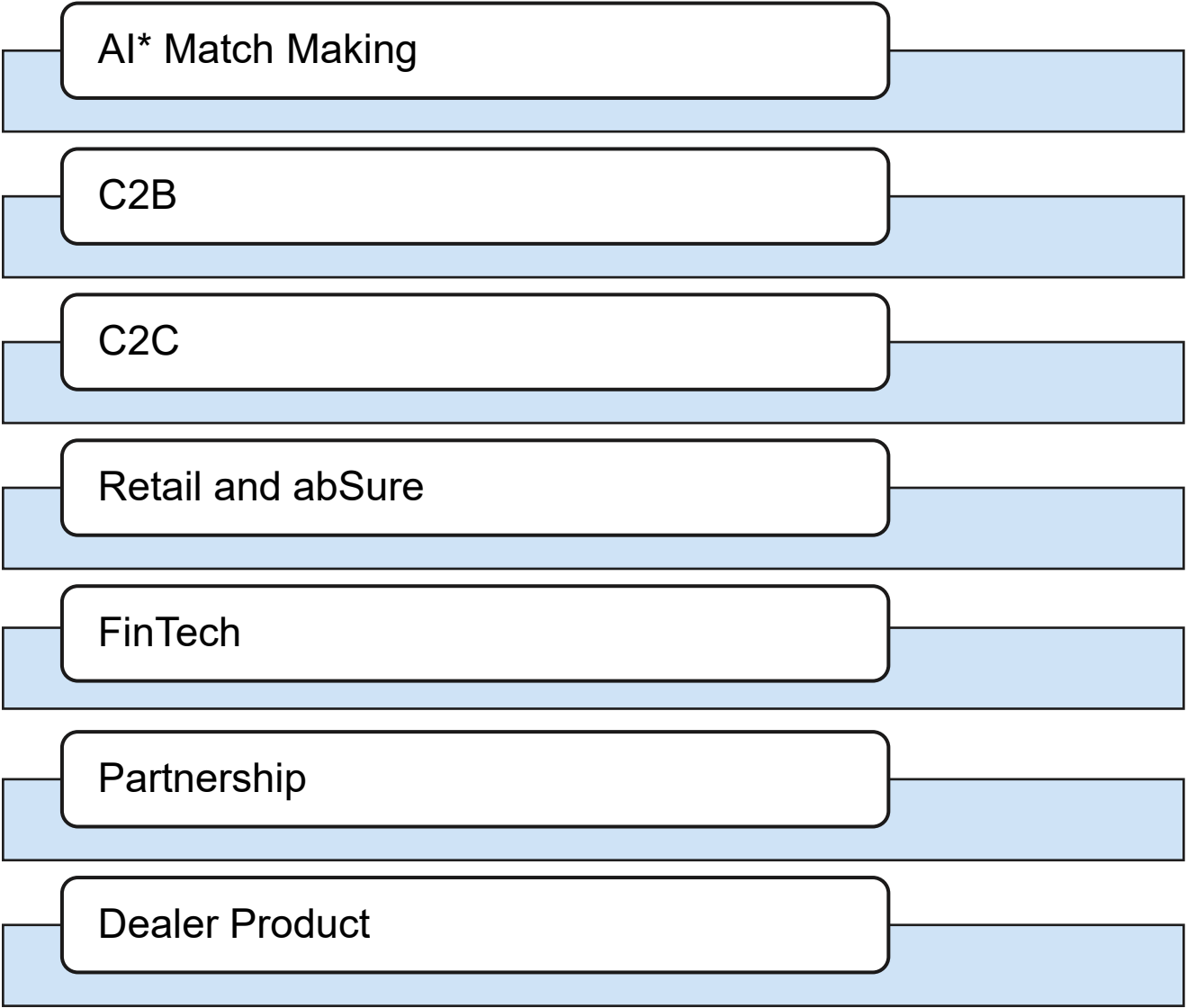
~15.5 million car buyers

63% of all used car listings of India

❑ Multiple Opportunities in the Ecosystem

B2C | C2B | C2C | Retail | Partnerships | FinTech

Largest Tech-led Used Car Ecosystem

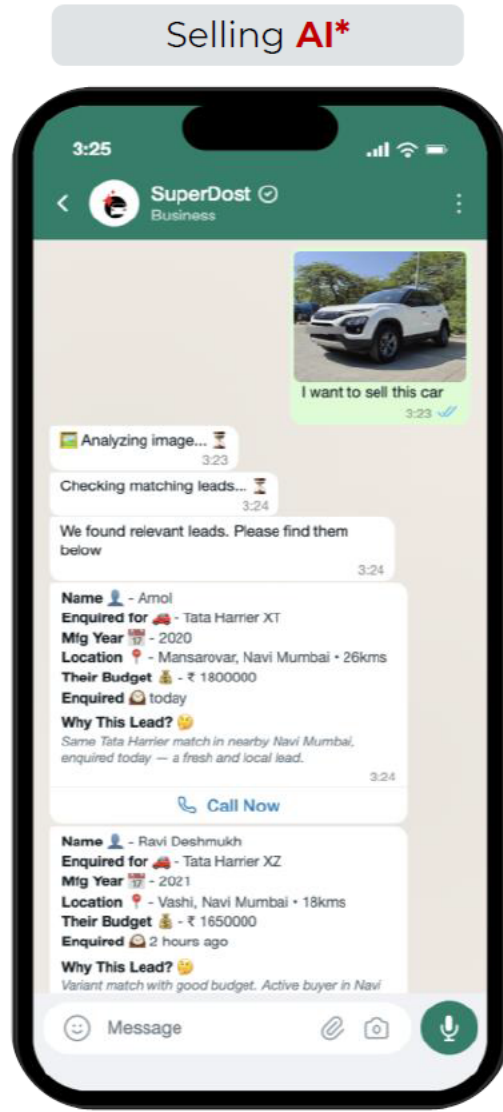
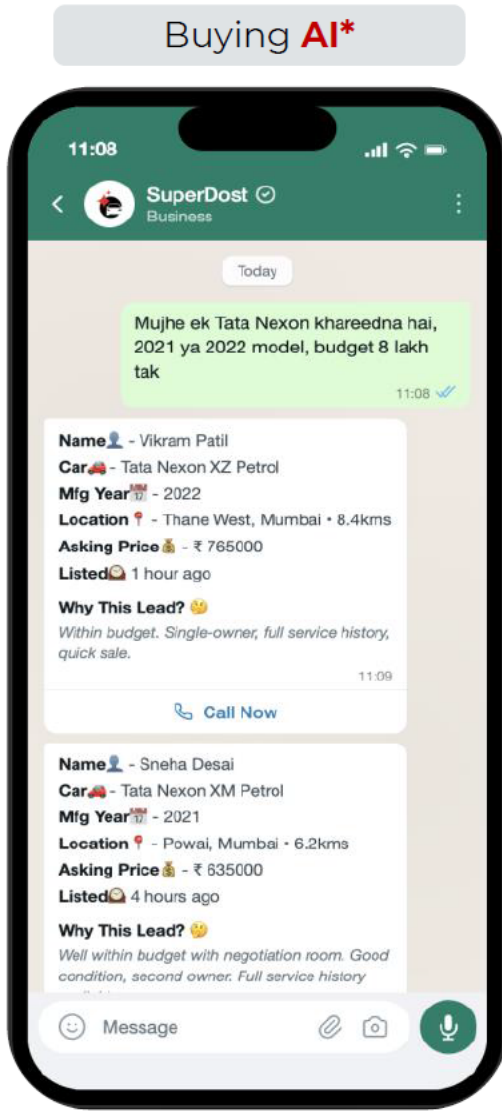


Buyer Seller Scale

Across C2C, C2B, B2C

Integrated Tech-led Services

Enabling seamless transactions across ecosystem



Talk in your regional language

Find the best cars in your area

Filters for Relevance

Works directly on WhatsApp

Powered by India's Largest Car Marketplaces

2 Million+ Buyers and Sellers

SuperDost connects you with the most relevant matches based on your exact preferences - quickly and efficiently.

