



IndiaMART InterMESH Ltd.
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April 30, 2024

To,
BSE Limited
(BSE: 542726)

National Stock Exchange of India Limited
(NSE: INDIAMART)

Subject: Investor Presentation on the Audited (Standalone and Consolidated) Financial Results of the Company for the quarter and year ended March 31, 2024

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 year ended March 31, 2024.

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)
Company Secretary & Compliance Officer
Membership No: F5164

Encl: As above

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Solar Panel Inverter

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Safe Harbour

Lithium Battery

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Brick Making Machine

Quarterly Highlights Q4 and FY 2023-24



FY24 Results Overview (Consolidated)

Revenue from Operations

1,197 Cr

↑ 21% (YoY)

Collections

1,474 Cr

↑ 21% (YoY)

Deferred Revenue

1,440 Cr

↑ 24 % (YoY)

EBITDA

331 Cr

28% Margin

↑ 24% YoY

Net Profit

334 Cr

24% Margin

↑ 18% YoY

Cash Generated from
Operating Activities

559 Cr

38% of Collections

↑ 18% YoY

Cash and Treasury Balance ₹ 2,340 Cr



Q4 FY24 Results Overview (Consolidated)

Revenue from Operations

315 Cr

↑ 17% (YoY)

Collections

484 Cr

↑ 16% (YoY)

Deferred Revenue

1,440 Cr

↑ 24% (YoY)

EBITDA

88 Cr

28% Margin

↑ 34% YoY

Net Profit

100 Cr

25% Margin

↑ 79% YoY

Cash Generated from Operating Activities

260 Cr

54% of Collections

↑ 25% YoY



FY24 Results Overview (Standalone)

Revenue from Operations

1,139 Cr

↑ 21% (YoY)

Collections

1,399 Cr

↑ 20% (YoY)

Deferred Revenue

1,395 Cr

↑ 23% (YoY)

EBITDA

334 Cr

29% Margin

↑ 28% YoY

Net Profit

362 Cr

28% Margin

↑ 33% YoY

Cash Generated from
Operating Activities

545 Cr

39% of Collections

↑ 18% YoY



Q4 FY24 Results Overview (Standalone)

Revenue from Operations

299 Cr

↑ 17% (YoY)

Collections

465 Cr

↑ 16% (YoY)

Deferred Revenue

1,395 Cr

↑ 23% (YoY)

EBITDA

90 Cr

30% Margin

↑ 35% YoY

Net Profit

92 Cr

27% Margin

↑ 37% YoY

Cash Generated from
Operating Activities

258 Cr

55% of Collections

↑ 26% YoY



Q4 FY24 Operational Performance (Standalone)

Paying Supplier

214 K

↑ 6% (YoY)

Indian Supplier Storefronts

7.9 Mn

↑ 5% (YoY)

Traffic

269 Mn

↑ 7% (YoY)

Annualised Revenue Per
Paying Supplier

₹ 56K

↑ 10% (YoY)

Live Product Listings

108 Mn

↑ 13% (YoY)

Unique Business Enquiries

24 Mn

↑ 14% (YoY)

2,683 paying supplier added this quarter



Busy FY24 Result Overview

Revenue from Operations

53 Cr

↑ 23% (YoY)

Net Billing*

70 Cr

↑ 45% (YoY)

Deferred Revenue and Advances

43 Cr

↑ 59% (YoY)

Net Profit

11 Cr

17% Margin

↑ 4% YoY

EBITDA

7 Cr

13% Margin

↓ 34% YoY

Cash Generated from Operating Activities

24 Cr

35% of Collections

↑ 17% YoY

364K License Sold till date
33K New License sold this year



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

Busy Q4 FY24 Result Overview

Revenue from Operations

14 Cr

 **24%** (YoY)

Net Billing*

18 Cr

 **29%** (YoY)

Deferred Revenue and Advances

43 Cr

 **59%** (YoY)

Net Profit

2 Cr

 **63%** (YoY)

EBITDA

1 Cr

 **21%** (YoY)

Cash Generated from Operating Activities

6 Cr

 **1%** (YoY)



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



Water Purification Plant

IndiaMART Business Overview



IndiaMART InterMESH Ltd

Traditional Marketplace to Online Marketplace

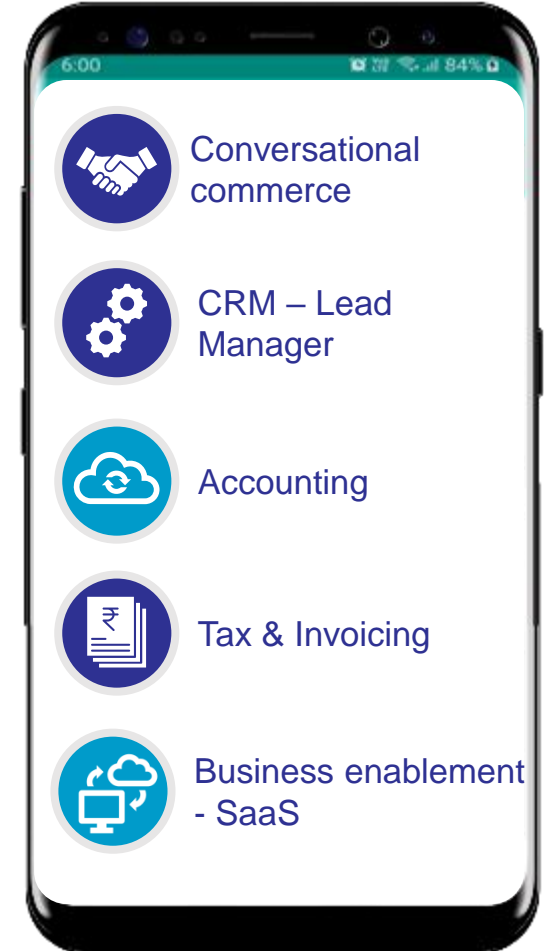
Offline Discovery



Online Discovery, Anytime, Anywhere



Additional services for business enablement



India's Largest Online B2B Marketplace



B2B marketplace is a growing market



Diversified across categories and geographies



2-way discovery marketplace



Behavioral data driven algorithmic matchmaking



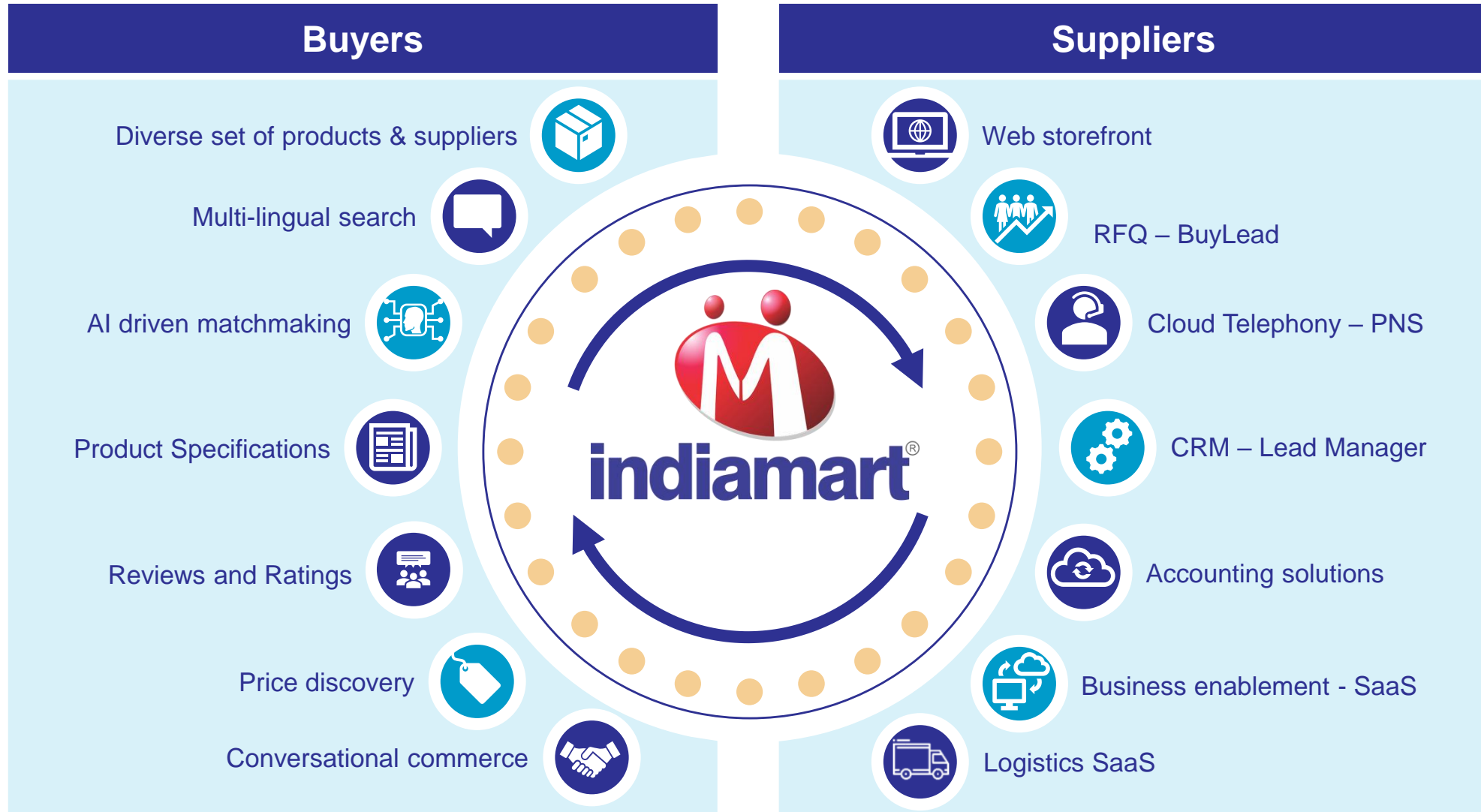
Strong network effects



Subscription based revenue model with negative working capital



Services that Empower Businesses



Well Diversified Across ~98,000 Categories



Construction & Building Raw Material
8%

Industrial Plants, Machinery & Equipment
7%

Packaging Material, Supplies & Machines
6%

Construction Machinery, Building Supplies & Services
6%

Consumer Electronics & Household Appliances
5%

Electrical Equipment & Supplies
5%

Apparel, Clothing & Garments
5%

Industrial & Engineering Products, Spares & Supplies
4%



Mechanical Components & Parts
3%

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

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

Chemicals, Dyes & Allied Products
3%

Housewares, Home Appliances, Household Decorations & Consumables
3%

Furniture, Furniture Supplies & Furniture Hardware
2%

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

Cosmetics, Toiletries & Personal Care Products
2%



Scientific, Measuring, Laboratory Instruments & Supplies
2%

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

Automobiles, Spare Parts & Accessories
2%

Pharmaceutical Drugs, Medicines, Vitamins & Other Products
2%

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

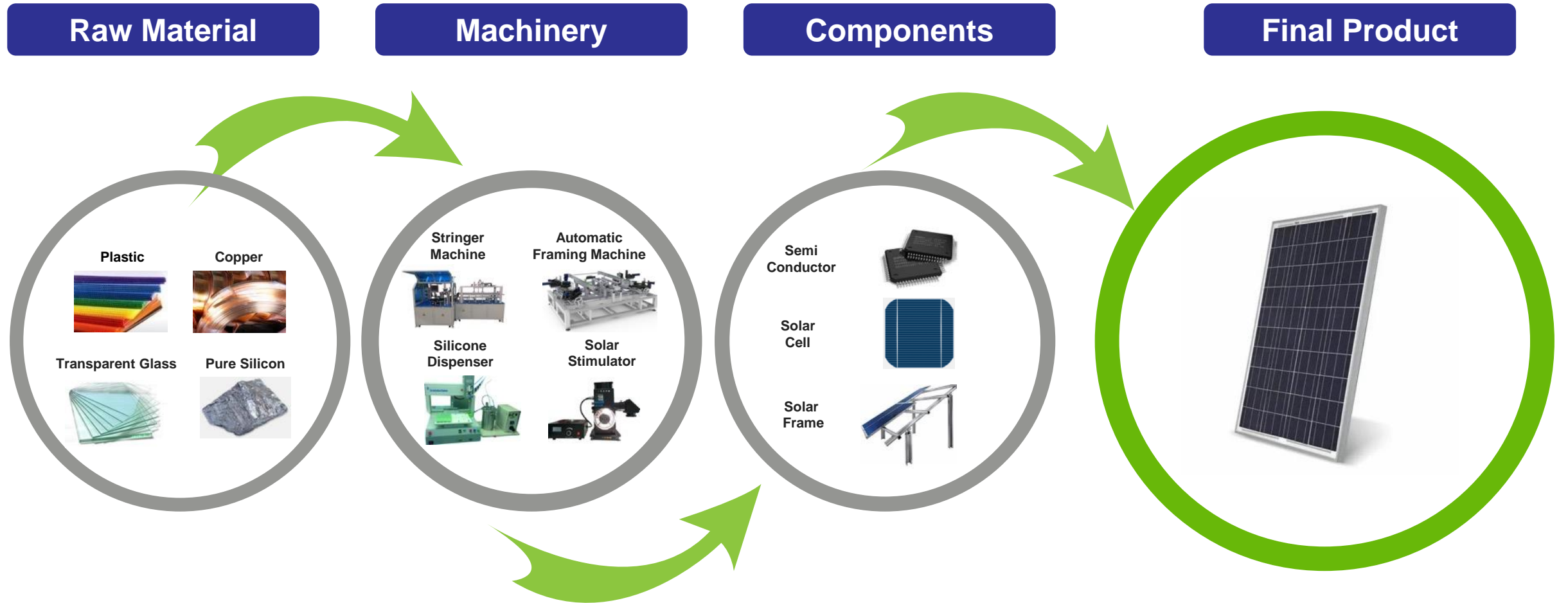
Gifts, Crafts, Antique & Handmade Decorative
2%

Electronics Components & Supplies
1%

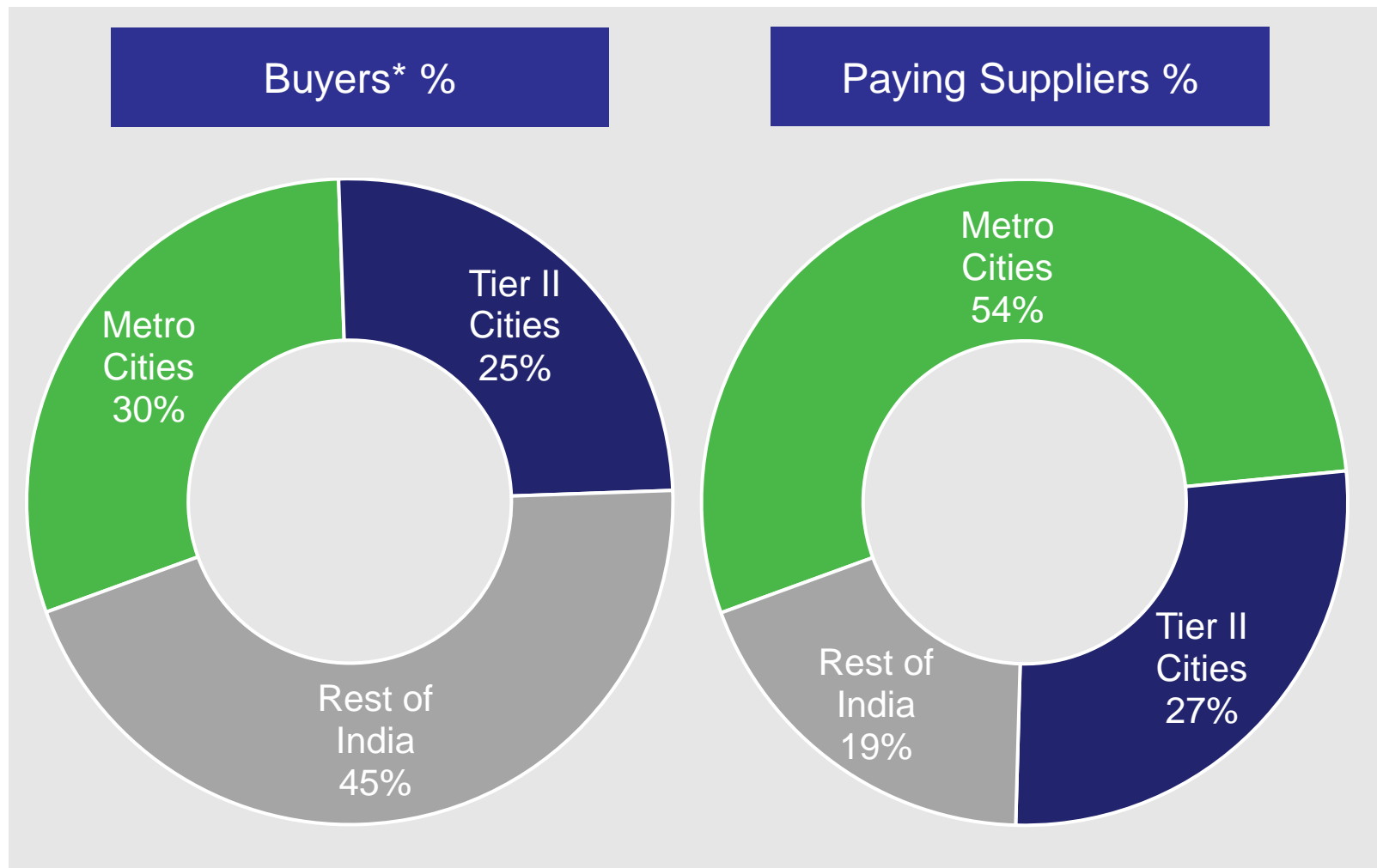
Sports Goods, Games, Toys & Accessories
1%



End-To-End Value Chain Discovery - Solar Panel



Well Diversified Across Geographies



Metro Cities (8)

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

Tier II Cities (69)

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

Rest of India (~4,000)

Population <500,000

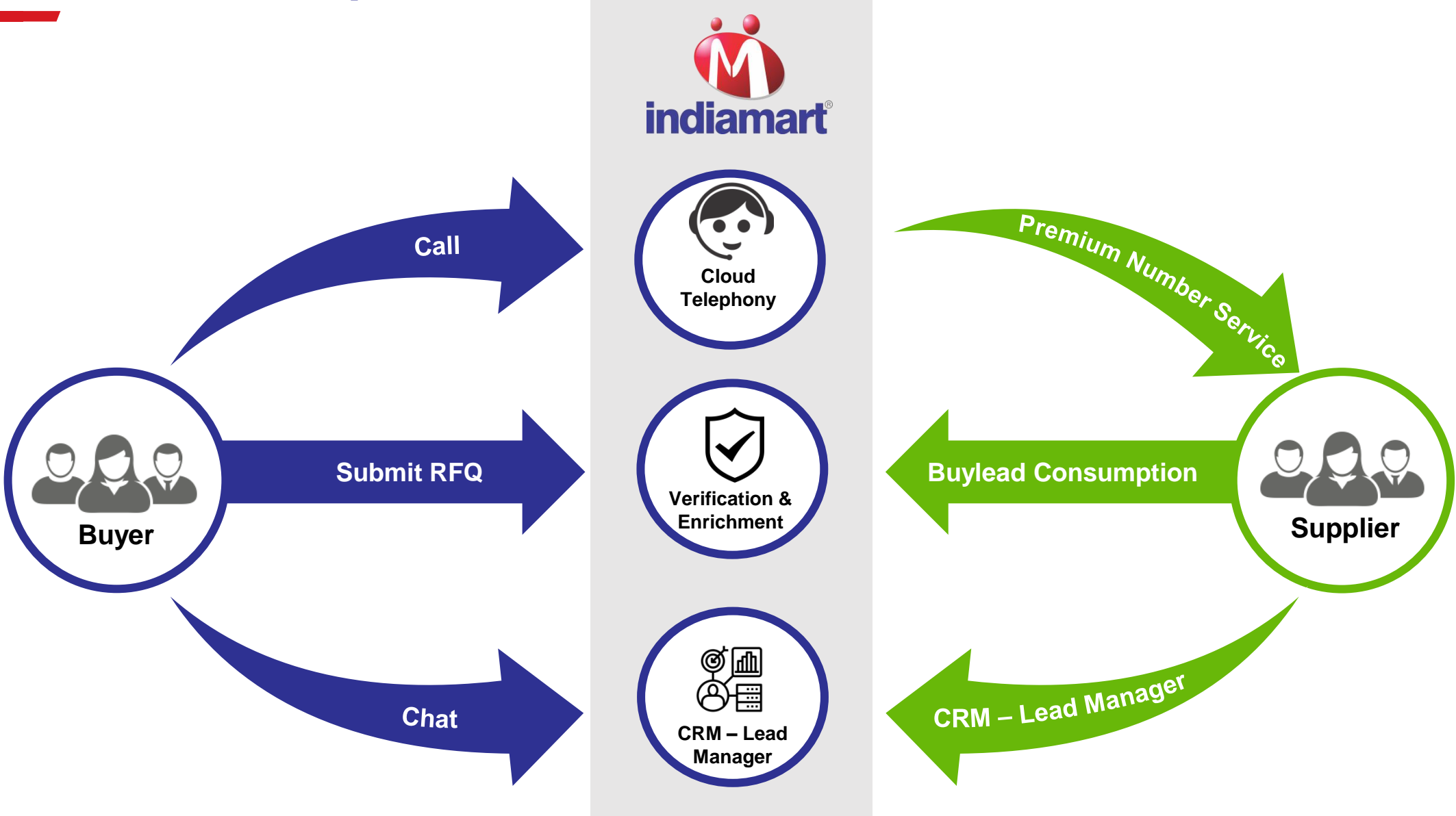
Notes:

1. As on March 31, 2024
2. Population as per 2011 census

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

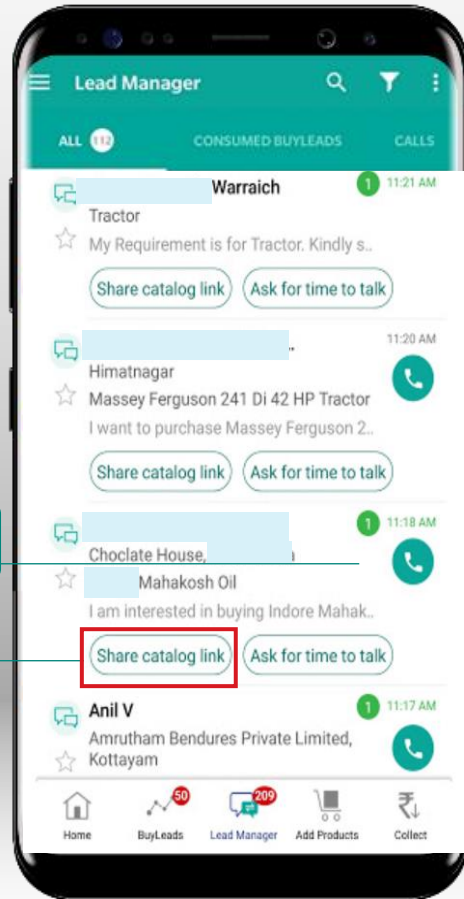


2-way Discovery Marketplace



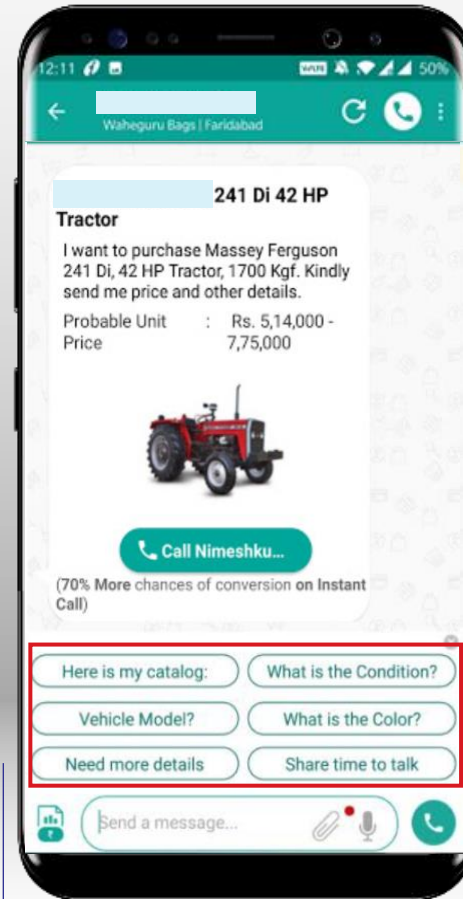
CRM – Lead Manager & Conversational Commerce

