



Make Doing Business Easy

Earnings Presentation

QUARTER ENDED
DECEMBER 31, 2020

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



Note: Map not to scale

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SUBSIDIARIES, ASSOCIATES & INVESTMENTS

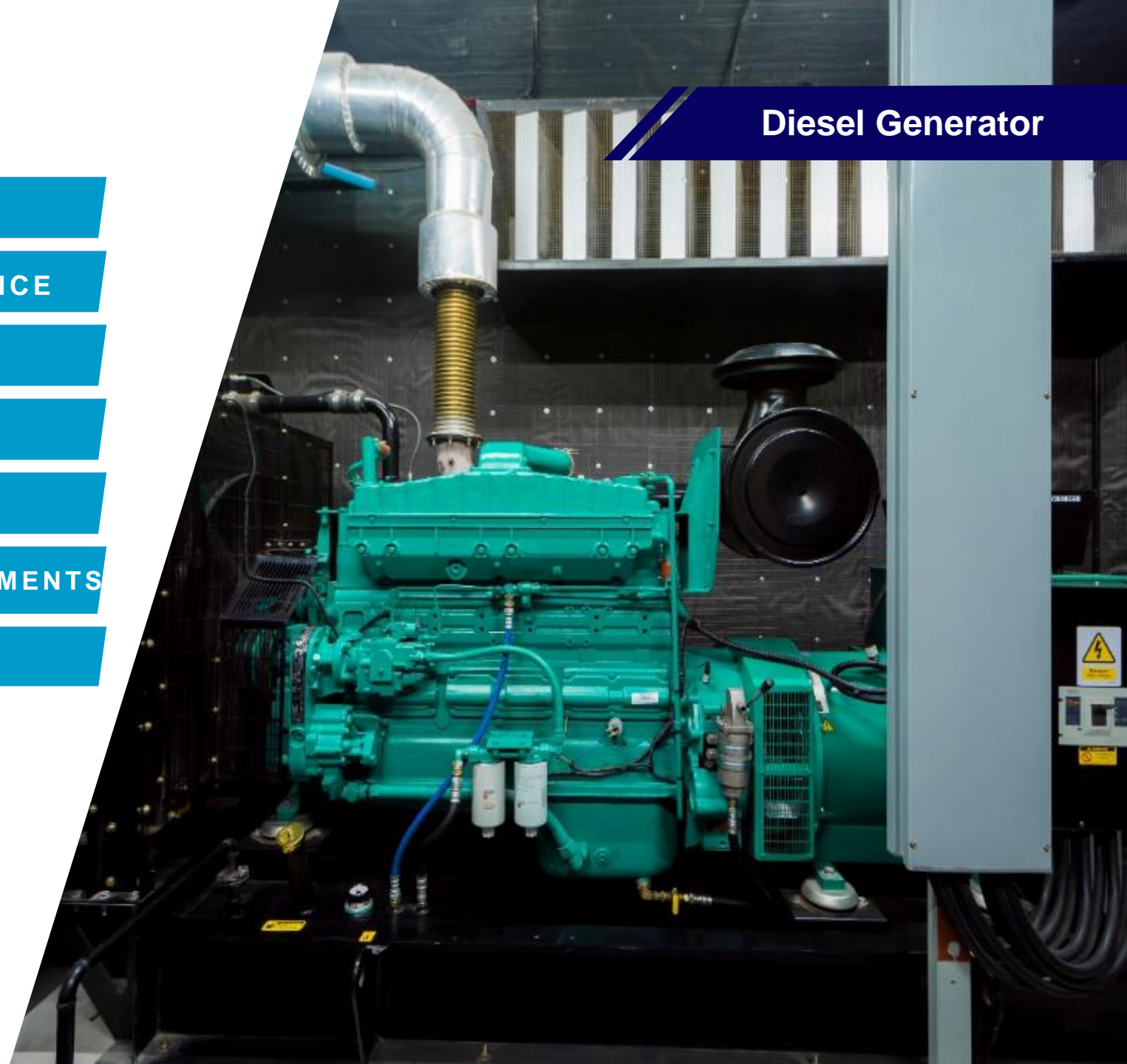
74

TEAM OVERVIEW

Diesel Generator



IndiaMART InterMESH Ltd



Safe Harbour

Harbour Crane

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Business Overview

Traditional Marketplace to Online Marketplace

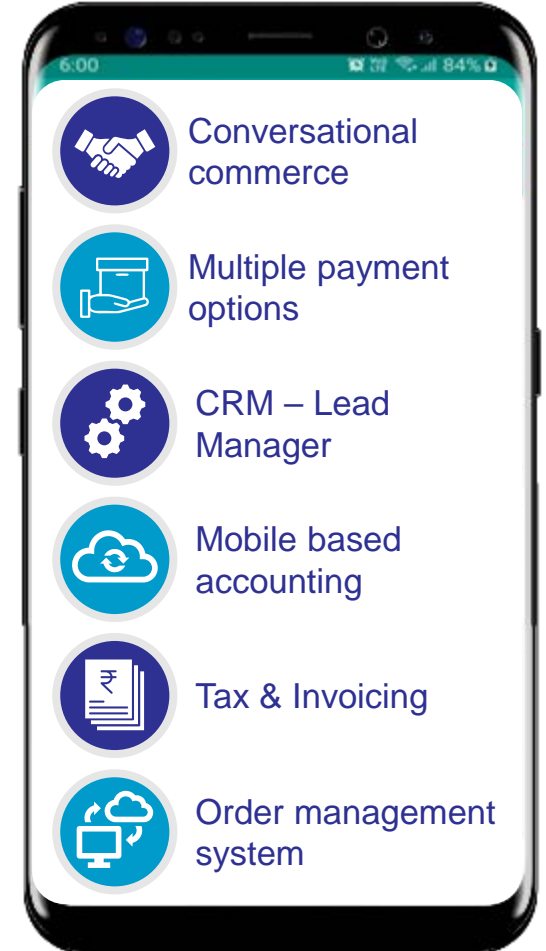
Offline Discovery



Online Discovery, Anytime, Anywhere



Additional services for business enablement



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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



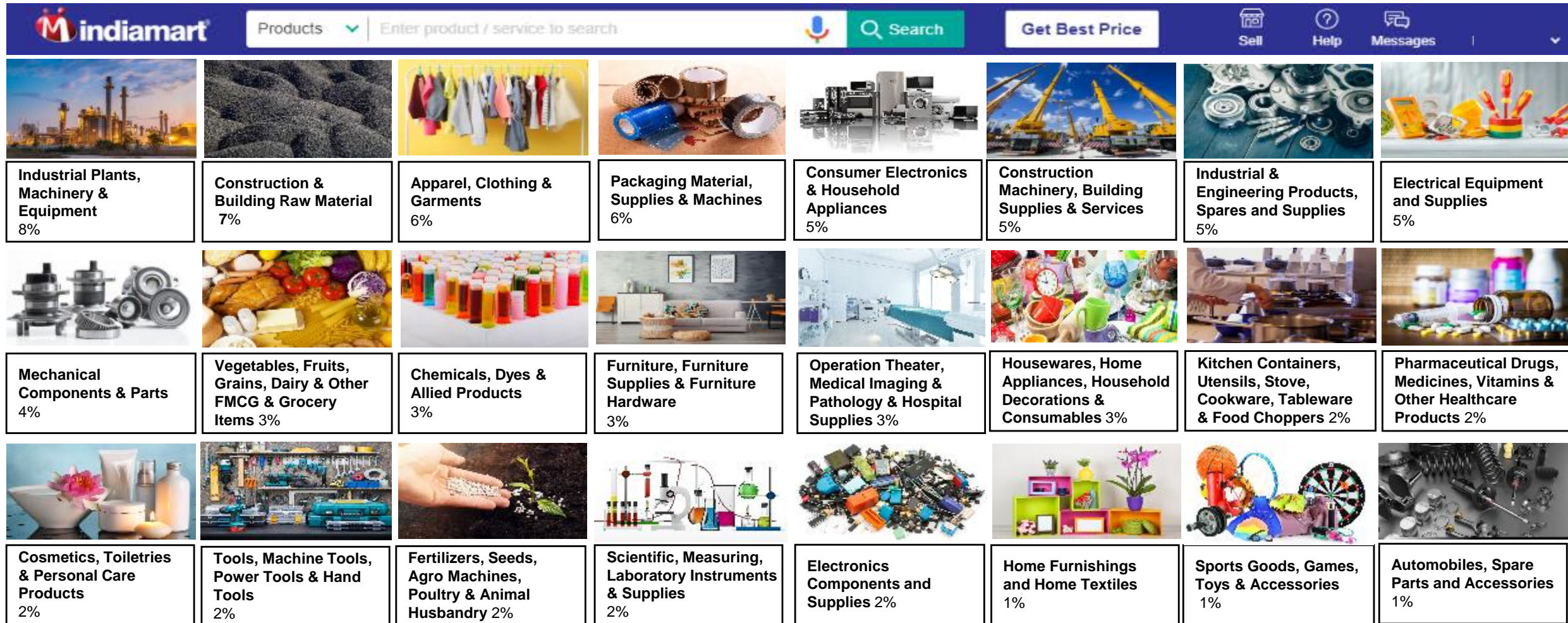
Subscription based revenue model with negative working capital



Services that Empower Businesses



Well Diversified Across 99,000+ Categories



Note: Figures have been rounded off;

(1) Live products listing as of March-20: ~67mn

56 Industries

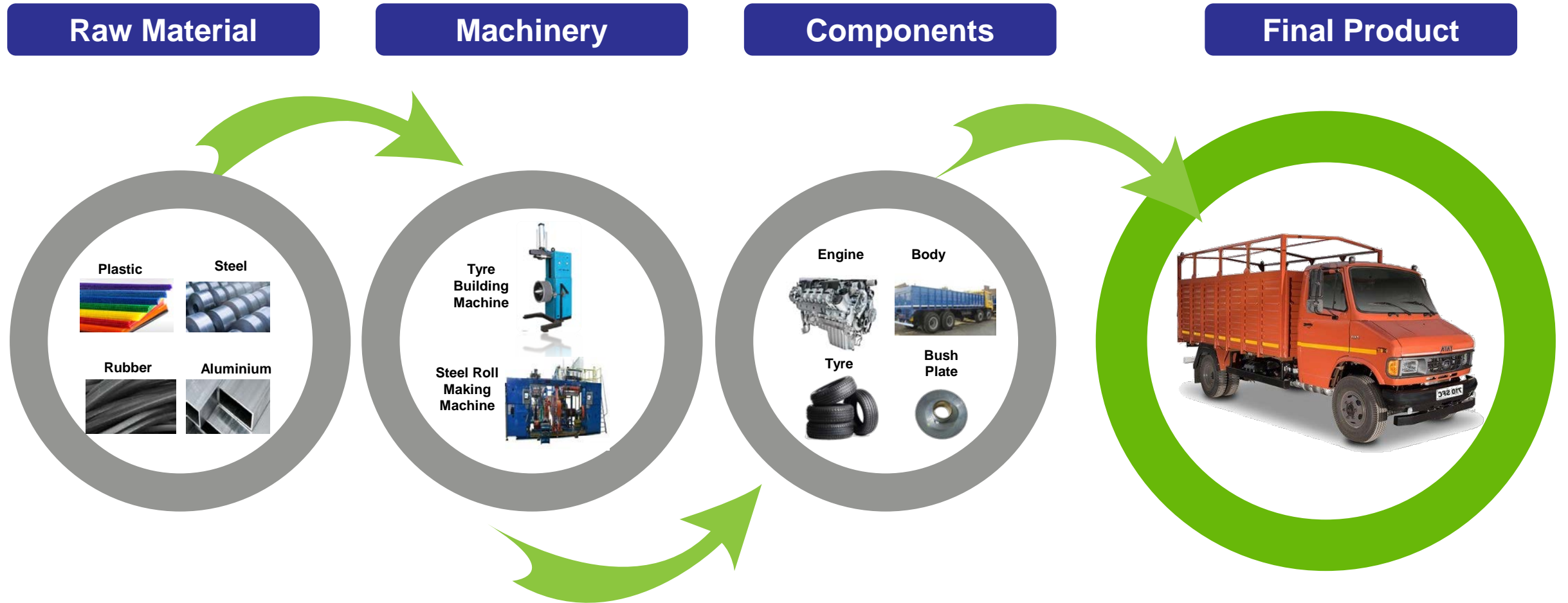
71Mn Products ⁽¹⁾

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

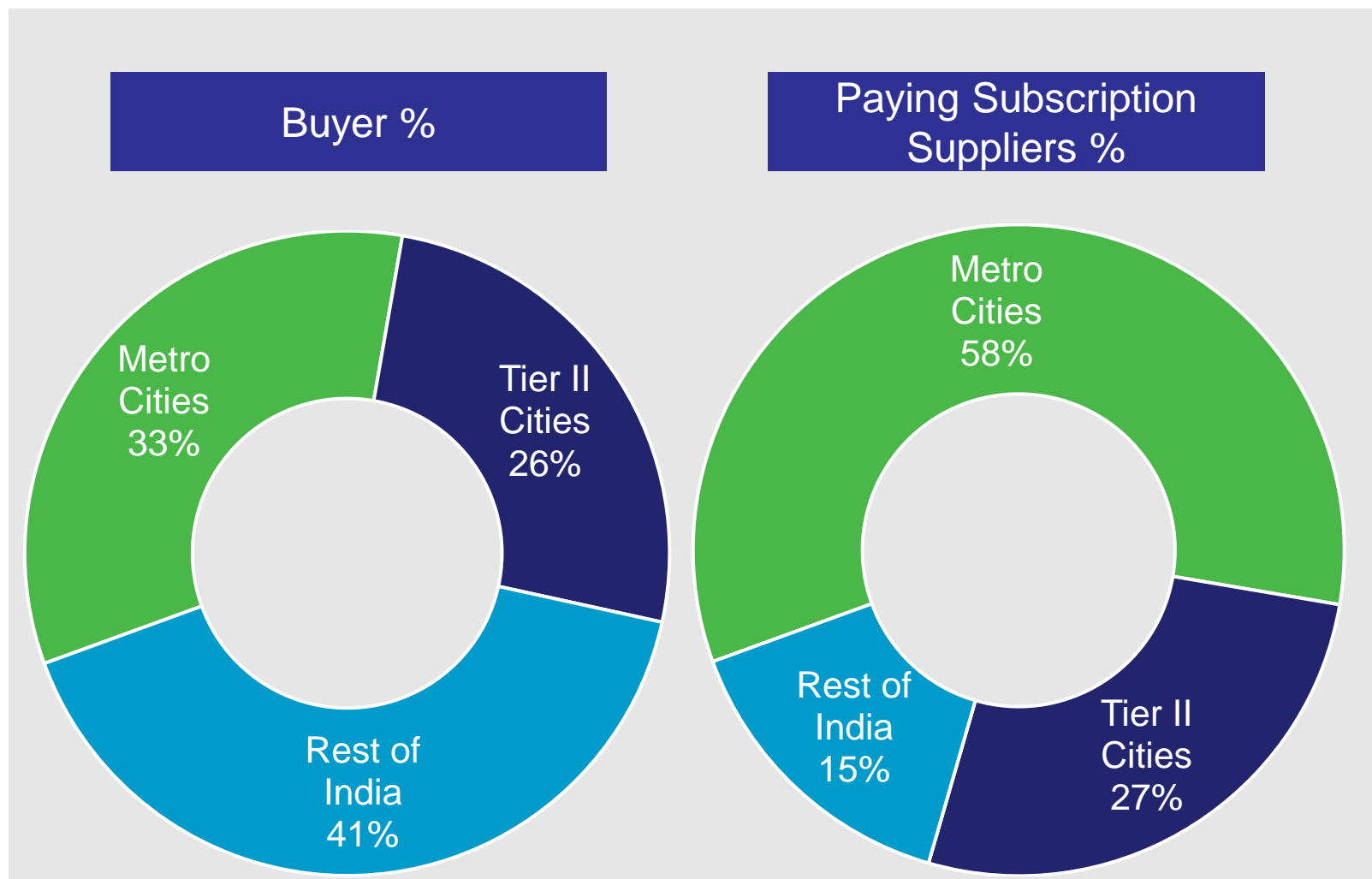


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End-To-End Value Chain Discovery



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 (~4000)

