



IndiaMART InterMESH Ltd.

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Website: www.indiamart.com

Date: July 21, 2020

To

The Manager - Listing

BSE Limited

(BSE: 542726)

The Manager - Listing

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 ended June 30, 2020.

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 ended June 30, 2020.

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



Make Doing Business Easy

Earnings Presentation

QUARTER ENDED
JUNE 30, 2020

IndiaMART InterMESH LTD.
India's largest online B2B marketplace
connecting buyers with suppliers



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COVID 19 UPDATE

Diesel Generator



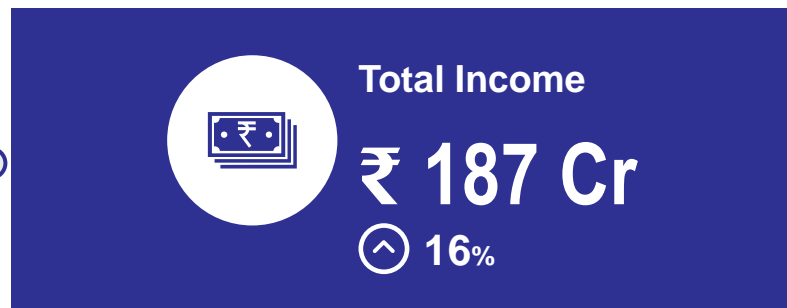
Safe Harbour

Harbour Crane

- 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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Q1FY21 Results Overview (Consolidated)



Revenue from Operations

₹ 153 Cr

↑ 4%



EBITDA

₹ 73 Cr

↑ 100%
48% Margin



Deferred Revenue

₹ 628 Cr

↑ 3%



Cash generated from Operating Activities

₹ 3 Cr

↓ 94%



Net Profit

₹ 74 Cr

↑ 129%
40% Margin



Cash and Investments

₹ 954 Cr

↑ 28%

↑ ↓ Calculated YoY





Ash Bricks



Business Overview



India's Largest Online B2B Marketplace



Large and Growing Addressable Market



2-way discovery marketplace



Well Diversified



Behavioral data driven Algorithmic matchmaking



Strong Network Effects



Subscription based revenue model with negative working capital



Services that Empower Businesses

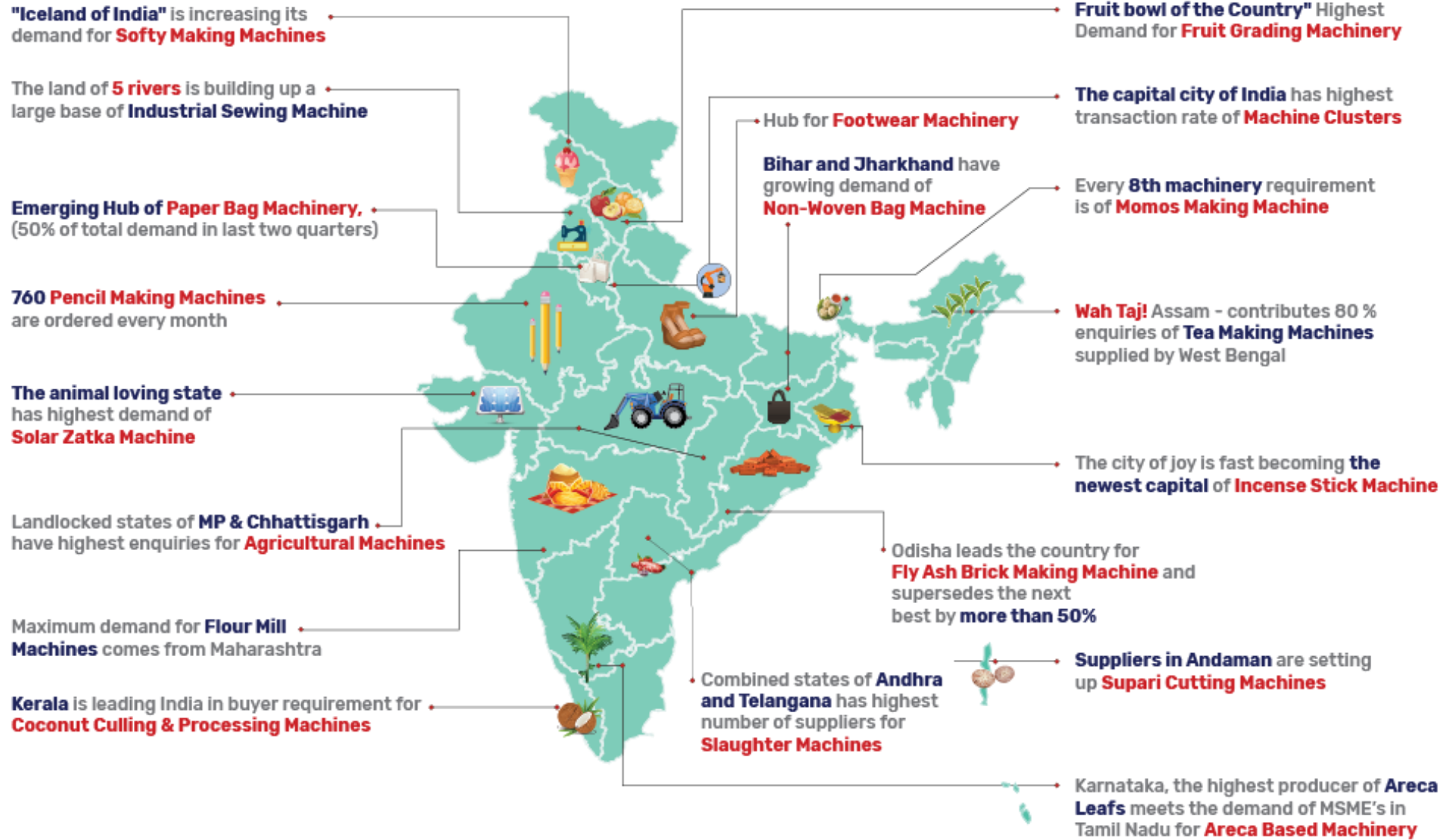
Buyers



Suppliers



Machinery Demand Landscape on IndiaMART



Traditional Marketplace to Online Marketplace

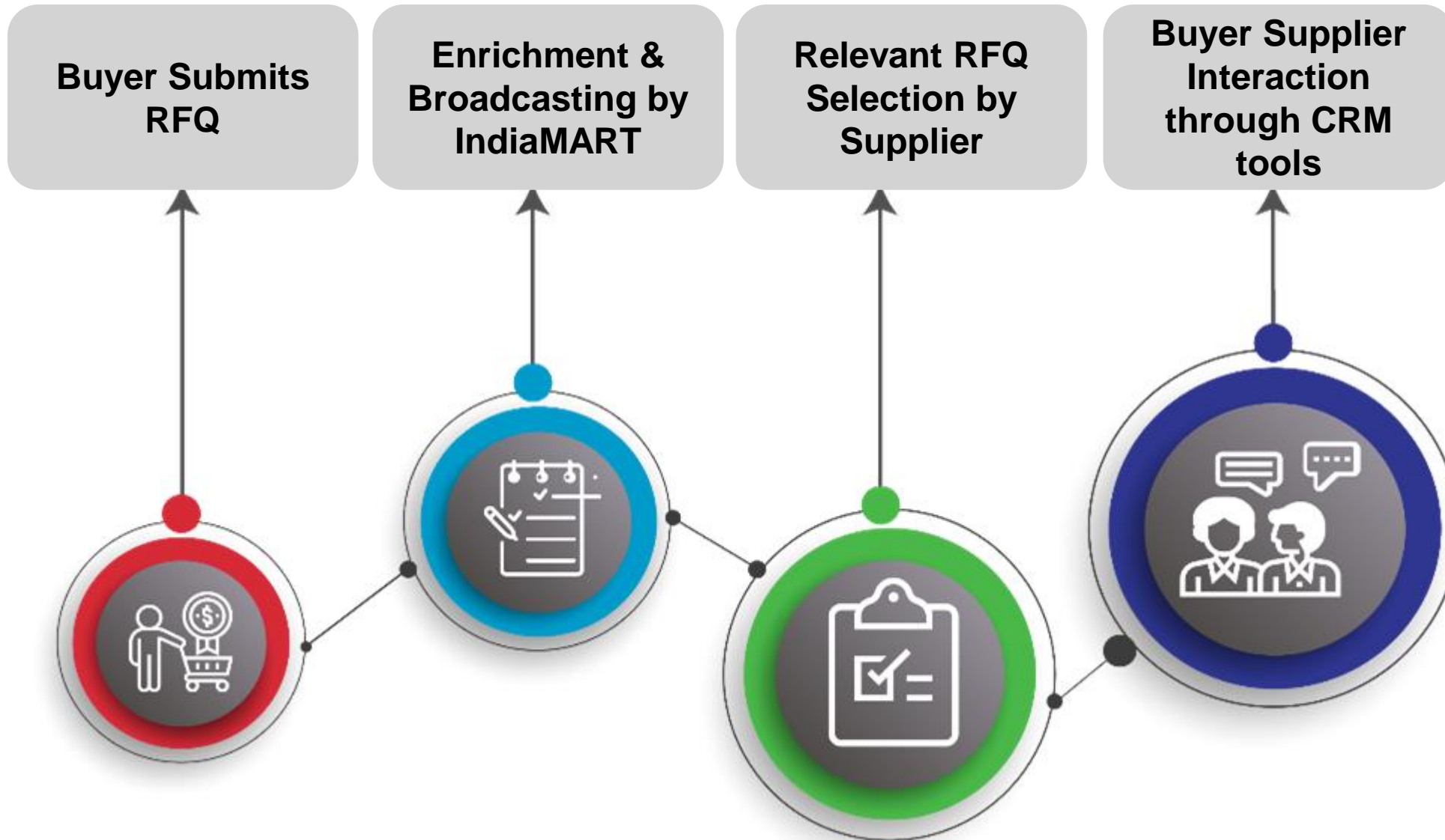
Offline discovery



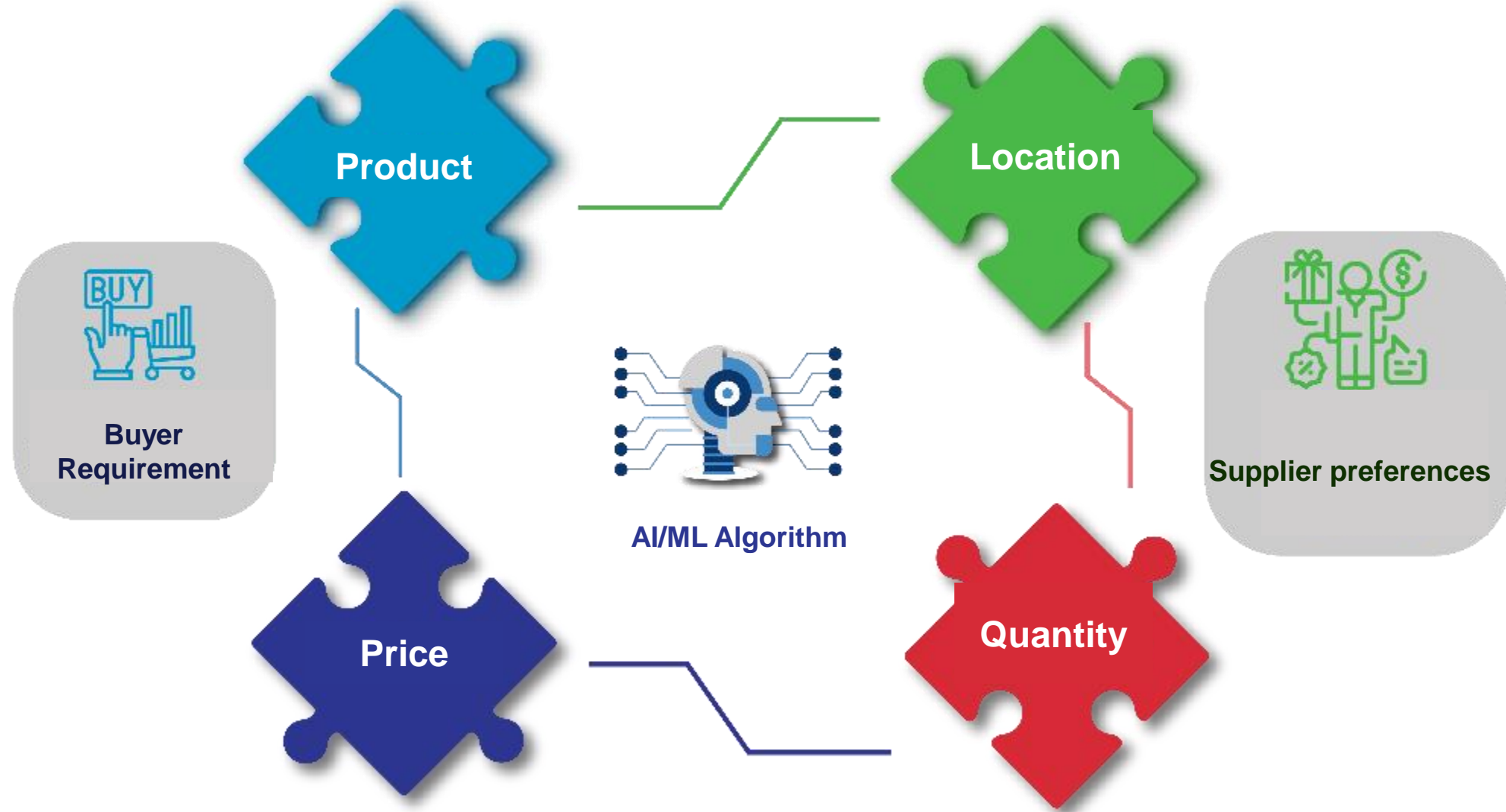
Online Discovery, Anytime, Anywhere



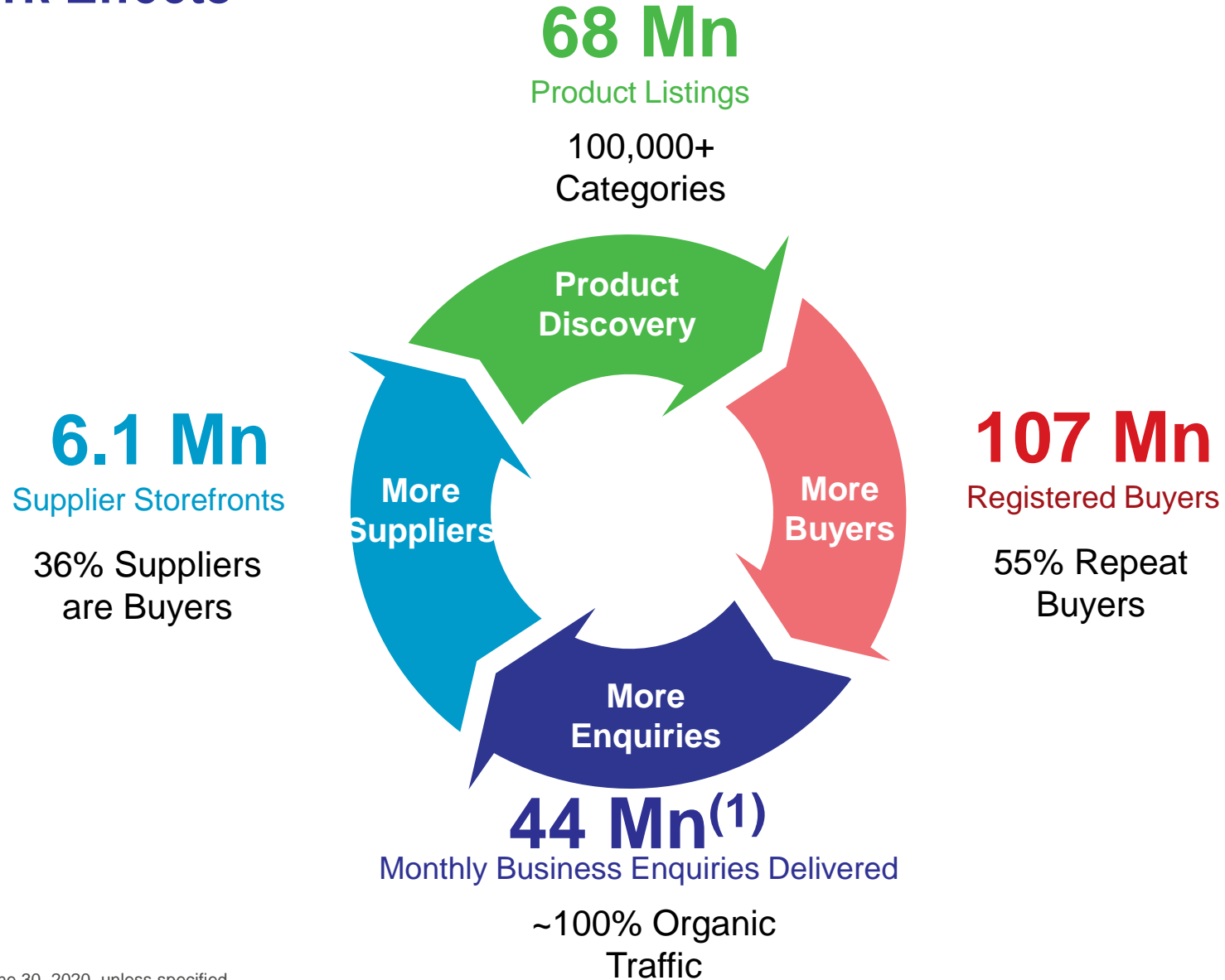
How RFQ Works



Behavioral Data Driven Algorithmic Matchmaking

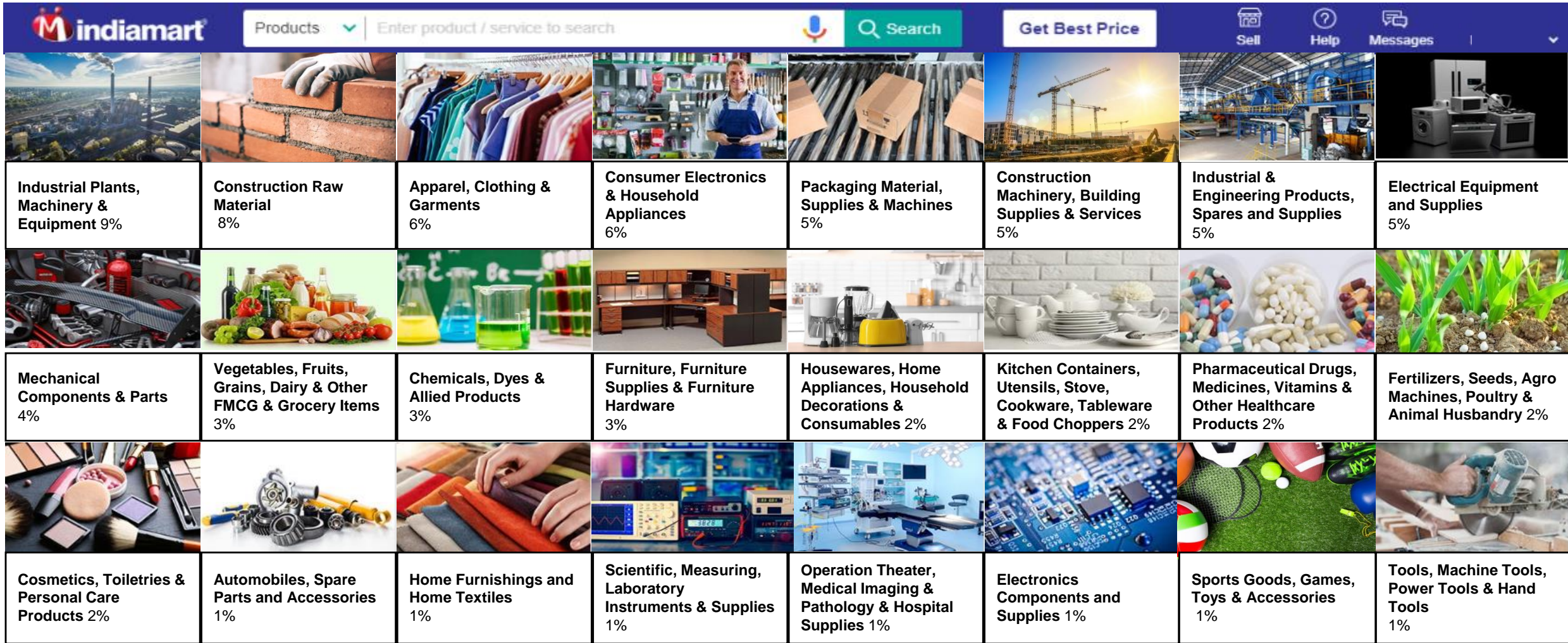


Strong Network Effects



Note: All figures are as of June 30, 2020, unless specified.
1. Calculated as (Q1 FY21 Quarterly Number)/3.

