

Make Doing Business Easy

Earnings Presentation

Q4 and FY25-26

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

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Industrial Robotic Arm





Highlights Q4 and FY 25-26



FY26 Results Overview (Consolidated)

Revenue from Operations

1,569 Cr

↑ 11% YoY¹

Collections

1,857 Cr

↑ 12% YoY¹

Deferred Revenue

1,965 Cr

↑ 16% YoY¹

EBITDA

530 Cr

34% Margin

↑ 1% YoY

Net Profit

475 Cr

27% Margin

↓ 14% YoY

Cash Flow from Operations

694 Cr

37% of Collections

↑ 11% YoY



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

Q4 FY26 Results Overview (Consolidated)

Revenue from Operations

404 Cr

↑ 12% YoY¹

Collections

595 Cr

↑ 9% YoY¹

Deferred Revenue

1,965 Cr

↑ 16% YoY¹

EBITDA

133 Cr

33% Margin

↑ 2% YoY

Net Profit

50 Cr

14% Margin

↓ 72% YoY

Cash Flow from Operations

290 Cr

49% of Collections

↑ 7% YoY



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

FY26 Results Overview (Standalone)

Revenue from Operations

1,443 Cr

↑ 9% YoY

Collections

1,674 Cr

↑ 10% YoY

Deferred Revenue

1,832 Cr

↑ 14% YoY

EBITDA

520 Cr

36% Margin

↑ 1% YoY

Net Profit

525 Cr

32% Margin

↓ 14% YoY

Cash Flow from Operations

668 Cr

40% of Collections

↑ 9% YoY



Q4 FY26 Results Overview (Standalone)

Revenue from Operations

368 Cr

↑ 10% YoY

Collections

546 Cr

↑ 8% YoY

Deferred Revenue

1,832 Cr

↑ 14% YoY

EBITDA

135 Cr

37% Margin

↑ 1% YoY

Net Profit

69 Cr

21% Margin

↓ 70% YoY

Cash Flow from Operations

287 Cr

53% of Collections

↑ 6% YoY



Q4 FY26 Operational Performance (Standalone)

Paying Suppliers

220 K

↑ 1% YoY

Indian Supplier Storefronts

8.7 Mn

↑ 5% YoY

Active Buyers¹

41 Mn

↓ 3% YoY

Annualised Revenue Per
Paying Supplier

₹ 67 K

↑ 8% YoY

Live Product Listings

129 Mn

↑ 9% YoY

Unique Business Enquiries

27 Mn

↓ 1% YoY

1,236 paying suppliers declined this quarter



1) Last 12 Months

IndiaMART InterMESH Ltd

FY26 Results Overview (Busy)

Revenue from Operations

119 Cr

↑ 44% YoY¹

Billing

170 Cr

↑ 43% YoY¹

Deferred Revenue & Advances

124 Cr

↑ 44% YoY¹

EBITDA

21 Cr

17% Margin

↑ 341% YoY

Net Profit

20 Cr

16% Margin

↑ 75% YoY

Cash Flow from Operations

49 Cr

29% of Billing

↑ 112% YoY



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

Q4 FY26 Results Overview (Busy)

Revenue from Operations

34 Cr

↑ 53% YoY¹

Billing

45 Cr

↑ 24% YoY¹

Deferred Revenue & Advances

124 Cr

↑ 44% YoY¹

EBITDA

5 Cr

Net Profit

3 Cr

Cash Flow from Operations

10 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



Automated Parcel Sorting System

IndiaMART Business Overview

Traditional Marketplace to Online Marketplace

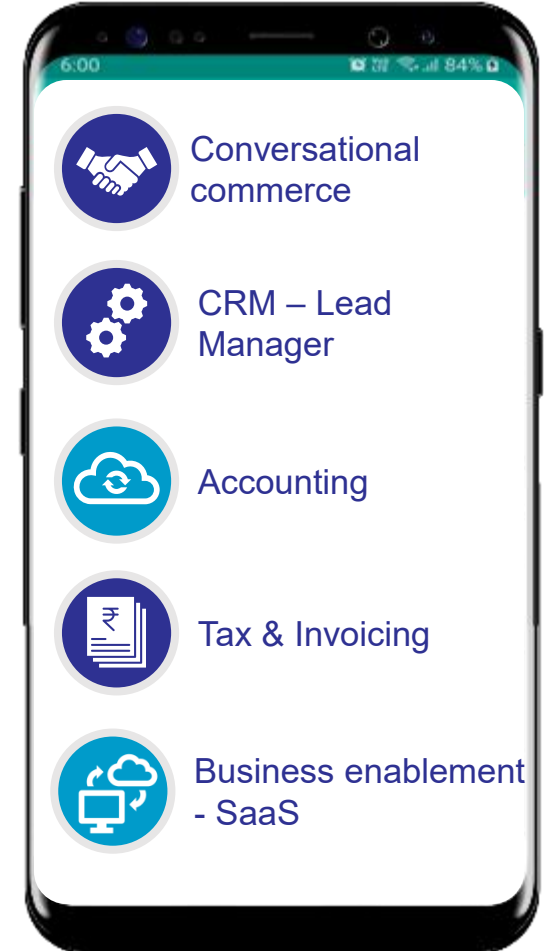
Offline Discovery



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



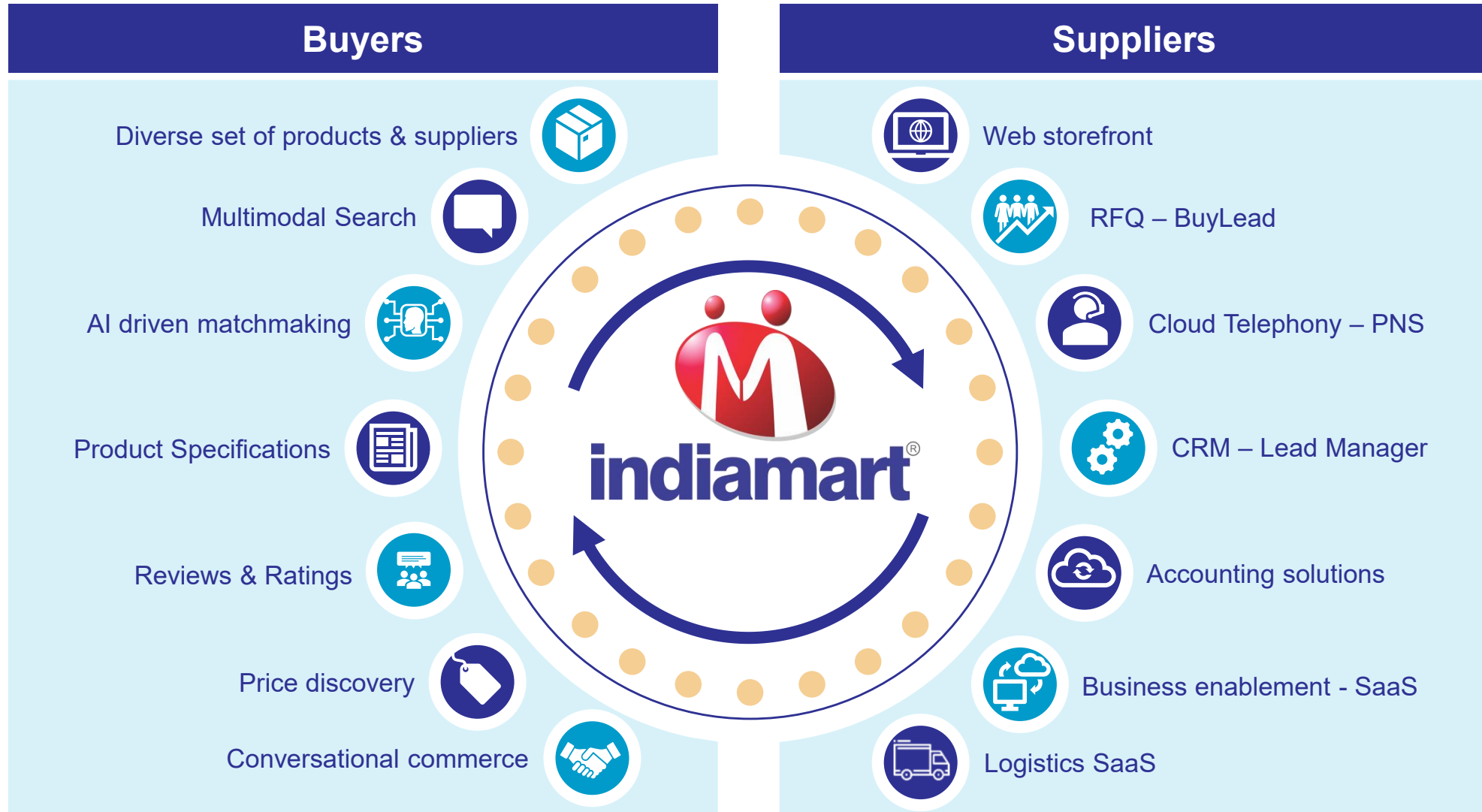
Strong network effects



Subscription based revenue model with negative working capital



Services that Empower Businesses



Well Diversified Across ~98000 Categories



Construction & Building Raw Material
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%



Pharmaceutical Drugs, Medicines, Vitamins & Other 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%



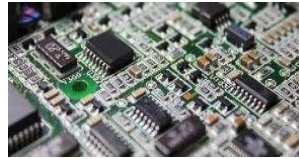
Automobiles, Spare Parts & Accessories
2%



Gifts, Crafts, Antique & Handmade Decorative
2%



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



Electronics Components & Supplies
2%



Sports Goods, Games, Toys & Accessories
1%

57 Industries

129 Mn Products



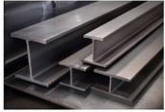
1) % above are for total paying supplier, as on March 31, 2026

IndiaMART InterMESH Ltd

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

Raw Material

Steel Beams and Plates



Bronze Flats

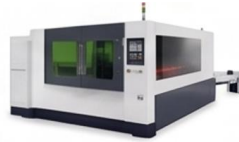


Ceramic Fibre Insulation



Machinery

Laser Metal Cutter



Hydraulic Press Brake



CNC Machine



Components

Shredder Blade



Heavy Torque Gear Motor



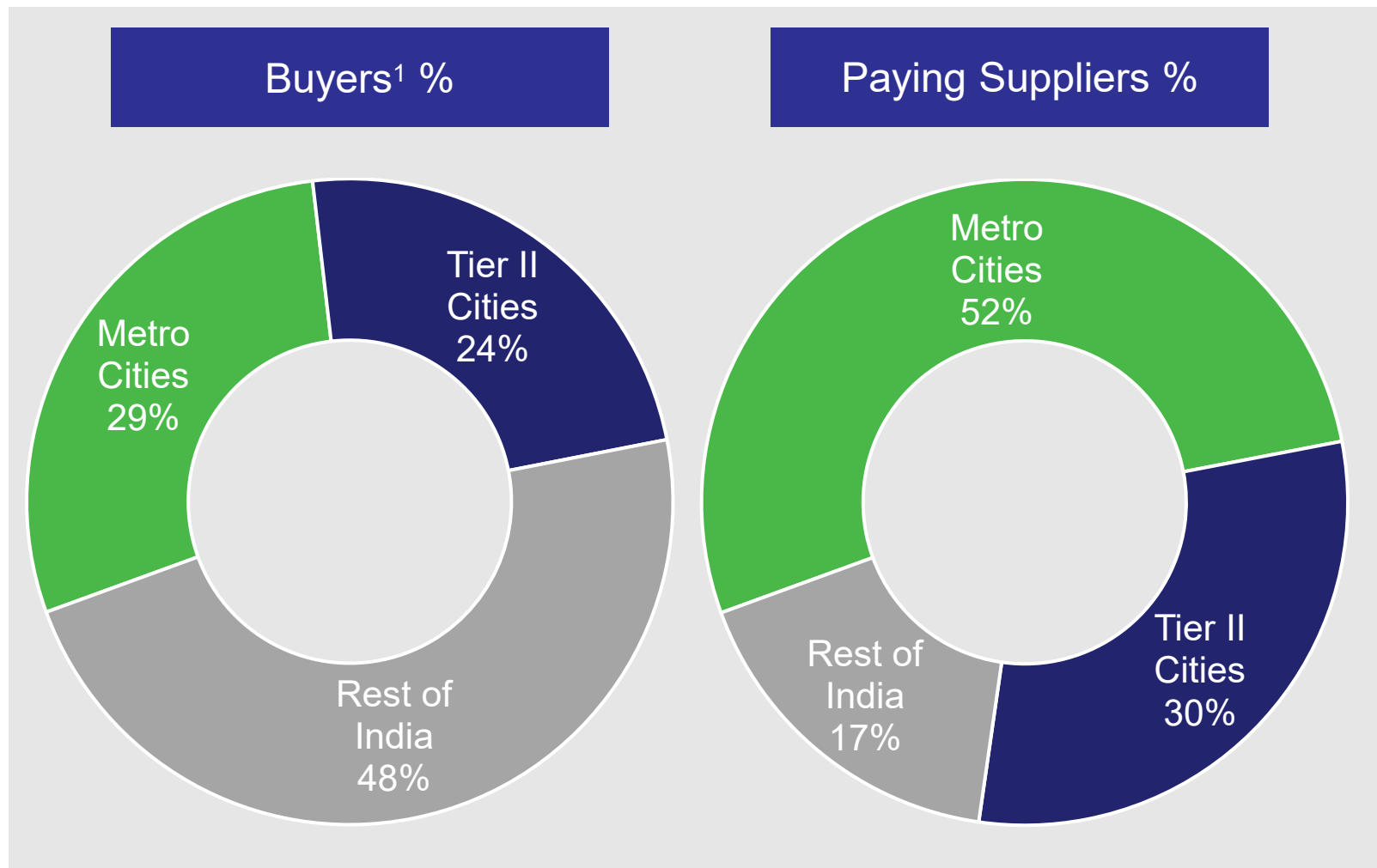
Extruder Screw Barrels



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

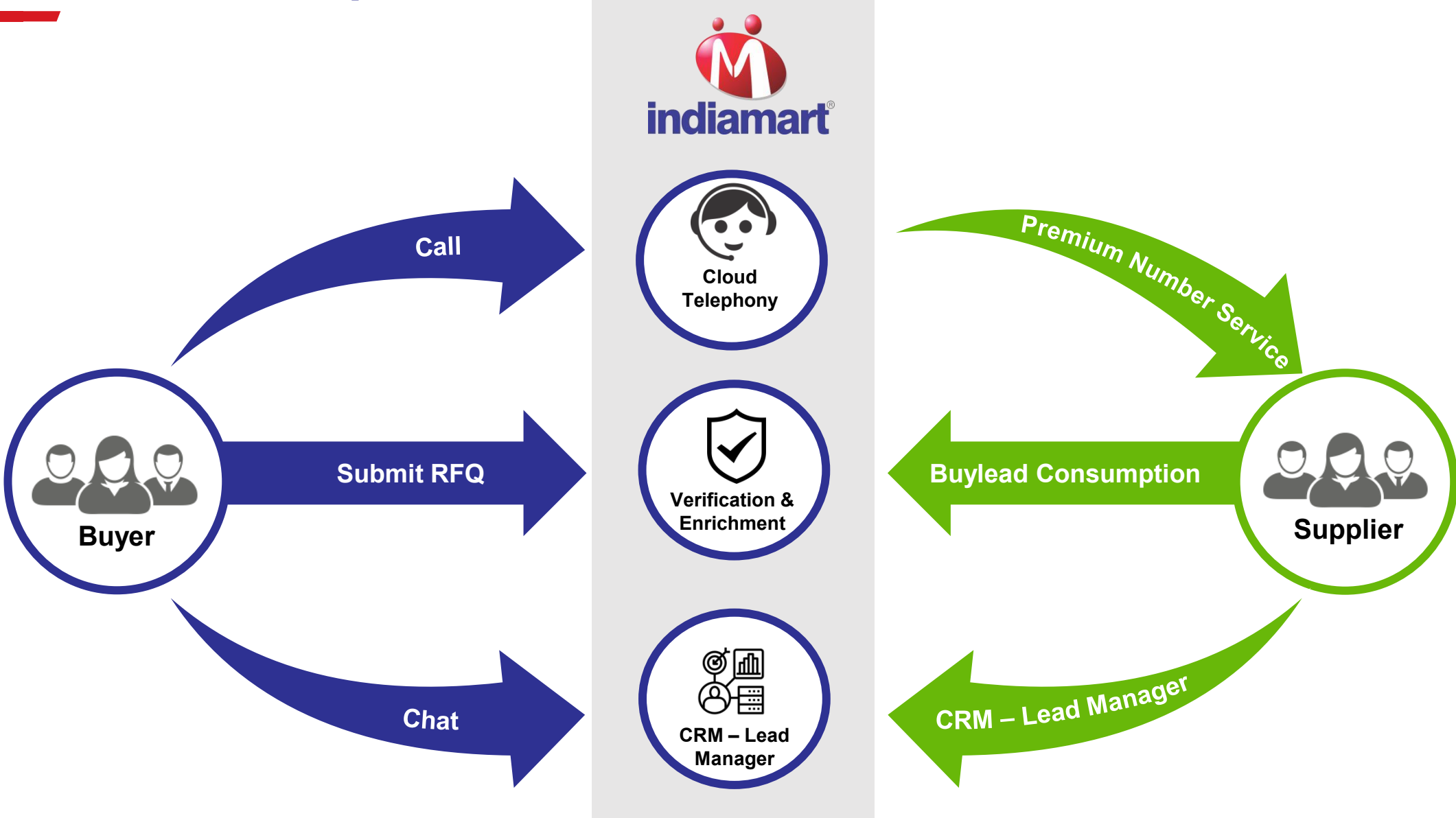
1) Basis aggregate buyers who have submitted enquiries during the last 5 years

