



Make Doing Business Easy

Earnings Presentation

QUARTER ENDED DECEMBER 31, 2025

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



: Map not to scale

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Safe Harbour

Welding Machine

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indiamart[®]

Highlights Q3FY26

Solar Water Heater



IndiaMART InterMESH Ltd

Q3 FY26 Results Overview (Consolidated)

Revenue from Operations

402 Cr

 11% YoY¹

EBITDA

134 Cr

33% Margin

 3% YoY

Collections

426 Cr

 15% YoY¹

Net Profit

188 Cr

35% Margin

 56% YoY

Deferred Revenue

1,775 Cr

 17% YoY¹

Cash Flow from Operations

129 Cr

30% of Collections

 13% YoY



1) YoY growth excludes reclassification impact due to change in the channel partner payout structure of Busy Infotech from Nov' 24

IndiaMART InterMESH Ltd

Q3 FY26 Results Overview (Standalone)

Revenue from Operations

368 Cr



9% YoY

Collections

390 Cr



14% YoY

Deferred Revenue

1,654 Cr



16% YoY

EBITDA

136 Cr

37% Margin



6% YoY

Net Profit

206 Cr

41% Margin



65% YoY

Cash Flow from Operations

128 Cr

33% of Collections



15% YoY



Q3 FY26 Operational Performance (Standalone)

Paying Suppliers

221 K



3% YoY

Annualised Revenue Per Paying Supplier

₹ 67 K



6% YoY

Indian Supplier Storefronts

8.7 Mn



6% YoY

Live Product Listings

128 Mn



11% YoY

Active Buyers¹

42 Mn



2% YoY

Unique Business Enquiries

28 Mn



4% YoY

1,000 paying suppliers declined this quarter



1) Last 12 Months

IndiaMART InterMESH Ltd

Q3 FY26 Results Overview (Busy)

Revenue from Operations

32 Cr

 50% YoY¹

Billing

33 Cr

 28% YoY¹

Deferred Revenue & Advances

112 Cr

 56% YoY¹

EBITDA

5 Cr

Net Profit

6 Cr

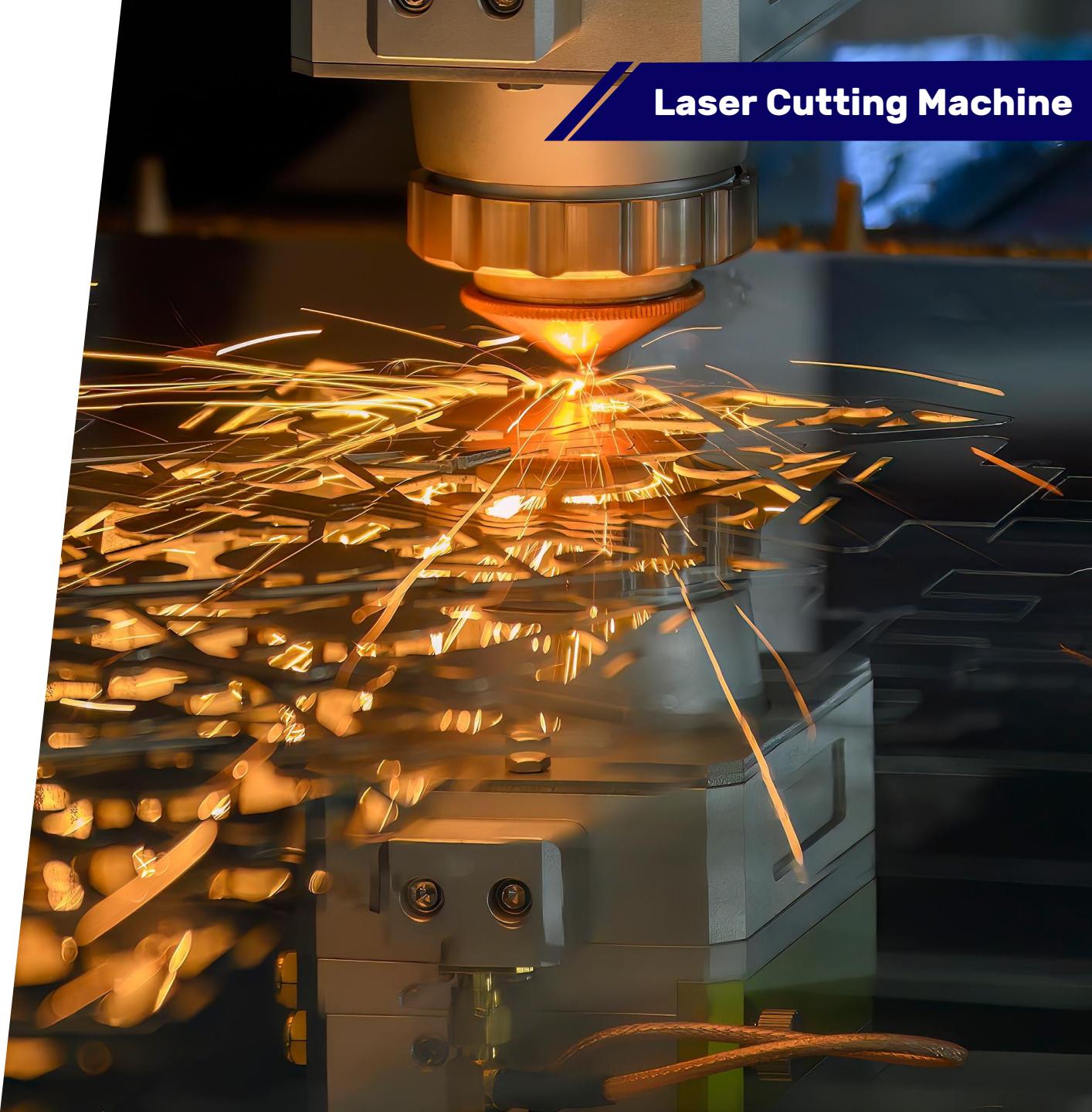
Cash Flow from Operations

6 Cr

1) Billing reflects invoices issued net of trade discounts and GST. From Nov'24, discounts are reclassified as expenses due to a change in the channel partner payout structure. YoY growth excludes reclassification impact

IndiaMART Business Overview

Laser Cutting Machine



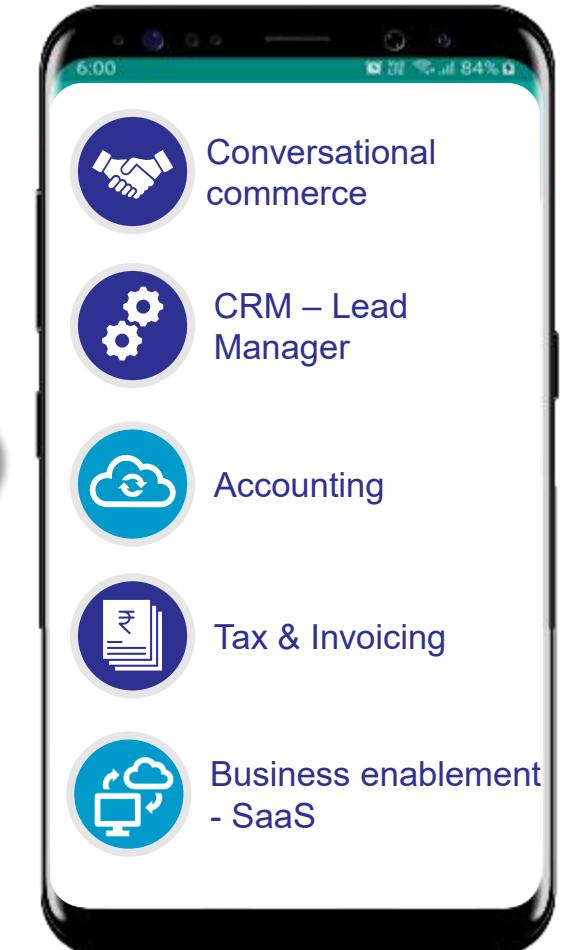
Traditional Marketplace to Online Marketplace

Offline Discovery



Online Discovery, Anytime, Anywhere

Additional services for business enablement



India's Largest Online B2B Marketplace



B2B marketplace is a growing market



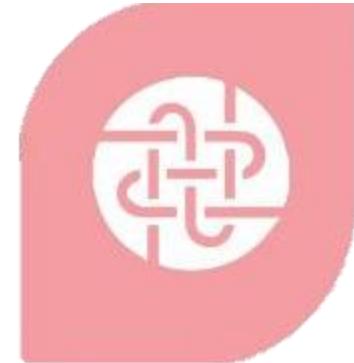
Diversified across categories & geographies



2-way discovery marketplace



Behavioral data driven algorithmic matchmaking

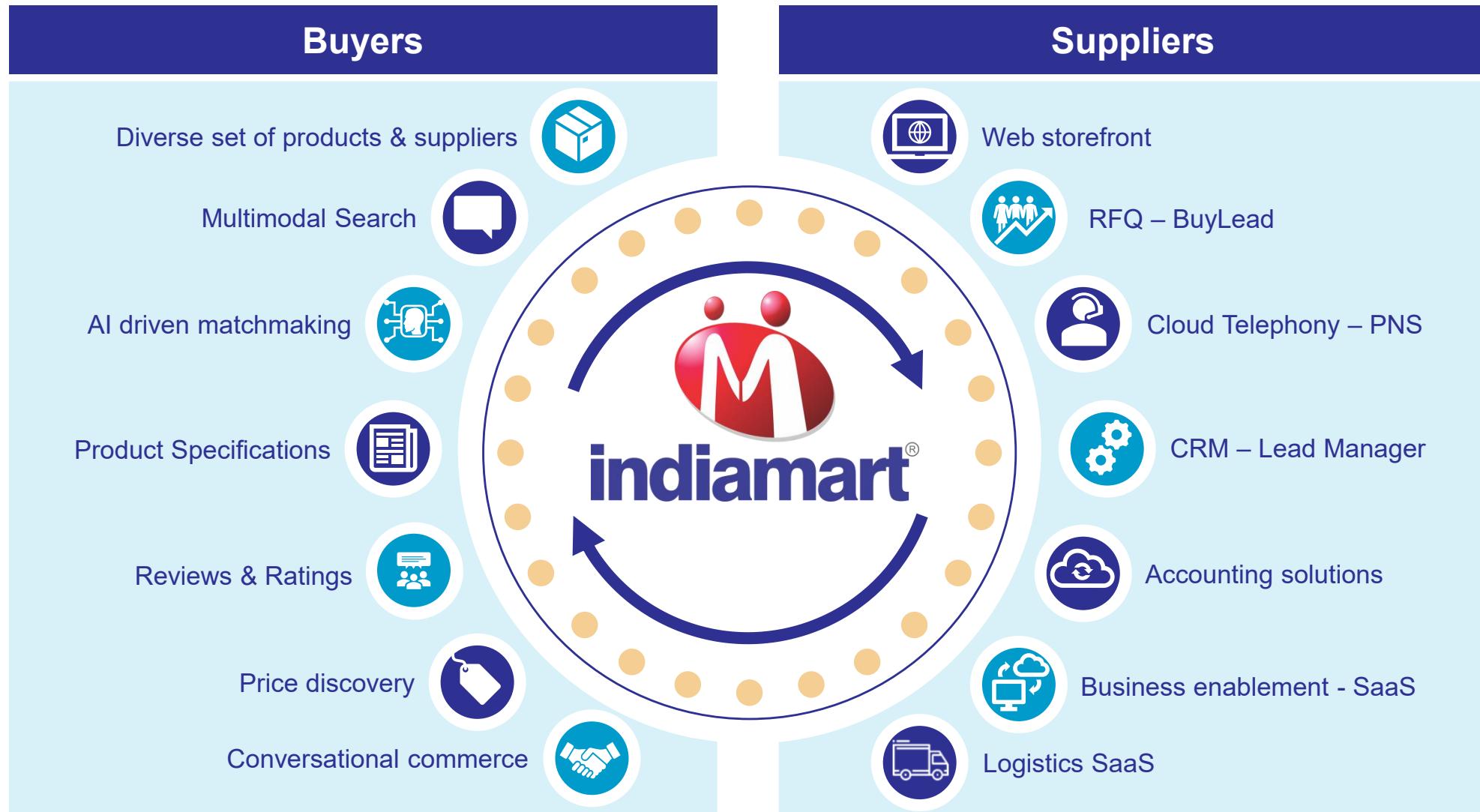


Strong network effects



Subscription based revenue model with negative working capital

Services that Empower Businesses



Well Diversified Across ~98000 Categories

							
Construction & Building Raw Material 9%	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%	Chemicals, Dyes & Allied Products 2%	Kitchen Containers, Utensils, Cookware, & Other Products 2%	Fertilizers, Seeds, Agro Machines, Poultry & Animal Husbandry 2%	Furniture, Furniture Supplies & Furniture Hardware 2%
							
Pharmaceutical Drugs, Medicines, Vitamins & Other Products 2%	Scientific, Measuring, Laboratory Instruments & Supplies 2%	Cosmetics, Toiletries & Personal Care Products 2%	Automobiles, Spare Parts & Accessories 2%	Gifts, Crafts, Antique & Handmade Decorative 2%	Tools, Machine Tools, Power Tools & Hand Tools 2%	Electronics Components & Supplies 1%	Sports Goods, Games, Toys & Accessories 1%