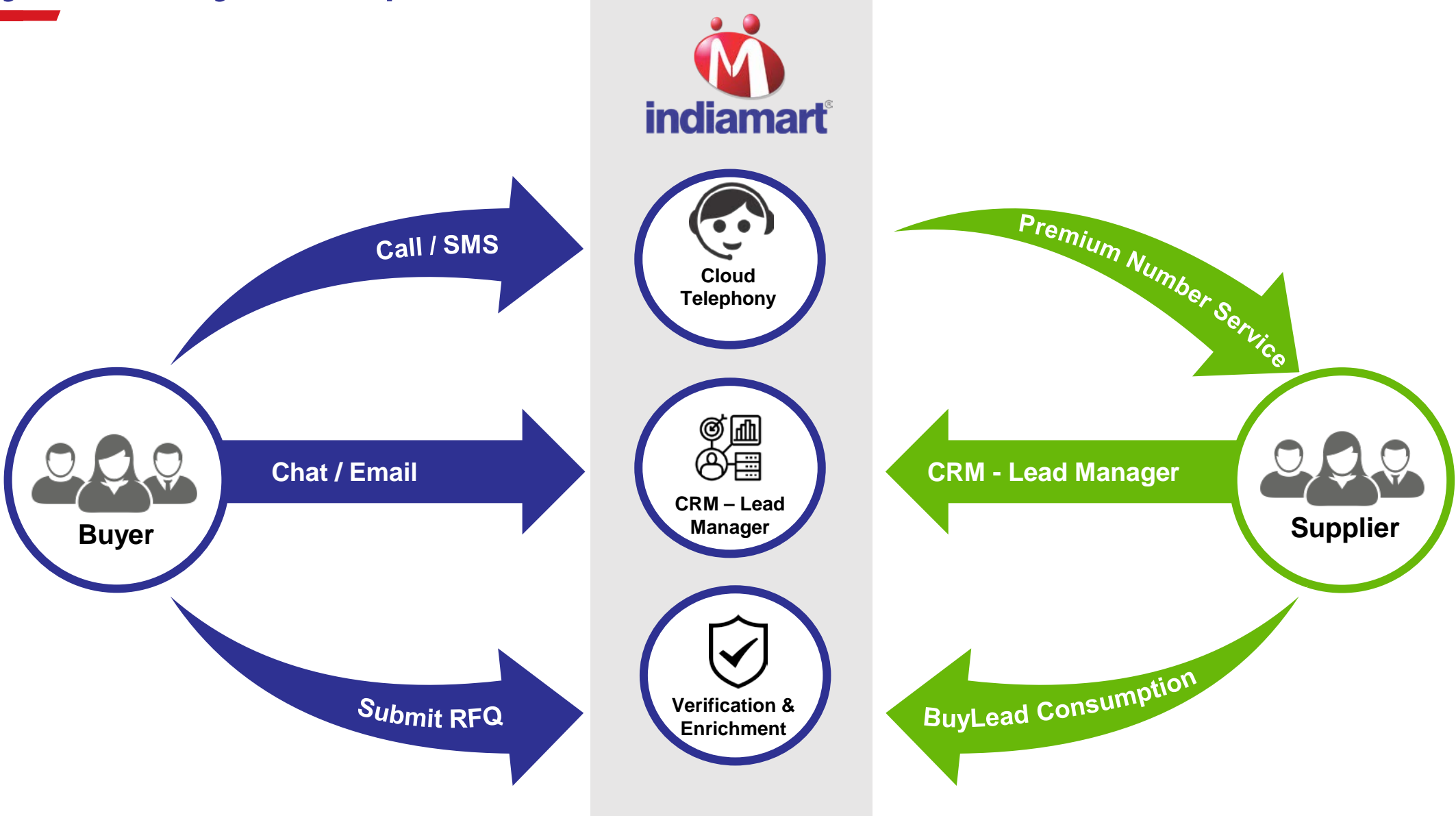
Population <500,000



Note: As on Dec 31, 2020; Note: Figures have been rounded off

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2-way Discovery Marketplace



Cloud Telephony – Premium Number Service



Buyers

- Instant connect
- Call responsiveness
- Call back from suppliers



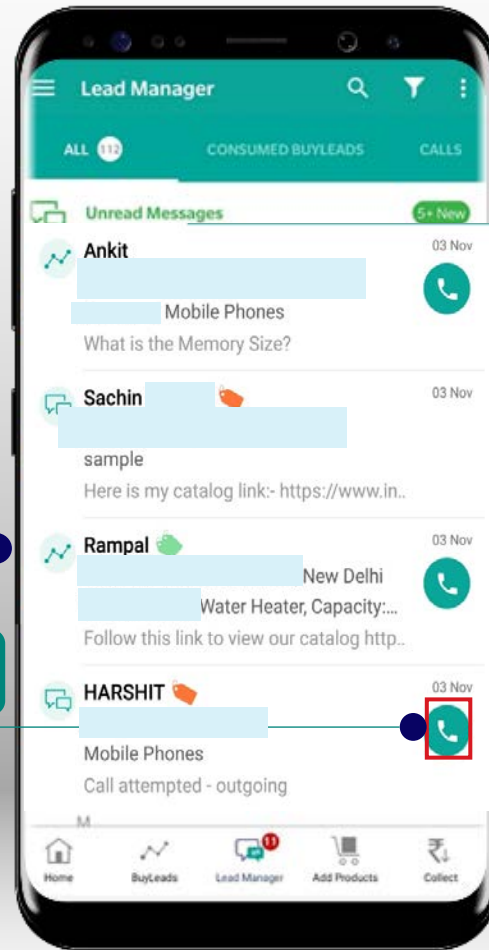
Suppliers

- Missed call notification
- Buyer profile
- No unsolicited calls

Helps Measure RoI and Responsiveness

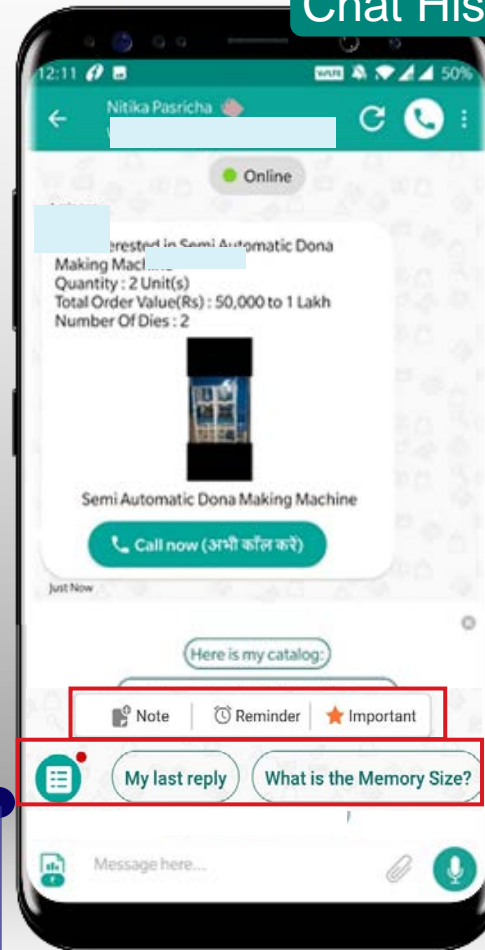


CRM – Lead Manager & Conversational Commerce



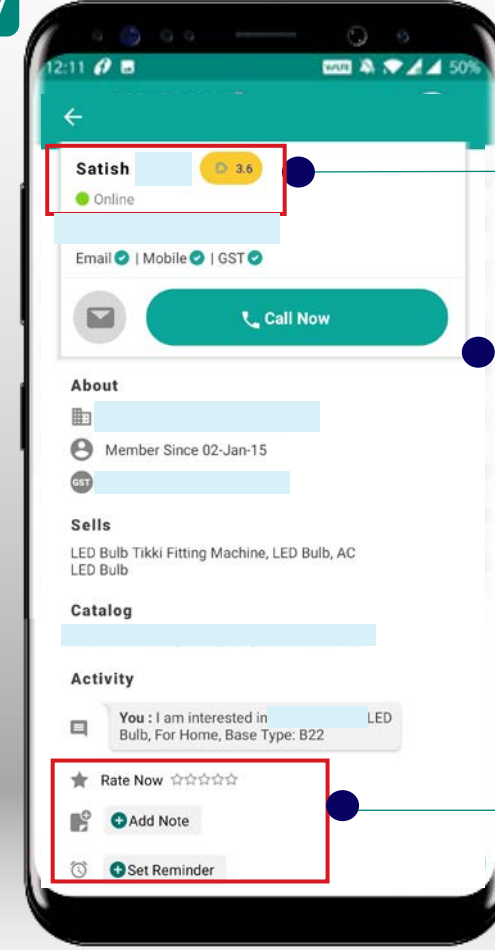
Add Labels

Direct Buyer Callback



Chat History

AI-based Smart Reply



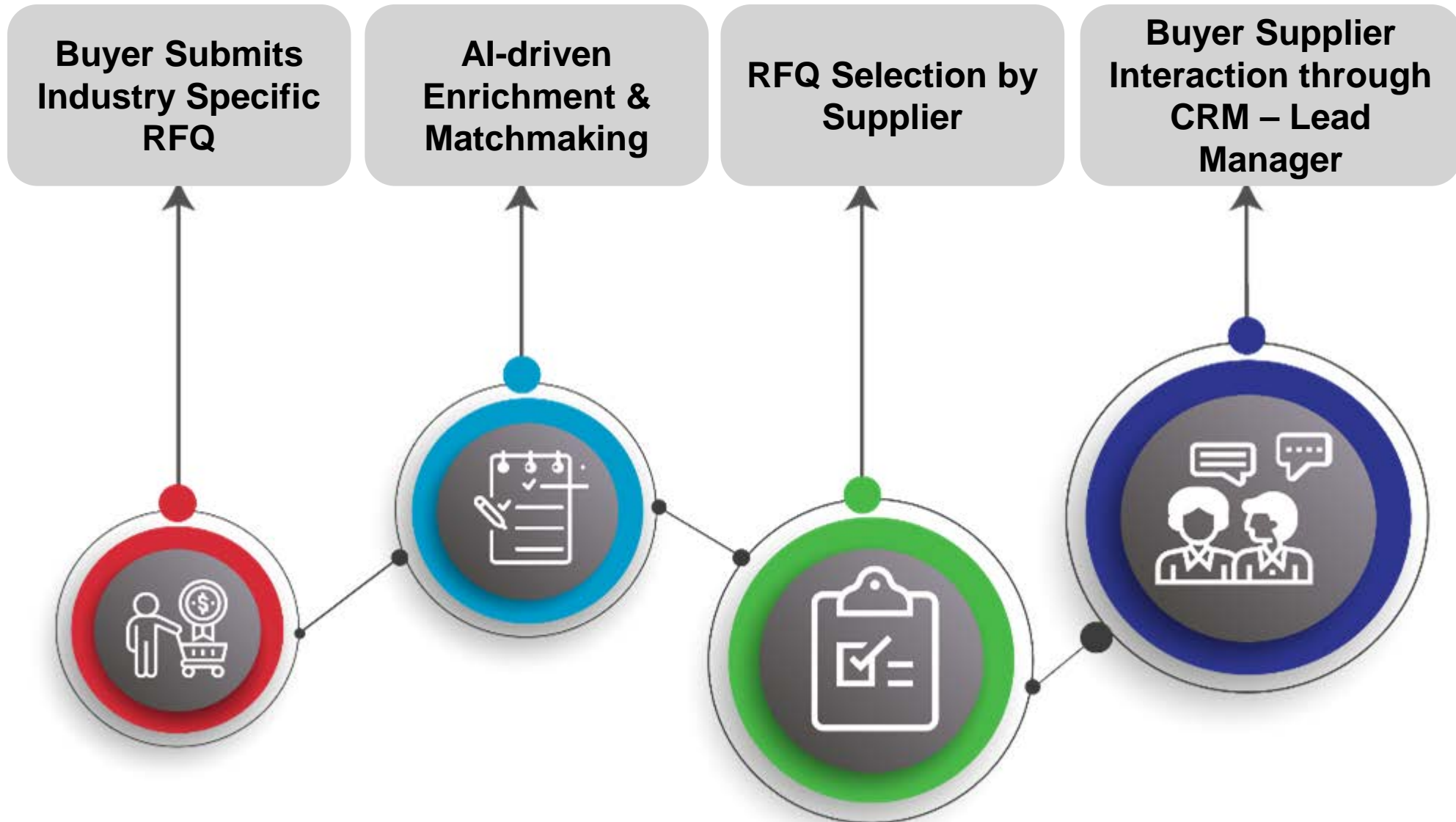
Reviews & Ratings

Call Option & Alerts

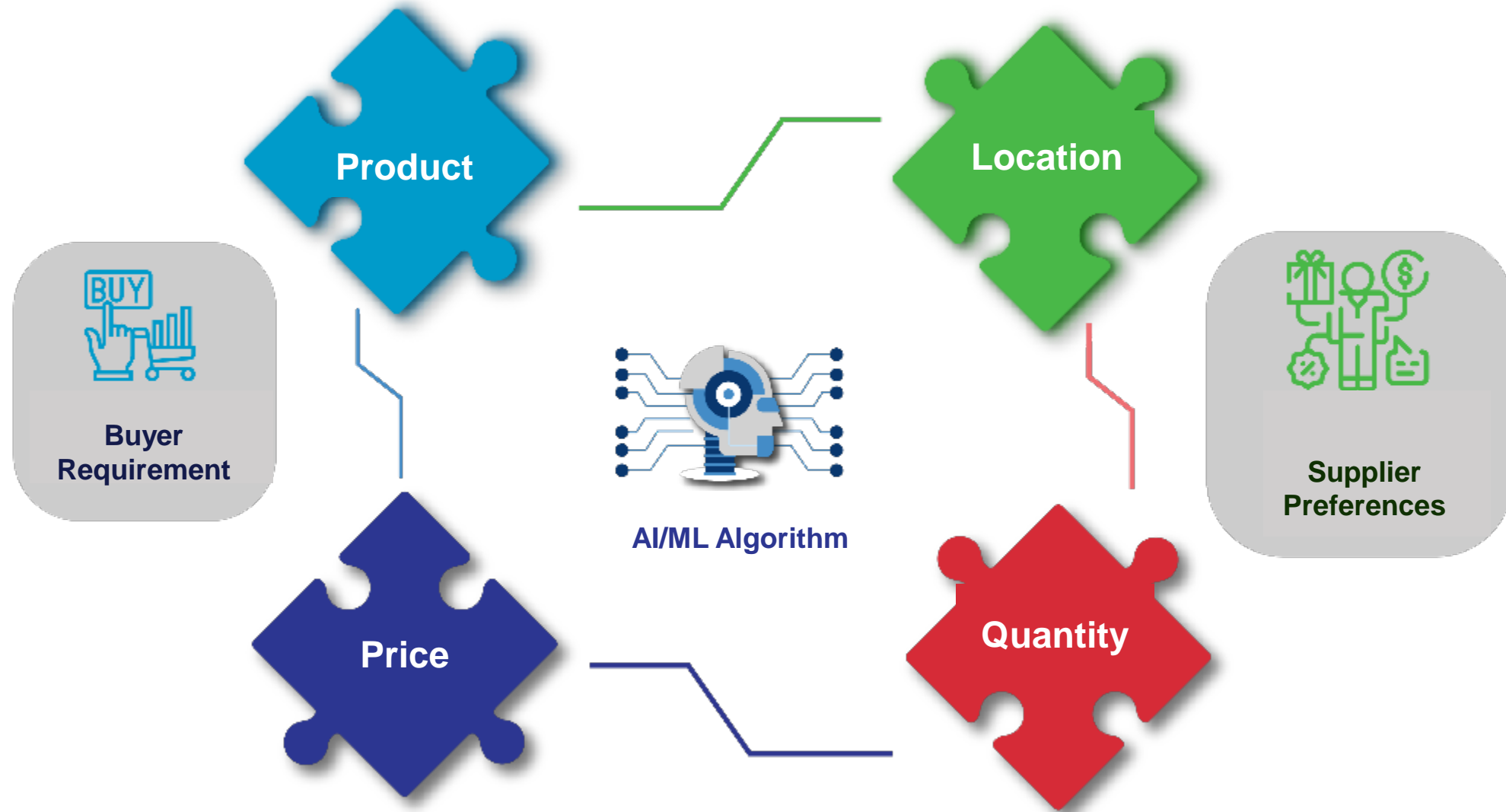
Add Notes, Set Reminders



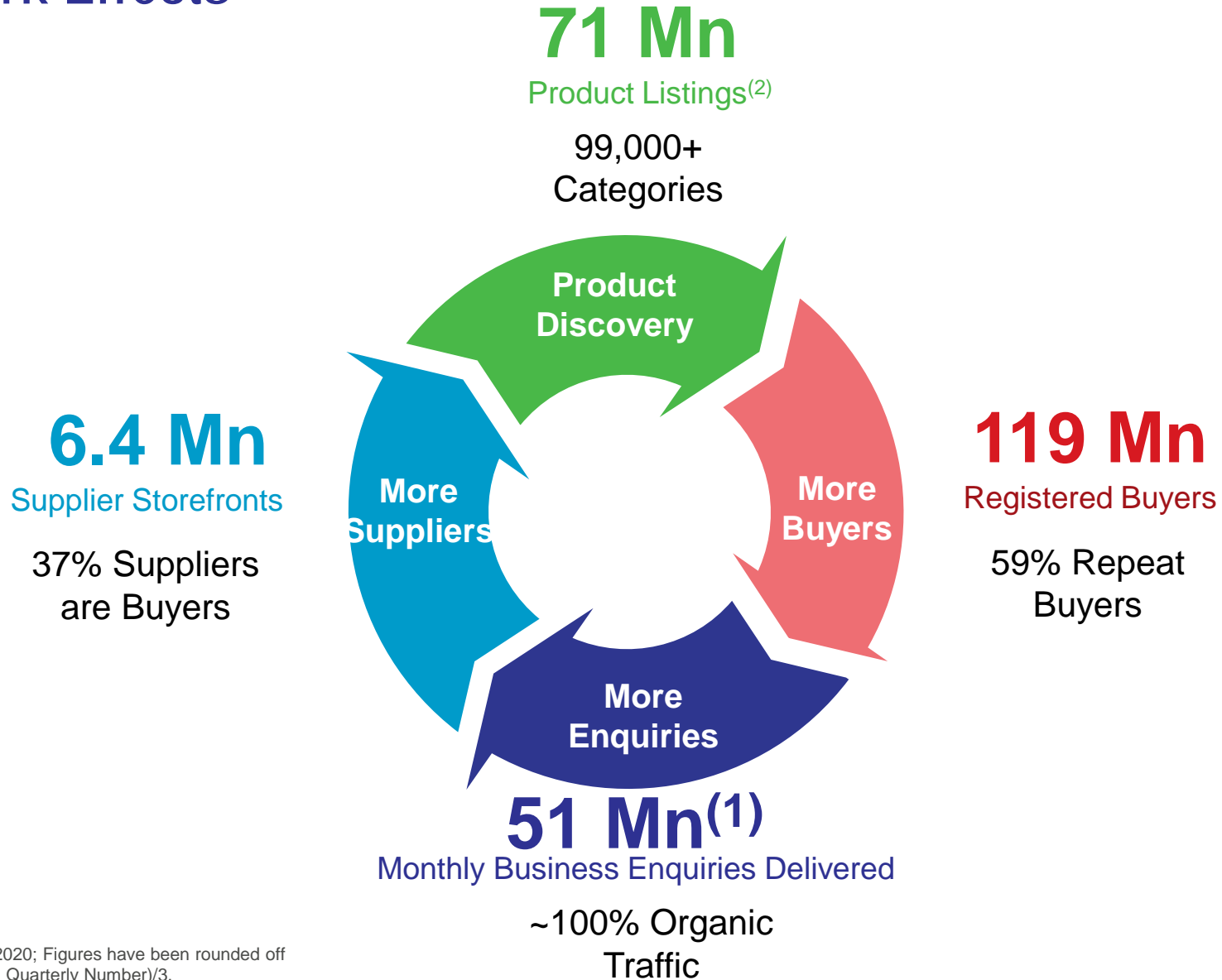
How RFQ / BuyLead Works



Behavioral Data Driven Algorithmic Matchmaking



Strong Network Effects



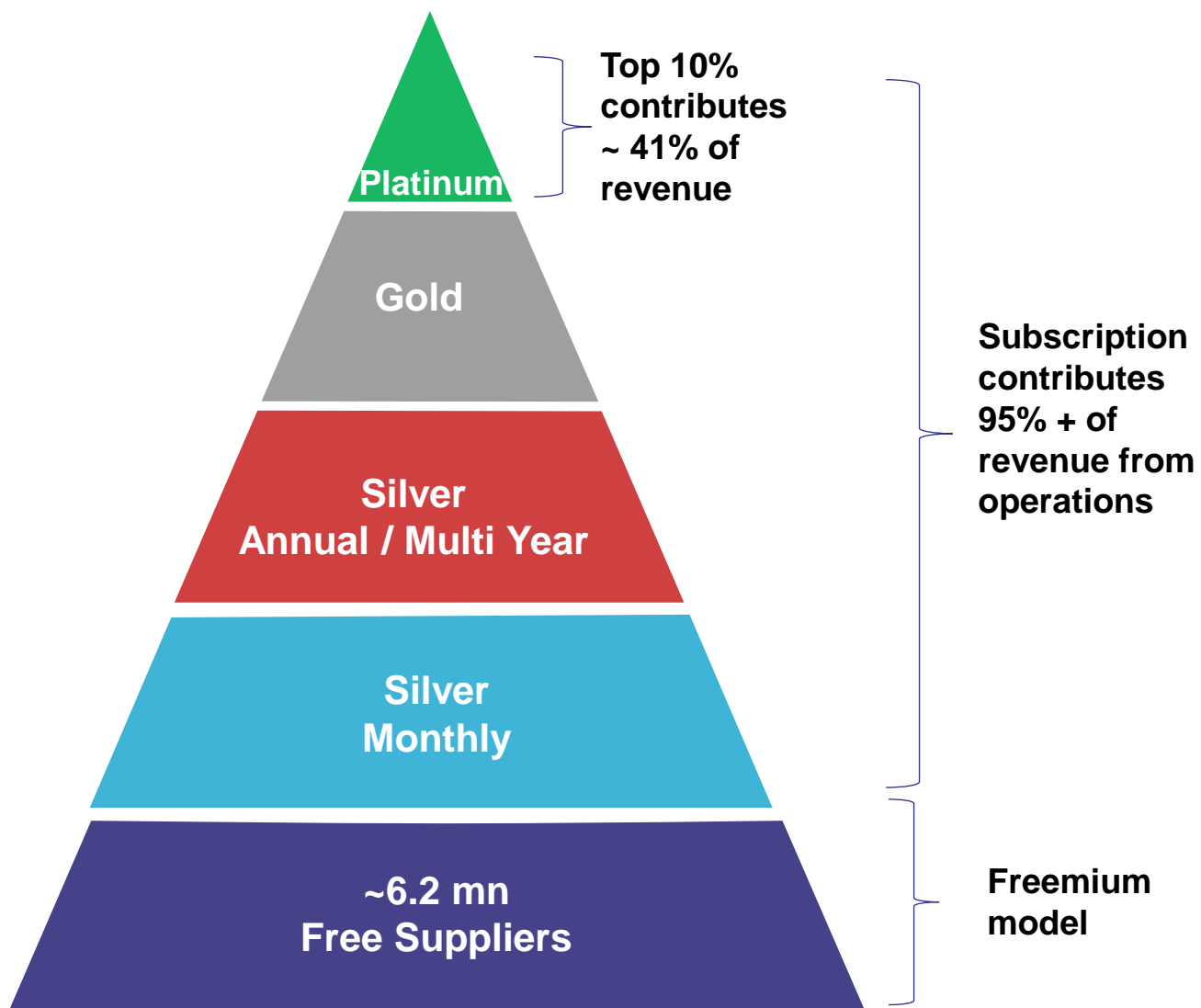
Note: Figures as of Dec 31, 2020; Figures have been rounded off

1. Calculated as (Q3 FY21 Quarterly Number)/3.

2. Live products listing as of March-20: ~67mn



ROI-driven, Subscription Based Revenue Model



Key Offerings



Web Storefront



Cloud Telephony – PNS



Priority Listing



RFQ Selection Credits - BuyLead



CRM – Lead Manager



Online Payment



Buyer Profile



Note: As on Dec 31, 2020; Figures have been rounded off

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Subscription Tier Wise RFQ Quota



Daily RFQ Quota

3 – 4

2

1

1

x

Weekly RFQ Quota

50 – 100

20 – 30

10

7

x



Note: As on Dec 31, 2020; Figures have been rounded off

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Nationwide Sales and Service Coverage



Note: Map not to scale



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Strong presence across the length and breadth of the country



Presence in 1,000+ cities



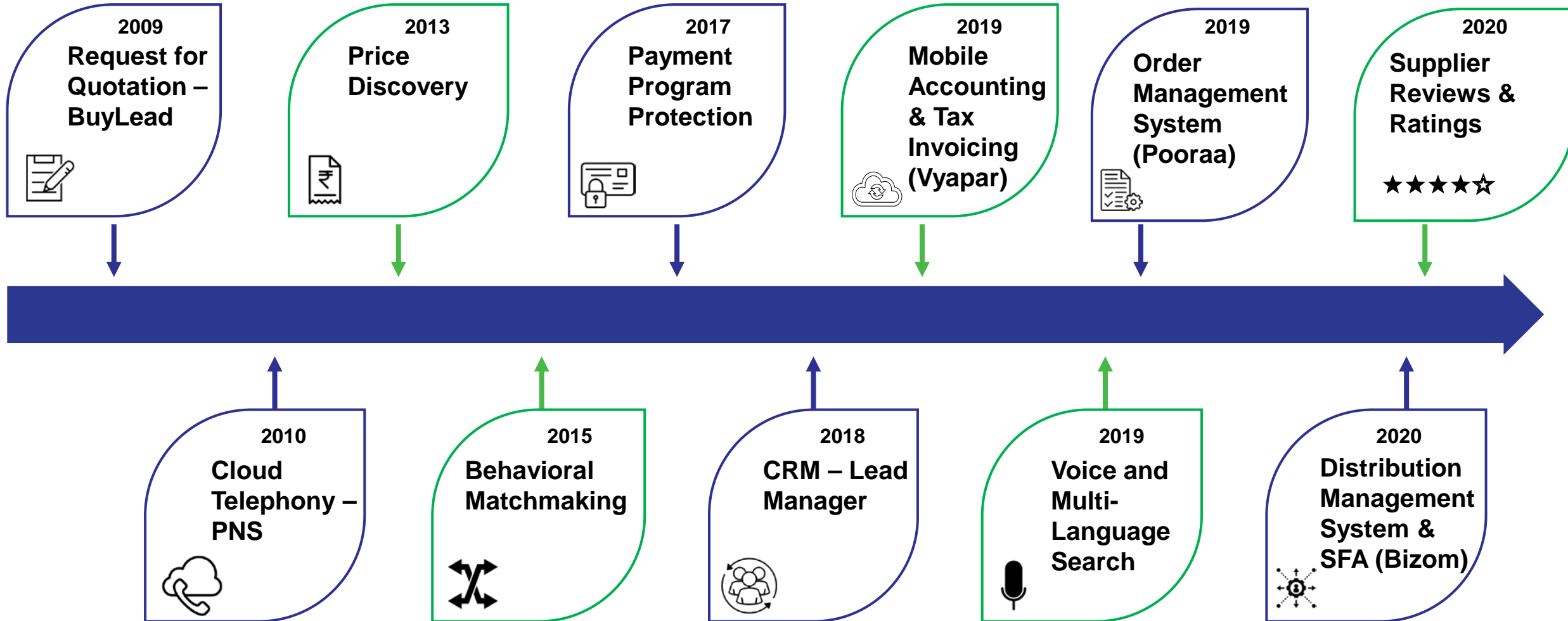
Wide network of own sales force and channel partners



FSF, Tele and Online modes

Note: Figures as of Dec 31, 2020

Constant Innovation and Technology Focus



Key Competitive Strengths

BRAND AND NETWORK EFFECT

- ~100% organic search
- 59% repeat buyers
- 37% suppliers are buyers
- 4.7 play store rating

EFFICIENCY & EFFECTIVENESS THROUGH SUPPLIER BEHAVIORAL DATA

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

DETAILED CATALOGUE WITH PRICING

- 71mn listed products⁽¹⁾
- Product specifications
- Pricing, photos & videos
- Review and ratings

PRESENCE IN A HIGHLY FRAGMENTED MARKET

- 6.4mn suppliers
- Widespread reach
- Multi-channel sales and service

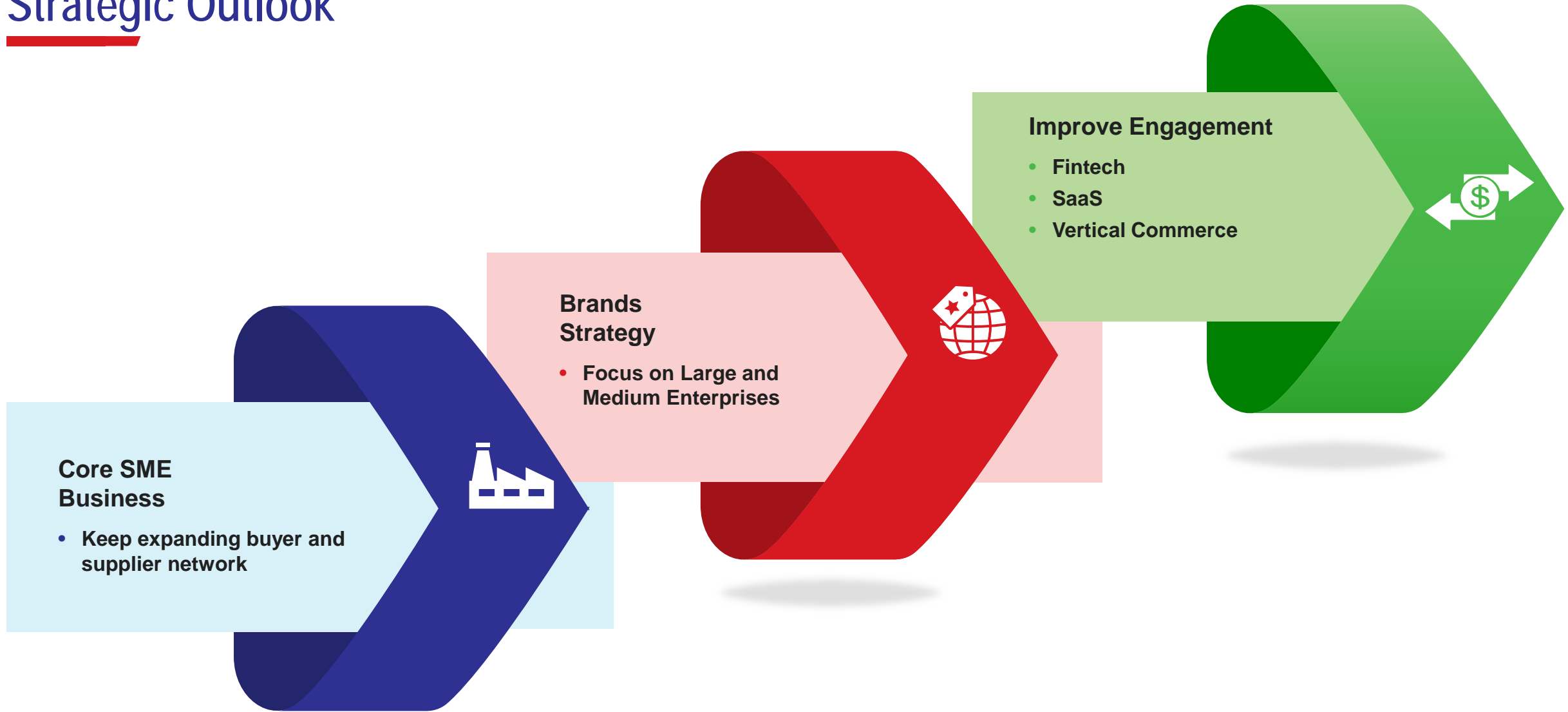


Note: Figures as of Dec 31, 2020; Figures have been rounded off

(1) Live products listing as of March-20: ~67mn

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Strategic Outlook



Journey Towards Commerce and Business Enablement

Enablement of Commerce

Discovery

Products Specifications & Prices

Photos / Videos

Reviews & Ratings

Conversation

Buyer & Supplier Negotiations

Customer History & Reminder

Quotations & Invoicing

Commerce

Payments

Logistics / Tracking

Transaction Financing

Enablement of Business



Inventory
Management



Order
Management



Accounting /
Invoicing



Receivables
Management



Procurement
Management



Tax
Compliance



Distributor
Management



Payroll



Business Operational Performance

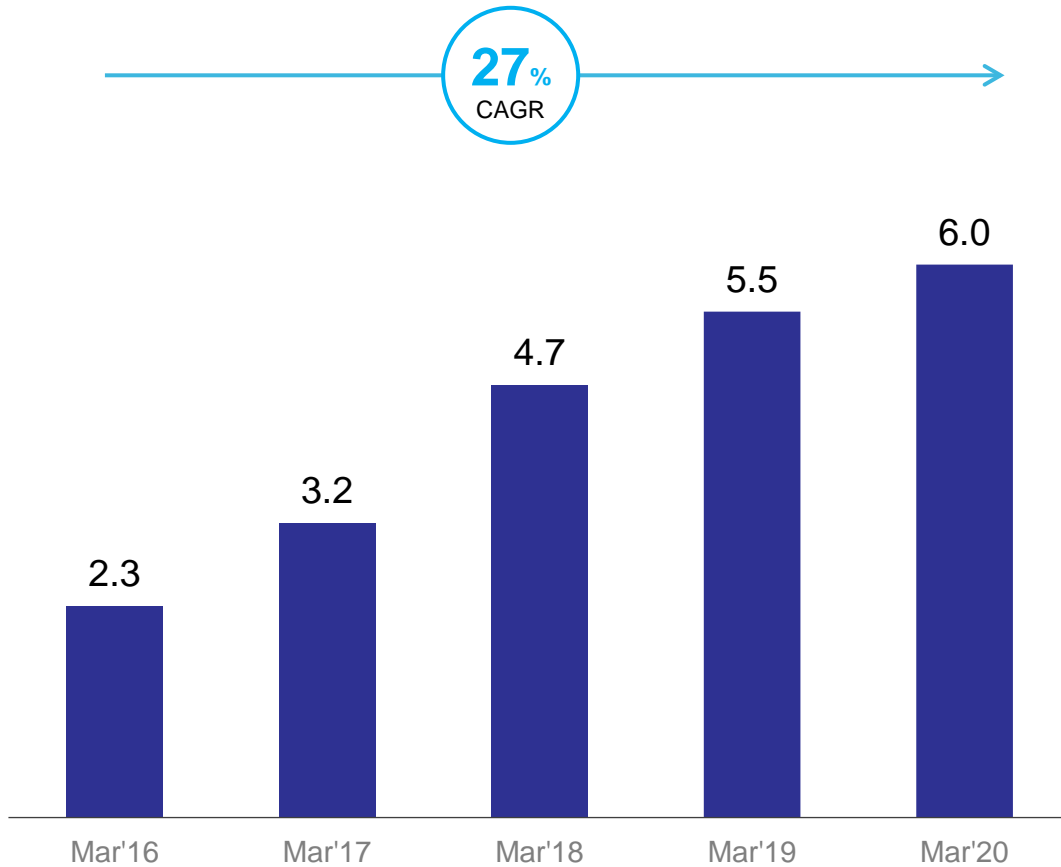
Chaff Cutter



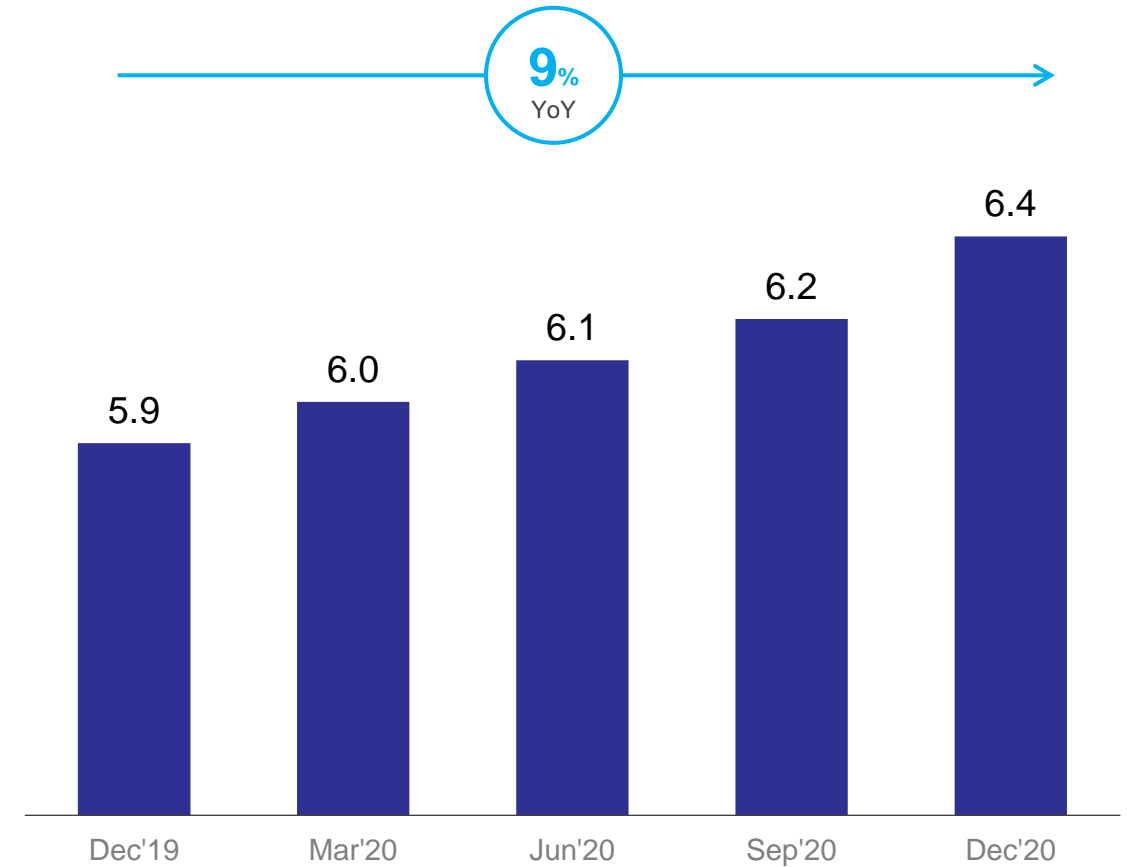
Indian Supplier Storefronts

(Figures in Millions)

