



IndiaMART InterMESH Ltd.
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April 28, 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 and the year ended March 31, 2022

Dear Sir/Madam,

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

Please take the above information on record.

Yours faithfully,

For IndiaMART InterMESH Limited

(Manoj Bhargava)
Sr. Vice President (Legal & Secretarial),
Company Secretary & Compliance Officer
Membership No: F5164

Encl: As above



Make Doing Business Easy

Earnings Presentation

QUARTER ENDED
MARCH 31, 2022

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



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Hydraulic Crane

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IndiaMART InterMESH Ltd



Safe Harbour

Bamboo Woods

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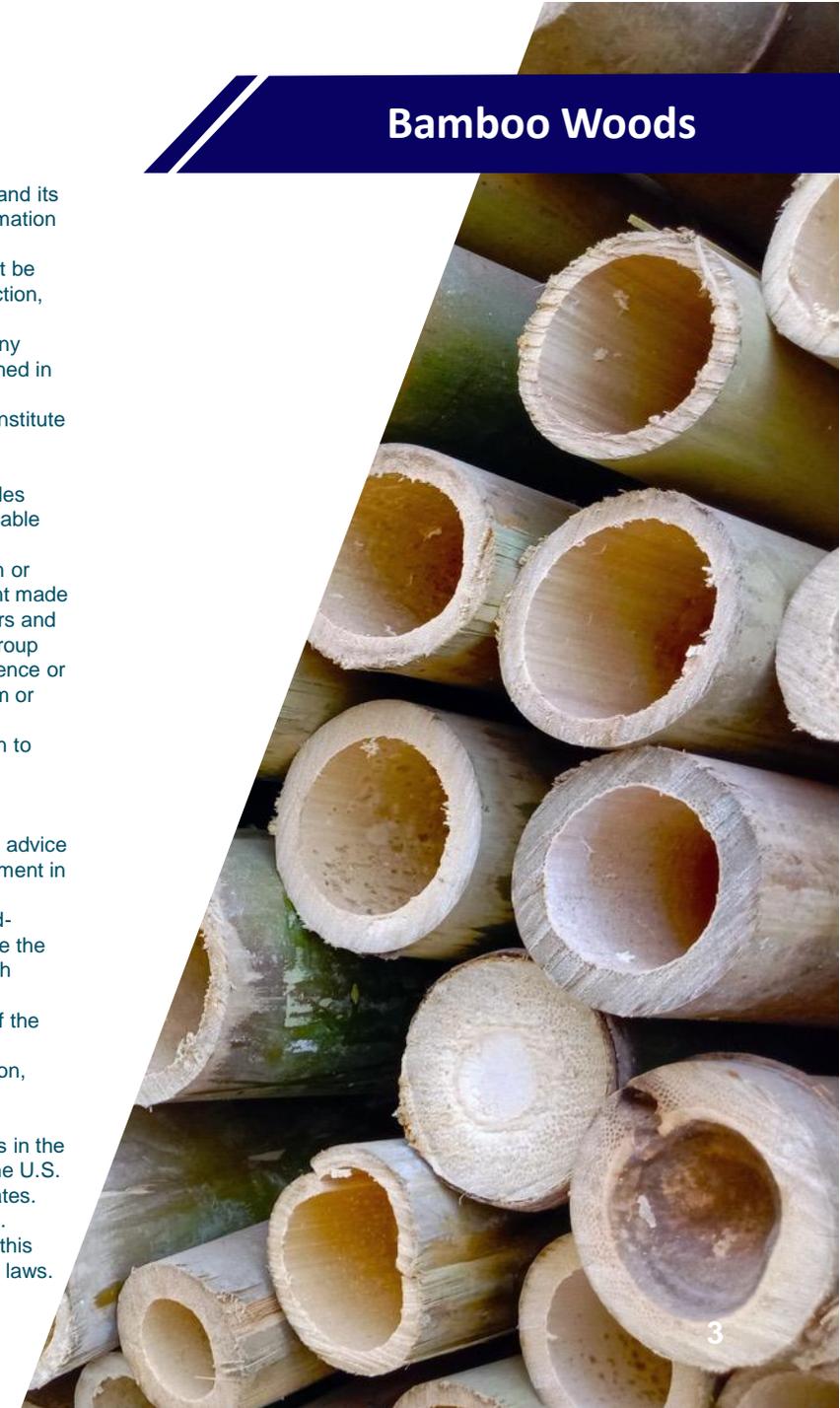
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Industrial Furnace

Business Overview



Traditional Marketplace to Online Marketplace

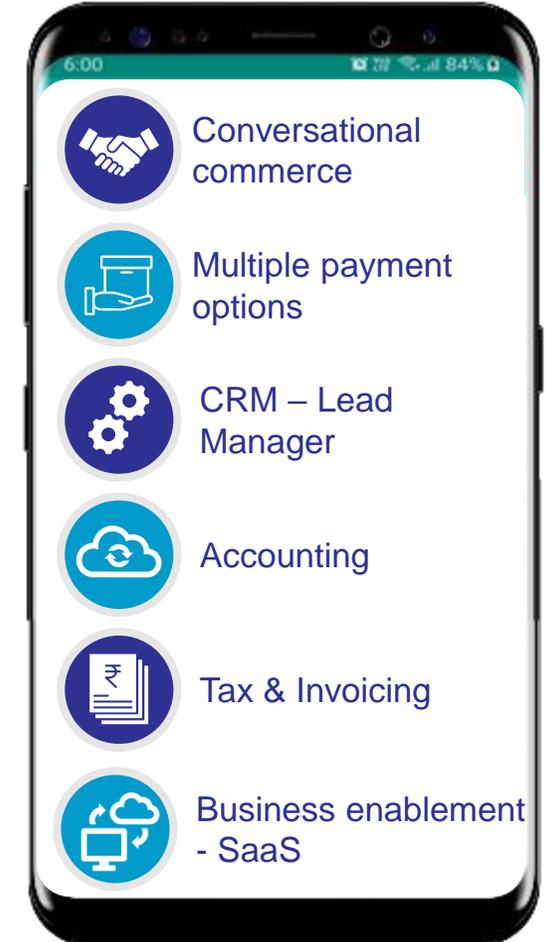
Offline Discovery



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



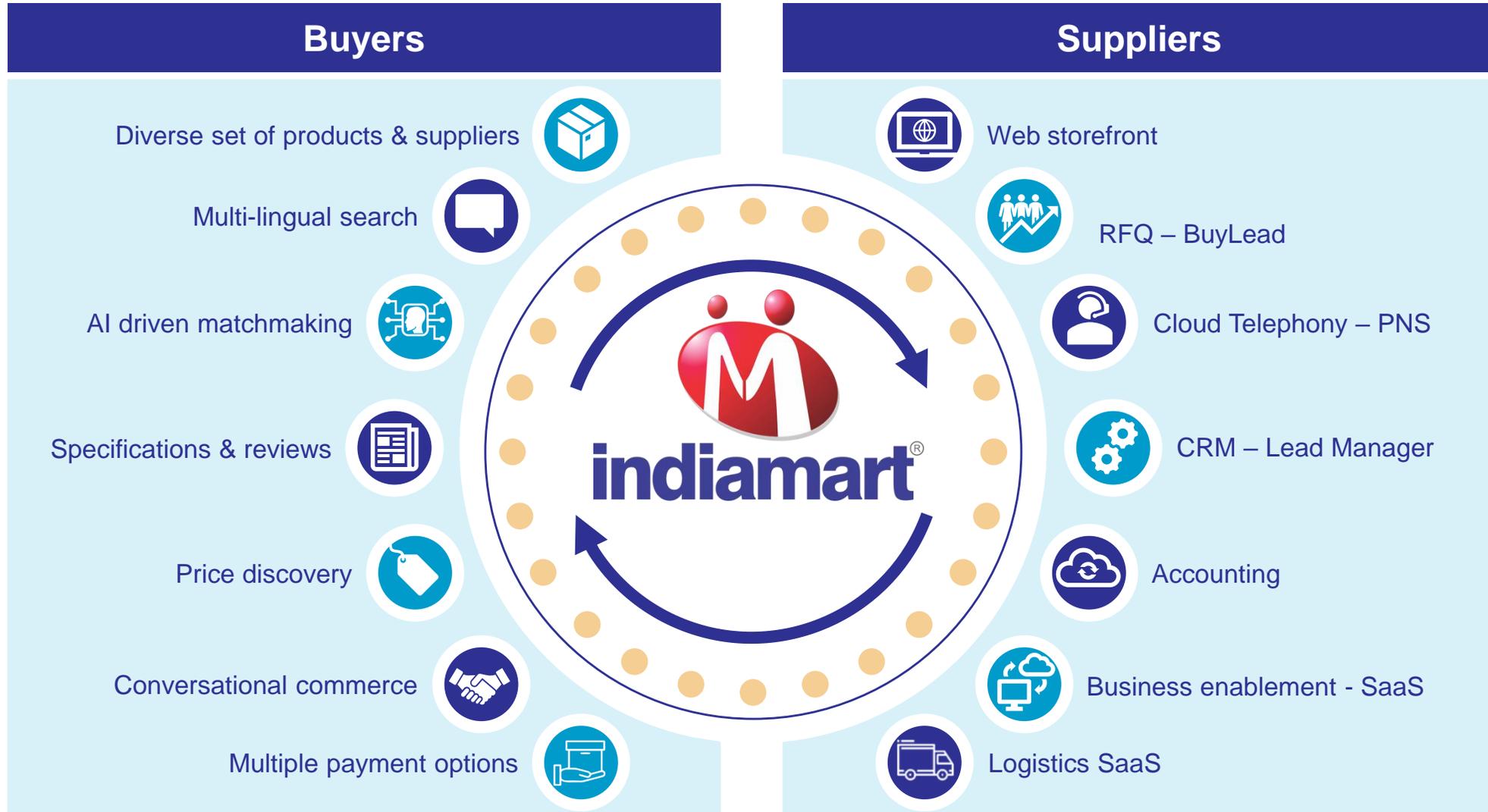
Strong network effects



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
7%



Packaging Material, Supplies & Machines
7%



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 & Grocery Items
4%



Operation Theater, Medical Imaging & Pathology & Hospital Supplies
4%



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
3%



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
2%



Automobiles, Spare Parts and Accessories
1%



Sports Goods, Games, Toys & Accessories
1%

Note: Figures have been rounded off;

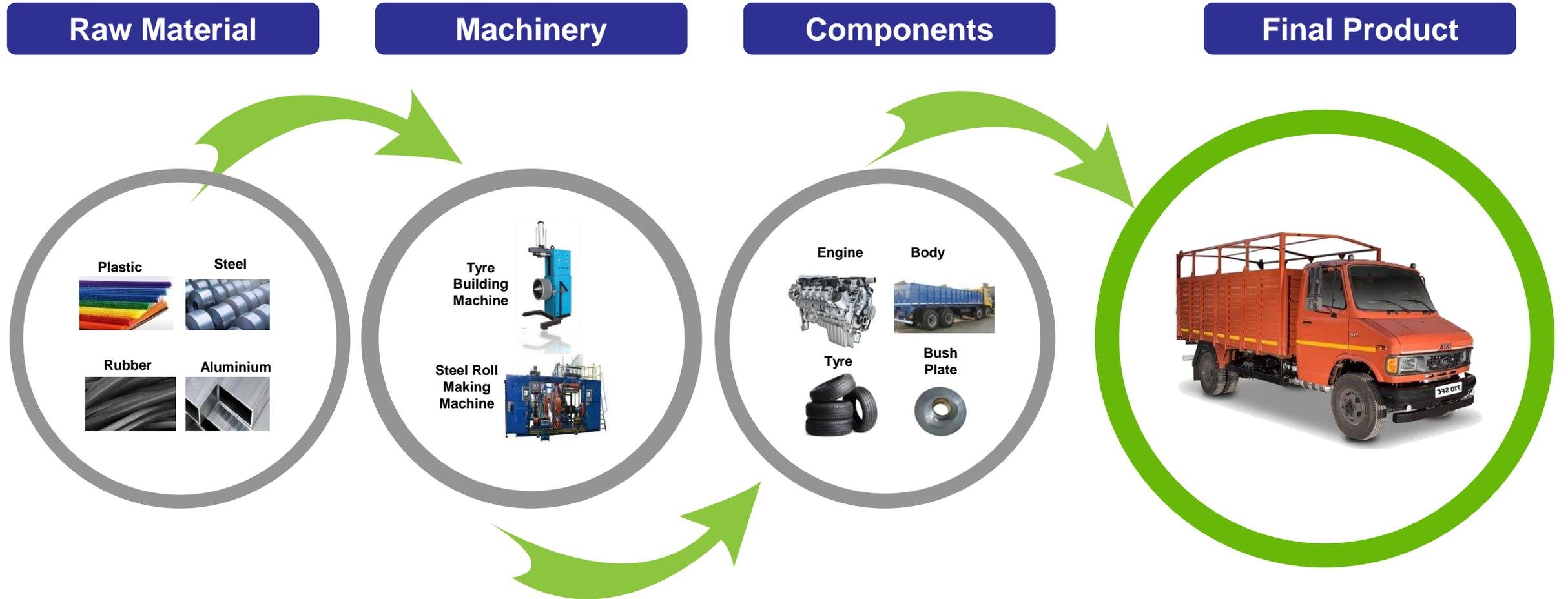
56 Industries

83 Mn Products

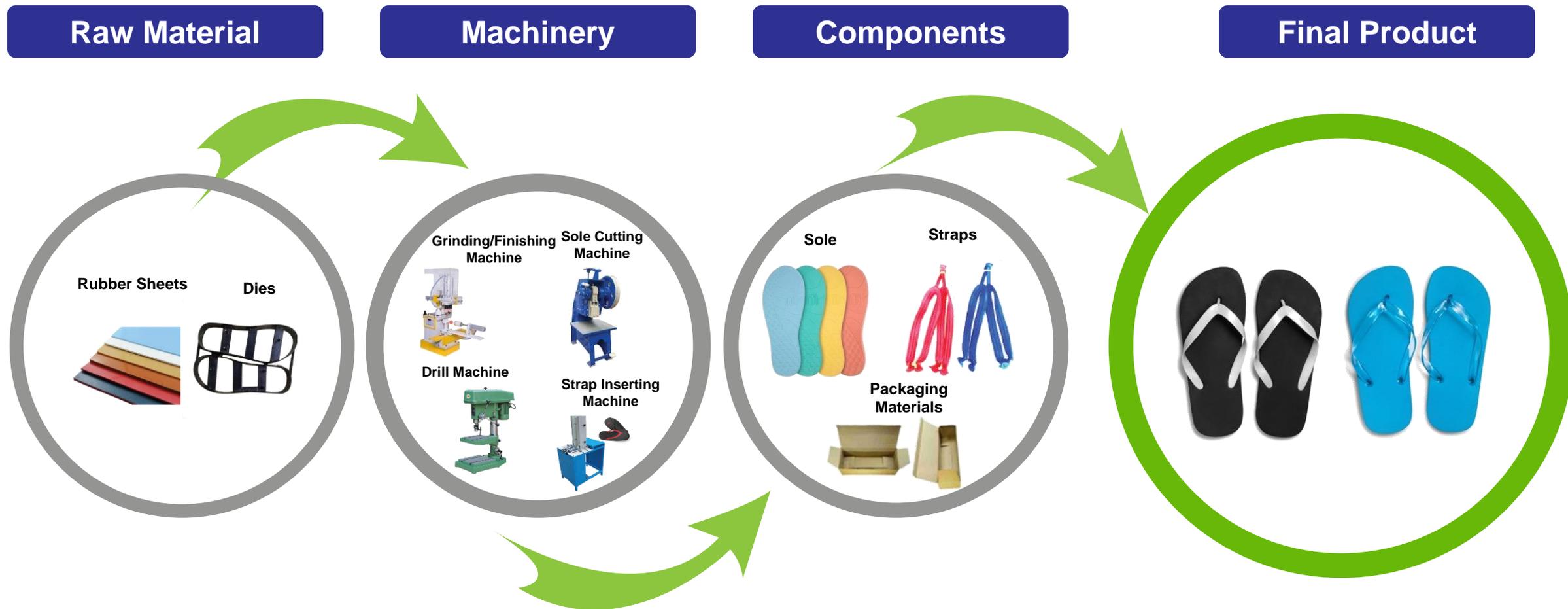
***% of total paying subscription suppliers, as on March 31, 2022**



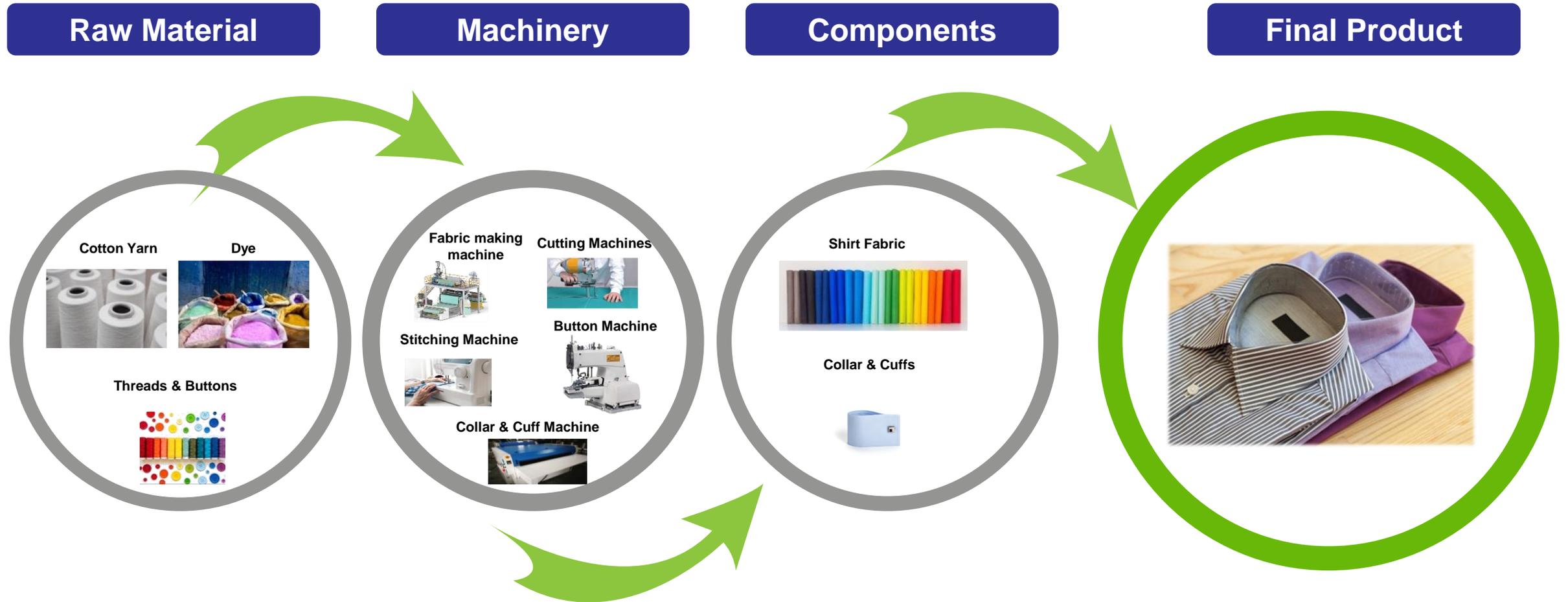
End-To-End Value Chain Discovery - Truck



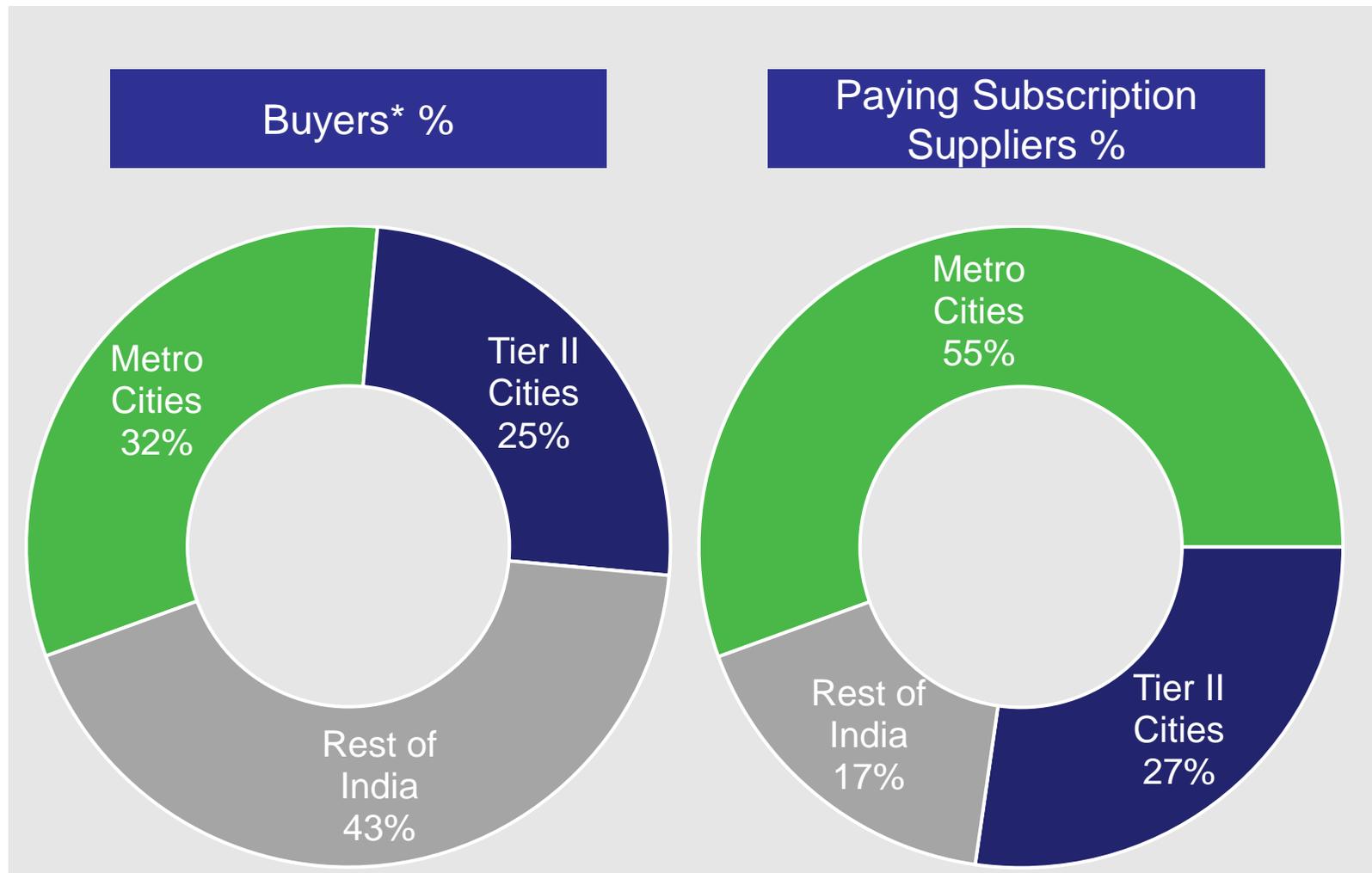
End-To-End Value Chain Discovery - Slippers



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

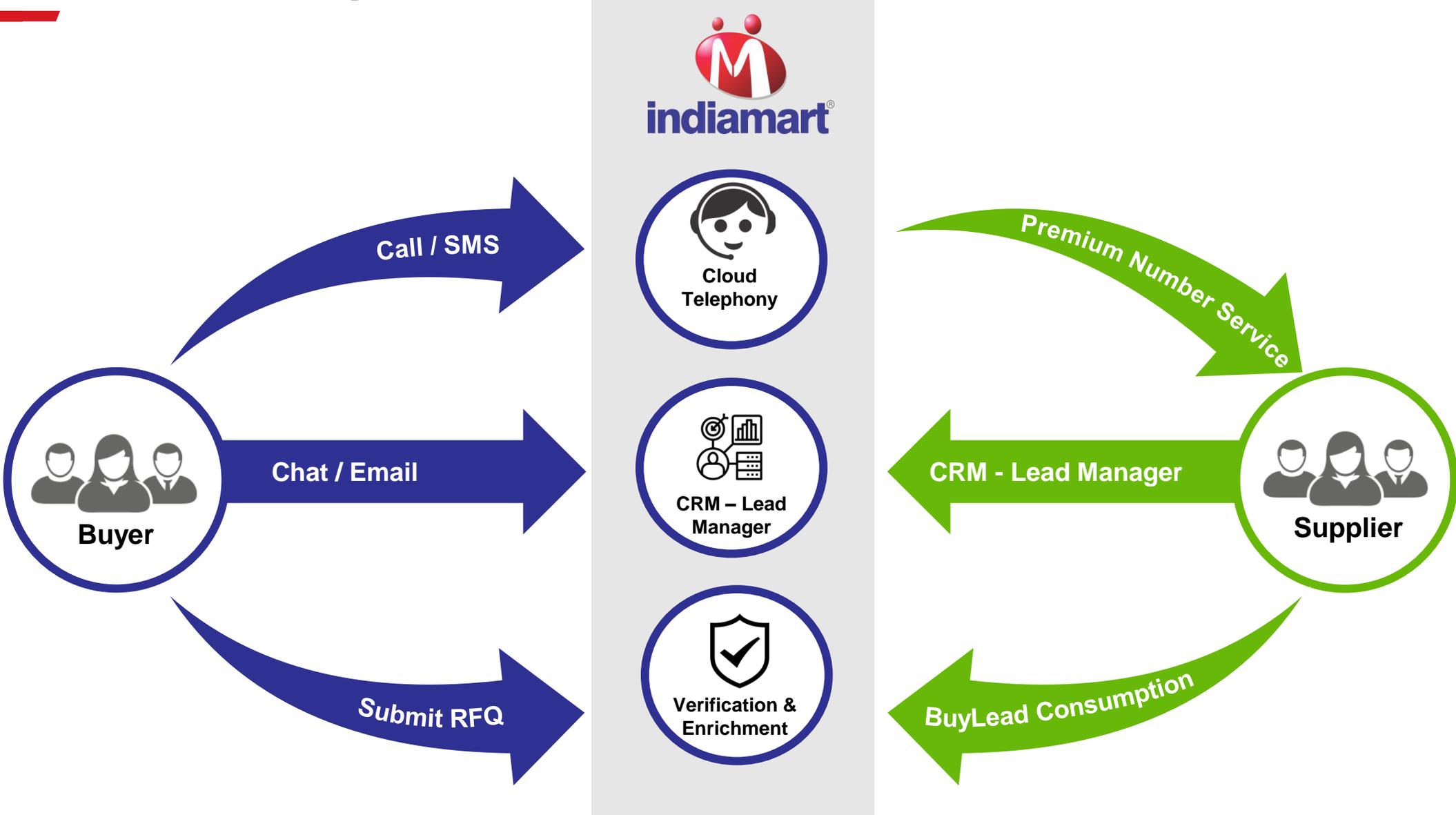
Rest of India (~4,000)

Population <500,000



Note: As on March 31, 2022; Note: Figures have been rounded off
* 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

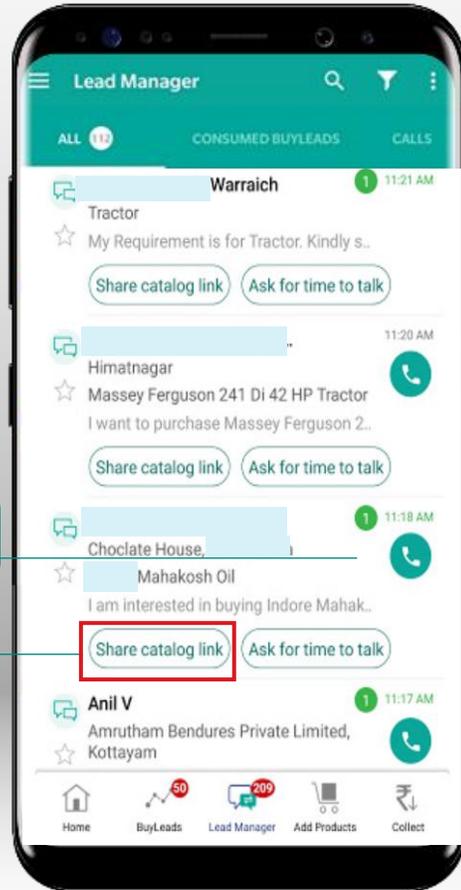
- Missed call notification
- Buyer profile
- No unsolicited calls

Helps Measure ROI and Responsiveness



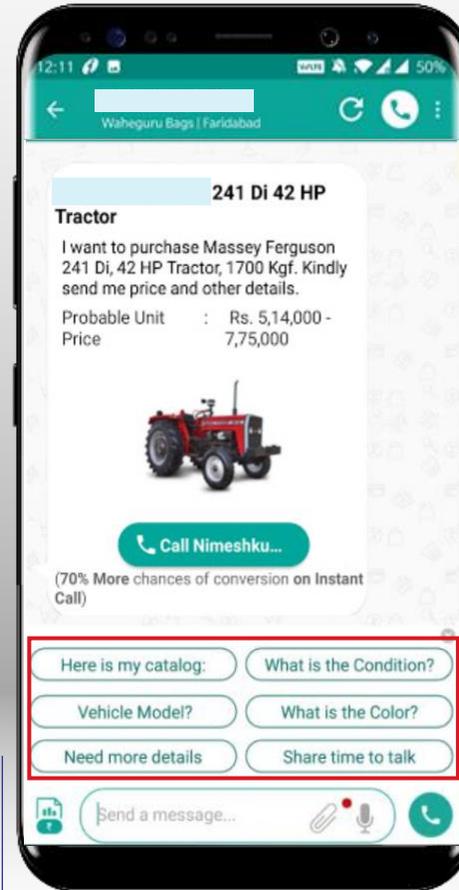
CRM – Lead Manager & Conversational Commerce