Well Diversified Across 100,000+ Categories



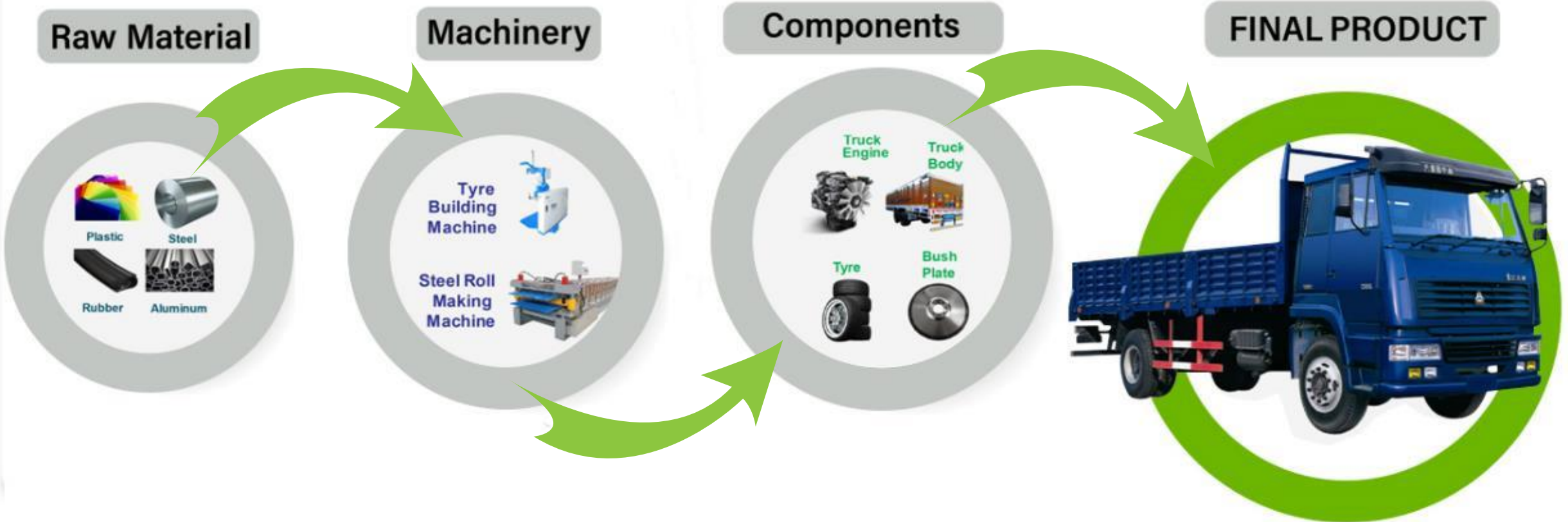
56 Industries

68mn Products

*% of total paying subscription suppliers, as on Mar 31, 2020

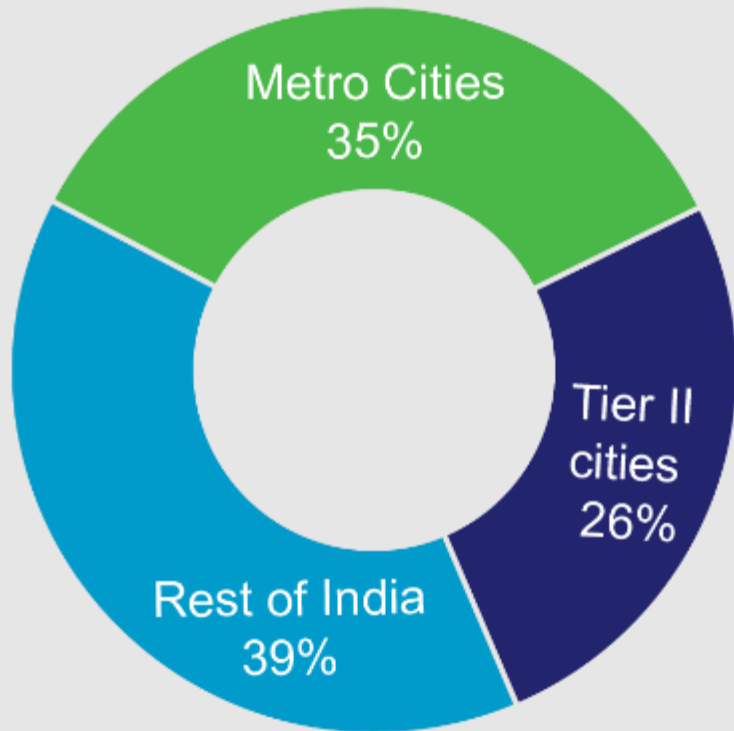


End-To-End Discovery

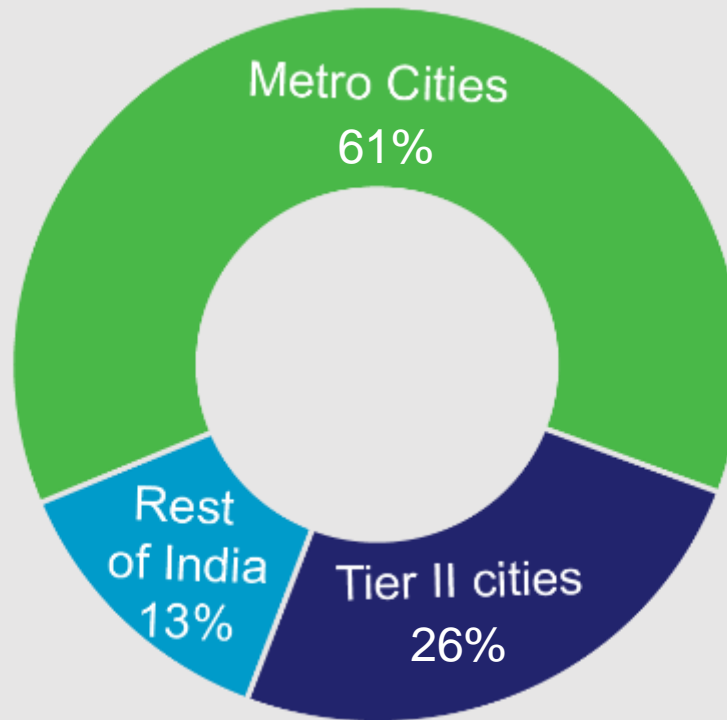


Diversified Across Geographies

Buyer %



Paying Subscription Suppliers %



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)

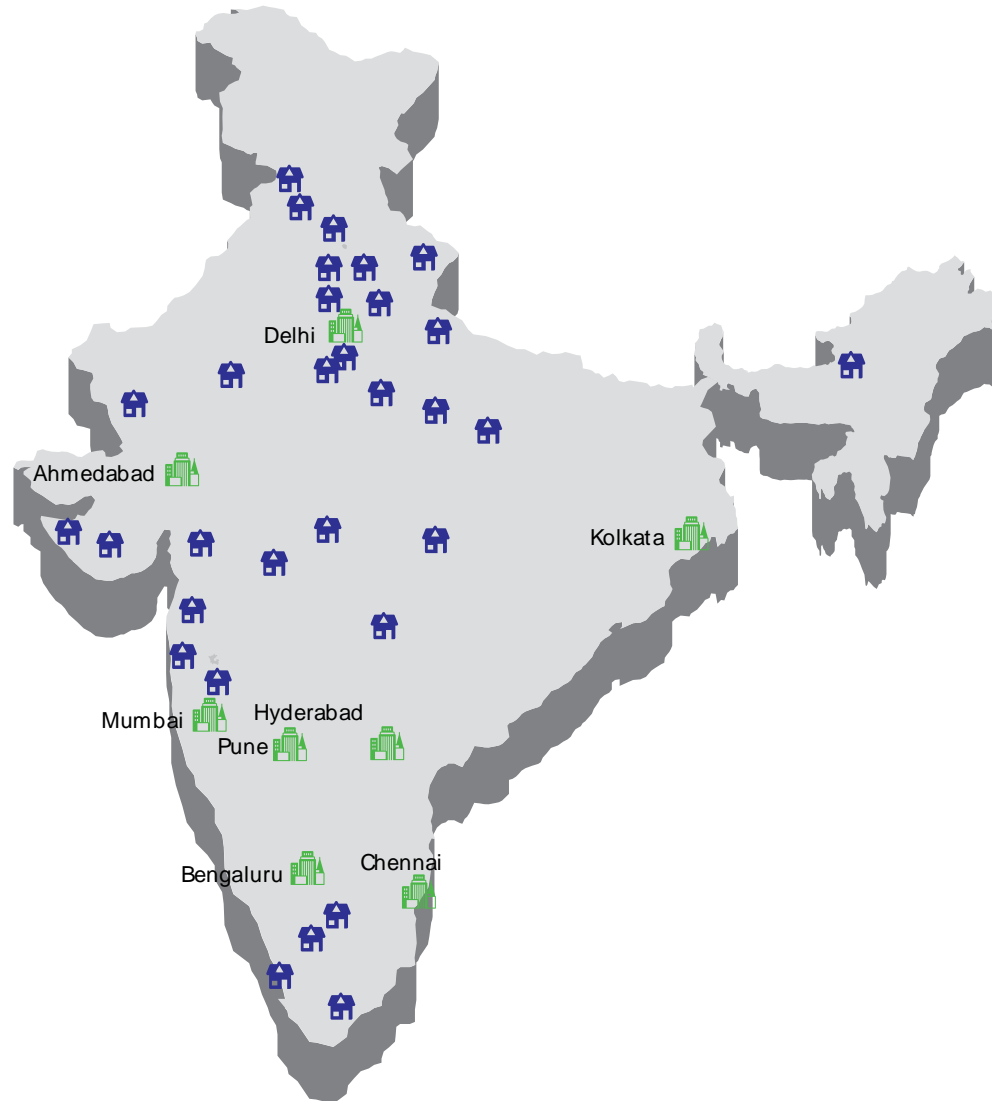
~4000 cities in India with population <500,000



Note: As on March 31, 2020

IndiaMART InterMESH Ltd

Nationwide sales and service coverage




**Nationwide Coverage,
84 Branches**



**3,690 Sales and Service
representatives**

 Metro cities

 Tier II cities



Platform Engagement

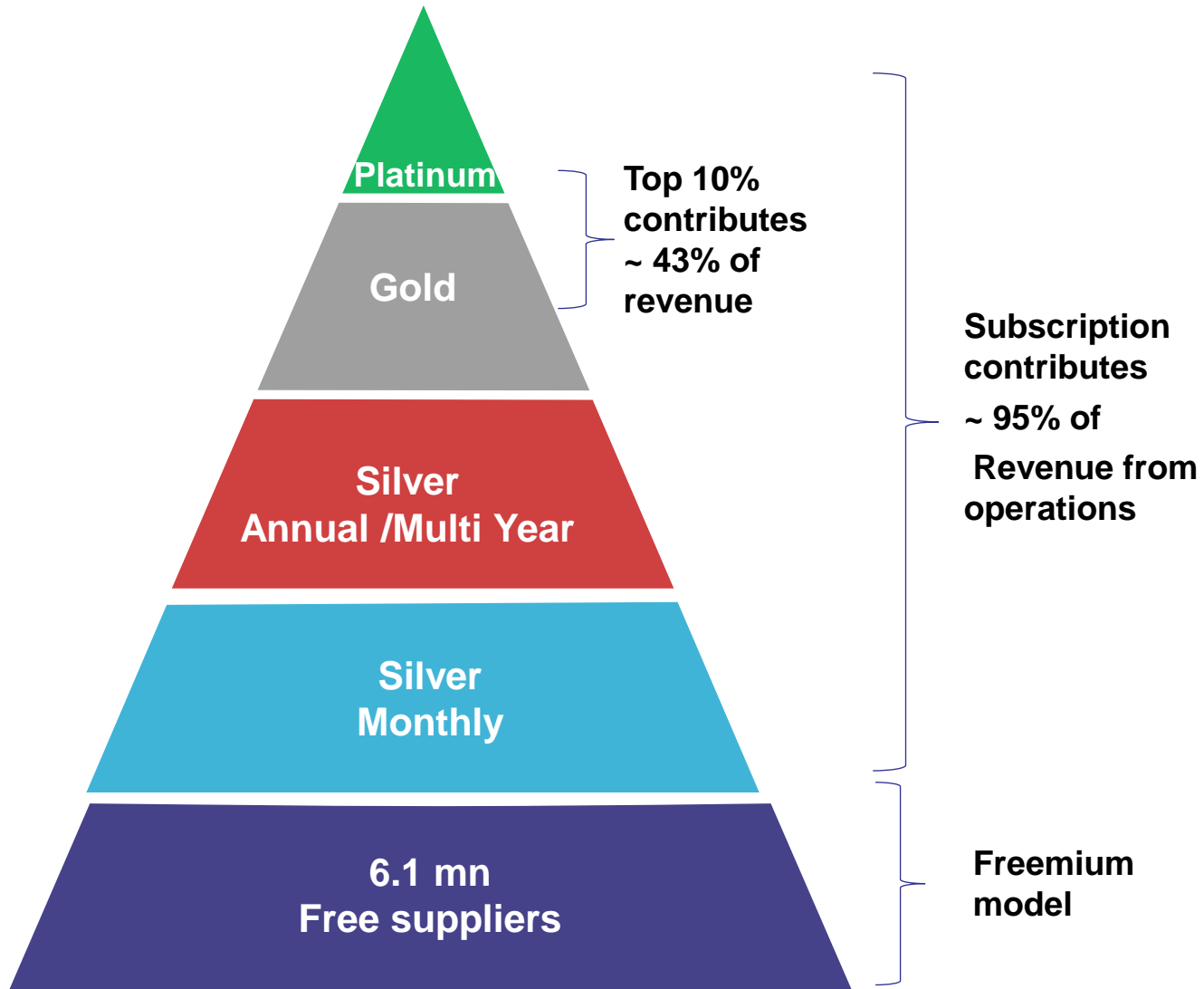
~100%
Organic traffic

4.7 ★★★★★
Rating for the app on Google
Play store

82%
Total traffic through mobile



ROI driven Subscription based Revenue Model



Key Offerings



Web storefront



Cloud Telephony



Priority listing



RFQ Selection Credits



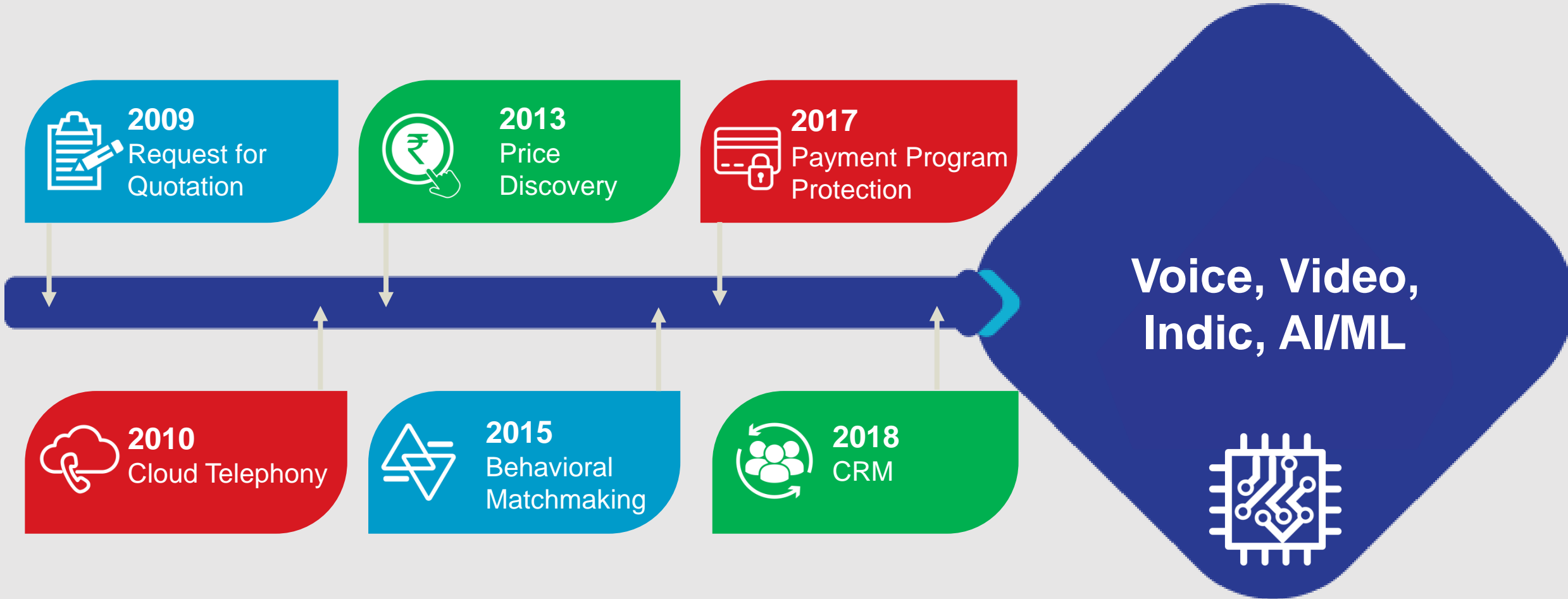
CRM Tools



Online Payment



Constant Innovation and Technology Focus



Cloud Telephony

Suppliers



- Map Multiple Numbers
- Missed Call notification
- Reduction in Calls from Sellers/ Tele Marketers



- Reward Supplier Responsiveness
- Ability to track call and measure ROI
- Branding benefits

Buyers



- Instant Connect
- All calls are answered
- Call Back from Suppliers in case of Missed Calls



Key Competitive Strengths

BRAND AND NETWORK EFFECT

- 100% organic search
- 55% repeat buyers
- 36% suppliers are buyers

DETAILED CATALOGUE WITH PRICING

- 68 Mn Listed products
- Product Specifications
- Pricing
- Photos and Videos

EFFICIENCY & EFFECTIVENESS THROUGH SUPPLIER BEHAVIORAL DATA

- RFQ Selection
- Call Responsiveness
- CRM Replies and callbacks

PRESENCE IN A HIGHLY FRAGMENTED MARKET

- 6.1 Mn supplier storefronts
- Widespread reach
- Large sales and service force





Business Operational Performance

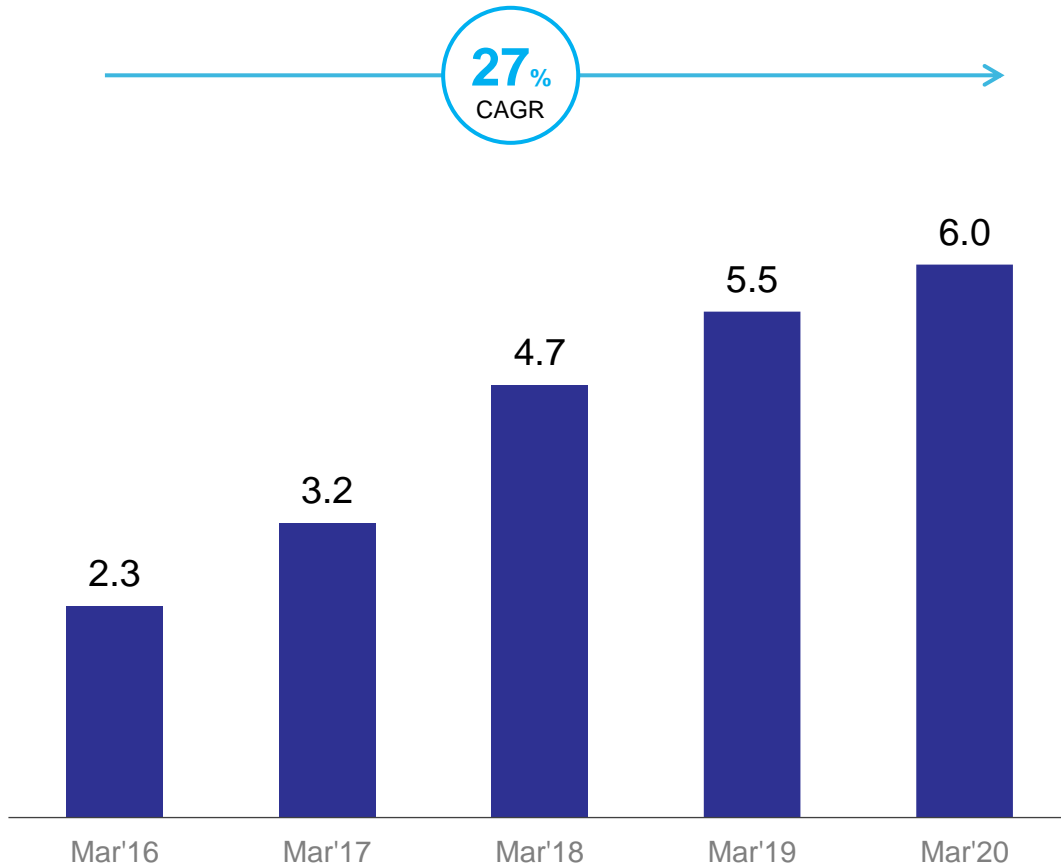


Chaff Cutter

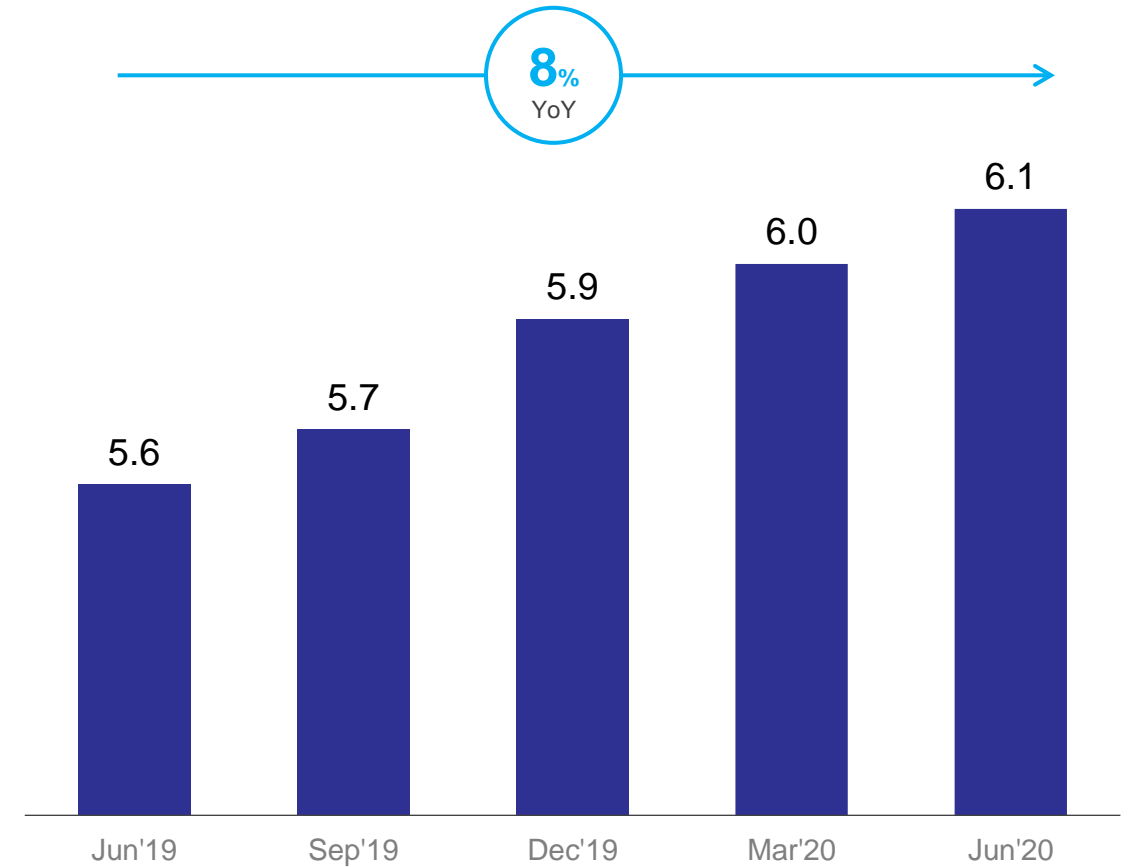
Indian Supplier Storefronts

(Figures in Millions)

