

Date: October 28, 2026

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(s)/Madam(s),

**Sub: Investors Update/Presentation on unaudited Financial Results of the CarTrade Tech Limited (the “Company”) for the second quarter and half year ended on September 30, 2026**

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 for the Unaudited Financial Results of the Company for the second quarter and half year ended on September 30, 2026.

The same is also available on the website of the Company at <https://www.cartradetech.com/>

The above is for your information and records.

**Yours faithfully**

**For CarTrade Tech Limited**

PAL LAL  
BAHADUR  
DEEPNARAYAN  
Digitally signed by  
PAL LAL BAHADUR  
DEEPNARAYAN  
Date: 2026.10.28  
11:42:00 +05'30'

**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.

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# Investor Presentation

Q2 FY27 Quarter ended

October 2026



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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,

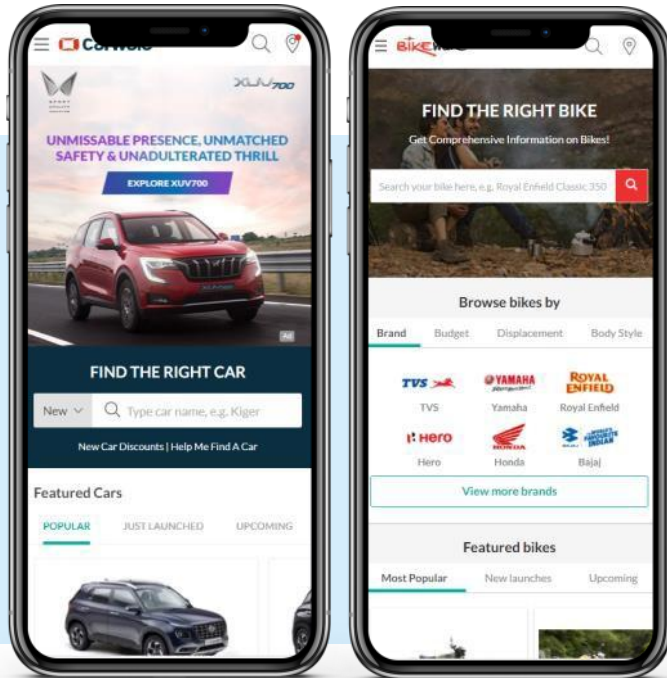
The Company’s future levels of growth and expansion, technological implementation, changes and advancements, changes in revenue, income or cash flows, the Company’s market preferences and its exposure to market risks, as well as other risks. The Company’s actual results, levels of activity, performance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

## 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.

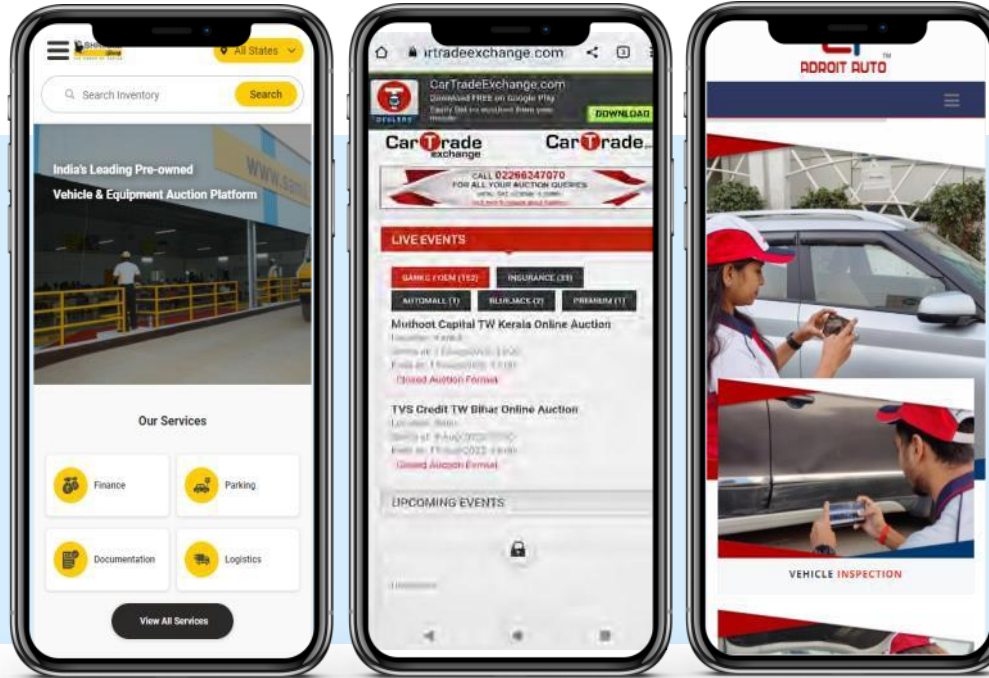
## Remarketing Group



Phygital Auction Services

Online Auction Services

Inspection Services



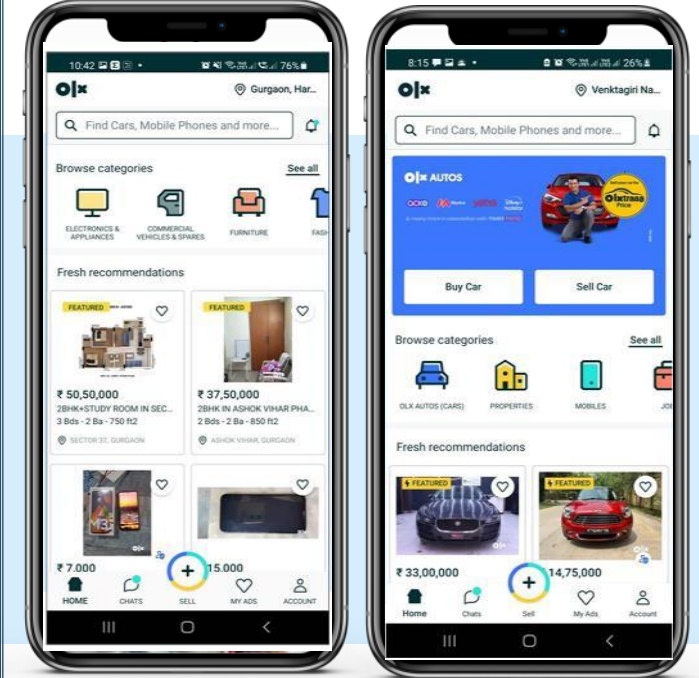
Online-offline auction platform used by consumers, business sellers, dealers, and fleet owners

Inspection and valuation services

## OLX India



Used Classifieds Business



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

BUILT FOR PROFITABLE GROWTH | Margin expands to 36%

🚩 Founded in 2010

🚀 Listed in 2021

4 Year Growth Story – PAT Grows 60% CAGR

COMPOUNDING AT SCALE\*

Revenue CAGR 24%

EBITDA CAGR 74%

PAT CAGR 60%

STRUCTURAL MARGIN EXPANSION

9% → 36%

CAPITAL STRENGTH

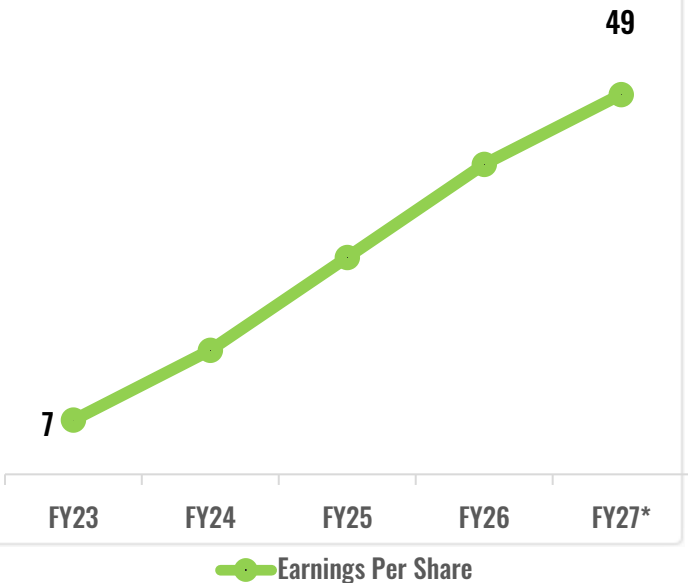
₹1,401 Cr  
CASH RESERVES

Debt Profile | Zero Debt

Cash Balance Change | ~ 300 Crores

Return On Equity\* → 10%

SHAREHOLDER VALUE



\*Q2 FY27 Annualized

Profit after tax\* ₹264 Cr - Among India's most profitable listed digital platforms

# Record Revenue at ₹236 crores and highest ever PBT of ₹85 crores



**#1**  
- Auto Portal in India<sup>(1)</sup>  
- Used Classified Business<sup>(1)</sup>  
- Vehicle Auction Platform



**~76 Mn MAU<sup>(2)</sup>**  
Across Platforms  
~100 Mn+ App Downloads



**96%<sup>(3)</sup>**  
Organic Unique Visitors in  
Q2 FY27



**500+ Physical Locations**  
Automall, abSure & OLX India outlets



**1.6 Mn**  
FY27 Auction Listings<sup>(4)</sup>



**₹ 236 Crores**  
Revenue Q2 FY27



**₹ 106 Crores**  
Adj EBITDA Q2 FY27



**₹ 66 Crores**  
Profit after tax Q2 FY27



**₹ 1401 crores** strong  
**Cash balance**

CarTrade Tech Ltd | Investor Presentation

Note:  
1. Based on relative online search popularity on Google Trends when compared to our key competitors over the period from March 2024 to September 2026 for CarWale (CW), BikeWale (BW) & OLX India.  
2. Monthly. Average Unique visitor (MAU) that visit our websites or apps, across Carwale, Bikewale and CarTrade ~ 43 Mn MAU and on OLX India ~ 33 Mn MAU for FY27 Q2.  
3. Organic Unique Visitors of Carwale, Bikewale, Cartrade 92% & OLX India 100%.  
4. FY27 auction listing for Remarketing business is 1.56 Mn and FY27 auction volume for Remarketing business is 2.35 lakhs.

# Consolidated Performance: Record Revenue at ₹236 crores | Highest ever PBT of ₹85 crores

Amount in Rs lakhs

| Particulars                                   | Quarter ended |               |               |            | Half Year ended |               |            | Year ended    |
|-----------------------------------------------|---------------|---------------|---------------|------------|-----------------|---------------|------------|---------------|
|                                               | Sep 30, 2026  | Jun 30, 2026  | Sep 30, 2025  | Y-o-Y      | Sep 30, 2026    | Sep 30, 2025  | Y-o-Y      | Mar 31, 2026  |
| <b>Income</b>                                 |               |               |               |            |                 |               |            |               |
| Revenue from operations (A)                   | 21,309        | 20,116        | 19,341        | 10%        | 41,426          | 36,645        | 13%        | 77,927        |
| Other income*                                 | 2,313         | 2,858         | 2,873         | -19%       | 5,171           | 5,419         | -5%        | 9,050         |
| <b>Total Income</b>                           | <b>23,623</b> | <b>22,974</b> | <b>22,214</b> | <b>6%</b>  | <b>46,596</b>   | <b>42,064</b> | <b>11%</b> | <b>86,977</b> |
| Employee cost                                 | 8,367         | 8,347         | 7,755         | 8%         | 16,714          | 15,277        | 9%         | 30,709        |
| Marketing                                     | 771           | 792           | 784           | -2%        | 1,563           | 1,656         | -6%        | 3,272         |
| Other expenses                                | 4,570         | 4,680         | 4,442         | 3%         | 9,250           | 9,002         | 3%         | 18,247        |
| <b>Total expenses (B)</b>                     | <b>13,709</b> | <b>13,819</b> | <b>12,982</b> | <b>6%</b>  | <b>27,527</b>   | <b>25,935</b> | <b>6%</b>  | <b>52,227</b> |
| <b>EBITDA (A) - (B)</b>                       | <b>7,600</b>  | <b>6,298</b>  | <b>6,359</b>  | <b>20%</b> | <b>13,898</b>   | <b>10,710</b> | <b>30%</b> | <b>25,700</b> |
| <b>EBITDA %</b>                               | <b>36%</b>    | <b>31%</b>    | <b>33%</b>    |            | <b>34%</b>      | <b>29%</b>    |            | <b>33%</b>    |
| Finance cost                                  | 304           | 319           | 303           | 0%         | 622             | 606           | 3%         | 1,248         |
| Depreciation and amortization expense         | 1,065         | 1,077         | 937           | 14%        | 2,143           | 1,840         | 16%        | 3,869         |
| <b>Profit before exceptional item and tax</b> | <b>8,545</b>  | <b>7,759</b>  | <b>7,992</b>  | <b>7%</b>  | <b>16,304</b>   | <b>13,684</b> | <b>19%</b> | <b>29,634</b> |
| Exceptional Item - Labour law impact          | -             | 308           | -             |            | 308             | -             |            | 651           |
| <b>Profit Before Tax</b>                      | <b>8,545</b>  | <b>7,452</b>  | <b>7,992</b>  | <b>7%</b>  | <b>15,997</b>   | <b>13,684</b> | <b>17%</b> | <b>28,983</b> |
| Current tax                                   | 1,007         | 893           | 717           | 40%        | 1,900           | 1,150         | 65%        | 1,854         |
| Deferred tax expenses                         | 942           | 884           | 867           | 9%         | 1,825           | 1,420         | 29%        | 2,778         |
| <b>Profit After Tax</b>                       | <b>6,595</b>  | <b>5,675</b>  | <b>6,408</b>  | <b>3%</b>  | <b>12,271</b>   | <b>11,114</b> | <b>10%</b> | <b>24,351</b> |
| <b>Adjusted EBITDA</b>                        | <b>10,550</b> | <b>9,750</b>  | <b>9,573</b>  | <b>10%</b> | <b>20,300</b>   | <b>16,856</b> | <b>20%</b> | <b>36,302</b> |
| <b>Adjusted EBITDA %</b>                      | <b>45%</b>    | <b>42%</b>    | <b>43%</b>    |            | <b>44%</b>      | <b>40%</b>    |            | <b>42%</b>    |

