

# B S R & Co. LLP

Chartered Accountants

Building No. 10, 12th Floor, Tower-C,  
DLF Cyber City, Phase-II,  
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## INDEPENDENT AUDITORS' REPORT

### To the Board of Directors of IndiaMART InterMESH Limited

#### Opinion

We have audited the condensed standalone interim financial statements of IndiaMART InterMESH Limited (“the Company”), which comprise the condensed standalone interim balance sheet as at 31 December 2020, and the condensed standalone interim statement of profit and loss (including other comprehensive income (loss)) for the quarter and year-to-date period then ended, condensed standalone interim statement of changes in equity and condensed standalone interim statement of cash flows for the year-to-date period then ended, and notes to the condensed standalone interim financial statements, including a summary of the significant accounting policies and other explanatory information, as required by Indian Accounting Standard (Ind AS) 34 “Interim Financial Reporting” and other accounting principles generally accepted in India.

In our opinion and to the best of our information and according to the explanations given to us, the aforesaid condensed standalone interim financial statements give a true and fair view in conformity with Ind AS 34 and other accounting principles generally accepted in India, of the state of affairs of the Company as at 31 December 2020, and profit and other comprehensive income (loss) for the quarter and year-to-date period then ended, changes in equity and its cash flows for the year-to-date period ended on that date.

#### Basis for Opinion

We conducted our audit in accordance with the Standards on Auditing (SAs) specified under section 143(10) of the Companies Act, 2013 (“Act”). Our responsibilities under those Standards are further described in the *Auditor's Responsibilities for the Audit of the Condensed Standalone Interim Financial Statements* section of our report. We are independent of the Company in accordance with the Code of Ethics issued by the Institute of Chartered Accountants of India together with the ethical requirements that are relevant to our audit of the condensed standalone interim financial statements under the provisions of the Companies Act, 2013 and the Rules thereunder, and we have fulfilled our other ethical responsibilities in accordance with these requirements and the Code of Ethics. We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our opinion.

#### Management's and Board of Directors' Responsibility for the Condensed Standalone Interim Financial Statements

The Company's management and Board of Directors are responsible for the preparation of these condensed standalone interim financial statements that give a true and fair view of the state of affairs, profit/loss and other comprehensive income, changes in equity and cash flows of the Company in accordance with Ind AS 34 prescribed under section 133 of the Act and other accounting principles generally accepted in India. This responsibility also includes maintenance of adequate accounting records in accordance with the provisions of the Act for safeguarding of the assets of the Company and for preventing and detecting frauds and other irregularities; selection and application of appropriate accounting policies; making judgments and estimates that are reasonable and prudent; and design, implementation and maintenance of adequate internal financial controls that were operating effectively for ensuring the accuracy and completeness of the accounting records, relevant to the preparation and presentation of the condensed standalone interim financial statements that give a true and fair view and are free from material misstatement, whether due to fraud or error.

Registered Office:

In preparing the condensed standalone interim financial statements, the Management and Board of Directors are responsible for assessing the Company's ability to continue as a going concern, disclosing, as applicable, matters related to going concern and using the going concern basis of accounting unless management either intends to liquidate the Company or to cease operations, or has no realistic alternative but to do so.

The Board of Directors are also responsible for overseeing the Company's financial reporting process.

### **Auditor's Responsibilities for the Audit of the Condensed Standalone Interim Financial Statements**

Our objectives are to obtain reasonable assurance about whether the condensed standalone interim financial statements as a whole are free from material misstatement, whether due to fraud or error, and to issue an auditor's report that includes our opinion. Reasonable assurance is a high level of assurance, but is not a guarantee that an audit conducted in accordance with SAs will always detect a material misstatement when it exists. Misstatements can arise from fraud or error and are considered material if, individually or in the aggregate, they could reasonably be expected to influence the economic decisions of users taken on the basis of these condensed standalone interim financial statements.

As part of an audit in accordance with SAs, we exercise professional judgment and maintain professional skepticism throughout the audit. We also:

- Identify and assess the risks of material misstatement of the condensed standalone interim financial statements, whether due to fraud or error, design and perform audit procedures responsive to those risks, and obtain audit evidence that is sufficient and appropriate to provide a basis for our opinion. The risk of not detecting a material misstatement resulting from fraud is higher than for one resulting from error, as fraud may involve collusion, forgery, intentional omissions, misrepresentations, or the override of internal control.
- Obtain an understanding of internal control relevant to the audit in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the Company's internal control.
- Evaluate the appropriateness of accounting policies used and the reasonableness of accounting estimates and related disclosures made by management.
- Conclude on the appropriateness of management's use of the going concern basis of accounting and, based on the audit evidence obtained, whether a material uncertainty exists related to events or conditions that may cast significant doubt on the Company's ability to continue as a going concern. If we conclude that a material uncertainty exists, we are required to draw attention in our auditor's report to the related disclosures in the condensed standalone interim financial statements or, if such disclosures are inadequate, to modify our opinion. Our conclusions are based on the audit evidence obtained up to the date of our auditor's report. However, future events or conditions may cause the Company to cease to continue as a going concern.
- Evaluate the overall presentation, structure and content of the condensed standalone interim financial statements, including the disclosures, and whether the condensed standalone interim financial statements represent the underlying transactions and events in a manner that achieves fair presentation.

We communicate with those charged with governance regarding, among other matters, the planned scope and timing of the audit and significant audit findings, including any significant deficiencies in internal control that we identify during our audit.

B S R & Co. LLP

We also provide those charged with governance with a statement that we have complied with relevant ethical requirements regarding independence, and to communicate with them all relationships and other matters that may reasonably be thought to bear on our independence, and where applicable, related safeguards.

For **B S R & Co. LLP**

*Chartered Accountants*

ICAI Firm registration No: 101248W/W-100022

Place: Gurugram

Date: 18 January 2021

**Kanika Kohli**

*Partner*

Membership No: 511565

ICAI UDIN: 21511565AAAAAA9614

IndiaMART InterMESH Limited  
Condensed Standalone Interim Balance Sheet as at 31 December 2020  
(Amount in INR million, unless otherwise stated)

		As at	As at
	Notes	31 December 2020	31 March 2020
<b>Assets</b>			
<b>Non-current assets</b>			
Property, plant and equipment	5A	27.71	47.94
Capital work in progress	5A	1.77	1.77
Right-of-use assets	5B	659.17	799.71
Intangible assets	6	3.20	4.58
Investment in subsidiaries and associates	7	313.95	316.12
<b>Financial assets</b>			
(i) Investments	8	202.09	89.60
(ii) Loans	8	2.40	0.73
(iii) Others financial assets	8	40.27	398.01
Deferred tax assets (net)	26	-	243.97
Non-current tax assets (net)	18	214.00	211.43
Other non-current assets	11	0.38	0.44
<b>Total Non-current assets</b>		<b>1,464.94</b>	<b>2,114.30</b>
<b>Current assets</b>			
<b>Financial assets</b>			
(i) Investments	8	10,908.80	8,655.45
(ii) Trade receivables	9	16.19	11.00
(iii) Cash and cash equivalents	10	108.47	129.04
(iv) Bank balances other than (iii) above	10	370.03	68.64
(v) Loans	8	7.47	11.53
(vi) Others financial assets	8	45.45	76.02
Current tax assets (net)	18	76.80	75.45
Other current assets	11	42.34	46.39
<b>Total Current assets</b>		<b>11,575.55</b>	<b>9,073.52</b>
<b>Total assets</b>		<b>13,040.49</b>	<b>11,187.82</b>
<b>Equity and Liabilities</b>			
<b>Equity</b>			
Share capital	12	290.72	288.77
Other equity	13	4,811.17	2,456.17
<b>Total Equity</b>		<b>5,101.89</b>	<b>2,744.94</b>
<b>Liabilities</b>			
<b>Non-current liabilities</b>			
<b>Financial liabilities</b>			
Lease liabilities	15	545.24	612.49
Provisions	16	313.96	258.28
Deferred tax liabilities (net)	26	117.33	-
Contract liabilities	17	2,178.65	2,697.13
<b>Total Non-current liabilities</b>		<b>3,155.18</b>	<b>3,567.90</b>
<b>Current liabilities</b>			
<b>Financial liabilities</b>			
(i) Trade payables	14	-	-
(a) total outstanding dues of micro enterprises and small enterprises		-	-
(b) total outstanding dues of creditors other than micro enterprises and small enterprises		152.59	177.07
(ii) Lease liabilities	15	116.02	152.61
(iii) Other financial liabilities	15	193.12	254.12
Provisions	16	44.29	39.82
Contract liabilities	17	4,151.99	4,138.07
Other current liabilities	17	125.41	113.29
<b>Total Current liabilities</b>		<b>4,783.42</b>	<b>4,874.98</b>
<b>Total Liabilities</b>		<b>7,938.60</b>	<b>8,442.88</b>
<b>Total Equity and Liabilities</b>		<b>13,040.49</b>	<b>11,187.82</b>
<b>Summary of significant accounting policies</b>	2		

The accompanying notes are an integral part of the condensed standalone interim financial statements.

