



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: July 31, 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

Dear Sir/Madam,

Sub: Investor Presentation on the Audited (Standalone and Consolidated) Financial Results for the quarter ended June 30, 2019

In accordance with Regulation 30 of the Securities and Exchange Board of India (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 ended June 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**



Encl: as above



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

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

- 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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Q1 FY 20 Results Overview (Consolidated)

Total Income - Rs. 162 Cr

37% YoY Growth



Revenue from Operations

Rs. 147 Cr

30% Growth YoY



Deferred Revenue

Rs. 610 Cr

32% Growth of YoY

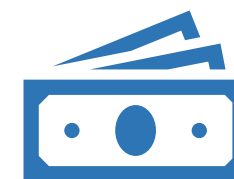


EBITDA

Rs. 37 Cr

201% Growth

25% Margin



Net Profit

Rs. 32 Cr

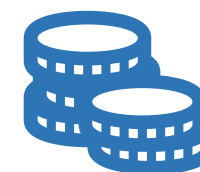
20% Margin



Cash generated from Operating Activities

Rs. 54 Cr

20% Growth of YoY



Cash and Investments

Rs. 746 Cr

67% Growth YoY

Notes:

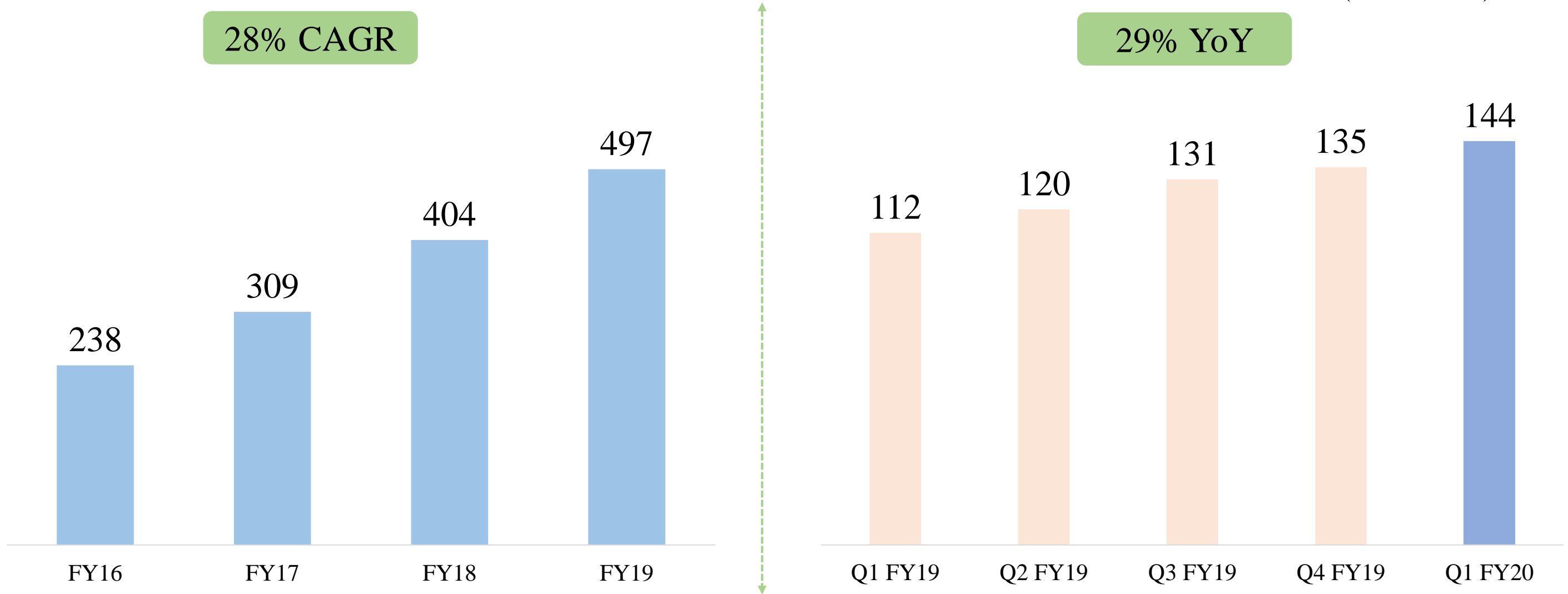
1. Results are basis consolidated financials and compared against Q1 FY 19
2. Deferred revenue include Advances from Customers

Financial Performance – Standalone Basis



Revenue From Operations

Figures in Rs Crore
(Standalone)

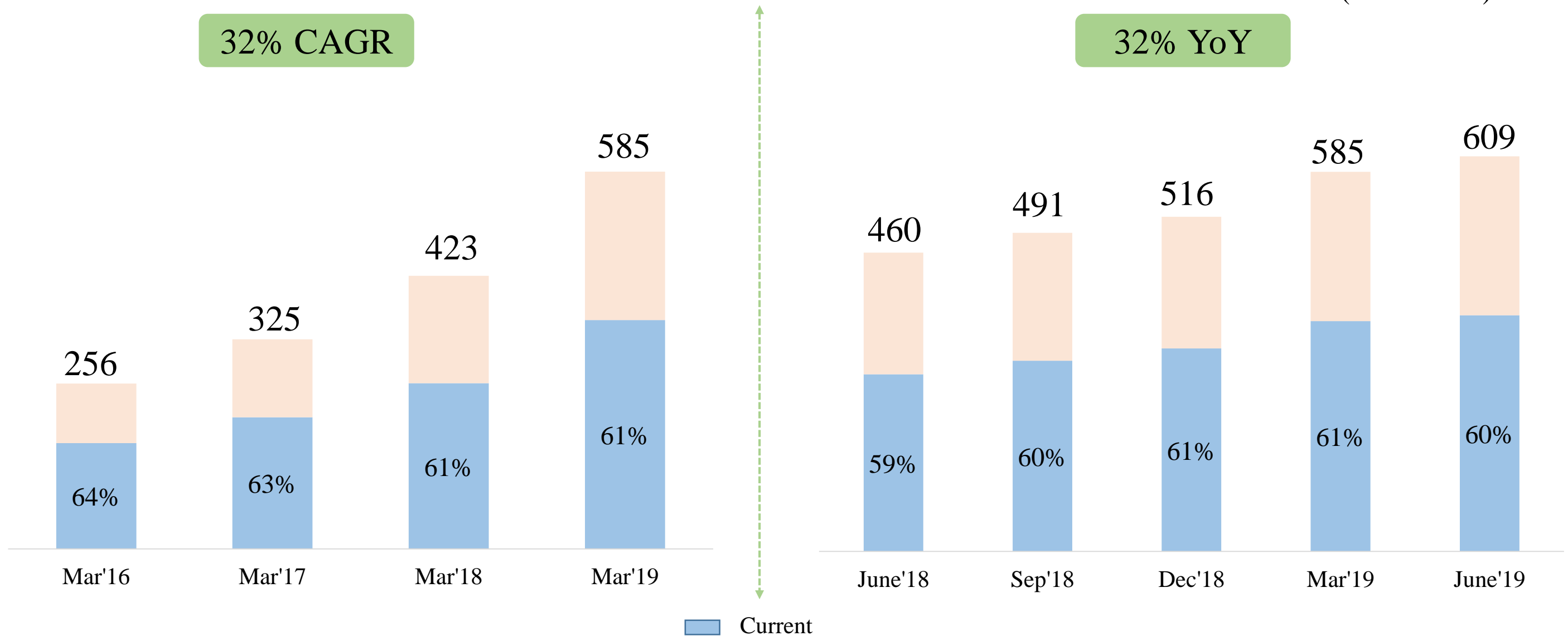


~40% of revenue contributed by top 10% of paying subscription suppliers

Deferred Revenue*



Figures in Rs Crore
(Standalone)

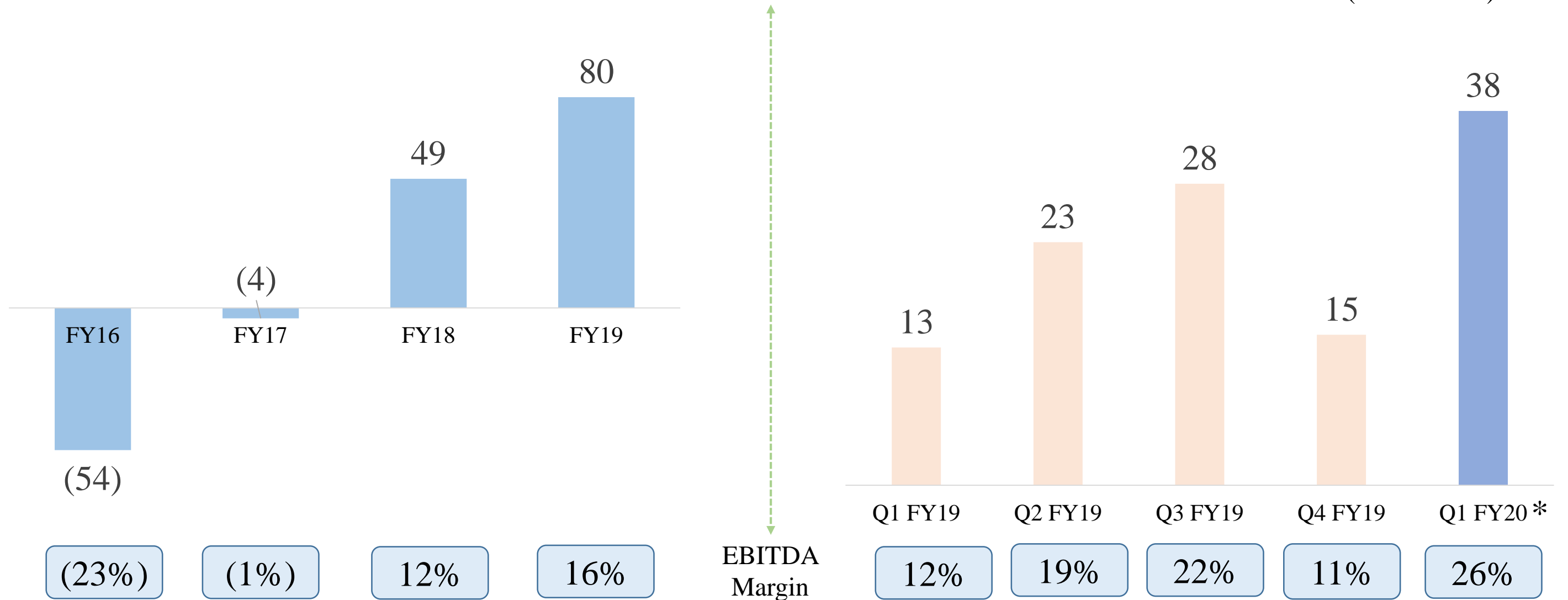


* Refers to contract liabilities in the financial statements, i.e. including advances from customers

