



IndiaMART InterMESH Ltd.
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April 28, 2023

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 and year ended March 31, 2023

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 and year ended March 31, 2023.

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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Solar Panel Inverter

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Safe Harbour

Lithium Battery

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All the amounts in the presentation are in INR.





Brick Making Machine

Quarterly Highlights Q4FY23



FY23 Results Overview (Consolidated)

Revenue from Operations

985 Cr

↑ 31% (YoY)

Collections

1,219 Cr

↑ 30% (YoY)

Deferred Revenue

1,162 Cr

↑ 28% (YoY)

EBITDA

268 Cr

↓ 13% (YoY)
27% Margin

Net Profit

284 Cr

↓ 5% (YoY)
24% Margin

Cash Generated from Operating Activities

476 Cr

↑ 18% (YoY)
39% of Collections

Cash and Treasury Balance ₹ 2,335 Cr



Q4 FY23 Results Overview (Consolidated)

Revenue from Operations

269 Cr

↑ 33% (YoY)

Collections

418 Cr

↑ 31% (YoY)

Deferred Revenue

1,162 Cr

↑ 28% (YoY)

EBITDA

66 Cr

↑ 15% (YoY)
25% Margin

Net Profit

56 Cr

↓ 3% (YoY)
19% Margin

Cash Generated from
Operating Activities

209 Cr

↑ 32% (YoY)
50% of Collections



FY23 Results Overview (Standalone)

Revenue from Operations

939 Cr

↑ 25% (YoY)

Collections

1,167 Cr

↑ 25% (YoY)

Deferred Revenue

1,134 Cr

↑ 25% (YoY)

EBITDA

262 Cr

↓ 16% (YoY)

28% Margin

Net Profit

272 Cr

↓ 12% (YoY)

26% Margin

Cash Generated from
Operating Activities

464 Cr

↑ 14% (YoY)

40% of Collections



Q4 FY23 Results Overview (Standalone)

Revenue from Operations

256 Cr

↑ 28% (YoY)

Collections

400 Cr

↑ 26% (YoY)

Deferred Revenue

1,134 Cr

↑ 25% (YoY)

EBITDA

67 Cr

↑ 15% (YoY)
26% Margin

Net Profit

68 Cr

↑ 13% (YoY)
23% Margin

Cash Generated from
Operating Activities

205 Cr

↑ 29% (YoY)
51% of Collections



Q4 FY23 Operational Performance (Standalone)

Paying Subscription Suppliers

203K

↑ 20% (YoY)

Indian Supplier Storefronts

7.5 Mn

↑ 6% (YoY)

Traffic

252 Mn

↓ 3% (YoY)

Annualised Revenue Per
Paying Subscriber

₹ 50,560

↑ 7% (YoY)

Live Product Listings

95 Mn

↑ 14% (YoY)

Unique Business Enquiries

22 Mn

↓ 7% (YoY)

8,335 paying subscription suppliers added this quarter



Busy FY23 Result Overview

Revenue from Operations

43.3 Cr

↑ 22% (YoY)

Billing

54.6 Cr

↑ 19% (YoY)

Deferred Revenue and Advances

27.3 Cr

↑ 23% (YoY)

Net Profit

10.3 Cr

↑ 26% (YoY)
22% Margin

EBITDA

10.3 Cr

↑ 19% (YoY)
24% Margin

Cash Generated from Operating Activities

20.6 Cr

↑ 109% (YoY)
41% of Collections

331K License Sold till date
30K New License sold this year



Busy Q4 FY23 Result Overview

Revenue from Operations

11.6 Cr

Billing

17.7 Cr

Deferred Revenue and Advances

27.3 Cr

Net Profit

1.4 Cr

EBITDA

0.7 Cr

Cash Generated from Operating Activities

6.2 Cr





Water Purification Plant

IndiaMART Business Overview



IndiaMART InterMESH Ltd

Traditional Marketplace to Online Marketplace

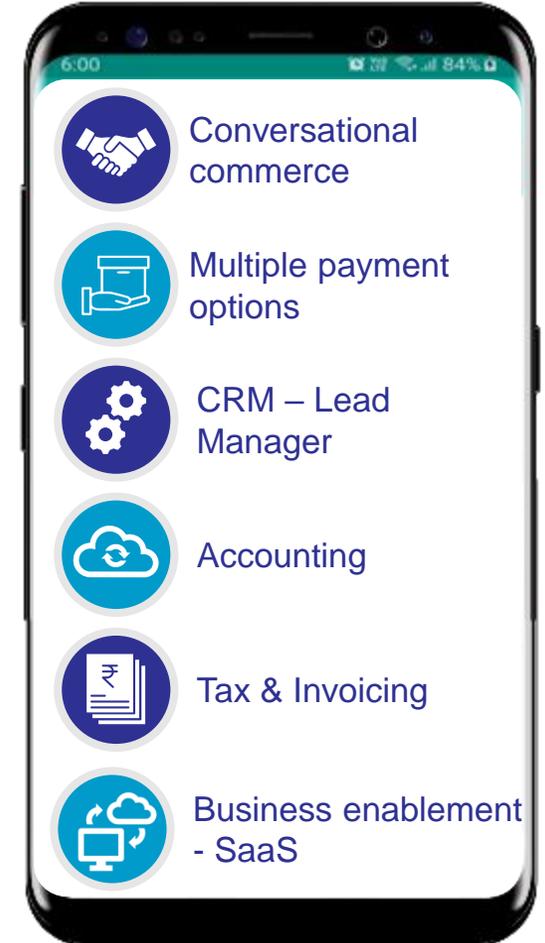
Offline Discovery



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



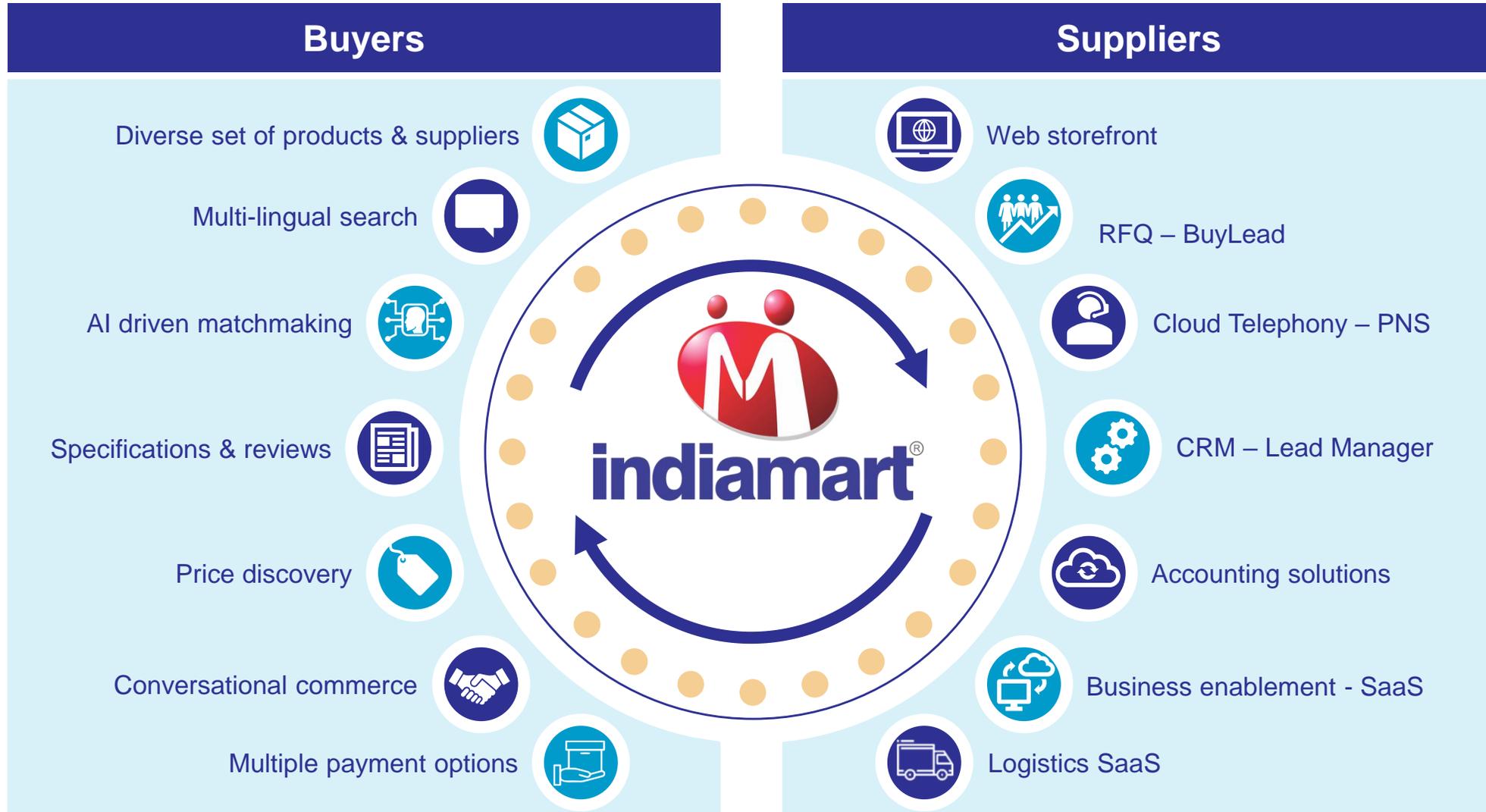
Strong network effects



Subscription based revenue model with negative working capital



Services that Empower Businesses



Well Diversified Across 95,000 Categories



Industrial Plants, Machinery & Equipment
7%



Construction & Building Raw Material
8%



Packaging Material, Supplies & Machines
6%



Consumer Electronics & Household Appliances
6%



Electrical Equipment and Supplies
6%



Construction Machinery, Building Supplies & Services
5%



Apparel, Clothing & Garments
5%



Industrial & Engineering Products, Spares and Supplies
5%



Mechanical Components & Parts
4%



Vegetables, Fruits, Grains, Dairy & Other FMCG & Groceries
4%



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
2%



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%



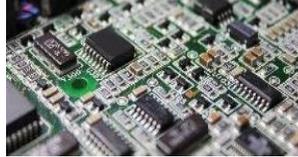
Pharmaceutical Drugs, Medicines, Vitamins & Other Healthcare Products
2%



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



Gifts, Crafts, Antique & Handmade Decorative
2%



Electronics Components and Supplies
1%



Sports Goods, Games, Toys & Accessories
1%

56 Industries

95 Mn Products

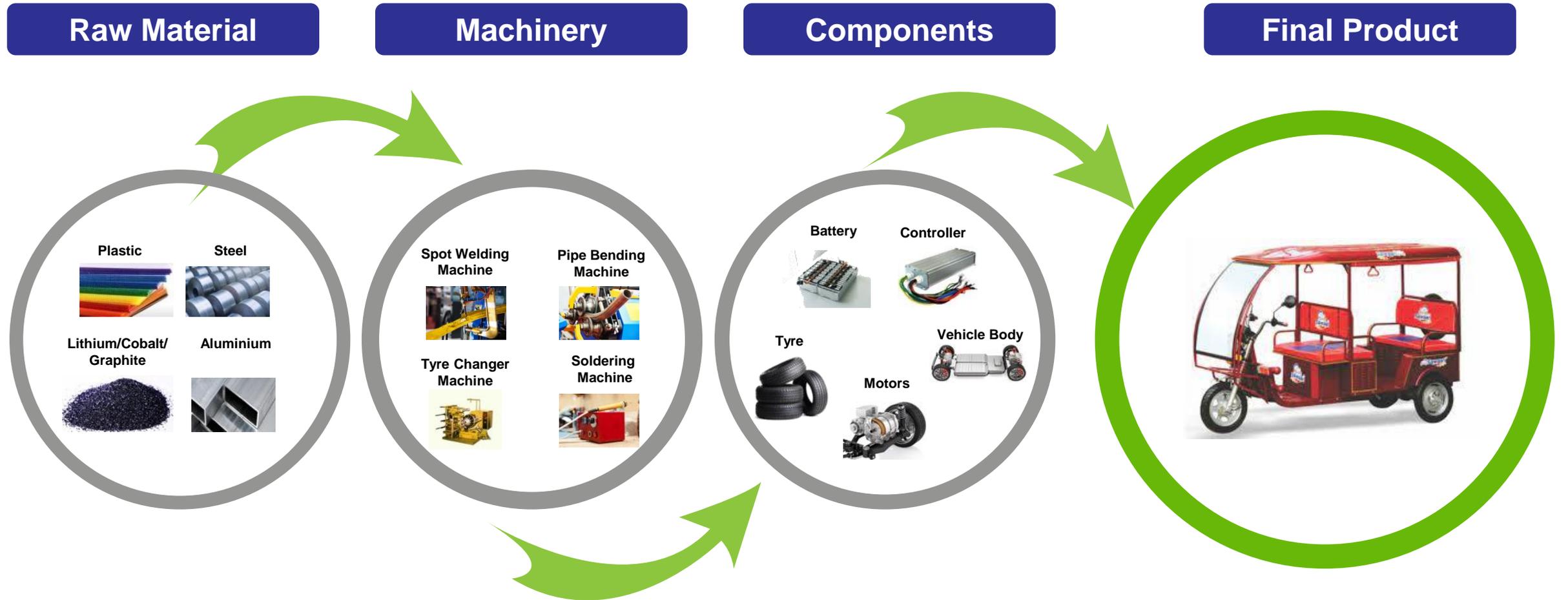
*% of total paying subscription suppliers, as on March 31, 2023



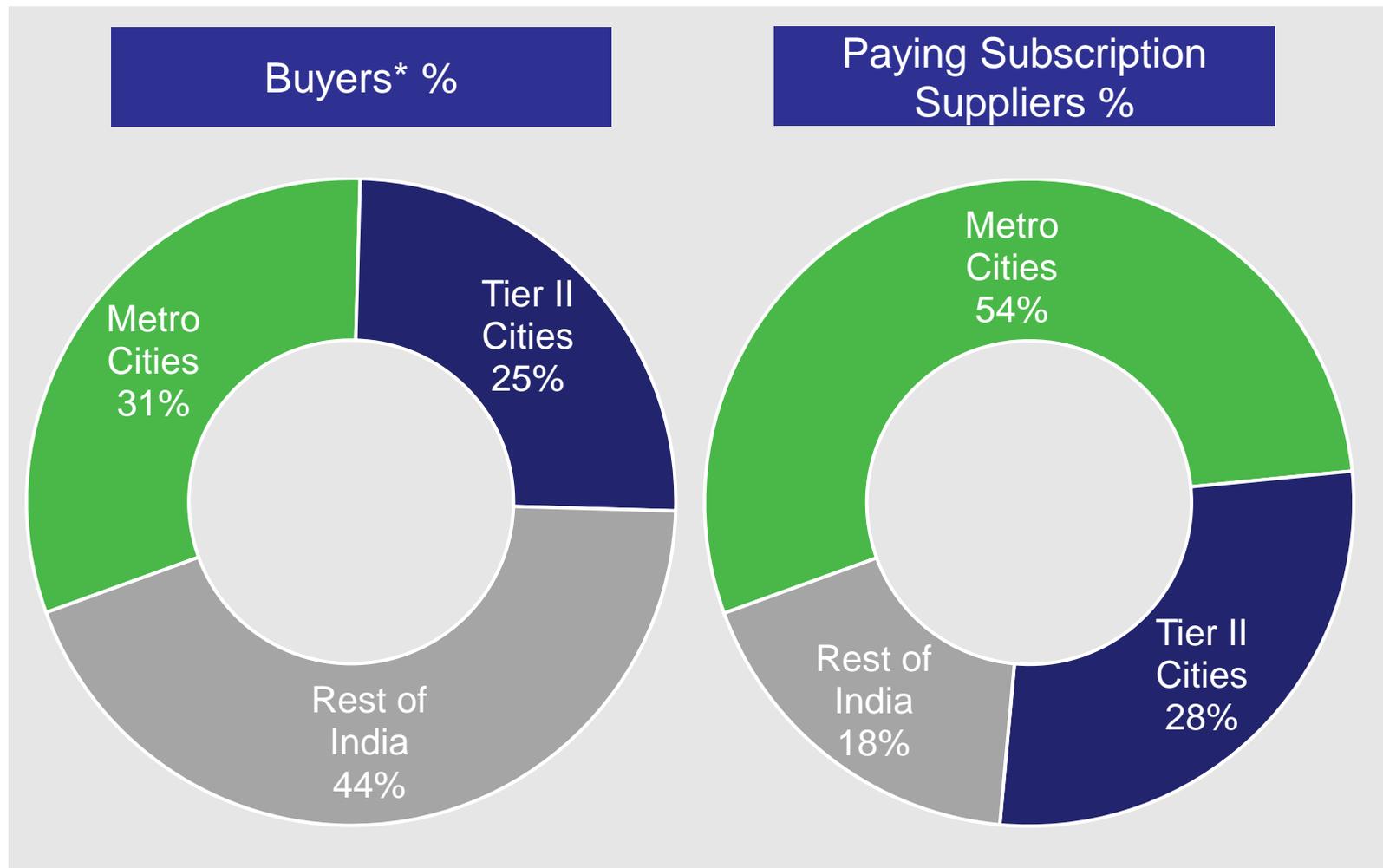
Note: Figures have been rounded off;

IndiaMART InterMESH Ltd

End-To-End Value Chain Discovery – E Rickshaw (Electric Vehicle)



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

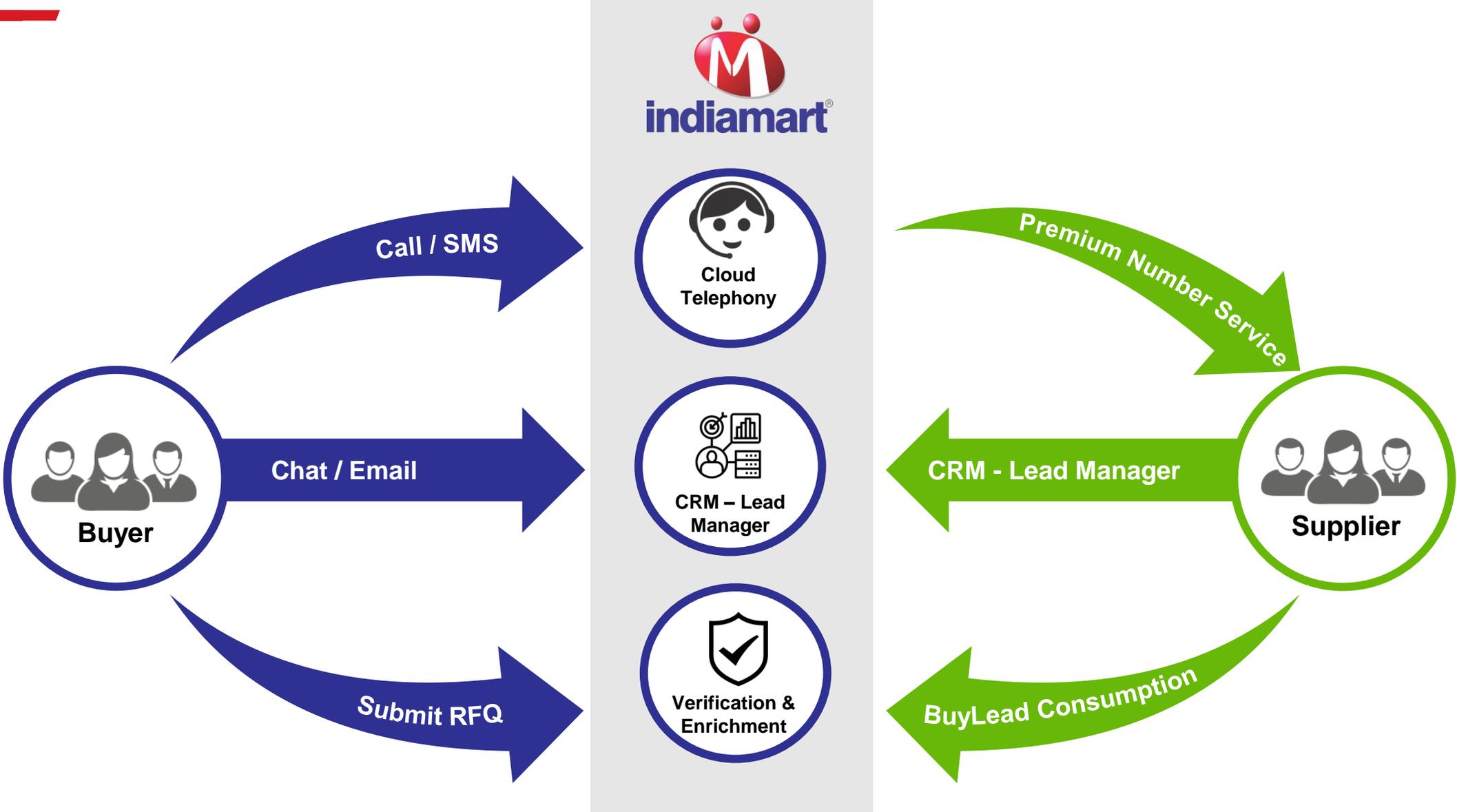
Notes:

1. As on March 31, 2023; Figures have been rounded off
2. Population as per 2011 census

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

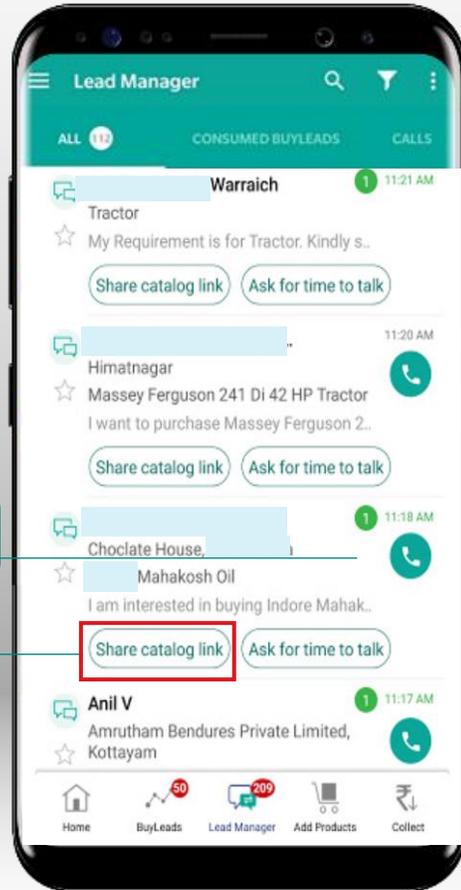


2-way Discovery Marketplace



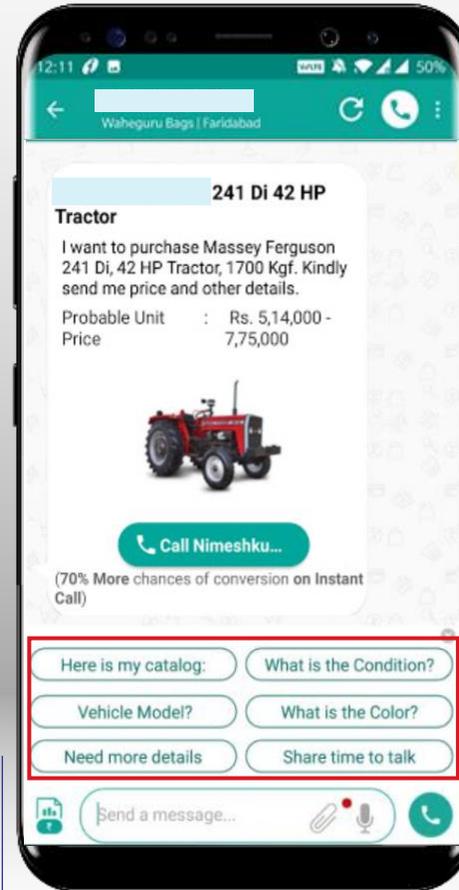
CRM – Lead Manager & Conversational Commerce

~100mn Replies* and Callbacks** during Q4 FY23

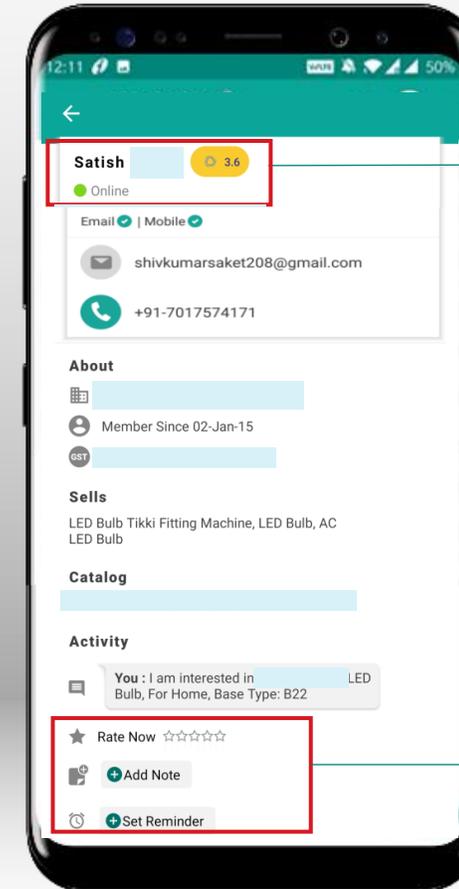


Direct Buyer Callback

Share Link



AI-based Smart Reply



Reviews & Ratings

Call Option & Alerts

Add Notes, Set Reminders

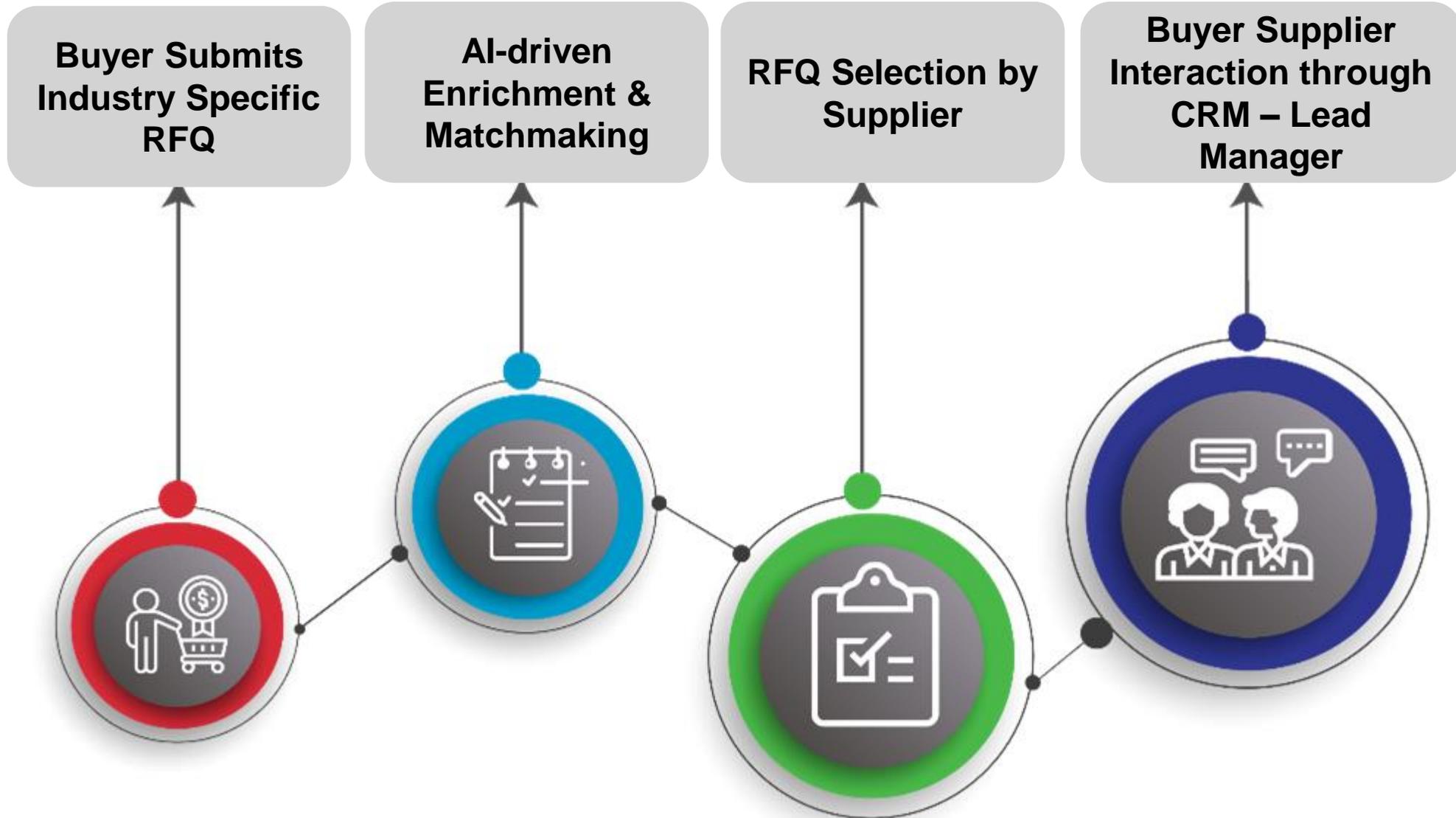


* Total Replies via desktop, Mobile site, Email and App

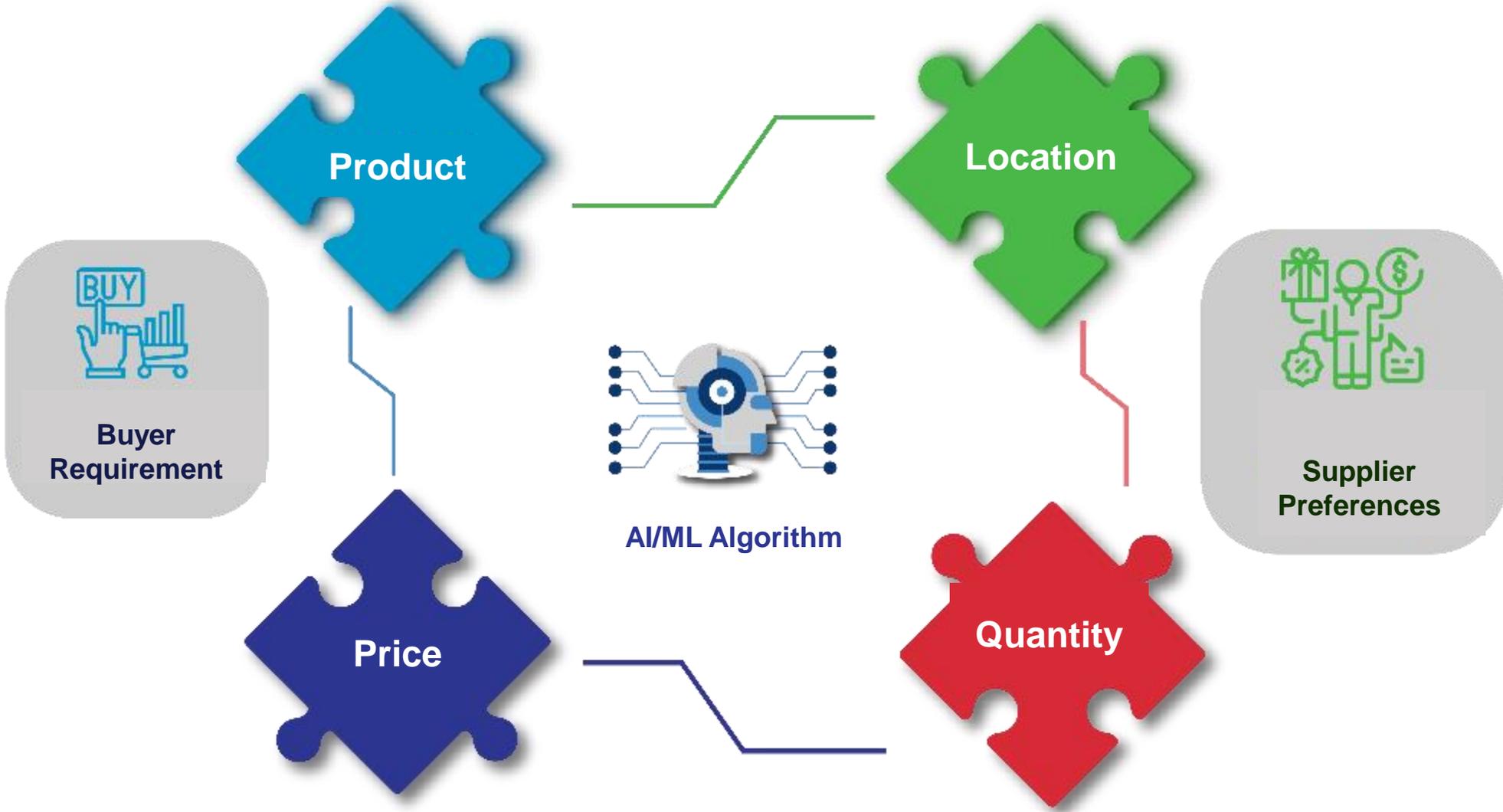
** Total Callbacks via Mobile site and App

IndiaMART InterMESH Ltd

How RFQ / BuyLead Works



Behavioral Data Driven Algorithmic Matchmaking



Key Competitive Strengths – Brand and Network Effect

- 22 Mn⁽²⁾ Unique Business Enquiries
- ~100mn⁽¹⁾ replies & callbacks
- Call Responsiveness
- RFQ selection

- ~100% organic search
- 170 Mn Registered Buyers
- 53% repeat buyers⁽³⁾
- 37% suppliers are buyers
- 4.7 play store rating



- 7.5 Mn suppliers
- 203K paying subscription suppliers
- Widespread reach
- Multi-channel sales and service
- Review and ratings

- 95 mn listed products
- ~95,000 Categories
- Product specifications
- Pricing, photos & videos

Note: Figures as of Mar 31, 2023, Figures have been rounded off

(1) Total replies & callbacks for Q4 FY23

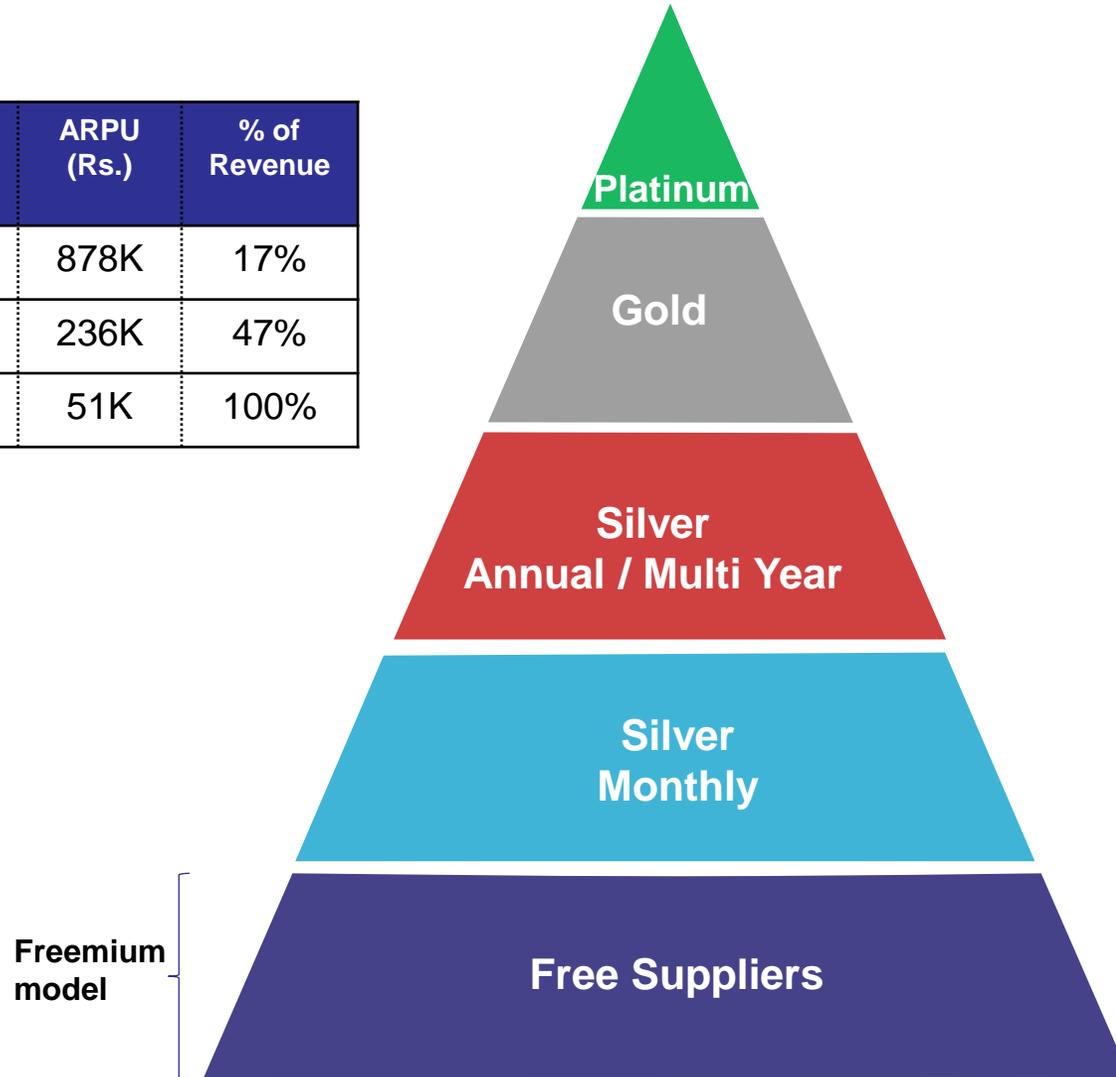
(2). Figures for Q4 FY23

(3) Daily repeat buyers calculated for 90 days



ROI-driven, Subscription Based Revenue Model and RFQ Quota

Paying subscription suppliers	ARPU (Rs.)	% of Revenue
Top 1% ~2K	878K	17%
Top 10%~20K	236K	47%
203K	51K	100%



Key Offerings



Web Storefront



Cloud Telephony - PNS



Priority Listing



RFQ Selection Credits - BuyLead



CRM - Lead Manager



Online Payment

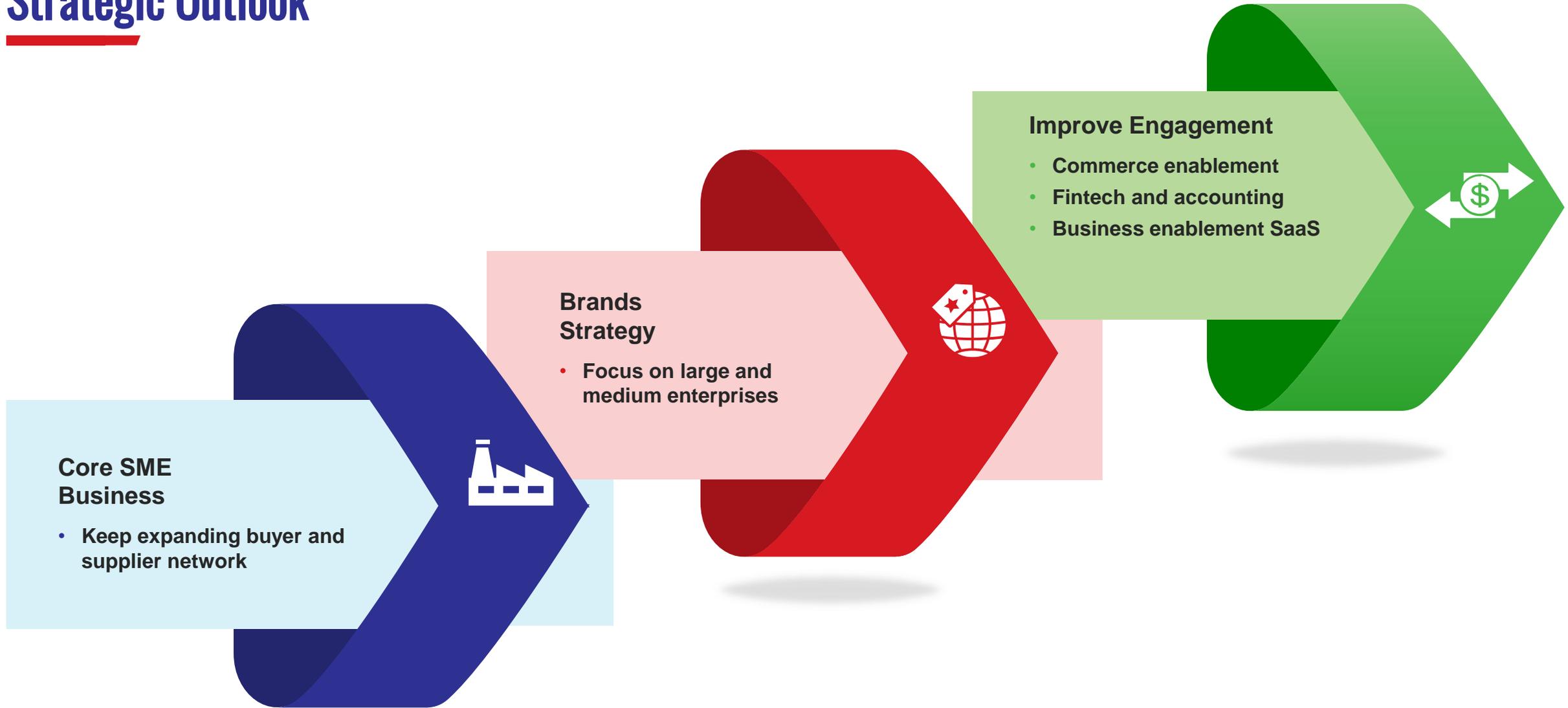


Buyer Profile



*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
RFQ Quota:- Silver Monthly: Daily - 1 Weekly - 7; Silver Annual/MYR: Daily - 1 Weekly - 10; Gold: Daily - 2 Weekly - 20 to 30; Platinum: Daily - 2 to 4 Weekly - 40 to 100

Strategic Outlook



Enterprise Solutions – Partnering Across a Wide Spectrum



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Industries ▾

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BUILDING & CONSTRUCTION

CONSTRUCTION INDUSTRY GROWING BIG DIGITALLY WITH INDIAMART

Know more



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.