~136mn Replies* & Callbacks** during Q4 FY24

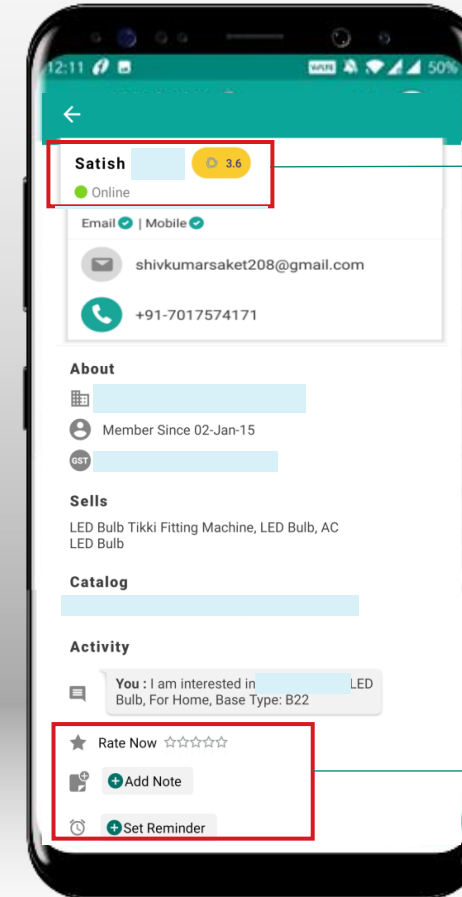


Direct Buyer Callback

Share Link



AI-based Smart Reply



Reviews & Ratings

Call Option & Alerts

Add Notes, Set Reminders

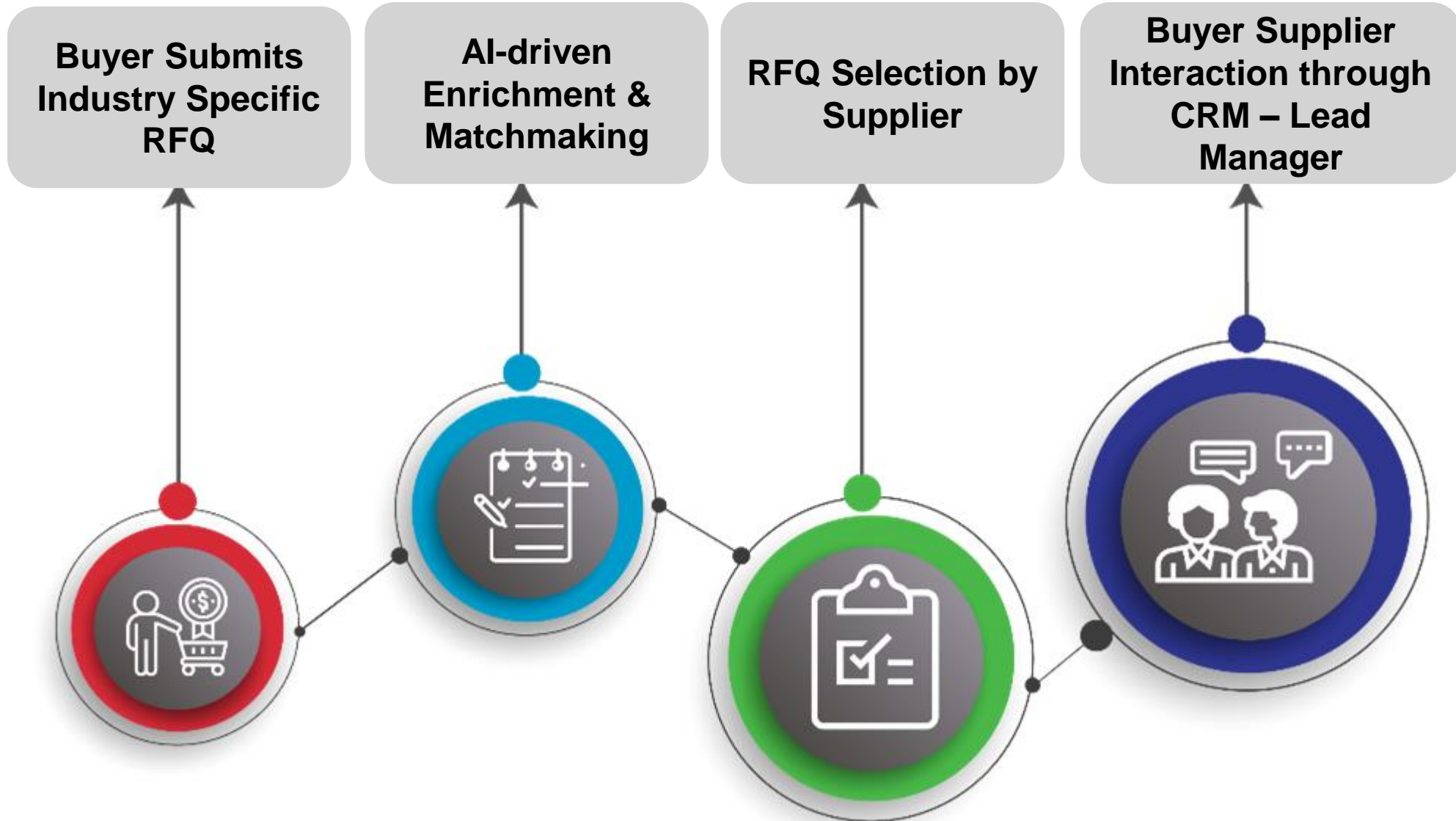


* Total Replies via desktop, Mobile site, Email & App

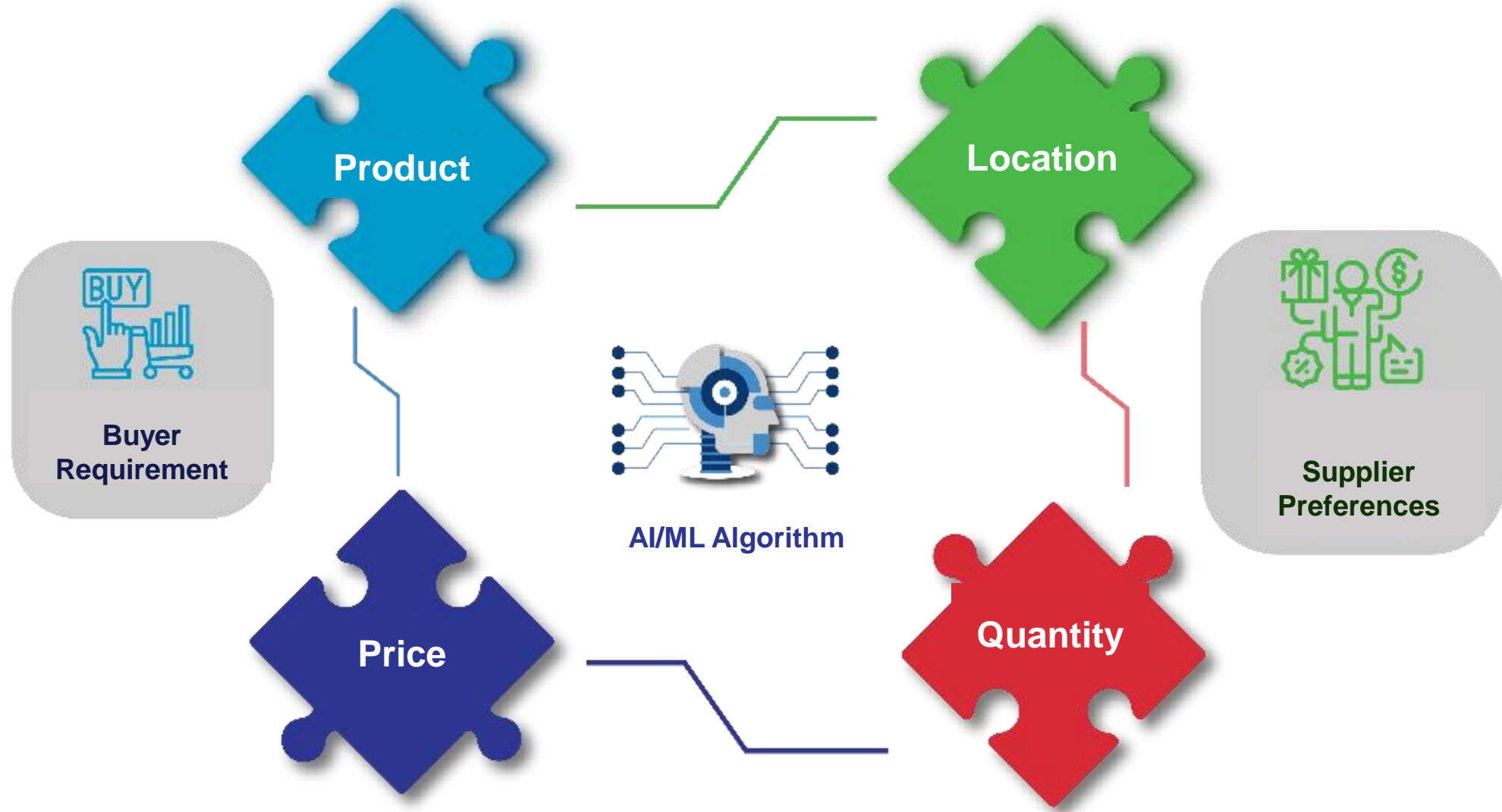
** Total Callbacks via Mobile site & App

IndiaMART InterMESH Ltd

How RFQ / BuyLead Works



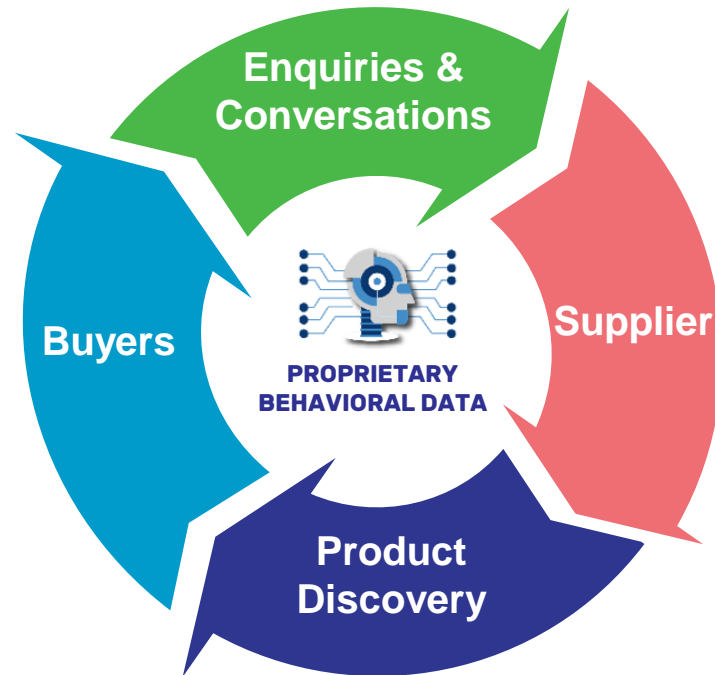
Behavioral Data Driven Algorithmic Matchmaking



Key Competitive Strengths – Brand & Network Effect

- 24 Mn⁽¹⁾ Unique Business Enquiries
- ~136Mn⁽¹⁾ replies & callbacks
- Call Responsiveness
- RFQ selection

- ~100% organic search
- 194 Mn Registered Buyers
- 53% repeat buyers⁽²⁾
- 37% suppliers are buyers
- 4.7 play store rating



- 7.9 Mn suppliers
- 214K paying supplier
- Widespread reach
- Multi-channel sales & service
- Review and ratings

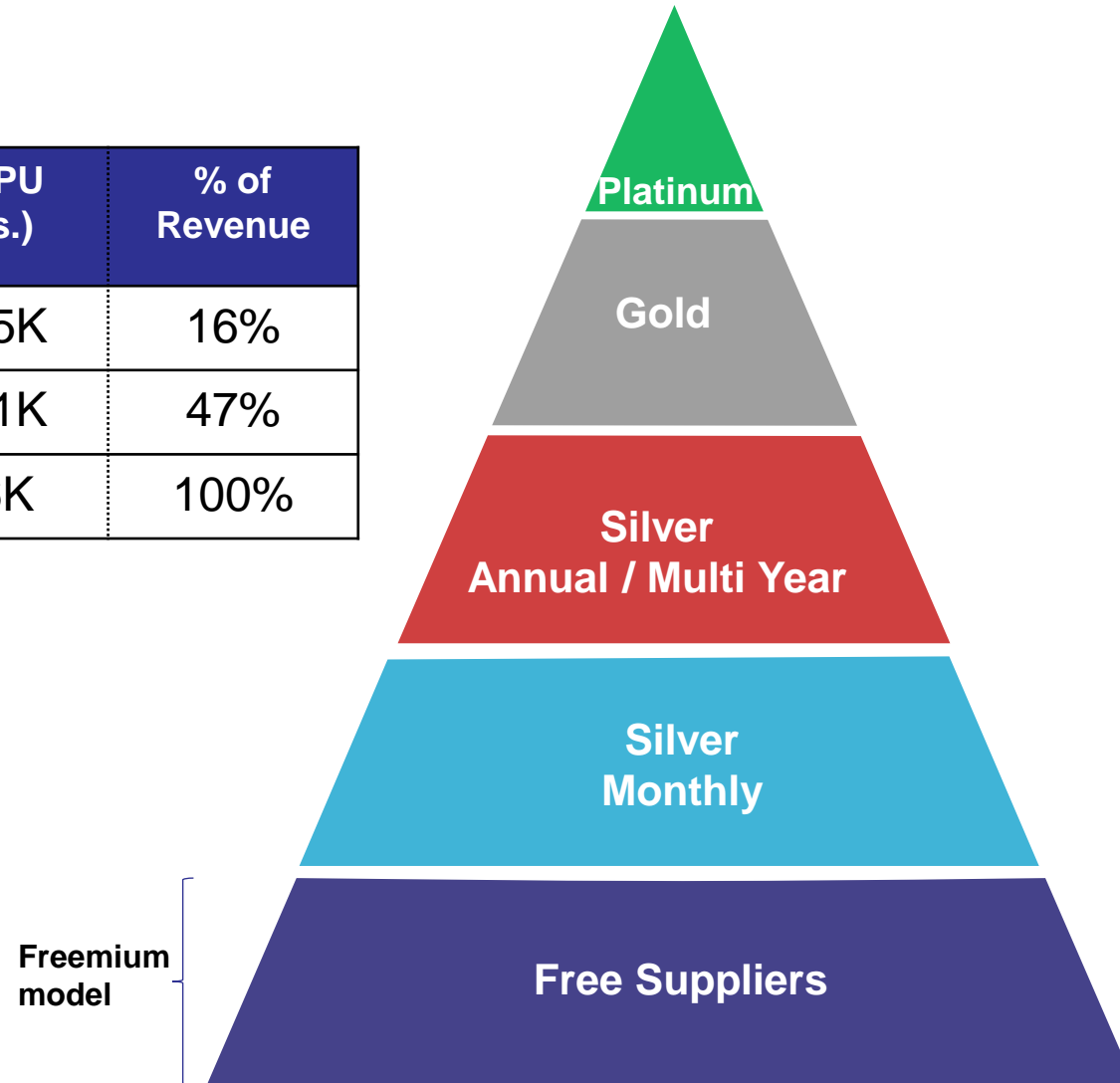
- 108 Mn listed products
- ~98K Categories
- Product specifications
- Pricing, photos & videos

Note: Figures as of Mar 31, 2024
(1) Figures for Q4 FY24
(2) Calculated for 90 days



ROI-driven, Subscription Based Revenue Model & RFQ Quota

Paying suppliers	ARPU (Rs.)	% of Revenue
Top 1% ~2K	905K	16%
Top 10%~21K	261K	47%
214K	56K	100%



Key Offerings



Web Storefront



Cloud Telephony – PNS



Priority Listing



RFQ Selection Credits - BuyLead



CRM – Lead Manager



Buyer Profile



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

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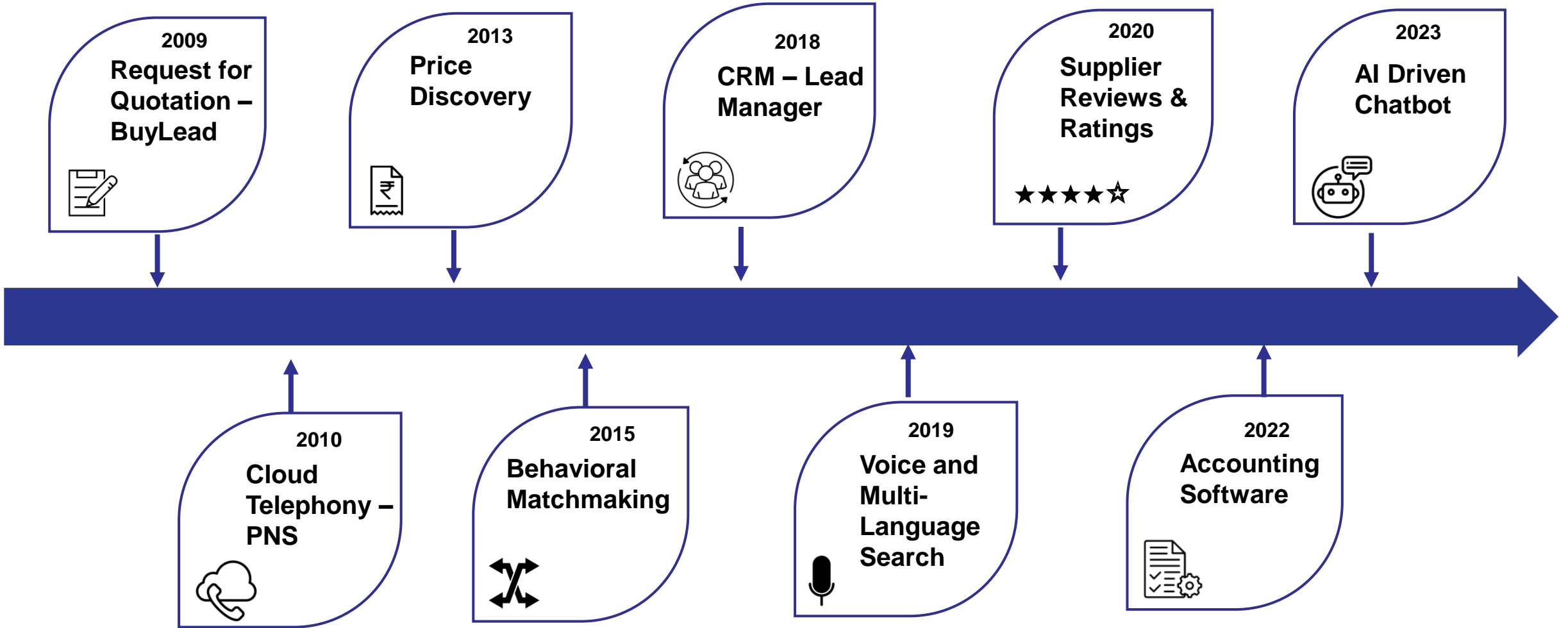
TVS
EUROGRIP
THE SMOOTHS TIRE SPECIALIST

PIAGGIO



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Constant Innovation and Technology Focus



Journey Towards Commerce & Business Enablement

Enablement of Commerce

Discovery

Products Specifications & Prices

Photos / Videos

Reviews & Ratings

Conversation

Buyer & Supplier Negotiations

Customer History & Reminder

Quotations & Invoicing

Commerce

Credit Facilitation

Logistics / Tracking

Business Enablement

Business Enablement



Accounting /
Invoicing



Inventory
Management



Distributor
Management



Payroll



Order
Management



Receivables
Management



Procurement
Management



Tax
Compliance



Accounting – Strategic Fit for IndiaMART

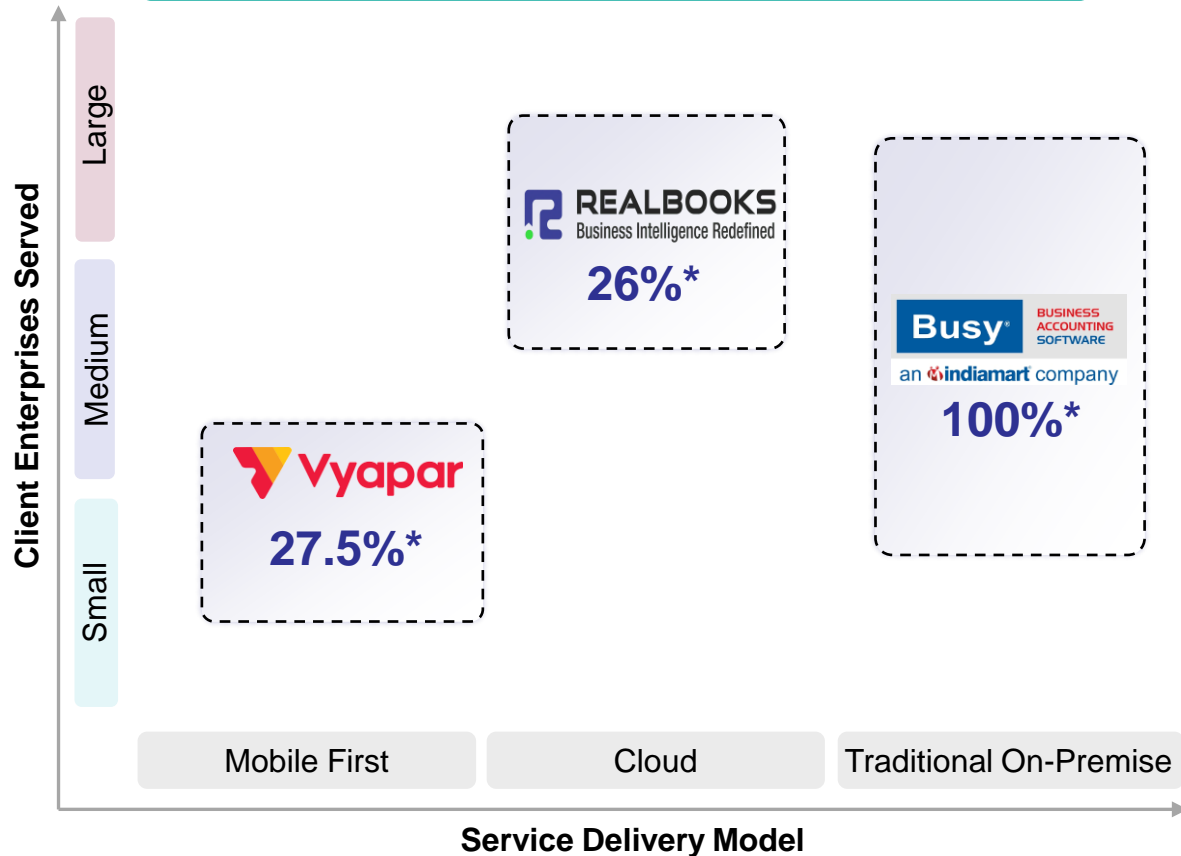
- Business Necessity
- High Customer Stickiness
- Large & Growing Market
- Subscription based Revenue Model

