



IndiaMART InterMESH Ltd.
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October 20, 2022

To,
BSE Limited
(BSE: 542726)

National Stock Exchange of India Limited
(NSE: INDIAMART)

Subject: Investor Presentation on the Audited (Standalone and Consolidated) Financial Results of the Company for the quarter ended September 30, 2022

Dear Sir/Madam,

Pursuant to Regulation 30 of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, please find enclosed herewith Investor Presentation on Audited (Standalone and Consolidated) Financial Results of the Company for the quarter ended September 30, 2022.

The Investor Presentation is also disseminated on the Company's website at <https://investor.indiamart.com/FinancialResultsStatements.aspx>

Please take the above information on record.

Yours faithfully,

For IndiaMART InterMESH Limited

(Manoj Bhargava)
Group General Counsel,
Company Secretary & Compliance Officer
Membership No: F5164

Encl: As above

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Safe Harbour

Lithium Battery

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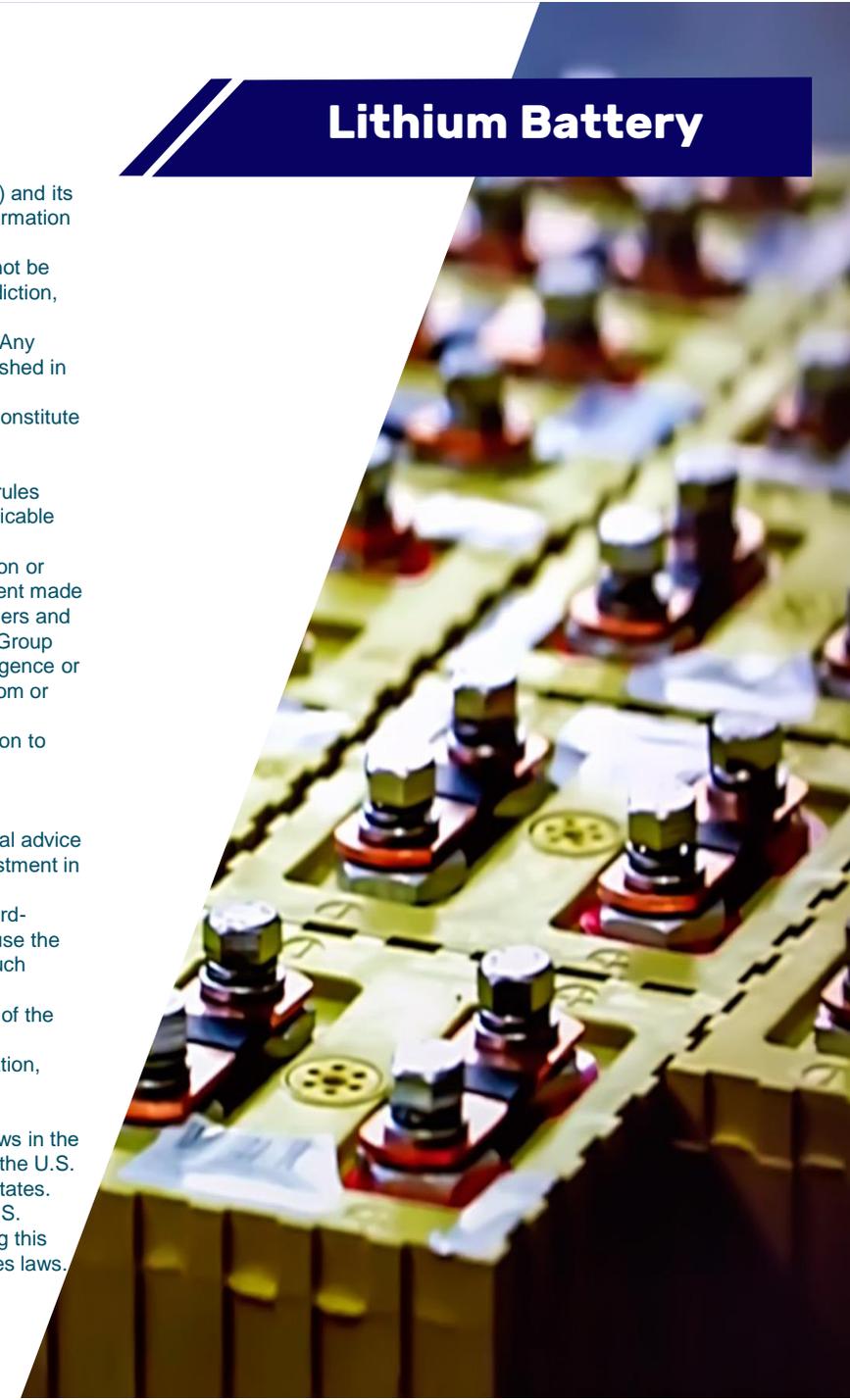
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Business Overview



Traditional Marketplace to Online Marketplace

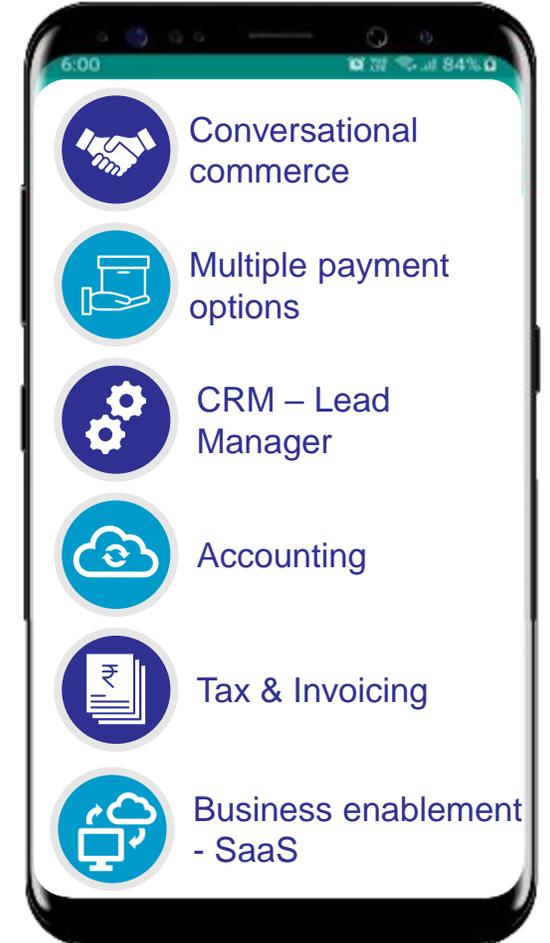
Offline Discovery



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



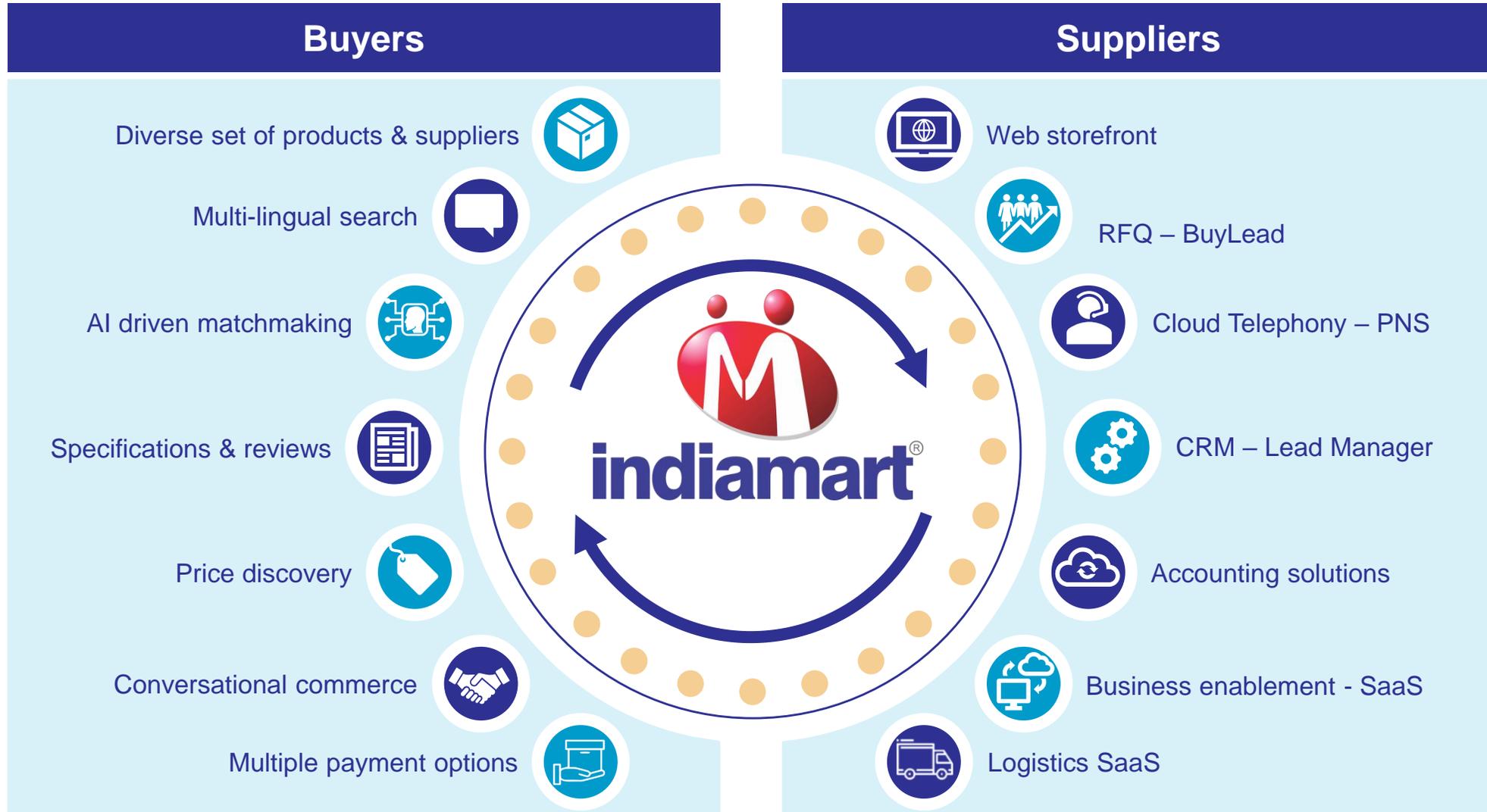
Strong network effects



Subscription based revenue model with negative working capital



Services that Empower Businesses



Well Diversified Across 95,000 Categories



Industrial Plants, Machinery & Equipment
8%

Construction & Building Raw Material
6%

Packaging Material, Supplies & Machines
6%

Consumer Electronics & Household Appliances
6%

Electrical Equipment and Supplies
6%

Construction Machinery, Building Supplies & Services
4%

Apparel, Clothing & Garments
5%

Industrial & Engineering Products, Spares and Supplies
5%



Mechanical Components & Parts
4%

Vegetables, Fruits, Grains, Dairy & Other FMCG & Groceries
3%

Operation Theater, Medical Imaging & Pathology & Hospital Supplies
3%

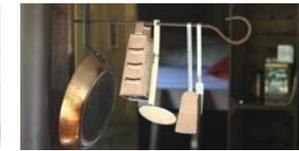
Chemicals, Dyes & Allied Products
3%

Housewares, Home Appliances, Household Decorations & Consumables
3%

Furniture, Furniture Supplies & Furniture Hardware
3%

Fertilizers, Seeds, Agro Machines, Poultry & Animal Husbandry
2%

Cosmetics, Toiletries & Personal Care Products
2%



Scientific, Measuring, Laboratory Instruments & Supplies
2%

Kitchen Containers, Utensils, Stove, Cookware, Tableware & Food Choppers
2%

Automobiles, Spare Parts and Accessories
2%

Pharmaceutical Drugs, Medicines, Vitamins & Other Healthcare Products
2%

Tools, Machine Tools, Power Tools & Hand Tools
2%

Gifts, Crafts, Antiques & Handmade Decoratives
1%

Electronics Components and Supplies
1%

Sports Goods, Games, Toys & Accessories
1%

Note: Figures have been rounded off;

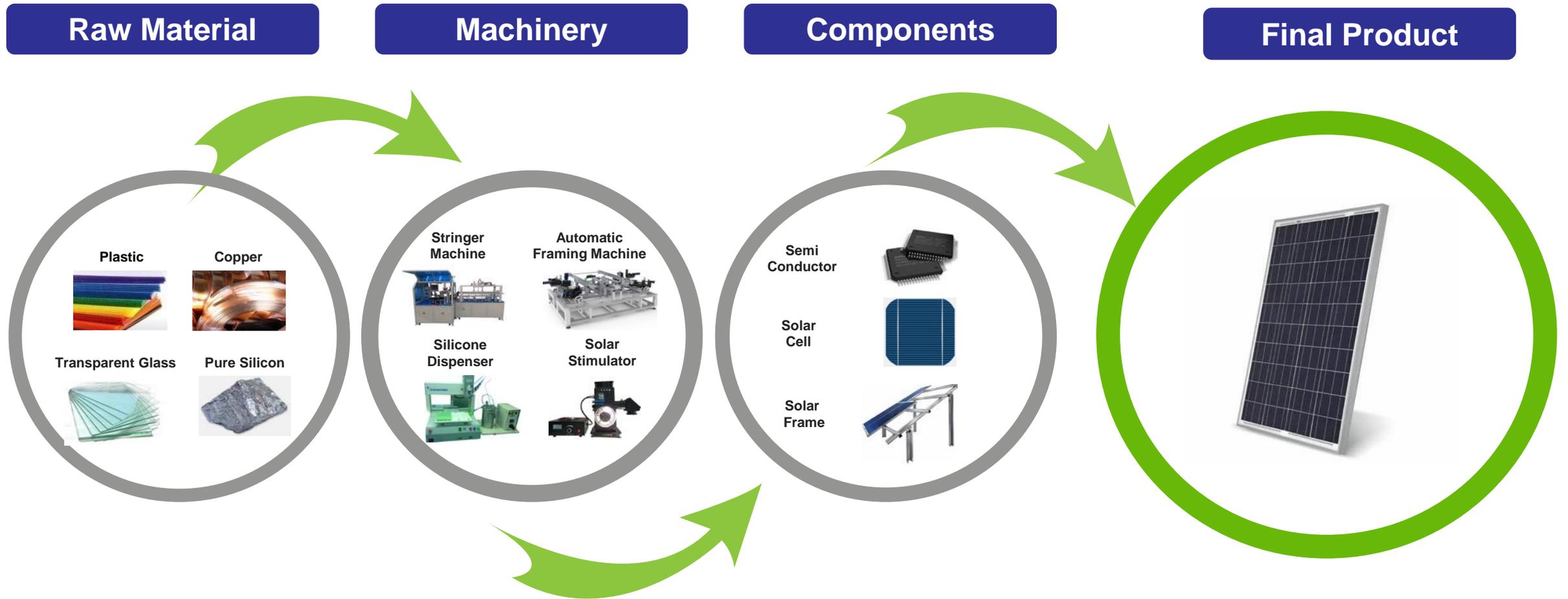
56 Industries

87 Mn Products

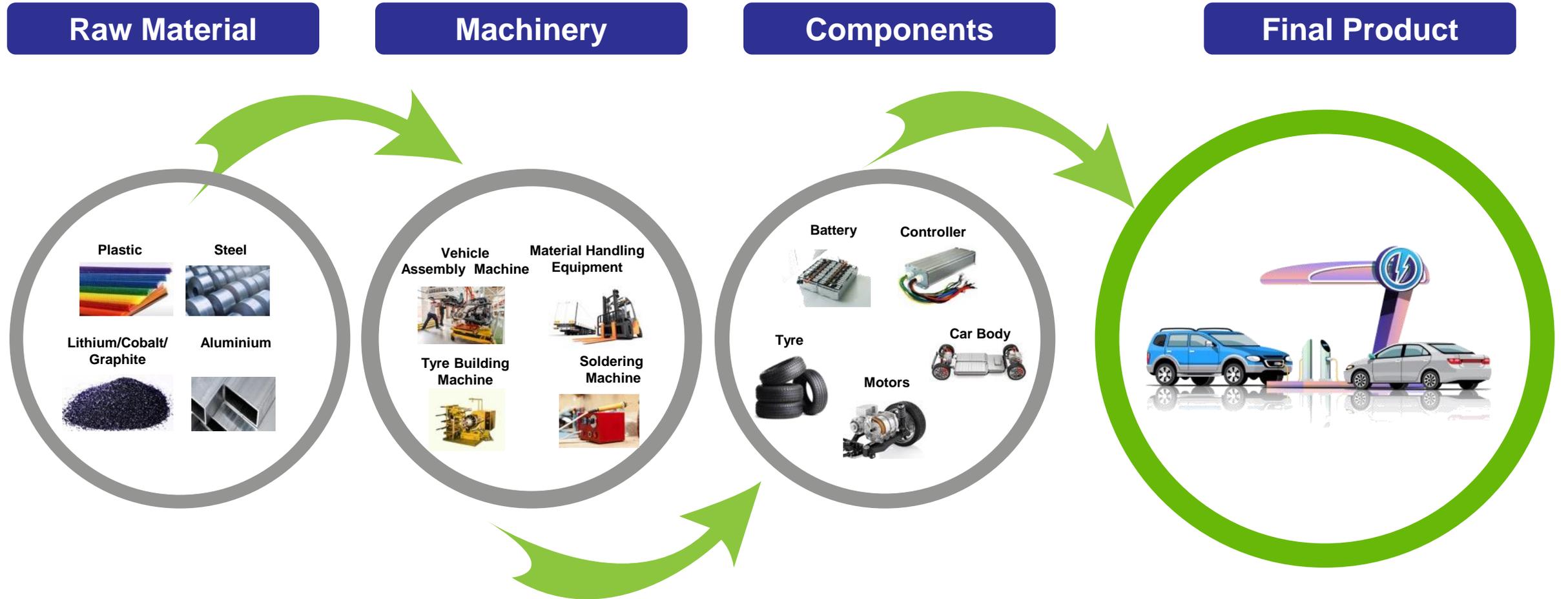
*% of total paying subscription suppliers, as on September 30, 2022



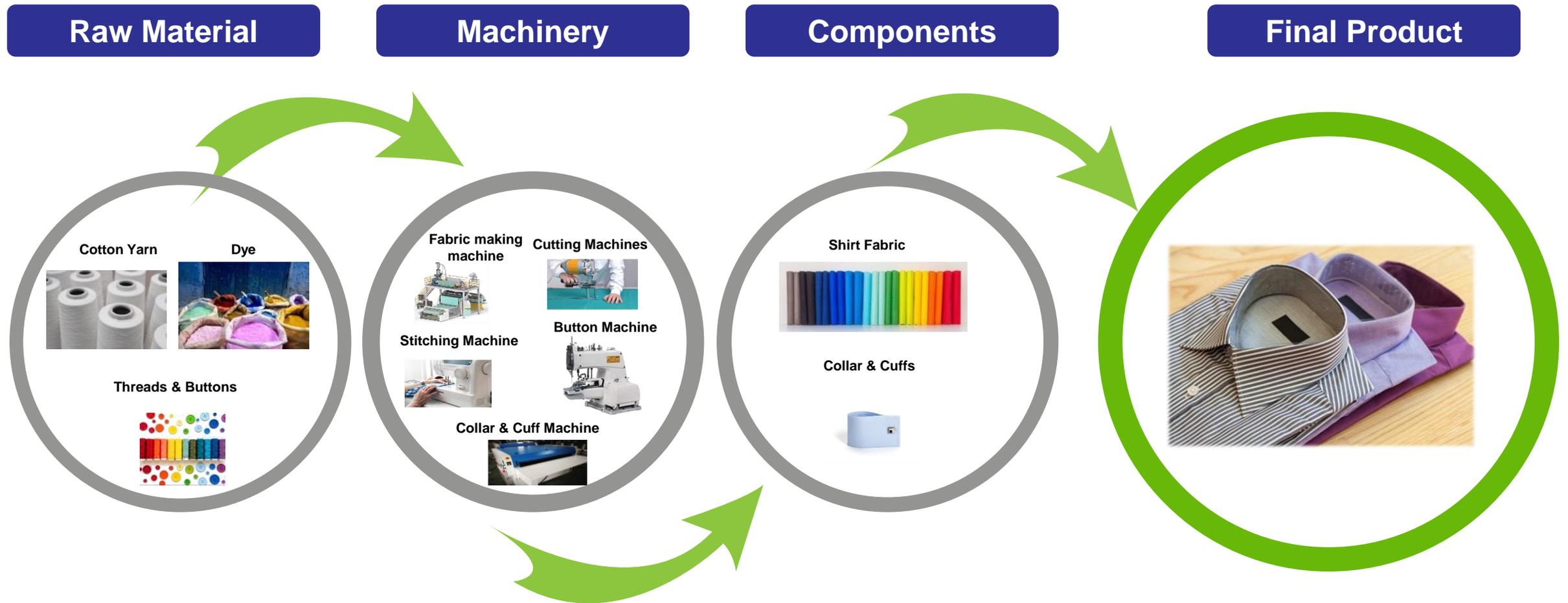
End-To-End Value Chain Discovery – Solar Panel



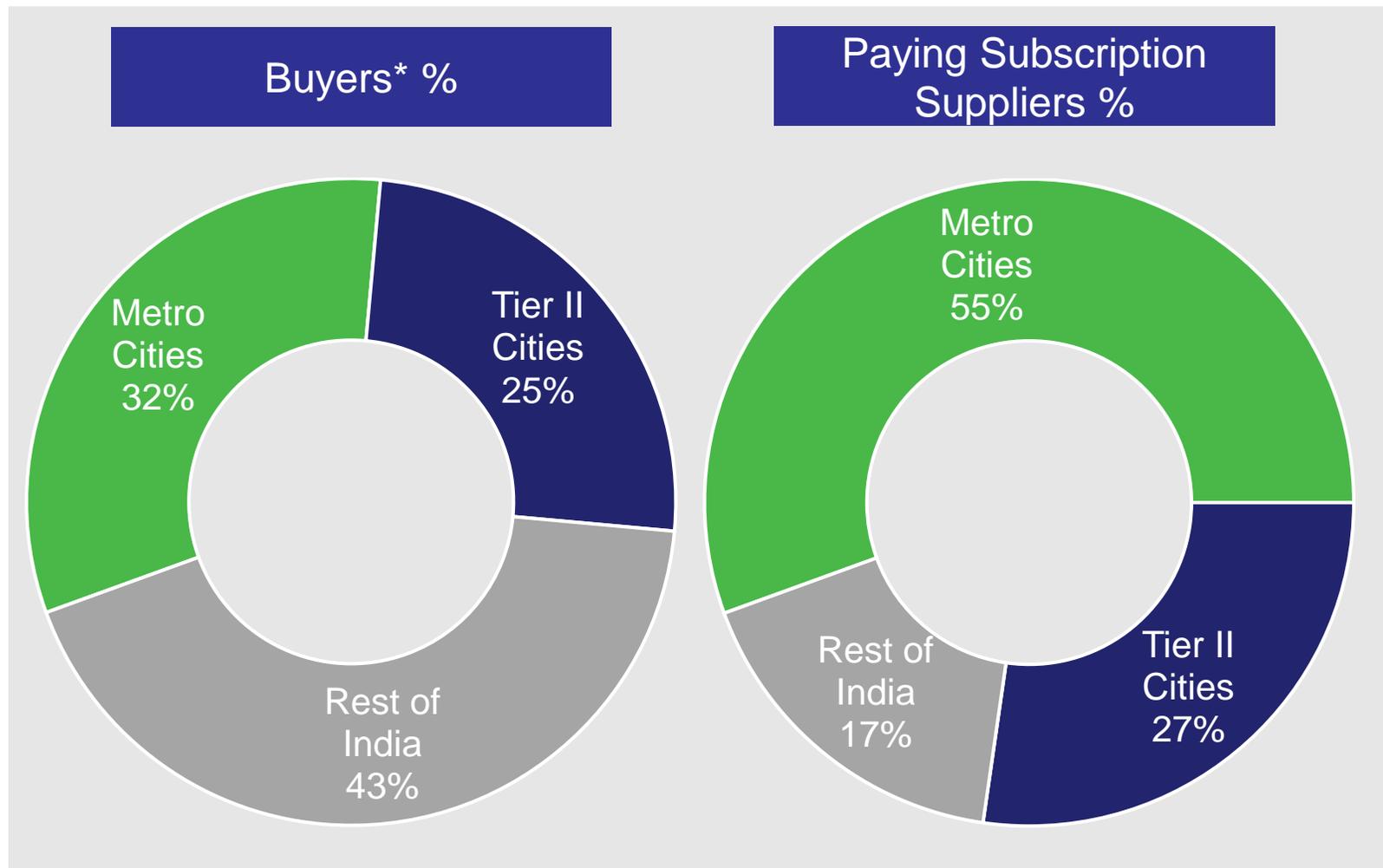
End-To-End Value Chain Discovery - Electric Car



End-To-End Value Chain Discovery - Shirts



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 (~4,000)

Population <500,000

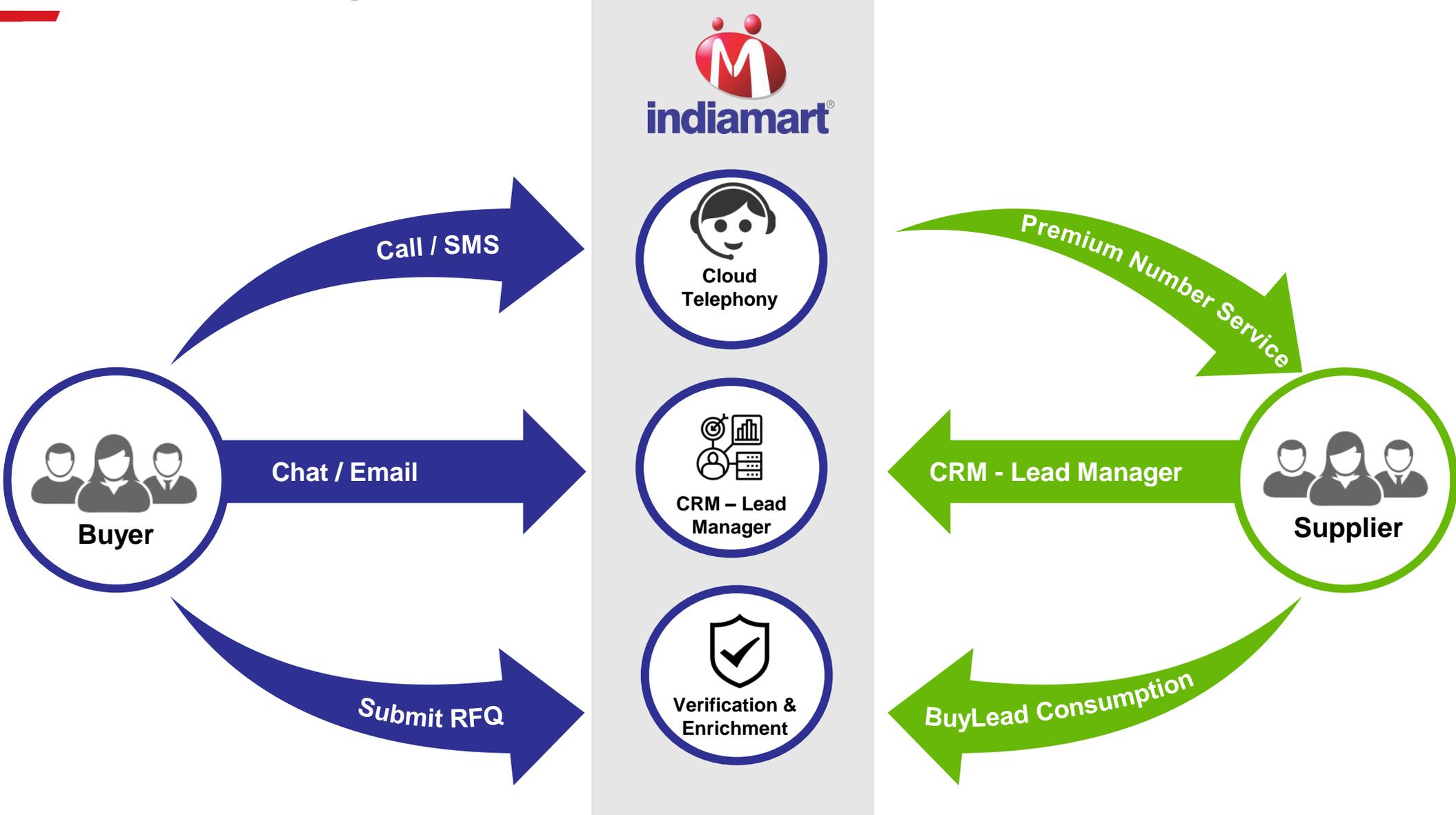
Notes:

- 1. As on March 31, 2022; Figures have been rounded off
- 2. Population as per 2011 census

* Basis aggregate buyers who have submitted enquiries during the last 5 years



2-way Discovery Marketplace



Cloud Telephony – Premium Number Service



Buyers

- Instant connect
- Call responsiveness
- Call back from suppliers



Suppliers

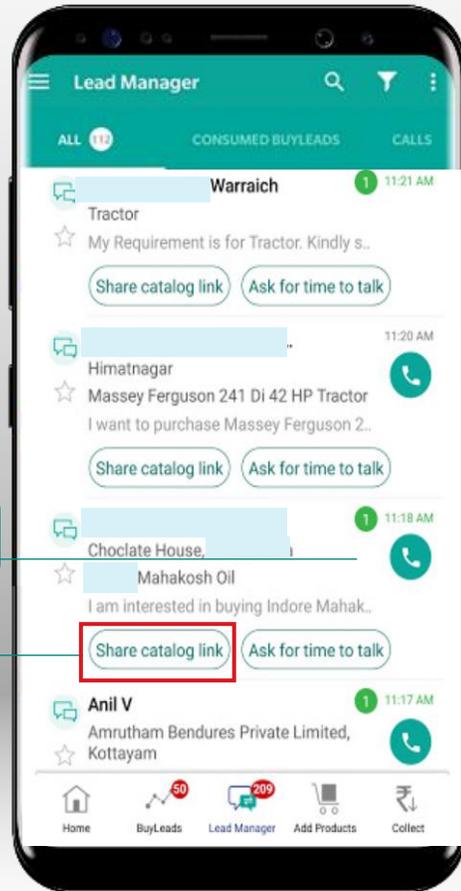
- Missed call notification
- Buyer profile
- No unsolicited calls

Helps Measure ROI and Responsiveness



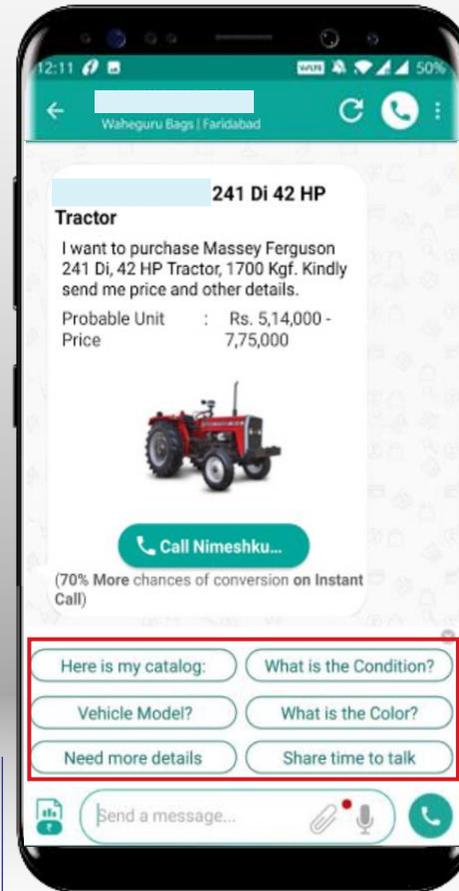
CRM – Lead Manager & Conversational Commerce

~86mn Replies* and Callbacks** during Q2 FY23

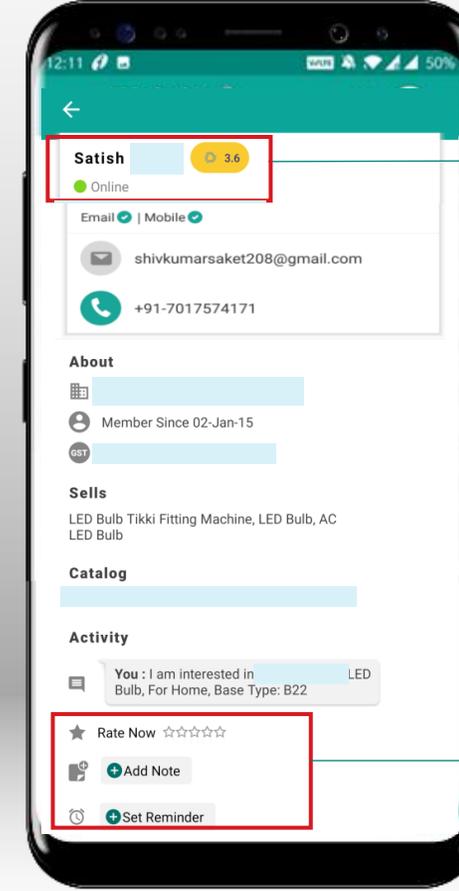


Direct Buyer Callback

Share Link



AI-based Smart Reply



Reviews & Ratings

Call Option & Alerts

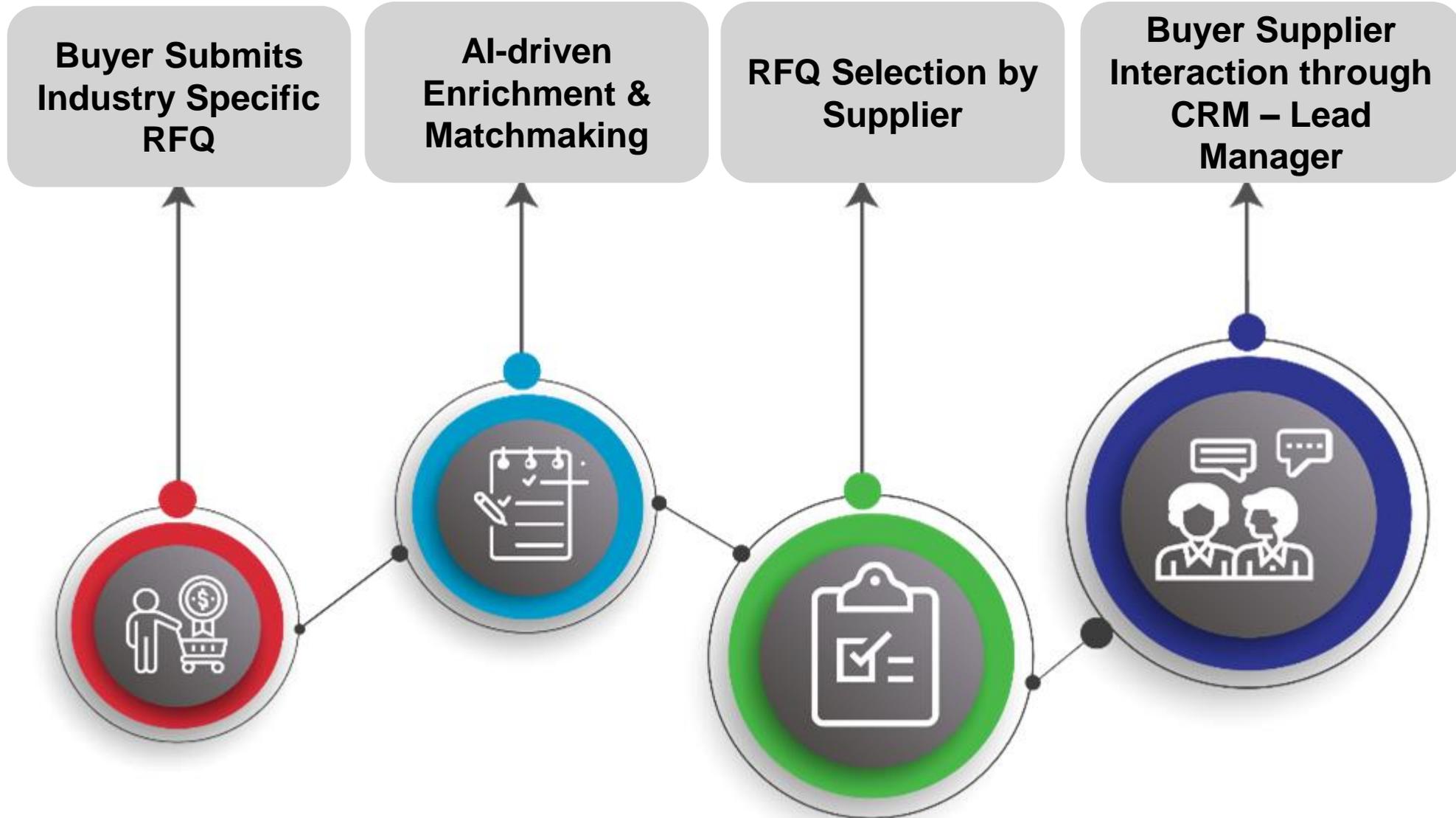
Add Notes, Set Reminders

* Total Replies via desktop, Mobile site, Email and App

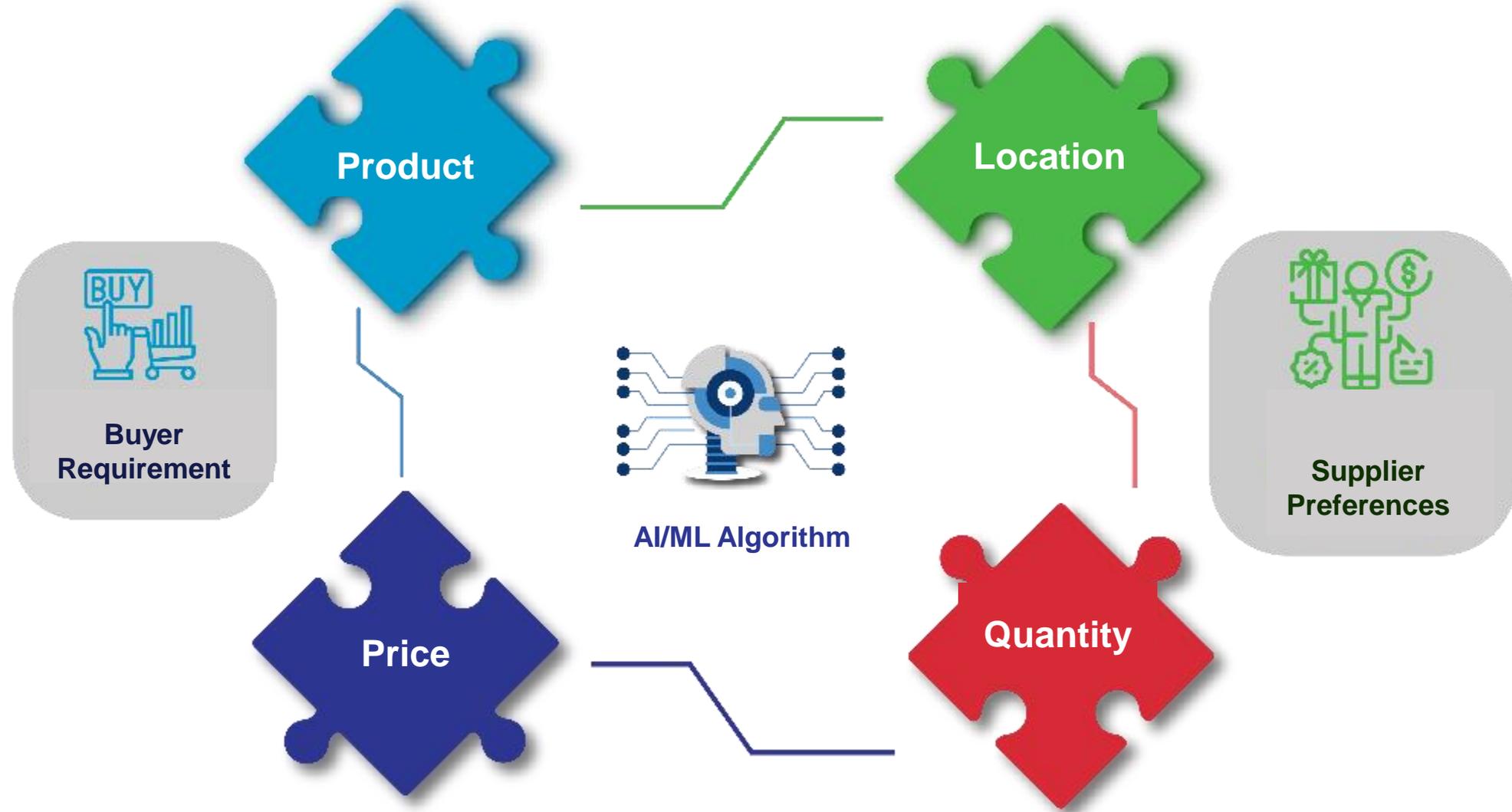
** Total Callbacks via Mobile site and App