Yearly trends



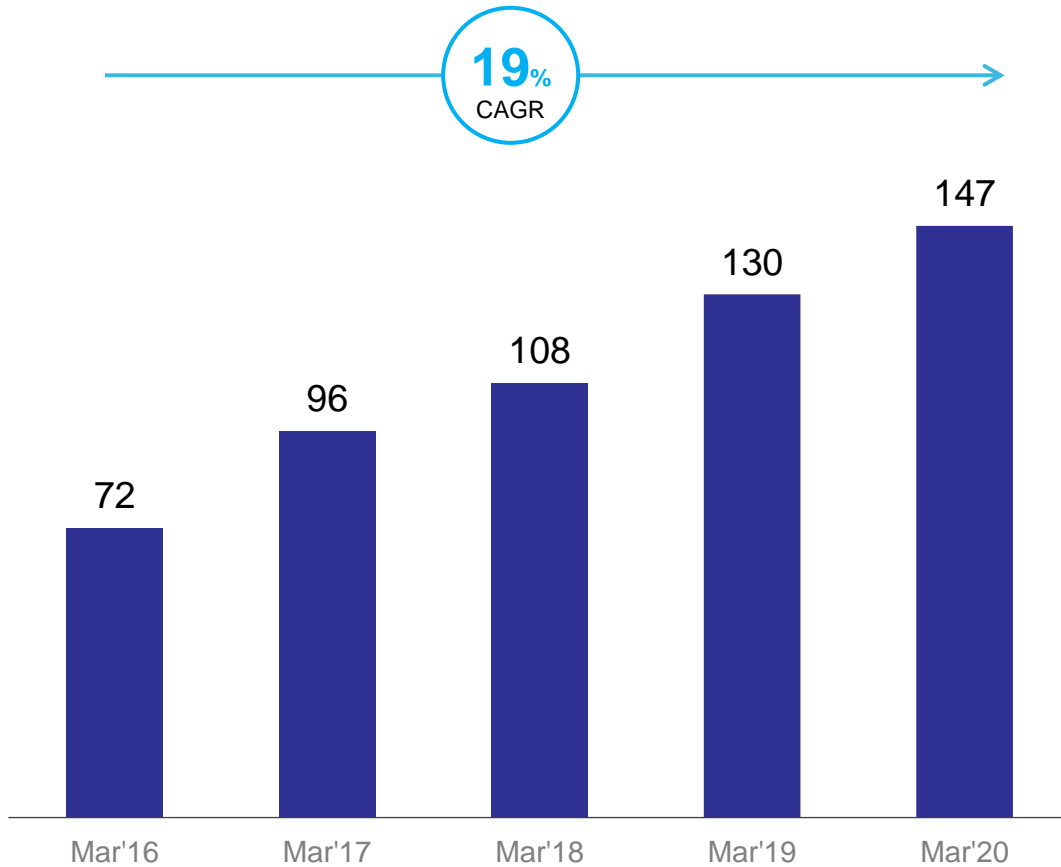
Quarterly trends



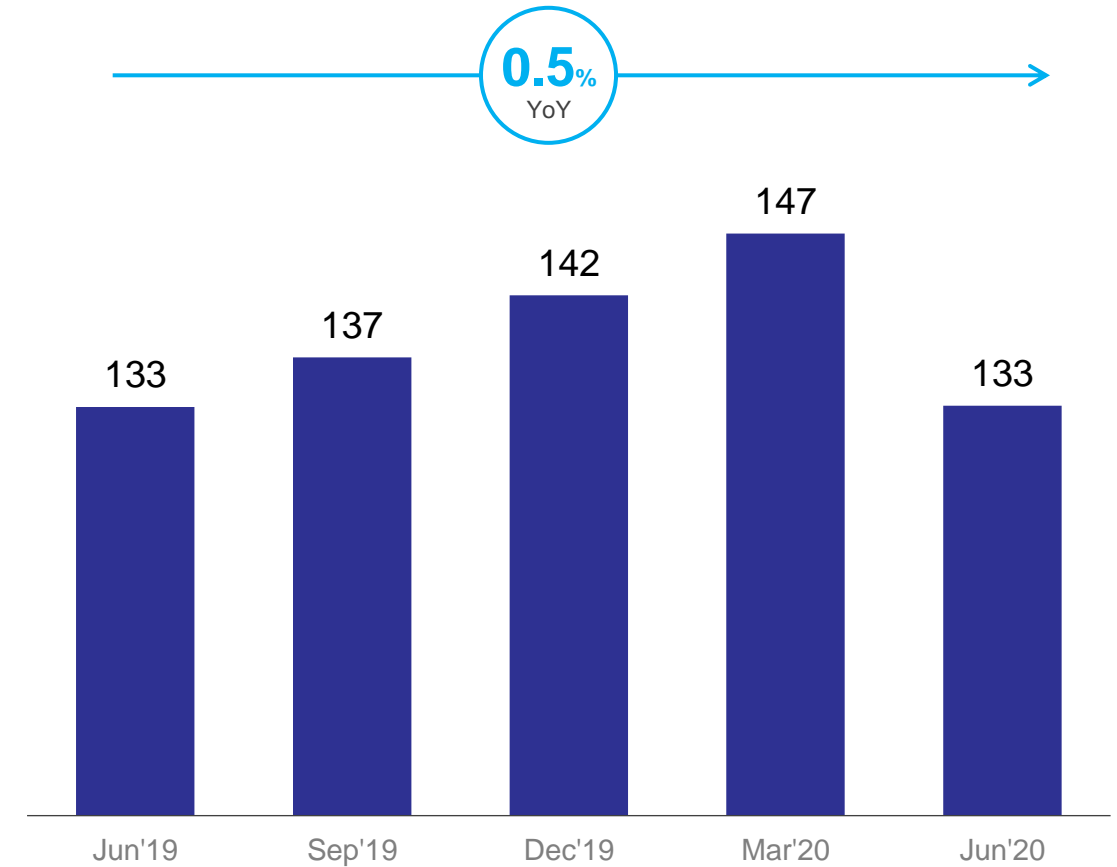
Paying Subscription Suppliers

(Figures in Thousands)

Yearly trends



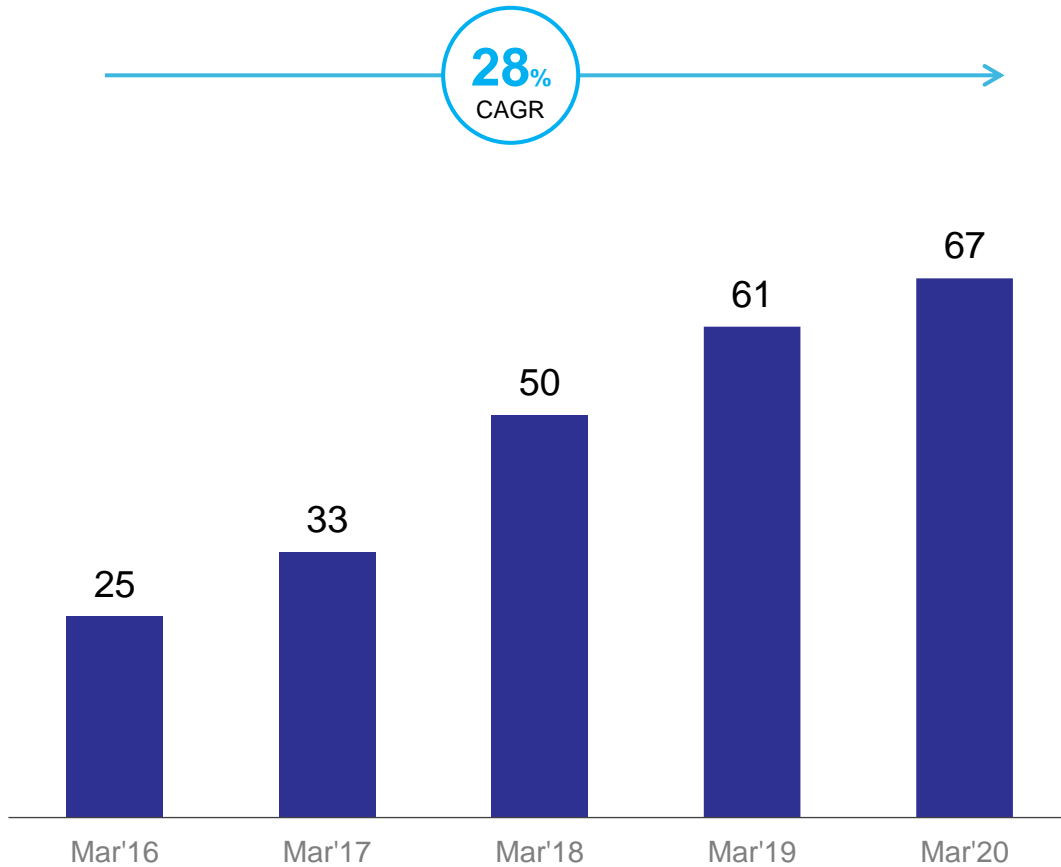
Quarterly trends



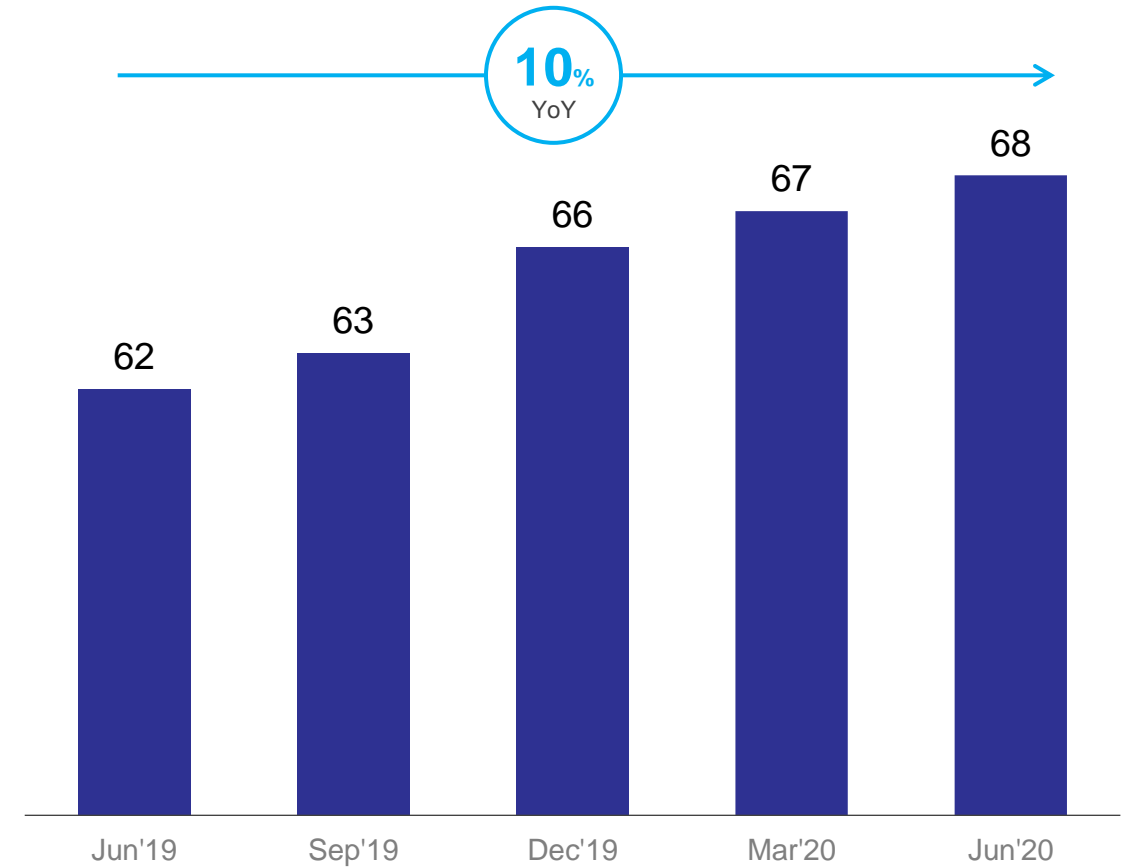
Live Products Listing

(Figures in Millions)

Yearly trends



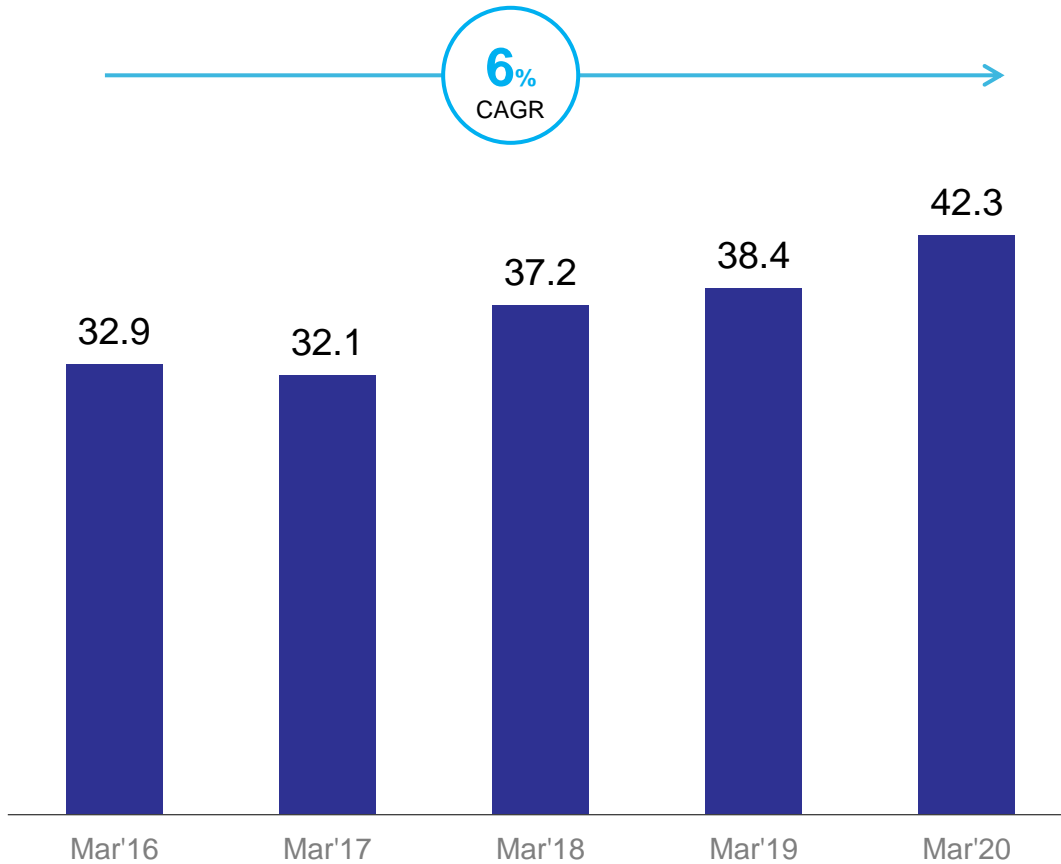
Quarterly trends



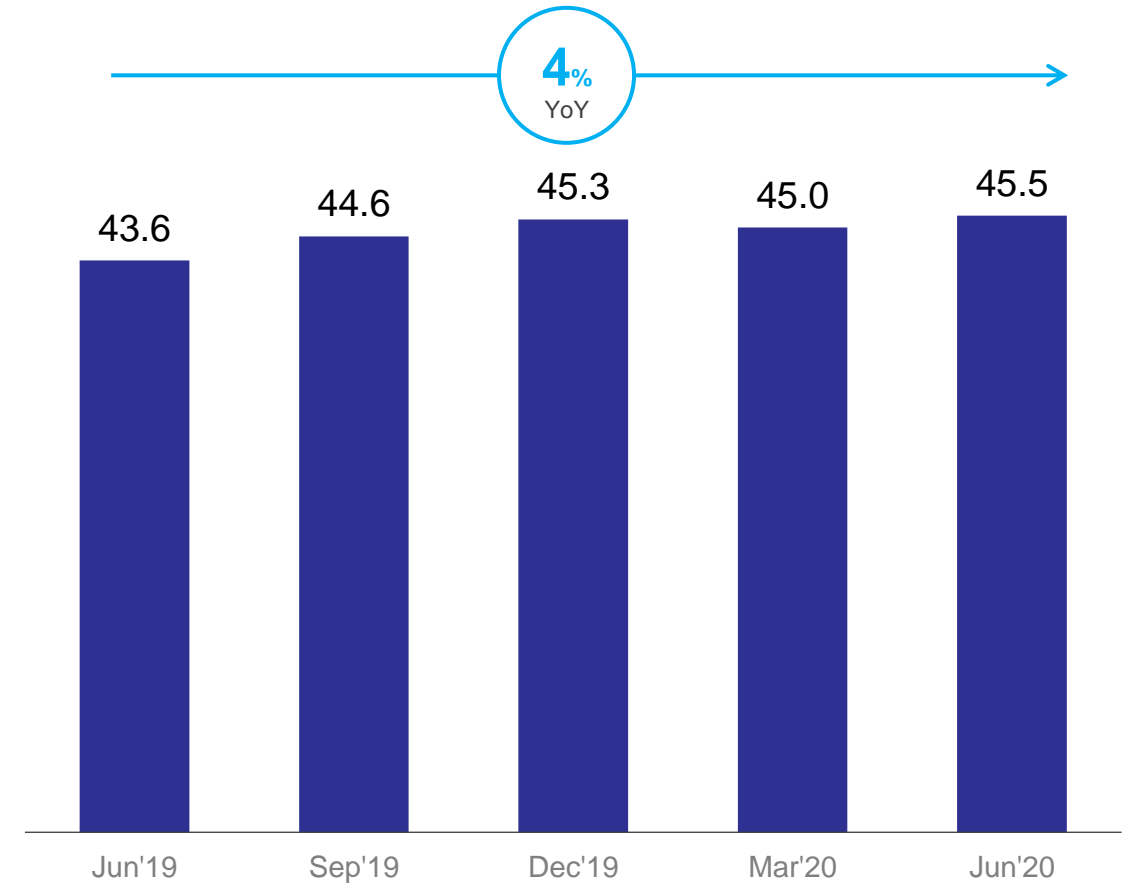
Annualised Revenue Per Paying Subscriber

(Figures in Rupees Thousands)

Yearly trends



Quarterly trends



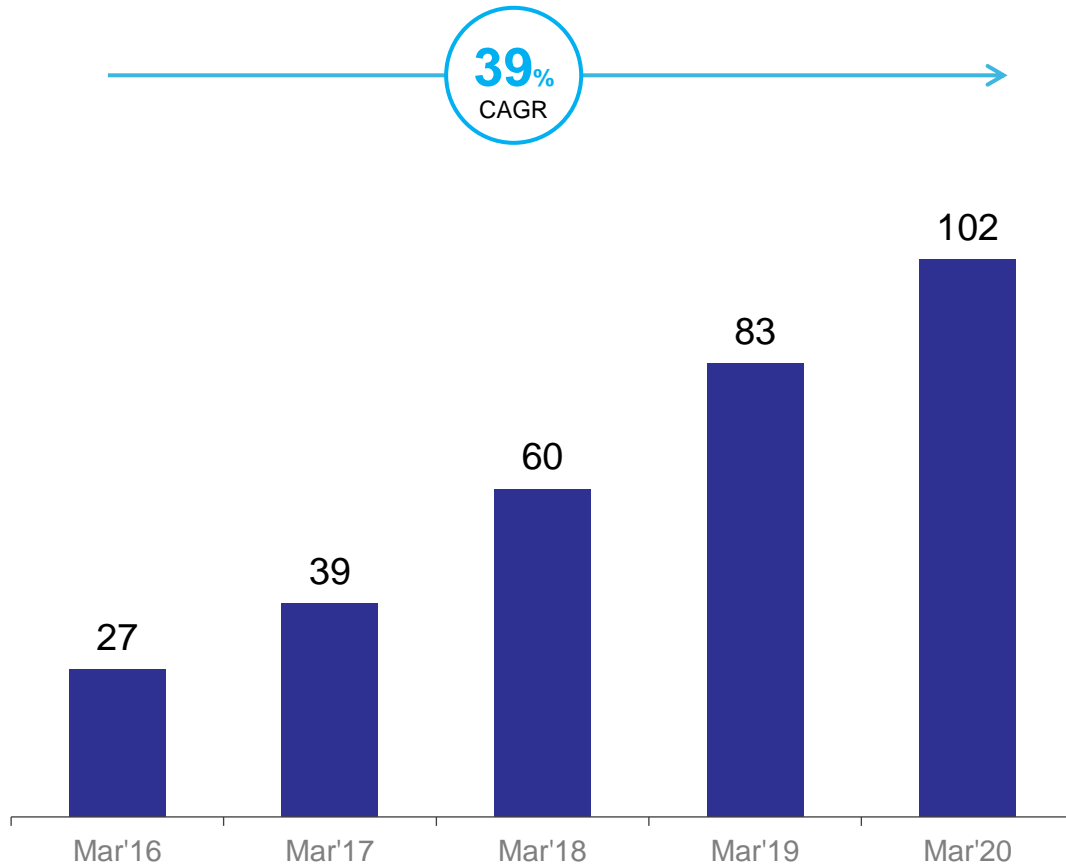
Represents Revenue from operations for the period divided by Paying subscription suppliers at period end
For the purposes of Quarter, the same has been multiplied by 4 to represent annualized runrate



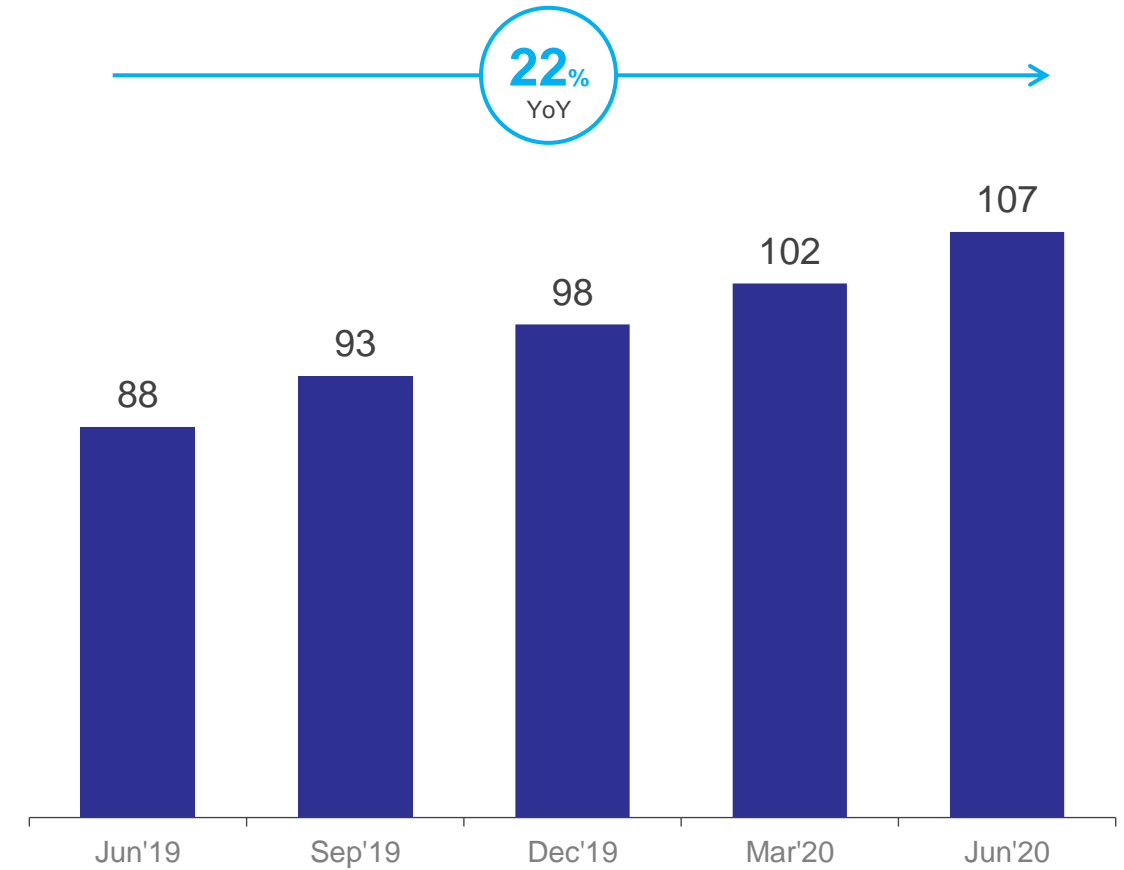
Registered Buyers

(Figures in Millions)