Instant Buyer, Instant Sale

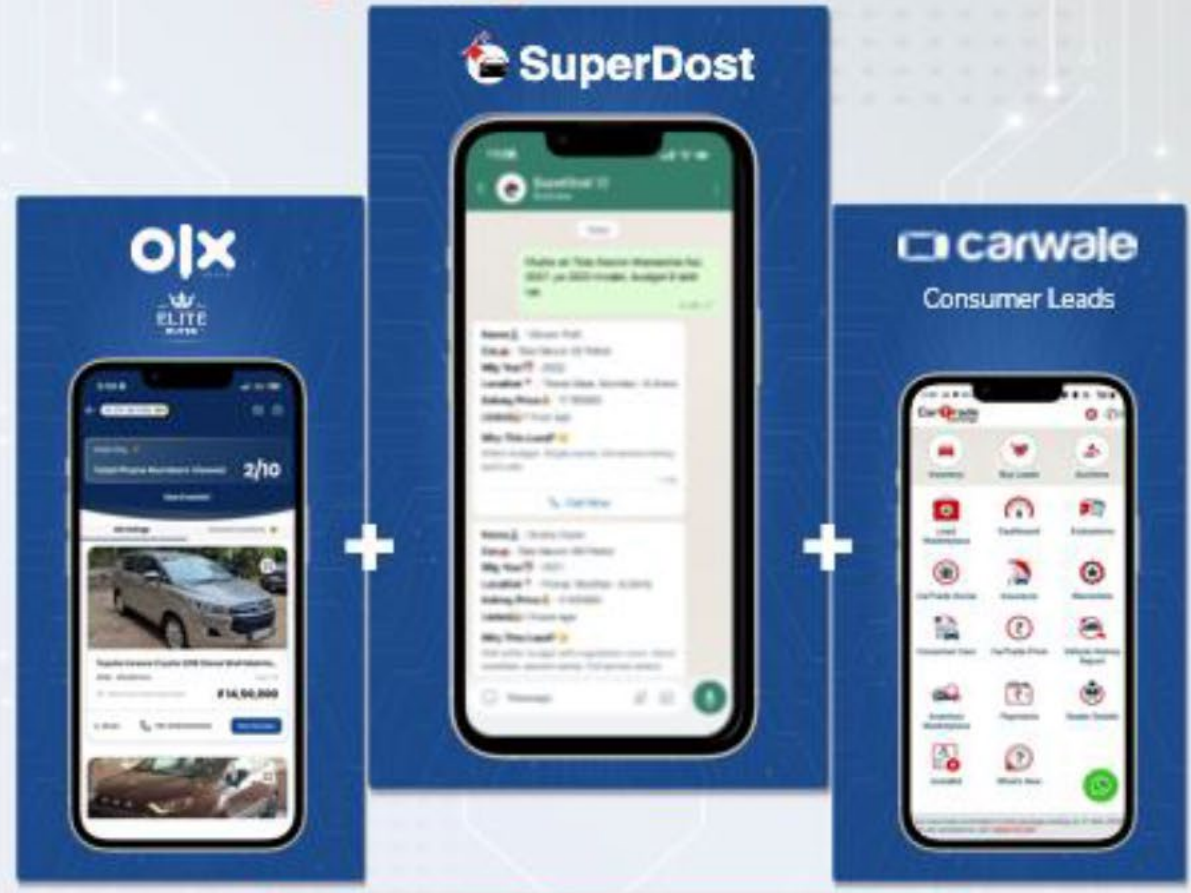
Dealers can seamlessly find buyers for their inventory and discover the right vehicles from sellers, all in one powerful solution.

Sell with Just an Image

Simply upload your car's photo and let SuperDost match you with the most relevant buyers - fast, smart, and hassle-free



Super Buyer Gold

Right Car, Right Time - in One Click.



