



IndiaMART InterMESH Ltd.
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July 21, 2022

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 June 30, 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 ended June 30, 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
JUNE 30, 2022

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



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Safe Harbour

Bamboo Woods

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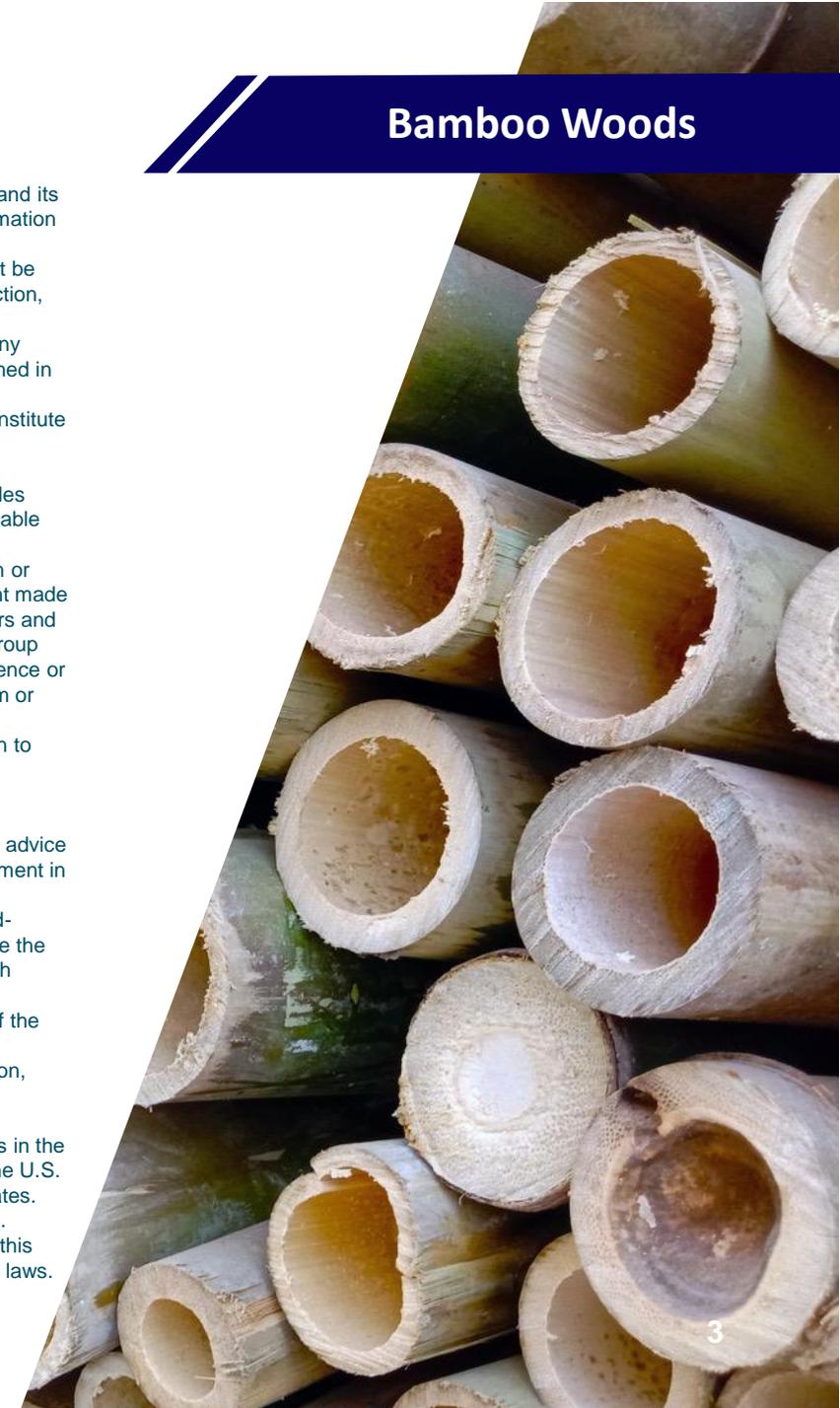
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Industrial Furnace

Business Overview



Traditional Marketplace to Online Marketplace

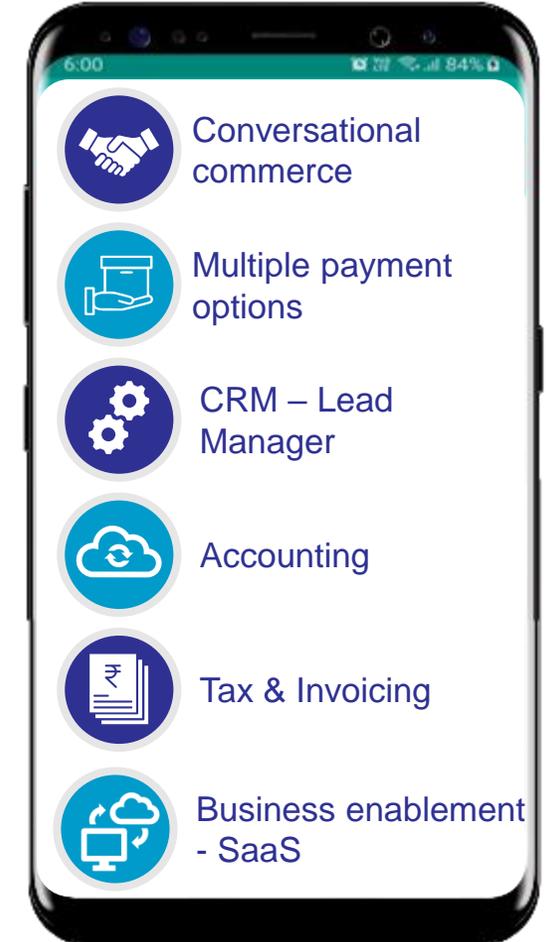
Offline Discovery



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



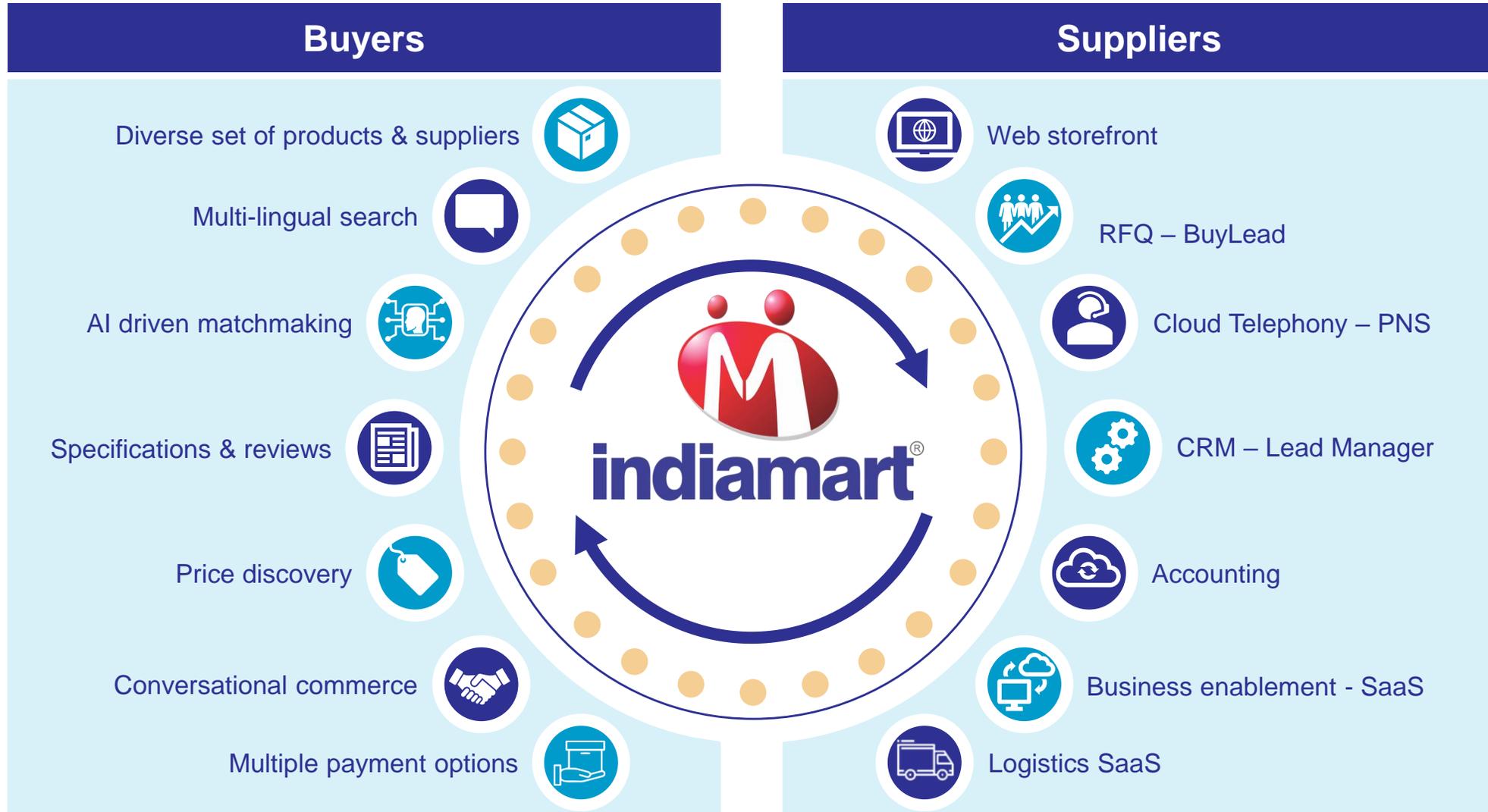
Strong network effects



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
5%

Apparel, Clothing & Garments
5%

Industrial & Engineering Products, Spares and Supplies
5%



Mechanical Components & Parts
4%

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

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

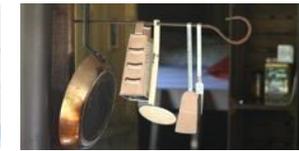
Chemicals, Dyes & Allied Products
3%

Housewares, Home Appliances, Household Decorations & Consumables
3%

Furniture, Furniture Supplies & Furniture Hardware
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%

Electronics Components and Supplies
2%

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

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

Gifts, Crafts, Antiques & Handmade Decoratives
1%

Automobiles, Spare Parts and Accessories
1%

Sports Goods, Games, Toys & Accessories
1%

Note: Figures have been rounded off;

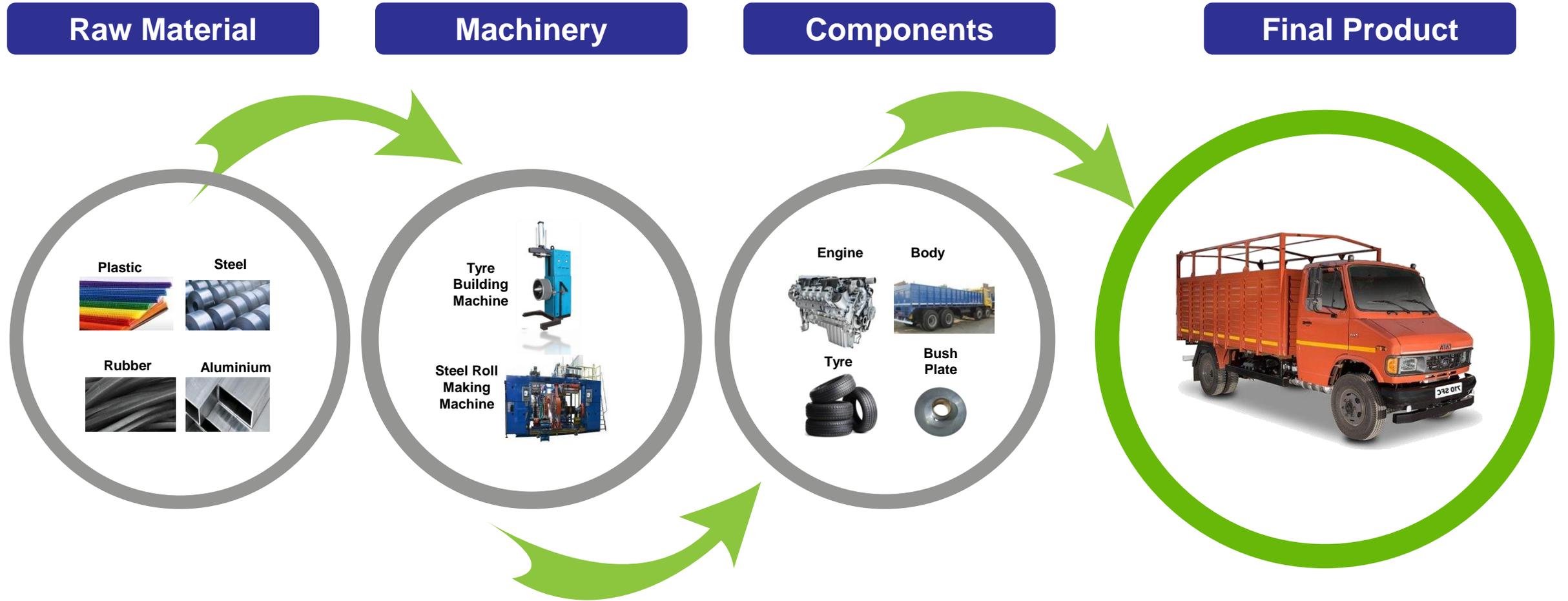
56 Industries

86 Mn Products

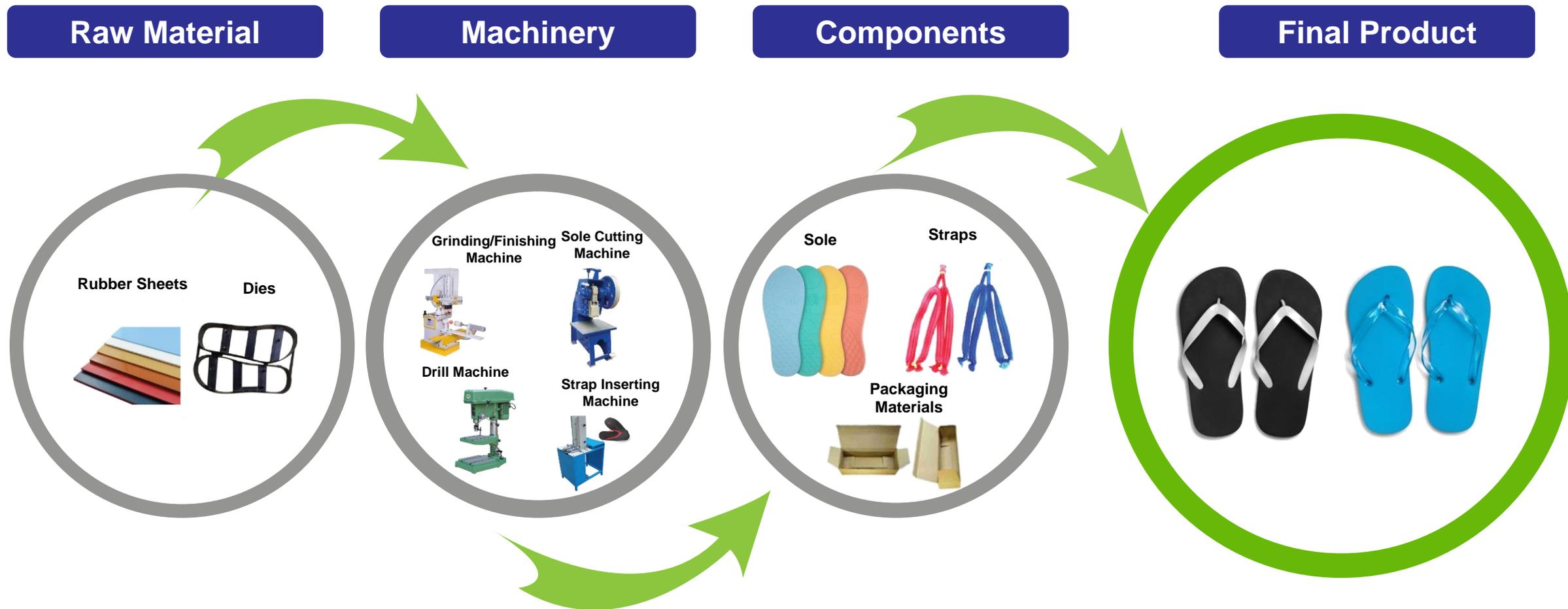
*% of total paying subscription suppliers, as on June 30, 2022



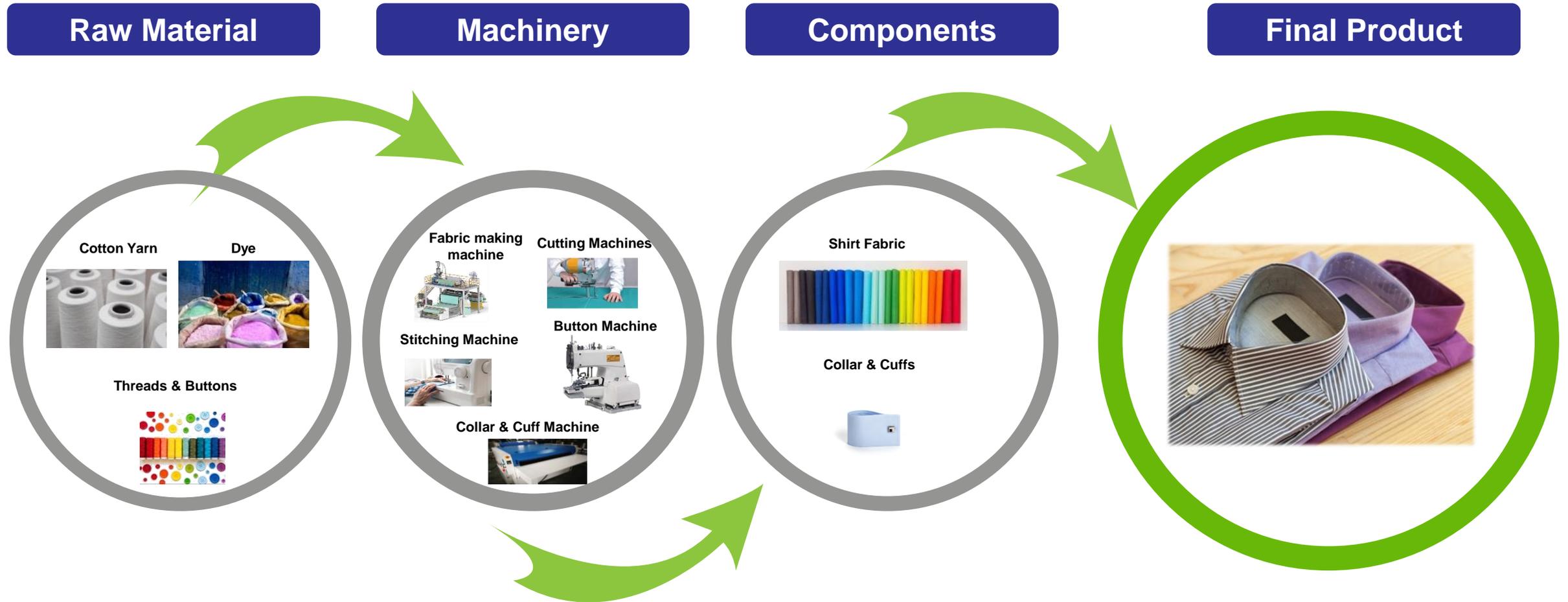
End-To-End Value Chain Discovery - Truck



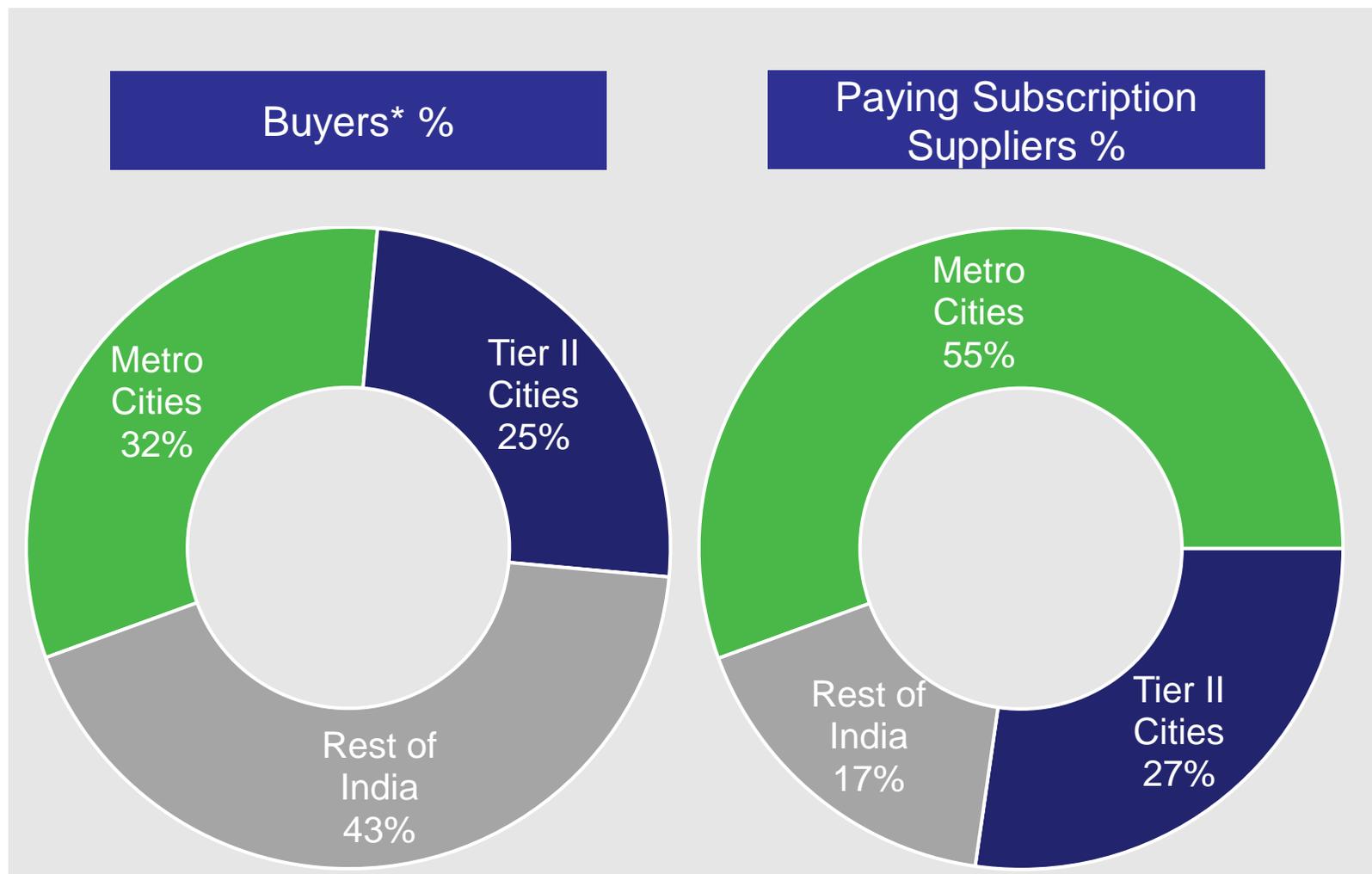
End-To-End Value Chain Discovery - Slippers



End-To-End Value Chain Discovery - Shirts



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

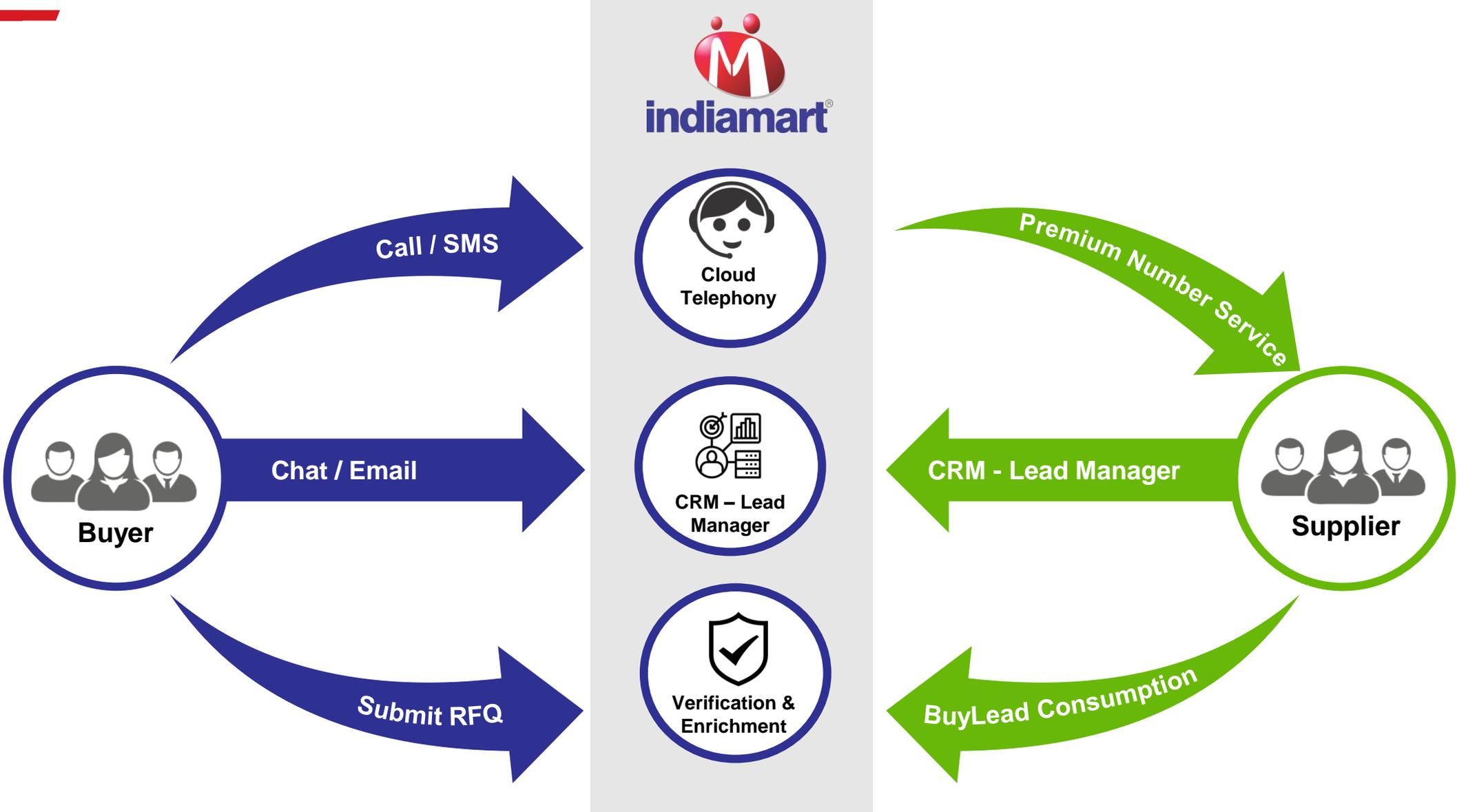
Notes:

- 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



Cloud Telephony – Premium Number Service



Buyers

- Instant connect
- Call responsiveness
- Call back from suppliers



Suppliers

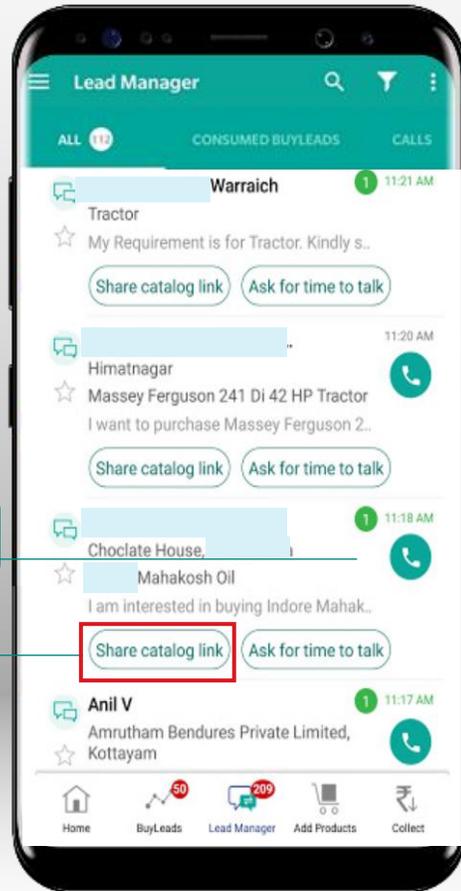
- Missed call notification
- Buyer profile
- No unsolicited calls

Helps Measure ROI and Responsiveness



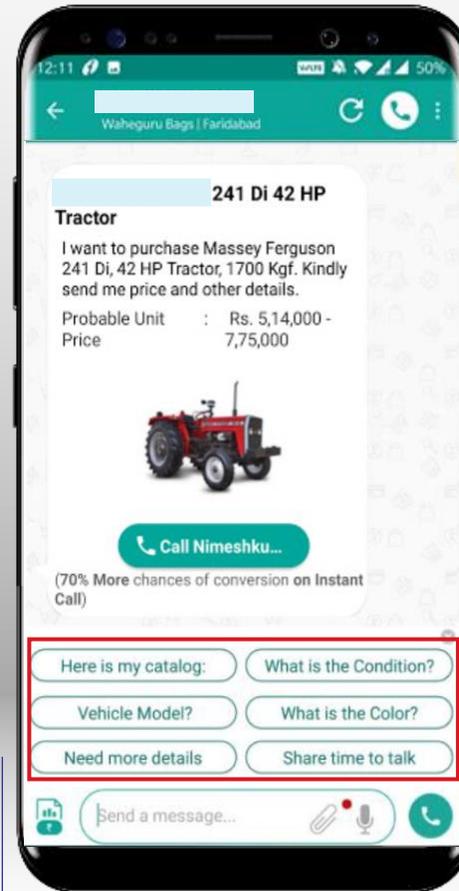
CRM – Lead Manager & Conversational Commerce

~73.5mn Replies* and Callbacks** during Q1 FY23

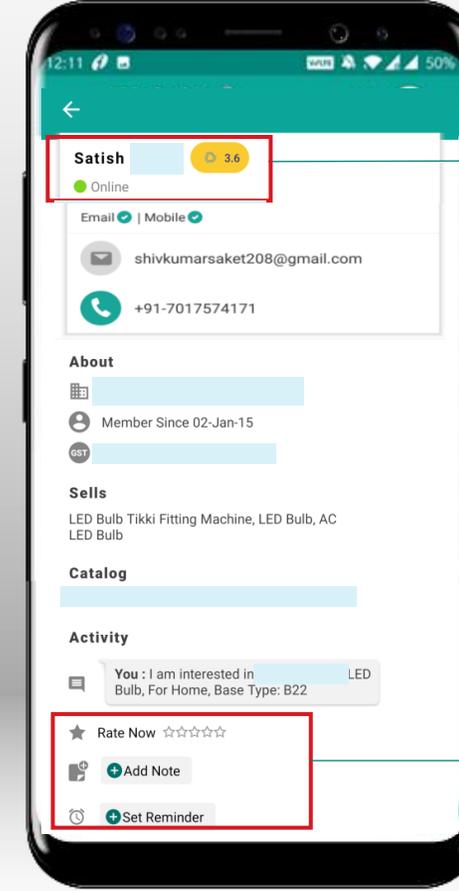


Direct Buyer Callback

Share Link



AI-based Smart Reply



Reviews & Ratings

Call Option & Alerts

Add Notes, Set Reminders

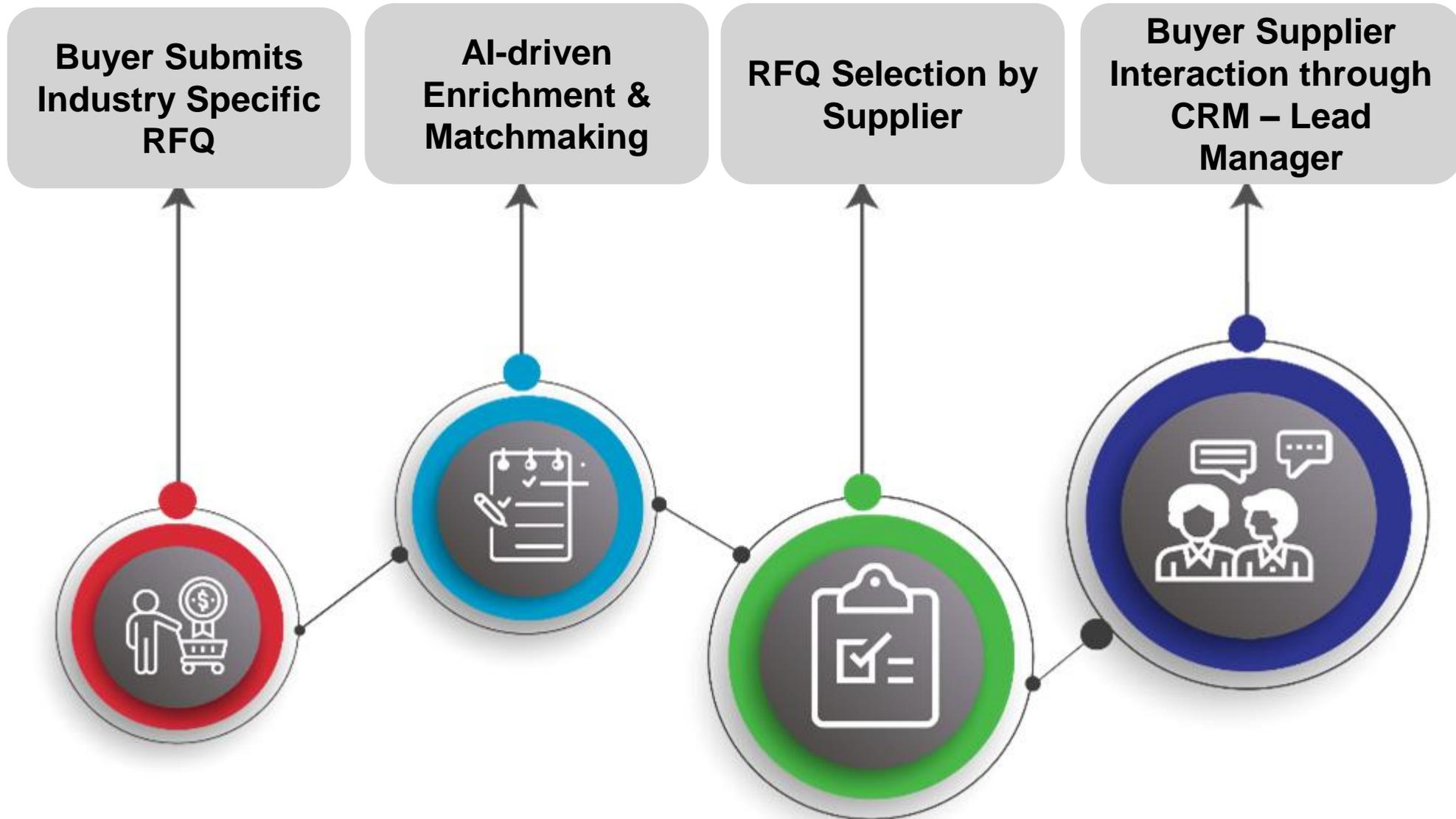


* Total Replies via desktop, Mobile site, Email and App

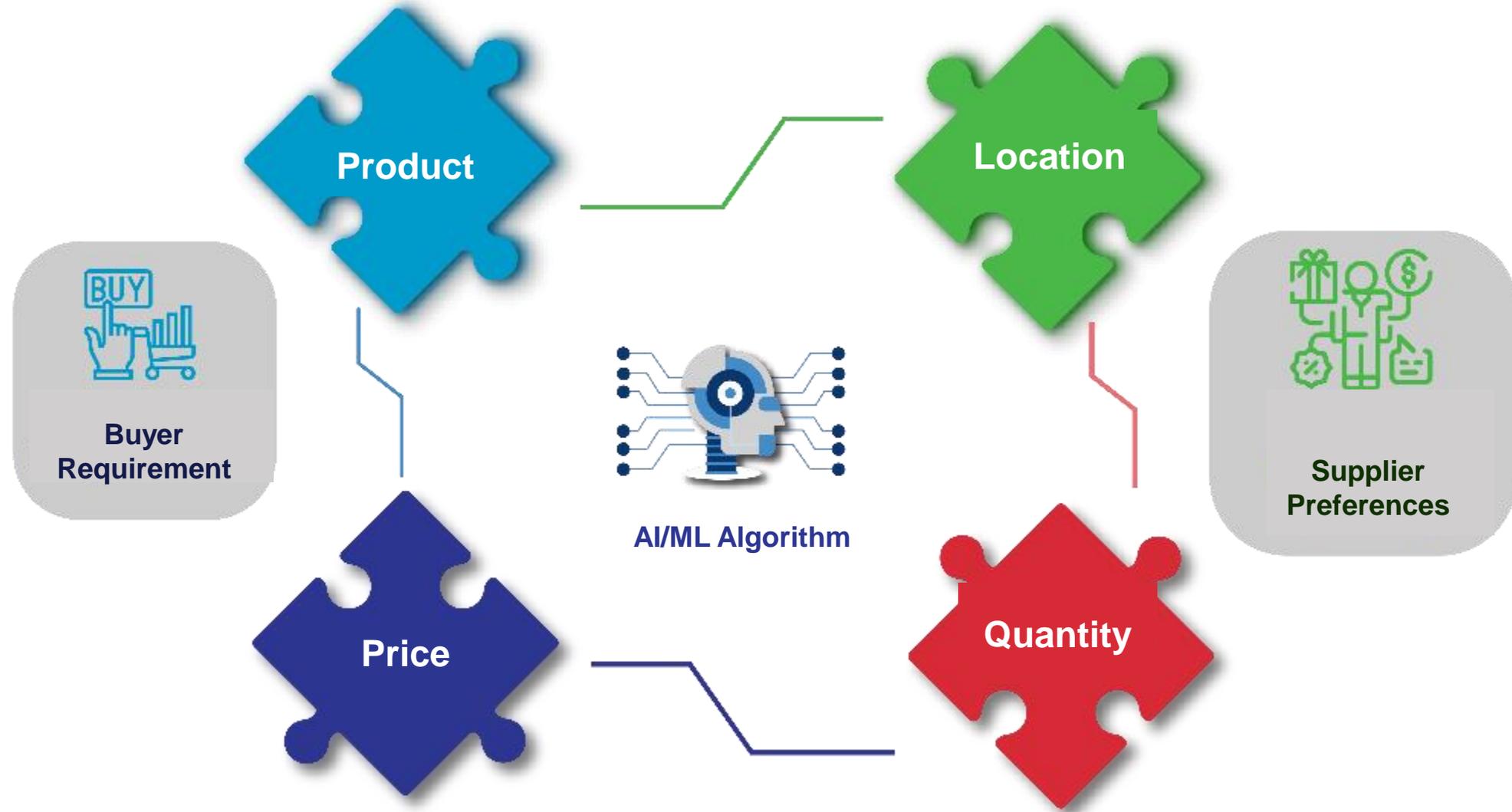
** Total Callbacks via Mobile site and App

