



IndiaMART InterMESH Ltd.

Advant Navis Business Park, Plot no.7,
7th Floor, Sector - 142, Noida, UP
Call Us: +91 - 9696969696
E: customercare@indiamart.com
Website: www.indiamart.com

Date: October 22, 2019

To

National Stock Exchange of India Ltd.

Exchange Plaza, Bandra Kurla Complex,

Bandra (East),

Mumbai - 400 051

Symbol: INDIAMART

BSE Limited

Listing Department,

Phiroze Jeejeebhoy Towers, Dalal Street

Mumbai - 400 001

Symbol: 542726

**Subject: Investor Presentation on the Audited (Standalone and Consolidated)
Financial Results for the quarter and half year ended September 30, 2019**

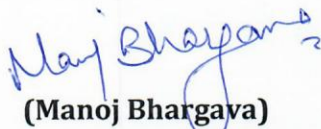
Dear Sir/Madam,

In accordance with Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, please find enclosed herewith Investor Presentation on the Audited (Standalone and Consolidated) Financial Results of the Company for the quarter and half year ended September 30, 2019.

Please take on the above information on record.

Yours faithfully,

For Indiamart InterMesh Limited



(Manoj Bhargava)

Sr. Vice President (Legal & Secretarial),

Company Secretary & Compliance Officer

Membership No: F5164



Encl: as above



**Earnings Presentation
Quarter ended September 30, 2019**

**India's largest online B2B marketplace
connecting buyers with suppliers**

Disclaimer



- This Presentation has been prepared by IndiaMart InterMesh Limited (“IndiaMart”) for investors, shareholders, analysts and other relevant stakeholders, solely for informational purposes.
- The information related to business overview, traffic related numbers, products related information and historical financial performance is set out in this Presentation. This presentation does not constitute or form part of and should not be construed as, directly or indirectly, any offer or invitation or inducement to sell or issue, or any solicitation of any offer to purchase or subscribe for, any securities of the Company by any person in any jurisdiction, including in India nor shall it or any part of it or the fact of its distribution form the basis of, or be relied on in connection with, any investment decision or any contract or commitment therefore. Before acting on any information, you should consider the appropriateness of the information having regard to these matters, any relevant offer document and in particular, you should seek independent financial advice.
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- The contents of this presentation is proprietary in nature, and they must not be copied, distributed, disseminated, published or reproduced, in whole or in part, or disclosed by recipients directly or indirectly to any other person. Hence, the readers/viewers are bound to maintain the same. No representation, warranty, guarantee or undertaking, express or implied, is or will be made as to, and no reliance should be placed on, the accuracy, completeness, correctness or fairness of the information, estimates, projections and opinions contained in this presentation.

Q2 FY 20 Results Overview (Consolidated)¹

Total Income - Rs. 177 Cr
35% YoY Growth



Revenue from Operations

Rs. 157 Cr
28% Growth YoY



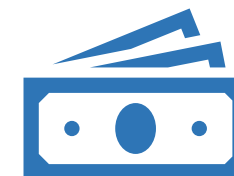
Deferred Revenue

Rs. 631 Cr
28% Growth YoY



EBITDA

Rs. 36 Cr
61% Growth
23% Margin



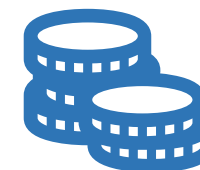
Net Profit

Rs. 9 Cr²
5% Margin



Cash generated from Operating Activities

Rs. 42 Cr
18% Degrowth YoY



Cash and Investments

Rs. 780 Cr
55% Growth YoY

Notes:

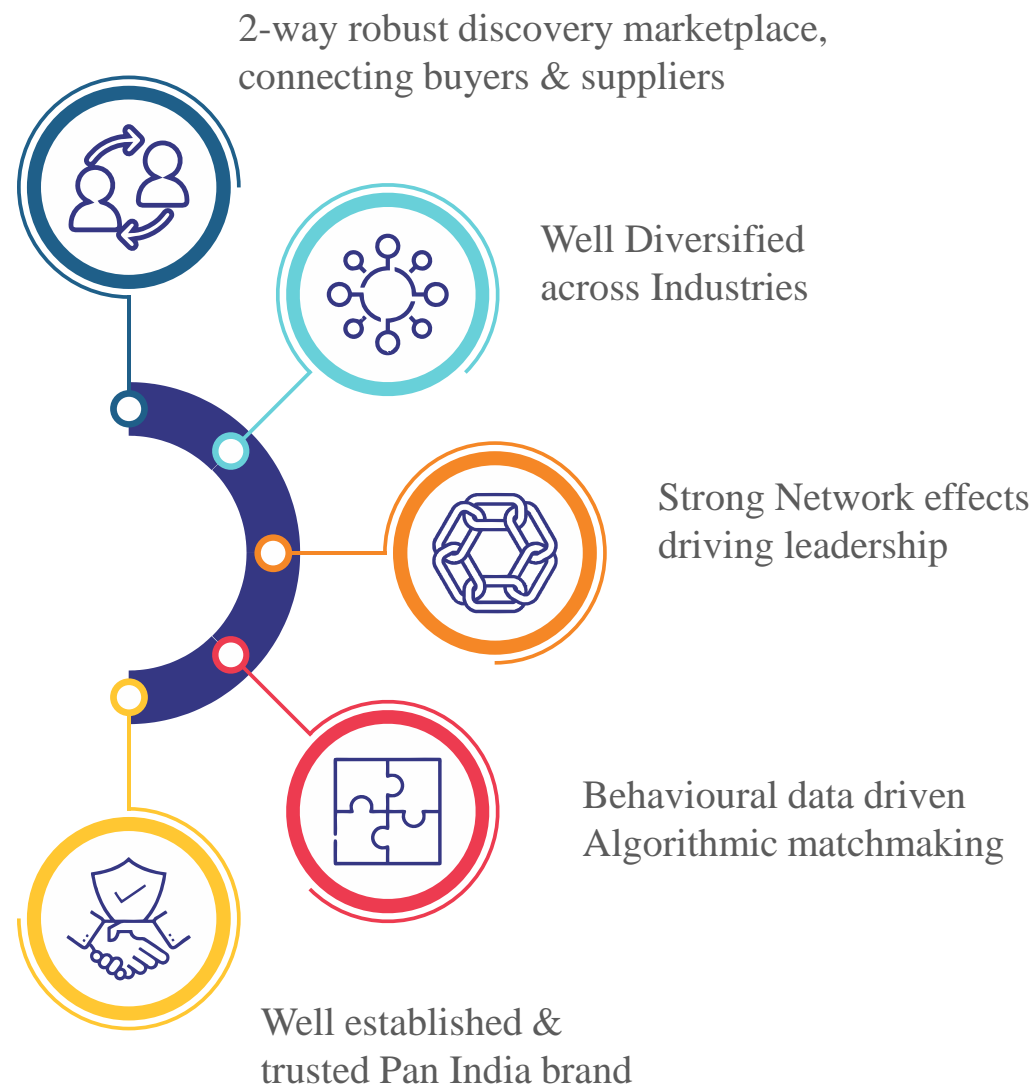
- Results are basis consolidated financials and compared against Q2 FY 19
- Net profit includes one-time impact of Rs. 31.4 Crore related to change in tax rate and law as the Company has opted to move to 25% tax regime as per the option given in Taxation Amendment Ordinance 2019.

Business Overview



indiamart

About Us – India’s largest online B2B marketplace



54 Industries

138,000 categories

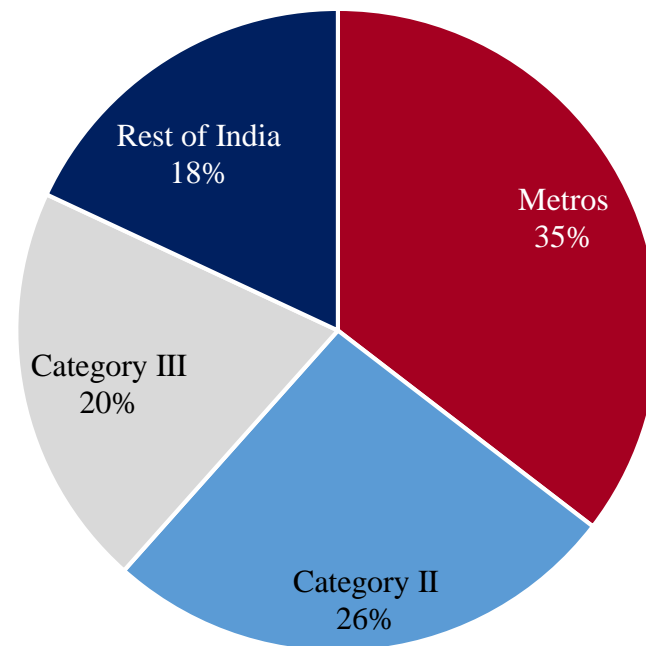
60mn+ Products

Note: As of and for fiscal year ended March 31, 2019

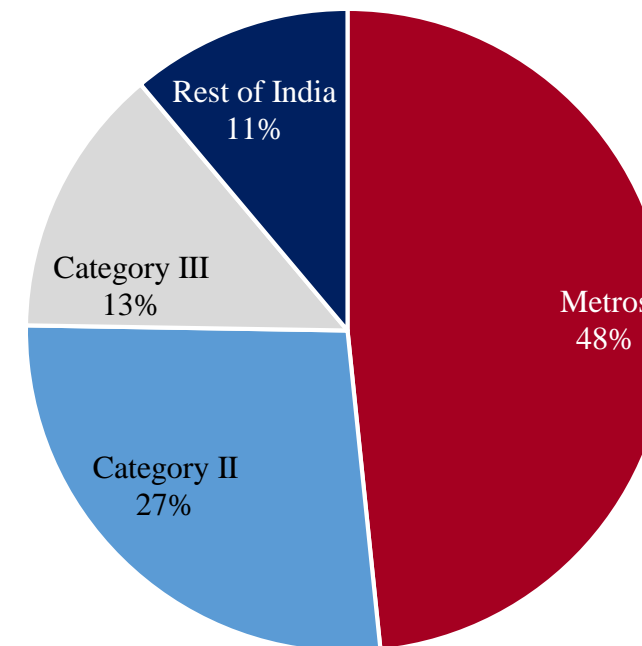
Geographic Presence

	Metros	Category II	Category III
Categorization	Delhi NCR, Mumbai, Bengaluru, Hyderabad, Kolkata, Ahmedabad, Pune and Chennai	Population >500,00 excluding the cities covered under Metros	Population 100,000-500,00 excluding the cities covered under Metros and Category II
Number of Cities	8	69	394

Buyers (%)

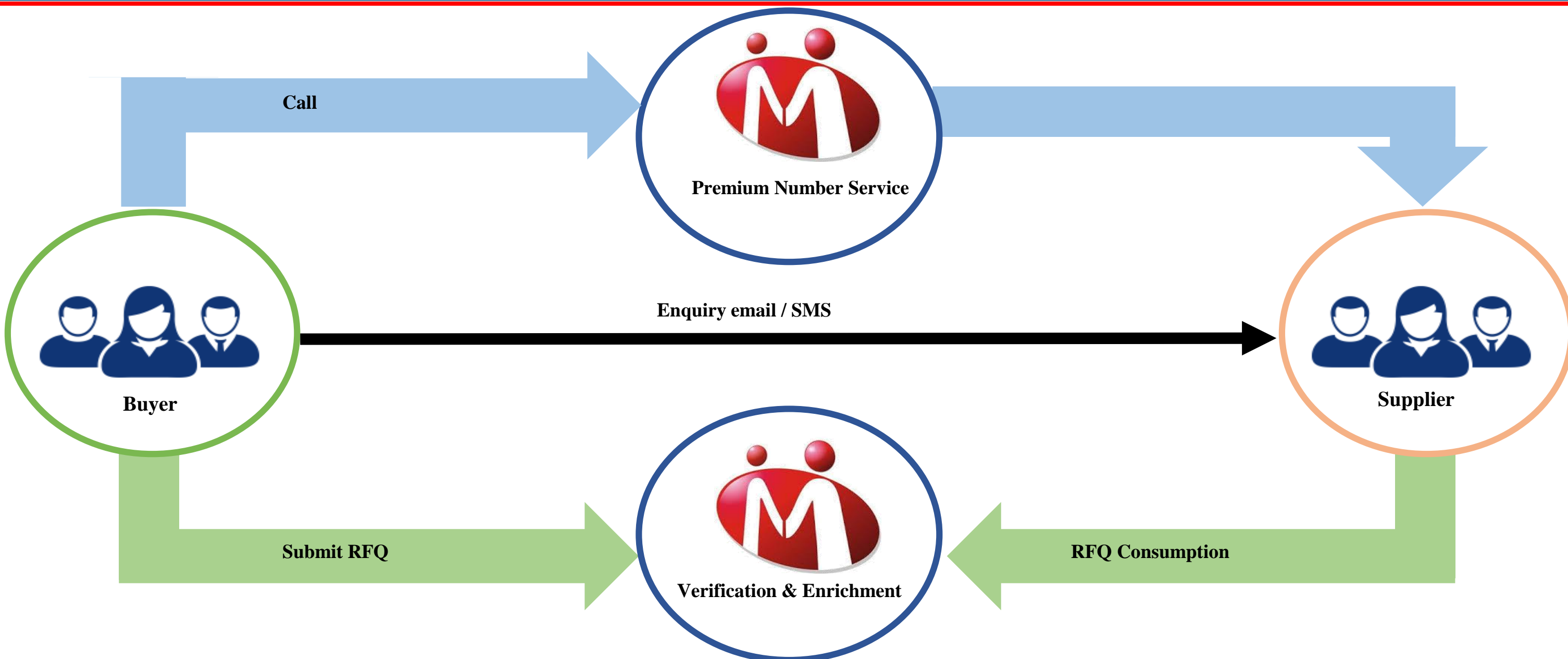


Suppliers (%)