\* Other Income in Q2 FY26 and H1 FY26 includes Rs 10.49 crores and 14.19 crores respectively on account of write back of provision.

## Consumer Group: Margin expands to 41%

Amount in Rs lakhs

| Particulars                                   | Quarter ended |              |              |            | Half Year ended |               |            | Year ended    |
|-----------------------------------------------|---------------|--------------|--------------|------------|-----------------|---------------|------------|---------------|
|                                               | Sep 30, 2026  | Jun 30, 2026 | Sep 30, 2025 | Y-o-Y      | Sep 30, 2026    | Sep 30, 2025  | Y-o-Y      | Mar 31, 2026  |
| <b>Income</b>                                 |               |              |              |            |                 |               |            |               |
| Revenue from operations (A)                   | 7,949         | 7,811        | 7,625        | 4%         | 15,760          | 14,263        | 10%        | 30,833        |
| Other income                                  | 1,095         | 1,335        | 917          | 19%        | 2,430           | 2,168         | 12%        | 4,014         |
| <b>Total Income</b>                           | <b>9,045</b>  | <b>9,146</b> | <b>8,542</b> | <b>6%</b>  | <b>18,191</b>   | <b>16,431</b> | <b>11%</b> | <b>34,847</b> |
| Employee cost                                 | 3,073         | 3,482        | 3,013        | 2%         | 6,555           | 6,117         | 7%         | 12,376        |
| Marketing                                     | 666           | 718          | 728          | -8%        | 1,385           | 1,520         | -9%        | 3,102         |
| Other expenses                                | 981           | 1,025        | 816          | 20%        | 2,006           | 1,615         | 24%        | 3,555         |
| <b>Total expenses (B)</b>                     | <b>4,721</b>  | <b>5,225</b> | <b>4,557</b> | <b>4%</b>  | <b>9,946</b>    | <b>9,252</b>  | <b>7%</b>  | <b>19,034</b> |
| <b>EBITDA (A) - (B)</b>                       | <b>3,228</b>  | <b>2,586</b> | <b>3,068</b> | <b>5%</b>  | <b>5,814</b>    | <b>5,011</b>  | <b>16%</b> | <b>11,800</b> |
| <b>EBITDA %</b>                               | <b>41%</b>    | <b>33%</b>   | <b>40%</b>   |            | <b>37%</b>      | <b>35%</b>    |            | <b>38%</b>    |
| Finance cost                                  | 26            | 28           | 18           | 38%        | 53              | 37            | 43%        | 86            |
| Depreciation and amortization expense         | 261           | 279          | 247          | 5%         | 540             | 481           | 12%        | 1,086         |
| <b>Profit before exceptional item and tax</b> | <b>4,038</b>  | <b>3,614</b> | <b>3,719</b> | <b>9%</b>  | <b>7,652</b>    | <b>6,661</b>  | <b>15%</b> | <b>14,641</b> |
| Exceptional Item - Labour law impact          | -             | 308          | -            |            | 308             | -             |            | 651           |
| <b>Profit Before Tax</b>                      | <b>4,038</b>  | <b>3,307</b> | <b>3,719</b> | <b>9%</b>  | <b>7,344</b>    | <b>6,661</b>  | <b>10%</b> | <b>13,990</b> |
| Current tax                                   | -             | -            | -            |            | -               | -             |            | -758          |
| Deferred tax expenses                         | 804           | 733          | 850          | -5%        | 1,537           | 1,492         | 3%         | 3,202         |
| <b>Profit After Tax</b>                       | <b>3,233</b>  | <b>2,574</b> | <b>2,869</b> | <b>13%</b> | <b>5,807</b>    | <b>5,168</b>  | <b>12%</b> | <b>11,547</b> |
| <b>Adjusted EBITDA</b>                        | <b>4,535</b>  | <b>4,241</b> | <b>4,090</b> | <b>11%</b> | <b>8,776</b>    | <b>7,442</b>  | <b>18%</b> | <b>16,436</b> |
| <b>Adjusted EBITDA %</b>                      | <b>50%</b>    | <b>46%</b>   | <b>48%</b>   |            | <b>48%</b>      | <b>45%</b>    |            | <b>47%</b>    |

## Remarketing: Profit grows by 47% | Margin crosses 30%

Amount in Rs lakhs

| Particulars                           | Quarter ended |              |              |            | Half Year ended |               |            | Year ended    |
|---------------------------------------|---------------|--------------|--------------|------------|-----------------|---------------|------------|---------------|
|                                       | Sep 30, 2026  | Jun 30, 2026 | Sep 30, 2025 | Y-o-Y      | Sep 30, 2026    | Sep 30, 2025  | Y-o-Y      | Mar 31, 2026  |
| <b>Income</b>                         |               |              |              |            |                 |               |            |               |
| Revenue from operations (A)           | 7,030         | 6,723        | 6,262        | 12%        | 13,753          | 12,202        | 13%        | 25,931        |
| Other income                          | 776           | 700          | 603          | 29%        | 1,476           | 1,256         | 18%        | 2,410         |
| <b>Total Income</b>                   | <b>7,806</b>  | <b>7,423</b> | <b>6,866</b> | <b>14%</b> | <b>15,230</b>   | <b>13,458</b> | <b>13%</b> | <b>28,341</b> |
| Employee cost                         | 2,839         | 2,739        | 2,710        | 5%         | 5,578           | 5,194         | 7%         | 10,561        |
| Other expenses                        | 2,072         | 2,083        | 1,914        | 8%         | 4,155           | 3,990         | 4%         | 8,190         |
| <b>Total expenses (B)</b>             | <b>4,910</b>  | <b>4,823</b> | <b>4,624</b> | <b>6%</b>  | <b>9,733</b>    | <b>9,184</b>  | <b>6%</b>  | <b>18,751</b> |
| <b>EBITDA (A) - (B)</b>               | <b>2,120</b>  | <b>1,901</b> | <b>1,639</b> | <b>29%</b> | <b>4,021</b>    | <b>3,018</b>  | <b>33%</b> | <b>7,181</b>  |
| <b>EBITDA %</b>                       | <b>30%</b>    | <b>28%</b>   | <b>26%</b>   |            | <b>29%</b>      | <b>25%</b>    |            | <b>28%</b>    |
| Finance cost                          | 268           | 279          | 275          | -3%        | 547             | 548           | 0%         | 1,112         |
| Depreciation and amortization expense | 674           | 670          | 598          | 13%        | 1,343           | 1,164         | 15%        | 2,377         |
| <b>Profit Before Tax</b>              | <b>1,955</b>  | <b>1,652</b> | <b>1,369</b> | <b>43%</b> | <b>3,607</b>    | <b>2,563</b>  | <b>41%</b> | <b>6,101</b>  |
| Current tax                           | 448           | 427          | 363          | 24%        | 876             | 705           | 24%        | 1,584         |
| Deferred tax expenses / (Credit)      | 55            | -11          | 17           |            | 44              | -73           |            | -85           |
| <b>Profit After Tax</b>               | <b>1,451</b>  | <b>1,237</b> | <b>990</b>   | <b>47%</b> | <b>2,688</b>    | <b>1,930</b>  | <b>39%</b> | <b>4,601</b>  |
| <b>Adjusted EBITDA</b>                | <b>2,897</b>  | <b>2,602</b> | <b>2,245</b> | <b>29%</b> | <b>5,498</b>    | <b>4,280</b>  | <b>28%</b> | <b>9,602</b>  |
| <b>Adjusted EBITDA %</b>              | <b>37%</b>    | <b>35%</b>   | <b>33%</b>   |            | <b>36%</b>      | <b>32%</b>    |            | <b>34%</b>    |

