

Issue Highlights

 Issue Opens: **Monday, August 9, 2021**

 Issue Closes: **Wednesday, August 11, 2021**

 Price Band: **₹ 1,585 – ₹ 1,618**

Bid Lot: 9 Shares and in multiples thereafter

Face Value: 10/-

Listing: NSE / BSE

Registrar: Link Intime India Private Limited

Offer for Sale: Up to 18,532,216 Equity Shares

Issue size: ₹ 2,937.36 Crs – ₹ 2,998.51 Crs

Net Offer Break up:

Category	Allocation	Amount in Crs	
		Lower Band	Upper Band
QIB	50%	1,468.68	1,499.26
NIB	15%	440.60	449.78
Retail	35%	1,028.07	1,049.48
Total	100%	2,937.36	2,998.51

Business Overview

CarTrade Tech Limited platforms, CarWale and BikeWale, ranked number one on relative online search popularity when compared to their key competitors over the period from April 2020 to March 2021, while Shriram Automall is one of the leading used vehicle auction platforms based on number of vehicles listed for auction for the financial year 2020 (Source: RedSeer Report). CarTrade Tech Limited key competitors, were the only profitable automotive digital platform for the financial year 2020. CarTrade Tech Limited have multi-channel auto platform with coverage and presence across vehicle types and value-added services. CarTrade Tech Limited platforms operate under several brands: CarWale, CarTrade, Shriram Automall, BikeWale, CarTrade Exchange, Adroit Auto and AutoBiz. Through these platforms, we enable new and used automobile customers, vehicle dealerships, vehicle OEMs and other businesses to buy and sell their vehicles in a simple and efficient manner. CarTrade Tech Limited vision is to create an automotive digital ecosystem which connects automobile customers, OEMs, dealers, banks, insurance companies and other stakeholders. CarTrade Tech Limited automotive ecosystem is highly fragmented and complex.

Promoters

The Company Is A Professionally Managed Company And Does Not Have An Identifiable Promoter

Object of the Offer

The Offer Price will be determined by our Company, the Major Shareholders and the Investor Selling Shareholders in consultation with the BRLMs, on the basis of assessment of market demand for the Equity Shares offered through the Book Building Process and on the basis of quantitative and qualitative factors as described below.

Qualitative Factors

Some of the qualitative factors and our strengths which form the basis for computing the Offer Price are:

- Leading Marketplace for Automotive Sales with a Synergistic Ecosystem
- Brands and Customer Experience Driving Powerful Network Effects
- Proprietary End-to-End Technology Platforms
- Focus on Data Science to Provide Solutions
- Profitable and Scalable Business Model
- Founder-led Management Team

Peer Group Company

There are no listed companies in India that engage in a business similar to that of the Company. Accordingly, it is not possible to provide an industry comparison in relation to the Company.

Brief Financial Details

(Rs. in Millions)

Particulars	Year Ended		
	March 31, 2021	March 31, 2020	March 31, 2019
Income	2,815.23	3,184.45	2,668.05
Expense	2,345.47	2,795.30	3,313.74
Profit Before Tax	469.76	389.15	354.31
Profit After Tax	1,010.74	312.94	259.17
EPS (₹)	22.06	5.65	4.31
RoNW (%)	5.43	1.73	1.36

Retail Payment Chart

Issue Dates: 09-August-2021 to 11-August-2021

Cut off Price: Rs. 1618 Per Share

No. of Shares	Amount	No. of Shares	Amount
9	14562	72	116496
18	29124	81	131058
27	43686	90	145620
36	58248	99	160182
45	72810	108	174744
54	87372	117	189306
63	101934		

Indicative Timelines

Event	Indicative Date
Finalisation of Basis of Allotment with the Designated Stock Exchange	On or about Tuesday August 17, 2021
Initiation of refunds (if any, for Anchor Investors)/unblocking of funds from ASBA Account*	On or about Wednesday August 18, 2021
Credit of Equity Shares to demat accounts of Allottees	On or about Friday August 20, 2021
Commencement of trading of the Equity Shares on the Stock Exchanges	On or about Friday, August 23, 2021