1) % above are for total paying supplier, as on December 31, 2025

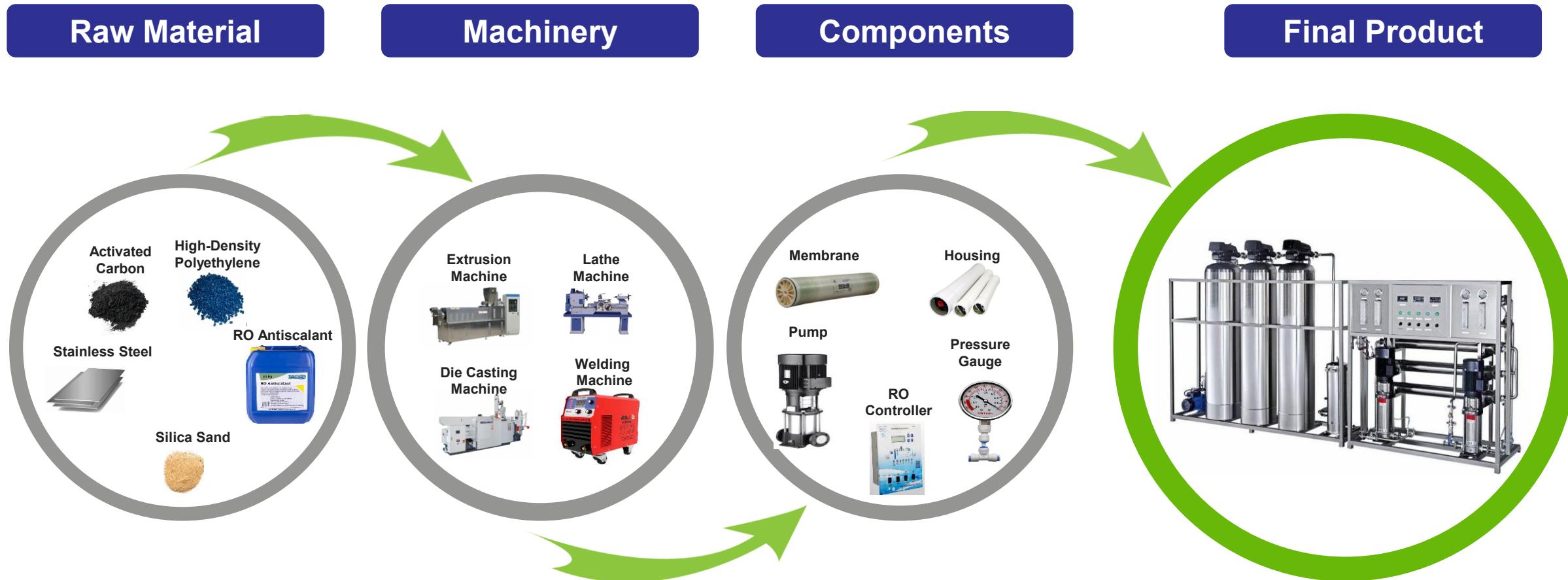
57 Industries

128 Mn Products

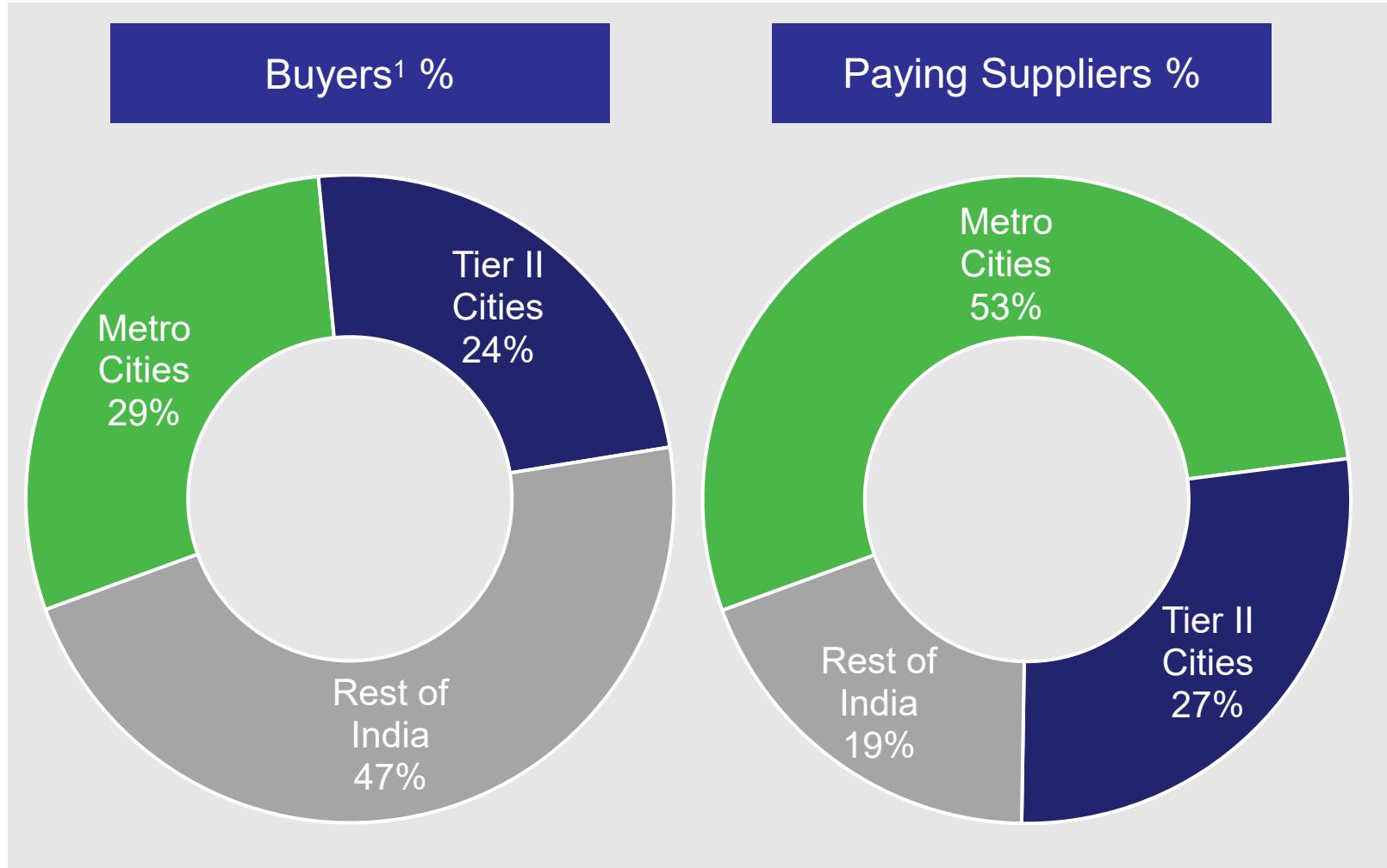


IndiaMART InterMESH Ltd

End-To-End Value Chain Discovery – Water Treatment Plant



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

 ~ 5,000 Sales & Servicing team

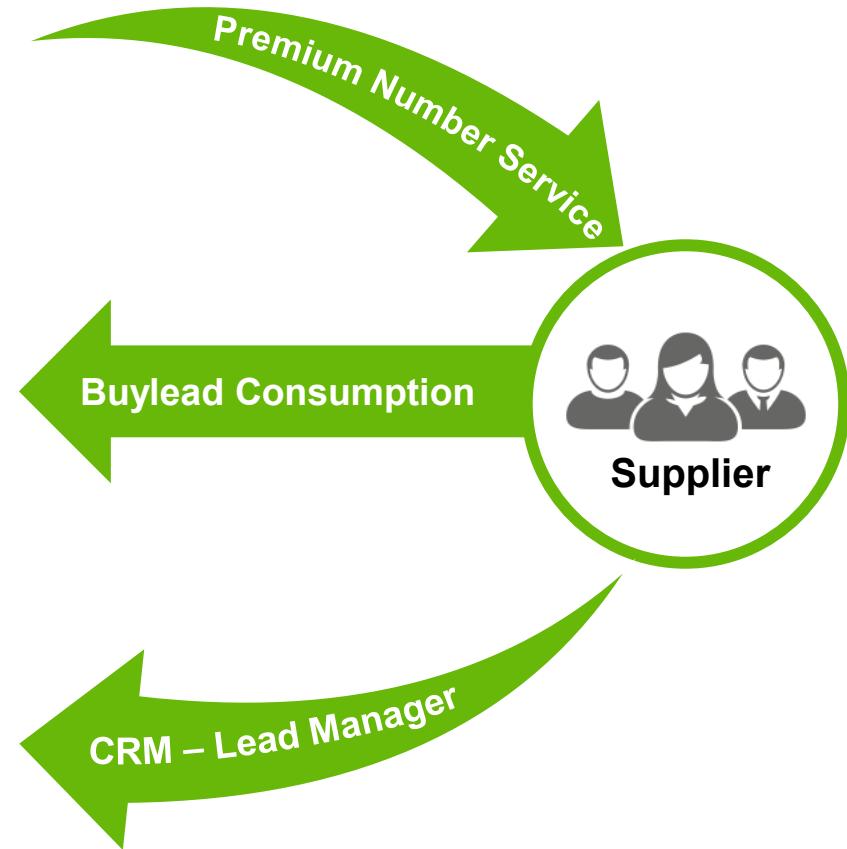
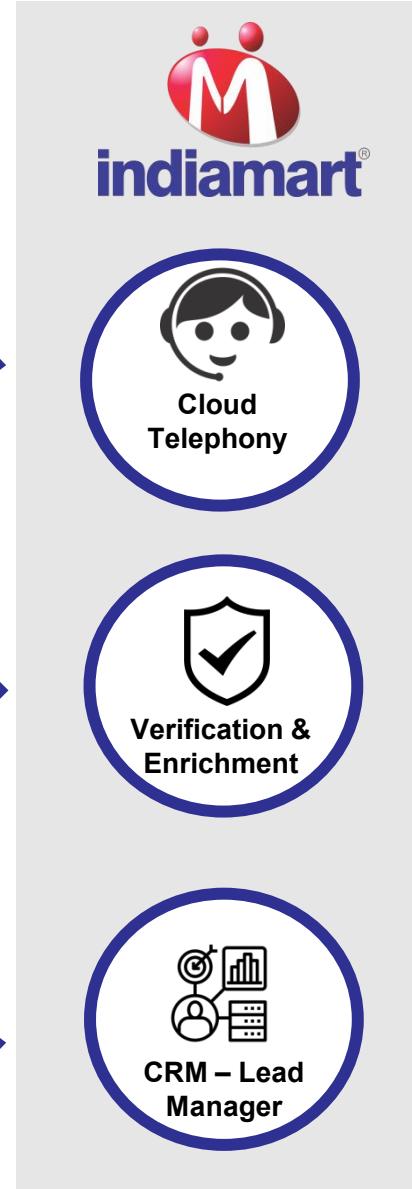
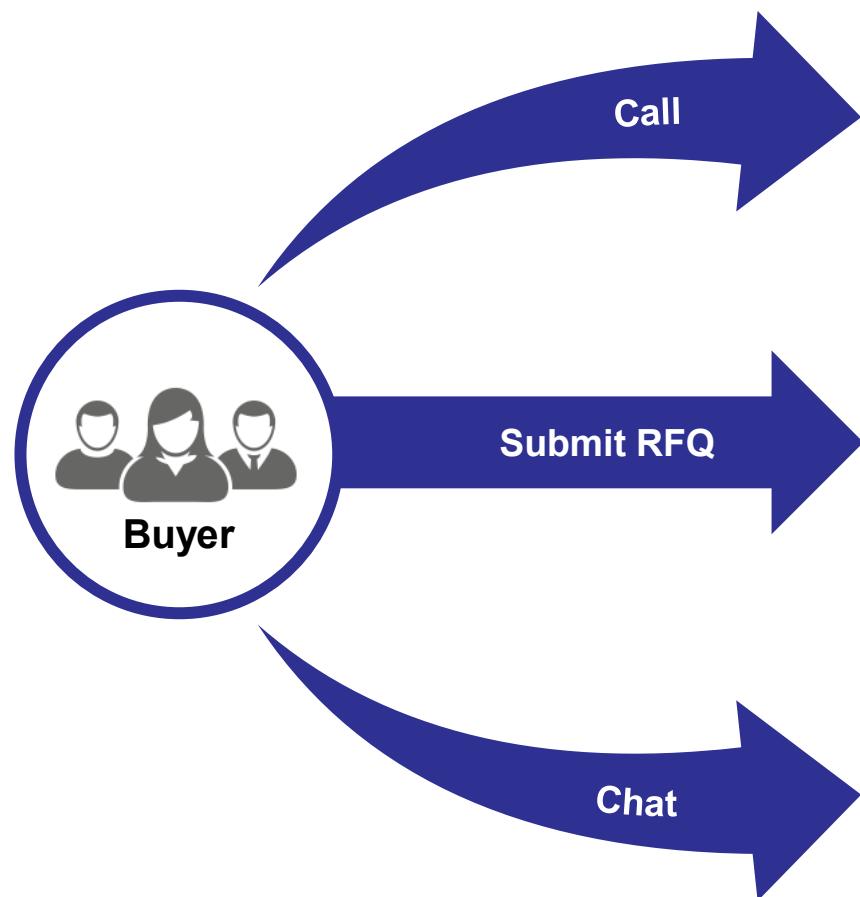
 ~120 Channel Sales Partner Locations

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

2) Figures as on March 31, 2025

3) Population as per 2011 census

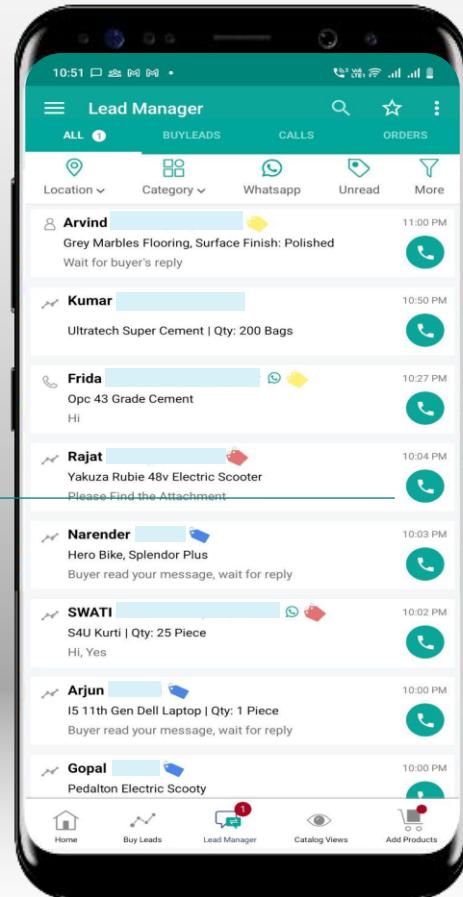
2-way Discovery Marketplace



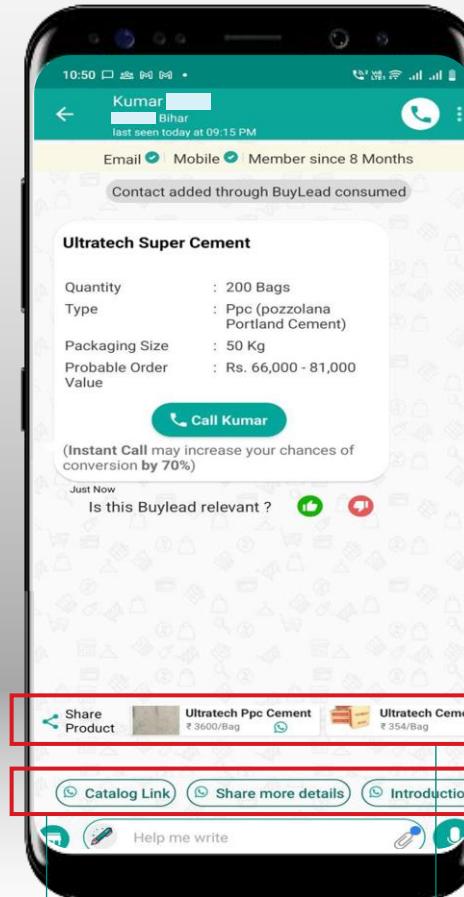
CRM – Lead Manager & Conversational Commerce