IndiaMART InterMESH Ltd

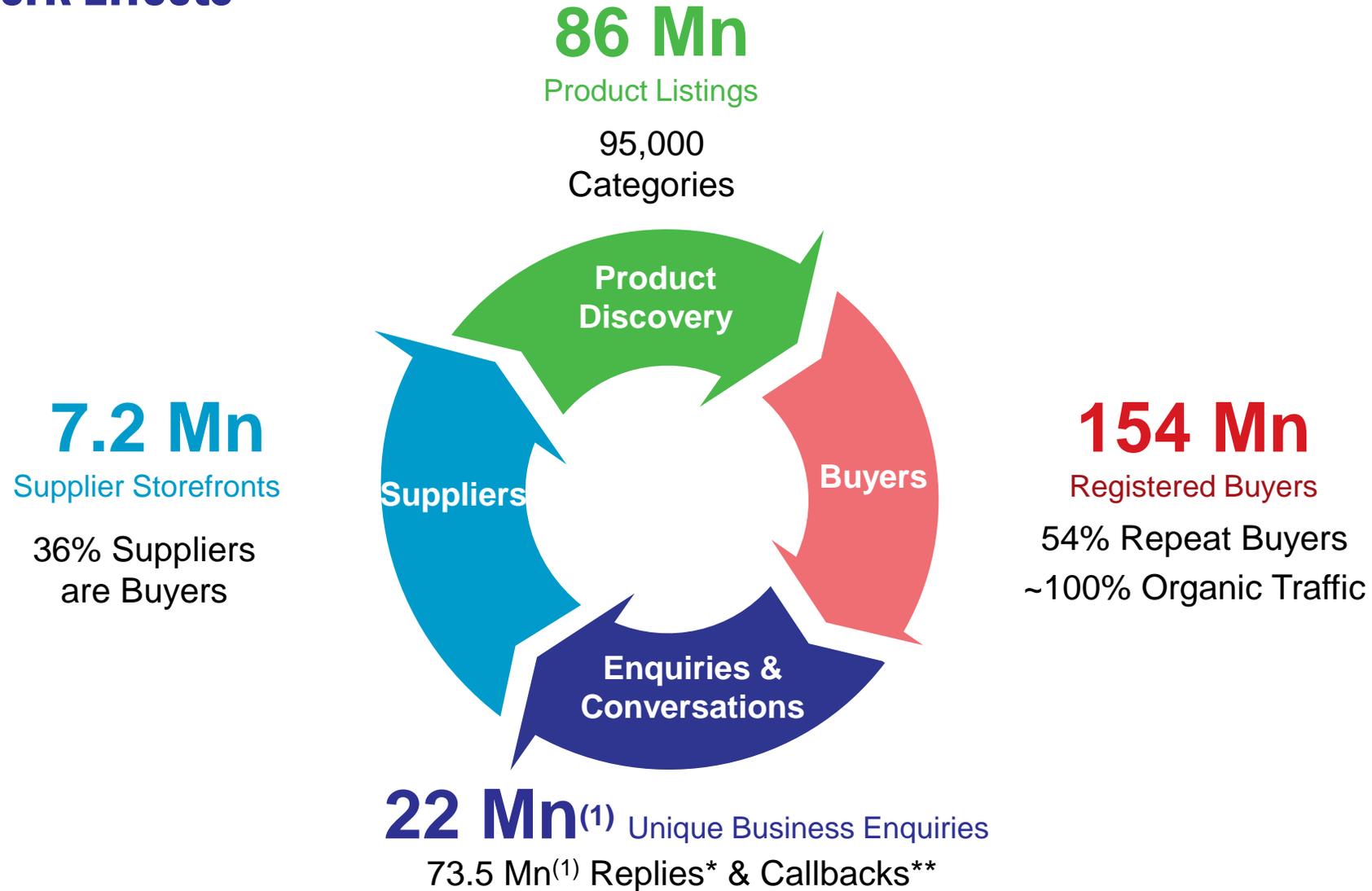
How RFQ / BuyLead Works



Behavioral Data Driven Algorithmic Matchmaking



Strong Network Effects



Note: Figures as of June 30, 2022; Figures have been rounded off

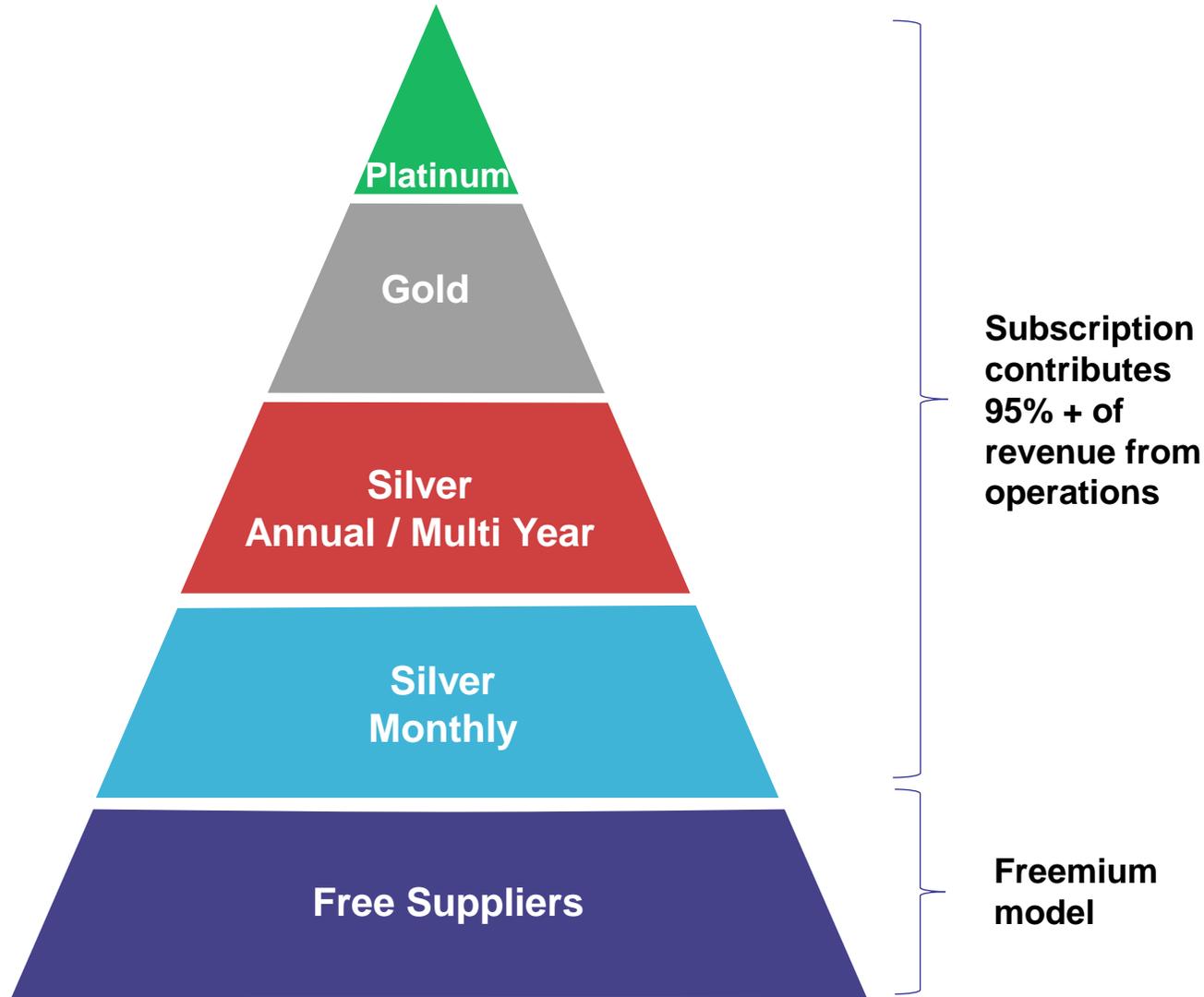
(1). Figures for Q1 FY23

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

** Callbacks via Mobile site and App only



ROI-driven, Subscription Based Revenue Model



Key Offerings



Web Storefront



Cloud Telephony - PNS



Priority Listing



RFQ Selection Credits - BuyLead



CRM - Lead Manager



Online Payment



Buyer Profile



Subscription Tier Wise RFQ Quota

Top 1% contributes
~ 17% of revenue
(ARPU* ~ Rs. 790K)

Top 10% contributes
~ 46% of revenue
(ARPU* ~ Rs. 220K)



Daily RFQ Quota

Weekly RFQ Quota

3 – 4

50 – 100

2

20 – 30



1

10

1

7

*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



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



~3,000 Own Sales & Client Servicing team (Renewal & Upsell)



100+ Channel Sales Partners

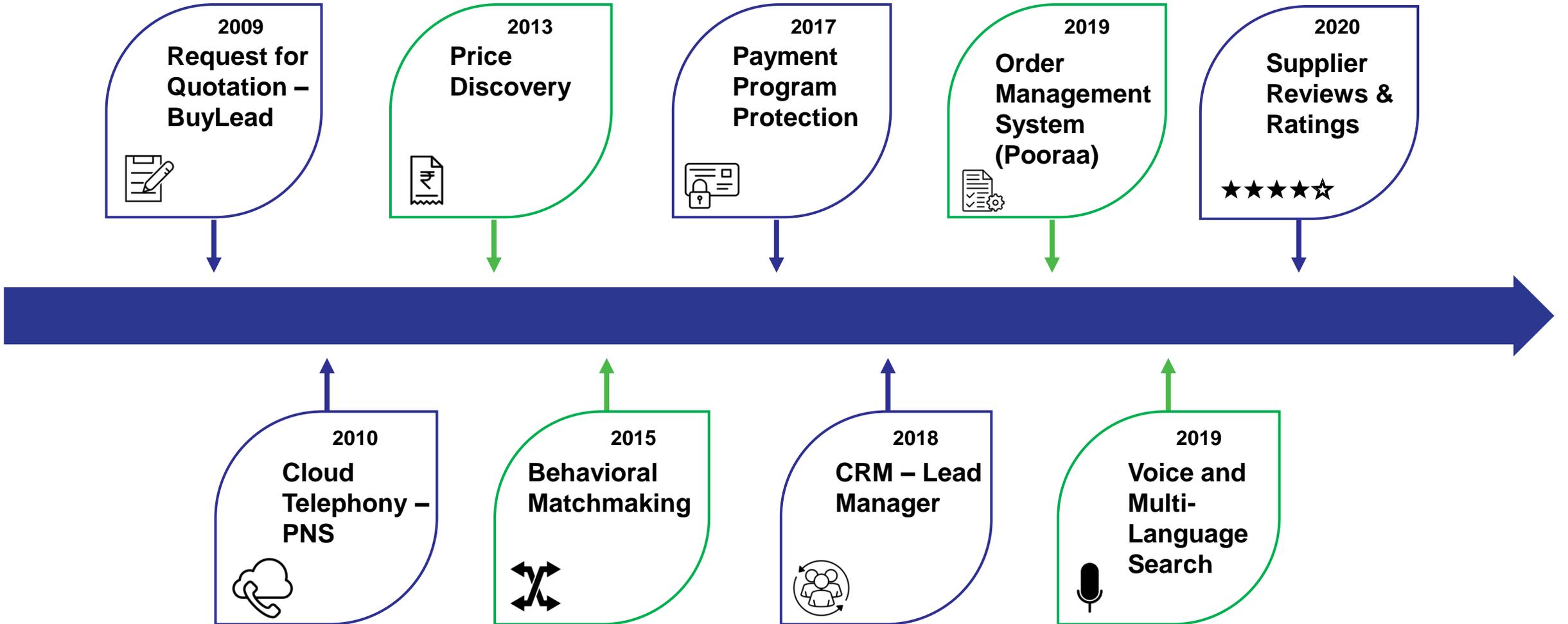
Note: Figures as of June 30th, 2022



Note: Map not to scale

IndiaMART InterMESH Ltd

Constant Innovation and Technology Focus



Key Competitive Strengths

BRAND AND NETWORK EFFECT

- ~100% organic search
- 54% repeat buyers
- 36% suppliers are buyers
- 4.7 play store rating
- ~73.5mn⁽¹⁾ replies & callbacks

PROPRIETARY SUPPLIER BEHAVIORAL DATA

- RFQ selection
- Call responsiveness
- CRM replies and callbacks
- AI-based matchmaking

DETAILED CATALOGUE WITH PRICING

- 86 mn listed products
- Product specifications
- Pricing, photos & videos
- Review and ratings

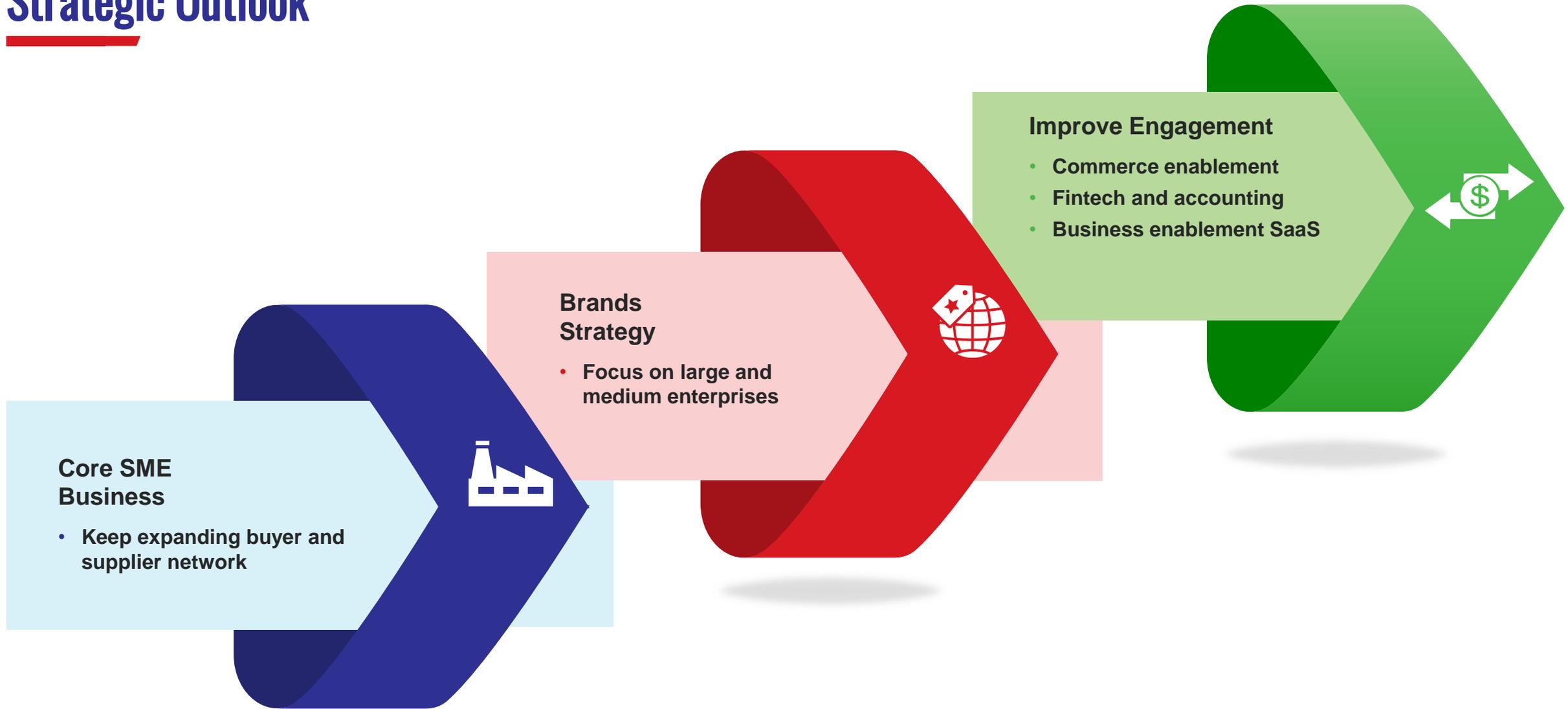
PRESENCE IN A HIGHLY FRAGMENTED MARKET

- 7.2 mn suppliers
- Widespread reach
- Multi-channel sales and service



Note: Figures as of June 30, 2022 , Figures have been rounded off
(1) Total replies & callbacks for Q1 FY23

Strategic Outlook



Enterprise Solutions – ROI Driven Model With PAN India Reach

The screenshot displays the Indiamart website's 'Industries We Have Worked With' section. At the top left is the Indiamart logo. The top right contains navigation links: Home, About Us, Solutions, Case Studies, Industries, and Contact Us, along with social media icons for Facebook, Twitter, LinkedIn, and Instagram. The main heading is 'INDUSTRIES WE HAVE WORKED WITH'. Below this is a horizontal menu with icons and labels for: All Industries, Building & Construction, Industrial Supplies, Industrial Machinery, Mechanical Spares, Electronics and Electrical, Hand & Machine Tools, Commercial Vehicles, and Healthcare. The central area features a 5x4 grid of logos for various brands and companies.



Enterprise Solutions – ROI Driven Model With PAN India Reach

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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



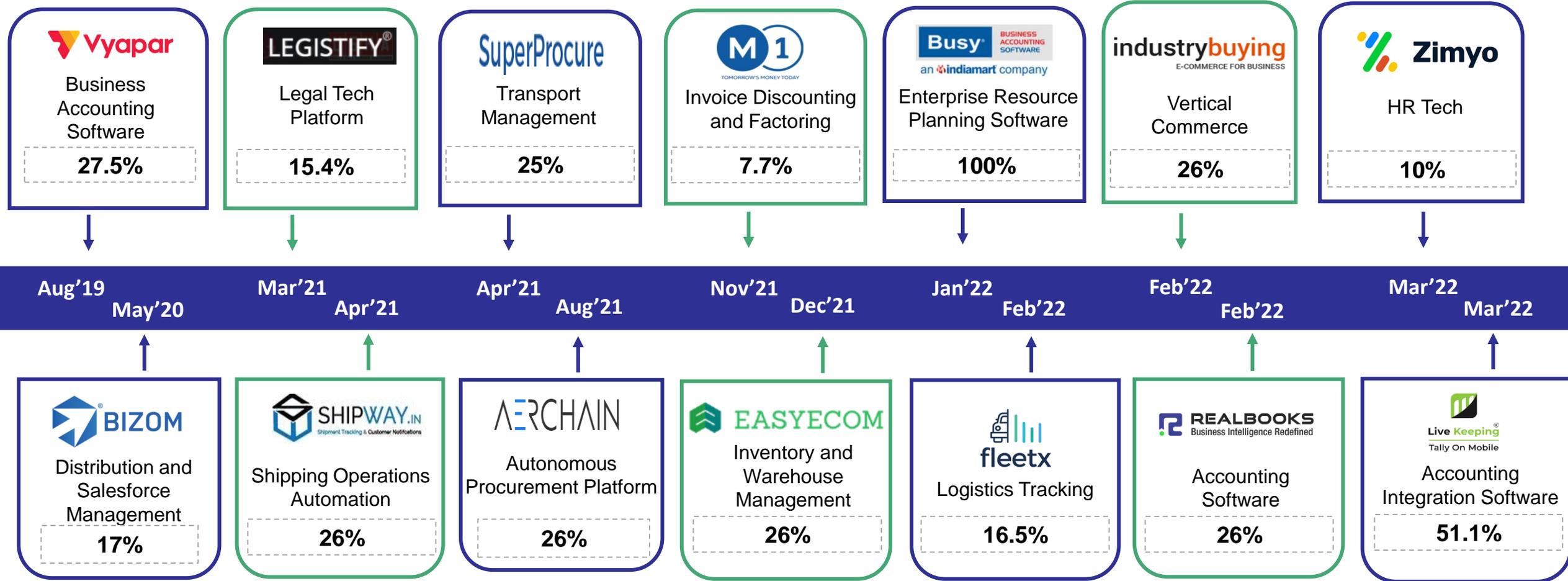
Distributor Management



Payroll



Strategic Investments Done So Far



Holding



Accounting – Strategic Fit for IndiaMART

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

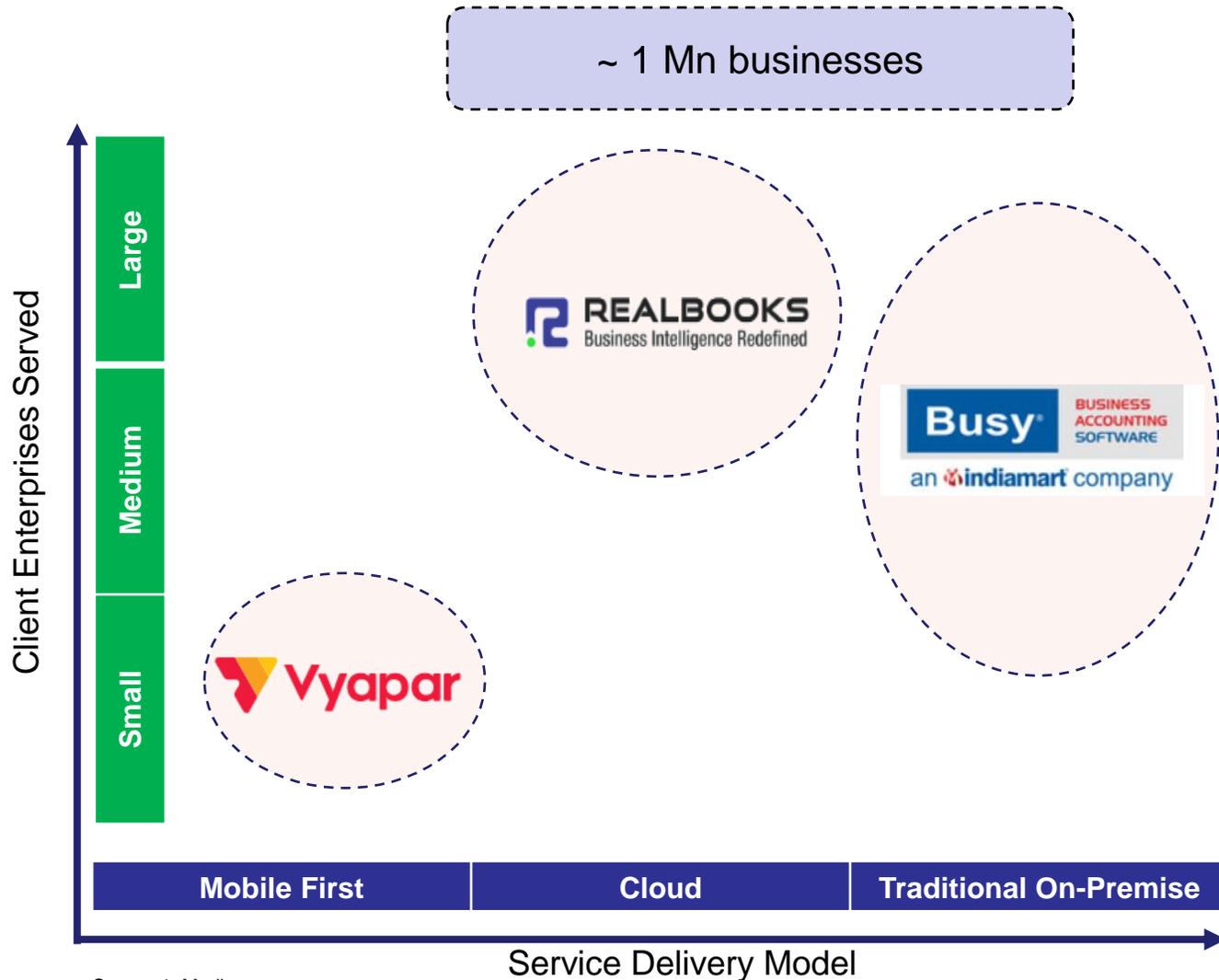
~ Rs. 650 crores invested in Accounting space



■ Represents opportunities available for IndiaMART



Investments in Accounting



~ 6 Mn¹ businesses on Tally

Provide mobile and cloud functionality to Tally users



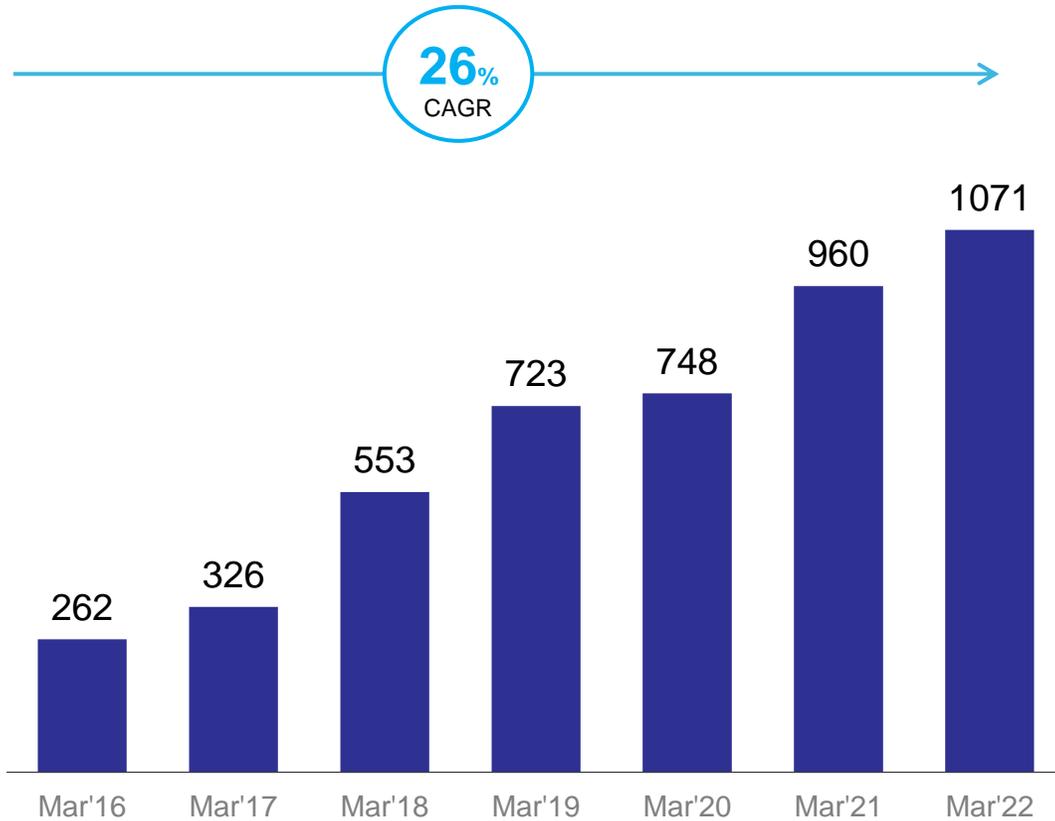
Source 1: Media reports
 All trademarks, logos and brand names are the property of their respective owners.
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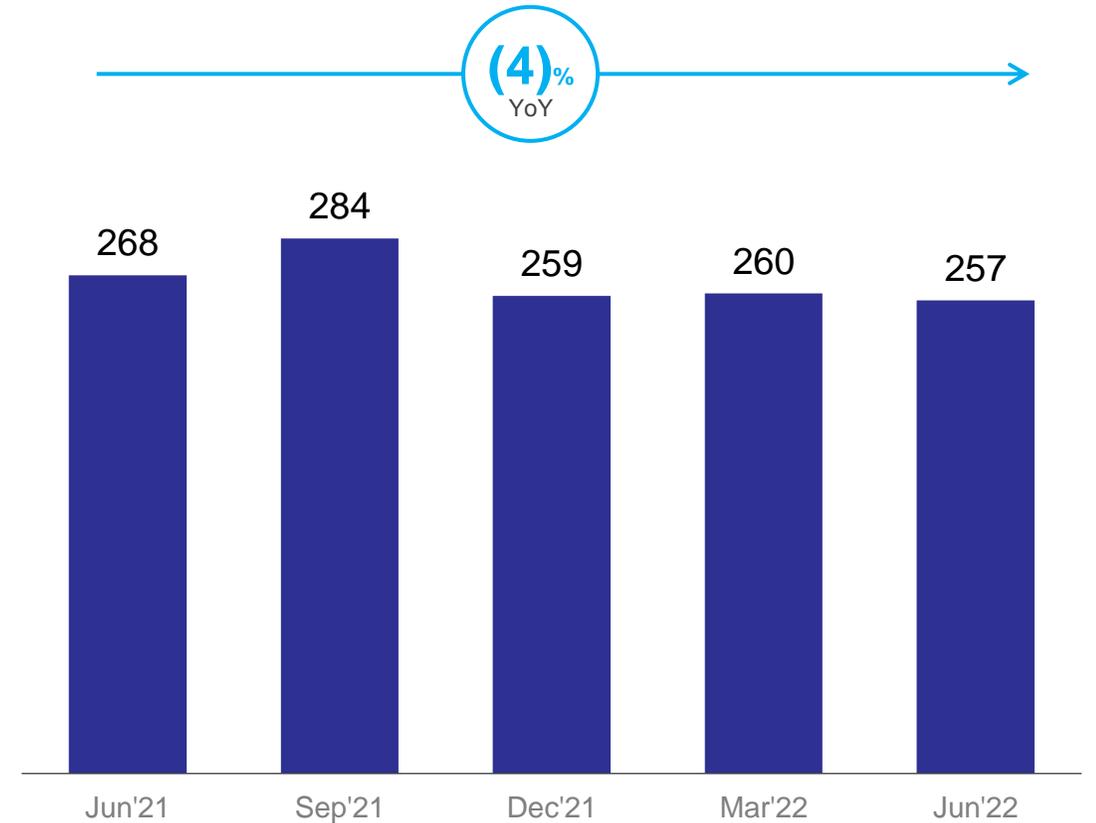
Operational Performance (Standalone)



Yearly trends



Quarterly trends



~80% of traffic is through mobile

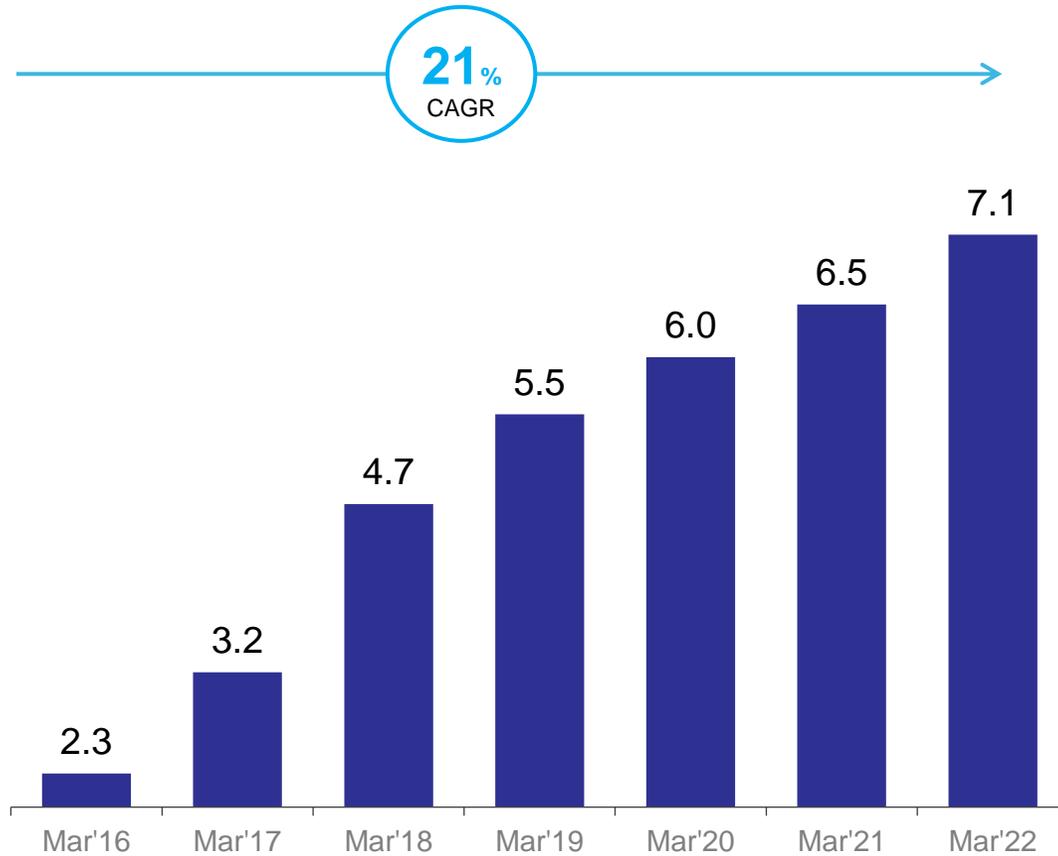


*Traffic is defined as the number of visits on the desktop website, mobile website and mobile app of the company
 Figures have been rounded off

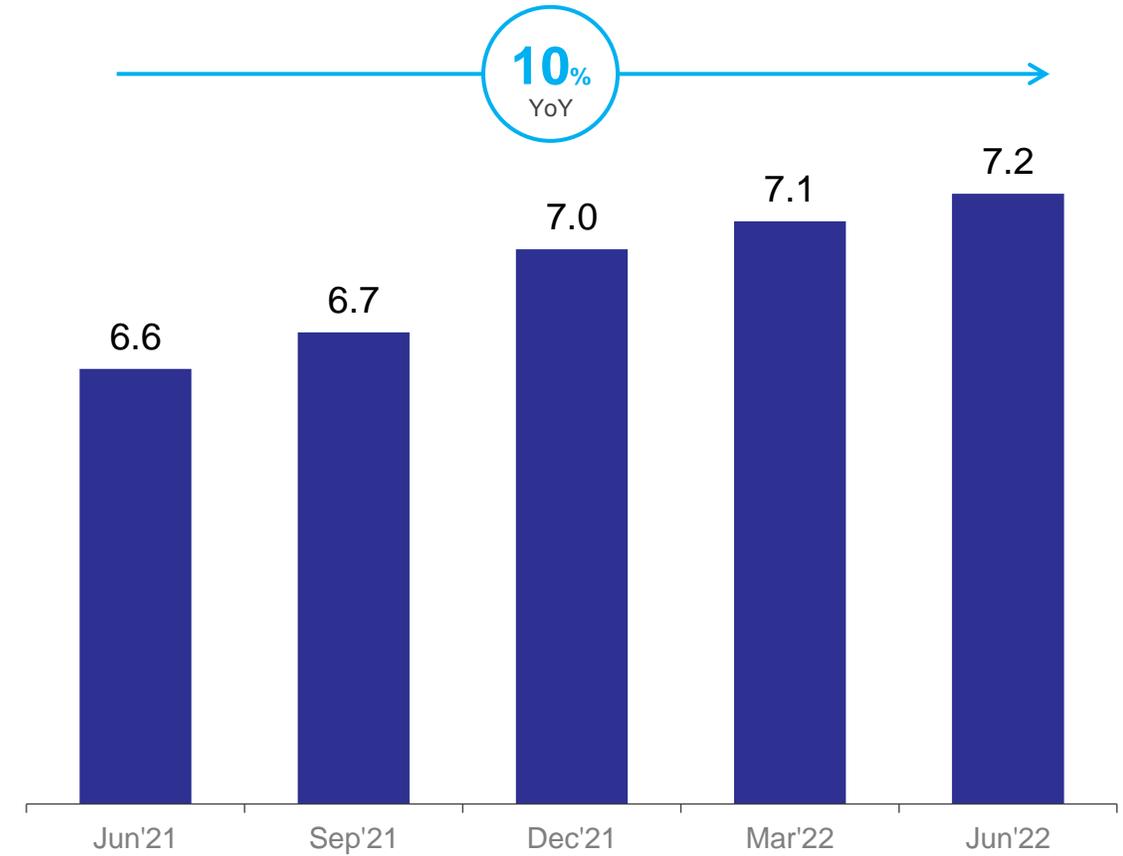
Indian Supplier Storefronts

(Figures in Millions)