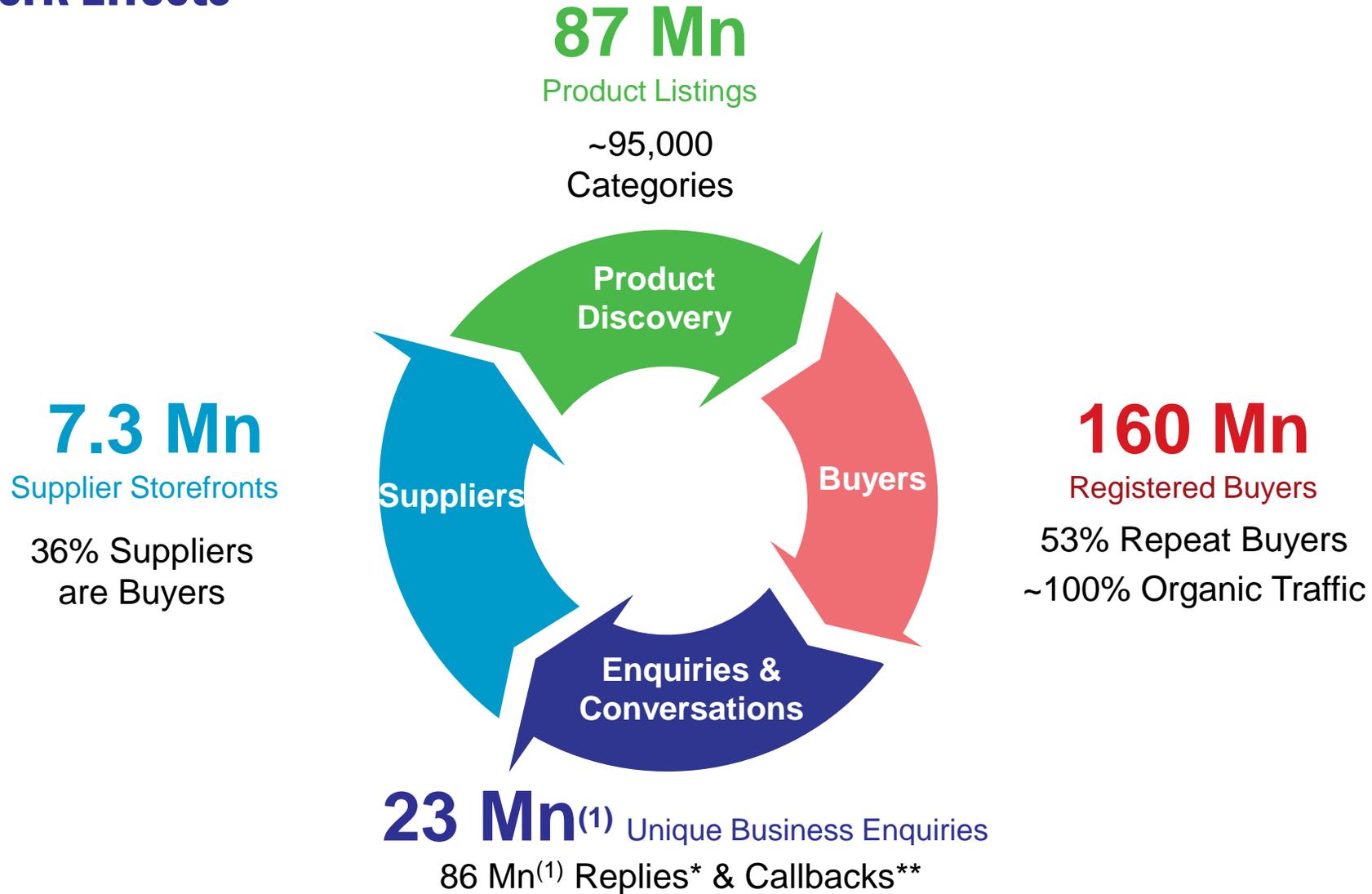
How RFQ / BuyLead Works



Behavioral Data Driven Algorithmic Matchmaking



Strong Network Effects



Note: Figures as of Sept 30, 2022; Figures have been rounded off

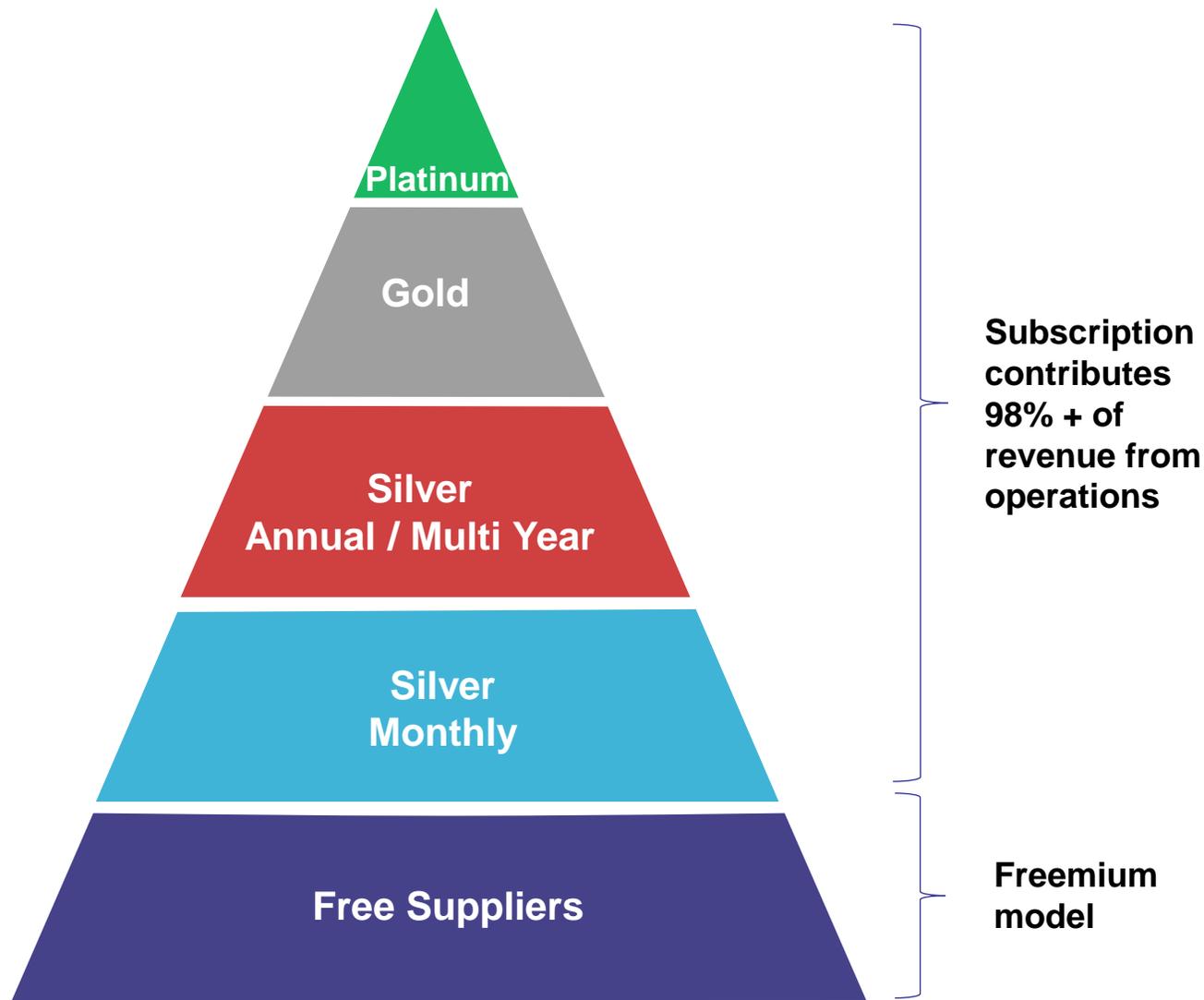
(1). Figures for Q2 FY23

*Replies via desktop, Mobile site, Email and App

** Callbacks via Mobile site and App only



ROI-driven, Subscription Based Revenue Model



Key Offerings



Web Storefront



Cloud Telephony - PNS



Priority Listing



RFQ Selection Credits - BuyLead



CRM - Lead Manager



Online Payment



Buyer Profile



Subscription Tier Wise RFQ Quota

Top 1% contributes
~ 18% of revenue
(ARPU* ~ Rs. 877K)

Top 10% contributes
~ 47% of revenue
(ARPU* ~ Rs. 229K)



Daily RFQ Quota

Weekly RFQ Quota

3 – 4

50 – 100

2

20 – 30



1

10

1

7



*ARPU represents Revenue from operations for the current quarter divided by Paying subscription suppliers at period end and the same has been multiplied by 4 to represent annualised run-rate

Nationwide Sales and Service Coverage



Strong presence across the length and breadth of the country



Reach to 1,000+ cities



Field, Tele and Online Sales



~3,000 Own Sales Supervision & Client Servicing team (Renewal & Upsell)



100+ Channel Sales Partners

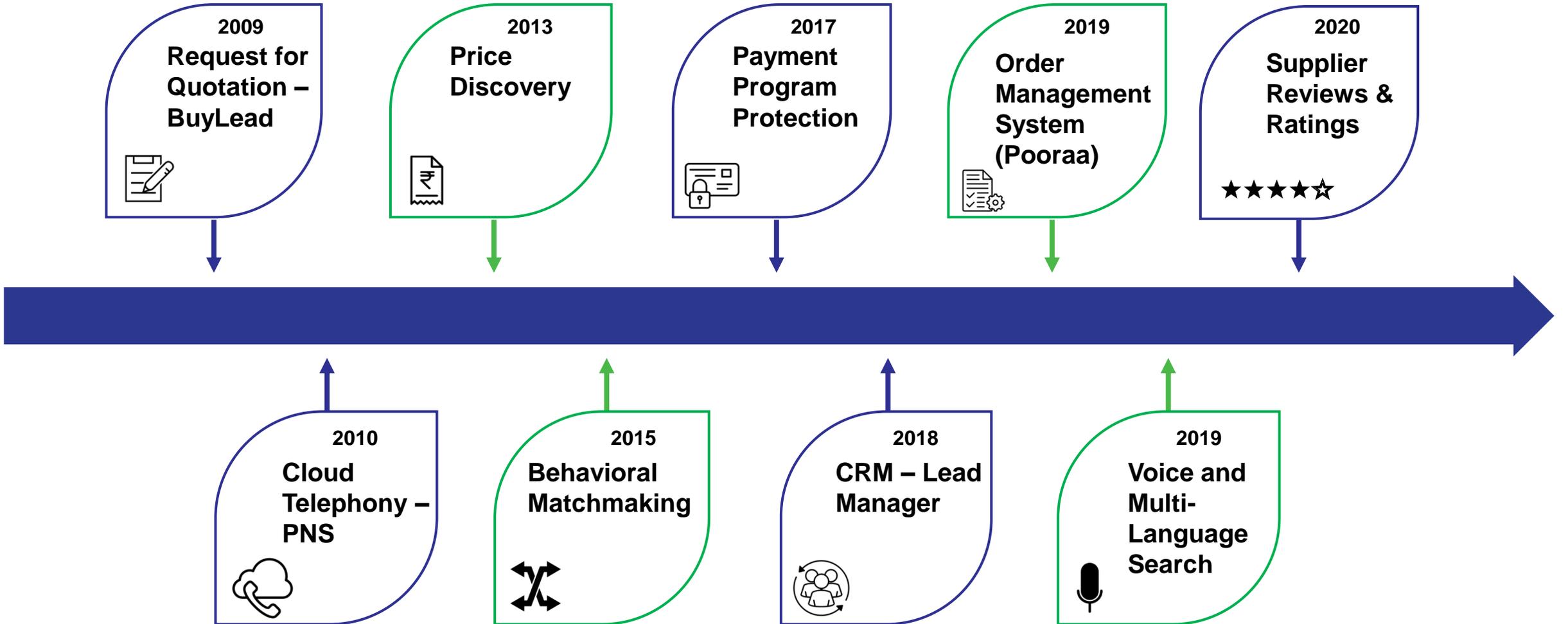
Note: Figures as of Sep 30th, 2022



Note: Map not to scale

IndiaMART InterMESH Ltd

Constant Innovation and Technology Focus



Key Competitive Strengths

BRAND AND NETWORK EFFECT

- ~100% organic search
- 53% repeat buyers
- 36% suppliers are buyers
- 4.7 play store rating
- ~86mn⁽¹⁾ replies & callbacks

PROPRIETARY SUPPLIER BEHAVIORAL DATA

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

DETAILED CATALOGUE WITH PRICING

- 87 mn listed products
- Product specifications
- Pricing, photos & videos
- Review and ratings

PRESENCE IN A HIGHLY FRAGMENTED MARKET

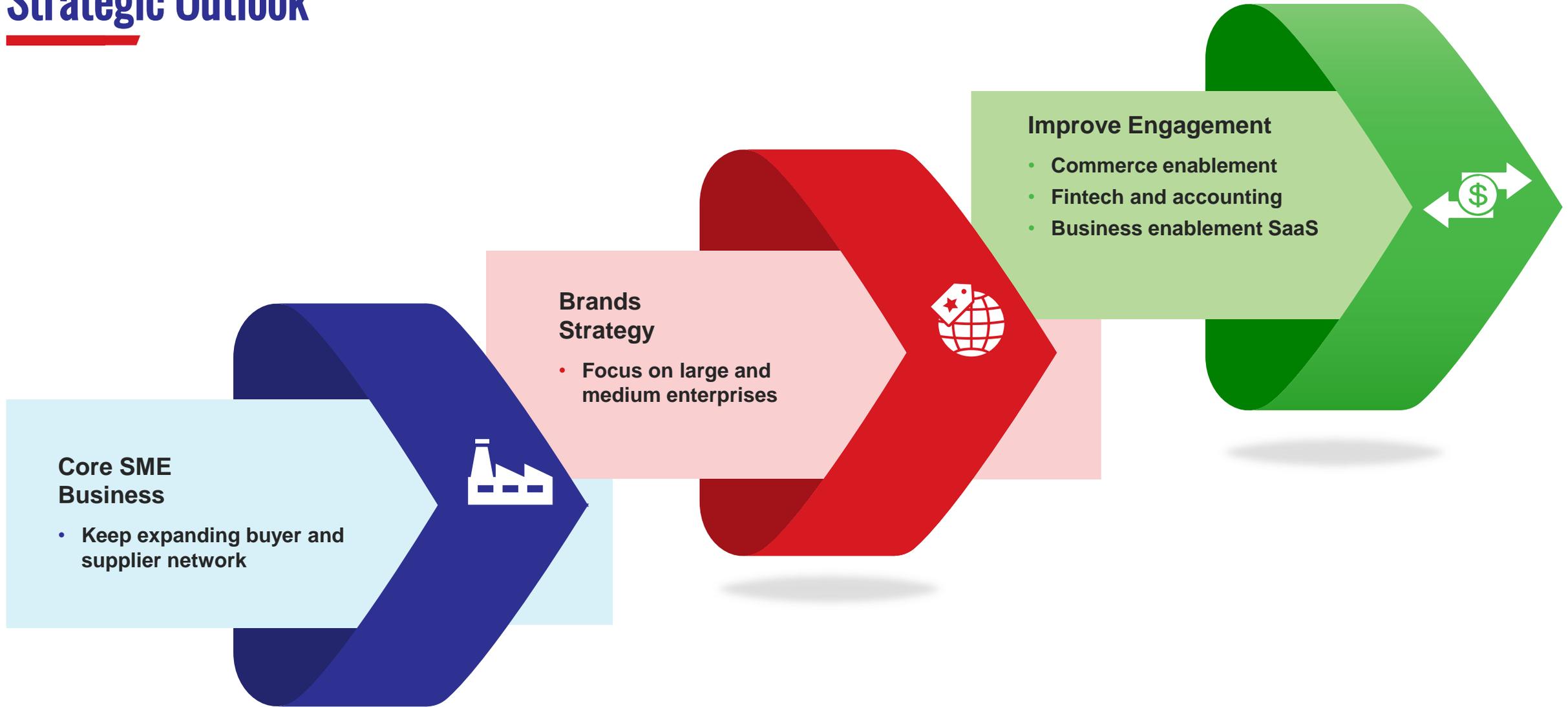
- 7.3 mn suppliers
- Widespread reach
- Multi-channel sales and service



Note: Figures as of Sept 2022 , Figures have been rounded off
(1) Total replies & callbacks for Q2 FY23



Strategic Outlook



Enterprise Solutions – Partnering Across a Wide Spectrum



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IndiaMART InterMESH Ltd

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



Accounting – Strategic Fit for IndiaMART

- Business Necessity
- High Customer Stickiness
- Large and Growing Market
- Subscription based Revenue Model

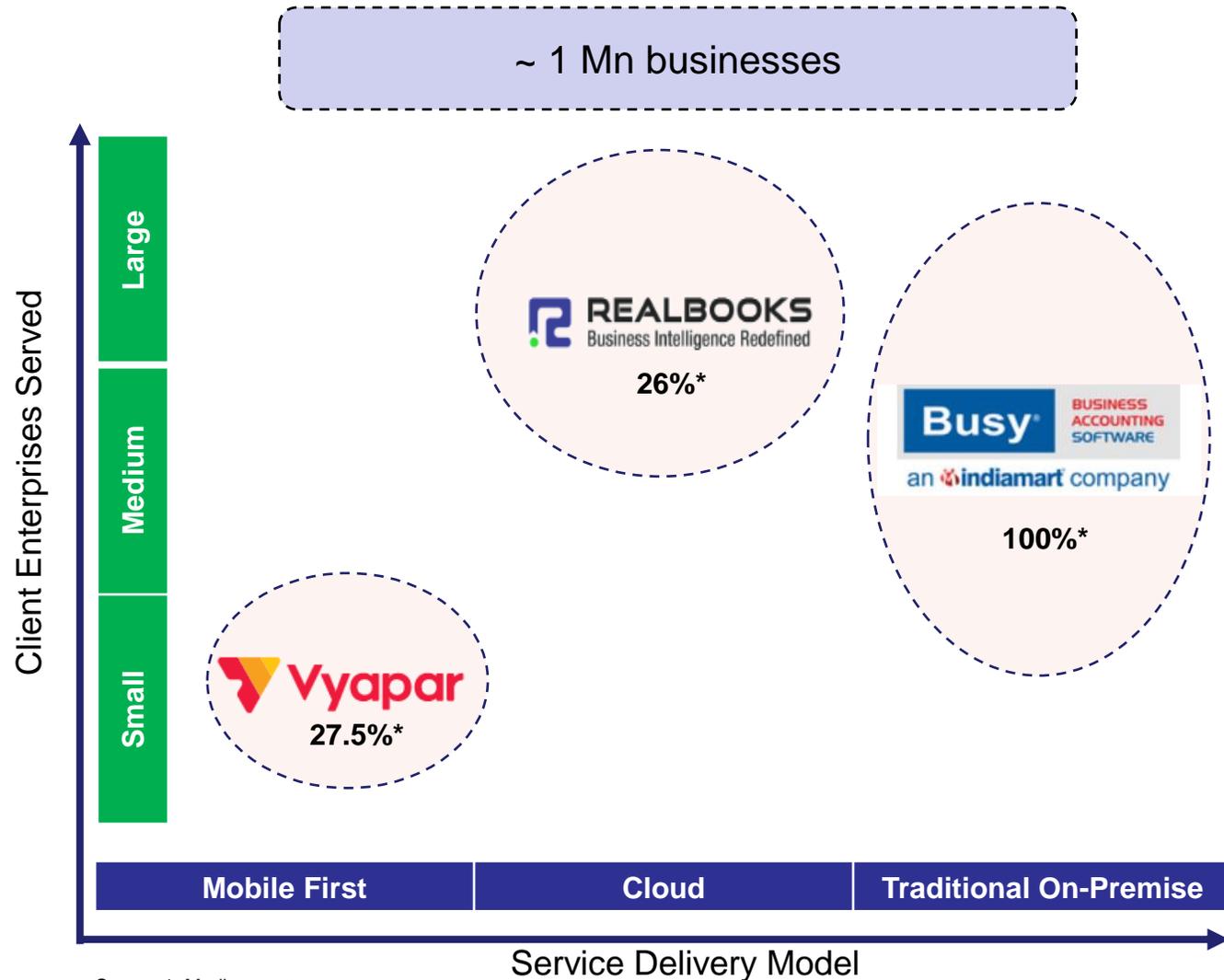
~ Rs. 650 crores invested in Accounting space



■ Represents opportunities available for IndiaMART



Investments in Accounting

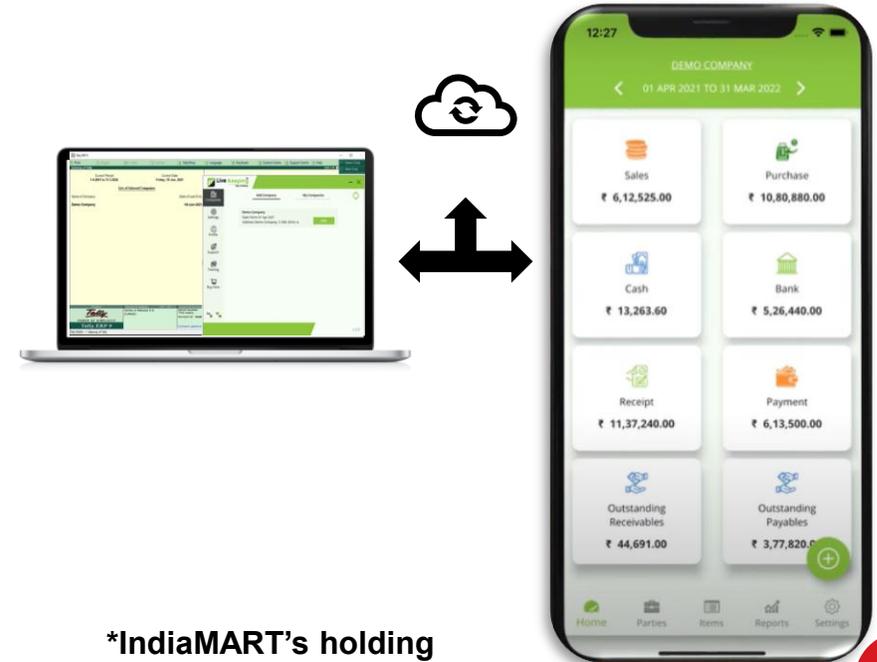


~ 6 Mn¹ businesses on Tally



Provide mobile and cloud functionality to Tally users

51.1%*

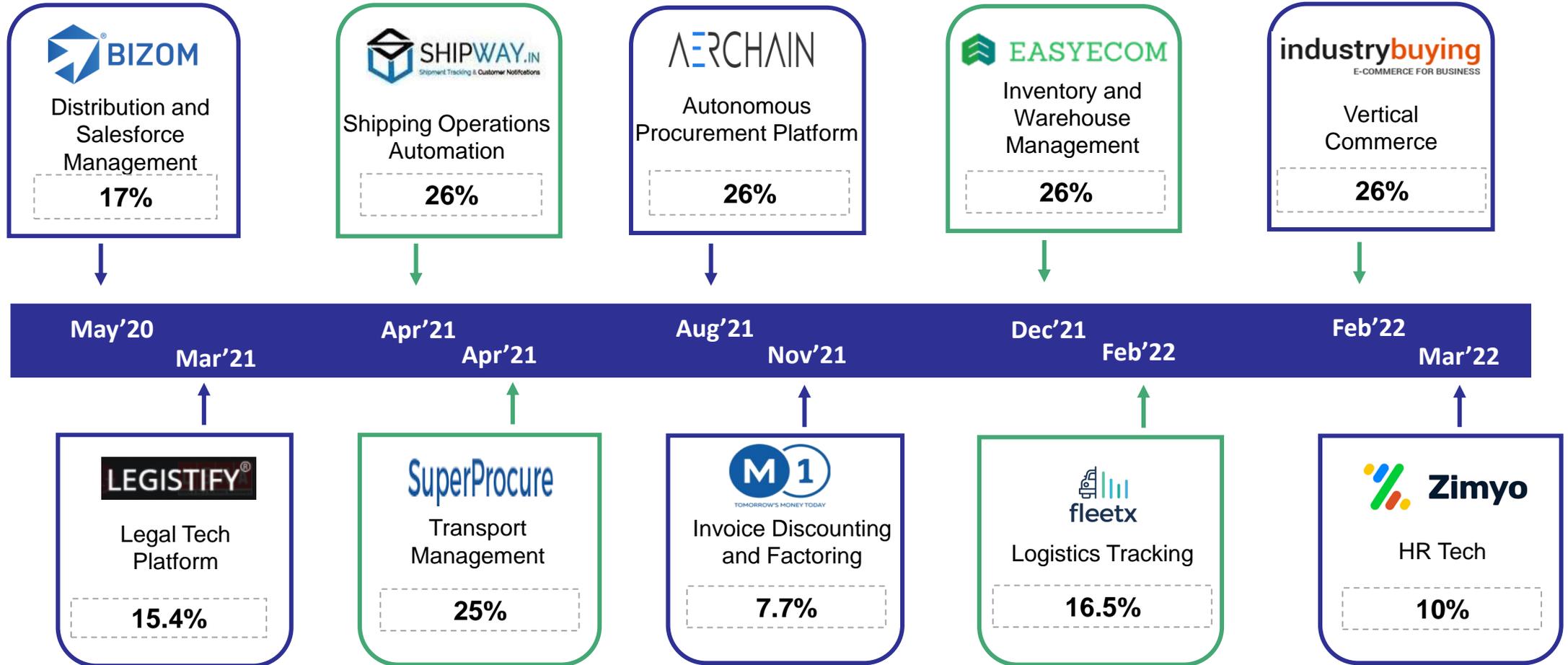


*IndiaMART's holding

Source 1: Media reports
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Other Strategic Investments



Holding





Waste Recycling Plant

Operational Performance (Standalone)

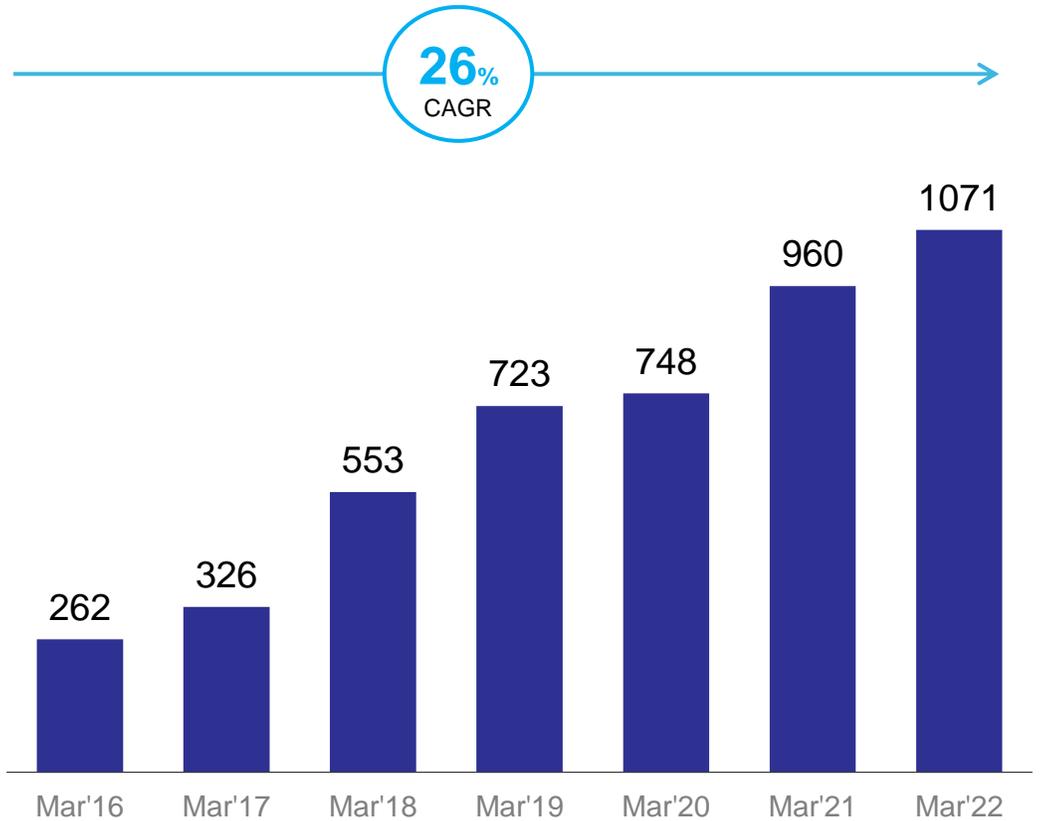


IndiaMART InterMESH Ltd

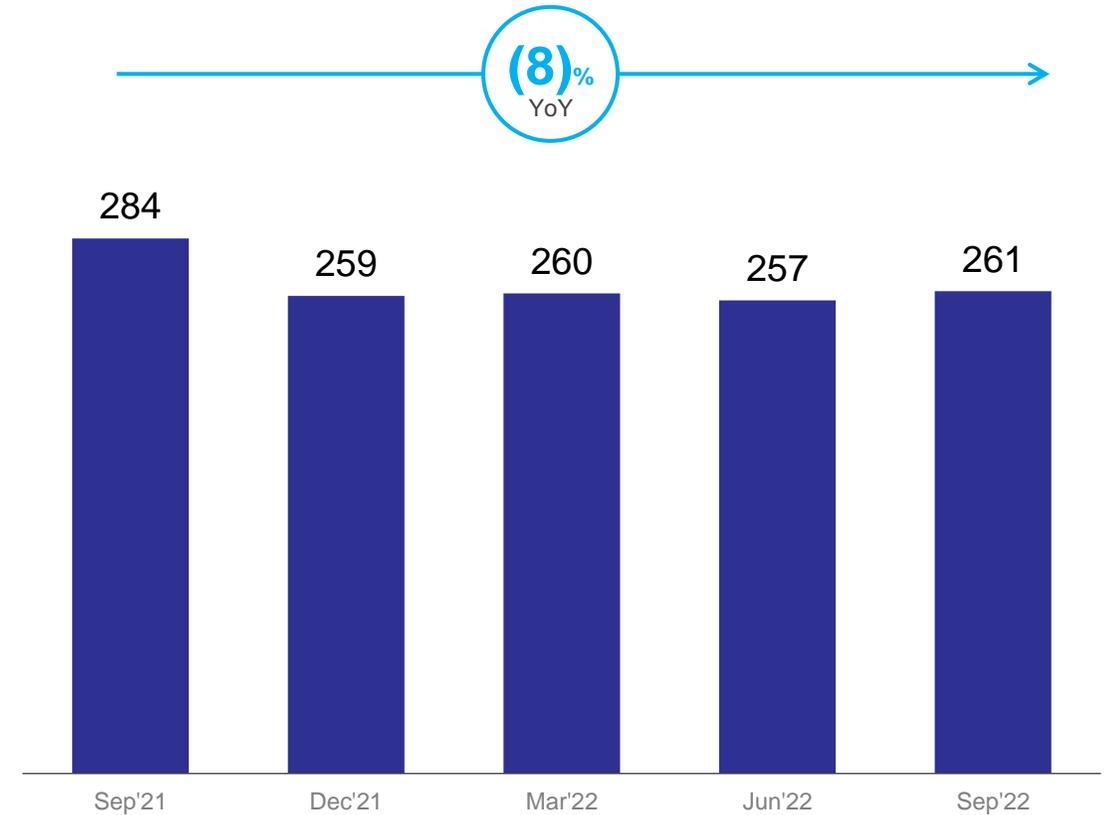
Traffic

(Figures in Millions)

Yearly trends



Quarterly trends



~80% of traffic is through mobile

Note:

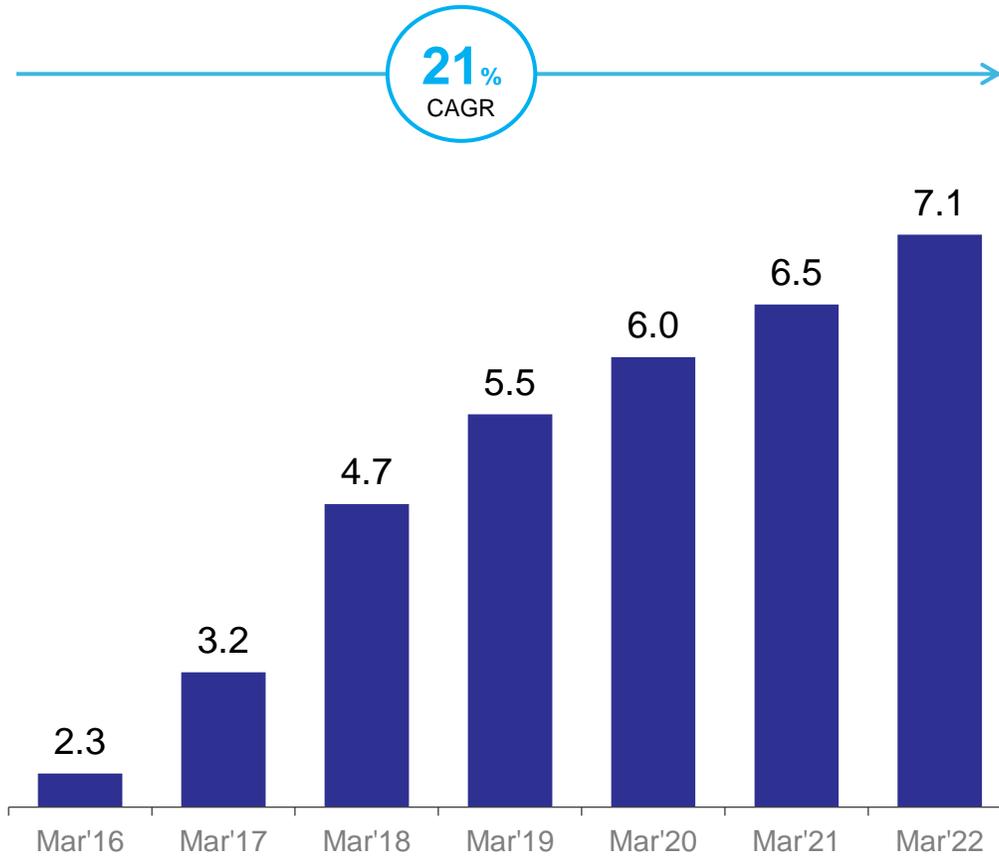
- 1) Traffic is defined as the number of visits on the desktop website, mobile website and mobile app of the company
- 2) Figures have been rounded off



Indian Supplier Storefronts

(Figures in Millions)

Yearly trends



Quarterly trends



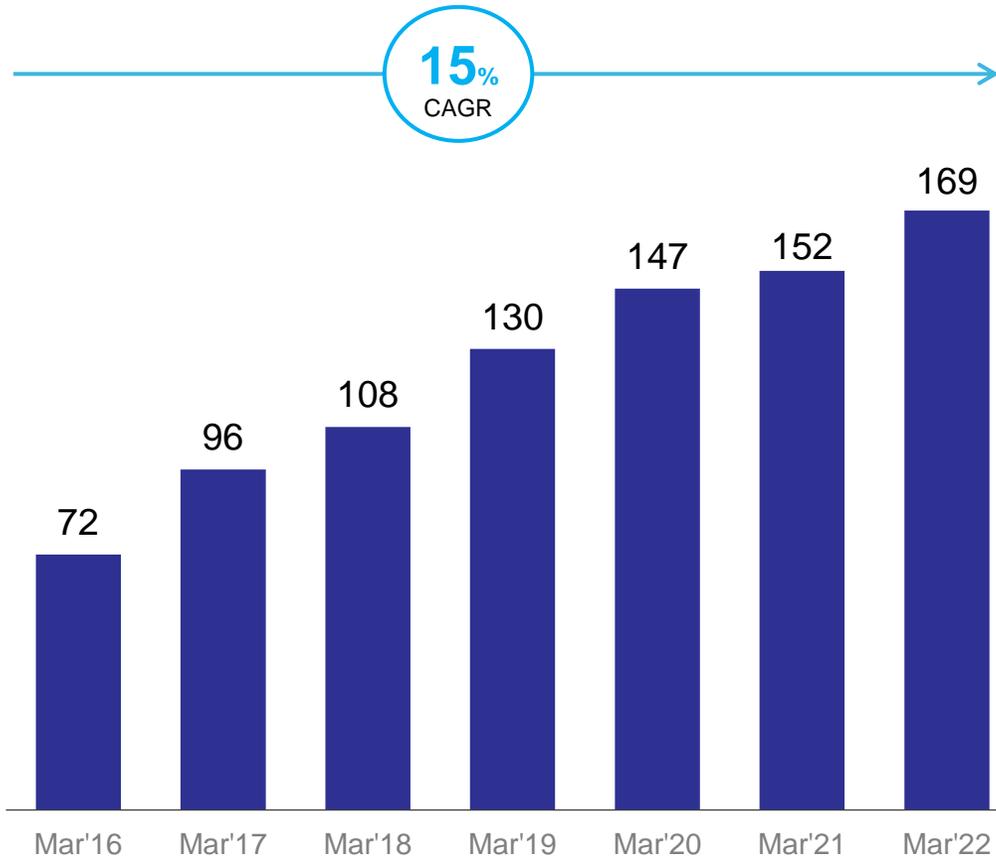
Figures have been rounded off

IndiaMART InterMESH Ltd

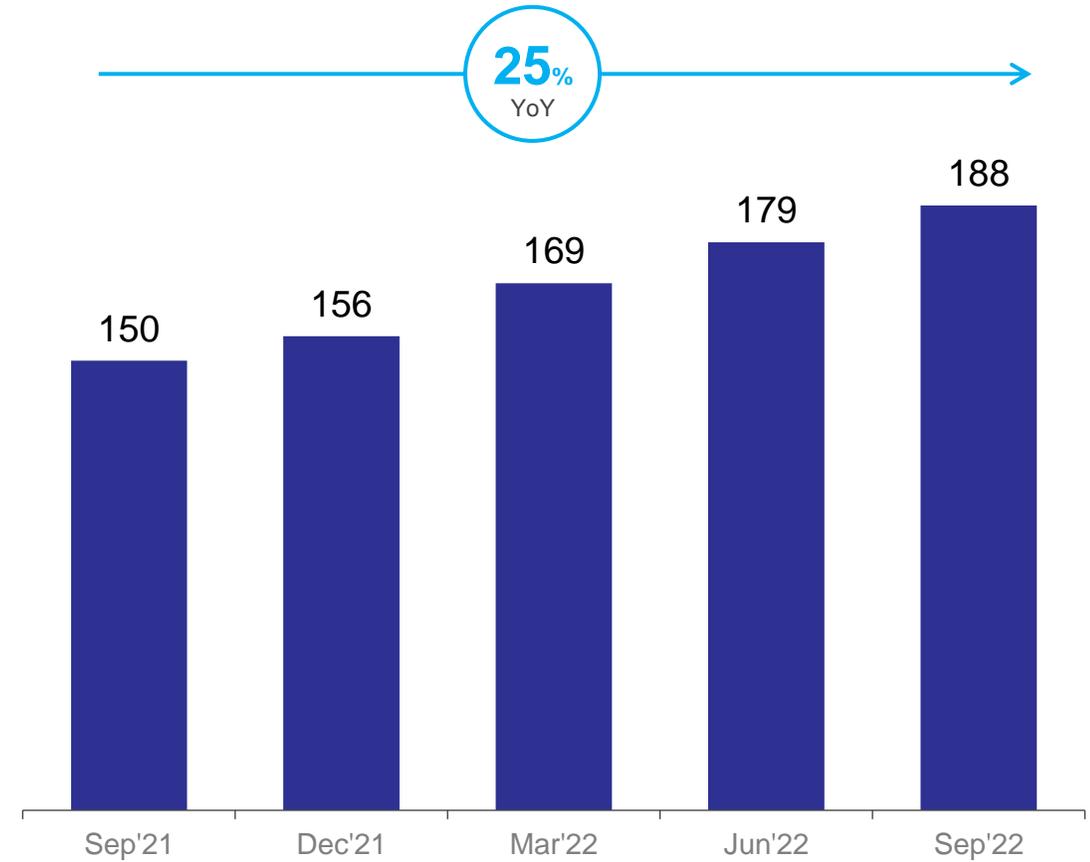
Paying Subscription Suppliers

(Figures in Thousands)

