



IndiaMART InterMESH Ltd.
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April 28, 2023

To,

BSE Limited
(BSE: 542726)

National Stock Exchange of India Limited
(NSE: INDIAMART)

Subject: Press Release on the Audited (Standalone and Consolidated) Financial Results of the Company for the quarter and year March 31, 2023

Dear Sir/Ma'am,

Pursuant to Regulation 30 of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, please find enclosed herewith the Press Release on the Audited (Standalone and Consolidated) Financial Results of the Company for the quarter and year ended March 31, 2023.

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

Please take 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

IndiaMART InterMESH Limited
Full Year and Fourth Quarter ending March 31, 2023 - Results Press Release

Noida, India, April 28, 2023: IndiaMART InterMESH Limited (referred to as “IndiaMART” or the “Company”), today announced its financial results for the full year and fourth quarter ending March 31, 2023.

FY2023 vs. FY2022
<ul style="list-style-type: none"> ▪ Consolidated Revenue from Operations of Rs. 985 Crore, YoY growth of 31% ▪ Consolidated Cash generated from Operations at Rs. 476 Crore; ▪ Consolidated Net Profit of Rs. 284 Crore, ▪ Board of Directors recommended final dividend of Rs. 20 per share ▪ Board of Directors recommended issuance of 1:1 bonus shares
Q4 FY2023 vs. Q4 FY2022
<ul style="list-style-type: none"> ▪ Consolidated Revenue from Operations of Rs. 269 Crore, YoY growth of 33% ▪ Consolidated Cash generated from Operations at Rs. 209 Crore ▪ Consolidated Net Profit of Rs. 56 Crore

Financial Highlights (Q4 FY2023):

IndiaMART reported consolidated Revenue from Operations of Rs. 269 Crore in Q4 FY23, a growth of 33% YoY primarily driven by 20% increase in number of paying subscription suppliers and addition of Rs. 12 Crore revenue from accounting software services. Consolidated Deferred Revenue increased by 28% YoY to Rs. 1,162 Crore as on March 31, 2023.

The Company continued making growth investments in manpower, product and technology, sales and servicing resulting into growth in revenue and paying subscription suppliers. As a result, consolidated EBITDA was Rs. 66 Crore for Q4 FY23 representing EBITDA margin of 25%.

The Other Income increased to Rs. 31 crores primarily due to fair value gain on treasury investments. Net Profit for this quarter was Rs. 56 Crore representing margin of 19%.

Consolidated Cash Flow from Operations for the quarter was at Rs. 209 Crore. Cash and Investments balance stood at Rs. 2,335 Crore as on March 31, 2023.

Operational Highlights (Q4 FY2023):

IndiaMART registered traffic of 252 million and Unique business enquiries of 22 million in Q4 FY23. Supplier Storefronts grew to 7.5 million, an increase of 6% YoY and paying subscription suppliers grew to 202,690 a net addition of 8,335 subscribers during the quarter. Total headcount increased by 170 to 4,583 at the end of the quarter with focus on strengthening Sales and Servicing teams.

Commenting on the performance, Mr. Dinesh Agarwal, Chief Executive Officer, said:

"We are happy to close the financial year with a continued growth in customers, revenue and cash flows while maintaining healthy margins in the business. We continue to invest in further strengthening our product, technology and building strong customer relationships. This remains integral to our long-term strategy to drive profitable growth and leverage our value proposition to create value for all our stakeholders."

Q4 & FY2023 Performance Metrics: Consolidated Basis

Particulars	Unit	Q4FY23	Q4FY22	Y-o-Y	Q3FY23	Q-o-Q	FY23	FY22	Y-o-Y Growth
Total Income	(Rs. Crore)	299	231	30%	354	(15%)	1,166	866	35%
Revenue from Operations	(Rs. Crore)	269	201	33%	251	7%	985	753	31%
EBITDA	(Rs. Crore)	66	57	16%	70	(6%)	268	308	(13%)
EBITDA Margin	%	25%	28%		28%		27%	41%	
Other Income	(Rs. Crore)	31	30	4%	102	(70%)	181	112	61%
Profit Before Tax	(Rs. Crore)	76	77	(1%)	152	(50%)	371	390	(5%)
Profit Before Tax Margin	%	25%	33%		43%		32%	45%	
Net Profit for the period	(Rs. Crore)	56	57	(3%)	113	(50%)	284	298	(5%)
Net Profit Margin	%	19%	25%		32%		24%	34%	
Collections from Customers	(Rs. Crore)	418	318	31%	283	48%	1,219	934	30%
Cash generated from Operating Activities	(Rs. Crore)	209	158	32%	115	82%	476	402	18%
Deferred Revenue	(Rs. Crore)	1,162	907	28%	1,015	14%	1,162	907	28%
Cash and Investments	(Rs. Crore)	2,335	2,419	(3%)	2,108	11%	2,335	2,419	(3%)
Paying Subscription Suppliers	(In Thousands)	203	169	20%	194	4%	203	169	20%

Q4 & FY23 Earnings Conference Call

IndiaMART InterMESH Ltd, will host earnings webinar for investors and analysts on Friday, April 28 2023 at 16:00 hours IST to discuss its results and developments for the quarter and year ended March 31 2023. The senior management of the company will be present to address the webinar.

Please see below the registration link for attending the earnings call:

https://zoom.us/webinar/register/WN_4JNgA3fkOz6OlwApjb7sDg

An audio & video recording of the management discussions and the question-and-answer session will be available online and will be accessible in the Investor Relations section of our website at www.investor.indiamart.com

About IndiaMART:

IndiaMART is India's largest online B2B marketplace for business products and services. IndiaMART makes it easier to do business by connecting buyers and sellers across product categories and geographies in India through business enablement solutions. IndiaMART provides ease and convenience to the buyers by offering a wide assortment of products and a responsive seller base while offering lead generation, lead management and payment solutions to its sellers.

IndiaMART InterMESH Ltd.

CIN: L74899DL1999PLC101534

Corporate Office

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For any queries, please contact: investors@indiamart.com