



Make Doing Business Easy

Earnings Presentation

QUARTER ENDED
JUNE 30, 2026

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



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Combine Harvester

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Safe Harbour

Industrial Robotic Arm

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IndiaMART InterMESH Ltd

Highlights Q1FY27

Lathe Machine



Q1 FY27 Results Overview (Consolidated)

Revenue from Operations

414 Cr

↑ 11% YoY

Collections

463 Cr

↑ 8% YoY

Deferred Revenue

2,014 Cr

↑ 16% YoY

EBITDA

146 Cr

35% Margin

↑ 10% YoY

Net Profit

172 Cr

33% Margin

↑ 12% YoY

Cash Flow from Operations

163 Cr

35% of Collections

↑ 2% YoY



Q1 FY27 Results Overview (Standalone)

Revenue from Operations

376 Cr

↑ 9% YoY

Collections

402 Cr

↑ 8% YoY

Deferred Revenue

1,858 Cr

↑ 14% YoY

EBITDA

149 Cr

40% Margin

↑ 11% YoY

Net Profit

176 Cr

38% Margin

↑ 6% YoY

Cash Flow from Operations

153 Cr

38% of Collections

↑ 6% YoY



Q1 FY27 Operational Performance (Standalone)

Paying Suppliers

218 K

↔ 0% YoY

Indian Supplier Storefronts

8.8 Mn

↑ 5% YoY

Active Buyers¹

41 Mn

↓ 5% YoY

Annualised Revenue Per
Paying Supplier

₹ 69 K

↑ 9% YoY

Live Product Listings

132 Mn

↑ 8% YoY

Unique Business Enquiries

26 Mn

↓ 11% YoY

1,852 paying suppliers declined this quarter



1) Last 12 Months

IndiaMART InterMESH Ltd

Q1 FY27 Results Overview (Busy)

Revenue from Operations

36 Cr

↑ 47% YoY

Billing

59 Cr

↑ 10% YoY

Deferred Revenue & Advances

146 Cr

↑ 44% YoY

EBITDA

3 Cr

Net Profit

6 Cr

Cash Flow from Operations

16 Cr





Automated Parcel Sorting System

IndiaMART Business Overview

Traditional Marketplace to Online Marketplace

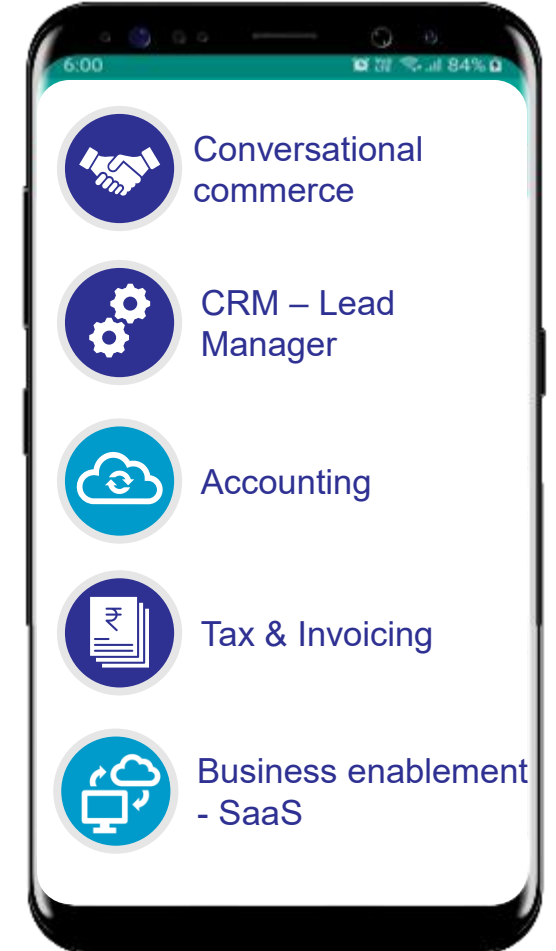
Offline Discovery



Online Discovery, Anytime, Anywhere



Additional services for business enablement



India's Largest Online B2B Marketplace



B2B marketplace is a growing market



Diversified across categories & geographies



2-way discovery marketplace



Behavioral data driven algorithmic matchmaking



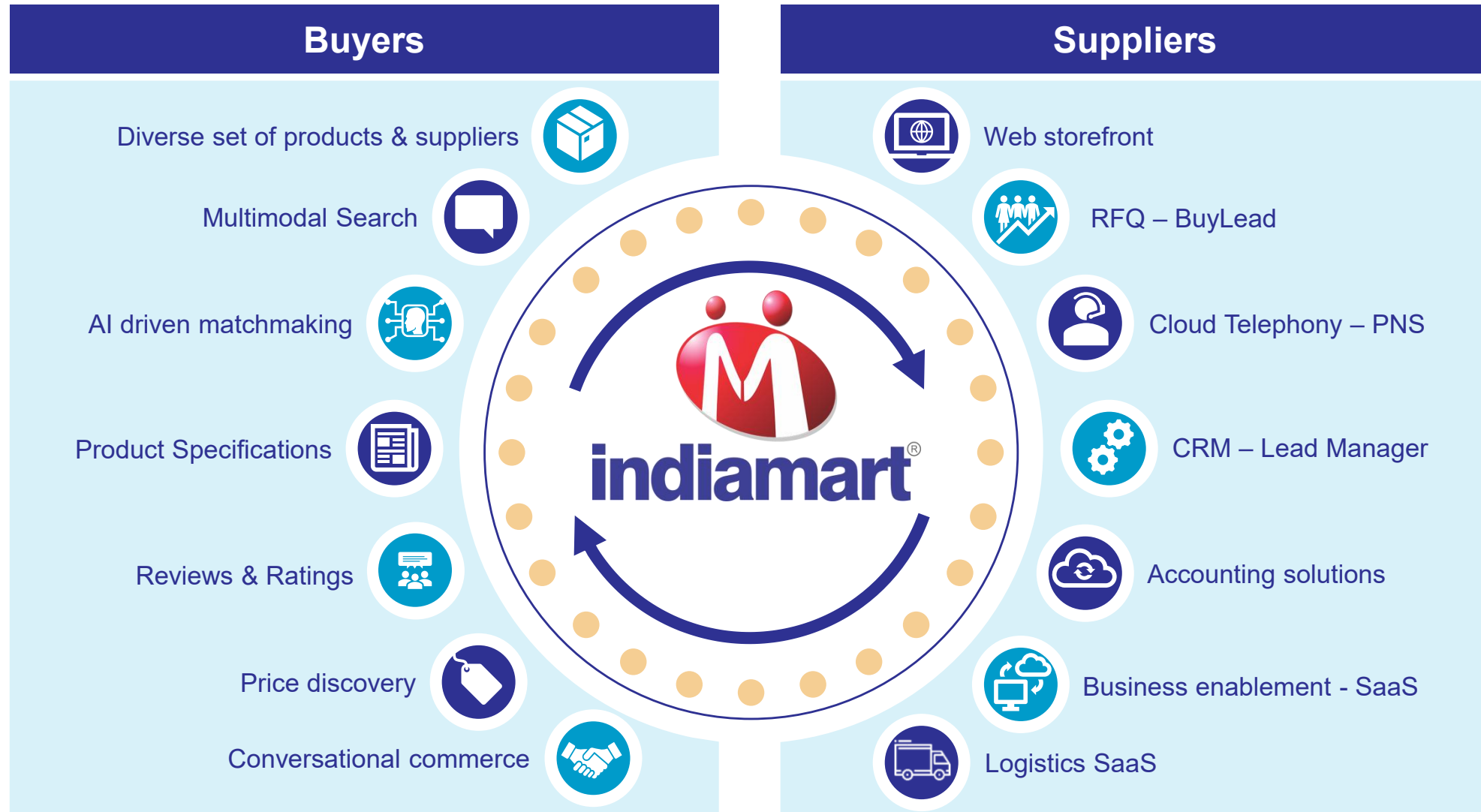
Strong network effects



Subscription based revenue model with negative working capital



Services that Empower Businesses



Well Diversified Across ~98000 Categories



Construction & Building Raw Material

8%



Industrial Plants, Machinery & Equipment

7%



Construction Machinery, Building Supplies & Services

6%



Electrical Equipment & Supplies

5%



Consumer Electronics & Household Appliances

5%



Apparel, Clothing & Garments

5%



Packaging Material, Supplies & Machines

5%



Industrial & Engineering Products, Spares & Supplies

4%



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

4%



Mechanical Components & Parts

3%



Housewares, Home Appliances, Household Decorations & Consumables

3%



Operation Theater, Medical Imaging & Pathology & Hospital Supplies

3%



Pharmaceutical Drugs, Medicines, Vitamins & Other Products

2%



Kitchen Containers, Utensils, Cookware, & Other Products

2%



Chemicals, Dyes & Allied Products

2%



Fertilizers, Seeds, Agro Machines, Poultry & Animal Husbandry

2%



Furniture, Furniture Supplies & Furniture Hardware

2%



Scientific, Measuring, Laboratory Instruments & Supplies

2%



Cosmetics, Toiletries & Personal Care Products

2%



Gifts, Crafts, Antique & Handmade Decorative

2%



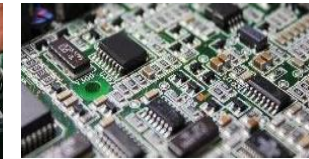
Automobiles, Spare Parts & Accessories

2%



Tools, Machine Tools, Power Tools & Hand Tools

2%



Electronics Components & Supplies

2%



Sports Goods, Games, Toys & Accessories

1%

57 Industries

132 Mn Products



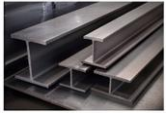
1) % above are for total paying supplier, as on June 30, 2026

IndiaMART InterMESH Ltd

End-To-End Value Chain Discovery – Plastic Recycling Machine

Raw Material

Steel Beams
and Plates



Bronze Flats

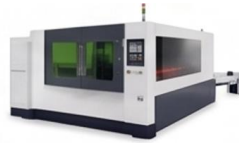


Ceramic Fibre
Insulation



Machinery

Laser Metal Cutter



Hydraulic Press
Brake



CNC Machine



Components

Shredder Blade



Heavy Torque
Gear Motor



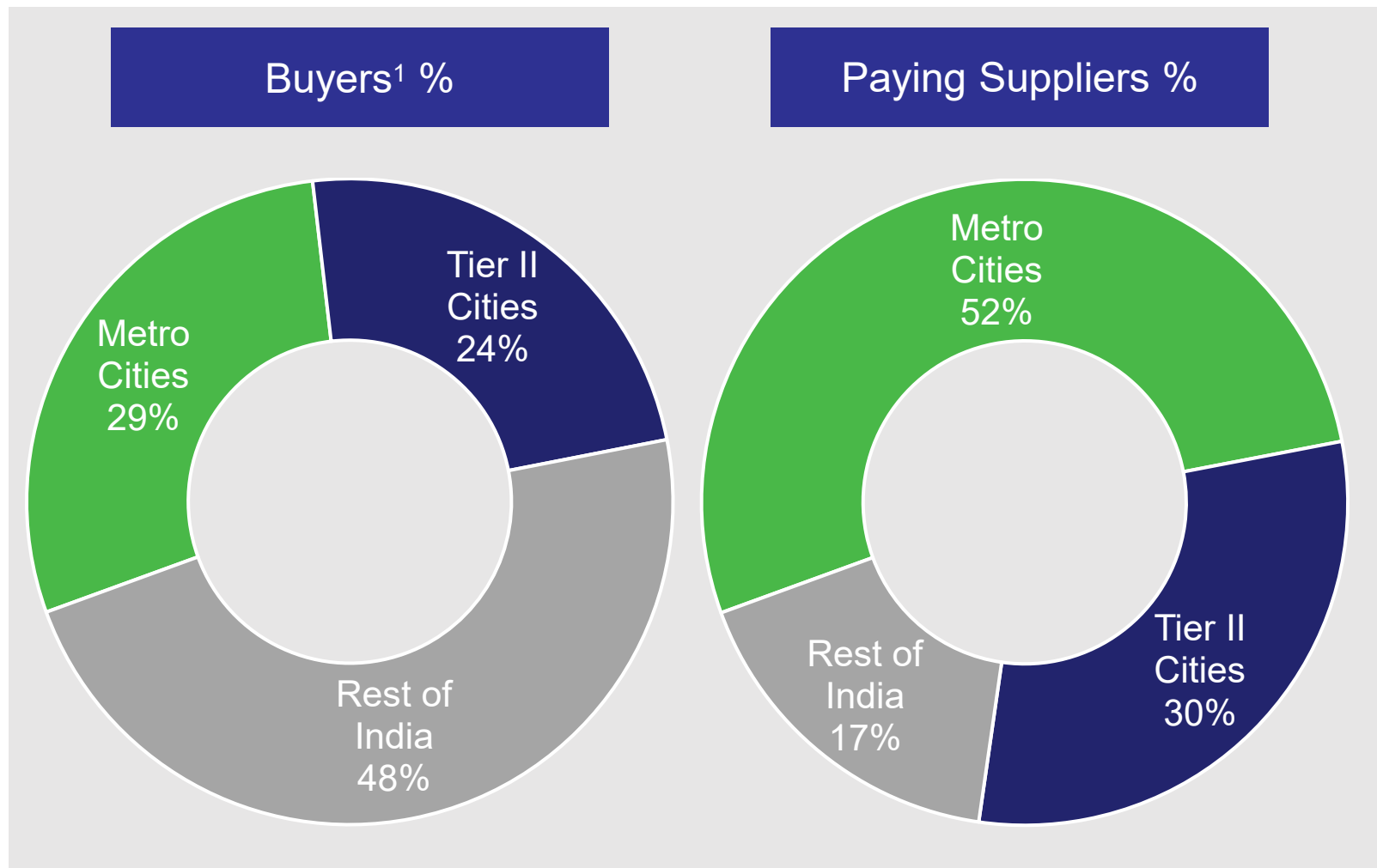
Extruder Screw
Barrels



Final Product



Well Diversified Across Geographies



Metro Cities (8)

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

Tier II Cities (69)

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

Rest of India (~4,000)

Population <500,000

 ~ 5,400 Sales & Servicing team

 ~100 Channel Sales Partner Locations

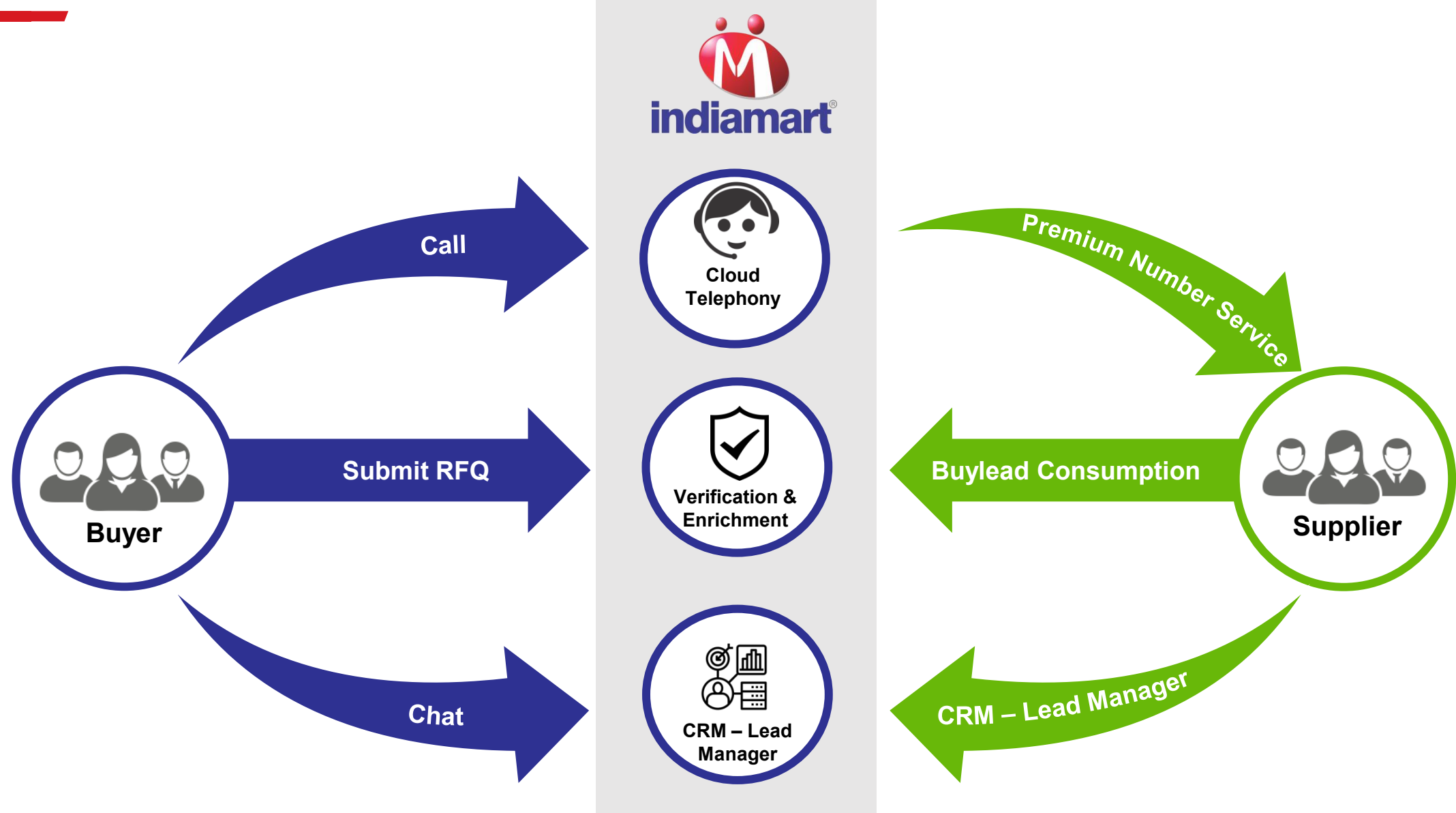
1) Basis aggregate buyers who have submitted enquiries during the last 5 years

