



IndiaMART InterMESH Ltd.

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Website: www.indiamart.com

Date: January 18, 2021

To

BSE Limited

(BSE: 542726)

National Stock Exchange of India Limited

(NSE: INDIAMART)

Dear Sir/Ma'am,

Subject: Investor Presentation on the Audited (Standalone and Consolidated) Financial Results of the Company for the quarter and nine months ended December 31, 2020.

In accordance with Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, please find enclosed herewith Investor Presentation on Audited (Standalone and Consolidated) of the Company for the quarter and nine months ended December 31, 2020.

Please take the above information on record.

Yours faithfully,

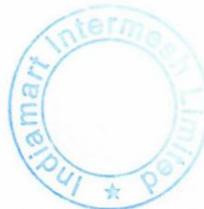
For Indiamart Intermesh Limited

(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
DECEMBER 31, 2020

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



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Diesel Generator

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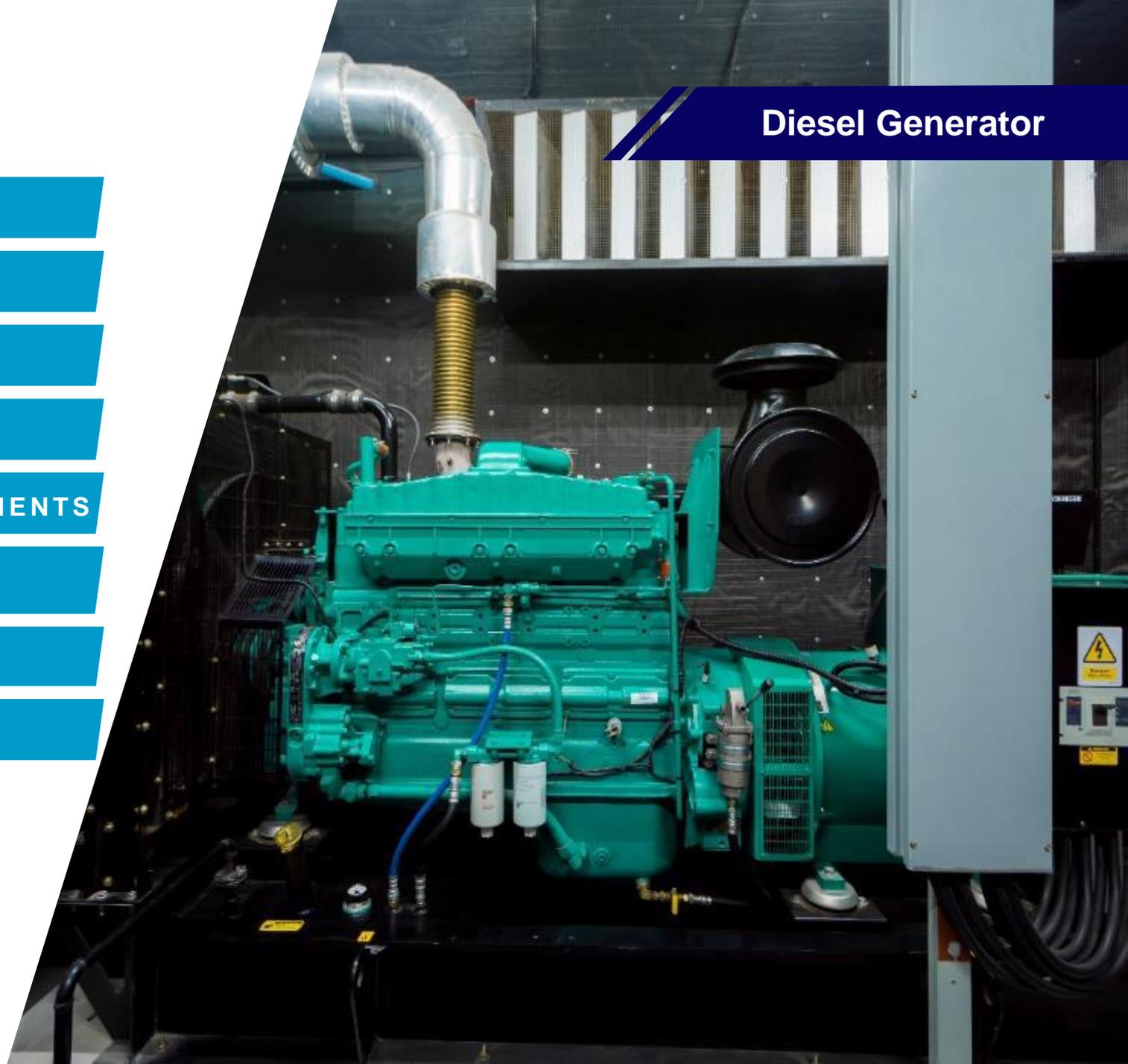
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Safe Harbour

Harbour Crane

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Q3FY21 Results Overview (Consolidated)



Revenue from Operations

₹ 174 Cr

↑ 5%



EBITDA

₹ 88 Cr

↑ 102%
51% Margin



Deferred Revenue

₹ 633 Cr

↓ 2%



Cash generated from
Operating Activities

₹ 77 Cr

↑ 9%



Net Profit

₹ 80 Cr

↑ 29%
40% Margin



Cash and Investments

₹ 1,143 Cr

↑ 33%

↑ ↓ Calculated YoY



Results are compared against Q3FY20

Note: As on Dec 31, 2020; Above figures have been calculated by dividing financials (in mn) by 10; Figures have been rounded off;