IndiaMART: Unique & Differentiated Business Model

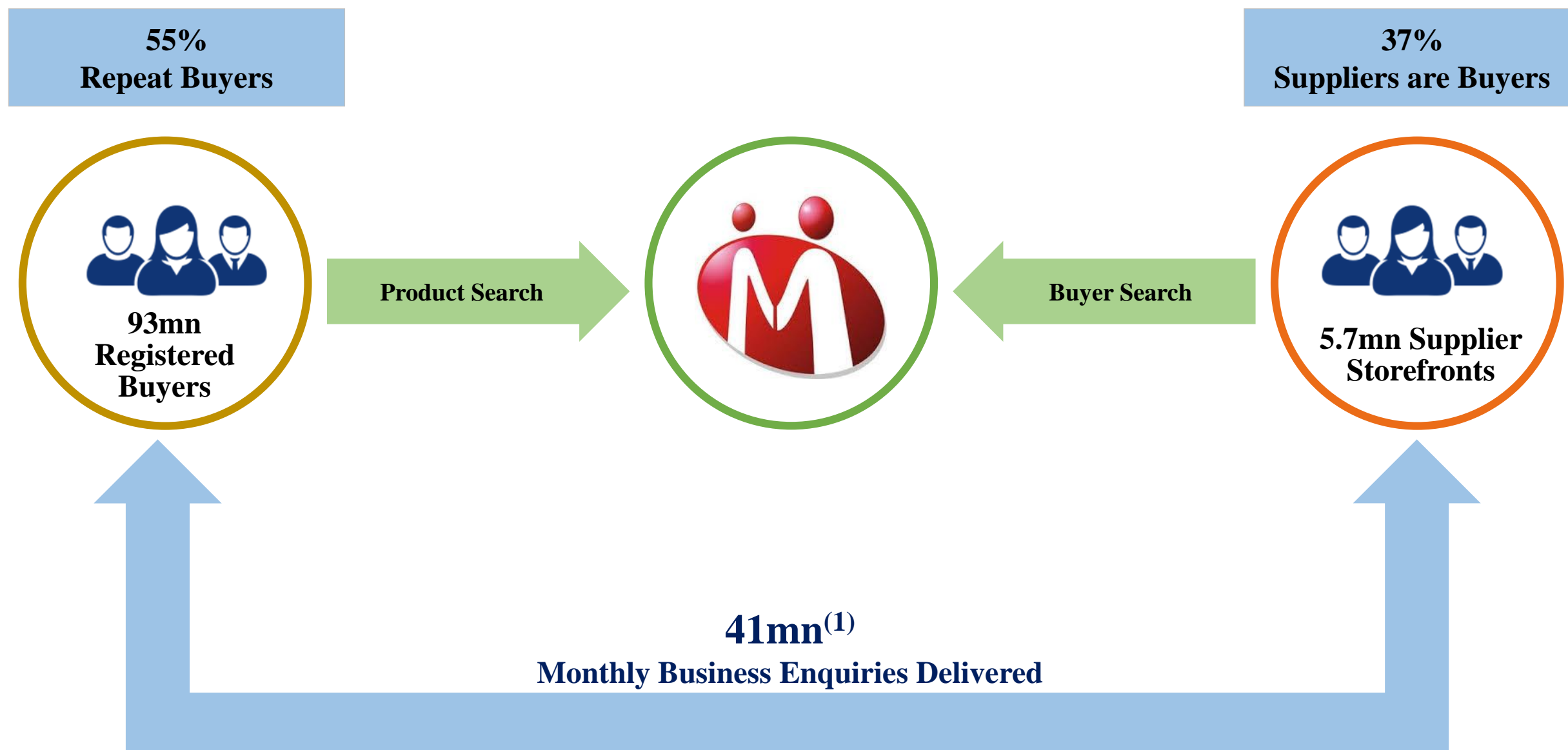


Recently Launched IndiaMART Lead Management System

Behavioural Data Driven Algorithmic Matchmaking

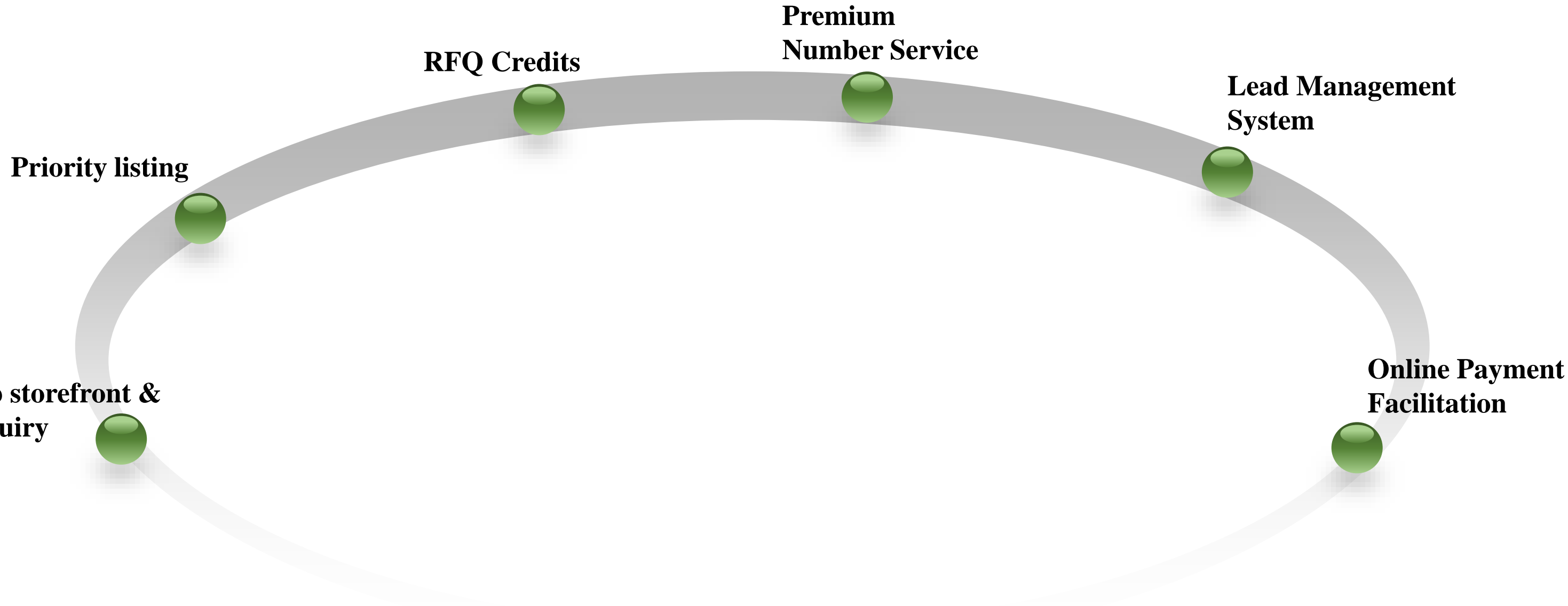


...Driven By Strong Network Effects

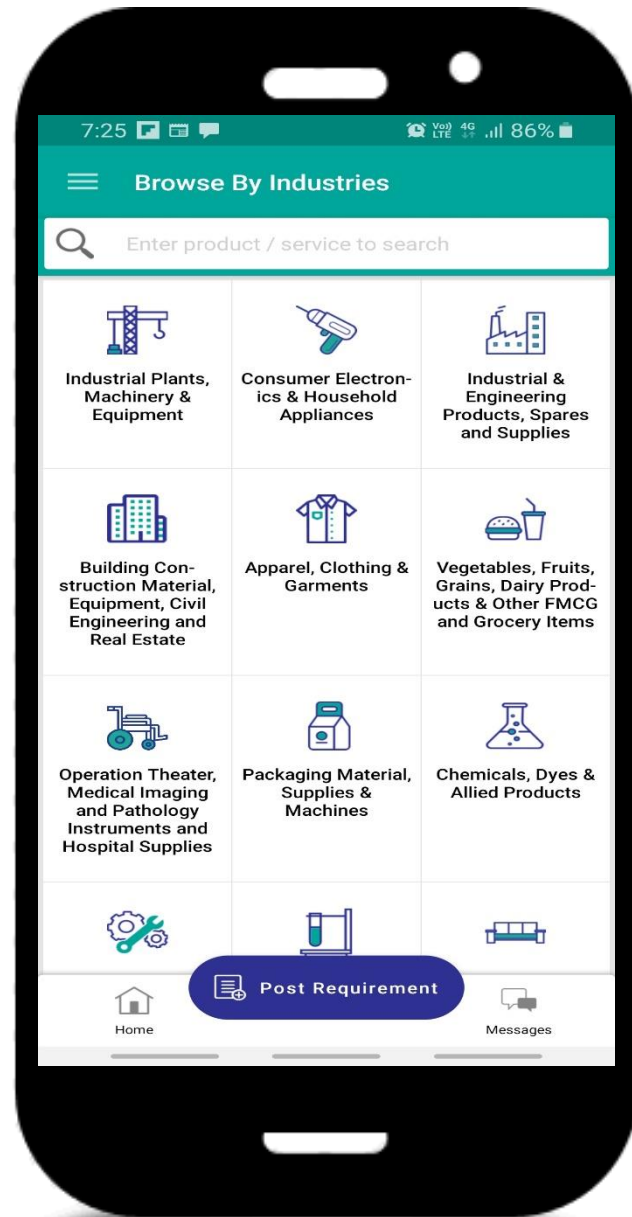


Note: All figures are as of 30th Sep, 2019, unless specified.
(1) Calculated as (Q2FY20 Quarterly Number)/3.

Product Features



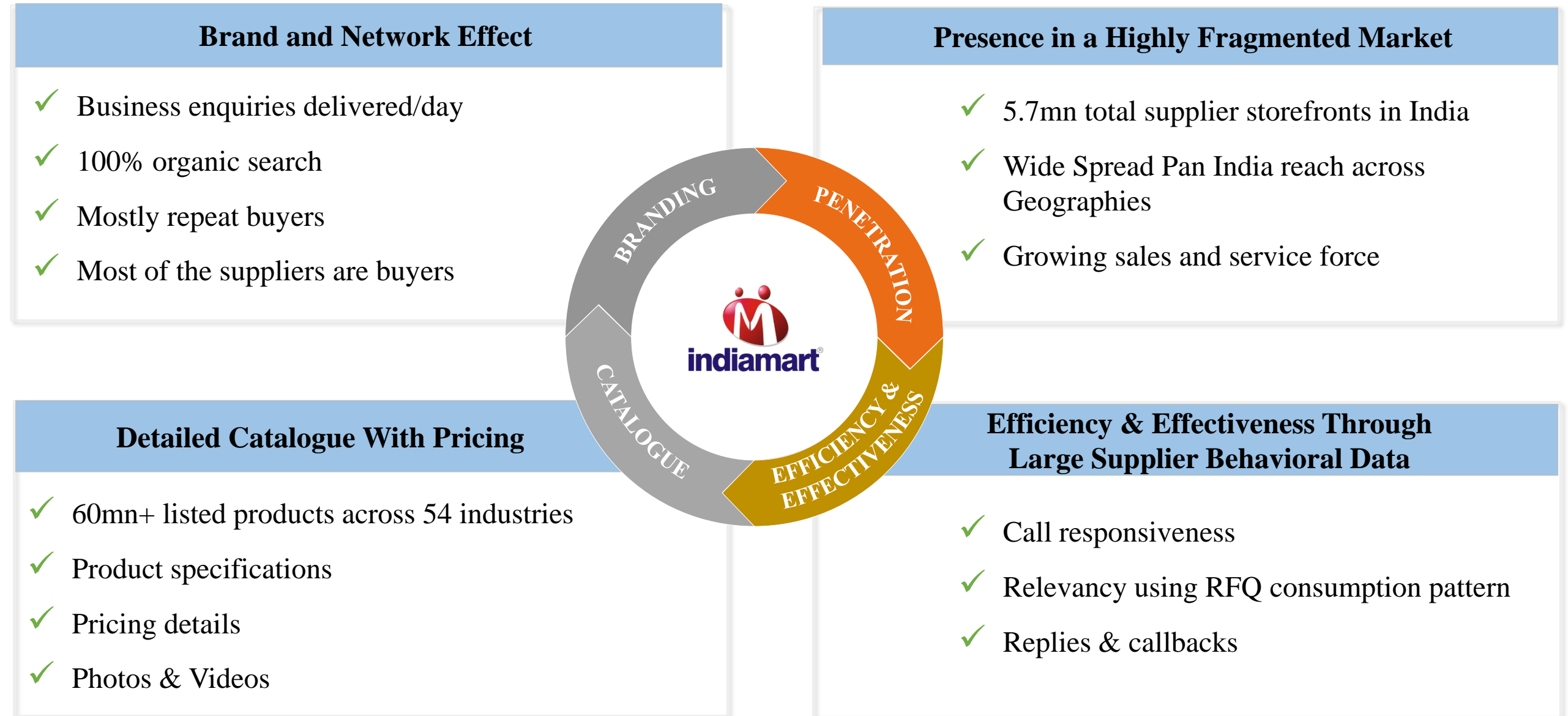
Focus on Mobile



76% Traffic from Mobile Site & App

4.6 App Rating on Playstore by users
★ ★ ★ ★ ★

Competitive Strength – Leading Brand In Online B2B Market



Our Presence



Nationwide coverage, 77 branches in 37 cities across India



Corporate Headquarter in Delhi/NCR



3,874 Sales and Service representatives

Improve Supplier Engagement

- Fintech
- SAAS



Brands Strategy

- Focus on on-boarding Large and Medium Enterprises



Core SME Business

- Focus on expanding buyer and supplier network



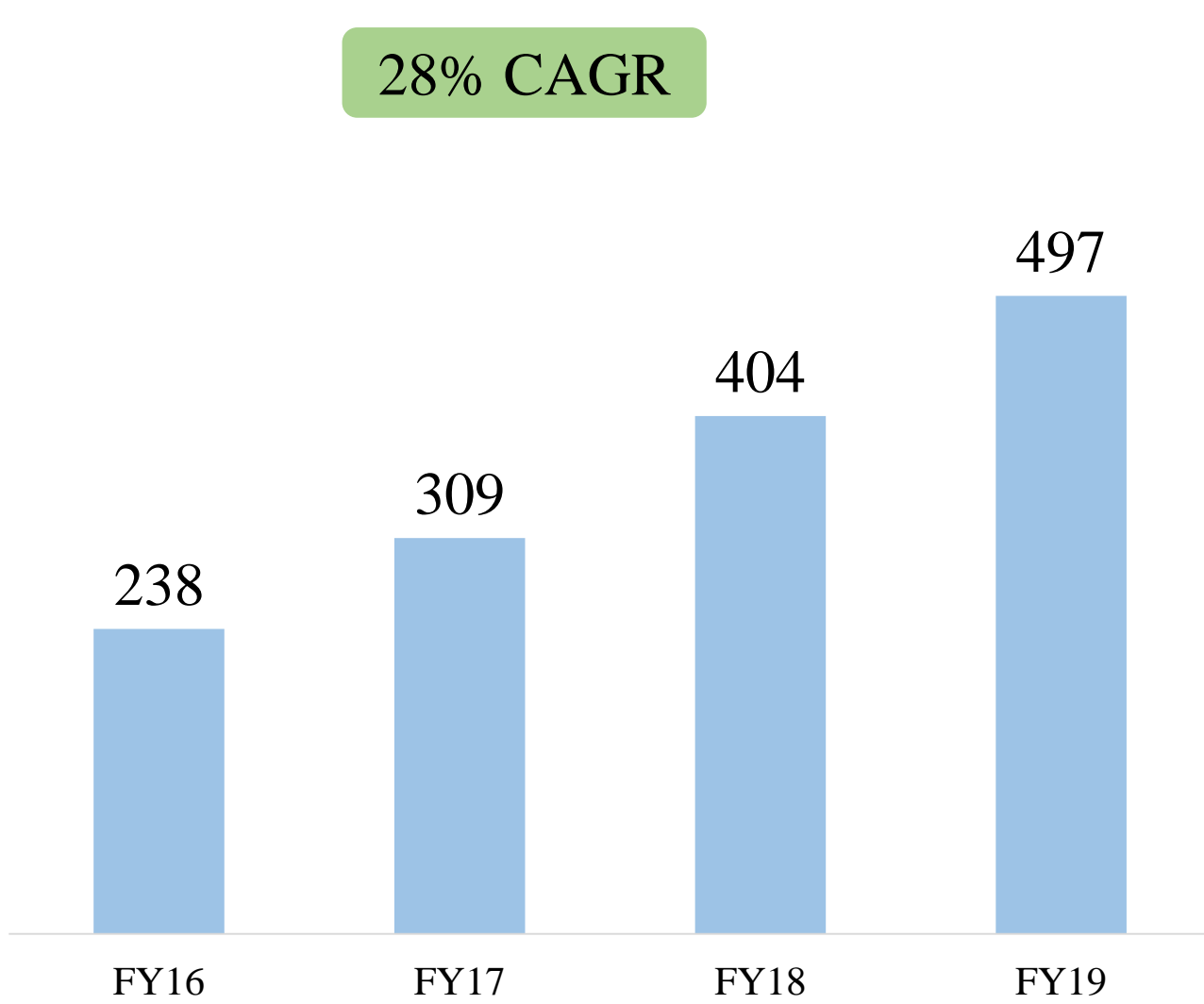
Financial Performance – Standalone Basis



