



IndiaMART InterMESH Ltd.
6th floor, Tower 2, Assotech Business Cresterra,
Plot No.22, Sec 135, Noida-201305, U.P.
Call Us: +91 - 9696969696
E: customercare@indiamart.com
Website: www.indiamart.com

January 18, 2024

To,
BSE Limited
(BSE: 542726)

National Stock Exchange of India Limited
(NSE: INDIAMART)

Subject: Investor Presentation on the Audited (Standalone and Consolidated) Financial Results of the Company for the quarter ended December 31, 2023

Dear Sir/Madam,

Pursuant to Regulation 30 of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, please find enclosed herewith Investor Presentation on Audited (Standalone and Consolidated) Financial Results of the Company for the quarter ended December 31, 2023.

The Investor Presentation is also disseminated on the Company's website at <https://investor.indiamart.com/FinancialResultsStatements.aspx>

Please take the above information on record.

Yours faithfully,

For IndiaMART InterMESH Limited

(Manoj Bhargava)
Group General Counsel,
Company Secretary & Compliance Officer
Membership No: F5164

Encl: As above

Table of Contents

Solar Panel Inverter

QUARTER HIGHLIGHTS – Q3FY24	4
INDIAMART BUSINESS OVERVIEW	9
APPENDIX	28
A. STANDALONE OPERATIONAL PERFORMANCE	29
B. FINANCIAL PERFORMANCE	37
C. BUSY INFOTECH	58
D. OTHER INVESTMENTS & SUBSIDIARIES	65
E. ESG	82
F. PRODUCT OVERVIEW	97
G. SHAREHOLDERS & TEAM	110



Safe Harbour

Lithium Battery

This presentation and the accompanying slides (the “**presentation**”) contain selected information about the activities of IndiaMART InterMESH Limited Limited (the “**Company**”) and its subsidiaries and affiliates (together, the “**Group**”) as at the date of the presentation. It does not purport to present a comprehensive overview of the Group or contain all the information necessary to evaluate an investment in the Company.

This presentation is for information purposes only and is not a prospectus, disclosure document or other offering document under any law, nor does it form part of, and should not be construed as, any present or future invitation, recommendation or offer to purchase or sell securities of the Group or an inducement to enter into investment activity in any jurisdiction, including the United States. No part of this presentation nor the fact of its distribution should form the basis of, or be relied on in connection with, any contract or commitment or investment decision whatsoever. If there is any subsequent offering of any security of the Company, it will be made pursuant to a separate and distinct offering documentation. Any decision to purchase securities in the context of an offering of securities (if any) should be made solely on the basis of information contained in the offering documentation published in relation to such offering.

This presentation is being communicated to selected persons who have professional experience in matters relating to investments for information purposes only and does not constitute a recommendation regarding any securities of the Group. Other persons should not rely or act upon this presentation or any of its contents.

The distribution of this presentation in certain jurisdictions may be restricted by law and recipients should inform themselves about and observe any such restrictions.

This presentation is not a prospectus, a statement in lieu of a prospectus, an offering circular, an advertisement or an offer document under the Companies Act, 2013, and the rules made thereunder, as amended, the Securities and Exchange Board of India (Issue of Capital and Disclosure Requirements) Regulations, 2018, as amended, or any other applicable law in India.

This presentation has been prepared by the Company based on information and data which the Company considers reliable, but the Company does not make any representation or warranty, express or implied, as to and no reliance should be placed on, the fairness, accuracy, completeness or correctness of the information contained herein, or any statement made in this presentation. The presentation has not been independently verified. The Company, each member of the Group and their respective affiliates, directors, employees, advisers and representatives do not accept any liability for any facts made in or omitted from this presentation. To the maximum extent permitted by law, the Company, each member of the Group and their respective affiliates, directors, employees, advisers and representatives disclaim all liability and responsibility (including without limitation any liability arising from negligence or otherwise) for any direct or indirect loss or damage, howsoever arising, which may be suffered by any recipient through use of or reliance on anything contained in or omitted from or otherwise arising in connection with this presentation.

The information contained in, and the statements made in, this presentation should be considered in the context of the circumstances prevailing at the time. There is no obligation to update, modify or amend such information or statements or to otherwise notify any recipient if any information or statement set forth herein, changes or subsequently becomes inaccurate or outdated. The information contained in this document is provided as at the date of this document and is subject to change without notice.

No one has been authorized to give any information or to make any representations other than those contained in this presentation, and if given or made, such information or representations must not be relied upon as having been authorized by the Company or their respective affiliates. The information in this presentation does not constitute financial advice (nor investment, tax, accounting or legal advice) and does not take into account an investor’s individual investment objectives, including the merits and risks involved in an investment in the Company or its securities, or an investor’s financial situation, tax position or particular needs.

Past performance information in this presentation should not be relied upon as an indication of (and is not an indicator of) future performance. This presentation contains “forward-looking statements”. Such forward-looking statements involve known and unknown risks, uncertainties and other important factors beyond the Company’s control that could cause the actual results, performance or achievements of any member of the Group to be materially different from future results, performance or achievements expressed or implied by such forward-looking statements. Similarly, statements about market and industry trends are based on interpretations of current market conditions which are also subject to change. Attendees are cautioned not to place undue reliance on forward looking statements. No representation, warranty or assurance (express or implied) is given that the occurrence of the events expressed or implied in any forward-looking statements in this presentation will actually occur.

This presentation contains data sourced from and the views of independent third parties. In replicating such data in this document, the Company does not make any representation, whether express or implied, as to the accuracy of such data. The replication of any third-party views in this document should not necessarily be treated as an indication that the Company agrees with or concurs with such views.

The securities of the Company have not been and will not be registered under the U.S. Securities Act of 1933 (as amended, the “U .S. Securities Act”) or any state securities laws in the United States and may not be offered or sold within the United States, except pursuant to an exemption from, or in a transaction not subject to, the registration requirements of the U.S. Securities Act and in accordance with any applicable United States state securities laws. The Company does not intend to conduct a public offering of securities in the United States. You confirm that you are either (i) both a “qualified institutional buyer” as defined in Rule 144A under the U.S. Securities Act and a “qualified purchaser” as defined under the U.S. Investment Company Act of 1940 in reliance upon section 3(c)(7) of the U.S. Investment Company Act of 1940 , or (ii) a non-U.S. Person outside the United States. By receiving this presentation, you are agreeing to be bound by the foregoing and below restrictions. Any failure to comply with these restrictions may constitute a violation of applicable securities laws.

All the amounts in the presentation are in INR.





Brick Making Machine

Quarterly Highlights Q3FY24



Q3 FY24 Results Overview (Consolidated)

Revenue from Operations

305 Cr

↑ 21% (YoY)

Collections

332 Cr

↑ 17% (YoY)

Deferred Revenue

1,270 Cr

↑ 25 % (YoY)

EBITDA

86 Cr

↑ 22% (YoY)
28% Margin

Net Profit

82 Cr

↓ 27% (YoY)
24% Margin

Cash Generated from
Operating Activities

106 Cr

↓ 7% (YoY)
32% of Collections



Q3 FY24 Results Overview (Standalone)

Revenue from Operations

291 Cr

↑ 21% (YoY)

Collections

316 Cr

↑ 16% (YoY)

Deferred Revenue

1,229 Cr

↑ 24% (YoY)

EBITDA

87 Cr

↑ 25% (YoY)
30% Margin

Net Profit

92 Cr

↑ 12% (YoY)
28% Margin

Cash Generated from
Operating Activities

105 Cr

↓ 7% (YoY)
33 % of Collections



Q3 FY24 Operational Performance (Standalone)

Paying Subscription Suppliers

212 K

↑ 9% (YoY)

Annualised Revenue Per
Paying Subscriber

₹ 55,100

↑ 11% (YoY)

Indian Supplier Storefronts

7.8 Mn

↑ 5% (YoY)

Live Product Listings

104 Mn

↑ 16% (YoY)

Traffic

272 Mn

↑ 9% (YoY)

Unique Business Enquiries

23 Mn

↑ 4% (YoY)

1,826 paying subscription suppliers added this quarter



Busy Q3 FY24 Result Overview

Revenue from Operations

12.6 Cr

 **26%** (YoY)

Billing*

14.4 Cr

 **21%** (YoY)

Deferred Revenue and Advances

39.9 Cr

 **47%** (YoY)

Net Profit

2.3 Cr

 **34%** (YoY)

EBITDA

1.1 Cr

 **8%** (YoY)

Cash Generated from Operating Activities

4.3 Cr

 **14%** (YoY)





Water Purification Plant

IndiaMART Business Overview



IndiaMART InterMESH Ltd

Traditional Marketplace to Online Marketplace

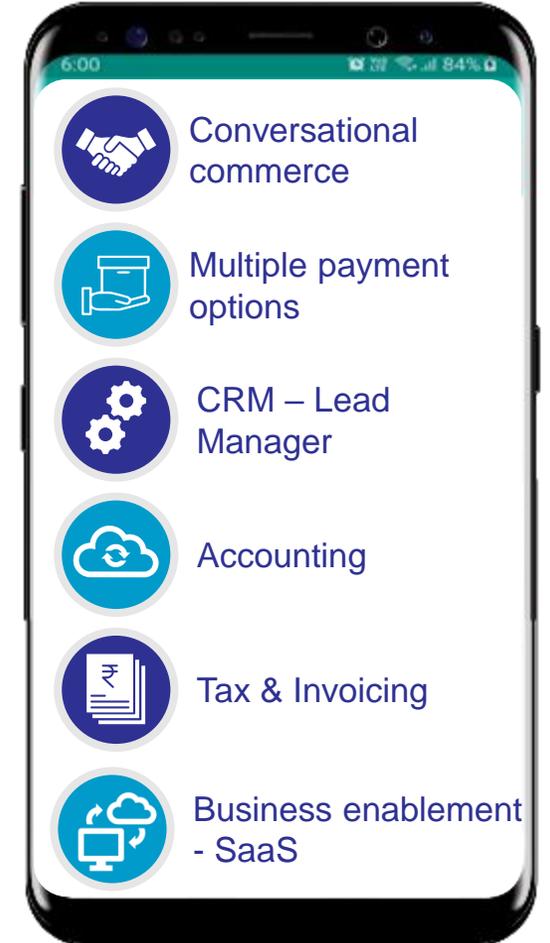
Offline Discovery



Online Discovery, Anytime, Anywhere



Additional services for business enablement



India's Largest Online B2B Marketplace



B2B marketplace is a growing market



Diversified across categories and geographies



2-way discovery marketplace



Behavioral data driven algorithmic matchmaking



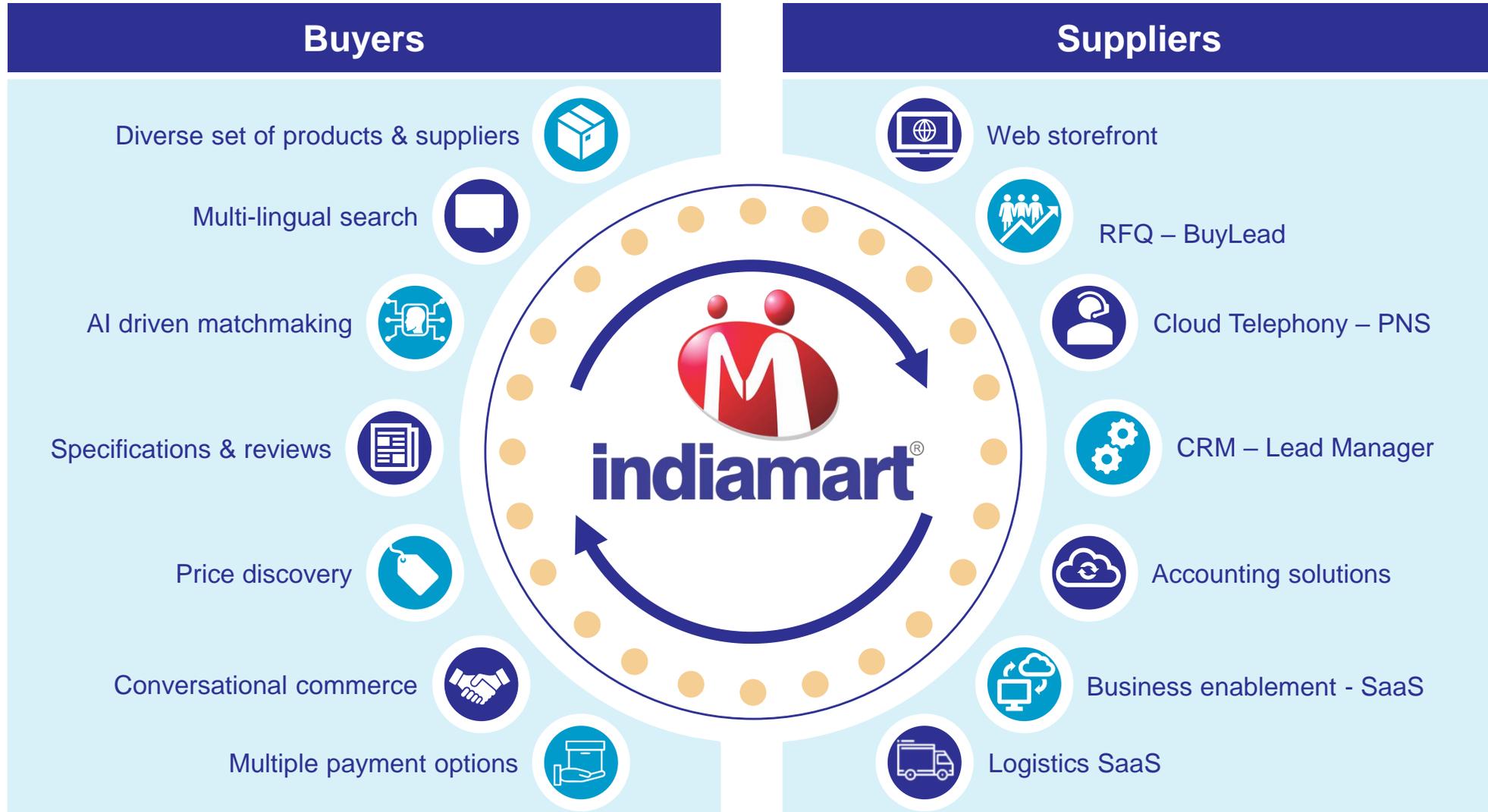
Strong network effects



Subscription based revenue model with negative working capital



Services that Empower Businesses



Well Diversified Across ~97,000 Categories



Construction & Building Raw Material
8%

Industrial Plants, Machinery & Equipment
7%

Packaging Material, Supplies & Machines
6%

Consumer Electronics & Household Appliances
6%

Electrical Equipment and Supplies
6%

Construction Machinery, Building Supplies & Services
6%

Apparel, Clothing & Garments
5%

Industrial & Engineering Products, Spares and Supplies
4%



Mechanical Components & Parts
3%

Vegetables, Fruits, Grains, Dairy & Other FMCG & Groceries
4%

Operation Theater, Medical Imaging & Pathology & Hospital Supplies
3%

Chemicals, Dyes & Allied Products
3%

Housewares, Home Appliances, Household Decorations & Consumables
3%

Furniture, Furniture Supplies & Furniture Hardware
2%

Fertilizers, Seeds, Agro Machines, Poultry & Animal Husbandry
2%

Cosmetics, Toiletries & Personal Care Products
2%



Scientific, Measuring, Laboratory Instruments & Supplies
2%

Kitchen Containers, Utensils, Cookware, and Other Products
2%

Automobiles, Spare Parts and Accessories
2%

Pharmaceutical Drugs, Medicines, Vitamins & Other Products
2%

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

Gifts, Crafts, Antique & Handmade Decorative
2%

Electronics Components and Supplies
1%

Sports Goods, Games, Toys & Accessories
1%

56 Industries

104 Mn Products

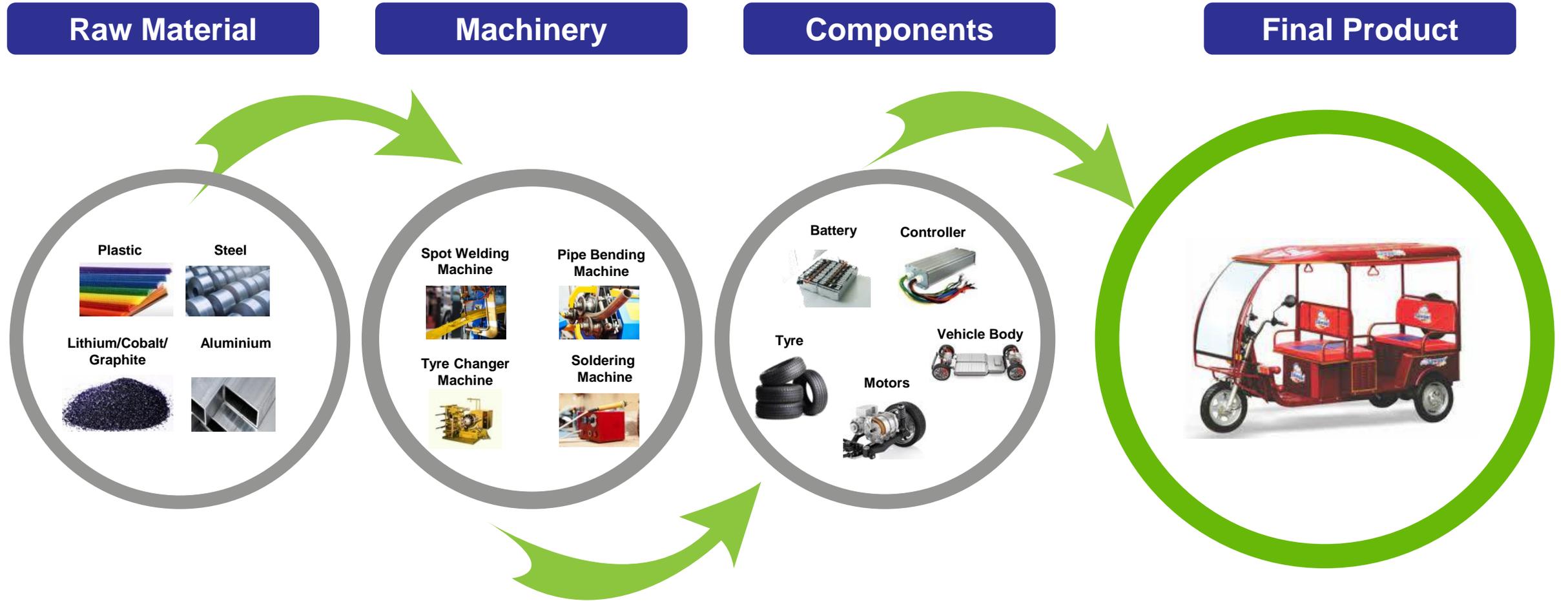
*% of total paying subscription suppliers, as on Dec 31, 2023



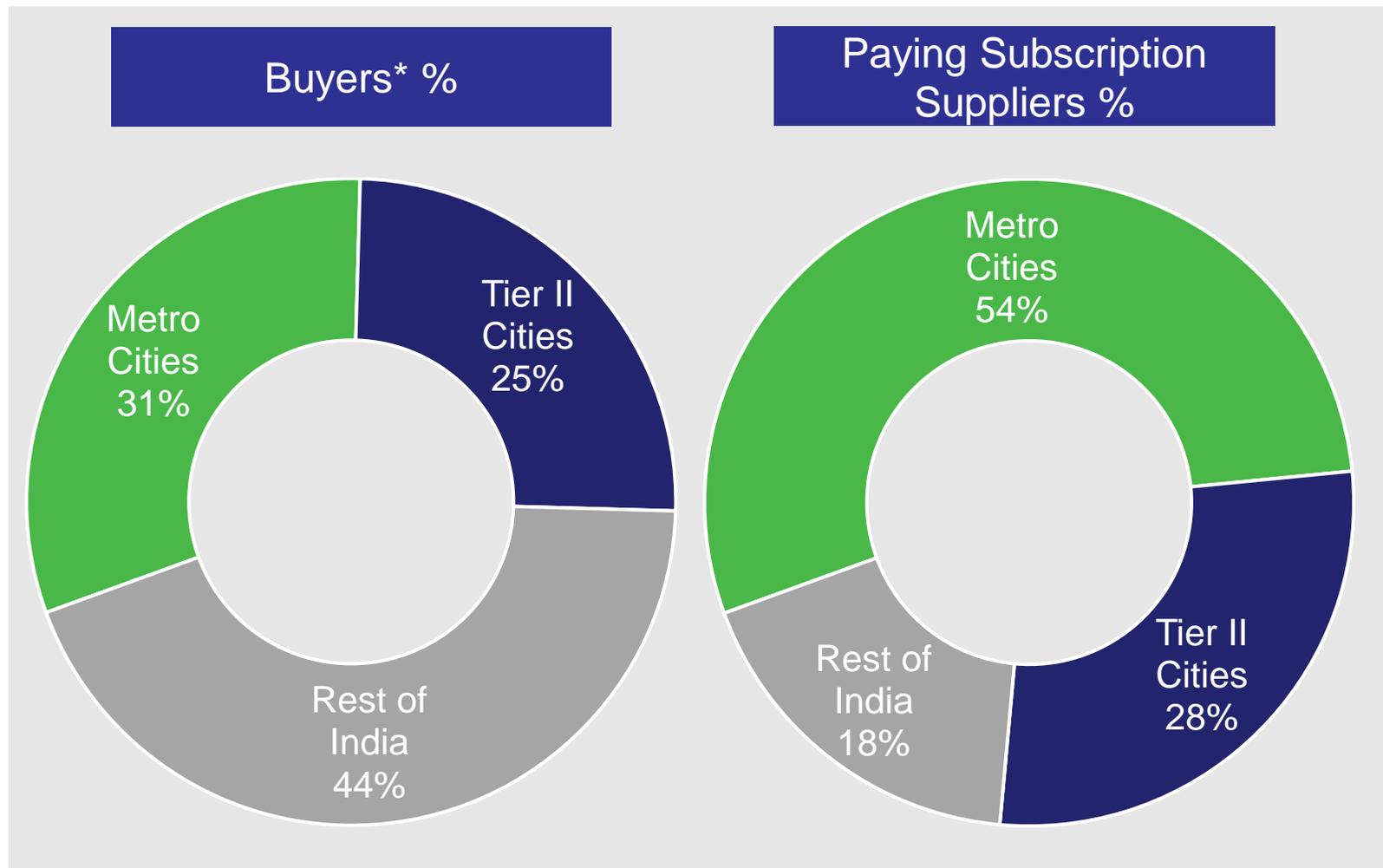
Note: Figures have been rounded off;

IndiaMART InterMESH Ltd

End-To-End Value Chain Discovery – E Rickshaw (Electric Vehicle)



Well Diversified Across Geographies



Metro Cities (8)

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

Tier II Cities (69)

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

Rest of India (~4,000)

Population <500,000

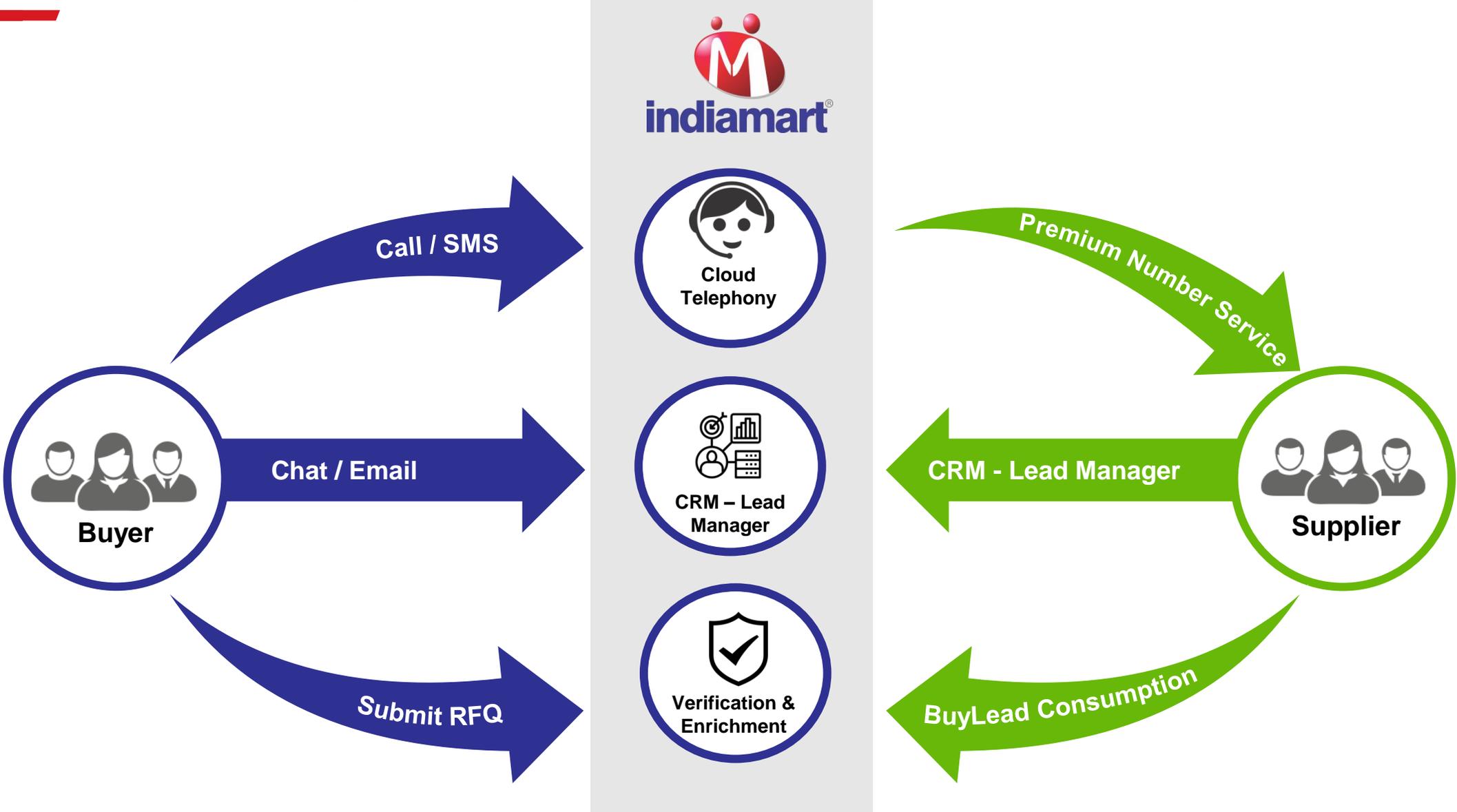
Notes:

1. As on March 31, 2023; Figures have been rounded off
2. Population as per 2011 census

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

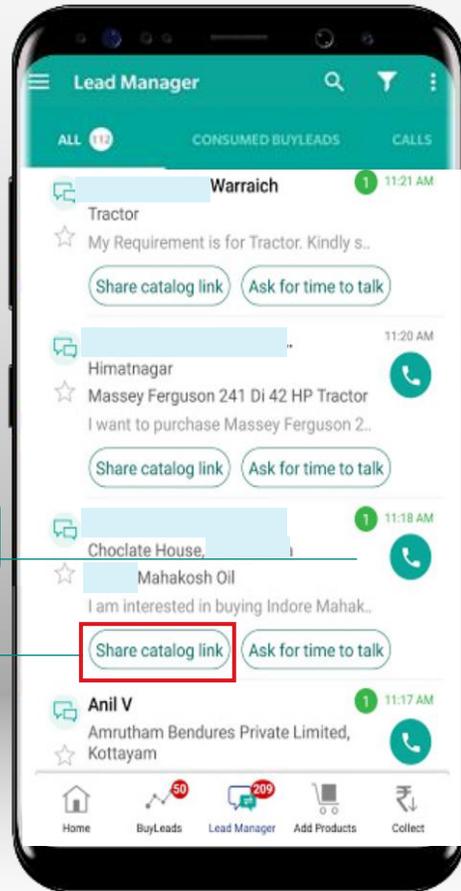


2-way Discovery Marketplace



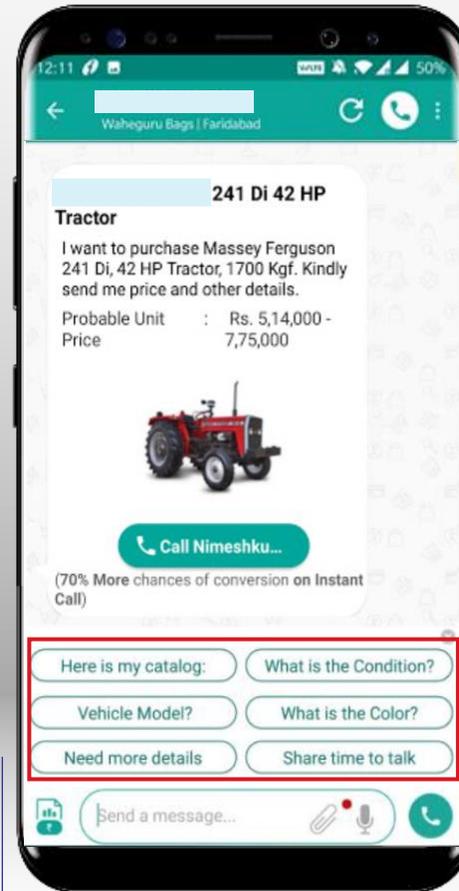
CRM – Lead Manager & Conversational Commerce