As per our report of even date

For BSR & Co. LLP

Chartered Accountants

ICA Firm Registration No.: 101248W/ W-100022

Kanika Kohli

Partner

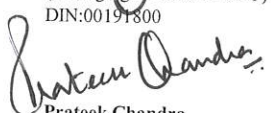
Membership No.: 511565

Place: Gurugram

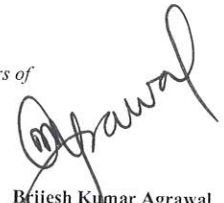
Date: 18 January 2021

For and on behalf of the Board of Directors of  
IndiaMART InterMESH Limited

  
Divesh Chandra Agarwal  
(Managing Director & CEO)  
DIN:00191800

  
Prateek Chandra  
(Chief Financial Officer)

Place: Noida  
Date: 18 January 2021

  
Brijesh Kumar Agrawal  
(Whole-time Director)  
DIN:00191760

  
Manoj Bhargava  
(Company Secretary)

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IndiaMART InterMESH Limited  
Condensed Standalone Interim Statement of Profit and Loss for the period ended 31 December 2020  
(Amount in INR million, unless otherwise stated)

	Notes	For the quarter ended 31 December 2020	For the quarter ended 31 December 2019	For the nine months ended 31 December 2020	For the nine months ended 31 December 2019
<b>Income:</b>					
Revenue from operations	19	1,728.48	1,605.12	4,859.70	4,577.22
Other income	20	245.86	164.75	789.42	510.65
<b>Total income</b>		<b>1,974.34</b>	<b>1,769.87</b>	<b>5,649.12</b>	<b>5,087.87</b>
<b>Expenses:</b>					
Employee benefits expense	21	506.87	677.18	1,427.01	1,924.63
Finance costs	22	16.28	5.61	51.85	16.35
Depreciation and amortisation expense	23	37.67	57.25	123.97	150.90
Other expenses	24	334.84	486.84	963.99	1,466.33
<b>Total expenses</b>		<b>895.66</b>	<b>1,226.88</b>	<b>2,566.82</b>	<b>3,558.21</b>
<b>Profit before tax</b>		<b>1,078.68</b>	<b>542.99</b>	<b>3,082.30</b>	<b>1,529.66</b>
<b>Income tax expense</b>					
Current tax	26	218.56	-	389.46	-
Deferred tax	26	44.61	(91.72)	367.62	(3.31)
Tax expense related to change in tax rate and law	26	-	-	-	157.20
<b>Total tax expense</b>		<b>263.17</b>	<b>(91.72)</b>	<b>757.08</b>	<b>314.08</b>
<b>Net profit for the period</b>		<b>815.51</b>	<b>634.71</b>	<b>2,325.22</b>	<b>1,061.69</b>
<b>Other comprehensive income/(loss) (OCI)</b>					
Items that will not be reclassified to profit or loss and its related income tax effects					
Re-measurement gain/(losses) on defined benefit plans		(8.90)	(3.46)	(25.13)	(50.89)
Income tax effect		2.24	0.87	6.32	12.81
<b>Other comprehensive income/(loss) for the period, net of tax</b>		<b>(6.66)</b>	<b>(2.59)</b>	<b>(18.81)</b>	<b>(38.08)</b>
<b>Total comprehensive income for the period</b>		<b>808.85</b>	<b>632.12</b>	<b>2,306.41</b>	<b>1,023.61</b>
<b>Earnings per equity share:</b>	25				
Basic earnings per equity share (INR) - face value of INR 10 each		28.09	21.95	80.36	36.88
Diluted earnings per equity share (INR) - face value of INR 10 each		27.66	21.61	79.00	36.27
<b>Summary of significant accounting policies</b>	2				

The accompanying notes are an integral part of the condensed standalone interim financial statements.

As per our report of even date

For BSR & Co. LLP  
Chartered Accountants  
ICAI Firm Registration No.: 101248W/ W-100022

Kanika Kohli  
Partner  
Membership No.: 511565  
Place: Gurugram  
Date: 18 January 2021

For and on behalf of the Board of Directors of  
IndiaMART InterMESH Limited

Dinesh Chandra Agarwal  
(Managing Director & CEO)  
DIN:00191800

Brishesh Kumar Agrawal  
(Whole-time Director)  
DIN:00191760

Prateek Chandra  
(Chief Financial Officer)

Manoj Bhargava  
(Company Secretary)

Place: Noida  
Date: 18 January 2021



IndiaMART InterMESH Limited  
Condensed Standalone Interim Statement of changes in equity for the period ended 31 December 2020  
(Amount in INR million, unless otherwise stated)

(a) Equity share capital (Refer Note 12)

Equity shares of INR 10 each issued, subscribed and fully paid up	Amount
As at 1 April 2019	285.92
Equity share capital issued on exercise of ESOP during the period	1.83
Equity share capital issued during the period to Indiamart Employee Benefit Trust	1.45
Equity share capital issued during the period and held by Indiamart Employee Benefit Trust as at period end	(0.43)
As at 31 December 2019	288.77
As at 1 April 2020	288.77
Equity share capital issued on exercise of ESOP during the period	0.67
Equity share capital issued during the period to Indiamart Employee Benefit Trust (refer note 12(a))	1.35
Equity share capital issued during the period and held by Indiamart Employee Benefit Trust as at period end (refer note 12(a))	(0.07)
As at 31 December 2020	290.72

(b) Other equity (Refer Note 13)

Particulars	Reserves and surplus				Total other equity
	Securities premium	General reserve	Employee share based payment reserve	Retained earnings	
Balance as at 1 April 2019	4,686.54	8.45	71.42	(3,445.51)	1,320.90
Impact of adoption of Ind AS 116 (net of taxes) (Refer Note 5B)	-	-	-	(16.33)	(16.33)
Profit for the period	-	-	-	1,061.69	1,061.69
Other comprehensive income/ (loss) for the period	-	-	-	(38.08)	(38.08)
Total comprehensive income	-	-	-	1,007.28	1,007.28
Issue of equity shares on exercise of share based awards during the period	67.36	-	(50.91)	-	16.45
Employee share based payment expense (Refer Note 21)	-	-	67.87	-	67.87
Balance as at 31 December 2019	4,753.90	8.45	88.38	(2,438.23)	2,412.50
Balance as at 1 April 2020	4,753.90	8.45	95.97	(2,402.15)	2,456.17
Profit for the period	-	-	-	2,325.22	2,325.22
Other comprehensive income/ (loss) for the period	-	-	-	(18.81)	(18.81)
Total comprehensive income	-	-	-	2,306.41	2,306.41
Issue of equity shares on exercise of share based awards during the period	57.30	-	(51.30)	-	6.00
Employee share based payment expense (Refer Note 21)	-	-	42.59	-	42.59
Balance as at 31 December 2020	4,811.20	8.45	87.26	(95.74)	4,811.17

The accompanying notes are an integral part of the condensed standalone interim financial statements.

As per our report of even date

For B S R & Co. LLP  
Chartered Accountants  
ICAI Firm Registration No.: 101248W/ W-100022

Kanika Kohli  
Partner  
Membership No.: 511565  
Place: Gurugram  
Date: 18 January 2021

For and on behalf of the Board of Directors of  
IndiaMART InterMESH Limited

Dinesh Chandra Agarwal  
(Managing Director & CEO)  
DIN:00191800

Prateek Chandra  
(Chief Financial Officer)

Brijesh Kumar Agrawal  
(Whole-time Director)  
DIN:00191760

Manoj Bhargava  
(Company Secretary)

Place: Noida  
Date: 18 January 2021

IndiaMART InterMESH Limited  
Condensed Standalone Interim Statement of Cash Flows for the period ended 31 December 2020  
(Amount in INR million, unless otherwise stated)

Particulars	Notes	For the nine months ended 31 December 2020	For the nine months ended 31 December 2019
<b>Profit before tax</b>		3,082.30	1,529.66
<i>Adjustments to reconcile profit before tax to net cash flows:</i>			
Depreciation and amortisation expense	23	123.97	150.90
Interest, dividend and other income	20	(67.30)	(36.99)
Fair value gain on measurement and income from sale of financial assets	20	(697.90)	(473.00)
- Investment in Mutual Funds measured at FVTPL			
Gain on disposal of property, plant and equipment	20	(1.57)	(0.65)
Share-based payment expense	21	42.59	67.87
Finance costs	22	51.85	16.35
Loss on change of control of a subsidiary converted into an associate	24	0.05	-
Provisions and liabilities no longer required written back	20	(22.65)	-
		<b>2,511.34</b>	<b>1,254.14</b>
<b>Change in:</b>			
Trade receivables		(5.19)	(7.01)
Other financial assets		20.94	(17.60)
Other assets		4.11	14.34
Other financial liabilities		(46.21)	(44.48)
Trade payables		(24.00)	20.79
Contract and other liabilities		(492.45)	578.58
Provisions		35.02	58.31
<b>Cash generated from operations</b>		<b>2,003.56</b>	<b>1,857.07</b>
Income tax paid (net)		(393.37)	(164.38)
<b>Net cash generated from operating activities</b>		<b>1,610.19</b>	<b>1,692.69</b>
<b>Cash flow from investing activities</b>			
Proceeds from sale of property, plant and equipment		3.21	0.94
Purchase of property, plant and equipment and other intangible assets		(0.22)	(36.88)
Purchase of current investments		(2,490.42)	(3,400.00)
Investment in subsidiaries, associates and other entities		(112.49)	(350.02)
Proceeds from sale of investments in subsidiaries		2.12	-
Proceeds from sale of current investments		934.95	1,970.00
Interest and dividend received		55.08	26.27
Advances received from/(paid for) selling shareholders (net)		-	80.21
Advance paid for leases		-	(18.04)
Refund/(payment) of refundable security deposits for listing on stock exchange.		23.78	(23.78)
Investment in bank deposits (includes earmarked balances with bank) (having original maturity of more than three months)		(6.27)	(369.94)
Redemption of bank deposits		54.59	349.73
<b>Net cash used in investing activities</b>		<b>(1,535.67)</b>	<b>(1,771.51)</b>
<b>Cash flow from financing activities</b>			
Repayment of lease liabilities		(36.40)	(120.74)
Interest paid on lease liabilities		(51.85)	(16.35)
Dividend paid		(14.79)	-
Proceeds from issue of equity shares on exercise of share based awards		7.95	19.31
<b>Net cash used in financing activities</b>		<b>(95.09)</b>	<b>(117.78)</b>
<b>Net decrease in cash and cash equivalents</b>		<b>(20.57)</b>	<b>(196.60)</b>
Cash and cash equivalents at the beginning of the period	10	129.04	359.13
<b>Cash and cash equivalents at the end of the period</b>	10	<b>108.47</b>	<b>162.53</b>
<b>Summary of significant accounting policies</b>	2		

The accompanying notes are an integral part of the condensed standalone interim financial statements.