Yearly trends



Quarterly trends



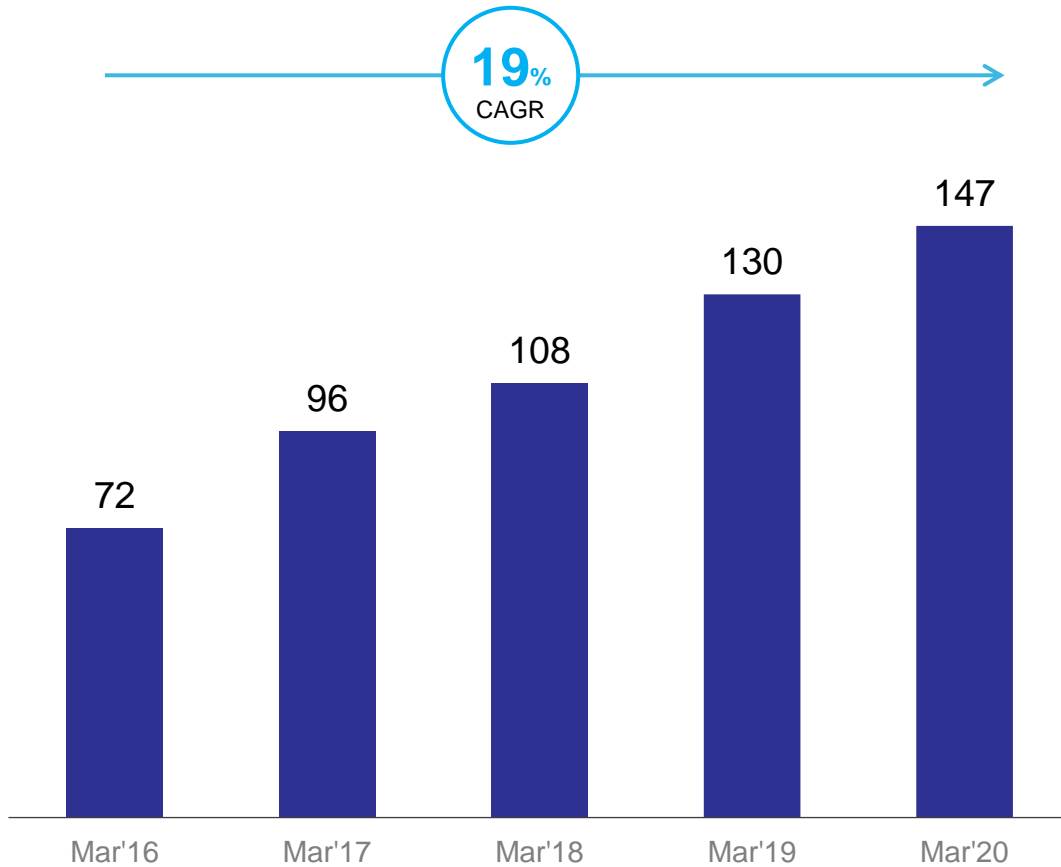
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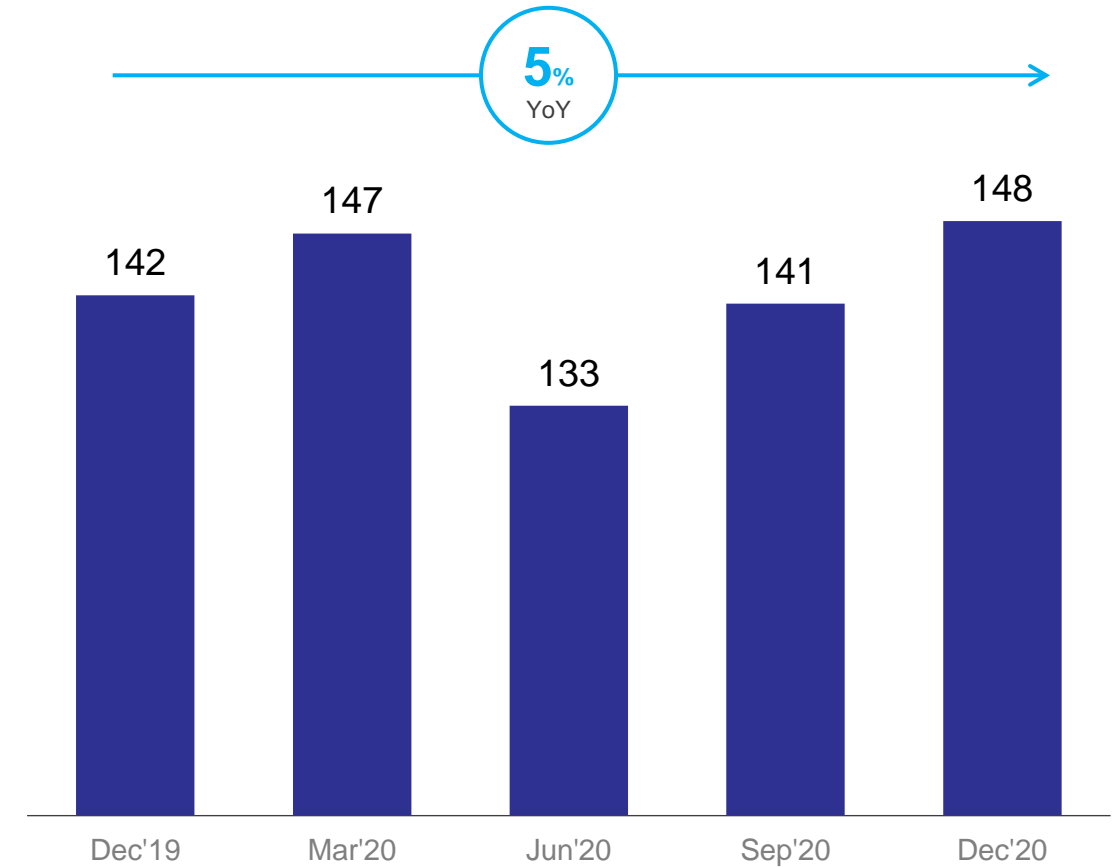
Paying Subscription Suppliers

(Figures in Thousands)

Yearly trends



Quarterly trends



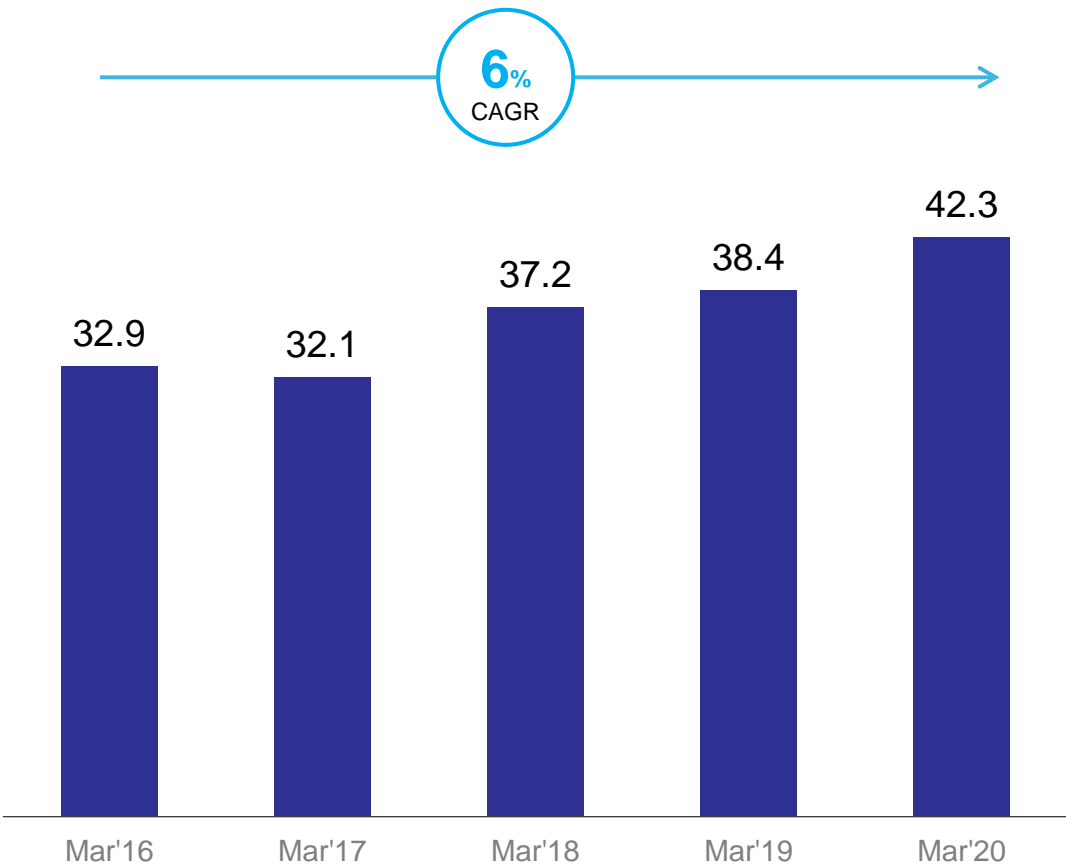
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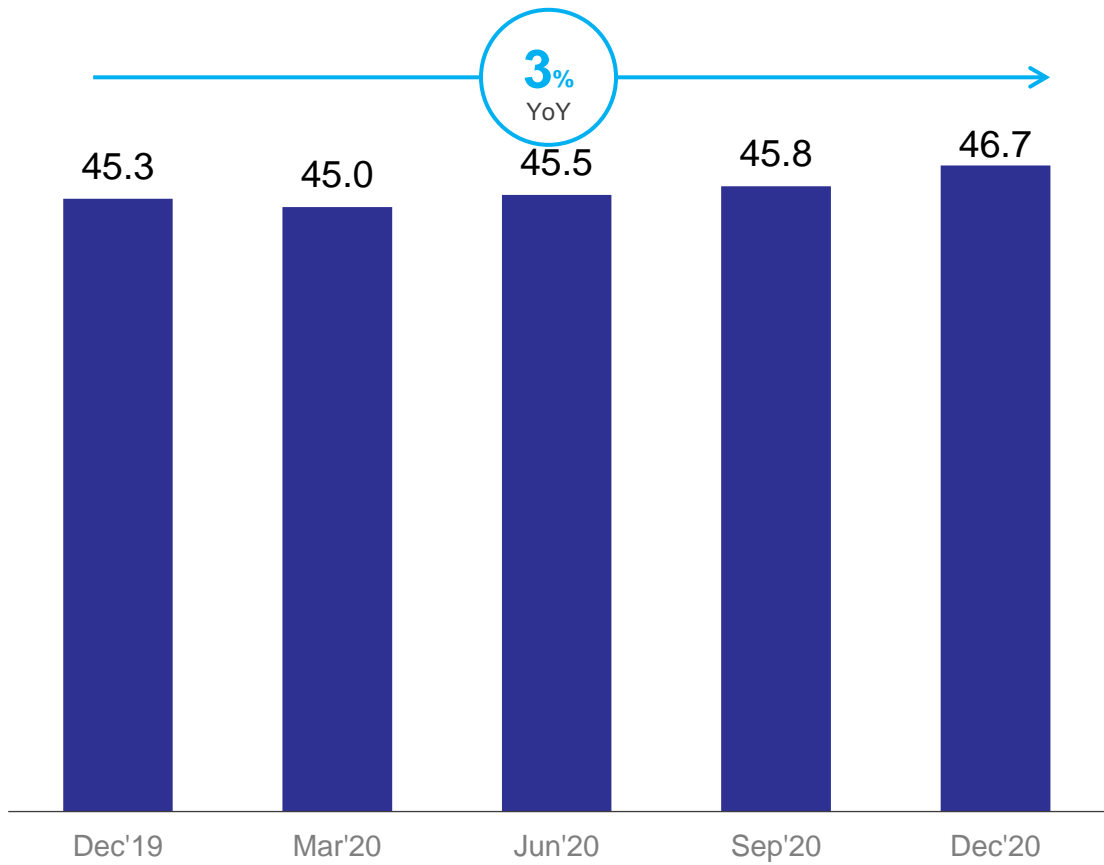
Annualised Revenue Per Paying Subscriber

(Figures in Rupees Thousands)

Yearly trends



Quarterly trends



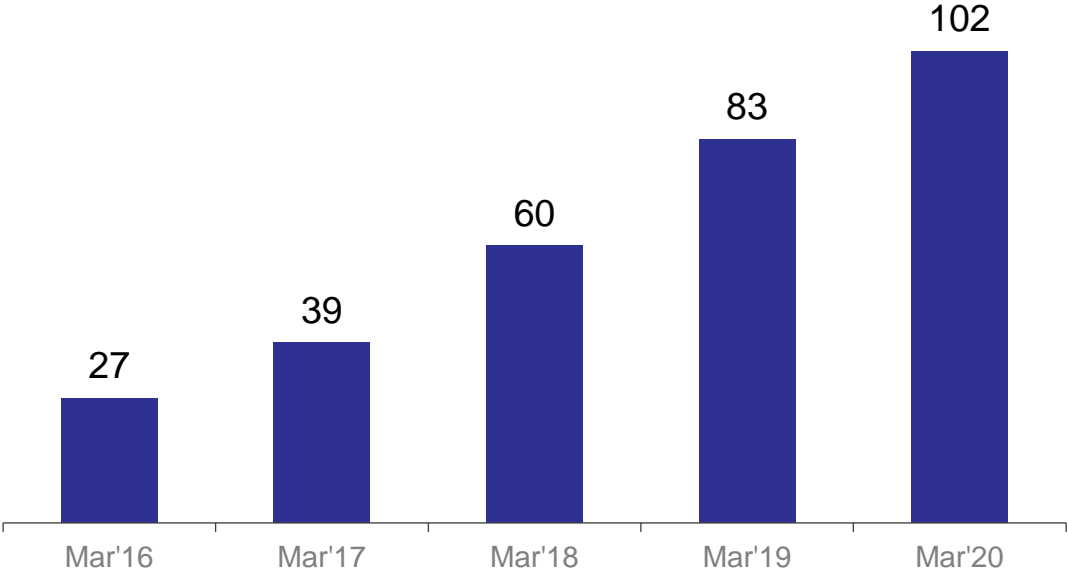
Represents Revenue from operations for the period divided by Paying subscription suppliers at period end
For the purposes of Quarter, the same has been multiplied by 4 to represent annualized run-rate



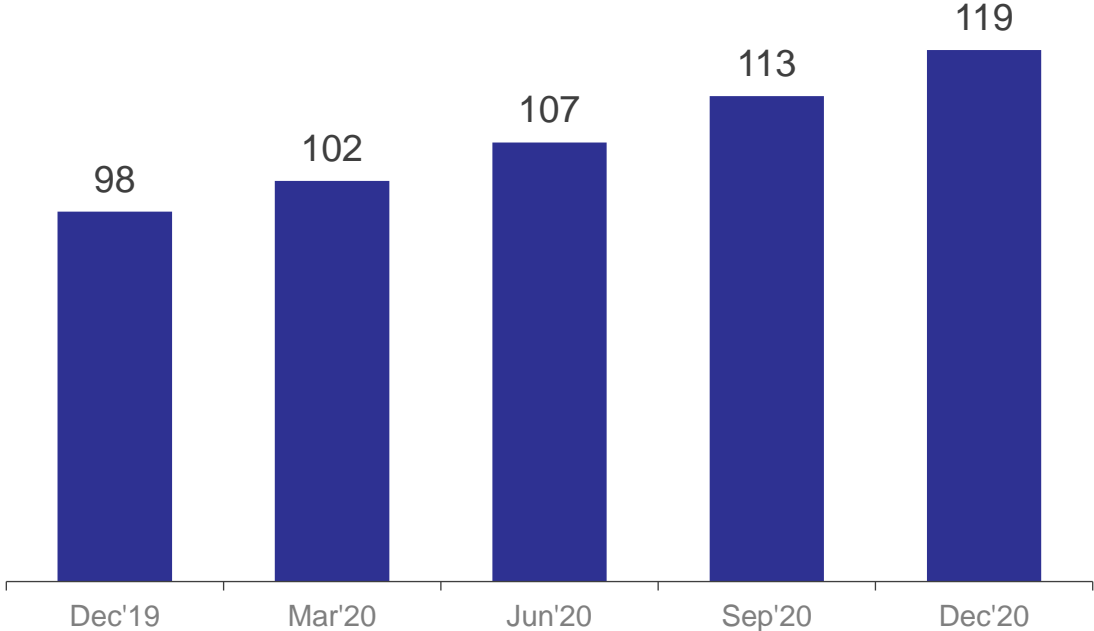
Registered Buyers

(Figures in Millions)

Yearly trends



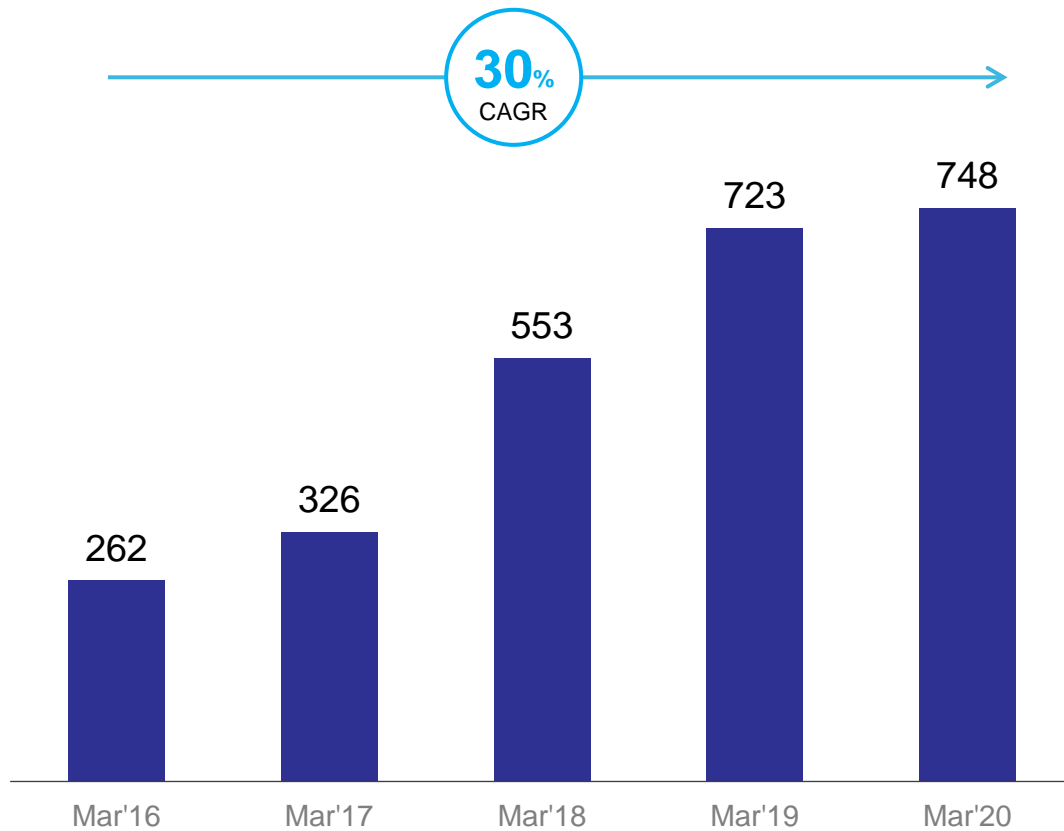
Quarterly trends



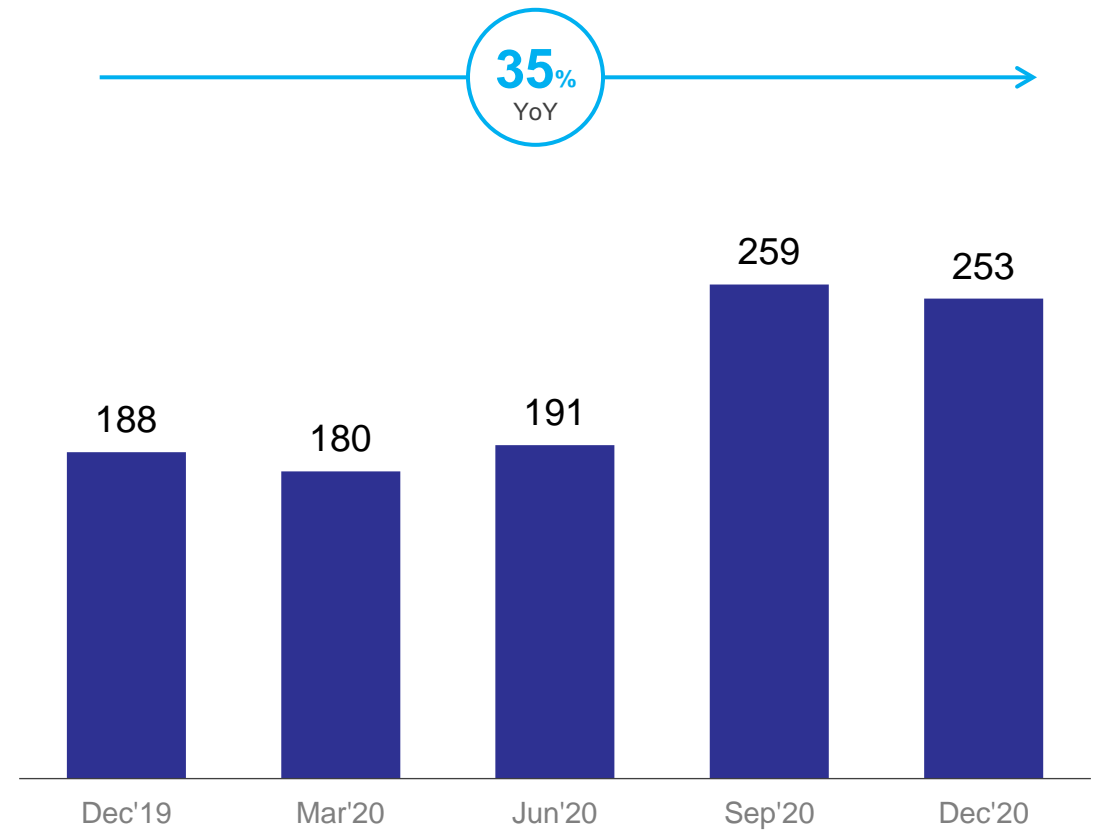
Figures have been rounded off

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Yearly trends



Quarterly trends



~81% of traffic is through mobile

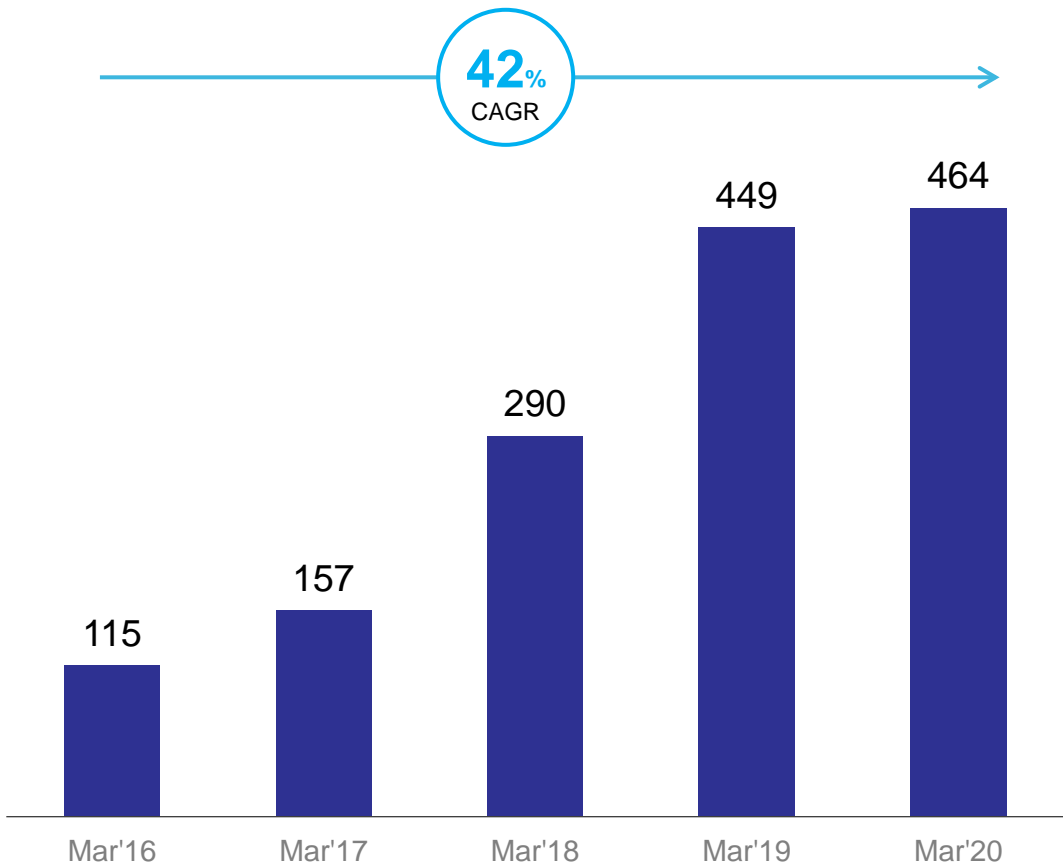


*Traffic is defined as the number of visits on the desktop website, mobile website and mobile app of the company
Figures have been rounded off

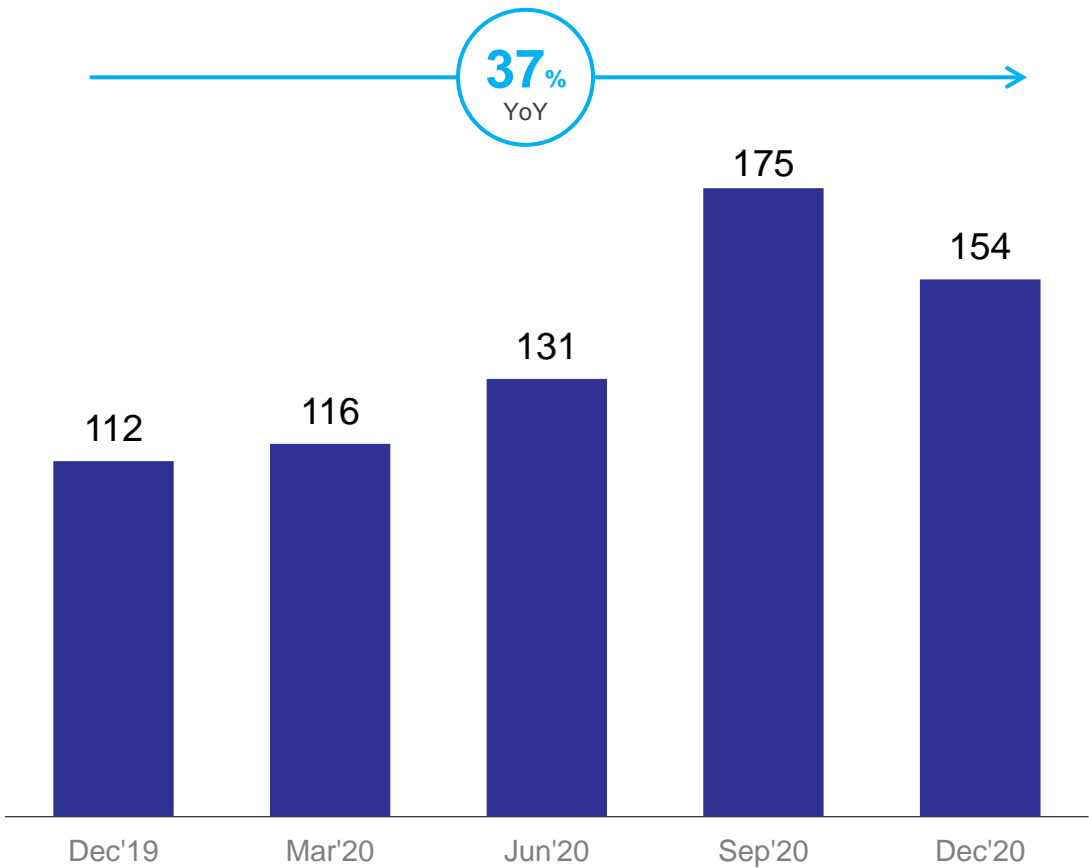
Business Enquiries Delivered

(Figures in Millions)

