



IndiaMART InterMESH Ltd.
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January 19, 2023

To,

BSE Limited
(BSE: 542726)

National Stock Exchange of India Limited
(NSE: INDIAMART)

Subject: Press Release on the Audited (Standalone and Consolidated) Financial Results of the Company for the quarter ended December 31, 2022

Dear Sir/Ma'am,

Pursuant to Regulation 30 of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, please find enclosed herewith the Press Release on the Audited (Standalone and Consolidated) Financial Results of the Company for the quarter ended December 31, 2022.

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

Please take 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

IndiaMART InterMESH Limited**Third Quarter ending December 31, 2022 - Results Press Release**

Noida, India, January 19, 2023: IndiaMART InterMESH Limited (referred to as “IndiaMART” or the “Company”), today announced its financial results for the third quarter ending December 31, 2022.

Q3 FY2023 vs. Q3 FY2022
<ul style="list-style-type: none">▪ Consolidated Revenue from Operations of Rs. 251 Crore, YoY growth of 34%▪ Consolidated Cash generated from Operations at Rs. 115 Crore, YoY growth of 36%▪ Consolidated Deferred Revenue stood at Rs. 1,015 Crore, YoY growth of 29%

Financial Highlights (Q3 FY2023):

IndiaMART reported consolidated Revenue from Operations of Rs. 251 Crore in Q3 FY23, a growth of 34% YoY primarily driven by 24% increase in number of paying subscription suppliers and addition of Rs. 10 Crore revenue from accounting software services. Consolidated Deferred Revenue increased by 29% YoY to Rs. 1,015 Crore as on December 31, 2022.

The Company continued making growth investments in manpower, product and technology, sales and servicing resulting into growth in revenue and paying subscription suppliers. As a result, consolidated EBITDA was Rs. 70 Crore for Q3 FY23 representing EBITDA margin of 28%.

The Other Income increased to Rs. 102 crores on primarily due to one-time realized and unrealized gain of Rs. 67 crores on measurement and sale of investment in other entities. Net Profit for this quarter was Rs. 113 Crore representing margin of 32%.

Consolidated Cash Flow from Operations for the quarter was at Rs. 115 Crore. Cash and Investments balance stood at Rs. 2,108 Crore as on December 31, 2022.

Operational Highlights (Q3 FY2023):

IndiaMART registered traffic of 250 million and Total business enquiries of 119 million during Q3 FY23. Supplier Storefronts grew to 7.4 million, an increase of 6% YoY and paying subscription suppliers grew by 24% YoY to 194,355 with a net addition of 6,263 paying subscription suppliers during the quarter.

Commenting on the performance, Mr. Dinesh Agarwal, Chief Executive Officer, said:

" We are pleased with the growth in revenue, deferred revenue, paying subscription suppliers and cash flow from operations with healthy margins. Our strong balance sheet and sustainable cashflows enable us to continue investing in strengthening our manpower across the organization as well as investments in strategic areas. We will continue to invest behind growth and focus on further strengthening our value proposition to leverage the emerging growth tailwinds due to accelerated digital adoption by businesses."

Q3 FY2023 Performance Metrics: Consolidated Basis

Particulars	Unit	Q3 FY23	Q3 FY22	Y-o-Y Change	Q2 FY23	Q-o-Q Change
Total Income	(Rs. Crore)	354	210	68%	287	23%
Revenue from Operations	(Rs. Crore)	251	188	34%	241	4%
EBITDA	(Rs. Crore)	70	79	(11%)	67	5%
EBITDA Margin	%	28%	42%		28%	
EBIT	(Rs. Crore)	62	76	(19%)	60	3%
EBIT Margin	%	25%	40%		25%	
Other Income	(Rs. Crore)	102	22	367%	47	119%
Profit Before Tax	(Rs. Crore)	152	93	63%	93	64%
Profit Before Tax Margin	%	43%	44%		32%	
Net Profit for the period	(Rs. Crore)	113	70	61%	68	65%
Net Profit Margin	%	32%	33%		24%	
Cash generated from Operating Activities	(Rs. Crore)	115	84	36%	78	48%
Collections from Customers	(Rs. Crore)	283	222	28%	264	7%
Deferred Revenue	(Rs. Crore)	1,015	790	29%	984	3%
Cash and Investments	(Rs. Crore)	2,108	2,523	(16%)	1,975	7%

About IndiaMART:

IndiaMART is India's largest online B2B marketplace for business products and services. IndiaMART makes it easier to do business by connecting buyers and sellers across product categories and geographies in India through business enablement solutions. IndiaMART provides ease and convenience to the buyers by offering a wide assortment of products and a responsive seller base while offering lead generation, lead management and payment solutions to its sellers.

IndiaMART InterMESH Ltd.

CIN: L74899DL1999PLC101534

Corporate Office

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Noida-201305, U.P.

Registered Office

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