# OLX India: Revenue zooms 26% | EBITDA jumps by 36%

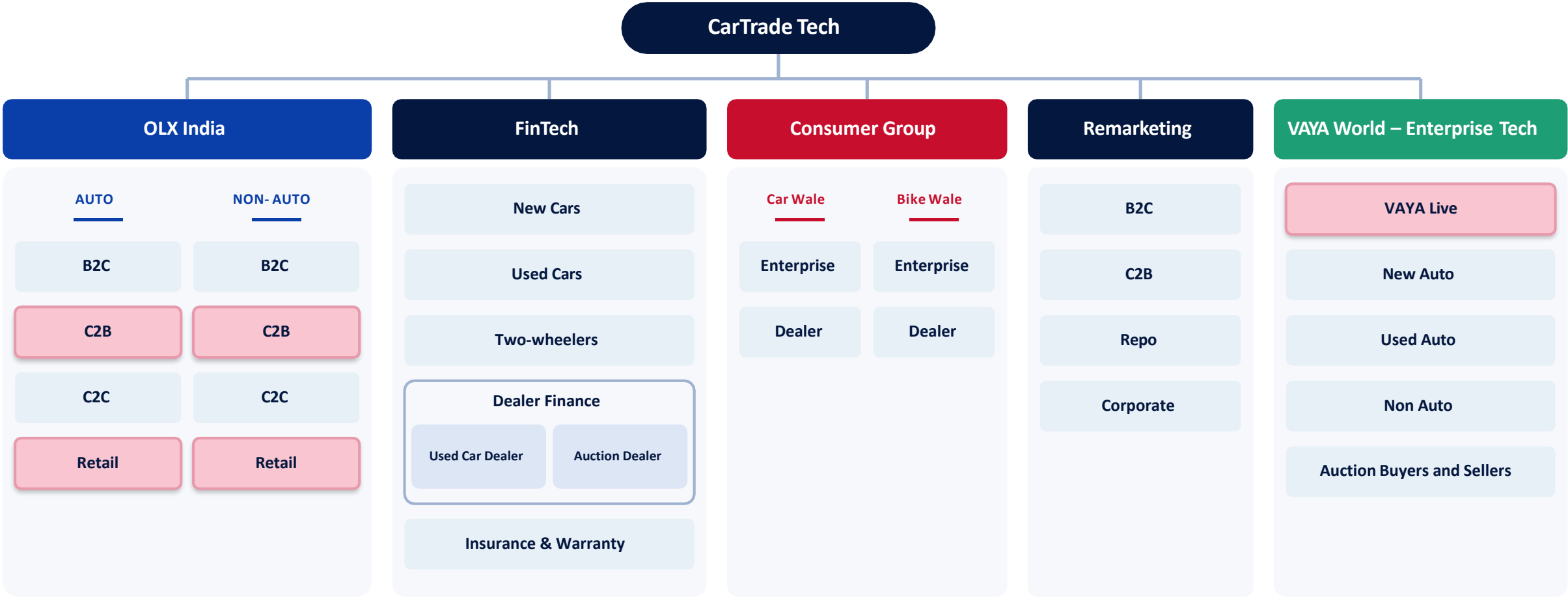
Amount in Rs lakhs

| Particulars                           | Quarter ended |              |              |             | Half Year ended |               |            | Year ended    |
|---------------------------------------|---------------|--------------|--------------|-------------|-----------------|---------------|------------|---------------|
|                                       | Sep 30, 2026  | Jun 30, 2026 | Sep 30, 2025 | Y-o-Y       | Sep 30, 2026    | Sep 30, 2025  | Y-o-Y      | Mar 31, 2026  |
| <b>Income</b>                         |               |              |              |             |                 |               |            |               |
| Revenue from operations (A)           | 7,018         | 6,218        | 5,552        | 26%         | 13,236          | 10,366        | 28%        | 21,756        |
| Other income*                         | 441           | 819          | 1,351        | -67%        | 1,260           | 1,991         | -37%       | 2,630         |
| <b>Total Income</b>                   | <b>7,459</b>  | <b>7,036</b> | <b>6,902</b> | <b>8%</b>   | <b>14,496</b>   | <b>12,357</b> | <b>17%</b> | <b>24,385</b> |
| Employee cost                         | 2,401         | 2,074        | 1,988        | 21%         | 4,474           | 3,877         | 15%        | 7,592         |
| Other expenses                        | 2,368         | 2,333        | 1,912        | 24%         | 4,701           | 3,809         | 23%        | 7,452         |
| <b>Total expenses (B)</b>             | <b>4,769</b>  | <b>4,406</b> | <b>3,900</b> | <b>22%</b>  | <b>9,175</b>    | <b>7,685</b>  | <b>19%</b> | <b>15,044</b> |
| <b>EBITDA (A) - (B)</b>               | <b>2,249</b>  | <b>1,812</b> | <b>1,652</b> | <b>36%</b>  | <b>4,061</b>    | <b>2,681</b>  | <b>51%</b> | <b>6,711</b>  |
| <b>EBITDA %</b>                       | <b>32%</b>    | <b>29%</b>   | <b>30%</b>   |             | <b>31%</b>      | <b>26%</b>    |            | <b>31%</b>    |
| Finance cost                          | 10            | 12           | 10           | 3%          | 23              | 21            | 7%         | 49            |
| Depreciation and amortization expense | 131           | 128          | 92           | 43%         | 260             | 195           | 33%        | 405           |
| <b>Profit Before Tax</b>              | <b>2,549</b>  | <b>2,489</b> | <b>2,901</b> | <b>-12%</b> | <b>5,039</b>    | <b>4,455</b>  | <b>13%</b> | <b>8,886</b>  |
| Current tax                           | 558           | 465          | 354          | 58%         | 1,023           | 443           | 131%       | 1,025         |
| Deferred tax expenses / (Credit)      | 83            | 162          | -            |             | 245             | -             |            | -339          |
| <b>Profit After Tax</b>               | <b>1,908</b>  | <b>1,863</b> | <b>2,547</b> | <b>-25%</b> | <b>3,771</b>    | <b>4,012</b>  | <b>-6%</b> | <b>8,201</b>  |
| <b>Adjusted EBITDA</b>                | <b>3,114</b>  | <b>2,905</b> | <b>3,235</b> | <b>-4%</b>  | <b>6,019</b>    | <b>5,129</b>  | <b>17%</b> | <b>10,258</b> |
| <b>Adjusted EBITDA %</b>              | <b>42%</b>    | <b>41%</b>   | <b>47%</b>   |             | <b>42%</b>      | <b>42%</b>    |            | <b>42%</b>    |

\* Other Income in Q2 FY26 and H1 FY26 includes Rs 10.49 crores and 14.19 crores respectively on account of write back of provision.

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# Product Strategy



- Intelligence First
- Brand Leadership
- Customer First
- Asset-Light
- Network Effects
- Operating Leverage
- Proprietary data

New Auto

Used Auto

OLX India

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# CarTrade Used Auto

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



OUR MISSION

# CHANGE THE WAY INDIA BUYS AND SELLS USED CARS

**3.4 Mn+**

Cars Listed every year

**23 Mn+**

Car buyers every year





**94%** research used cars online

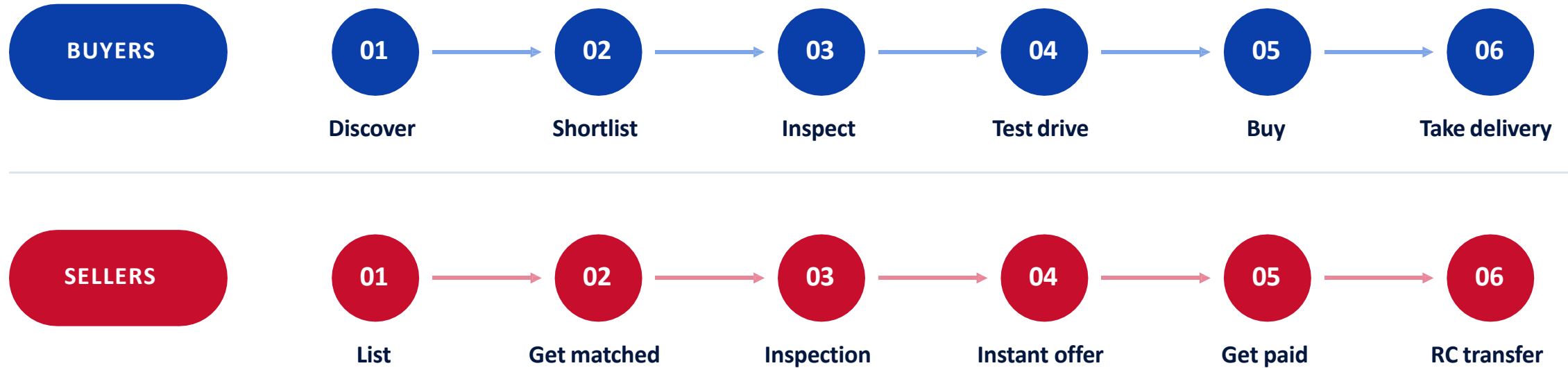


**62%** would consider purchasing a used car online



**58%** still want a test drive before buying





### Verified inventory

Every car carries the same inspection standard regardless of which partner sourced it.

### Transparent pricing

The price on the listing is the price at the counter.

### For the seller

One visit instead of six strangers at the gate. A price they can check, money the same day, and no lingering liability on a car they no longer own.

### For the partner

A continuous, first-party supply of retail-grade stock — sourced from sellers who came to us, organically

# ONE BRAND. ONE EXPERIENCE. **POWERED BY PARTNERS**

## THE PLATFORMS

### **OLX + CarWale**

Supplies the demand and the data the brand is built on.

- Traffic & first-party intent
- Pricing and demand data
- Brand equity and reach
- Technology platform

## THE BRAND

Owens the customer promise and the standard behind it.

- The customer promise
- Inspection & pricing standards
- Inventory strategy
- Partner selection and scoring

## THE OPERATORS

### **Retail partners**

Runs the physical business the promise depends on.

- Inventory procurement
- Stores and infrastructure
- Refurbishment
- Sales, delivery and service