Buy Right -with Power of AI

*SuperDost scans the market
Finds matching sellers
Connects you directly to high-quality opportunities.*

-  Tell SuperDost your requirement
-  Our AI agent finds matching cars from real sellers near you
-  Connect instantly with the seller





OLX India

OLX India : Why we are winning

❑ Large and Growing Market Opportunity

Many New Product Online and offline Players,
OLX is the **ONLY** scaled platform for used products.

India is the largest markets globally for Mobiles & Bikes

India's used goods TAM is as large as, if not larger than, the New product TAM

❑ Proven Product - Value for Dealers

Our marketplace generates significant engagement and Sales

Avg ~24 replies per listing

> 2.3 bn Chats on OLX

18% Mark as sold on OLX

~3bn\$ GMV Worth Used products sold on OLX

❑ Unmatched Scale & Reach

~30M monthly users

~ 2M listings every month

~ 6M buyers on the platform

~ 180M+ unique users annually (~100% organic)

❑ Proprietary data and World class Tech

Millions of users and their behaviors over years

~57% of Users on OLX are on the platform for > 5 years

Using data intelligence and AI to deliver differentiated experience

OLX Data enabled, series of Agents for Buyers and sellers

❑ Multiple Monetisation Engines

Revenue opportunities across the ecosystem:

Dealer products

C2C listings

Partnerships

Future opportunities : Fintech | Escrow | Logistics | Retail etc.

