



Date: April 29, 2021

To,
BSE Limited
(BSE: 542726)

National Stock Exchange of India Limited
(NSE: INDIAMART)

Dear Sir/Ma'am,

Subject: Investor Presentation on the Audited (Standalone and Consolidated) Financial Results of the Company for the quarter and year ended March 31, 2021.

In accordance with Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, please find enclosed herewith Investor Presentation on Audited (Standalone and Consolidated) of the Company for the quarter and year ended March 31, 2021.

Please take the above information on record.

Yours faithfully,
For Indiamart Intermesh Limited

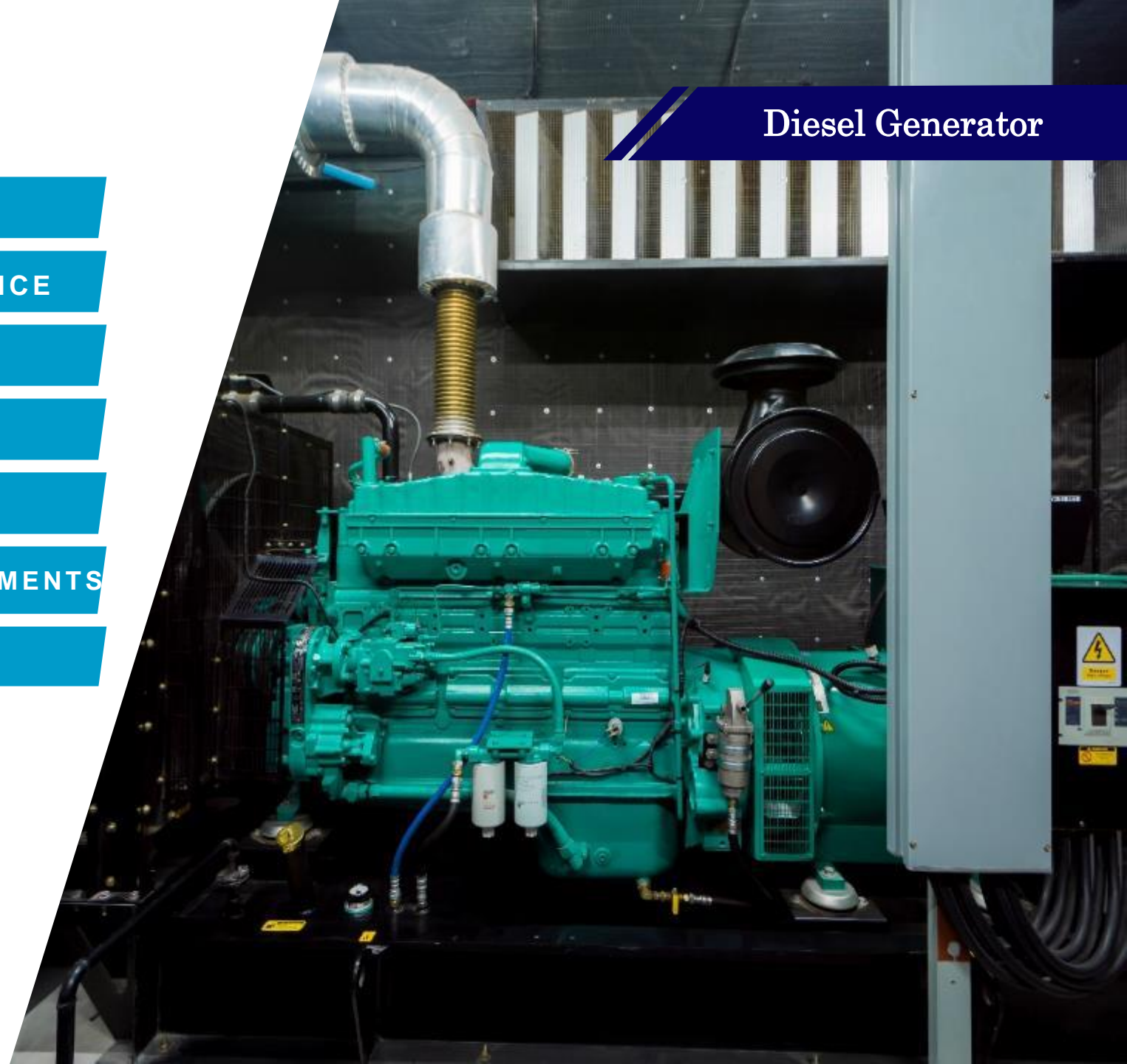
(Manoj Bhargava)
Sr. Vice President (Legal & Secretarial),
Company Secretary & Compliance Officer
Membership No: F5164

Encl: As above

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Diesel Generator

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Safe Harbour

Harbour Crane

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You confirm that you are either (i) both a “qualified institutional buyer” as defined in Rule 144A under the U.S. Securities Act and a “qualified purchaser” as defined under the U.S. Investment Company Act of 1940 in reliance upon section 3(c)(7) of the U.S. Investment Company Act of 1940 , or (ii) a non U.S. Person outside the United States. By receiving this presentation, you are agreeing to be bound by the foregoing and below restrictions. Any failure to comply with these restrictions may constitute a violation of applicable securities laws.





Ash Bricks



Business Overview

Traditional Marketplace to Online Marketplace

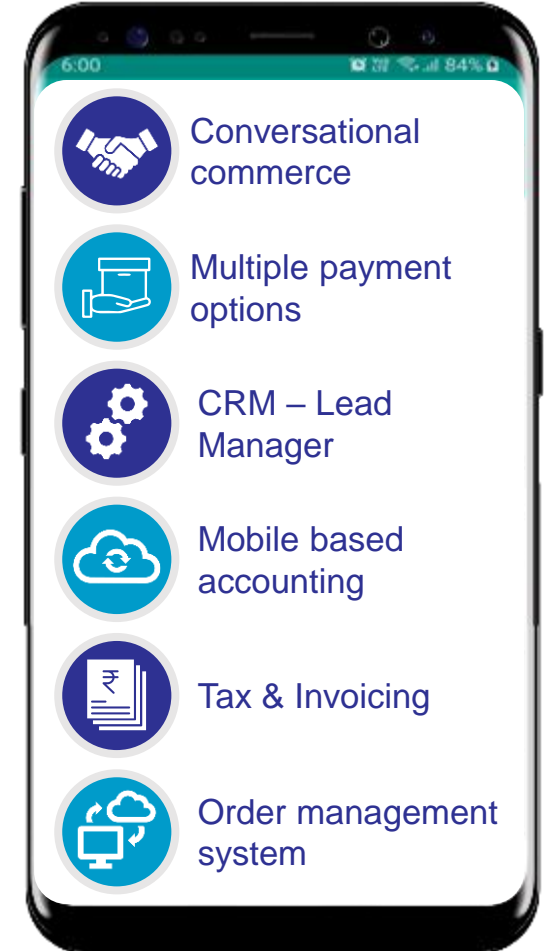
Offline Discovery



Online Discovery, Anytime, Anywhere



Additional services for business enablement



India's Largest Online B2B Marketplace



B2B marketplace is a growing market



Diversified across categories and geographies



2-way discovery marketplace



Behavioral data driven algorithmic matchmaking



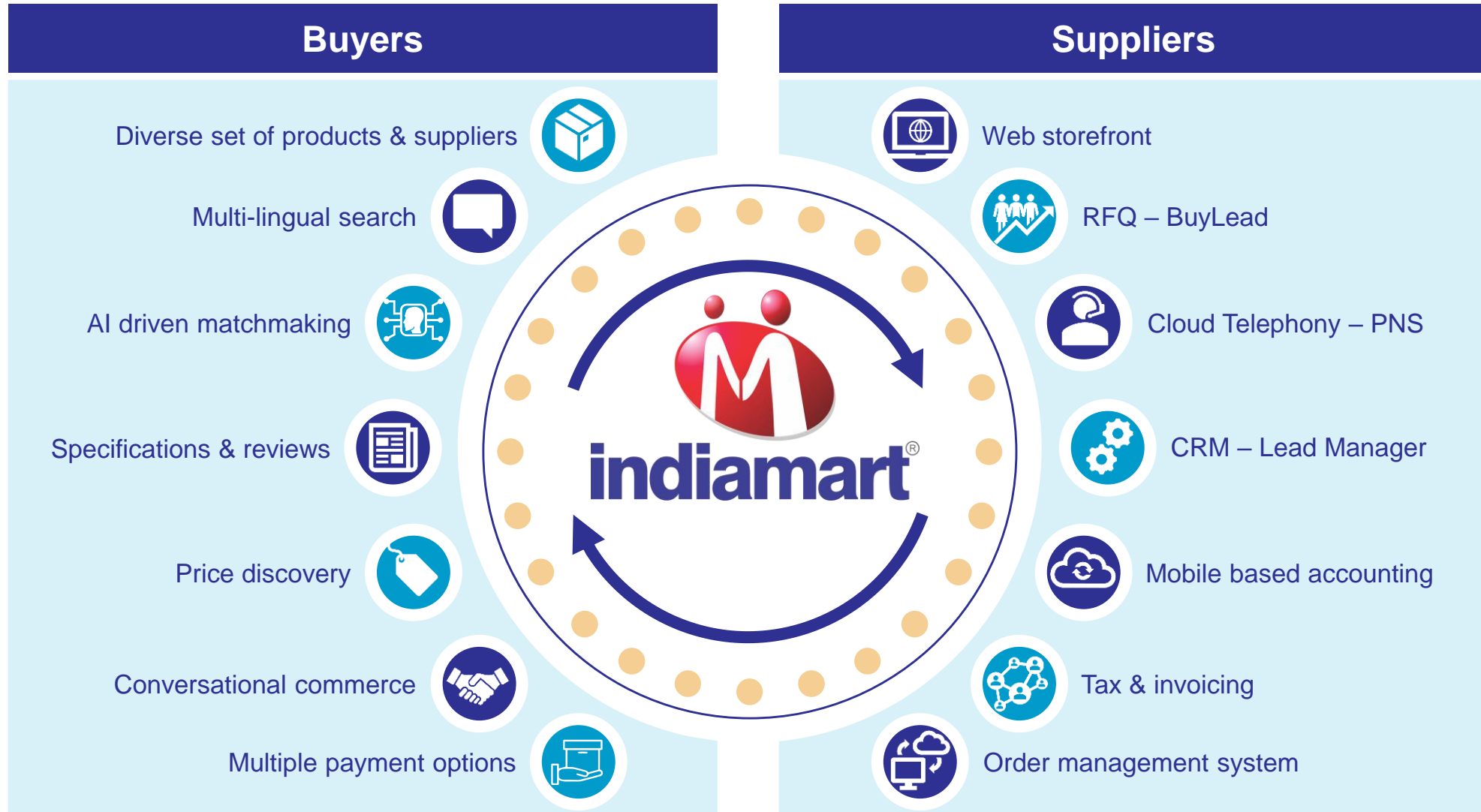
Strong network effects



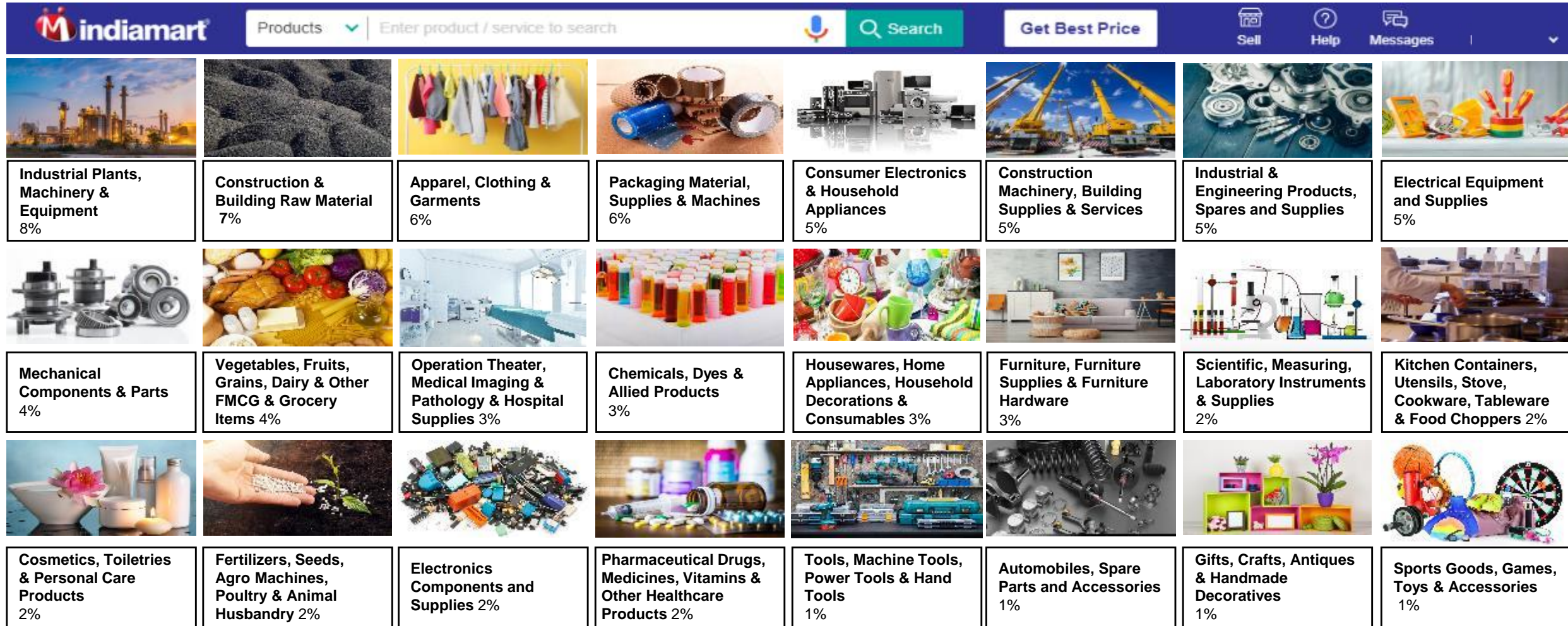
Subscription based revenue model with negative working capital



Services that Empower Businesses



Well Diversified Across 97,000+ Categories



Note: Figures have been rounded off;

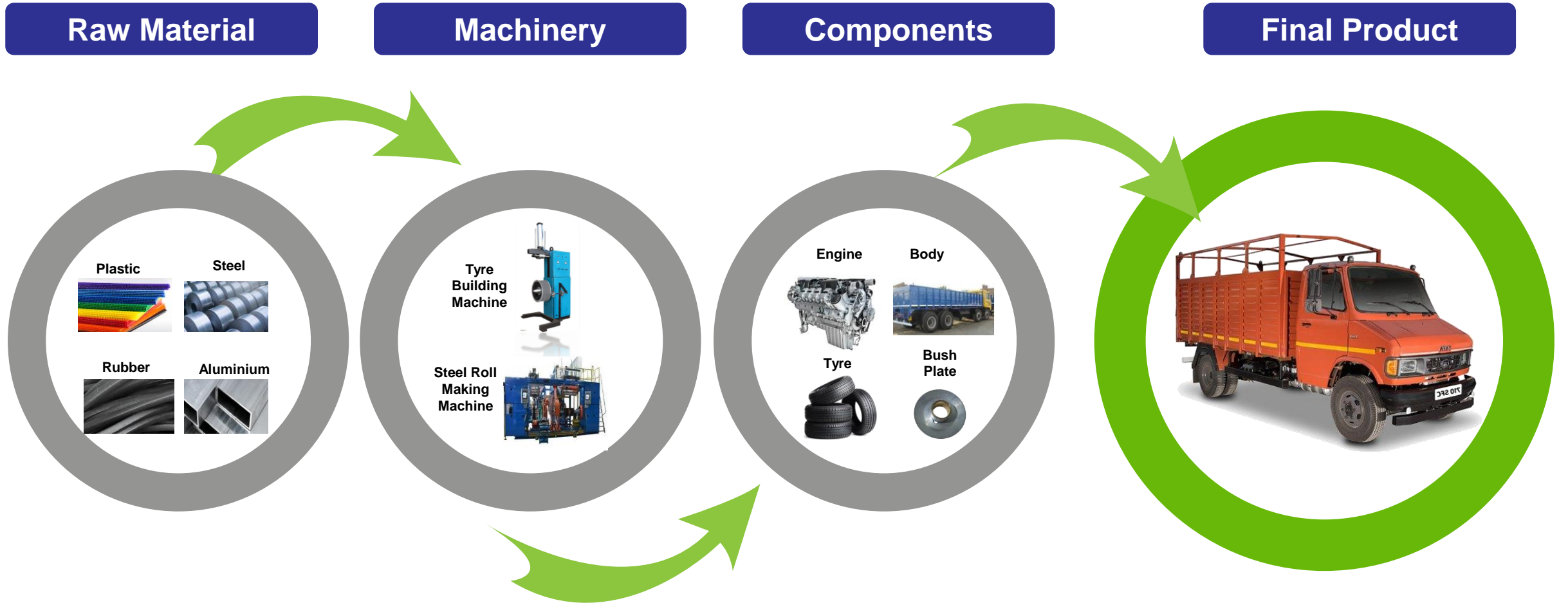
56 Industries

72 Mn Products (1)

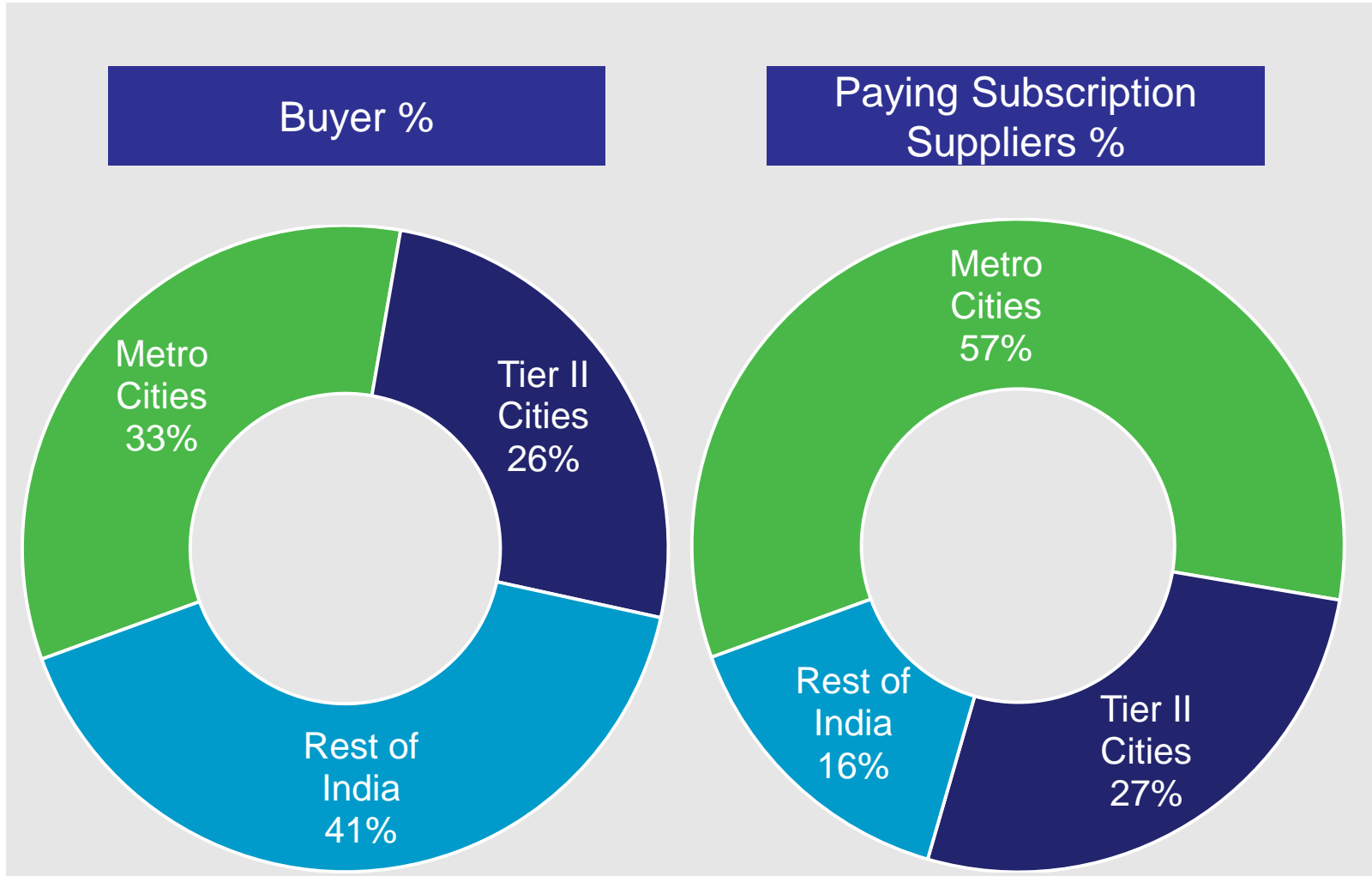
***% of total paying subscription suppliers, as on March 31, 2021**



End-To-End Value Chain Discovery



Well Diversified Across Geographies



Metro Cities (8)

Delhi NCR, Mumbai, Bengaluru, Hyderabad, Kolkata, Ahmedabad, Pune and Chennai

Tier II Cities (69)

Population > 500,000, excluding the cities covered under metros

Rest of India (~4000)

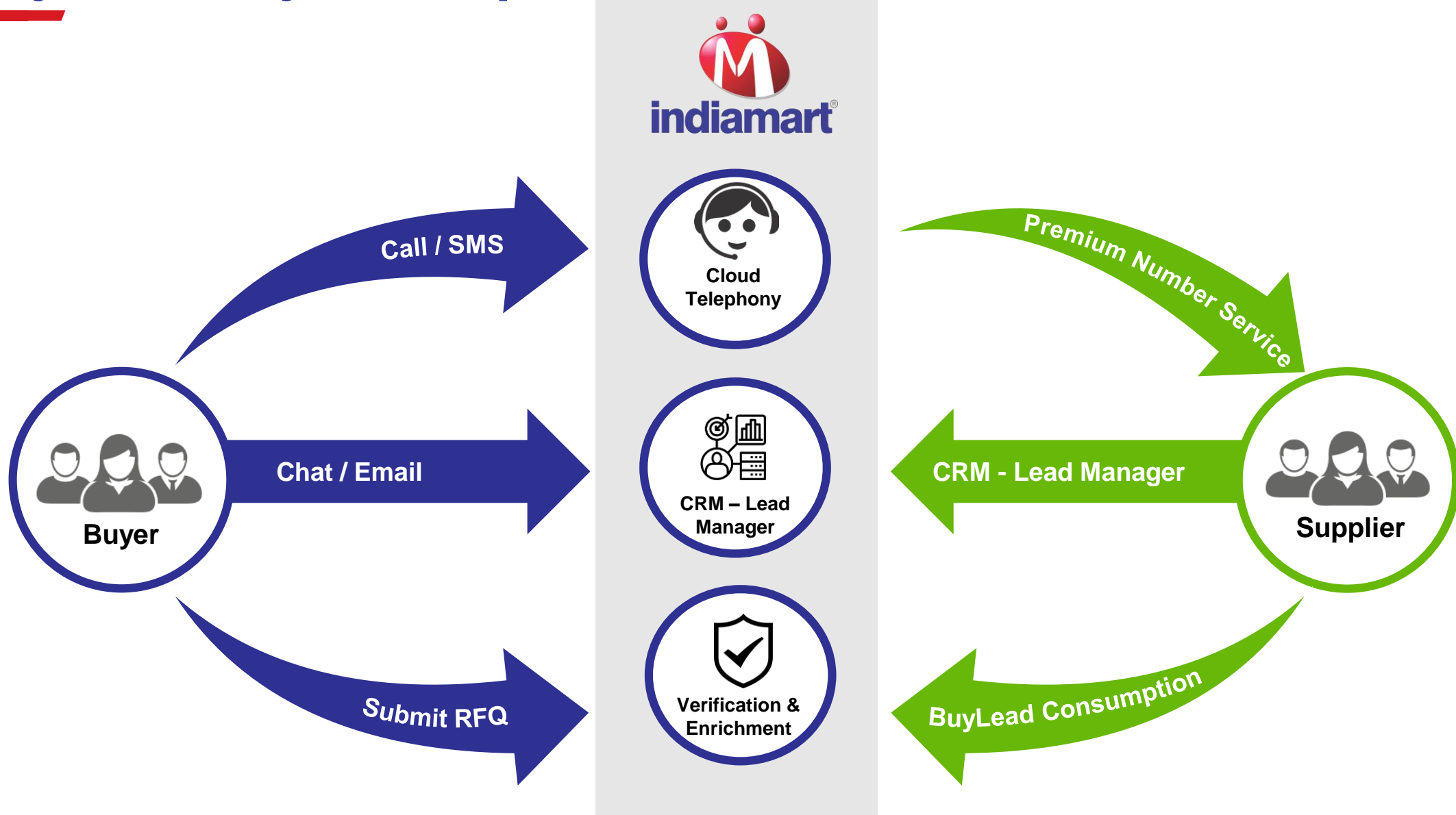
Population <500,000



Note: As on March 31, 2021; Note: Figures have been rounded off

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2-way Discovery Marketplace



Cloud Telephony – Premium Number Service



Buyers

- Instant connect
- Call responsiveness
- Call back from suppliers



Suppliers

- Missed call notification
- Buyer profile
- No unsolicited calls

Helps Measure ROI and Responsiveness



CRM – Lead Manager & Conversational Commerce

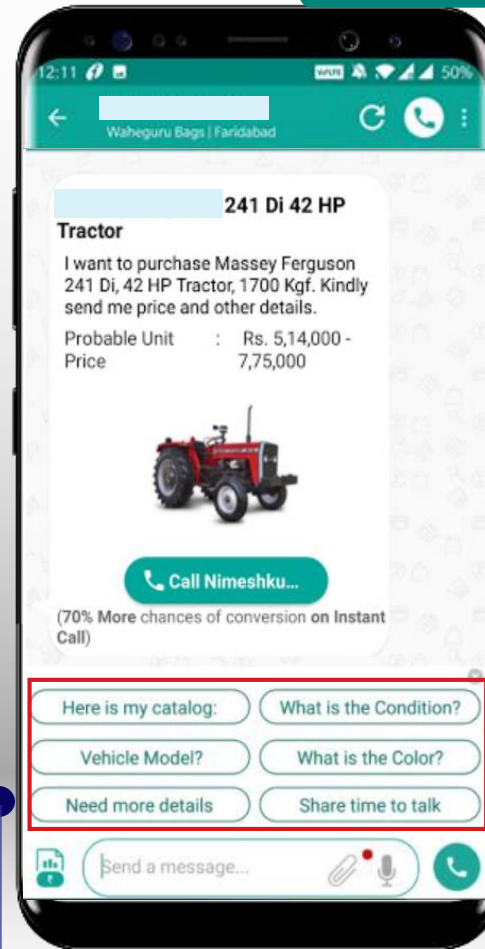
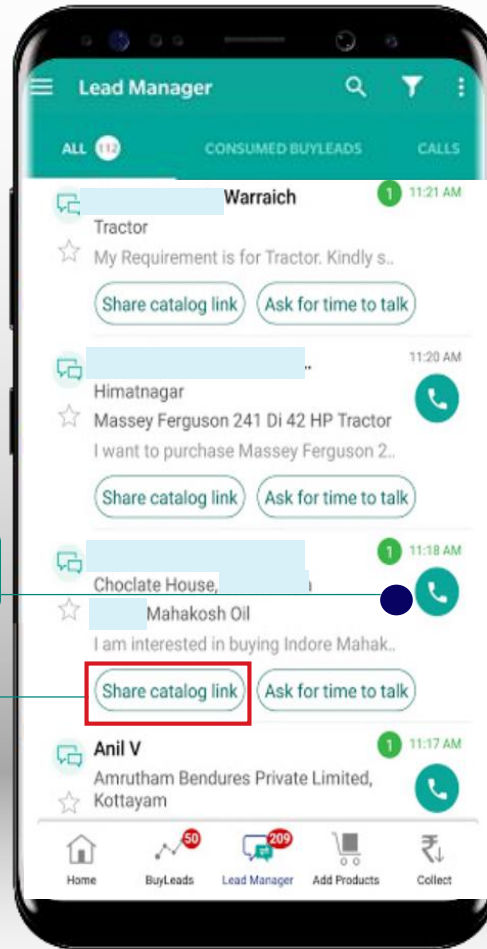
Chat History