Yearly trends



Quarterly trends



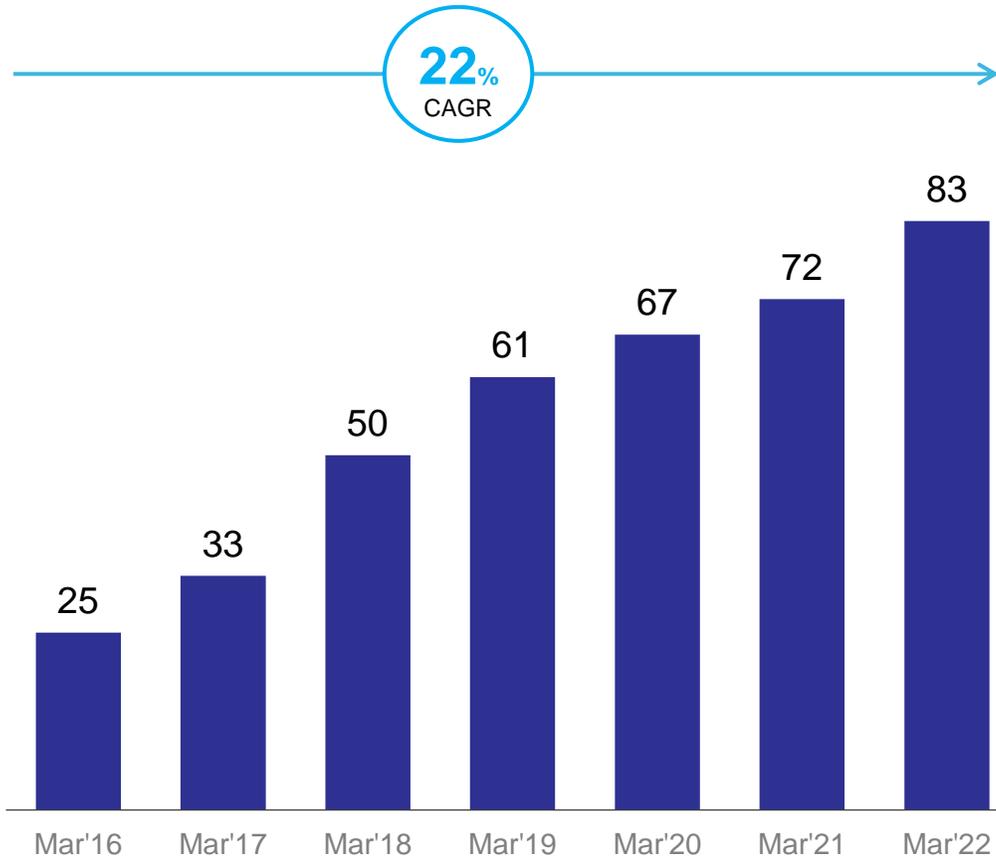
Figures have been rounded off

IndiaMART InterMESH Ltd

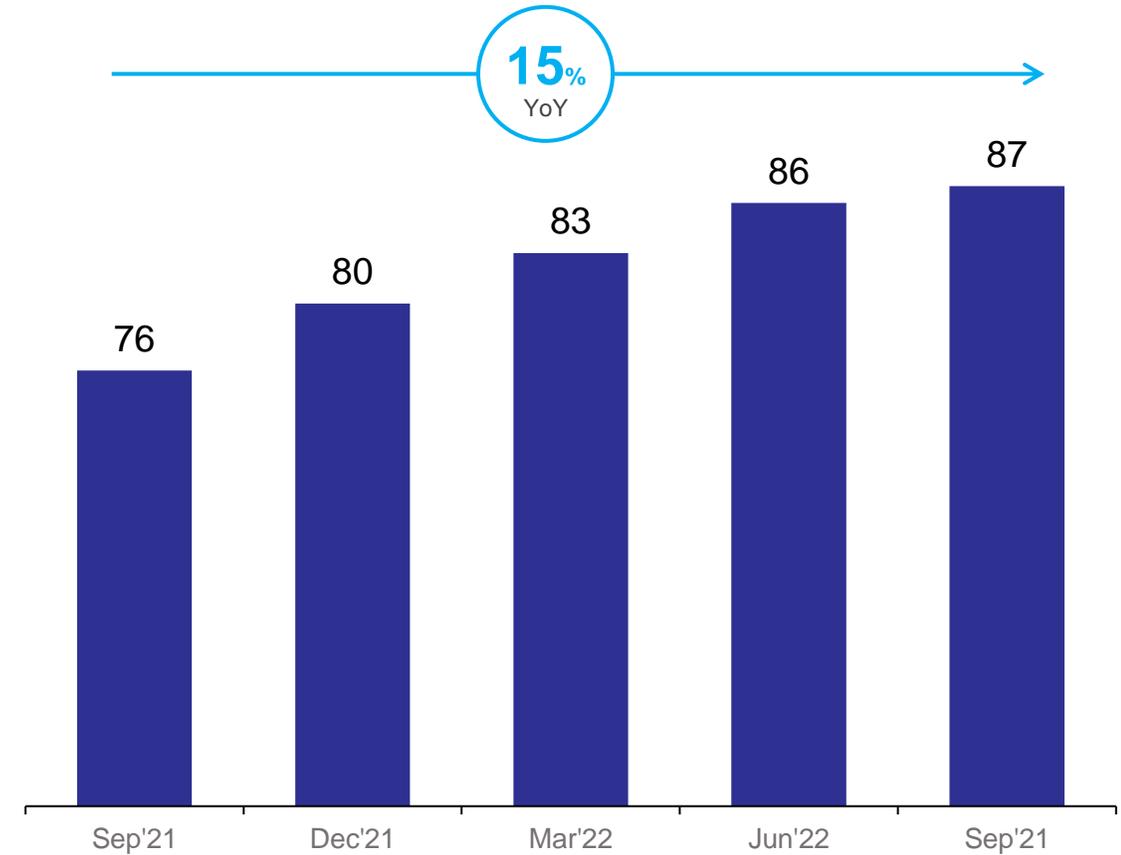
Total Products Live

(Figures in Millions)

Yearly trends



Quarterly trends



Figures have been rounded off

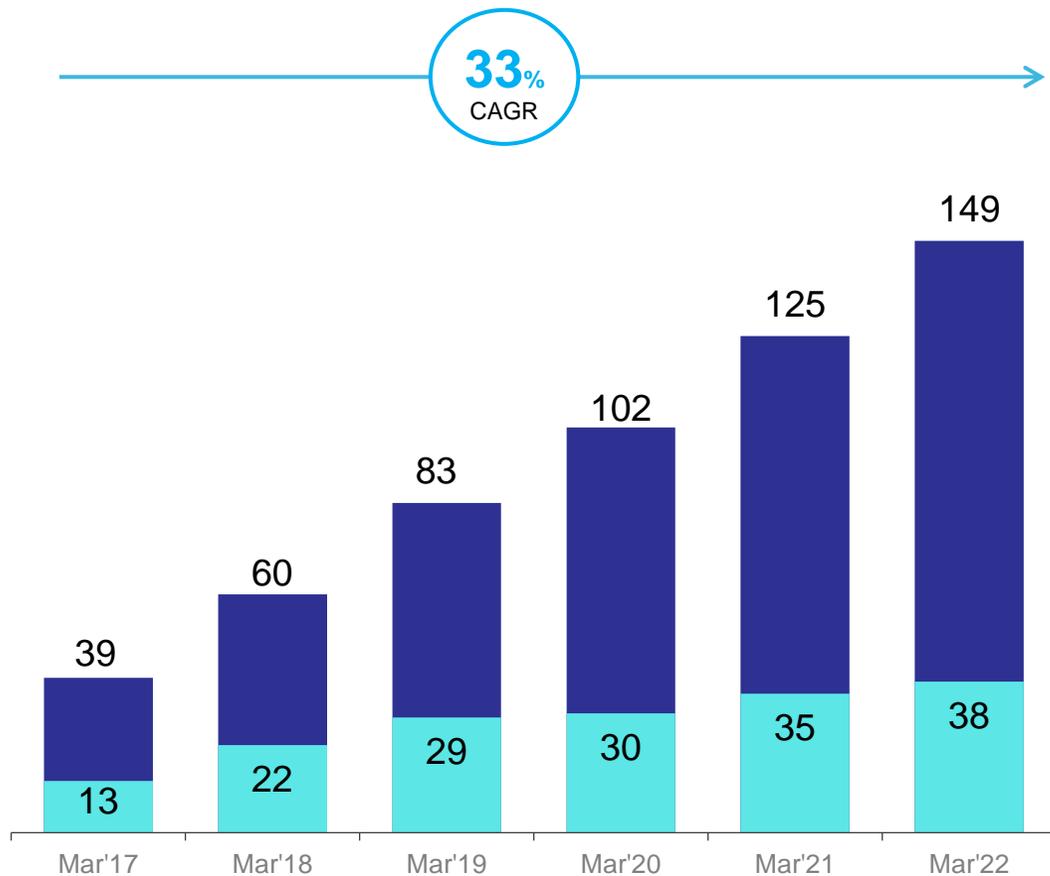
IndiaMART InterMESH Ltd

Registered Buyers

(Figures in Millions)

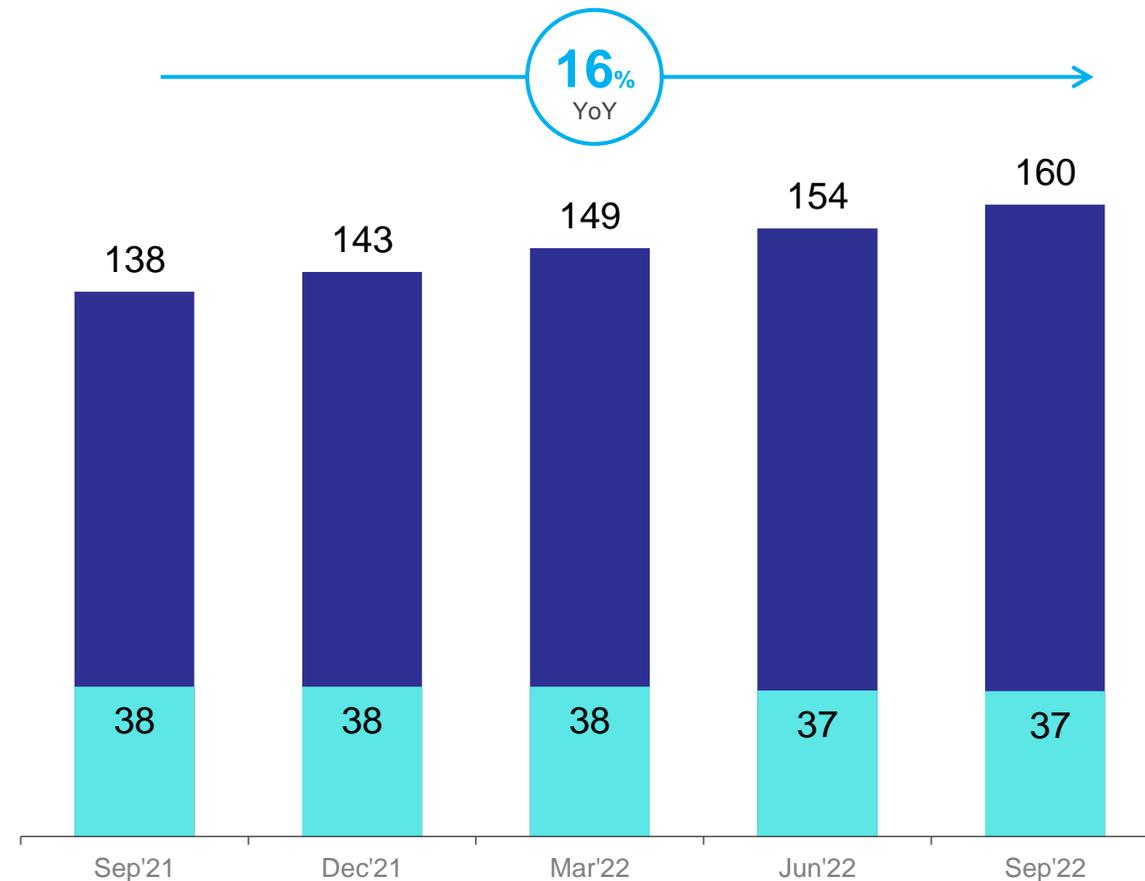
Yearly trends

33%
CAGR



Quarterly trends

16%
YoY



Note:

- 1) Active buyers indicate buyers who have submitted enquiries during the last 12 months
- 2) Figures have been rounded off

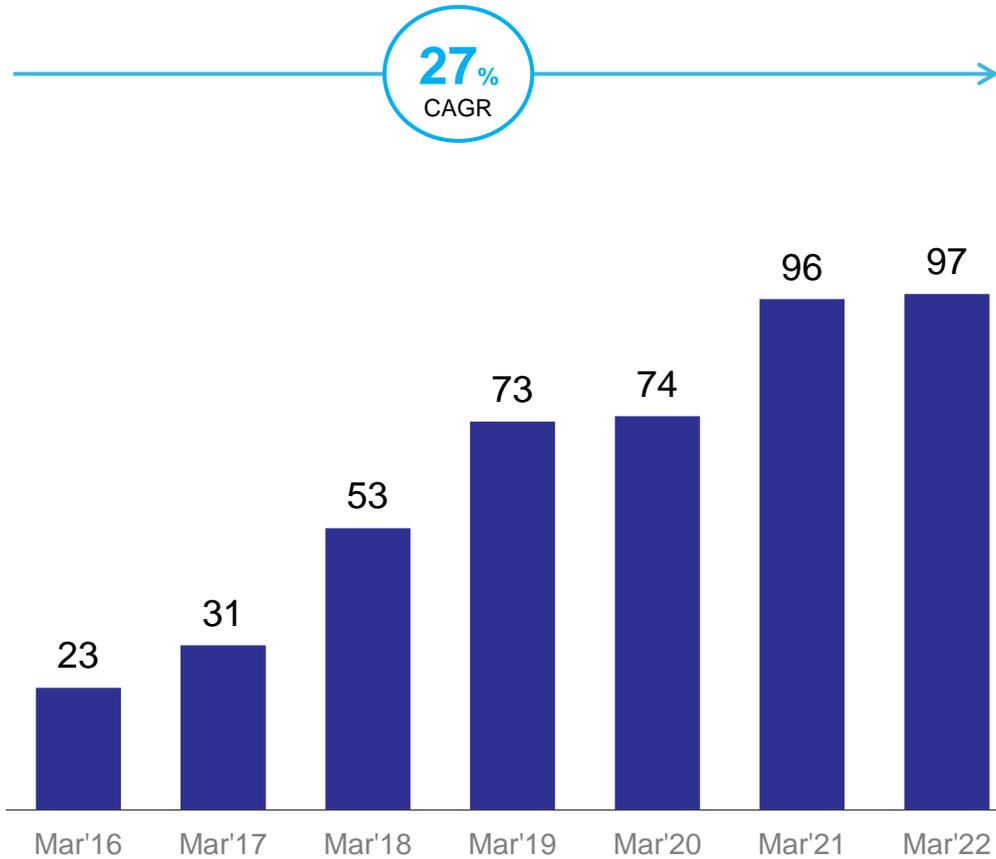
Last 12 months active buyers



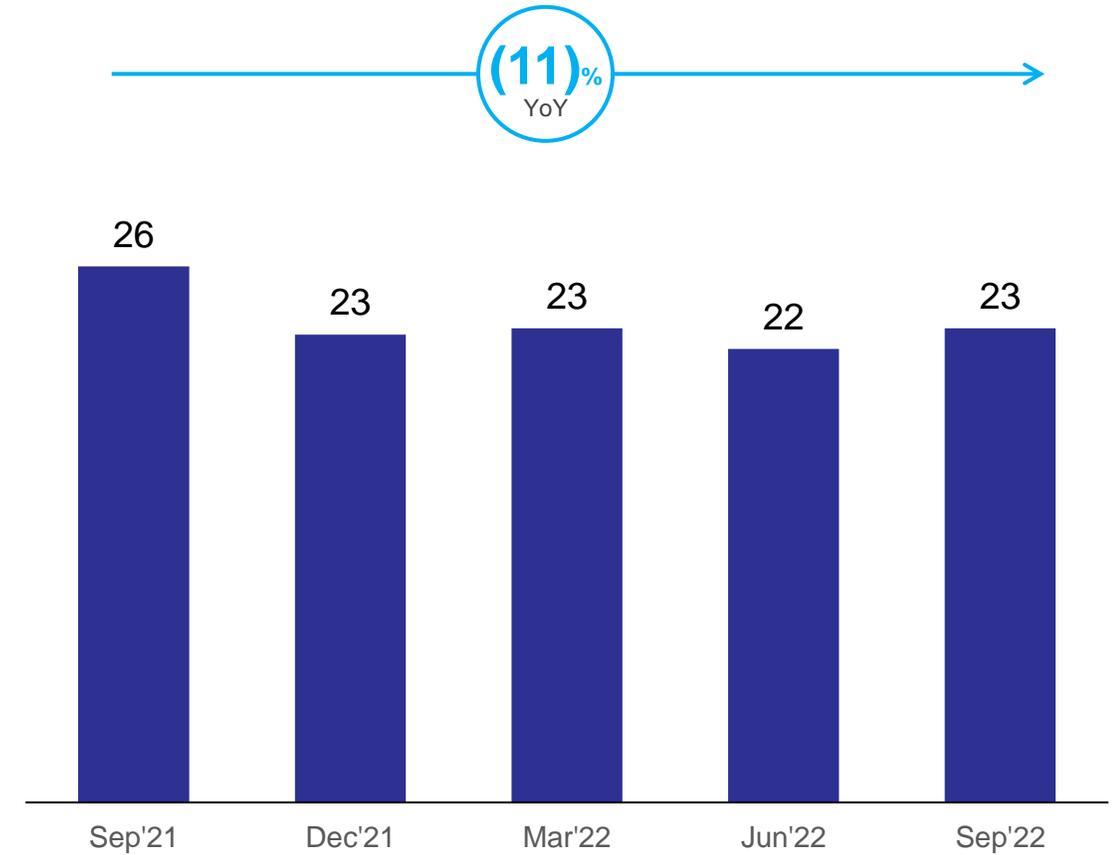
Unique Business Enquiries

(Figures in Millions)

Yearly trends



Quarterly trends



Note:

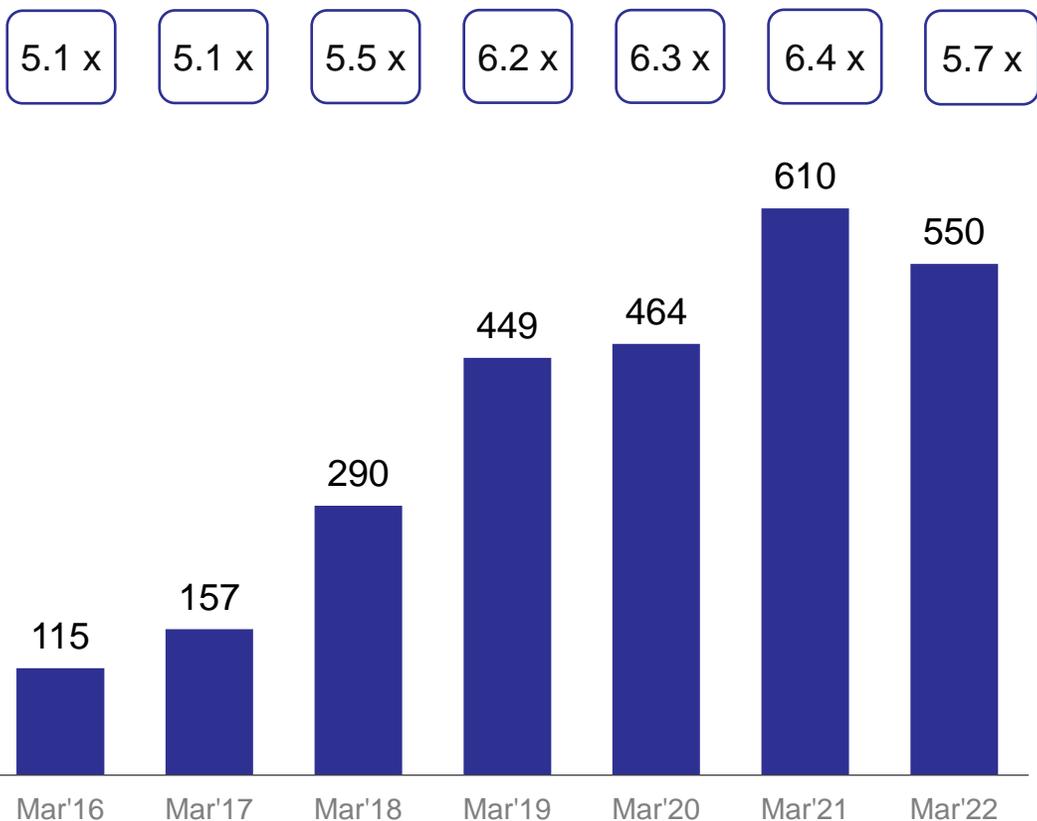
- 1) Buyer posting an enquiry is one unique buyer for that day. If the same buyer posts another enquiry on a different day, he is considered as a different unique buyer. Sum of all such unique quarterly & yearly buyers is mentioned in the Quarterly and Yearly trends, respectively
- 2) Figures have been rounded off



Business Enquiries Delivered

(Figures in Millions)

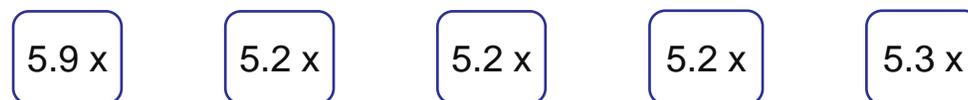
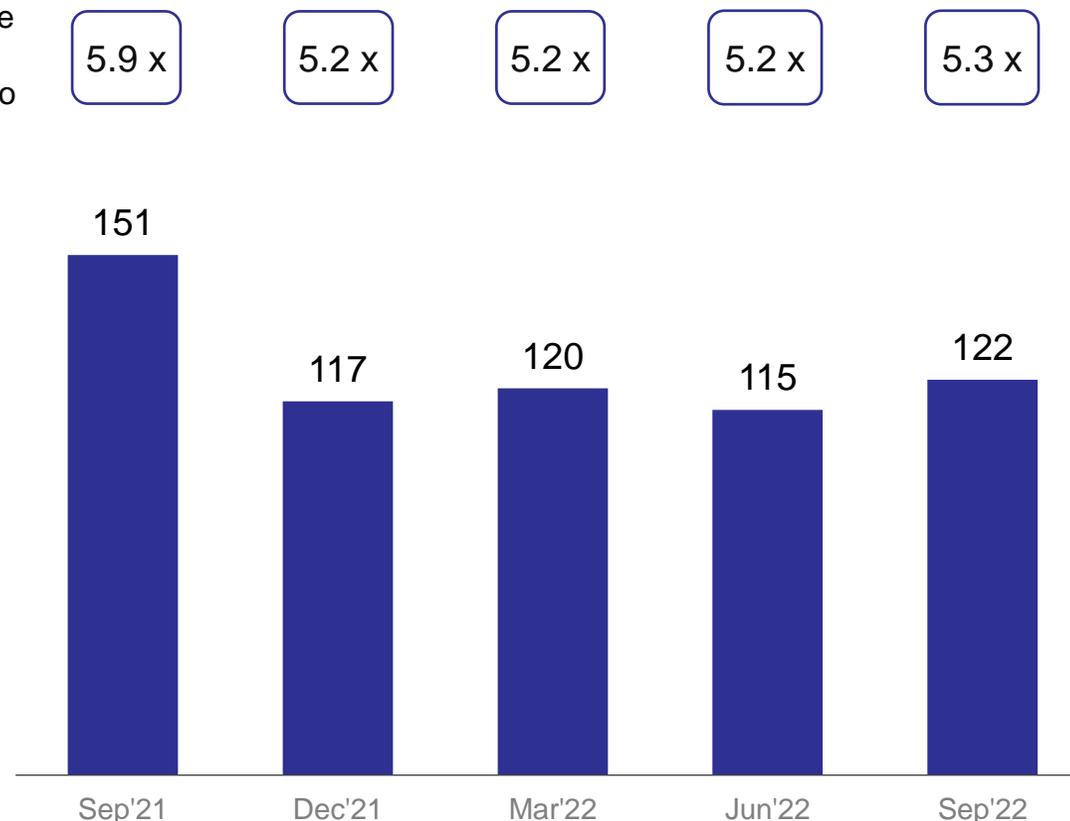
Yearly trends



Total to Unique Business Enquiries Ratio



Quarterly trends



Note:

- 1) Total to Unique Business Enquiries Ratio = Business Enquiries Delivered divided by Unique Business Enquiries during that period
- 2) Decline in total to business enquiries ratio from Sept 21 onwards is due to certain algorithmic changes leading to better matchmaking and higher efficiency
- 3) Figures have been rounded off



Annualised Revenue Per Paying Subscriber

(₹ and figures in '000s)

Yearly trends



Quarterly trends



Note:

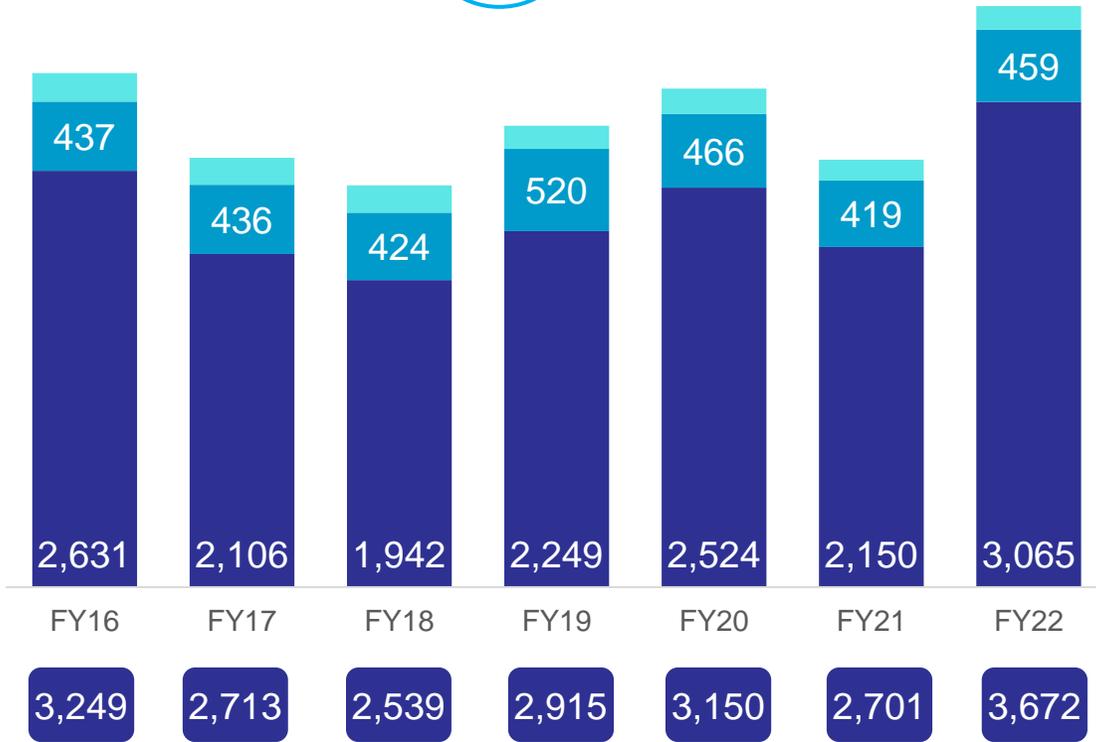
- 1) Represents Revenue from operations for the period divided by Paying subscription suppliers at period end or the purposes of Quarter, the same has been multiplied by 4 to represent annualised run-rate
- 2) Figures have been rounded off



Employees

Yearly trends

2% CAGR



Quarterly trends

38% YoY



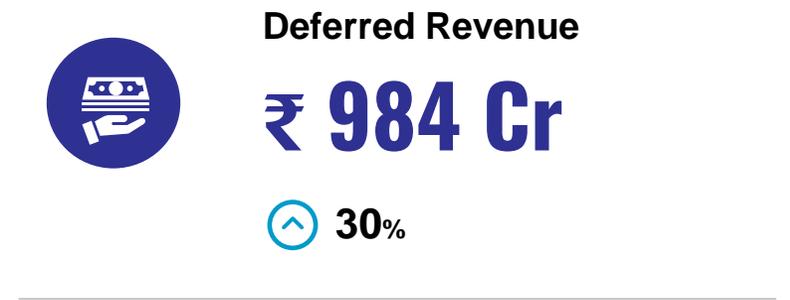
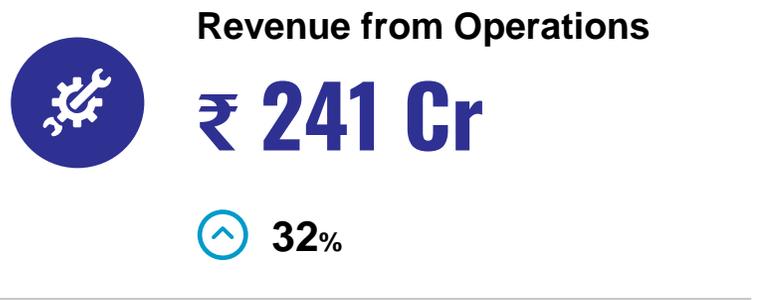


Fly Ash Bricks

Financial Performance

Consolidated Section

Q2 FY23 Results Overview (Consolidated)



Results are compared against Q2 FY22

IndiaMART InterMESH Ltd

↑ ↓ Calculated YoY

Financial Performance – Consolidated

(₹ in Crores)

| Financial Metrics | Q2 FY23 | Q2 FY22 | YoY Change | Q1 FY23 | QoQ Change |
|---|-------------|-------------|--------------|-------------|------------|
| Revenue from Operations | 241 | 182 | 32% | 225 | 7% |
| Other Income | 47 | 31 | 48% | 1 | 4553% |
| Total Income | 287 | 214 | 34% | 226 | 27% |
| Manpower Cost ¹ | 92 | 59 | 56% | 85 | 8% |
| Outsourced Sales Cost | 33 | 14 | 140% | 32 | 5% |
| Other Operating Expense | 40 | 25 | 60% | 36 | 10% |
| Total Expenses | 165 | 98 | 69% | 153 | 8% |
| Adjusted EBITDA¹ | 76 | 84 | (11%) | 72 | 6% |
| <i>Adjusted EBITDA Margin(%)</i> | <i>31%</i> | <i>46%</i> | | <i>32%</i> | |
| Employee share based payment expense | 8 | 1 | 521% | 7 | 15% |
| EBITDA | 67 | 83 | (19%) | 64 | 5% |
| <i>EBITDA Margin(%)</i> | <i>28%</i> | <i>46%</i> | | <i>29%</i> | |
| Others ² | 10 | 4 | 140% | 8 | 34% |
| Tax Expense | 24 | 26 | (8%) | 4 | 508% |
| Adjusted Net Profit | 79 | 84 | (6%) | 54 | 48% |
| <i>Adjusted Net Profit Margin(%)</i> | <i>28%</i> | <i>39%</i> | | <i>24%</i> | |
| Share in net loss /(income) of Associates | 11 | 2 | 493% | 7 | 58% |
| Net Profit | 68 | 82 | (17%) | 47 | 46% |
| <i>Net Profit Margin(%)</i> | <i>24%</i> | <i>38%</i> | | <i>21%</i> | |
| EPS (Rs.) | 22.5 | 27.1 | (17%) | 15.3 | 47% |
| Cash Generated from Operating Activities | 78 | 99 | (22%) | 75 | 4% |
| Collections from Customers | 264 | 223 | 18% | 254 | 4% |

¹ Excluding employee share-based payment expense

² Others include – Depreciation, Amortization, Finance Cost and Net Loss on Financial Liability at FVTPL



Balance Sheet - Consolidated

(₹ in crores)

| As at end of | FY22 | | | | | | FY23 | |
|--|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|
| | FY21 | Q1 | Q2 | Q3 | Q4 | FY22 | Q1 | Q2 |
| Assets | | | | | | | | |
| Fixed Assets (incl. intangible assets) | 3 | 2 | 2 | 2 | 3 | 3 | 61 | 63 |
| Goodwill* | - | - | - | - | - | - | 456 | 456 |
| Right-of-use assets | 63 | 59 | 57 | 55 | 53 | 53 | 51 | 48 |
| Other assets** | 44 | 36 | 36 | 41 | 52 | 52 | 52 | 58 |
| Cash, bank & current investments | 2,365 | 2,421 | 2,466 | 2,523 | 2,419 | 2,419 | 1,882 | 1,975 |
| Investment in associates & others | 37 | 66 | 101 | 144 | 421 | 421 | 442 | 445 |
| Total | 2,512 | 2,584 | 2,662 | 2,765 | 2,949 | 2,949 | 2,944 | 3,045 |
| Liabilities | | | | | | | | |
| Capital (incl. reserves) | 1,611 | 1,700 | 1,738 | 1,810 | 1,874 | 1,874 | 1,804 | 1,878 |
| Deferred revenue & customer advances | 726 | 715 | 756 | 790 | 907 | 907 | 961 | 984 |
| Provisions & payables | 67 | 60 | 63 | 62 | 66 | 66 | 65 | 65 |
| Statutory liabilities | 22 | 17 | 15 | 18 | 29 | 29 | 15 | 20 |
| Deferred tax & current tax liabilities (net) | 21 | 30 | 30 | 26 | 16 | 16 | 11 | 11 |
| Lease liabilities | 63 | 61 | 60 | 58 | 56 | 56 | 54 | 52 |
| Other financial liabilities | 0.5 | 1 | 1 | 1 | 1 | 1 | 34 | 35 |
| Total | 2,512 | 2,584 | 2,662 | 2,765 | 2,949 | 2,949 | 2,944 | 3,045 |

Note:

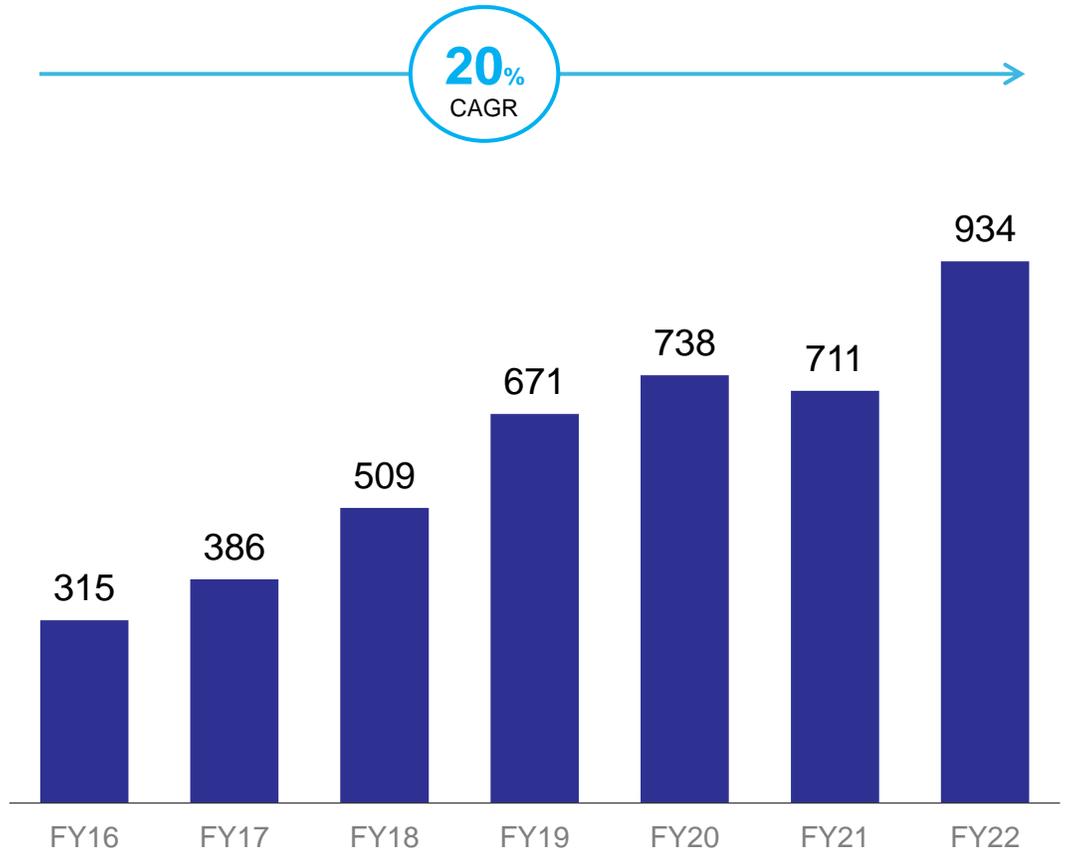
- 1) Above figures have been calculated by dividing financials (in mn) by 10; Figures have been rounded off
- 2) *On account of acquisition through business combination which includes Rs. 414cr of Busy Infotech and Rs. 42cr of Livekeeping Technologies
- 3) ** includes inventory



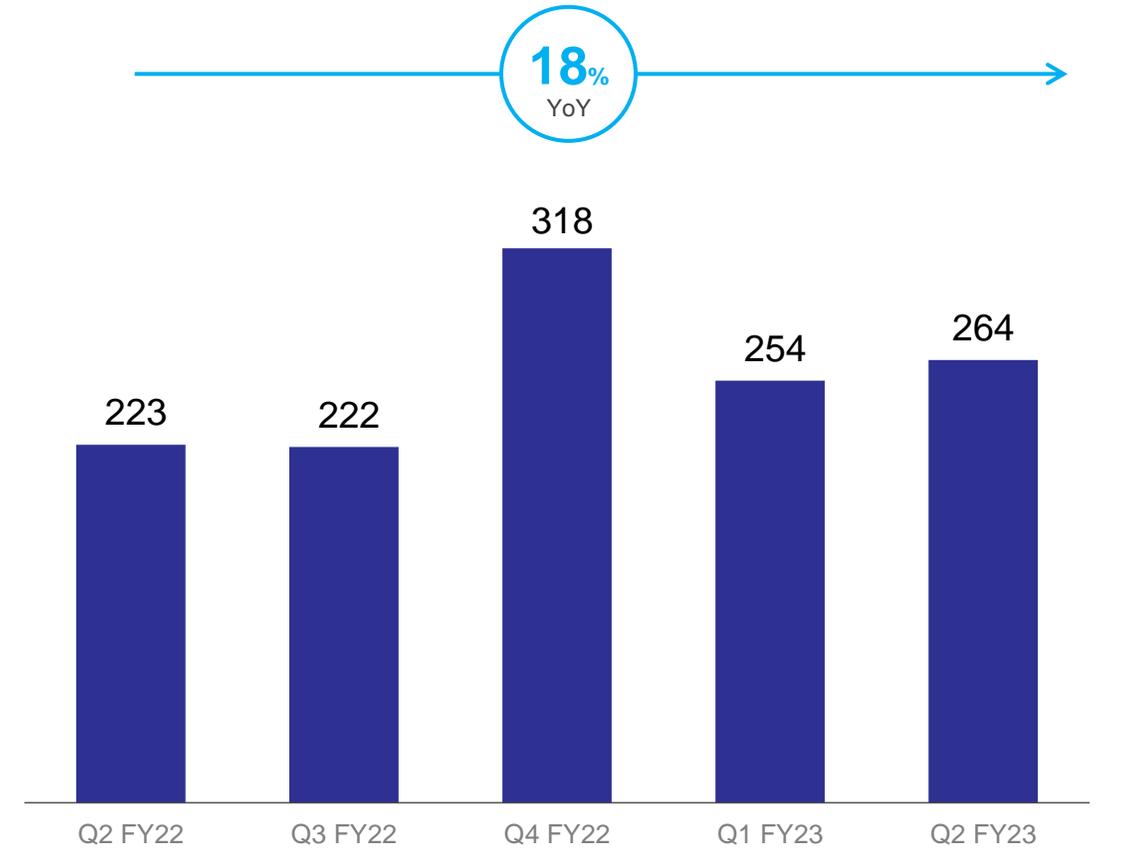
Collections from Customer - Consolidated