~72mn Replies* and Callbacks** during Q4 FY22

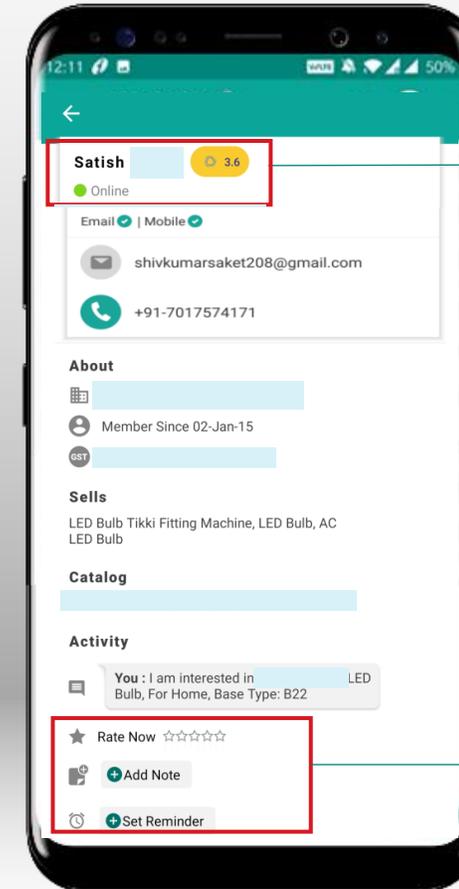


Direct Buyer Callback

Share Link



AI-based Smart Reply



Reviews & Ratings

Call Option & Alerts

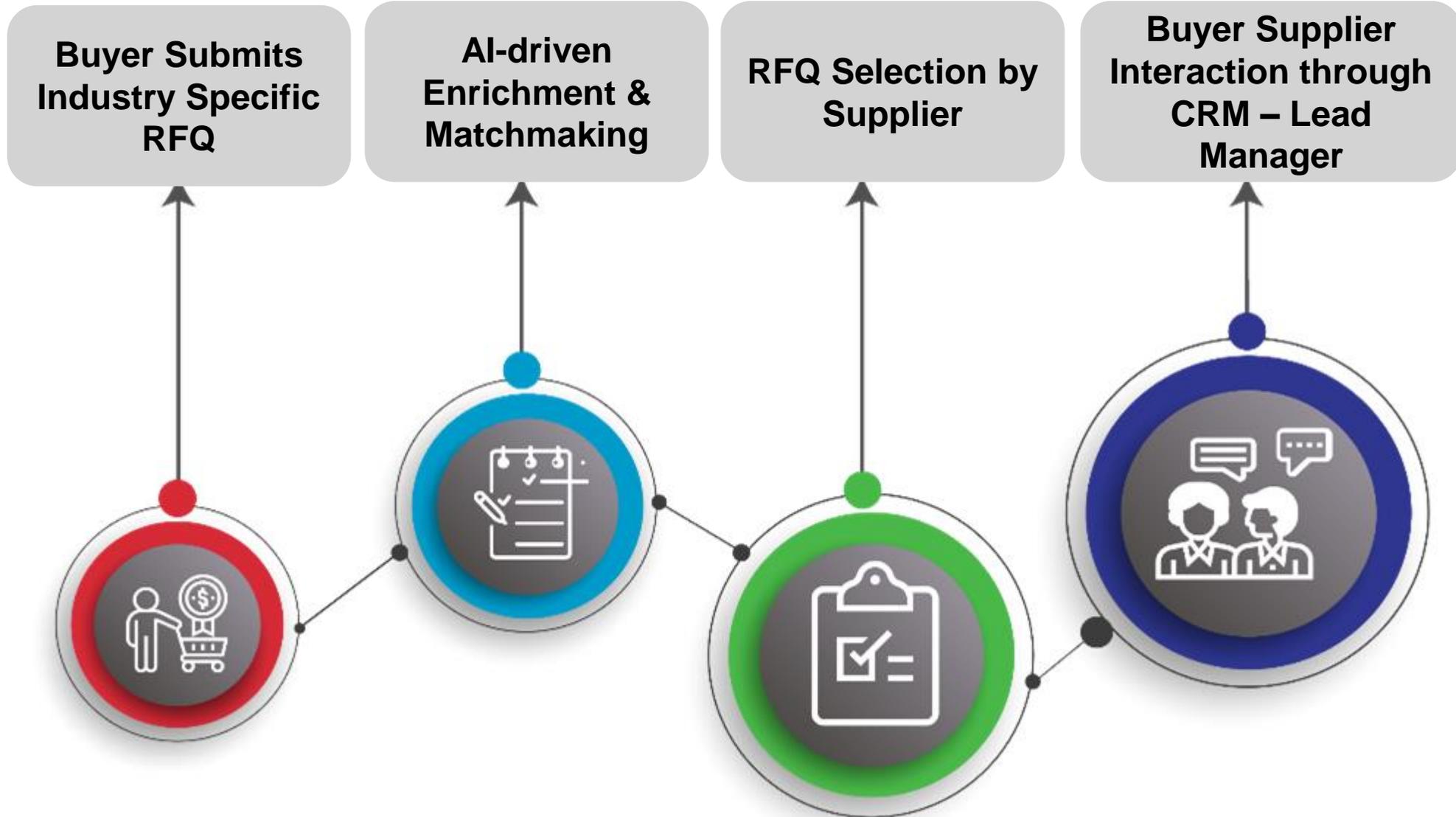
Add Notes, Set Reminders



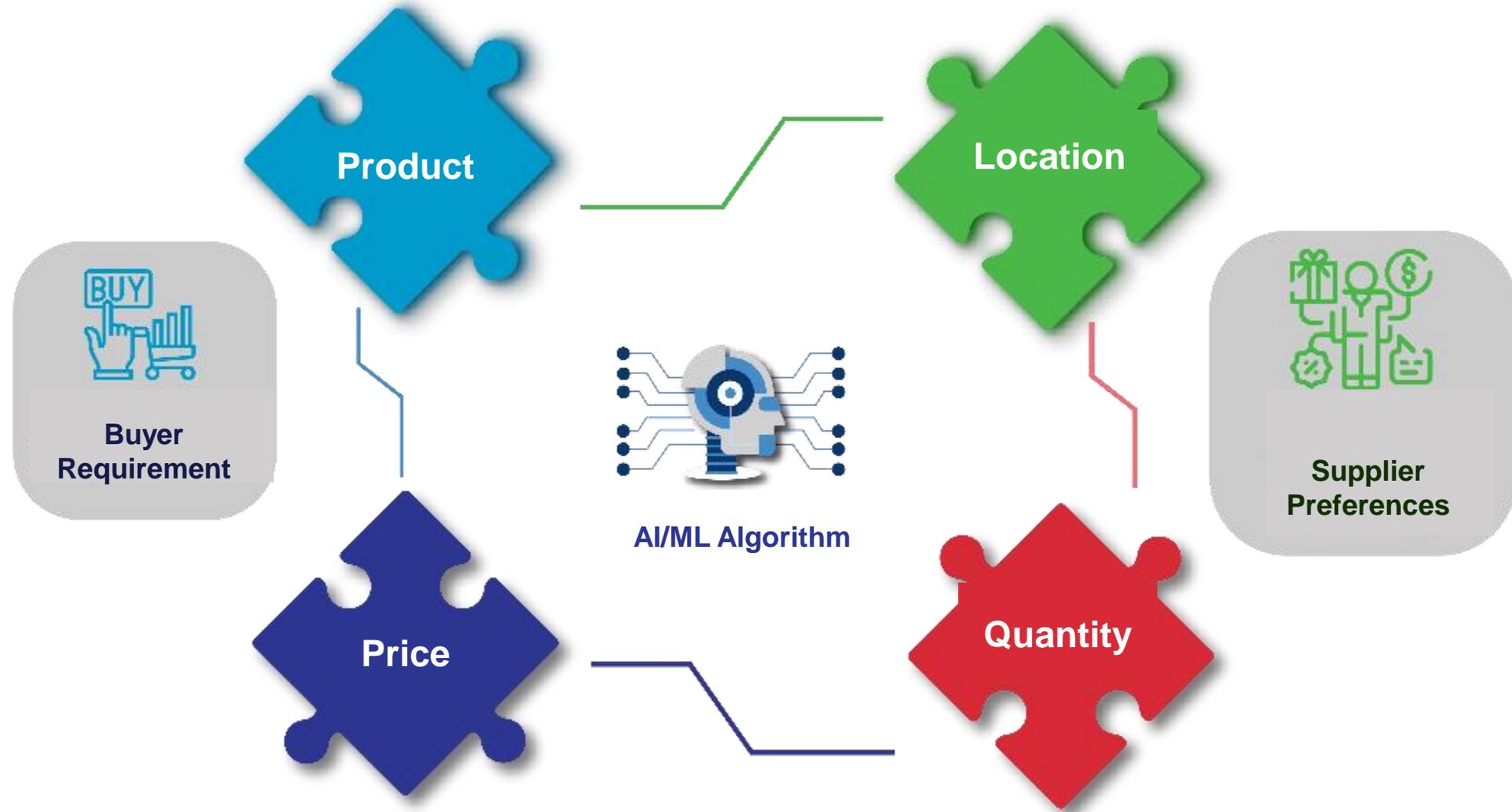
* Total Replies via desktop, Mobile site, Email and App
** Total Callbacks via Mobile site and App

IndiaMART InterMESH Ltd

How RFQ / BuyLead Works



Behavioral Data Driven Algorithmic Matchmaking



Strong Network Effects



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

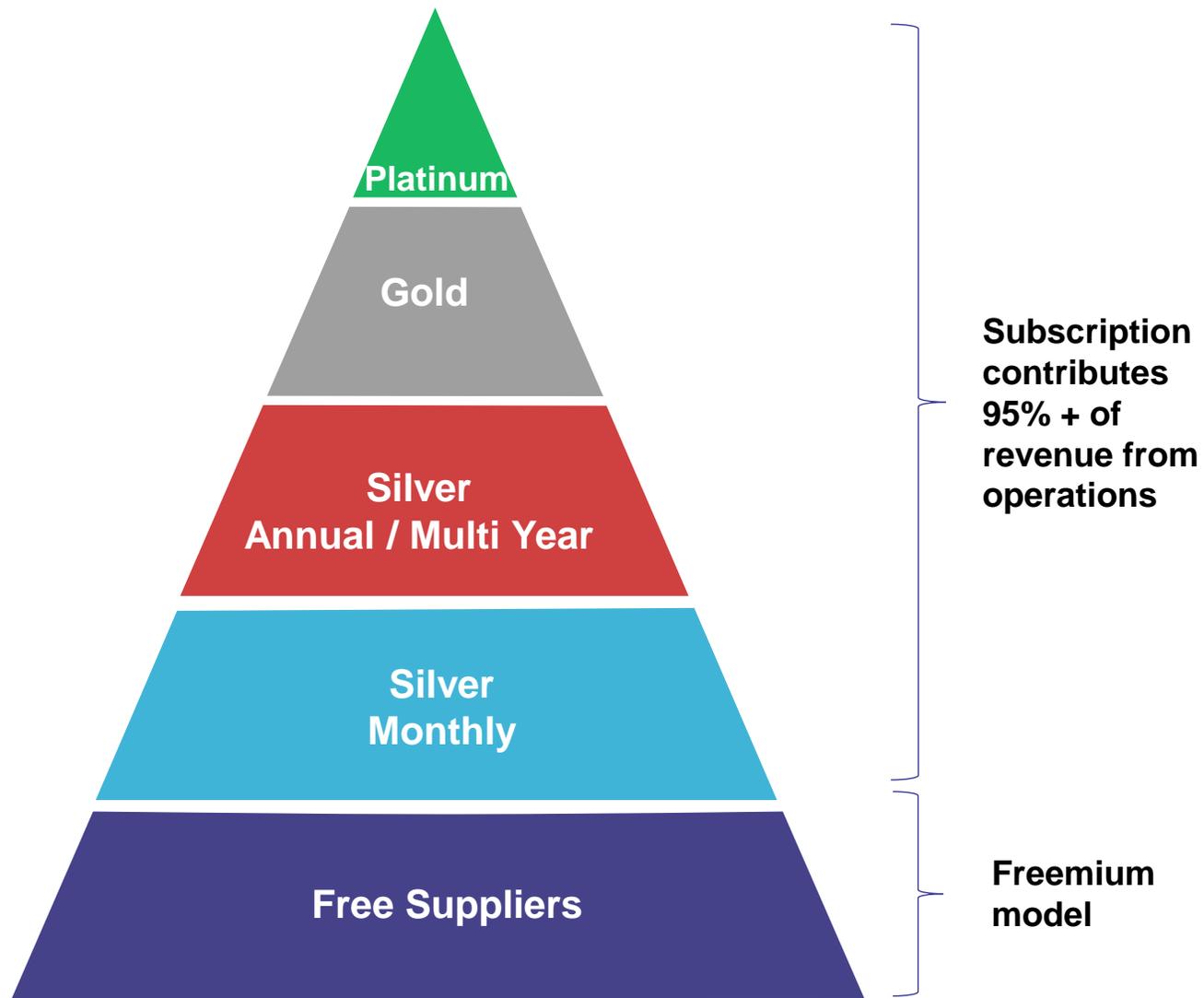
(1). Figures for Q4 FY22

**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

Top 10% contributes
~ 45% of revenue



Daily RFQ Quota

Weekly RFQ Quota

3 – 4

50 – 100

2

20 – 30



1

10

1

7



Note: As on and for quarter ended March 31, 2022; Figures have been rounded off

IndiaMART InterMESH Ltd

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

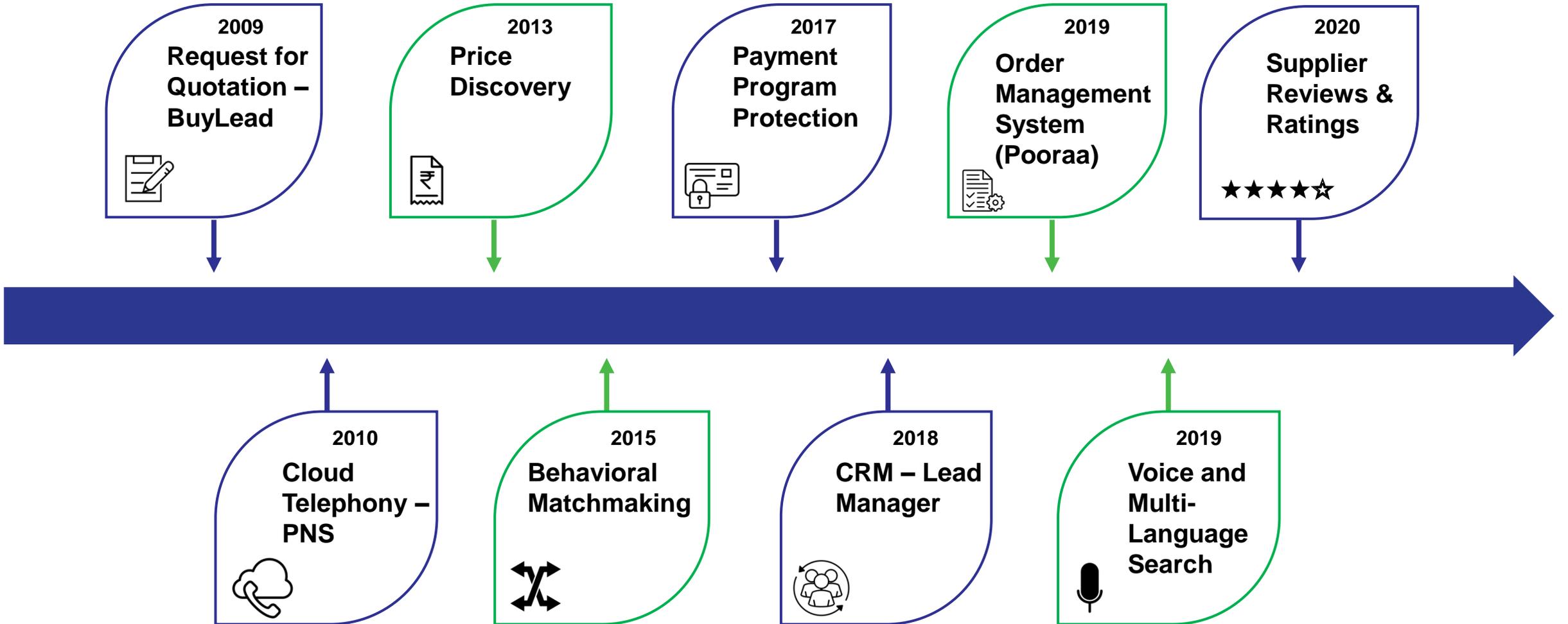
Note: Figures as of March 31, 2022



Note: Map not to scale

IndiaMART InterMESH Ltd

Constant Innovation and Technology Focus



Key Competitive Strengths

BRAND AND NETWORK EFFECT

- ~100% organic search
- 55% repeat buyers
- 36% suppliers are buyers
- 4.7 play store rating
- ~72 mn⁽¹⁾ replies & callbacks

PROPRIETARY SUPPLIER BEHAVIORAL DATA

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

DETAILED CATALOGUE WITH PRICING

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

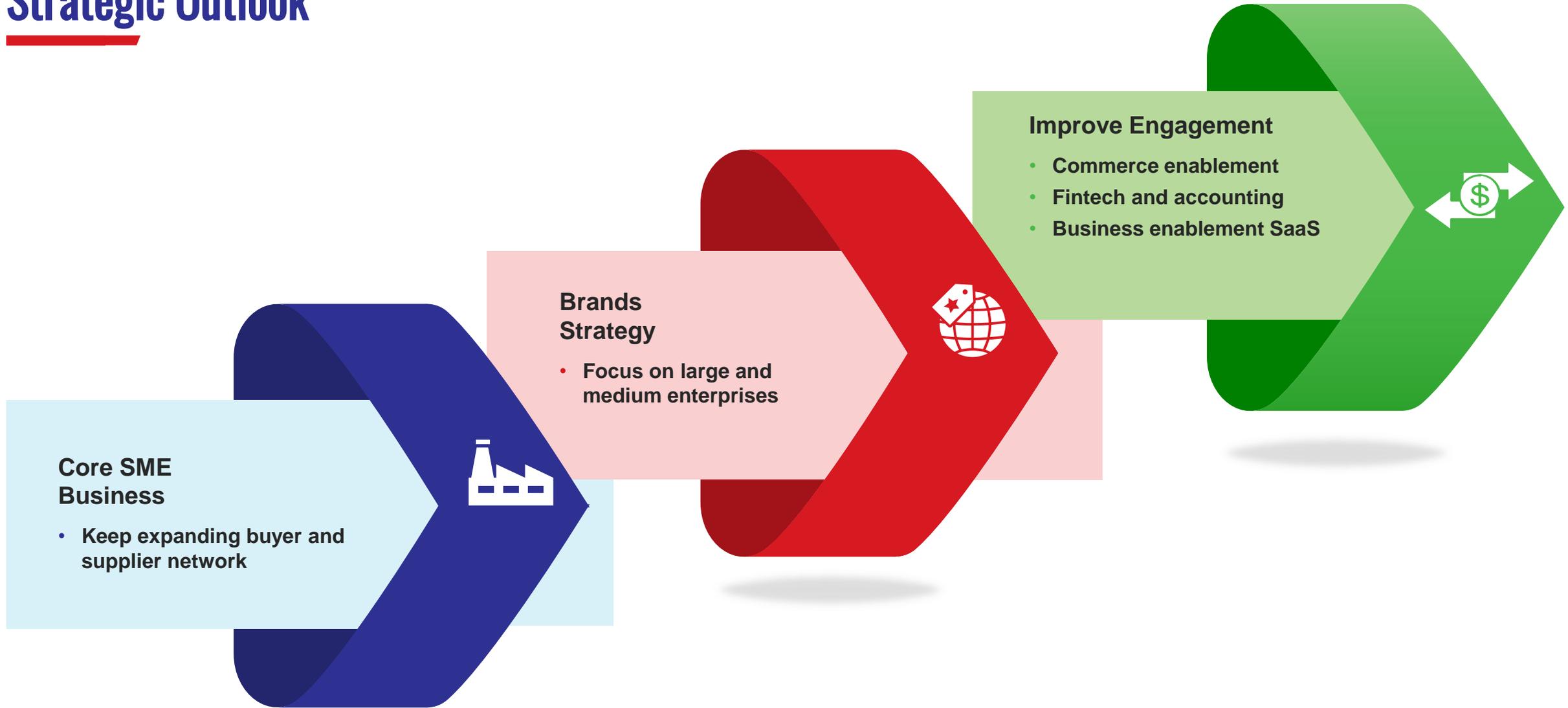
PRESENCE IN A HIGHLY FRAGMENTED MARKET

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



Note: Figures as of March 31, 2022 , Figures have been rounded off
(1) Total replies & callbacks for Q4 FY22 by paying subscription suppliers

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 navigation bar includes links for Home, About Us, Solutions, Case Studies, Industries, and Contact Us, along with social media icons for Facebook, Twitter, LinkedIn, and Instagram. The main banner features the text 'INDUSTRIES WE HAVE WORKED WITH' in a central blue diamond. Below this, a row of icons represents various industries: Building & Construction, Industrial Machines & Equipments, Gensets, Agriculture & Farming, Hand & Power Tools, Commercial Vehicles, and Healthcare. A paragraph below the icons states: 'IndiaMART enterprise solutions helps building and construction brands like Sany, Volvo, Tata Tiscon and MP Birla build their online presence. Get enquiries for wheel loaders, cement, road rollers, crane machines, forklifts and many of such products from across India.' The bottom section is a grid of 16 brand logos arranged in four rows and four columns: SANY, Berger, Dalmia cement, MB, Fenesta, Aludecor, Mahindra EARTHMASTER, TATA TISCON, Pidilite, TATA BLUESCOPE STEEL, AJAX, JSW Steel, Nippon Paint, Gyproc, and NUVOCO.



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IndiaMART InterMESH Ltd

Enterprise Solutions – ROI Driven Model With PAN India Reach

indiamart®

Home | About Us | Solutions | Case Studies | Industries | Contact Us

INDUSTRIES WE HAVE WORKED WITH

Building & Construction | Industrial Machines & Equipments | Gensets | Agriculture & Farming | Hand & Power Tools | Commercial Vehicles | Healthcare

Kickstart your digital journey with many of these healthcare brands with IndiaMART Enterprise Solutions. Philips Healthcare, GE Healthcare and Medtronic are some of the brands associated with us and are witnessing phenomenal growth with online leads.

GE

Medtronic

Cepheid.
A better way.

Malvern Panalytical
a spectra company

Carestream

ALLED MEDICAL

vyaire
MEDICAL

PHILIPS
RESPIRONICS

PHILIPS
Healthcare

BECKMAN COULTER
Life Sciences

smiths medical
bringing technology to life

Johnson & Johnson



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



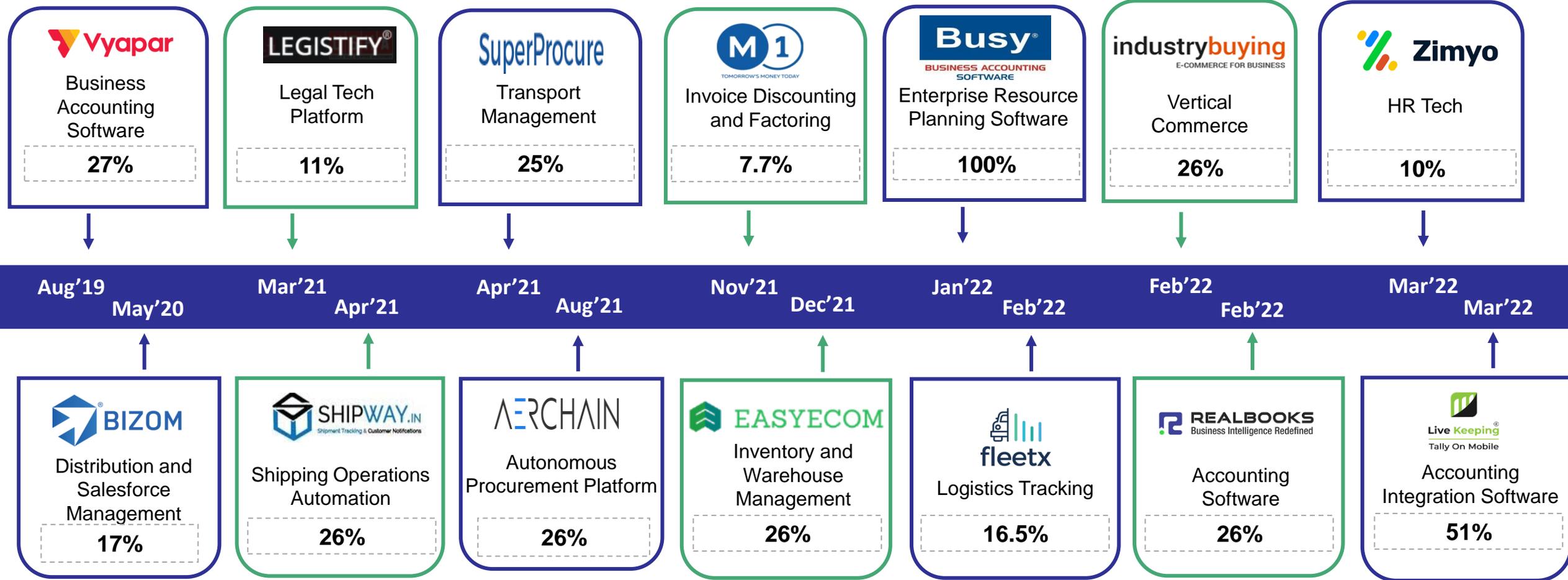
Distributor Management



Payroll



Strategic Investments Done So Far



Accounting – Strategic Fit for IndiaMART

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

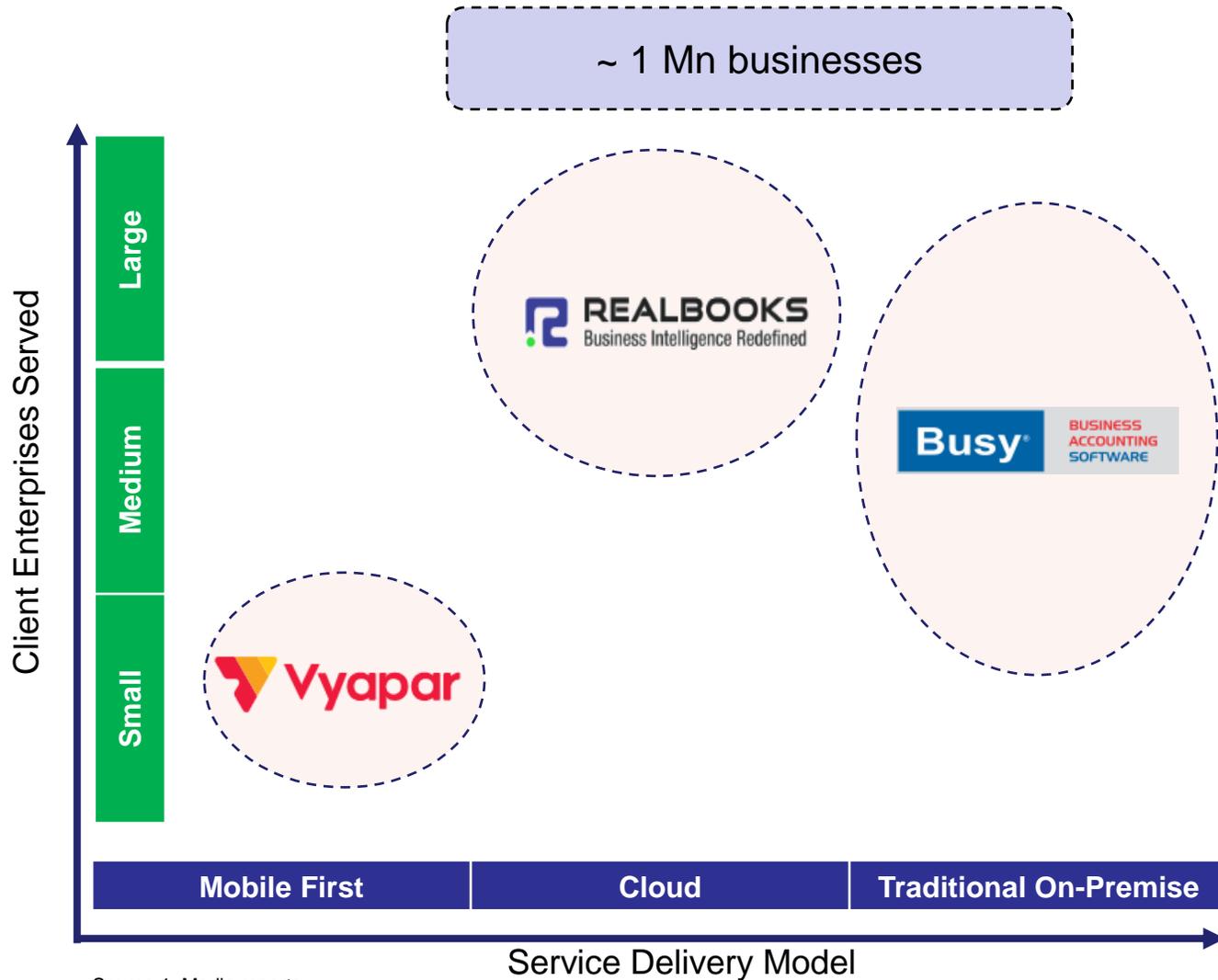
~ Rs. 650 crores invested in Accounting space



■ Represents opportunities available for IndiaMART



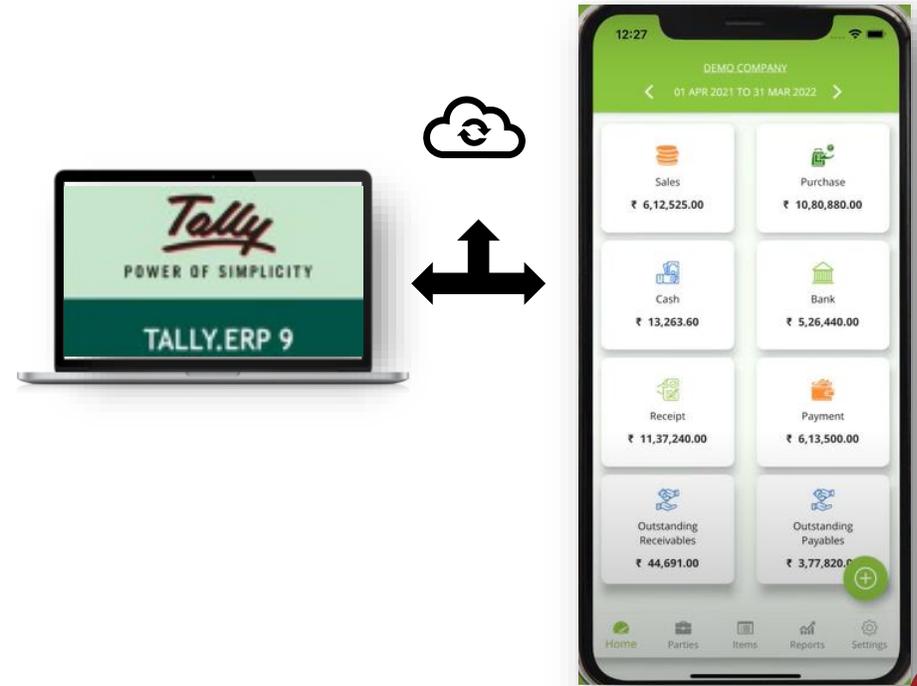
Investments in Accounting



~ 6 Mn¹ businesses on Tally

Live Keeping[®]
Accounting Integrations

Provide mobile and cloud functionality to Tally users



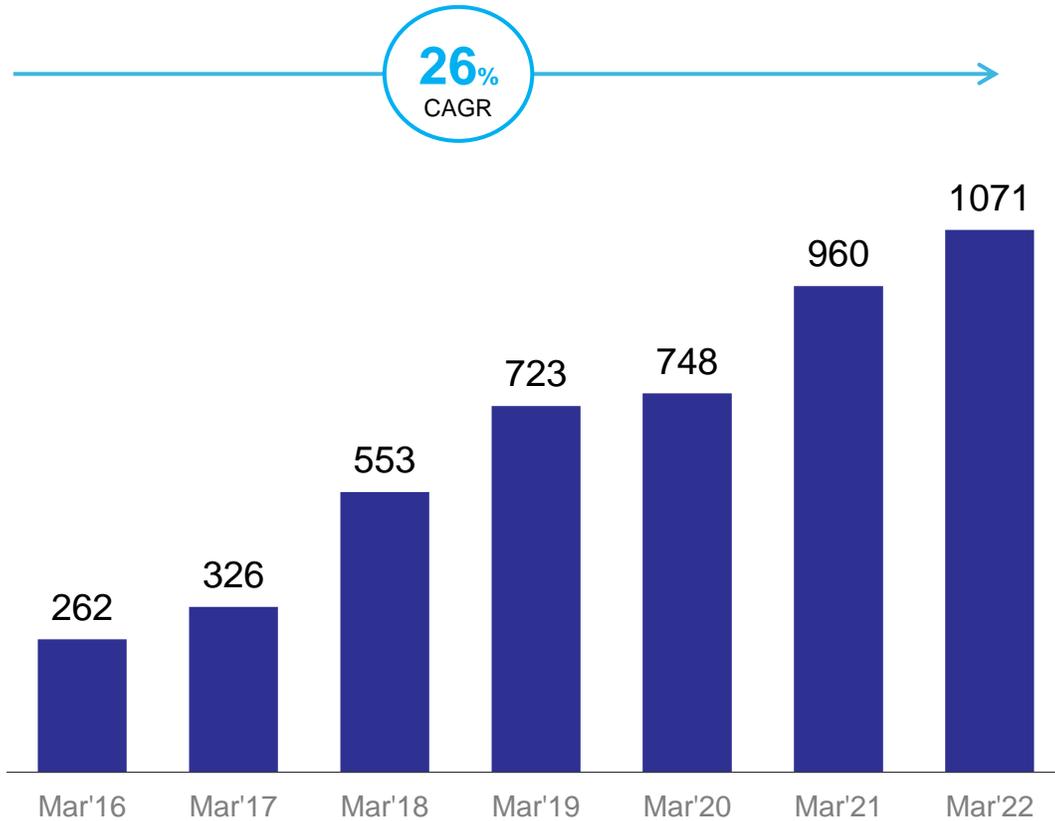
Source 1: Media reports
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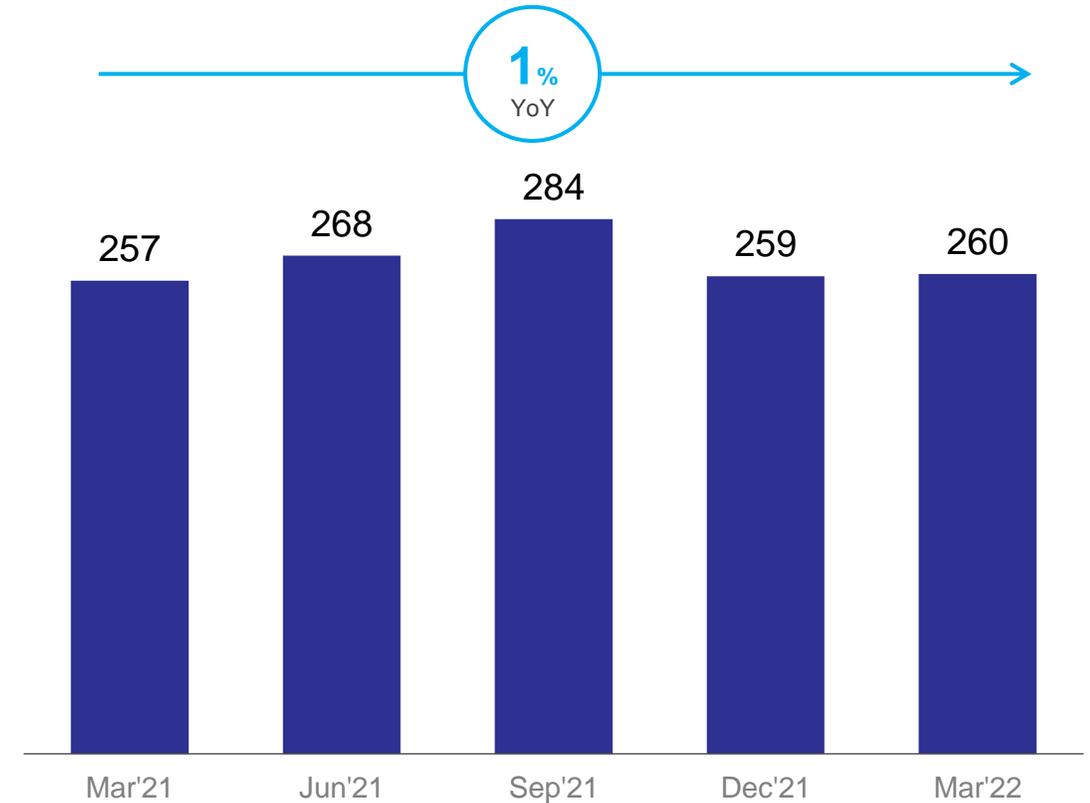
Business Operational Performance