2) Figures as on March 31, 2026

3) Population as per 2011 census



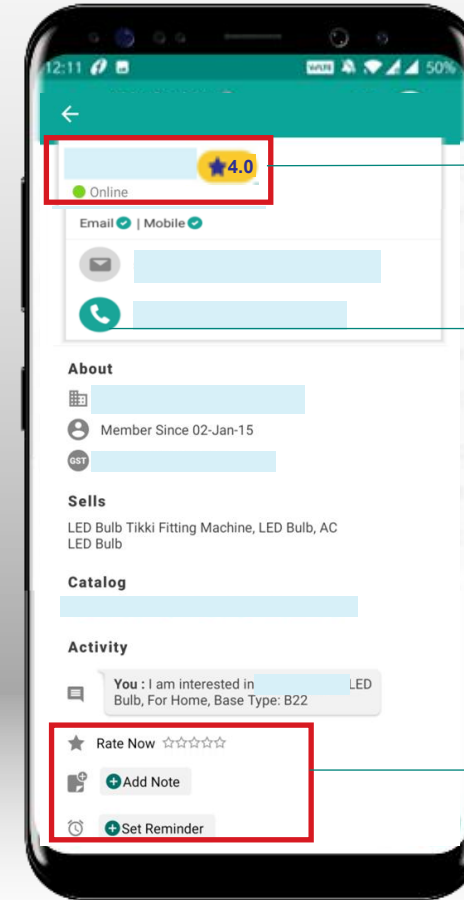
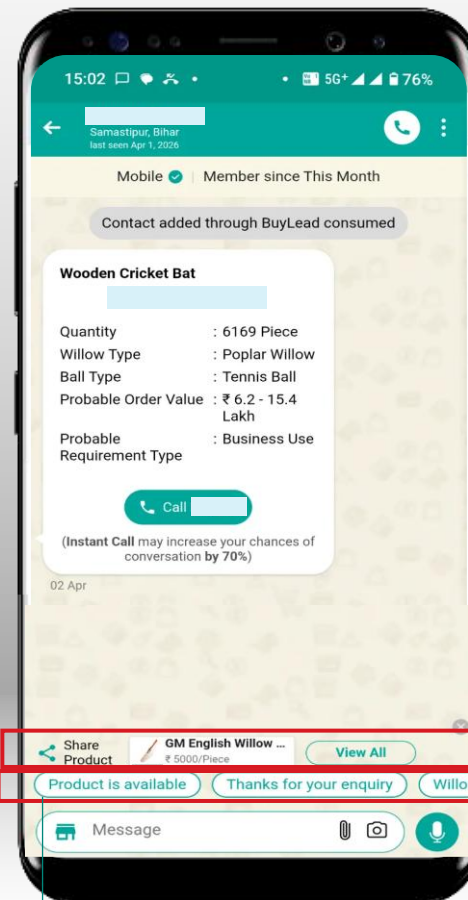
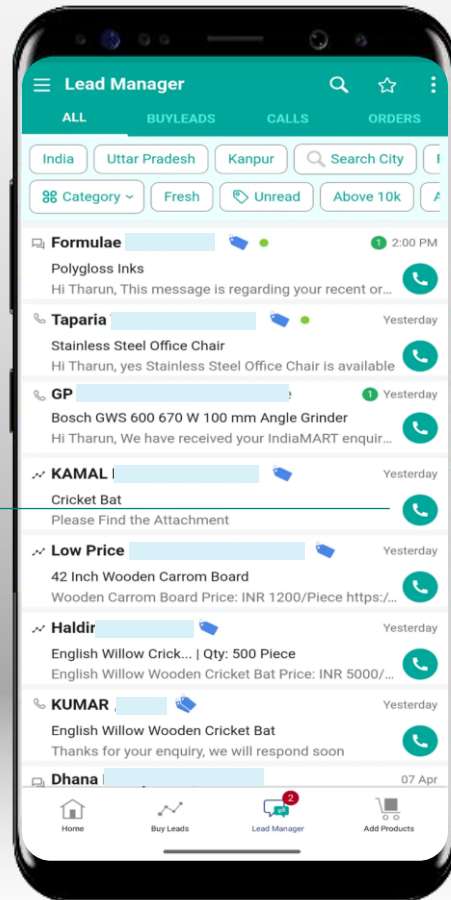
2-way Discovery Marketplace



CRM – Lead Manager & Conversational Commerce

~146 mn Replies¹ & Callbacks² during Q1 FY27

Direct Buyer Callback



Reviews & Ratings

Call Option & Alerts

Add Notes, Set Reminders

AI-based Smart Reply

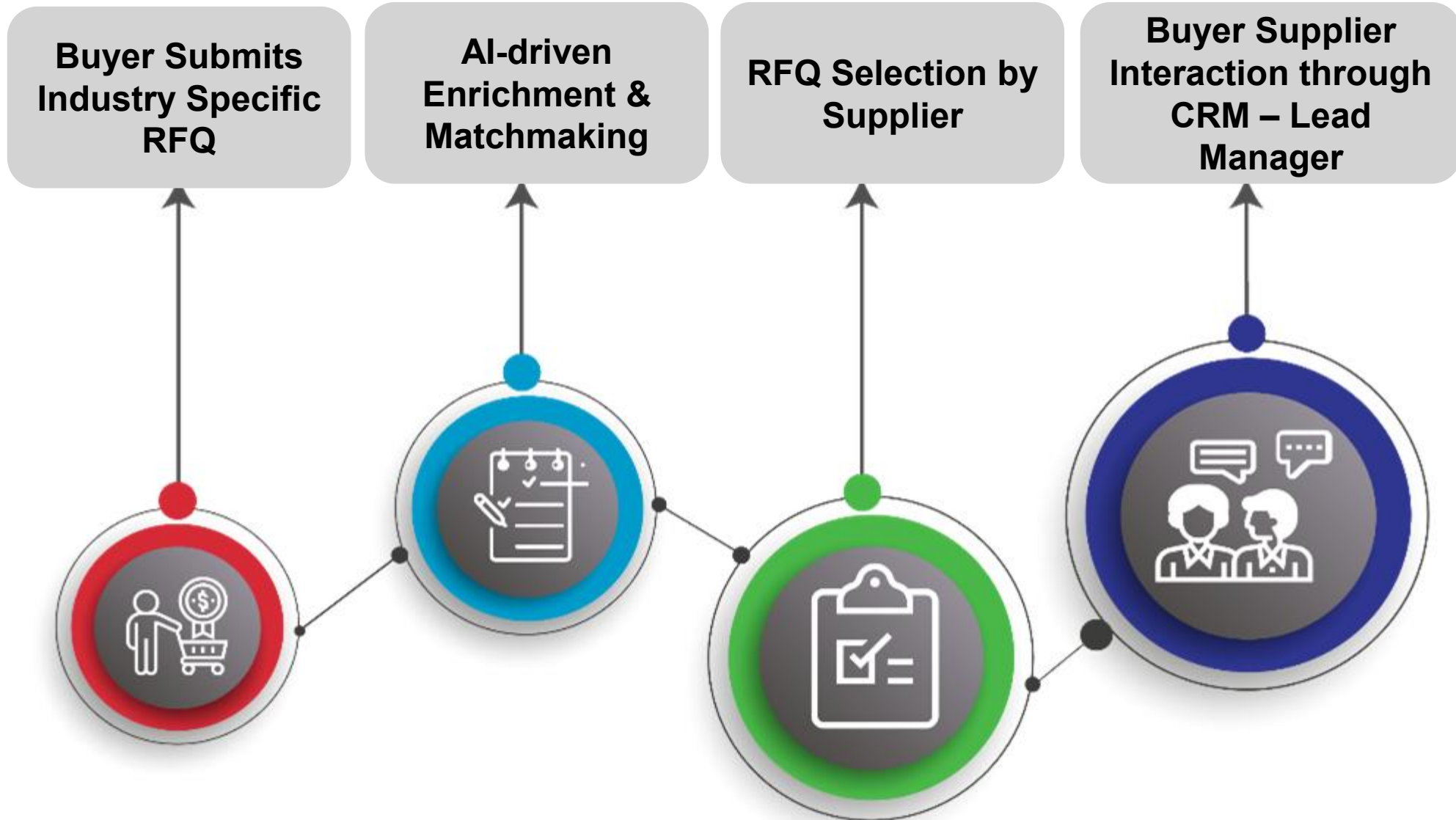
One Tap Product Sharing



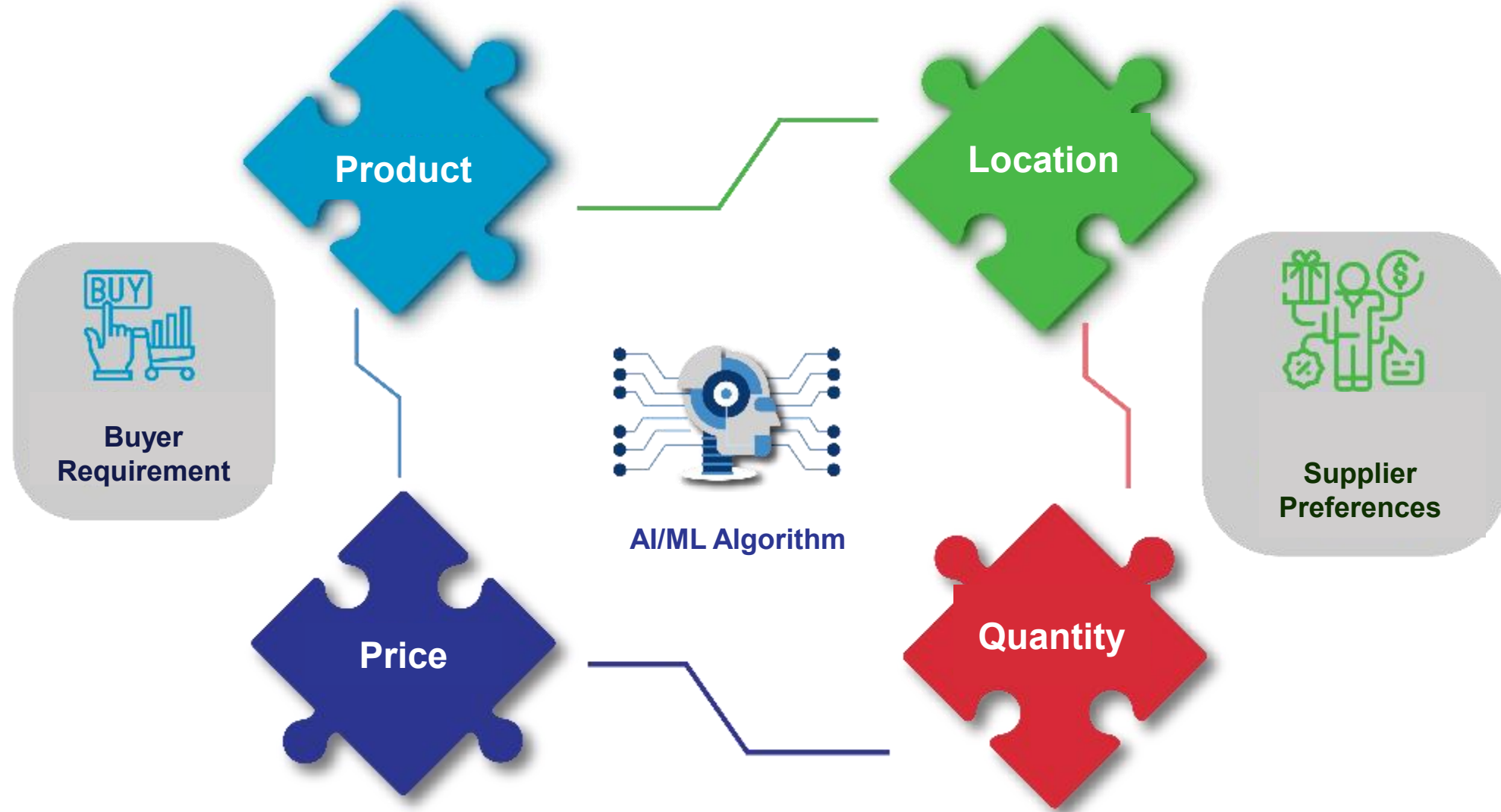
1) Total Replies via desktop, Mobile site, Email & App
2) Total Callbacks via Mobile site & App