As per our report of even date

For BSR & Co. LLP  
Chartered Accountants  
ICAI Firm Registration No.: 101248W/ W-100022

Kanika Kohli  
Partner  
Membership No.: 511565  
Place: Gurugram  
Date: 18 January 2021

For and on behalf of the Board of Directors of  
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Dinesh Chandra Agarwal  
(Managing Director & CEO)  
DIN:00191800

Prateek Chandra  
(Chief Financial Officer)

Place: Noida  
Date: 18 January 2021

Brijesh Kumar Agrawal  
(Whole-time Director)  
DIN:00191760

Manoj Bhargava  
(Company Secretary)

**IndiaMART InterMesh Limited****Notes to condensed standalone interim financial statements for the period ended 31 December 2020**  
(Amounts in INR million, unless otherwise stated)**1. Corporate Information**

IndiaMART InterMesh Limited ("the Company") is a public company domiciled in India and was incorporated on 13 September 1999 under the provisions of the Companies Act applicable in India. The equity shares of the Company are listed on BSE Limited and National Stock Exchange of India. The Company is engaged in e-marketplace for business needs, which acts as an interactive hub for domestic and international buyers and suppliers. The registered office of the Company is located at 1st Floor, 29-Daryagang, Netaji Subash Marg, New Delhi-110002, India.

The condensed standalone interim financial statements were authorised for issue in accordance with a resolution passed by Board of Directors on 18 January 2021.

**2. Summary of Significant Accounting Policies****(a) Statement of compliance**

The condensed standalone interim financial statements for the period ended 31 December 2020 have been prepared in accordance with Indian Accounting Standards (referred to as "Ind AS") 34, Interim Financial Reporting and other Ind AS notified under the Companies (Indian Accounting Standards) Rules, 2015 (as amended from time to time) and other relevant provisions of the Companies Act, 2013 ("the Act") (as amended from time to time). These condensed standalone interim financial statements must be read in conjunction with the standalone annual financial statements for the year ended 31 March 2020. They do not include all the information required for a complete set of Ind AS financial statements. However, selected explanatory notes are included to explain events and transactions that management believes are significant to an understanding of the changes in the Company's financial position and performance since the last annual standalone financial statements.

All amounts disclosed in the condensed standalone interim financial statements have been rounded off to the nearest INR million as per the requirement of Schedule III to the Companies Act, 2013, unless otherwise stated.

**(b) Basis of Preparation**

The condensed standalone interim financial statements have been prepared on the historical cost basis, except for certain financial assets and liabilities measured at fair value or amortised cost at the end of each reporting period.

All assets and liabilities have been classified as current and non-current as per the Company's normal operating cycle. Based on the nature of services rendered to customers and time elapsed between deployment of resources and the realisation in cash and cash equivalents of the consideration for such services rendered, the Company has considered an operating cycle of 12 months.

The statement of cash flows have been prepared under the indirect method. The preparation of these condensed standalone interim financial statements requires the use of certain critical accounting estimates and judgements. It also requires the management to exercise judgement in the process of applying the Company's accounting policies. The areas where estimates are significant to the condensed standalone interim financial statements, or areas involving a higher degree of judgement or complexity, are disclosed in Note 3.

**3. Significant accounting estimates and assumptions**

The preparation of condensed standalone interim financial statements in conformity with Ind AS requires the management to make judgments, estimates and assumptions that affect the reported amounts of revenues, expenses, assets and liabilities and the disclosure of contingent liabilities, at the end of the reporting period. The significant judgements made by management in applying the Company's accounting policies and key sources of estimation and uncertainty were the same as those described in the last standalone annual financial statements for the year ended 31 March 2020.



**IndiaMART InterMesh Limited****Notes to condensed standalone interim financial statements for the period ended 31 December 2020**  
(Amounts in INR million, unless otherwise stated)

In view of the COVID-19 pandemic, the Company has considered internal and external information and has performed sensitivity analysis based on current estimates in assessing the recoverability of receivables, right-of-use assets, investment in subsidiaries and associates, Investment in other entities and other financial assets, for possible impact on the condensed standalone interim financial statements. However, the actual impact of COVID-19 on the Company's standalone interim financial statements may differ from that estimated and the Company will continue to closely monitor any material changes to future economic conditions.

**Measurement of fair values**

The Company records certain financial assets and liabilities at fair value on a recurring basis. The Company determines fair values based on the price it would receive to sell an asset or pay to transfer a liability in an orderly transaction between market participants at the measurement date in the principal or most advantageous market for that asset or liability.

The Company's management determines the policies and procedures for recurring fair value measurement, such as investment in debt instruments, equity instruments and preference instruments measured at fair value.

The Company uses valuation techniques that are appropriate in the circumstances and for which sufficient data are available to measure fair value, maximising the use of relevant observable inputs and minimising the use of unobservable inputs.

All assets and liabilities for which fair value is measured or disclosed in the condensed standalone interim financial statements are categorised within the fair value hierarchy, described as follows, based on the degree to which the inputs to the fair value measurements are observable and the significance of the inputs to the fair value measurement in its entirety:

- (i) Level 1 — Quoted (unadjusted) market prices in active markets for identical assets or liabilities
- (ii) Level 2 — inputs, other than quoted prices included within Level 1, that are observable for the asset or liability, either directly or indirectly; and
- (iii) Level 3 — Unobservable inputs for the asset or liability reflecting Company's assumptions about pricing by market participants

For assets and liabilities that are recognised in the condensed standalone interim financial statements on fair value on a recurring basis, the Company determines whether transfers have occurred between Levels in the hierarchy by re-assessing categorisation (based on the lowest level input that is significant to the fair value measurement as a whole) at the end of each reporting period.

When applicable, further information about the assumptions made in determining fair values is disclosed in the notes specific to that asset or liability.

**IndiaMART Inter-MESH Limited**

**Notes to Condensed Standalone Interim Financial Statements for the period ended 31 December 2020**

(Amount in INR million, unless otherwise stated)

**5A Property, plant and equipment**

	Leasehold land (Refer Note 5B)	Computers	Office equipment	Furniture and fixtures	Motor vehicles	Total Property, plant and equipment	Capital work in progress (refer note 1 below)
<b>Gross carrying amount</b>							
As at 1 April 2019	37.12	95.27	36.41	5.99	3.81	178.60	1.77
Transition impact of Ind AS 116	(37.12)	-	-	-	-	(37.12)	-
Additions for the year	-	24.03	15.82	0.75	-	40.60	-
Disposals for the year	-	(2.38)	(1.71)	(1.03)	-	(5.12)	-
<b>As at 31 March 2020</b>	-	<b>116.92</b>	<b>50.52</b>	<b>5.71</b>	<b>3.81</b>	<b>176.96</b>	<b>1.77</b>
Additions for the period	-	-	0.22	-	-	0.22	-
Disposals for the period	-	(9.80)	(2.64)	(1.63)	-	(14.07)	-
<b>As at 31 December 2020</b>	-	<b>107.12</b>	<b>48.10</b>	<b>4.08</b>	<b>3.81</b>	<b>163.11</b>	<b>1.77</b>
<b>Accumulated depreciation</b>							
As at 1 April 2019	1.38	67.55	22.78	3.14	1.01	95.86	-
Transition impact of Ind AS 116	(1.38)	-	-	-	-	(1.38)	-
Charge for the year	-	28.32	8.64	0.85	1.01	38.82	-
Disposals during the year	-	(2.23)	(1.50)	(0.55)	-	(4.28)	-
<b>As at 31 March 2020</b>	-	<b>93.64</b>	<b>29.92</b>	<b>3.44</b>	<b>2.02</b>	<b>129.02</b>	-
Charge for the period	-	11.03	6.94	0.42	0.42	18.81	-
Disposals during the period	-	(9.66)	(1.81)	(0.96)	-	(12.43)	-
<b>As at 31 December 2020</b>	-	<b>95.01</b>	<b>35.05</b>	<b>2.90</b>	<b>2.44</b>	<b>135.40</b>	-
<b>Net book value</b>							
As at 1 April 2019	35.74	27.72	13.63	2.85	2.80	82.74	1.77
As at 31 March 2020	-	23.28	20.60	2.27	1.79	47.94	1.77
<b>As at 31 December 2020</b>	-	<b>12.11</b>	<b>13.05</b>	<b>1.18</b>	<b>1.37</b>	<b>27.71</b>	<b>1.77</b>

**Notes:**

1. Capital work in progress represents the amount incurred on construction of boundary wall for leasehold land (refer note 5B for details related to leasehold land).

**5B Right-of-use assets**

	Leasehold land (Refer Note 1 below)	Buildings (Refer Note 2 below)	Total
<b>Gross carrying amount</b>			
As at 1 April 2019	-	-	-
Transition impact of Ind AS 116	37.12	204.39	241.51
Additions for the year	-	736.52	736.52
Disposals for the year	-	(11.08)	(11.08)
As at 31 March 2020	<u>37.12</u>	<u>929.83</u>	<u>966.95</u>
Additions for the period	-	17.78	17.78
Disposals for the period	-	(100.52)	(100.52)
As at 31 December 2020	<u>37.12</u>	<u>847.09</u>	<u>884.21</u>
<b>Accumulated amortisation</b>			
As at 1 April 2019	-	-	-
Transition impact of Ind AS 116	1.38	-	1.38
Depreciation for the year	0.46	167.09	167.55
Disposals for the year	-	(1.69)	(1.69)
As at 31 March 2020	<u>1.84</u>	<u>165.40</u>	<u>167.24</u>
Depreciation for the period	0.35	103.43	103.78
Disposals for the period	-	(45.98)	(45.98)
As at 31 December 2020	<u>2.19</u>	<u>222.85</u>	<u>225.04</u>
<b>Net book value</b>			
As at 31 March 2020	<u>35.28</u>	<u>764.43</u>	<u>799.71</u>
As at 31 December 2020	<u>34.93</u>	<u>624.24</u>	<u>659.17</u>

**Notes:**

1. As per the terms of the lease arrangement, the Company was required to complete the construction of building within 5 years from the date of handing over the possession. The Company had obtained extension for construction of building on the leasehold land till 5 October 2019 and is in the process of obtaining further extension.
2. The Company had adopted Ind AS 116, effective annual reporting period beginning 1 April 2019 and applied the standard to its leases using modified retrospective approach with the cumulative effect of initially applying the Standard resulting in recognition of right-of-use asset of INR 204.39 Million and a corresponding lease liability of INR 224.00 Million by adjusting retained earnings net of taxes by INR 16.33 Million [the impact of deferred tax created INR 8.77 Million] as at 1 April 2019.