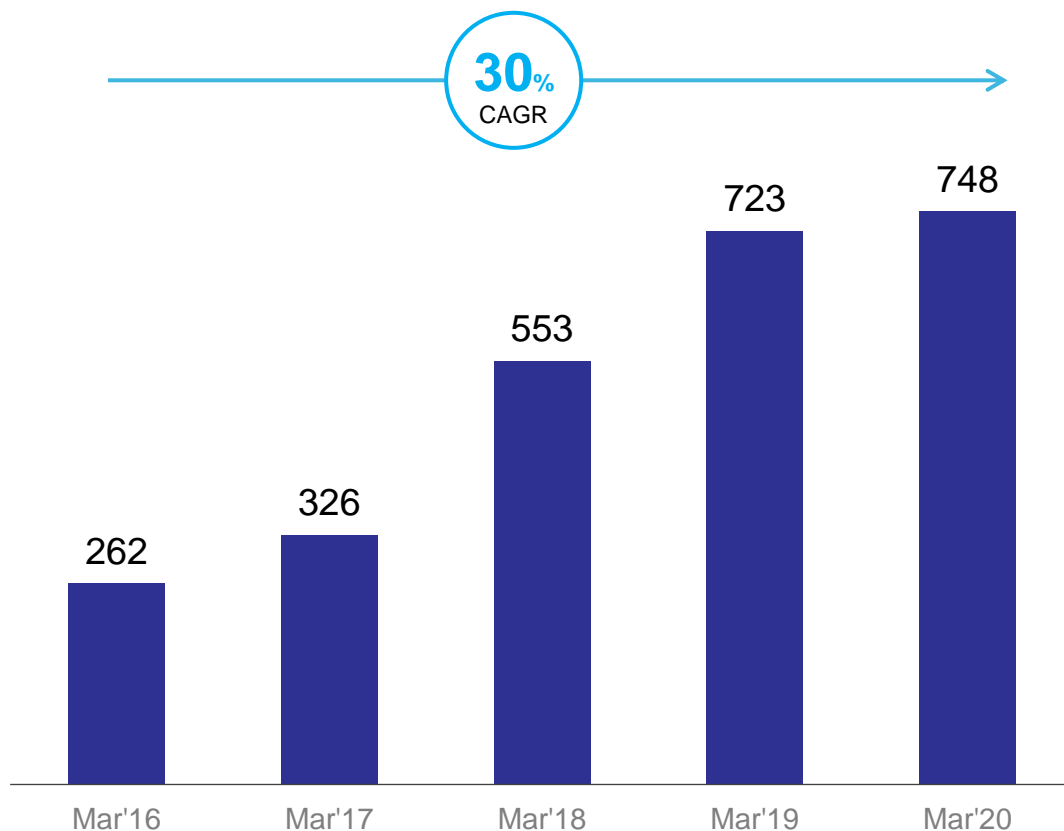
Yearly trends



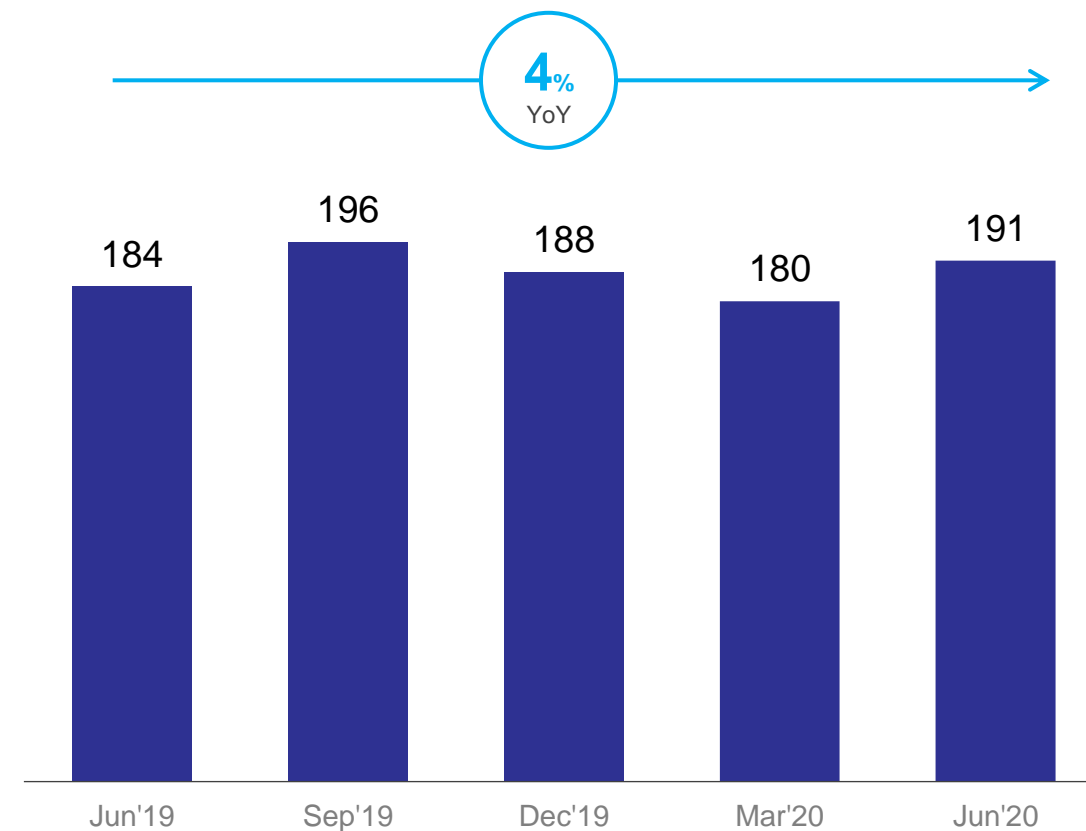
Quarterly trends



Yearly trends



Quarterly trends



~82% of traffic is through mobile

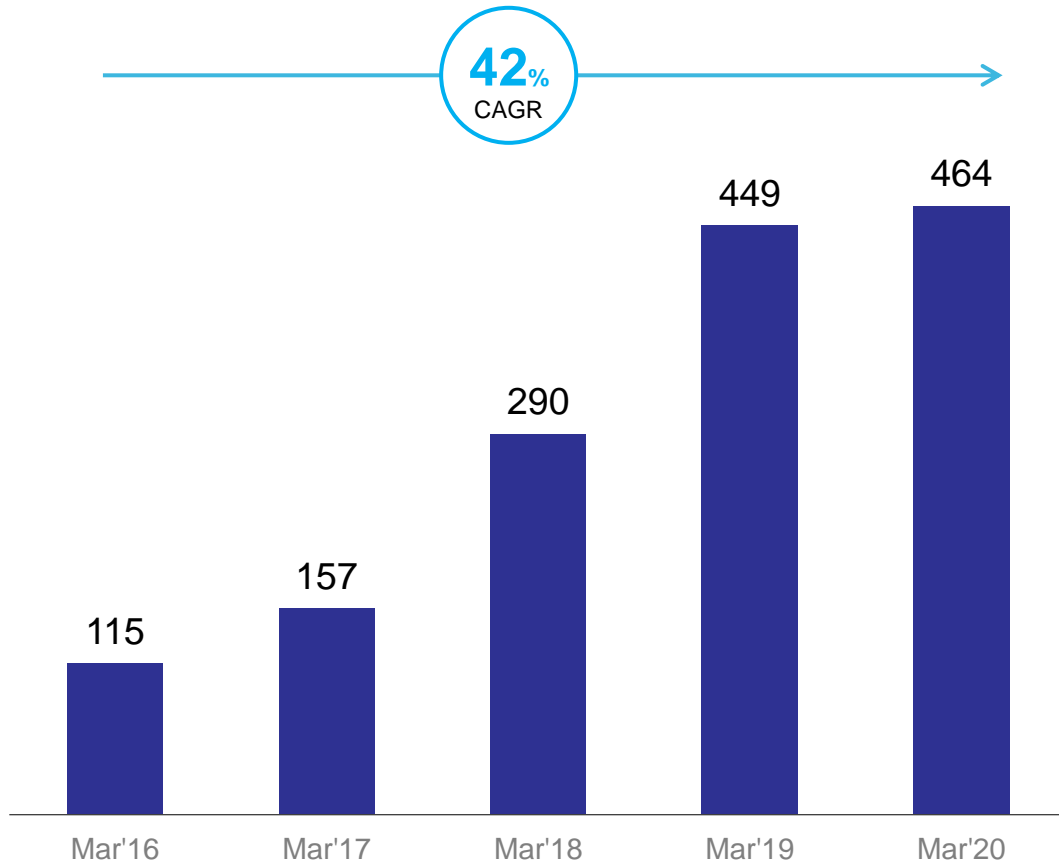


*Traffic is defined as the number of visits done on the desktop website, mobile website and mobile application of the company

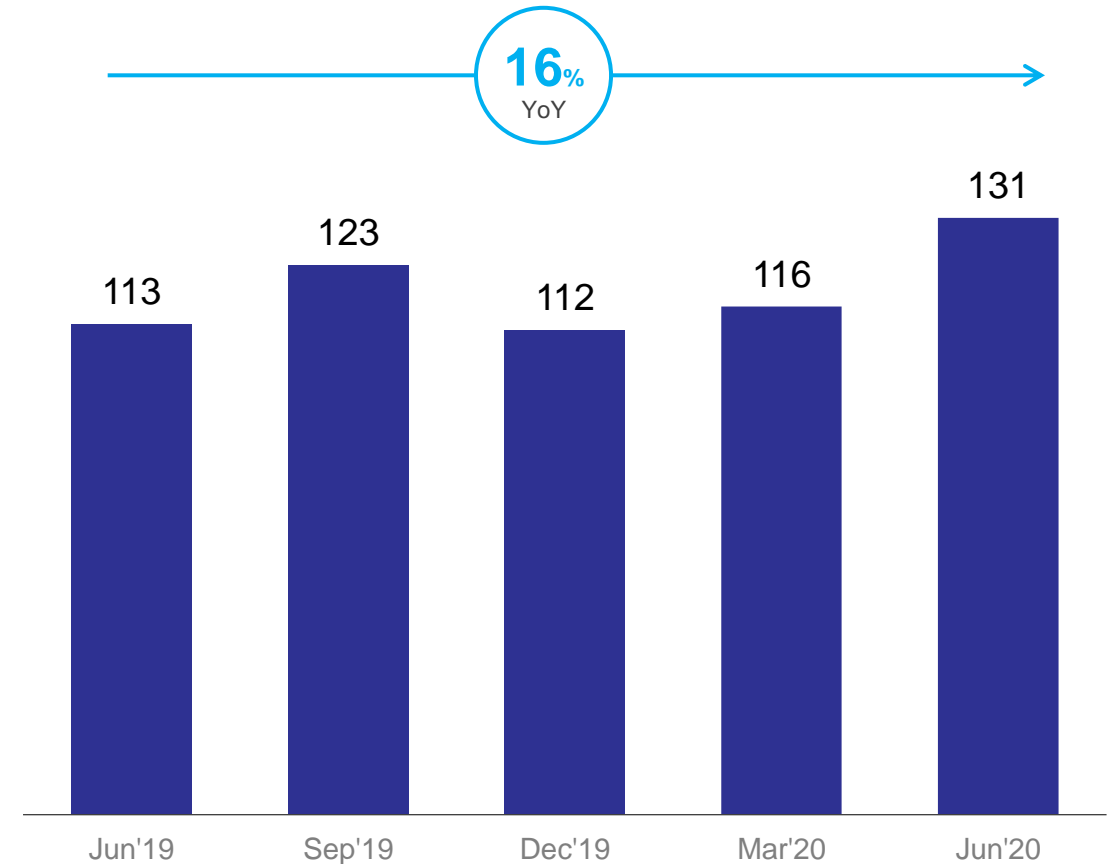
Business Enquiries Delivered

(Figures in Millions)

Yearly trends



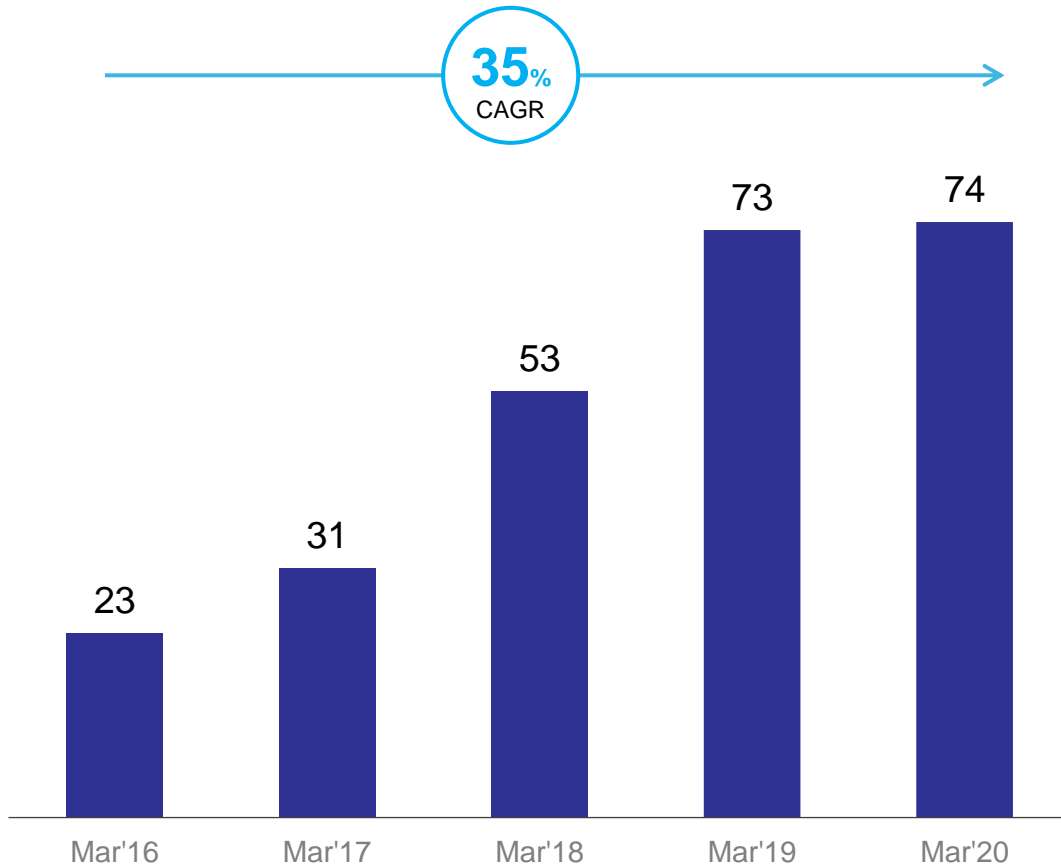
Quarterly trends



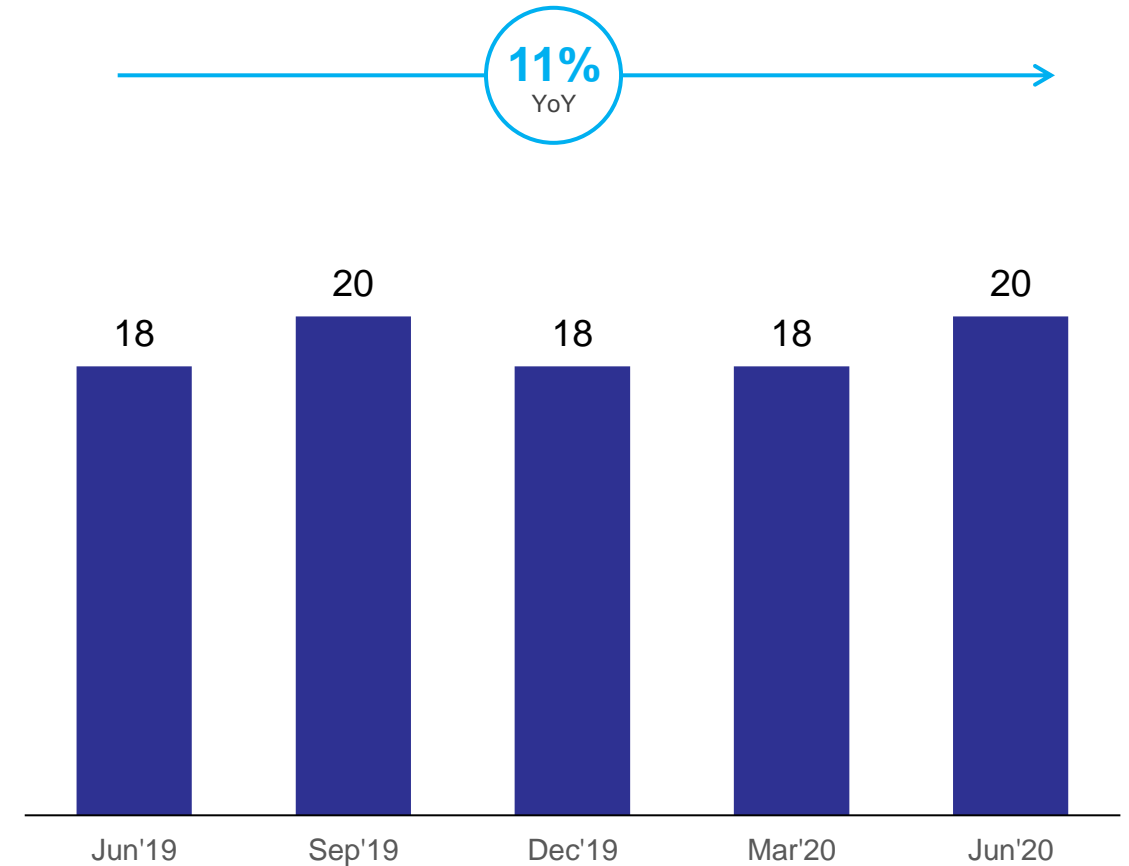
Unique Business Enquiries*

(Figures in Millions)

Yearly trends



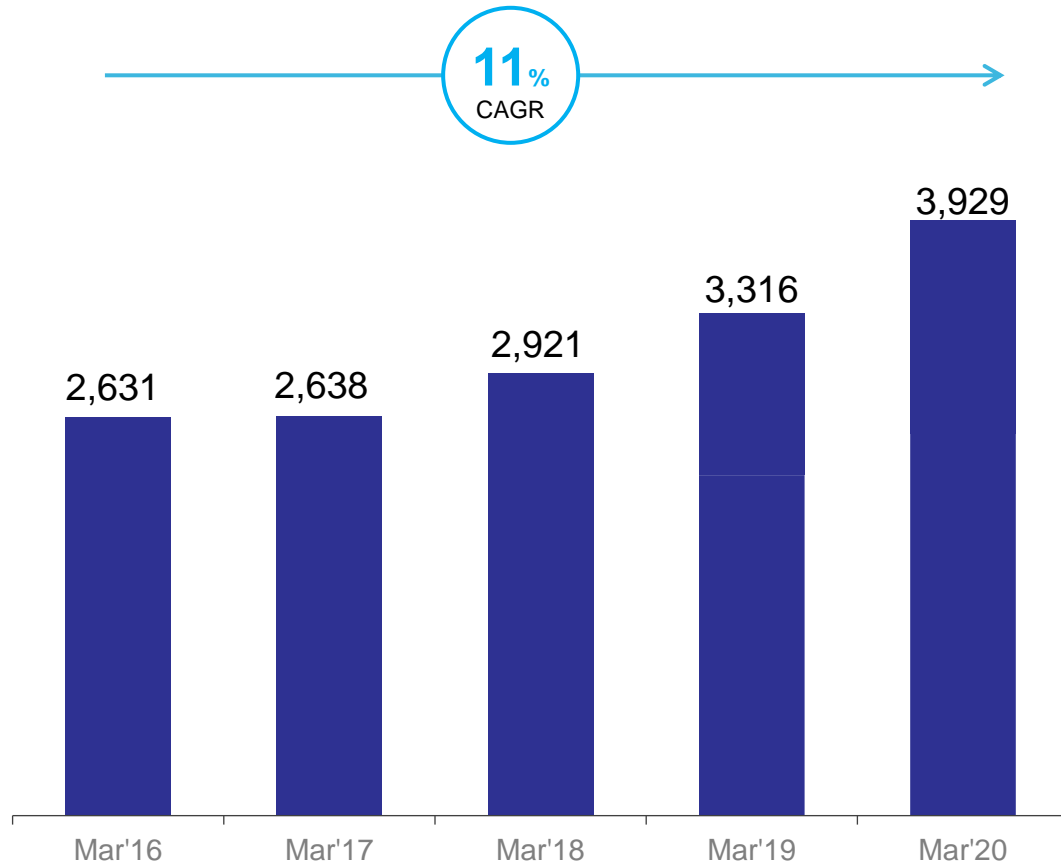
Quarterly trends



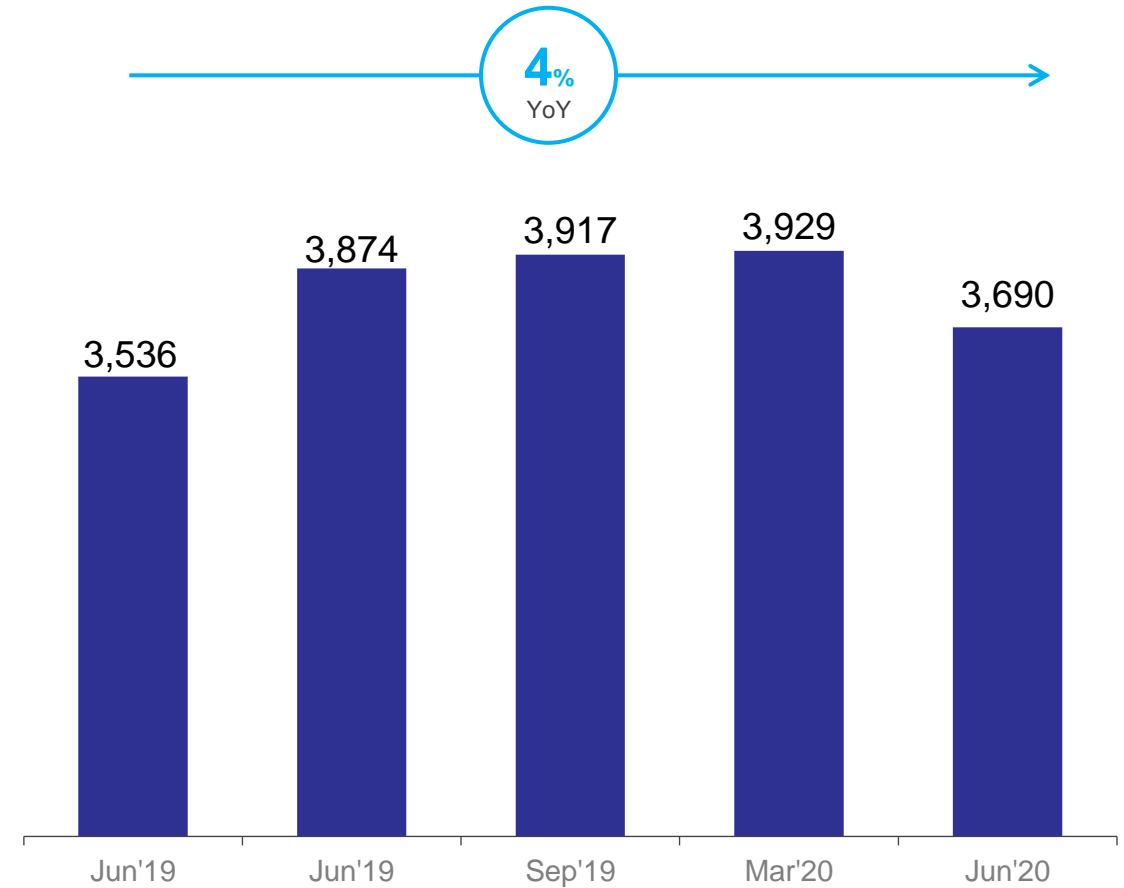
* We consider a buyer posting an enquiry at least once as one unique buyer for that day. If the same buyer post another enquiry on a different day, he is considered as another different unique buyer. Sum of all such unique quarterly and yearly buyers is mentioned in the Quarterly and Yearly trends, respectively