Yearly trends



Quarterly trends



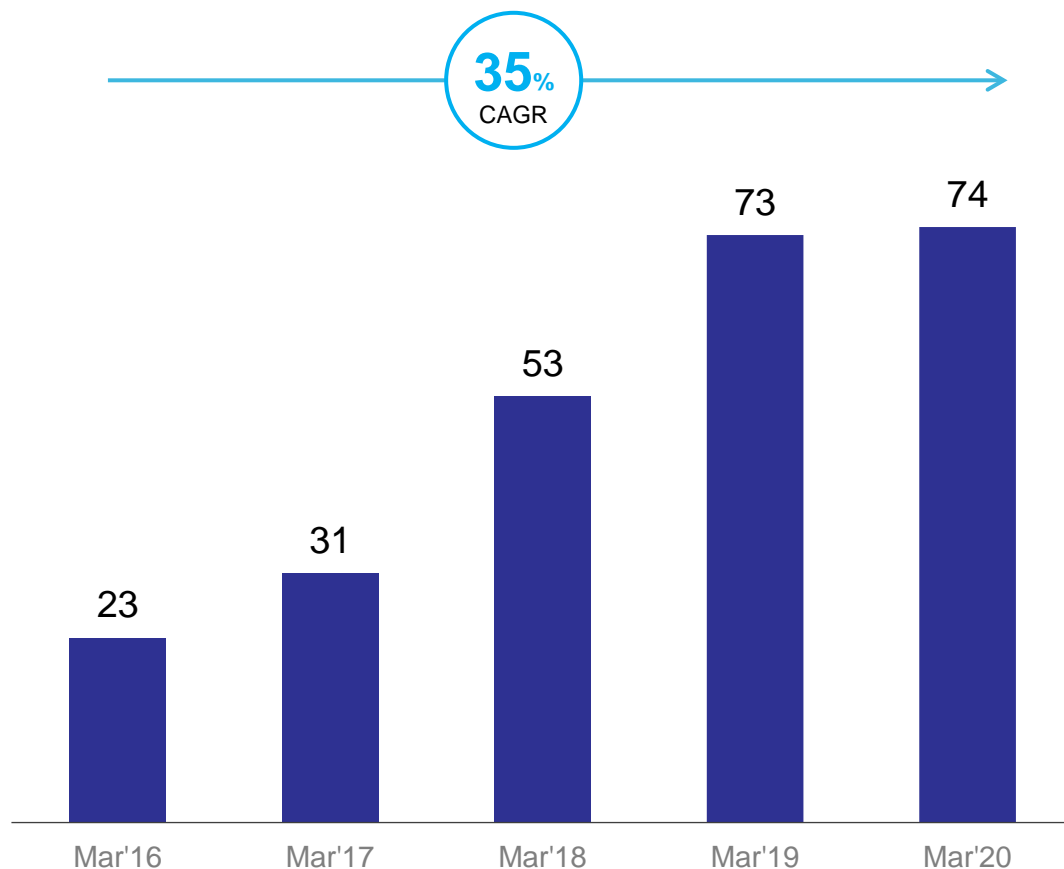
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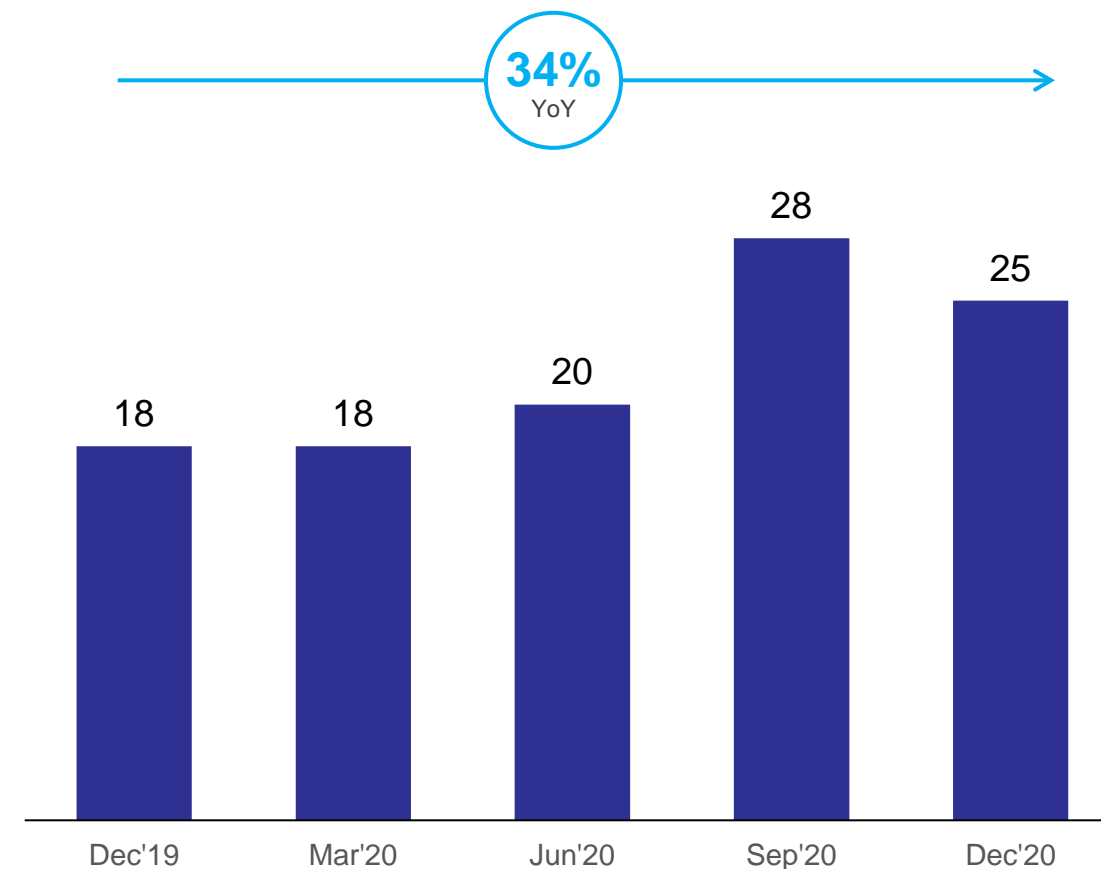
Unique Business Enquiries*

(Figures in Millions)

Yearly trends



Quarterly trends



* We consider a buyer posting an enquiry as 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

Figures have been rounded off



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Operational Metrics Summary

As at end of/ during		FY 2018-19					FY 2019-20					FY 2020-21		
	FY18	Q1	Q2	Q3	Q4	FY19	Q1	Q2	Q3	Q4	FY20	Q1	Q2	Q3
Key Metrics - Operational														
Registered buyers (mn)	60	66	72	78	83	83	88	93	98	102	102	107	113	119
Total business enquiries delivered (mn)	290	98	118	120	112	449	113	123	112	116	464	131	175	154
Daily Unique Business Enquiries (mn)	53	17	19	19	18	73	18	20	18	18	74	20	28	25
Total Traffic (mn)	553	181	198	173	171	723	184	196	188	180	748	191	259	253
Total Products Live (mn)	50	55	58	59	61	61	62	63	66	67	67	68	69	71
Indian supplier storefronts (mn)	4.7	5.1	5.4	5.4	5.5	5.5	5.6	5.7	5.9	6.0	6.0	6.1	6.2	6.4
Paying subscription suppliers (000s)	108	113	119	124	130	130	133	137	142	147	147	133	141	148
Annualized revenue per Paying customer (ARPU) ¹ (Rs)	37,246	39,443	40,204	42,309	41,701	38,373	43,565	44,608	45,330	44,961	42,272	45,452	45,809	46,707
Revenue Share - Top 10% Paying subscription suppliers	39%					40%	41%	41%	41%	41%	41%	43%	41%	41%
Employees														
Total Employees	2,609	2,861	2,870	2,939	2,995	2,995	3,160	3,324	3,373	3,307	3,307	3,150	2,917	2,826
Outsourced field sales representative	979	1,023	975	1,003	1,067	1,067	1,138	1,350	1,374	1,405	1,405	1,315	1,000	874
Total Sales and Service representative	2,921	3,142	3,085	3,181	3,316	3,316	3,536	3,874	3,917	3,929	3,929	3,690	3,249	3,055

(1) Represents revenue from operations for the period divided by paying subscription suppliers at period end

Figures have been rounded off



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COVID 19 Update

N95 Mask



Long Term Opportunities

Accelerated Internet
Adoption

Openness to Online and
Tele-sales

Make in India Push



Our Enablers

Negative Working Capital
Business Model

Strong Balance Sheet with
Zero Debt

Diversification Across
Categories & Geographies

Brand Awareness

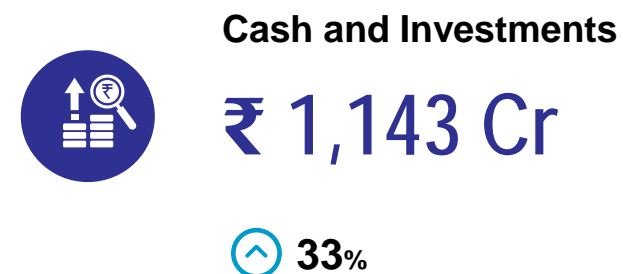
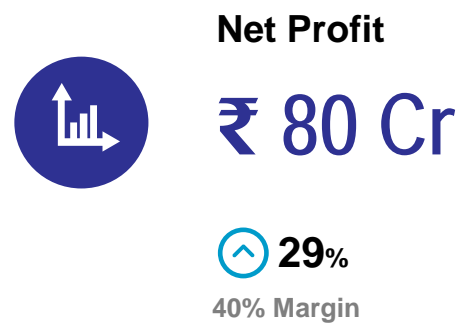
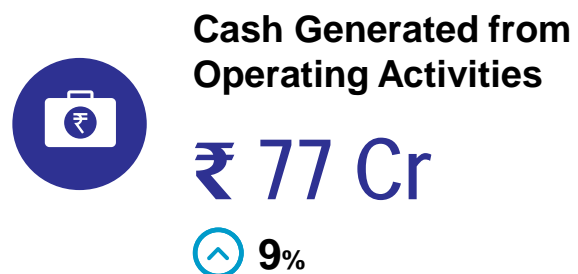
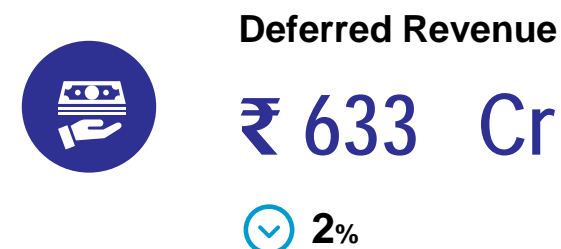
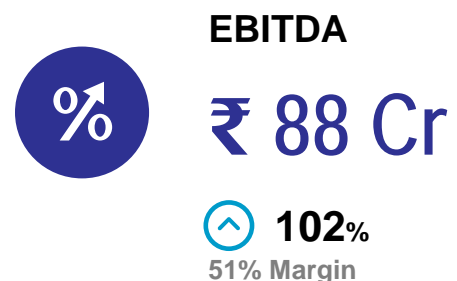
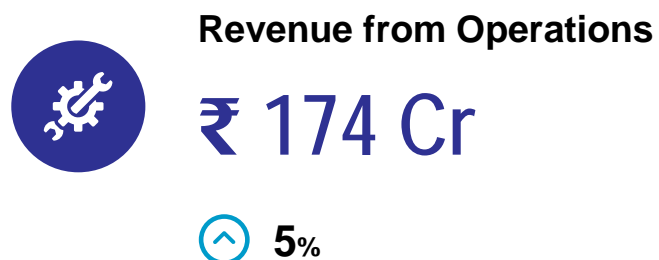
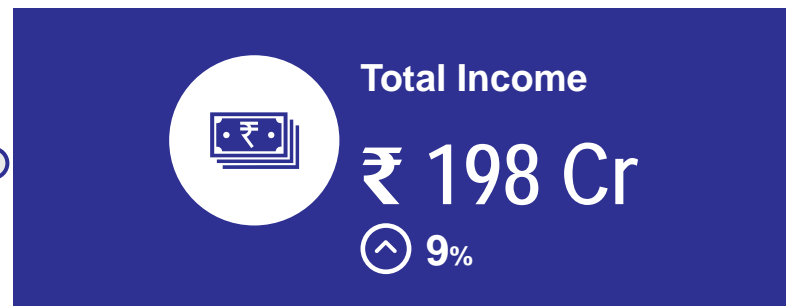




Financial Performance

Consolidated Section

Q3FY21 Results Overview (Consolidated)



↑ ↓ Calculated YoY



Results are compared against Q3FY20

Note: As on Dec 31, 2020; Above figures have been calculated by dividing financials (in mn) by 10; Figures have been rounded off;

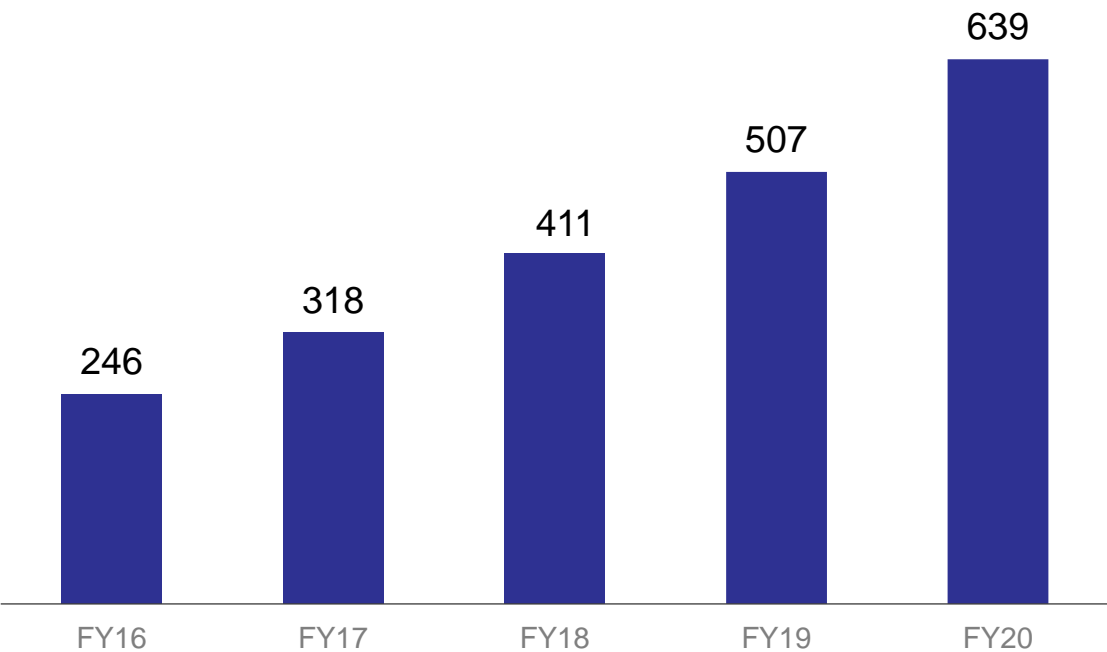
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Revenue from Operations - Consolidated

(₹ in Crores)

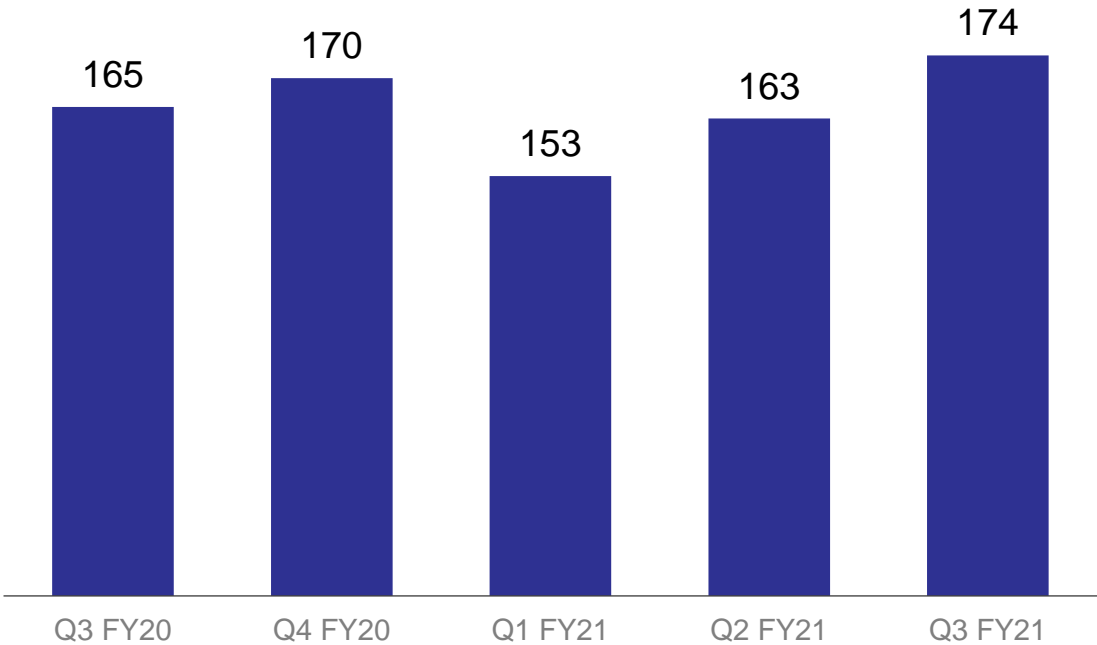
Yearly trends

27%
CAGR



Quarterly trends

5%
YoY



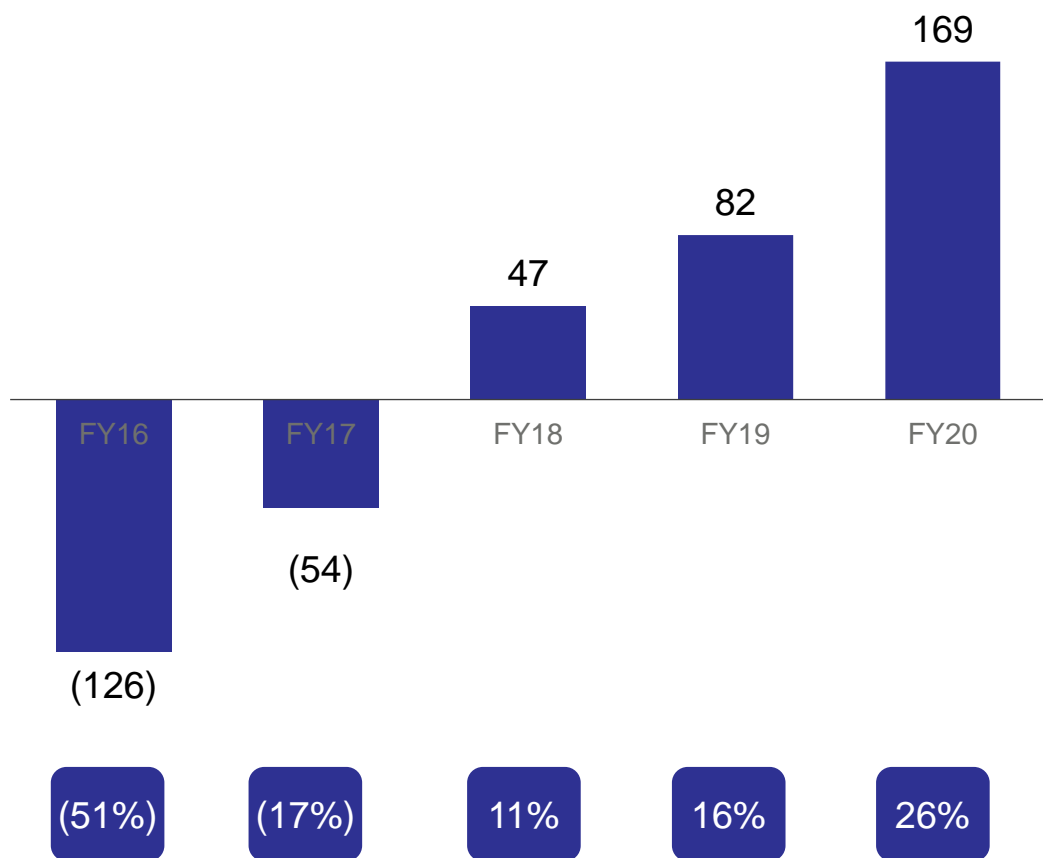
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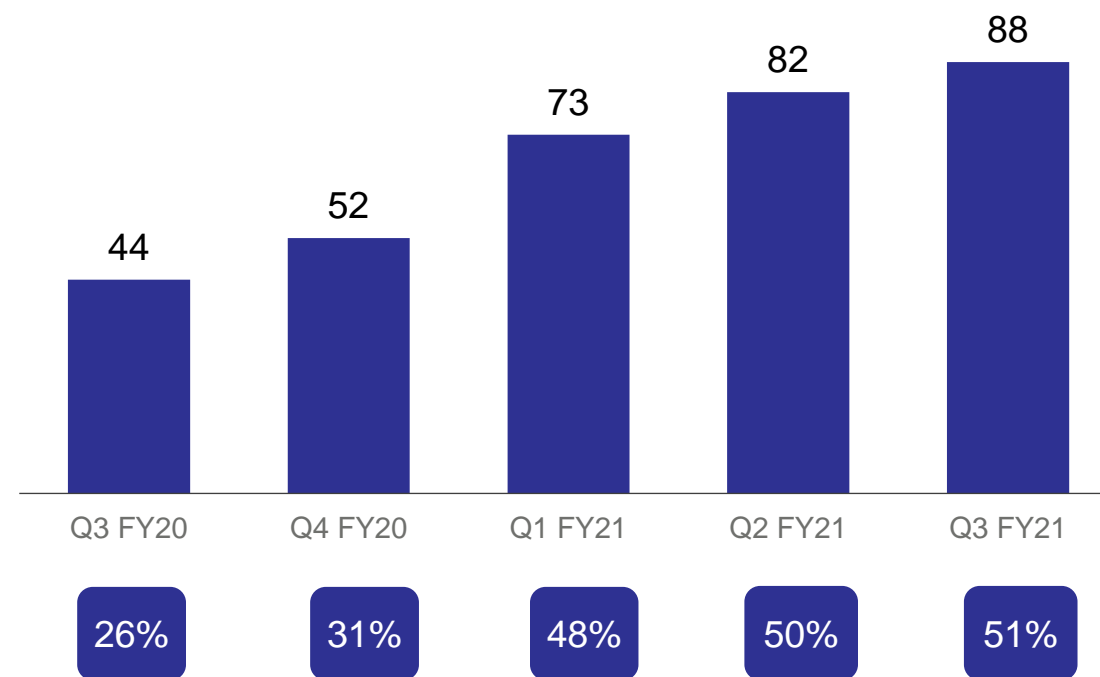
EBITDA - Consolidated

(₹ in Crores)

Yearly trends



Quarterly trends



The company has adopted IND AS -116 from 1st April 2019, impacting EBITDA by increase of Rs. 4.5 Crores in Q1 FY20 and Rs. 4.8 crores in Q2 FY20 and Rs. 4.8 crores in Q3 FY20 and Rs. 4.4 crores in Q4 FY20 and Rs. 3 crores in Q1 FY21 and Rs. 3.9 crores in Q2 FY21 and Rs. 3.3 crores in Q3FY21



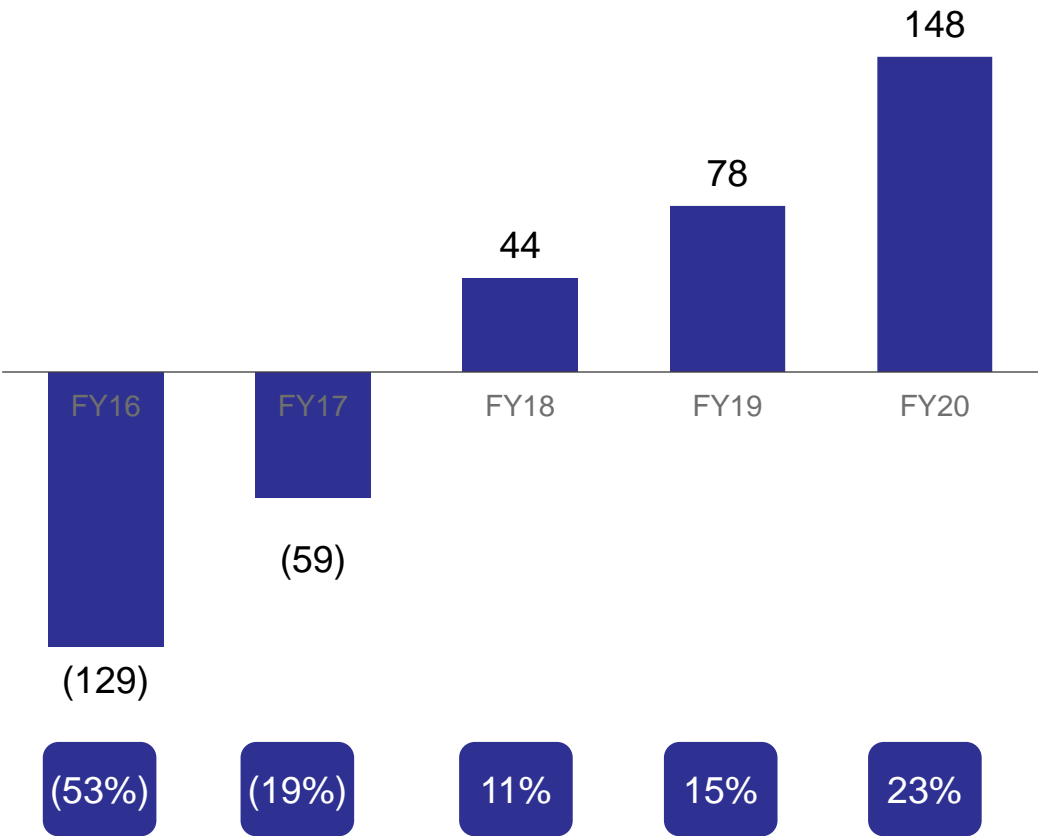
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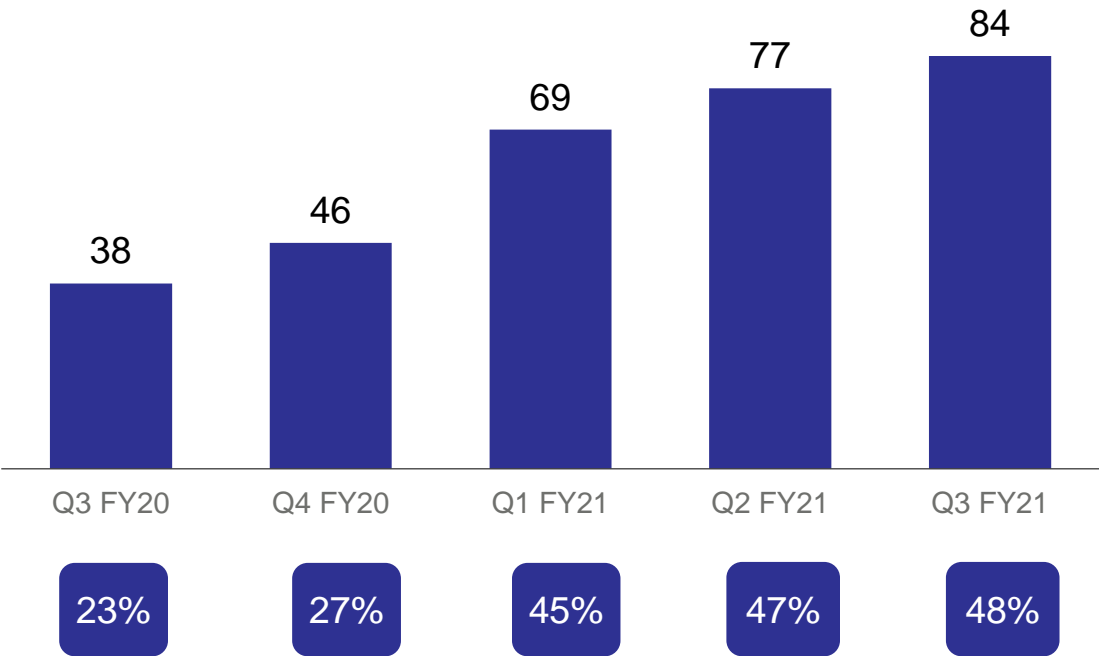
EBIT - Consolidated