2) Figures as on March 31, 2026

3) Population as per 2011 census

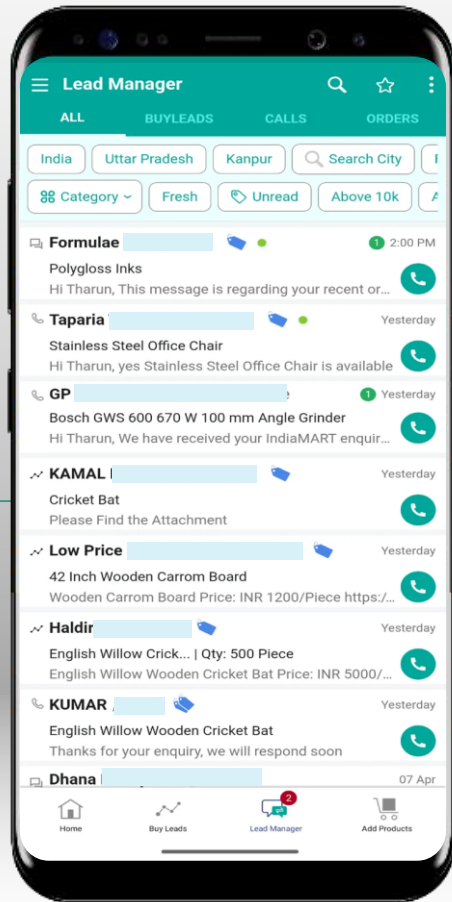


2-way Discovery Marketplace

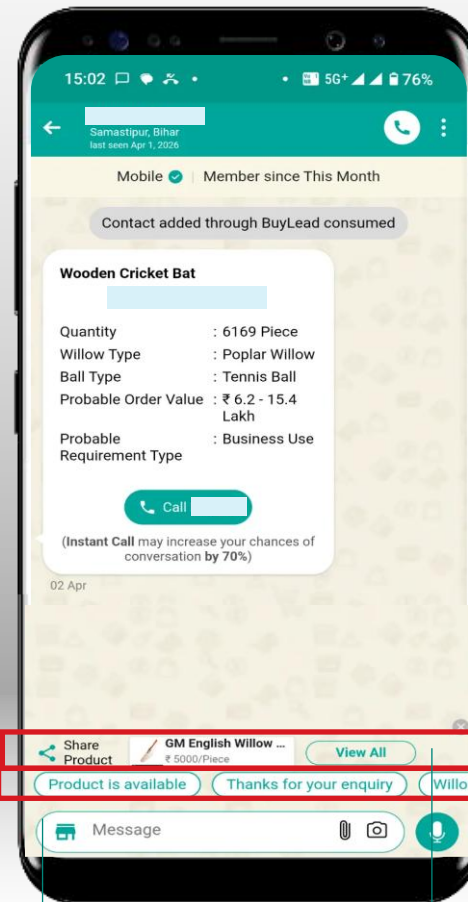


CRM – Lead Manager & Conversational Commerce

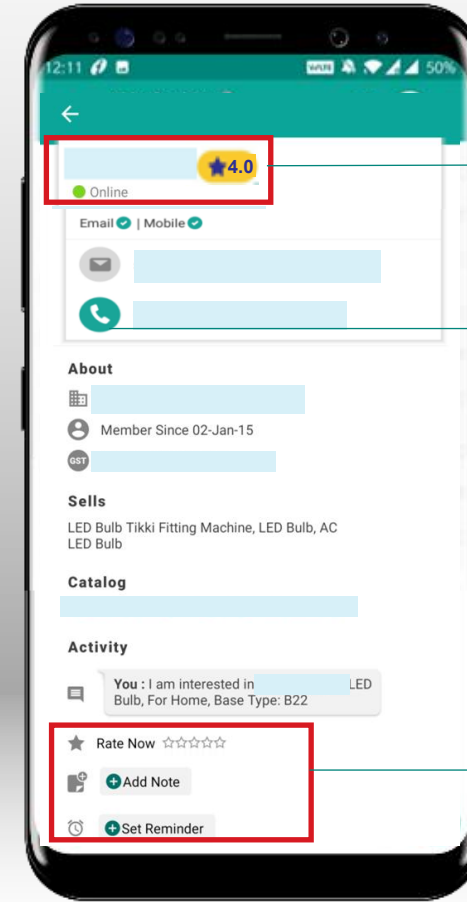
~146mn Replies¹ & Callbacks² during Q4 FY26



Direct Buyer Callback



AI-based Smart Reply



Reviews & Ratings

Call Option & Alerts

Add Notes, Set Reminders

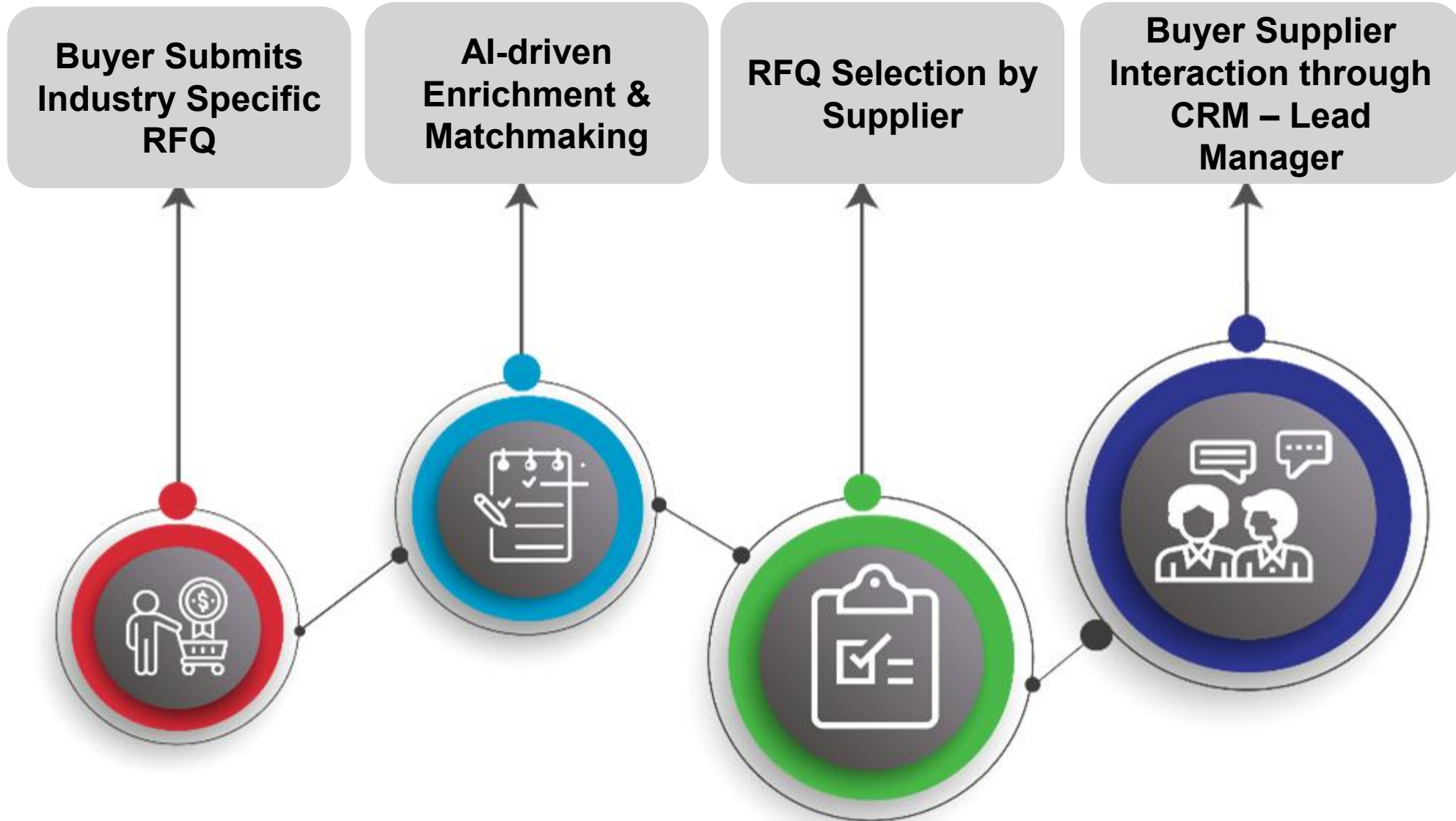
One Tap Product Sharing



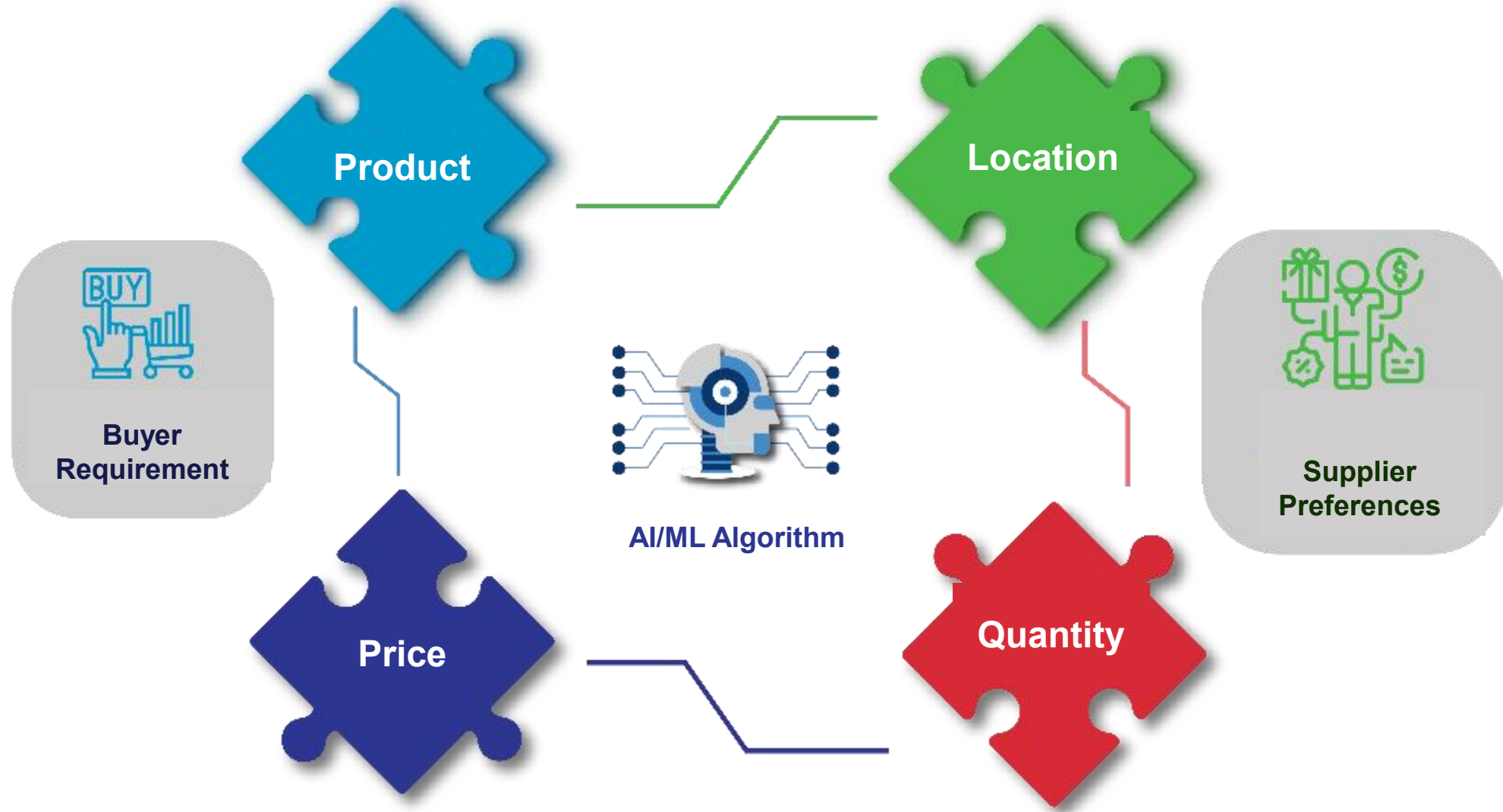
1) Total Replies via desktop, Mobile site, Email & App
2) Total Callbacks via Mobile site & App

IndiaMART InterMESH Ltd

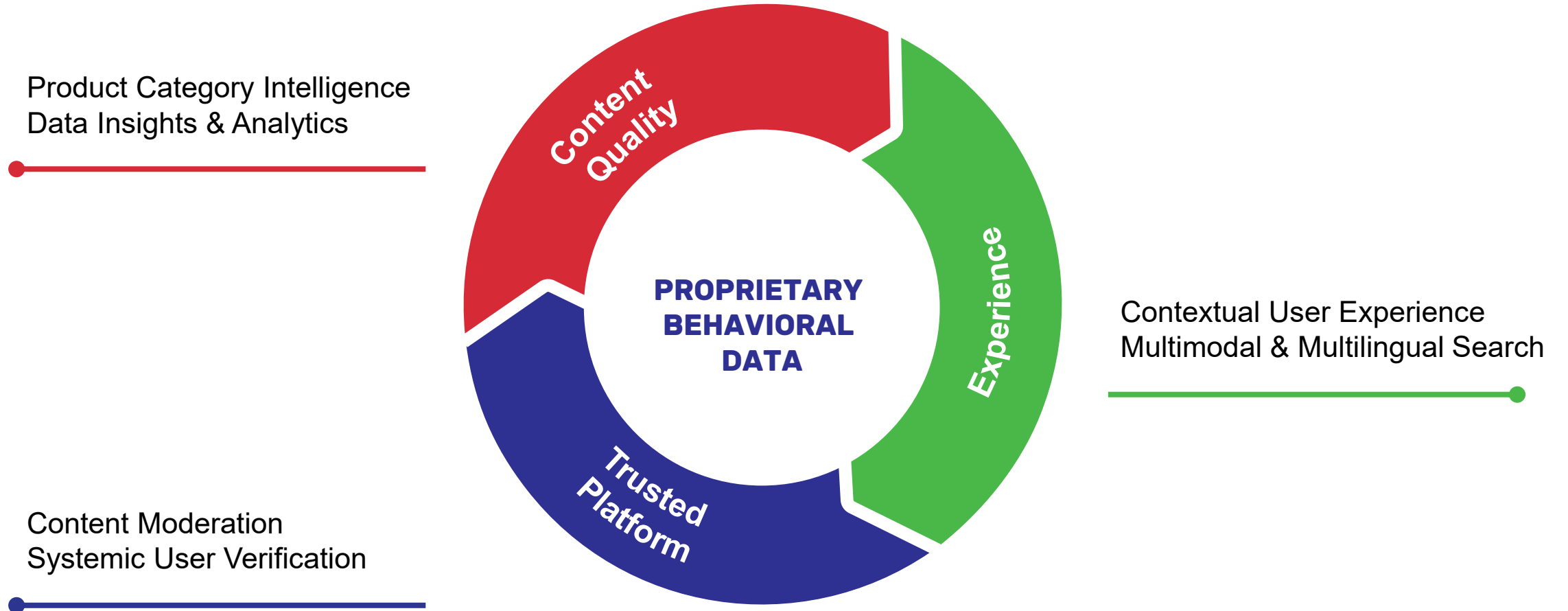
How RFQ / BuyLead Works



Behavioral Data Driven Algorithmic Matchmaking



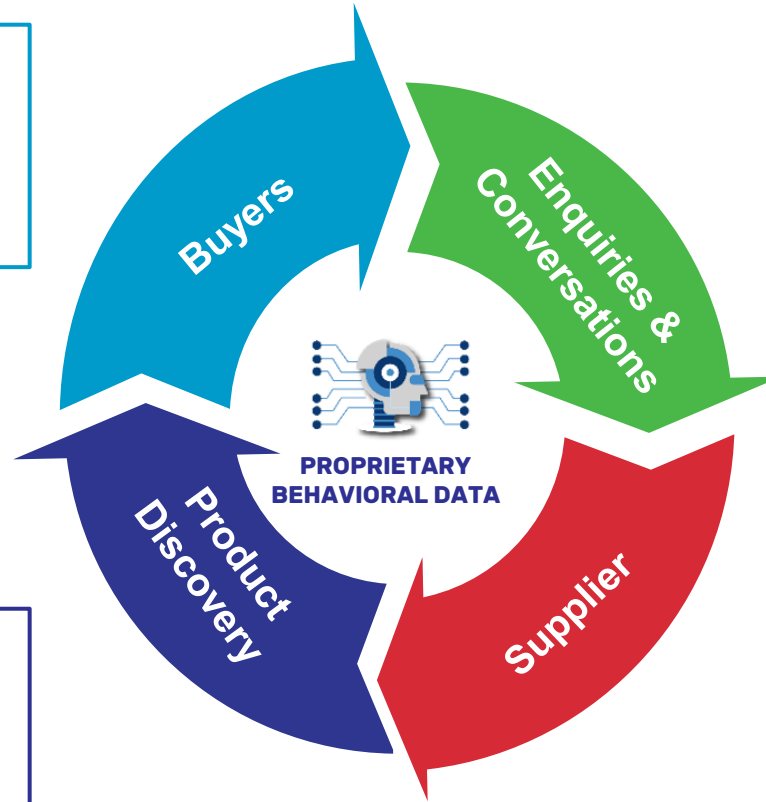
Leveraging AI: Enhancing User Experience