Revenue From Operations

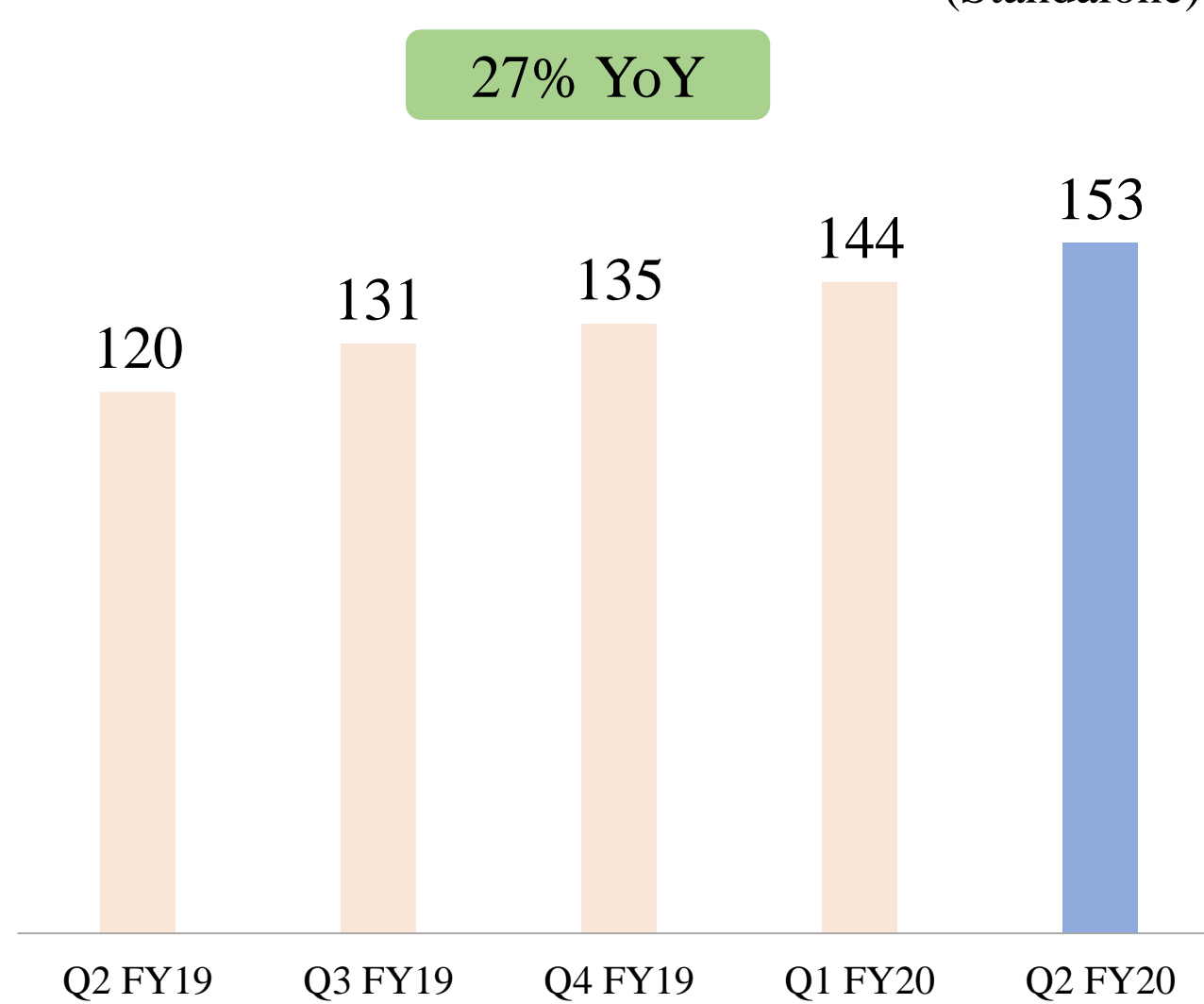
Yearly Trends

28% CAGR



Quarterly Trends

27% YoY

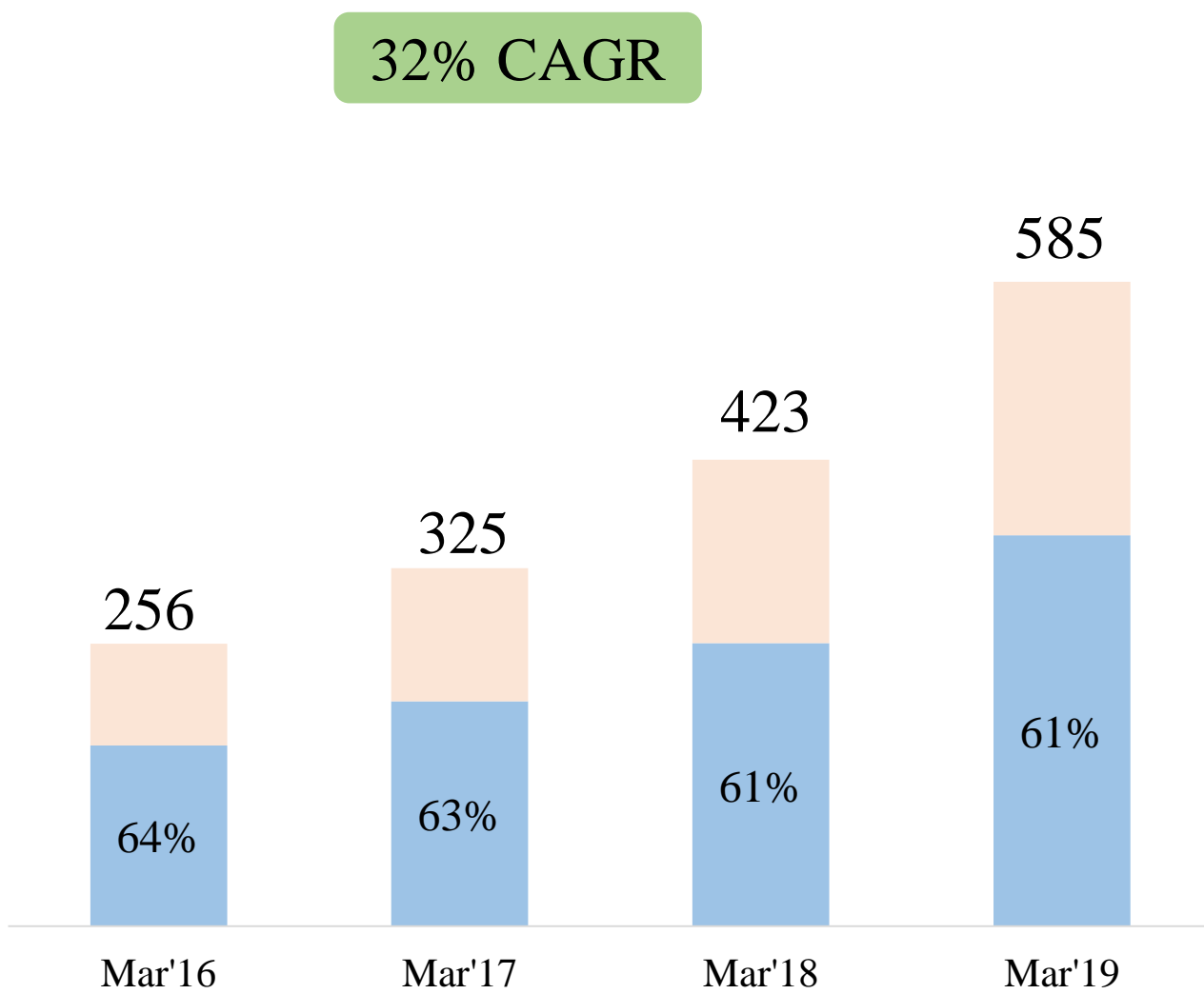


Rs Crore
(Standalone)

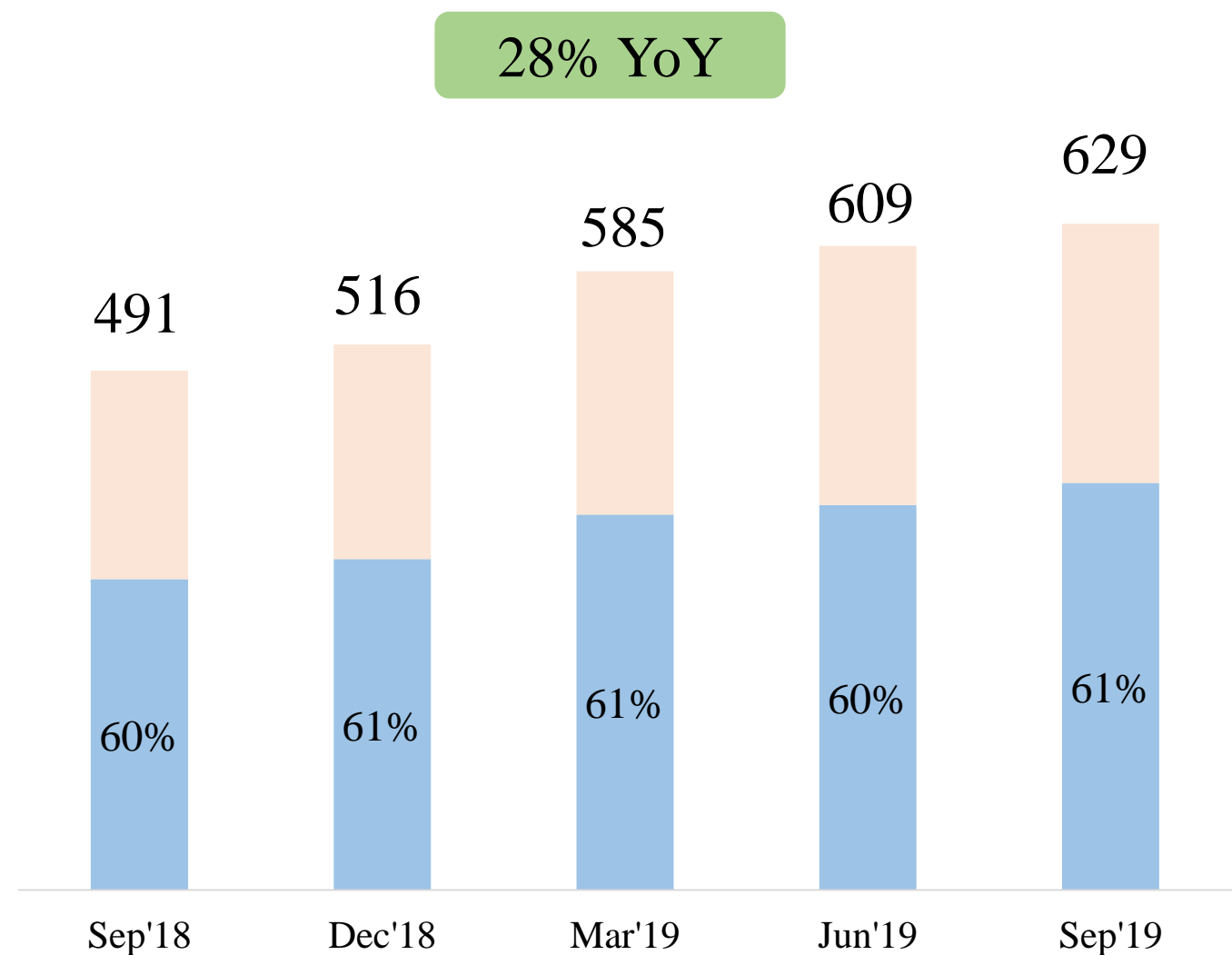
~40% of revenue contributed by top 10% of paying subscription suppliers

Deferred Revenue*

Yearly Trends



Quarterly Trends



Rs Crore
(Standalone)

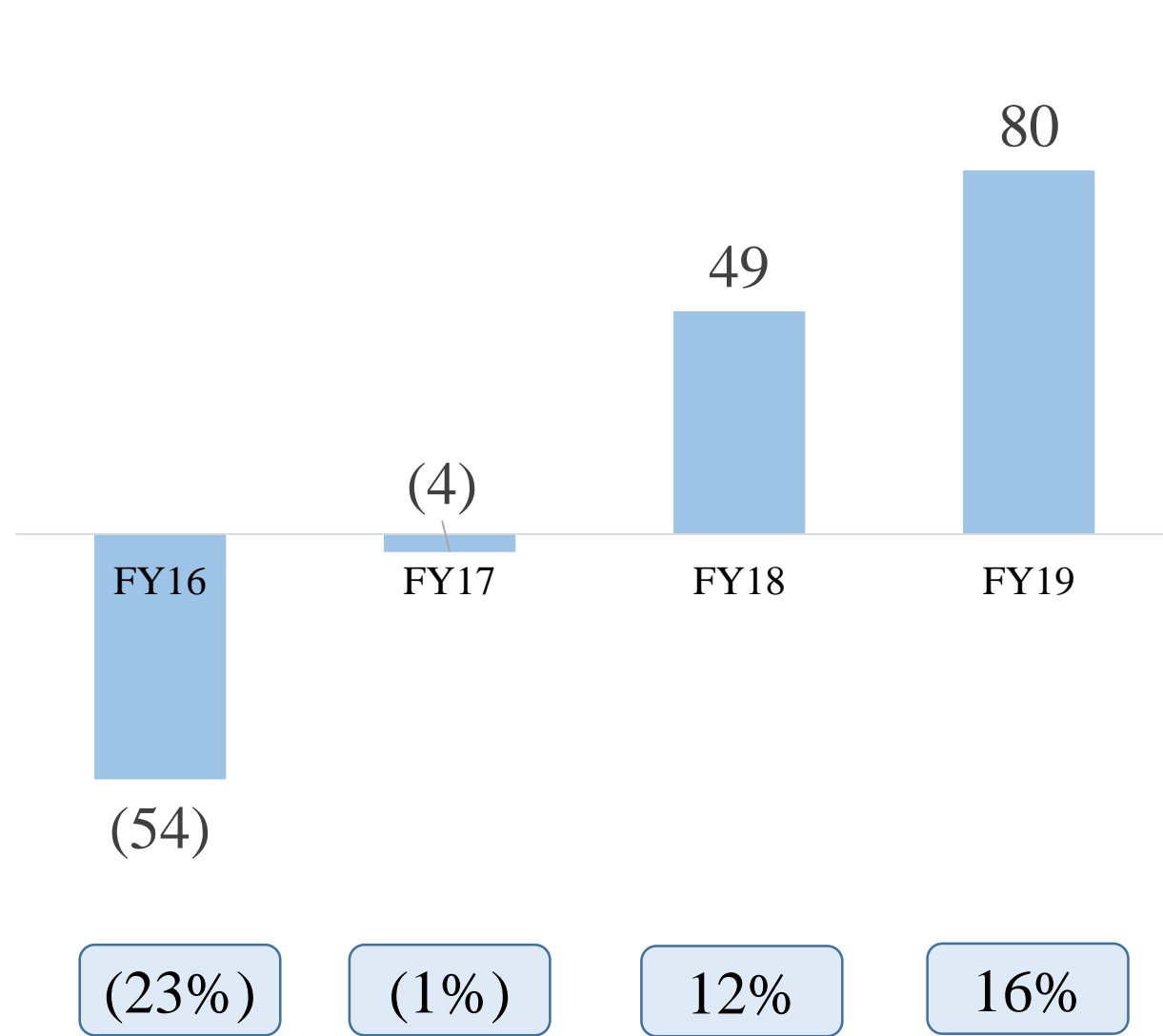
Current

* Refers to contract liabilities in the financial statements, i.e. including advances from customers

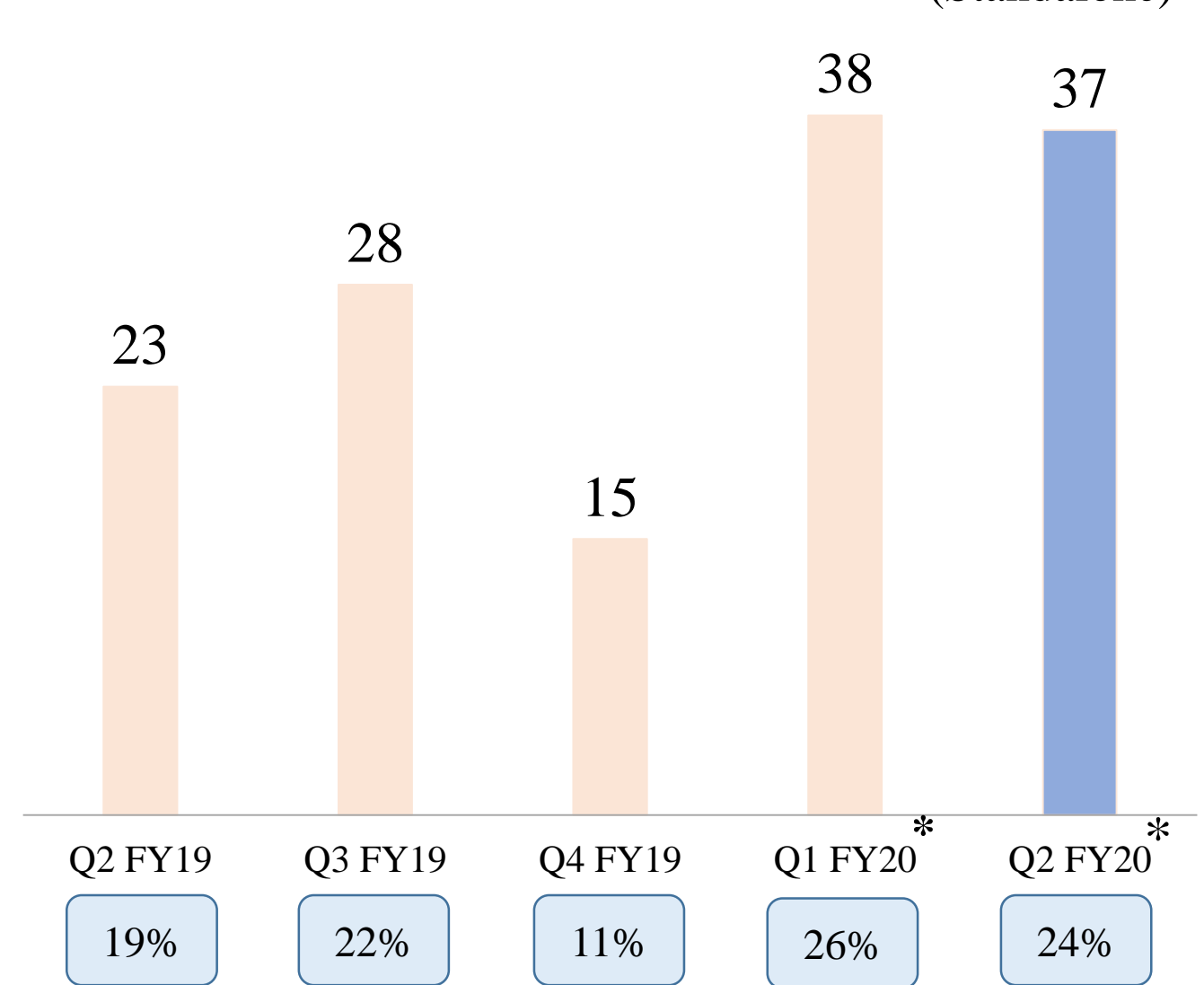
EBITDA



Yearly Trends



Quarterly Trends



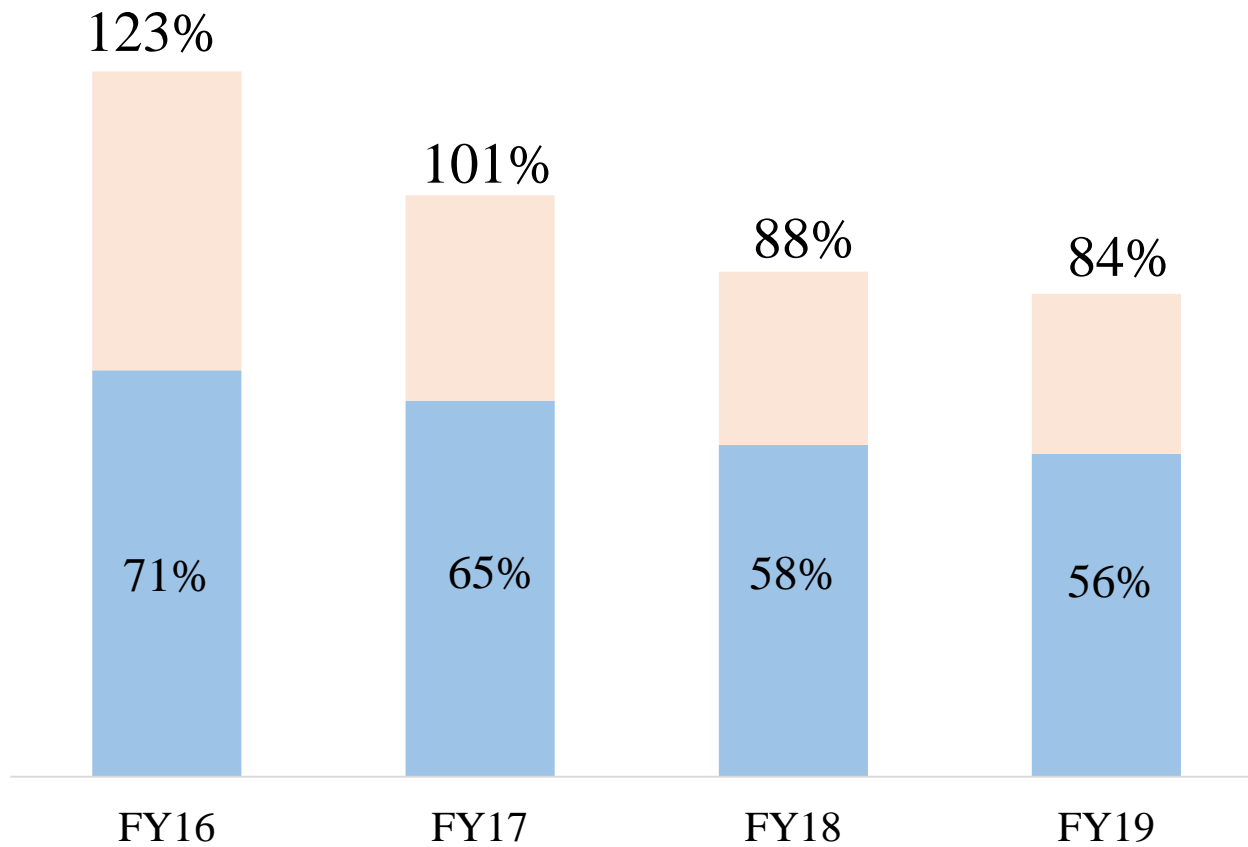
EBITDA Margin

Rs Crore
(Standalone)