IndiaMART InterMESH Ltd

How RFQ / BuyLead Works



Behavioral Data Driven Algorithmic Matchmaking

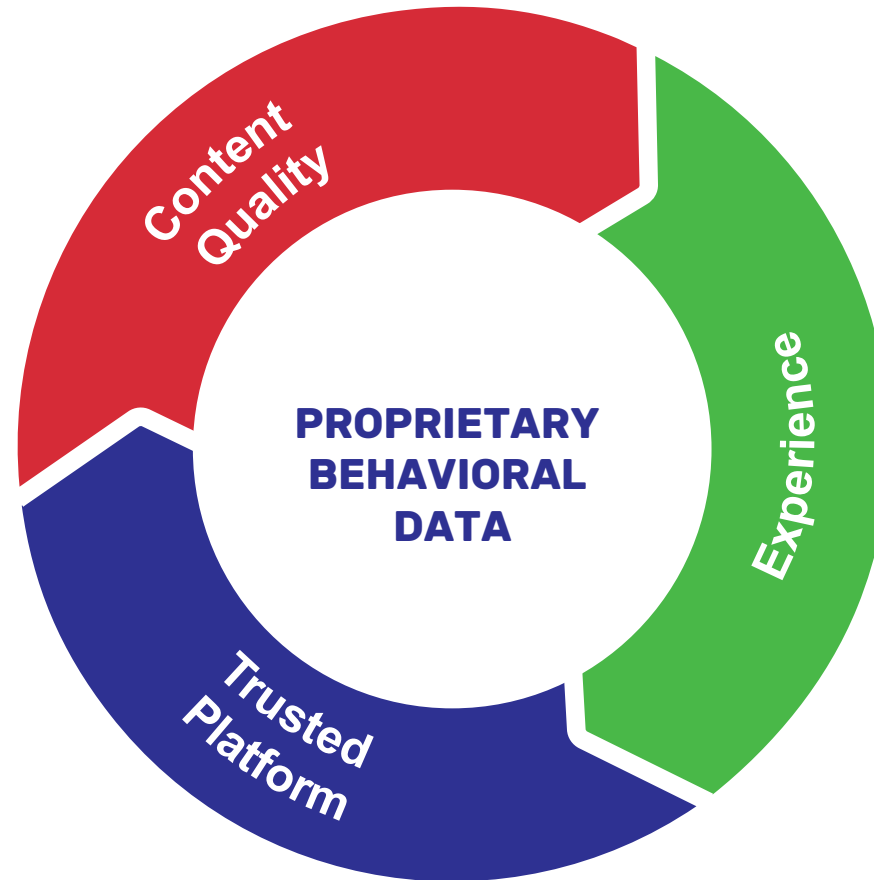


Leveraging AI: Enhancing User Experience

Product Category Intelligence
Data Insights & Analytics



Content Moderation
Systemic User Verification

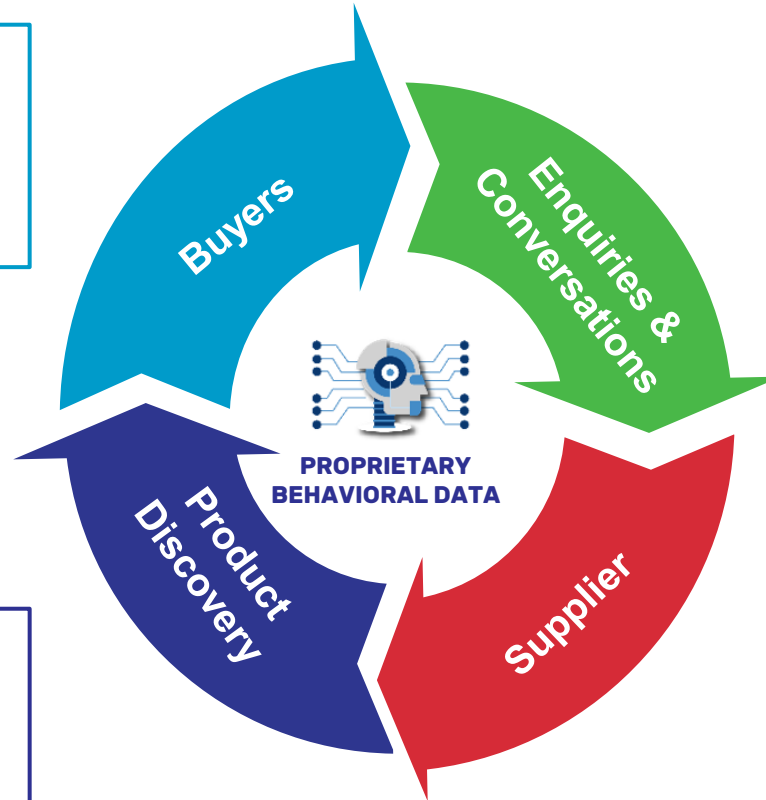


Contextual User Experience
Multimodal & Multilingual Search



Key Competitive Strengths – Brand & Network Effect

- 58% Repeat Buyers²
- 38% Suppliers are Buyers
- 4.8 Play Store Rating



- 26 Mn Unique Business Enquiries¹
- 146 Mn Replies & Callbacks¹
- RFQ selection

- 132 Mn Listed Products
- Product specifications
- Pricing, photos & videos

- 8.8 Mn Suppliers
- 218K Paying Suppliers
- Reviews & Ratings

Figures as of June 30, 2026

1) Figures for Q1 FY27

2) Calculated for 90 days



Trusted Ecosystem



Verified Seller



Know your Seller

Enabling Trusted Commerce

Payment Protection



Verified Bank Accounts

Secure Transactions

Verified Buyer



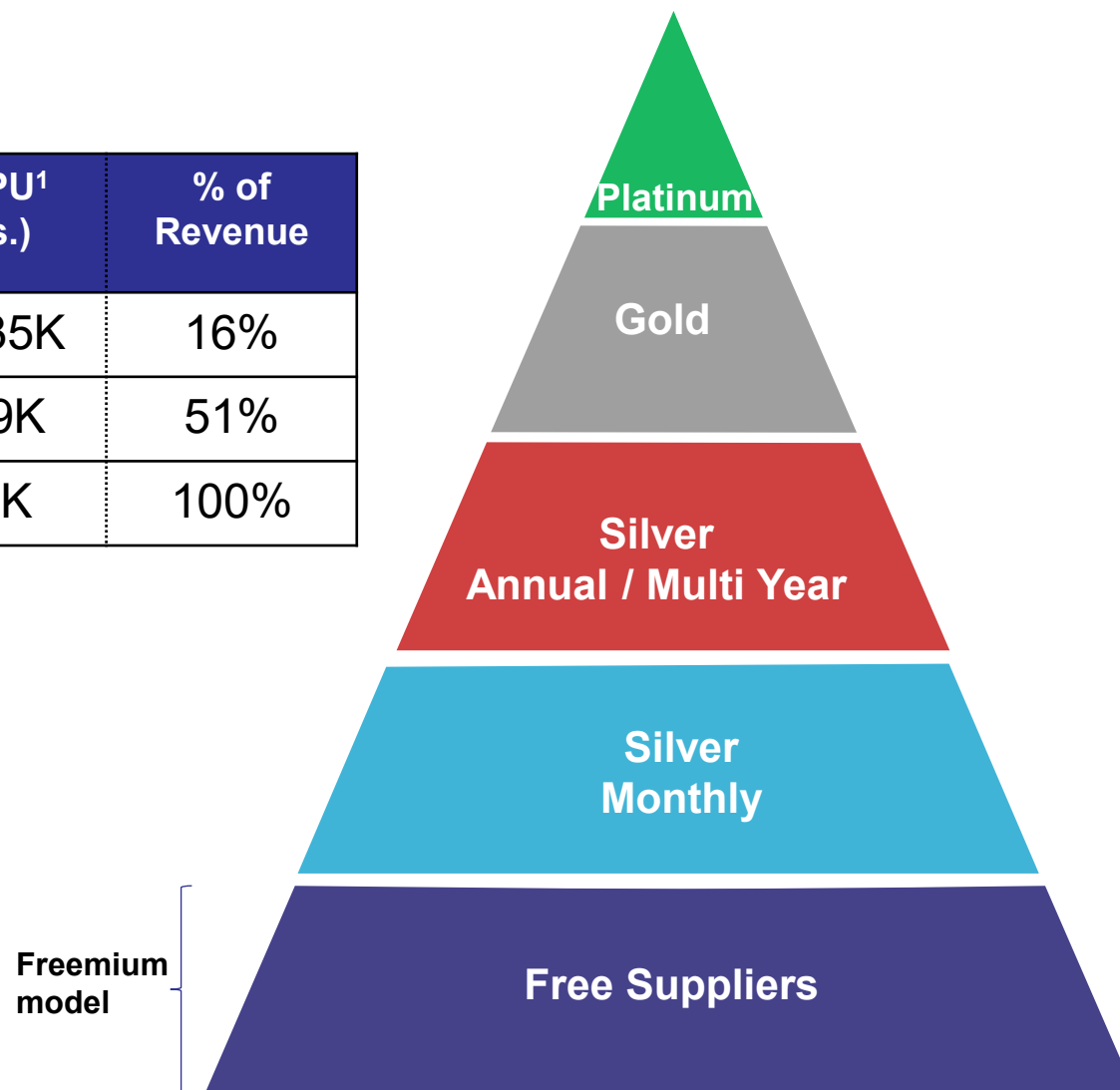
GST & Identity Verification

Credible Business Opportunities



ROI-driven, Subscription Based Revenue Model & RFQ Quota

Paying suppliers	ARPU ¹ (Rs.)	% of Revenue
Top 1% ~2K	1,135K	16%
Top 10% ~22K	349K	51%
218K	69K	100%



Key Offerings



Web Storefront



Cloud Telephony – PNS



Priority Listing



RFQ Selection Credits - BuyLead



CRM – Lead Manager



Buyer Profile



- 1) ARPU represents Revenue from operations for the current quarter divided by Paying supplier at period end & the same has been multiplied by 4 to represent annualised run-rate
2) RFQ Quota:- Silver Monthly: Daily - 1 Weekly - 7; Silver Annual/MYR: Daily - 1 Weekly - 10; Gold: Daily – 1 to 2 Weekly – 14 to 30; Platinum: Daily - 1 to 4 Weekly - 30 to 100

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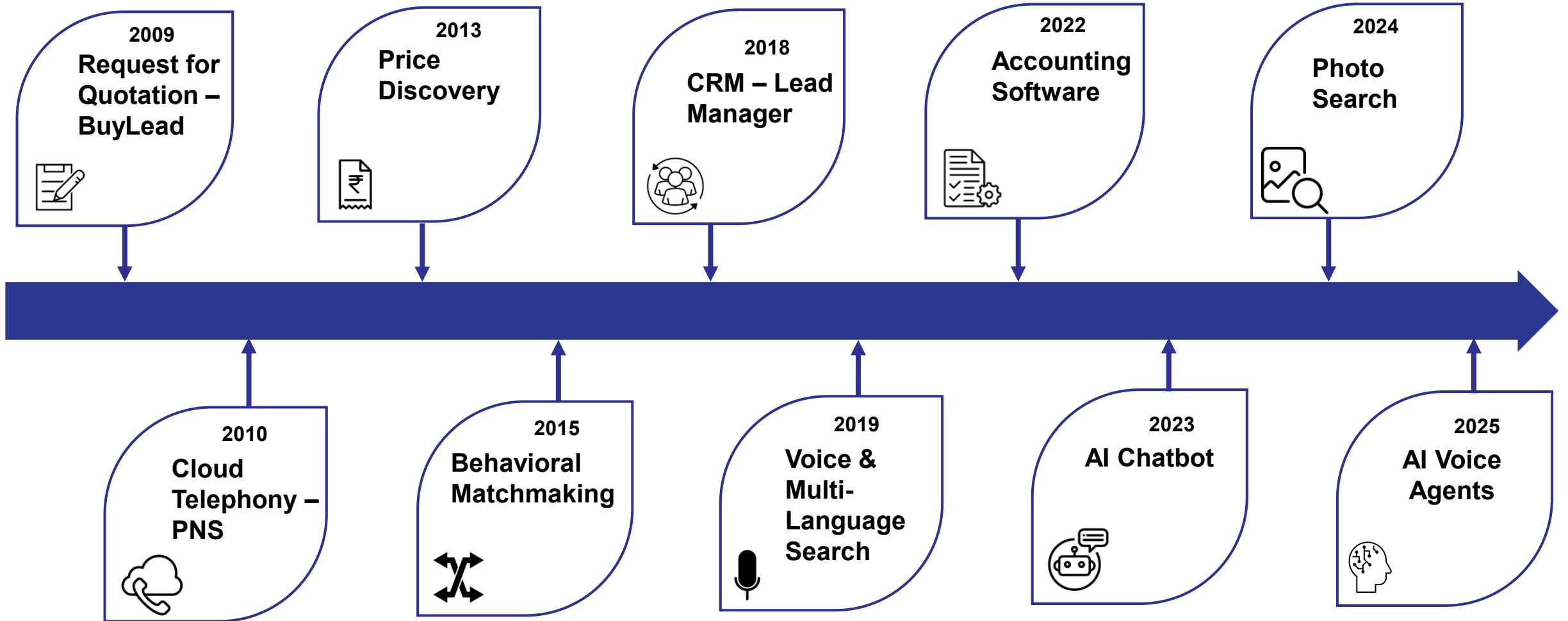
INDUSTRIAL PLANTS & MACHINERY

Get potential leads to expand your industrial plants & machinery business

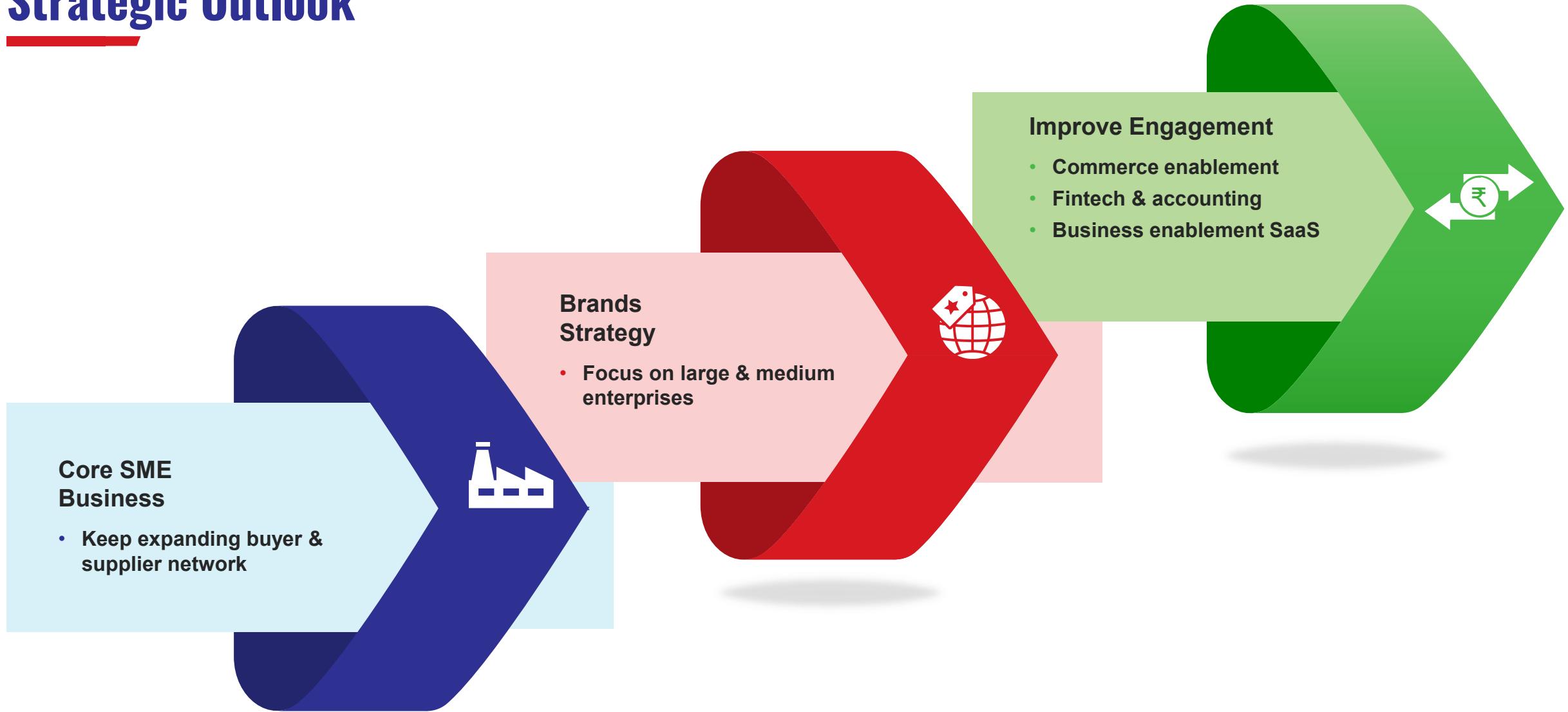


1) All trademarks, logos & brand names are the property of their respective owners. Use of any third-party names, trademarks & brands are for reference purposes only

Constant Innovation & Technology Focus



Strategic Outlook



Journey Towards Commerce & Business Enablement

Enablement of Commerce

Discovery

Products Specifications & Prices

Photos / Videos

Reviews & Ratings

Conversation

Buyer & Supplier Negotiations

Customer History & Reminder

Quotations & Invoicing

Commerce

Credit Facilitation

Logistics / Tracking

Business Enablement

Business Enablement



Accounting /
Invoicing



Inventory
Management



Distributor
Management



HRMS



Order
Management



Receivables
Management



Procurement
Management



Compliance



Accounting - Strategic Fit for IndiaMART

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

~ Rs. 730 crores invested in Accounting space

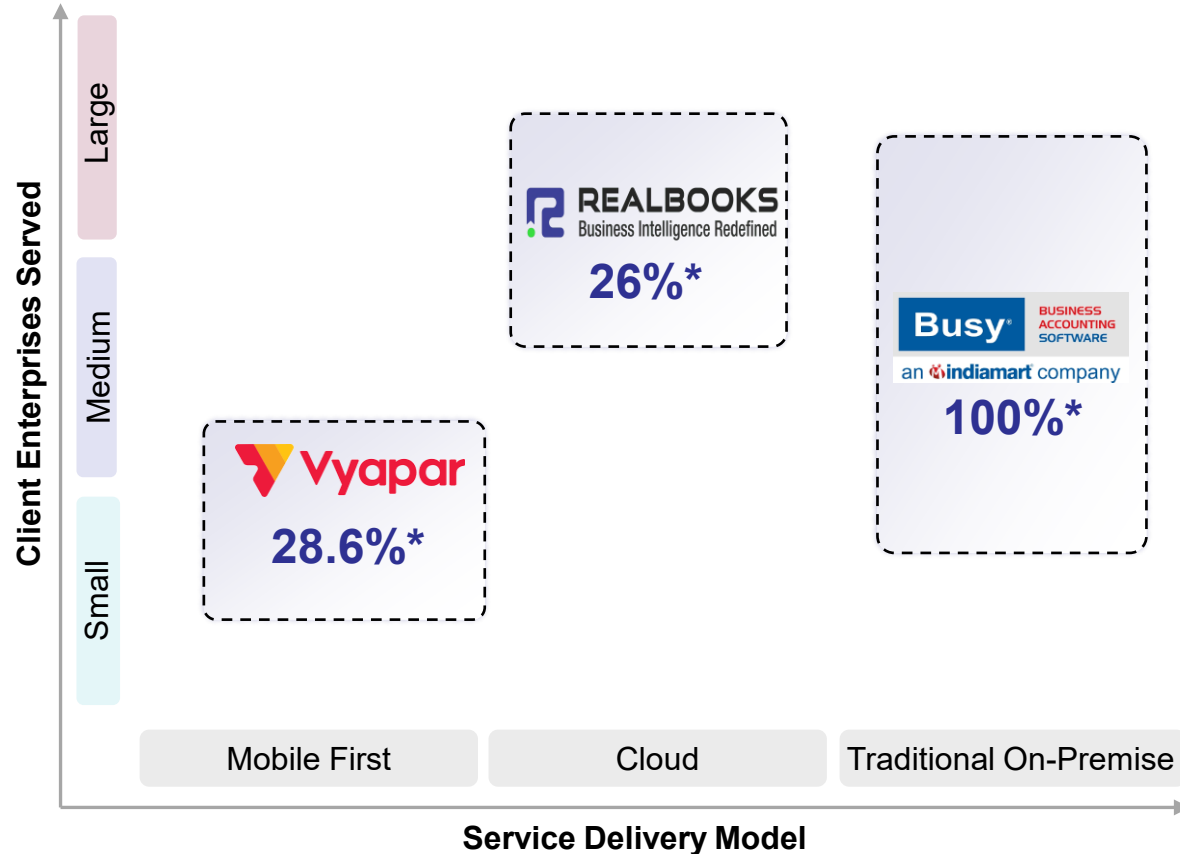


Represents opportunities available for IndiaMART



Investments in Accounting

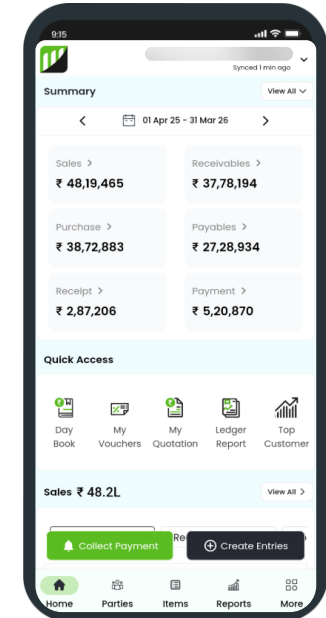
~ 1 Mn businesses



~ 6 Mn¹ businesses on Tally



Provide mobile & cloud functionality to Tally users
100%*



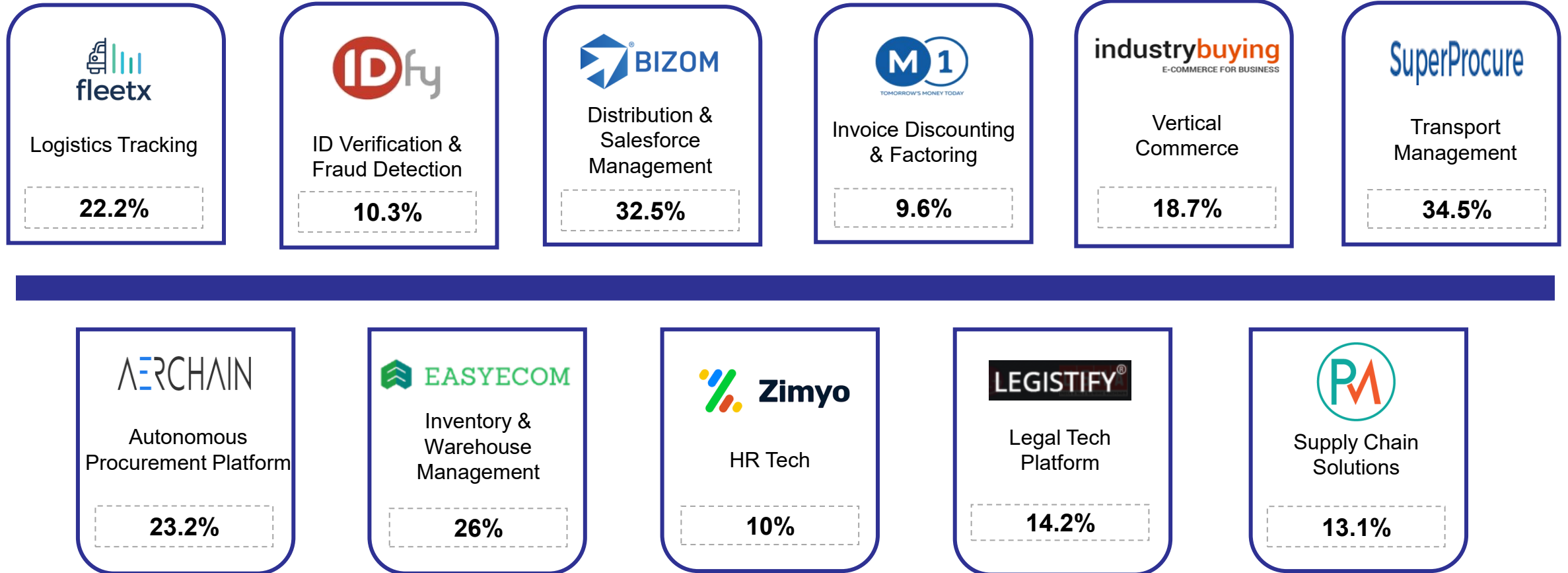
1) Source Media reports

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IndiaMART InterMESH Ltd

*IndiaMART Holding

Other Strategic Investments



Investment Portfolio

	Investee Company	Brand Name (clickable link)	Total Investment ¹ (in Crore)	Shareholding Aggregate (%)
Subsidiaries				
1	Busy Infotech		509	100.0%
2	Livekeeping Technologies		103	100.0%
Strategic Investments				
1	Fleetx Technologies		161	22.2%
2	IB MonotaRO		118	18.7%
3	Baldor Technologies		113	10.3%
4	Simply Vyapar Apps		108	28.6%
5	Mobisy Technologies		72	32.5%
6	Mynd Solutions		53	9.6%
7	Truckhall		38	34.5%
8	Agillos E-Commerce		26	23.2%
9	Edgewise Technologies		18	26.0%
10	Zimyo Consulting		17	10.0%
11	Adansa Solutions		14	26.0%
12	Legistify Services		9	14.2%
13	Instant Procurement Services		1	13.1%