EBITDA



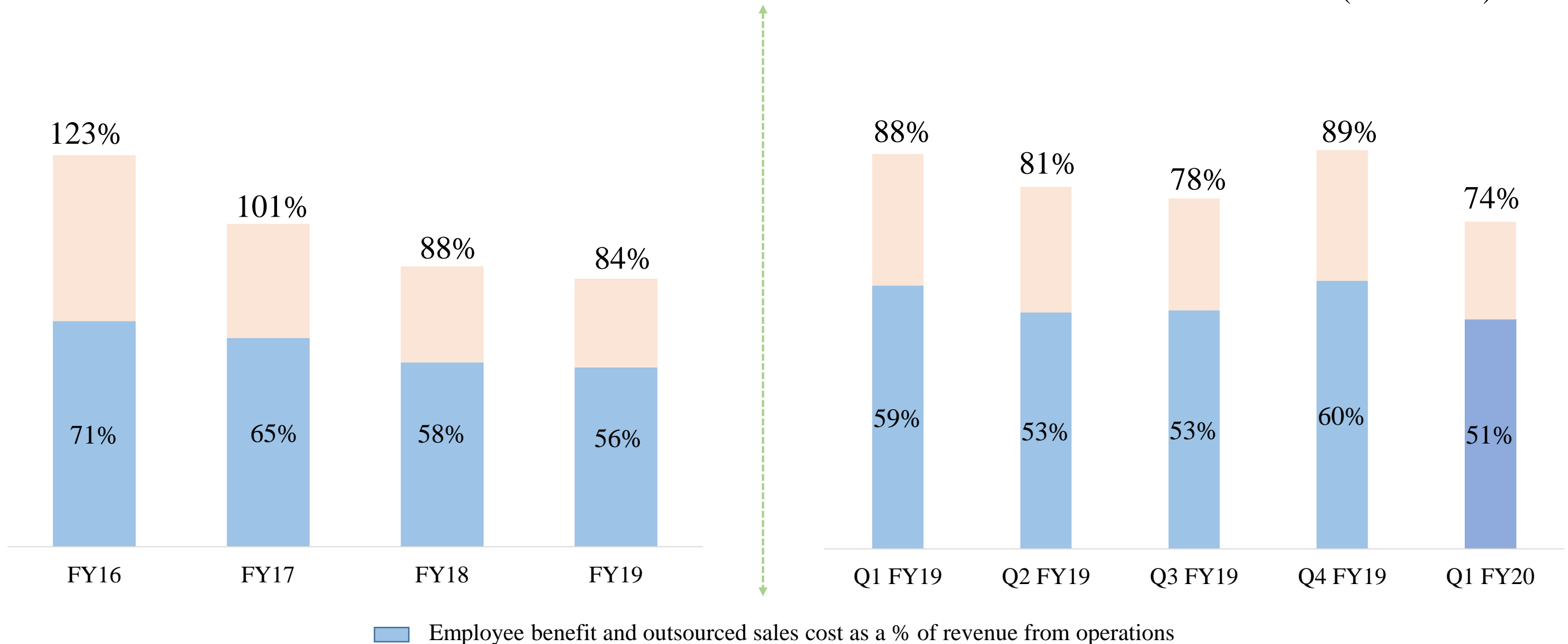
Figures in Rs Crore
(Standalone)



* The company has adopted IND AS -116 from 1st April 2019, impacting EBITDA by increase of Rs 4.5 Crores

Margin Leverage

Total expenses as a % of revenue from operations
(Standalone)



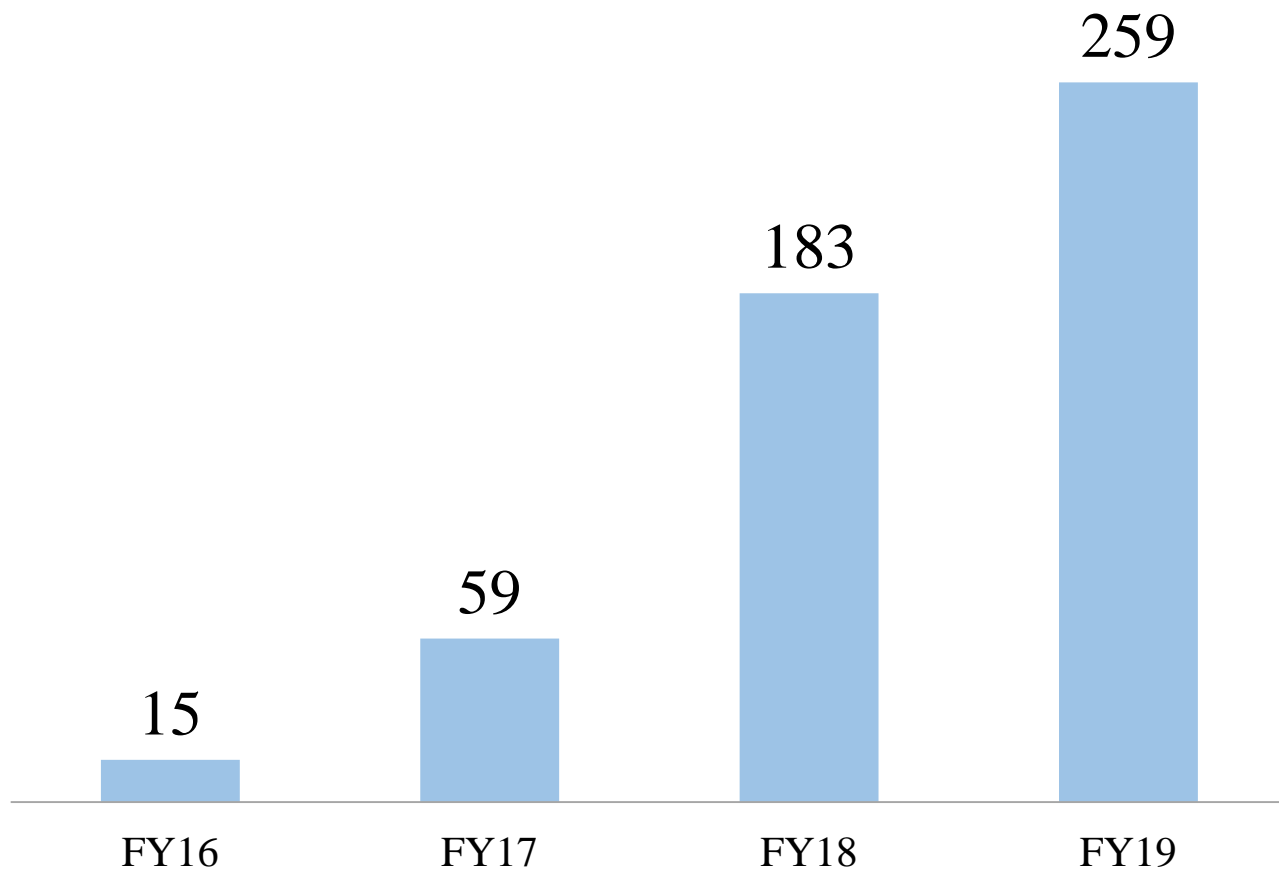
8 * The company has adopted IND AS -116 from 1st April 2019, impacting margin leverage by 3%