**IndiaMART InterMESH Limited**
**Notes to Condensed Standalone Interim Financial Statements for the period ended 31 December 2020**

(Amount in INR million, unless otherwise stated)

**6 Intangible assets**

	Software	Unique telephone numbers	Total
<b>Gross carrying amount</b>			
As at 1 April 2019	12.07	4.70	16.77
Additions for the year	1.66	-	1.66
As at 31 March 2020	13.73	4.70	18.43
As at 31 December 2020	13.73	4.70	18.43
<b>Accumulated amortisation</b>			
As at 1 April 2019	7.38	3.69	11.07
Amortisation for the year	2.37	0.41	2.78
As at 31 March 2020	9.75	4.10	13.85
Amortisation for the period	1.20	0.18	1.38
As at 31 December 2020	10.95	4.28	15.23
<b>Net book value</b>			
As at 1 April 2019	4.69	1.01	5.70
As at 31 March 2020	3.98	0.60	4.58
As at 31 December 2020	2.78	0.42	3.20

7 Investment in subsidiaries and associates

	As at 31 December 2020		As at 31 March 2020	
	No. of shares	Amount	No. of shares	Amount
<b>Investment in subsidiaries - Unquoted</b>				
<i>Fully paid up - at cost</i>				
Equity shares of INR 10 each in Tradezeal International Private Limited	110,000	1.10	110,000	1.10
Equity shares of INR 10 each in Ten Times Online Private Limited (Refer Note 2)	-	-	62,333	3.10
Equity shares of INR 10 each in Tolexo Online Private Limited	7,001,800	70.02	7,001,800	70.02
Equity shares of INR 10 each in Pay With Indiamart Private Limited	100,000	1.00	100,000	1.00
Equity shares of INR 10 each in Hello Trade Online Private Limited	30,000	0.30	30,000	0.30
		<u>72.42</u>		<u>75.52</u>
Less: Impairment allowance in value of investments		<u>(71.42)</u>		<u>(71.42)</u>
		<u>1.00</u>		<u>4.10</u>
<b>Investment in associates - Unquoted</b>				
<i>Fully paid up - at cost</i>				
Compulsory convertible preference shares of INR 100 each (at premium of INR 52,217.90 each) in Simply Vyapar Apps Private Limited	5,954	311.50	5,954	311.50
Equity shares of INR 10 each (at premium of INR 52,307.90 each) in Simply Vyapar Apps Private Limited	10	0.52	10	0.52
Equity shares of INR 10 each in Ten Times Online Private Limited (Refer Note 2)	18,701	0.93	-	-
		<u>312.95</u>		<u>312.02</u>
<b>Total Investment in subsidiaries and associates</b>		<u>313.95</u>		<u>316.12</u>
Aggregate carrying value of unquoted investments		313.95		316.12
Aggregate impairment in value of investments		71.42		71.42

Notes:

- The Company performed an evaluation to test whether there is objective evidence of impairment as a result of one or more events that occurred after the initial recognition considering the likely impact of COVID-19 on future cash flows and growth rates and believes that the carrying value of the investment in subsidiaries and associates is recoverable.
- The Company has diluted its stake in Tentimes Online Private Limited which was a wholly owned subsidiary, by selling its Investment in equity shares to the tune of 70% for consideration of INR 2.12 million during the period ended 31 December 2020. Post this transaction, the Company now owns 30% in Ten Times Online Private Limited and therefore it is considered an Associate from 1 September 2020.

8 Financial assets

i) Investments

Non-current

- Investment in subsidiaries at FVTPL
- Investment in other entities at FVTPL

	As at 31 December 2020	As at 31 March 2020
	102.10	89.60
	<u>99.99</u>	<u>-</u>
	<u>202.09</u>	<u>89.60</u>
<b>Current</b>		
Investment in mutual funds at FVTPL	10,908.80	8,655.45
	<u>10,908.80</u>	<u>8,655.45</u>

Non-current investments

a) Investment in debt instruments of subsidiaries (fully paid-up)

Unquoted (measured at FVTPL)

	As at 31 December 2020		As at 31 March 2020	
	No. of shares	Amount	No. of shares	Amount
Optionally Convertible Cumulative Redeemable Preference Shares of INR 10 each in Tolexo Online Private Limited	14,789,275		13,789,275	
Opening balance		33.04		39.95
Add: Investment made during the period		10.00		58.00
Less: Fair value loss recognised through profit and loss during the period		-		(64.91)
		43.04		33.04
Optionally Convertible Cumulative Redeemable Preference Shares of INR 10 each (at premium of INR 90 each) in Tolexo Online Private Limited	1,298,050		1,298,050	
Opening balance		3.11		6.49
Add: Investment made during the period		-		-
Less: Fair value loss recognised through profit and loss during the period		-		(3.38)
		3.11		3.11
Optionally Convertible Cumulative Redeemable Preference Shares of INR 10 each (at premium of INR 40 each) in Tolexo Online Private Limited	189,000		189,000	
Opening balance		0.45		0.95
Less: Fair value loss recognised through profit and loss during the period		-		(0.50)
		0.45		0.45
Optionally Convertible Cumulative Redeemable Preference Shares of INR 10 each in Tradezeal International Private Limited	1,870,000	-	1,870,000	-
Optionally Convertible Cumulative Redeemable Preference Shares of INR 10 each (at premium of INR 10 each) in Pay With Indiamart Private Limited	2,775,000		2,650,000	
Opening balance		53.00		43.00
Add: Investment made during the period		2.50		10.00
		55.50		53.00
		<u>102.10</u>		<u>89.60</u>

b) Investment in other entities (fully paid up) (Refer Note 2 below)

Unquoted (measured at FVTPL)

Compulsory convertible preference shares of INR 1 each (at premium of INR 776 each) in Mobisy Technologies Private Limited	128,593	99.92	-	-
Equity shares of INR 1 each (at premium of INR 776 each) in Mobisy Technologies Private Limited	100	0.07	-	-
		<u>99.99</u>		<u>-</u>
<b>Total non-current investments (a+b)</b>		<u>202.09</u>		<u>89.60</u>

Notes:

- The company has invested in optionally convertible cumulative redeemable preference shares ('OCCRPS') of its subsidiaries. Based on the terms of OCCRPS, these have been classified as financial instruments in the nature of financial assets to be measured at fair value. Fair value of these instruments has been determined based on market multiple / replacement cost method / discounted cash flow valuation technique using cash flow projections and discount rate. Gain/loss on subsequent re-measurement is recognised through Statement of Profit and Loss.
- During the period ended 31 December 2020, the Company has acquired 8.98% interest on fully converted and diluted basis in Mobisy Technologies Private Limited at the aggregate consideration of INR 99.99 Million. This investment has been classified as "Investment at FVTPL" as per Ind AS 109.



	As at 31 December 2020		As at 31 March 2020	
	No. of units	Amount	No. of units	Amount
<b>Current investments</b>				
<i>Investment in mutual funds - Quoted (measured at FVTPL)</i>				
Aditya Birla Sun Life Short Term Fund-Growth-Regular Plan	2,599,874	94.86	2,599,874	86.25
Aditya Birla Sunlife short term fund-Growth-Direct Plan	21,181,794	811.43	21,181,794	733.87
Aditya Birla Sunlife Corporate Bond Fund -Growth- Regular Plan	6,508,526	557.65	6,508,526	509.32
Aditya Birla Sun Life Corporate Bond Fund-Growth-Direct plan	4,570,414	395.22	2,013,531	158.84
Bharat Bond ETF April-2023	400,000	444.36	400,000	408.08
Bharat Bond ETF April-2025	149,992	153.58	-	-
HDFC Short Term Debt Fund-Direct Growth Plan	19,720,994	490.88	19,720,994	451.38
HDFC Short Term Debt Fund - Regular Plan	8,380,984	205.70	8,380,984	189.74
HDFC Low Duration Fund - Regular Plan-Growth	3,797,410	169.92	3,797,410	159.78
HDFC Low Duration Fund-Direct Plan-Growth	12,035,204	568.39	17,380,457	768.36
HDFC Credit Risk Debt Fund - Regular Plan - Growth	-	-	7,019,394	116.85
ICICI Prudential Savings Fund -Growth	-	-	81,581	31.60
ICICI Prudential Savings Fund- Direct Plan-Growth	2,552,260	1,066.61	3,017,480	1,177.93
ICICI Prudential Short Term Fund - Direct	20,802,151	1,006.01	20,802,151	922.91
ICICI Prudential Short Term Fund - Growth Option	3,606,276	164.83	3,606,276	152.07
IDFC Low Duration Fund-Growth- Direct Plan	19,954,012	606.89	-	-
IDFC Bond Fund - Short Term Plan- DGP	8,167,105	381.51	1,259,265	54.61
IDFC Low Duration Fund-Growth (Regular Plan)	9,777,893	293.53	16,451,049	469.96
IDFC Bond Fund-STP-Regular Fund	5,644,274	251.61	408,840	16.98
IDFC Banking & PSU Debt Fund - Direct - Growth	34,010,628	661.97	-	-
IDFC Corporate Bond Fund - Direct - Growth Plan	3,273,823	49.97	-	-
Kotak Corporate Bond Fund - DGP	328,929	979.25	328,929	907.95
Kotak Liquid Fund - Direct Growth	37,217	153.59	24,984	100.31
Kotak Liquid Fund - Regular Growth	43,602	179.19	25,068	100.28
L&T Short Term Bond Fund-DGP	37,122,589	803.35	37,122,589	747.51
L&T Short Term Bond Fund - Regular Growth	20,066,239	418.50	20,066,239	390.87
<b>Total current investments</b>		<b>10,908.80</b>		<b>8,655.45</b>
Aggregate book value of quoted investments		10,908.80		8,655.45
Aggregate market value of quoted investments		10,908.80		8,655.45
Aggregate carrying value of unquoted investments		202.09		89.60

**ii) Loans (measured at amortised cost)**

	As at 31 December 2020	As at 31 March 2020
<b>Non current</b>		
Considered good- Unsecured		
Loans to employees	2.40	0.73
<b>Current</b>	2.40	0.73
Considered good- Unsecured		
Loans to employees	7.47	11.53
<b>Notes:</b>	7.47	11.53

The above loans represent interest free loans to employees, which are recoverable in maximum 24 monthly instalments.