1) At Cost

IndiaMART InterMESH Ltd

Operational Performance (Standalone)



Operational Metrics

(Figures in Millions, unless otherwise mentioned)

Q4FY26	Q1FY27	YoY	Particulars	FY21	FY22	FY23	FY24	FY25	FY26	CAGR 5 Year	CAGR 3 Year
230	234	9%	Registered Buyers	125	149	170	194	211	230	13%	10%
41	41	(5%)	Active Buyers - Last 12 Months	35	38	37	39	43	41	3%	4%
27	26	(11%)	Unique Business Enquiries	96	97	88	93	106	114	4%	9%
86	85	(13%)	Business Enquiries Delivered	610	550	479	520	458	370	(10%)	(8%)
8.7	8.8	5%	Indian Supplier Storefronts	6.5	7.1	7.5	7.9	8.4	8.7	6%	5%
129	132	8%	Live Product Listings	72	83	95	108	119	129	12%	11%
220	218	0%	Paying Suppliers*	152	169	203	214	217	220	8%	3%
67	69	9%	ARPU*	44	44	46	53	61	66	9%	12%
333	349	10%	Top 10% ARPU*	181	194	214	247	289	321	12%	15%
6,222	6,066	(4%)	Employees (Nos)	2,701	3,672	4,583	5,384	6,102	6,222	18%	11%

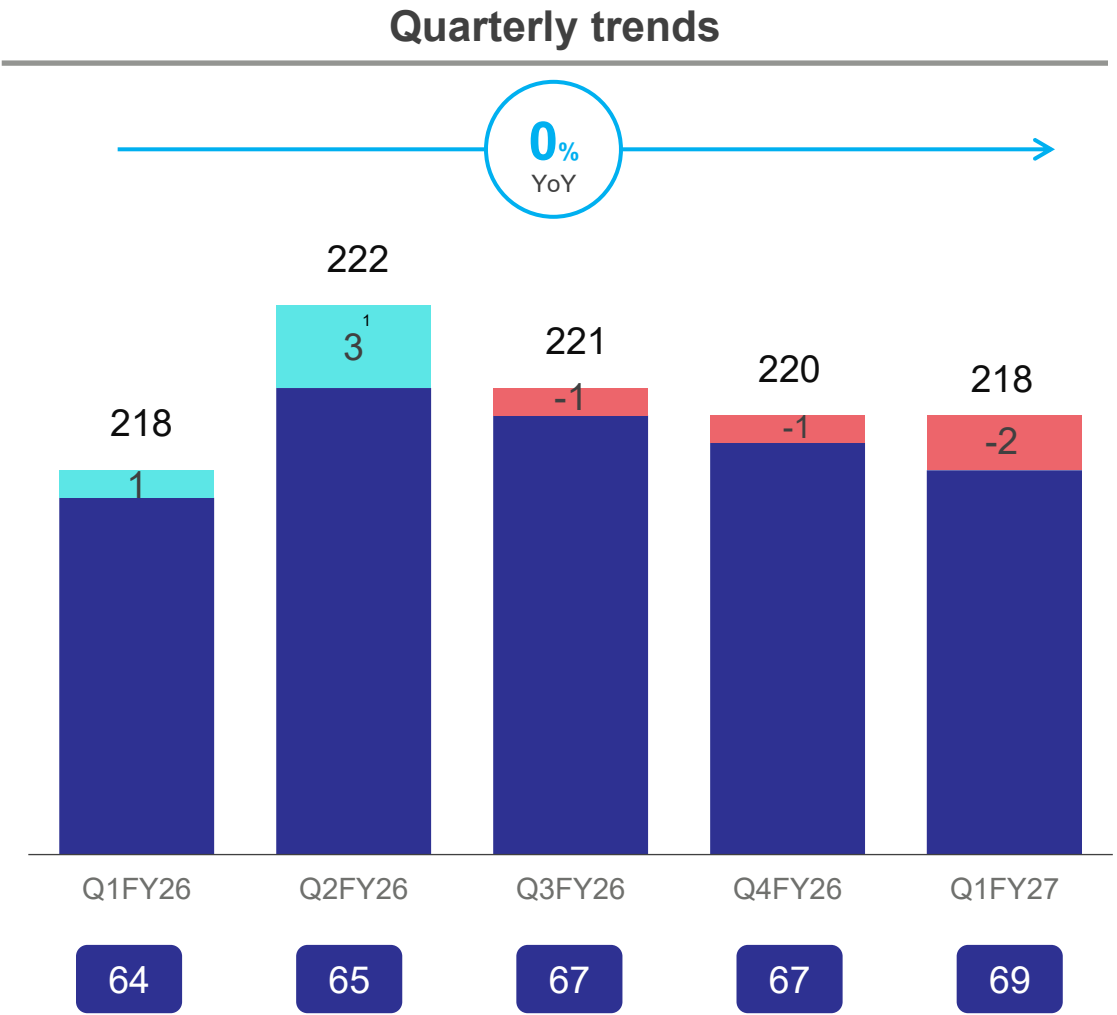
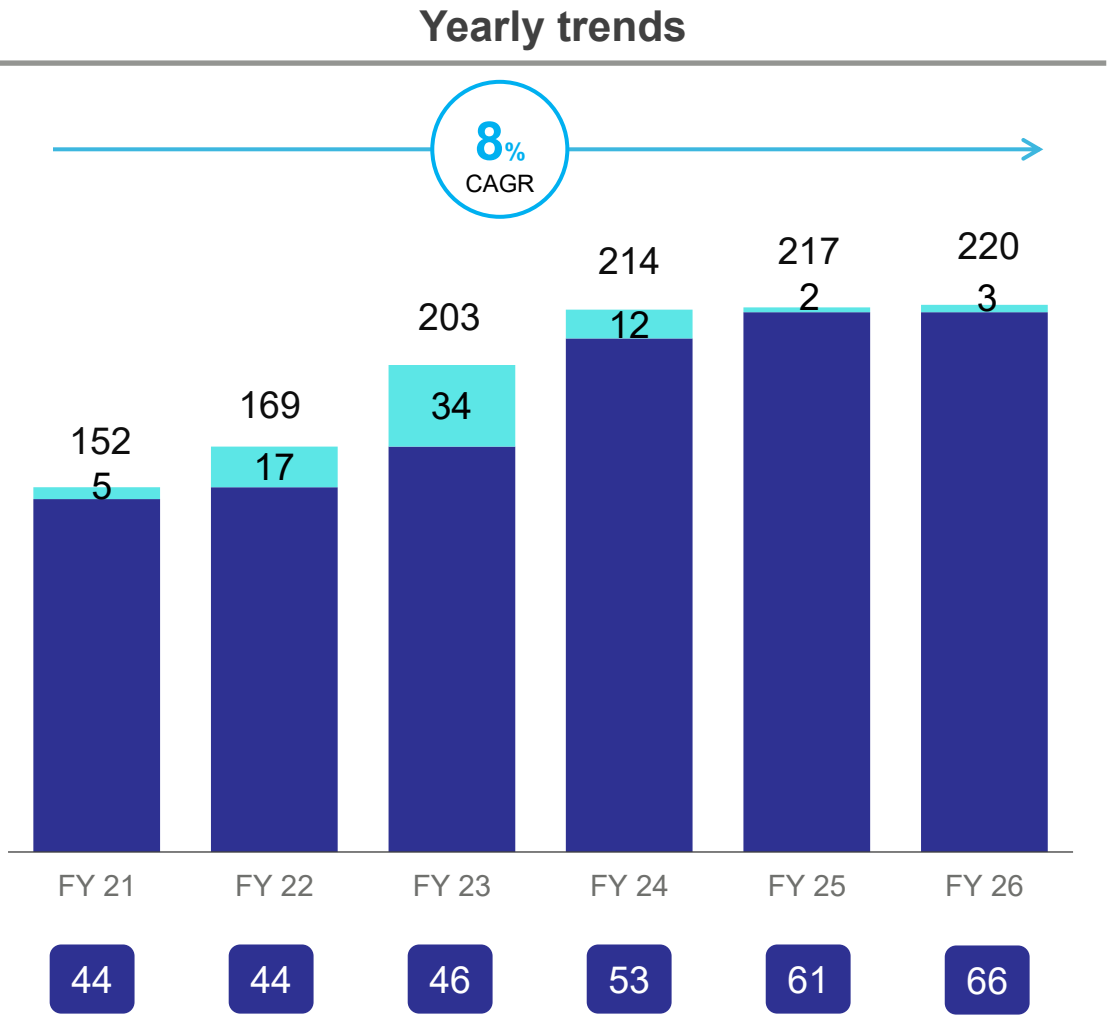


* Figures in Thousand

IndiaMART InterMESH Ltd

Paying Suppliers

(Figures in Thousand)



Net Addition/ Reduction



1) Excludes a one-time benefit of around 1.2K due to simplification of onboarding process for silver subscription packages. Total net additions for Q2FY26 are 4K

Financial Performance

Consolidated Section

Crawler Excavator



Financial Performance – Consolidated

(₹ in Crore)

Q4FY26	Q1FY27	YoY	Financial Metrics	FY21	FY22	FY23	FY24	FY25	FY26	CAGR 5 Year	CAGR 3 Year
404	414	11%	Revenue from Operations	670	753	985	1,197	1,388	1,569	19%	17%
(34)	107	15%	Other Income ¹	87	112	181	211	272	204		
370	521	12%	Total Income	756	866	1,166	1,407	1,661	1,773	19%	15%
178	174	8%	Manpower Cost	205	268	425	544	601	693	28%	18%
94	94		Other Expenses ²	136	178	293	321	265	346		
272	268	12%	Total Expenses	341	446	718	865	866	1,039	25%	13%
133	146	10%	EBITDA	328	308	268	331	523	530	10%	26%
33%	35%		EBITDA Margin(%)	49%	41%	27%	28%	38%	34%		
49	81		Others ³	135	122	165	208	245	259		
50	172	12%	Net Profit	280	298	284	334	551	475	11%	19%
14%	33%		Net Profit Margin(%)	37%	34%	24%	24%	33%	27%		
8	29	12%	EPS ⁴ (Rs.)	48	49	46	55	92	79	10%	19%
595	463	8%	Collections from Customers	711	934	1,219	1,474	1,626	1,857	21%	15%
290	163	2%	Cash flow from Operations	323	402	476	559	623	694	17%	13%
49%	35%		% of Collections	45%	43%	39%	38%	38%	37%		

1) Includes fair value gains/(losses) from financial assets, interest income, dividend income, and other non-operating gains

2) Includes Outsourced Sales Cost and Other Operating Expense

3) Others include – Depreciation, Amortization, Finance Cost, Exceptional Item, Tax Expense & Associates Loss

4) EPS has been adjusted in all years & quarters to give effect of bonus issuance in Q1FY24



Abridged Balance Sheet - Consolidated

(₹ in Crore)

Q4 FY26	Q1 FY27	Particulars	FY21	FY22	FY23	FY24	FY25	FY26
40	35	Fixed Assets ¹	65	56	99	82	61	40
454	454	Goodwill	-	-	454	454	454	454
87	80	Other Assets ²	44	52	51	48	67	87
3,280	3,553	Cash & Investments	2,365	2,419	2,335	2,340	2,886	3,280
763	741	Strategic Investments	37	421	512	524	665	763
4,625	4,862	Total Assets	2,511	2,949	3,445	3,449	4,134	4,625
2,400	2,220	Capital & Reserves	1,611	1,874	2,059	1,736	2,185	2,400
1,965	2,014	Deferred Revenue ³	726	907	1,162	1,440	1,678	1,965
67	100	Tax Liabilities	21	16	24	48	53	67
23	22	Lease Liabilities	63	56	46	41	33	23
169	507	Other Liabilities ⁴	90	96	154	184	185	169
4,625	4,862	Total Liabilities	2,511	2,949	3,445	3,449	4,134	4,625

1) Includes fixed assets, intangible assets & right of use assets

2) Includes security deposits, recoverable from payment gateway, prepaid expenses and remaining assets combined

3) Includes customer advances

4) Includes provisions & payables, statutory liabilities & other financial liabilities



Cash Generation & Utilization

(₹ in Crore)

Particulars	FY21	FY22	FY23	FY24	FY25	FY26	Q1FY27
Opening Cash & Treasury Investments	931	2,365	2,419	2,335	2,340	2,886	3,280
Cash flow from operating activities	323	402	476	559	623	694	163
Cash flow from investing activities¹	14	(273)	(331)	32	(18)	10	16
(i) Non-Operating Income ²	21	127	255	71	135	92	16
(ii) Capital expenditure ³	3	(4)	(16)	(14)	(8)	(7)	0
(iii) Strategic Investments	(10)	(395)	(570)	(25)	(144)	(75)	0
Cash Flow from Financing Activities	1,038	(58)	(143)	(695)	(148)	(340)	(3)
(i) Proceeds from issue of shares ⁴	1,052	0	0	0	0	0	0
(ii) Other financing activities ⁵	(12)	(13)	(13)	(14)	(28)	(40)	(3)
(iii) Capital distributed to Shareholders ⁶	(1)	(46)	(130)	(681)	(120)	(300)	0
Δ in Fair Value Gain on Treasury Investments	60	(18)	(85)	109	89	30	96
Closing Cash & Treasury Investments	2,365	2,419	2,335	2,340	2,886	3,280	3,553

~₹1,650 Crore Capital Returned to Shareholders⁶

1) Adjusted for change in Investments, FDR, Inter corporate deposit & others during the period

2) Includes realized income from treasury investments & net investments in FDRs, Inter Corporate deposits & gain from sale of stake in associates and other investments

3) Includes purchase & sale of property, plant and equipment & other intangible assets & refundable security deposit for listing on stock exchange

4) Includes proceeds from issue of equity shares on exercise of ESOPs & qualified institutions placement

5) Includes cash flow from repayment of lease liability, interest expense & purchase of further shares in subsidiary

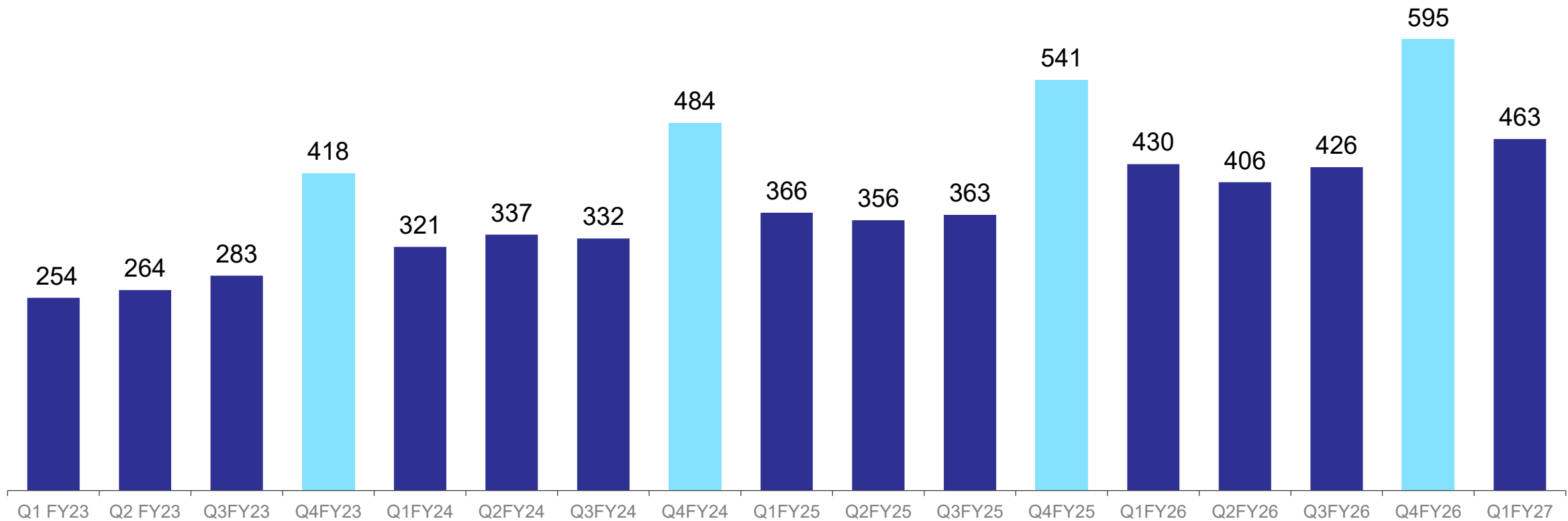
6) Includes dividend paid & buyback inclusive of tax; ~1,650 Cr Capital returned to shareholder includes dividend payout for FY26, concluded in July 2026



Collections from Customer - Consolidated

(₹ in Crore)