Total Sales and Service Representatives*

Yearly trends



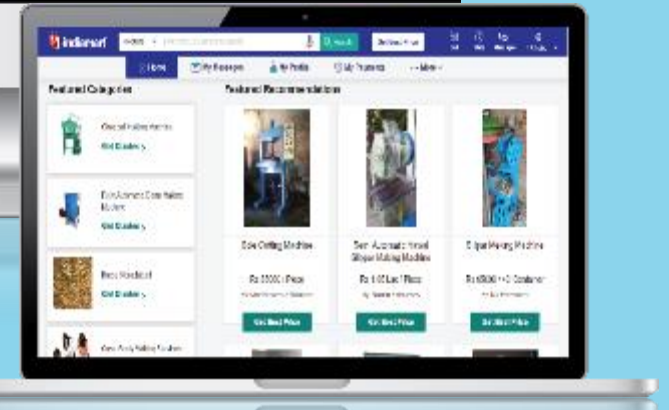
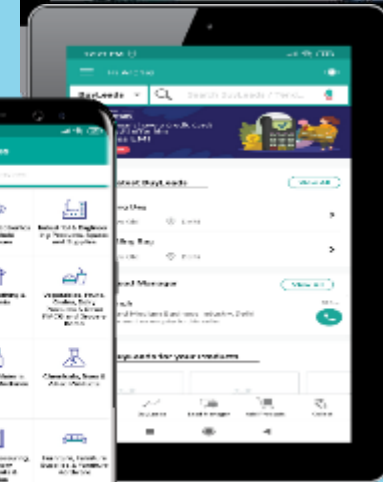
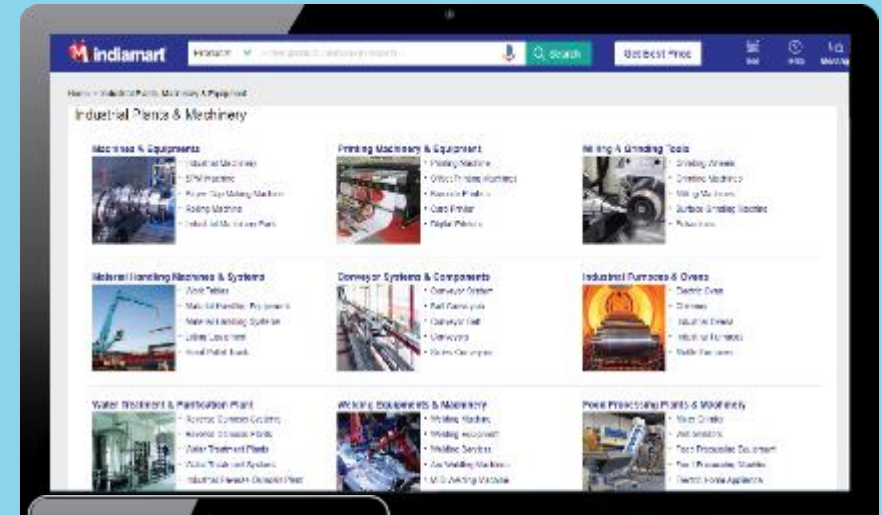
Quarterly trends



*Includes outsourced and Onroll Sales & Service Representative



Product Overview



Buyer Journey

Search

Post Requirement

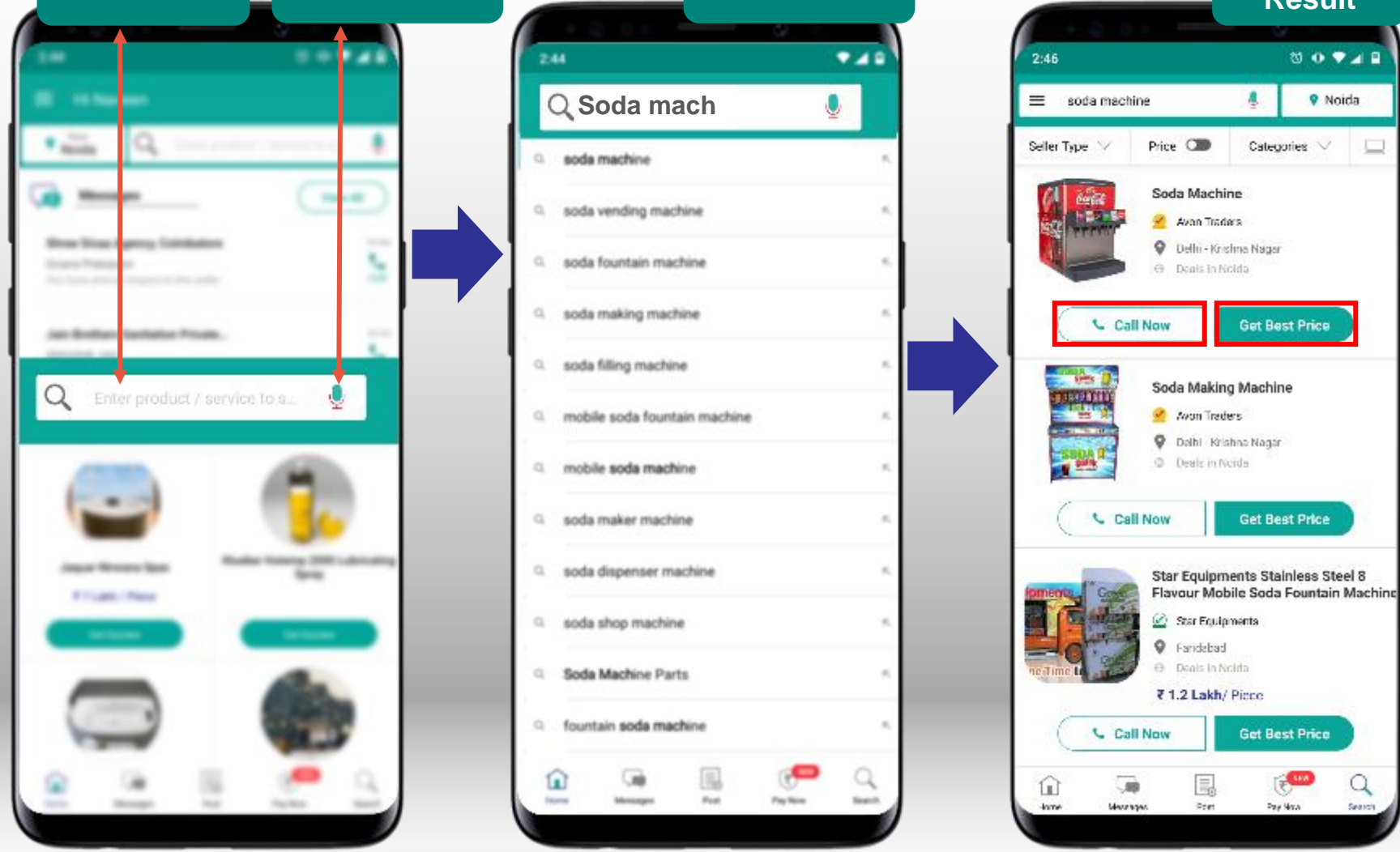
Product & Company
Details

Text Search

Voice Search

Autosuggest

Search
Result

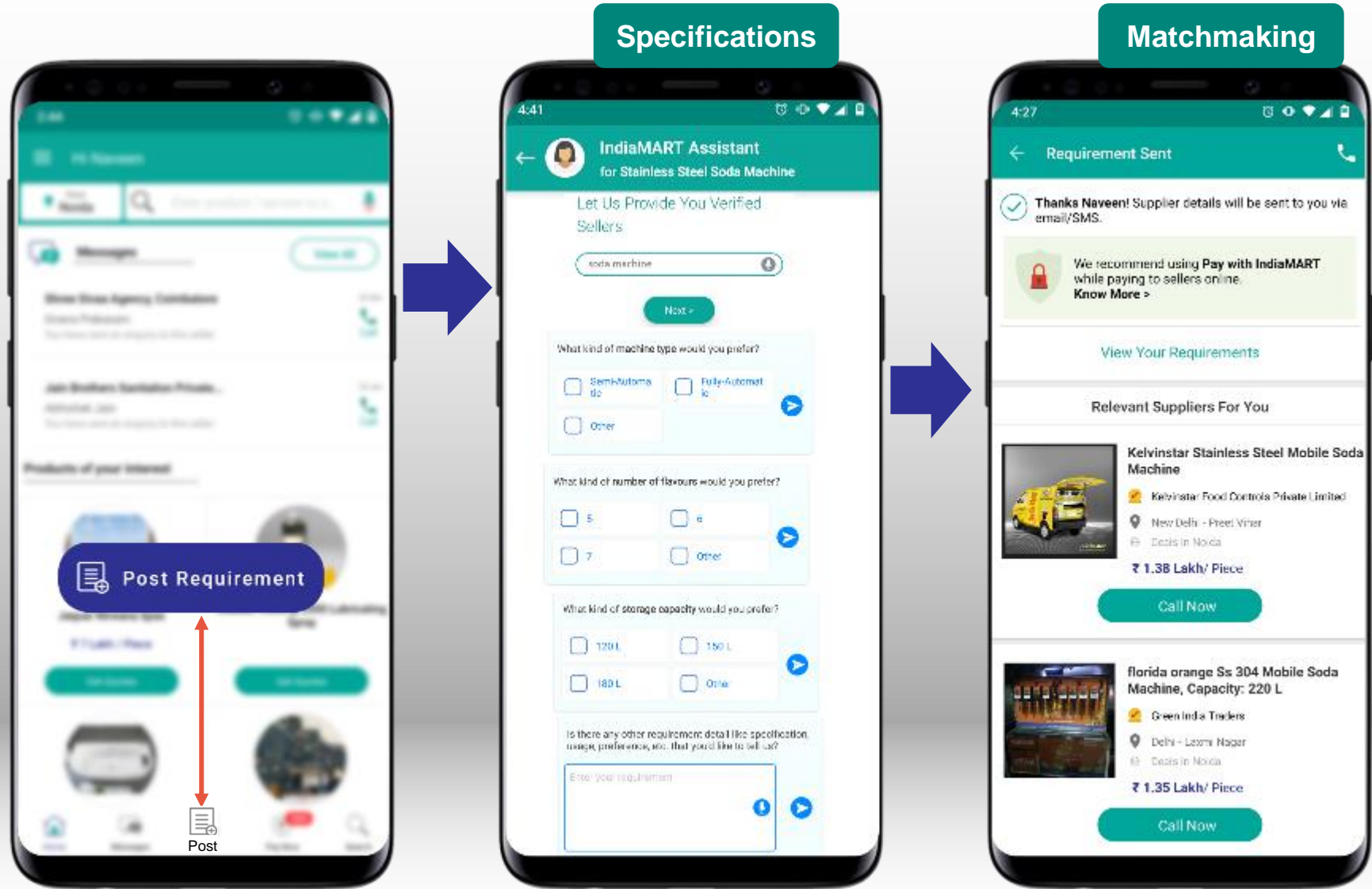


Buyer Journey

Search

Post Requirement

Product & Company Details

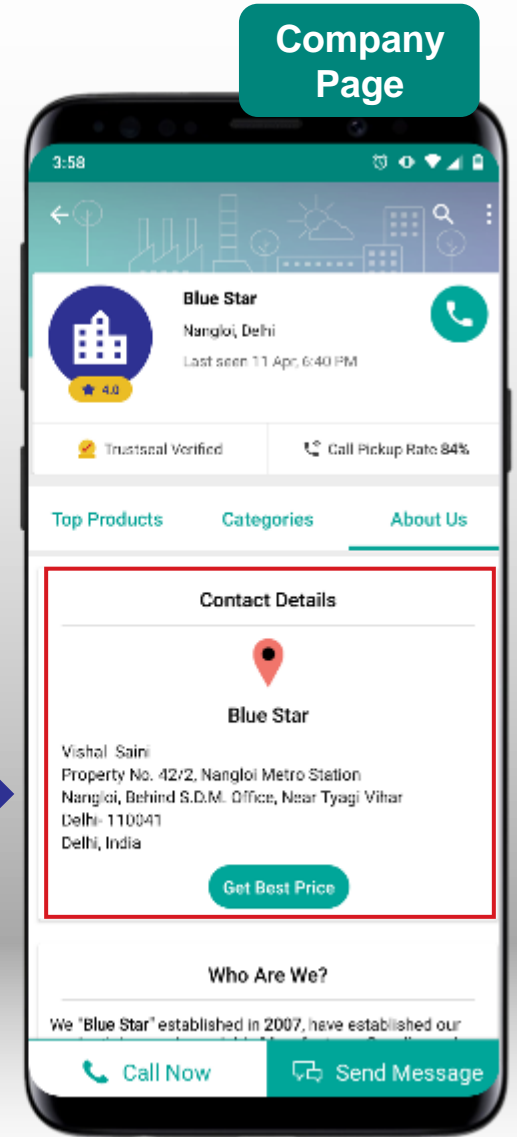
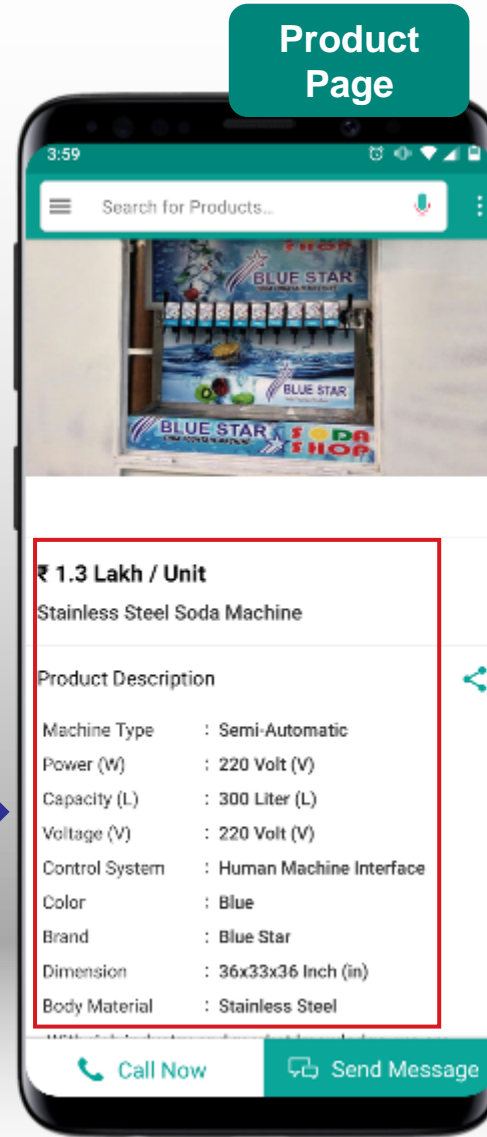
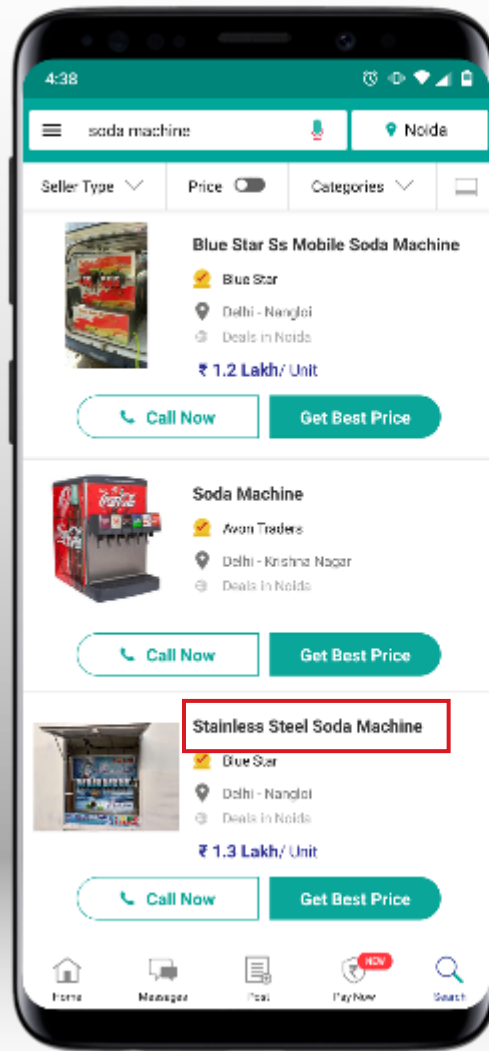


Buyer Journey

Search

Post Requirement

Product & Company
Details



Seller Journey

Add/Edit products from here

Content Management

BuyLeads

Lead Manager

Pay With IndiaMART

The screenshot shows the IndiaMART seller interface for adding or editing a product. The product is 'Biodegradable Plastic Bag'. The interface includes a navigation bar, a search bar, and a 'Save and Continue' button. The product score is 75, and the basic details section shows a score of 55/80. The specifications section shows a score of 20/20.

| Section | Score |
|----------------|-------|
| Product Score | 75 |
| Basic Details | 55/80 |
| Specifications | 20/20 |

| Field | Score |
|-------------------------|-------|
| Name | 05/05 |
| Photo | 10/10 |
| Photo Size 500 x 500 | 15/15 |
| Price (with Unit) | -/15 |
| Description (>70 chars) | -/10 |
| Group | 10/10 |
| Category | 15/15 |

| Field | Score |
|--------------------|-------|
| 4 Specs. | 05/05 |
| 5 Specs. | 05/05 |
| More than 5 Specs. | 10/10 |



Seller Journey

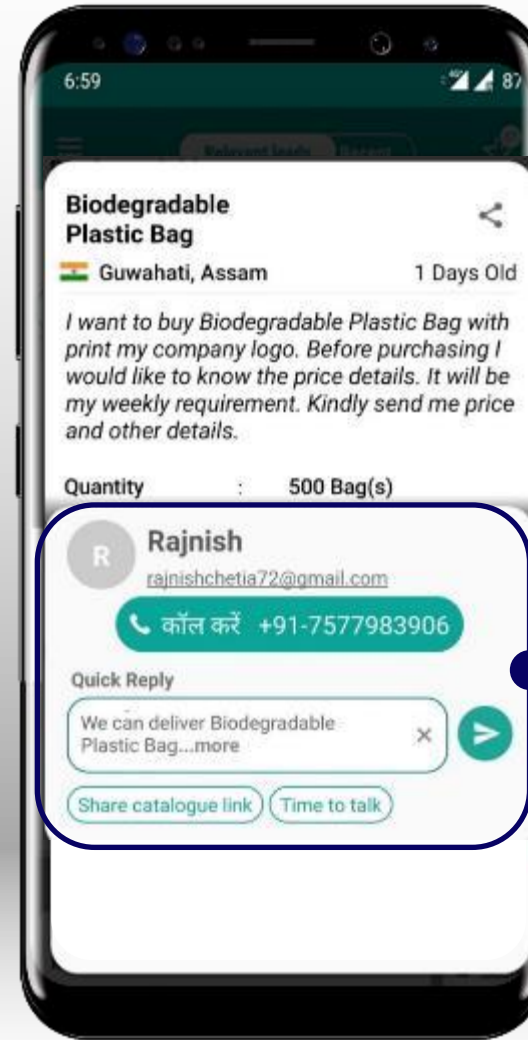
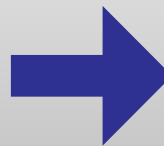
Content Management

BuyLeads

Lead Manager

Pay With IndiaMART

Click on Contact Buyer Now to select RFQ



Buyer Details Available Post BuyLead Purchase



Seller Journey

Content Management

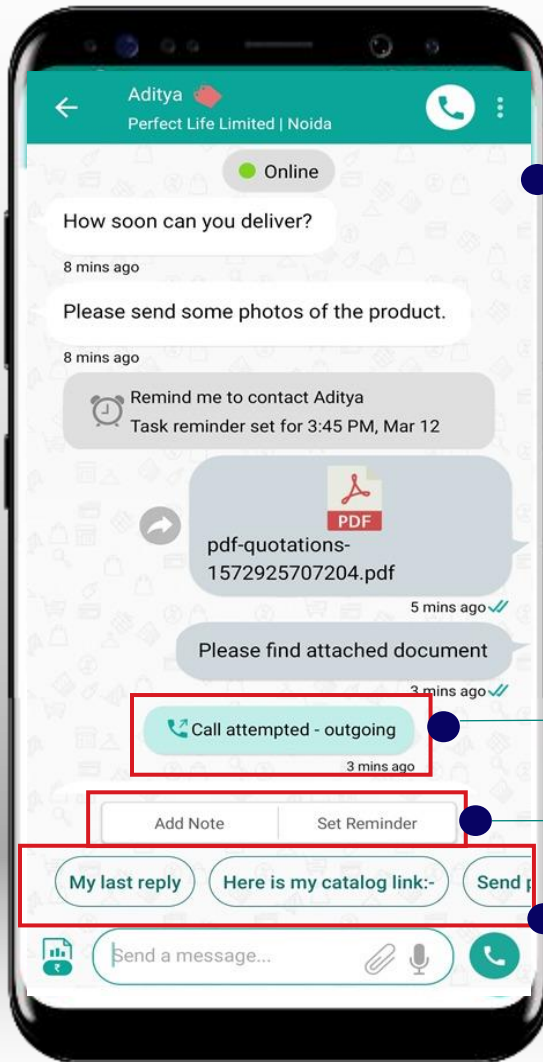
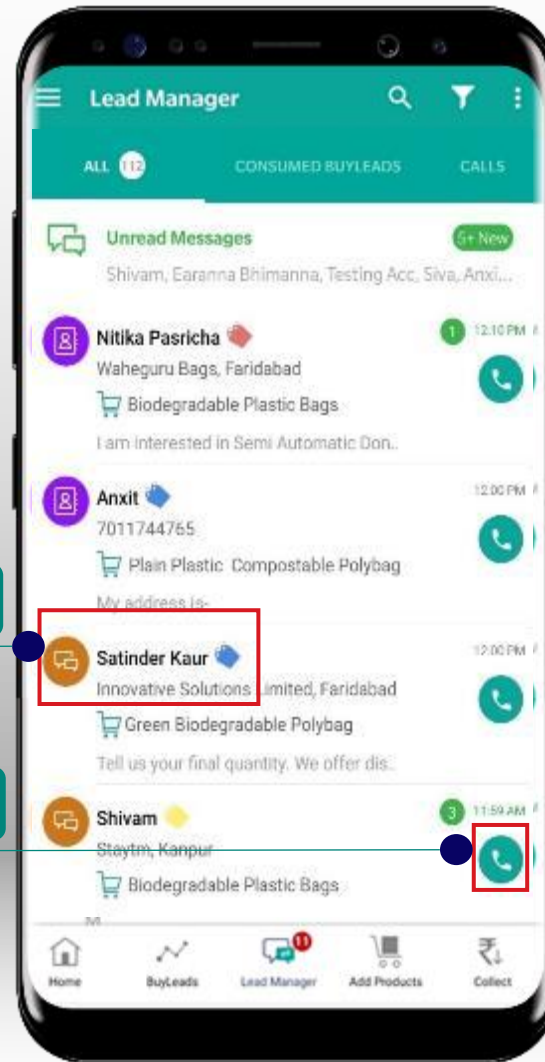
BuyLeads