AI-led experience for Used Goods

Elite Buyer - AI

Elite Seller - AI

Verification

C2C - Logistics | Escrow

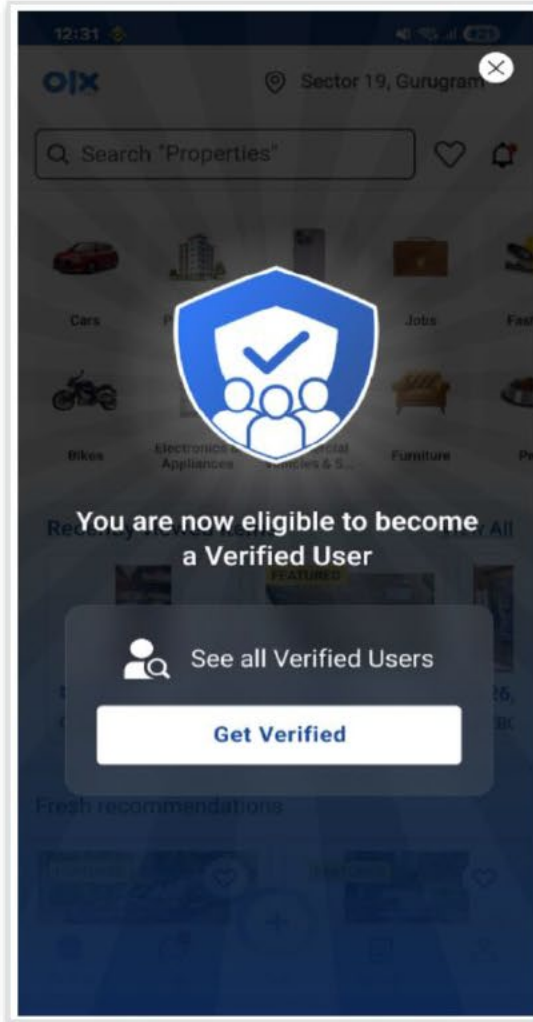
Retail

Partnership

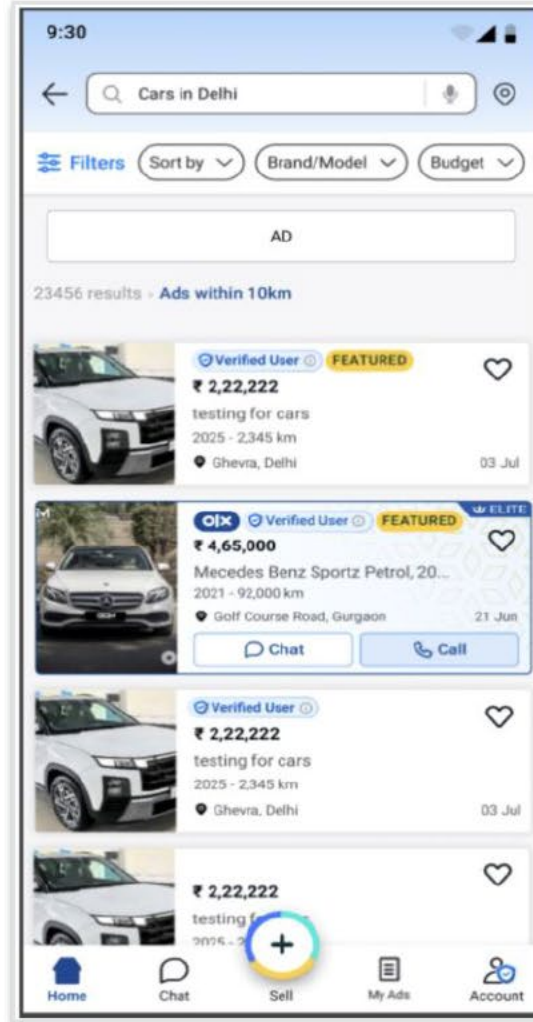
FinTech



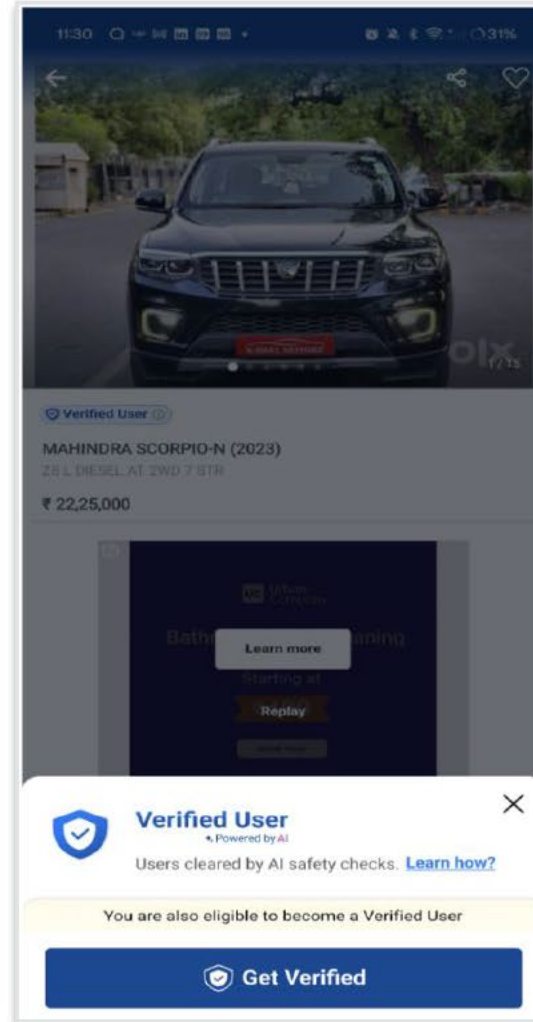
Eligible Users