**iii) Others (measured at amortised cost)**

	As at 31 December 2020	As at 31 March 2020
<b>Non-current (unsecured, considered good unless stated otherwise)</b>		
Security deposits	40.27	48.30
Bank deposits with remaining maturity for more than twelve months (refer note 10)	-	349.71
	<b>40.27</b>	<b>398.01</b>
<b>Current (unsecured, considered good unless stated otherwise)</b>		
Security deposits	5.98	52.86
Amount recoverable from payment gateway banks	39.47	23.16
	<b>45.45</b>	<b>76.02</b>

**Notes:**

Security deposits are non-interest bearing and are generally on term of 3 to 9 years.

9 Trade receivables

	As at 31 December 2020	As at 31 March 2020
Unsecured, considered good unless stated otherwise		
Trade receivables	16.19	11.00
<b>Total</b>	<b>16.19</b>	<b>11.00</b>

Notes:

- a) No trade receivables are due from directors or other officers of the Company either severally or jointly with any other person.  
b) Trade receivables are non-interest bearing and are generally on terms of 30 to 180 days.

10 Cash and bank balances

	As at 31 December 2020	As at 31 March 2020
a) Cash and cash equivalents		
Cash on hand	-	0.15
Cheques on hand	32.08	39.42
Balance with bank		
- On current accounts	76.39	89.47
<b>Total Cash and cash equivalents</b>	<b>108.47</b>	<b>129.04</b>

Note:

Cash and cash equivalents for the purpose of cash flow statement comprise cash and cash equivalents as shown above.

b) Bank balances other than cash and cash equivalents

(i) Deposits with banks		
- remaining maturity upto twelve months*	368.56	52.30
- remaining maturity for more than twelve months*	-	349.71
	<b>368.56</b>	<b>402.01</b>
Less: Amount disclosed under Others financial assets- non current	-	(349.71)
	368.56	52.30
ii) Earmarked balances with banks**	1.47	16.34
	<b>370.03</b>	<b>68.64</b>

\*Includes Nil (31 March 2020: INR 23.78) pledged with bank against guarantee given to stock exchange.

\*\* Earmarked balances include unclaimed/unpaid dividends of INR 0.17 (31 March 2020: INR 14.97) and bank balance with Indiamart Employee Benefit Trust of INR 1.30 (31 March 2020: INR 1.37).

11 Other assets

	As at 31 December 2020	As at 31 March 2020
Non-current (unsecured, considered good unless stated otherwise)		
Prepaid expenses	0.38	0.44
<b>Total</b>	<b>0.38</b>	<b>0.44</b>
	As at 31 December 2020	As at 31 March 2020
Current (unsecured, considered good unless stated otherwise)		
Advances recoverable	21.55	16.01
Indirect taxes recoverable	6.73	6.09
Prepaid expenses	14.06	24.29
<b>Total</b>	<b>42.34</b>	<b>46.39</b>

## 12 Share capital

### Authorised equity share capital (INR 10 per share)

	Number of shares	Amount
As at 1 April 2019	30,000,000	300.00
As at 31 March 2020	30,000,000	300.00
As at 31 December 2020	30,000,000	300.00

### Authorised 0.01% cumulative preference share capital (INR 328 per share)

	Number of shares	Amount
As at 1 April 2019	1,493,903	490.00
As at 31 March 2020	1,493,903	490.00
As at 31 December 2020	1,493,903	490.00

### Authorised 0.01% compulsorily convertible cumulative preference share capital (INR 100 per share)

	Number of shares	Amount
As at 1 April 2019	1,894,254	189.43
As at 31 March 2020	1,894,254	189.43
As at 31 December 2020	1,894,254	189.43

### Issued equity share capital (subscribed and fully paid up) (INR 10 per share)

	Number of shares	Amount
As at 1 April 2019	28,592,006	285.92
Equity share capital issued on exercise of ESOP during the period	182,814	1.83
Equity share capital issued to Indiamart Employee Benefit Trust during the period (refer note (a) below)	145,000	1.45
Equity share capital issued during the period and held by Indiamart Employee Benefit Trust as at period end (refer note (a) below)	(42,573)	(0.43)
As at 31 March 2020	28,877,247	288.77
Equity share capital issued on exercise of ESOP during the period	66,696	0.67
Equity share capital issued to Indiamart Employee Benefit Trust during the period (refer note (a) below)	135,000	1.35
Equity share capital issued during the period and held by Indiamart Employee Benefit Trust as at period end (refer note (a) below)	(6,817)	(0.07)
As at 31 December 2020	29,072,126	290.72

#### a) Shares held by Indiamart employee benefit trust against employees share based payment plans (face value: INR 10 each)

	As at 31 December 2020		As at 31 March 2020	
	Number	Amount	Number	Amount
Opening balance	42,573	0.43	-	-
Purchased during the year/period	135,000	1.35	145,000	1.45
Transfer to employees pursuant to SAR exercised	(128,183)	(1.28)	(102,427)	(1.02)
Closing Balance	49,390	0.50	42,573	0.43

## 13 Other equity

	As at 31 December 2020	As at 31 March 2020
Securities premium	4,811.20	4,753.90
General reserve	8.45	8.45
Employee share based payment reserve	87.26	95.97
Retained earnings	(95.74)	(2,402.15)
Total other equity	4,811.17	2,456.17

#### Nature and purpose of reserves and surplus:

- Securities premium:** The Securities premium account is used to record the premium on issue of shares and is utilised in accordance with the provisions of the Companies Act, 2013.
- General reserve:** The general reserve is used from time to time to transfer profits from retained earnings for appropriation purposes, as the same is created by transfer from one component of equity to another.
- Employee share based payment reserve:** The Employee share based payment reserve is used to recognise the compensation related to share based awards issued to employees under Company's Share based payment scheme.
- Retained earnings:** Retained earnings represent the amount of accumulated earnings of the Company, and re-measurement gains/losses on defined benefit plans.

14 Trade payables

	As at 31 December 2020	As at 31 March 2020
Payable to micro, small and medium enterprises	-	-
Other trade payables*	-	-
- outstanding dues to related parties	-	-
- outstanding dues to others	-	-
	152.59	177.07
<b>Total</b>	<b>152.59</b>	<b>177.07</b>
	152.59	177.07

\*Other trade payables are non-interest bearing and are normally settled on 30-day terms.

15 Lease and other financial liabilities

	As at 31 December 2020	As at 31 March 2020
<b>Lease liabilities</b>		
Current	116.02	152.61
Non current	545.24	612.49
<b>Total</b>	<b>661.26</b>	<b>765.10</b>
	661.26	765.10
<b>Other financial liabilities</b>		
<b>Current</b>		
Payable to employees	192.81	239.01
Security deposits	0.14	0.14
Unclaimed/Unpaid dividend*	0.17	14.97
<b>Total</b>	<b>193.12</b>	<b>254.12</b>
	193.12	254.12

\* Unclaimed/Unpaid dividend represents the interim dividend amount declared during the year ended 31 March 2020 and remaining to be paid to shareholders.

16 Provisions

	As at 31 December 2020	As at 31 March 2020
<b>Non-current</b>		
Provision for employee benefits*		
Provision for gratuity	249.19	194.82
Provision for Leave encashment	64.77	63.46
<b>Total</b>	<b>313.96</b>	<b>258.28</b>
	313.96	258.28
<b>Current</b>		
Provision for employee benefits*		
Provision for gratuity	17.20	10.52
Provision for leave encashment	11.71	13.92
Provision-others**	15.38	15.38
<b>Total</b>	<b>44.29</b>	<b>39.82</b>
	44.29	39.82

\*Refer Note 27.

\*\* Contingency provision towards indirect taxes. There is no movement in this provision in the period ended 31 December 2020

17 Contract and other liabilities

	As at 31 December 2020	As at 31 March 2020
<b>Contract liabilities*</b>		
<b>Non-current</b>		
Deferred revenue	2,178.65	2,697.13
	2,178.65	2,697.13
<b>Current</b>		
Deferred revenue	3,945.57	3,996.30
Advances from customers	206.42	141.77
	4,151.99	4,138.07
<b>Total</b>	<b>6,330.64</b>	<b>6,835.20</b>
	6,330.64	6,835.20
<b>Other liabilities-Current</b>		
Statutory dues		
Tax deducted at source payable	17.80	25.69
GST payable	102.57	82.69
Others	5.04	4.91
<b>Total</b>	<b>125.41</b>	<b>113.29</b>
	125.41	113.29

\* Contract liabilities include consideration received in advance to render web services in future periods.

18 Income tax assets (net)

	As at 31 December 2020	As at 31 March 2020
<b>Income tax assets (net of provisions)</b>		
<b>Non current</b>		
Income tax assets	603.46	211.43
Less: Provision for income tax	(389.46)	-
	214.00	211.43
<b>Current</b>		
Income tax assets	76.80	75.45
	76.80	75.45
<b>Total</b>	<b>290.80</b>	<b>286.88</b>
	290.80	286.88

19 Revenue from operations

Set out below is the disaggregation of the Company's revenue from contracts with customers:

	For the quarter ended 31 December 2020	For the quarter ended 31 December 2019	For the nine months ended 31 December 2020	For the nine months ended 31 December 2019
<b>Sale of services</b>				
Income from web services	1,695.75	1,585.16	4,789.44	4,529.36
Advertisement and marketing services	32.73	19.96	70.26	47.86
<b>Total</b>	<b>1,728.48</b>	<b>1,605.12</b>	<b>4,859.70</b>	<b>4,577.22</b>

Significant changes in the contract liability balances during the period are as follows:

	For the quarter ended 31 December 2020	For the quarter ended 31 December 2019	For the nine months ended 31 December 2020	For the nine months ended 31 December 2019
Opening balance at the beginning of the period	6,274.15	6,293.58	6,835.20	5,851.40
Less: Revenue recognised from contract liability balance at the beginning of the period	(1,298.57)	(1,149.42)	(3,224.15)	(3,379.83)
Add: Amount received from customers during the period	1,784.97	1,784.38	4,355.14	5,198.67
Less: Revenue recognised from amounts received during the period	(429.91)	(455.69)	(1,635.55)	(1,197.39)
<b>Closing balance at the end of the period</b>	<b>6,330.64</b>	<b>6,472.85</b>	<b>6,330.64</b>	<b>6,472.85</b>

We earn revenue in Indiamart through sale of subscription packages (available on a monthly, annual and multi-year basis) to suppliers. We foresee that our revenue and deferred revenue would be impacted due to COVID-19 as the customers may not opt for renewals or for more premium packages in short term due to COVID-19, particularly in case of monthly packages. As of 31 December 2020, the Company has not changed the terms/period over which services are to be provided to its customers for the contracted business. The impact assessment of COVID-19 is an ongoing process due to the high degree of uncertainty associated and our assertions might change in future due to this.