~125mn Replies* and Callbacks** during Q3 FY24

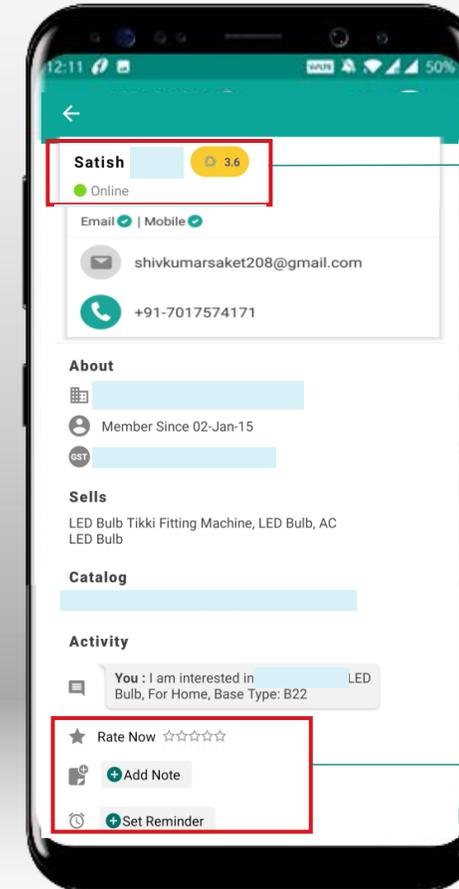


Direct Buyer Callback

Share Link



AI-based Smart Reply



Reviews & Ratings

Call Option & Alerts

Add Notes, Set Reminders

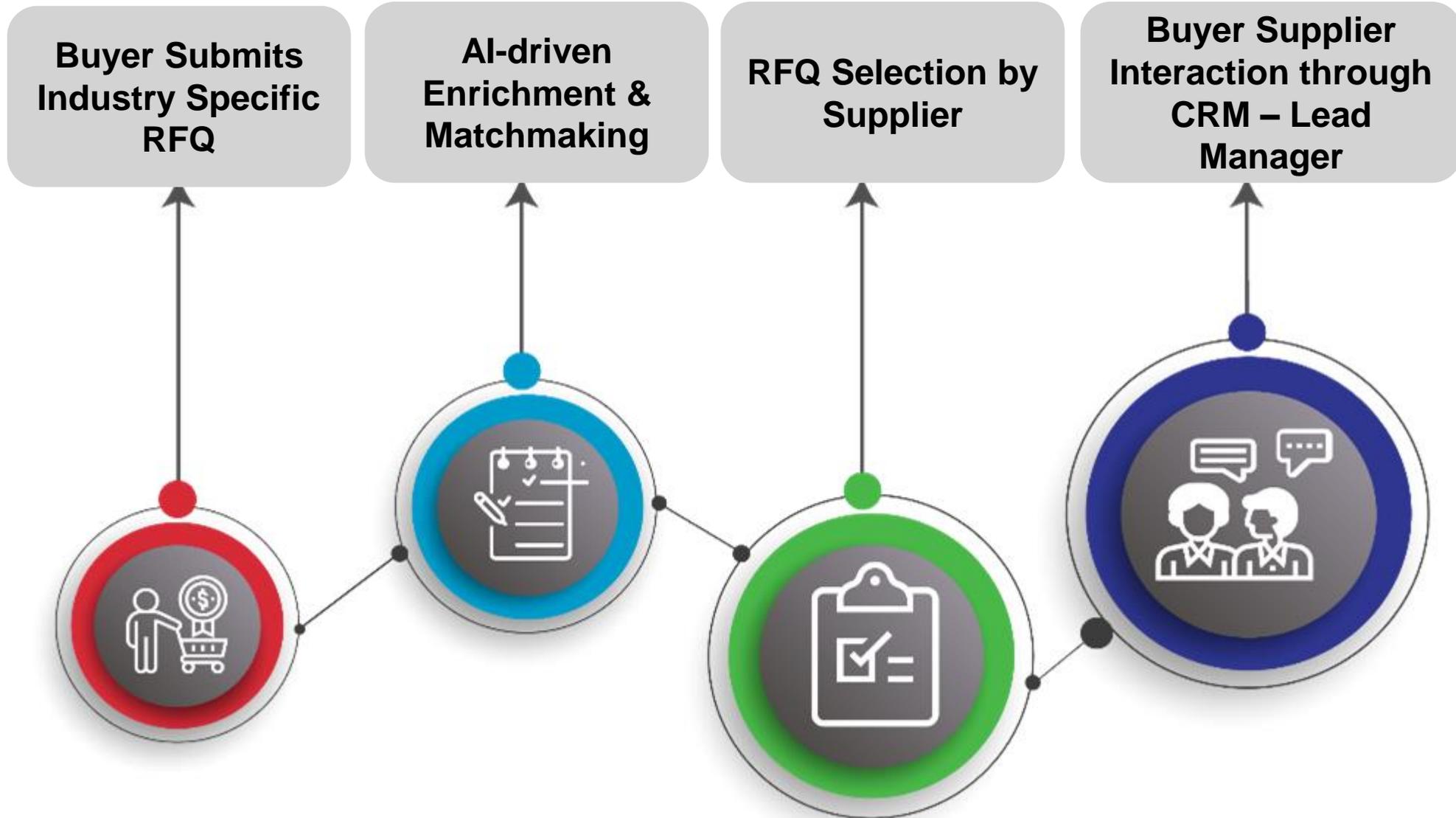


* Total Replies via desktop, Mobile site, Email and App

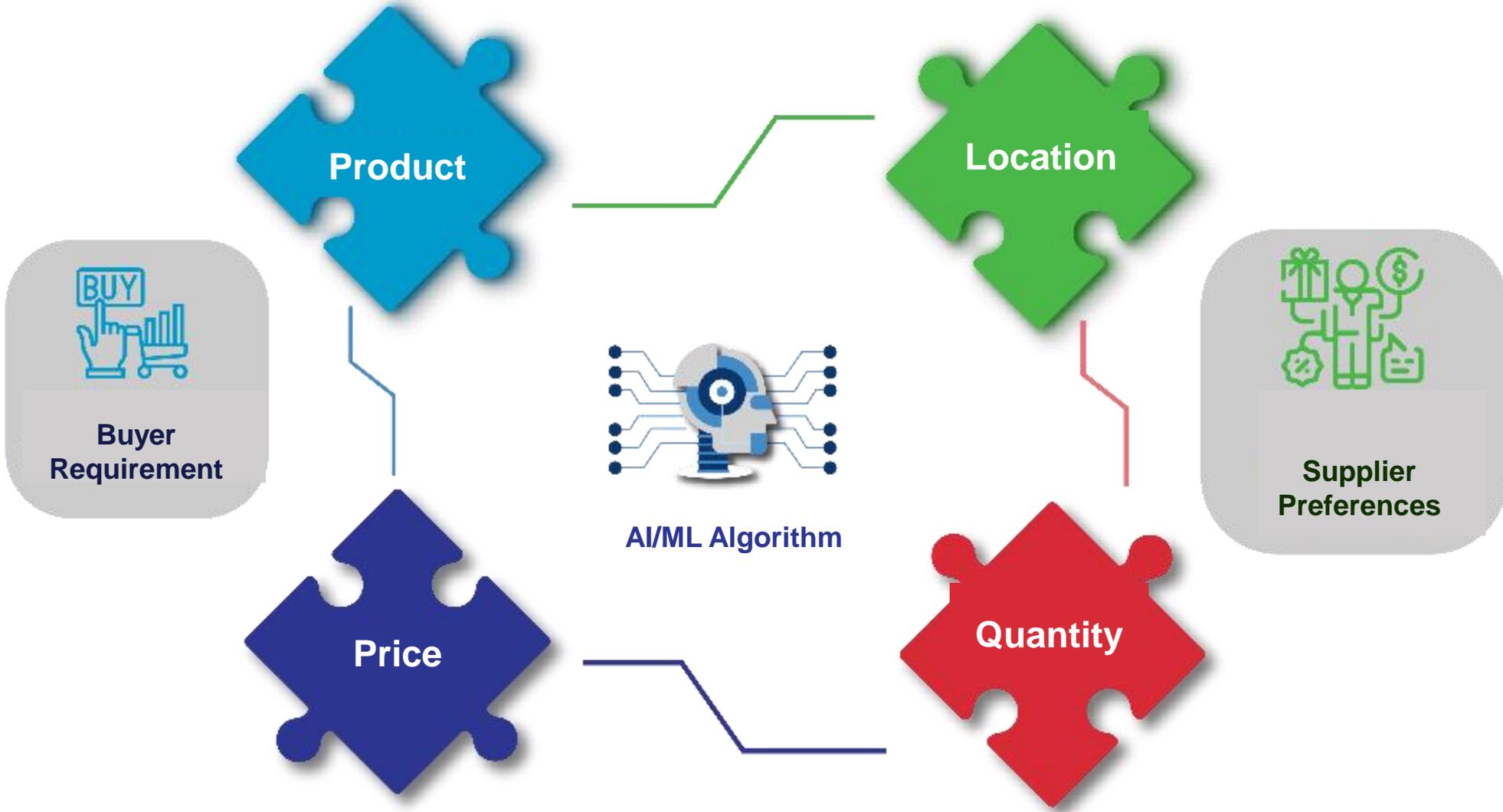
** Total Callbacks via Mobile site and App

IndiaMART InterMESH Ltd

How RFQ / BuyLead Works



Behavioral Data Driven Algorithmic Matchmaking



Key Competitive Strengths – Brand and Network Effect

- 23 Mn⁽¹⁾ Unique Business Enquiries
- ~125Mn⁽¹⁾ replies & callbacks
- Call Responsiveness
- RFQ selection

- ~100% organic search
- 187 Mn Registered Buyers
- 53% repeat buyers⁽²⁾
- 38% suppliers are buyers
- 4.7 play store rating



- 7.8 Mn suppliers
- 212K paying subscription suppliers
- Widespread reach
- Multi-channel sales and service
- Review and ratings

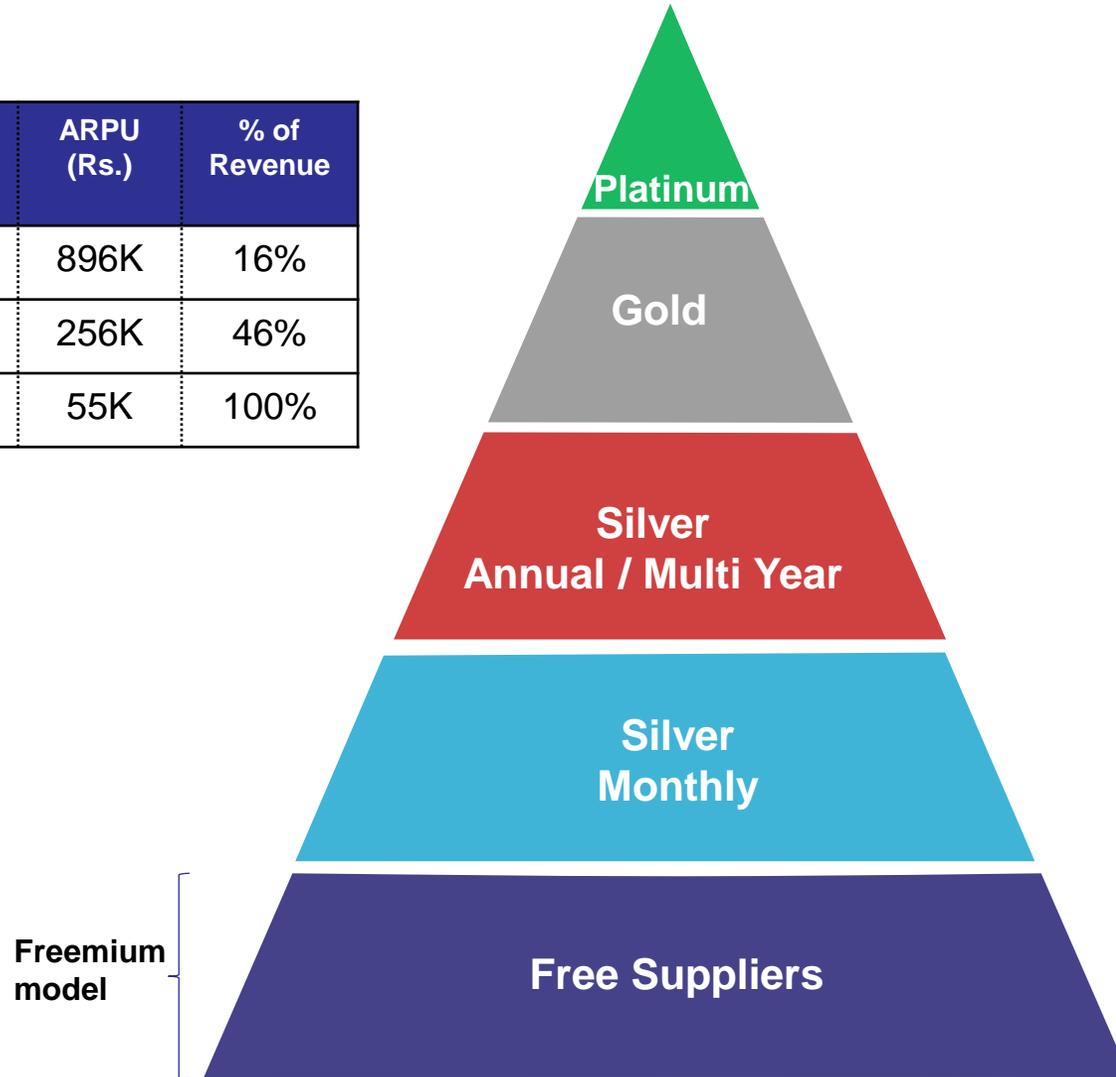
- 104 Mn listed products
- ~97K Categories
- Product specifications
- Pricing, photos & videos

Note: Figures as of Dec 31, 2023, Figures have been rounded off
(1) Figures for Q3 FY24
(2) Calculated for 90 days



ROI-driven, Subscription Based Revenue Model and RFQ Quota

Paying subscription suppliers	ARPU (Rs.)	% of Revenue
Top 1% ~2K	896K	16%
Top 10%~21K	256K	46%
212K	55K	100%



Key Offerings

- Web Storefront
- Cloud Telephony - PNS
- Priority Listing
- RFQ Selection Credits - BuyLead
- CRM - Lead Manager
- Online Payment
- Buyer Profile



*ARPU represents Revenue from operations for the current quarter divided by Paying subscription suppliers at period end and the same has been multiplied by 4 to represent annualised run-rate
 RFQ Quota:- Silver Monthly: Daily - 1 Weekly - 7; Silver Annual/MYR: Daily - 1 Weekly - 10; Gold: Daily - 2 Weekly - 20 to 30; Platinum: Daily - 2 to 4 Weekly - 30 to 100

Enterprise Solutions – Partnering Across a Wide Spectrum



Home

About Us

Solutions ▾

Case Studies ▾

Industries ▾

Contact Us

BUILDING & CONSTRUCTION

CONSTRUCTION INDUSTRY GROWING BIG DIGITALLY WITH INDIAMART

Know more



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.

IndiaMART InterMESH Ltd

Journey Towards Commerce and Business Enablement

Enablement of Commerce

Discovery

Products Specifications & Prices

Photos / Videos

Reviews & Ratings

Conversation

Buyer & Supplier Negotiations

Customer History & Reminder

Quotations & Invoicing

Commerce

Payments

Logistics / Tracking

Transaction Financing

Enablement of Business



Accounting /
Invoicing



Inventory
Management



Distributor
Management



Payroll



Order
Management



Receivables
Management



Procurement
Management



Tax
Compliance



Accounting – Strategic Fit for IndiaMART

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

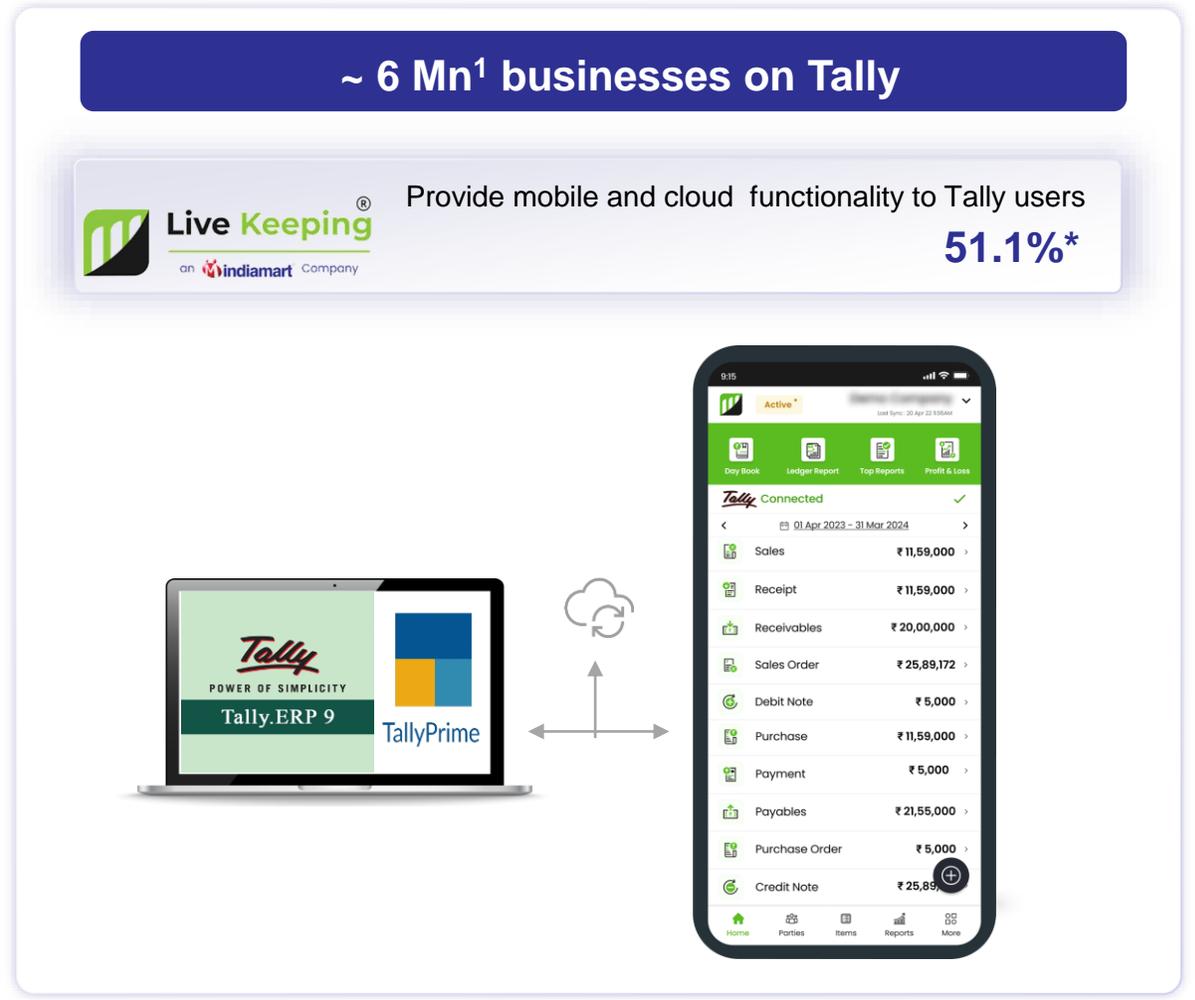
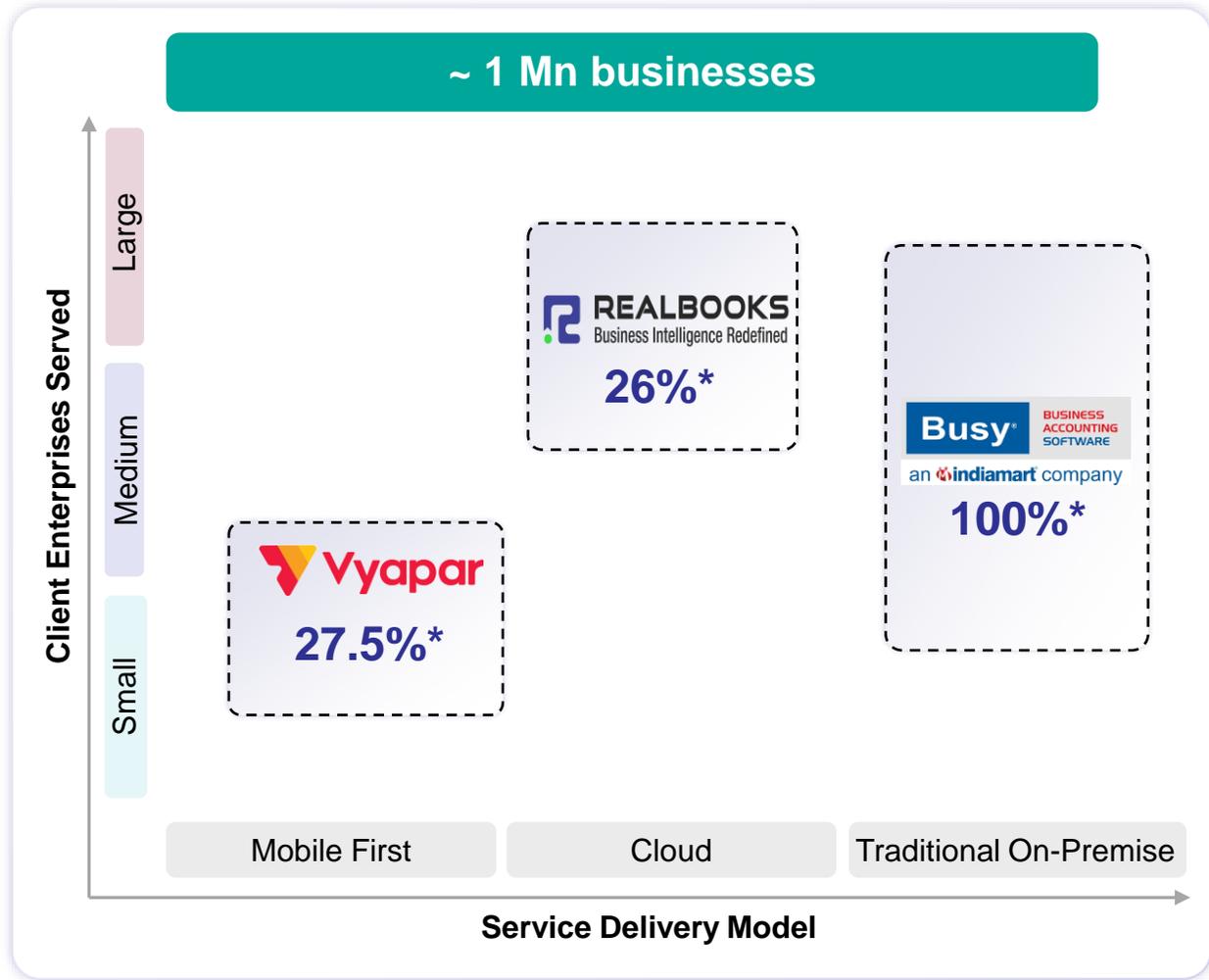
~ Rs. 650 crores invested in Accounting space



■ Represents opportunities available for IndiaMART



Investments in Accounting



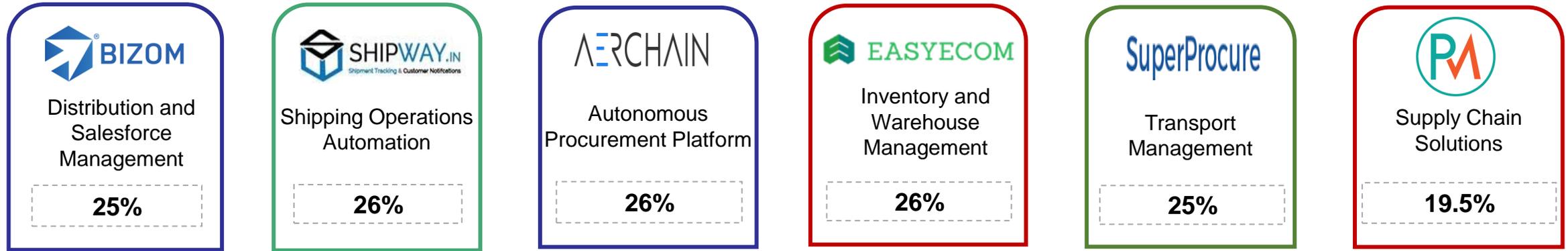
Source 1: Media reports

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.

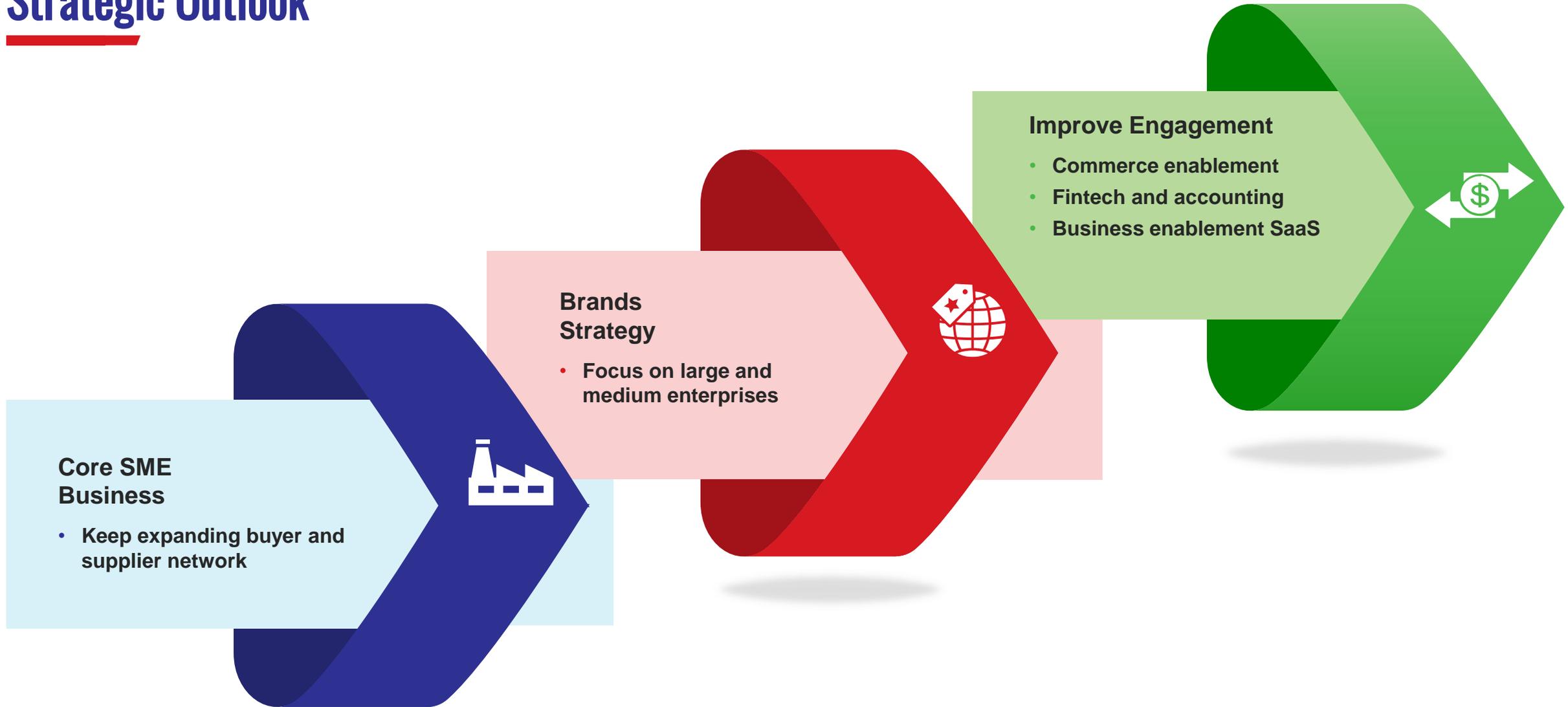
*IndiaMART's holding

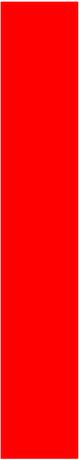


Other Strategic Investments



Strategic Outlook





Appendix





Solar Street Light

Operational Performance (Standalone)



Operational Metrics

(Figures in Millions, unless otherwise mentioned)

Q2FY24	Q3FY24	YoY	Particulars	FY16	FY17	FY18	FY19	FY20	FY21	FY22	FY23	CAGR
288	272	9%	Traffic	262	326	553	723	748	960	1071	1021	21%
7.7	7.8	5%	Indian Supplier Storefront	2.3	3.2	4.7	5.5	6.0	6.5	7.1	7.5	18%
210	212	9%	Paying Subscription Suppliers*	72	96	108	130	147	152	169	203	16%
102	104	16%	Live Product Listings	25	33	50	61	67	72	83	95	21%
182	187	13%	Registered Buyers	27	39	60	83	102	125	149	170	30%
24	23	4%	Unique Business Enquiries	23	31	53	73	74	96	97	88	21%
137	127	7%	Business Enquiries Delivered	115	157	290	449	464	610	550	479	23%
53.5	55.1	11%	ARPU*	32.9	32.1	37.2	38.4	42.3	43.6	44.3	46.3	5%
5,066	5,186	18%	Employees (Nos)	3249	2713	2,539	2,915	3,150	2,701	3,672	4,583	5%

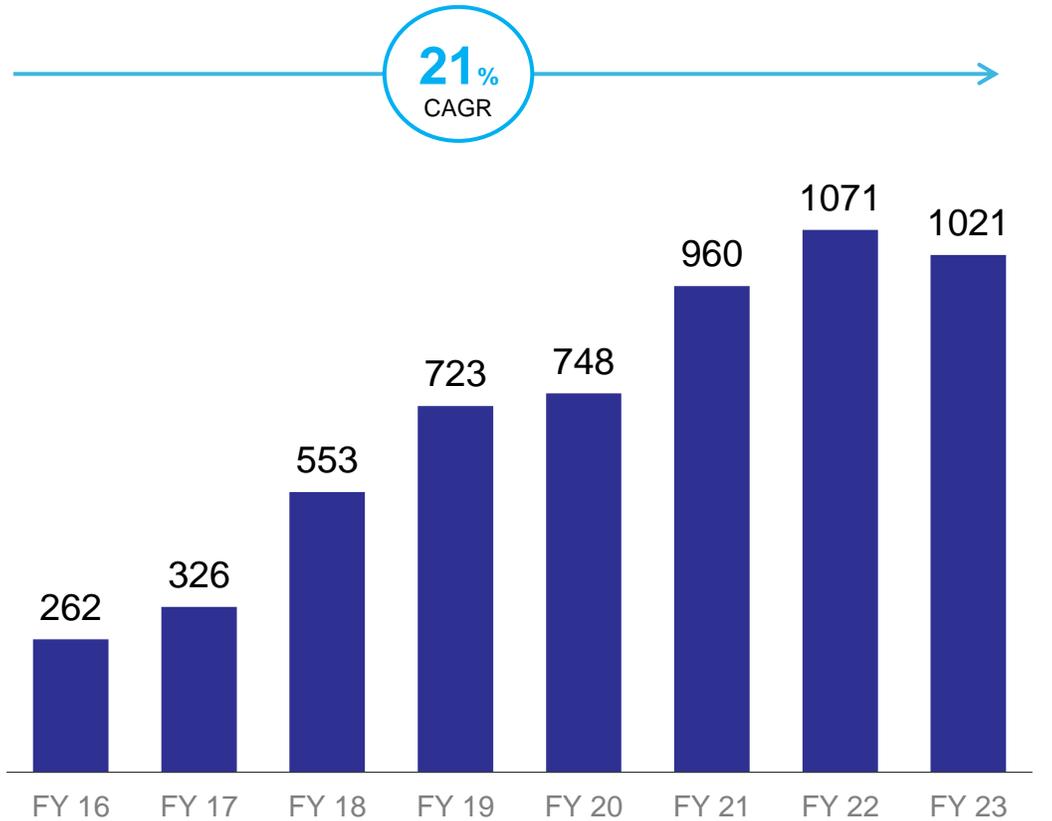


* Figures in Thousands

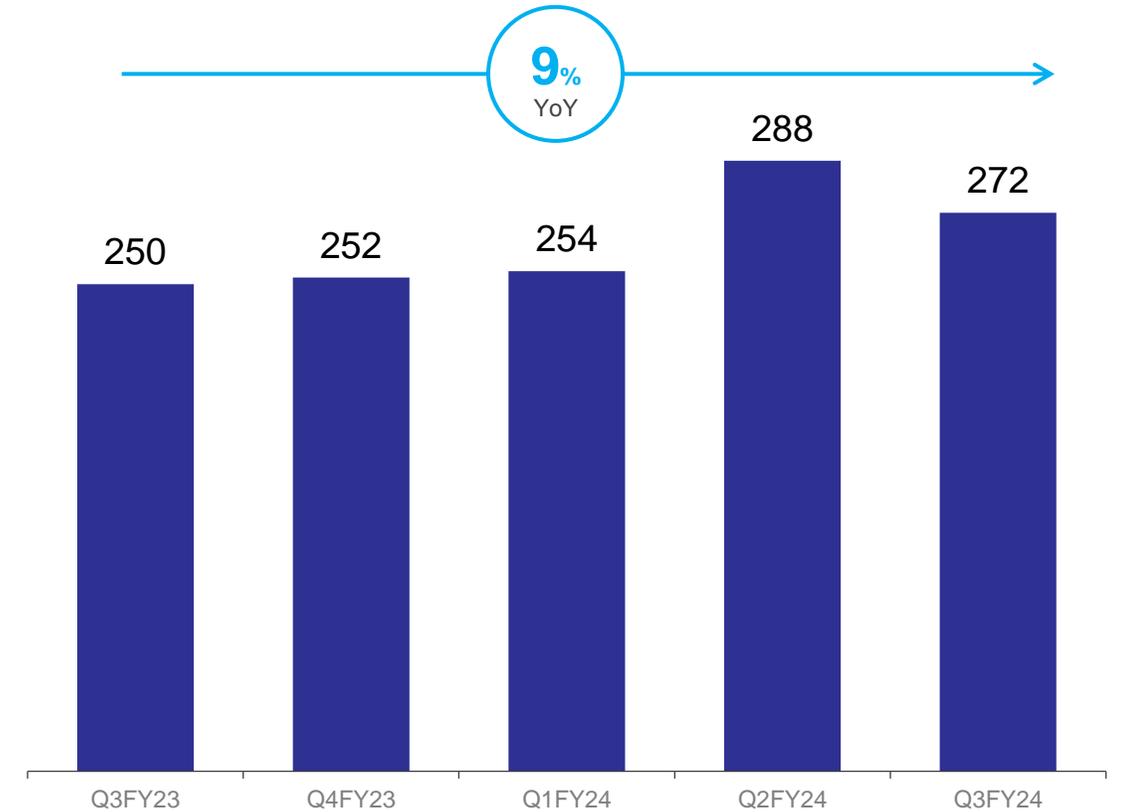
Traffic

(Figures in Millions)

Yearly trends



Quarterly trends



~75% of traffic is through mobile

Note:

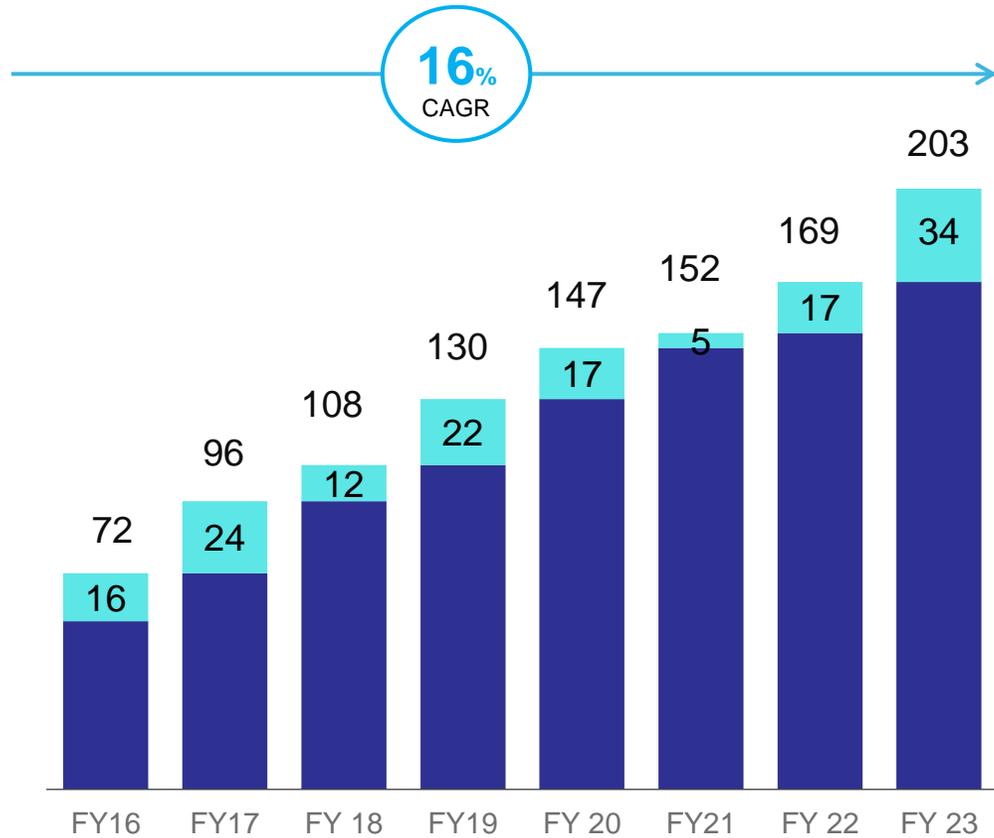
- 1) Traffic is defined as the number of visits on the desktop website, mobile website and mobile app of the company
- 2) Figures have been rounded off



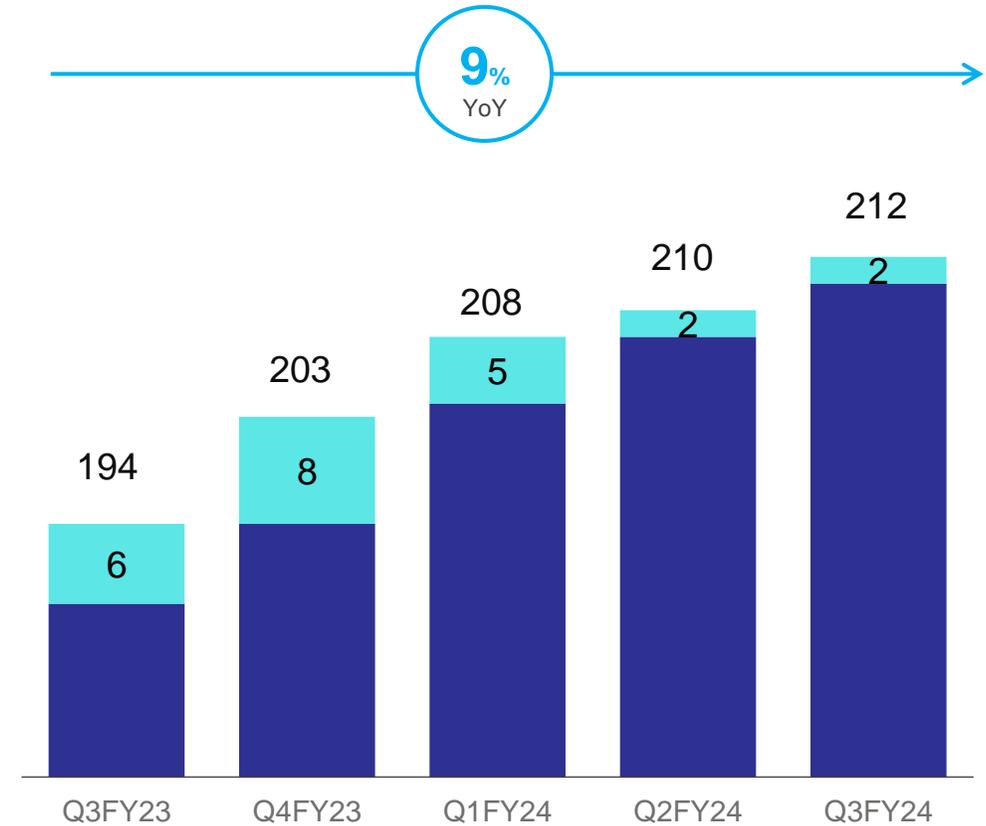
Paying Subscription Suppliers

(Figures in Thousands)

Yearly trends



Quarterly trends



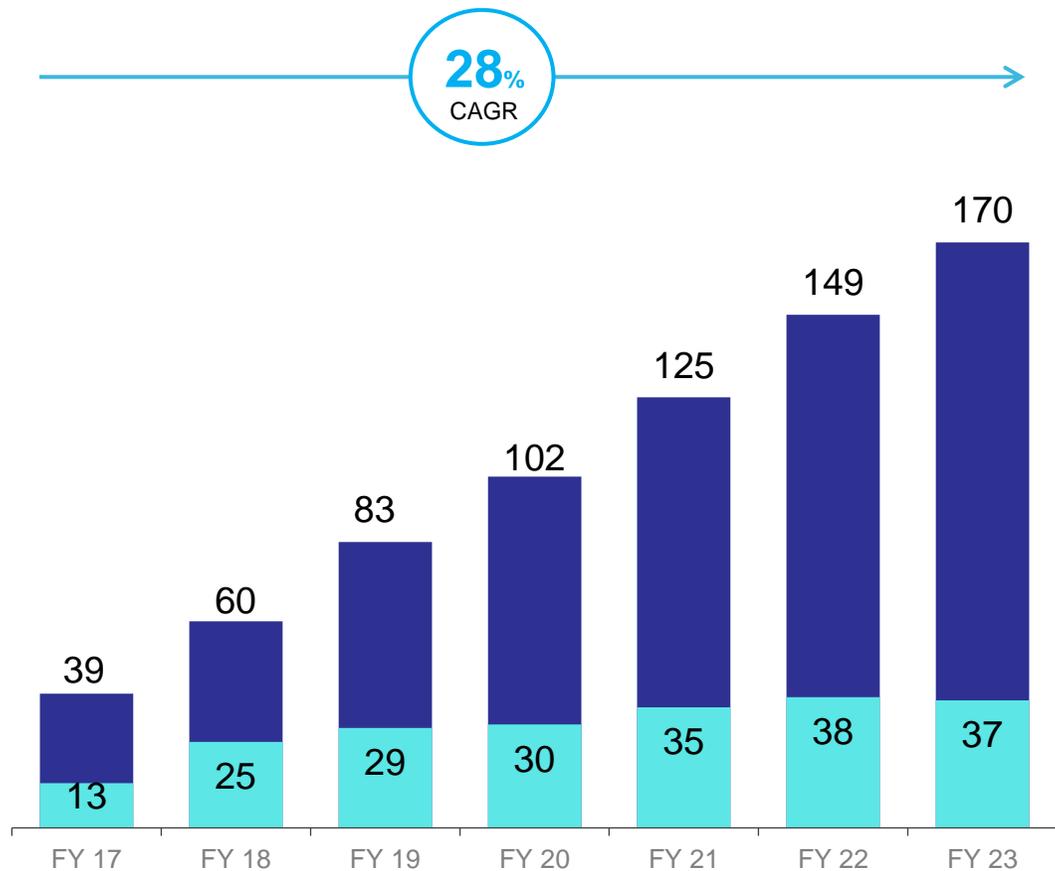
Net Additions



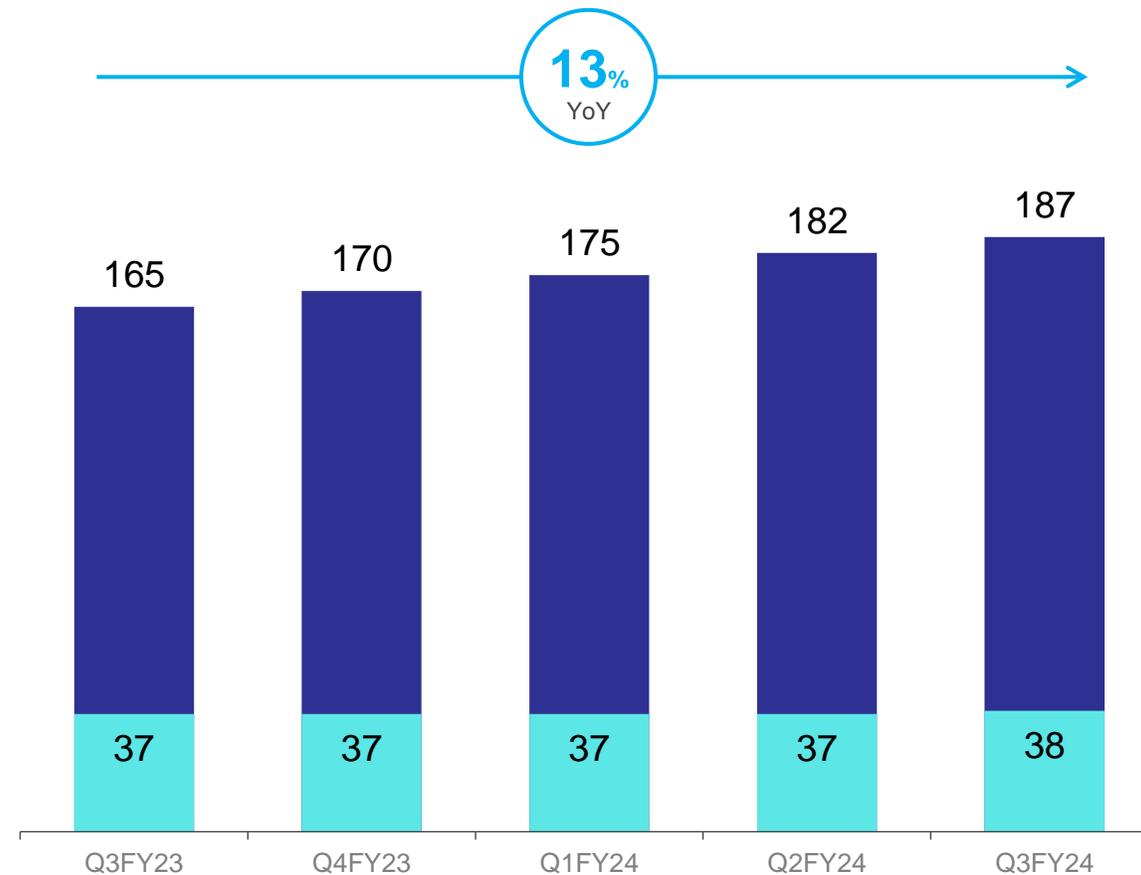
Registered Buyers

(Figures in Millions)

Yearly trends



Quarterly trends



Note:

- 1) Active buyers indicate buyers who have submitted enquiries during the last 12 months
- 2) Figures have been rounded off

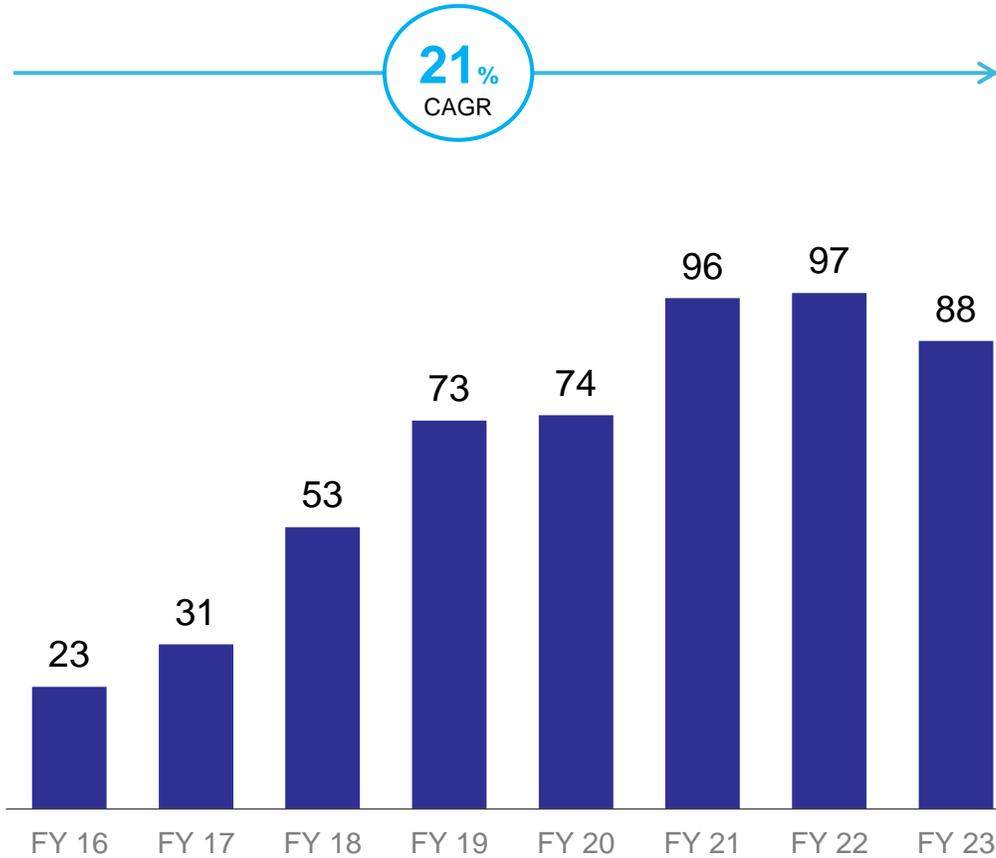
 Last 12 months active buyers



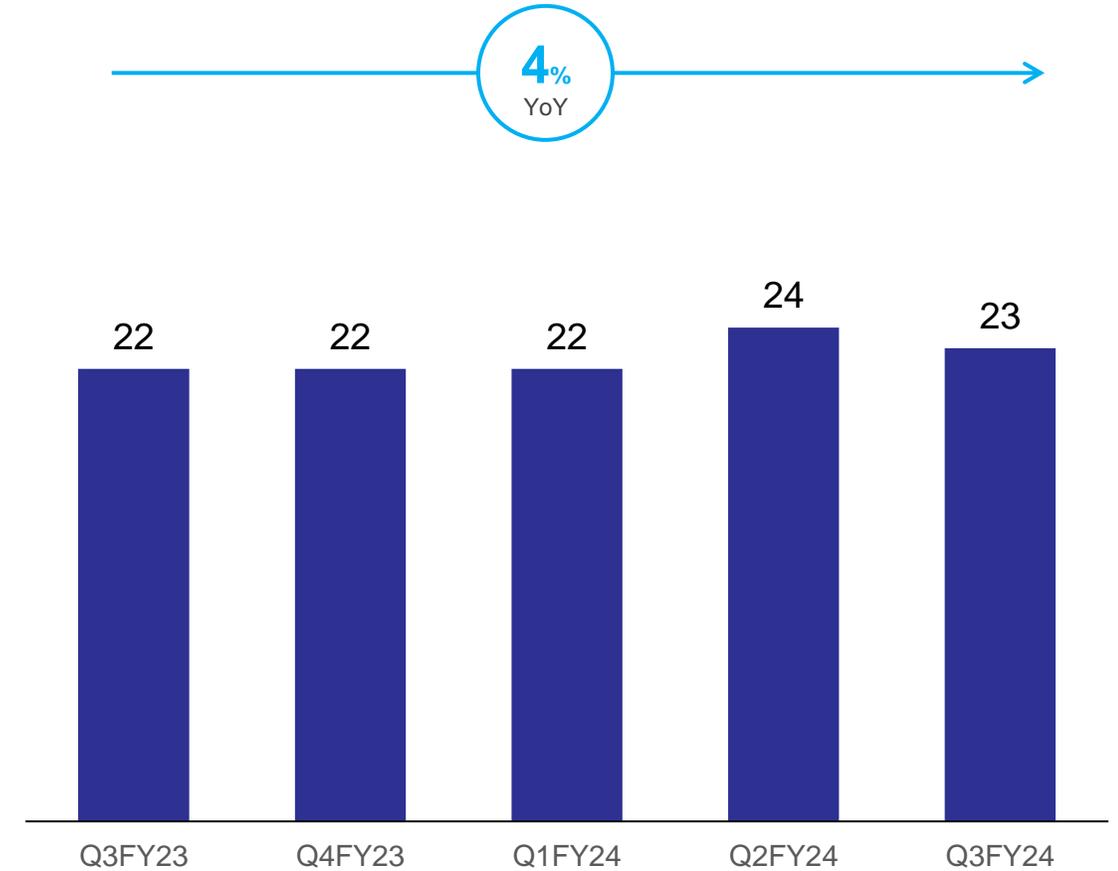
Unique Business Enquiries

(Figures in Millions)

Yearly trends



Quarterly trends



Note:

- 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 and Yearly trends, respectively
- 2) Figures have been rounded off



Annualised Revenue Per Paying Subscriber

(₹ and figures in '000s)

Yearly trends



Quarterly trends



Note:

- 1) Represents Revenue from operations for the period divided by Paying subscription suppliers at period end for the purposes of Quarter, the same has been multiplied by 4 to represent annualised run-rate
- 2) Figures have been rounded off



Nationwide Sales and Service Coverage



Strong presence across the length and breadth of the country



Reach to 1,000+ cities



Field, Tele and Online Sales



4000+ Inhouse Sales Supervision & Client Servicing team (Renewal & Upsell)



~150 Channel Sales Partner Locations

Note: Figures as of Dec 31st, 2023



Note: Map not to scale

IndiaMART InterMESH Ltd



Agricultural Machinery

Financial Performance Consolidated Section



Financial Performance – Consolidated

(₹ in Crores)

Q2FY24	Q3FY24	YoY	Financial Metrics	FY19	FY20	FY21	FY22	FY23	CAGR
295	305	21%	Revenue from Operations	507	639	670	753	985	18%
35	42		Other Income	41	69	87	112	181	
329	347	(2%)	Total Income	548	707	756	866	1,166	21%
132	138	28%	Manpower Cost	230	267	205	268	425	17%
37	36		Outsourced Sales Cost	58	72	52	74	131	
45	45		Other Operating Expense	138	131	84	104	162	
215	220	21%	Total Expenses	425	470	341	446	718	14%
80	86	22%	EBITDA	82	169	328	308	268	34%
<i>27%</i>	<i>28%</i>		<i>EBITDA Margin(%)</i>	<i>16%</i>	<i>26%</i>	<i>49%</i>	<i>41%</i>	<i>27%</i>	
34	38		Others ¹	103	88	132	110	127	
80	89	(27%)	Adjusted Net Profit	20	149	282	310	322	100%
11	7		Loss/(income) – Associates	-	2	3	12	38	
69	82	(27%)	Net Profit	20	147	280	298	284	94%
<i>21%</i>	<i>24%</i>		<i>Net Profit Margin(%)</i>	<i>4%</i>	<i>21%</i>	<i>37%</i>	<i>34%</i>	<i>24%</i>	
11.4	13.7	(26%)	EPS² (Rs.)	3.9	25.6	48.1	48.9	46.5	86%
102	106	(7%)	Cash flow from operations	255	261	323	402	476	17%
337	332	17%	Collections from Customers	671	738	711	934	1,219	16%

1. Others include – Taxes, Depreciation, Amortization, Finance Cost, exceptional Item and Net Loss on Financial Liability at FVTPL

2. EPS has been adjusted in all years and quarters to give effect of bonus issuance in Q1FY24



Balance Sheet - Consolidated

(₹ in Crores)

Q2 FY24	Q3 FY24	As at end of	FY18	FY19	FY20	FY21	FY22	FY23
		Assets						
51	54	Fixed Assets (incl. intangible assets)	7	9	5	3	3	58
454	454	Goodwill*	-	-	-	-	-	454
43	38	Right-of-use assets	-	-	80	63	53	41
37	41	Other assets**	146	126	77	44	52	44
1,910	2,039	Cash, bank & current investments	388	685	931	2,365	2,419	2,336
505	506	Investment in associates & others	-	-	30	37	421	512
3,000	3,131	Total	543	821	1,123	2,512	2,949	3,445
		Liabilities						
1,545	1,632	Capital (incl. reserves)	(321)	160	275	1,611	1,874	2,059
1,244	1,270	Deferred revenue & customer advances	424	586	685	726	907	1,162
73	89	Provisions & payables	53	60	73	67	66	78
20	23	Statutory liabilities	14	14	12	22	29	37
30	33	Deferred tax & current tax liabilities (net)	-	-	-	21	16	24
48	43	Lease liabilities	-	-	77	63	56	46
41	41	Other financial liabilities	0.3	0.6	2	0.5	1	39
3,000	3,131	Total	543	821	1,123	2,512	2,949	3,445

Note:

- 1) Above figures have been calculated by dividing financials (in mn) by 10; Figures have been rounded off
- 2) *On account of acquisition through business combination which includes Rs. 414cr of Busy Infotech and Rs. 42cr of Livekeeping Technologies
- 3) ** includes inventory and deferred tax asset



Cash Generation and Utilization

Particulars	FY19	FY20	FY21	FY22	FY23	9M FY24
Opening Cash and Treasury Investments	388	685	931	2,365	2,419	2,335
Cash flow from operating activities	255	261	323	402	476	299
Cash flow from investing activities⁶	5	(6)	14	(273)	(331)	16
(i) Non-Operating Income ²	17	25	21	127	237	53
(ii) Capital expenditure ¹	(12)	-	3	(4)	(16)	(12)
(iii) Strategic Investments	-	(31)	(10)	(395)	(552)	(25)
Cash Flow from Financing Activities	14	(51)	1,038	(58)	(143)	(691)
(i) Proceeds from issue of shares ³	14	2	1,052	-	-	-
(ii) Other financing activities ⁴	-	(20)	(12)	(13)	(13)	(10)
(iii) Capital distributed to Shareholders ⁵	-	(33)	(1)	(46)	(130)	(681)
Change in Fair Value Gain on Treasury Investments	23	42	60	(18)	(85)	80
Closing Cash and Treasury Investments	685	931	2,365	2,419	2,335	2,039

Note:

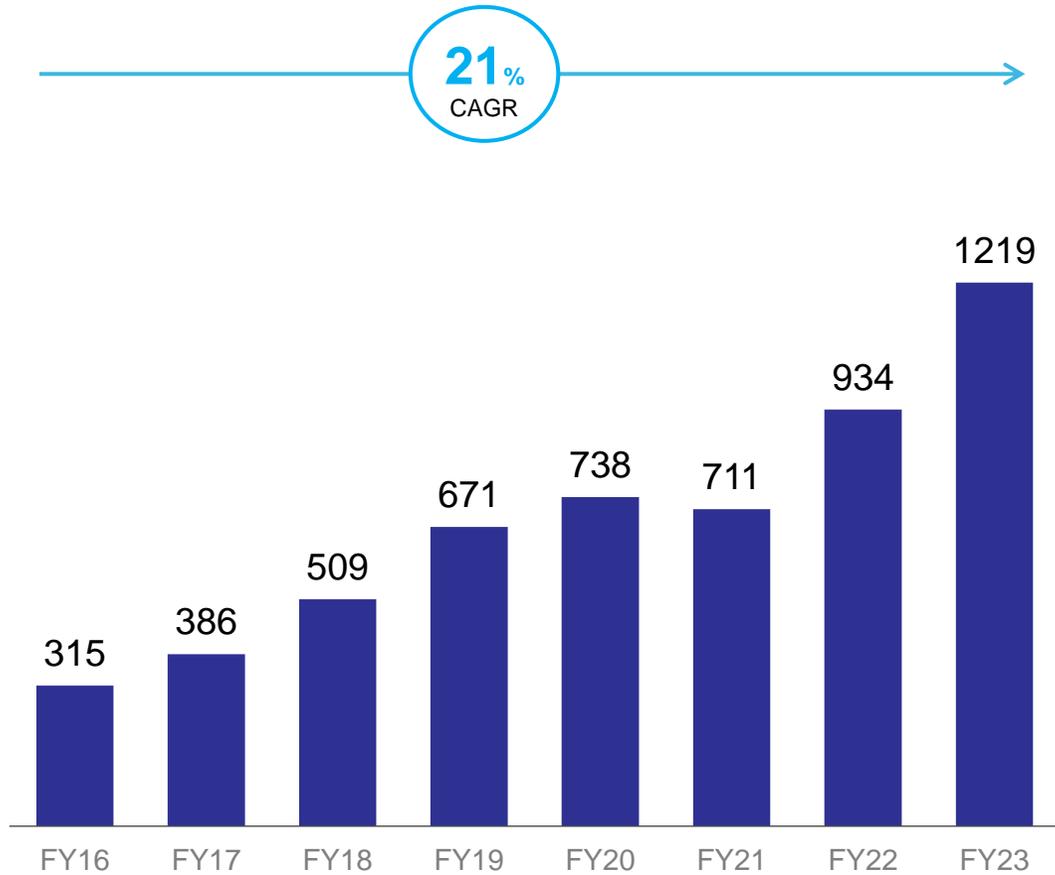
- 1) Includes purchase and sale of property, plant and equipment and other intangible assets and refundable security deposit for listing on stock exchange
- 2) Includes realized income from treasury investments and net investments in FDRs, Inter Corporate deposits and others
- 3) Includes proceeds issue of equity shares on exercise of ESOPs and qualified institutions placement
- 4) Includes cash flow from repayment of lease liability and interest expense
- 5) Includes dividend paid and buyback inclusive of tax
- 6) Adjusted for change in Investments, FDR, Inter corporate deposit and others during the period



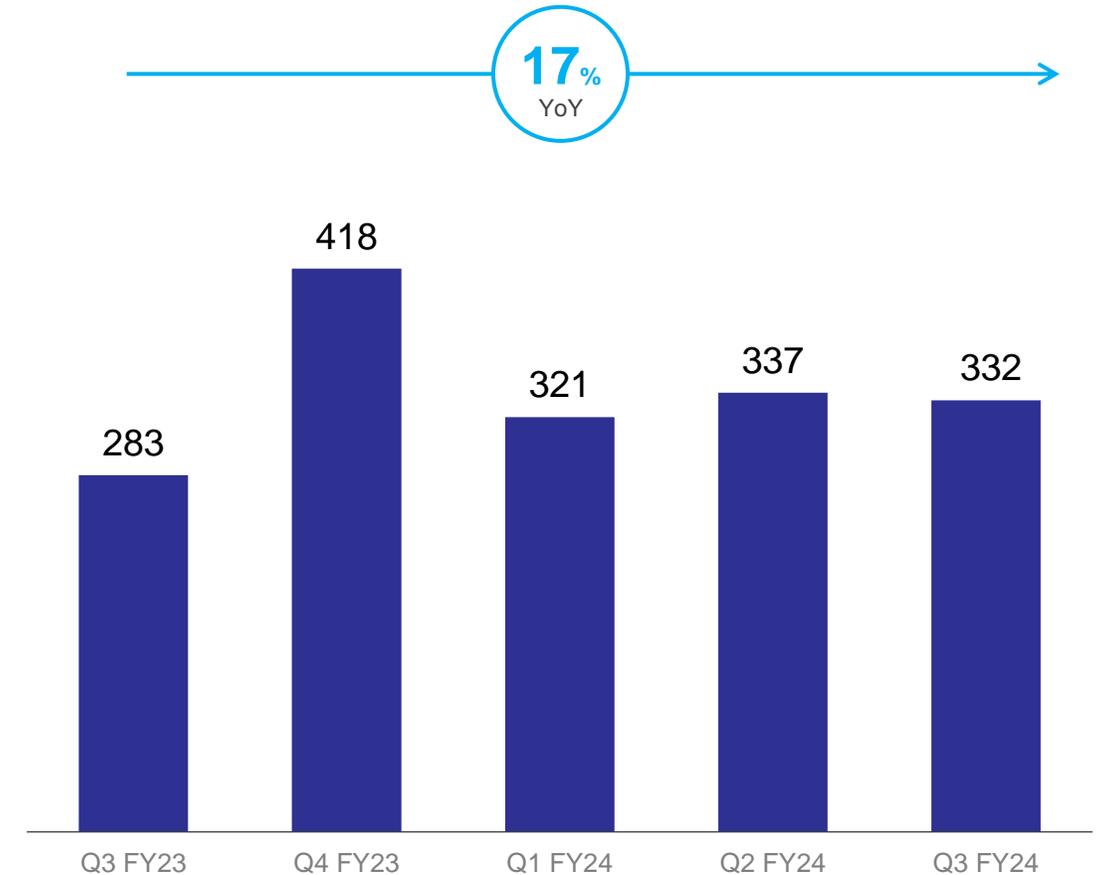
Collections from Customer - Consolidated

(₹ in crores)

Yearly trends



Quarterly trends

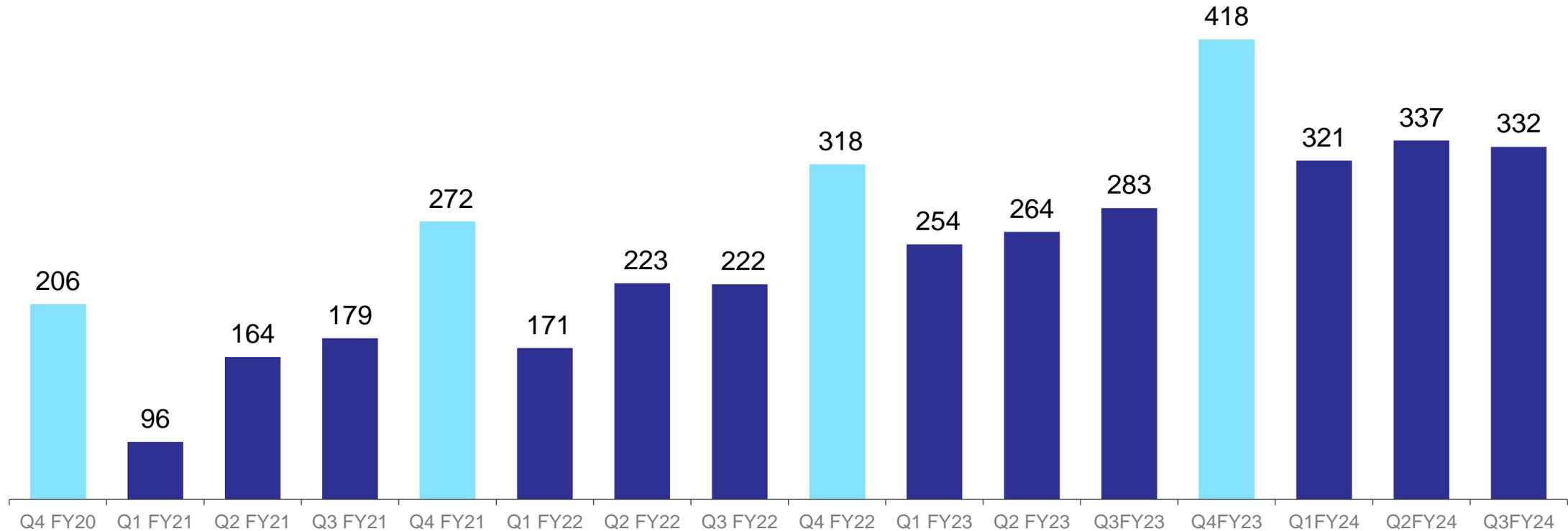


Note: Above figures have been calculated by dividing financials (in mn) by 10; Figures have been rounded off