Reviews & Ratings

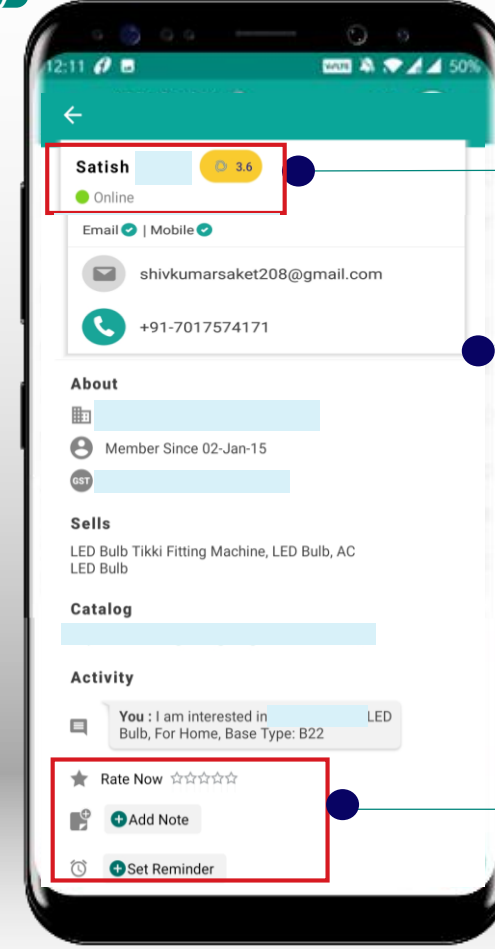
Call Option & Alerts

Direct Buyer Callback

Share Link



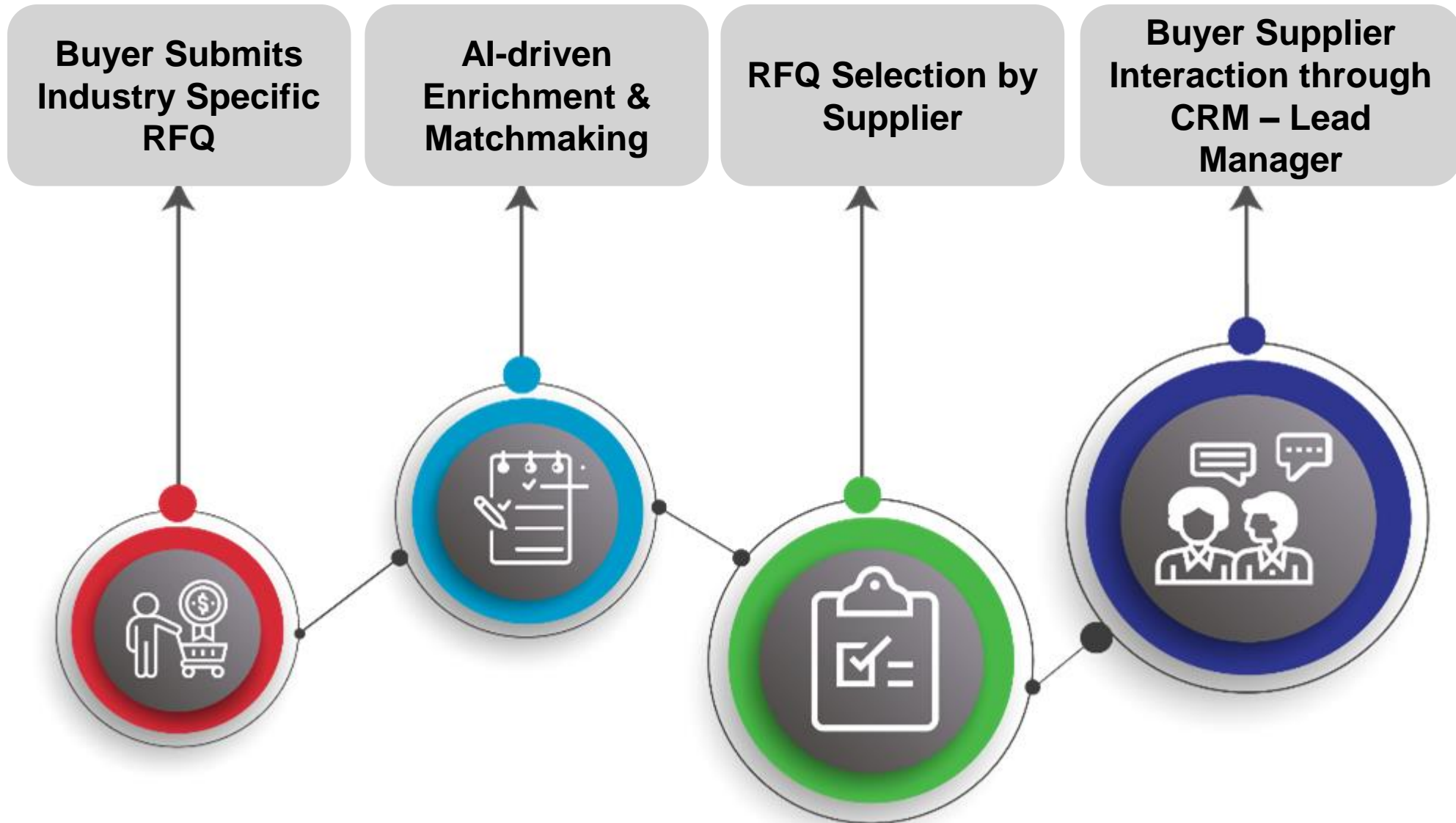
AI-based Smart Reply



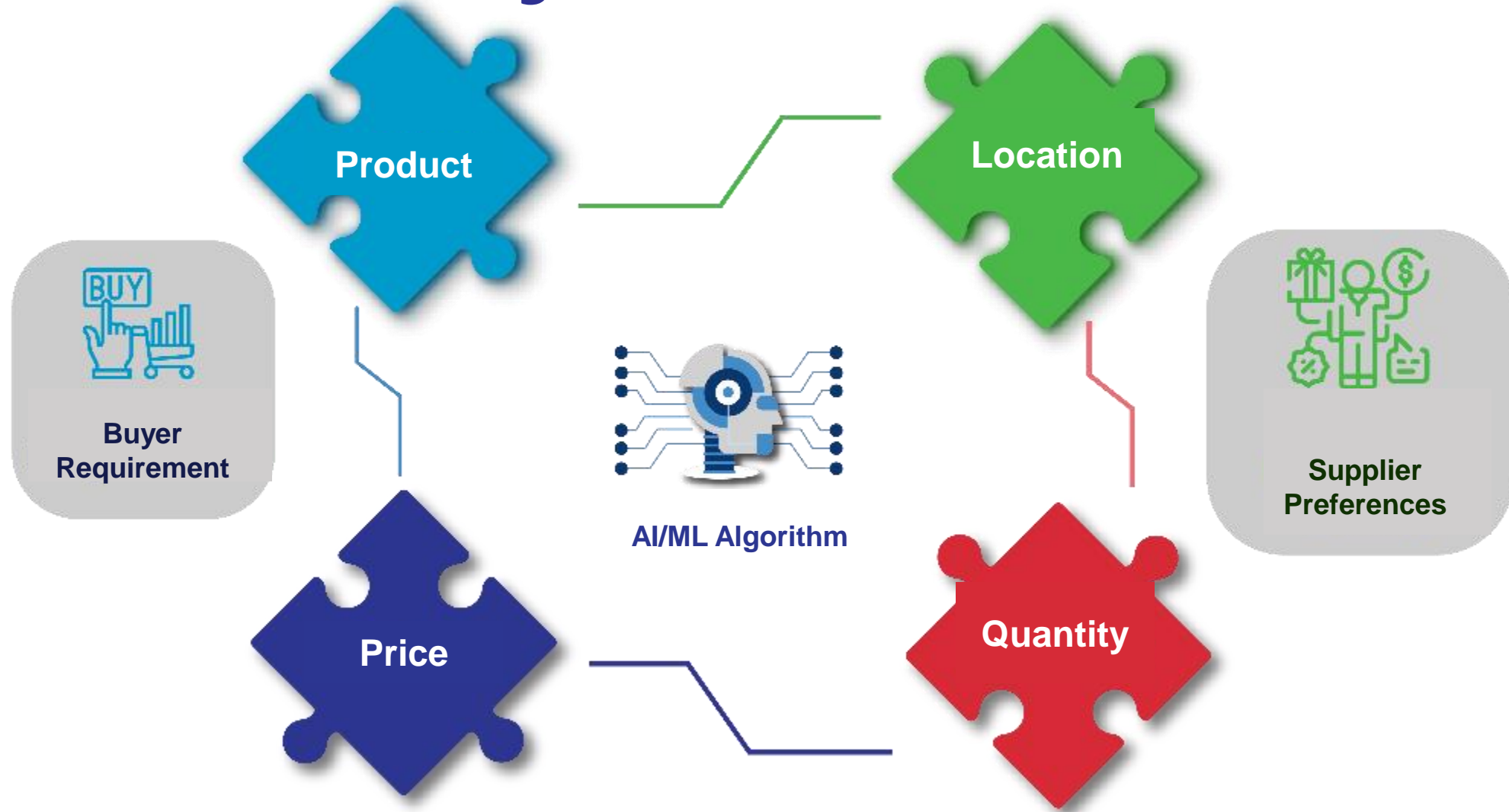
Add Notes, Set Reminders



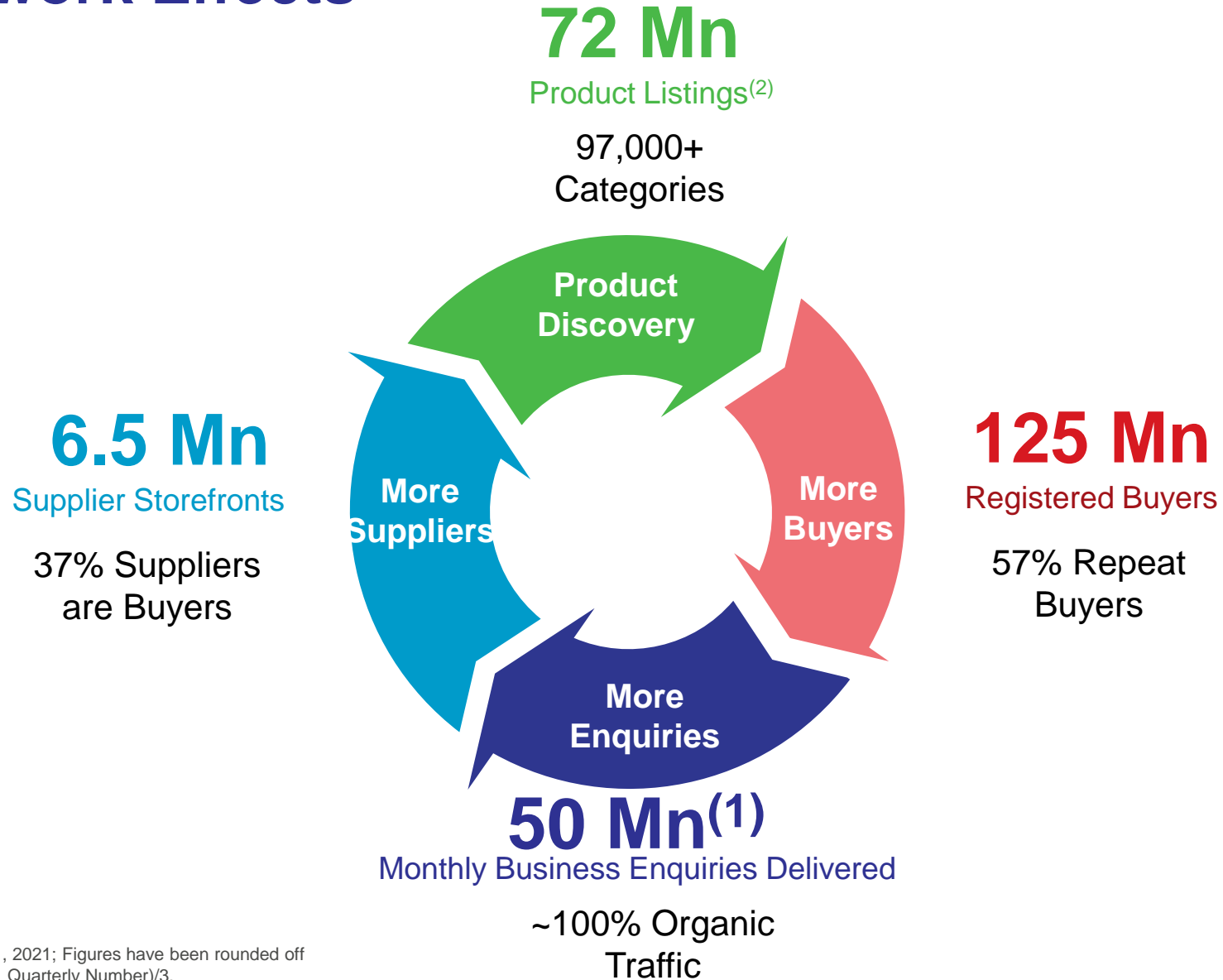
How RFQ / BuyLead Works



Behavioral Data Driven Algorithmic Matchmaking



Strong Network Effects



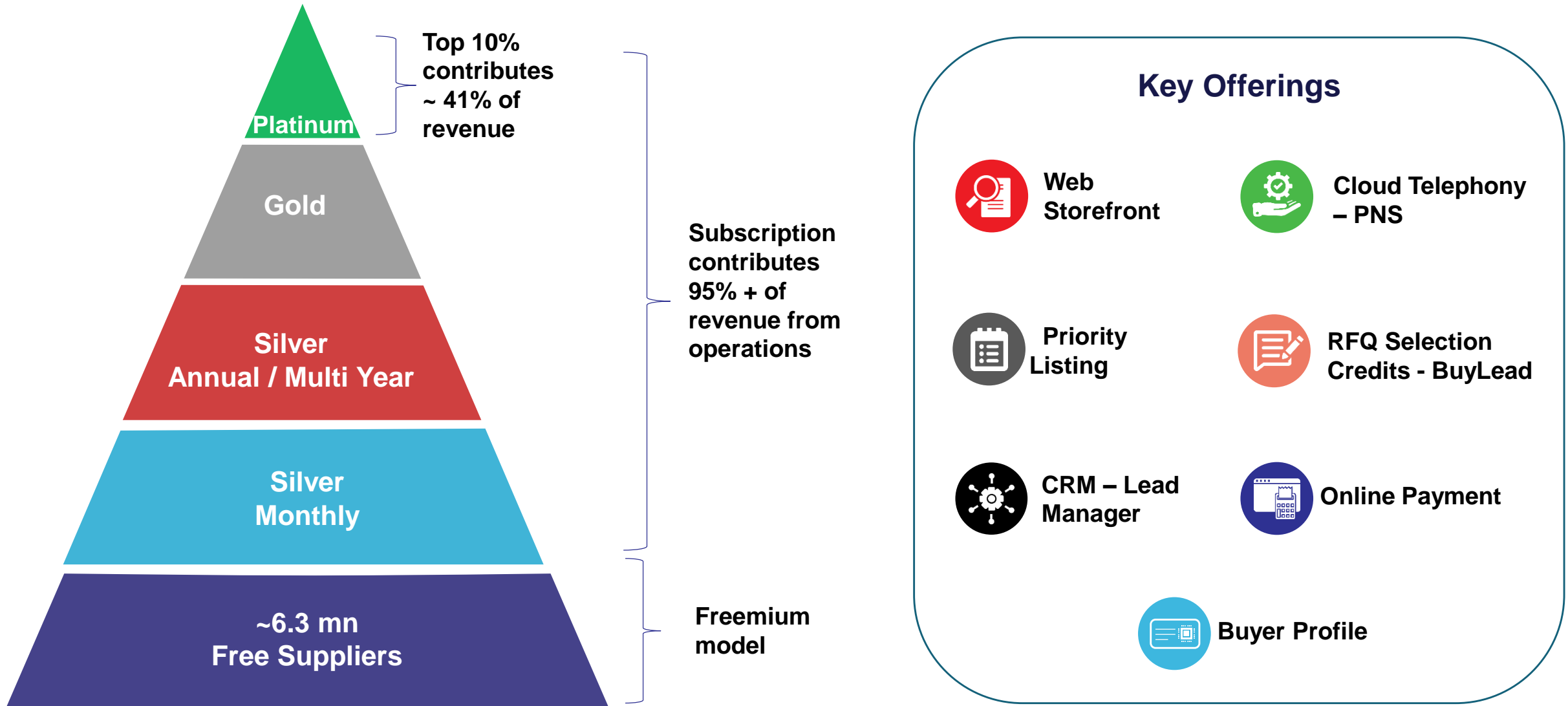
Note: Figures as of March 31, 2021; Figures have been rounded off

1. Calculated as (Q4 FY21 Quarterly Number)/3.

2. Live products listing as of March 2021



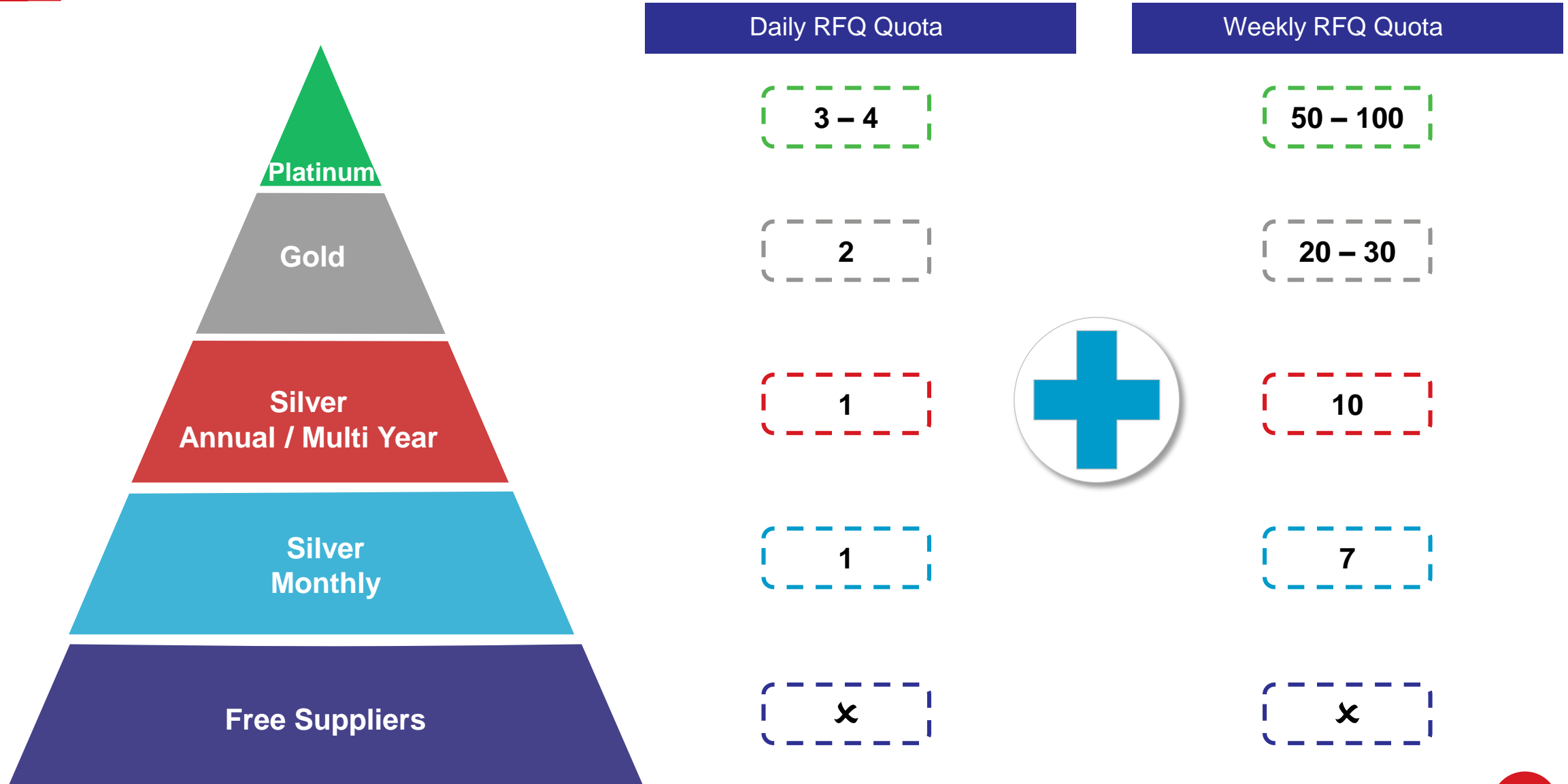
ROI-driven, Subscription Based Revenue Model



Note: As on March 31, 2021; Figures have been rounded off

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Subscription Tier Wise RFQ Quota



Note: As on March 31, 2021; Figures have been rounded off

Nationwide Sales and Service Coverage



Strong presence across the length and breadth of the country



Presence in 1,000+ cities



Wide network of own sales force and channel partners



FSF, Tele and Online modes

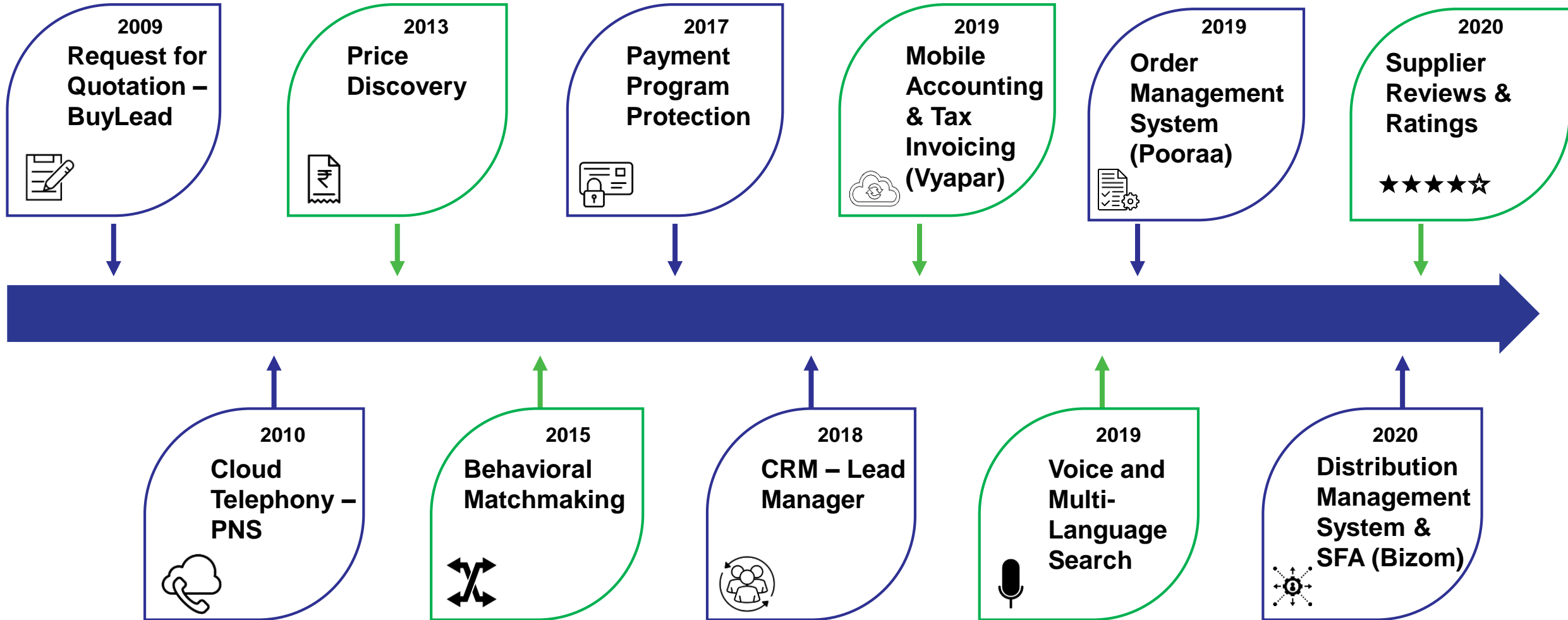
Note: Figures as of March 31, 2021



Note: Map not to scale

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Constant Innovation and Technology Focus



Key Competitive Strengths

BRAND AND NETWORK EFFECT

- ~100% organic search
- 57% repeat buyers
- 37% suppliers are buyers
- 4.7 play store rating

DETAILED CATALOGUE WITH PRICING

- 72 mn listed products⁽¹⁾
- Product specifications
- Pricing, photos & videos
- Review and ratings

EFFICIENCY & EFFECTIVENESS THROUGH SUPPLIER BEHAVIORAL DATA

- RFQ selection
- Call responsiveness
- CRM replies and callbacks
- AI-based matchmaking

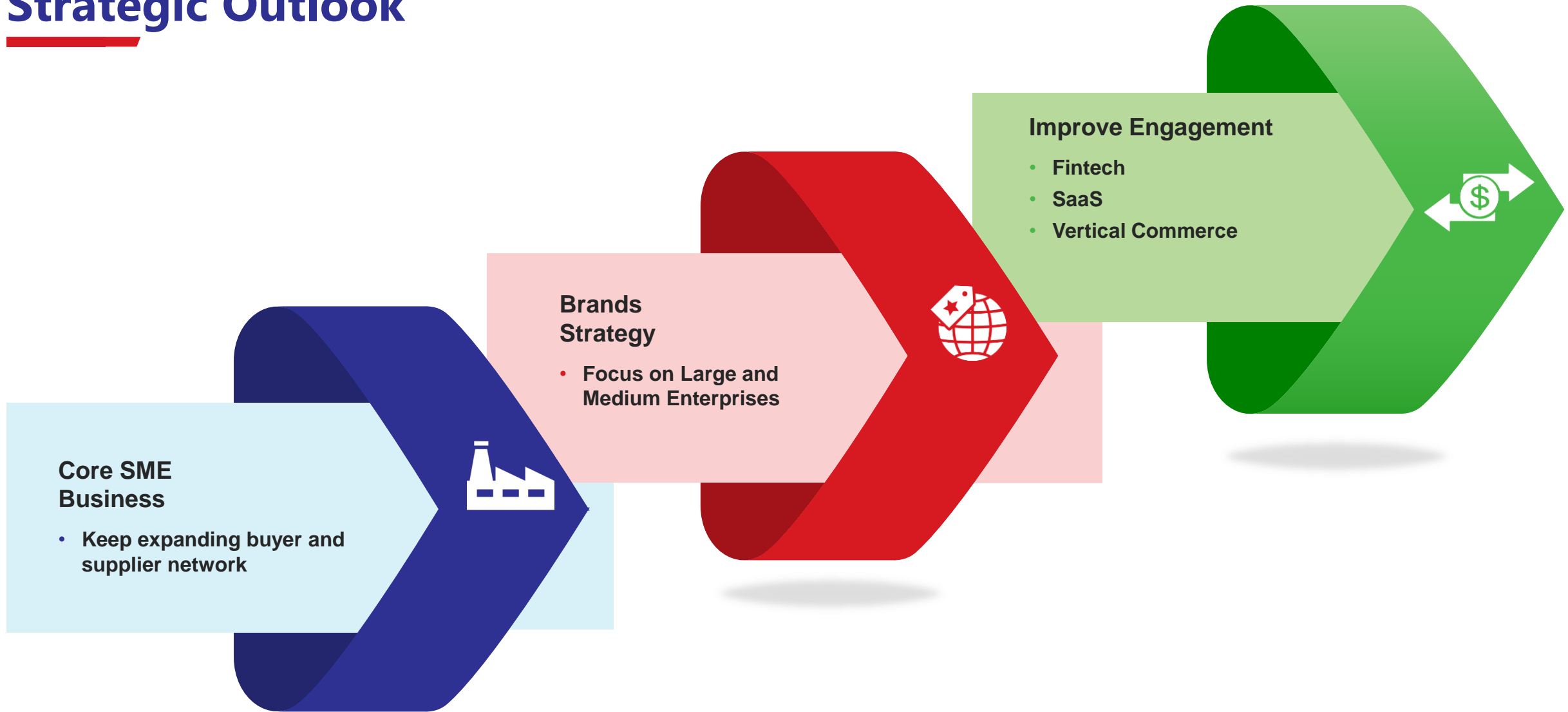
PRESENCE IN A HIGHLY FRAGMENTED MARKET

- 6.5 mn suppliers
- Widespread reach
- Multi-channel sales and service



Note: Figures as of March 31, 2021 , Figures have been rounded off
(1) Live products listing as of March 2021