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



Accounting /
Invoicing



Inventory
Management



Distributor
Management



Payroll



Order
Management



Receivables
Management



Procurement
Management



Tax
Compliance



Accounting – Strategic Fit for IndiaMART

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

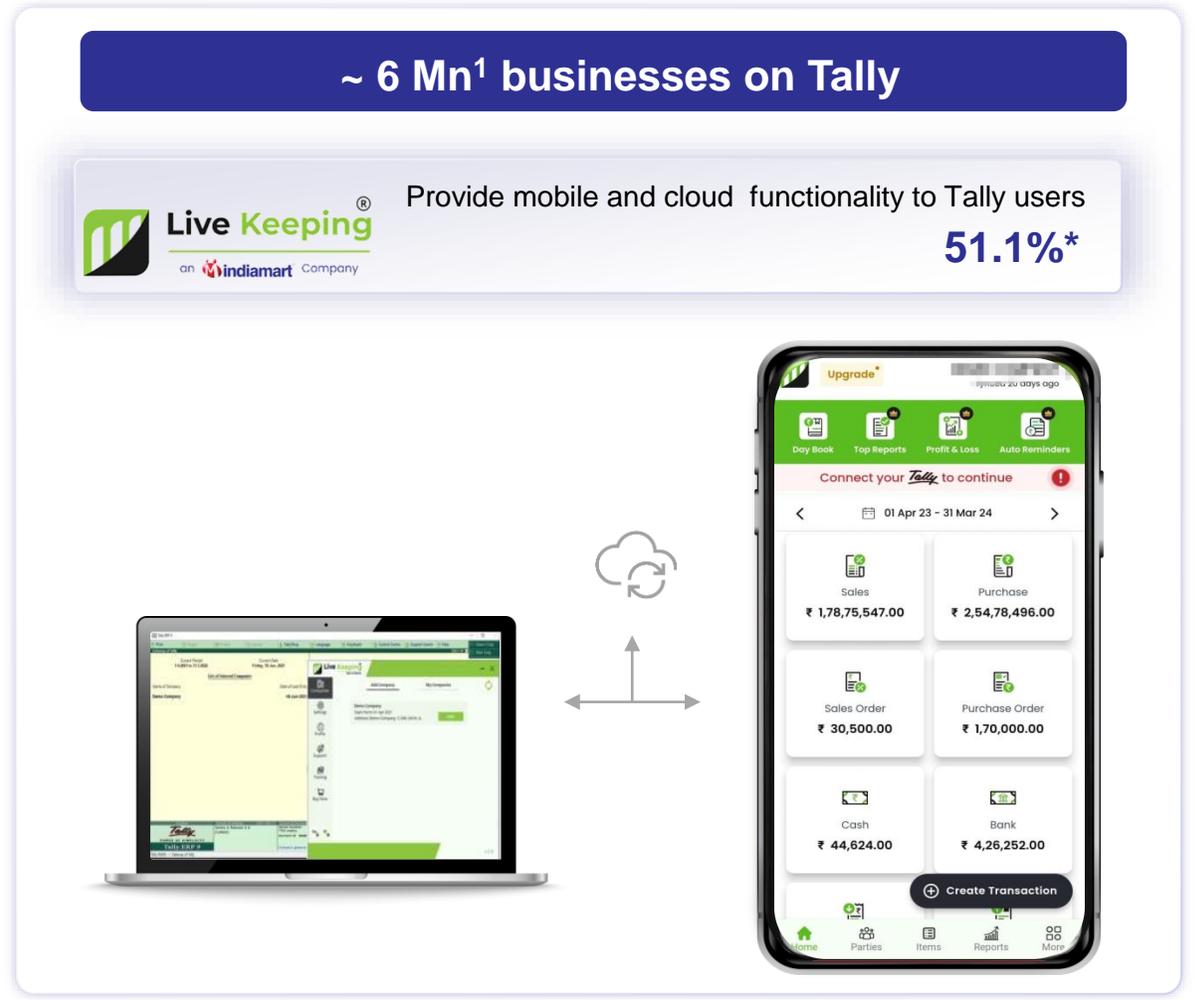
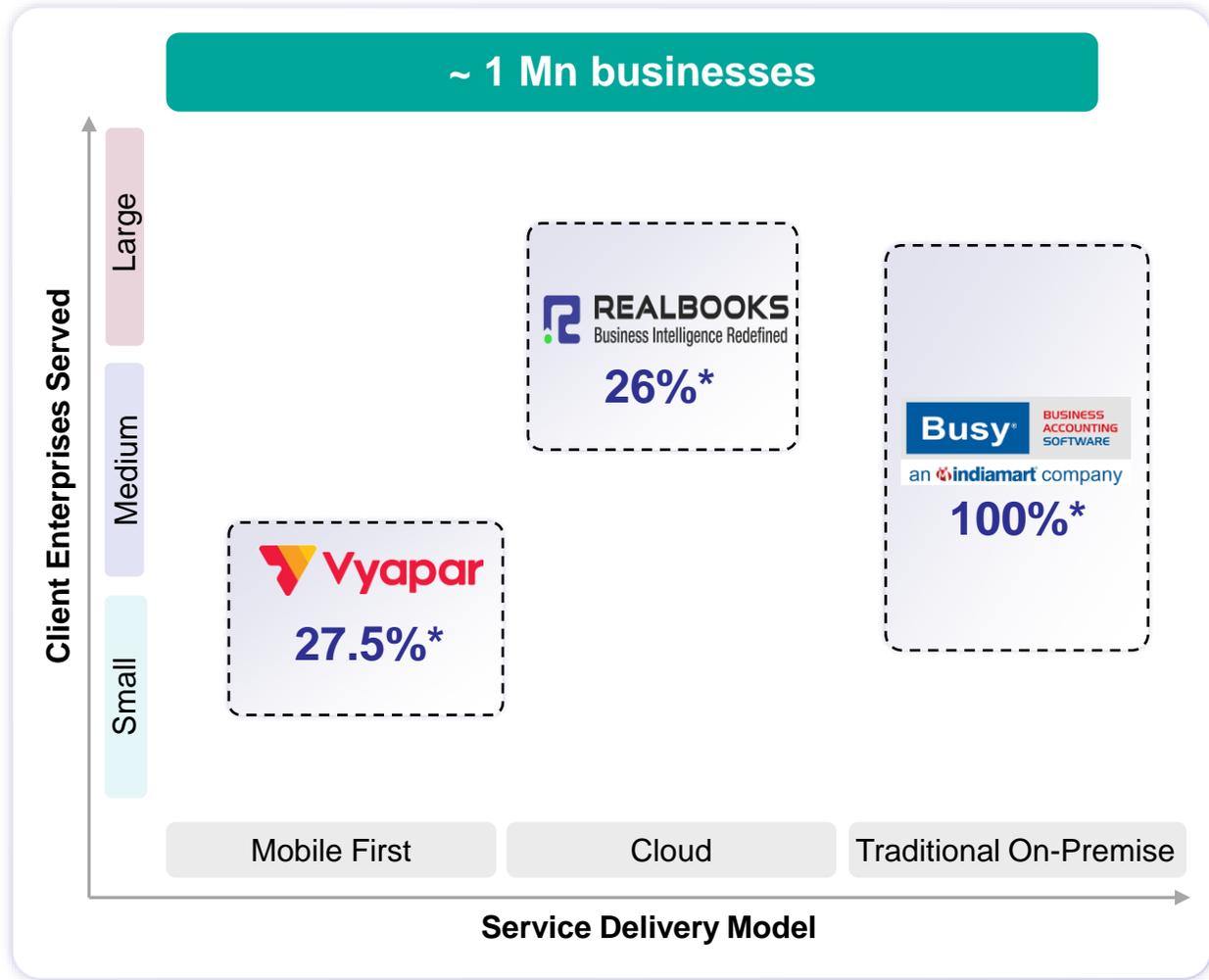
~ Rs. 650 crores invested in Accounting space



■ Represents opportunities available for IndiaMART



Investments in Accounting



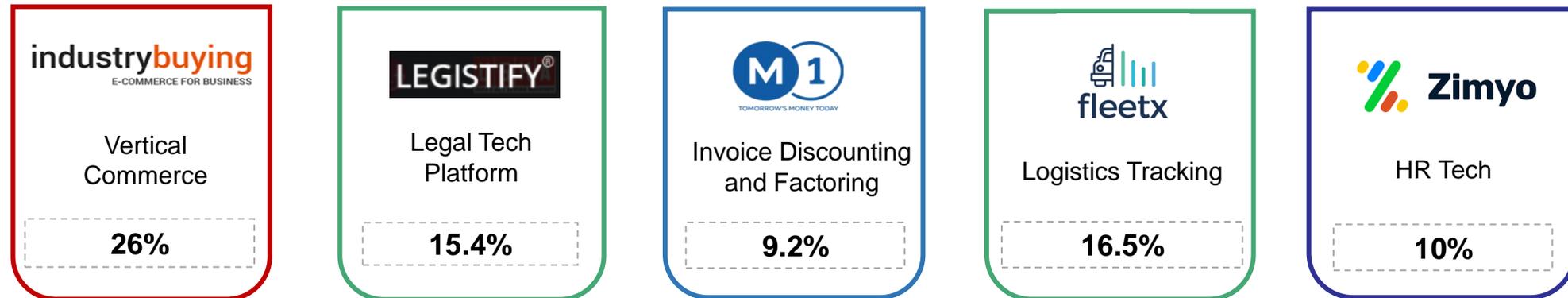
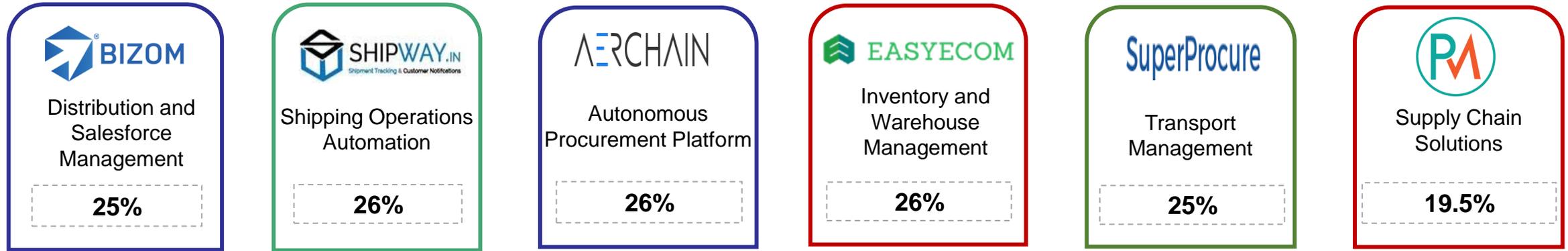
Source 1: Media reports

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*IndiaMART's holding



Other Strategic Investments



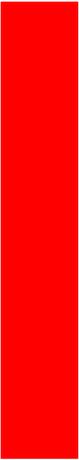
Holding





Appendix





Environment, Social and Governance



Initiatives Impacting Environment



Driving digital enablement



Promotion of green products



Eco efficient operations



Digital Enablement leading Decarbonisation



Providing greener alternatives



Reduction in travel and transport



Online business conversation



Reduces paper wastage



Online e-catalogue sharing



Paper less digitized RFQs



Discovery and Promotion of Green Products

~837K Renewable & Energy Efficient Products



~191K Eco-Friendly & Recycled Products



~82K Water/Waste Management



~70K Organic/Bio Fertilizers



~26K Green Construction Material



~13K Electric Vehicles



1.2 Mn+ Green Products

800+ Categories

0.9 Mn Buying Requests



Note: Figures as on March 31, 2022

IndiaMART InterMESH Ltd

Our Environment efficient Operations



Carbon Emissions intensity of **0.04** TCO₂e per million rupee of turnover*

33.15M³ rainwater harvesting capacity

IGBC[#] LEED Gold Certified Corporate Office

*Calculated using GHG Protocol methodology laid down by ISO 14064-1. Scope 1 emissions 5.11 TCO₂e, scope 2 emissions 310.72 TCO₂e

#IGBC LEED - Indian Green Building Council ('IGBC') was formed by the Confederation of Indian Industry ('CII') in 2001

All numbers as on and for the year ended 31st March 22



Societal Impact



Transforming **SMALL SUPPLIERS**



Empowering **SMALL CITY BUYERS**



Energizing **COMMUNITIES** from
Corporate Social Initiatives



Level up **EMPLOYEES** through training
and development



Transforming Small Suppliers



Education and Assistance
for Digital Transformation

Business Enablement
in Cost-Effective manner

7.3Mn served free of charge
(>95% of the total suppliers)

 Click here
Seller Testimonials

 Click here
Seller Testimonials

 Click here
Seller Testimonials



Note: Figures as of March 31, 2023; Figures have been rounded off

IndiaMART InterMESH Ltd

Empowering Small City Buyers



**100% FREE ASSISTANCE
TO BUYERS**

**95mn PRODUCTS TO
CHOOSE FROM**

**PRODUCT PRICE
DISCOVERY**

170mn Registered Buyers

~44% Buyers from small cities[^]



* Note: Figures as of and for the year ended 31st March 23

[^]Small cities includes cities with population <500,000, basis aggregate buyers who have submitted enquiries during the last 5 years

IndiaMART InterMESH Ltd

Community Improvement – Education and Infrastructure

More than 1.1 Million lives impacted



1000K + Students
~14K High School Teachers
 Supporting entrepreneurship Curriculum



~330 Candidates, 63% Women
 Providing skilled courses to underprivileged unemployed youth



2K + Teachers
 Capacity Building of educators



74K+ Parents, 660 Students
 Tech Solution to Parents and Children for foundational learning



3K + Underprivileged students
24 Schools, 19 Kindergartens
 Infrastructure facilities to rural areas schools



500 + Students
 Infrastructure facilities to Sadat Inter College.

Nurturing People

19% Employees with 5+ years



~16% of employees are covered in ESOP*

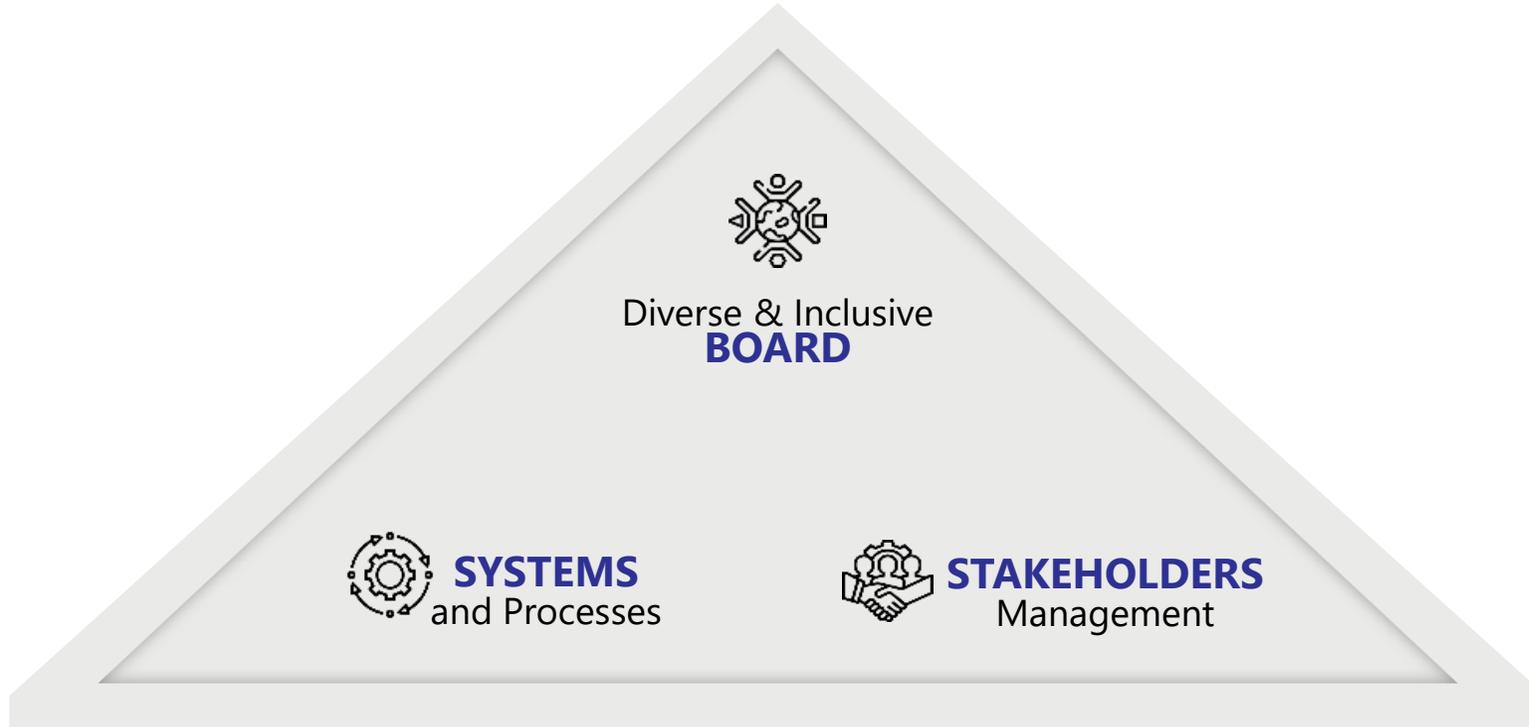


~21% Females



*Employees covered under Indiamart Employee Stock Benefit Scheme 2015 and 2018 who vested stocks till date
Note: Figures as of March 31, 2023; Figures have been rounded off

Committed to Excellence in Corporate Governance



Foundation of strong principles



Independent and Non-Executive Directors



Pallavi Dinodia Gupta
Lead Independent Director

Education

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

Industry experience

- S R Dinodia & Co LLP



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



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

33% Executive directors

17% non-independent non-executive directors

50% Independent directors

100% Board Meetings chaired by Independent or Non-executive directors



Governance – Trusted Systems and Processes

Risk Management



Enterprise Risk Management Certified

Business Continuity



Business Continuity Management Standard Certified

Data Privacy



Privacy extension
• Controller
• Processor

ISO 27001:2013

Privacy Information Management System (PIMS)



Stakeholder Engagement

Investors



- Transparent disclosures
- Quarterly audits
- Circulation of quarterly financials to shareholders

Registered Buyers



- Behaviour based matchmaking
- Complaint redressal mechanism
- Supplier reviews and feedback

Listed suppliers



- Continuous Account management
- Educating small businesses
- Relevant business enquiries

Vendors



- Prompt and periodic pay-outs
- Code of Conduct
- Diligent onboarding



Awards & Recognitions

“Certificate of Recognition” for excellence in **Corporate Social Responsibility** at 7th Edition of the ICSI National Awards



IndiaMART App won the **Best Business App** award at the 13th India Digital Awards



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



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



Leading Mid-Corporate in Services (Non-IT) category at Dun & Bradstreet Business Excellence Awards 2022



IndiaMART **Annual Report** won laurels at the global platform – **LACP2022** – Spotlight Awards. Ranked 35th worldwide and 5th in India



“IndiaMART awarded as the **Pride of India Brand** by exchange4media in its North edition in 2023



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



Dinesh Agarwal, Founder & CEO, awarded as **Entrepreneur of The Year** at Dun & Bradstreet Business Excellence Awards 2022





Solar Street Light

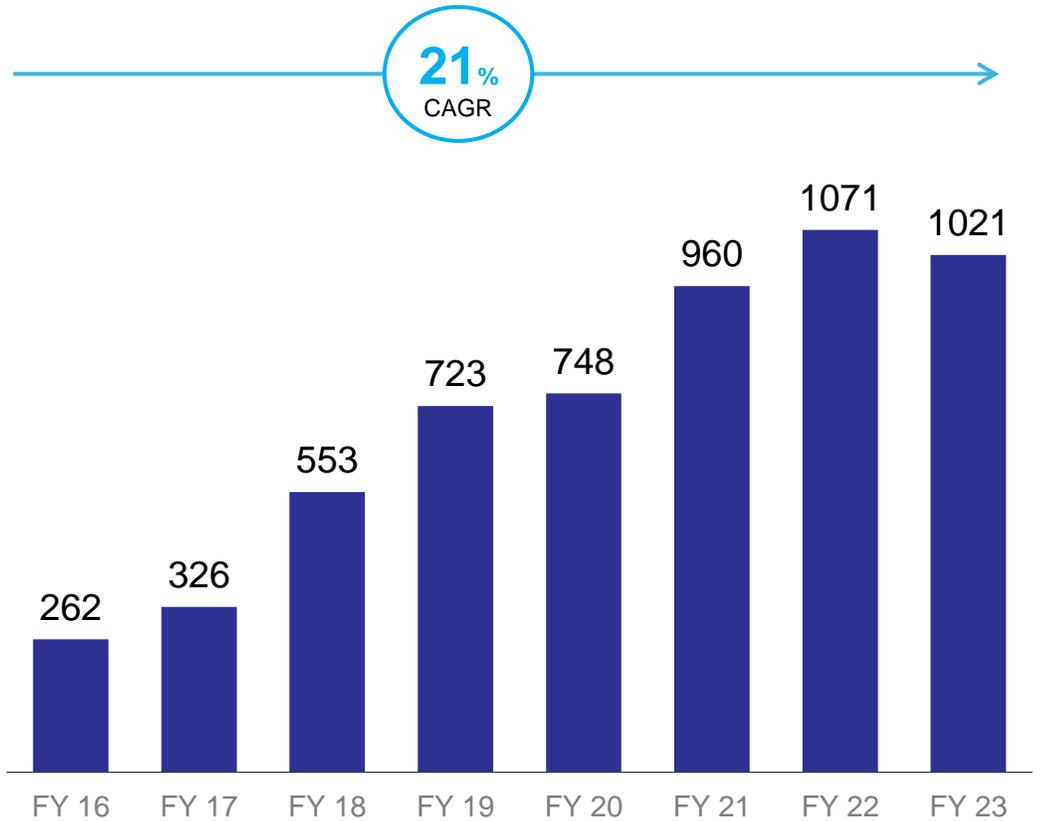
Operational Performance (Standalone)



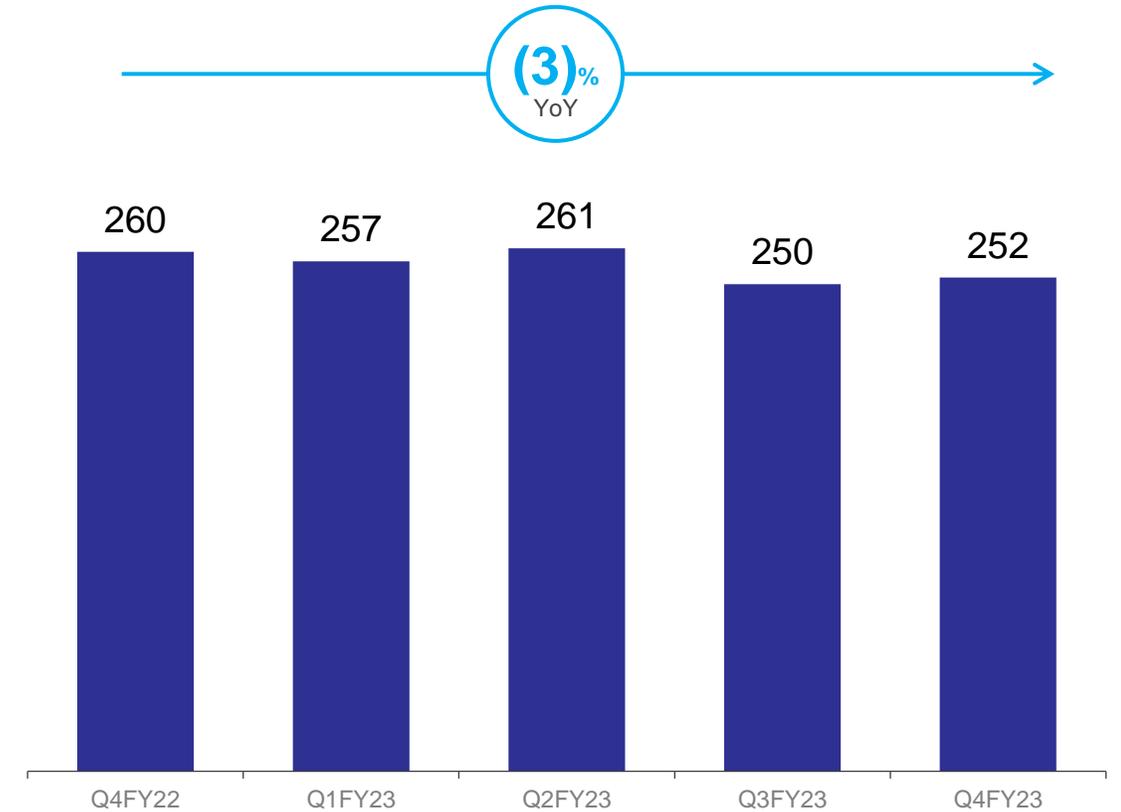
Traffic

(Figures in Millions)

Yearly trends



Quarterly trends



~79% of traffic is through mobile

Note:

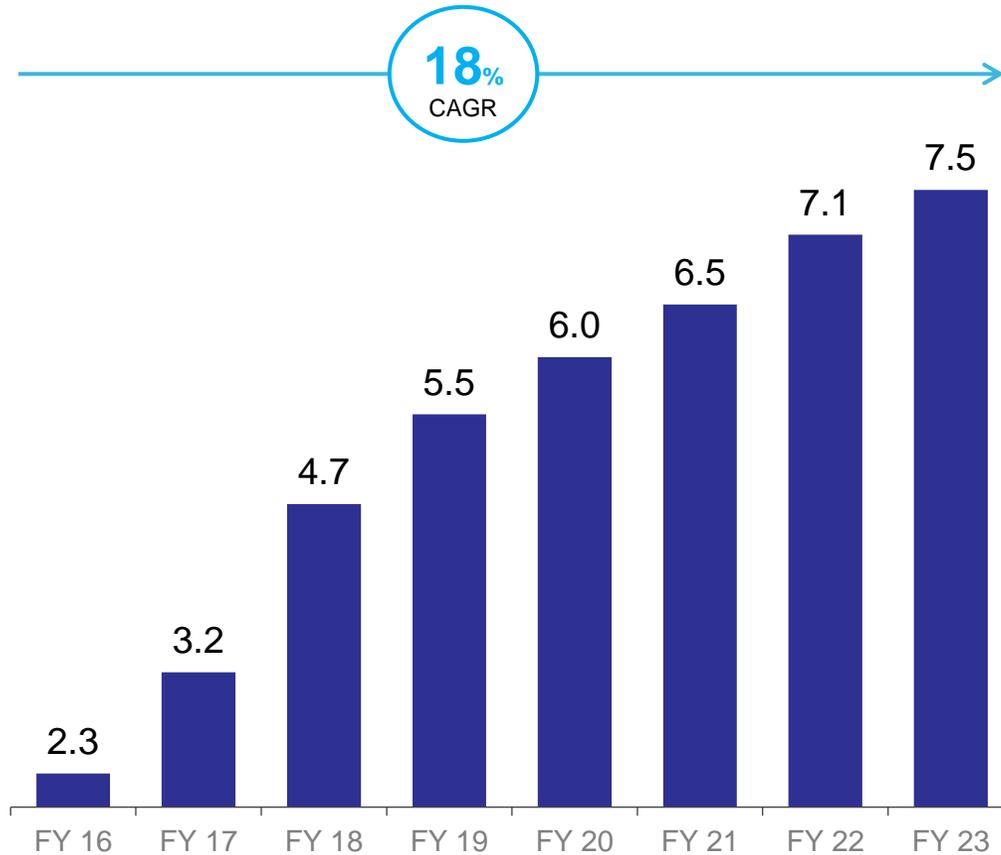
- 1) Traffic is defined as the number of visits on the desktop website, mobile website and mobile app of the company
- 2) Figures have been rounded off



Indian Supplier Storefronts

(Figures in Millions)

Yearly trends



Quarterly trends



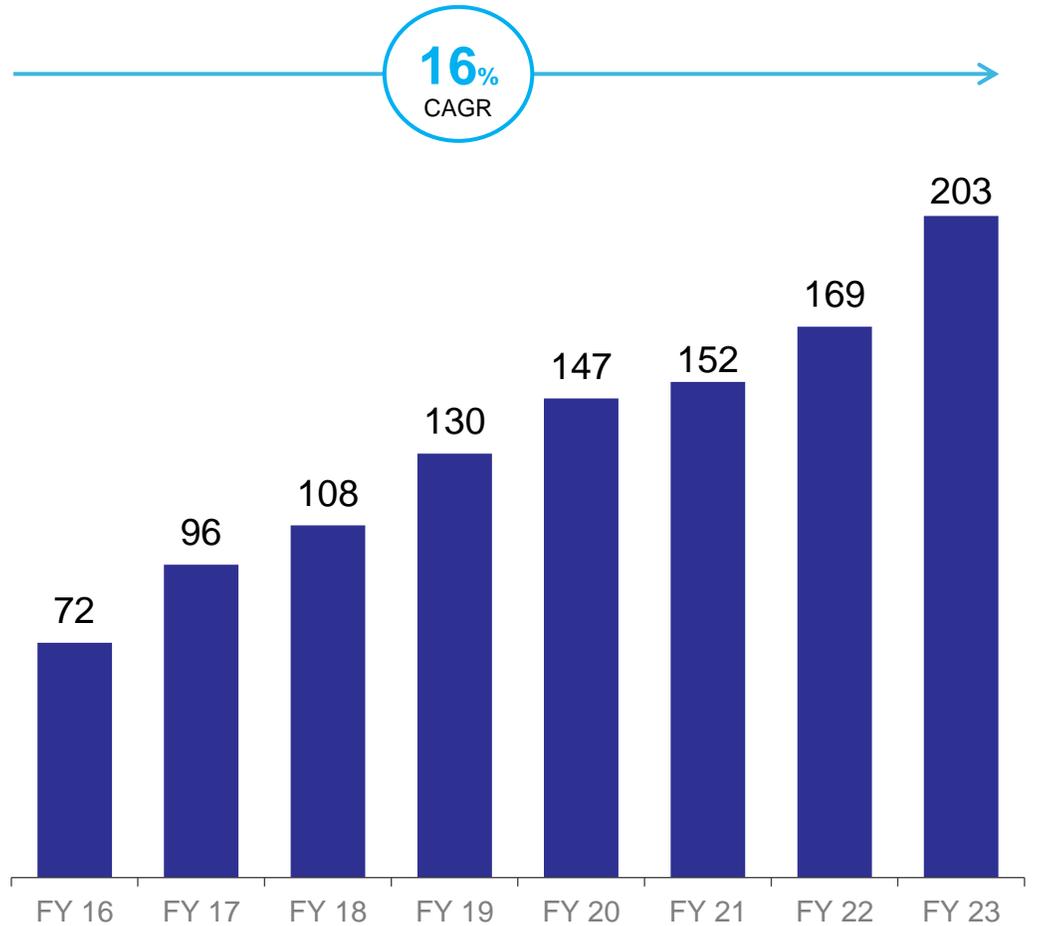
Figures have been rounded off

IndiaMART InterMESH Ltd

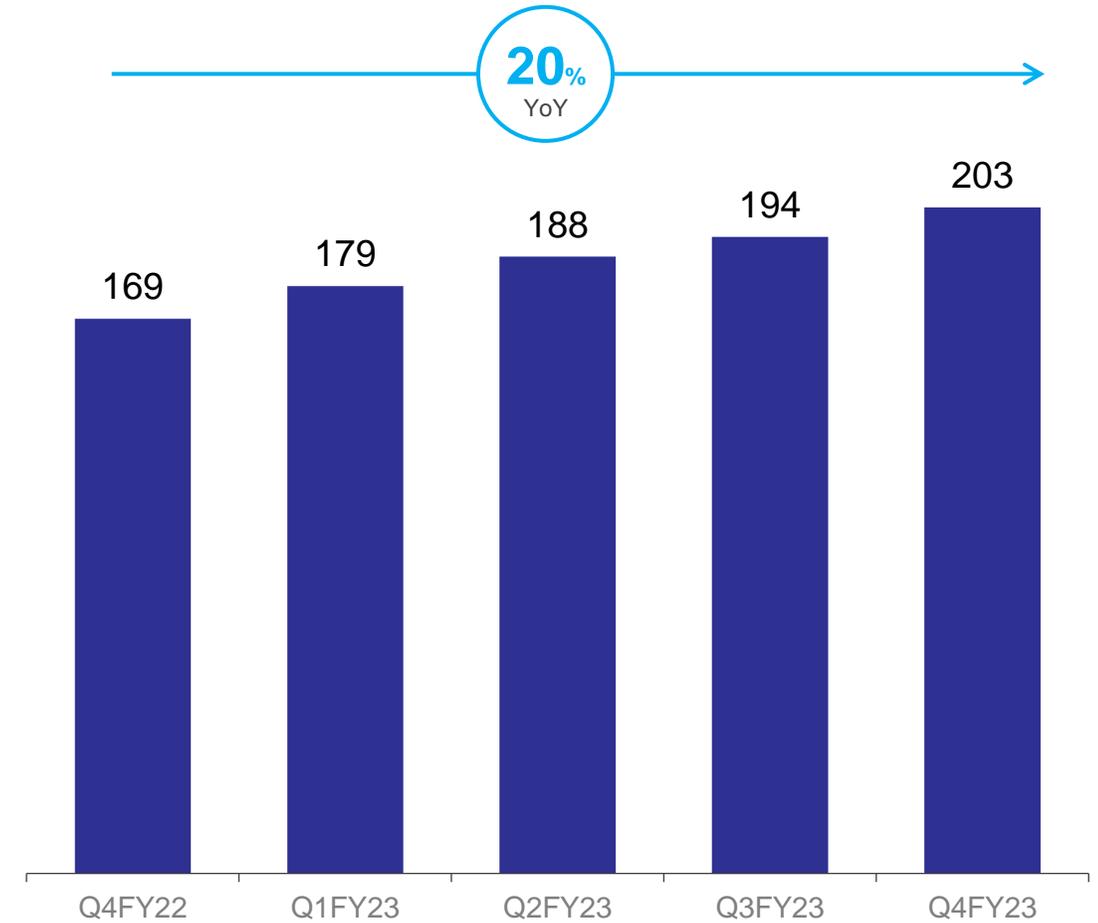
Paying Subscription Suppliers

(Figures in Thousands)