~ Rs. 650 crores invested in Accounting space



Investments in Accounting

~ 1 Mn businesses

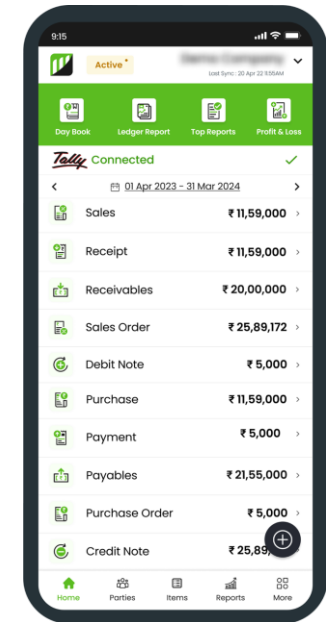


~ 6 Mn¹ businesses on Tally



Provide mobile and cloud functionality to Tally users

51.1%*



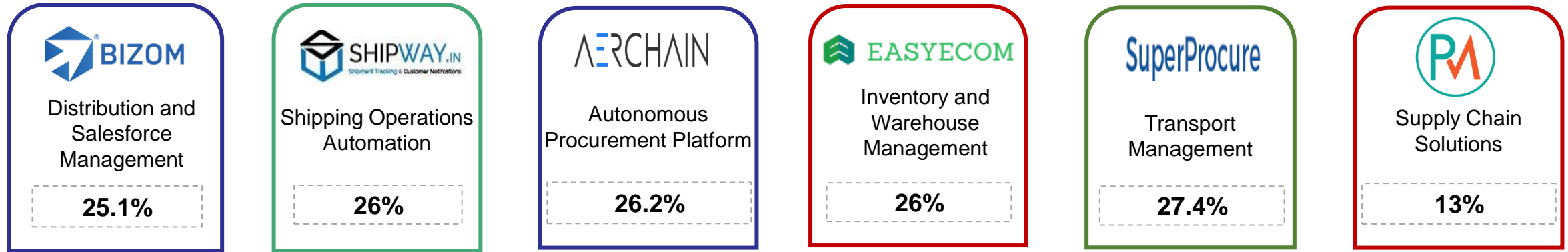
Source 1: Media reports

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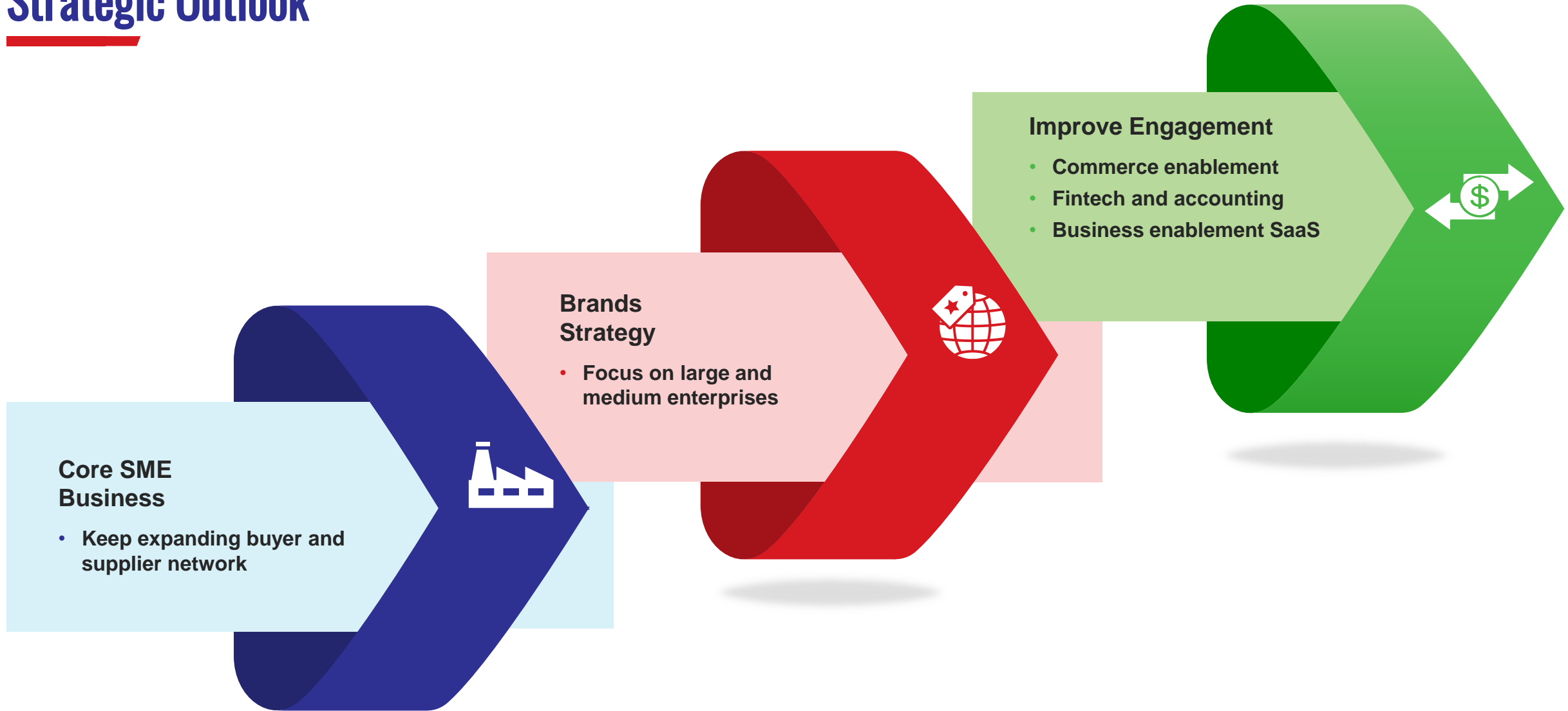
*IndiaMART's holding



Other Strategic Investments



Strategic Outlook





Appendix





Solar Street Light

Operational Performance (Standalone)



Operational Metrics

(Figures in Millions, unless otherwise mentioned)

Q3FY24	Q4FY24	YoY	Particulars	FY16	FY17	FY18	FY19	FY20	FY21	FY22	FY23	FY24	CAGR
187	194	14%	Registered Buyers	27	39	60	83	102	125	149	170	194	28%
38	39	6%	Active Buyers - Last 12 Months	10	13	25	29	30	35	38	37	39	19%
272	269	7%	Traffic	262	326	553	723	748	960	1,071	1,021	1,084	19%
23	24	14%	Unique Business Enquiries	23	31	53	73	74	96	97	88	93	19%
127	133	8%	Business Enquiries Delivered	115	157	290	449	464	610	550	479	520	21%
7.8	7.9	5%	Indian Supplier Storefronts	2.3	3.2	4.7	5.5	6.0	6.5	7.1	7.5	7.9	17%
104	108	13%	Live Product Listings	25	33	50	61	67	72	83	95	108	20%
212	214	6%	Paying Suppliers*	72	96	108	130	147	152	169	203	214	15%
55.1	55.9	10%	ARPU*	32.9	32.1	37.2	38.4	42.3	43.6	44.3	46.3	53.2	6%
256	261	11%	Top 10% ARPU*	128	130	150	155	174	181	194	214	247	9%
5,186	5,384	17%	Employees (Nos)	3,249	2,713	2,539	2,915	3,150	2,701	3,672	4,583	5,384	7%



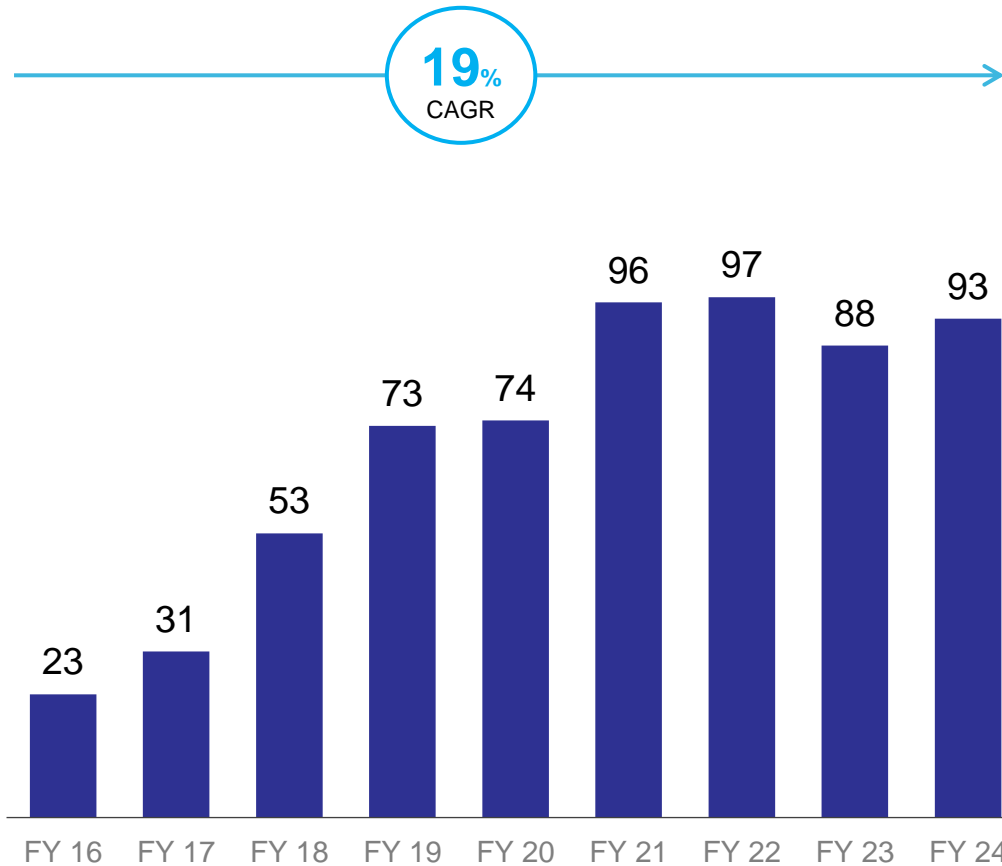
* Figures in Thousands

IndiaMART InterMESH Ltd

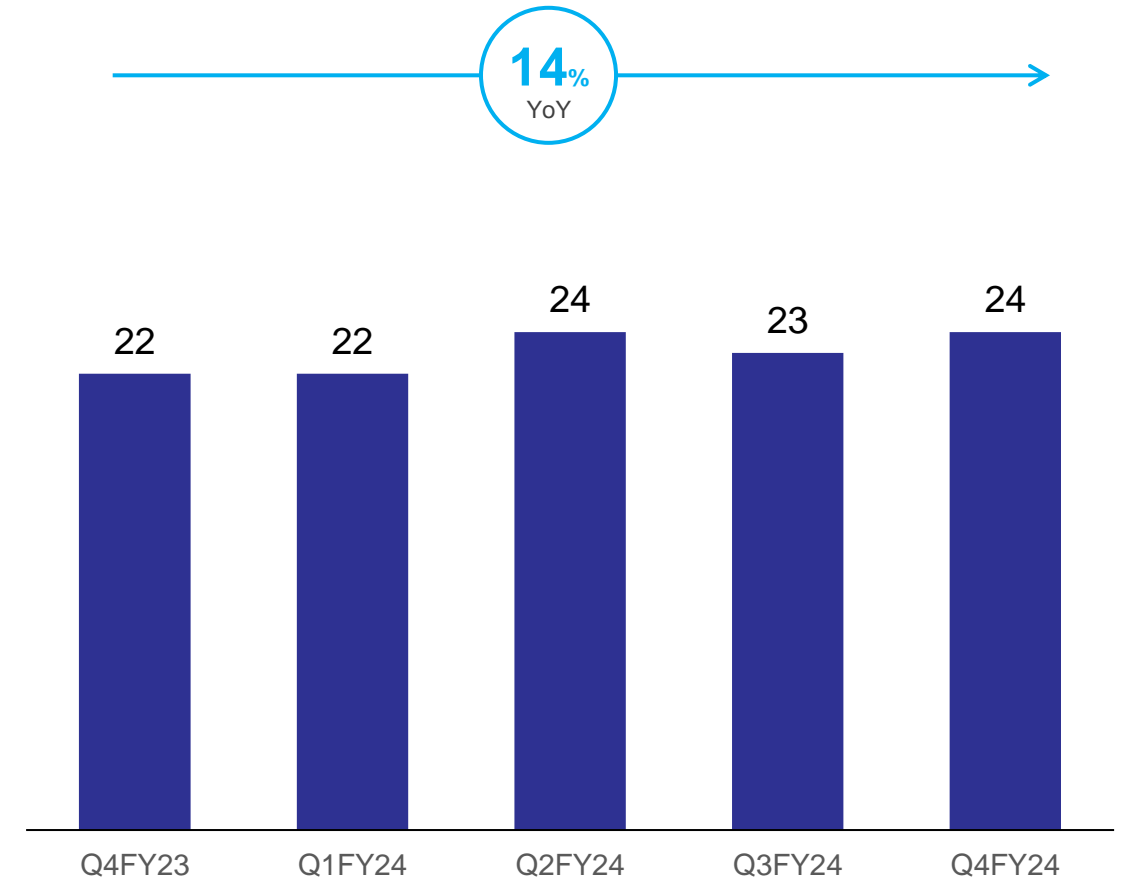
Unique Business Enquiries

(Figures in Millions)

Yearly trends



Quarterly trends



Note:

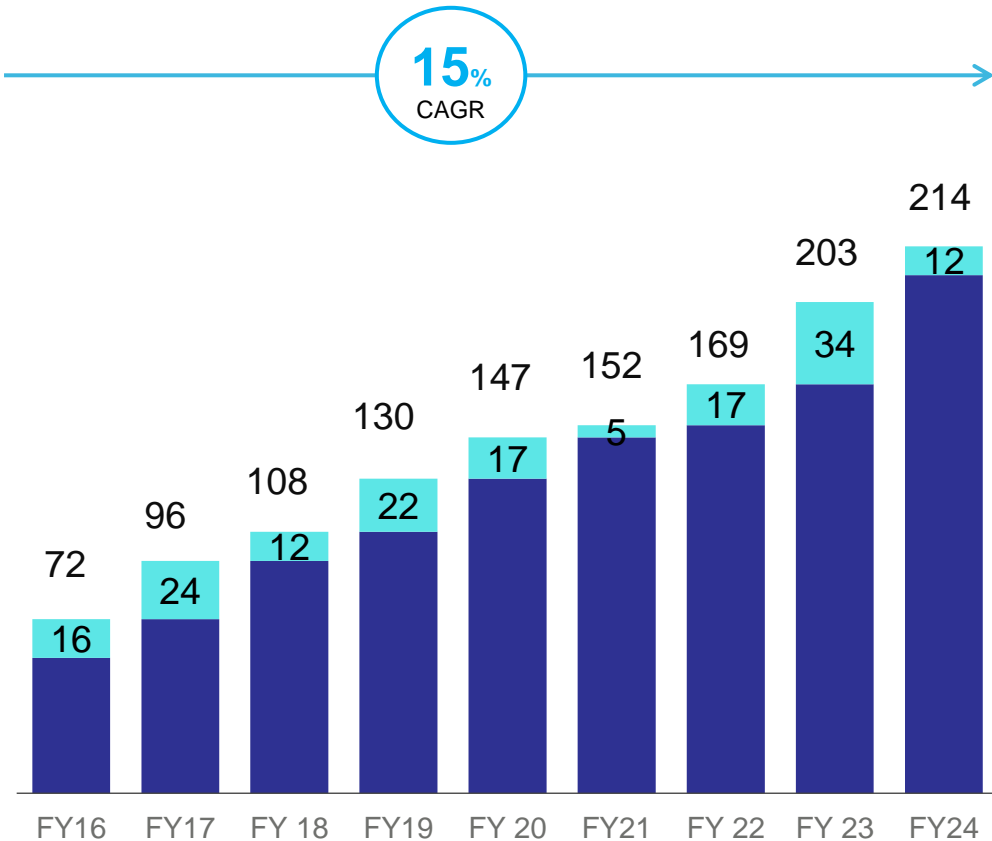
1) Buyer posting an enquiry is one unique buyer for that day. If the same buyer posts another enquiry on a different day, he is considered as a different unique buyer. Sum of all such unique quarterly & yearly buyers is mentioned in the Quarterly and Yearly trends, respectively



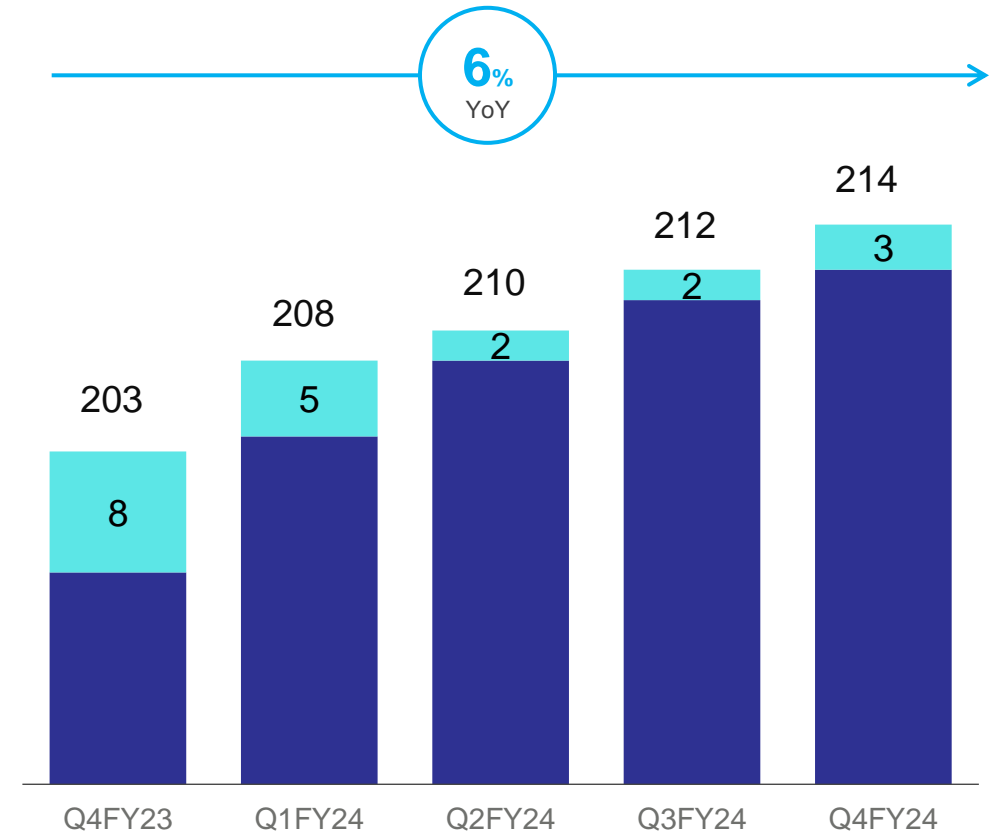
Paying Suppliers

(Figures in Thousands)

Yearly trends



Quarterly trends



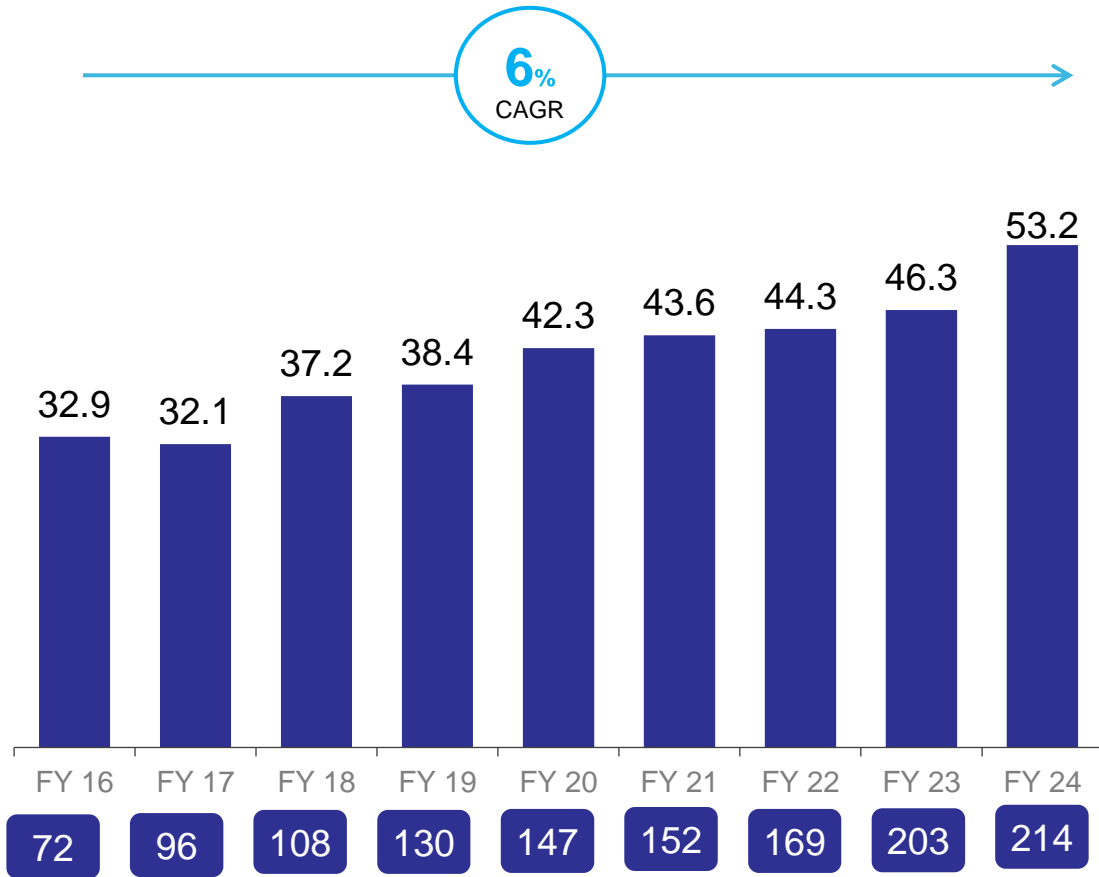
Net Additions



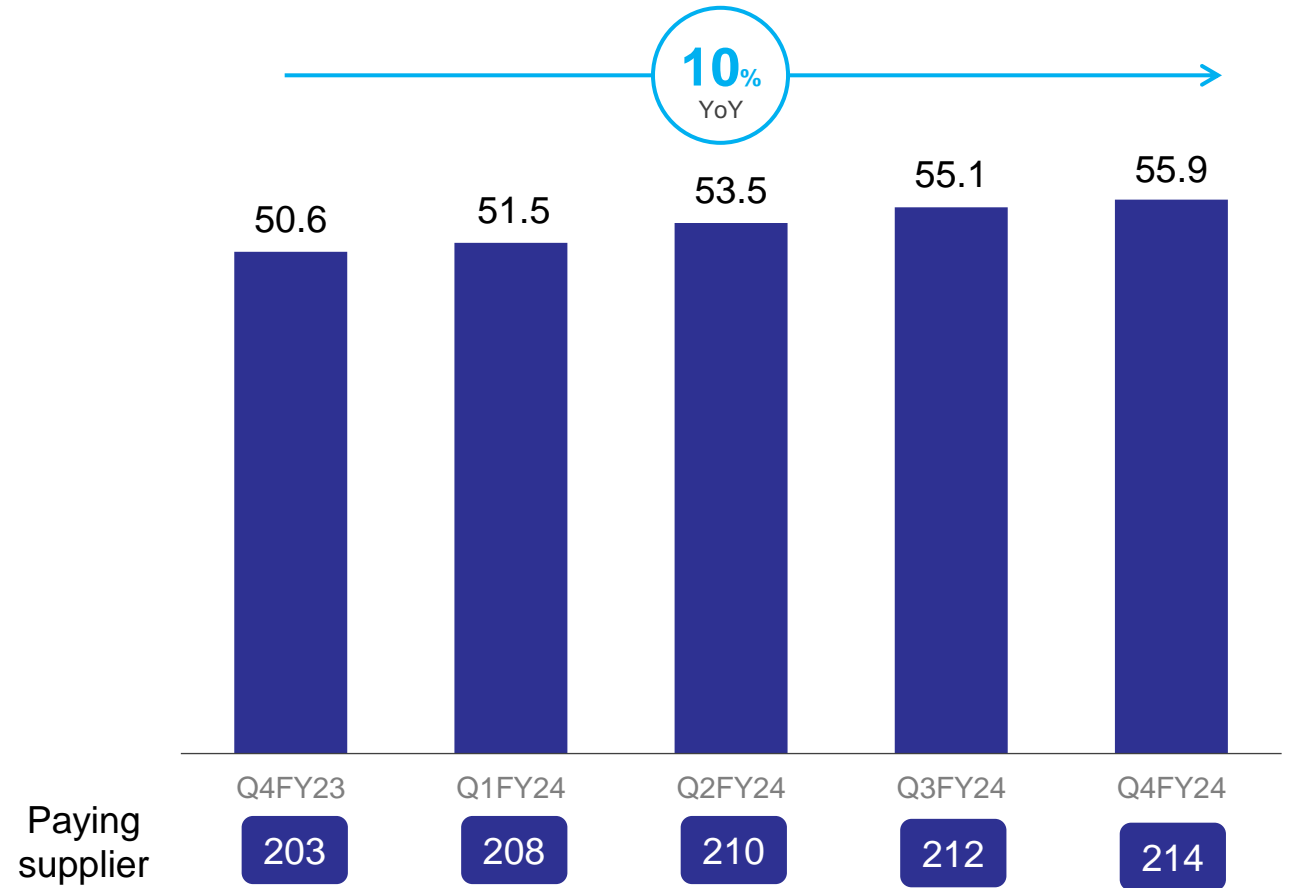
Annualised Revenue Per Paying Supplier

(₹ and figures in '000s)