	For the quarter ended 31 December 2020	For the quarter ended 31 December 2019	For the nine months ended 31 December 2020	For the nine months ended 31 December 2019
<b>20 Other income</b>				
Fair value gain on measurement and income from sale of financial assets				
- Investment in Mutual Funds measured at FVTPL	228.94	156.79	697.90	473.00
Interest income from financial assets measured at amortised cost				
- on bank deposits	7.26	6.75	22.60	22.31
- on security deposits	1.45	0.69	3.92	9.44
Other interest income	-	-	-	3.97
Dividend Income	-	-	32.48	-
Gain on de-recognition of Right-of-use assets	4.20	0.50	8.30	1.28
Liabilities no longer required written back	3.67	-	22.65	-
Net gain on disposal of property, plant and equipment	0.34	0.02	1.57	0.65
<b>Total</b>	<b>245.86</b>	<b>164.75</b>	<b>789.42</b>	<b>510.65</b>
<b>21 Employee benefits expense</b>				
Salaries, allowance and bonus	472.80	620.40	1,332.85	1,717.21
Gratuity expense (Refer Note 27)	14.24	9.96	35.92	23.42
Leave encashment expense (Refer Note 27)	2.92	11.34	2.96	39.22
Contribution to provident and other funds	4.11	3.82	12.02	10.31
Employee share based payment expense	12.59	17.23	42.59	67.87
Staff welfare expenses	0.21	14.43	0.67	66.60
<b>Total</b>	<b>506.87</b>	<b>677.18</b>	<b>1,427.01</b>	<b>1,924.63</b>
<b>22 Finance costs</b>				
Interest cost of lease liabilities	16.28	5.61	51.85	16.35
<b>Total</b>	<b>16.28</b>	<b>5.61</b>	<b>51.85</b>	<b>16.35</b>
<b>23 Depreciation and amortisation expense</b>				
Depreciation of property, plant and equipment (Refer Note 5A)	6.18	10.60	18.81	27.19
Depreciation of Right-of-use assets (Refer Note 5B)	31.04	45.91	103.78	121.66
Amortisation of intangible assets (Refer Note 6)	0.45	0.74	1.38	2.05
<b>Total</b>	<b>37.67</b>	<b>57.25</b>	<b>123.97</b>	<b>150.90</b>
<b>24 Other expenses</b>				
Content development expenses	34.37	53.12	68.68	176.57
Buyer Engagement Expenses	43.42	39.98	131.55	127.20
Customer Support Expenses	41.31	56.65	113.82	175.59
Outsourced sales cost	122.94	195.21	372.54	527.28
Internet and other online expenses	50.55	54.46	137.29	169.32
Rent	2.05	4.31	10.30	9.20
Rates and taxes	0.42	0.92	3.91	18.92
Communication costs	0.03	1.83	1.13	5.35
Outsourced support cost	2.55	5.86	9.06	16.76
Advertisement expenses	1.57	5.04	4.32	16.96
Power and fuel	1.19	6.48	5.01	22.80
Printing and stationery	0.20	1.76	0.25	6.34
Repair and maintenance:				
- Plant and machinery	0.34	2.87	1.51	9.98
- Others	4.38	18.77	26.14	56.02
Travelling and conveyance	0.63	11.45	1.12	41.32
Recruitment and training expenses	1.23	6.85	4.73	23.48
Legal and professional fees	11.02	5.88	19.69	21.86
Directors' sitting fees	0.31	0.40	0.88	1.57
Auditor's remuneration	1.07	1.87	3.26	4.41
Insurance expenses	6.82	7.54	22.33	20.77
Collection charges	5.98	5.46	17.32	14.25
Exchange fluctuation losses	0.37	-	0.72	-
Loss on change of control of a subsidiary converted into an associate	-	-	0.05	-
Corporate social responsibility activities expenses	2.08	-	8.26	-
Miscellaneous expenses	0.01	0.13	0.12	0.38
<b>Total</b>	<b>334.84</b>	<b>486.84</b>	<b>963.99</b>	<b>1,466.33</b>

## 25 Earnings per share (EPS)

Basic EPS amounts are calculated by dividing the earnings/(loss) for the period attributable to equity holders of the Company by the weighted average number of equity shares outstanding during the period.  
Diluted EPS are calculated by dividing the earnings/(loss) for the period attributable to the equity holders of the Company by weighted average number of equity shares outstanding during the period plus the weighted average number of equity shares that would be issued on conversion of all the dilutive potential equity shares into equity shares. The following reflects the income and share data used in the basic and diluted EPS computations:

	For the quarter ended 31 December 2020	For the quarter ended 31 December 2019	For the nine months ended 31 December 2020	For the nine months ended 31 December 2019
<b>Basic</b>				
Net profit for the period	815.51	634.71	2,325.22	1,061.69
Weighted average number of equity shares used in calculating basic EPS	29,027,333	28,919,820	28,934,897	28,786,628
Basic earnings per equity share	28.09	21.95	80.36	36.88
<b>Diluted</b>				
Weighted average number of equity shares used in calculating basic EPS	29,027,333	28,919,820	28,934,897	28,786,628
Potential equity shares	452,243	451,055	497,554	488,844
Total no. of shares outstanding (including dilution)	29,479,576	29,370,875	29,432,451	29,275,472
Diluted earnings per equity share	27.66	21.61	79.00	36.27

There are potential equity shares for the period ended 31 December 2020 and 31 December 2019 in the form of share based awards granted to employees which have been considered in the calculation of diluted earning per share.

26 Income tax

a) Income tax expense recognised in Statement of profit and loss

Particulars	For the quarter ended 31 December 2020	For the quarter ended 31 December 2019	For the nine months ended 31 December 2020	For the nine months ended 31 December 2019
<b>Current tax expense/(income)</b>				
Current tax for the period	218.56	-	389.46	-
Adjustments in respect of previous year	-	-	-	(3.31)
	<u>218.56</u>	<u>-</u>	<u>389.46</u>	<u>(3.31)</u>
<b>Deferred tax expense/(income)</b>				
Relating to origination and reversal of temporary differences	44.61	136.89	367.62	382.50
Relating to minimum alternate tax	-	-	-	3.31
Relating to earlier years	-	(228.61)	-	(228.61)
	<u>44.61</u>	<u>(91.72)</u>	<u>367.62</u>	<u>157.20</u>
<b>Tax expense/(income) related to change in tax rate and law *</b>				
- Deferred tax	-	-	-	314.08
	<u>-</u>	<u>-</u>	<u>-</u>	<u>314.08</u>
<b>Total income tax expense</b>	<u>263.17</u>	<u>(91.72)</u>	<u>757.08</u>	<u>467.97</u>

\* Tax impact for the nine months ended 31 December 2019 includes the impact of adoption of Taxation Laws Amendment Ordinance 2019 as applicable to the Company. The deferred tax charge due to change in applicable tax rate is INR 277.90 Millions and due to reversal of MAT credit entitlement is INR 36.18 Millions.

b) Income tax recognised in other comprehensive income (OCI)

Deferred tax related to items recognised in OCI during the period

Particulars	For the quarter ended 31 December 2020	For the quarter ended 31 December 2019	For the nine months ended 31 December 2020	For the nine months ended 31 December 2019
Net gain/(loss) on remeasurements of defined benefit plans	(2.24)	(0.87)	(6.32)	(12.81)

c) Reconciliation of Deferred tax asset/(liabilities) (Net):

Particulars

	As at 31 December 2020	As at 31 March 2020
<b>Opening balance as of 1 April</b>		
Tax (expense)/income during the period recognised in Statement of profit and loss	243.97	858.06
Tax impact related to change in tax rate/law	(367.62)	(327.00)
Tax impact during the period recognised in OCI	-	(314.08)
Deferred tax on Ind AS 116 impact on retained earning	6.32	18.22
<b>Closing balance at the end of the period</b>	<u>(117.33)</u>	<u>243.97</u>

The Company offsets tax assets and liabilities if and only if it has a legally enforceable right to set off current tax assets and current tax liabilities, and deferred tax assets and deferred tax liabilities relate to income taxes levied by the same tax authority.

27 Defined benefit plan and other long-term employee benefit plan

The Company has a defined benefit gratuity plan. Every employee who has completed statutory defined period of service gets a gratuity on departure at 15 days salary (last drawn salary) for each completed year of service. The scheme is funded with insurance company in form of qualifying insurance policy. This defined benefit plan exposes the Company to actuarial risks, such as longevity risk, interest rate risk and salary risk.