Yearly trends



Quarterly trends



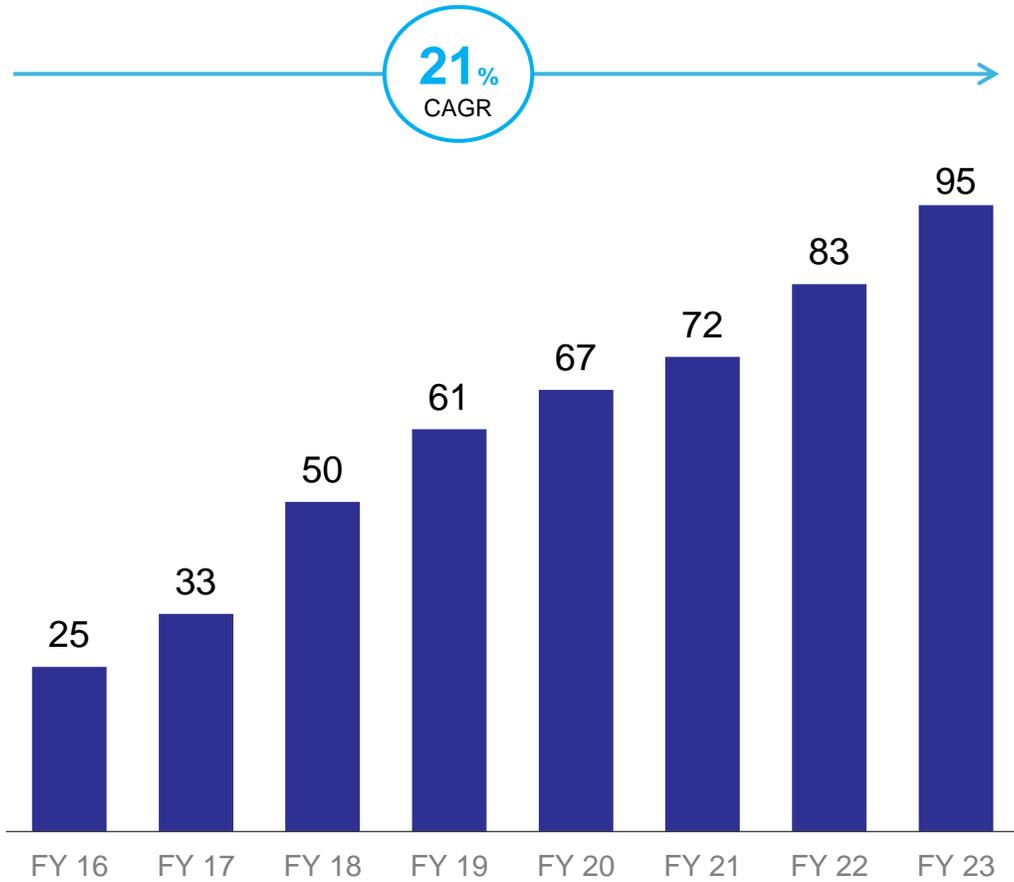
Figures have been rounded off

IndiaMART InterMESH Ltd

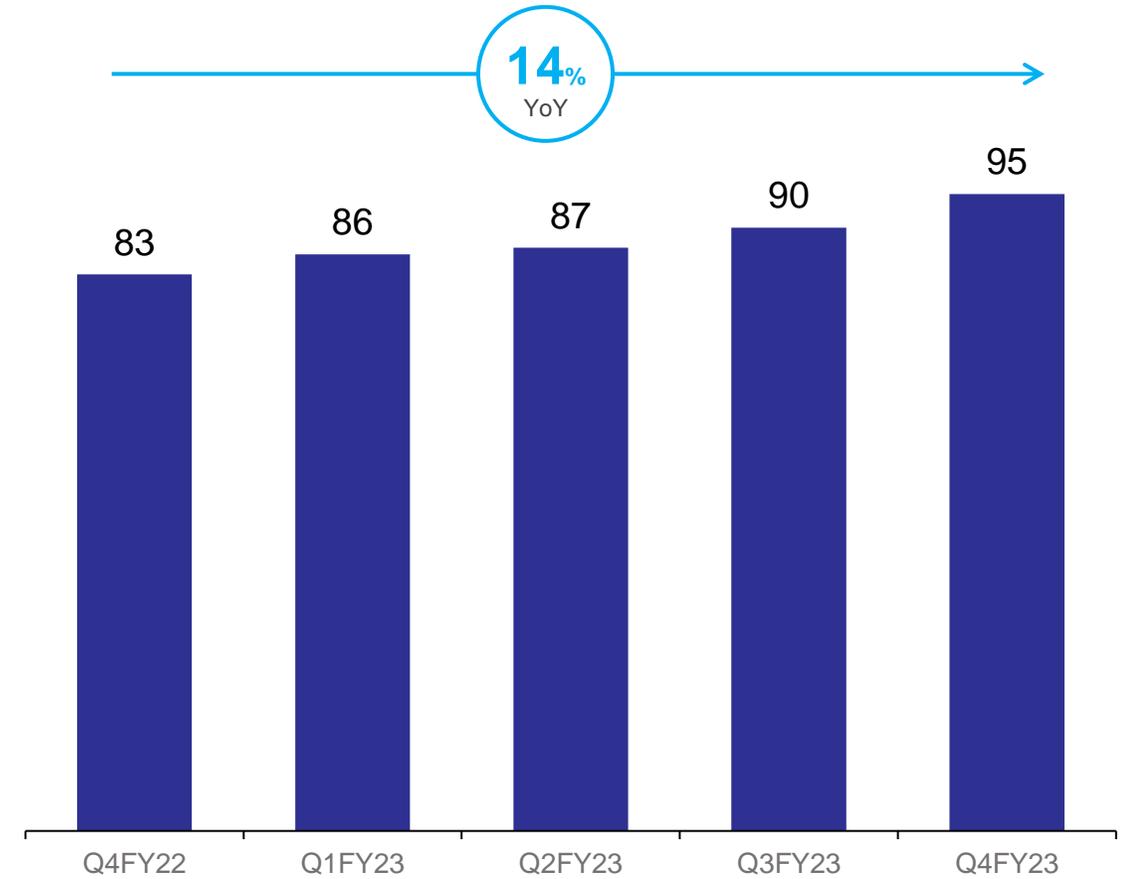
Live Product Listings

(Figures in Millions)

Yearly trends



Quarterly trends



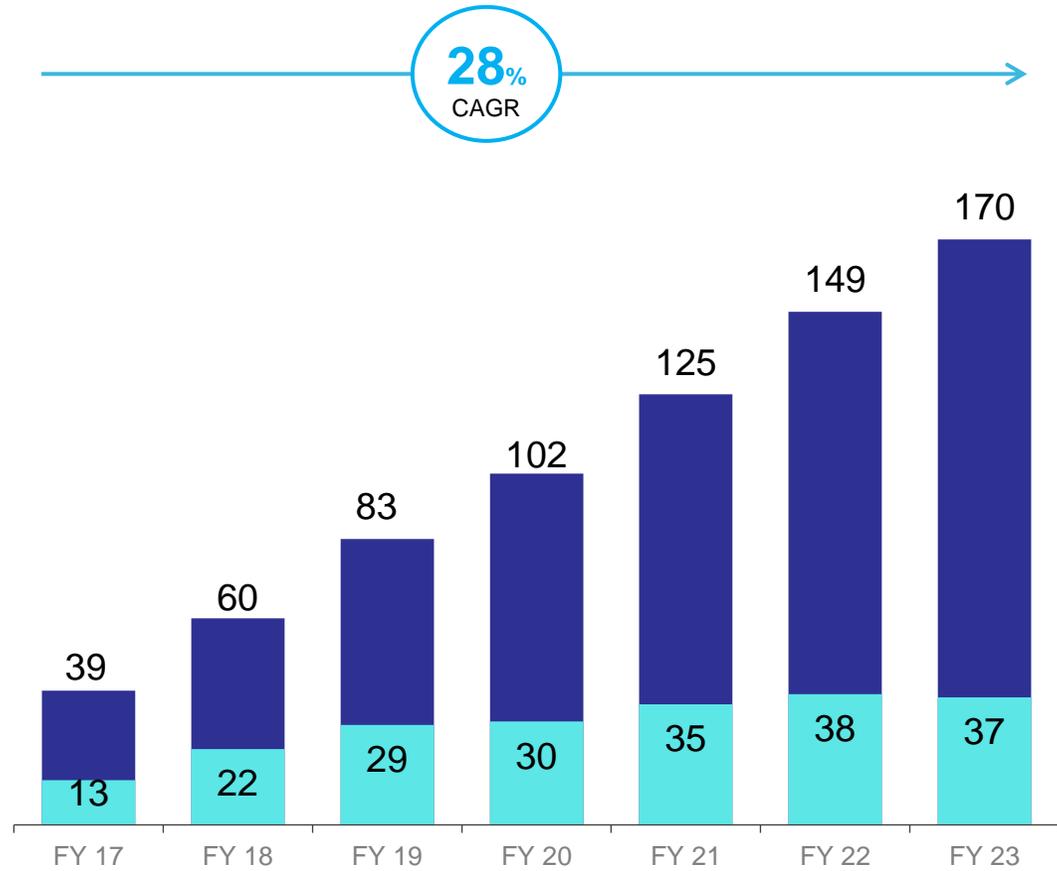
Figures have been rounded off

IndiaMART InterMESH Ltd

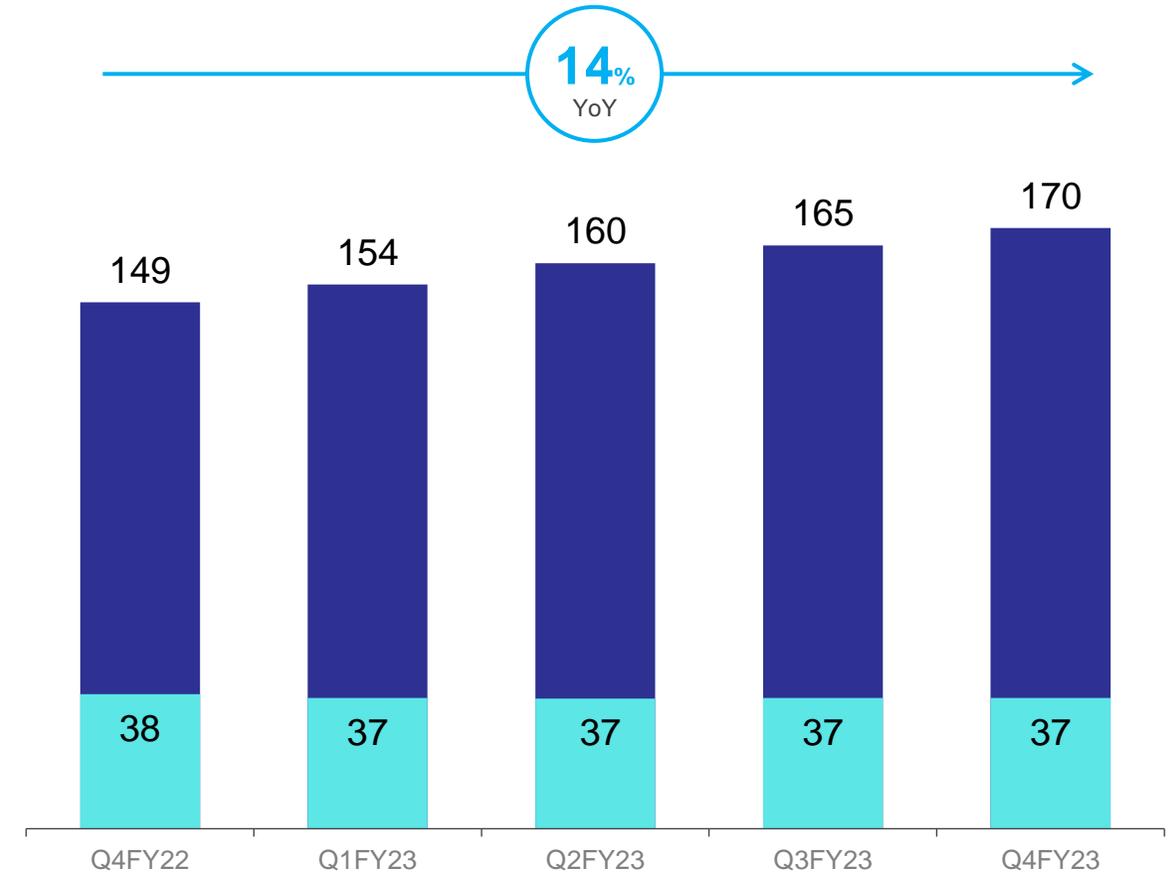
Registered Buyers

(Figures in Millions)

Yearly trends



Quarterly trends



Note:

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

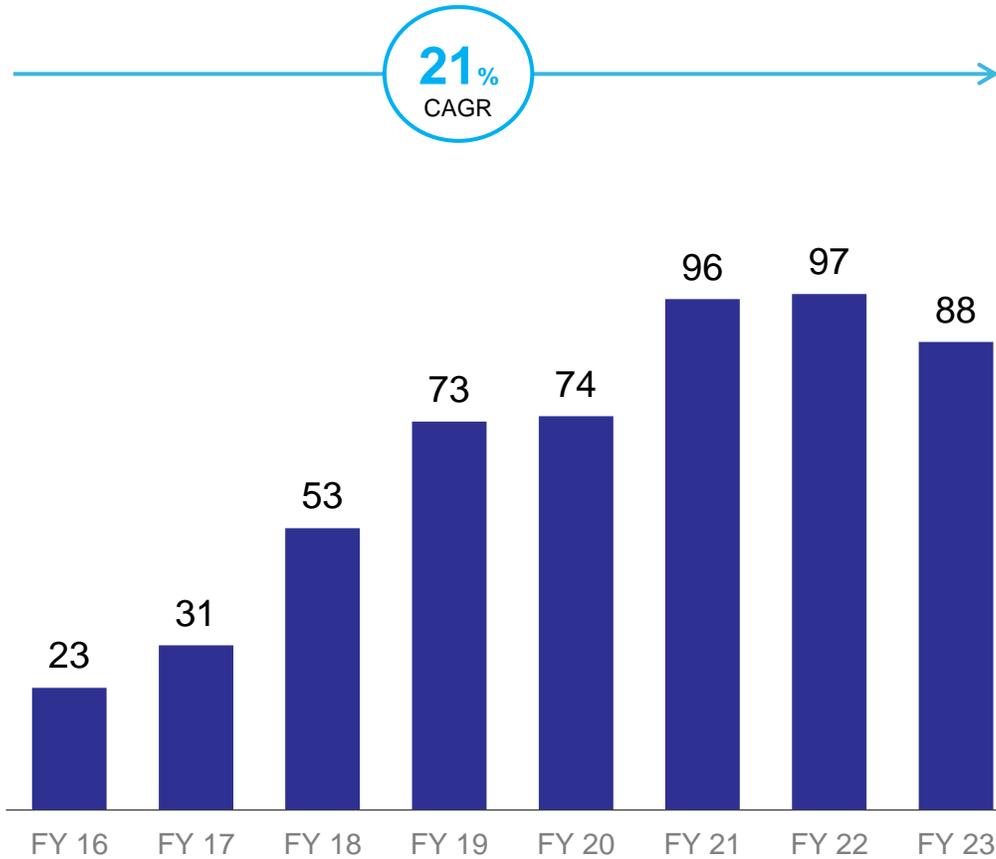


Last 12 months active buyers

Unique Business Enquiries

(Figures in Millions)

Yearly trends



Quarterly trends



Note:

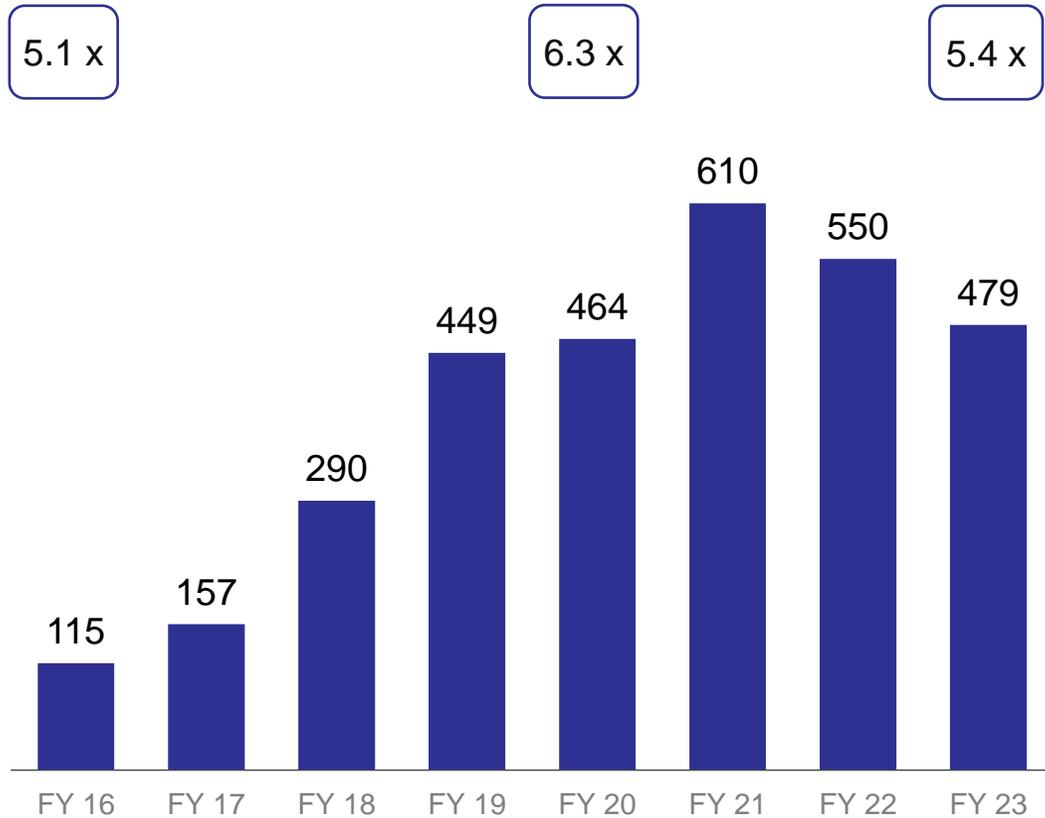
- 1) Buyer posting an enquiry is one unique buyer for that day. If the same buyer posts another enquiry on a different day, he is considered as a different unique buyer. Sum of all such unique quarterly & yearly buyers is mentioned in the Quarterly and Yearly trends, respectively
- 2) Figures have been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



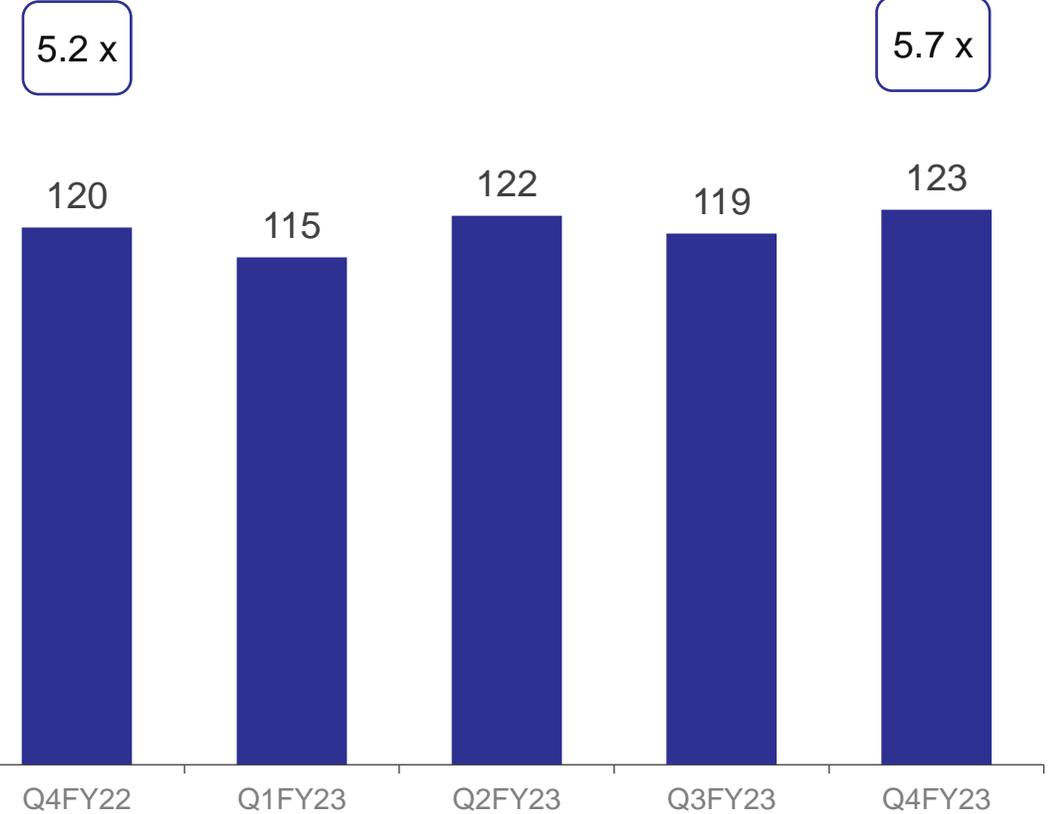
Business Enquiries Delivered

(Figures in Millions)

Yearly trends



Total to Unique Business Enquiries Ratio



5.1 x

6.3 x

5.4 x

5.2 x

5.7 x

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:

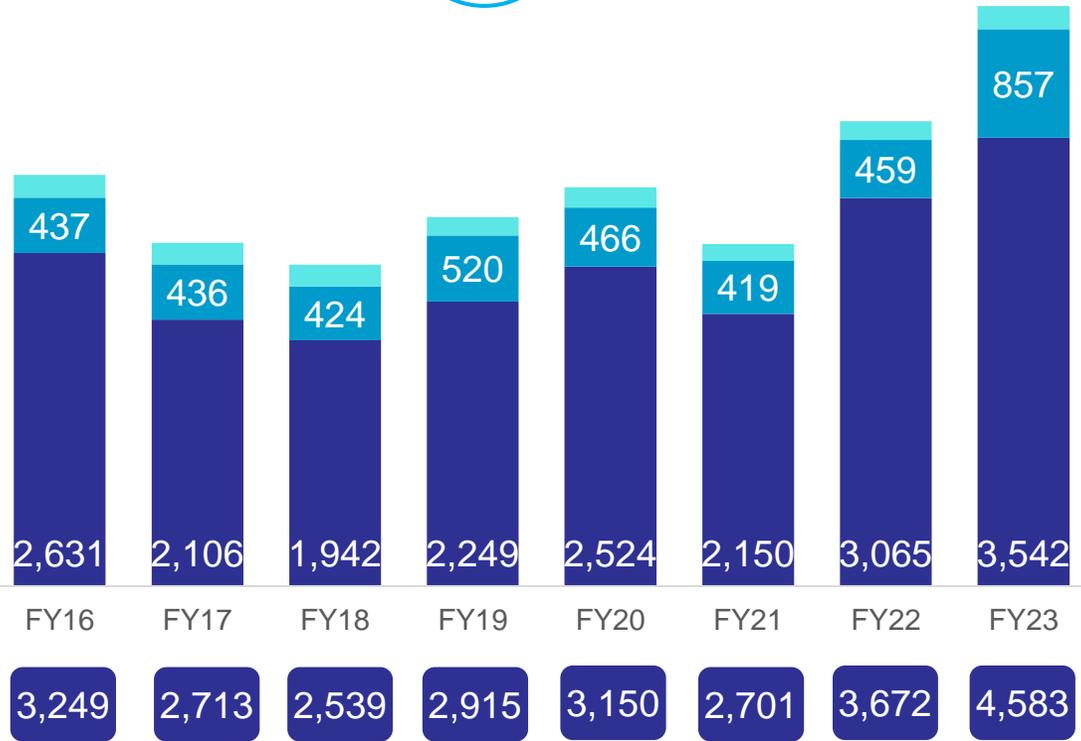
- 1) Represents Revenue from operations for the period divided by Paying subscription suppliers at period end or the purposes of Quarter, the same has been multiplied by 4 to represent annualised run-rate
- 2) Figures have been rounded off



Employees

Yearly trends

5% CAGR



Quarterly trends

25% YoY



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



3,500+ Inhouse Sales Supervision & Client Servicing team (Renewal & Upsell)



150+ Channel Sales Partners

Note: Figures as of Mar 31st, 2023



Note: Map not to scale

IndiaMART InterMESH Ltd



Agricultural Machinery

Financial Performance Consolidated Section



Financial Performance – Consolidated

(₹ in Crores)

Financial Metrics	Q4 FY23	Q4 FY22	YoY Change	Q3 FY23	QoQ Change	FY23	FY22	YoY Change
Revenue from Operations	269	201	33%	251	7%	985	753	31%
Other Income	31	30	4%	102	(70%)	181	112	61%
Total Income	299	231	30%	354	(15%)	1166	866	35%
Manpower Cost ¹	120	80	50%	101	18%	398	257	55%
Outsourced Sales Cost	35	29	18%	32	8%	131	74	78%
Other Operating Expense	45	27	63%	41	9%	162	104	55%
Total Expenses	199	137	45%	174	14%	691	435	59%
Adjusted EBITDA¹	70	64	9%	77	(10%)	294	318	(7%)
<i>Adjusted EBITDA Margin(%)</i>	<i>26%</i>	<i>32%</i>		<i>31%</i>		<i>30%</i>	<i>42%</i>	
Employee share based payment expense	4	7	(48%)	7	(50%)	27	10	159%
EBITDA	66	57	15%	70	(6%)	268	308	(13%)
<i>EBITDA Margin(%)</i>	<i>25%</i>	<i>28%</i>		<i>28%</i>		<i>27%</i>	<i>41%</i>	
Others ²	11	4	154%	11	(1%)	39	17	126%
Tax Expense	20	19	2%	39	(50%)	88	93	(6%)
Adjusted Net Profit	66	63	5%	122	(46%)	322	310	4%
<i>Adjusted Net Profit Margin(%)</i>	<i>22%</i>	<i>27%</i>		<i>35%</i>		<i>28%</i>	<i>36%</i>	
Share in net loss /(income) of Associates	11	6	79%	9	(12%)	38	12	209%
Net Profit	56	57	(3%)	113	(50%)	284	298	(5%)
<i>Net Profit Margin(%)</i>	<i>19%</i>	<i>25%</i>		<i>32%</i>		<i>24%</i>	<i>34%</i>	
EPS (Rs.)	18.3	18.8	(3%)	36.9	(50%)	92.9	97.8	(5%)
Cash Generated from Operating Activities	209	158	32%	115	82%	476	402	18%
Collections from Customers	418	318	31%	283	48%	1,219	934	30%

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)

	FY21	FY22	FY23				
As at end of	FY21	FY22	Q1	Q2	Q3	Q4	FY23
Assets							
Fixed Assets (incl. intangible assets)	3	3	61	63	63	58	58
Goodwill*	-	-	456	456	456	454	454
Right-of-use assets	63	53	51	48	45	41	41
Other assets**	44	52	52	58	34	44	44
Cash, bank & current investments	2,365	2,419	1,882	1,975	2,108	2,336	2,336
Investment in associates & others	37	421	442	445	514	512	512
Total	2,512	2,949	2,944	3,045	3,220	3,445	3,445
Liabilities							
Capital (incl. reserves)	1,611	1,874	1,804	1,878	2,000	2,059	2,059
Deferred revenue & customer advances	726	907	961	984	1,015	1,162	1,162
Provisions & payables	67	66	65	65	72	78	78
Statutory liabilities	22	29	15	20	19	37	37
Deferred tax & current tax liabilities (net)	21	16	11	11	29	24	24
Lease liabilities	63	56	54	52	50	46	46
Other financial liabilities	0.5	1	34	35	35	39	39
Total	2,512	2,949	2,944	3,045	3,220	3,445	3,445

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 and deferred tax asset



Cash Generation and Utilization

Period	FY19	FY20	FY21	FY22	FY23
Opening Cash and Treasury Investments	388	685	931	2,365	2,419
Cash flow from operating activities	255	261	323	402	476
Cash flow from investing activities⁶	5	(6)	14	(273)	(331)
(i) Non-Operating Income ²	17	25	21	127	237
(ii) Capital expenditure ¹	(12)	-	3	(4)	(16)
(iii) Strategic Investments	-	(31)	(10)	(395)	(552)
Cash Flow from Financing Activities	14	(51)	1,038	(58)	(143)
(i) Proceeds from issue of shares ³	14	2	1,052	-	-
(ii) Other financing activities ⁴	-	(20)	(12)	(13)	(13)
(iii) Capital distributed to Shareholders ⁵	-	(33)	(1)	(46)	(130)
Change in Fair Value Gain on Treasury Investments	23	42	60	(18)	(85)
Closing Cash and Treasury Investments	685	931	2,365	2,419	2,335

Note:

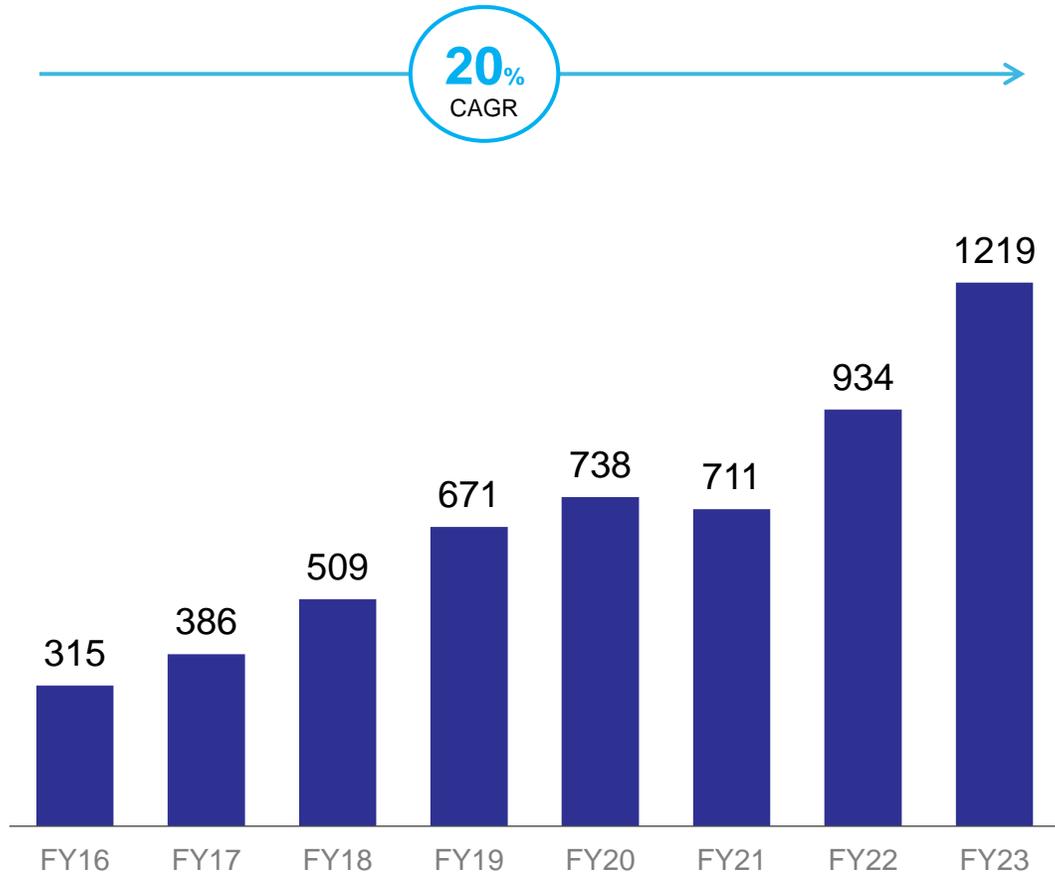
- 1) Includes purchase and sale of property, plant and equipment and other intangible assets and refundable security deposit for listing on stock exchange
- 2) Includes realized income from treasury investments and net investments in FDRs, Inter Corporate deposits and others
- 3) Includes proceeds issue of equity shares on exercise of ESOPs and qualified institutions placement
- 4) Includes cash flow from repayment of lease liability and interest expense
- 5) Includes dividend paid and buyback inclusive of tax
- 6) Adjusted for change in Investments, FDR, Inter corporate deposit and others during the period