**We control the experience. Partners execute the operations.**

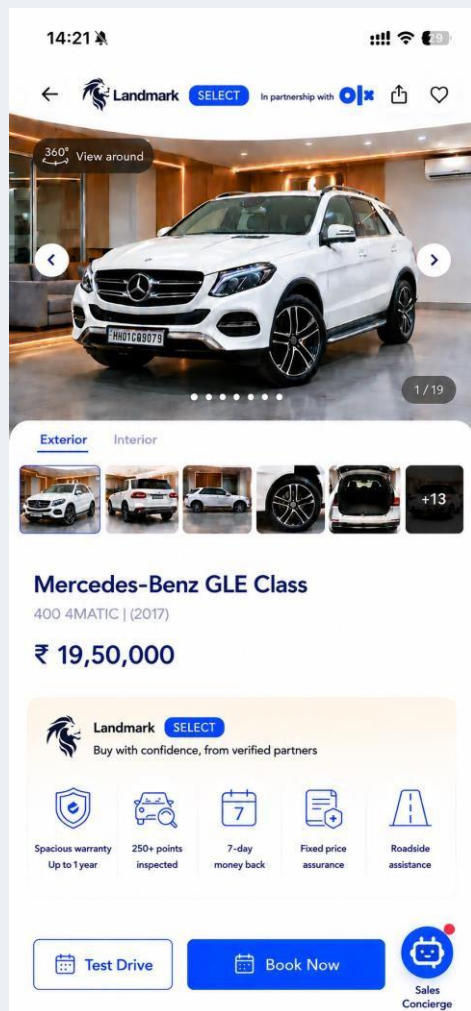


DRIVING THE FUTURE OF  
**PRE-OWNED MOBILITY**

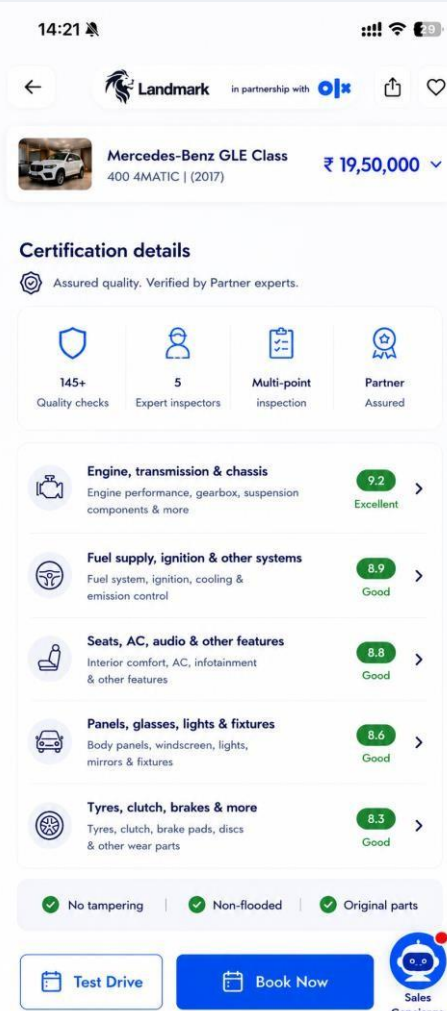
STRATEGIC PARTNERSHIP SIGNING

MUMBAI | SEPTEMBER 2026

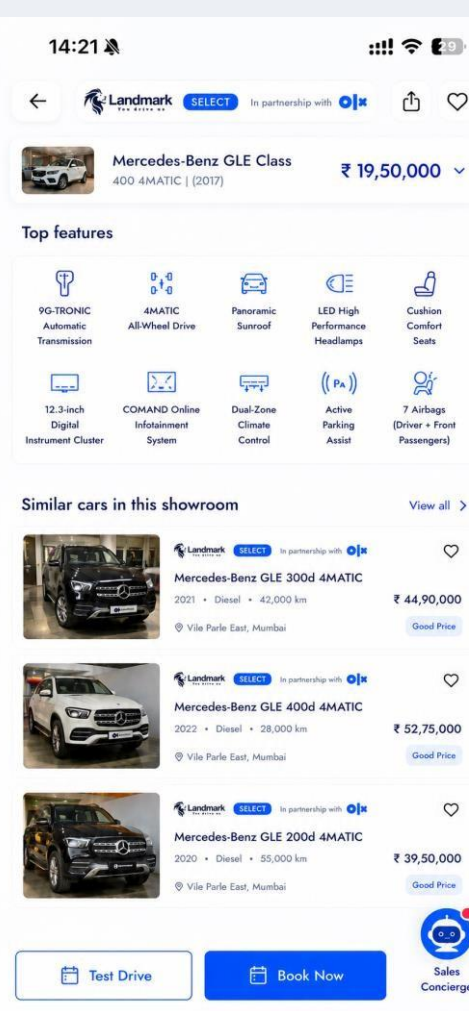




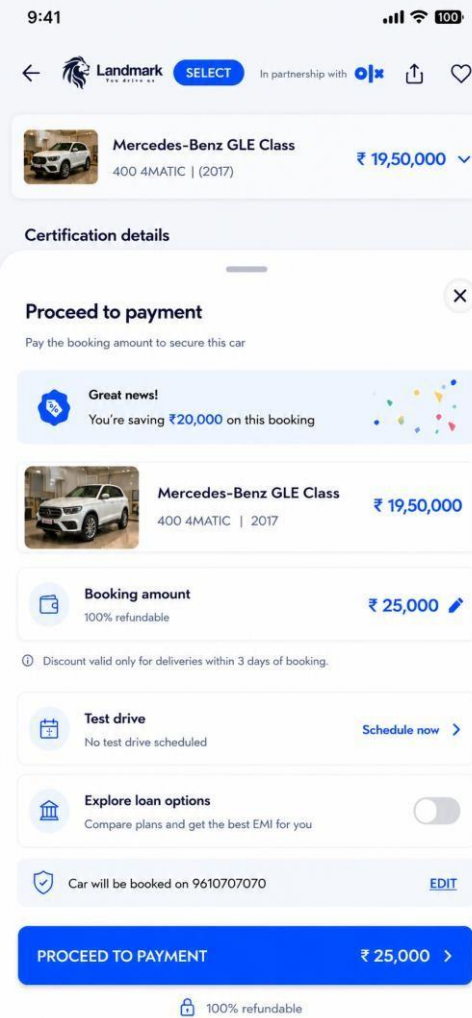
360 views and Sales Concierge



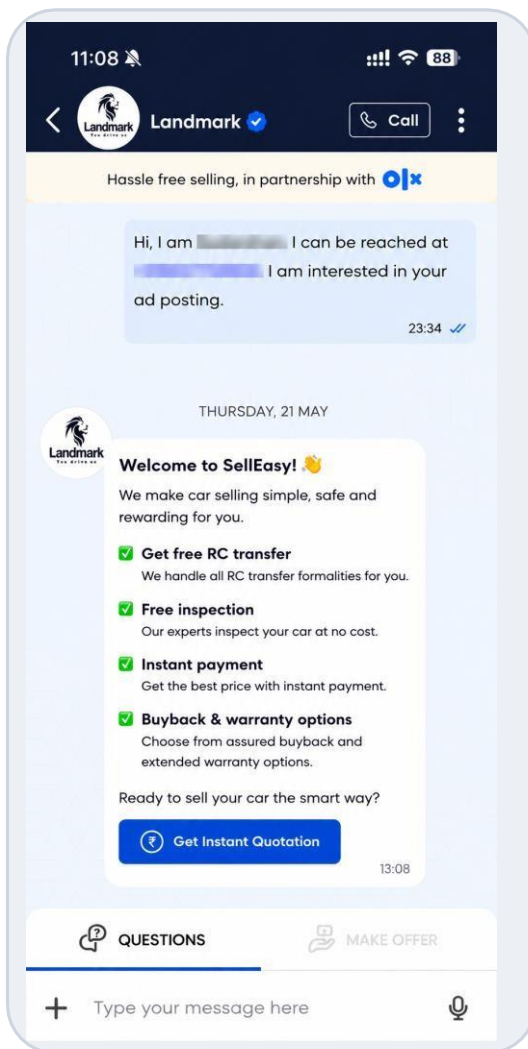
Certification



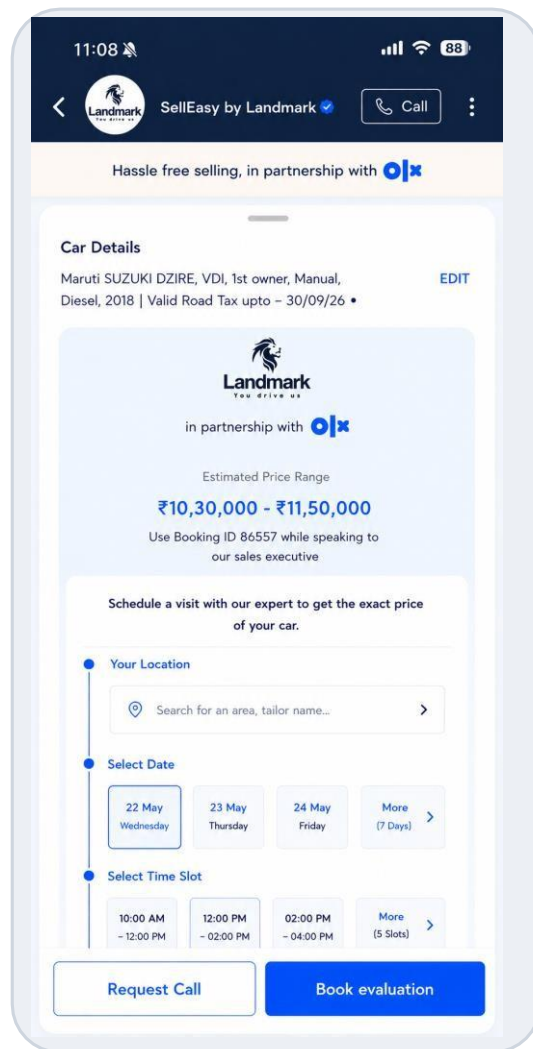
Showroom Catalogue



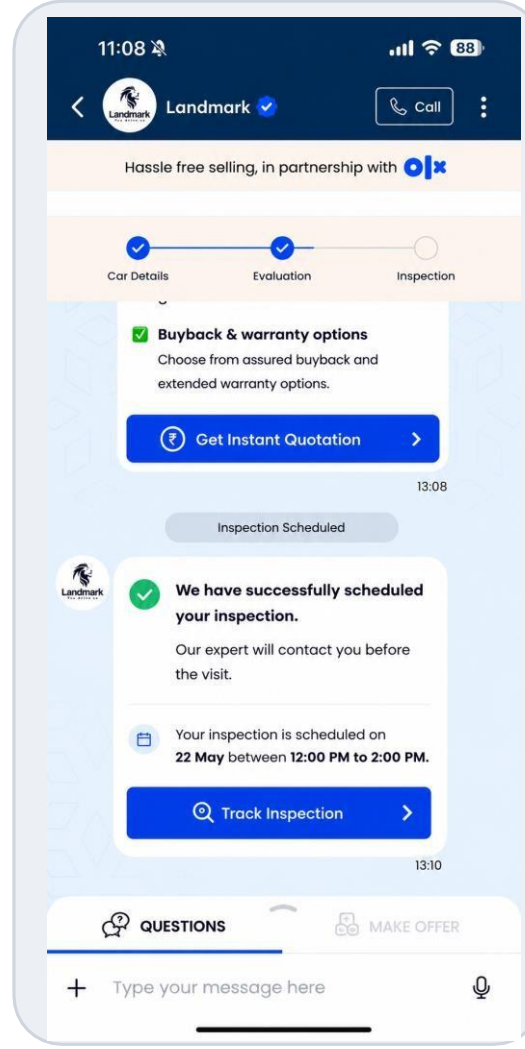