Quarterly trends



1) Fourth Quarter of the year has traditionally been the best quarter in terms of collections from customer for that financial year

Legal Entity View

(₹ in Crore)

Financial Metrics	FY25	FY26	Q4FY26	Q1FY27	YoY
Revenue from Operations	1,388	1,569	404	414	11%
<i>IndiaMART</i>	1,320	1,443	368	376	9%
<i>Busy Infotech</i>	66	119	34	36	47%
<i>Others¹</i>	2	7	2	3	
EBITDA	523	530	133	146	10%
<i>IndiaMART</i>	513	520	135	149	
<i>Busy Infotech</i>	5	21	6	3	
<i>Others¹</i>	5	(11)	(7)	(6)	

~90% of Revenue is contributed by IndiaMART standalone business



1) Others include: Other Subsidiaries and Inter Company Adjustments

IndiaMART InterMESH Ltd

Financial Performance Standalone Basis

Concrete Batching Plant



Financial Performance – Standalone

(₹ in Crore)

Q4FY26	Q1FY27	YoY	Financial Metrics	FY21	FY22	FY23	FY24	FY25	FY26	CAGR 5 Year	CAGR 3 Year
368	376	9%	Revenue from Operations	665	751	939	1,139	1,320	1,443	17%	15%
(34)	88	4%	Other Income ¹	85	108	113	170	284	191		
334	464	8%	Total Income	750	859	1,052	1,309	1,604	1,634	17%	16%
162	157	6%	Manpower Cost	199	263	399	507	553	634	26%	17%
72	69		Other Expenses ²	133	176	278	298	254	288		
234	227	7%	Total Expenses	332	439	677	805	807	923	23%	11%
142	156	10%	Adjusted EBITDA ³	339	322	288	358	530	555	10%	24%
39%	41%		Adjusted EBITDA Margin(%)	51%	43%	31%	31%	40%	38%		
135	149	11%	EBITDA	333	312	262	334	513	520	9%	26%
37%	40%		EBITDA Margin(%)	50%	42%	28%	29%	39%	36%		
31	61		Others ⁴	132	110	102	141	190	186		
69	176	6%	Net Profit	287	310	272	362	607	525	13%	24%
21%	38%		Net Profit Margin(%)	38%	36%	26%	28%	38%	32%		
546	402	8%	Collections from Customers	707	932	1,167	1,399	1,526	1,674	19%	13%
287	153	6%	Cash flow from Operations	326	407	464	545	614	668	15%	13%
53%	38%		% of Collections	46%	44%	40%	39%	40%	40%		

1) Includes fair value gains/(losses) from financial assets, interest income, dividend income, and other non-operating gains

2) Includes Outsourced Sales Cost and Other Operating Expense

3) Excluding employee share-based payment expense

4) Others include – Depreciation, Amortization, Finance Cost, Exceptional Item & Tax Expense



Abridged Balance Sheet - Standalone

(₹ in Crore)

Q4FY26	Q1FY27	Particulars	FY21	FY22	FY23	FY24	FY25	FY26
21	19	Fixed Assets ¹	65	56	53	48	33	21
41	26	Other Assets ²	41	49	33	38	43	41
3,066	3,316	Cash & Investments	2,359	2,414	2,202	2,186	2,720	3,066
1,474	1,460	Strategic Investments ³	50	446	1,073	1,095	1,293	1,474
4,602	4,822	Total Assets	2,516	2,965	3,361	3,367	4,090	4,602
2,542	2,365	Capital & Reserves	1,617	1,892	2,064	1,770	2,276	2,542
1,832	1,858	Deferred Revenue ⁴	726	907	1,134	1,395	1,600	1,832
53	85	Tax Liabilities	21	16	4	21	37	53
23	22	Lease Liabilities	63	56	46	41	33	23
152	492	Other Liabilities ⁵	89	94	113	140	143	152
4,602	4,822	Total Liabilities	2,516	2,965	3,361	3,367	4,090	4,602

1) Includes fixed assets, intangible assets & right of use assets

2) Includes security deposits, recoverable from payment gateway, prepaid expenses and remaining assets combined

3) Includes investment in subsidiaries & associates and others.

4) Includes customer advances

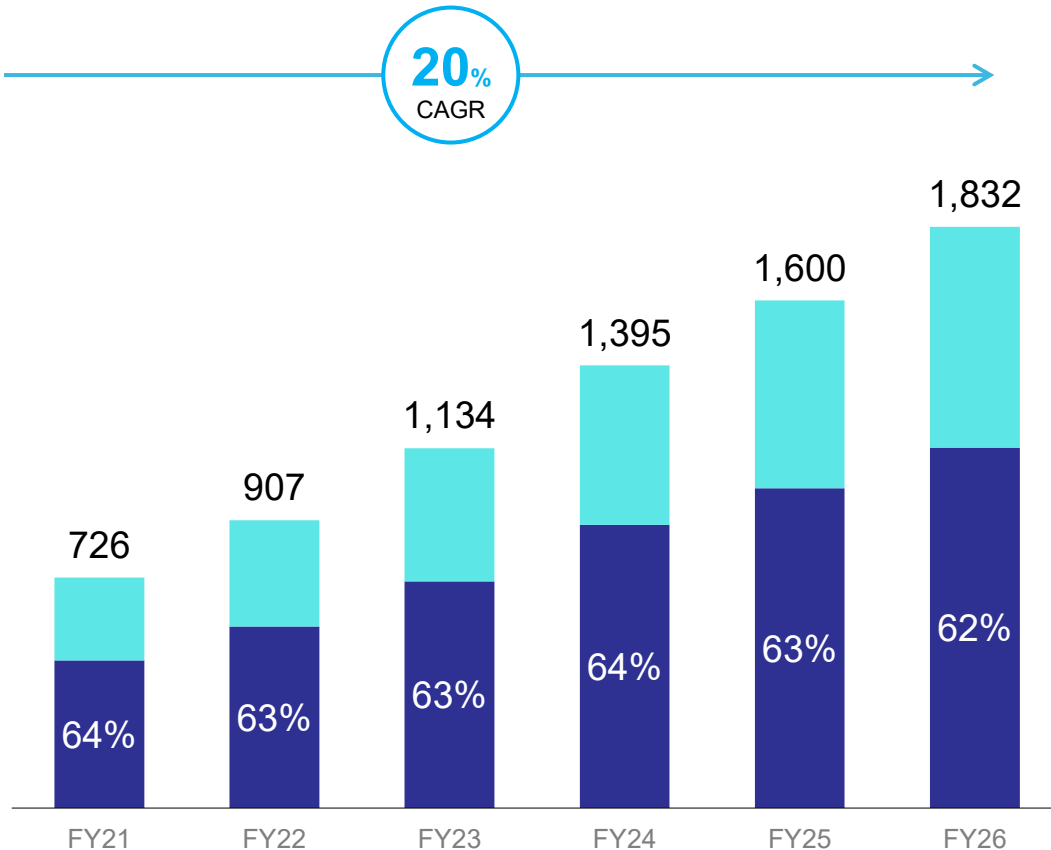
5) Includes provisions and payables, statutory liabilities & other financial liabilities



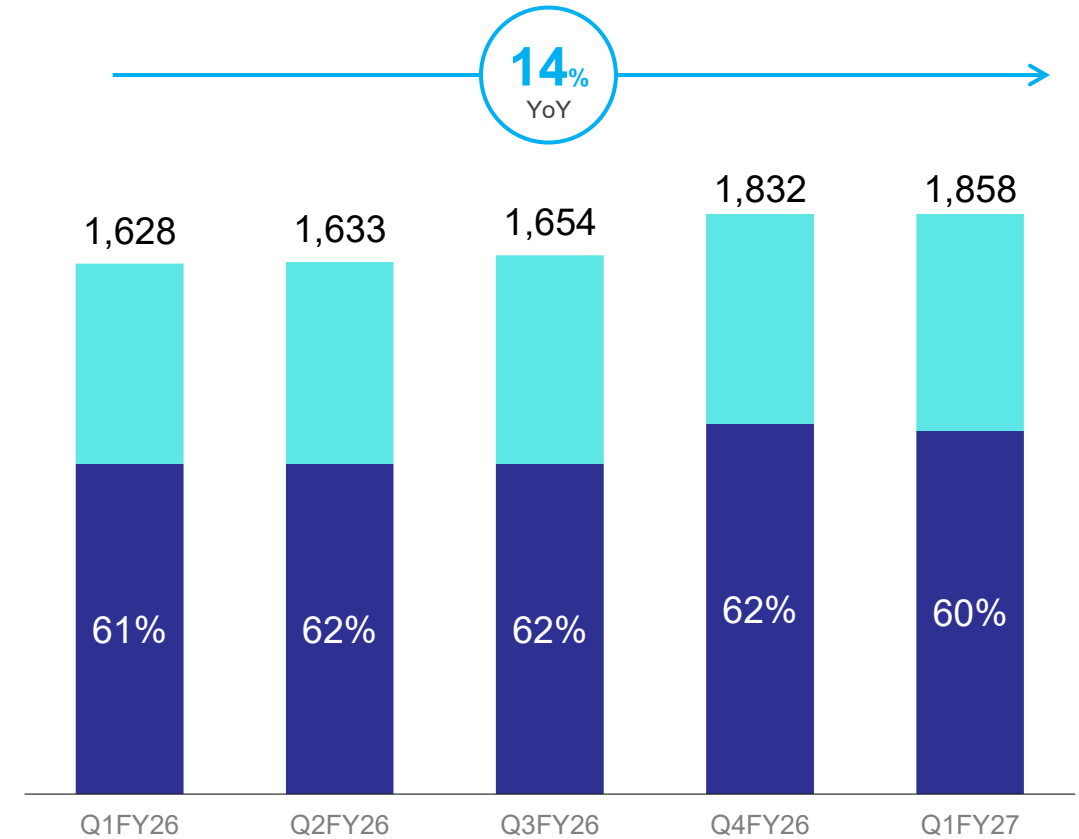
Deferred Revenue - Standalone

(₹ in Crore)

Yearly trends



Quarterly trends



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



1) Deferred revenue refers to contract liabilities in the financial statements including advances from customers

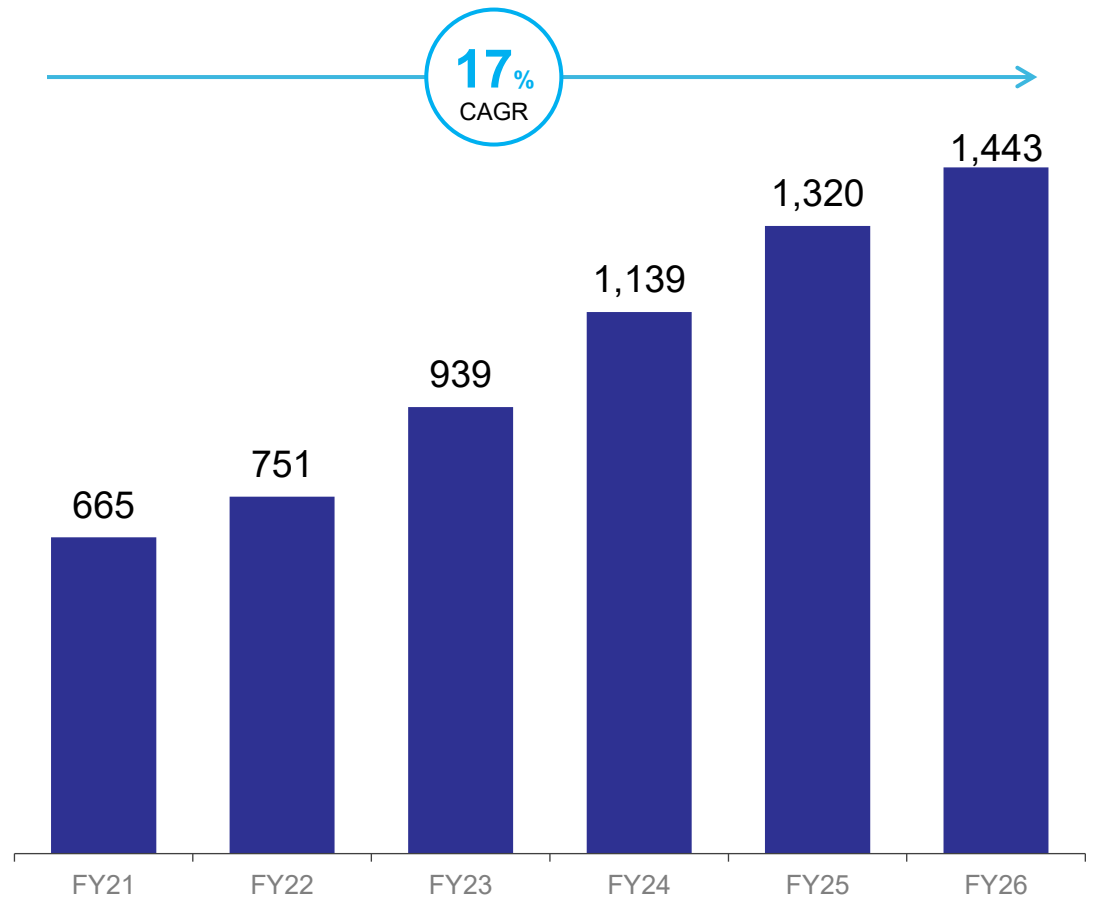
IndiaMART InterMESH Ltd

Current Portion (12 Months)

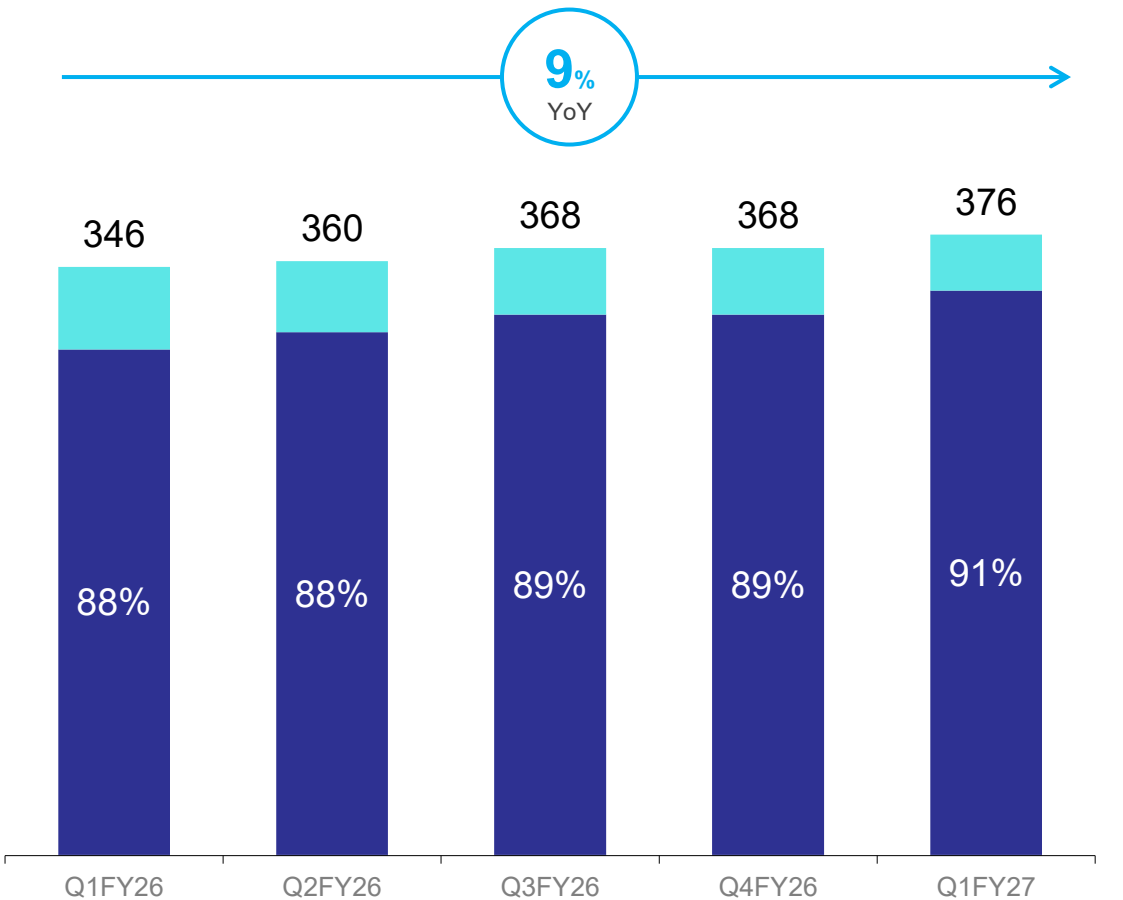
Revenue from Operations - Standalone

(₹ in Crore)

Yearly trends



Quarterly trends



Functional P&L - Standalone

(₹ in Crore)

Q4FY26	Q1FY27	YoY	Particulars	FY21	FY22	FY23	FY24	FY25	FY26	CAGR 5 Year	CAGR 3 Year
368	376	9%	Revenue from Operations	665	751	939	1,139	1,320	1,443	17%	15%
(91)	(85)	8%	Customer service cost	(122)	(160)	(237)	(309)	(303)	(343)	23%	13%
278	290	9%	Gross Profit¹	543	591	702	830	1,017	1,100	15%	16%
75%	77%		Gross Margin	82%	79%	75%	73%	77%	76%		
(59)	(54)	(1%)	Selling & Marketing	(82)	(112)	(189)	(211)	(181)	(229)	23%	7%
16%	14%		% of Revenue	12%	15%	20%	18%	14%	16%		
(57)	(58)	11%	Technology & Content	(85)	(111)	(175)	(199)	(201)	(226)	22%	9%
16%	15%		% of Revenue	13%	15%	19%	17%	15%	16%		
(27)	(29)	13%	General & Administration	(43)	(56)	(76)	(87)	(122)	(125)	24%	18%
135	149	11%	EBITDA	333	312	262	334	513	520	9%	26%
37%	40%		EBITDA Margin	50%	42%	28%	29%	39%	36%		
(3)	(3)	(26%)	Depreciation & Amortisation	(16)	(12)	(19)	(25)	(21)	(14)	(3%)	(10%)
131	147	12%	Operating Profit	317	300	242	309	493	506	10%	28%
36%	39%		Operating Margin	48%	40%	26%	27%	37%	35%		