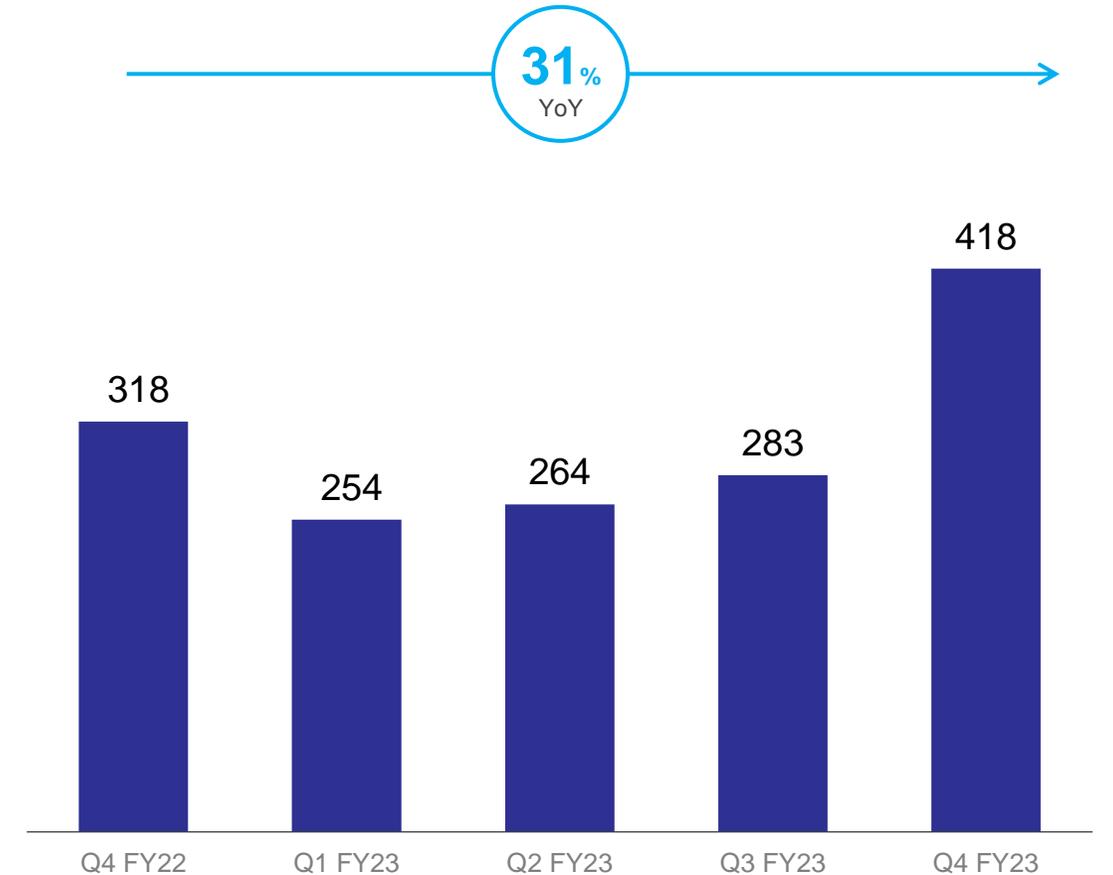
Collections from Customer - Consolidated

(₹ in crores)

Yearly trends



Quarterly trends

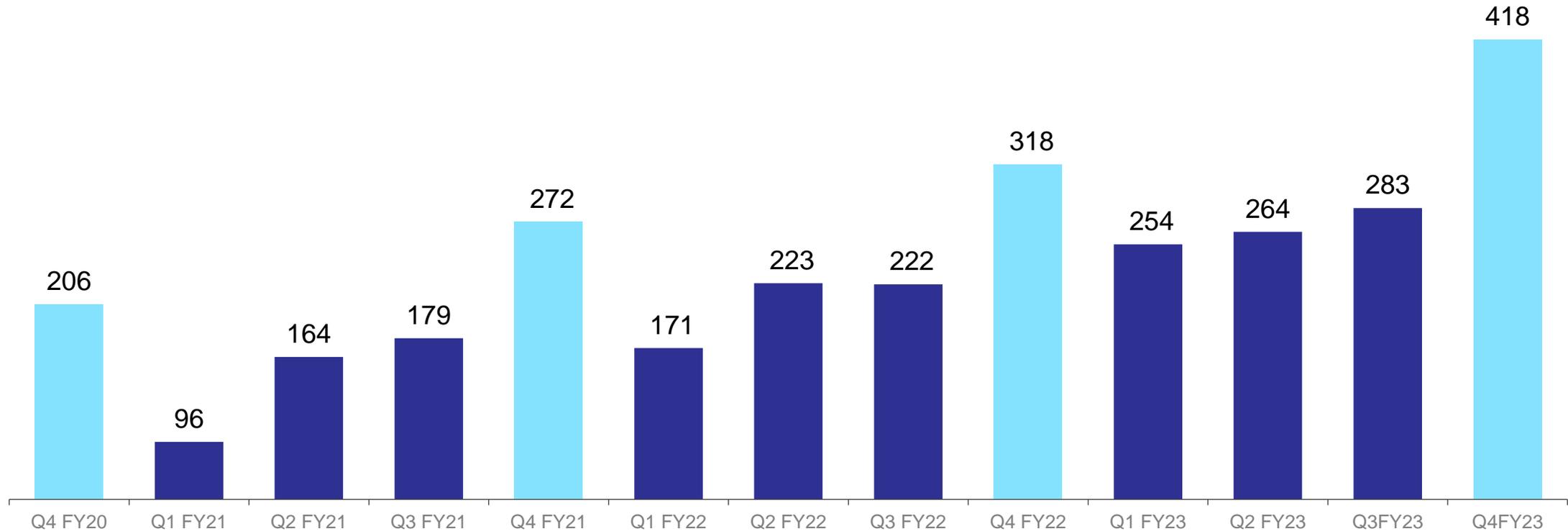


Note: Above figures have been calculated by dividing financials (in mn) by 10; Figures have been rounded off

Collections from Customer - Consolidated

(₹ in crores)

Quarterly trends



Note:

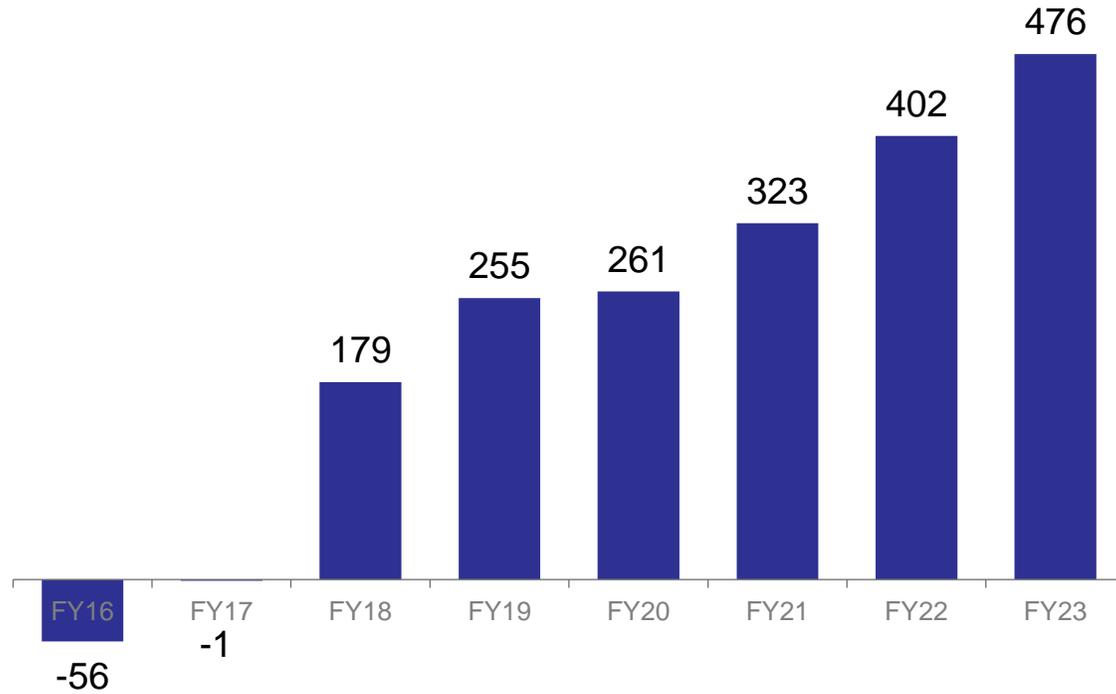
- 1) Above figures have been calculated by dividing financials (in mn) by 10; Figures have been rounded off
- 2) Fourth Quarter of the year has traditionally been the best quarter in terms of collections from customer for that financial year
- 3) Sharp decline in Collections from Customer during Q1FY21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



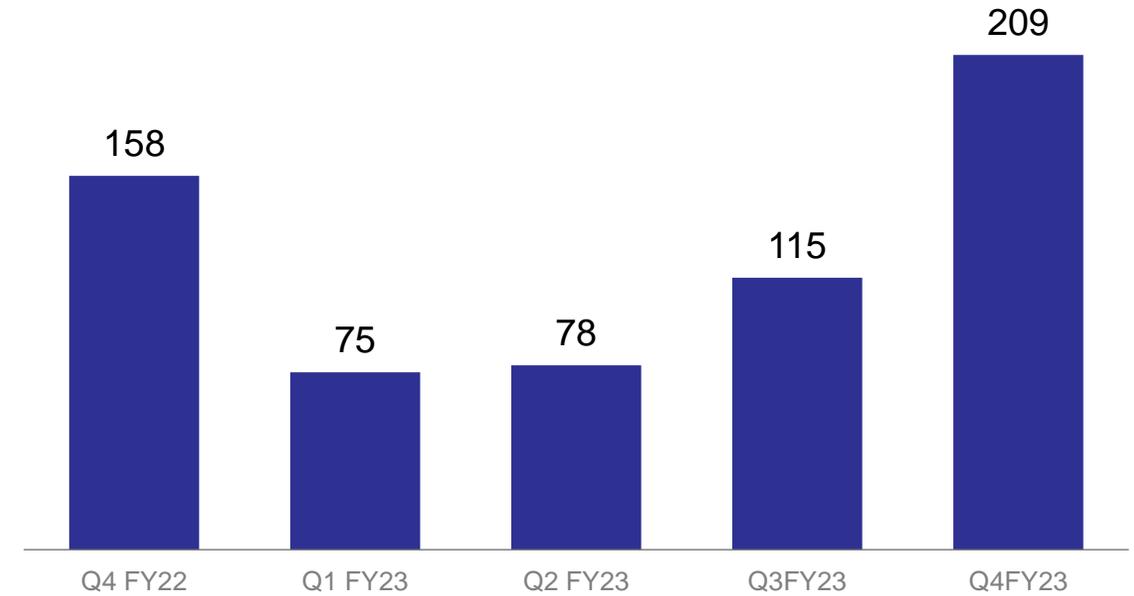
Cash Generated From Operating Activities - Consolidated

(₹ in Crores)

Yearly trends



Quarterly trends



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

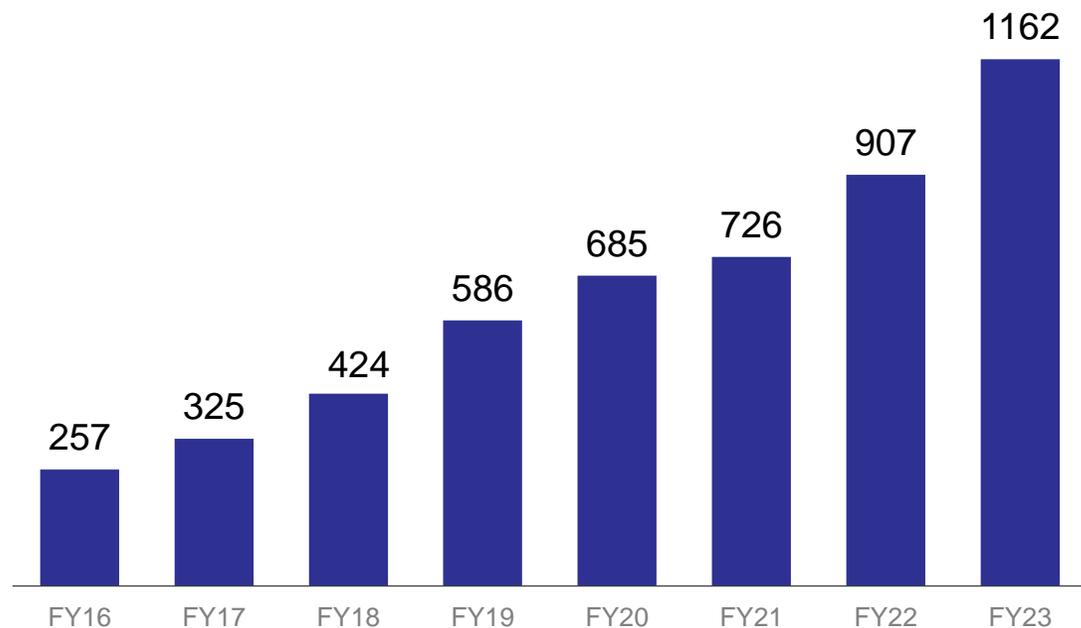


Deferred Revenue – Consolidated

(₹ in Crores)

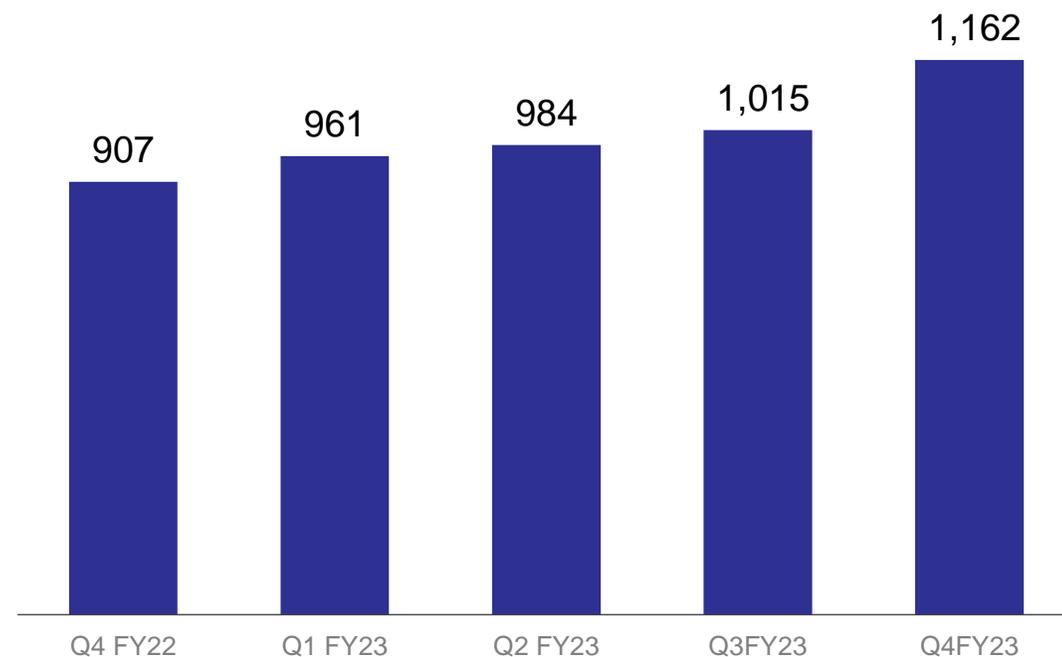
Yearly trends

24%
CAGR



Quarterly trends

28%
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

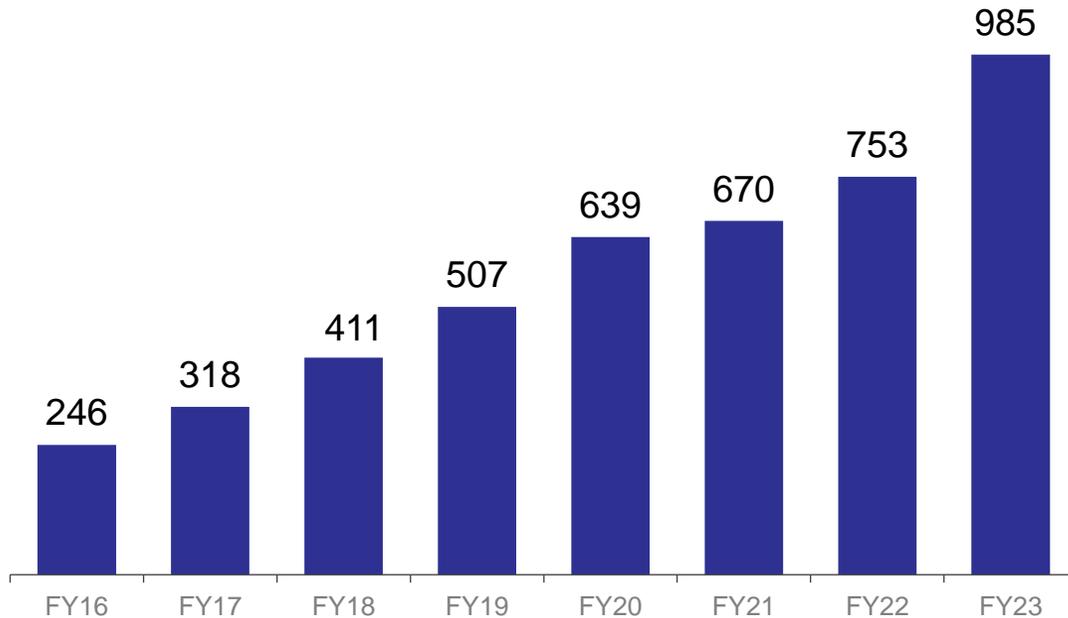


Revenue from Operations – Consolidated

(₹ in Crores)

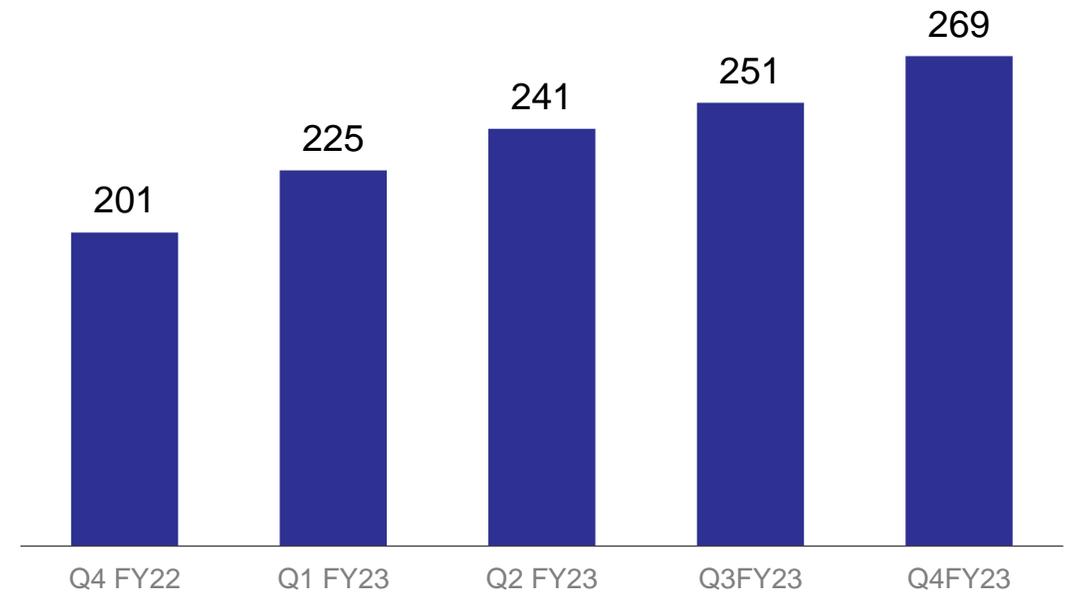
Yearly trends

22%
CAGR



Quarterly trends

33%
YoY



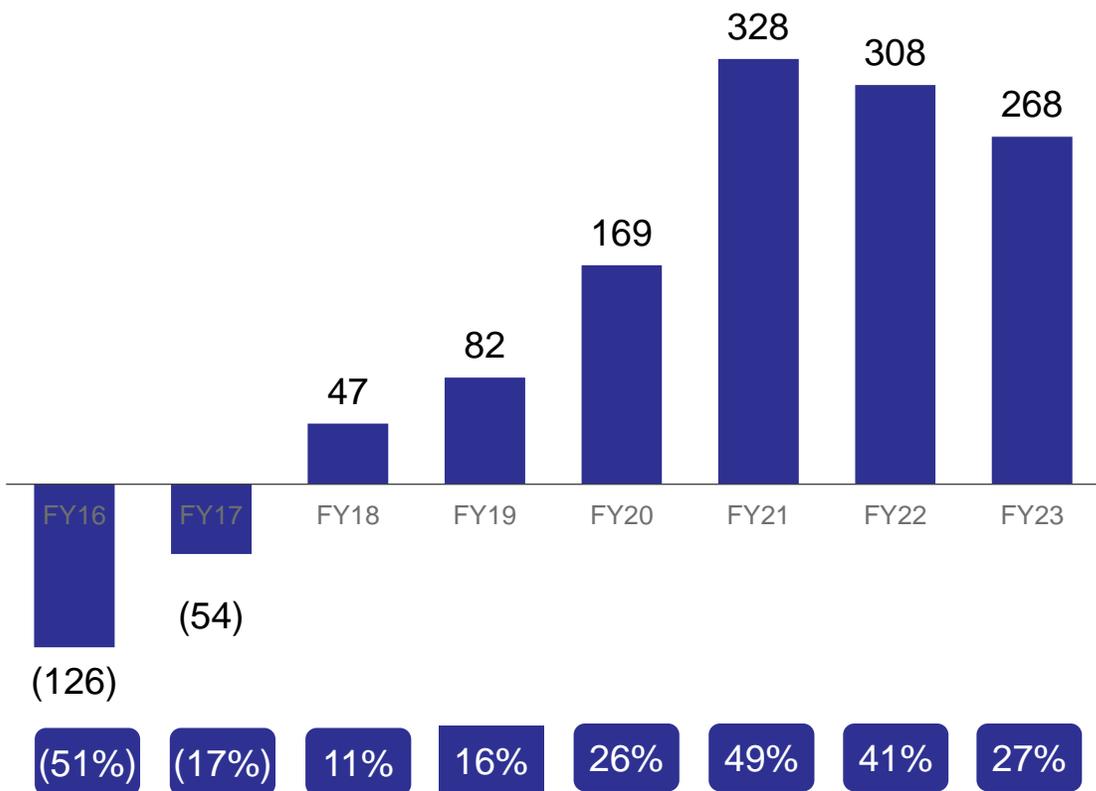
Note: Above figures have been calculated by dividing financials (in mn) by 10; Figures have been rounded off

IndiaMART InterMESH Ltd

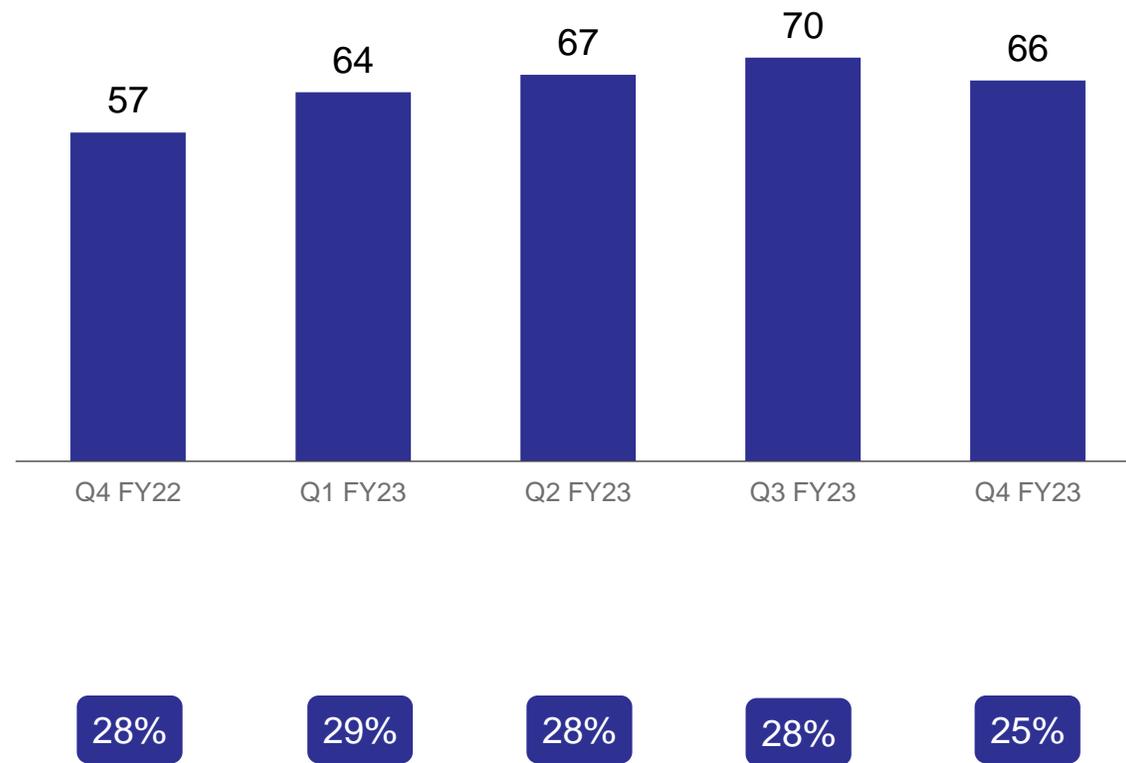
EBITDA - Consolidated

(₹ in Crores)

Yearly trends



Quarterly trends



Note:

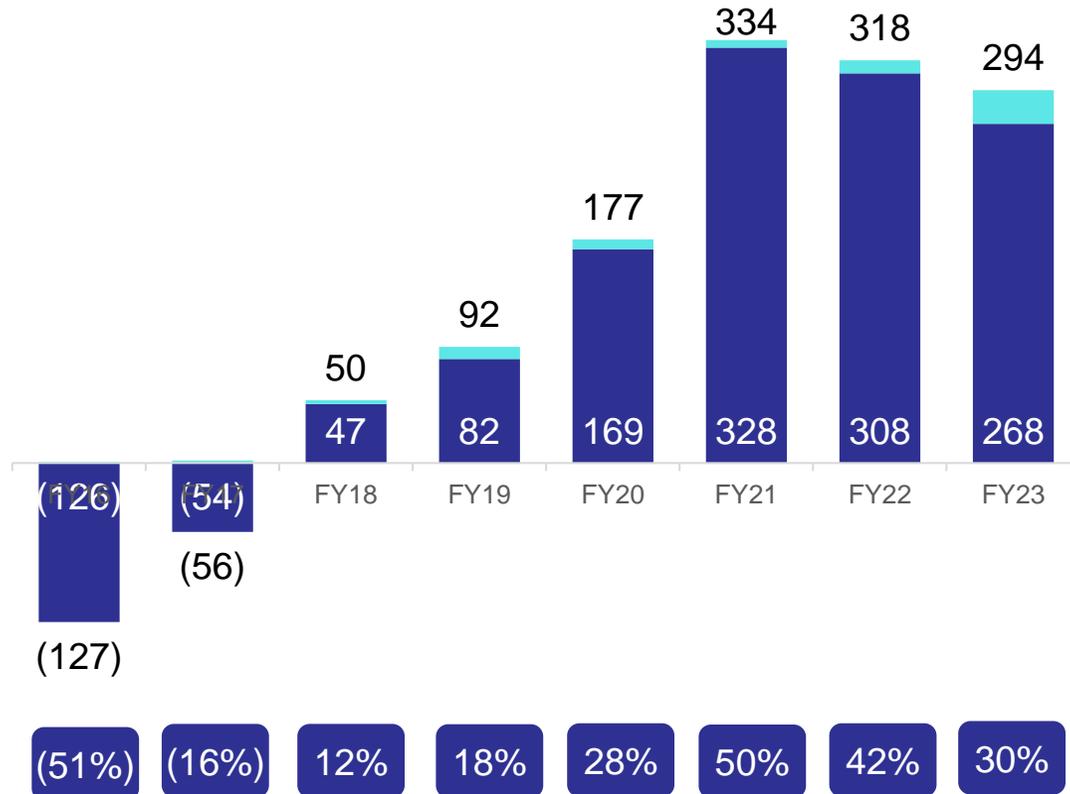
- 1) The company has adopted IND AS -116 from 1st April 2019, the nature of expenses in respect of operating leases has changed from lease rent (in other expenses) into depreciation cost against the right-of-use asset and finance cost against interest accrued on lease liability. Consequently, EBITDA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



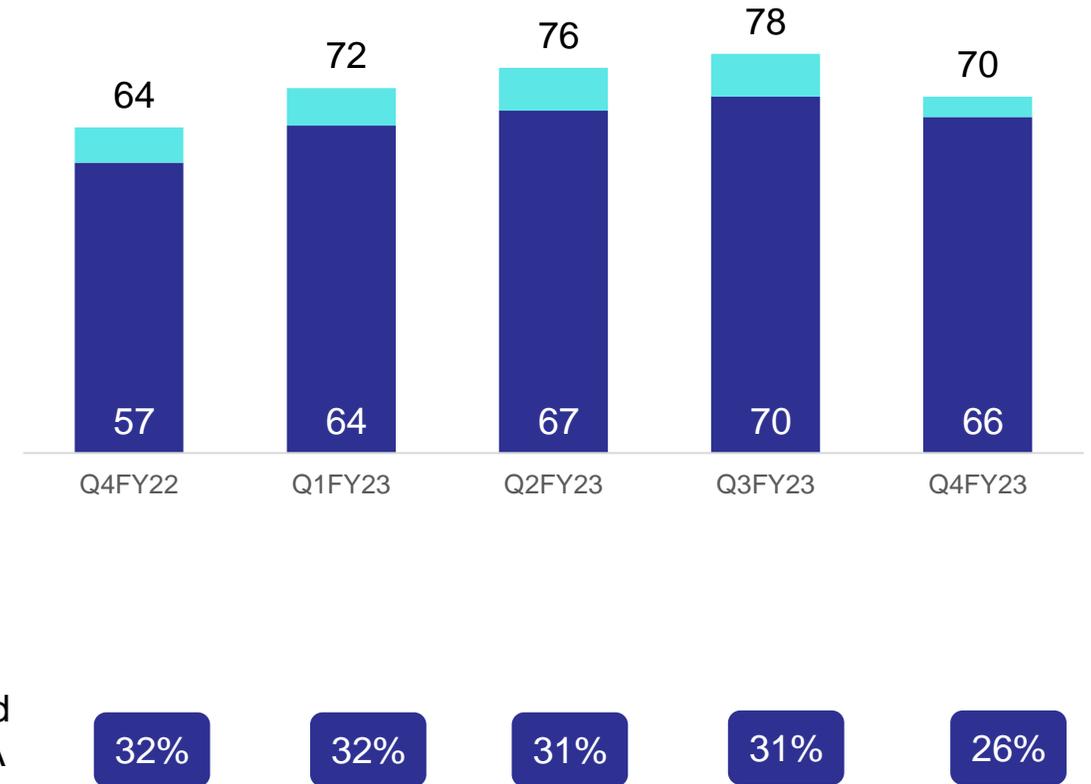
Adjusted EBITDA – Consolidated

(₹ in Crores)

Yearly trends



Quarterly trends



Adjusted EBITDA Margin



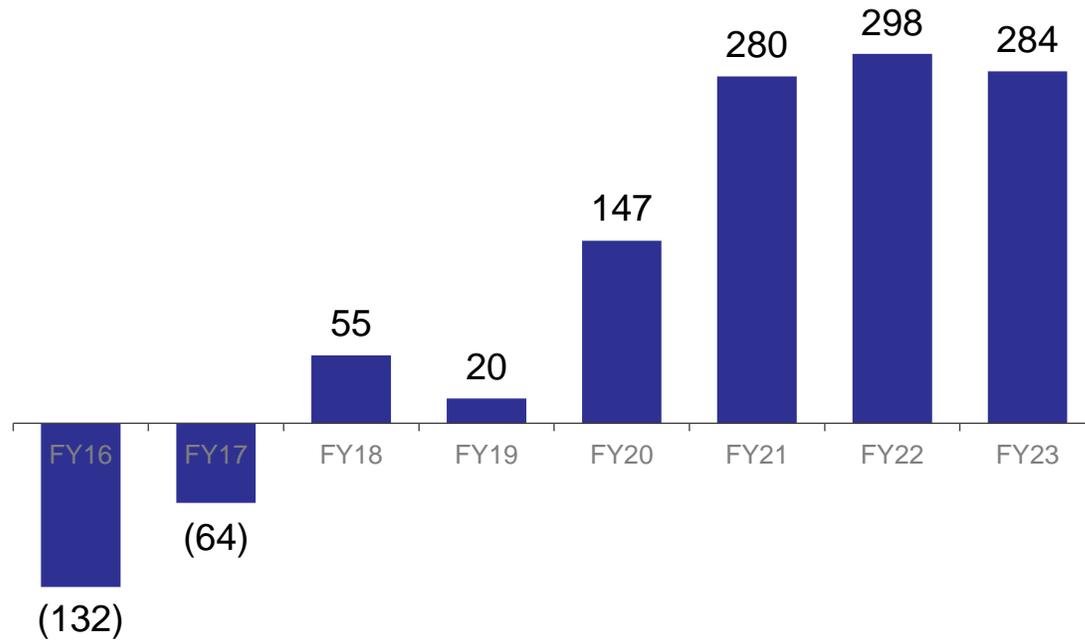
Share based compensation expense

Adjusted EBITDA is EBITDA before share-based compensation expense

PAT - Consolidated

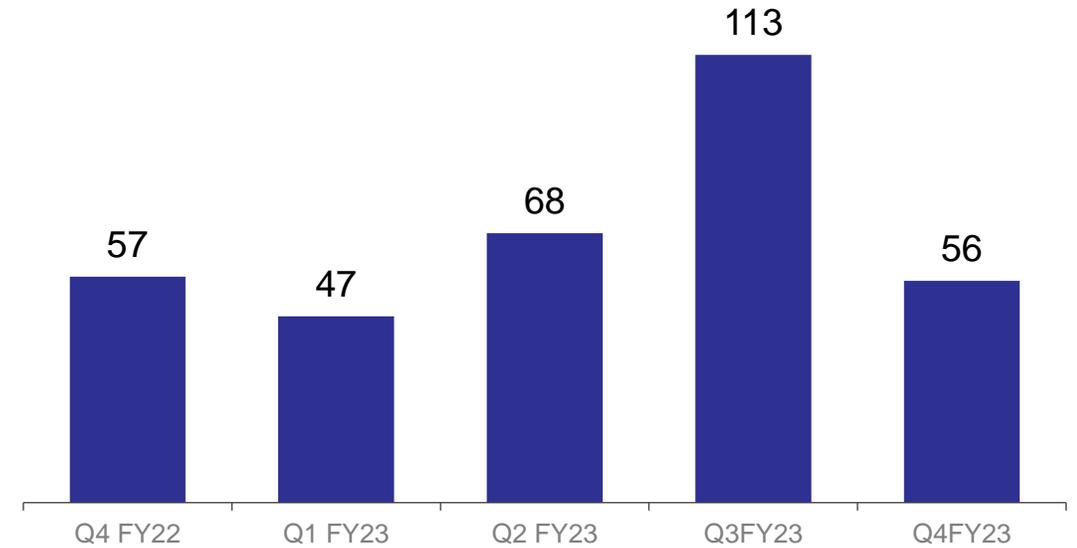
(₹ in Crores)

Yearly trends



(52%) (19%) 13% 4% 21% 37% 34% 24%

Quarterly trends



PAT Margin

25% 21% 24% 32% 19%

Note:

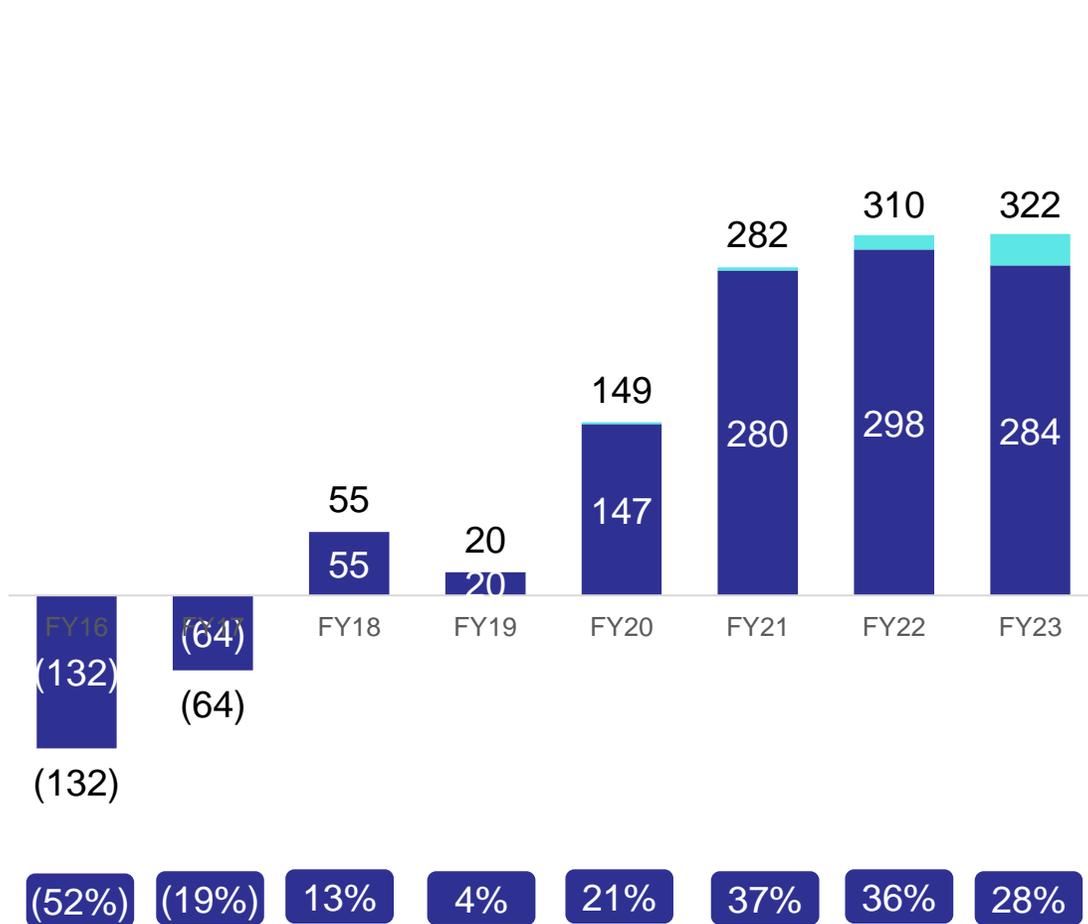
- Above figures have been calculated by dividing financials (in mn) by 10; Figures have been rounded off
- Decline in Net Profit during Q1FY23 is on account of Mark – to – market (MTM) losses on treasury portfolio due to significant increase in bond yields during the quarter
- The increase in Q3FY23 is primarily on account of one-time realized and unrealized gain of Rs. 67 crores on measurement and sale of investment in other entities



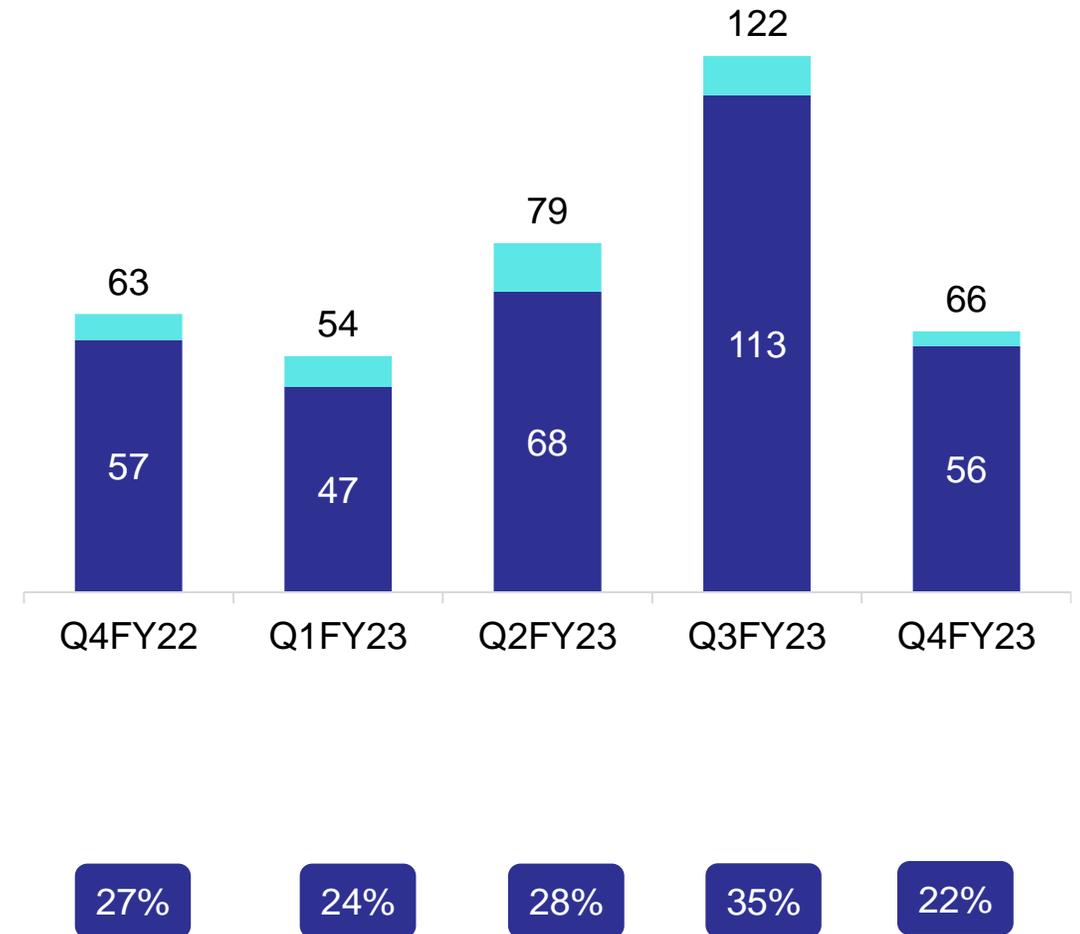
Adjusted PAT – Consolidated

(₹ 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	Q4 FY22	Q1 FY23	Q2 FY23	Q3 FY23	Q4 FY23
Revenue from Operations					
IndiaMART InterMESH Ltd	201	213	229	240	256
Busy Infotech Pvt Ltd*	-	10.5	10.8	10.4	11.6
Pay With IndiaMART Pvt Ltd	0.6	0.7	0.7	0.7	0.8
Tolexo Online Pvt Ltd	0.3	0.3	0.3	0.2	0.3
Livekeeping Technologies Pvt Ltd*^	-	0.2	0.0	0.0	0
	202	225	241	252	269
Inter Company Adjustments	(0.2)	(0.2)	(0.2)	(0.2)	(0.2)
Consolidated Revenue from Operations	201	225	241	251	269

~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 31st Mar'23
- 3) ^ Formerly known as Finlite Technologies Pvt. Ltd.



