



**IndiaMART InterMESH Ltd.**  
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**January 19, 2023**

**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 and nine months ended December 31, 2022**

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 and nine months ended December 31, 2022.

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***



# Make Doing Business Easy

## Earnings Presentation

QUARTER ENDED  
DECEMBER 31, 2022

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



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## Solar Panels



# Safe Harbour

## Lithium Battery

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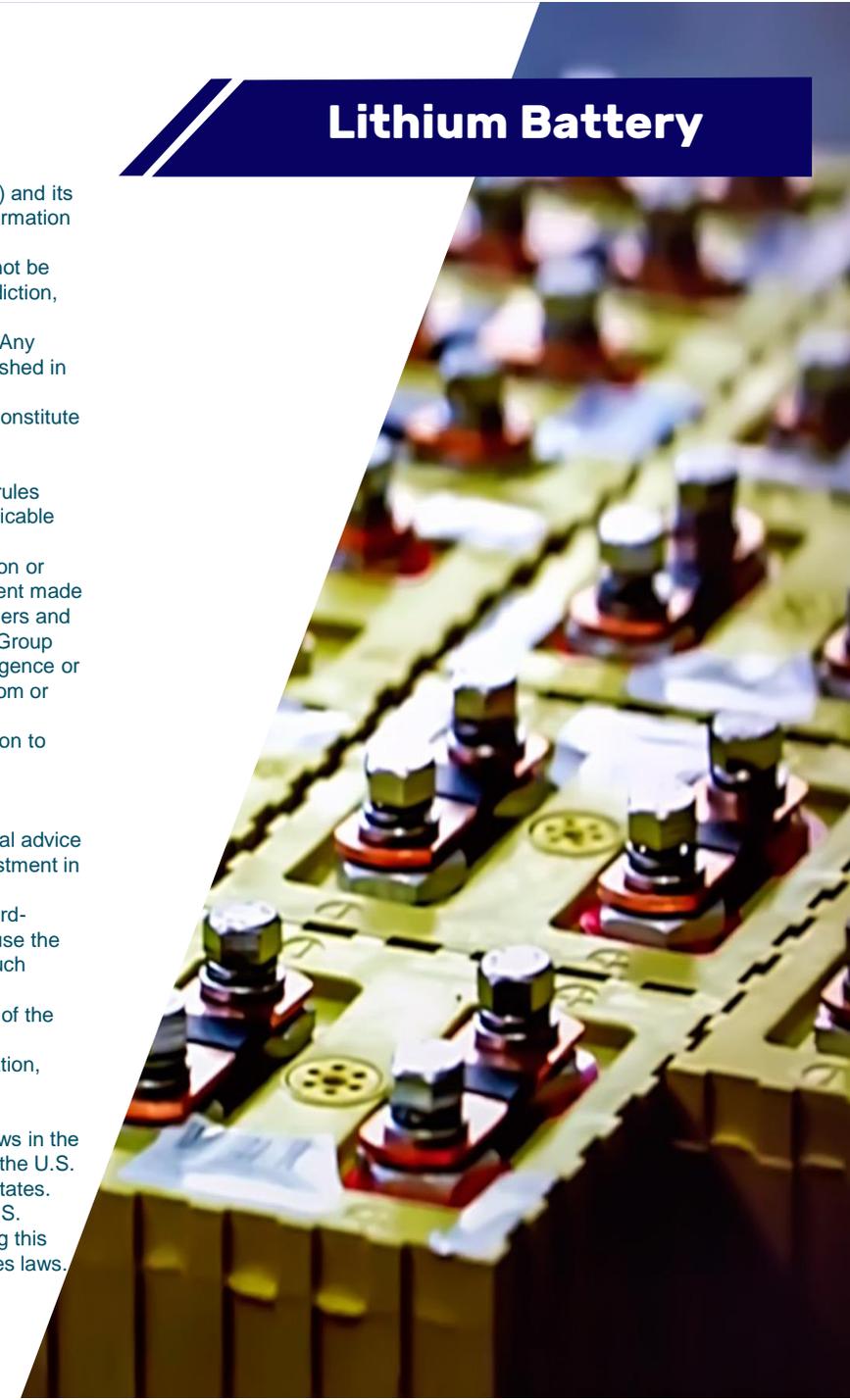
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**Turbine**

# Quarterly Highlights Q3FY23



# Q3 FY23 Results Overview (Consolidated)

Revenue from Operations

₹ 251 Cr

↑ 34%

Collections

₹ 283 Cr

↑ 28%

Deferred Revenue

₹ 1,015 Cr

↑ 29%

EBITDA

₹ 70 Cr

↓ 10%

28% Margin

Net Profit

₹ 113 Cr

↑ 61%

32% Margin

Cash Generated from  
Operating Activities

₹ 115 Cr

↑ 36%

40% of Collections

Cash and Treasury Balance ₹ 2,108 Cr



Results are compared against Q3 FY22

IndiaMART InterMESH Ltd

↑ ↓ Calculated YoY

# Q3 FY23 Results Overview (Standalone)

Revenue from Operations

₹ 240 Cr

↑ 28%

Collections

₹ 273 Cr

↑ 24%

Deferred Revenue

₹ 991 Cr

↑ 25%

EBITDA

₹ 70 Cr

↓ 12%

29% Margin

Net Profit

₹ 82 Cr

↑ 10%

28% Margin

Cash Generated from  
Operating Activities

₹ 114 Cr

↑ 33%

42% of Collections



Results are compared against Q3 FY22

IndiaMART InterMESH Ltd

↑ ↓ Calculated YoY

# Q3 FY23 Operational Performance (Standalone)

Paying Subscription Suppliers

**194K**

⬆️ 24%

Indian Supplier Storefronts

**7.4 Mn**

⬆️ 6%

Traffic

**250 Mn**

⬆️ 3%

Annualised Revenue Per  
Paying Subscriber

**₹ 49,435**

⬆️ 3%

Live Product Listings

**90 Mn**

⬆️ 13%

Unique Business Enquiries

**22 Mn**

⬆️ 4%

6,263 paying subscription suppliers added this quarter



Results are compared against Q3 FY22

IndiaMART InterMESH Ltd

⬆️ ⬆️ Calculated YoY

# Busy Q3 FY23 Result Overview

Revenue from Operations

**₹ 10.4 Cr**

Billing

**₹ 12.4 Cr**

Deferred Revenue and Advances

**₹ 24.1 Cr**

Net Profit

**₹ 2.0 Cr**

EBITDA

**₹ 1.6 Cr**

Cash Generated from Operating Activities

**₹ 4.3 Cr**

323K License Sold till date  
5K New License sold this quarter





**Bamboo Woods**

# IndiaMART Business Overview



# Traditional Marketplace to Online Marketplace

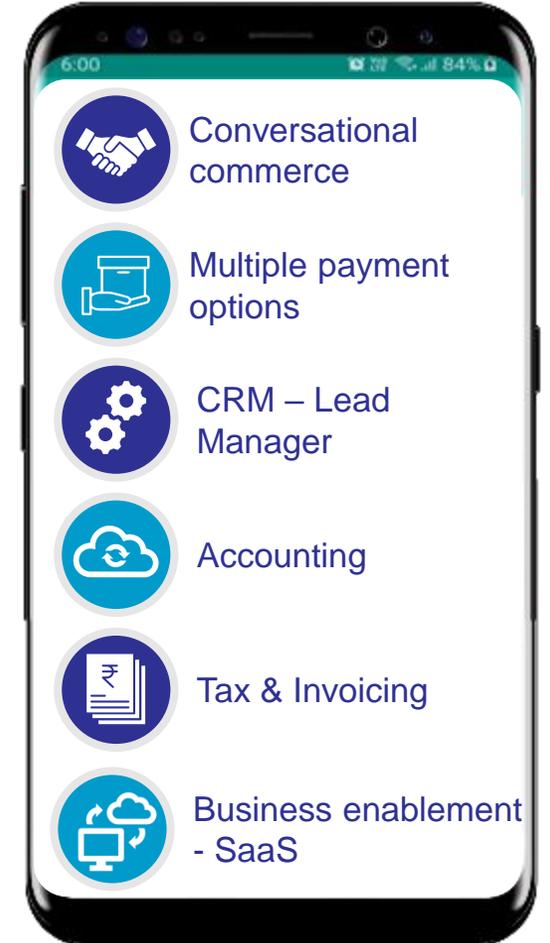
Offline Discovery



Online Discovery, Anytime, Anywhere



Additional services for business enablement



# India's Largest Online B2B Marketplace



B2B marketplace is a growing market



Diversified across categories and geographies



2-way discovery marketplace



Behavioral data driven algorithmic matchmaking



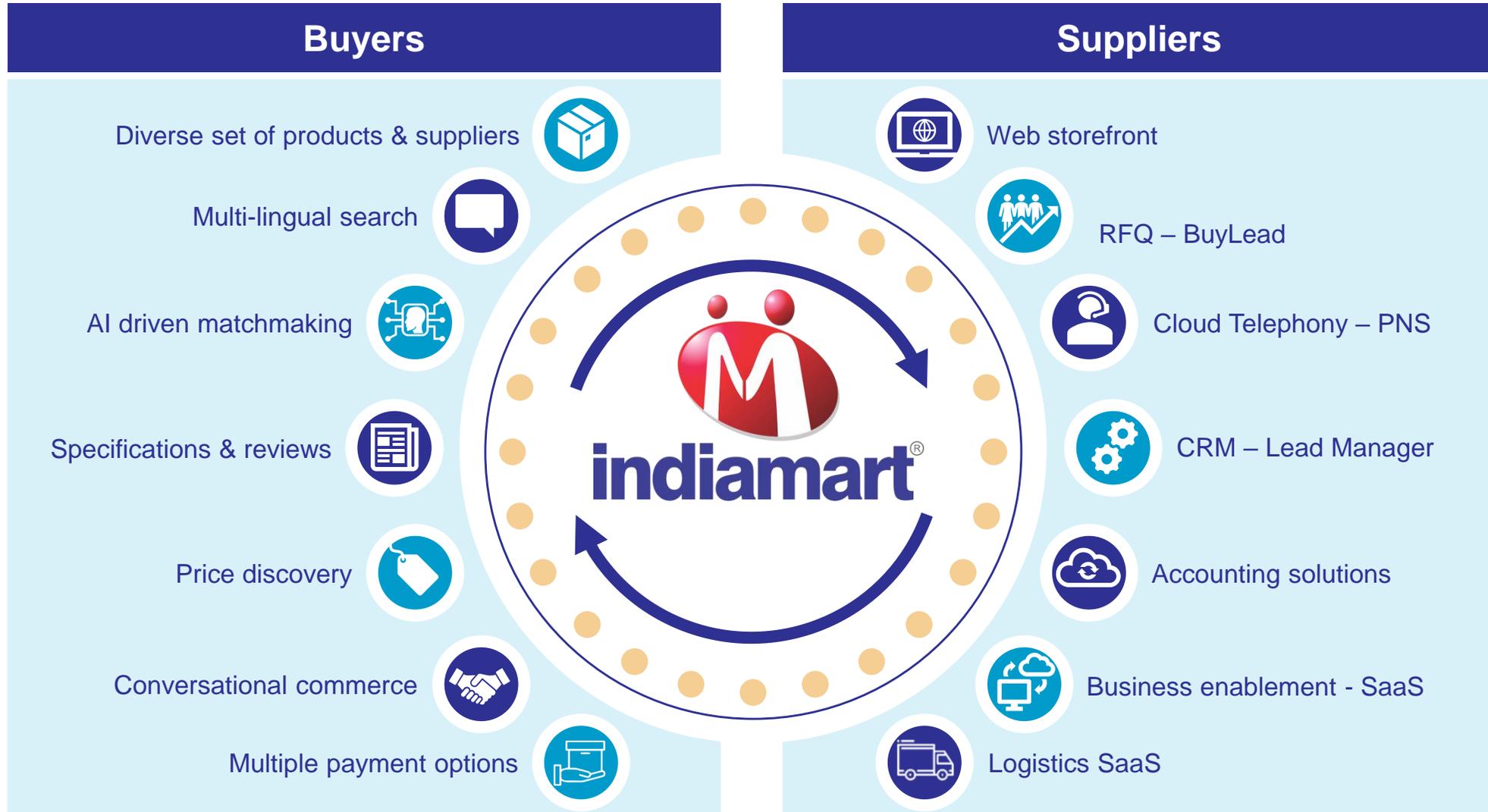
Strong network effects



Subscription based revenue model with negative working capital



# Services that Empower Businesses



# Well Diversified Across 95,000 Categories



**Industrial Plants, Machinery & Equipment**  
8%

**Construction & Building Raw Material**  
8%

**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**  
5%



**Mechanical Components & Parts**  
4%

**Vegetables, Fruits, Grains, Dairy & Other FMCG & Groceries**  
3%

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

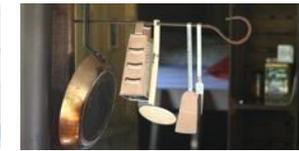
**Chemicals, Dyes & Allied Products**  
3%

**Housewares, Home Appliances, Household Decorations & Consumables**  
3%

**Furniture, Furniture Supplies & Furniture Hardware**  
3%

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

**Cosmetics, Toiletries & Personal Care Products**  
2%



**Scientific, Measuring, Laboratory Instruments & Supplies**  
2%

**Kitchen Containers, Utensils, Stove, Cookware, Tableware & Food Choppers**  
2%

**Automobiles, Spare Parts and Accessories**  
2%

**Pharmaceutical Drugs, Medicines, Vitamins & Other Healthcare Products**  
2%

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

**Gifts, Crafts, Antiques & Handmade Decoratives**  
2%

**Electronics Components and Supplies**  
1%

**Sports Goods, Games, Toys & Accessories**  
1%

Note: Figures have been rounded off;

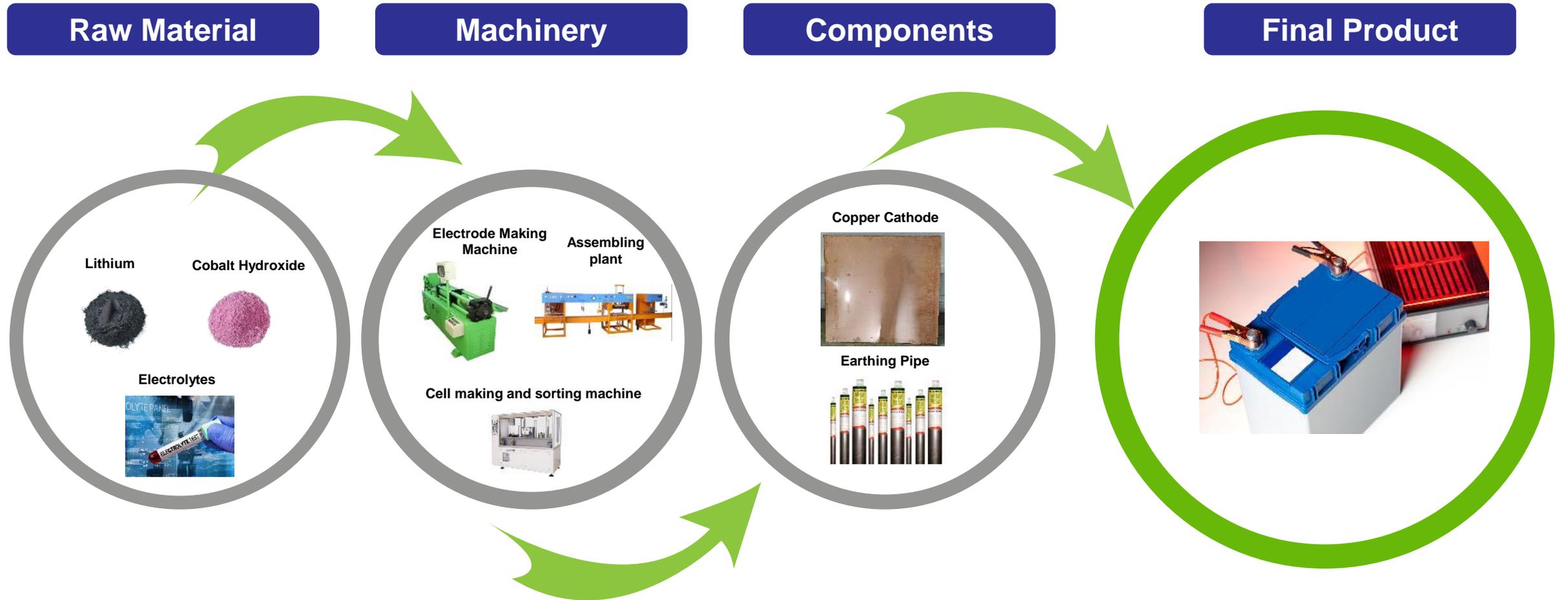
**56 Industries**

**90 Mn Products**

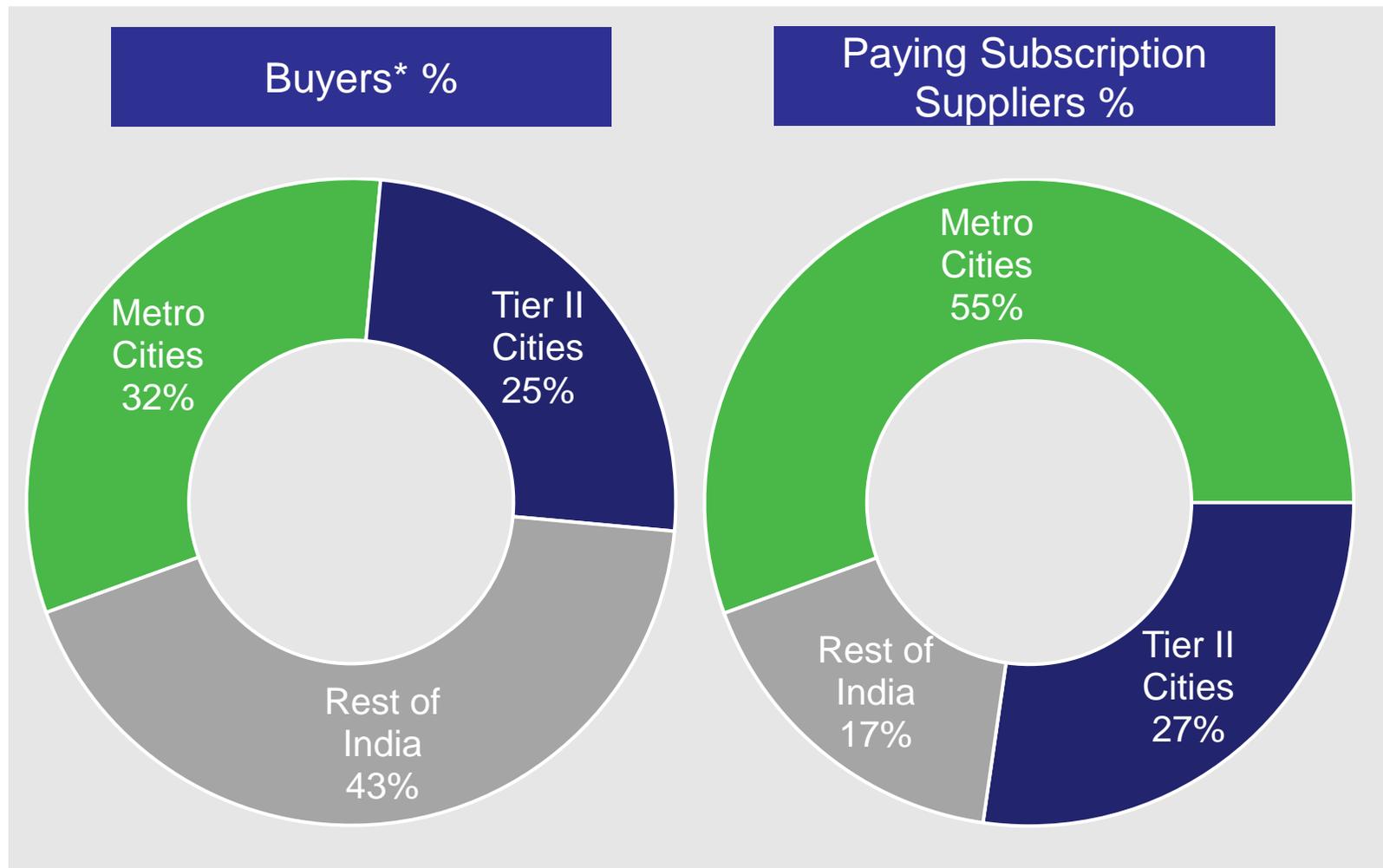
\*% of total paying subscription suppliers, as on December 31, 2022



# End-To-End Value Chain Discovery – Battery



# 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

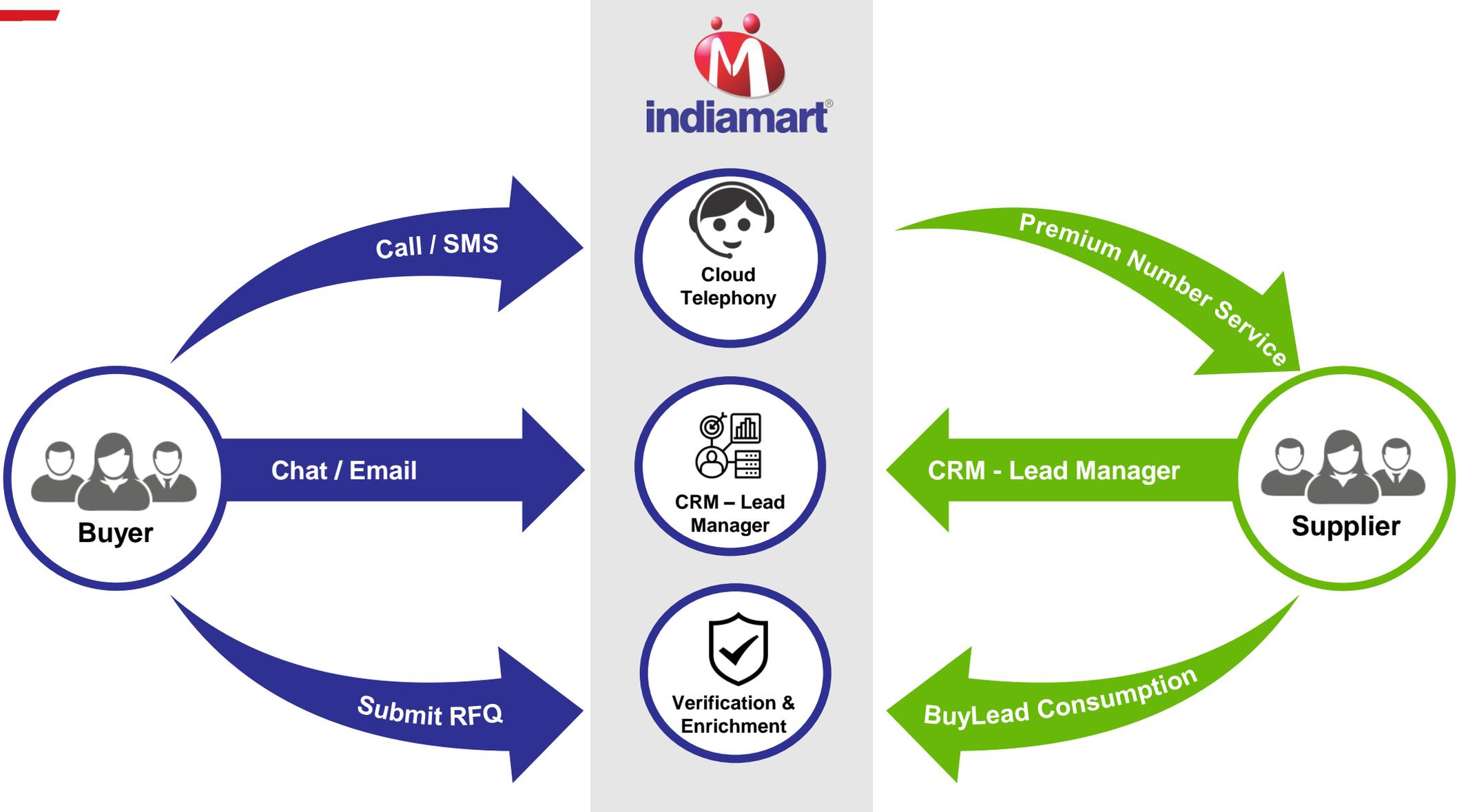
Notes:

1. As on March 31, 2022; Figures have been rounded off
2. Population as per 2011 census

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

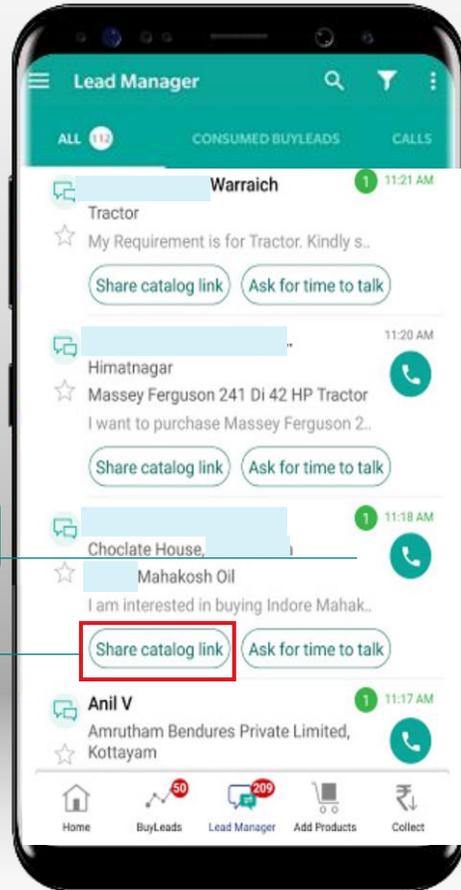


# 2-way Discovery Marketplace



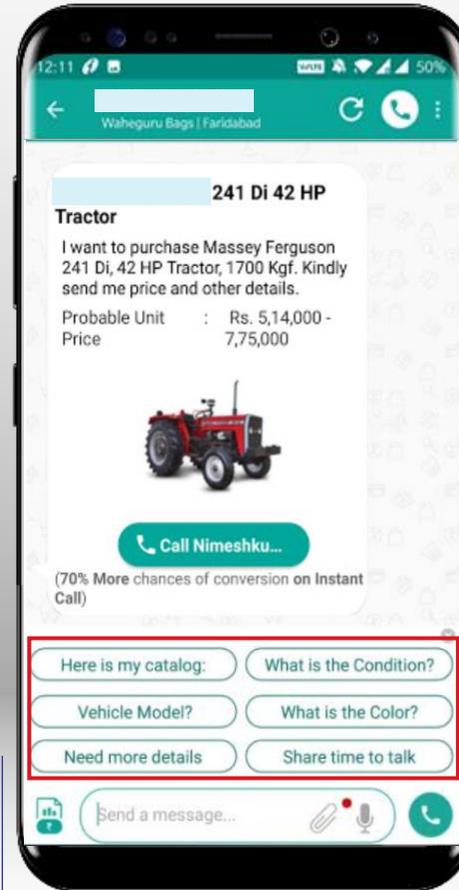
# CRM – Lead Manager & Conversational Commerce

~88mn Replies\* and Callbacks\*\* during Q3 FY23

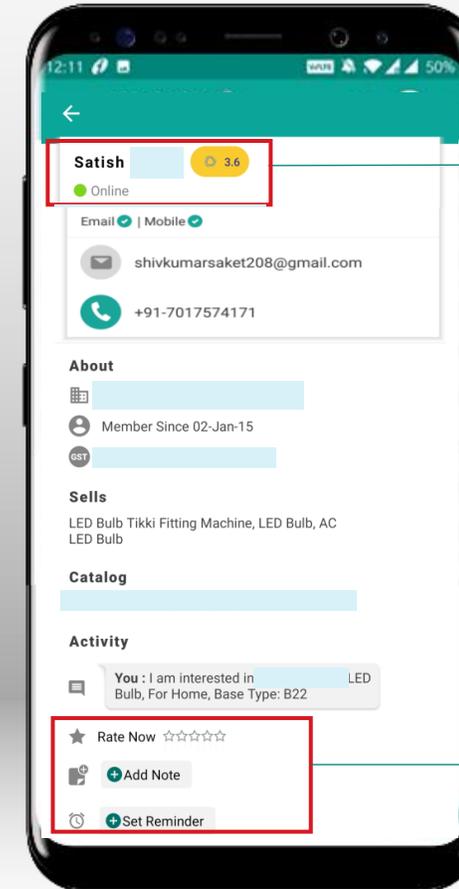


Direct Buyer Callback

Share Link



AI-based Smart Reply



Reviews & Ratings

Call Option & Alerts

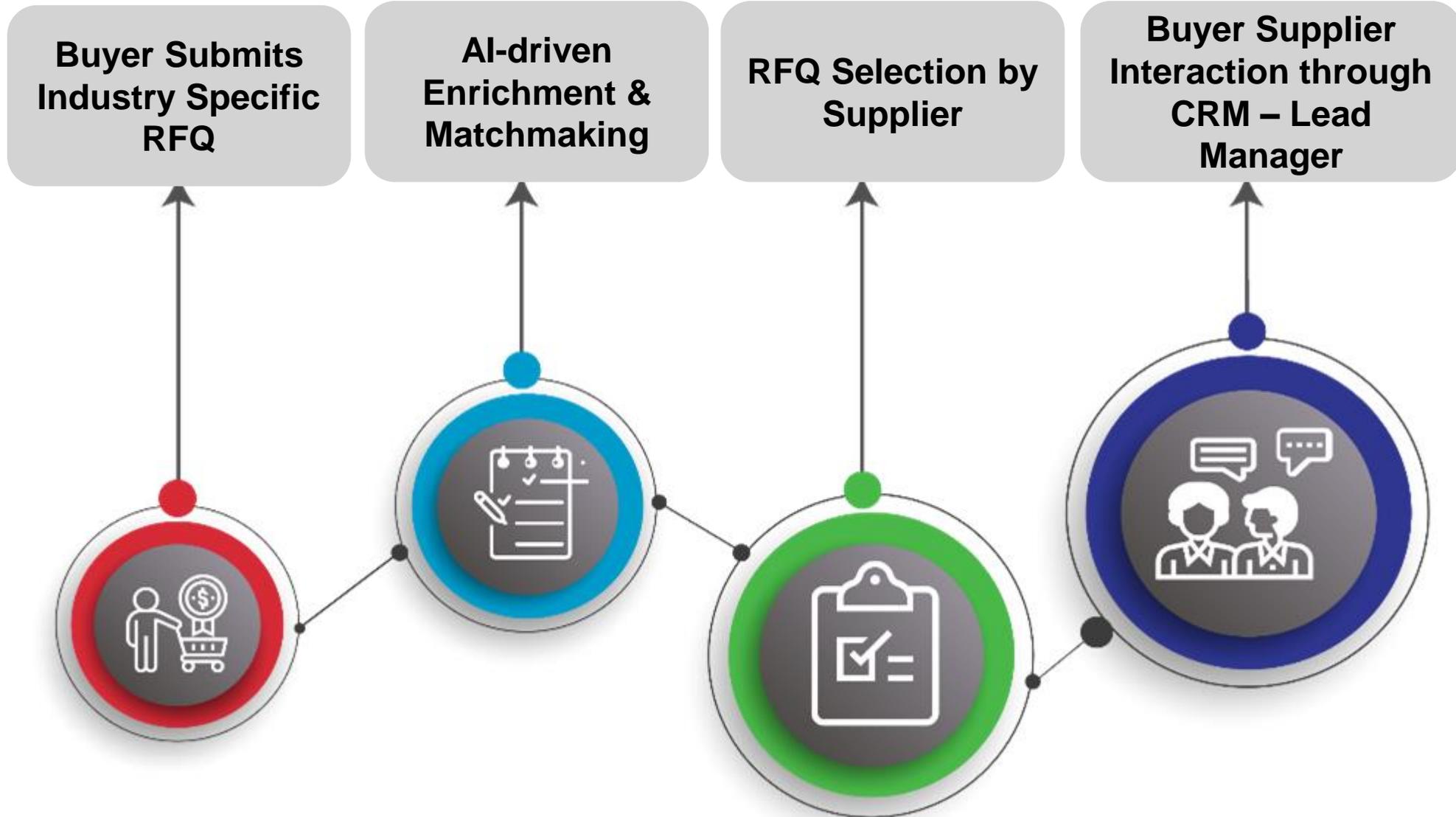
Add Notes, Set Reminders

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

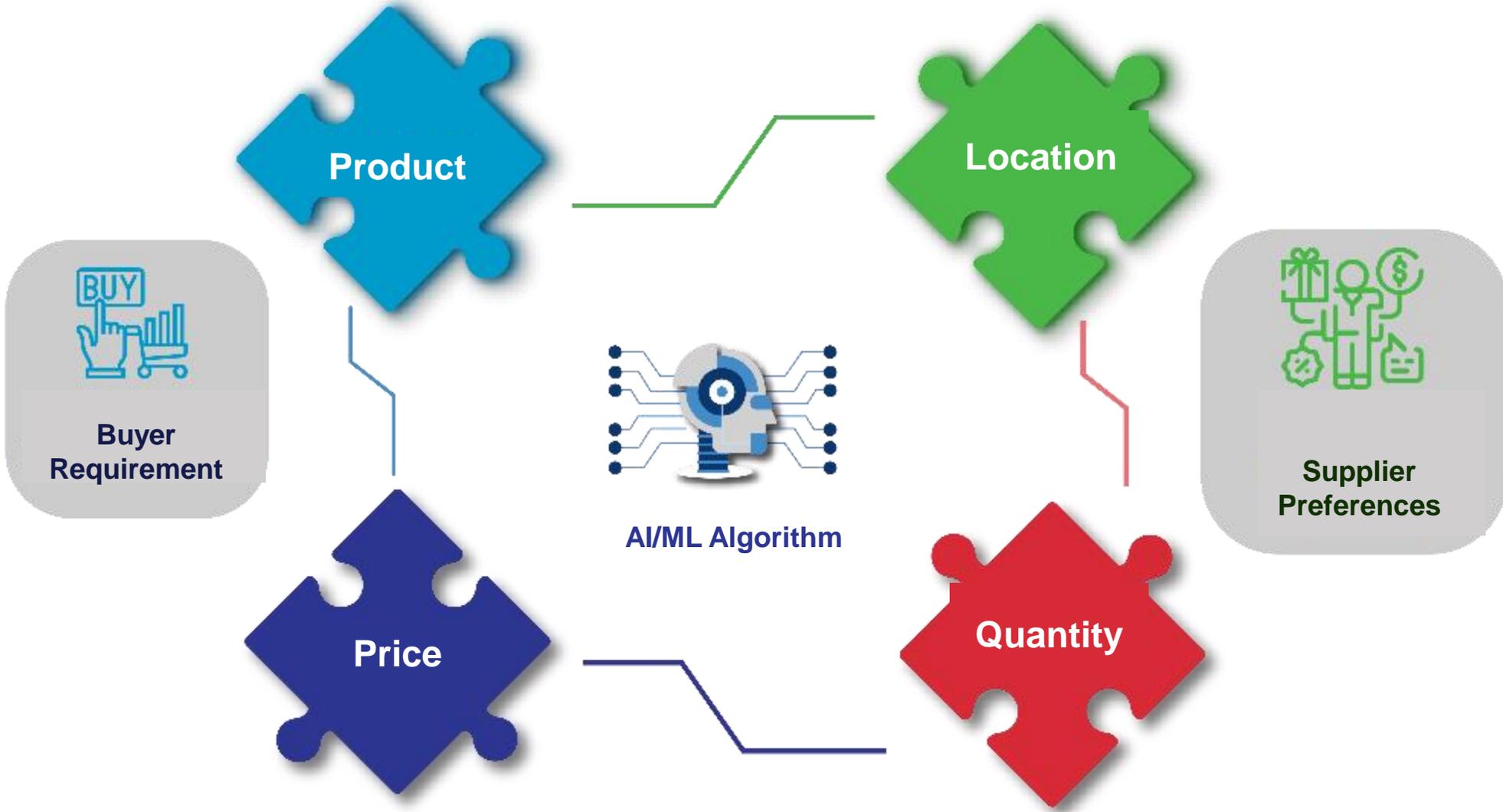
\*\* Total Callbacks via Mobile site and App



# How RFQ / BuyLead Works



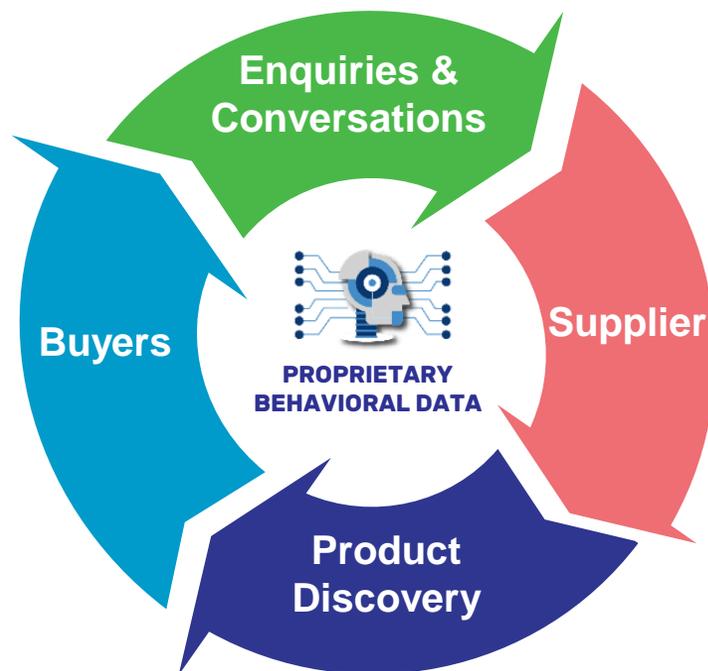
# Behavioral Data Driven Algorithmic Matchmaking



# Key Competitive Strengths – Brand and Network Effect

- 22 Mn<sup>(2)</sup> Unique Business Enquiries
- ~88mn<sup>(1)</sup> replies & callbacks
- Call Responsiveness
- RFQ selection

- ~100% organic search
- 165 Mn Registered Buyers
- 53% repeat buyers<sup>(3)</sup>
- 37% suppliers are buyers
- 4.7 play store rating



- 7.4 Mn suppliers
- 194K paying subscription suppliers
- Widespread reach
- Multi-channel sales and service
- Review and ratings

- 90 mn listed products
- ~95,000 Categories
- Product specifications
- Pricing, photos & videos