Test Drive and Reservation



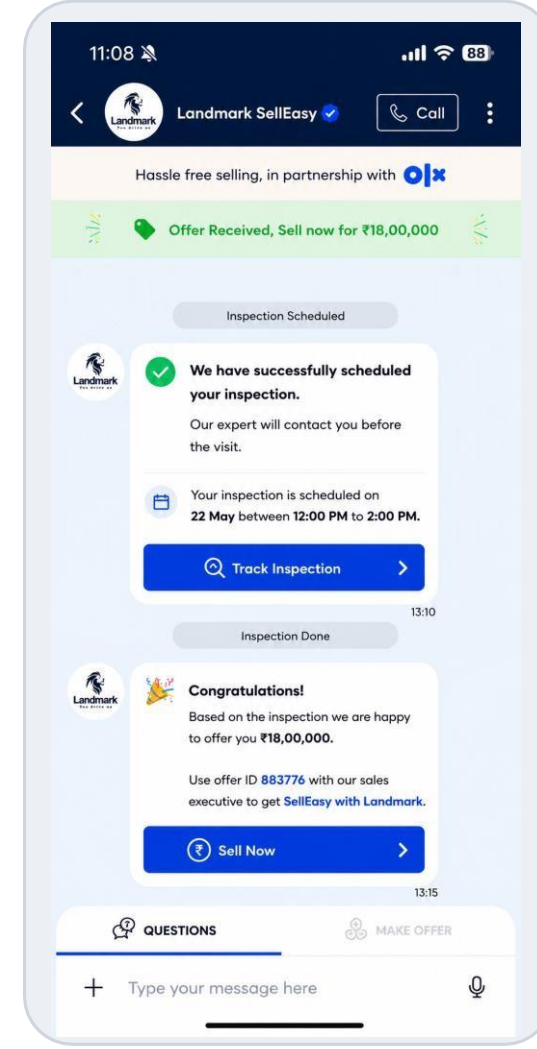
Instant quotation messages



Scheduling flow through chat

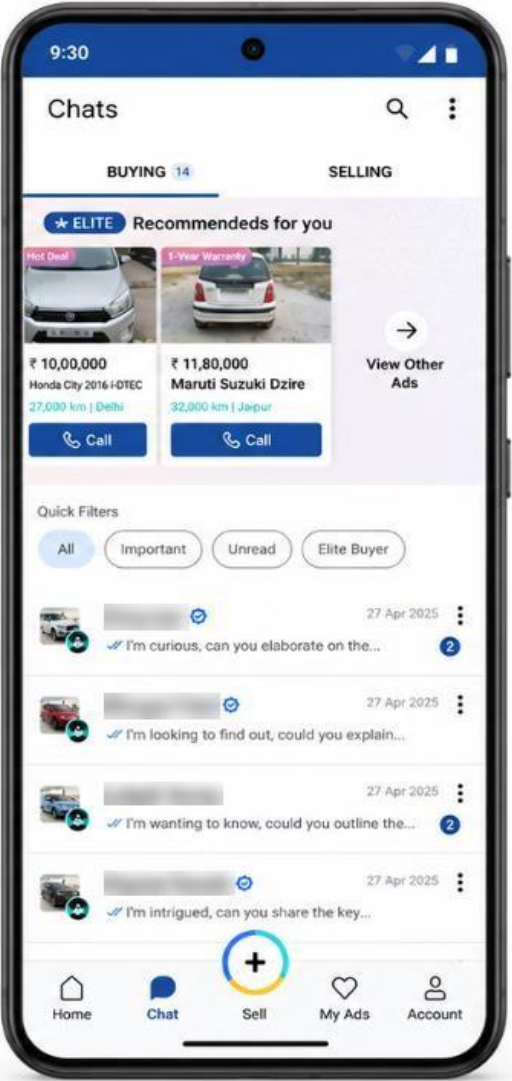


Step by Step notifications

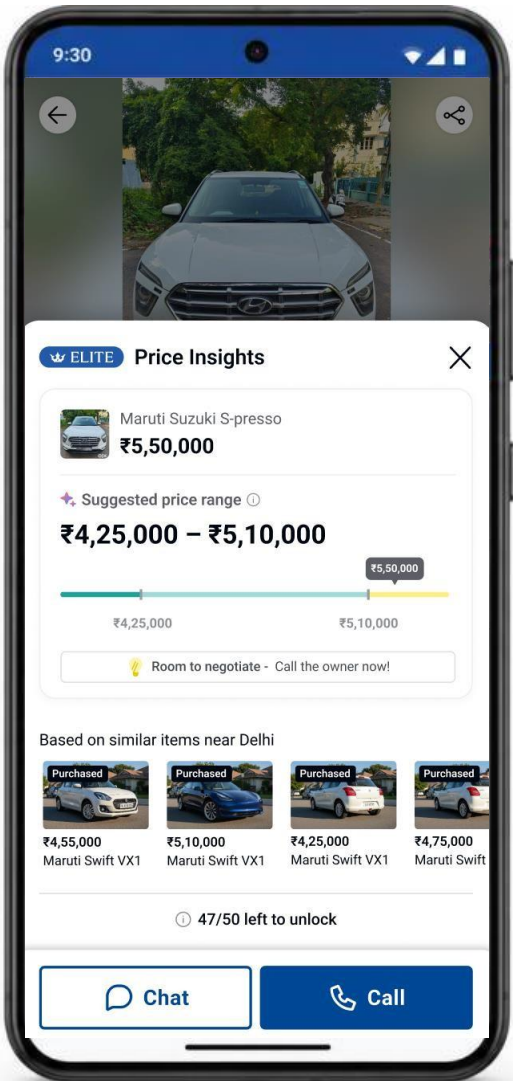


Status tracker

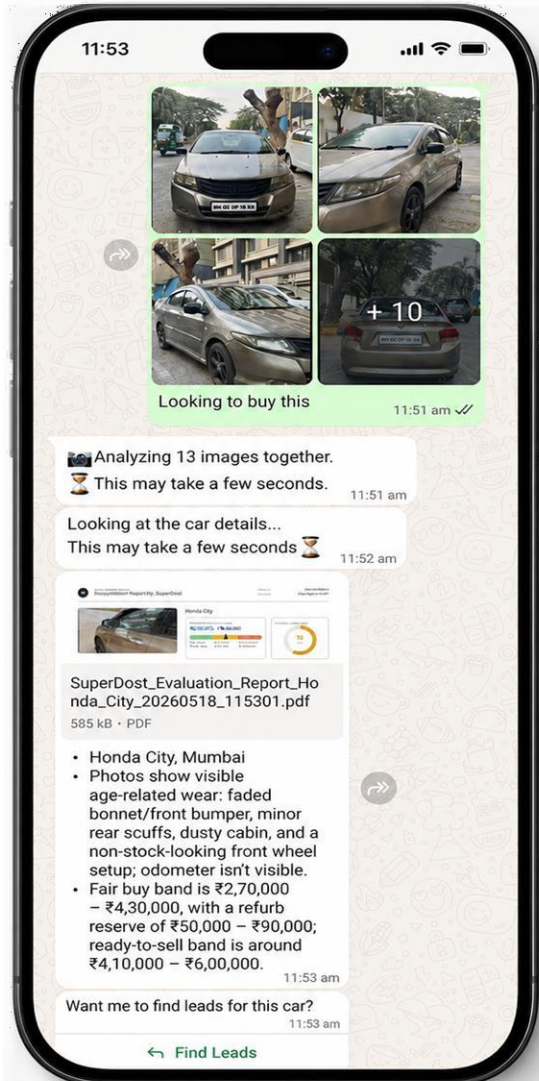
Match Making Agent



Pricing Agent



Condition Agent



New Auto

Used Auto

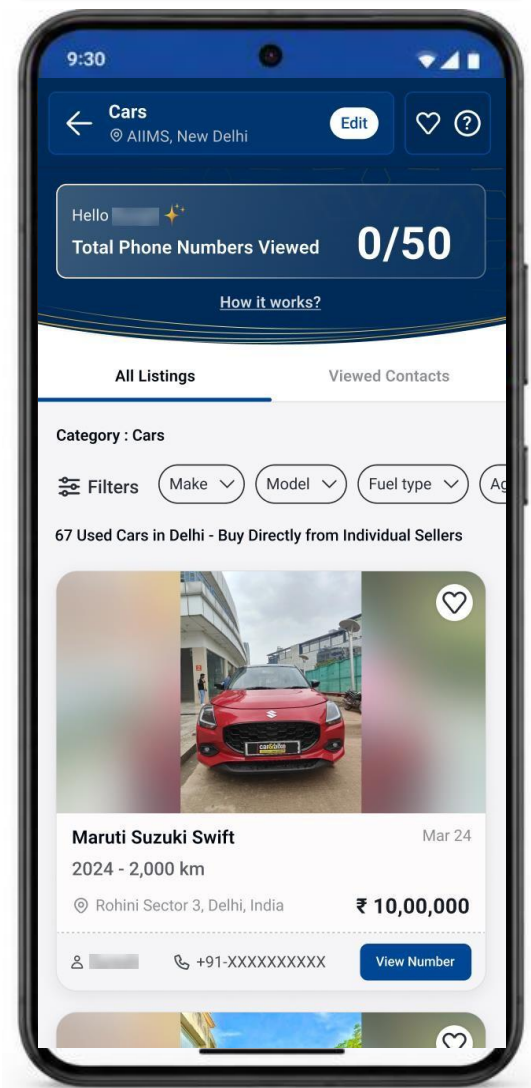
OLX India

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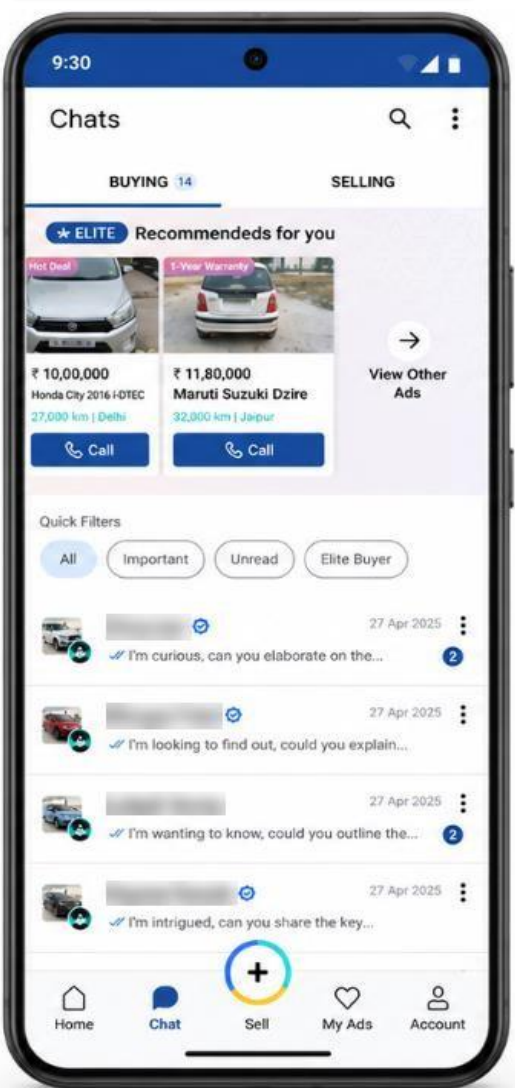
# OLX India