(₹ in crores)

Yearly trends



Quarterly trends



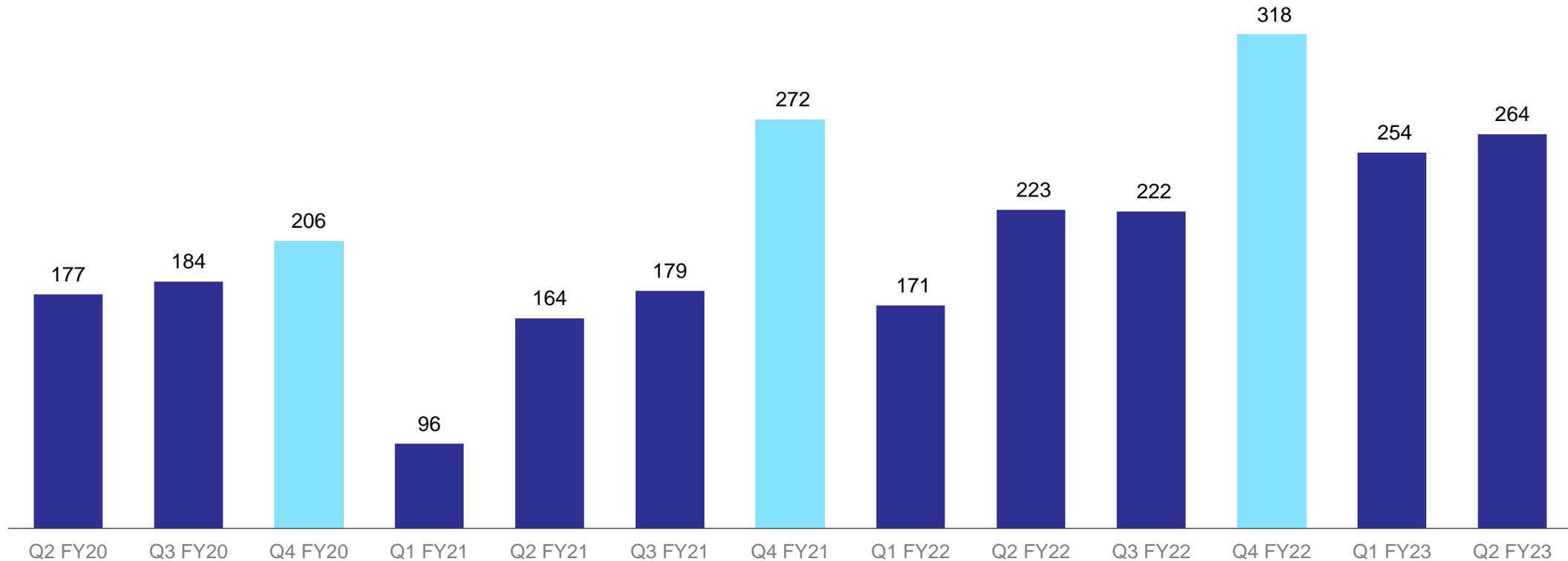
Note: Above figures have been calculated by dividing financials (in mn) by 10; Figures have been rounded off

IndiaMART InterMESH Ltd

Collections from Customer - Consolidated

(₹ in crores)

Quarterly trends



Note:

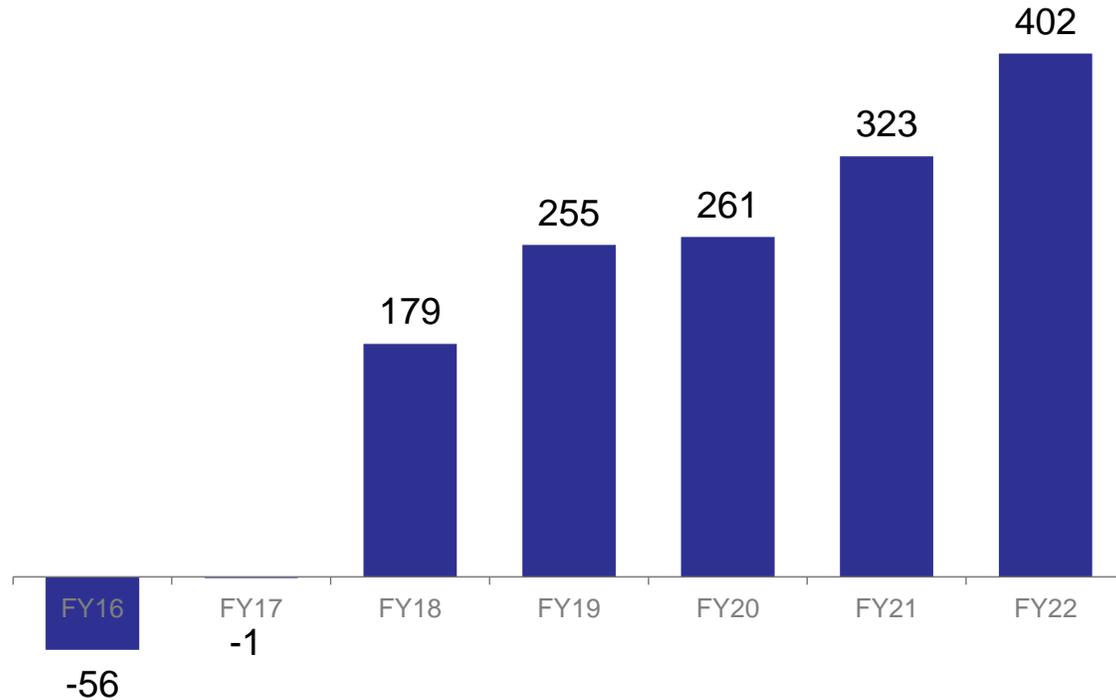
- 1) Above figures have been calculated by dividing financials (in mn) by 10; Figures have been rounded off
- 2) Fourth Quarter of the year has traditionally been the best quarter in terms of collections from customer for that financial year
- 3) Sharp decline in Collections from Customer during Q1FY21 and Q1FY22 is on account of disruptions caused by Covid-19 pandemic waves in India



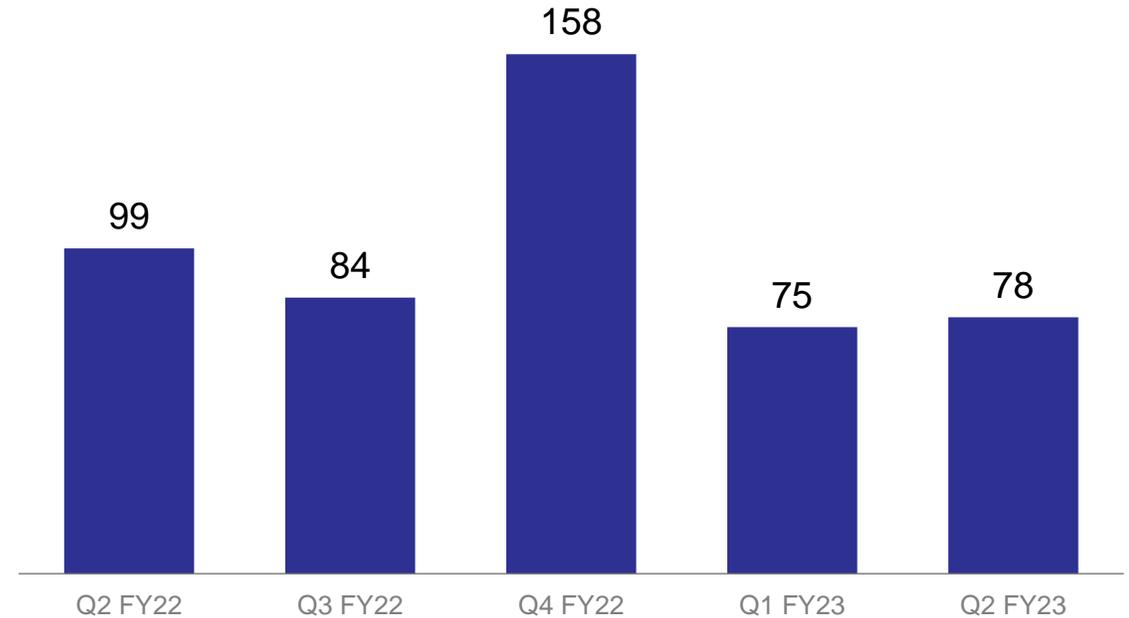
Cash Generated From Operating Activities - Consolidated

(₹ in Crores)

Yearly trends



Quarterly trends



(18%)

0%

35%

38%

35%

45%

43%

% of Collections

44%

38%

50%

29%

29%

Note:

- Above figures have been calculated by dividing financials (in mn) by 10; Figures have been rounded off
- Fourth Quarter of the financial year traditionally has high Cash generated from Operating activities due to seasonal impact of Collections from Customers

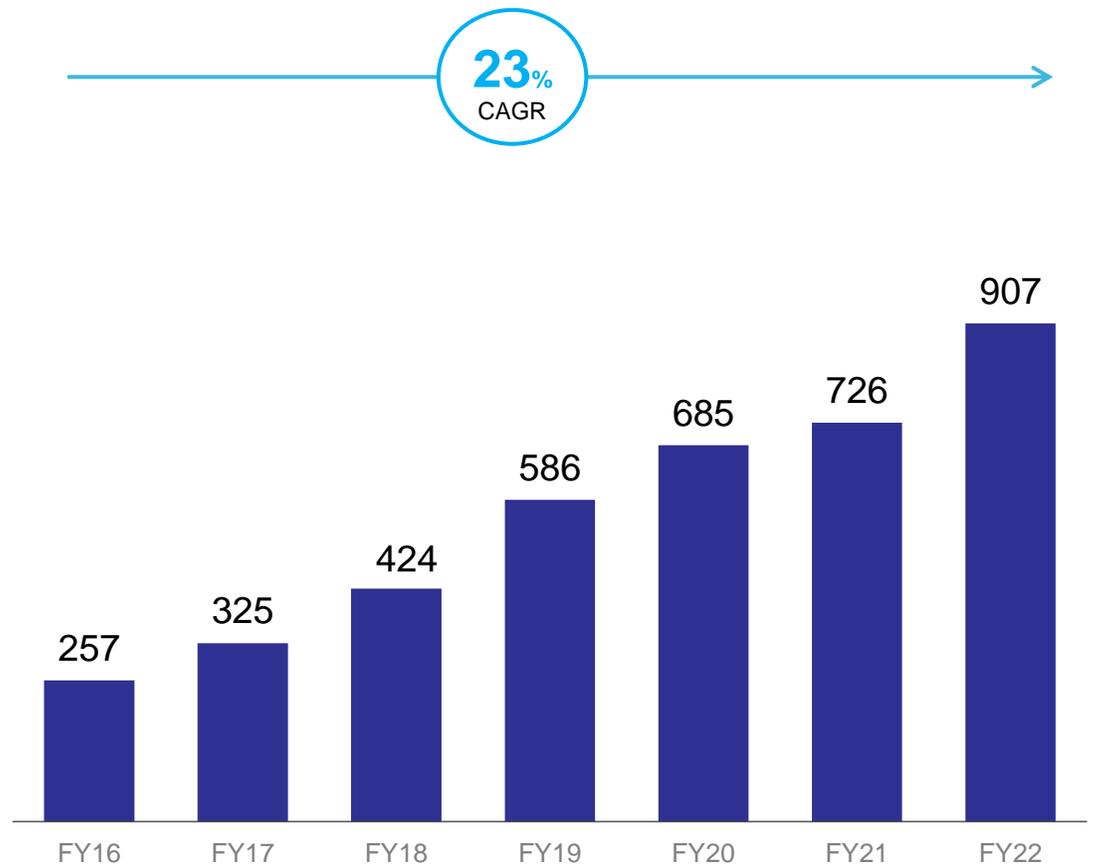


Deferred Revenue – Consolidated

(₹ in Crores)

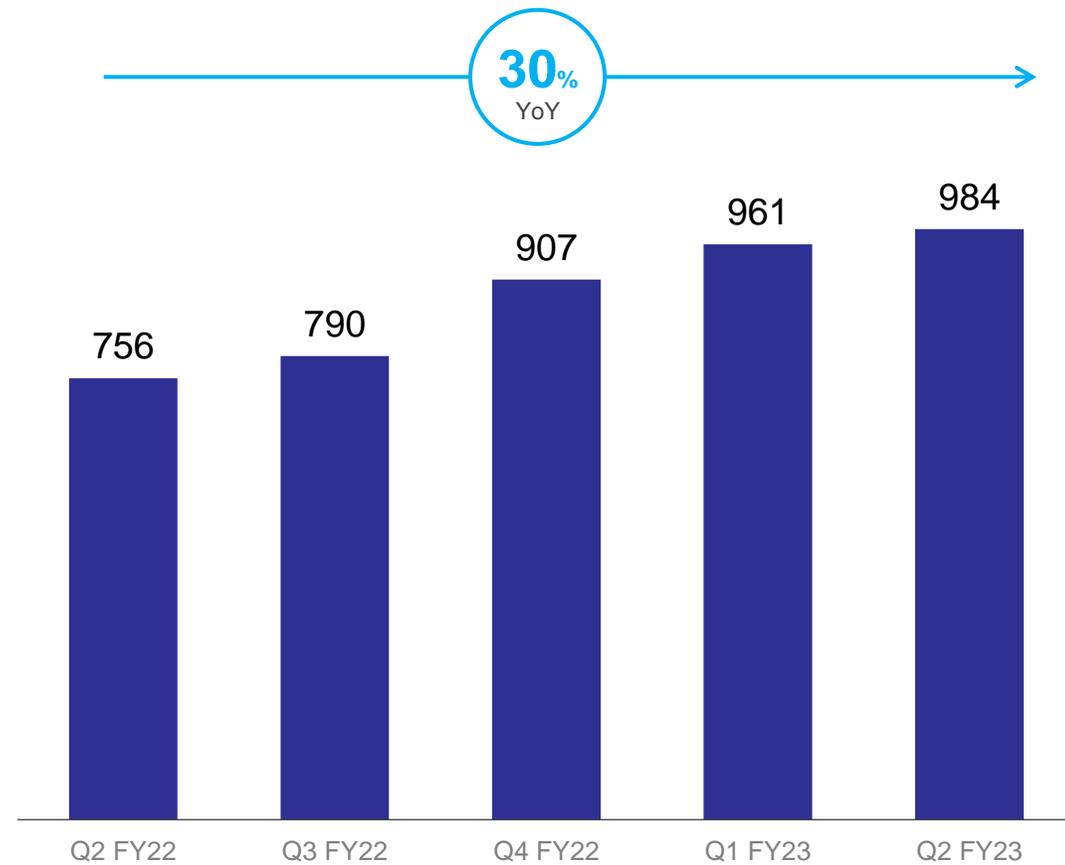
Yearly trends

23%
CAGR



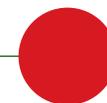
Quarterly trends

30%
YoY



Note:

- 1) Above figures have been calculated by dividing financials (in mn) by 10; Figures have been rounded off
- 2) Deferred Revenue refers to contract liabilities in the financial statements, i.e., including advances from customers
- 3) Company has completed acquisition of Busy Infotech Pvt Ltd in Q1 FY 23. Accordingly, Deferred Revenue includes Busy Infotech from Q1FY 23 onwards

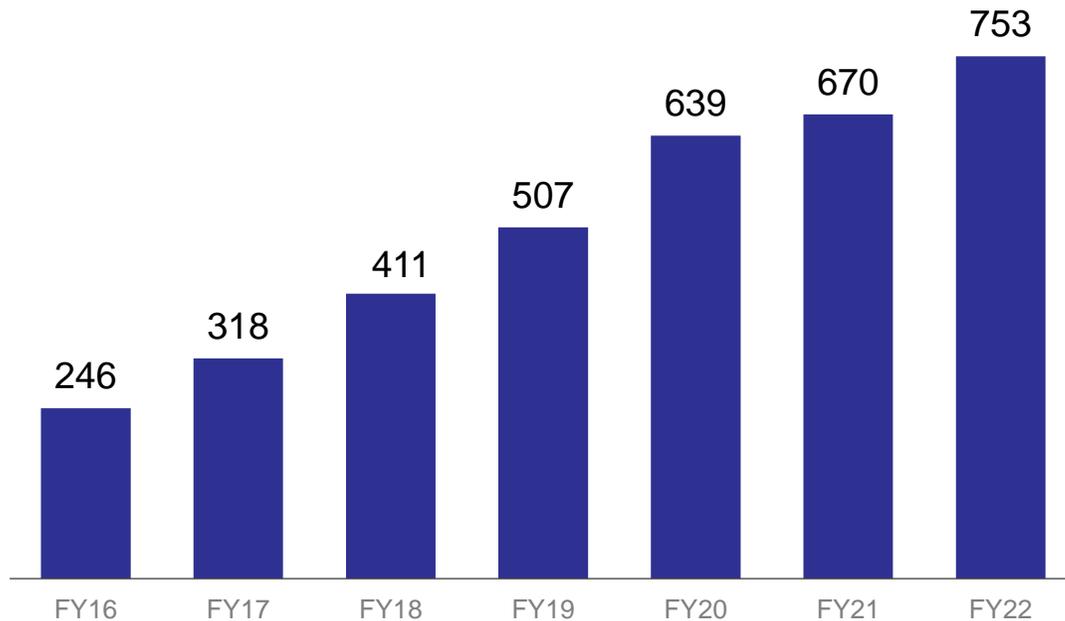


Revenue from Operations – Consolidated

(₹ in Crores)

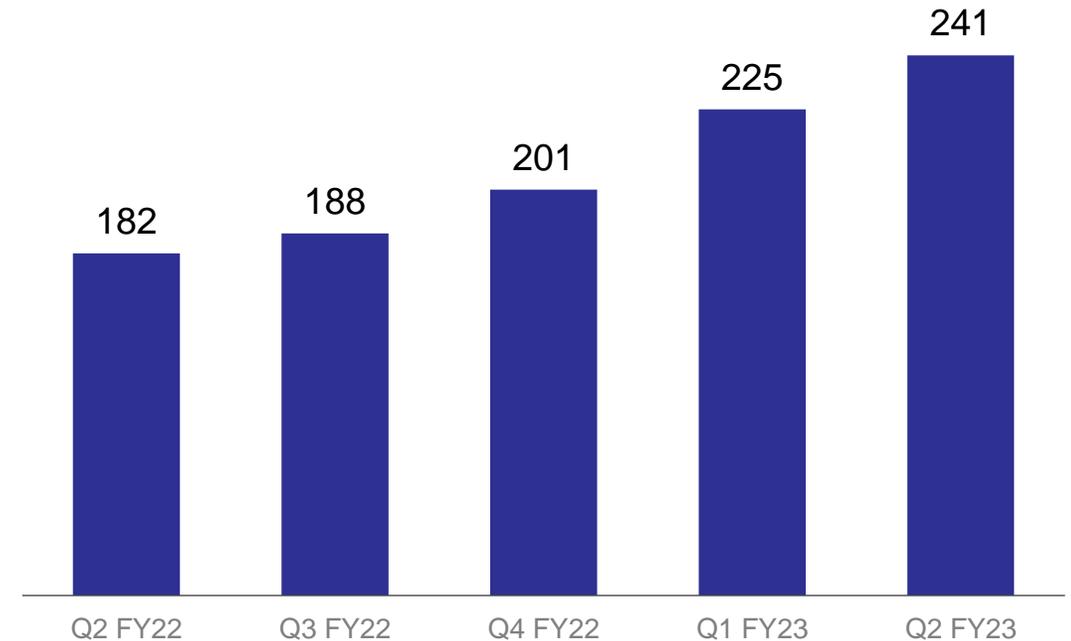
Yearly trends

20%
CAGR



Quarterly trends

32%
YoY



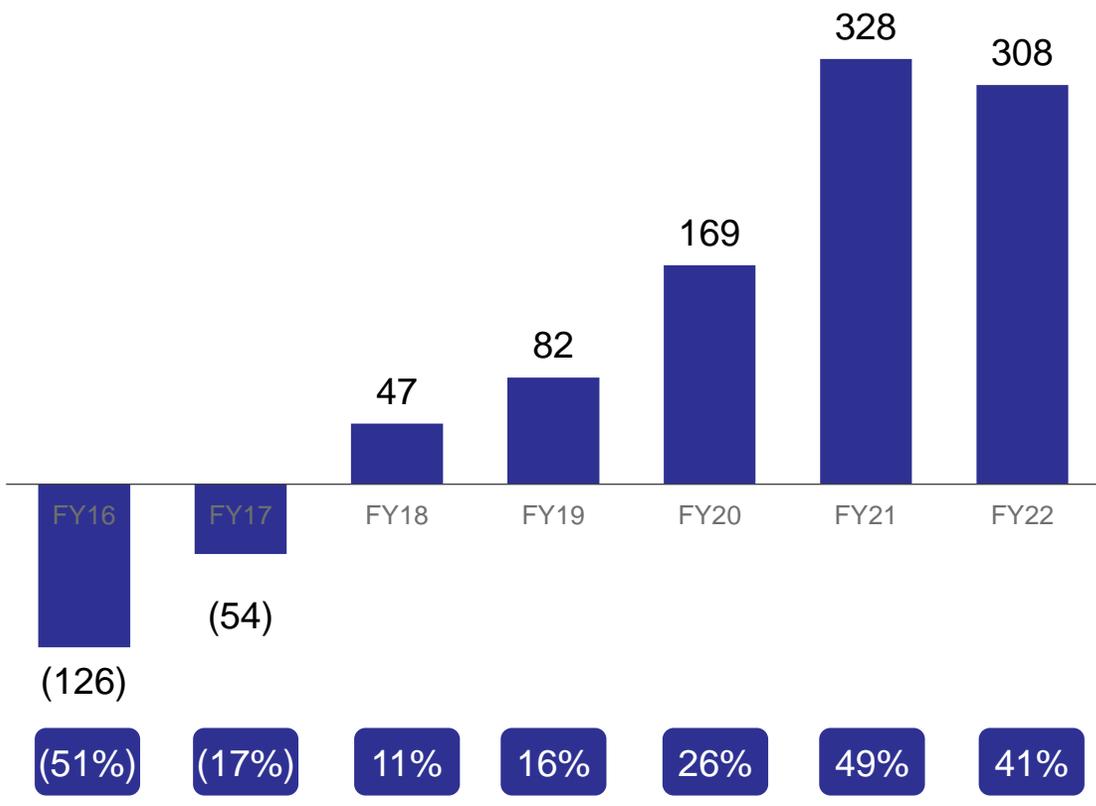
Note: Above figures have been calculated by dividing financials (in mn) by 10; Figures have been rounded off

IndiaMART InterMESH Ltd

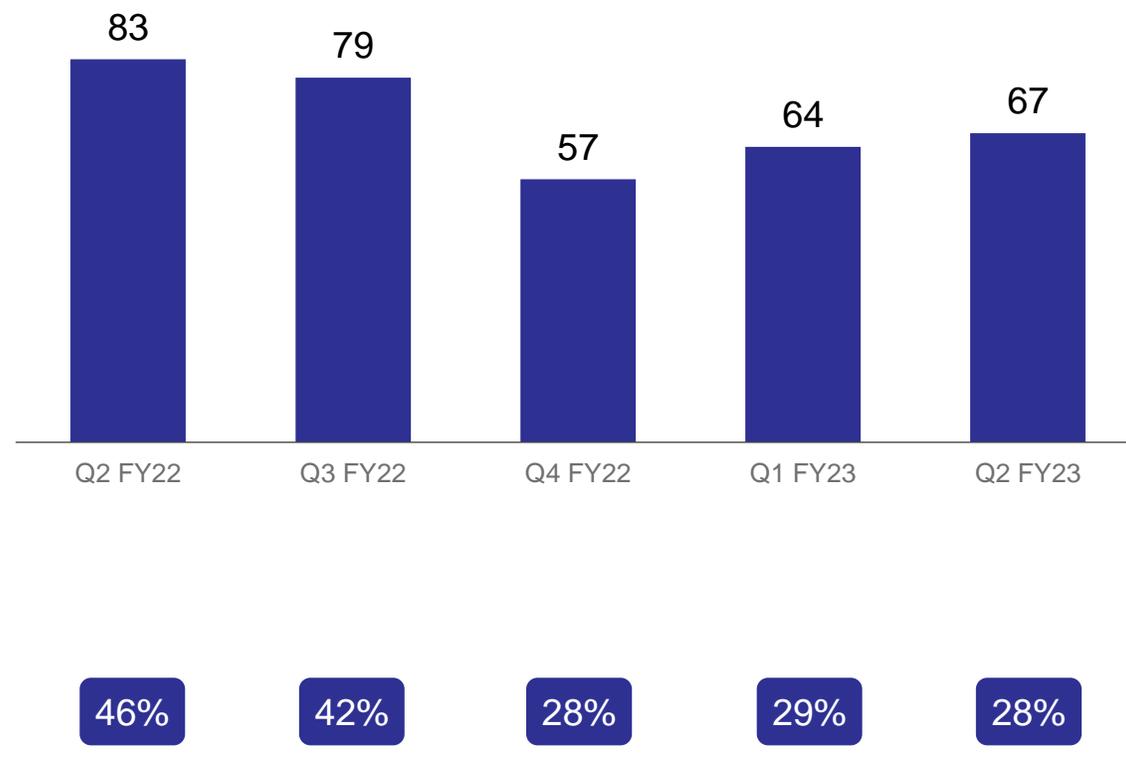
EBITDA - Consolidated

(₹ in Crores)

Yearly trends



Quarterly trends



Note:

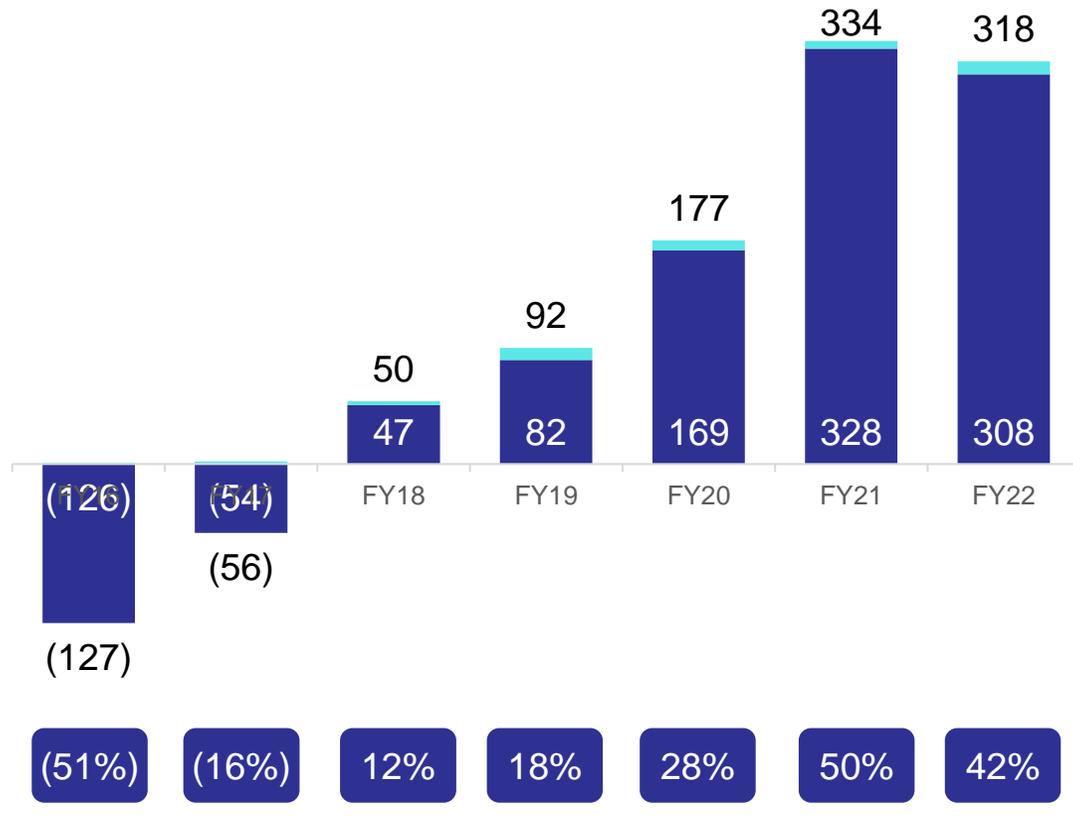
- 1) The company has adopted IND AS -116 from 1st April 2019, the nature of expenses in respect of operating leases has changed from lease rent (in other expenses) into depreciation cost against the right-of-use asset and finance cost against interest accrued on lease liability. Consequently, EBITDA may not be directly comparable
- 2) Above figures have been calculated by dividing financials (in mn) by 10; Figures have been rounded off



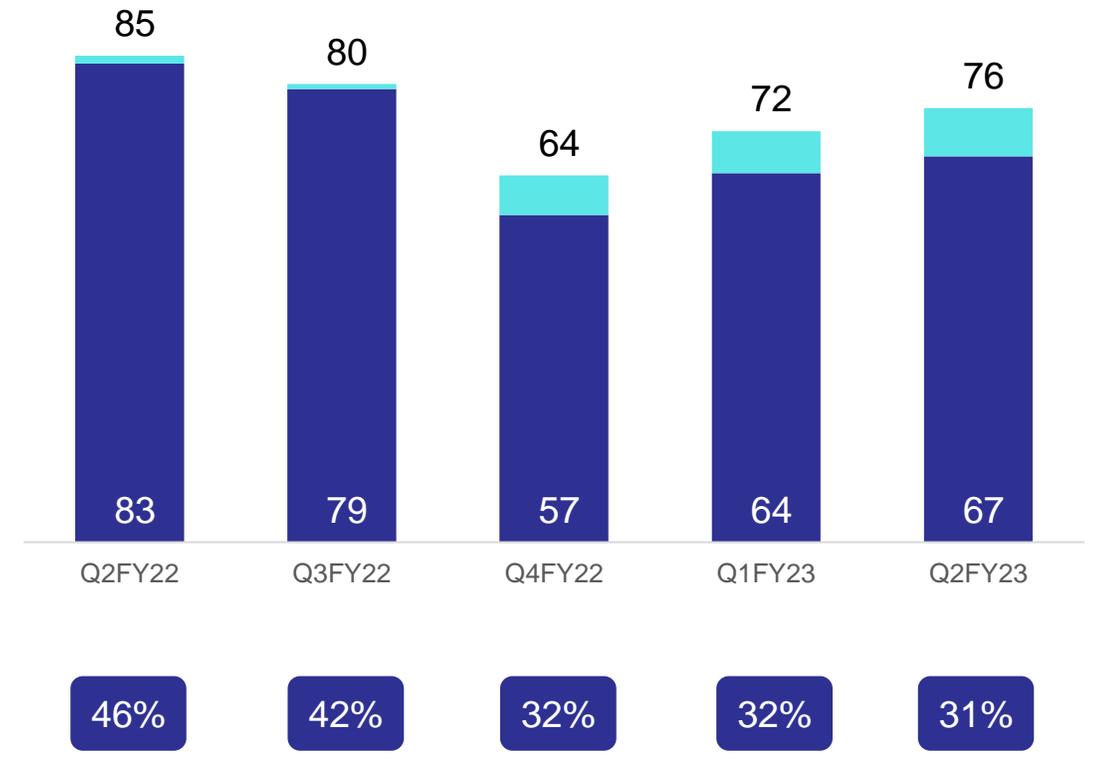
Adjusted EBITDA – Consolidated

(₹ in Crores)

Yearly trends



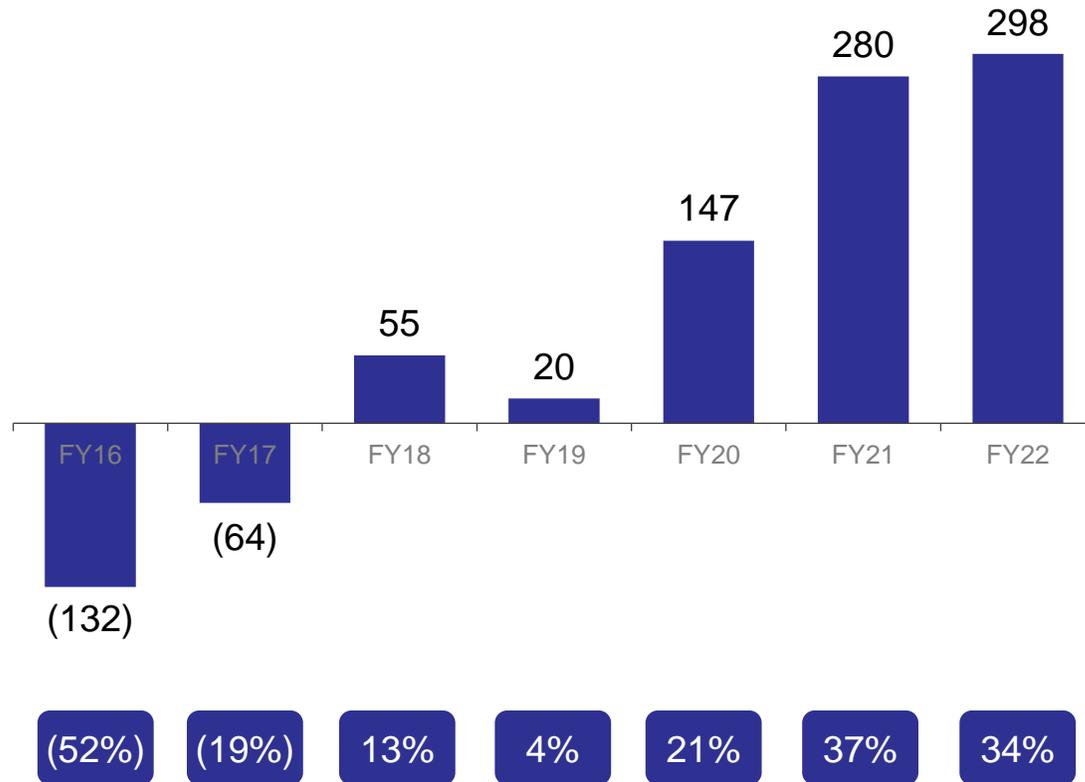
Quarterly trends



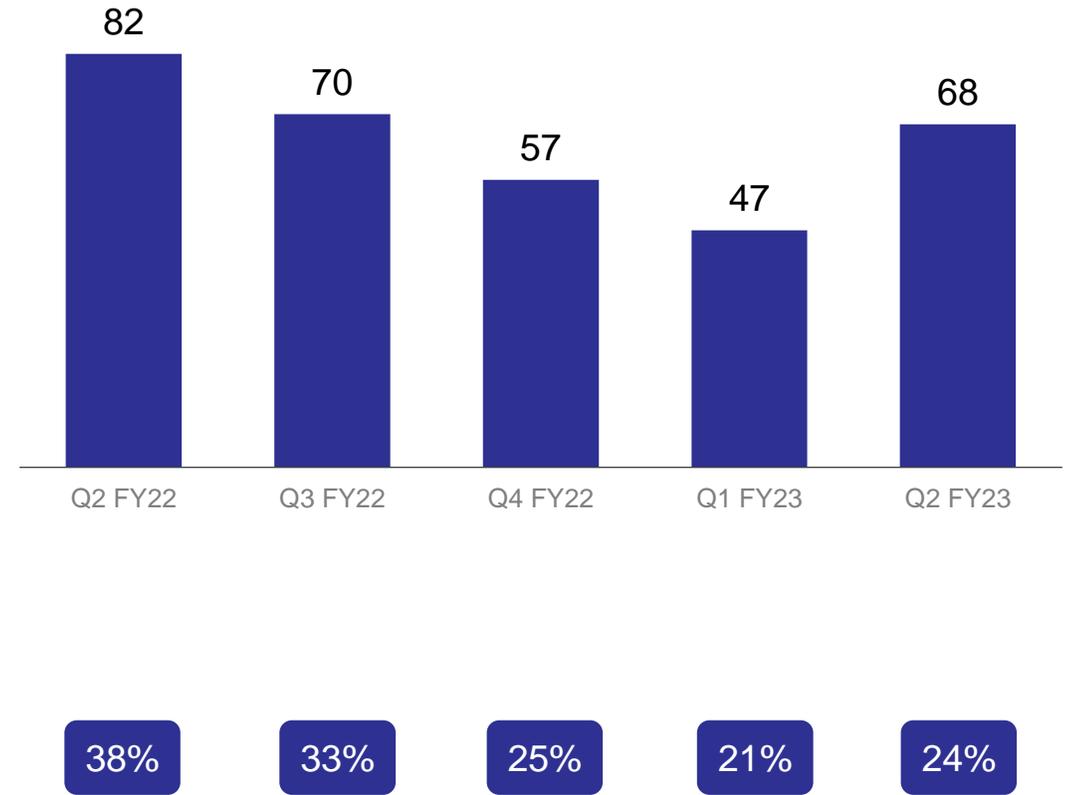
PAT - Consolidated

(₹ in Crores)

Yearly trends



Quarterly trends



Note:

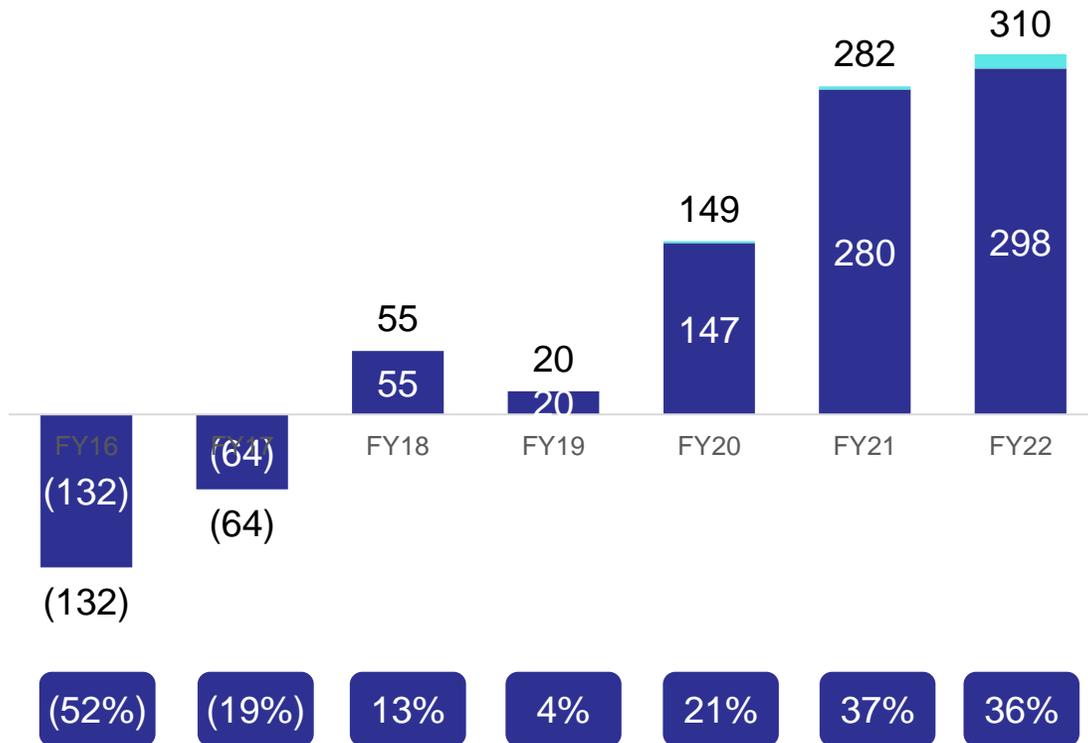
- Above figures have been calculated by dividing financials (in mn) by 10; Figures have been rounded off
- Decline in Net Profit during Q1FY23 is on account of Mark – to – market (MTM) losses on treasury portfolio due to significant increase in bond yields during the quarter



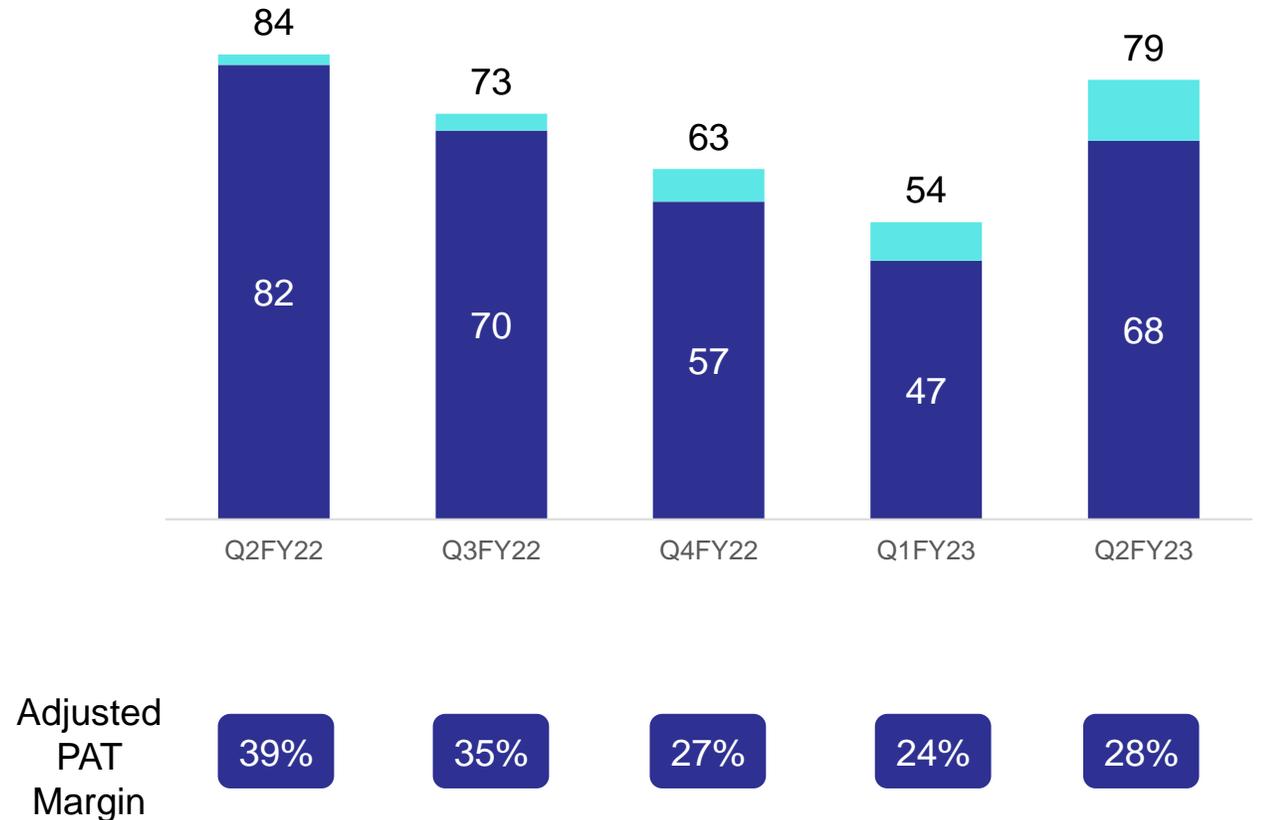
Adjusted PAT – Consolidated

(₹ in Crores)

Yearly trends



Quarterly trends



Share in net loss of Associates

Adjusted PAT is Net Profit excluding share in loss/income of associates

Revenue – Legal Entity View

(₹ in Crore)

| Particulars | Q2 FY22 | Q3 FY22 | Q4 FY22 | Q1 FY23 | Q2 FY23 |
|---|------------|------------|------------|------------|------------|
| Revenue from Operations | | | | | |
| IndiaMART InterMESH Ltd | 182 | 187 | 201 | 213 | 229 |
| Busy Infotech Pvt Ltd* | - | - | - | 10.5 | 10.8 |
| Pay With IndiaMART Pvt Ltd | 0.7 | 0.6 | 0.6 | 0.7 | 0.7 |
| Tolexo Online Pvt Ltd | 0.3 | 0.3 | 0.3 | 0.3 | 0.3 |
| Livekeeping Technologies Pvt Ltd*^ | - | - | - | 0.2 | 0.0 |
| | 183 | 188 | 202 | 225 | 241 |
| Inter Company Adjustments | (0.2) | (0.1) | (0.2) | (0.2) | (0.2) |
| Consolidated Revenue from Operations | 182 | 188 | 201 | 225 | 241 |

~95% of revenue contributed by IndiaMART standalone business

Note:

- 1) Above figures have been calculated by dividing financials (in mn) by 10; Figures have been rounded off
- 2) * Forms part of "Accounting Software Services" segment as reported in Note no. 32 Segment information in the Consolidated Financial Statements for the quarter ended 30th Sept 2022
- 3) ^ Formerly known as Finlite Technologies Pvt. Ltd.