Strategic Outlook



Journey Towards Commerce and Business Enablement

Enablement of Commerce

Discovery

Products Specifications & Prices

Photos / Videos

Reviews & Ratings

Conversation

Buyer & Supplier Negotiations

Customer History & Reminder

Quotations & Invoicing

Commerce

Payments

Logistics / Tracking

Transaction Financing

Enablement of Business



Inventory Management



Order Management



Accounting / Invoicing



Receivables Management



Procurement Management



Tax Compliance



Distributor Management



Payroll





Business Operational Performance

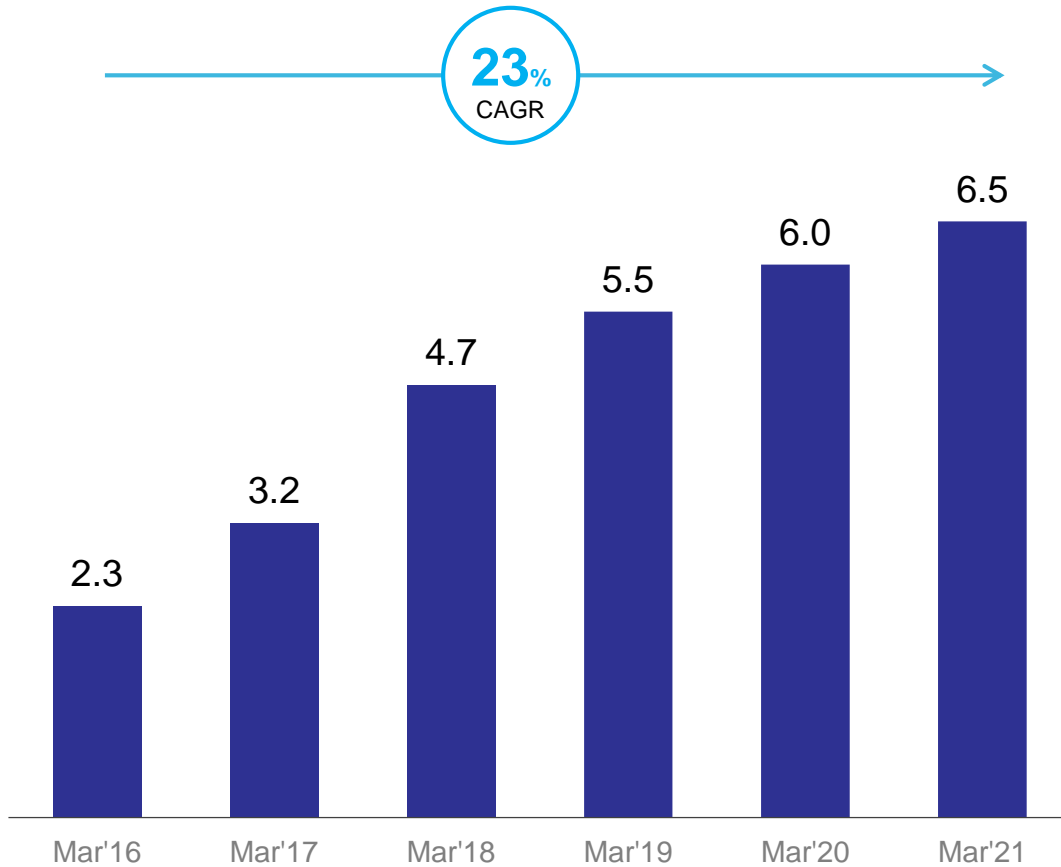


Chaff Cutter

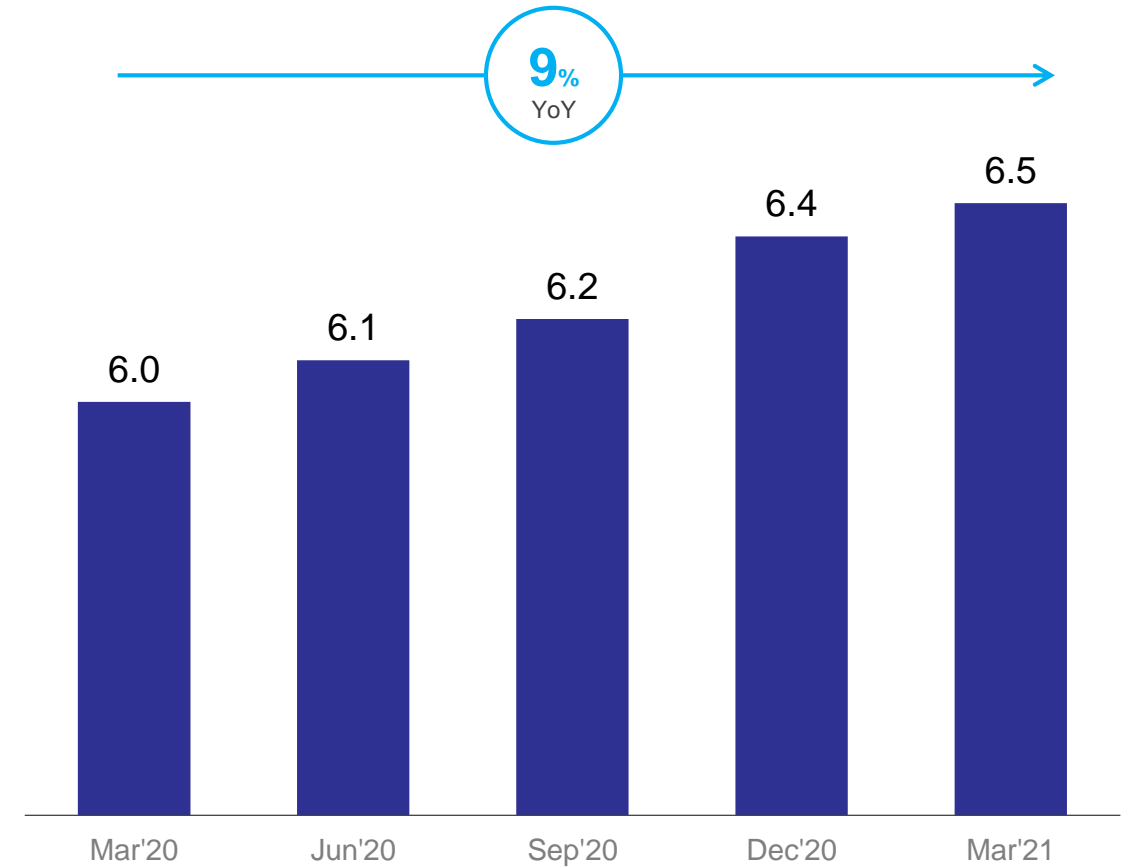
Indian Supplier Storefronts

(Figures in Millions)

Yearly trends



Quarterly trends



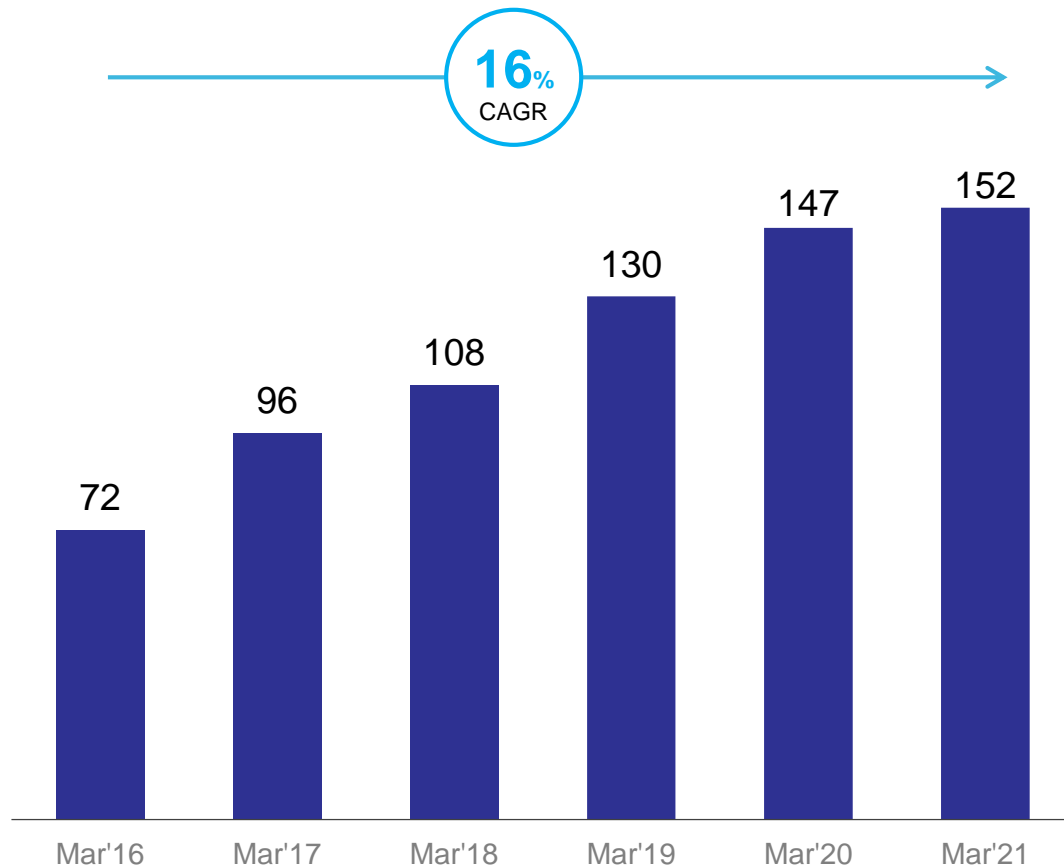
Figures have been rounded off

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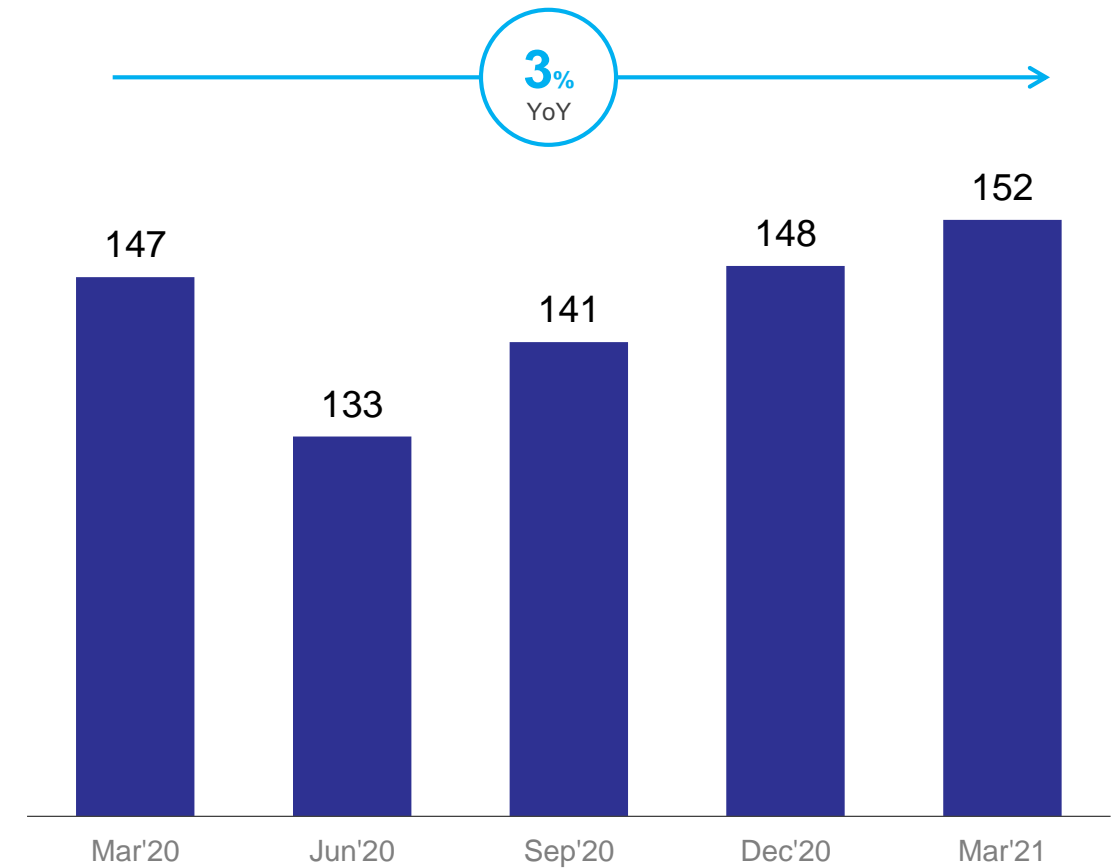
Paying Subscription Suppliers

(Figures in Thousands)

Yearly trends



Quarterly trends



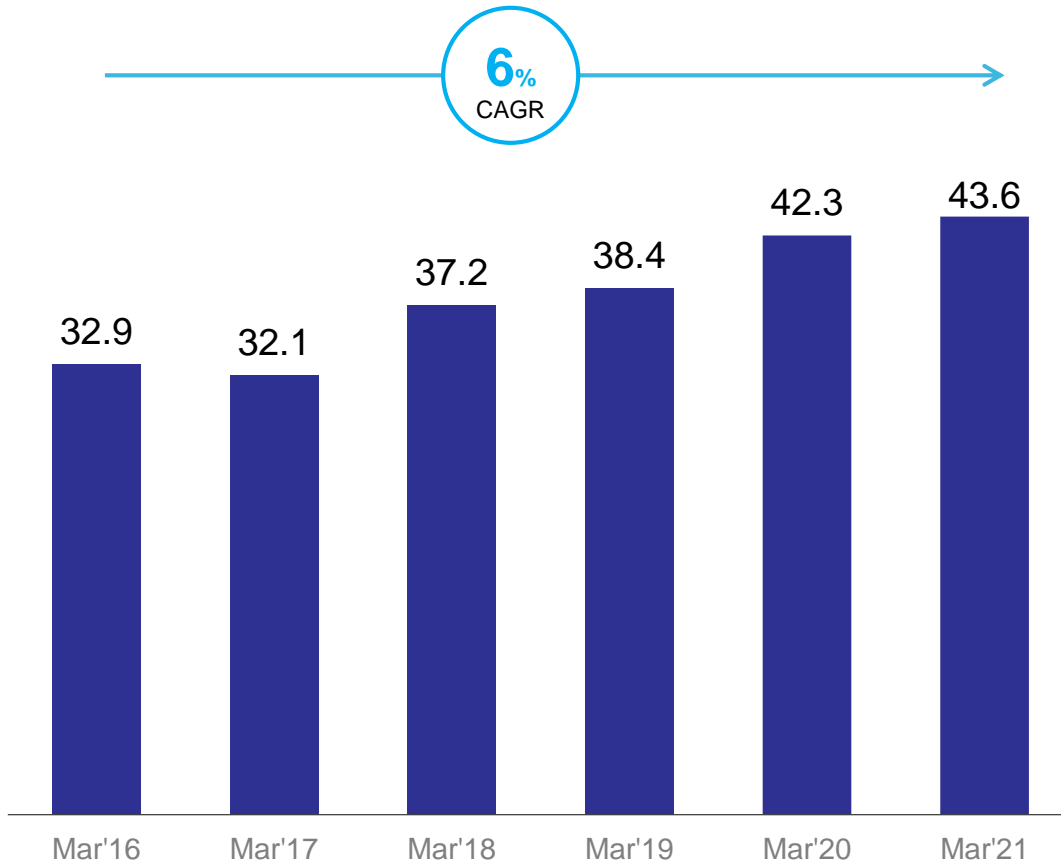
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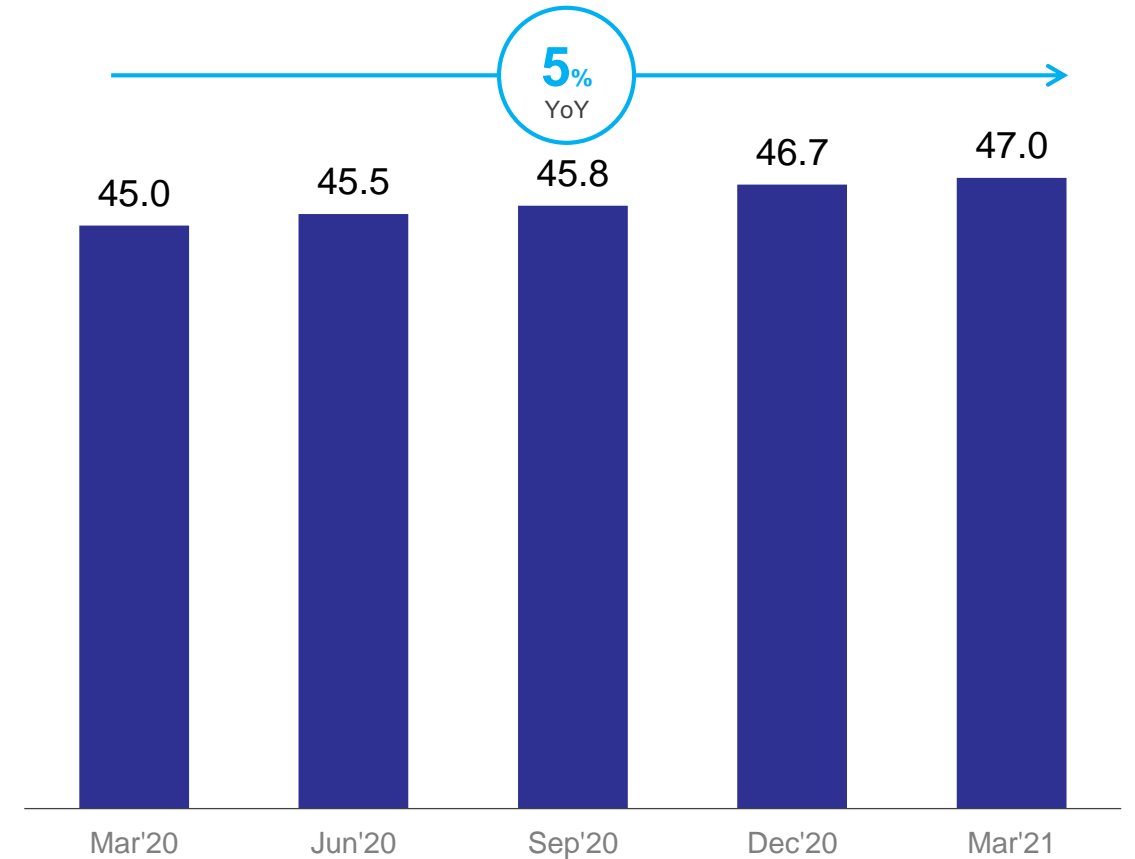
Annualised Revenue Per Paying Subscriber

(Figures in Rupees Thousands)

Yearly trends



Quarterly trends



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 run-rate



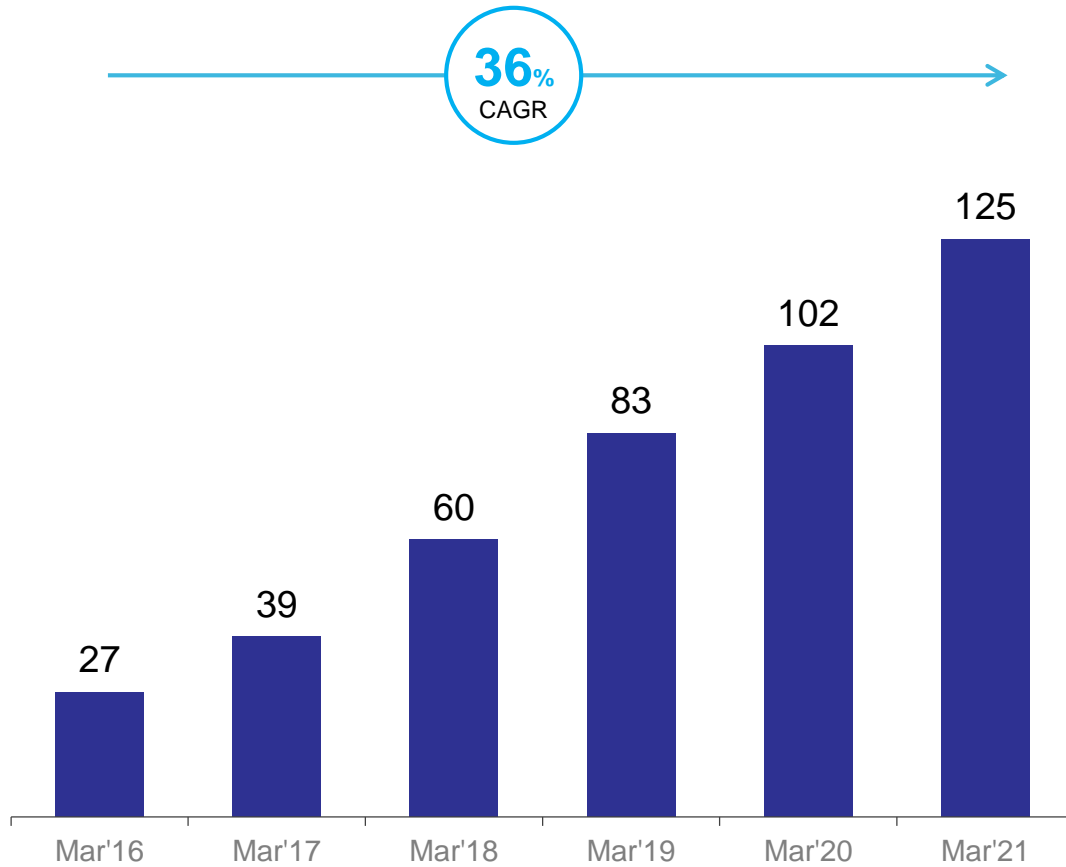
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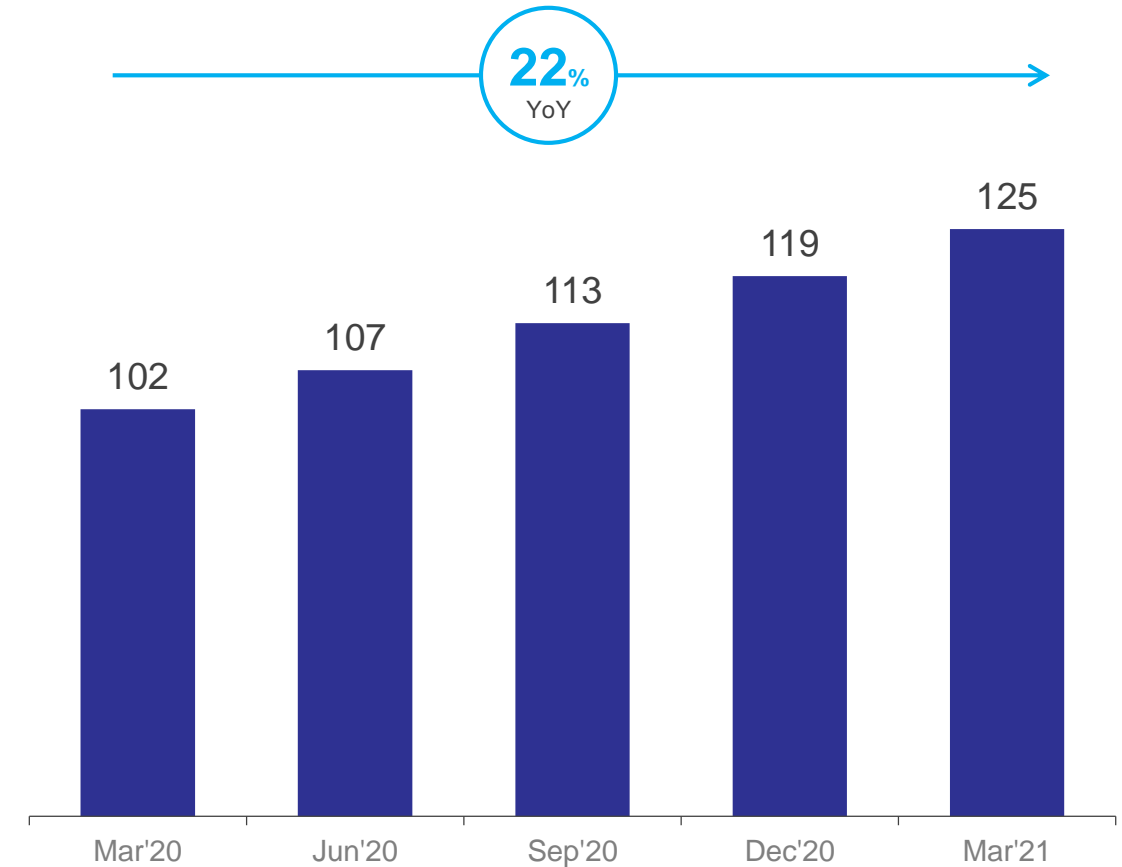
Registered Buyers

(Figures in Millions)

Yearly trends



Quarterly trends



Figures have been rounded off

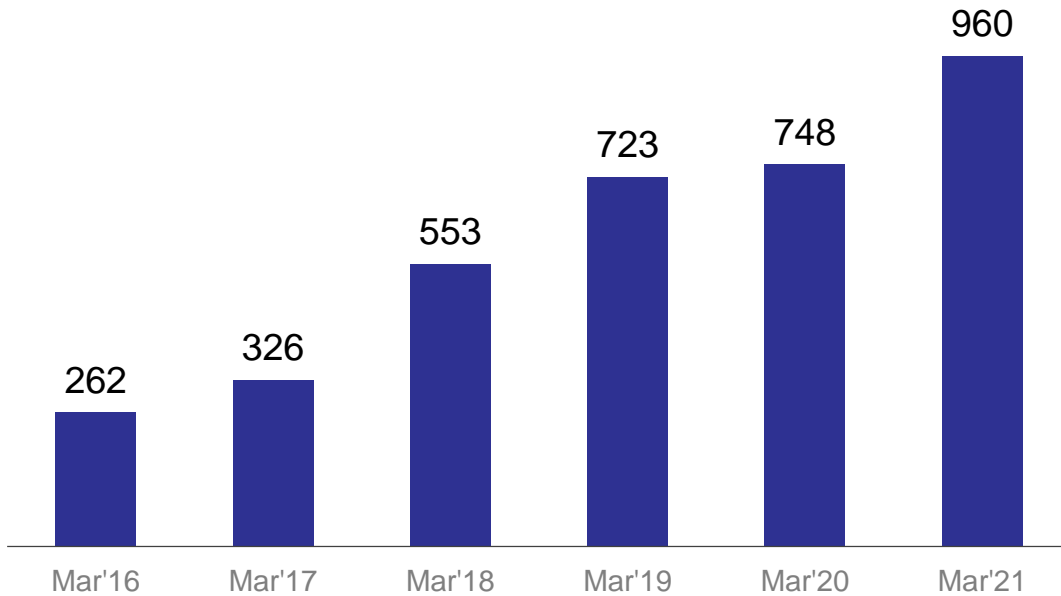
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Traffic*

(Figures in Millions)