~142mn Replies¹ & Callbacks² during Q3 FY26

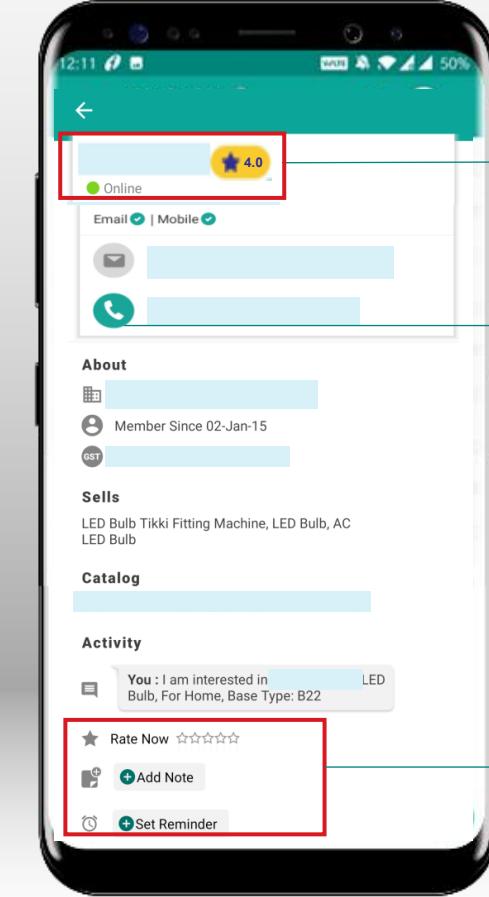
Direct Buyer Callback



AI-based Smart Reply



One Tap Product Sharing



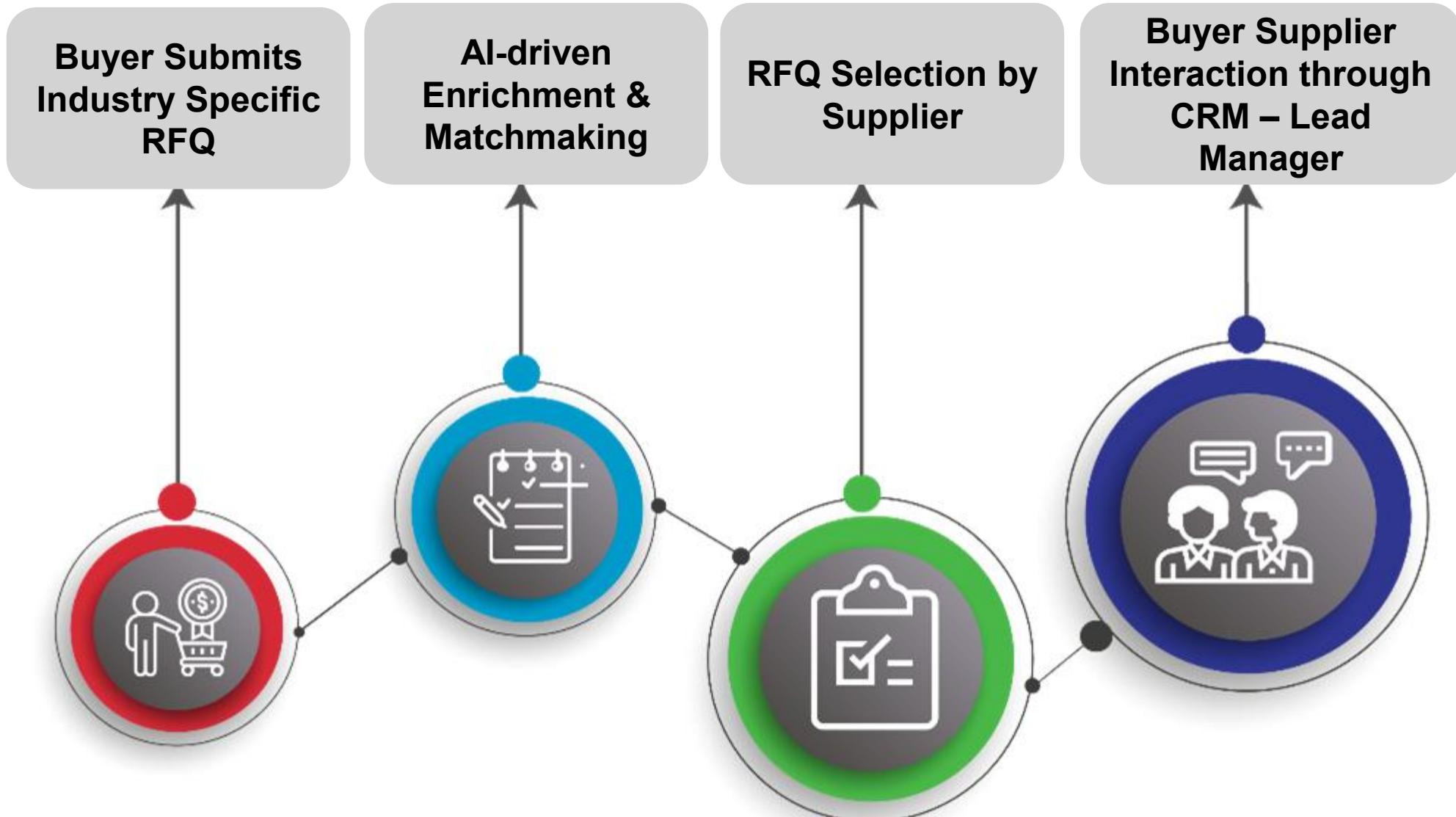
Reviews & Ratings

Call Option & Alerts

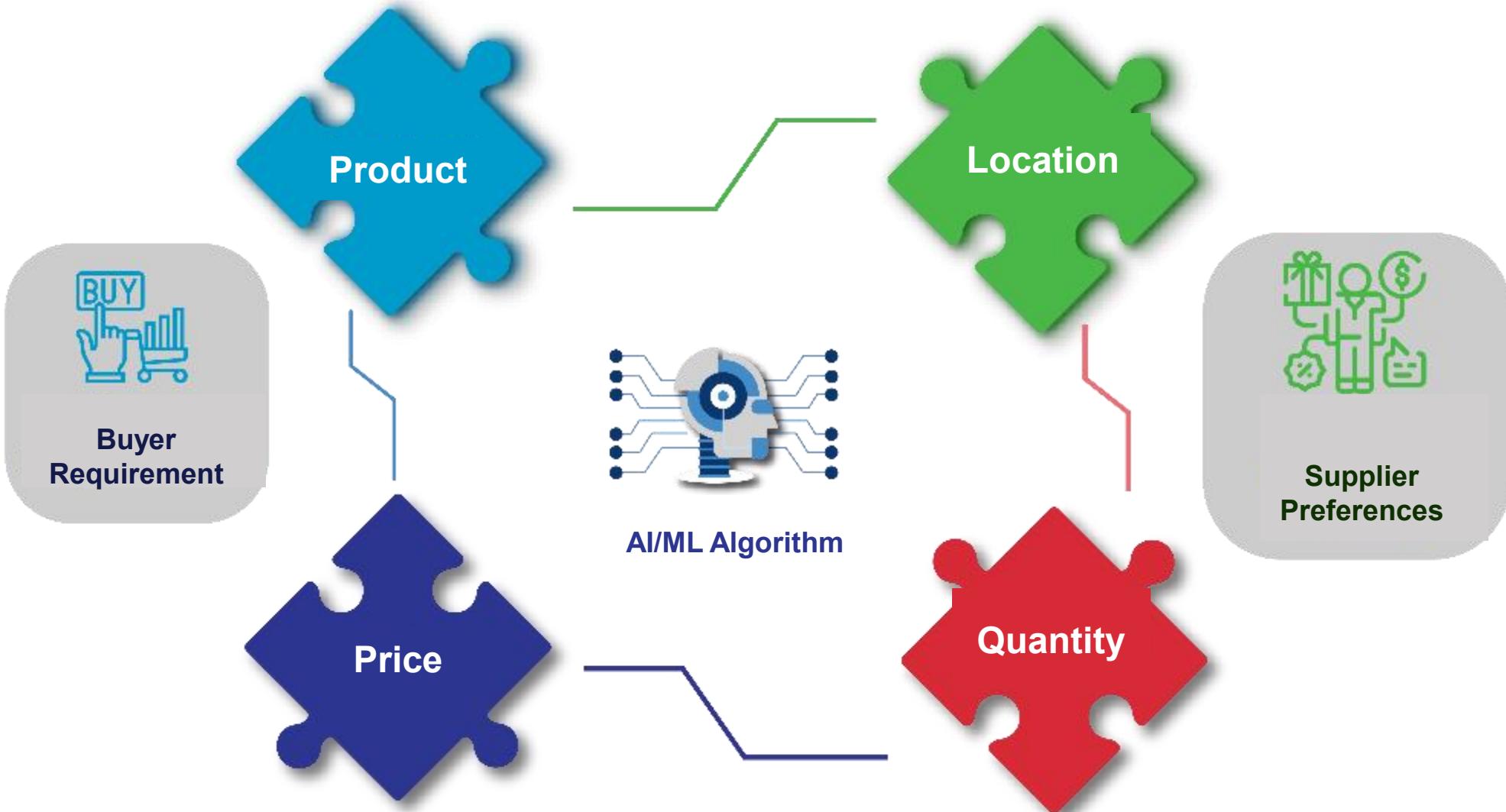
Add Notes, Set Reminders

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

How RFQ / BuyLead Works

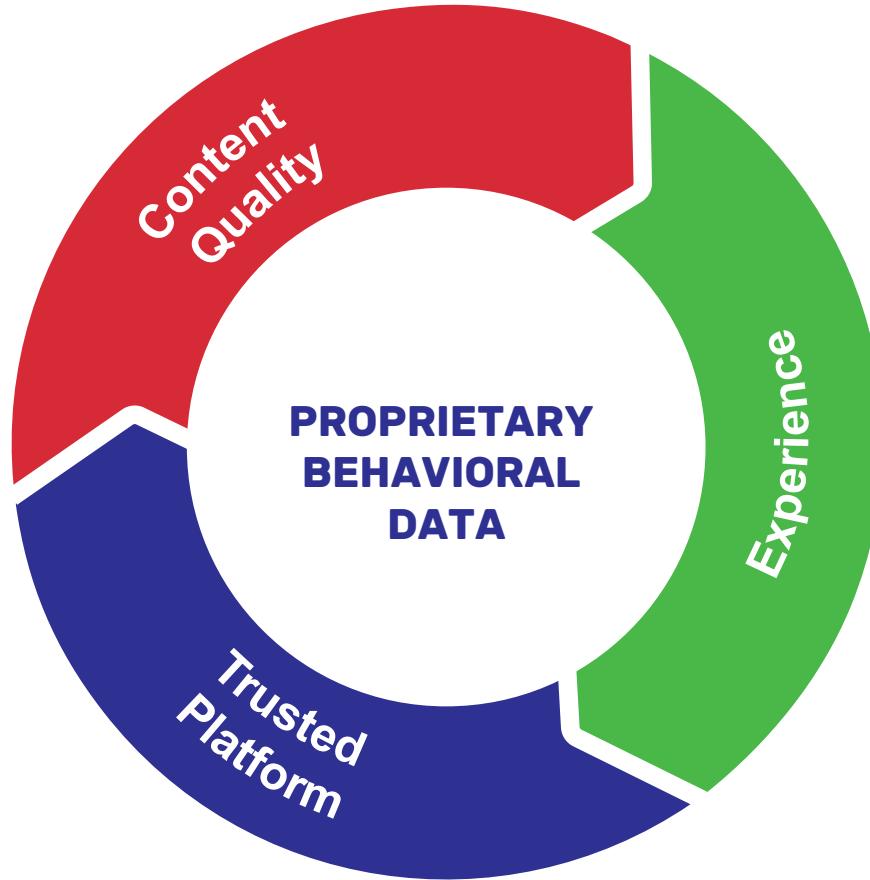


Behavioral Data Driven Algorithmic Matchmaking



Leveraging AI: Enhancing User Experience

Product Category Intelligence
Data Insights & Analytics



Contextual User Experience
Multimodal & Multilingual Search



Key Competitive Strengths – Brand & Network Effect

- 28 Mn Unique Business Enquiries¹
- 142 Mn Replies & Callbacks¹
- Call Responsiveness
- RFQ selection



- 42 Mn Active Buyers²
- 59% Repeat Buyers³
- 39% Suppliers are Buyers
- 4.8 Play Store Rating

- 8.7 Mn Suppliers
- 221K Paying Supplier
- Multi-channel sales & service
- Review & Ratings

- 128 Mn Listed Products
- ~98K Categories
- Product specifications
- Pricing, photos & videos

Figures as of December 31, 2025

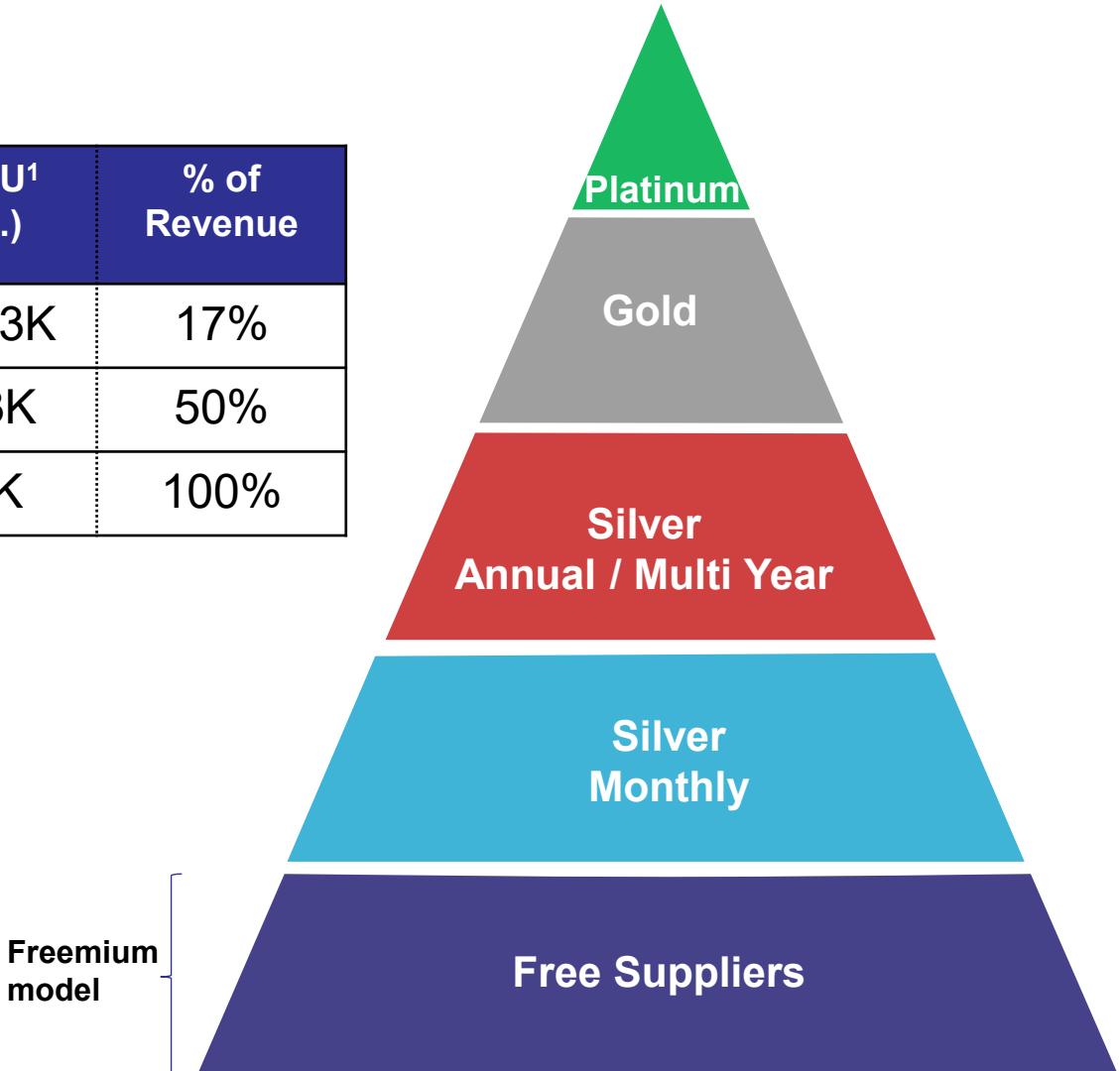
1) Figures for Q3 FY26

2) Last 12 months

3) Calculated for 90 days

ROI-driven, Subscription Based Revenue Model & RFQ Quota

Paying suppliers	ARPU ¹ (Rs.)	% of Revenue
Top 1% ~2K	1,103K	17%
Top 10% ~22K	333K	50%
221K	67K	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 - 2 Weekly - 20 to 30; Platinum: Daily - 1 to 4 Weekly - 30 to 100

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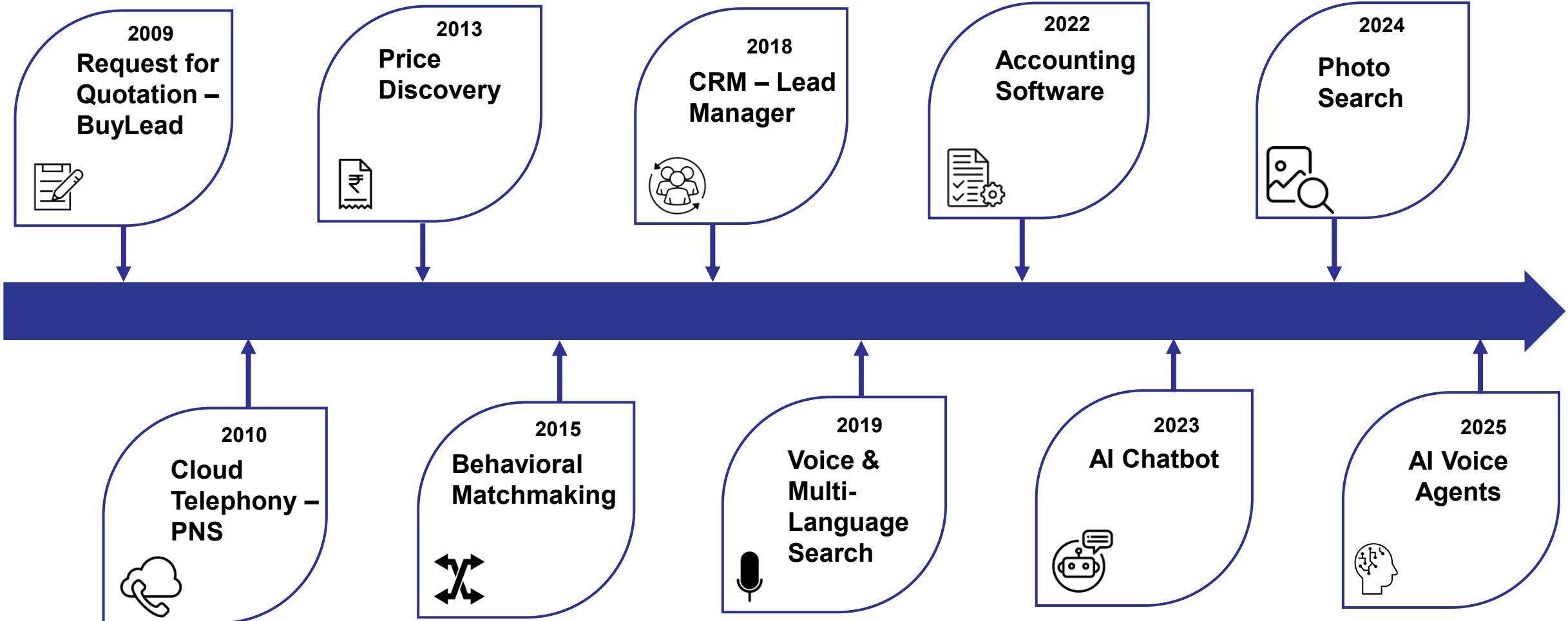


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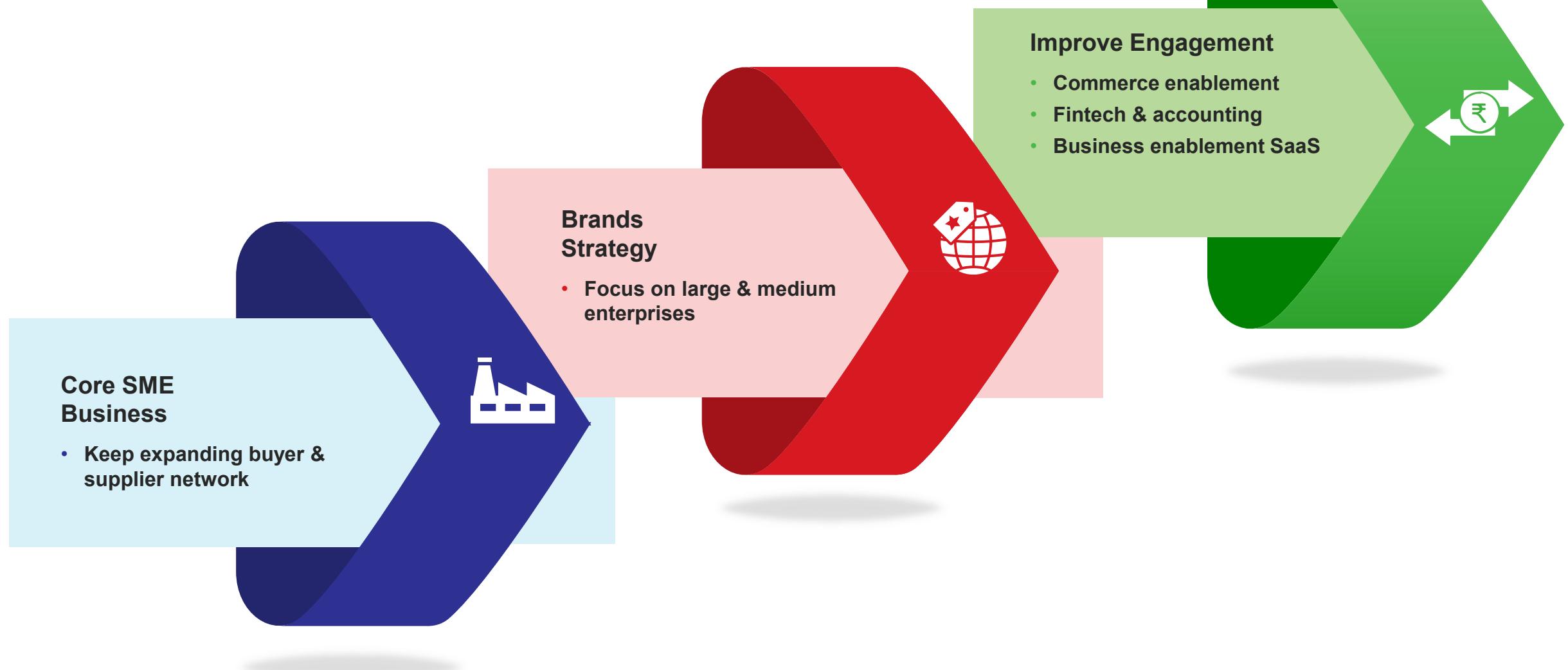


1) All trademarks, logos & brand names are the property of their respective owners. Use of any third-party names, trademarks & brands are for reference purposes only