Key Competitive Strengths – Brand & Network Effect

- 58% Repeat Buyers²
- 39% Suppliers are Buyers
- 4.8 Play Store Rating

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



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

- 8.7 Mn Suppliers
- 220K Paying Suppliers
- Reviews & Ratings

Figures as of March 31, 2026

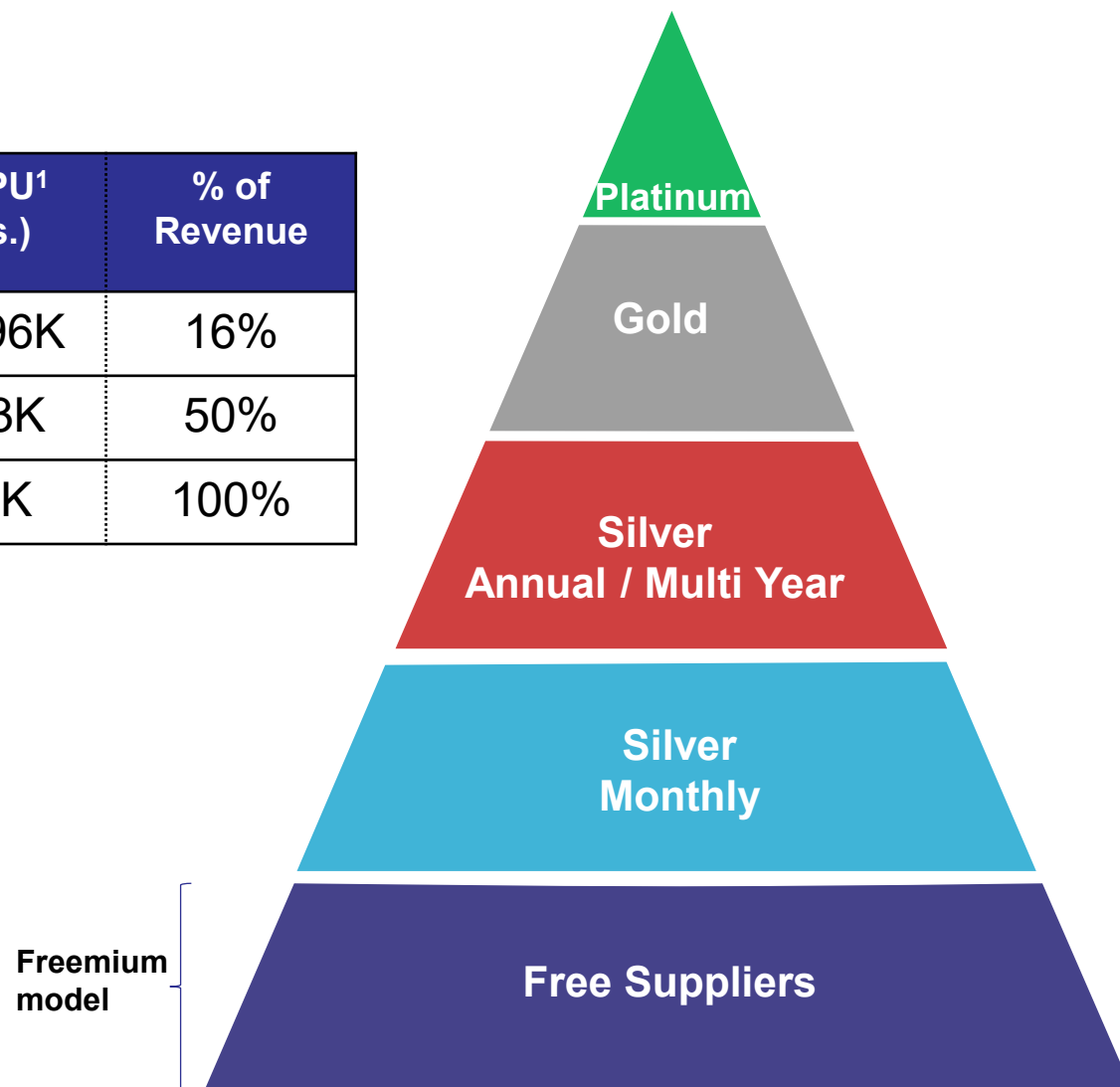
1) Figures for Q4 FY26

2) Calculated for 90 days



ROI-driven, Subscription Based Revenue Model & RFQ Quota

Paying suppliers	ARPU ¹ (Rs.)	% of Revenue
Top 1% ~2K	1,096K	16%
Top 10% ~22K	333K	50%
220K	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 – 1 to 2 Weekly – 14 to 30; Platinum: Daily - 1 to 4 Weekly - 30 to 100



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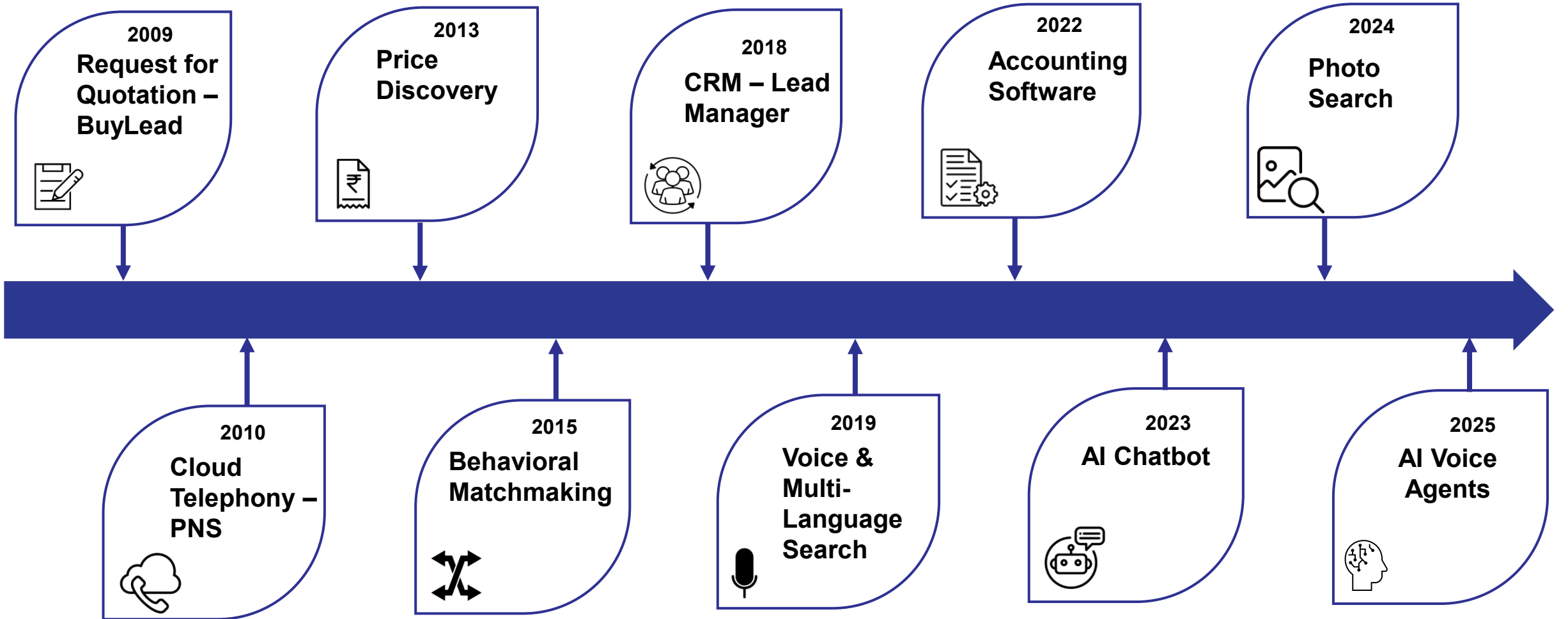
INDUSTRIAL PLANTS & MACHINERY

Get potential leads to expand your industrial plants & machinery business

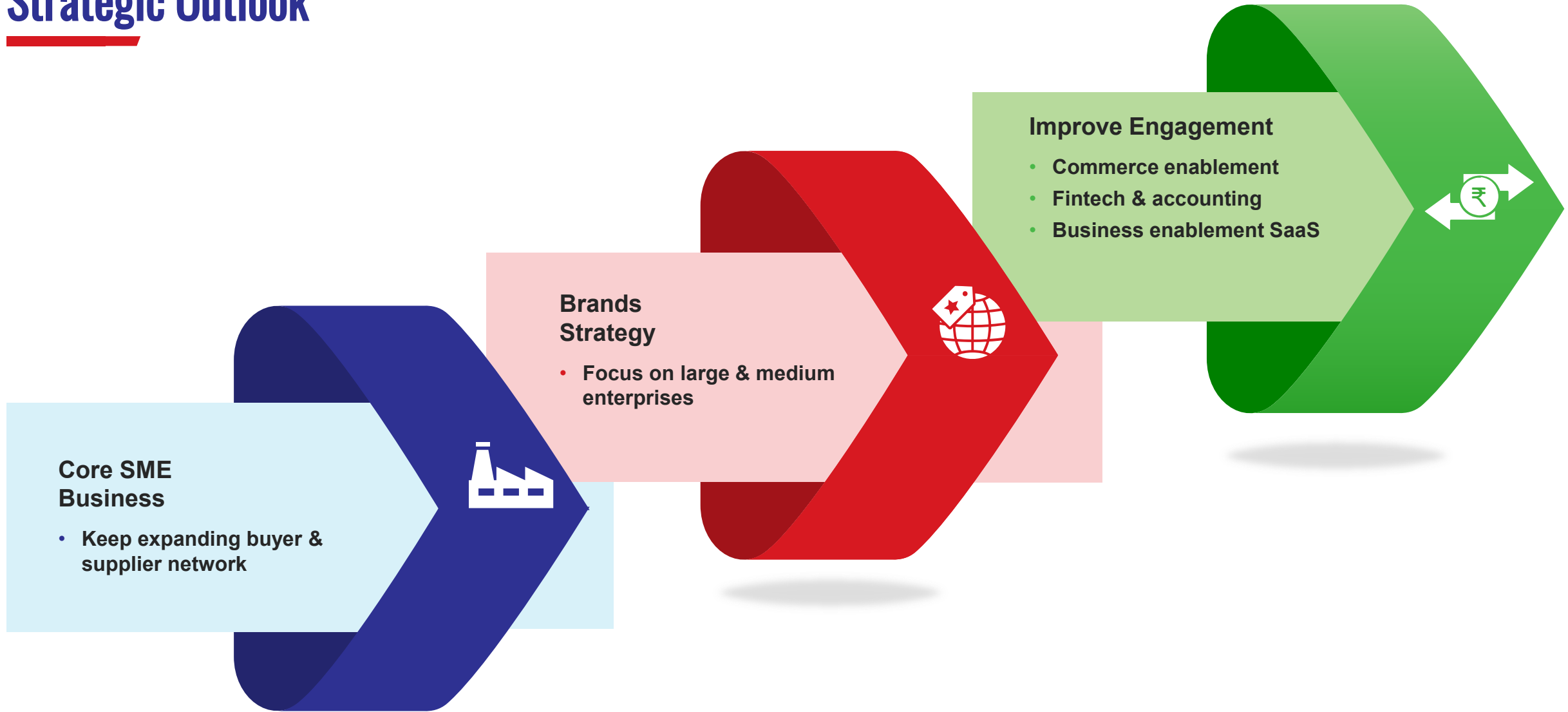


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Constant Innovation & Technology Focus



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

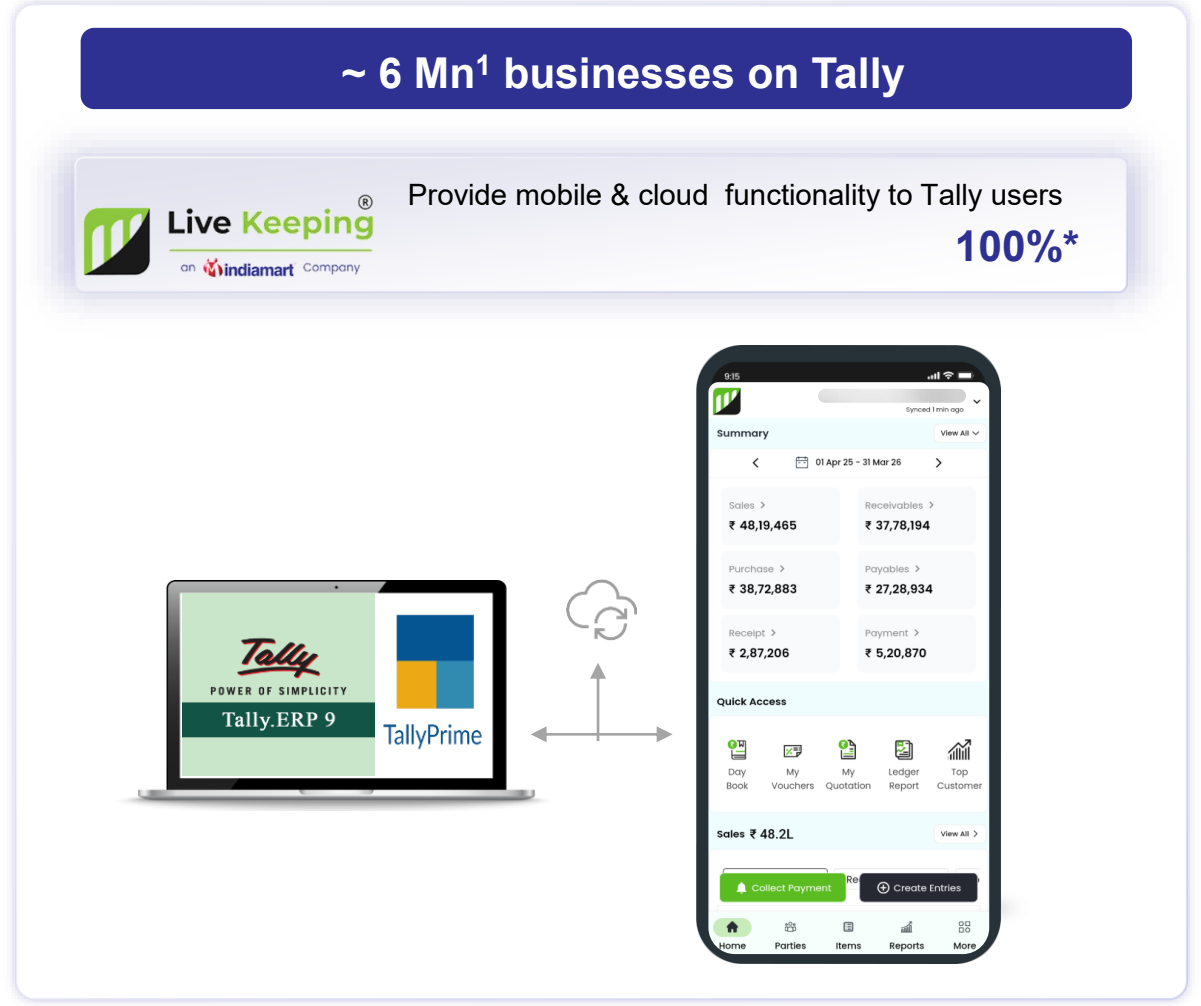
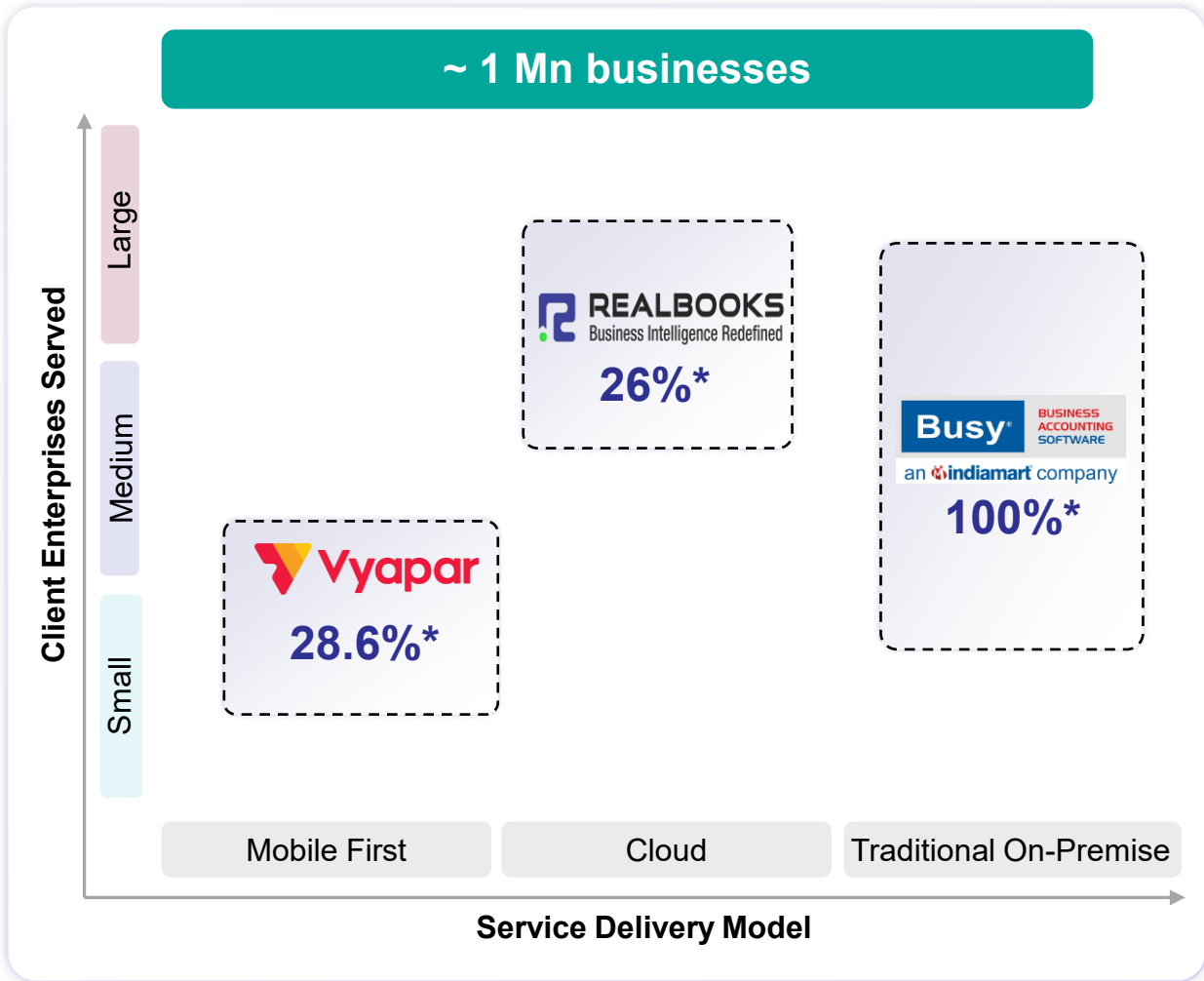
- Business Necessity
- High Customer Stickiness
- Large & Growing Market
- Subscription based Revenue Model