Note: Figures as of Dec 31, 2022, Figures have been rounded off

(1) Total replies & callbacks for Q3 FY23

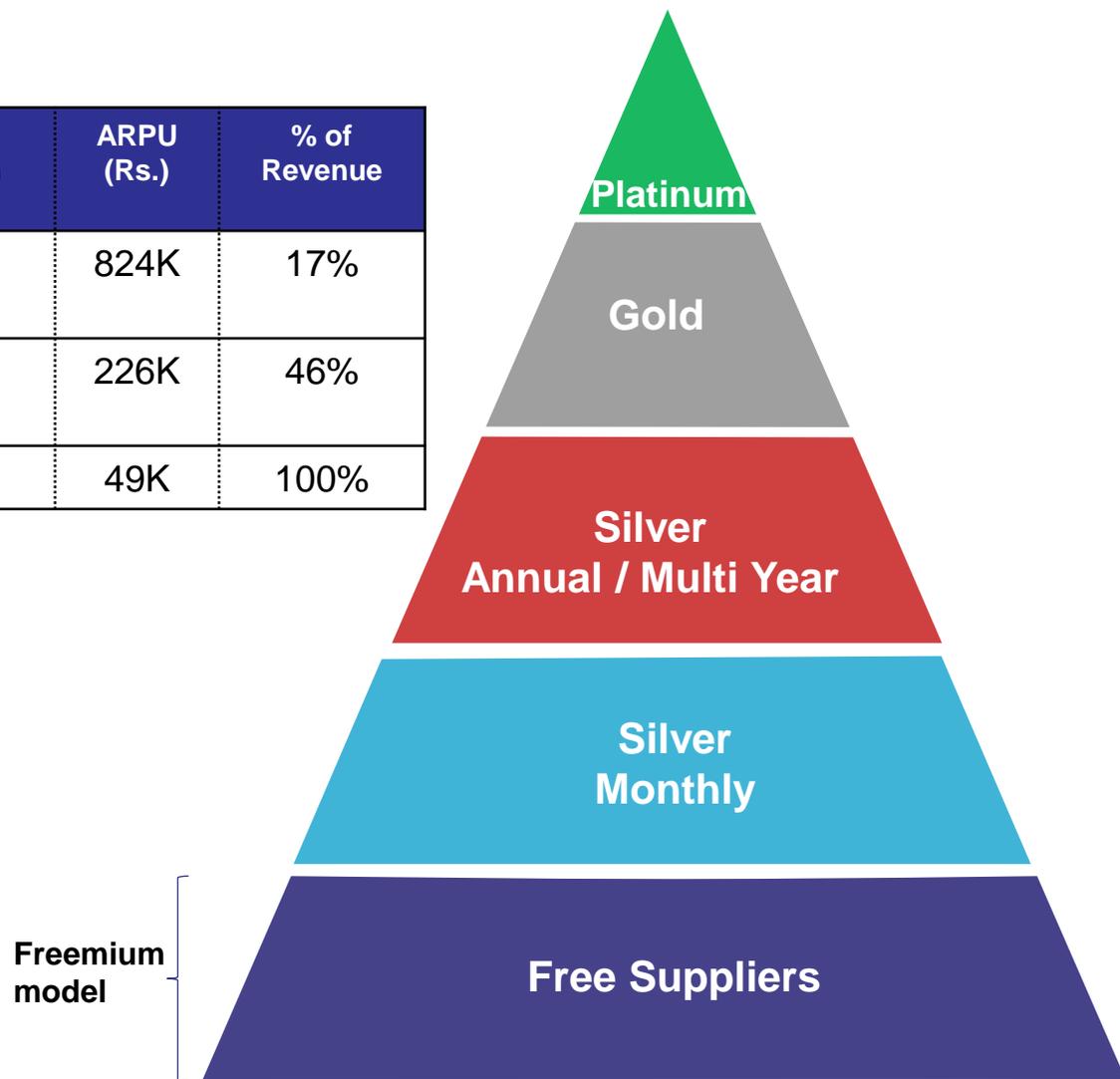
(2). Figures for Q3 FY23

(3) Daily repeat buyers calculated for 90 days



# ROI-driven, Subscription Based Revenue Model and RFQ Quota

Paying subscription suppliers	ARPU (Rs.)	% of Revenue
Top 1% ~2K	824K	17%
Top 10% ~20K	226K	46%
194K	49K	100%



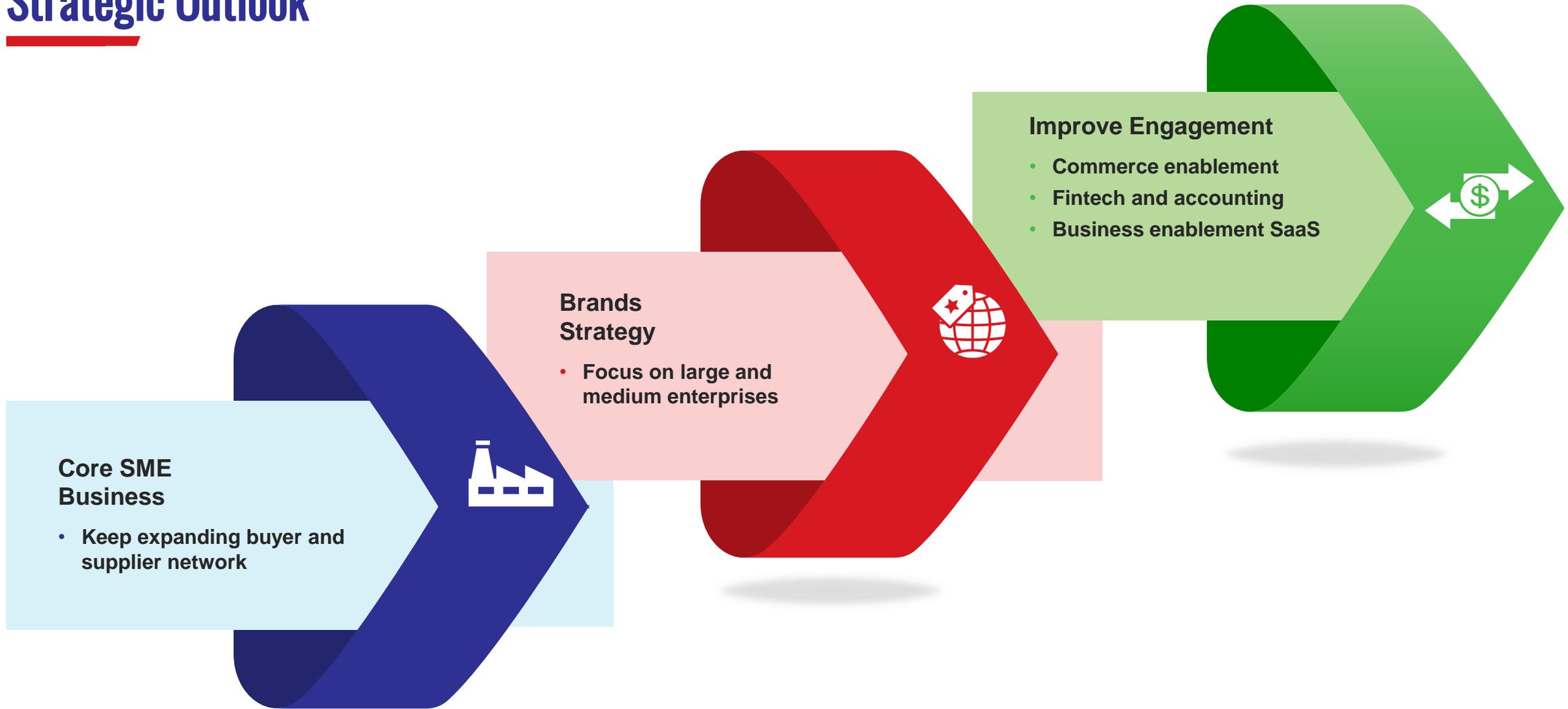
### Key Offerings

- 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 - 3 to 4 Weekly - 50 to 100

# Strategic Outlook



# Enterprise Solutions – Partnering Across a Wide Spectrum



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Industries ▾

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## HEALTHCARE EQUIPMENTS & SUPPLIES

HELPING HEALTHCARE INDUSTRIES GROW BIG  
DIGITALLY

Know more



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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



Inventory Management



Order Management



Accounting / Invoicing



Receivables Management



Procurement Management



Tax Compliance



Distributor Management



Payroll



# Accounting – Strategic Fit for IndiaMART

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

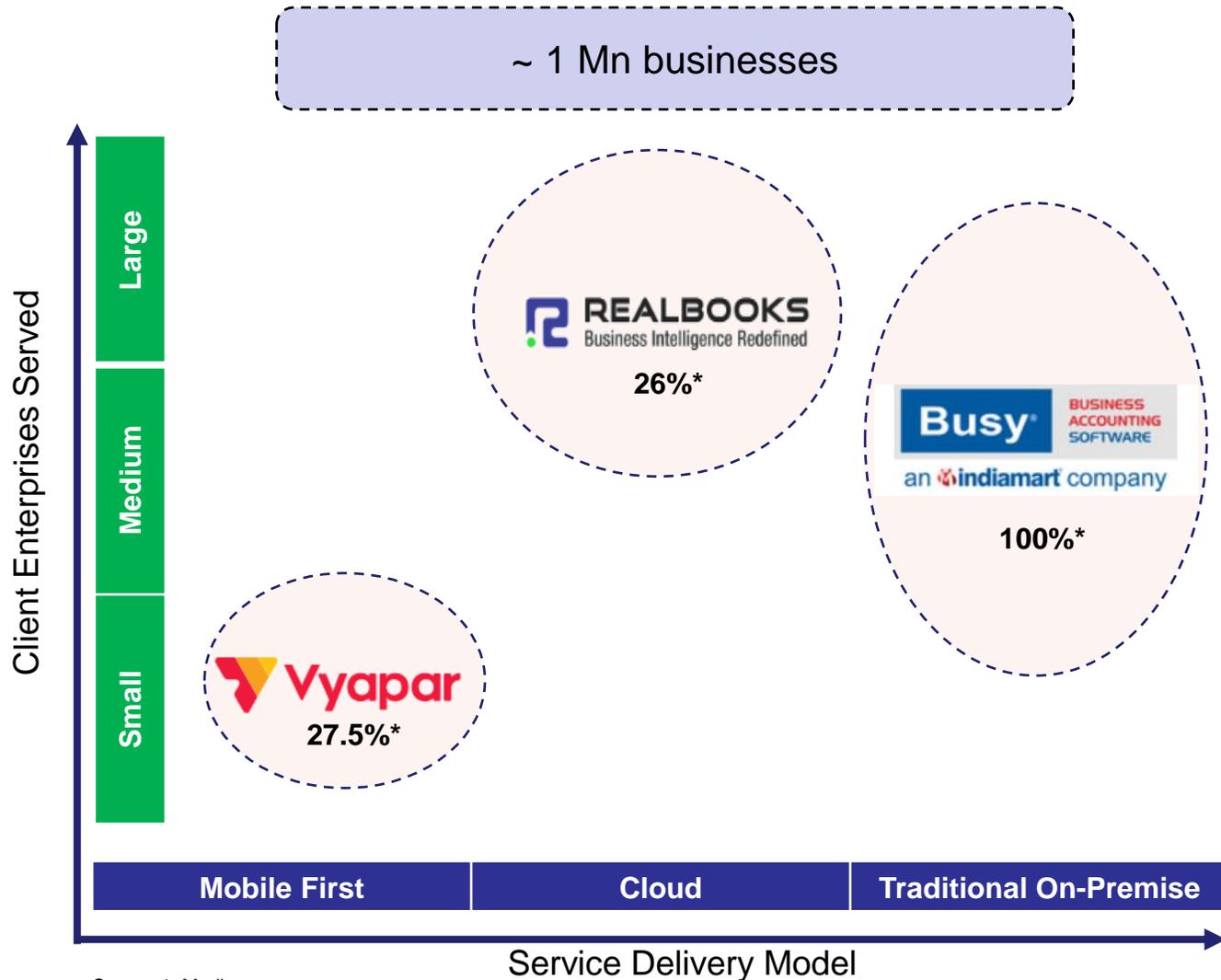
~ Rs. 650 crores invested in Accounting space



■ Represents opportunities available for IndiaMART



# Investments in Accounting

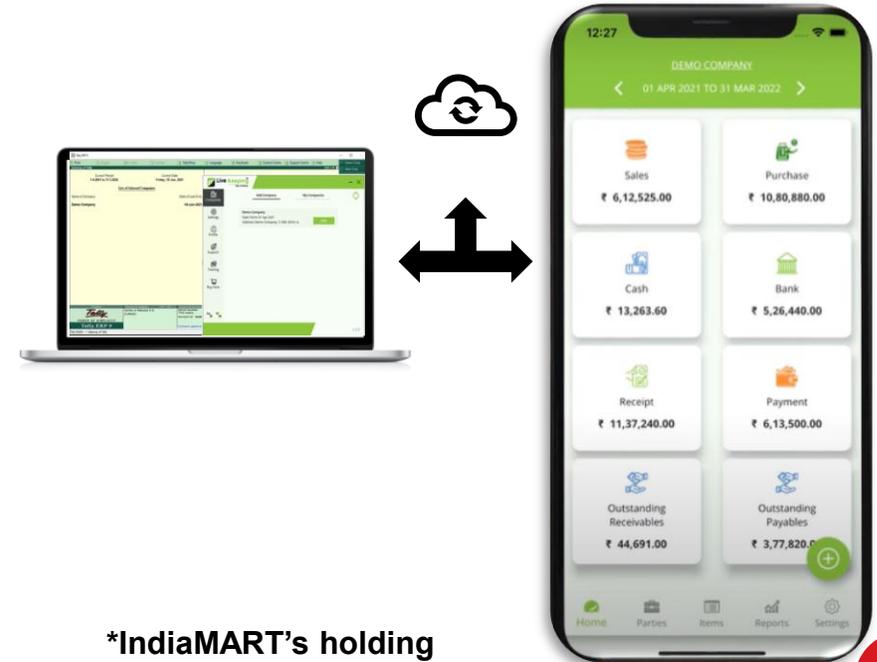


~ 6 Mn<sup>1</sup> businesses on Tally



Provide mobile and cloud functionality to Tally users

51.1%\*

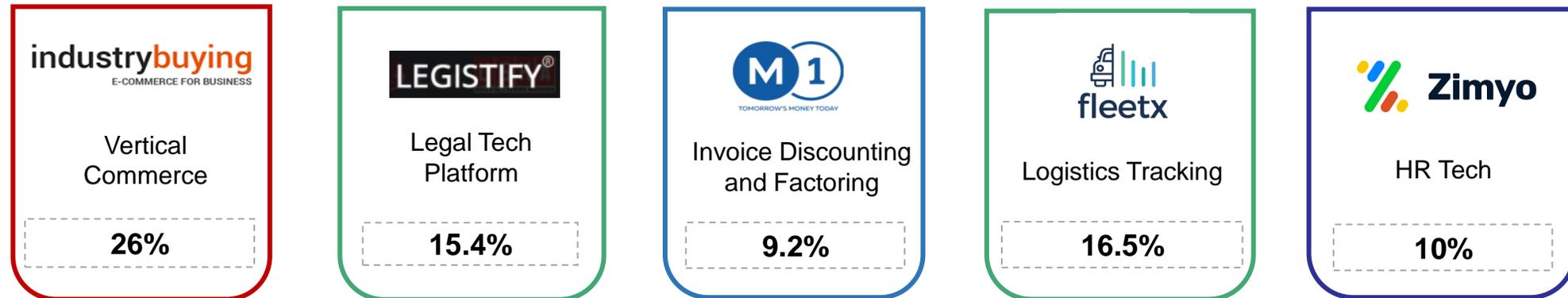
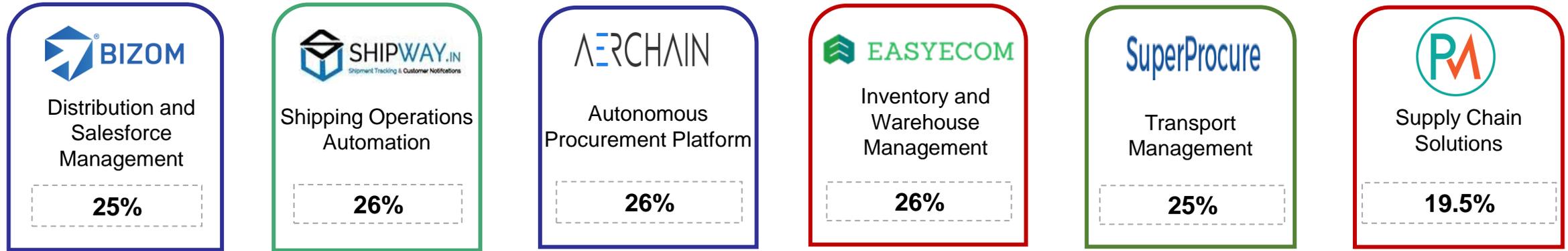


\*IndiaMART's holding

Source 1: Media reports  
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# Other Strategic Investments



Holding





Waste Recycling Plant

# Appendix





# Environment, Social and Governance



# Initiatives Impacting Environment



**Driving digital enablement**



**Promotion of green products**



**Eco efficient operations**



# Digital Enablement leading Decarbonisation



# Discovery and Promotion of Green Products

**~837K** Renewable & Energy Efficient Products



**~191K** Eco-Friendly & Recycled Products



**~82K** Water/Waste Management



**~70K** Organic/Bio Fertilizers



**~26K** Green Construction Material



**~13K** Electric Vehicles



1.2 Mn+ Green Products

800+ Categories

0.9 Mn Buying Requests



Note: Figures as on March 31, 2022

IndiaMART InterMESH Ltd

# Our Environment efficient Operations



Carbon Emissions intensity of **0.04** TCO<sub>2</sub>e per million rupee of turnover\*

**33.15M<sup>3</sup>** rainwater harvesting capacity

**IGBC<sup>#</sup> LEED Gold Certified** Corporate Office

\*Calculated using GHG Protocol methodology laid down by ISO 14064-1. Scope 1 emissions 5.11 TCO<sub>2</sub>e, scope 2 emissions 310.72 TCO<sub>2</sub>e

#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 31<sup>st</sup> March 22



# 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

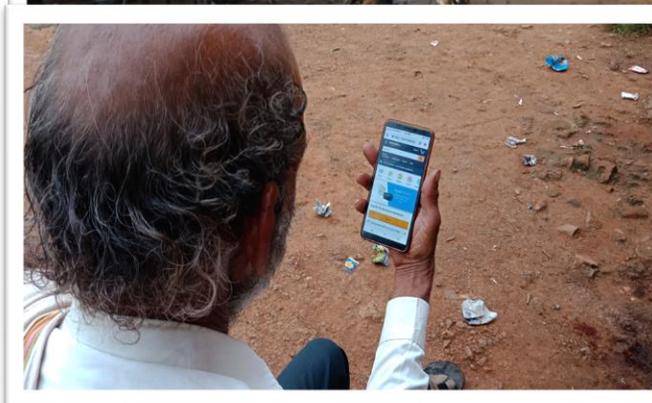
**6.9Mn** served free of charge  
(>95% of the total suppliers)



Note: Figures as of March 31, 2022; Figures have been rounded off

IndiaMART InterMESH Ltd

# Empowering Small City Buyers



**100% FREE ASSISTANCE TO BUYERS**

**83mn PRODUCTS TO CHOOSE FROM**

**PRODUCT PRICE DISCOVERY**

\* Note: Figures as of and for the year ended 31<sup>st</sup> March 22  
^Small cities includes cities with population <500,000, basis aggregate buyers who have submitted enquiries during the last 5 years

**149mn Registered Buyers**

**~43% Buyers from small cities<sup>^</sup>**



IndiaMART InterMESH Ltd

# Community Improvement – Education and Healthcare

More than 1 Million lives impacted



**~700K students**

Developing entrepreneurial mindsets



**~300K children**

Improving literacy skills for underserved communities



**~2,000 Underprivileged students**

Infrastructure facilities to schools in rural areas



**~22,000 children**

Tech Solution for improved learnings



**~1,000 aspiring entrepreneurs**

Supporting entrepreneurship through Government ITIs



**Covid-19 Relief**

Distribution of oxygen concentrators to hospitals



# Nurturing People

20% Employees with 5+ years



~16% of employees are covered in ESOP\*



~21% Females

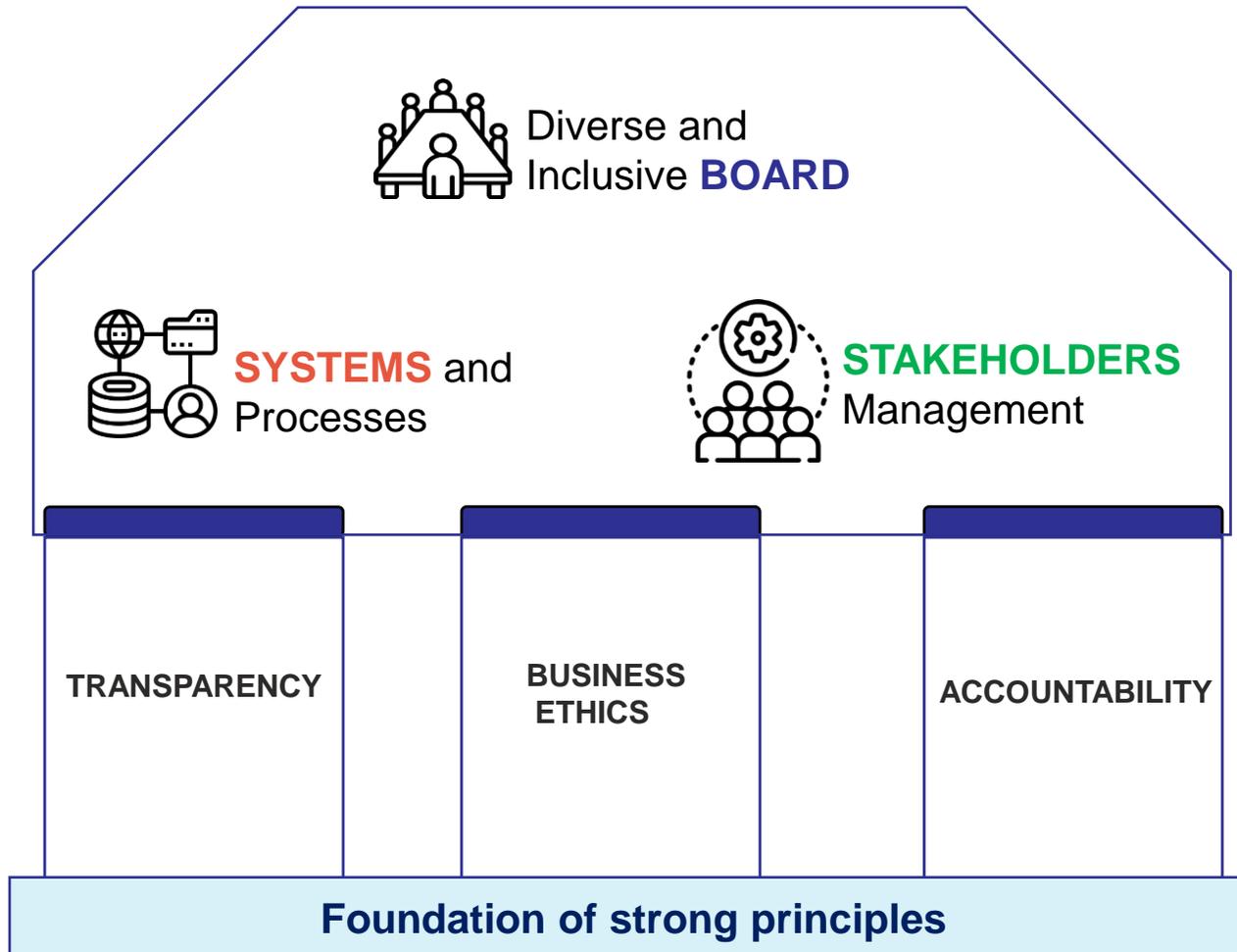


Note: Figures as of December 31, 2022; Figures have been rounded off

\*Employees covered under Indiamart Employee Stock Benefit Scheme 2018



# Committed to Excellence in Corporate Governance



“Certificate of Recognition” for excellence in **Corporate Governance** at 22<sup>nd</sup> Edition of the ICSI National Awards

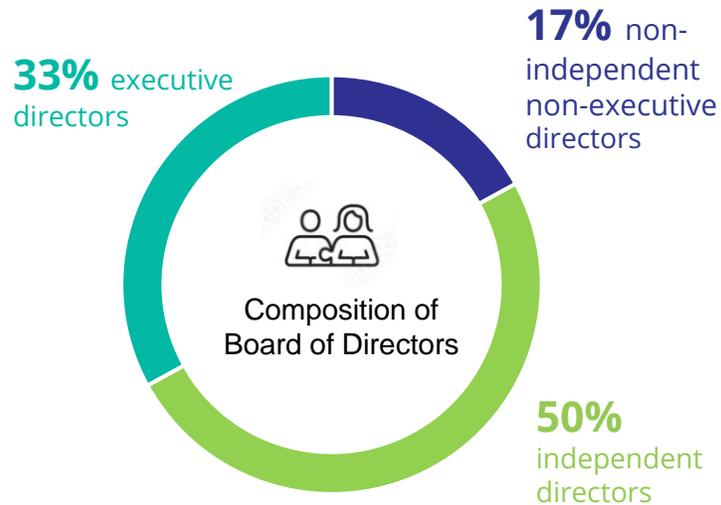


“Prateek Chandra : **CA CFO for Emerging Corporates – Services**” at the 16<sup>th</sup> ICAI Awards



# Governance – Trusted Systems and Processes

## Board Composition

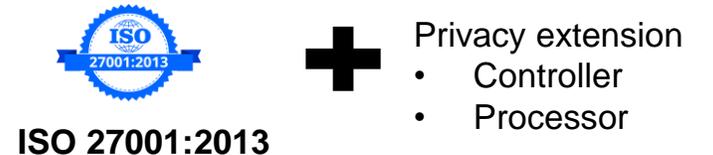


## Business Continuity



Business Continuity Management Standard Certified

## Data Privacy



Privacy Information Management System (PIMS)



# Stakeholder Engagement

## Investors



- ✓ Transparent disclosures
- ✓ Quarterly audits
- ✓ Circulation of quarterly financials to shareholders

## Registered Buyers



- ✓ Behaviour based matchmaking
- ✓ Complaint redressal mechanism
- ✓ Supplier reviews and feedback

## Listed suppliers



- ✓ Continuous Account management
- ✓ Educating small businesses
- ✓ Relevant business enquiries

## Vendors



- ✓ Prompt and periodic pay-outs
- ✓ Code of Conduct
- ✓ Diligent onboarding



# Awards & Recognitions

“Certificate of Recognition” for excellence in **Corporate Governance** at 22<sup>nd</sup> Edition of the ICSI National Awards



“Certificate of Recognition” for excellence in **Corporate Social Responsibility** at 22<sup>nd</sup> Edition of the ICSI National 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 35<sup>th</sup> worldwide and 5<sup>th</sup> in India



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



Dinesh Agarwal: **The EY Entrepreneur of the Year** in the Service Category at the EOY Awards 2020



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





**Waste Recycling Plant**

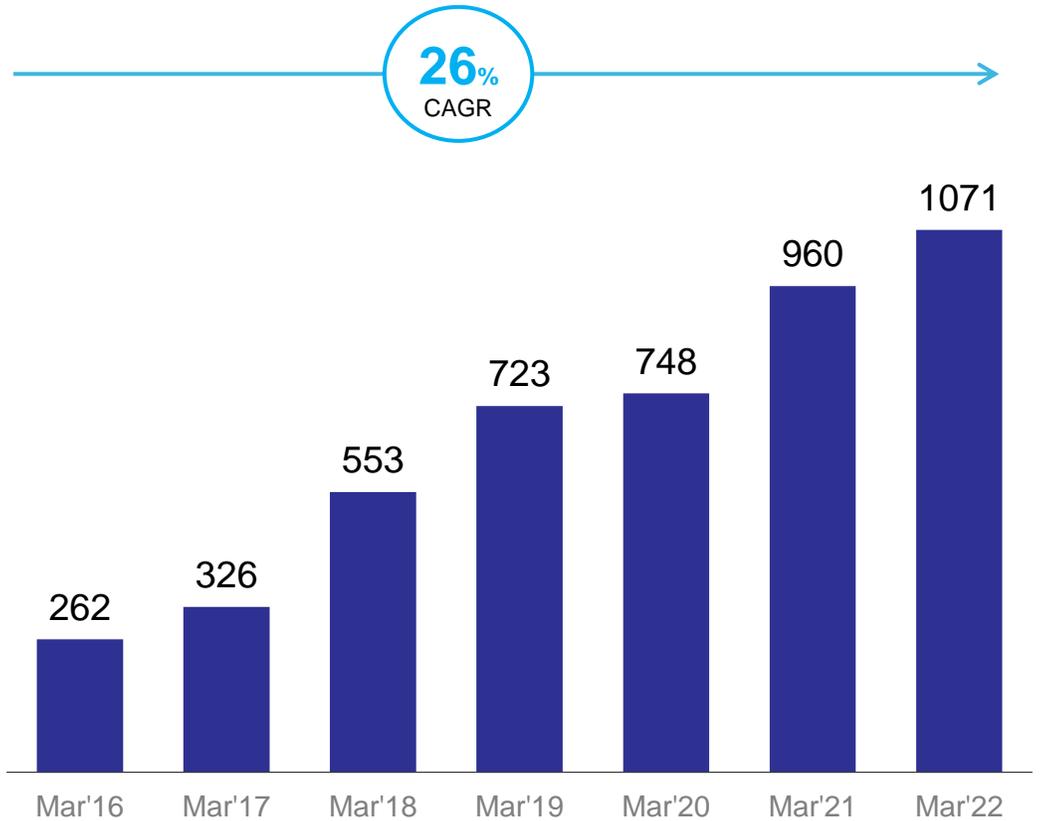
# Operational Performance (Standalone)



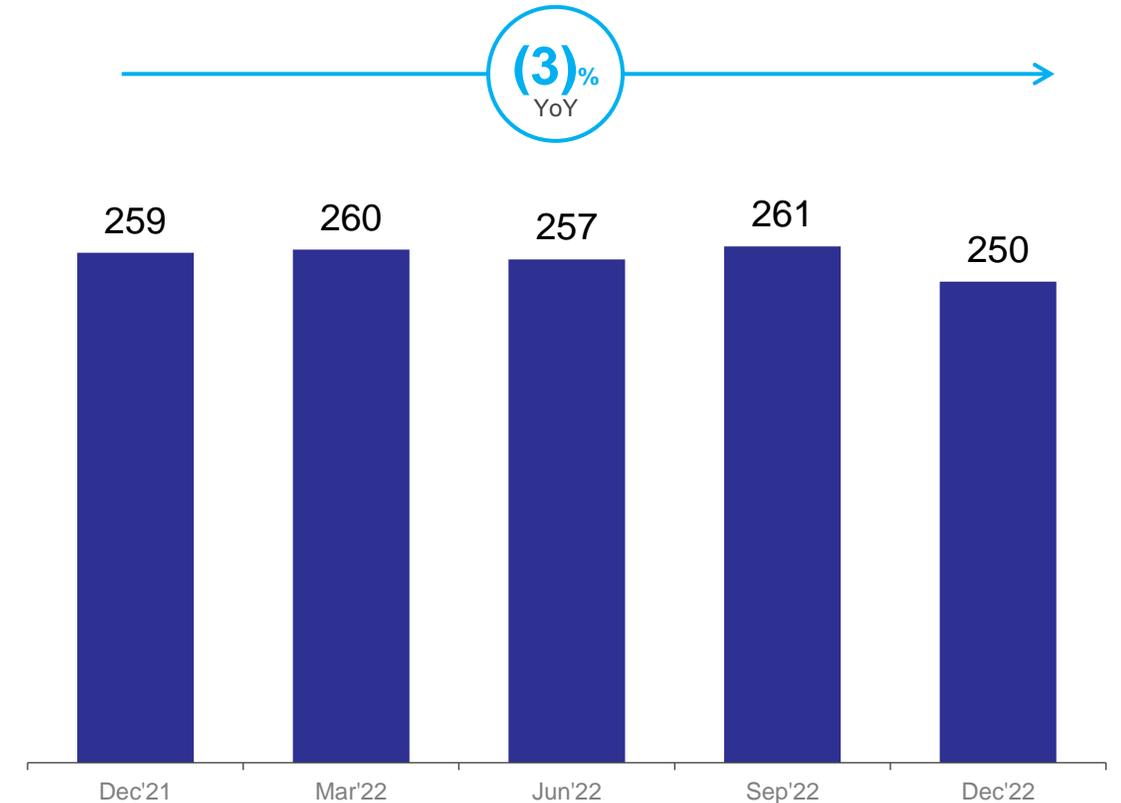
# Traffic

(Figures in Millions)

## Yearly trends



## Quarterly trends



**~80% of traffic is through mobile**

Note:

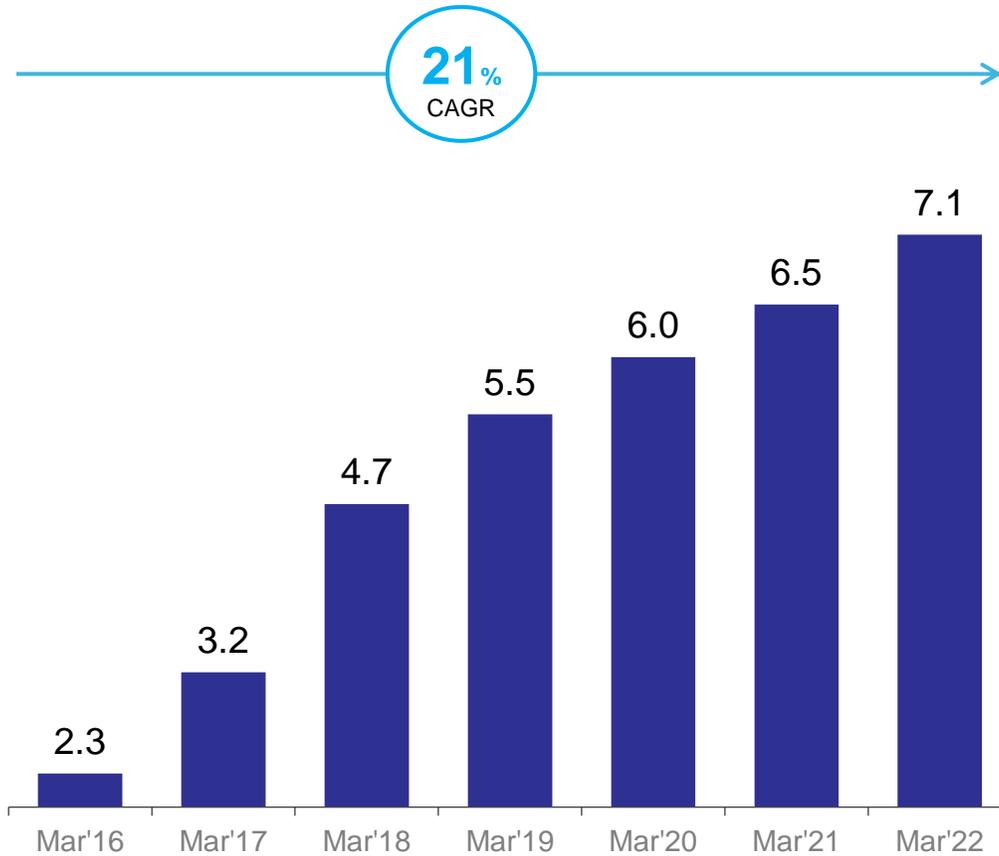
- 1) Traffic is defined as the number of visits on the desktop website, mobile website and mobile app of the company
- 2) Figures have been rounded off



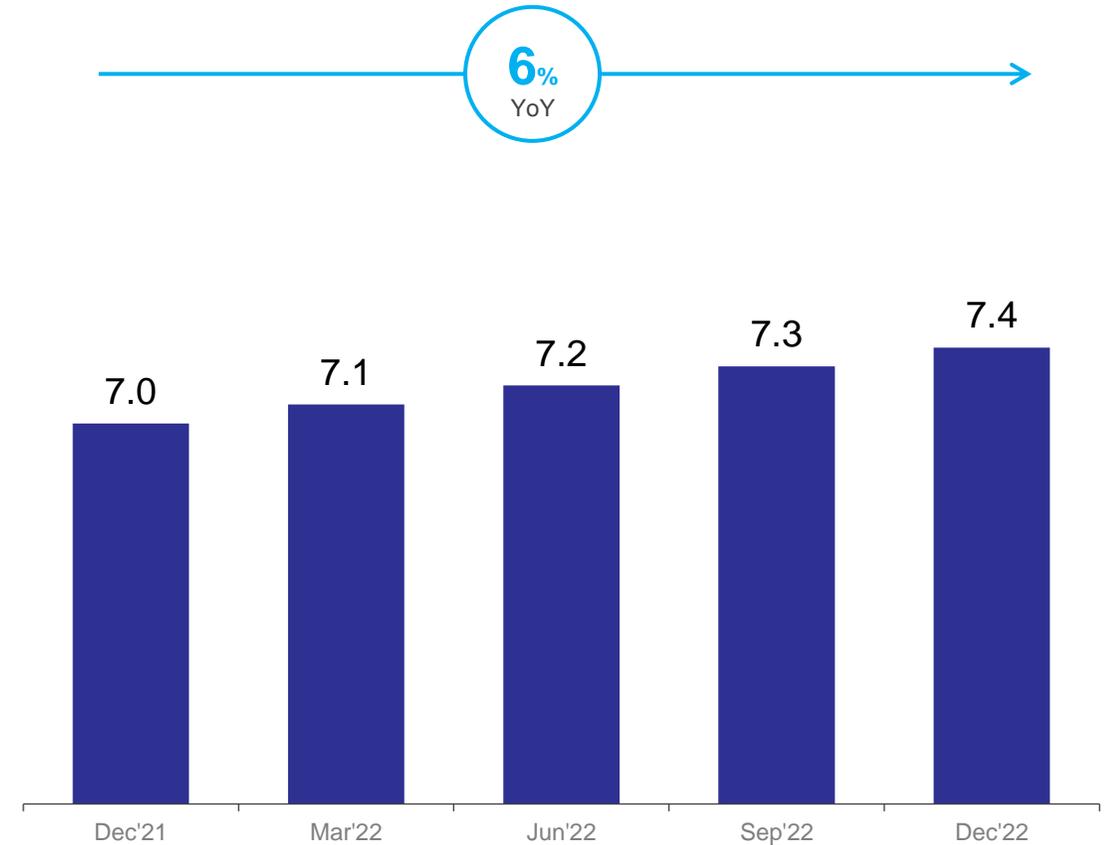
# Indian Supplier Storefronts

(Figures in Millions)