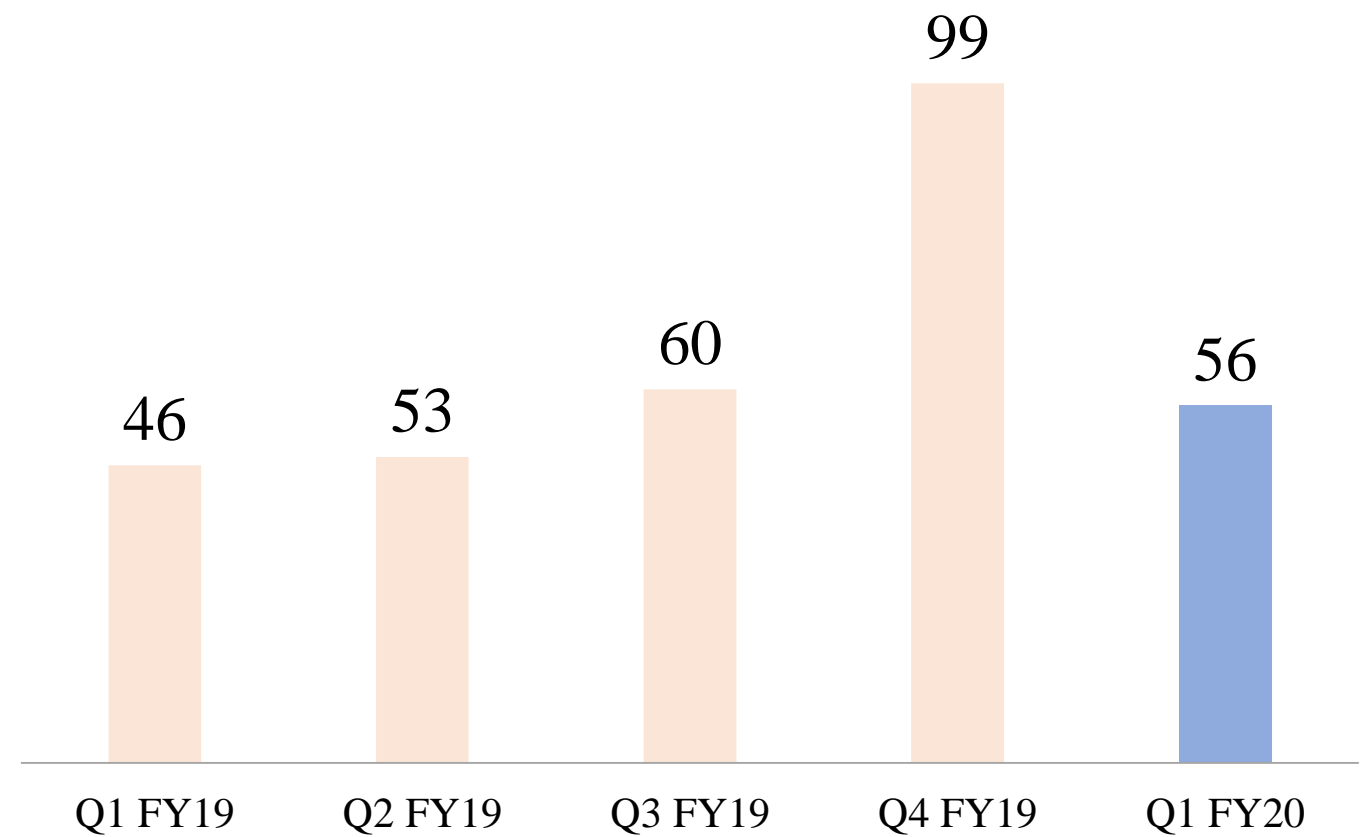
Cash generated from Operating Activities

Figures in Rs Crore
(Standalone)

158% CAGR

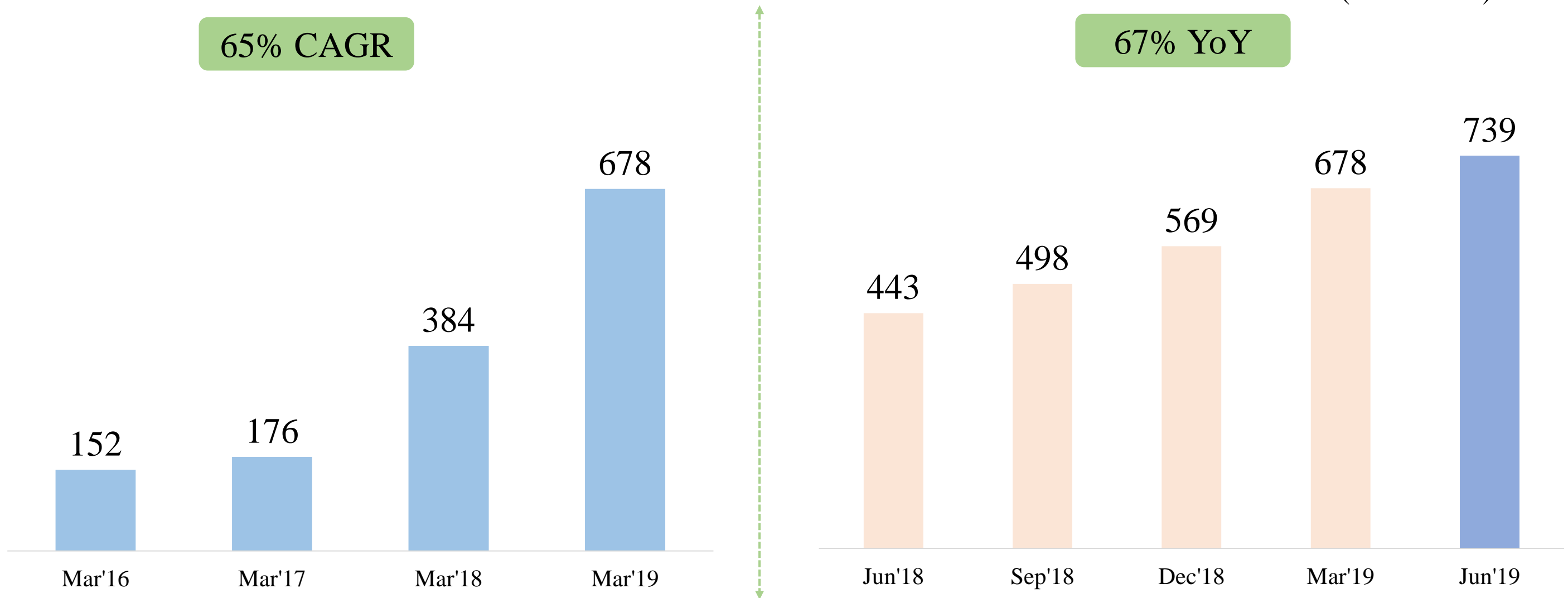


20% YoY



Cash and Investments*

Figures in Rs Crore
(Standalone)



Financial Performance



Financial Metrics	Q1 FY20	Q1 FY19	YoY Change	Q4 FY19	QoQ Change
Revenue from Operations	144	112	29%	135	7%
Other Income	14	4	238%	10	43%
Total Income	159	116	37%	145	9%
Manpower Expense	58	51	14%	65	(11%)
Outsourced sales cost	15	14	7%	15	(2%)
Other Expense	33	33	1%	39	(16%)
Total Expenses	107	98	9%	120	(11%)
EBITDA	38	13		15	
<i>EBITDA Margin (%)</i>	<i>26%</i>	<i>12%</i>		<i>11%</i>	
Depreciation and amortisation expense	4	1		1	
Finance Cost	0	-		-	
Net Loss on Financial Liability at FVTPL	-	65		-	
Profit Before Tax	47	(49)		24	
Tax	14	7		6	
Net Profit	33	(55)		18	
<i>Net Profit Margin (%)</i>	<i>21%</i>	<i>(48%)</i>		<i>12%</i>	
Cash Generated from Operating Activities	56	46	20%	99	(44%)
Deferred Revenue (period end)	609	460	32%	585	4%
Cash and Investments (period end)	739	443	67%	678	9%
EPS (Rs)	11.6	(26.0)		6.3	

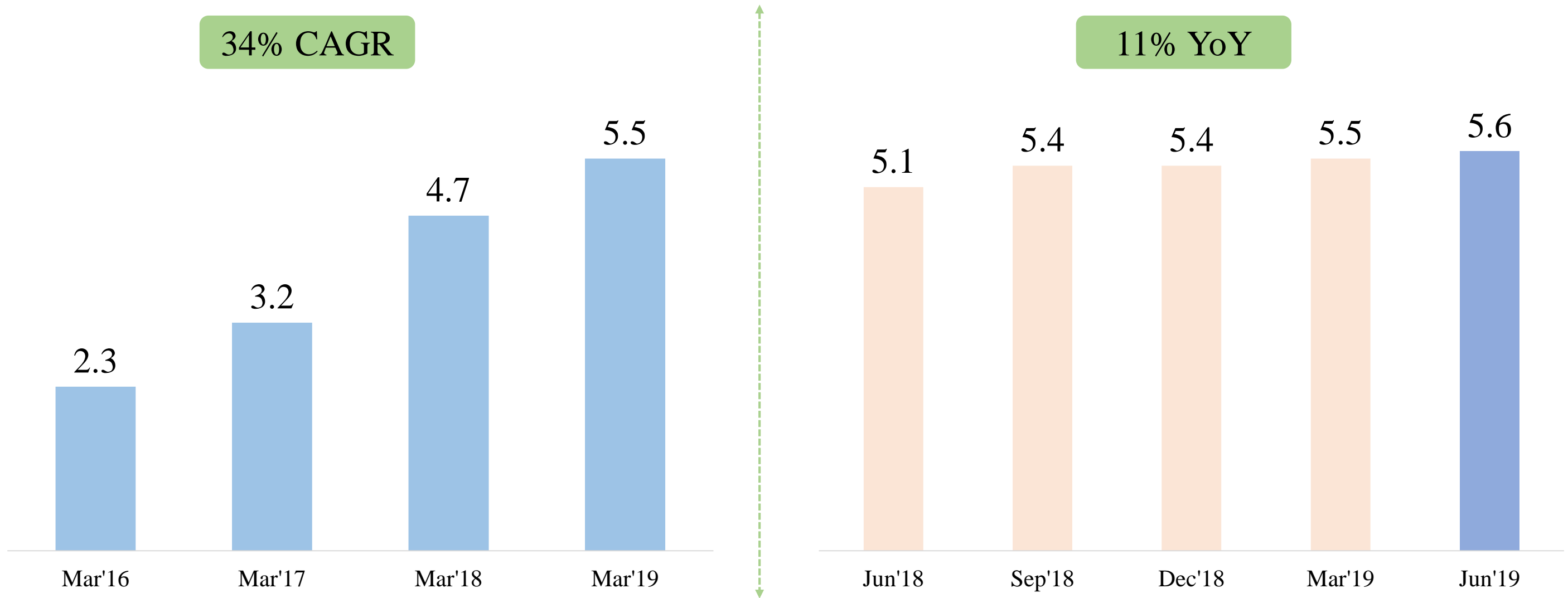
Figures in Rs Crore
(Standalone)