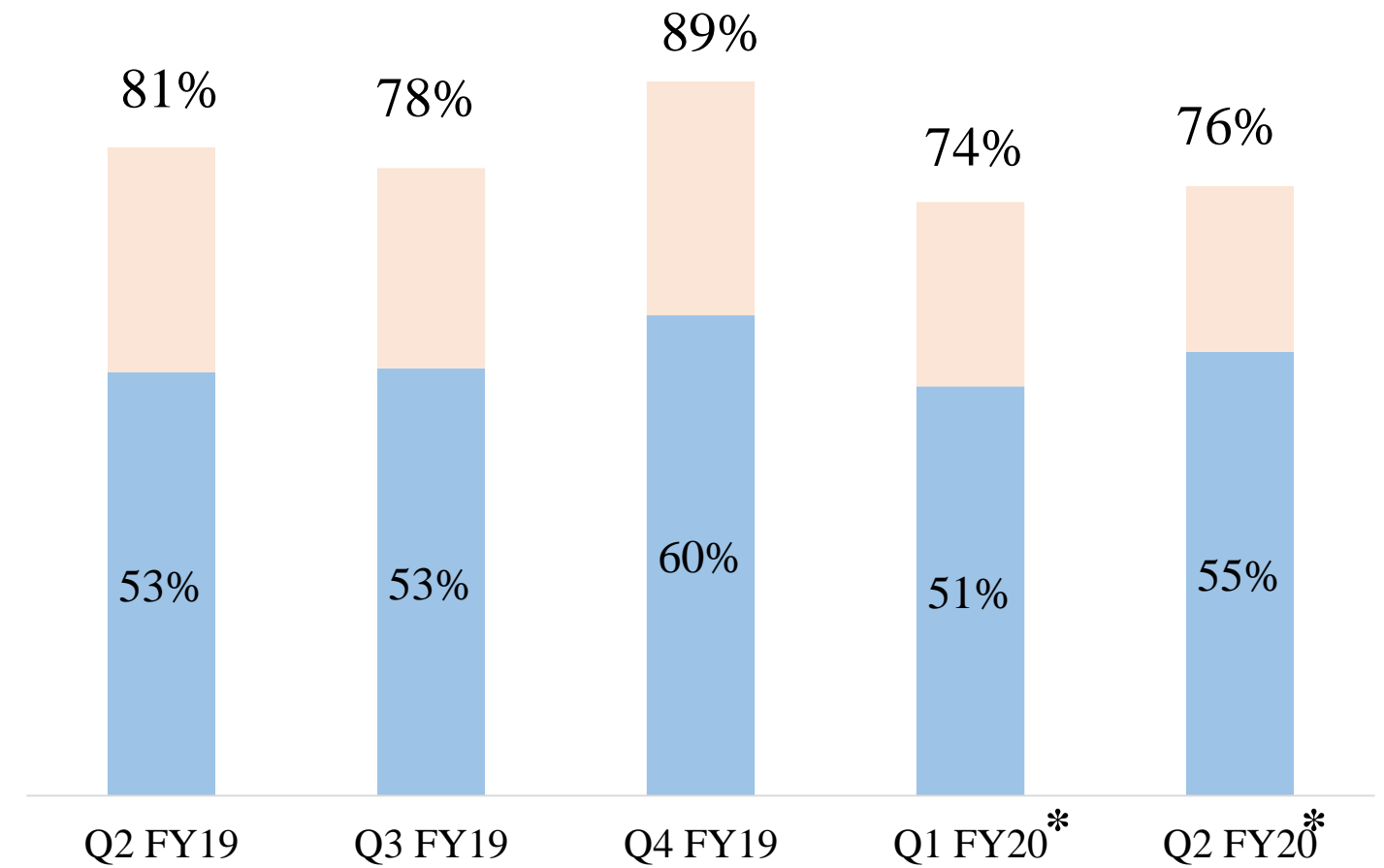
* The company has adopted IND AS -116 from 1st April 2019, impacting EBITDA by increase of Rs 4.5 Crores in Q1FY20 and Rs 4.8 Crores in Q2FY20.

Margin Leverage

Yearly Trends



Quarterly Trends



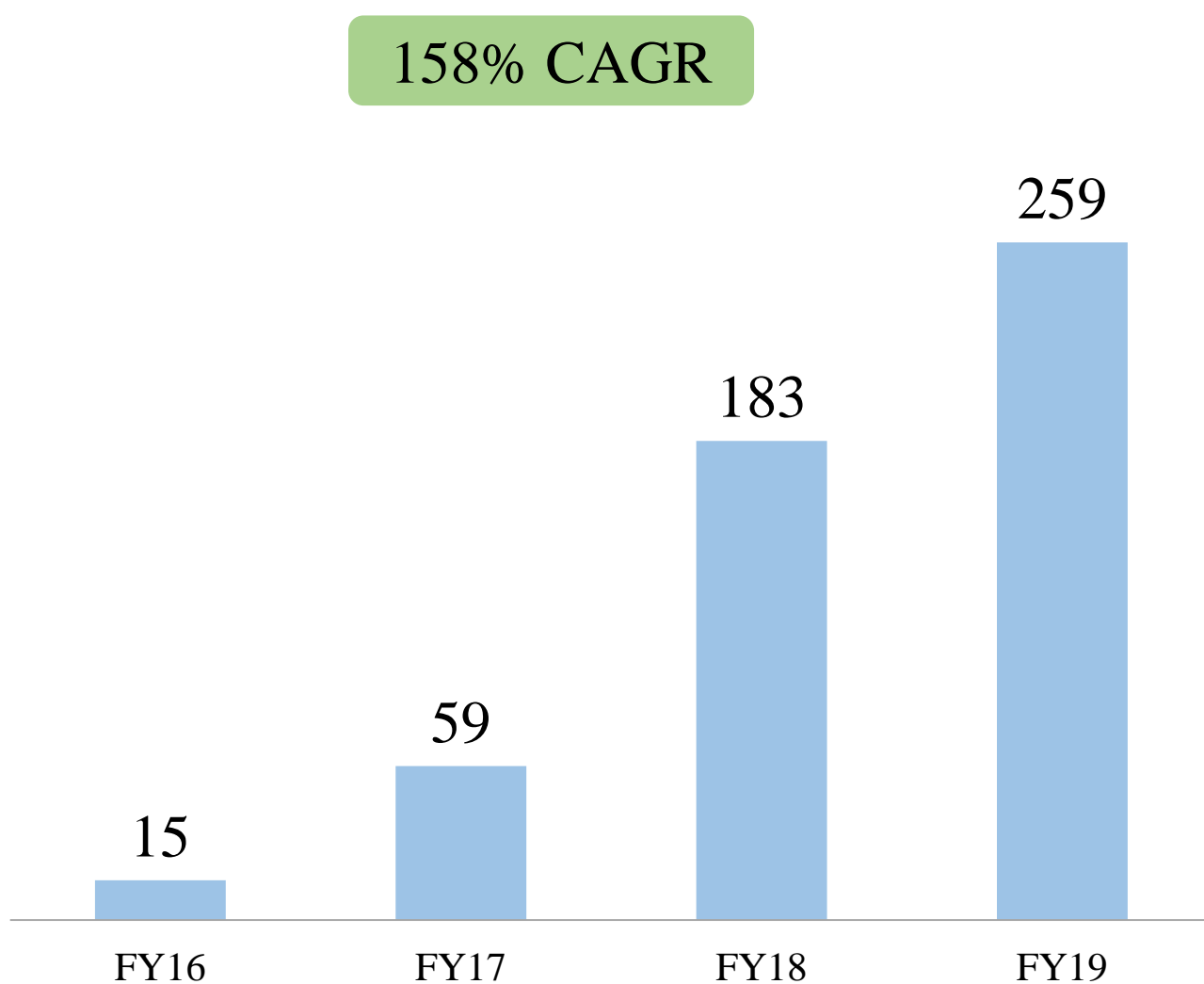
Employee benefit and outsourced sales cost as a % of revenue from operations

* The company has adopted IND AS -116 from 1st April 2019, impacting margin leverage by 3% in Q1FY20 and Q2FY20.

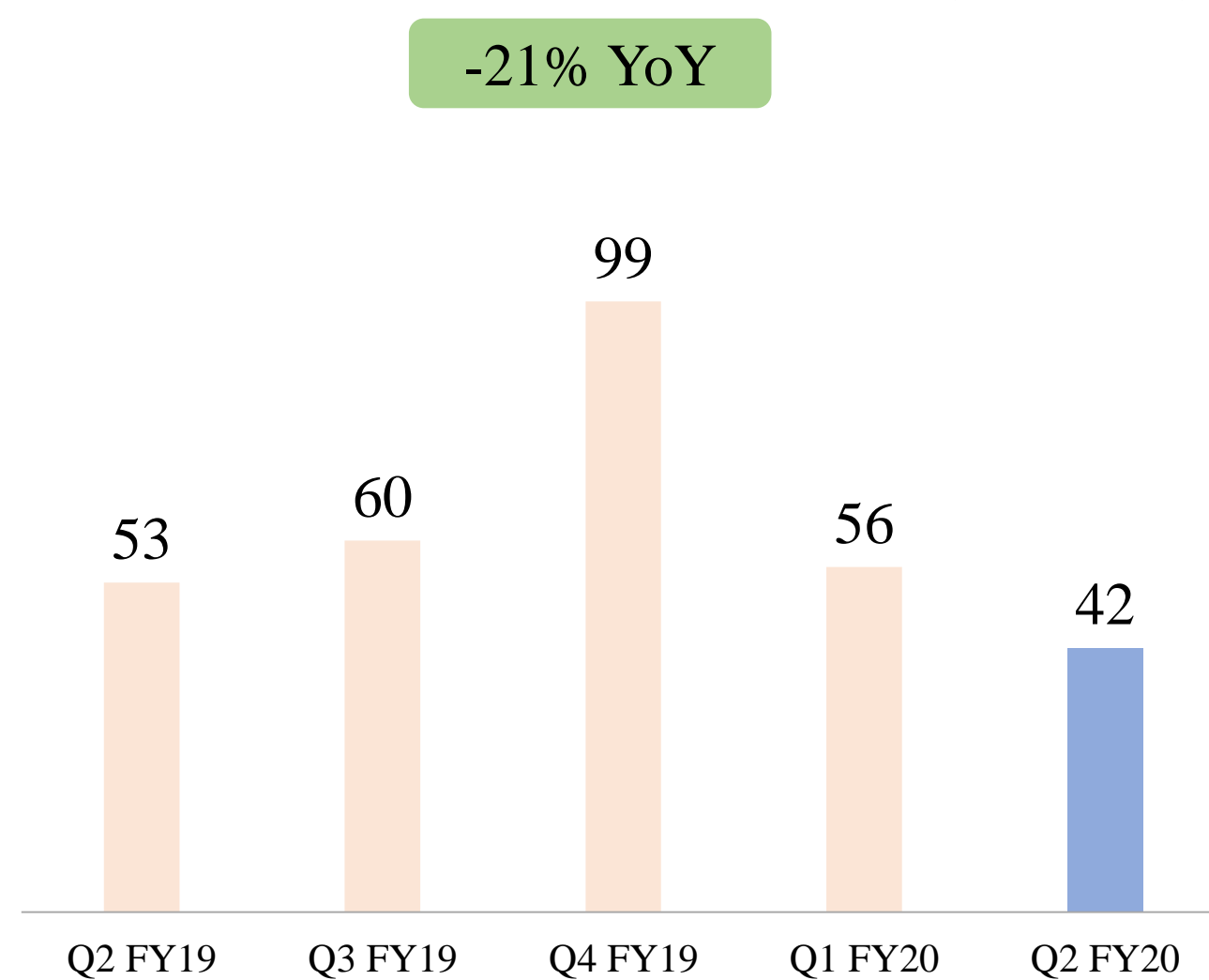


Cash generated from Operating Activities

Yearly Trends



Quarterly Trends



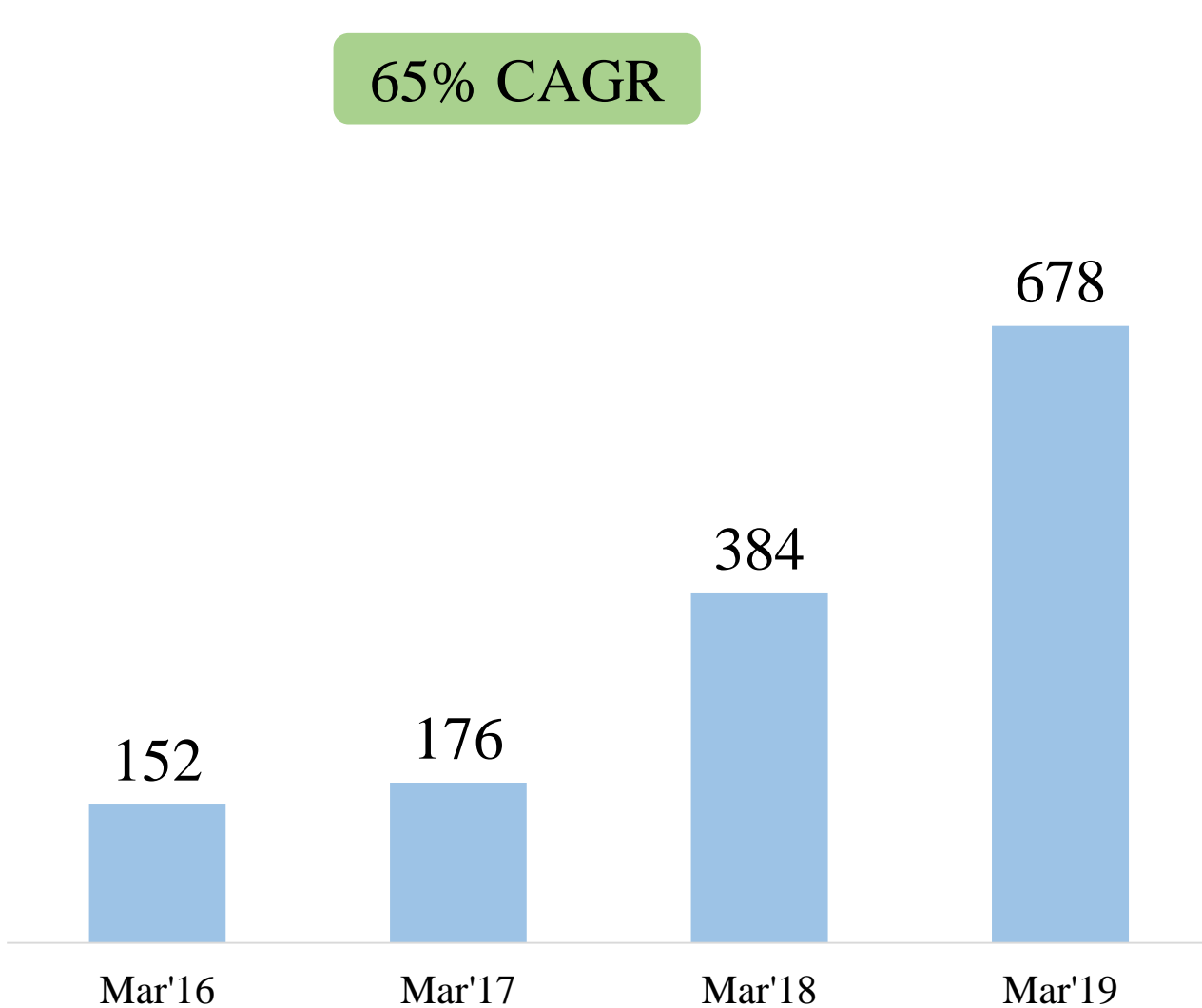
Rs Crore
(Standalone)