Yearly trends



Quarterly trends



Note:

1) Represents Revenue from operations for the period divided by Paying suppliers at period end for the purposes of Quarter, 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



~4400 Sales & Servicing team
(Renewal & Upsell)



~150 Channel Sales Partner Locations

Note: Figures as of March 31st, 2024



Note: Map not to scale

IndiaMART InterMESH Ltd



Agricultural Machinery

Financial Performance Consolidated Section



Financial Performance – Consolidated

(₹ in Crores)

Q3FY24	Q4FY24	YoY	Financial Metrics	FY19	FY20	FY21	FY22	FY23	FY24	CAGR
305	315	17%	Operating Revenue	507	639	670	753	985	1,197	19%
42	77		Other Income	41	69	87	112	181	211	
347	392	31%	Total Income	548	707	756	866	1,166	1,407	21%
138	149	21%	Manpower Cost	230	267	205	268	425	544	19%
36	28		Outsourced Sales Cost	58	72	52	74	131	138	
45	49		Other Operating Expense	138	131	84	104	162	183	
220	226	12%	Total Expenses	425	470	341	446	718	865	15%
86	88	34%	EBITDA	82	169	328	308	268	331	32%
28%	28%		<i>EBITDA Margin(%)</i>	16%	26%	49%	41%	27%	28%	
11	15		Others ¹	69	24	23	17	39	47	
28	40		Tax Expense	34	64	110	93	88	120	
7	12		Associates Loss	-	2	3	12	38	40	
82	100	79%	Net Profit	20	147	280	298	284	334	76%
24%	25%		<i>Net Profit Margin(%)</i>	4%	21%	37%	34%	24%	24%	
13.7	16.5	(10%)	EPS ² (Rs.)	3.9	25.6	48.1	48.9	46.5	55.2	48%
106	260	25%	Cash flow from operations	255	261	323	402	476	559	17%
332	484	16%	Collections from Customers	671	738	711	934	1,219	1,474	17%

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

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



Abridged Balance Sheet - Consolidated

(₹ in Crores)

Q3 FY24	Q4 FY24	As at end of	FY19	FY20	FY21	FY22	FY23	FY24
92	82	Fixed Assets ¹	9	86	65	56	99	82
454	454	Goodwill ²	-	-	-	-	454	454
41	48	Other assets ³	126	77	44	52	44	48
2,039	2,340	Cash & investments	685	931	2,365	2,419	2,336	2,340
506	524	Strategic Investments	-	30	37	421	512	524
3,131	3,449	Total Assets	821	1,123	2,511	2,949	3,445	3,449
1,632	1,736	Capital & Reserves	160	275	1,611	1,874	2,059	1,736
1,270	1,440	Deferred revenue ⁴	586	685	726	907	1,162	1,440
33	48	Tax liabilities	-	-	21	16	24	48
43	41	Lease liabilities	-	77	63	56	46	41
153	184	Other Liabilities ⁵	75	86	90	96	154	184
3,131	3,449	Total Liabilities	821	1,123	2,511	2,949	3,445	3,449

Note:

- 1) Includes fixed assets, intangible assets and right of use assets
- 2) On account of acquisition through business combination which includes Rs. 414cr of Busy Infotech and Rs. 42cr of Livekeeping Technologies
- 3) Includes remaining assets combined
- 4) Includes customer advances
- 5) Includes provisions and payables, statutory liabilities and other financial liabilities



Cash Generation and Utilization

(₹ in Crores)

Particulars	FY19	FY20	FY21	FY22	FY23	FY24
Opening Cash and Treasury Investments	388	685	931	2,365	2,419	2,335
Cash flow from operating activities	255	261	323	402	476	559
Cash flow from investing activities¹	5	(6)	14	(273)	(331)	32
(i) Non-Operating Income ²	17	25	21	127	237	71
(ii) Capital expenditure ³	(12)	-	3	(4)	(16)	(14)
(iii) Strategic Investments	-	(31)	(10)	(395)	(552)	(25)
Cash Flow from Financing Activities	14	(51)	1,038	(58)	(143)	(695)
(i) Proceeds from issue of shares ⁴	14	2	1,052	0	0	0
(ii) Other financing activities ⁵	-	(20)	(12)	(13)	(13)	(14)
(iii) Capital distributed to Shareholders ⁶	-	(33)	(1)	(46)	(130)	(681)
Δ in Fair Value Gain on Treasury Investments	23	42	60	(18)	(85)	109
Closing Cash and Treasury Investments	685	931	2,365	2,419	2,335	2,340

Note:

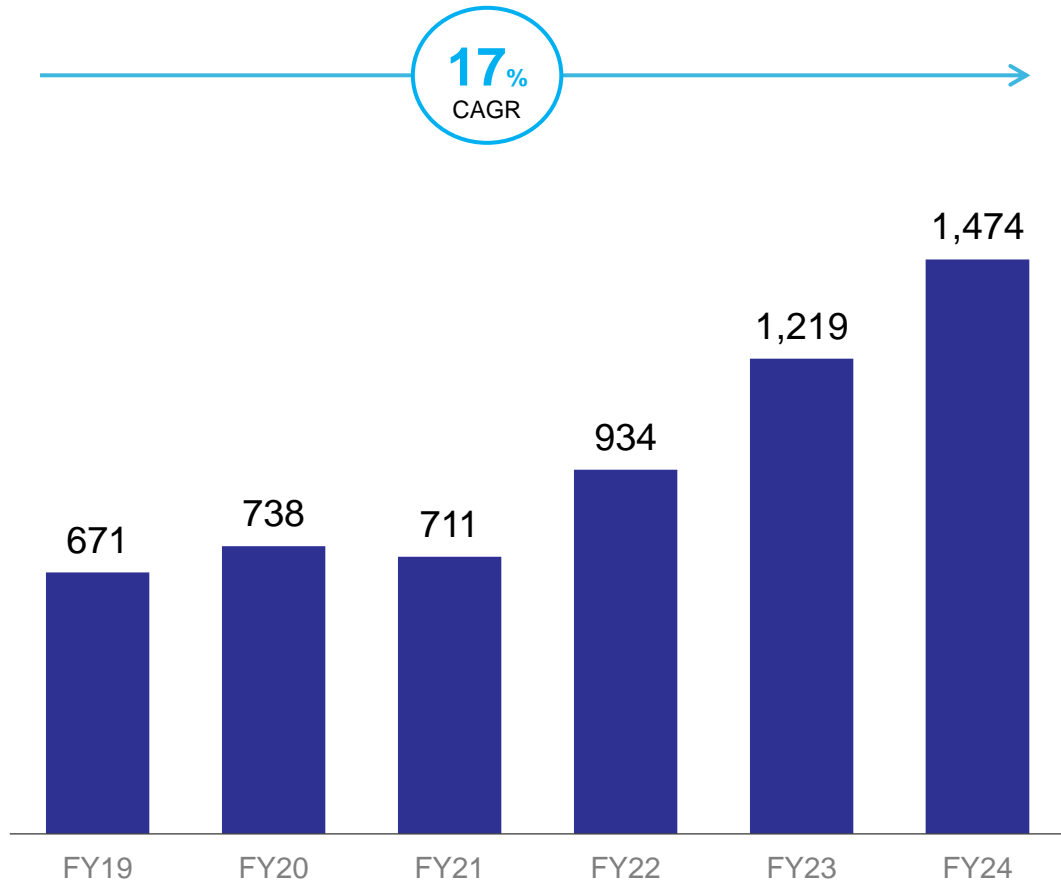
- 1) Adjusted for change in Investments, FDR, Inter corporate deposit and others during the period
- 2) Includes realized income from treasury investments and net investments in FDRs, Inter Corporate deposits and others
- 3) Includes purchase and sale of property, plant and equipment and other intangible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



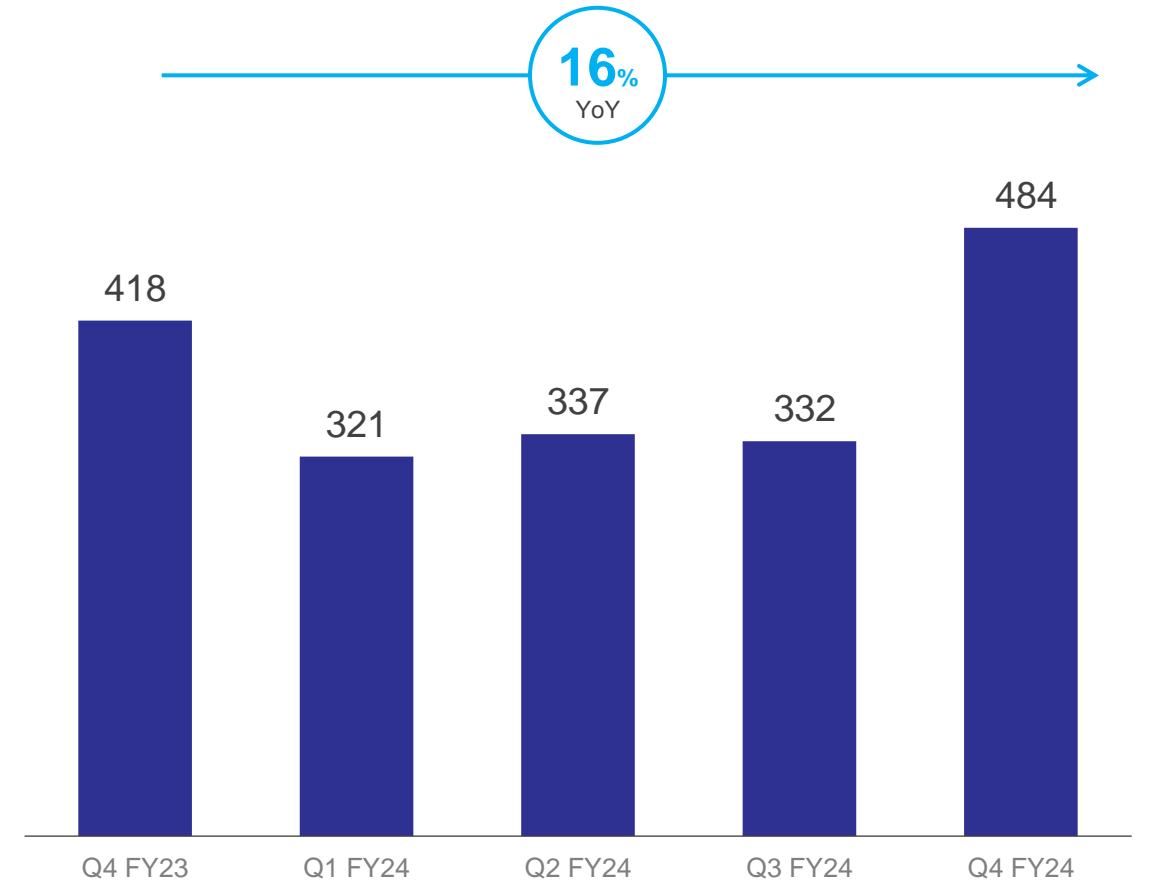
Collections from Customer - Consolidated

(₹ in crores)

Yearly trends



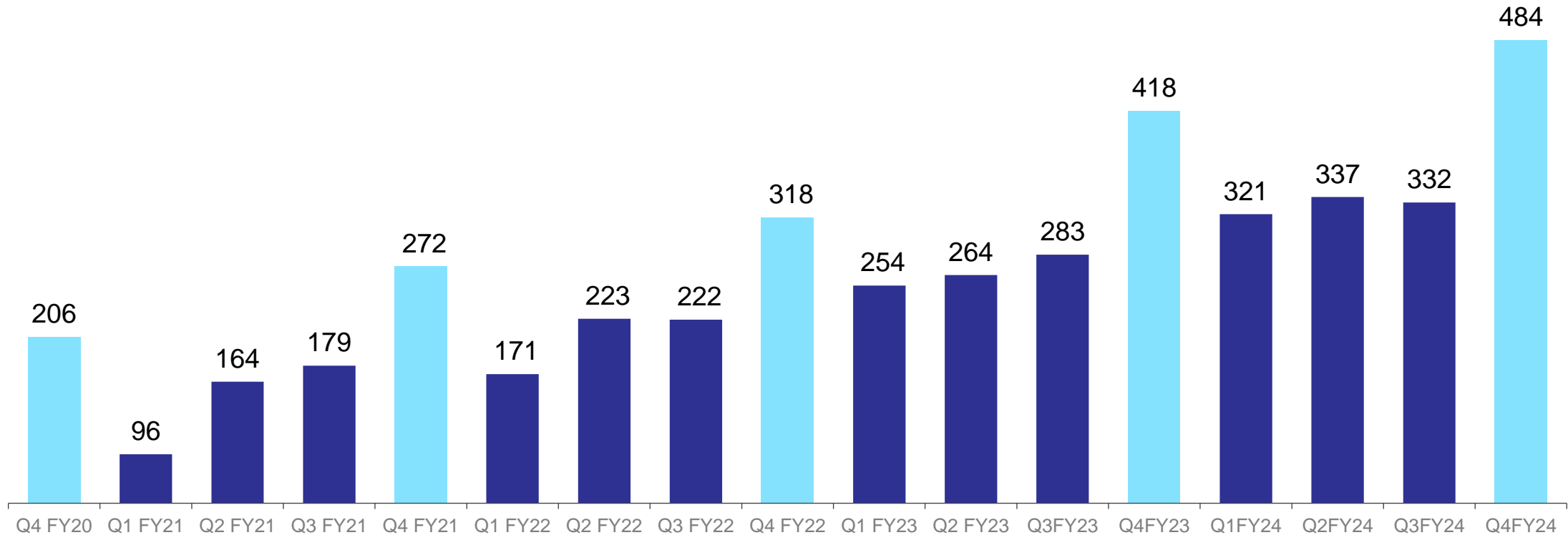
Quarterly trends



Collections from Customer - Consolidated

(₹ in crores)

Quarterly trends



Note:

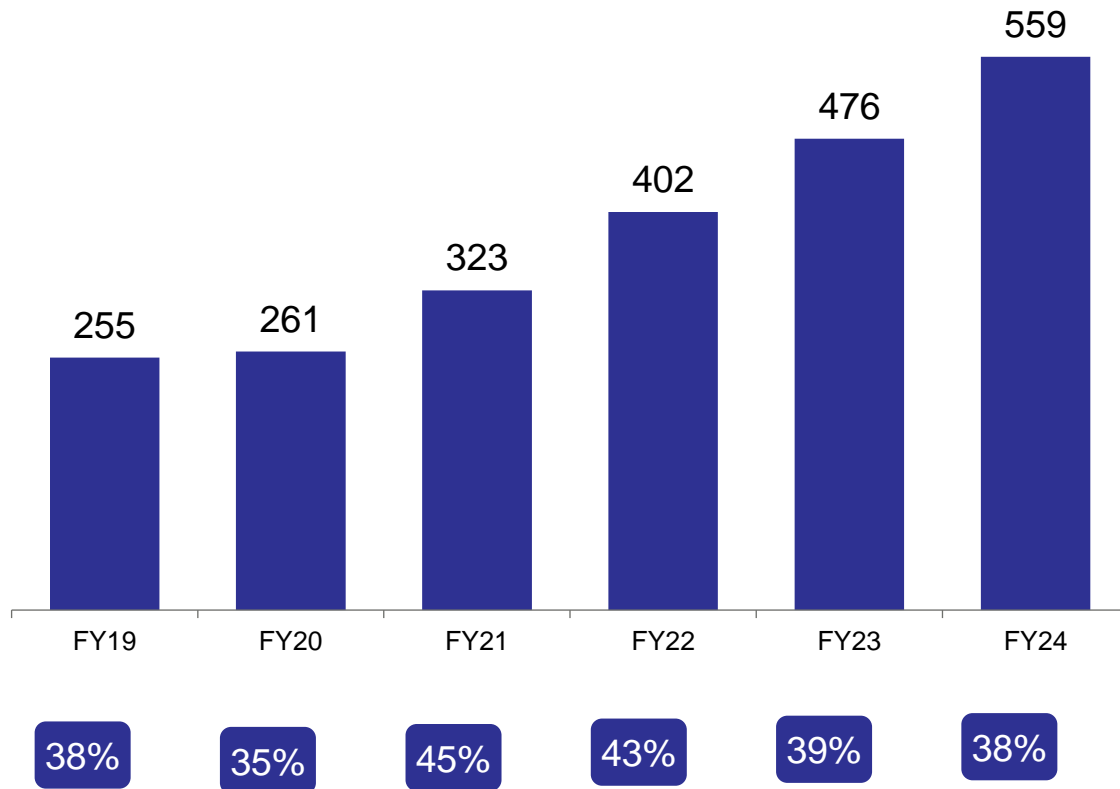
- 1) Fourth Quarter of the year has traditionally been the best quarter in terms of collections from customer for that financial year
- 2) Sharp decline in Collections from Customer during Q1FY21 and Q1FY22 is on account of disruptions caused by Covid-19 pandemic waves in India



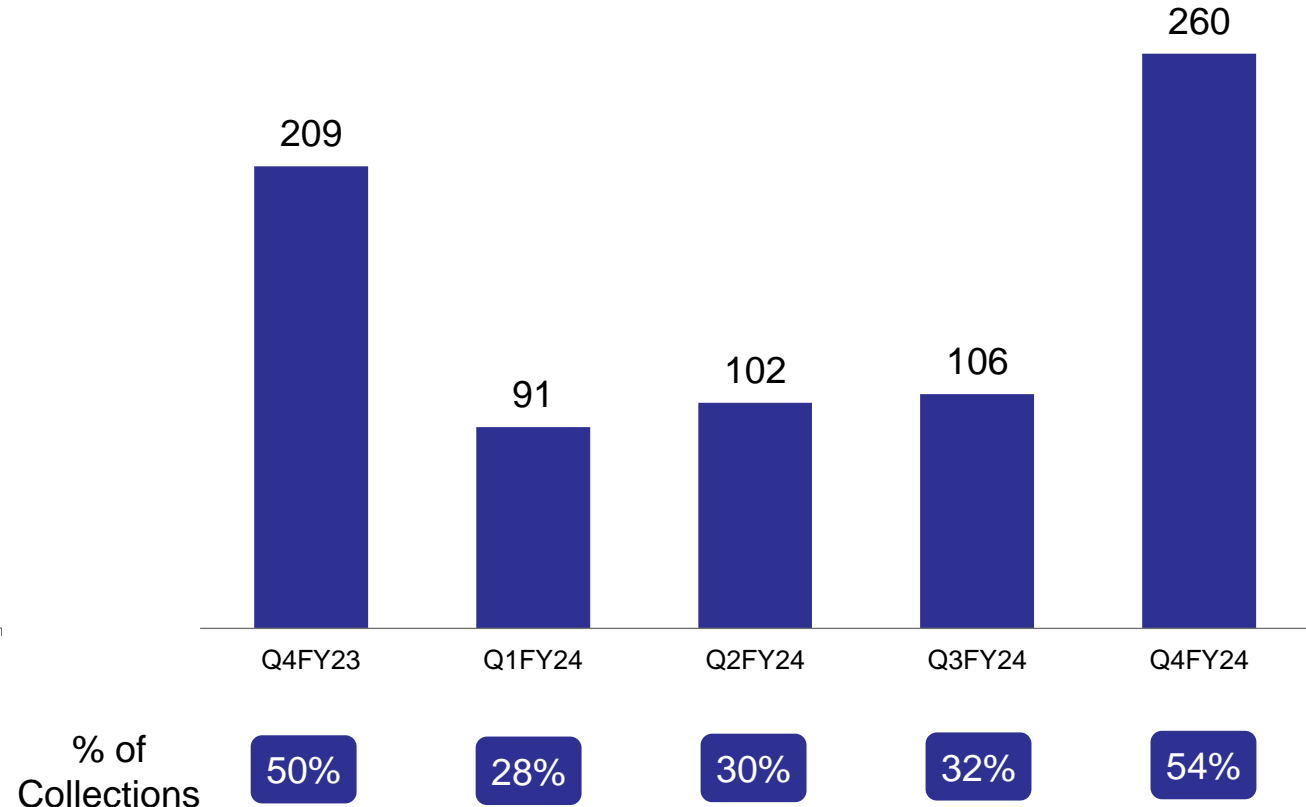
Cash Generated From Operating Activities - Consolidated

(₹ in Crores)

Yearly trends



Quarterly trends



Note:

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

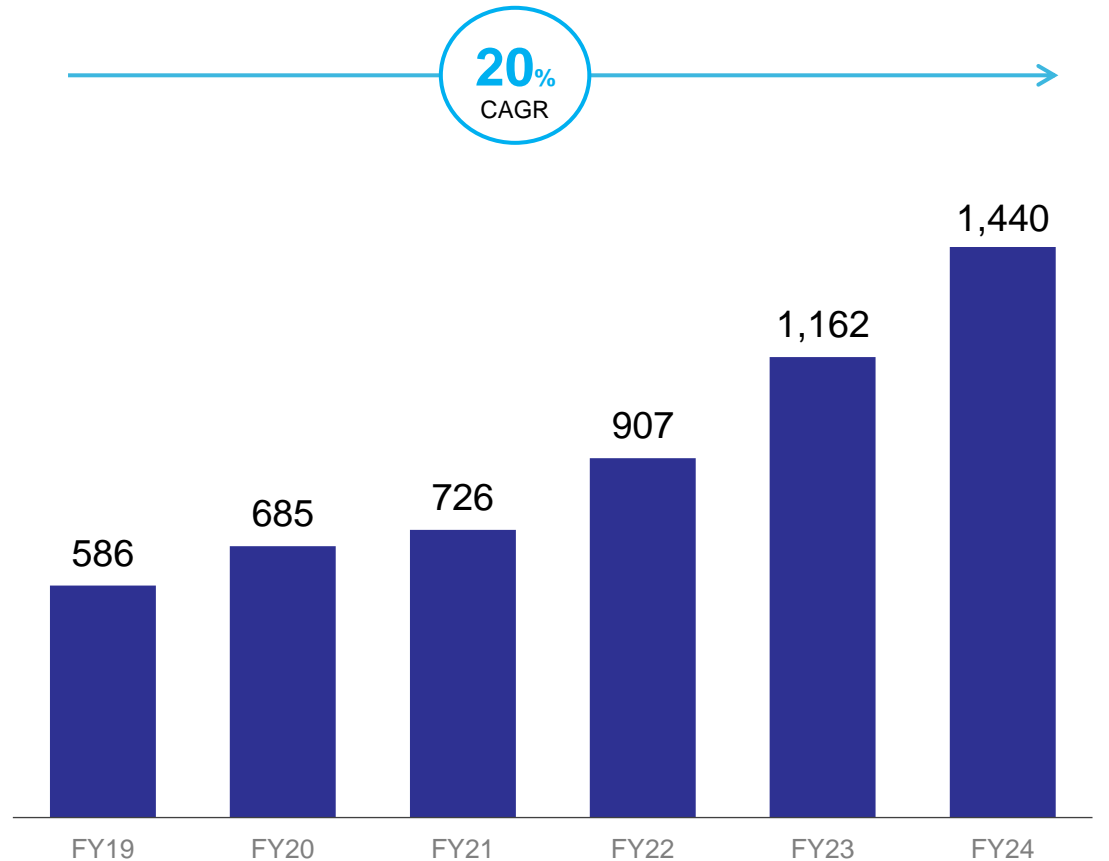


Deferred Revenue – Consolidated

(₹ in Crores)