(₹ in Crores)

Yearly trends



Quarterly trends

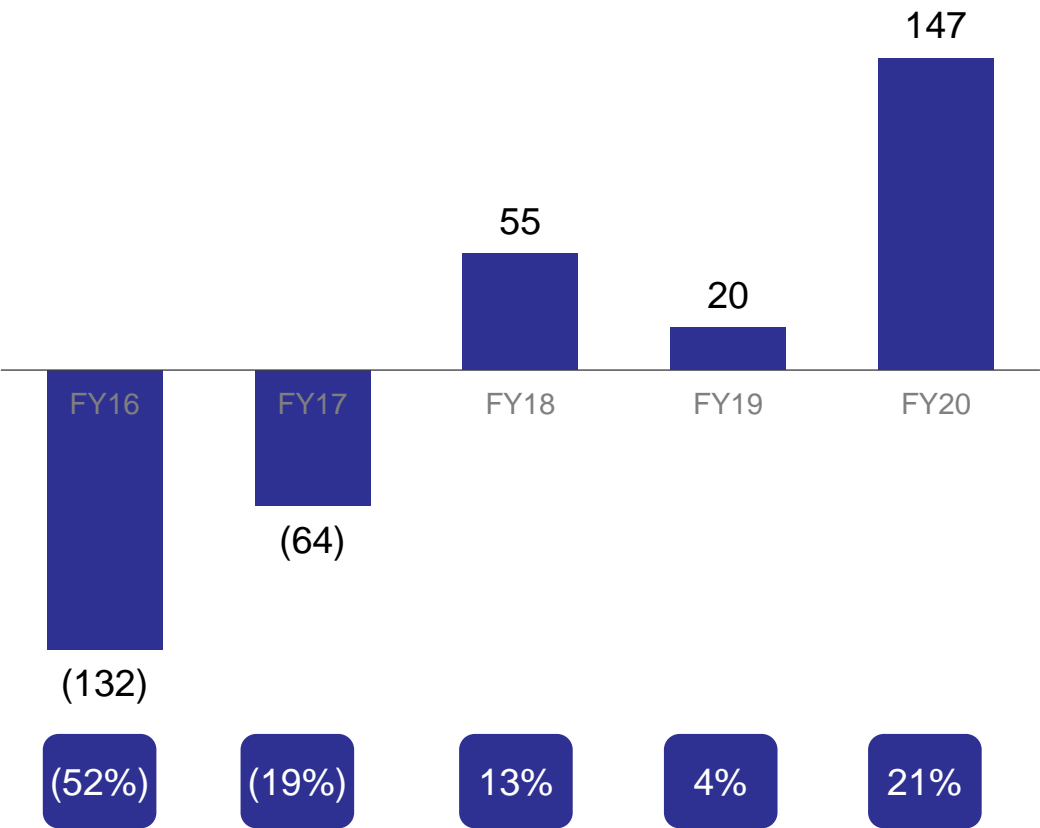


Note: Above figures have been calculated by dividing financials (in mn) by 10; Figures have been rounded off

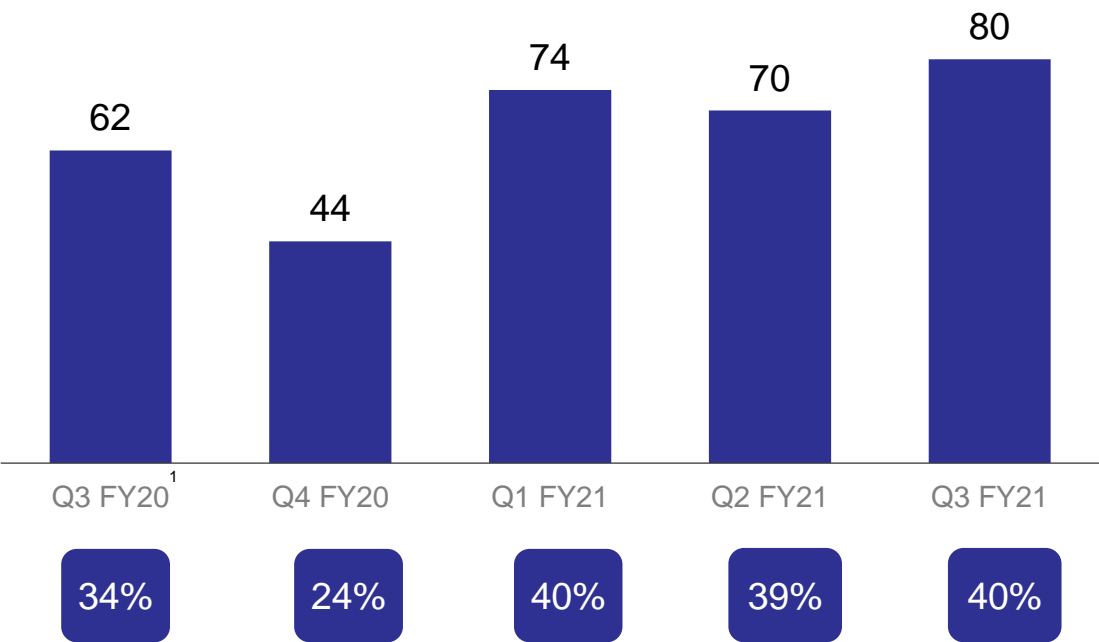
PAT - Consolidated

(₹ in Crores)

Yearly trends



Quarterly trends



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



Financial Performance – Consolidated

(₹ in Crores)

Financial Metrics	Q3 FY21	Q3 FY20	YoY Change	Q2 FY21	QoQ Change	9M FY21	9M FY20	YoY Change
Revenue from Operations	174	165	5%	163	6%	490	469	5%
Other Income	25	17	48%	18	38%	76	51	48%
Total Income	198	181	9%	181	9%	566	520	9%
Manpower and Outsourced Sales Cost	64	90	(29%)	62	4%	185	253	(27%)
Other Operating Expense	22	31	(30%)	20	10%	62	99	(38%)
Total Expenses	86	121	(29%)	82	5%	247	352	(30%)
EBITDA	88	44	102%	82	7%	243	117	108%
<i>EBITDA Margin(%)</i>	<i>51%</i>	<i>26%</i>		<i>50%</i>		<i>50%</i>	<i>25%</i>	
Depreciation and amortization expense	4	6	(34%)	4	(13%)	13	15	(18%)
Others ¹	1	(0.1)	-	1	(20%)	4	0.7	449%
Profit Before Tax	106	53	100%	93	14%	300	150	100%
Tax Expense	26	(9)	-	23	13%	76	47	61%
Net Profit	80	62	29%	70	15%	224	103	117%
<i>Net Profit Margin(%)</i>	<i>40%</i>	<i>34%</i>		<i>39%</i>		<i>40%</i>	<i>20%</i>	
EPS (Rs.)	27.6	21.5	29%	24.2	14%	77.4	35.8	117%
Cash Generated from Operating Activities	77	71	9%	78	(1%)	158	167	(5%)
Collections from Customers	179	184	(2%)	164	9%	439	532	(18%)

Notes

- Others include – Finance Cost, Net Loss on Financial Liability at FVTPL and Share in net profit /(loss) of associates
- The Company has diluted its 70% stake in Tentimes Online Private Limited, a wholly owned subsidiary; therefore, it's considered as an Associate from 1 September 2020.



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

IndiaMART InterMESH Ltd

Balance Sheet – Consolidated

(₹ in Crores)

Assets	Dec 20	Mar-20
PPE ¹ , CWIP ¹ , Intangible assets, other non-current assets	5.1	7.6
Right-of-use asset	65.9	80.0
Investment in subsidiaries and associates	28.6	29.6
Financial assets		
Bank Deposits	-	35.0
Others	14.3	5.2
Deferred and Non-current tax asset	21.4	45.7
Total Non-Current Assets	135.3	203.0
Financial assets		
Cash & Investments	1,142.8	895.7
Others	7.7	11.0
Current Tax and other current assets	12.4	13.2
Total Current Assets	1,162.9	920.0
Total Assets	1,298.2	1,122.9

Equity and Liabilities	Dec 20	Mar-20
Total Equity	502.9	275.1
Financial liabilities		
Lease Liabilities	54.5	61.2
Deferred tax liabilities (net)	11.7	-
Provisions	31.7	26.5
Contract liabilities	217.9	269.7
Total Non-current Liabilities	315.9	357.5
Financial liabilities		
Lease Liabilities	11.6	15.3
Others	35.2	43.9
Provisions	4.5	4.0
Contract liabilities	415.5	415.6
Other current liabilities	12.6	11.6
Total Current Liabilities	479.4	490.4
Total Equity and Liabilities	1,298.2	1,122.9

Notes

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



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

IndiaMART InterMESH Ltd

Revenue – Legal Entity View

(₹ in Crore)

Particulars	Q3 FY20	Q4 FY20	Q1 FY21	Q2 FY21	Q3 FY21
Revenue from Operations					
IndiaMART InterMESH Ltd	161	166	151	162	173
Ten Times Online Pvt Ltd	4	4	1	0.7	-
Pay With IndiaMART Pvt Ltd	0.8	0.8	0.5	0.8	0.7
Tolexo Online Pvt Ltd	0.1	0.1	0.1	0.1	0.1
	165	170	153	164	174
Inter Company Adjustments	(0.1)	(0.1)	(0.1)	(0.3)	(0.2)
Total Revenue from Operations	165	170	153	163	174

~99% of revenue contributed by IndiaMART standalone business



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

IndiaMART InterMESH Ltd

Historical Financial Metrics

(₹ in Crore Consolidated)

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

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



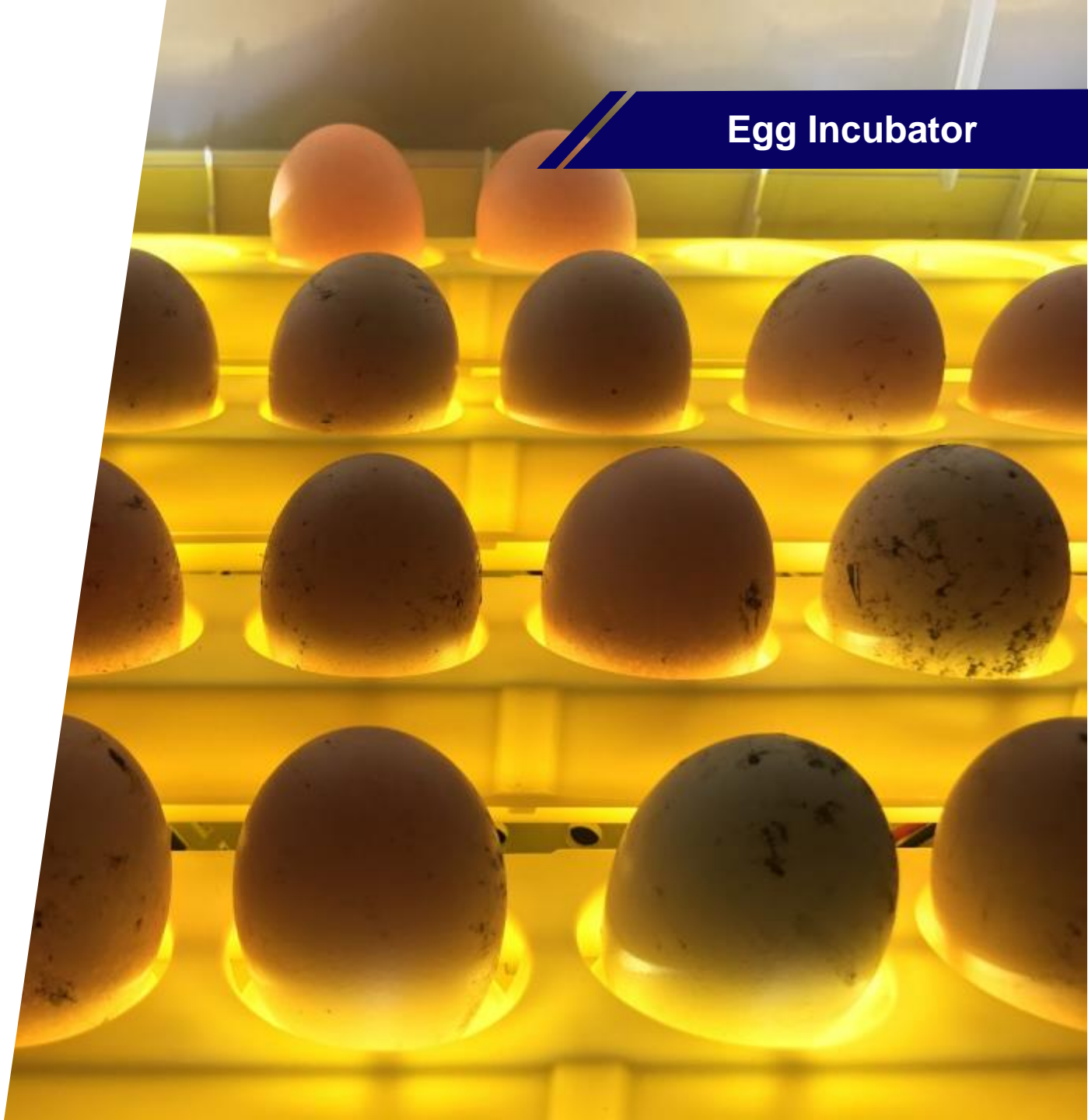
Note: Above figures have been calculated by dividing financials (in mn) by 10; Figures have been rounded off

IndiaMART InterMESH Ltd

Financial Performance

Standalone Basis

Egg Incubator

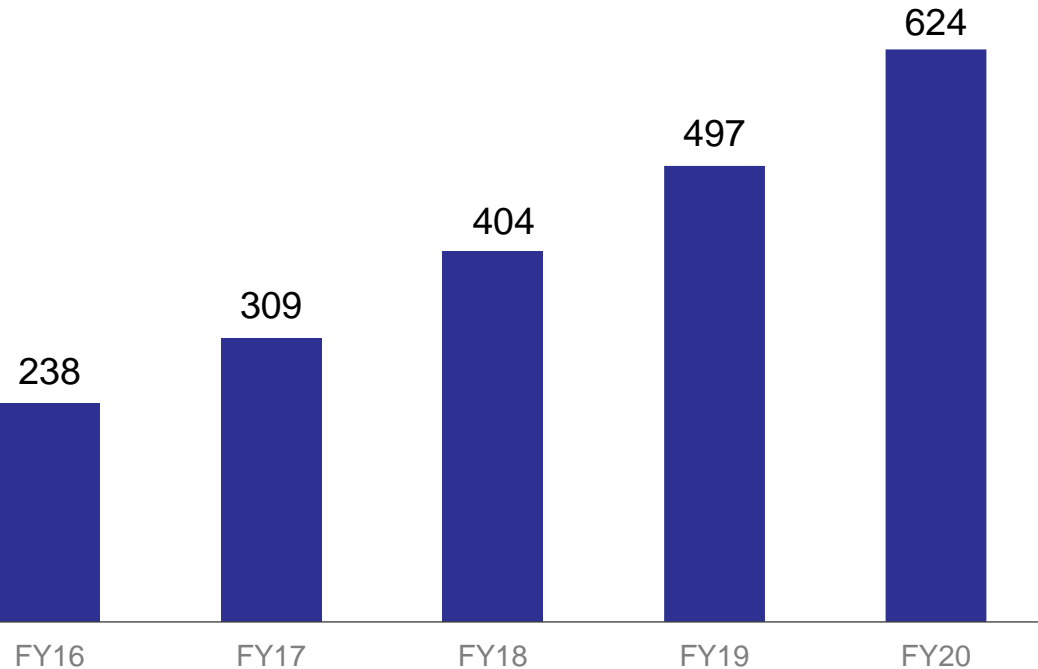


Revenue from Operations - Standalone

(₹ in Crores)

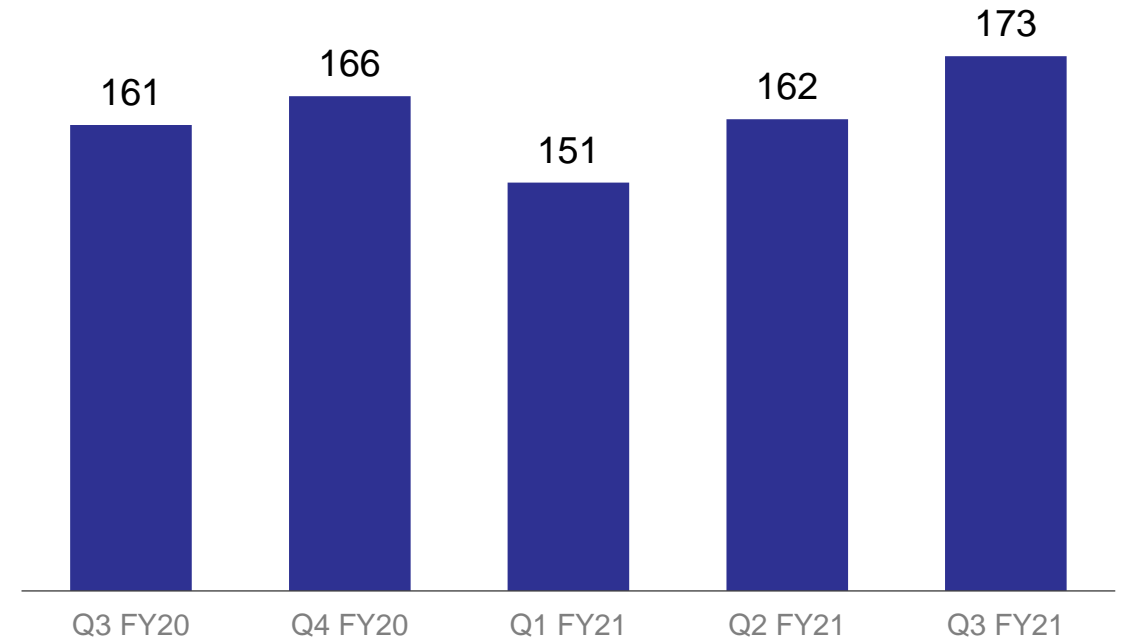
Yearly trends

27%
CAGR



Quarterly trends

8%
YoY



~41% of revenue contributed by top 10% of paying subscription suppliers



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

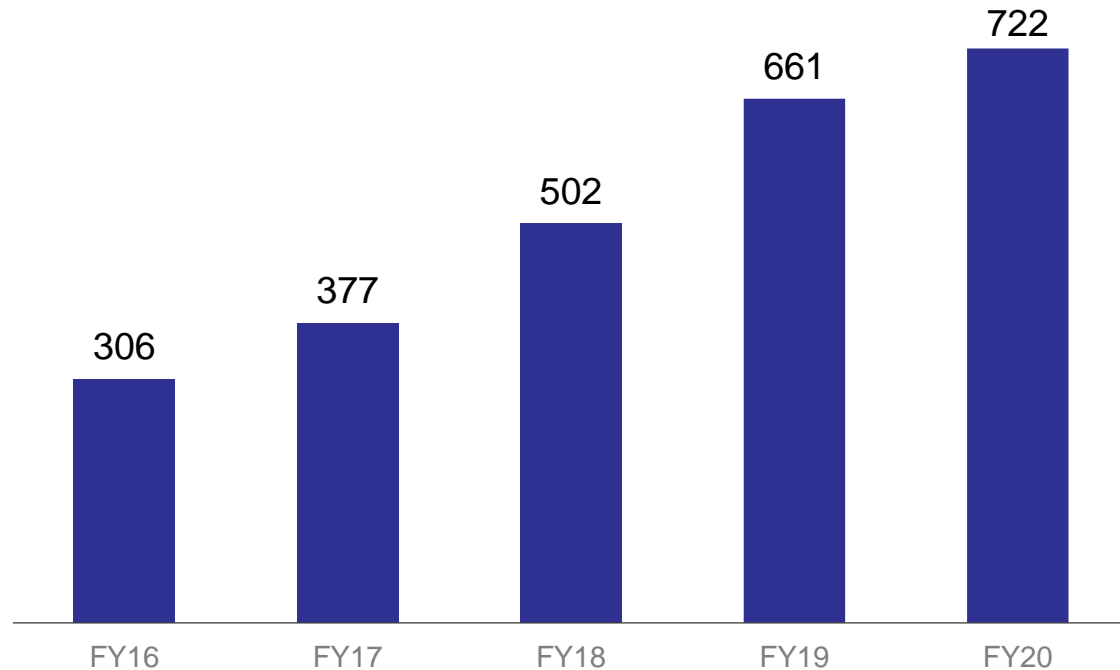
IndiaMART InterMESH Ltd

Collections from Customer - Standalone

(₹ in Crores)

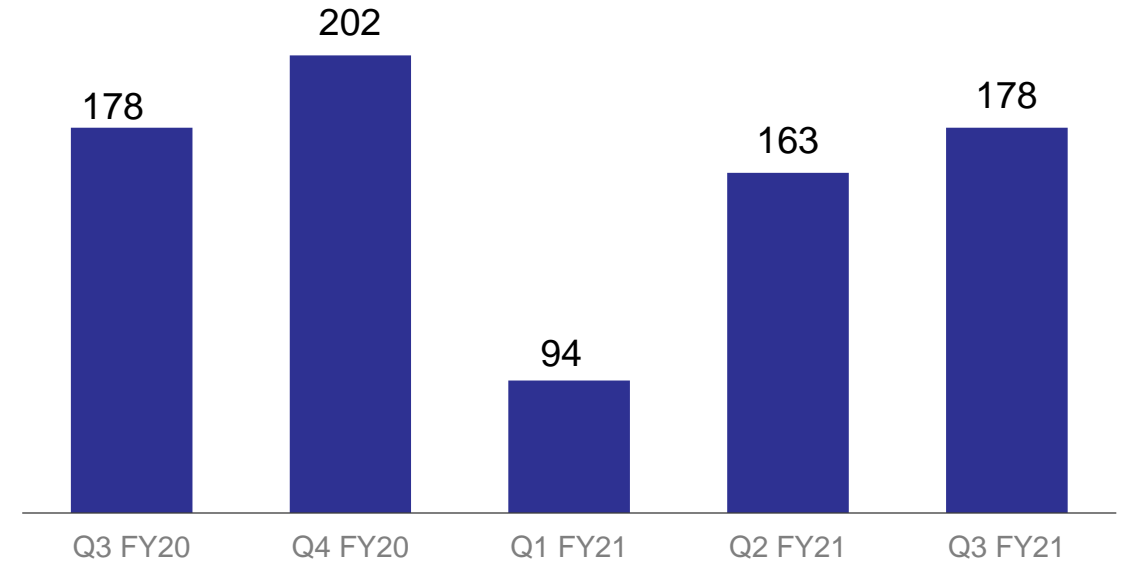
Yearly trends

24%
CAGR



Quarterly trends

0.03%
YoY



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

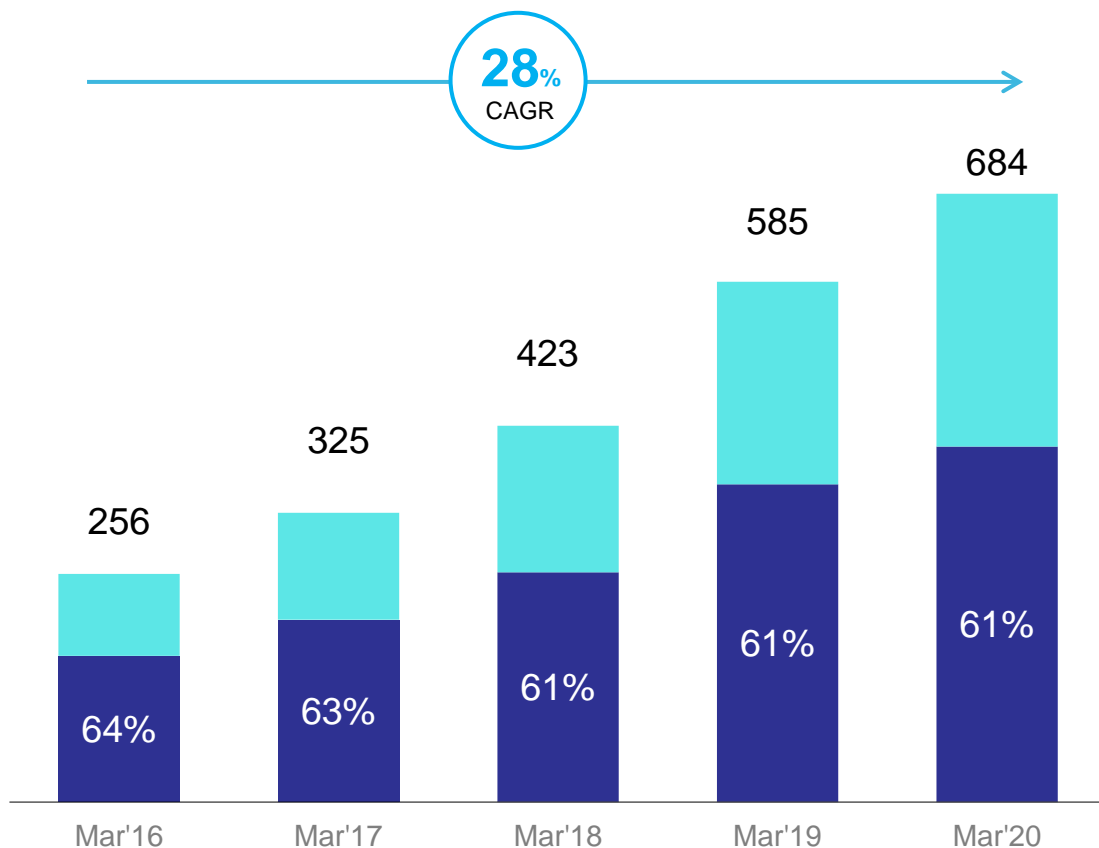
IndiaMART InterMESH Ltd

Deferred Revenue* - Standalone

(₹ in Crores)