Collections from Customer - Consolidated

(₹ in crores)

Quarterly trends



Note:

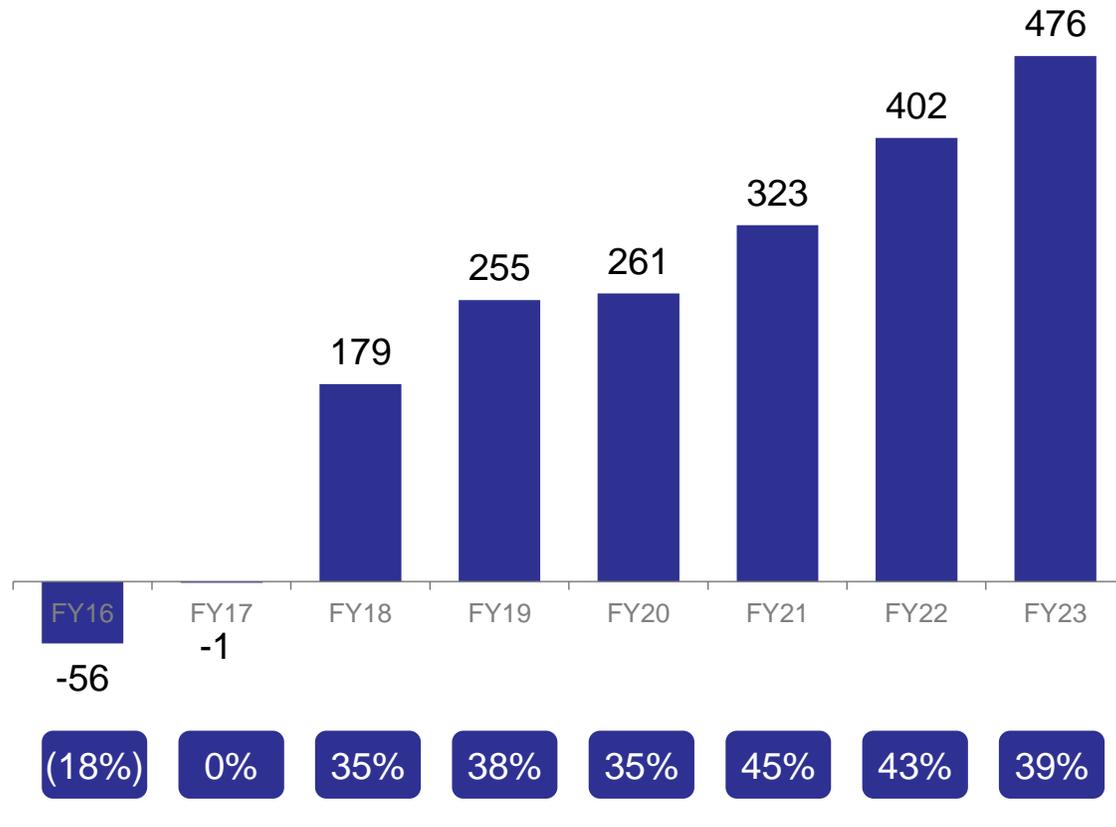
- 1) Above figures have been calculated by dividing financials (in mn) by 10; Figures have been rounded off
- 2) Fourth Quarter of the year has traditionally been the best quarter in terms of collections from customer for that financial year
- 3) Sharp decline in Collections from Customer during Q1FY21 and Q1FY22 is on account of disruptions caused by Covid-19 pandemic waves in India



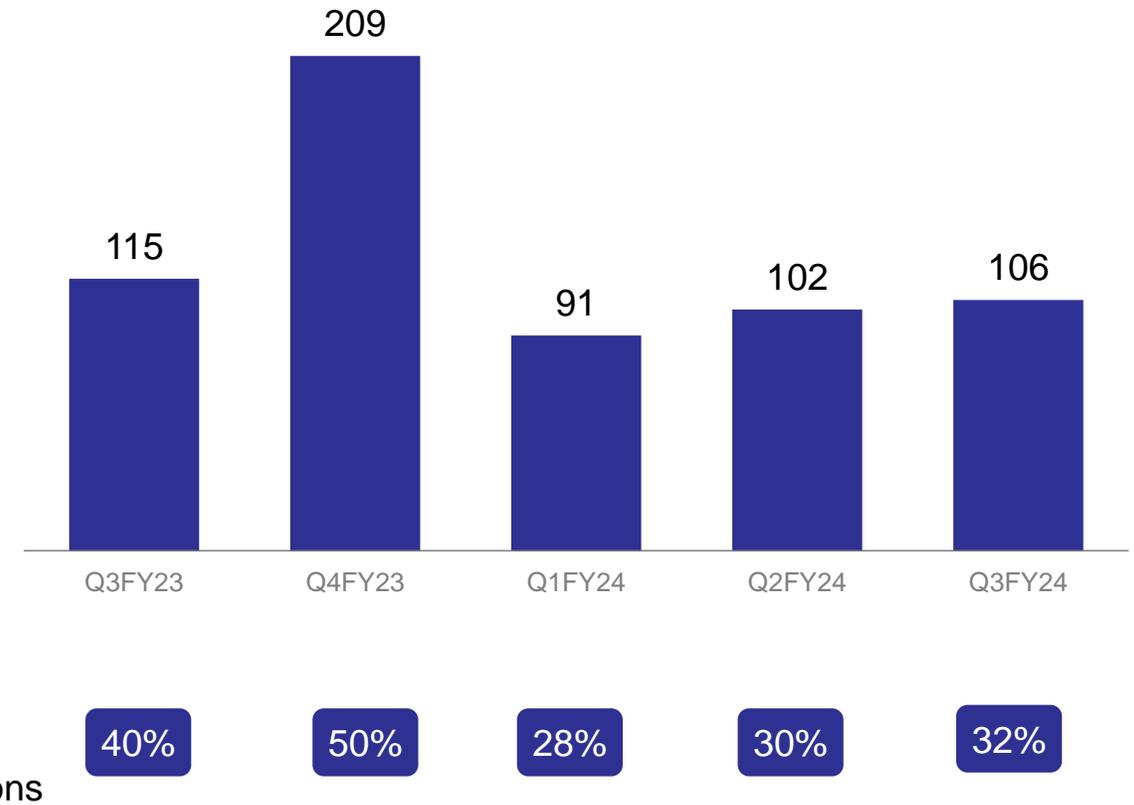
Cash Generated From Operating Activities - Consolidated

(₹ in Crores)

Yearly trends



Quarterly trends



Note:

- Above figures have been calculated by dividing financials (in mn) by 10; Figures have been rounded off
- Fourth Quarter of the financial year traditionally has high Cash generated from Operating activities due to seasonal impact of Collections from Customers

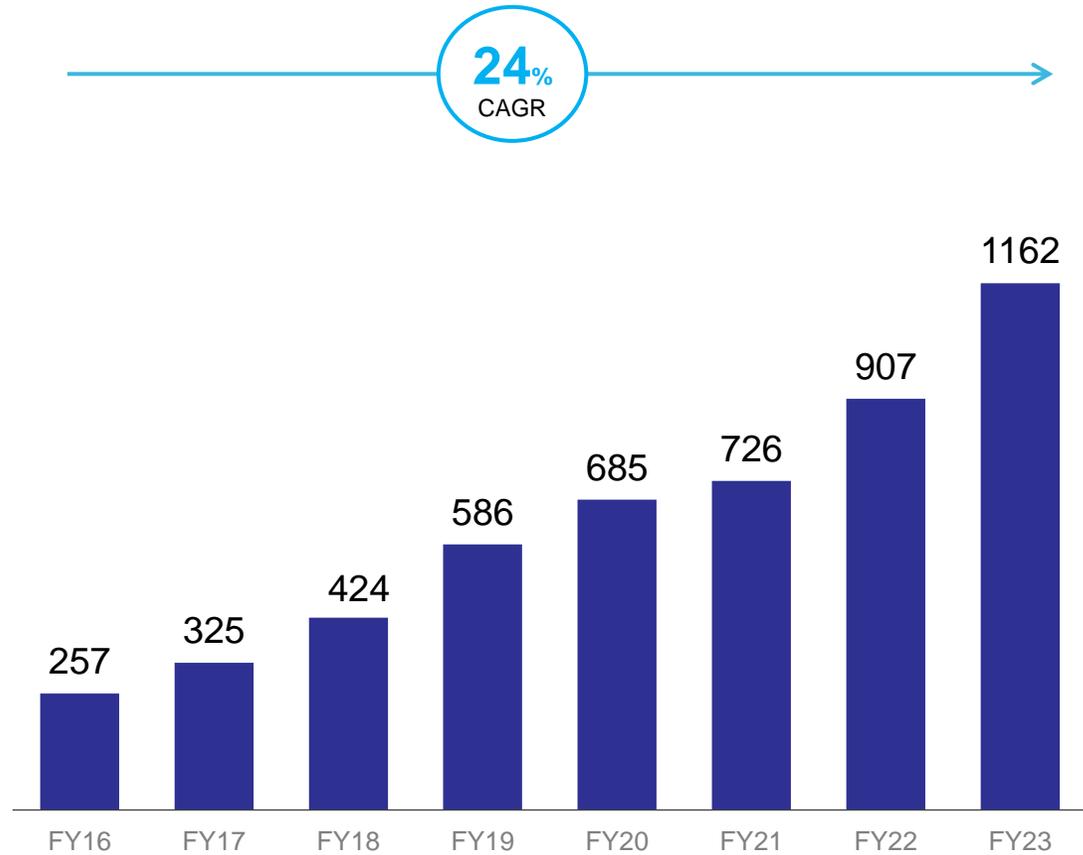


Deferred Revenue – Consolidated

(₹ in Crores)

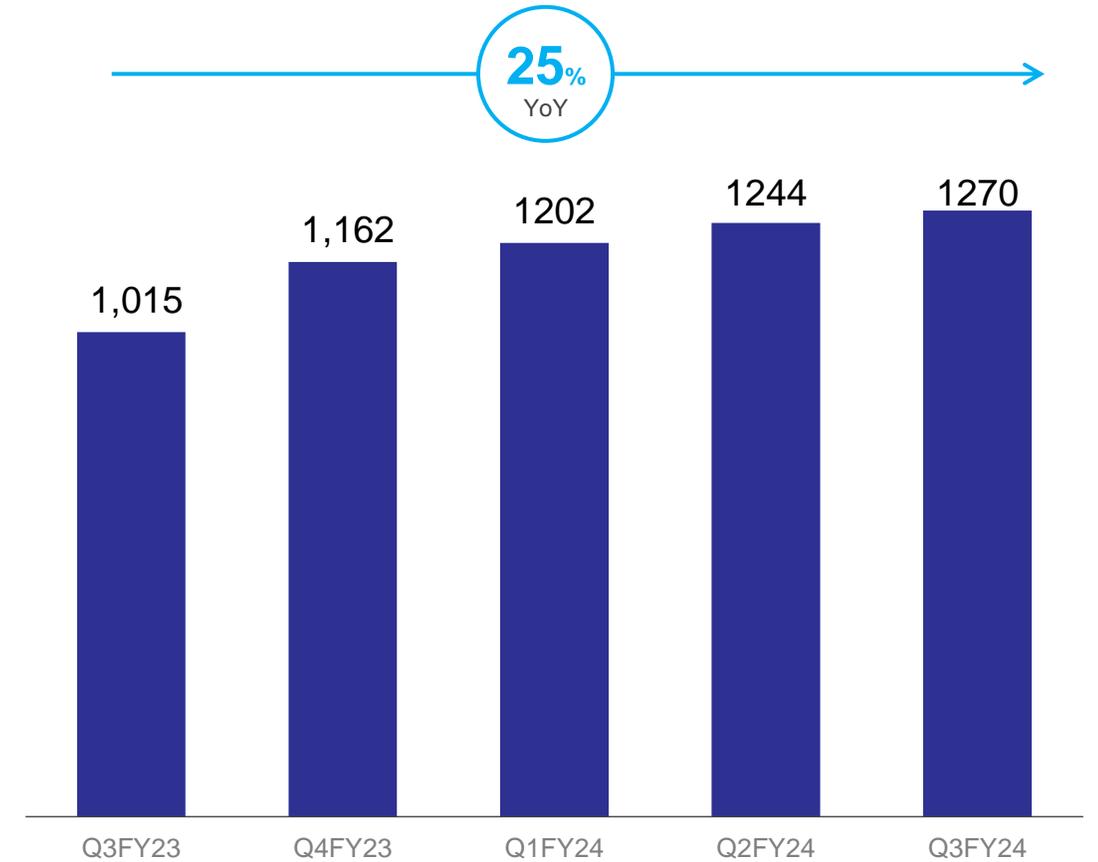
Yearly trends

24%
CAGR



Quarterly trends

25%
YoY



Note:

- 1) Above figures have been calculated by dividing financials (in mn) by 10; Figures have been rounded off
- 2) Deferred Revenue refers to contract liabilities in the financial statements, i.e., including advances from customers
- 3) Company has completed acquisition of Busy Infotech Pvt Ltd in FY 23. Accordingly, Deferred Revenue includes Busy Infotech from FY23 onwards

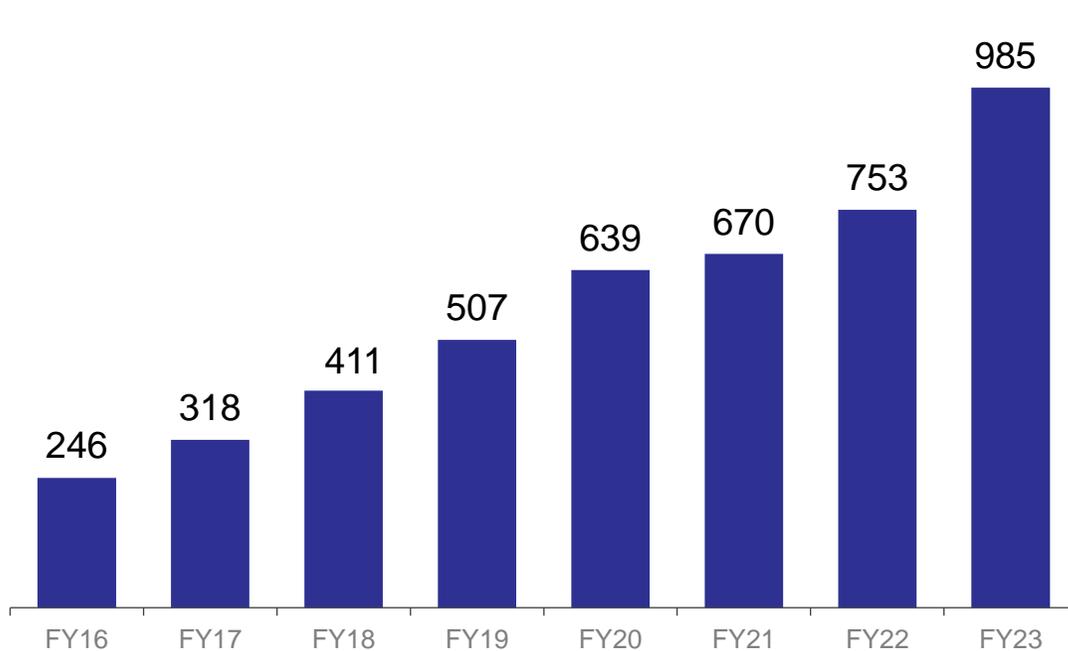


Revenue from Operations – Consolidated

(₹ in Crores)

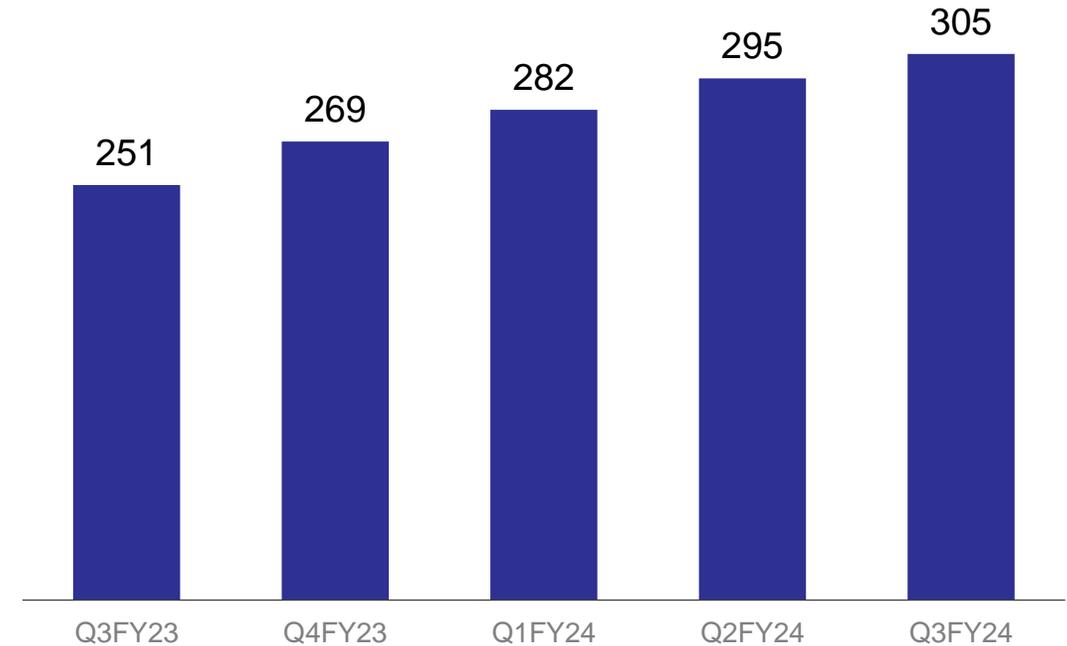
Yearly trends

22%
CAGR



Quarterly trends

21%
YoY



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

IndiaMART InterMESH Ltd

Revenue – Legal Entity View

(₹ in Crore)

Particulars	FY22	Q1 FY23	Q2 FY23	Q3 FY23	Q4 FY23	FY23	Q1FY24	Q2FY24	Q3FY24
IndiaMART InterMESH Ltd	751	213	229	240	256	939	268	281	291
Accounting Segment									
Busy Infotech Pvt Ltd	-	10.5	10.8	10.4	11.6	43.3	13.5	12.9	12.6
Livekeeping Technologies Pvt Ltd [^]	-	0.2	0.0	0.0	0	0.1	0.0	0.1	0.1
Others									
Pay With IndiaMART Pvt Ltd	2.6	0.7	0.7	0.7	0.8	2.9	0.9	1.0	1.1
Tolexo Online Pvt Ltd	0.9	0.3	0.3	0.2	0.3	1.1	0.3	0.3	0.2
	754	225	241	252	269	986	282	295	306
Inter Company Adjustments	(0.8)	(0.2)	(0.2)	(0.2)	(0.2)	(0.7)	(0.2)	(0.2)	(0.2)
Consolidated Revenue from Operations	753	225	241	251	269	985	282	295	305

~95% of revenue contributed by IndiaMART standalone business

Note:

- 1) Above figures have been calculated by dividing financials (in mn) by 10; Figures have been rounded off
- 2) [^] Formerly known as Finlite Technologies Pvt. Ltd.



EBITDA – Legal Entity View

(₹ in Crore)

Particulars	FY22	Q1 FY23	Q2 FY23	Q3 FY23	Q4 FY23	FY23	Q1FY24	Q2FY24	Q3FY24
IndiaMART InterMESH Ltd	312.1	59.8	65.2	69.8	66.8	261.6	75.8	80.6	87.0
Accounting Segment									
Busy Infotech Pvt Ltd	-	4.9	3.0	1.6	0.7	10.3	3.1	1.7	1.1
Livekeeping Technologies Pvt Ltd [^]	-	(0.5)	(1.0)	(1.2)	(1.6)	(4.3)	(2.0)	(2.7)	(3.0)
Others									
Pay With IndiaMART Pvt Ltd	0.3	0.1	0.1	0.1	0.1	0.3	0.1	0.1	0.1
Tolexo Online Pvt Ltd	(4.4)	(0.2)	(0.1)	(0.0)	0	(0.3)	0.1	0.1	0.1
Tradezeal	(0.1)	(0.0)	(0.0)	(0.0)	(0.0)	(0.0)	(0.0)	(0.0)	(0.0)
	307.9	64.2	67.0	70.3	66.1	267.7	77.2	79.9	85.4
Inter Company Adjustments	0.0	(0.0)	(0.0)	(0.0)	(0.1)	(0.2)	(0.2)	(0.1)	(0.3)
Consolidated EBITDA	307.8	64.2	67.2	70.3	66.2	267.9	77.4	80.0	85.7

~100% of Consolidated EBITDA contributed by IndiaMART standalone business

Note:

- 1) Above figures have been calculated by dividing financials (in mn) by 10; Figures have been rounded off
- 2) [^] Formerly known as Finlite Technologies Pvt. Ltd.





Financial Performance Standalone Basis

Solar Cameras



Financial Performance – Standalone

(₹ in Crores)

Q2FY24	Q3FY24	YoY	Financial Metrics	FY19	FY20	FY21	FY22	FY23	CAGR
281	291	21%	Revenue from Operations	497	624	665	751	939	17%
32	39		Other Income	36	68	85	108	113	
313	330	15%	Total Income	533	692	750	859	1,052	19%
124	129	27%	Manpower Cost	222	255	199	263	399	16%
36	35		Outsourced Sales Cost	58	72	52	74	130	
40	41		Other Operating Expense	138	124	81	102	148	
200	204	20%	Total Expenses	418	451	332	439	677	13%
81	87	25%	EBITDA	80	173	333	312	262	35%
29%	30%		<i>EBITDA Margin(%)</i>	<i>16%</i>	<i>28%</i>	<i>50%</i>	<i>42%</i>	<i>28%</i>	
6	6		Others ¹	69	31	23	17	29	
107	119	8%	Profit Before Tax	46	210	396	403	345	65%
24	28		Tax Expense	34	64	109	93	73	
83	92	12%	Net Profit	13	146	287	310	272	116%
26%	28%		<i>Net Profit Margin(%)</i>	<i>2%</i>	<i>21%</i>	<i>38%</i>	<i>36%</i>	<i>26%</i>	
13.6	15.3	15%	EPS² (Rs.)	2.4	25.4	49.3	50.9	44.6	107%
101	105	(7%)	Cash flow from Operations	259	264	326	407	464	16%
321	316	16%	Collections from Customers	661	722	707	932	1,167	15%

1. Others include – Depreciation, Amortization, Finance Cost, exceptional Item and Net Loss on Financial Liability at FVTPL

2. EPS has been adjusted in all years and quarters to give effect of bonus issuance in Q1FY24



Balance Sheet - Standalone

(₹ in Crores)

Q2FY24	Q3FY24	As at end of	FY18	FY19	FY20	FY21	FY22	FY23
		Assets						
11	17	Fixed Assets (incl. intangible assets)	7	8	5	3	3	12
43	38	Right-of-use assets	-	-	80	63	53	41
25	31	Other assets	144	123	73	41	49	33
1,766	1,890	Cash, bank & other investments	384	678	920	2,359	2,414	2,202
651	651	Investment in subsidiaries	-	-	-	9	86	651
435	443	Investment in associates & others	14	9	41	41	360	422
2,931	3,069	Total	550	819	1,119	2,516	2,965	3,361
		Liabilities						
1,576	1,673	Capital (incl. reserves)	(312)	161	274	1,617	1,892	2,064
1,205	1,229	Deferred revenue & Customer Advances	423	585	684	726	907	1,134
67	82	Provisions & payables	52	58	71	67	64	71
19	21	Statutory liabilities	13	14	11	22	29	35
9	13	Deferred tax & current tax liabilities (net)	-	-	-	21	16	4
48	43	Lease liabilities	-	-	77	63	56	46
7	7	Other financial liabilities	0.3	0.3	2	-	1	6
2,931	3,069	Total	550	819	1,119	2,516	2,965	3,361

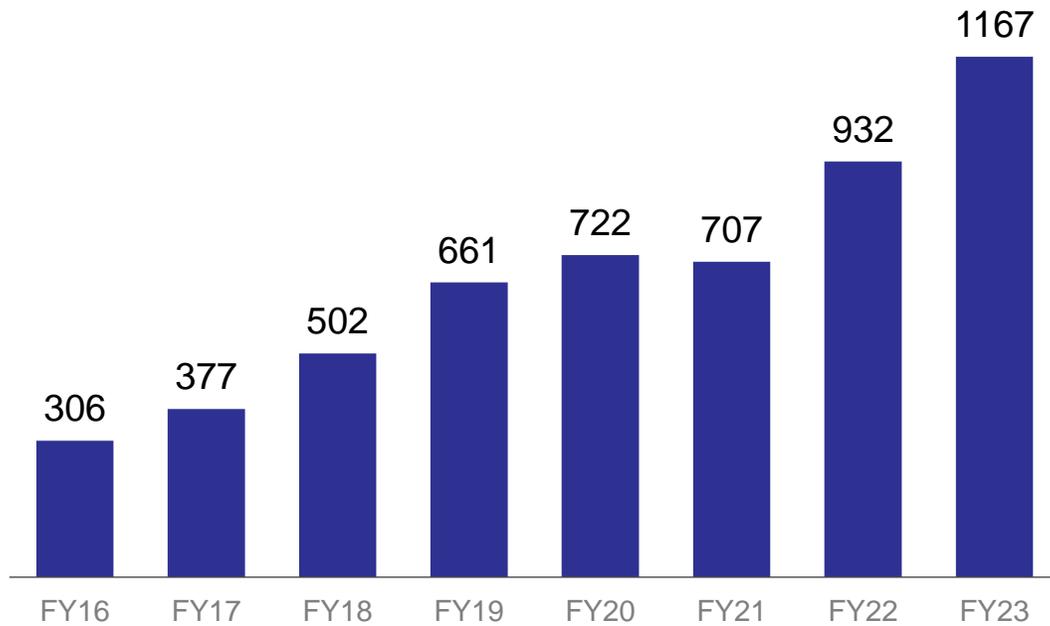


Note: Above figures have been calculated by dividing financials (in mn) by 10; Figures have been rounded off

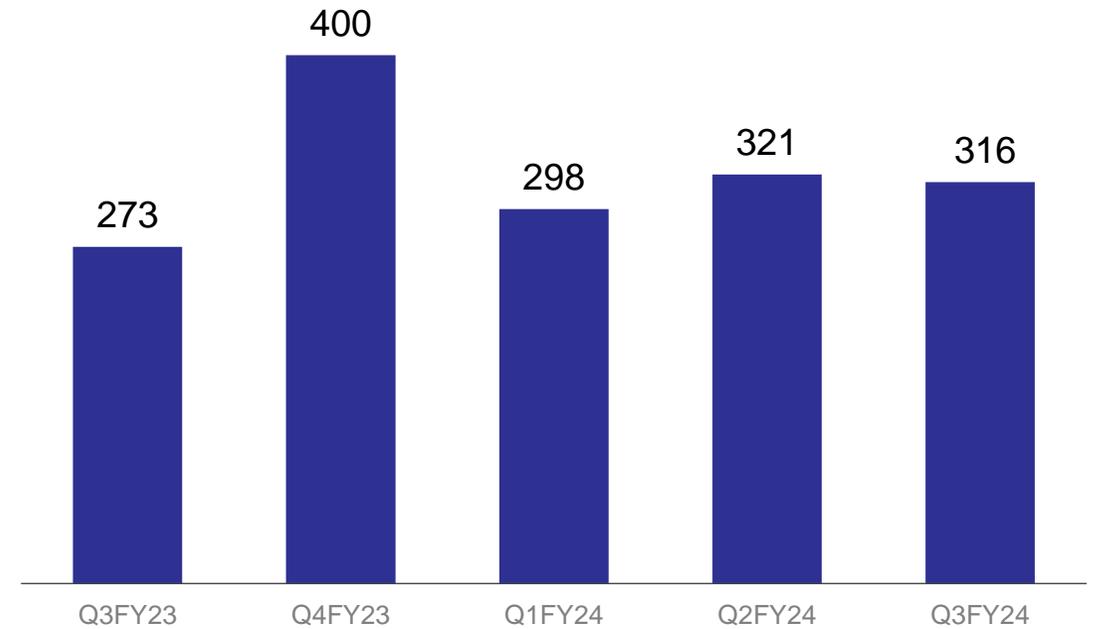
Collections from Customer – Standalone

(₹ in crores)

Yearly trends



Quarterly trends

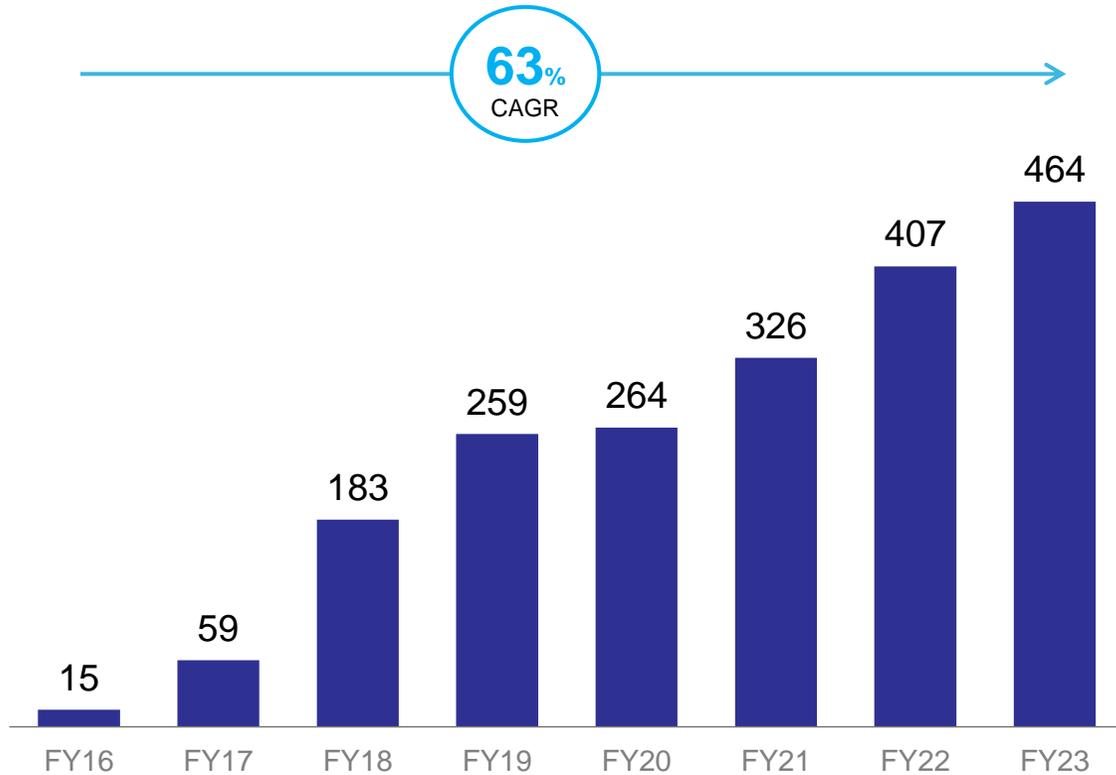


Note: Above figures have been calculated by dividing financials (in mn) by 10; Figures have been rounded off