~ Rs. 725 crores invested in Accounting space



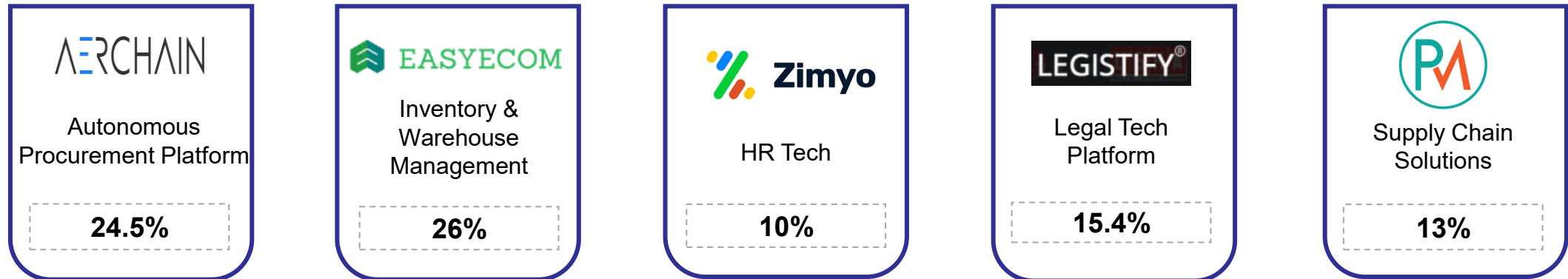
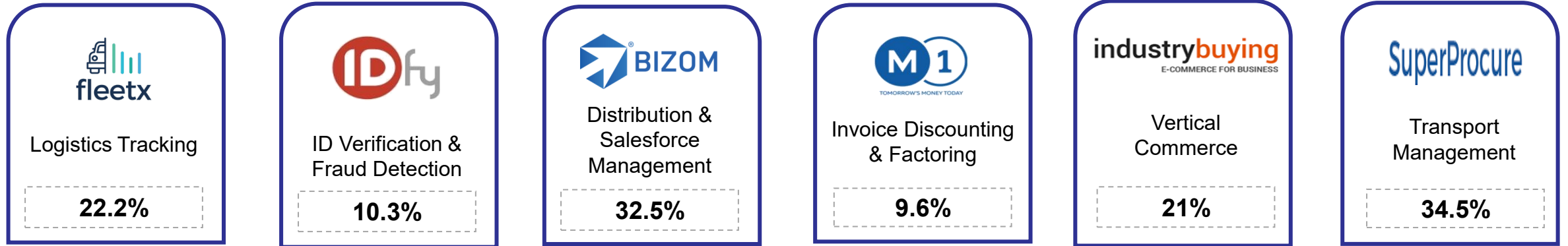
■ Represents opportunities available for IndiaMART

Investments in Accounting


















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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		96	100.0%
Strategic Investments				
1	Fleetx Technologies		161	22.2%
2	IB MonotaRO		118	21.0%
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	24.5%
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

IndiaMART InterMESH Ltd



Operational Performance (Standalone)



Operational Metrics

(Figures in Millions, unless otherwise mentioned)

Q3FY26	Q4FY26	YoY	Particulars	FY21	FY22	FY23	FY24	FY25	FY26	CAGR 5 Year	CAGR 3 Year
225	230	9%	Registered Buyers	125	149	170	194	211	230	13%	10%
42	41	(3%)	Active Buyers - Last 12 Months	35	38	37	39	43	41	3%	4%
28	27	(1%)	Unique Business Enquiries	96	97	88	93	106	114	4%	9%
87	86	(11%)	Business Enquiries Delivered	610	550	479	520	458	370	(10%)	(8%)
8.7	8.7	5%	Indian Supplier Storefronts	6.5	7.1	7.5	7.9	8.4	8.7	6%	5%
128	129	9%	Live Product Listings	72	83	95	108	119	129	12%	11%
221	220	1%	Paying Suppliers*	152	169	203	214	217	220	8%	3%
67	67	8%	ARPU*	44	44	46	53	61	66	9%	12%
333	333	9%	Top 10% ARPU*	181	194	214	247	289	321	12%	15%
6,353	6,222	2%	Employees (Nos)	2,701	3,672	4,583	5,384	6,102	6,222	18%	11%



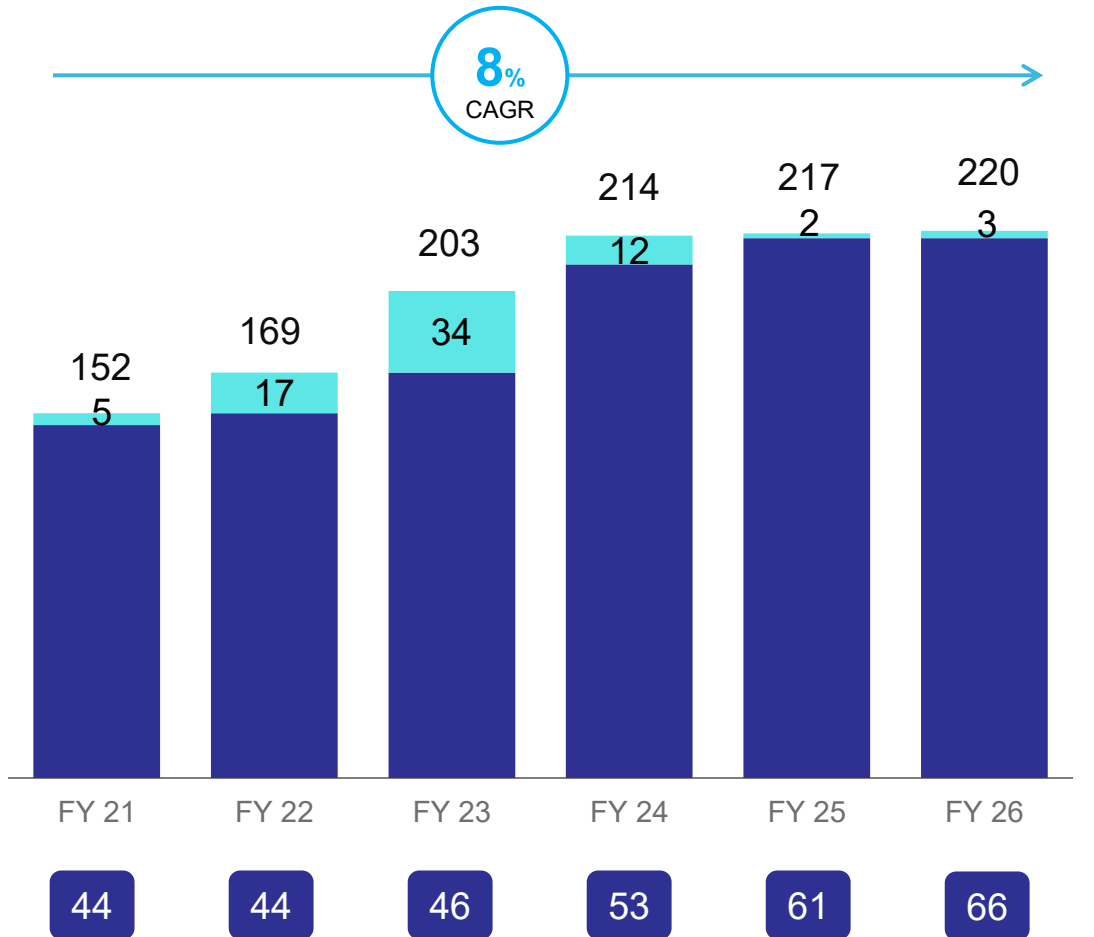
* Figures in Thousand

Paying Suppliers

(Figures in Thousand)

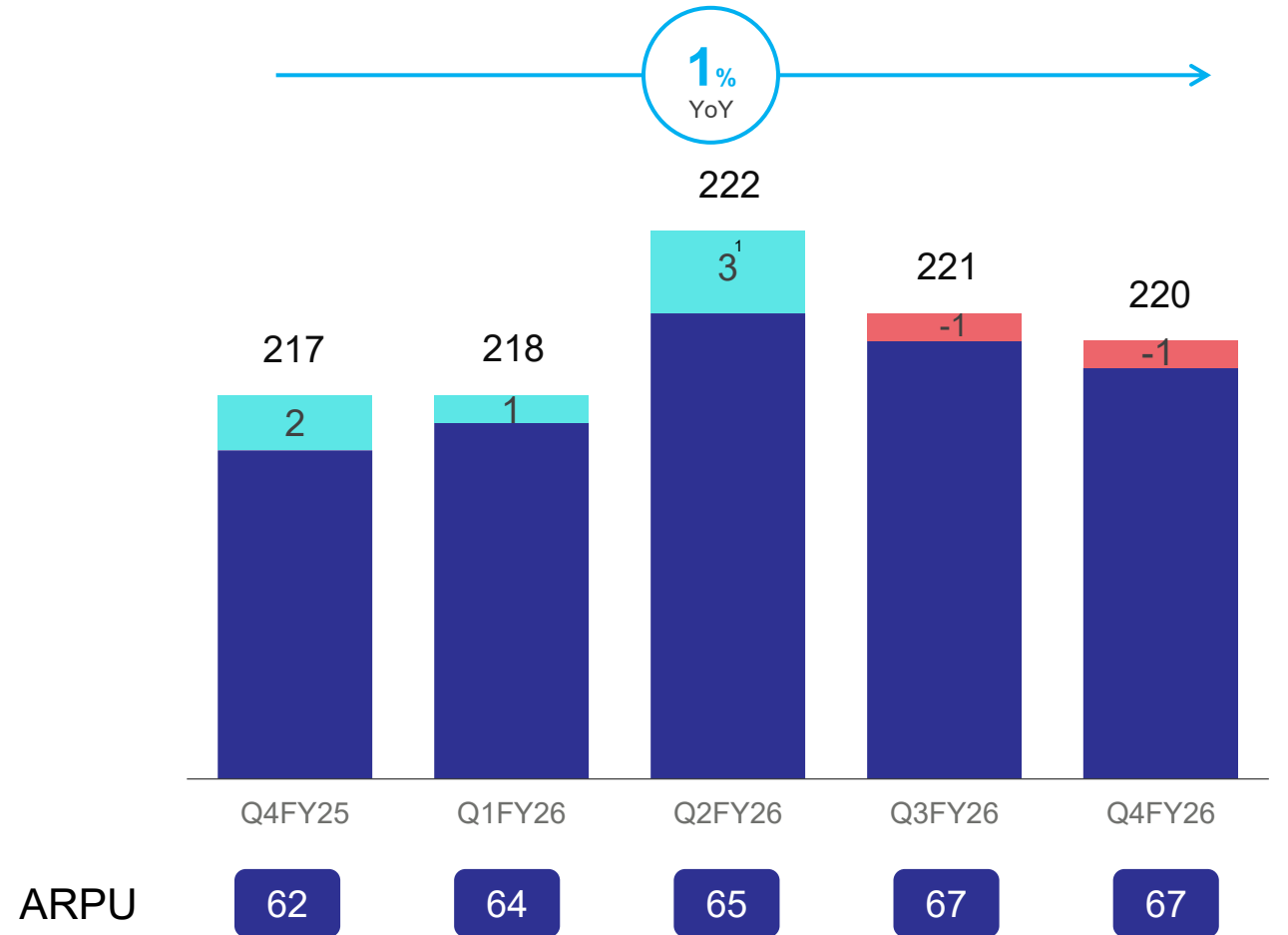
Yearly trends

8%
CAGR



Quarterly trends

1%
YoY



ARPU

62 64 65 67 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



Crawler Excavator

Financial Performance Consolidated Section



Financial Performance – Consolidated

(₹ in Crore)

Q3FY26	Q4FY26	YoY	Financial Metrics	FY21	FY22	FY23	FY24	FY25	FY26	CAGR 5 Year	CAGR 3 Year
402	404	14%	Revenue from Operations	670	753	985	1,197	1,388	1,569	19%	17%
135	(34)	(131%)	Other Income ¹	87	112	181	211	272	204		
537	370	(20%)	Total Income	756	866	1,166	1,407	1,661	1,773	19%	15%
182	178	13%	Manpower Cost	205	268	425	544	601	693	28%	18%
85	94		Other Expenses ²	136	178	293	321	265	346		
267	272	21%	Total Expenses	341	446	718	865	866	1,039	25%	13%
134	133	2%	EBITDA	328	308	268	331	523	530	10%	26%
<i>33%</i>	<i>33%</i>		<i>EBITDA Margin(%)</i>	<i>49%</i>	<i>41%</i>	<i>27%</i>	<i>28%</i>	<i>38%</i>	<i>34%</i>		
81	49		Others ³	135	122	165	208	245	259		
188	50	(72%)	Net Profit	280	298	284	334	551	475	11%	19%
<i>35%</i>	<i>14%</i>		<i>Net Profit Margin(%)</i>	<i>37%</i>	<i>34%</i>	<i>24%</i>	<i>24%</i>	<i>33%</i>	<i>27%</i>		
31	8	(72%)	EPS ⁴ (Rs.)	48	49	46	55	92	79	10%	19%
426	595	10%	Collections from Customers	711	934	1,219	1,474	1,626	1,857	21%	15%
129	290	7%	Cash flow from Operations	323	402	476	559	623	694	17%	13%
<i>30%</i>	<i>49%</i>		<i>% of Collections</i>	<i>45%</i>	<i>43%</i>	<i>39%</i>	<i>38%</i>	<i>38%</i>	<i>37%</i>		

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)

Q3 FY26	Q4 FY26	Particulars	FY21	FY22	FY23	FY24	FY25	FY26
47	40	Fixed Assets ¹	65	56	99	82	61	40
454	454	Goodwill	-	-	454	454	454	454
62	87	Other Assets ²	44	52	51	48	67	87
3,051	3,280	Cash & Investments	2,365	2,419	2,335	2,340	2,886	3,280
752	763	Strategic Investments	37	421	512	524	665	763
4,366	4,625	Total Assets	2,511	2,949	3,445	3,449	4,134	4,625
2,340	2,400	Capital & Reserves	1,611	1,874	2,059	1,736	2,185	2,400
1,775	1,965	Deferred Revenue ³	726	907	1,162	1,440	1,678	1,965
74	67	Tax Liabilities	21	16	24	48	53	67
26	23	Lease Liabilities	63	56	46	41	33	23
152	169	Other Liabilities ⁴	90	96	154	184	185	169
4,366	4,625	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
Opening Cash & Treasury Investments	931	2,365	2,419	2,335	2,340	2,886
Cash flow from operating activities	323	402	476	559	623	694
Cash flow from investing activities¹	14	(273)	(331)	32	(18)	10
(i) Non-Operating Income ²	21	127	255	71	135	92
(ii) Capital expenditure ³	3	(4)	(16)	(14)	(8)	(7)
(iii) Strategic Investments	(10)	(395)	(570)	(25)	(144)	(75)
Cash Flow from Financing Activities	1,038	(58)	(143)	(695)	(148)	(340)
(i) Proceeds from issue of shares ⁴	1,052	0	0	0	0	0
(ii) Other financing activities ⁵	(12)	(13)	(13)	(14)	(28)	(40)
(iii) Capital distributed to Shareholders ⁶	(1)	(46)	(130)	(681)	(120)	(300)
Δ in Fair Value Gain on Treasury Investments	60	(18)	(85)	109	89	30
Closing Cash & Treasury Investments	2,365	2,419	2,335	2,340	2,886	3,280

~₹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

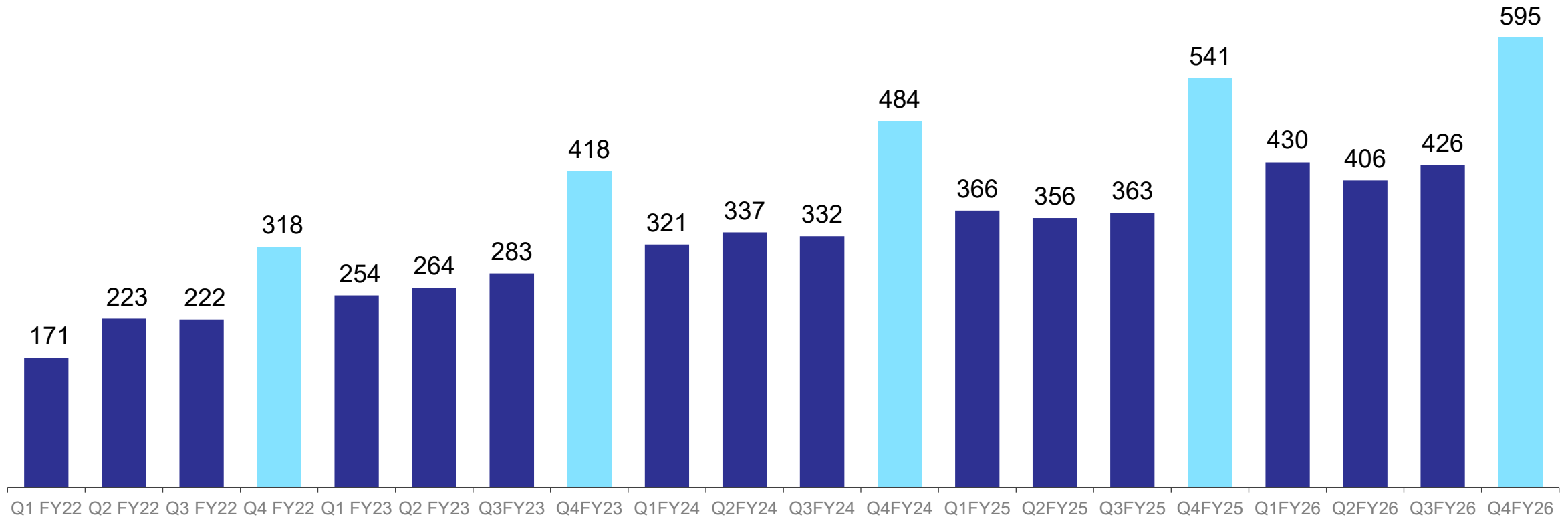
6) Includes dividend paid & buyback inclusive of tax



