



**July 30, 2024**

**To,**

**BSE Limited**  
(BSE: 542726)

**National Stock Exchange of India Limited**  
(NSE: INDIAMART)

**Subject: Press Release on the Audited (Standalone and Consolidated) Financial Results of the Company for the quarter ended June 30, 2024**

Dear Sir/Ma'am,

Pursuant to Regulation 30 of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, please find enclosed herewith the Press Release on the Audited (Standalone and Consolidated) Financial Results of the Company for the quarter ended June 30, 2024.

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

Please take above information on record.

Yours faithfully,

**For IndiaMART InterMESH Limited**

**(Manoj Bhargava)**  
**Company Secretary & Compliance Officer**  
**Membership No: F5164**

***Encl: As above***

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**IndiaMART InterMESH Limited****First Quarter Ending June 30, 2024 - Results Press Release**

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**Noida, India, July 30, 2024:** IndiaMART InterMESH Limited (referred to as “IndiaMART” or the “Company”), today announced its financial results for the first quarter ending June 30, 2024.

<b>Q1 FY2025 vs. Q1 FY2024</b>
<ul style="list-style-type: none"><li>▪ Consolidated Revenue from Operations of Rs. 331 Crore, YoY growth of 17%</li><li>▪ Standalone EBITDA at Rs. 117 Crore representing EBITDA margin of 37%</li><li>▪ Consolidated Cash generated from Operations of Rs. 136 Crore</li></ul>

**Consolidated Financial Highlights (Q1 FY2025):**

IndiaMART reported consolidated Revenue from Operations of Rs. 331 Crore as compared to Rs. 282 Crore in the corresponding quarter of last year, representing a growth of 17%. This includes IndiaMART Standalone Revenue of Rs. 315 Crore and Busy Infotech Revenue of Rs 15 Crore, registering a growth of 18% and 15% respectively on YoY basis.

Collections from Customer grew by 14% to Rs. 366 Crore for the quarter, primarily comprising of Standalone Collections of Rs. 341 Crore and Busy Infotech Collections of Rs 24 Crore.

Deferred Revenue as on June 30, 2024 increased to Rs. 1,474 Crore representing a YoY growth of 23%. This primarily includes IndiaMART Standalone Deferred Revenue of Rs. 1,421 Crore and Busy Infotech Deferred Revenue of Rs. 51 Crore.

Net Profit for the quarter was Rs. 114 Crore representing margin of 30%. Cash Flow from Operations for the quarter was Rs. 136 Crore. Cash and Investments balance stood at Rs. 2,319 Crore as on June 30, 2024.

**Standalone Financial Highlights (Q1 FY2025):**

Standalone Revenue from Operations increased to Rs. 315 Crore as compared to Rs. 268 Crore last year representing a growth of 18%. The growth was primarily driven by over 13% improvement in realization from paying suppliers and the remaining by increase in number of paying suppliers.

Collections from Customer grew to Rs. 341 Crore for the quarter and Deferred Revenue as on June 30, 2024 increased to Rs. 1,421 Crore representing a YoY growth of 22%.

EBITDA for the quarter was at Rs. 117 Crore representing margin of 37%. Net Profit for the quarter was at Rs. 124 Crore representing margin of 34%.

**Operational Highlights (Q4 FY2024):**

IndiaMART registered Unique business enquiries of 25 million in Q1 FY25, representing a YoY growth of 15%. Supplier Storefronts grew to 8 million, an increase of 5% YoY and paying suppliers grew to 216K representing net addition of 1.5K subscribers during the quarter.

Further during the quarter, IndiaMART has got into agreement to acquire 10% stake in 'M/s Baldor Technologies Private Limited' ("IDfy"), which is an Integrated Identity Platform offering products and solutions for KYC, Background Verifications, Risk Mitigation, Digital Onboarding and Digital Privacy.

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

We are happy to start the financial year on a positive note with a steady growth in revenue and deferred revenue, along with expansion in the operating margins. On the back of strong balance sheet and sustained cash flows, we will continue to make investments to further strengthen our value proposition, improving customer experience and leveraging growth opportunities. We are confident of the sustained long term profitable growth as more and more businesses adopt internet to grow themselves.

**Q1 FY2025 Performance Metrics: Standalone Basis**

Particulars	Unit	Q1 FY25	Q1 FY24	Y-o-Y	Q4 FY24	Q-o-Q
Total Income	(Rs. Crore)	366	321	14%	344	6%
Revenue from Operations	(Rs. Crore)	315	268	18%	299	5%
EBITDA	(Rs. Crore)	117	76	55%	90	30%
EBITDA Margin	%	37%	28%		30%	
Other Income	(Rs. Crore)	51	54	(6%)	45	13%
Profit Before Tax	(Rs. Crore)	162	124	30%	125	30%
Profit Before Tax Margin	%	44%	39%		36%	
Net Profit for the period	(Rs. Crore)	124	95	30%	92	34%
Net Profit Margin	%	34%	30%		27%	
Collections from Customers	(Rs. Crore)	341	298	15%	465	(27%)
Cash generated from Operating Activities	(Rs. Crore)	125	81	54%	258	(52%)
Deferred Revenue	(Rs. Crore)	1,421	1,165	22%	1,395	2%
Cash and Investments	(Rs. Crore)	2,150	2,256	(5%)	2,186	(2%)
Paying Subscription Suppliers	(In Thousands)	216	208	4%	214	1%

**Q1 FY25 Earnings Conference Call**

IndiaMART InterMESH Ltd, will host earnings webinar for investors and analysts on Tuesday, 30<sup>th</sup> July 2025 at 17:00 hours IST to discuss its results and developments for the quarter ended June 30, 2024. The senior management of the company will be present to address the webinar.

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

[https://zoom.us/webinar/register/WN\\_FNxRHU3BRHqPi1j5VUhHJA](https://zoom.us/webinar/register/WN_FNxRHU3BRHqPi1j5VUhHJA)

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

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**About IndiaMART:**

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

**IndiaMART InterMESH Ltd.**

CIN: L74899DL1999PLC101534

**Corporate Office**

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Floor No.6, Plot No.22, Sec 135,  
Noida-201305, U.P.

**Registered Office**

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For any queries, please contact: [investors@indiamart.com](mailto:investors@indiamart.com)