Cash and Investments¹

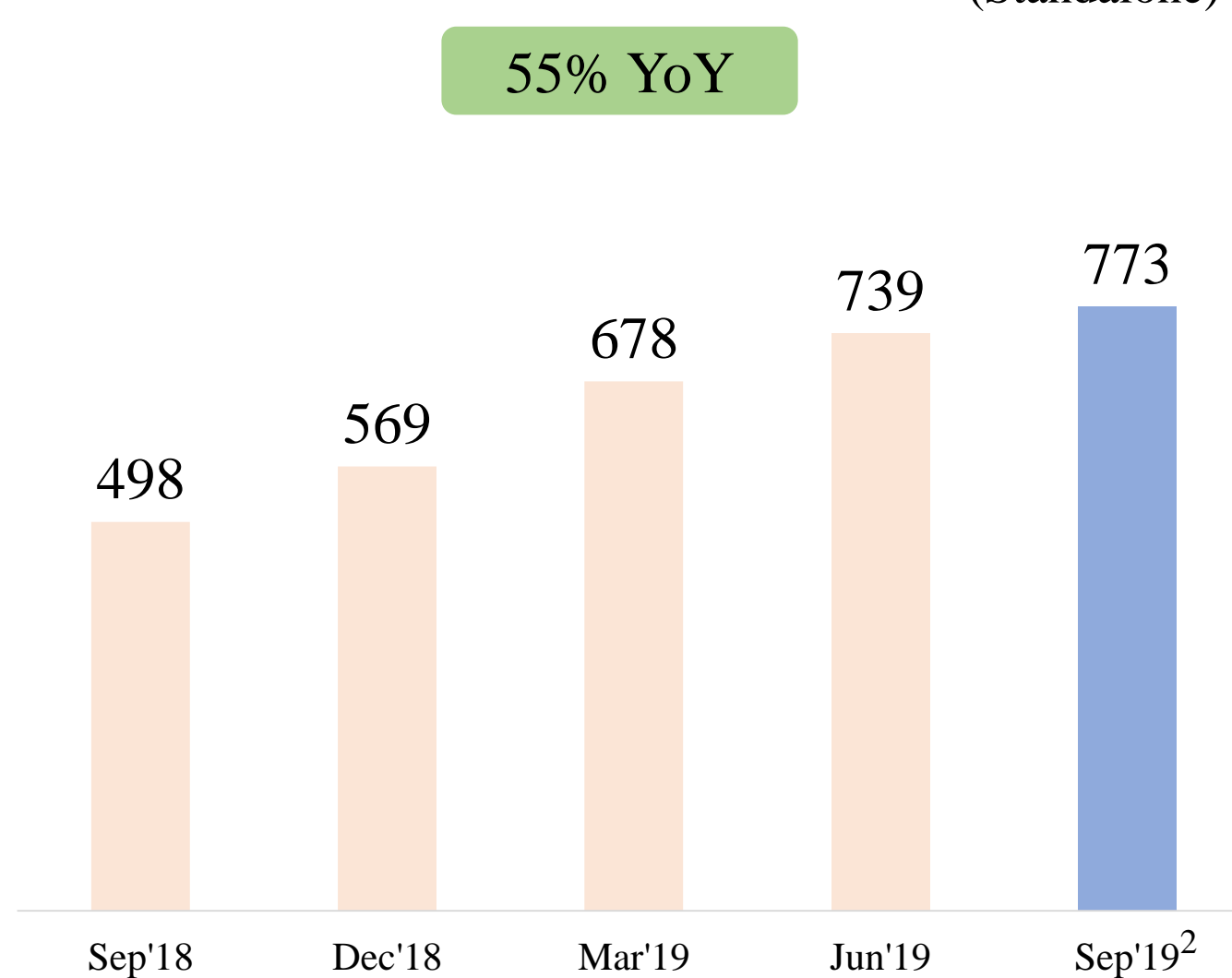
Yearly Trends

65% CAGR



Quarterly Trends

55% YoY



Rs Crore
(Standalone)

1. Refers to Cash and Cash Equivalents and investments in Mutual Funds in the financial statements
 2. During the quarter the company has made an investment of Rs 31.2 Crore in Simply Vyapar Apps Pvt Ltd

Financial Performance

Financial Metrics	Q2 FY20	Q2 FY19	YoY Change	Q1 FY20	QoQ Change	H1 FY20	H1 FY19	YoY Change
Revenue from Operations	153	120	27%	144	6%	297	231	28%
Other Income	20	9	139%	14	43%	35	13	172%
Total Income	173	128	35%	159	9%	332	244	36%
Manpower Expense	66	49	34%	58	13%	125	101	24%
Outsourced sales cost	18	14	31%	15	20%	33	28	19%
Other Expense	32	34	(6%)	33	(5%)	65	66	(3%)
Total Expenses	116	97	20%	107	9%	223	195	14%
EBITDA	37	23	60%	38	(2%)	75	36	106%
<i>EBITDA Margin (%)</i>	24%	19%		26%		25%	16%	-
Depreciation and amortisation expense	5	1	412%	4	14%	9	2	465%
Finance Cost	0.6	-	-	0.4	-	1.1	-	-
Net Loss on Financial Liability at FVTPL	-	-	-	-	-	-	65	-
Profit Before Tax	52	31	69%	47	10%	99	(18)	NA
<i>Profit Before Tax Margin (%)</i>	30%	24%		30%		30%	-	
Tax*	42	10	341%	14	204%	56	16	245%
Net Profit	10	21	(54%)	33	(71%)	43	(34)	NA
<i>Net Profit Margin (%)</i>	6%	16%	-	21%	-	13%	(14%)	-
Cash Generated from Operating Activities	42	53	(21%)	56	(24%)	98	100	(2%)
Deferred Revenue (period end)	629	491	28%	609	3%	629	491	28%
Cash and Investments (period end)	773	498	55%	739	5%	773	498	55%
EPS (Rs)	3.3	8.4		11.6		14.9	(14.8)	

Rs Crore
(Standalone)

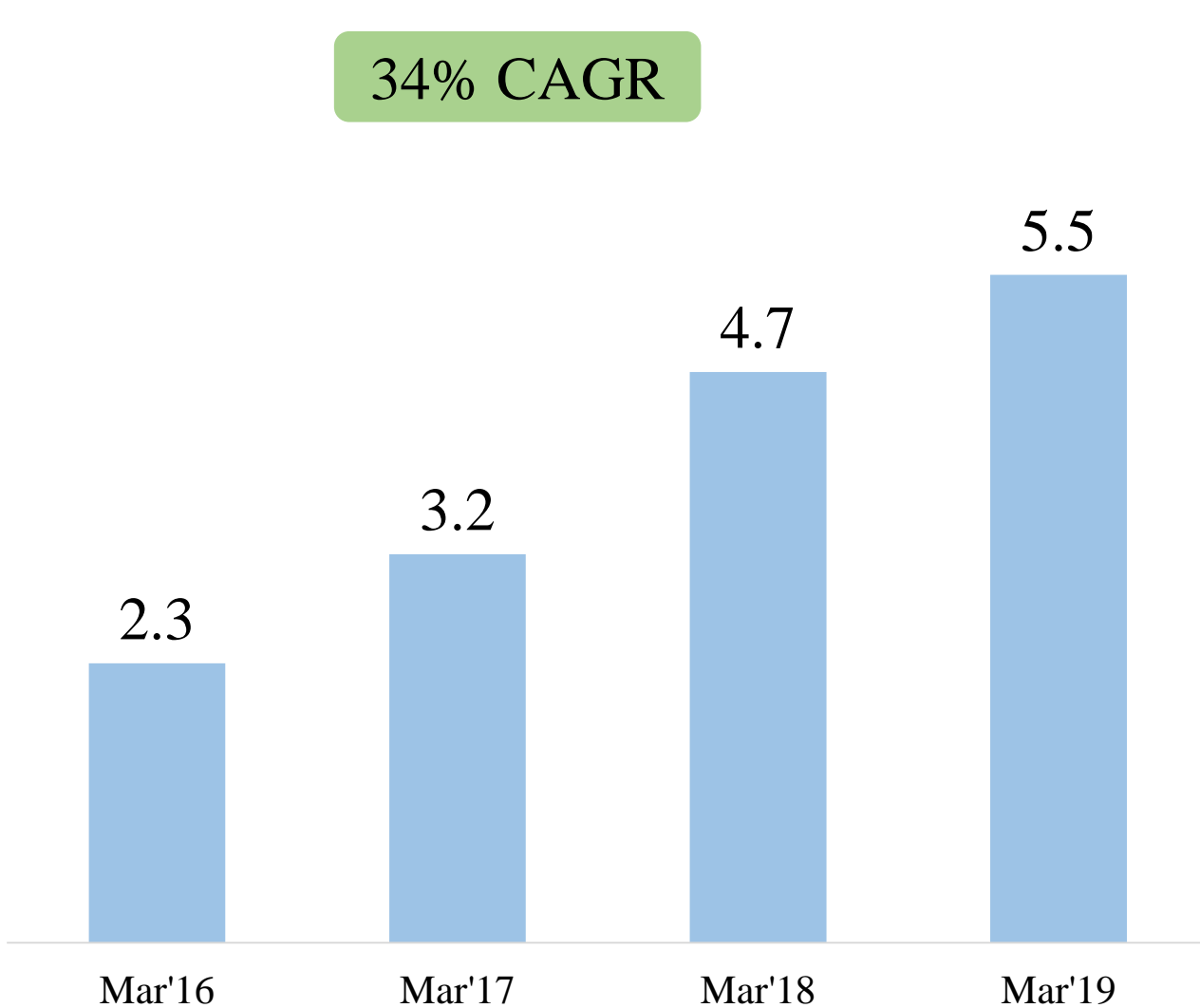
• Note: Tax expenses for the quarter ending September 20, 2019 included one-time impact of Rs. 31.4 Crore related to change in tax rate and law as the Company has opted to move to 25% tax regime as per the option given in Taxation Amendment Ordinance 2019