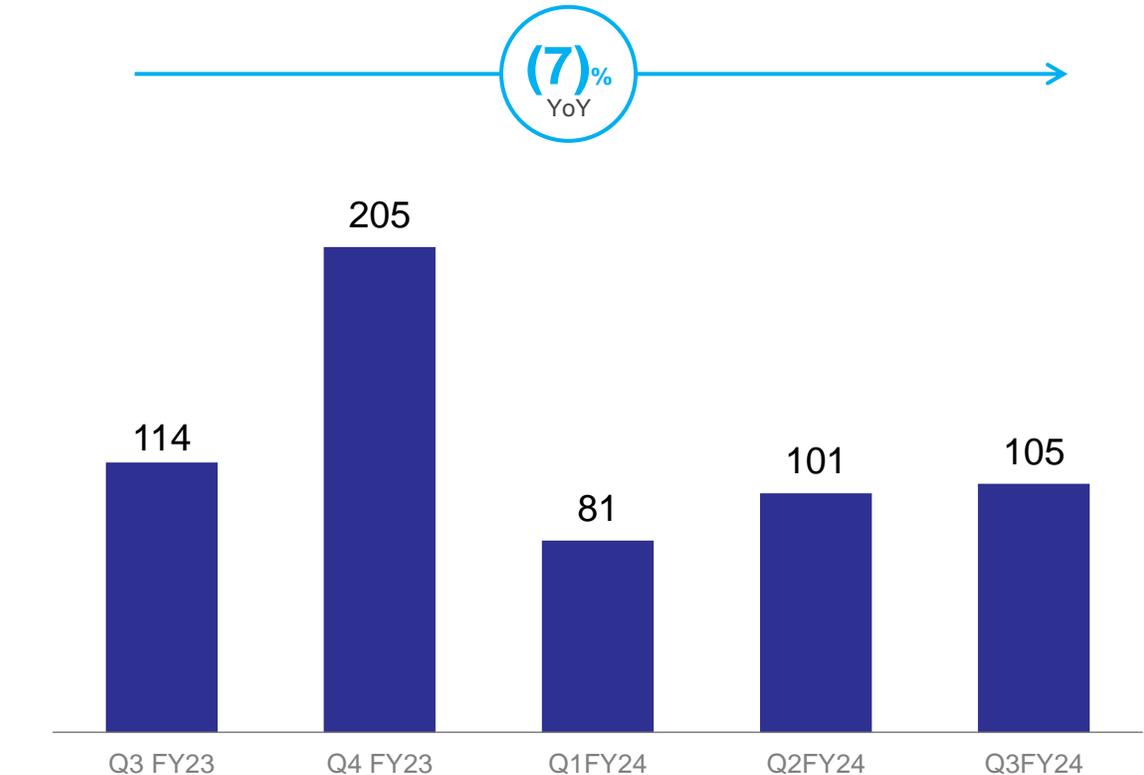
Cash Generated From Operating Activities - Standalone

(₹ in Crores)

Yearly trends



Quarterly trends



% of Collections



Note:

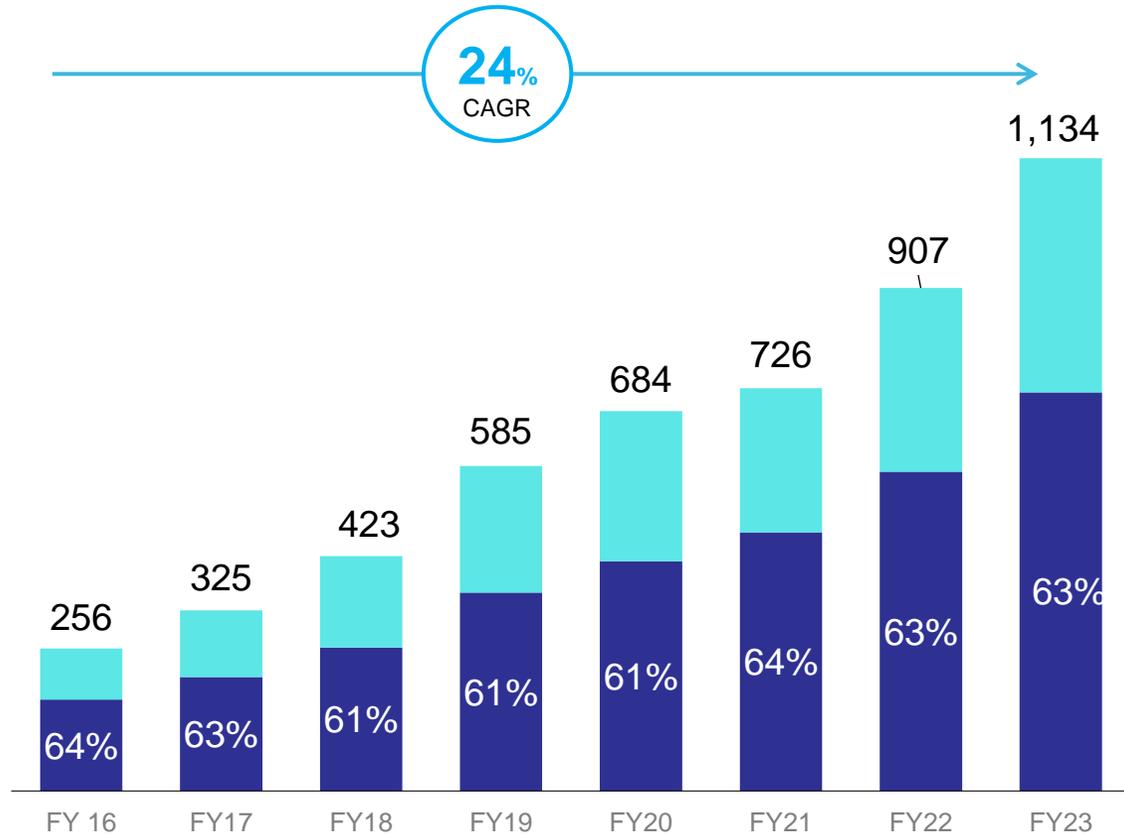
- Above figures have been calculated by dividing financials (in mn) by 10; Figures have been rounded off
- Fourth Quarter of the financial year traditionally has high Cash generated from Operating activities due to seasonal impact of Collections from Customers



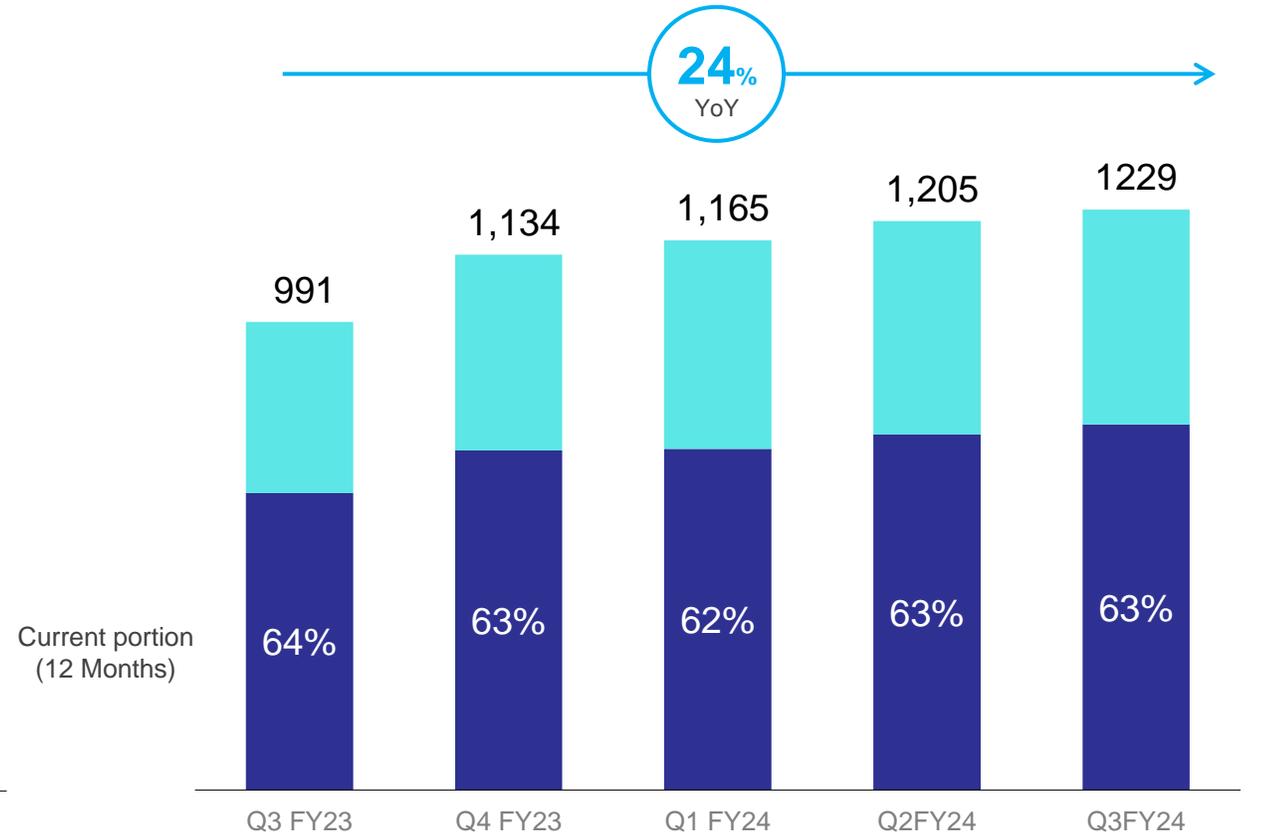
Deferred Revenue - Standalone

(₹ in Crores)

Yearly trends



Quarterly trends



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

Note:

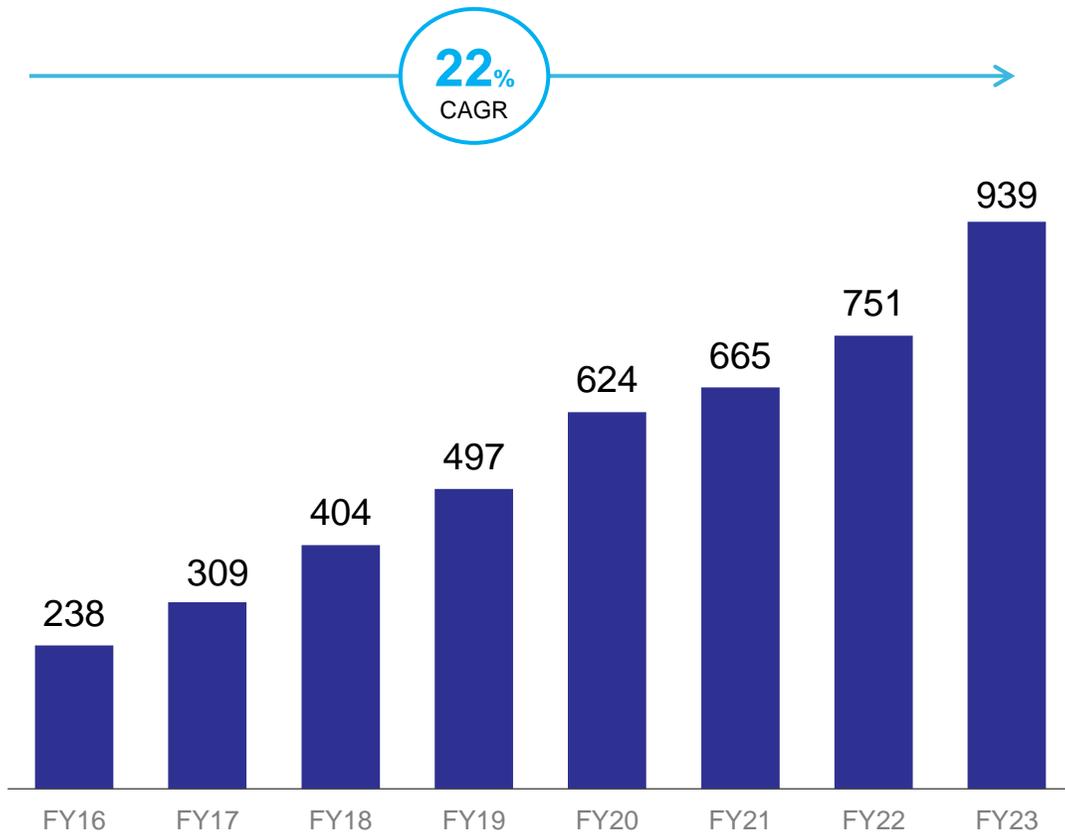
- 1) Deferred revenue refers to contract liabilities in the financial statements, i.e., including advances from customers
- 2) Above figures have been calculated by dividing financials (in mn) by 10; Figures have been rounded off



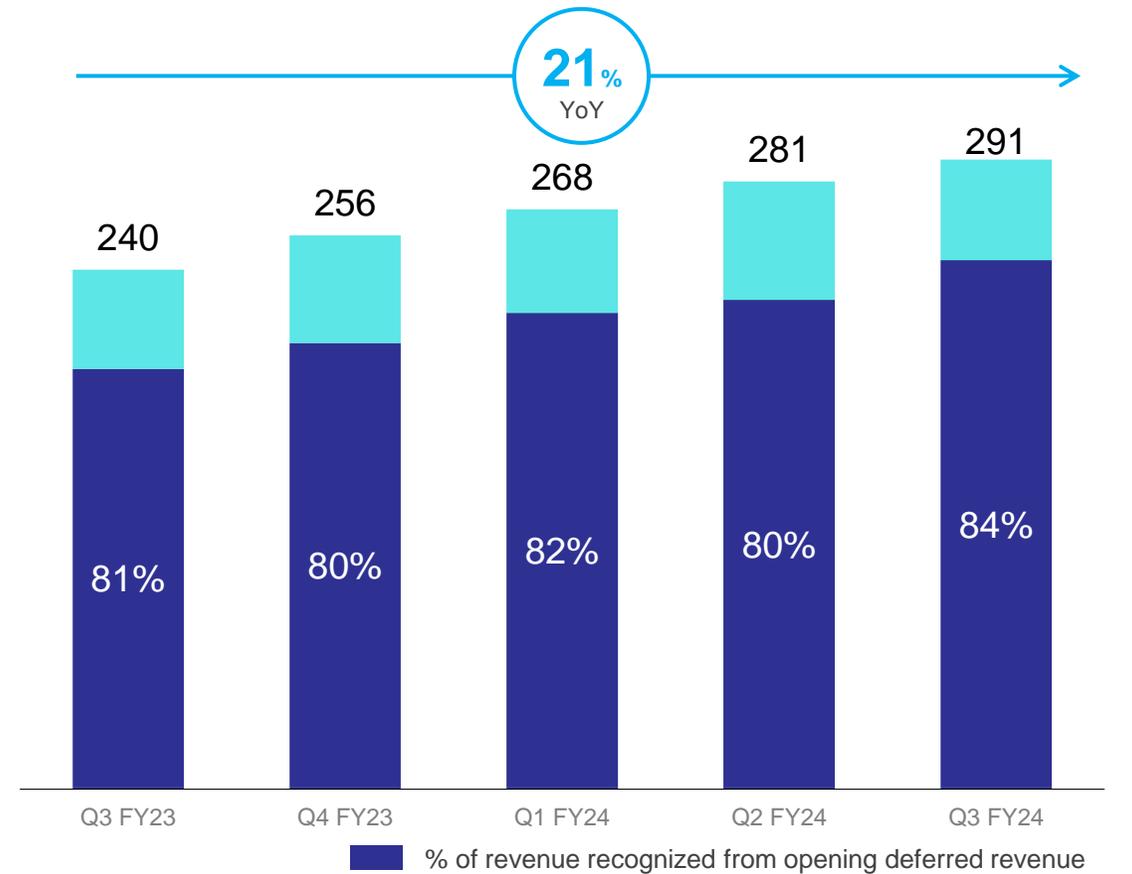
Revenue from Operations - Standalone

(₹ in Crores)

Yearly trends



Quarterly trends

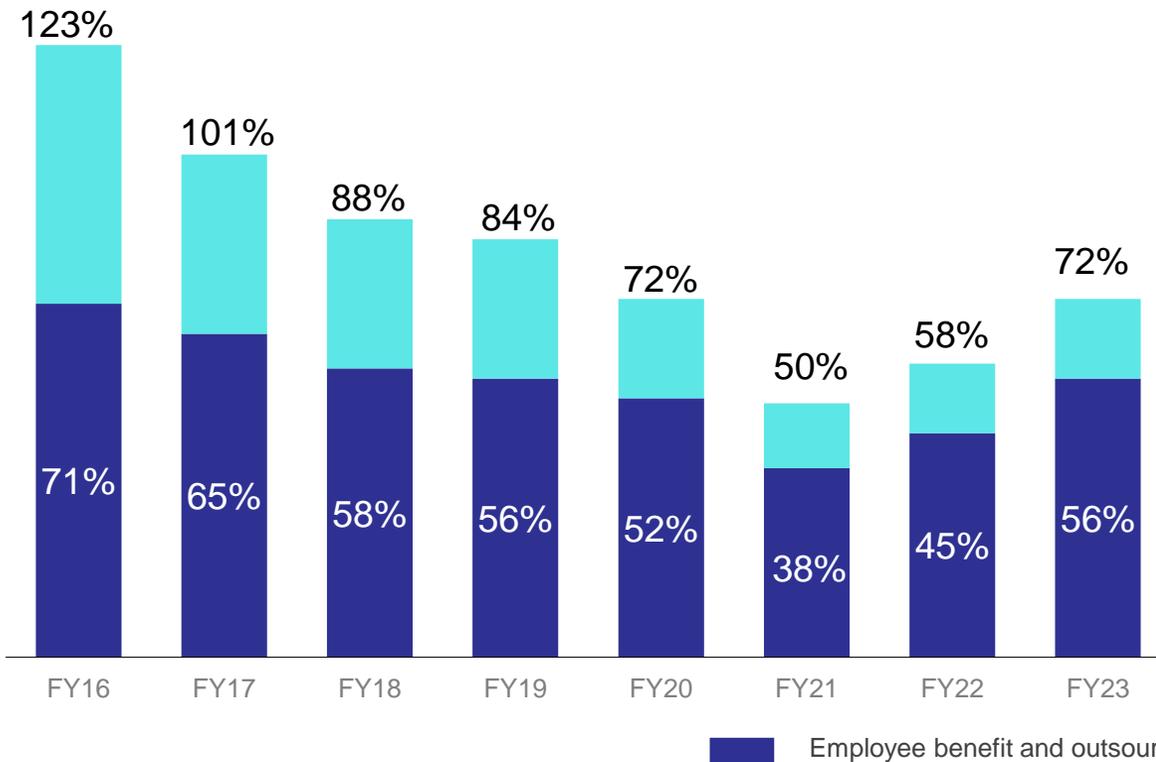


Note: Above figures have been calculated by dividing financials (in mn) by 10; Figures have been rounded off

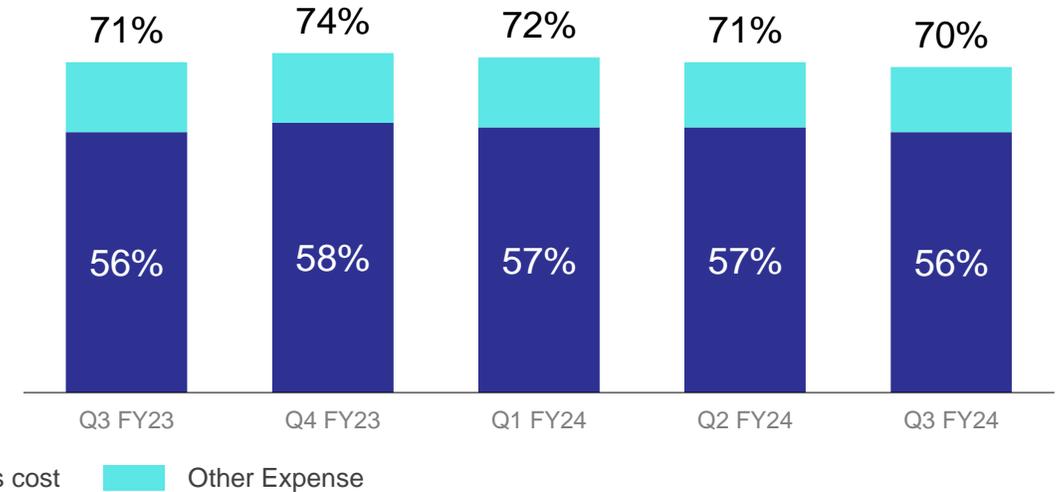
Margin Leverage - Standalone

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

Yearly trends



Quarterly trends



Note:

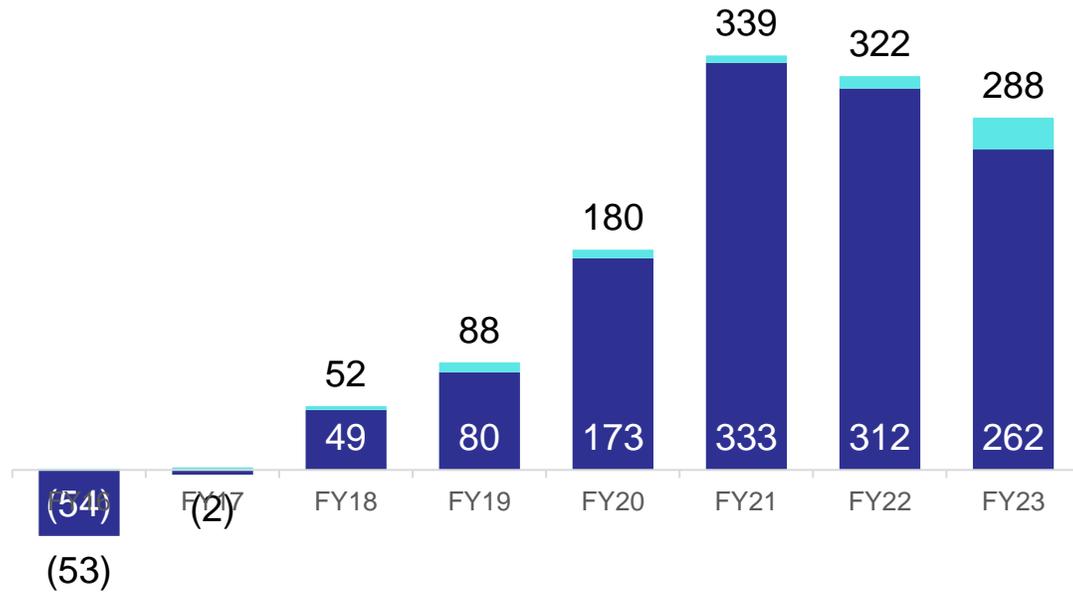
- Above figures have been calculated by dividing financials (in mn) by 10; Figures have been rounded off
- The company has adopted IND AS -116 from 1st April 2019, the nature of expenses in respect of operating leases has changed from lease rent (in other expenses) into depreciation cost against the right-of-use asset and finance cost against interest accrued on lease liability. Consequently, margin leverage may not be directly comparable



Adjusted EBITDA – Standalone

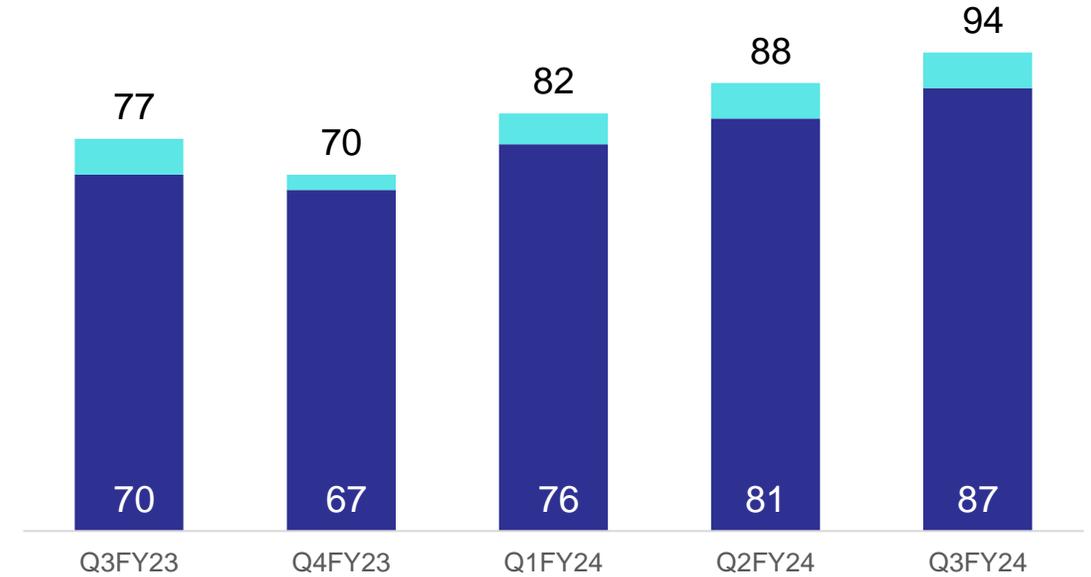
(₹ in Crores)

Yearly trends



(22%) (1%) 13% 18% 29% 51% 43% 31%

Quarterly trends



Adjusted EBITDA Margin

32% 27% 31% 31% 32%



Share based compensation expense

Adjusted EBITDA is EBITDA before share-based compensation expense

Functional P&L - Standalone

(₹ in Crores)

Q2FY24	Q3FY24	YoY	Particulars	FY18	FY19	FY20	FY21	FY22	FY23	CAGR
281	291	21%	Revenue from Operations	404	497	624	665	751	939	18%
(77)	(79)	32%	Customer service cost	(135)	(158)	(174)	(122)	(160)	(237)	12%
204	212	18%	Gross Profit³	269	339	450	543	591	702	21%
73%	73%		Gross Margin	67%	68%	72%	82%	79%	75%	
(51)	(51)	12%	Selling & distribution	(90)	(100)	(113)	(80)	(110)	(185)	15%
18%	18%		% of Revenue	22%	20%	18%	12%	15%	20%	
(50)	(51)	12%	Technology & content	(81)	(102)	(104)	(85)	(111)	(175)	17%
18%	17%		% of Revenue	20%	21%	17%	13%	15%	19%	
(22)	(23)	18%	Others ⁴	(48)	(57)	(60)	(45)	(59)	(81)	11%
81	87	25%	EBITDA	49	80	173	333	312	262	40%
29%	30%		EBITDA Margin	12%	16%	28%	50%	42%	28%	
(5)	(5)	(5%)	Depreciation and Amortisation	(3)	(4)	(21)	(16)	(12)	(19)	47%
75	82	27%	Operating Profit	46	76	152	317	300	242	39%
27%	28%		Operating Margin	12%	15%	24%	48%	40%	26%	

Note:

- 1) Refer to Note No. 31 in Condensed Standalone Interim Financial Statements for Q3FY24 for detailed assumptions
- 2) Above figures have been calculated by dividing financials (in mn) by 10; Figures have been rounded off
- 3) Gross Profit means surplus over customer service cost
- 4) Others include marketing expenses and other operating expenses





Harbour crane

Busy Infotech



Busy – Business Accounting Software



Invest in Team & Awareness

Accelerate Revenue growth

Increase New Licenses Sold



<https://busy.in/>

IndiaMART InterMESH Ltd

IndiaMART acquired 100% in Busy Infotech Pvt. Ltd.

Product Features



Financial Accounting



Inventory Management



Analytics/
Reports



Configurable Invoicing



TDS and TCS



Production and Job Work



E – Way Bills



Scheme Management



GST e-Invoicing & Reconciliation

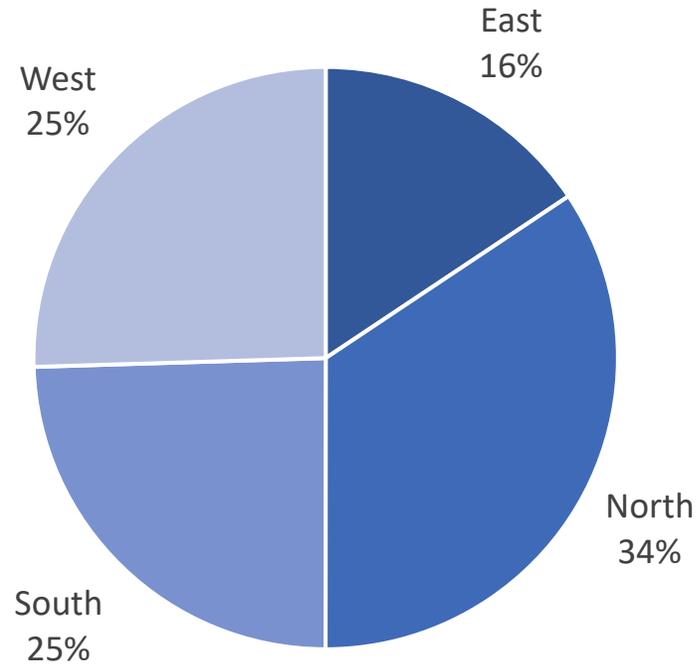


Mobile App

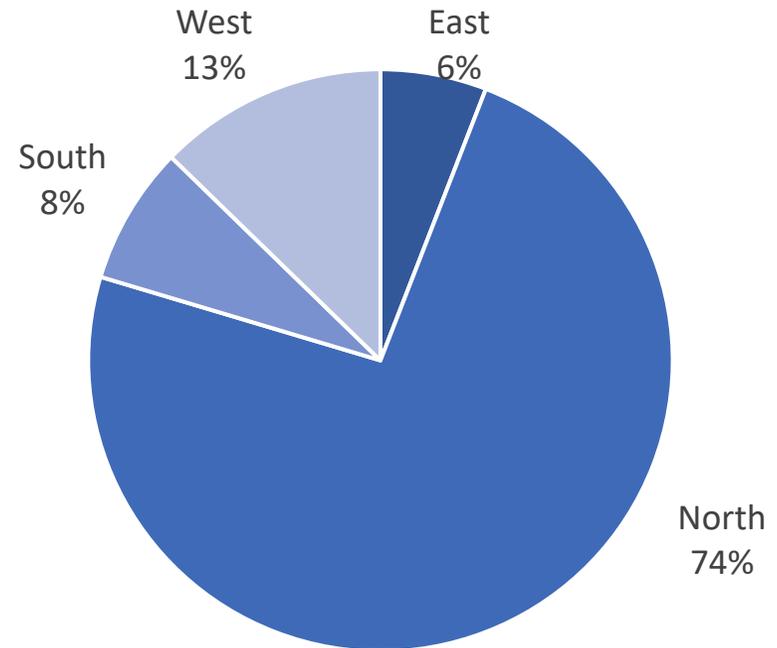


Growth Opportunity – Geographic Expansion

Distribution of Businesses in India*



Cumulative Busy Licenses Sold*



Significant penetration opportunity across regions

* Based on the data of GST registered businesses (i.e.14Mn+) across India

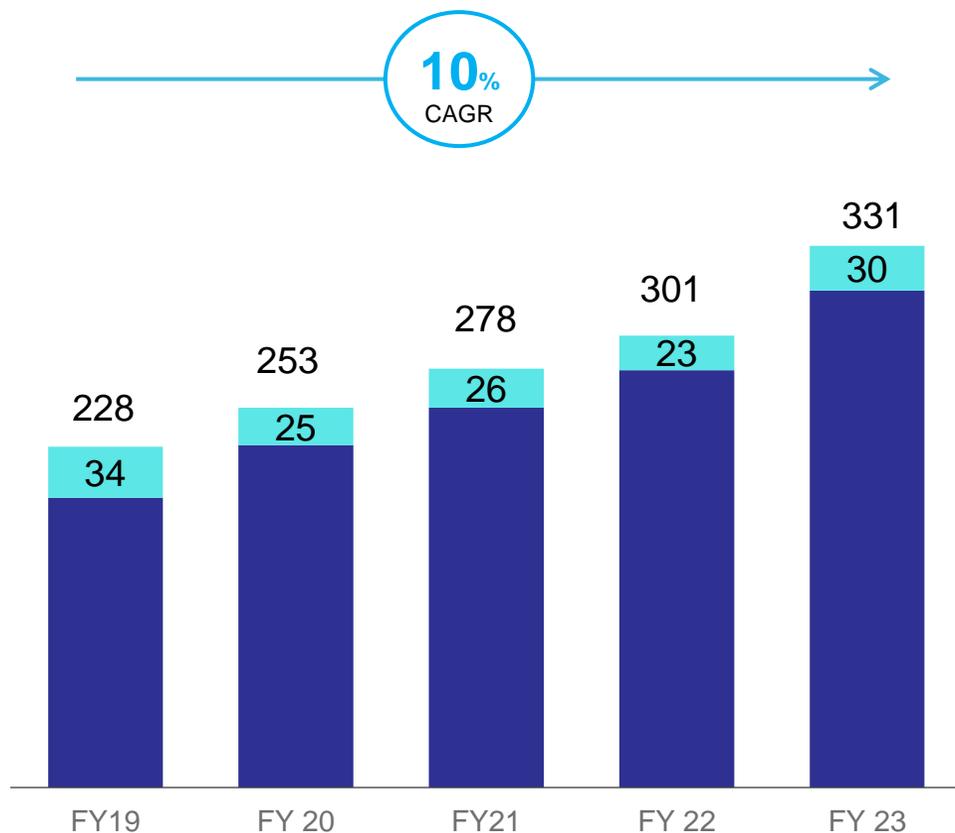
* Updated as on 30th September 2023



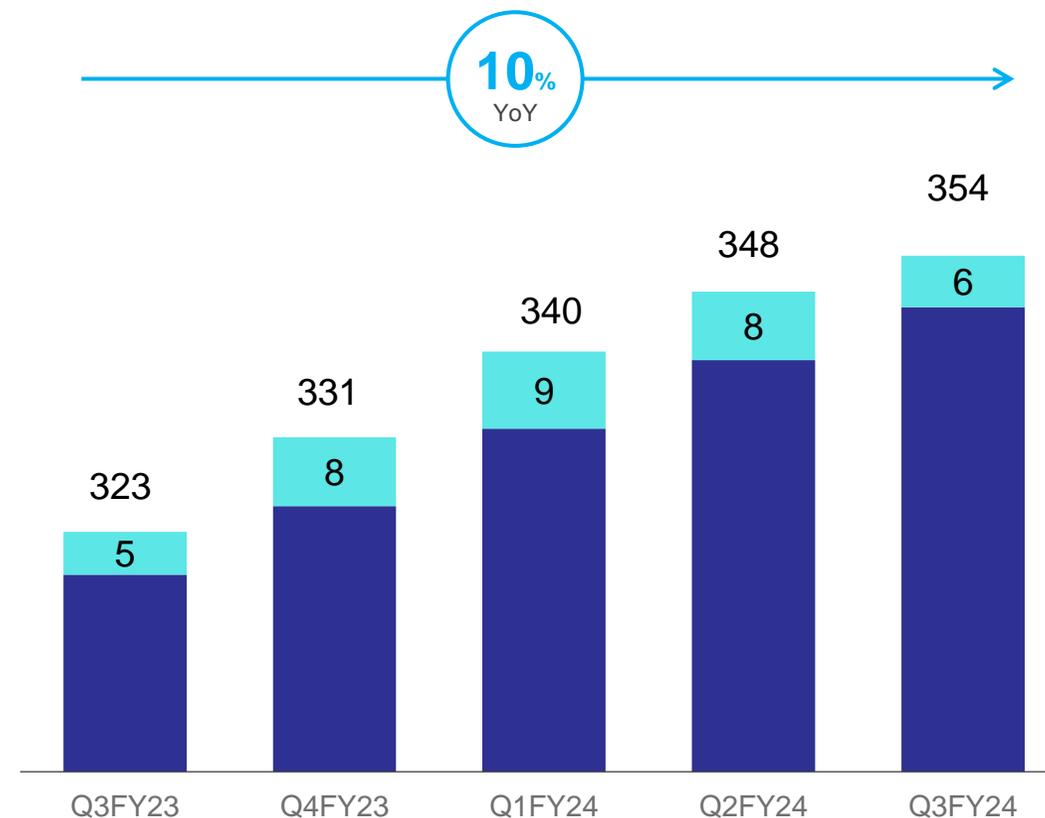
License Sold

(Figures in '000)