IndiaMART InterMESH Ltd



Ash Bricks

Business Overview

India's Largest Online B2B Marketplace



B2B marketplace is a growing market



Well diversified across categories and geographies



Behavioral data driven algorithmic matchmaking



2-way discovery marketplace



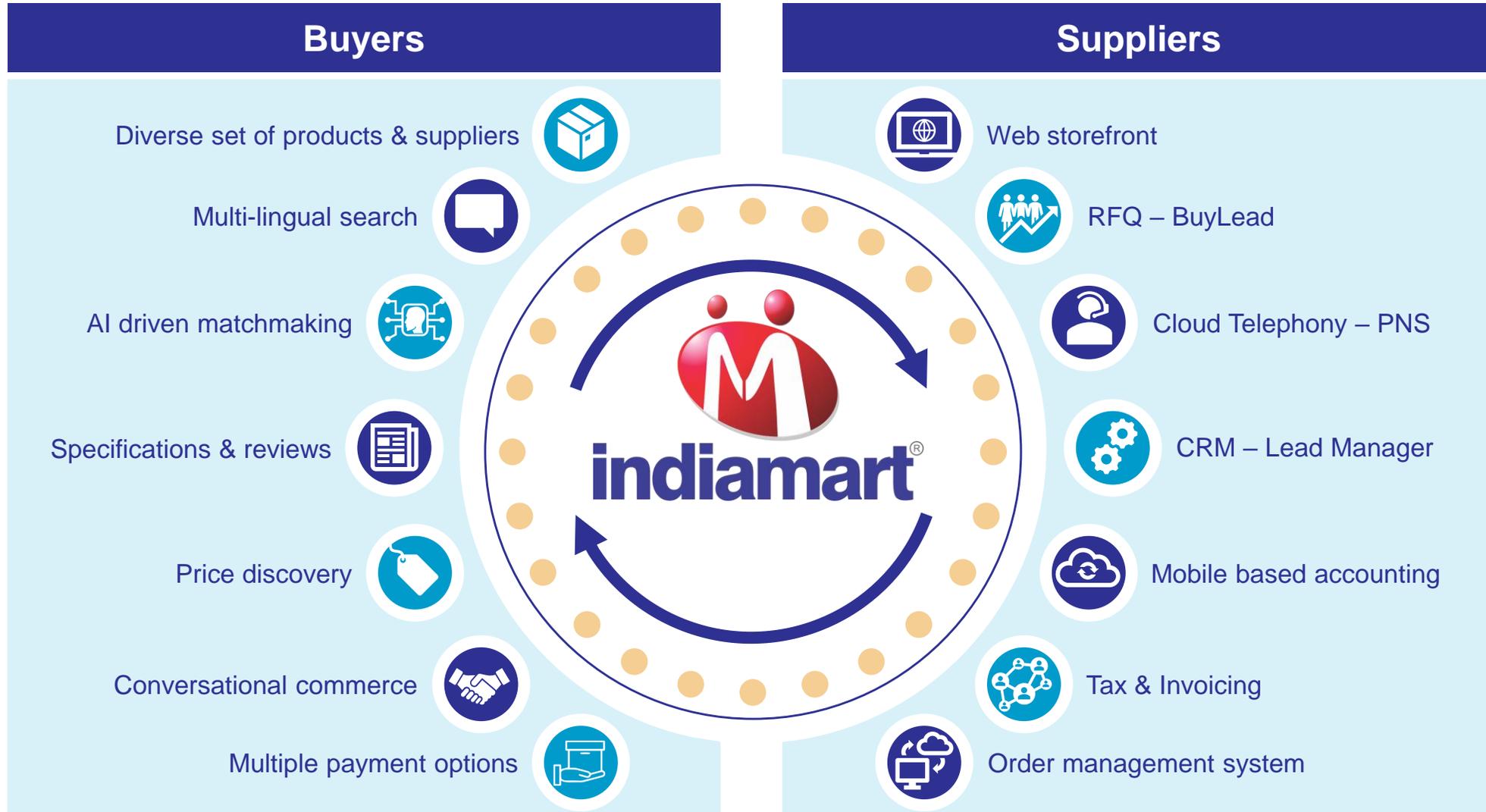
Strong network effects



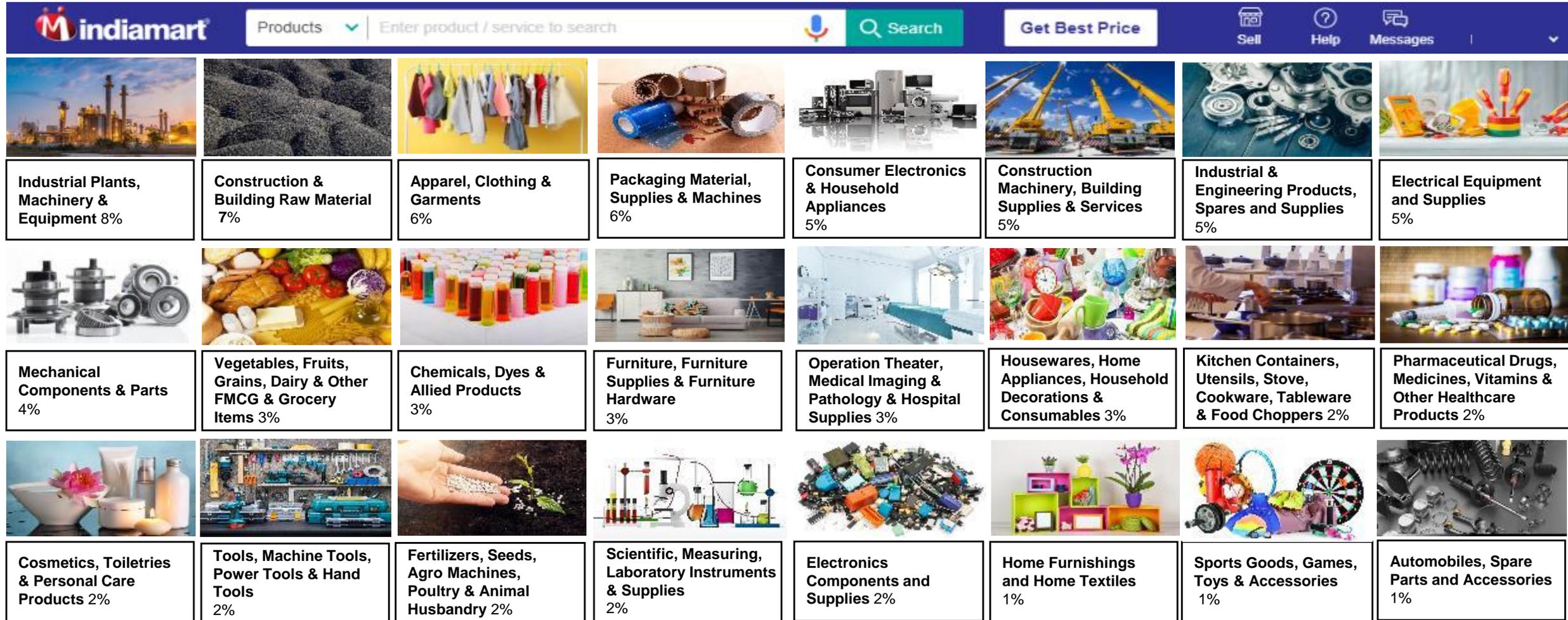
Subscription based revenue model with negative working capital