EBITDA – Legal Entity View

(₹ in Crore)

| Particulars | Q2 FY22 | Q3 FY22 | Q4 FY22 | Q1 FY23 | Q2 FY23 |
|---|-------------|-------------|-------------|-------------|-------------|
| EBITDA | | | | | |
| IndiaMART InterMESH Ltd | 84.3 | 79.8 | 58.3 | 59.8 | 65.2 |
| Busy Infotech Pvt Ltd* | - | - | - | 4.9 | 3.0 |
| Pay With IndiaMART Pvt Ltd | 0.0 | 0.1 | 0.1 | 0.1 | 0.1 |
| Tolexo Online Pvt Ltd | (1.1) | (1.2) | (1.0) | (0.2) | (0.1) |
| Livekeeping Technologies Pvt Ltd [^] | - | - | - | (0.5) | (1.0) |
| | 83.2 | 78.8 | 57.4 | 64.2 | 67.0 |
| Inter Company Adjustments | 0.0 | (0.0) | 0.0 | (0.0) | (0.0) |
| Consolidated EBITDA | 83.2 | 78.7 | 57.3 | 64.2 | 67.2 |

~97% of EBITDA contributed by IndiaMART standalone business

Note:

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

2) * Forms part of "Accounting Software Services" segment as reported in Note no. 32 Segment information in the Consolidated Financial Statements for the quarter ended 30th Sept 2022

3) ^ Formerly known as Finlite Technologies Pvt. Ltd.



Historical Financial Metrics

(₹ in Crore Consolidated)

| Financial Metrics | FY-16 | FY-17 | FY-18 | FY-19 | FY-20 | FY-21 | FY-22 |
|--|-------|-------|-------|-------|-------|-------|-------|
| Total Income | 251 | 332 | 430 | 548 | 707 | 756 | 866 |
| Revenue from Operations | 246 | 318 | 411 | 507 | 639 | 670 | 753 |
| EBITDA | (126) | (54) | 47 | 82 | 169 | 328 | 308 |
| EBITDA Margin (%) | (51%) | (17%) | 11% | 16% | 26% | 49% | 41% |
| EBIT | (129) | (59) | 44 | 78 | 148 | 312 | 296 |
| EBIT Margin (%) | (53%) | (19%) | 11% | 15% | 23% | 47% | 39% |
| Adjusted Net Profit for the period* | (124) | (45) | 63 | 85 | 147 | 283 | 310 |
| Adjusted Net Profit Margin (%) | (50%) | (14%) | 15% | 16% | 21% | 37% | 36% |
| Net Profit for the period | (132) | (64) | 55 | 20 | 147 | 280 | 298 |
| Cash Generated from Operating Activities | (56) | (1) | 179 | 255 | 261 | 323 | 402 |
| Collections from Customer | 315 | 386 | 509 | 671 | 738 | 711 | 934 |
| Deferred Revenue (period end) | 257 | 325 | 424 | 586 | 685 | 726 | 907 |
| Cash and Investments (period end) | 159 | 177 | 388 | 685 | 931 | 2,365 | 2,419 |

Note:

- 1) Net Profit has been adjusted for FVTPL expenses or adjustments and one-time benefits of Deferred Tax & share in net loss of Associates
- 2) Deferred revenue includes Advances from Customers





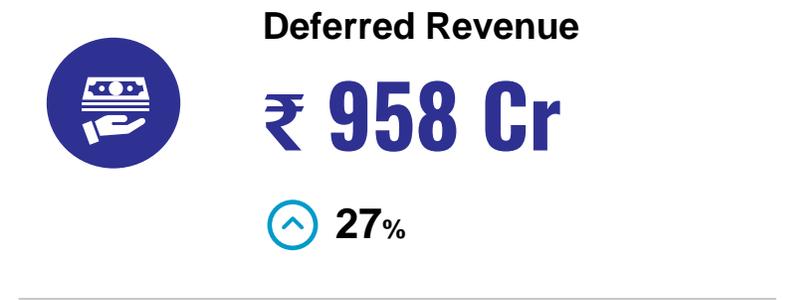
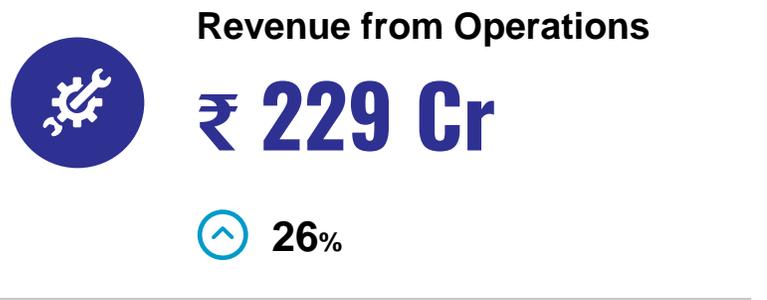
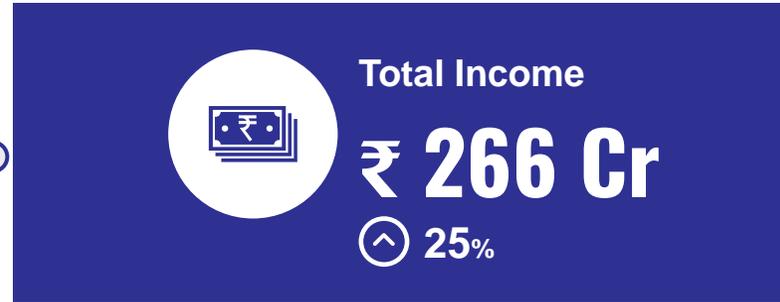
Electric Vehicles

Financial Performance

Standalone Basis



Q1 FY23 Results Overview (Standalone)



↑ ↓ Calculated YoY



Results are compared against Q2 FY22

IndiaMART InterMESH Ltd

Financial Performance – Standalone

(₹ in Crores)

| Financial Metrics | Q2 FY23 | Q2 FY22 | YoY Change | Q1 FY23 | QoQ Change |
|---|-------------|-------------|--------------|-------------|------------|
| Revenue from Operations | 229 | 182 | 26% | 213 | 7% |
| Other Income | 37 | 31 | 18% | (3) | 1450% |
| Total Income | 266 | 213 | 25% | 211 | 26% |
| Manpower Cost ¹ | 86 | 58 | 49% | 81 | 7% |
| Outsourced Sales Cost | 33 | 14 | 138% | 32 | 4% |
| Other Operating Expense | 37 | 24 | 52% | 34 | 8% |
| Total Expenses | 155 | 96 | 62% | 146 | 6% |
| Adjusted EBITDA¹ | 74 | 86 | (14%) | 67 | 10% |
| <i>Adjusted EBITDA Margin(%)</i> | <i>32%</i> | <i>47%</i> | | <i>31%</i> | |
| Employee share based payment expense | 8 | 1 | 521% | 7 | 15% |
| EBITDA | 65 | 84 | (23%) | 60 | 9% |
| <i>EBITDA Margin(%)</i> | <i>28%</i> | <i>47%</i> | | <i>28%</i> | |
| Others ² | 6 | 4 | 39% | 5 | 24% |
| Profit Before Tax | 96 | 112 | (14%) | 52 | 84% |
| Tax Expense | 22 | 26 | (16%) | 3 | 532% |
| Net Profit | 74 | 85 | (13%) | 49 | 52% |
| <i>Net Profit Margin(%)</i> | <i>28%</i> | <i>40%</i> | | <i>23%</i> | |
| EPS (Rs.) | 24.4 | 28.0 | (13%) | 16.0 | 52% |
| Cash Generated from Operating Activities | 76 | 100 | (24%) | 69 | 11% |
| Collections from Customers | 252 | 223 | 13% | 241 | 4% |

¹ Excluding employee share-based payment expense

² Others include – Depreciation, Amortization, Finance Cost and Net Loss on Financial Liability at FVTPL



Balance Sheet - Standalone

(₹ in Crores Standalone)

| As at end of | FY22 | | | | | FY23 | | |
|--|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|
| | FY21 | Q1 | Q2 | Q3 | Q4 | FY22 | Q1 | Q2 |
| Assets | | | | | | | | |
| Fixed Assets (incl. intangible assets) | 3 | 2 | 2 | 2 | 3 | 3 | 7 | 12 |
| Right-of-use assets | 63 | 59 | 58 | 55 | 53 | 53 | 50 | 48 |
| Other assets | 41 | 33 | 33 | 38 | 49 | 49 | 45 | 48 |
| Cash, bank & other investments | 2,359 | 2,417 | 2,461 | 2,509 | 2,414 | 2,414 | 1,773 | 1,864 |
| Investment in subsidiaries | 9 | 39 | 67 | 90 | 86 | 86 | 658 | 658 |
| Investment in associates & others | 41 | 41 | 52 | 85 | 360 | 360 | 364 | 371 |
| Total | 2,516 | 2,591 | 2,673 | 2,779 | 2,965 | 2,965 | 2,897 | 3,001 |
| Liabilities | | | | | | | | |
| Capital (incl. reserves) | 1,617 | 1,708 | 1,750 | 1,826 | 1,892 | 1,892 | 1,824 | 1,904 |
| Deferred revenue & Customer Advances | 726 | 715 | 756 | 790 | 907 | 907 | 935 | 958 |
| Provisions & payables | 67 | 59 | 62 | 61 | 64 | 64 | 59 | 60 |
| Statutory liabilities | 22 | 17 | 15 | 18 | 29 | 29 | 14 | 19 |
| Deferred tax & current tax liabilities (net) | 21 | 30 | 29 | 26 | 16 | 16 | 5 | 0.3 |
| Lease liabilities | 63 | 61 | 60 | 58 | 56 | 56 | 54 | 52 |
| Other financial liabilities | - | 1 | 1 | 1 | 1 | 1 | 6 | 8 |
| Total | 2,516 | 2,591 | 2,673 | 2,779 | 2,965 | 2,965 | 2,897 | 3,001 |



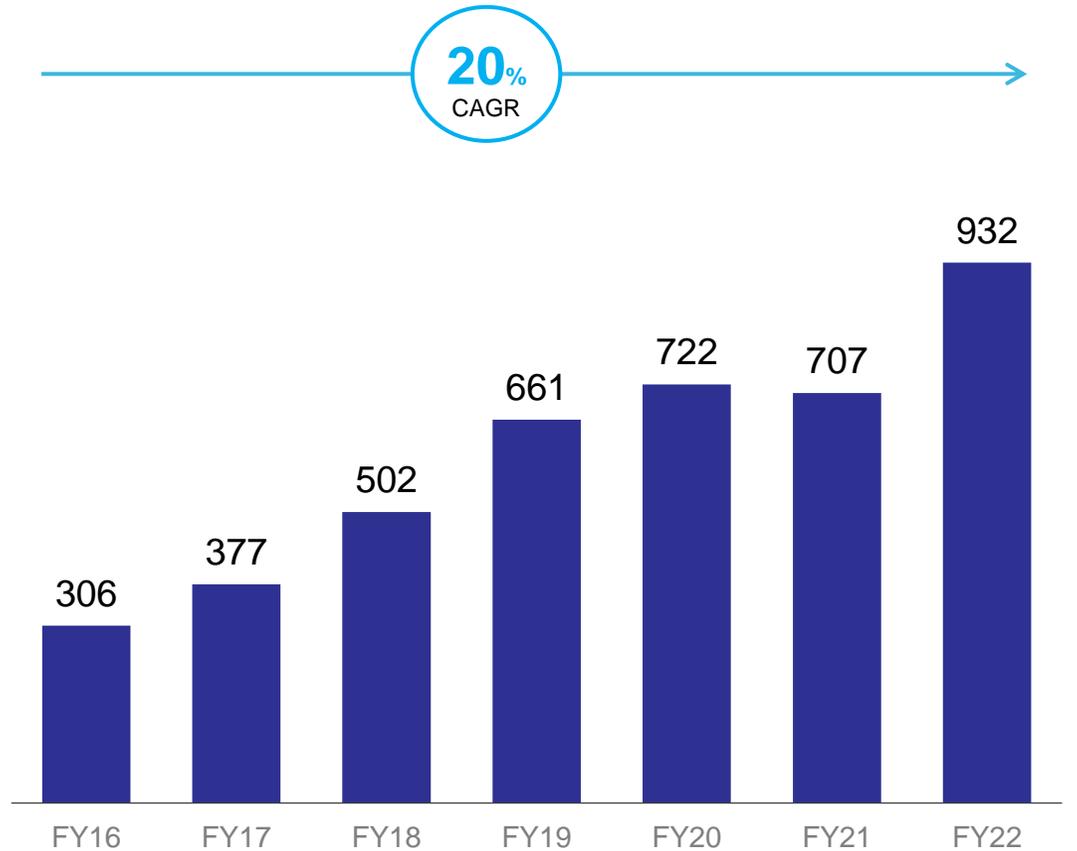
Note: Above figures have been calculated by dividing financials (in mn) by 10; Figures have been rounded off

IndiaMART InterMESH Ltd

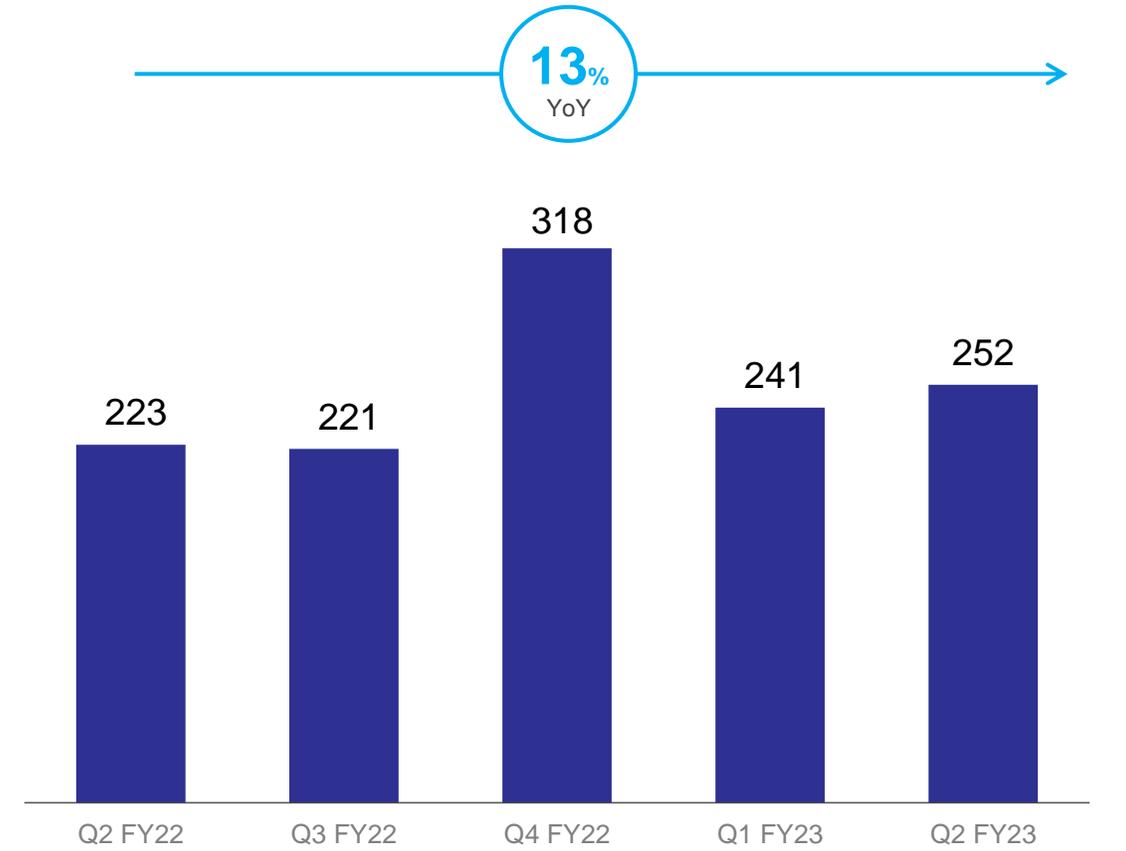
Collections from Customer – Standalone

(₹ in crores)

Yearly trends



Quarterly trends



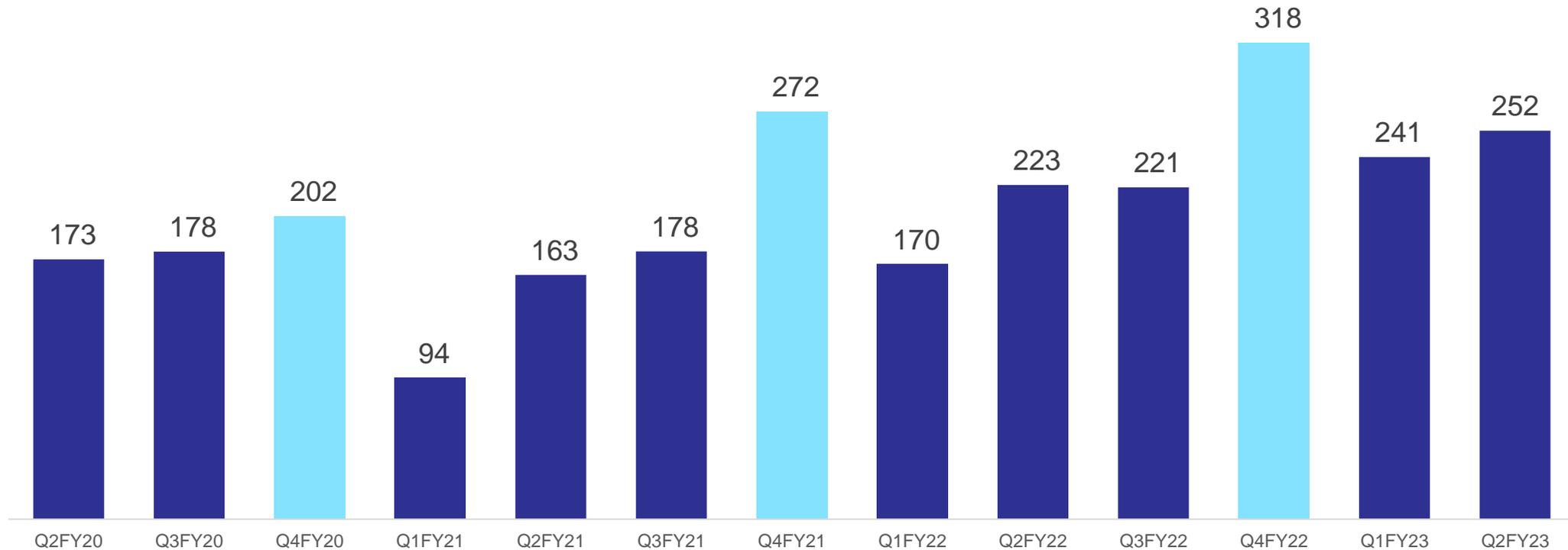
Note: Above figures have been calculated by dividing financials (in mn) by 10; Figures have been rounded off

IndiaMART InterMESH Ltd

Collections from Customer - Standalone

(₹ in Crores)

Quarterly trends



Note:

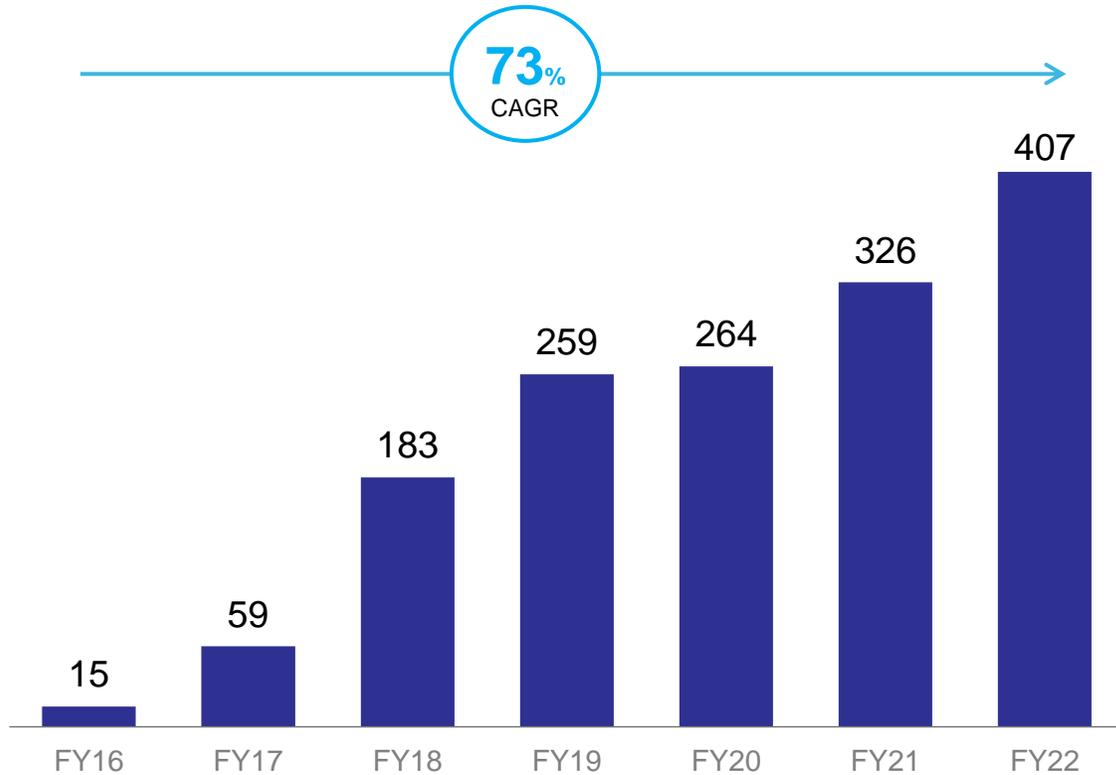
- 1) Above figures have been calculated by dividing financials (in mn) by 10; Figures have been rounded off
- 2) Fourth Quarter of the year has traditionally been the best quarter in terms of collections from customer for that financial year
- 3) Sharp decline in Collections from Customer during Q1FY21 and Q1FY22 is on account of disruptions caused by Covid-19 pandemic waves in India



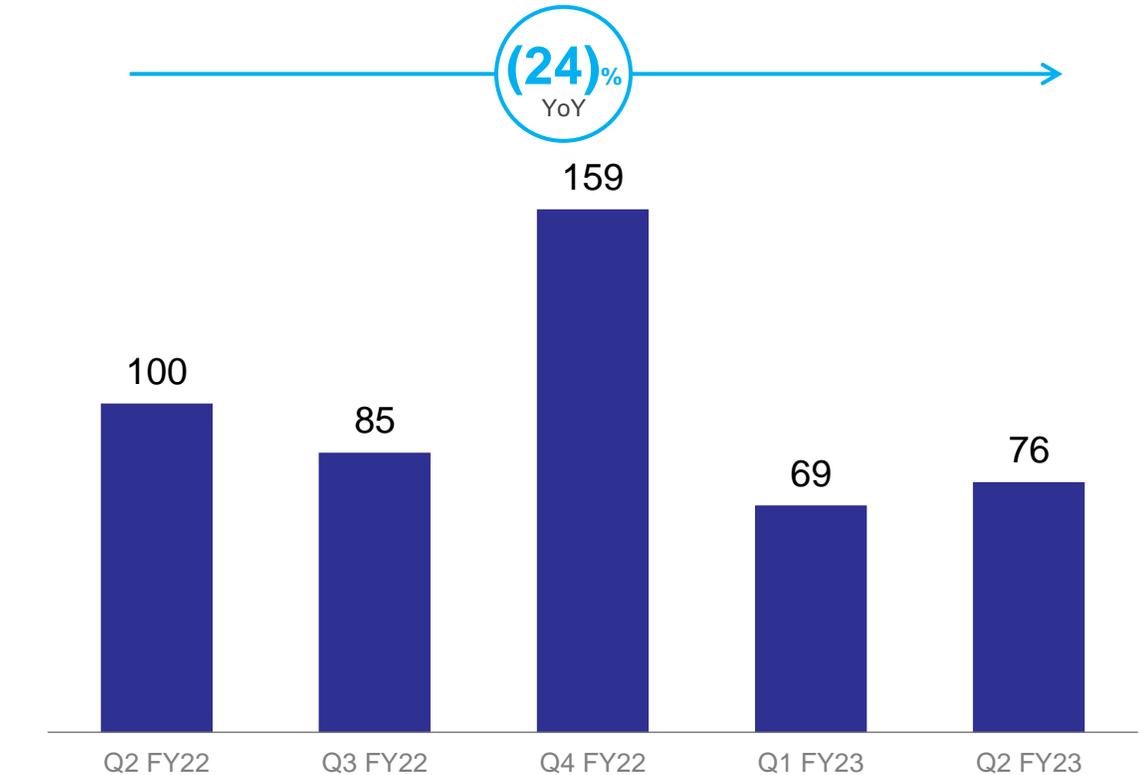
Cash Generated From Operating Activities - Standalone

(₹ in Crores)

Yearly trends



Quarterly trends



% of Collections



Note:

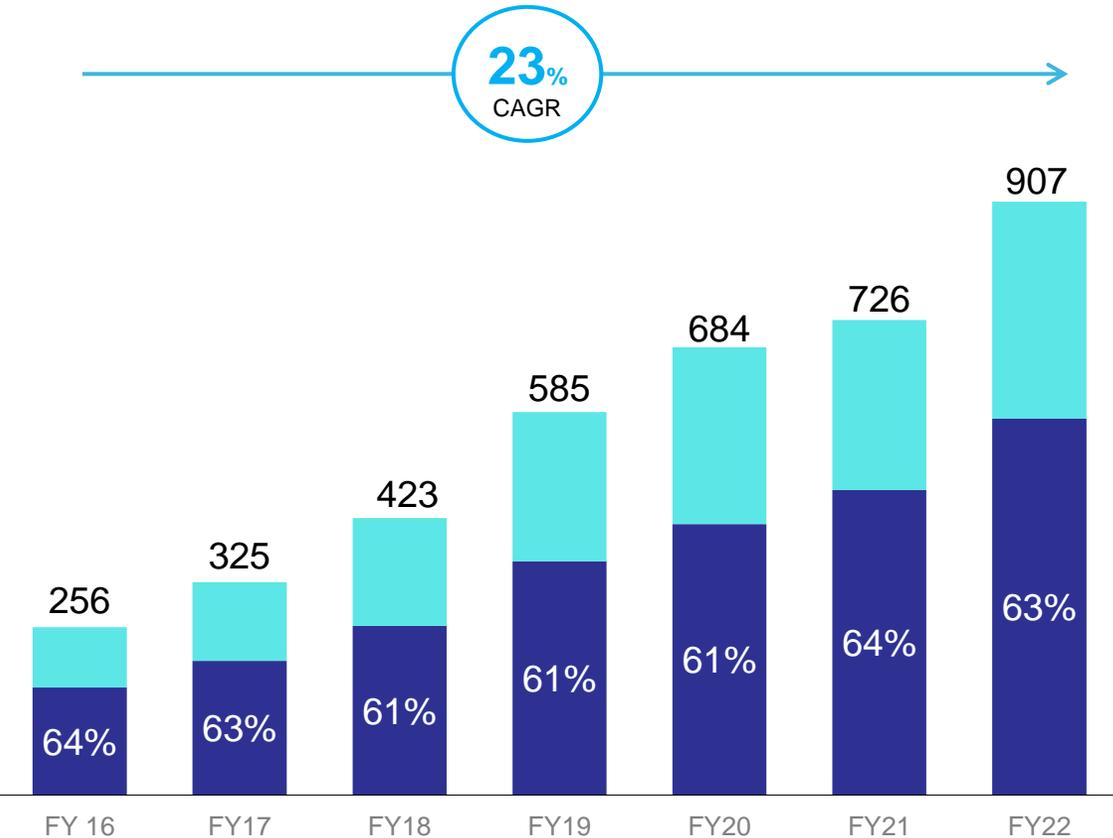
- Above figures have been calculated by dividing financials (in mn) by 10; Figures have been rounded off
- Fourth Quarter of the financial year traditionally has high Cash generated from Operating activities due to seasonal impact of Collections from Customers



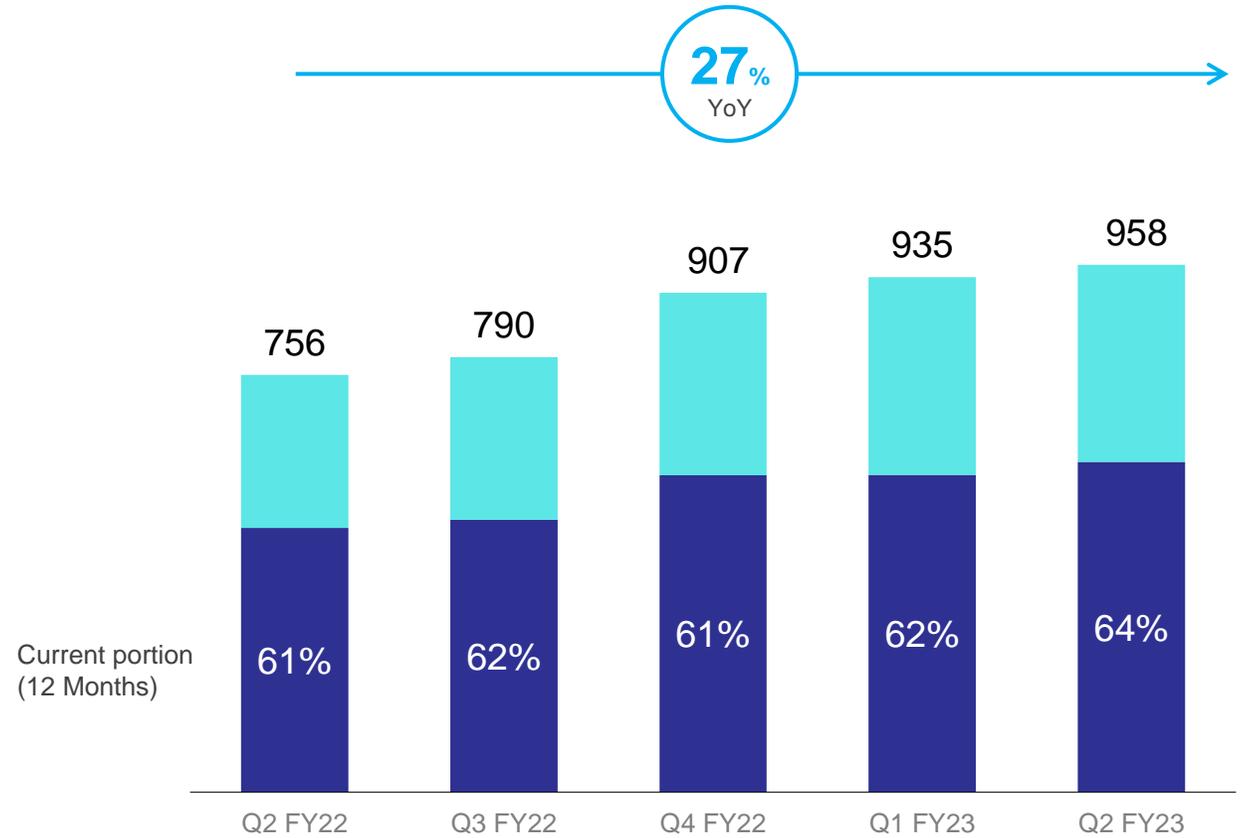
Deferred Revenue - Standalone

(₹ in Crores)

Yearly trends



Quarterly trends



~20% of deferred revenue gets recognized within next 3 months

Note:

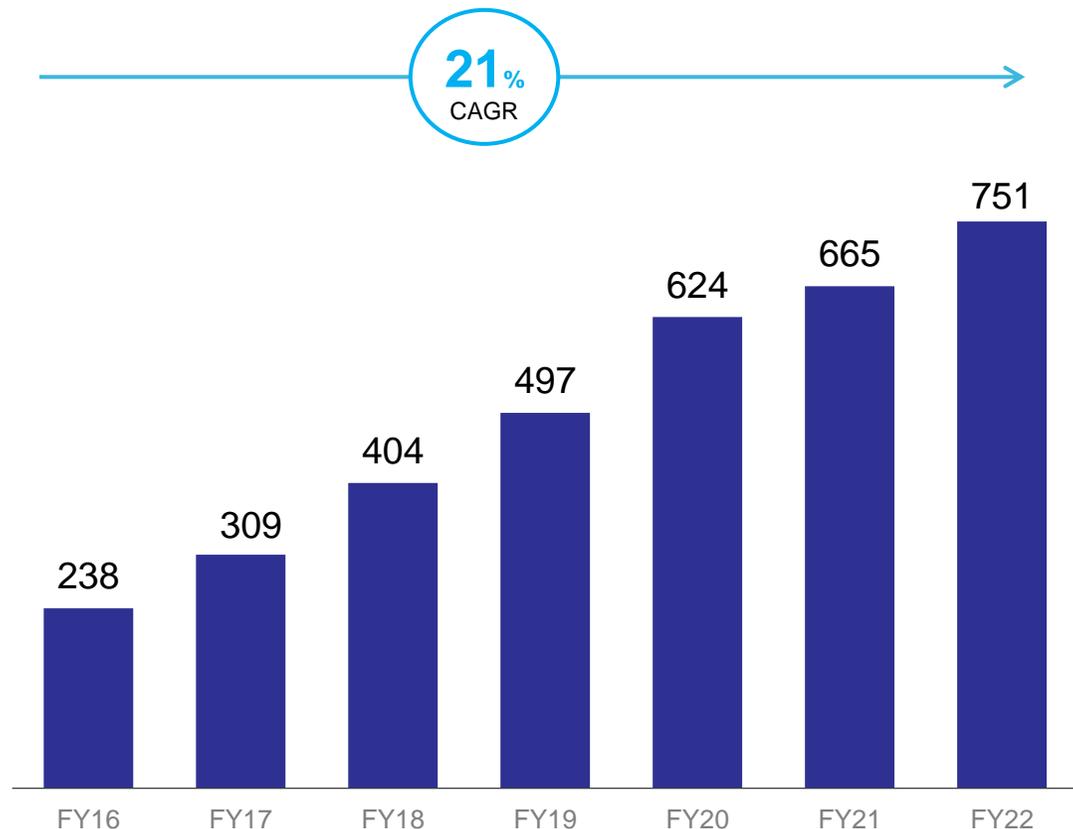
- 1) Deferred revenue refers to contract liabilities in the financial statements, i.e., including advances from customers
- 2) Above figures have been calculated by dividing financials (in mn) by 10; Figures have been rounded off