Operational Performance

Indian Supplier Storefronts



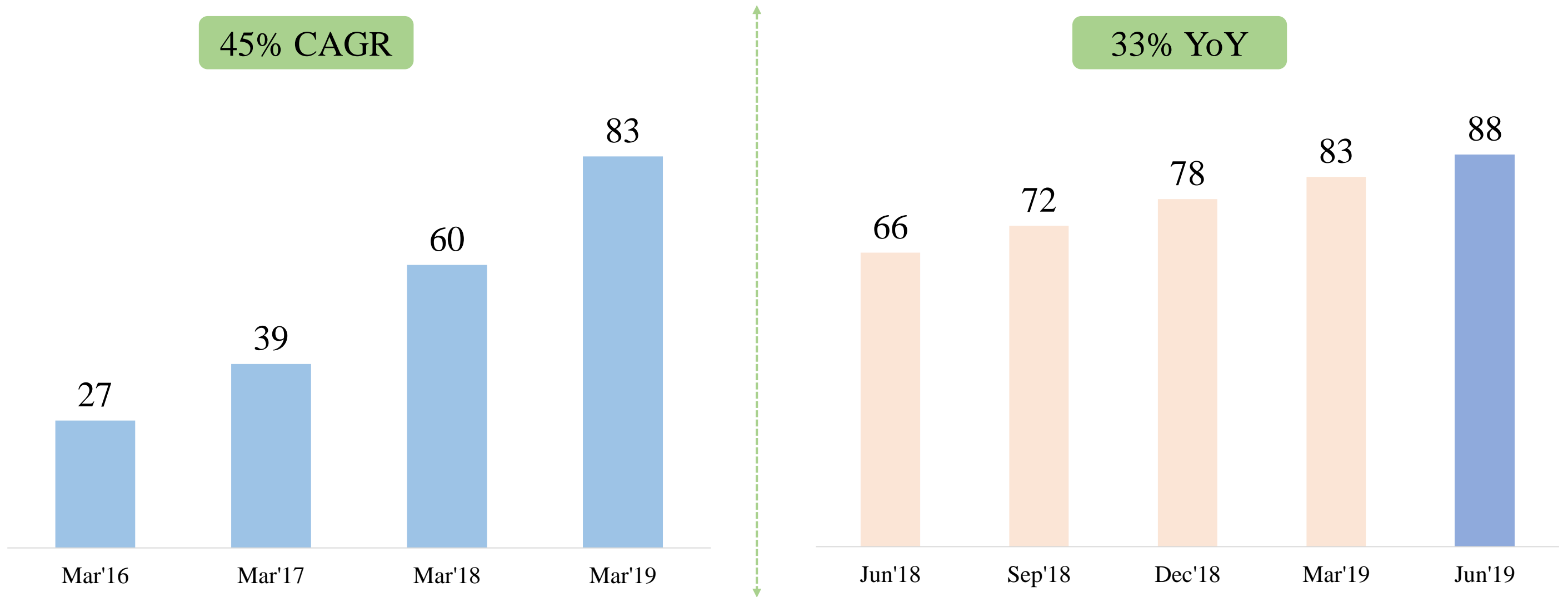
Figures in millions



Registered Buyers



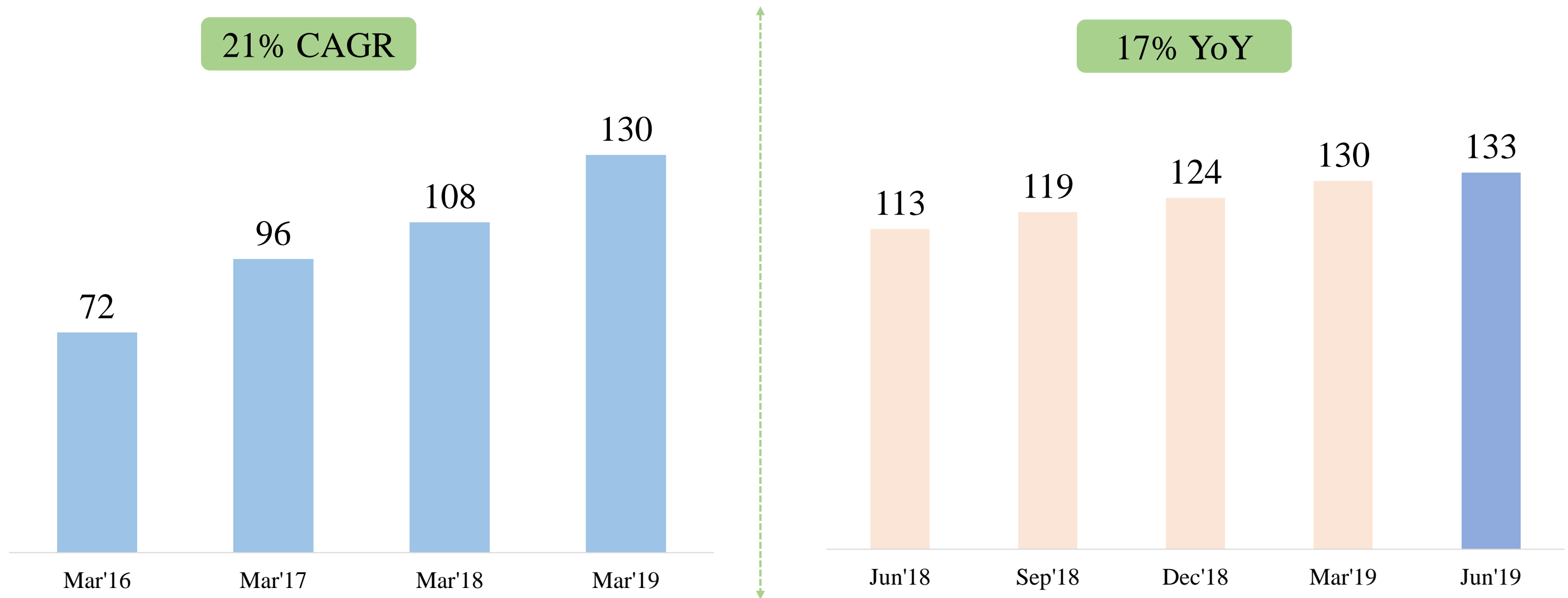
Figures in millions



Paying Subscription Suppliers



Figures in thousands



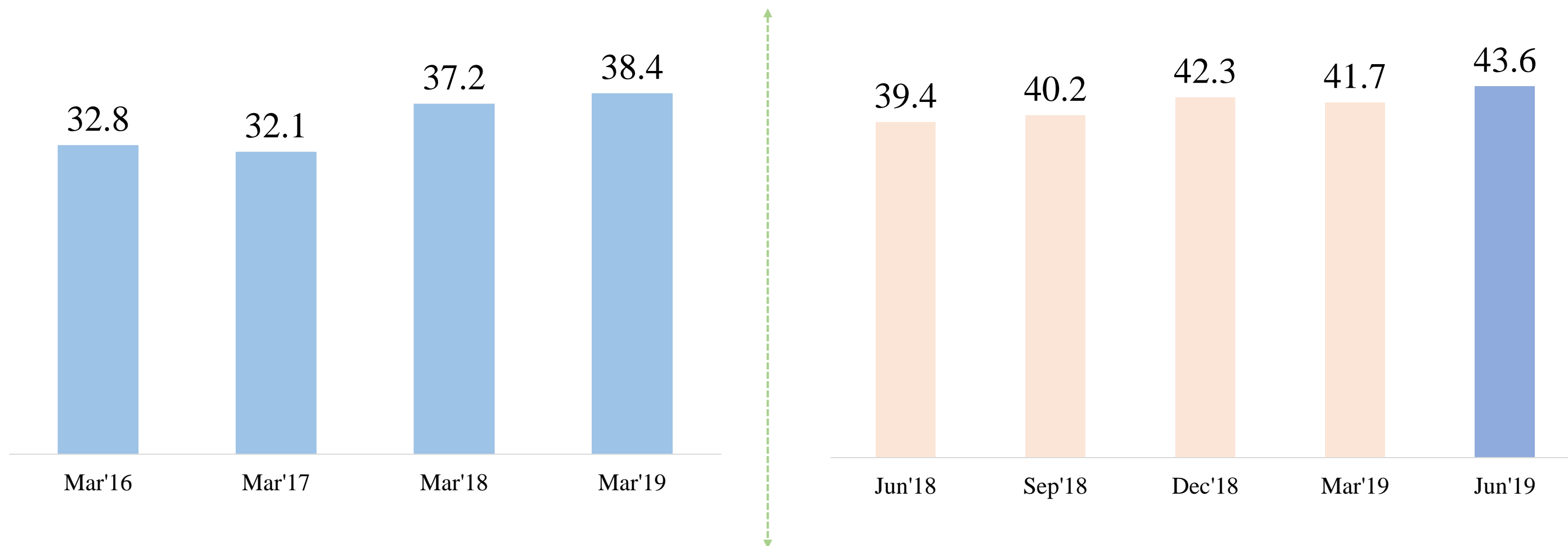


Annualised Revenue Per Paying Subscribers

Figures in thousands

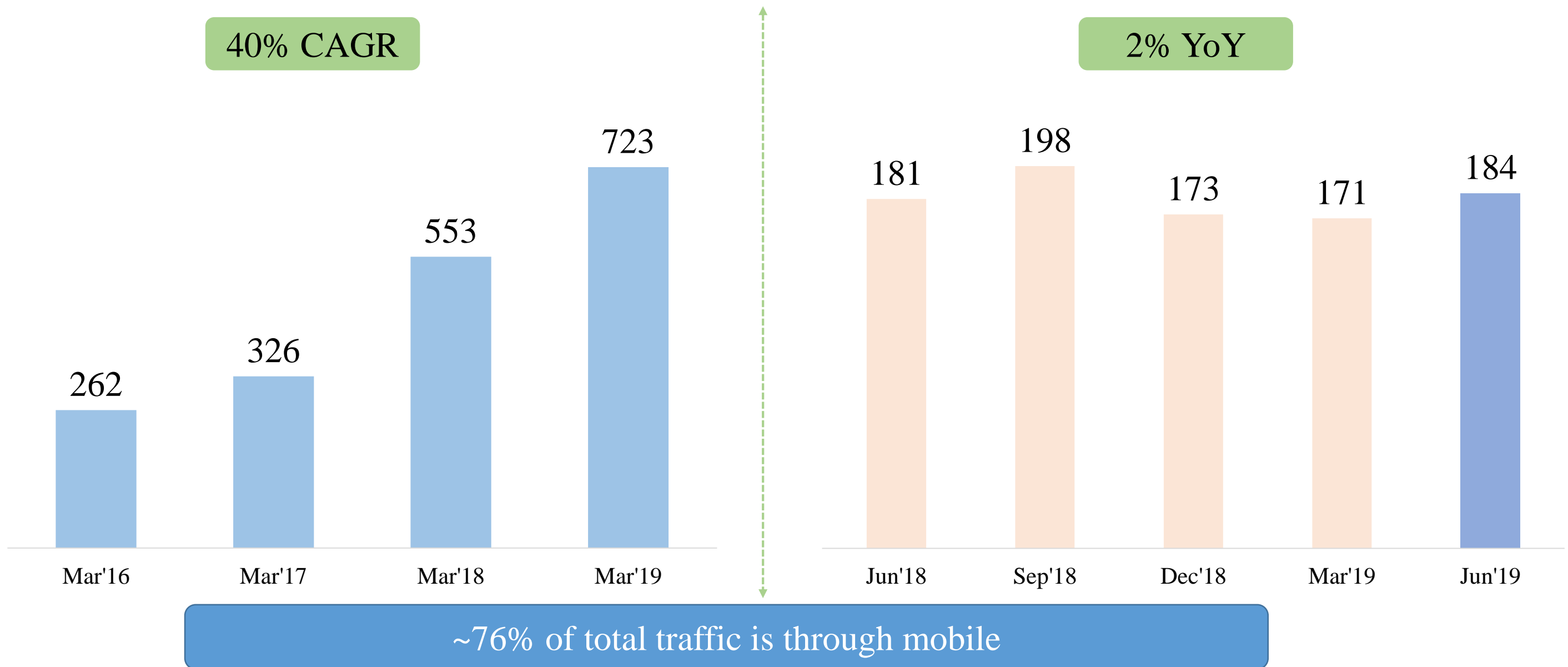
5% CAGR

10% YoY



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

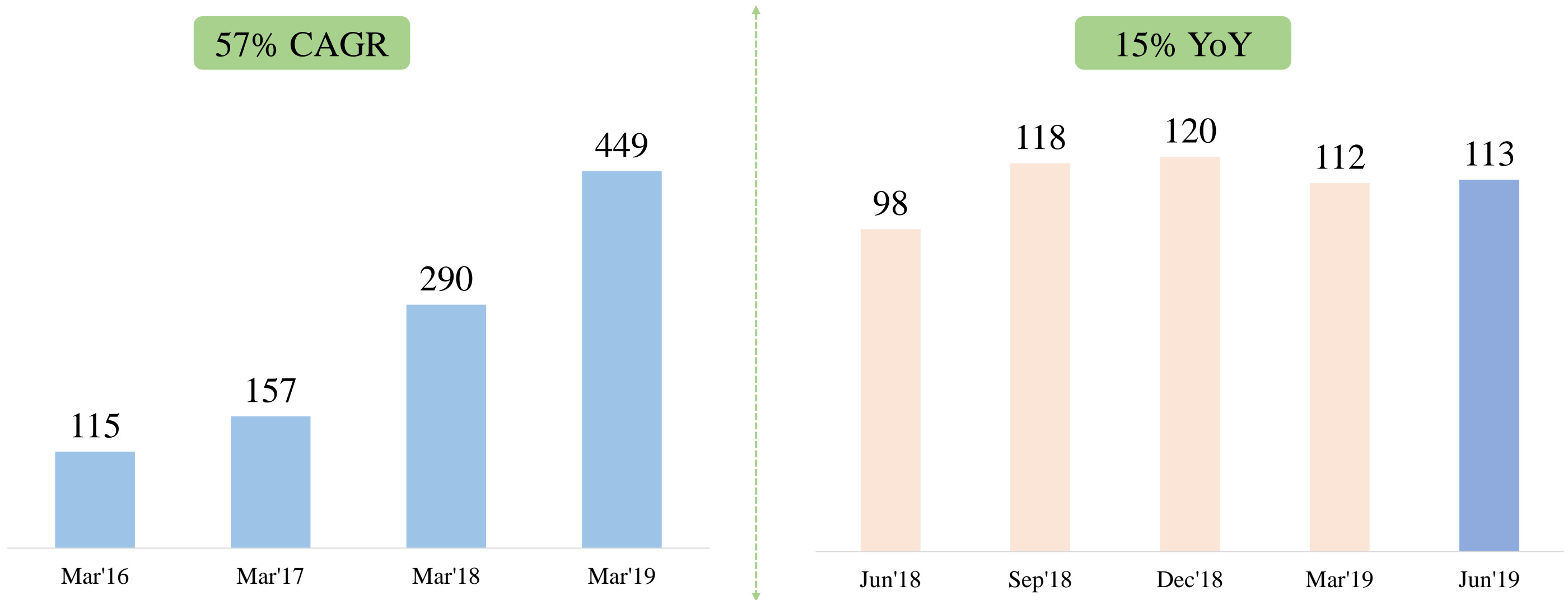
Figures in millions



Business Enquiries Delivered



Figures in millions



Financial Performance – Consolidated Section

Financial Performance - Consolidated



Financial Metrics	Q1 FY20	Q1 FY19	YoY Change	Q4 FY19	QoQ Change
Revenue from Operations	147	113	30%	138	7%
Other Income	14	4	239%	15	(3%)
Total Income	162	118	37%	153	6%
Manpower Expense	61	53	14%	68	(11%)
Outsourced sales cost	15	14	7%	15	(2%)
Other Expense	35	34	3%	34	1%
Total Expenses	111	101	9%	118	(6%)
EBITDA	37	12	201%	20	83%
<i>EBITDA Margin (%)</i>	<i>25%</i>	<i>11%</i>		<i>15%</i>	