Yearly trends



Quarterly trends



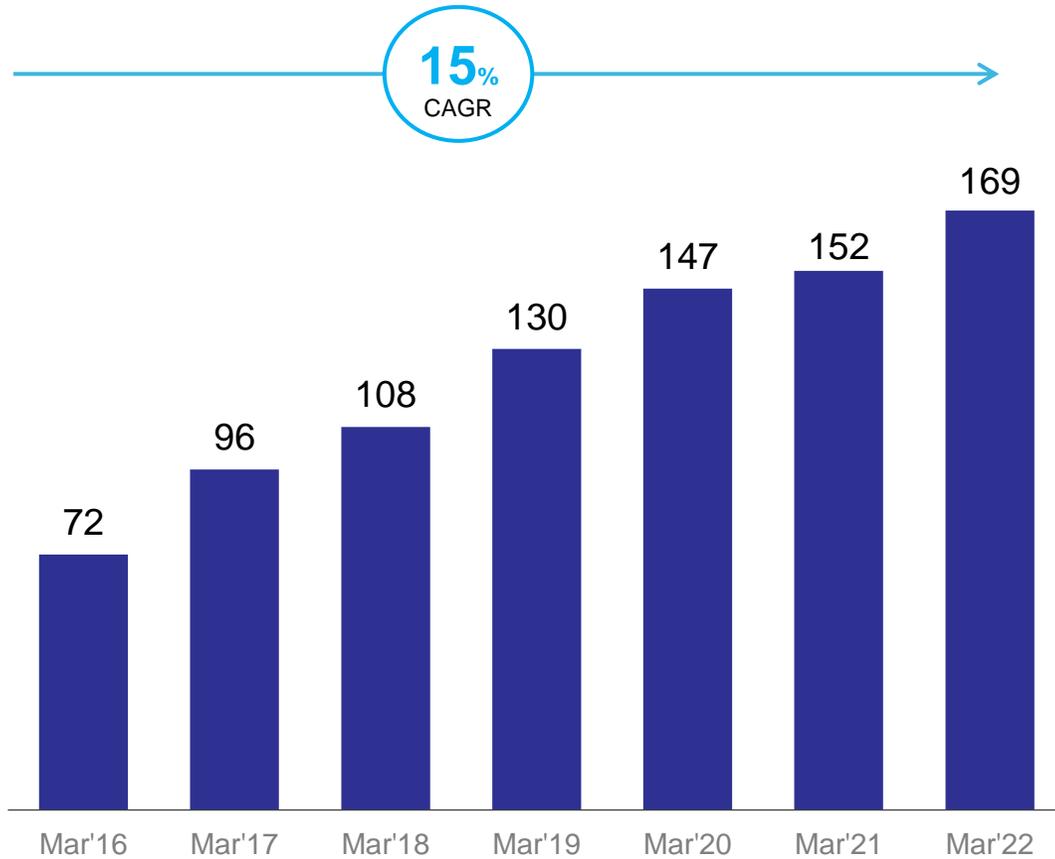
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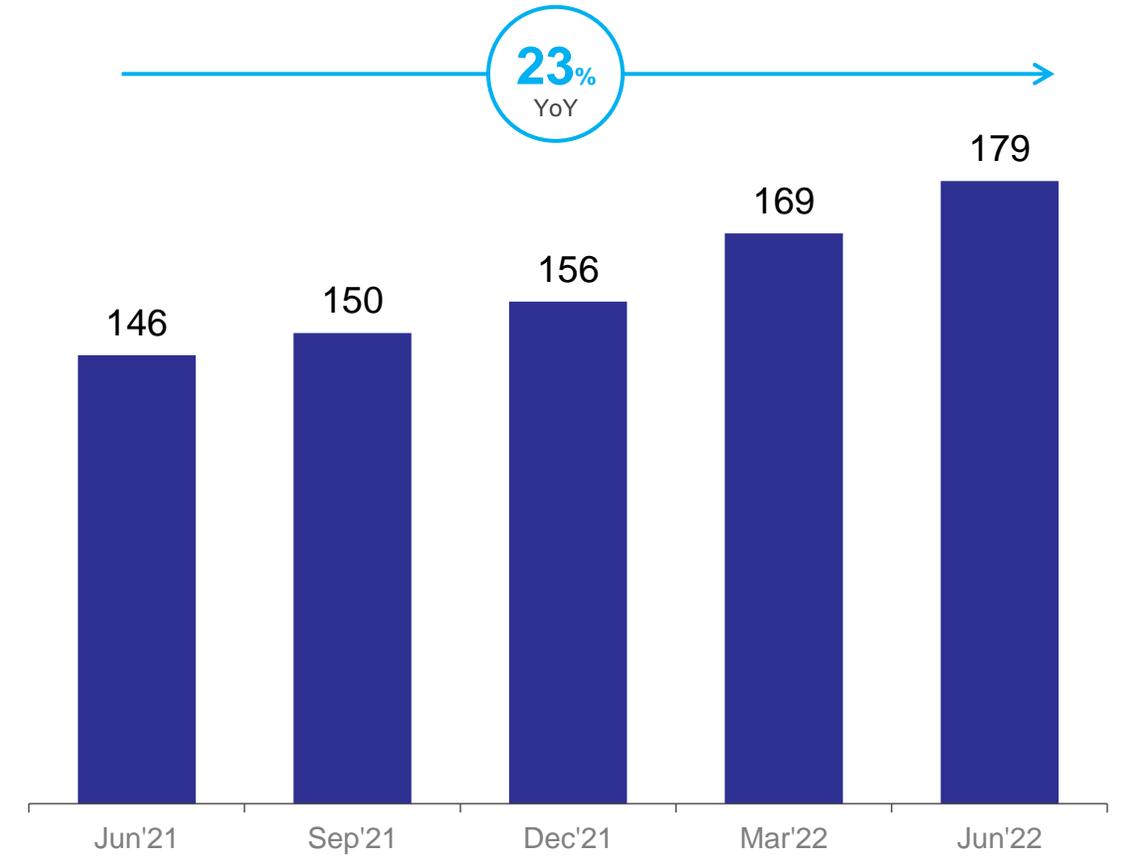
Paying Subscription Suppliers

(Figures in Thousands)

Yearly trends



Quarterly trends



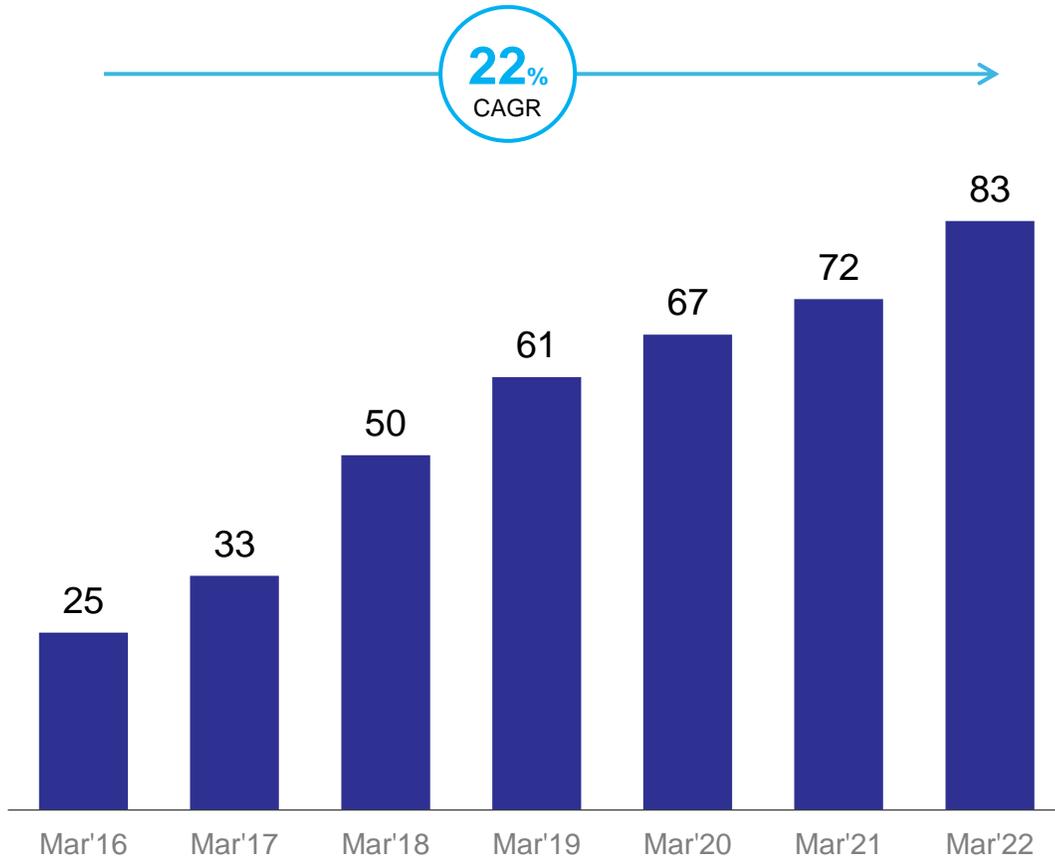
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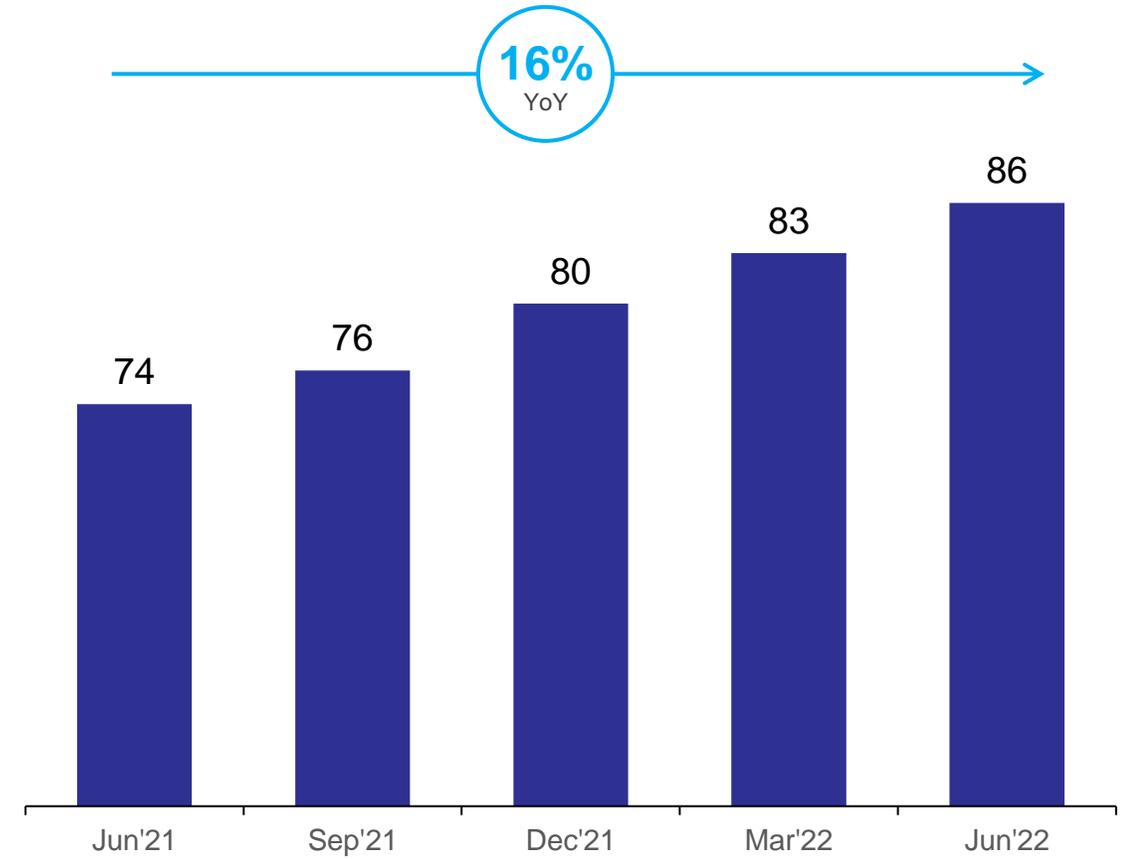
Total Products Live

(Figures in Millions)

Yearly trends



Quarterly trends



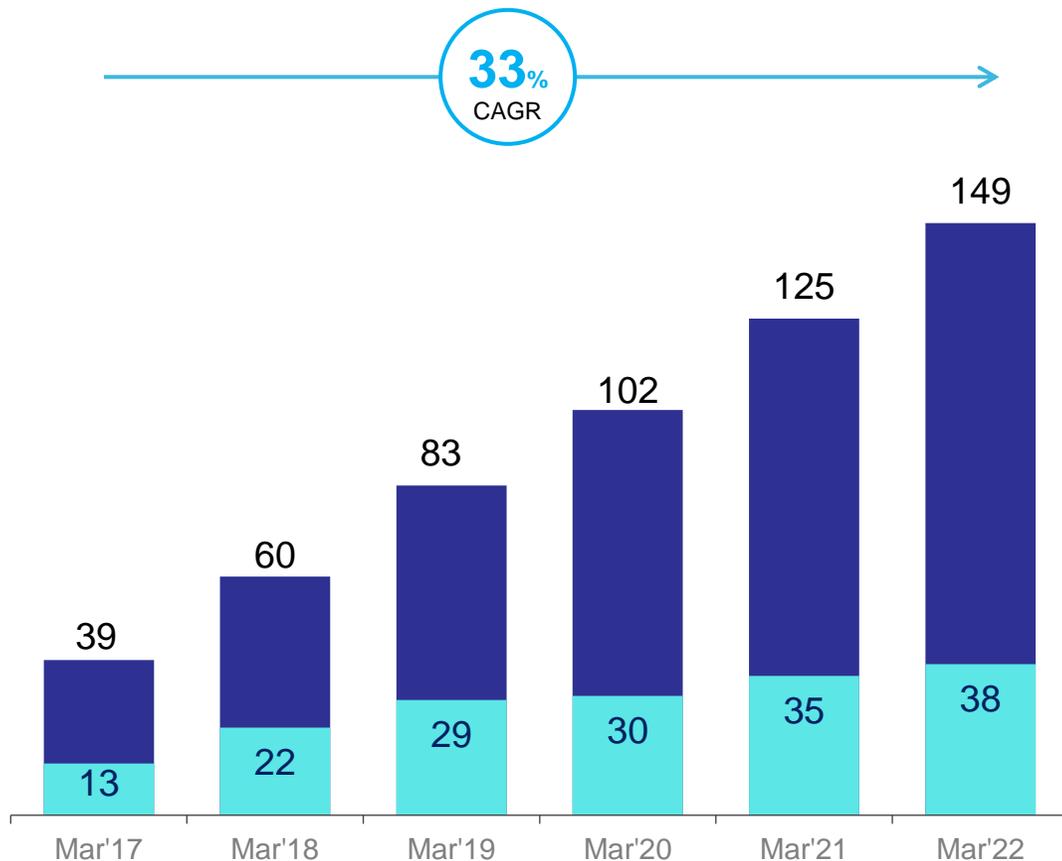
Figures have been rounded off

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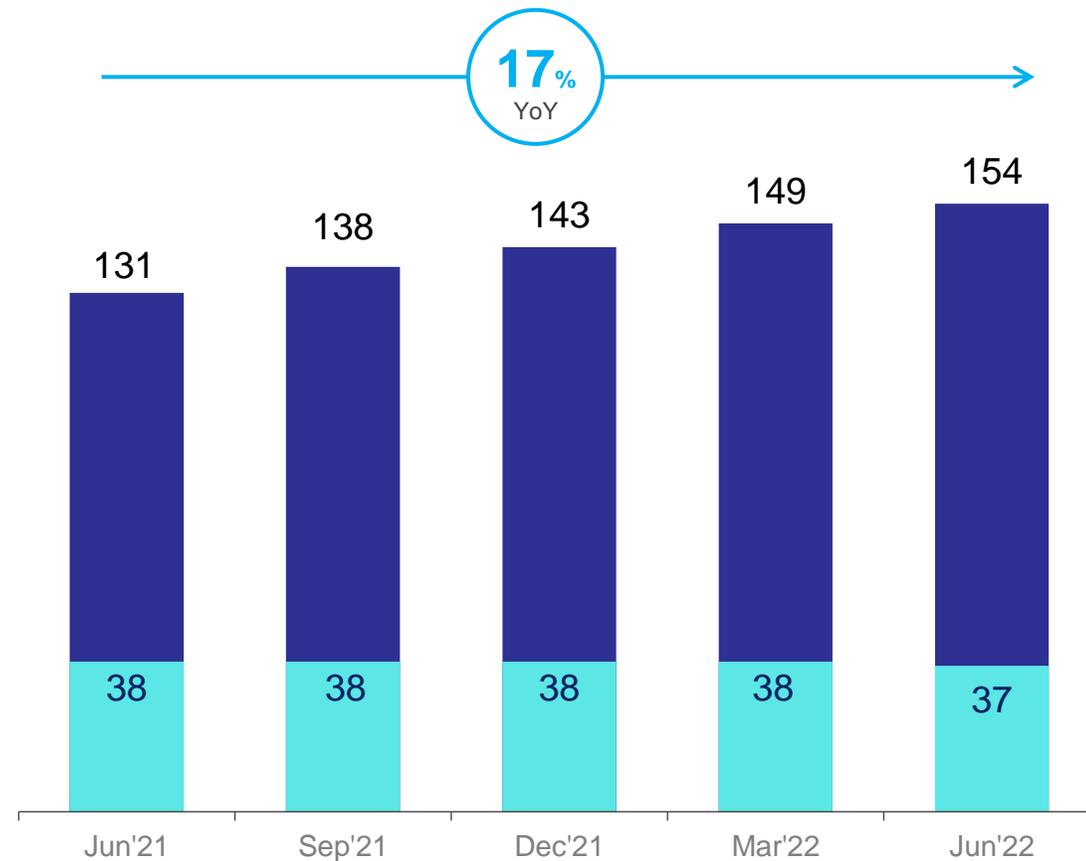
Registered Buyers

(Figures in Millions)

Yearly trends



Quarterly trends



■ Last 12 months active buyers*

* Active buyers indicate buyers who have submitted enquiries during the last 12 months

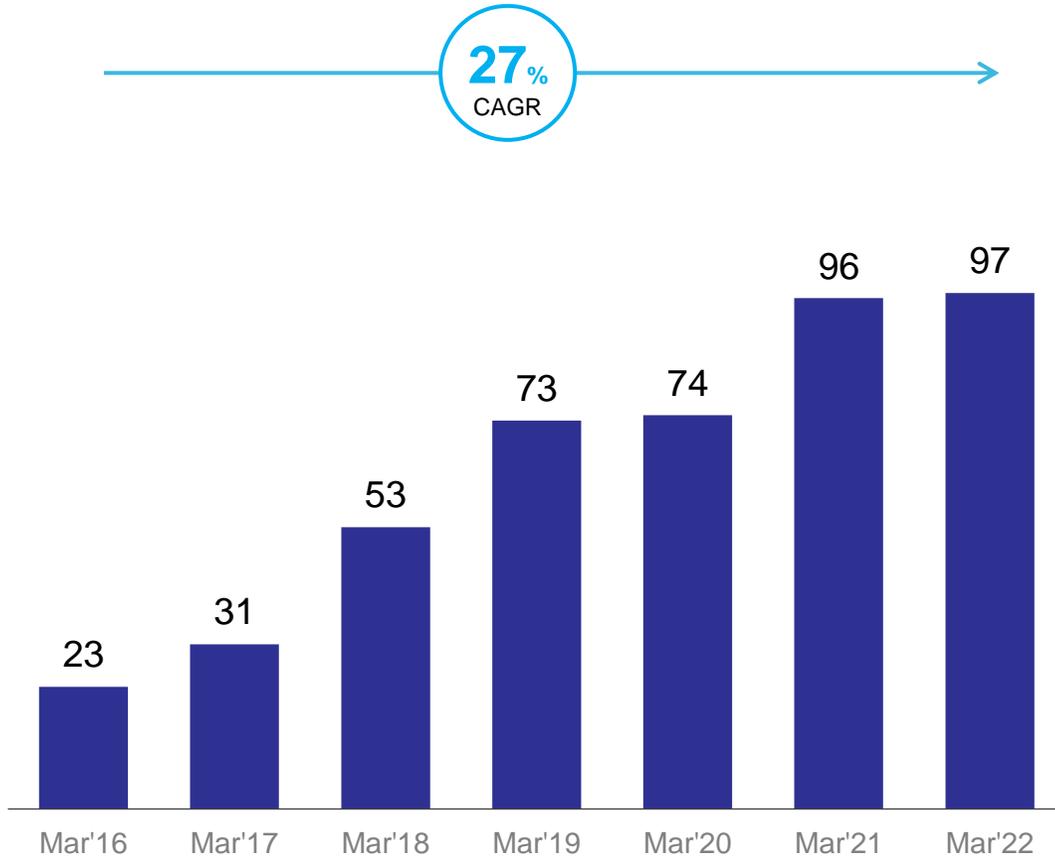
Figures have been rounded off



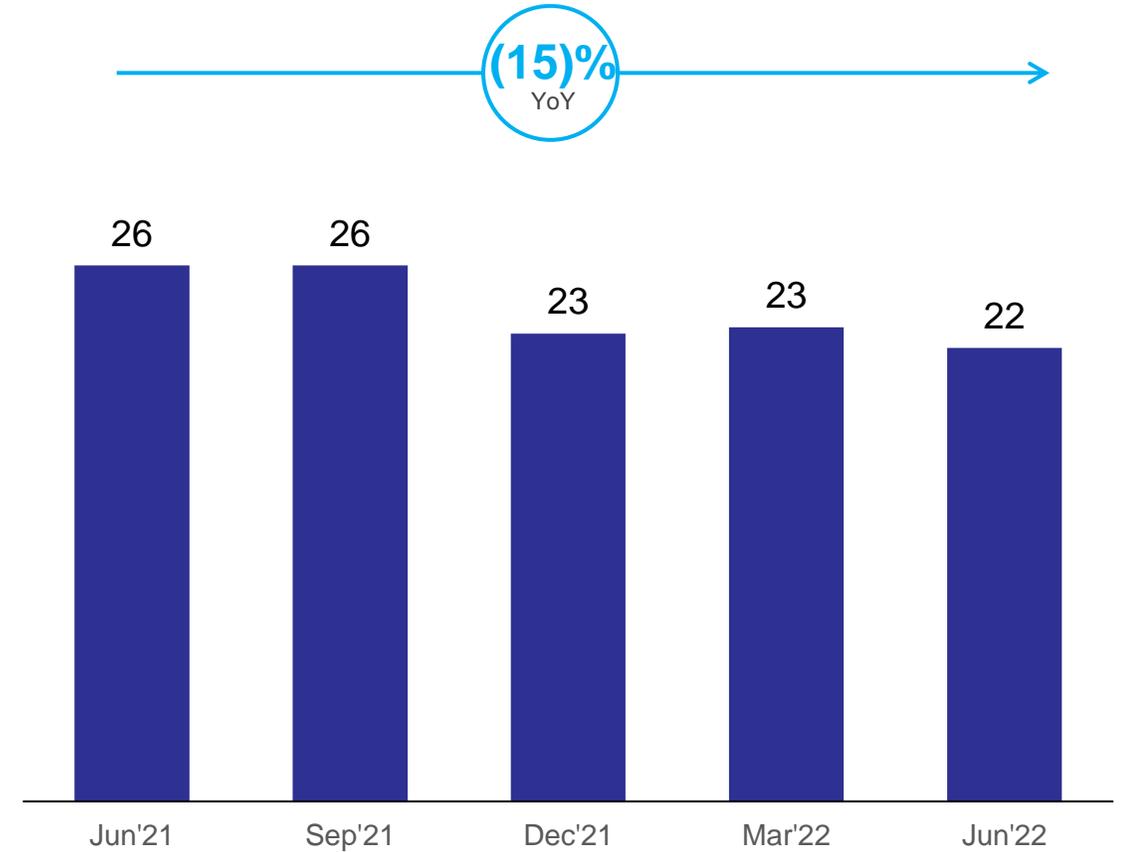
Unique Business Enquiries*

(Figures in Millions)

Yearly trends



Quarterly trends



* 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

Figures have been rounded off

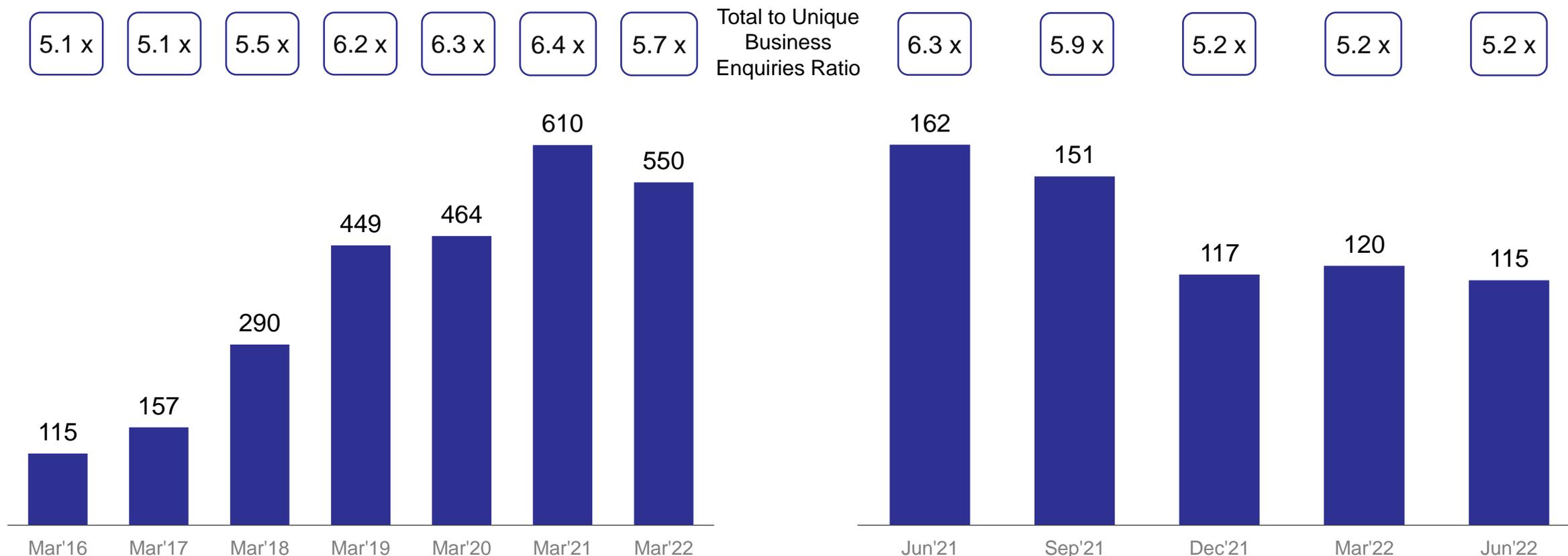


Business Enquiries Delivered*

(Figures in Millions)

Yearly trends

Quarterly trends



- Total to Unique Business Enquiries Ratio = Business Enquiries Delivered divided by Unique Business Enquiries during that period
- Decline in total to business enquiries ratio from Sept 21 onwards is due to certain algorithmic changes leading to better matchmaking and higher efficiency.

Figures have been rounded off

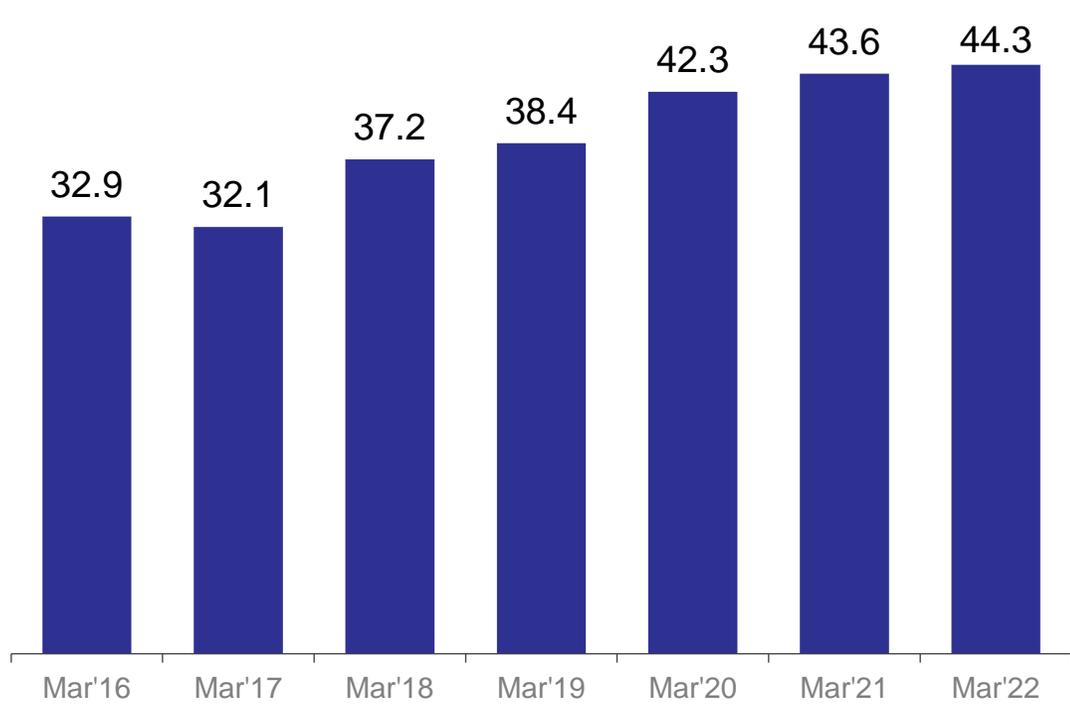


Annualised Revenue Per Paying Subscriber

(₹ in '000s)

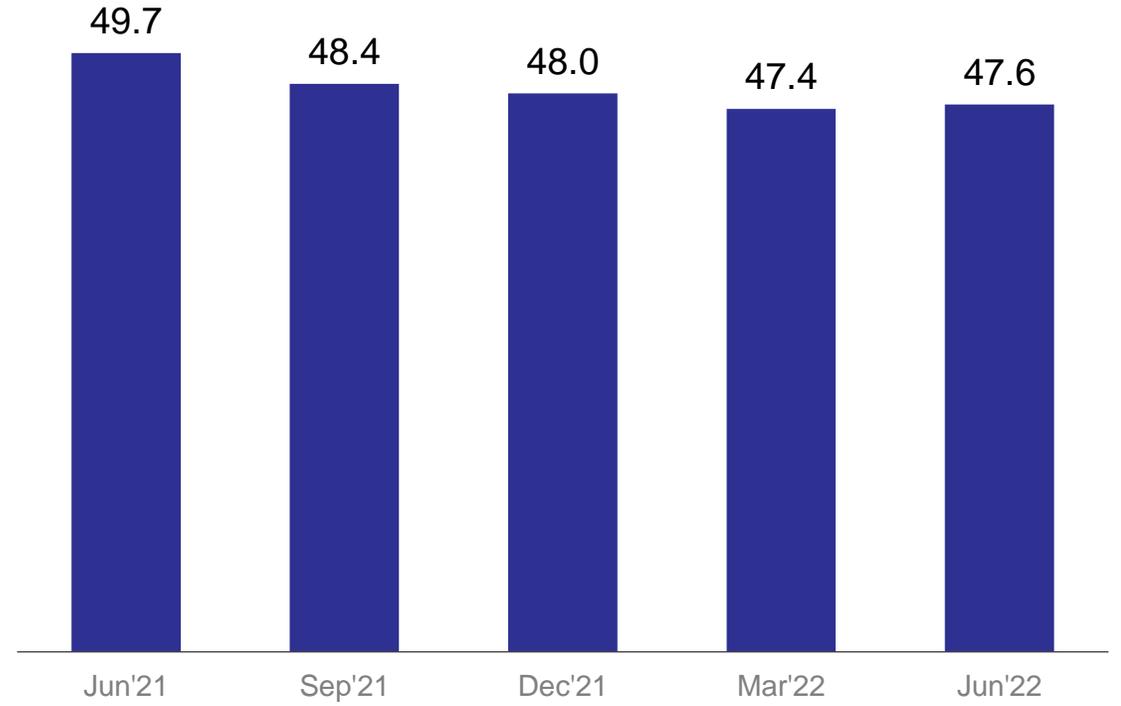
Yearly trends

5% CAGR



Quarterly

(4)% YoY



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

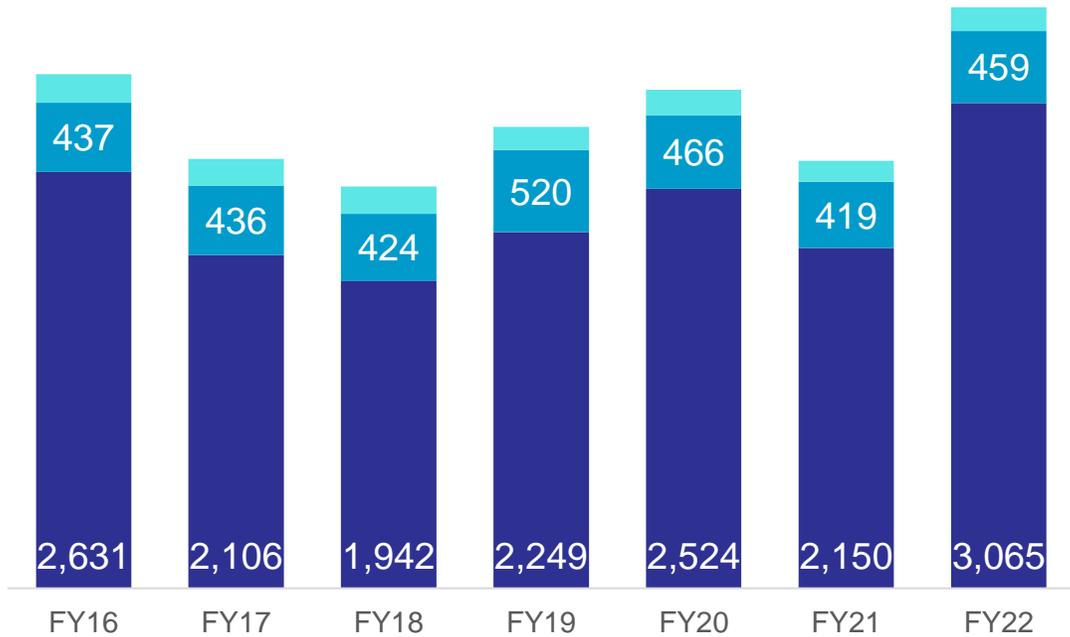


Figures have been rounded off

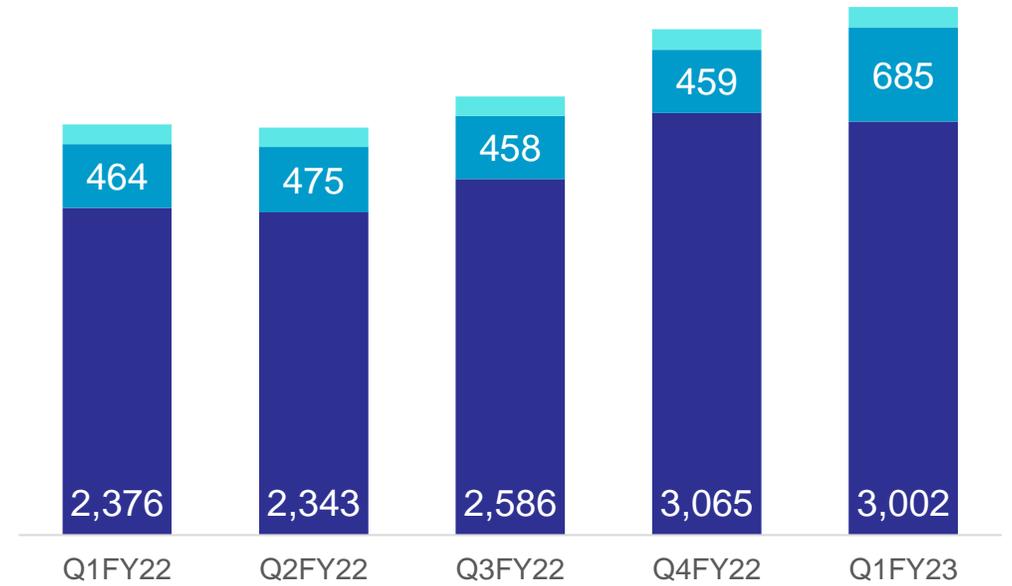
IndiaMART InterMESH Ltd

Employees

Yearly trends



Quarterly trends



Total employees



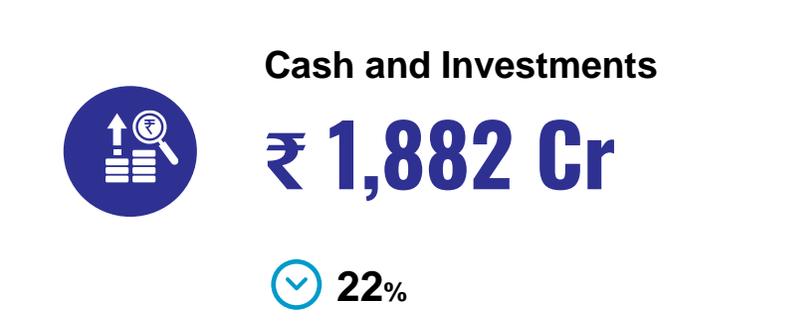
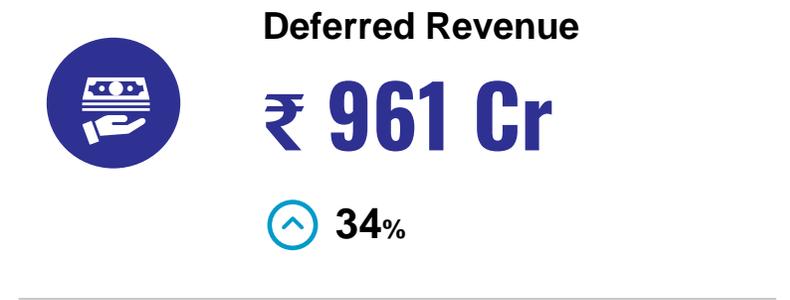
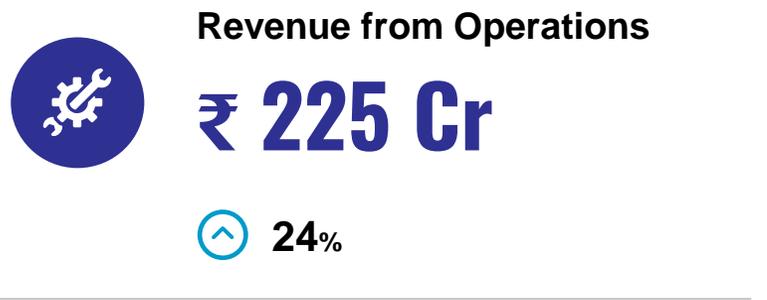
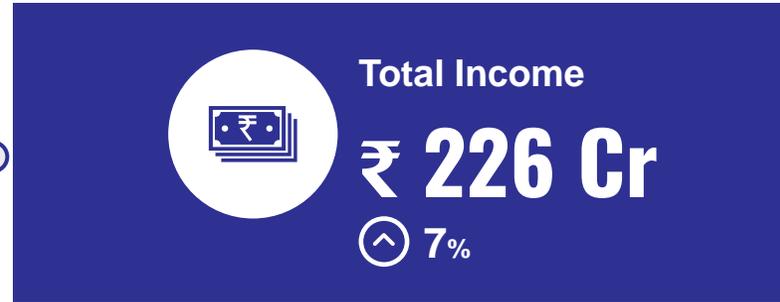


Fly Ash Bricks

Financial Performance

Consolidated Section

Q1 FY23 Results Overview (Consolidated)



Results are compared against Q1 FY22

IndiaMART InterMESH Ltd

↑ ↓ Calculated YoY

Financial Performance – Consolidated

(₹ in Crores)