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

Legal Entity View

(₹ in Crore)

Financial Metrics	FY24	FY25	Q1FY26	Q2FY26	Q3FY26	Q4FY26	FY26
Revenue from Operations	1,197	1,388	372	391	402	404	1,569
<i>IndiaMART</i>	<i>1,139</i>	<i>1,320</i>	<i>346</i>	<i>360</i>	<i>368</i>	<i>368</i>	<i>1,443</i>
<i>Busy Infotech</i>	<i>54</i>	<i>66</i>	<i>25</i>	<i>29</i>	<i>32</i>	<i>34</i>	<i>119</i>
<i>Others¹</i>	<i>4</i>	<i>2</i>	<i>1</i>	<i>2</i>	<i>2</i>	<i>2</i>	<i>7</i>
EBITDA	331	523	134	130	134	133	530
<i>IndiaMART</i>	<i>334</i>	<i>513</i>	<i>135</i>	<i>115</i>	<i>136</i>	<i>135</i>	<i>520</i>
<i>Busy Infotech</i>	<i>7</i>	<i>5</i>	<i>5</i>	<i>5</i>	<i>5</i>	<i>6</i>	<i>21</i>
<i>Others¹</i>	<i>(9)</i>	<i>5</i>	<i>(6)</i>	<i>9</i>	<i>(7)</i>	<i>(7)</i>	<i>(11)</i>

~90% of Revenue is contributed by IndiaMART standalone business



1) Others include: Other Subsidiaries and Inter Company Adjustments



Financial Performance Standalone Basis



Financial Performance – Standalone

(₹ in Crore)

Q3FY26	Q4FY26	YoY	Financial Metrics	FY21	FY22	FY23	FY24	FY25	FY26	CAGR 5 Year	CAGR 3 Year
368	368	10%	Revenue from Operations	665	751	939	1,139	1,320	1,443	17%	15%
132	(34)	(123%)	Other Income ¹	85	108	113	170	284	191		
500	334	(31%)	Total Income	750	859	1,052	1,309	1,604	1,634	17%	16%
167	162	11%	Manpower Cost	199	263	399	507	553	634	26%	17%
65	72		Other Expenses ²	133	176	278	298	254	288		
232	234	15%	Total Expenses	332	439	677	805	807	923	23%	11%
146	142	5%	Adjusted EBITDA³	339	322	288	358	530	555	10%	24%
<i>40%</i>	<i>39%</i>		<i>Adjusted EBITDA Margin(%)</i>	<i>51%</i>	<i>43%</i>	<i>31%</i>	<i>31%</i>	<i>40%</i>	<i>38%</i>		
136	135	1%	EBITDA	333	312	262	334	513	520	9%	26%
<i>37%</i>	<i>37%</i>		<i>EBITDA Margin(%)</i>	<i>50%</i>	<i>42%</i>	<i>28%</i>	<i>29%</i>	<i>39%</i>	<i>36%</i>		
62	31		Others ⁴	132	110	102	141	190	186		
206	69	(70%)	Net Profit	287	310	272	362	607	525	13%	24%
<i>41%</i>	<i>21%</i>		<i>Net Profit Margin(%)</i>	<i>38%</i>	<i>36%</i>	<i>26%</i>	<i>28%</i>	<i>38%</i>	<i>32%</i>		
390	546	8%	Collections from Customers	707	932	1,167	1,399	1,526	1,674	19%	13%
128	287	6%	Cash flow from Operations	326	407	464	545	614	668	15%	13%
<i>33%</i>	<i>53%</i>		<i>% of Collections</i>	<i>46%</i>	<i>44%</i>	<i>40%</i>	<i>39%</i>	<i>40%</i>	<i>40%</i>		

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)

Q3FY26	Q4FY26	Particulars	FY21	FY22	FY23	FY24	FY25	FY26
24	21	Fixed Assets ¹	65	56	53	48	33	21
25	41	Other Assets ²	41	49	33	38	43	41
2,855	3,066	Cash & Investments	2,359	2,414	2,202	2,186	2,720	3,066
1,435	1,474	Strategic Investments ³	50	446	1,073	1,095	1,293	1,474
4,339	4,602	Total Assets	2,516	2,965	3,361	3,367	4,090	4,602
2,462	2,542	Capital & Reserves	1,617	1,892	2,064	1,770	2,276	2,542
1,654	1,832	Deferred Revenue ⁴	726	907	1,134	1,395	1,600	1,832
60	53	Tax Liabilities	21	16	4	21	37	53
26	23	Lease Liabilities	63	56	46	41	33	23
137	152	Other Liabilities ⁵	89	94	113	140	143	152
4,339	4,602	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

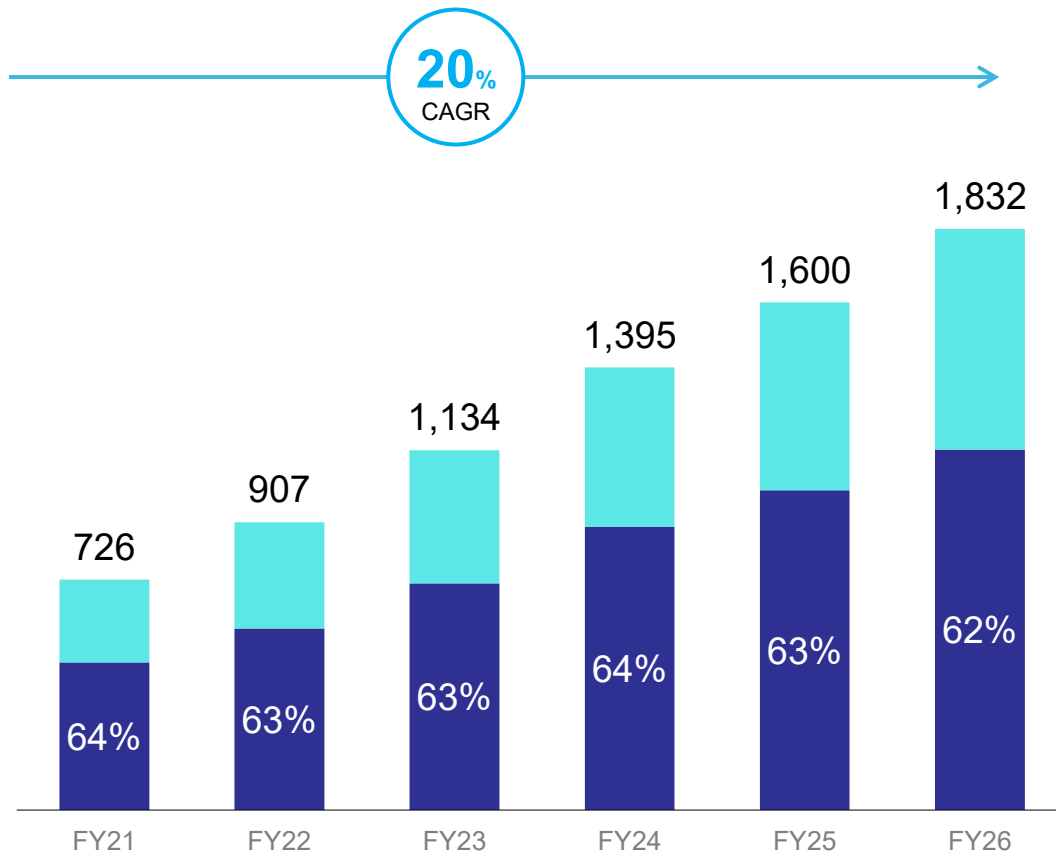
5) Includes provisions and payables, statutory liabilities & other financial liabilities



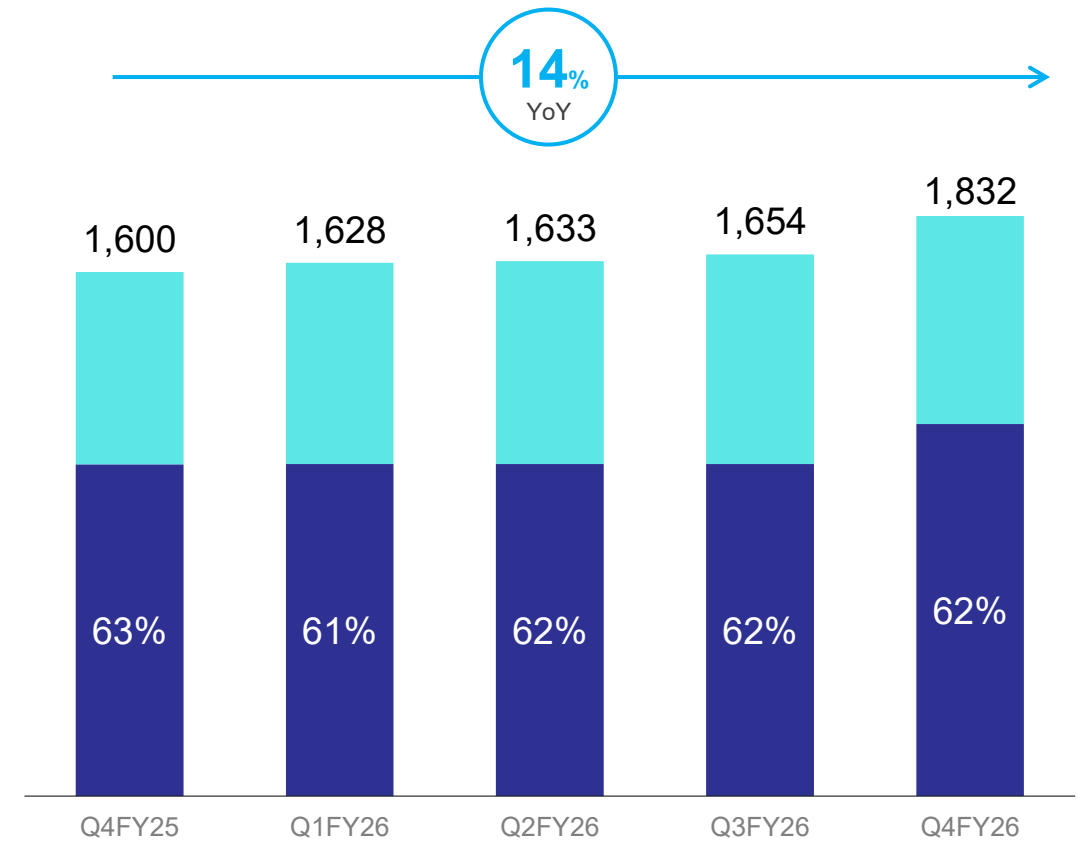
Deferred Revenue - Standalone

(₹ in Crore)

Yearly trends



Quarterly trends



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

■ Current Portion (12 Months)

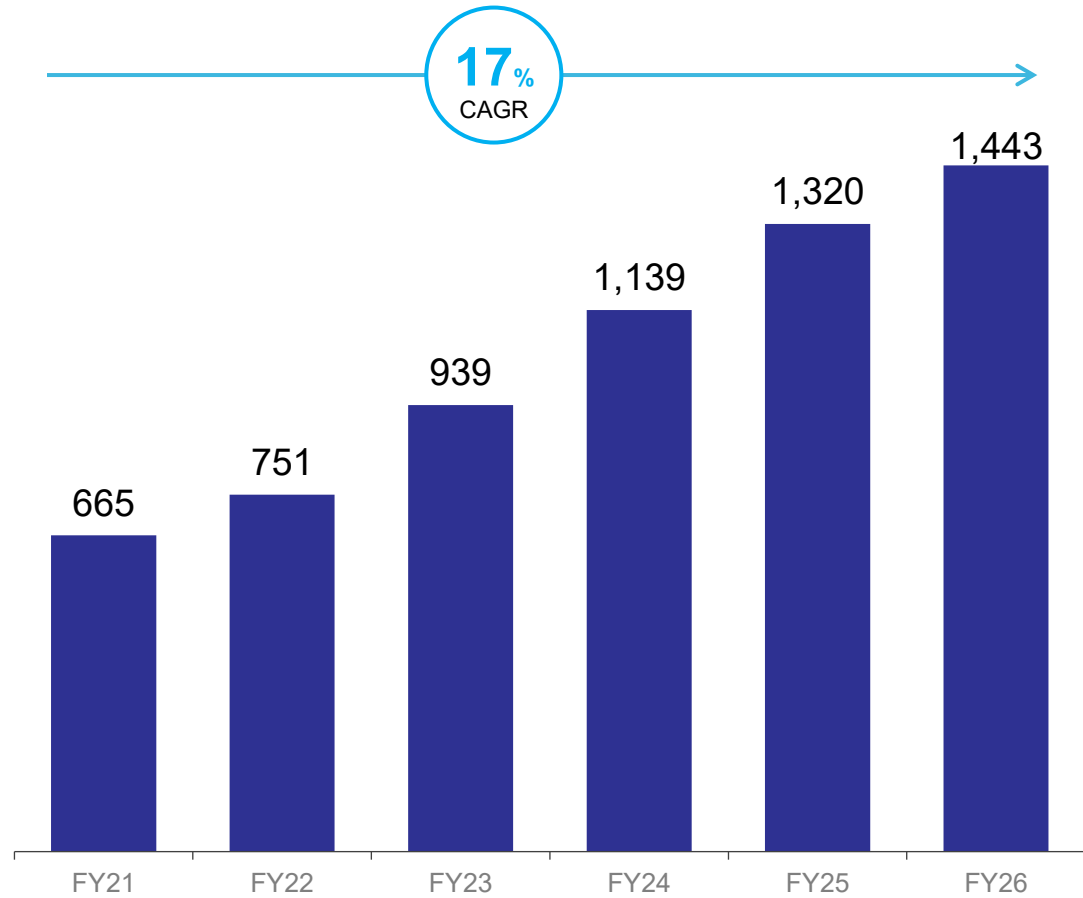


1) Deferred revenue refers to contract liabilities in the financial statements including advances from customers

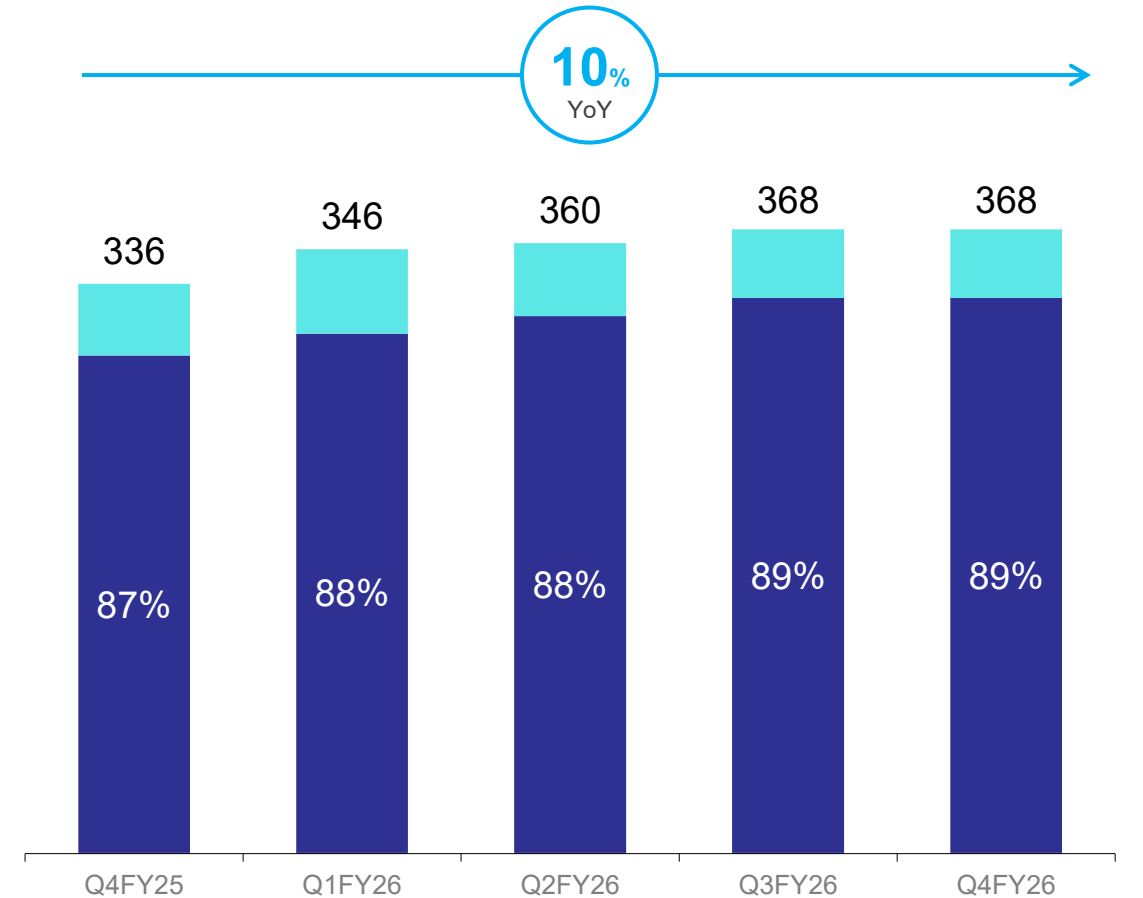
Revenue from Operations - Standalone

(₹ in Crore)

Yearly trends



Quarterly trends



■ % of revenue recognized from opening deferred revenue



Functional P&L - Standalone

(₹ in Crore)