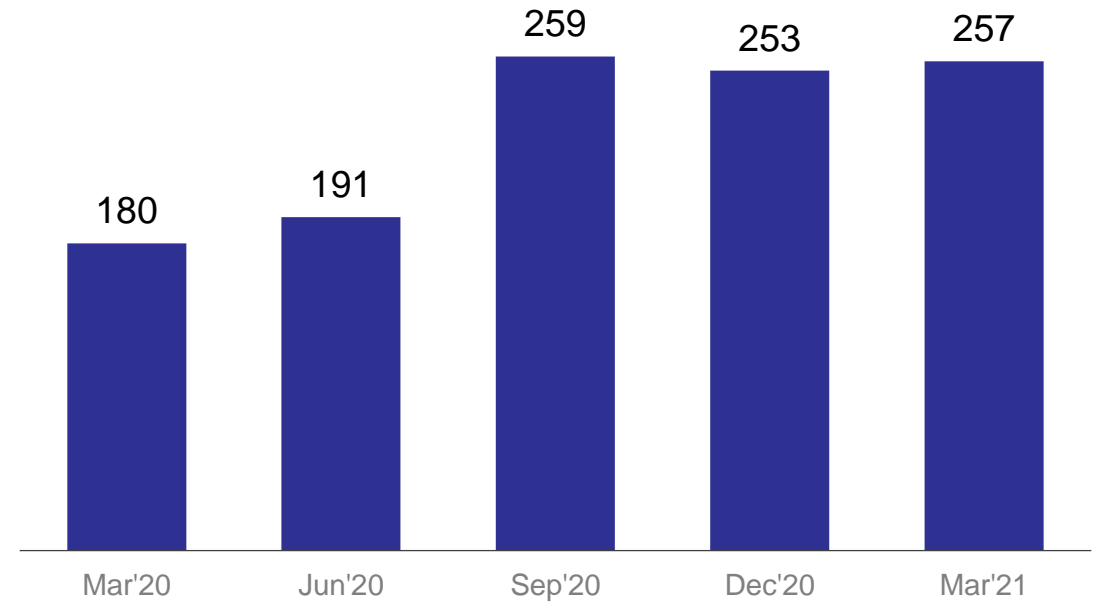
Yearly trends

30%
CAGR



Quarterly trends

42%
YoY



~80% of traffic is through mobile



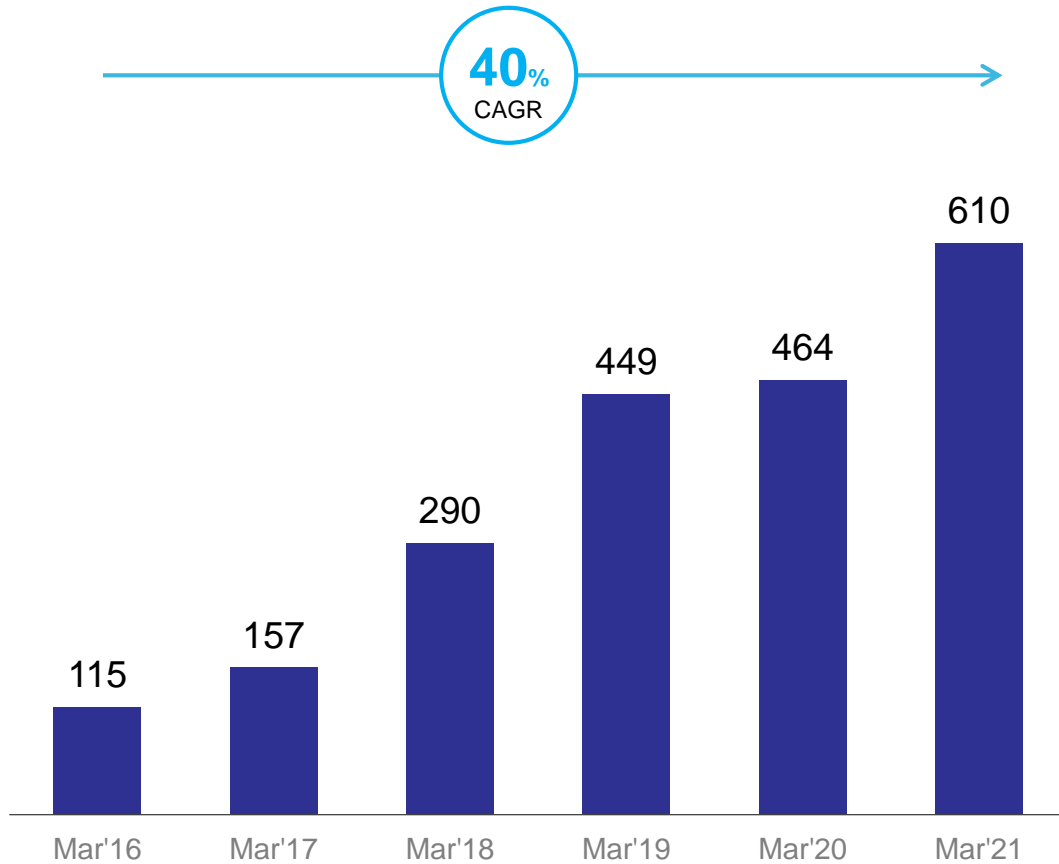
*Traffic is defined as the number of visits on the desktop website, mobile website and mobile app of the company
Figures have been rounded off

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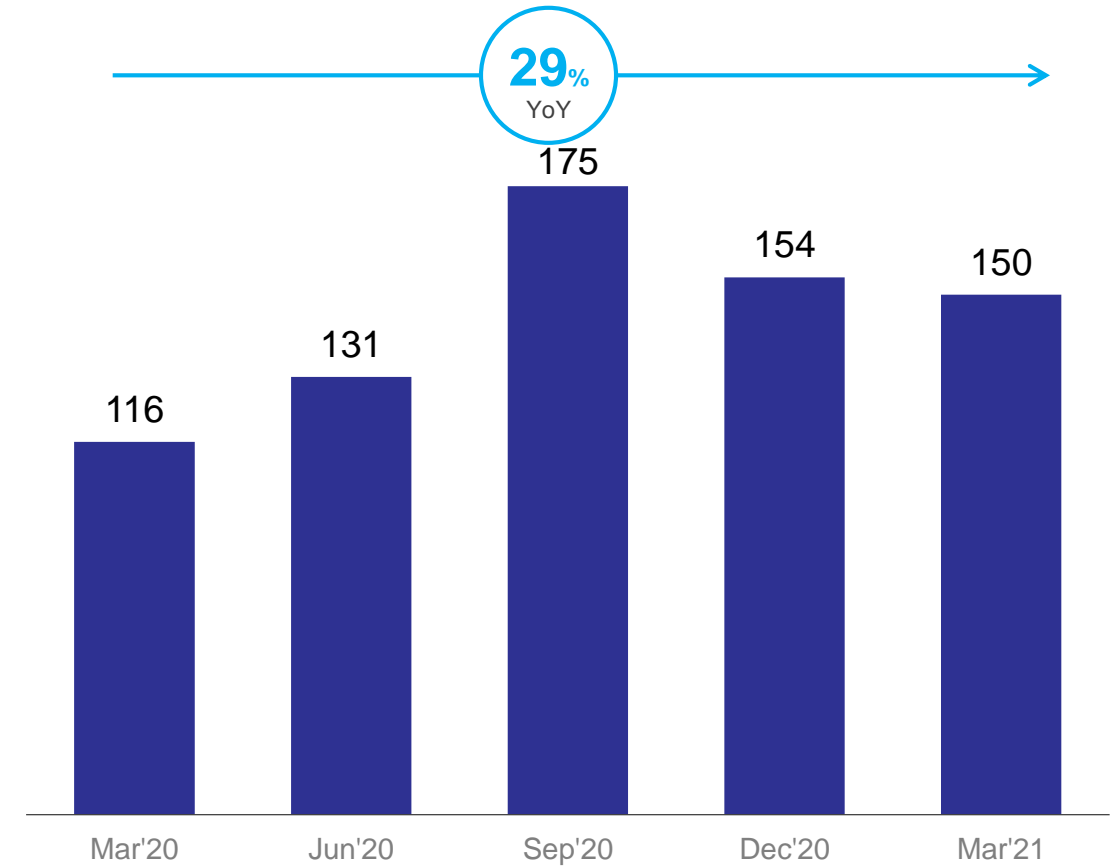
Business Enquiries Delivered

(Figures in Millions)

Yearly trends



Quarterly trends



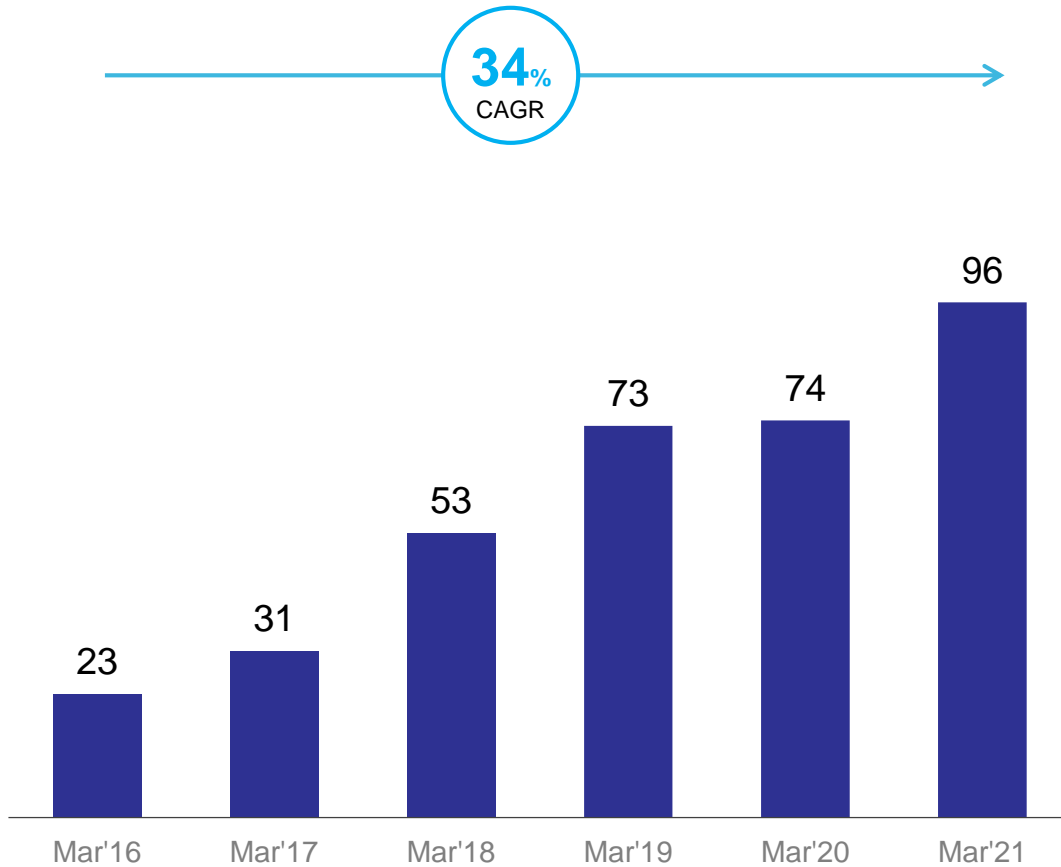
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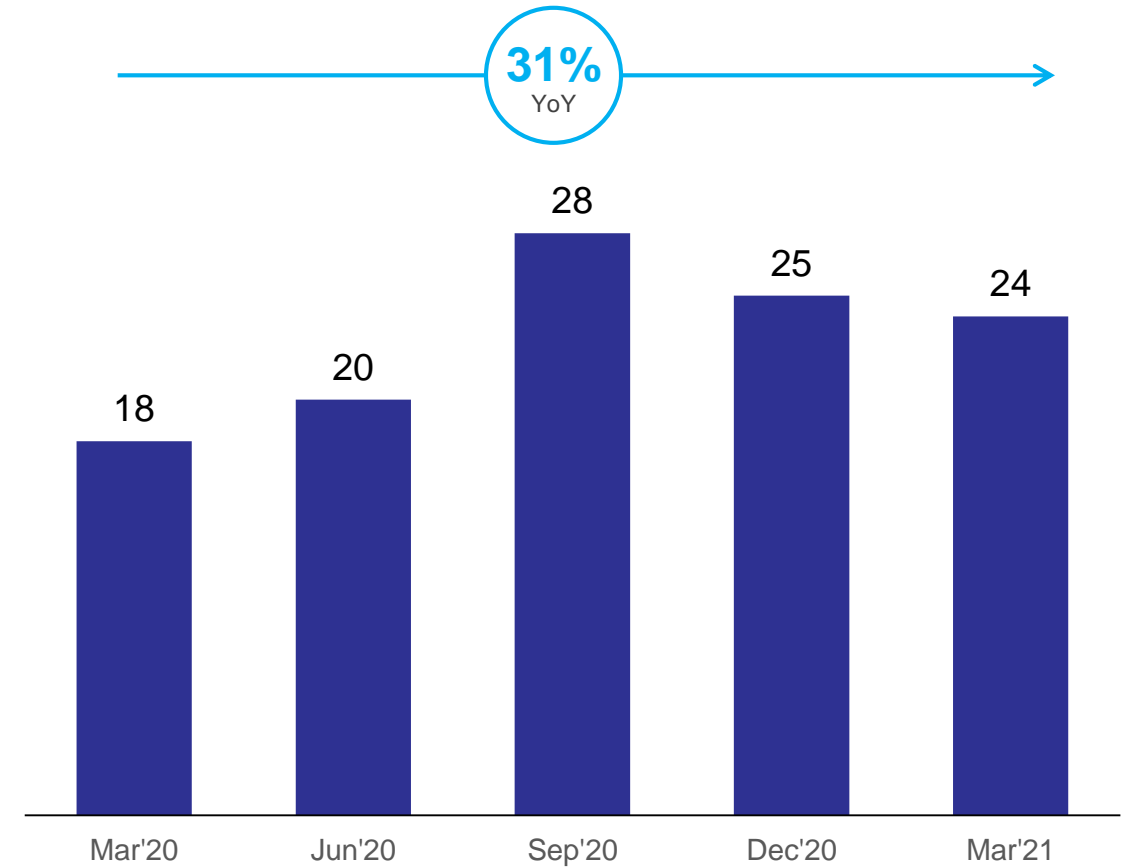
Unique Business Enquiries*

(Figures in Millions)

Yearly trends



Quarterly trends



* We consider a buyer posting an enquiry as one unique buyer for that day. If the same buyer posts another enquiry on a different day, he is considered as a different unique buyer. Sum of all such unique quarterly & yearly buyers is mentioned in the Quarterly and Yearly trends, respectively

Figures have been rounded off



Operational Metrics Summary

As at end of/ during	FY18	FY 2018-19					FY 2019-20					FY 2020-21				
		Q1	Q2	Q3	Q4	FY19	Q1	Q2	Q3	Q4	FY20	Q1	Q2	Q3	Q4	FY21
Key Metrics - Operational																
Registered buyers (mn)	60	66	72	78	83	83	88	93	98	102	102	107	113	119	125	125
Total business enquiries delivered (mn)	290	98	118	120	112	449	113	123	112	116	464	131	175	154	150	610
Daily Unique Business Enquiries (mn)	53	17	19	19	18	73	18	20	18	18	74	20	28	25	24	96
Total Traffic (mn)	553	181	198	173	171	723	184	196	188	180	748	191	259	253	257	960
Total Products Live (mn)	50	55	58	59	61	61	62	63	66	67	67	68	69	71	72	72
Indian supplier storefronts (mn)	4.7	5.1	5.4	5.4	5.5	5.5	5.6	5.7	5.9	6.0	6.0	6.1	6.2	6.4	6.5	6.5
Paying subscription suppliers (000s)	108	113	119	124	130	130	133	137	142	147	147	133	141	148	152	152
Annualized revenue per Paying customer (ARPU) ¹ (Rs)	37,246	39,443	40,204	42,309	41,701	38,373	43,565	44,608	45,330	44,961	42,272	45,452	45,809	46,707	47,004	43,640
Revenue Share - Top 10% Paying subscription suppliers	39%					40%	41%	41%	41%	41%	41%	43%	41%	41%	41%	41%
Employees																
Total Employees	2,609	2,861	2,870	2,939	2,995	2,995	3,160	3,324	3,373	3,307	3,307	3,150	2,917	2,826	2,745	2,745
Outsourced field sales representative	979	1,023	975	1,003	1,067	1,067	1,138	1,350	1,374	1,405	1,405	1,315	1,000	874	731	731
Total Sales and Service representative	2,921	3,142	3,085	3,181	3,316	3,316	3,536	3,874	3,917	3,929	3,929	3,690	3,249	3,055	2,881	2,881

(1) Represents revenue from operations for the period divided by paying subscription suppliers at period end



Figures have been rounded off

IndiaMART InterMESH Ltd



COVID 19 Update



Long Term Opportunities

Accelerated Internet
Adoption

Openness to Online and
Tele-sales

Make in India Push



Our Enablers

Negative Working Capital
Business Model

Strong Balance Sheet with
Zero Debt

Diversification Across
Categories & Geographies

Brand Awareness

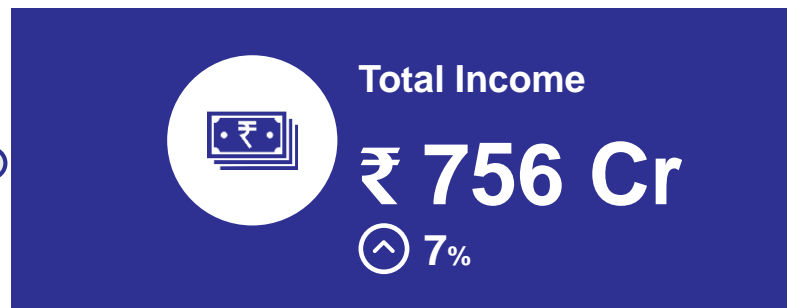




Financial Performance

Consolidated Section

FY21 Results Overview (Consolidated)



Revenue from Operations

₹ 670 Cr

↑ 5%



EBITDA

₹ 328 Cr

↑ 94%
49% Margin



Deferred Revenue

₹ 726 Cr

↑ 6%



Cash Generated from
Operating Activities

₹ 323 Cr

↑ 24%



Net Profit

₹ 280 Cr

↑ 90%
37% Margin



Cash and Investments

₹ 2,365 Cr

↑ 154%

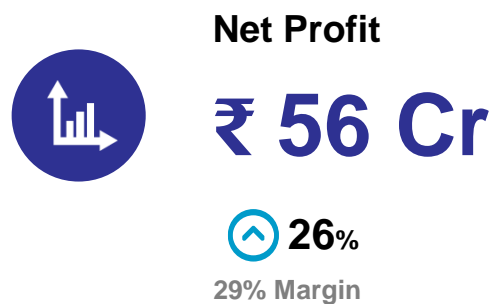
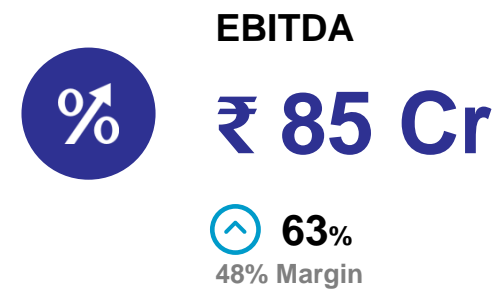
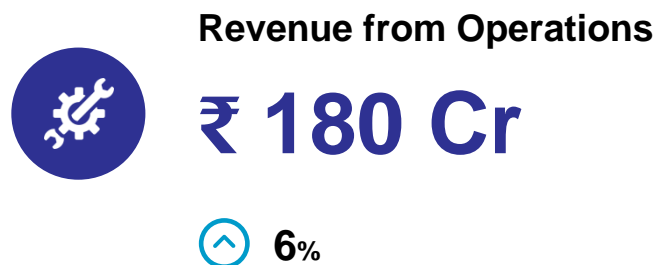
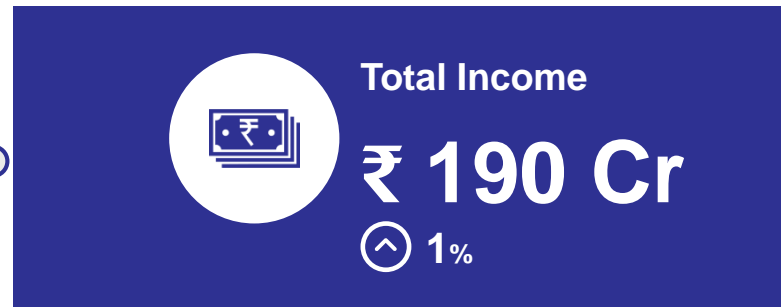
↑ ↓ Calculated YoY



Results are compared against FY20
Note: As on Mar 31, 2021; Above figures have been calculated by dividing financials (in mn) by 10; Figures have been rounded off;
Cash and Investments include Rs. 1,070 crores raised by company through QIP in February 2021

IndiaMART InterMESH Ltd

Q4 FY21 Results Overview (Consolidated)



Results are compared against Q4FY20
Note: As on Mar 31, 2021; Above figures have been calculated by dividing financials (in mn) by 10; Figures have been rounded off;

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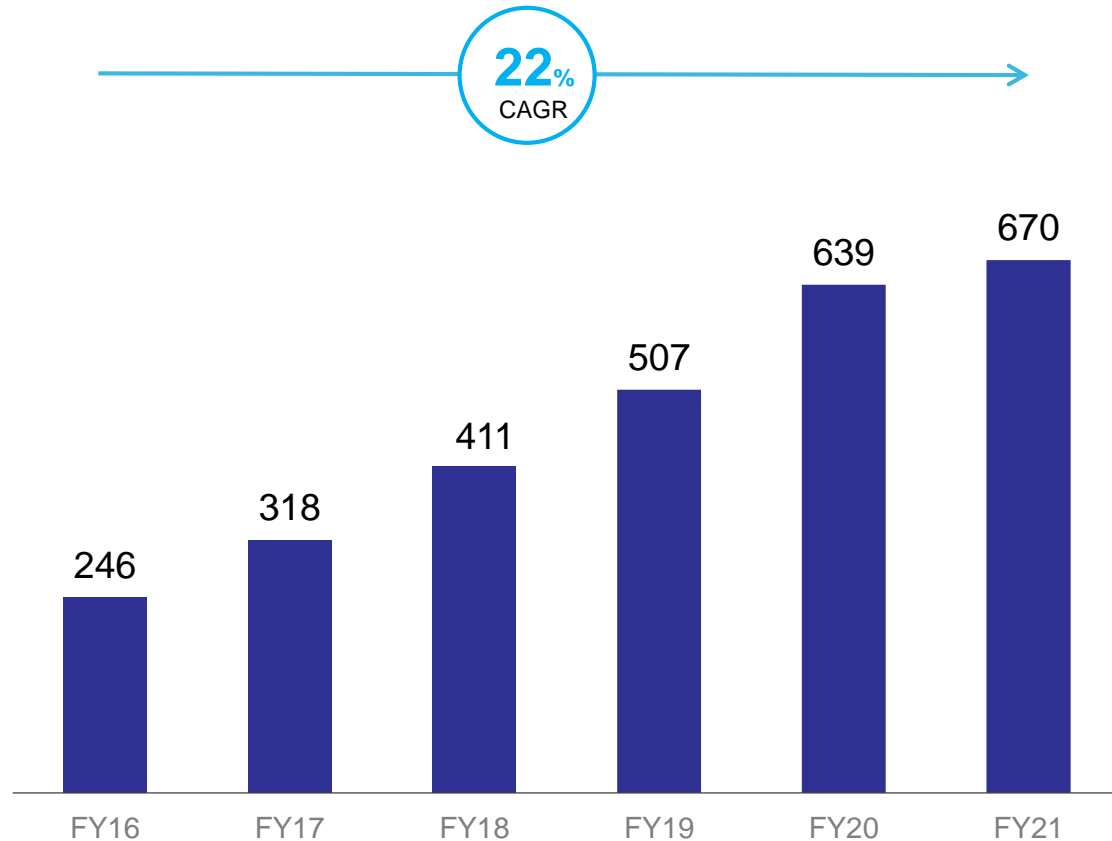
↑ ↓ Calculated YoY

Revenue from Operations - Consolidated

(₹ in Crores)

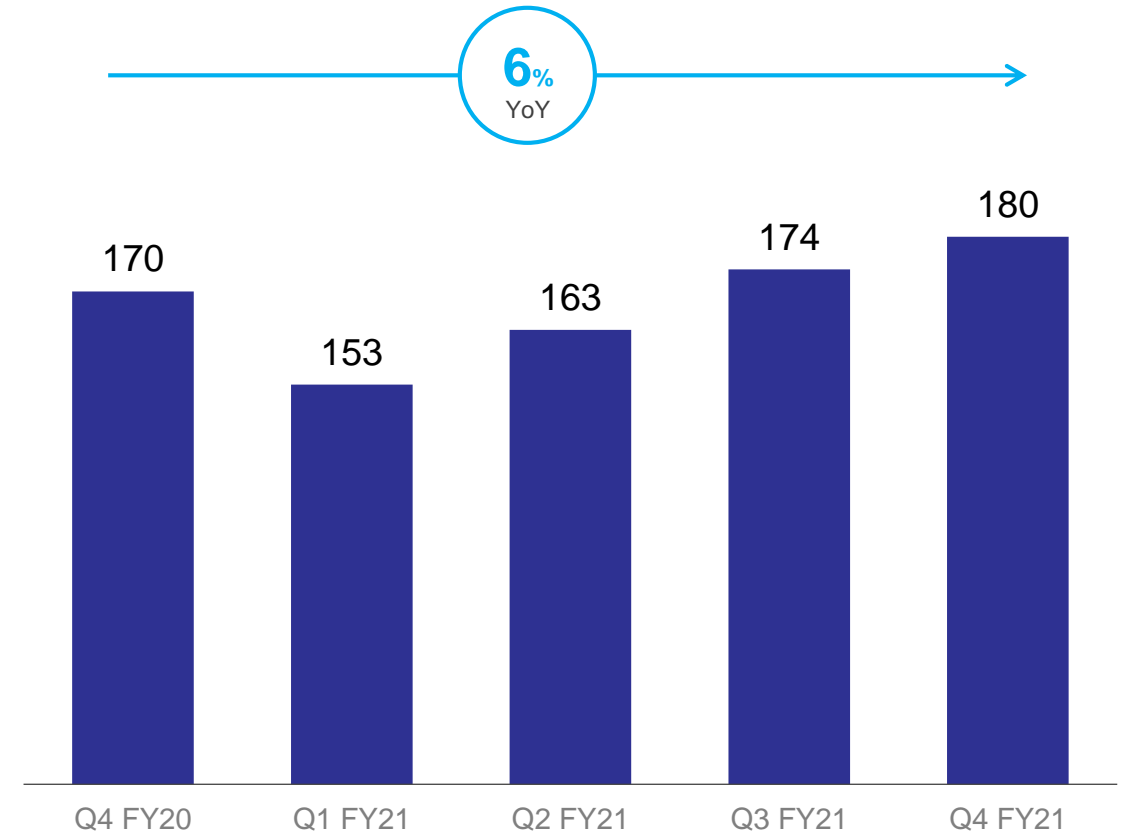
Yearly trends

22%
CAGR



Quarterly trends

6%
YoY



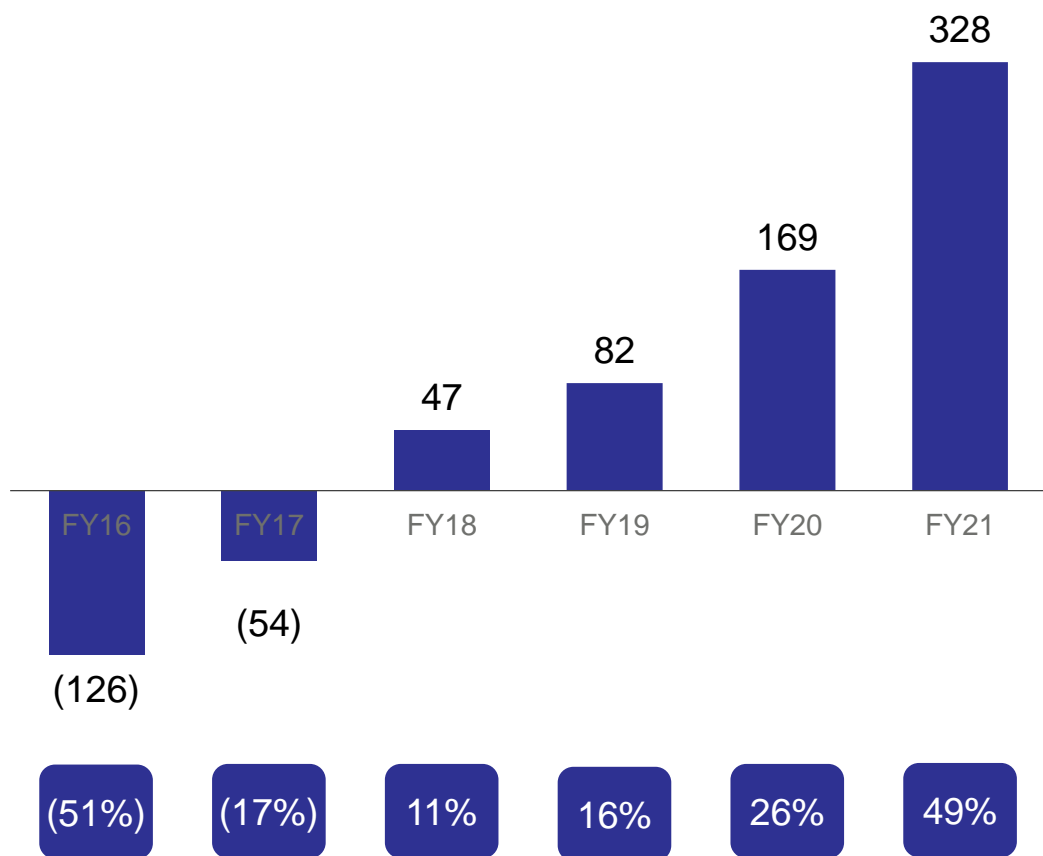
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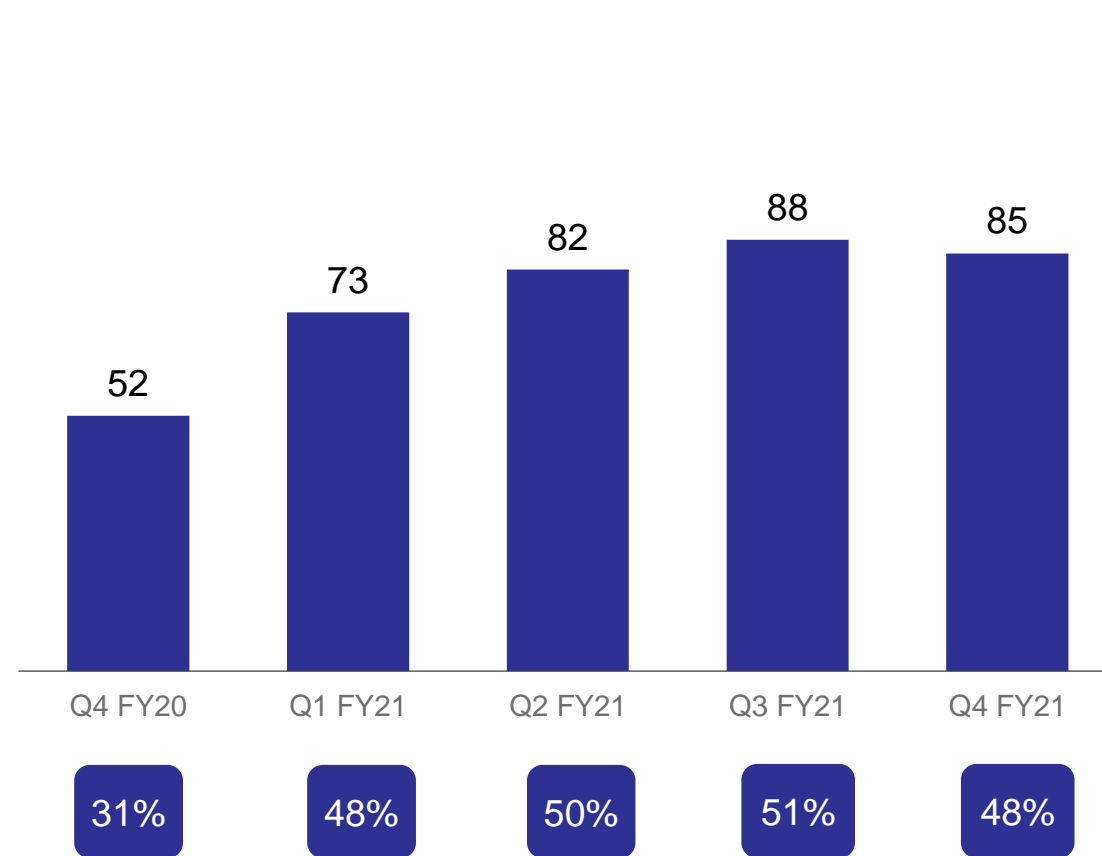
EBITDA - Consolidated