Yearly trends



Quarterly trends



~80% of traffic is through mobile

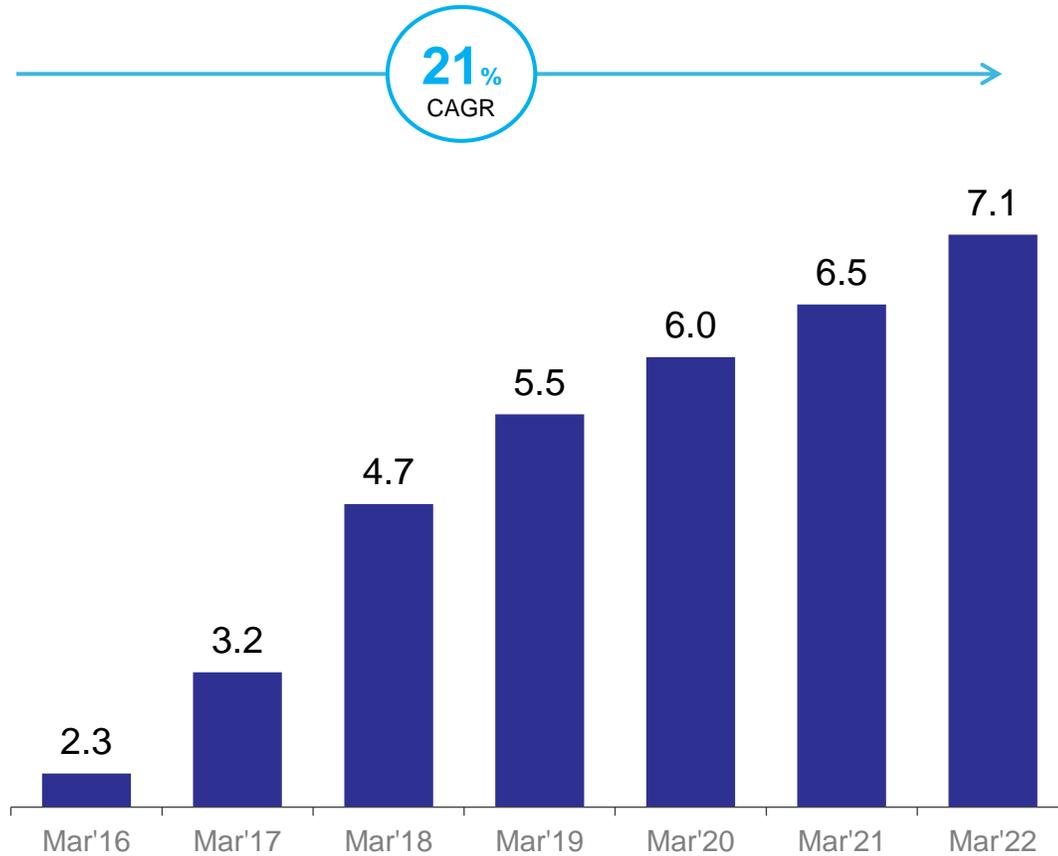


*Traffic is defined as the number of visits on the desktop website, mobile website and mobile app of the company
Figures have been rounded off

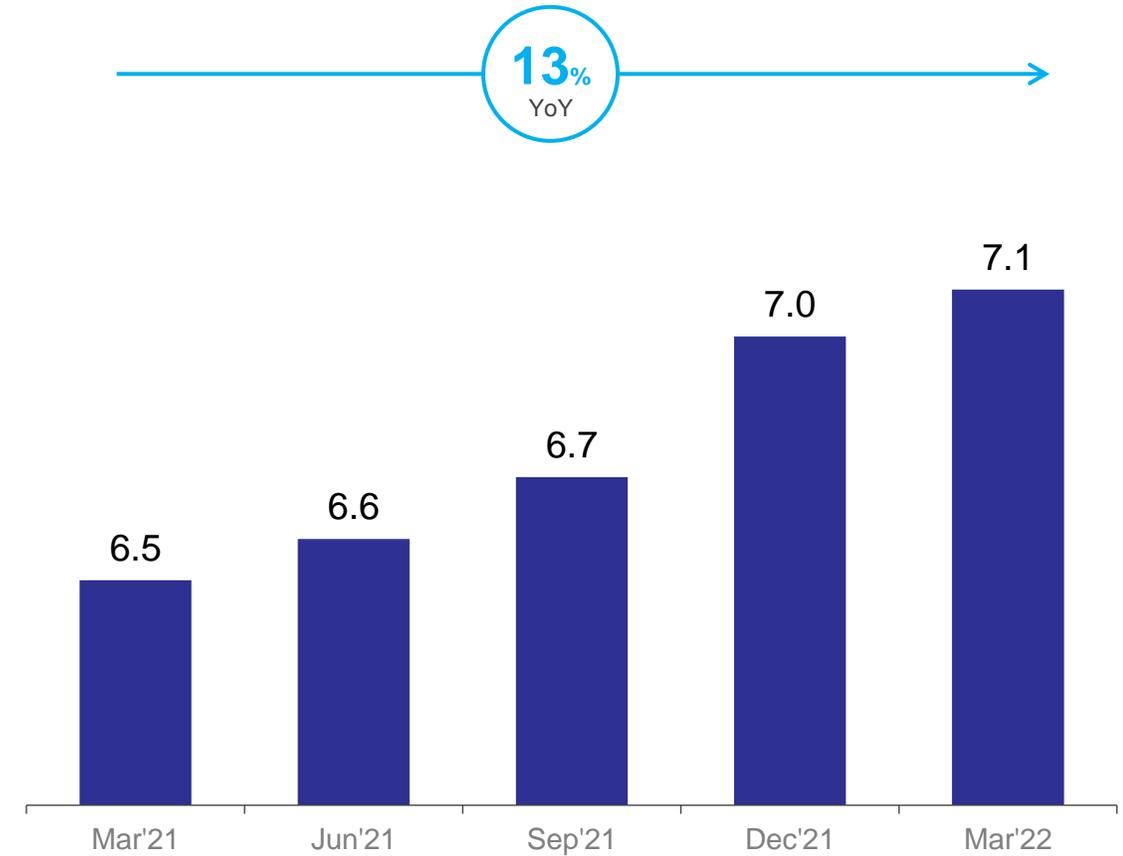
Indian Supplier Storefronts

(Figures in Millions)

Yearly trends



Quarterly trends



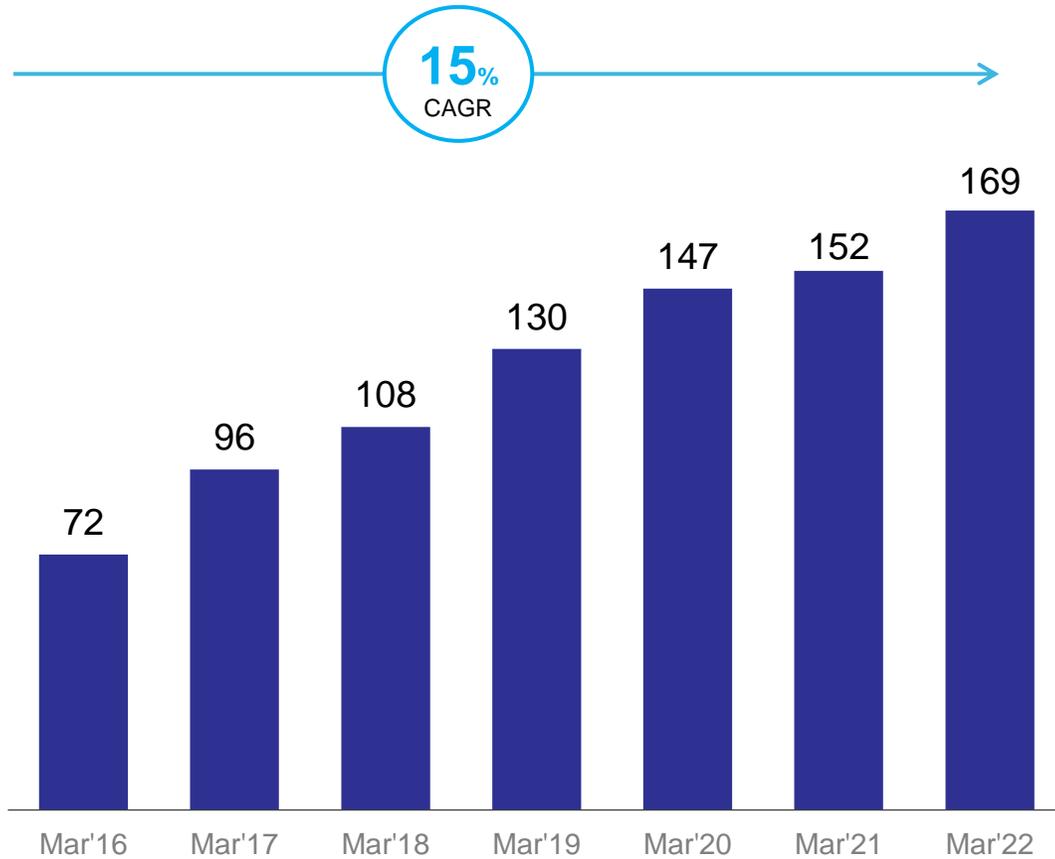
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IndiaMART InterMESH Ltd

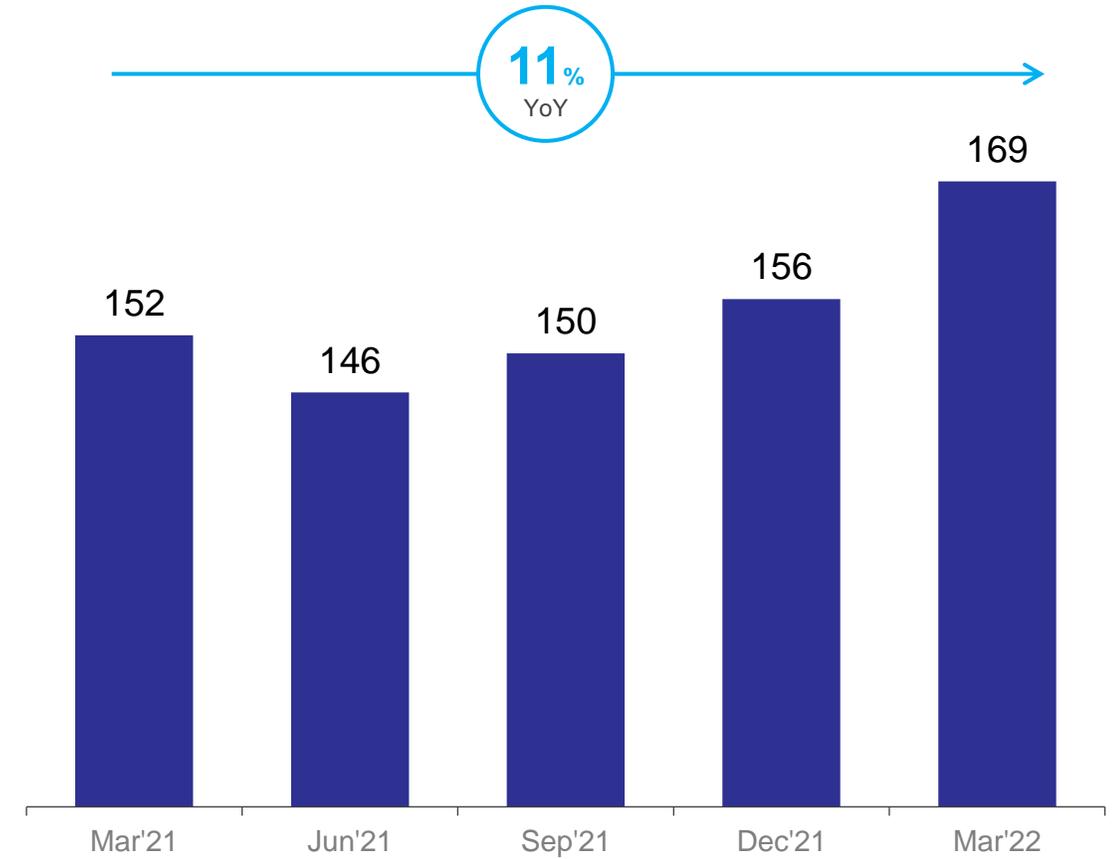
Paying Subscription Suppliers

(Figures in Thousands)

Yearly trends



Quarterly trends



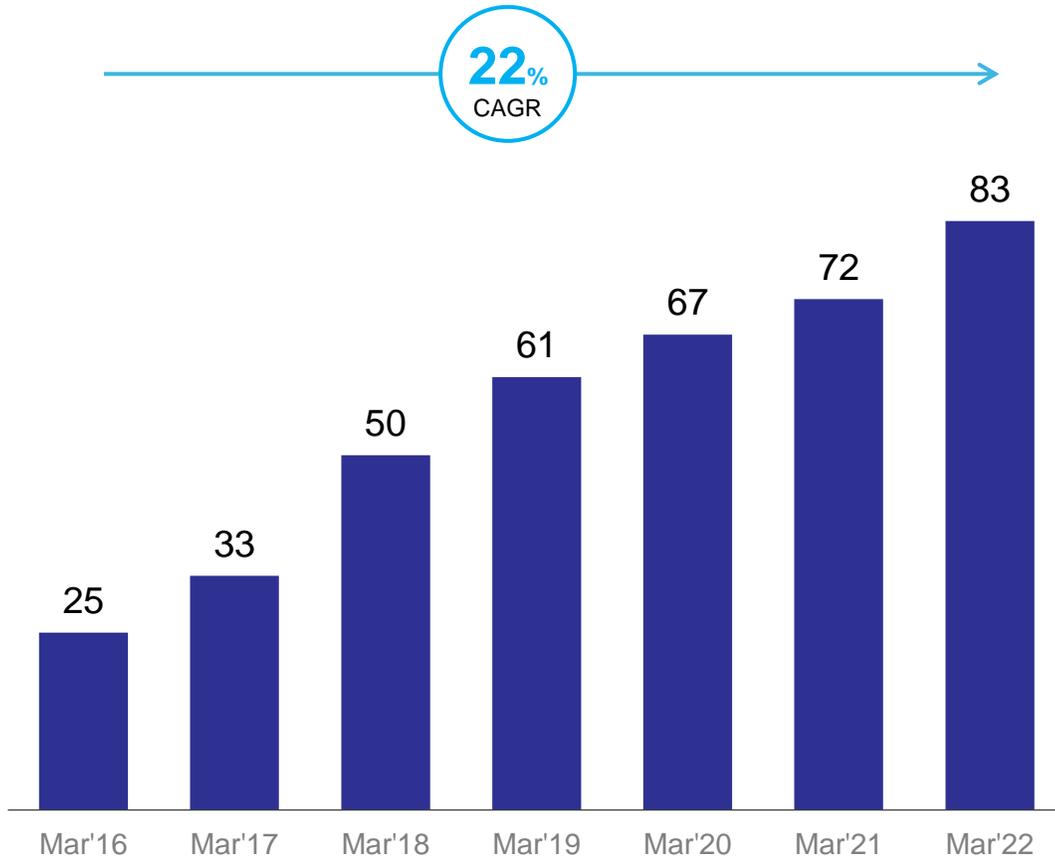
Figures have been rounded off

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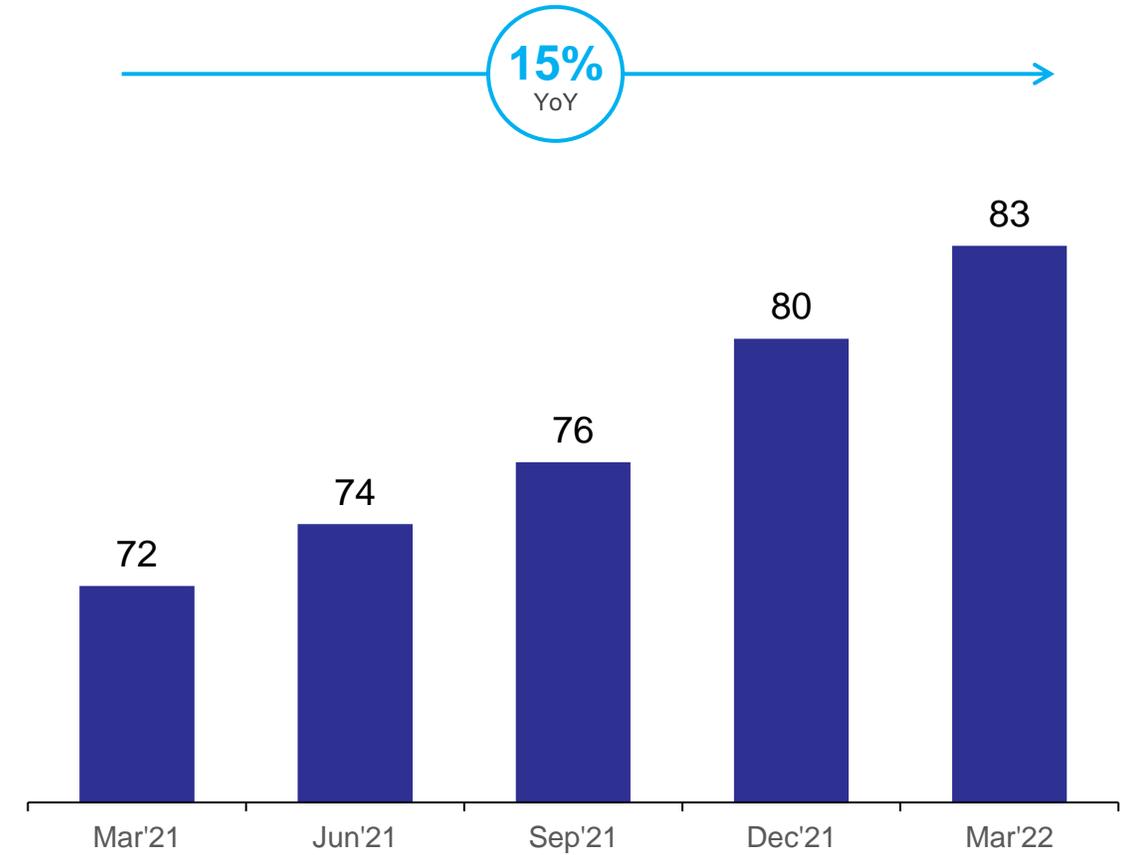
Total Products Live

(Figures in Millions)

Yearly trends



Quarterly trends



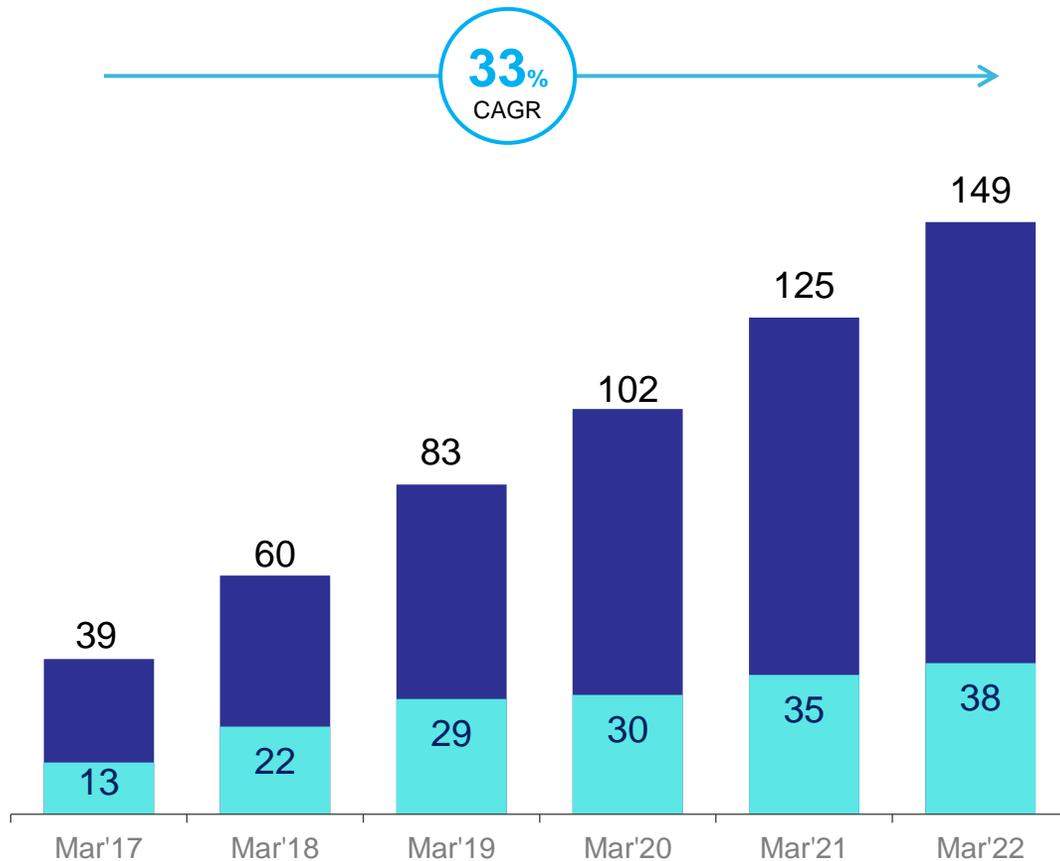
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IndiaMART InterMESH Ltd

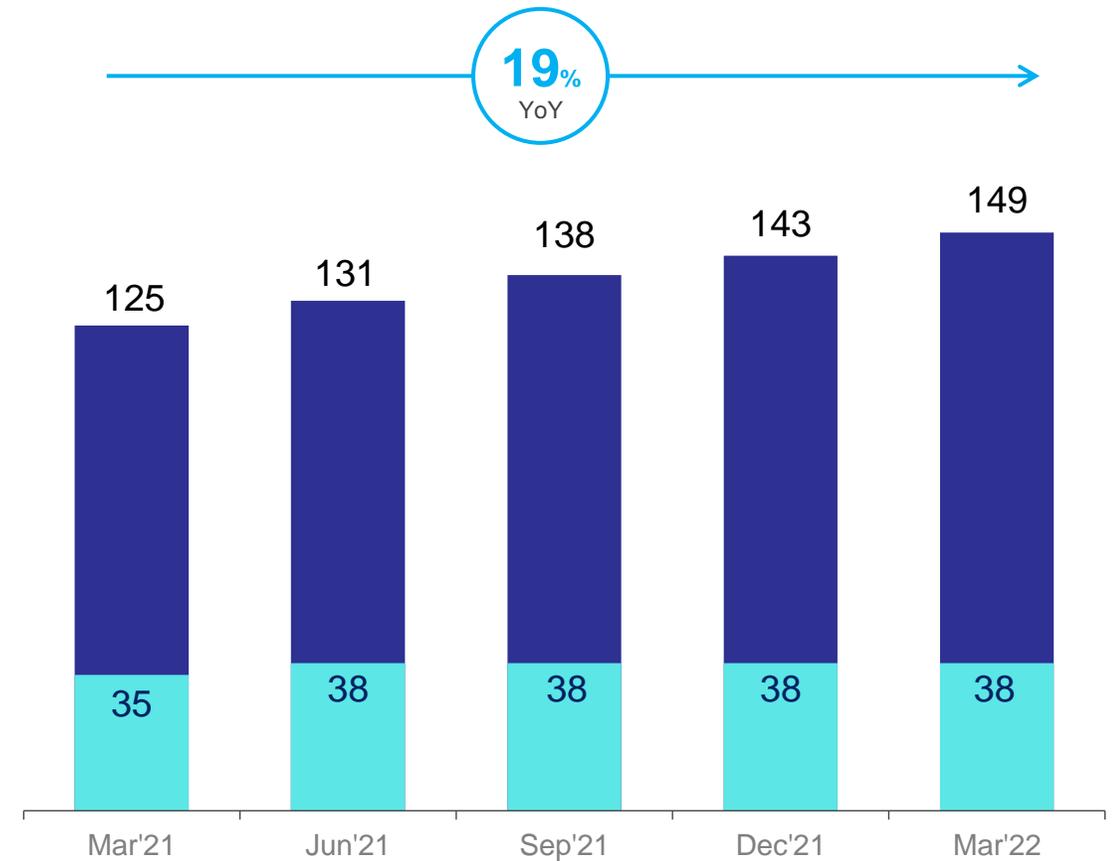
Registered Buyers

(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

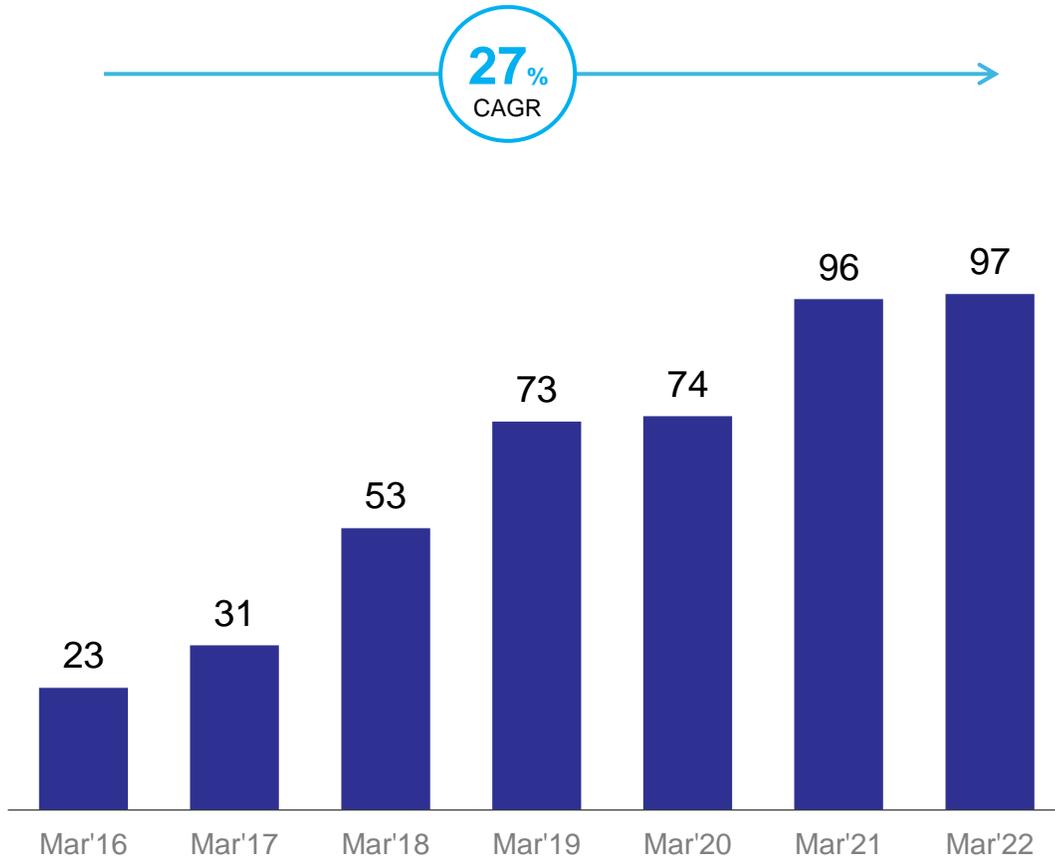
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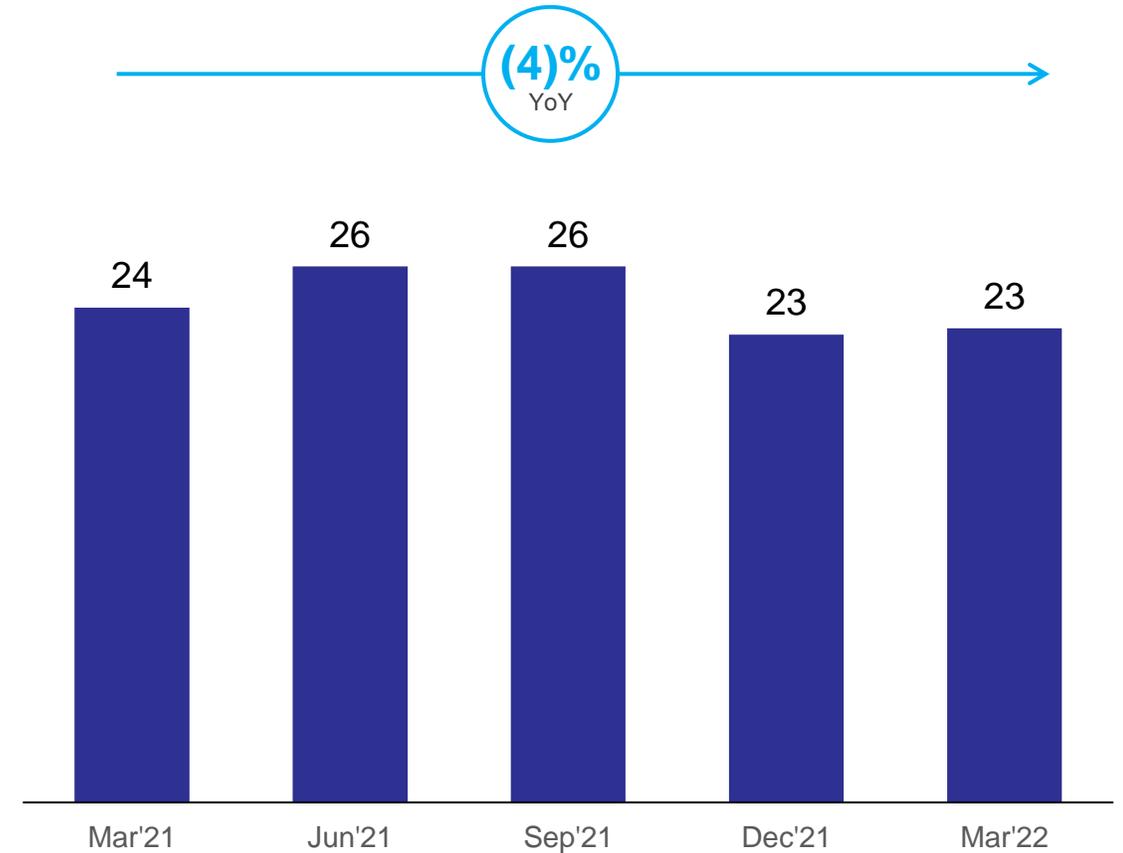
Unique Business Enquiries*

(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

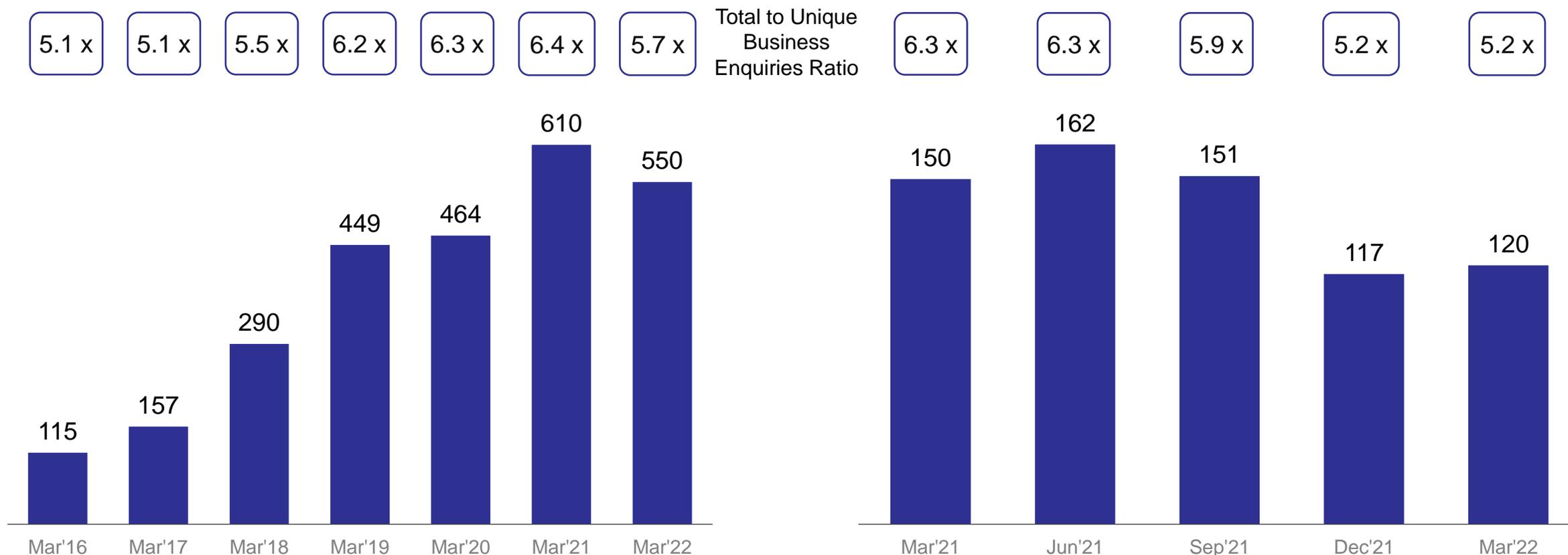


Business Enquiries Delivered*

(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.