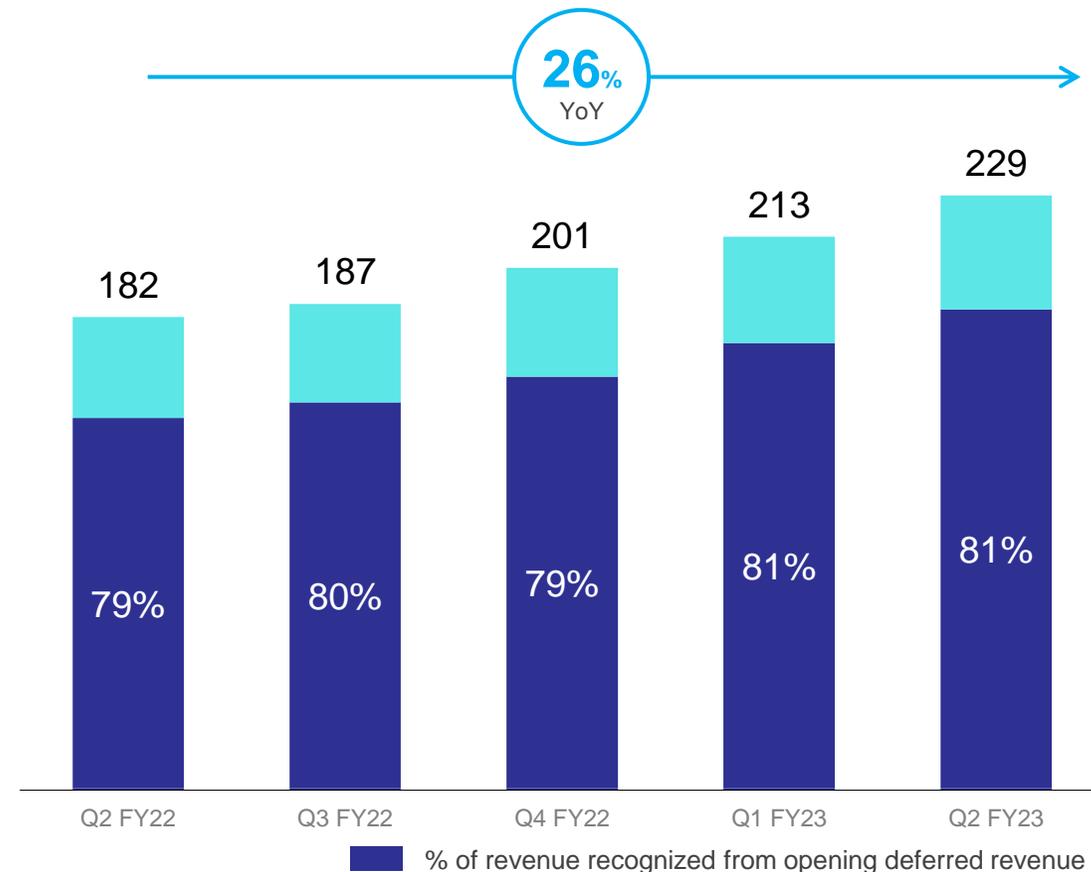
Revenue from Operations - Standalone

(₹ in Crores)

Yearly trends



Quarterly trends



~47% of revenue contributed by top 10% & ~18% of revenue contributed by top 1% of paying subscription suppliers



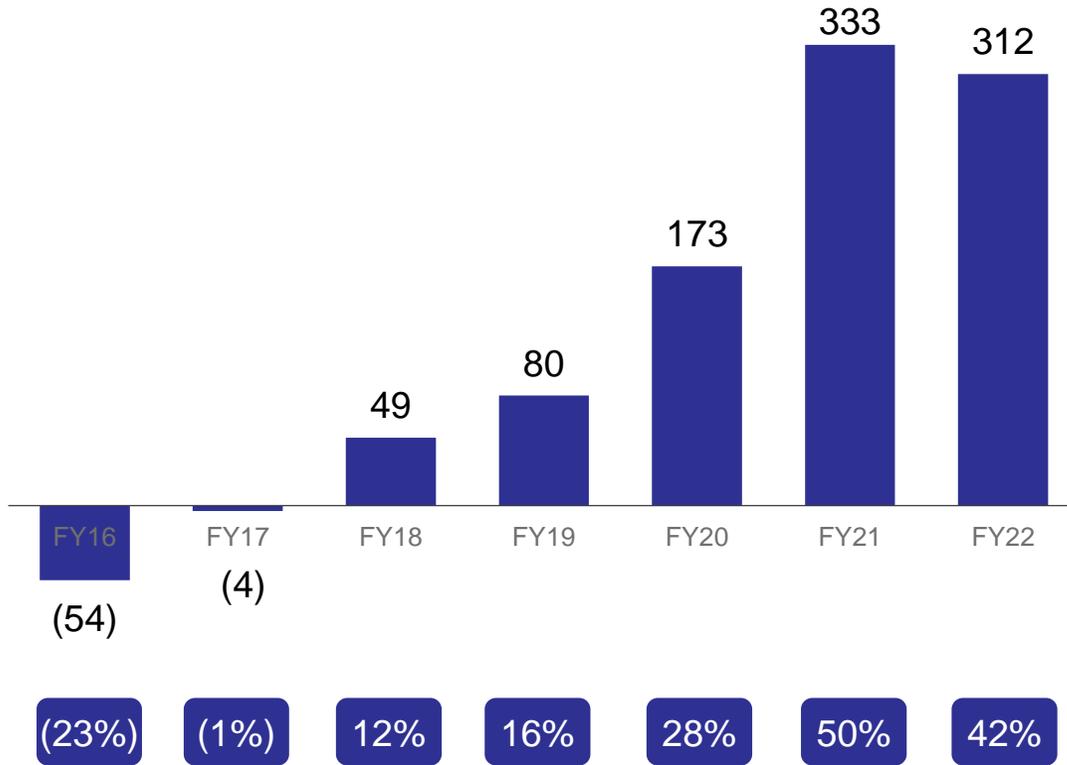
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IndiaMART InterMESH Ltd

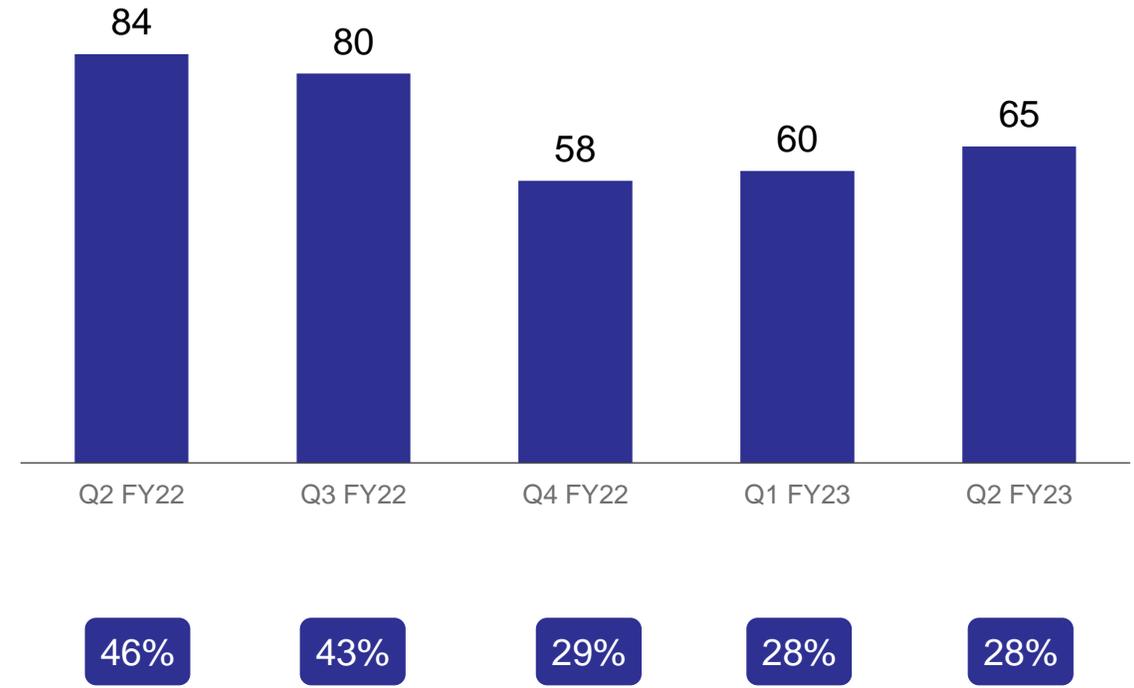
EBITDA - Standalone

(₹ in Crores)

Yearly trends



Quarterly trends



Note:

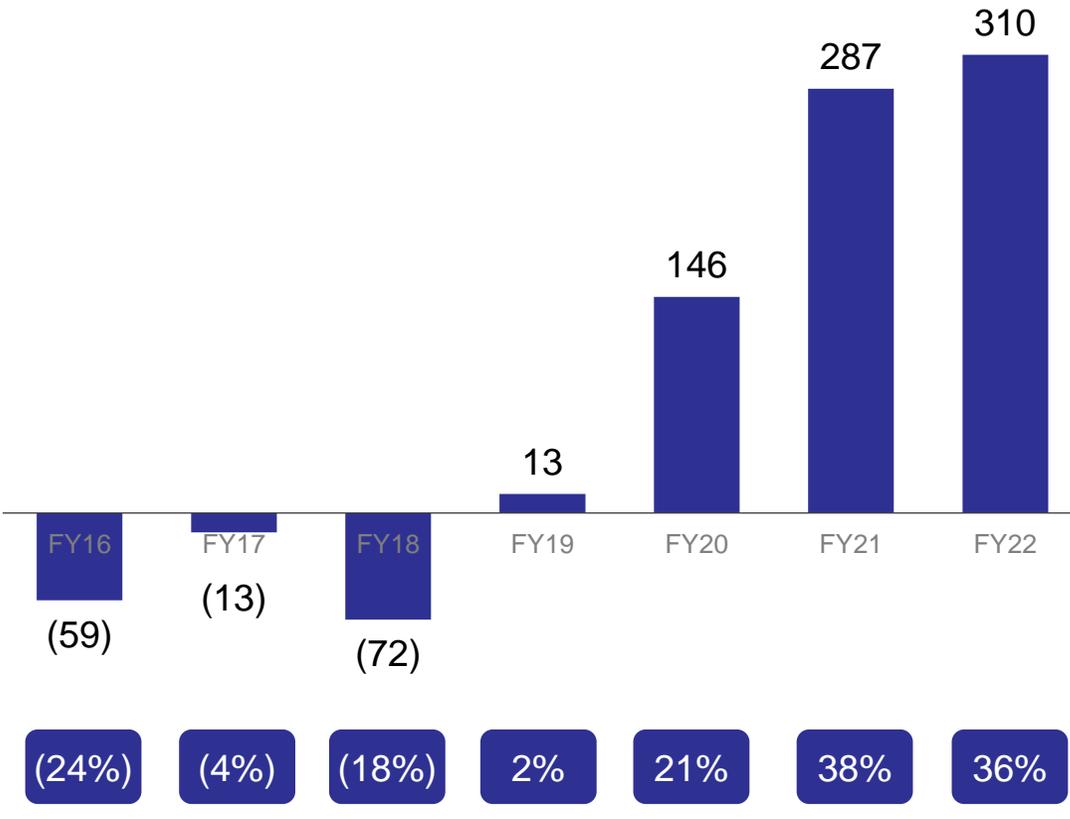
- 1) The company has adopted IND AS -116 from 1st April 2019, the nature of expenses in respect of operating leases has changed from lease rent (in other expenses) into depreciation cost against the right-of-use asset and finance cost against interest accrued on lease liability. Consequently, EBITDA may not be directly comparable
- 2) Above figures have been calculated by dividing financials (in mn) by 10; Figures have been rounded off



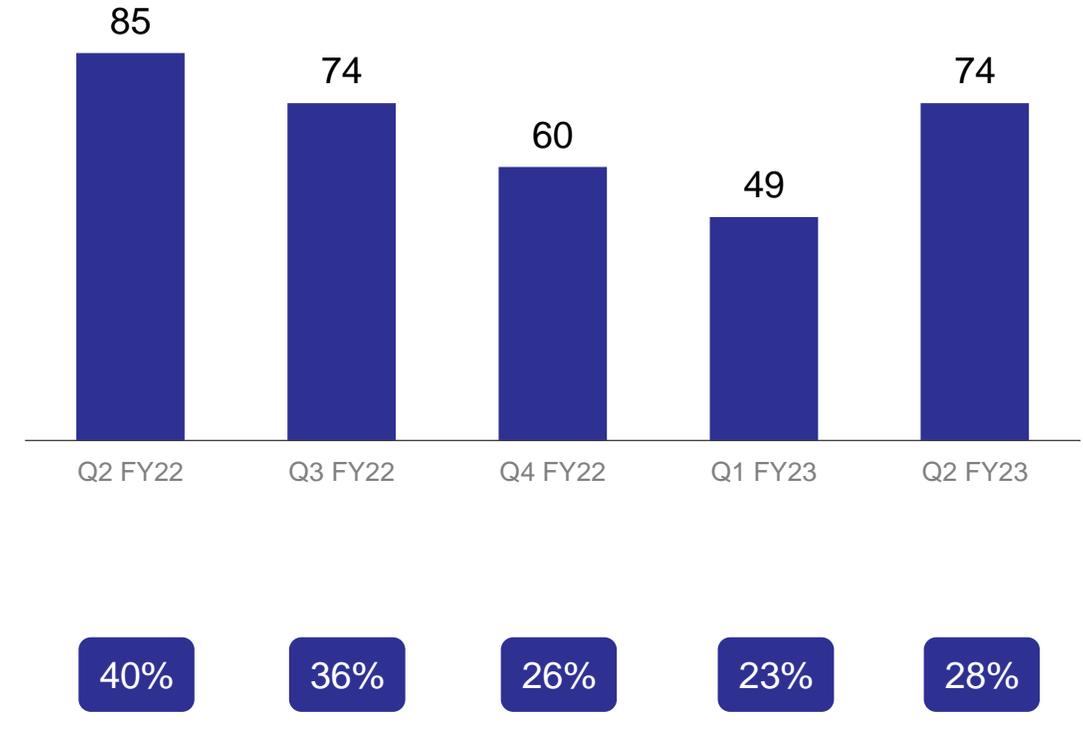
PAT - Standalone

(₹ in Crores)

Yearly trends



Quarterly trends



Note:

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

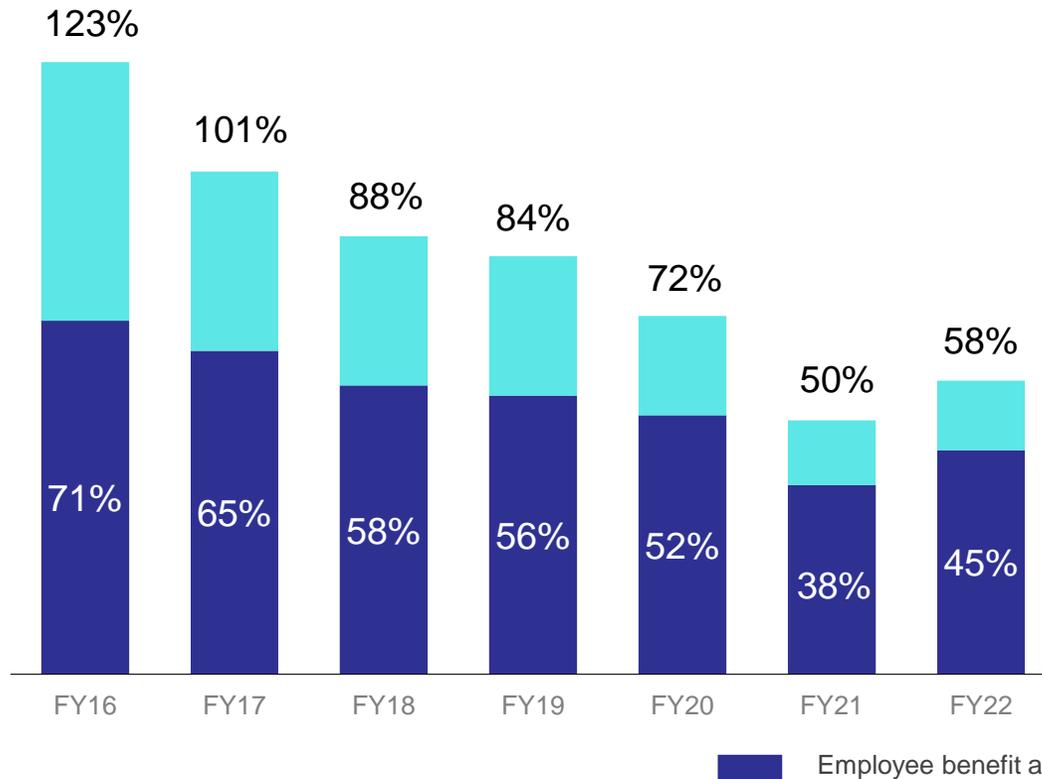
2) Fall in Net Profit during Q1FY23 is on account of lower other income due to Mark – to – market (MTM) losses on treasury portfolio due to significant increase in bond yields during the quarter.



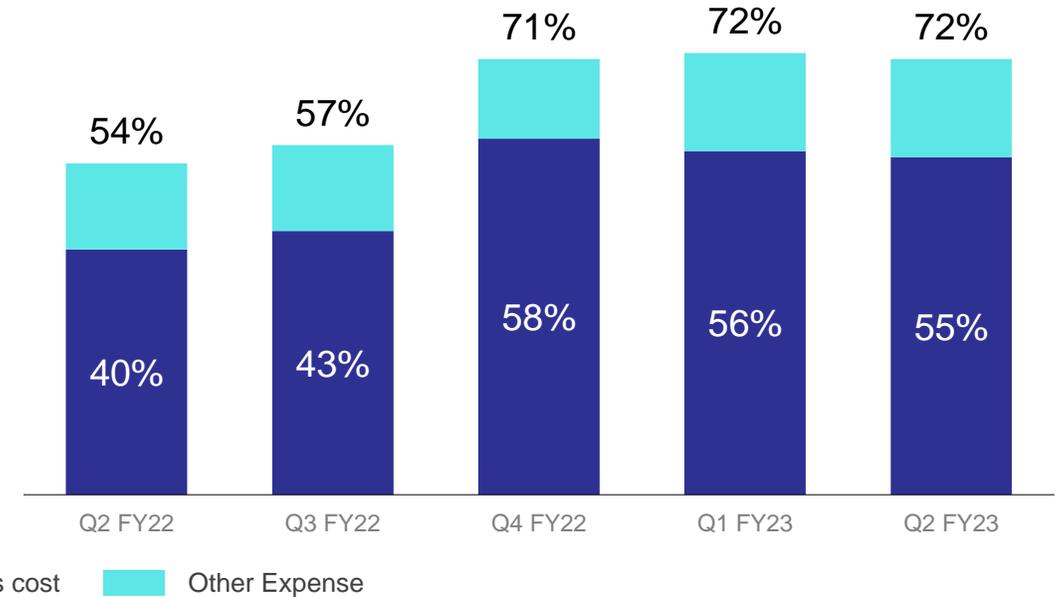
Margin Leverage - Standalone

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

Yearly trends



Quarterly trends



Note:

- Above figures have been calculated by dividing financials (in mn) by 10; Figures have been rounded off
- The company has adopted IND AS -116 from 1st April 2019, the nature of expenses in respect of operating leases has changed from lease rent (in other expenses) into depreciation cost against the right-of-use asset and finance cost against interest accrued on lease liability. Consequently, margin leverage may not be directly comparable

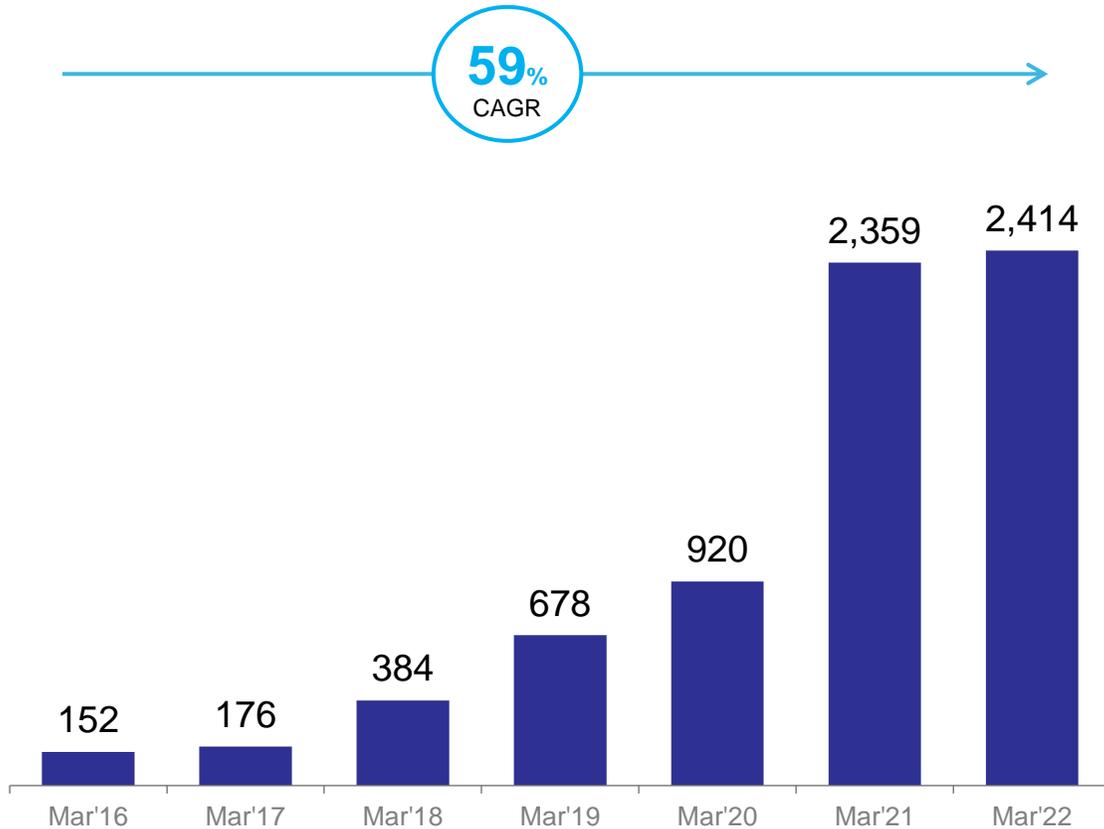


Cash and Investments* - Standalone

(₹ in Crores)

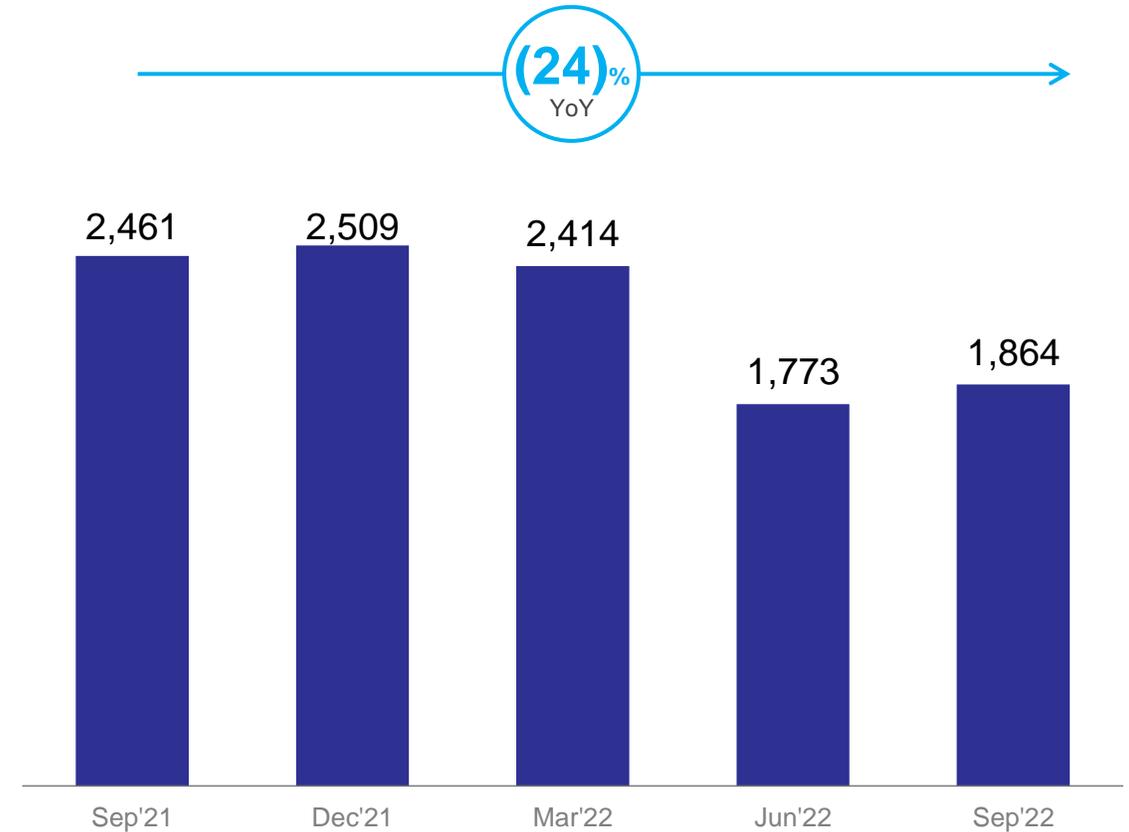
Yearly trends

59%
CAGR



Quarterly trends

(24)%
YoY



Note:

- 1) Refers to Cash and Cash Equivalents and investments in Mutual Funds in the financial statements
- 2) Increase in Cash and Investments in Q4 FY 21 is on account of Rs. 1,070 crores raised by company through QIP in February 2021
- 3) Fall in Cash and Investments in Q1FY23 is on account of acquisition of Busy Infotech Pvt Ltd (Rs. 500cr), Livekeeping Technologies Pvt Ltd (Rs. 46cr) and share buyback including taxes (Rs. 123cr)



Functional P&L* - Standalone

(₹ in Crores)

| During the period | FY22 | | | | | | | | FY23 | | |
|---|--------------|--------------|--------------|--------------|-------------|-------------|-------------|-------------|--------------|--------------|--------------|
| | FY18 | FY19 | FY20 | FY21 | Q1 | Q2 | Q3 | Q4 | FY22 | Q1 | Q2 |
| Revenue from Operations | 404 | 497 | 624 | 665 | 181 | 182 | 187 | 201 | 751 | 213 | 229 |
| Customer service cost | (135) | (158) | (174) | (122) | (33) | (36) | (39) | (52) | (160) | (51) | (54) |
| Surplus over customer service cost | 269 | 339 | 450 | 543 | 148 | 146 | 148 | 149 | 591 | 162 | 175 |
| Gross Margin | 67% | 68% | 72% | 82% | 82% | 80% | 79% | 74% | 79% | 76% | 77% |
| Selling & distribution cost | (90) | (100) | (113) | (80) | (20) | (21) | (27) | (41) | (110) | (44) | (46) |
| Technology & content cost | (81) | (102) | (104) | (85) | (24) | (27) | (28) | (32) | (111) | (38) | (44) |
| Marketing Cost | (5) | (5) | (5) | (2) | (1) | (1) | (1) | (1) | (3) | (1) | (1) |
| Depreciation & amortization | (3) | (4) | (21) | (16) | (3) | (3) | (3) | (3) | (12) | (3) | (5) |
| Other operating expenses | (43) | (52) | (55) | (43) | (13) | (13) | (14) | (16) | (56) | (19) | (19) |
| Total | (222) | (263) | (298) | (226) | (61) | (65) | (73) | (93) | (291) | (106) | (115) |
| Operating Profit | 46 | 76 | 152 | 317 | 87 | 81 | 77 | 55 | 300 | 56 | 61 |
| Operating Margin | 12% | 15% | 24% | 48% | 48% | 45% | 41% | 28% | 40% | 26% | 26% |

Note:

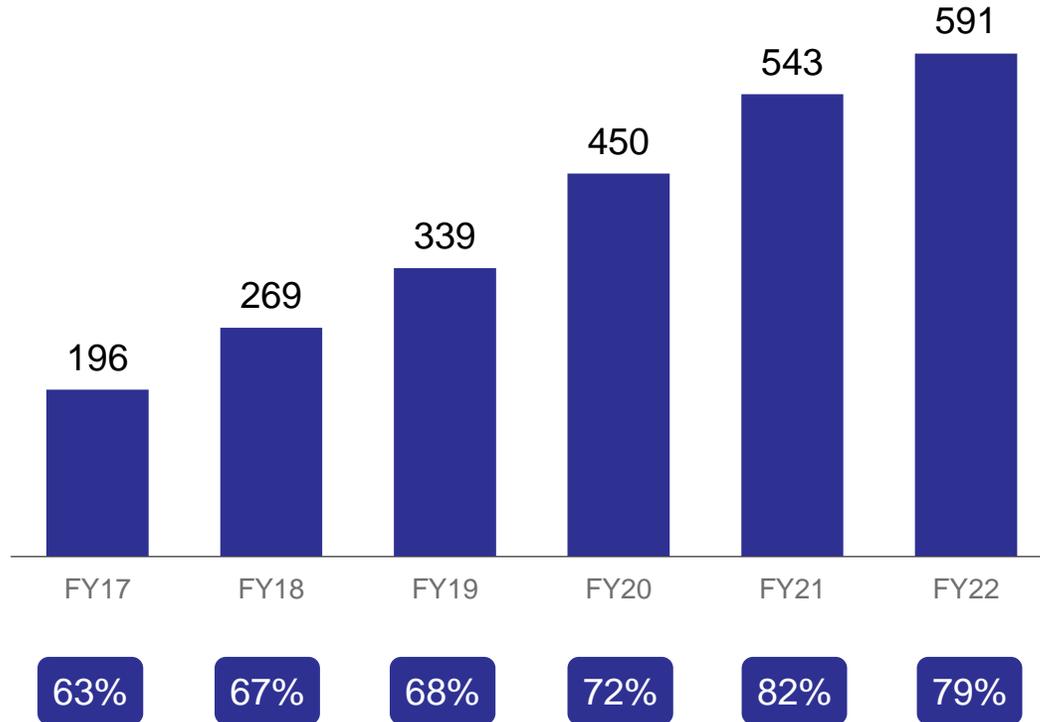
- 1) Refer to Note No. 31 in Standalone Financial Statements for Q2FY23 for detailed assumptions
- 2) Above figures have been calculated by dividing financials (in mn) by 10; Figures have been rounded off



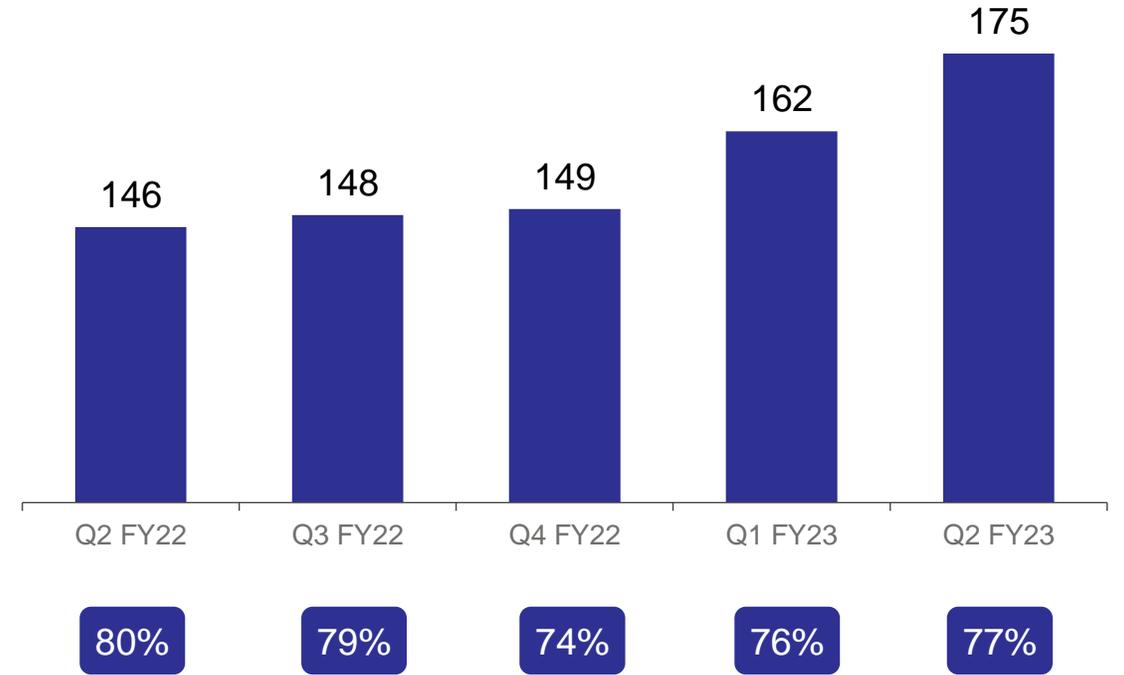
Gross Profit (Surplus over customer service cost) - Standalone

(₹ in Crores)

Yearly trends



Quarterly trends



Gross Margin

Note:

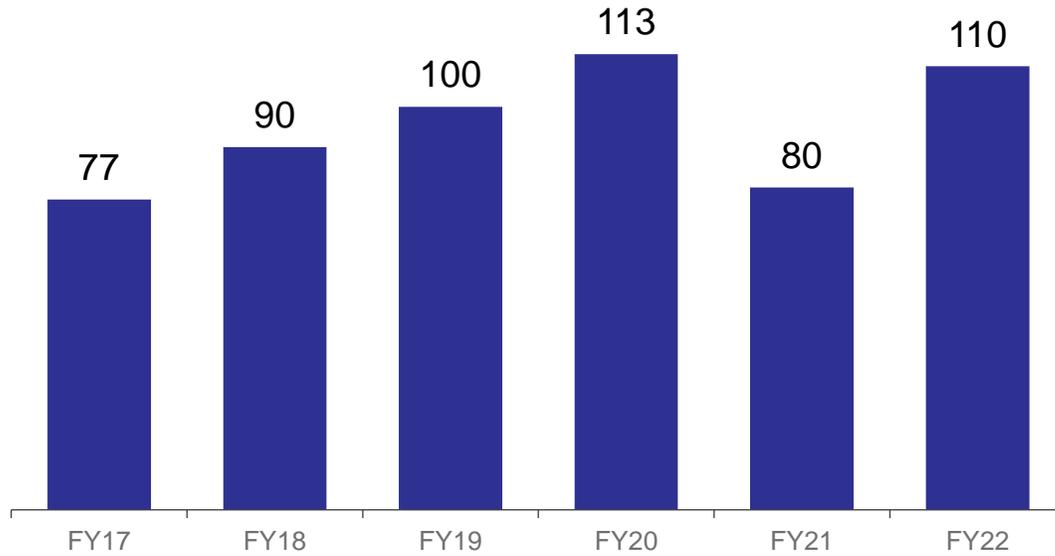
- 1) Refer to Note No. 31 in Standalone Financial Statements for Q2FY23 for detailed assumptions
- 2) Above figures have been calculated by dividing financials (in mn) by 10; Figures have been rounded off



Selling & Distribution costs - Standalone

(₹ in Crores)

Yearly trends



25%

22%

20%

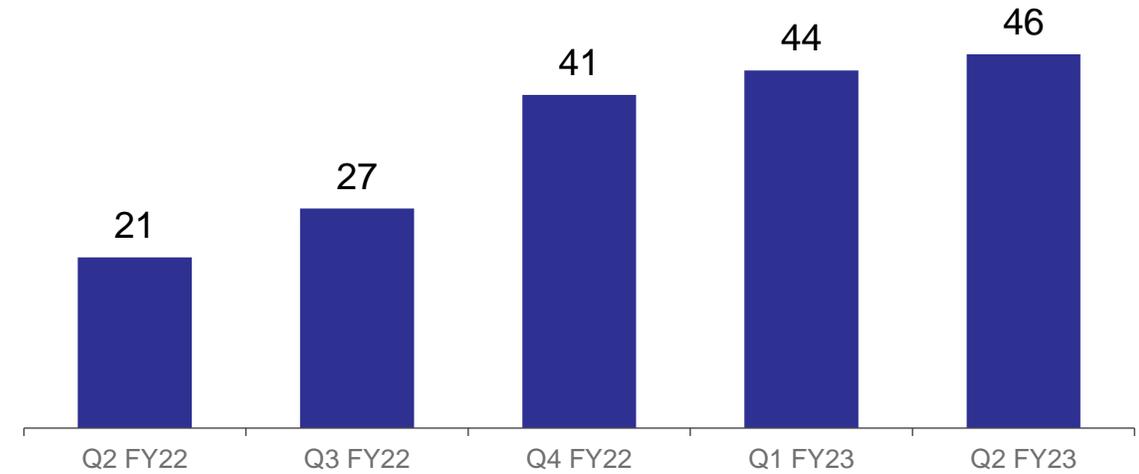
18%

12%

15%

% to revenue

Quarterly trends



12%

14%

21%

21%

20%

Note:

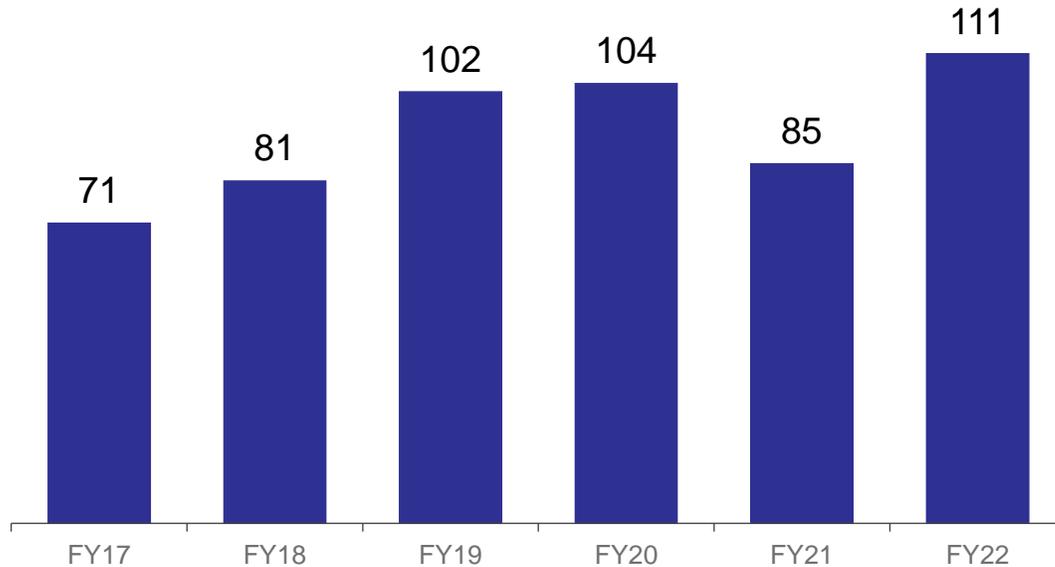
- 1) Refer to Note No. 31 in Standalone Financial Statements for Q2FY23 for detailed assumptions
- 2) Above figures have been calculated by dividing financials (in mn) by 10; Figures have been rounded off



Technology & Content costs - Standalone

(₹ in Crores)