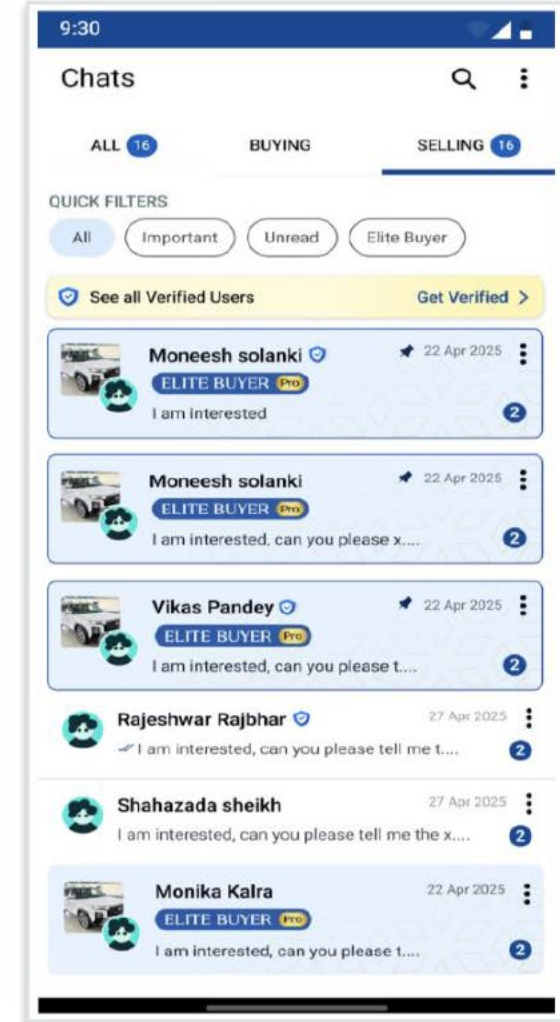
Listing page experience



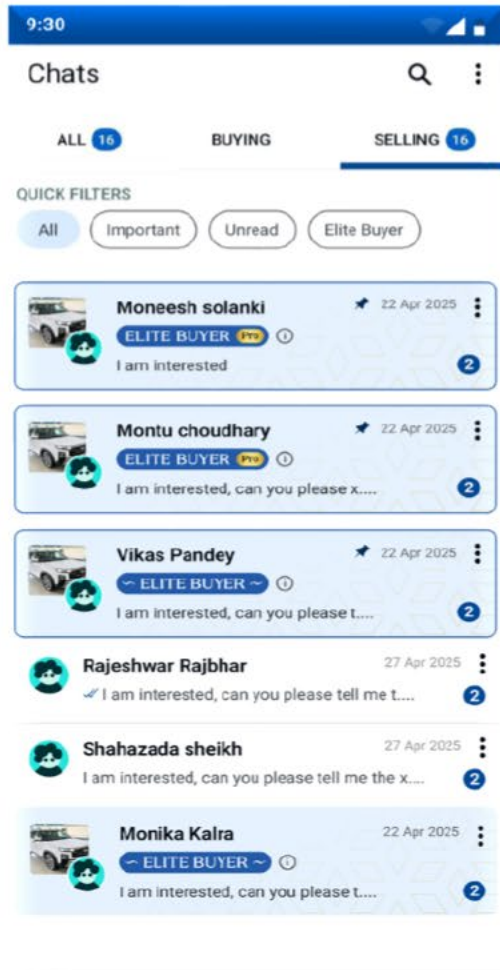
ADPV Experience



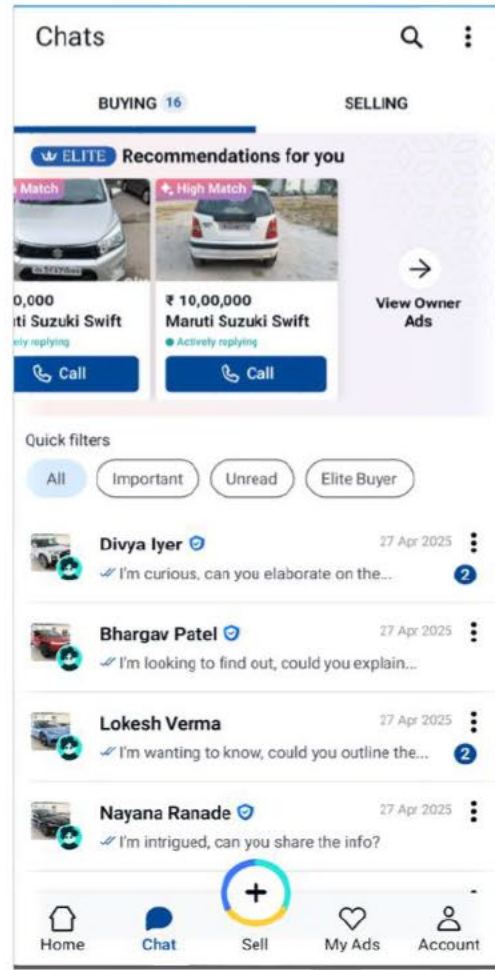
Chat Experience



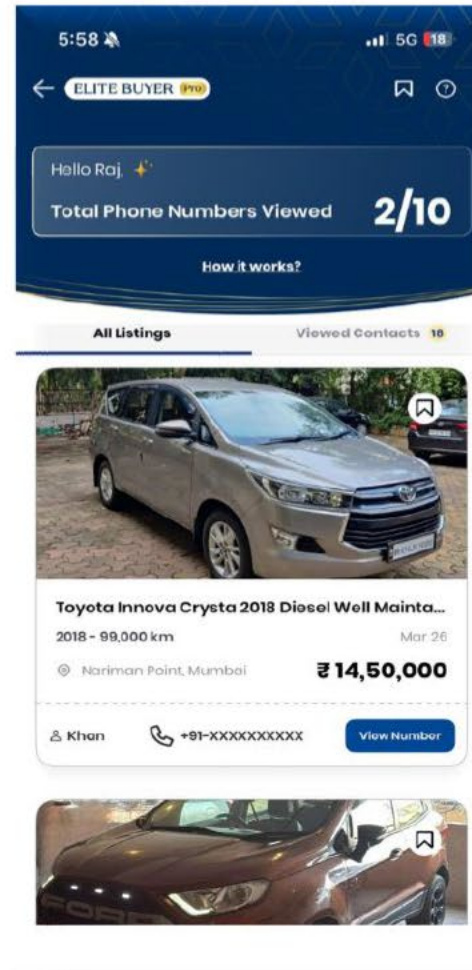
Badge and Pin to Chat



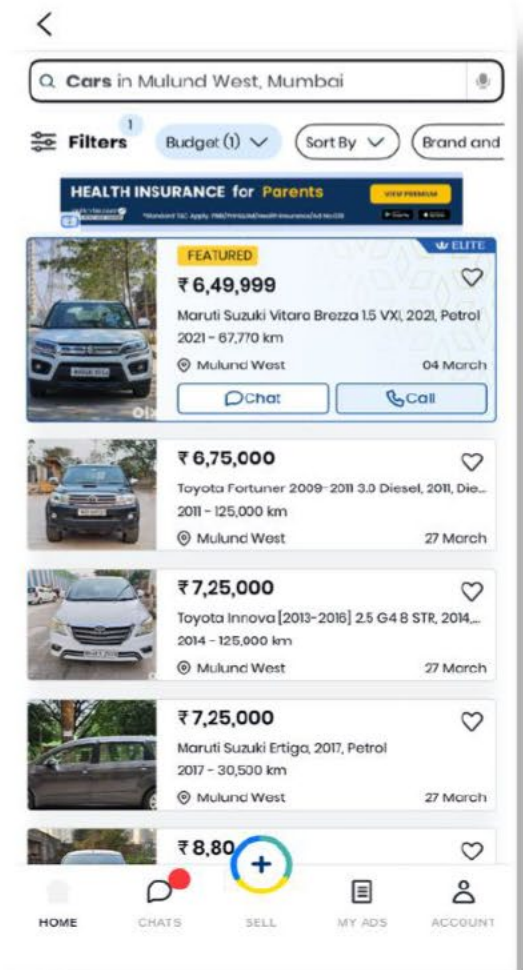
AI - Match Making



Elite Dashboard



Elite Listing Experience



Partner offers - Chat

Chats

SELLING BUYING

Sort By All Important Unread

MG Motors **TRUSTED PARTNER**
 Exclusive Olx for Partner Offer - Trade your...
 #OLX #OLX #OLX #OLX #OLX #OLX #OLX #OLX #OLX #OLX