Lead Manager

Pay With IndiaMART

Add Labels

Direct Buyer Callback



Chat History

Call Alerts

Add Notes & Set Reminders

Smart Reply Suggestions



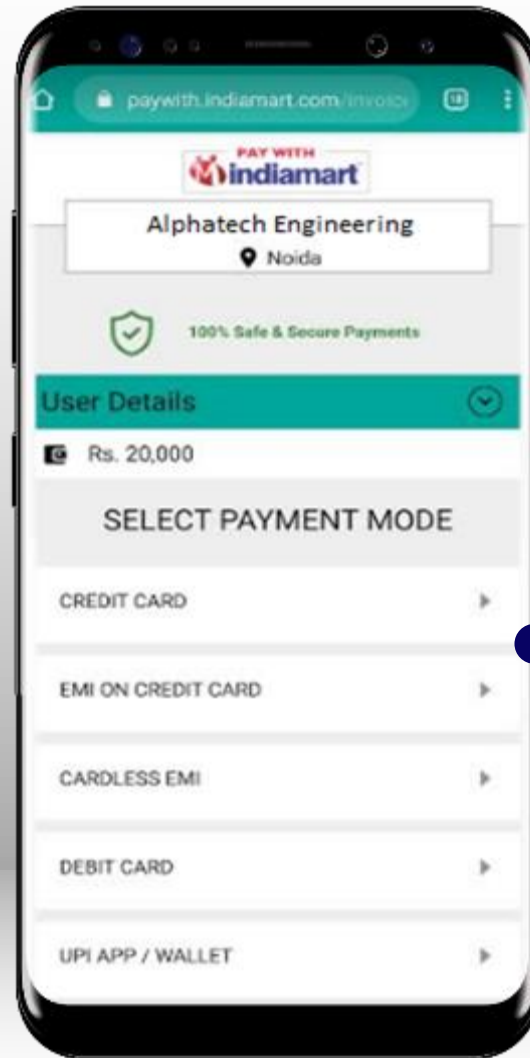
Seller Journey

Content Management

BuyLeads

Lead Manager

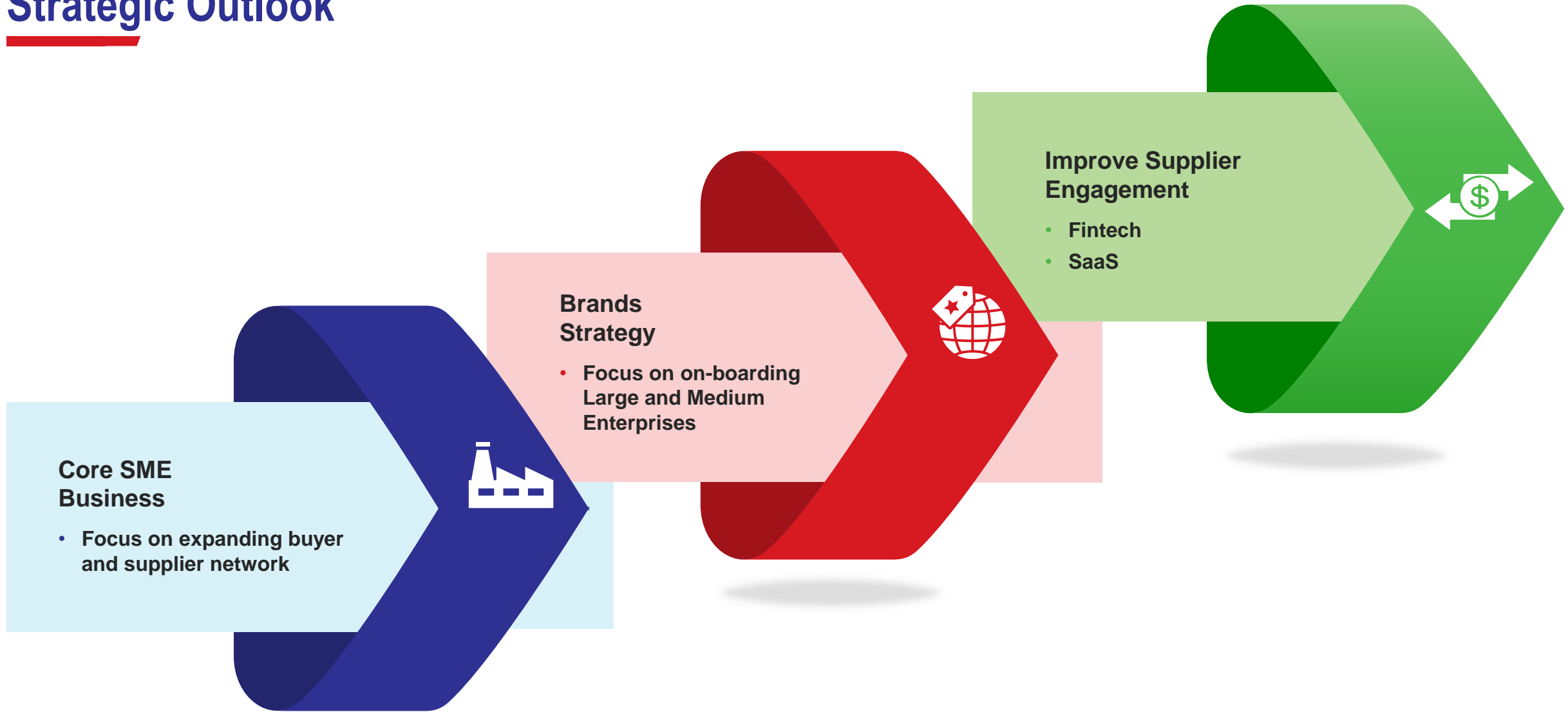
Pay With IndiaMART



Multiple options



Strategic Outlook





Financial Performance

Standalone Basis



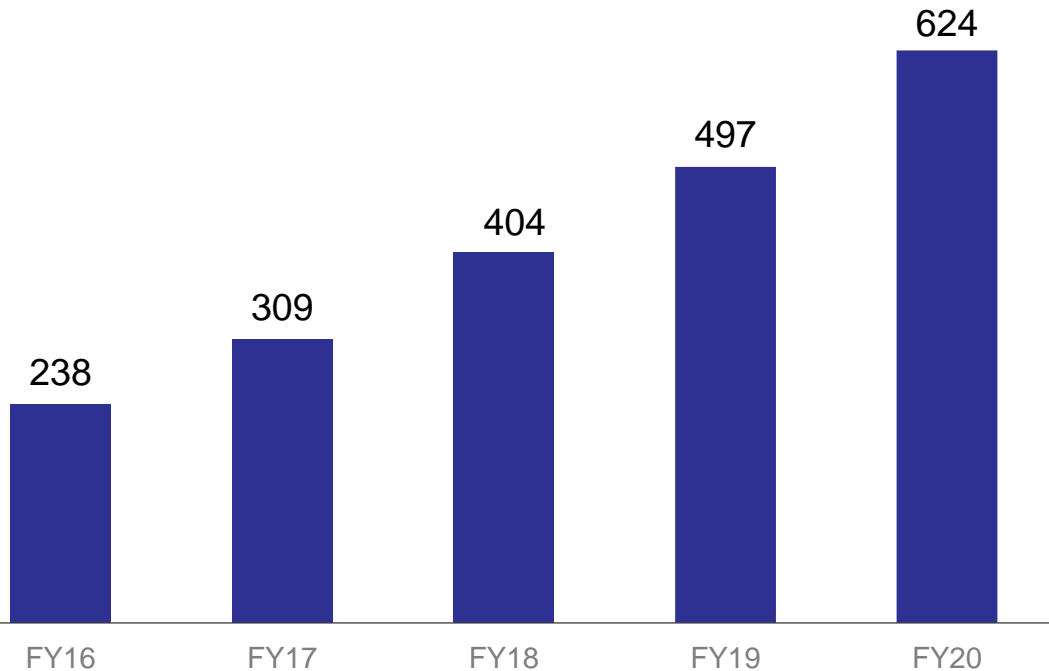
Egg Incubator

Revenue from Operations - Standalone

(₹ in Crores)

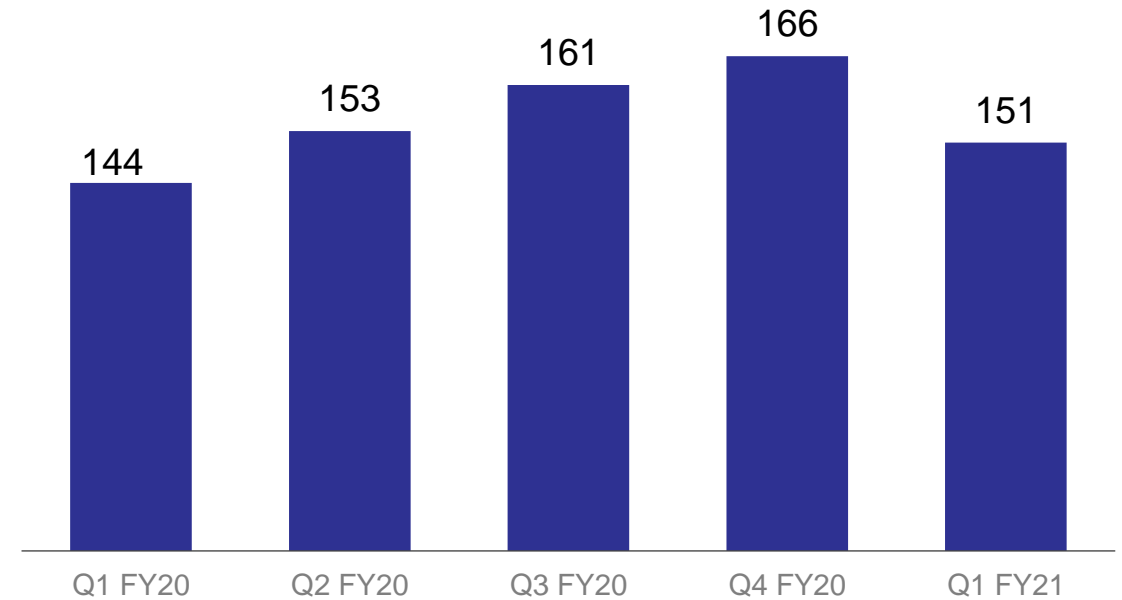
Yearly trends

27%
CAGR



Quarterly trends

5%
YoY



~43% of revenue contributed by top 10% of paying subscription suppliers

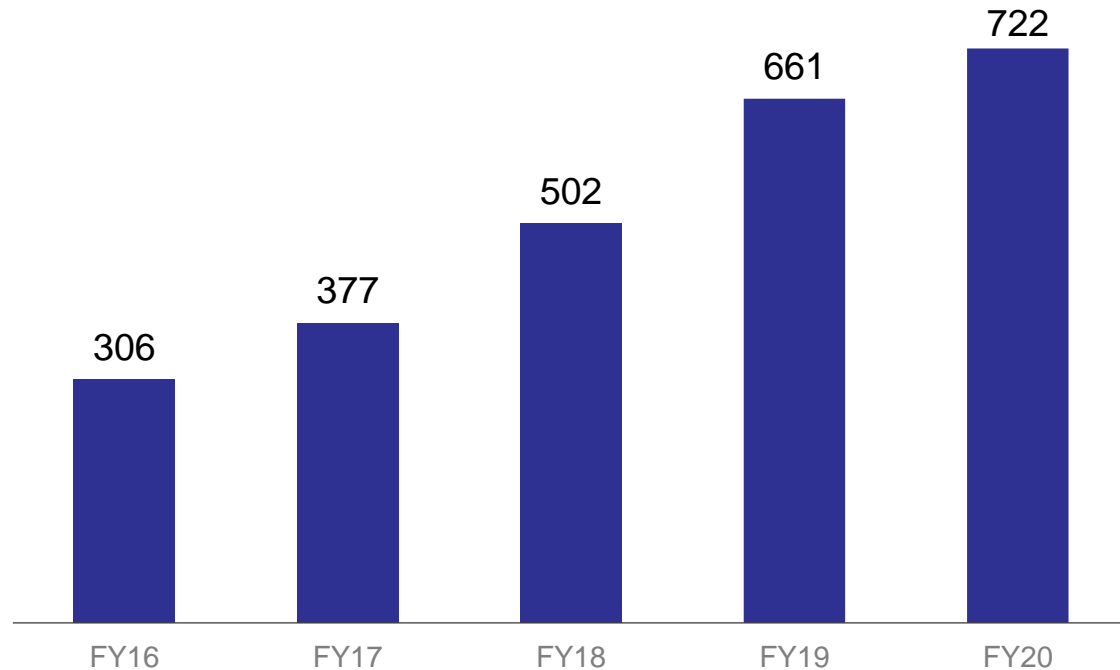


Collections from Customer - Standalone

(₹ in Crores)

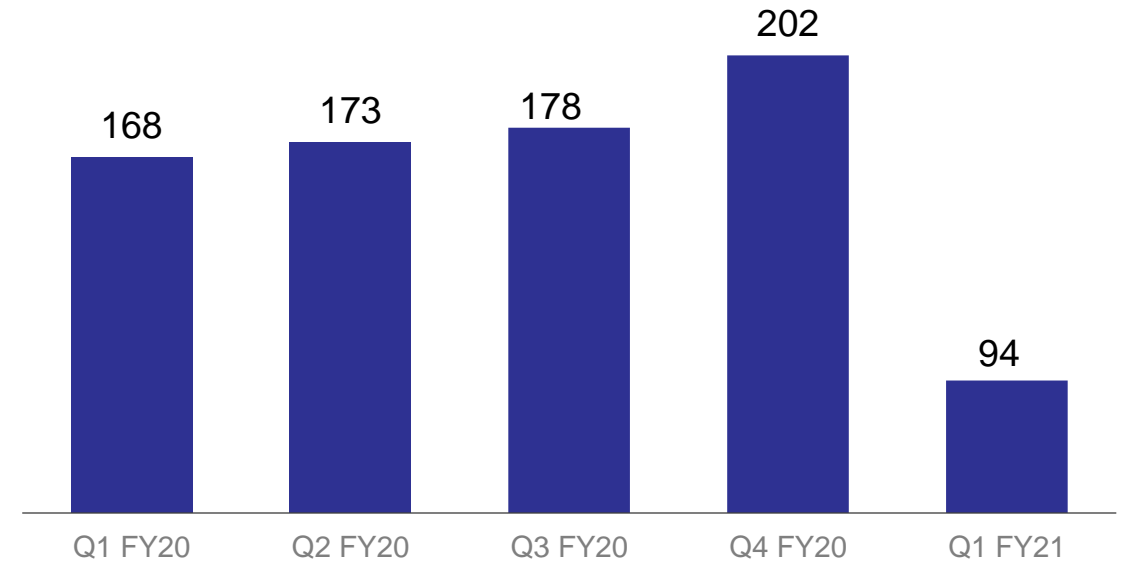
Yearly trends

24%
CAGR



Quarterly trends

(44)%
YoY

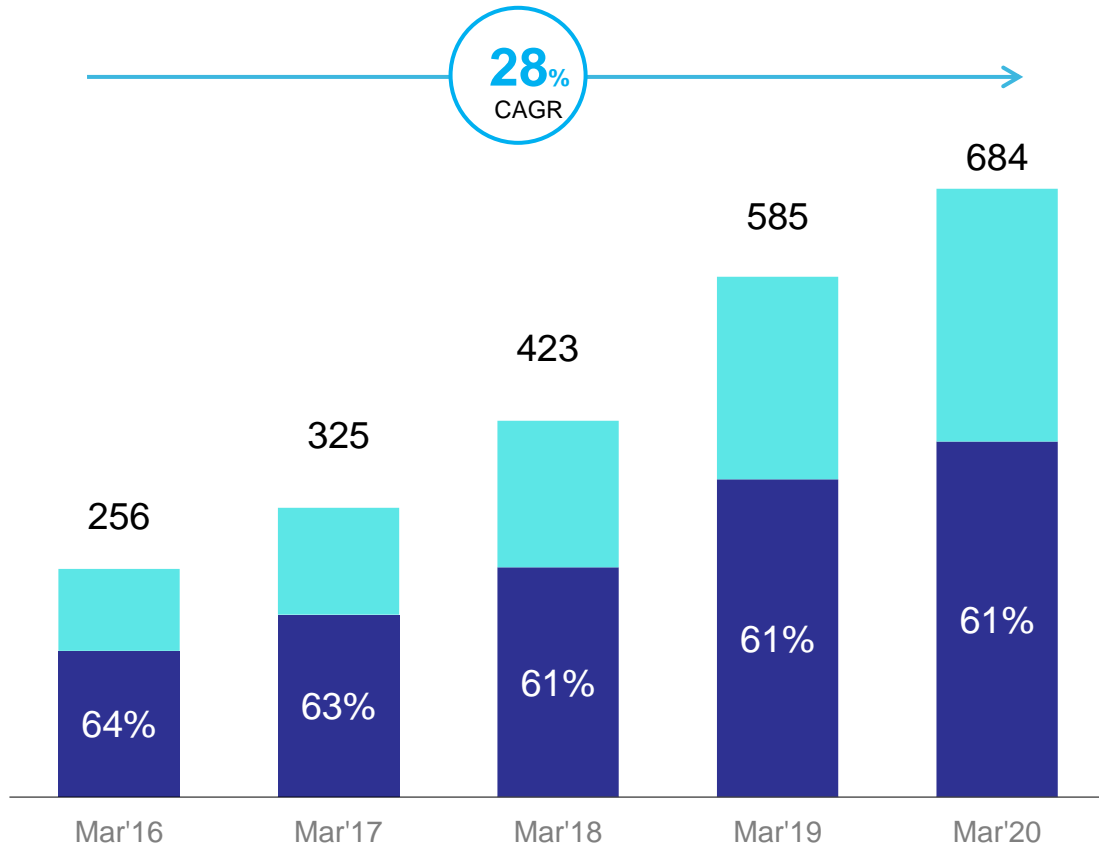


Deferred Revenue* - Standalone

(₹ in Crores)

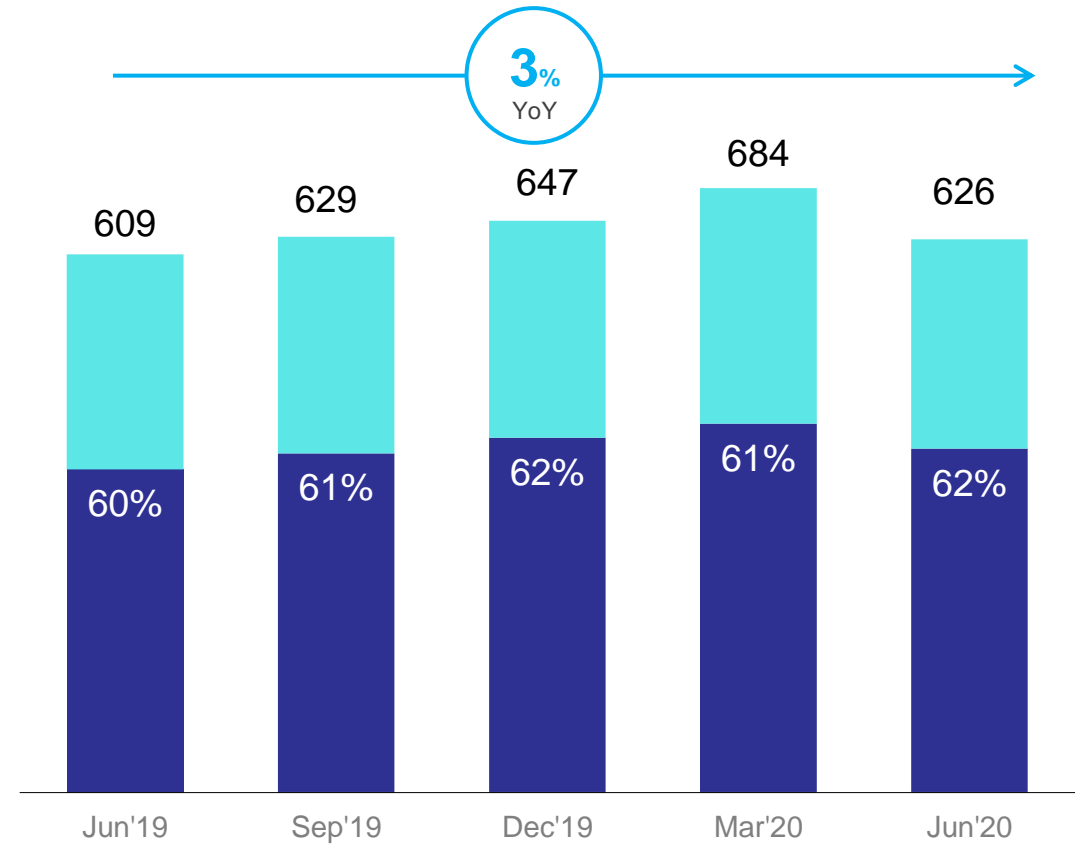
Yearly trends

28%
CAGR



Quarterly trends

3%
YoY



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

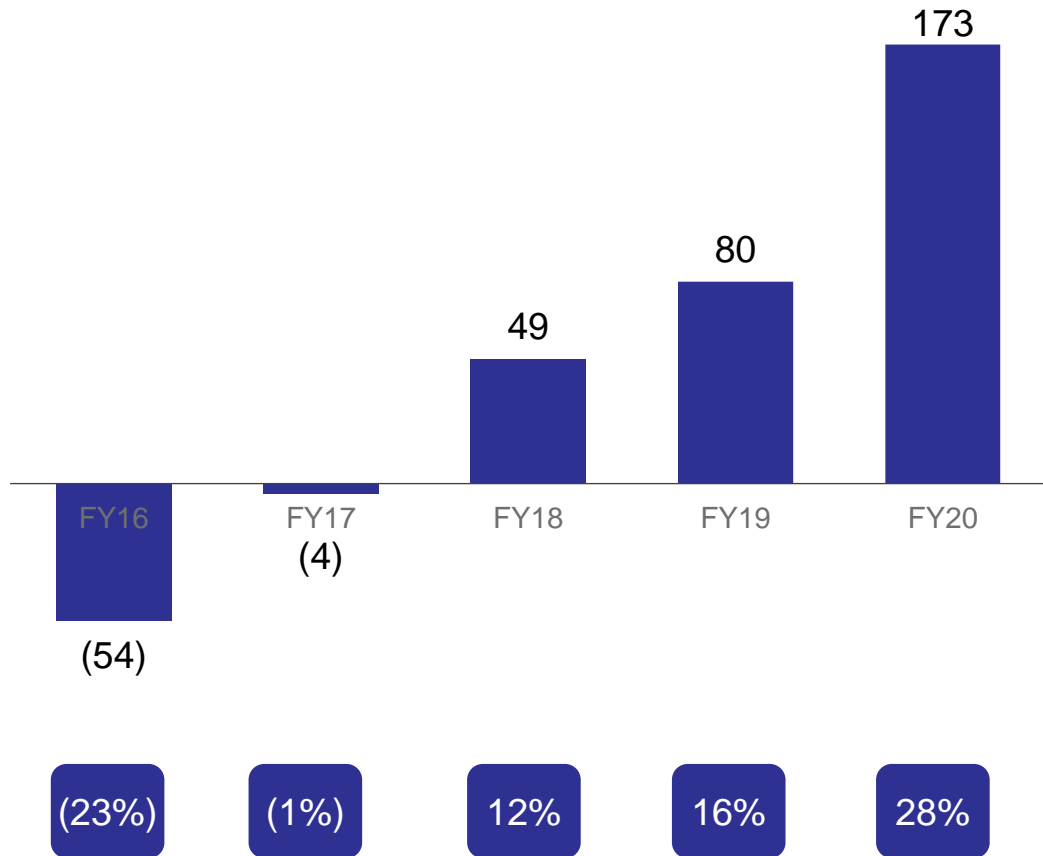
Current



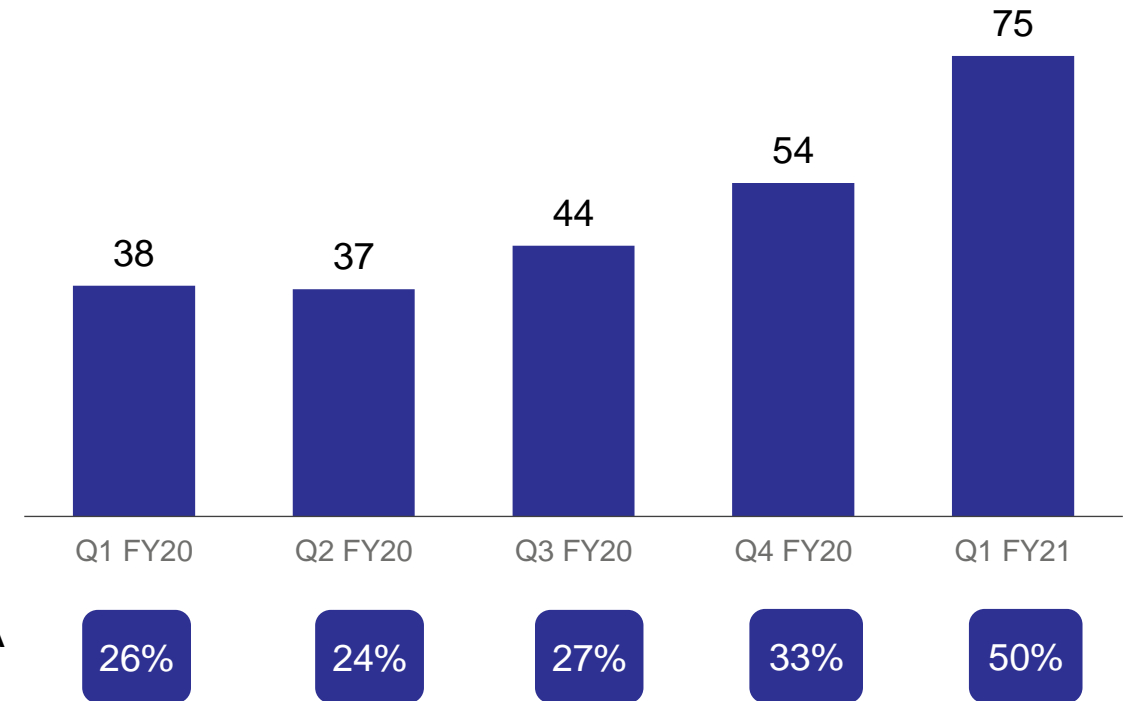
EBITDA - Standalone

(₹ in Crores)