Services that Empower Businesses



Well Diversified Across 99,000+ Categories



Note: Figures have been rounded off;

(1) Live products listing as of March-20: ~67mn

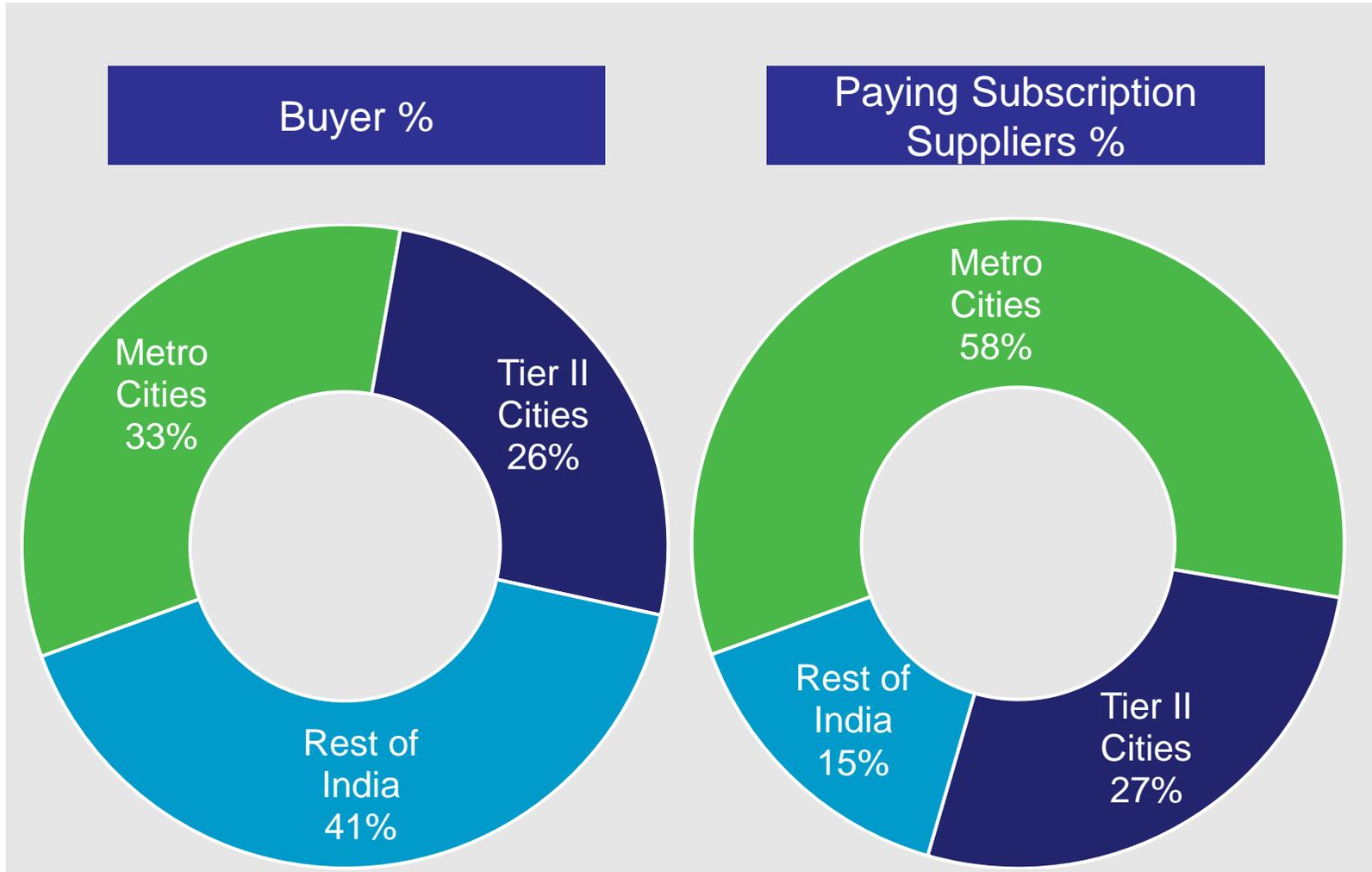
56 Industries

71Mn Products (1)

*% of total paying subscription suppliers, as on Dec 31, 2020



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 (~4000)