(₹ in Crores)

Yearly trends



Quarterly trends



The company has adopted IND AS -116 from 1st April 2019, impacting EBITDA by increase of Rs. 4.5 Crores in Q1 FY20 and Rs. 4.8 crores in Q2 FY20 and Rs. 4.8 crores in Q3 FY20 and Rs. 4.4 crores in Q4 FY20 and Rs. 3 crores in Q1 FY21 and Rs. 3.9 crores in Q2 FY21 and Rs. 3.3 crores in Q3FY21 and Rs. 3.4 crores in Q4FY21

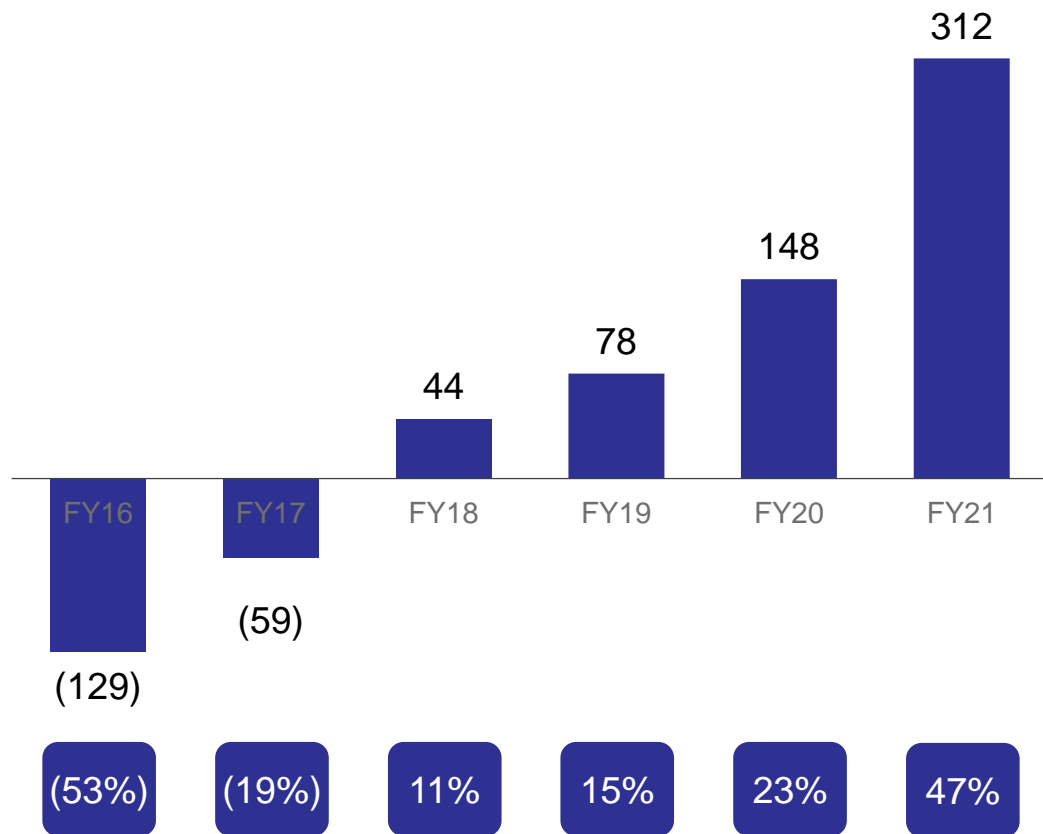
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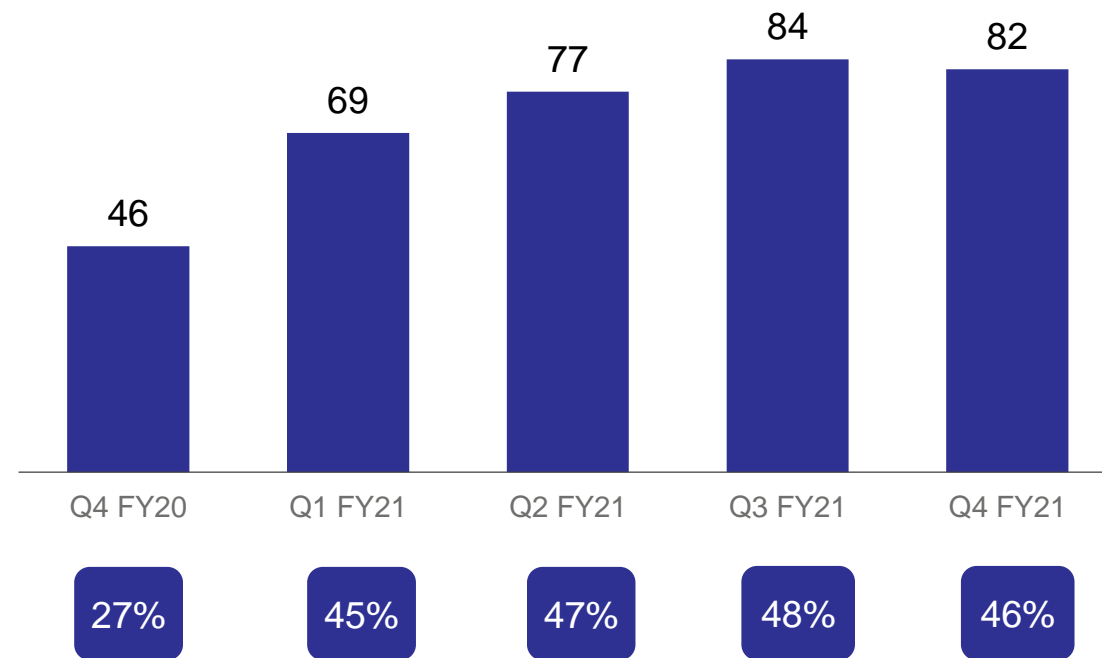
EBIT - Consolidated

(₹ in Crores)

Yearly trends



Quarterly trends

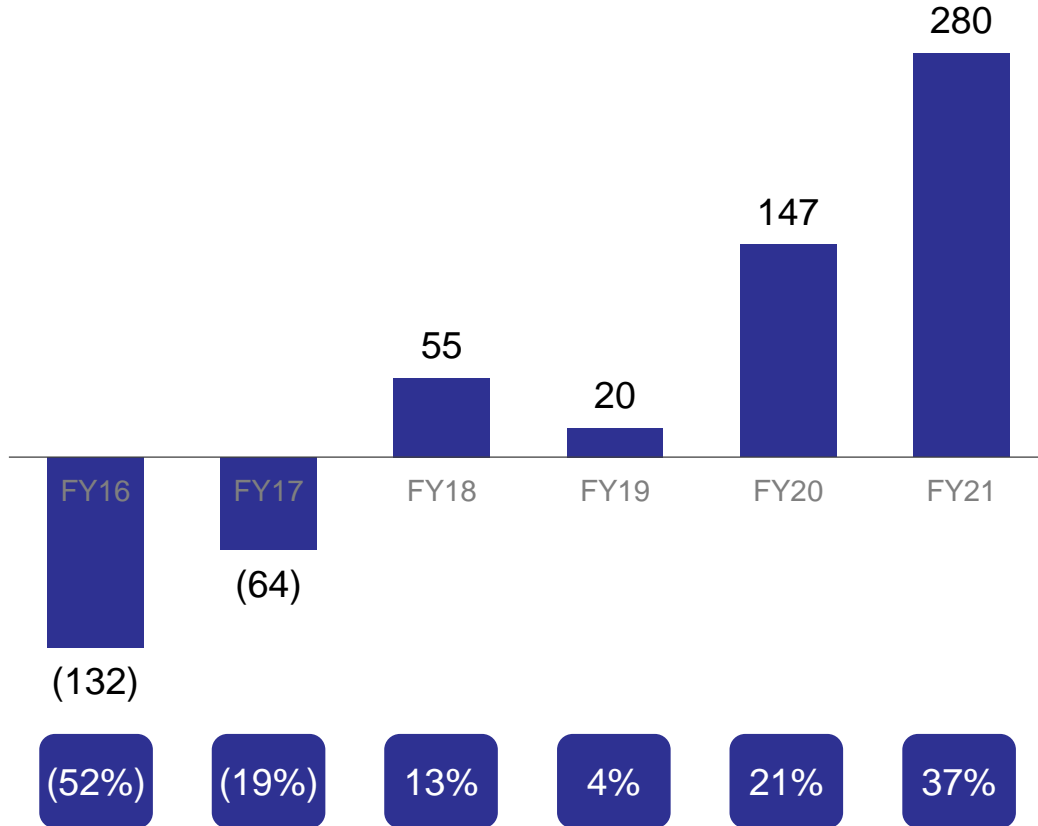


Note: Above figures have been calculated by dividing financials (in mn) by 10; Figures have been rounded off

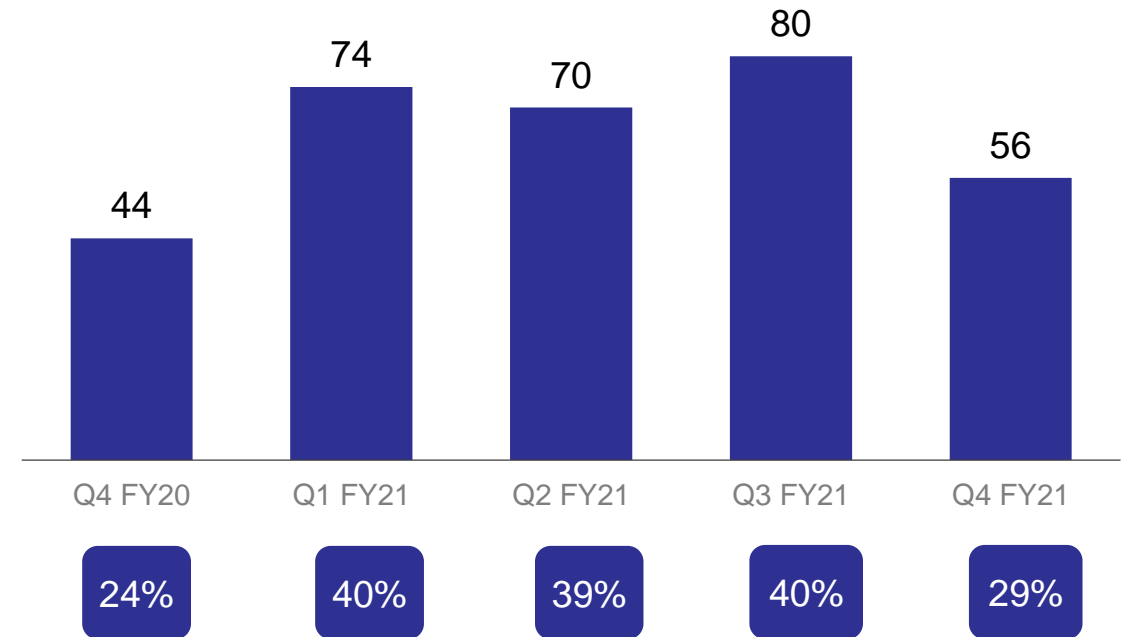
PAT - Consolidated

(₹ in Crores)

Yearly trends



Quarterly trends



Note: Above figures have been calculated by dividing financials (in mn) by 10; Figures have been rounded off

Financial Performance – Consolidated

(₹ in Crores)

Financial Metrics	Q4 FY21	Q4 FY20	YoY Change	Q3 FY21	QoQ Change	FY21	FY20	YoY Change
Revenue from Operations	180	170	6%	174	4%	670	639	5%
Other Income	10	17	(40%)	25	(58%)	87	69	26%
Total Income	190	187	1%	198	(4%)	756	707	7%
Manpower and Outsourced Sales Cost	72	86	(16%)	64	13%	257	339	(24%)
Other Operating Expense	22	32	(30%)	22	2%	84	131	(36%)
Total Expenses	94	118	(20%)	86	10%	341	470	(27%)
EBITDA	85	52	63%	88	(3%)	328	169	94%
<i>EBITDA Margin(%)</i>	<i>48%</i>	<i>31%</i>		<i>51%</i>		<i>49%</i>	<i>26%</i>	
Depreciation and amortization expense	4	6	(41%)	4	(8%)	16	21	(24%)
Others ¹	(0.1)	0.9	(111%)	1	(109%)	4	2	144%
Profit Before Tax	89	61	46%	106	(16%)	389	211	84%
Tax Expense	34	17	98%	26	28%	110	64	71%
Net Profit	56	44	26%	80	(31%)	280	147	90%
<i>Net Profit Margin(%)</i>	<i>29%</i>	<i>24%</i>		<i>40%</i>		<i>37%</i>	<i>21%</i>	
EPS (Rs.)	18.7	15.4	22%	27.6	(32%)	96.1	51.1	88%
Cash Generated from Operating Activities	165	94	76%	77	114%	323	261	24%
Collections from Customers	272	206	32%	179	52%	711	738	(4%)

Notes

- Others include – Finance Cost, Net Loss on Financial Liability at FVTPL and Share in net profit /(loss) of associates
- The Company has diluted its 70% stake in Tentimes Online Private Limited, a wholly owned subsidiary; therefore, it's considered as an Associate from 1 September 2020.



Note: Above figures have been calculated by dividing financials (in mn) by 10; Figures have been rounded off

IndiaMART InterMESH Ltd

Balance Sheet – Consolidated

(₹ in Crores)

Assets	Mar-21	Mar-20
PPE ¹ , CWIP ¹ , Intangible assets, other non-current assets	4.4	7.6
Right-of-use asset	62.6	80.0
Investment in subsidiaries and associates	27.0	29.6
Financial assets		
Bank Deposits	-	35.0
Others	14.1	5.2
Deferred and Non-current tax asset	18.7	45.7
Total Non-Current Assets	126.8	203.0
Financial assets		
Cash & Investments ²	2,365.4	895.7
Others	9.7	11.0
Current Tax and other current assets	9.7	13.2
Total Current Assets	2,384.7	920.0
Total Assets	2,511.5	1,122.9

Equity and Liabilities	Mar-21	Mar-20
Total Equity	1,610.9	275.1
Financial liabilities		
Lease Liabilities	52.6	61.2
Deferred tax liabilities (net)	20.7	-
Provisions	27.5	26.5
Contract liabilities	258.5	269.7
Total Non-current Liabilities	359.3	357.5
Financial liabilities		
Lease Liabilities	10.9	15.3
Others	35.6	43.9
Provisions	4.8	4.0
Contract liabilities	467.6	415.6
Other current liabilities	22.4	11.6
Total Current Liabilities	541.3	490.4
Total Equity and Liabilities	2,511.5	1,122.9

Notes

1. PPE: Property, plant and equipment, CWIP: Capital Work in Progress
2. Cash and Investments include Rs. 1,070 crores raised by company through QIP in February 2021



Note: Above figures have been calculated by dividing financials (in mn) by 10; Figures have been rounded off

IndiaMART InterMESH Ltd

Revenue – Legal Entity View

(₹ in Crore)

Particulars	Q4 FY20	Q1 FY21	Q2 FY21	Q3 FY21	Q4 FY21
Revenue from Operations					
IndiaMART InterMESH Ltd	166	151	162	173	179
Ten Times Online Pvt Ltd	4	1	0.7	-	-
Pay With IndiaMART Pvt Ltd	0.8	0.5	0.8	0.7	0.7
Tolexo Online Pvt Ltd	0.1	0.1	0.1	0.1	0.1
	170	153	164	174	180
Inter Company Adjustments	(0.1)	(0.1)	(0.3)	(0.2)	(0.2)
Total Revenue from Operations	170	153	163	174	180

~99% of revenue contributed by IndiaMART standalone business



Note: Above figures have been calculated by dividing financials (in mn) by 10; Figures have been rounded off

IndiaMART InterMESH Ltd

Historical Financial Metrics

(₹ in Crore Consolidated)

Financial Metrics	FY-16	FY-17	FY-18	FY-19	FY-20	FY-21
Total Income	251	332	430	548	707	756
Revenue from Operations	246	318	411	507	639	670
EBITDA	(126)	(54)	47	82	169	328
EBITDA Margin (%)	(51%)	(17%)	11%	16%	26%	49%
EBIT	(129)	(59)	44	78	148	312
EBIT Margin (%)	(53%)	(19%)	11%	15%	23%	47%
Adjusted Net Profit for the period*	(124)	(45)	63	85	147	280
Adjusted Net Profit Margin (%)	(50%)	(14%)	15%	16%	21%	37%
Net Profit for the period	(132)	(64)	55	20	147	280
Cash Generated from Operating Activities	(56)	(1)	179	255	261	323
Collections from Customer	315	386	509	671	738	711
Deferred Revenue (period end)	257	325	424	586	685	726
Cash and Investments (period end)	159	177	388	685	931	2,365

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



Note: Above figures have been calculated by dividing financials (in mn) by 10; Figures have been rounded off

IndiaMART InterMESH Ltd



Financial Performance

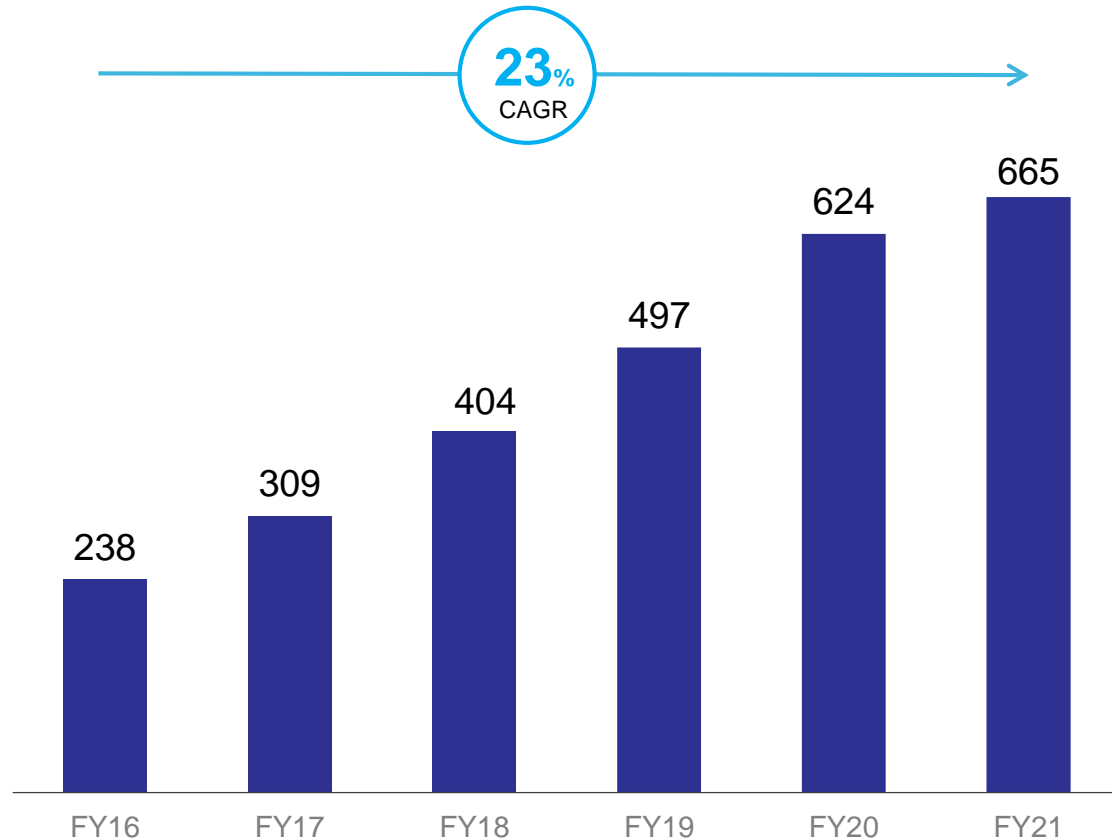
Standalone Basis

Revenue from Operations - Standalone

(₹ in Crores)

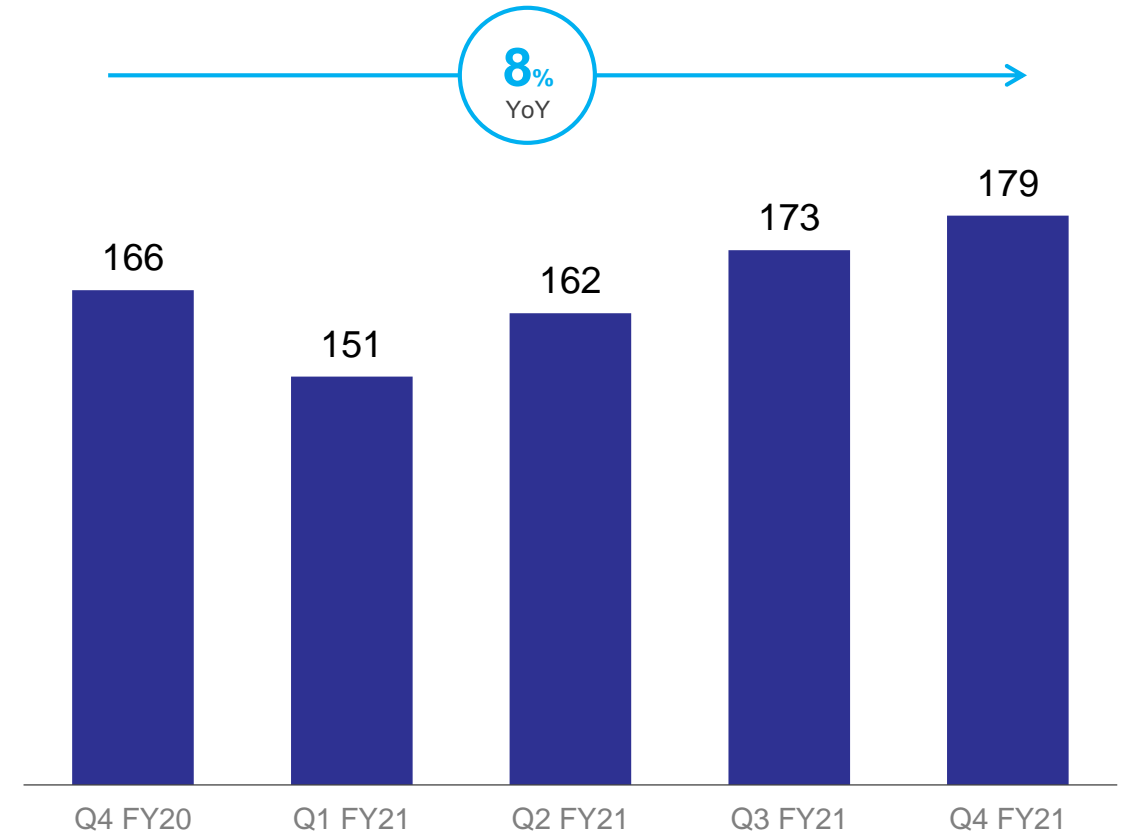
Yearly trends

23%
CAGR



Quarterly trends

8%
YoY



~41% of revenue contributed by top 10% of paying subscription suppliers



Note: Above figures have been calculated by dividing financials (in mn) by 10; Figures have been rounded off

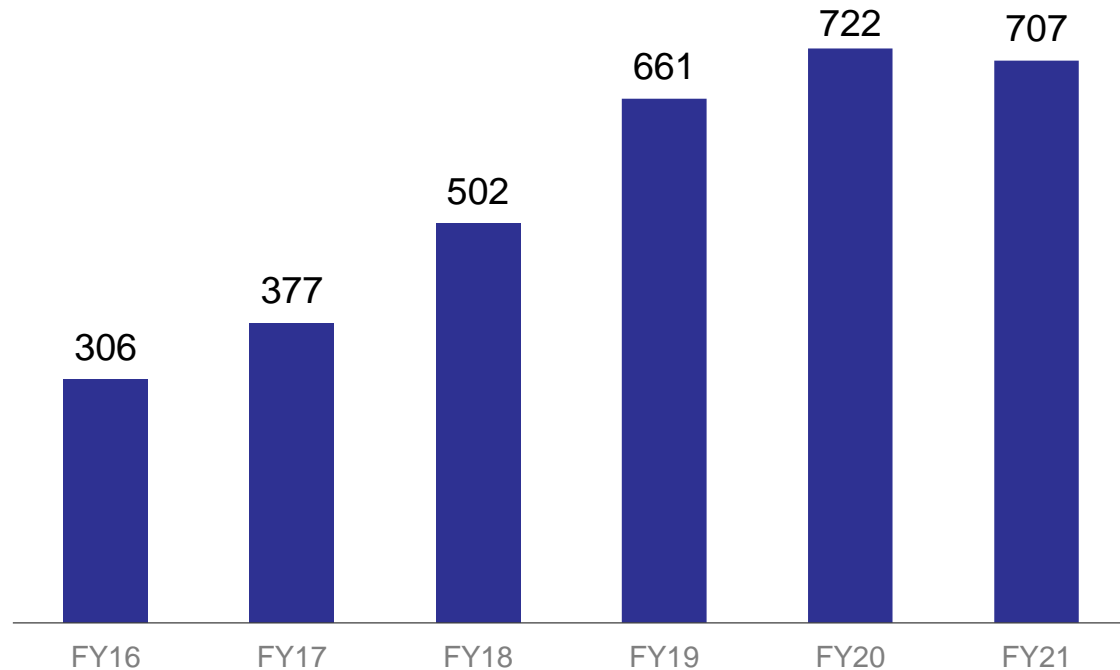
IndiaMART InterMESH Ltd

Collections from Customer - Standalone

(₹ in Crores)