Q3FY26	Q4FY26	YoY	Particulars	FY21	FY22	FY23	FY24	FY25	FY26	CAGR 5 Year	CAGR 3 Year
368	368	10%	Revenue from Operations	665	751	939	1,139	1,320	1,443	17%	15%
(89)	(91)	13%	Customer service cost	(122)	(160)	(237)	(309)	(303)	(343)	23%	13%
279	278	9%	Gross Profit¹	543	591	702	830	1,017	1,100	15%	16%
76%	75%		Gross Margin	82%	79%	75%	73%	77%	76%		
(55)	(59)	25%	Selling & Marketing	(82)	(112)	(189)	(211)	(181)	(229)	23%	7%
15%	16%		% of Revenue	12%	15%	20%	18%	14%	16%		
(60)	(57)	15%	Technology & Content	(85)	(111)	(175)	(199)	(201)	(226)	22%	9%
16%	16%		% of Revenue	13%	15%	19%	17%	15%	16%		
(29)	(27)	2%	General & Administration	(43)	(56)	(76)	(87)	(122)	(125)	24%	18%
136	135	1%	EBITDA	333	312	262	334	513	520	9%	26%
37%	37%		EBITDA Margin	50%	42%	28%	29%	39%	36%		
(4)	(3)	(37%)	Depreciation & Amortisation	(16)	(12)	(19)	(25)	(21)	(14)	(3%)	(10%)
132	131	2%	Operating Profit	317	300	242	309	493	506	10%	28%
36%	36%		Operating Margin	48%	40%	26%	27%	37%	35%		

1) Gross Profit means surplus over customer service cost

2) Refer to Note No. 34 in Standalone Financial Statements for FY26 for details on the basis of classification of function-wise results





Server Rack / Data Center Infrastructure

Busy Infotech & Livekeeping Technologies



Busy – Business Accounting Software



Invest in Team & Awareness

Accelerate Revenue growth

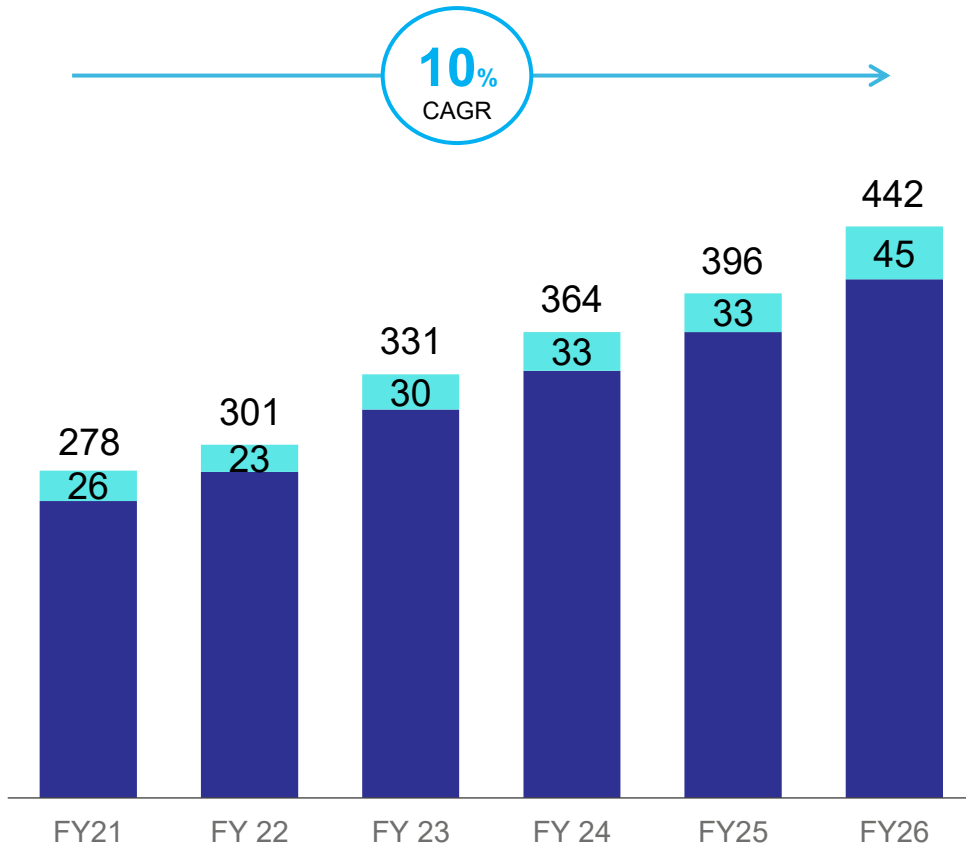
Increase New Licenses Sold



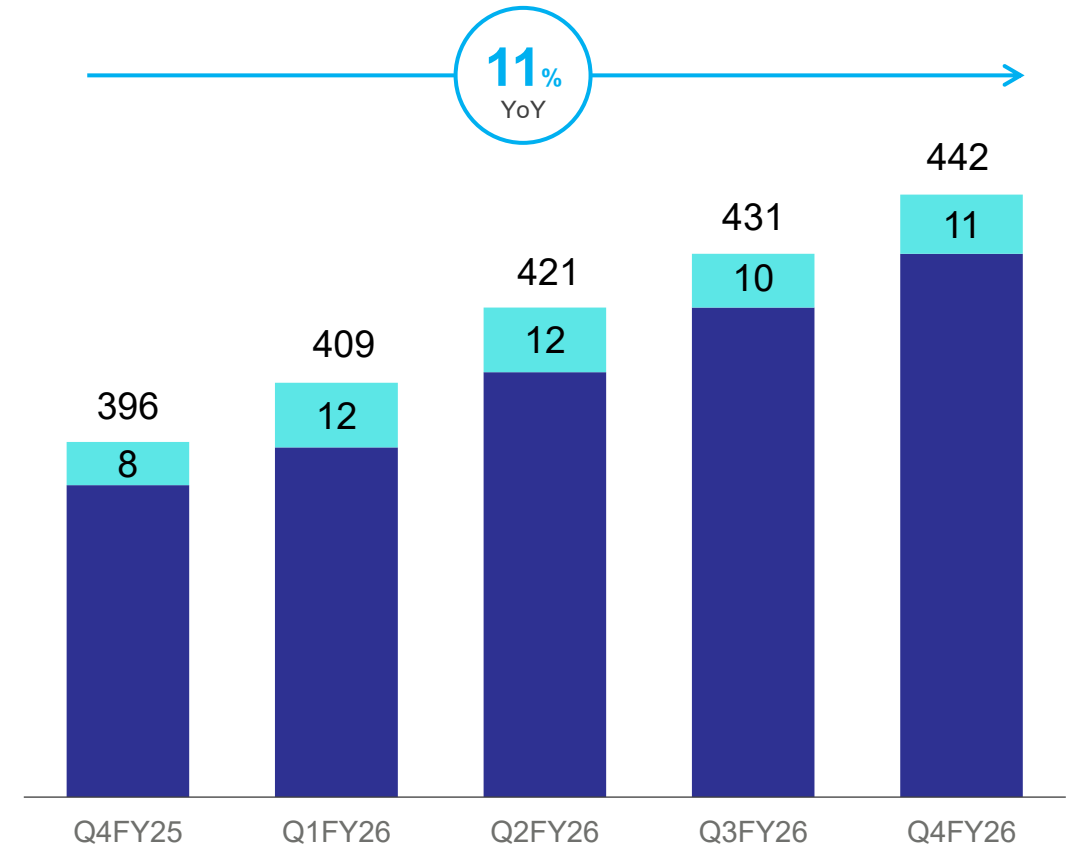
License Sold

(Figures in Thousand)

Yearly trends



Quarterly trends

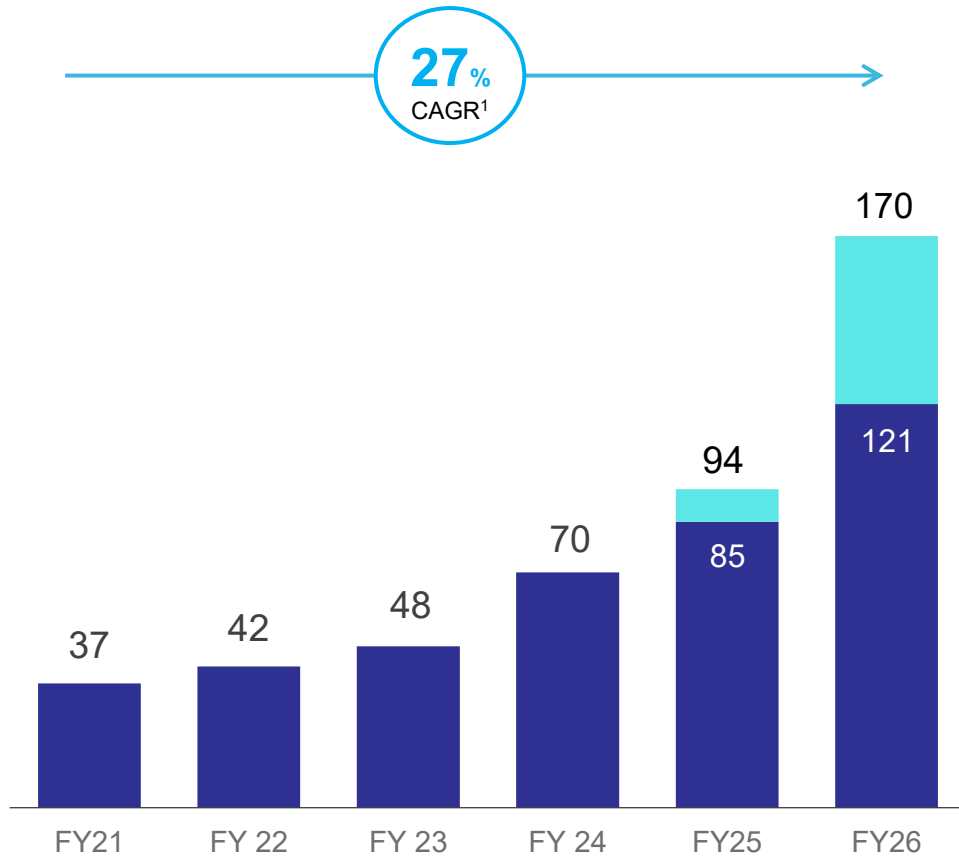


 New License sold

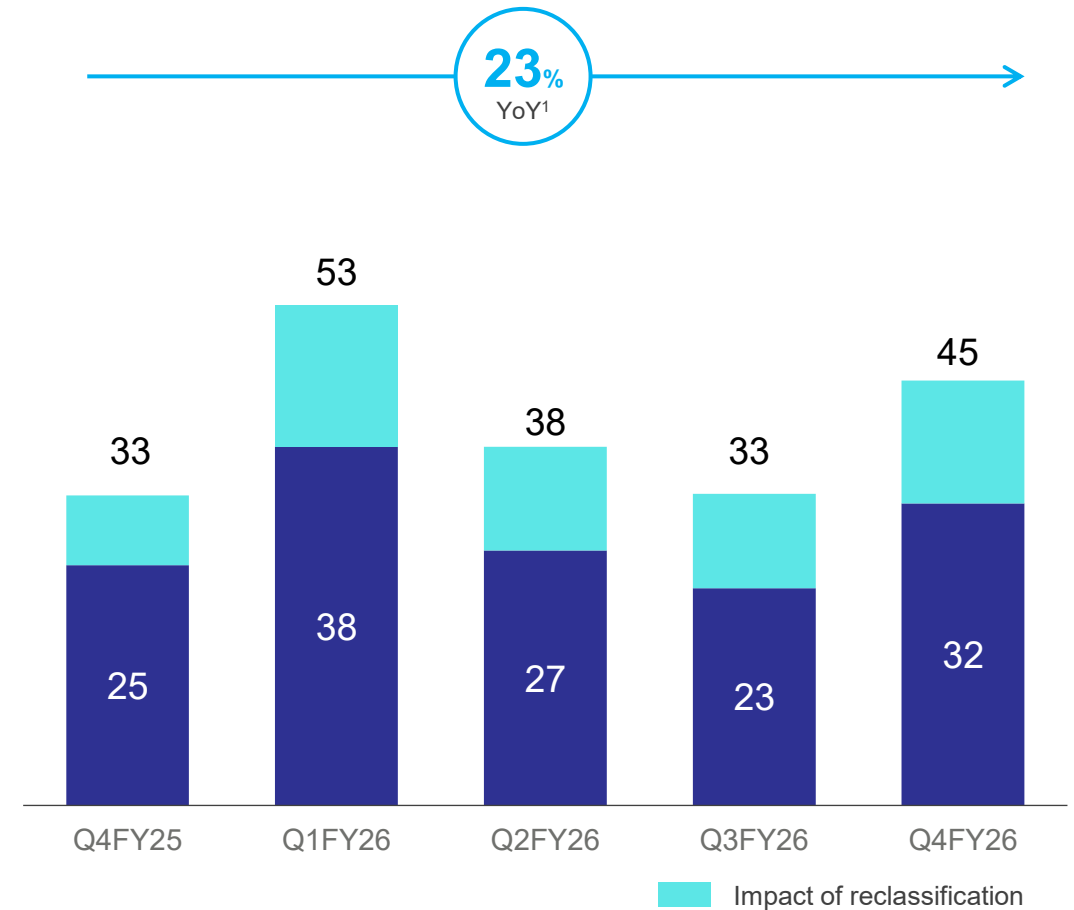


(₹ in Crore)

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)

Q3FY26	Q4FY26	YoY	Metrics	FY22	FY23	FY24	FY25	FY26	CAGR
32	34	85%	Revenue from Operations	35	43	54	66	119	35%
35	34	63%	Total Revenue	38	47	62	76	128	35%
11	12	34%	Manpower Expenses	18	22	31	39	42	24%
15	17		Other Expenses ¹	9	11	16	22	56	
26	29	81%	Total Expenses	27	33	47	61	98	38%
5	5		EBITDA	9	10	7	5	21	24%
16%	16%		EBITDA Margin(%)	25%	24%	13%	7%	17%	
2	3		Others ²	4	4	12	3	10	
6	3		Net Profit	8	10	3	12	20	25%
17%	9%		Net Profit Margin(%)	21%	22%	5%	15%	16%	
33	45		Billing	42	48	70	94	170	42%
6	10		Cash flow from Operations	10	21	24	23	49	49%
112	124		Deferred Revenue	22	27	44	72	124	54%

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

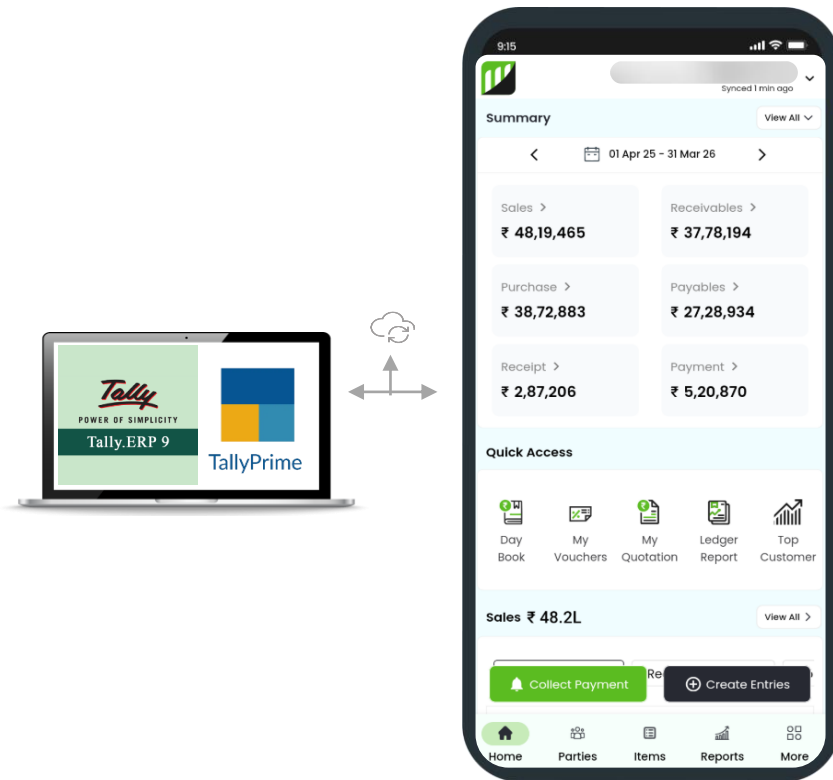
2) Others include – Depreciation, Finance Cost & Tax Expense



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

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%



Commercial Solar Power Plant

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

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



Non-Executive and 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



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

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

56% Independent directors

11% non-independent non-executive directors

100% Board Meetings chaired by Independent directors





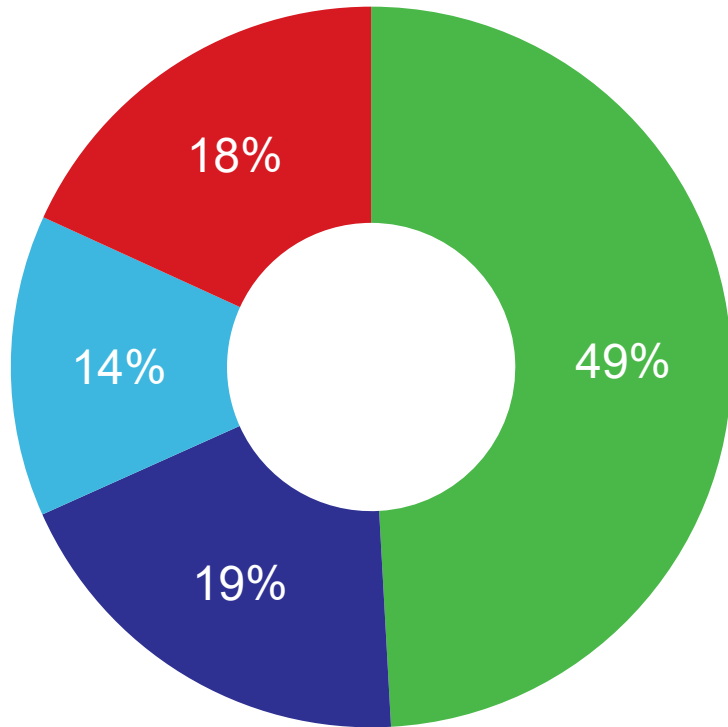
Handheld Inventory Scanner

Shareholders and Team



Shareholding Pattern

Total Equity Shares Outstanding as on March 31, 2026 - 6,00,87,148



- 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

ICICI Prudential Mutual Fund
Nalanda India
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