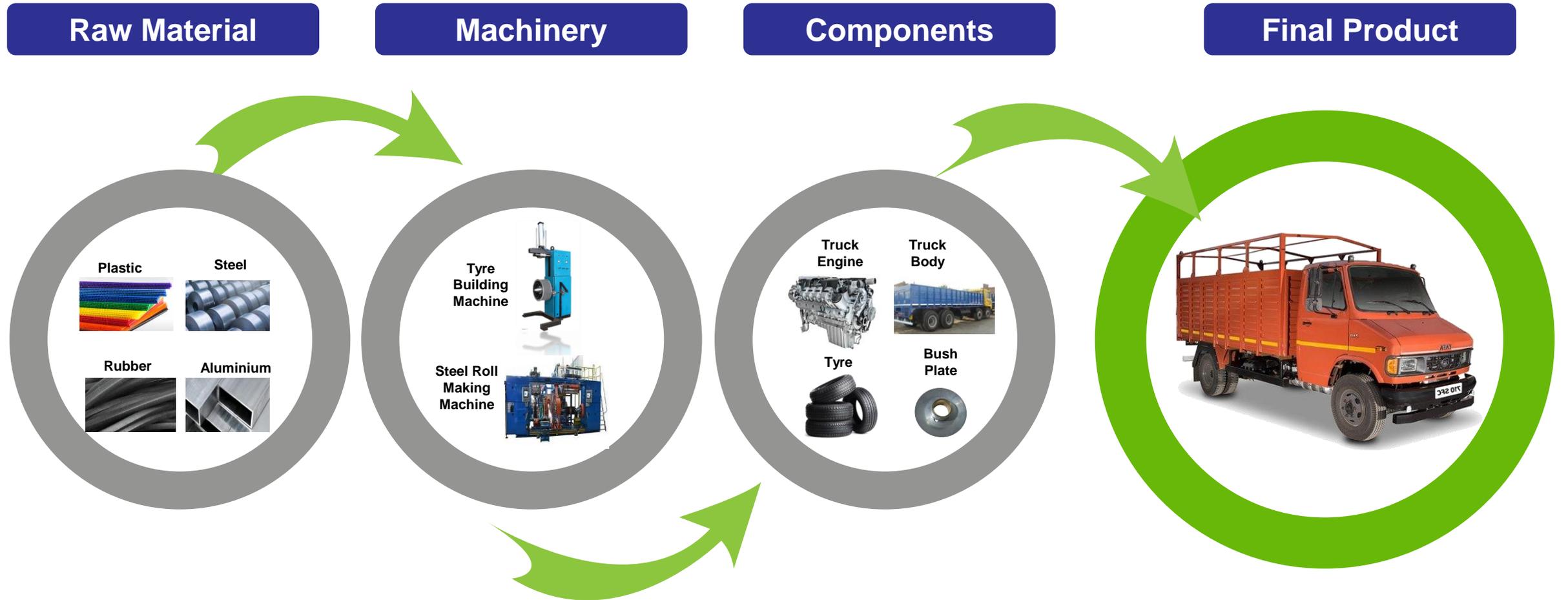
~4000 cities in India with population <500,000



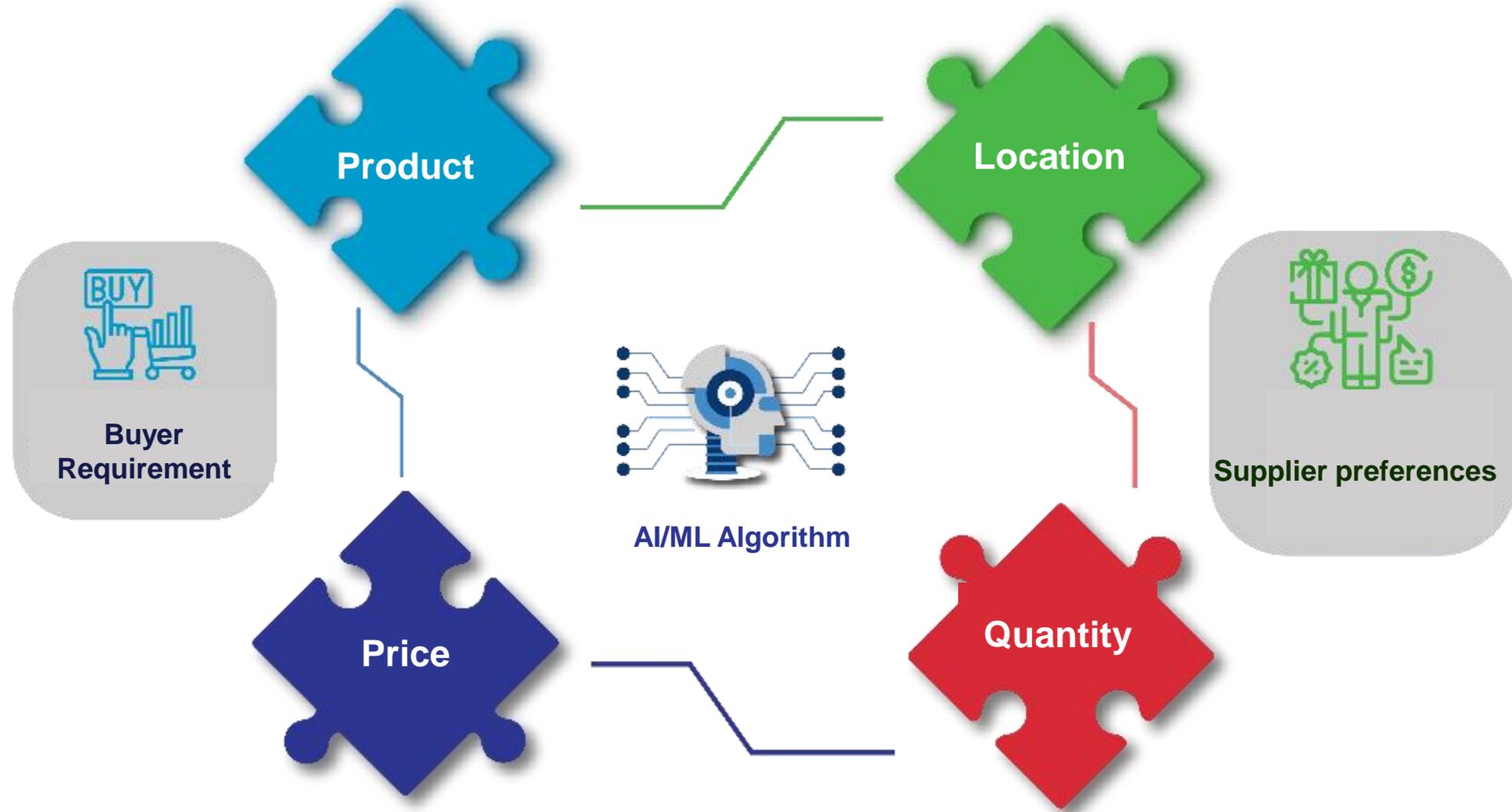
Note: As on Dec 31, 2020; Note: Figures have been rounded off