The amount included in the balance sheet arising from the company's obligation in respect of its gratuity plan and leave encashment is as follows:

Gratuity - defined benefit plan

	As at 31 December 2020	As at 31 March 2020
Present value of defined benefit obligation	276.54	218.28
Fair value of plan assets	(10.15)	(12.94)
<b>Net liability arising from defined benefit obligation</b>	<u>266.39</u>	<u>205.34</u>

Leave encashment - other long-term employee benefit plan

	As at 31 December 2020	As at 31 March 2020
Present value of other long-term employee benefit	76.48	77.38
<b>Net liability arising from other long-term employee benefit</b>	<u>76.48</u>	<u>77.38</u>

28 Fair value measurements

a) Category wise details as to carrying value, fair value and the level of fair value measurement hierarchy of the Company's financial instruments are as follows:

Financial assets	Level	As at 31 December 2020	As at 31 March 2020
a) Measured at fair value through profit or loss (FVTPL)			
- Investment in mutual funds (Refer Note b(iii) below)	Level 1	10,908.80	8,655.45
- Investment in debt instruments of subsidiaries and equity/preference instruments of other entities (Refer Note b(iv) below)	Level 3	202.09	89.60
		11,110.89	8,745.05
b) Measured at amortised cost (Refer Note b(i) and (ii) below)			
- Trade receivables		16.19	11.00
- Cash and cash equivalents		108.47	129.04
- Loans to employees		9.87	12.26
- Security deposits		46.25	101.16
- Bank deposits		370.03	418.35
- Other financial assets		39.47	23.17
		590.28	694.98
<b>Total (a+b)</b>		<b>11,701.17</b>	<b>9,440.03</b>
<b>Financial liabilities</b>			
a) Measured at amortised cost (Refer Note b(i) and (ii) below)			
- Trade payables		152.59	177.07
- Security deposits		0.14	0.14
- Other financial liabilities		192.98	253.99
- Lease liabilities		661.26	765.09
<b>Total</b>		<b>1,006.97</b>	<b>1,196.29</b>

b) The following methods / assumptions were used to estimate the fair values:

- The carrying value of bank deposits, trade receivables, cash and cash equivalents, trade payables, security deposits, lease liabilities and other financial assets and other financial liabilities measured at amortised cost approximate their fair value due to the short-term maturities of these instruments. These have been assessed basis counterparty credit risk.
- The fair value of non-current financial assets and financial liabilities are determined by discounting future cash flows using current rates of instruments with similar terms and credit risk. The current rates used do not reflect significant changes from the discount rates used initially. Therefore, the carrying value of these instruments measured at amortised cost approximate their fair value.
- Fair value of quoted mutual funds is based on quoted market prices at the reporting date, which factors the impact of COVID-19. We do not expect material volatility in these financial assets.
- Fair value of debt instruments of subsidiaries and equity/preference instruments of other entities is estimated based on market multiple / replacement cost method / discounted cash flows valuation technique using cash flow projections, discount rate and credit risk, considering the impact of COVID-19.

c) Following table describes the valuation techniques used and key inputs thereto for the level 3 financial assets / liabilities as of 31 December 2020 and 31 March 2020:

Financial assets	Valuation technique(s)	Key input(s)	Sensitivity
Investment in debt instruments of subsidiaries and equity/preference instruments of other entities			
-Pay With Indiamart Private Limited, Mobisy Technologies Private Limited	Refer Note below*	i) Discount rate ii) Growth rate for long term cash flow projections iii) Future cash flow projections based on budgets approved by the management.	Refer note below**
-Tolexo Online Private Limited	Replacement cost method / Market multiple	Replacement cost / Market multiple	NA

\* The fair values of financial assets included in level 3 have been determined in accordance with generally accepted valuation models based on a discounted cashflow analysis, with one of the most significant inputs being the discount rate that reflects the credit risk of counter parties.

\*\* Sensitivity to changes in unobservable inputs: The fair value of the financial assets is directly proportional to the estimated future cash flow projections based on the budgets approved by the management. Change in significant unobservable input of discount rate by 100 bps and growth rate by 100 bps in the valuation does not have a significant impact on the carrying value of the assets in the financial statements.

d) Reconciliation of level 3 fair value measurements

Investment in Optionally Convertible Cumulative Redeemable Preference instruments of subsidiaries				
	For the quarter ended 31 December 2020	For the quarter ended 31 December 2019	For the nine months ended 31 December 2020	For the nine months ended 31 December 2019
Opening balance	92.10	108.39	89.60	90.39
Additions	10.00	20.00	12.50	38.00
<b>Closing balance</b>	<b>102.10</b>	<b>128.39</b>	<b>102.10</b>	<b>128.39</b>
Investment in equity/preference instruments of other entities				
	For the quarter ended 31 December 2020	For the quarter ended 31 December 2019	For the nine months ended 31 December 2020	For the nine months ended 31 December 2019
Opening balance	99.99	-	-	-
Additions	-	-	99.99	-
<b>Closing balance</b>	<b>99.99</b>	<b>-</b>	<b>99.99</b>	<b>-</b>

e) During the period ended 31 December 2020 and 31 December 2019, there were no transfers between Level 1 and Level 2 fair value measurements, and no transfer into and out of Level 3 fair value measurements.

29 Segment information

Operating segments are reported in a manner consistent with the internal reporting provided to the chief operating decision maker. The Company has only one business segment which is business-to-business e-marketplace, which acts as an interactive hub for domestic and international buyers and suppliers and operates in a single business segment based on the nature of the products, the risks and returns, the organization structure and the internal financial reporting systems. Hence the company falls within a single operating segment "Business to business e-marketplace".

Information about geographical areas:

The company's revenue from continuing operations from external customers by location of operations and information of its non-current assets by location of assets are detailed below:

	Revenue from external customers				Non-current assets*	
	For the quarter ended 31 December 2020	For the quarter ended 31 December 2019	For the nine months ended 31 December 2020	For the nine months ended 31 December 2019	As at 31 December 2020	As at 31 March 2020
India	1,702.36	1,592.13	4,802.92	4,549.25	692.23	854.44
Others	26.12	12.99	56.78	27.97	-	-
	<b>1,728.48</b>	<b>1,605.12</b>	<b>4,859.70</b>	<b>4,577.22</b>	<b>692.23</b>	<b>854.44</b>

\* Non-current assets exclude financial assets, investment in subsidiaries and associates, deferred tax assets, tax assets and post-employment benefit assets.

30 Related party transactions

i) Names of related parties and related party relationship:

a) Entity's subsidiaries & associates	Subsidiaries	Hello Trade Online Private Limited Tradezeal International Private Limited Tolexo Online Private Ltd Pay With Indiamart Private Limited Ten Times Online Private Limited (ceased to be a subsidiary on 1 September 2020)
	Associates	Simply Vyapar Apps Private Limited Ten Times Online Private Limited (with effect from 1 September 2020)

b) Individuals owning directly or indirectly, an interest in the voting power of the Company that gives them Significant Influence over the Company and Key Management Personnel (KMP)

Name	Designation
Dinesh Chandra Agarwal	Managing Director & CEO
Brijesh Kumar Agrawal	Whole time director
Prateek Chandra	Chief financial officer
Manoj Bhargava	Company Secretary
Dhiruv Prakash	Non-executive director
Rajesh Sawhney	Independent director
Elizabeth Lucy Chapman	Independent director
Vivek Narayan Gour	Independent director

c) Entities where Individuals and Key Management Personnel (KMP) as defined above exercise significant influence

Mansa Enterprises Private Limited

d) Other related parties

Indiamart Employee Benefit Trust (separately administered Trust to manage employees share based payment plans of the company)

Indiamart InterMesh Employees Group Gratuity Assurance Scheme (separately administered Trust to manage post employment defined benefits of employees of the company)

ii) Key management personnel compensation

	For the quarter ended 31 December 2020	For the quarter ended 31 December 2019	For the nine months ended 31 December 2020	For the nine months ended 31 December 2019
Short-term employee benefits	28.57	28.57	82.35	85.11
Post-employment benefits	-	0.25	0.28	1.23
Other long-term employee benefits	-	1.38	-	6.14
Employee share based payment	1.03	1.27	3.55	5.20
	<b>29.60</b>	<b>31.47</b>	<b>86.18</b>	<b>97.68</b>

### 30 Related party transactions (Cont'd)

The following table provides the total amount of transactions that have been entered into with the related parties for the relevant financial period:

Particulars	For the quarter ended 31 December 2020	For the quarter ended 31 December 2019	For the nine months ended 31 December 2020	For the nine months ended 31 December 2019
<b>Entities where KMP and Individuals exercise Significant influence</b>				
<u>Expenses for rent</u>				
Mansa Enterprises Private Limited	0.40	0.79	1.20	2.28
<b>Key management personnel</b>				
<u>Recruitment and training expenses</u>				
Dhruv Prakash	-	0.85	0.44	2.15
Director's sitting fees	0.31	0.40	0.88	1.57
<b>Associates</b>				
<u>Investment in associates</u>				
Simply Vyapar Apps Private Limited	-	-	-	312.02
<u>Internet and online services availed</u>				
Ten Times Online Pvt. Ltd (from 1 September 2020)	-	-	0.03	-
<b>Subsidiary companies</b>				
<u>Investment in subsidiaries</u>				
Tolexo Online Pvt. Ltd	10.00	15.00	10.00	28.00
Pay With Indiamart Pvt. Ltd	-	5.00	2.50	10.00
<u>Web services provided to</u>				
Pay With Indiamart Pvt. Ltd	1.23	1.08	3.40	2.99
Simply Vyapar Apps Private Limited	0.01	-	0.03	-
<u>Indemnification against gateway transactions paid</u>				
Pay With Indiamart Pvt. Ltd	0.16	-	1.73	-
<u>Customer support services availed from</u>				
Pay With Indiamart Pvt. Ltd	0.19	0.34	0.61	0.99
<u>Dividend received</u>				
Ten Times Online Pvt. Ltd (till 1 September 2020)	-	-	32.48	-
<u>Indiamart Employee Benefit Trust</u>				
Interest free loan given	-	-	1.20	1.50
Repayment of loan given	-	-	1.20	-
Share capital issued	-	-	1.35	1.45

#### Terms and conditions of transactions with related parties

The transactions with related parties are entered on terms equivalent to those that prevail in arm's length transactions. Outstanding balances at the year-end are unsecured and interest free and settlement occurs in cash. There have been no guarantees provided or received for any related party receivables or payables. This assessment is undertaken each financial year through examining the financial position of the related party and the market in which the related party operates.

During previous period, the above transactions do not include IPO related expenses, incurred, in trust on behalf of related parties (Managing Director and Whole time Director) as selling shareholders in Offer for Sale.