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



Payroll



Order
Management



Receivables
Management



Procurement
Management



Tax
Compliance



Accounting - Strategic Fit for IndiaMART

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

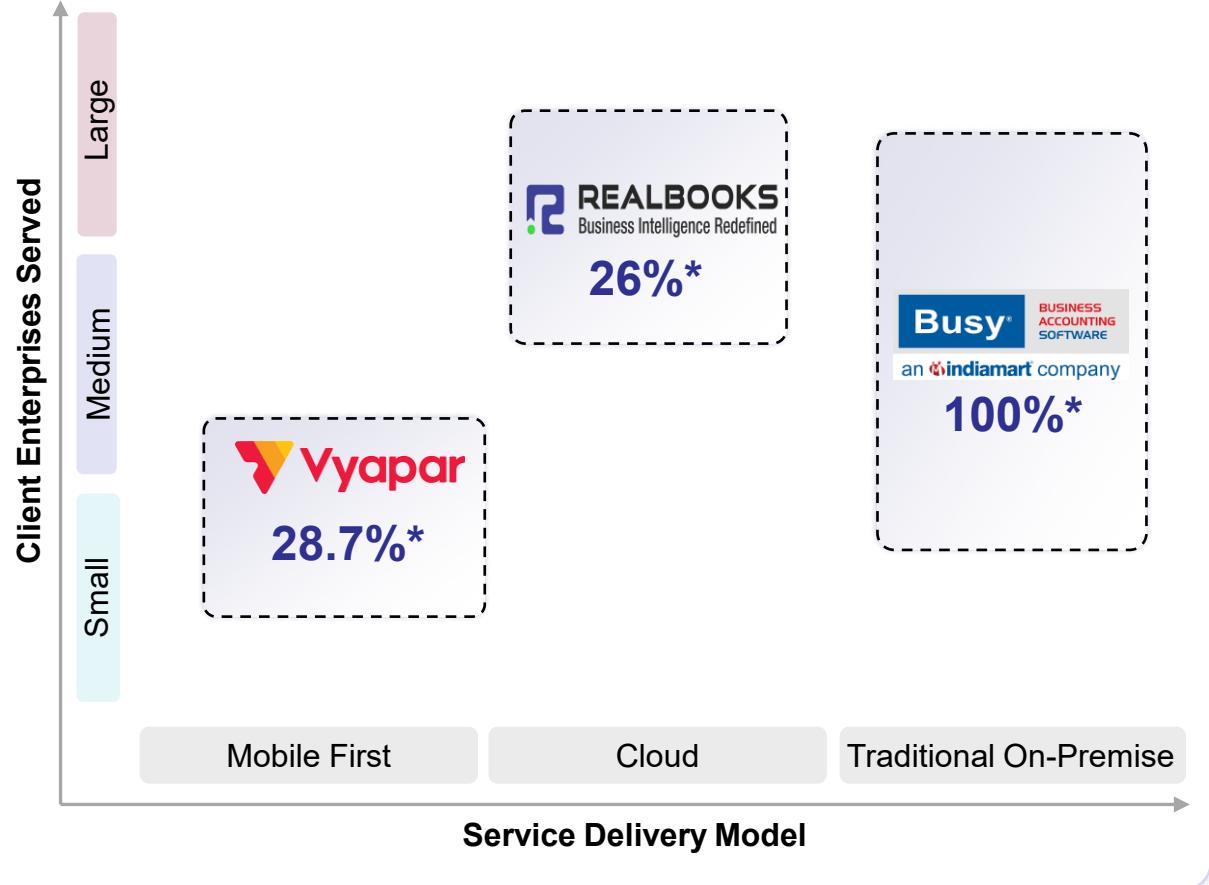
~ Rs. 725 crores invested in Accounting space



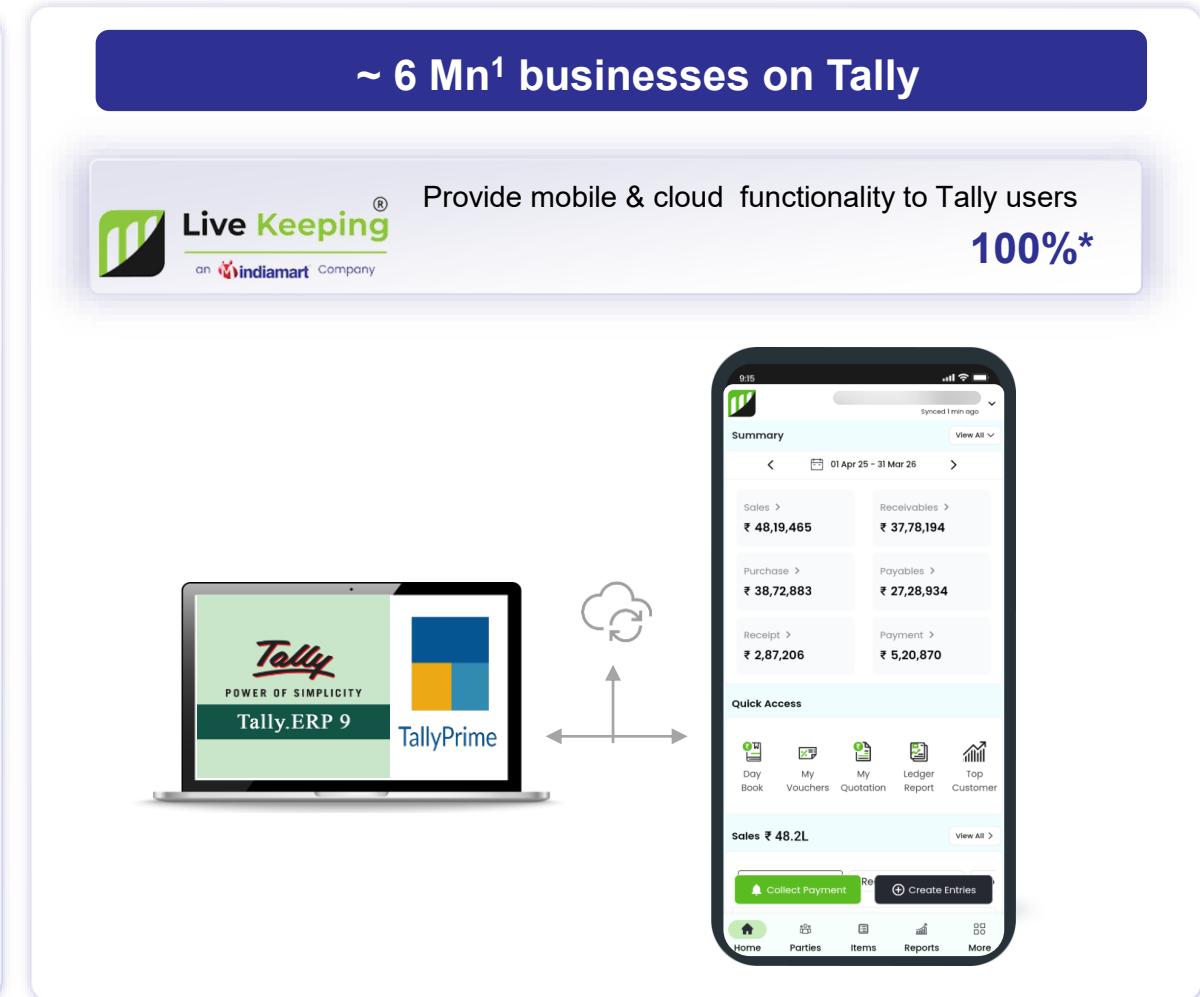
 Represents opportunities available for IndiaMART

Investments in Accounting

~ 1 Mn businesses



~ 6 Mn¹ businesses on Tally



1) Source Media reports

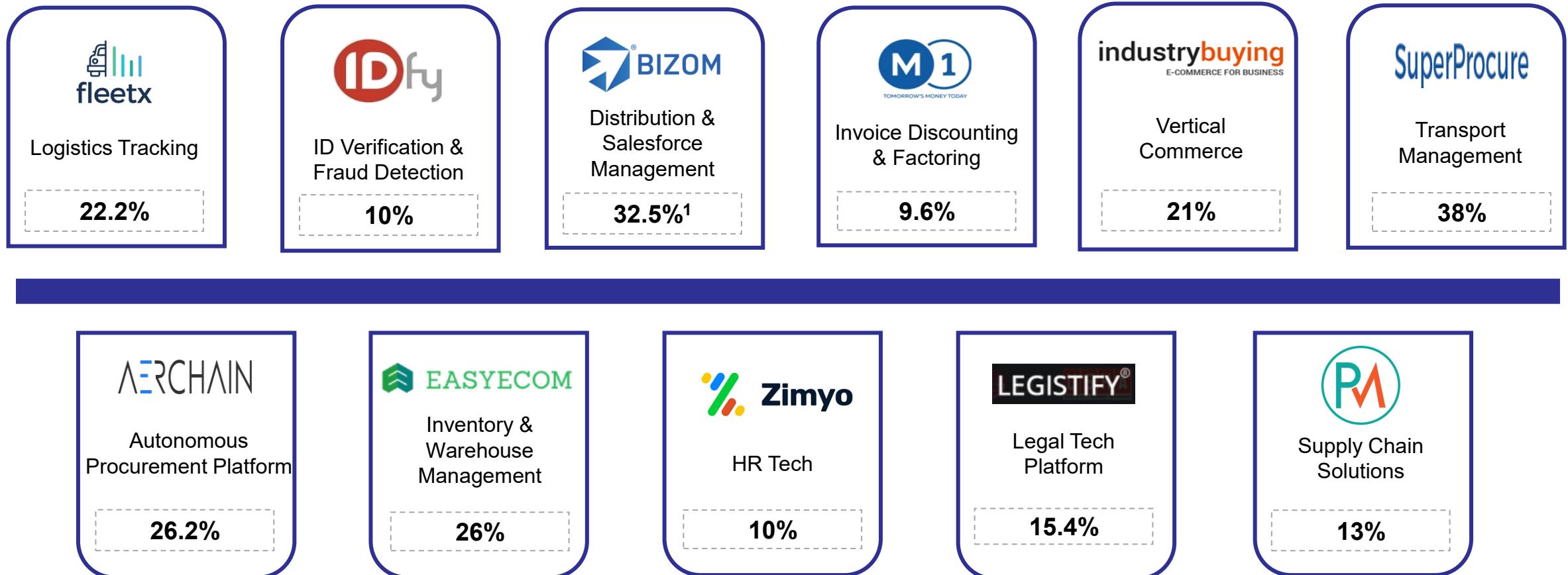
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*IndiaMART Holding



IndiaMART InterMESH Ltd

Other Strategic Investments



Note:

1) Includes 1.2% holding in Bizom, acquisition of which was concluded in Jan'26



IndiaMART InterMESH Ltd

IndiaMART Holding

Investment Portfolio

Investee Company	Brand Name (clickable link)	Total Investment ¹ (in Crore)	Shareholding Aggregate (%)
Subsidiaries			
1 Busy Infotech	 BUSINESS ACCOUNTING SOFTWARE	508	100.0%
2 Livekeeping Technologies	 [®]	96 ²	100.0%
Strategic Investments			
1 Fleetx Technologies		161	22.2%
2 IB MonotaRO		118	21.0%
3 Simply Vyapar Apps		108	28.7%
4 Baldor Technologies		90	10.0%
5 Mobisy Technologies		72 ³	32.5% ³
6 Mynd Solutions		53	9.6%
7 Truckhall		38	38.0%
8 Agillos E-Commerce		26	26.2%
9 Edgewise Technologies		18	26.0%
10 Zimyo Consulting		17	10.0%
11 Adansa Solutions		14	26.0%
12 Legistify Services		9	15.4%
13 Instant Procurement Services		1	13.0%

1) At Cost

2) Includes ₹ 9 Cr investment, concluded in Jan'26

3) Includes acquisition of 1.2% stake for ₹ 5 Cr in Bizom, concluded in Jan'26



Operational Performance (Standalone)

Excavator



Operational Metrics

(Figures in Millions, unless otherwise mentioned)

Q2FY26	Q3FY26	YoY	Particulars	FY17	FY18	FY19	FY20	FY21	FY22	FY23	FY24	FY25	CAGR
219	225	9%	Registered Buyers	39	60	83	102	125	149	170	194	211	23%
42	42	(2%)	Active Buyers - Last 12 Months	13	25	29	30	35	38	37	39	43	16%
31	28	4%	Unique Business Enquiries	31	53	73	74	96	97	88	93	106	17%
99	87	(17%)	Business Enquiries Delivered	157	290	449	464	610	550	479	520	458	14%
8.6	8.7	6%	Indian Supplier Storefronts	3.2	4.7	5.5	6.0	6.5	7.1	7.5	7.9	8.4	13%
124	128	11%	Live Product Listings	33	50	61	67	72	83	95	108	119	17%
222	221	3%	Paying Suppliers*	96	108	130	147	152	169	203	214	217	11%
65	67	6%	ARPU*	32	37	38	42	44	44	46	53	61	8%
326	333	9%	Top 10% ARPU*	130	150	155	174	181	194	214	247	289	11%
6,477	6,353	6%	Employees (Nos)	2,713	2,539	2,915	3,150	2,701	3,672	4,583	5,384	6,102	11%



* Figures in Thousand

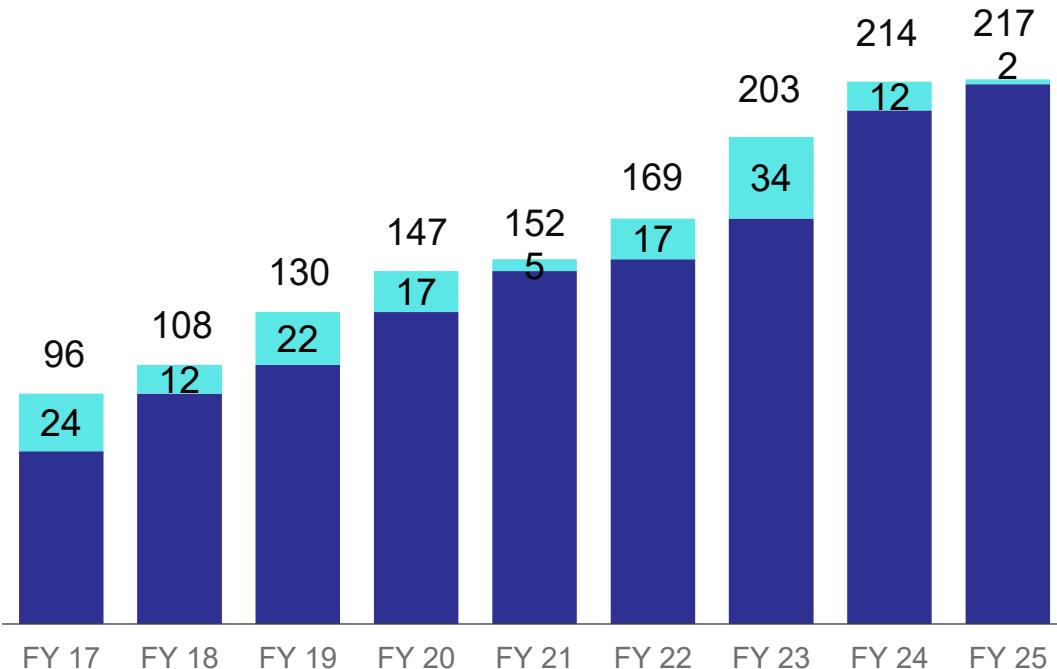
IndiaMART InterMESH Ltd

Paying Suppliers

(Figures in Thousand)

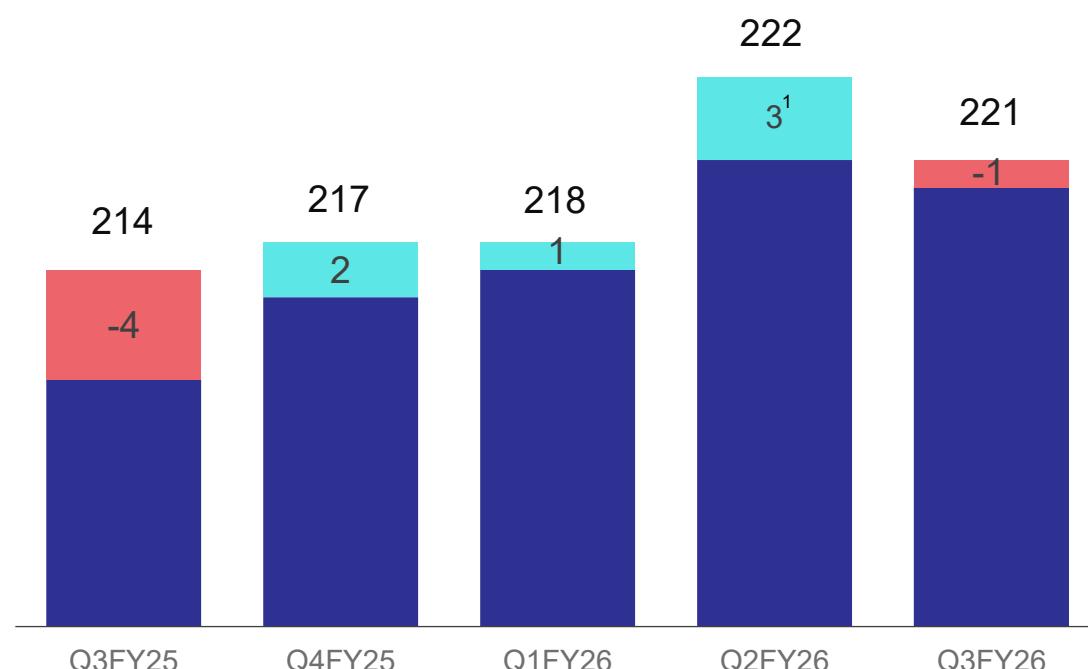
Yearly trends

11%
CAGR



Quarterly trends

3%
YoY



32 37 38 42 44 44 46 53 61

ARPU

63 62 64 65 67

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

IndiaMART InterMESH Ltd

33

Financial Performance

Consolidated Section

Power Loom



Financial Performance – Consolidated

(₹ in Crore)