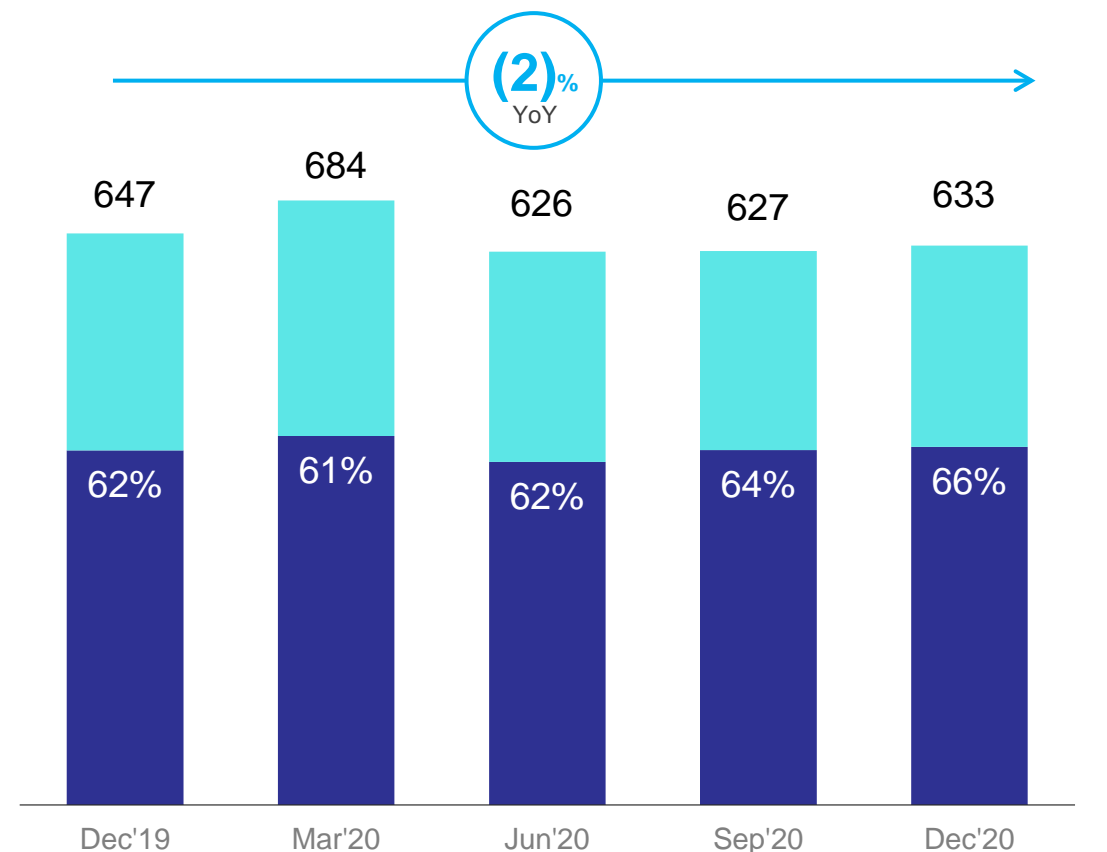
Yearly trends

28%
CAGR



Quarterly trends

(2)%
YoY



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

Current



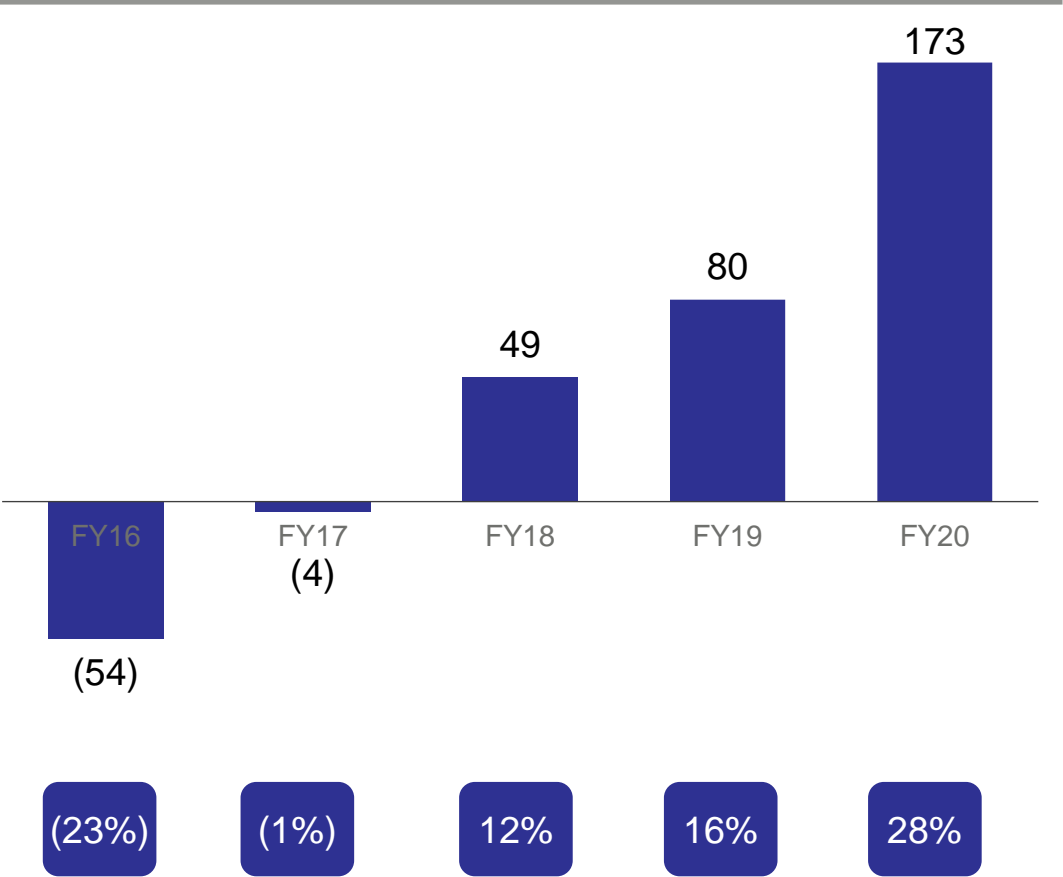
Note: Above figures have been calculated by dividing financials (in mn) by 10; Figures have been rounded off

IndiaMART InterMESH Ltd

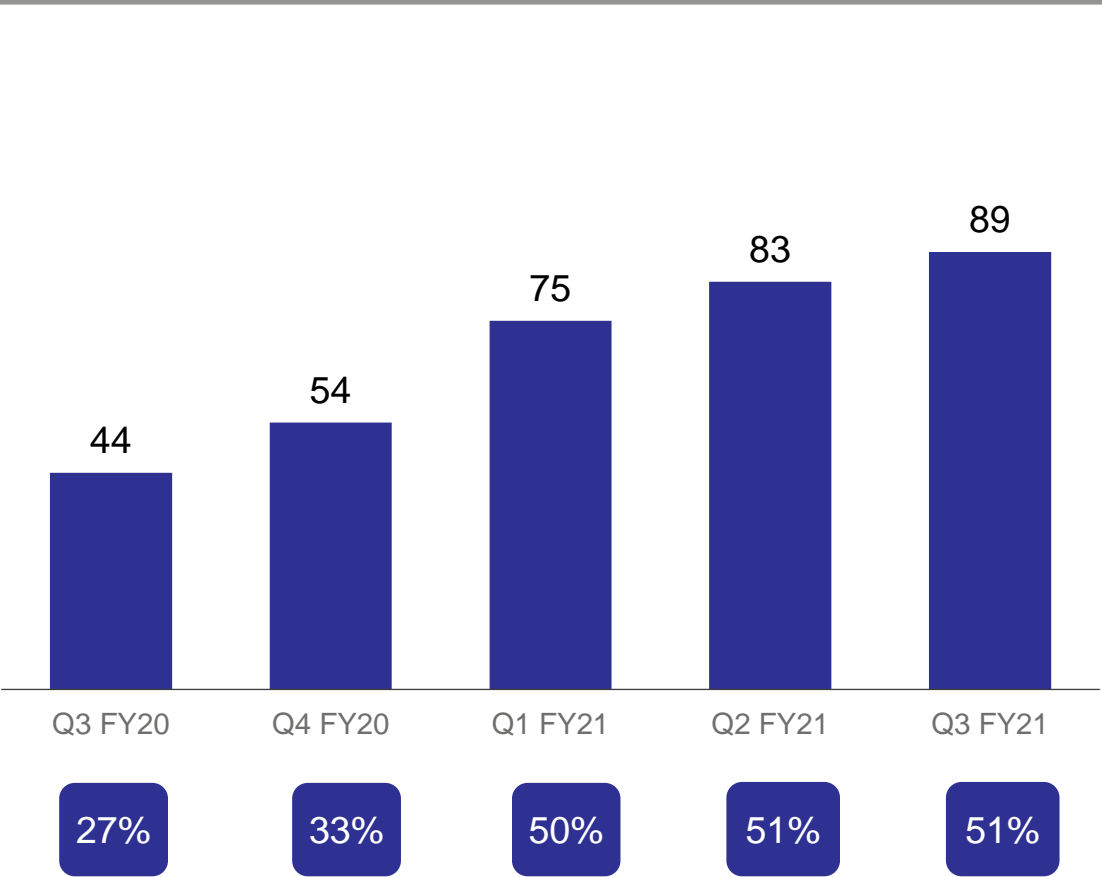
EBITDA - Standalone

(₹ in Crores)

Yearly trends



Quarterly trends



The company has adopted IND AS -116 from 1st April 2019, impacting EBITDA by increase of Rs. 4.5 Crores in Q1 FY20 and Rs. 4.8 crores in Q2 FY20 and Rs. 4.8 crores in Q3 FY20 and Rs. 4.4 crores in Q4 FY20 and Rs. 3 crores in Q1 FY21 and Rs. 3.9 crores in Q2 FY21 and Rs. 3.3 crores in Q3FY21

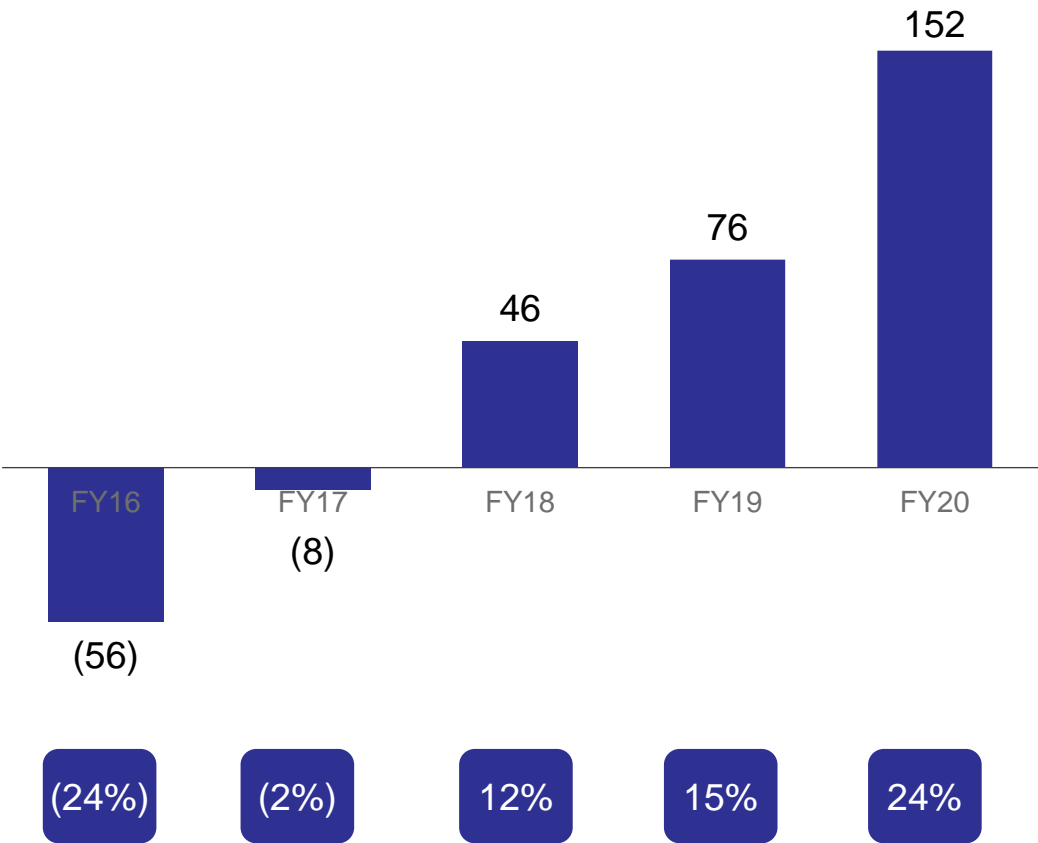


Note: Above figures have been calculated by dividing financials (in mn) by 10; Figures have been rounded off

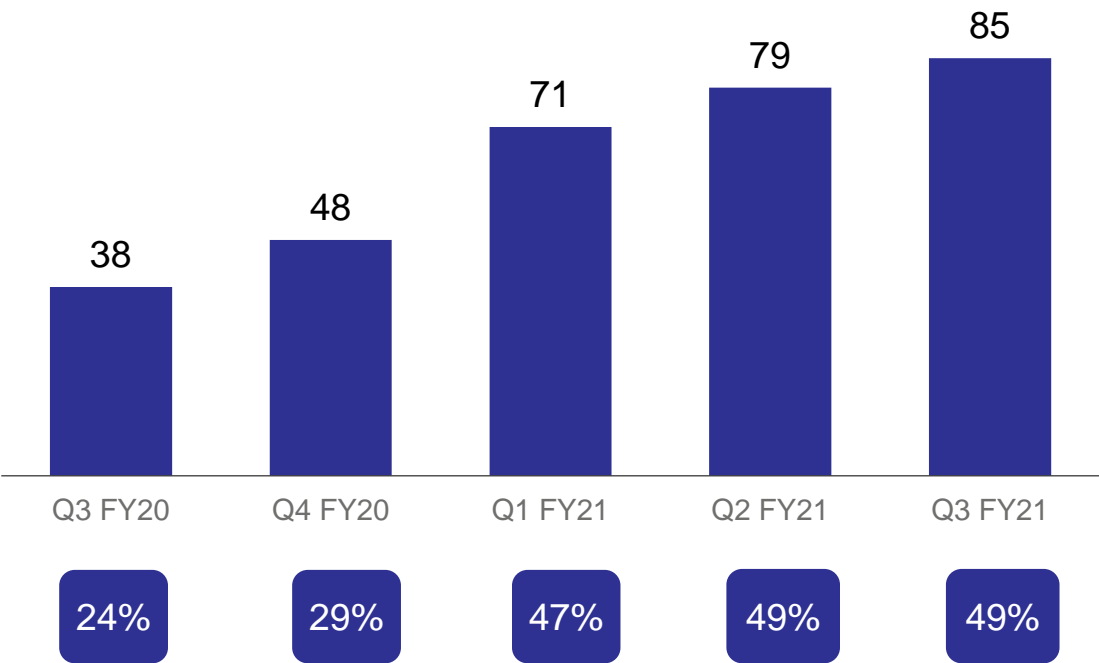
EBIT - Standalone

(₹ in Crores)

Yearly trends



Quarterly trends

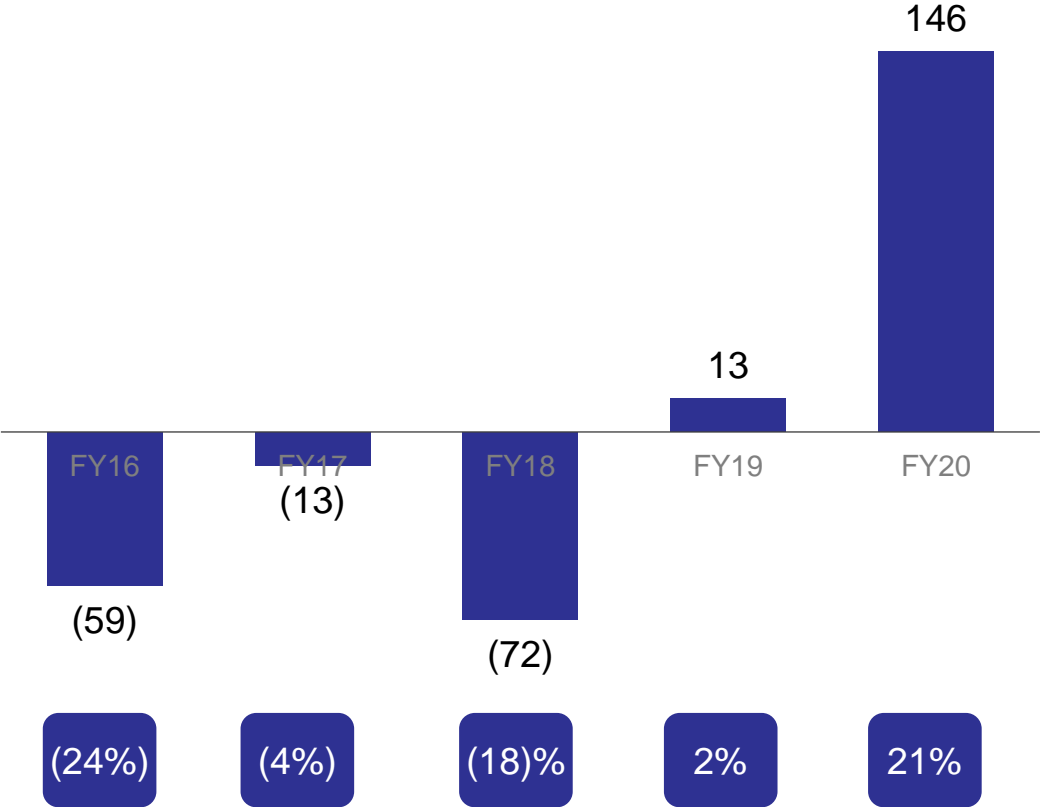


Note: Above figures have been calculated by dividing financials (in mn) by 10; Figures have been rounded off

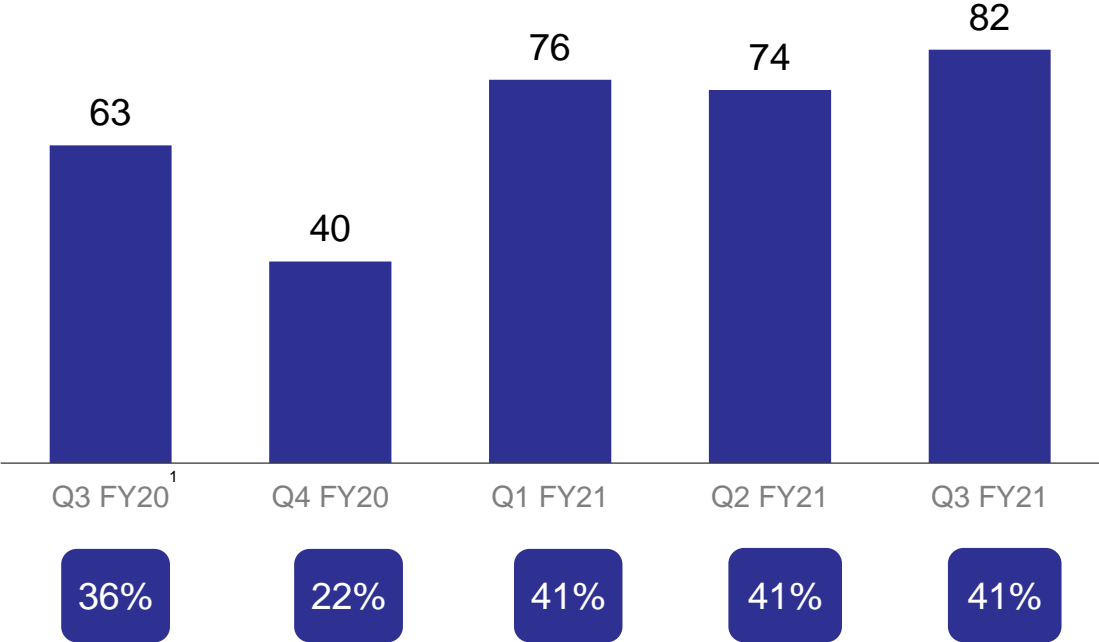
PAT - Standalone

(₹ in Crores)

Yearly trends



Quarterly trends



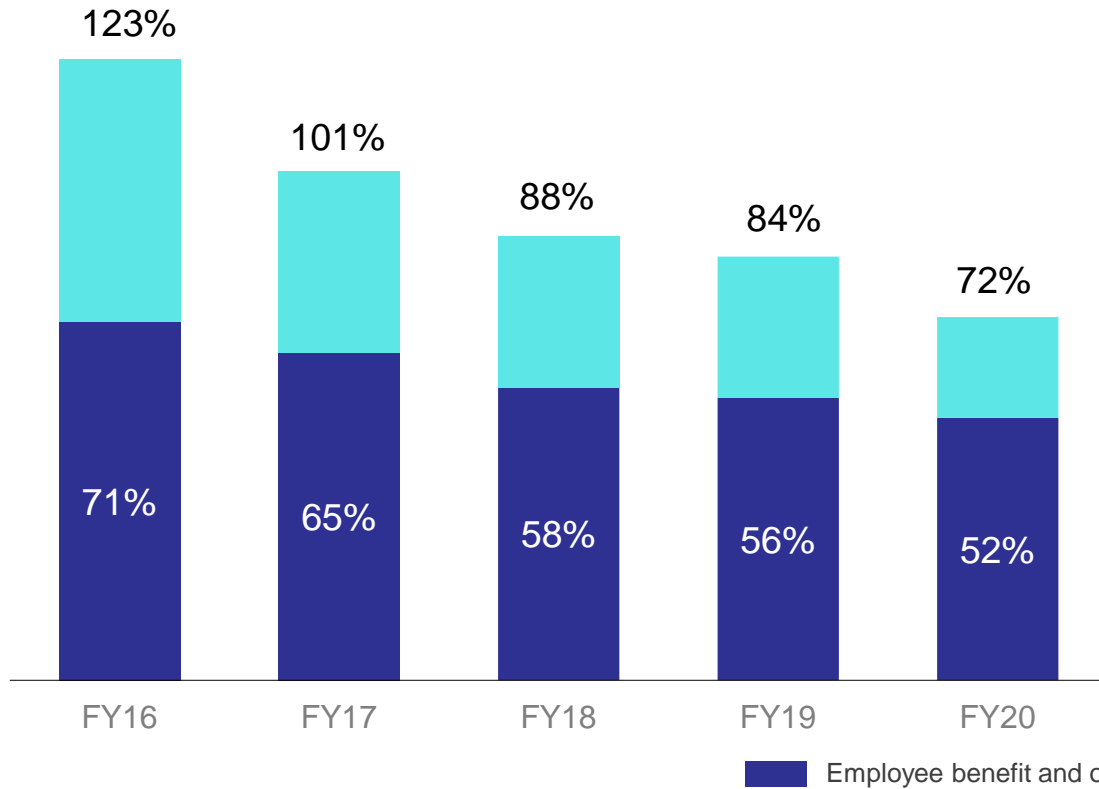
Note:
1.Net Profit for the quarter ending December 2019 included Deferred Tax Credit of Rs. 22.9 Crores on account of certain timing differences pertaining to earlier years.