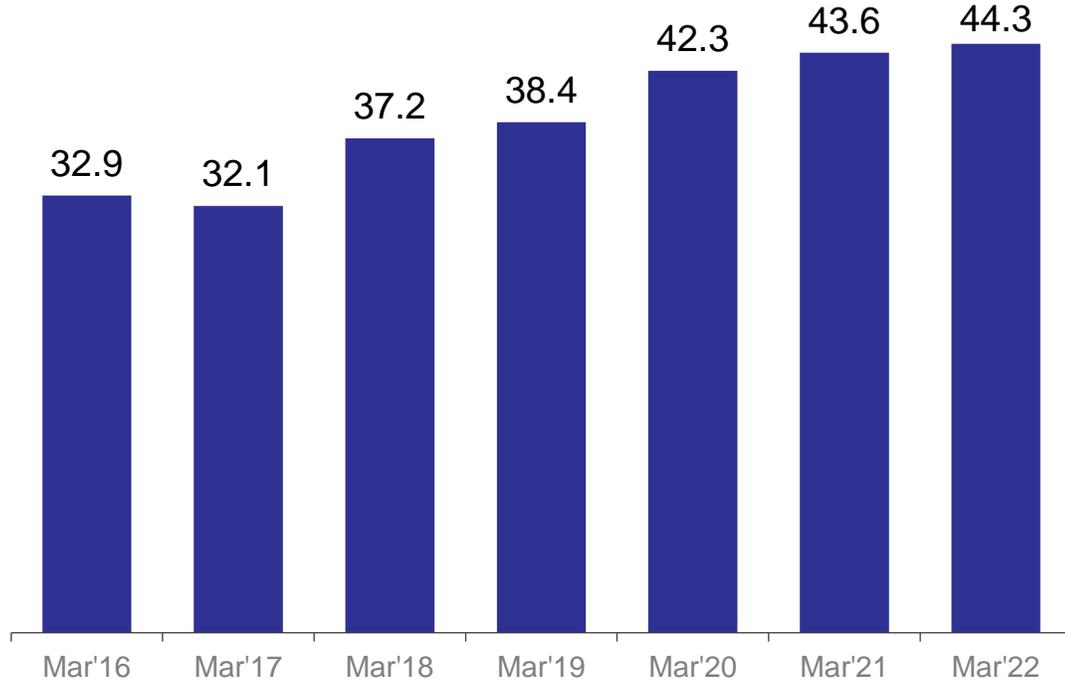
Figures have been rounded off



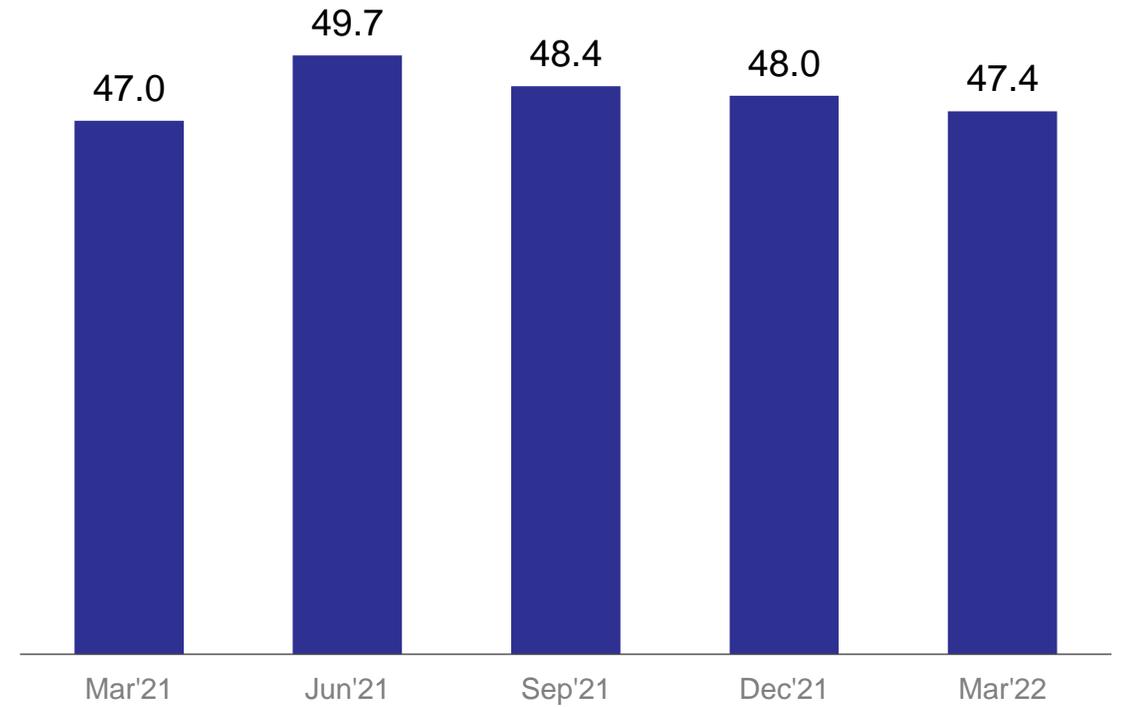
Annualised Revenue Per Paying Subscriber

(Figures in Rupees Thousands)

Yearly trends



Quarterly



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



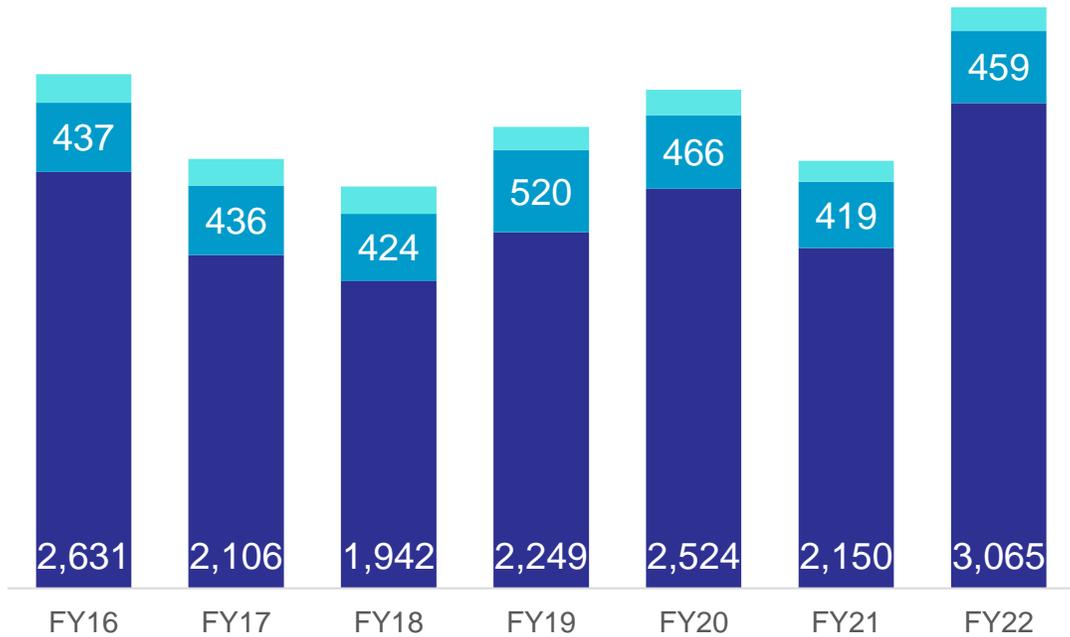
Figures have been rounded off

IndiaMART InterMESH Ltd

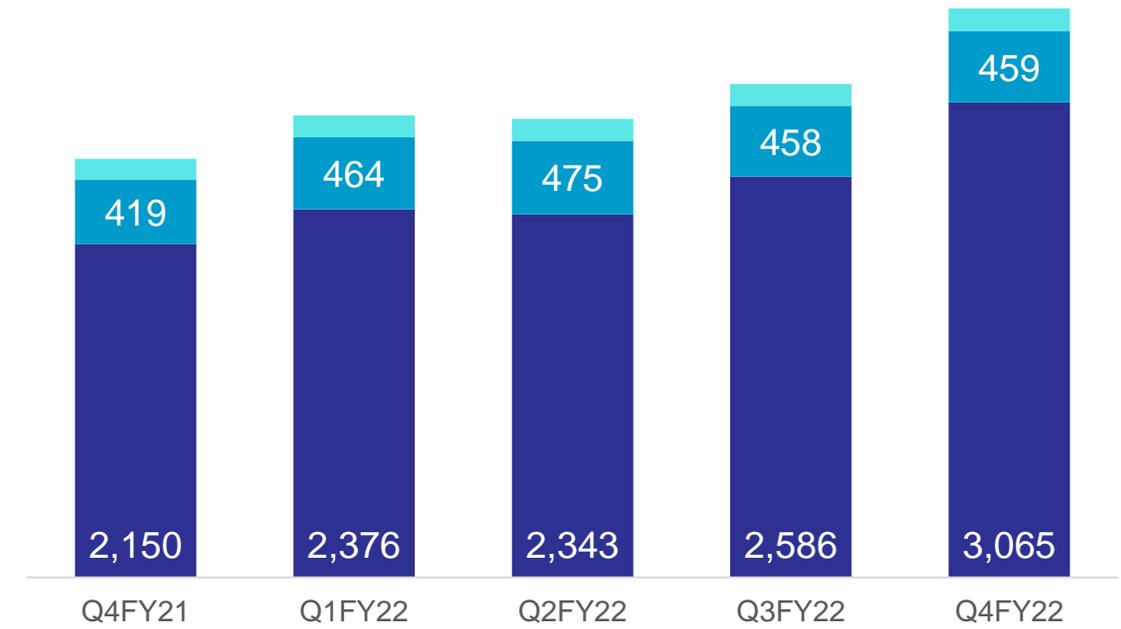
Employees

(Figures in Thousands)

Yearly trends



Quarterly trends



Total employees



Sales, supervision & servicing
 Product & Tech
 Corporate



Financial Performance

Consolidated Section

Industrial Mixers



Q4 FY22 Results Overview (Consolidated)



Revenue from Operations

₹ 201 Cr

↑ 12%



EBITDA

₹ 57 Cr

↓ 33%
28% Margin



Deferred Revenue

₹ 907 Cr

↑ 25%



Cash Generated from Operating Activities

₹ 158 Cr

↓ 4%



Net Profit

₹ 57 Cr

↑ 3%
25% Margin



Cash and Investments

₹ 2,419 Cr

↑ 2%

↑ ↓ Calculated YoY



Results are compared against Q4 FY21

IndiaMART InterMESH Ltd

Financial Performance – Consolidated

(₹ in Crores)

Financial Metrics	Q4 FY22	Q4 FY21	YoY Change	Q3 FY22	QoQ Change	FY22	FY21	YoY Change
Revenue from Operations	201	180	12%	188	7%	753	670	13%
Other Income	30	10	184%	22	35%	112	87	30%
Total Income	231	190	22%	210	10%	866	756	14%
Manpower Cost	87	57	53%	65	35%	268	205	30%
Outsourced Sales Cost	29	15	96%	18	67%	74	52	41%
Other Operating Expense	27	22	24%	27	2%	104	84	24%
Total Expenses	144	94	53%	109	32%	446	341	31%
EBITDA	57	85	(33%)	79	(27%)	308	328	(6%)
<i>EBITDA Margin(%)</i>	<i>28%</i>	<i>48%</i>		<i>42%</i>		<i>41%</i>	<i>49%</i>	
Depreciation and amortization expense	3	4	(16%)	3	(0.3%)	12	16	(26%)
Others ¹	1	1	(13%)	1	(3%)	5	7	(19%)
Share in net loss /(income) of Associates	6	2	273%	3	95%	12	3	361%
Profit Before Tax	77	89	(14%)	93	(18%)	390	389	0.3%
Tax Expense	19	34	(43%)	23	(16%)	93	110	(15%)
Net Profit	57	56	3%	70	(18%)	298	280	6%
<i>Net Profit Margin(%)</i>	<i>25%</i>	<i>29%</i>		<i>33%</i>		<i>34%</i>	<i>37%</i>	
EPS (Rs.)	18.8	18.8	0.3%	23.0	(19%)	97.8	96.2	2%
Cash Generated from Operating Activities	158	165	(4%)	84	88%	402	323	25%
Collections from Customers	318	272	17%	222	43%	934	711	31%

Notes:

1. Others include – Finance Cost and Net Loss on Financial Liability at FVTPL



Balance Sheet - Consolidated

(₹ in crores Consolidated)

As at end of	FY22					
	FY21	Q1	Q2	Q3	Q4	FY22
Assets						
Fixed Assets (incl. intangible assets)	3	2	2	2	3	3
Right-of-use assets	63	59	57	55	53	53
Other assets	44	36	36	41	52	52
Cash, bank & current investments	2,365	2,421	2,466	2,523	2,419	2,419
Investment in associates & others	37	66	101	144	421	421
Total	2,512	2,584	2,662	2,765	2,949	2,949
Liabilities						
Capital (incl. reserves)	1,611	1,700	1,738	1,810	1,874	1,874
Deferred revenue & customer advances	726	715	756	790	907	907
Provisions & payables	67	60	63	62	66	66
Statutory liabilities	22	17	15	18	29	29
Deferred tax & current tax liabilities (net)	21	30	30	26	16	16
Lease liabilities	63	61	60	58	56	56
Other financial liabilities	0.5	1	1	1	1	1
Total	2,512	2,584	2,662	2,765	2,949	2,949



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

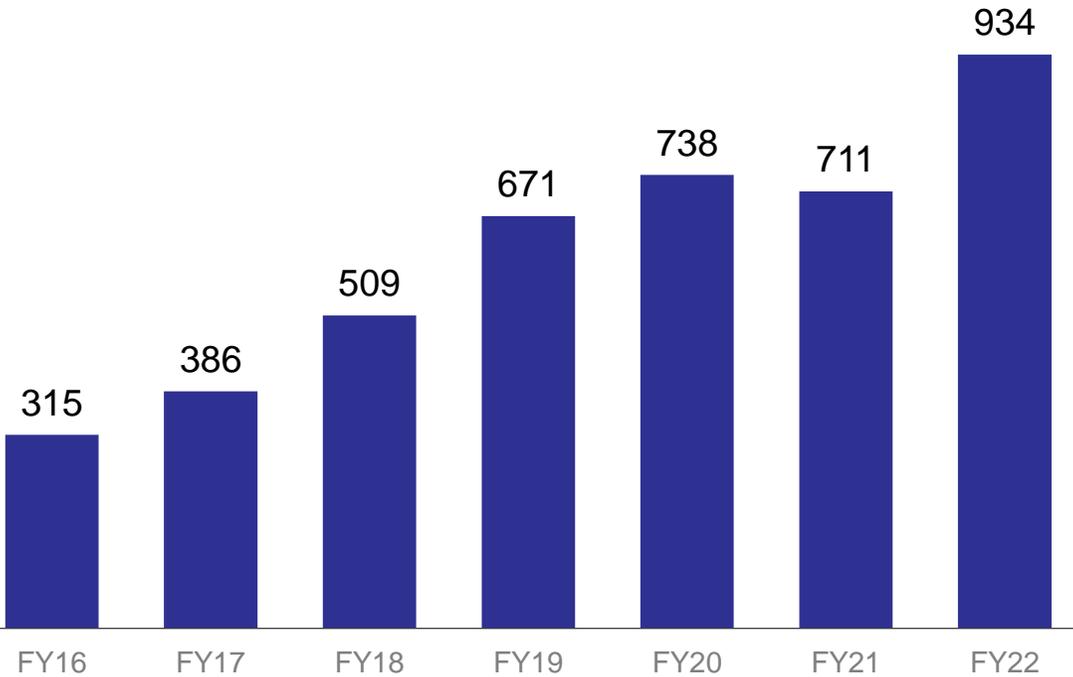
IndiaMART InterMESH Ltd

Collections from Customer - Consolidated

(₹ in Crores)

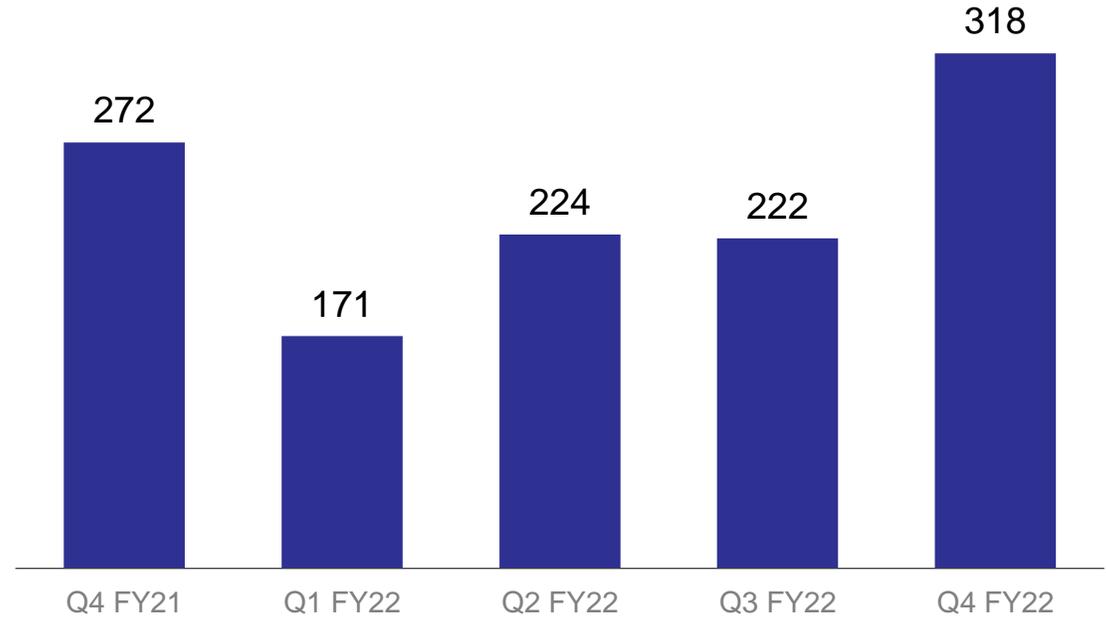
Yearly trends

20%
CAGR



Quarterly trends

17%
YoY

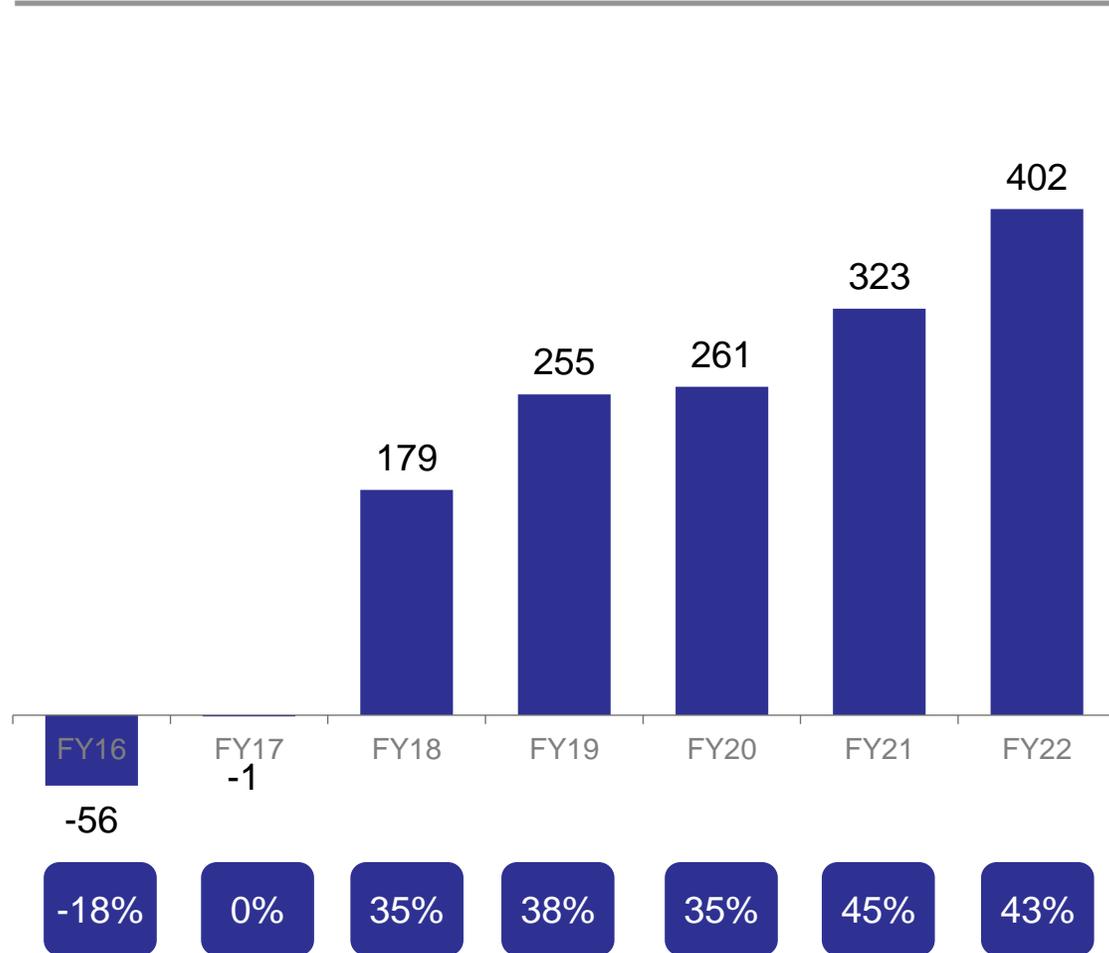


Note: Above figures have been calculated by dividing financials (in mn) by 10; Figures have been rounded off

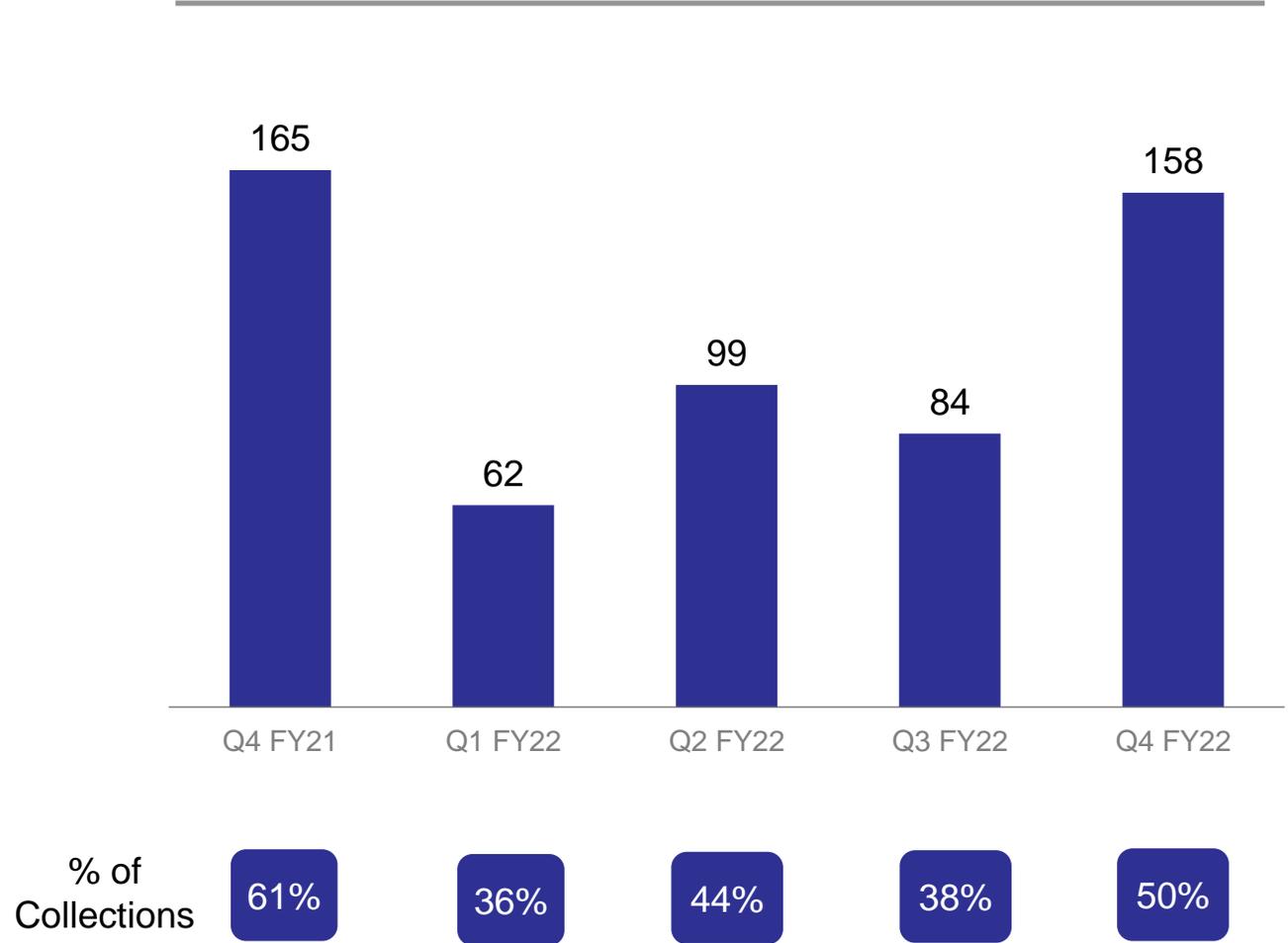
Cash Generated From Operating Activities - Consolidated

(₹ in Crores)

Yearly trends



Quarterly trends



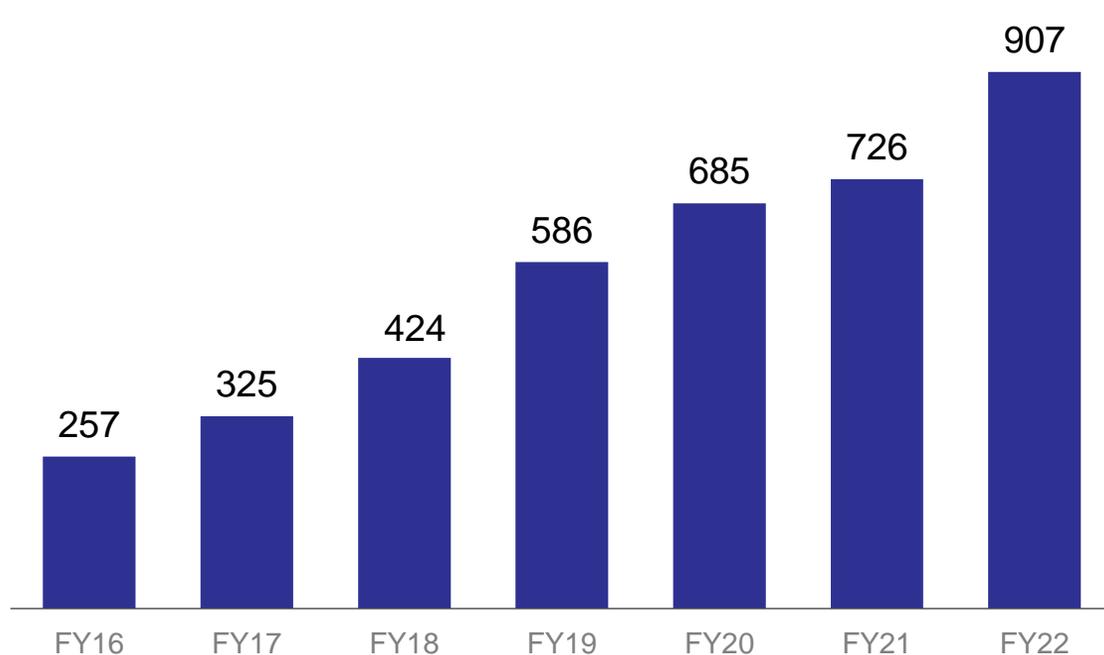
Note: Above figures have been calculated by dividing financials (in mn) by 10; Figures have been rounded off

Deferred Revenue* – Consolidated

(₹ in Crores)

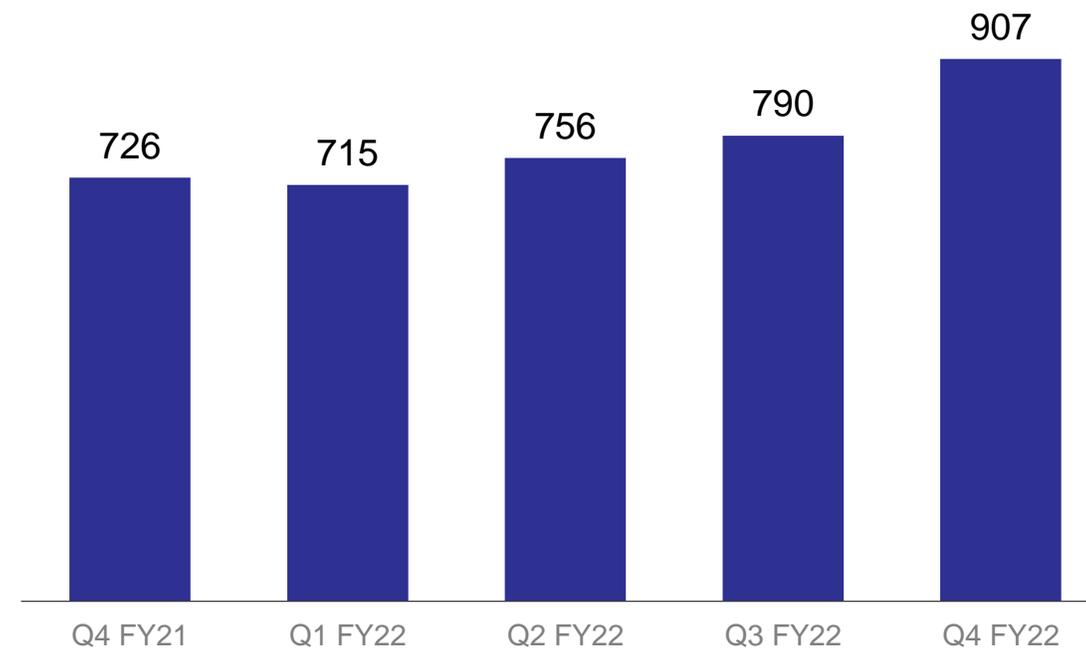
Yearly trends

23%
CAGR



Quarterly trends

25%
YoY



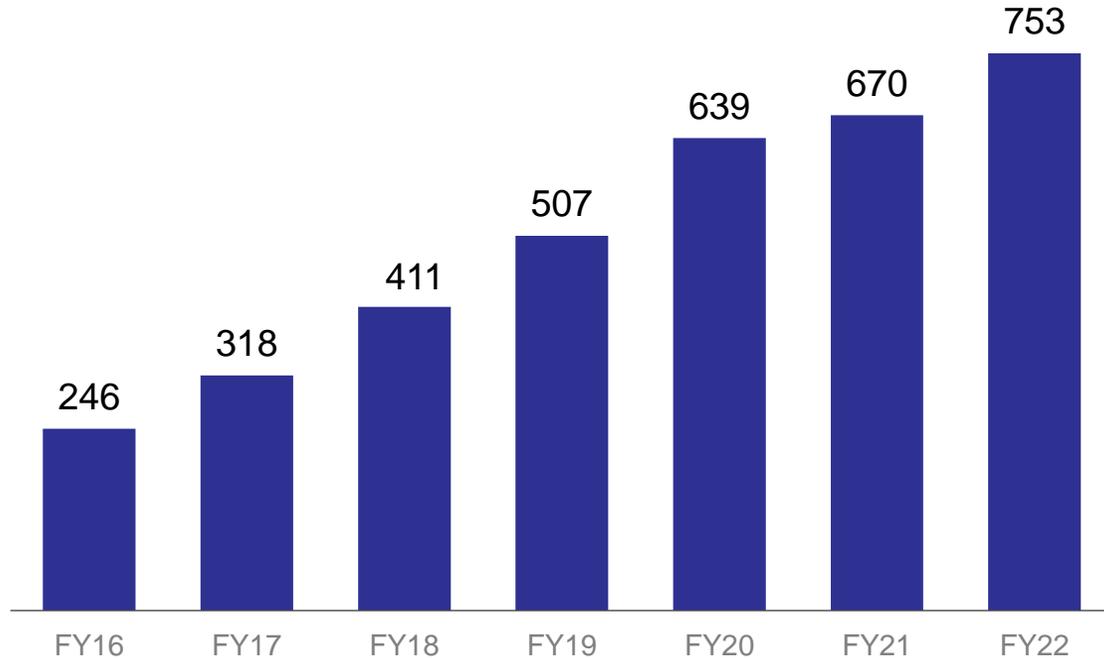
* Refers to contract liabilities in the financial statements, i.e. including advances from customers
Note: Above figures have been calculated by dividing financials (in mn) by 10; Figures have been rounded off

Revenue from Operations – Consolidated

(₹ in Crores)