Q2FY26	Q3FY26	YoY	Financial Metrics	FY20	FY21	FY22	FY23	FY24	FY25	CAGR
391	402	13%	Revenue from Operations	639	670	753	985	1,197	1,388	17%
10	135		Other Income	69	87	112	181	211	272	
401	537	35%	Total Income	707	756	866	1,166	1,407	1,661	19%
171	182	19%	Manpower Cost	267	205	268	425	544	601	18%
90	85		Other Expenses ¹	203	136	178	293	321	265	
261	267	24%	Total Expenses	470	341	446	718	865	866	13%
130	134	(3%)	EBITDA	169	328	308	268	331	523	25%
33%	33%		EBITDA Margin(%)	26%	49%	41%	27%	28%	38%	
57	81		Others ²	90	135	122	165	208	245	
83	188	56%	Net Profit	147	280	298	284	334	551	30%
21%	35%		Net Profit Margin(%)	21%	37%	34%	24%	24%	33%	
14	31	55%	EPS ³ (Rs.)	26	48	49	46	55	92	29%
406	426	17%	Collections from Customers	738	711	934	1,219	1,474	1,626	17%
114	129	13%	Cash flow from Operations	261	323	402	476	559	623	19%
28%	30%		% of Collections	35%	45%	43%	39%	38%	38%	

1) Includes Outsourced Sales Cost and Other Operating Expense

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

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



Abridged Balance Sheet - Consolidated

(₹ in Crore)

Q2 FY26	Q3 FY26	Particulars	FY20	FY21	FY22	FY23	FY24	FY25
52	47	Fixed Assets ¹	86	65	56	99	82	61
454	454	Goodwill ²	-	-	-	454	454	454
62	62	Other Assets ³	77	44	52	51	48	67
2,874	3,051	Cash & Investments	931	2,365	2,419	2,335	2,340	2,886
685	752	Strategic Investments	30	37	421	512	524	665
4,128	4,366	Total Assets	1,123	2,511	2,949	3,445	3,449	4,134
2,138	2,340	Capital & Reserves	275	1,611	1,874	2,059	1,736	2,185
1,750	1,775	Deferred Revenue ⁴	685	726	907	1,162	1,440	1,678
71	74	Tax Liabilities	-	21	16	24	48	53
28	26	Lease Liabilities	77	63	56	46	41	33
141	152	Other Liabilities ⁵	86	90	96	154	184	185
4,128	4,366	Total Liabilities	1,123	2,511	2,949	3,445	3,449	4,134

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

2) On account of acquisition through business combination which includes Rs. 412 cr of Busy Infotech & Rs. 42 cr of Livekeeping Technologies

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

4) Includes customer advances

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



Cash Generation & Utilization

(₹ in Crore)

Particulars	FY20	FY21	FY22	FY23	FY24	FY25	9M FY26
Opening Cash & Treasury Investments	685	931	2,365	2,419	2,335	2,340	2,886
Cash flow from operating activities	261	323	402	476	559	623	404
Cash flow from investing activities¹	(6)	14	(273)	(331)	32	(18)	6
(i) Non-Operating Income ²	25	21	127	255	71	135	60
(ii) Capital expenditure ³	-	3	(4)	(16)	(14)	(8)	(7)
(iii) Strategic Investments	(31)	(10)	(395)	(570)	(25)	(144)	(47)
Cash Flow from Financing Activities	(51)	1,038	(58)	(143)	(695)	(148)	(337)
(i) Proceeds from issue of shares ⁴	2	1,052	0	0	0	0	0
(ii) Other financing activities ⁵	(20)	(12)	(13)	(13)	(14)	(28)	(37)
(iii) Capital distributed to Shareholders ⁶	(33)	(1)	(46)	(130)	(681)	(120)	(300)
Δ in Fair Value Gain on Treasury Investments	42	60	(18)	(85)	109	89	91
Closing Cash & Treasury Investments	931	2,365	2,419	2,335	2,340	2,886	3,051

~₹1,300 Crore Capital Returned to Shareholders

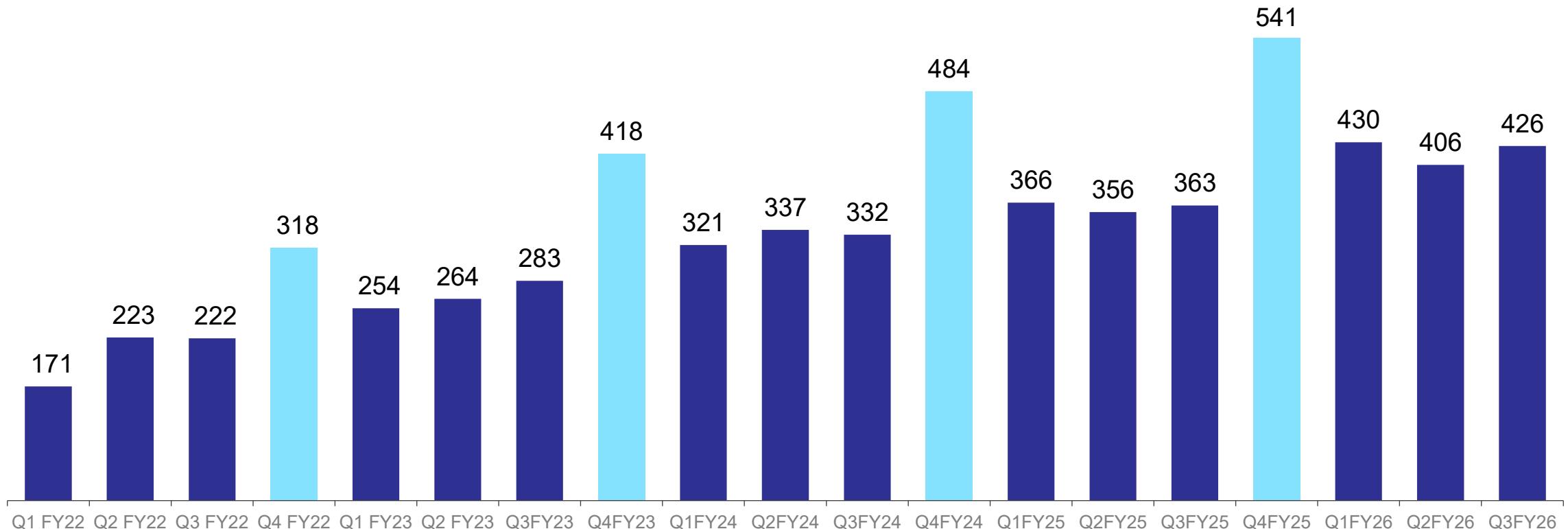
- 1) Adjusted for change in Investments, FDR, Inter corporate deposit & others during the period
- 2) Includes realized income from treasury investments & net investments in FDRs, Inter Corporate deposits & gain from sale of stake in associates and other investments
- 3) Includes purchase & sale of property, 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



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

IndiaMART InterMESH Ltd

Legal Entity View

(₹ in Crore)

Financial Metrics	FY24	FY25	Q1FY26	Q2FY26	Q3FY26	YoY
Revenue from Operations	1,197	1,388	372	391	402	13%
<i>IndiaMART</i>	1,139	1,320	346	360	368	9%
<i>Busy Infotech</i>	54	66	25	29	32	92%
<i>Others¹</i>	4	2	1	2	2	
EBITDA	331	523	134	130	134	(3%)
<i>IndiaMART</i>	334	513	135	115	136	
<i>Busy Infotech</i>	7	5	5	5	5	
<i>Others¹</i>	(9)	5	(6)	9	(7)	

~90% of Revenue and ~100% of EBITDA is contributed by IndiaMART standalone business



1) Others include: Other Subsidiaries and Inter Company Adjustments

IndiaMART InterMESH Ltd

Financial Performance Standalone Basis



Financial Performance – Standalone

(₹ in Crore)

Q2FY26	Q3FY26	YoY	Financial Metrics	FY20	FY21	FY22	FY23	FY24	FY25	CAGR
360	368	9%	Revenue from Operations	624	665	751	939	1,139	1,320	16%
8	132		Other Income	68	85	108	113	170	284	
368	500	39%	Total Income	692	750	859	1,052	1,309	1,604	18%
157	167	19%	Manpower Cost	255	199	263	399	507	553	17%
88	65		Other Expenses ¹	196	133	176	278	298	254	
245	232	20%	Total Expenses	451	332	439	677	805	807	12%
125	146	(1%)	Adjusted EBITDA²	180	339	322	288	358	530	24%
35%	40%		<i>Adjusted EBITDA Margin(%)</i>	29%	51%	43%	31%	31%	40%	
115	136	(6%)	EBITDA	173	333	312	262	334	513	24%
32%	37%		<i>EBITDA Margin(%)</i>	28%	50%	42%	28%	29%	39%	
40	62		Others ³	95	132	110	102	141	190	
83	206	65%	Net Profit	146	287	310	272	362	607	33%
23%	41%		<i>Net Profit Margin(%)</i>	21%	38%	36%	26%	28%	38%	
365	390	14%	Collections from Customers	722	707	932	1,167	1,399	1,526	16%
109	128	15%	Cash flow from Operations	264	326	407	464	545	614	18%
30%	33%		<i>% of Collections</i>	37%	46%	44%	40%	39%	40%	

1) Includes Outsourced Sales Cost and Other Operating Expense

2) Excluding employee share-based payment expense

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



Abridged Balance Sheet - Standalone

(₹ in Crore)

Q2FY26	Q3FY26	Particulars	FY20	FY21	FY22	FY23	FY24	FY25
27	24	Fixed Assets ¹	85	65	56	53	48	33
27	25	Other Assets ²	73	41	49	33	38	43
2,681	2,855	Cash & Investments	920	2,359	2,414	2,202	2,186	2,720
1,352	1,435	Strategic Investments ³	41	50	446	1,073	1,095	1,293
4,088	4,339	Total Assets	1,119	2,516	2,965	3,361	3,367	4,090
2,242	2,462	Capital & Reserves	274	1,617	1,892	2,064	1,770	2,276
1,633	1,654	Deferred Revenue ⁴	684	726	907	1,134	1,395	1,600
56	60	Tax Liabilities	0	21	16	4	21	37
28	26	Lease Liabilities	77	63	56	46	41	33
129	137	Other Liabilities ⁵	84	89	94	113	140	143
4,088	4,339	Total Liabilities	1,119	2,516	2,965	3,361	3,367	4,090

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

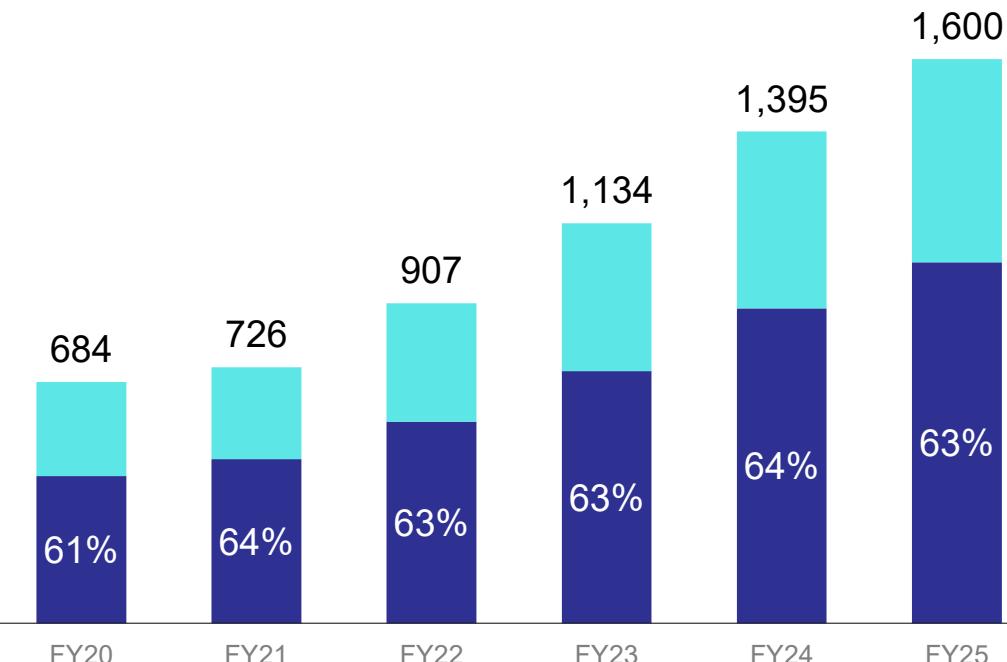


Deferred Revenue - Standalone

(₹ in Crore)

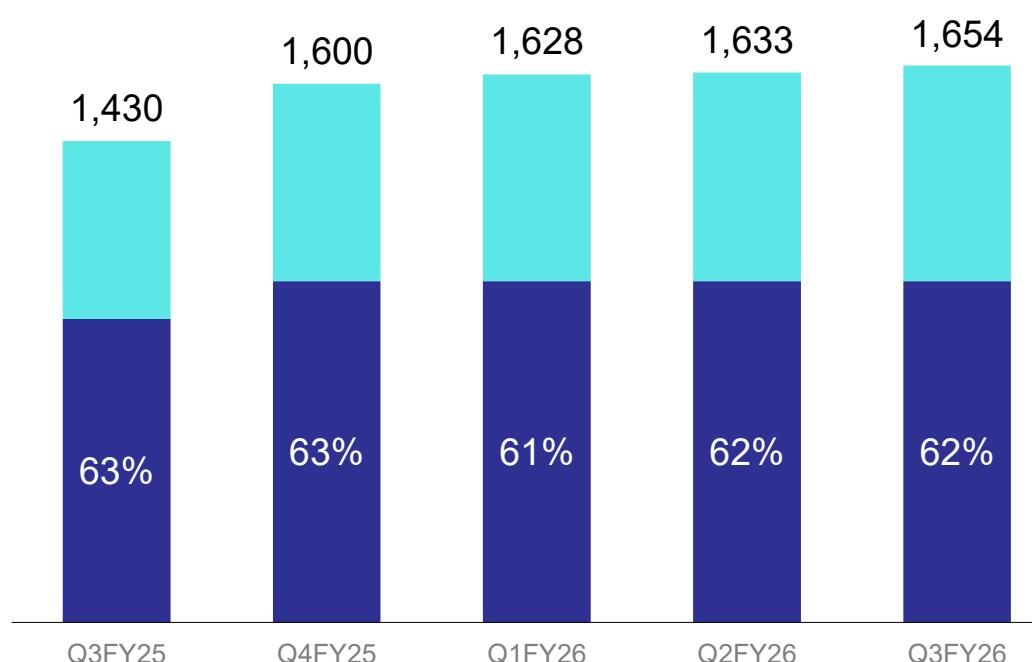
Yearly trends

19%
CAGR



Quarterly trends

16%
YoY



~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

Current Portion (12 Months)

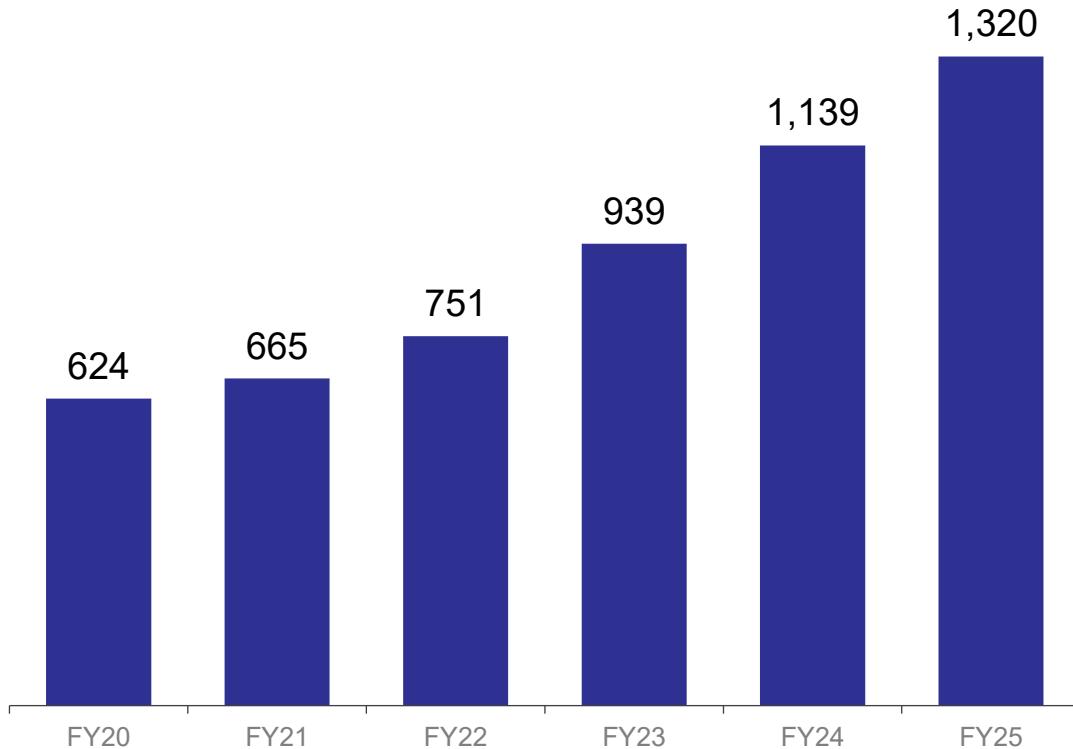
IndiaMART InterMESH Ltd

Revenue from Operations - Standalone

(₹ in Crore)