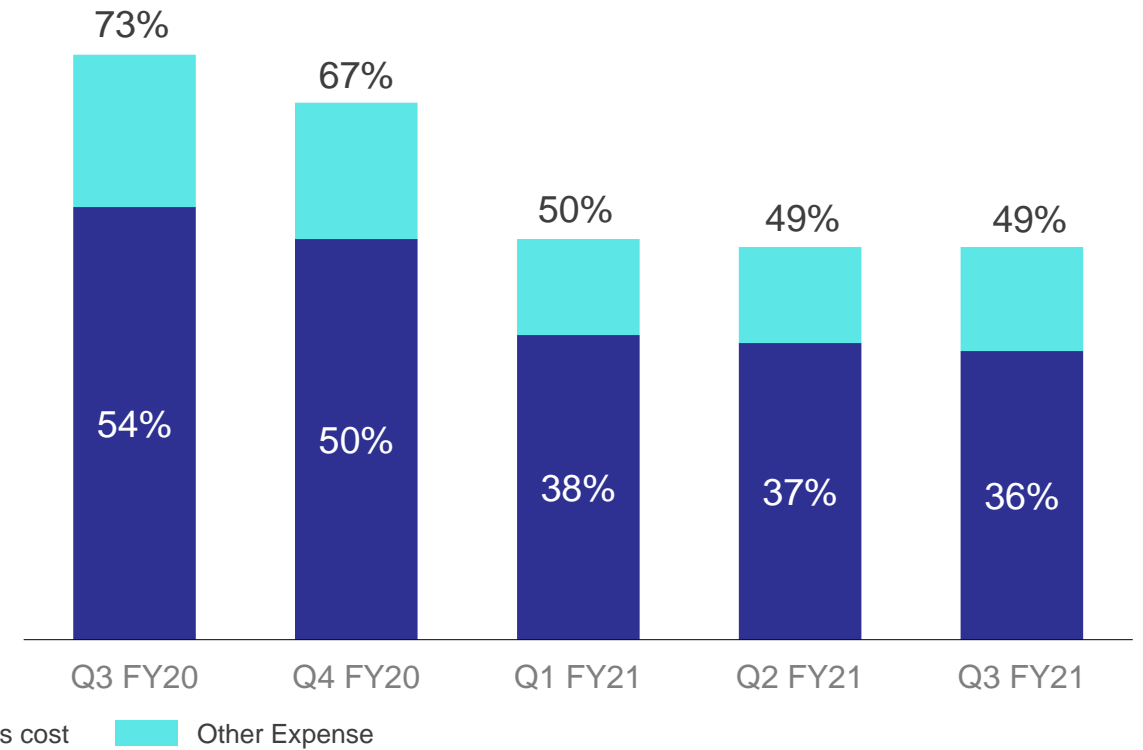
Margin Leverage - Standalone

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

Yearly trends



Quarterly trends



* The company has adopted IND AS -116 from 1st April 2019, impacting margin leverage by 3% in Q1FY20, Q2FY20 ,Q3FY20 and Q4FY20 and 2% in Q1FY21 , Q2FY21 and Q3FY21



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

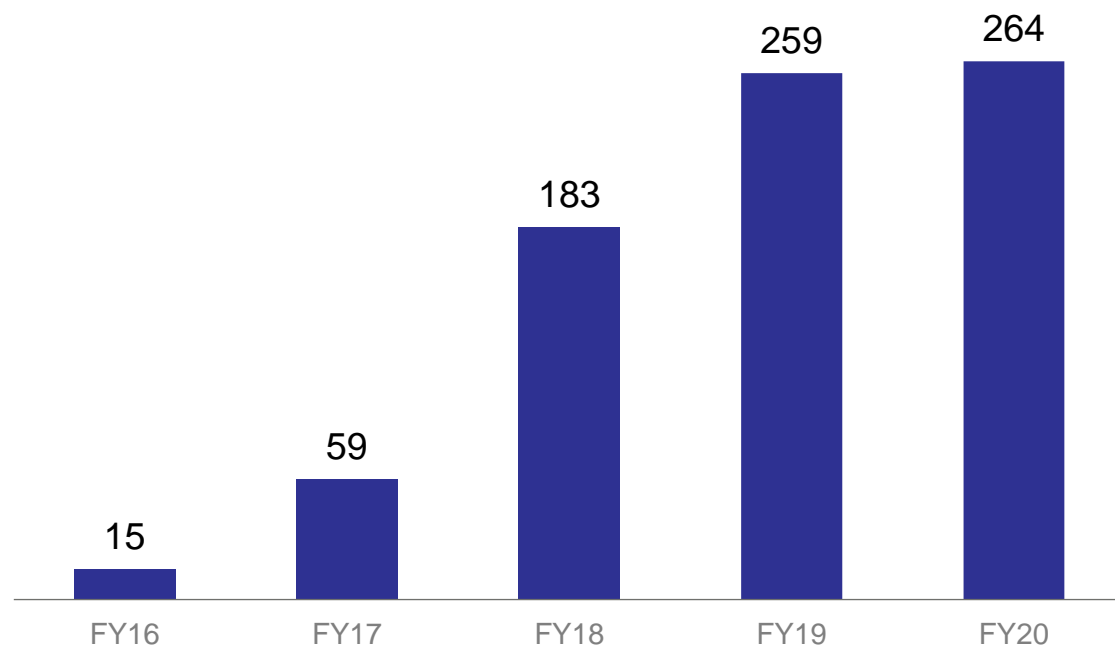
IndiaMART InterMESH Ltd

Cash Generated From Operating Activities - Standalone

(₹ in Crores)

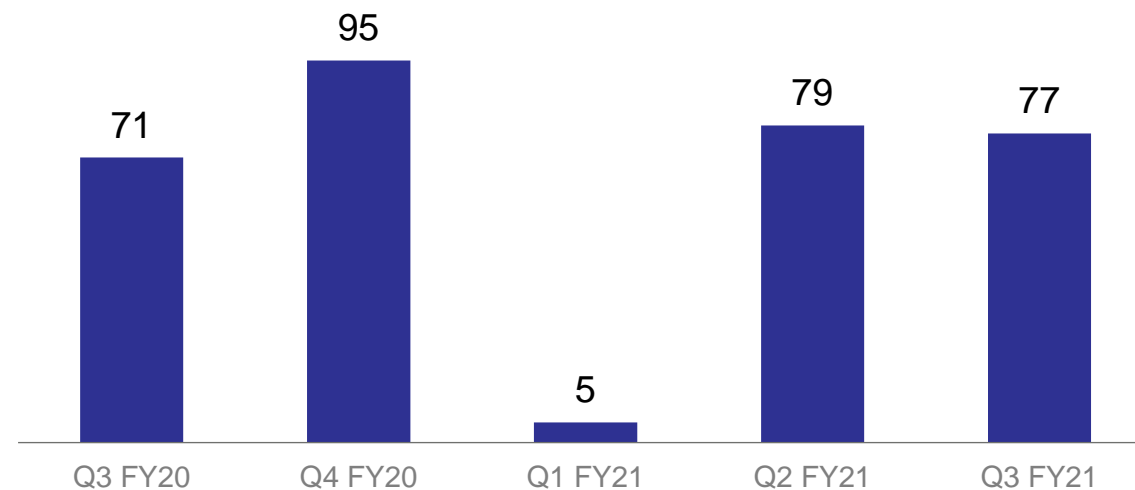
Yearly trends

104%
CAGR



Quarterly trends

9%
YoY



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

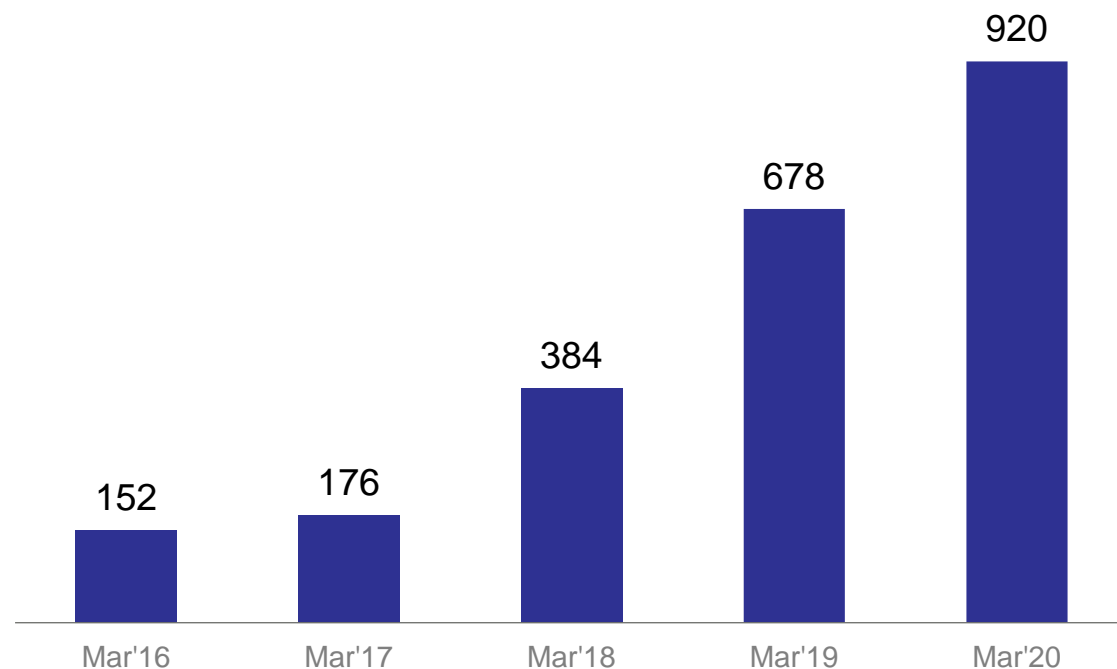
IndiaMART InterMESH Ltd

Cash and Investments* - Standalone

(₹ in Crores)

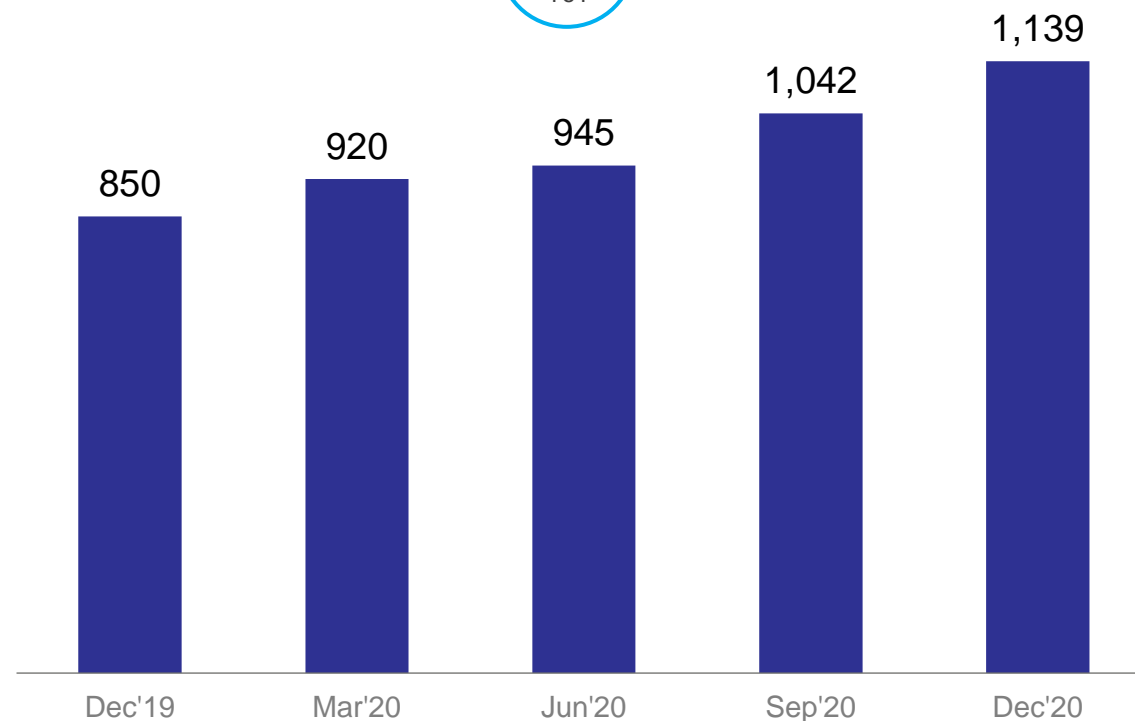
Yearly trends

57%
CAGR



Quarterly trends

34%
YoY



- Refers to Cash and Cash Equivalents and investments in Mutual Funds in the financial statements
- Investment of Rs 31.2 crores in Simply Vyapar Apps Pvt Ltd in Sept 19 and Rs 10 crores in Mobisy Technologies Private Limited in May 20
- The company has paid interim dividend including dividend distribution tax amounting to Rs. 33.3 crores in March 20



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

IndiaMART InterMESH Ltd

Financial Performance – Standalone

(₹ in Crores)

Financial Metrics	Q3 FY21	Q3 FY20	YoY Change	Q2 FY21	QoQ Change	9M FY21	9M FY20	YoY Change
Revenue from Operations	173	161	8%	162	7%	486	458	6%
Other Income	25	16	49%	21	17%	79	51	55%
Total Income	197	177	12%	183	8%	565	509	11%
Manpower and Outsourced Sales Cost	63	87	(28%)	60	5%	180	245	(27%)
Other Operating Expense	21	29	(27%)	19	12%	59	94	(37%)
Total Expenses	84	116	(28%)	79	7%	239	339	(29%)
EBITDA	89	44	101%	83	7%	247	119	108%
<i>EBITDA Margin(%)</i>	<i>51%</i>	<i>27%</i>		<i>51%</i>		<i>51%</i>	<i>26%</i>	
Depreciation and amortisation expense	4	6	(34%)	4	(12%)	12	15	(18%)
Others ¹	2	0.6	190%	2	(5%)	5	2	217%
Profit Before Tax	108	54	99%	98	10%	308	153	101%
Tax Expense	26	(9)	-	23	13%	76	47	62%
Net Profit	82	63	28%	74	9%	233	106	119%
<i>Net Profit Margin(%)</i>	<i>41%</i>	<i>36%</i>		<i>41%</i>		<i>41%</i>	<i>21%</i>	
EPS (Rs.)	28.1	21.9	28%	25.8	9%	80.4	36.9	118%
Cash Generated from Operating Activities	77	71	9%	79	(2%)	161	169	(5%)
Collections from Customers	178	178	0%	163	10%	436	520	(16%)

Notes

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



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

IndiaMART InterMESH Ltd

Balance Sheet - Standalone

(₹ in Crores)

Assets	Dec-20	Mar-20
PPE ¹ , CWIP ¹ and Intangible assets, other non-current assets	3.3	5.5
Right-of-use asset	65.9	80.0
Investment in subsidiaries and associates	31.4	31.6
Financial assets		
Bank Deposits	-	35.0
Others	24.5	13.9
Deferred and Non-current tax asset	21.4	45.5
Total Non-Current Assets	146.5	211.4
Financial assets		
Cash & Investments	1,138.7	885.3
Others	6.9	9.9
Current Tax and other current assets	11.9	12.2
Total Current Assets	1,157.6	907.4
Total Assets	1,304.0	1,118.8

Equity and Liabilities	Dec-20	Mar-20
Total Equity	510.2	274.5
Financial liabilities		
Lease Liabilities	54.5	61.2
Deferred tax liabilities (net)	11.7	-
Provisions	31.4	25.8
Contract liabilities	217.9	269.7
Total Non-current Liabilities	315.5	356.8
Financial liabilities		
Lease Liabilities	11.6	15.3
Others	34.6	43.1
Provisions	4.4	4.0
Contract liabilities	415.2	413.8
Other current liabilities	12.5	11.3
Total Current Liabilities	478.3	487.5
Total Equity and Liabilities	1,304.0	1,118.8

Notes

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



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

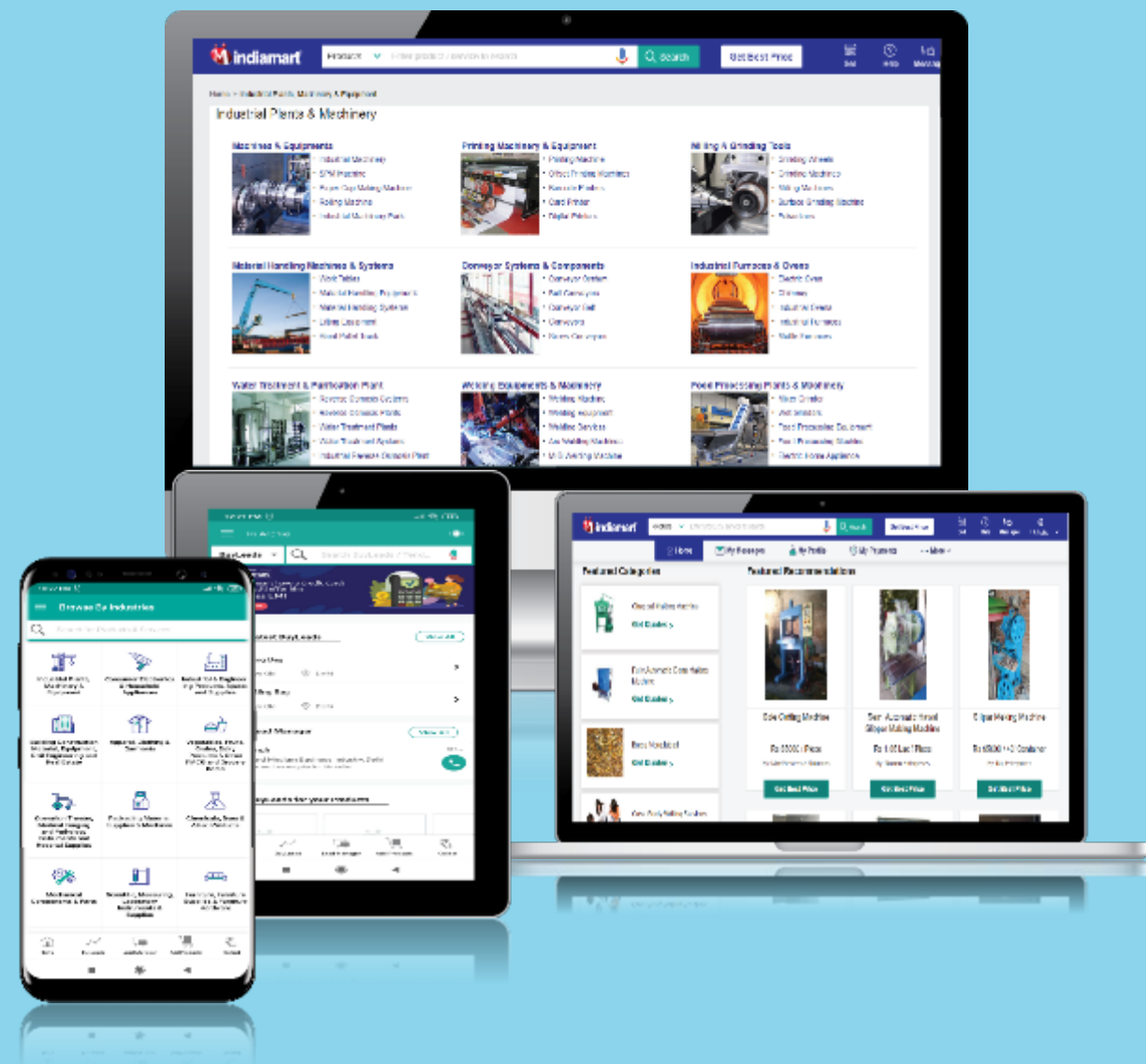
IndiaMART InterMESH Ltd



Product Overview



IndiaMART InterMESH Ltd



Platform Engagement

~100%⁽¹⁾
Organic traffic

81%⁽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 December 31, 2020

(2) As of December 31, 2020

IndiaMART InterMESH Ltd

Buyer Journey

Search

Post Requirement

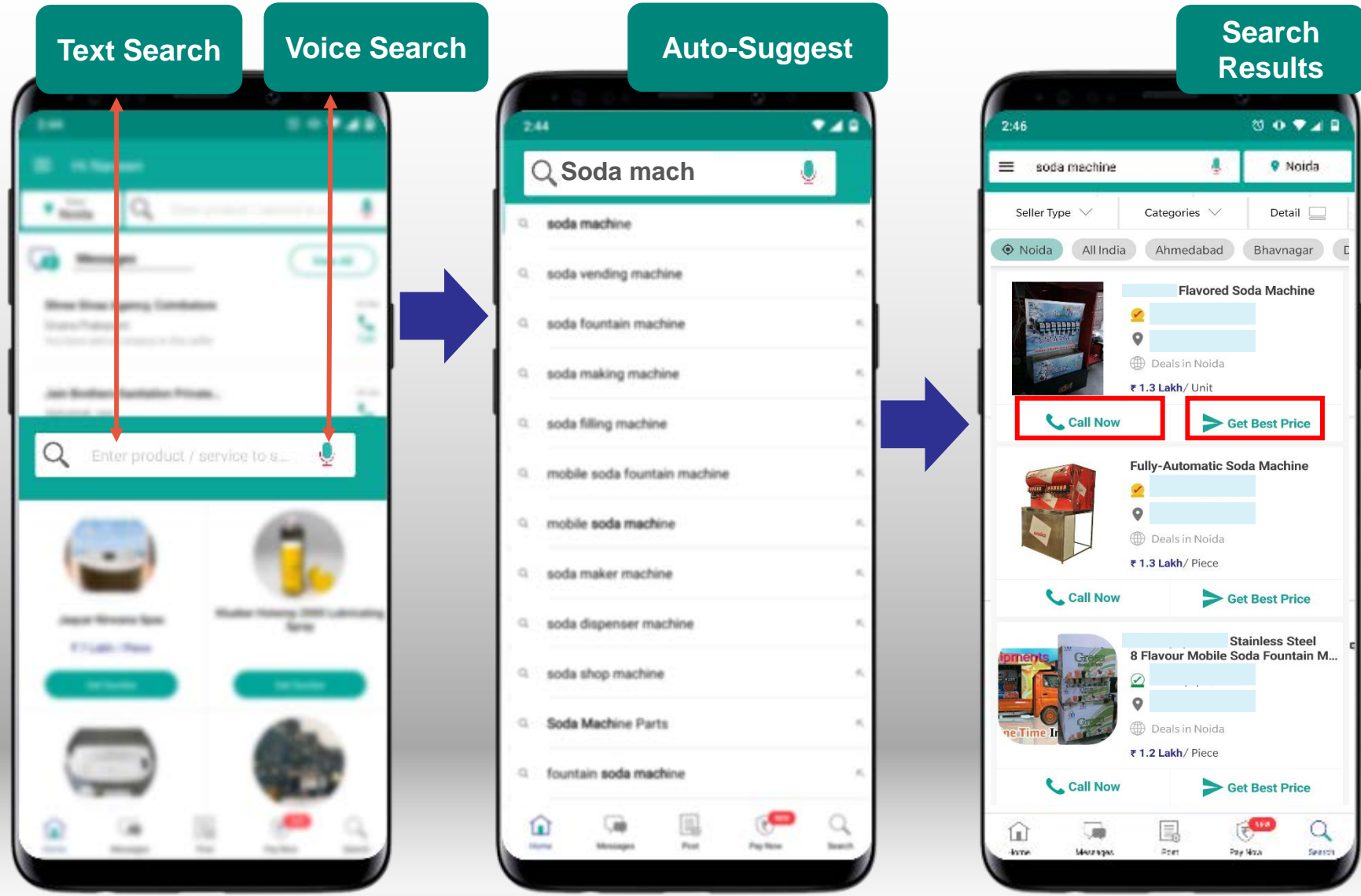
Product & Company
Details

Text Search

Voice Search

Auto-Suggest

Search
Results

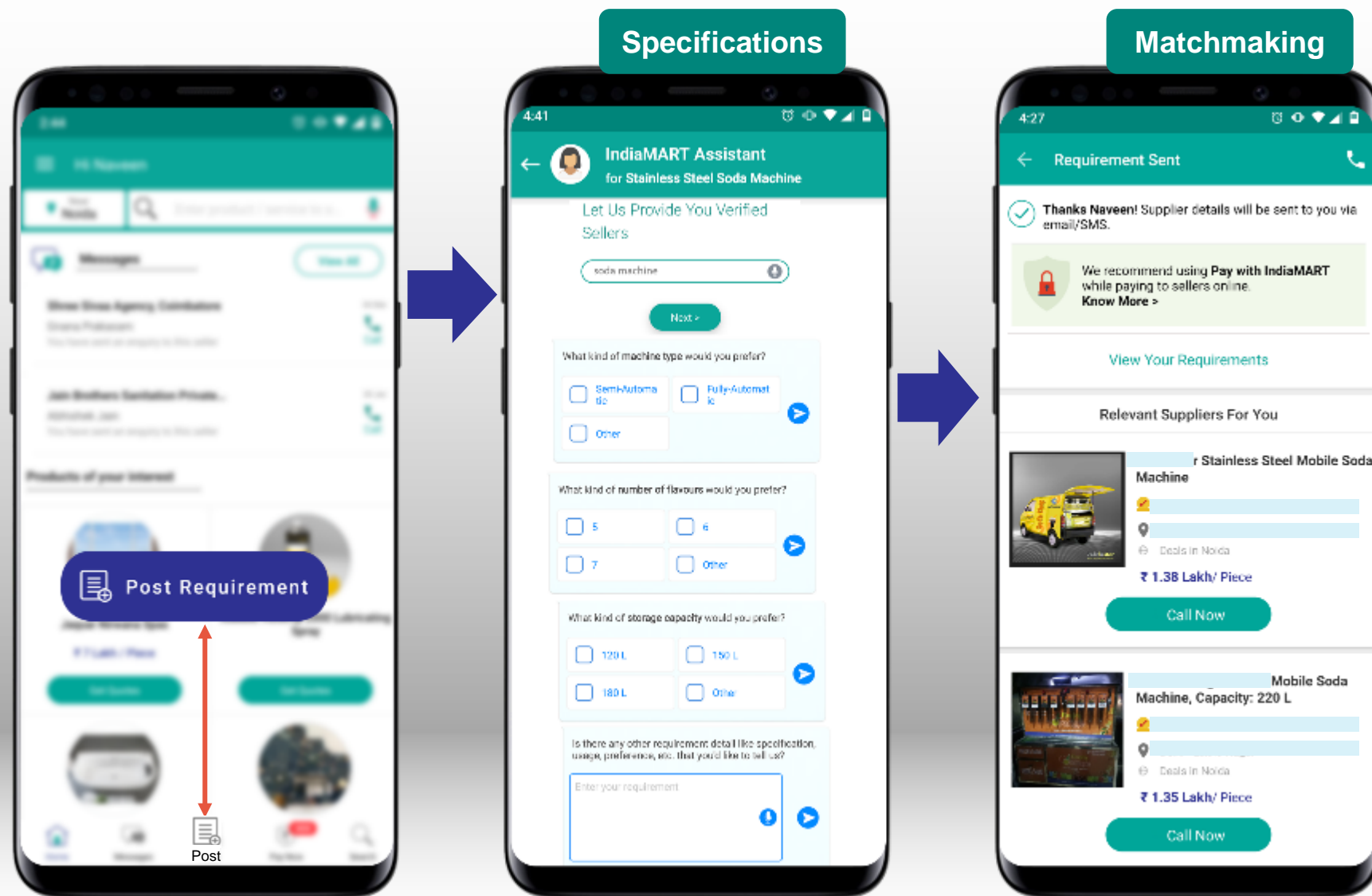


Buyer Journey

Search

Post Requirement

Product & Company
Details

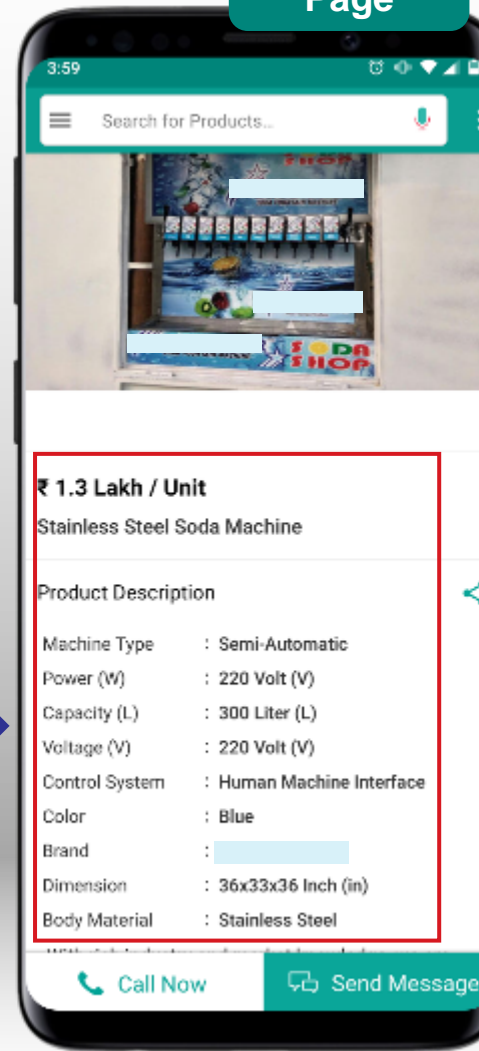
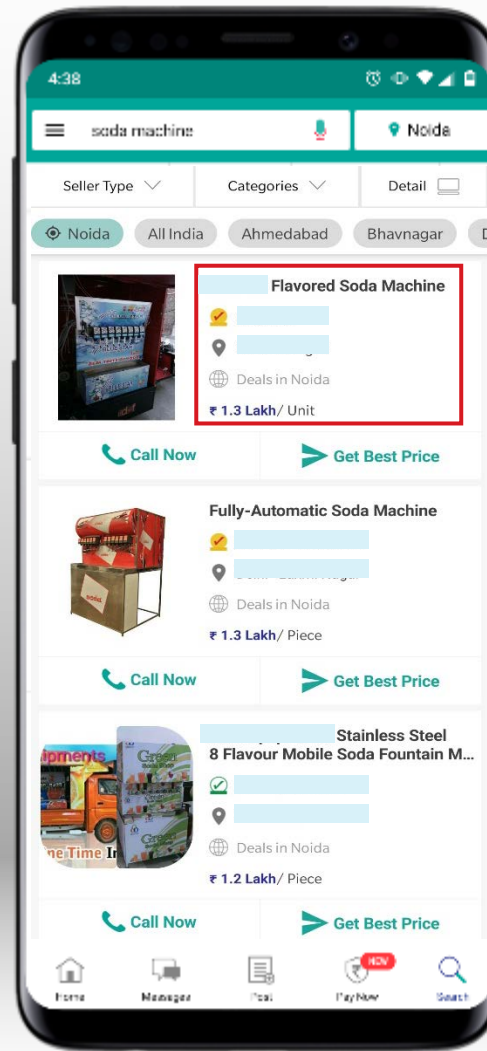