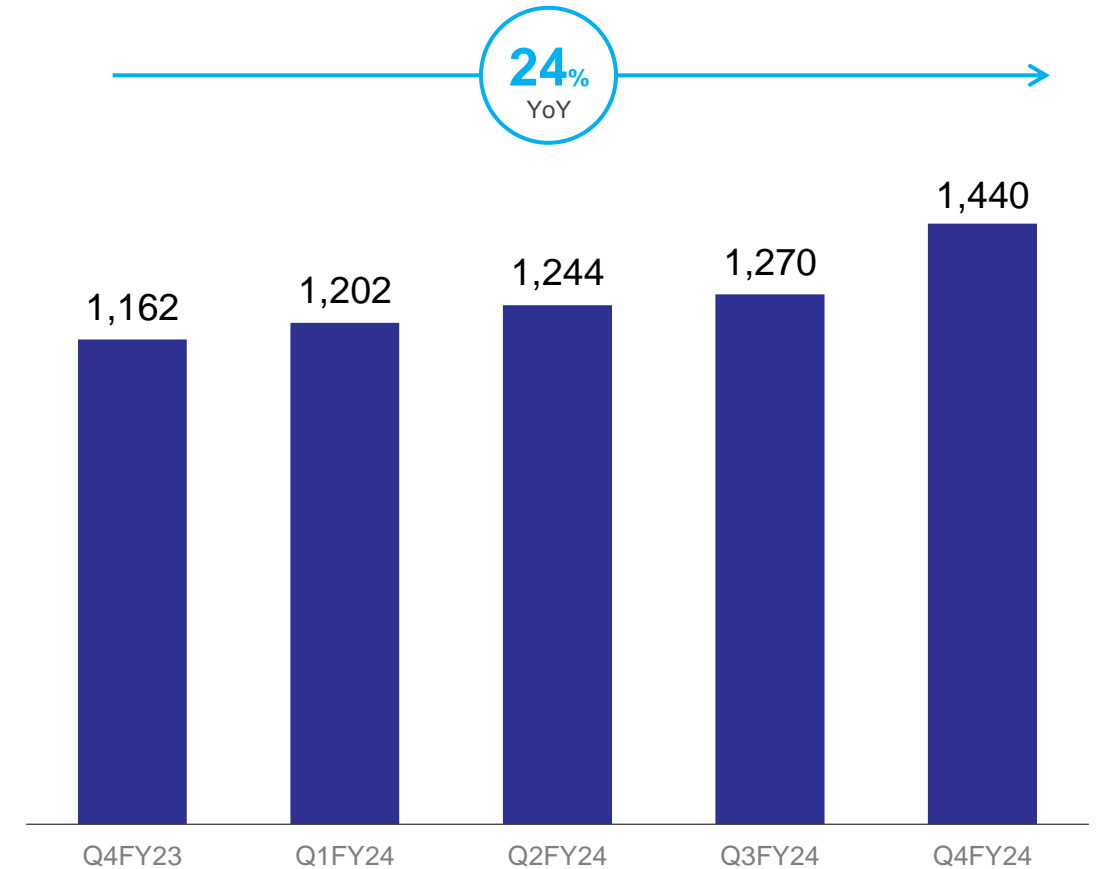
Yearly trends

20%
CAGR



Quarterly trends

24%
YoY



Note:

- 1) Deferred Revenue refers to contract liabilities in the financial statements, i.e., including advances from customers
- 2) Company has completed acquisition of Busy Infotech Pvt Ltd in FY 23. Accordingly, Deferred Revenue includes Busy Infotech from FY23 onwards

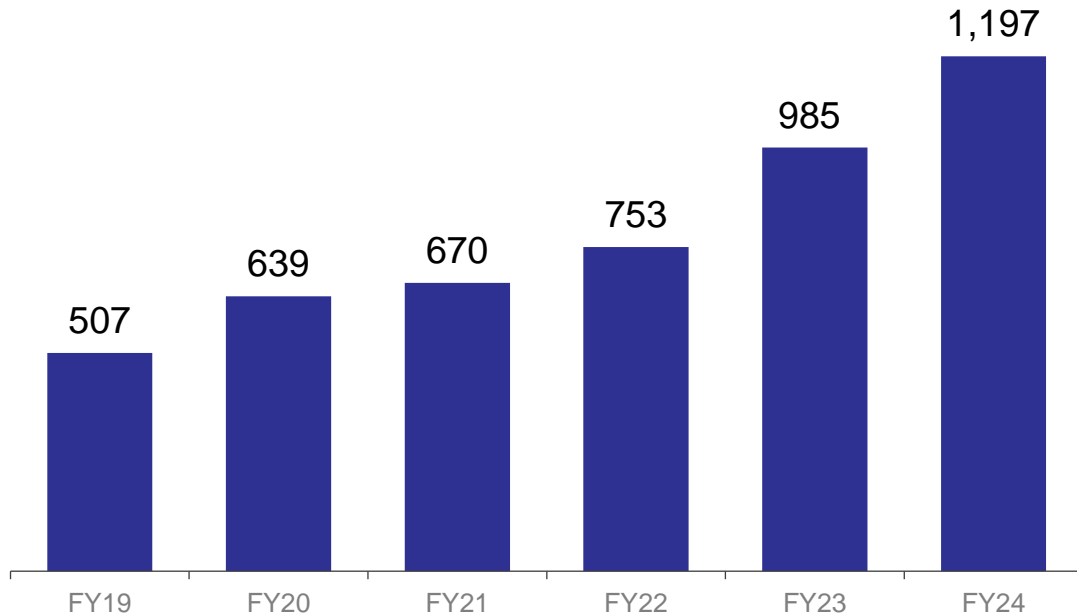


Revenue from Operations – Consolidated

(₹ in Crores)

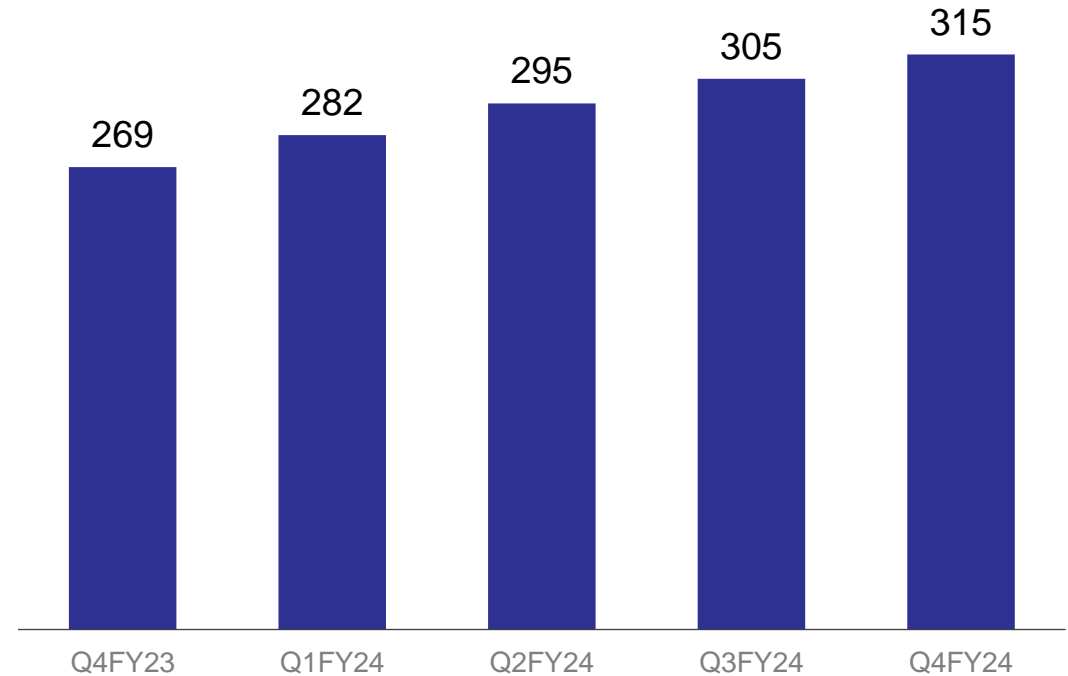
Yearly trends

19%
CAGR



Quarterly trends

17%
YoY



Revenue – Legal Entity View

(₹ in Crore)

Particulars	FY22	FY23	Q1FY24	Q2FY24	Q3FY24	Q4FY24	FY24
IndiaMART InterMESH Ltd	751	939	268	281	291	299	1,139
Accounting Segment							
Busy Infotech Pvt Ltd	-	43.3	13.5	12.9	12.6	14.4	53.3
Livekeeping Technologies Pvt Ltd [^]	-	0.1	0.0	0.1	0.1	0.2	0.4
Others							
Pay With IndiaMART Pvt Ltd	2.6	2.9	0.9	1.0	1.1	1.2	4.2
Tolexo Online Pvt Ltd	0.9	1.1	0.3	0.3	0.2	0.0	0.8
	754	986	282	295	306	315	1,198
Inter Company Adjustments	(0.8)	(0.7)	(0.2)	(0.2)	(0.2)	(0.3)	(1.0)
Consolidated Revenue from Operations	753	985	282	295	305	315	1,197

~95% of revenue contributed by IndiaMART standalone business

Note:

1) [^] Formerly known as Finlite Technologies Pvt. Ltd.



EBITDA – Legal Entity View

(₹ in Crore)

Particulars	FY22	FY23	Q1FY24	Q2FY24	Q3FY24	Q4 FY 24	FY24
IndiaMART InterMESH Ltd	312.1	261.6	75.8	80.6	87.0	90.5	333.9
Accounting Segment							
Busy Infotech Pvt Ltd	-	10.3	3.1	1.7	1.1	0.9	6.8
Livekeeping Technologies Pvt Ltd [^]	-	(4.3)	(2.0)	(2.7)	(3.0)	(3.1)	(10.7)
Others							
Pay With IndiaMART Pvt Ltd	0.3	0.3	0.1	0.1	0.1	0.1	0.5
Tolexo Online Pvt Ltd	(4.4)	(0.3)	0.1	0.1	0.1	(0.3)	0.1
Tradezeal	(0.1)	(0.0)	(0.0)	(0.0)	(0.0)	(0.0)	(0.0)
	307.9	267.7	77.2	79.9	85.4	88.0	330.4
Inter Company Adjustments	0.0	(0.2)	(0.2)	(0.1)	(0.3)	(0.3)	(0.9)
Consolidated EBITDA	307.8	267.9	77.4	80.0	85.7	88.4	331.4

~100% of Consolidated EBITDA contributed by IndiaMART standalone business

Note:

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





Financial Performance Standalone Basis

Solar Cameras



Financial Performance – Standalone

(₹ in Crores)

Q3FY24	Q4FY24	YoY	Financial Metrics	FY19	FY20	FY21	FY22	FY23	FY24	CAGR
291	299	17%	Revenue from Operations	497	624	665	751	939	1,139	18%
39	45		Other Income	36	68	85	108	113	170	
330	344	20%	Total Income	533	692	750	859	1,052	1,309	20%
129	138	20%	Manpower Cost	222	255	199	263	399	507	18%
35	27		Outsourced Sales Cost	58	72	52	74	130	135	
41	43		Other Operating Expense	138	124	81	102	148	163	
204	209	10%	Total Expenses	418	451	332	439	677	805	14%
94	94	35%	Adjusted EBITDA¹	88	180	339	322	288	358	32%
32%	32%		Adjusted EBITDA Margin(%)	18%	29%	51%	43%	31%	31%	
87	90	35%	EBITDA	80	173	333	312	262	334	33%
30%	30%		EBITDA Margin(%)	16%	28%	50%	42%	28%	29%	
6	11		Others ²	69	31	23	17	29	29	
28	32		Tax Expense	34	64	109	93	73	112	
92	92	37%	Net Profit	13	146	287	310	272	362	96%
28%	27%		Net Profit Margin(%)	2%	21%	38%	36%	26%	28%	
105	258	26%	Cash flow from Operations	259	264	326	407	464	545	16%
316	465	16%	Collections from Customers	661	722	707	932	1,167	1,399	16%

1. Excluding employee share-based payment expense

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



Abridged Balance Sheet - Standalone

(₹ in Crores)

Q3FY24	Q4FY24	As at end of	FY19	FY20	FY21	FY22	FY23	FY24
55	48	Fixed Assets ¹	9	85	65	56	53	48
31	38	Other assets ²	123	73	41	49	33	38
1,890	2,186	Cash and Investments	678	920	2,359	2,414	2,202	2,186
1,094	1,095	Strategic Investments ³	9	41	50	446	1073	1095
3,069	3,367	Total Assets	819	1,119	2,516	2,965	3,361	3,367
1,673	1,770	Capital & Reserves	161	274	1,617	1,892	2,064	1,770
1,229	1,395	Deferred revenue ⁴	585	684	726	907	1,134	1,395
13	21	Tax liabilities	0	0	21	16	4	21
43	41	Lease liabilities	0	77	63	56	46	41
111	140	Other Liabilities ⁵	73	84	89	94	113	140
3,069	3,367	Total Liabilities	819	1,119	2,516	2,965	3,361	3,367

Note:

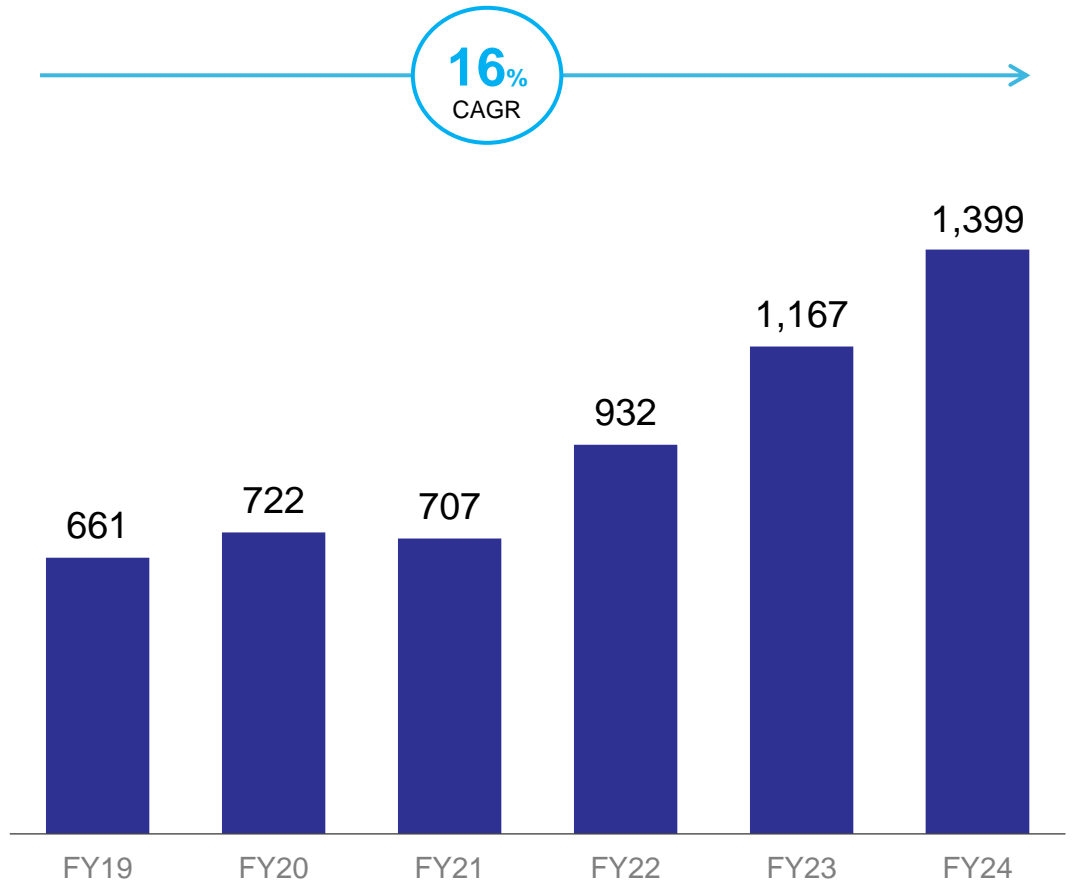
- 1) Includes fixed assets, intangible assets and right of use assets
- 2) Includes remaining assets combined
- 3) Includes investment in subsidiaries and associates and others.
- 4) Includes customer advances
- 5) Includes provisions and payables, statutory liabilities and other financial liabilities



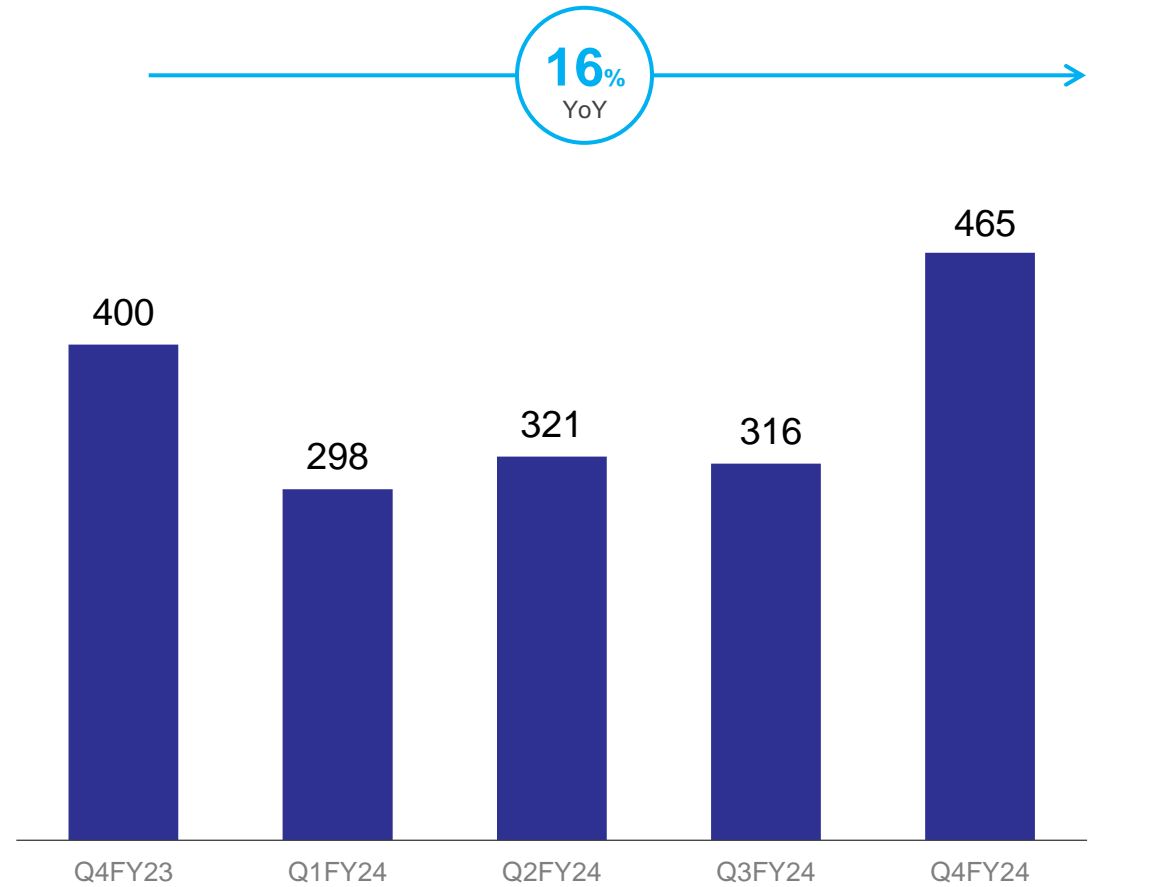
Collections from Customer – Standalone

(₹ in crores)

Yearly trends



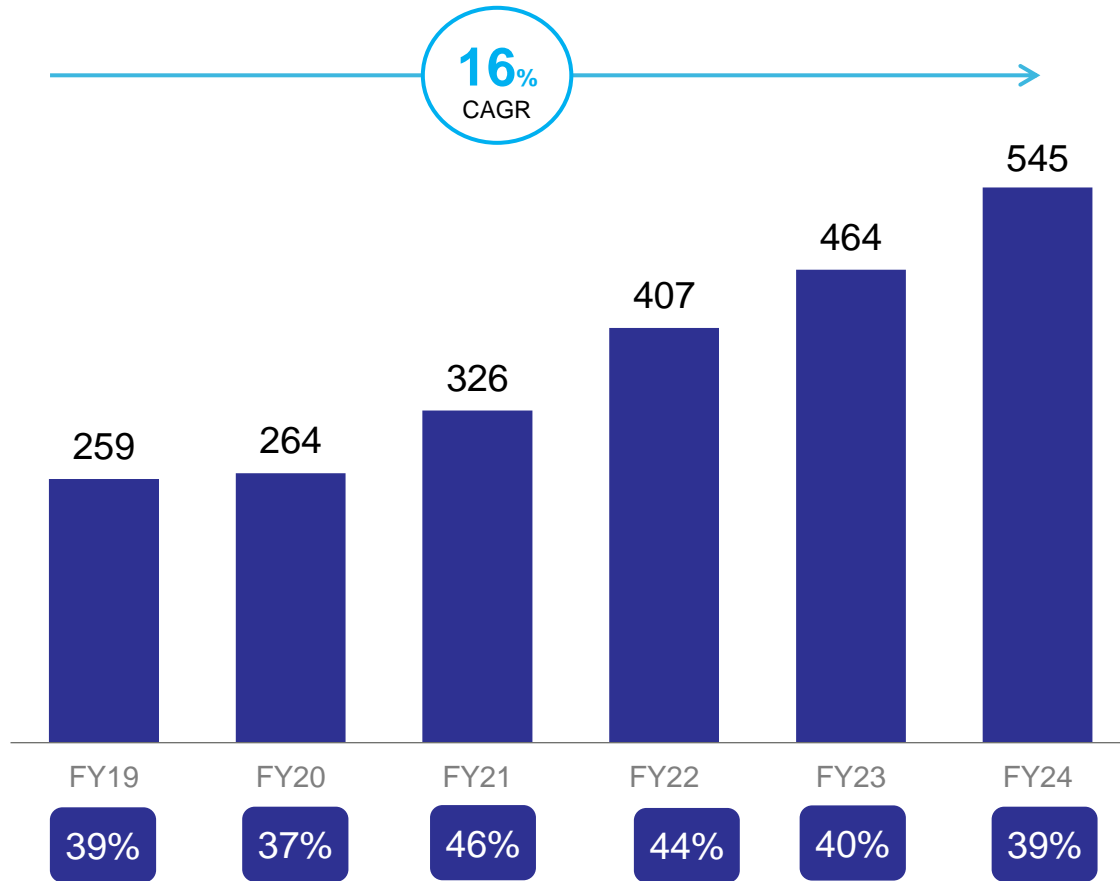
Quarterly trends



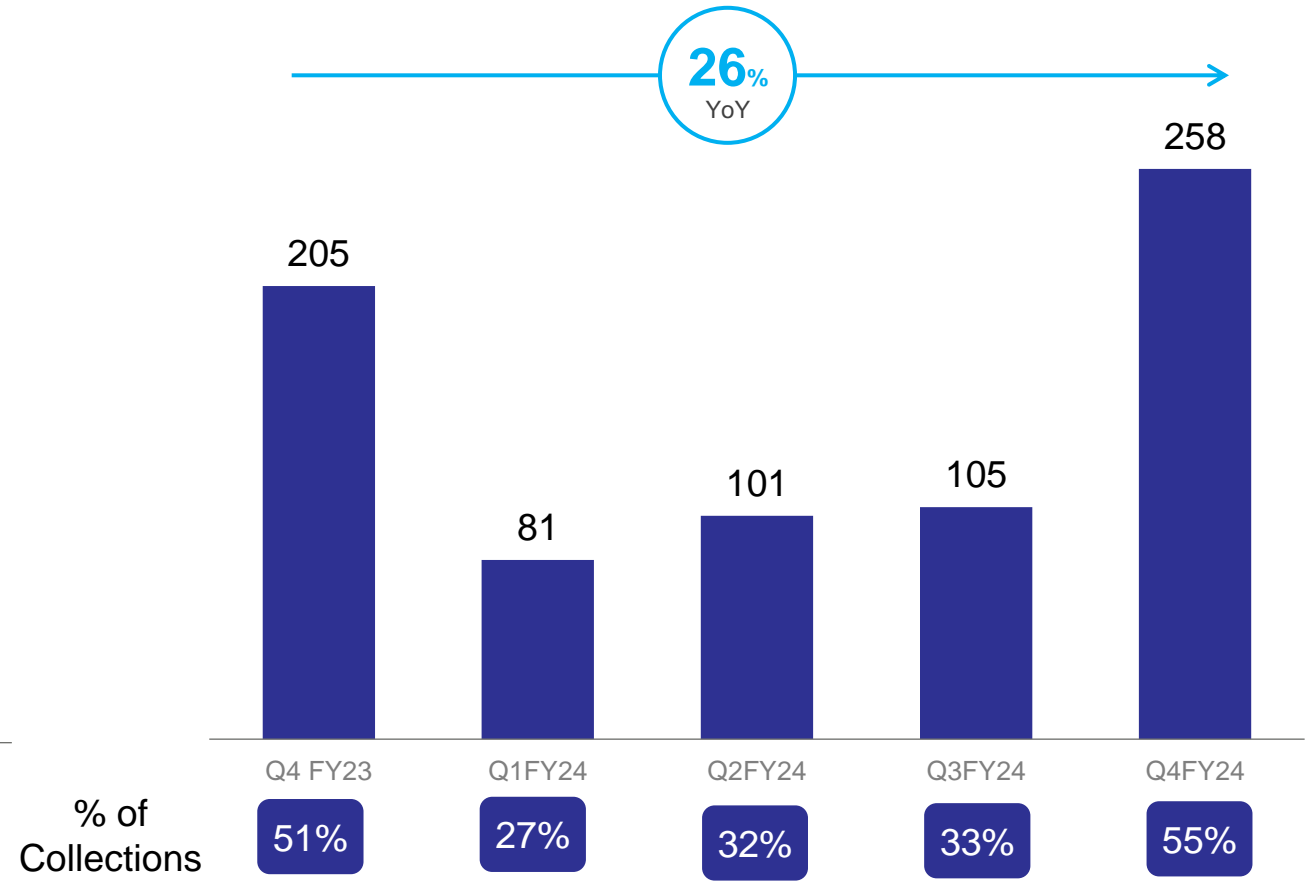
Cash Generated From Operating Activities - Standalone