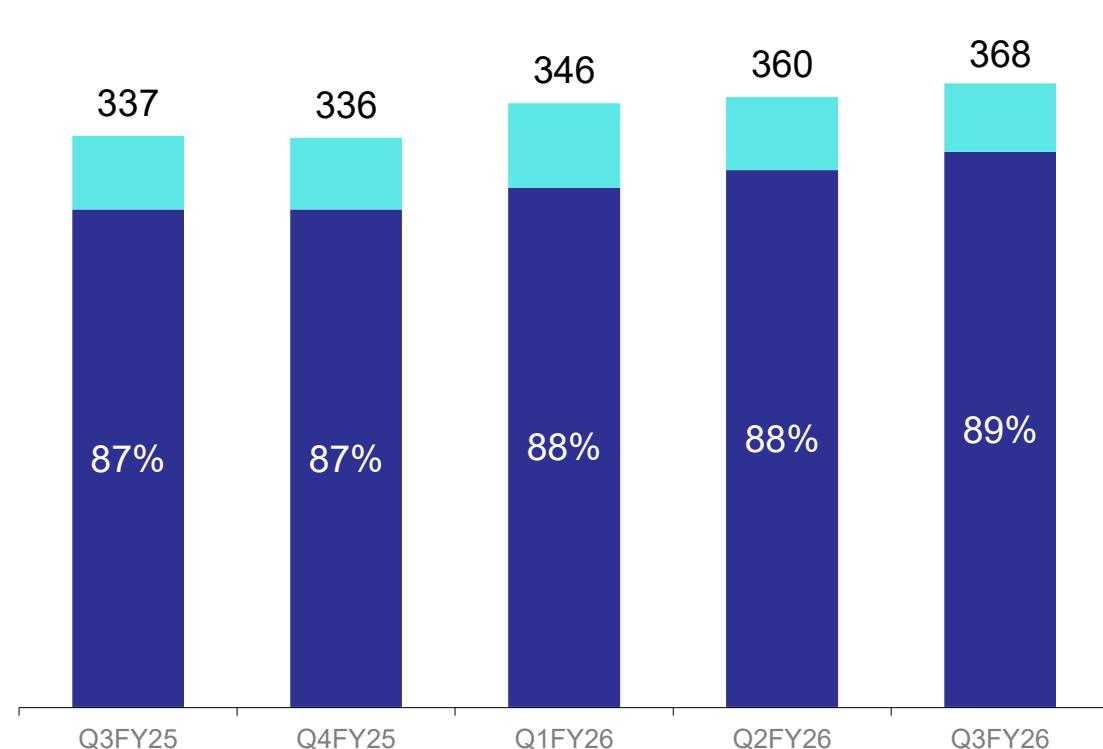
Yearly trends

16%
CAGR



Quarterly trends

9%
YoY



■ % of revenue recognized from opening deferred revenue



IndiaMART InterMESH Ltd

Functional P&L - Standalone

(₹ in Crore)

Q2FY26	Q3FY26	YoY	Particulars	FY20	FY21	FY22	FY23	FY24	FY25	CAGR
360	368	9%	Revenue from Operations	624	665	751	939	1,139	1,320	16%
(85)	(89)	18%	Customer service cost	(174)	(122)	(160)	(237)	(309)	(303)	12%
276	279	7%	Gross Profit¹	450	543	591	702	830	1,017	18%
76%	76%		Gross Margin	72%	82%	79%	75%	73%	77%	
(60)	(55)	29%	Selling & Marketing	(118)	(82)	(112)	(189)	(211)	(181)	9%
17%	15%		% of Revenue	19%	12%	15%	20%	18%	14%	
(56)	(60)	17%	Technology & Content	(104)	(85)	(111)	(175)	(199)	(201)	14%
16%	16%		% of Revenue	17%	13%	15%	19%	17%	15%	
(44)	(29)	16%	General & Administration	(55)	(43)	(56)	(76)	(87)	(122)	17%
115	136	(6%)	EBITDA	173	333	312	262	334	513	24%
32%	37%		EBITDA Margin	28%	50%	42%	28%	29%	39%	
(4)	(4)	(29%)	Depreciation & Amortisation	(21)	(16)	(12)	(19)	(25)	(21)	(0%)
111	132	(5%)	Operating Profit	152	317	300	242	309	493	27%
31%	36%		Operating Margin	24%	48%	40%	26%	27%	37%	

1) Gross Profit means surplus over customer service cost

2) Refer to Note No. 31 in Condensed Standalone Interim Financial Statements for Q2FY26 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

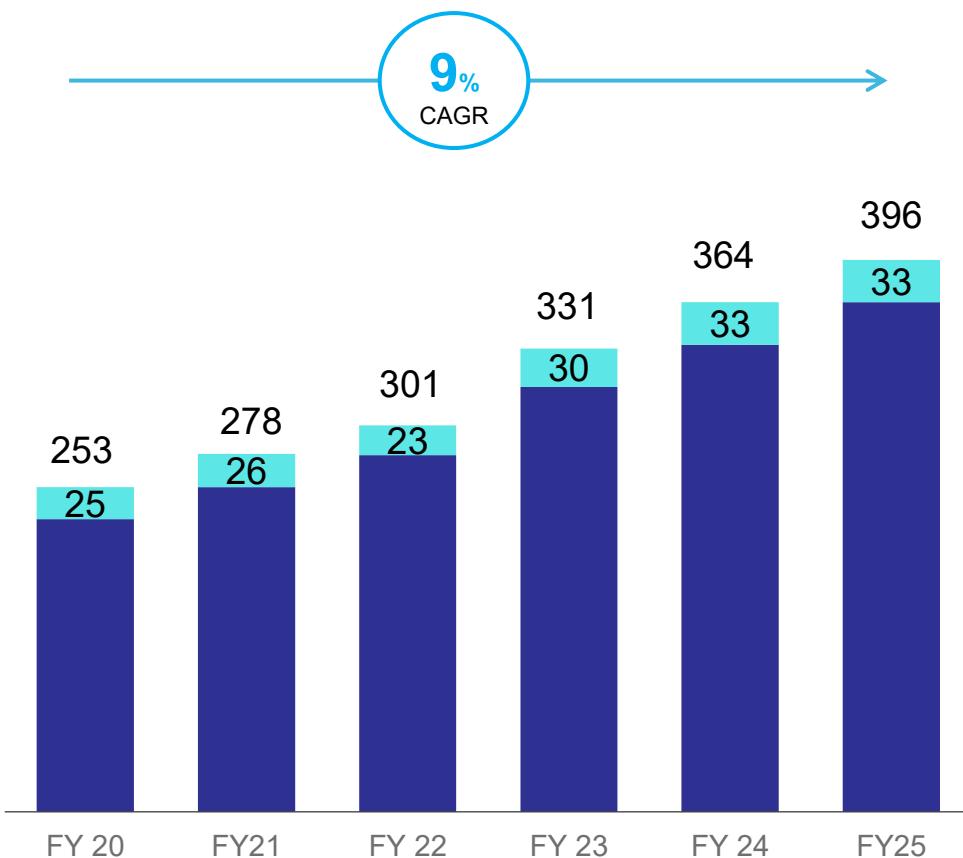
Busy Infotech Pvt Ltd

IndiaMART Investment: Rs. 508 Crore, Holding: 100%

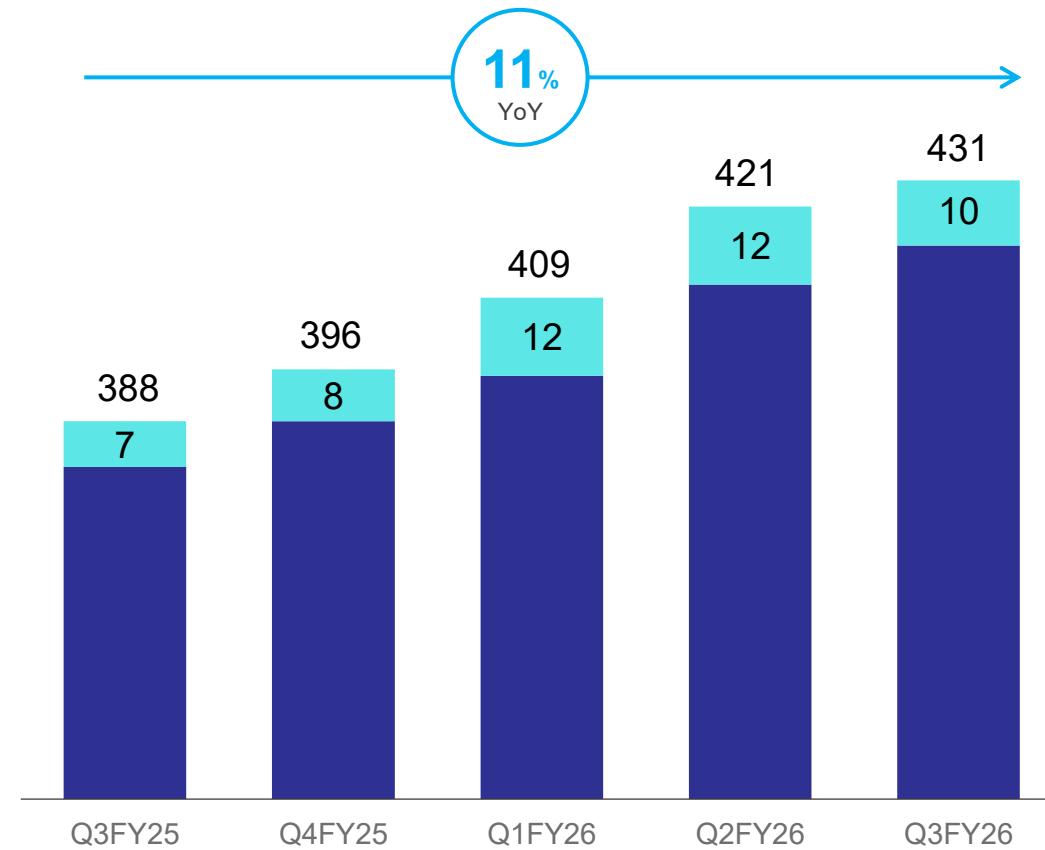
License Sold

(Figures in Thousand)

Yearly trends



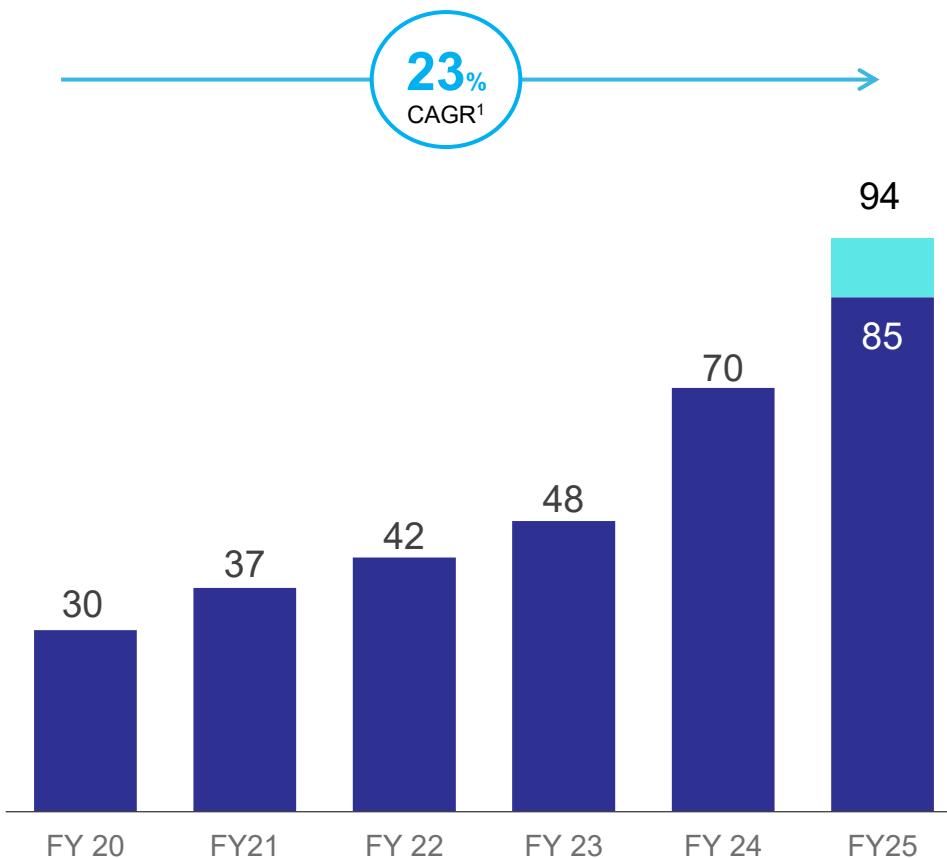
Quarterly trends



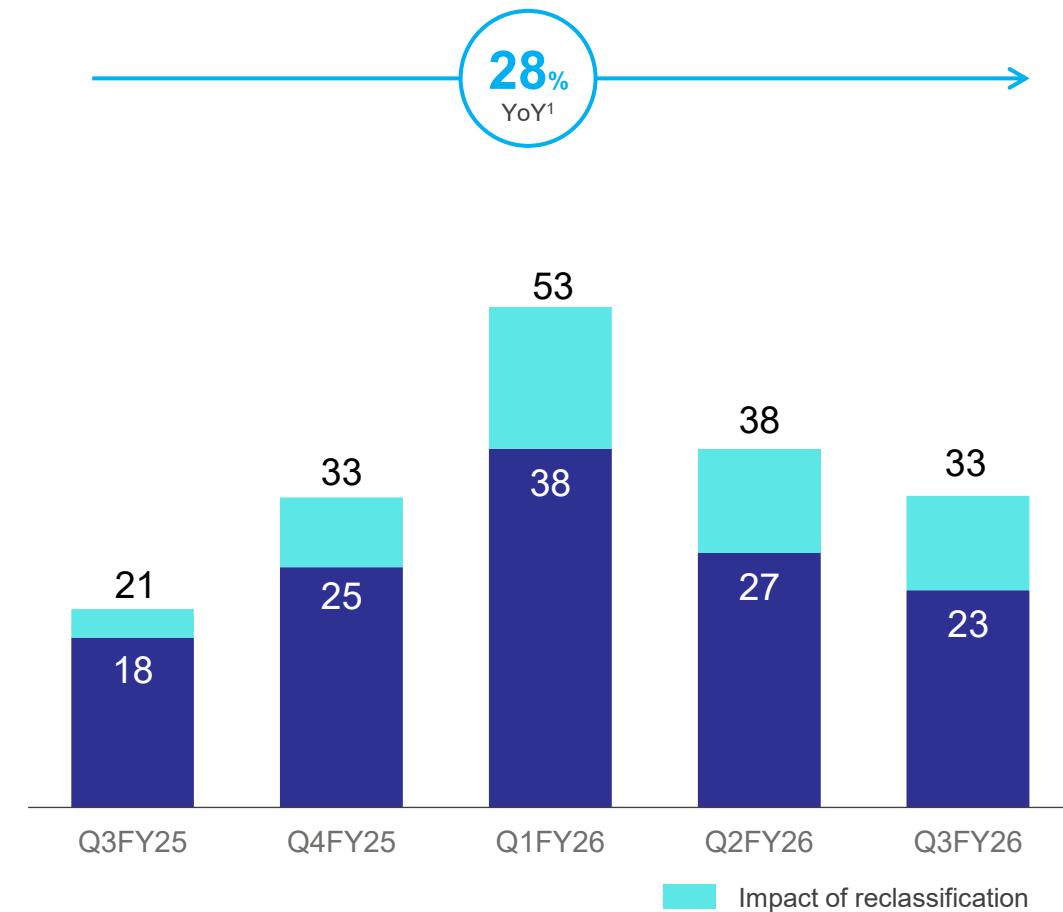
 New License sold

(₹ in Crore)

Yearly trends



Quarterly trends



1) Billing reflects invoices issued net of trade discounts and GST. From Nov'24, discounts are reclassified as expenses due to a change in the channel partner payout structure, Growth excludes reclassification impact

Financial Performance

(₹ in Crore)

Q2FY26	Q3FY26	YoY	Metrics	FY22	FY23	FY24	FY25	CAGR
29	32	92%	Revenue from Operations	35	43	54	66	23%
31	35	90%	Total Revenue	38	47	62	76	26%
10	11	9%	Manpower Expenses	18	22	31	39	31%
13	15		Other Expenses ¹	9	11	16	22	
24	26	72%	Total Expenses	27	33	47	61	32%
5	5		EBITDA	9	10	7	5	(19%)
19%	16%		EBITDA Margin(%)	25%	24%	13%	7%	
2	2		Others ²	4	4	12	3	
5	6		Net Profit	8	10	3	12	12%
17%	17%		Net Profit Margin(%)	21%	22%	5%	15%	
38	33		Billing	42	48	70	94	31%
11	6		Cash flow from Operations	10	21	24	23	33%
111	112		Deferred Revenue	22	27	44	72	48%