1) Gross Profit means surplus over customer service cost

2) Refer to Note No. 31 in Standalone Financial Statements for Q1FY27 for details on the basis of classification of function-wise results



Busy Infotech & Livekeeping Technologies



Busy – Business Accounting Software



Invest in Team & Awareness

Accelerate Revenue growth

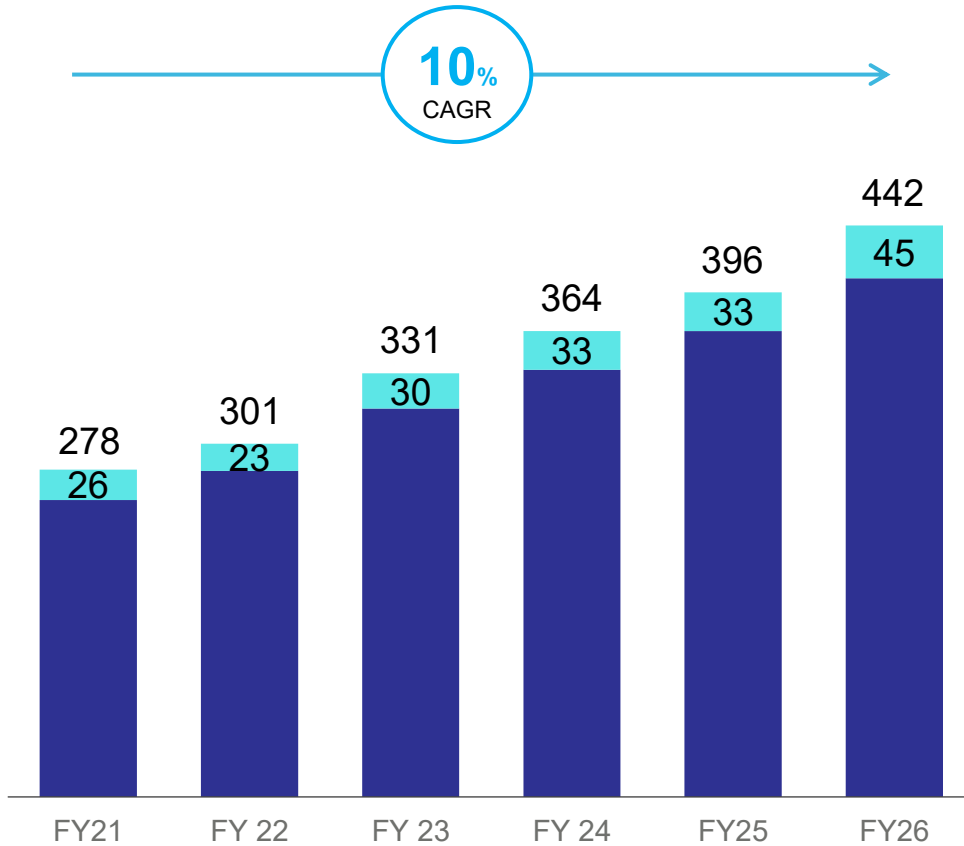
Increase New Licenses Sold



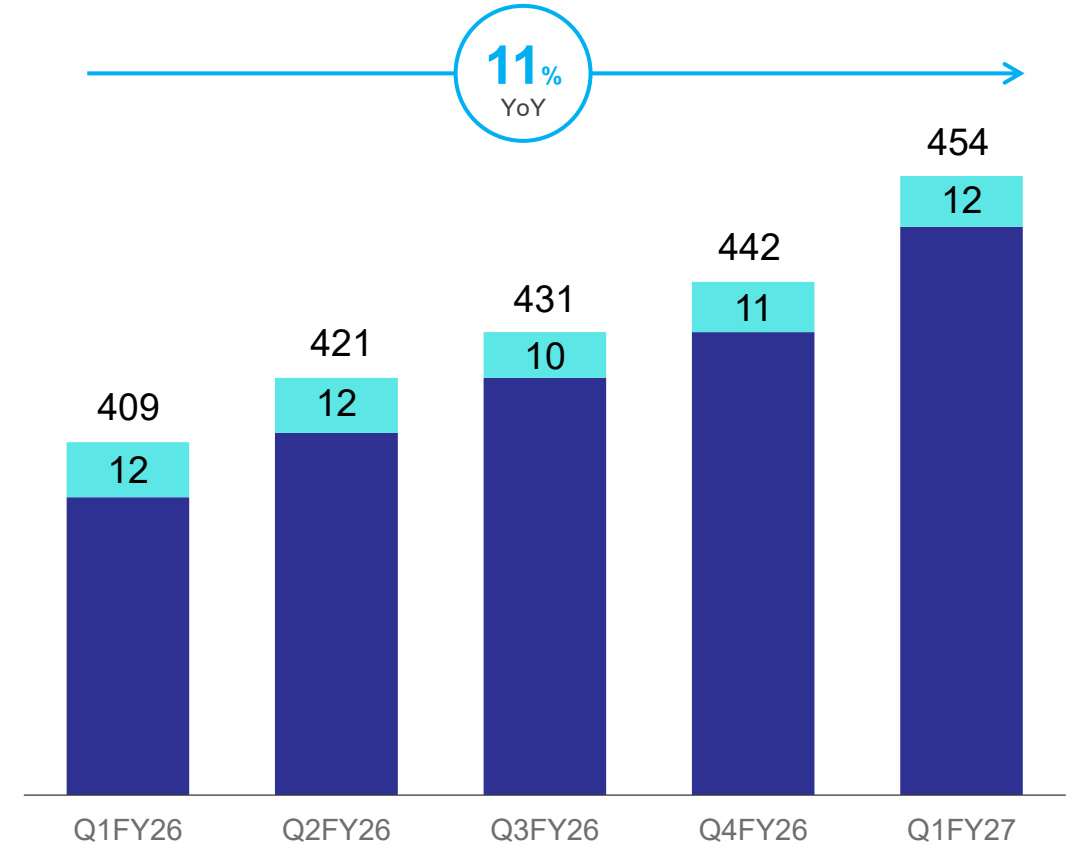
License Sold

(Figures in Thousand)

Yearly trends

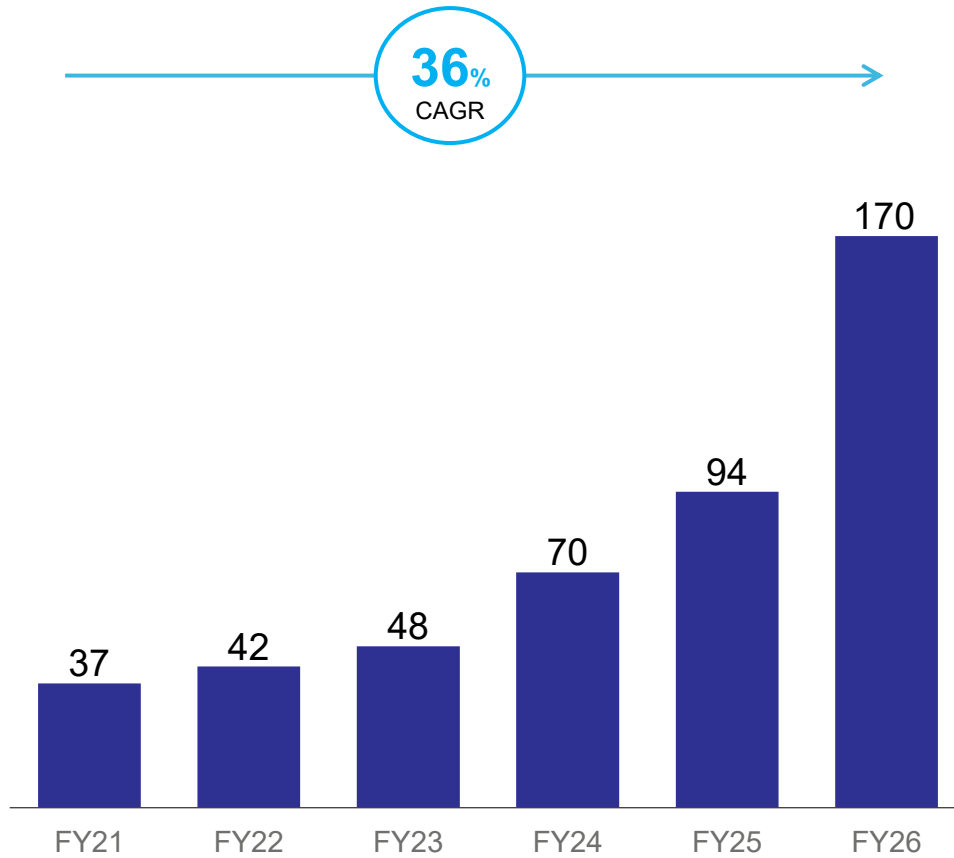


Quarterly trends

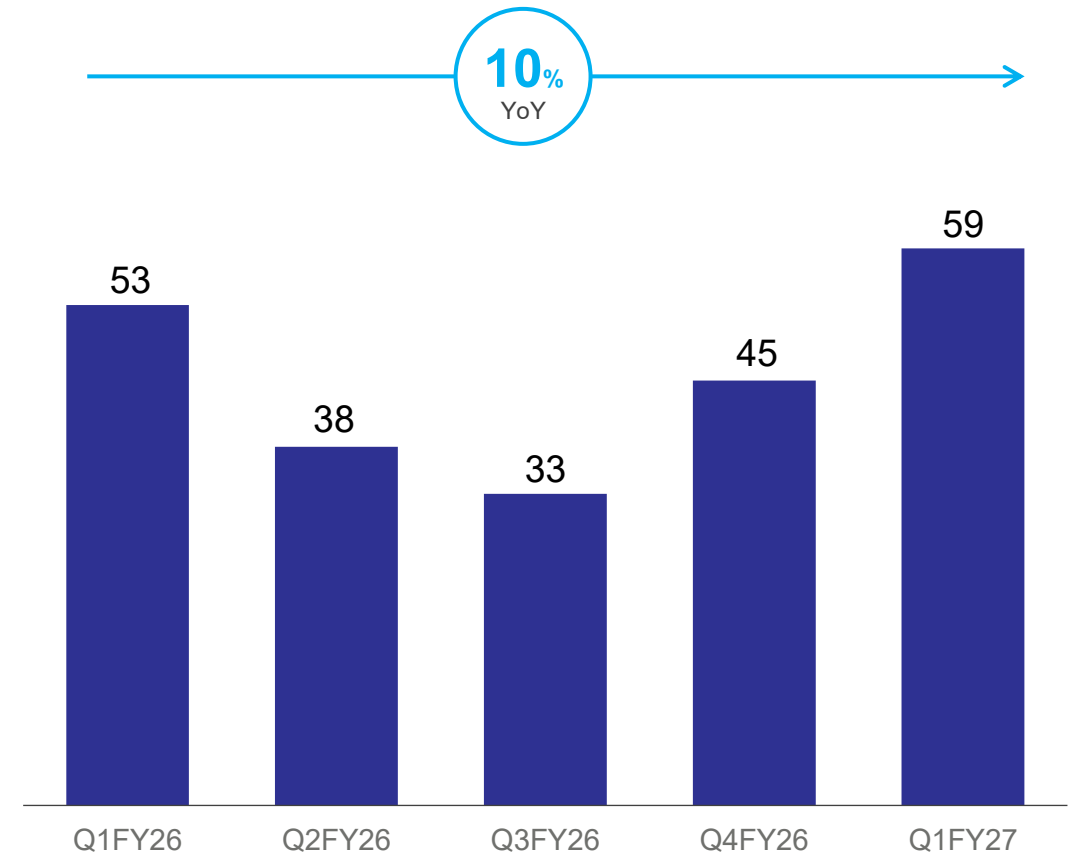


(₹ in Crore)

Yearly trends



Quarterly trends



Financial Performance

(₹ in Crore)

Q4FY26	Q1FY27	YoY	Metrics	FY22	FY23	FY24	FY25	FY26	CAGR
34	36	47%	Revenue from Operations	35	43	54	66	119	35%
34	42	47%	Total Revenue	38	47	62	76	128	35%
12	13	44%	Manpower Expenses	18	22	31	39	42	24%
17	20		Other Expenses ¹	9	11	16	22	56	
29	33	64%	Total Expenses	27	33	47	61	98	38%
5	3		EBITDA	9	10	7	5	21	24%
16%	9%		EBITDA Margin(%)	25%	24%	13%	7%	17%	
3	3		Others ²	4	4	12	3	10	
3	6		Net Profit	8	10	3	12	20	25%
9%	15%		Net Profit Margin(%)	21%	22%	5%	15%	16%	
45	59		Billing	42	48	70	94	170	42%
10	16		Cash flow from Operations	10	21	24	23	49	49%
124	146		Deferred Revenue	22	27	44	72	124	54%

1) Includes Marketing & Sales Promotion, and Other Operating Expense

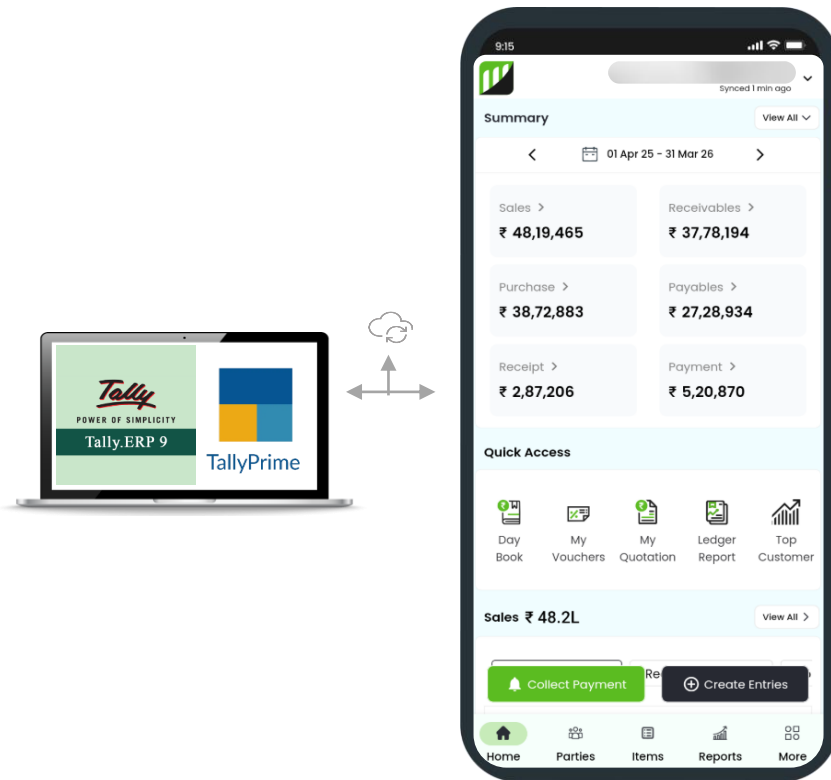
2) Others include – Depreciation, Finance Cost & Tax Expense



Livekeeping – Tally on Mobile & Web



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



Dashboard



Invoicing



Tally Backup



E-way Bills and
E-invoicing



Receivables &
Payables



Payment
Reminders

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



IndiaMART InterMESH Ltd

Livekeeping Technologies Pvt Ltd

IndiaMART Investment: **Rs. 103 Crore**, Holding: **100%**

Environment, Social and Governance

Commercial Solar Power Plant

Environment, Social and Governance

Driving Digital Enablement



Reduction in travel
and transport

Reduces
paper wastage

Empowering Small City Buyers



100% Free Assistance
to Buyers

~48% Buyers from Small
Cities

Excellence in Corporate Governance



Diverse & Inclusive
Board

Stakeholders
Management

Eco-efficient Operations



Emissions of 0.03 TCO₂e
per Mn Turnover

IGBC2 LEED Gold
Certified Corp. Office

Transforming Small Suppliers



Cost-Effective
Business Enablement

8.5Mn served
free of charge

Trusted Systems and Processes



Risk Management
Business Continuity
Information Security
Data Privacy



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[Seller Testimonials](#)



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[Seller Testimonials](#)



Figures as on March 31, 2026

IndiaMART InterMESH Ltd

Community Improvement – Education and Infrastructure

1.8 Million+ lives impacted



**97,000+
Students**

Math's Improvement & Localized
Science Content Development for
95 Social Welfare & 1500 Basic
& Madhyamik Schools in UP



**1,50,000
Children**

Participating in
Entrepreneurship Development
Programme

**1,500 ideas Received
Incubation Support**



**1,200+
Underprivilege
Students supported**
Infrastructure Enhancement at
MM Hills, Karnataka



**26K +
Students
Impacted**

Transforming learning spaces
with modern infrastructure,
water facilities and sanitation
in 45+ Schools

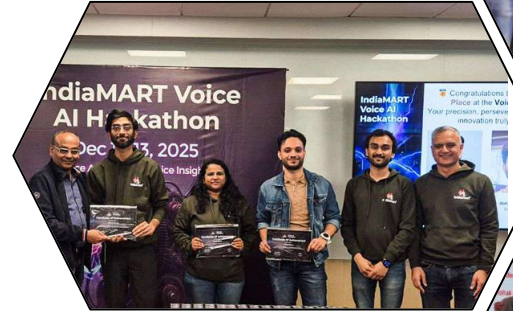


Nurturing People

15% Employees
with 5+ years



700+ employees
covered in ESOP¹



~28%
Females²



- 1) Employees covered under Indiamart Employee Stock Benefit Scheme 2015 and 2018 who vested stocks till date
- 2) Females working in verticals other than sales and servicing
- 3) Figures as on March 31, 2026

Independent Director(s)



Lead Independent
Director

Pallavi Dinodia Gupta

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

Experience

S R Dinodia & Co LLP



Independent
Director

Vivek Narayan Gour

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

Experience

Tata Finance, Genpact India, GE Capital Services India



Independent
Director

Manish Vij

Master's in management science and Bachelor's degree from Devi Ahilya Vishwavidyalaya

Experience

Smile Group, SVG Media Pvt, Quasar, Tyroo, Zupee



Independent
Director

Sandeep Kumar Barasia

MBA from London Business School and B.Com, Bond University, Australia

Experience

Bay Capital, Delhivery, Bain & Company



Independent
Director

Vasuta Agarwal

PGDM from IIM Bangalore and B.E. from Birla Institute of Technology & Science, Pilani