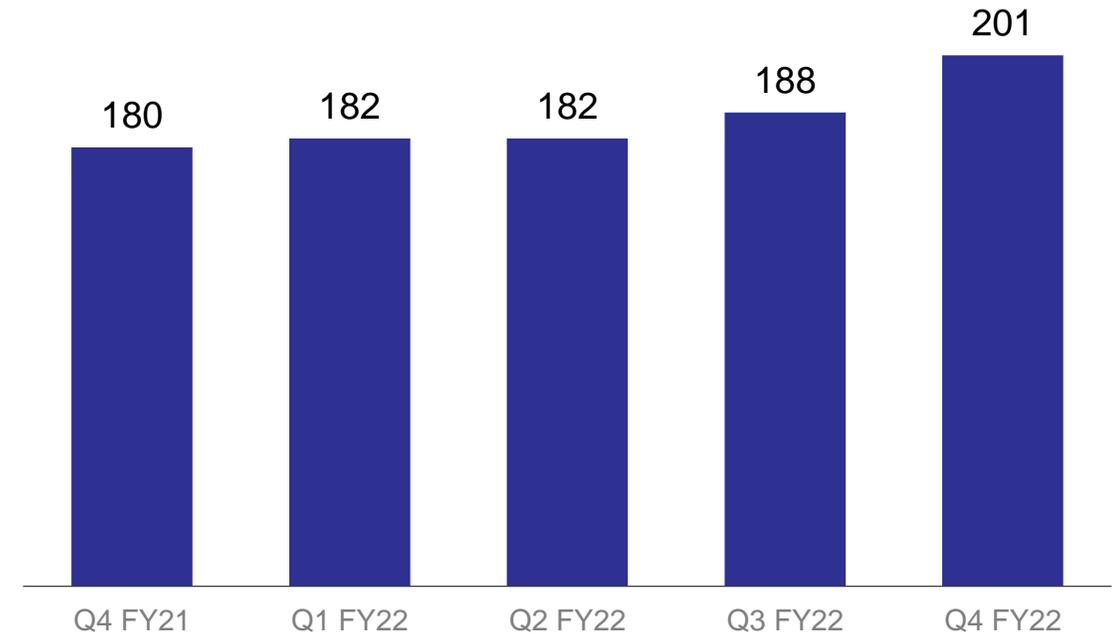
Yearly trends

20%
CAGR



Quarterly trends

12%
YoY

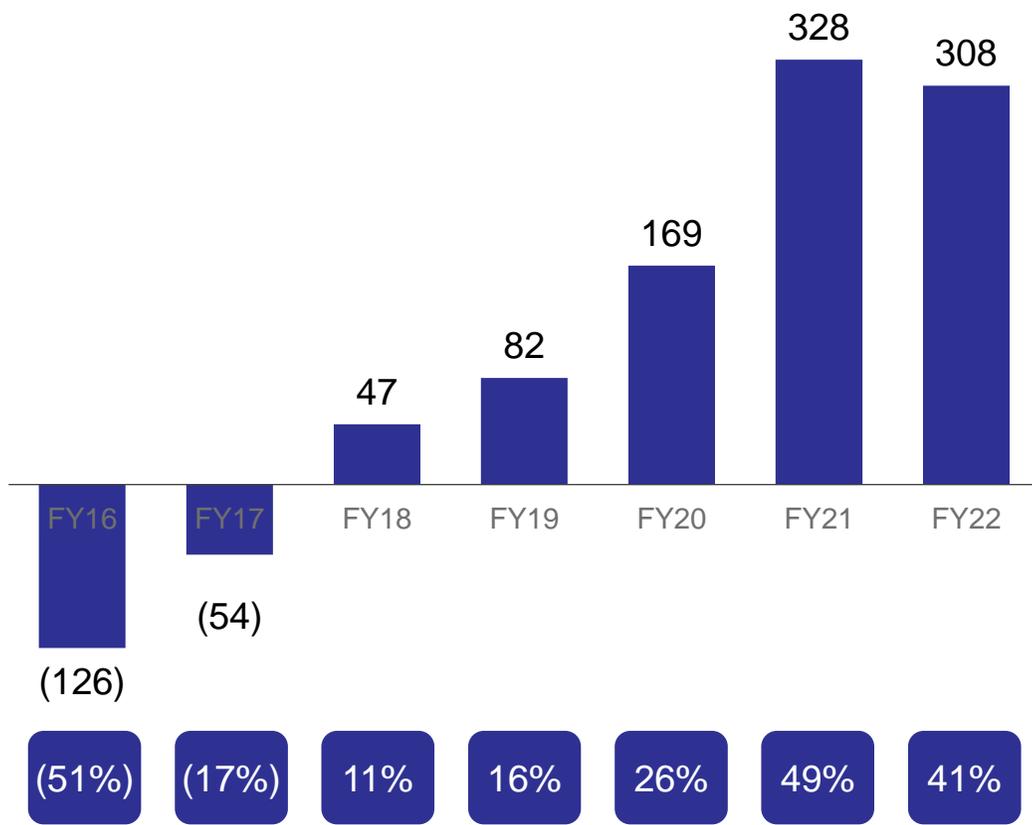


Note: Above figures have been calculated by dividing financials (in mn) by 10; Figures have been rounded off

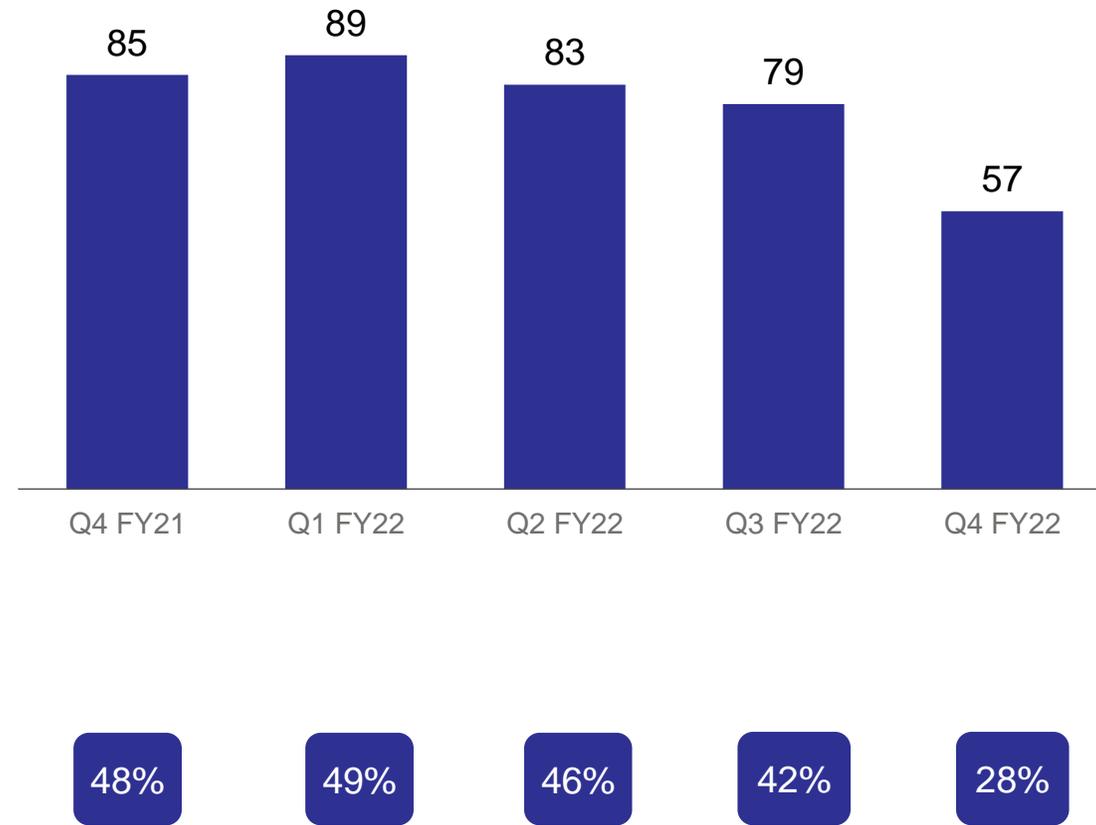
EBITDA - Consolidated

(₹ 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

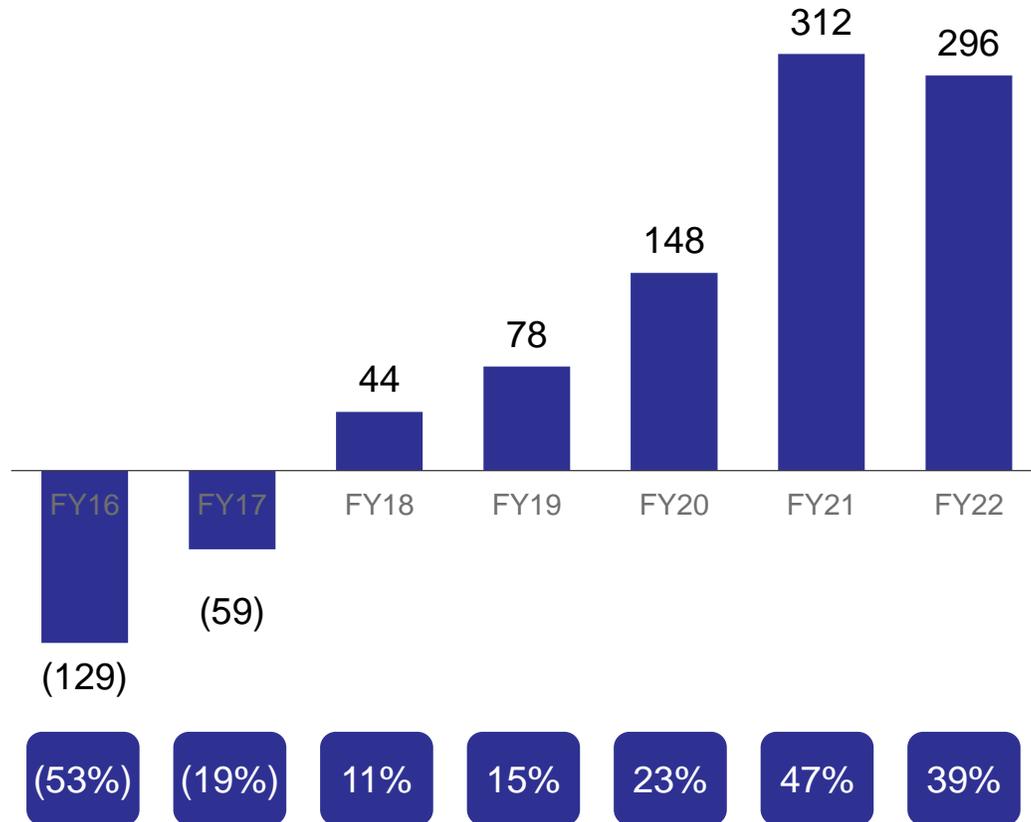


Note: Above figures have been calculated by dividing financials (in mn) by 10; Figures have been rounded off

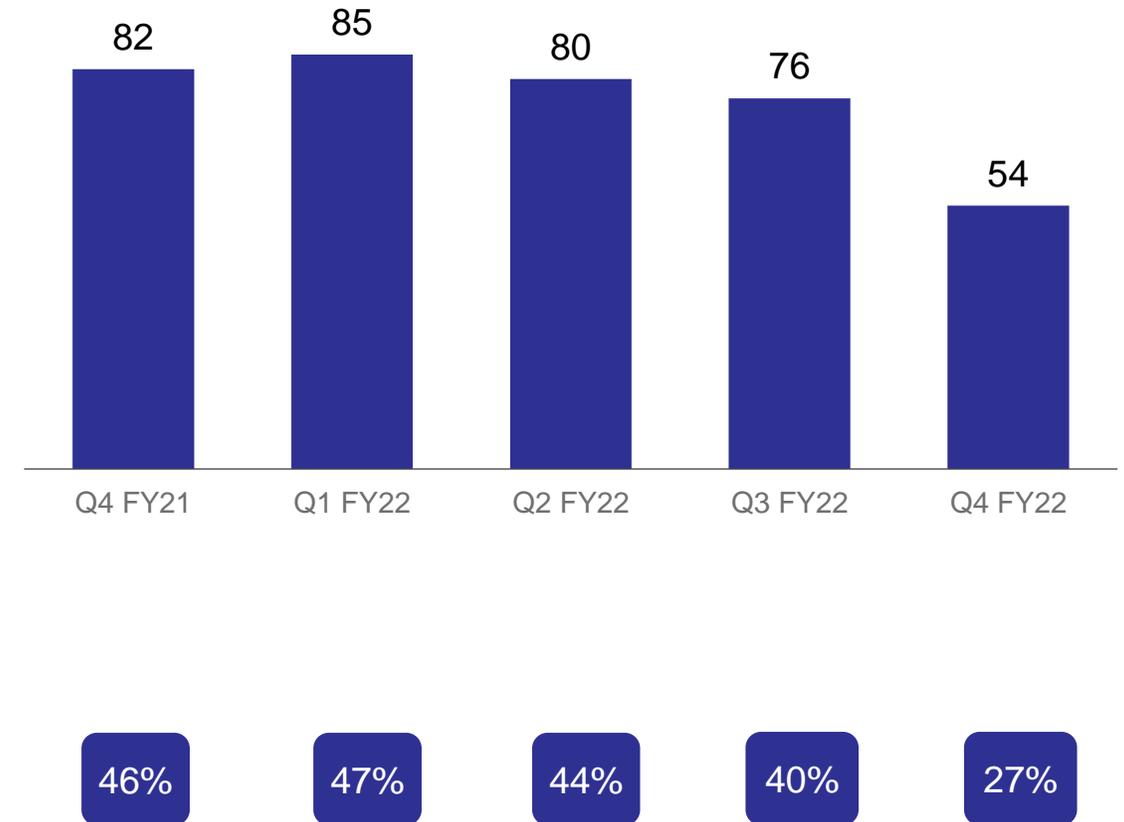
EBIT - Consolidated

(₹ in Crores)

Yearly trends



Quarterly trends

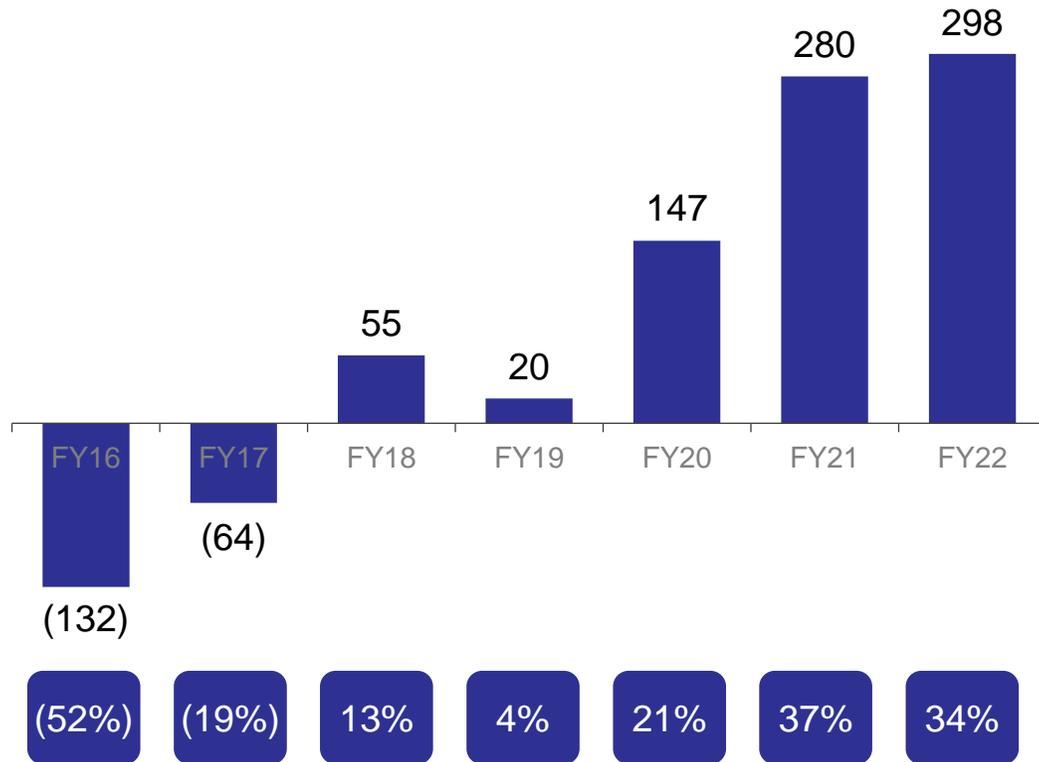


Note: Above figures have been calculated by dividing financials (in mn) by 10; Figures have been rounded off

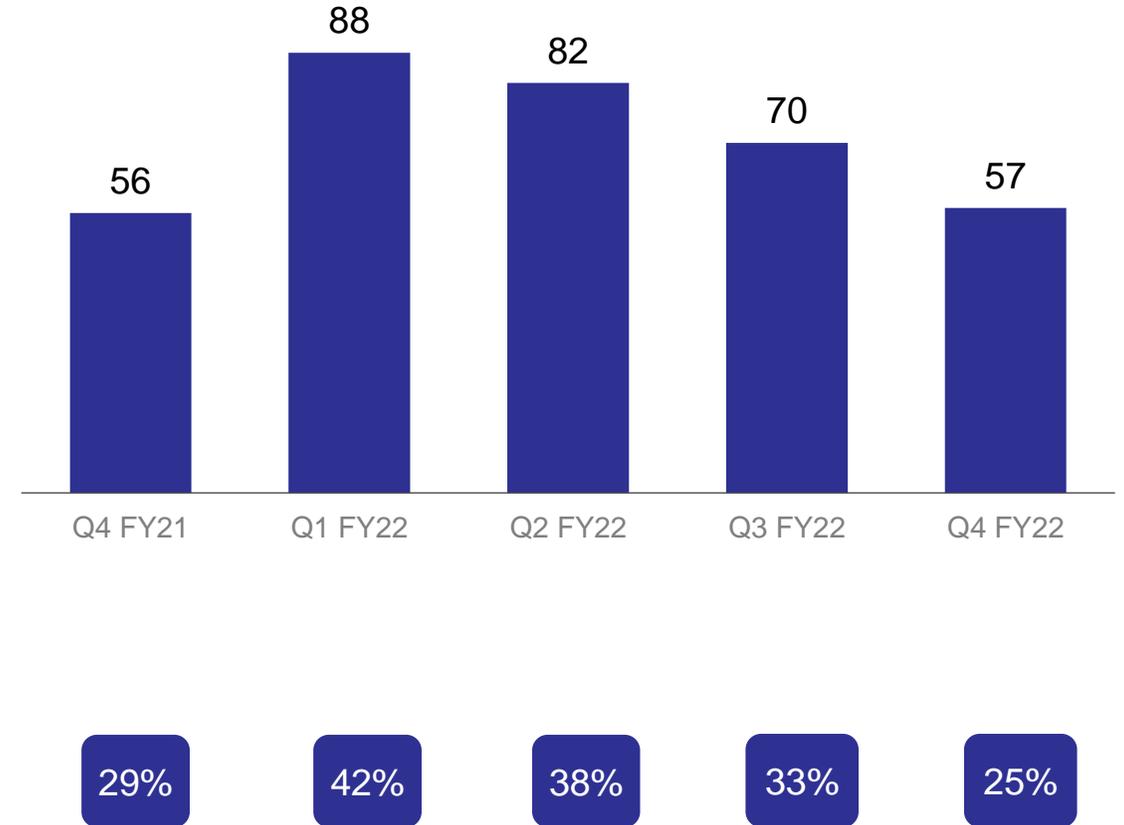
PAT - Consolidated

(₹ 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	Q4 FY21	Q1 FY22	Q2 FY22	Q3 FY22	Q4 FY22
Revenue from Operations					
IndiaMART InterMESH Ltd	179	181	182	187	201
Pay With IndiaMART Pvt Ltd	0.7	0.7	0.7	0.6	0.6
Tolexo Online Pvt Ltd	0.1	0.1	0.3	0.3	0.3
	180	182	183	188	202
Inter Company Adjustments	(0.2)	(0.2)	(0.2)	(0.1)	(0.2)
Total Revenue from Operations	180	182	182	188	201

~99% of revenue contributed by IndiaMART standalone business



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

IndiaMART InterMESH Ltd

Historical Financial Metrics

(₹ in Crore Consolidated)

Financial Metrics	FY-16	FY-17	FY-18	FY-19	FY-20	FY-21	FY-22
Total Income	251	332	430	548	707	756	866
Revenue from Operations	246	318	411	507	639	670	753
EBITDA	(126)	(54)	47	82	169	328	308
EBITDA Margin (%)	(51%)	(17%)	11%	16%	26%	49%	41%
EBIT	(129)	(59)	44	78	148	312	296
EBIT Margin (%)	(53%)	(19%)	11%	15%	23%	47%	39%
Adjusted Net Profit for the period*	(124)	(45)	63	85	147	280	298
Adjusted Net Profit Margin (%)	(50%)	(14%)	15%	16%	21%	37%	34%
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





Truck

Financial Performance

Standalone Basis



Financial Performance – Standalone

(₹ in Crores)

Financial Metrics	Q4 FY22	Q4 FY21	YoY Change	Q3 FY22	QoQ Change	FY22	FY21	YoY Change
Revenue from Operations	201	179	12%	187	7%	751	665	13%
Other Income	25	6	302%	22	14%	108	85	27%
Total Income	226	185	22%	209	8%	859	750	14%
Manpower Cost	86	56	54%	63	36%	263	199	32%
Outsourced Sales Cost	29	15	96%	18	67%	74	52	41%
Other Operating Expense	27	22	24%	26	1%	102	81	26%
Total Expenses	142	93	54%	108	32%	439	332	32%
EBITDA	58	86	(33%)	80	(27%)	312	333	(6)%
<i>EBITDA Margin(%)</i>	<i>29%</i>	<i>48%</i>		<i>43%</i>		<i>42%</i>	<i>50%</i>	
Depreciation and amortisation expense	3	3	(15%)	3	(0.2%)	12	16	(25)%
Others ¹	1	1	(13%)	1	(3%)	5	7	(19)%
Profit Before Tax	79	88	(10%)	97	(19%)	403	396	2%
Tax Expense	19	34	(43%)	23	(17%)	93	109	(15)%
Net Profit	60	54	10%	74	(20%)	310	287	8%
<i>Net Profit Margin(%)</i>	<i>26%</i>	<i>29%</i>		<i>36%</i>		<i>36%</i>	<i>38%</i>	
EPS (Rs.)	19.6	18.3	7%	24.4	(20%)	101.8	98.5	3%
Cash Generated from Operating Activities	159	165	(4%)	85	86%	407	326	25%
Collections from Customers	318	272	17%	221	44%	932	707	32%

Notes

1. Others include – Finance Cost, Net Loss on Financial Liability at FVTPL and Exceptional items



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

IndiaMART InterMESH Ltd

Balance Sheet - Standalone

(₹ in Crores Standalone)

As at end of	FY22					
	FY21	Q1	Q2	Q3	Q4	FY22
Assets						
Fixed Assets (incl. intangible assets)	3	2	2	2	3	3
Right-of-use assets	63	59	57	55	53	53
Other assets	41	33	33	38	49	49
Cash, bank & other investments	2,359	2,417	2,461	2,509	2,414	2,414
Investment in subsidiaries	9	39	67	90	86	86
Investment in associates & others	41	41	52	85	360	360
Total	2,516	2,591	2,673	2,779	2,965	2,965
Liabilities						
Capital (incl. reserves)	1,617	1,708	1,750	1,826	1,892	1,892
Deferred revenue & Customer Advances	726	715	756	790	907	907
Provisions & payables	67	59	62	61	64	64
Statutory liabilities	22	17	15	18	29	29
Deferred tax & current tax liabilities (net)	21	30	30	26	16	16
Lease liabilities	63	61	60	58	56	56
Other financial liabilities	-	1	1	1	1	1
Total	2,516	2,591	2,673	2,779	2,965	2,965



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

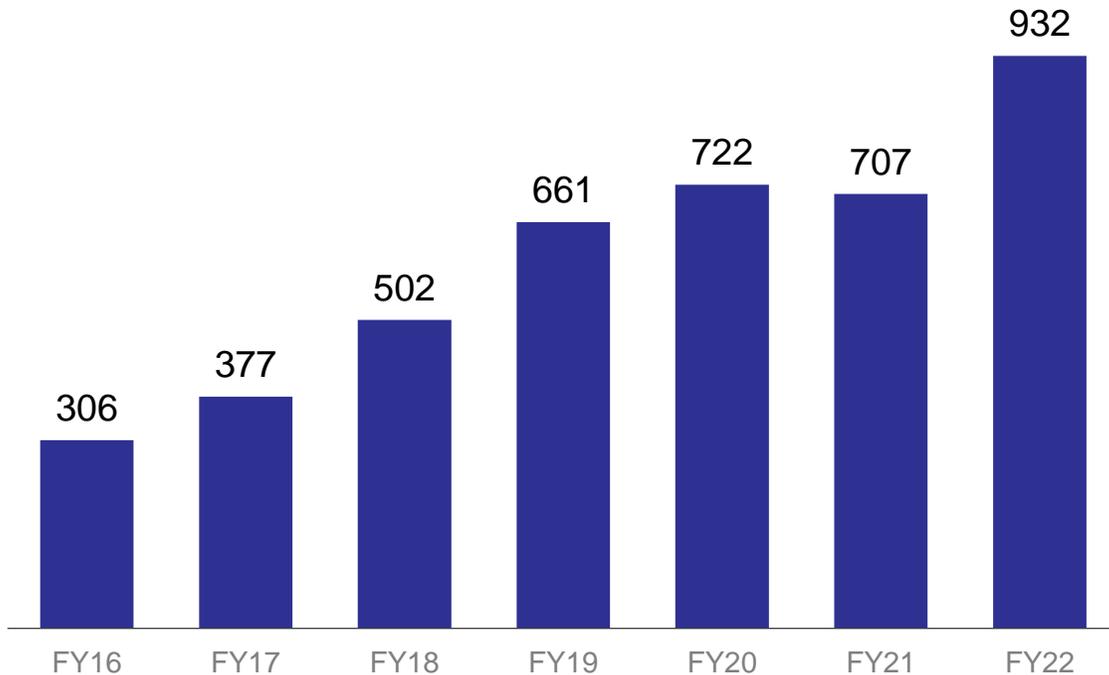
IndiaMART InterMESH Ltd

Collections from Customer - Standalone

(₹ in Crores)

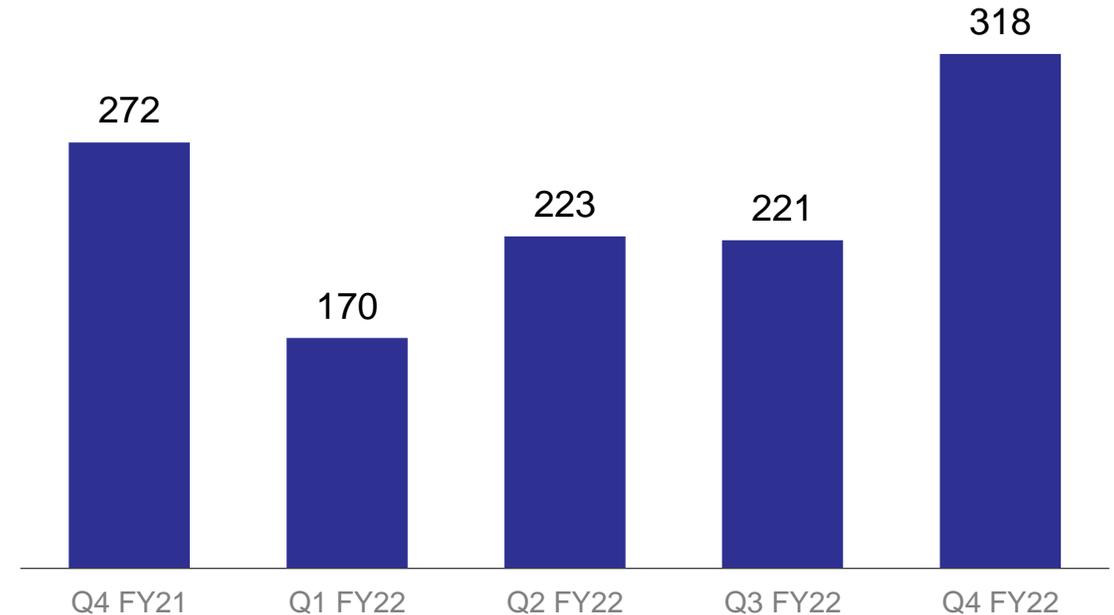
Yearly trends

20%
CAGR



Quarterly trends

17%
YoY



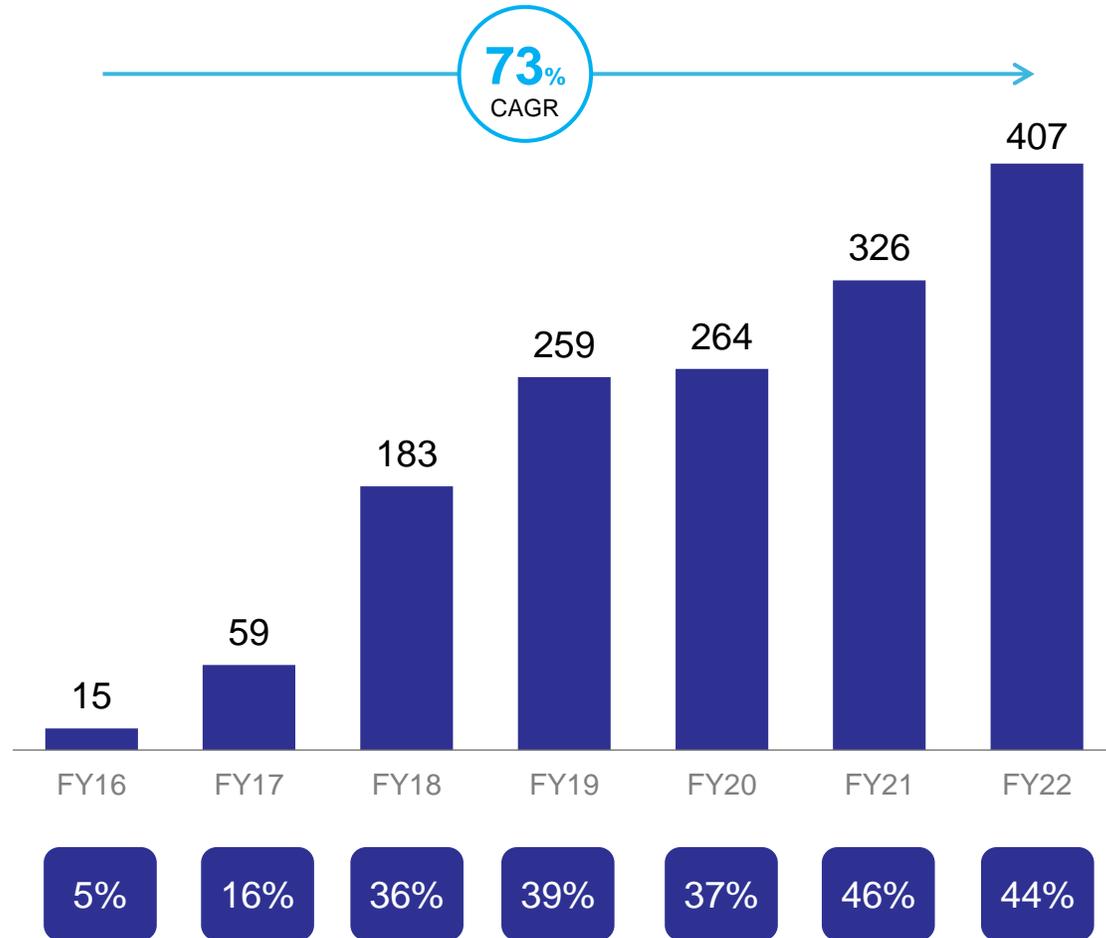
Note: Above figures have been calculated by dividing financials (in mn) by 10; Figures have been rounded off

Cash Generated From Operating Activities - Standalone

(₹ in Crores)