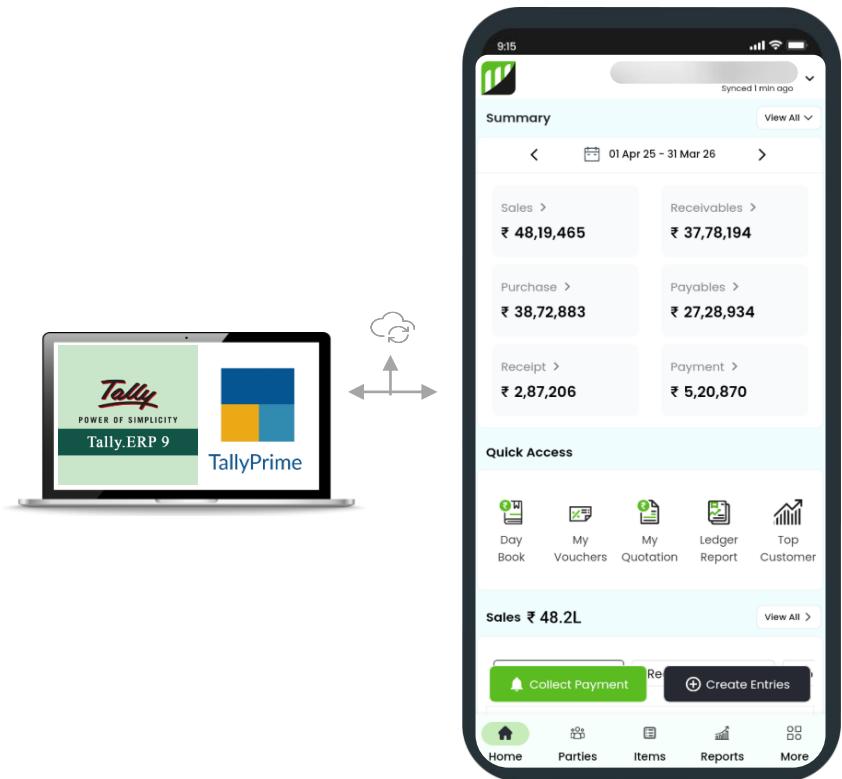
1) Includes Marketing & Sales Promotion, and Other Operating Expense

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

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

Livekeeping Technologies Pvt Ltd

IndiaMART Investment: Rs. 96 Crore*, Holding: 100%

* Includes Rs. 9 Cr investment, concluded in Jan'26

Environment, Social and Governance



Environment, Social and Governance

Driving Digital Enablement



Reduction in travel and transport

Reduces paper wastage

Empowering Small City Buyers



100% Free Assistance to Buyers

~47% 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

8.1Mn served free of charge

Trusted Systems and Processes



Risk Management Business Continuity

Information Security Data Privacy



Click here

Seller Testimonials



Click here

Seller Testimonials



Click here

Seller Testimonials



Figures as on March 31, 2025

IndiaMART InterMESH Ltd

Community Improvement – Education and Infrastructure

More than 1.2 Million+ lives impacted



80k+
Female Students
Localized Science
Content Development for
746 Kasturba Gandhi
Balika Vidyalayas



550+
Candidates, 71% Women
Empowering
Underprivileged Youth
through Skill-Based
Training across Five
Cities



200+
**Underprivilege
Students supported**
Infrastructure
Enhancement at
Ponnachi High School



14K +
Students Impacted
Transforming learning
spaces with modern
infrastructure, water
facilities and sanitation in
25+ Schools



Figures as on March 31, 2025

IndiaMART InterMESH Ltd

Nurturing People

16% Employees
with 5+ years



700+ employees
covered in ESOP¹



~29%
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, 2025



Independent and Non-Executive Directors



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



Non-executive
Director

Dhruv Prakash

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

Experience

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



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

Delhivery, Bain & Company



Independent
Director

Vasuta Agarwal

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

Experience

InMobi, McKinsey & Company, Intel Technologies India

56% Independent directors

11% non-independent non-executive directors

100% Board Meetings chaired by Independent directors



IndiaMART InterMESH Ltd

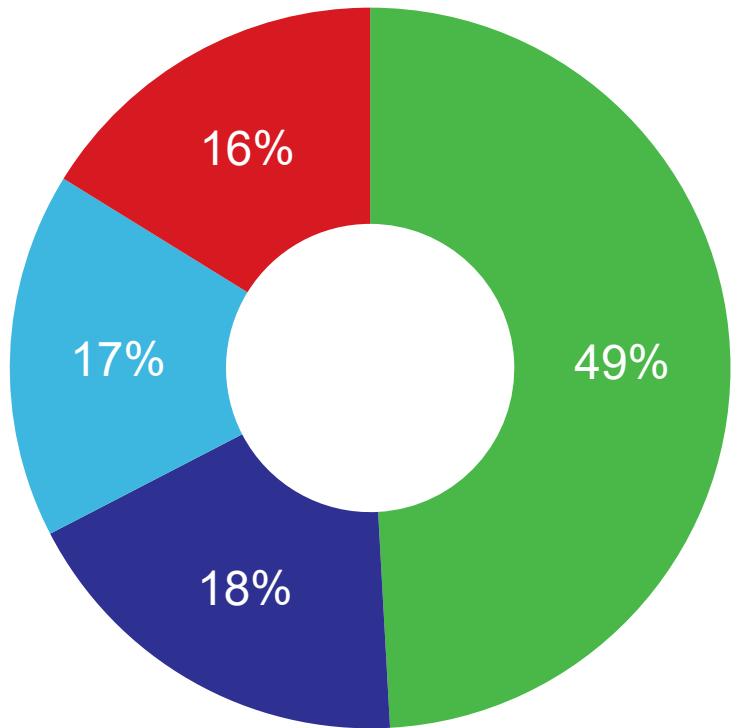
Shareholders and Team

Electric Car Charger



Shareholding Pattern

Total Equity Shares Outstanding as on December 31, 2025 - 6,00,87,148



● Promoters and Promoter Group

● Mutual Funds, Alternate Investment Funds, Insurance Companies



The figures are approximations

IndiaMART InterMESH Ltd

Institutional investors holding greater than 1% of the total number of shares



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





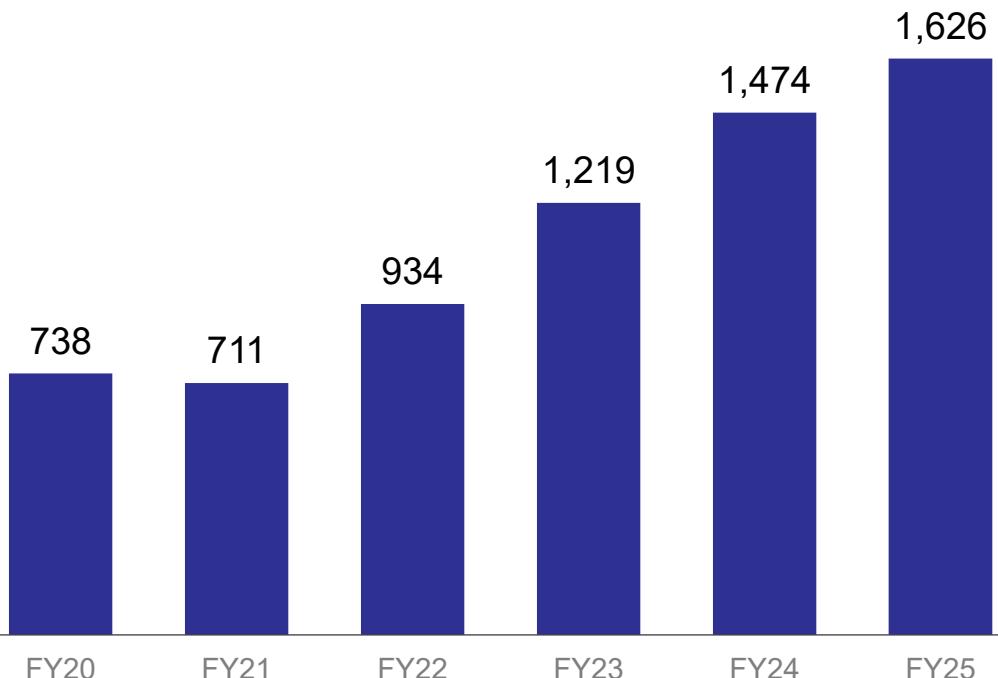
APPENDIX

Collections from Customer - Consolidated

(₹ in Crore)

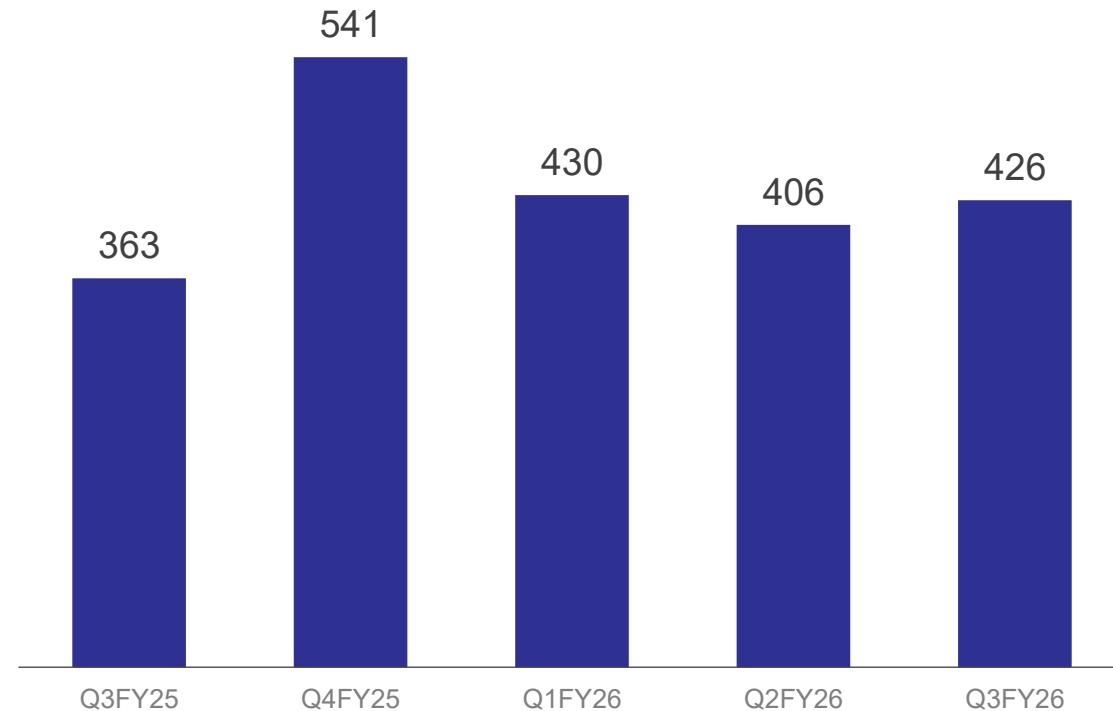
Yearly trends

17%
CAGR



Quarterly trends

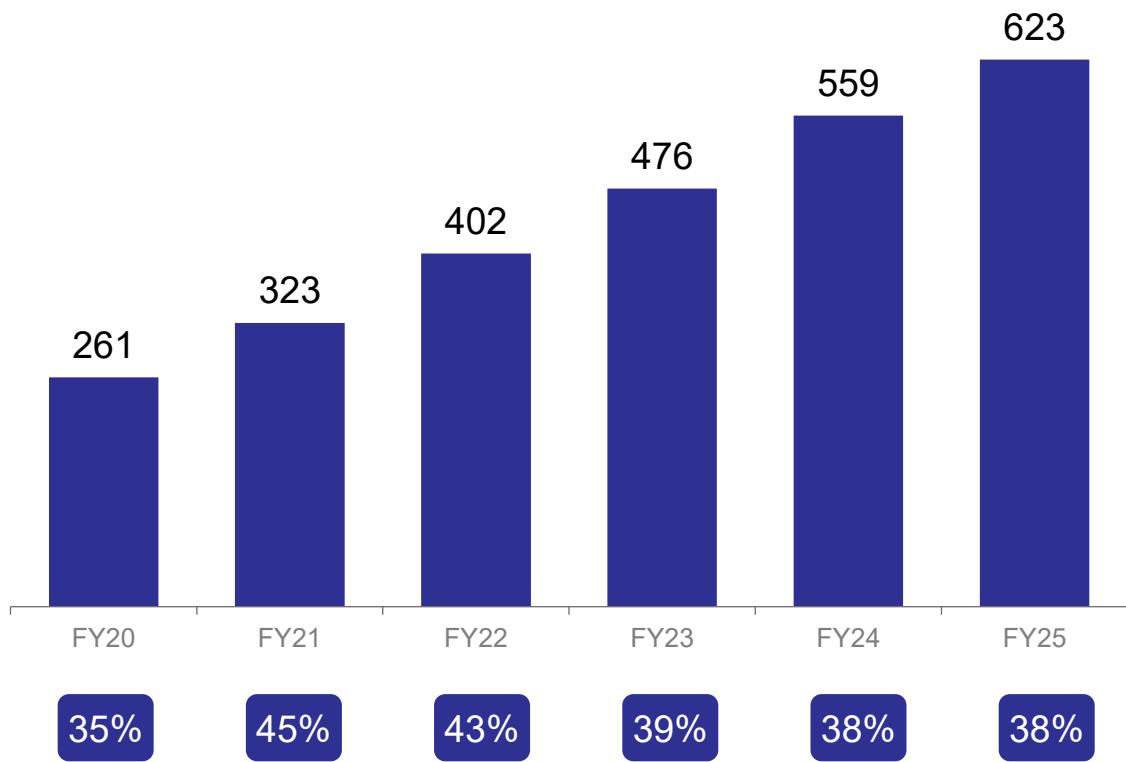
17%
YoY



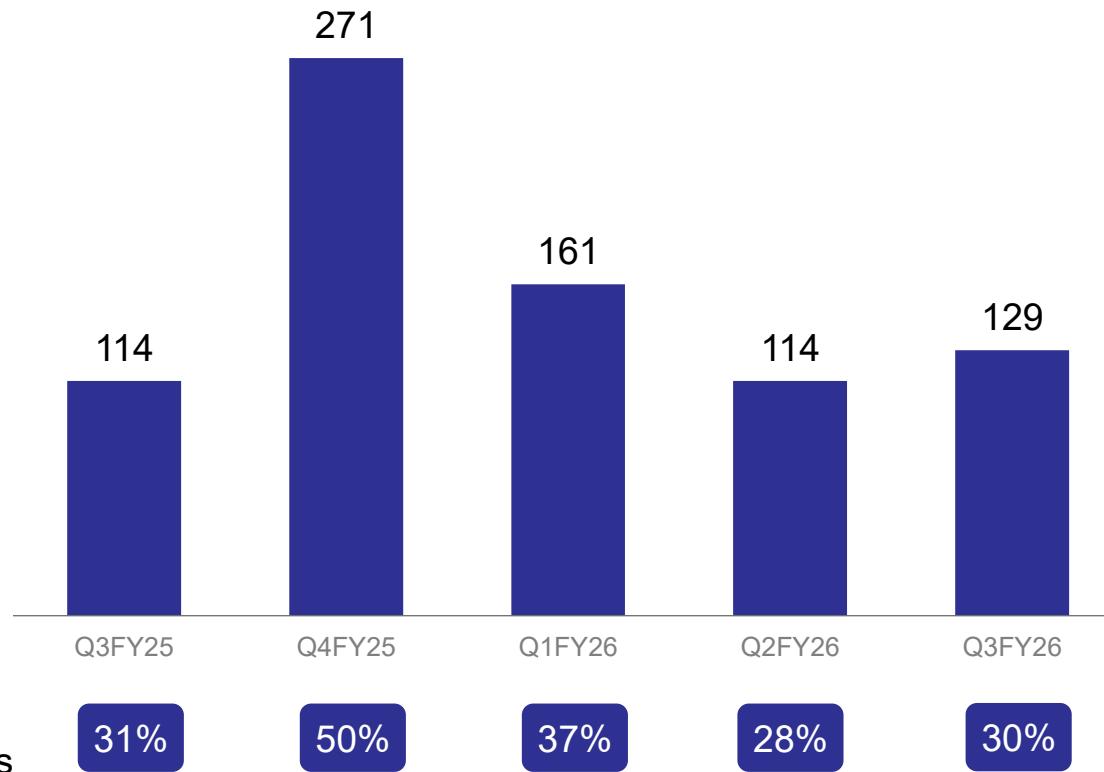
Cash Flow From Operations - Consolidated

(₹ 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



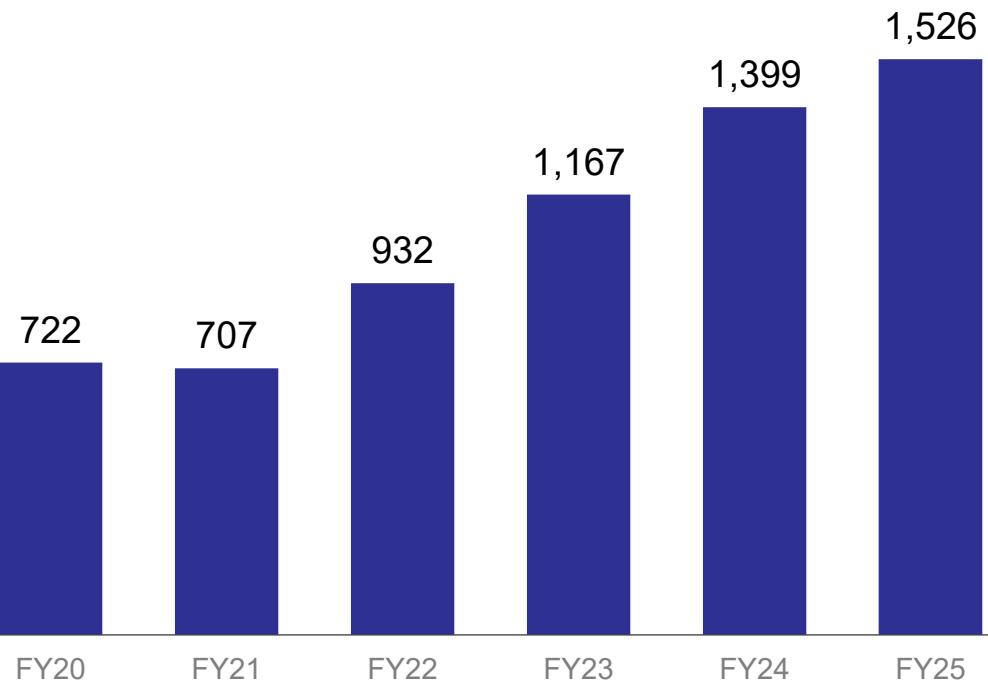
IndiaMART InterMESH Ltd

Collections from Customer – Standalone

(₹ in Crore)