## Yearly trends



## Quarterly trends



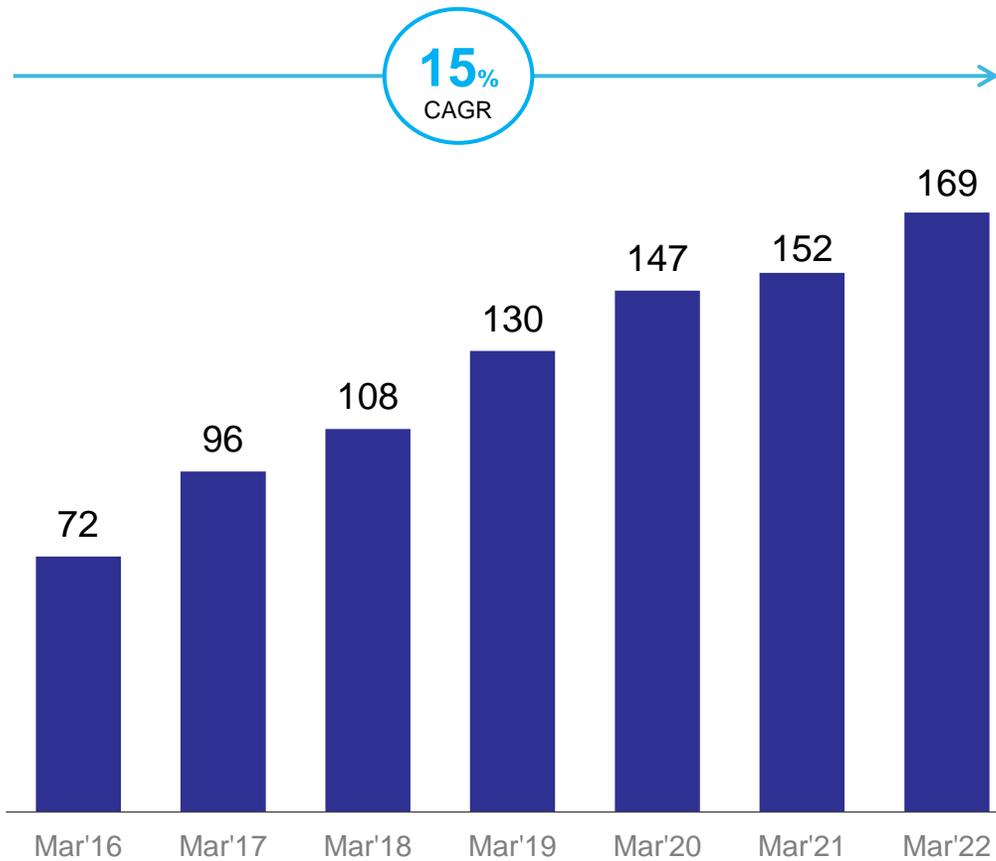
Figures have been rounded off

IndiaMART InterMESH Ltd

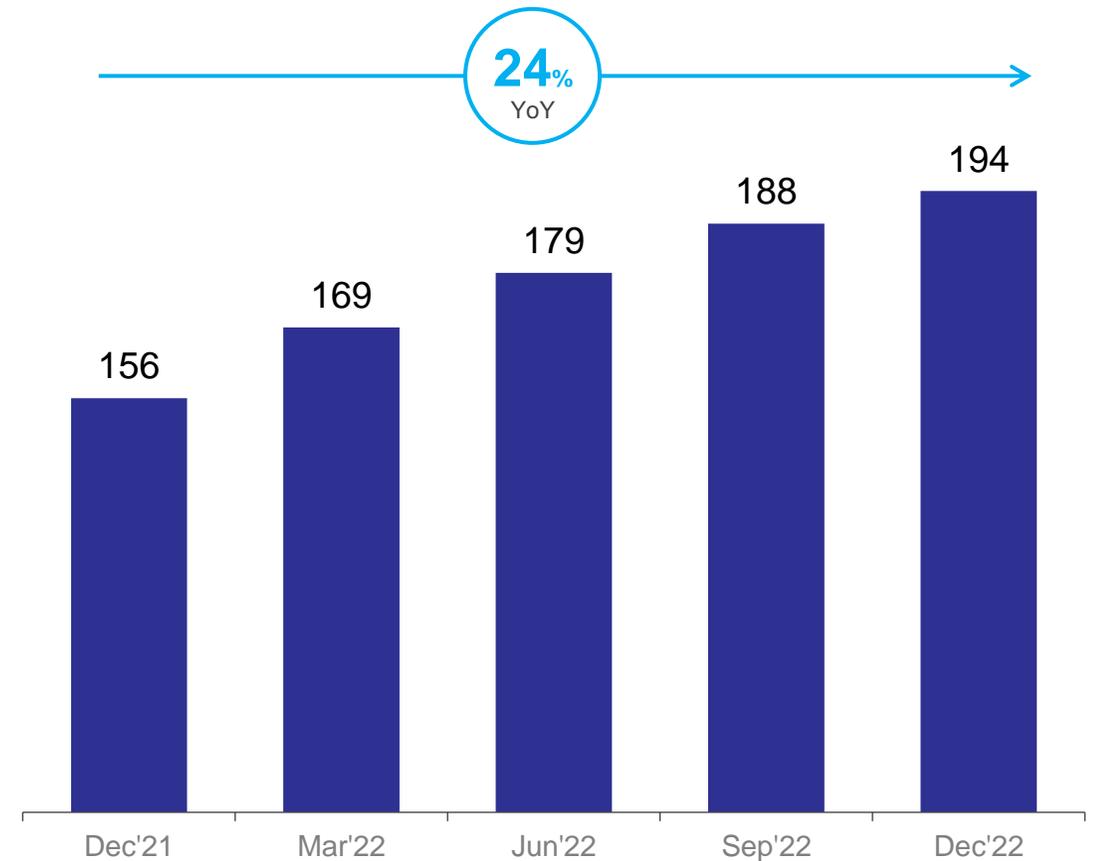
# Paying Subscription Suppliers

(Figures in Thousands)

## Yearly trends



## Quarterly trends



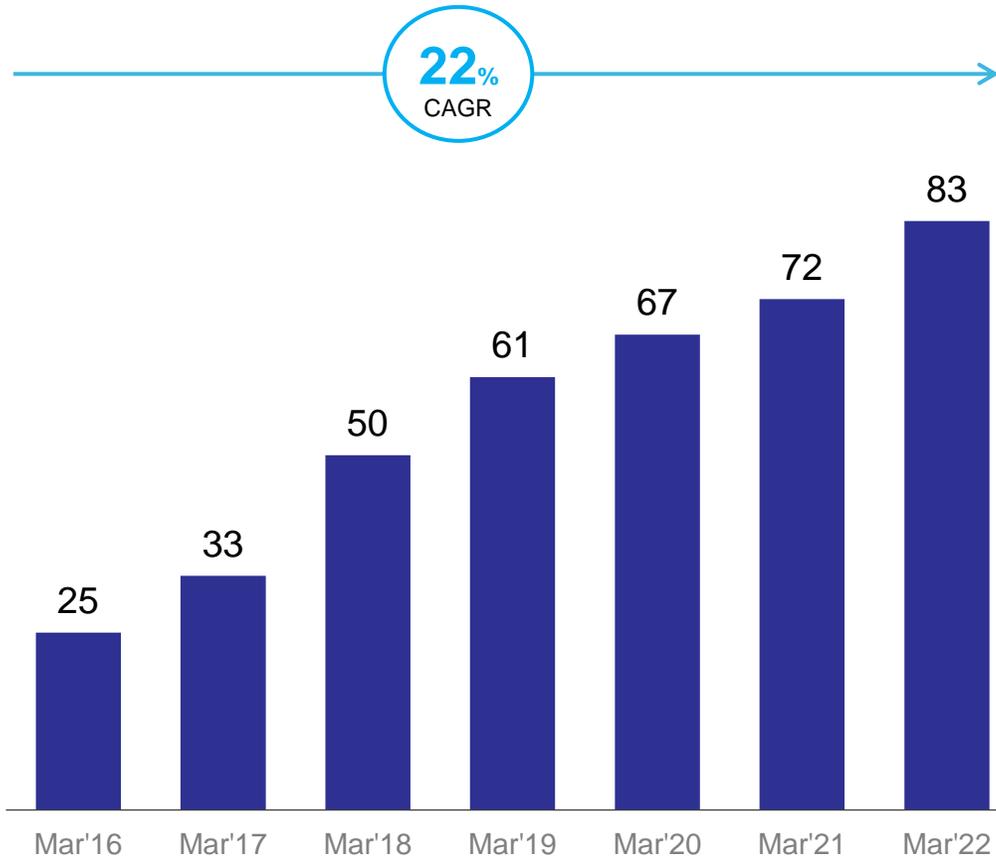
Figures have been rounded off

IndiaMART InterMESH Ltd

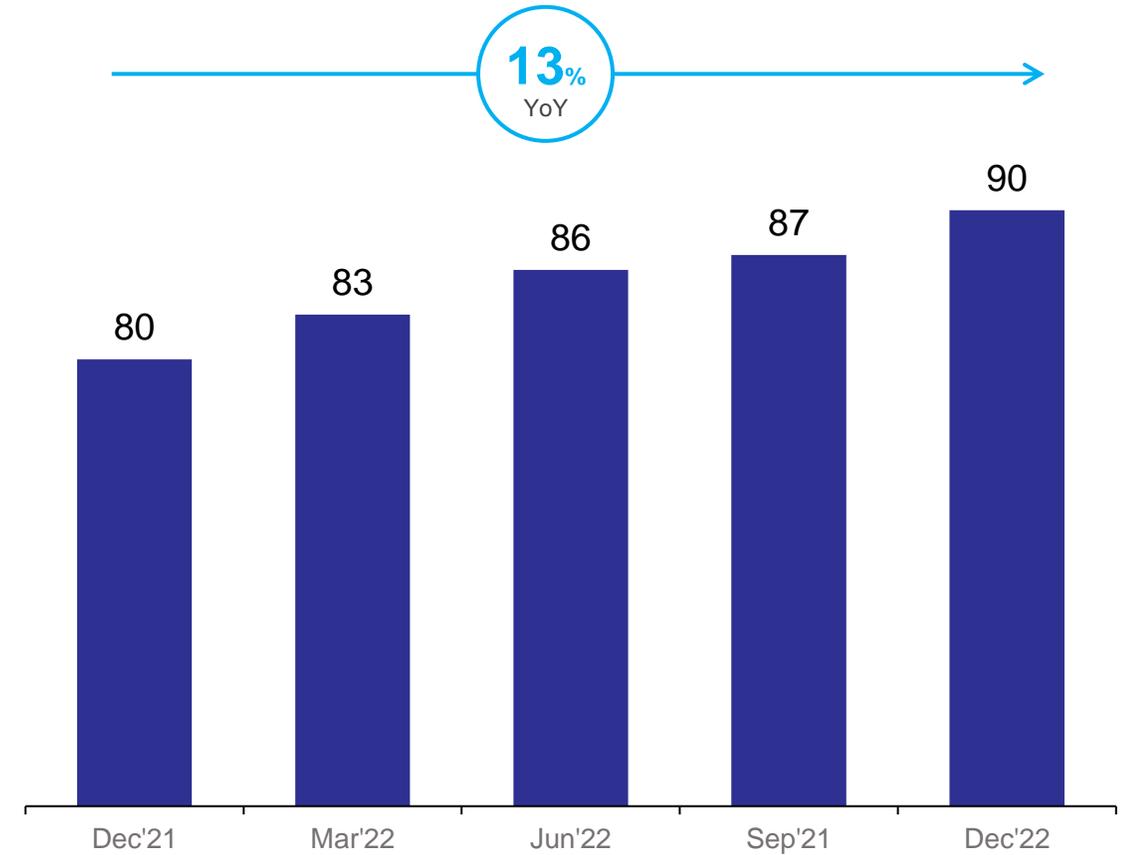
# Live Product Listings

(Figures in Millions)

## Yearly trends



## Quarterly trends



Figures have been rounded off

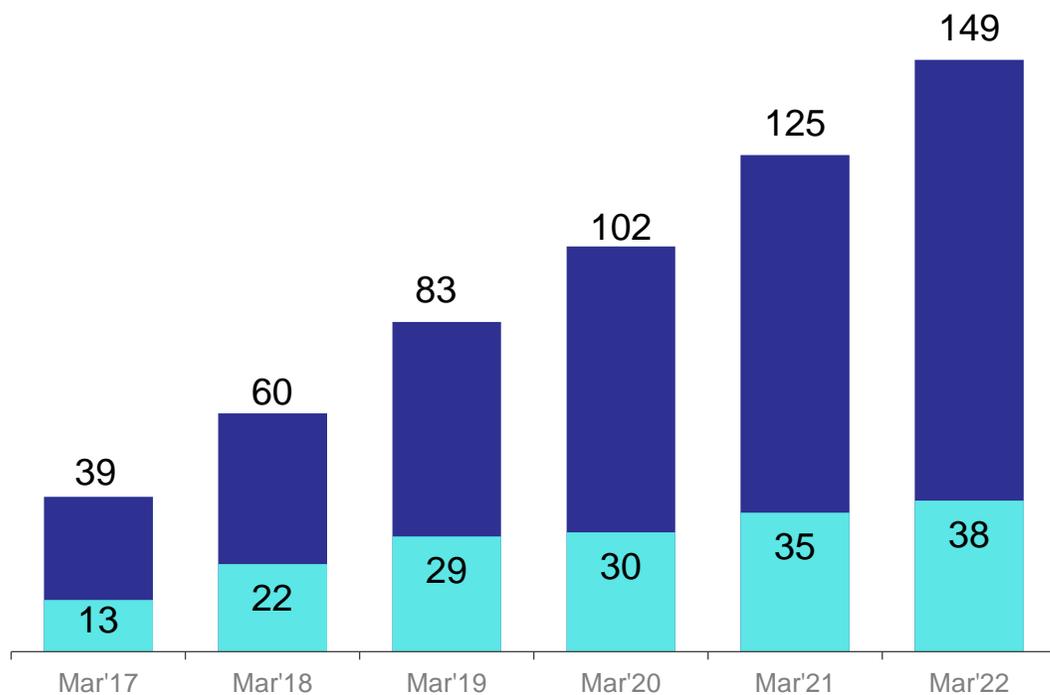
IndiaMART InterMESH Ltd

# Registered Buyers

(Figures in Millions)

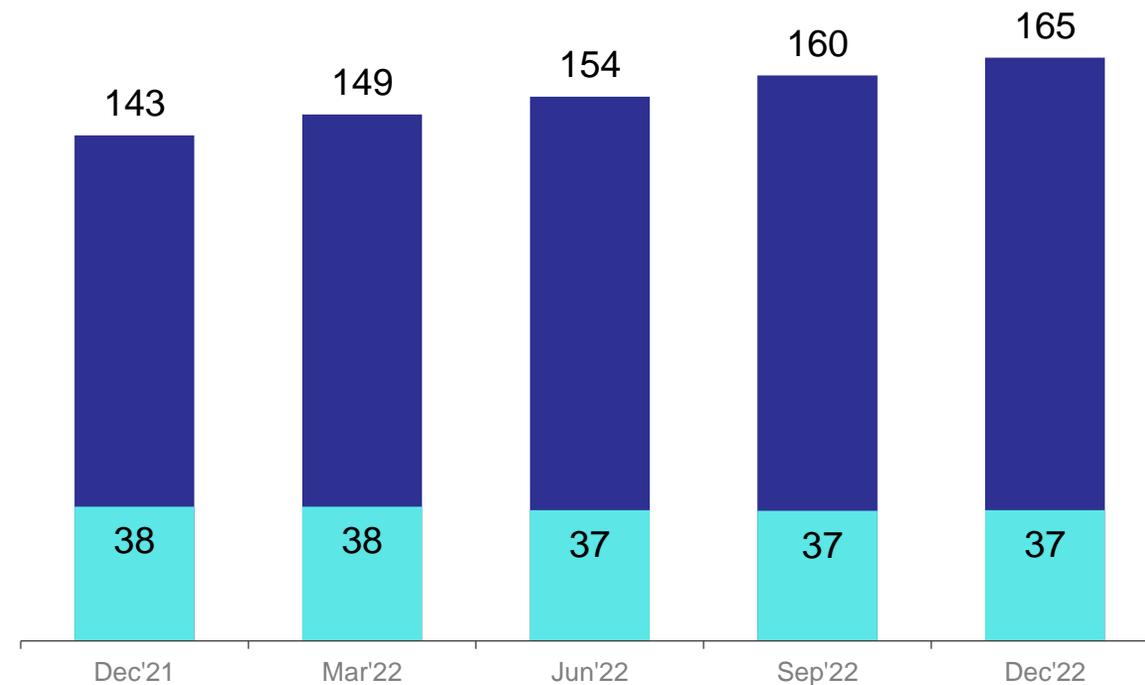
## Yearly trends

30%  
CAGR



## Quarterly trends

15%  
YoY



Note:

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

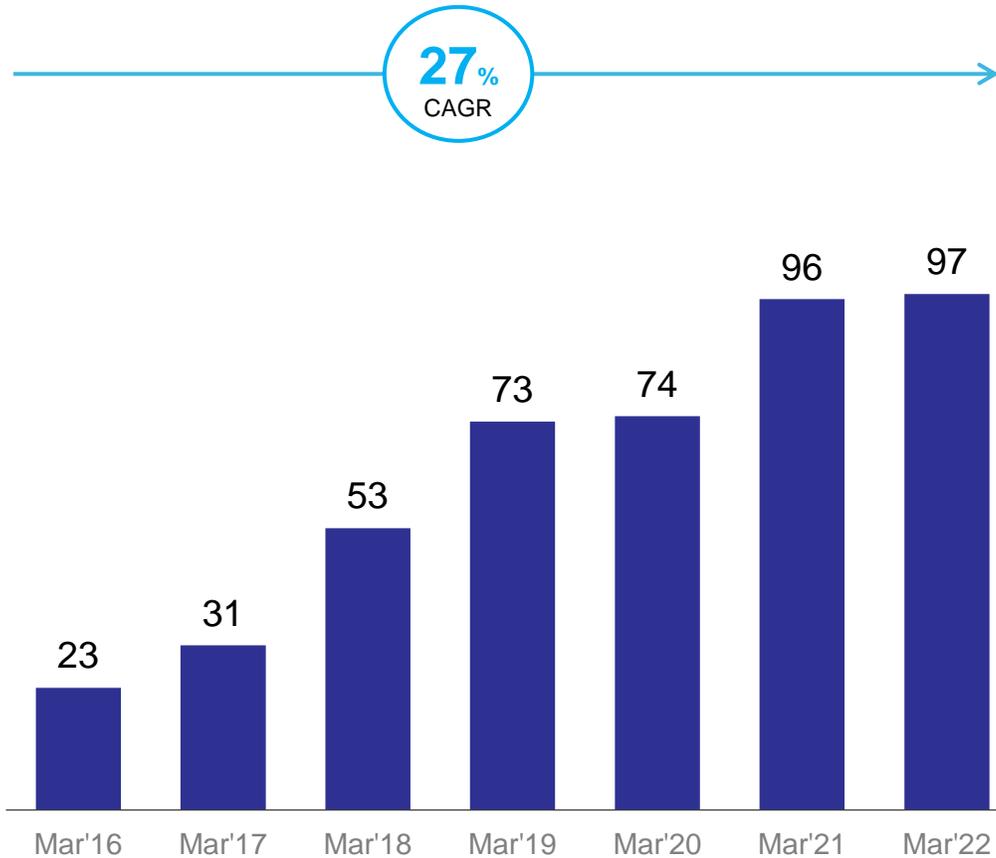
Last 12 months active buyers



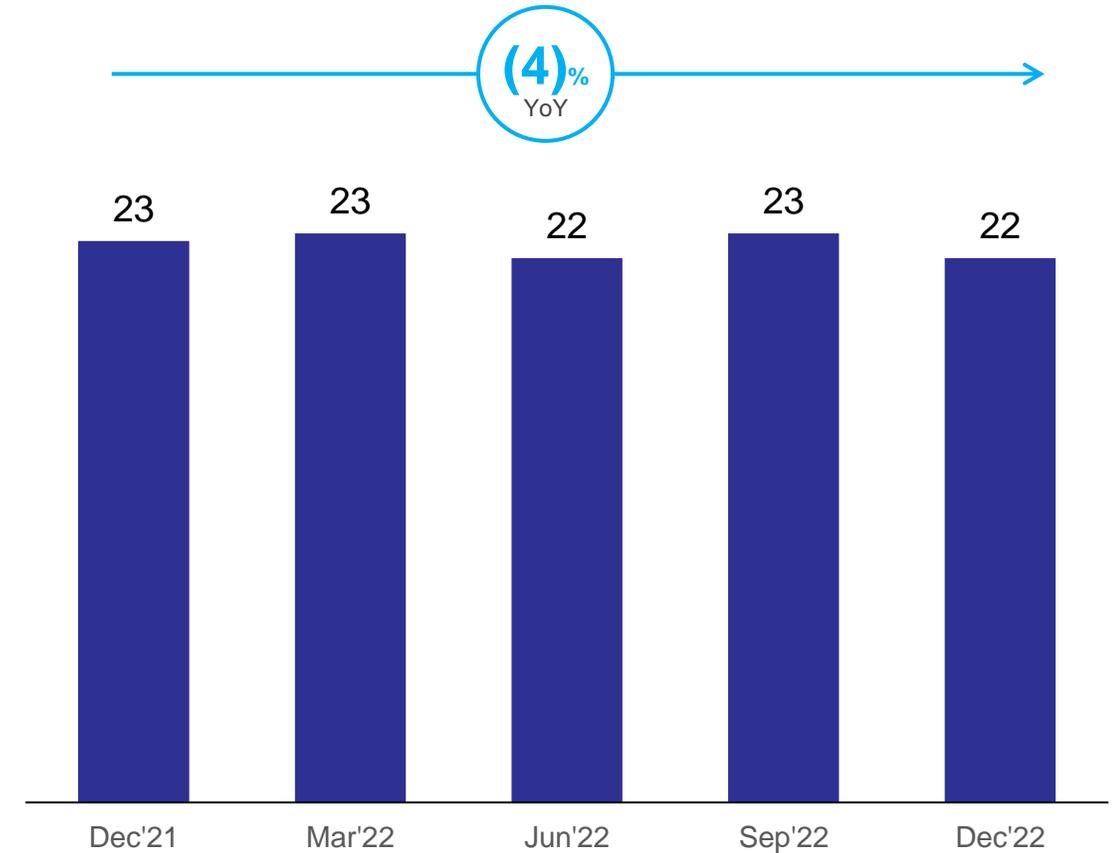
# Unique Business Enquiries

(Figures in Millions)

## Yearly trends



## Quarterly trends



Note:

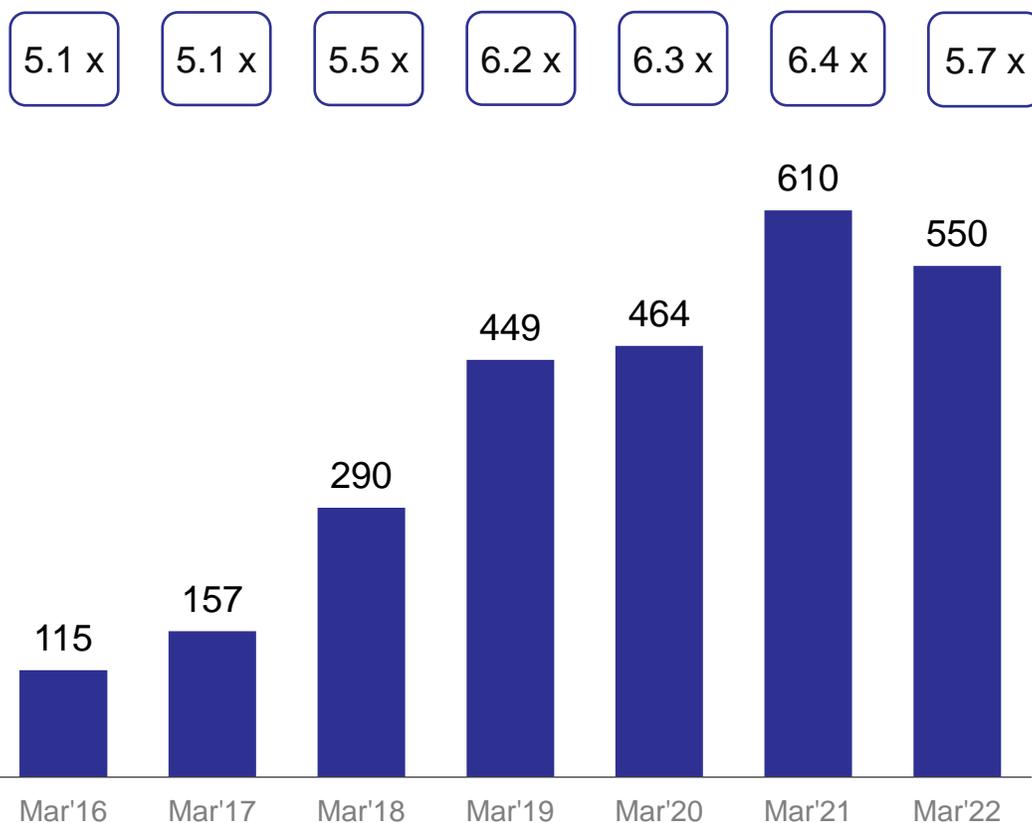
- 1) Buyer posting an enquiry is one unique buyer for that day. If the same buyer posts another enquiry on a different day, he is considered as a different unique buyer. Sum of all such unique quarterly & yearly buyers is mentioned in the Quarterly and Yearly trends, respectively
- 2) Figures have been rounded off



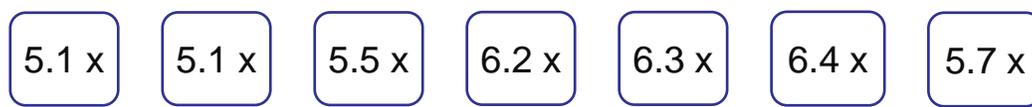
# Business Enquiries Delivered

(Figures in Millions)

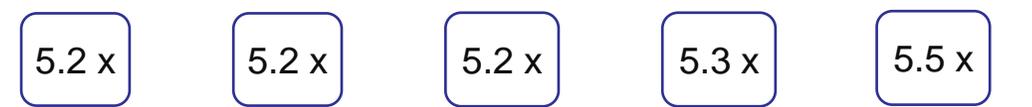
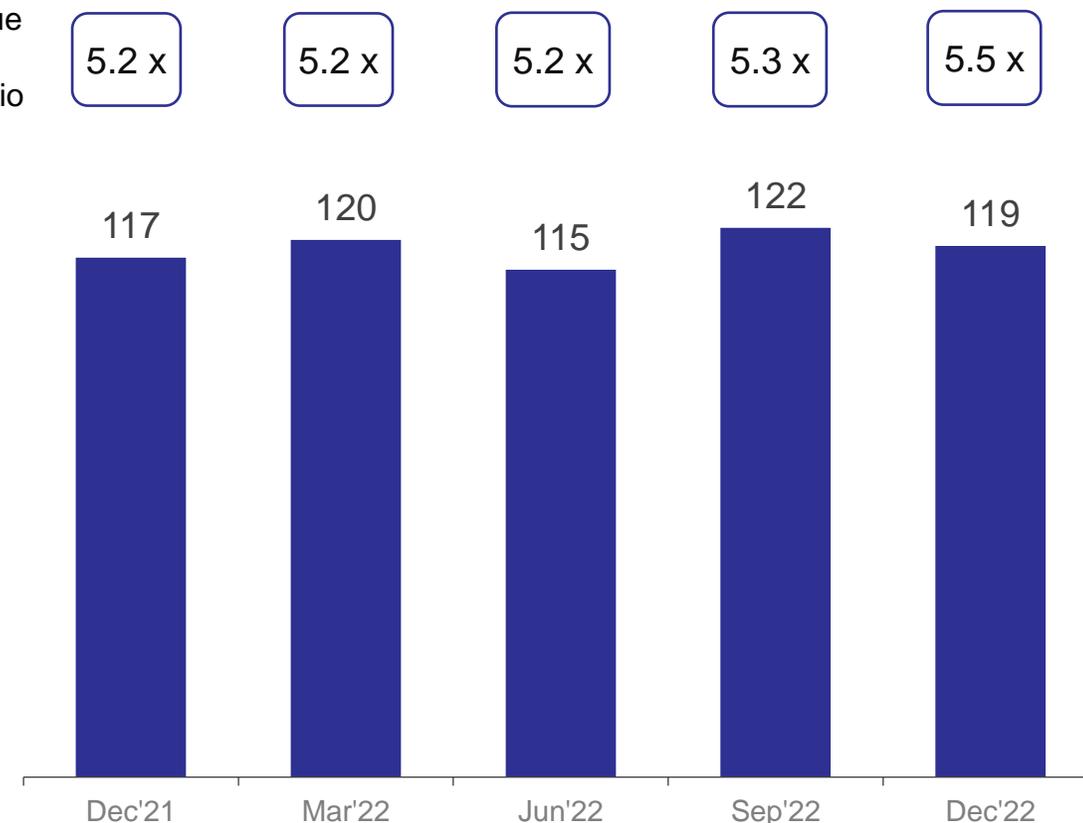
## Yearly trends



Total to Unique Business Enquiries Ratio



## Quarterly trends



Note:

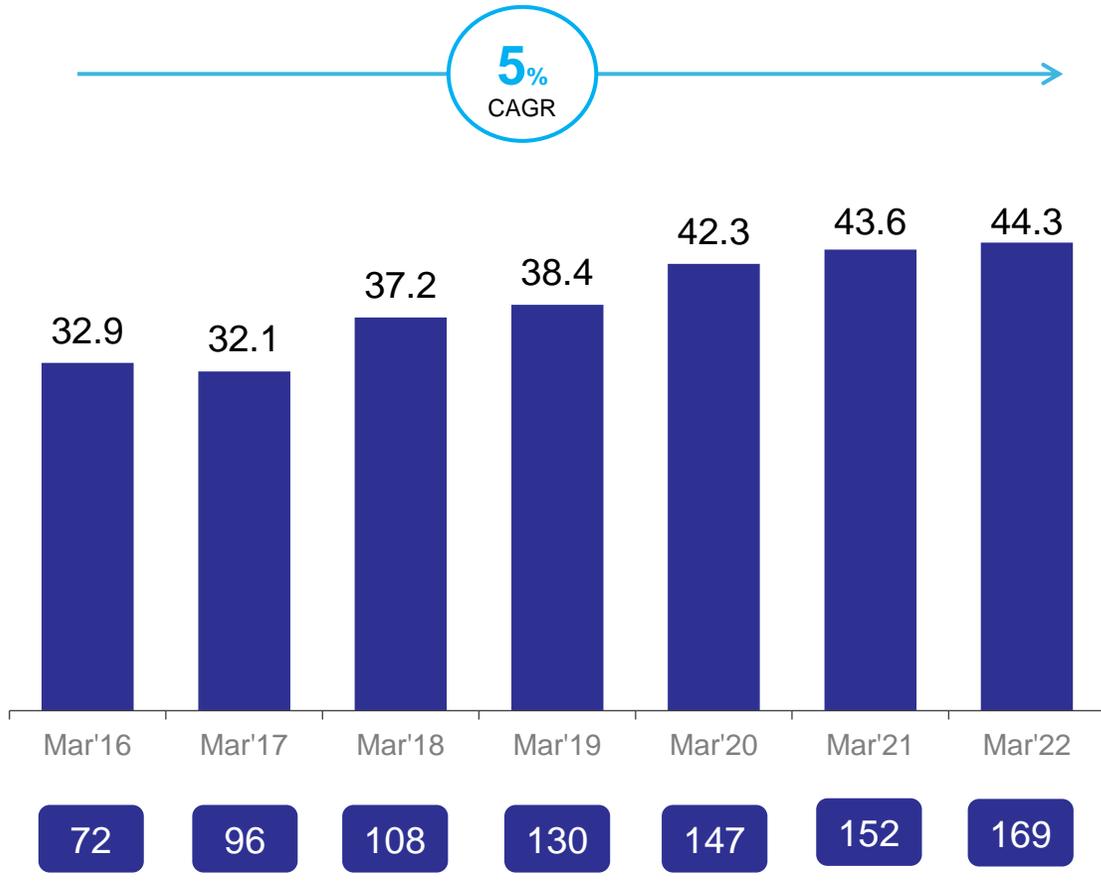
- 1) Total to Unique Business Enquiries Ratio = Business Enquiries Delivered divided by Unique Business Enquiries during that period
- 2) Decline in total to business enquiries ratio from Sept 21 onwards is due to certain algorithmic changes leading to better matchmaking and higher efficiency
- 3) Figures have been rounded off



# Annualised Revenue Per Paying Subscriber

(₹ and figures in '000s)

## Yearly trends



## Quarterly trends



Note:

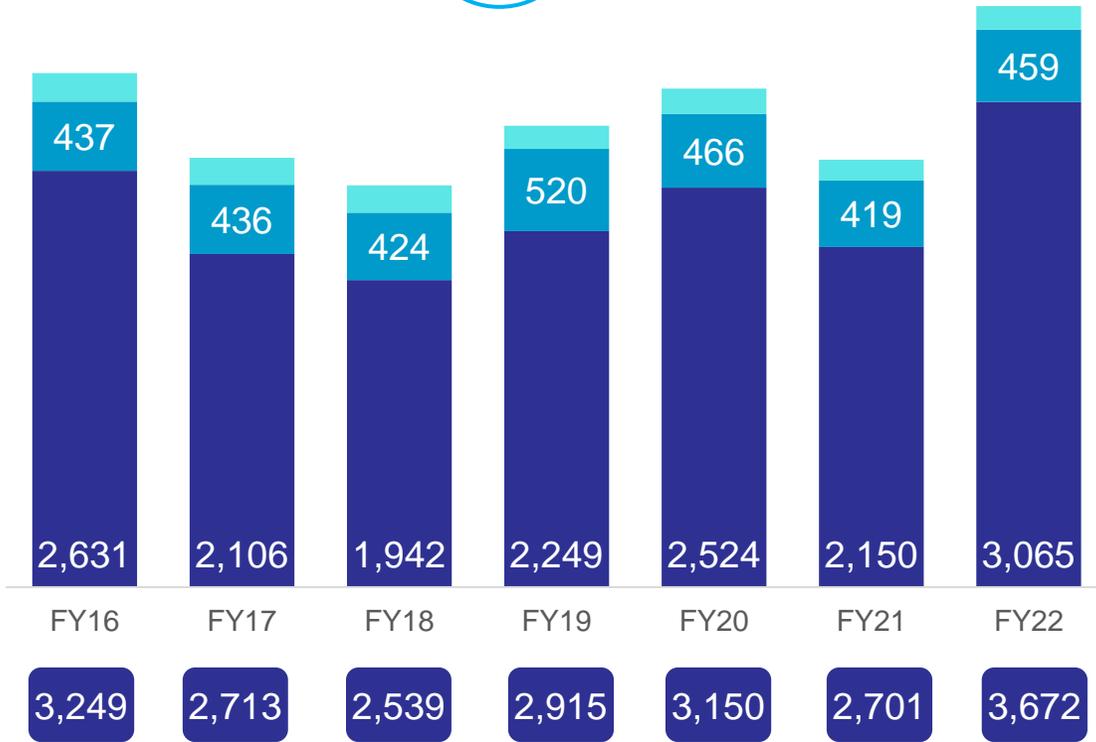
- 1) Represents Revenue from operations for the period divided by Paying subscription suppliers at period end or the purposes of Quarter, the same has been multiplied by 4 to represent annualised run-rate
- 2) Figures have been rounded off



# Employees

## Yearly trends

2%  
CAGR



## Quarterly trends

39%  
YoY



# 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**



**~3,400 Inhouse Sales Supervision & Client Servicing team (Renewal & Upsell)**



**~150 Channel Sales Partners**

Note: Figures as of Dec 31<sup>st</sup>, 2022



Note: Map not to scale

IndiaMART InterMESH Ltd



**Fly Ash Bricks**

# Financial Performance

## Consolidated Section

# Financial Performance – Consolidated

(₹ in Crores)

Financial Metrics	Q3 FY23	Q3 FY22	YoY Change	Q2 FY23	QoQ Change
<b>Revenue from Operations</b>	<b>251</b>	<b>188</b>	<b>34%</b>	<b>241</b>	<b>4%</b>
Other Income	102	22	367%	47	119%
<b>Total Income</b>	<b>354</b>	<b>210</b>	<b>68%</b>	<b>287</b>	<b>23%</b>
Manpower Cost <sup>1</sup>	101	64	58%	92	10%
Outsourced Sales Cost	32	18	83%	33	-3%
Other Operating Expense	41	27	51%	40	2%
<b>Total Expenses</b>	<b>174</b>	<b>109</b>	<b>60%</b>	<b>165</b>	<b>5%</b>
<b>Adjusted EBITDA<sup>1</sup></b>	<b>78</b>	<b>80</b>	<b>-3%</b>	<b>76</b>	<b>3%</b>
<i>Adjusted EBITDA Margin(%)</i>	31%	42%		31%	
Employee share based payment expense	7	1	695%	8	-14%
<b>EBITDA</b>	<b>70</b>	<b>79</b>	<b>-11%</b>	<b>67</b>	<b>5%</b>
<i>EBITDA Margin(%)</i>	28%	42%		28%	
Others <sup>2</sup>	11	4	152%	10	7%
Tax Expense	39	23	71%	24	62%
<b>Adjusted Net Profit</b>	<b>122</b>	<b>73</b>	<b>67%</b>	<b>79</b>	<b>54%</b>
<i>Adjusted Net Profit Margin(%)</i>	35%	35%		28%	
Share in net loss /(income) of Associates	9	3	211%	11	-15%
<b>Net Profit</b>	<b>113</b>	<b>70</b>	<b>61.3%</b>	<b>68</b>	<b>65%</b>
<i>Net Profit Margin(%)</i>	32%	33%		24%	
<b>EPS (Rs.)</b>	<b>36.9</b>	<b>23</b>	<b>60%</b>	<b>22.5</b>	<b>64%</b>
<b>Cash Generated from Operating Activities</b>	<b>115</b>	<b>84</b>	<b>36%</b>	<b>78</b>	<b>48%</b>
<b>Collections from Customers</b>	<b>283</b>	<b>222</b>	<b>28%</b>	<b>264</b>	<b>7%</b>

<sup>1</sup> Excluding employee share-based payment expense

<sup>2</sup> Others include – Depreciation, Amortization, Finance Cost and Net Loss on Financial Liability at FVTPL



# Balance Sheet - Consolidated

(₹ in crores)

As at end of	FY22					FY23			
	FY21	Q1	Q2	Q3	Q4	FY22	Q1	Q2	Q3
<b>Assets</b>									
Fixed Assets (incl. intangible assets)	3	2	2	2	3	3	61	63	63
Goodwill*	-	-	-	-	-	-	456	456	456
Right-of-use assets	63	59	57	55	53	53	51	48	45
Other assets**	44	36	36	41	52	52	52	58	34
Cash, bank & current investments	2,365	2,421	2,466	2,523	2,419	2,419	1,882	1,975	2,108
Investment in associates & others	37	66	101	144	421	421	442	445	514
<b>Total</b>	<b>2,512</b>	<b>2,584</b>	<b>2,662</b>	<b>2,765</b>	<b>2,949</b>	<b>2,949</b>	<b>2,944</b>	<b>3,045</b>	<b>3,220</b>
<b>Liabilities</b>									
Capital (incl. reserves)	1,611	1,700	1,738	1,810	1,874	1,874	1,804	1,878	2,000
Deferred revenue & customer advances	726	715	756	790	907	907	961	984	1,015
Provisions & payables	67	60	63	62	66	66	65	65	72
Statutory liabilities	22	17	15	18	29	29	15	20	19
Deferred tax & current tax liabilities (net)	21	30	30	26	16	16	11	11	29
Lease liabilities	63	61	60	58	56	56	54	52	50
Other financial liabilities	0.5	1	1	1	1	1	34	35	35
<b>Total</b>	<b>2,512</b>	<b>2,584</b>	<b>2,662</b>	<b>2,765</b>	<b>2,949</b>	<b>2,949</b>	<b>2,944</b>	<b>3,045</b>	<b>3,220</b>

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

Period	FY19	FY20	FY21	FY22	9MFY23
<b>Opening Cash and Treasury Investments</b>	<b>388</b>	<b>685</b>	<b>931</b>	<b>2,365</b>	<b>2,419</b>
<b>Cash flow from operating activities</b>	<b>255</b>	<b>261</b>	<b>323</b>	<b>402</b>	<b>267</b>
<b>Cash flow from investing activities<sup>6</sup></b>	<b>5</b>	<b>(6)</b>	<b>14</b>	<b>(273)</b>	<b>(383)</b>
(i) Non-Operating Income <sup>2</sup>	17	25	21	127	178
(ii) Capital expenditure <sup>1</sup>	(12)	-	3	(4)	(15)
(iii) Strategic Investments	-	(31)	(10)	(395)	(545)
<b>Cash Flow from Financing Activities</b>	<b>14</b>	<b>(51)</b>	<b>1,038</b>	<b>(58)</b>	<b>(140)</b>
(i) Proceeds from issue of shares <sup>3</sup>	14	2	1,052	-	0
(ii) Other financing activities <sup>4</sup>	-	(20)	(12)	(13)	(10)
(iii) Capital distributed to Shareholders <sup>5</sup>	-	(33)	(1)	(46)	(130)
<b>Change in Fair Value Gain on Treasury Investments</b>	<b>23</b>	<b>42</b>	<b>60</b>	<b>(18)</b>	<b>(55)</b>
<b>Closing Cash and Treasury Investments</b>	<b>685</b>	<b>931</b>	<b>2,365</b>	<b>2,419</b>	<b>2,108</b>