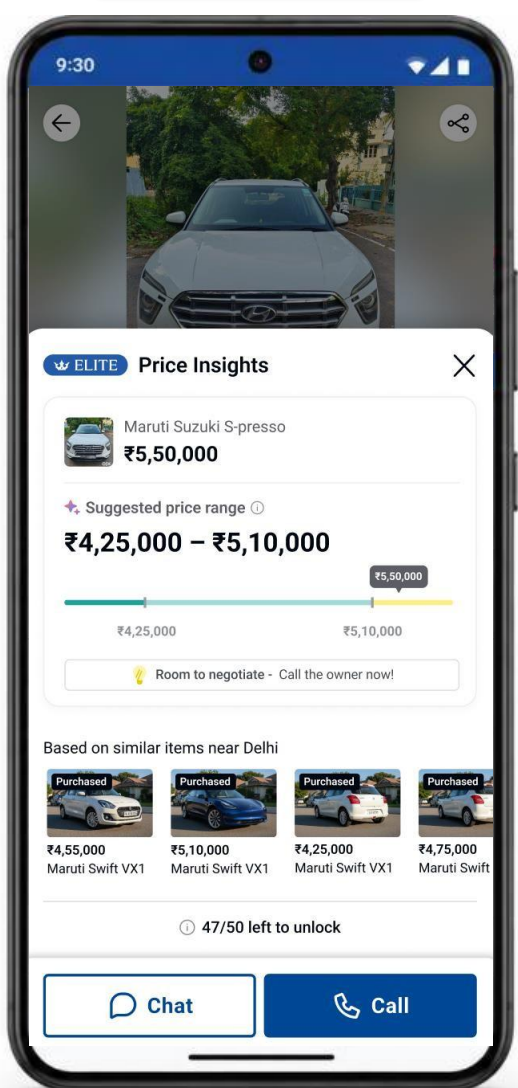
Elite Buyer - Dashboard



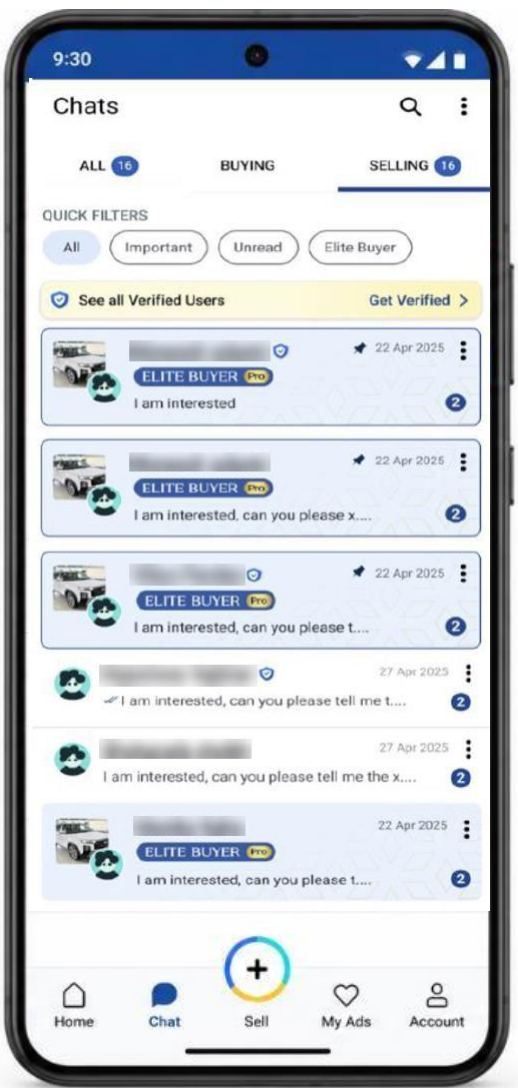
Match Making - Chat

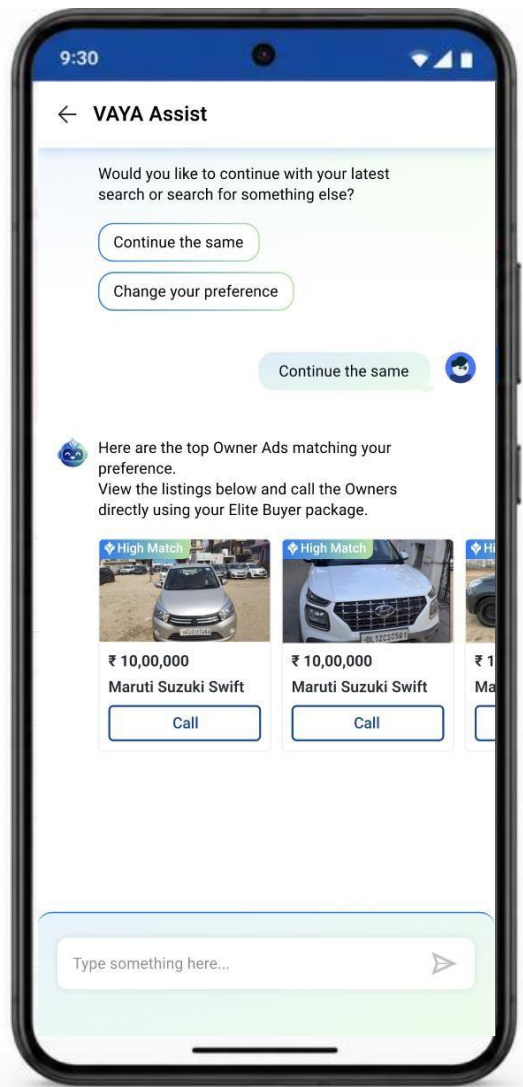
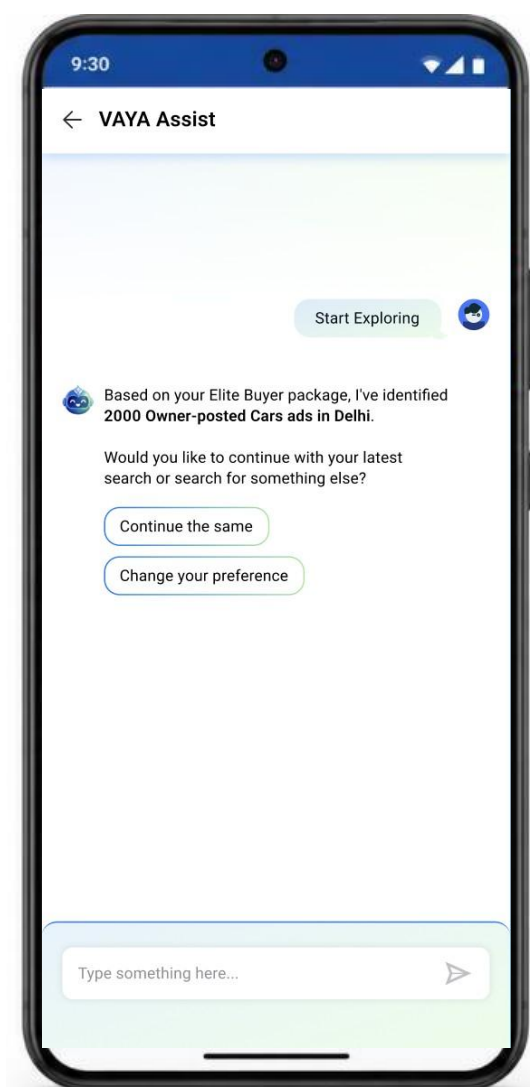
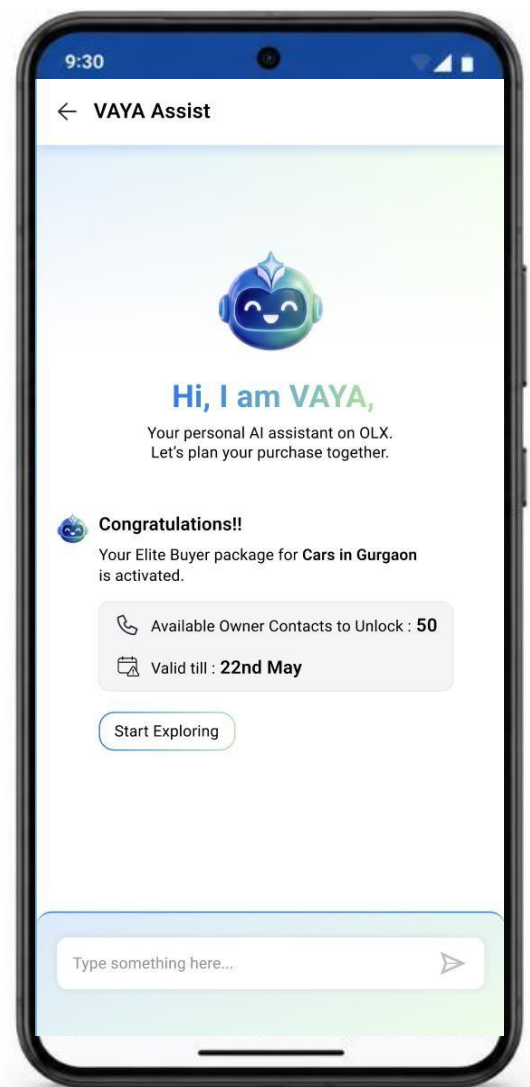
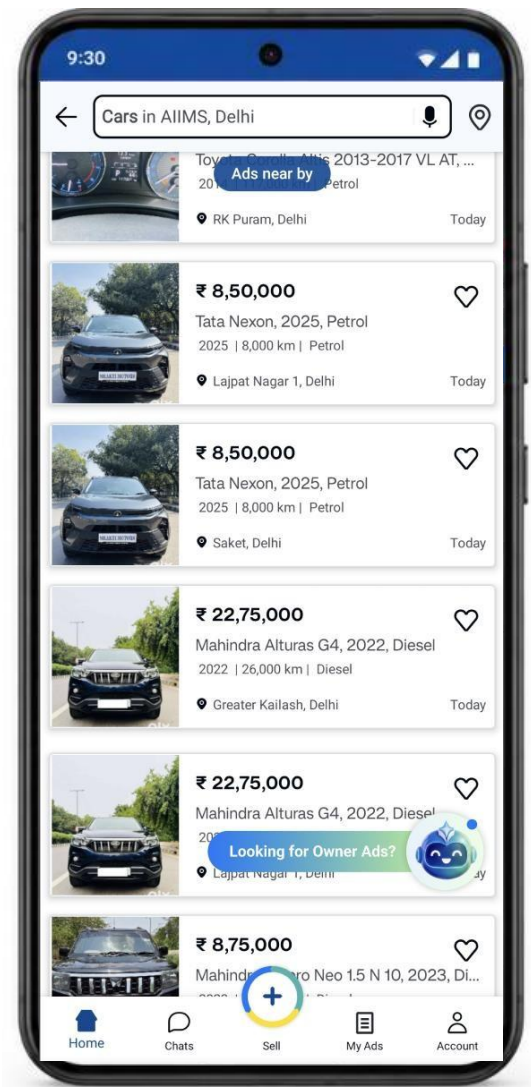