Yearly trends



23%

20%

21%

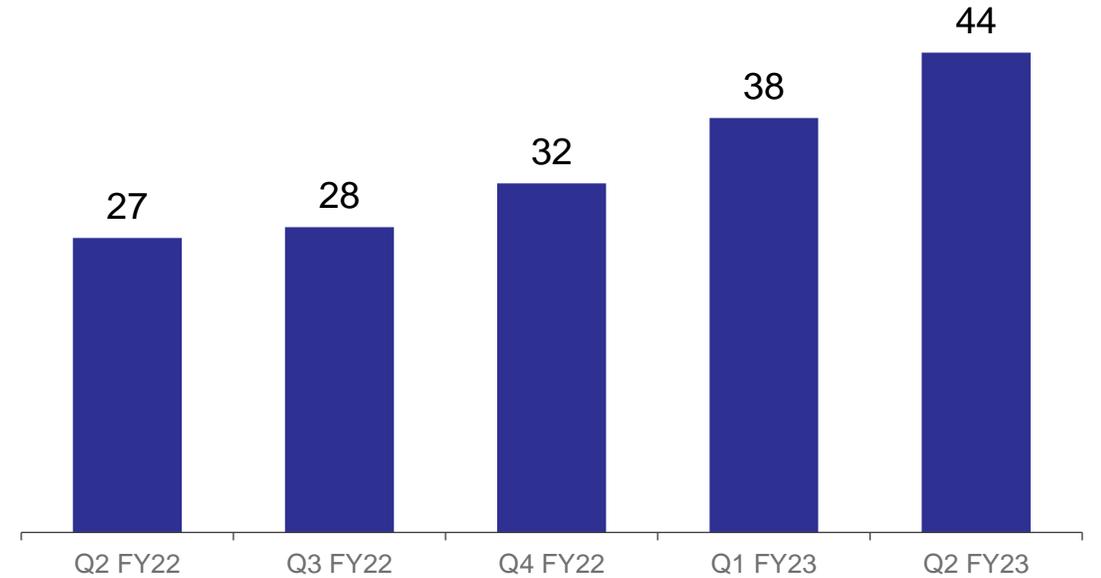
17%

13%

15%

% to revenue

Quarterly trends



15%

15%

16%

18%

19%

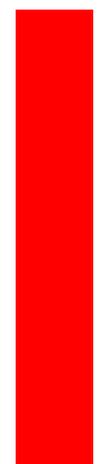
Note:

- 1) Refer to Note No. 31 in Standalone Financial Statements for Q2FY23 for detailed assumptions
- 2) Above figures have been calculated by dividing financials (in mn) by 10; Figures have been rounded off





Harbour crane



Subsidiary – Busy Infotech



Busy – Business Accounting Software



Invest in Team & Awareness

Accelerate Revenue growth

Increase New Licenses Sold



Product Features



Financial Accounting



Inventory Management



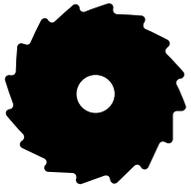
Analytics/ Reports



Configurable Invoicing



TDS and TCS



Production and Job Work



GST Reconciliation



Scheme Management



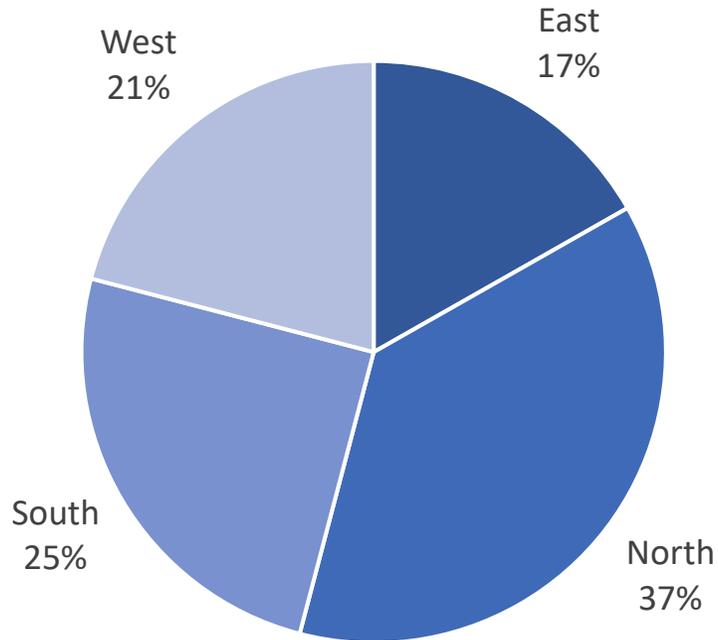
GST Invoicing



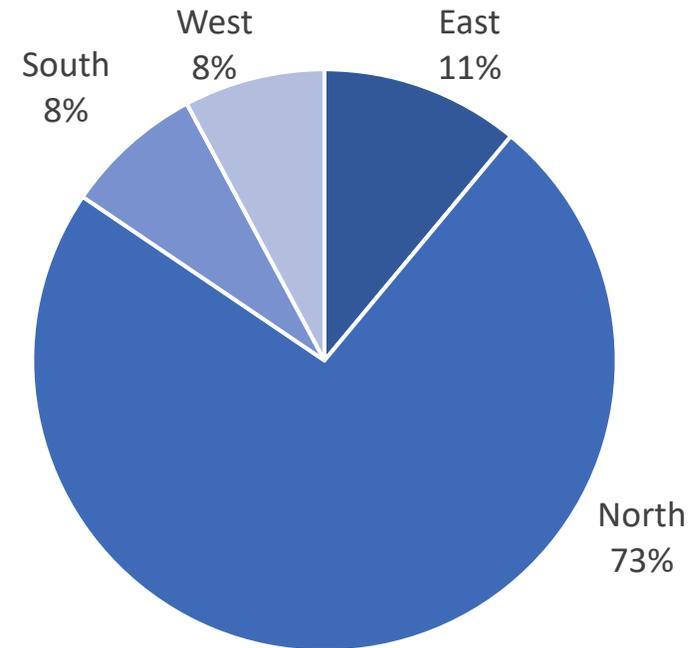
E - Way Bills

Growth Opportunity – Geographic Expansion

Distribution of Businesses in India*



Cumulative Busy Licenses Sold



Significant penetration opportunity across regions

* Based on the data of GST registered businesses (i.e. 13Mn+) across India



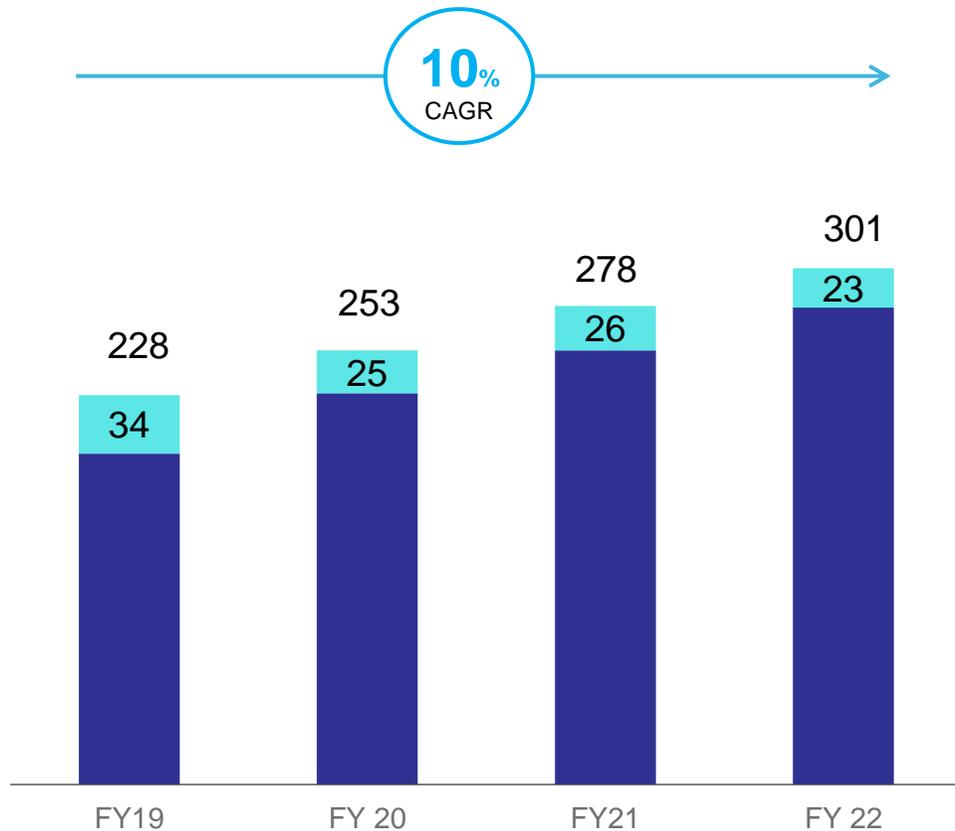
Q2 FY23 Results Overview



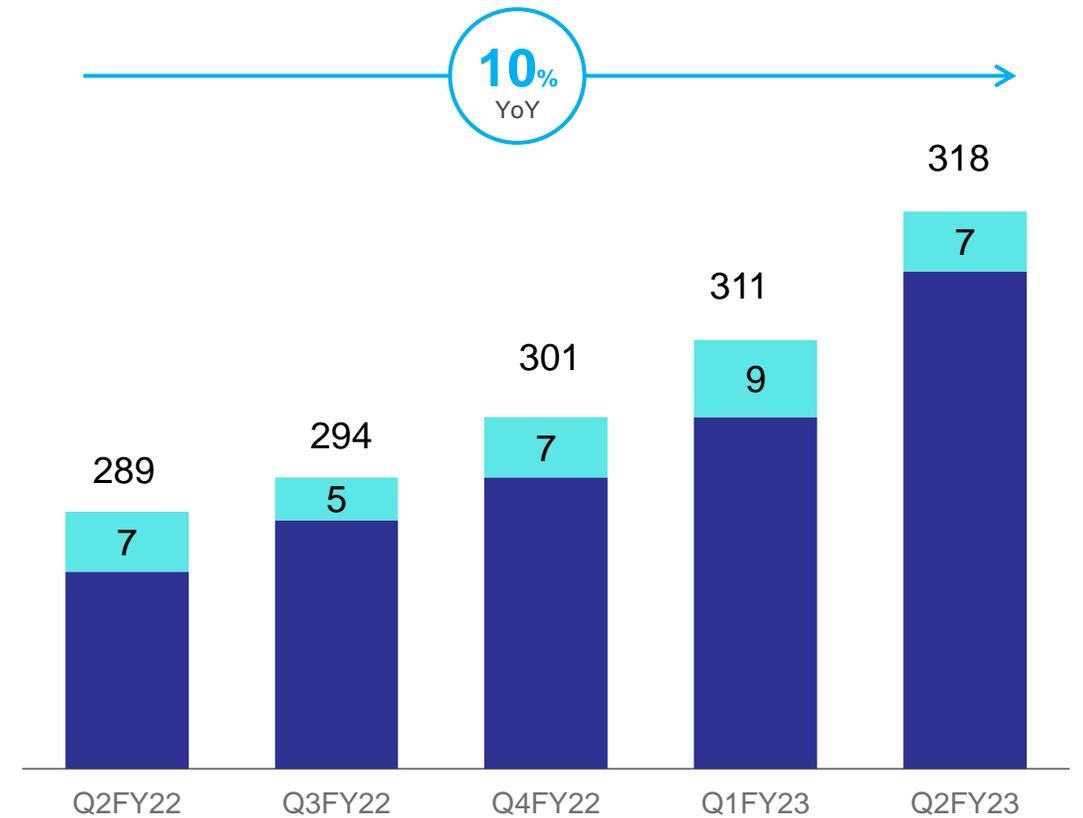
License Sold

(Figures in '000)

Yearly trends



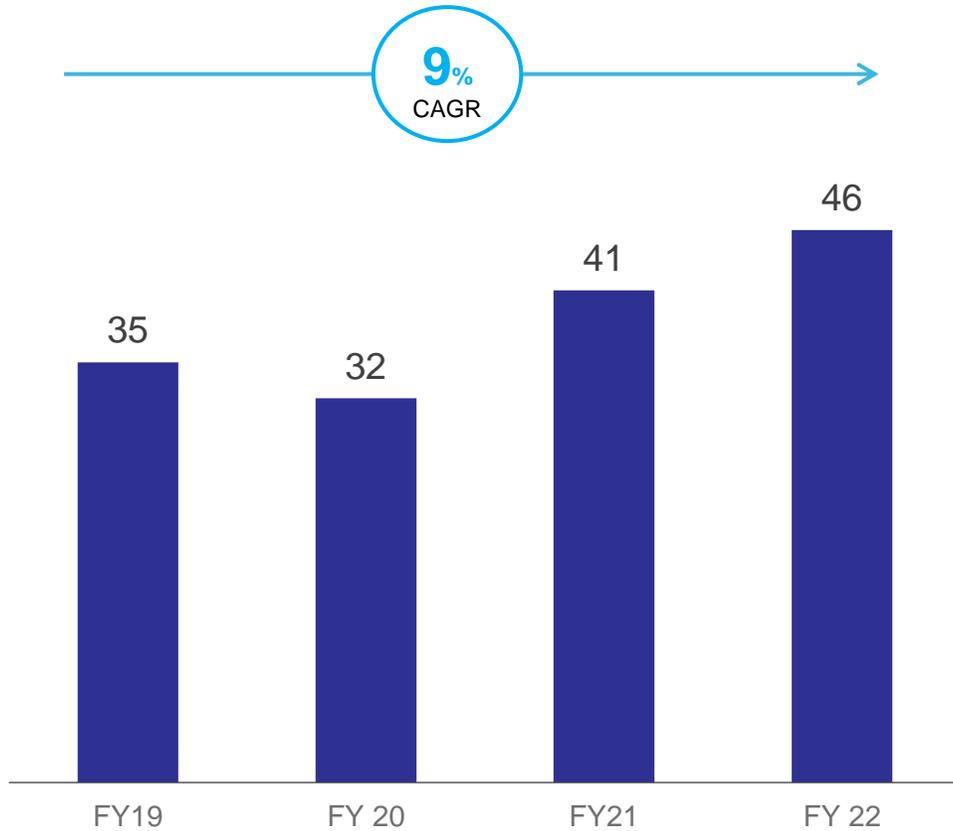
Quarterly trends



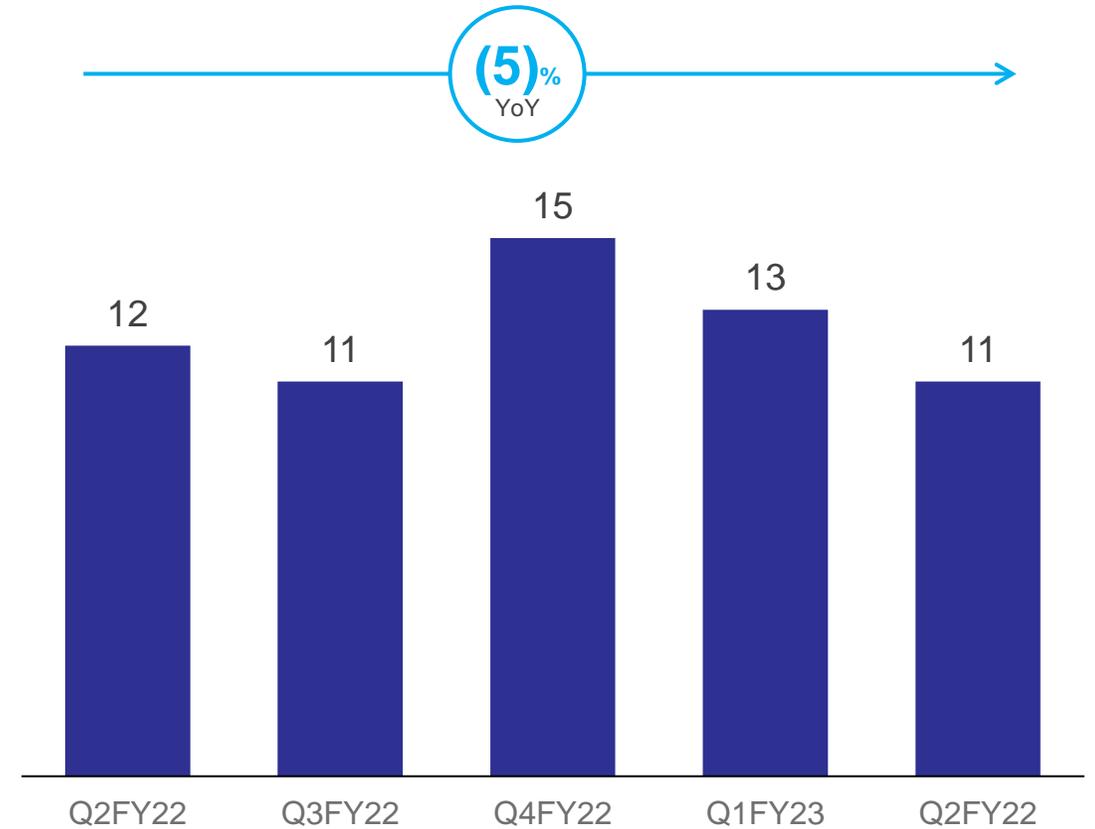
New License sold

(₹ in Crores)

Yearly trends



Quarterly trends



*Billing indicates value of invoices, excluding GST, issued during the period



Biomass Plant

Other Subsidiaries



Livekeeping – Mobile Integration with Tally

Tally on Mobile - Integration with Tally software to provide Value Added Services with Mobile and Cloud first approach



Tally

- Record entries on mobile
- Auto back-up on cloud



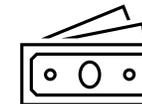
Dashboard

- Real Time Profitability Analysis
- Accounting information on the go



Invoicing

- GST compliant Invoicing
- Remote invoice and PO creation



Receivables & Payables

- Collection status, reminders
- Ageing analysis

All trademarks, logos and brand names are the property of their respective owners.
Use of any third-party names, trademarks and brands are for reference purposes only.

<https://www.livekeeping.com/>



Pay With IndiaMART – Instant online collections and payments

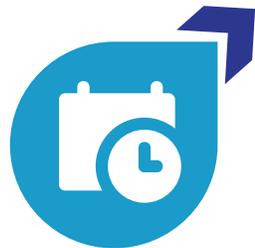


Facilitates online collections via various online modes such as credit / debit cards, UPI, Netbanking etc.



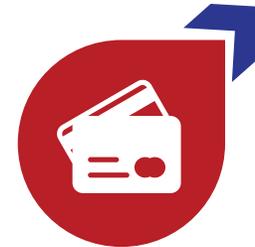
Robust Buyer Protection

Secure your payments



Buy Now, Pay At Ease

EMI enabled
(Easy Monthly Instalments)



Multiple Payment Options

All major credit/debit cards,
UPI, net banking and wallet
options



Strong Security

Buy from sellers across
India with a secure
payment network



<https://paywith.IndiaMART.com/>

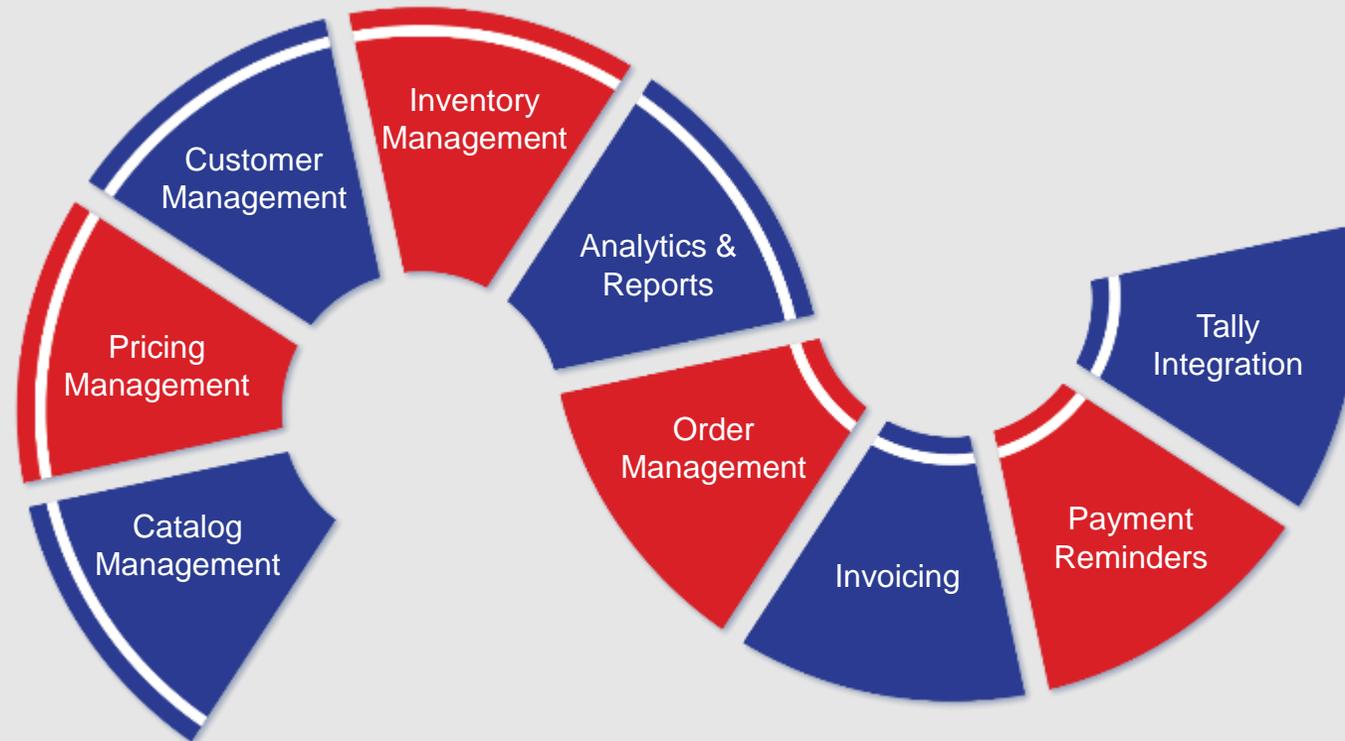
IndiaMART InterMESH Ltd

IndiaMART Holding: 100% in Pay with IndiaMART Pvt Ltd.

Pooraa – Order to Cash Management

pooraa

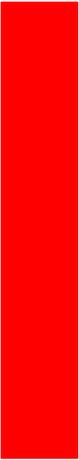
Pooraa brings a simple & easy-to-use system that helps manage business better while offering quality experience to customers



<https://pooraa.com/>

IndiaMART InterMESH Ltd

IndiaMART Holding: 100% in Tolexo Online Pvt Ltd.

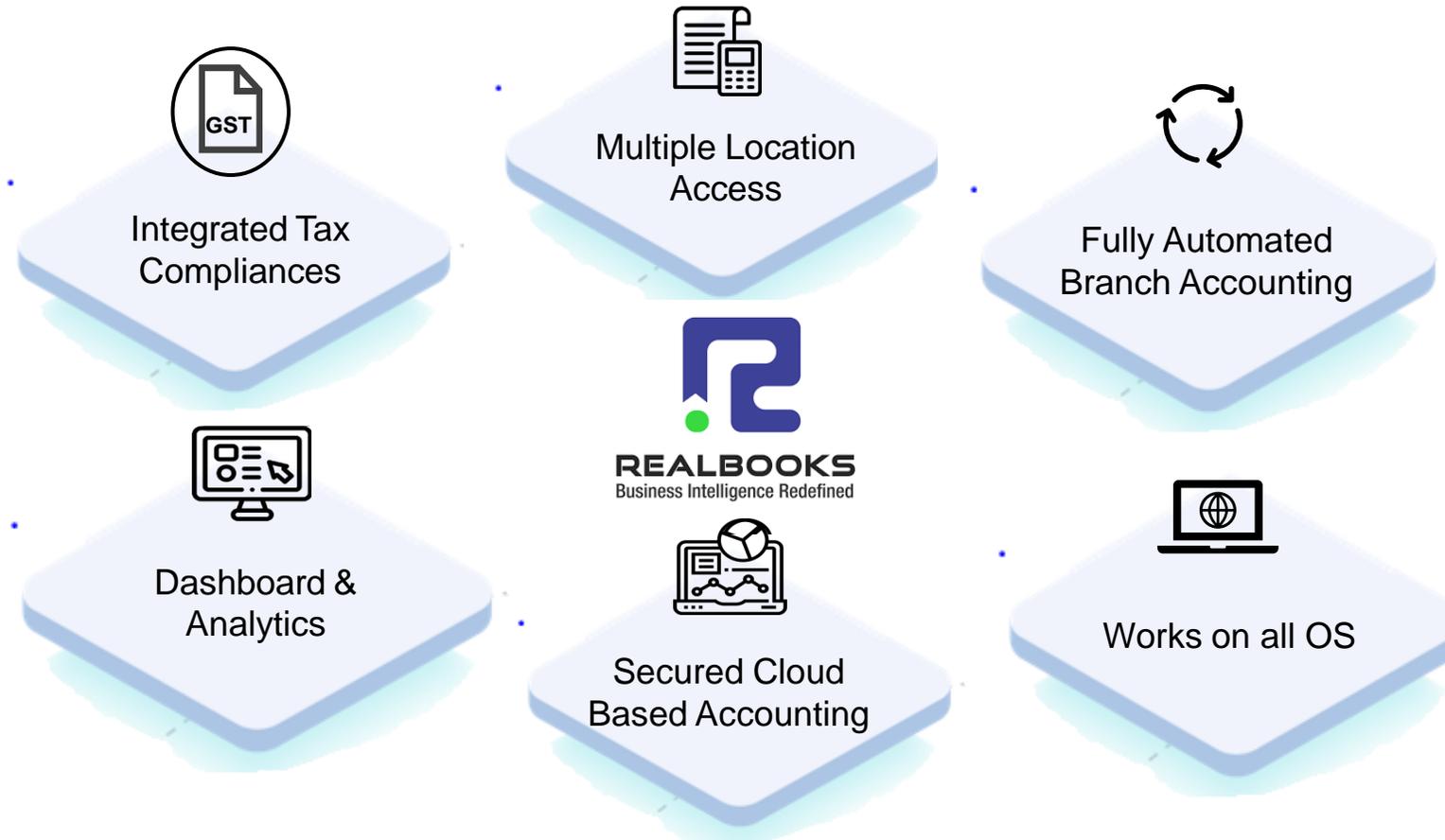


Associates & Other Investments



RealBooks – Online Accounting Software

A cloud-based GST compliant accounting-inventory-payroll software that helps users take better financial decisions



AERCHAIN – AI-Driven Procurement Platform



Aerchain is a Next Gen Source to Pay platform helping enterprises optimize their procurement by leveraging Artificial Intelligence



Strategic Sourcing

- E-Sourcing using RFXs
- Auction – E-bidding



Tail Spend Automation

- Right sourcing from Supplier
- Spend Analytics



Aerchain Pay Automation

- AP automations with Compliances
- Budgeting & Insights



Procure to Pay Automation

- Vendor portal for order management
- Rate contracts



<https://aerchain.io/>

IndiaMART InterMESH Ltd

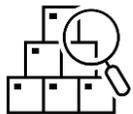
IndiaMART Holding: **26.2% in Agillos e-commerce Pvt Ltd.**

EasyEcom – Inventory and Warehouse Management



Easy Ecom offers SaaS based commerce enablement solutions to merchants for inventory management

Warehouse and Inventory Management



- Supplier & PoS Management
- Automated PO Generation
- 3PL Integration



Accounting Automation



- Real time ERP integration
- Automated Tax Report



Marketplace & Storefront Integration



Reconciliation



- Inventory
- Payment
- Return
- Margin



<https://www.easyecom.io/>

IndiaMART InterMESH Ltd

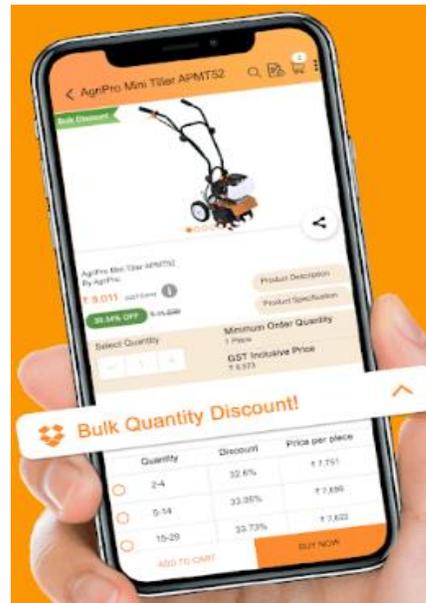
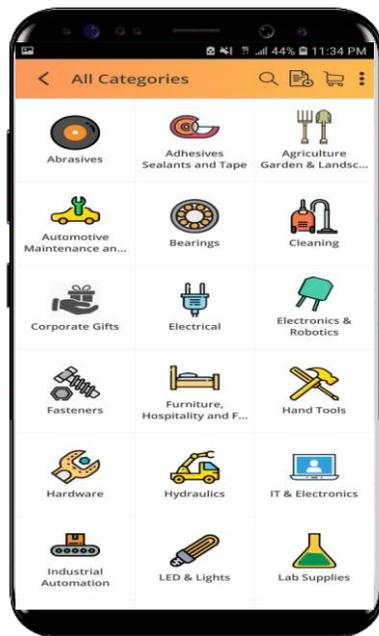
IndiaMART Holding: 26% in Edgewise Technologies Pvt Ltd.

IB Monotaro – B2B Commerce Platform

Industrial B2B E-Commerce marketplace with exclusive range of utility products

MRO Category

Commerce



- Partnership with MonotaRo - Japanese B2B E-commerce leader
- 6 Lakh + SKUs across 40+ categories



<https://www.industrybuying.com/>

IndiaMART InterMESH Ltd

IndiaMART Holding: **26%** in **IB Monotaro Pvt. Ltd.**

Shipway – All-in-One Shipping solution for eCommerce



SaaS solutions for automating shipping workflows



Fleets – Logistics Automation & Visibility Platform



Freight and fleet management platform which helps businesses digitize their logistics operations and provides real-time actionable insights

Fleet Operations

- Digitise operations & workflows
- Monitor vehicle performance

In Plant Logistics

- RFID based Vehicle tracking



Inbound Logistics

- Real time vendor Collaboration
- Risk analysis

Outbound Logistics

- Algorithmic route planning,
- In- transit monitoring



Legal tech platform that helps businesses to manage and resolve legal disputes



Litigation Tracking

Track existing litigations from 7,000+ courts



Legal Notices Management

Track & manage incoming/ outgoing legal notices



SaaS enabled marketplace

Discover, hire relevant lawyers



Lawyer Performance

Based on past records, reviews



IP Management

Patent/ Trademark tracking



Contract Management

Contract e-sign, storage and obligation tracking

Bizom – Distribution and Salesforce Management



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



Retailer Automation



Distributor Automation



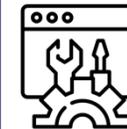
Advance Analytics



Salesforce Automation



Sales and Financial Integration



Backoffice Management

An integrated platform for distribution & salesforce management that enables consumer brands to scale at speed



<https://bizom.com/>

IndiaMART InterMESH Ltd

IndiaMART Holding: 17.1% in Mobisy Technologies Pvt Ltd.

M1xchange – Invoice Discounting & Factoring



M1xchange is a TReDS platform with RBI license offering online trade invoice discounting solutions to SMEs

T+1 Settlement



24 hours
Disbursal

Collateral Free



Basis Buyer's
past track record

Competitive Rates

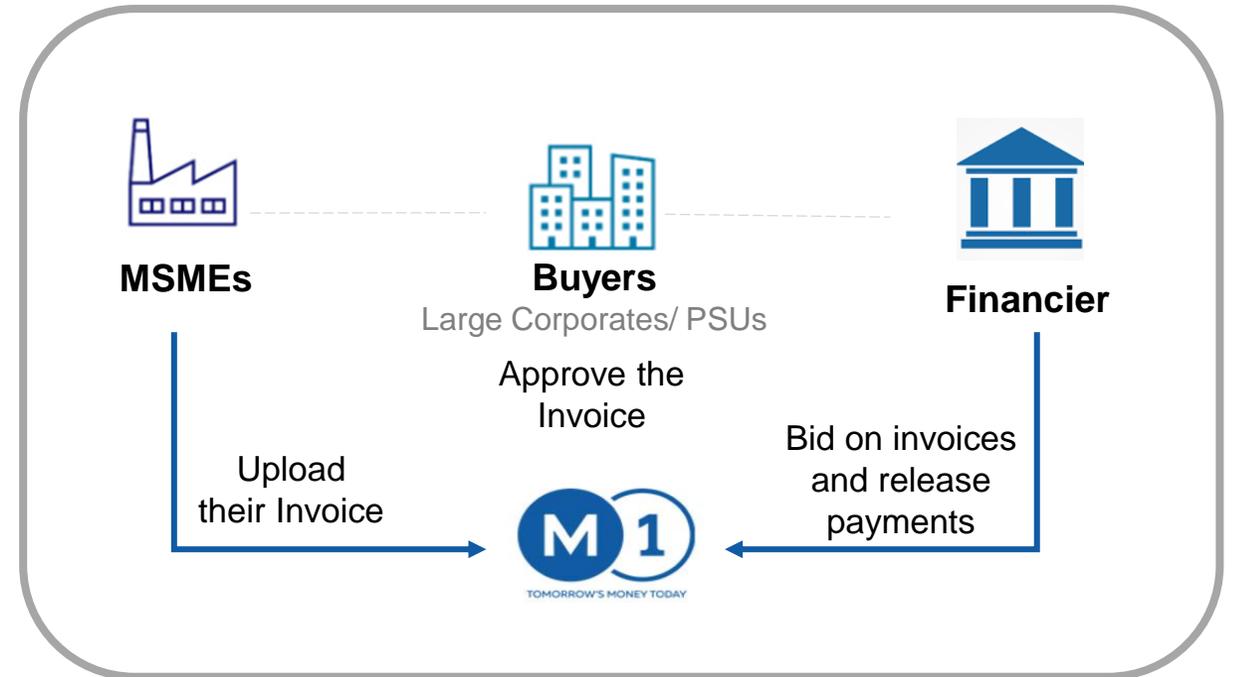


48 Financiers*
onboard

Digital Process



Easy &
Transparent



*No. of financiers as on September 30,2022

<https://www.m1xchange.com/>



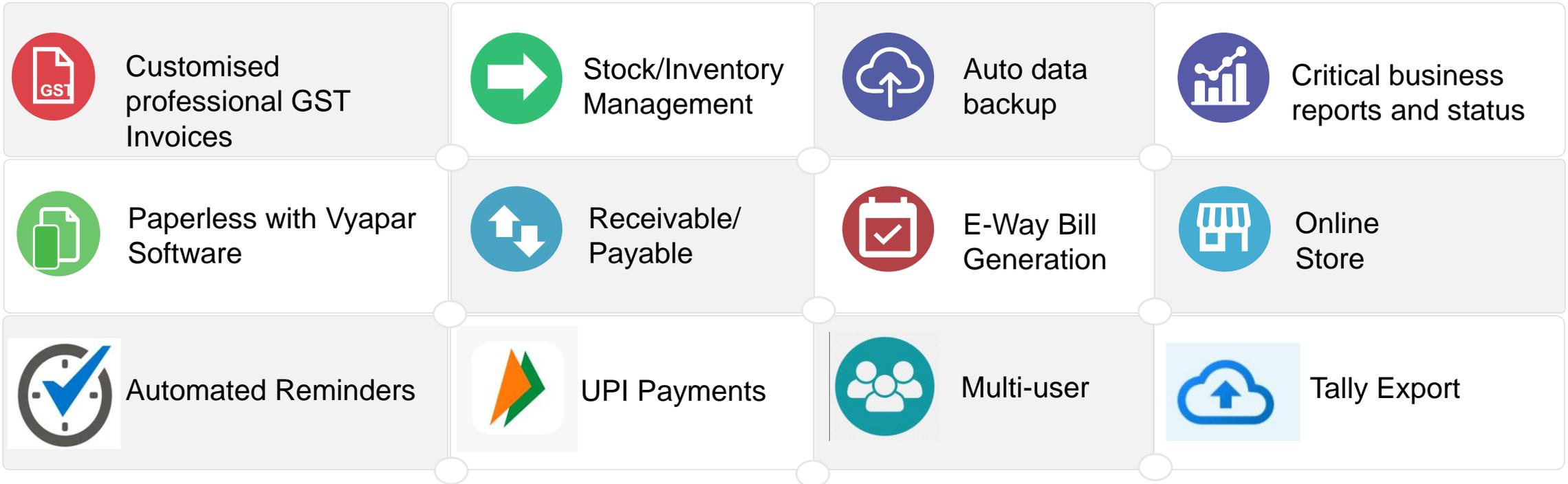
IndiaMART InterMESH Ltd

IndiaMART Holding: **7.7% in MYND Solutions Pvt Ltd.**

Vyapar – DIY Business Accounting



A mobile-based business accounting software for small businesses



Tentimes – Events Discovery and Management



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

10 Times



**Leading B2B
Event Discovery Platform**

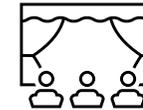


**Smart Event
Recommendation Engine**



**Global Event
Rating & Review System**

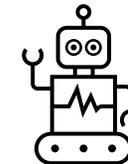
Floor



**Virtual Software to
host live events**



**Unique
Engagement Tools**



**Event Management
Automation**



SuperProcure – Simplified Transport Management

SaaS TMS for digitising freight e-sourcing & end to end transportation management.