Yearly trends



Quarterly trends



New License sold

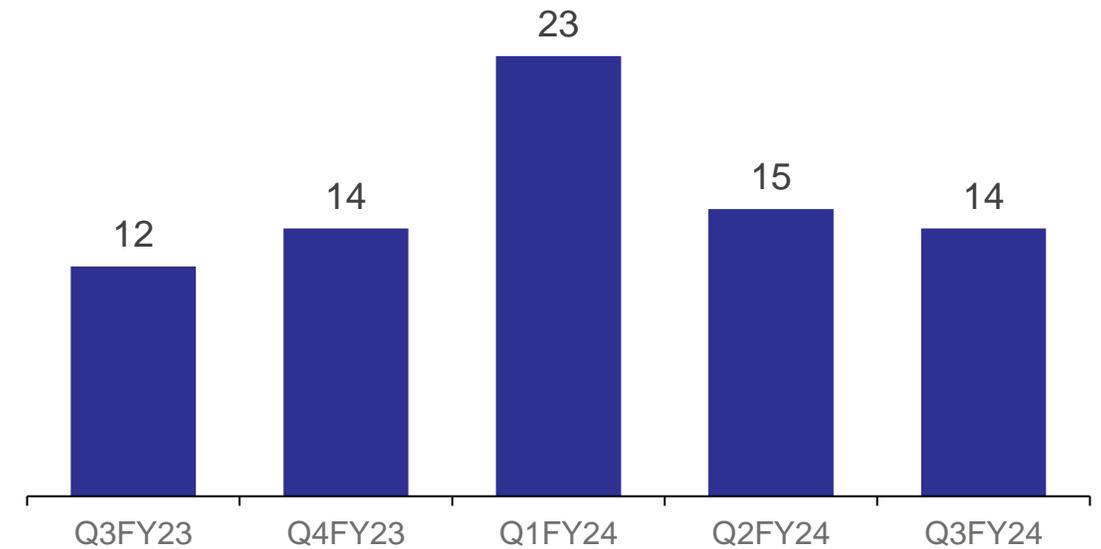
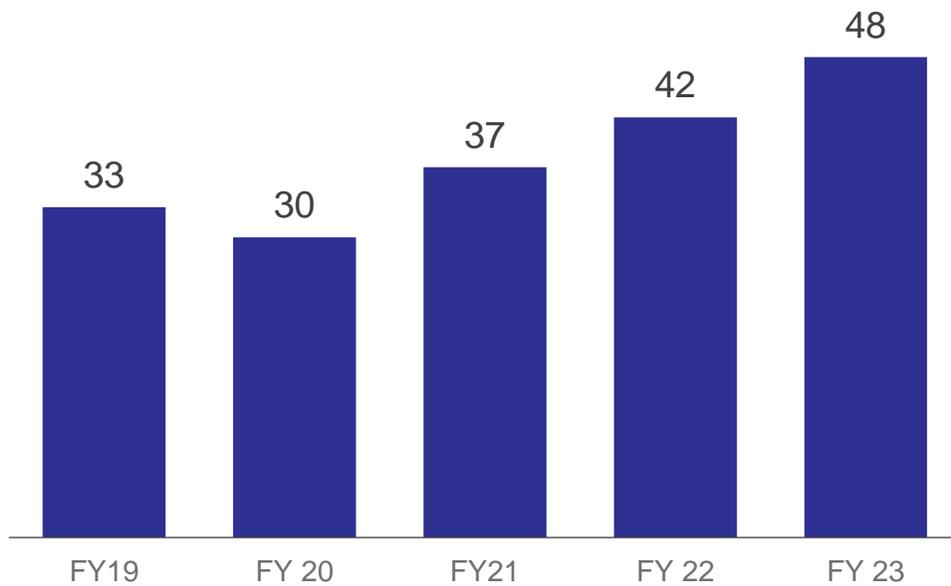
(₹ in Crores)

Yearly trends

Quarterly trends

10%
CAGR

21%
YoY



*Net Billing indicates value of invoices issued during the period, net of trade discount and GST



Financial Performance – Busy

(₹ in Crores)

Q2FY24	Q3FY24	YoY	Financial Metrics	FY22	FY23	YoY
12.9	12.6	26%	Revenue from Operations	35.4	43.3	22%
1.6	2.1		Other Income	3.0	3.8	
14.5	14.7	31%	Total Revenue	38.4	47.1	23%
7.4	8.0	38%	Manpower expenses	17.5	21.8	25%
0.6	0.2		Marketing & Sales Promotion	3.3	1.4	
3.2	3.3		Other expenses	5.9	9.8	
11.2	11.5	31%	Total Expenses	26.7	33.0	24%
1.7	1.1	-8%	EBITDA	8.7	10.3	18%
13%	9%		<i>EBITDA Margin(%)</i>	25%	24%	
0.1	0.1		Finance costs & Depreciation	0.4	0.7	
3.2	3.1	39%	Profit Before Tax	11.3	13.4	19%
0.7	0.8		Tax Expense	3.1	3.1	
2.5	2.3	34%	Net Profit	8.2	10.3	26%
17%	16%		<i>Net Profit Margin(%)</i>	21%	22%	
2.5	4.3	14%	Cash flow from operations	9.8	20.6	110%
14.5	13.9	19%	Collections from Customers	40.0	50.0	25%



Other Strategic Investments & Subsidiaries

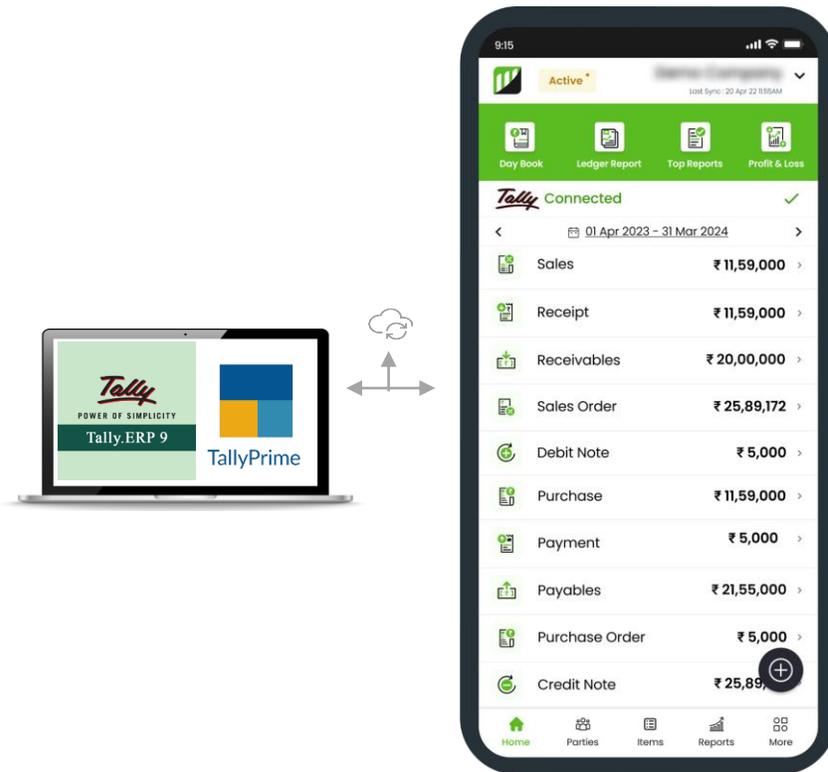
CT Scan Machine



Livekeeping – Tally on Mobile and Web



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



Dashboard



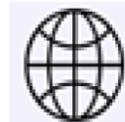
Invoicing



Tally Backup



Receivables & Payables



Tally on Web



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/>



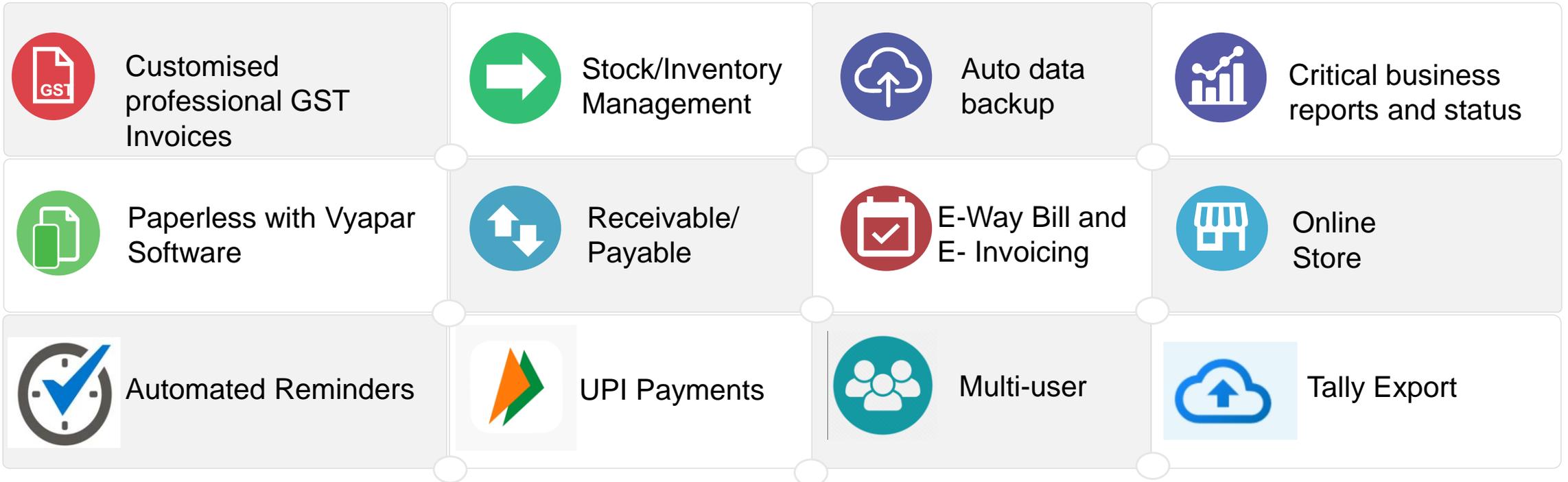
IndiaMART InterMESH Ltd

IndiaMART Holding: 51.1% in Livekeeping Technologies Pvt. Ltd.

Vyapar – DIY Business Accounting

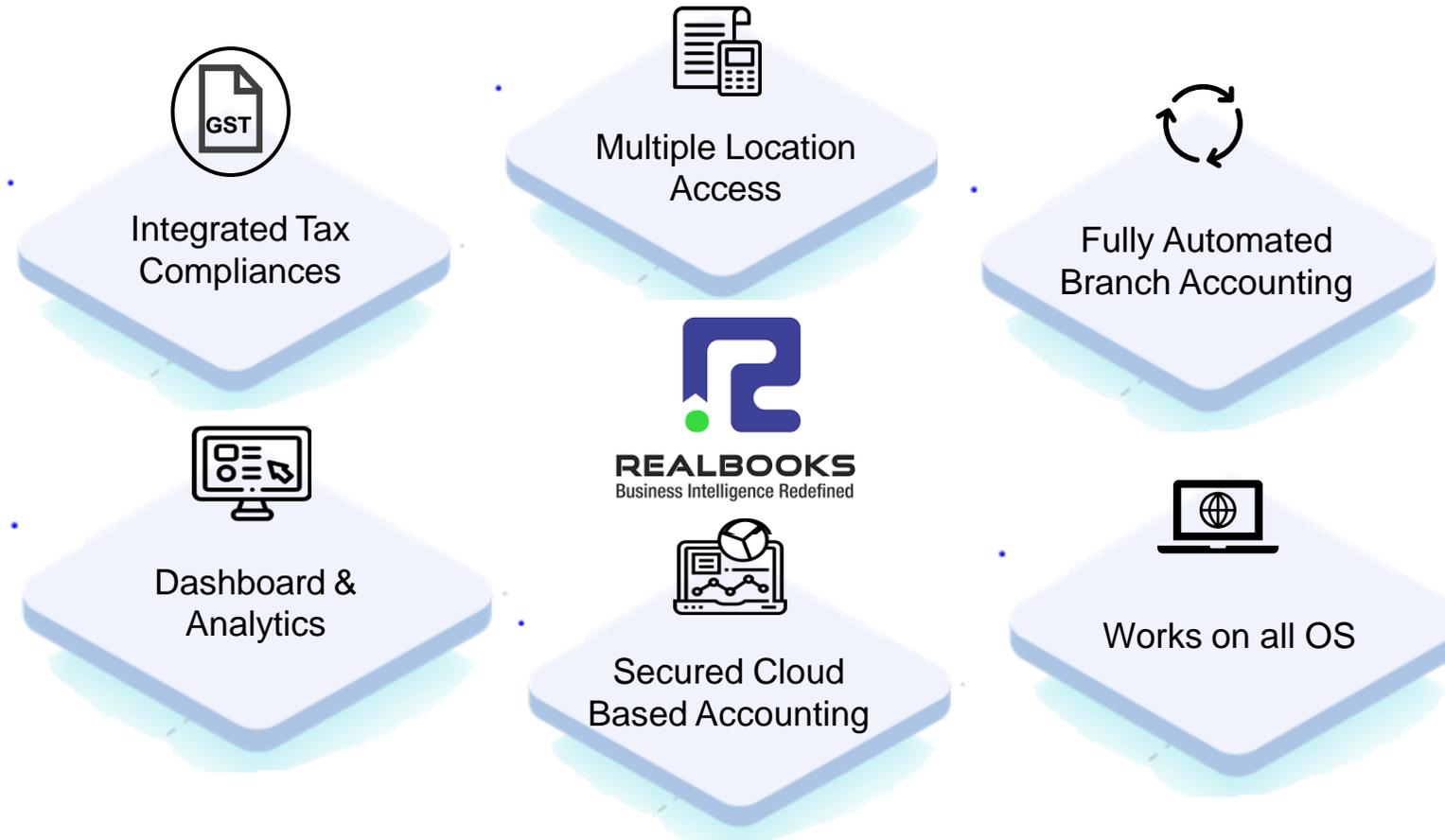


A mobile-based business accounting software for small businesses



RealBooks – Online Accounting Software

A cloud-based GST compliant accounting-inventory-payroll software that helps users take better financial decisions



EasyEcom – Inventory and Warehouse Management



Easy Ecom offers SaaS based commerce enablement solutions to merchants for inventory management

Warehouse and Inventory Management



- Supplier & PoS Management
- Automated PO Generation
- 3PL Integration



Accounting Automation



- Real time ERP integration
- Automated Tax Report



Marketplace & Storefront Integration



Reconciliation



- Inventory
- Payment
- Return
- Margin



<https://www.easyecom.io/>

IndiaMART InterMESH Ltd

IndiaMART Holding: 26% in Edgewise Technologies Pvt Ltd.

Pay With IndiaMART – Instant online collections and payments

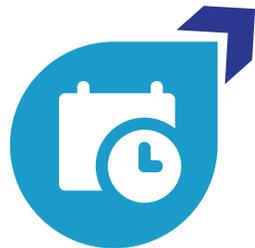


Facilitates online collections via various online modes such as credit / debit cards, UPI, Netbanking etc.



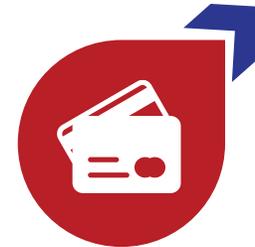
Robust Buyer Protection

Secure your payments



Buy Now, Pay At Ease

EMI enabled
(Easy Monthly Instalments)



Multiple Payment Options

All major credit/debit cards,
UPI, net banking and wallet
options



Strong Security

Buy from sellers across
India with a secure
payment network



<https://paywith.indiamart.com/>

IndiaMART InterMESH Ltd

IndiaMART Holding: 100% in Pay with IndiaMART Pvt Ltd.

M1xchange – Invoice Discounting & Factoring



M1xchange is a TReDS platform with RBI license offering online trade invoice discounting solutions to SMEs

T+1 Settlement



24 hours
Disbursal

Collateral Free



Basis Buyer's
past track record

Competitive Rates

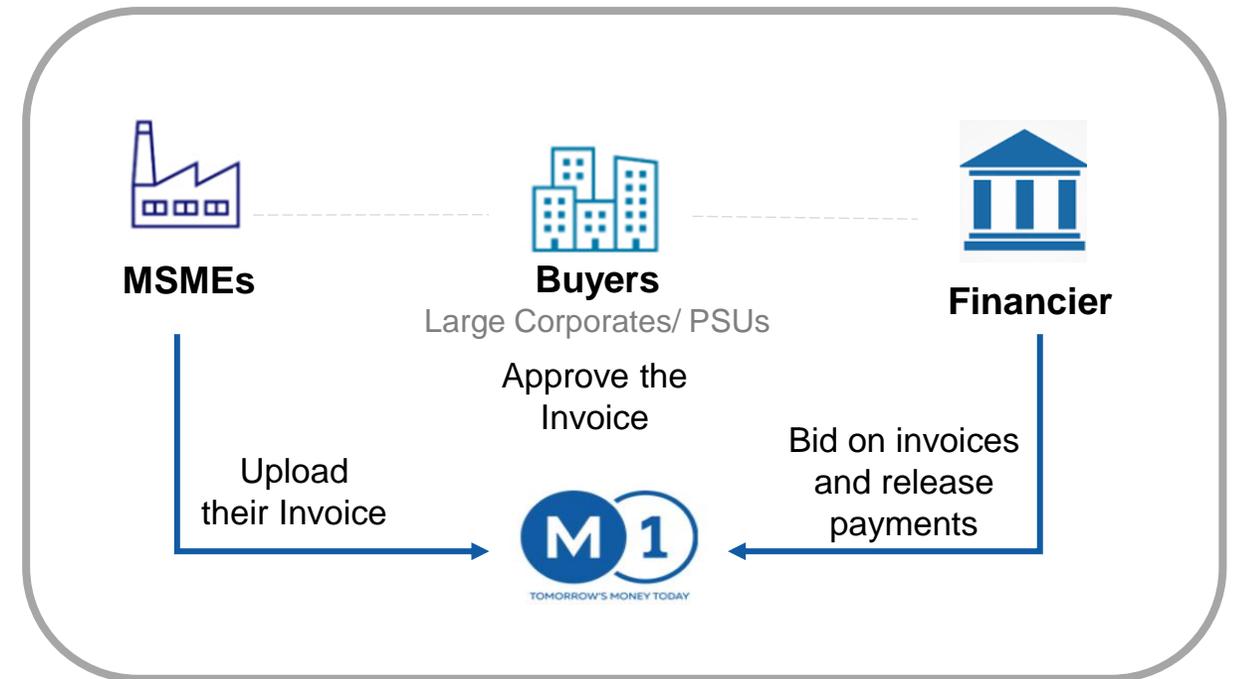


56 Financiers*
onboard

Digital Process



Easy &
Transparent



*No. of financiers as on December 31, 2023

<https://www.m1xchange.com/>



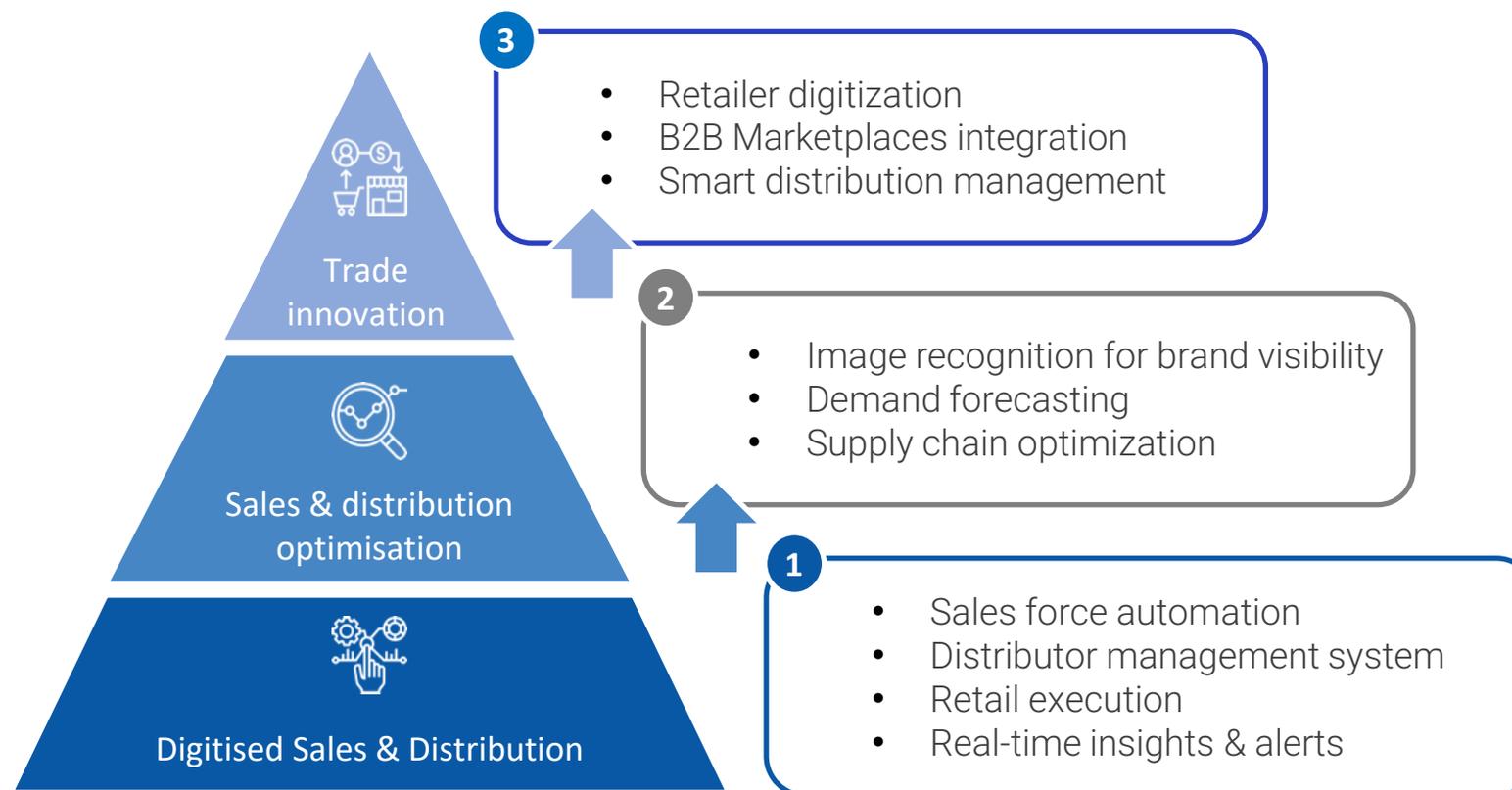
IndiaMART InterMESH Ltd

IndiaMART Holding: 9.2% in MYND Solutions Pvt Ltd.

Bizom – Distribution and Salesforce Management



Bizom is an integrated platform for distribution and salesforce management of businesses



<https://bizom.com/>

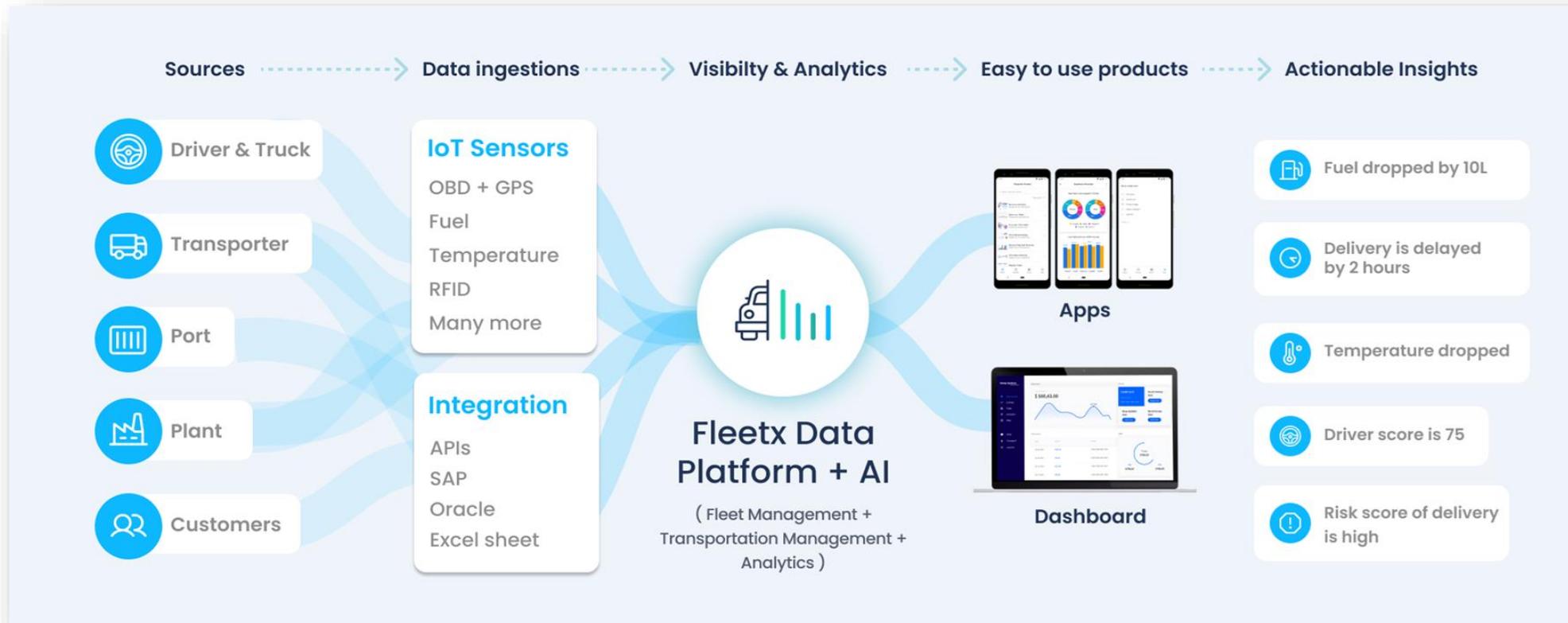
IndiaMART InterMESH Ltd

IndiaMART Holding: **25% in Mobisy Technologies Pvt Ltd.**

Fleetx – Logistics Automation & Visibility Platform



Freight and fleet management platform which helps businesses digitize their logistics operations and provides real-time actionable insights



Fleet Management Software



Transport Management System



Transporter ERP



AERCHAIN – AI-Driven Procurement Platform



Aerchain a Next Gen Source to Pay platform helping enterprises optimize their procurement by leveraging Artificial Intelligence



Strategic Sourcing

- E-Sourcing using RFXs
- Auction – E-bidding



Tail Spend Automation

- Right sourcing from Supplier
- Spend Analytics



Aerchain Pay Automation

- AP automations with Compliances
- Budgeting & Insights



Procure to Pay Automation

- Vendor portal for order management
- Rate contracts



<https://aerchain.io/>

IndiaMART InterMESH Ltd

IndiaMART Holding: 26% in Agillos e-commerce Pvt Ltd.

SuperProcure – Simplified Transport Management

SaaS TMS for digitising freight e-sourcing & end to end transportation management.



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

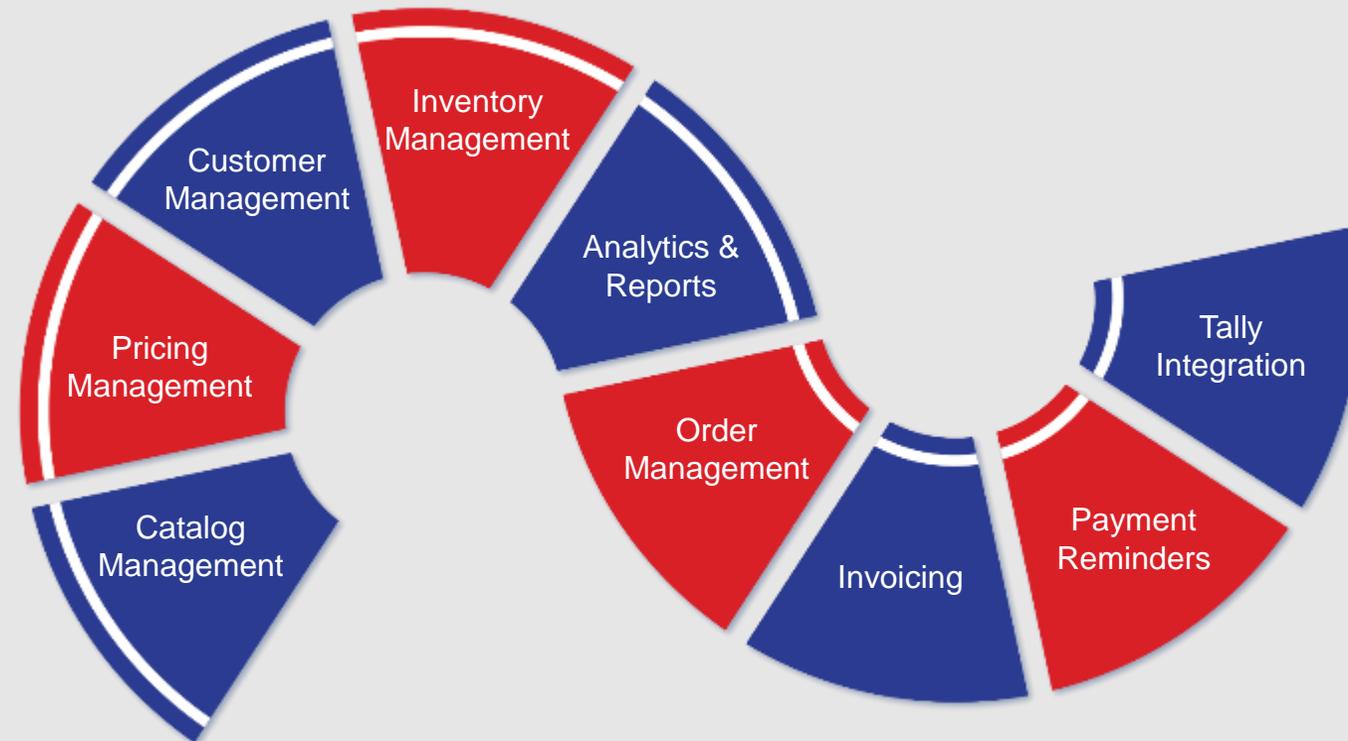
IndiaMART InterMESH Ltd

IndiaMART Holding: 25% in TruckHall Pvt Ltd.