The following table discloses amounts due to or due from related parties at the relevant period end:

Balance Outstanding at the period end	As at 31 December 2020	As at 31 March 2020
<b>Subsidiary companies</b>		
<u>Investment in debt instruments of subsidiaries</u>		
(Measured at FVTPL)		
Tolexo Online Pvt. Ltd	46.60	36.60
Tradezeal International Pvt. Ltd	-	-
Pay With Indiamart Pvt. Ltd	55.50	53.00
<u>Investment in equity instruments of subsidiaries</u>		
(At cost)*		
Tolexo Online Pvt. Ltd	70.02	70.02
Tradezeal International Pvt. Ltd	1.10	1.10
Hello Trade Online Pvt. Ltd	0.30	0.30
Pay With Indiamart Pvt. Ltd	1.00	1.00
Ten Times Online Pvt. Ltd	-	3.10
<b>Key management personnel</b>		
<u>Recruitment and training expenses payable</u>		
Dhruv Prakash	-	0.13
<b>Associates</b>		
<u>Investment in associates</u>		
Simply Vyapar Apps Private Limited	312.02	312.02
Ten Times Online Pvt. Ltd	0.93	-
<u>Deferred Revenue</u>		
Simply Vyapar Apps Private Limited	-	0.02
<u>Loan given</u>		
Indiamart Employee Benefit Trust	1.50	1.50

\*Does not include provision for diminution of investment in equity shares.



31 The Company has provided following function wise results of operations on a voluntary basis

The management has presented the below function wise results because it also monitors its performance in the manner explained below and it believes that this information is relevant to understanding the Company's financial performance. The basis of calculation is also mentioned for reference.

	For the quarter ended 31 December 2020	For the quarter ended 31 December 2019	For the nine months ended 31 December 2020	For the nine months ended 31 December 2019
A Revenue from operations	1,728.48	1,605.12	4,859.70	4,577.22
B Customer service cost	(321.18)	(453.09)	(857.61)	(1,271.43)
C <b>Surplus over customer service cost (A-B)</b>	<b>1,407.30</b>	<b>1,152.03</b>	<b>4,002.09</b>	<b>3,305.79</b>
Selling & Distribution Expenses	194.67	300.12	579.91	836.04
Technology & Content Expenses	215.12	261.47	627.91	815.86
Marketing Expenses	5.07	14.07	16.21	41.33
Depreciation and amortisation	37.67	57.25	123.97	150.90
Other Operating Expenses	105.67	135.27	309.36	426.31
D <b>Total</b>	<b>558.20</b>	<b>768.18</b>	<b>1,657.36</b>	<b>2,270.44</b>
E <b>Operating profit (C-D)</b>	<b>849.10</b>	<b>383.85</b>	<b>2,344.73</b>	<b>1,035.35</b>
Finance costs	(16.28)	(5.61)	(51.85)	(16.35)
Other income	245.86	164.75	789.42	510.65
F <b>Total</b>	<b>229.58</b>	<b>159.14</b>	<b>737.57</b>	<b>494.30</b>
G <b>Profit/(Loss) before tax</b>	<b>1,078.68</b>	<b>542.99</b>	<b>3,082.30</b>	<b>1,529.65</b>
Tax expense/(credit)	263.17	(91.72)	757.08	153.89
Tax expense/(income) related to change in tax rate/law	-	-	-	314.08
<b>Profit/(loss) for the period</b>	<b>815.51</b>	<b>634.71</b>	<b>2,325.22</b>	<b>1,061.69</b>

Below is the basis of classification of various function wise expenses mentioned above:

*Customer service cost*

Customer service cost primarily consists of employee benefits expense for employees involved in servicing of our clients; website content charges (included in "Content development expenses" in Note 24); PNS charges i.e. rental for premium number service provided to our paying suppliers (included in "Buyer Engagement Expenses" in Note 24); SMS & Email charges i.e. cost of notifications sent to paying suppliers through SMS or email (included in "Buyer Engagement Expenses" in Note 24); Buy Lead Verification & Enrichment i.e. costs incurred in connection with the verification of RFQs posted by registered buyers on Indiamart and provided to our paying suppliers as a part of our subscription packages (included in "Customer Support Expenses" in Note 24); other expenses such as rent, power and fuel, repair & maintenance, travelling & conveyance allocated based on employee count; collection charges; domain registration & renewal charges (included in "Internet and other online expenses" in Note 24) for serving our clients.

*Selling & Distribution Expenses*

Selling & Distribution Expenses primarily consists of employee benefits expense for employees involved in acquisition of new paying suppliers; Outsourced sales cost i.e. costs incurred in connection with our outsourced telephone sales team and field sales team, other expenses such as rent, power and fuel, repair & maintenance, travelling & conveyance allocated based on employee count.

*Technology & Content Expenses*

Technology and content expenses include employee benefits expense for employees involved in the research and development of new and existing products and services, development, design, and maintenance of our website and mobile application, curation and display of products and services made available on our websites, and digital infrastructure costs; Data Verification & Enrichment i.e. amount paid to third parties to maintain and enhance our database (included in "Content development expenses" in Note 24); PNS charges i.e. rental for premium number service provided to our free suppliers (included in "Buyer Engagement Expenses" in Note 24); SMS & Email charges i.e. cost of notifications sent to buyers and free suppliers through SMS or email (included in "Buyer Engagement Expenses" in Note 24); Buy Lead Verification & Enrichment i.e. costs incurred in connection with the verification of RFQs posted by registered buyers on Indiamart and provided to our free suppliers (included in "Customer Support Expenses" in Note 24); other expenses such as rent, power and fuel, repair & maintenance, travelling & conveyance allocated based on employee count; Complaint Handling (1-800) Exp. (included in "Customer Support Expenses" in Note 24); Server Exp. (Web Space for Hosting). Software Expenses. Server Exp. (Google Emails-Employees) & Website Support & Maintenance (included in "Internet and other online expenses" in Note 24).

*Marketing Expenses*

While most of our branding and marketing is done by our field sales representatives through face to face meetings with potential customers (included in Selling & Distribution Expenses), our branding is aided by our spending on marketing, such as targeted digital marketing, search engine advertisements and offline advertising, and we also engage in advertising campaigns from time to time through television and print media. Employee benefits expense for employees involved in marketing activities are also included in marketing expenses.

*Other Operating Expenses*

Other operating expenses primarily include employee benefits expense for our support function employees; expenses such as rent, power and fuel, repair & maintenance, travelling & conveyance allocated basis employee count; browsing & connectivity-branch & employees (included in "Internet and other online expenses" in Note 24); telephone expenses-branch & employees (included in "Communication Costs" in Note 24); recruitment and training expenses; legal and professional fees and other miscellaneous operating expenses.

### 32 Contingent liabilities and commitments

#### a) Contingent liabilities

1. On February 28, 2019, a judgment of the Supreme Court of India interpreting certain statutory defined contribution obligations of employees and employers altered historical understandings of such obligations, extending them to cover additional portions of the employee's income. However, the judgment isn't explicit if such interpretation may have retrospective application resulting in increased contribution for past and future years for certain employees of the Company. The Company, based on an internal assessment, evaluated that there are numerous interpretative challenges on the retrospective application of the judgment which results in impracticability in estimation of and timing of payment and amount involved. As a result of lack of implementation guidance and interpretative challenges involved, the Company is unable to reliably estimate the amount involved. Accordingly, the Company shall evaluate the amount of provision, if any, on there being further clarity on the matter.

2. The Company is involved in various lawsuits, claims and proceedings that arise in the ordinary course of business, the outcome of which is inherently uncertain. Some of these matters include speculative and frivolous claims for substantial or indeterminate amounts of damages. The Company records a liability when it is both probable that a loss has been incurred and the amount can be reasonably estimated. Significant judgment is required to determine both probability and the estimated amount. The Company reviews these provisions and adjusts these provisions accordingly to reflect the impact of negotiations, settlements, rulings, advice of legal counsel, and updated information. The Company believes that the amount or estimable range of reasonably possible loss, will not, either individually or in the aggregate, have a material adverse effect on its business, financial position, results or cash flows of the Company, with respect to loss contingencies for legal and other contingencies as at 31 December 2020.

3. The Indian Parliament has approved the Code on Social Security, 2020 (the 'Code') which would primarily impact the contributions by the company towards Provident Fund and Gratuity. The effective date from which the changes are applicable is yet to be notified and the final rules for quantifying the financial impact are yet to be framed. The Company will carry out an evaluation of the impact and record the same in the financial statements in the period in which the Code becomes effective and the related rules are published.

#### b) Capital and other commitments

- As at 31 December 2020, the Company has estimated amount of contracts remaining to be executed on capital account not provided for, net of advance amounting to Nil (31 March 2020: Nil).

- The Company will provide financial support to its wholly owned subsidiaries, so as to meet their liabilities as and when the same is required.

### 33 Events after the reporting period

The Company has evaluated all the subsequent events through 18 January 2021, which is the date on which these condensed standalone interim financial statements were issued, and no events have occurred from the balance sheet date through that date except for matters that have already been considered in the condensed standalone interim financial statements.

As per our report of even date

**For BSR & Co. LLP**

Chartered Accountants

ICAI Firm Registration No.: 101248W/ W-100022

**Kanika Kohli**

Partner

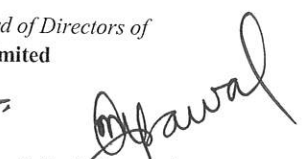
Membership No.: 511565


Place: Gurugram

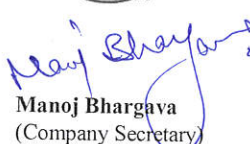
Date: 18 January 2021

For and on behalf of the Board of Directors of  
**IndiaMART InterMESH Limited**

  
**Dinesh Chandra Agarwal**  
(Managing Director & CEO)  
DIN:00191800

  
**Brijesh Kumar Agrawal**  
(Whole-time Director)  
DIN:00191760

  
**Prateek Chandra**  
(Chief Financial Officer)

  
**Manoj Bhargava**  
(Company Secretary)

Place: Noida

Date: 18 January 2021

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