Buyer - Pricing

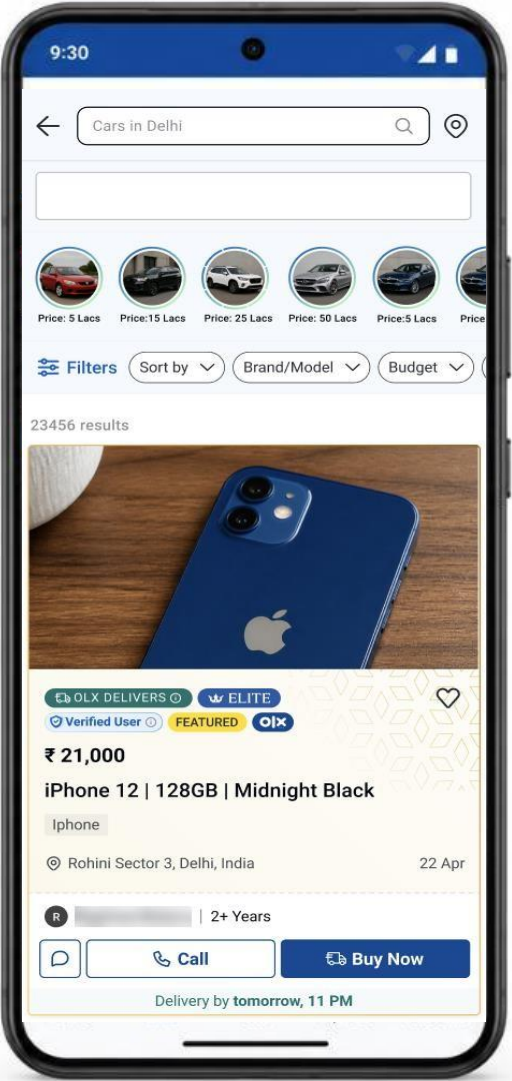


Seller experience

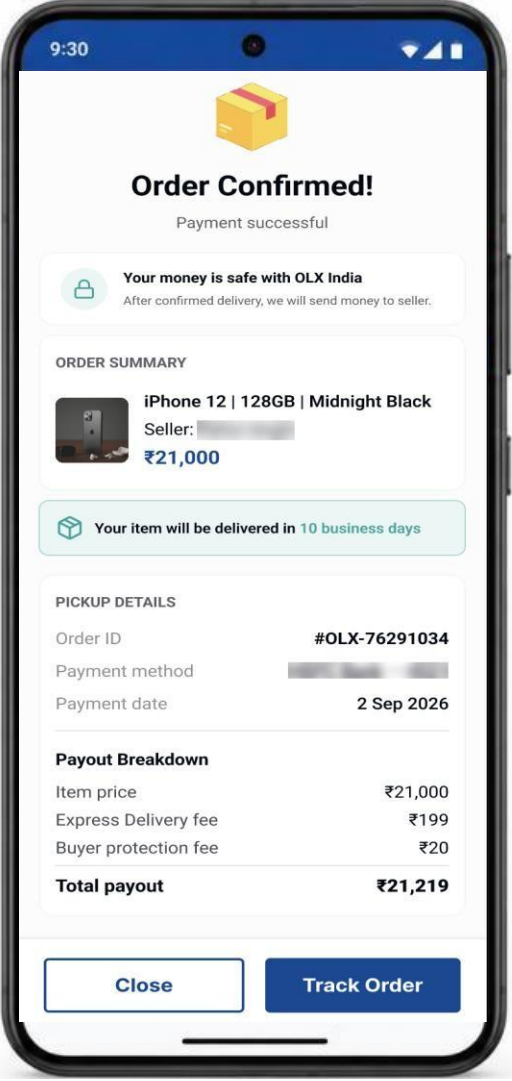




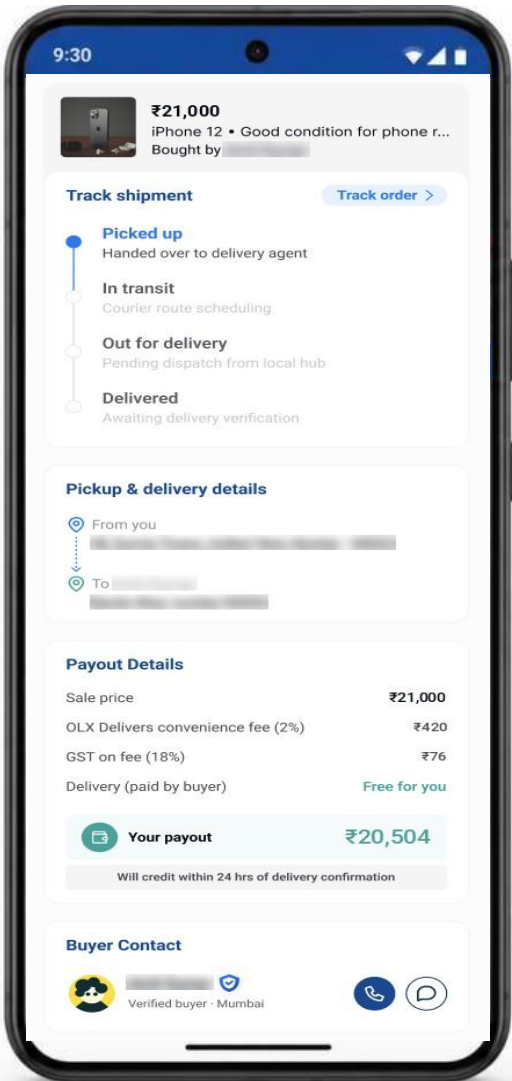
Buy Now



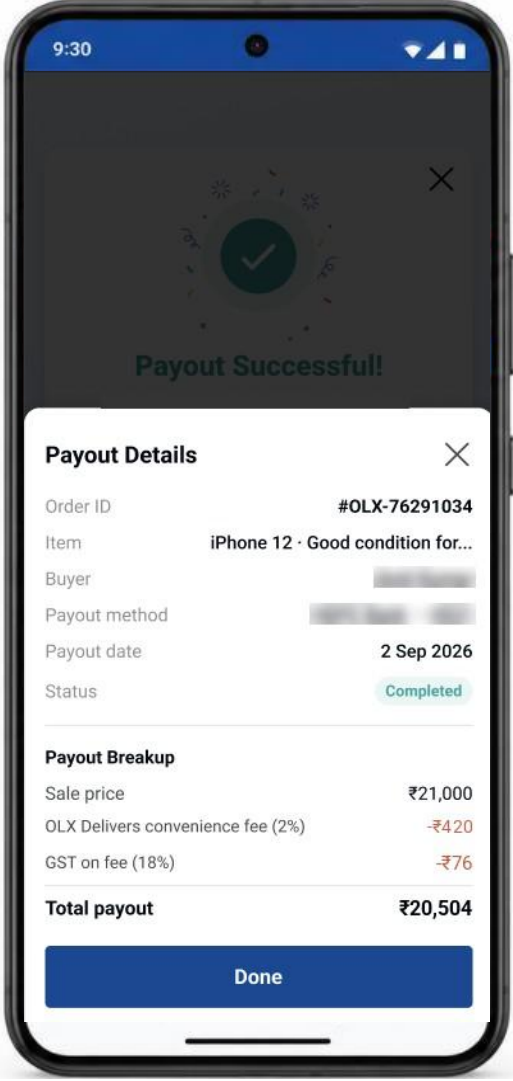
Payment to Escrow



Logistics tracking



Payment release



New Auto

Used Auto

OLX India

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# CarTrade New Auto



# AI Assist Launched for Every Step of New-Car Buying

NEW AUTO

## GUIDED JOURNEY

# 17 steps, one guided flow

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



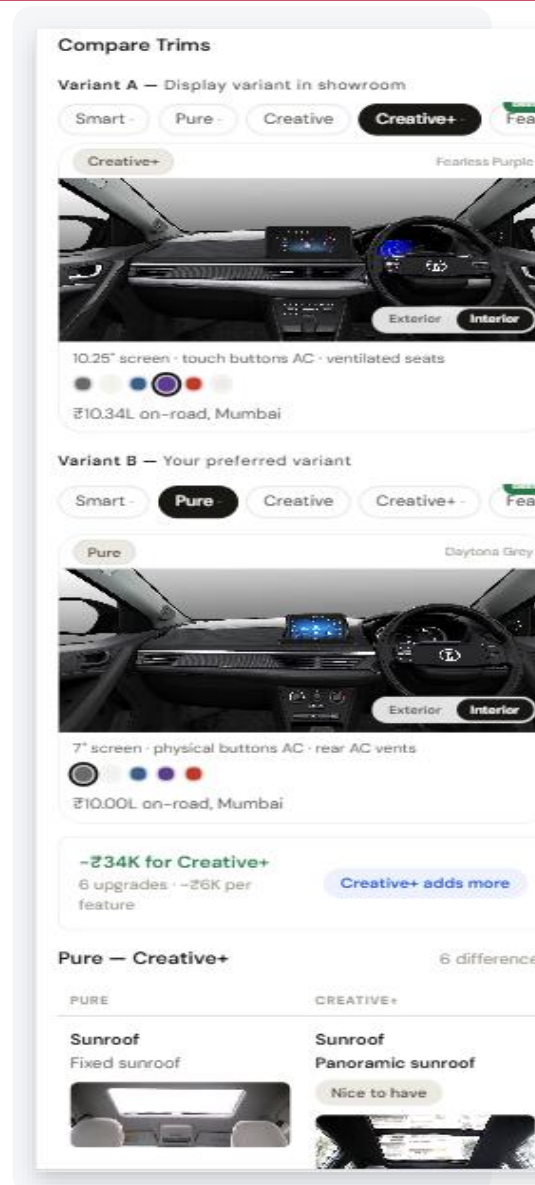
See how any trim differs from the showroom's display car



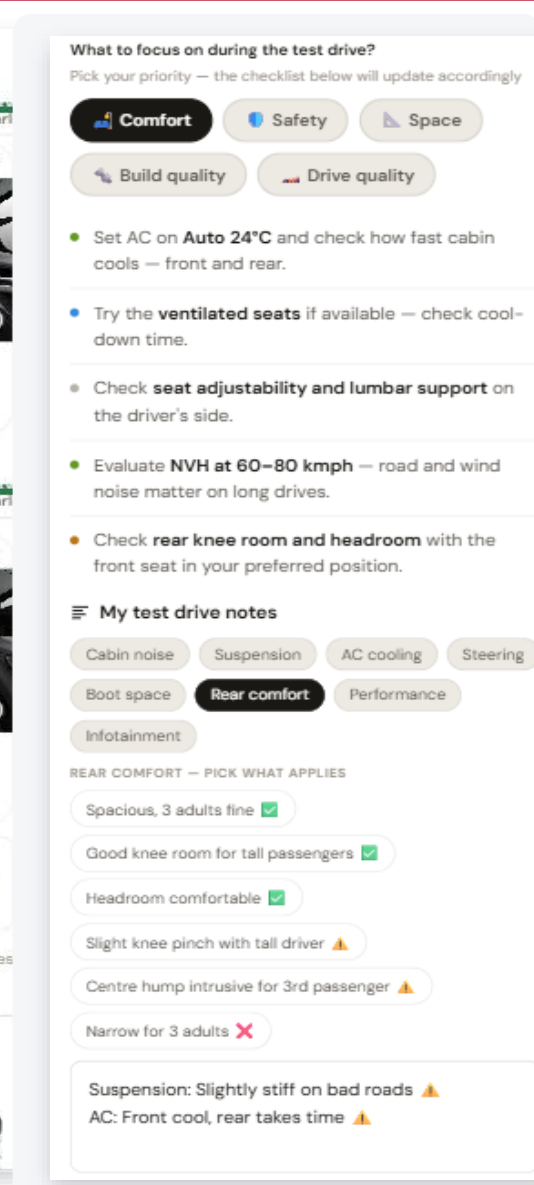
Test-drive checklist with captured, comparable notes



Community price validator- understand if your quote is at market



Compare trims vs. the display car



Test-drive checklist & notes

## 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 >

CarTradeTech

VAYA **LIVE**



# Vision

Become the automotive industry's **always-on** intelligence and action platform for **OEMs, dealers and the wider automotive ecosystem** which allows them to **understand, market, target, connect and deliver an experience** to automotive users.