Experience

Gnani.ai, InMobi, McKinsey & Company, Intel Technologies India

63% Independent directors

100% Board Meetings chaired by Independent directors





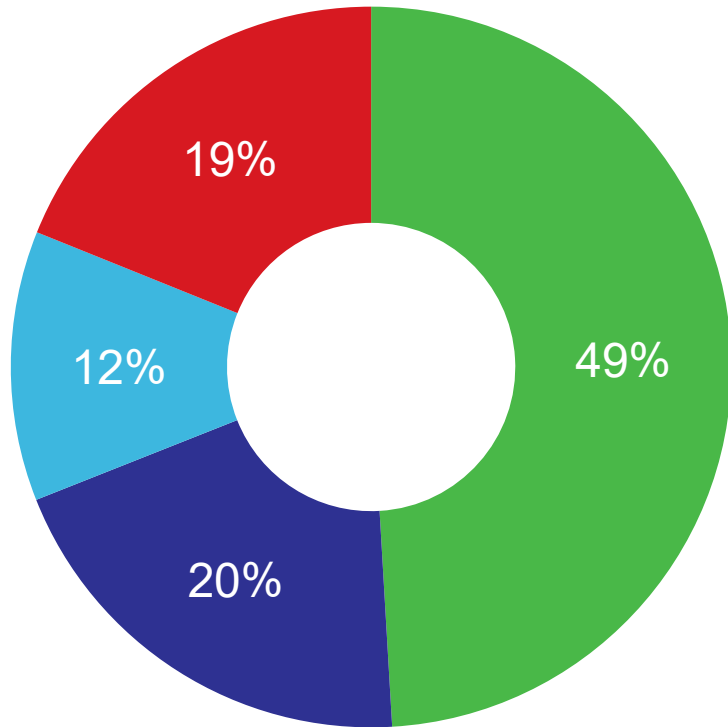
Handheld Inventory Scanner

Shareholders and Team



Shareholding Pattern

Total Equity Shares Outstanding as on June 30, 2026 - 6,01,43,148



- 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

Nalanda India

ICICI Prudential Mutual Fund

UTI Mutual Fund

Vanguard Group

Ishares Core MSCI



Leadership Team



Dinesh Chandra Agarwal
MD & CEO

B.Tech (HBTI)

Experience

Founder(IndiaMART), HCL America, C-Dot, CMC



Brijesh Kumar Agrawal
WTD

PGDBM (NIILM), BMS (Lucknow University)

Experience

Co-Founder (IndiaMART), Miebach Logistics India



Manoj Bhargava
WTD, GC & CS

B.Com(H), LLB(DU), LLM (IP Univ. Delhi), CS

Experience

HT Media, Varun Beverages, Barista Coffee Company, India Today Group



Jitin Diwan
CFO

CA, B.Com(H) (DU)

Experience

Upstox, Amazon India, Bharti Airtel, Vodafone



Prateek Chandra
CSO

CA, B.Com(H) (SRCC)

Experience

Bharat S. Raut & Co (KPMG), EXL, HT Media



Dinesh Gulati
COO

B.Tech (HBTI), MBA (FMS)

Experience

Kodak India, Bharti Airtel, Reliance Infocomm, Indian Express



Amarinder S. Dhaliwal
CPO

B.Tech (IIT Delhi), MBA (IIM A)

Experience

Micromax, BCCL, TIMES Internet, SBI Capital Markets



Nikhil S Prabhakar
CIO

B.Tech (NITK Surathkal), MBA (FMS)

Experience

Pristyn Care, Ola Financial Services, Bharti Airtel, GoodHealth Technologies



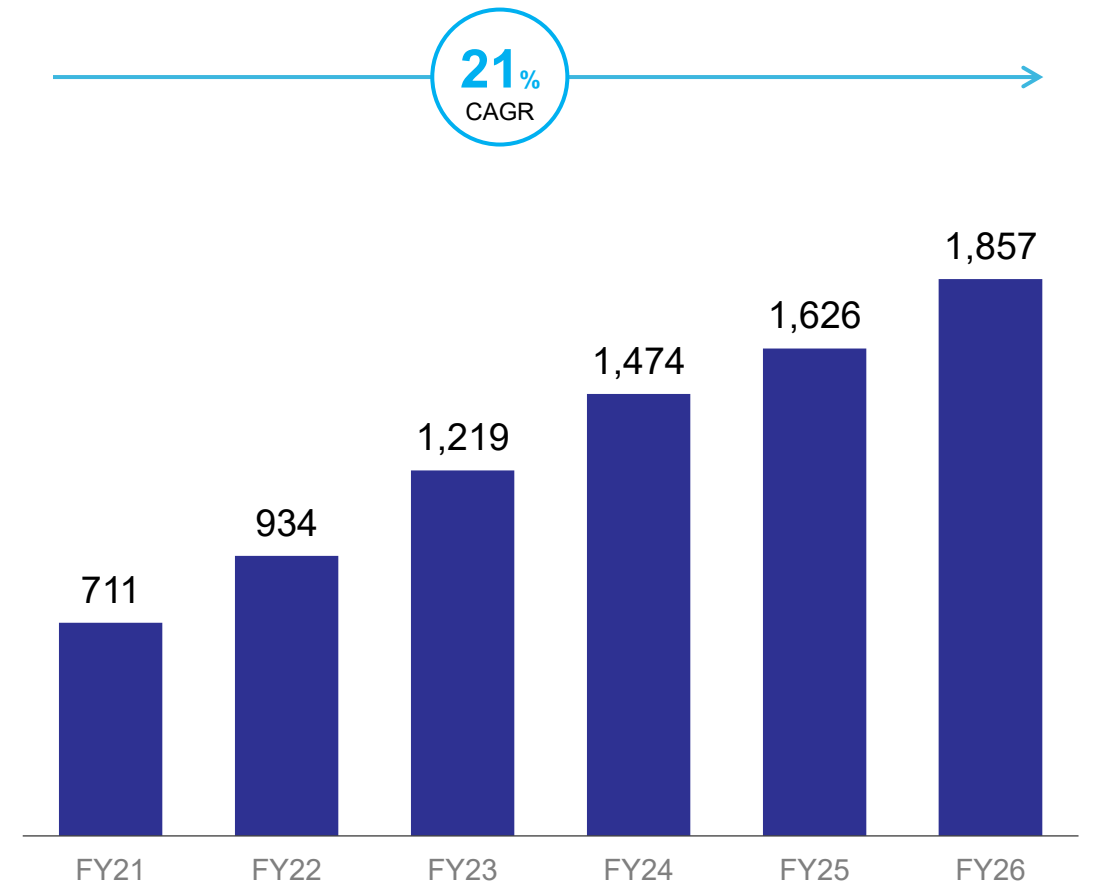


APPENDIX

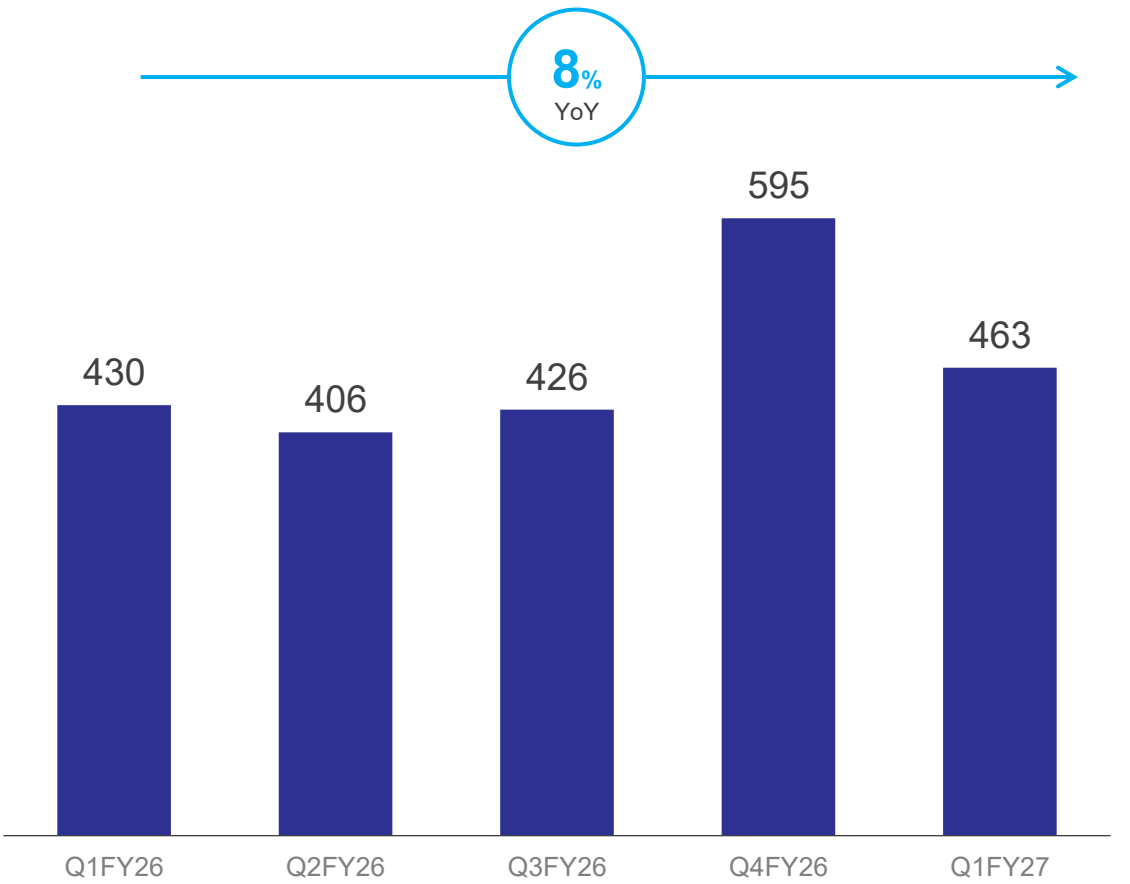
Collections from Customer - Consolidated

(₹ in Crore)

Yearly trends



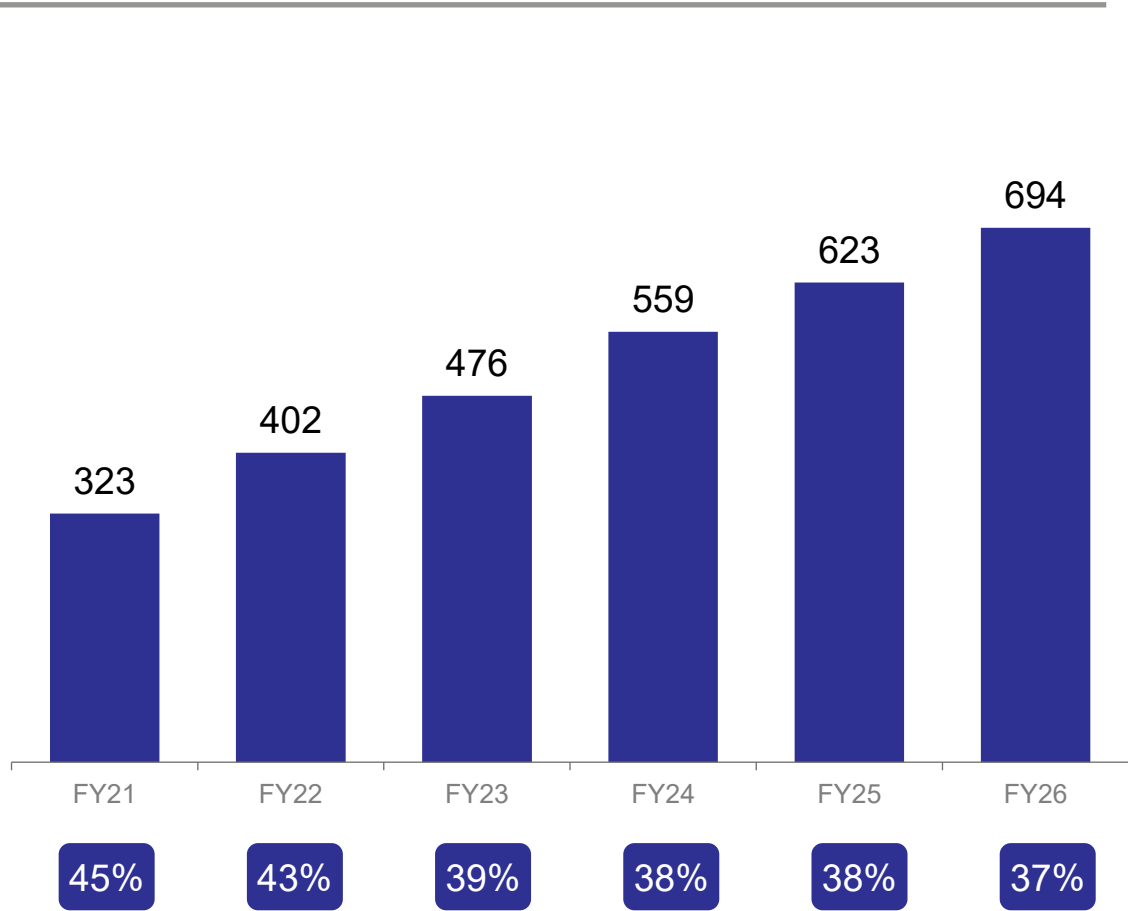
Quarterly trends



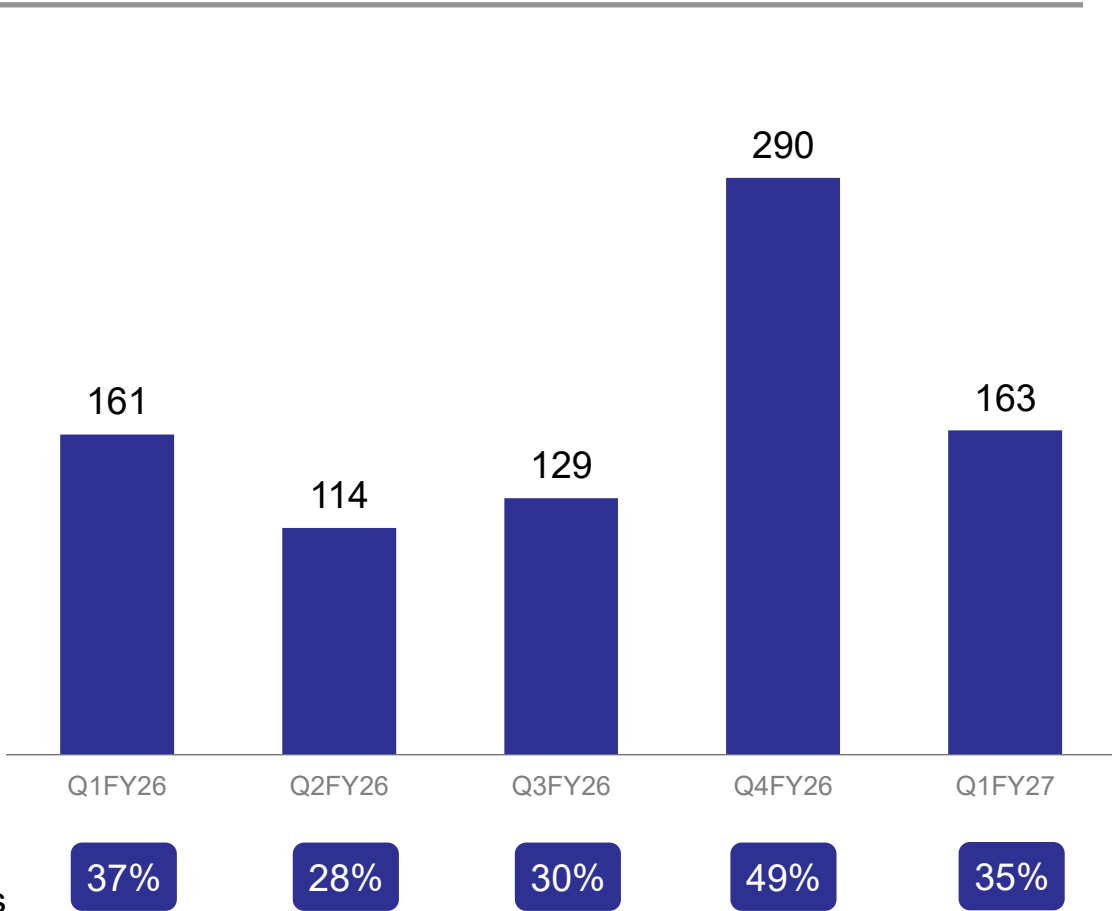
Cash Flow From Operations - Consolidated

(₹ in Crore)