(₹ in Crores)

Yearly trends



Quarterly trends



Note:

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

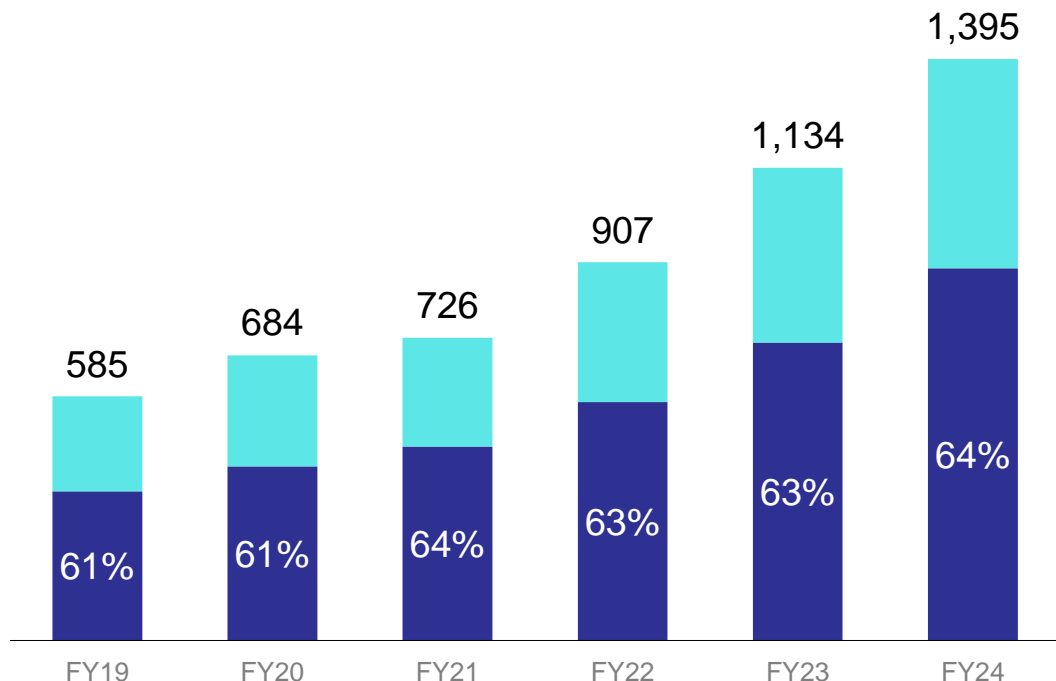


Deferred Revenue - Standalone

(₹ in Crores)

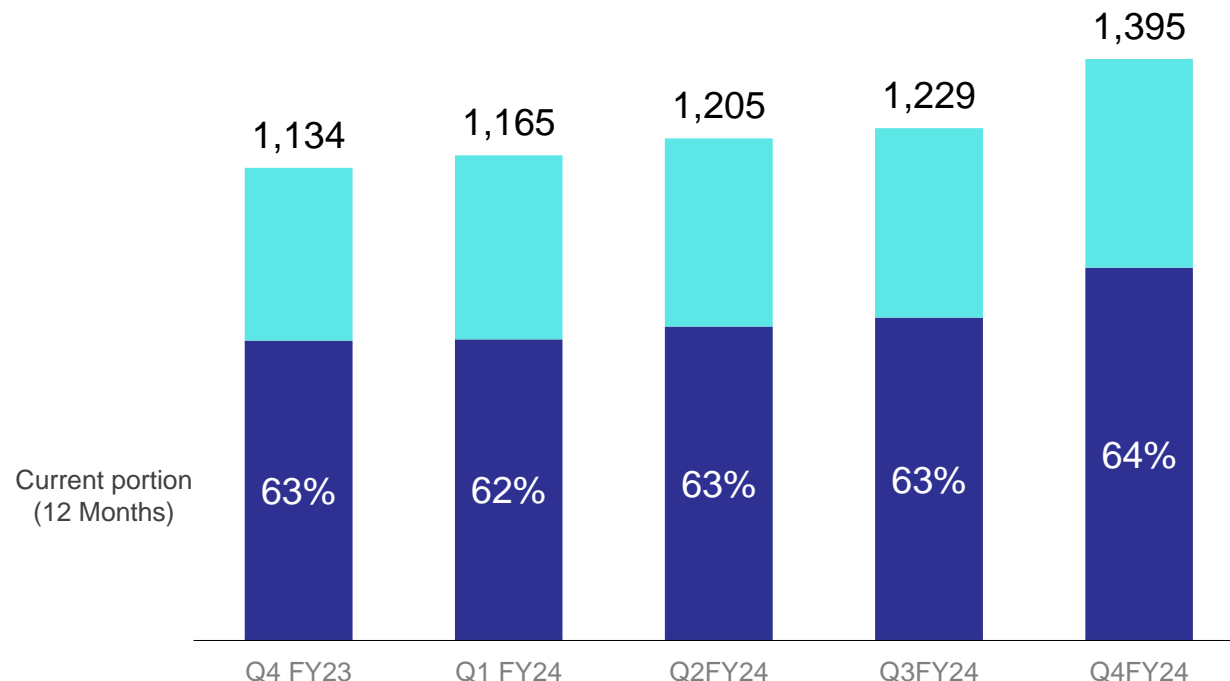
Yearly trends

19%
CAGR



Quarterly trends

23%
YoY



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

Note:

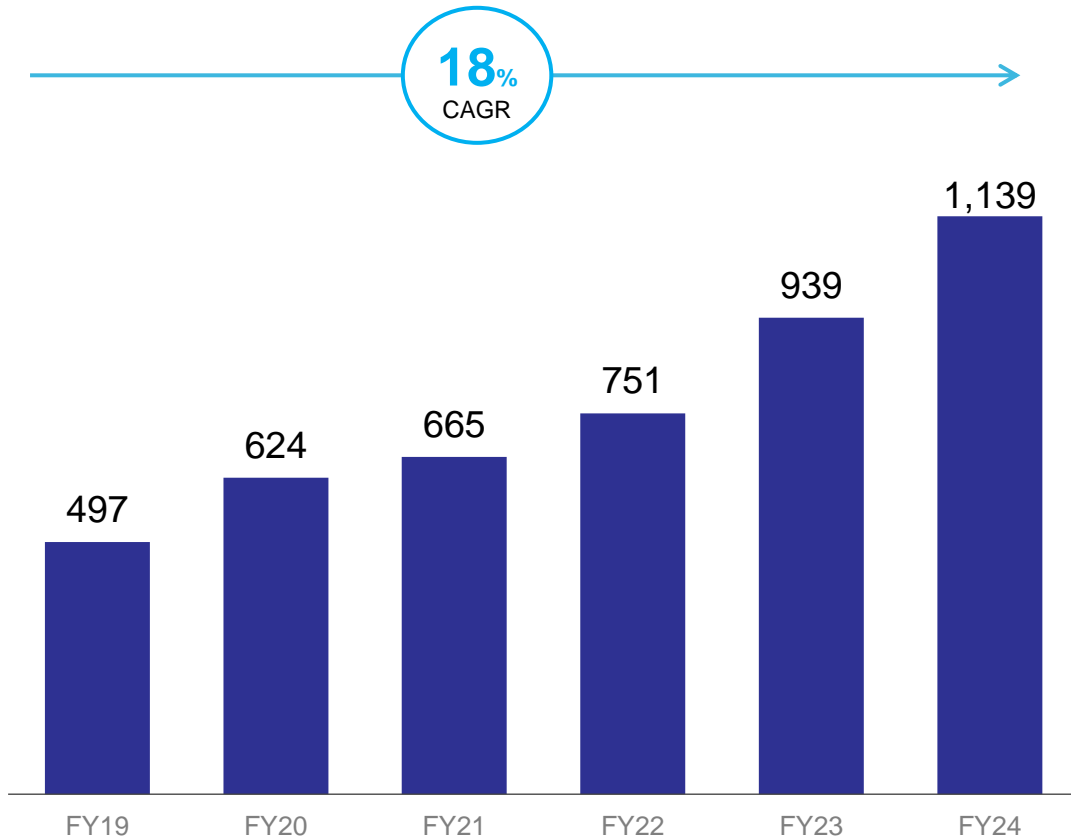
1) Deferred revenue refers to contract liabilities in the financial statements, i.e., including advances from customers



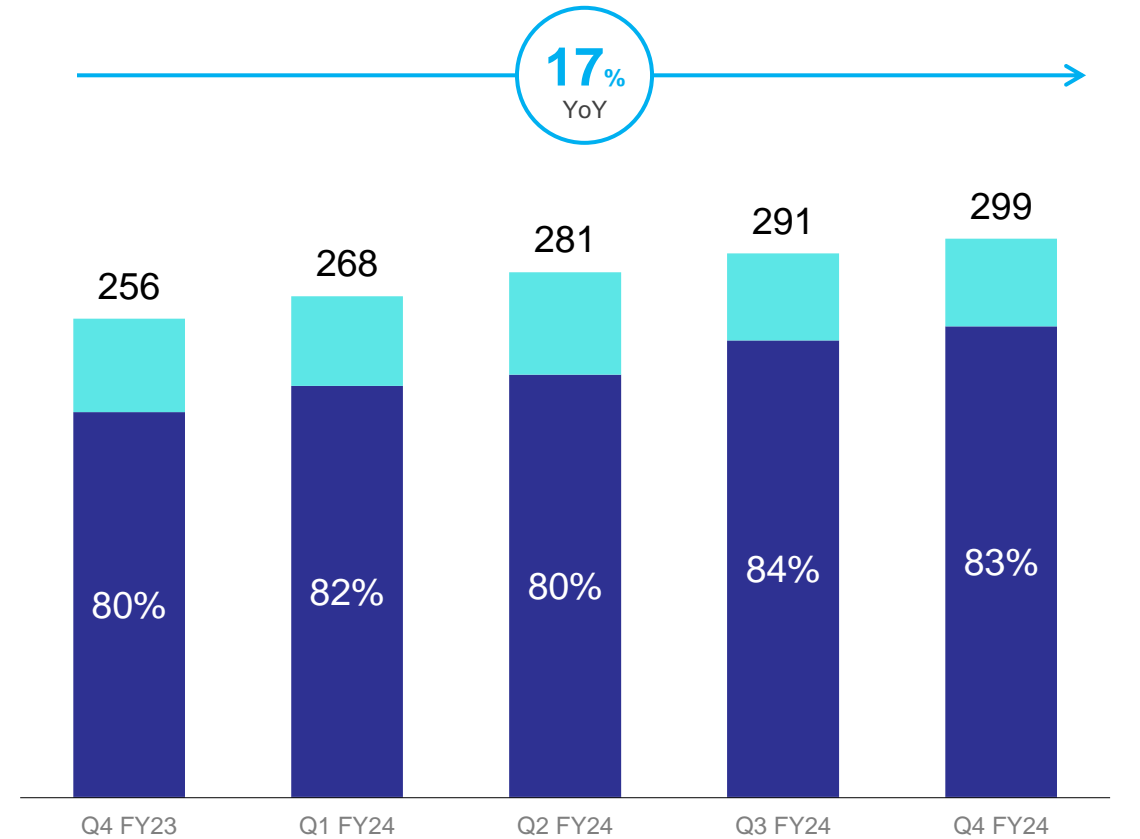
Revenue from Operations - Standalone

(₹ in Crores)

Yearly trends



Quarterly trends



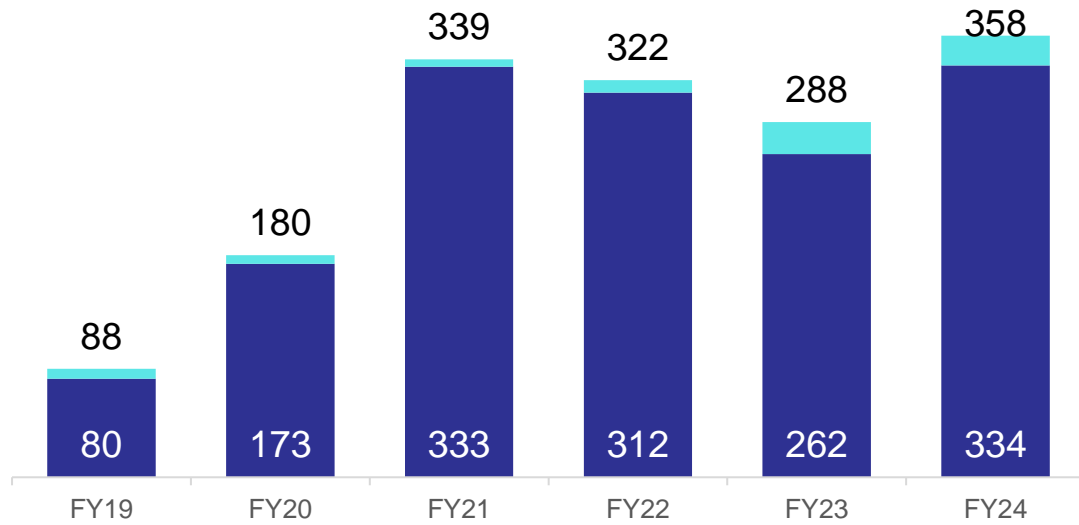
■ % of revenue recognized from opening deferred revenue



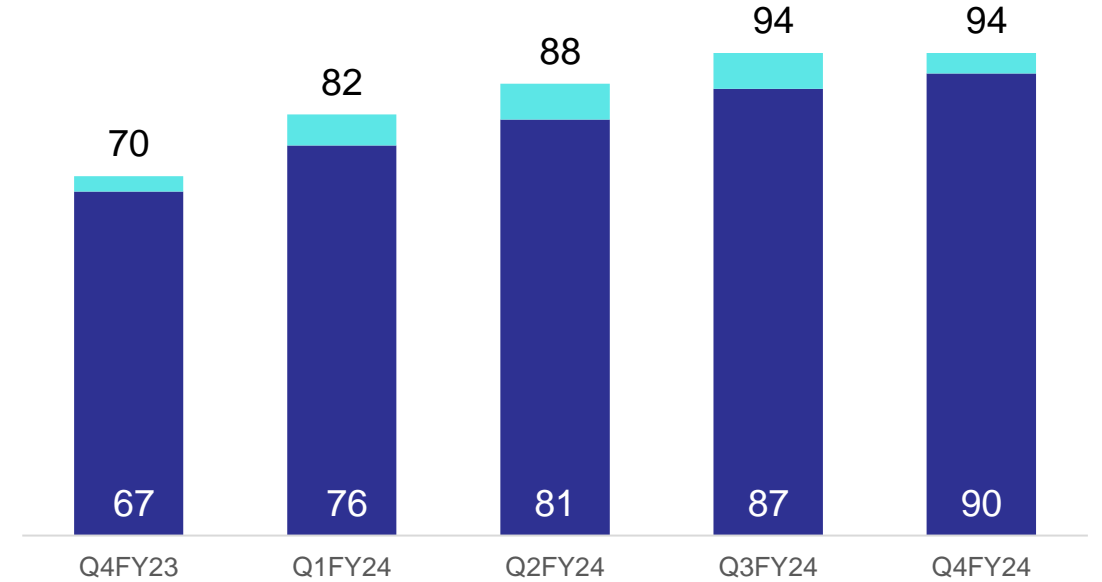
Adjusted EBITDA – Standalone

(₹ in Crores)

Yearly trends



Quarterly trends



18%

29%

51%

43%

31%

31%

Adjusted EBITDA Margin

27%

31%

31%

32%

32%



Share based compensation expense

Adjusted EBITDA is EBITDA before share-based compensation expense

Functional P&L - Standalone

(₹ in Crores)

Q3FY24	Q4FY24	YoY	Particulars	FY19	FY20	FY21	FY22	FY23	FY24	CAGR
291	299	17%	Revenue from Operations	497	624	665	751	939	1,139	18%
(79)	(83)	15%	Customer service cost	(158)	(174)	(122)	(160)	(237)	(309)	14%
212	216	17%	Gross Profit³	339	450	543	591	702	830	20%
73%	72%		Gross Margin	68%	72%	82%	79%	75%	73%	
(52)	(52)	2%	Selling & Marketing	(105)	(118)	(82)	(112)	(189)	(211)	15%
18%	17%		% of Revenue	21%	19%	12%	15%	20%	18%	
(51)	(51)	10%	Technology & content	(102)	(104)	(85)	(111)	(175)	(199)	14%
17%	17%		% of Revenue	21%	17%	13%	15%	19%	17%	
(22)	(22)	15%	General and Administration ⁴	(52)	(55)	(43)	(56)	(76)	(87)	11%
87	90	35%	EBITDA	80	173	333	312	262	334	33%
30%	30%		EBITDA Margin	16%	28%	50%	42%	28%	29%	
(5)	(10)	76%	Depreciation and Amortisation	(4)	(21)	(16)	(12)	(19)	(25)	44%
82	81	32%	Operating Profit	76	152	317	300	242	309	33%
28%	27%		Operating Margin	15%	24%	48%	40%	26%	27%	

Note:

- 1) Refer to Note No. 34 in Condensed Standalone Interim Financial Statements for Q4FY24 for detailed assumptions
- 2) Gross Profit means surplus over customer service cost
- 3) Others include marketing expenses and other operating expenses





Harbour crane



Busy Infotech



Busy – Business Accounting Software



Invest in Team & Awareness

Accelerate Revenue growth

Increase New Licenses Sold



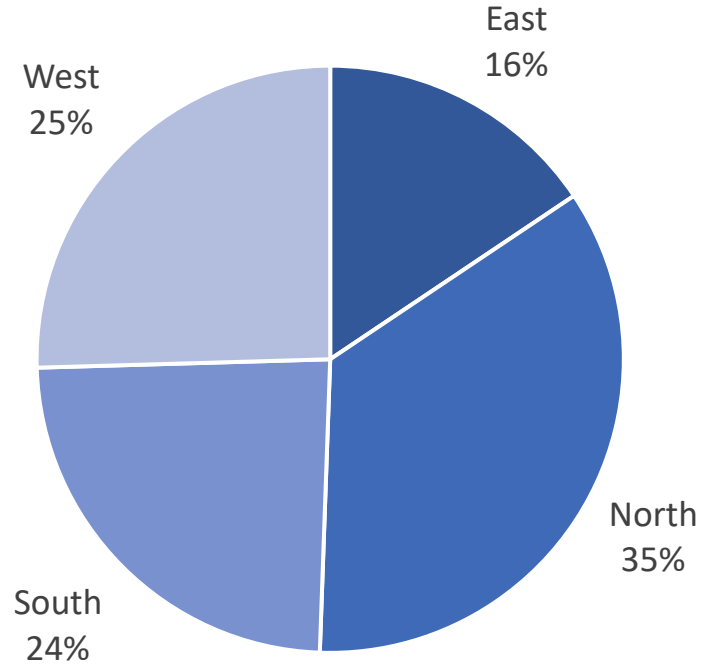
<https://busy.in/>

IndiaMART InterMESH Ltd

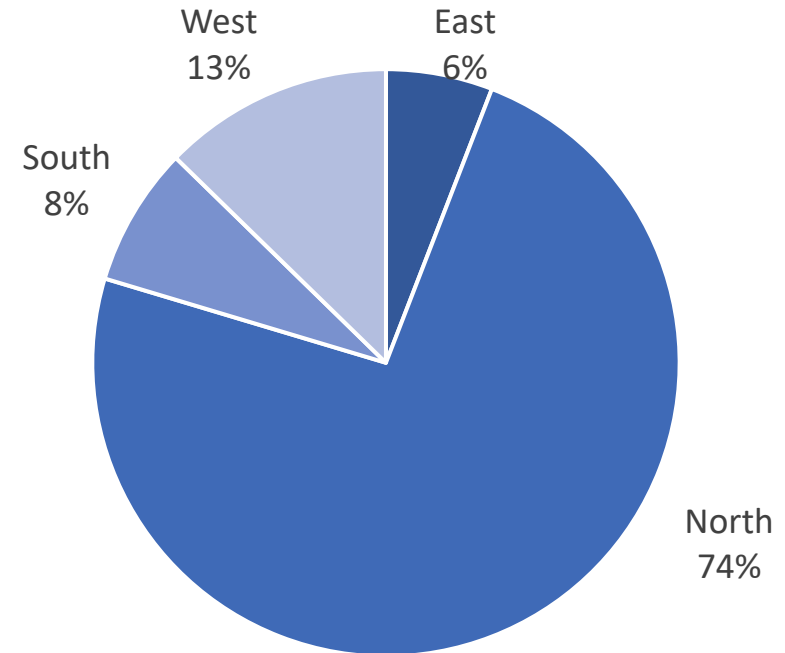
IndiaMART acquired 100% in Busy Infotech Pvt. Ltd.