Yearly trends



Quarterly trends



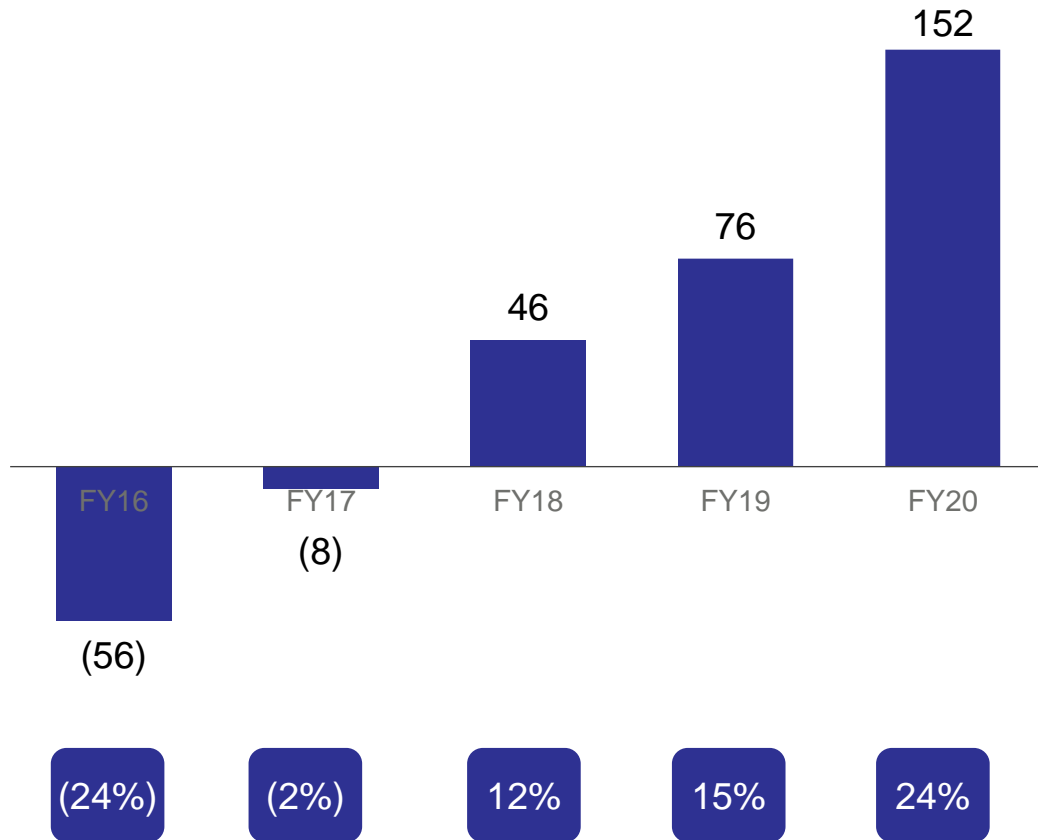
The company has adopted IND AS -116 from 1st April 2019, impacting EBITDA by increase of Rs. 4.5 Crores in Q1 FY20 and Rs. 4.8 crores in Q2 FY20 and Rs. 4.8 crores in Q3 FY20 and Rs. 4.4 crores in Q4 FY20 and Rs 3 crores in Q1 FY21



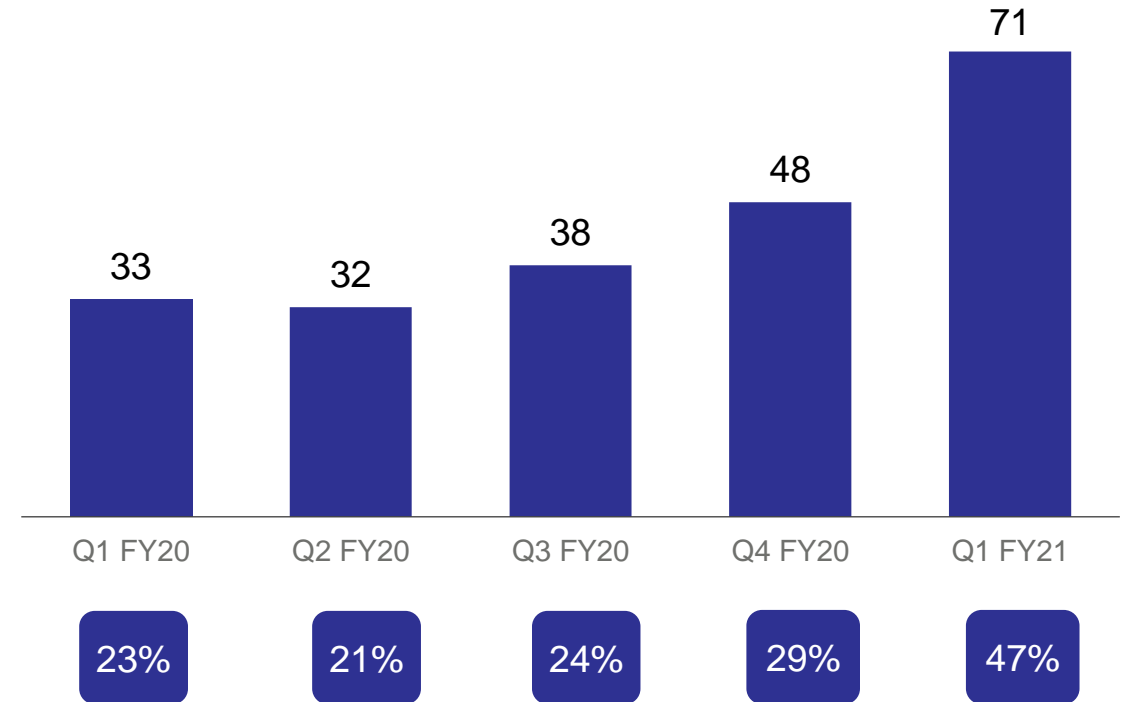
EBIT - Standalone

(₹ in Crores)

Yearly trends



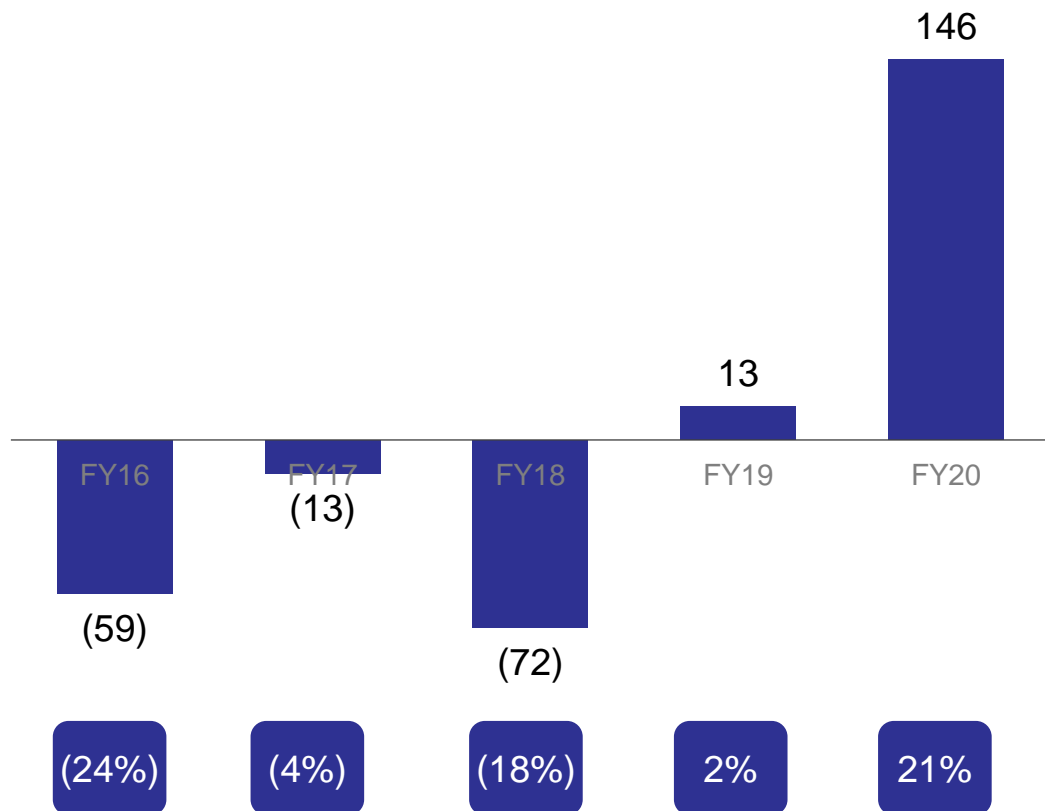
Quarterly trends



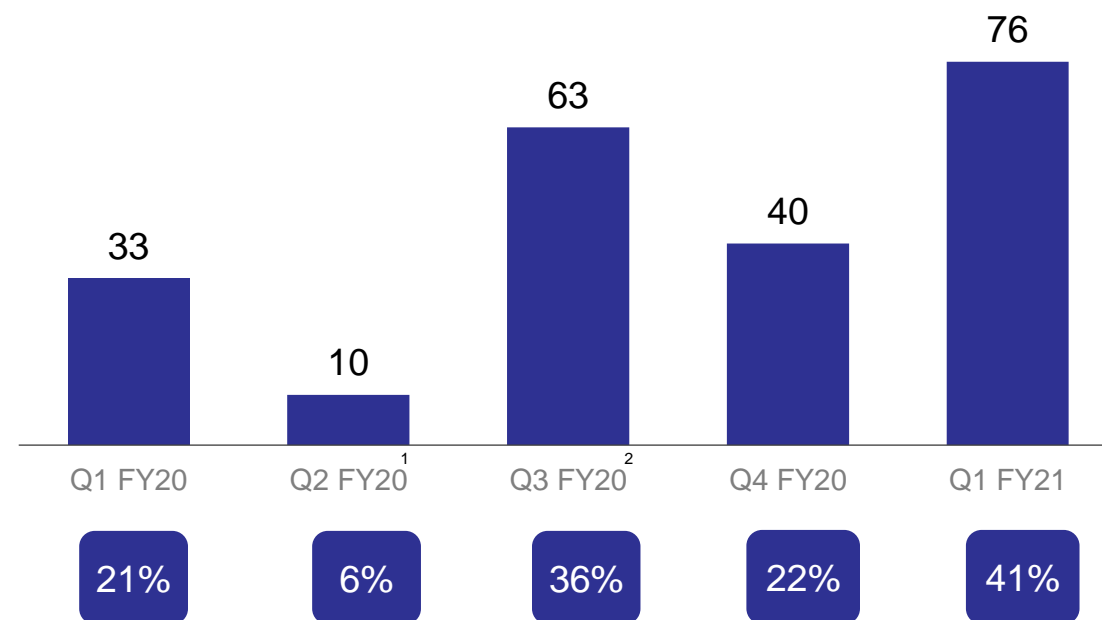
PAT - Standalone

(₹ in Crores)

Yearly trends



Quarterly trends



Note:

1.Net Profit for the quarter ending September 30, 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

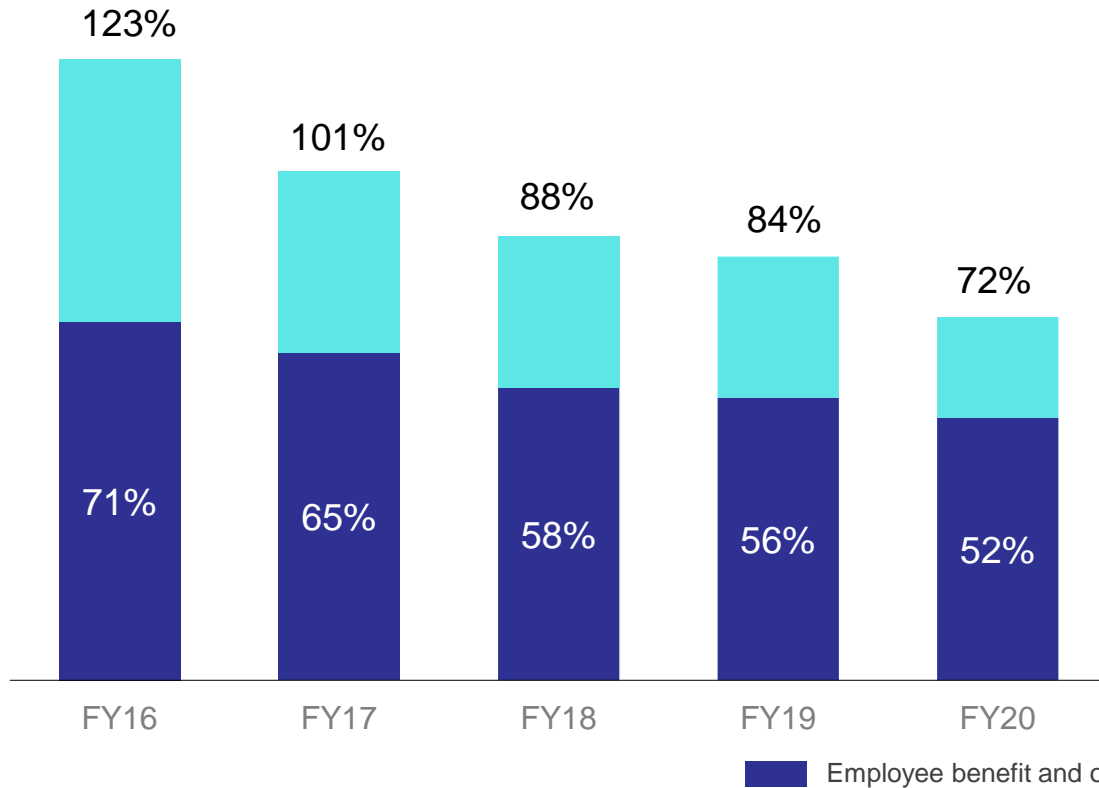
2.Net Profit for the quarter ending December 2019 included Deferred Tax Credit of Rs. 22.9 Crores on account of certain timing differences pertaining to earlier years.



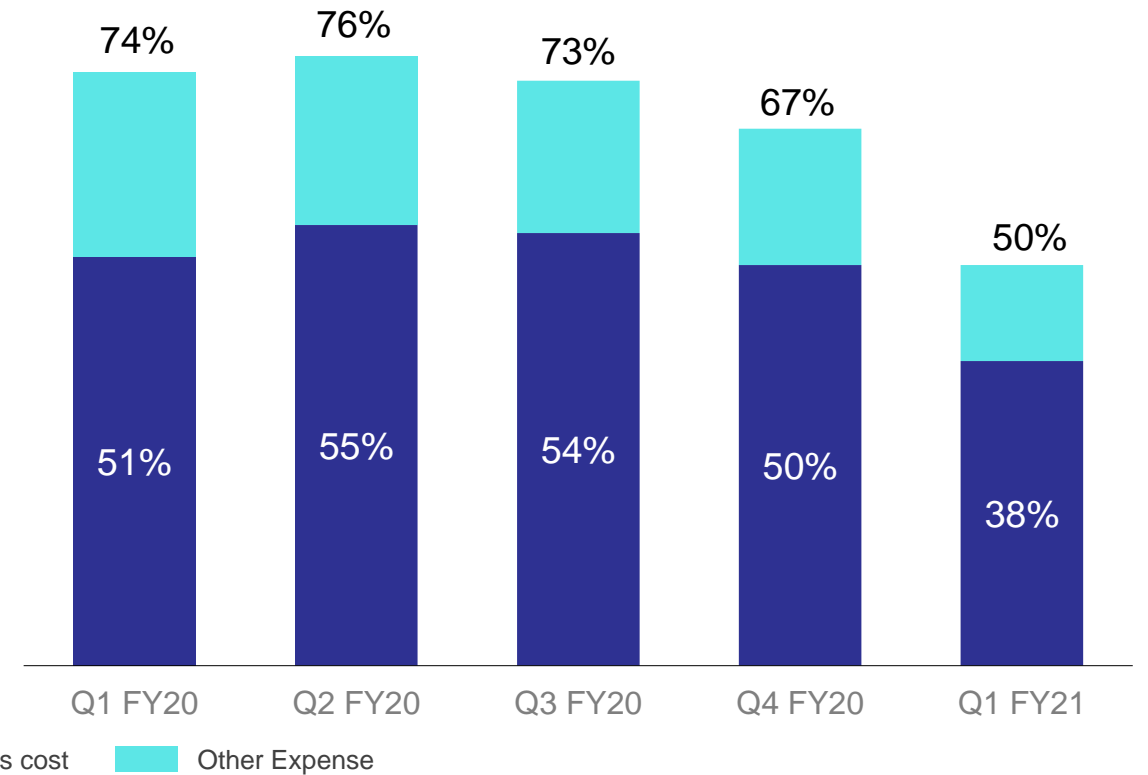
Margin Leverage - Standalone

(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, Q3 FY20 and Q4FY20 and 2% in Q1FY21

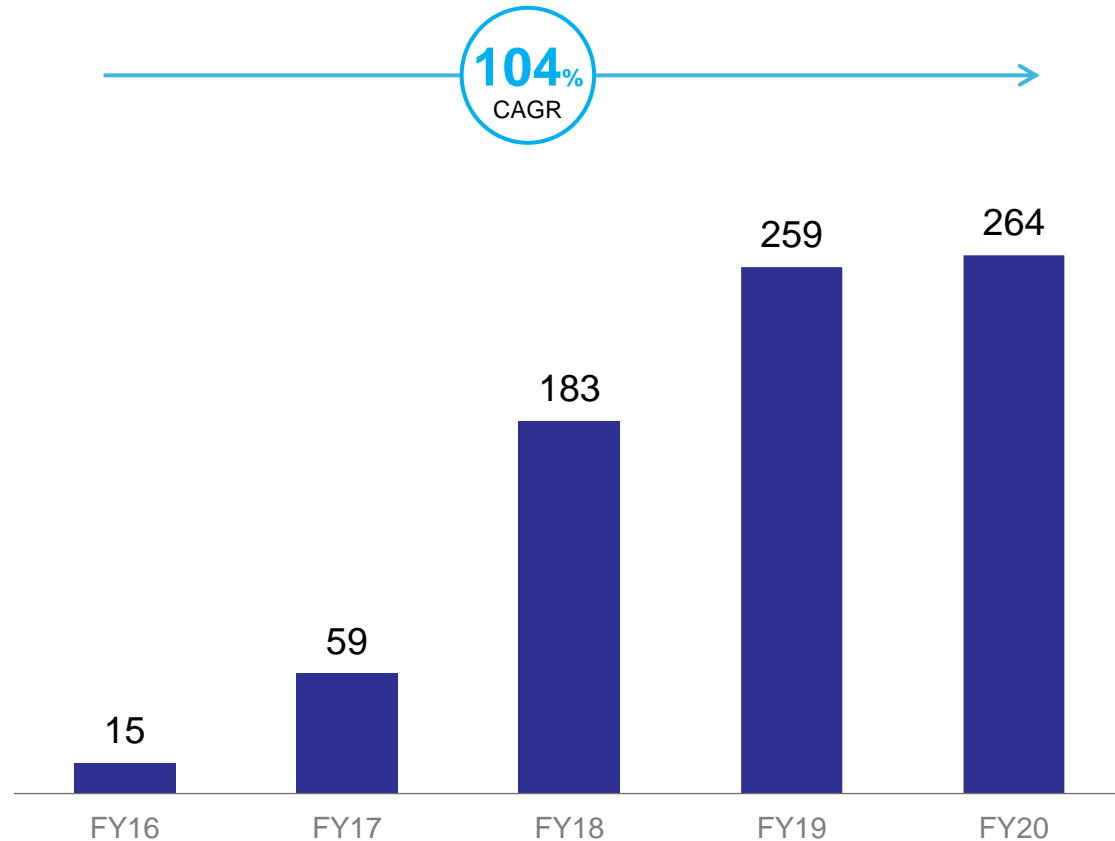


Cash Generated From Operating Activities - Standalone

(₹ in Crores)

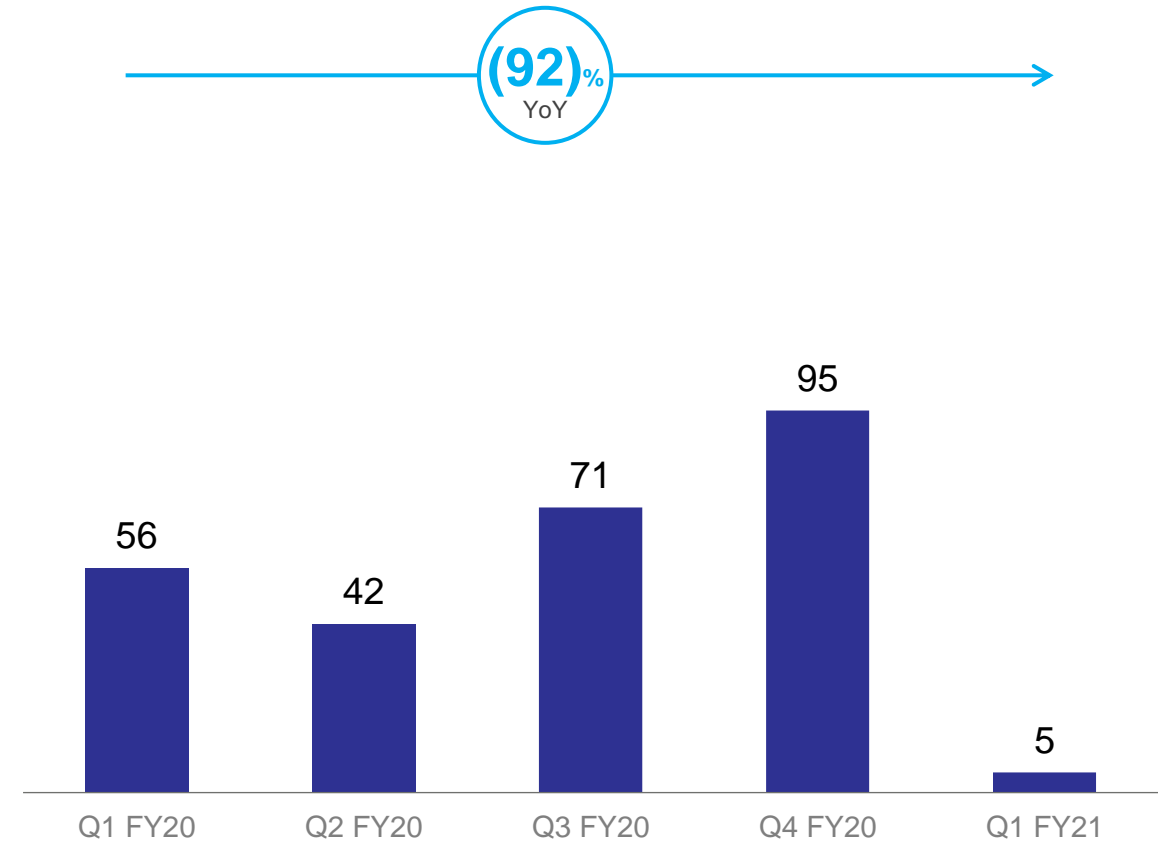
Yearly trends

104%
CAGR



Quarterly trends

(92)%
YoY

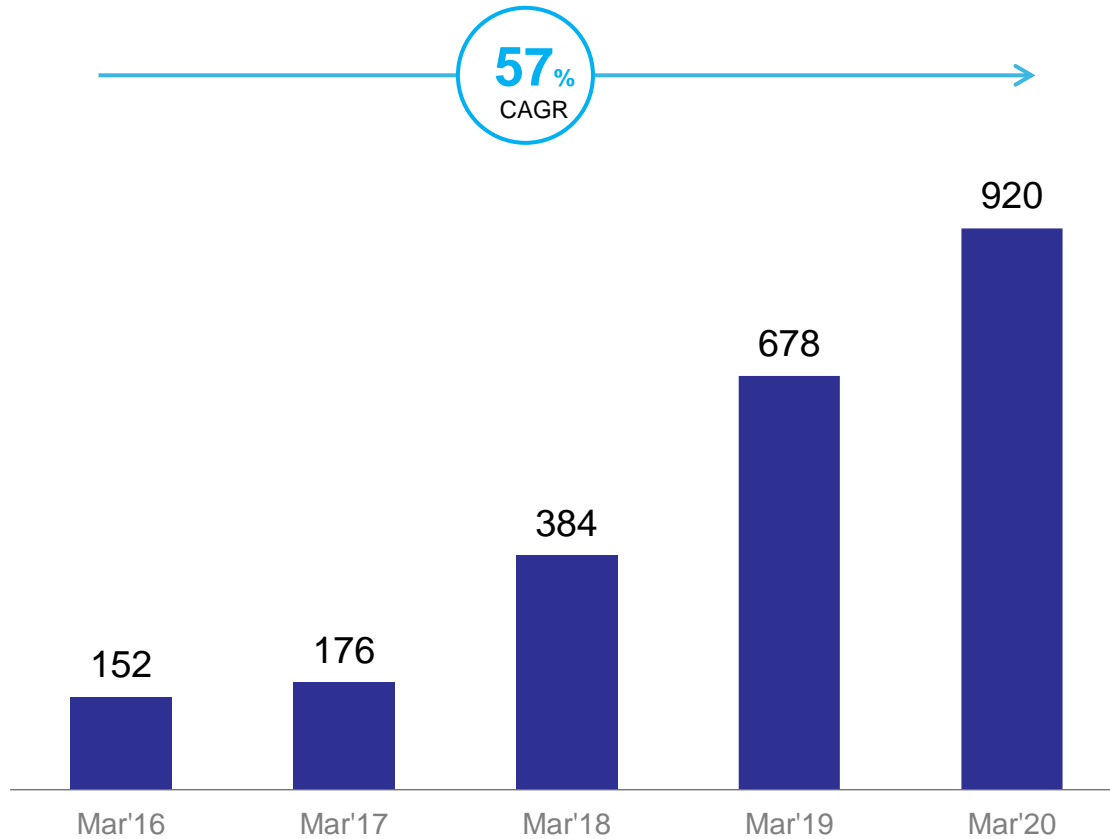


Cash And Investments* - Standalone

(₹ in Crores)