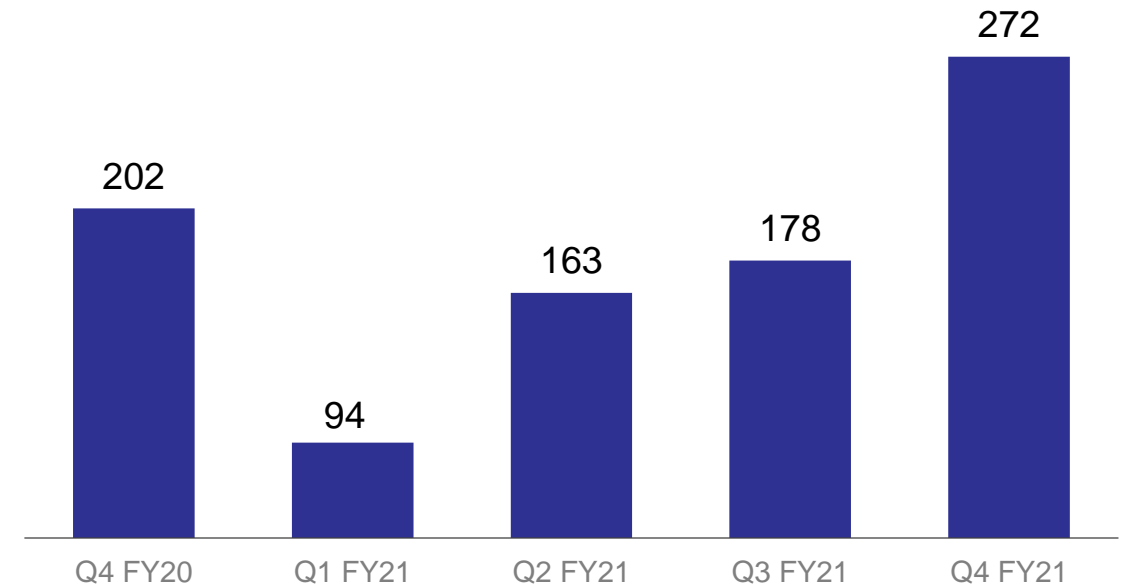
Yearly trends

18%
CAGR



Quarterly trends

34%
YoY

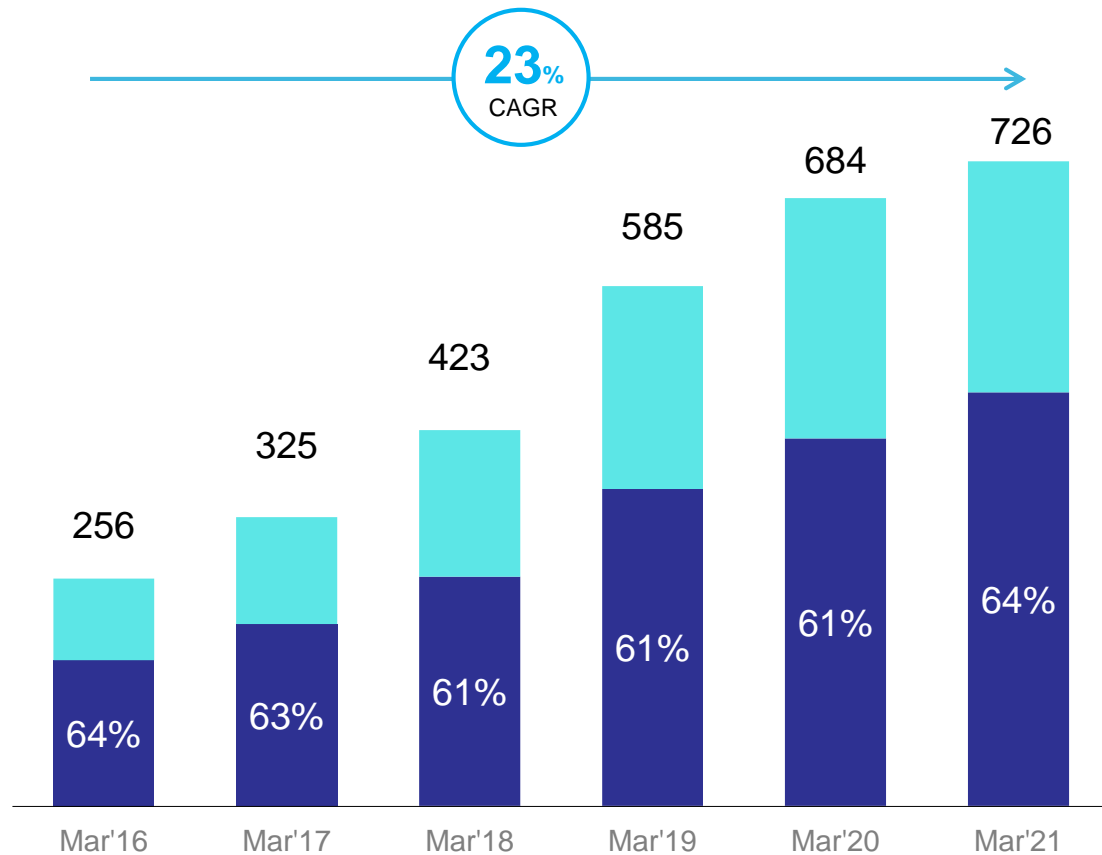


Note: Above figures have been calculated by dividing financials (in mn) by 10; Figures have been rounded off

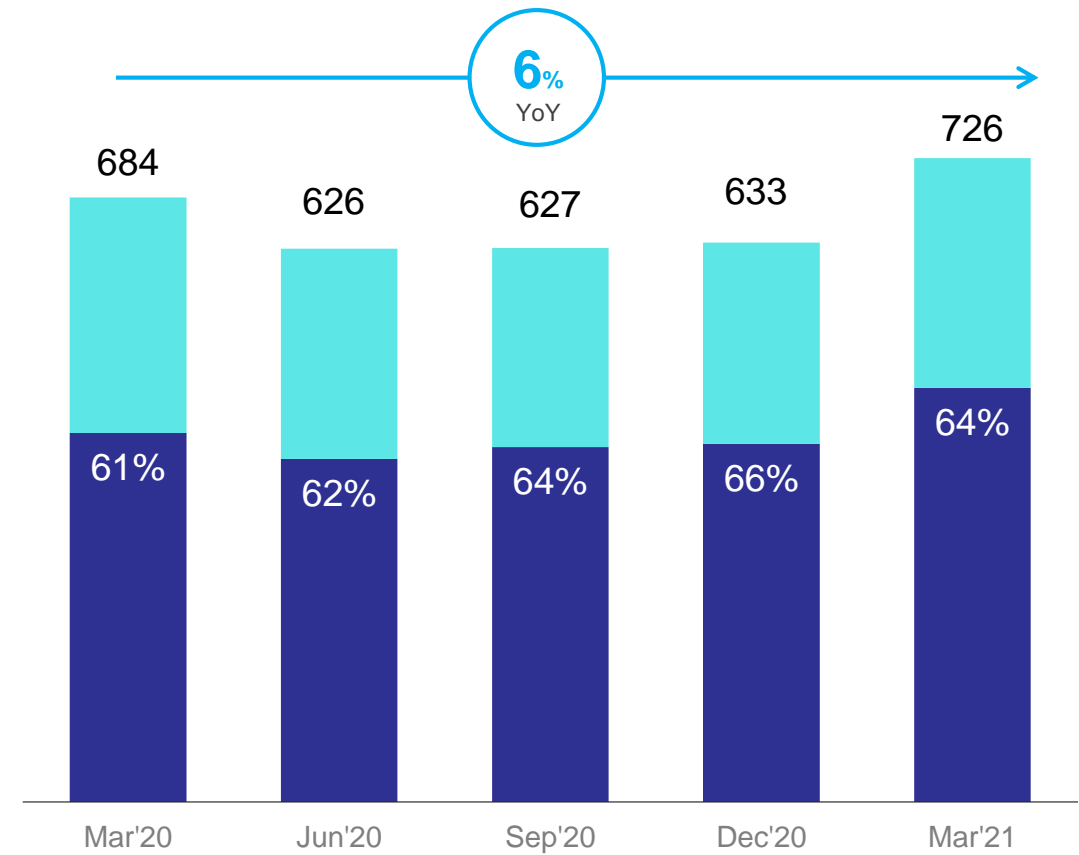
Deferred Revenue* - Standalone

(₹ in Crores)

Yearly trends



Quarterly trends



■ Current

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



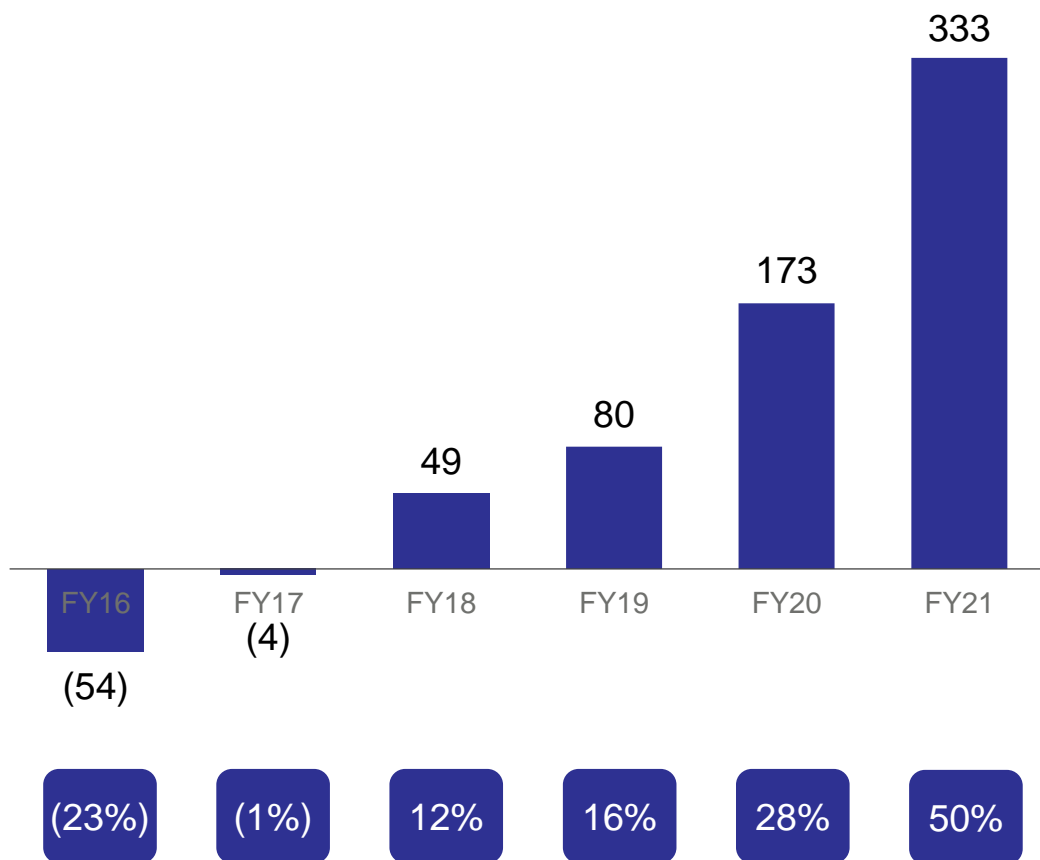
Note: Above figures have been calculated by dividing financials (in mn) by 10; Figures have been rounded off

IndiaMART InterMESH Ltd

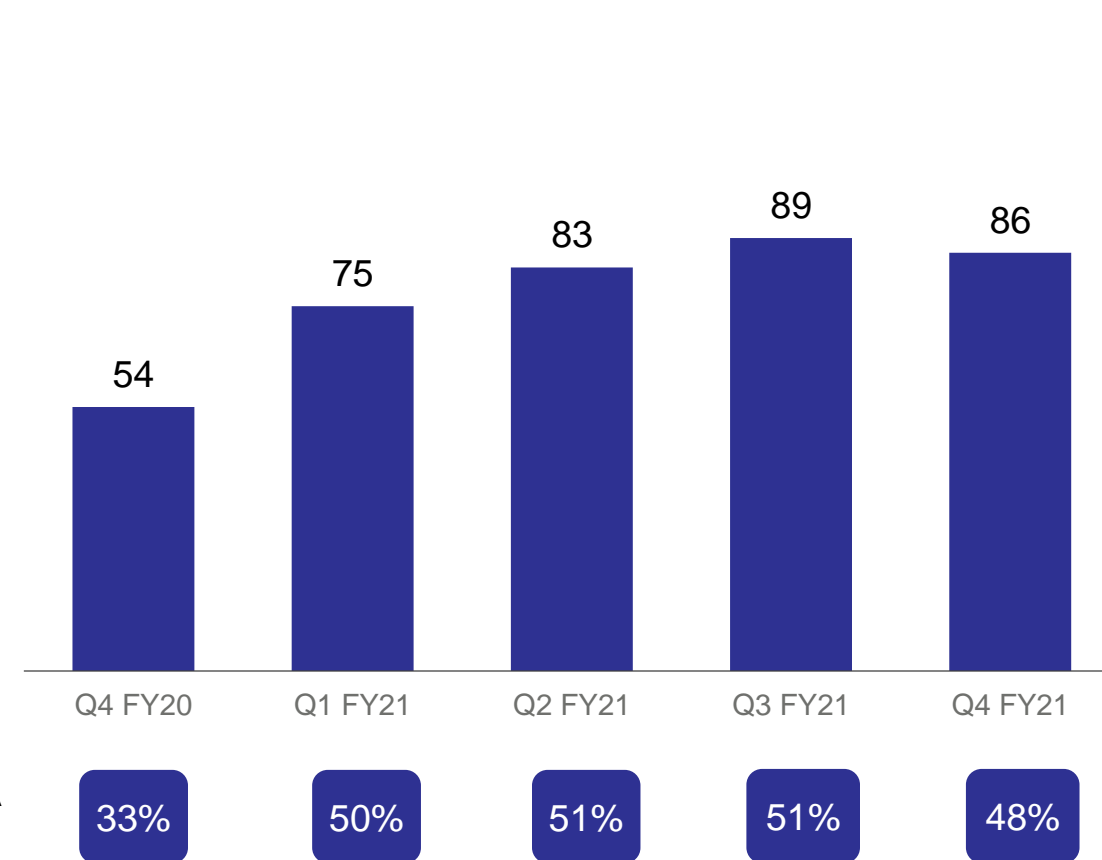
EBITDA - Standalone

(₹ in Crores)

Yearly trends



Quarterly trends



The company has adopted IND AS -116 from 1st April 2019, impacting EBITDA by increase of Rs. 4.5 Crores in Q1 FY20 and Rs. 4.8 crores in Q2 FY20 and Rs. 4.8 crores in Q3 FY20 and Rs. 4.4 crores in Q4 FY20 and Rs. 3 crores in Q1 FY21 and Rs. 3.9 crores in Q2 FY21 and Rs. 3.3 crores in Q3FY21 and Rs. 3.4 crores in Q4FY21

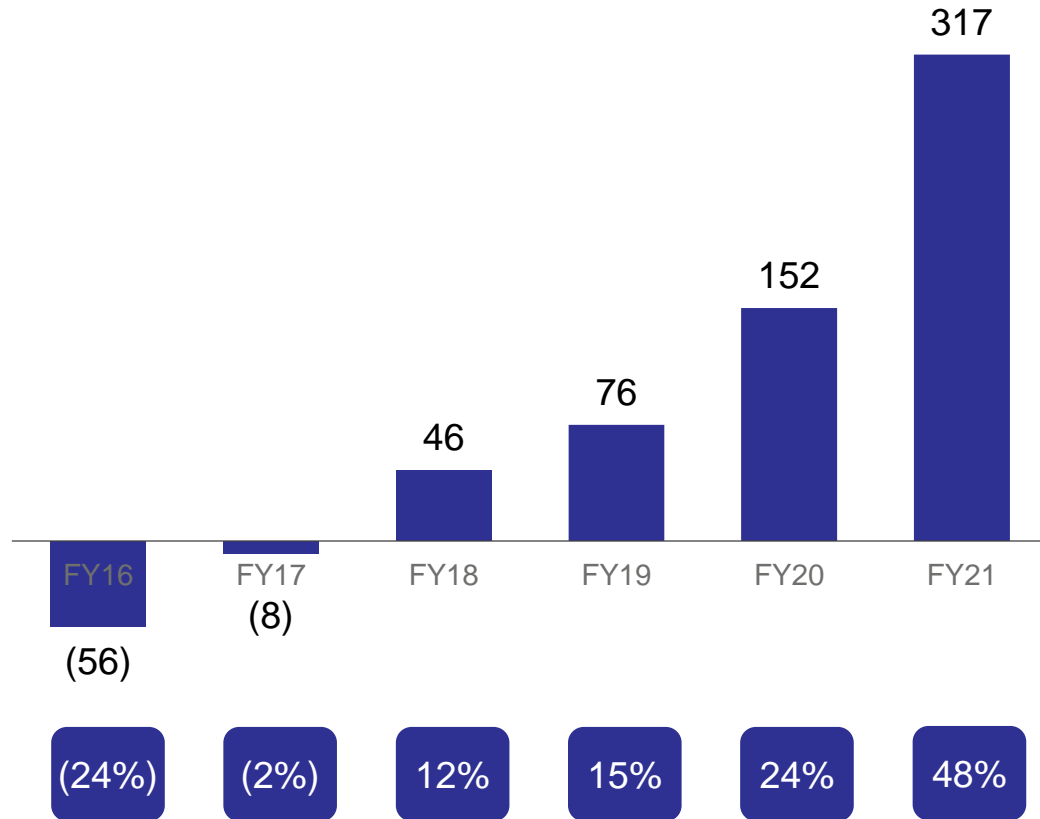


Note: Above figures have been calculated by dividing financials (in mn) by 10; Figures have been rounded off

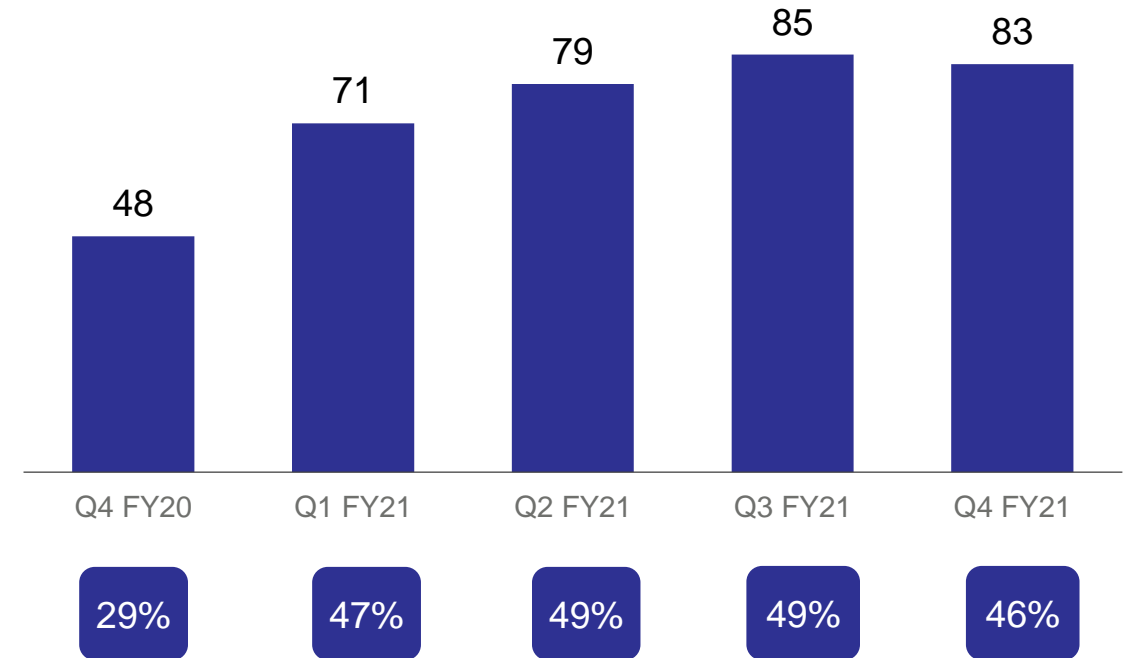
EBIT - Standalone

(₹ in Crores)

Yearly trends



Quarterly trends

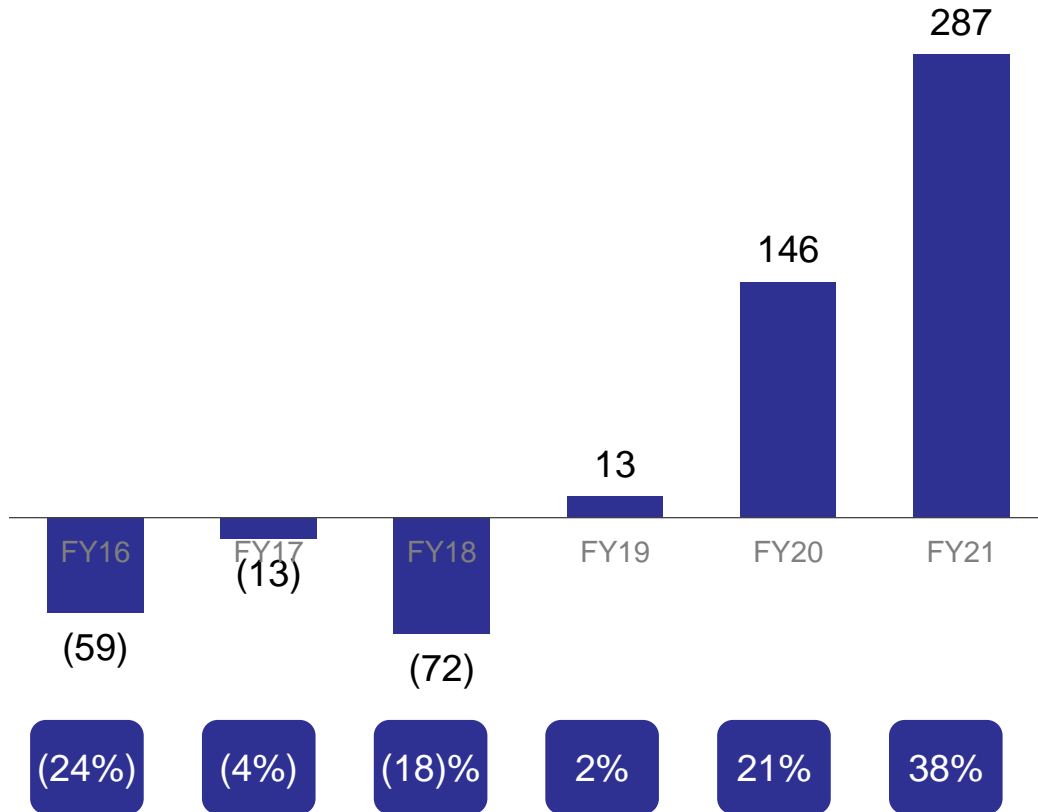


Note: Above figures have been calculated by dividing financials (in mn) by 10; Figures have been rounded off

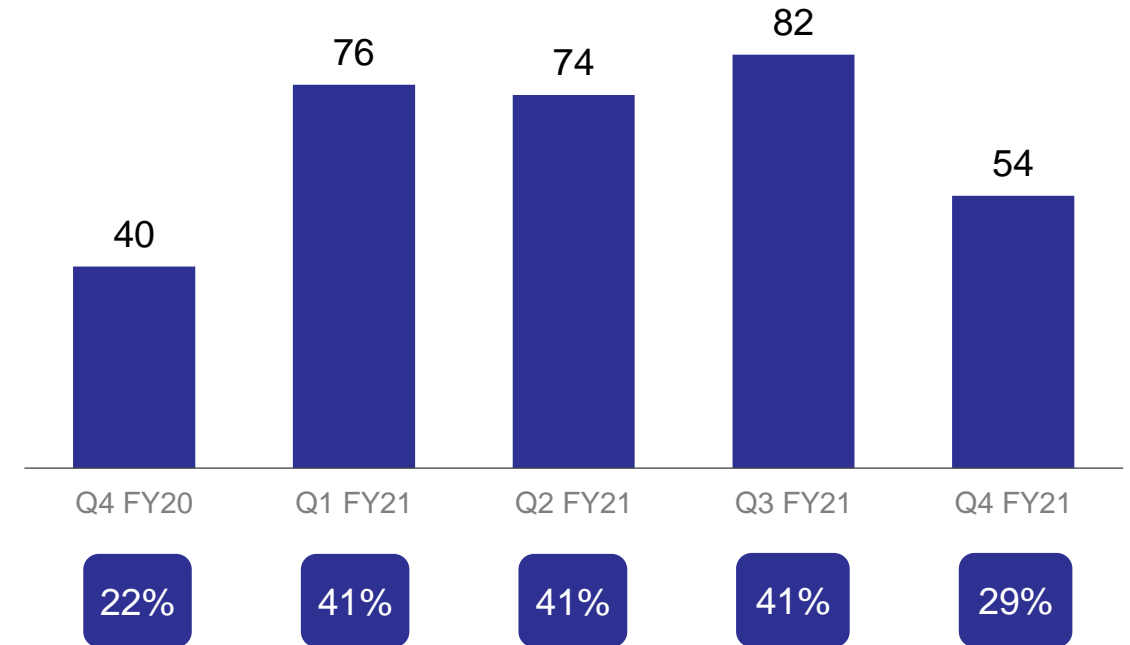
PAT - Standalone

(₹ in Crores)

Yearly trends



Quarterly trends

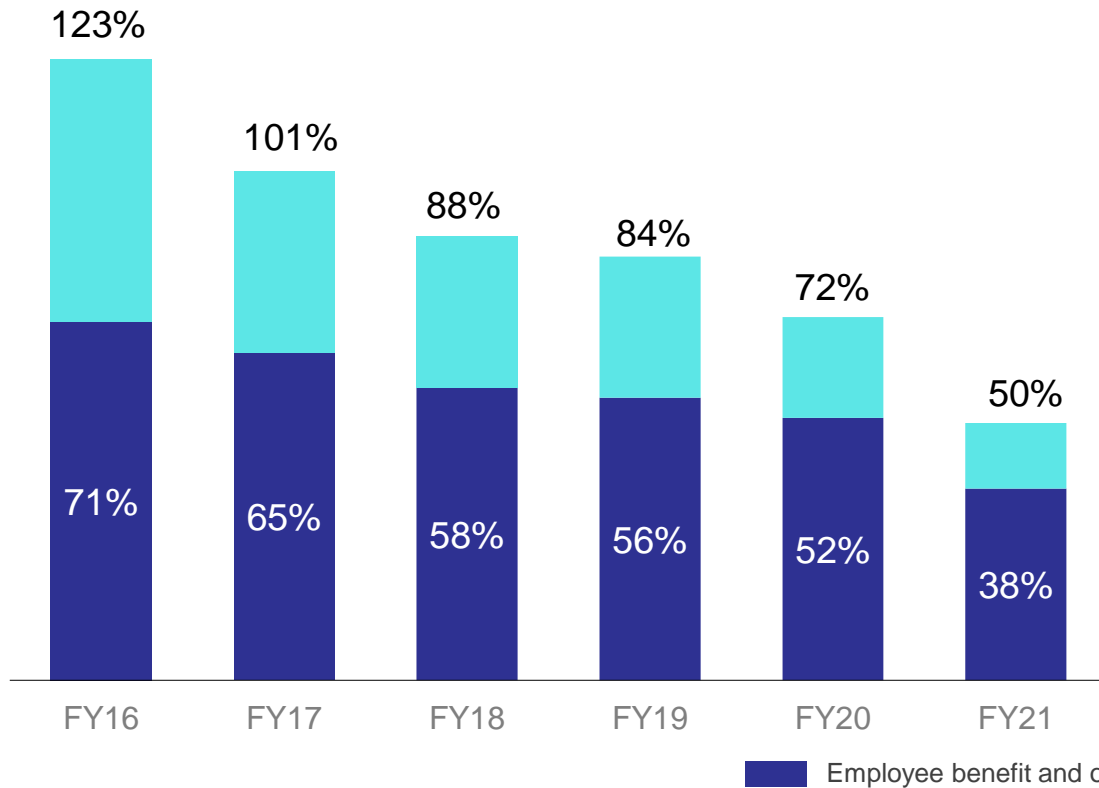


Note: Above figures have been calculated by dividing financials (in mn) by 10; Figures have been rounded off