Financial Metrics	Q1 FY23	Q1 FY22	YoY Change	Q4 FY22	QoQ Change
Revenue from Operations	225	182	24%	201	12%
Other Income	1	29	(97%)	30	(97%)
Total Income	226	211	7%	231	(2%)
Manpower Cost ¹	85	54	58%	80	6%
Outsourced Sales Cost	32	13	140%	29	7%
Other Operating Expense	36	25	46%	27	32%
Total Expenses	153	92	66%	137	12%
Adjusted EBITDA¹	72	90	(20%)	64	11%
<i>Adjusted EBITDA Margin(%)</i>	<i>32%</i>	<i>49%</i>		<i>32%</i>	
Employee share based payment expense	7	1	638%	7	4%
EBITDA	64	89	(28%)	57	12%
<i>EBITDA Margin(%)</i>	<i>29%</i>	<i>49%</i>		<i>28%</i>	
Others ²	8	5	64%	4	78%
Tax Expense	4	24	(83%)	19	(79%)
Adjusted Net Profit	54	89	(40%)	63	(15%)
<i>Adjusted Net Profit Margin(%)</i>	<i>24%</i>	<i>42%</i>		<i>27%</i>	
Share in net loss /(income) of Associates	7	1	370%	6	18%
Net Profit	47	88	(47%)	57	(19%)
<i>Net Profit Margin(%)</i>	<i>21%</i>	<i>42%</i>		<i>25%</i>	
EPS (Rs.)	15.3	29.0	(47%)	18.8	(19%)
Cash Generated from Operating Activities	75	61	22%	158	(52%)
Collections from Customers	254	170	49%	318	(20%)

¹ Excluding employee share-based payment expense

² 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
Assets							
Fixed Assets (incl. intangible assets)	3	2	2	2	3	3	61
Goodwill*	-	-	-	-	-	-	456
Right-of-use assets	63	59	57	55	53	53	51
Other assets**	44	36	36	41	52	52	52
Cash, bank & current investments	2,365	2,421	2,466	2,523	2,419	2,419	1,882
Investment in associates & others	37	66	101	144	421	421	442
Total	2,512	2,584	2,662	2,765	2,949	2,949	2,944
Liabilities							
Capital (incl. reserves)	1,611	1,700	1,738	1,810	1,874	1,874	1,804
Deferred revenue & customer advances	726	715	756	790	907	907	961
Provisions & payables	67	60	63	62	66	66	65
Statutory liabilities	22	17	15	18	29	29	15
Deferred tax & current tax liabilities (net)	21	30	30	26	16	16	11
Lease liabilities	63	61	60	58	56	56	54
Other financial liabilities	0.5	1	1	1	1	1	34
Total	2,512	2,584	2,662	2,765	2,949	2,949	2,944

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

*On account of acquisition through business combination which includes Rs. 414cr of Busy Infotech and Rs. 42cr of Finlite Technologies

** includes inventory

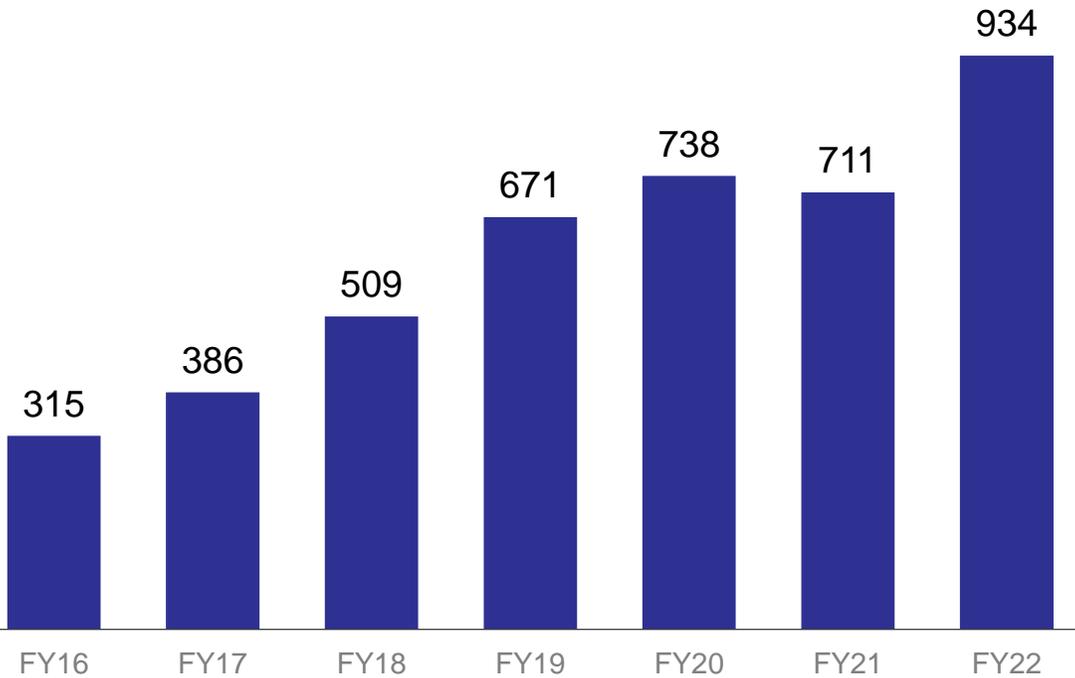


Collections from Customer - Consolidated

(₹ in crores)

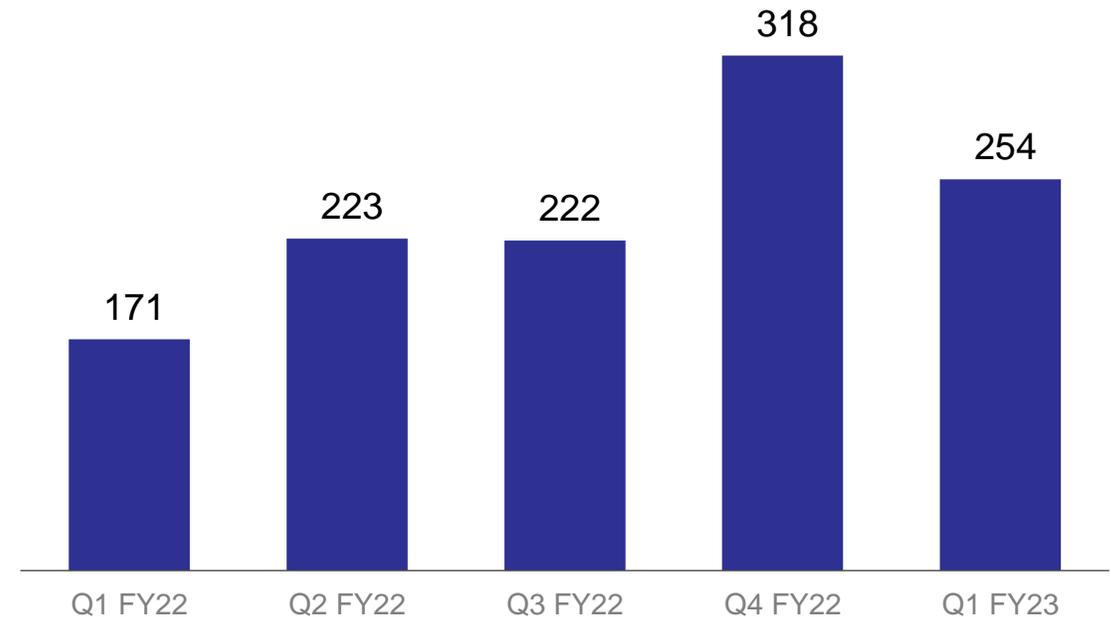
Yearly trends

20%
CAGR



Quarterly trends

49%
YoY

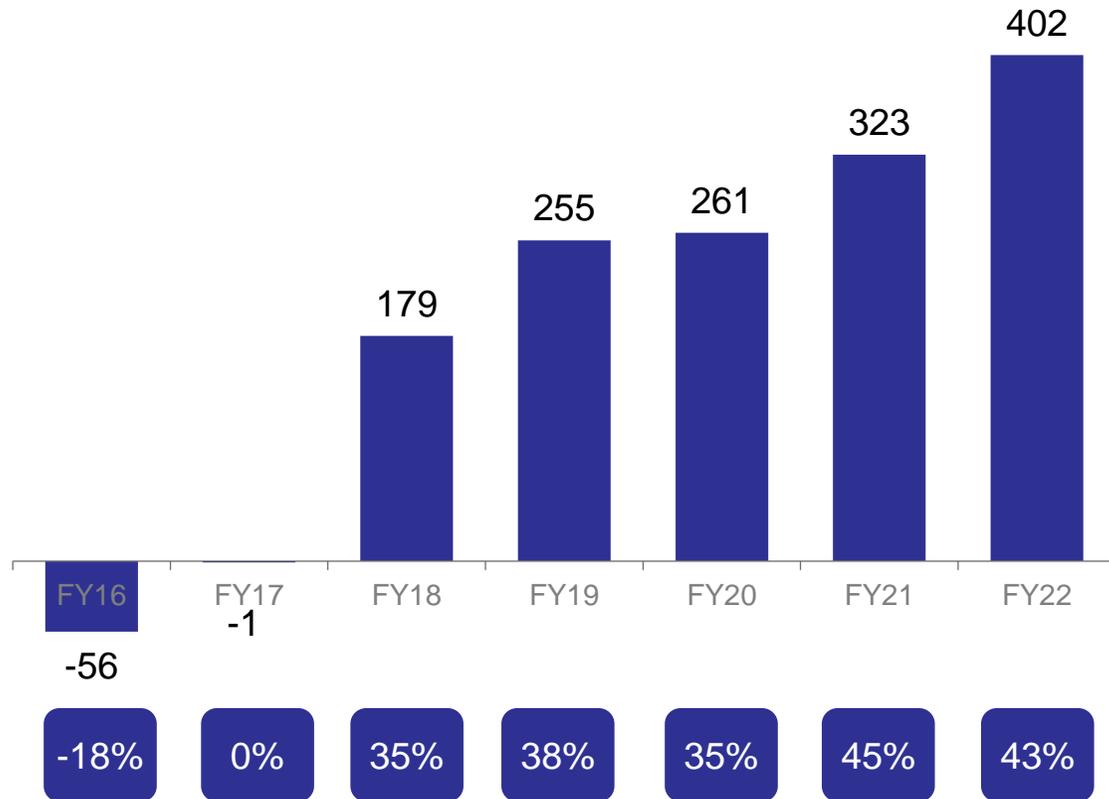


Note: Above figures have been calculated by dividing financials (in mn) by 10; Figures have been rounded off

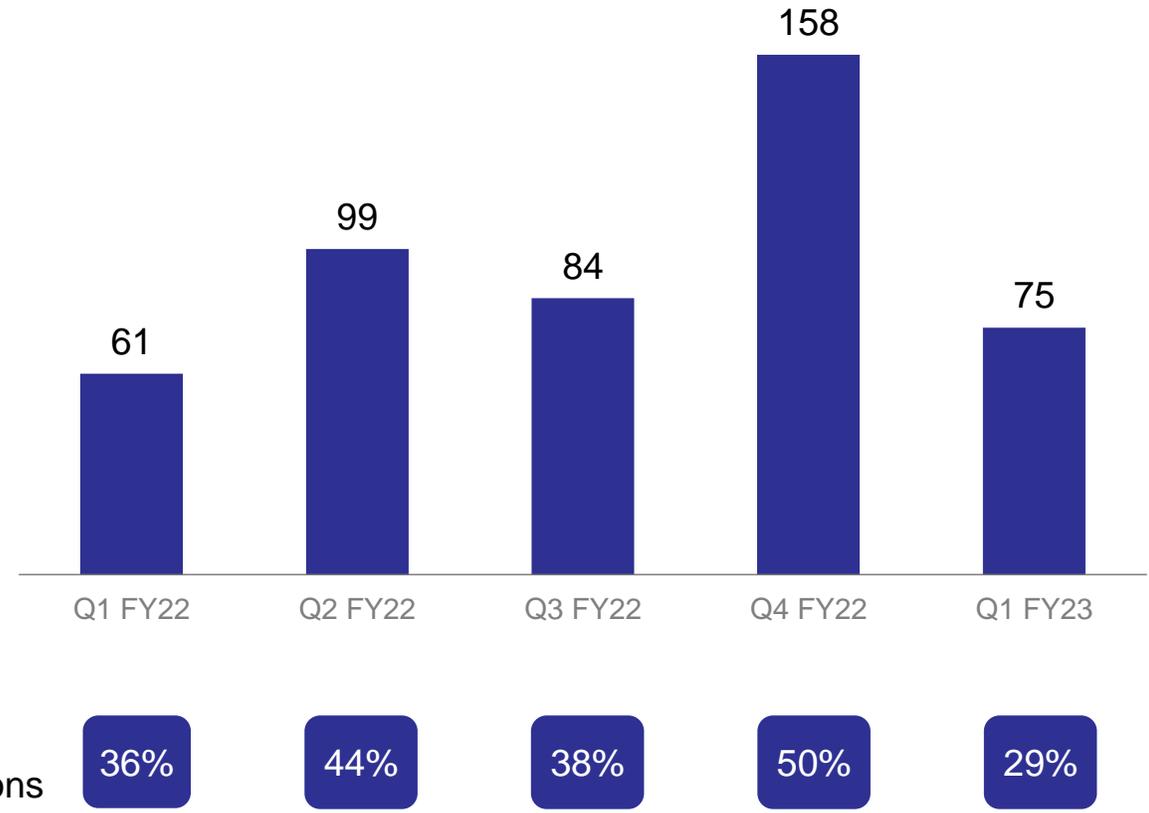
Cash Generated From Operating Activities - Consolidated

(₹ in Crores)

Yearly trends



Quarterly trends



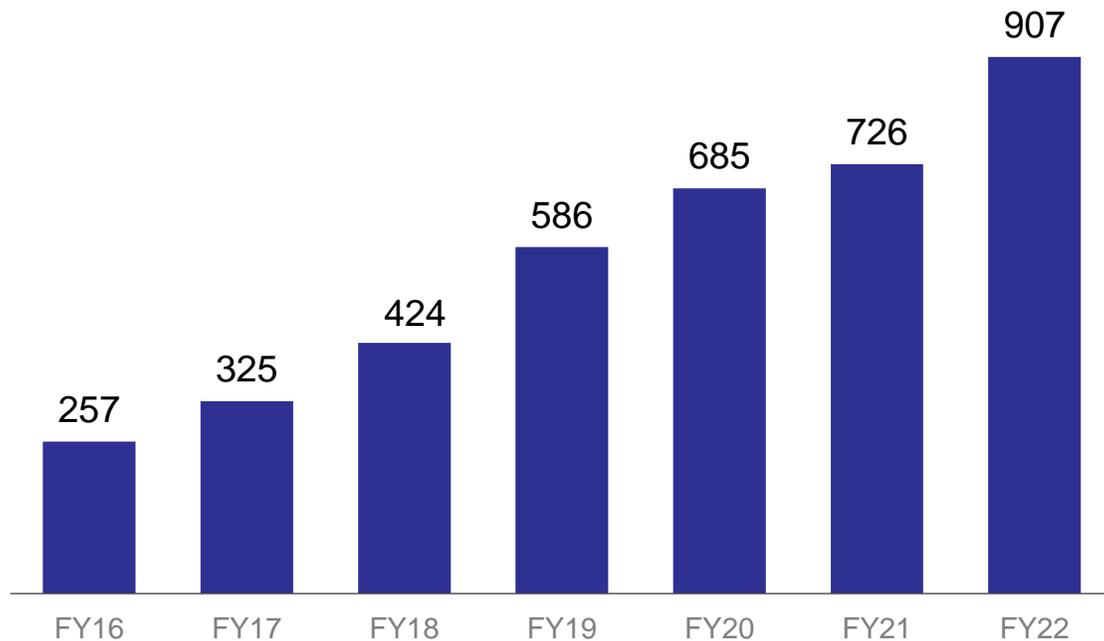
Note: Above figures have been calculated by dividing financials (in mn) by 10; Figures have been rounded off

Deferred Revenue* – Consolidated

(₹ in Crores)

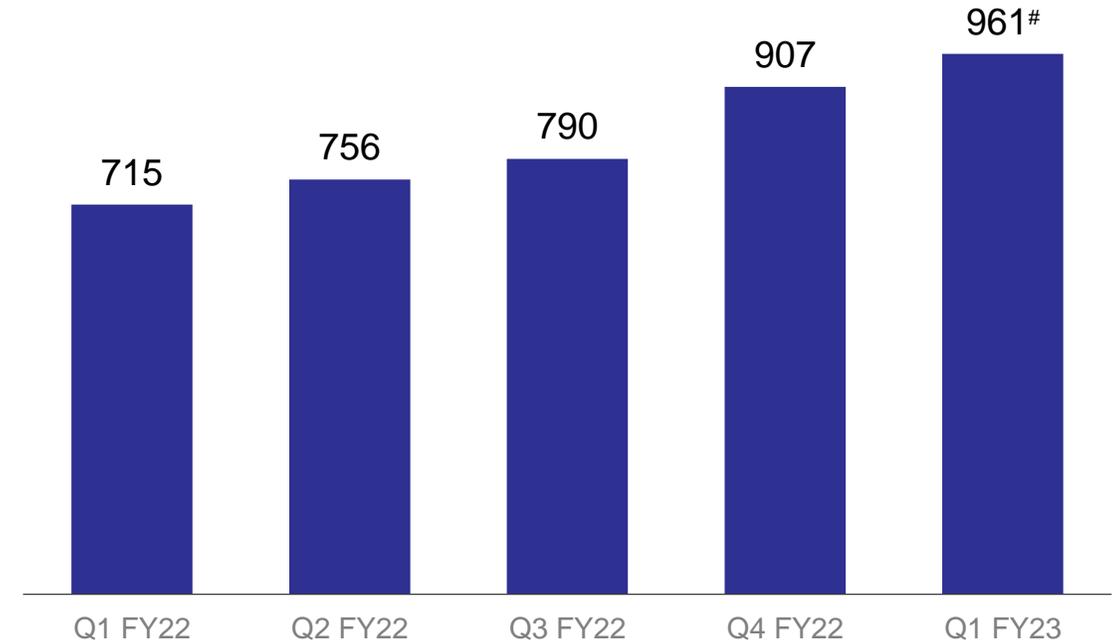
Yearly trends

23%
CAGR



Quarterly trends

34%
YoY



- Refers to contract liabilities in the financial statements, i.e. including advances from customers
- # Includes deferred Revenue and advances from customers of Rs 25.6Cr on account of first time Ind AS adoption by Busy Infotech Pvt Ltd.

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

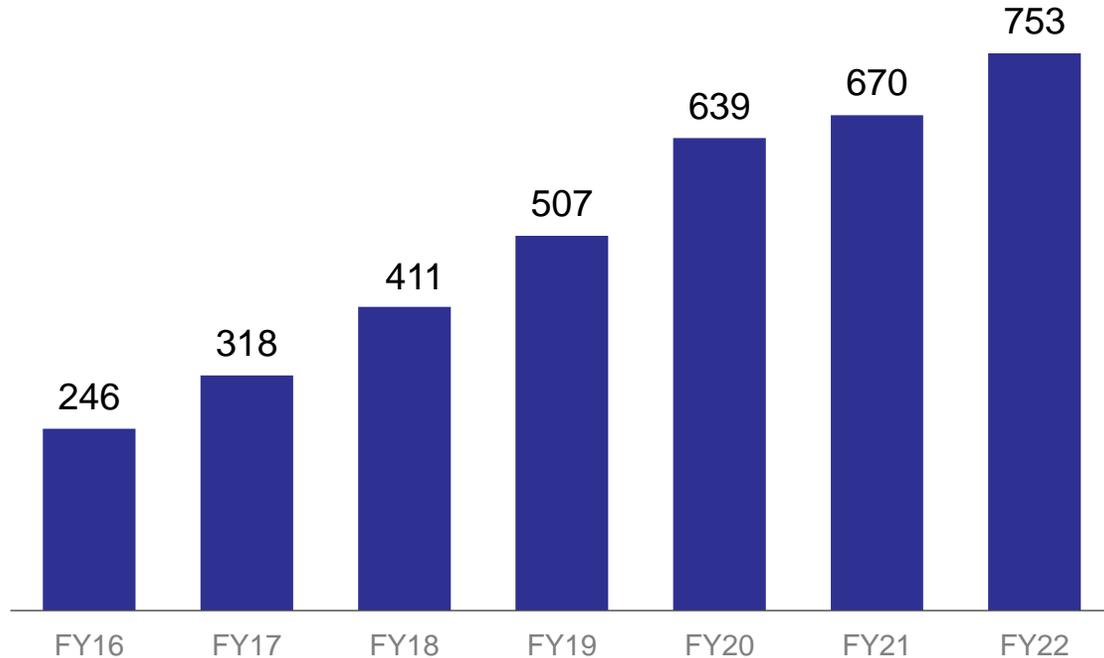


Revenue from Operations – Consolidated

(₹ in Crores)

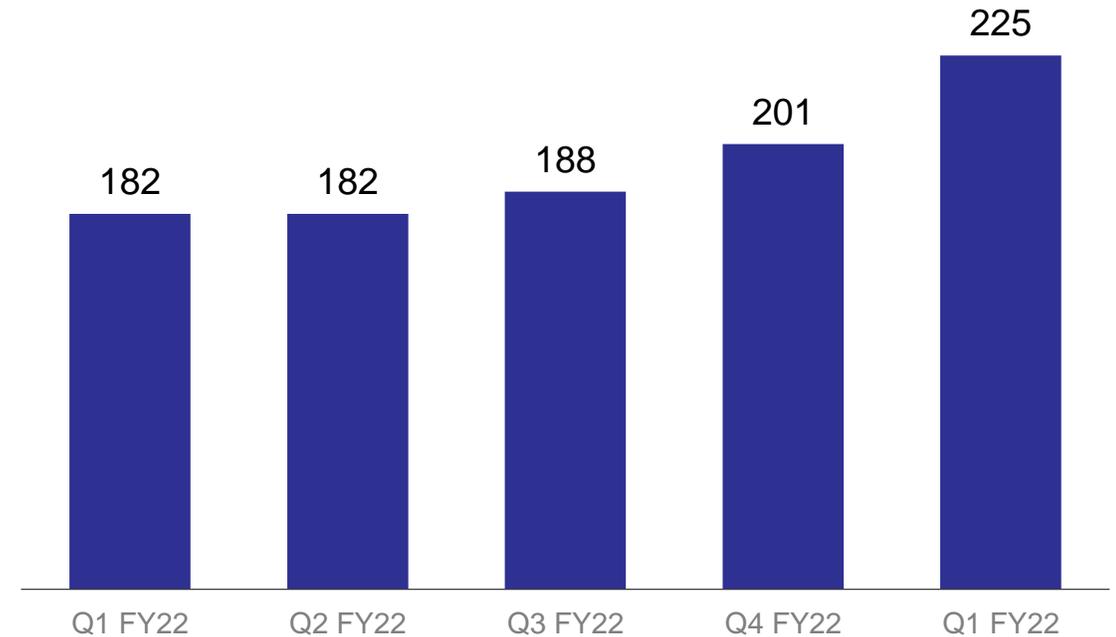
Yearly trends

20%
CAGR



Quarterly trends

24%
YoY



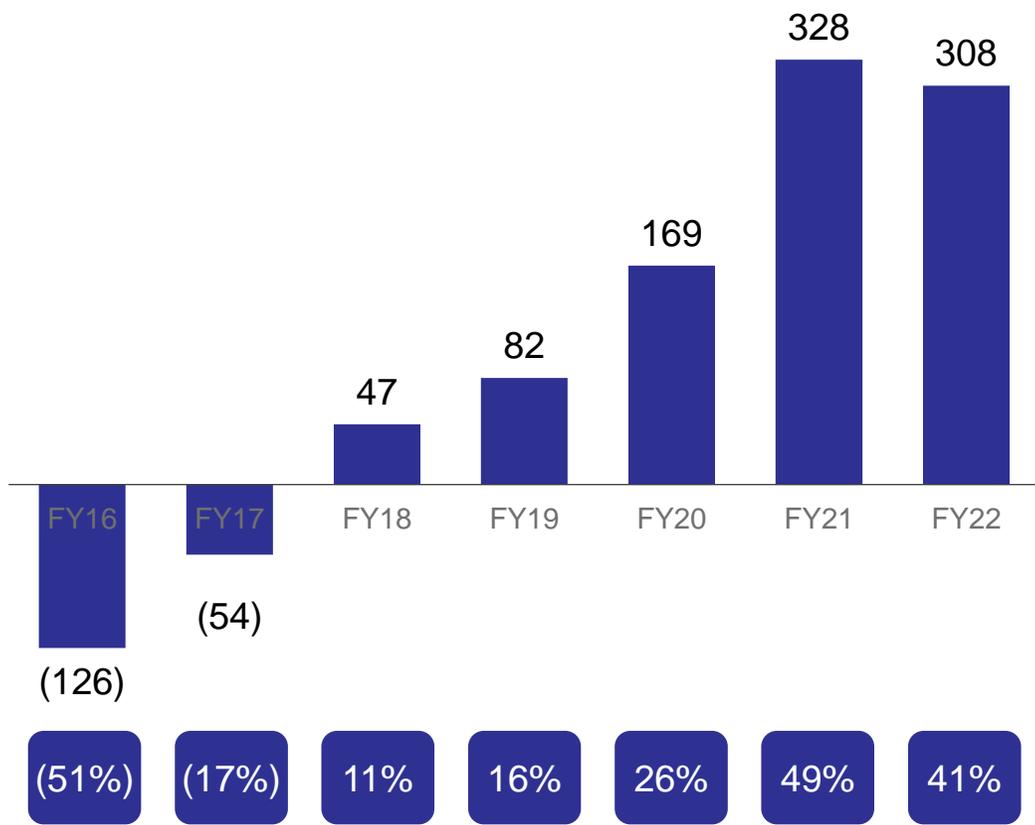
Note: Above figures have been calculated by dividing financials (in mn) by 10; Figures have been rounded off

IndiaMART InterMESH Ltd

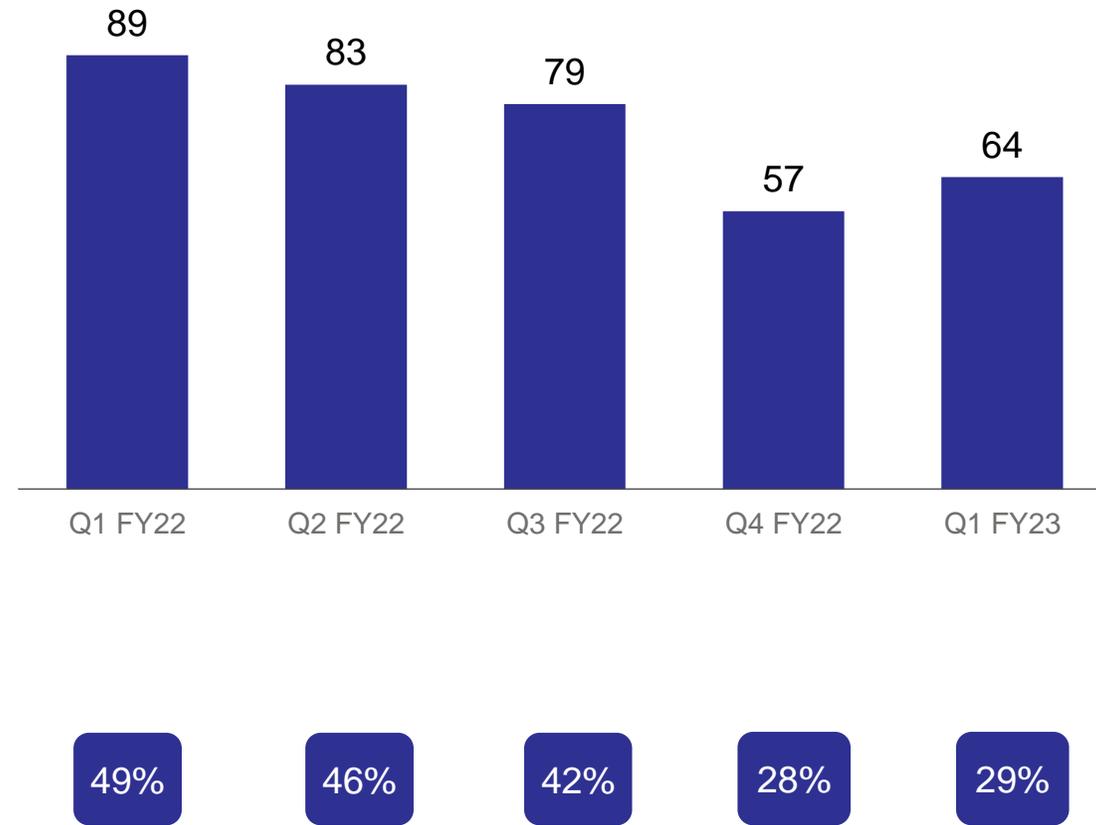
EBITDA - Consolidated

(₹ in Crores)

Yearly trends



Quarterly trends



EBITDA Margin

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

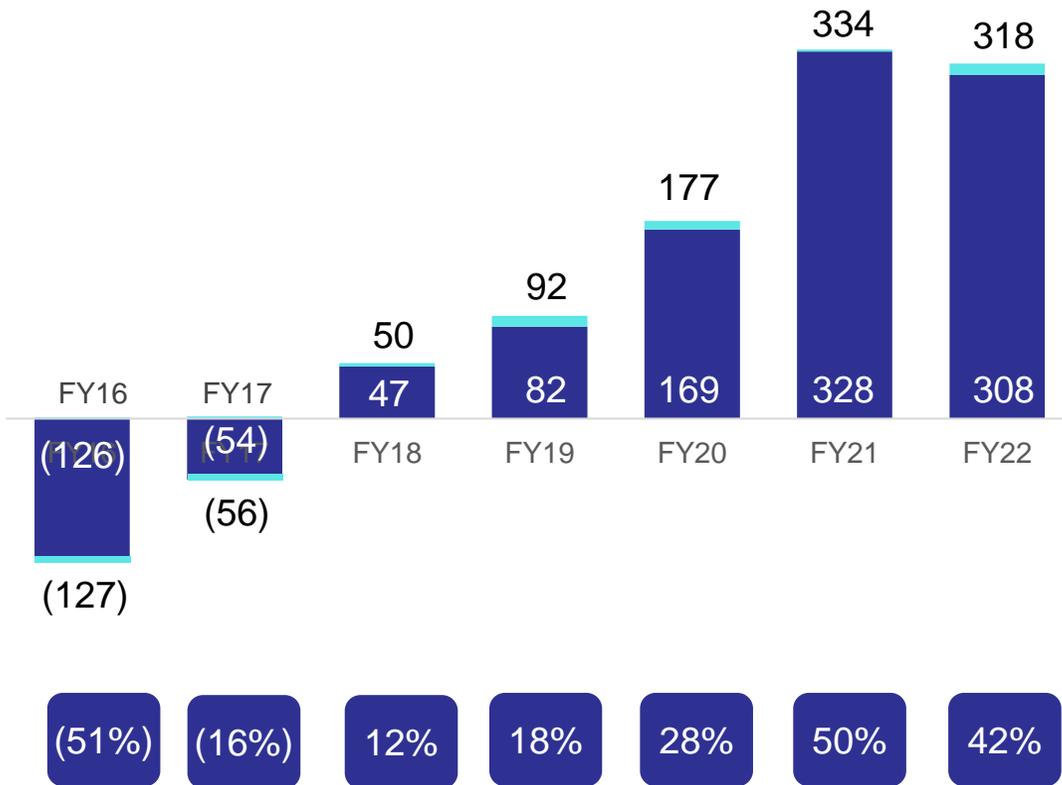


Note: Above figures have been calculated by dividing financials (in mn) by 10; Figures have been rounded off

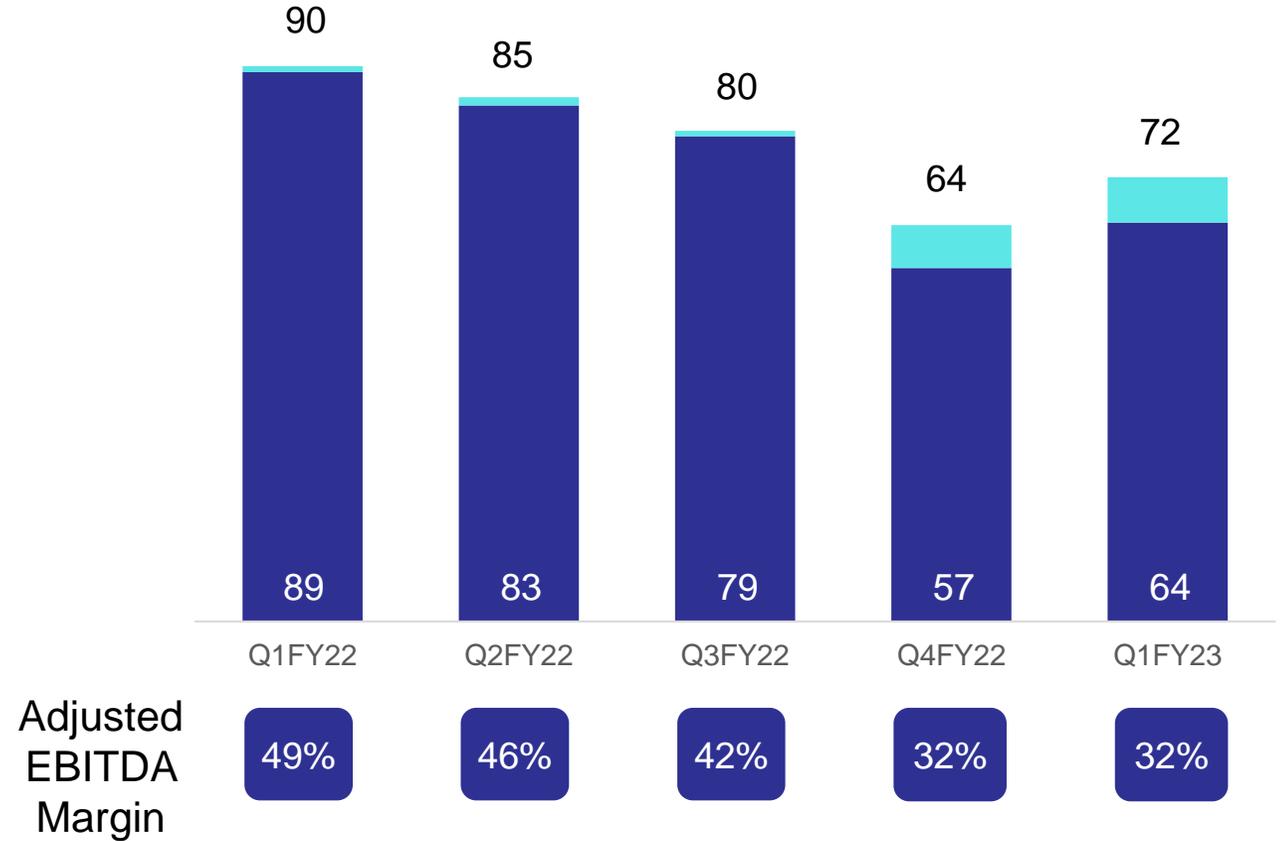
Adjusted EBITDA – Consolidated

(₹ in Crores)

Yearly trends



Quarterly trends



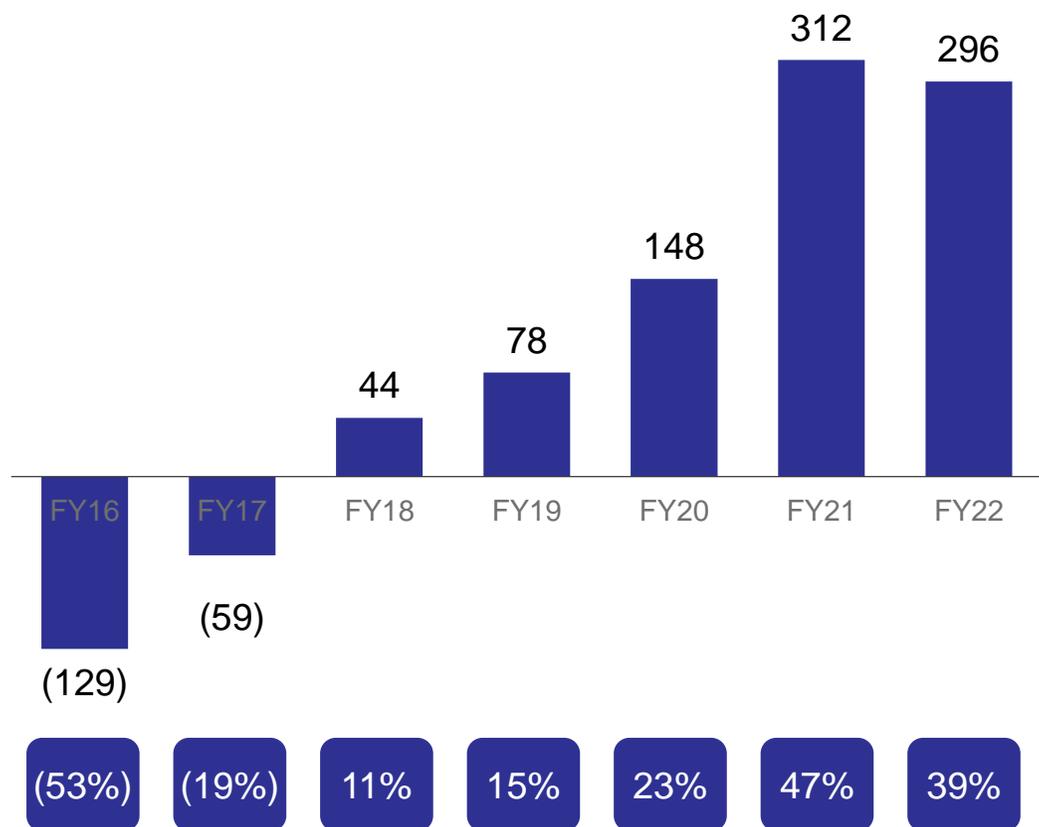
Share based compensation expense

Adjusted EBITDA is EBITDA before share-based compensation expense

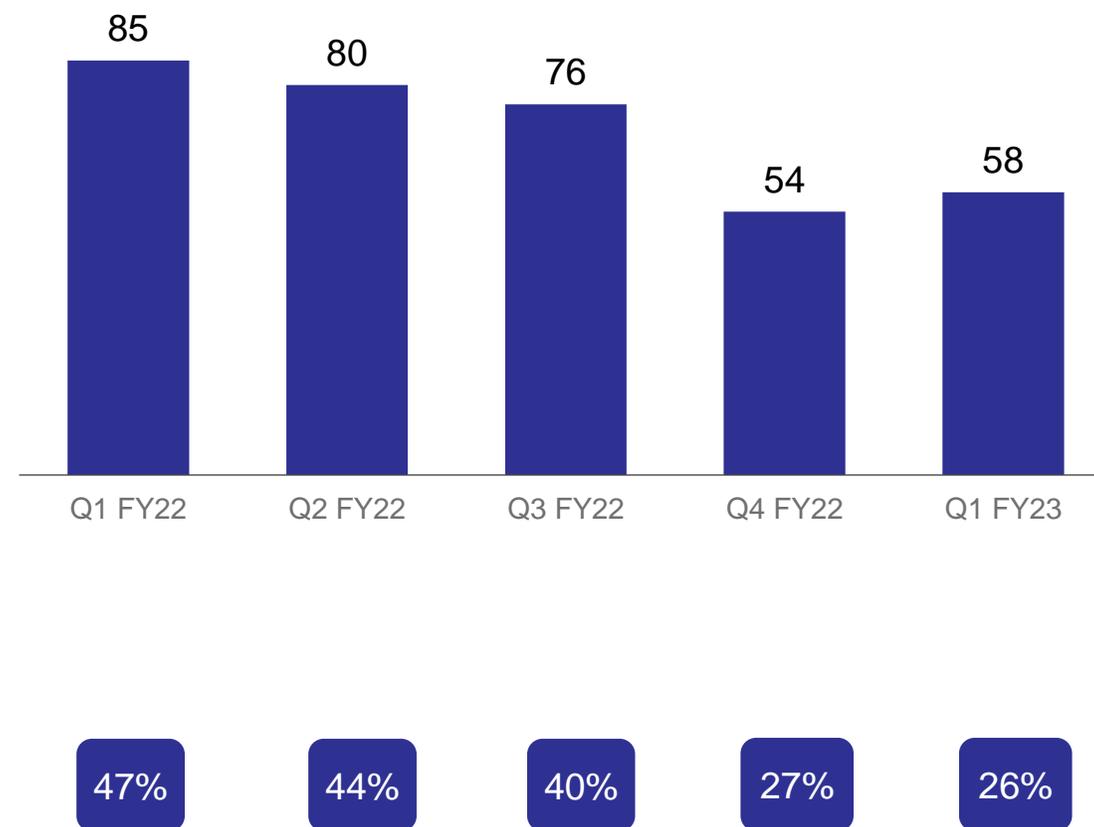
EBIT - Consolidated

(₹ in Crores)