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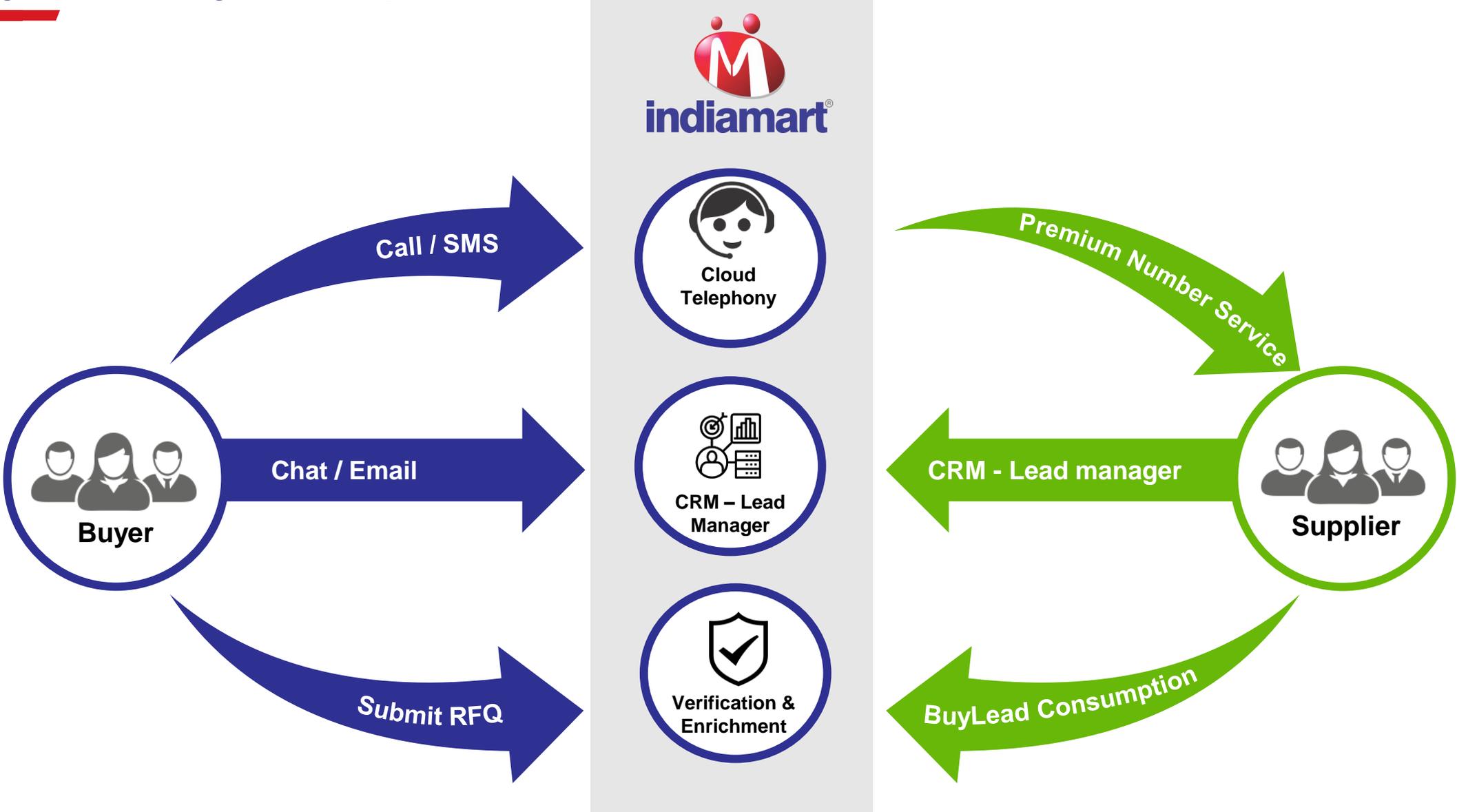
End-To-End Value Chain Discovery



