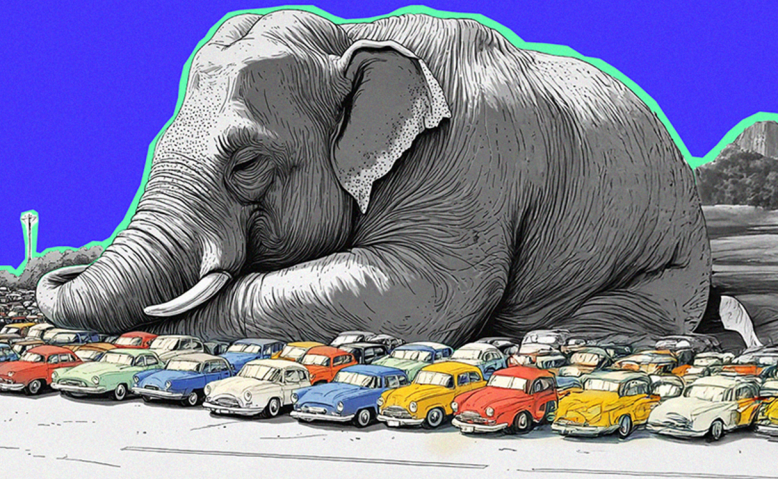




India: A Sleeping Giant in Car Ownership



Auto = Backbone of Global Economies

Across developed and fast-developing countries, the automotive sector is always a top 3 GDP contributor and one of the largest employers:

In every major economy

Cars = jobs, growth and tax revenue.



USA

- **\$570B**
(3.5% of GDP)
- 10 million



France

- **3.2% of GDP**
- 400,000



China

- **>10% of GDP**
(auto + components)
- 30 million



Germany

- **\$320B**
(5% of GDP)
- 820,000

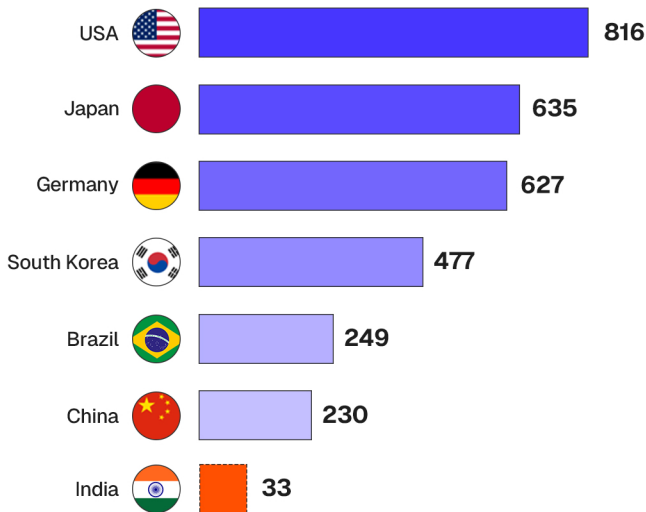


Japan

- **\$500B**
(2.5% of GDP)
- 5.5 million

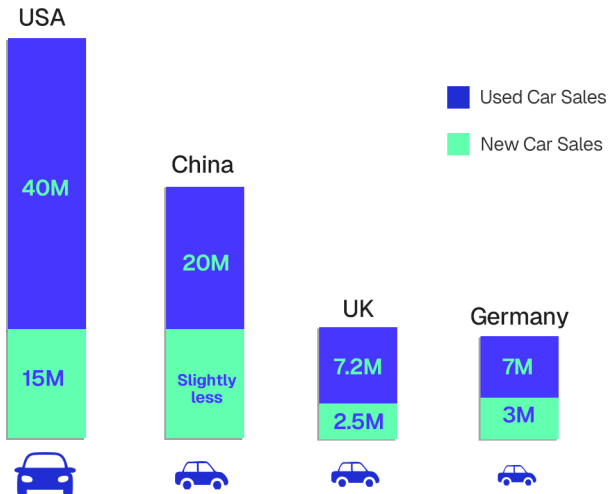
Car Ownership = Economic Maturity

Car ownership per 1,000 people is often used to benchmark development and mobility infrastructure:



Used Cars Drive Mass Motorization

Used cars drive first-time ownership in most countries:



Globally, used > new. **And India is finally following this trend.**

\$2 Trillion

Industry That Moves the World

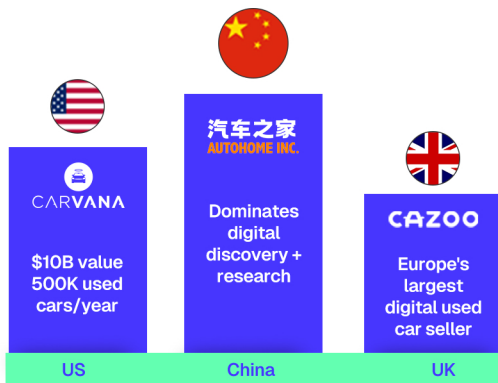


- In the US, **auto loans = \$1.6 trillion outstanding**
- 85% of all car purchases (new + used) are financed
- **Buy Now, Pay Later (BNPL)** models entering used cars in EU & LATAM
- China's digital auto finance has grown **15X** in the last decade

Wherever financing becomes easy and fair, car ownership explodes.

Digital Auto is the Fastest Growing Subsector

Global trends in digital car commerce and ownership:



India
ready to rise

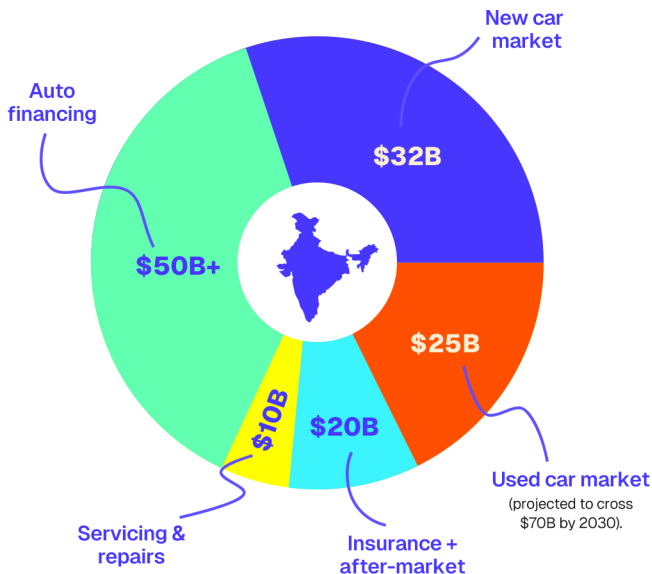


Global Auto TAM

Segment	Global Market Size (2023)	Forecast 2030
New Cars	\$2.9 Trillion	\$3.5T+
Used Cars	\$1.8 Trillion	\$2.8T+
Auto Finance	\$2.0 Trillion	\$3.1T+
Car Insurance	\$880B	\$1.3T+
Repairs + Aftermarket	\$500B+	\$700B+

That's over \$10 Trillion in global value by 2030. And **India's share is less than 2% today**. That's where the upside lies.

India's Auto Stack is Still Being Built



End-to-end car ownership stack is fragmented, inefficient, and largely offline.

So Why Does This Matter for India?

Globally, the playbook is proven:
auto = GDP engine + employment + mass mobility

India has the youngest, most underserved,
most mobile-first population

No dominant player owns the full stack of
used car + finance + servicing + resale

This is the **biggest white space in global autotech** and it is in India.