Yearly trends



Quarterly trends

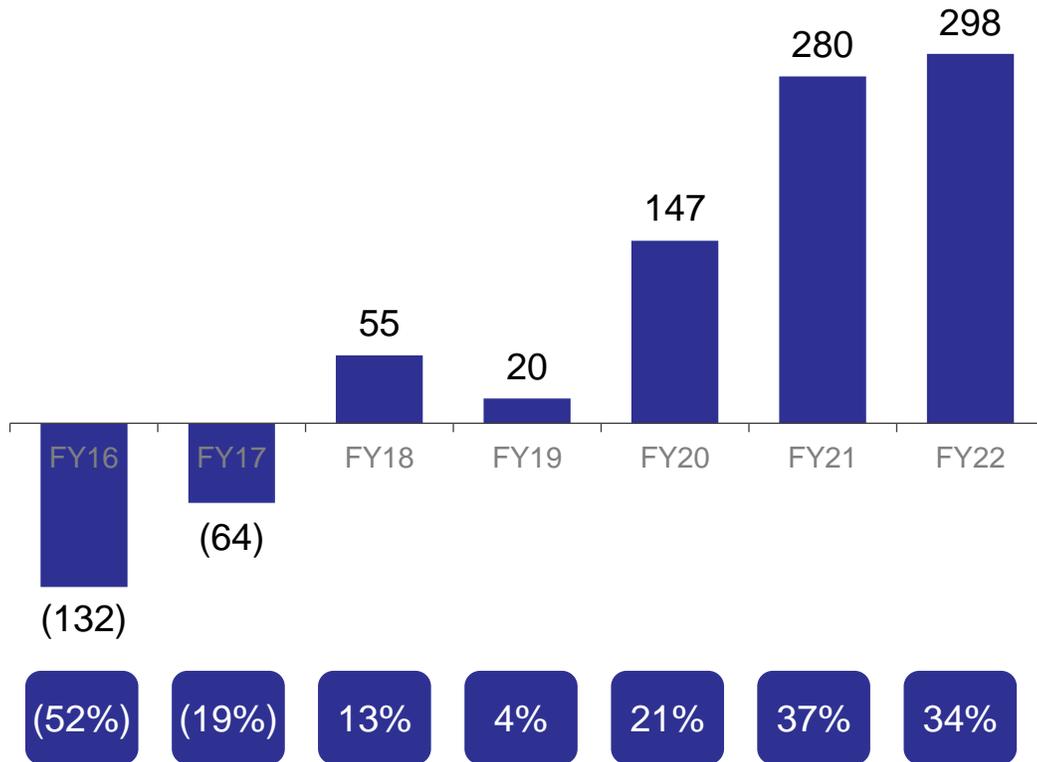


Note: Above figures have been calculated by dividing financials (in mn) by 10; Figures have been rounded off

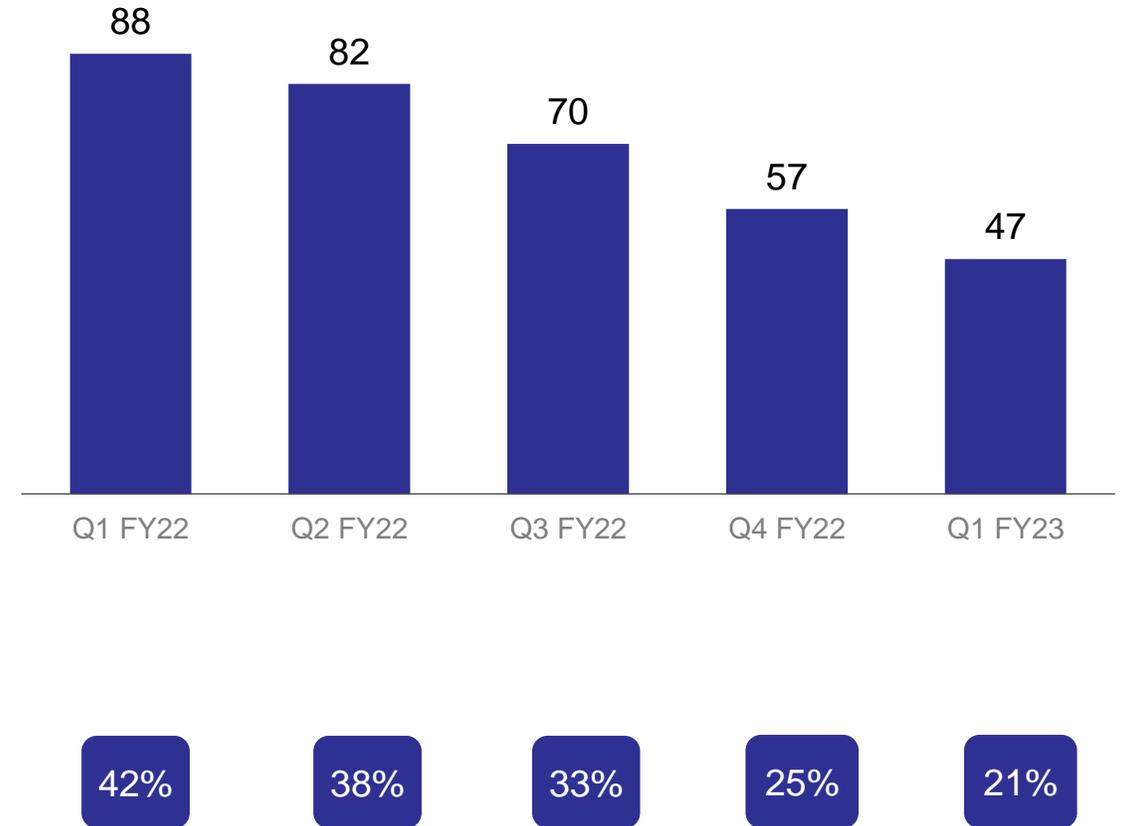
PAT - Consolidated

(₹ in Crores)

Yearly trends



Quarterly trends



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

Revenue – Legal Entity View

(₹ in Crore)

Particulars	Q1 FY22	Q2 FY22	Q3 FY22	Q4 FY22	Q1 FY23
Revenue from Operations					
IndiaMART InterMESH Ltd	181	182	187	201	213
Pay With IndiaMART Pvt Ltd	0.7	0.7	0.6	0.6	0.7
Tolexo Online Pvt Ltd	0.1	0.3	0.3	0.3	0.3
Busy Infotech Pvt Ltd*	-	-	-	-	10.5
Finlite Technologies Pvt Ltd*	-	-	-	-	0.2
	182	183	188	202	225
Inter Company Adjustments	(0.2)	(0.2)	(0.1)	(0.2)	(0.2)
Consolidated Revenue from Operations	182	182	188	201	225

~95% of revenue contributed by IndiaMART standalone business

* Forms part of "Accounting Software Services" segment as reported in Note no. 32 Segment information in the Consolidated Financial Statements

Notes:

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



EBITDA – Legal Entity View

(₹ in Crore)

Particulars	Q1 FY22	Q2 FY22	Q3 FY22	Q4 FY22	Q1 FY23
EBITDA					
IndiaMART InterMESH Ltd	89.7	84.3	79.8	58.3	59.8
Pay With IndiaMART Pvt Ltd	0.1	0.0	0.1	0.1	0.1
Tolexo Online Pvt Ltd	(1.1)	(1.1)	(1.2)	(1.0)	(0.2)
Busy Infotech Pvt Ltd*	-	-	-	-	4.9
Finlite Technologies Pvt Ltd*	-	-	-	-	(0.5)
	88.6	83.2	78.8	57.4	64.2
Inter Company Adjustments	(0.0)	0.0	(0.0)	0.0	(0.0)
Consolidated EBITDA	88.6	83.2	78.7	57.3	64.2

~93% of EBITDA contributed by IndiaMART standalone business

* Forms part of "Accounting Software Services" segment as reported in Note no. 32 Segment information in the Consolidated Financial Statements

Note:

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



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

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





Electric Vehicles

Financial Performance

Standalone Basis



Financial Performance – Standalone

(₹ in Crores)

Financial Metrics	Q1 FY23	Q1 FY22	YoY Change	Q4 FY22	QoQ Change
Revenue from Operations	213	181	18%	201	6%
Other Income	(3)	30	(109%)	25	(111%)
Total Income	211	211	(0.1%)	226	(7%)
Manpower Cost ¹	81	53	52%	79	2%
Outsourced Sales Cost	32	13	140%	29	7%
Other Operating Expense	34	24	40%	27	27%
Total Expenses	146	90	62%	135	8%
Adjusted EBITDA¹	67	91	(26%)	65	3%
<i>Adjusted EBITDA Margin(%)</i>	<i>31%</i>	<i>50%</i>		<i>32%</i>	
Employee share based payment expense	7	1	638%	7	4%
EBITDA	60	90	(33%)	58	3%
<i>EBITDA Margin(%)</i>	<i>28%</i>	<i>50%</i>		<i>29%</i>	
Others ²	5	5	2%	4	11%
Profit Before Tax	52	115	(54%)	79	(34%)
Tax Expense	3	24	(85%)	19	(82%)
Net Profit	49	91	(46%)	60	(18%)
<i>Net Profit Margin(%)</i>	<i>23%</i>	<i>43%</i>		<i>26%</i>	
EPS (Rs.)	16.0	29.9	(47%)	19.6	(18%)
Cash Generated from Operating Activities	69	63	9%	159	(57%)
Collections from Customers	241	170	42%	318	(24%)

¹ Excluding employee share-based payment expense

² 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
Assets							
Fixed Assets (incl. intangible assets)	3	2	2	2	3	3	7
Right-of-use assets	63	59	58	55	53	53	50
Other assets	41	33	33	38	49	49	45
Cash, bank & other investments	2,359	2,417	2,461	2,509	2,414	2,414	1,773
Investment in subsidiaries	9	39	67	90	86	86	658
Investment in associates & others	41	41	52	85	360	360	364
Total	2,516	2,591	2,673	2,779	2,965	2,965	2,897
Liabilities							
Capital (incl. reserves)	1,617	1,708	1,750	1,826	1,892	1,892	1,824
Deferred revenue & Customer Advances	726	715	756	790	907	907	935
Provisions & payables	67	59	62	61	64	64	59
Statutory liabilities	22	17	15	18	29	29	14
Deferred tax & current tax liabilities (net)	21	30	29	26	16	16	5
Lease liabilities	63	61	60	58	56	56	54
Other financial liabilities	-	1	1	1	1	1	6
Total	2,516	2,591	2,673	2,779	2,965	2,965	2,897



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

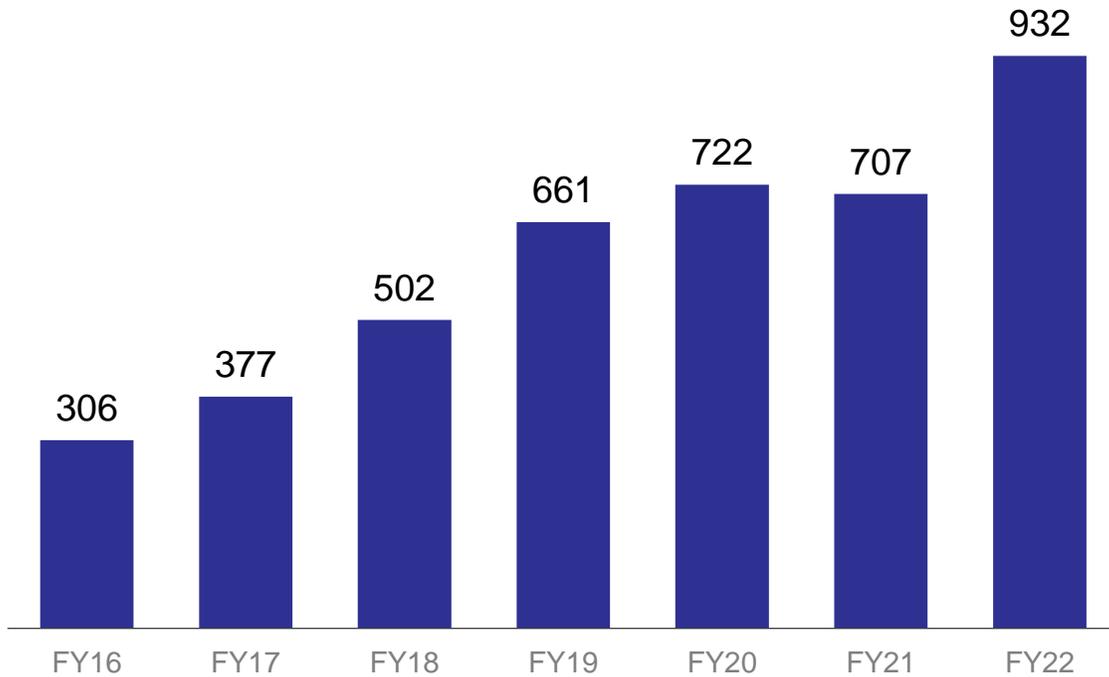
IndiaMART InterMESH Ltd

Collections from Customer - Standalone

(₹ in Crores)

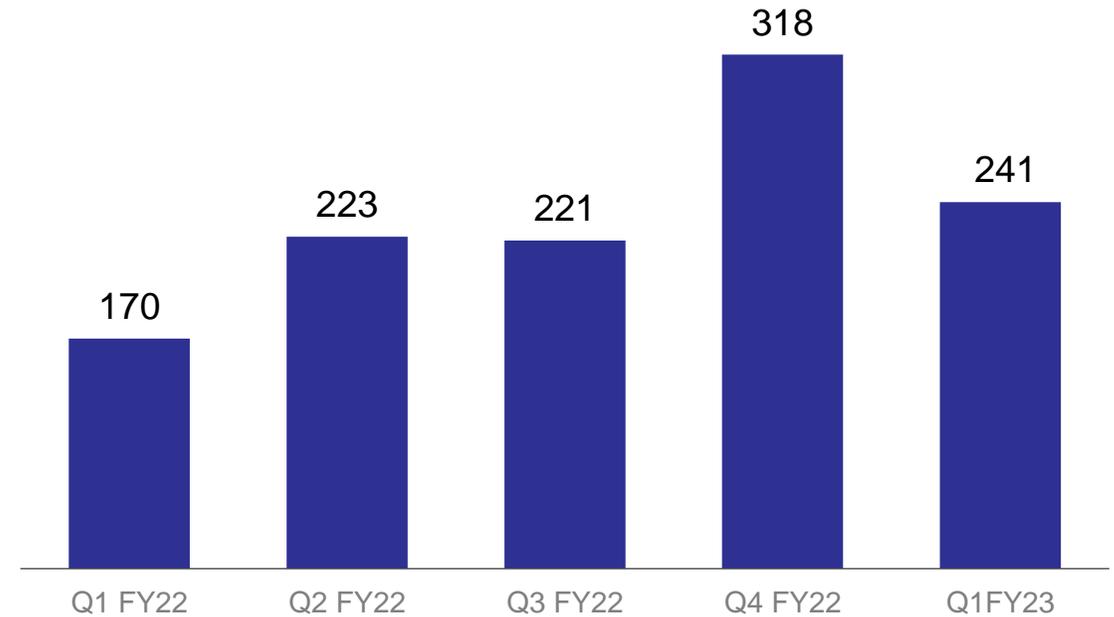
Yearly trends

20%
CAGR



Quarterly trends

42%
YoY



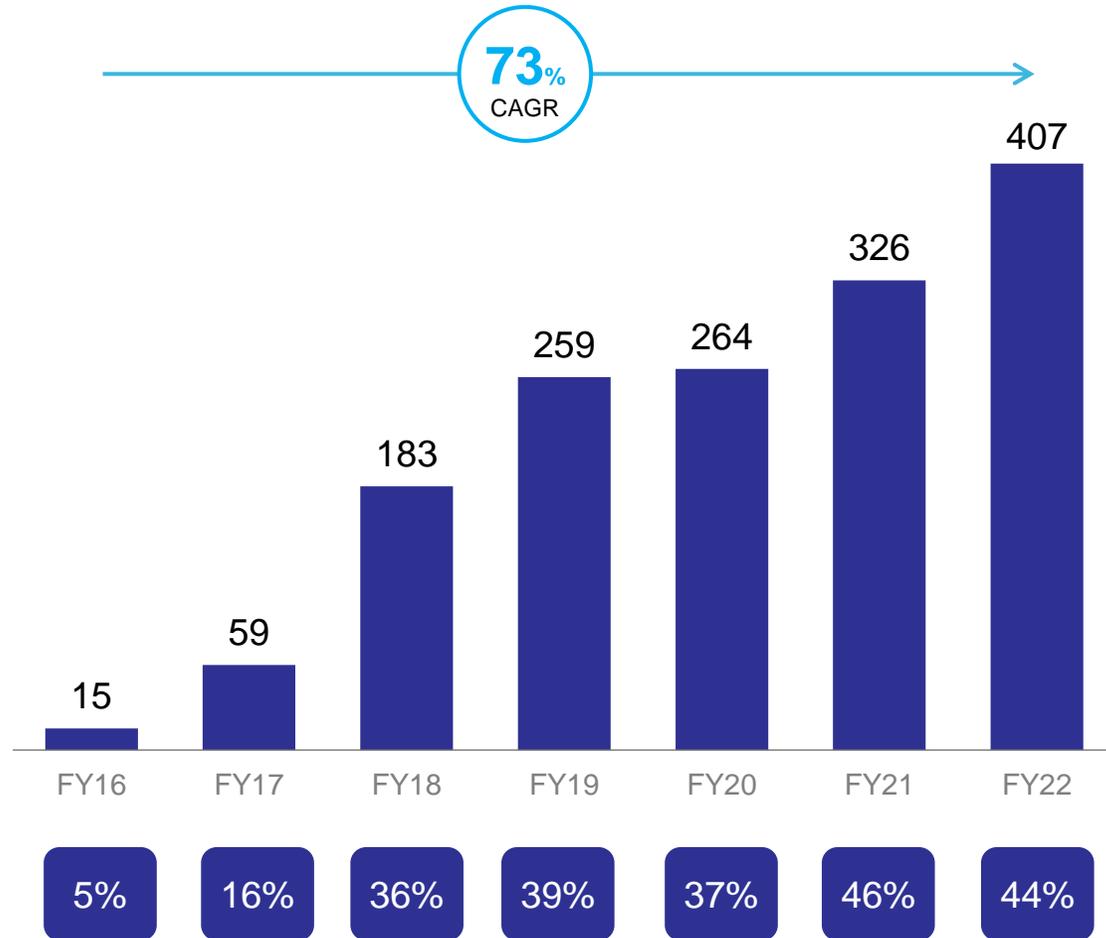
Note: Above figures have been calculated by dividing financials (in mn) by 10; Figures have been rounded off

Cash Generated From Operating Activities - Standalone

(₹ in Crores)

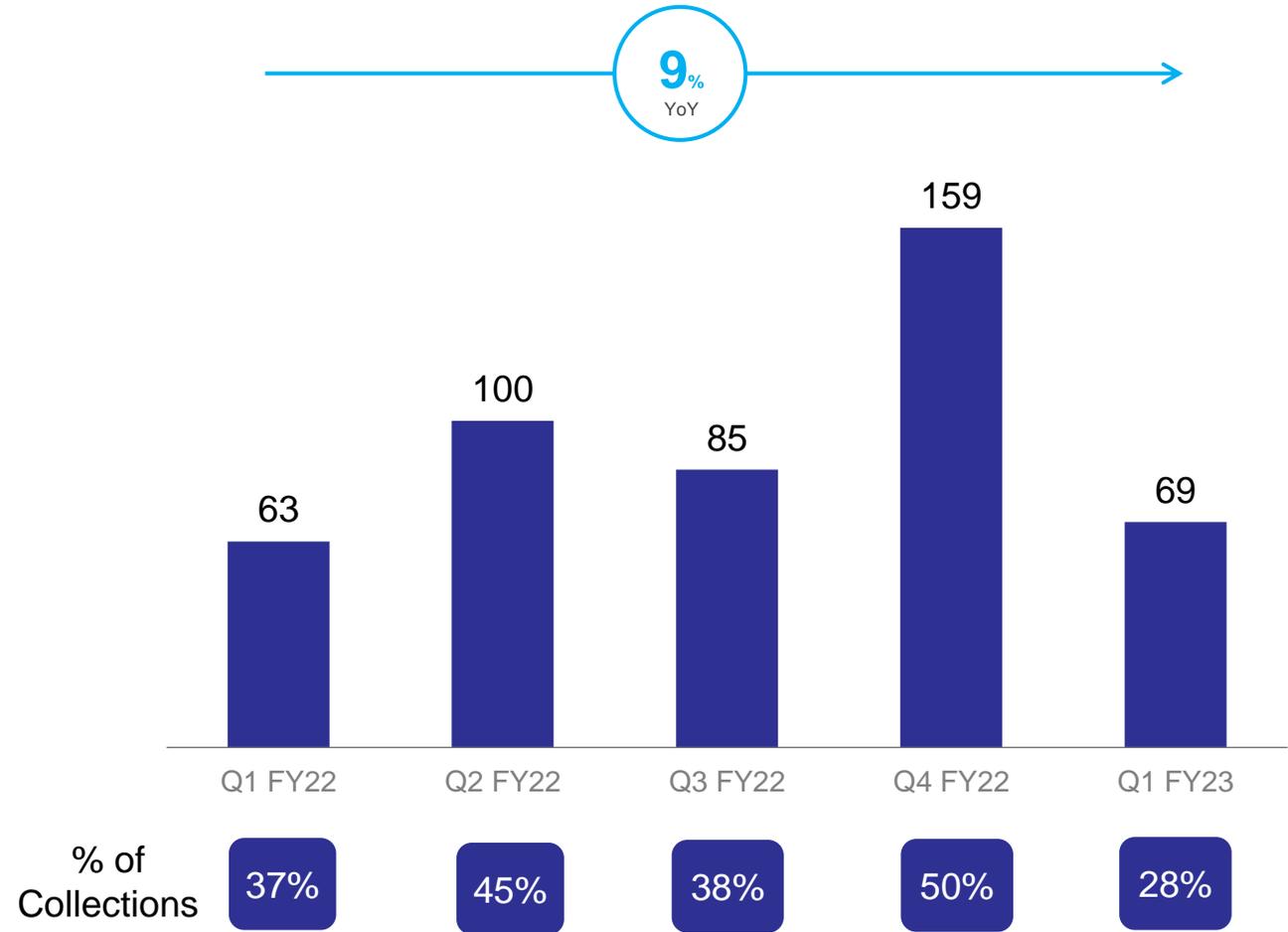
Yearly trends

73%
CAGR



Quarterly trends

9%
YoY



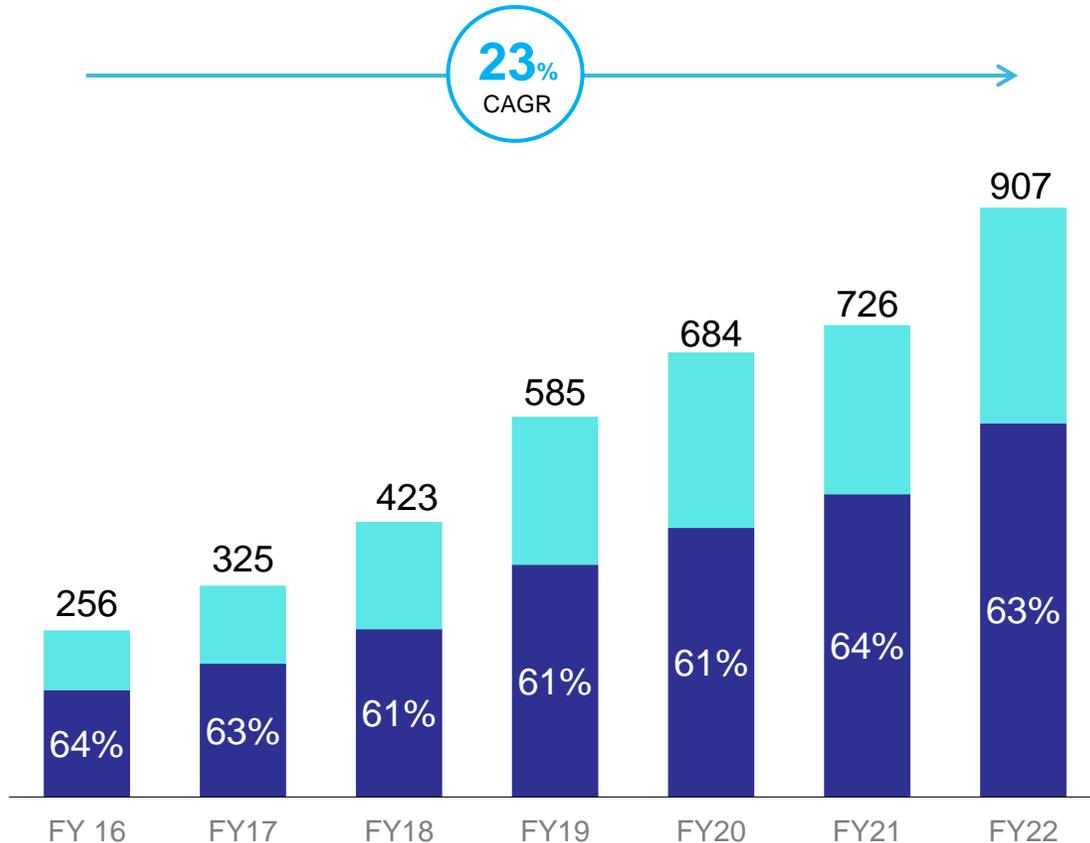
Note: Above figures have been calculated by dividing financials (in mn) by 10; Figures have been rounded off

Deferred Revenue* - Standalone

(₹ in Crores)

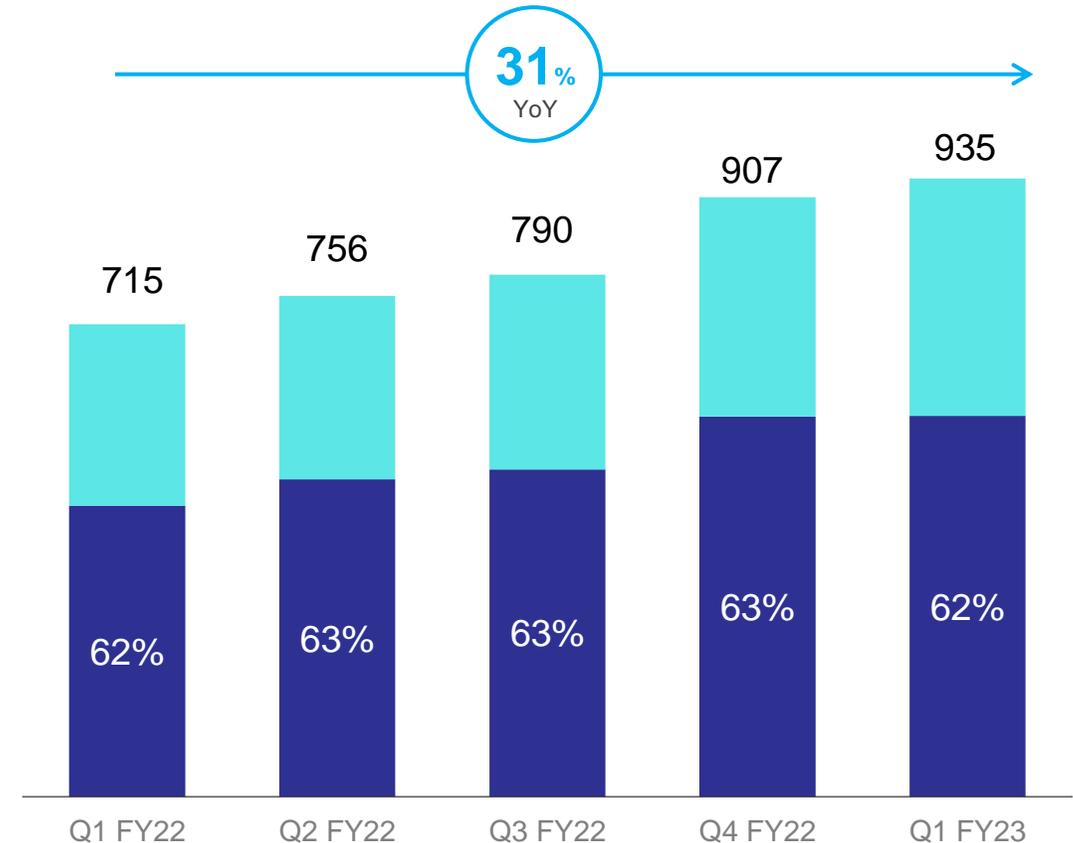
Yearly trends

23%
CAGR



Quarterly trends

31%
YoY



~19% of deferred revenue gets recognized within next 3 months



* Refers to contract liabilities in the financial statements, i.e. including advances from customers
Note: Above figures have been calculated by dividing financials (in mn) by 10; Figures have been rounded off

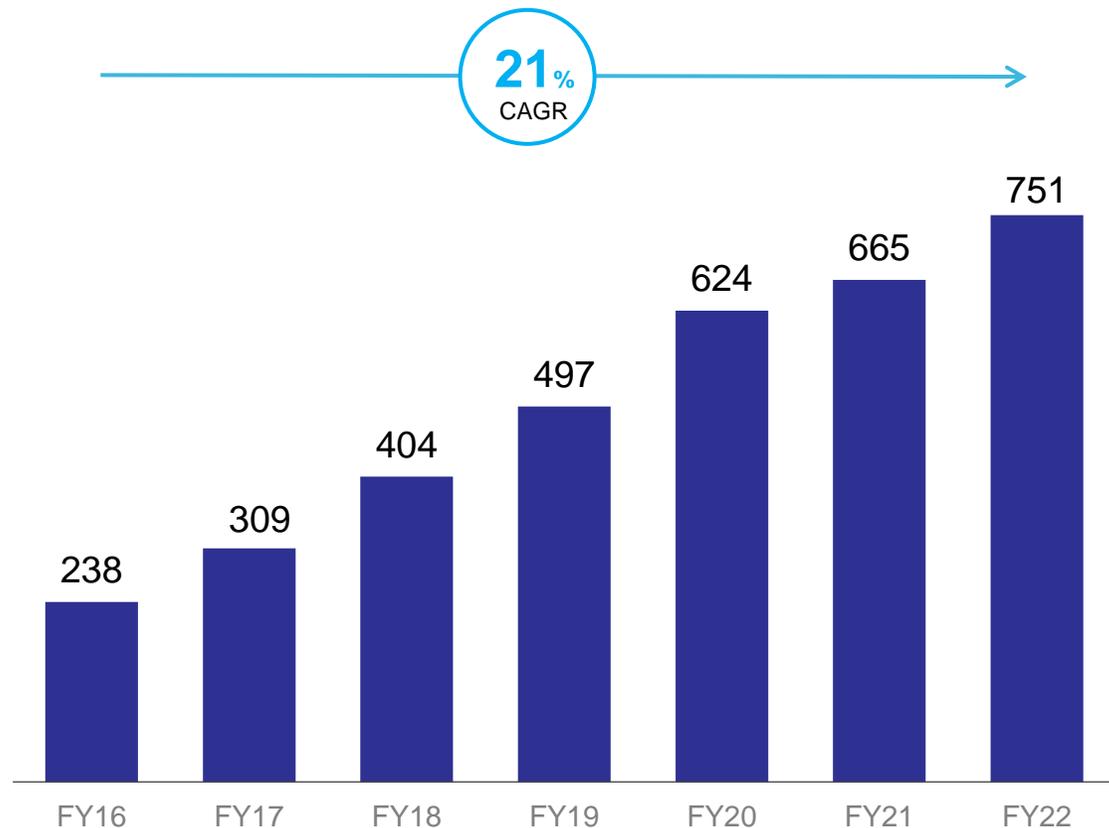
■ Current

Revenue from Operations - Standalone

(₹ in Crores)

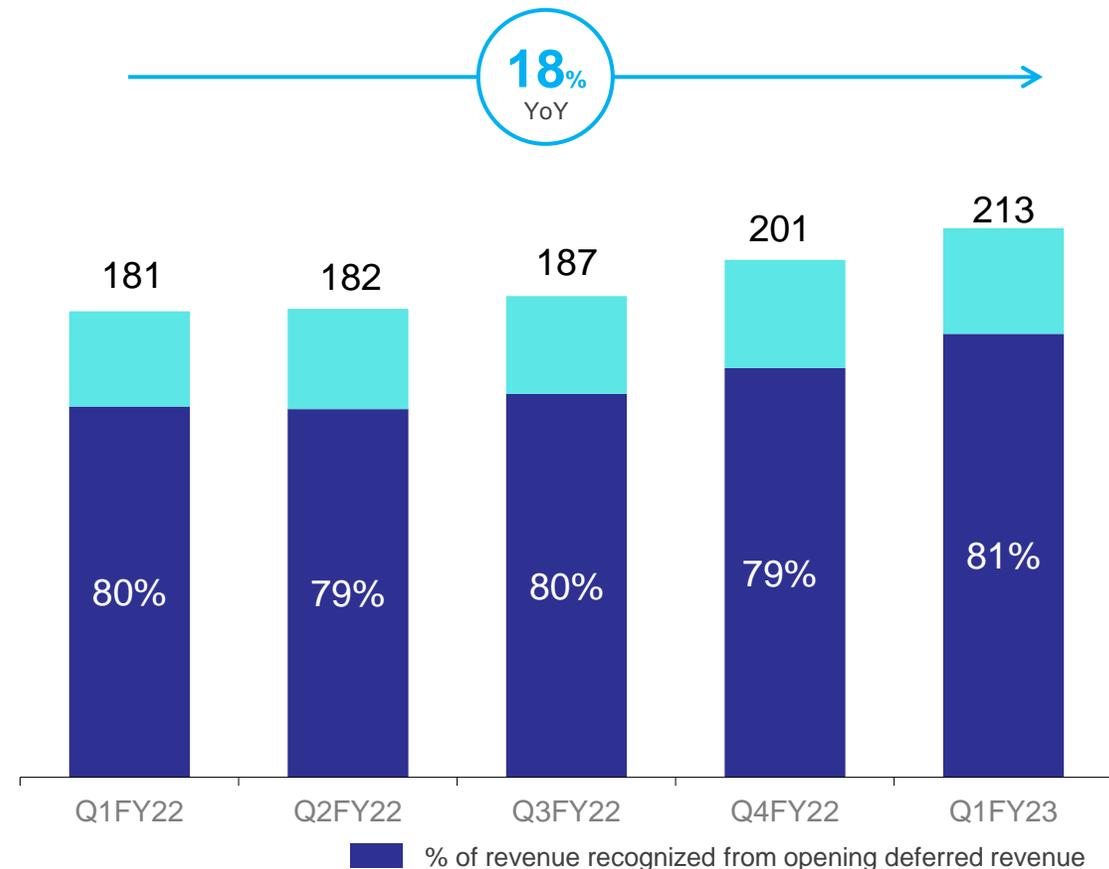
Yearly trends

21%
CAGR



Quarterly trends

18%
YoY



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



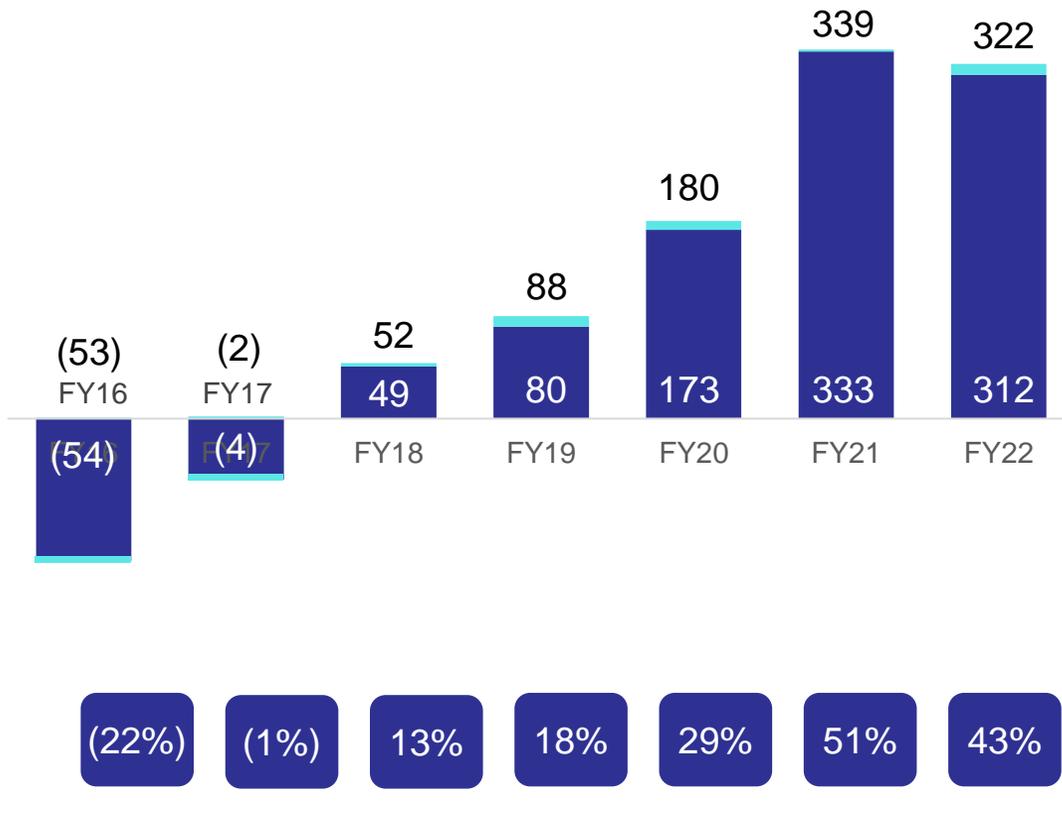
Note: Above figures have been calculated by dividing financials (in mn) by 10; Figures have been rounded off