Operational Performance

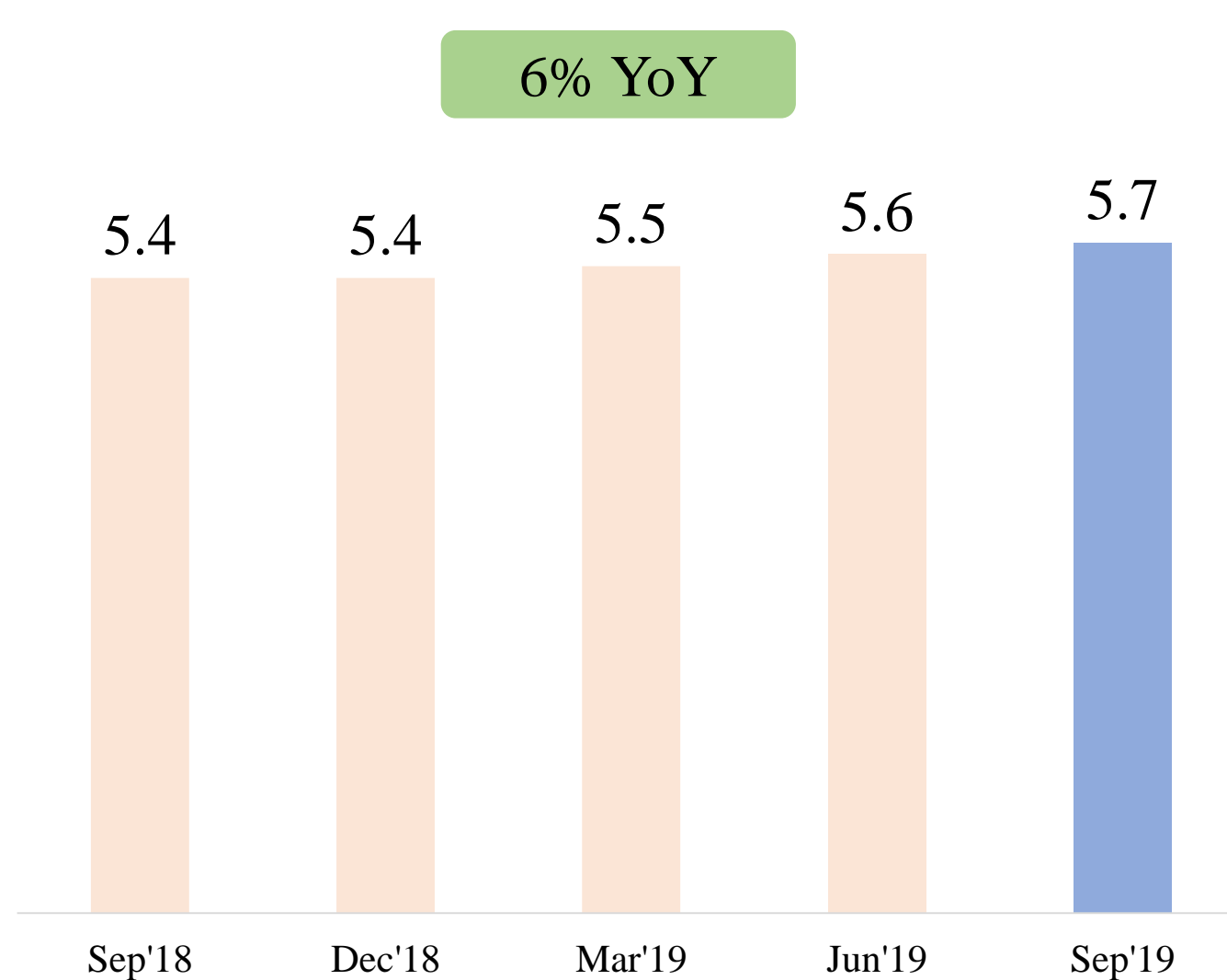


Indian Supplier Storefronts

Yearly Trends



Quarterly Trends

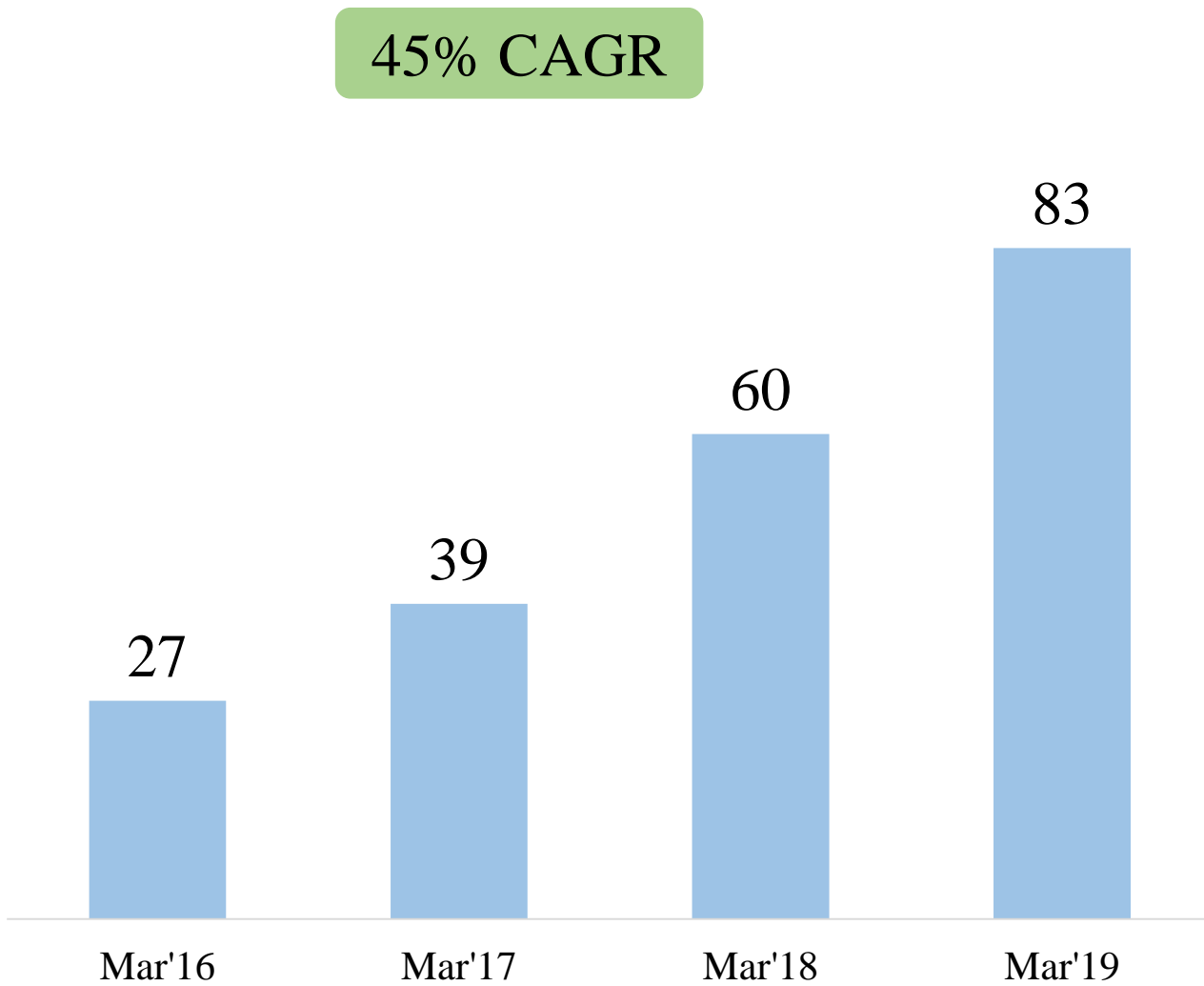


Figures in Millions

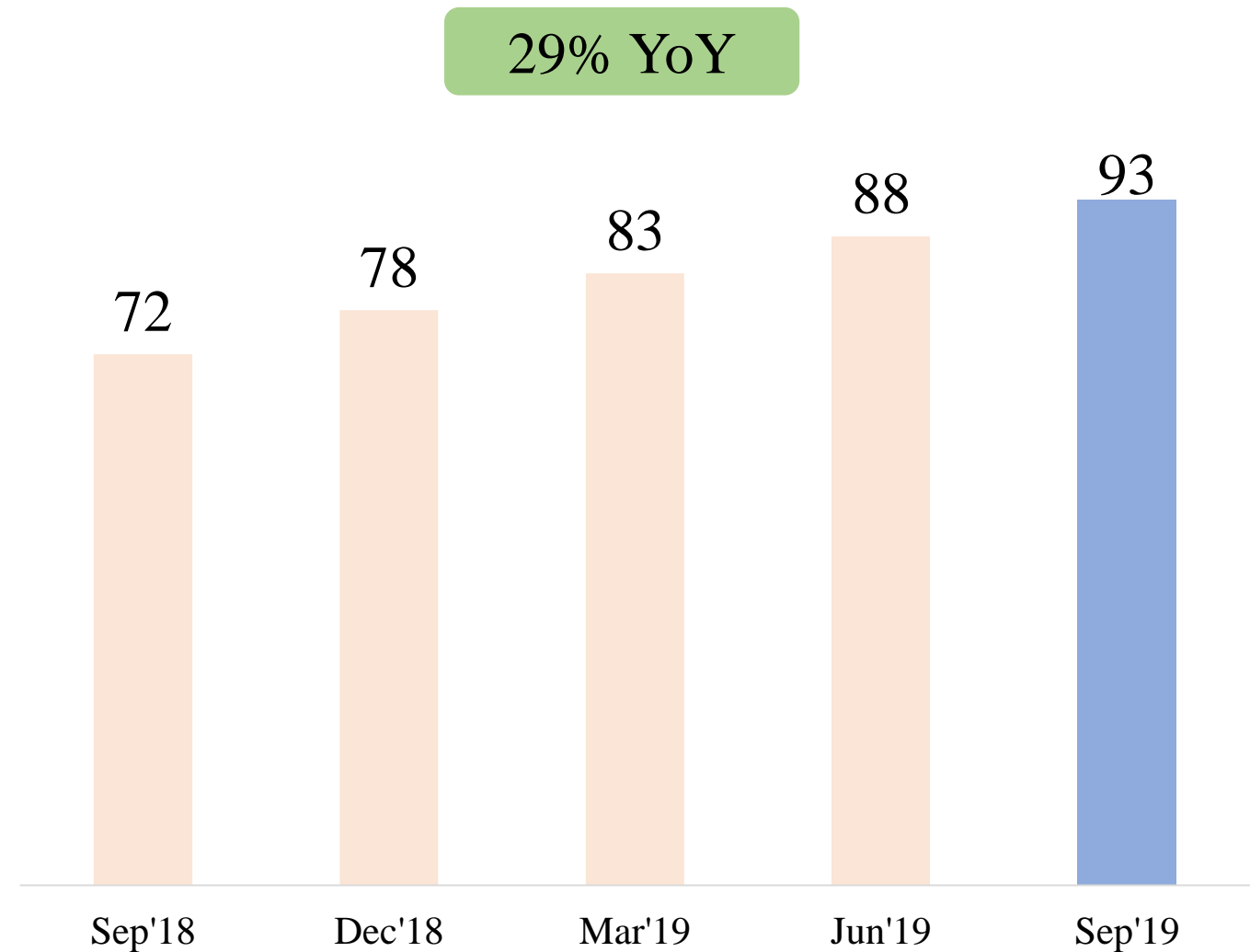
Registered Buyers



Yearly Trends



Quarterly Trends

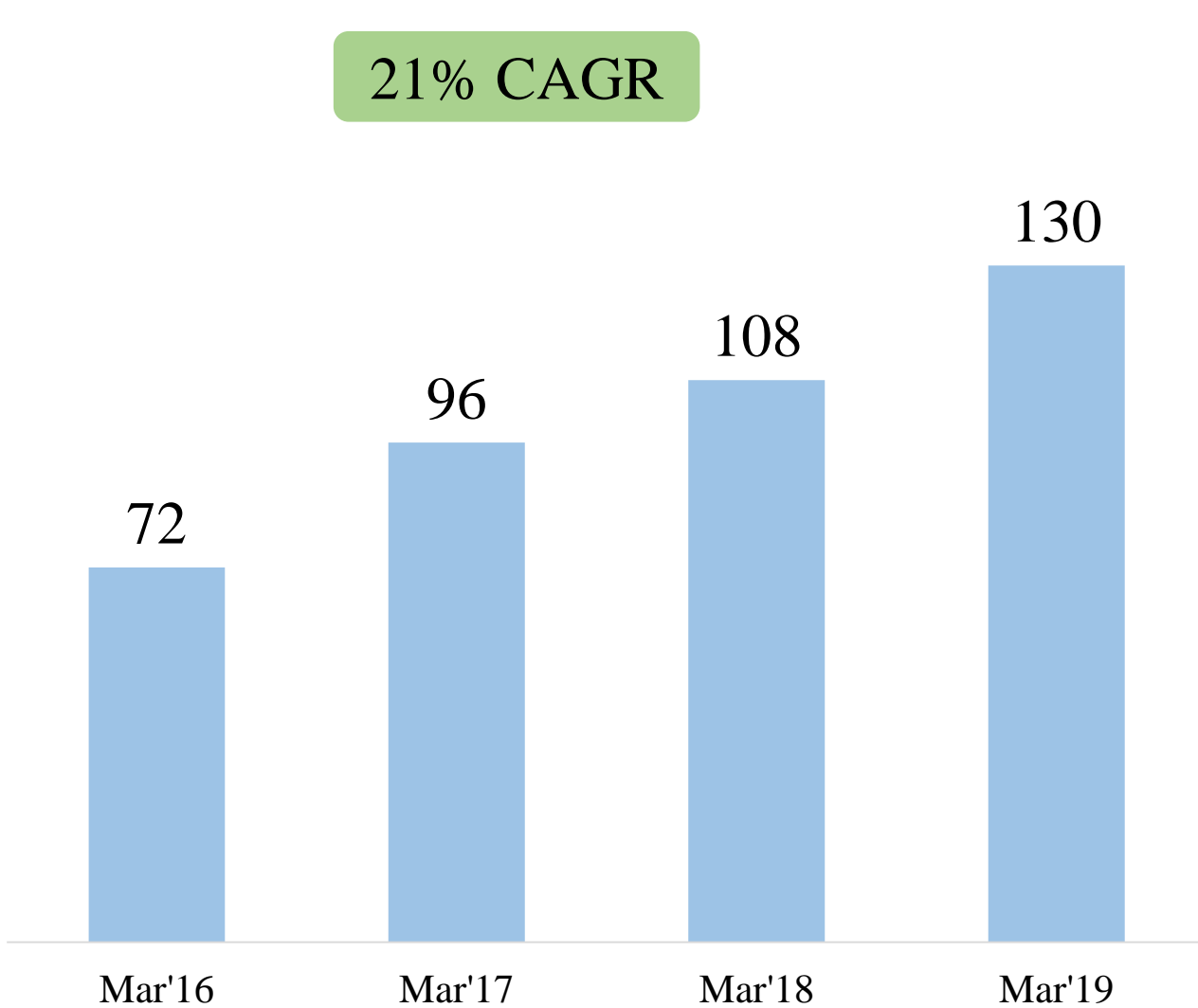


Figures in Millions

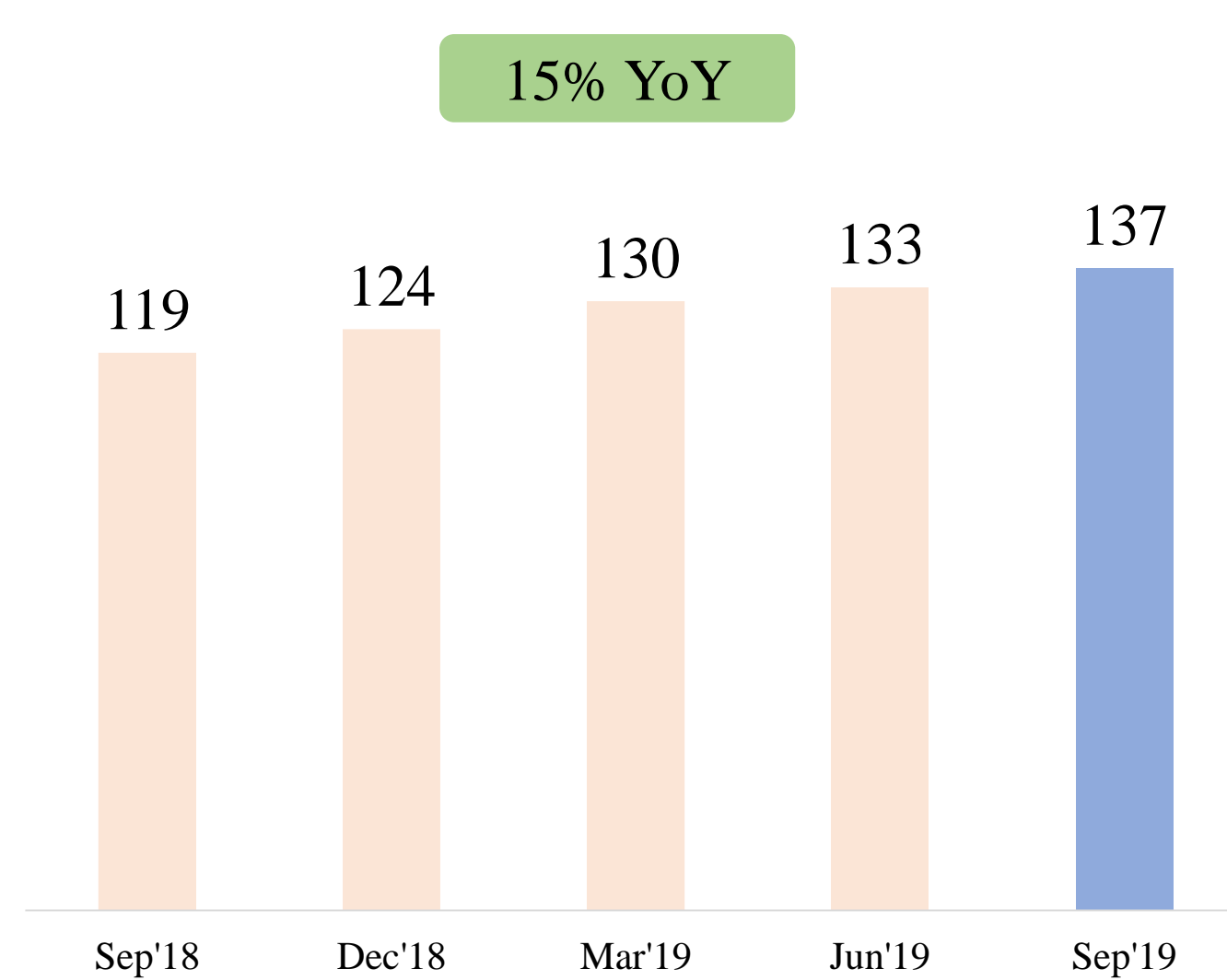


Paying Subscription Suppliers

Yearly Trends



Quarterly Trends



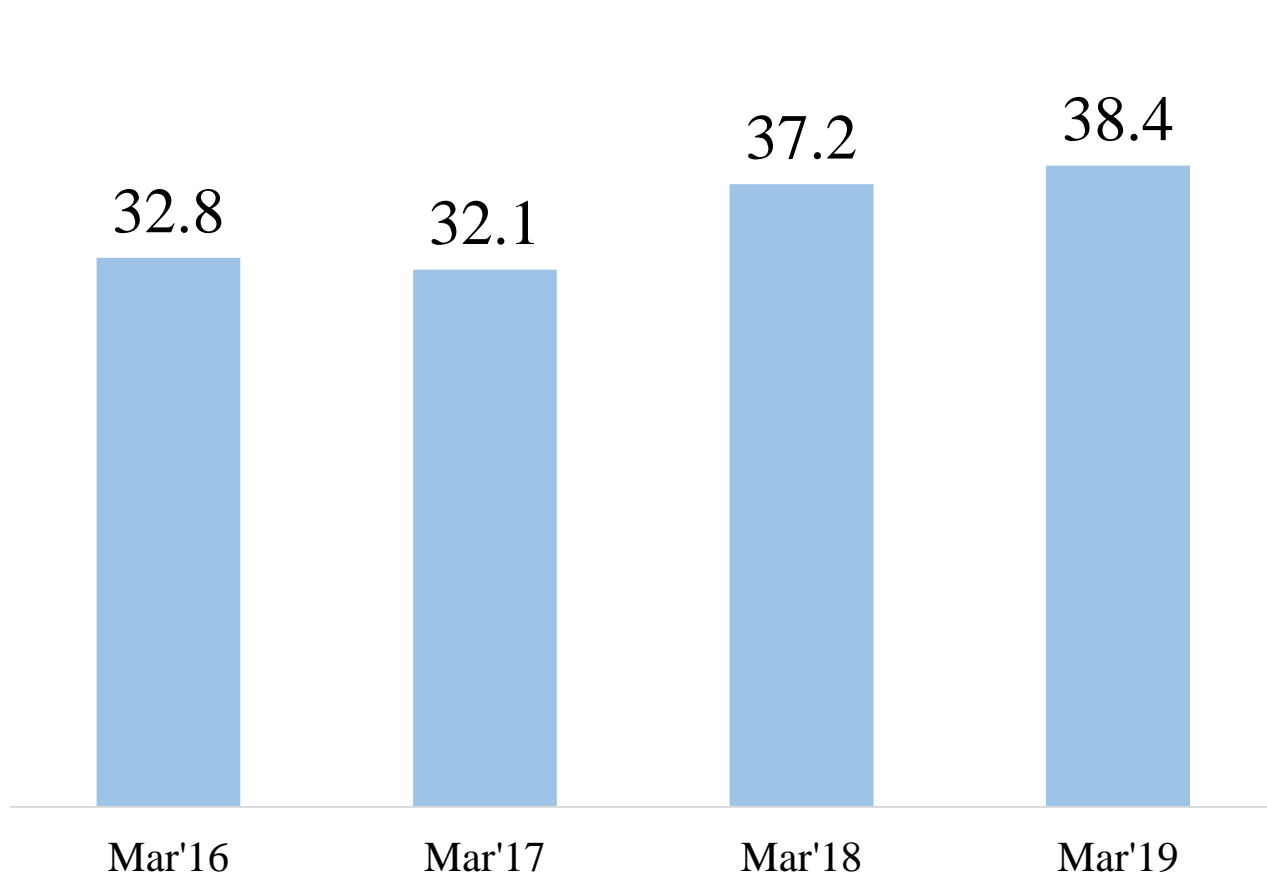
Figures in thousands



Annualised Revenue Per Paying Subscribers

Yearly Trends

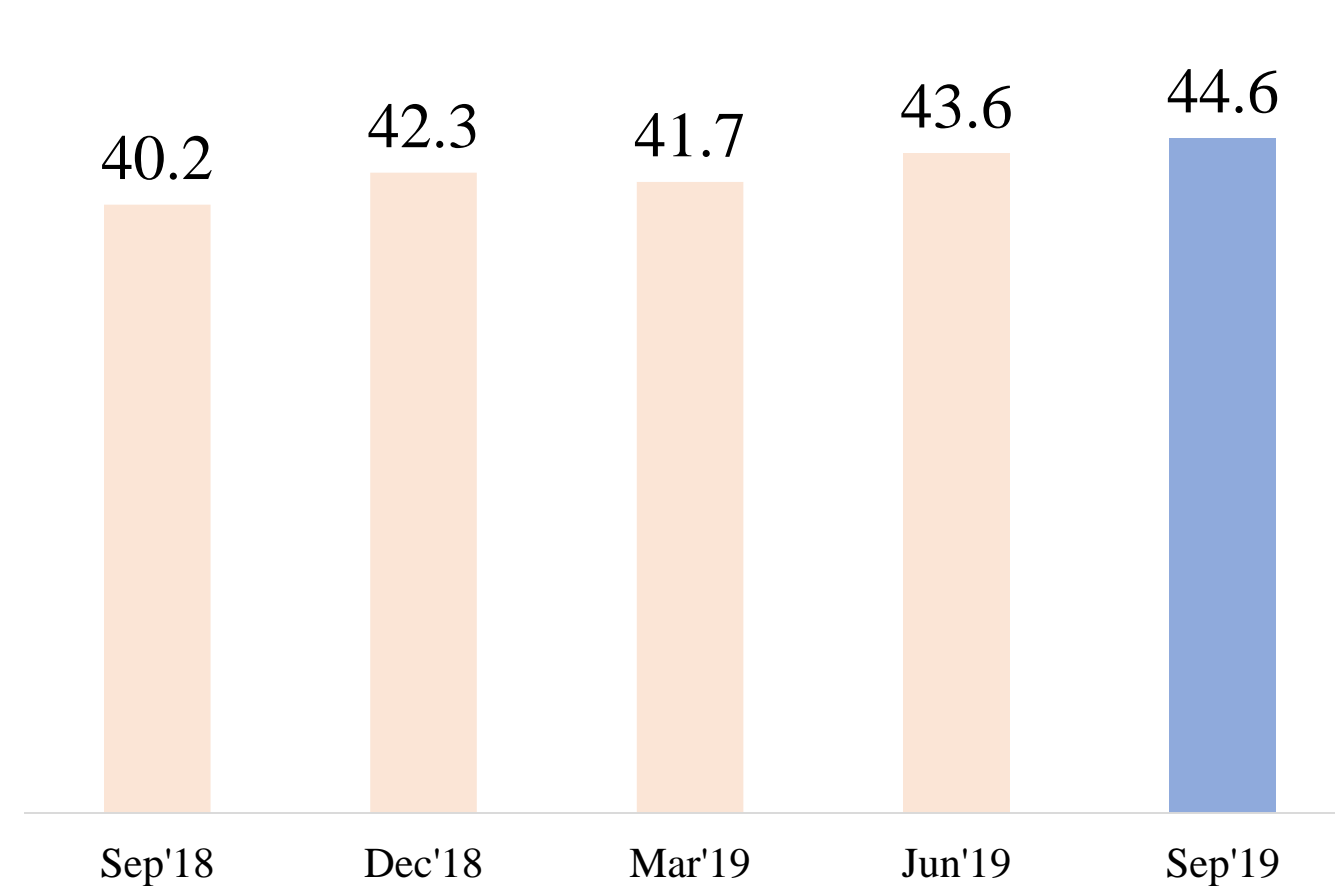