Depreciation and amortisation expense	4	1		1	
Finance Cost	0	-		-	
Net Loss on Financial Liability at FVTPL	-	65		-	
Profit Before Tax	46	(50)		34	
Tax	14	7		6	
Net Profit	32	(56)		28	
<i>Net Profit Margin (%)</i>	<i>20%</i>	<i>(48%)</i>		<i>18%</i>	
Cash Generated from Operating Activities	54	45	20%	98	(45%)
Deferred Revenue (period end)	610	461	32%	586	4%
Cash and Investments (period end)	746	448	67%	685	9%
EPS (Rs)	11.3	(26.5)		9.9	

Figures in Rs Crore
(Consolidated)

Revenue – Legal Entity view

Figures in Rs Crore
(Consolidated)

Particulars	Q1FY19	Q2FY19	Q3FY19	Q4FY19	Q1FY20
Revenue from Operations					
IndiaMart Intermesh Limited	112	120	131	135	144
Ten Times Online Pvt Ltd	2	2	3	2	2
Pay With Indiamart Pvt Ltd	0.12	0.21	0.27	0.58	0.64
Tolexo Online Pvt Ltd	0.02	0.03	0.05	0.05	0.06
	113	123	134	138	147
Inter Company Adjustments	(0.02)	(0.03)	(0.04)	(0.22)	(0.13)
Total Revenue from Operations	113	122	134	138	147

~97% of revenue contributed by Indiamart standalone business

Historical Financial Metrics



Figures in Rs Crore
(Consolidated)