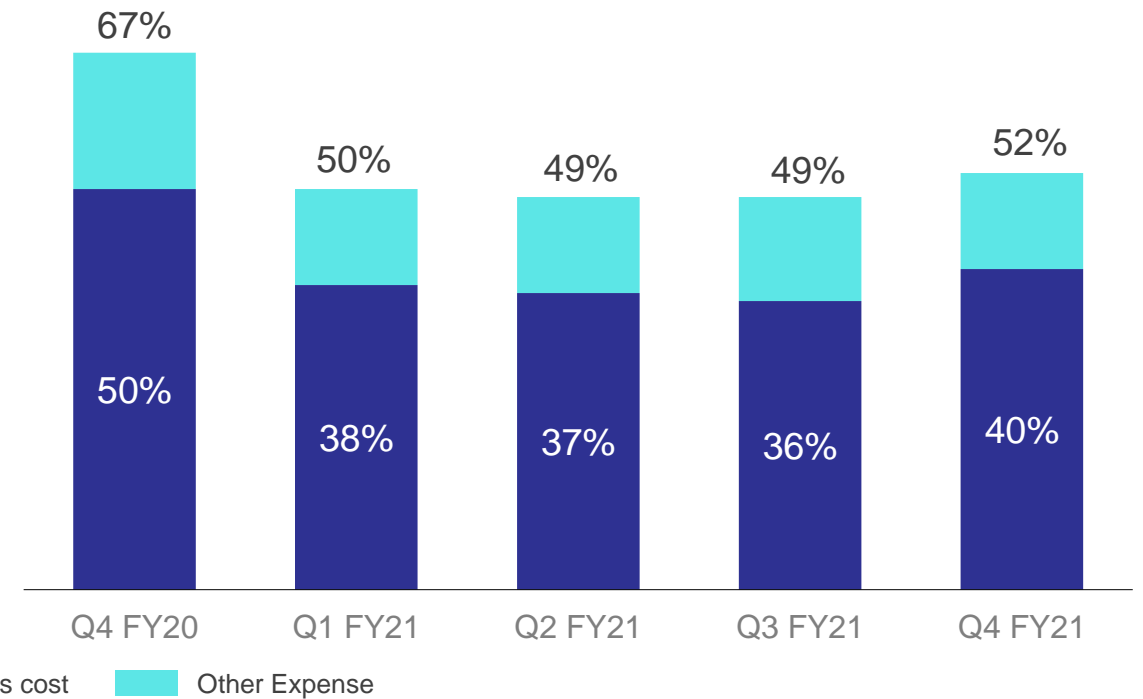
Margin Leverage - Standalone

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

Yearly trends



Quarterly trends



* The company has adopted IND AS -116 from 1st April 2019, impacting margin leverage by 3% in Q1FY20, Q2FY20, Q3FY20 and Q4FY20 and 2% in Q1FY21, Q2FY21, Q3FY21 and Q4FY21



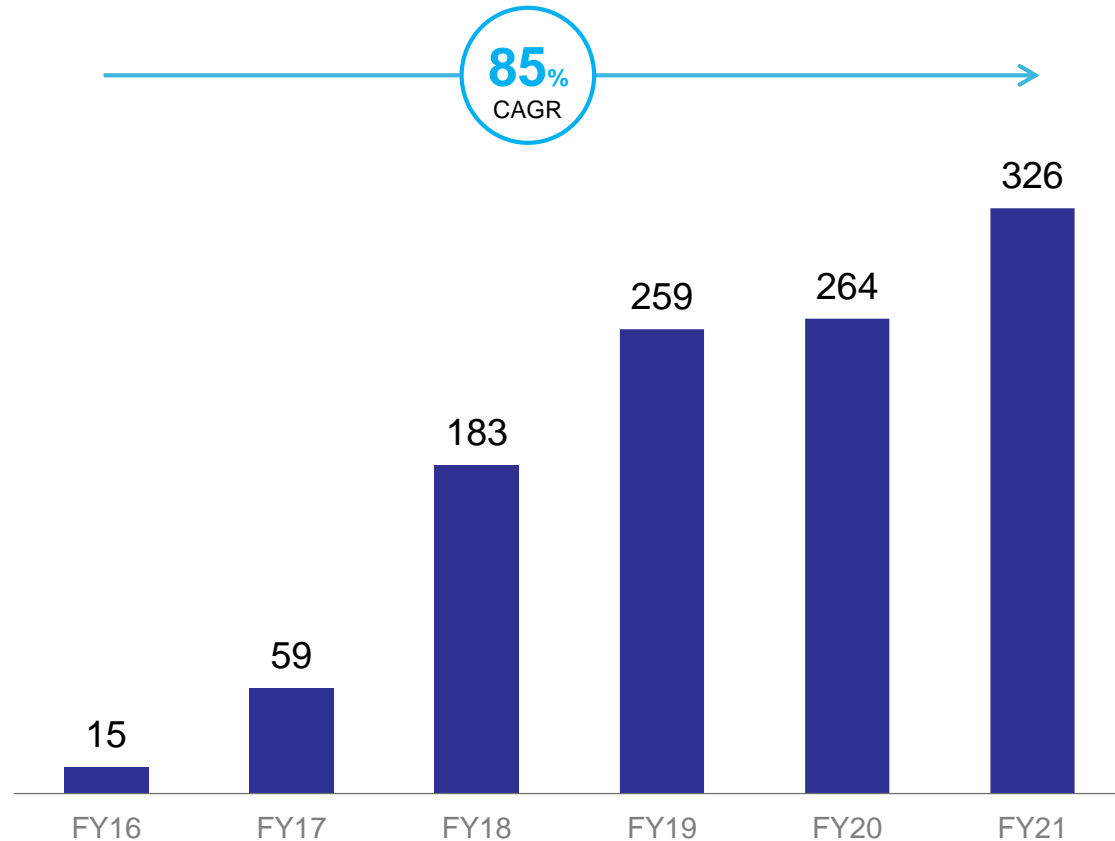
Note: Above figures have been calculated by dividing financials (in mn) by 10; Figures have been rounded off

Cash Generated From Operating Activities - Standalone

(₹ in Crores)

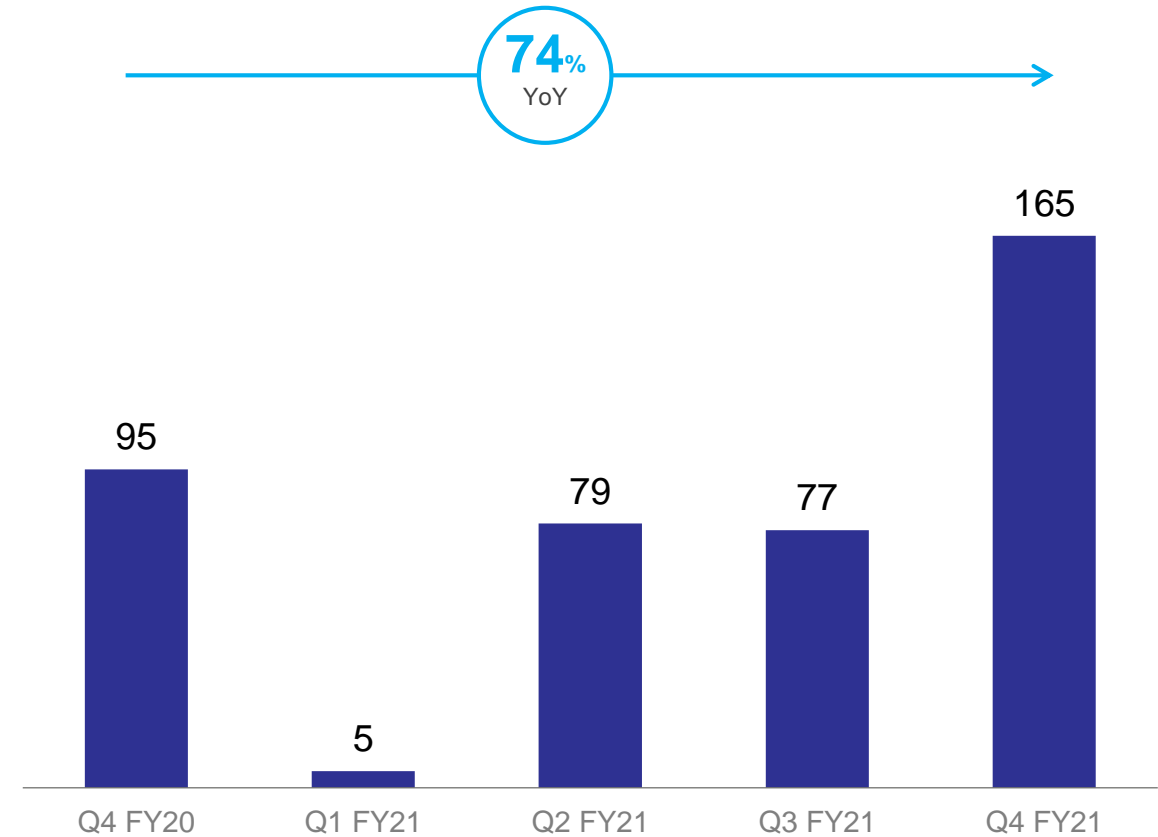
Yearly trends

85%
CAGR



Quarterly trends

74%
YoY



Note: Above figures have been calculated by dividing financials (in mn) by 10; Figures have been rounded off

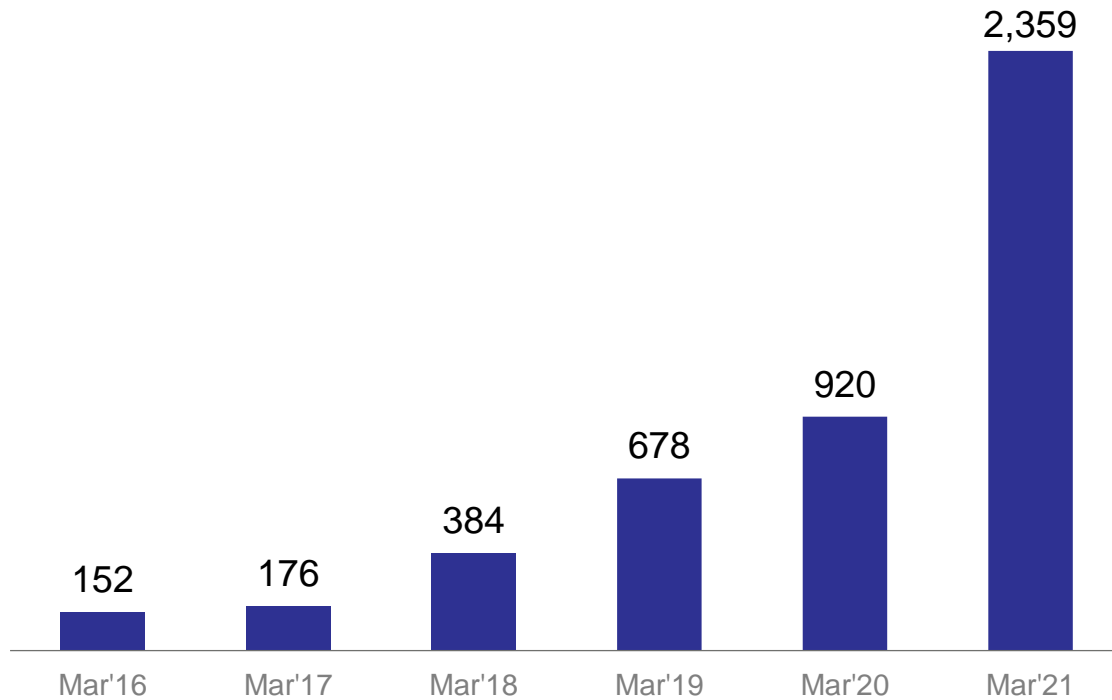
IndiaMART InterMESH Ltd

Cash and Investments* - Standalone

(₹ in Crores)

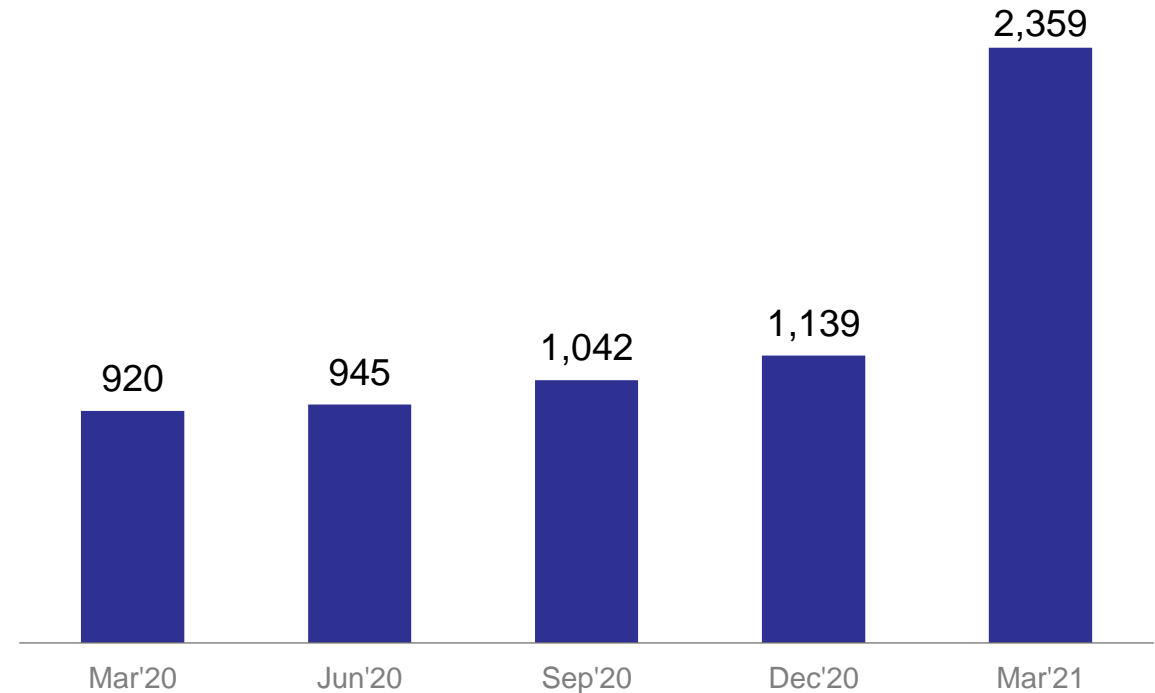
Yearly trends

73%
CAGR



Quarterly trends

156%
YoY



- Refers to Cash and Cash Equivalents and investments in Mutual Funds in the financial statements
- Investment of Rs 31.2 crores in Simply Vyapar Apps Pvt Ltd in Sept 19 and Rs 10 crores in Mobisy Technologies Private Limited in May 20
- The company has paid interim dividend including dividend distribution tax amounting to Rs. 33.3 crores in March 20
- Company has raised Rs. 1,070 crores through QIP in February 21

Note: Above figures have been calculated by dividing financials (in mn) by 10; Figures have been rounded off



Financial Performance – Standalone

(₹ in Crores)

Financial Metrics	Q4 FY21	Q4 FY20	YoY Change	Q3 FY21	QoQ Change	FY21	FY20	YoY Change
Revenue from Operations	179	166	8%	173	4%	665	624	7%
Other Income	6	17	(64%)	25	(75%)	85	68	24%
Total Income	185	183	1%	197	(6%)	750	692	8%
Manpower and Outsourced Sales Cost	71	82	(14%)	63	13%	251	327	(23%)
Other Operating Expense	22	30	(27%)	21	2%	81	124	(35%)
Total Expenses	93	112	(17%)	84	10%	332	451	(26%)
EBITDA	86	54	60%	89	(2%)	333	173	93%
<i>EBITDA Margin(%)</i>	<i>48%</i>	<i>33%</i>		<i>51%</i>		<i>50%</i>	<i>28%</i>	
Depreciation and amortisation expense	3	6	(40%)	4	(8%)	16	21	(24%)
Others ¹	1	9	(83%)	2	(9%)	7	10	(34%)
Profit Before Tax	88	57	54%	108	(19%)	396	210	89%
Tax Expense	34	17	98%	26	27%	109	64	71%
Net Profit	54	40	35%	82	(34%)	287	146	96%
<i>Net Profit Margin(%)</i>	<i>29%</i>	<i>22%</i>		<i>41%</i>		<i>38%</i>	<i>21%</i>	
EPS (Rs.)	18.2	13.9	31%	28.1	(35%)	98.5	50.7	94%
Cash Generated from Operating Activities	165	95	74%	77	113%	326	264	24%
Collections from Customers	272	202	34%	178	52%	707	722	(2%)

Notes

1. Others include – Finance Cost, Net Loss on Financial Liability at FVTPL and Exceptional items



Note: Above figures have been calculated by dividing financials (in mn) by 10; Figures have been rounded off

IndiaMART InterMESH Ltd

Balance Sheet - Standalone

(₹ in Crores)

Assets	Mar-21	Mar-20
PPE ¹ , CWIP ¹ and Intangible assets, other non-current assets	2.7	5.5
Right-of-use asset	62.6	80.0
Investment in subsidiaries and associates	31.4	31.6
Financial assets		
Bank Deposits	-	35.0
Others	23.1	13.9
Deferred and Non-current tax asset	18.7	45.5
Total Non-Current Assets	138.4	211.4
Financial assets		
Cash & Investments ²	2,358.9	885.3
Others	8.9	9.9
Current Tax and other current assets	9.3	12.2
Total Current Assets	2,377.1	907.4
Total Assets	2,515.5	1,118.8

Equity and Liabilities	Mar-21	Mar-20
Total Equity	1,616.6	274.5
Financial liabilities		
Lease Liabilities	52.6	61.2
Deferred tax liabilities (net)	20.7	-
Provisions	27.3	25.8
Contract liabilities	258.4	269.7
Total Non-current Liabilities	359.0	356.8
Financial liabilities		
Lease Liabilities	10.9	15.3
Others	34.7	43.1
Provisions	4.7	4.0
Contract liabilities	467.2	413.8
Other current liabilities	22.3	11.3
Total Current Liabilities	539.9	487.5
Total Equity and Liabilities	2,515.5	1,118.8

Notes

1. PPE: Property, plant and equipment, CWIP: Capital Work in Progress
2. Cash and Investments include Rs. 1,070 crores raised by company through QIP in February 2021



Note: Above figures have been calculated by dividing financials (in mn) by 10; Figures have been rounded off

IndiaMART InterMESH Ltd

Platform Engagement

~100%⁽¹⁾
Organic traffic

80%⁽¹⁾
Total traffic through mobile

4.7 ★★★★★⁽²⁾
Rating for the app on Google
Play store



Note: Figures have been rounded off

(1) For the quarter ending March 31, 2021

(2) As of March 31, 2021

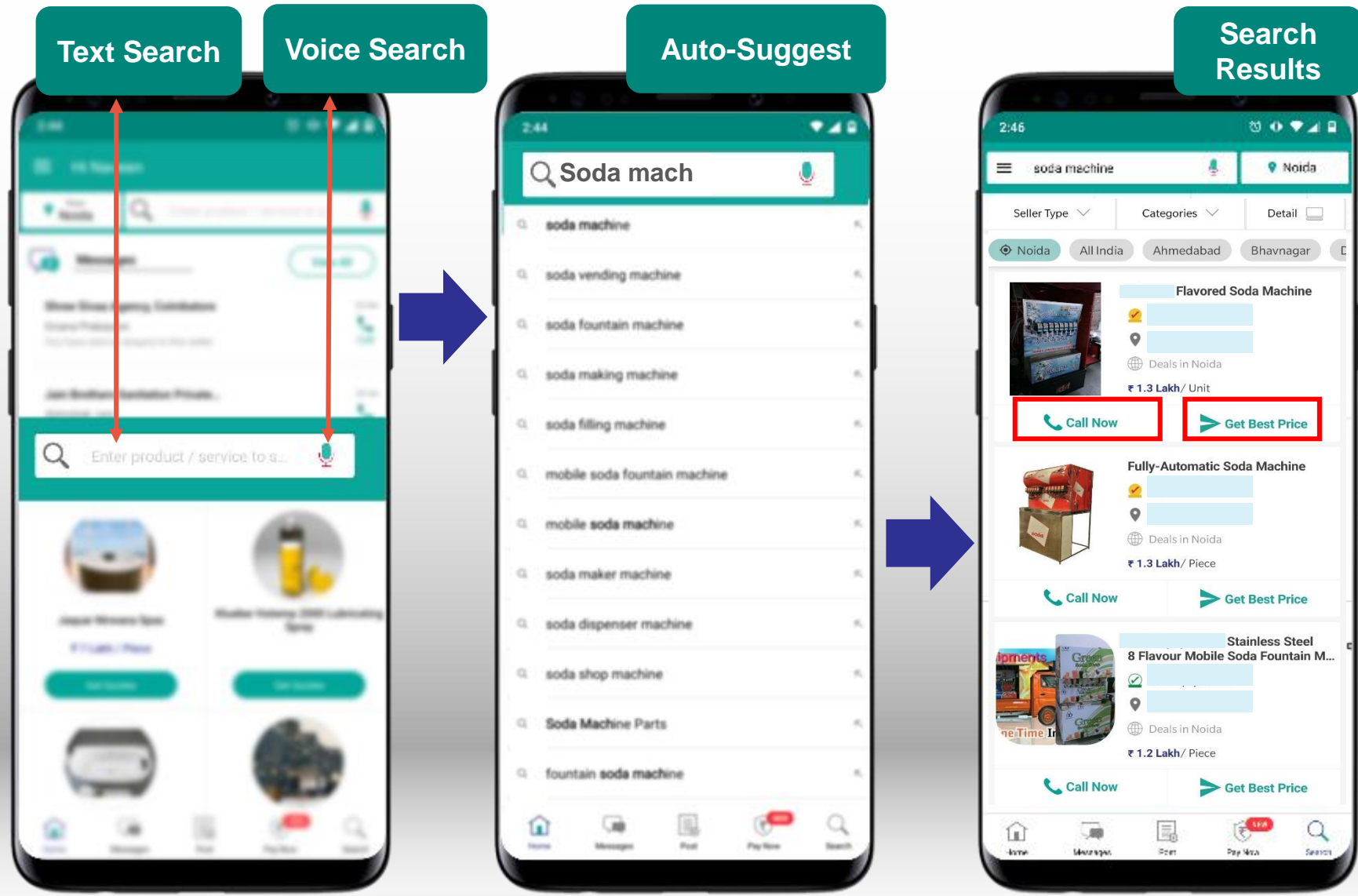
IndiaMART InterMESH Ltd

Buyer Journey

Search

Post Requirement

Product & Company
Details

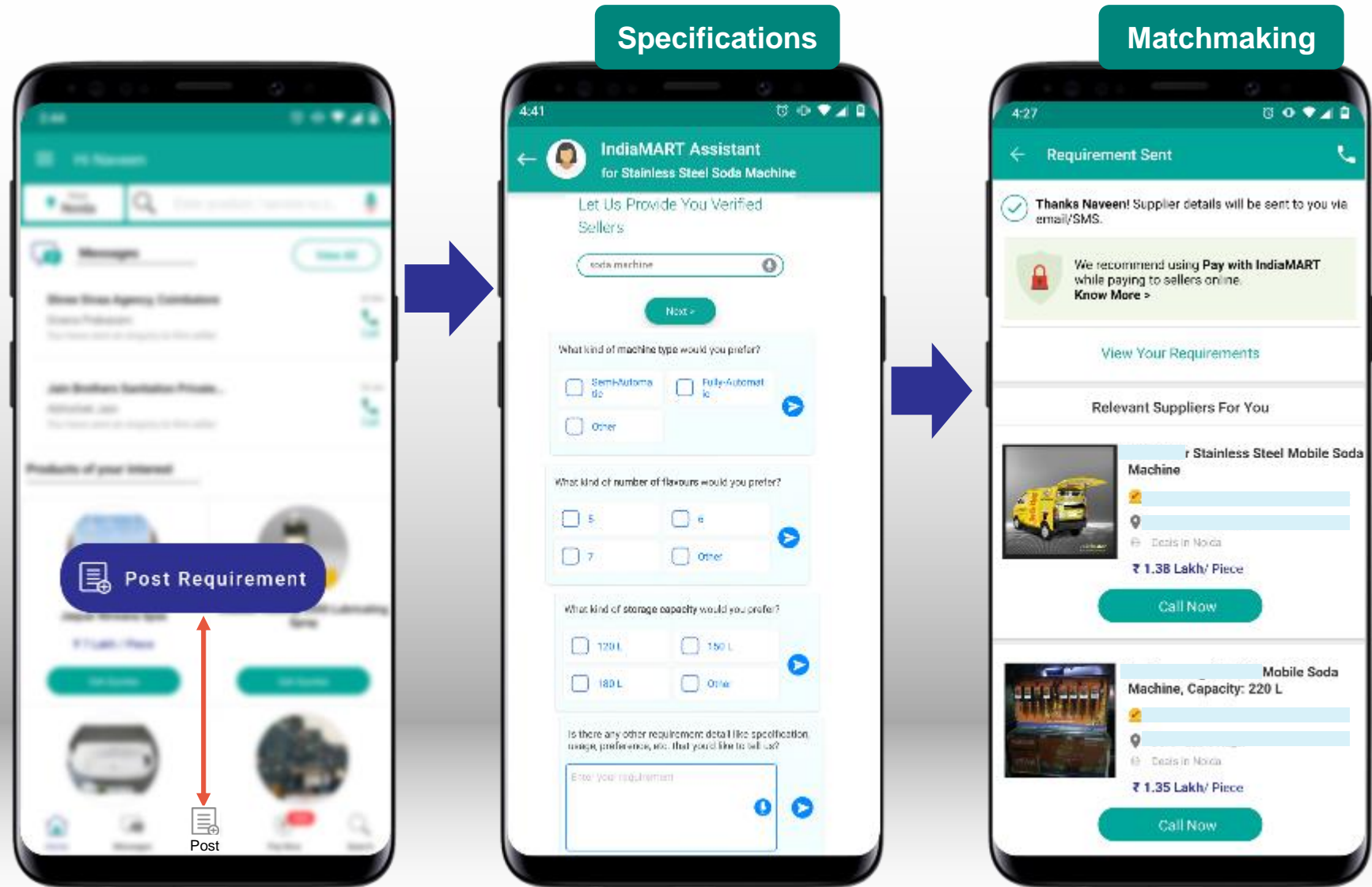


Buyer Journey

Search

Post Requirement

Product & Company
Details

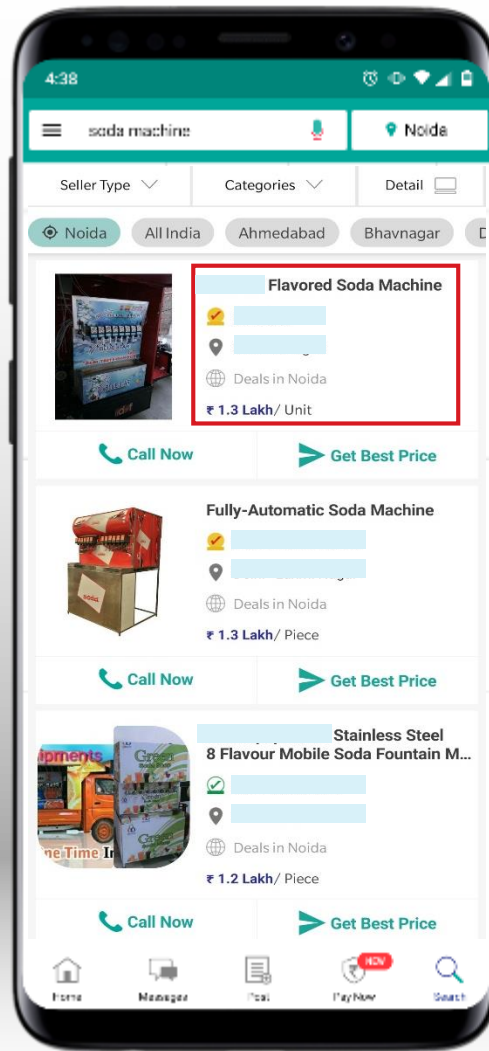


Buyer Journey

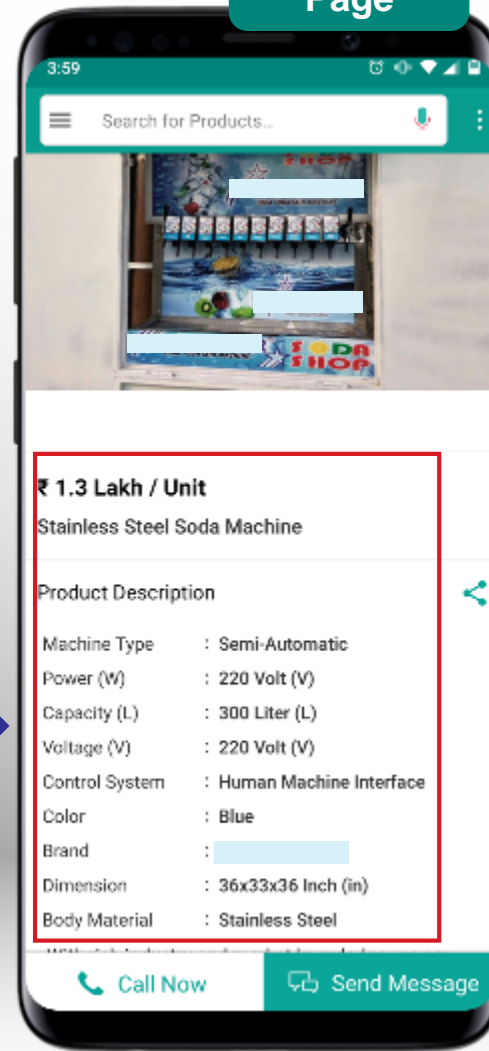
Search

Post Requirement

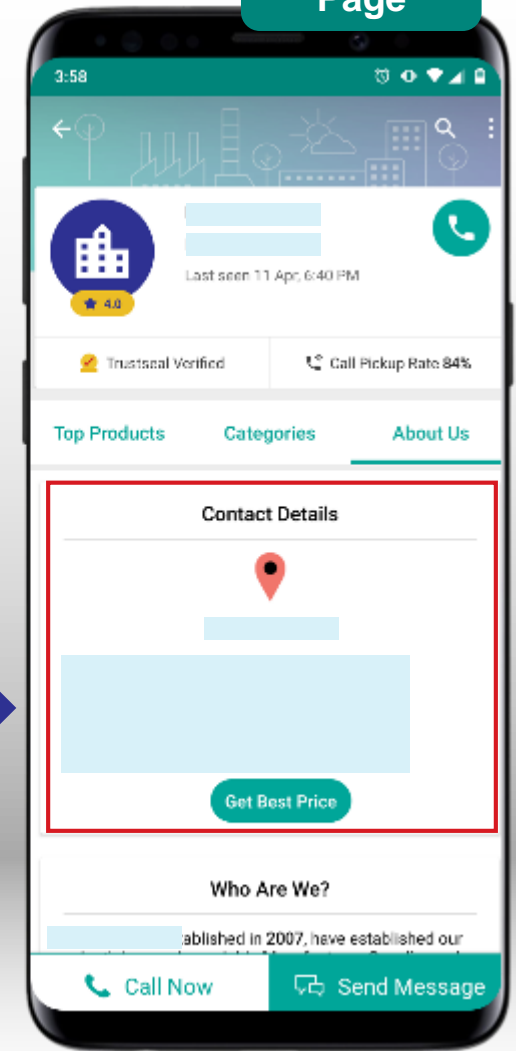
Product & Company Details



Product Page



Company Page



Seller Journey

Content Management

BuyLeads

Lead Manager

Pay With IndiaMART

Add / Edit Products from here

The screenshot shows the IndiaMART seller interface for adding or editing a product. The page is titled "Biodegradable Plastic Bag" and is divided into two main sections: "Basic Details" and "Specification/Additional Details".