Note:

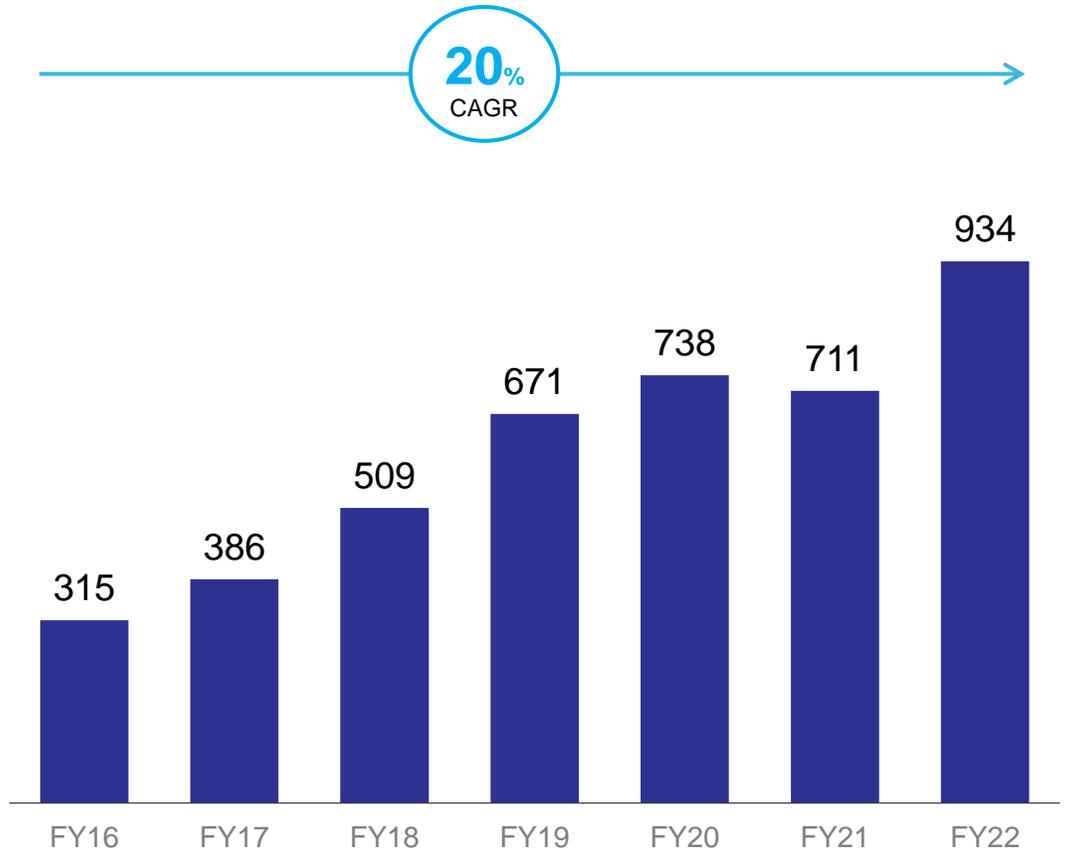
- 1) Includes purchase and sale of property, plant and equipment and other intangible assets and refundable security deposit for listing on stock exchange
- 2) Includes realized income from treasury investments and net investments in FDRs, Inter Corporate deposits and others
- 3) Includes proceeds issue 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



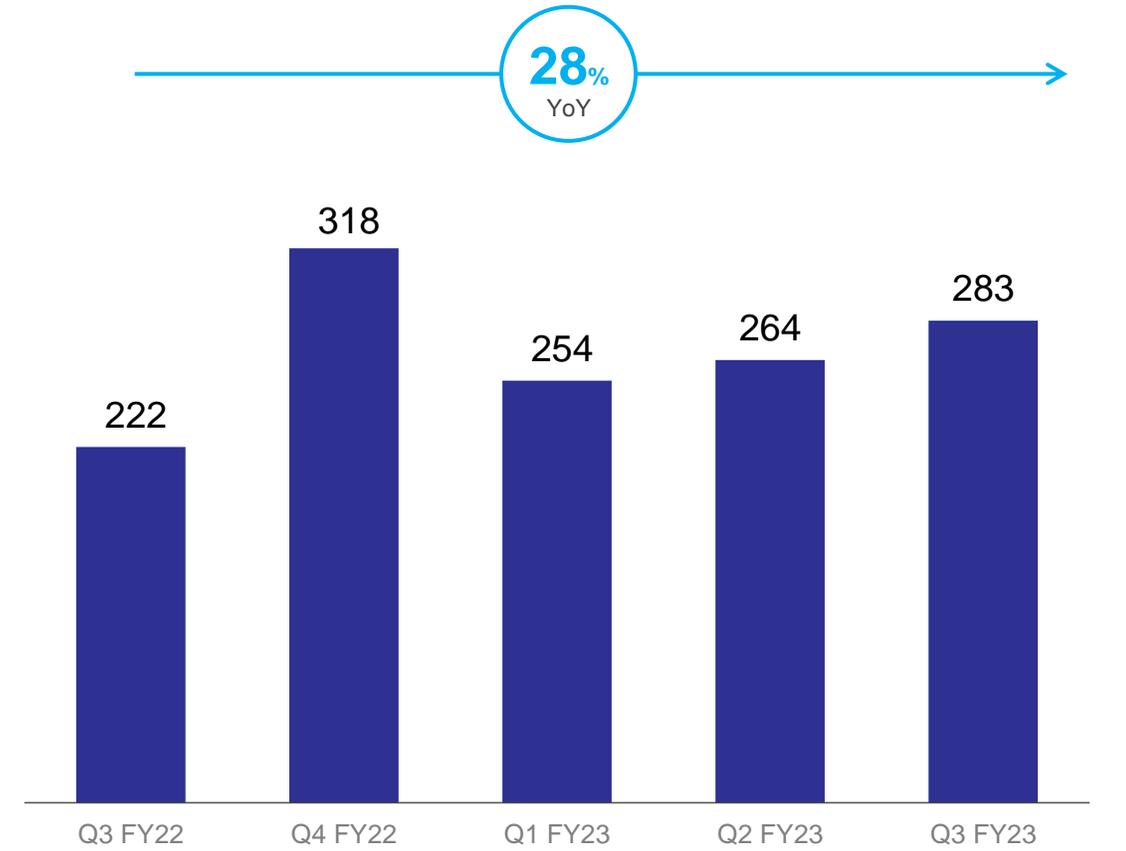
# Collections from Customer - Consolidated

(₹ in crores)

## Yearly trends



## Quarterly trends

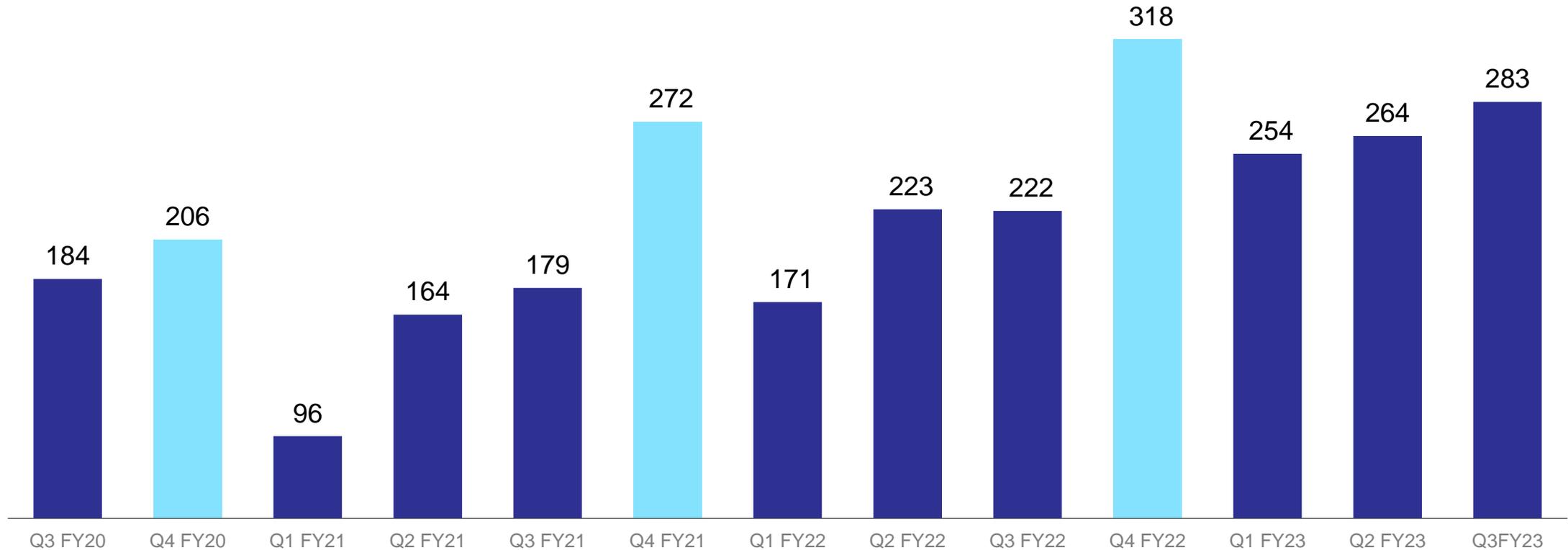


Note: Above figures have been calculated by dividing financials (in mn) by 10; Figures have been rounded off

# Collections from Customer - Consolidated

(₹ in crores)

## Quarterly trends



Note:

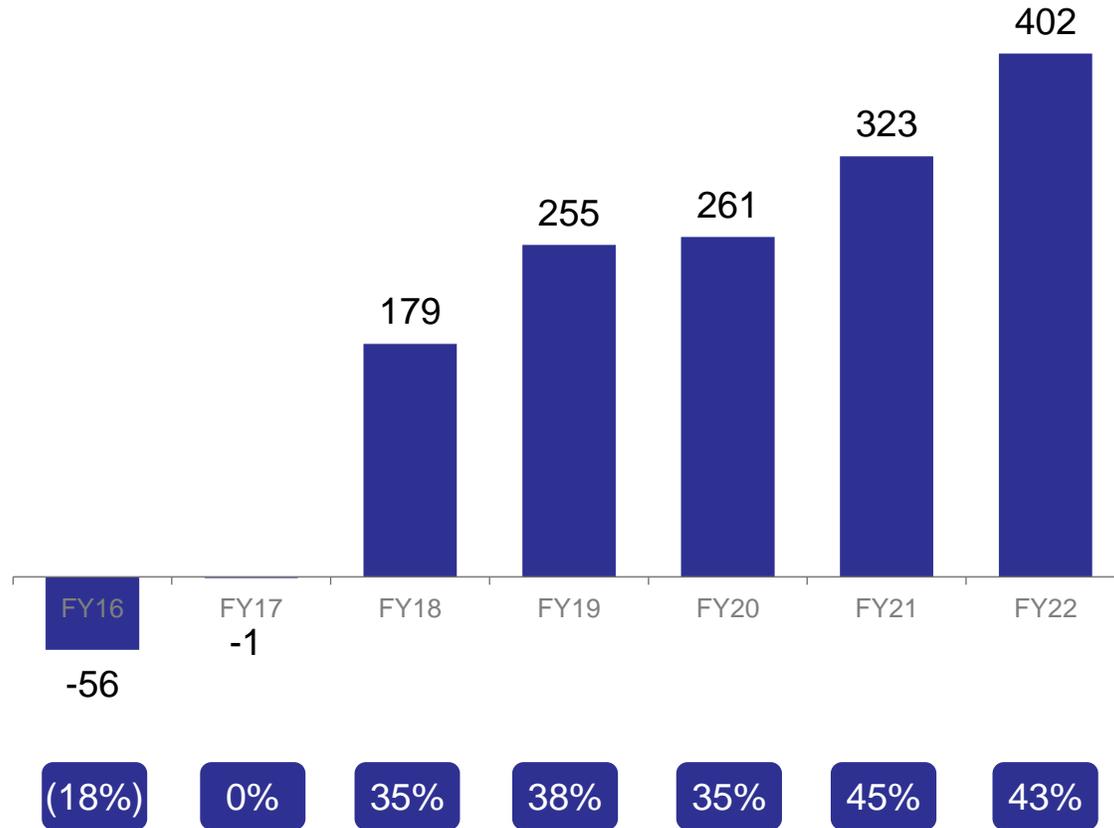
- 1) Above figures have been calculated by dividing financials (in mn) by 10; Figures have been rounded off
- 2) Fourth Quarter of the year has traditionally been the best quarter in terms of collections from customer for that financial year
- 3) Sharp decline in Collections from Customer during Q1FY21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



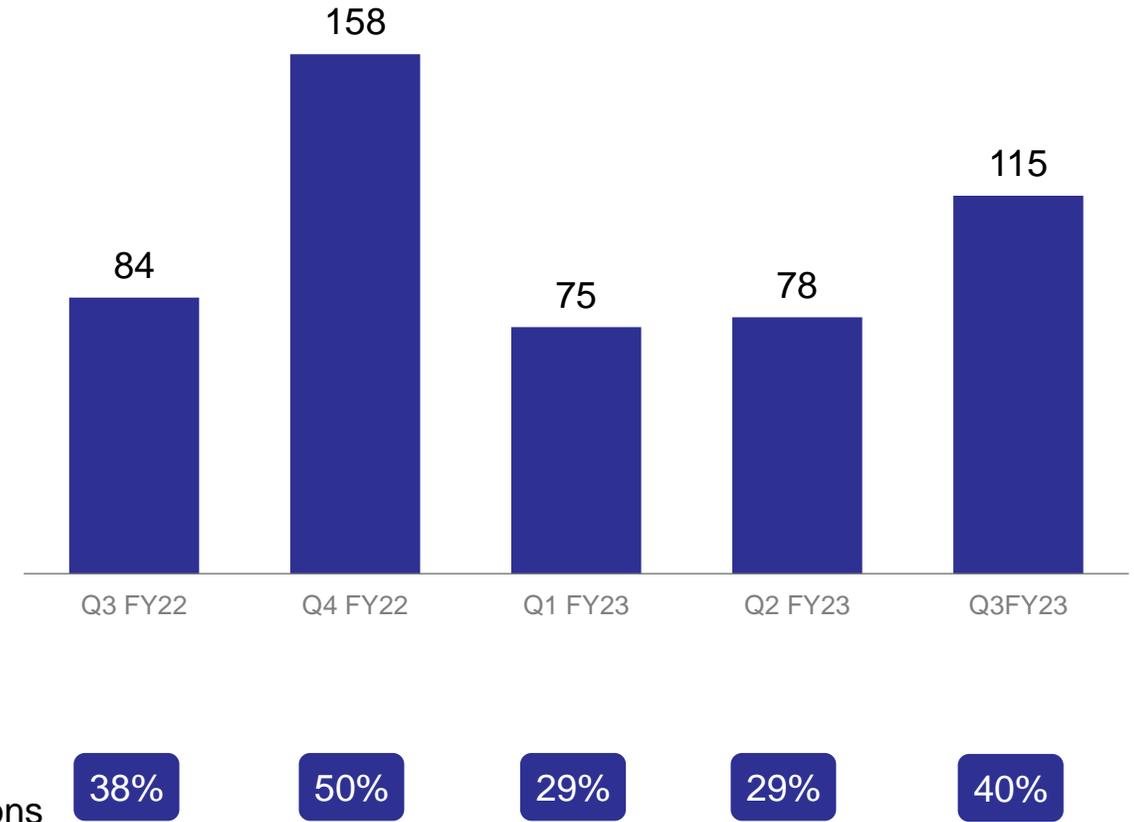
# Cash Generated From Operating Activities - Consolidated

(₹ 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

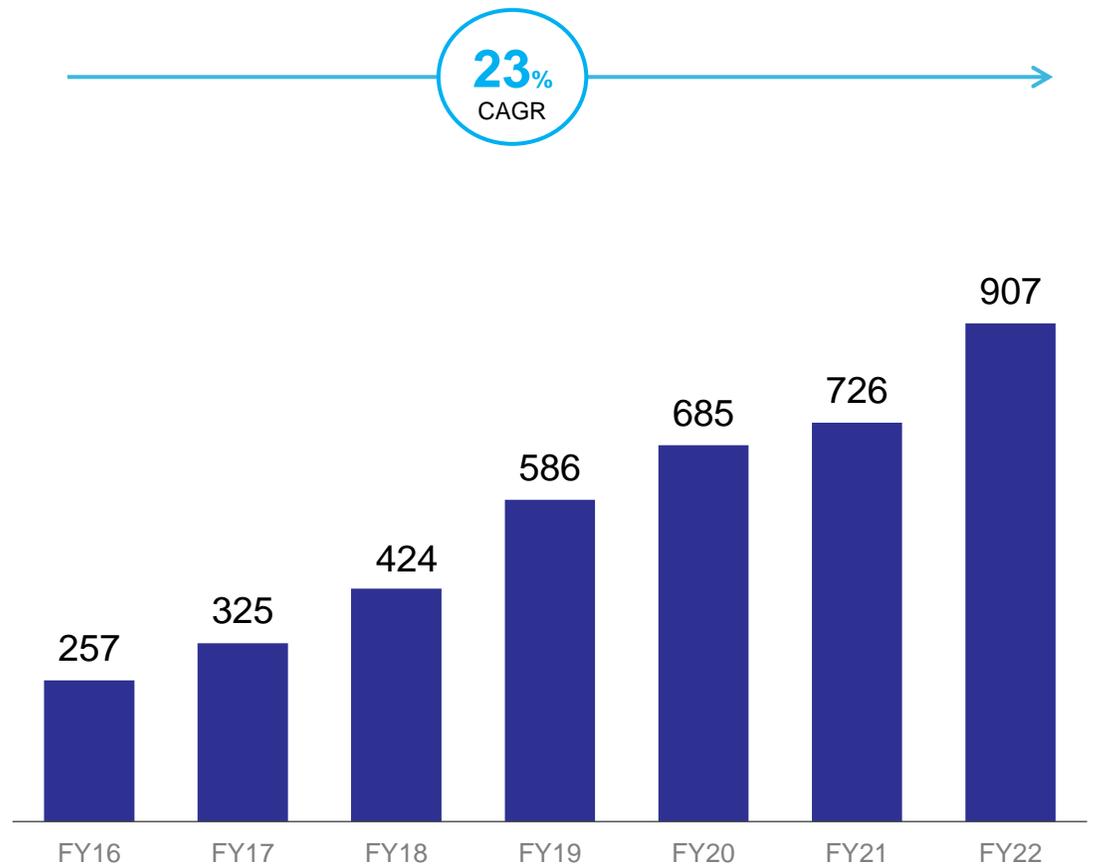


# Deferred Revenue – Consolidated

(₹ in Crores)

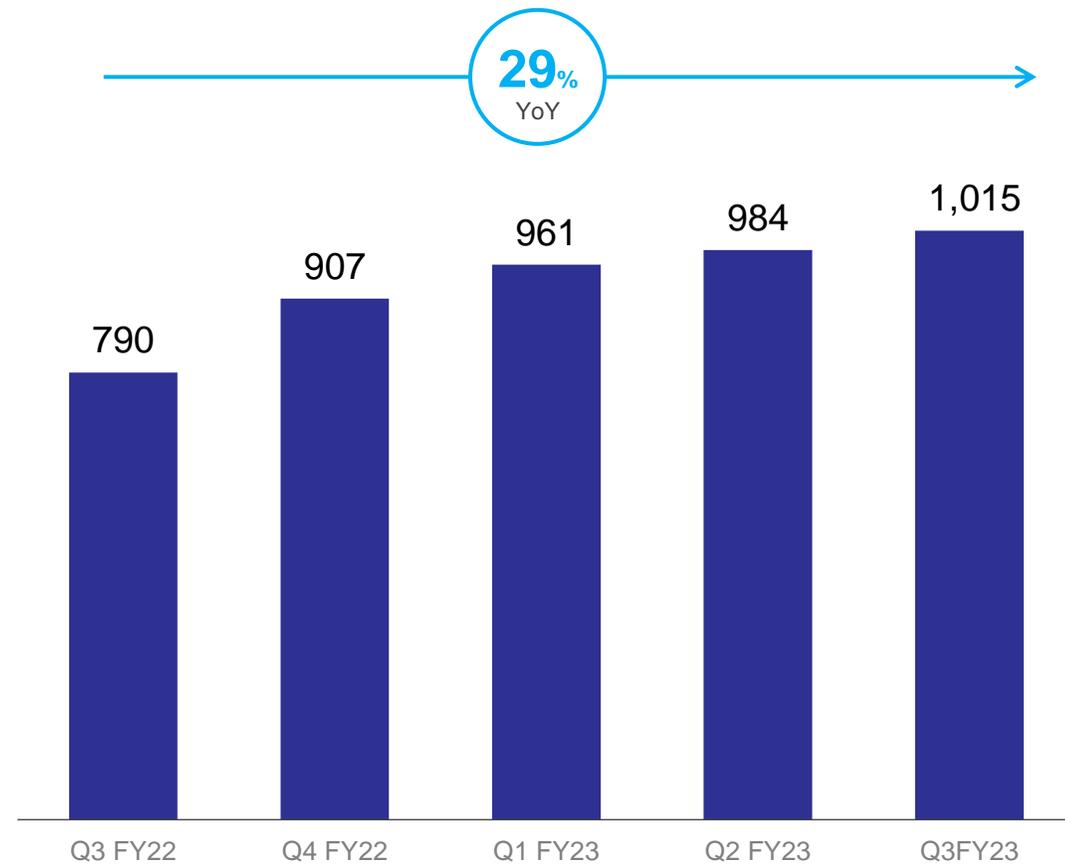
## Yearly trends

23%  
CAGR



## Quarterly trends

29%  
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 Q1 FY 23. Accordingly, Deferred Revenue includes Busy Infotech from Q1FY 23 onwards

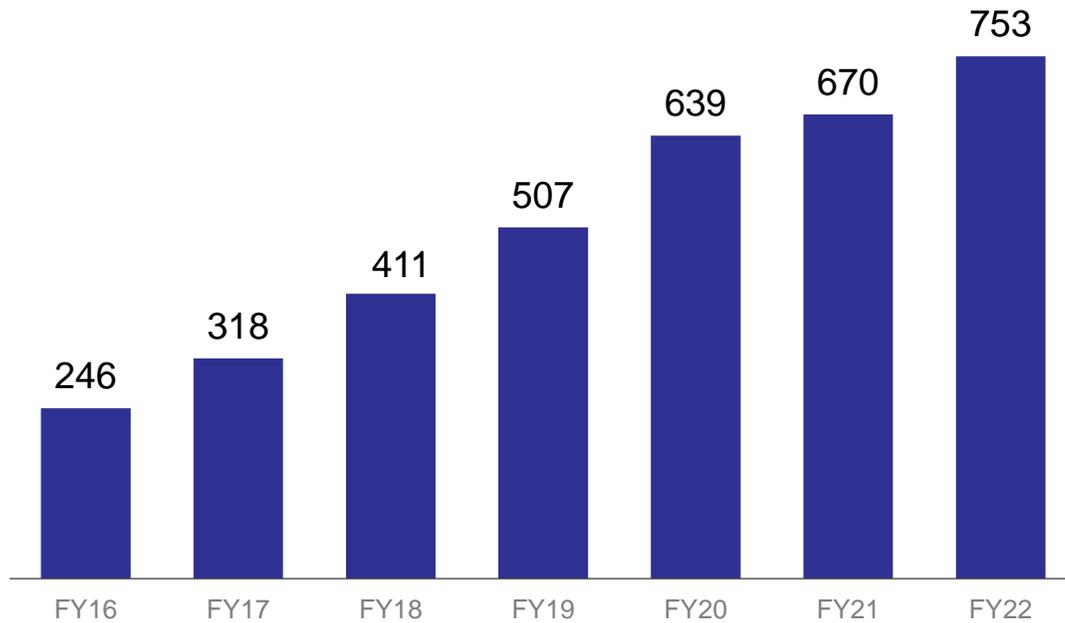


# Revenue from Operations – Consolidated

(₹ in Crores)

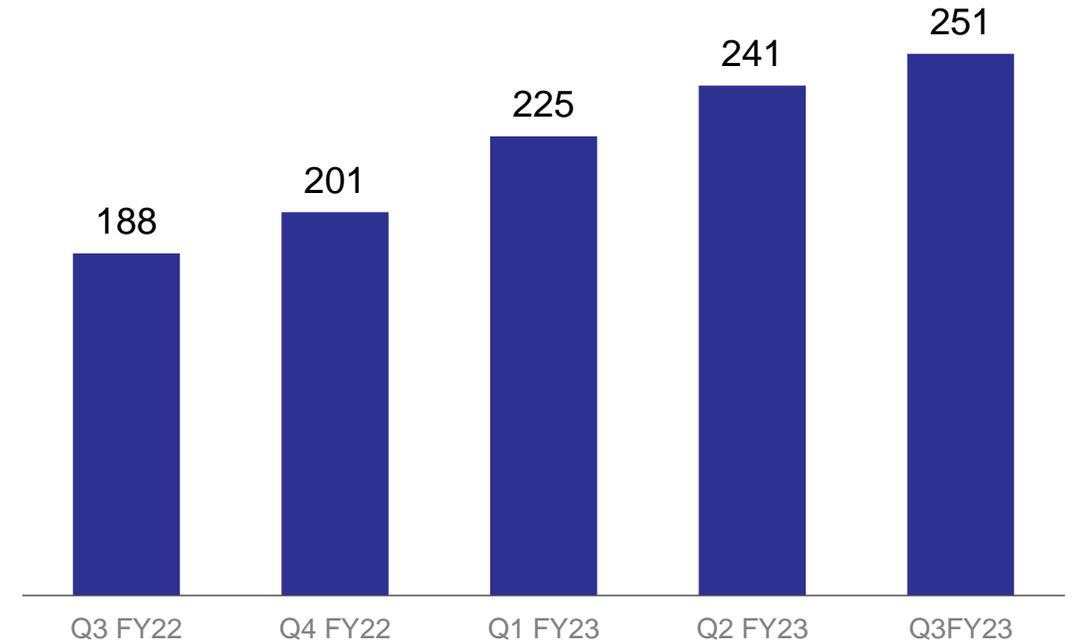
## Yearly trends

20%  
CAGR



## Quarterly trends

34%  
YoY



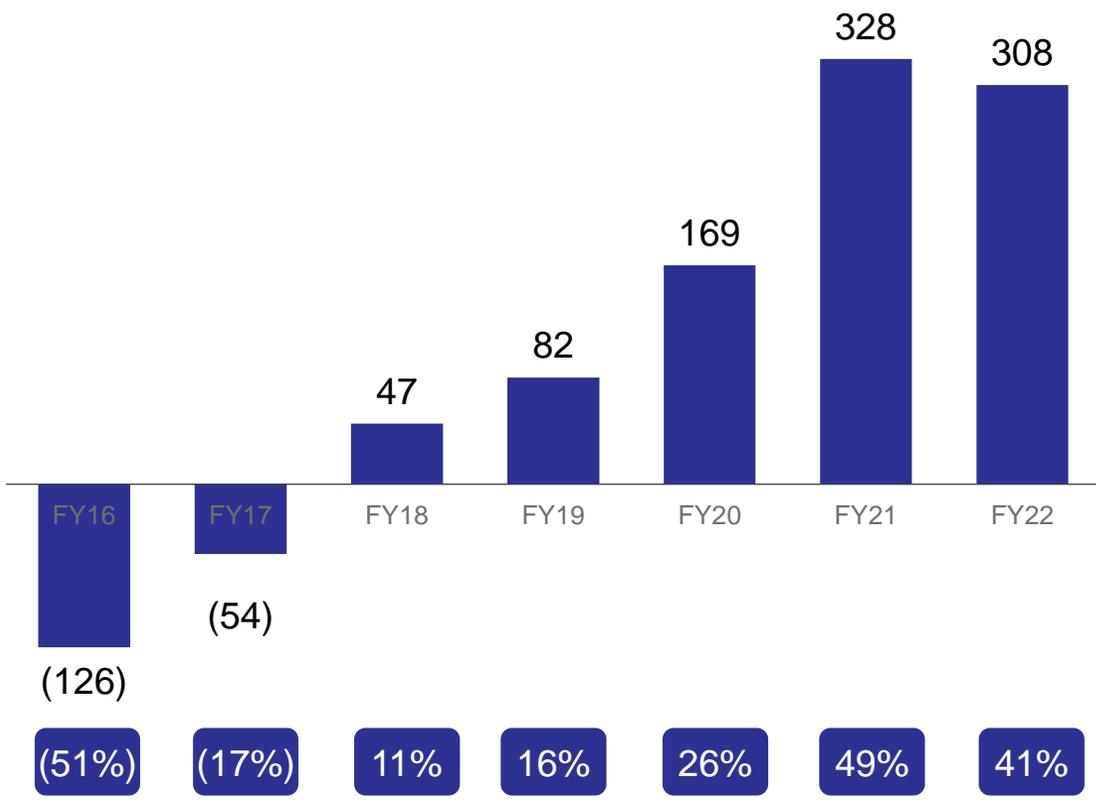
Note: Above figures have been calculated by dividing financials (in mn) by 10; Figures have been rounded off

IndiaMART InterMESH Ltd

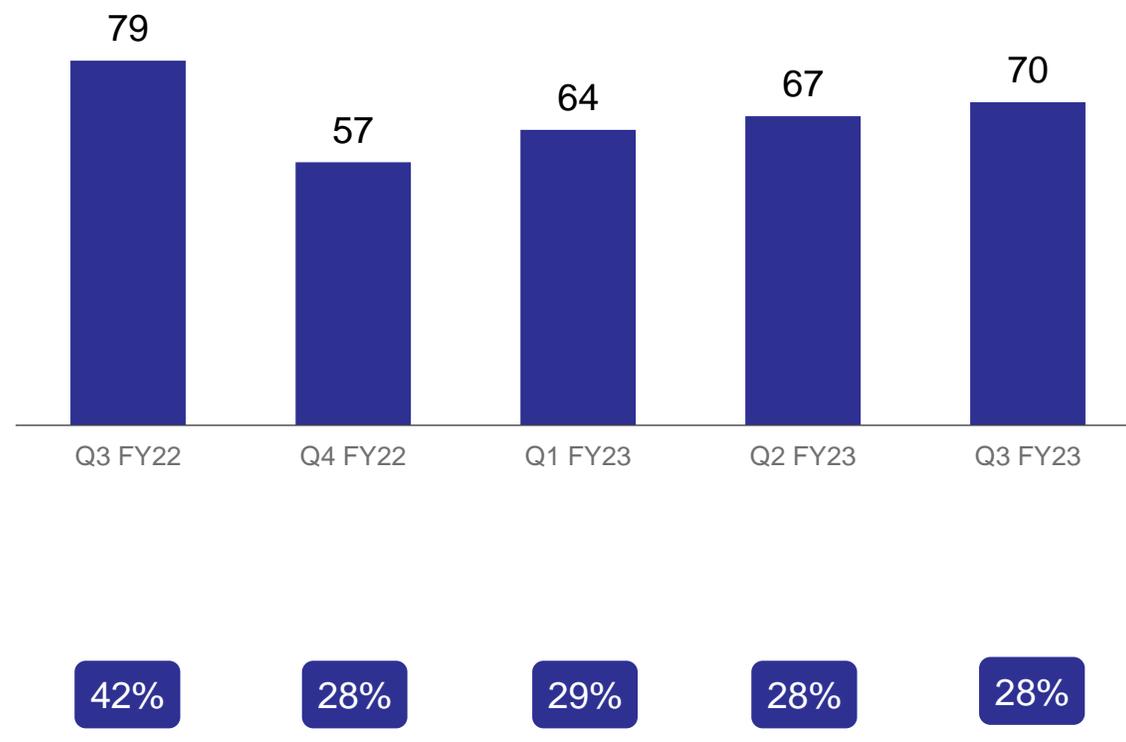
# EBITDA - Consolidated

(₹ in Crores)

## Yearly trends



## Quarterly trends



EBITDA Margin

Note:

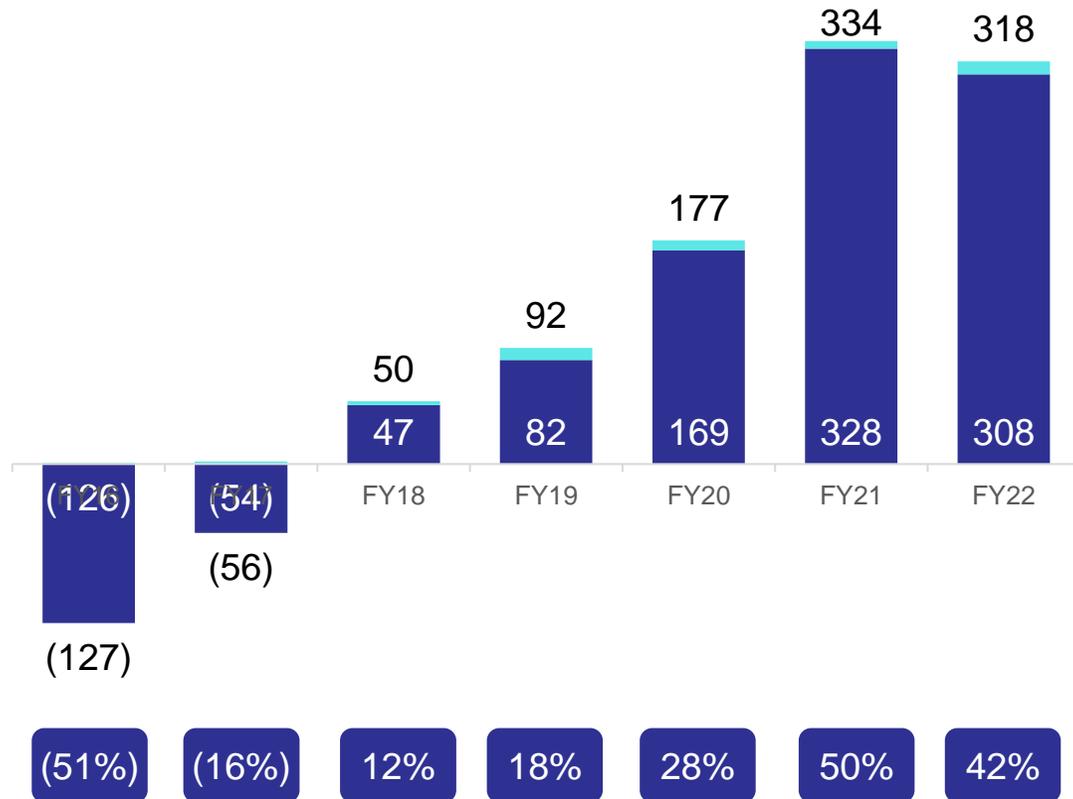
- 1) The company has adopted IND AS -116 from 1st April 2019, the nature of expenses in respect of operating leases has changed from lease rent (in other expenses) into depreciation cost against the right-of-use asset and finance cost against interest accrued on lease liability. Consequently, EBITDA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



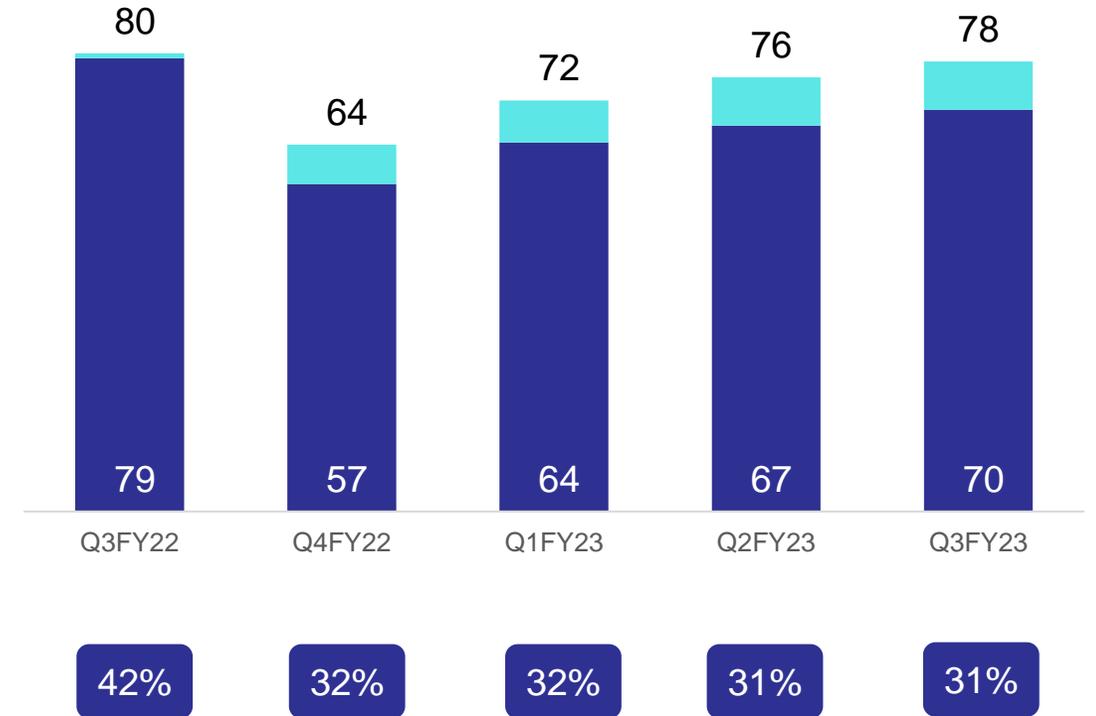
# Adjusted EBITDA – Consolidated

(₹ in Crores)