Behavioral Data Driven Algorithmic Matchmaking



2-way Discovery Marketplace



Cloud Telephony – Premium Number Service



Buyers

- Instant connect
- Calls responsiveness
- Call back from suppliers



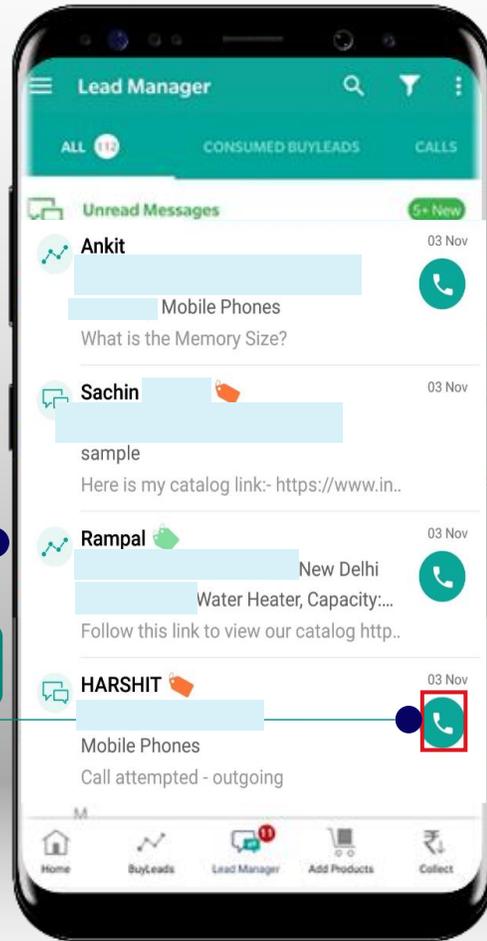
Suppliers

- Missed call notification
- Buyer profiling
- No unsolicited calls

Facilitates in measuring RoI and responsiveness



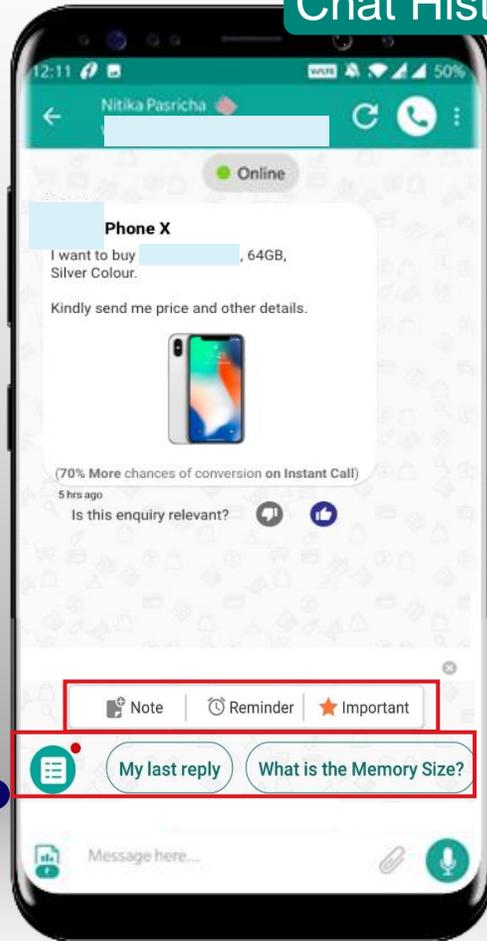
CRM System – Lead Manager / Conversational Commerce