5% CAGR



Quarterly Trends

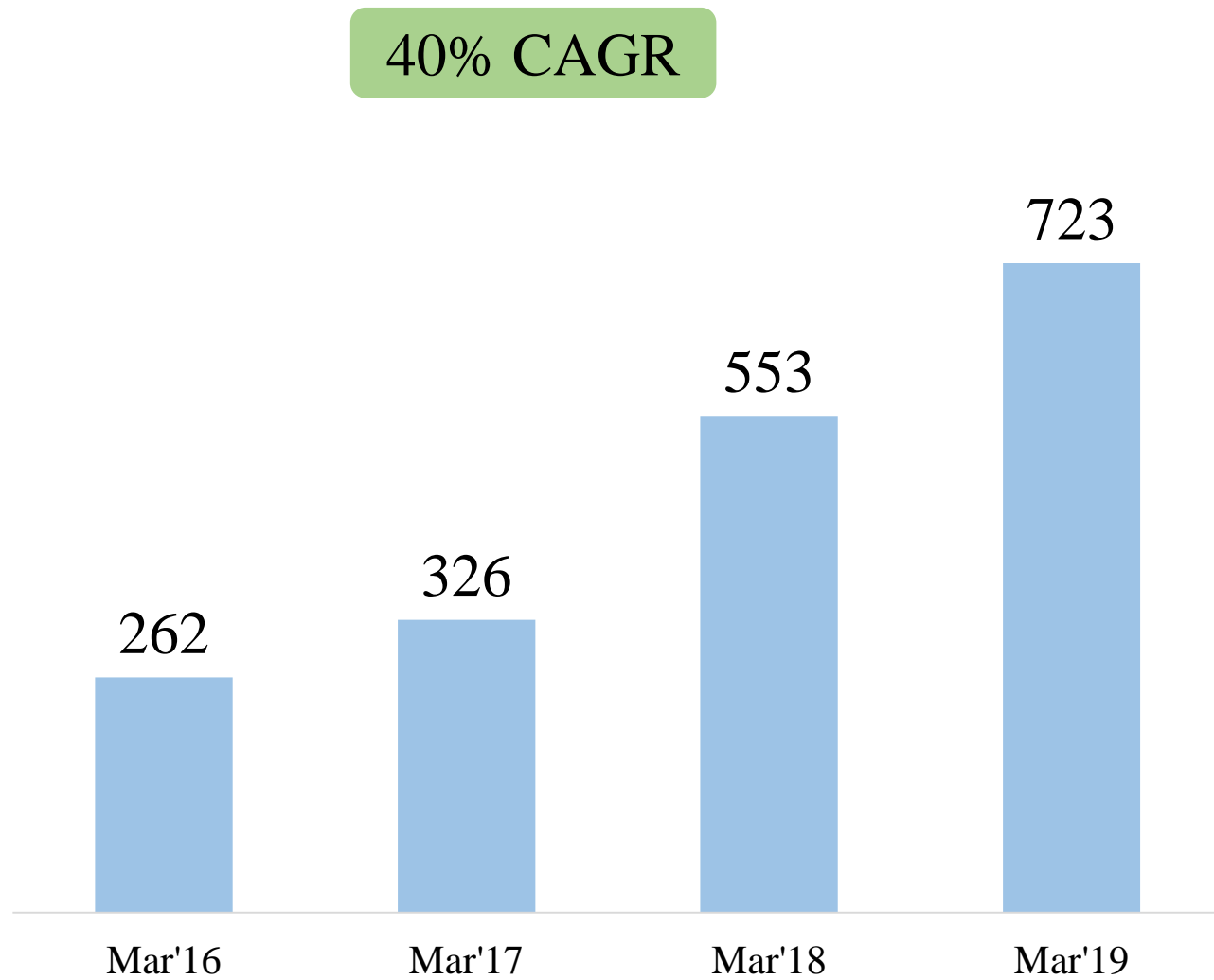
11% YoY

Figures in thousands

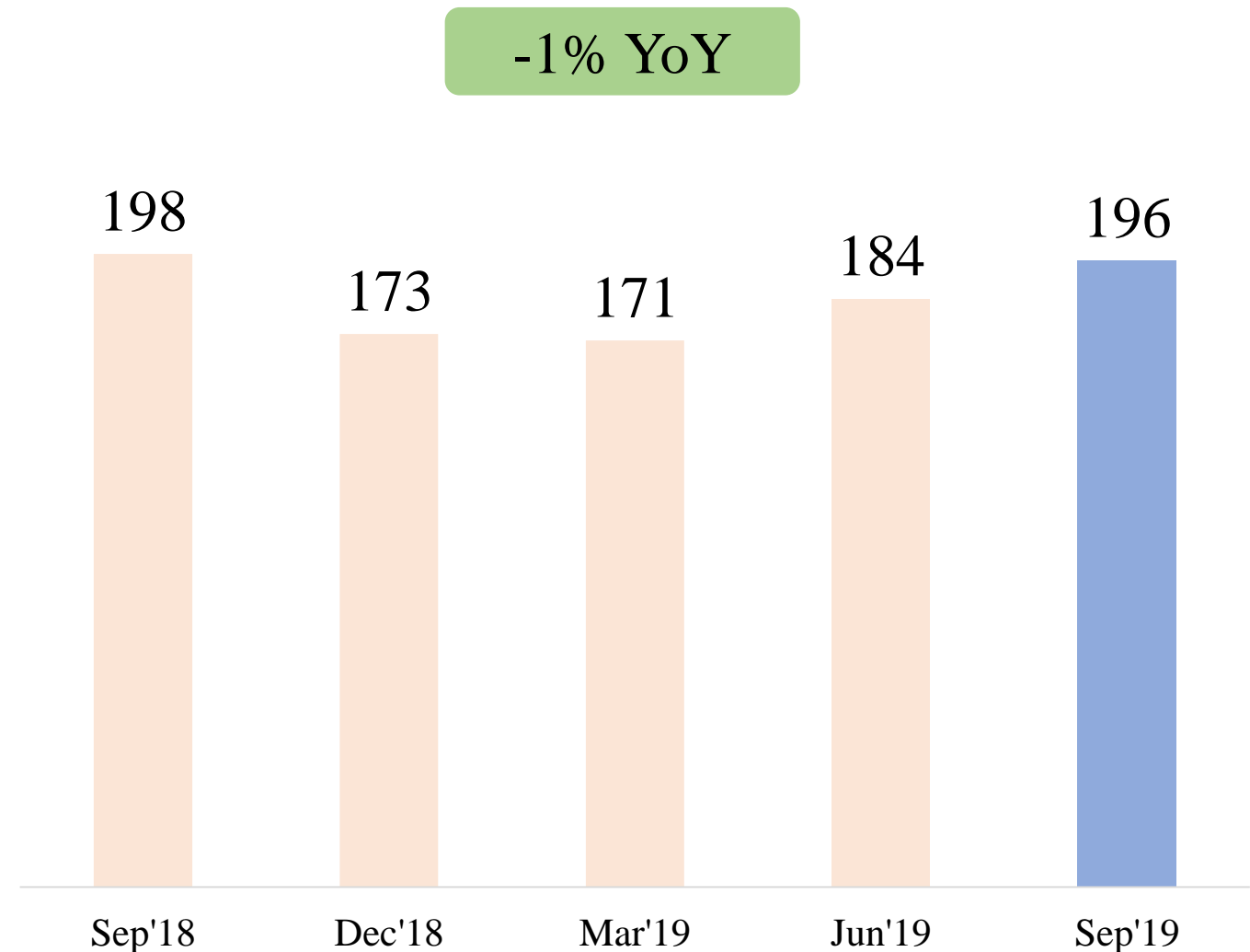


Represents Revenue from operations for the period divided by Paying subscription suppliers at period end
For the purposes of Quarter, the same has been multiplied by 4 to represent annualized runrate

Yearly Trends



Quarterly Trends



Figures in Millions

~76% of total traffic is through mobile

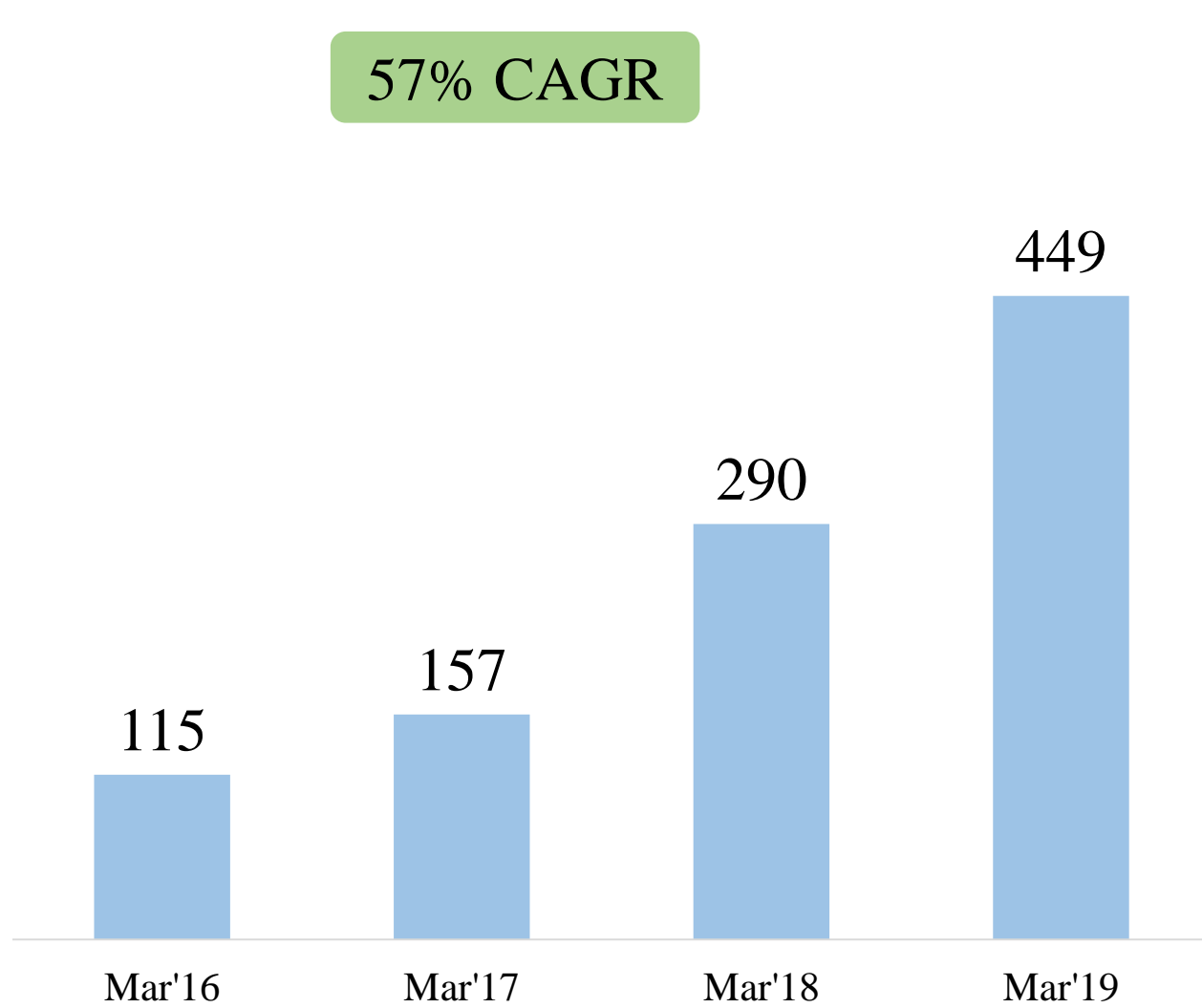
* "Traffic" is defined as number of visits done on the website, mobile website and mobile application of Indiamart