Rajesh Kumar
 Hyundai Alcazar 2017 Petrol Automatic
 Hi, I'm interested in your Alcazar. Is it still available?
 ₹5,60,000 **Unread**

Priya Sharma
 iPhone 14 Pro 128GB Deep Purple
 Can we negotiate on the price?
 ₹52,000 **Unread**

Ankit Patel
 Hyundai Alcazar 2017 Petrol Automatic
 What's the service history like? Any accidents?
 ₹5,60,000 **Unread**

Vikram Singh
 Hyundai Alcazar 2017 Petrol Automatic
 I'd like to schedule a test drive this weekend
 ₹5,60,000

Sneha Reddy
 iPhone 14 Pro 128GB Deep Purple
 Does it come with original box and accessories?
 ₹55,000

Ad Listing - Offer

FEATURED **OLX Verified Seller**

iPhone 15 Pro 256GB Natural Titanium
 ₹1,05,000
 256 GB - Like New

Chat Call

Finish Your Next Phone
 4% EMI on top brands. Instant approval. No annual fee.

Partner advertisement **Check Offers**

Samsung Galaxy M34 5G 128 GB
 128 GB - Good
 ₹13,000

Chat Call

OnePlus 11R 256GB Galactic Silver
 256 GB - Good
 ₹30,000

Chat Call

Xiaomi 13T Pro 12/256GB Black
 128 GB - Like New

My Listing - Trade-in

Category: Mobiles
 Location: Delhi

Post Ad Trade-In Get Cash

Your Listing
 Hyundai Creta SX 2022

[PARTNER NAME] - TRADE-IN
Exchange your phone & upgrade today
 Get the best exchange value - Zero hassle - Same-day credit

Best Value Trusted Partner Instant Credit

Start Trade-In

Why Trade-in with [Partner name]?

- Best exchange value for your phone**
 Up to 15% more than other players
- Doorstep collection**
 We'll pick up from your home, free of charge
- Instant upgrade credit**
 Credit applied to your new phone, you'll drive home

How It Works

- Order device details**
 Model, storage, condition - takes 60 seconds
- Get your quote**
 It's an evaluation covered by [Partner name] at ₹0/₹10.
- Schedule pickup**
 Pick a slot, we collect and credit within 24 hours

ADPV - Partner Offer

FEATURED **OLX Verified Seller**

₹85,000
Samsung Galaxy S24 Ultra 12/256GB
 Posted on 2 days ago
 Andheri, Mumbai

Finding your perfect phone?
 Just ask the experts. [Partner name]

Key Highlights

- Storage: **256 GB**
- RAM: **12 GB**
- Condition: **Compare Like New**
- Battery: **5000 mAh**
- Ownership: **1st Owner**

Interested in this phone?



Remarketing

Remarketing : Why we are winning

❑ Unmatched Scale & Reach

~1.7 million auctions a year

~ 134 Automalls across 90 cities

~ 200,000 registered buyers on the platform

~ **Largest phygital auction marketplace**

❑ Large Opportunity and TAM

Large and growing used vehicle market

Institutional supply accelerating

Low auction penetration and Highly fragmented ecosystem

Globally a 40bn\$ business

❑ Proven Product

2.5 lakh+ vehicles transacted annually

Scaled volumes across CV, PV, 2W, FE, CE

> 40% of business from Retail segment

~**5300 crores GMV processed on the platform**

❑ High-Barrier Physical + Digital Infrastructure

Pan-India yard & logistics network

Institutional relationships (Banks, NBFCs, OEMs)

~15,000 active Retail suppliers

~**100,000 addressable base (~1.5% penetration)**

❑ Proprietary data and World class Tech

Pricing intelligence built on transaction data

Demand-supply matching engines

Automation across lifecycle

Leveraging Tech and Data, to fuel Inter-Geo

Technology Scaled Infrastructure

AI* Match Making

Cross Geography Product

Pricing tool

Trade-in

FinTech

Partnership



THANK YOU !