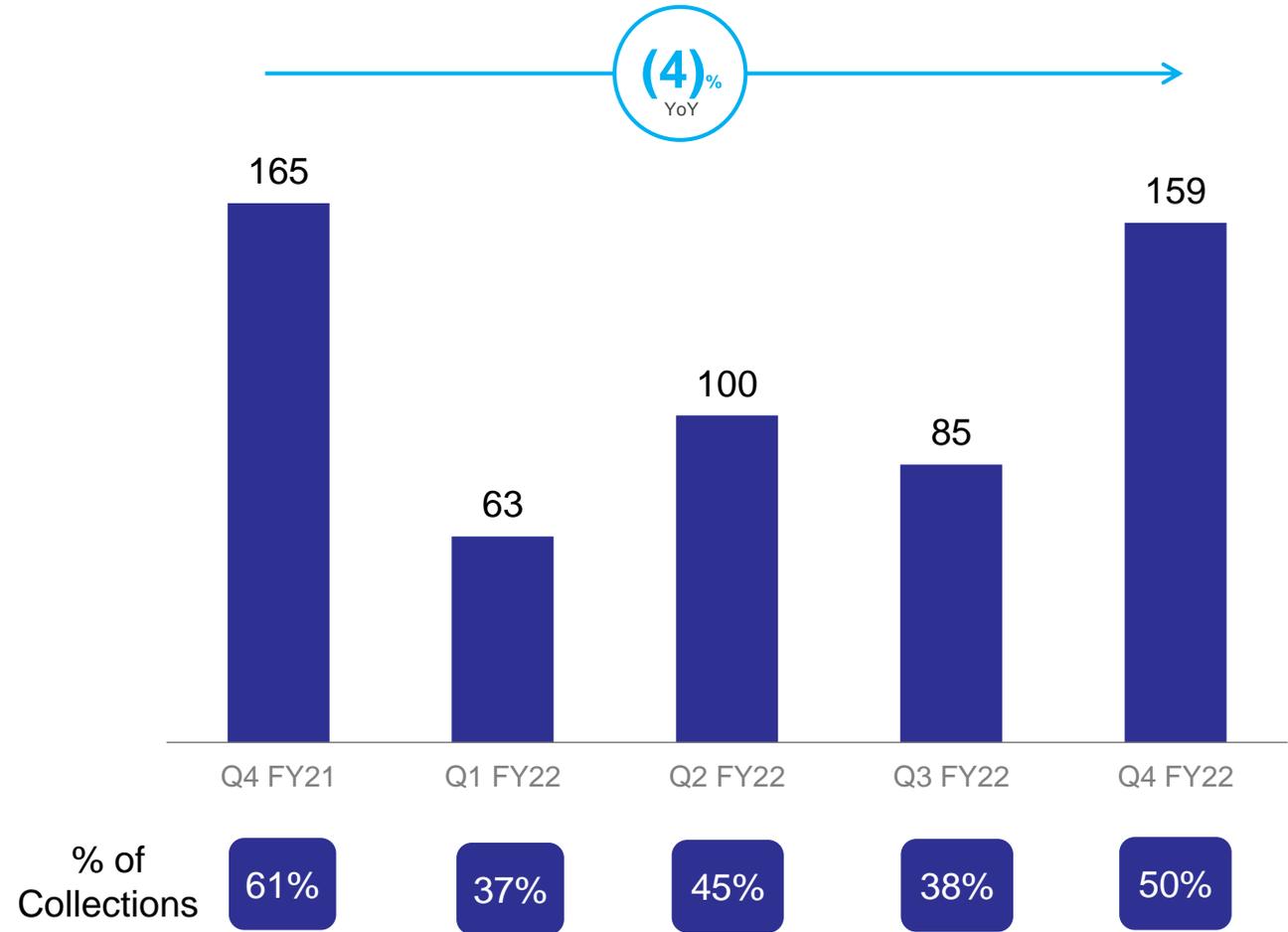
Yearly trends

73%
CAGR



Quarterly trends

(4)%
YoY



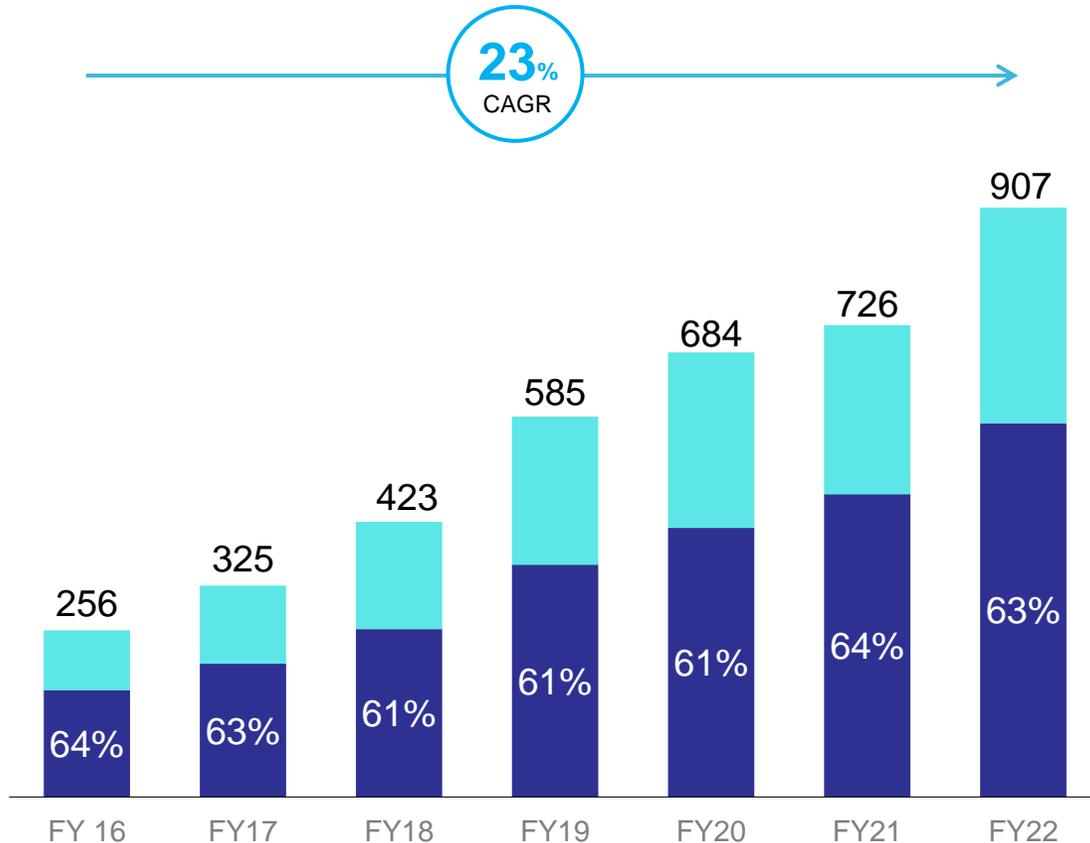
Note: Above figures have been calculated by dividing financials (in mn) by 10; Figures have been rounded off

Deferred Revenue* - Standalone

(₹ in Crores)

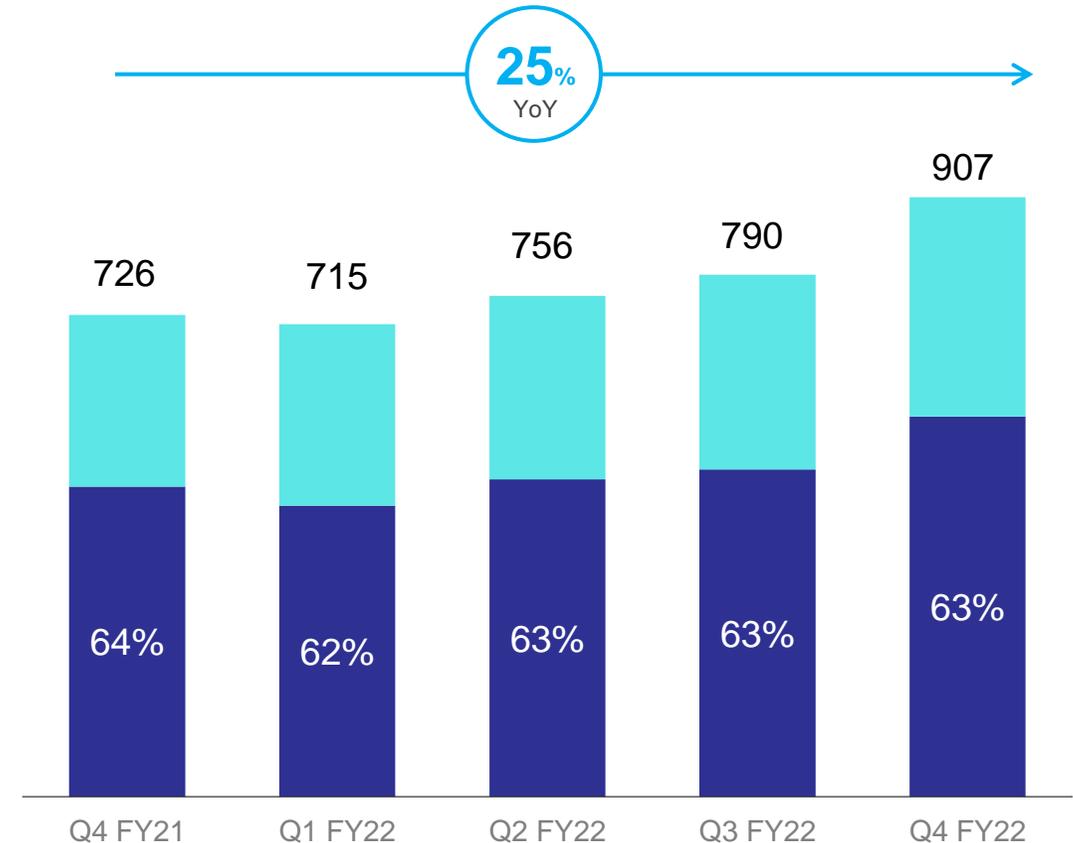
Yearly trends

23%
CAGR



Quarterly trends

25%
YoY



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



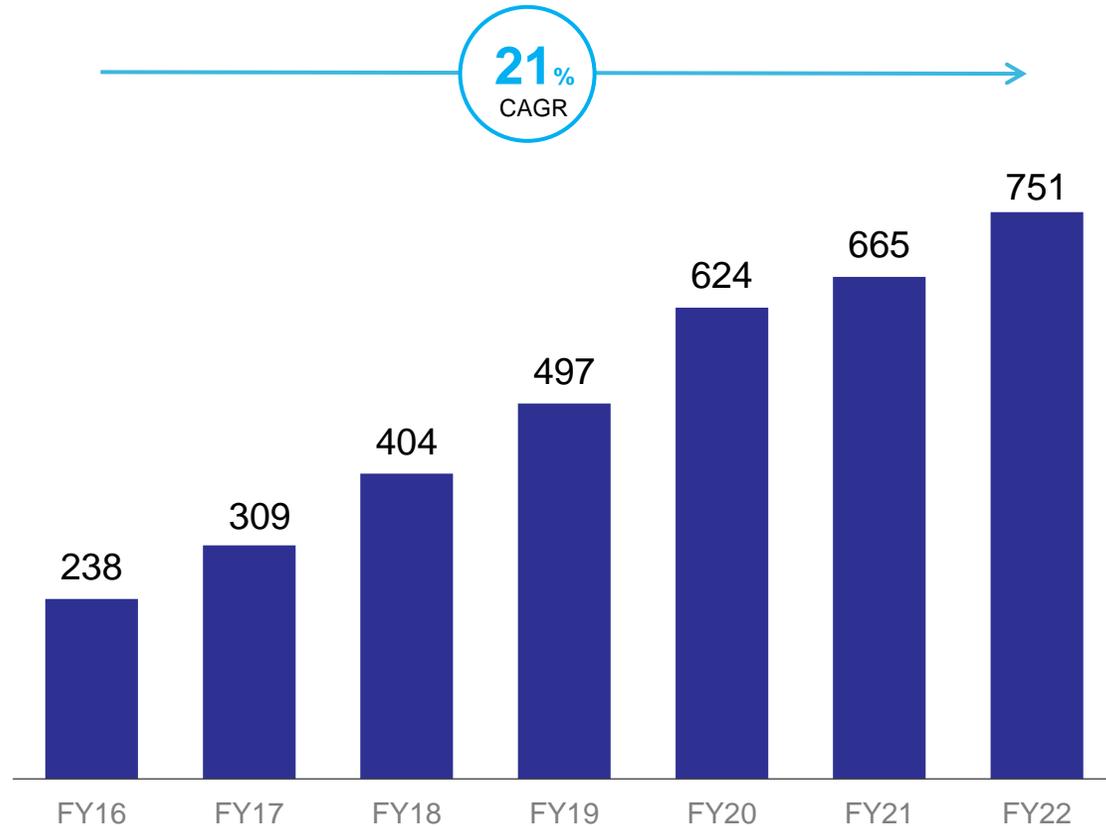
* Refers to contract liabilities in the financial statements, i.e. including advances from customers
Note: Above figures have been calculated by dividing financials (in mn) by 10; Figures have been rounded off

Revenue from Operations - Standalone

(₹ in Crores)

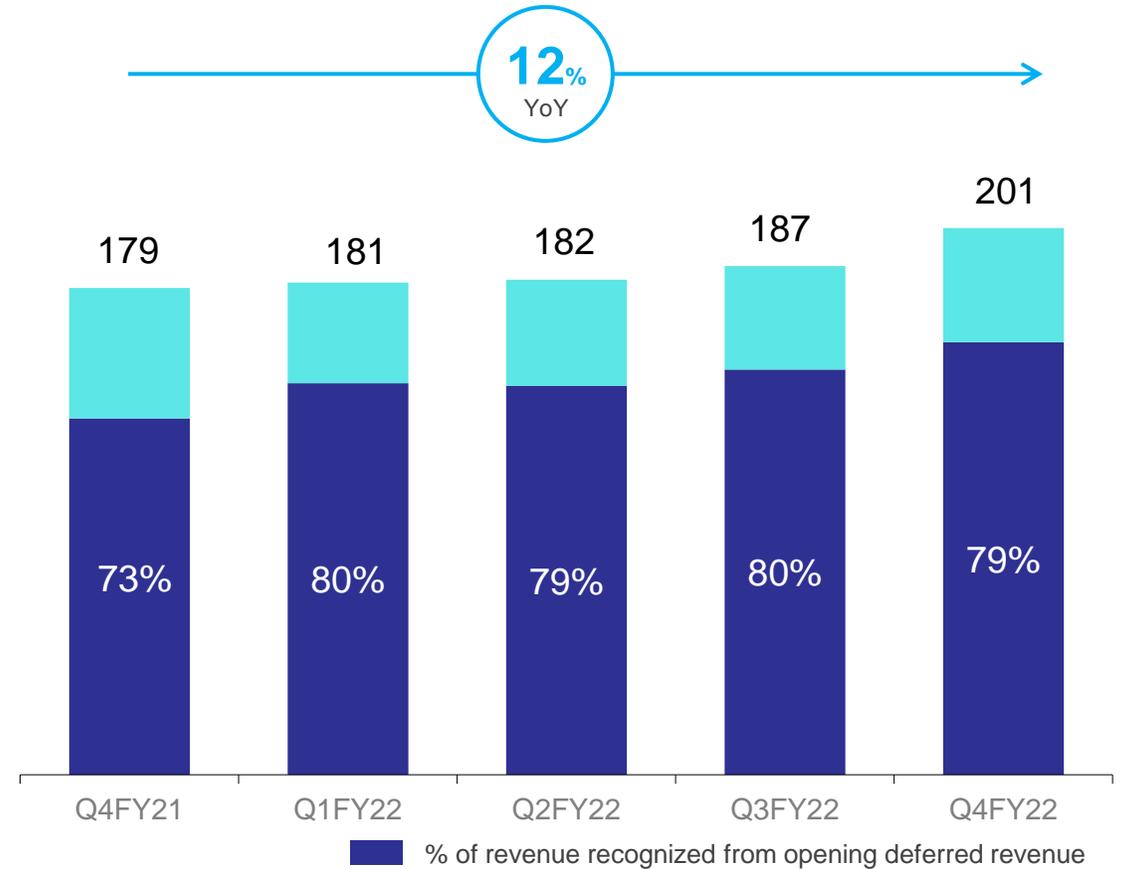
Yearly trends

21%
CAGR



Quarterly trends

12%
YoY



~45% of revenue contributed by top 10% & ~17% of revenue contributed by top 1% of paying subscription suppliers



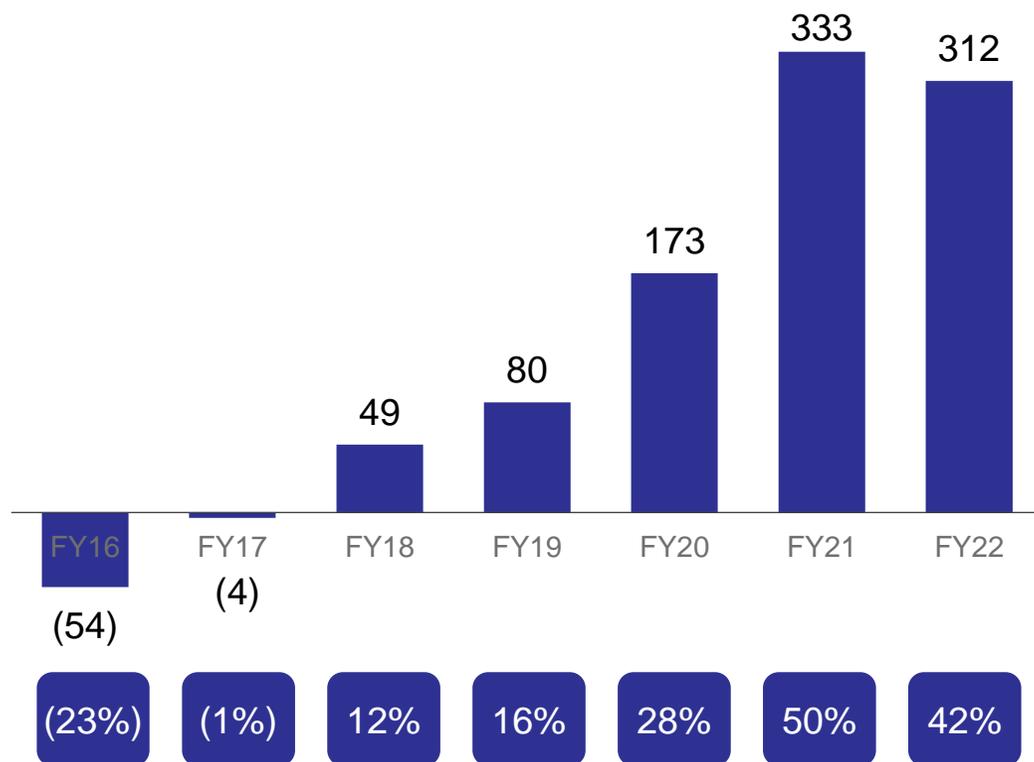
Note: Above figures have been calculated by dividing financials (in mn) by 10; Figures have been rounded off

IndiaMART InterMESH Ltd

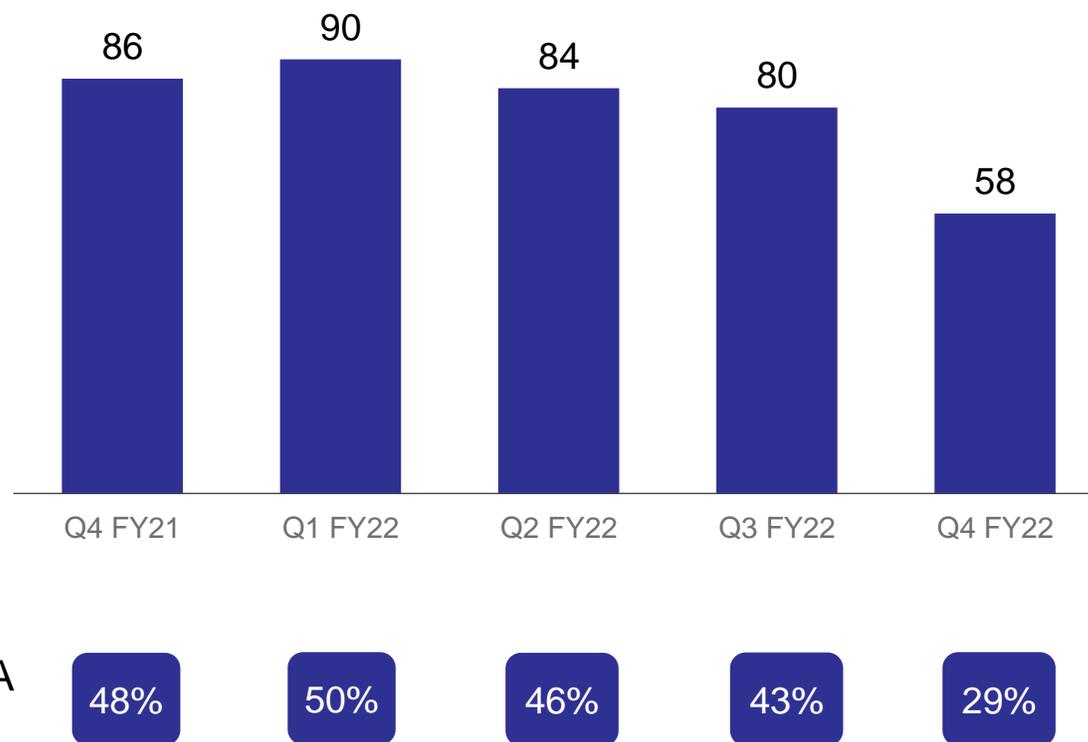
EBITDA - Standalone

(₹ in Crores)

Yearly trends



Quarterly trends



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



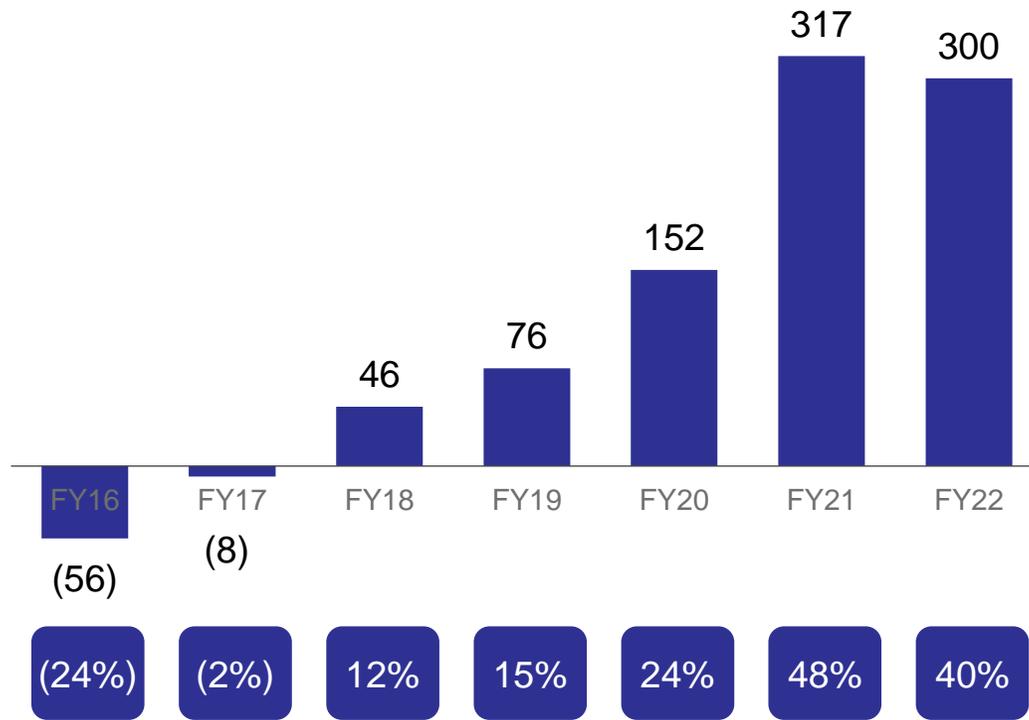
Note: Above figures have been calculated by dividing financials (in mn) by 10; Figures have been rounded off

IndiaMART InterMESH Ltd

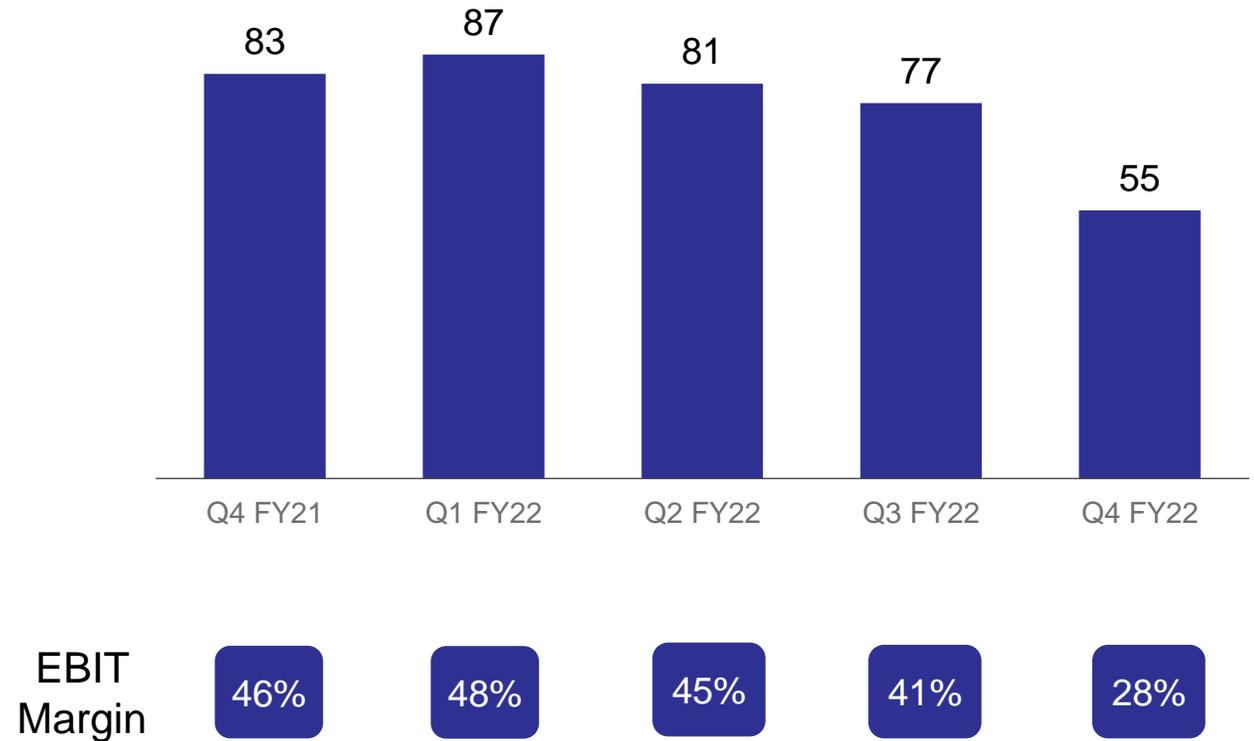
EBIT - Standalone

(₹ in Crores)

Yearly trends



Quarterly trends

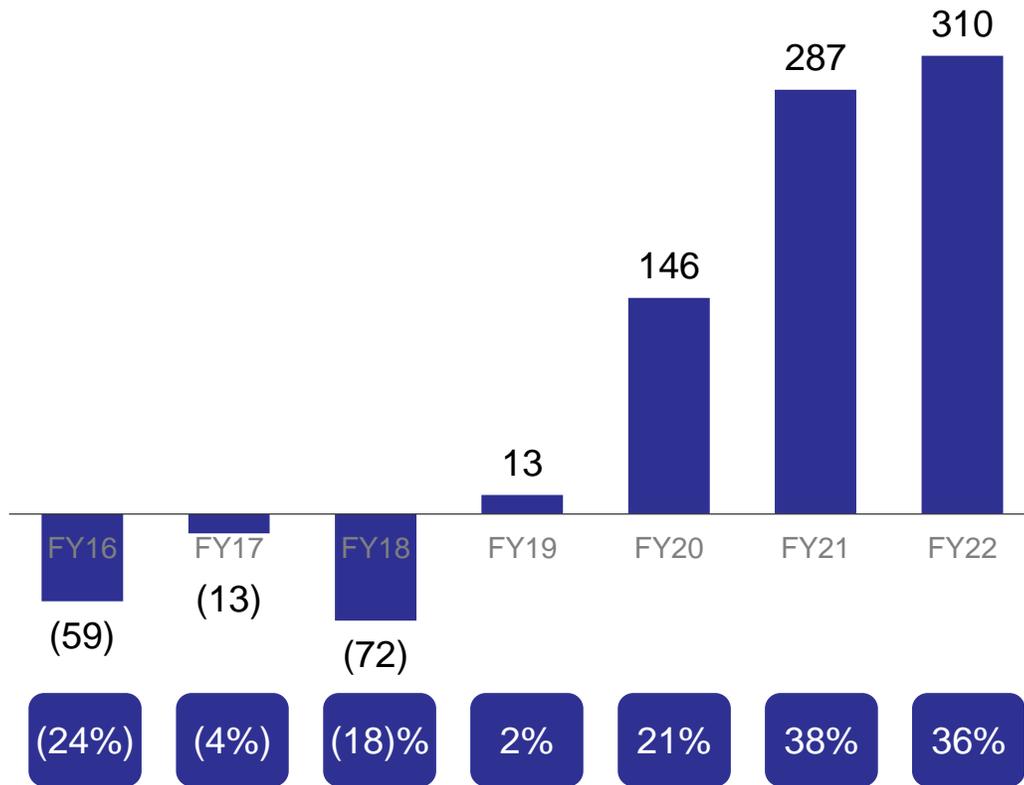


Note: Above figures have been calculated by dividing financials (in mn) by 10; Figures have been rounded off

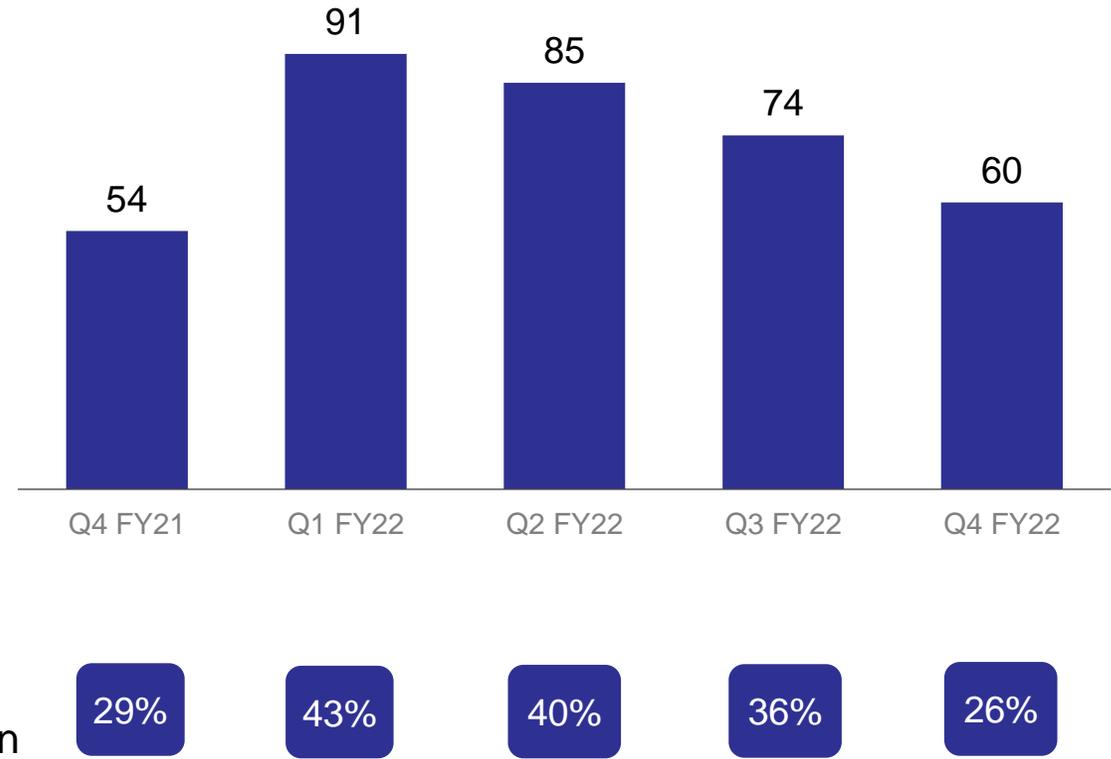
PAT - Standalone

(₹ in Crores)

Yearly trends



Quarterly trends

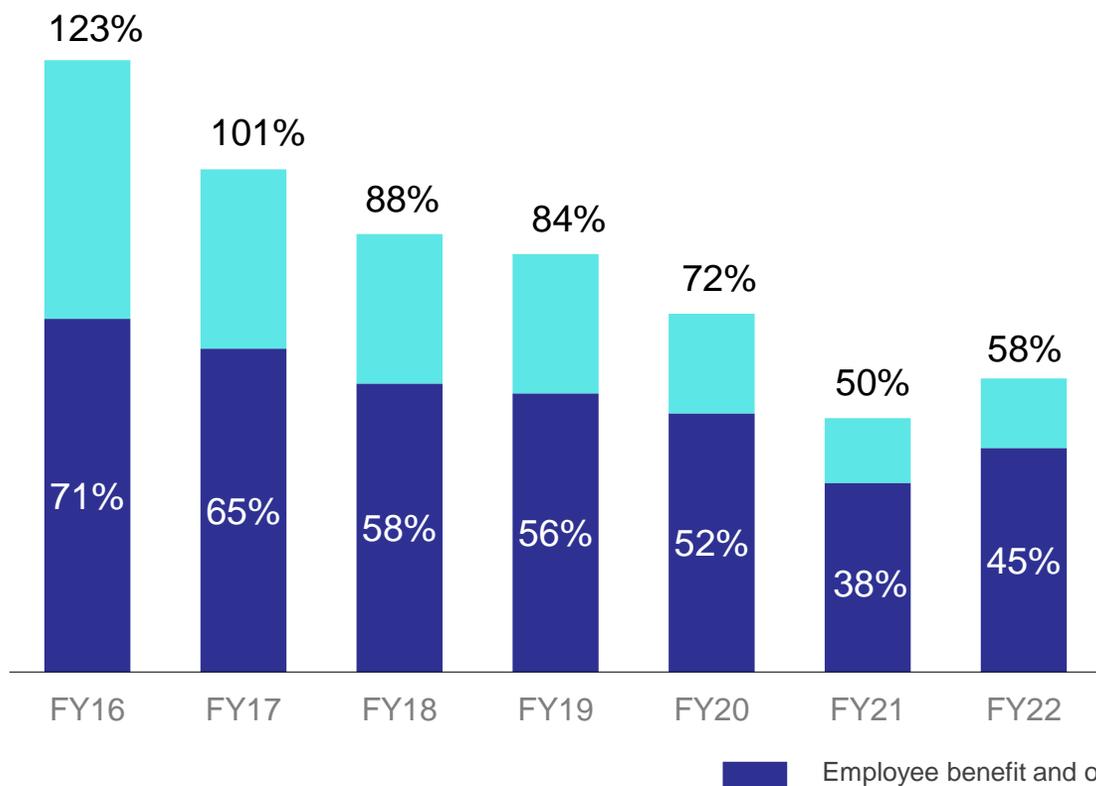


Note: Above figures have been calculated by dividing financials (in mn) by 10; Figures have been rounded off