EBITDA – Legal Entity View

(₹ in Crore)

Particulars	Q4 FY22	Q1 FY23	Q2 FY23	Q3 FY23	Q4 FY23
EBITDA					
IndiaMART InterMESH Ltd	58.3	59.8	65.2	69.8	66.8
Busy Infotech Pvt Ltd*	-	4.9	3.0	1.6	0.7
Pay With IndiaMART Pvt Ltd	0.1	0.1	0.1	0.1	0.1
Tolexo Online Pvt Ltd	(1.0)	(0.2)	(0.1)	(0.0)	0
Livekeeping Technologies Pvt Ltd*^	-	(0.5)	(1.0)	(1.2)	(1.6)
Tradezeal	(0.1)	(0.0)	(0.0)	(0.0)	(0.0)
	57.3	64.2	67.0	70.3	66.1
Inter Company Adjustments	0.0	(0.0)	(0.0)	(0.0)	(0.1)
Consolidated EBITDA	57.3	64.2	67.2	70.3	66.2

~100% of Consolidated 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 31st Mar'23

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



Segment Wise Result

(₹ in Crore)

Details	Q1 FY23	Q2 FY23	Q3 FY23	Q4 FY23	FY 23
A. Revenue from operations:					
Web and related services	214	230	241	257	942
Accounting Software services	11	11	10	12	43
Total of Revenue from operations:	225	241	251	269	985
B. Expenses:					
Web and related services	154	165	171	190	680
Accounting Software services	6	9	10	13	37
Total of Expenses:	160	173	181	203	718
C. EBITDA					
Web and related services	60	65	70	67	262
Accounting Software services	4	2	0	(1)	6
Total of EBITDA:	64	67	70	66	268
D. EBITDA %					
Web and related services	28%	28%	29%	26%	28%
Accounting Software services	42%	19%	4%	(7%)	14%
Overall EBITDA:	29%	28%	28%	25%	27%

Note:

- Above figures have been calculated by dividing financials (in mn) by 10; Figures have been rounded off
- Pursuant to acquisition of Busy Infotech Private Limited and Livekeeping Technologies Private Limited (Formerly known as Finlite Technologies Private Limited) during the current year ended 31st March 2023, the Group has identified two business segments namely "Web and related Services" and "Accounting Software Services" as reportable segments. Kindly refer note 32 of Q4FY23 consolidated financials



Historical Financial Metrics

(₹ in Crore Consolidated)

Financial Metrics	FY-16	FY-17	FY-18	FY-19	FY-20	FY-21	FY-22	FY-23
Total Income	251	332	430	548	707	756	866	1,166
Revenue from Operations	246	318	411	507	639	670	753	985
EBITDA	(126)	(54)	47	82	169	328	308	268
EBITDA Margin (%)	(51%)	(17%)	11%	16%	26%	49%	41%	27%
EBIT	(129)	(59)	44	78	148	312	296	237
EBIT Margin (%)	(53%)	(19%)	11%	15%	23%	47%	39%	24%
Adjusted Net Profit for the period*	(124)	(45)	63	85	147	283	310	322
Adjusted Net Profit Margin (%)	(50%)	(14%)	15%	16%	21%	37%	36%	28%
Net Profit for the period	(132)	(64)	55	20	147	280	298	284
Cash Generated from Operating Activities	(56)	(1)	179	255	261	323	402	476
Collections from Customer	315	386	509	671	738	711	934	1,219
Deferred Revenue (period end)	257	325	424	586	685	726	907	1,162
Cash and Investments (period end)	159	177	388	685	931	2,365	2,419	2,335

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





Financial Performance Standalone Basis

Solar Cameras



Financial Performance – Standalone

(₹ in Crores)

Financial Metrics	Q4 FY23	Q4 FY22	YoY Change	Q3 FY23	QoQ Change	FY23	FY22	YoY Change
Revenue from Operations	256	201	28%	240	7%	939	751	25%
Other Income	32	25	27%	47	(33%)	113	108	5%
Total Income	288	226	28%	287	0%	1,052	859	22%
Manpower Cost ¹	112	79	41%	94	19%	373	253	48%
Outsourced Sales Cost	34	29	17%	32	8%	130	74	77%
Other Operating Expense	40	27	48%	37	7%	148	102	45%
Total Expenses	186	135	37%	163	14%	651	428	52%
Adjusted EBITDA¹	70	65	7%	77	(9%)	288	322	(11%)
<i>Adjusted EBITDA Margin(%)</i>	<i>27%</i>	<i>33%</i>		<i>32%</i>		<i>31%</i>	<i>43%</i>	
Employee share based payment expense	3	7	(53%)	7	(54%)	26	10	156%
EBITDA	67	58	15%	70	(4%)	262	312	(16%)
<i>EBITDA Margin(%)</i>	<i>26%</i>	<i>29%</i>		<i>29%</i>		<i>28%</i>	<i>42%</i>	
Others ²	12	4	181%	7	76%	29	17	69%
Profit Before Tax	87	79	10%	110	(17%)	345	403	(14%)
Tax Expense	19	19	(2%)	29	(34%)	73	93	(21%)
Net Profit	68	60	13%	82	(12%)	272	310	(12%)
<i>Net Profit Margin(%)</i>	<i>23%</i>	<i>26%</i>		<i>28%</i>		<i>26%</i>	<i>36%</i>	
EPS (Rs.)	22.1	19.6	(13%)	26.7	(17%)	89.1	101.8	(12%)
Cash Generated from Operating Activities	205	159	29%	114	81%	464	407	14%
Collections from Customers	400	318	26%	273	46%	1,167	932	25%

¹ Excluding employee share-based payment expense

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



Balance Sheet - Standalone

(₹ in Crores Standalone)

	FY21	FY22	FY23				
As at end of	FY21	FY22	Q1	Q2	Q3	Q4	FY23
Assets							
Fixed Assets (incl. intangible assets)	3	3	7	12	15	12	12
Right-of-use assets	63	53	50	48	45	41	41
Other assets	41	49	45	48	24	33	33
Cash, bank & other investments	2,359	2,414	1,773	1,864	1,980	2,202	2,202
Investment in subsidiaries	9	86	658	658	656	651	651
Investment in associates & others	41	360	364	371	414	422	422
Total	2,516	2,965	2,897	3,001	3,134	3,361	3,361
Liabilities							
Capital (incl. reserves)	1,617	1,892	1,824	1,904	1,994	2,064	2,064
Deferred revenue & Customer Advances	726	907	935	958	991	1,134	1,134
Provisions & payables	67	64	59	60	66	71	71
Statutory liabilities	22	29	14	19	18	35	35
Deferred tax & current tax liabilities (net)	21	16	5	0.3	7	4	4
Lease liabilities	63	56	54	52	49	46	46
Other financial liabilities	-	1	6	8	9	6	6
Total	2,516	2,965	2,897	3,001	3,134	3,361	3,361



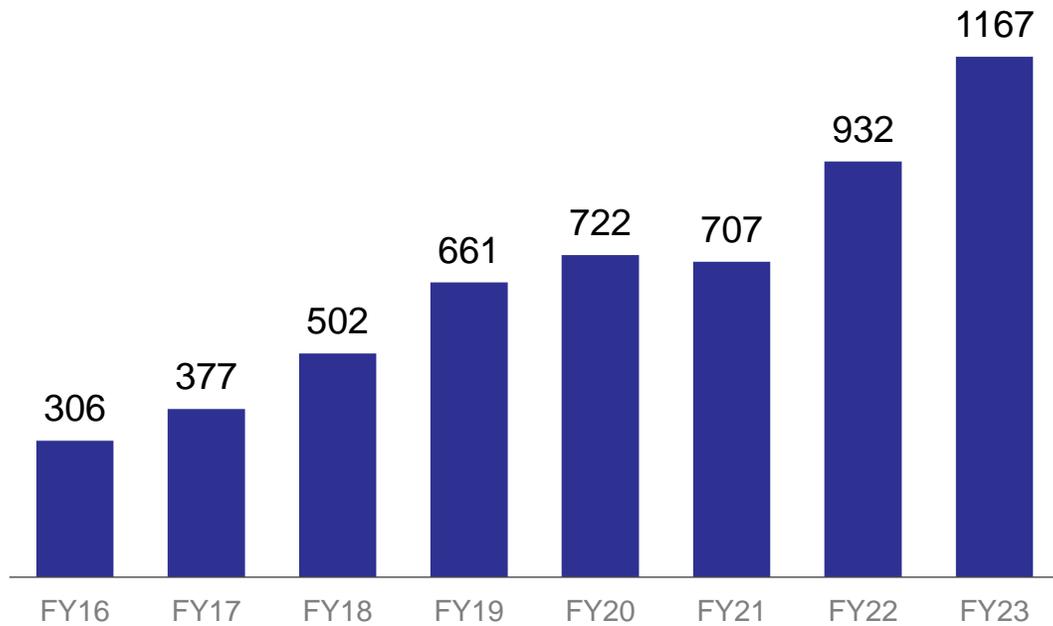
Note: Above figures have been calculated by dividing financials (in mn) by 10; Figures have been rounded off

IndiaMART InterMESH Ltd

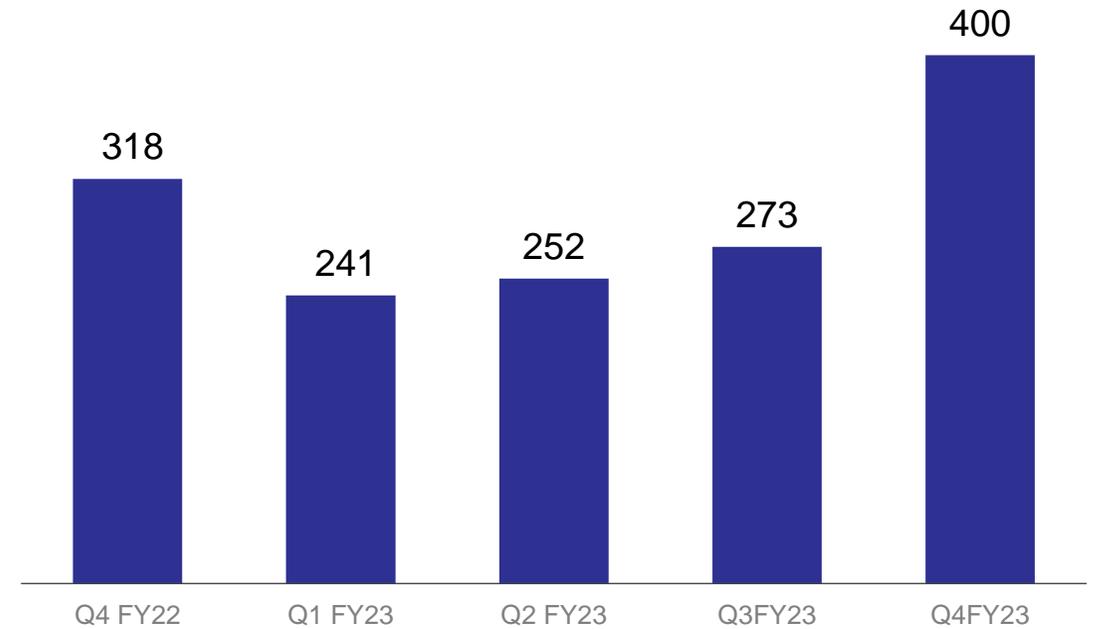
Collections from Customer – Standalone

(₹ in crores)

Yearly trends



Quarterly trends

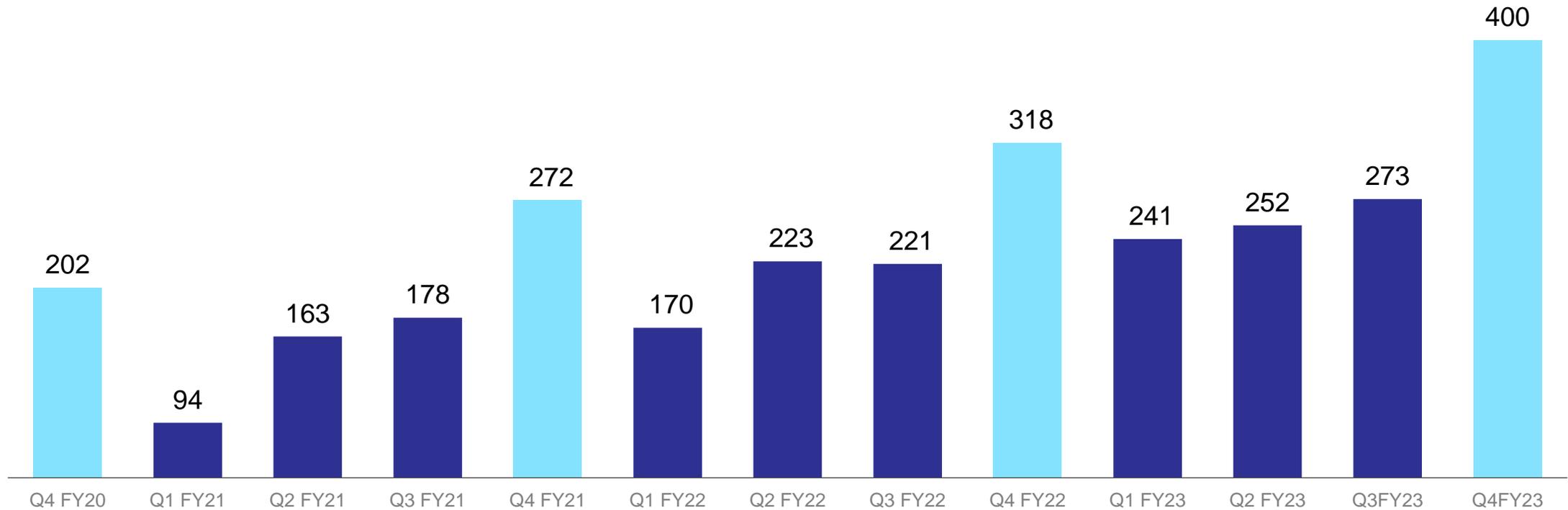


Note: Above figures have been calculated by dividing financials (in mn) by 10; Figures have been rounded off

Collections from Customer - Standalone

(₹ in crores)

Quarterly trends



Note:

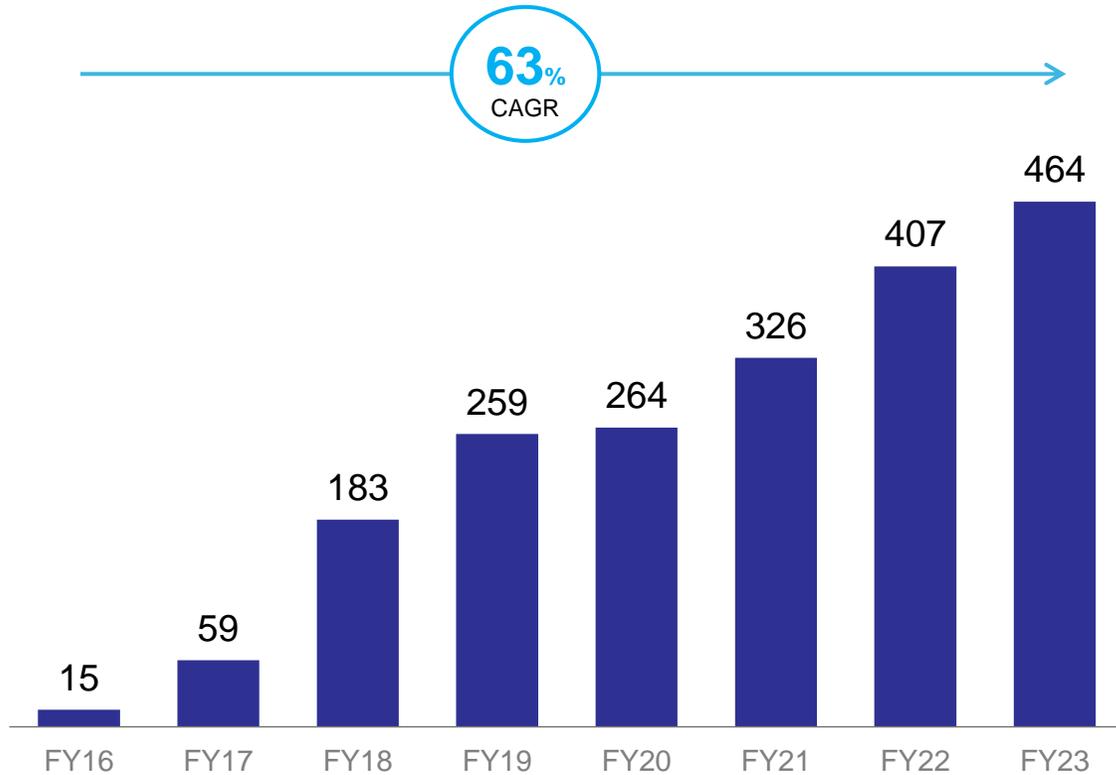
- 1) Above figures have been calculated by dividing financials (in mn) by 10; Figures have been rounded off
- 2) Fourth Quarter of the year has traditionally been the best quarter in terms of collections from customer for that financial year
- 3) Sharp decline in Collections from Customer during Q1FY21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



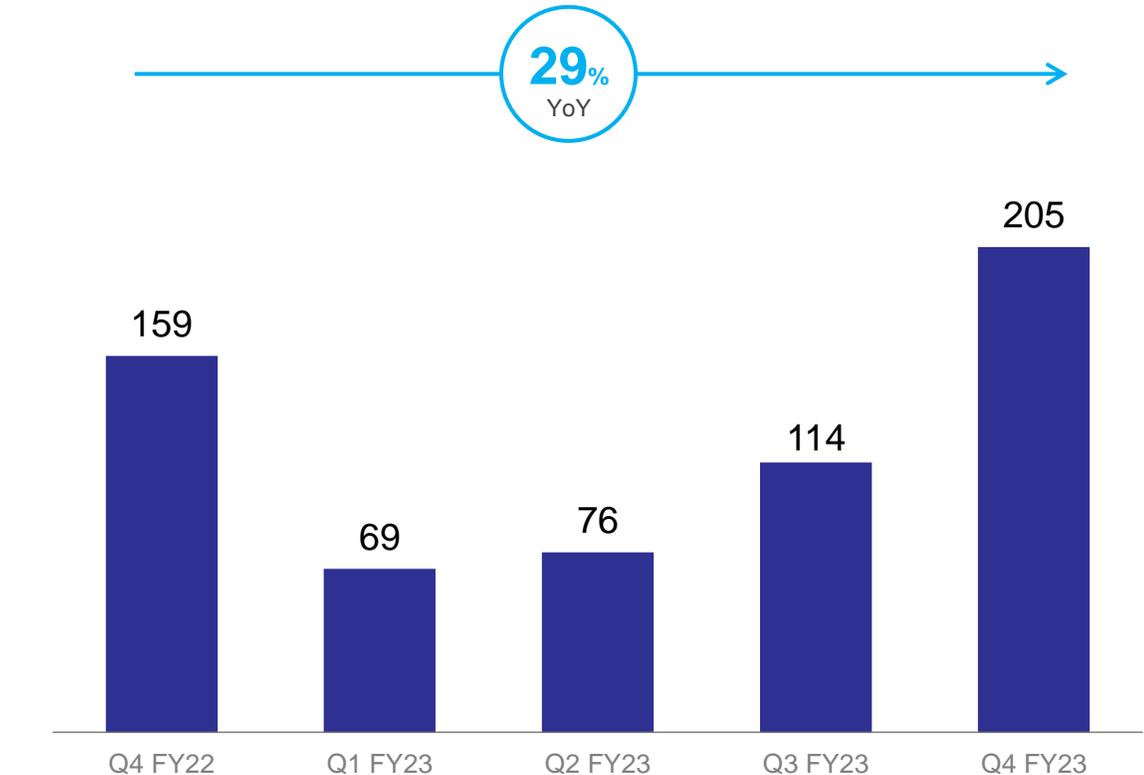
Cash Generated From Operating Activities - Standalone

(₹ in Crores)

Yearly trends



Quarterly trends



% of Collections



Note:

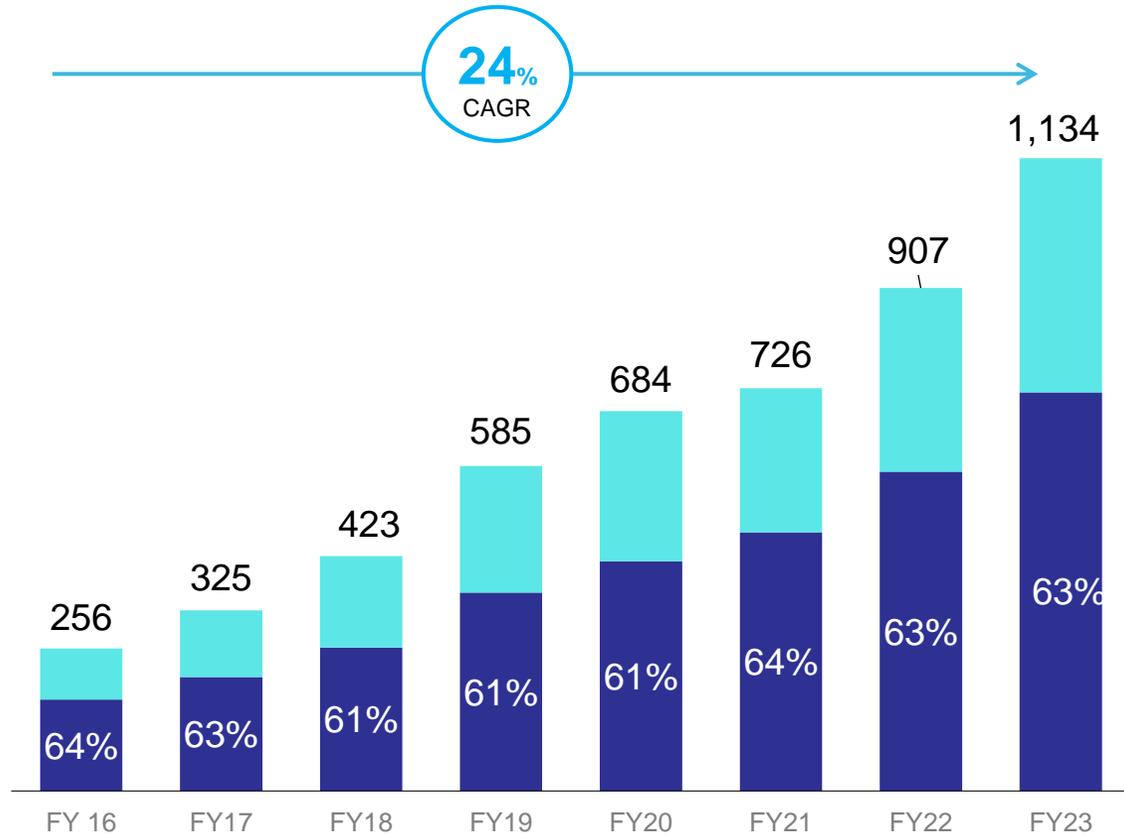
- Above figures have been calculated by dividing financials (in mn) by 10; Figures have been rounded off
- Fourth Quarter of the financial year traditionally has high Cash generated from Operating activities due to seasonal impact of Collections from Customers



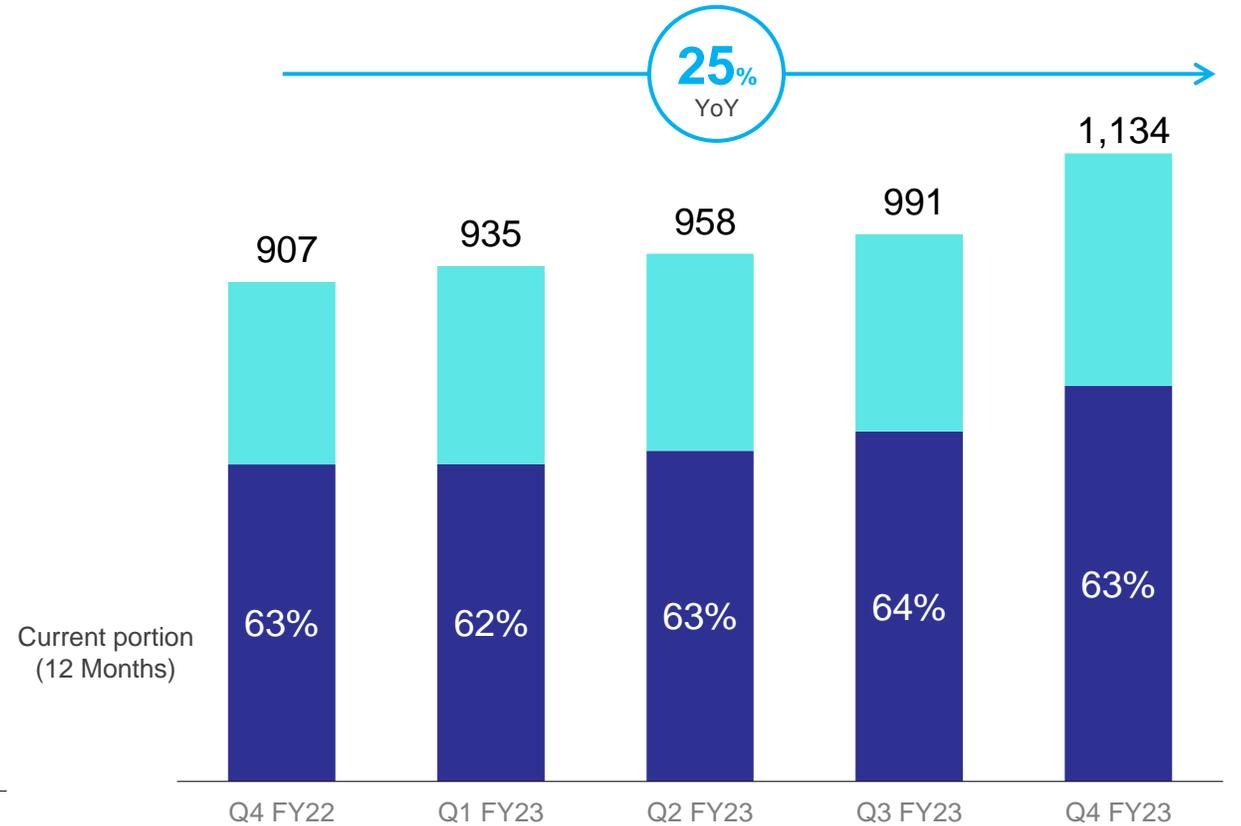
Deferred Revenue - Standalone

(₹ in Crores)

Yearly trends



Quarterly trends



~21% of deferred revenue gets recognized within next 3 months

Note:

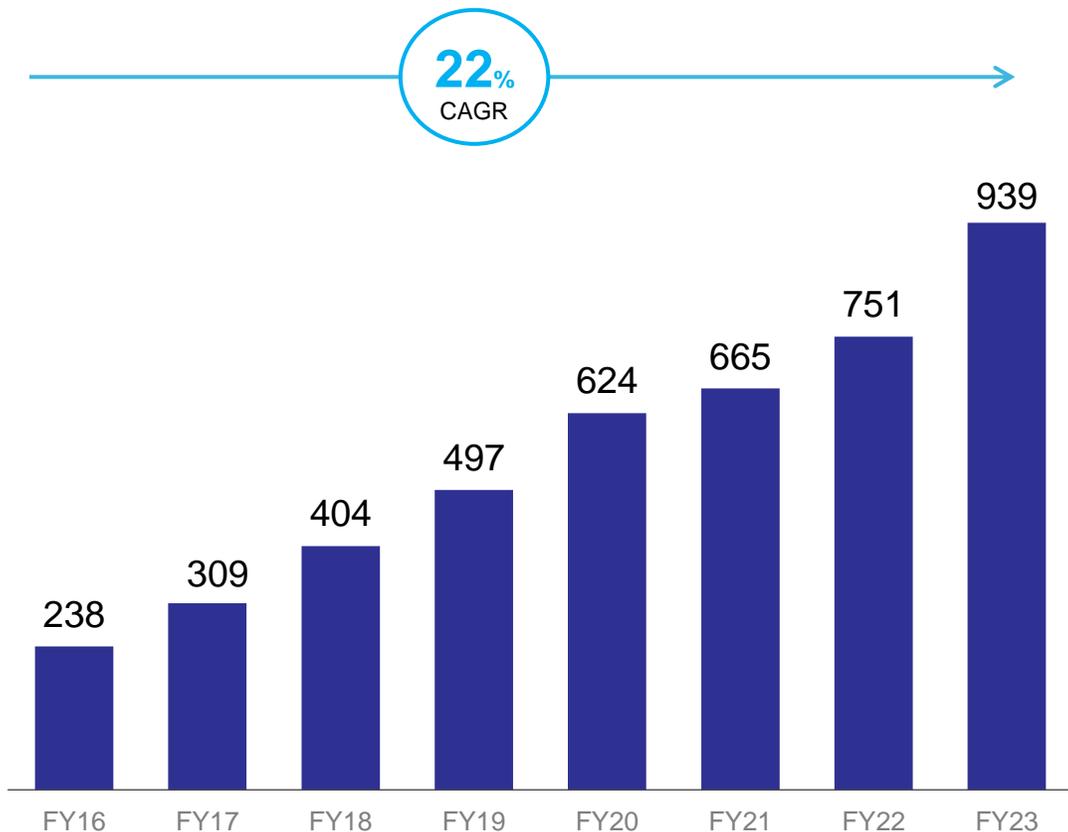
- 1) Deferred revenue refers to contract liabilities in the financial statements, i.e., including advances from customers
- 2) Above figures have been calculated by dividing financials (in mn) by 10; Figures have been rounded off



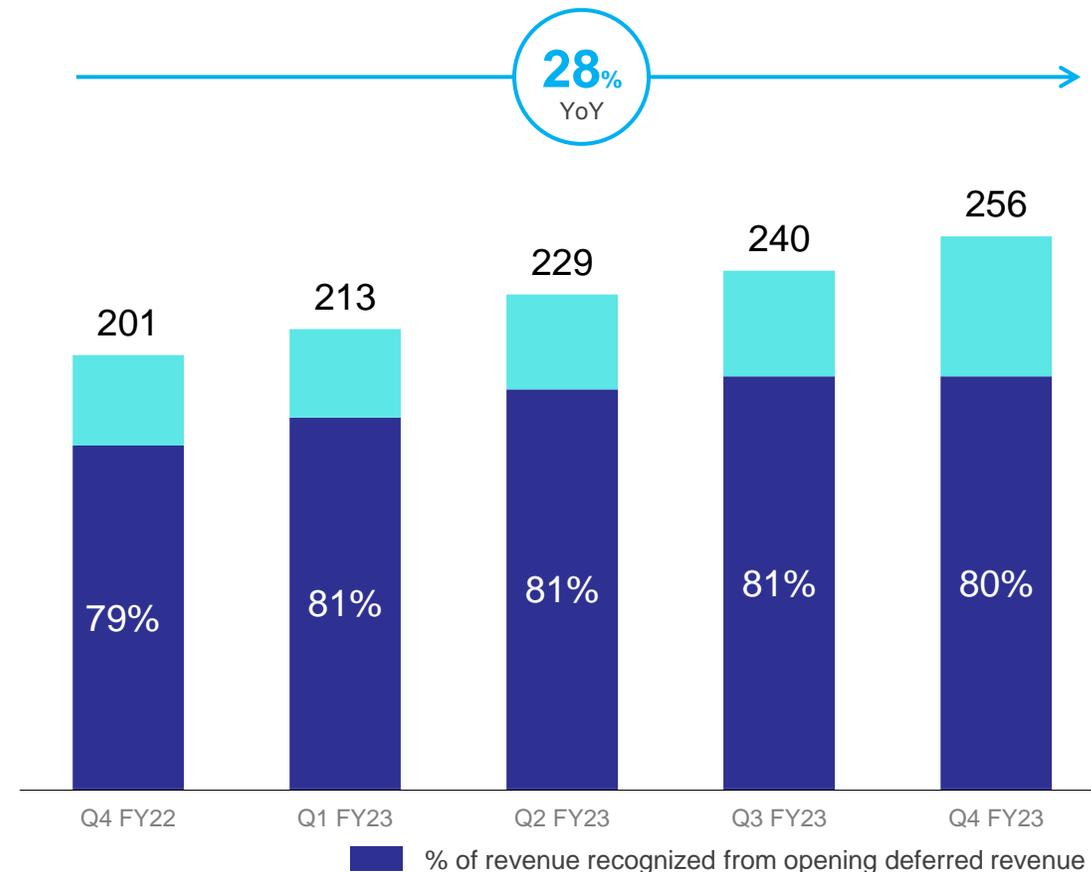
Revenue from Operations - Standalone

(₹ in Crores)