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

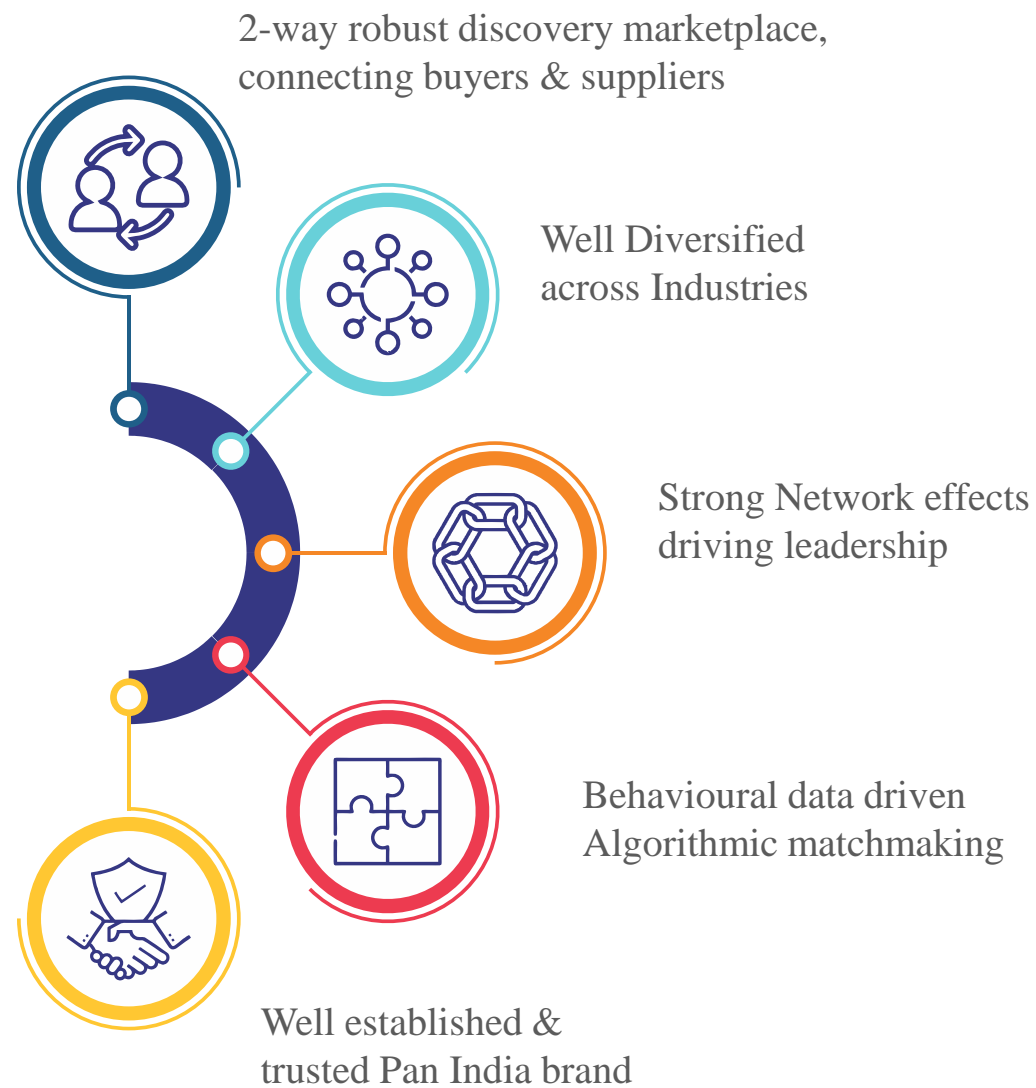
- Net Profit has been adjusted for FVTPL expenses or adjustments and one time benefits of Deferred Tax
- Deferred revenue include Advances from Customers

Business Overview



indiamart

About Us – India’s largest online B2B marketplace



54 Industries

138,000 categories

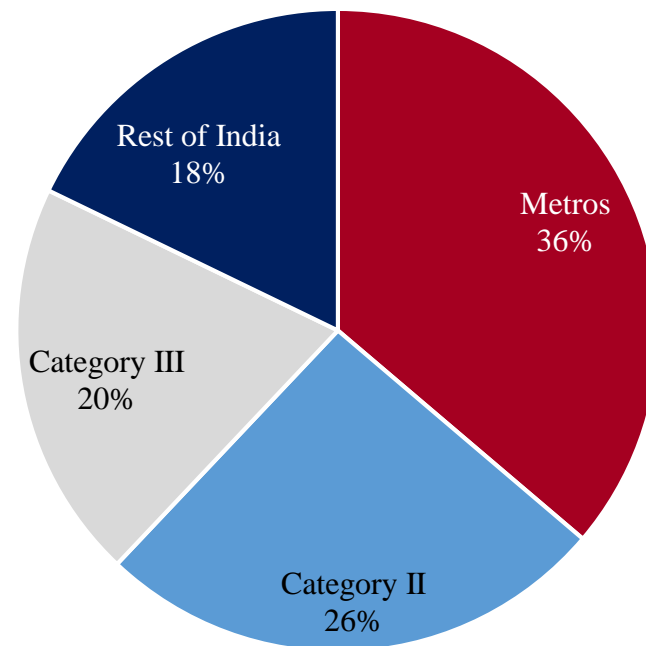
60mn+ Products

Geographic Presence

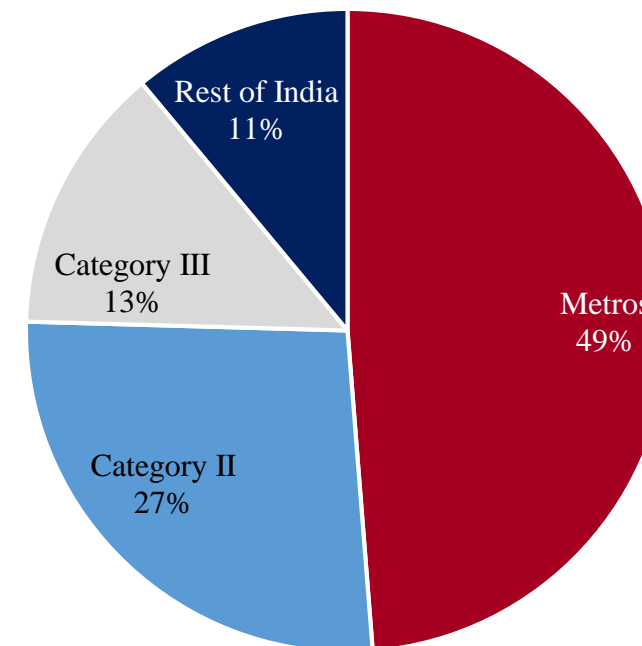


	Metros	Category II	Category III
Categorization	Delhi NCR, Mumbai, Bengaluru, Hyderabad, Kolkata, Ahmedabad, Pune and Chennai	Population >500,00 excluding the cities covered under Metros	Population 100,000-500,00 excluding the cities covered under Metros and Category II
Number of Cities	8	69	394

Buyers (%)



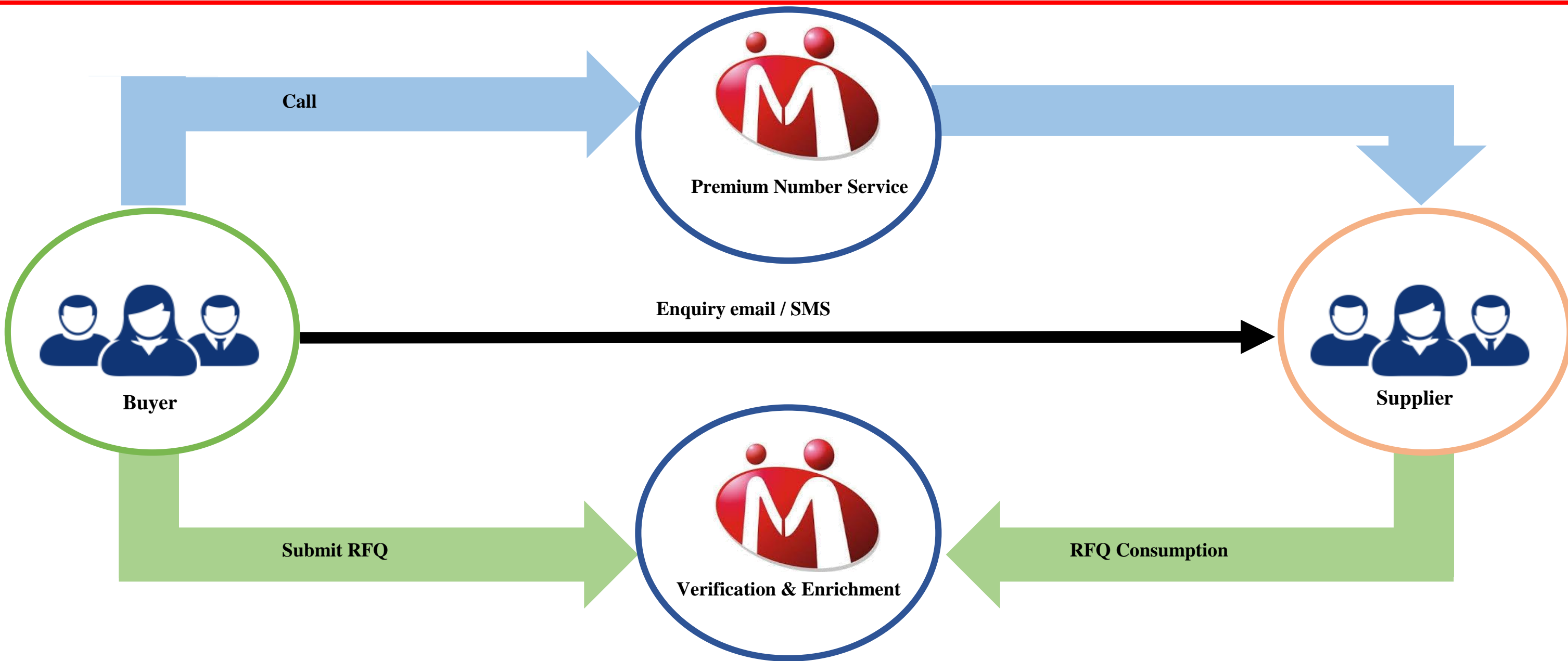
Suppliers (%)