IndiaMART InterMESH Ltd

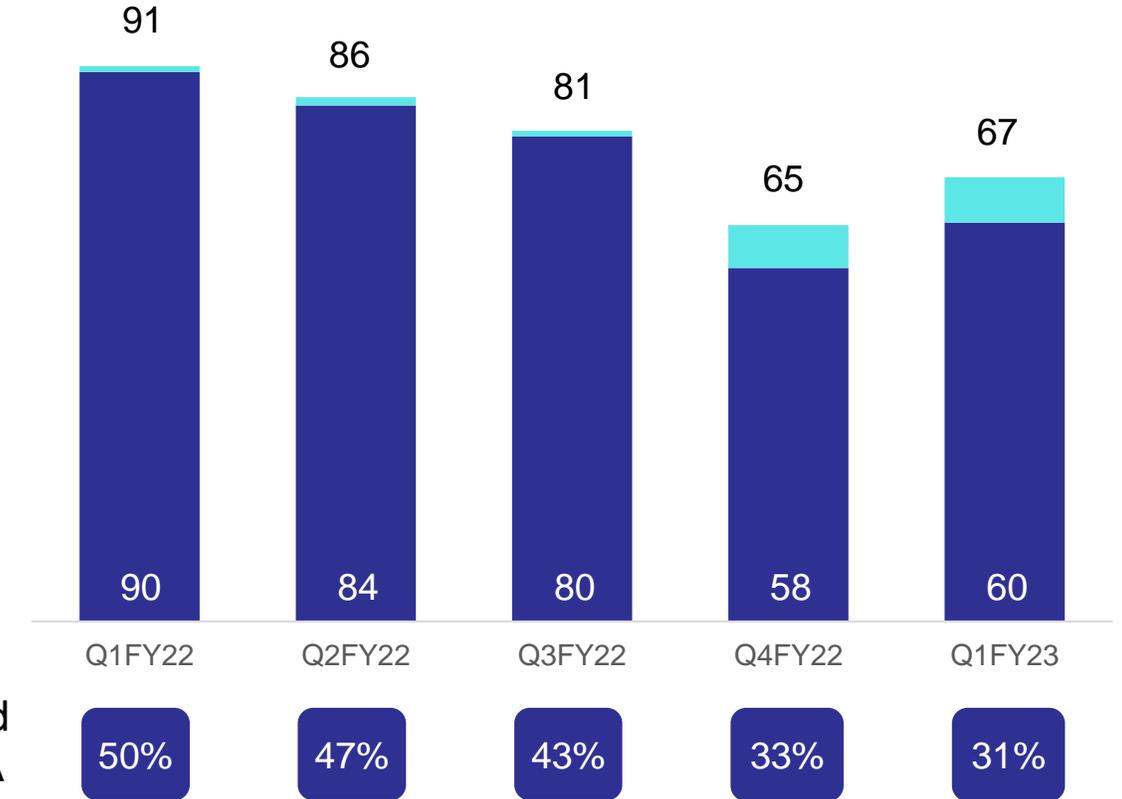
Adjusted EBITDA – Standalone

(₹ in Crores)

Yearly trends



Quarterly trends



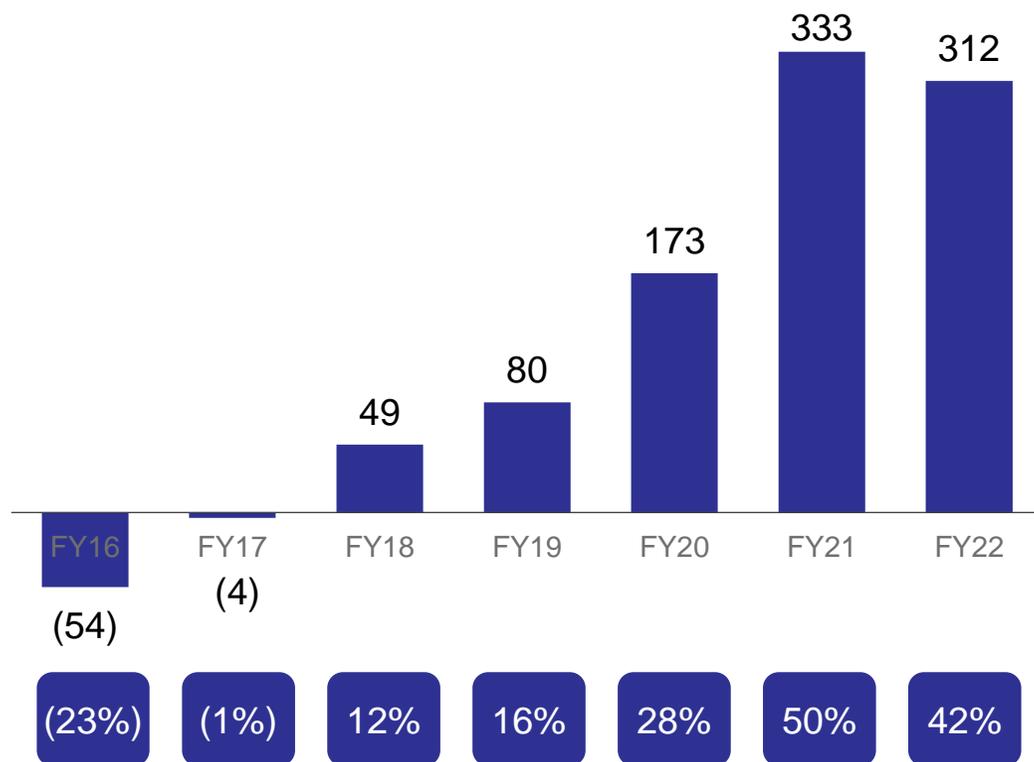
Share based compensation expense

Adjusted EBITDA is EBITDA before share-based compensation expense

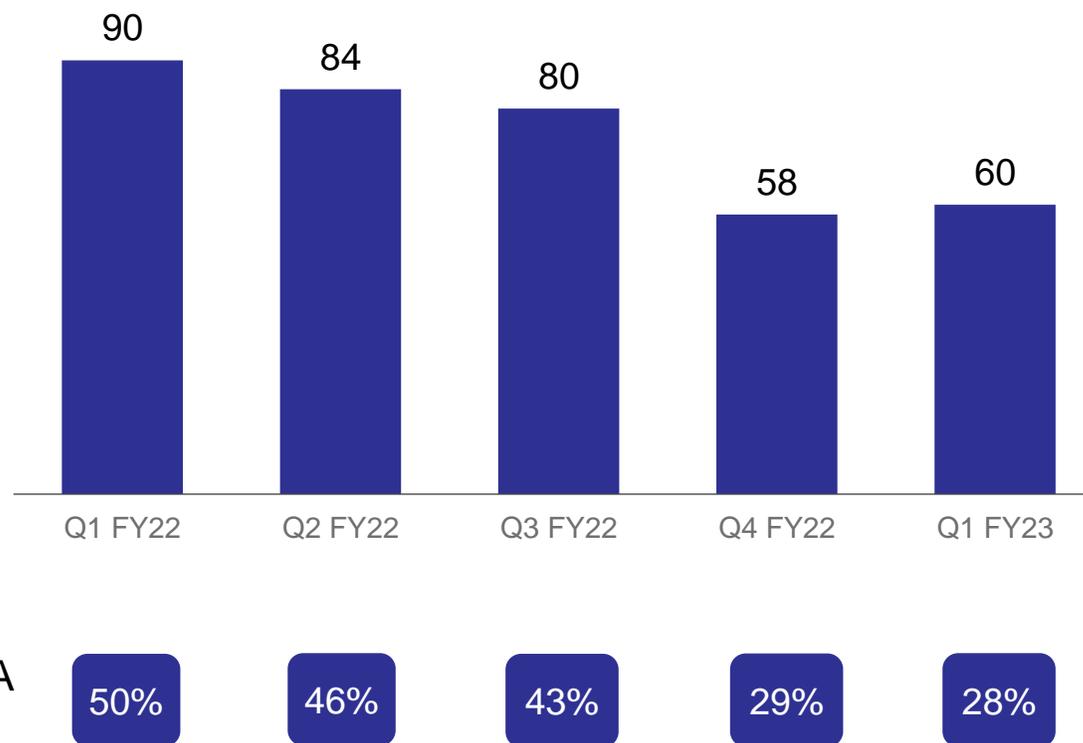
EBITDA - Standalone

(₹ in Crores)

Yearly trends



Quarterly trends



EBITDA
Margin

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



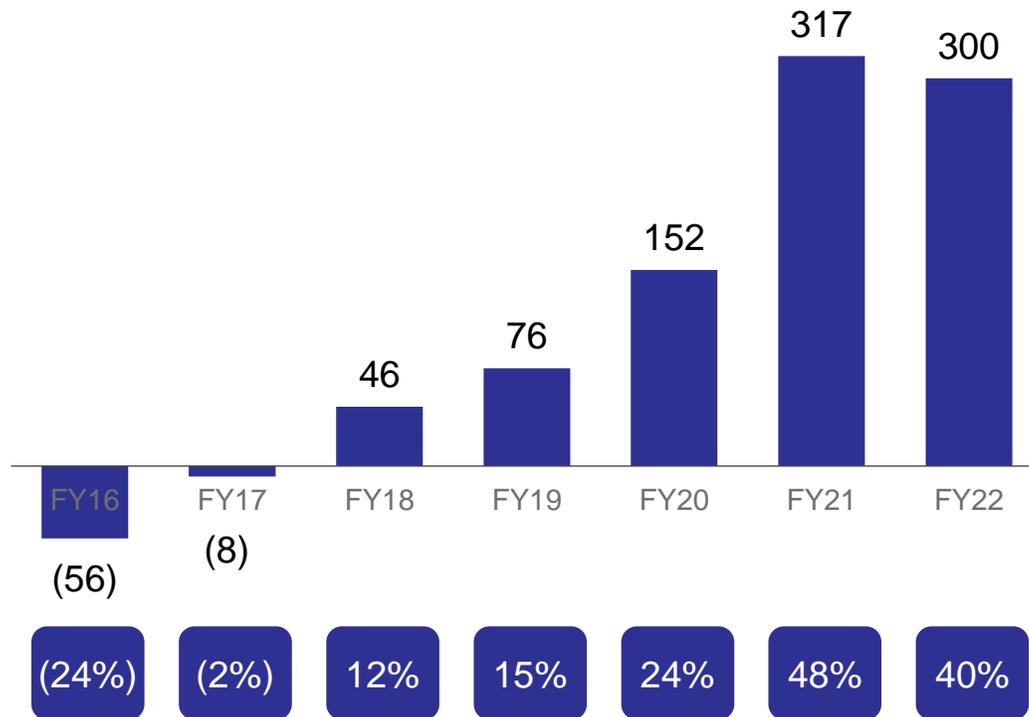
Note: Above figures have been calculated by dividing financials (in mn) by 10; Figures have been rounded off

IndiaMART InterMESH Ltd

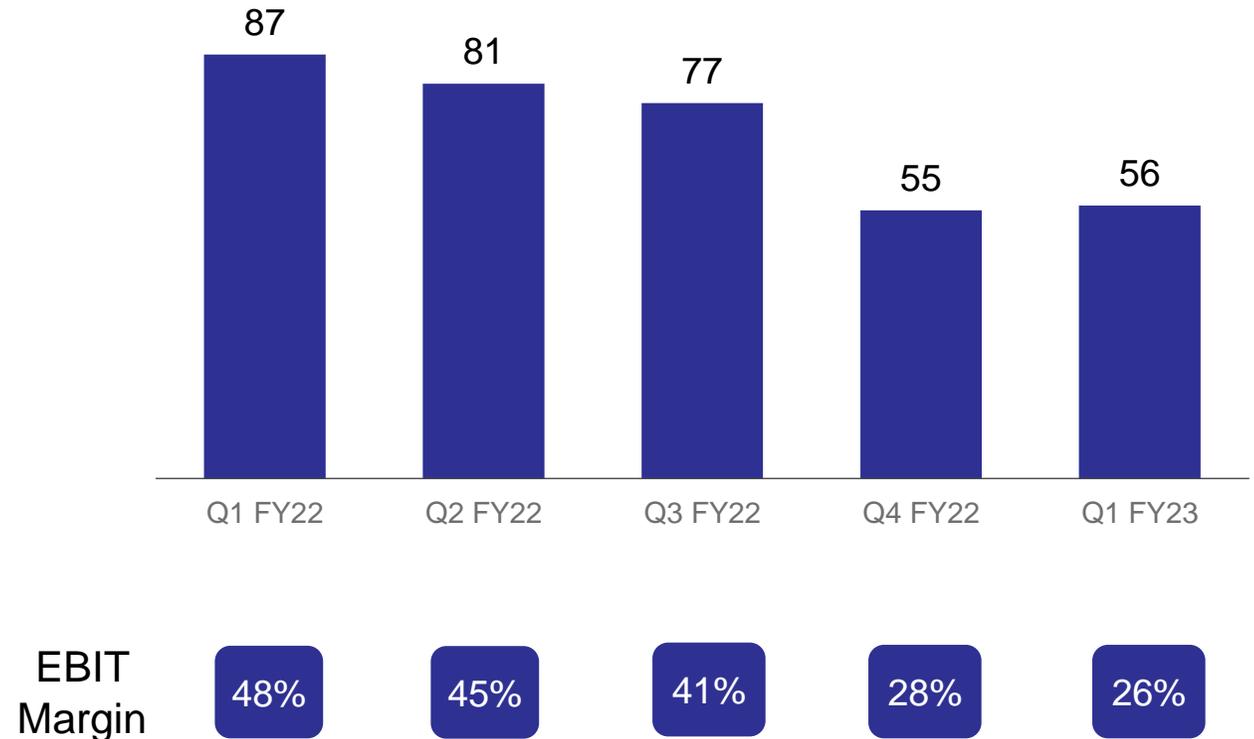
EBIT - Standalone

(₹ in Crores)

Yearly trends



Quarterly trends

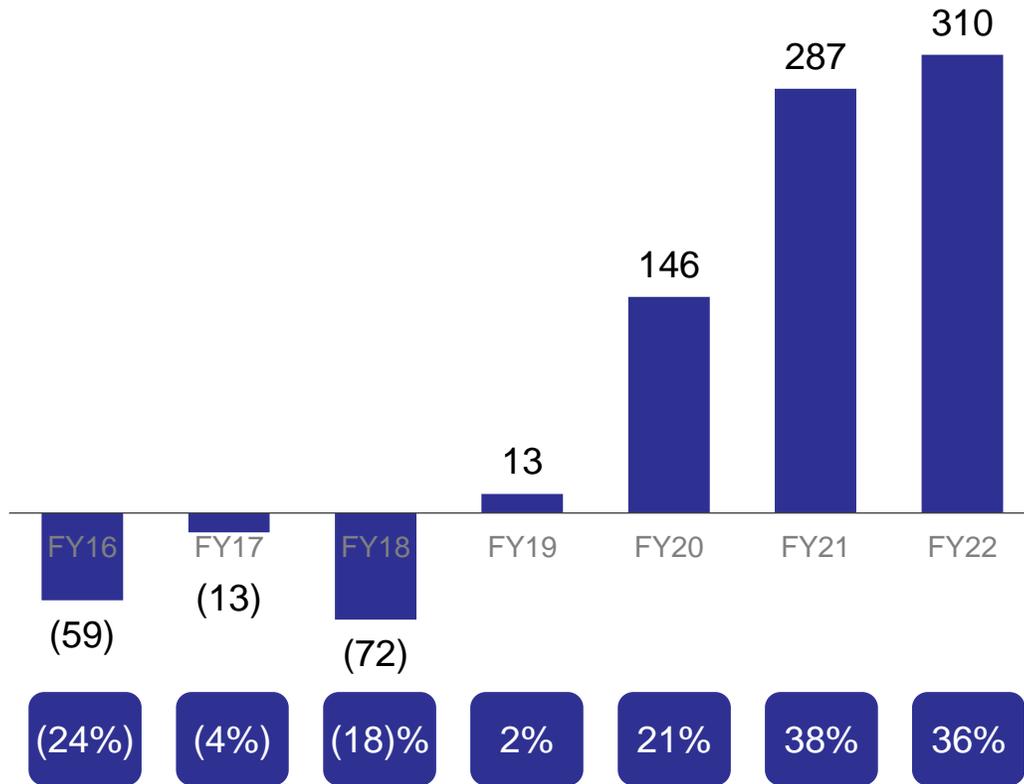


Note: Above figures have been calculated by dividing financials (in mn) by 10; Figures have been rounded off

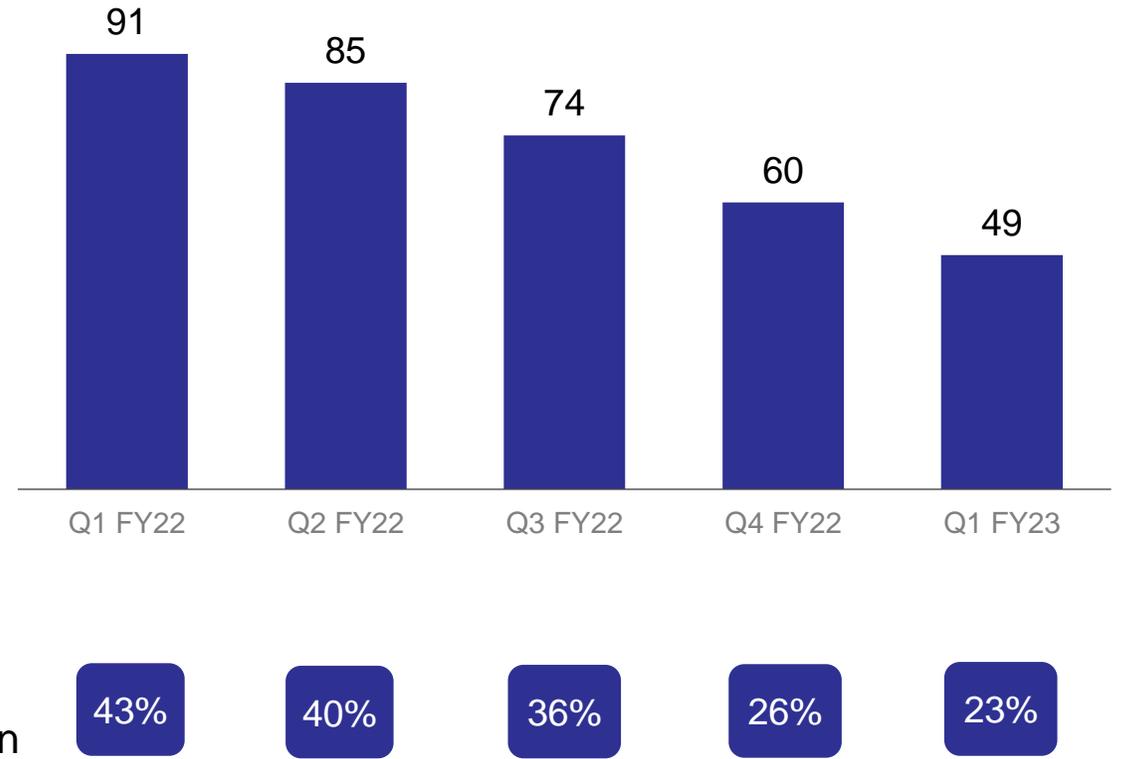
PAT - Standalone

(₹ in Crores)

Yearly trends



Quarterly trends



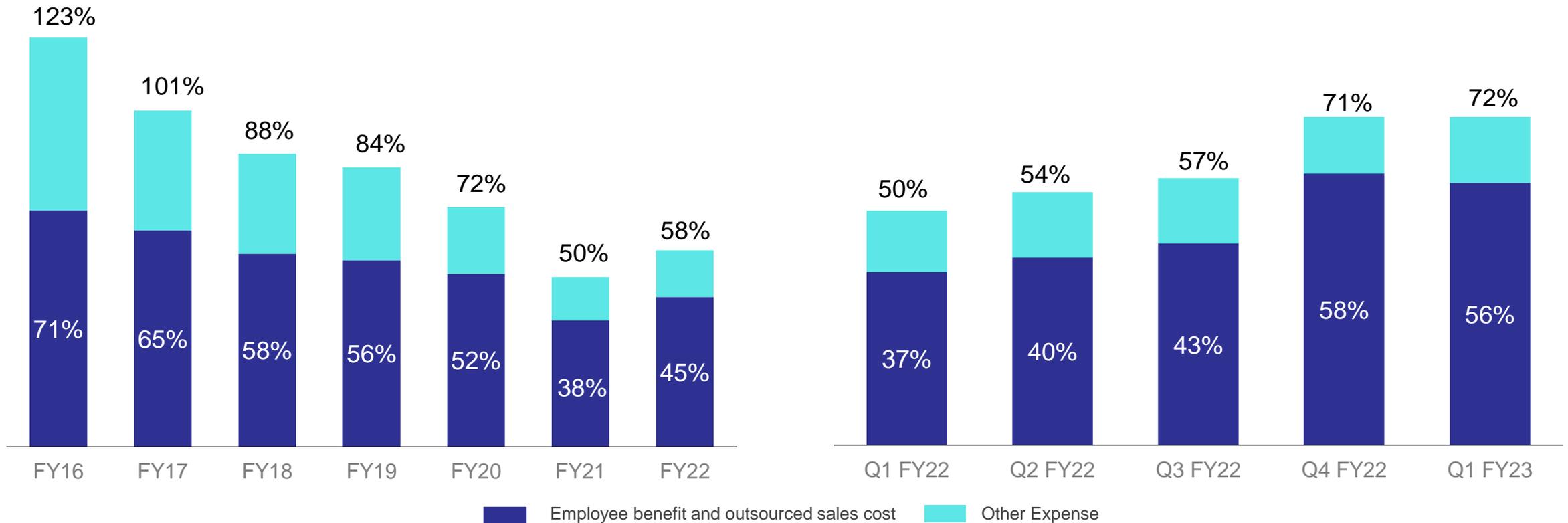
Note: Above figures have been calculated by dividing financials (in mn) by 10; Figures have been rounded off

Margin Leverage - Standalone

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

Yearly trends

Quarterly trends



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

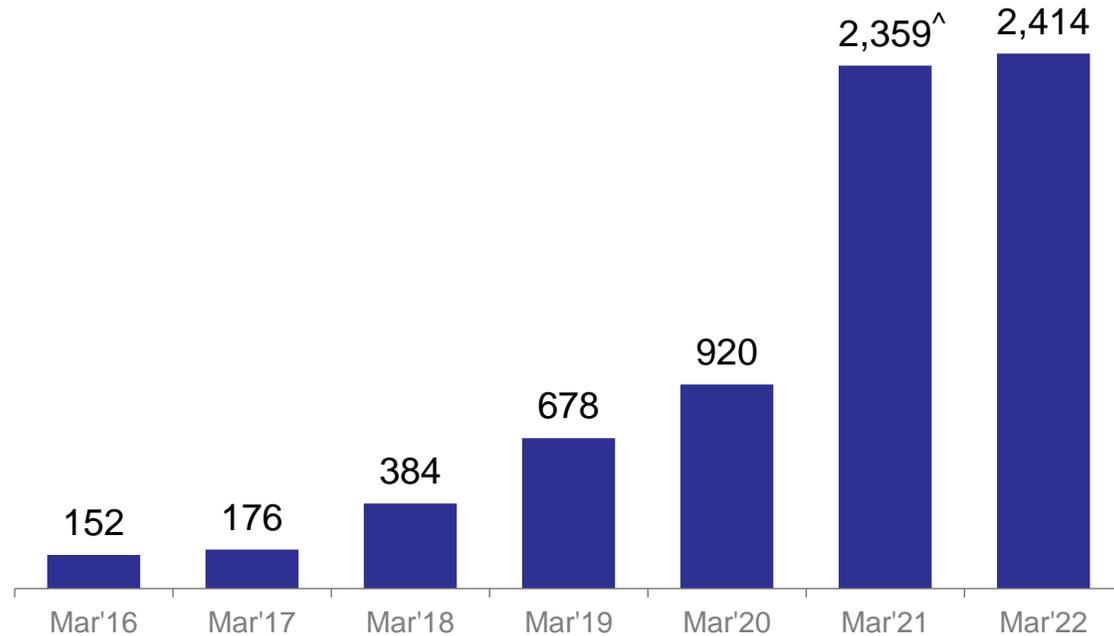


Cash and Investments* - Standalone

(₹ in Crores)

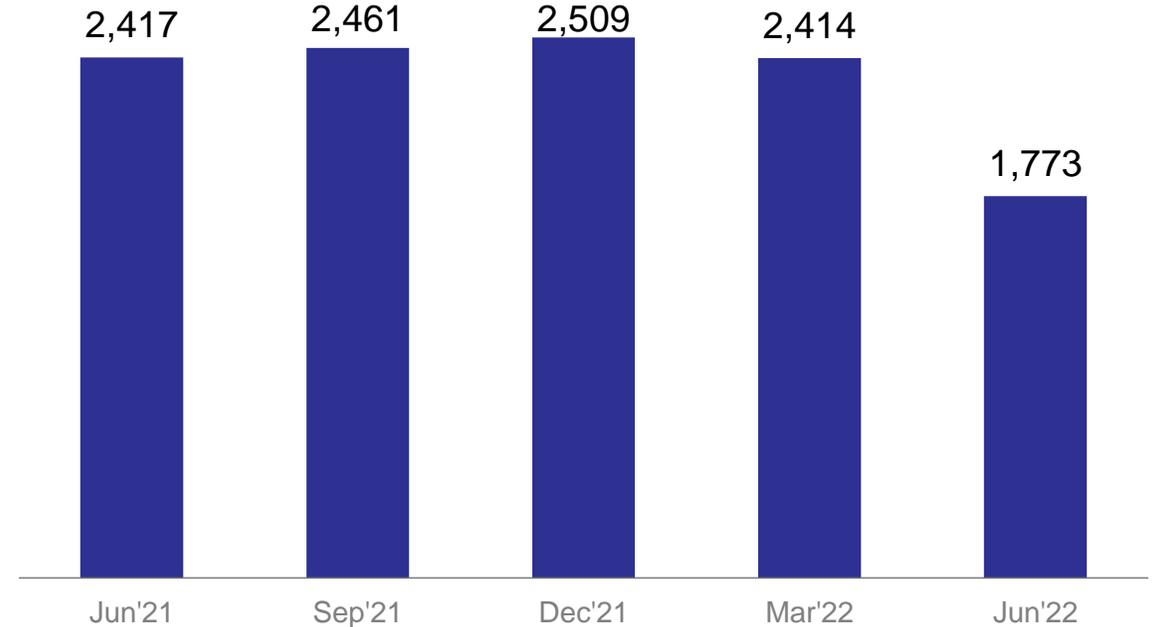
Yearly trends

59%
CAGR



Quarterly trends

(27)%
YoY



- Refers to Cash and Cash Equivalents and investments in Mutual Funds in the financial statements
- Cash and Investments in March 2021 includes Rs. 1,070 crores raised by company through QIP in February 2021
- Decline as of June 30th, 2022 is primarily on account of cash outflow relating to acquisition of Busy Infotech Pvt Ltd, Finlite technologies Pvt Ltd and share buyback completed during the quarter.



Functional P&L* - Standalone

(₹ in Crores)

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

Refer to Note no. 34 of Standalone Financial Statements for year ended 31 March 22 for detailed assumptions

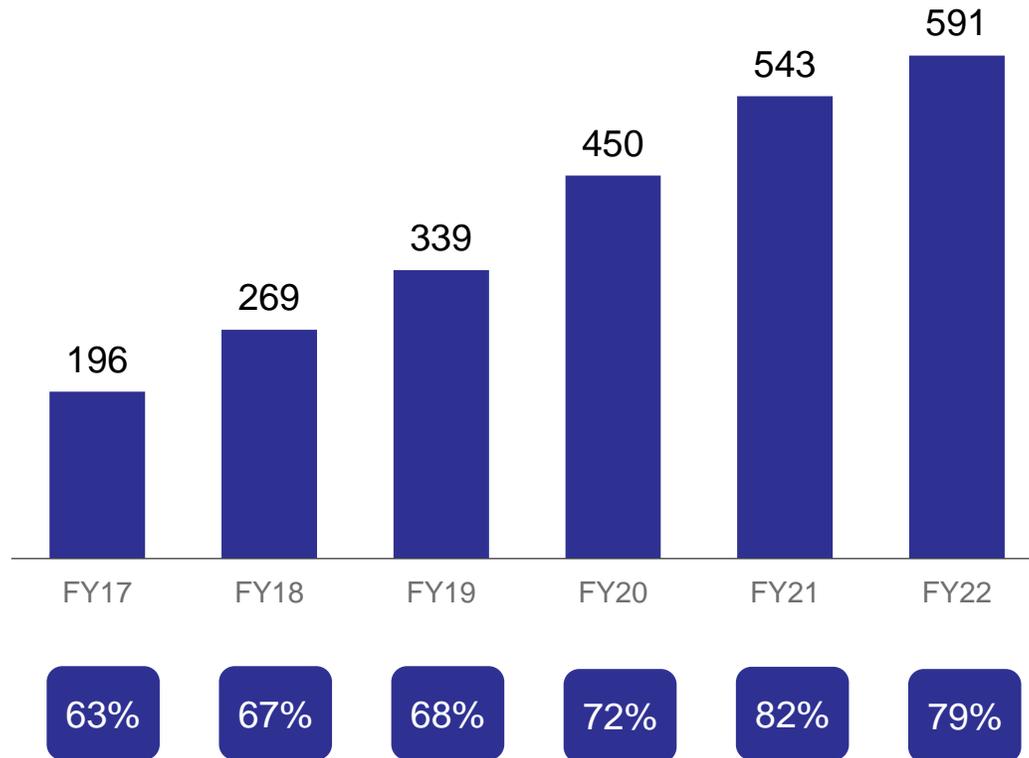
Note: Above figures have been calculated by dividing financials (in mn) by 10; Figures have been rounded off



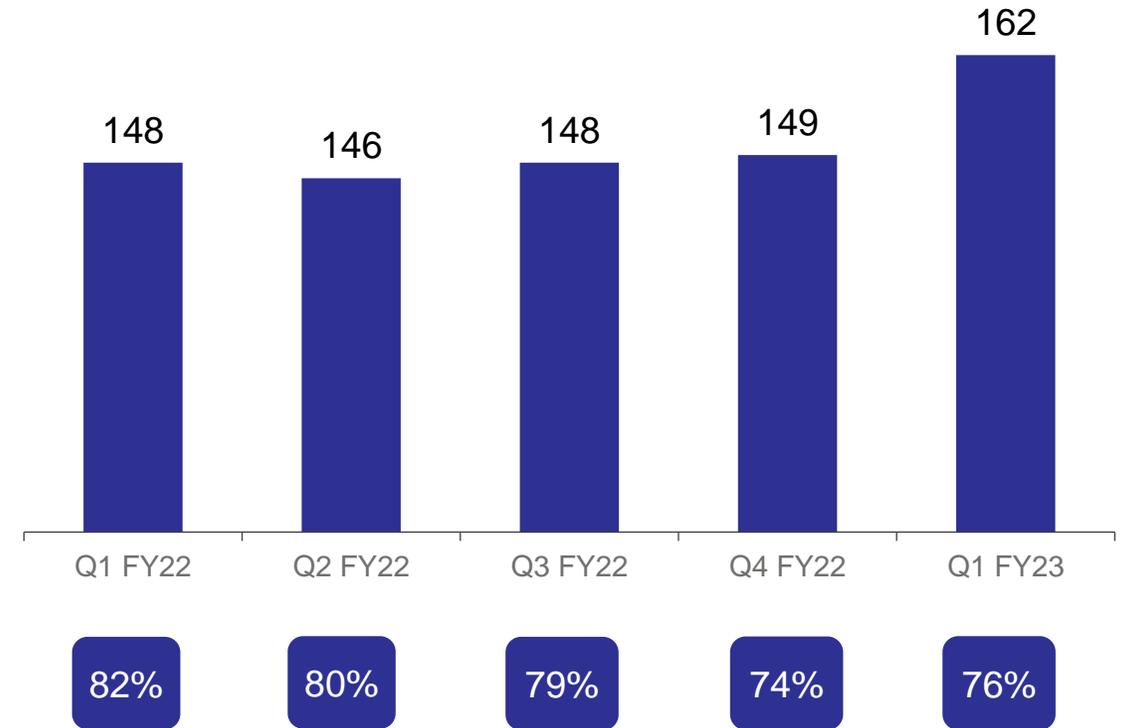
Gross Profit (Surplus over customer service cost) - Standalone

(₹ in Crores)

Yearly trends



Quarterly trends



Gross Margin

Refer to Note no. 34 of Standalone Financial Statements for the quarter ended 30 June 2022 for detailed assumptions

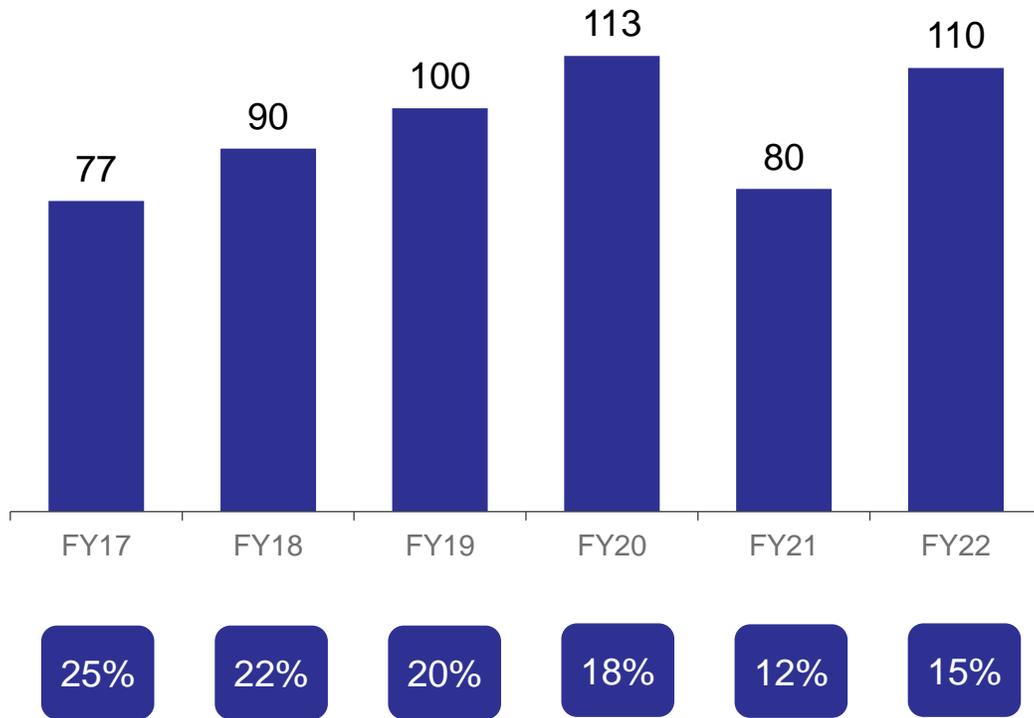
Note: Above figures have been calculated by dividing financials (in mn) by 10; Figures have been rounded off



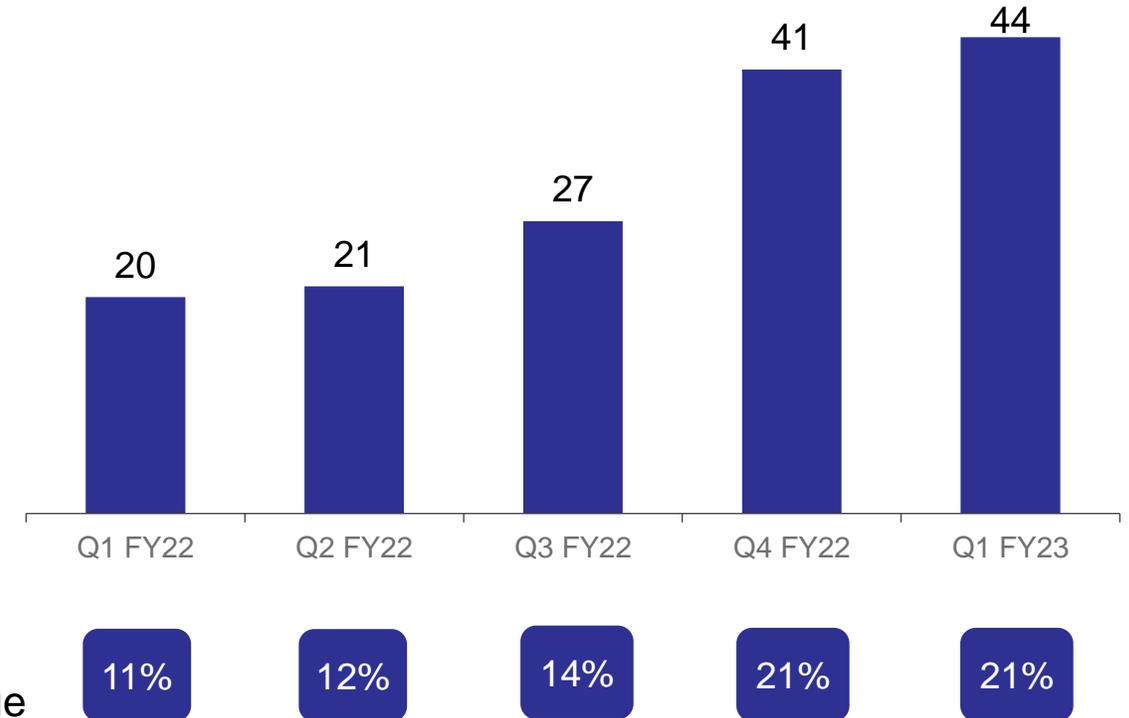
Selling & Distribution costs - Standalone