Yearly trends



Quarterly trends



~47% of revenue contributed by top 10% & ~17% of revenue contributed by top 1% of paying subscription suppliers



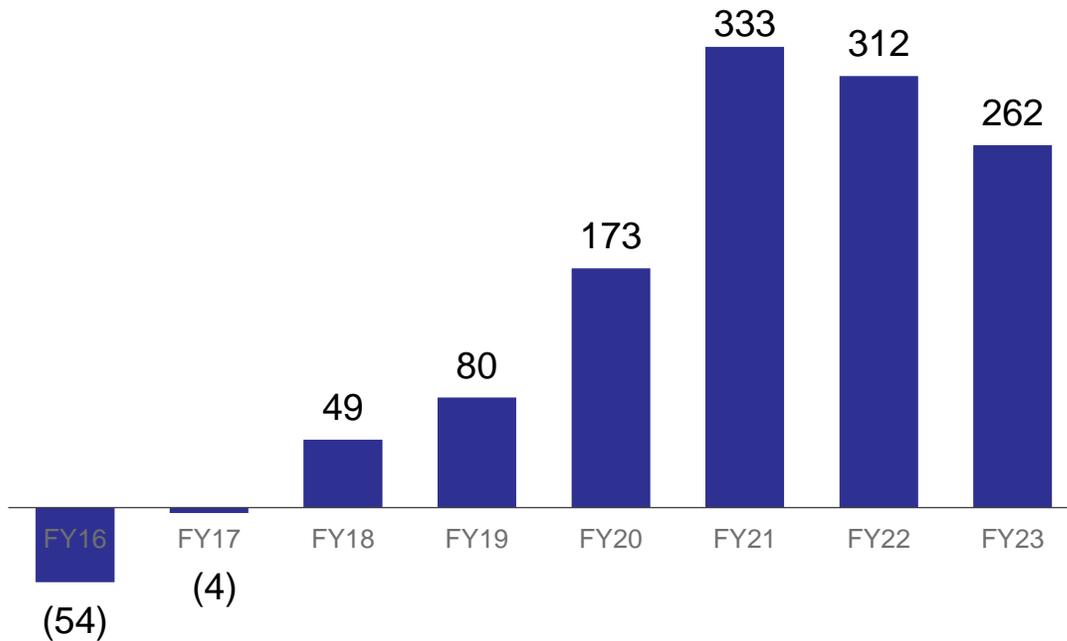
Note: Above figures have been calculated by dividing financials (in mn) by 10; Figures have been rounded off

IndiaMART InterMESH Ltd

EBITDA - Standalone

(₹ in Crores)

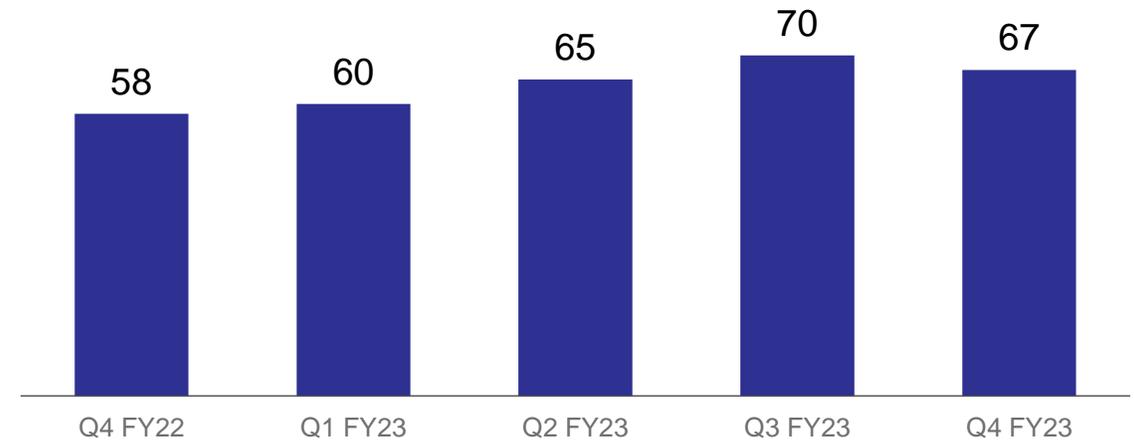
Yearly trends



(23%) (1%) 12% 16% 28% 50% 42% 28%

EBITDA Margin

Quarterly trends



29% 28% 28% 29% 26%

Note:

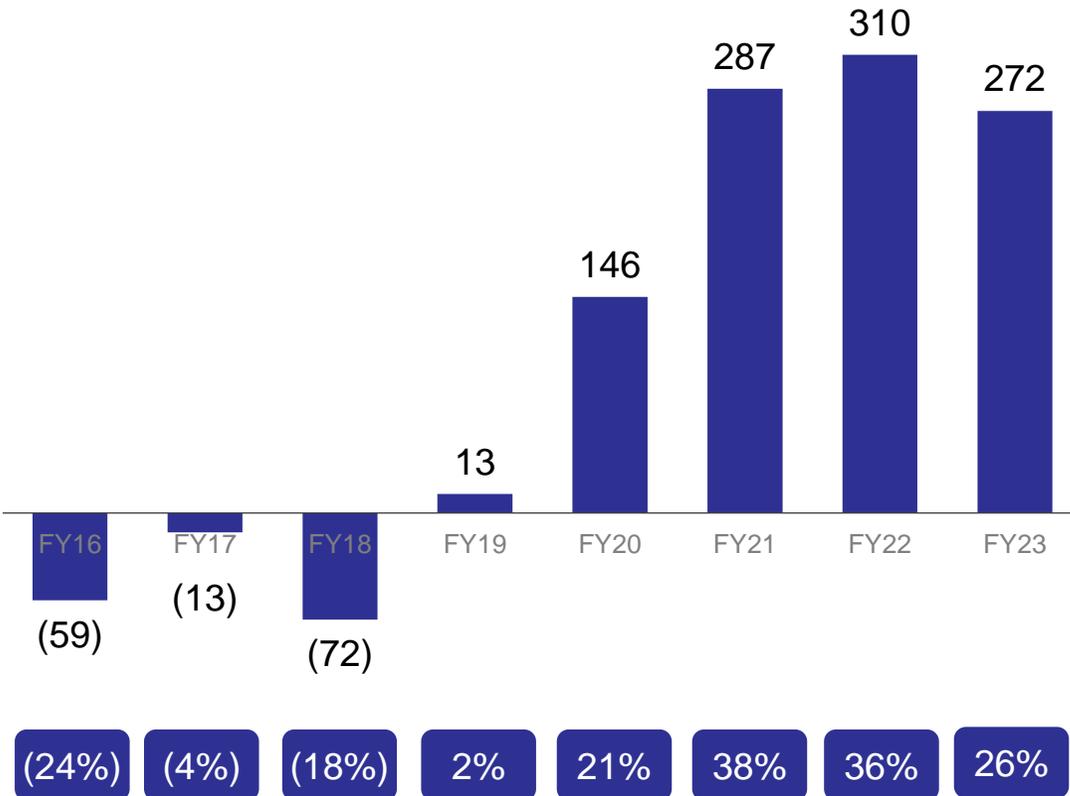
- 1) The company has adopted IND AS -116 from 1st April 2019, the nature of expenses in respect of operating leases has changed from lease rent (in other expenses) into depreciation cost against the right-of-use asset and finance cost against interest accrued on lease liability. Consequently, EBITDA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



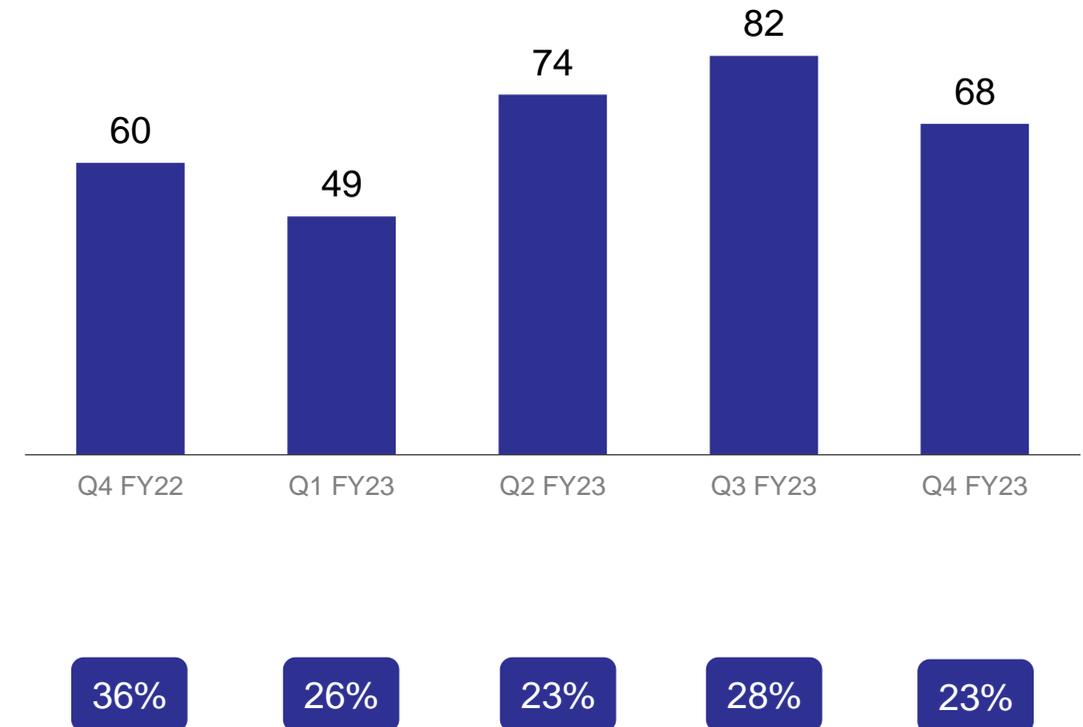
PAT - Standalone

(₹ in Crores)

Yearly trends



Quarterly trends



PAT Margin

Note:

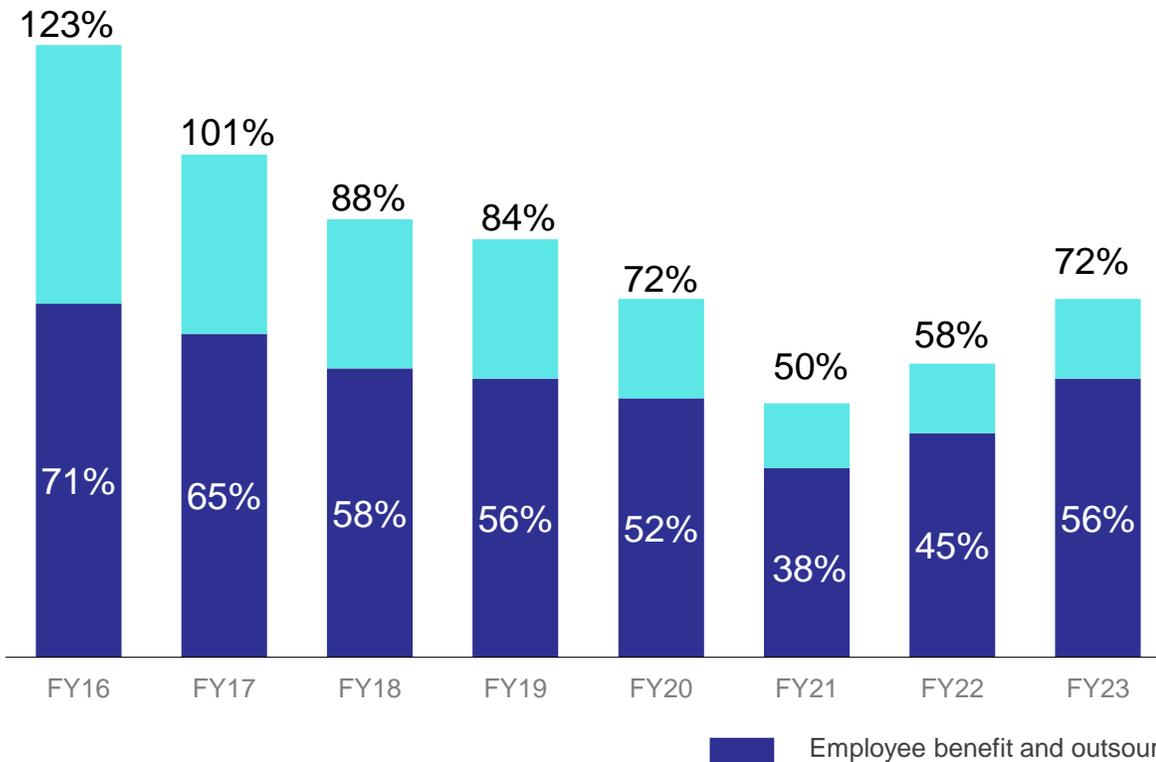
- Above figures have been calculated by dividing financials (in mn) by 10; Figures have been rounded off
- Fall in Net Profit during Q1FY23 is on account of lower other income due to Mark – to – market (MTM) losses on treasury portfolio due to significant increase in bond yields during the quarter.



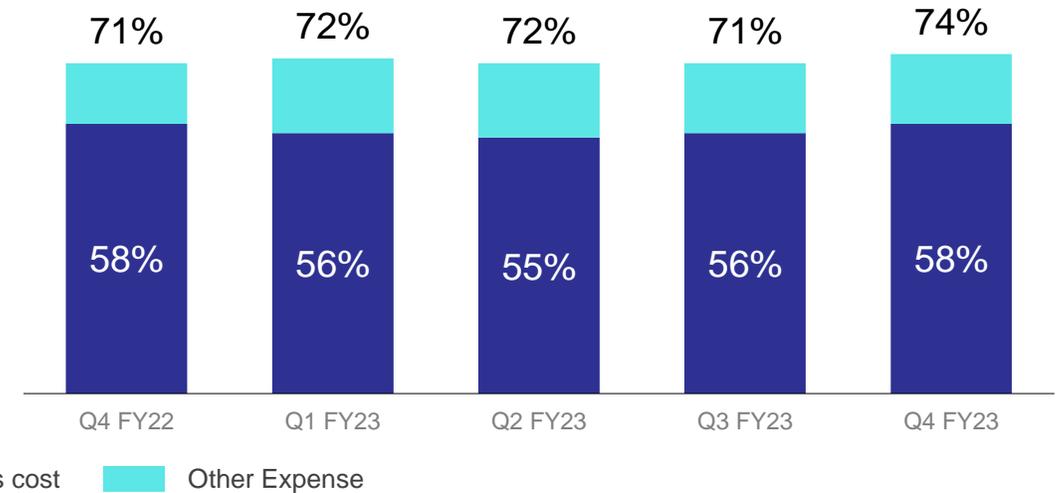
Margin Leverage - Standalone

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

Yearly trends



Quarterly trends



Note:

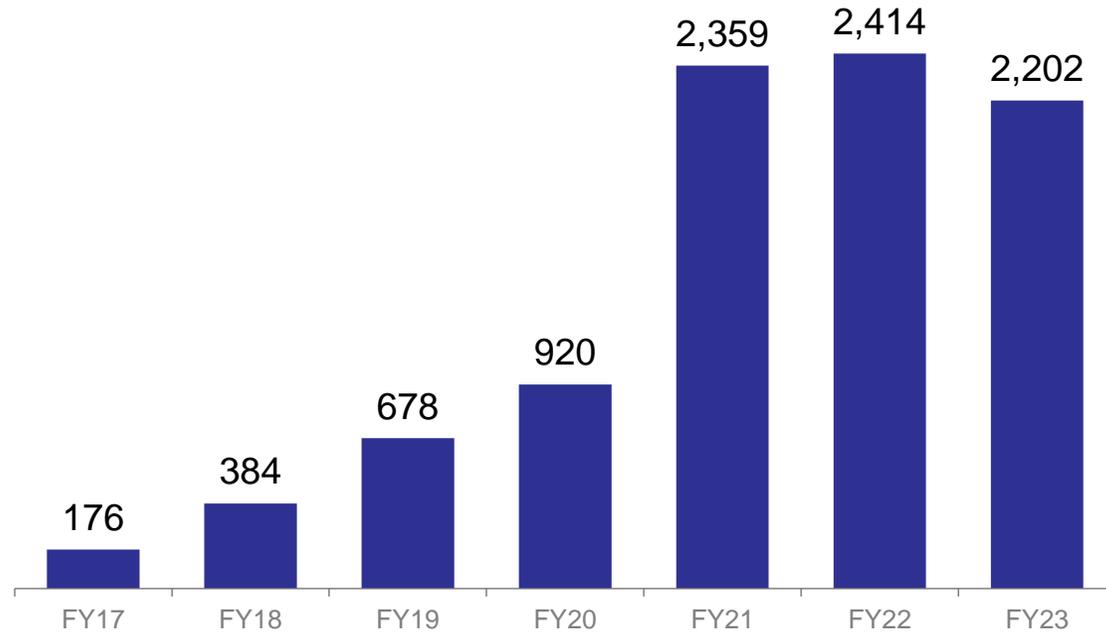
- Above figures have been calculated by dividing financials (in mn) by 10; Figures have been rounded off
- The company has adopted IND AS -116 from 1st April 2019, the nature of expenses in respect of operating leases has changed from lease rent (in other expenses) into depreciation cost against the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



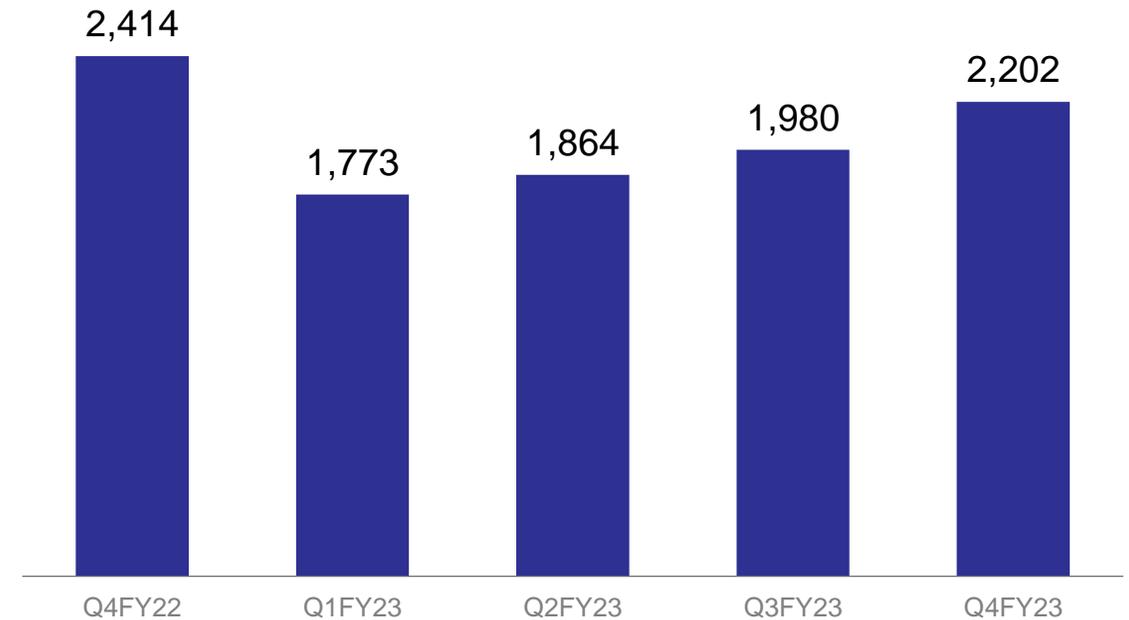
Cash and Treasury Balances¹ - Standalone

(₹ in Crores)

Yearly trends



Quarterly trends



Note:

- 1) Refers to Cash and Cash Equivalents and investments in the financial statements
- 2) Increase in Cash and Investments in Q4 FY21 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)

	FY18	FY19	FY20	FY21	FY22				FY23					
During the period	FY18	FY19	FY20	FY21	Q1	Q2	Q3	Q4	FY22	Q1	Q2	Q3	Q4	FY23
Revenue from Operations	404	497	624	665	181	182	187	201	751	213	229	240	256	939
Customer service cost	(135)	(158)	(174)	(122)	(33)	(36)	(39)	(52)	(160)	(51)	(54)	(60)	(72)	(237)
Surplus over customer service cost	269	339	450	543	148	146	148	149	591	162	175	180	184	702
Gross Margin	67%	68%	72%	82%	82%	80%	79%	74%	79%	76%	77%	75%	72%	75%
Selling & distribution cost	(90)	(100)	(113)	(80)	(20)	(21)	(27)	(41)	(110)	(44)	(46)	(45)	(49)	(185)
Technology & content cost	(81)	(102)	(104)	(85)	(24)	(27)	(28)	(32)	(111)	(38)	(44)	(45)	(47)	(175)
Marketing Cost	(5)	(5)	(5)	(2)	(1)	(1)	(1)	(1)	(3)	(1)	(1)	(1)	(2)	(5)
Depreciation & amortization	(3)	(4)	(21)	(16)	(3)	(3)	(3)	(3)	(12)	(3)	(5)	(6)	(6)	(19)
Other operating expenses	(43)	(52)	(55)	(43)	(13)	(13)	(14)	(16)	(56)	(19)	(19)	(19)	(20)	(76)
Total	(222)	(263)	(298)	(226)	(61)	(65)	(73)	(93)	(291)	(106)	(115)	(116)	(123)	(459)
Operating Profit	46	76	152	317	87	81	77	55	300	56	61	64	61	242
Operating Margin	12%	15%	24%	48%	48%	45%	41%	28%	40%	26%	26%	27%	24%	26%

Note:

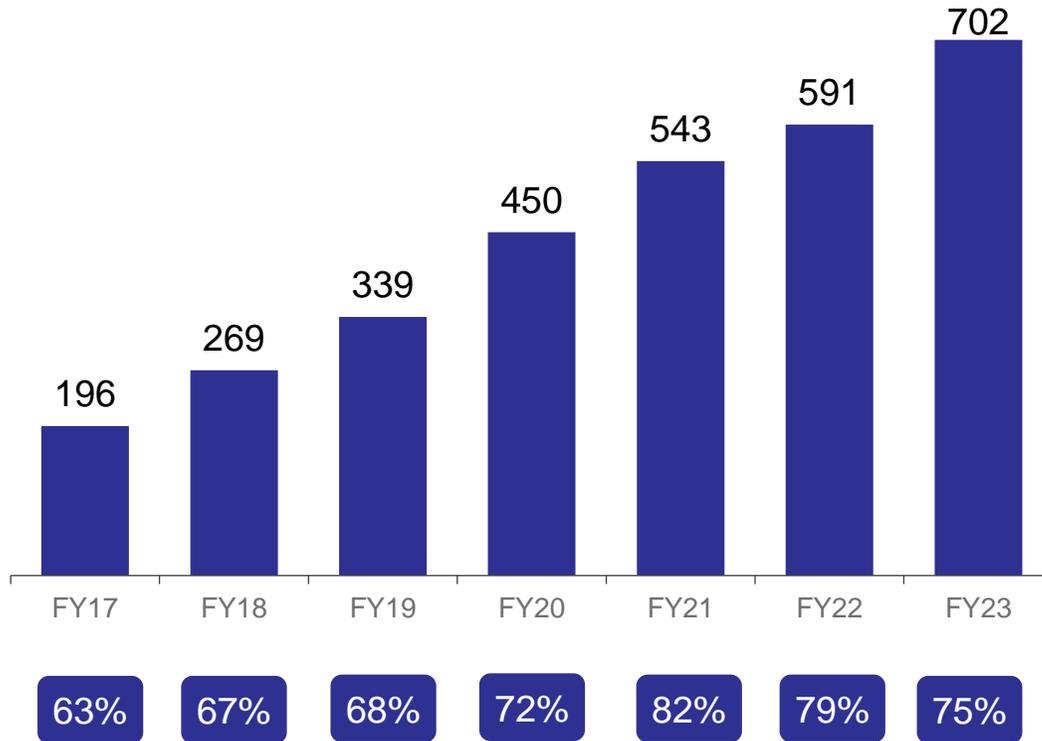
- 1) Refer to Note No. 34 in Standalone Financial Statements for Q4FY23 for detailed assumptions
- 2) Above figures have been calculated by dividing financials (in mn) by 10; Figures have been rounded off



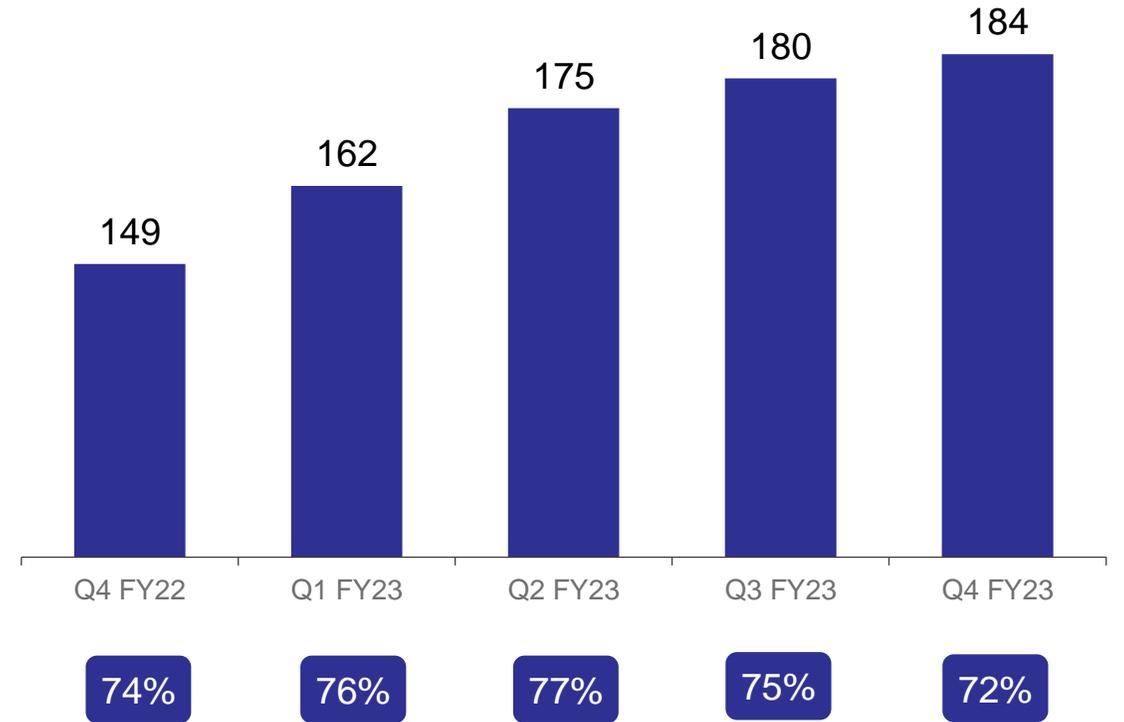
Gross Profit (Surplus over customer service cost) - Standalone

(₹ in Crores)

Yearly trends



Quarterly trends



Gross Margin

Note:

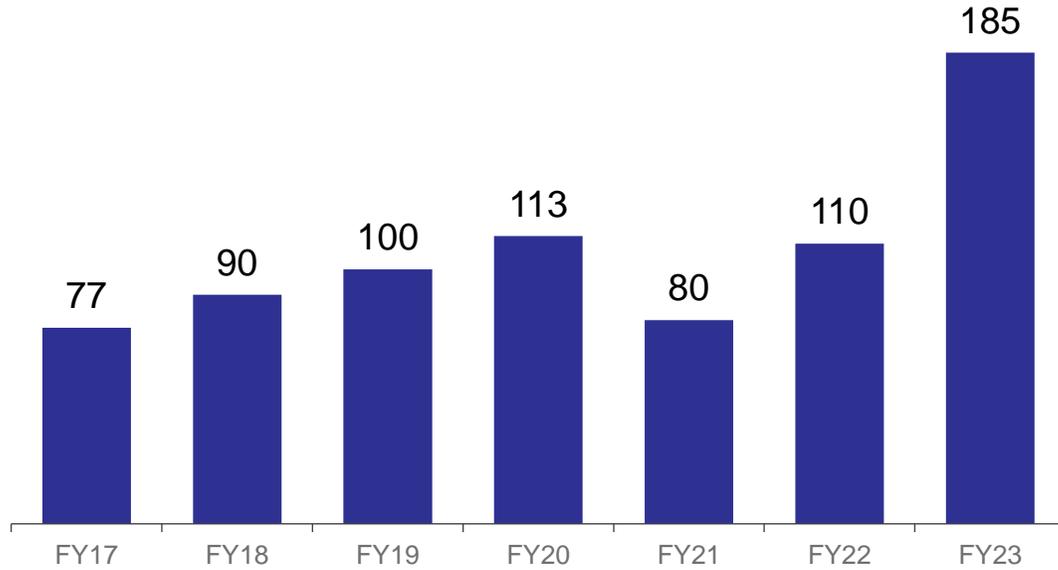
- 1) Refer to Note No. 34 in Standalone Financial Statements for Q4FY23 for detailed assumptions
- 2) Above figures have been calculated by dividing financials (in mn) by 10; Figures have been rounded off



Selling & Distribution costs - Standalone

(₹ in Crores)

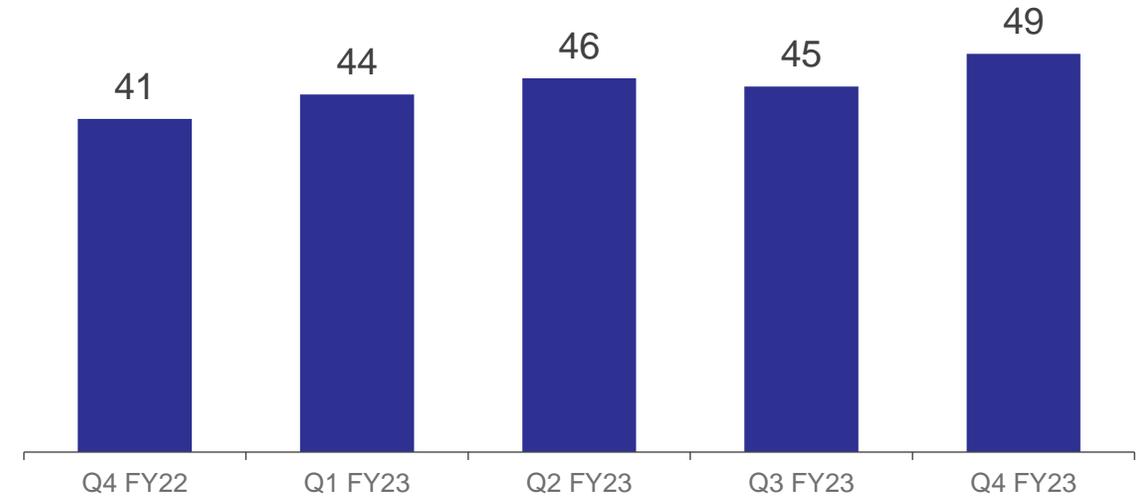
Yearly trends



25% 22% 20% 18% 12% 15% 20%

% to revenue

Quarterly trends



21% 21% 20% 19% 19%

Note:

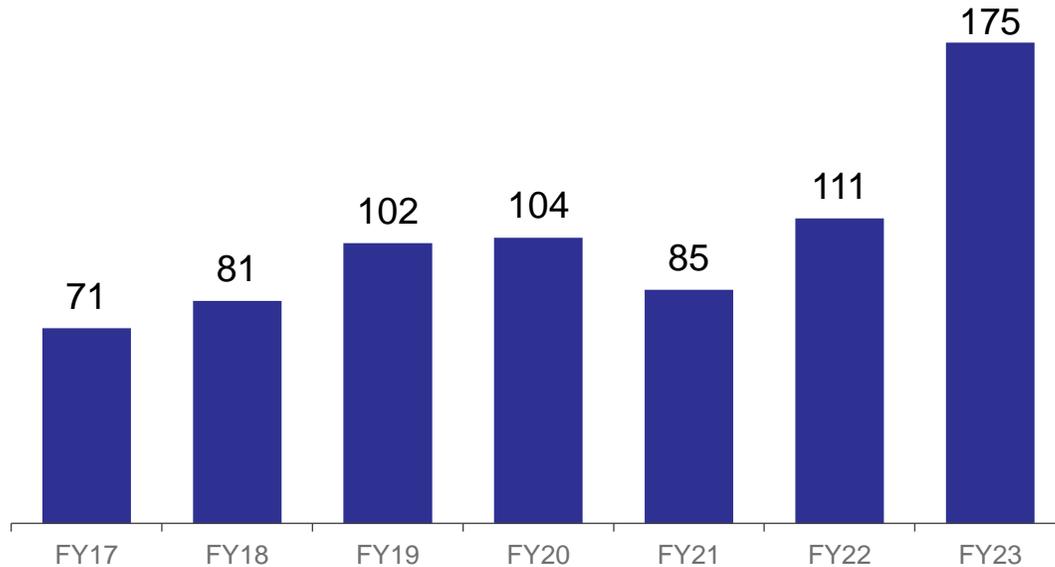
- 1) Refer to Note No. 34 in Standalone Financial Statements for Q4FY23 for detailed assumptions
- 2) Above figures have been calculated by dividing financials (in mn) by 10; Figures have been rounded off



Technology & Content costs - Standalone

(₹ in Crores)

Yearly trends



23%

20%

21%

17%

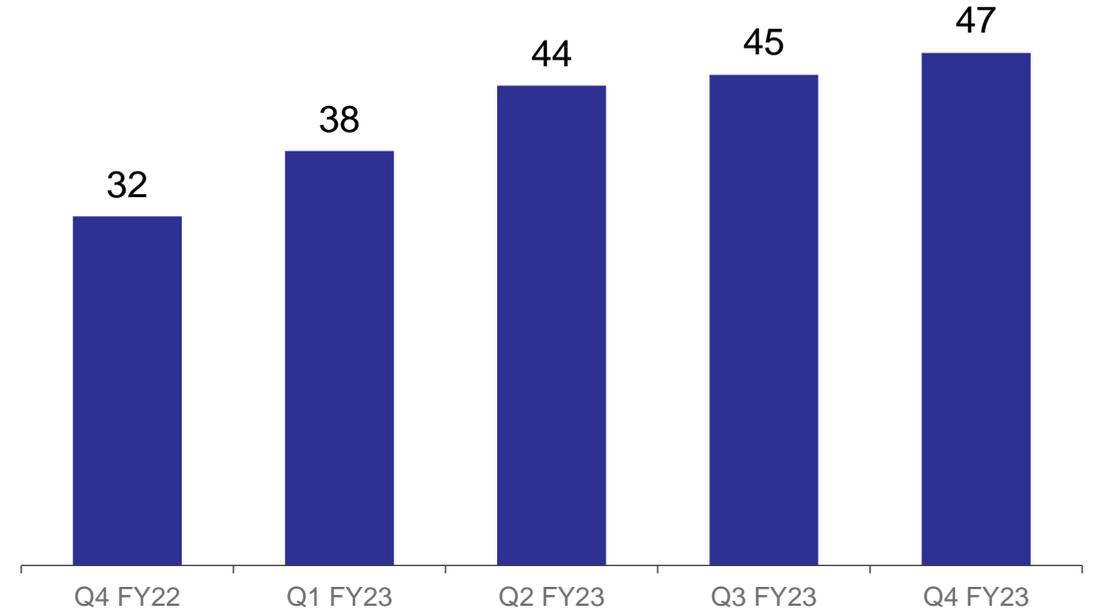
13%

15%

19%

% to revenue

Quarterly trends



16%

18%

19%

19%

18%

Note:

- 1) Refer to Note No. 34 in Standalone Financial Statements for Q4FY23 for detailed assumptions
- 2) Above figures have been calculated by dividing financials (in mn) by 10; Figures have been rounded off





Harbour crane



Busy Infotech



Busy – Business Accounting Software



Invest in Team & Awareness

Accelerate Revenue growth

Increase New Licenses Sold



<https://busy.in/>

IndiaMART InterMESH Ltd

IndiaMART acquired 100% in Busy Infotech Pvt. Ltd.