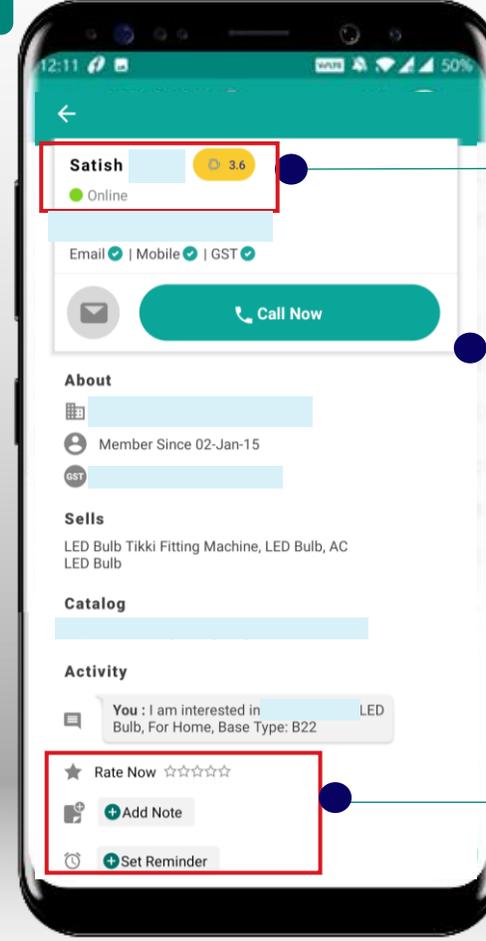
Add Labels

Direct Buyer Callback

Chat History



AI based Smart Reply



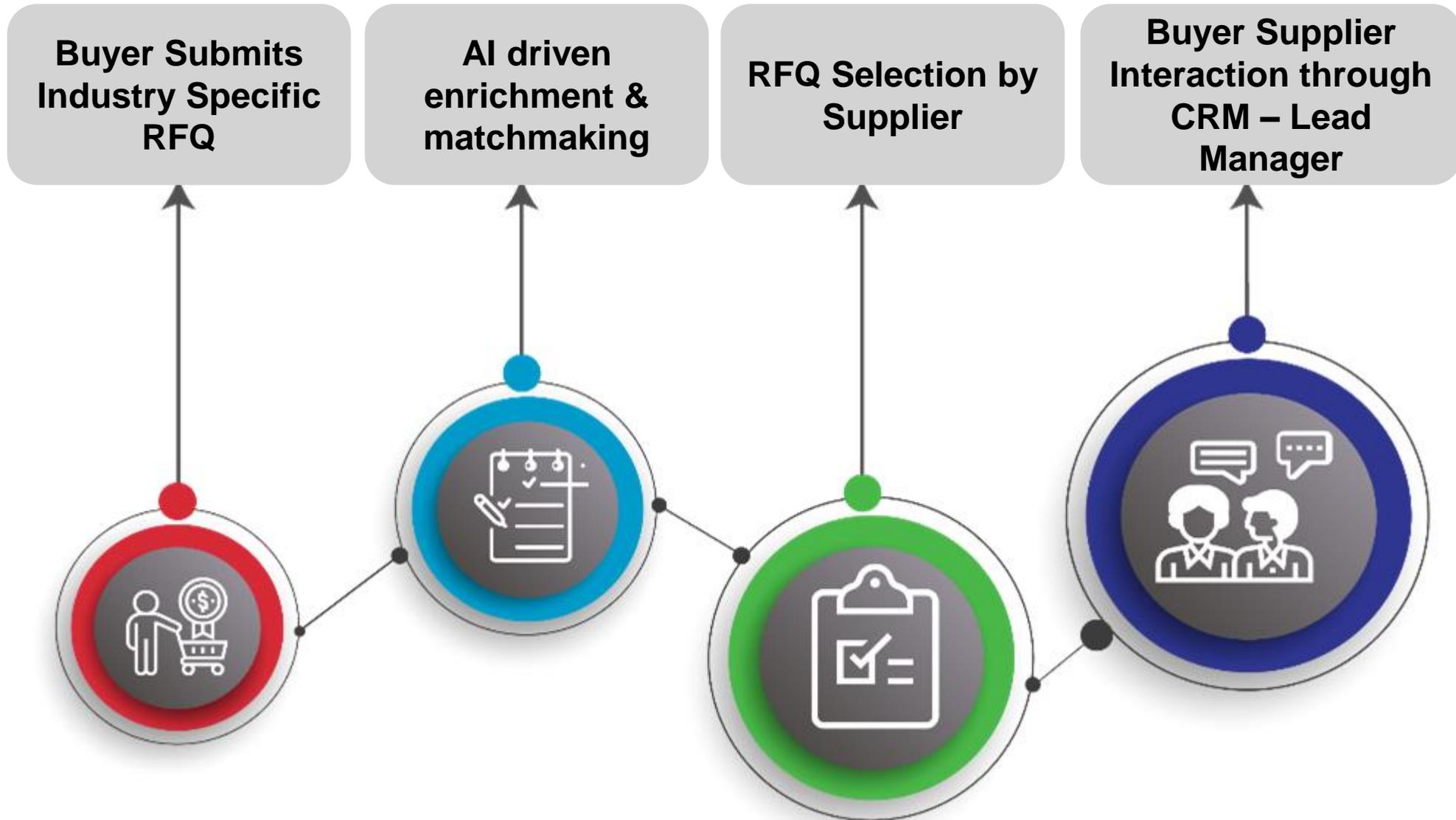
Reviews & Ratings

Call option & alerts

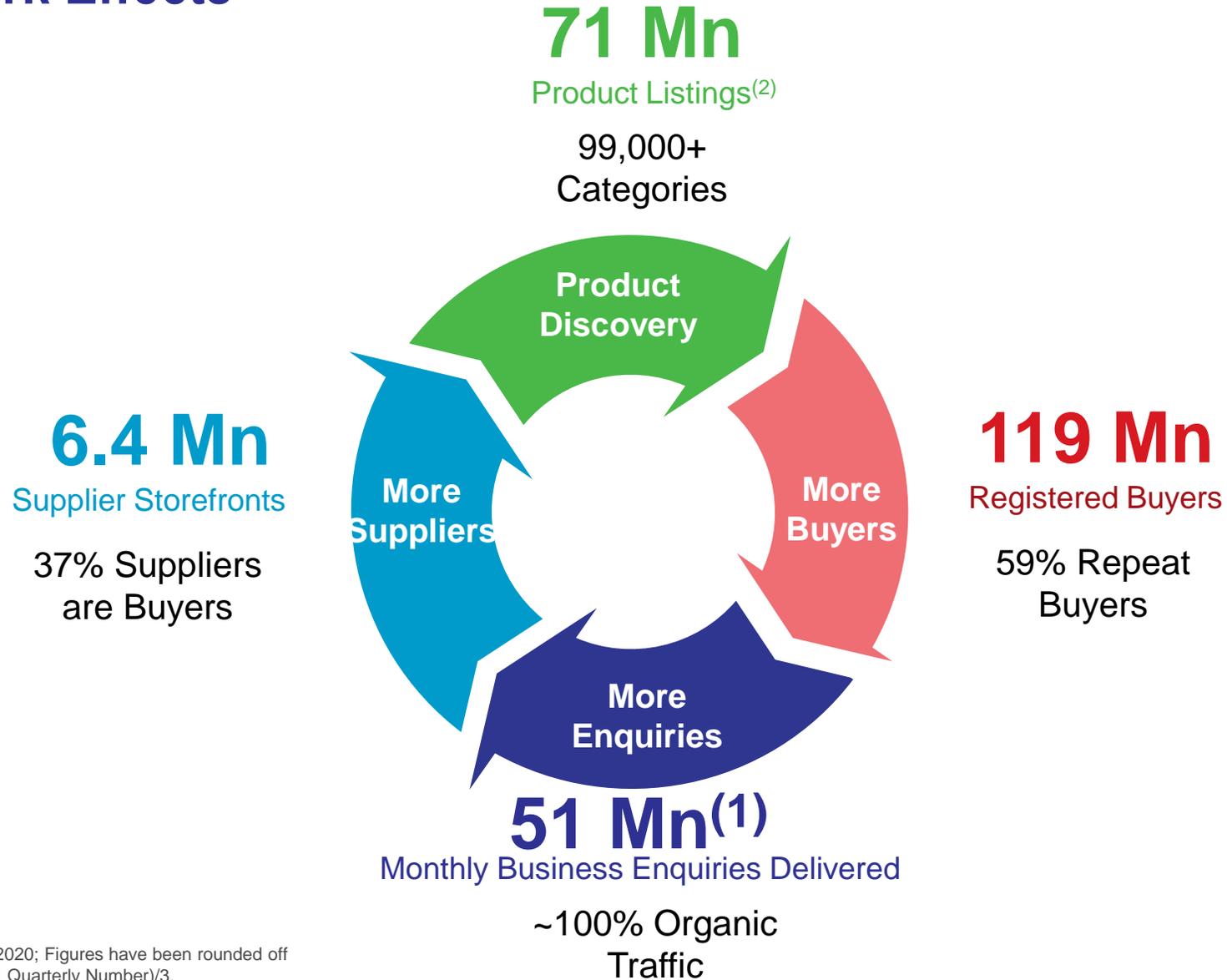
Add Notes, Set Reminders



How RFQ / BuyLead Works



Strong Network Effects



Note: Figures as of Dec 31, 2020; Figures have been rounded off

1. Calculated as (Q3 FY21 Quarterly Number)/3.

2. Live products listing as of March-20: ~67mn



Platform Engagement

~100%⁽¹⁾
Organic traffic

81%⁽¹⁾
Total traffic through mobile

4.7 ★★★★★⁽²⁾