## Yearly trends



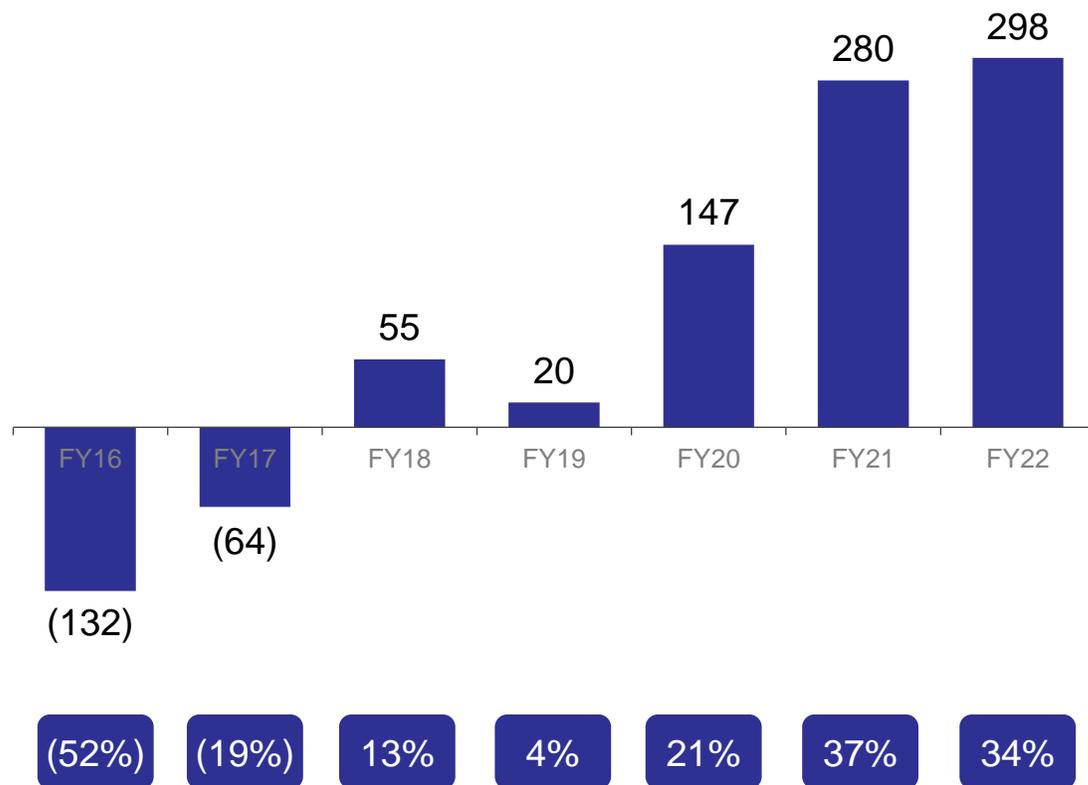
## Quarterly trends



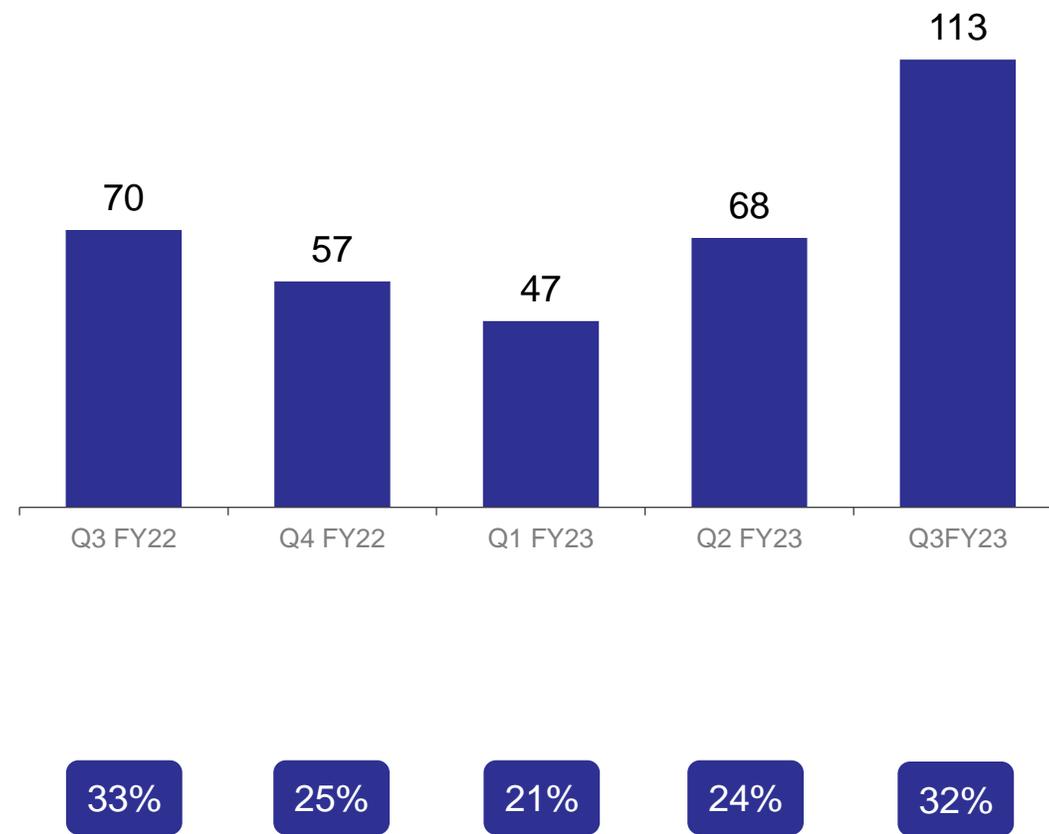
# PAT - Consolidated

(₹ in Crores)

## Yearly trends



## Quarterly trends



Note:

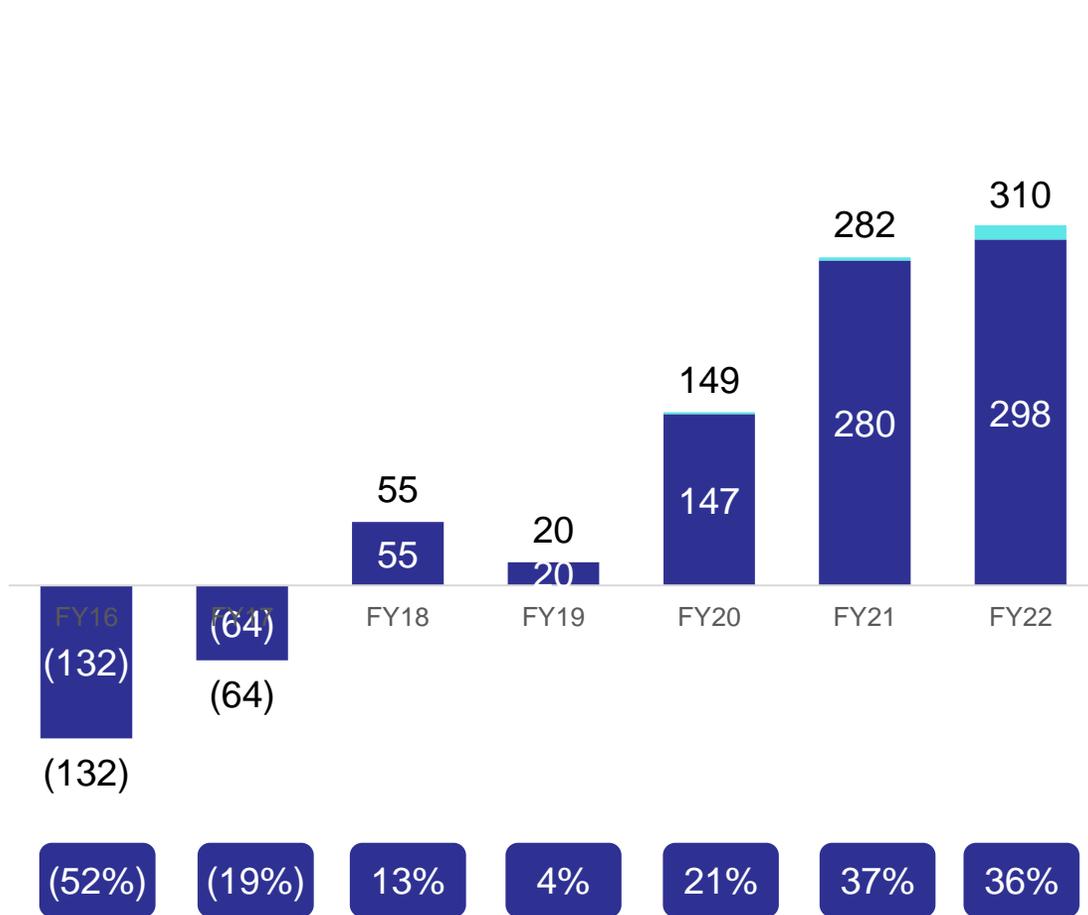
- Above figures have been calculated by dividing financials (in mn) by 10; Figures have been rounded off
- Decline in Net Profit during Q1FY23 is on account of Mark – to – market (MTM) losses on treasury portfolio due to significant increase in bond yields during the quarter



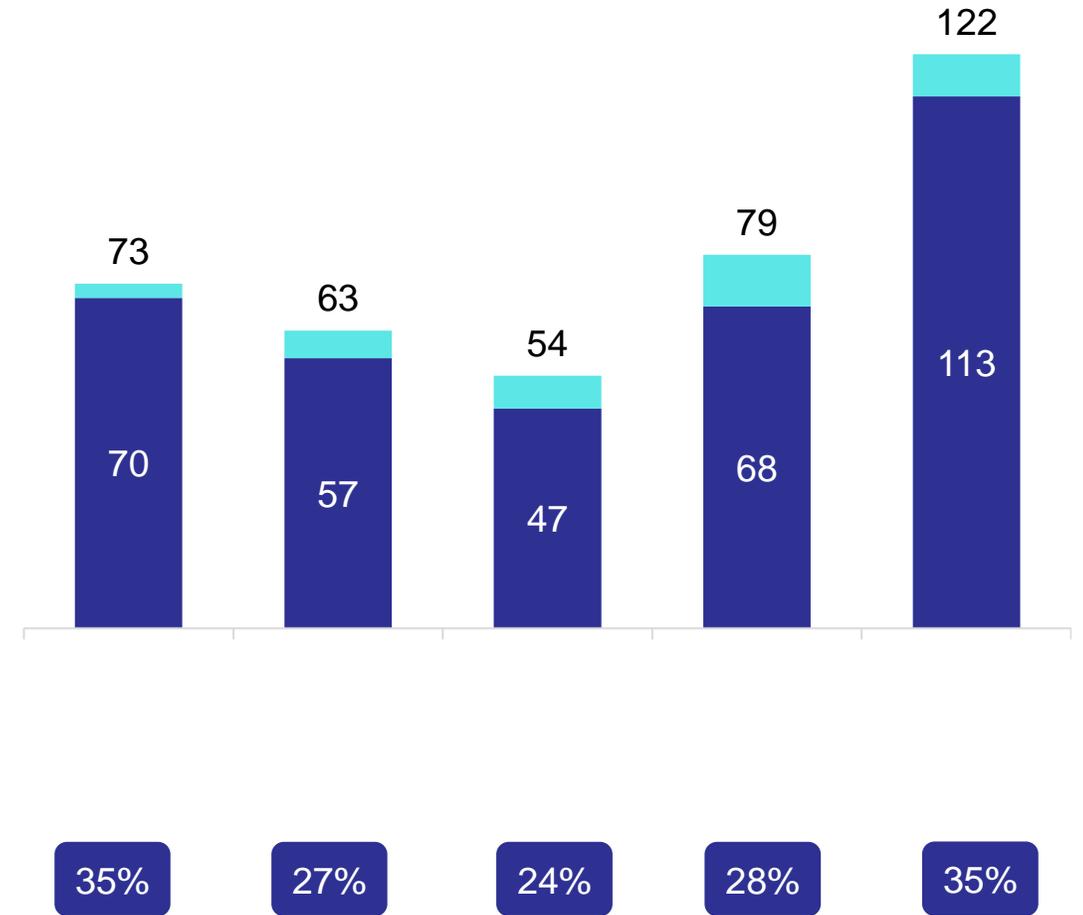
# Adjusted PAT – Consolidated

(₹ in Crores)

## Yearly trends



## Quarterly trends



Share in net loss of Associates

Adjusted PAT is Net Profit excluding share in loss/income of associates

# Revenue – Legal Entity View

(₹ in Crore)

Particulars	Q3 FY22	Q4 FY22	Q1 FY23	Q2 FY23	Q3 FY23
Revenue from Operations					
IndiaMART InterMESH Ltd	187	201	213	229	240
Busy Infotech Pvt Ltd*	-	-	10.5	10.8	10.4
Pay With IndiaMART Pvt Ltd	0.6	0.6	0.7	0.7	0.7
Tolexo Online Pvt Ltd	0.3	0.3	0.3	0.3	0.2
Livekeeping Technologies Pvt Ltd*^	-	-	0.2	0.0	0.0
	<b>188</b>	<b>202</b>	<b>225</b>	<b>241</b>	<b>252</b>
Inter Company Adjustments	(0.1)	(0.2)	(0.2)	(0.2)	(0.2)
<b>Consolidated Revenue from Operations</b>	<b>188</b>	<b>201</b>	<b>225</b>	<b>241</b>	<b>251</b>

**~96% 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) \* Forms part of "Accounting Software Services" segment as reported in Note no. 32 Segment information in the Consolidated Financial Statements for the quarter ended 30<sup>th</sup> Dec2022

3) ^ Formerly known as Finlite Technologies Pvt. Ltd.



# EBITDA – Legal Entity View

(₹ in Crore)

Particulars	Q3 FY22	Q4 FY22	Q1 FY23	Q2 FY23	Q3 FY23
EBITDA					
IndiaMART InterMESH Ltd	79.8	58.3	59.8	65.2	69.8
Busy Infotech Pvt Ltd*	-	-	4.9	3.0	1.6
Pay With IndiaMART Pvt Ltd	0.1	0.1	0.1	0.1	0.1
Tolexo Online Pvt Ltd	(1.2)	(1.0)	(0.2)	(0.1)	(0.0)
Livekeeping Technologies Pvt Ltd*^	-	-	(0.5)	(1.0)	(1.2)
	<b>78.8</b>	<b>57.4</b>	<b>64.2</b>	<b>67.0</b>	<b>70.3</b>
Inter Company Adjustments	(0.0)	0.0	(0.0)	(0.0)	(0.0)
<b>Consolidated EBITDA</b>	<b>78.7</b>	<b>57.3</b>	<b>64.2</b>	<b>67.2</b>	<b>70.3</b>

**~99% of 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) \* Forms part of "Accounting Software Services" segment as reported in Note no. 32 Segment information in the Consolidated Financial Statements for the quarter ended 30<sup>th</sup> Sept 2022
- 3) ^ Formerly known as Finlite Technologies Pvt. Ltd.



# Historical Financial Metrics

(₹ in Crore Consolidated)

Financial Metrics	FY-16	FY-17	FY-18	FY-19	FY-20	FY-21	FY-22
Total Income	251	332	430	548	707	756	866
Revenue from Operations	246	318	411	507	639	670	753
EBITDA	(126)	(54)	47	82	169	328	308
EBITDA Margin (%)	(51%)	(17%)	11%	16%	26%	49%	41%
EBIT	(129)	(59)	44	78	148	312	296
EBIT Margin (%)	(53%)	(19%)	11%	15%	23%	47%	39%
Adjusted Net Profit for the period*	(124)	(45)	63	85	147	283	310
Adjusted Net Profit Margin (%)	(50%)	(14%)	15%	16%	21%	37%	36%
Net Profit for the period	(132)	(64)	55	20	147	280	298
Cash Generated from Operating Activities	(56)	(1)	179	255	261	323	402
Collections from Customer	315	386	509	671	738	711	934
Deferred Revenue (period end)	257	325	424	586	685	726	907
Cash and Investments (period end)	159	177	388	685	931	2,365	2,419

Note:

- 1) Net Profit has been adjusted for FVTPL expenses or adjustments and one-time benefits of Deferred Tax & share in net loss of Associates
- 2) Deferred revenue includes Advances from Customers





**Electric Vehicles**

# **Financial Performance**

## **Standalone Basis**



# Financial Performance – Standalone

(₹ in Crores)

Financial Metrics	Q3 FY23	Q3 FY22	YoY Change	Q2 FY23	QoQ Change
<b>Revenue from Operations</b>	<b>240</b>	<b>187</b>	<b>28%</b>	<b>229</b>	<b>5%</b>
Other Income	47	22	115%	37	27%
<b>Total Income</b>	<b>287</b>	<b>209</b>	<b>37%</b>	<b>266</b>	<b>8%</b>
Manpower Cost <sup>1</sup>	94	63	51%	86	10%
Outsourced Sales Cost	32	18	81%	33	-3%
Other Operating Expense	37	26	40%	37	1%
<b>Total Expenses</b>	<b>163</b>	<b>107</b>	<b>53%</b>	<b>155</b>	<b>5%</b>
<b>Adjusted EBITDA<sup>1</sup></b>	<b>77</b>	<b>80</b>	<b>-5%</b>	<b>74</b>	<b>5%</b>
<i>Adjusted EBITDA Margin(%)</i>	32%	43%		32%	
Employee share based payment expense	7	1	695%	8	-14%
<b>EBITDA</b>	<b>70</b>	<b>80</b>	<b>-13%</b>	<b>65</b>	<b>7%</b>
<i>EBITDA Margin(%)</i>	29%	43%		28%	
Others <sup>2</sup>	7	4	58%	6	16%
<b>Profit Before Tax</b>	<b>110</b>	<b>97</b>	<b>13%</b>	<b>96</b>	<b>14%</b>
Tax Expense	29	23	24%	22	30%
<b>Net Profit</b>	<b>82</b>	<b>74</b>	<b>10%</b>	<b>74</b>	<b>10%</b>
<i>Net Profit Margin(%)</i>	28%	36%		28%	
<b>EPS (Rs.)</b>	<b>26.7</b>	<b>24.4</b>	<b>9%</b>	<b>24.4</b>	<b>9%</b>
<b>Cash Generated from Operating Activities</b>	<b>114</b>	<b>85</b>	<b>33%</b>	<b>76</b>	<b>49%</b>
<b>Collections from Customers</b>	<b>273</b>	<b>221</b>	<b>24%</b>	<b>252</b>	<b>8%</b>

<sup>1</sup> Excluding employee share-based payment expense

<sup>2</sup> Others include – Depreciation, Amortization, Finance Cost and Net Loss on Financial Liability at FVTPL



# Balance Sheet - Standalone

(₹ in Crores Standalone)

As at end of	FY22					FY23			
	FY21	Q1	Q2	Q3	Q4	FY22	Q1	Q2	Q3
<b>Assets</b>									
Fixed Assets (incl. intangible assets)	3	2	2	2	3	3	7	12	15
Right-of-use assets	63	59	58	55	53	53	50	48	45
Other assets	41	33	33	38	49	49	45	48	24
Cash, bank & other investments	2,359	2,417	2,461	2,509	2,414	2,414	1,773	1,864	1,980
Investment in subsidiaries	9	39	67	90	86	86	658	658	656
Investment in associates & others	41	41	52	85	360	360	364	371	414
<b>Total</b>	<b>2,516</b>	<b>2,591</b>	<b>2,673</b>	<b>2,779</b>	<b>2,965</b>	<b>2,965</b>	<b>2,897</b>	<b>3,001</b>	<b>3,134</b>
<b>Liabilities</b>									
Capital (incl. reserves)	1,617	1,708	1,750	1,826	1,892	1,892	1,824	1,904	1,994
Deferred revenue & Customer Advances	726	715	756	790	907	907	935	958	991
Provisions & payables	67	59	62	61	64	64	59	60	66
Statutory liabilities	22	17	15	18	29	29	14	19	18
Deferred tax & current tax liabilities (net)	21	30	29	26	16	16	5	0.3	7
Lease liabilities	63	61	60	58	56	56	54	52	49
Other financial liabilities	-	1	1	1	1	1	6	8	9
<b>Total</b>	<b>2,516</b>	<b>2,591</b>	<b>2,673</b>	<b>2,779</b>	<b>2,965</b>	<b>2,965</b>	<b>2,897</b>	<b>3,001</b>	<b>3,134</b>



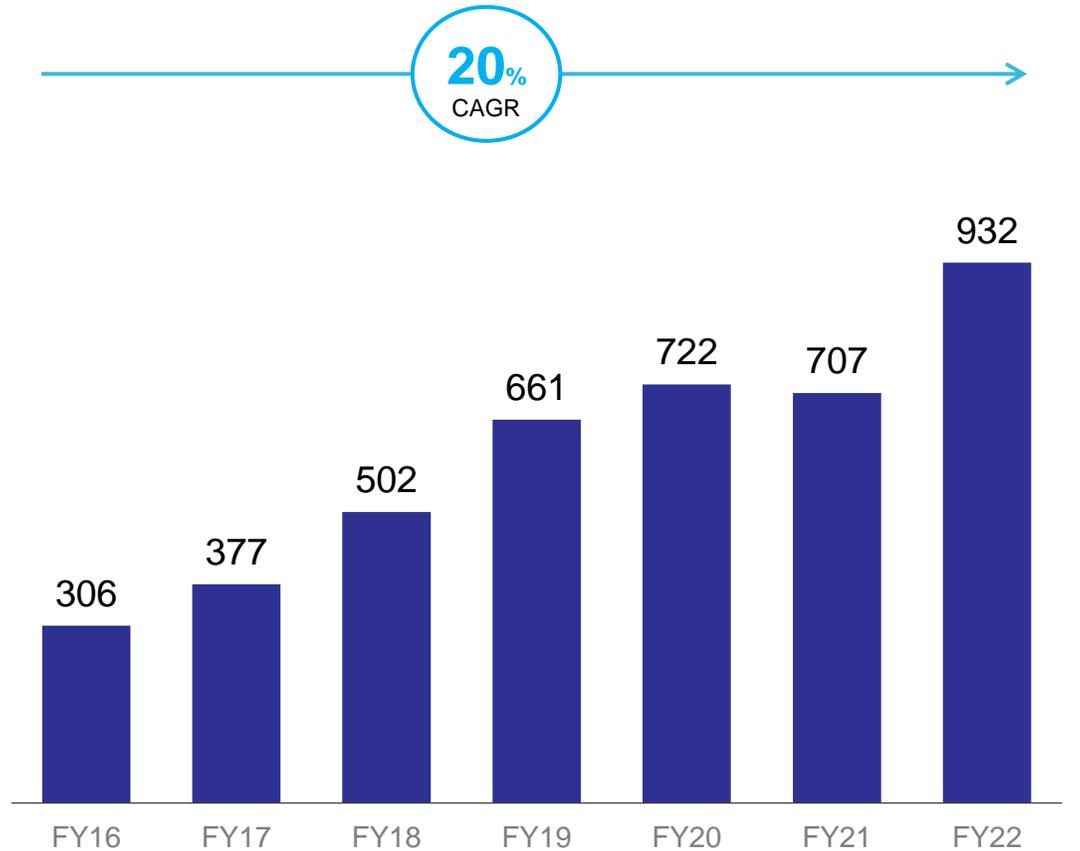
Note: Above figures have been calculated by dividing financials (in mn) by 10; Figures have been rounded off

IndiaMART InterMESH Ltd

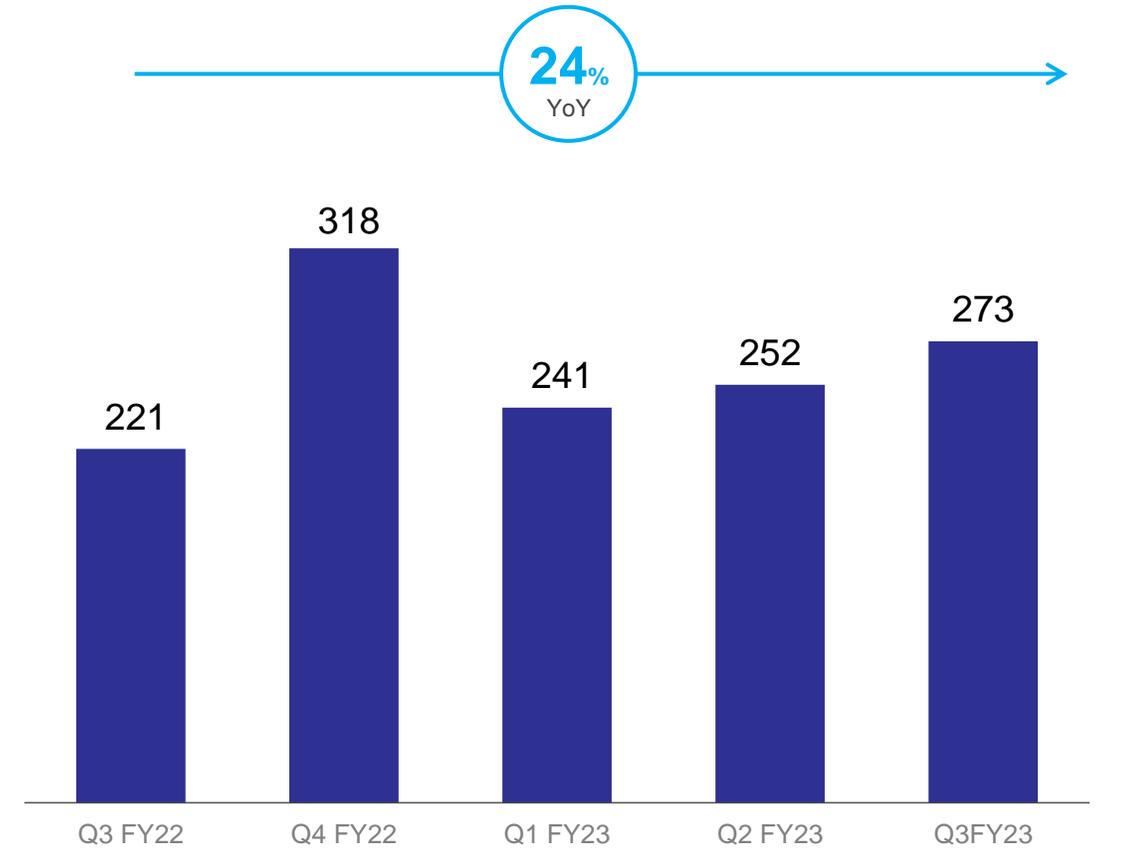
# Collections from Customer – Standalone

(₹ in crores)

## Yearly trends



## Quarterly trends

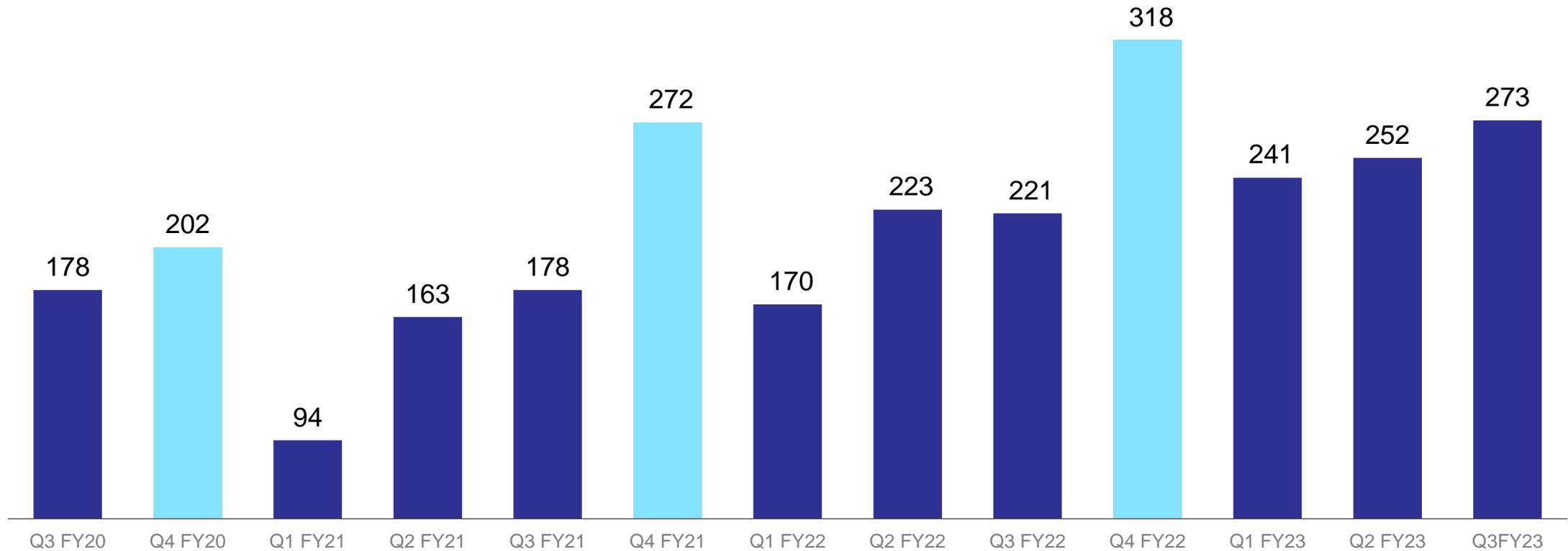


Note: Above figures have been calculated by dividing financials (in mn) by 10; Figures have been rounded off

# Collections from Customer - Standalone

(₹ in crores)

## Quarterly trends



Note:

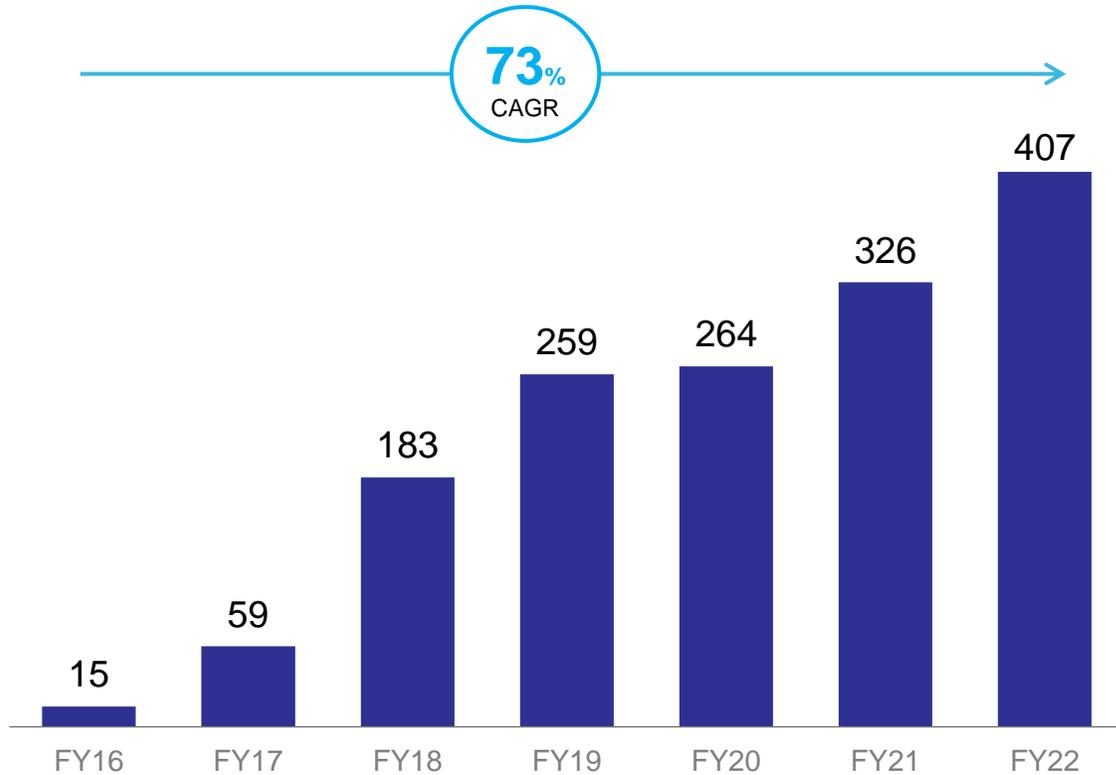
- 1) Above figures have been calculated by dividing financials (in mn) by 10; Figures have been rounded off
- 2) Fourth Quarter of the year has traditionally been the best quarter in terms of collections from customer for that financial year
- 3) Sharp decline in Collections from Customer during Q1FY21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



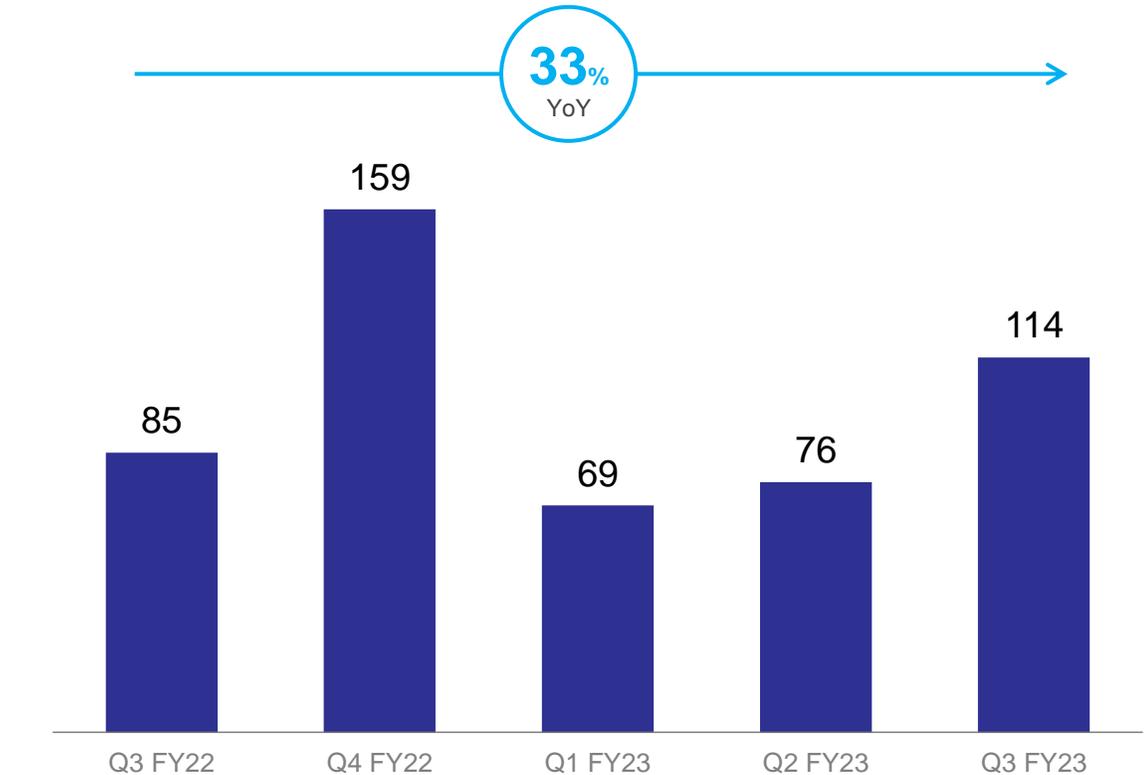
# Cash Generated From Operating Activities - Standalone

(₹ in Crores)

## Yearly trends



## Quarterly trends



5%

16%

36%

39%

37%

46%

44%

% of Collections

38%

50%

28%

30%

42%

Note:

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

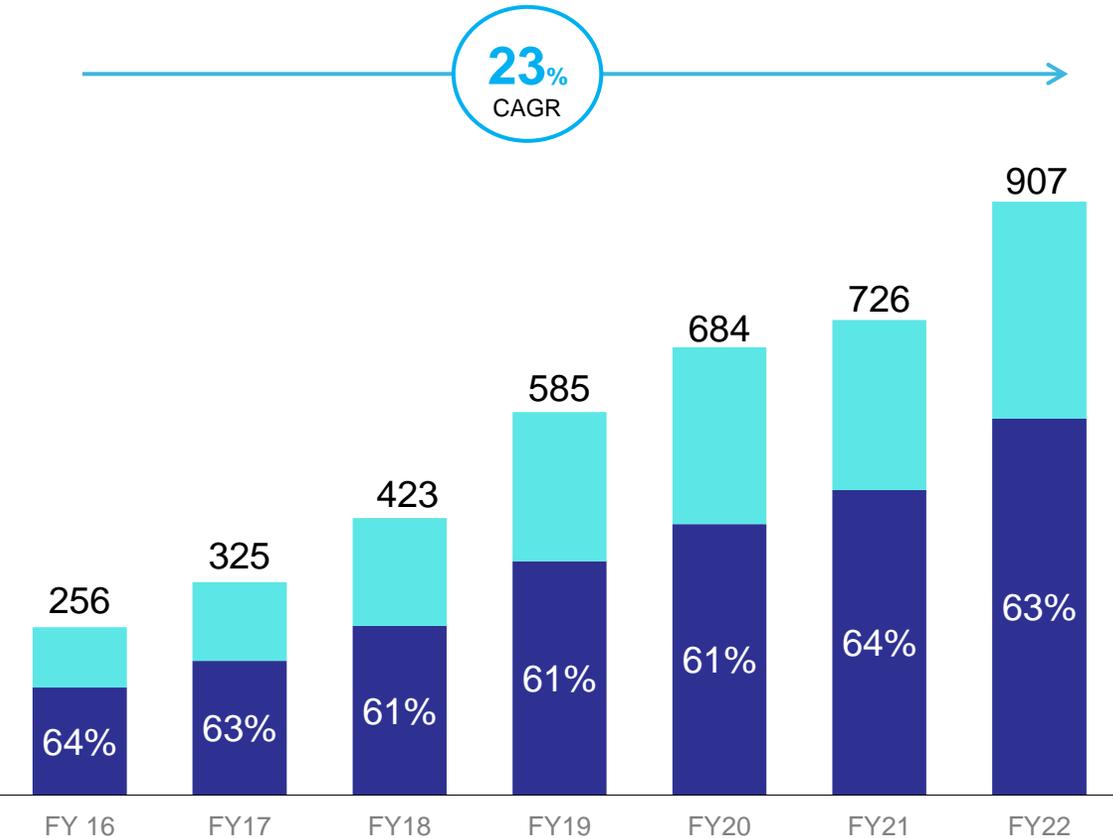
2) Fourth Quarter of the financial year traditionally has high Cash generated from Operating activities due to seasonal impact of Collections from Customers



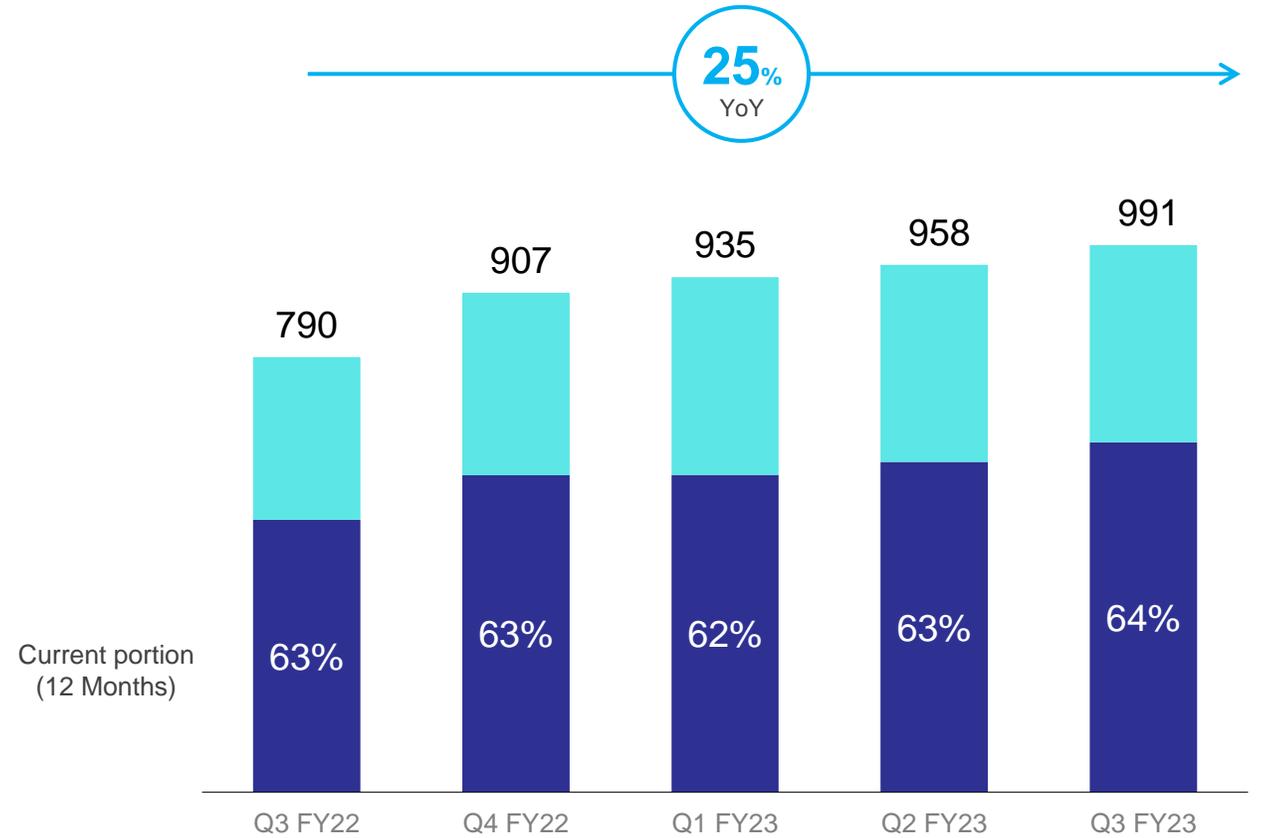
# Deferred Revenue - Standalone

(₹ in Crores)