Product Features



Financial Accounting



Inventory Management



Analytics/
Reports



Configurable Invoicing



TDS and TCS



Production and Job Work



GST Reconciliation



Scheme Management



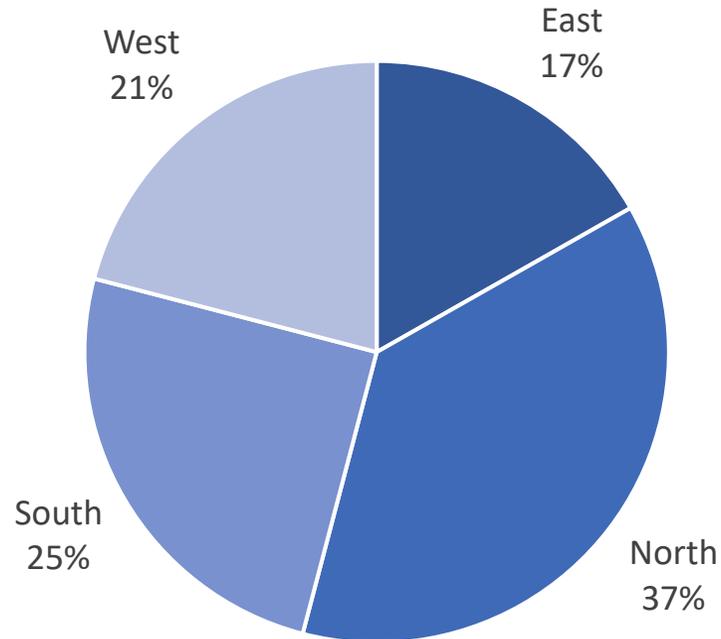
GST e-Invoicing



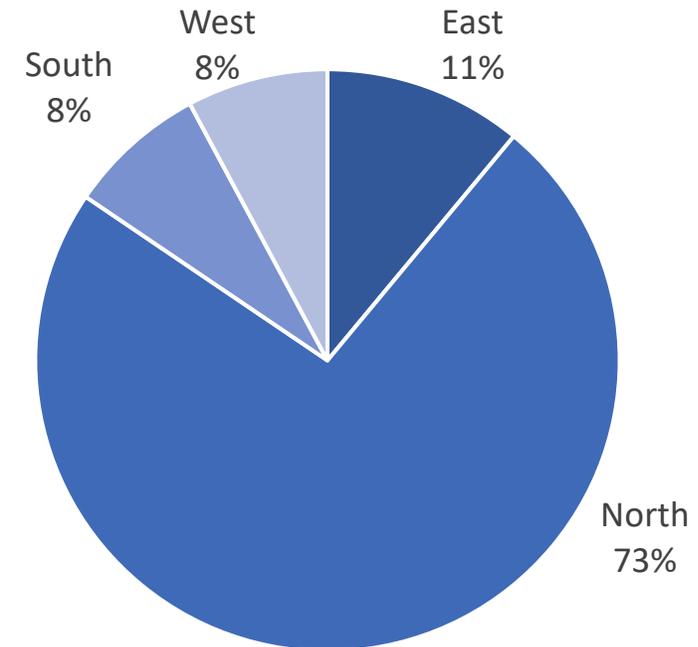
E – Way Bills

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

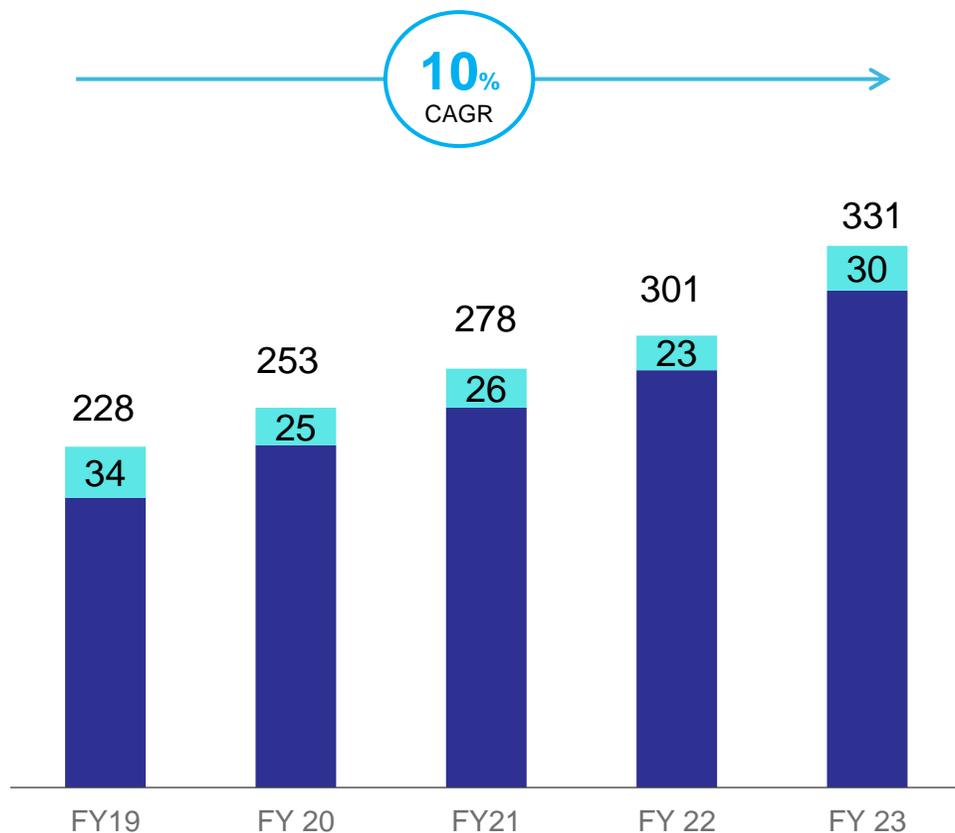
* Updated as on 31ST March 2023



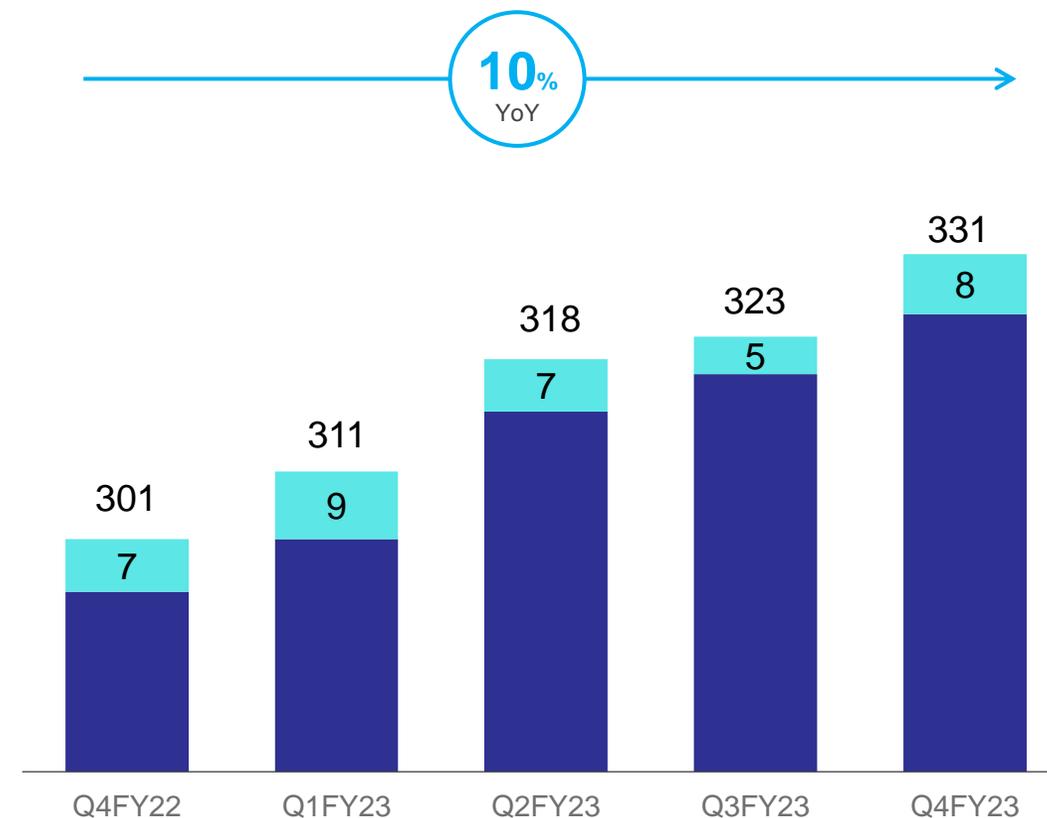
License Sold

(Figures in '000)

Yearly trends



Quarterly trends



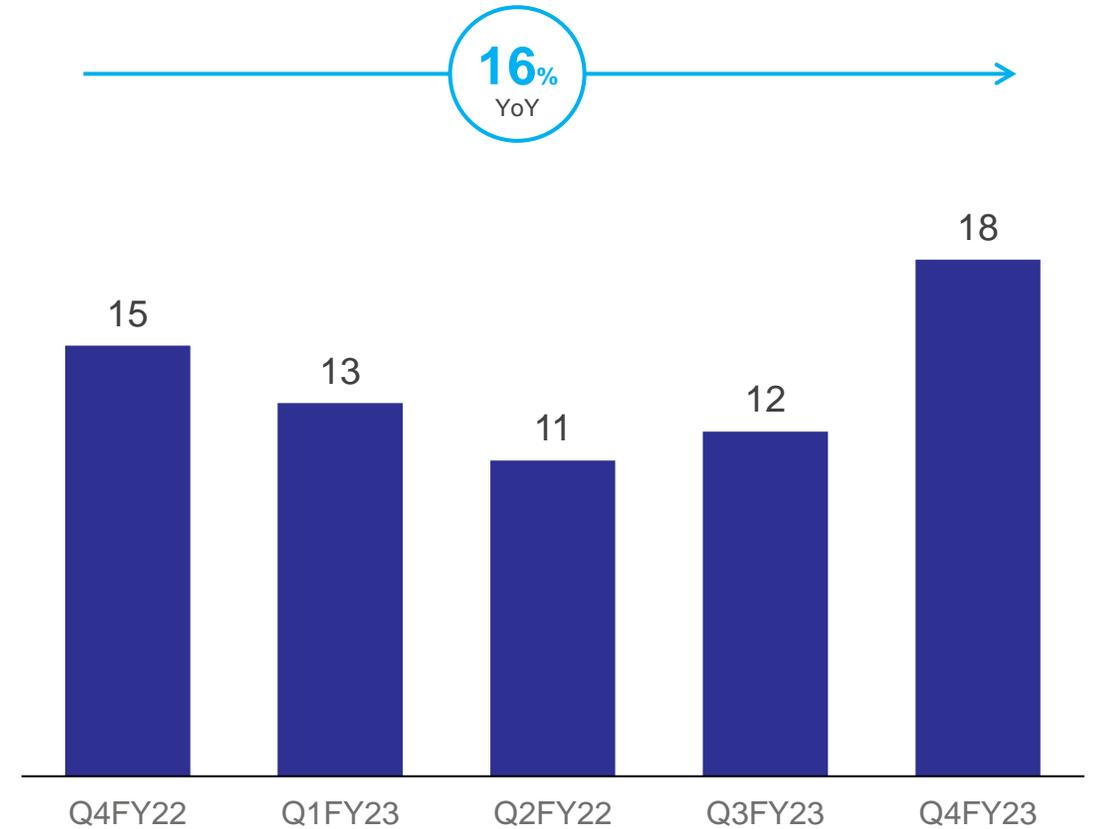
New License sold

(₹ in Crores)

Yearly trends



Quarterly trends



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

BUSY Financial Metrics

(₹ in Crores)

Financial Metrics	FY22	FY23	YoY
Revenue from Operations	35.4	43.3	22%
Other Income	3	3.8	27%
Total Revenue	38.4	47.1	23%
Customer Support	0.0	2.2	
Employee benefit expenses	17.5	21.8	25%
Marketing & Sales Promotion	4.2	2.2	(49)%
Other expenses	5.0	6.8	37%
Total Expenses	26.7	33.0	24%
EBITDA	8.7	10.3	19%
<i>EBITDA Margin(%)</i>	<i>25%</i>	<i>24%</i>	
Finance costs & Depreciation	0.4	0.7	75%
Profit Before Tax	11.3	13.4	18%
Tax Expense	3	3.1	0%
Net Profit	8.2	10.3	26%
<i>Net Profit Margin(%)</i>	<i>21%</i>	<i>22%</i>	
Cash Generated from Operating Activities	9.8	20.6	109%
Collections from Customers	41	50	22%

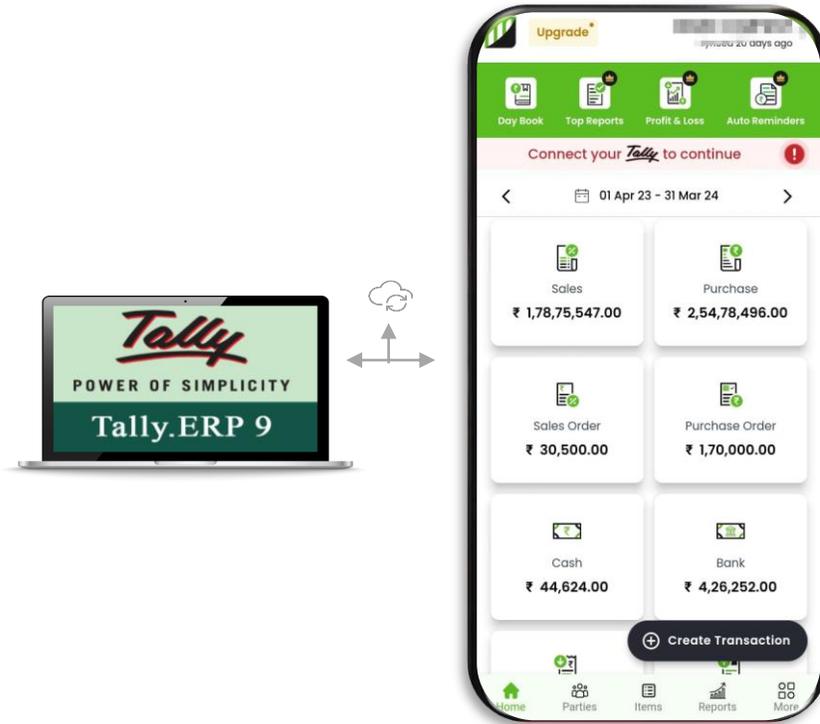


Other Strategic Investments & Subsidiaries



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/>



IndiaMART InterMESH Ltd

IndiaMART Holding: **51.1% in Livekeeping Technologies Pvt. Ltd.**

Pay With IndiaMART – Instant online collections and payments

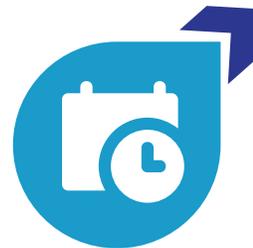


Facilitates online collections via various online modes such as credit / debit cards, UPI, Netbanking etc.



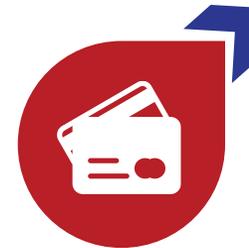
Robust Buyer Protection

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/>

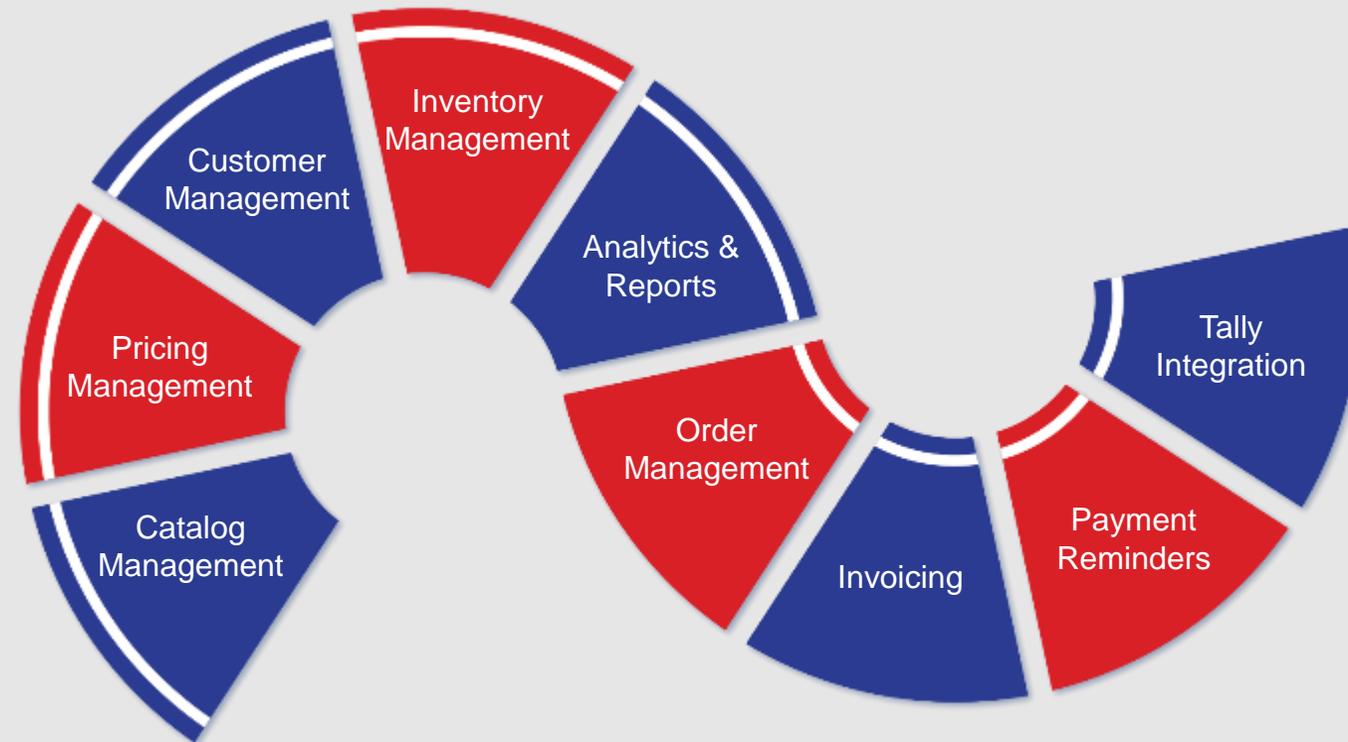
IndiaMART InterMESH Ltd

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



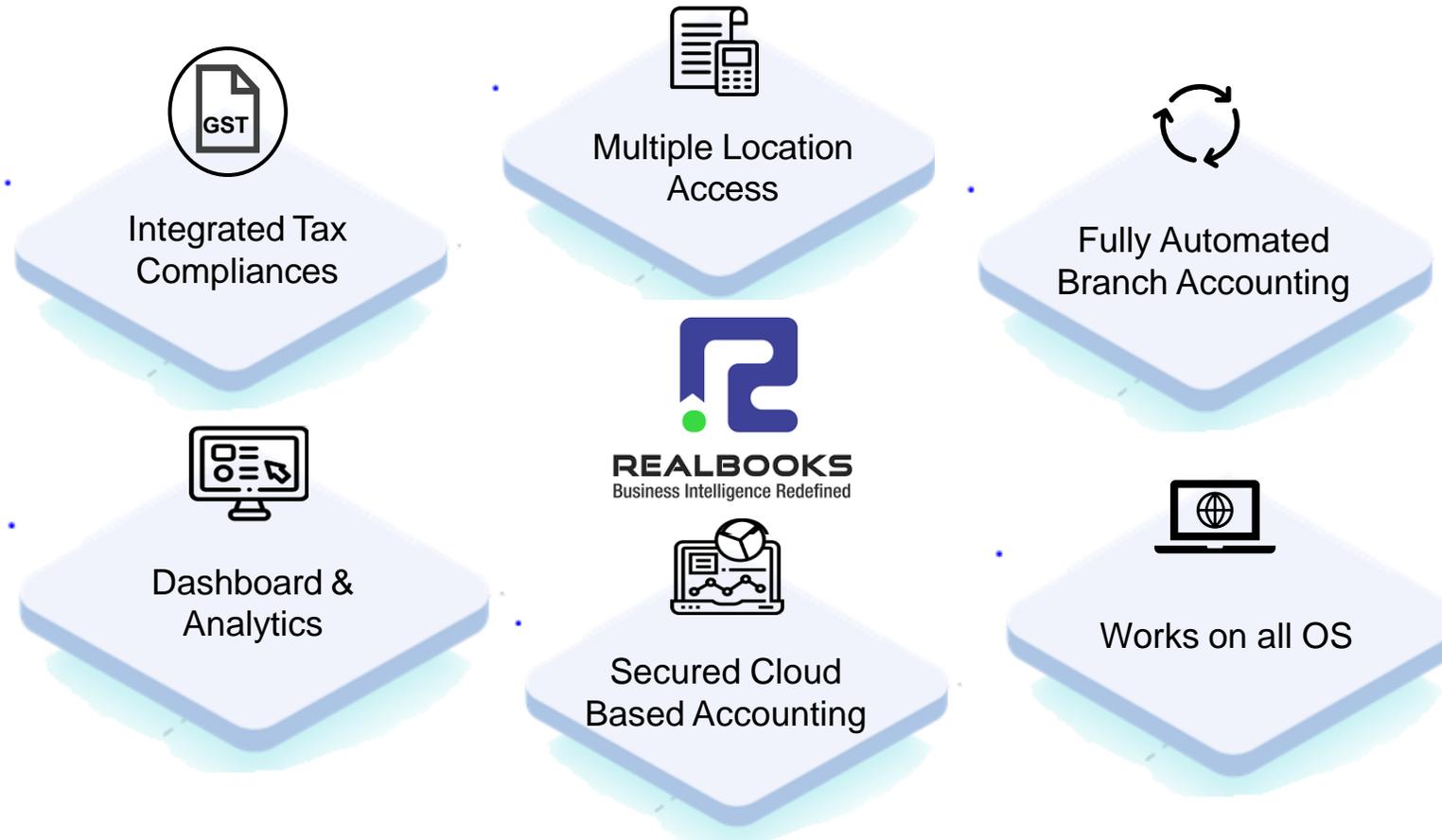
<https://pooraa.com/>

IndiaMART InterMESH Ltd

IndiaMART Holding: 100% in Tolexo Online Pvt Ltd.

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 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

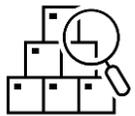
IndiaMART Holding: 26% in Agillos e-commerce Pvt Ltd.

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

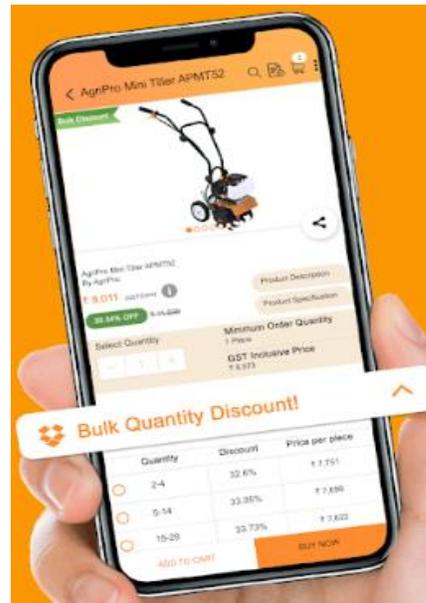
IndiaMART Holding: 26% in Edgewise Technologies Pvt Ltd.

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



ProcMart – Supply Chain Solutions



Provides End to End Procurement Solutions in MRO Category for Enterprise Customers



Vendor Consolidation



Inventory & Cost Optimization



Analytics & Reporting



Easy ERP Integration



Single integrated Legal Management Suite for Enterprises

Litigation Management



Track & manage company wide litigations

Contract Management



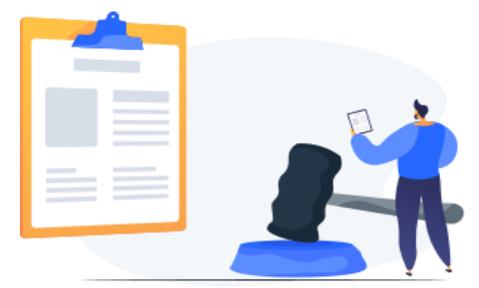
Manage end to end contract lifecycle with advance tracking & reports

IP Management



Track your IPs worldwide with coverage on WIPO, IP India and TMview

Notice Management



Manage legal notices with live tracking & automated workflows

Bizom – Distribution and Salesforce Management



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



Retailer Automation



Distributor Automation



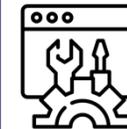
Advance Analytics



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: 25% 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

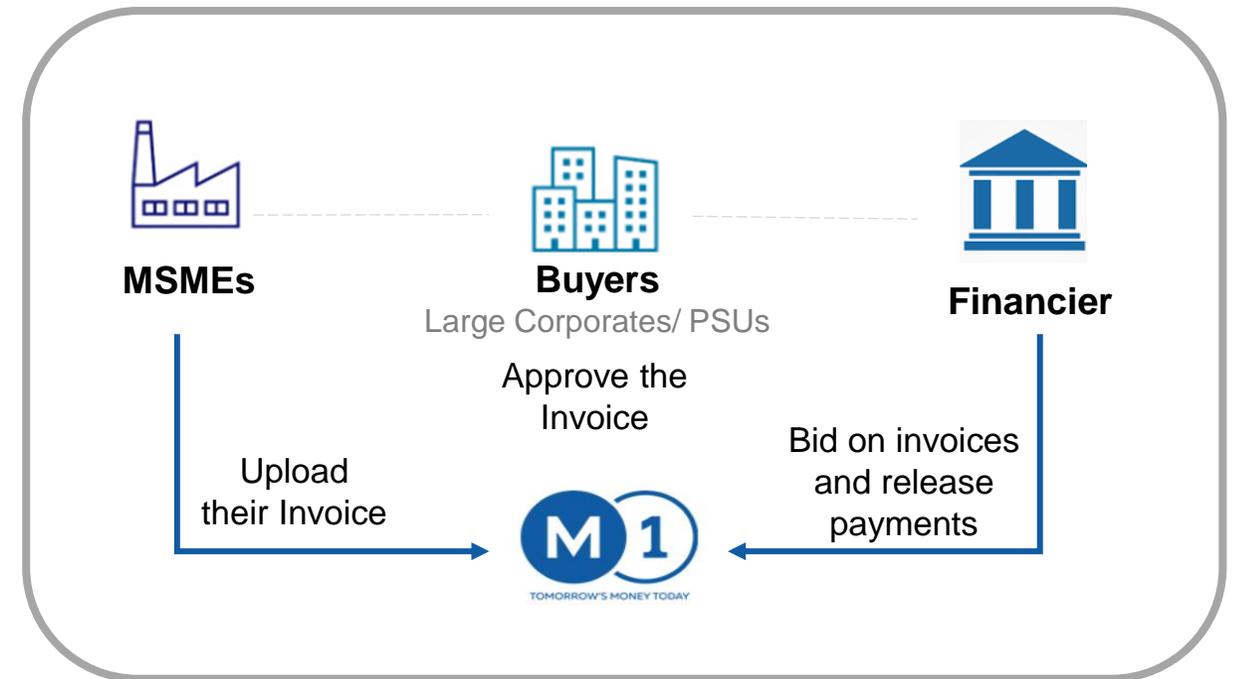


48 Financiers*
onboard

Digital Process



Easy &
Transparent



*No. of financiers as on September 30,2022

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



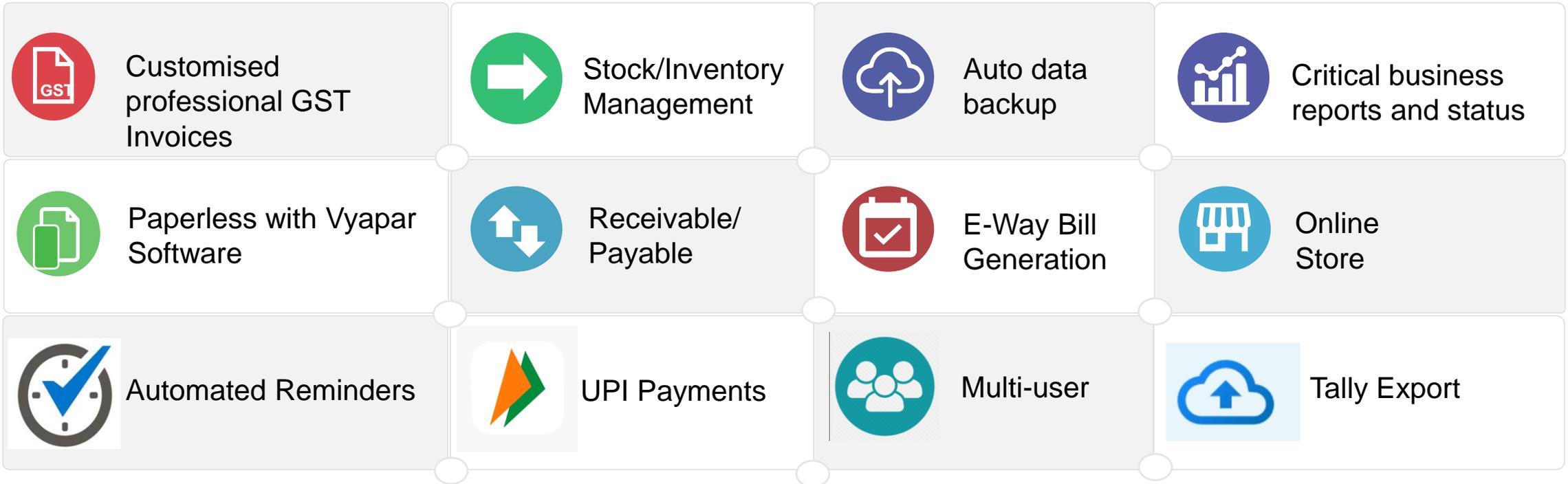
IndiaMART InterMESH Ltd

IndiaMART Holding: 9.2% in MYND Solutions Pvt Ltd.

Vyapar – DIY Business Accounting



A mobile-based business accounting software for small businesses



SuperProcure – Simplified Transport Management

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



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

IndiaMART InterMESH Ltd

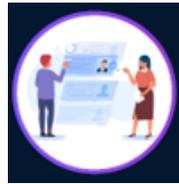
IndiaMART Holding: **25% in TruckHall Pvt Ltd.**