Growth Opportunity – Geographic Expansion

Distribution of Businesses in India*



Cumulative Busy Licenses Sold**



Significant penetration opportunity across regions

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

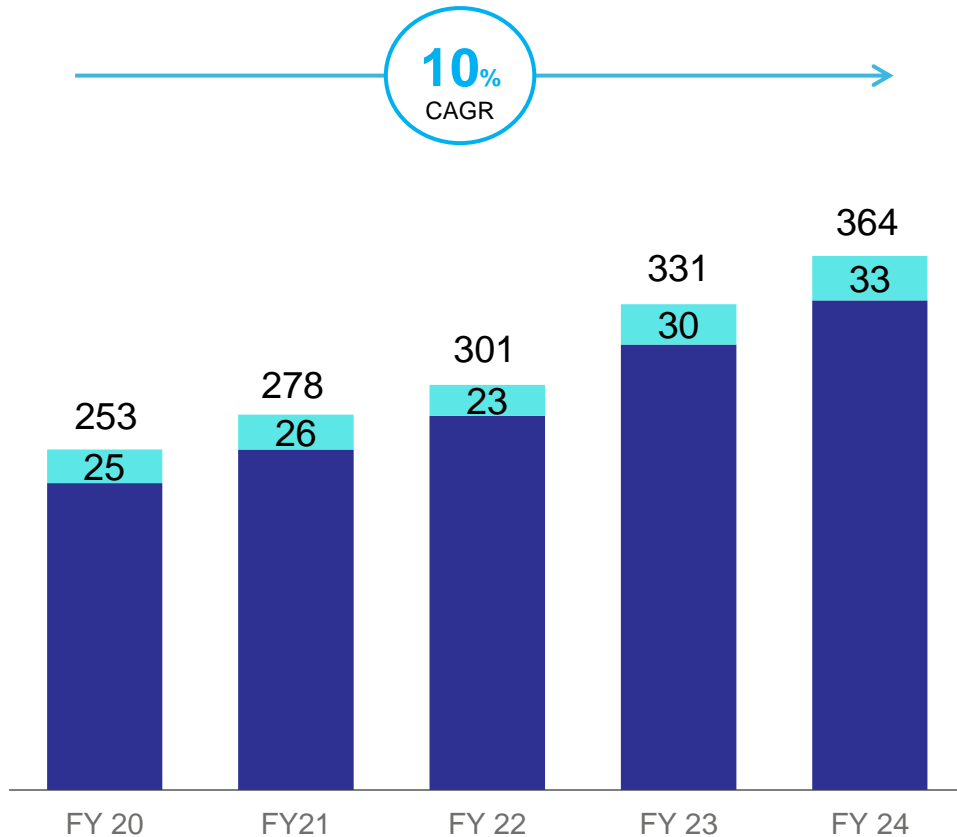
** Updated as on 31st March 2024



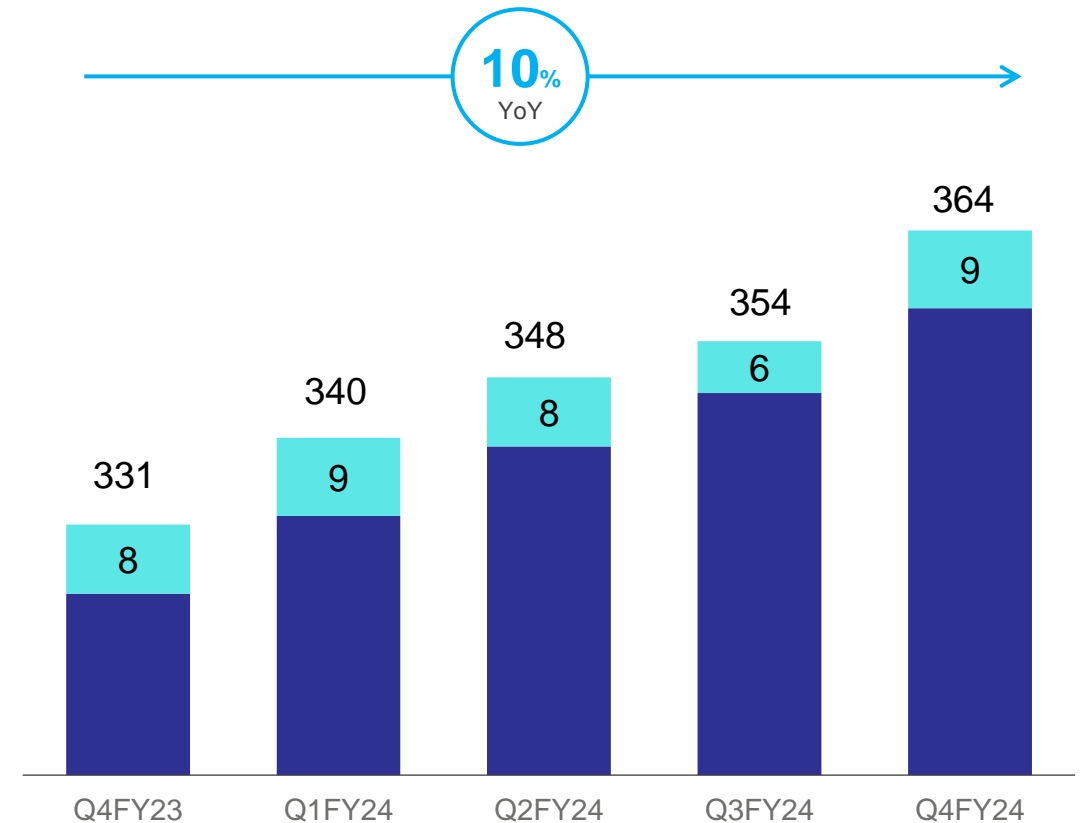
License Sold

(Figures in '000)

Yearly trends



Quarterly trends

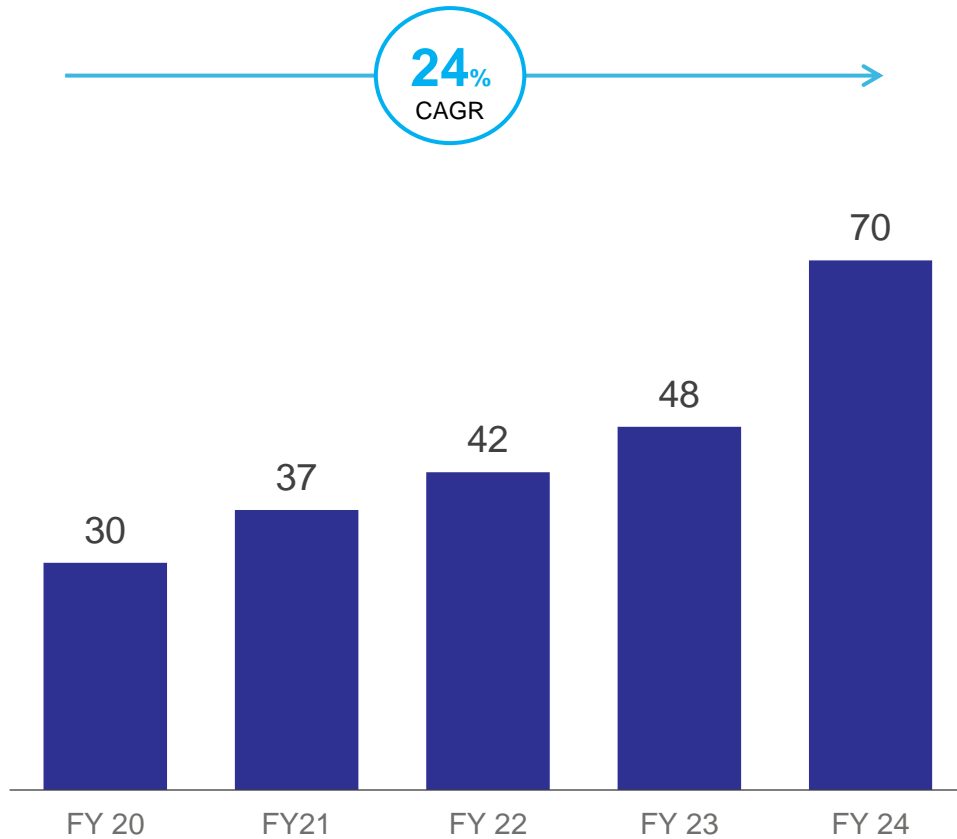


New License sold

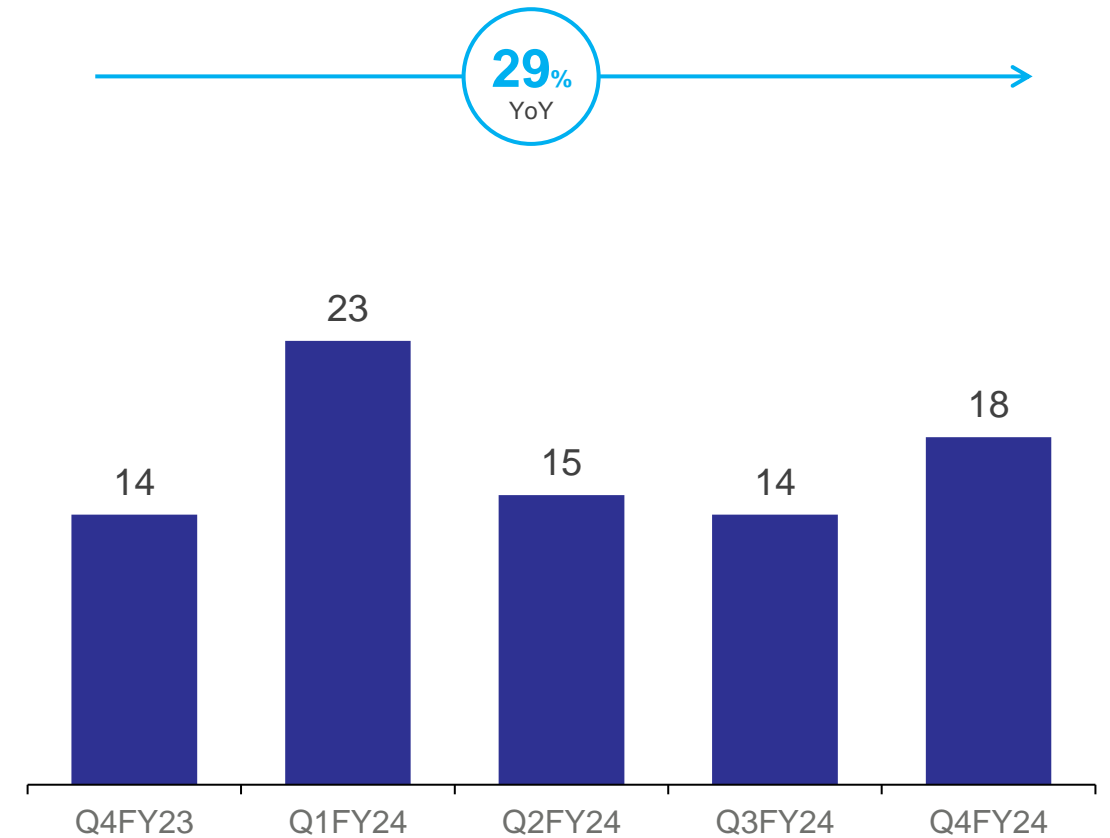


(₹ in Crores)

Yearly trends



Quarterly trends



Financial Performance – Busy

(₹ in Crores)

Q3FY24	Q4FY24	YoY	Financial Metrics	FY22	FY23	FY24	CAGR
12.6	14.4	24%	Revenue from Operations	35.4	43.3	53.3	23%
14.7	16.7	30%	Total Revenue	38.4	47.1	61.2	26%
8.0	8.7	25%	Manpower expenses	17.5	21.8	30.6	32%
0.2	0.7		Marketing & Sales Promotion	3.3	1.4	2.0	
3.3	4.1		Other expenses	5.9	9.8	13.9	
11.5	13.5	25%	Total Expenses	26.7	33.0	46.5	32%
1.1	0.9		EBITDA	8.7	10.3	6.8	
<i>9%</i>	<i>6%</i>		<i>EBITDA Margin(%)</i>	<i>25%</i>	<i>24%</i>	<i>13%</i>	
0.1	0.2		Finance costs & Depreciation	0.4	0.7	0.6	
0.8	0.7		Tax Expense	3.1	3.1	3.4	
2.3	2.3	63%	Net Profit	8.2	10.3	10.7	15%
<i>16%</i>	<i>14%</i>		<i>Net Profit Margin(%)</i>	<i>21%</i>	<i>22%</i>	<i>17%</i>	
4.3	6.1	(1)%	Cash flow from operations	9.8	20.6	24.0	56%
13.9	18.1	24%	Collections from Customers	40.0	50.0	68.4	31%



Other Strategic Investments & Subsidiaries

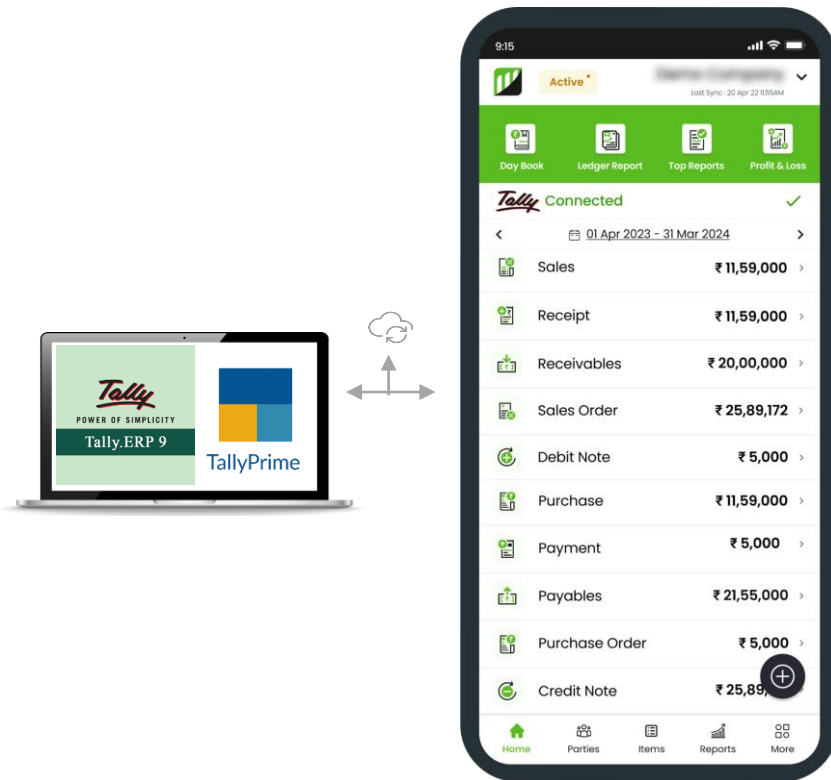
CT Scan Machine



Livekeeping – Tally on Mobile and Web



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



Dashboard



Invoicing



Tally Backup



Receivables & Payables



Tally on Web



Payment Reminders

All trademarks, logos and brand names are the property of their respective owners. Use of any third-party names, trademarks and brands are for reference purposes only.

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



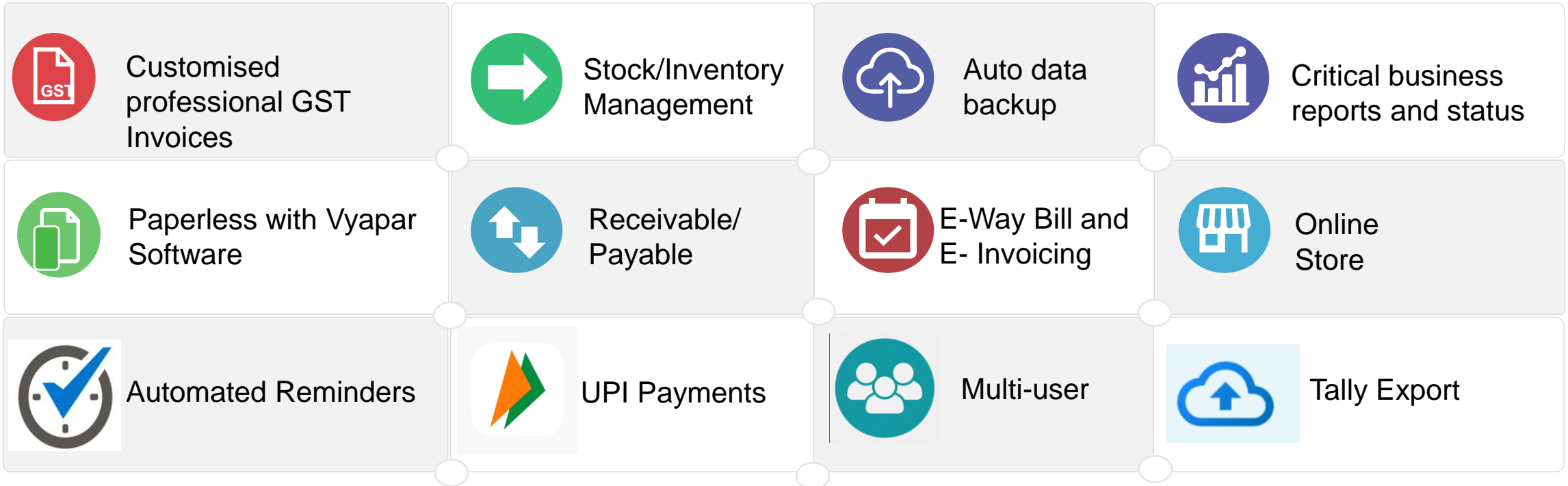
IndiaMART InterMESH Ltd

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

Vyapar – DIY Business Accounting

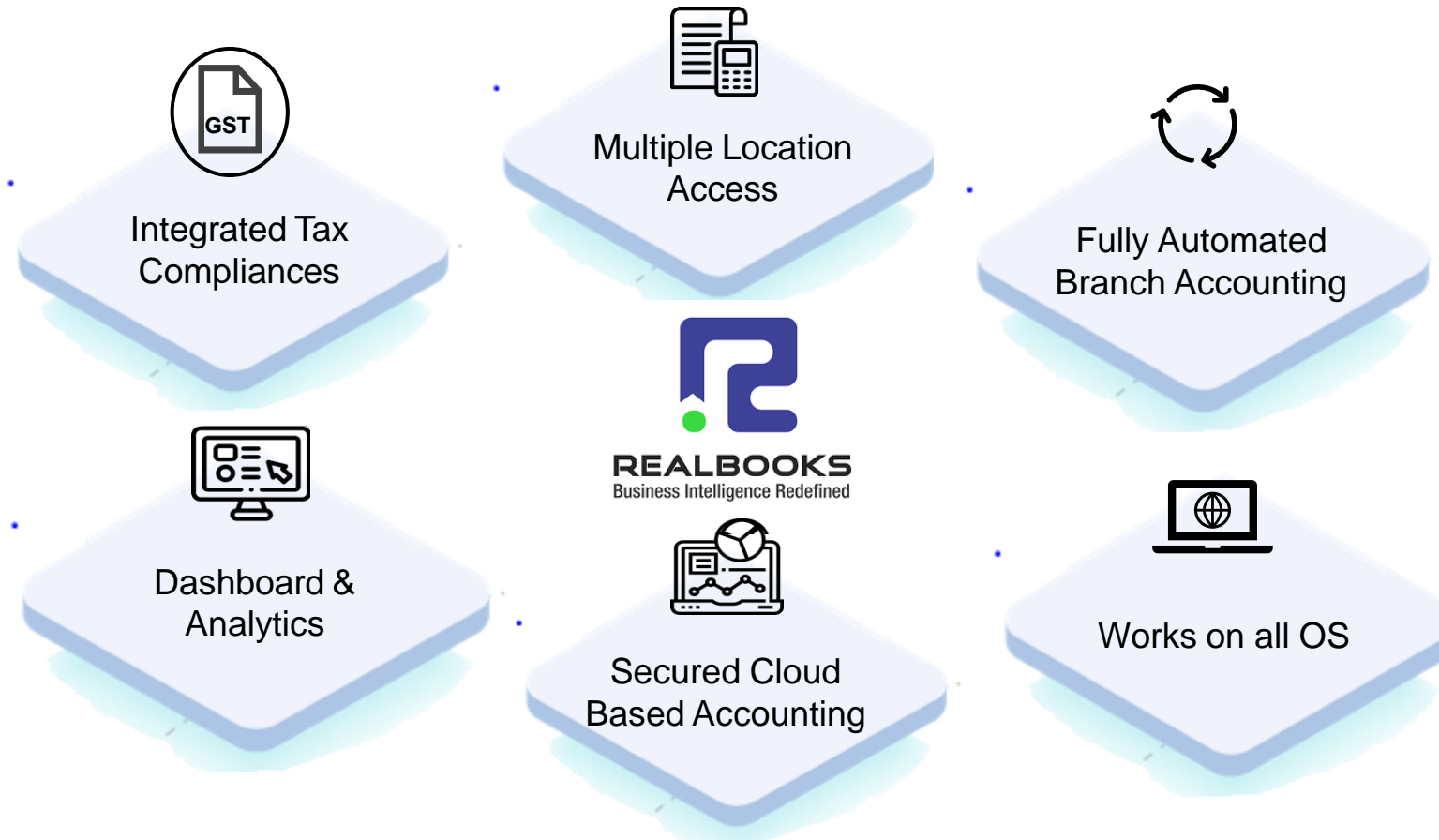


A mobile-First business accounting software for small businesses



RealBooks – Online Accounting Software

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

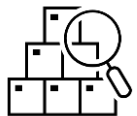


EasyEcom – Inventory and Warehouse Management



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

Warehouse and Inventory Management



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



Accounting Automation



- Real time ERP integration
- Automated Tax Report



Marketplace & Storefront Integration



Reconciliation



- Inventory
- Payment
- Return
- Margin



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

IndiaMART InterMESH Ltd

IndiaMART Holding: 26% in Edgewise Technologies Pvt Ltd.