Yearly trends



Quarterly trends

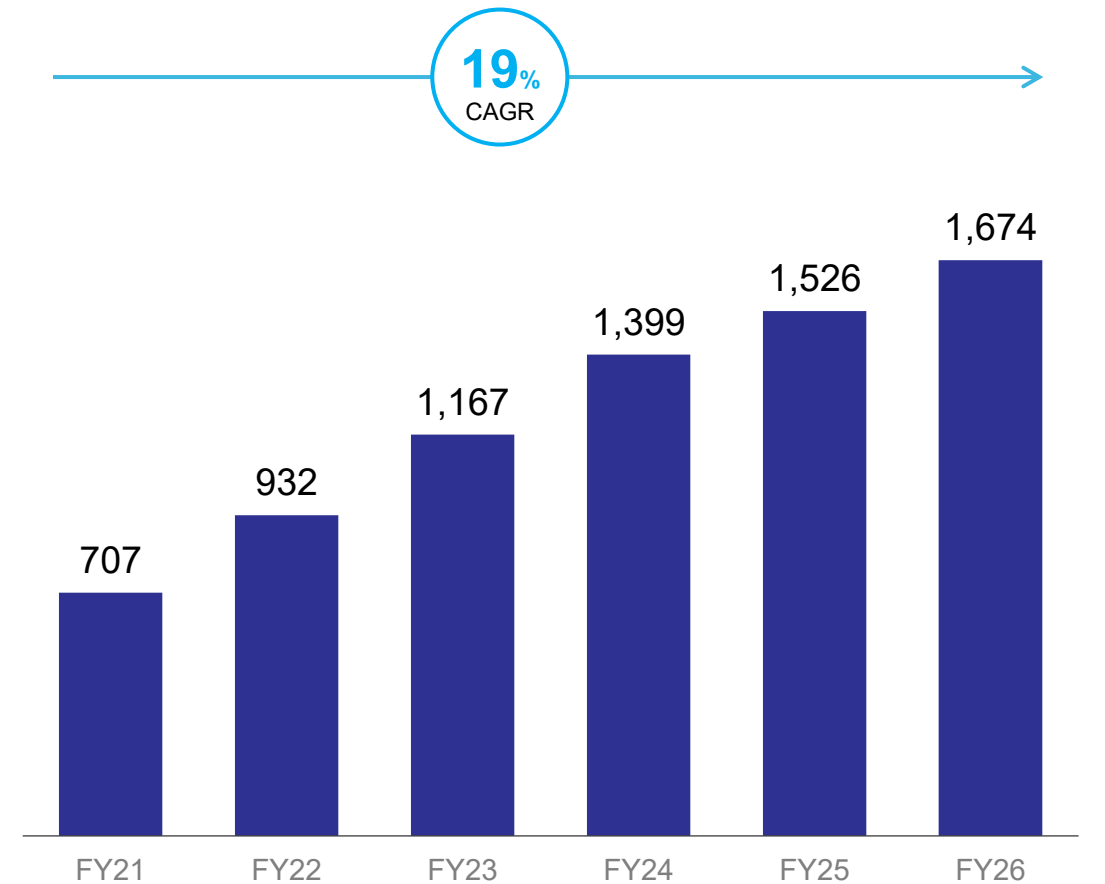


1) Fourth Quarter of the financial year traditionally has high Cash flow from Operations due to seasonal impact of Collections from Customers

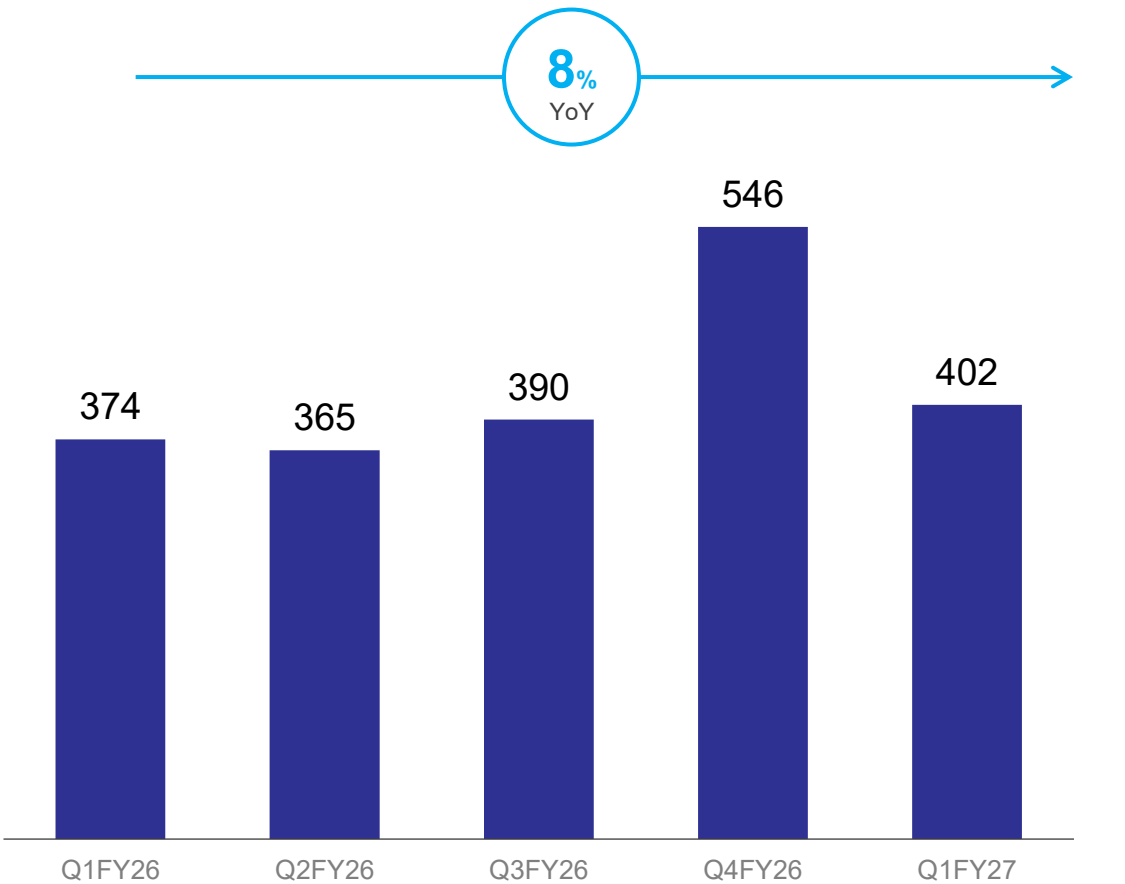
Collections from Customer – Standalone

(₹ in Crore)

Yearly trends

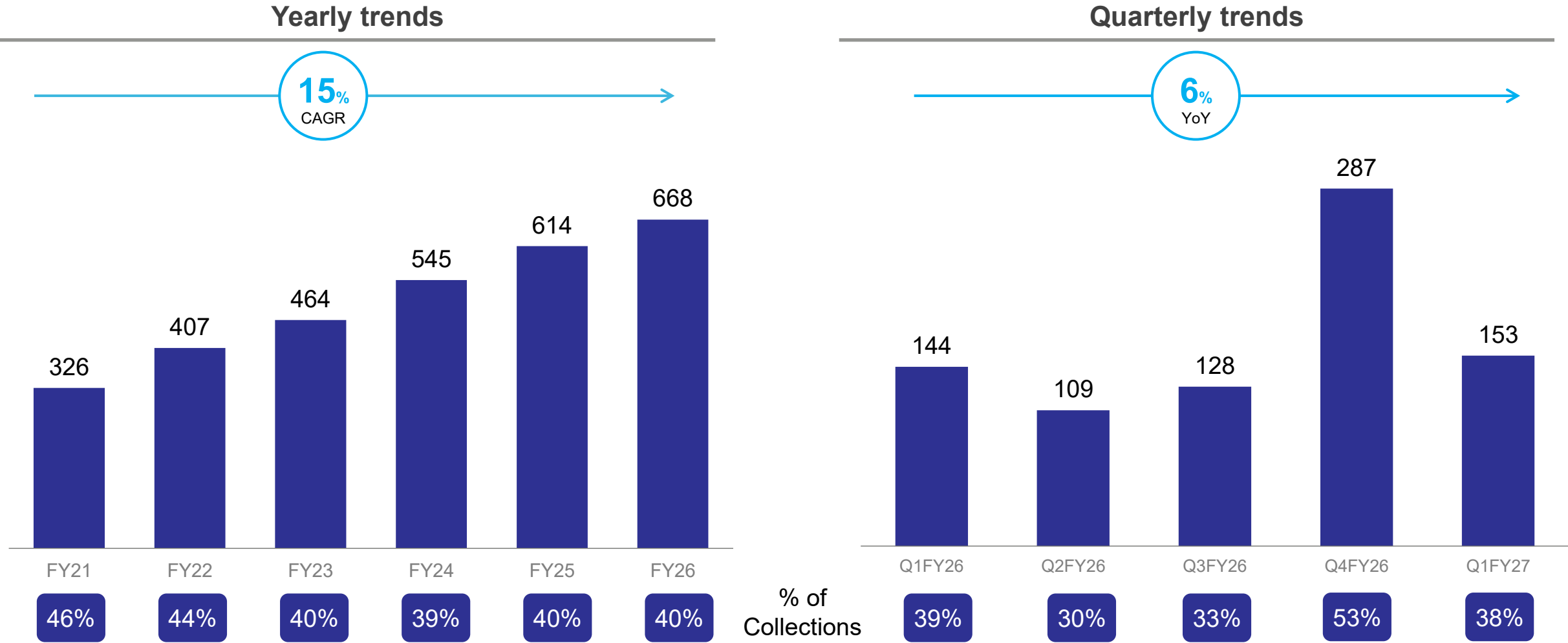


Quarterly trends



Cash Flow From Operations - Standalone

(₹ in Crore)

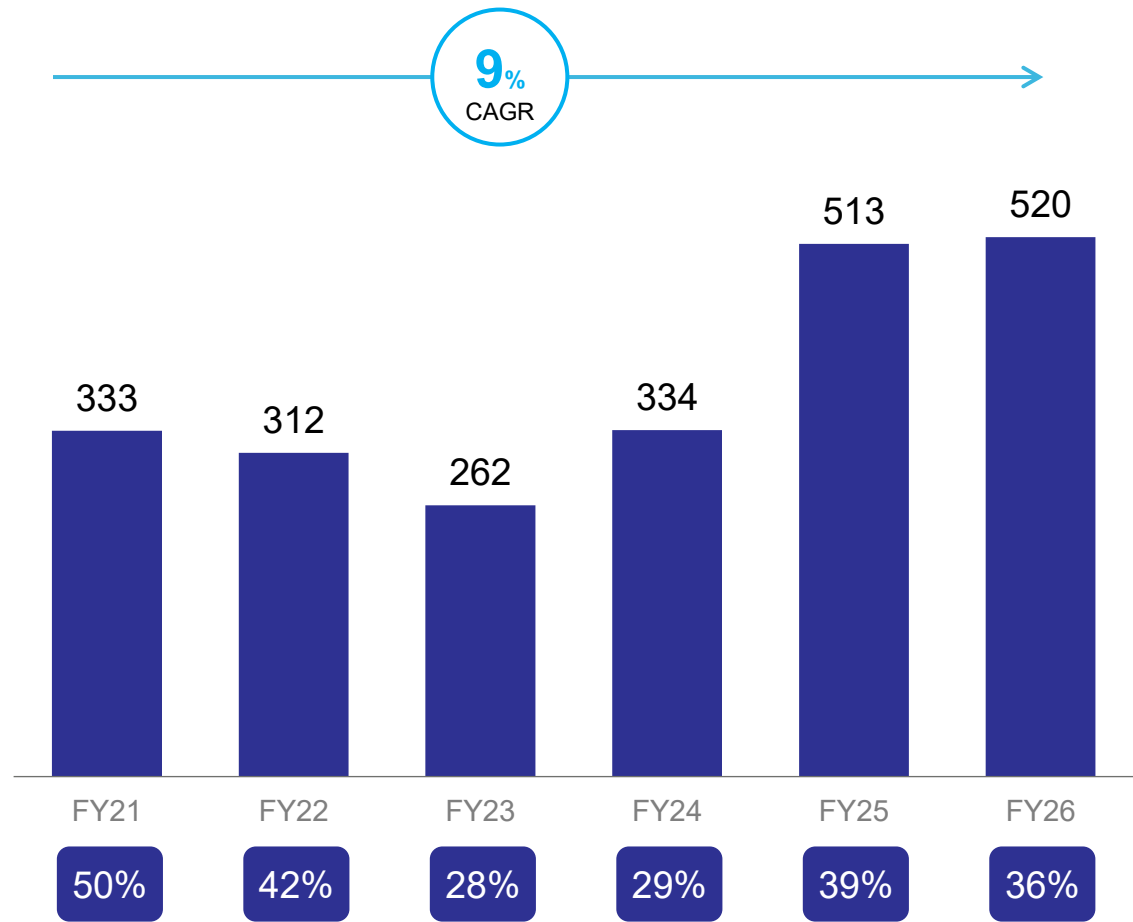


1) Fourth Quarter of the financial year traditionally has high Cash flow from Operations due to seasonal impact of Collections from Customers

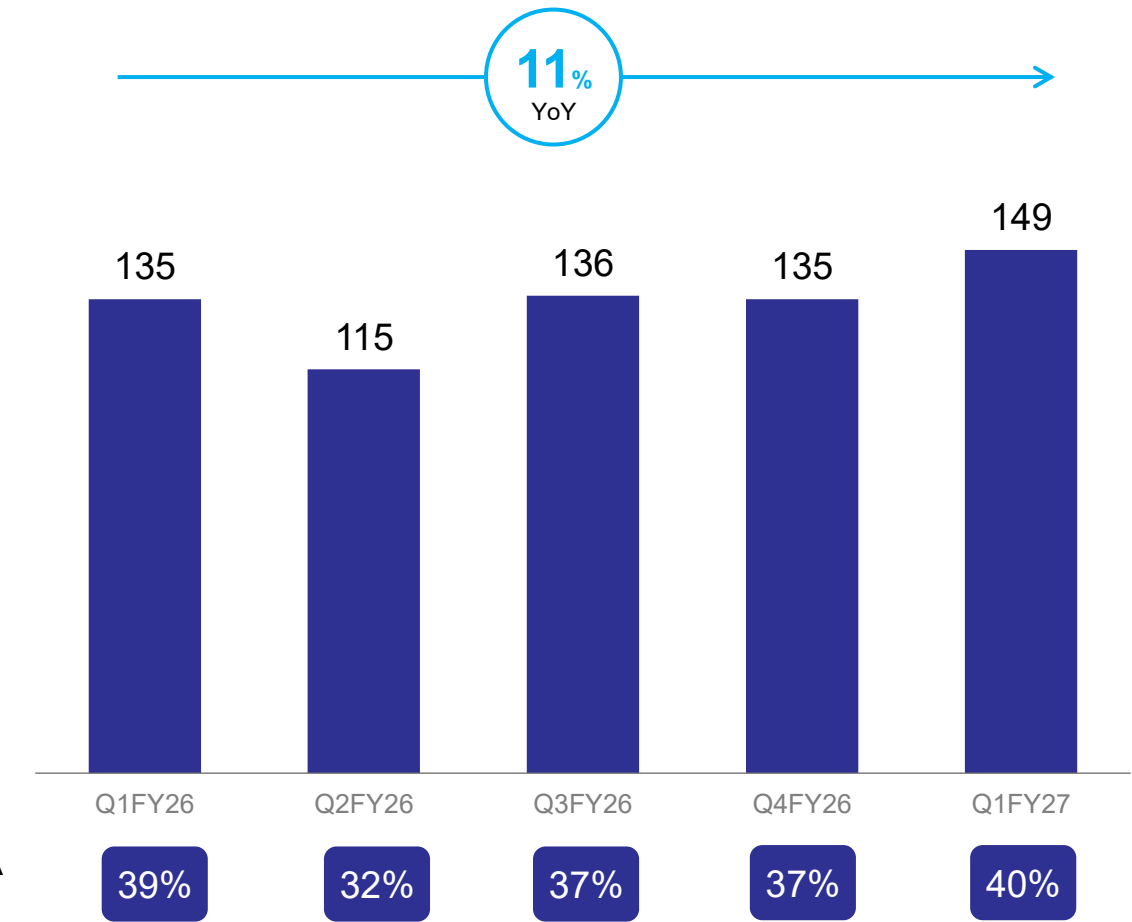
EBITDA - Standalone

(₹ in Crore)

Yearly trends



Quarterly trends



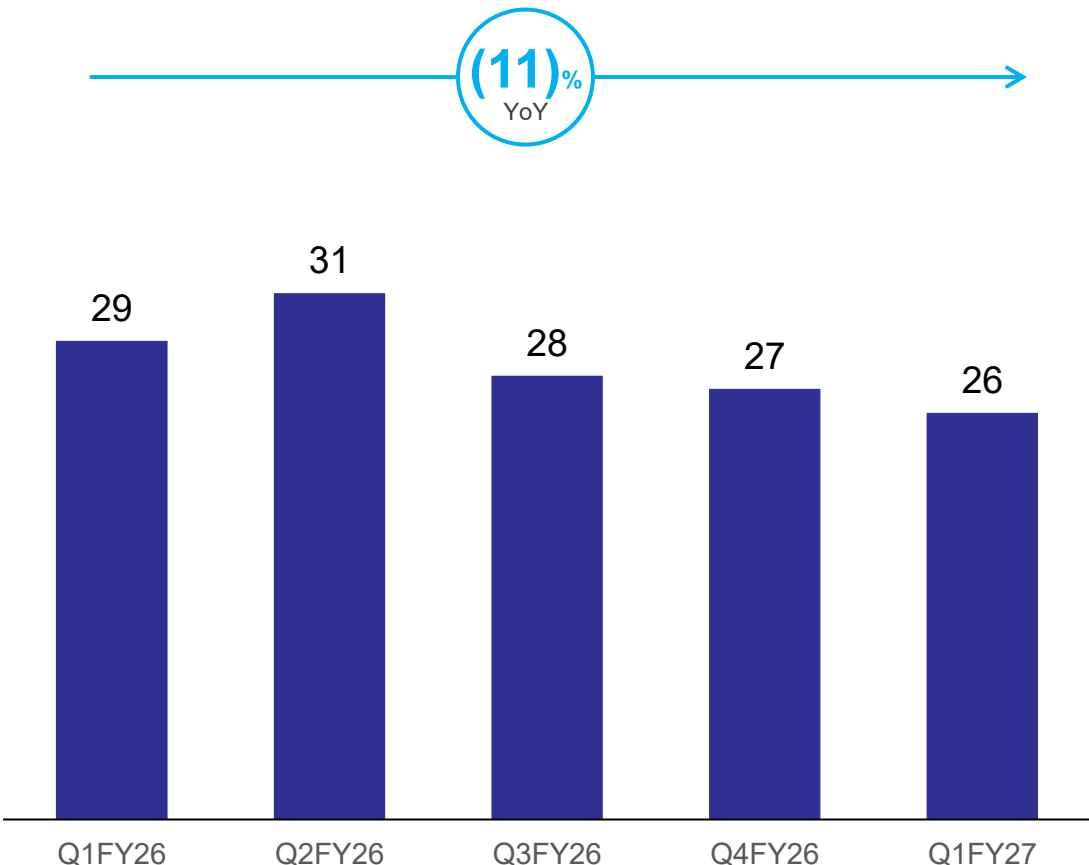
Unique Business Enquiries

(Figures in Millions)

Yearly trends



Quarterly trends



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 & Yearly trends, respectively





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/>