Basic Details:

- Product/Service Name:** Biodegradable Plastic Bag
- Price:** ₹ [input field] - per - [input field] (Ex - Pair, Piece etc)
- Product/Service Description:** Uses, Details, Benefits, etc. (0 character (maximum of 4000) including formatting.)

Product Score: Medium (75/100)

Basic Details Progress: 55/80

Specifications Progress: 20/20

Specifications:

4 Specs.	05/05
5 Specs.	05/05
More than 5 Specs.	10/10

Save and Continue →



Seller Journey

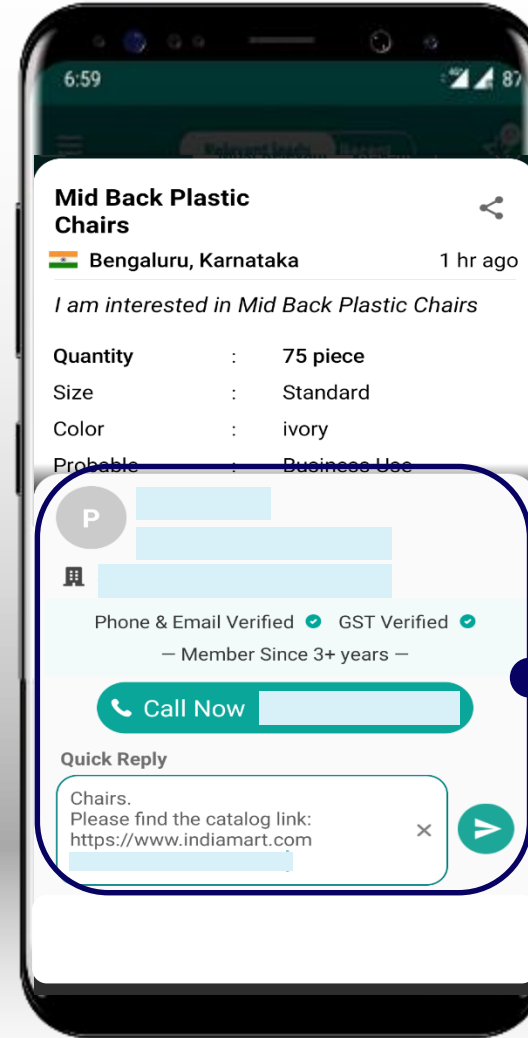
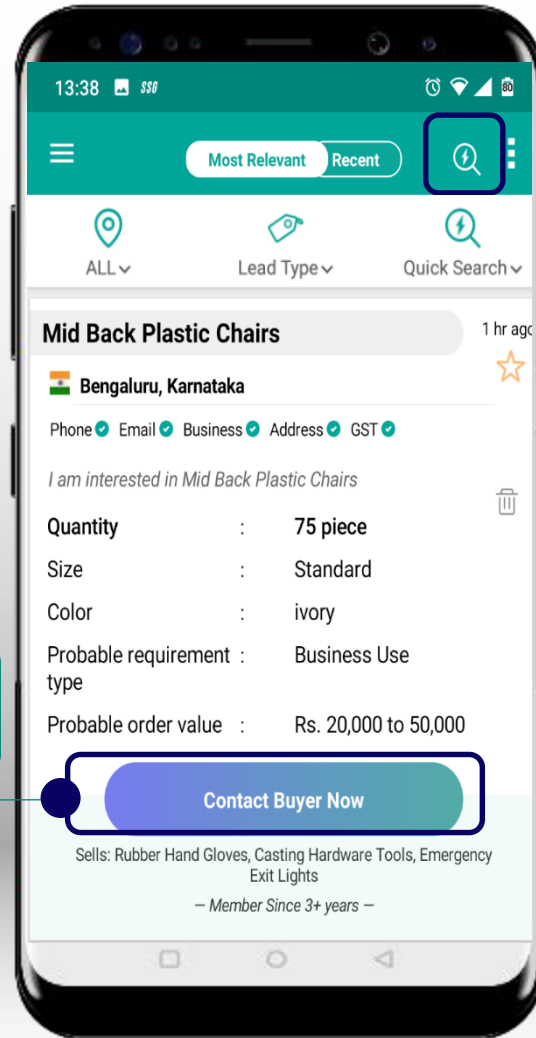
Content Management

BuyLeads

Lead Manager

Pay With IndiaMART

Click on Contact Buyer Now to Select RFQ



Buyer Details Available Post BuyLead Purchase



Seller Journey

Content Management

BuyLeads

Lead Manager

Pay With IndiaMART

Direct Buyer Callback

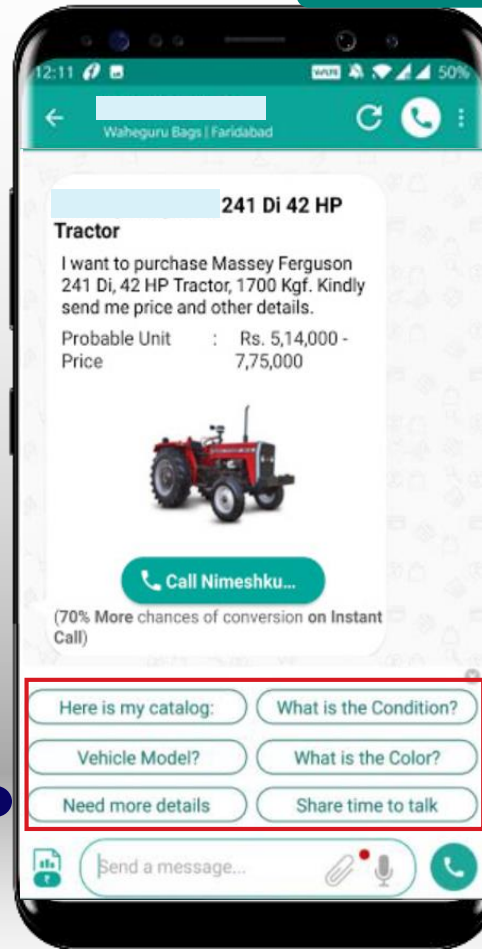
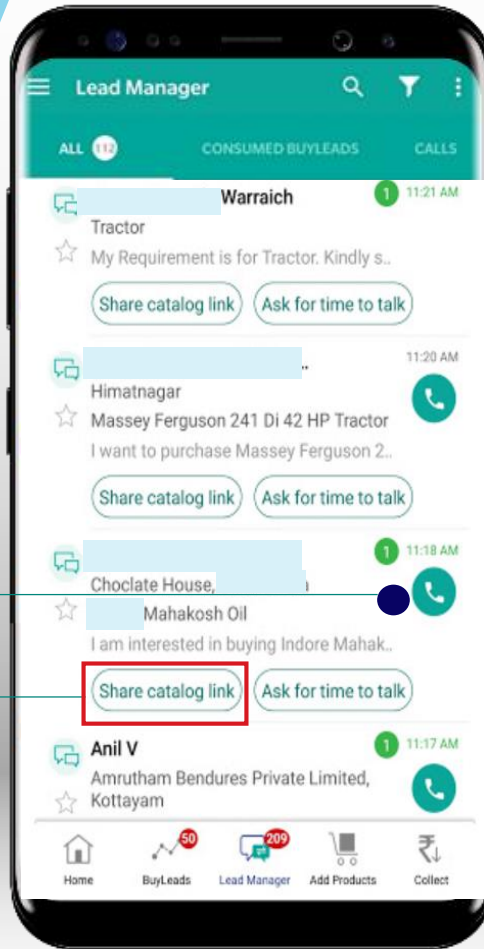
Share Link

Chat History

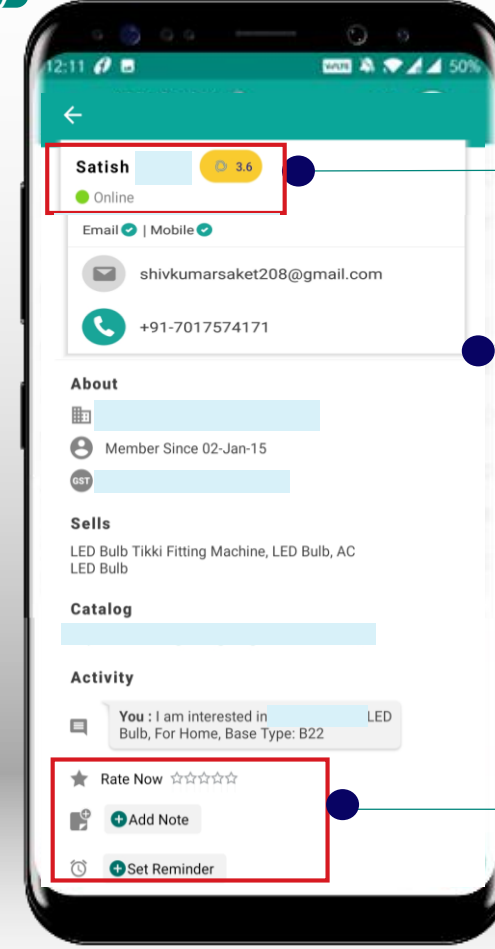
Reviews & Ratings

Call Option & Alerts

Add Notes, Set Reminders



AI-based Smart Reply



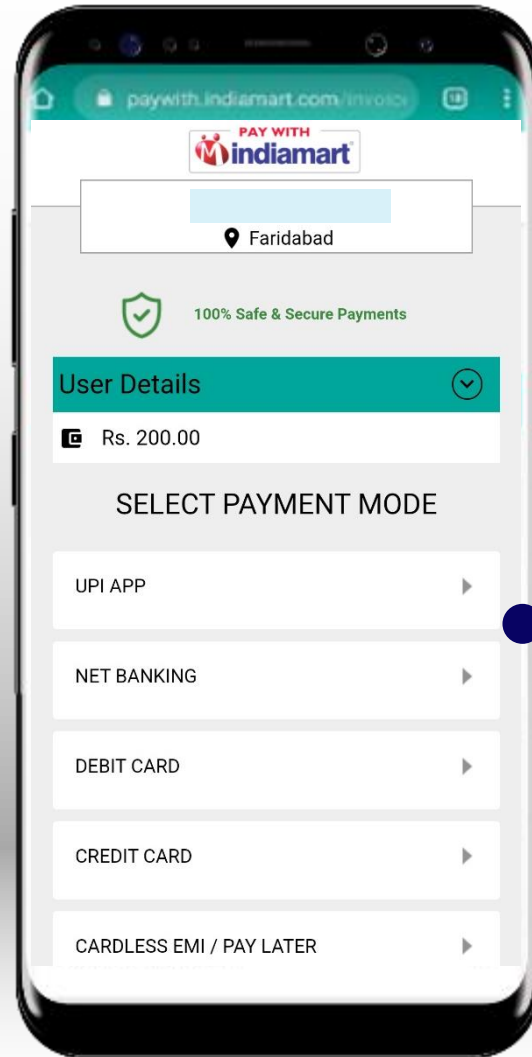
Seller Journey

Content Management

BuyLeads

Lead Manager

Pay With IndiaMART



Multiple Options





Subsidiaries, Associates & Investments

Pharmaceutical Drug &
Medical Care



Pay With IndiaMART Private Limited



Facilitates online collections via various online modes such as credit / debit cards, UPI, Netbanking etc.



Robust Buyer Protection

Pay with IndiaMART and secure your payments



Buy Now, Pay At Ease

Buy from premium suppliers and pay in EMI
(Easy Monthly Instalments)



Multiple Payment Options

All major credit/debit cards, UPI, netbanking and wallet options available



Strong Security

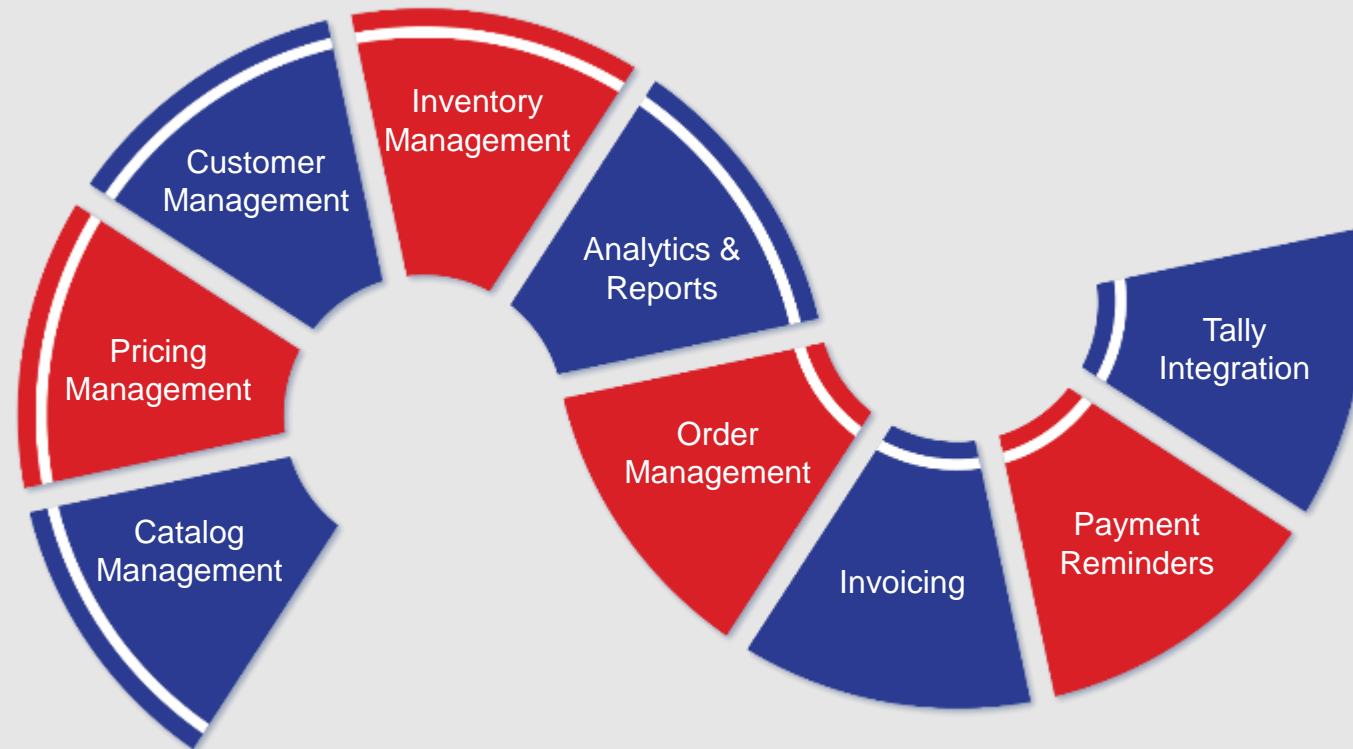
Buy from sellers across India with a secure payment network



Tolexo Online Private Limited (Poora)

pooraa

Poora brings a simple & easy-to-use system that helps manage business better while offering quality experience to customers



Used by millions every year to decide which events to go, in many cities across several countries

10 Times



**Leading B2B
Event Discovery Platform**

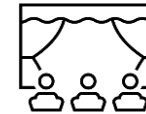


**Smart Event
Recommendation Engine**



**Global Event
Rating & Review System**

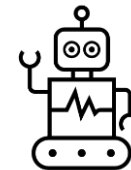
Floor



**Virtual Software to
host live events**



**Unique
Engagement Tools**



**Event Management
Automation**

Simply Vyapar Apps Private Limited



A mobile-based business accounting software for small businesses



Customised professional GST Invoices



Stock/Inventory Management



Auto data backup



Critical business reports and status



Paperless with Vyapar Software



Receivable/Payable



E-Way Bill Geeration



Online Store



Mobisy Technologies Private Limited



Bizom is an integrated platform for distribution and salesforce management of businesses



Retailer Automation



Distributor Automation



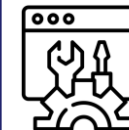
Advance Analytics



Salesforce Automation



Integration



Backoffice Management



Shipway Technology Pvt. Ltd.

SaaS solutions for automating shipping operations.



Shipping Automation



Easier Accounting



Track & Notify



Branded tracking page



NDR Followups



Return & Refunds Automation



Measure Customer satisfaction



Track delivery performance



Legal tech platform that helps businesses in automating their legal workflows



Case Management

Live Case Tracking Alerts



SaaS enabled marketplace

Discover, hire relevant lawyers



Lawyer Performance

Based on past records, reviews



Docs Management

Document search & Analytics



IP Management

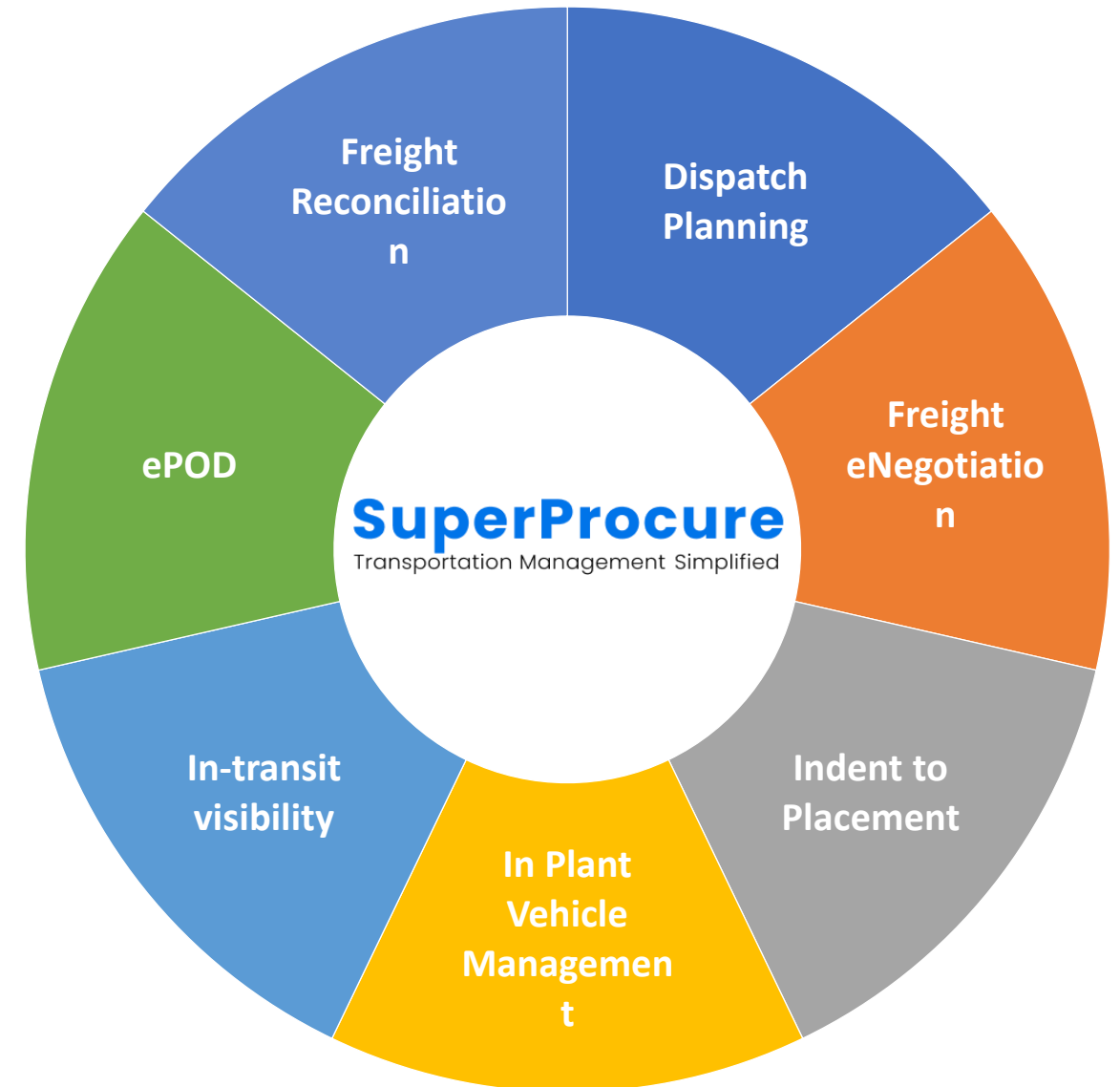
Patent/Trade mark tracking



TruckHall Private Limited

SaaS solution for digitising freight sourcing and dispatch monitoring

- Online market place for logistics industry
- Freight sourcing through Transparent bidding and Auction
- 5000+ verified transporters across Pan India
- Real Time alerts, dashboards and reports












Team



Lathe machine

Senior Management Team

	Name	Qualification	Previous Experience
	Dinesh Agarwal <i>CEO</i>	B.Tech(HBTI),Kanpur	Founder(IndiaMART),HCL America, C-Dot,CMC
	Brijesh Agarwal <i>Whole time Director</i>	MBA, Lucknow University, PGDM New Delhi	Co-Founder, IndiaMart, Miebach Logistics India Pvt .Ltd.
	Prateek Chandra <i>CFO</i>	CA, B.Com(H),SRCC,DU	Bharat S. Rout & Co, EXL, HT Media
	Dinesh Gulati <i>COO</i>	B.Tech, (HBTI), MBA (FMS,DU)	Kodak India Ltd, Bharti Airtel , Reliance Infocomm, Indian Express
	Amarinder S. Dhaliwal <i>CPO</i>	B.Tech(IIT Delhi),MBA(IIM A)	Micromax, BCCL, IMES internet, SBI Capital Markets
	Vivek Agrawal <i>CIO</i>	B.Tech(MDU),PGDM(FSM,Delhi)	ResearchCo Reprints,eBIZ.com
	Manoj Bhargava <i>GC & Compliance Officer</i>	BCom(H),LLB(DU), LLM (IP Univ. Delhi),CS	HT Media Ltd., Varun Beverages Ltd., Barista Coffee Company Ltd., India Today Group



Independent and Non-Executive Directors



Vivek Narayan Gour

Independent Director

Education

- Bachelor's degree from the University of Bombay and an MBA from University of Delhi

Industry experience

- IL&FS, Tata Finance Limited, Genpact India, GE Capital Services India



Rajesh Sawhney

Independent Director

Education

- Bachelor's degree in Engineering from University of Delhi and a Master's degree in Management Studies from University of Bombay

Industry experience

- Reliance Entertainment Limited



Elizabeth Lucy Chapman

Independent Director

Education

- Chartered Financial Analyst and a Bachelor's degree from Edinburgh University, United Kingdom

Industry experience

- DBS Bank Limited, Goldman Sachs International, The Welcome Trust Limited, Nahar Credits Private Limited



Dhruv Prakash

Non-executive Director

Education

- Master's degree from Meerut University and a PGDM from IIM, Ahmedabad

Industry experience

- Korn/Ferry International Private Limited, Helion Ventures Private Limited, Hewitt Associates (India) Private Limited, Amar Dye-Chem Limited, DCM Toyota Limited



Stronger Together

2,745 Employees

30% Employees with 5+ years

~ 22% Females

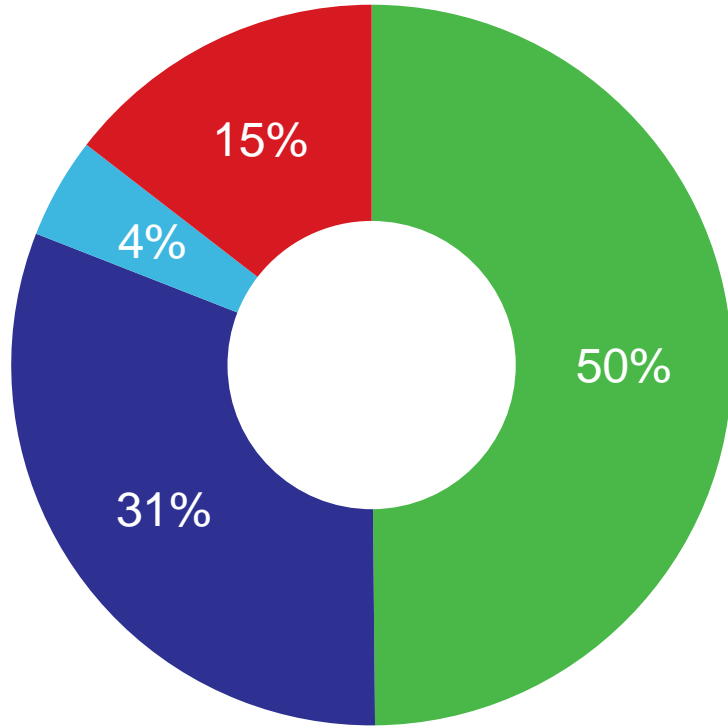


Note: Figures as of March 31, 2021; Figures have been rounded off

IndiaMART InterMESH Ltd

Shareholding Pattern

Total Equity Shares Outstanding as on March 31, 2021 – 30,363,728



- Promoters and Promoter Group
- Foreign Institutions and Portfolio Investors
- Mutual Funds, Alternate Investment Funds, Insurance Companies
- Others

Institutional investors holding greater than 1% of the total number of shares

- Westbridge Crossover Fund, LLC
- Arisaig Asia Consumer Fund Limited
- Steadview Capital Mauritius Limited
- Artisan International Small-Mid Fund
- Arisaig Global Emerging Markets Consumer Fund (Singapore) Pte. Ltd.
- UTI Flexi Cap Fund



Note: The figures are approximations

IndiaMART InterMESH Ltd



Thank You

Corporate Office

Tower 2, Assotech Business Cresterra,
Floor No.6, Plot No.22, Sec 135,
Noida-201305, U.P.

Registered Office:

1st Floor, 29-Daryaganj, Netaji Subash Marg, Delhi – 110002.
For any queries, please contact: investors@IndiaMART.com

CIN :

L74899DL1999PLC101534