Business Enquiries Delivered

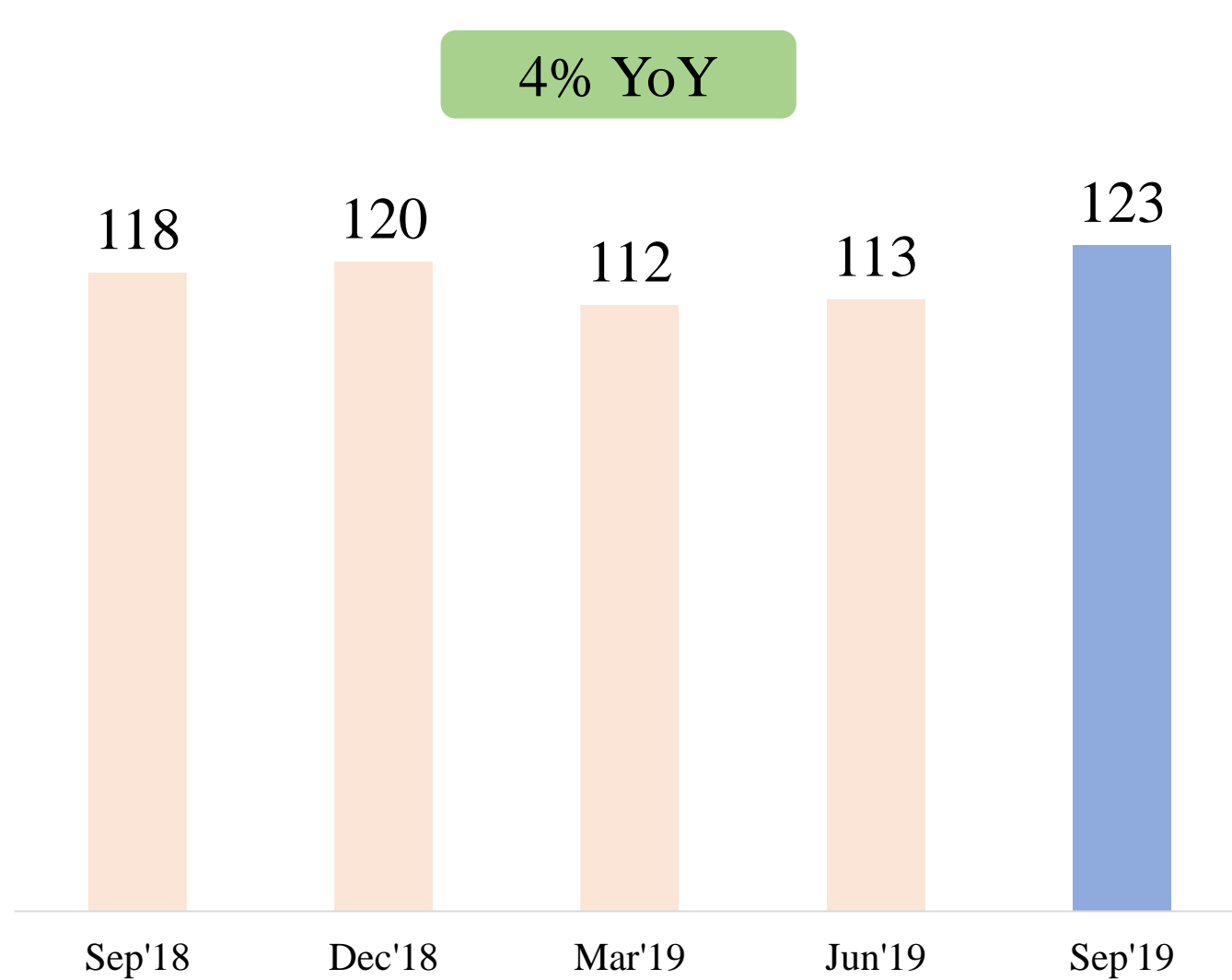
Yearly Trends

57% CAGR



Quarterly Trends

4% YoY



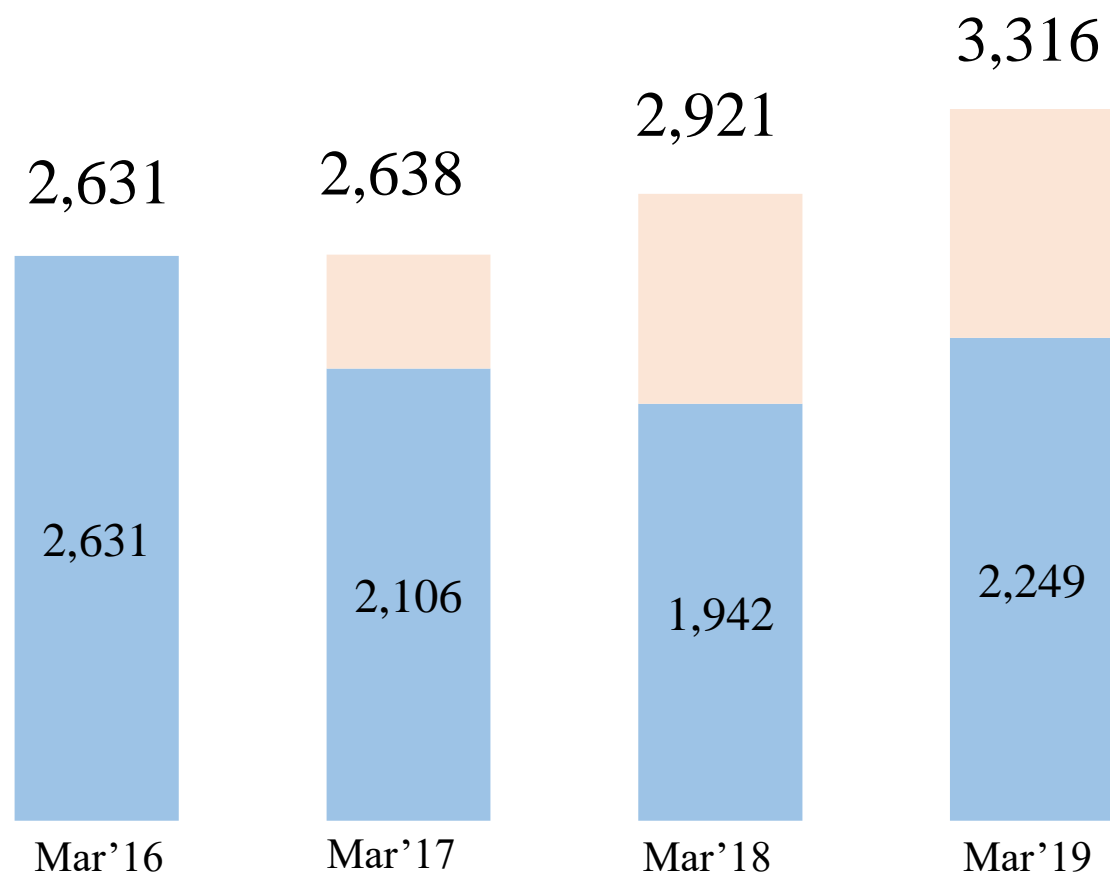
Figures in Millions



Total Sales & Service Representatives

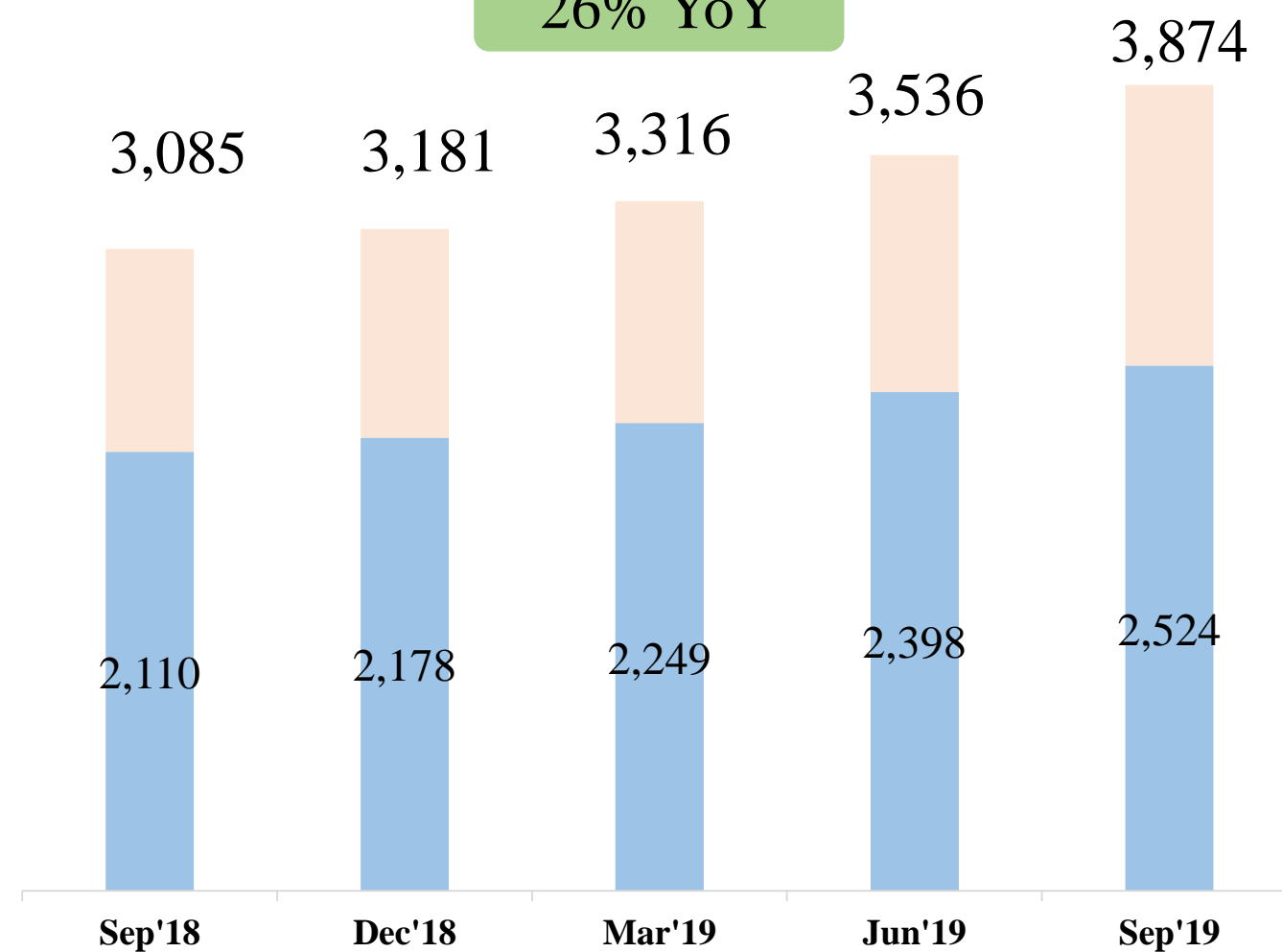
Yearly Trends

8% CAGR



Quarterly Trends

26% YoY



Outsourced

Financial Performance – Consolidated Section



Financial Performance - Consolidated

Financial Metrics	Q2 FY20	Q2 FY19	YoY Change	Q1 FY20	QoQ Change	H1 FY20	H1 FY19	YoY Change
Revenue from Operations	157	122	28%	147	6%	304	236	29%
Other Income	20	9	139%	14	42%	35	13	172%
Total Income	177	131	35%	162	10%	339	249	36%
Manpower Expense	69	51	34%	61	13%	129	104	24%
Outsourced sales cost	18	14	31%	15	20%	33	28	19%
Other Expense	33	35	(4%)	35	(4%)	68	69	(1%)
Total Expenses	120	100	20%	111	9%	231	201	15%
EBITDA	36	23	61%	37	(1%)	73	35	110%
<i>EBITDA Margin (%)</i>	<i>23%</i>	<i>18%</i>		<i>25%</i>		<i>24%</i>	<i>15%</i>	
Depreciation and amortisation expense	5	1	398%	4	14%	9	2	449%
Finance Cost	0.6	-	-	0.4	41%	1.1	-	-
Net Loss on Financial Liability at FVTPL	-	-	-	-	-	-	65	-
Share in net profit/ (loss) of associates	0.2	-	-	-	-	0.2	-	-
Profit Before Tax	51	30	69%	46	10%	97	(19)	NA
<i>Profit Before Tax Margin (%)</i>	<i>29%</i>	<i>23%</i>		<i>29%</i>		<i>29%</i>	<i>-</i>	
Tax*	42	10	334%	14	204%	56	16	242%
Net Profit	9	20	(57%)	32	(73%)	41	(36)	NA
<i>Net Profit Margin (%)</i>	<i>5%</i>	<i>16%</i>	<i>-</i>	<i>20%</i>	<i>-</i>	<i>12%</i>	<i>(14%)</i>	<i>-</i>
Cash Generated from Operating Activities	42	52	(18%)	54	(22%)	96	97	(1%)
Deferred Revenue (period end)	631	492	28%	610	3%	631	492	28%
Cash and Investments (period end)	780	503	55%	746	5%	780	503	55%
EPS (Rs)	3.0	8.1	-	11.3	-	14.3	(15.5)	-

Rs Crore
(Consolidated)

• Note: Tax expenses for the quarter ending September 20, 2019 included one-time impact of Rs. 31.4 Crore related to change in tax rate and law as the Company has opted to move to 25% tax regime as per the option given in Taxation Amendment Ordinance 2019

Revenue – Legal Entity view

Rs Crore
(Consolidated)

Particulars	Q2FY19	Q3FY19	Q4FY19	Q1FY20	Q2FY20
Revenue from Operations					
IndiaMart Intermesh Limited	120	131	135	144	153
Ten Times Online Pvt Ltd	2	3	2	2	3
Pay With Indiamart Pvt Ltd	0.21	0.27	0.58	0.64	0.67
Tolexo Online Pvt Ltd	0.03	0.05	0.05	0.06	0.05
	123	134	138	147	157
Inter Company Adjustments	(0.03)	(0.04)	(0.22)	(0.13)	(0.13)
Total Revenue from Operations	122	134	138	147	157

~98% of revenue contributed by Indiamart standalone business

Historical Financial Metrics

Financial Metrics	FY-16	FY-17	FY-18	FY-19
Total Income	251	332	430	548
Revenue from Operations	246	318	411	507
EBITDA	(126)	(54)	47	82
<i>EBITDA Margin (%)</i>	<i>(51%)</i>	<i>(17%)</i>	<i>11%</i>	<i>16%</i>
Adjusted Net Profit for the period*	(124)	(45)	63	85
<i>Adjusted Net Profit Margin (%)</i>	<i>(50%)</i>	<i>(14%)</i>	<i>15%</i>	<i>16%</i>
Net Profit for the period	(132)	(64)	55	20
Cash Generated from Operating Activities	(56)	(1)	179	255
Deferred Revenue (period end)	257	325	424	586
Cash and Investments (period end)	159	177	388	685

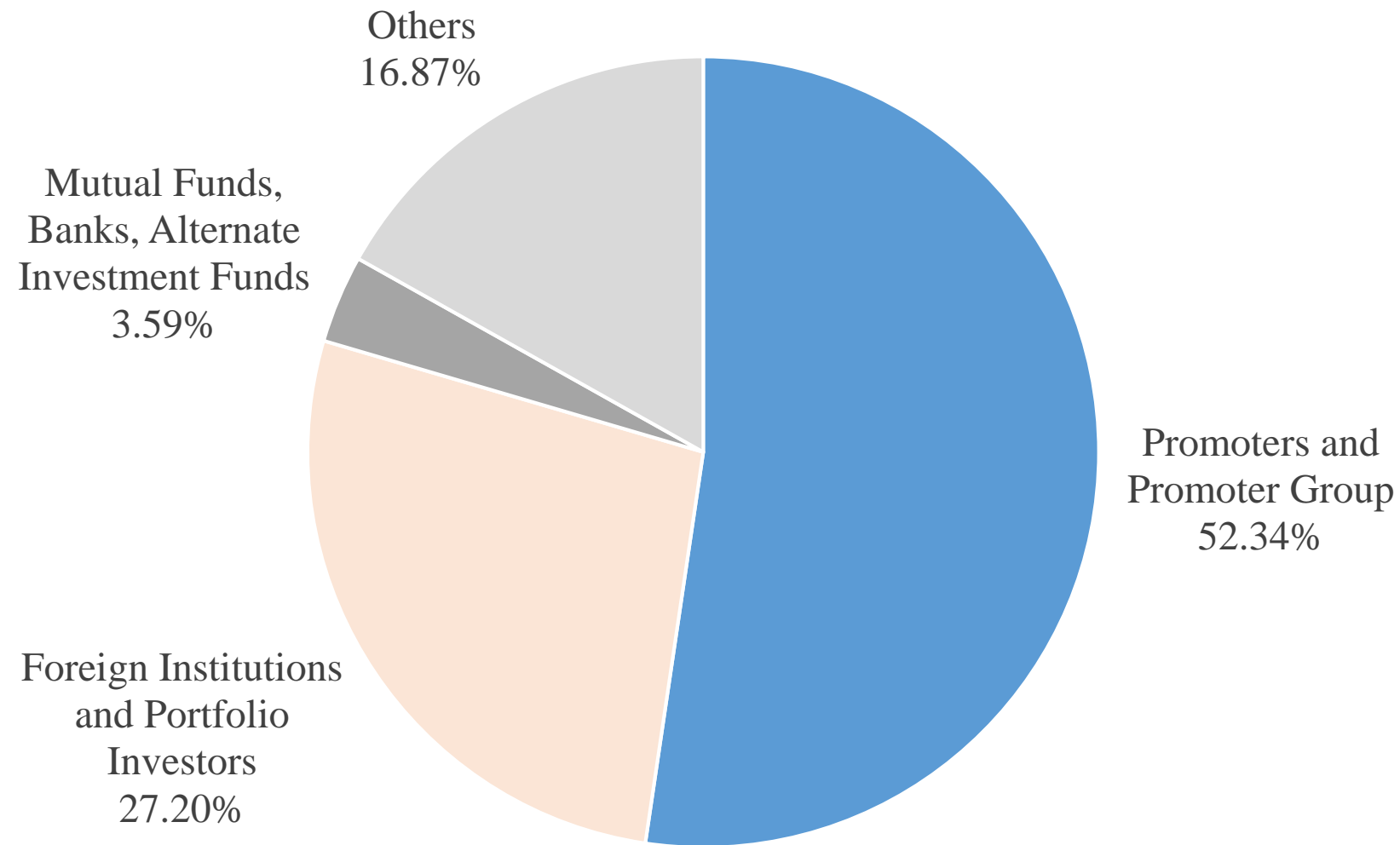
Rs Crore
(Consolidated)

- Net Profit has been adjusted for FVTPL expenses or adjustments and one time benefits of Deferred Tax
- Deferred revenue include Advances from Customers

Other Information

Our Shareholding Structure

As on Sep 30, 2019



Total shares outstanding as on Sep 30, 2019 - 28,919,820

Senior Management Team



Dinesh Chandra Agarwal
Managing Director

- Founded IndiaMART
- Bachelor's in Computer Science and engineering from HBTI, Kanpur University



Brijesh Agarwal
Whole-Time Director

- Co-founded IndiaMART
- Master's degree in management science from University of Lucknow and a PGDM from New Delhi



Dinesh Gulati
Chief Operating Officer

- Bachelor's degree in chemical engineering from Kanpur University MBA from FMS, University of Delhi
- Previously, worked with Kodak India Ltd, Bharti Airtel, Reliance communications.



Prateek Chandra
Chief Financial Officer

- Chartered accountant, Graduation from SRCC, Delhi University
- Previously, worked with exl Service.com India Limited, KPMG and HT Media Limited



Amarinder S. Dhaliwal
Chief Product Officer
(Product Management)

- Bachelor's in textile technology from IIT Delhi and PGDM from IIM, Ahmedabad
- Worked in Micromax Informatics Ltd., BCCL etc.



Independent and Non-Executive Directors



Dhruv Prakash
Non Executive Director

- Master's degree from Meerut University and PDGM from IIM, Ahmedabad
- Previously worked at Korn/Ferry International Private Limited, Helion Ventures Private Limited etc.



Rajesh Sawhney
Independent Director

- Bachelor's degree in engineering from University of Delhi and master's degree in management studies from University of Bombay
- Worked with Reliance Capital Limited and Reliance Entertainment Limited



Vivek Narayan Gour
Independent Director

- Bachelor's degree from University of Bombay and MBA from University of Delhi
- Worked with First Leasing Company of India Limited, Infrastructure Leasing & Financial Services Limited etc.



Elizabeth Lucy Chapman
Independent Director

- Bachelor's degree from Edinburgh University, United Kingdom and is a chartered financial analyst
- Previously worked with DBS Bank Limited, Goldman Sachs International etc.



Corporate Office

IndiaMART InterMESH Ltd.

7th Floor, Advant-Navis Business Park, Plot No-7,
Sector-142, Noida, Uttar Pradesh, Pin – 201 305, India

T: +91-120-6777800

Registered Office:

1st Floor, 29-Daryaganj, Netaji Subash Marg, Delhi – 110002.

CIN :

U74899DL1999PLC101534