## Yearly trends



## Quarterly trends



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

Note:

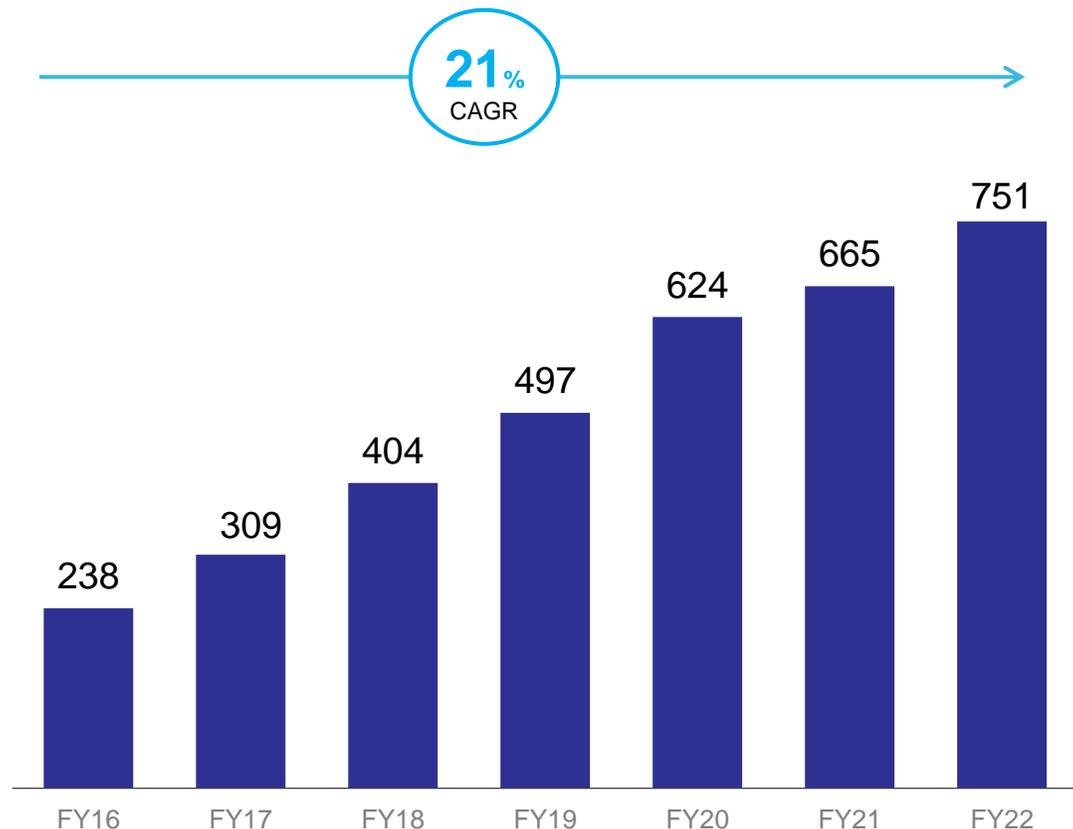
- 1) Deferred revenue refers to contract liabilities in the financial statements, i.e., including advances from customers
- 2) Above figures have been calculated by dividing financials (in mn) by 10; Figures have been rounded off



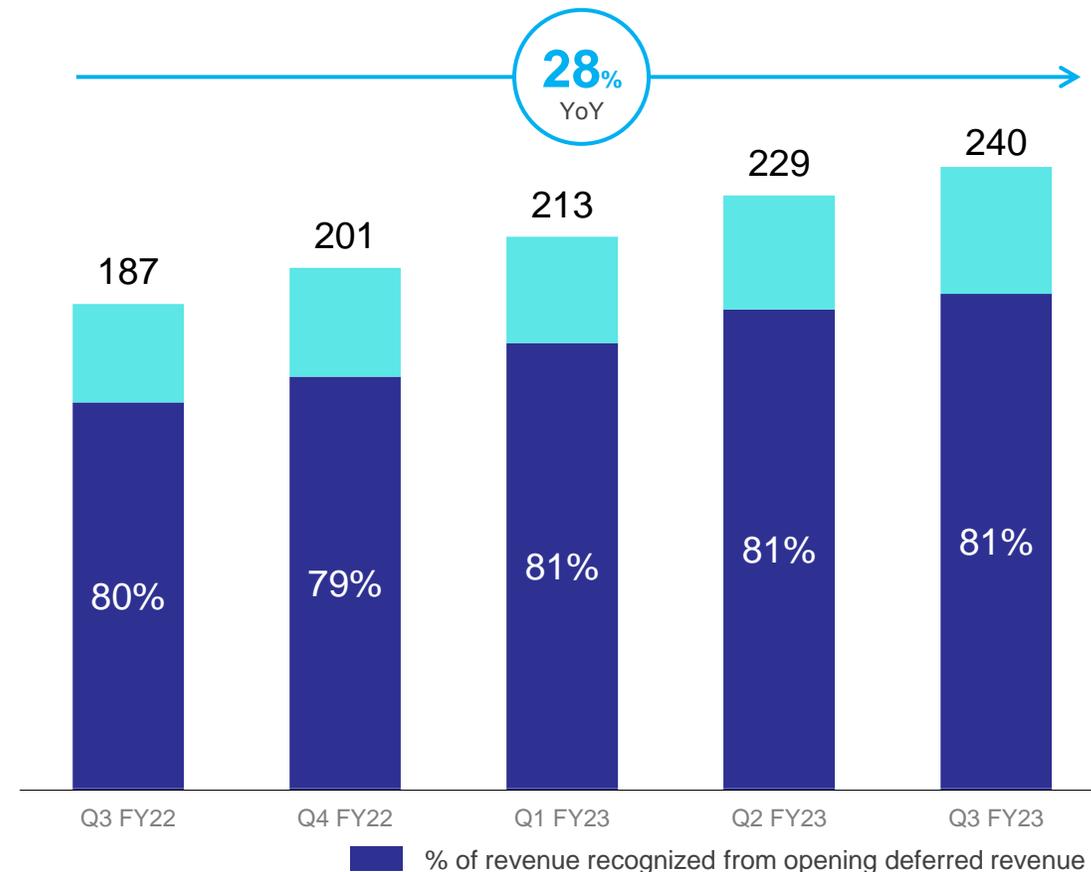
# Revenue from Operations - Standalone

(₹ in Crores)

## Yearly trends



## Quarterly trends



~46% of revenue contributed by top 10% & ~17% of revenue contributed by top 1% of paying subscription suppliers



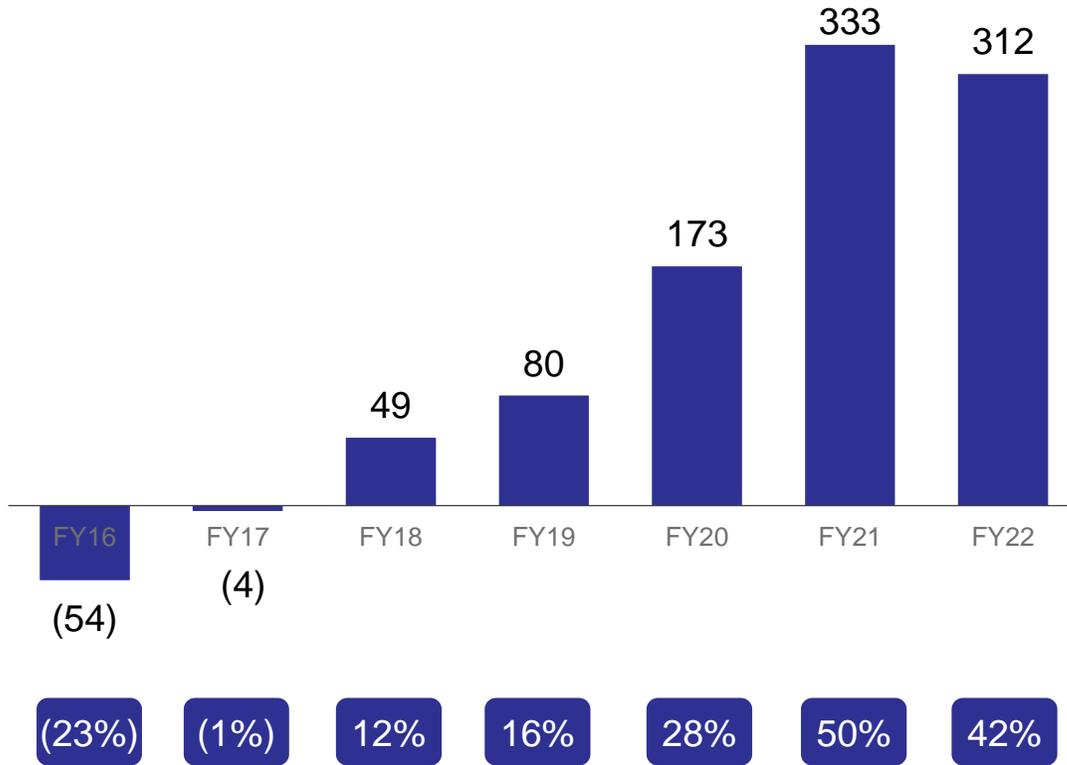
Note: Above figures have been calculated by dividing financials (in mn) by 10; Figures have been rounded off

IndiaMART InterMESH Ltd

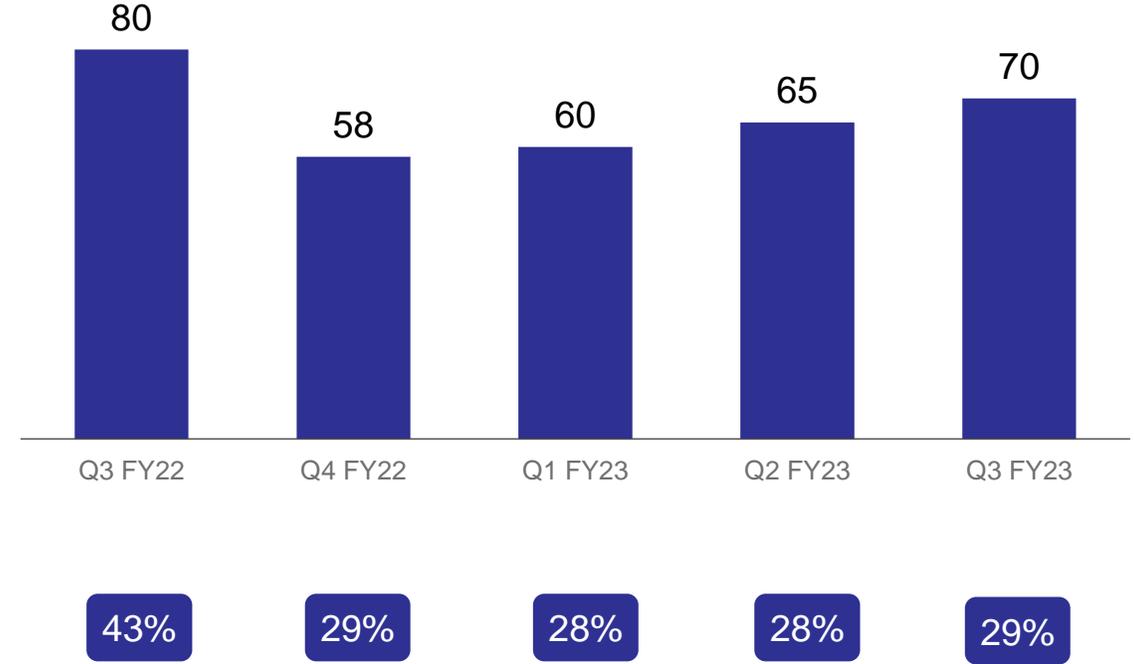
# EBITDA - Standalone

(₹ in Crores)

## Yearly trends



## Quarterly trends



Note:

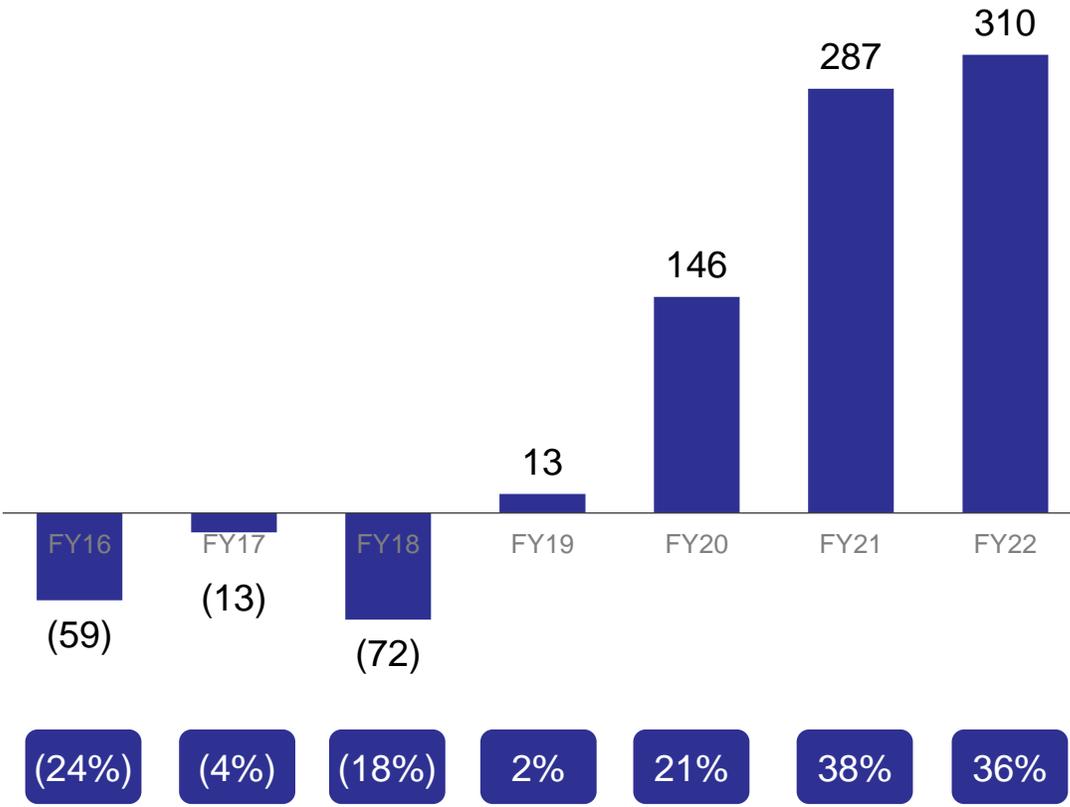
- 1) The company has adopted IND AS -116 from 1st April 2019, the nature of expenses in respect of operating leases has changed from lease rent (in other expenses) into depreciation cost against the right-of-use asset and finance cost against interest accrued on lease liability. Consequently, EBITDA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



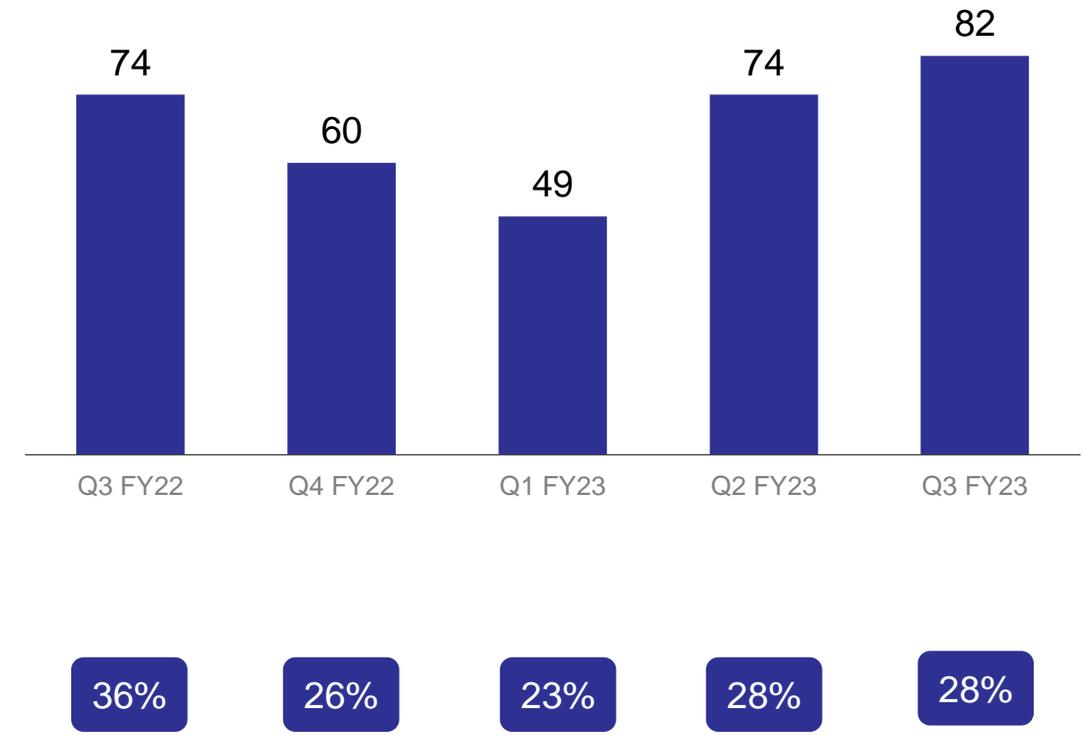
# PAT - Standalone

(₹ in Crores)

## Yearly trends



## Quarterly trends



Note:

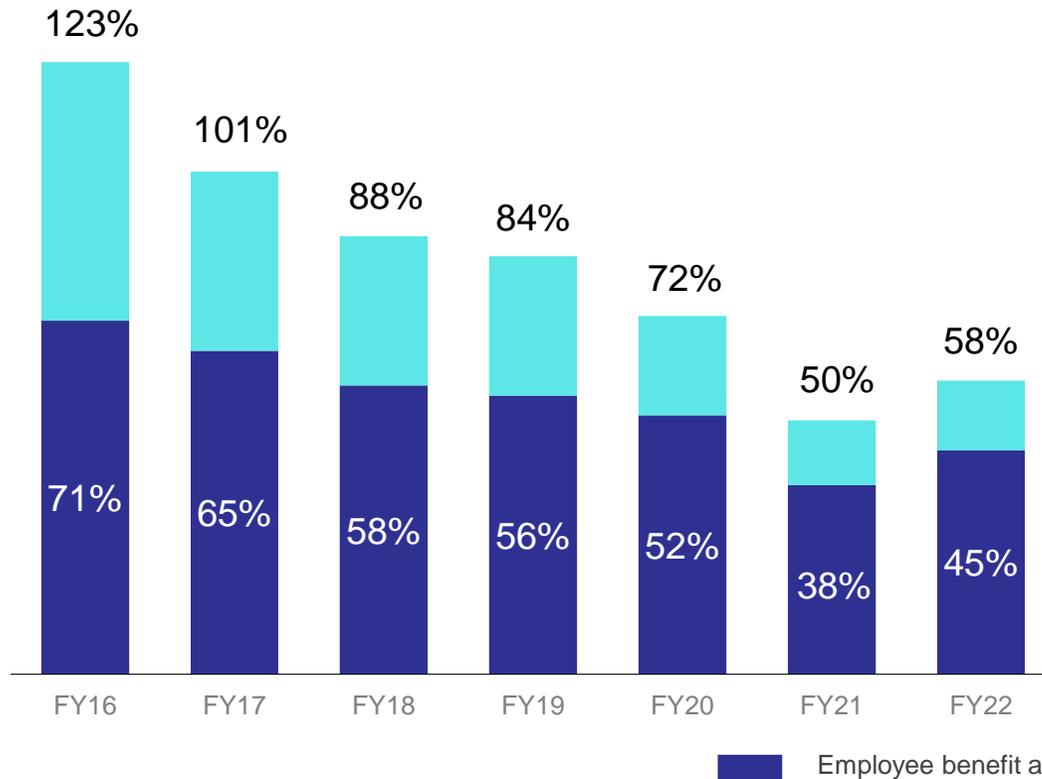
- Above figures have been calculated by dividing financials (in mn) by 10; Figures have been rounded off
- Fall in Net Profit during Q1FY23 is on account of lower other income due to Mark – to – market (MTM) losses on treasury portfolio due to significant increase in bond yields during the quarter.



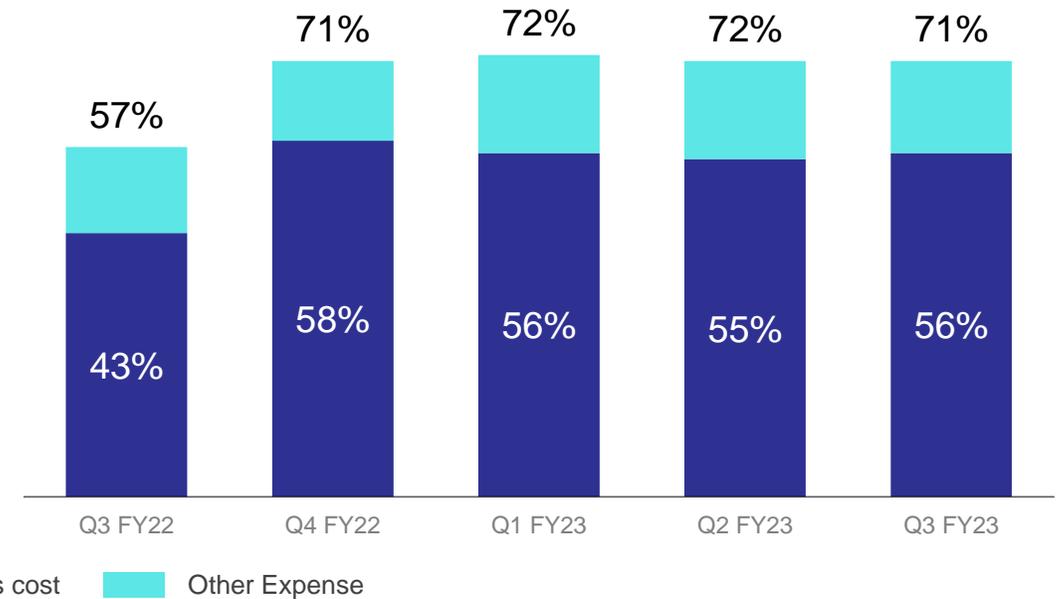
# Margin Leverage - Standalone

(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

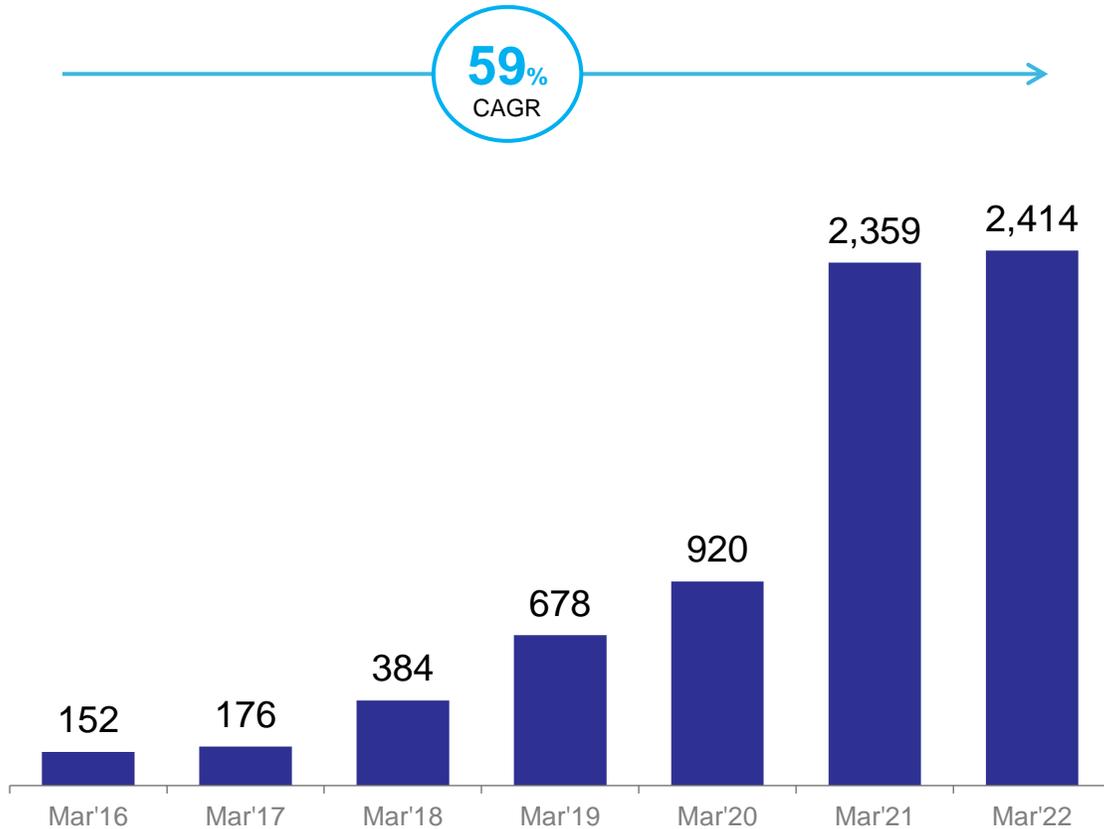


# Cash and Treasury Balances<sup>1</sup> - Standalone

(₹ in Crores)

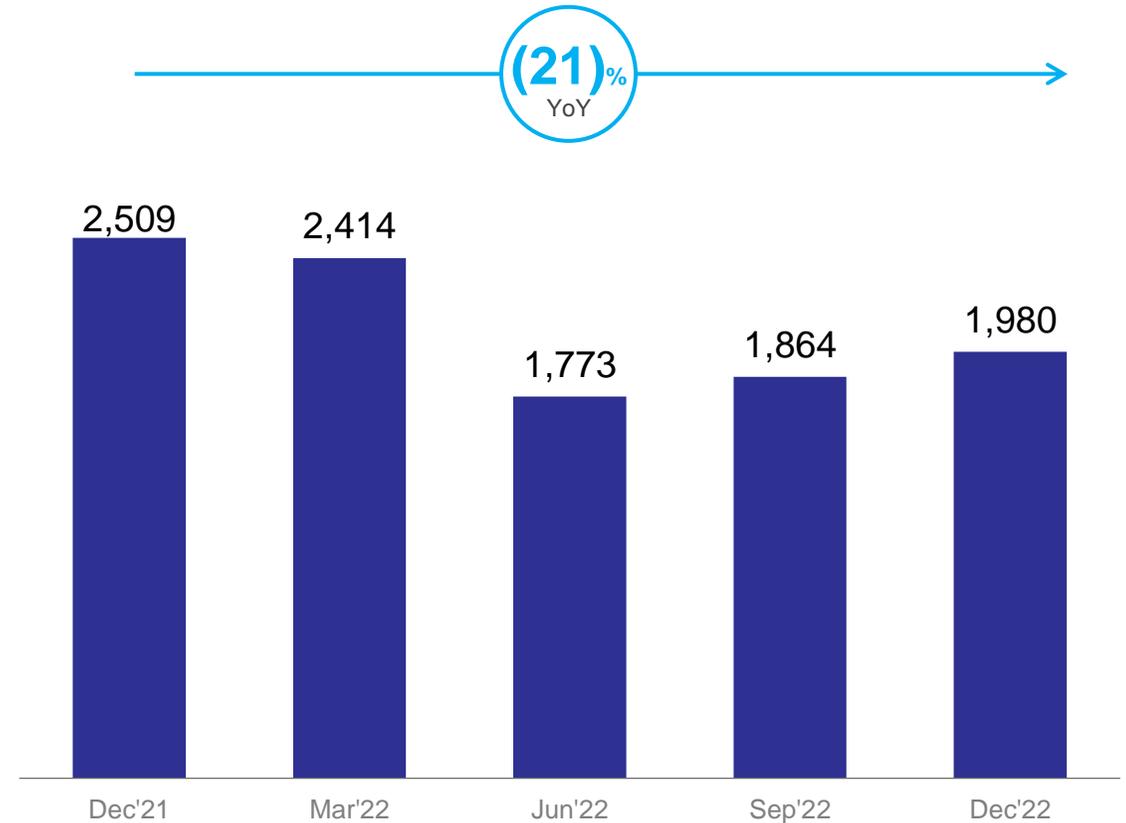
## Yearly trends

59%  
CAGR



## Quarterly trends

(21)%  
YoY



Note:

- 1) Refers to Cash and Cash Equivalents and investments in Mutual Funds in the financial statements
- 2) Increase in Cash and Investments in Q4 FY 21 is on account of Rs. 1,070 crores raised by company through QIP in February 2021
- 3) Fall in Cash and Investments in Q1FY23 is on account of acquisition of Busy Infotech Pvt Ltd (Rs. 500cr), Livekeeping Technologies Pvt Ltd (Rs. 46cr) and share buyback including taxes (Rs. 123cr)



# Functional P&L - Standalone

(₹ in Crores)

During the period	FY22								FY23			
	FY18	FY19	FY20	FY21	Q1	Q2	Q3	Q4	FY22	Q1	Q2	Q3
Revenue from Operations	404	497	624	665	181	182	187	201	751	213	229	240
Customer service cost	(135)	(158)	(174)	(122)	(33)	(36)	(39)	(52)	(160)	(51)	(54)	(60)
<b>Surplus over customer service cost</b>	<b>269</b>	<b>339</b>	<b>450</b>	<b>543</b>	<b>148</b>	<b>146</b>	<b>148</b>	<b>149</b>	<b>591</b>	<b>162</b>	<b>175</b>	<b>180</b>
<b>Gross Margin</b>	<b>67%</b>	<b>68%</b>	<b>72%</b>	<b>82%</b>	<b>82%</b>	<b>80%</b>	<b>79%</b>	<b>74%</b>	<b>79%</b>	<b>76%</b>	<b>77%</b>	<b>75%</b>
Selling & distribution cost	(90)	(100)	(113)	(80)	(20)	(21)	(27)	(41)	(110)	(44)	(46)	(45)
Technology & content cost	(81)	(102)	(104)	(85)	(24)	(27)	(28)	(32)	(111)	(38)	(44)	(45)
Marketing Cost	(5)	(5)	(5)	(2)	(1)	(1)	(1)	(1)	(3)	(1)	(1)	(1)
Depreciation & amortization	(3)	(4)	(21)	(16)	(3)	(3)	(3)	(3)	(12)	(3)	(5)	(6)
Other operating expenses	(43)	(52)	(55)	(43)	(13)	(13)	(14)	(16)	(56)	(19)	(19)	(19)
<b>Total</b>	<b>(222)</b>	<b>(263)</b>	<b>(298)</b>	<b>(226)</b>	<b>(61)</b>	<b>(65)</b>	<b>(73)</b>	<b>(93)</b>	<b>(291)</b>	<b>(106)</b>	<b>(115)</b>	<b>(116)</b>
<b>Operating Profit</b>	<b>46</b>	<b>76</b>	<b>152</b>	<b>317</b>	<b>87</b>	<b>81</b>	<b>77</b>	<b>55</b>	<b>300</b>	<b>56</b>	<b>61</b>	<b>64</b>
<b>Operating Margin</b>	<b>12%</b>	<b>15%</b>	<b>24%</b>	<b>48%</b>	<b>48%</b>	<b>45%</b>	<b>41%</b>	<b>28%</b>	<b>40%</b>	<b>26%</b>	<b>26%</b>	<b>27%</b>

Note:

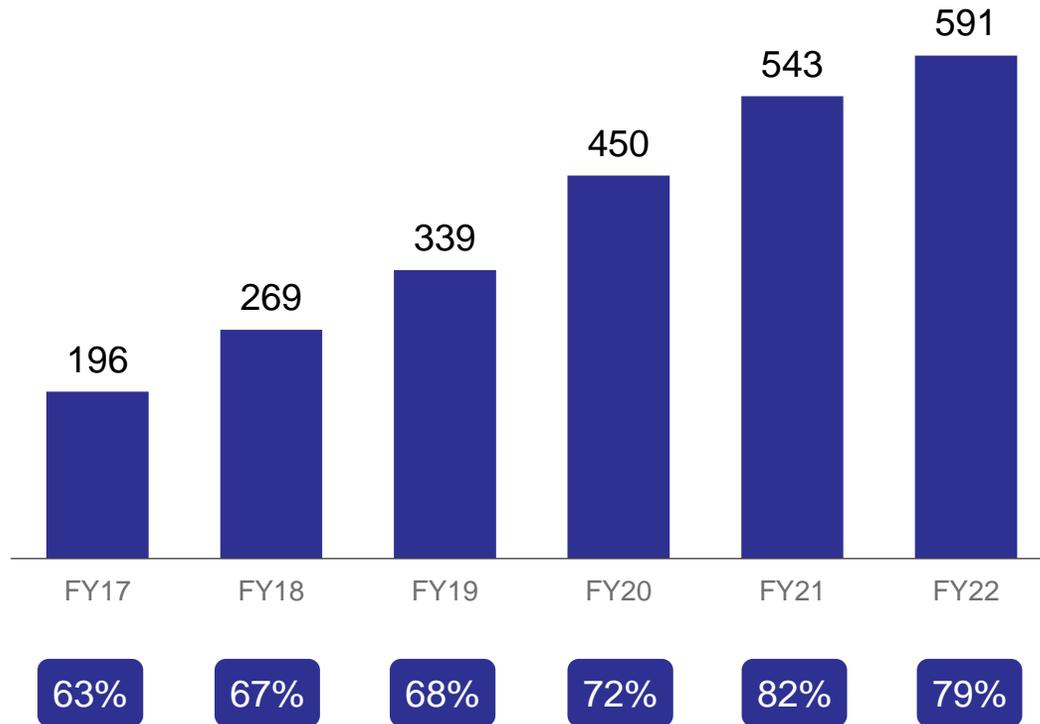
- 1) Refer to Note No. 31 in Standalone Financial Statements for Q2FY23 for detailed assumptions
- 2) Above figures have been calculated by dividing financials (in mn) by 10; Figures have been rounded off



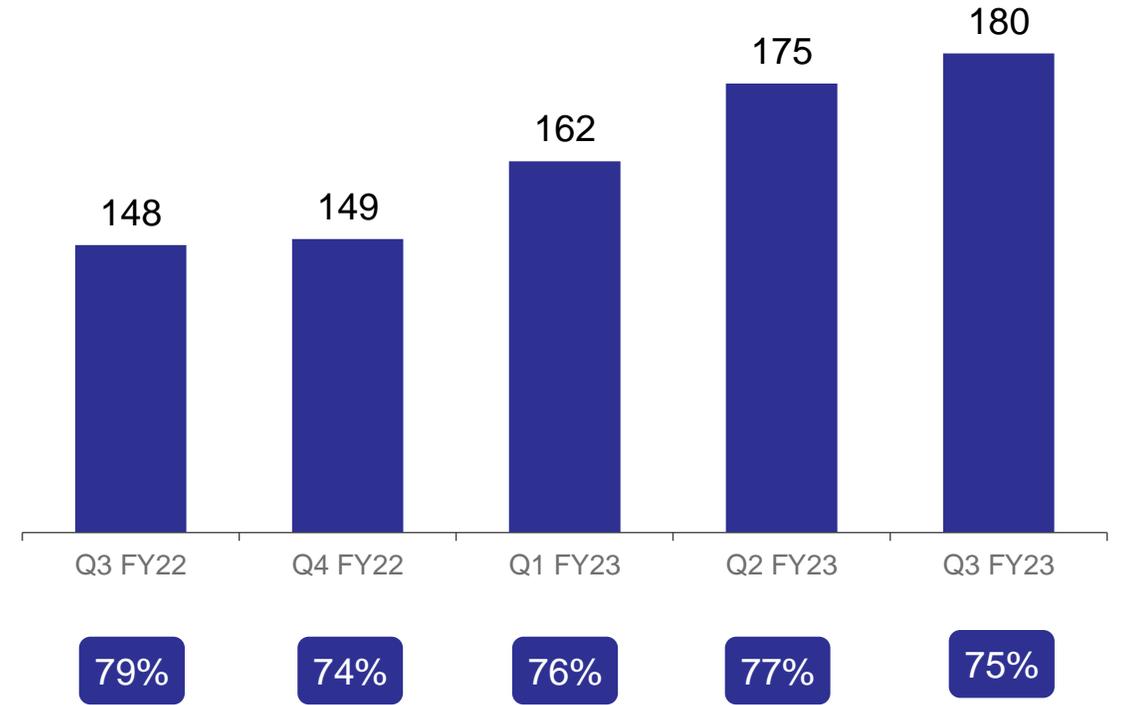
# Gross Profit (Surplus over customer service cost) - Standalone

(₹ in Crores)

## Yearly trends



## Quarterly trends



Gross Margin

Note:

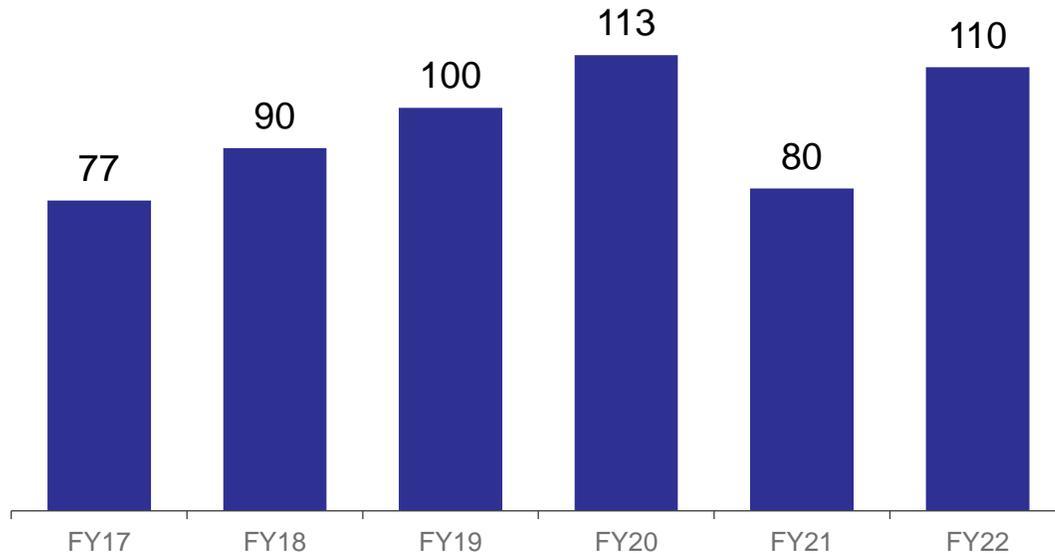
- 1) Refer to Note No. 31 in Standalone Financial Statements for Q3FY23 for detailed assumptions
- 2) Above figures have been calculated by dividing financials (in mn) by 10; Figures have been rounded off



# Selling & Distribution costs - Standalone

(₹ in Crores)