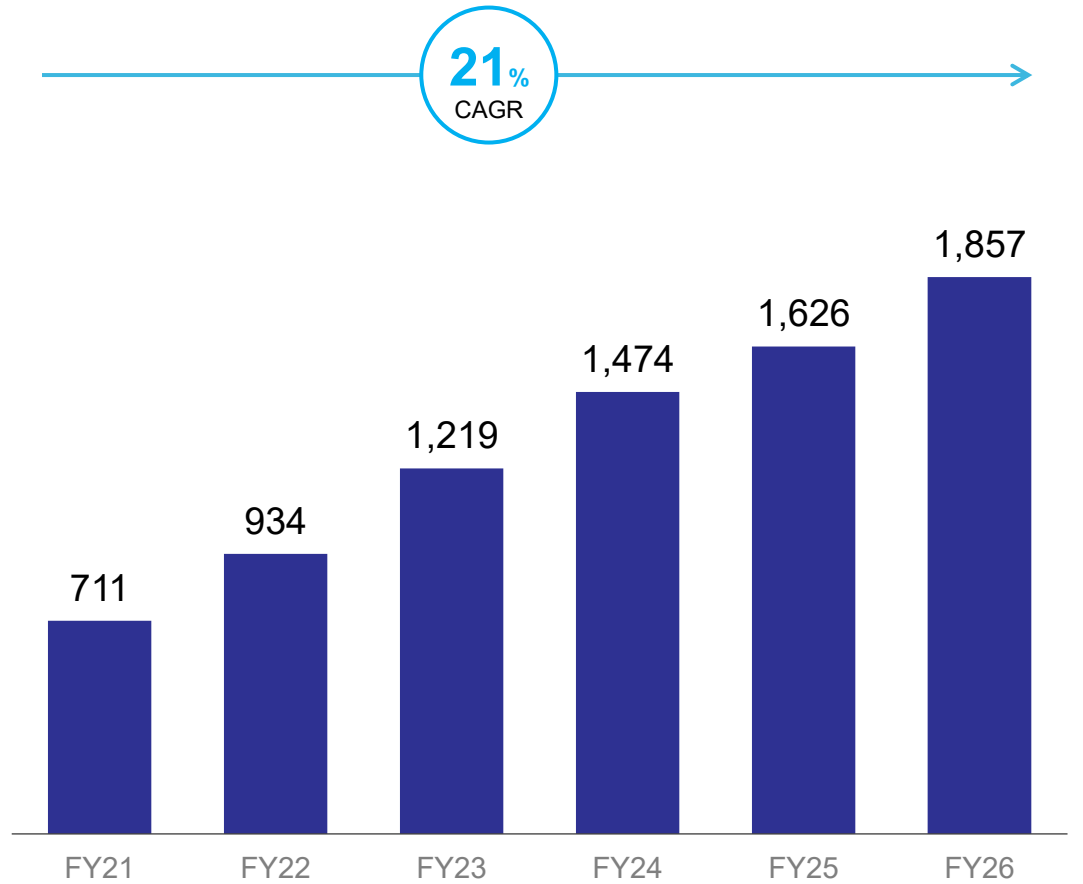


APPENDIX

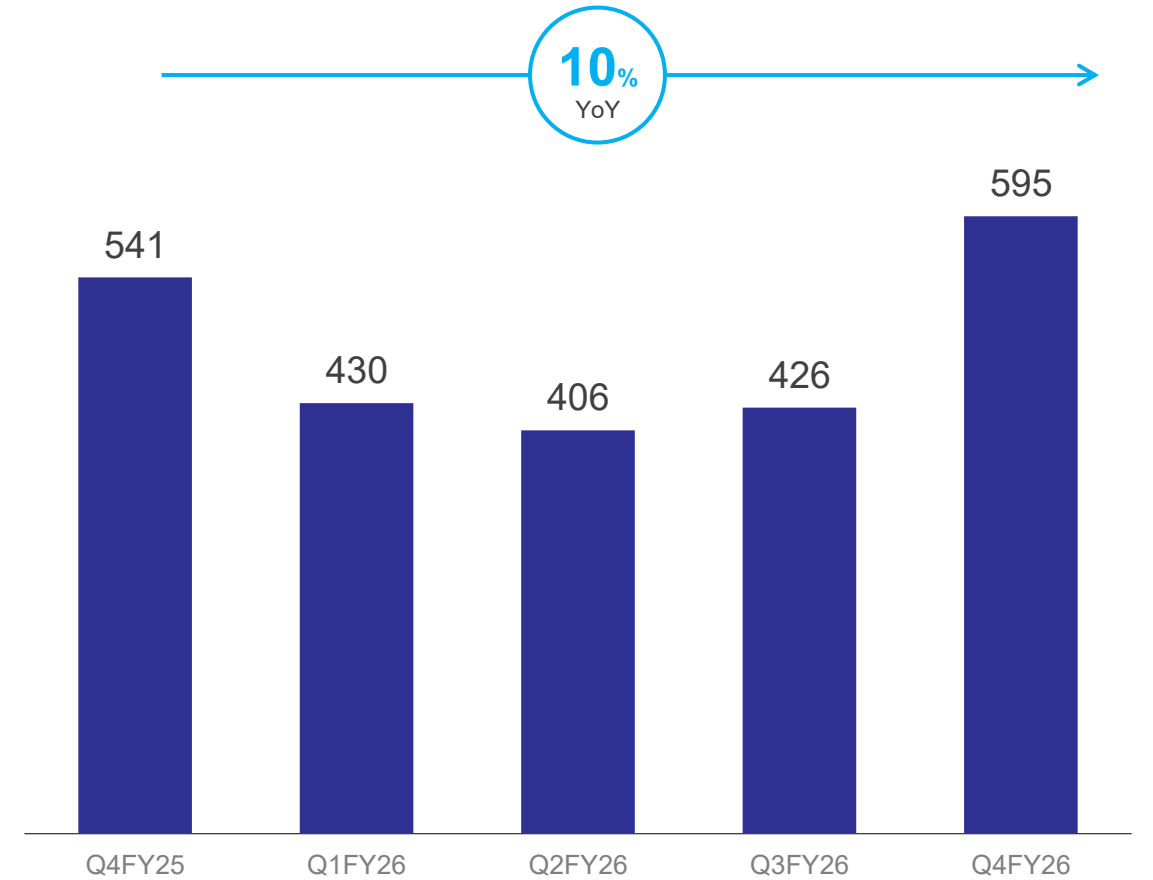
Collections from Customer - Consolidated

(₹ in Crore)

Yearly trends



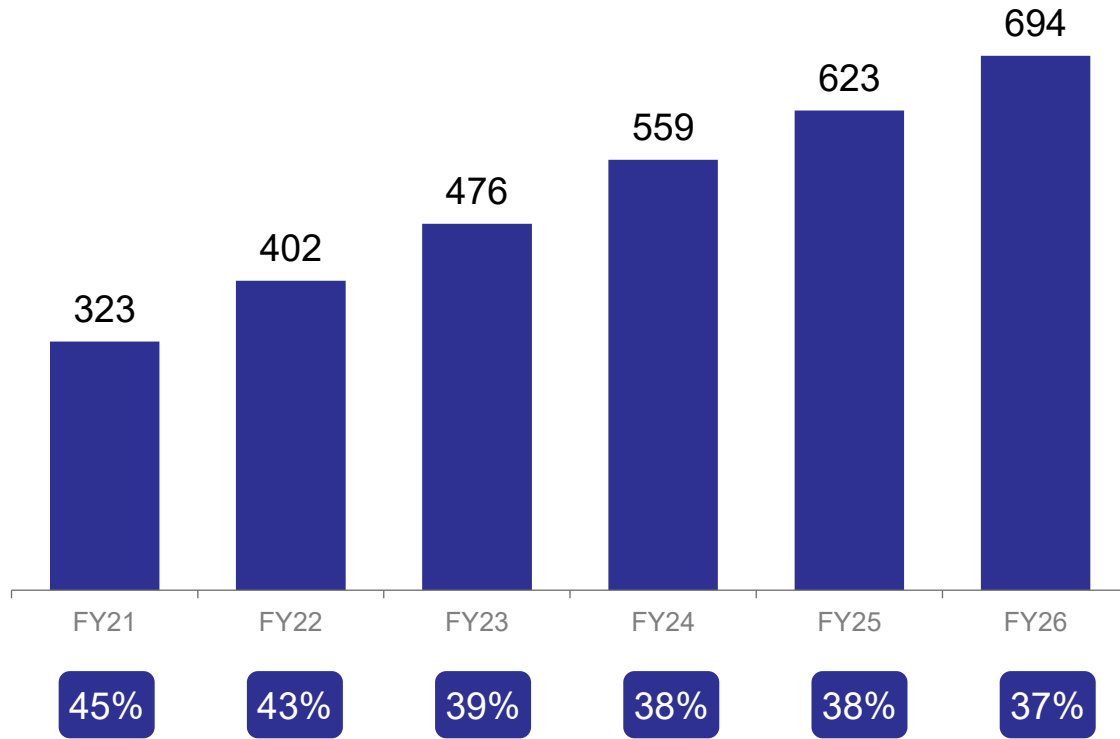
Quarterly trends



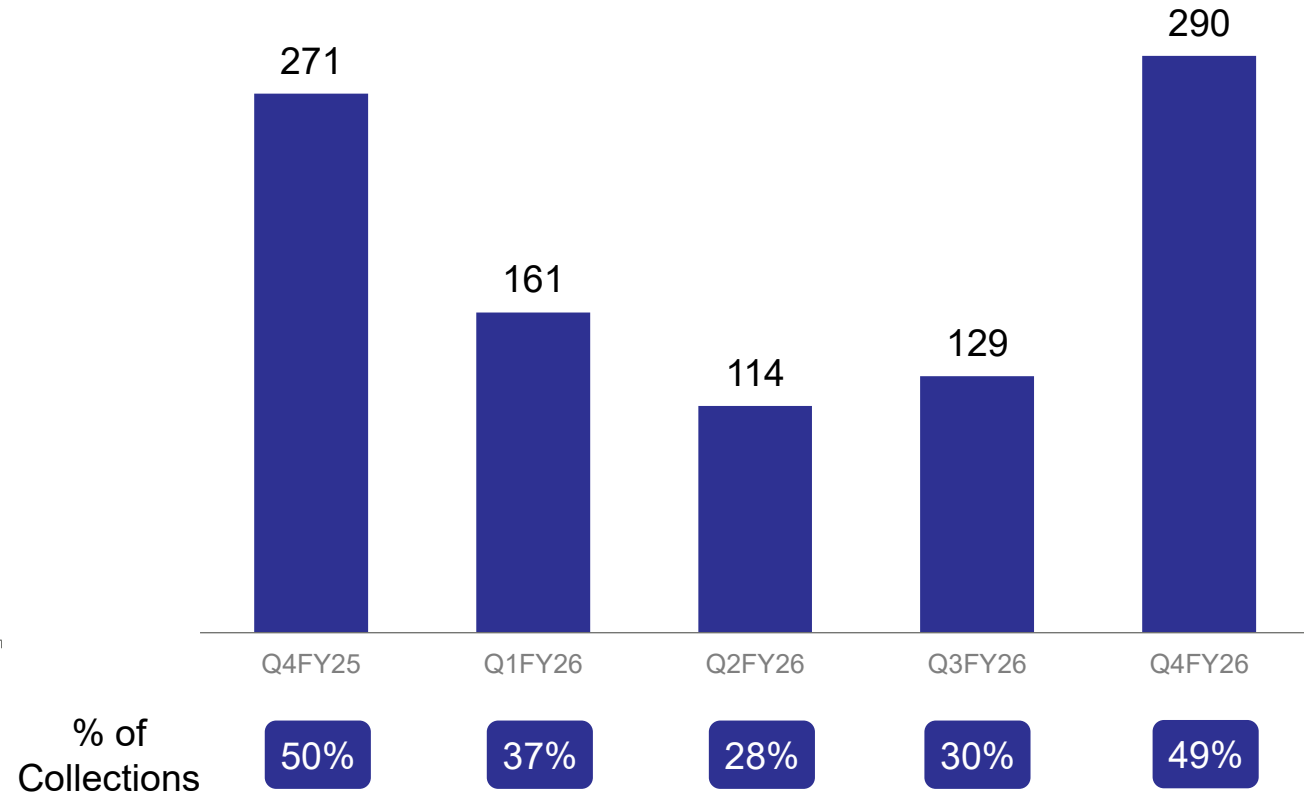
Cash Flow From Operations - Consolidated

(₹ in Crore)

Yearly trends



Quarterly trends



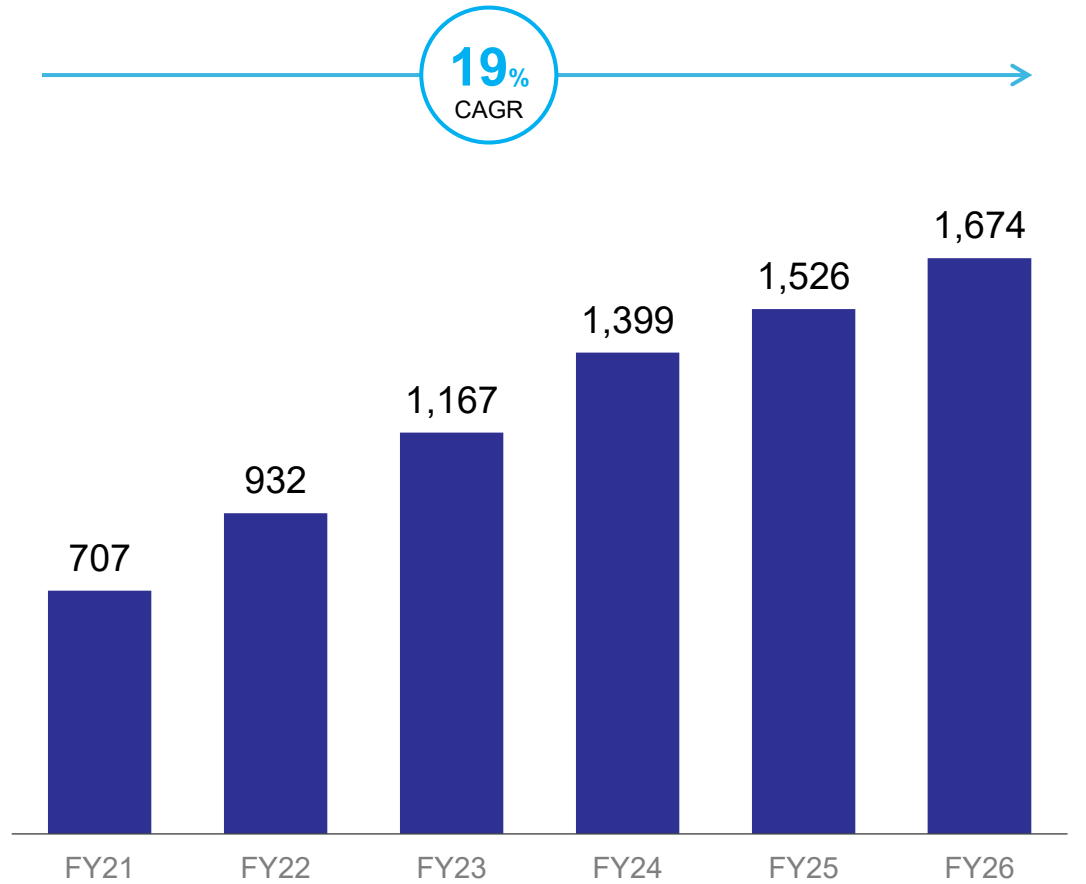
1) Fourth Quarter of the financial year traditionally has high Cash flow from Operations due to seasonal impact of Collections from Customers



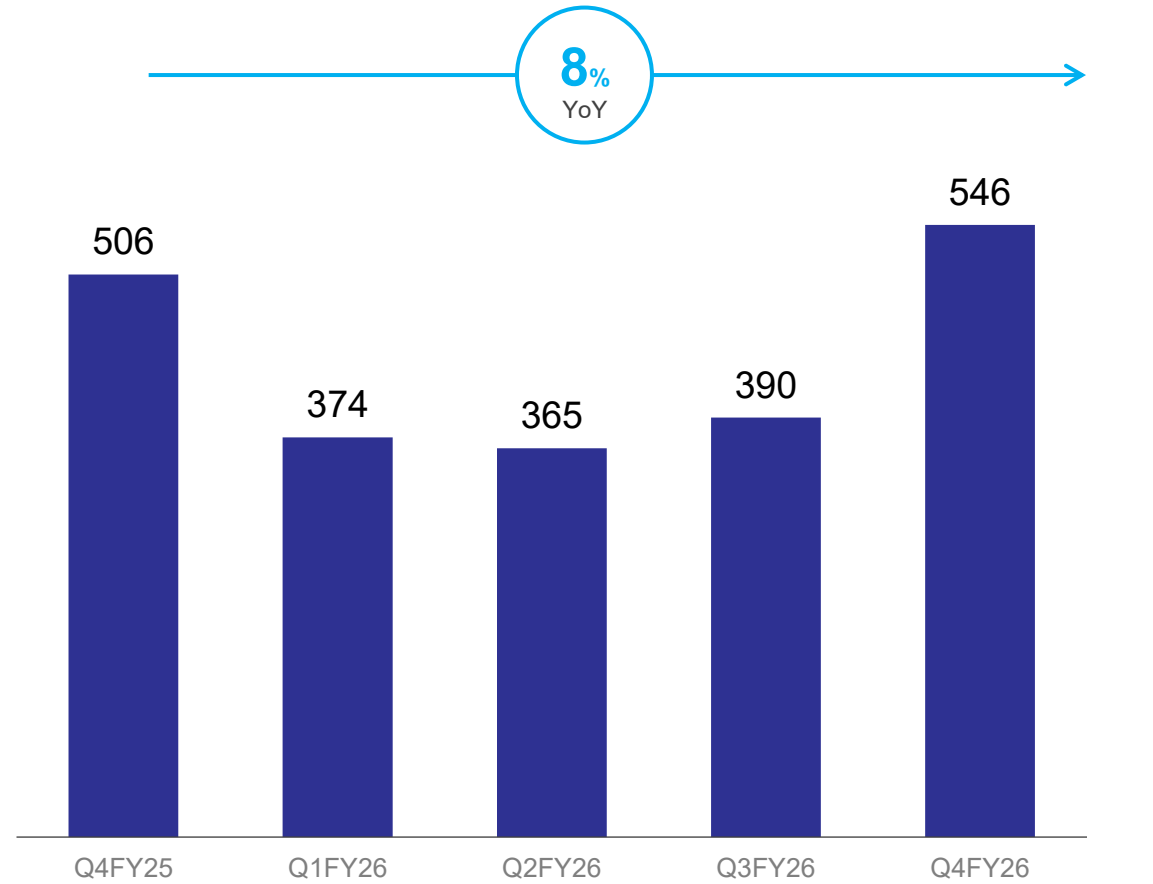
Collections from Customer – Standalone

(₹ in Crore)