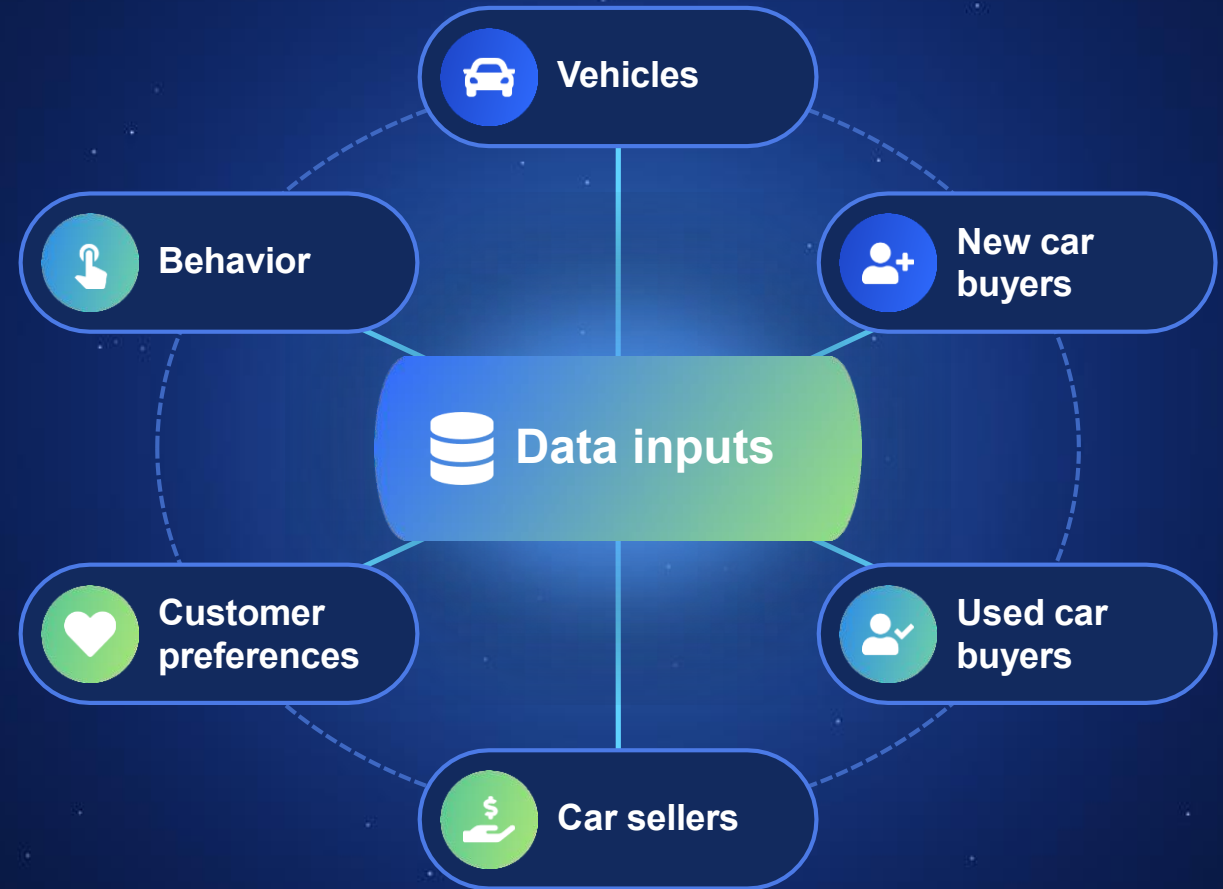


# What is VAYA Live?

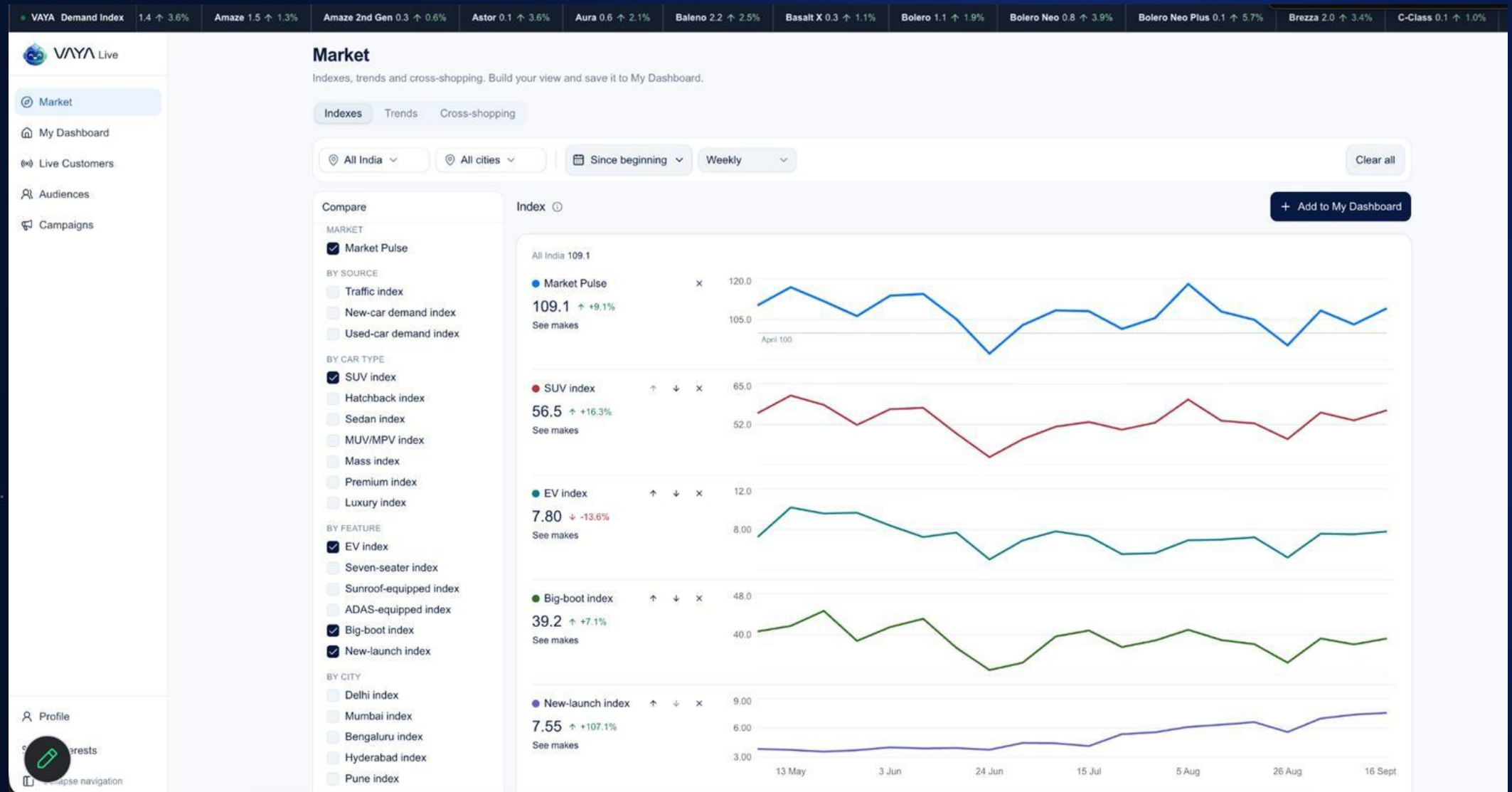


# Proprietary Data Foundation

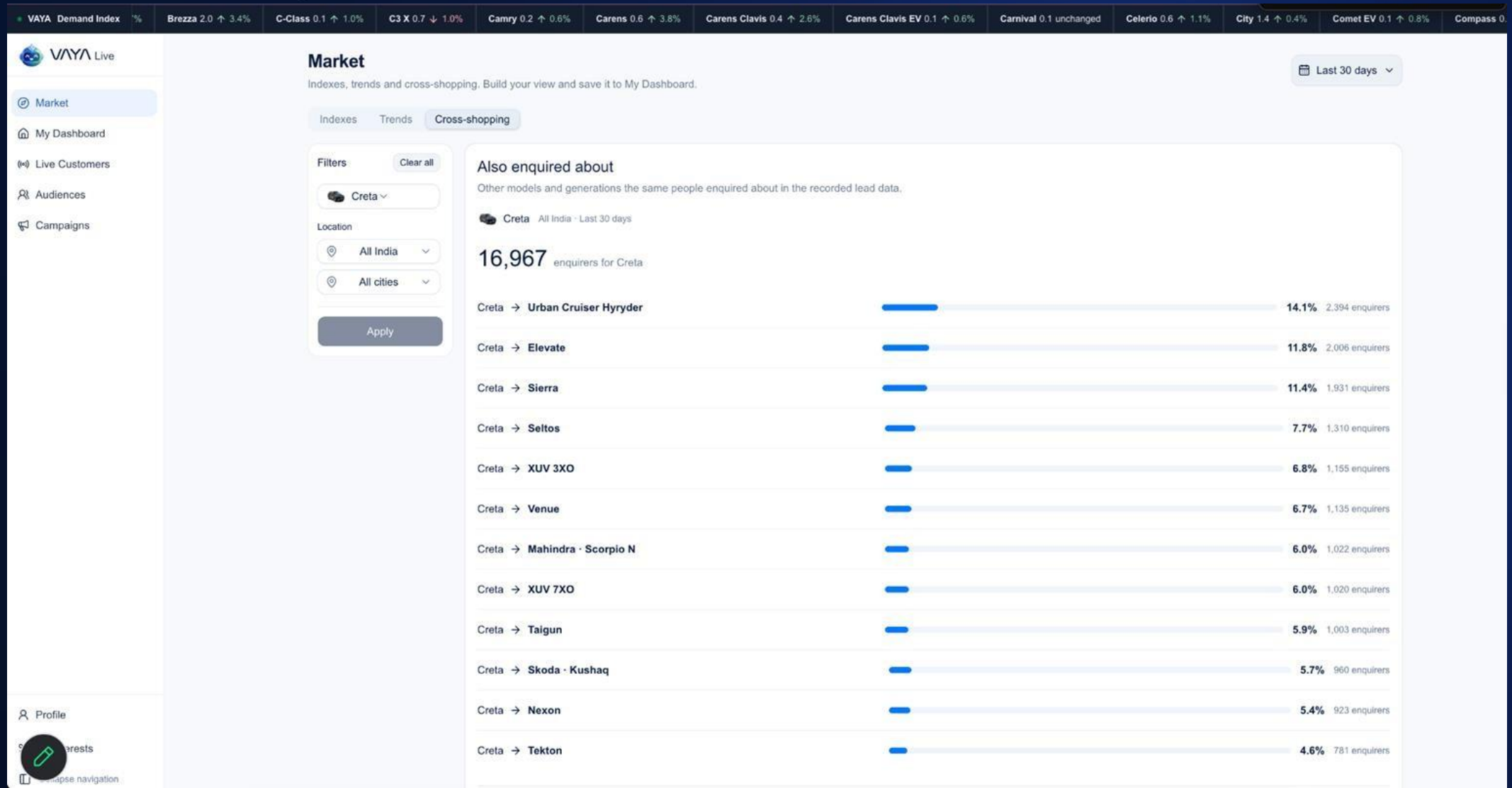
- **Proprietary data** across **OLX, CarWale and BikeWale**
- One of the **largest automotive datasets** in the world
- **Hyperlocal intelligence** across geographies
- Granular insights at **make, model and variant level**



# Live Market- *The Indian Auto Stock Exchange*

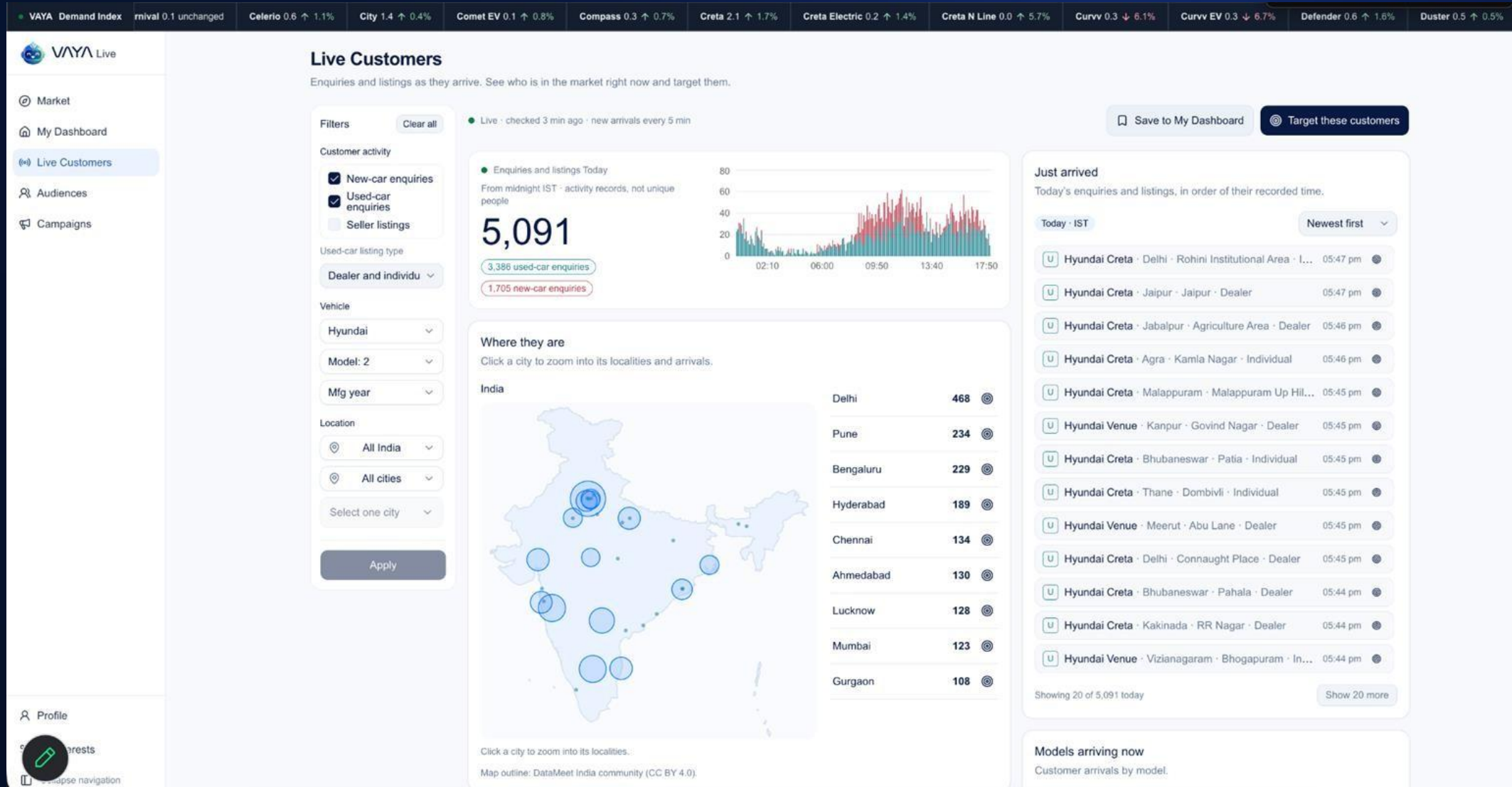


# Cross shop



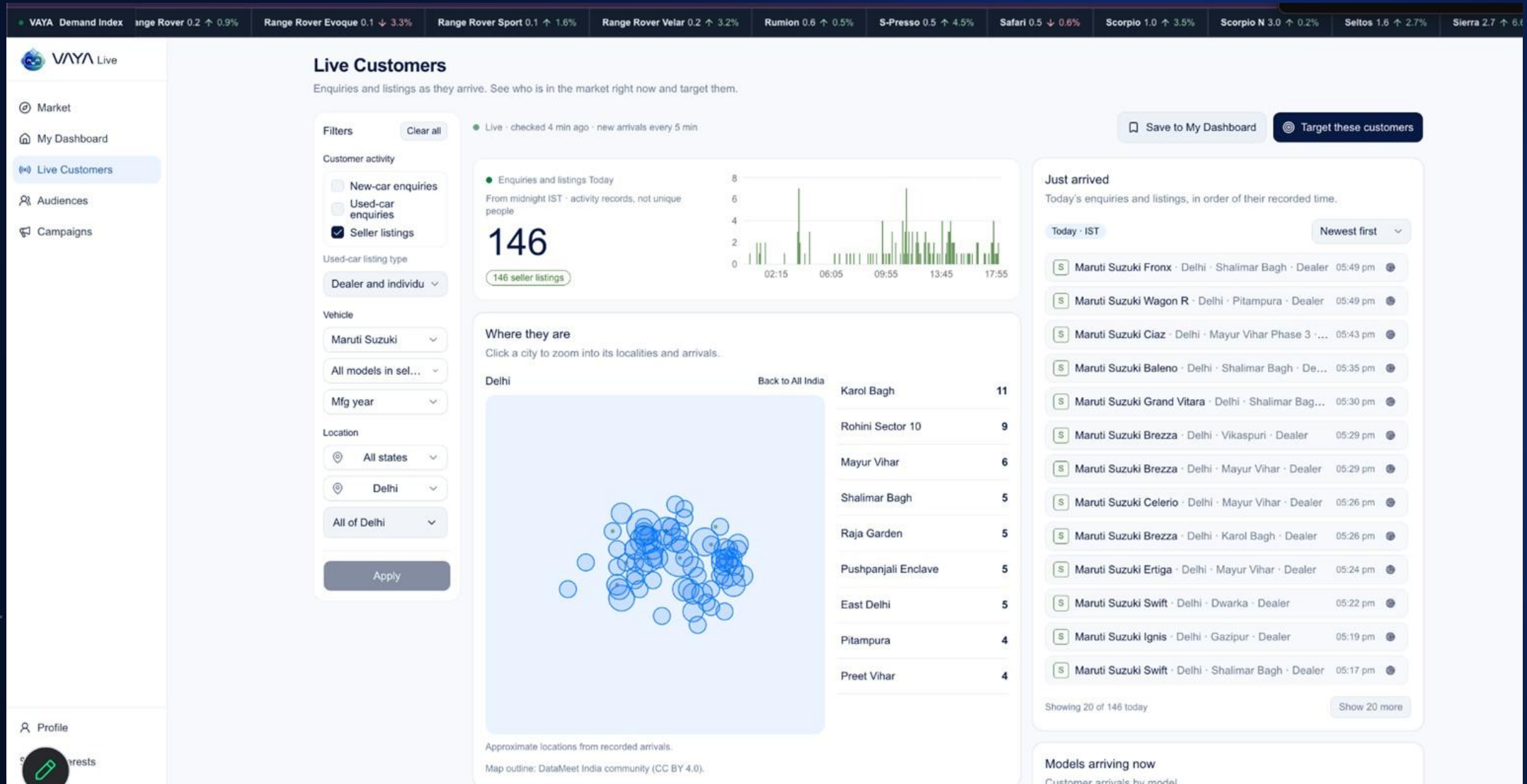
Illustrative screens with sample data, shown for presentation purposes only.

# Live Shoppers



Illustrative screens with sample data, shown for presentation purposes only.

# The Ability to Trade-In with Live Sellers



Illustrative screens with sample data, shown for presentation purposes only.



**THANK YOU !**