indiamart

IndiaMART: Unique & Differentiated Business Model

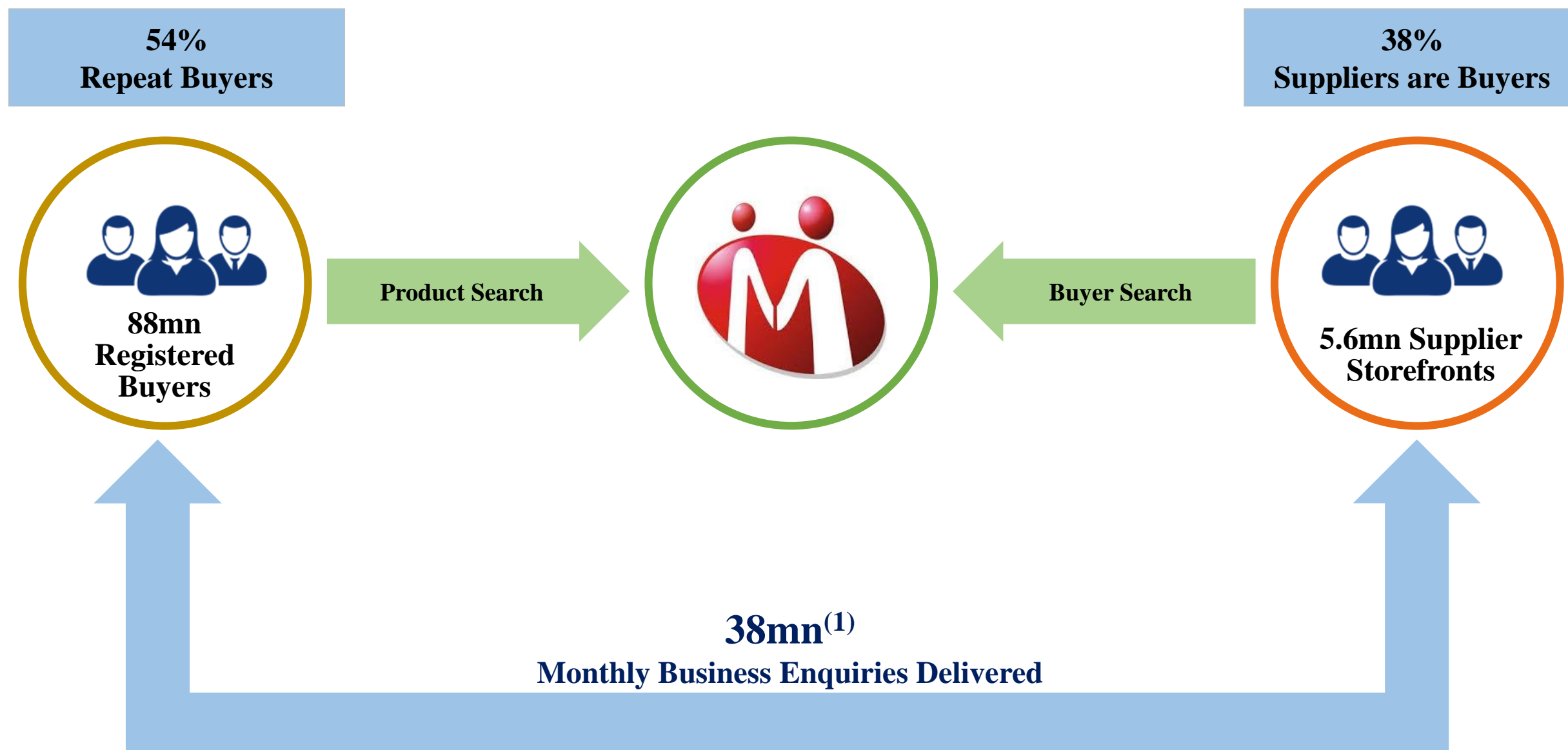


Recently Launched IndiaMART Lead Management System

Behavioural Data Driven Algorithmic Matchmaking

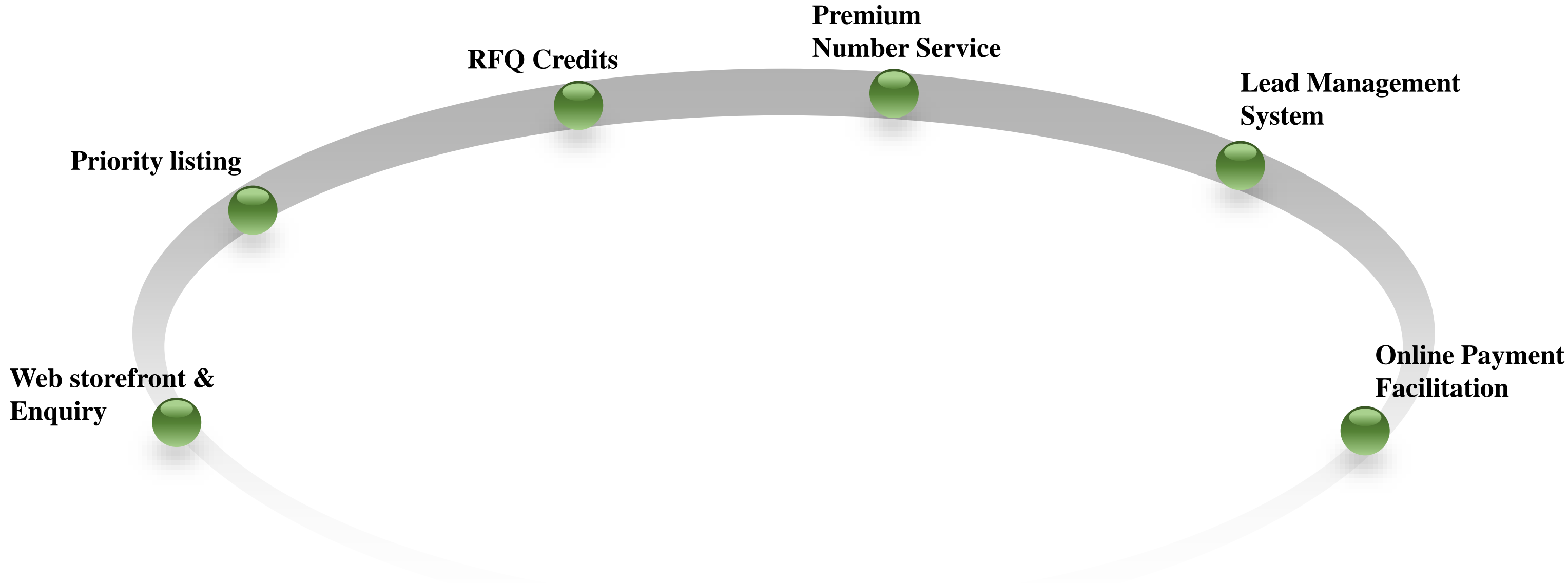


...Driven By Strong Network Effects



Note: All figures are as of 30th June, 2019, unless specified.
(1) Calculated as (Q1FY20 Quarterly Number)/3.