Buyer Journey

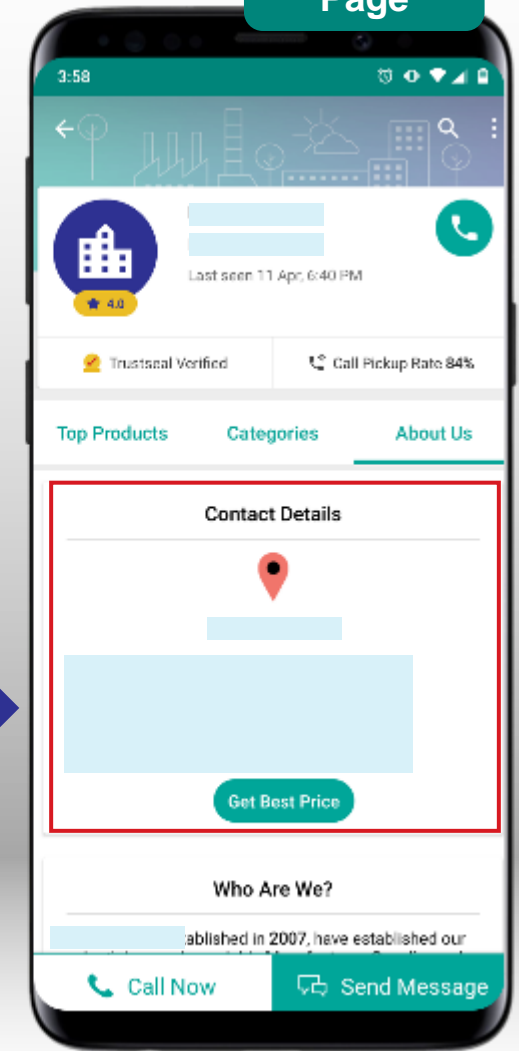
Search

Post Requirement

Product & Company
Details



Product
Page



Company
Page



Seller Journey

Content Management

BuyLeads

Lead Manager

Pay With IndiaMART

Add / Edit Products from here

The screenshot shows the IndiaMART product listing interface for a 'Biodegradable Plastic Bag'. The page is divided into several sections:

- Header:** Includes the IndiaMART logo, a search bar with the text 'Enter product / service to search', and navigation links for 'Products', 'Search', 'Get Best Price', 'Sell', 'Help', and 'Messages'.
- Breadcrumb:** A back button and the product name 'Biodegradable Plastic Bag'.
- Product Image Gallery:** A grid of images showing various colored plastic bags (green, blue, red, yellow, purple).
- Basic Details Tab:** The active tab, containing the following fields:
 - Product/Service Name:** A text box containing 'Biodegradable Plastic Bag'.
 - Price:** A text box with a rupee symbol (₹) and a unit dropdown menu set to 'per'. Examples like 'Ex - Pair, Piece etc' are shown.
 - Product/Service Description:** A rich text editor with a toolbar (bold, italic, list, link, etc.) and a text area. Below the text area, it says '0 character (maximum of 4000) including formatting'.
- Specification/Additional Details Tab:** A tab that is currently inactive.
- Product Score:** A progress bar showing a score of 75 out of 100, labeled 'Medium'. The scale ranges from 0 (no buyers) to 100 (more buyers).
- Basic Details Summary:** A table showing the progress of various details:

Basic Details 55/80 ^	
Name	05/05
Photo	10/10
Photo Size 500 x 500	15/15
Price (with Unit)	-/15
Description (> 70 chars)	-/10
Group	10/10
Category	15/15
- Specifications Summary:** A table showing the progress of specifications:

Specifications 20/20 ^	
4 Specs.	05/05
5 Specs.	05/05
More than 5 Specs.	10/10
- Buttons:** 'Add Video' and 'Add PDF' buttons are located below the image gallery. A 'Save and Continue →' button is at the bottom right.



Seller Journey

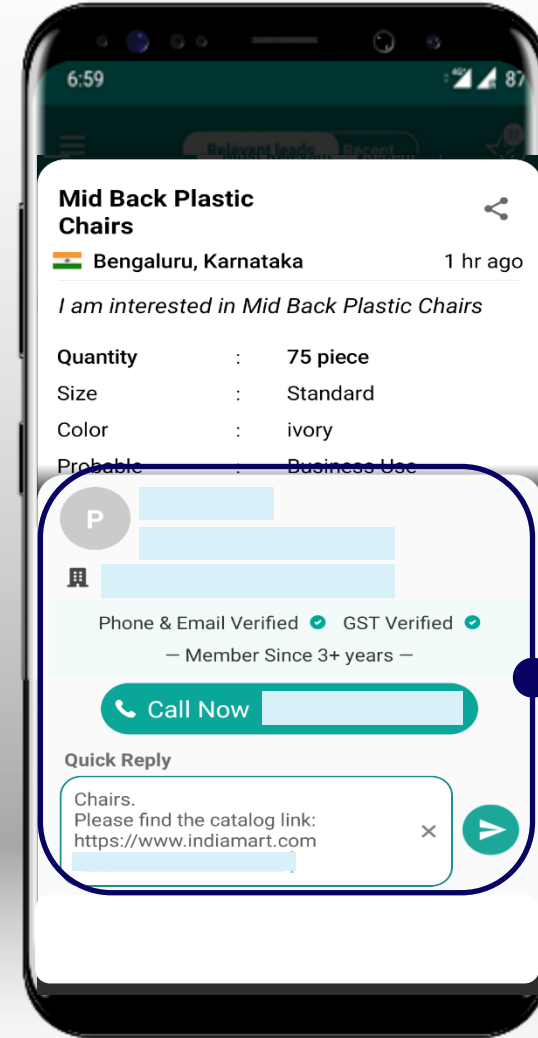
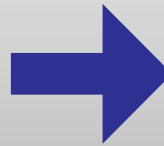
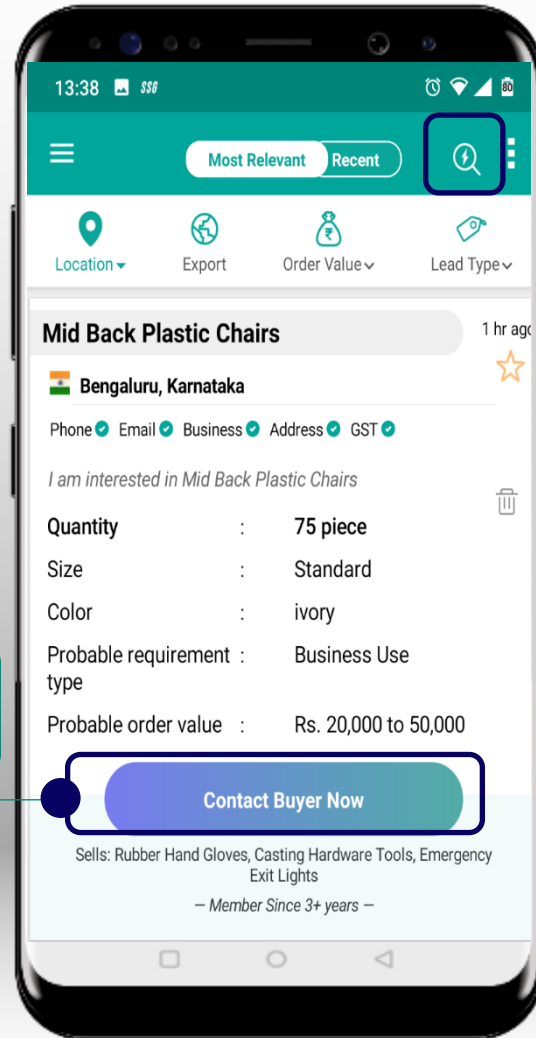
Content Management

BuyLeads

Lead Manager

Pay With IndiaMART

Click on Contact Buyer Now to
Select RFQ



Buyer Details
Available Post
BuyLead Purchase



Seller Journey

Content Management

BuyLeads

Lead Manager

Pay With IndiaMART

Add Labels

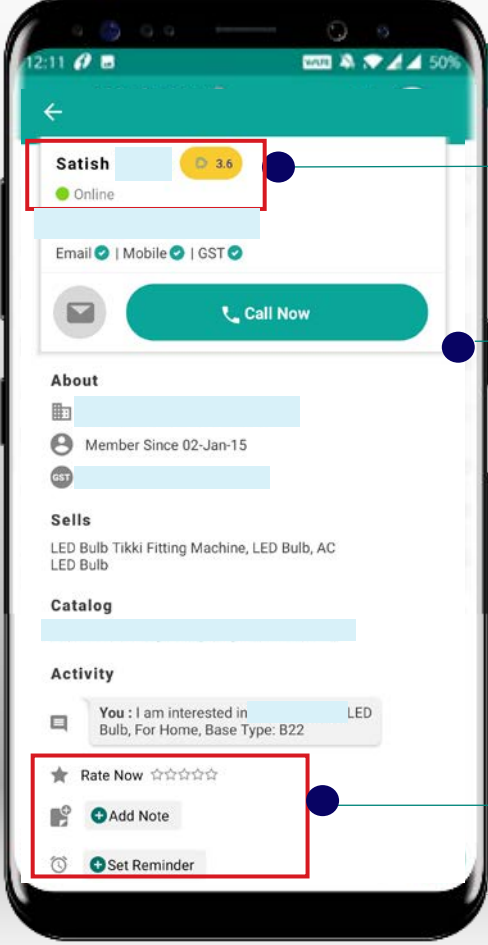
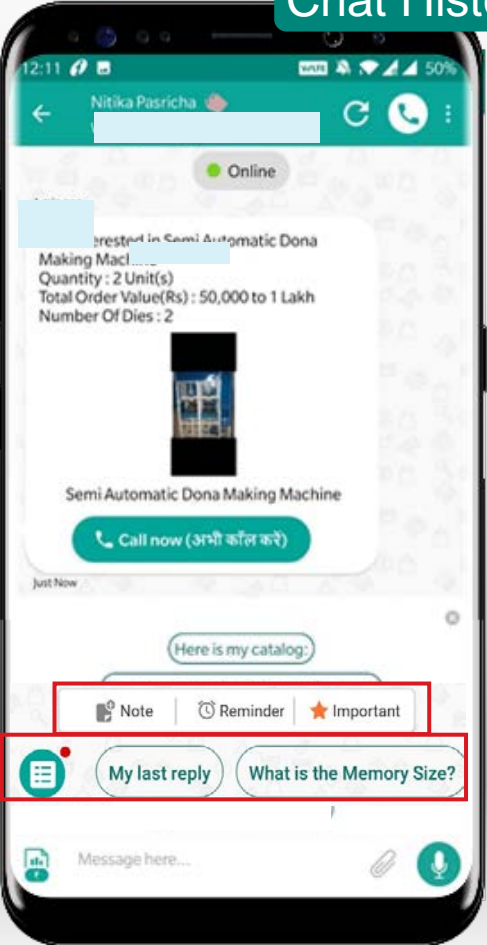
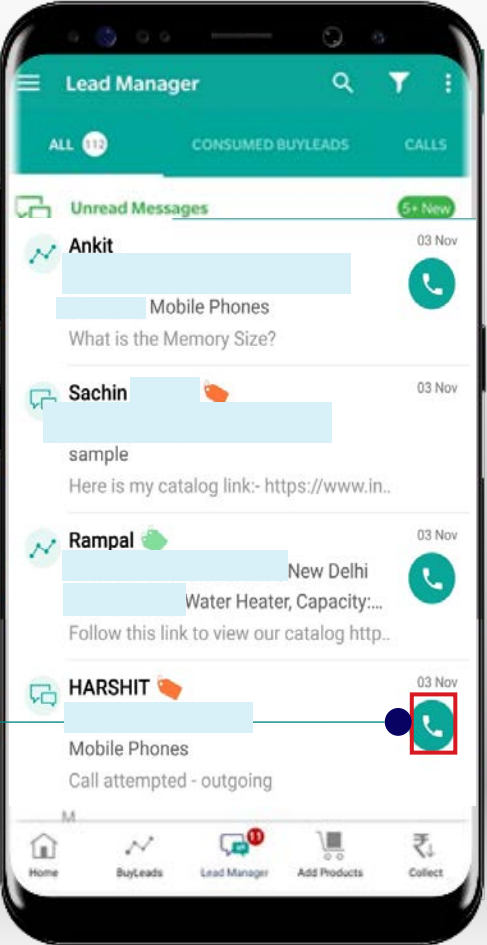
Direct Buyer Callback

Chat History

Reviews & Ratings

Call Option & Alerts

Add Notes, Set Reminders



AI-based Smart Reply



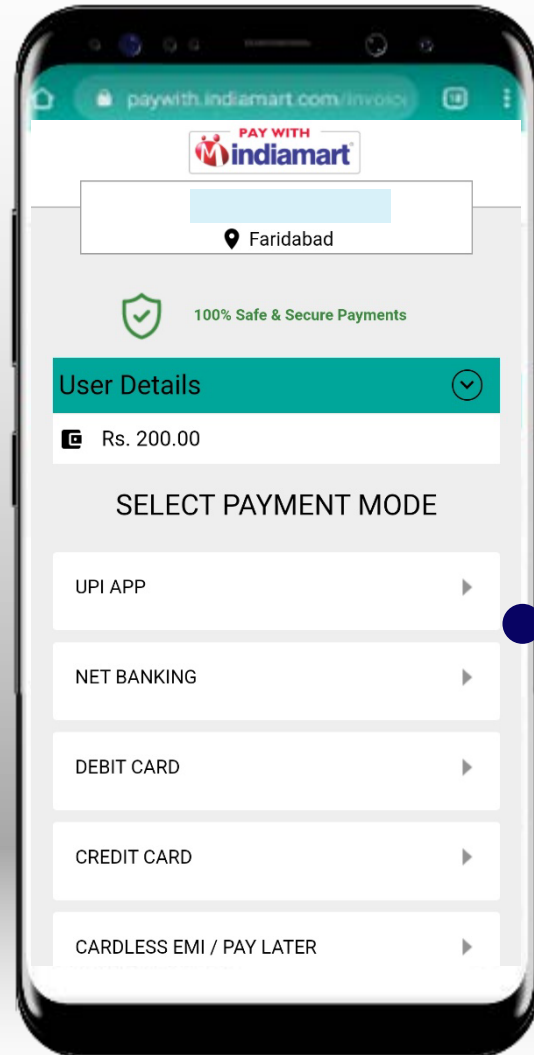
Seller Journey

Content Management

BuyLeads

Lead Manager

Pay With IndiaMART



Multiple Options



Subsidiaries, Associates & Investments

Pharmaceutical Drug &
Medical Care



Pay With IndiaMART Private Limited



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



Robust Buyer Protection

**Pay with IndiaMART and
secure your payments**



Buy Now, Pay At Ease

**Buy from premium suppliers and
pay in EMI
(Easy Monthly Instalments)**



Multiple Payment Options

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



Strong Security

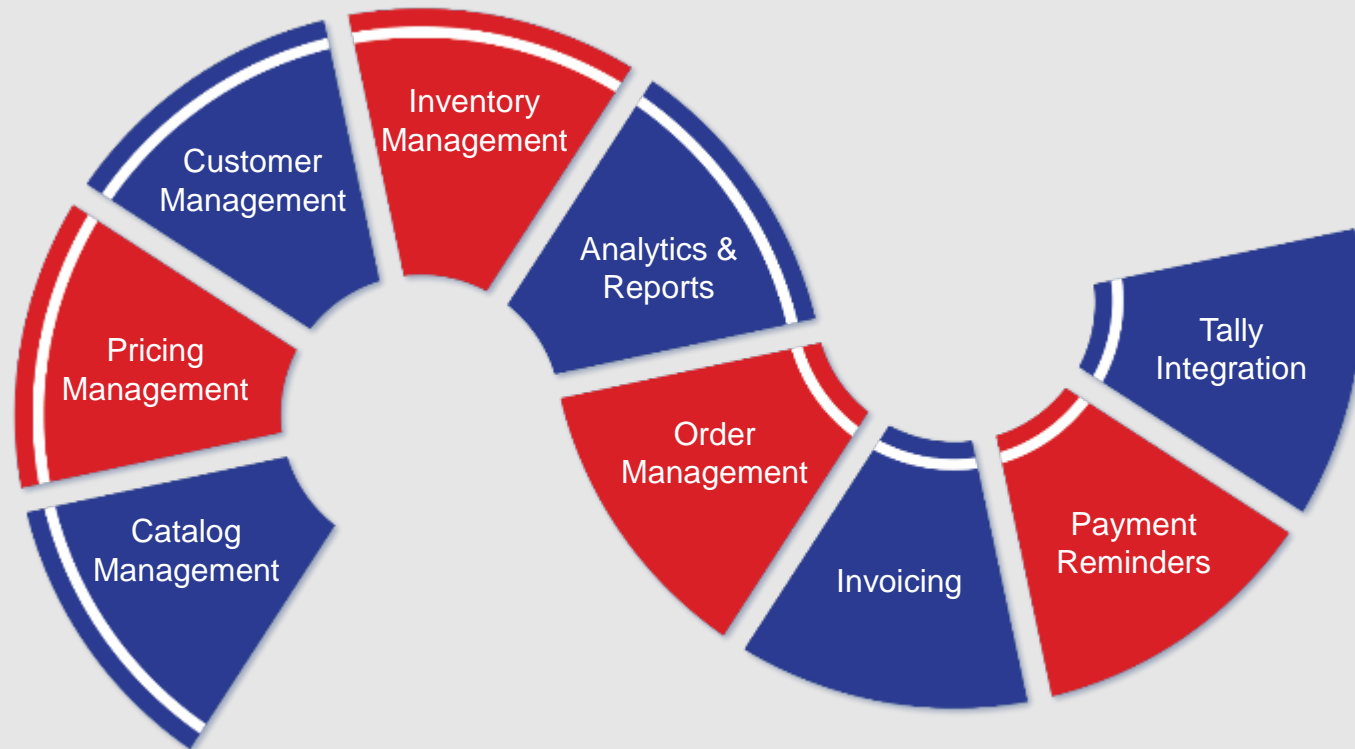
**Buy from sellers across
India with a secure
payment network**



Tolexo Online Private Limited (Pooraa)



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





10times is used by millions every day to decide which events to go, whom to meet, in many cities across several countries



Helps people discover relevant business events and trade shows



Facilitates businesses reach & engage with target audience



Create, manage and host virtual events



Enables virtual venues for live, engaging & monetizable events

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



Record Expenses



Bank Accounts



Business Status



Data Safety and Security



Send Estimates & Quotes



Receivables & Payables



Track Cash Flow



Business Reports



Track Orders



Delivery Challan



Manage Inventory



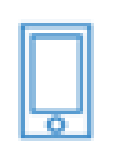





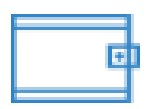





GST Invoicing & Billing



Choose Themes

Provider of Sales Force Automation (SFA) and Distributor Management System (DMS) Applications

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

Investment Approach

Investment Process

Sectoral Research

Deal Prospecting

Customer Diligence

Evaluation & Preparation of
Business Cases

Final Approval
by Management Team
& Board of Directors



3 member M&A team led by a senior professional



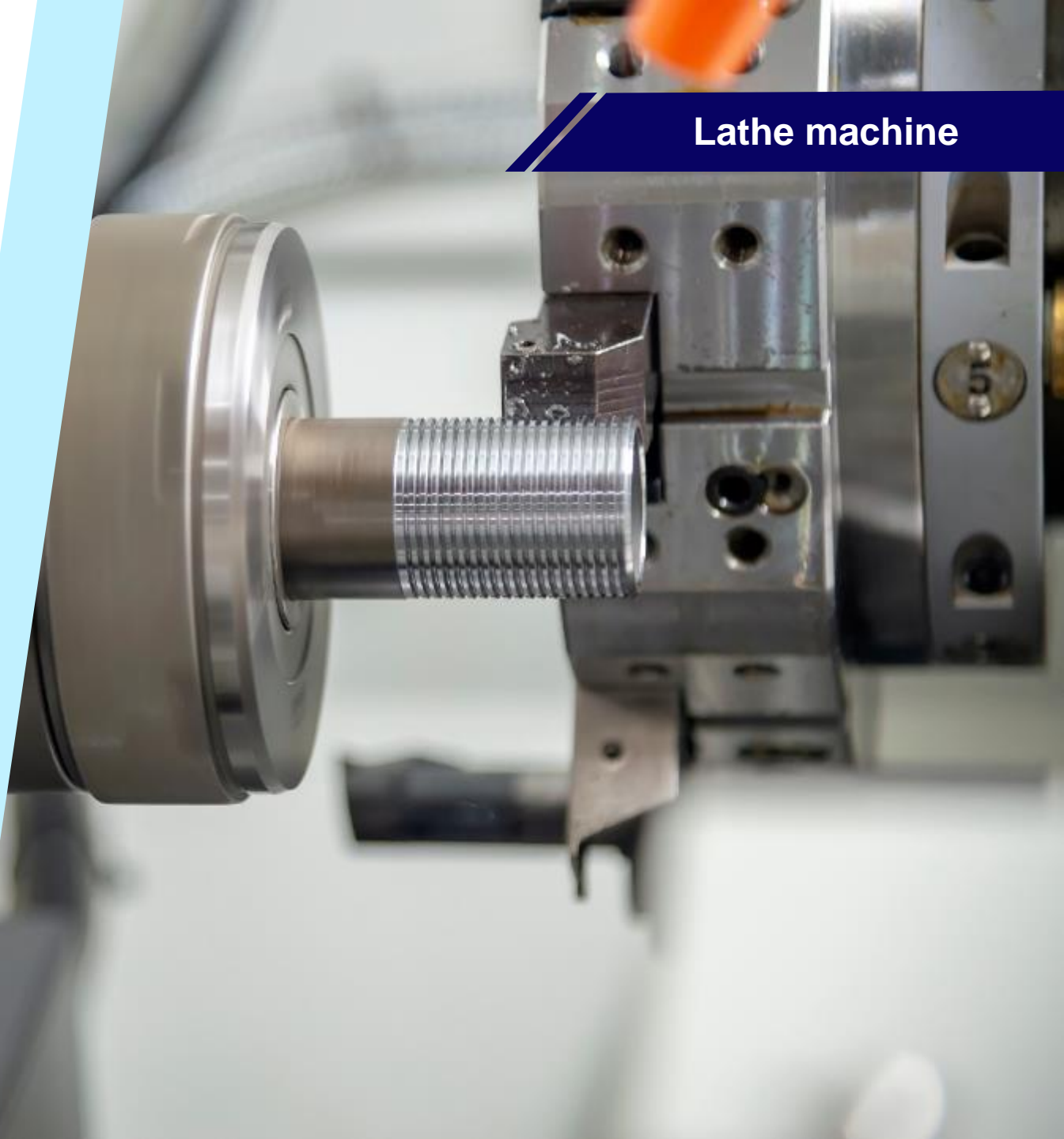
Evaluated 200+ companies in the last 12 months





Team

Lathe machine



Senior Management Team



Dinesh Chandra Agarwal

Managing Director and Chief Executive Officer

Education

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

Industry experience

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



Brijesh Agrawal

Whole-time Director

Education

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

Industry experience

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



Prateek Chandra

Chief Financial Officer

Education

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

Industry experience

- Bharat S Raut & Co., Chartered Accountants, Exl, HT Media Limited



Dinesh Gulati

Chief Operating Officer

Education

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

Industry experience

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



Amarinder S. Dhaliwal

Chief Product Officer

Education

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

Industry experience

- Micromax, BCCL, Times Internet, SBI Capital Markets



Independent and Non-Executive Directors



Vivek Narayan Gour

Independent Director

Education

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

Industry experience

- IL&FS, Tata Finance Limited, Genpact India, GE Capital Services India



Rajesh Sawhney

Independent Director

Education

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

Industry experience

- Reliance Entertainment Limited



Elizabeth Lucy Chapman

Independent Director

Education

- Chartered Financial Analyst and a Bachelor's degree from Edinburgh University, United Kingdom

Industry experience

- DBS Bank Limited, Goldman Sachs International, The Welcome Trust Limited, Nahar Credits Private Limited



Dhruv Prakash

Non-executive Director

Education

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

Industry experience

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



Stronger Together

2,826 Employees

28% Employees with 5+ years

~ 23% Females

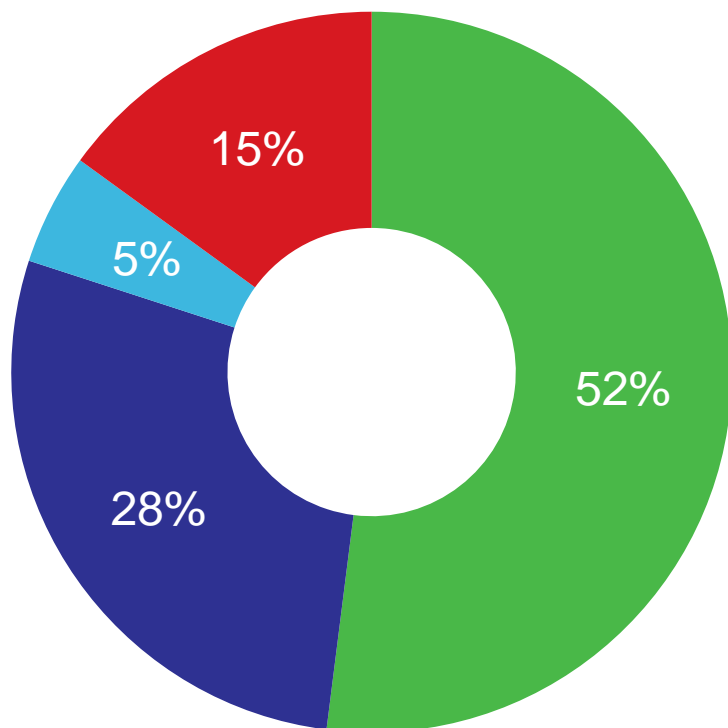


Note: Figures as of Dec 31, 2020; Figures have been rounded off

IndiaMART InterMESH Ltd

Shareholding Pattern

Total Equity Shares Outstanding as on December 31, 2020 – 29,121,516



- 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

- Steadview Capital Mauritius Limited
- Artisan International Small-Mid Fund
- Arisaig Global Emerging Markets Consumer Fund (Singapore) Pte. Ltd.
- Arisaig Asia Consumer Fund Limited
- Westbridge Crossover Fund, LLC
- UTI – Equity Fund



Note: The figures are approximations

IndiaMART InterMESH Ltd



Thank You

Corporate Office

Tower 2, Assotech Business Cresterra,
Floor No.6, Plot No.22, Sec 135,
Noida-201305, U.P.

Registered Office:

1st Floor, 29-Daryaganj, Netaji Subash Marg, Delhi – 110002.

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

CIN :

L74899DL1999PLC101534