A complete HRMS suit 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



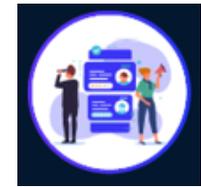
Performance

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



Payroll

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

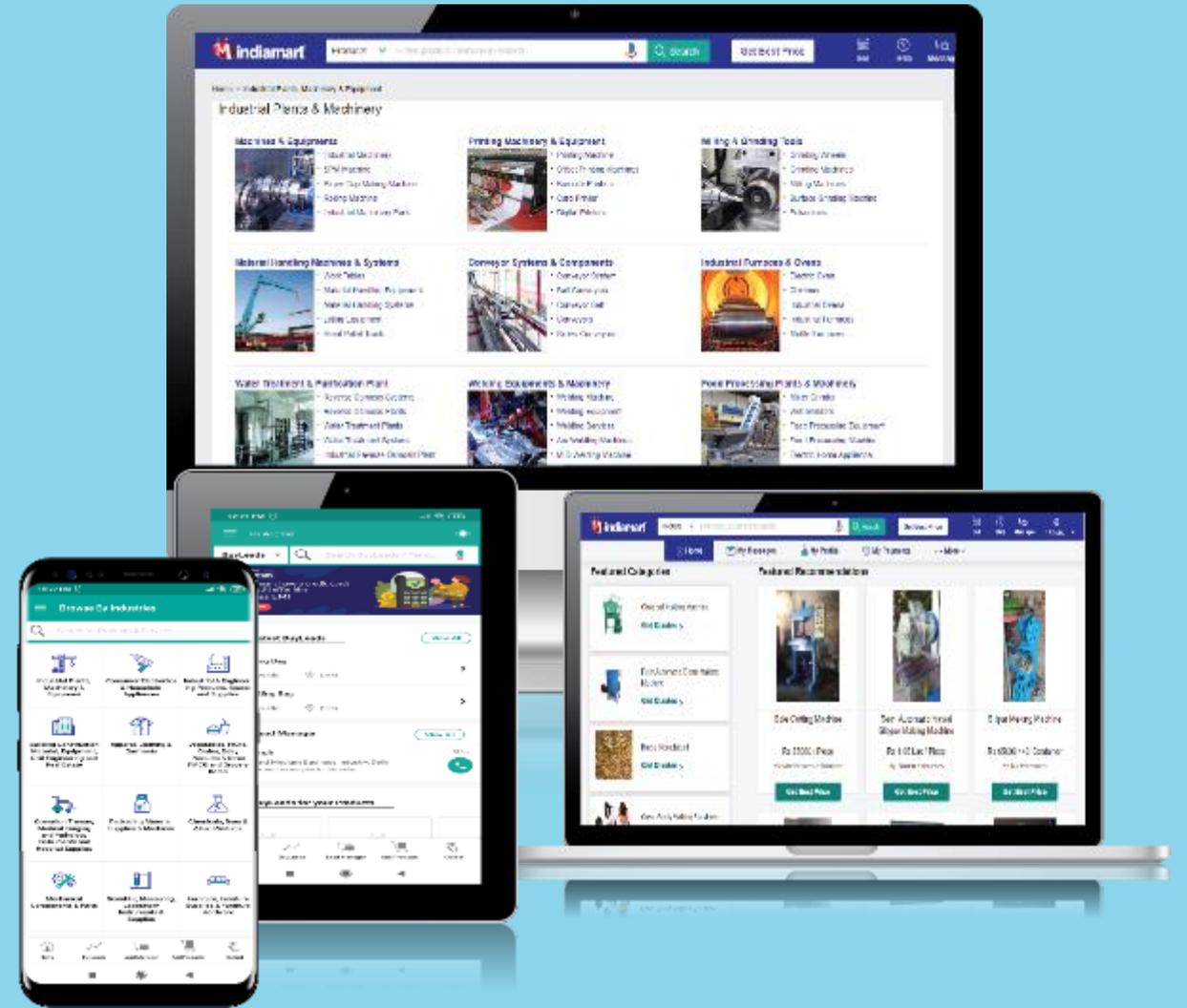


Recruitment

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



Product Overview



Platform Engagement

~100%⁽¹⁾
Organic traffic

79%⁽¹⁾
Total traffic through mobile

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



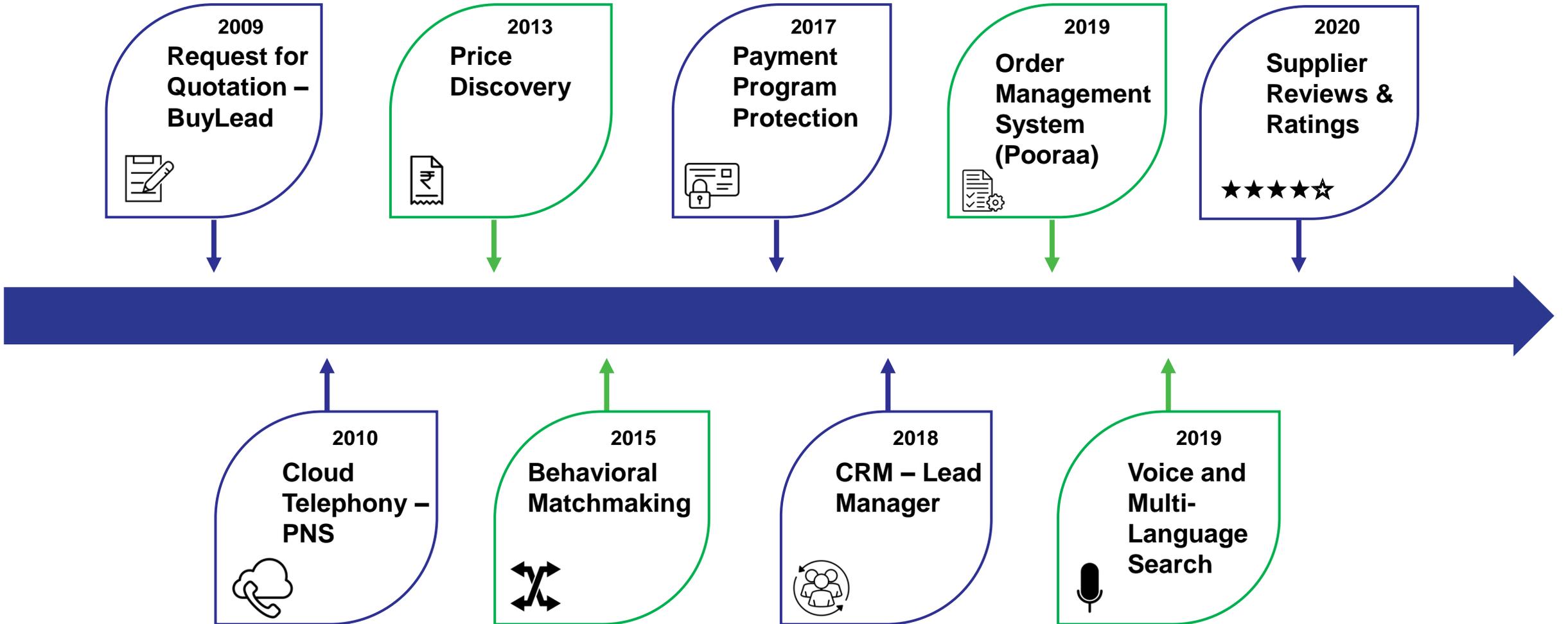
Note: Figures have been rounded off

(1) For the quarter ending March 31, 2023

(2) As of March 31, 2023



Constant Innovation and Technology Focus



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



Buyer Journey

Search

Post Requirement

Product & Company Details

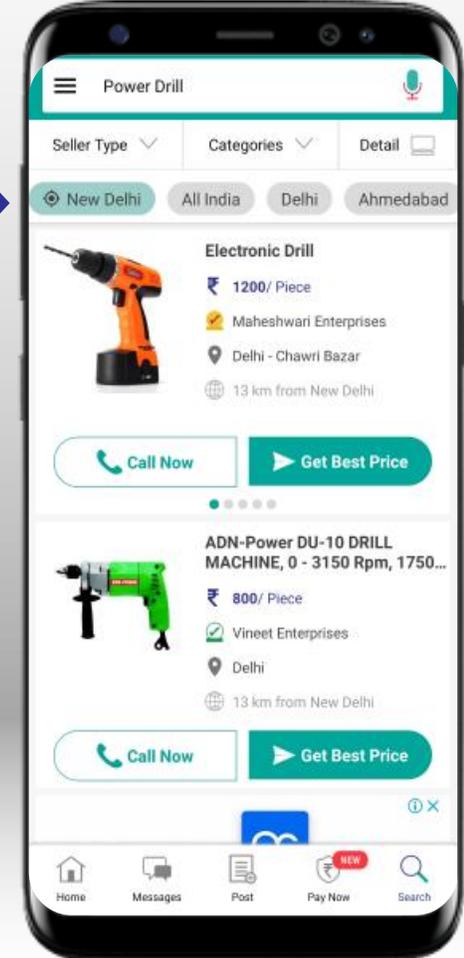
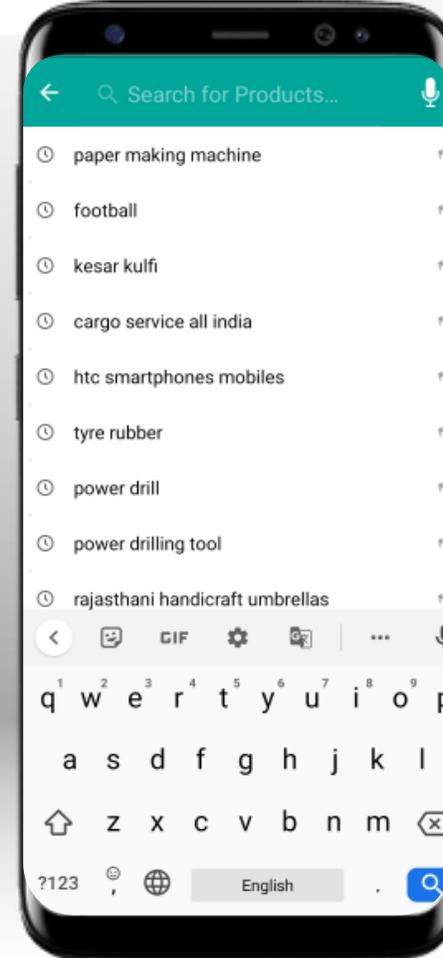
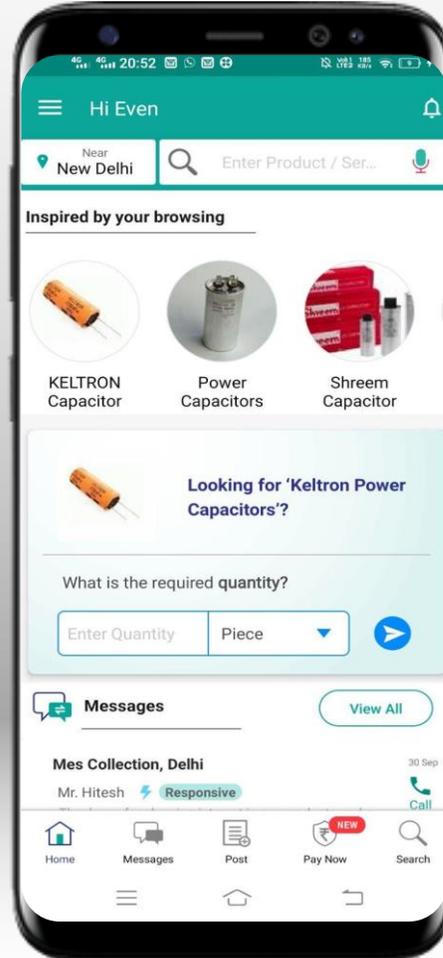
Call & Chat

Text Search

Voice Search

Auto-Suggest

Search Results



Buyer Journey

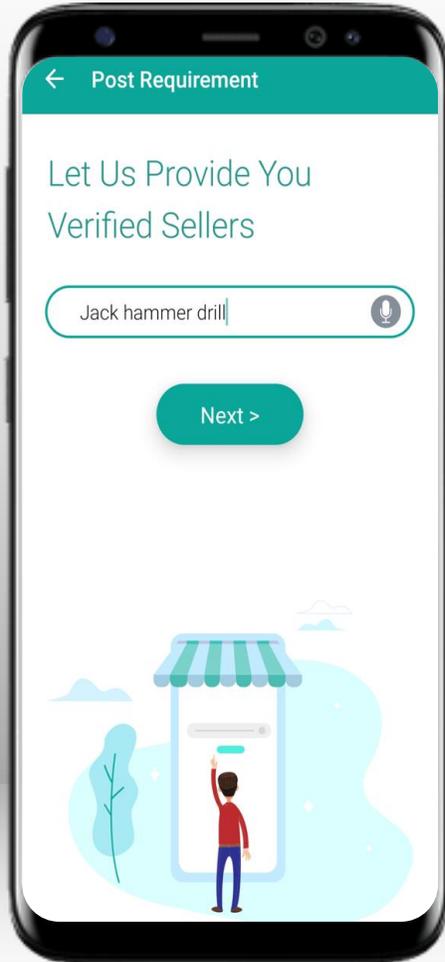
Search

Post Requirement

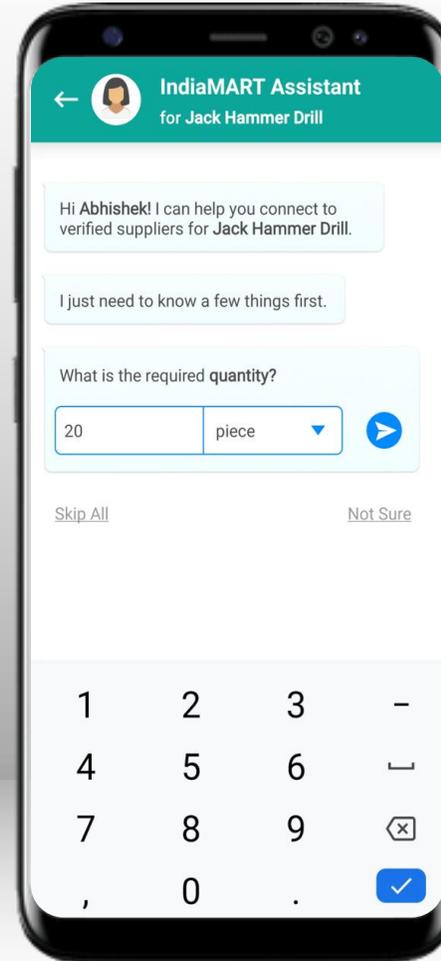
Product & Company Details

Call & Chat

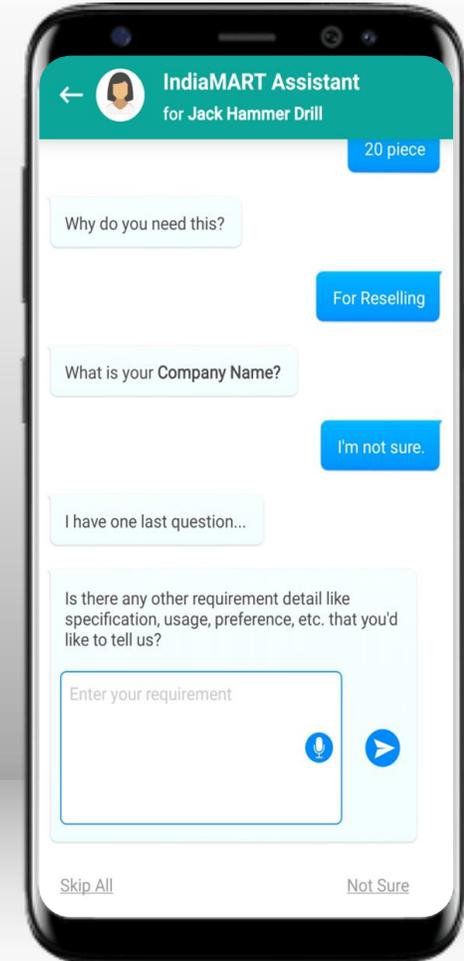
Enter Product Name



Share Details



Requirement Posted



Buyer Journey

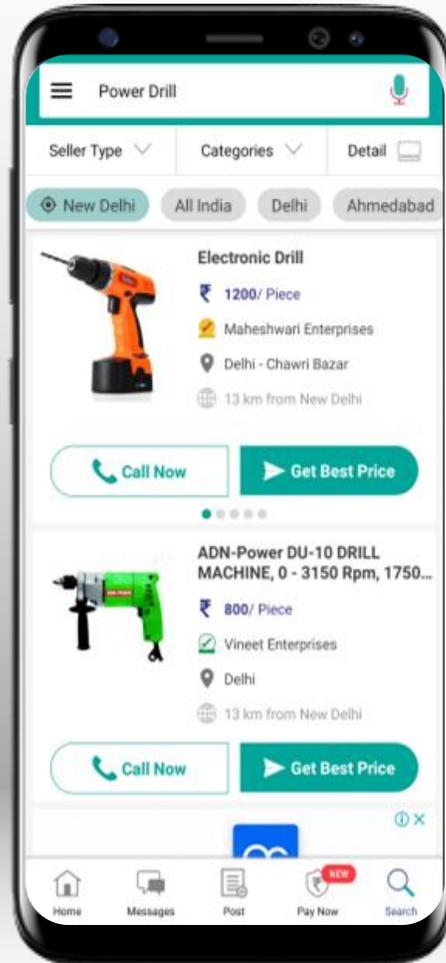
Search

Post Requirement

Product & Company
Details

Call & Chat

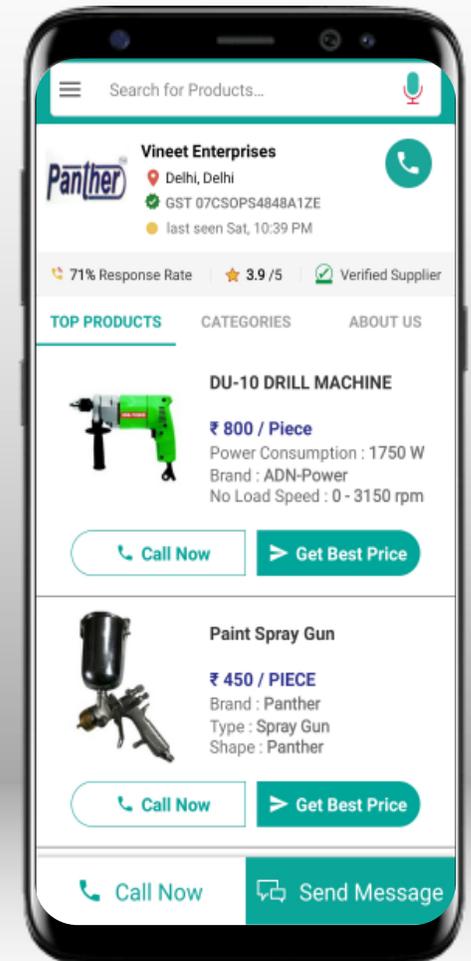
Search
Page



Product
Page



Company
Page



Buyer Journey

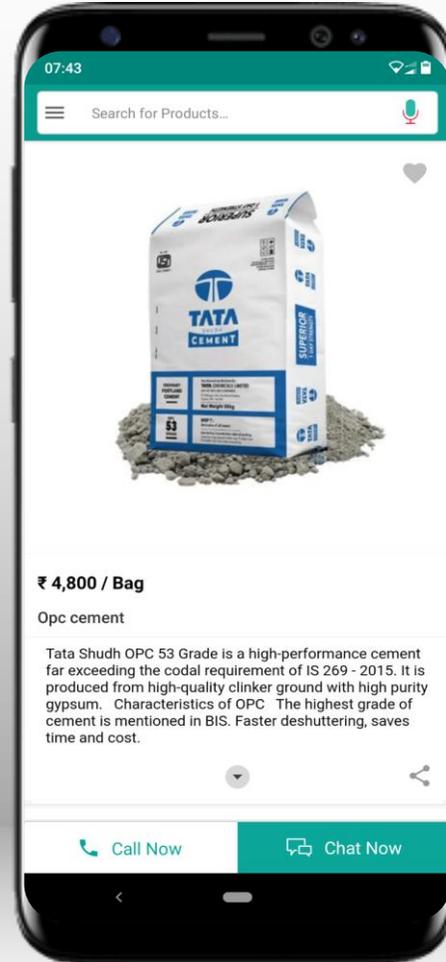
Search

Post Requirement

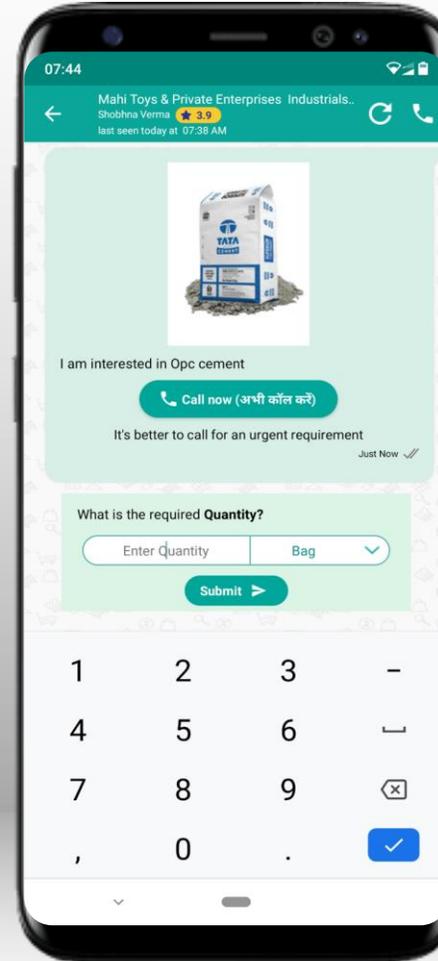
Product & Company Details

Call & Chat

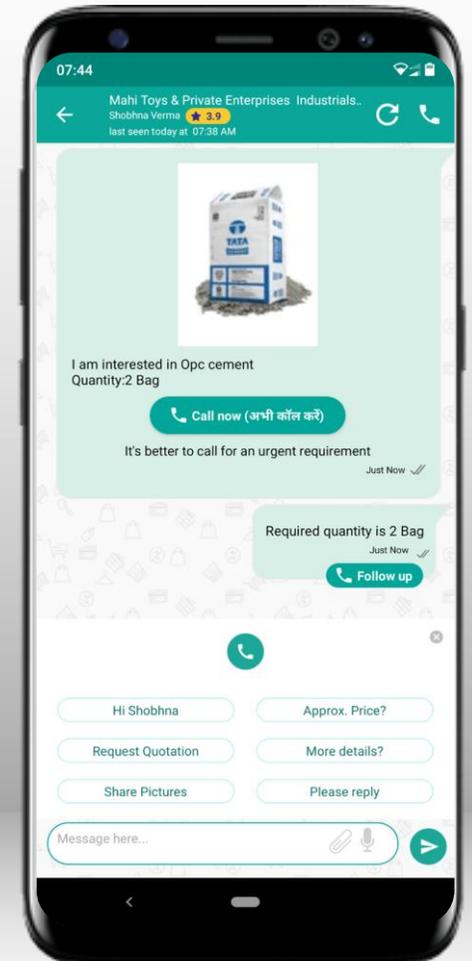
Product Page



Conversation



Follow-up via Call or Chat



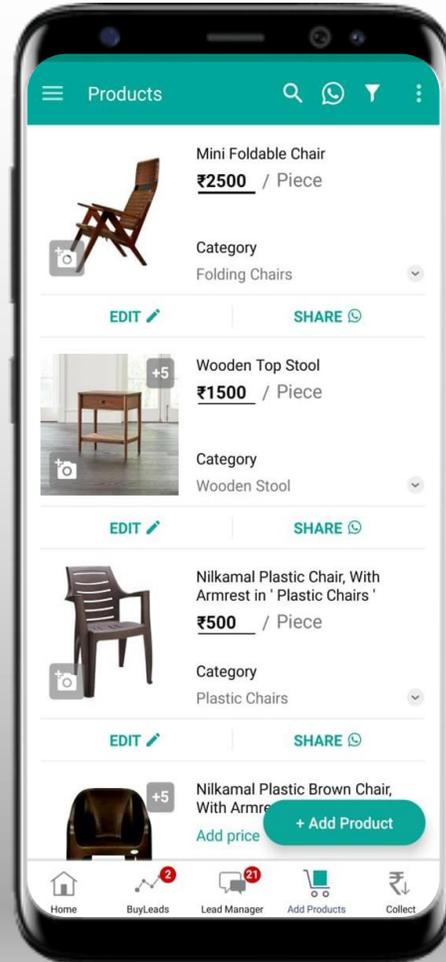
Seller Journey

Online Store Management

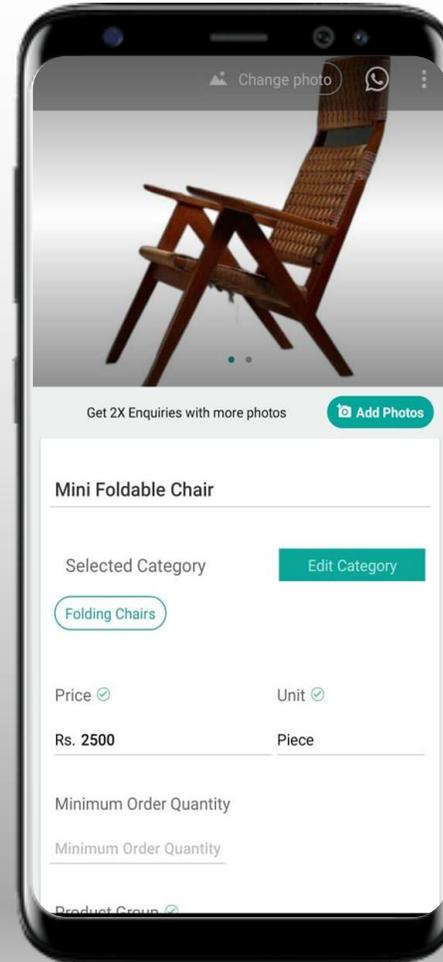
BuyLeads

Lead Manager

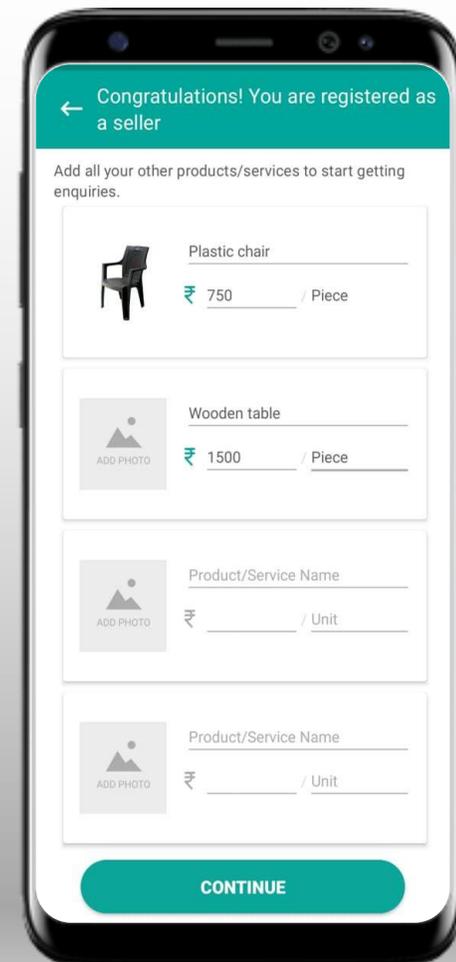
Pay With IndiaMART



Easy store management options



Add details to your products in easy steps



Quickly add products



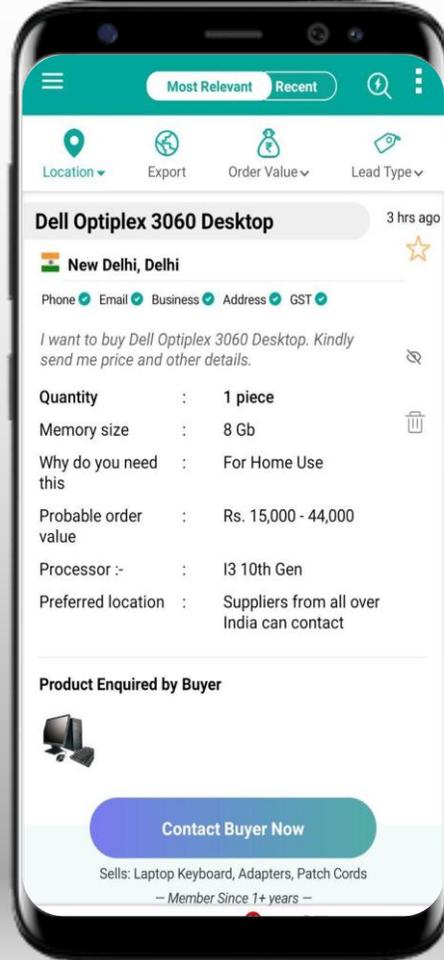
Seller Journey

Online Store Management

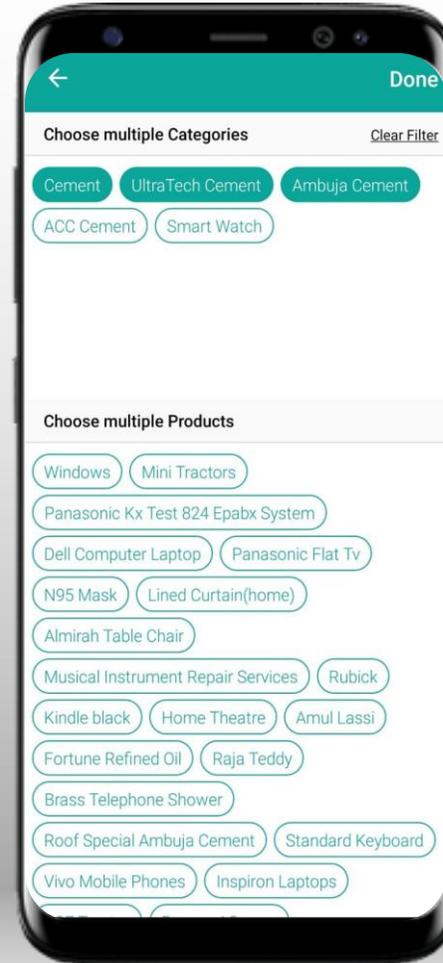
BuyLeads

Lead Manager

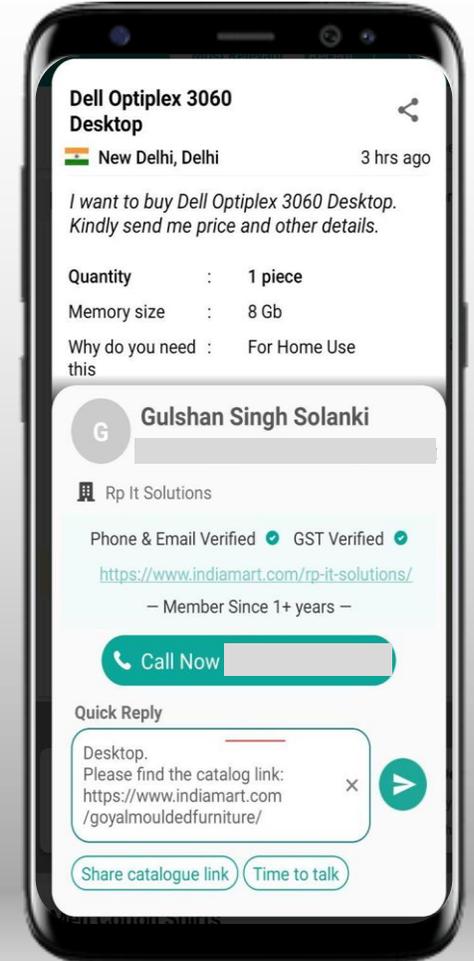
Pay With IndiaMART



Details of Buyer available to build credibility



Select Buy leads from multiple categories



View available Buyer Contact Details



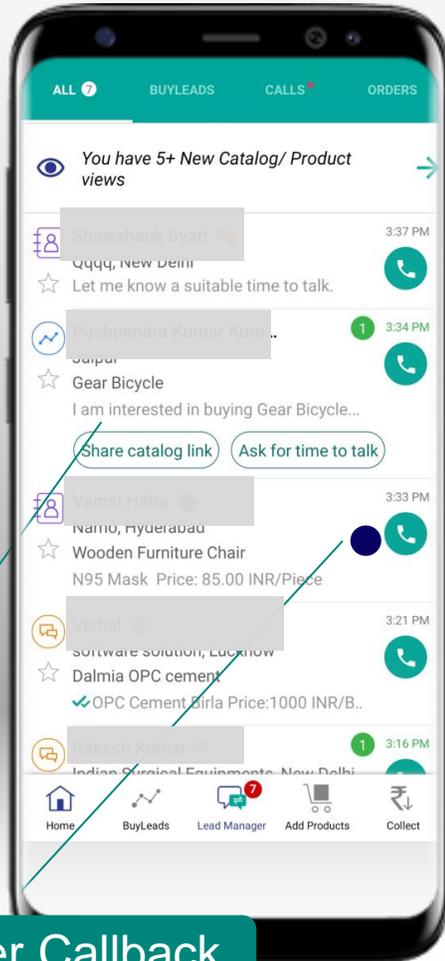
Seller Journey

Online Store Management

BuyLeads

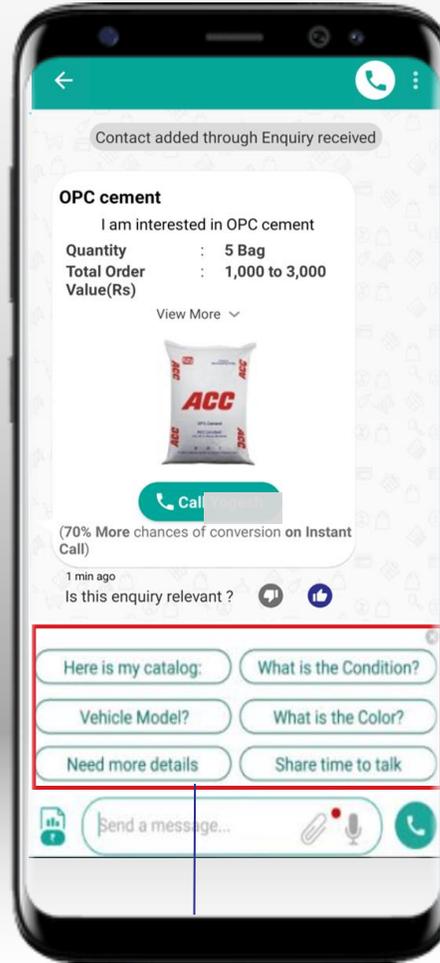
Lead Manager

Pay With IndiaMART

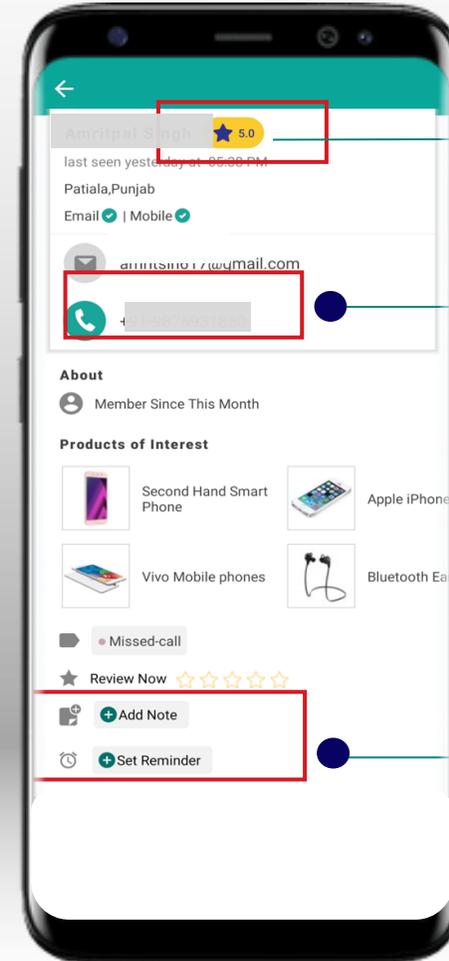


Share Link

Direct Buyer Callback



AI-based Smart Reply



Reviews & Ratings

Call Option & Alerts

Add Notes, Set Reminders



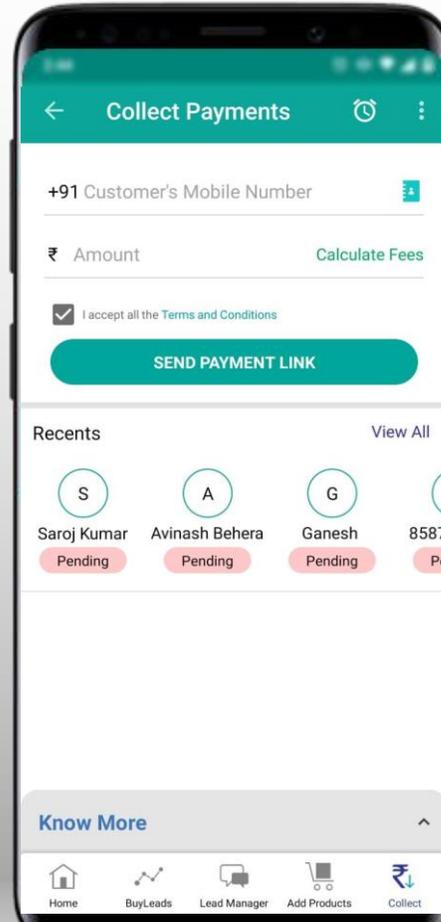
Seller Journey

Online Store Management

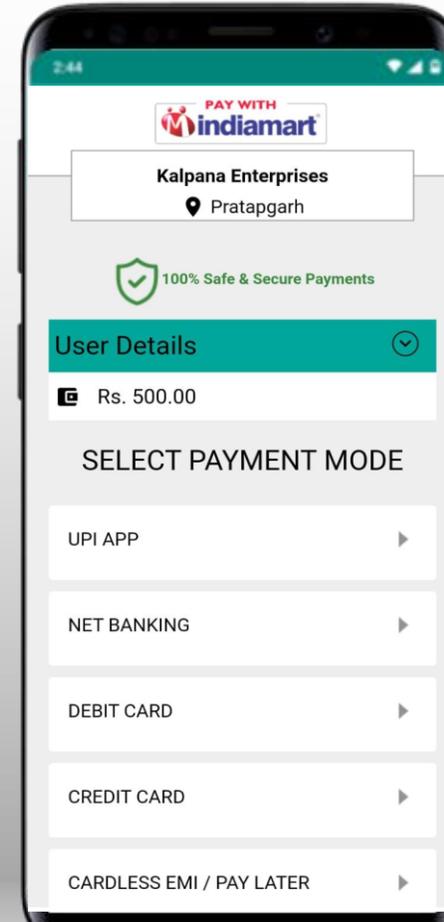
BuyLeads

Lead Manager

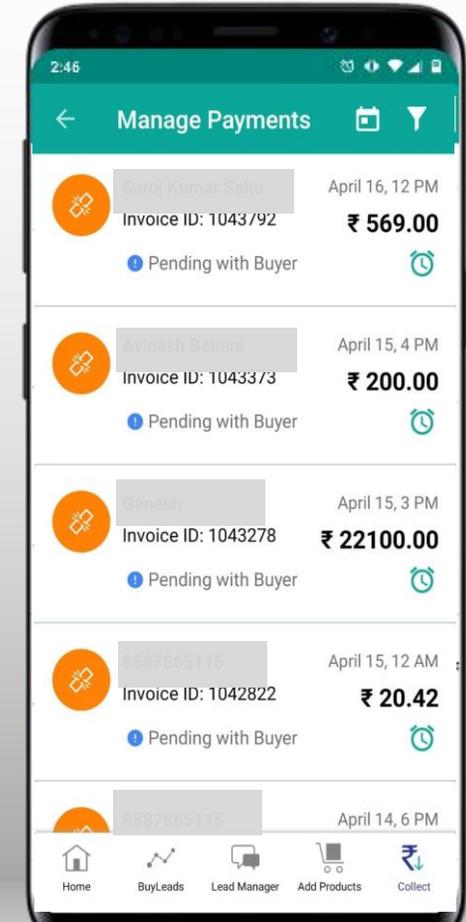
Pay With IndiaMART



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



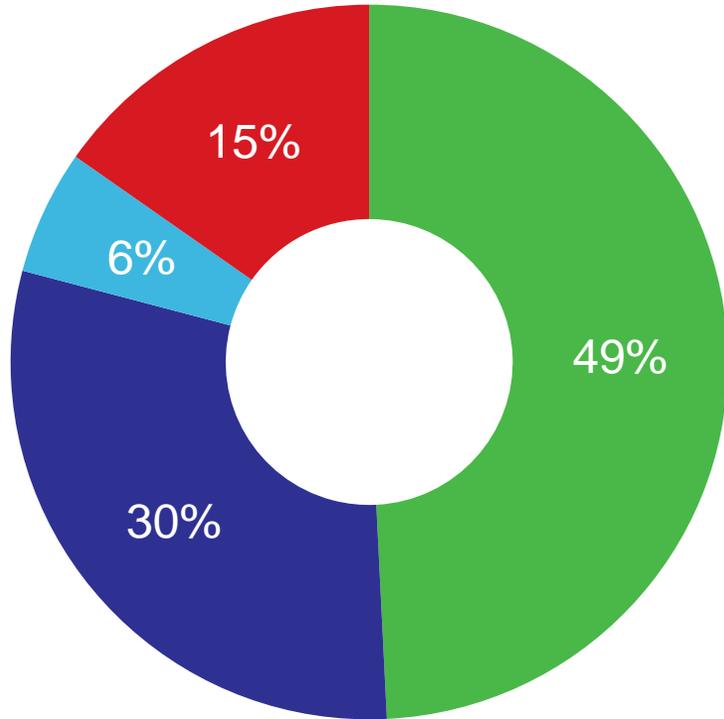


Shareholders and Team



Shareholding Pattern

Total Equity Shares Outstanding as on Mar 31, 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 Partners
- UTI Asset Management Company
- Westbridge Capital
- First State Stewart Investors
- Artisan Partners
- ICICI Prudential AMC
- Grandeur Peak Global Advisors
- Mercer Global Investments Management Ltd
- Vanguard Group, Inc.



Note: The figures are approximations

IndiaMART InterMESH Ltd

Senior Management Team

	Name	Qualification	Previous Experience
	Dinesh Chandra Agarwal <i>MD & CEO</i>	B.Tech (HBTI), Kanpur	Founder(IndiaMART), HCL America, C-Dot, CMC
	Brijesh Chandra Agarwal <i>WTD</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





Thank You

For any queries, please contact us at investors@indiamart.com

To know more, visit us at <https://www.indiamart.com/> <https://investor.indiamart.com/>