Yearly trends



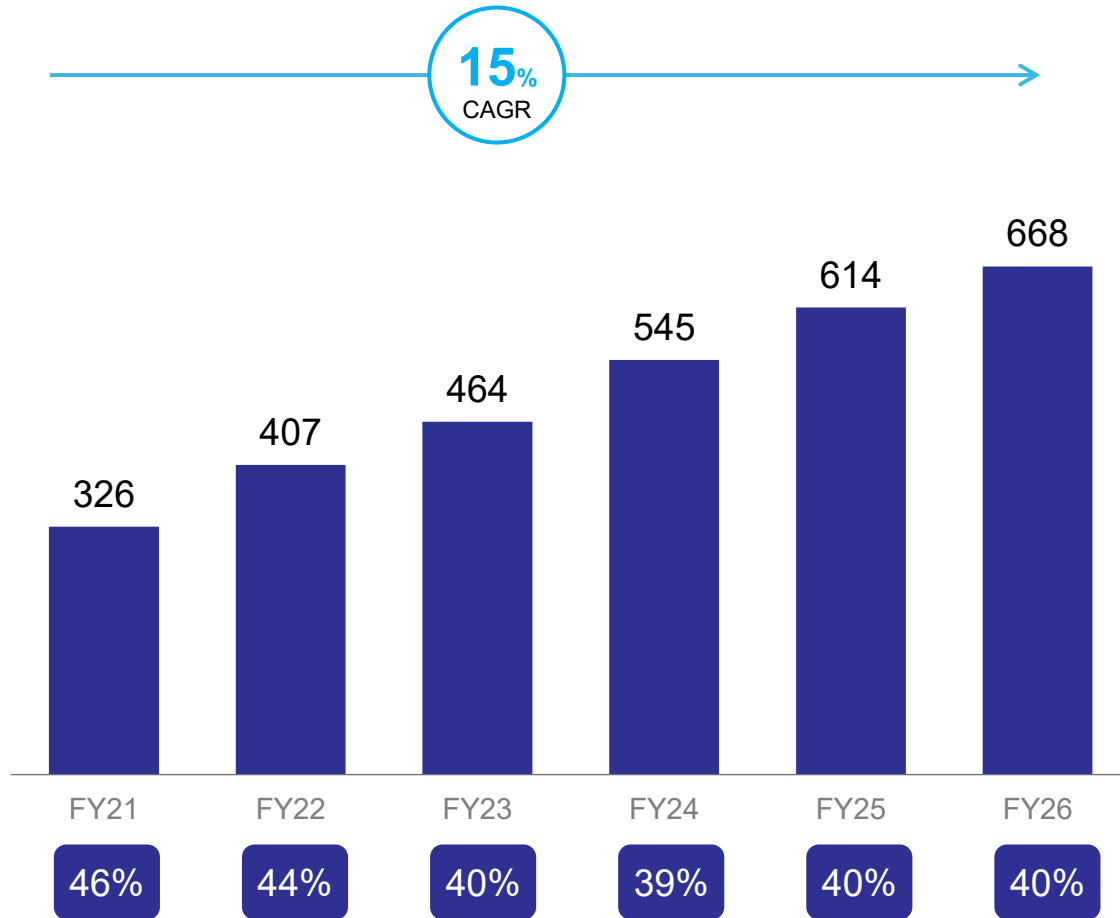
Quarterly trends



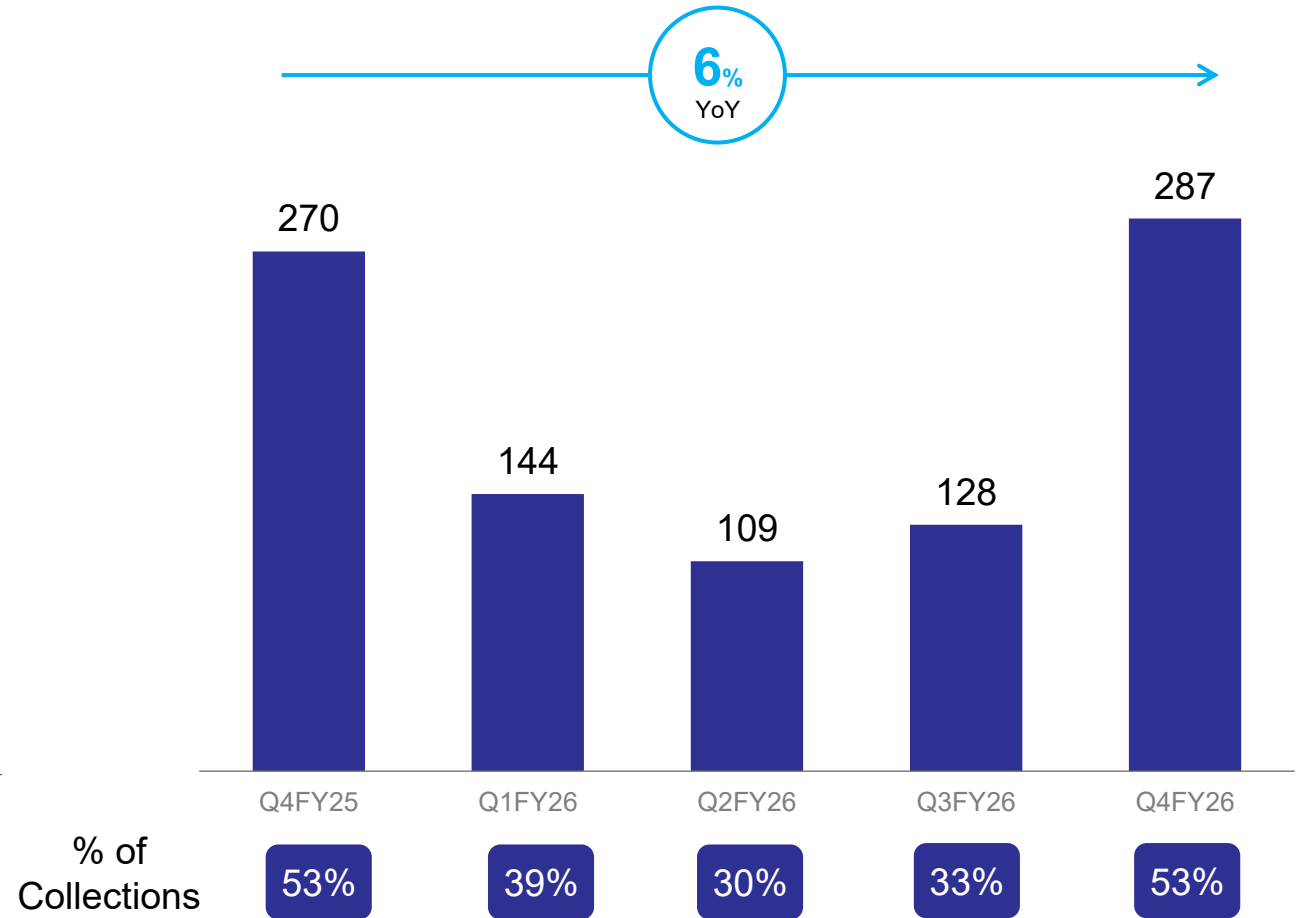
Cash Flow From Operations - Standalone

(₹ in Crore)

Yearly trends



Quarterly trends



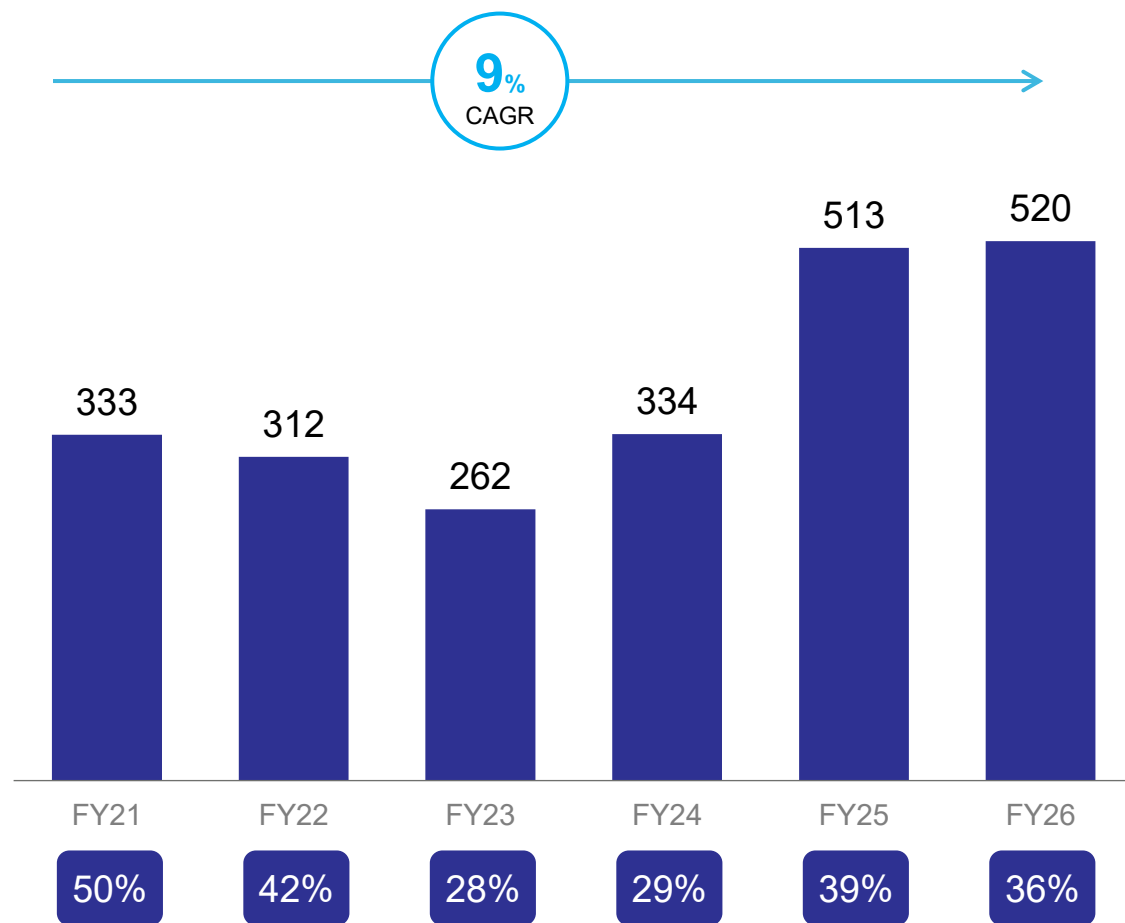
1) Fourth Quarter of the financial year traditionally has high Cash flow from Operations due to seasonal impact of Collections from Customers



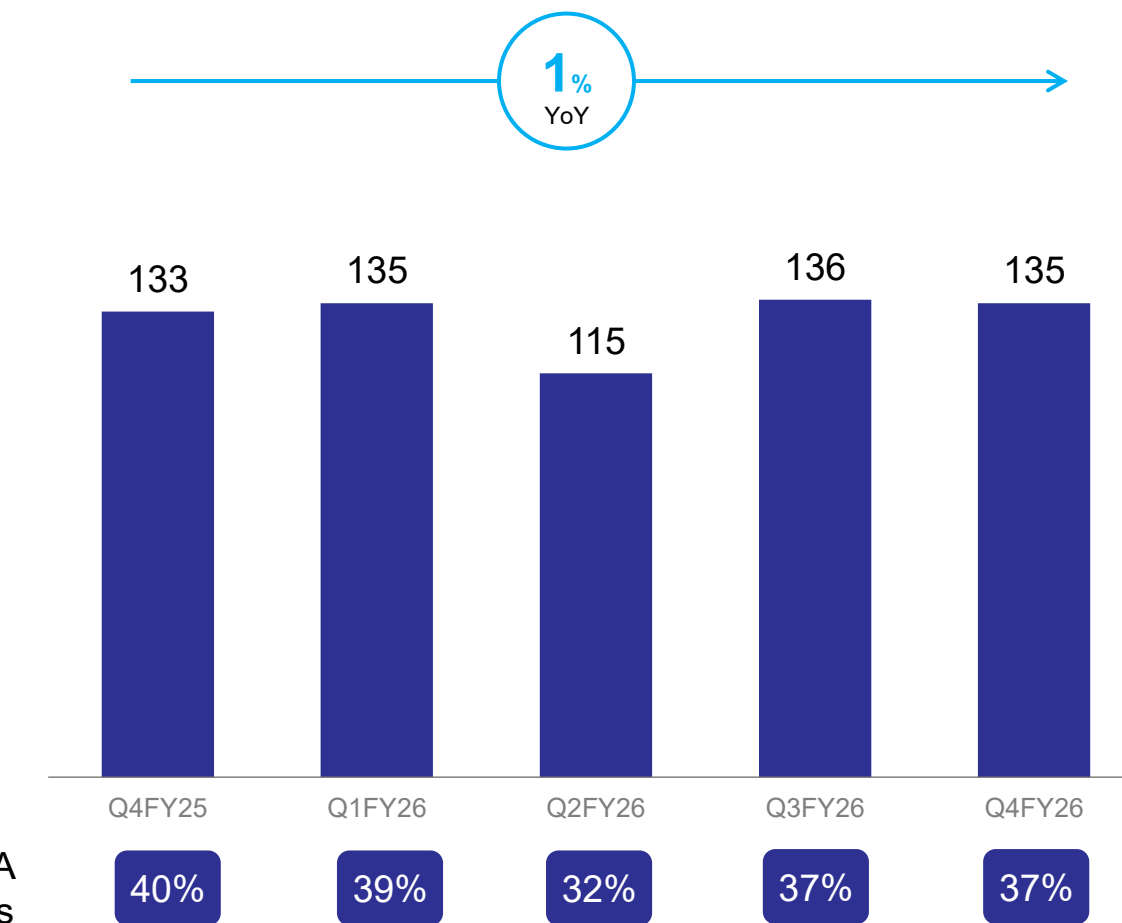
EBITDA - Standalone

(₹ in Crore)

Yearly trends



Quarterly trends



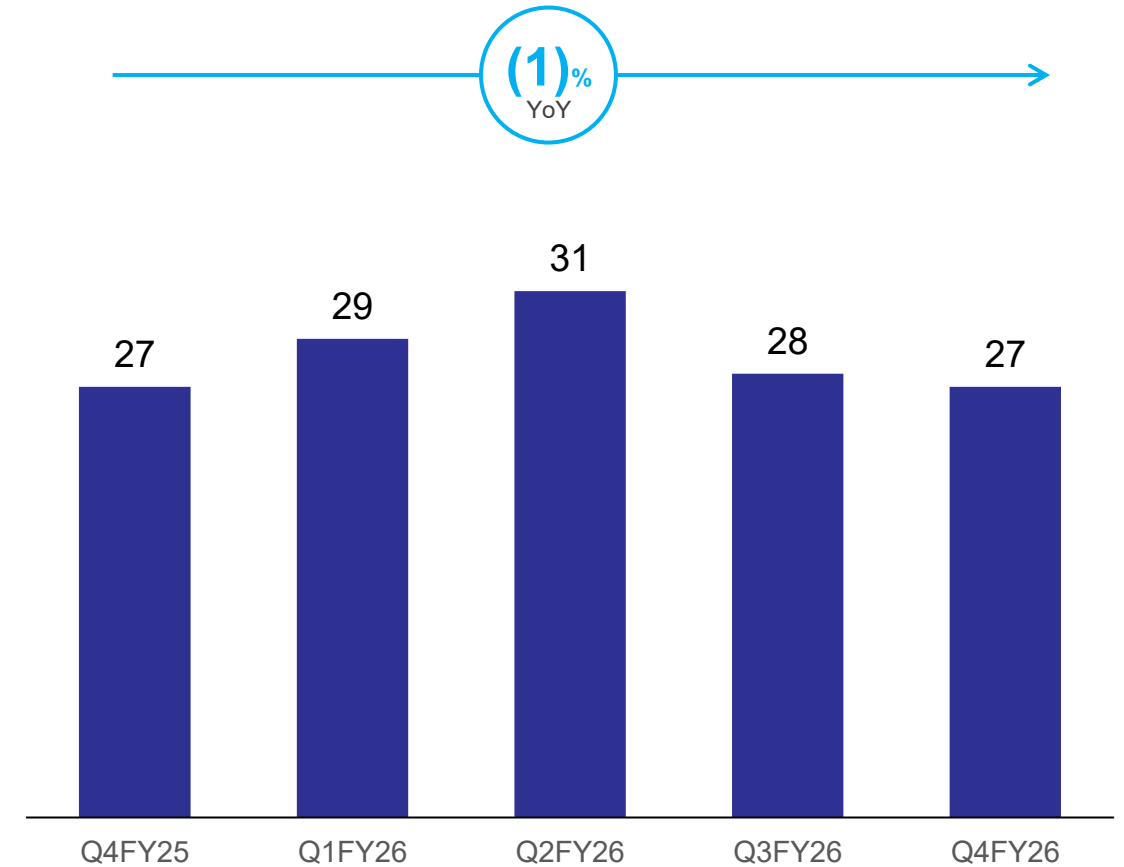
Unique Business Enquiries

(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/>