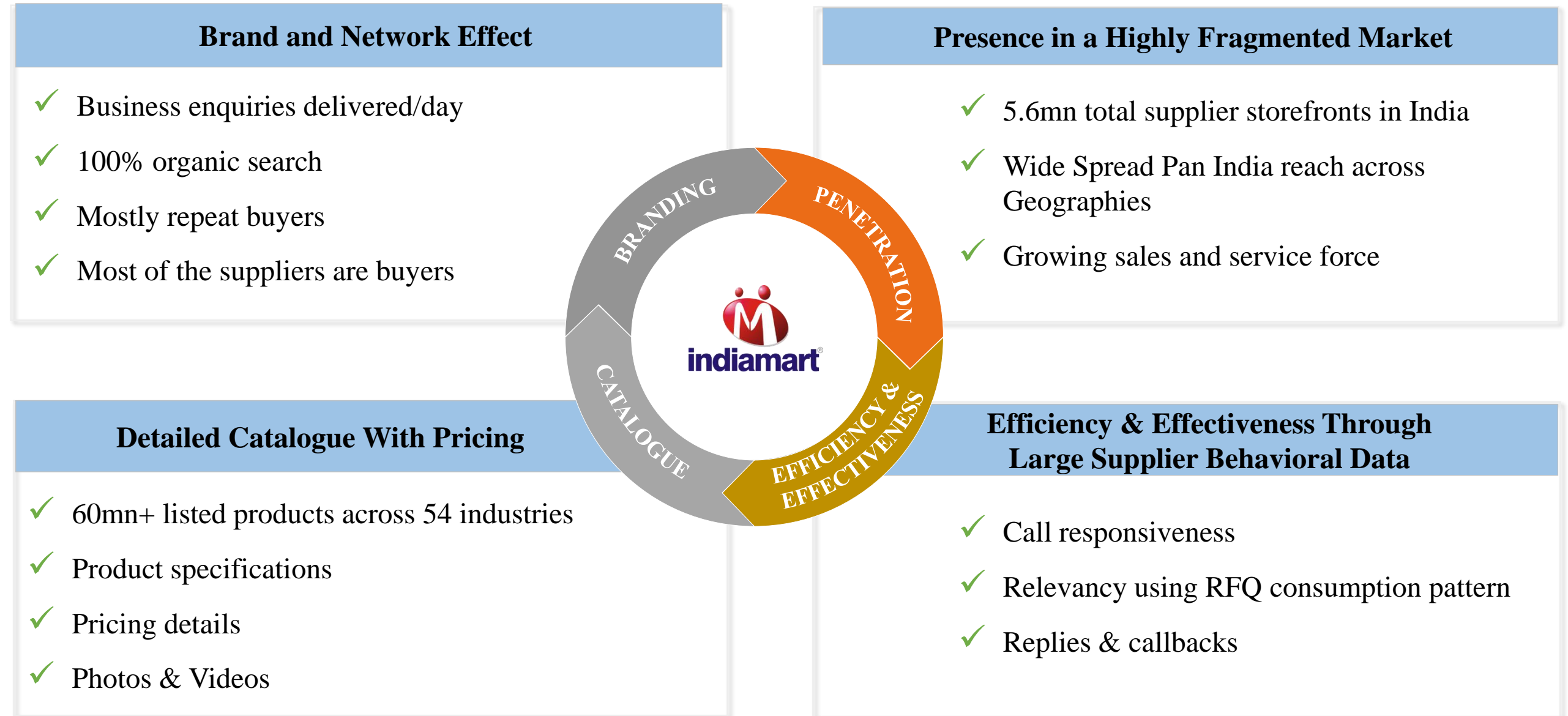
Product Features



Focus on Mobile



Competitive Strength – Established Brand In Online B2B Market



Our Presence



Nationwide coverage, 72 branches in 37 cities across India



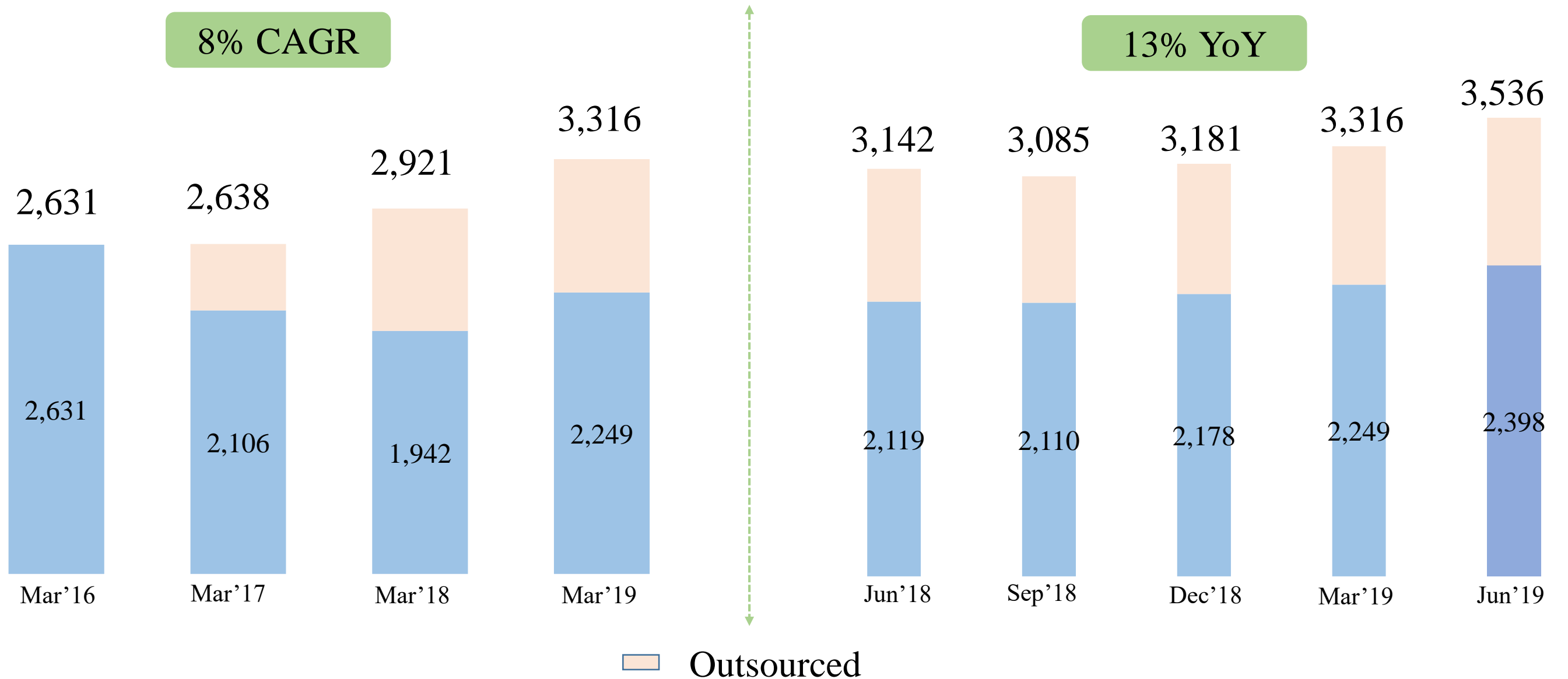
Corporate Headquarter in Delhi/NCR



3,536 Sales and Service representatives



Total Sales & 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

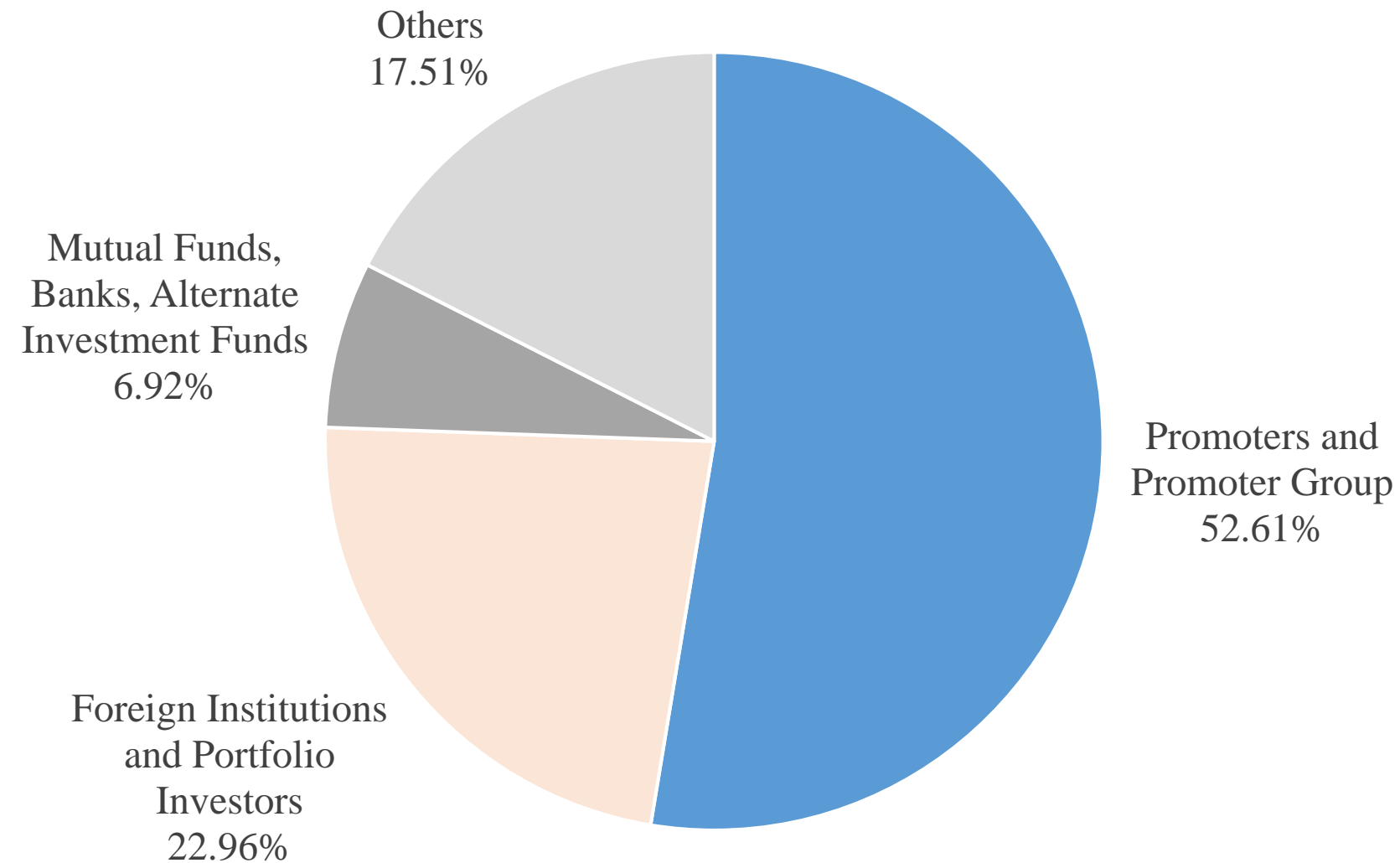


Other Information

Our Shareholding Structure



As on July 03, 2019



Total shares outstanding as on July 03, 2019 - 28,774,280

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.