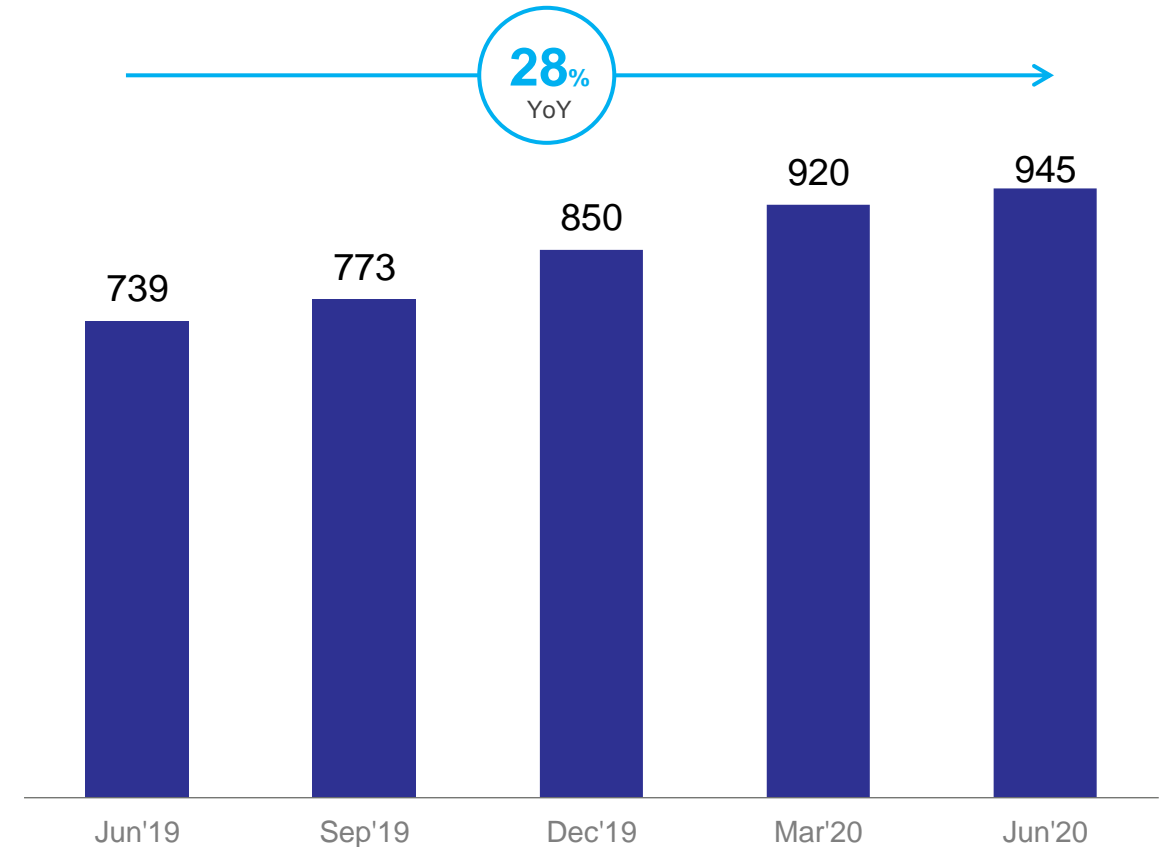
Yearly trends

57%
CAGR



Quarterly trends

28%
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



Financial Performance – Standalone

(₹ in Crores)

| Financial Metrics | Q1 FY21 | Q1 FY20 | YoY Change | Q4 FY20 | QoQ Change |
|---|-------------|-------------|--------------|-------------|--------------|
| Revenue from Operations | 151 | 144 | 5% | 166 | (9%) |
| Other Income | 33 | 14 | 134% | 17 | 93% |
| Total Income | 185 | 159 | 16% | 183 | 1% |
| Manpower and Outsourced Sales Cost | 57 | 74 | (23%) | 82 | (31%) |
| Other Operating Expense | 19 | 33 | (43%) | 30 | (36%) |
| Total Expenses | 76 | 107 | (29%) | 112 | (32%) |
| EBITDA | 75 | 38 | 100% | 54 | 39% |
| <i>EBITDA Margin(%)</i> | <i>50%</i> | <i>26%</i> | | <i>33%</i> | |
| Depreciation and amortisation expense | 4 | 4 | (1%) | 6 | (25%) |
| Others ¹ | 2 | 0.4 | 314% | 9 | (78%) |
| Profit Before Tax | 102 | 47 | 118% | 57 | 80% |
| Tax Expense ² | 26 | 14 | 88% | 17 | 53% |
| Net Profit | 76 | 33 | 131% | 40 | 91% |
| <i>Net Profit Margin(%)</i> | <i>41%</i> | <i>21%</i> | | <i>22%</i> | |
| EPS (Rs.) | 26.4 | 11.6 | 129% | 13.9 | 90% |
| Cash Generated from Operating Activities | 5 | 56 | (92%) | 95 | (95%) |
| Collections from Customers | 94 | 168 | (44%) | 202 | (53%) |

Notes

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



Balance Sheet - Standalone

(₹ in Crores)

| Assets | Q1 FY21 | FY20 |
|--|----------------|----------------|
| PPE ¹ , CWIP ¹ and Intangible assets, other non-current assets | 4.8 | 5.5 |
| Right-of-use asset | 76.3 | 80.0 |
| Investment in subsidiaries and associates | 31.6 | 31.6 |
| Financial assets | | |
| Bank Deposits | - | 35.0 |
| Others | 24.7 | 13.9 |
| Deferred and Non-current tax asset | 25.4 | 45.5 |
| Total Non-Current Assets | 162.8 | 211.4 |
| Financial assets | | |
| Cash & Investments | 944.6 | 885.3 |
| Others | 8.3 | 9.9 |
| Current Tax and other current assets | 10.3 | 12.2 |
| Total Current Assets | 963.2 | 907.4 |
| Total Assets | 1,126.0 | 1,118.8 |

| Equity and Liabilities | Q1 FY21 | FY20 |
|--------------------------------------|----------------|----------------|
| Total Equity | 351.2 | 274.5 |
| Financial liabilities | | |
| Lease Liabilities | 59.2 | 61.2 |
| Deferred tax liabilities (net) | 1.2 | - |
| Provisions | 28.2 | 25.8 |
| Contract liabilities | 237.5 | 269.7 |
| Total Non-current Liabilities | 326.0 | 356.8 |
| Financial liabilities | | |
| Lease Liabilities | 14.7 | 15.3 |
| Others | 34.2 | 43.1 |
| Provisions | 4.1 | 4.0 |
| Contract liabilities | 388.9 | 413.8 |
| Other current liabilities | 6.8 | 11.3 |
| Total Current Liabilities | 448.7 | 487.5 |
| Total Equity and Liabilities | 1,126.0 | 1,118.8 |

Notes

1. PPE: Property, plant and equipment, CWIP: Capital Work in Progress





Financial Performance

Consolidated Section

Financial Performance – Consolidated

(₹ in Crores)

| Financial Metrics | Q1 FY21 | Q1 FY20 | YoY Change | Q4 FY20 | QoQ Change |
|---|-------------|-------------|--------------|-------------|--------------|
| Revenue from Operations | 153 | 147 | 4% | 170 | (10%) |
| Other Income | 34 | 14 | 135% | 17 | 96% |
| Total Income | 187 | 162 | 16% | 187 | (0%) |
| Manpower and Outsourced Sales Cost | 60 | 76 | (21%) | 86 | (31%) |
| Other Operating Expense | 20 | 35 | (42%) | 32 | (36%) |
| Total Expenses | 80 | 111 | (28%) | 118 | (32%) |
| EBITDA | 73 | 37 | 100% | 52 | 40% |
| <i>EBITDA Margin(%)</i> | <i>48%</i> | <i>25%</i> | | <i>31%</i> | |
| Depreciation and amortization expense | 4 | 4 | (0%) | 6 | (25%) |
| Others ¹ | 1 | 0.4 | 236% | 1 | 67% |
| Profit Before Tax | 100 | 46 | 117% | 61 | 64% |
| Tax Expense ² | 26 | 14 | 90% | 17 | 55% |
| Net Profit | 74 | 32 | 129% | 44 | 67% |
| <i>Net Profit Margin(%)</i> | <i>40%</i> | <i>20%</i> | | <i>24%</i> | |
| EPS (Rs.) | 25.6 | 11.3 | 127% | 15.4 | 67% |
| Cash Generated from Operating Activities | 3 | 54 | (94%) | 94 | (97%) |
| Collections from Customers | 96 | 171 | (44%) | 206 | (54%) |

Notes

1. Others include – Finance Cost, Net Loss on Financial Liability at FVTPL and Share in net profit /(loss) of associates



Balance Sheet – Consolidated

(₹ in Crores)

| Assets | Q1 FY21 | FY20 |
|--|----------------|----------------|
| PPE ¹ , CWIP ¹ , Intangible assets, other non-current assets | 6.9 | 7.6 |
| Right-of-use asset | 76.3 | 80.0 |
| Investment in subsidiaries and associates | 29.2 | 29.6 |
| Financial assets | | |
| Bank Deposits | - | 35.0 |
| Others | 15.7 | 5.2 |
| Deferred and Non-current tax asset | 25.7 | 45.7 |
| Total Non-Current Assets | 153.8 | 203.0 |
| Financial assets | | |
| Cash & Investments | 954.0 | 895.7 |
| Others | 9.4 | 11.0 |
| Current Tax and other current assets | 10.9 | 13.2 |
| Total Current Assets | 974.3 | 920.0 |
| Total Assets | 1,128.1 | 1,122.9 |

| Equity and Liabilities | Q1 FY21 | FY20 |
|--------------------------------------|----------------|----------------|
| Total Equity | 350.0 | 275.1 |
| Financial liabilities | | |
| Lease Liabilities | 59.2 | 61.2 |
| Deferred tax liabilities (net) | 1.2 | - |
| Provisions | 29.0 | 26.5 |
| Contract liabilities | 237.5 | 269.7 |
| Total Non-current Liabilities | 326.8 | 357.5 |
| Financial liabilities | | |
| Lease Liabilities | 14.7 | 15.3 |
| Others | 35.3 | 43.9 |
| Provisions | 4.2 | 4.0 |
| Contract liabilities | 390.3 | 415.6 |
| Other current liabilities | 6.8 | 11.6 |
| Total Current Liabilities | 451.3 | 490.4 |
| Total Equity and Liabilities | 1,128.1 | 1,122.9 |

Notes

1. PPE: Property, plant and equipment, CWIP: Capital Work in Progress



Revenue – Legal Entity View

(₹ in Crore)

| Particulars | Q1 FY20 | Q2 FY20 | Q3 FY20 | Q4 FY20 | Q1 FY21 |
|--------------------------------------|------------|------------|------------|------------|------------|
| Revenue from Operations | | | | | |
| IndiaMart Intermesh Ltd | 144 | 153 | 161 | 166 | 151 |
| Ten Times Online Pvt Ltd | 2 | 3 | 4 | 4 | 1 |
| Pay With IndiaMART Pvt Ltd | 0.6 | 0.7 | 0.8 | 0.8 | 0.5 |
| Tolexo Online Pvt Ltd | 0.1 | 0.0 | 0.1 | 0.1 | 0.1 |
| | 147 | 157 | 165 | 170 | 153 |
| Inter Company Adjustments | (0.1) | (0.1) | (0.1) | (0.1) | (0.1) |
| Total Revenue from Operations | 147 | 157 | 165 | 170 | 153 |

~99% of revenue contributed by Indiamart standalone business



Historical Financial Metrics

(₹ in Crore Consolidated)

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

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





Subsidiaries, Associates & Investments

Pharmaceutical Drug &
Medical Care



Pay With IndiaMART Private Limited



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



100% Buyer Protection

Pay with IndiaMART and secure your Payments



Buy Now, Pay At Ease

Buy from premium suppliers and pay in EMI
(Easy Monthly Instalment's)



Multiple Payment Options

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



World Class Security

Buy from sellers across India with a secure payment network



10times is used by millions every day to decide which event to go, whom to meet in over 10,000 cities across 150+ countries



Helps people discover relevant events



Builds an amazing participating experiences

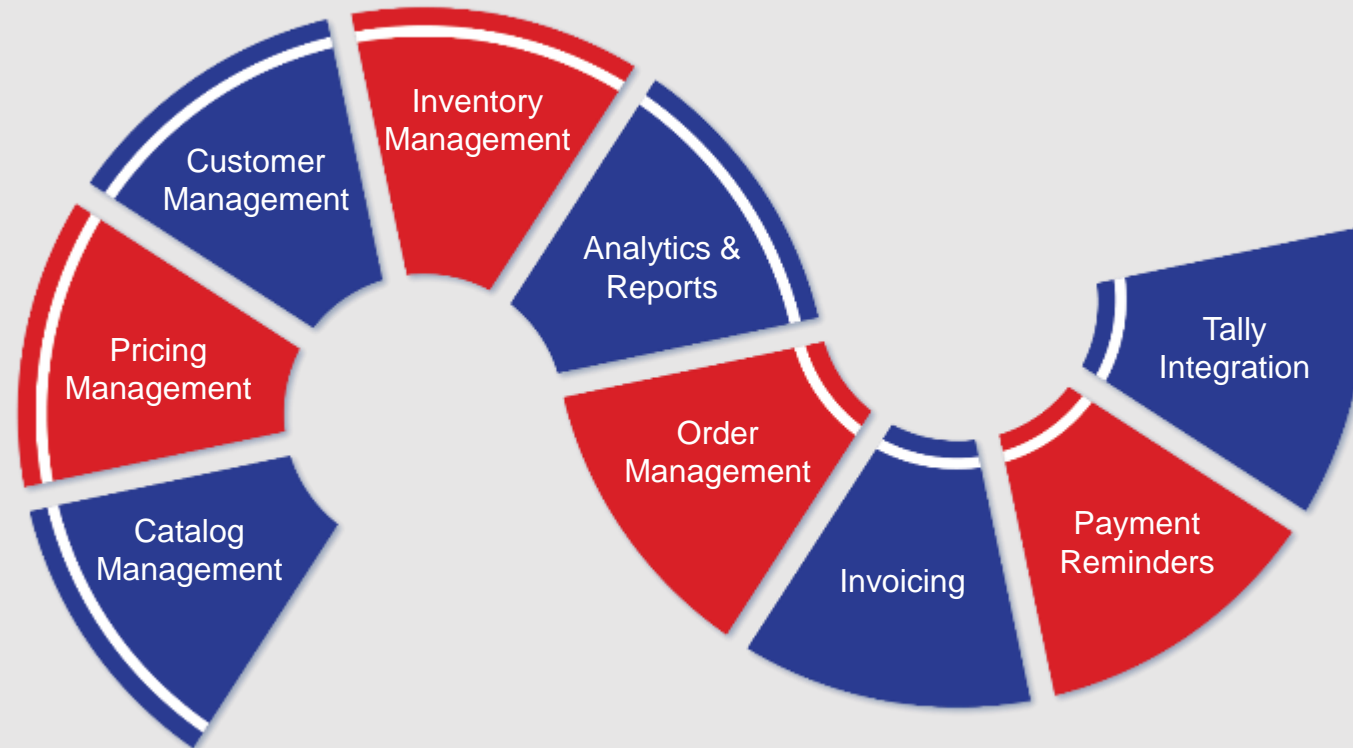


Enables events to create amazing experiences

Tolexo Online Private Limited (Pooraa)

pooraa

Pooraa brings a simple & easy-to-use system that helps manage business better while offering a world-class ordering experience to customers



Simply Vyapar Apps Private Limited



Vyapar, a mobile-based business accounting software for small businesses



Record Expenses



Bank Accounts



Business Status



Data Safety and Security



Receivables and Payable



Track Cash Flow



Business Reports



Regular/Thermal Printer



Delivery Challan



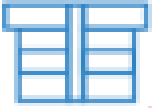

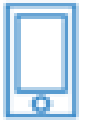





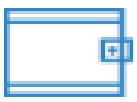




Cheques



GST Invoicing/Billing



Provider of Sales force automation (SFA) and Distributor Management System (DMS) Application

| | | | |
|--|--|---|--|
|  Order Management |  Distributor Management |  Retailer App |  BI & Analytics |
|  Field Force Management |  Claims Management |  Vans Sales Automation |  Retail Execution & Merchandising |
|  Asset Management |  Task/Lead Management |  Service Rep Management |  Attendance Management |
|  Channel Management | | | |



Team



Lathe machine

Senior Management Team



Dinesh Chandra Agarwal

Managing Director and Chief Executive Officer

Education

- Bachelor's degree in Computer Science and Engineering from HBTI, Kanpur University

Industry experience

- Founded IndiaMART
- HCL America, Inc., Centre for Development of Telematics (C-Dot), CMC Limited



Brijesh Agrawal

Whole-time Director

Education

- Master's degree in Management Science from University of Lucknow and a PGDM from New Delhi

Industry experience

- Co-founded IndiaMART
- H N Miebach Logistics India Private Limited



Prateek Chandra

Chief Financial Officer

Education

- Chartered Accountant and a Bachelor's degree from SRCC, Delhi University

Industry experience

- KPMG, Exl, HT Media Limited



Dinesh Gulati

Chief Operating Officer

Education

- Bachelor's degree in Chemical Engineering from Kanpur University and an MBA from FMS, University of Delhi

Industry experience

- Kodak India Limited, Bharti Airtel, Reliance Communications, Indian Express



Amarinder S. Dhaliwal

Chief Product Officer

Education

- Bachelor's degree in Textile Technology from IIT Delhi and a PGDM from IIM, Ahmedabad

Industry experience

- Micromax, BCCL, Times Internet, SBI Capital Markets
- Founded Done by None



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, Times Internet, InnerChef, GSF Accelerator



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, Wonga, ZestMoney



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

3,150 Employees

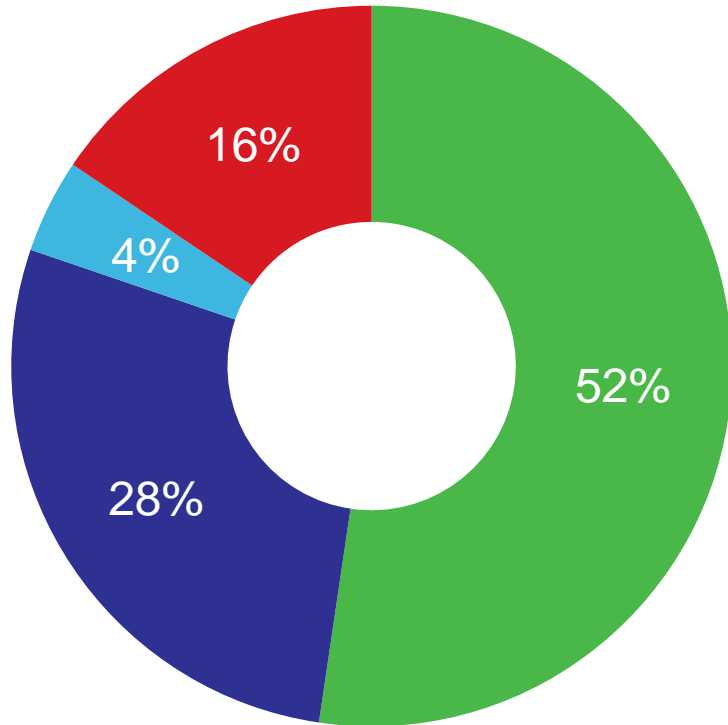
24% Employees with 5+ years

~ 22% Of Our Employees Are Women



Shareholding Pattern

Total Shares Outstanding as on June 30, 2020 - 28,919,820



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

Few of the Foreign Portfolio Investors, Foreign Companies and Mutual Funds holding 1% or more of the total number of shares

- Steadview Capital Mauritius Limited
- Saif India Vi Fii Holdings Limited
- Malabar India Fund Limited
- Kuwait Investment Authority Fund 225
- Westbridge Crossover Fund, LLC
- Amadeus IV DPF Limited
- Accion Frontier Inclusion Mauritius
- Amadeus Eiii Lp
- UTI – Equity Fund





COVID 19 Update



COVID Challenges

Employee Safety

Business Mortality

Business Continuity

Fall in demand



Business Impact

1. Buyer Traffic – Back to normal on an overall basis
2. Monthly Collections from customers – 2/3rd of pre lockdown levels
3. Customer Mortality - 10% till 30th June
4. Expenses- ~15% savings of pre lockdown levels
5. No Employee layoffs



Long Term Opportunities

Accelerated internet adoption

Openness to online and Tele-sales

Make in India push



Our Edge in these testing times

Negative working capital driven by long term subscription

Strong Balance sheet with Cash Reserves

Diversification across Categories & Geographies

Brand Awareness





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

