



IndiaMART InterMESH Ltd.
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April 29, 2025

To,

BSE Limited
(BSE: 542726)

National Stock Exchange of India Limited
(NSE: INDIAMART)

Subject: Press Release on the Audited (Standalone and Consolidated) Financial Results of the Company for the quarter and year ended March 31, 2025

Dear Sir/Ma'am,

Pursuant to Regulation 30 of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, please find enclosed herewith the Press Release on the Audited (Standalone and Consolidated) Financial Results of the Company for the quarter and year ended March 31, 2025.

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

Please take above information on record.

Yours faithfully,

For IndiaMART InterMESH Limited

(Vasudha Bagri)
Compliance Officer
Membership No: A28500

Encl: As above

IndiaMART InterMESH Limited

Full Year and Fourth Quarter Ending March 31, 2025 - Results Press Release

Noida, India, April 29, 2025: IndiaMART InterMESH Limited (referred to as “IndiaMART” or the “Company”), today announced its financial results for the full year and fourth quarter ending March 31, 2025.

FY2025
<ul style="list-style-type: none">▪ Consolidated Revenue from Operations of Rs. 1,388 Crore, YoY growth of 16%▪ Standalone EBITDA at Rs. 513 Crore representing EBITDA margin of 39%▪ Consolidated Cash generated from Operations at Rs. 623 Crore▪ Board of Directors recommended final dividend of Rs. 30 per share for FY 2024-25 and a special dividend of Rs. 20 per share, aggregating to total dividend of Rs. 50 per share
Q4 FY2025
<ul style="list-style-type: none">▪ Consolidated Revenue from Operations of Rs. 355 Crore, YoY growth of 13%▪ Standalone EBITDA at Rs. 133 Crore representing EBITDA margin of 40%▪ Consolidated Cash generated from Operations at Rs. 271 Crore

Consolidated Financial Highlights (Q4 FY2025):

IndiaMART reported consolidated Revenue from Operations of Rs. 355 Crore as compared to Rs. 315 Crore in the corresponding quarter of last year, representing a growth of 13%. This includes IndiaMART Standalone Revenue of Rs. 336 Crore and Busy Infotech Revenue of Rs 18 Crore, registering a growth of 12% and 28% respectively on YoY basis.

Collections from Customer grew by 12% to Rs. 541 Crore for the quarter, primarily comprising of Standalone Collections of Rs. 506 Crore representing YoY growth of 9% and Busy Infotech Collection of Rs 33 Crore.

Deferred Revenue as on March 31, 2025 increased to Rs. 1,678 Crore representing a YoY growth of 17%. This primarily includes IndiaMART Standalone Deferred Revenue of Rs. 1,600 Crore and Busy Infotech Deferred Revenue of Rs. 72 Crore.

Net Profit for the quarter was Rs. 181 Crore representing margin of 39%. Cash Flow from Operations for the quarter was Rs. 271 Crore. Cash and Investments balance stood at Rs. 2,885 Crore as on March 31, 2025.

Standalone Financial Highlights (Q4 FY2025):

Standalone Revenue from Operations increased to Rs. 336 Crore as compared to Rs. 299 Crore last year representing a growth of 12%. The growth was driven by improvement in realization from paying suppliers.

Collections from Customer grew to Rs. 506 Crore for the quarter and Deferred Revenue as on March 31, 2025 increased to Rs. 1,600 Crore representing a YoY growth of 15%.

EBITDA for the quarter was at Rs. 133 Crore representing margin of 40%. Net Profit for the quarter was Rs. 231 Crore.

Operational Highlights (Q4 FY2025):

IndiaMART registered Unique business enquiries of 27 million in Q4FY25; representing a YoY growth of 10%. Supplier Storefronts grew to 8.4 million, an increase of 6% YoY and paying suppliers at the end of the quarter were 217K, representing net addition of 2.1K.

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

We are happy to close the financial year with continued growth in customers, revenue and cash flows while maintaining healthy margins in the business. We remain committed to delivering a high-quality and trusted user experience on our platform. Backed by a robust business model and a clear strategic vision, we are well positioned to capitalize on the rapid pace of digital adoption across the business landscape. With consistent profitability and strong cash flows, we are continually strengthening our value proposition for stakeholders while driving sustainable long-term growth.

Q4 & FY2025 Performance Metrics

(Figures in crores, unless otherwise stated)

Particulars	Standalone				Consolidated			
	Q4FY25	Y-o-Y	FY25	Y-o-Y	Q4FY25	Y-o-Y	FY25	Y-o-Y
Total Income	484	41%	1,604	23%	464	18%	1,661	18%
Revenue from Operations	336	12%	1,320	16%	355	13%	1,388	16%
EBITDA	133	47%	513	54%	131	48%	523	58%
EBITDA Margin (%)	40%		39%		37%		38%	
Other Income	148	230%	284	67%	109	41%	272	29%
Profit Before Tax	275	120%	773	63%	218	57%	706	55%
Profit Before Tax Margin (%)	57%		48%		47%		42%	
Net Profit for the period	231	150%	607	68%	181	81%	551	65%
Net Profit Margin (%)	48%		38%		39%		33%	
Collections from Customer	506	9%	1,526	9%	541	12%	1,626	10%
Cash flow from Operations	270	5%	614	13%	271	4%	623	11%
Deferred Revenue	1,600	15%	1,600	15%	1,678	17%	1,678	17%
Cash and Investments	2,720	24%	2,720	24%	2,885	23%	2,885	23%
Paying Suppliers (In ‘000)	217	1%	217	1%				

Q4 & FY25 Earnings Conference Call

IndiaMART InterMESH Ltd, will host earnings webinar for investors and analysts on Tuesday, 29th April 2025 at 16:30 hours IST to discuss its results and developments for the quarter and year ended March 31, 2025. The senior management of the company will be present to address the webinar.

Please see below the registration link for attending the earnings call:

https://us06web.zoom.us/webinar/register/WN_IJt5atmRZC-Wclh8fTwtA

An audio & video recording of the management discussions and the question-and-answer session will be available online and will be accessible in the Investor Relations section of our website at <https://investor.indiamart.com/>

About IndiaMART:

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

IndiaMART InterMESH Ltd.

CIN: L74899DL1999PLC101534

Corporate Office

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Registered Office

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