(₹ in Crores)

Yearly trends



Quarterly trends



Refer to Note no. 34 of Standalone Financial Statements for the quarter ended 30 June 2022 for detailed assumptions

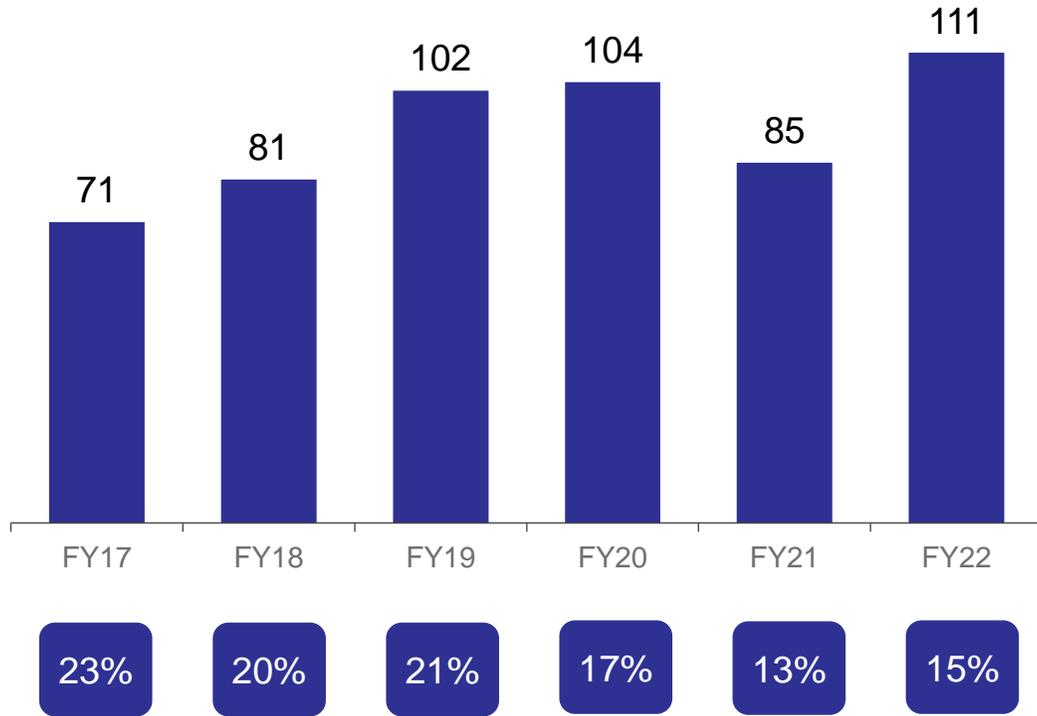
Note: Above figures have been calculated by dividing financials (in mn) by 10; Figures have been rounded off



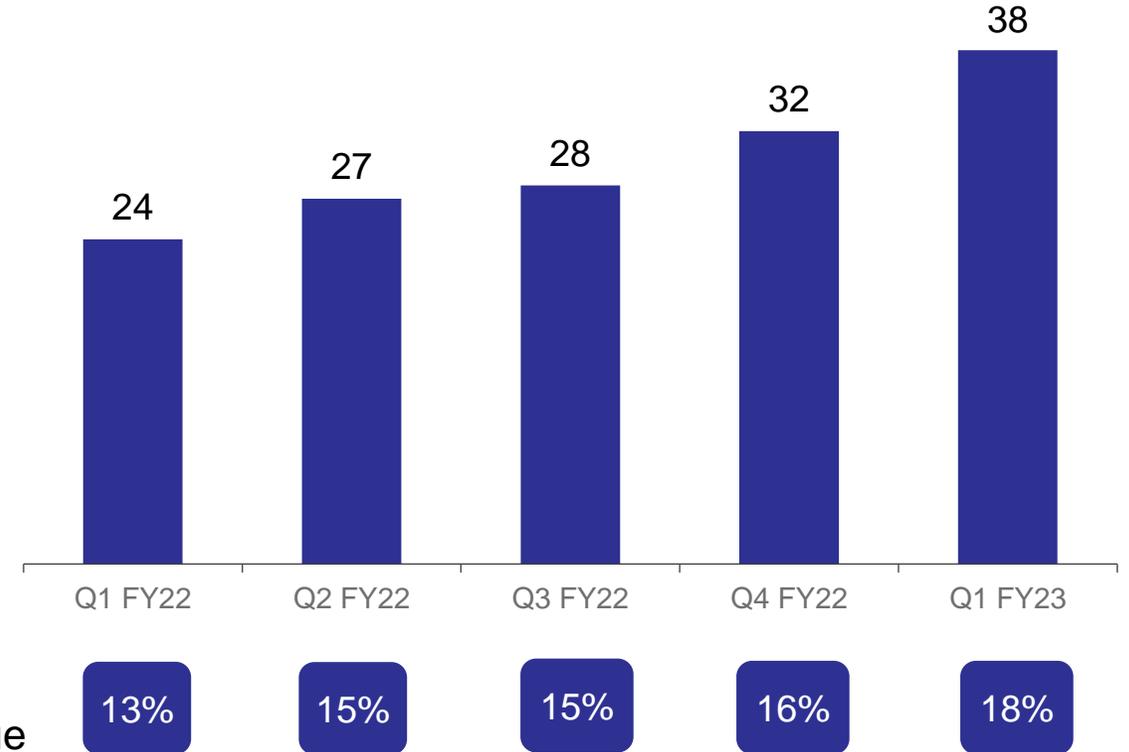
Technology & Content costs - Standalone

(₹ in Crores)

Yearly trends



Quarterly trends



Refer to Note no. 34 of Standalone Financial Statements for the quarter ended 30 June 2022 for detailed assumptions.

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





Harbour crane

Subsidiary – Busy Infotech



Busy – Business Accounting Software



Invest in Team & Awareness

Accelerate Revenue growth

Increase New Licenses Sold



Product Features



Financial Accounting



Inventory Management



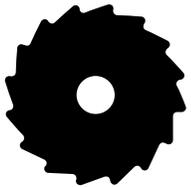
Analytics/ Reports



Configurable Invoicing



TDS and TCS



Production and Job Work



GST Reconciliation



Scheme Management



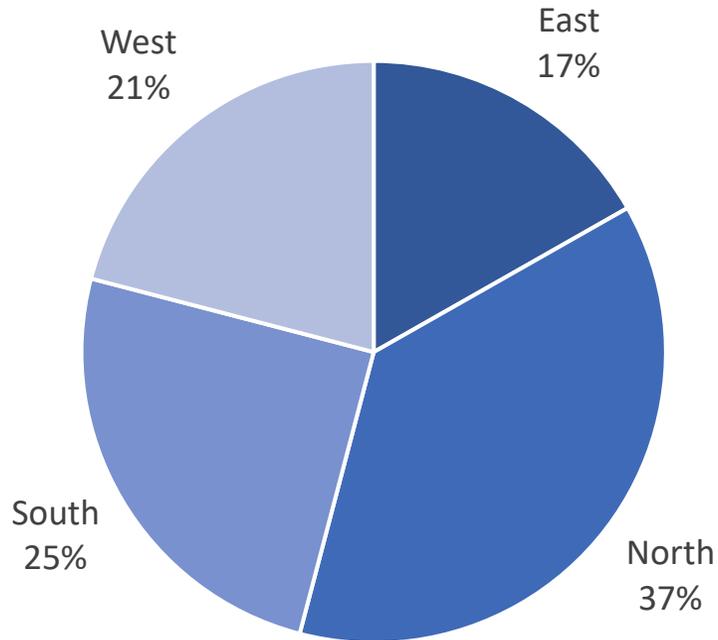
GST Invoicing



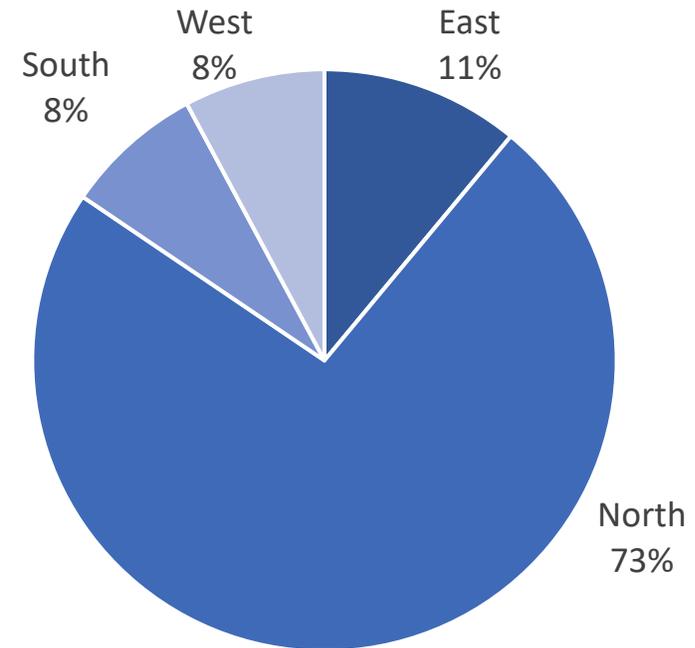
E - Way Bills

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



Q1 FY23 Results Overview



Revenue from Operations

₹ 10.5 Cr



Billing

₹ 13.0 Cr



Deferred Revenue and Advances

₹ 25.6 Cr



Cash Generated from Operating Activities

₹ 7.3 Cr



Net Profit

₹ 4.0 Cr



Cash and Investments

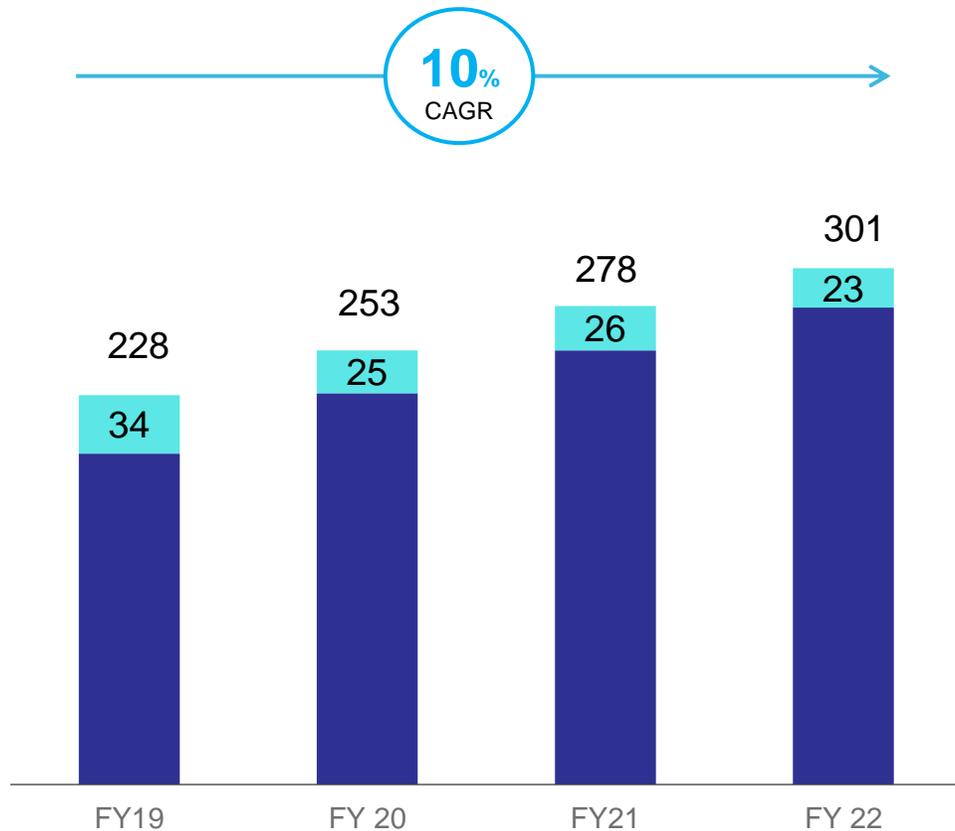
₹ 69.4 Cr



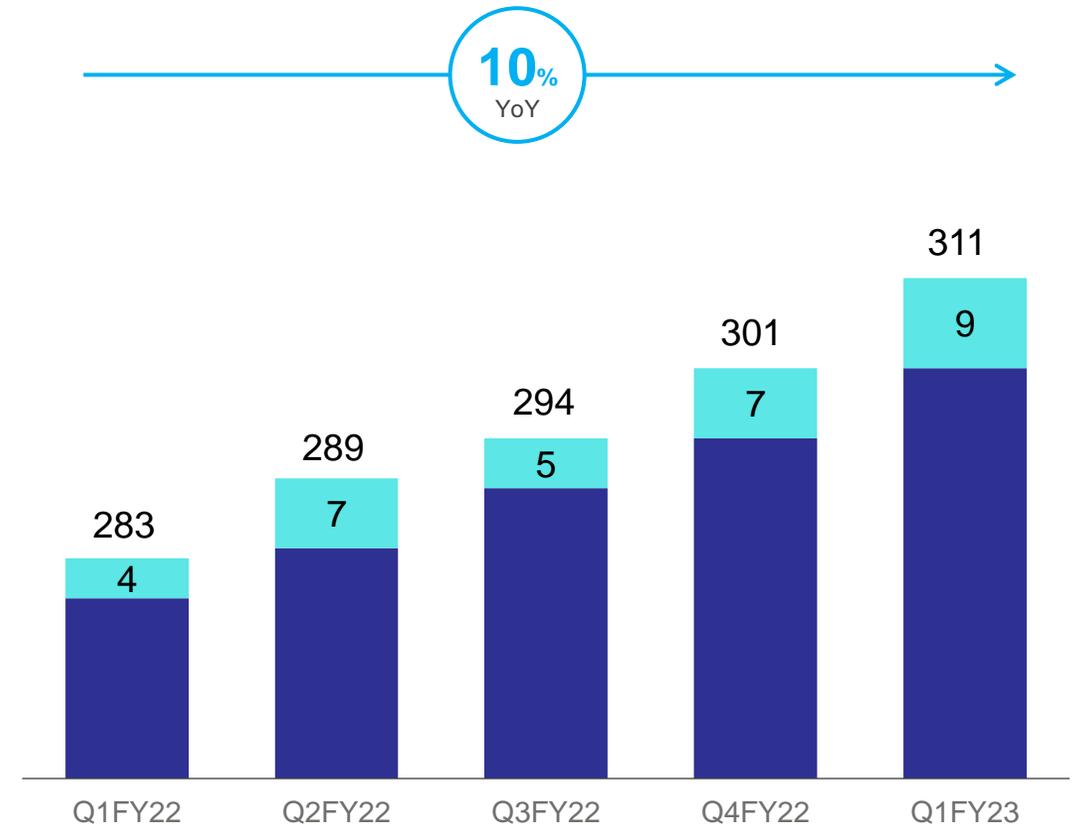
License Sold

(Figures in '000)

Yearly trends



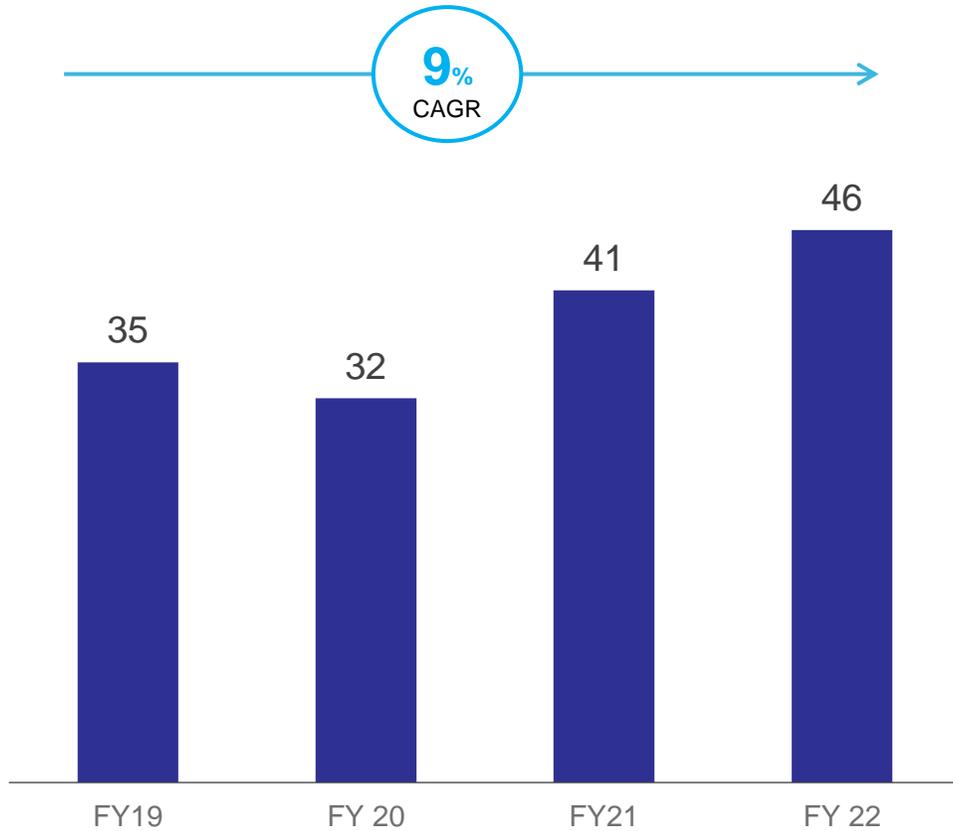
Quarterly trends



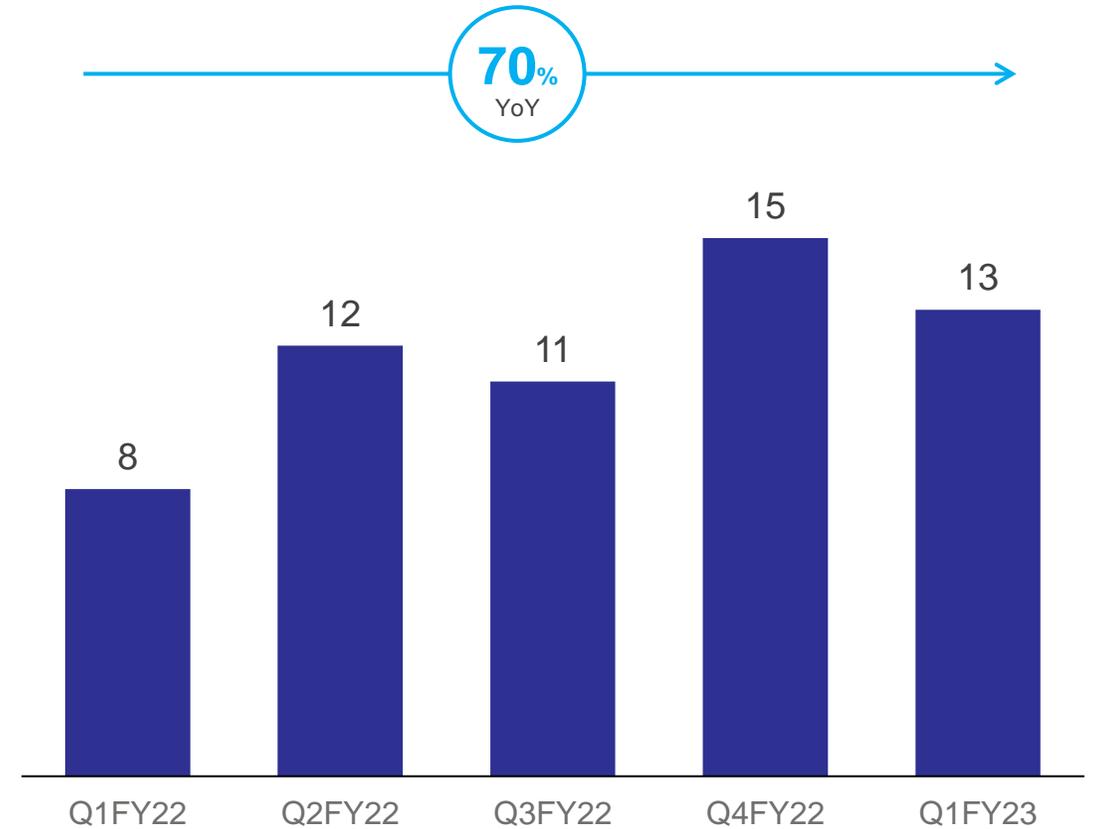
New License sold

(₹ in Crores)

Yearly trends



Quarterly trends



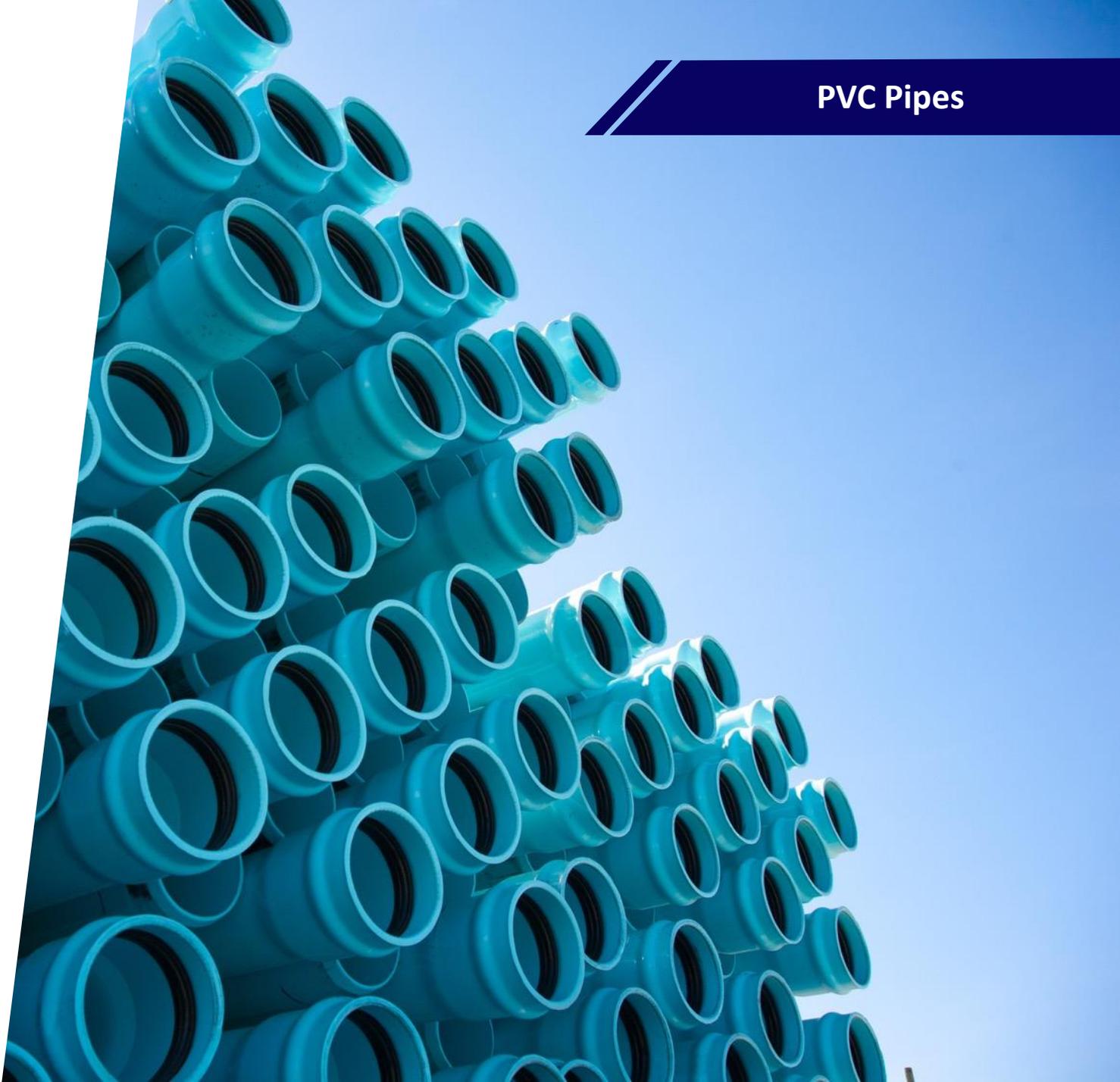
*Billing indicates value of invoices, excluding GST, issued during the period





PVC Pipes

Other Subsidiaries



Livekeeping – Mobile Integration with Tally

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



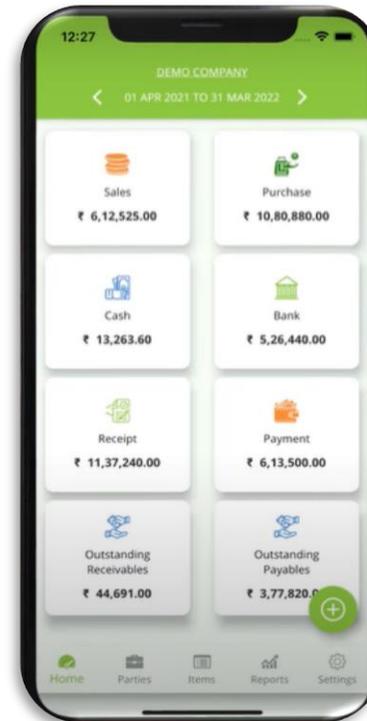
Tally

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



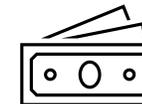
Dashboard

- 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/>



IndiaMART InterMESH Ltd

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

Pay With IndiaMART – Instant online collections and payments

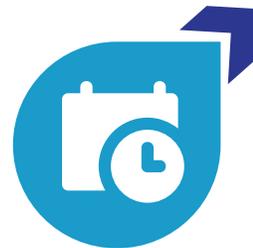


Facilitates online collections via various online modes such as credit / debit cards, UPI, Netbanking etc.



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/>

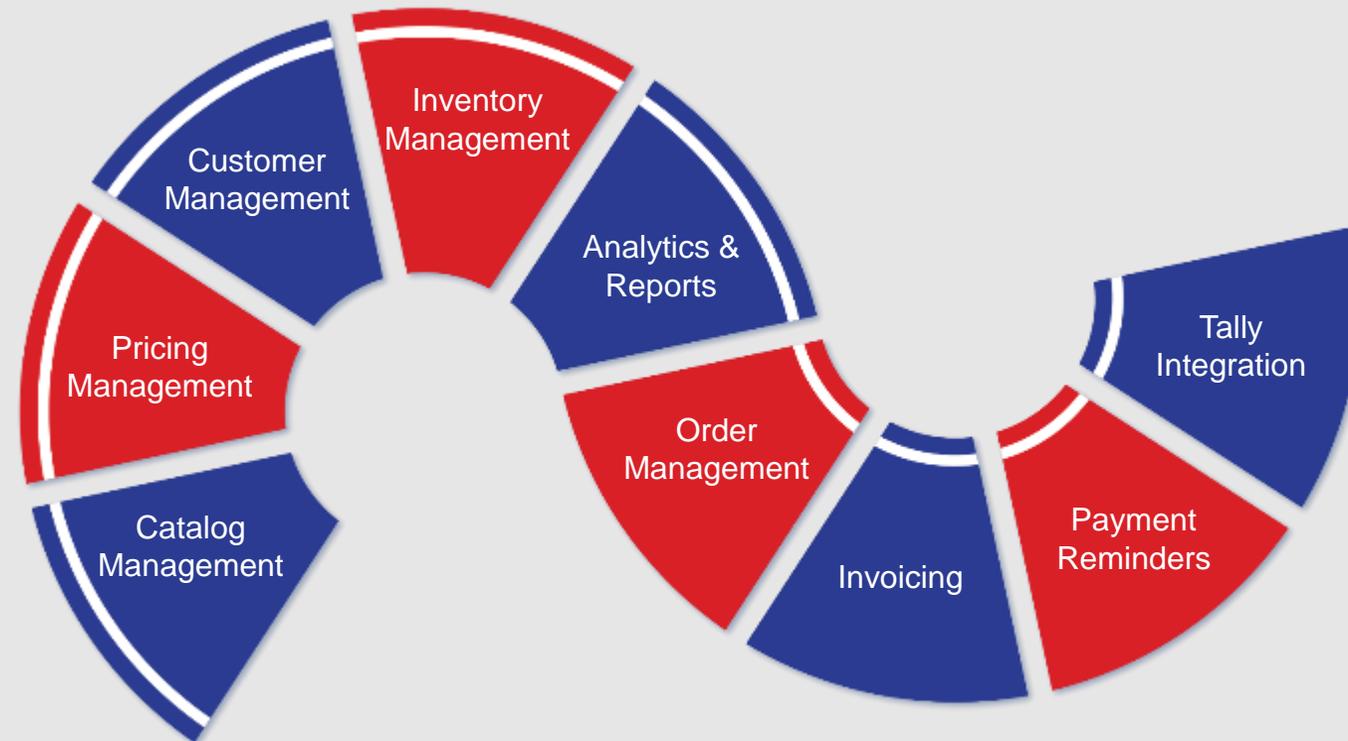
IndiaMART InterMESH Ltd

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

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.

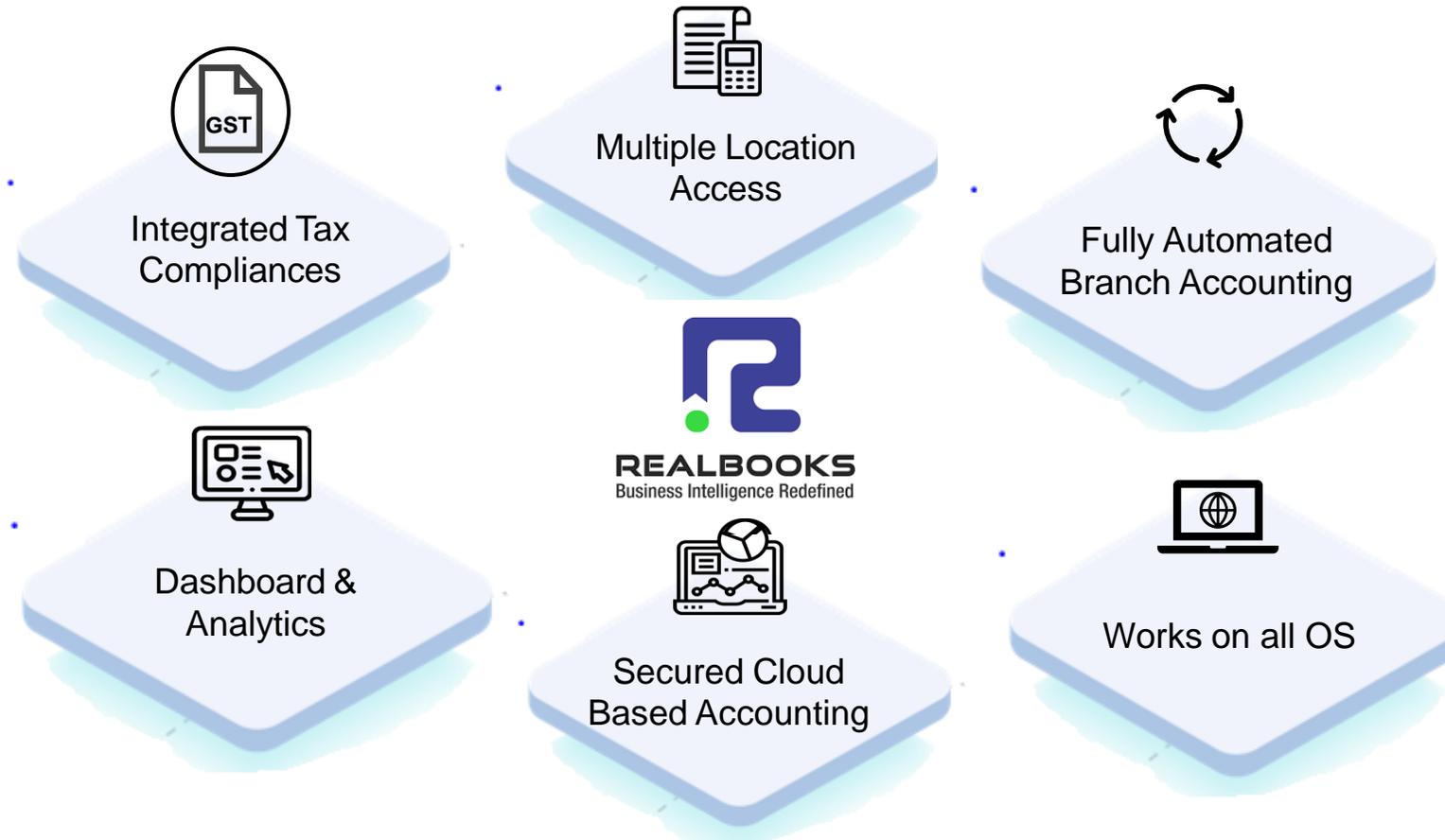
Associates & Other Investments

CT Scan Machine



RealBooks – Online Accounting Software

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



Aerchain is a 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

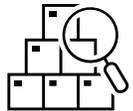


EasyEcom – Inventory and Warehouse Management



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

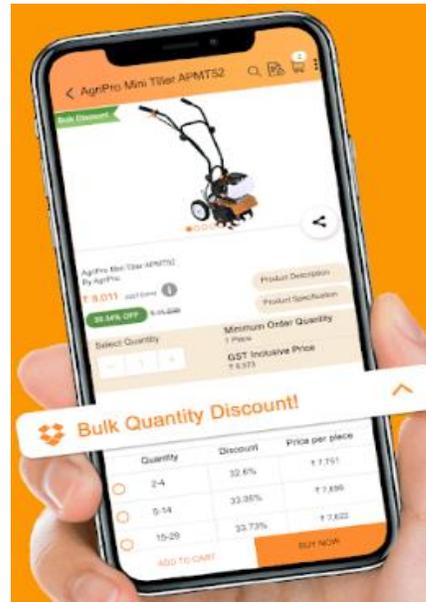
IndiaMART Holding: 26% in Edgewise Technologies Pvt Ltd.