Pooraa – Order to Cash Management

pooraa

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



<https://pooraa.com/>

IndiaMART InterMESH Ltd

IndiaMART Holding: 100% in Tolexo Online Pvt Ltd.

Shipway – All-in-One Shipping solution for eCommerce



SaaS solutions for automating shipping workflows

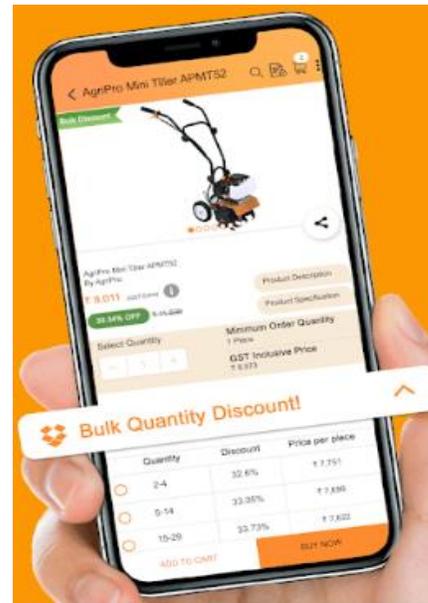


IB Monotaro – B2B Commerce Platform

Industrial B2B E-Commerce marketplace with exclusive range of utility products

MRO Category

Commerce



- Partnership with MonotaRo - Japanese B2B E-commerce leader
- 10.1 Lakh + SKUs across 40+ categories



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

IndiaMART InterMESH Ltd

IndiaMART Holding: 26.7% in IB Monotaro Pvt. Ltd.

ProcMart – Supply Chain Solutions



Provides End to End Procurement Solutions in MRO Category for Enterprise Customers



Vendor Consolidation



Inventory & Cost Optimization



Analytics & Reporting



Easy ERP Integration



Single integrated Legal Management Suite for Enterprises

Litigation Management



Track & manage company wide litigations

Contract Management



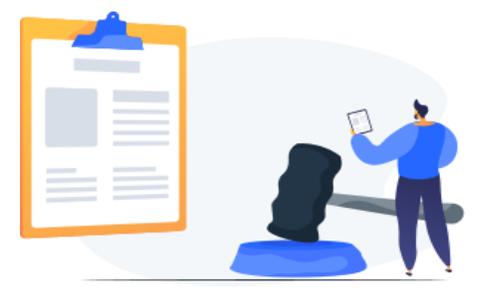
Manage end to end contract lifecycle with advance tracking & reports

IP Management



Track your IPs worldwide with coverage on WIPO, IP India and TMview

Notice Management



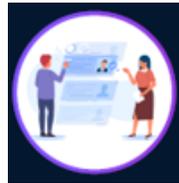
Manage legal notices with live tracking & automated workflows

A complete HRMS suit that automates HR processes, eliminate payroll errors and foster positive employee experiences



Core HR

- Employee management
- Leave & Attendance management
- Employee helpdesk
- Asset management



Engagement

- Employee Self Service
- Social Networking
- Employee Recognition
- Employee Senti-meter



Performance

- Performance reviews
- Objectives (OKRs)
- KPIs, KRAs and Competencies
- Promotions & PIP



Payroll

- Statutory Compliances
- Expense Management
- Timesheet Management
- Employee Payouts



Recruitment

- Hiring Workflow
- Candidate Management
- Screening & Interview
- Employee Onboarding



Environment, Social and Governance



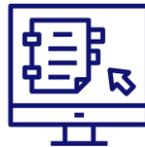
Initiatives Impacting Environment



Driving digital enablement



Promotion of green products



Eco efficient operations



Digital Enablement Leading to Decarbonisation



Providing greener alternatives



Reduction in travel and transport



Online business conversation



Reduces paper wastage



Online e-catalogue sharing



Paper less digitized RFQs



Discovery and Promotion of Green Products

~1024K Renewable & Energy Efficient Products



~268K Eco-Friendly & Recycled Products



~92K Water/Waste Management



~130K Organic/Bio Fertilizers



~39K Green Construction Material



~32K Electric Vehicles



~1.6 Mn Green Products

800+ Categories

~4.2 Mn Buying Requests



Note: Figures as on March 31, 2023

IndiaMART InterMESH Ltd

Our Environment Efficient Operations



Carbon Emissions intensity of **0.04** TCO₂e per million rupee of turnover*

505.65M³ rainwater harvesting capacity

IGBC[#] LEED Gold Certified Corporate Office

*Calculated using GHG Protocol methodology laid down by ISO 14064-1. Scope 1 emissions 15.42 TCO₂e, scope 2 emissions 347.53 TCO₂e

#IGBC LEED - Indian Green Building Council ('IGBC') was formed by the Confederation of Indian Industry ('CII') in 2001

All numbers as on and for the year ended 31st March 23



Societal Impact



Transforming **SMALL SUPPLIERS**



Empowering **SMALL CITY BUYERS**



Energizing **COMMUNITIES** from
Corporate Social Initiatives



Level up **EMPLOYEES** through training
and development



Transforming Small Suppliers



Education and Assistance
for Digital Transformation

Business Enablement
in Cost-Effective manner

7.3Mn served free of charge
(>95% of the total suppliers)

 Click here
Seller Testimonials

 Click here
Seller Testimonials

 Click here
Seller Testimonials



Note: Figures as of March 31, 2023; Figures have been rounded off

IndiaMART InterMESH Ltd

Empowering Small City Buyers



**100% FREE ASSISTANCE
TO BUYERS**

**95mn PRODUCTS TO
CHOOSE FROM**

**PRODUCT PRICE
DISCOVERY**

170mn Registered Buyers

~44% Buyers from small cities[^]



* Note: Figures as of and for the year ended 31st March 23

[^]Small cities includes cities with population <500,000, basis aggregate buyers who have submitted enquiries during the last 5 years

IndiaMART InterMESH Ltd

Community Improvement – Education and Infrastructure

More than 1.1 Million lives impacted



1000K + Students
~14K High School Teachers
 Supporting entrepreneurship Curriculum



~330 Candidates, 63% Women
 Providing skilled courses to underprivileged unemployed youth



2K + Teachers
 Capacity Building of educators



74K+ Parents, 660 Students
 Tech Solution to Parents and Children for foundational learning



3K + Underprivileged students
24 Schools, 19 Kindergartens
 Infrastructure facilities to rural areas schools



500 + Students
 Infrastructure facilities to Sadat Inter College.

Nurturing People

19% Employees with 5+ years



700+ employees covered in ESOP*



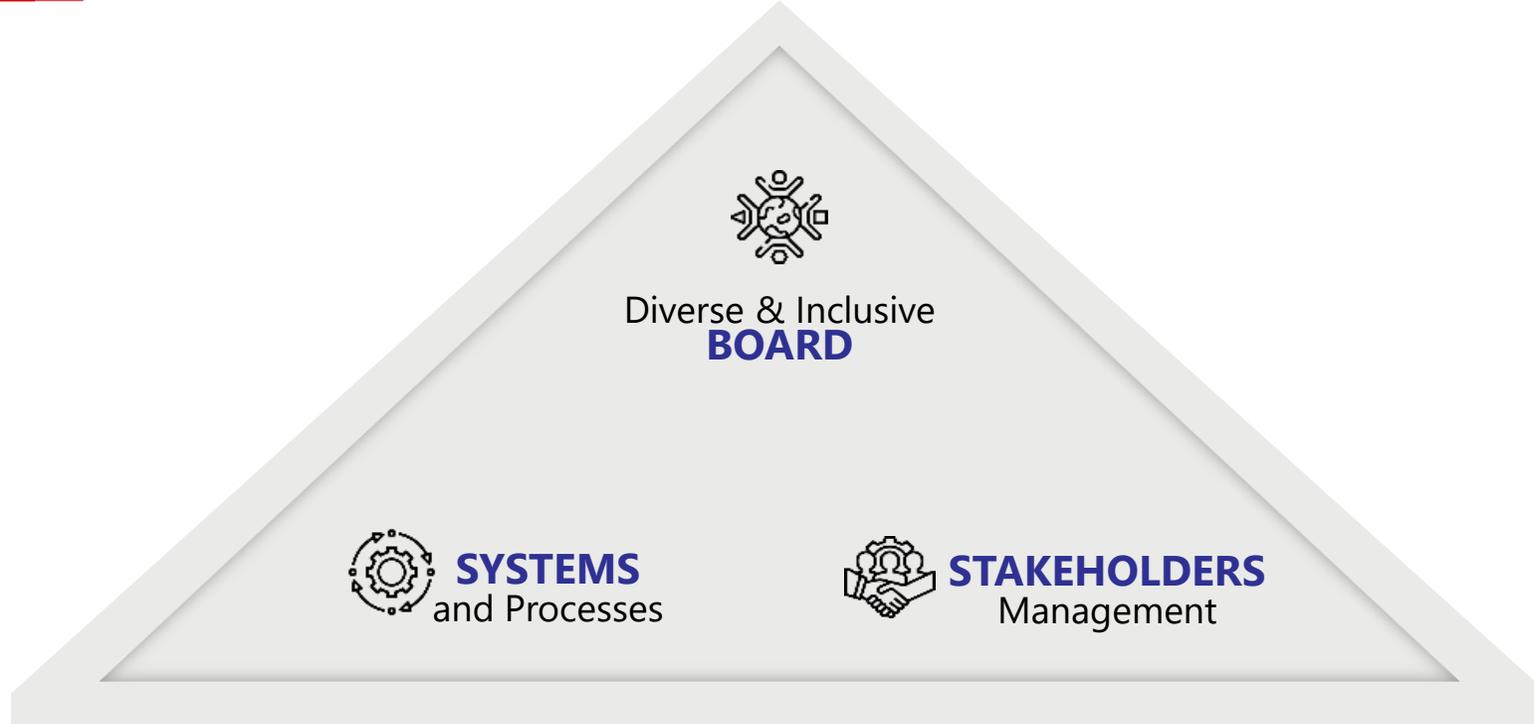
~21% Females



*Employees covered under Indiamart Employee Stock Benefit Scheme 2015 and 2018 who vested stocks till date
Note: Figures as of March 31, 2023; Figures have been rounded off

IndiaMART InterMESH Ltd

Committed to Excellence in Corporate Governance



TRANSPARENCY

BUSINESS ETHICS

ACCOUNTABILITY

Foundation of strong principles



Independent and Non-Executive Directors



Pallavi Dinodia Gupta
Lead Independent Director

Education

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

Industry experience

- S R Dinodia & Co LLP



Rajesh Sawhney
Independent Director

Education

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

Industry experience

- Reliance Entertainment Limited



Vivek Narayan Gour
Independent Director

Education

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

Industry experience

- Tata Finance Limited, Genpact India, GE Capital Services India



Aakash Chaudhry
Independent Director

Education

- Alumnus of Harvard Business School, B.Tech (CSE) from Maharshi Dayanand University and an MBA from ISB, Hyderabad

Industry Experience

- Cofounder of Aakash Educational Services Ltd



Dhruv Prakash
Non-executive Director

Education

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

Industry experience

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

29% Executive directors

14% non-independent non-executive directors

57% Independent directors

100% Board Meetings chaired by Independent or Non-executive directors



Governance – Trusted Systems and Processes



1. ISO 22301:2019 – Business Continuity Management Standard Certificate



Governance – Trusted Systems and Processes



Certificate of Registration

This certificate has been awarded to

IndiaMART InterMESH Limited
6th Floor, Tower-2, Assotech Business Cresterra, Plot No. 22, Sector-135, Noida, Uttar Pradesh, 201305, India

In recognition of the organization's Information Security Management System which complies with

ISO 27001:2013

The scope of activities covered by this certificate is defined below

Please refer to the Appendix

Certificate Number: 110893/A/0001/UK/En

Date of Issue of Certification Cycle	Issue Number	Certificate Expiry Date	Certification Cycle
21 December 2020	1	20 December 2023	1
Revision Date	Revision Number	Original Certificate Issue Date	Scheme Number
04 December 2022	2	21 December 2020	n/a

For detailed explanation for the data fields above, refer to <http://www.urs-holdings.com/logos-and-regulations>

Issued by: Mukesh Singhal - On behalf of the Schemes Manager




Certificate of Registration

This certificate has been awarded to

IndiaMART InterMESH Limited
6th Floor, Tower-2, Assotech Business Cresterra, Plot No. 22, Sector-135, Noida, Uttar Pradesh, India

In recognition of the Organization's Privacy Information Management Systems (based on existing registration to ISO 27001) which complies with

ISO 27701:2019

The scope of activities covered by this certificate is defined below

Information Security Management System Applicable to Personally Identifiable Information of Customers in Business of Online Publishing of Clients Catalogs and Digital Marketing and of Associated Employees and Vendors in India (as per SOA-V 1.0 Information Security CISO, Date- 26th May 2022)

Certificate Number: 122167/A/0001/AC/En

Date of Issue of Certification Cycle	Issue Number	Certificate Expiry Date	Certification Cycle
14 June 2022	1	13 June 2025	1
Revision Date	Revision Number	Original Certificate Issue Date	Scheme Number
14 June 2022	0	14 June 2022	n/a

For detailed explanation for the data fields above, refer to <http://www.urs-holdings.com/logos-and-regulations>

Issued by: On behalf of the Schemes Manager



1. ISO 27001:2013 and ISO 27001:2019 – Privacy Information Management System (PIMS) Certificate



Awards & Recognitions

“Certificate of Recognition” for excellence in **Corporate Social Responsibility** at 7th Edition of the ICSI National Awards



IndiaMART App won the **Best Business App** award at the 13th India Digital Awards



“Certificate of Recognition” for cooperation with **Intellectual Property Right** Holders by REACT (The Anti Counterfeiting Network)



“**Most Promising Company of the Year**” at the CNBC Awaaz CEO Awards



Leading Mid-Corporate in Services (Non-IT) category at Dun & Bradstreet Business Excellence Awards 2022



IndiaMART **Annual Report** won laurels at the global platform – **LACP2022** – Spotlight Awards. Ranked 35th worldwide and 5th in India



“IndiaMART awarded as the **Pride of India Brand** by exchange4media in its North edition in 2023



“Dinesh Agarwal: **The Digital Person of the Year**” at the 10th India Digital Awards

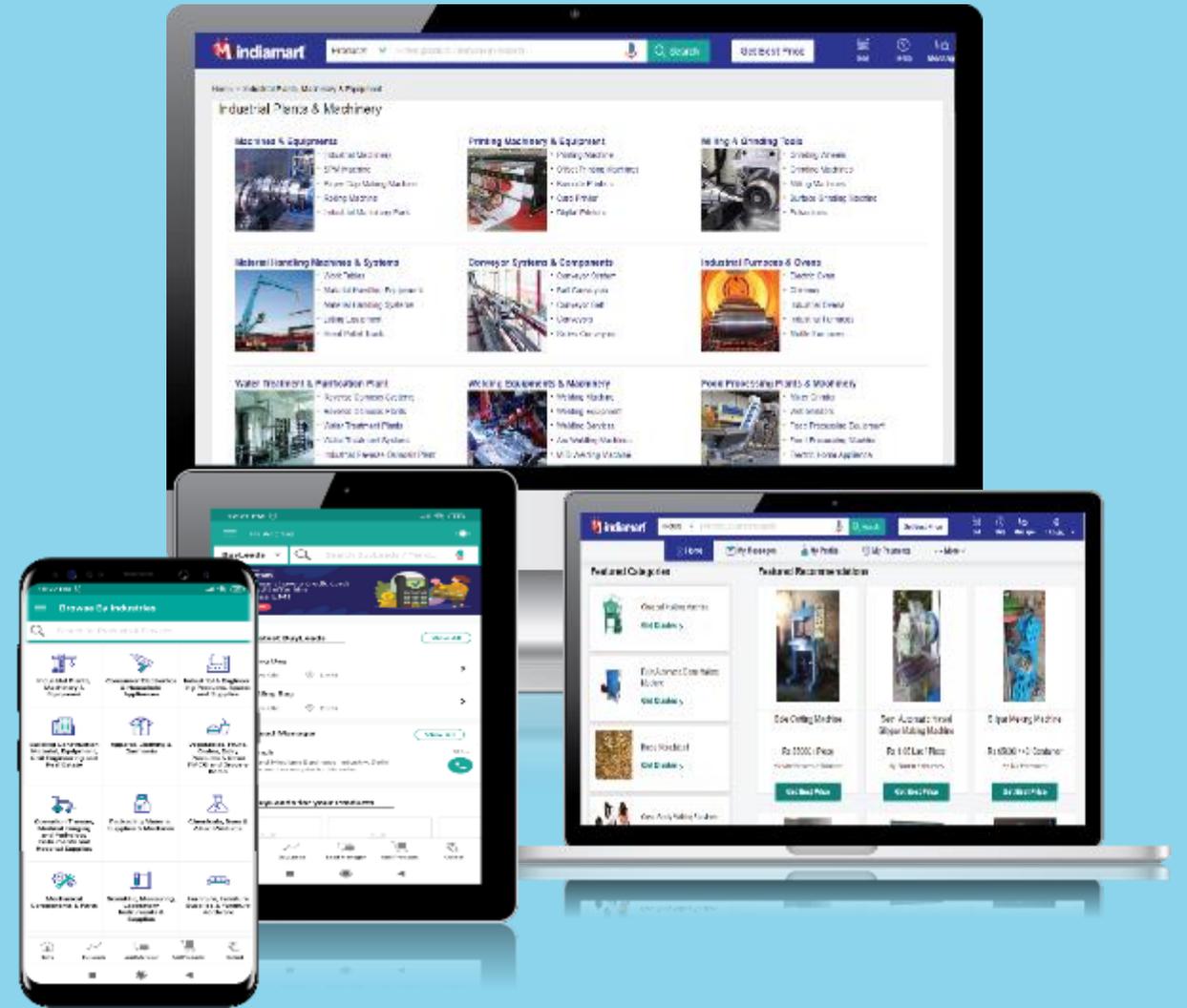


Dinesh Agarwal, Founder & CEO, awarded as **Entrepreneur of The Year** at Dun & Bradstreet Business Excellence Awards 2022





Product Overview



Platform Engagement

~100%⁽¹⁾
Organic traffic

75%⁽¹⁾
Total traffic through mobile

4.7 ★★★★★⁽²⁾
Rating for the app on Google
Play store



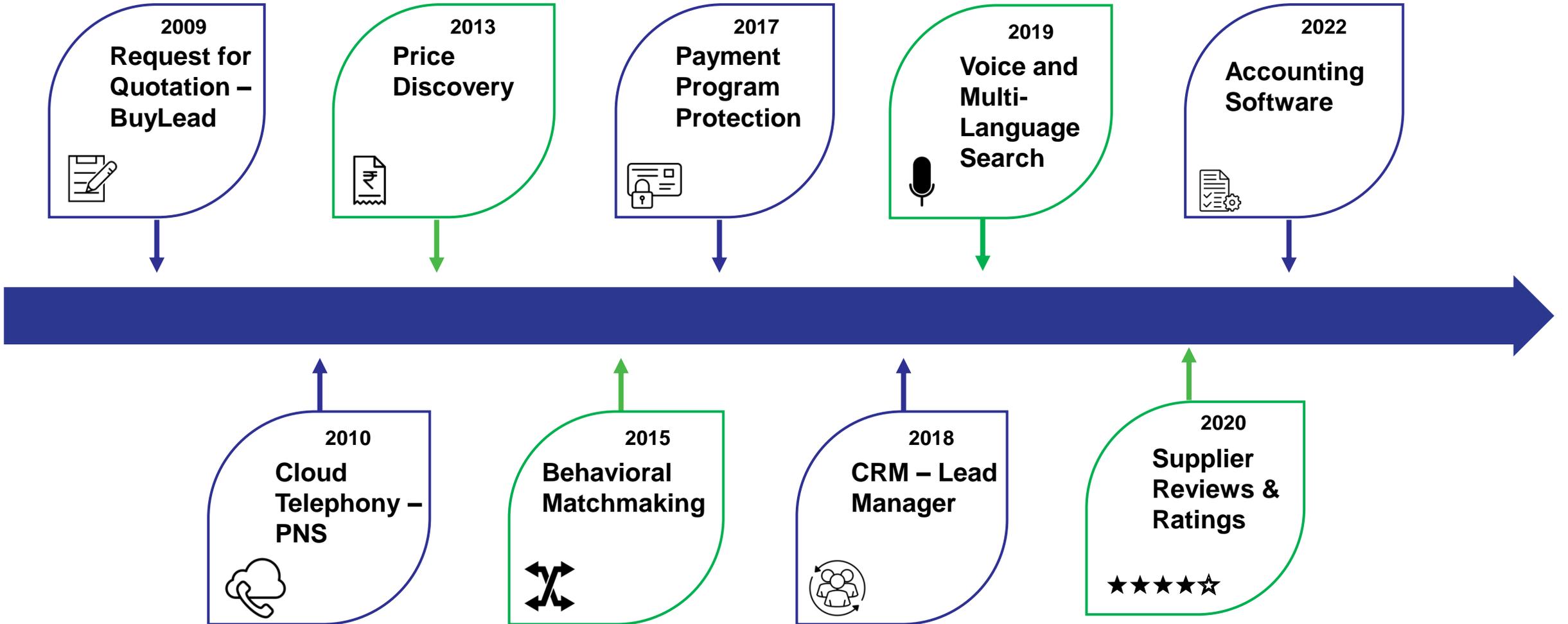
Note: Figures have been rounded off

(1) For the quarter ending December 31, 2023

(2) As of December 31, 2023



Constant Innovation and Technology Focus



Cloud Telephony – Premium Number Service



Buyers

- Instant connect
- Call responsiveness
- Call back from suppliers



Suppliers

- Missed call notification
- Buyer profile
- No unsolicited calls

Helps Measure ROI and Responsiveness



Buyer Journey

Search

Post Requirement

Product & Company Details

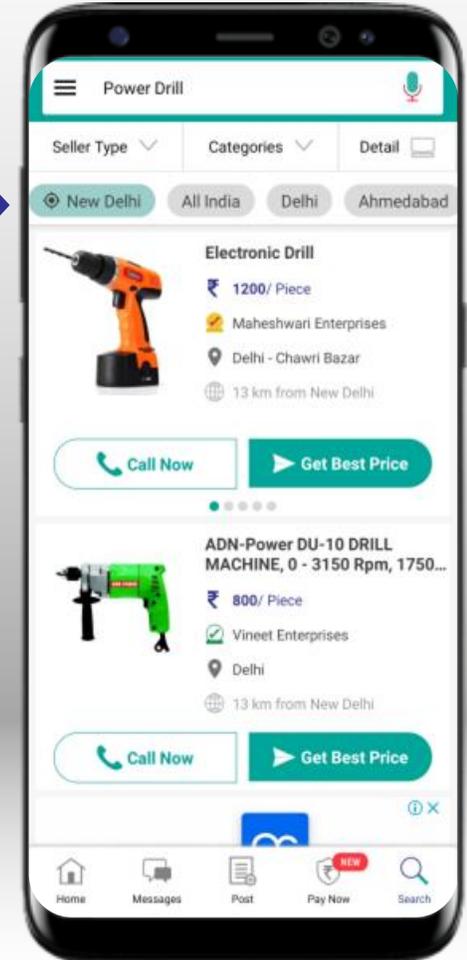
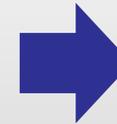
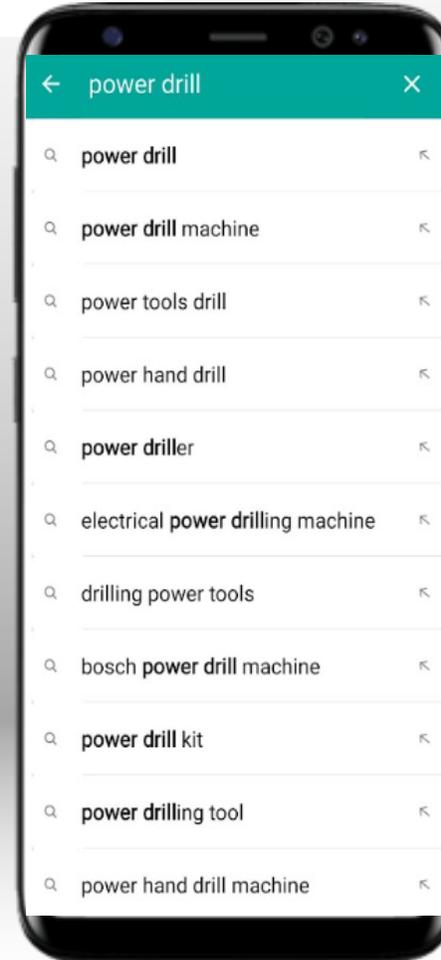
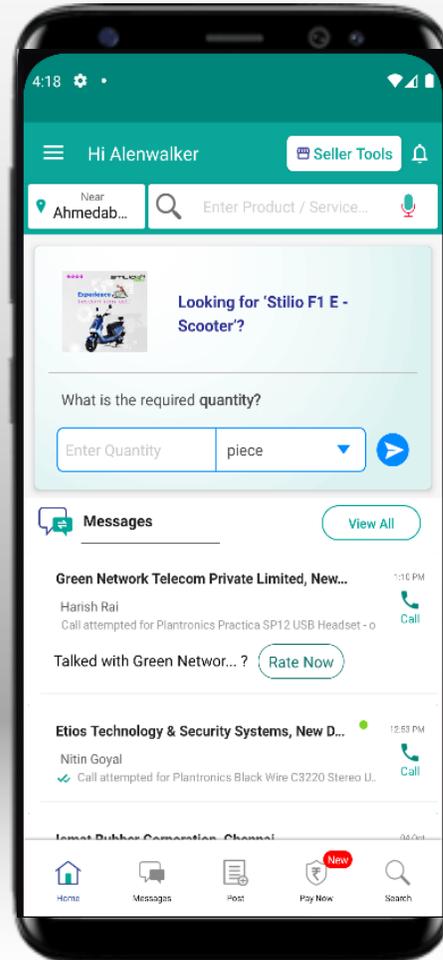
Call & Chat