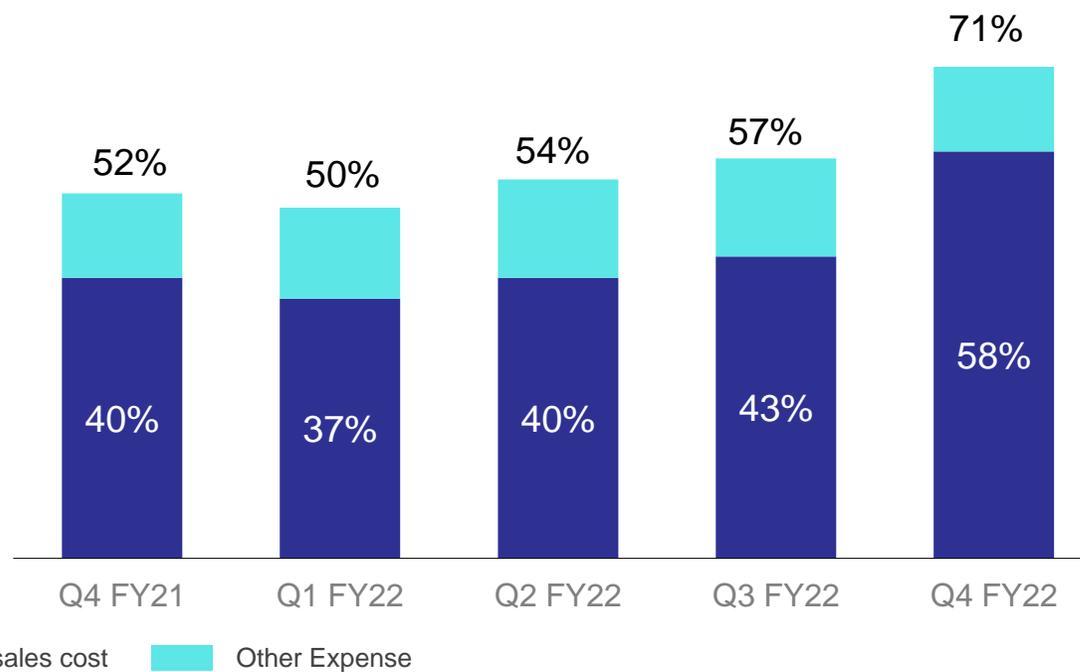
Margin Leverage - Standalone

(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

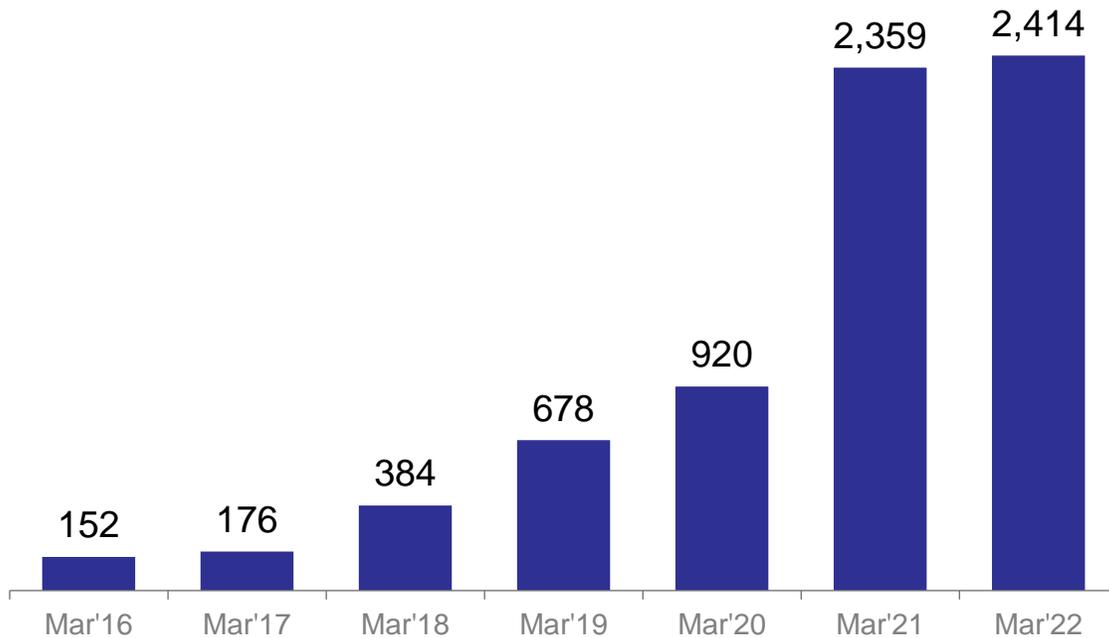


Cash and Investments* - Standalone

(₹ in Crores)

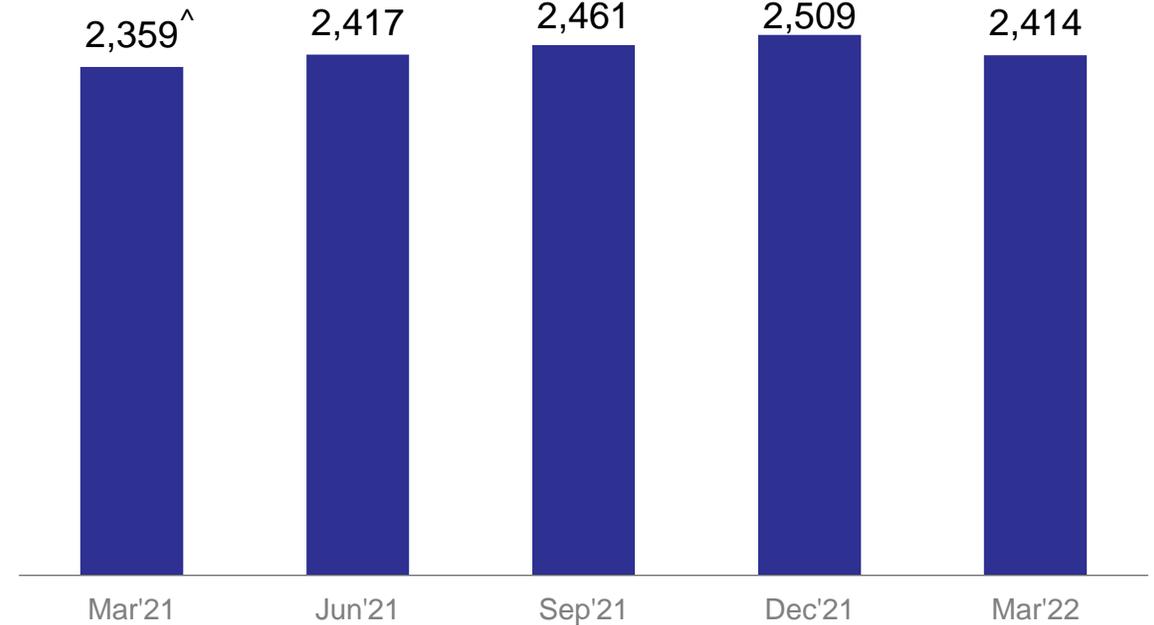
Yearly trends

59%
CAGR



Quarterly trends

2%
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
- Acquired 100% equity ownership in Busy Infotech Private Limited on 06 April 2022 for the consideration of INR 500 Crores. Cash and investments have reduced accordingly subsequent to 31st March 2022.



Functional P&L* - Standalone

(₹ in Crores)

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

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

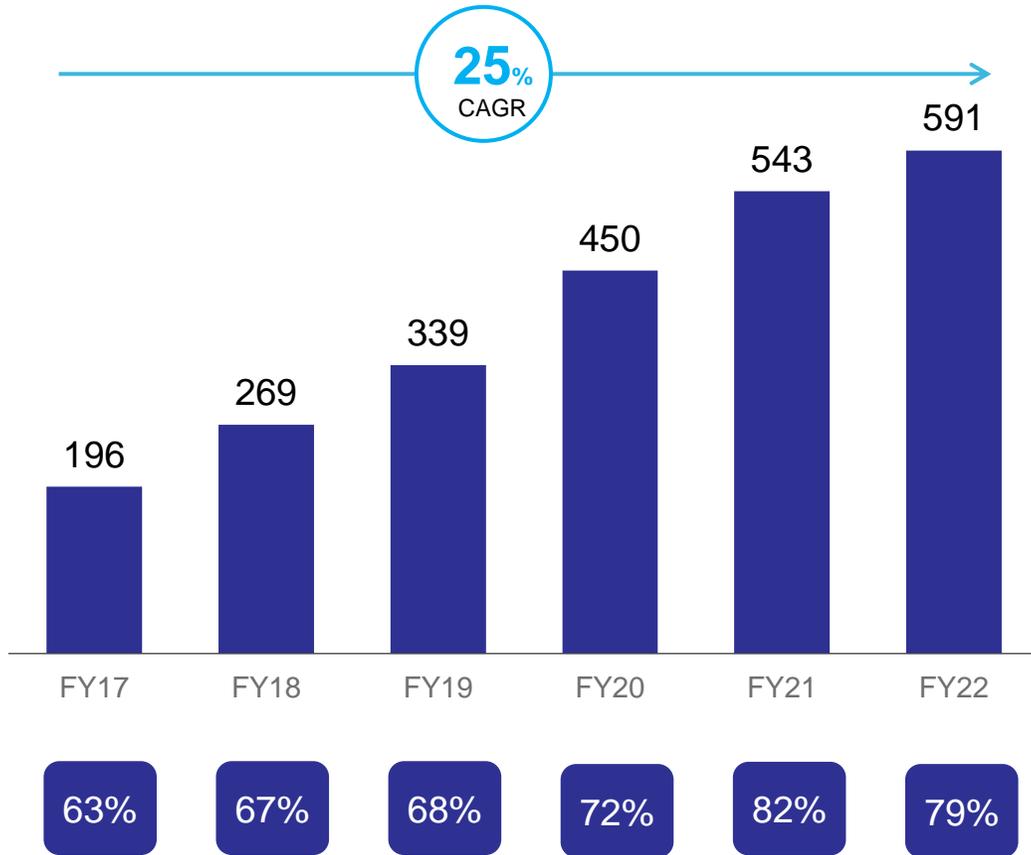
Note: Above figures have been calculated by dividing financials (in mn) by 10; Figures have been rounded off



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 year ended 31 March 2022 for detailed assumptions

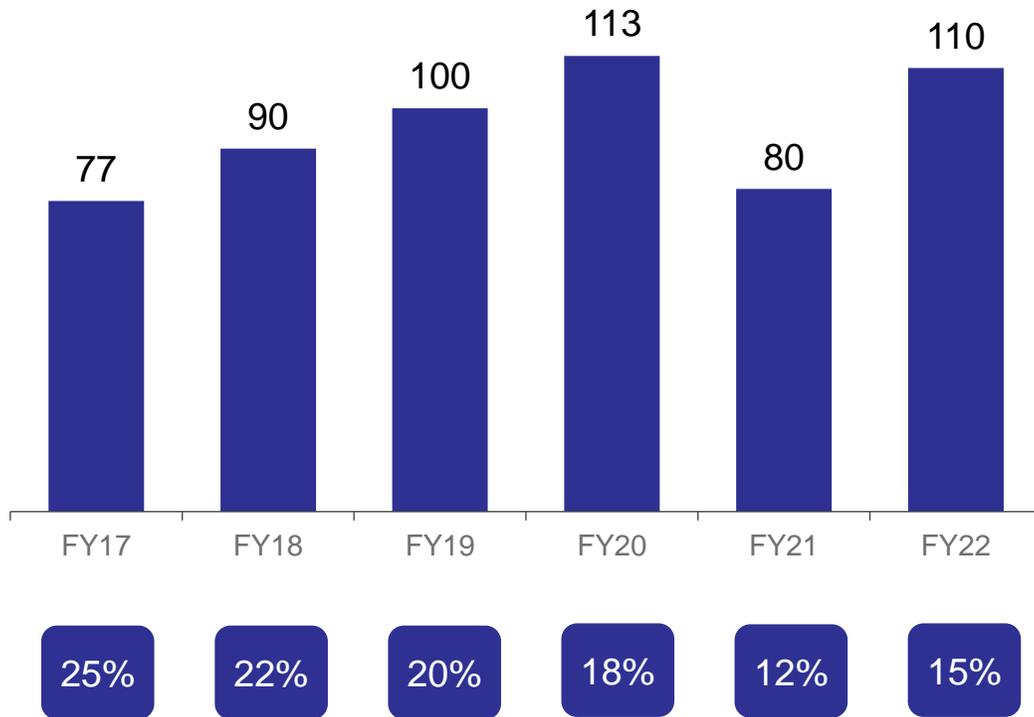
Note: Above figures have been calculated by dividing financials (in mn) by 10; Figures have been rounded off



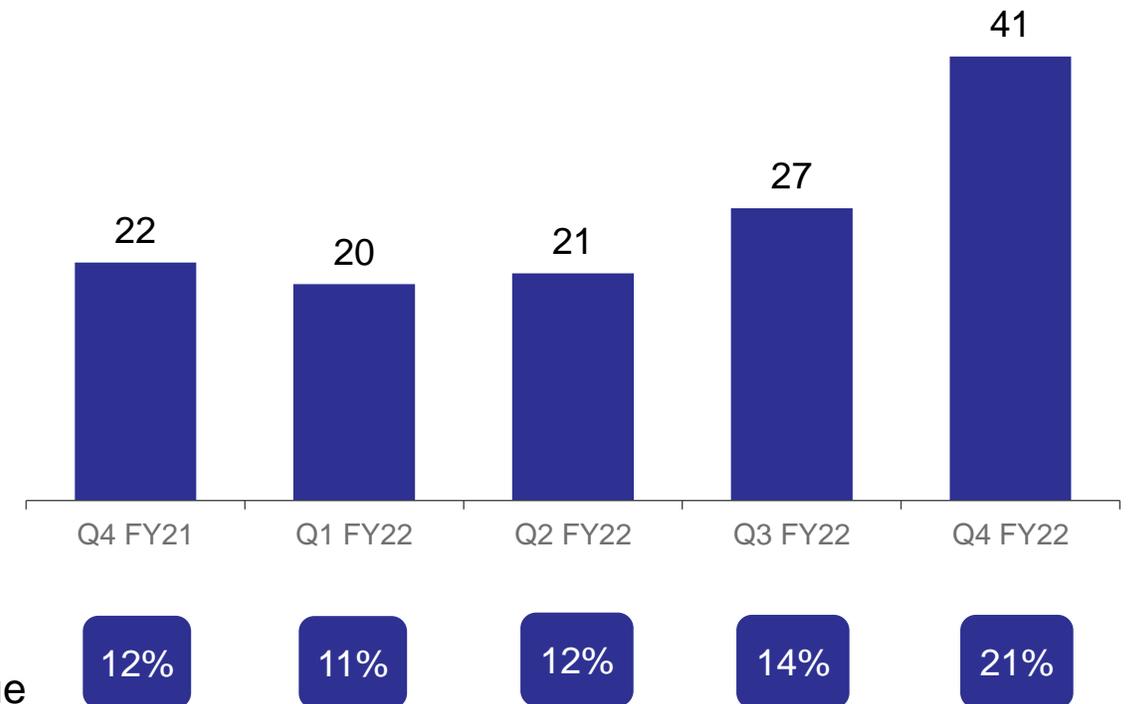
Selling & Distribution costs - Standalone

(₹ in Crores)

Yearly trends



Quarterly trends



Refer to Note no. 34 of Standalone Financial Statements for the year ended 31 March 2022 for detailed assumptions

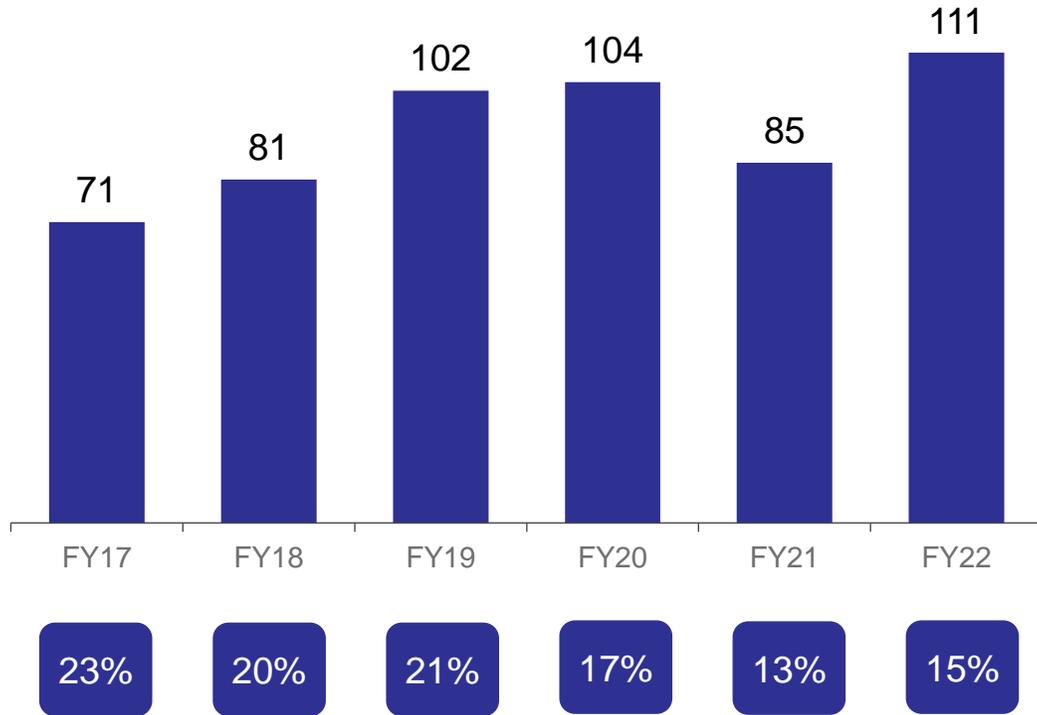
Note: Above figures have been calculated by dividing financials (in mn) by 10; Figures have been rounded off



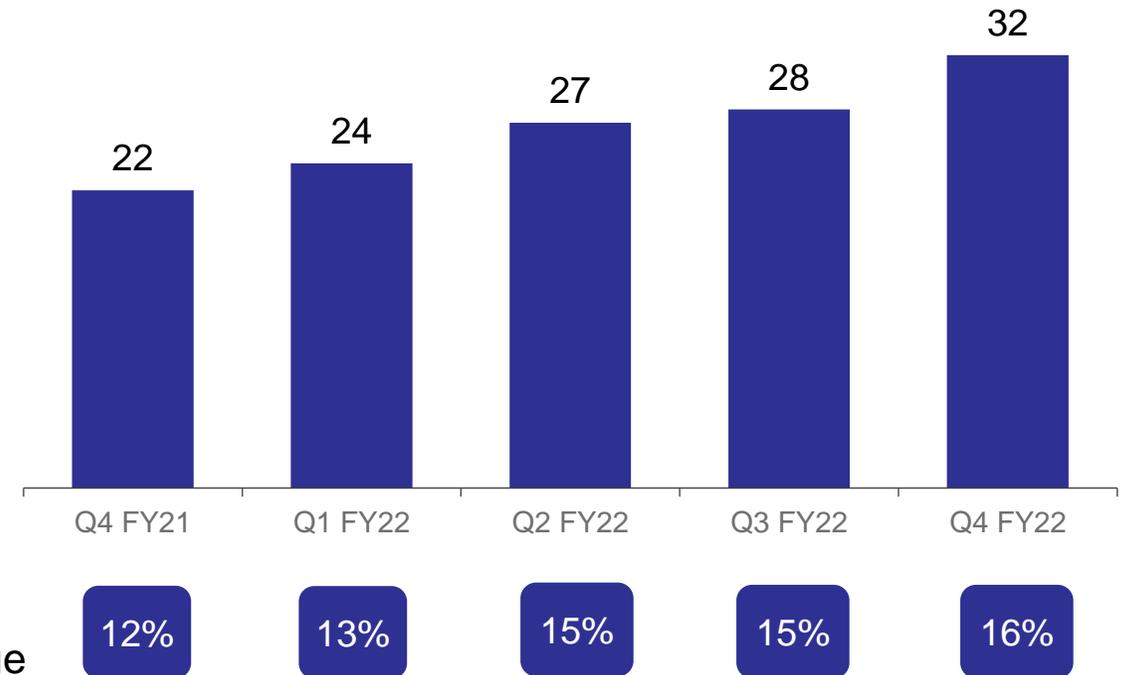
Technology & Content costs - Standalone

(₹ in Crores)

Yearly trends



Quarterly trends



% to revenue

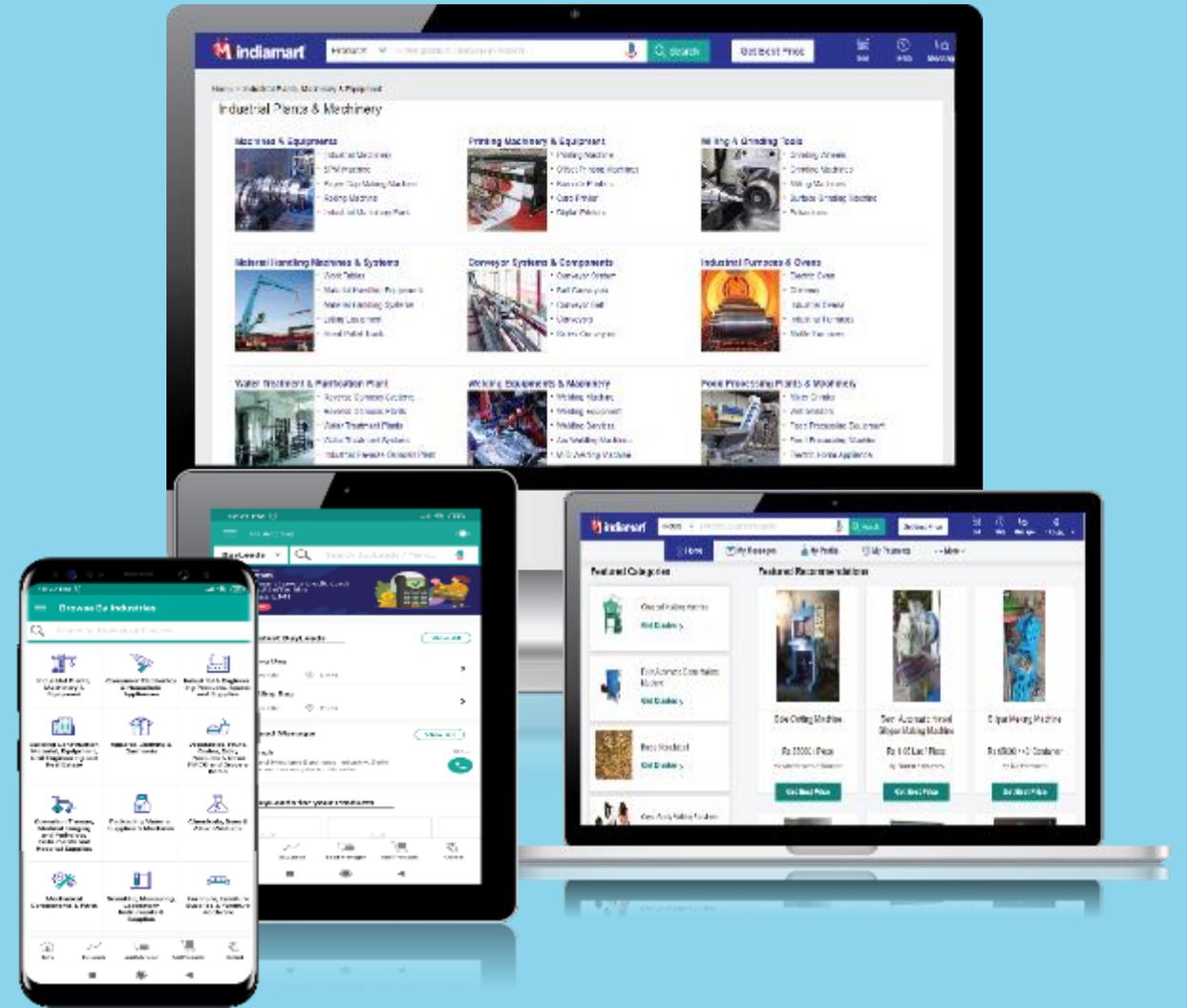


Refer to Note no. 34 of Standalone Financial Statements for the year ended 31 March 2022 for detailed assumptions.

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



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 March 31, 2022

(2) As of March 31, 2022

IndiaMART InterMESH Ltd

Buyer Journey

Search

Post Requirement

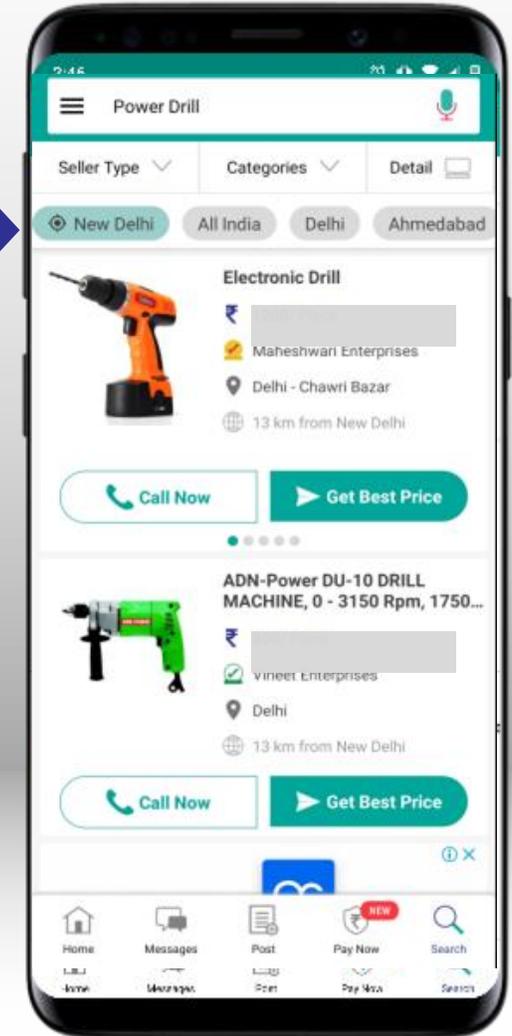
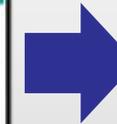
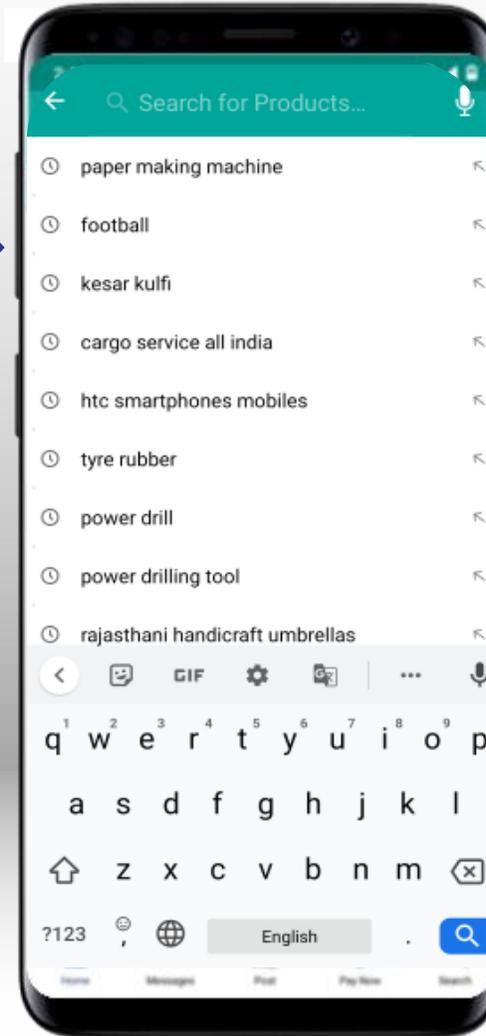
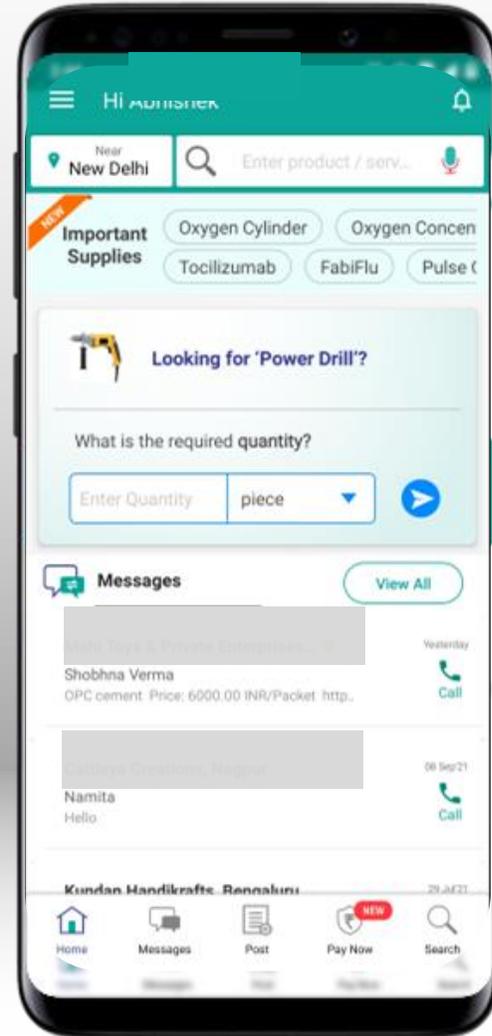
Product & Company
Details