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

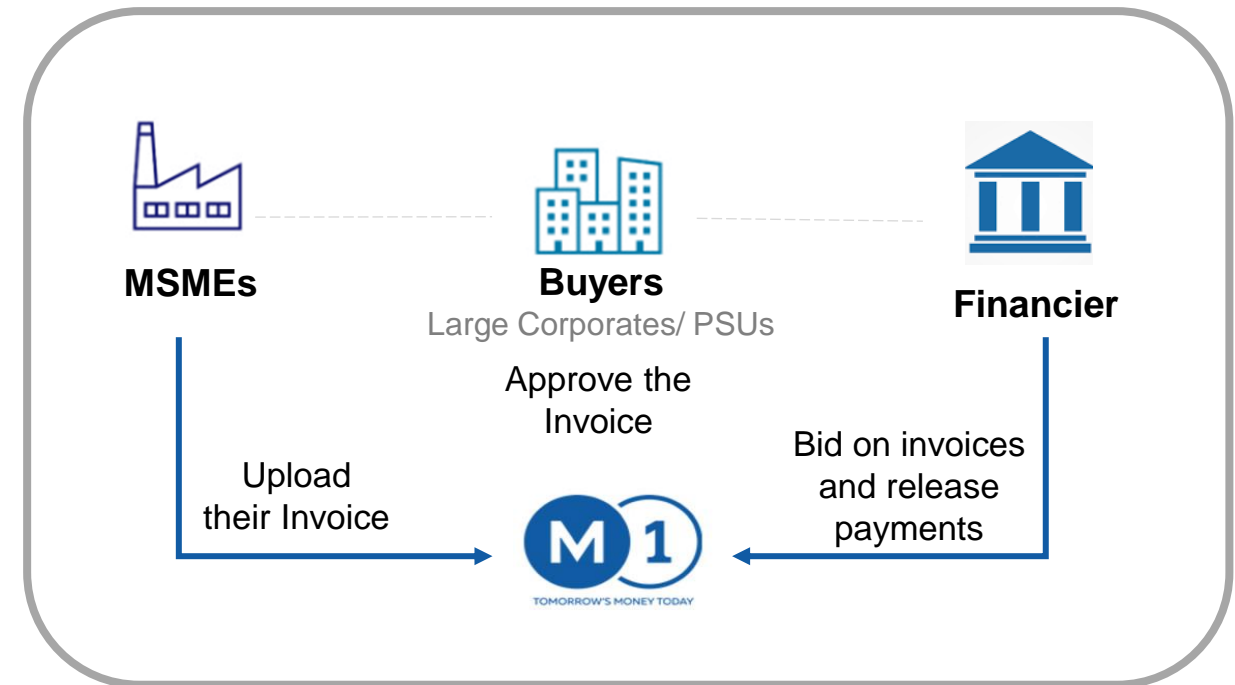


58 Financiers*
onboard

Digital Process



Easy &
Transparent



*No. of financiers as on March 31, 2024

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



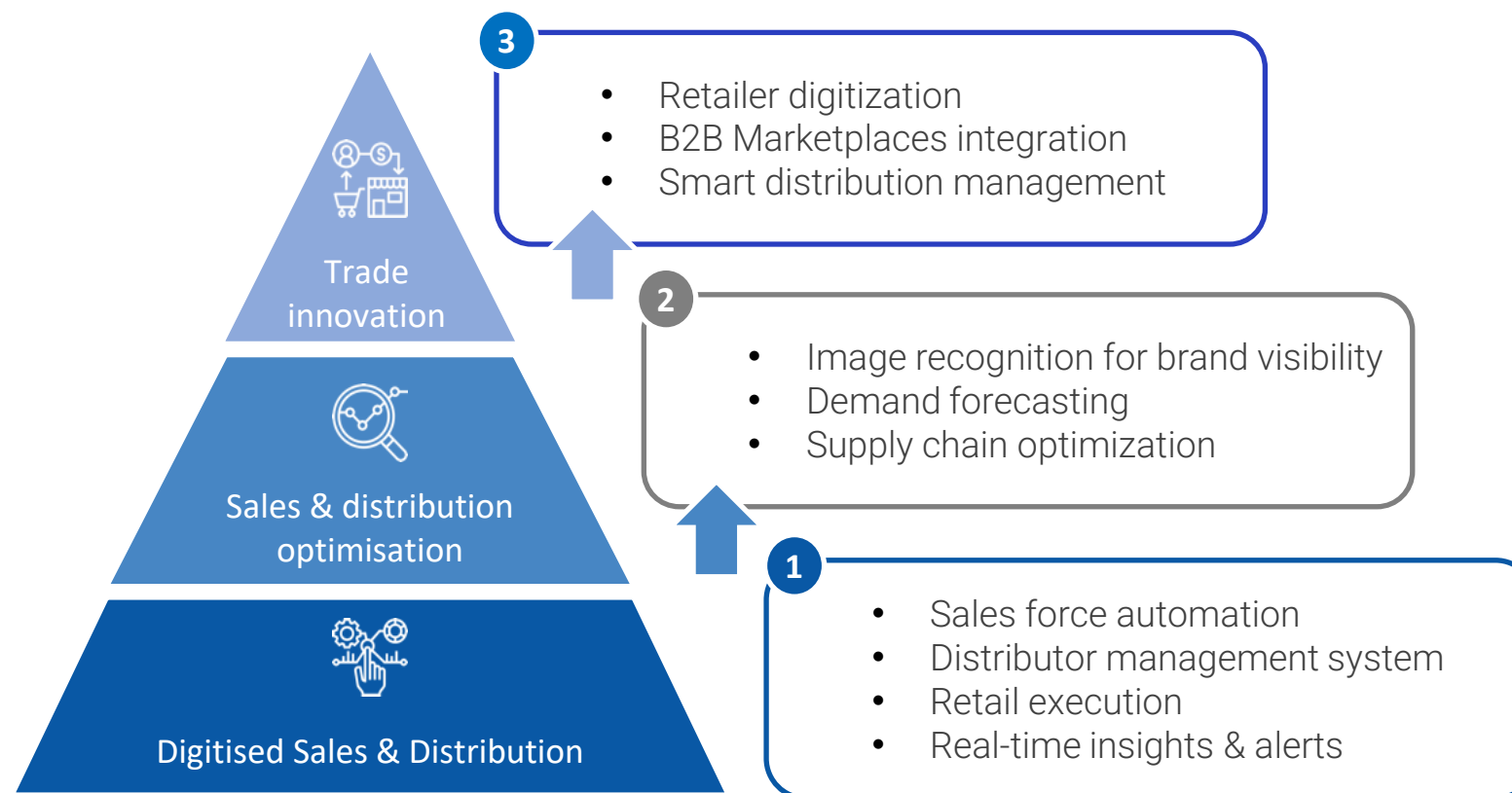
IndiaMART InterMESH Ltd

IndiaMART Holding: 9.3% in MYND Solutions Pvt Ltd.

Bizom – Distribution and Salesforce Management



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



<https://bizom.com/>

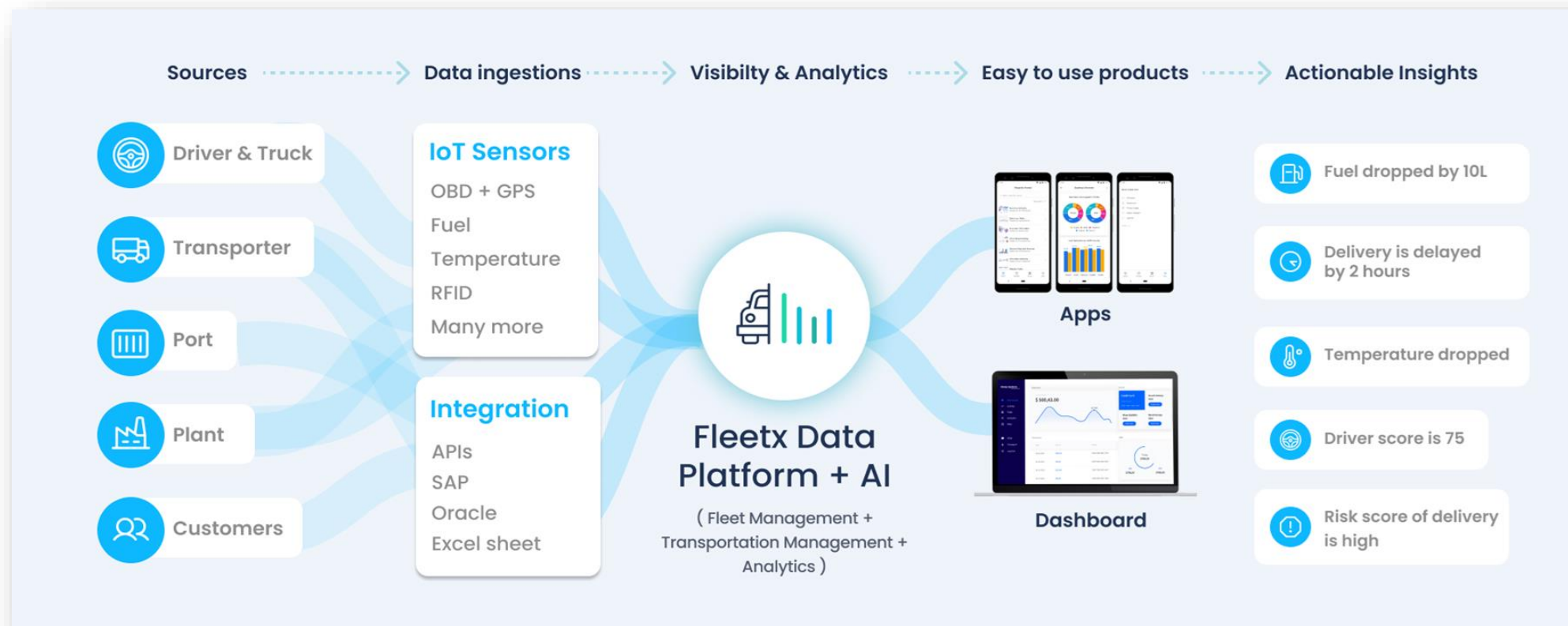
IndiaMART InterMESH Ltd

IndiaMART Holding: **25.1% in Mobisy Technologies Pvt Ltd.**

Fleetx – Logistics Automation & Visibility Platform



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



Fleet Management Software



Transport Management System



Transporter ERP



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

IndiaMART InterMESH Ltd

IndiaMART Holding: 16.5% in Fleetx Technologies Pvt Ltd

AERCHAIN – AI-Driven Procurement Platform



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



Strategic Sourcing

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



Tail Spend Automation

- Right sourcing from Supplier
- Spend Analytics



Aerchain Pay Automation

- AP automations with Compliances
- Budgeting & Insights



Procure to Pay Automation

- Vendor portal for order management
- Rate contracts



<https://aerchain.io/>

IndiaMART InterMESH Ltd

IndiaMART Holding: **26.2%** in Agillos e-commerce Pvt Ltd.

SuperProcure – Simplified Transport Management

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



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

IndiaMART InterMESH Ltd

IndiaMART Holding: 27.4% in TruckHall Pvt Ltd.

Shipway – All-in-One Shipping solution for eCommerce



SaaS solutions for automating shipping workflows

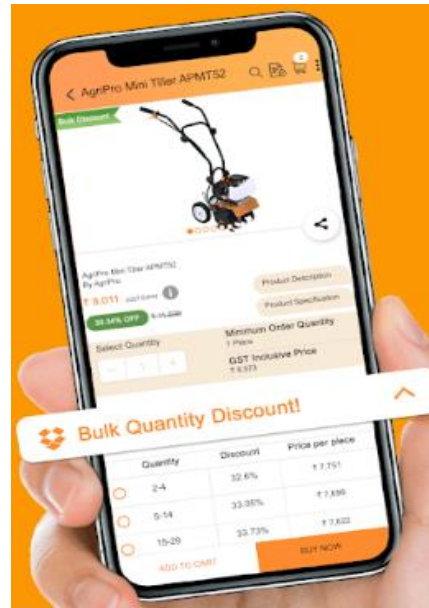
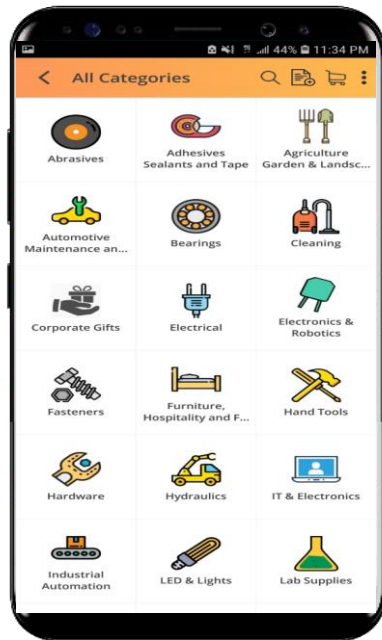


IB Monotaro – B2B Commerce Platform

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

MRO Category

Commerce



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



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

IndiaMART InterMESH Ltd

IndiaMART Holding: 26.6% in IB Monotaro Pvt. Ltd.

ProcMart – Supply Chain Solutions



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



Vendor Consolidation



Inventory & Cost Optimization



Analytics & Reporting



Easy ERP Integration



Single integrated Legal Management Suite for Enterprises

Litigation Management



Track & manage company wide litigations

Contract Management



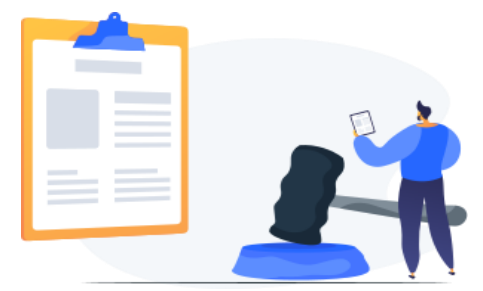
Manage end to end contract lifecycle with advance tracking & reports

IP Management



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

Notice Management



Manage legal notices with live tracking & automated workflows

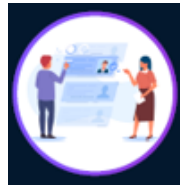


A complete HRMS suit that automates HR processes, eliminate payroll errors and foster positive employee experiences



Core HR

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



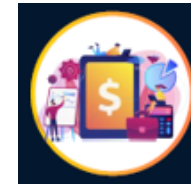
Engagement

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



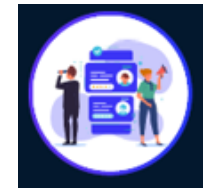
Performance

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



Payroll

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



Recruitment

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



Environment, Social and Governance



Initiatives Impacting Environment



Driving digital enablement



Promotion of green products



Eco efficient operations



Digital Enablement Leading to Decarbonisation



Providing greener alternatives



Reduction in travel and transport



Online business conversation



Reduces paper wastage



Online e-catalogue sharing



Paper less digitized RFQs



Discovery and Promotion of Green Products

~1024K Renewable & Energy Efficient Products



~268K Eco-Friendly & Recycled Products



~92K Water/Waste Management



~130K Organic/Bio Fertilizers



~39K Green Construction Material



~32K Electric Vehicles



~1.6 Mn Green Products

800+ Categories

~4.2 Mn Buying Requests



Note: Figures as on March 31, 2023

IndiaMART InterMESH Ltd

Our Environment Efficient Operations



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

505.65M³ rainwater harvesting capacity

IGBC[#] LEED Gold Certified Corporate Office

*Calculated using GHG Protocol methodology laid down by ISO 14064-1. Scope 1 emissions 11.40 TCO₂e, scope 2 emissions 430.55 TCO₂e

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

All numbers as on and for the year ended 31st March 24



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

 [Click here](#)
Seller Testimonials

Business Enablement
in Cost-Effective manner

 [Click here](#)
Seller Testimonials

7.7Mn served free of charge
(>95% of the total suppliers)

 [Click here](#)
Seller Testimonials



Empowering Small City Buyers



**100% FREE ASSISTANCE
TO BUYERS**

**108mn PRODUCTS TO
CHOOSE FROM**

**PRODUCT PRICE
DISCOVERY**

194mn Registered Buyers

~45% Buyers from small cities[^]



* Note: Figures as of and for the year ended 31st March 24

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

IndiaMART InterMESH Ltd

Community Improvement – Education and Infrastructure

More than 1.1 Million+ lives impacted



10.4Lac+ Students
15K+ High School Teachers
Supporting entrepreneurship Curriculum



1300+ Candidates, 61% Women
Providing skilled courses to underprivileged unemployed youth



72k+ Female Students
Science Content Creation in local language in 746 Kasturba Gandhi Balika Vidyalaya



45K+ Parents Supported
Tech Solution to Parents and Children for foundational learning



2K + Underprivileged students
44+ Schools & Anganwadi
Infrastructure & Technology Support to rural areas schools



1000 + Students
Infrastructure facilities to Sadat Inter College.



Nurturing People

18% Employees
with 5+ years



700+ employees
covered in ESOP*



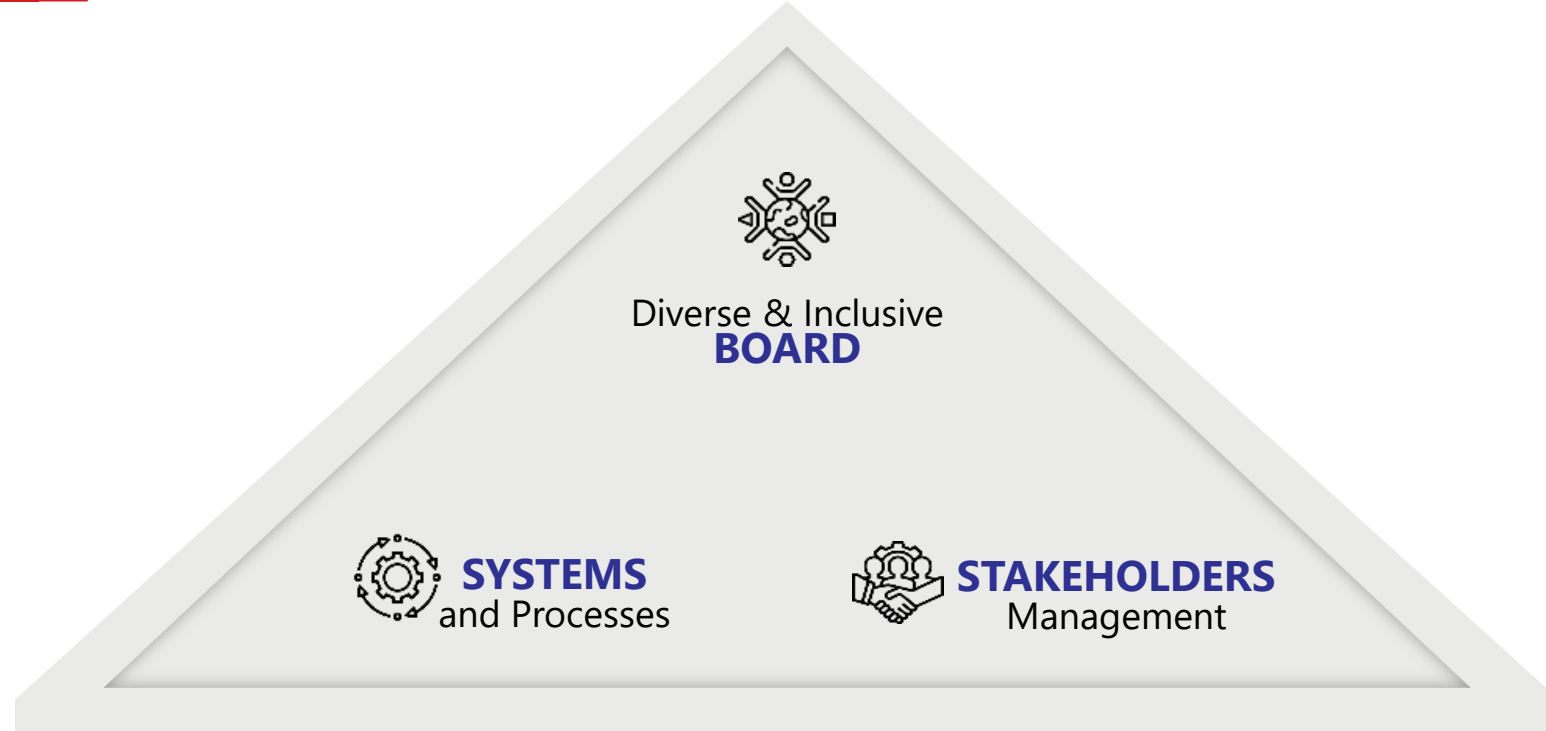
~29%
Females**



*Employees covered under Indiamart Employee Stock Benefit Scheme 2015 and 2018 who vested stocks till date
** Females working in verticals other than sales and servicing

IndiaMART InterMESH Ltd

Committed to Excellence in Corporate Governance



TRANSPARENCY

BUSINESS ETHICS

ACCOUNTABILITY

Foundation of strong principles



Independent and Non-Executive Directors



Pallavi Dinodia Gupta
Lead Independent Director

Education

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

Industry experience

- S R Dinodia & Co LLP



Rajesh Sawhney
Independent Director

Education

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

Industry experience

- Reliance Entertainment Limited



Vivek Narayan Gour
Independent Director

Education

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

Industry experience

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



Aakash Chaudhry
Independent Director

Education

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

Industry Experience

- Cofounder of Aakash Educational Services Ltd



Dhruv Prakash
Non-executive Director

Education

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

Industry experience

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

29% Executive directors

14% non-independent non-executive directors

57% Independent directors

100% Board Meetings chaired by Independent directors



Governance – Trusted Systems and Processes



United Registrar of Systems
International Organization for Standardization
ISO
27001:2022

Certificate of Registration

This certificate has been awarded to

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

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

ISO 27001:2022

The scope of activities covered by this certificate is defined below

Please refer to the Appendix

Date of Issue of Certification Cycle	Issue Number	Certificate Expiry Date	Certification Cycle
18 January 2024	2	20 December 2026	2
Revision Date	Revision Number	Original Certificate Issue Date	Scheme Number
18 January 2024	0	21 December 2020	n/a

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

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




United Registrar of Systems
International Organization for Standardization
ISO 27701

Certificate of Registration

This certificate has been awarded to

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

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

ISO 27701:2019

The scope of activities covered by this certificate is defined below

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

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

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

Issued by  **On behalf of the Schemes Manager**



1. ISO 27001:2022 and ISO 27001:2019 – Privacy Information Management System (PIMS) Certificate



Governance – Trusted Systems and Processes



1. ISO 22301:2019 – Business Continuity Management Standard Certificate
2. ISO 31000:2018 – Risk Management System
3. 12207:2017 – Management System for System and Software Engineering Process.



Awards & Recognitions

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



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



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



“IndiaMART **Mobile Website** won “Gold” in Best Enterprise Product category at 14th India Digital Summit.



“IndiaMART certified for Excellence in **MSME Tech & Innovation**: ET MSME Awards 2023 Winner



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



IndiaMART certified for Excellence in **Corporate Governance** at 23rd ICSI National Awards 2023



IndiaMART's Integrated **Annual Report** has clinched the esteemed **Gold Award** from LACP for the second consecutive year



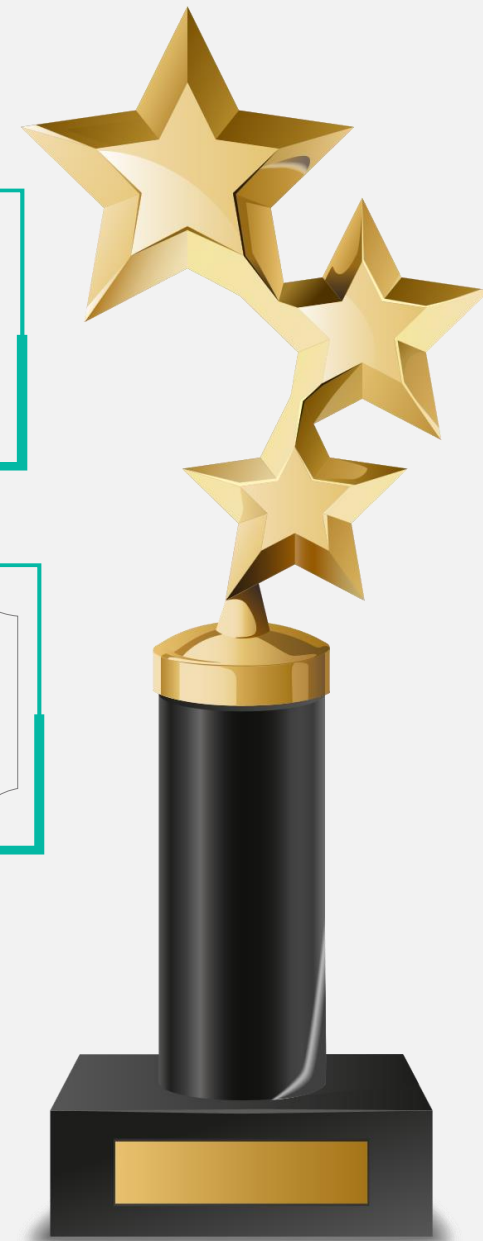
“IndiaMART awarded as the **Pride of India Brand** by exchange4media in its North edition in 2023



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



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

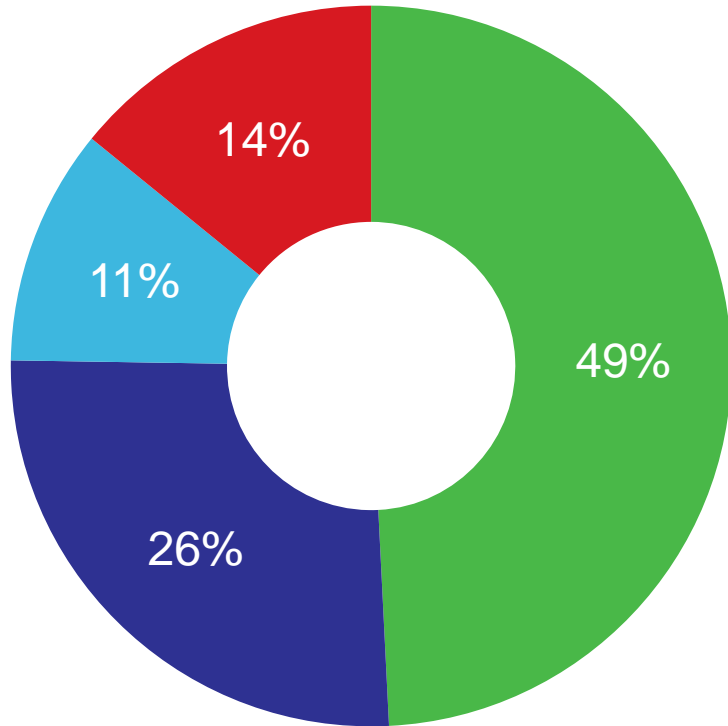


Shareholders and Team



Shareholding Pattern

Total Equity Shares Outstanding as on March 31, 2024 – 59,979,148



- Promoters and Promoter Group
- Foreign Institutions and Portfolio Investors
- Mutual Funds, Alternate Investment Funds, Insurance Companies
- Others

Institutional investors holding greater than 1% of the total number of shares




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



Note: The figures are approximations

IndiaMART InterMESH Ltd

Senior Management Team

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





Thank You

For any queries, please contact us at investors@indiamart.com

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