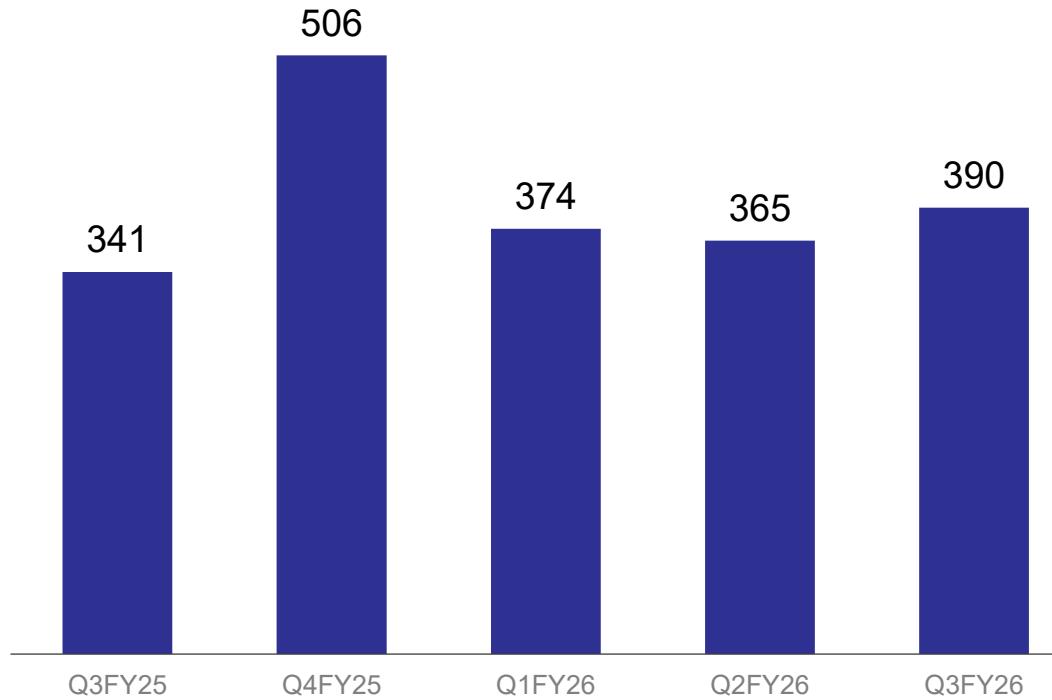
Yearly trends

16%
CAGR



Quarterly trends

14%
YoY

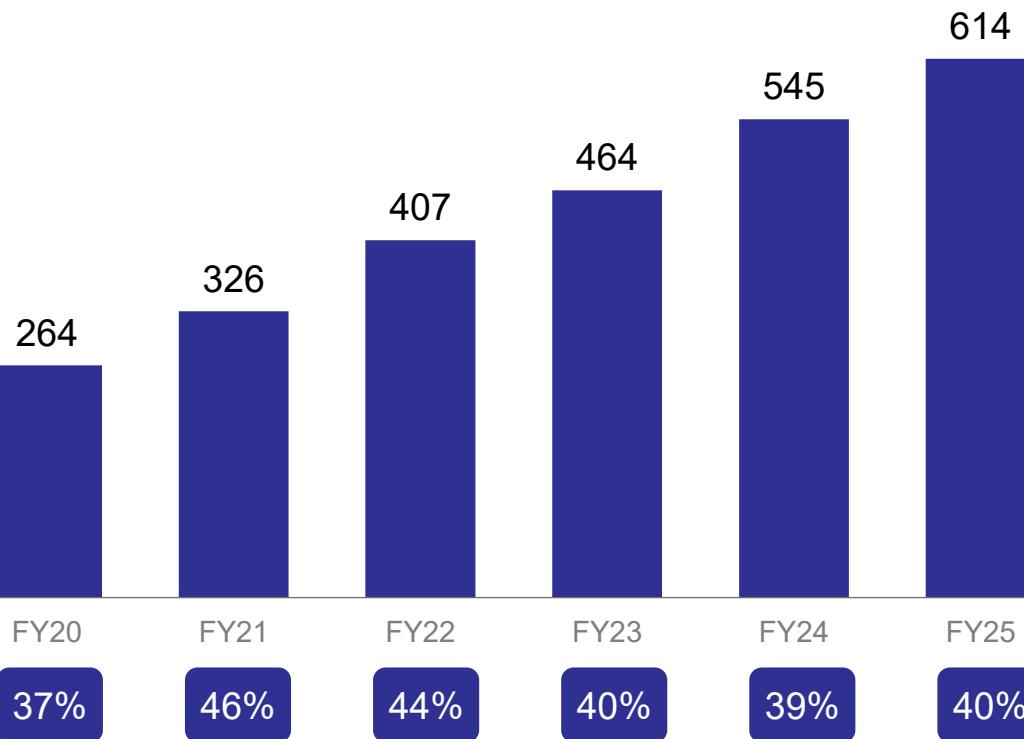


Cash Flow From Operations - Standalone

(₹ in Crore)

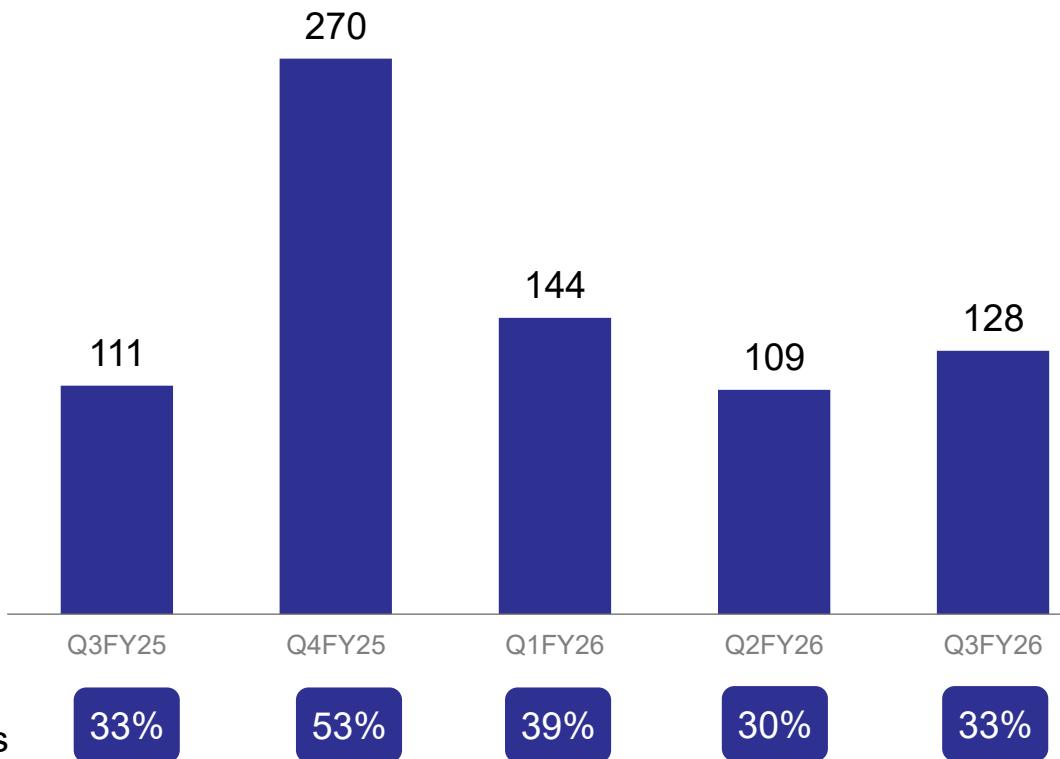
Yearly trends

18%
CAGR



Quarterly trends

15%
YoY



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



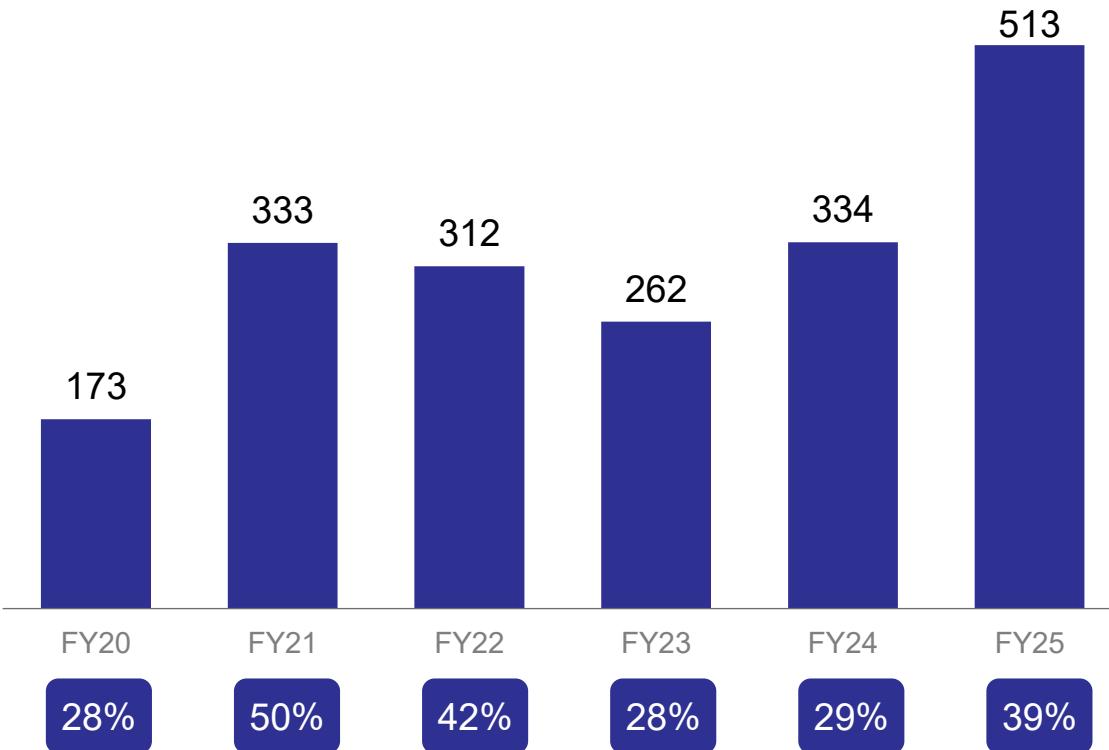
IndiaMART InterMESH Ltd

EBITDA - Standalone

(₹ in Crore)

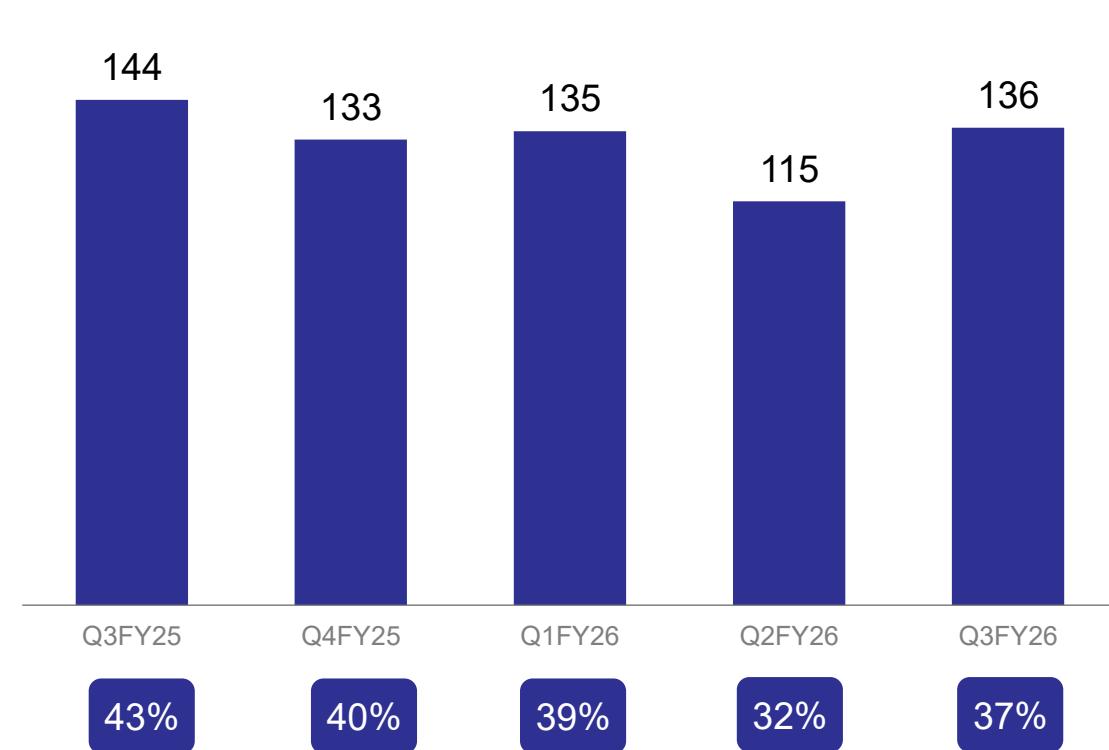
Yearly trends

24%
CAGR



Quarterly trends

(6)%
YoY

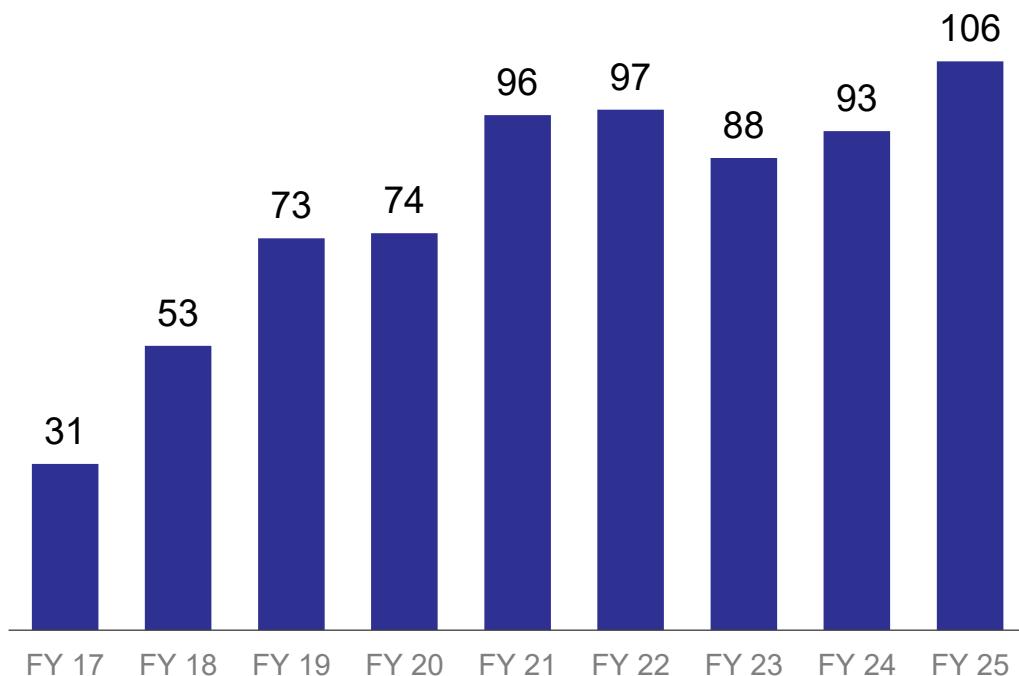


Unique Business Enquiries

(Figures in Millions)

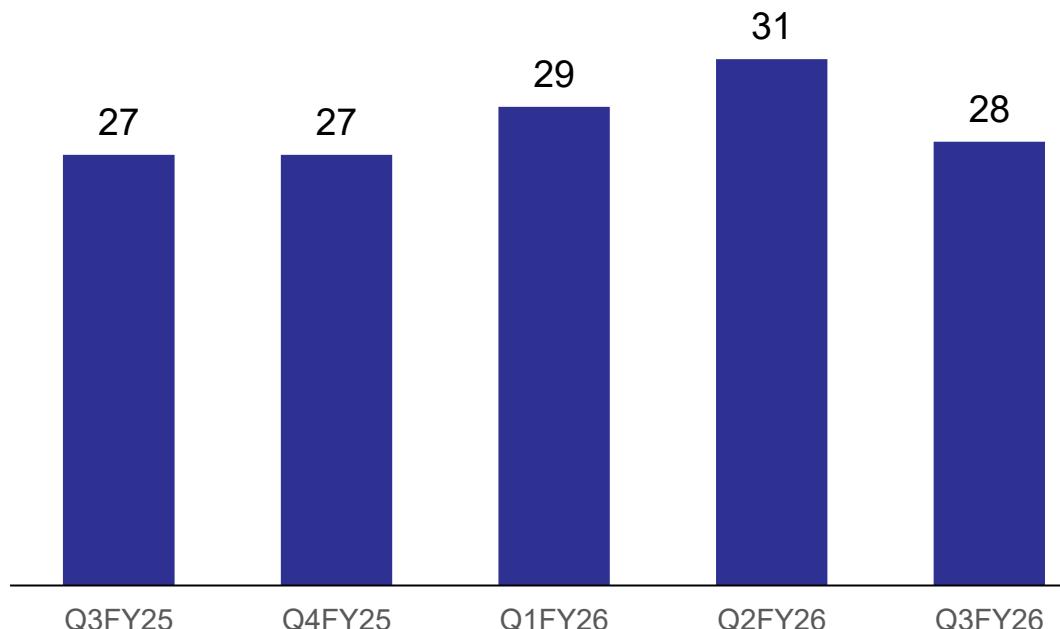
Yearly trends

17%
CAGR



Quarterly trends

4%
YoY



- 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/>