## Yearly trends



25%

22%

20%

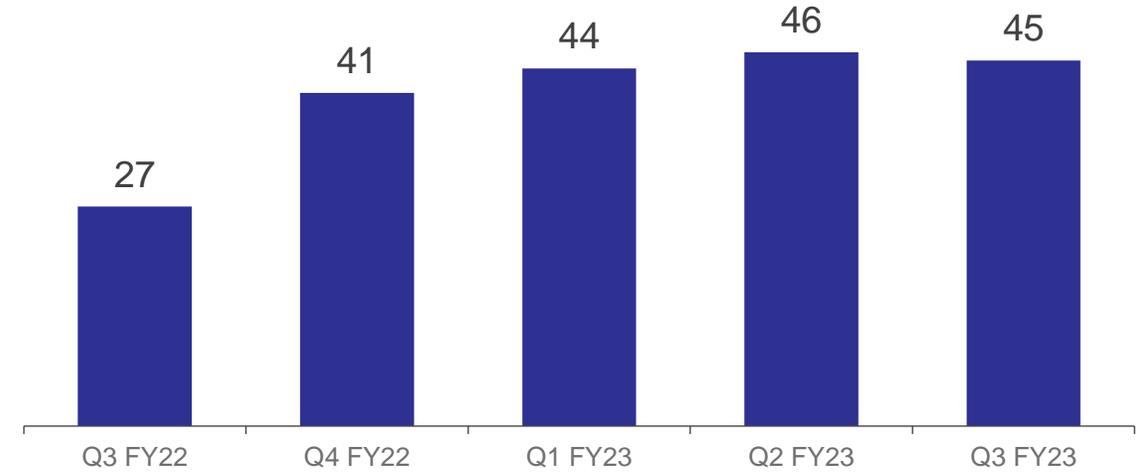
18%

12%

15%

% to revenue

## Quarterly trends



14%

21%

21%

20%

19%

Note:

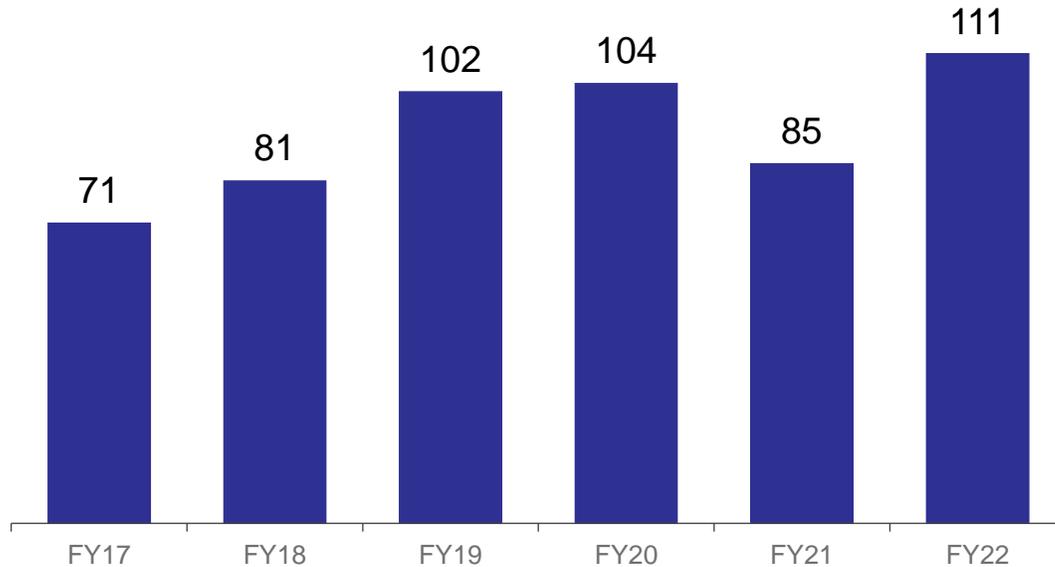
- 1) Refer to Note No. 31 in Standalone Financial Statements for Q3FY23 for detailed assumptions
- 2) Above figures have been calculated by dividing financials (in mn) by 10; Figures have been rounded off



# Technology & Content costs - Standalone

(₹ in Crores)

## Yearly trends



23%

20%

21%

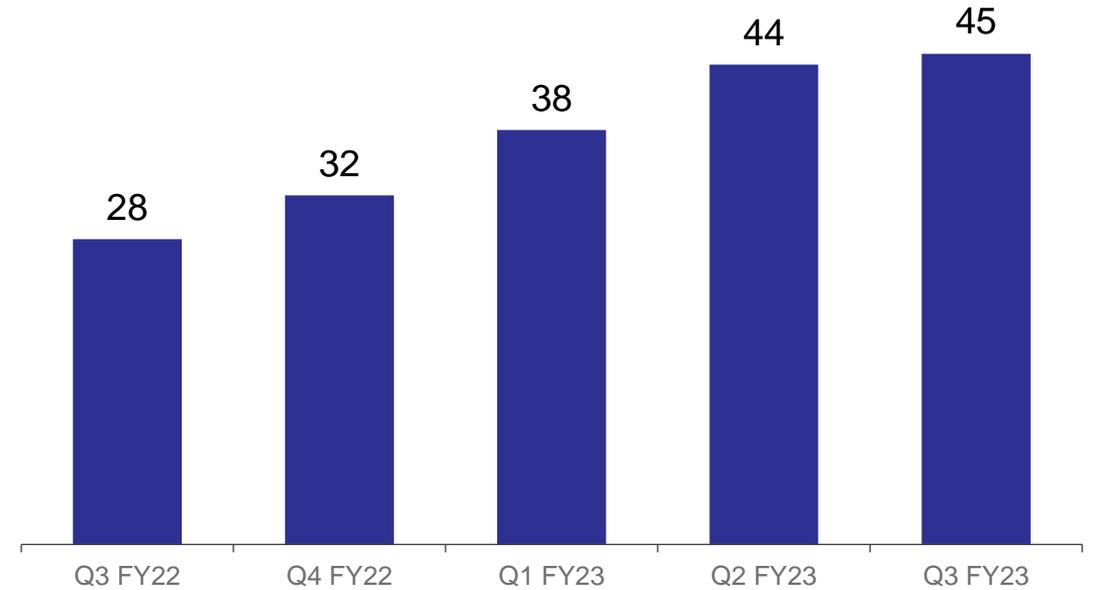
17%

13%

15%

% to  
revenue

## Quarterly trends



15%

16%

18%

19%

19%

Note:

- 1) Refer to Note No. 31 in Standalone Financial Statements for Q3FY23 for detailed assumptions
- 2) Above figures have been calculated by dividing financials (in mn) by 10; Figures have been rounded off





**Harbour crane**



# Busy Infotech



# Busy – Business Accounting Software



Invest in Team & Awareness

Accelerate Revenue growth

Increase New Licenses Sold



# Product Features



**Financial Accounting**



**Inventory Management**



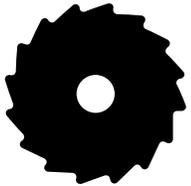
**Analytics/ Reports**



**Configurable Invoicing**



**TDS and TCS**



**Production and Job Work**



**GST Reconciliation**



**Scheme Management**



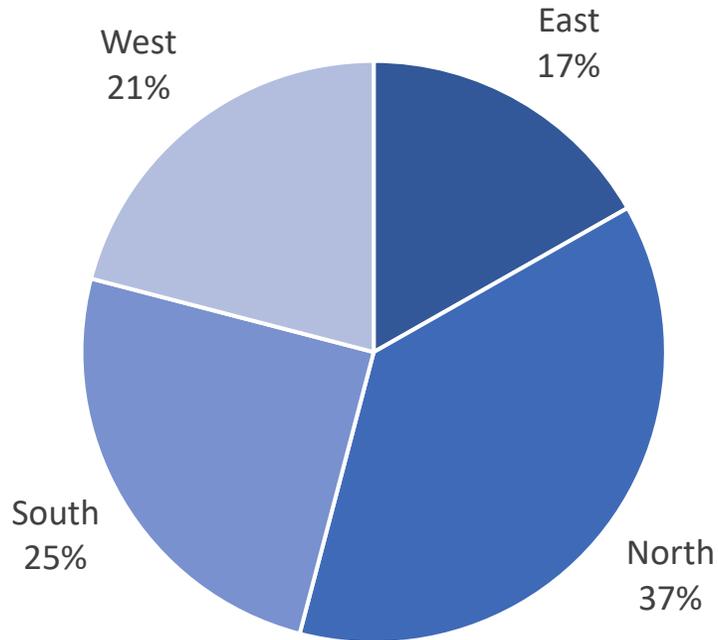
**GST Invoicing**



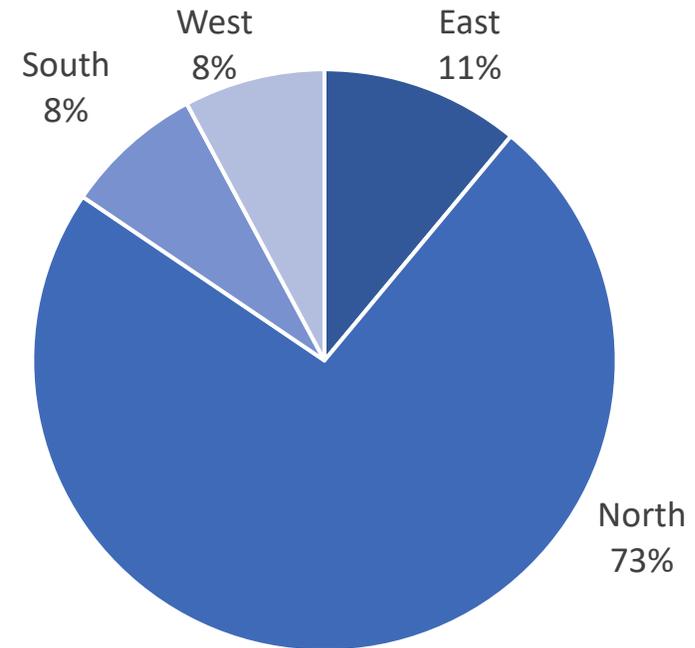
**E - Way Bills**

# 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. 13Mn+) across India

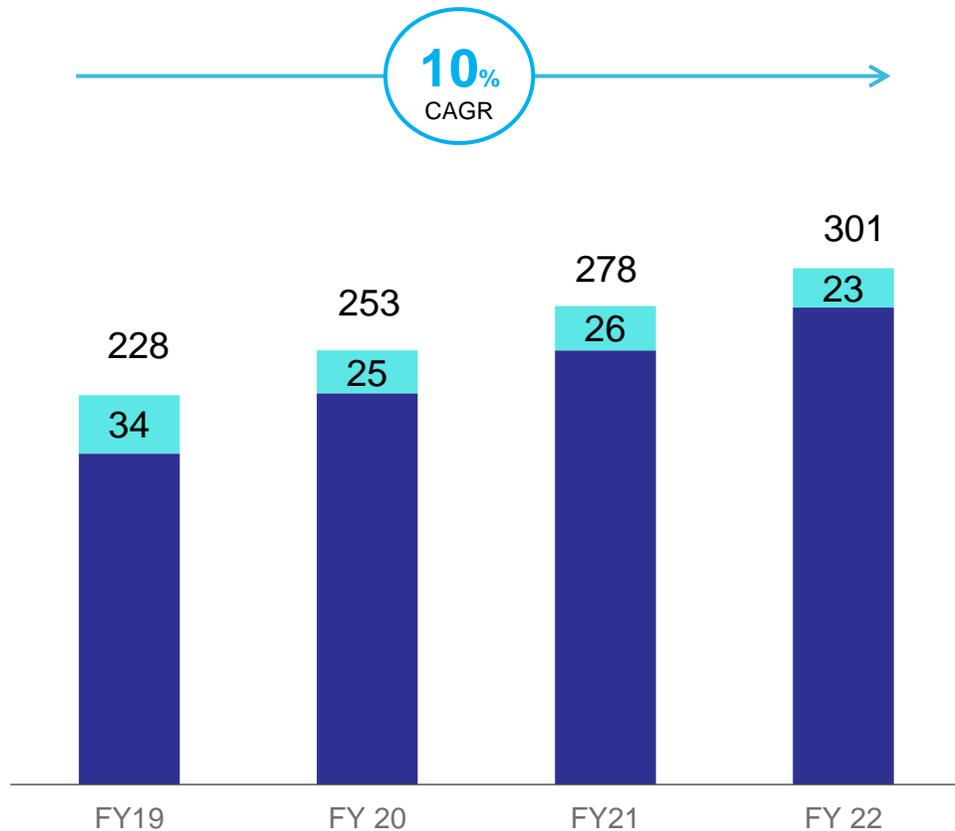
\* Updated as on 30<sup>th</sup> June 2022



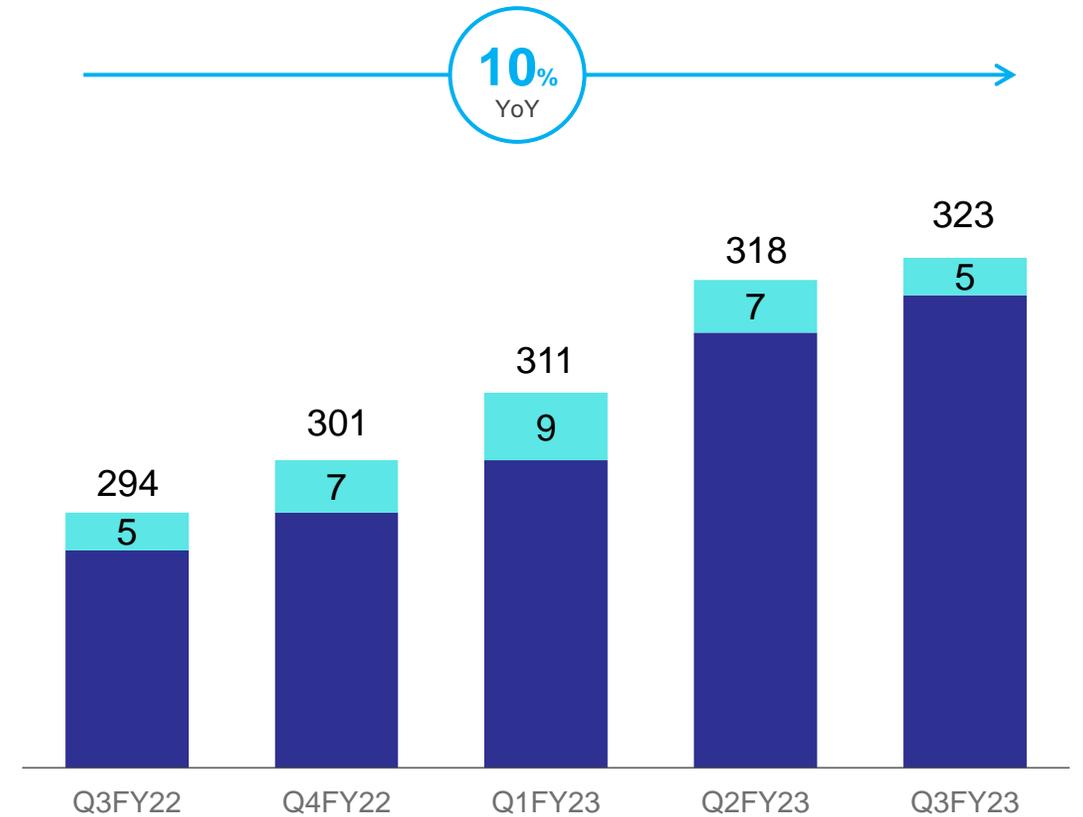
# License Sold

(Figures in '000)

## Yearly trends



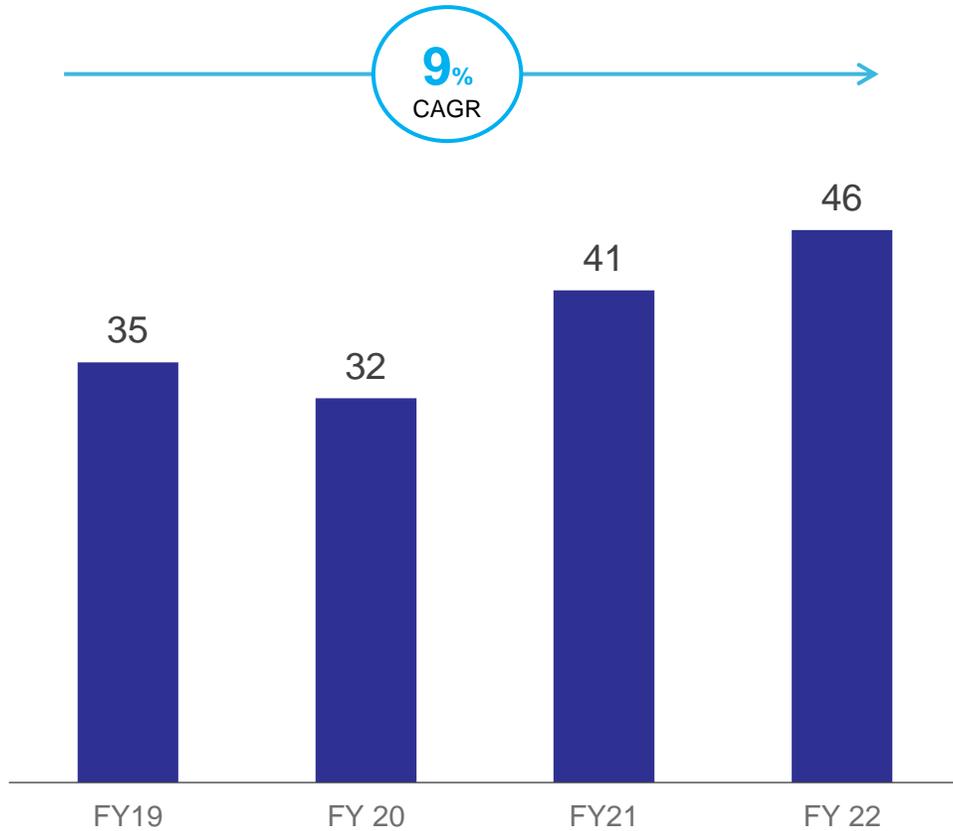
## Quarterly trends



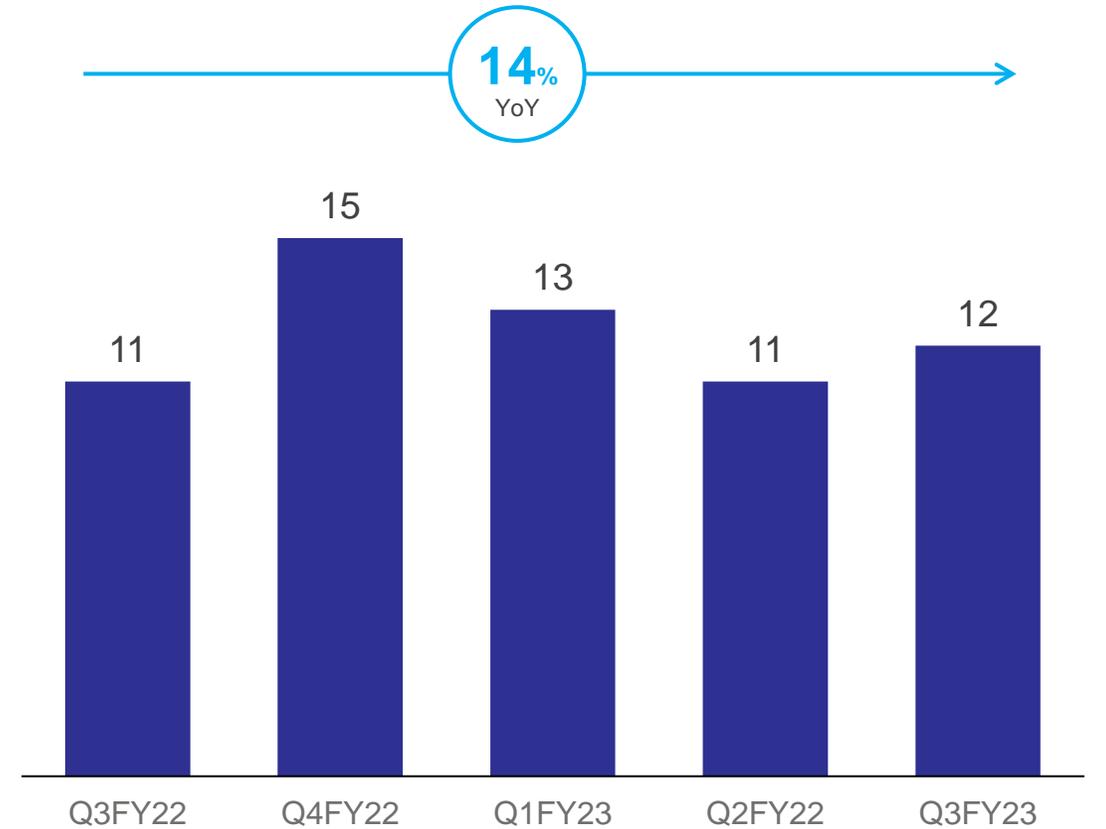
New License sold

(₹ in Crores)

## Yearly trends



## Quarterly trends



\*Billing indicates value of invoices, excluding GST, issued during the period

# Other Strategic Investments & Subsidiaries

CT Scan Machine



# Livekeeping – Mobile Integration with Tally

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



## Tally

- Record entries on mobile
- Auto back-up on cloud



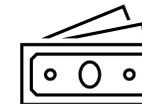
## Dashboard

- Real Time Profitability Analysis
- Accounting information on the go



## Invoicing

- GST compliant Invoicing
- Remote invoice and PO creation



## Receivables & Payables

- Collection status, reminders
- Ageing analysis

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/>



# Pay With IndiaMART – Instant online collections and payments

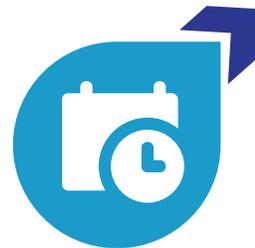


Facilitates online collections via various online modes such as credit / debit cards, UPI, Netbanking etc.



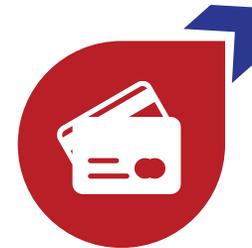
## Robust Buyer Protection

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/>

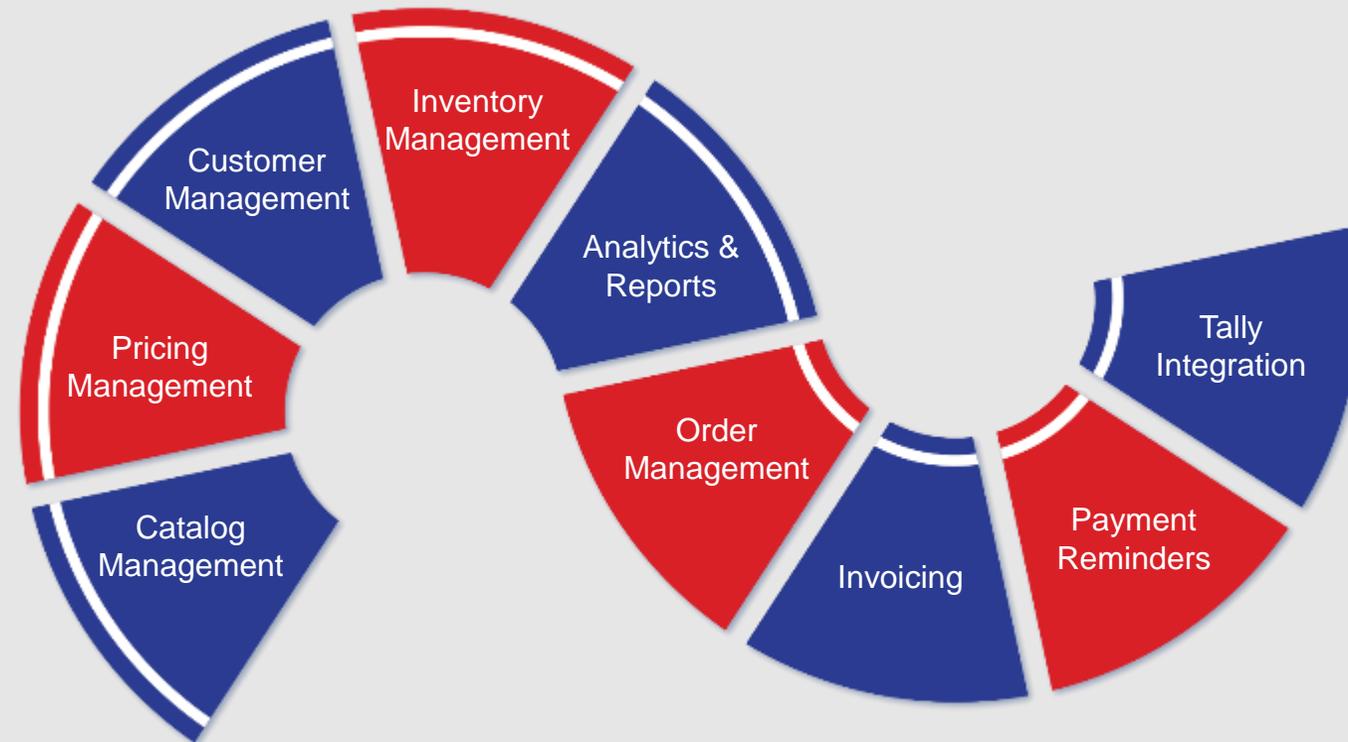
IndiaMART InterMESH Ltd

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

# 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.

# RealBooks – Online Accounting Software

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



# AERCHAIN – AI-Driven Procurement Platform



Aerchain is 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

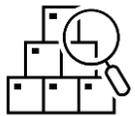
IndiaMART Holding: 26% in Agillos e-commerce Pvt Ltd.

# 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

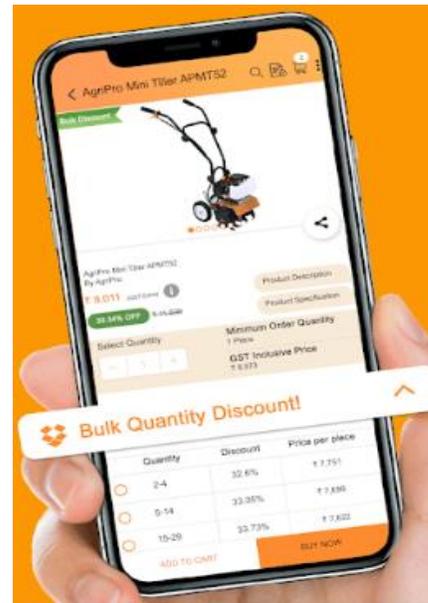
IndiaMART Holding: 26% in Edgewise Technologies Pvt Ltd.

# 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
- 6 Lakh + SKUs across 40+ categories



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

IndiaMART InterMESH Ltd

IndiaMART Holding: 26% in IB Monotaro Pvt. Ltd.

# Shipway – All-in-One Shipping solution for eCommerce



SaaS solutions for automating shipping workflows



# Fleets – Logistics Automation & Visibility Platform



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

## Fleet Operations

- Digitise operations & workflows
- Monitor vehicle performance

## In Plant Logistics

- RFID based Vehicle tracking



## Inbound Logistics

- Real time vendor Collaboration
- Risk analysis

## Outbound Logistics

- Algorithmic route planning,
- In- transit monitoring



# 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



Legal tech platform that helps businesses to manage and resolve legal disputes



## Litigation Tracking

Track existing litigations from 7,000+ courts



## Legal Notices Management

Track & manage incoming/ outgoing legal notices



## SaaS enabled marketplace

Discover, hire relevant lawyers



## Lawyer Performance

Based on past records, reviews



## IP Management

Patent/ Trademark tracking



## Contract Management

Contract e-sign, storage and obligation tracking

# Bizom – Distribution and Salesforce Management



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



Retailer Automation



Distributor Automation



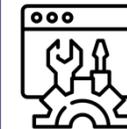
Advance Analytics



Salesforce Automation



Sales and Financial Integration



Backoffice Management

**An integrated platform for distribution & salesforce management that enables consumer brands to scale at speed**



<https://bizom.com/>

IndiaMART InterMESH Ltd

IndiaMART Holding: 25% in Mobisy Technologies 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

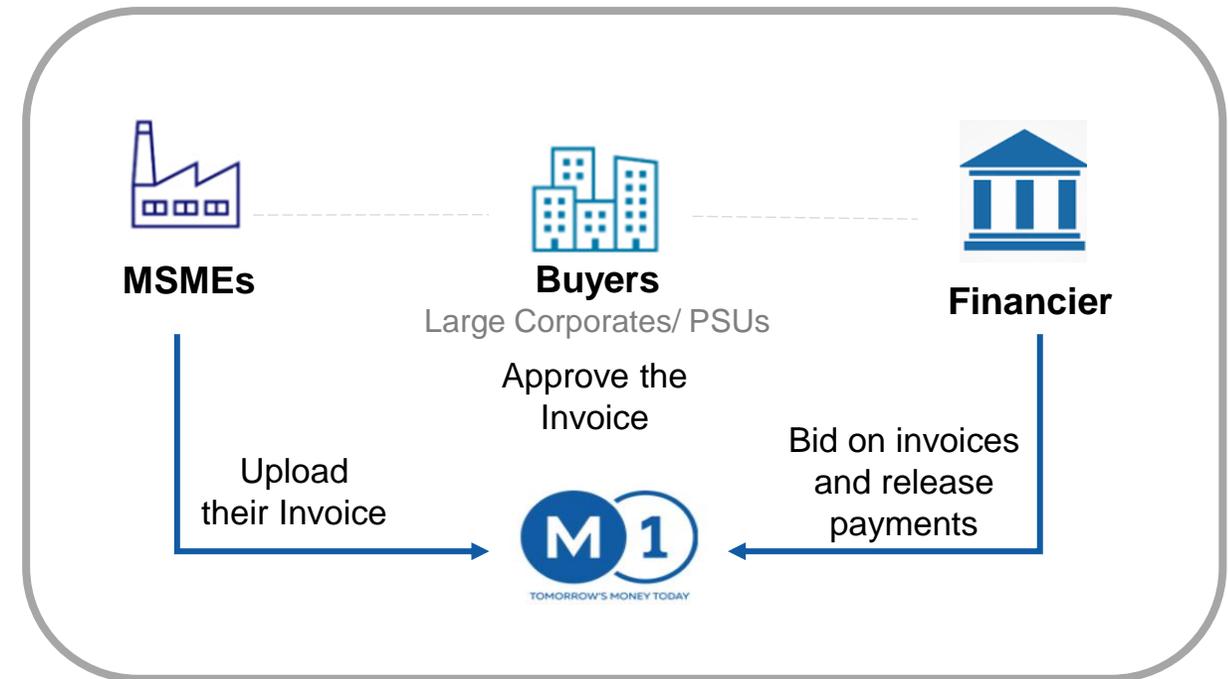


48 Financiers\*  
onboard

## Digital Process



Easy &  
Transparent



\*No. of financiers as on September 30,2022

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



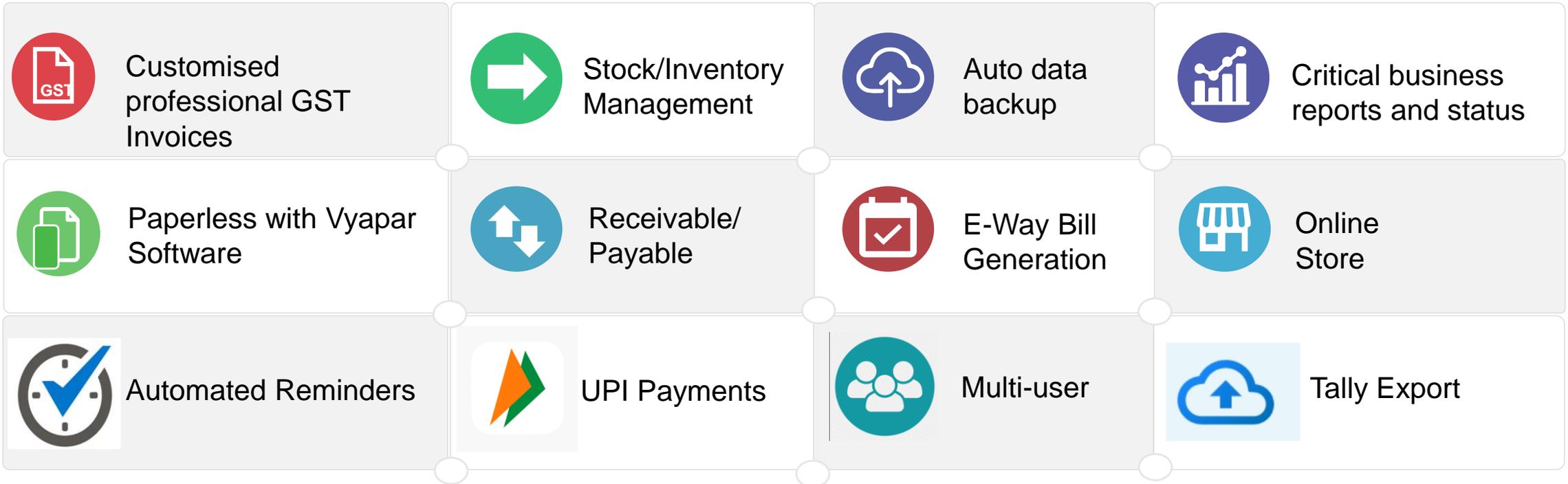
IndiaMART InterMESH Ltd

IndiaMART Holding: **9.2%** in **MYND Solutions Pvt Ltd.**

# Vyapar – DIY Business Accounting



A mobile-based business accounting software for small businesses



# Tentimes – Events Discovery and Management



Used by millions every year to decide which events to go to, in many cities across several countries

## 10 Times



**Leading B2B  
Event Discovery Platform**

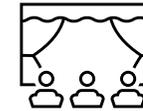


**Smart Event  
Recommendation Engine**



**Global Event  
Rating & Review System**

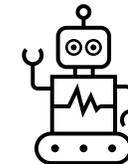
## Floor



**Virtual Software to  
host live events**



**Unique  
Engagement Tools**



**Event Management  
Automation**



# SuperProcure – Simplified Transport Management

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



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

IndiaMART InterMESH Ltd

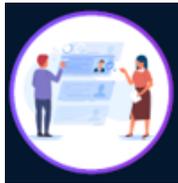
IndiaMART Holding: **25% in TruckHall Pvt Ltd.**

A unified HR and Payroll Software that automates HR processes, eliminate payroll errors and foster positive employee experiences



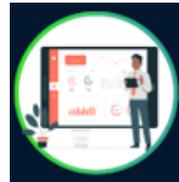
## Core HR

- 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

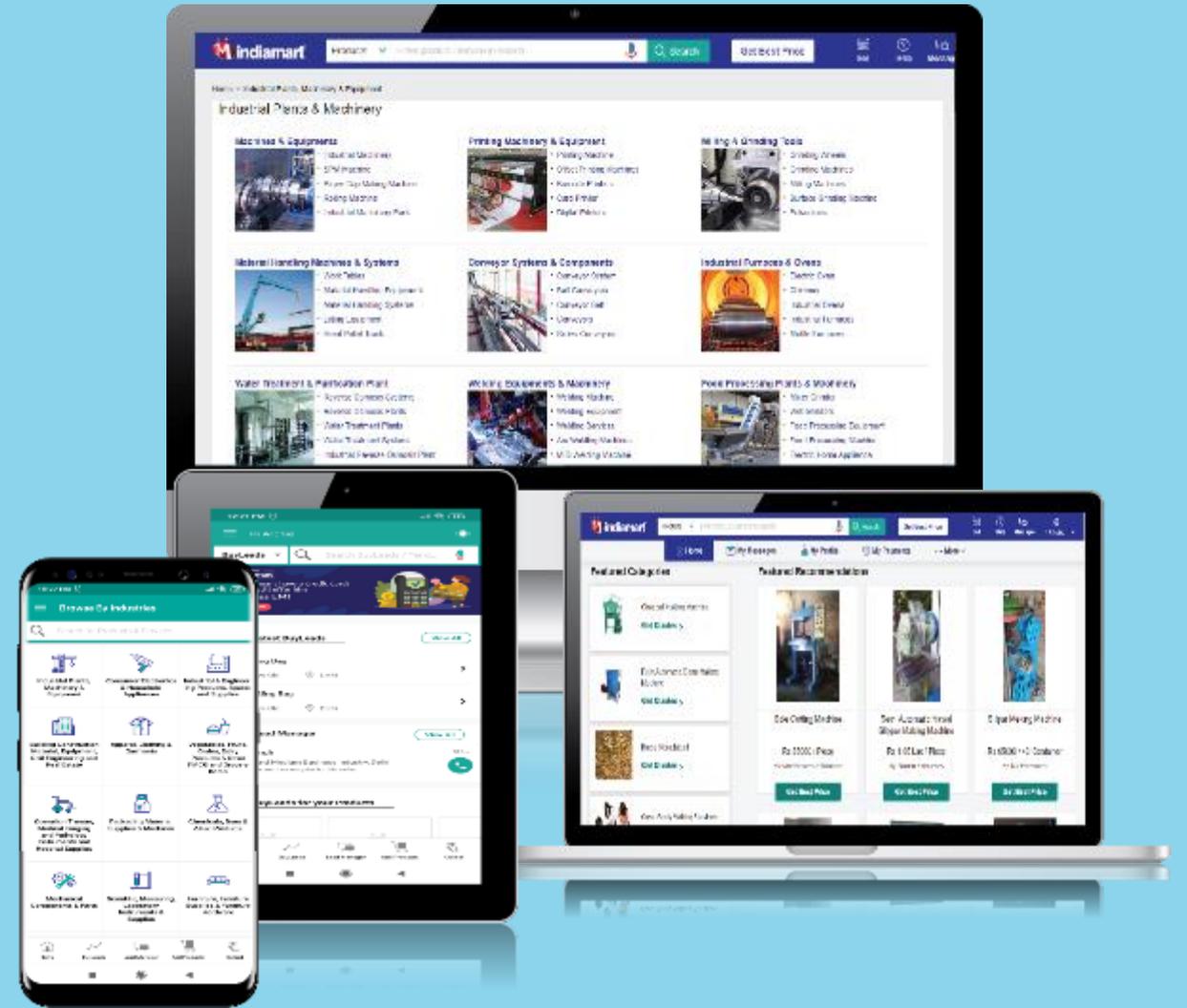


## Recruitment

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



# Product Overview



# Platform Engagement

**~100%**<sup>(1)</sup>  
Organic traffic

**80%**<sup>(1)</sup>  
Total traffic through mobile

**4.7** ★★★★★<sup>(2)</sup>  
Rating for the app on Google  
Play store



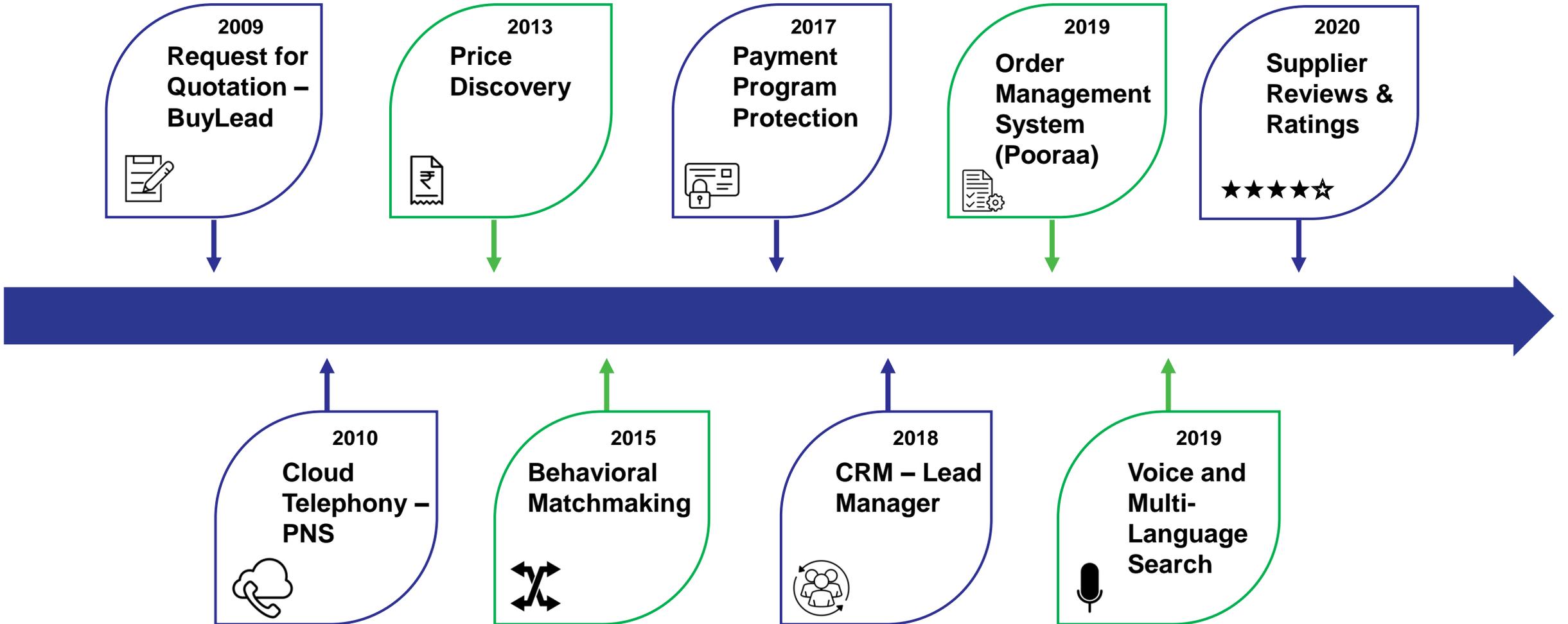
Note: Figures have been rounded off

(1) For the quarter ending Dec 31, 2022

(2) As of Dec 31, 2022

IndiaMART InterMESH Ltd

# 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

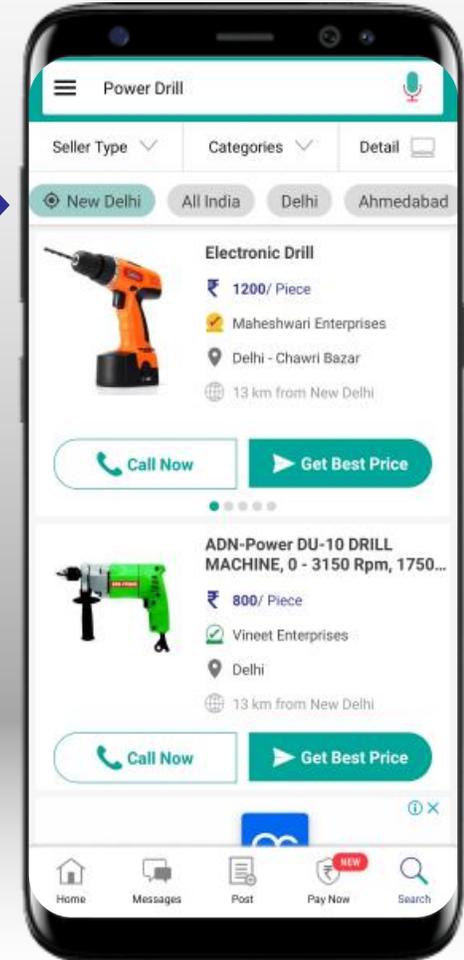
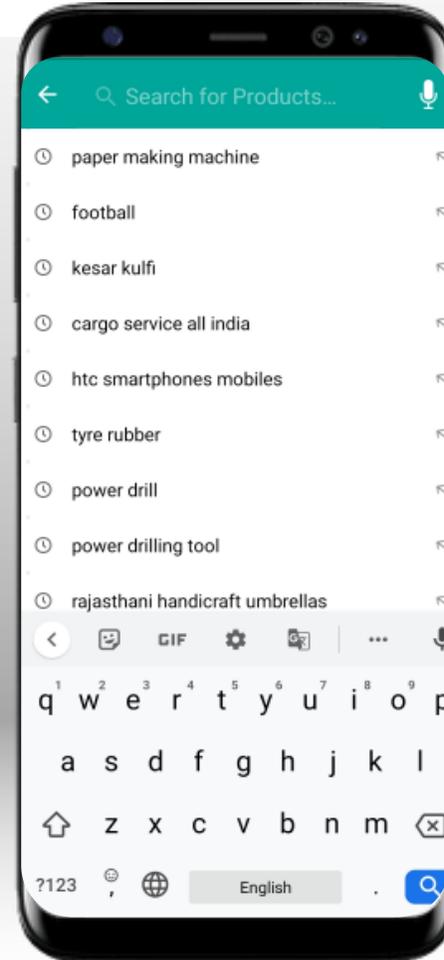
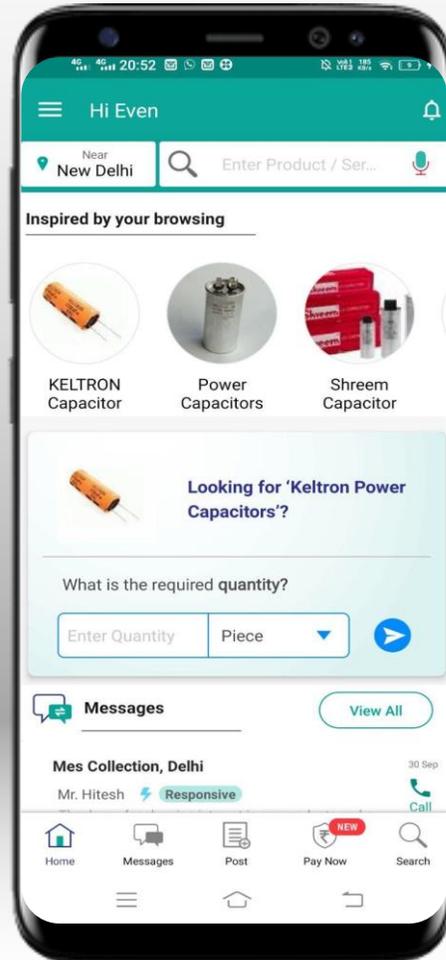
Call & Chat