Text Search

Voice Search

Auto-Suggest

Search Results



Buyer Journey

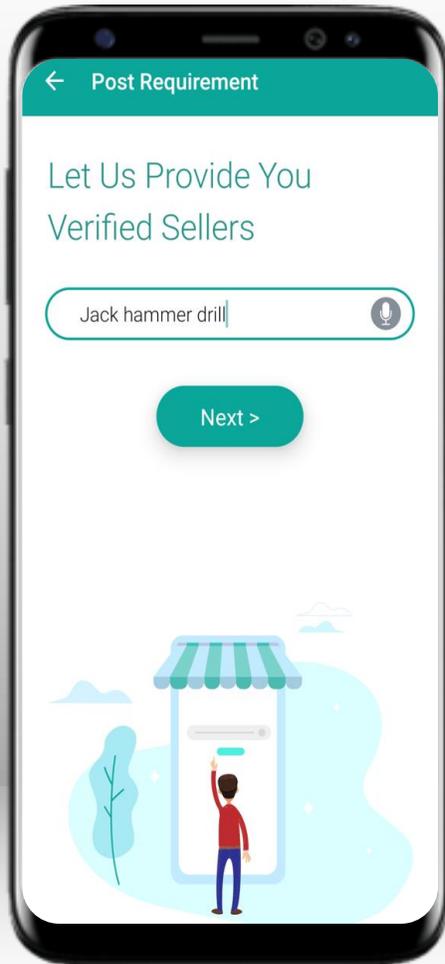
Search

Post Requirement

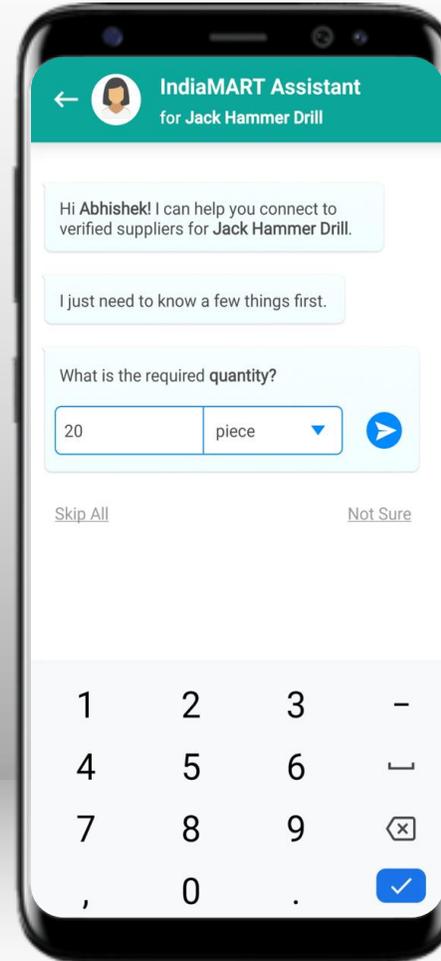
Product & Company Details

Call & Chat

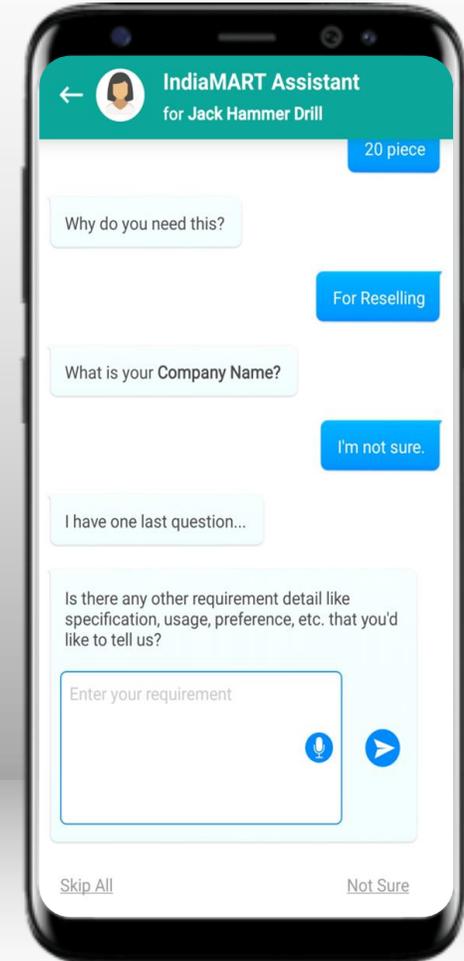
Enter Product Name



Share Details



Requirement Posted



Buyer Journey

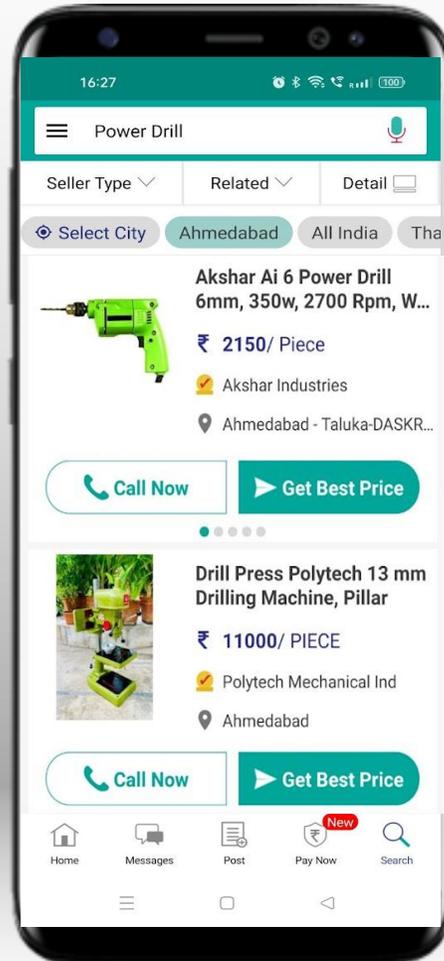
Search

Post Requirement

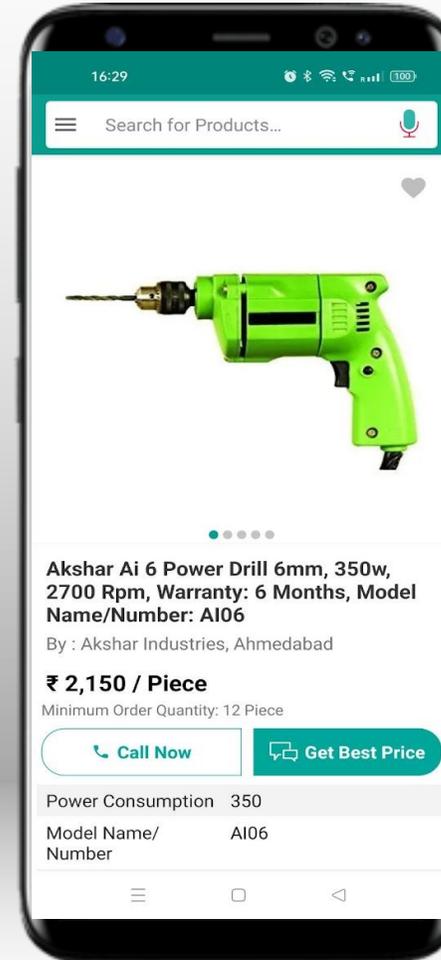
Product & Company Details

Call & Chat

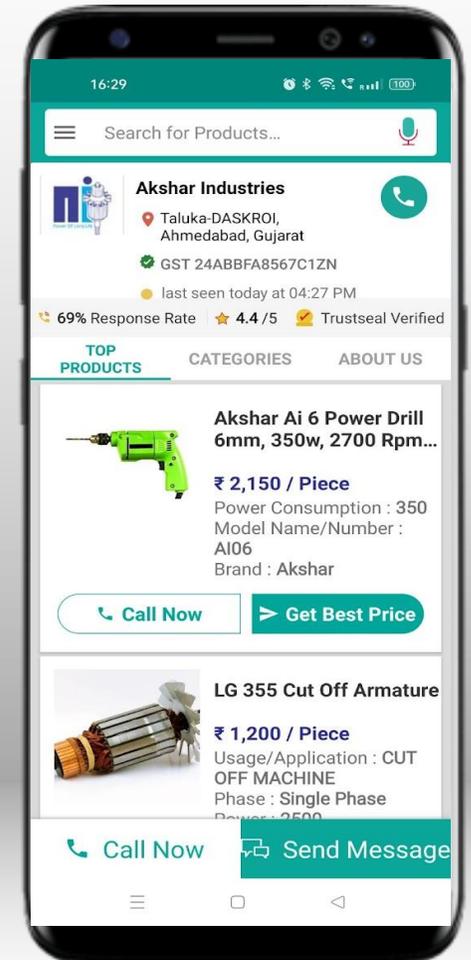
Search Page



Product Page



Company Page



Buyer Journey

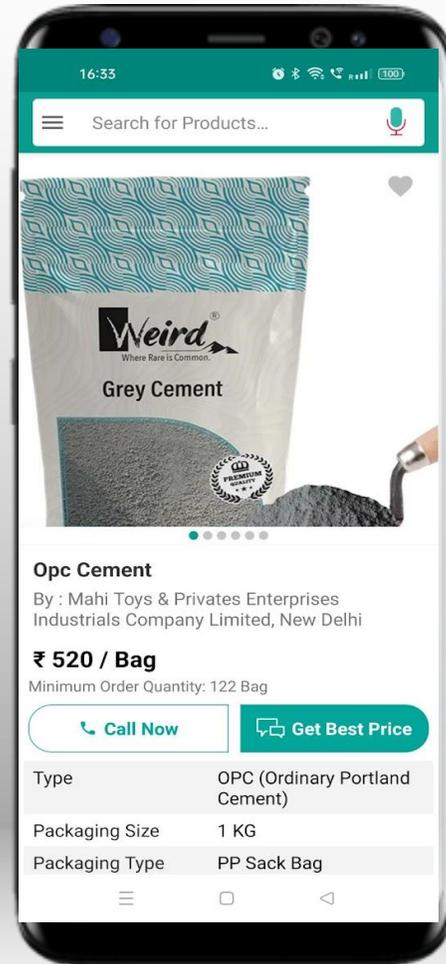
Search

Post Requirement

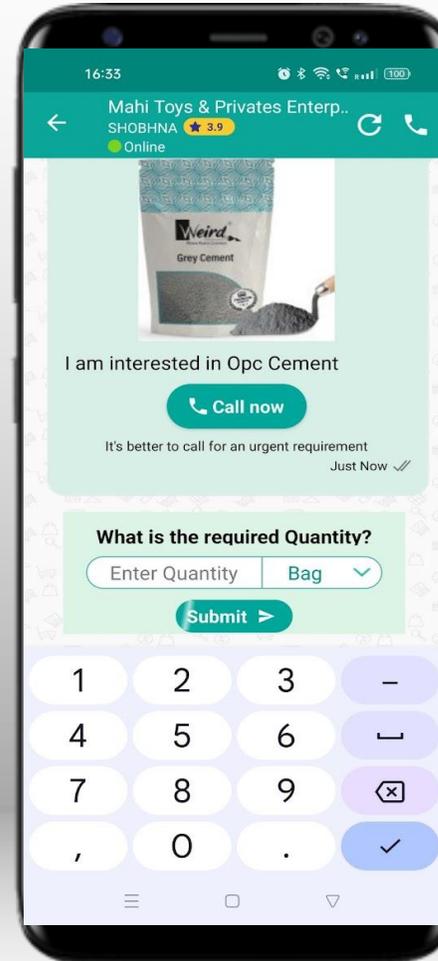
Product & Company Details

Call & Chat

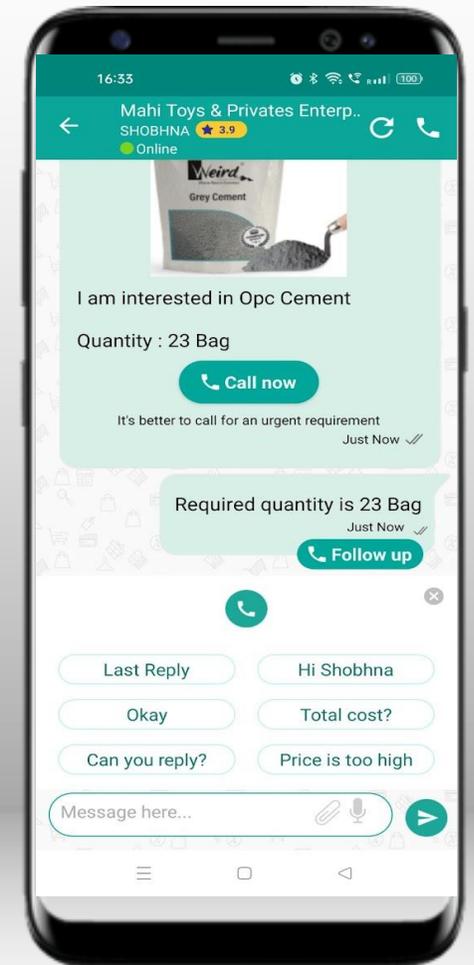
Product Page



Conversation



Follow-up via Call or Chat



Seller Journey

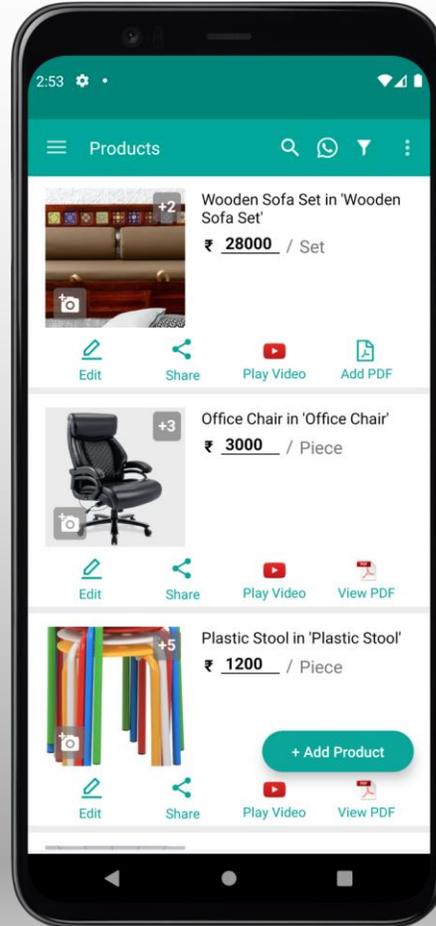
Online Store Management

Buy Leads

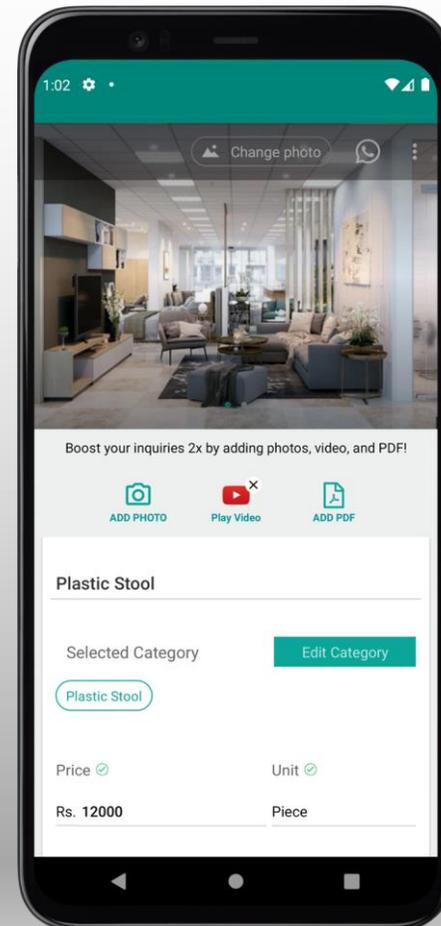
Lead Manager

Catalogue and Product sharing

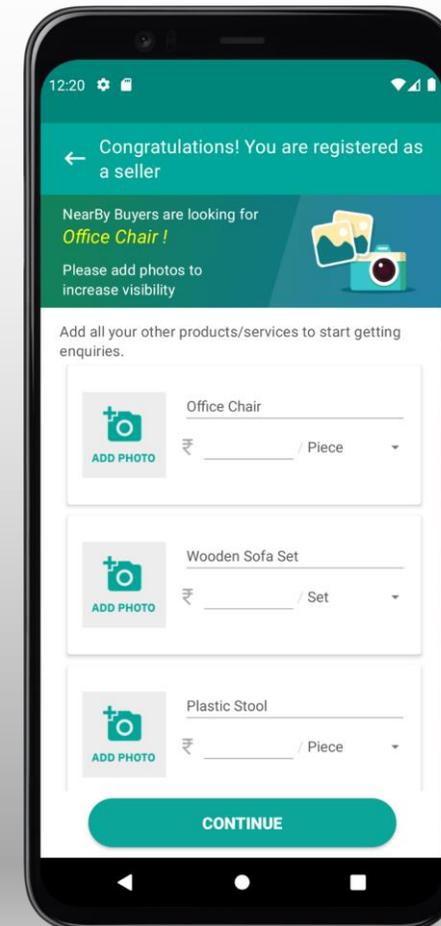
Who viewed your catalogue



Easy store management options



Add details to your products in easy steps



Quickly add products



Seller Journey

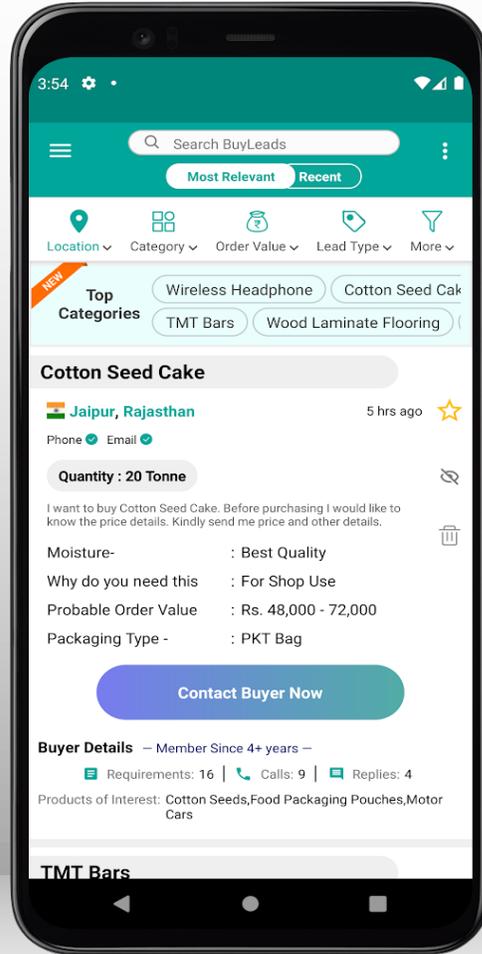
Online Store Management

BuyLeads

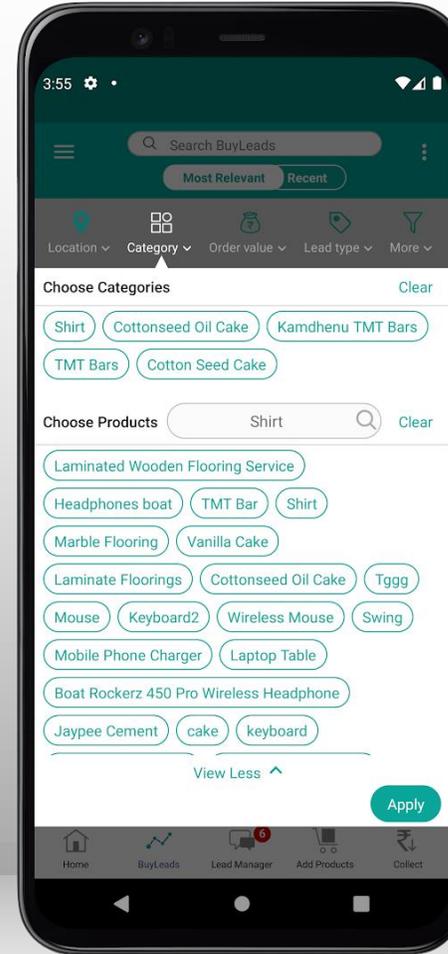
Lead Manager

Catalogue and Product sharing

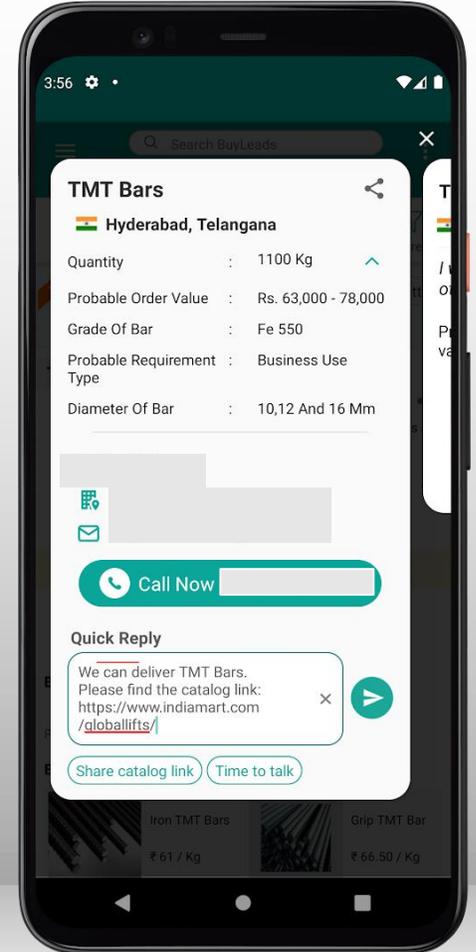
Who viewed your catalogue



Details of Buyer available to build credibility



Select Buy leads from multiple categories



View available Buyer Contact Details



Seller Journey

Online Store Management

BuyLeads

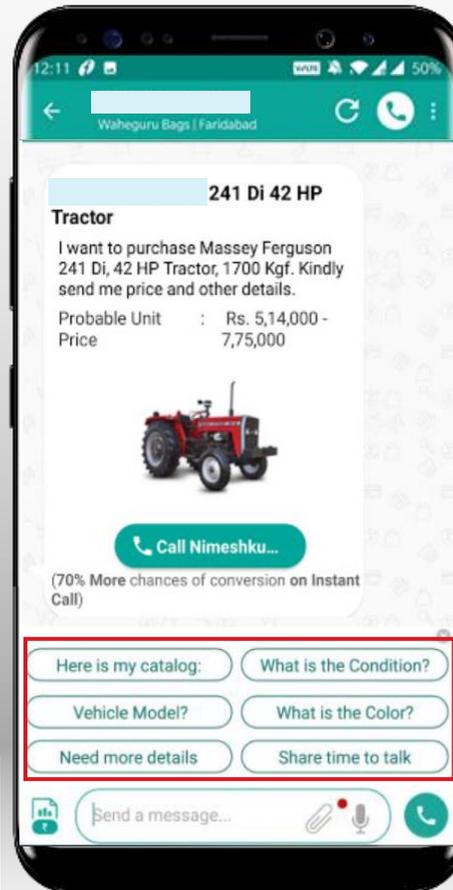
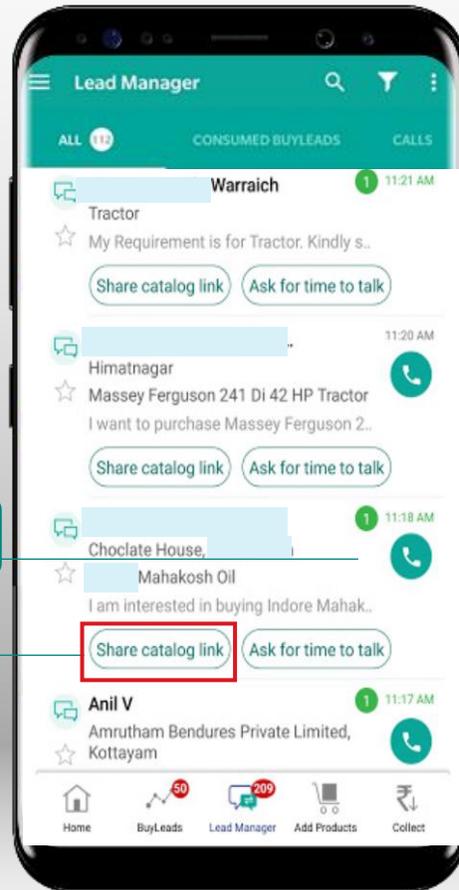
Lead Manager

Catalogue and Product sharing

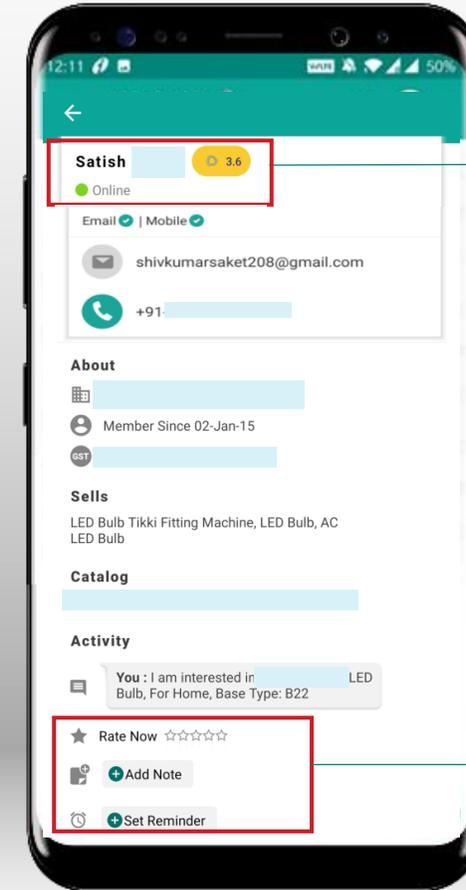
Who viewed your catalogue

Direct Buyer Callback

Share Link



AI-based Smart Reply



Reviews & Ratings

Call Option & Alerts

Add Notes, Set Reminders



Seller Journey

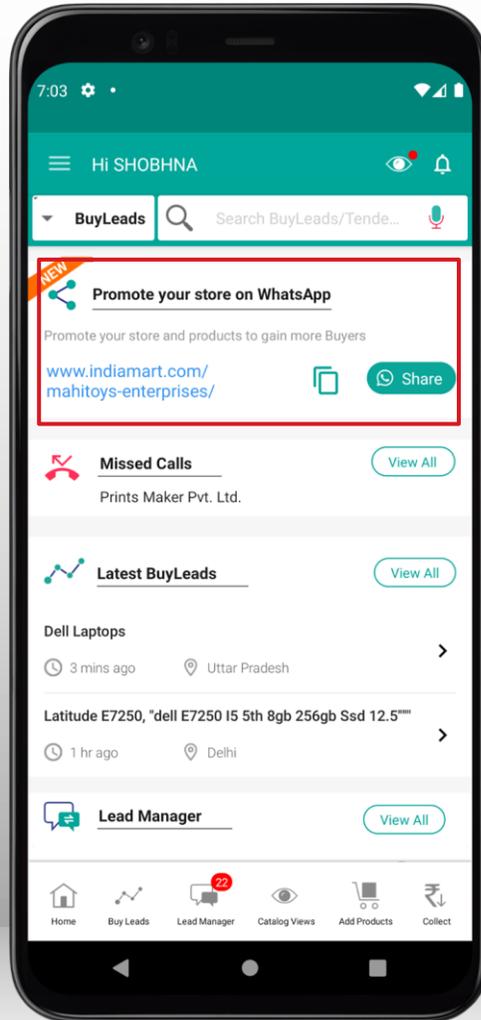
Online Store Management

Buy Leads

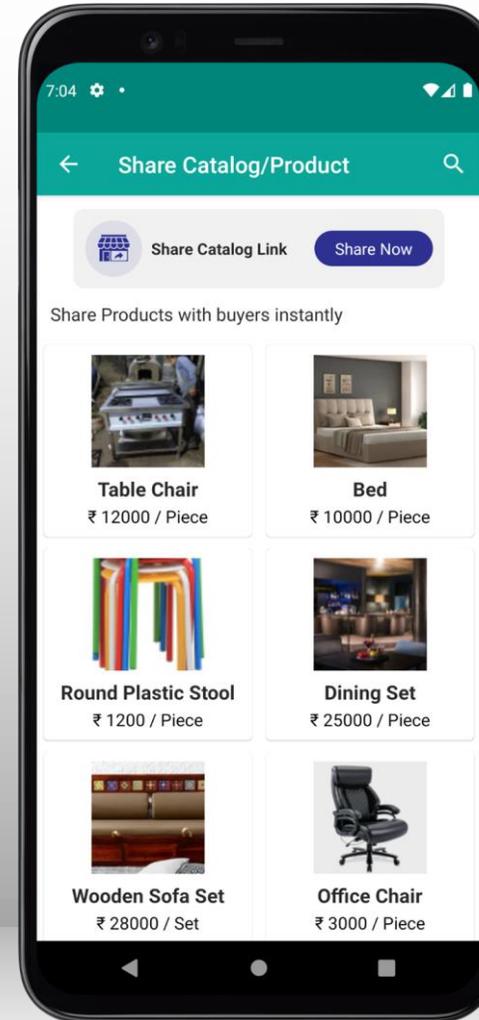
Lead Manager

Catalogue and Product sharing

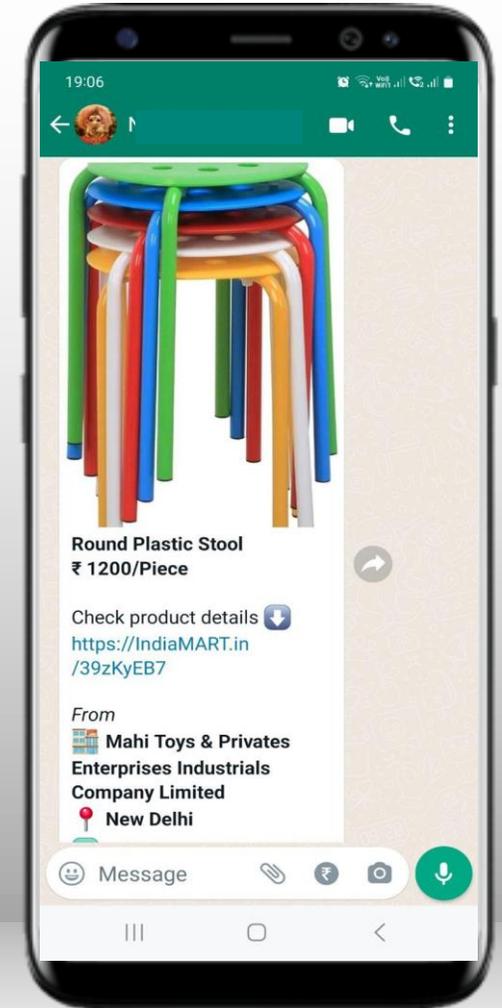
Who Viewed Your Catalogue



Seller can share his catalogue with the buyers



Catalogue link or a particular product is selected



Product image along with the product details are sent over Whatsapp



Seller Journey

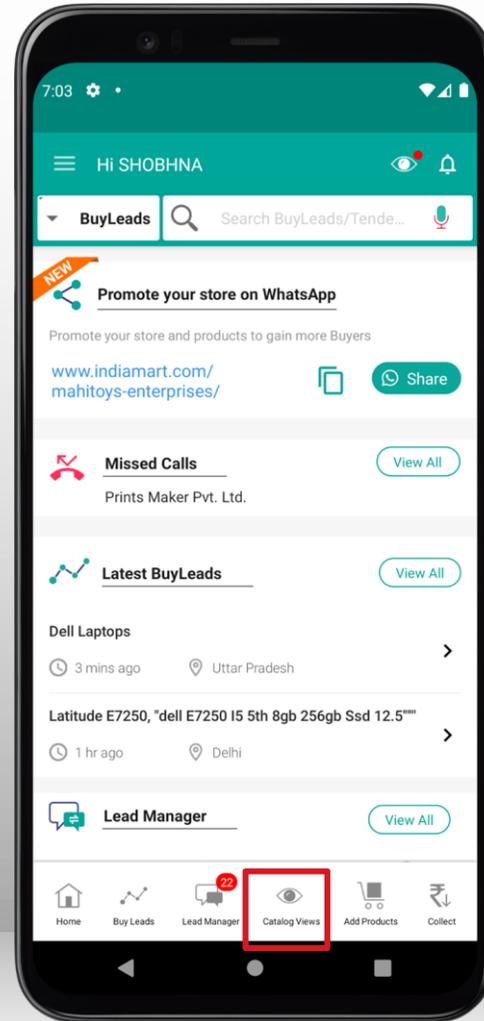
Online Store Management

Buy Leads

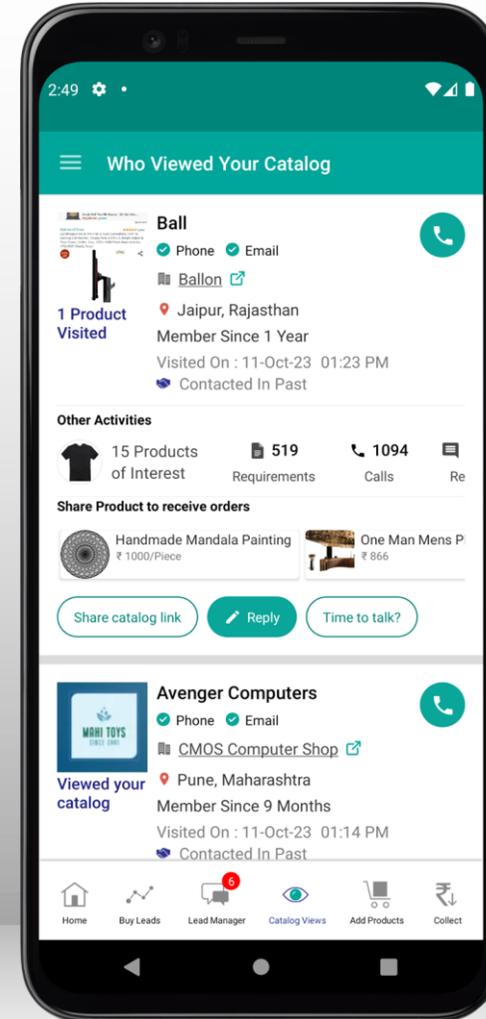
Lead Manager

Catalog and Product sharing

Who Viewed Your Catalog



Seller can see who all have viewed his catalog



This page displays the details of the users who viewed the catalog

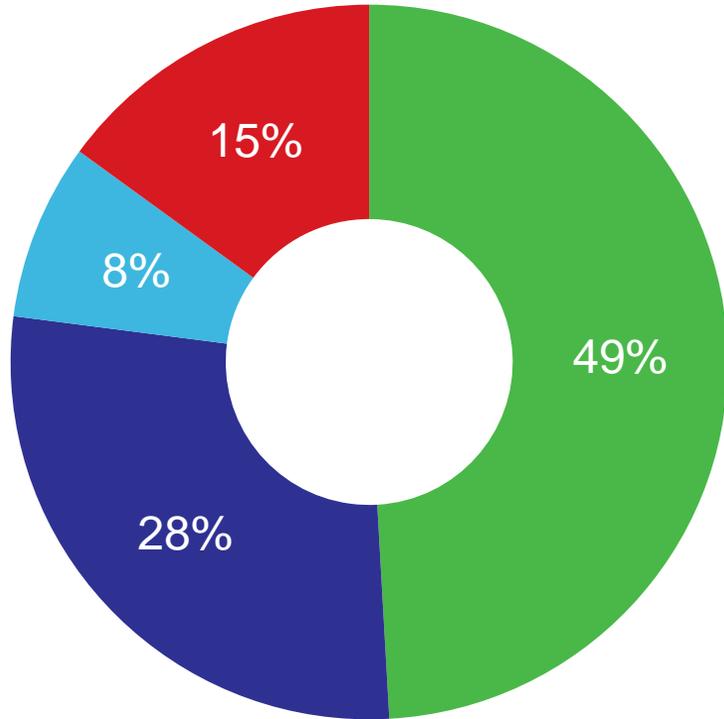


Shareholders and Team



Shareholding Pattern

Total Equity Shares Outstanding as on December 31, 2023 – 59,979,148



- 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

- First State Stewart Investors
- Arisaig Partners
- Westbridge Capital
- UTI Mutual Fund
- Vanguard Group, Inc.
- Grandeur Peak Global Advisors
- SBI Mutual Fund



Note: The figures are approximations

IndiaMART InterMESH Ltd

Senior Management Team

	Name	Qualification	Previous Experience
	Dinesh Chandra Agarwal <i>MD & CEO</i>	B.Tech (HBTI), Kanpur	Founder(IndiaMART), HCL America, C-Dot, CMC
	Brijesh Kumar Agrawal <i>WTD</i>	BMS Lucknow University, PGDBM NIILM, Delhi	Co-Founder, IndiaMART, Miebach Logistics India Pvt .Ltd.
	Prateek Chandra <i>CFO</i>	CA, B.Com(H), SRCC, DU	Bharat S. Raut & Co (KPMG), EXL, HT Media
	Dinesh Gulati <i>COO</i>	B.Tech, (HBTI), MBA (FMS, DU)	Kodak India Ltd, Bharti Airtel , Reliance Infocomm, Indian Express
	Amarinder S. Dhaliwal <i>CPO</i>	B.Tech(IIT Delhi), MBA (IIM A)	Micromax, BCCL, TIMES Internet, SBI Capital Markets
	Vivek Agrawal <i>CIO</i>	B.Tech(MDU), PGDM (FSM, Delhi)	ResearchCo Reprints, eBIZ.com
	Manoj Bhargava <i>GC, CS & Compliance Officer</i>	BCom(H), LLB(DU), LLM (IP Univ. Delhi), CS	HT Media Ltd., Varun Beverages Ltd., Barista Coffee Company Ltd., India Today Group





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/>