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



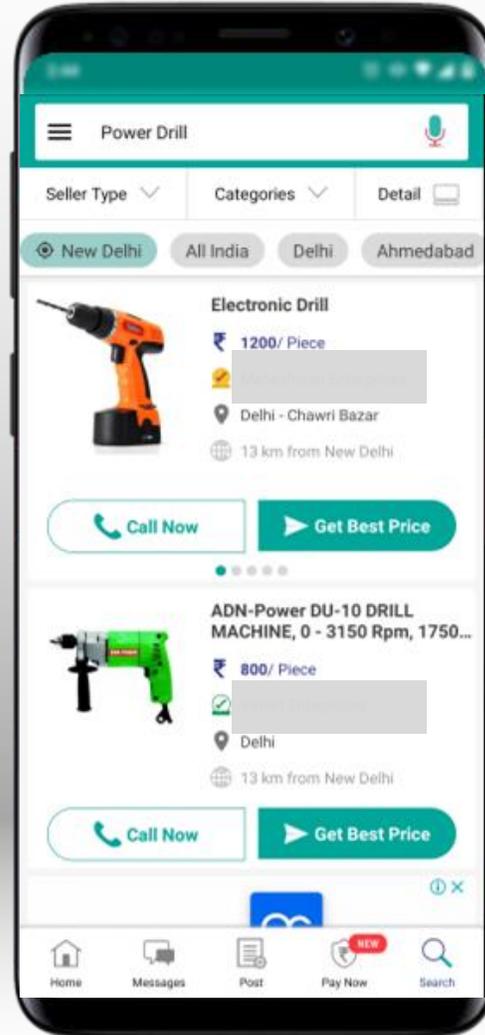
Buyer Journey

Search

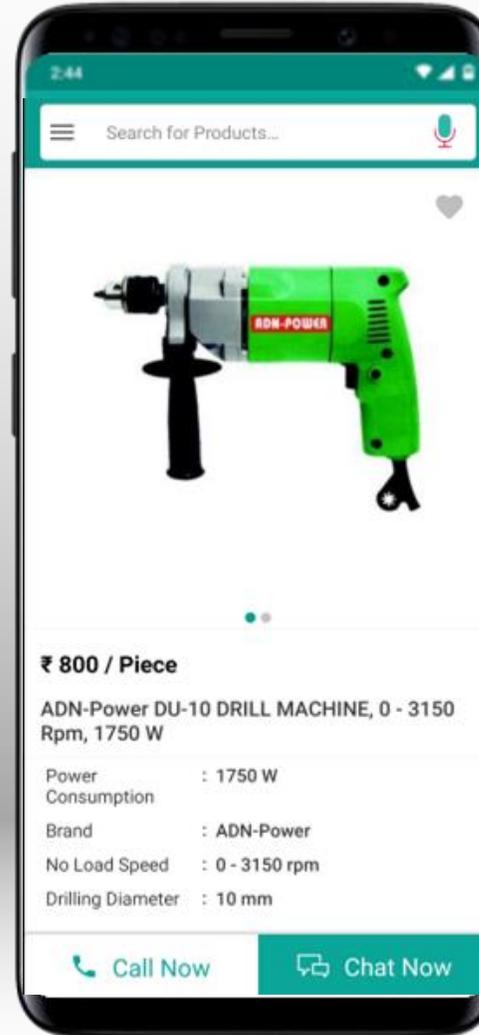
Post Requirement

Product & Company Details

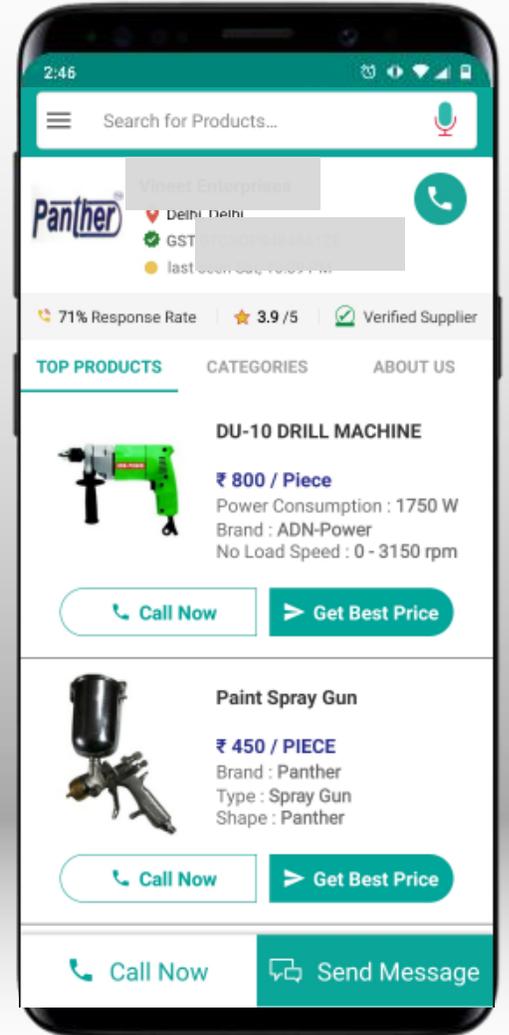
Search Page



Product Page



Company Page



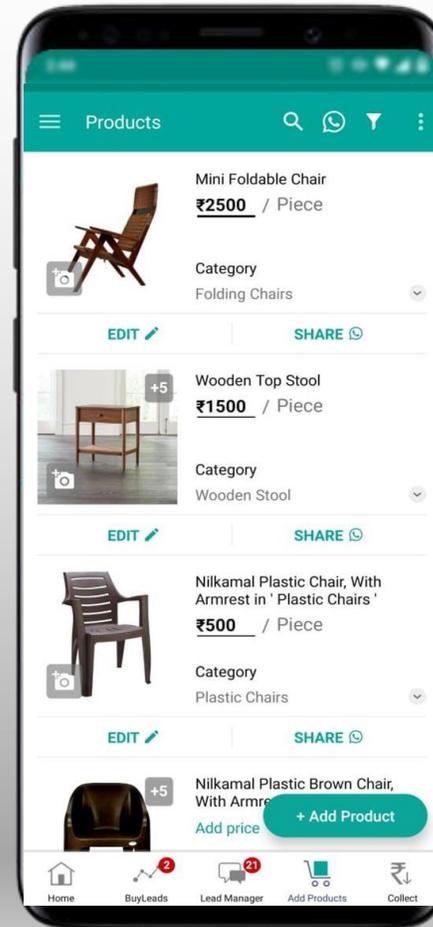
Seller Journey

Online Store Management

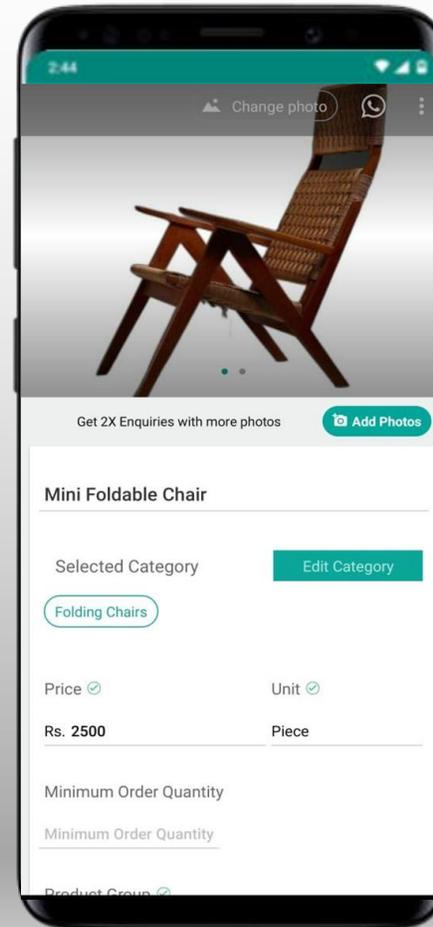
BuyLeads

Lead Manager

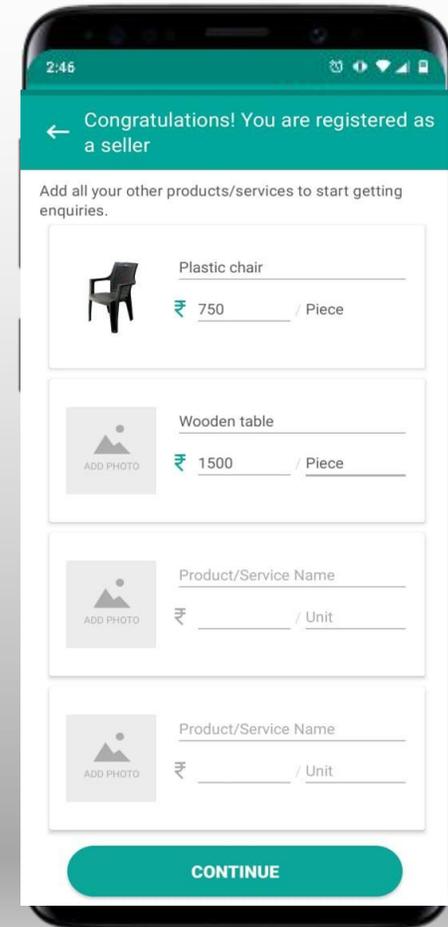
Pay With IndiaMART



Easy store management options



Add details to your products in easy steps



Quickly add products



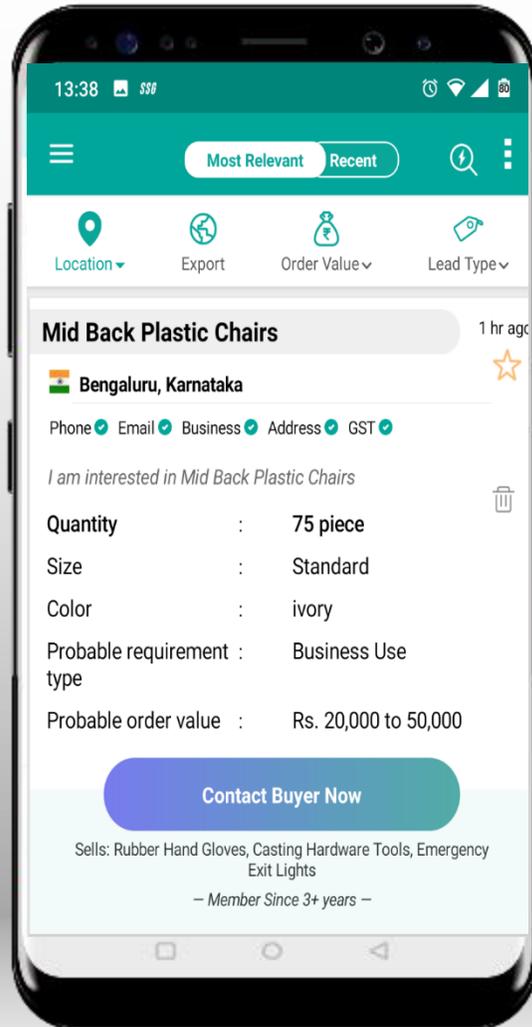
Seller Journey

Online Store Management

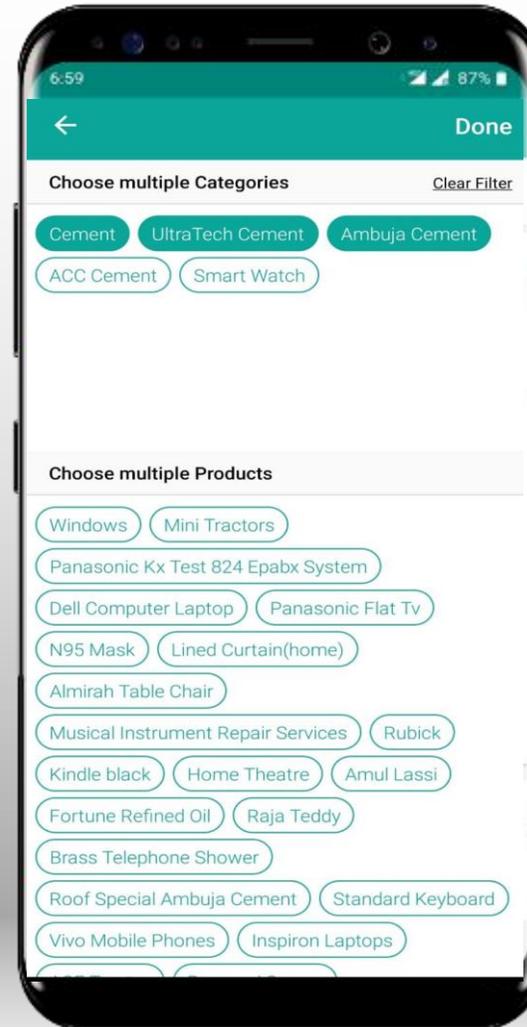
BuyLeads

Lead Manager

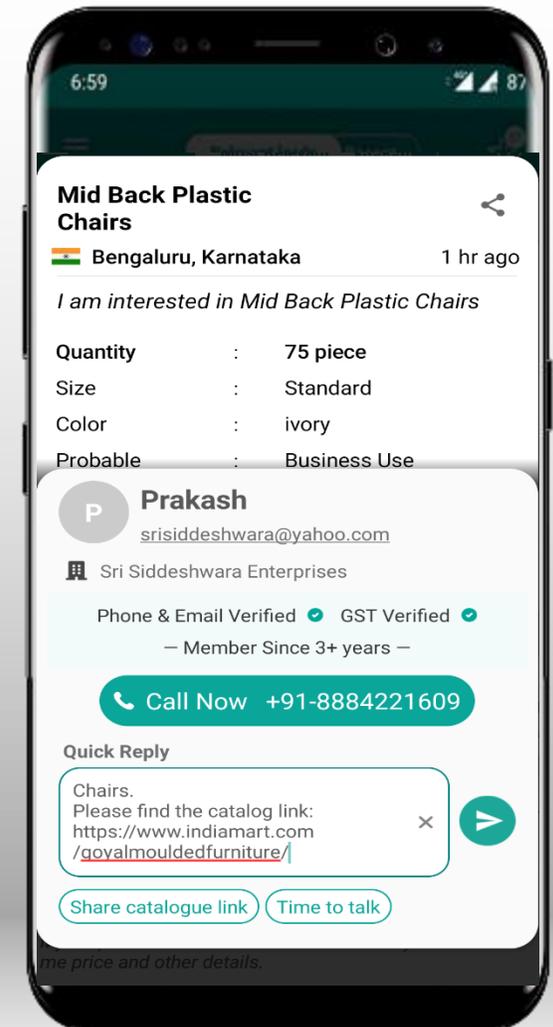
Pay With IndiaMART



Details of Buyer available to build credibility



Select Buy leads from multiple categories



View available Buyer Contact Details



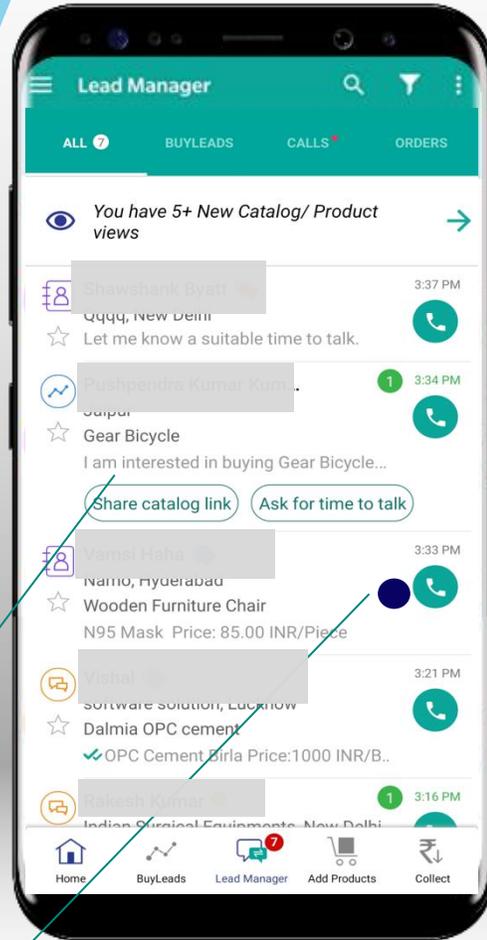
Seller Journey

Online Store Management

BuyLeads

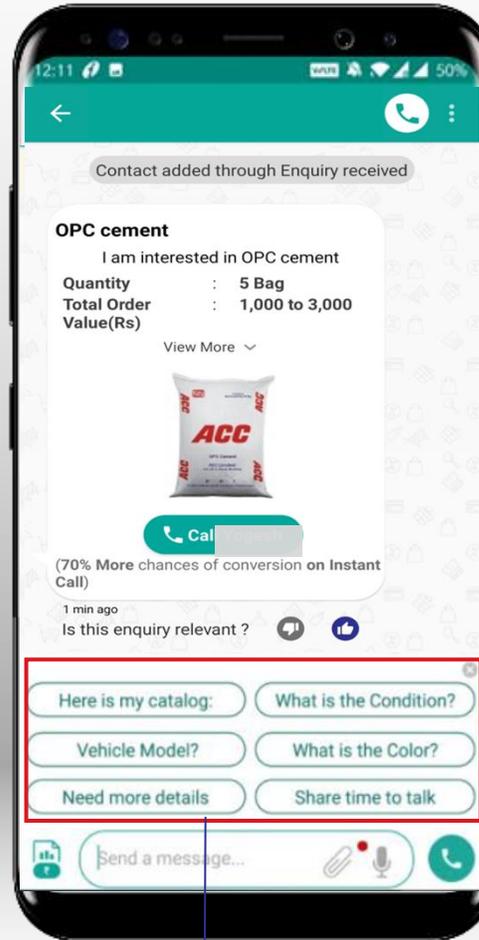
Lead Manager

Pay With IndiaMART

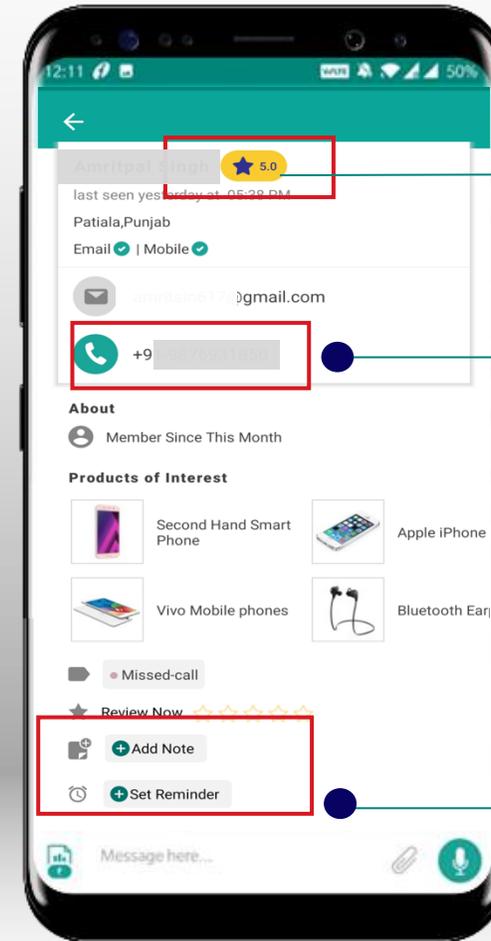


Share Link

Direct Buyer Callback



AI-based Smart Reply



Reviews & Ratings

Call Option & Alerts

Add Notes, Set Reminders



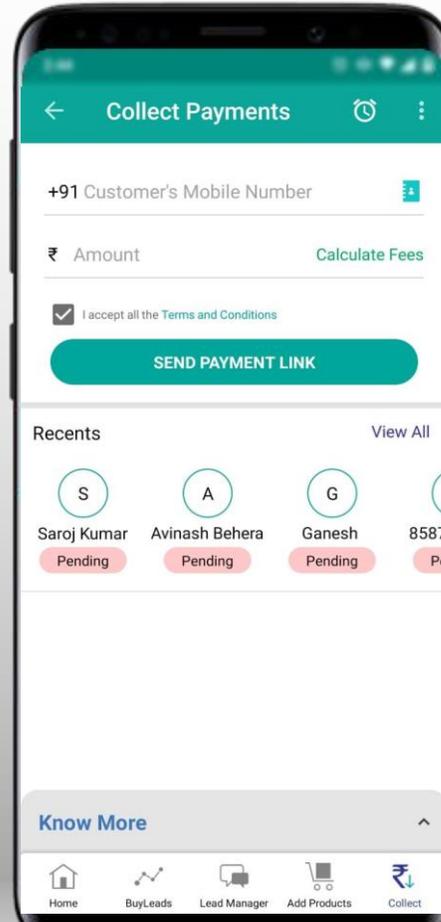
Seller Journey

Online Store Management

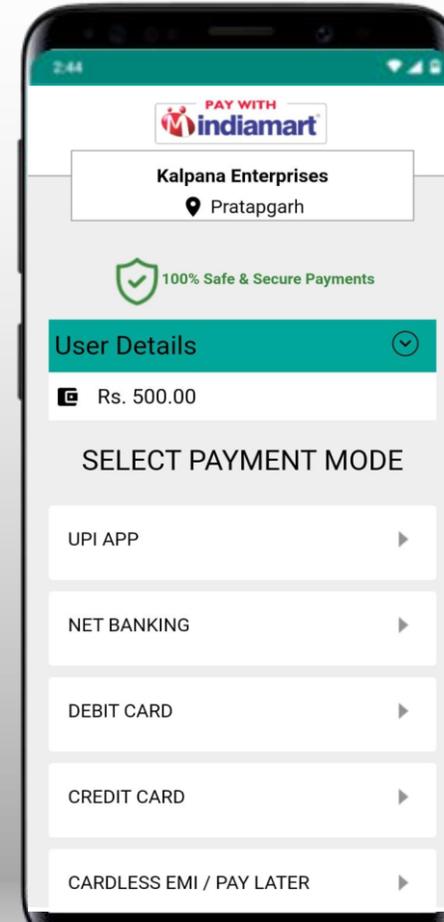
BuyLeads

Lead Manager

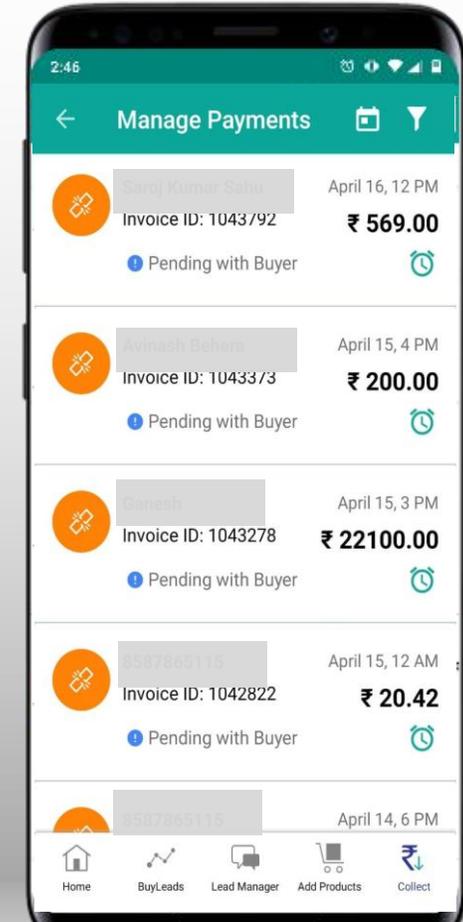
Pay With IndiaMART



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





PVC Pipes

Subsidiaries



Busy – Business Accounting Software



Invest in Team & Awareness

Accelerate Revenue growth

Increase New Licenses Sold



Livekeeping – Mobile Integration with Tally

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



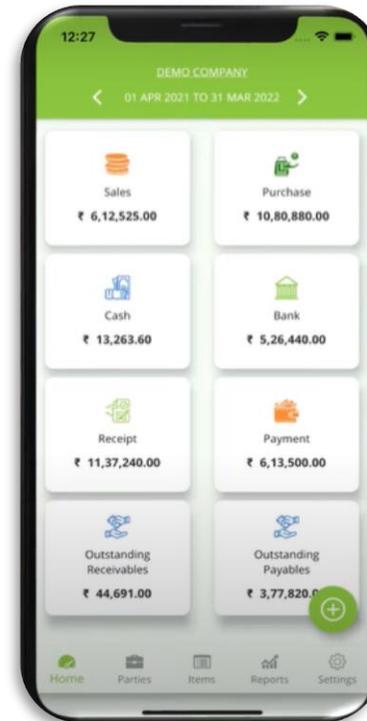
Tally

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



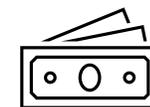
Dashboard

- 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: 51.09% in Finlite Technologies Pvt. Ltd.

Pay With IndiaMART – Instant online collections and payments

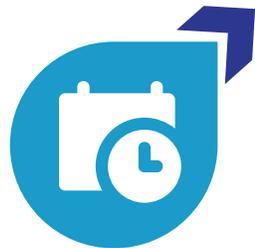


Facilitates online collections via various online modes such as credit / debit cards, UPI, Netbanking etc.



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/>

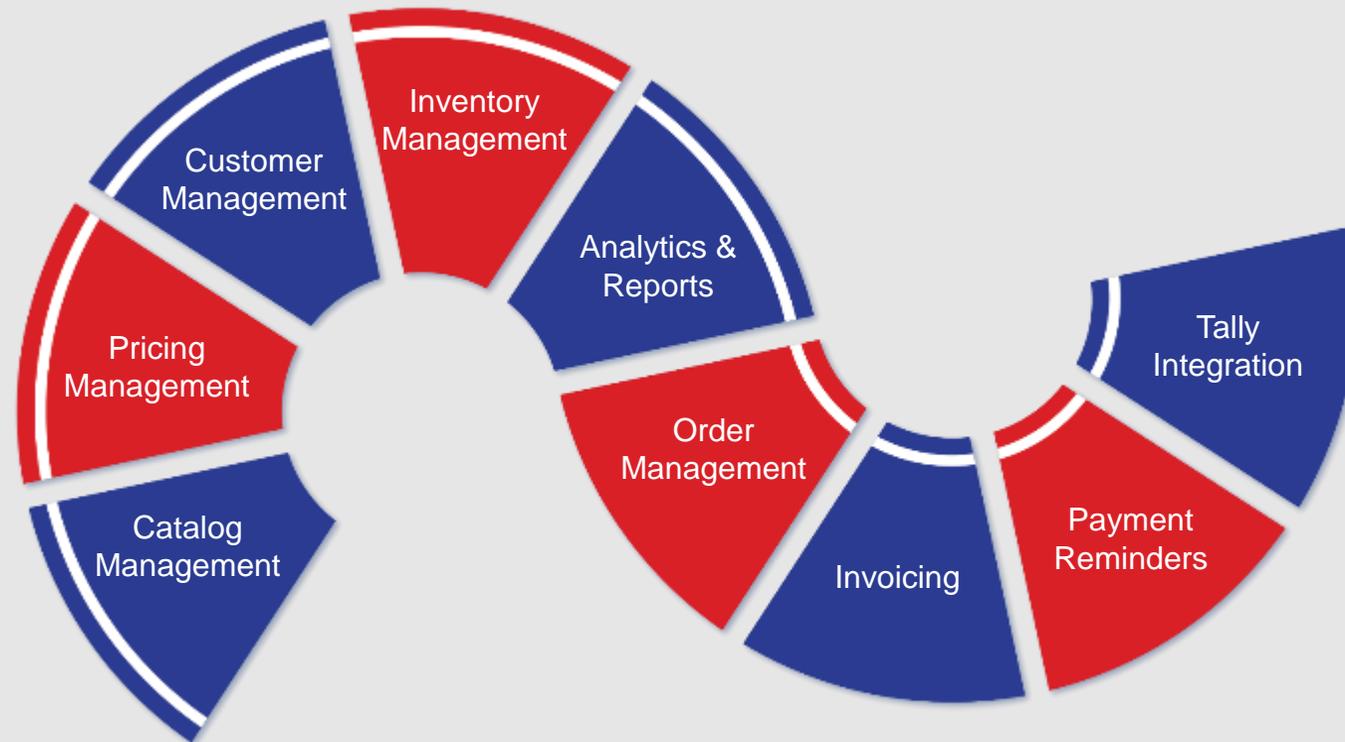
IndiaMART InterMESH Ltd

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

Pooraa – Order to Cash Management

pooraa

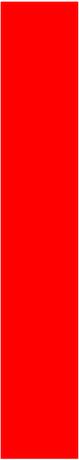
Pooraa brings a simple & easy-to-use system that helps manage business better while offering quality experience to customers



<https://pooraa.com/>

IndiaMART InterMESH Ltd

IndiaMART Holding: 100% in Tolexo Online Pvt Ltd.



Associates & Other Investments



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

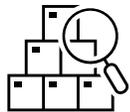


EasyEcom – Inventory and Warehouse Management



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

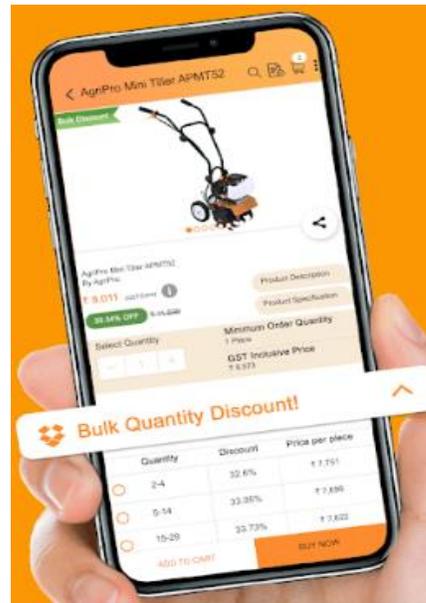
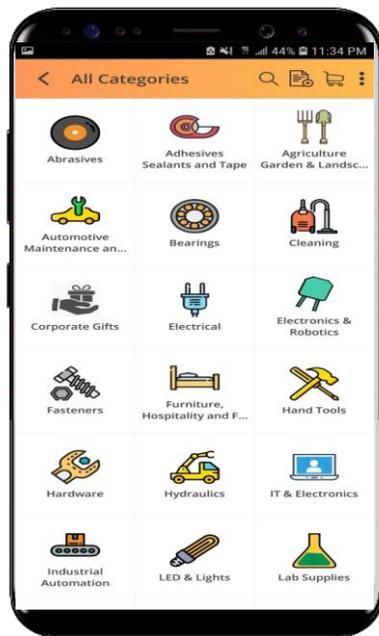
IndiaMART Holding: **26.01% in Edgewise Technologies Pvt Ltd.**

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: 17.12% 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

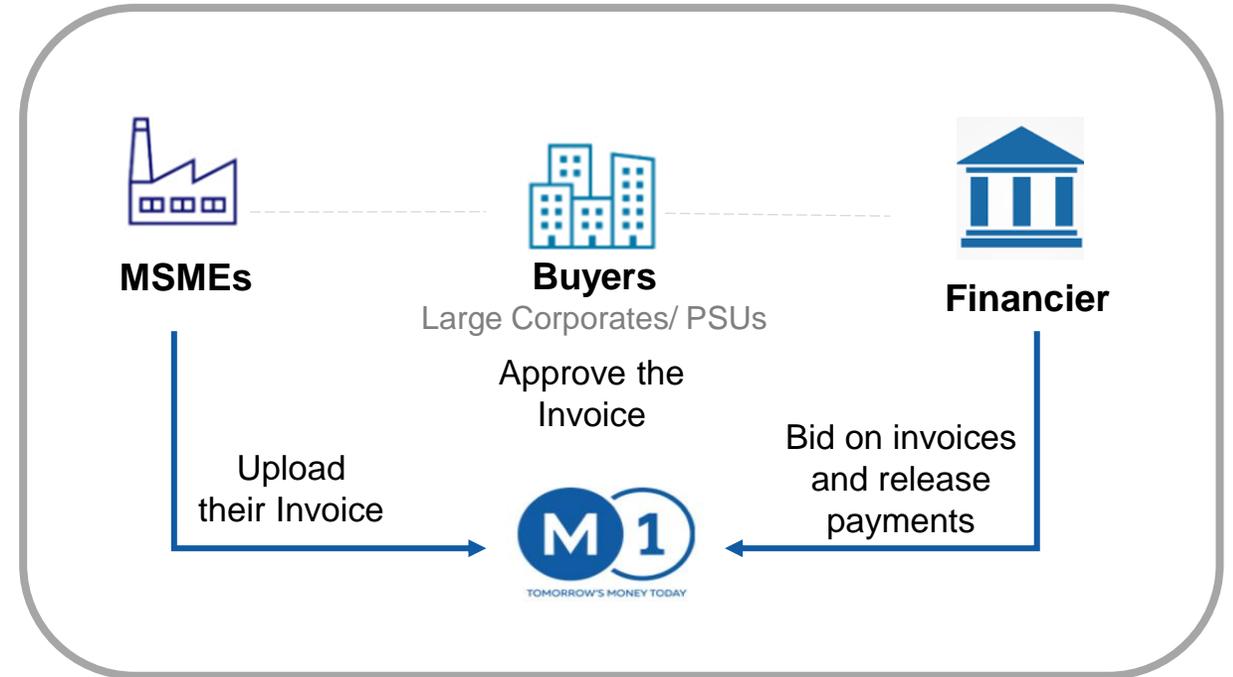


40+ Financiers*
onboard

Digital Process



Easy &
Transparent



*No. of financiers as on 31st March 2022

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



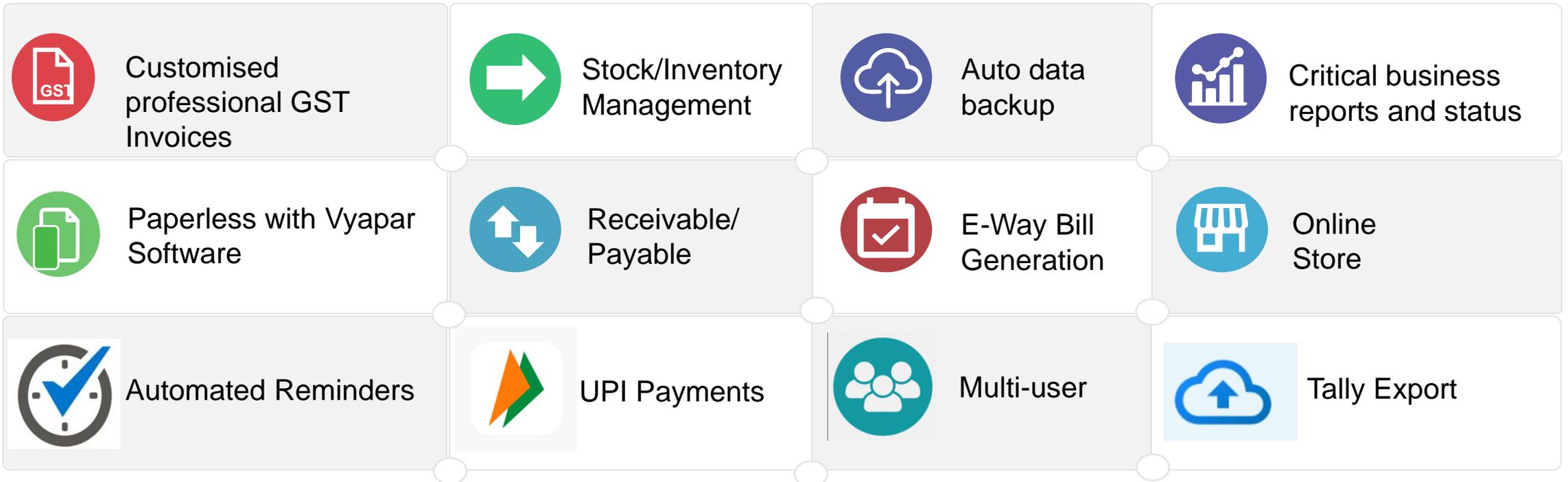
IndiaMART InterMESH Ltd

IndiaMART Holding: 7.70% 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**

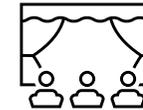


**Smart Event
Recommendation Engine**



**Global Event
Rating & Review System**

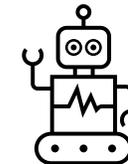
Floor



**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.



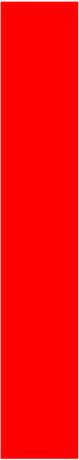
<https://www.superprocure.com/>

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





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

3,672* Employees

24% Employees with 5+ years

~ 24% Females

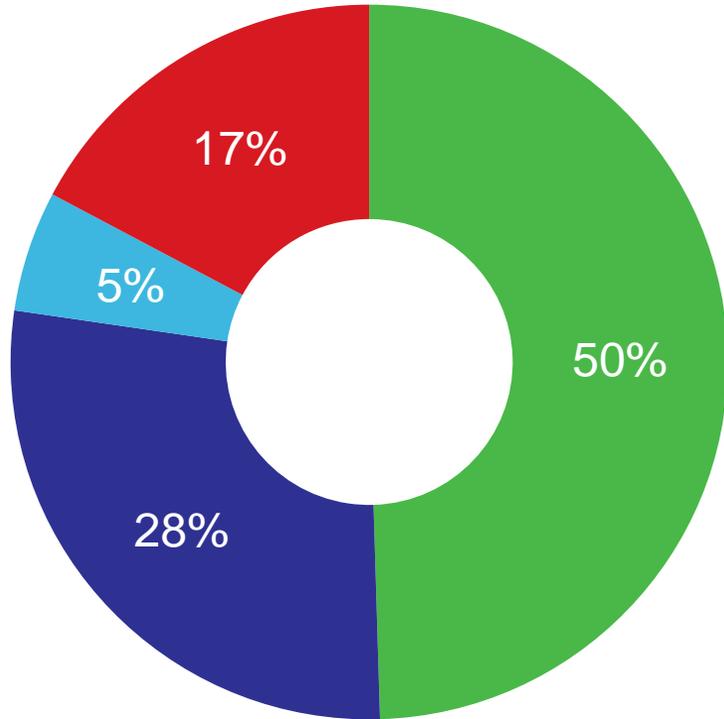


*Employees for IndiaMART standalone business as on 31st March 2022

IndiaMART InterMESH Ltd

Shareholding Pattern

Total Equity Shares Outstanding as on March 31, 2022 – 30,564,574



- 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