Text Search

Voice Search

Auto-Suggest

Search Results



# Buyer Journey

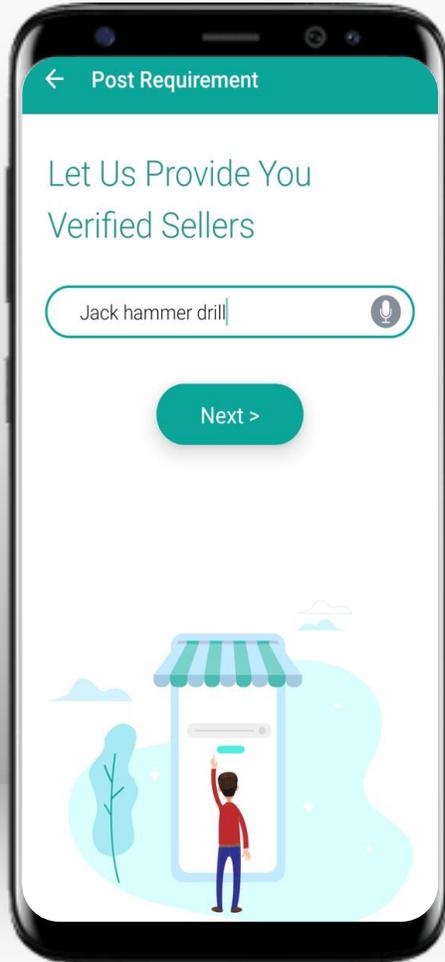
Search

Post Requirement

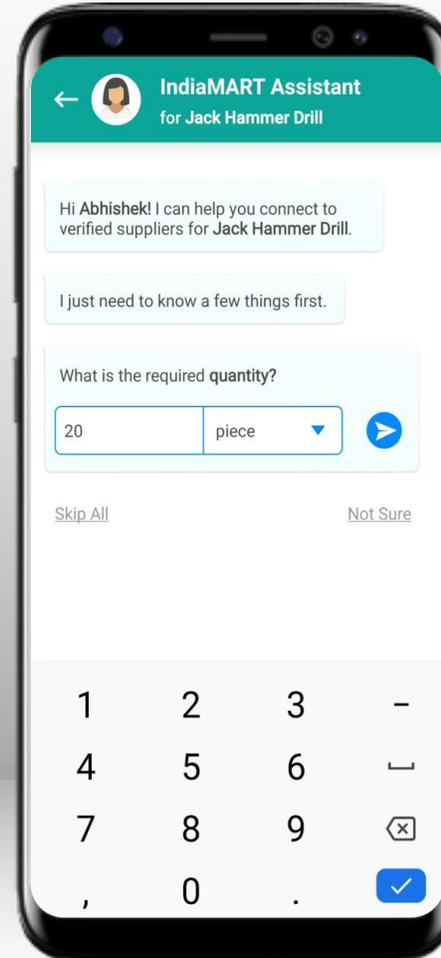
Product & Company Details

Call & Chat

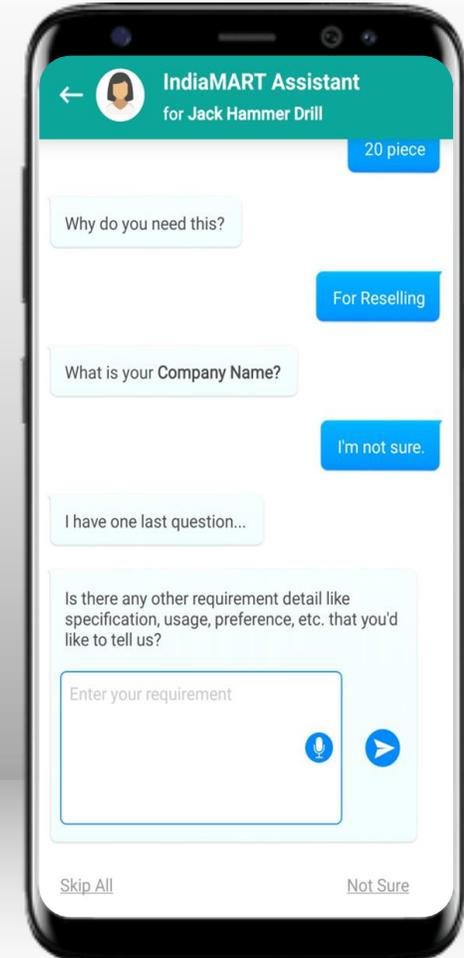
Enter Product Name



Share Details



Requirement Posted



# Buyer Journey

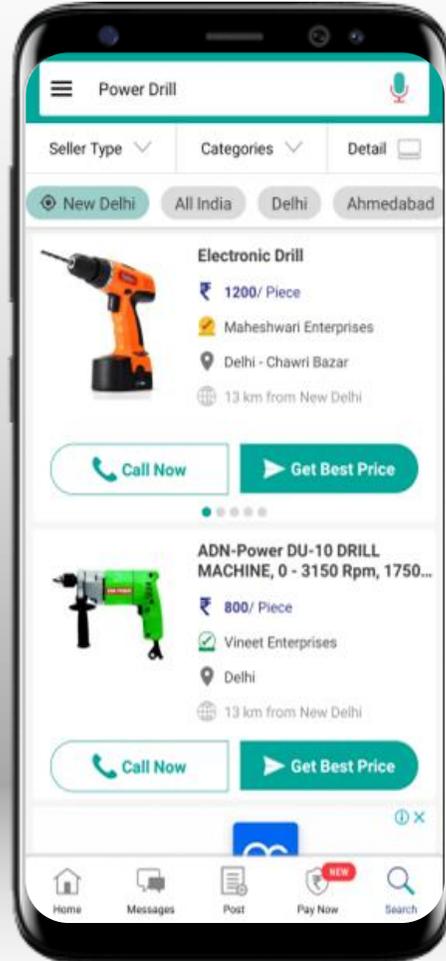
Search

Post Requirement

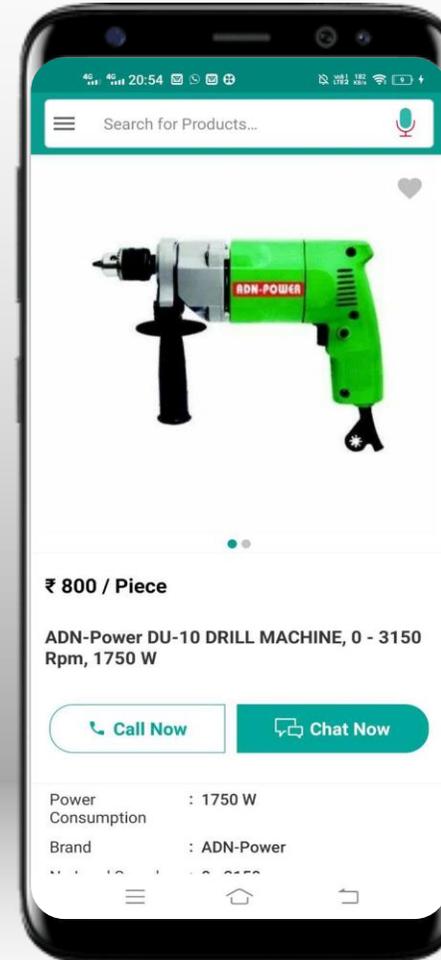
Product & Company  
Details

Call & Chat

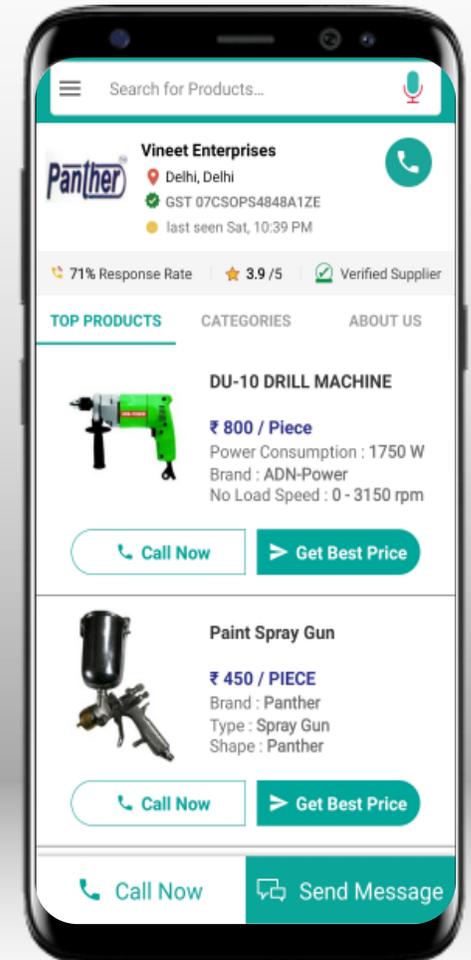
Search  
Page



Product  
Page



Company  
Page



# Buyer Journey

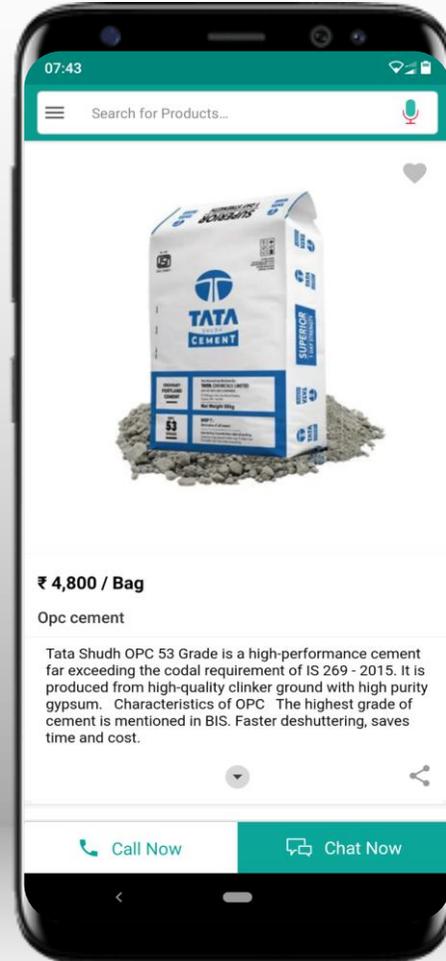
Search

Post Requirement

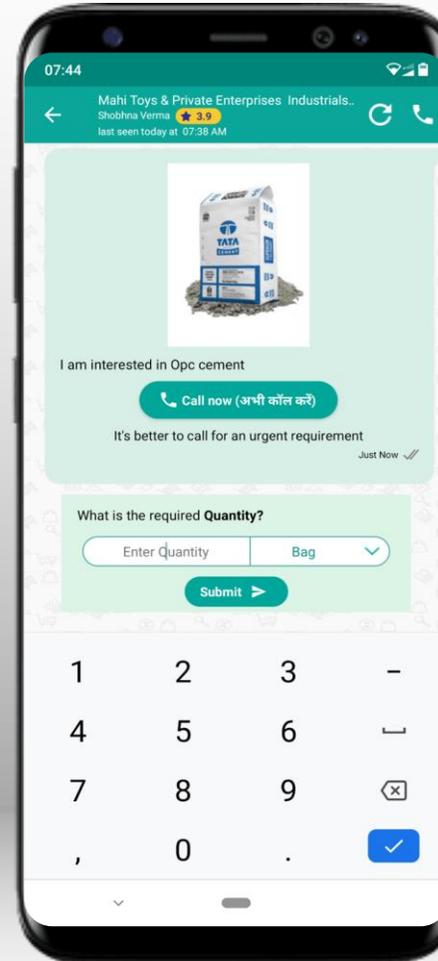
Product & Company Details

Call & Chat

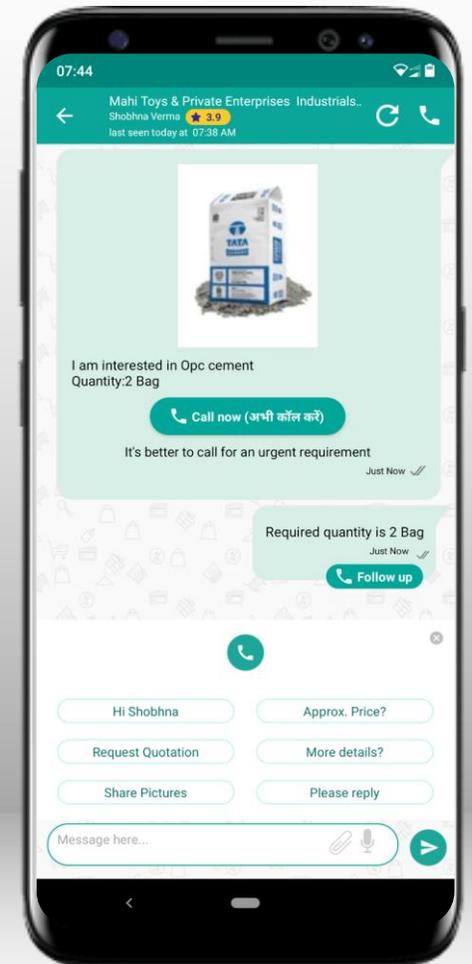
Product Page



Conversation



Follow-up via Call or Chat



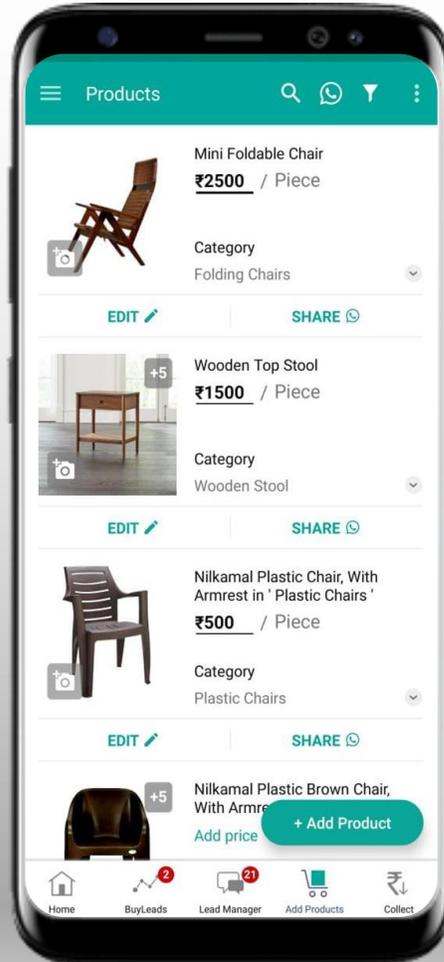
# Seller Journey

Online Store Management

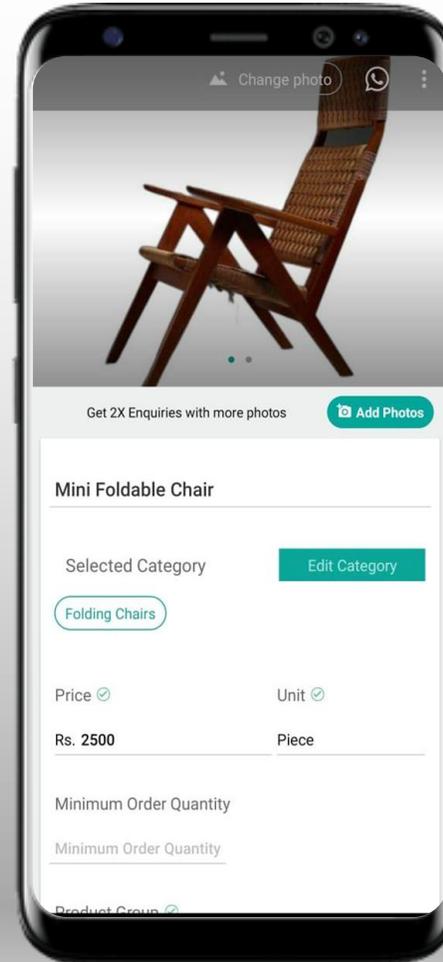
BuyLeads

Lead Manager

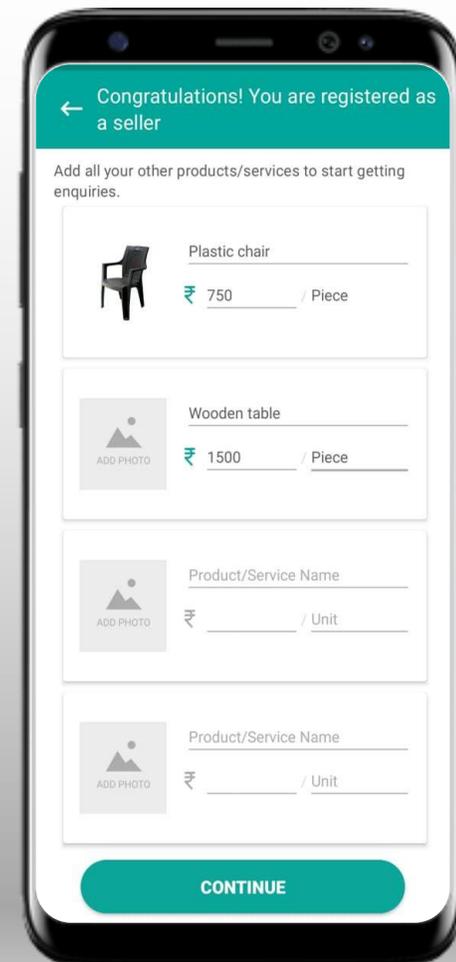
Pay With IndiaMART



Easy store management options



Add details to your products in easy steps



Quickly add products



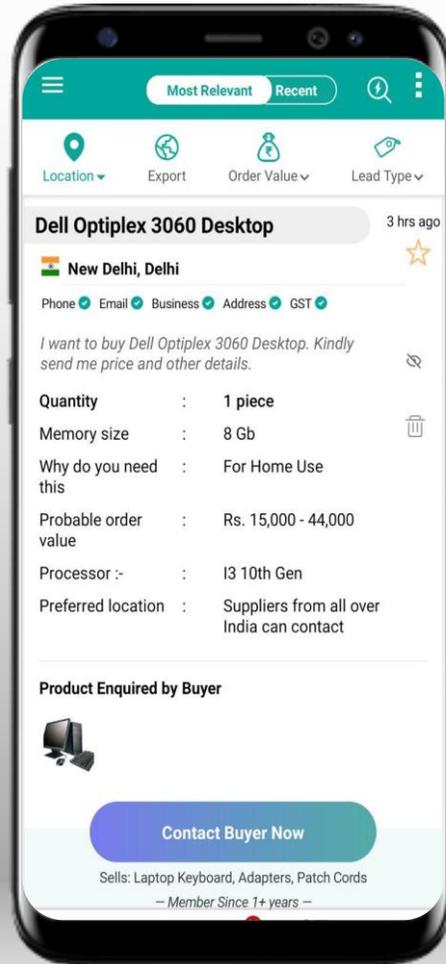
# Seller Journey

Online Store Management

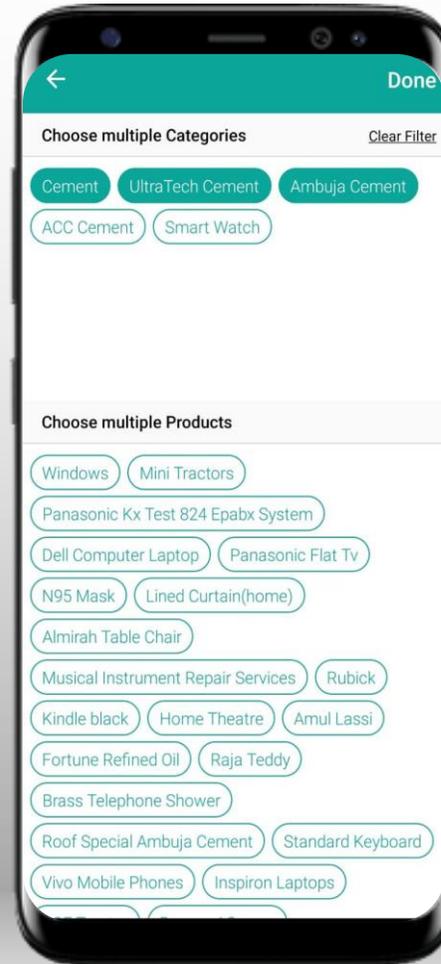
BuyLeads

Lead Manager

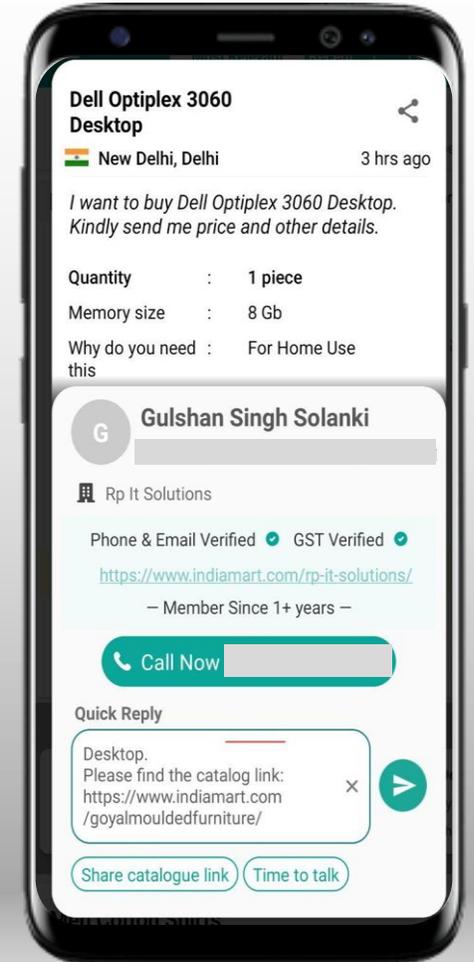
Pay With IndiaMART



Details of Buyer available to build credibility



Select Buy leads from multiple categories



View available Buyer Contact Details



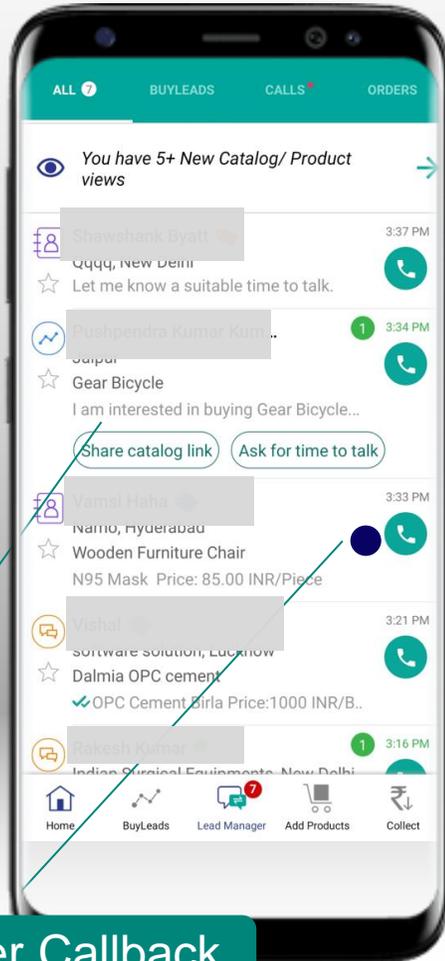
# Seller Journey

Online Store Management

BuyLeads

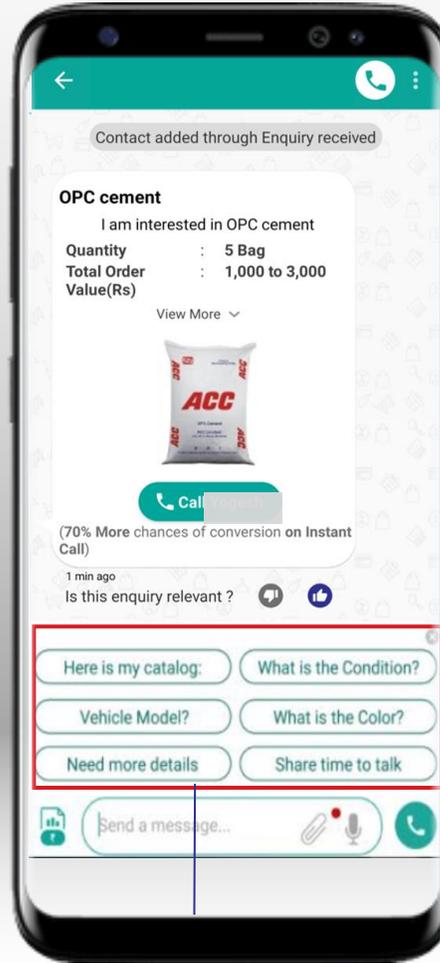
Lead Manager

Pay With IndiaMART

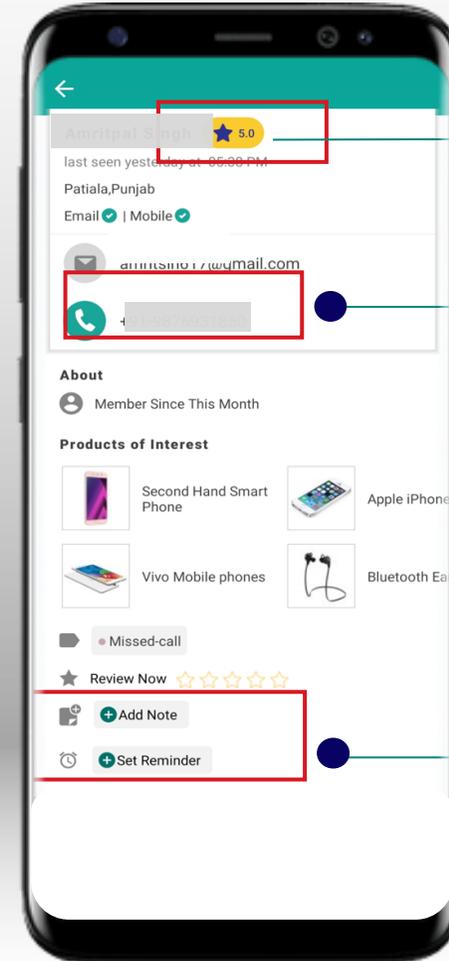


Share Link

Direct Buyer Callback



AI-based Smart Reply



Reviews & Ratings

Call Option & Alerts

Add Notes, Set Reminders



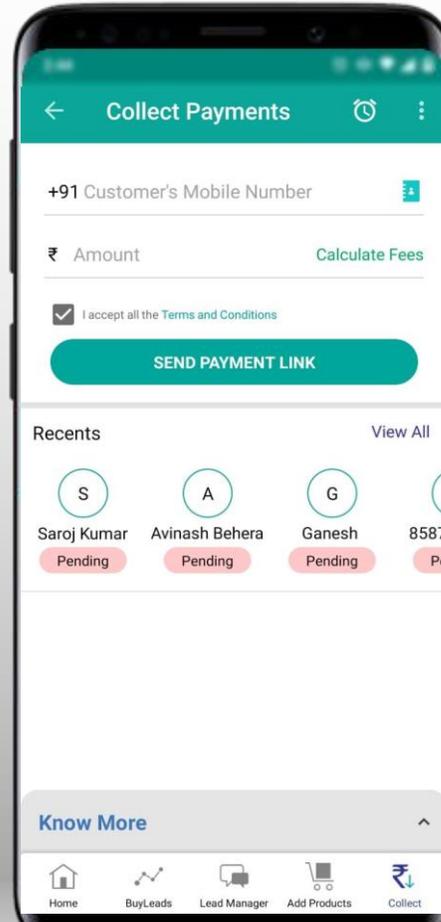
# Seller Journey

Online Store Management

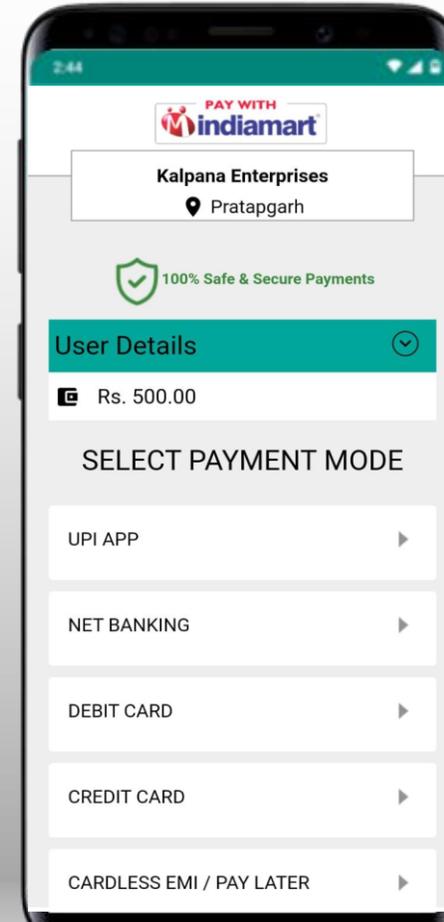
BuyLeads

Lead Manager

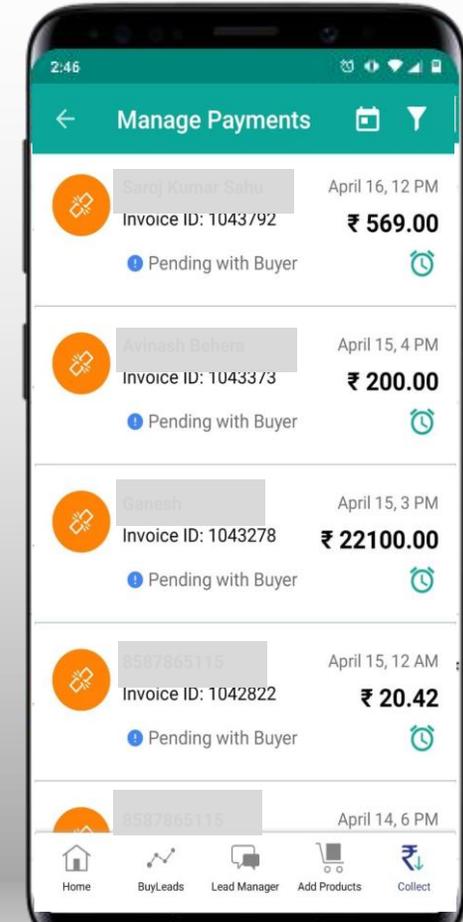
Pay With IndiaMART



Seller can send payment link to collect payments from buyers



Buyers can pay through multiple payment options



Seller can check past and pending payments at one place

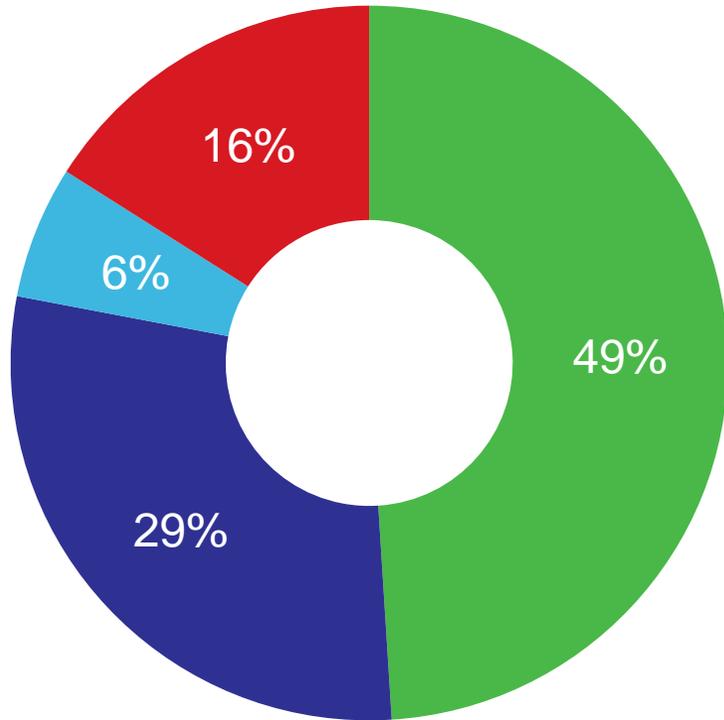


# Shareholders and Team



# Shareholding Pattern

Total Equity Shares Outstanding as on Dec 31, 2022 – 30,614,574



- 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

- Arisaig Partners
- UTI Asset Management Company
- Westbridge Capital
- First State Stewart Investors
- Artisan Partners
- ICICI Prudential AMC
- Grandeur Peak Global Advisors
- Mercer Global Investments Management Ltd
- Kuwait Investment Authority
- Vanguard Group, Inc.



Note: The figures are approximations

IndiaMART InterMESH Ltd

# Independent and Non-Executive Directors



**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



**Pallavi Dinodia Gupta**  
Independent Director

## Education

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

## Industry experience

- S R Dinodia & Co LLP



**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



# Senior Management Team

	Name	Qualification	Previous Experience
	<b>Dinesh Agarwal</b> <i>CEO</i>	B.Tech(HBTI),Kanpur	Founder(IndiaMART),HCL America, C-Dot,CMC
	<b>Brijesh Agarwal</b> <i>Whole time Director</i>	BMS Lucknow University, PGDBM NIILM, Delhi	Co-Founder, IndiaMART, Miebach Logistics India Pvt .Ltd.
	<b>Prateek Chandra</b> <i>CFO</i>	CA, B.Com(H),SRCC,DU	Bharat S. Rout & Co, EXL, HT Media
	<b>Dinesh Gulati</b> <i>COO</i>	B.Tech, (HBTI), MBA (FMS,DU)	Kodak India Ltd, Bharti Airtel , Reliance Infocomm, Indian Express
	<b>Amarinder S. Dhaliwal</b> <i>CPO</i>	B.Tech(IIT Delhi),MBA(IIM A)	Micromax, BCCL, TIMES Internet, SBI Capital Markets
	<b>Vivek Agrawal</b> <i>CIO</i>	B.Tech(MDU),PGDM(FSM,Delhi)	ResearchCo Reprints,eBIZ.com
	<b>Manoj Bhargava</b> <i>GC &amp; 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](mailto:investors@indiamart.com)

To know more, visit us at <https://www.indiamart.com/> <https://investor.indiamart.com/>