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



Shipway – Shipping Operations Automation



SaaS solutions for automating shipping workflows



Fleets – Logistics Tracking



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



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



Bizom – Distribution and Salesforce Management



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



Retailer Automation



Distributor Automation



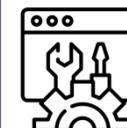
Advance Analytics



Salesforce Automation



Sales and Financial Integration



Backoffice Management



<https://bizom.com/>

IndiaMART InterMESH Ltd

IndiaMART Holding: 17.1% 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

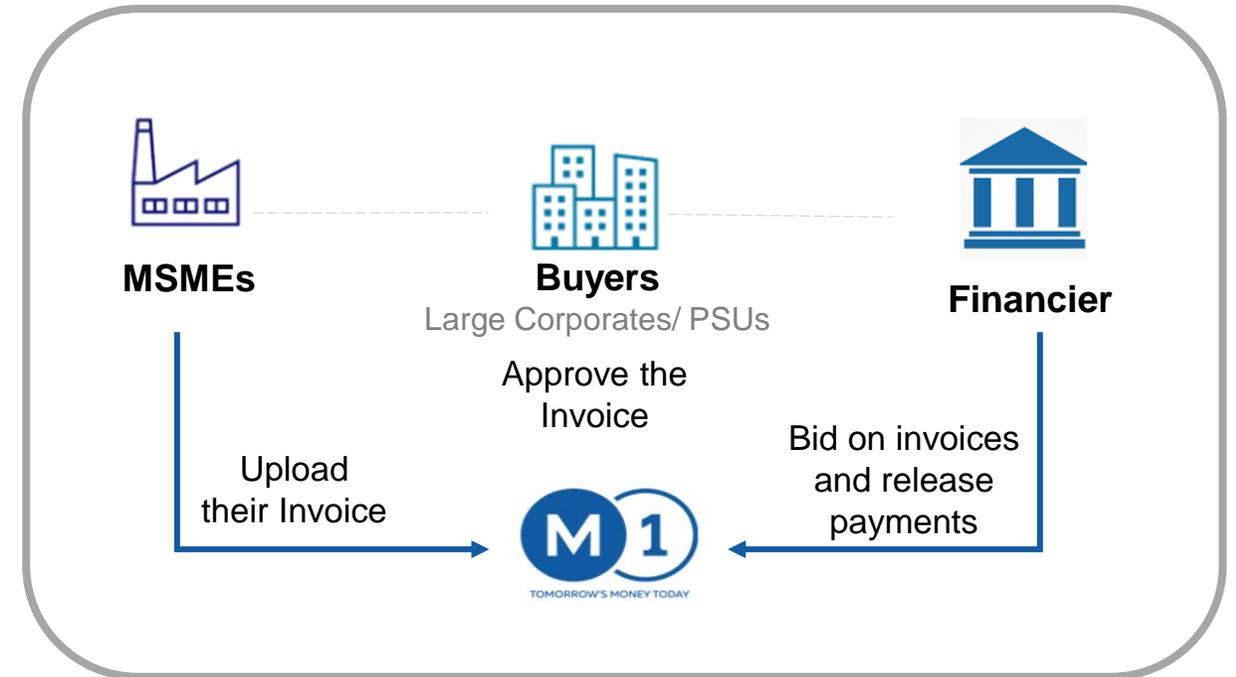


40+ Financiers*
onboard

Digital Process



Easy &
Transparent



*No. of financiers as on 31st March 2022

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



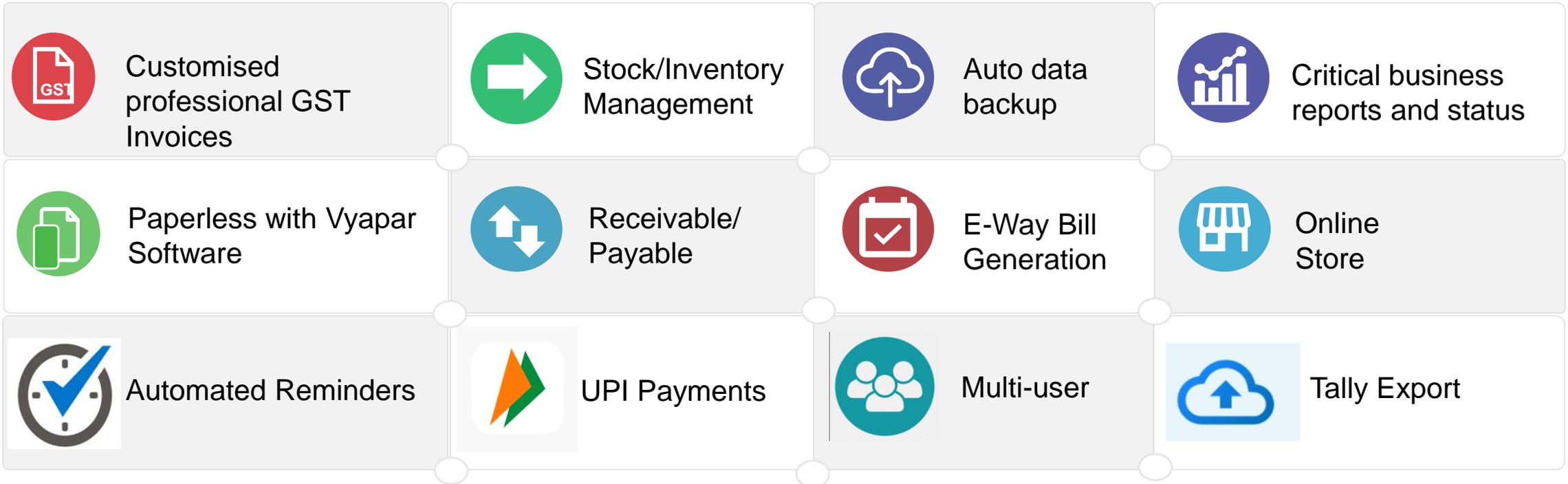
IndiaMART InterMESH Ltd

IndiaMART Holding: 7.7% 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**

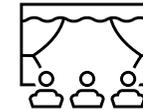


**Smart Event
Recommendation Engine**



**Global Event
Rating & Review System**

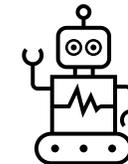
Floor



**Virtual Software to
host live events**



**Unique
Engagement Tools**



**Event Management
Automation**



<https://10times.com/>

IndiaMART InterMESH Ltd

IndiaMART Holding: 30% in Tentimes Online 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

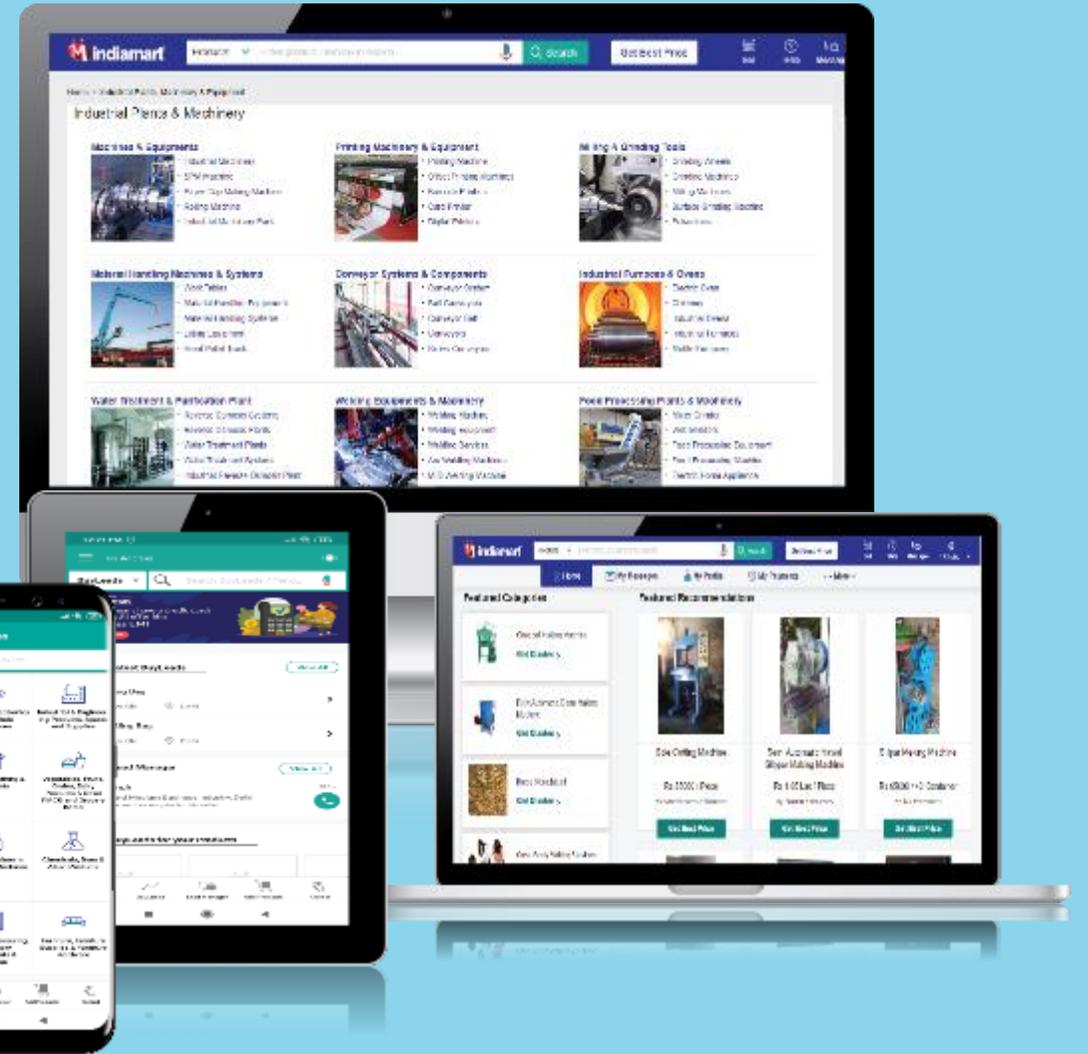
IndiaMART Holding: **25% in TruckHall Pvt Ltd.**

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





Product Overview



Platform Engagement

~100%⁽¹⁾
Organic traffic

80%⁽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 June 30, 2022

(2) As of June 30, 2022

IndiaMART InterMESH Ltd

Buyer Journey

Search

Post Requirement

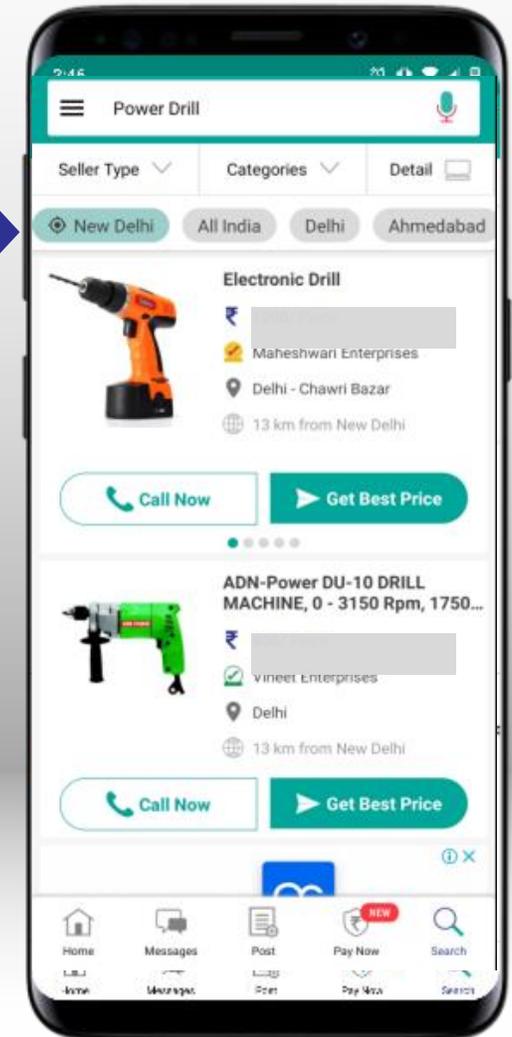
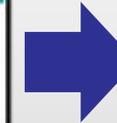
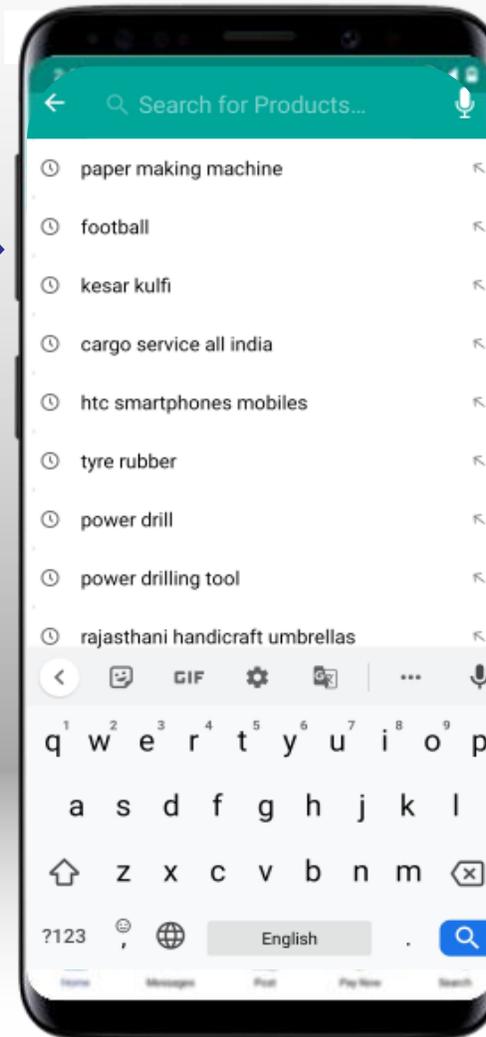
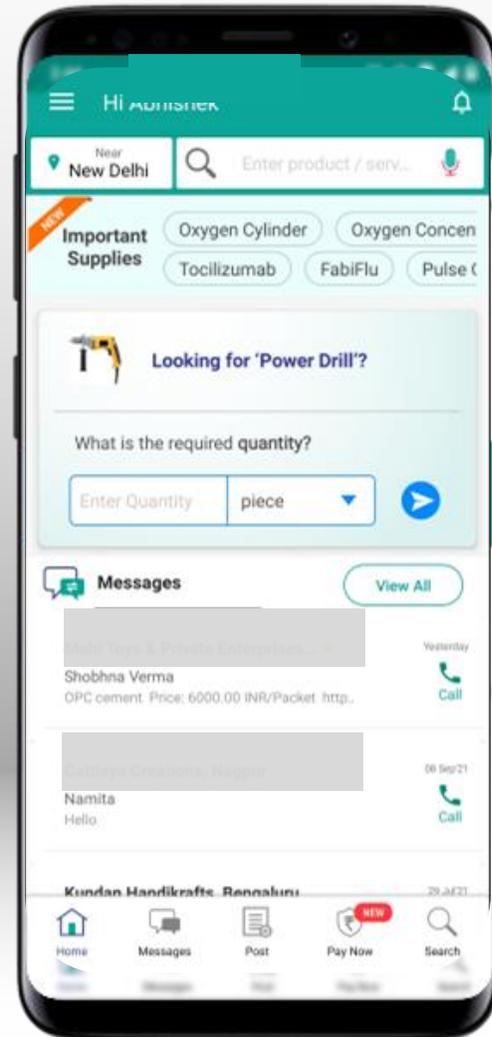
Product & Company
Details

Text Search

Voice Search

Auto-Suggest

Search
Results



Buyer Journey

Search

Post Requirement

Product & Company
Details

Enter Product
Name

Post Requirement

Let Us Provide You
Verified Sellers

Jack hammer drill

Next >

Share Details

IndiaMART Assistant
for Jack Hammer Drill

Hi, I can help you connect to
verified suppliers for Jack Hammer Drill.

I just need to know a few things first.

What is the required quantity?

20 piece

Skip All Not Sure

1 2 3 -
4 5 6 -
7 8 9 ×
, 0 . ✓

Requirement
Posted

IndiaMART Assistant
for Jack Hammer Drill

20 piece

Why do you need this?

For Reselling

What is your Company Name?

I'm not sure.

I have one last question...

Is there any other requirement detail like
specification, usage, preference, etc. that you'd
like to tell us?

Enter your requirement

Skip All Not Sure



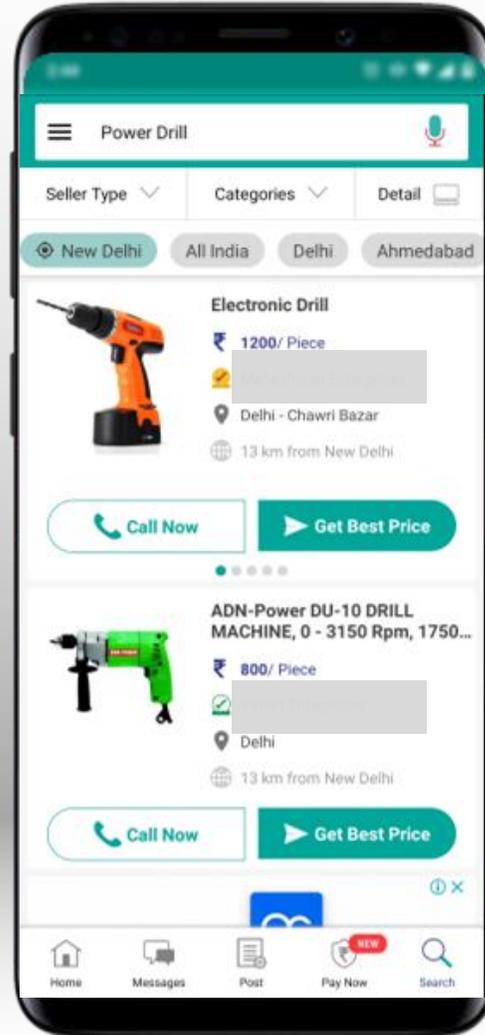
Buyer Journey

Search

Post Requirement

Product & Company Details

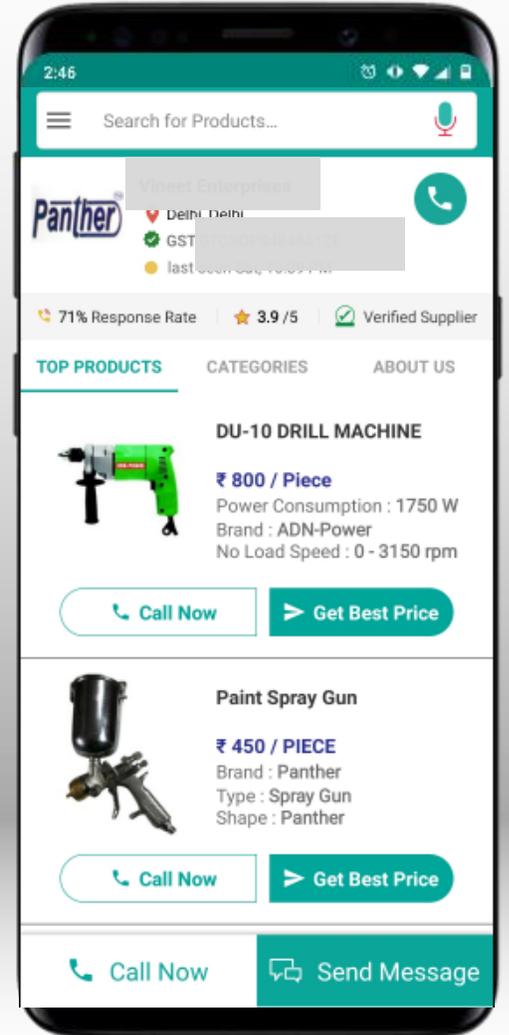
Search Page



Product Page



Company Page



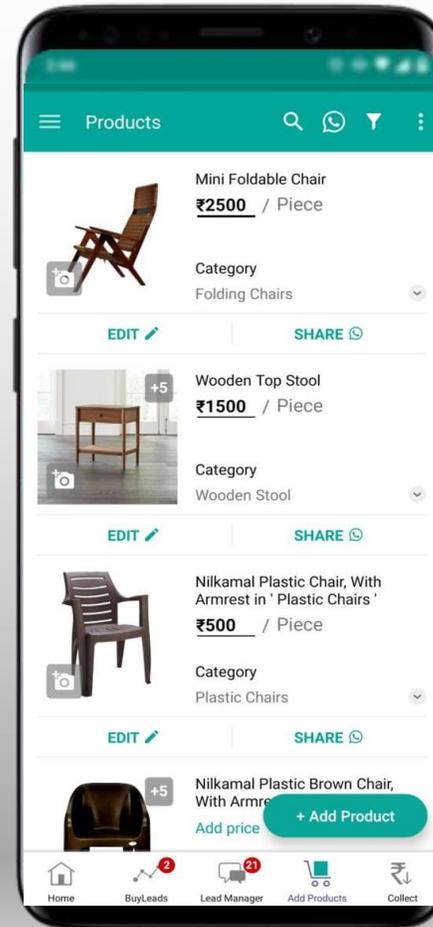
Seller Journey

Online Store Management

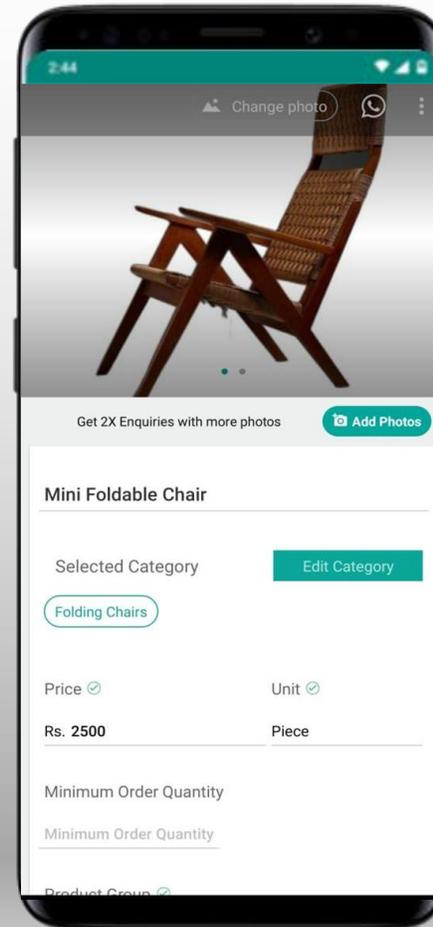
BuyLeads

Lead Manager

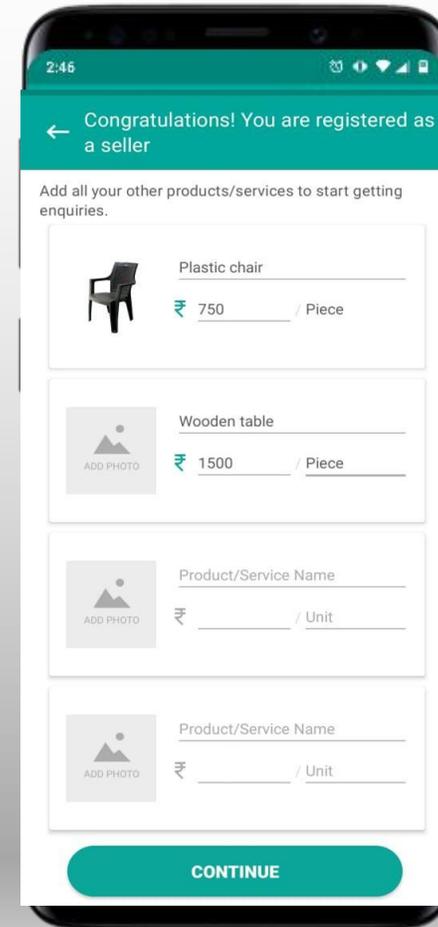
Pay With IndiaMART



Easy store management options



Add details to your products in easy steps



Quickly add products



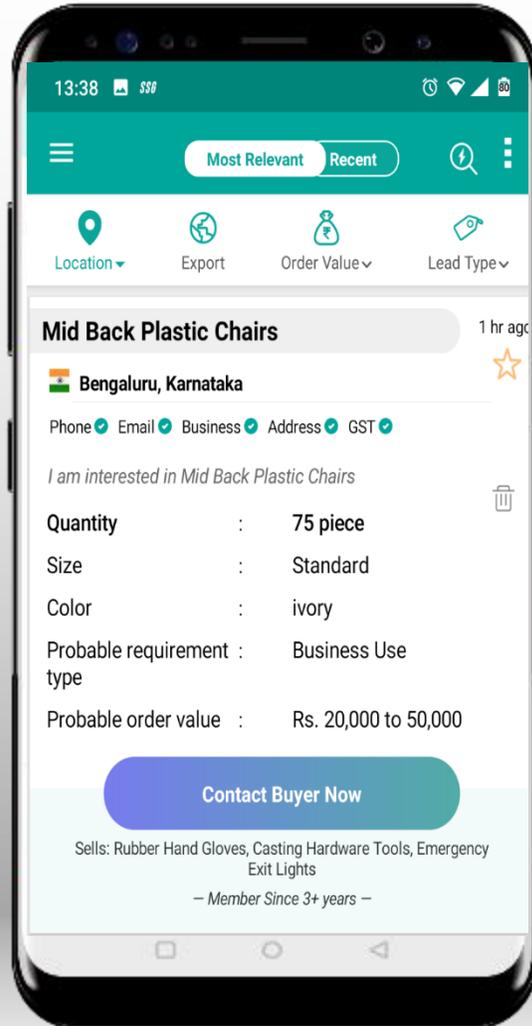
Seller Journey

Online Store Management

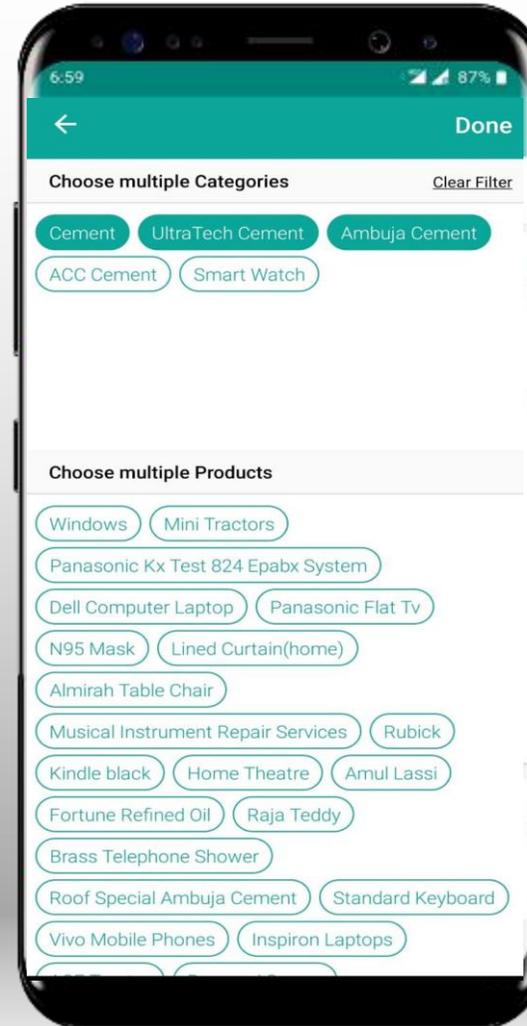
BuyLeads

Lead Manager

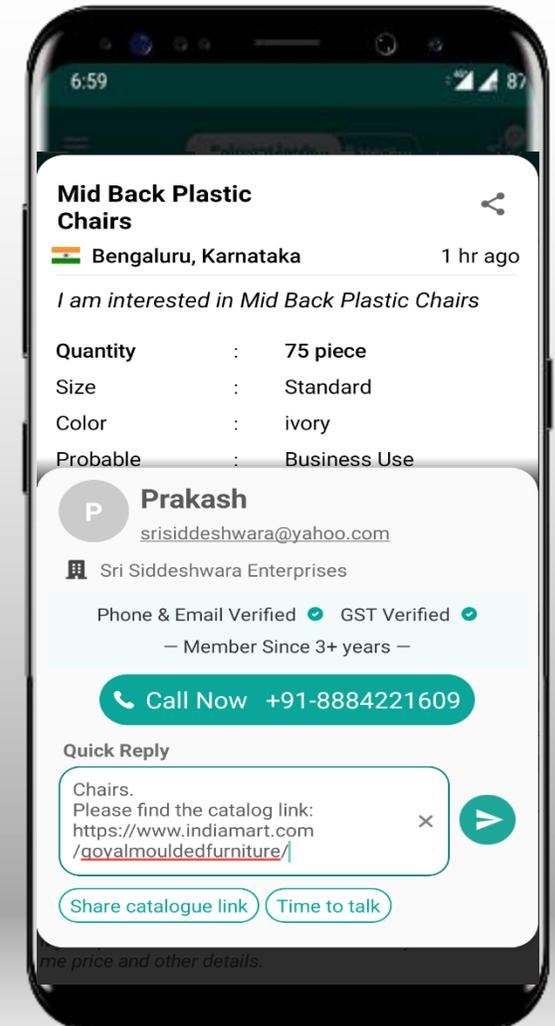
Pay With IndiaMART



Details of Buyer available to build credibility



Select Buy leads from multiple categories



View available Buyer Contact Details



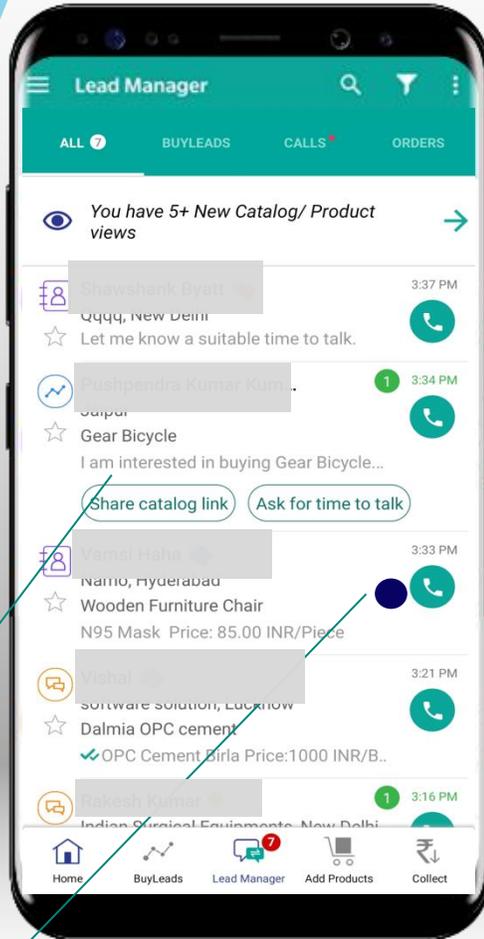
Seller Journey

Online Store Management

BuyLeads

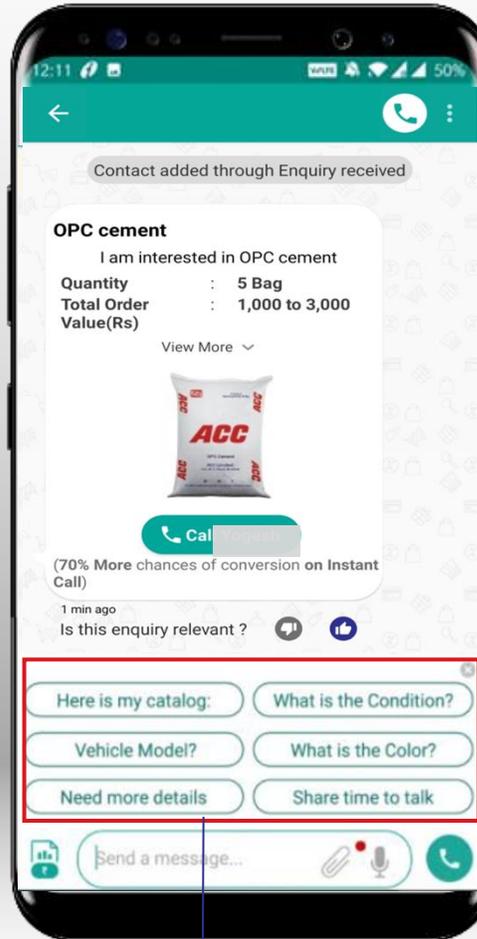
Lead Manager

Pay With IndiaMART

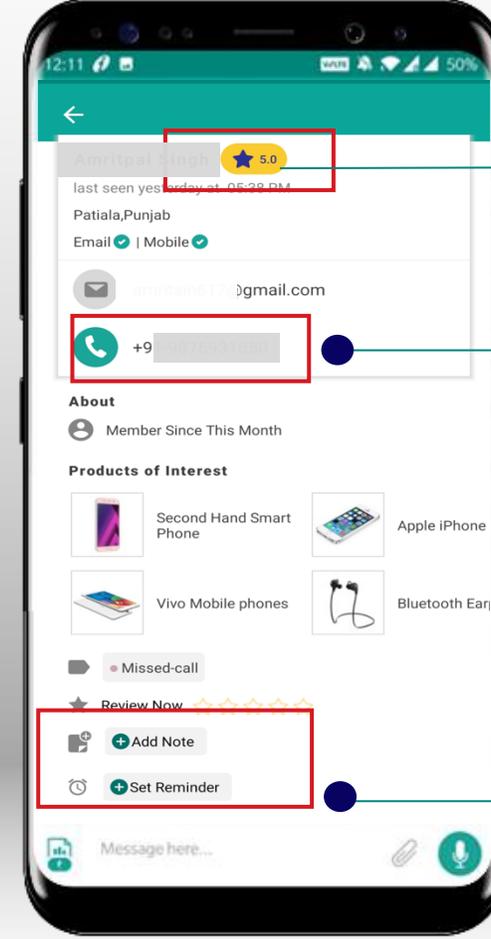


Share Link

Direct Buyer Callback



AI-based Smart Reply



Reviews & Ratings

Call Option & Alerts

Add Notes, Set Reminders



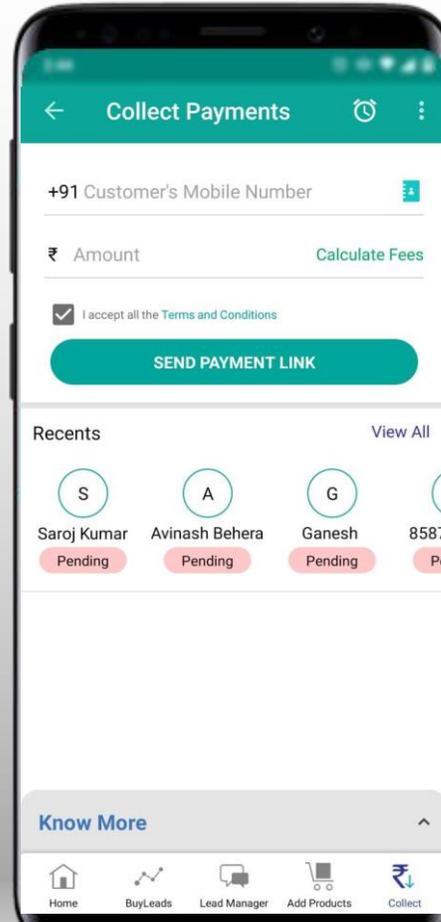
Seller Journey

Online Store Management

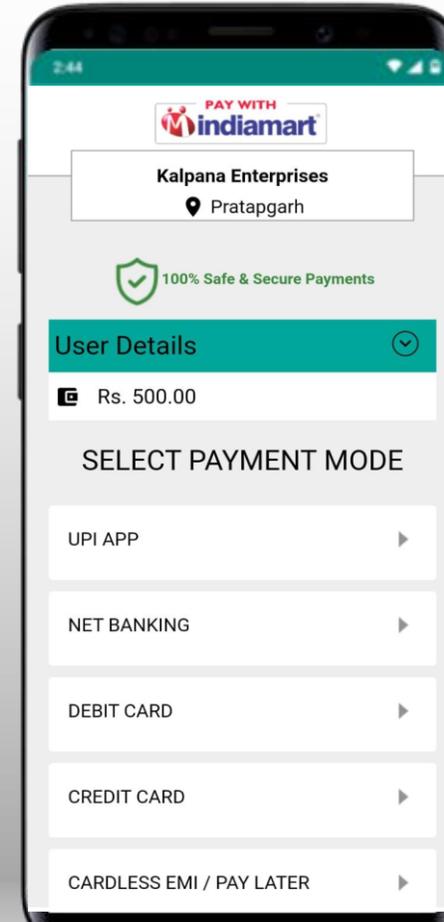
BuyLeads

Lead Manager

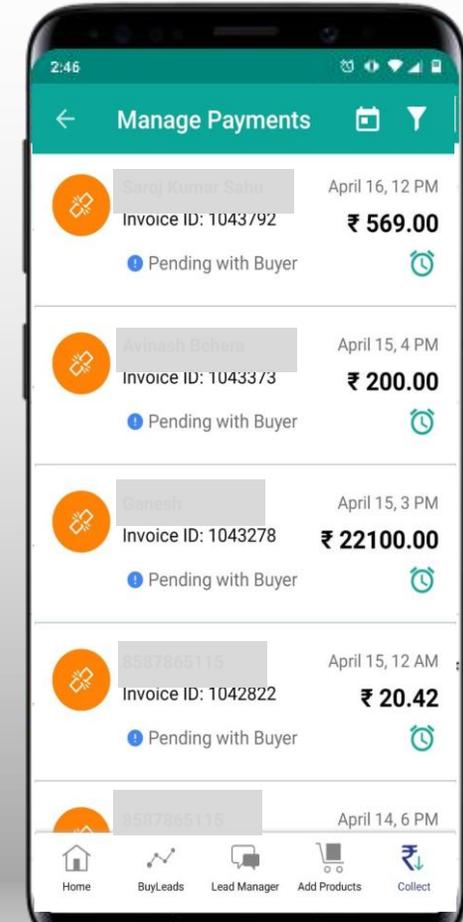
Pay With IndiaMART



Seller can send payment link to collect payments from buyers

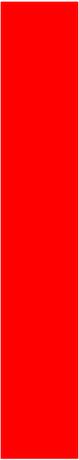


Buyers can pay through multiple payment options



Seller can check past and pending payments at one place





Team



Senior Management Team

	Name	Qualification	Previous Experience
	Dinesh Agarwal <i>CEO</i>	B.Tech(HBTI),Kanpur	Founder(IndiaMART),HCL America, C-Dot,CMC
	Brijesh Agarwal <i>Whole time Director</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. Rout & Co, 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 & 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



Independent and Non-Executive Directors



Vivek Narayan Gour
Independent Director

Education

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

Industry experience

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



Rajesh Sawhney
Independent Director

Education

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

Industry experience

- Reliance Entertainment Limited



Elizabeth Lucy Chapman
Independent Director

Education

- Chartered Financial Analyst and a Bachelor's degree from Edinburgh University, United Kingdom

Industry experience

- DBS Bank Limited, Goldman Sachs International, The Welcome Trust Limited, Nahar Credits Private Limited



Dhruv Prakash
Non-executive Director

Education

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

Industry experience

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



Stronger Together

3,835* Employees

23% Employees with 5+ years

~ 24% Females

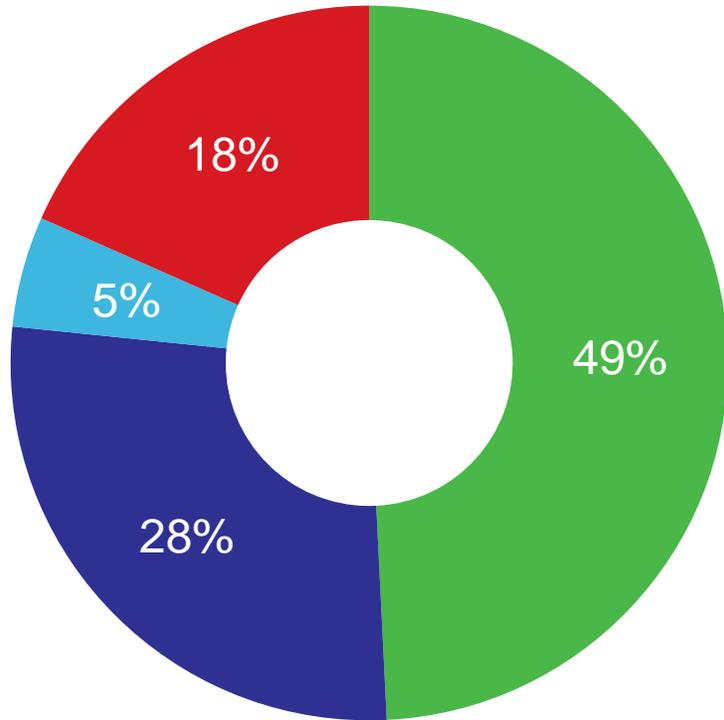


*Employees for IndiaMART standalone business as on 30th June 2022

IndiaMART InterMESH Ltd

Shareholding Pattern

Total Equity Shares Outstanding as on June 30, 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 Asia Consumer Fund Limited
- Westbridge Crossover Fund, LLC
- UTI Flexi Cap Fund
- Arisaig Global Emerging Markets Consumer Fund (Singapore) Pte. Ltd.
- Artisan International Small-Mid Fund
- Kuwait Investment Authority Fund 225



Note: The figures are approximations

IndiaMART InterMESH Ltd

Awards & Recognitions



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



‘Bada Aasaan Hai’ received the ‘Best Video Content in a B2B Marketing Campaign Award’ at the Video Media Awards & Summit, 2020



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



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



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





Thank You

Corporate Office

Tower 2, Assotech Business Cresterra, Floor No.6, Plot No.22, Sec 135, Noida-201305, U.P.

Registered Office:

1st Floor, 29-Daryaganj, Netaji Subash Marg, Delhi – 110002.

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

CIN :L74899DL1999PLC101534