<https://www.superprocure.com/>

IndiaMART InterMESH Ltd

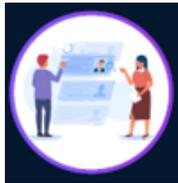
IndiaMART Holding: **25% in TruckHall Pvt Ltd.**

A unified HR and Payroll Software that automates HR processes, eliminate payroll errors and foster positive employee experiences



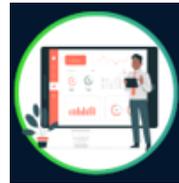
Core HR

- Employee management
- Leave & Attendance management
- Employee helpdesk
- Asset management



Engagement

- Employee Self Service
- Social Networking
- Employee Recognition
- Employee Senti-meter



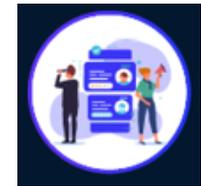
Performance

- Performance reviews
- Objectives (OKRs)
- KPIs, KRAs and Competencies
- Promotions & PIP



Payroll

- Statutory Compliances
- Expense Management
- Timesheet Management
- Employee Payouts

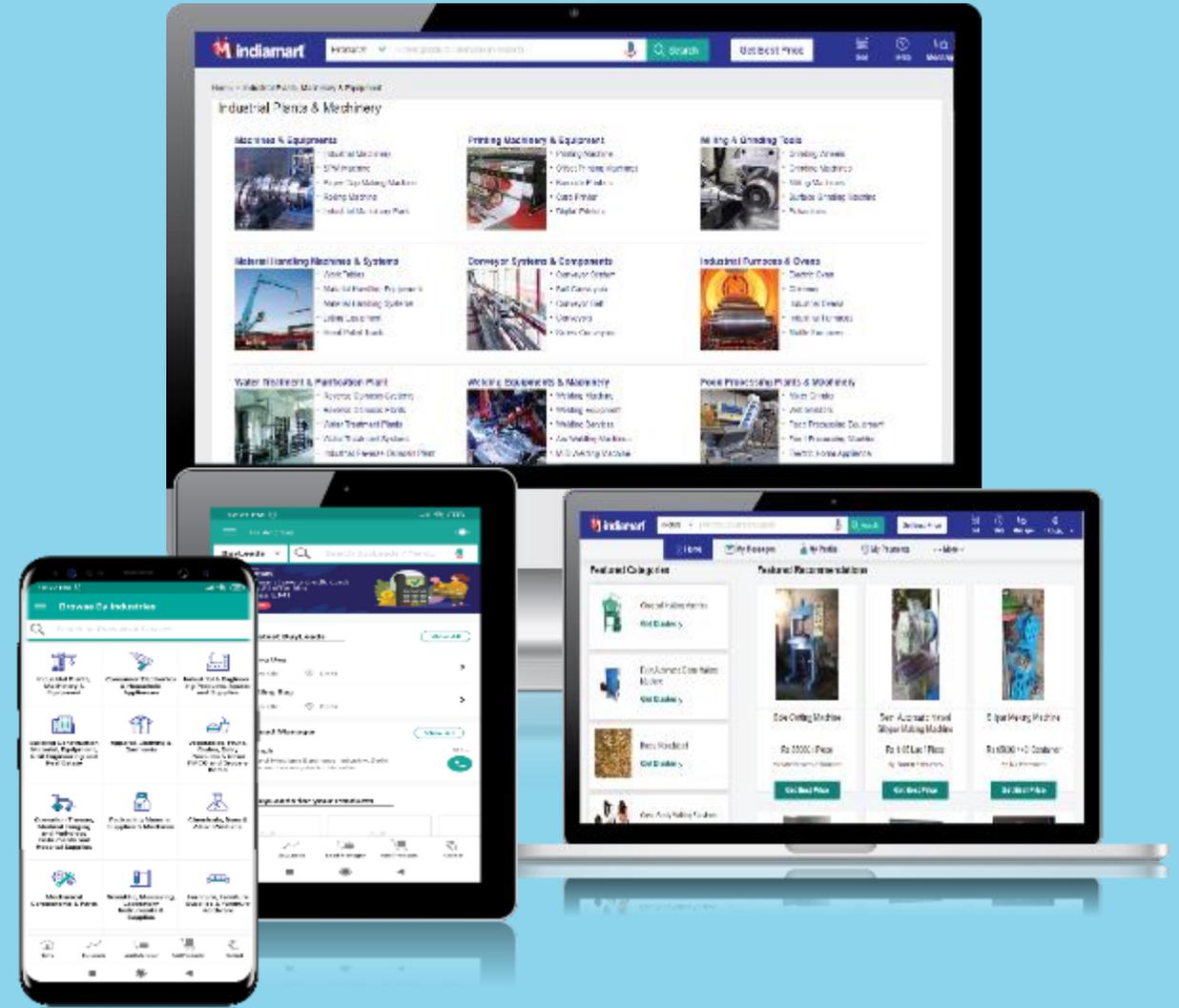


Recruitment

- Hiring Workflow
- Candidate Management
- Screening & Interview
- Employee Onboarding



Product Overview



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 Sep 30, 2022

(2) As of Sep 30, 2022

IndiaMART InterMESH Ltd

Buyer Journey

Search

Post Requirement

Product & Company Details

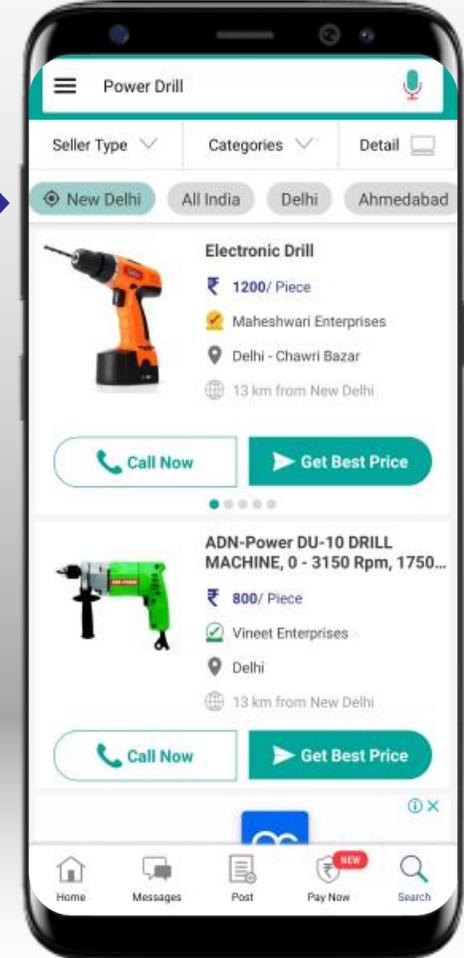
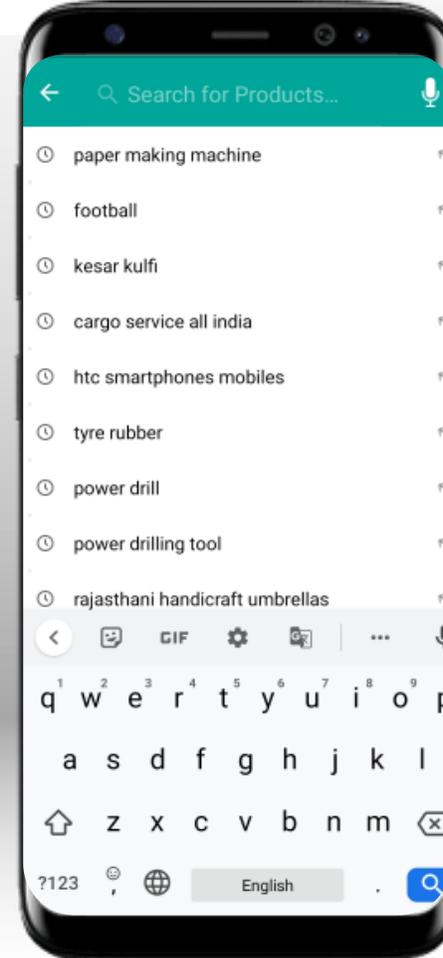
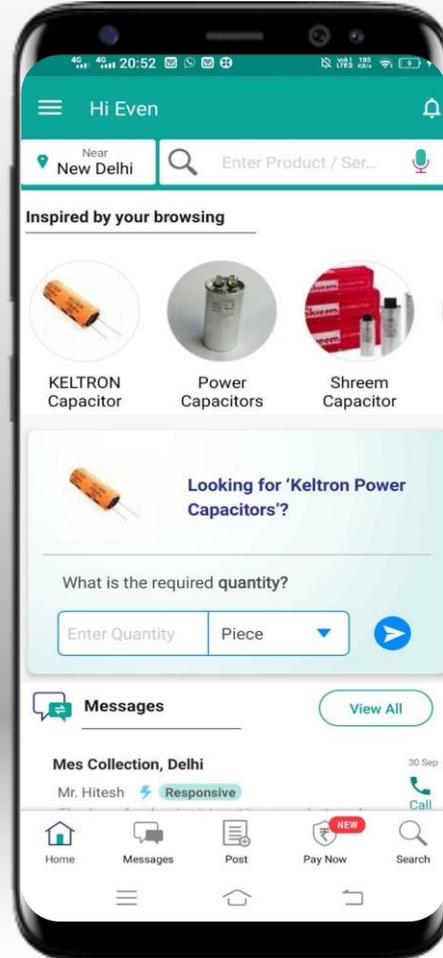
Call & Chat

Text Search

Voice Search

Auto-Suggest

Search Results



Buyer Journey

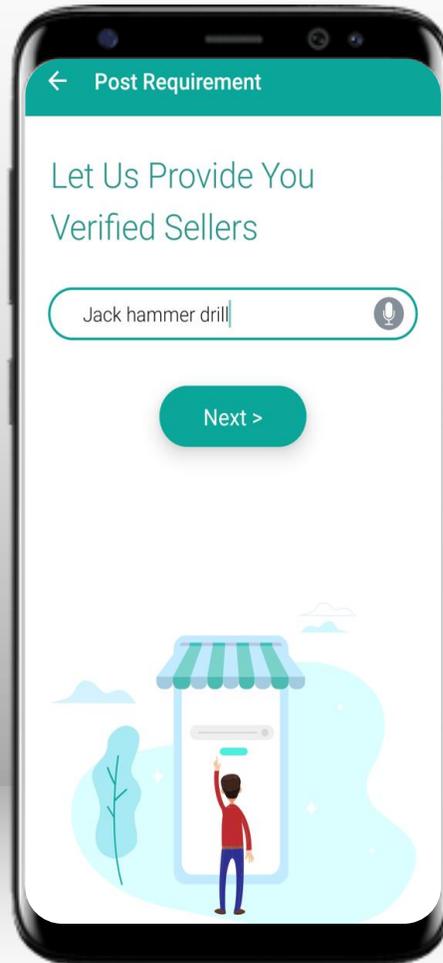
Search

Post Requirement

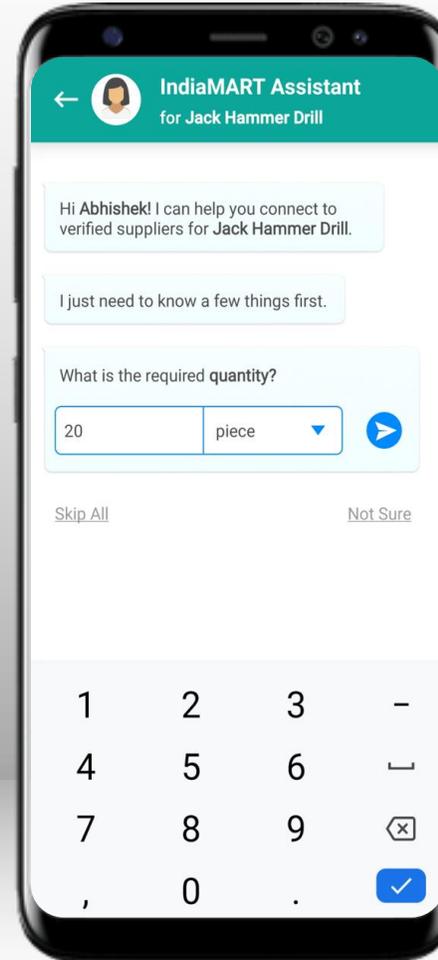
Product & Company Details

Call & Chat

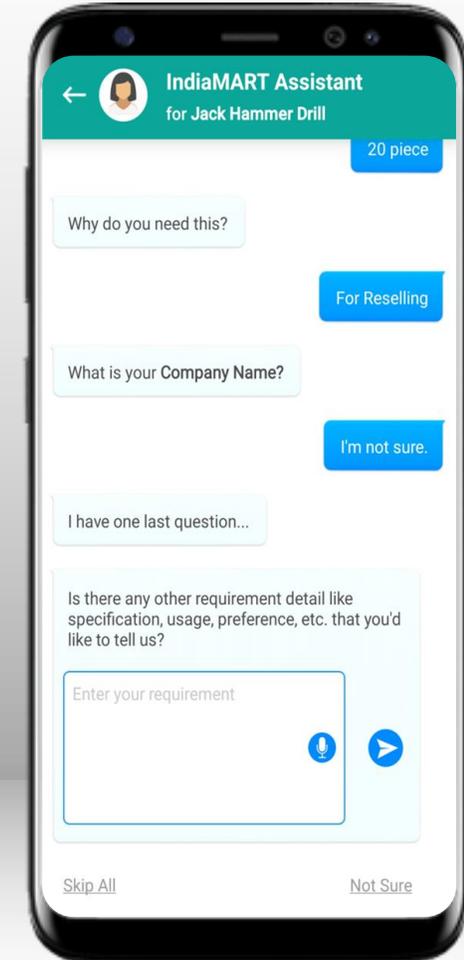
Enter Product Name



Share Details



Requirement Posted



Buyer Journey

Search
Page

Product
Page

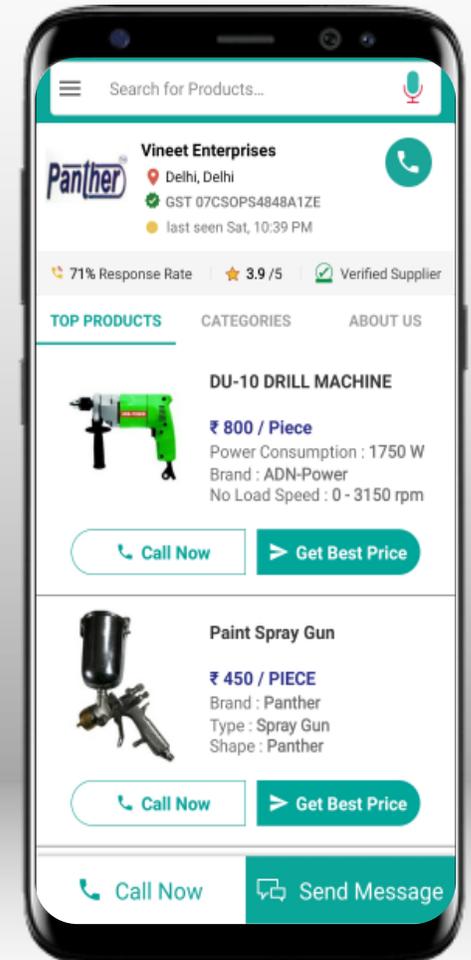
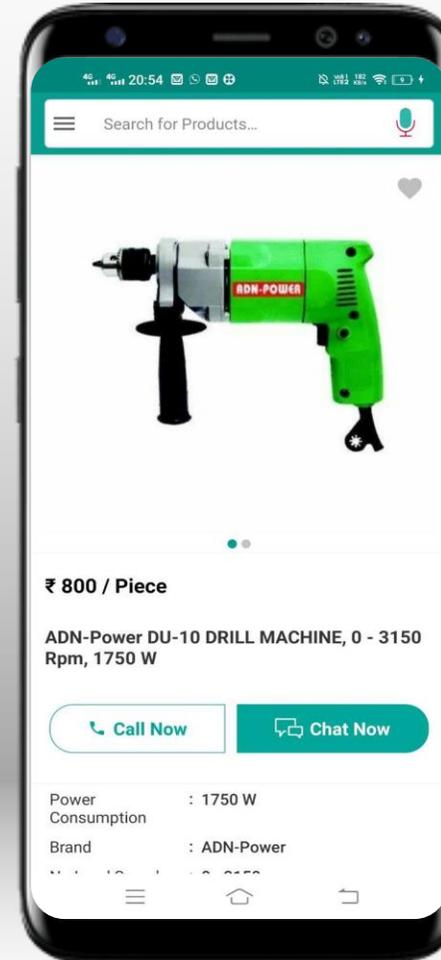
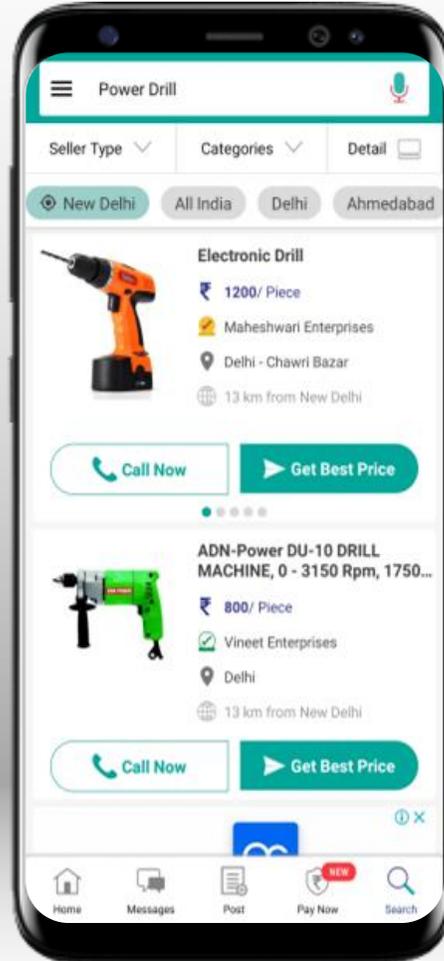
Company
Page

Search

Post Requirement

Product & Company
Details

Call & Chat



Buyer Journey

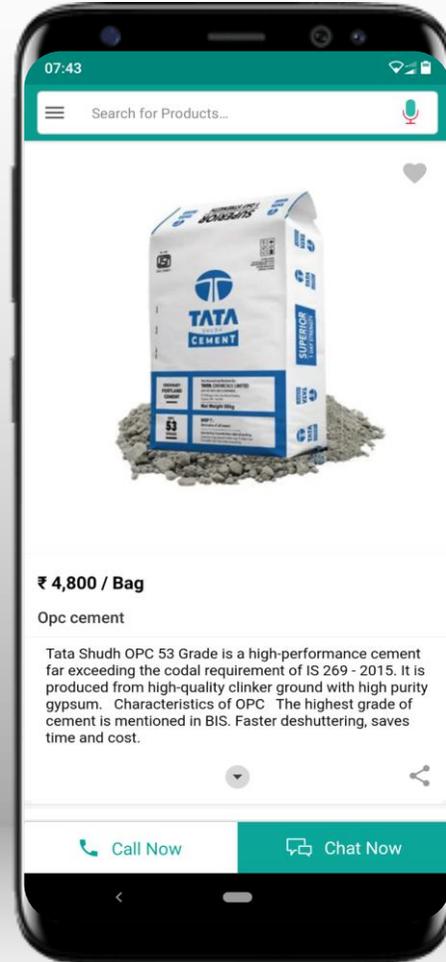
Search

Post Requirement

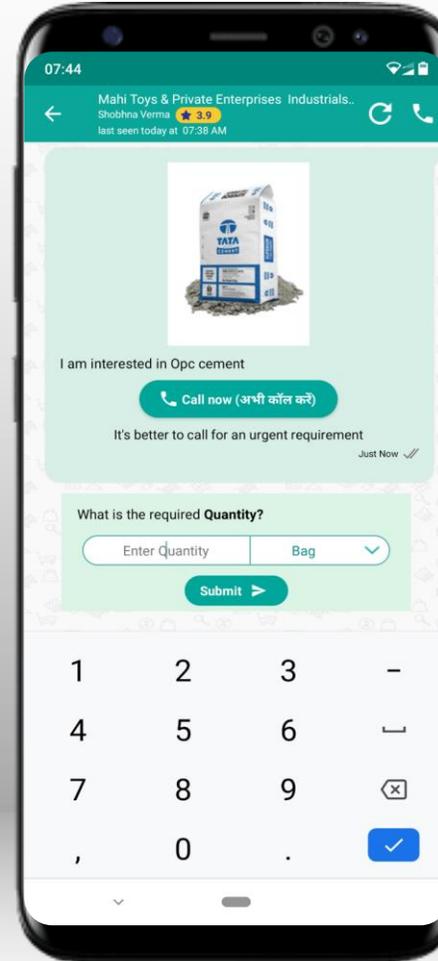
Product & Company Details

Call & Chat

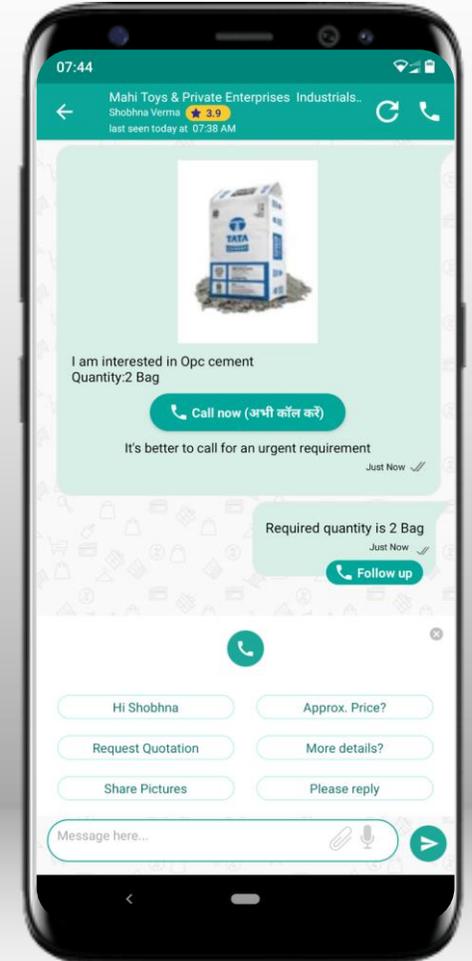
Product Page



Conversation



Follow-up via Call or Chat



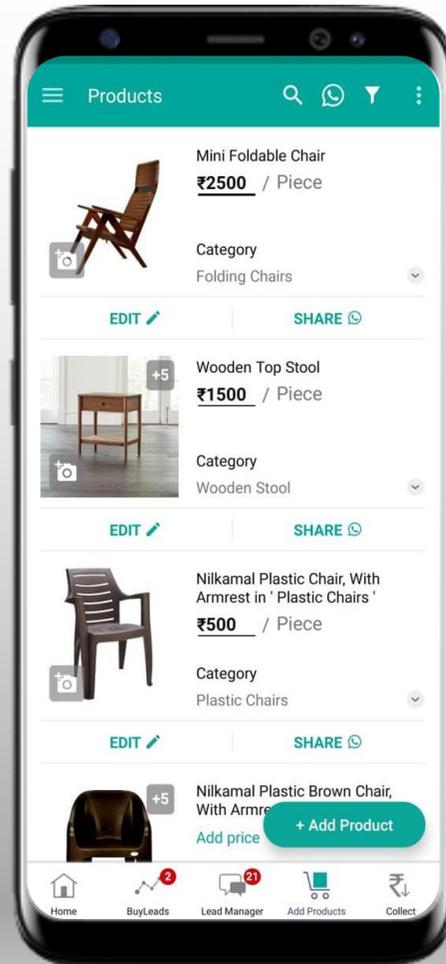
Seller Journey

Online Store Management

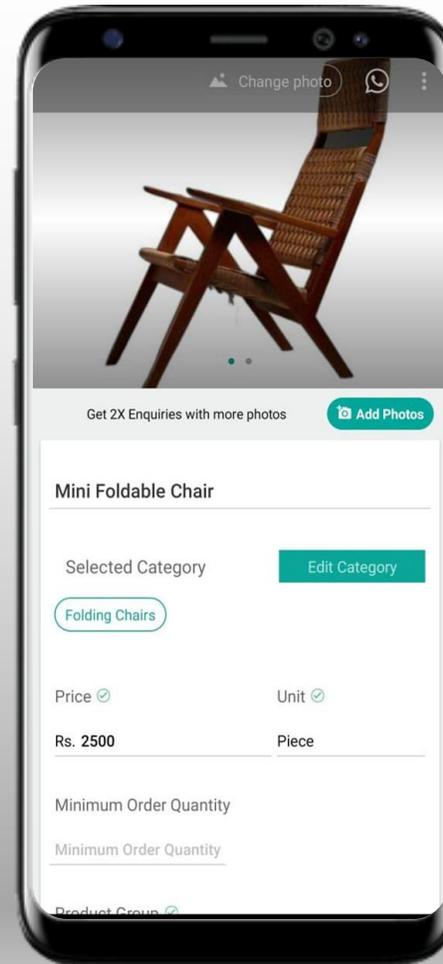
BuyLeads

Lead Manager

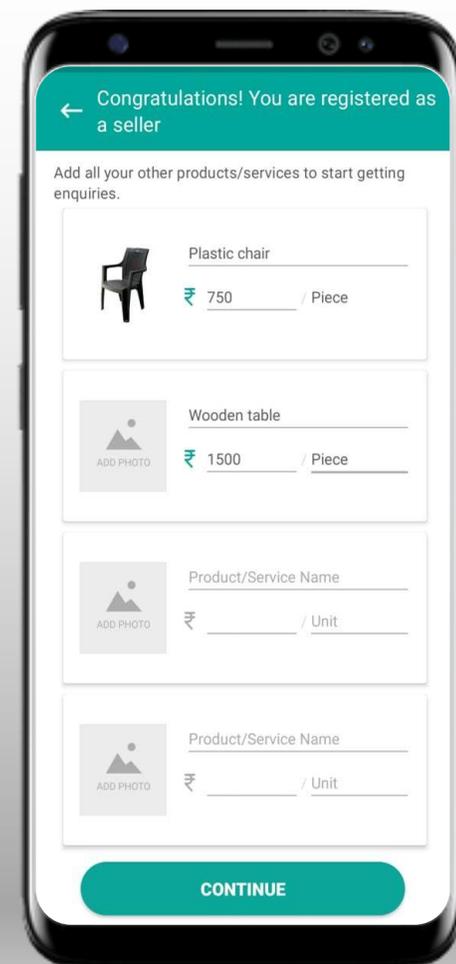
Pay With IndiaMART



Easy store management options



Add details to your products in easy steps



Quickly add products



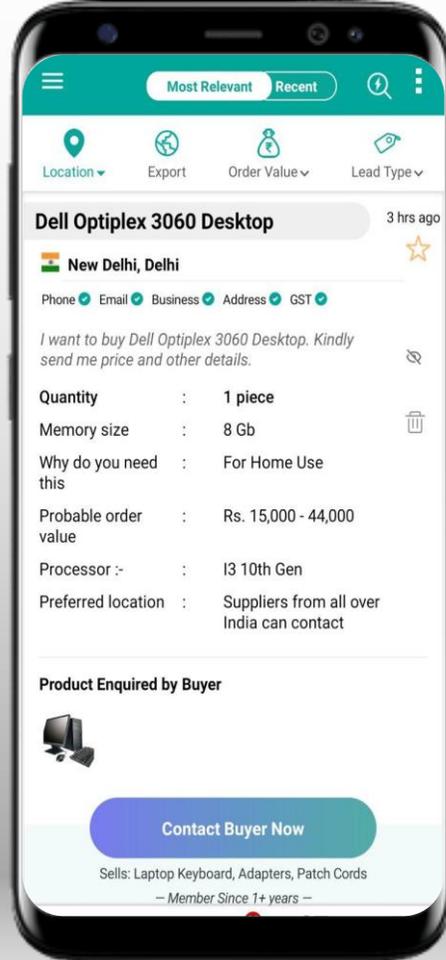
Seller Journey

Online Store Management

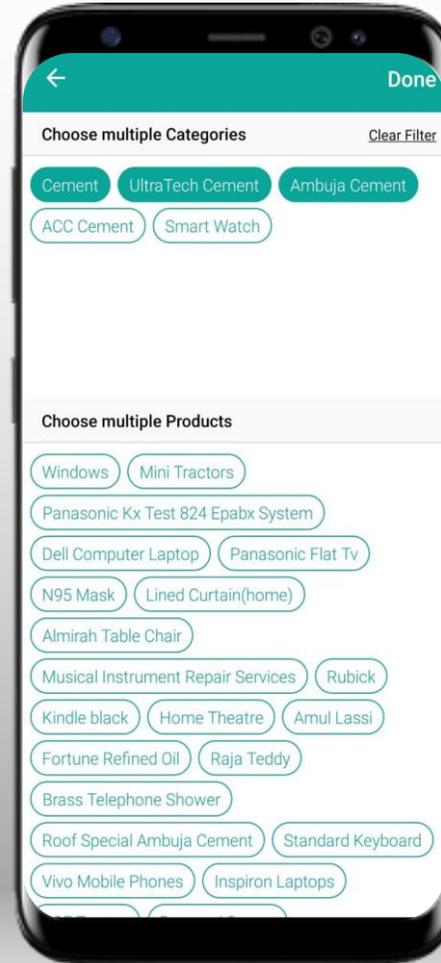
BuyLeads

Lead Manager

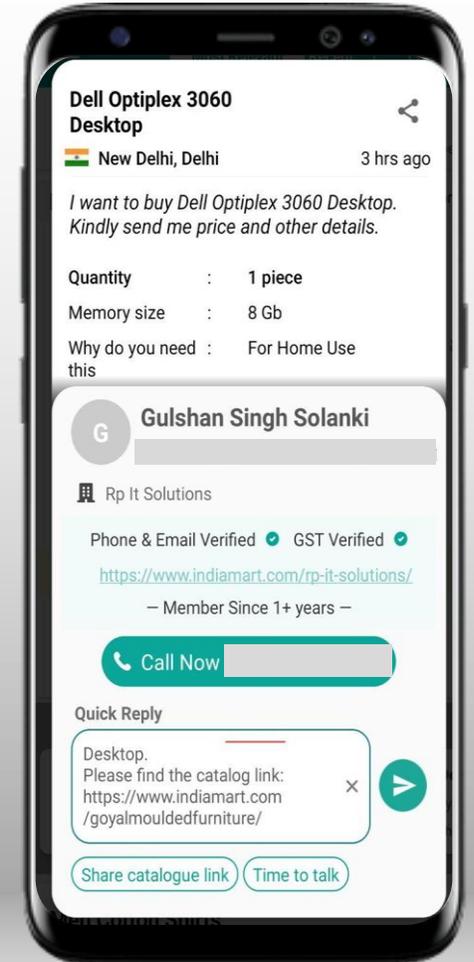
Pay With IndiaMART



Details of Buyer available to build credibility



Select Buy leads from multiple categories



View available Buyer Contact Details



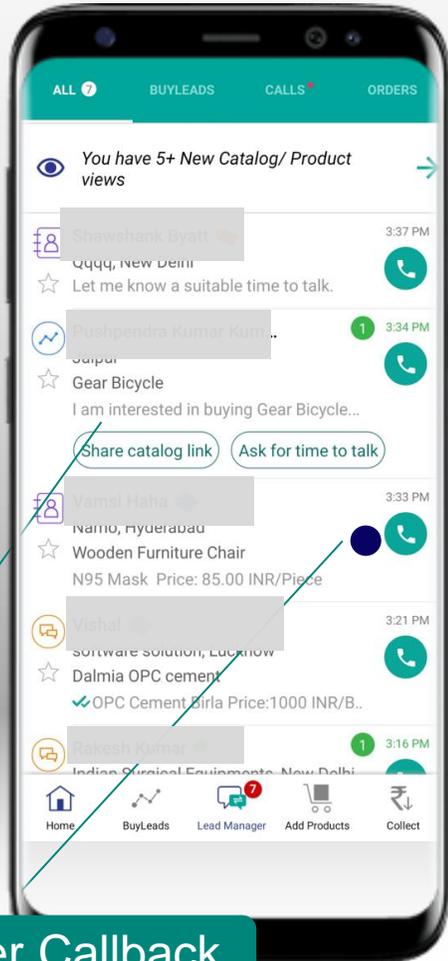
Seller Journey

Online Store Management

BuyLeads

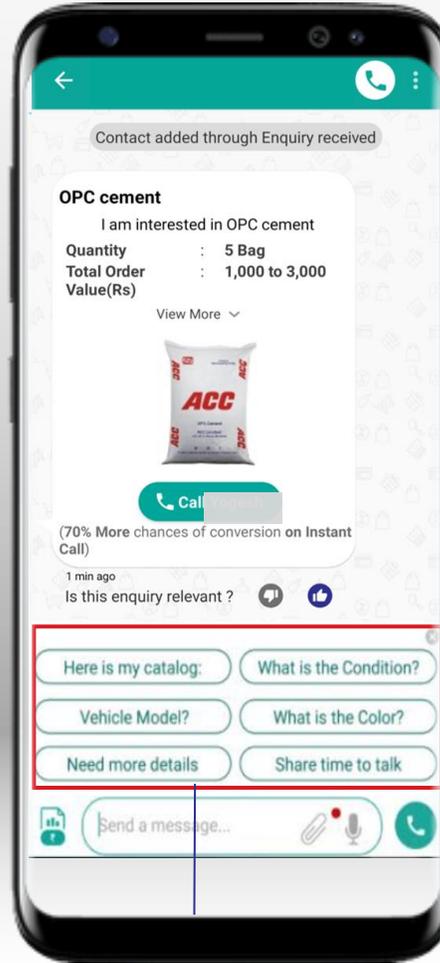
Lead Manager

Pay With IndiaMART

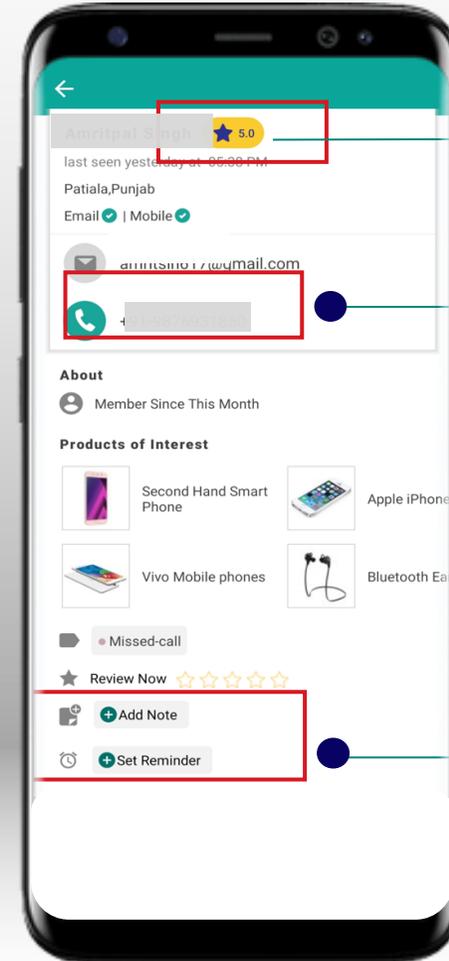


Share Link

Direct Buyer Callback



AI-based Smart Reply



Reviews & Ratings

Call Option & Alerts

Add Notes, Set Reminders



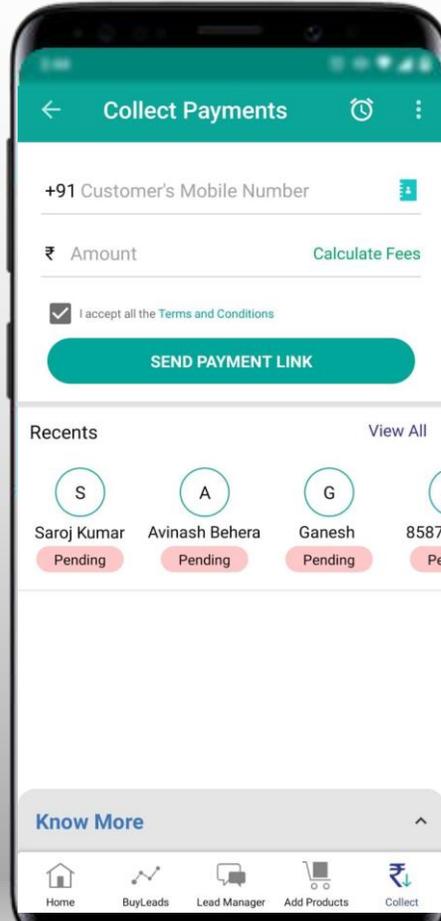
Seller Journey

Online Store Management

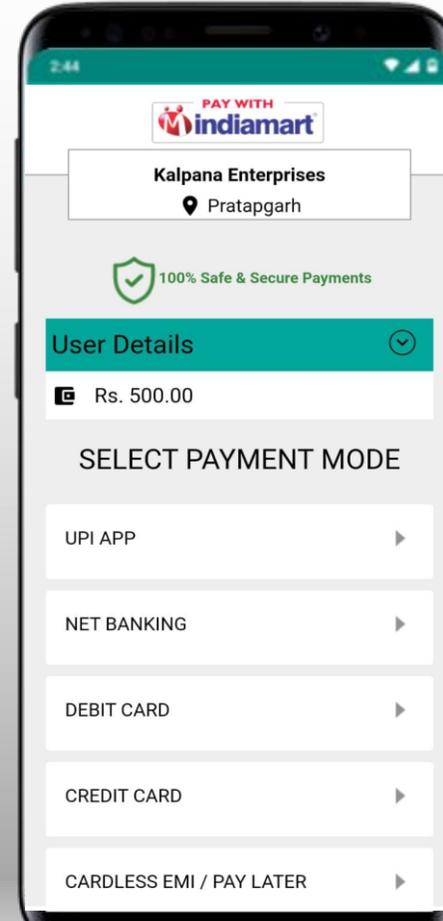
BuyLeads

Lead Manager

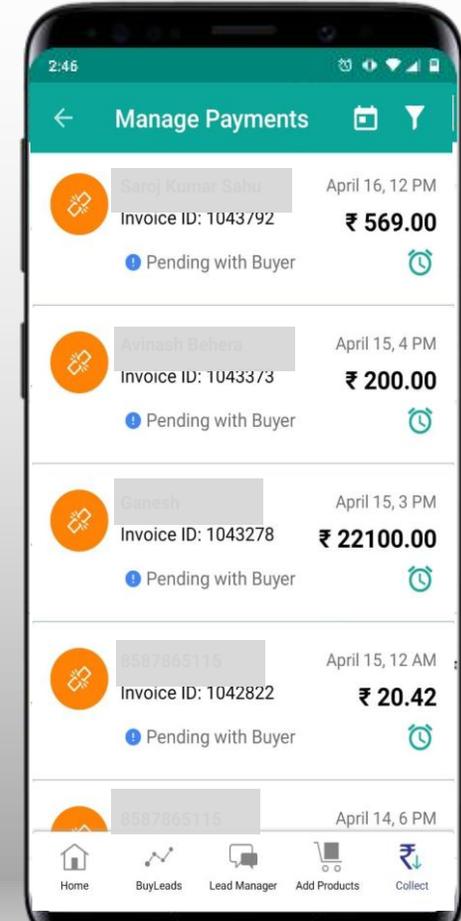
Pay With IndiaMART



Seller can send payment link to collect payments from buyers

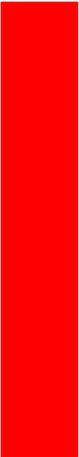


Buyers can pay through multiple payment options



Seller can check past and pending payments at one place





Team



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> | BMS Lucknow University, PGDBM NIILM, 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, TIMES 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



Rajesh Sawhney
Independent Director

Education

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

Industry experience

- Reliance Entertainment Limited



Vivek Narayan Gour
Independent Director

Education

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

Industry experience

- Tata Finance Limited, Genpact India, GE Capital Services India



Pallavi Dinodia Gupta
Independent Director
(Onboarded w.e.f. 20th October 2022)

Education

- Chartered Accountant and Bachelor's degree in law from Delhi University

Industry experience

- S R Dinodia & Co LLP



Dhruv Prakash
Non-executive Director

Education

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

Industry experience

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



Elizabeth Lucy Chapman
Independent Director
(Resigned w.e.f. 7th October 2022)

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



Stronger Together

4,088* Employees

21% Employees with 5+ years

~ 22% Females

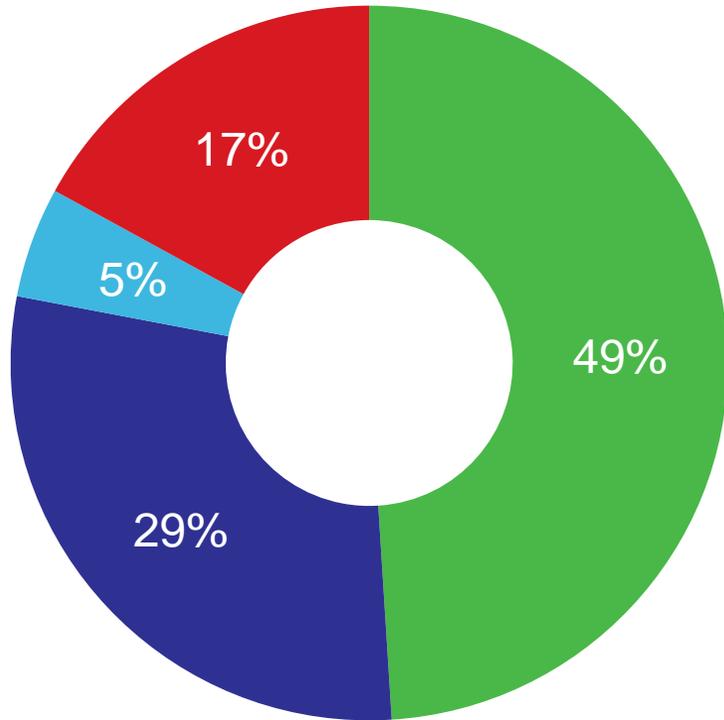


*Employees for IndiaMART standalone business as on 30th Sept 2022

IndiaMART InterMESH Ltd

Shareholding Pattern

Total Equity Shares Outstanding as on Sep 30, 2022 – 30,614,574



- 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

- Arisaig Asia Consumer Fund Limited
- Westbridge Crossover Fund, LLC
- Arisaig Global Emerging Markets Consumer Fund (Singapore) Pte. Ltd.
- UTI Flexi Cap Fund
- Artisan International Small-Mid Fund
- Kuwait Investment Authority Fund 225
- Mercer Qif Fund Plc- Mercer Investment Fund 1



Note: The figures are approximations

IndiaMART InterMESH Ltd

Awards & Recognitions



“Most Promising Company of the Year” at the CNBC Awaaz CEO Awards



‘Bada Aasaan Hai’ received the ‘Best Video Content in a B2B Marketing Campaign Award’ at the Video Media Awards & Summit, 2020



“Certificate of Recognition” for cooperation with Intellectual Property Right Holders by REACT (The AntiCounterfeiting Network)



Dinesh Agarwal: The EY Entrepreneur of the Year in the Service Category at the EOY Awards 2020



“Dinesh Agarwal: The Digital Person of the Year” at the 10th India Digital Awards





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