Rating for the app on Google
Play store



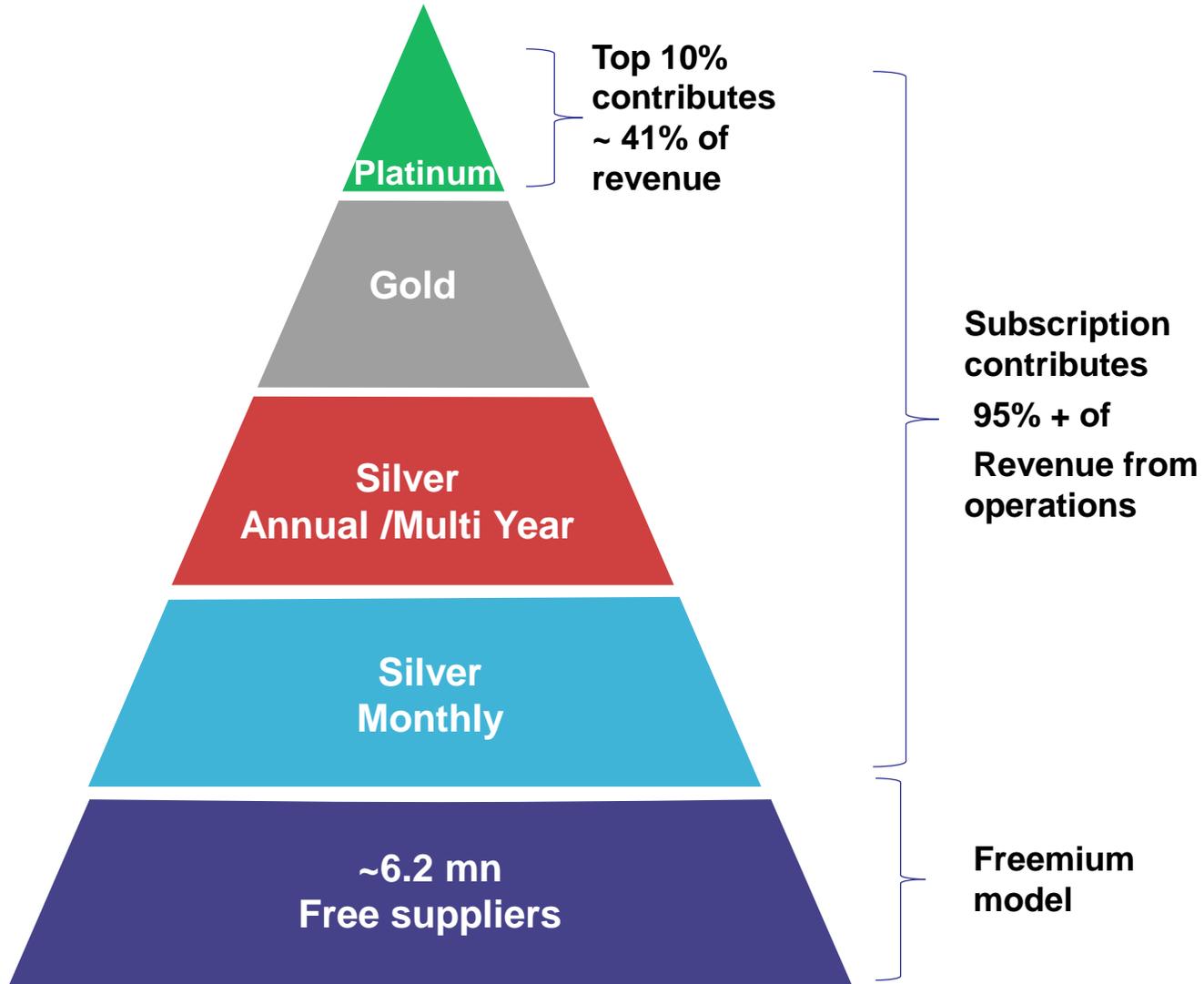
Note: Figures have been rounded off

(1) For the quarter ending December 31, 2020

(2) As of December 31, 2020



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 Profiling



Note: As on Dec 31, 2020; Figures have been rounded off

IndiaMART InterMESH Ltd

Nationwide sales and service coverage



Built Strong Presence across the length and breadth of the country



Presence in 1,000+ cities



Wide network of own sales force and channel partners



FSF, Tele, and Online modes

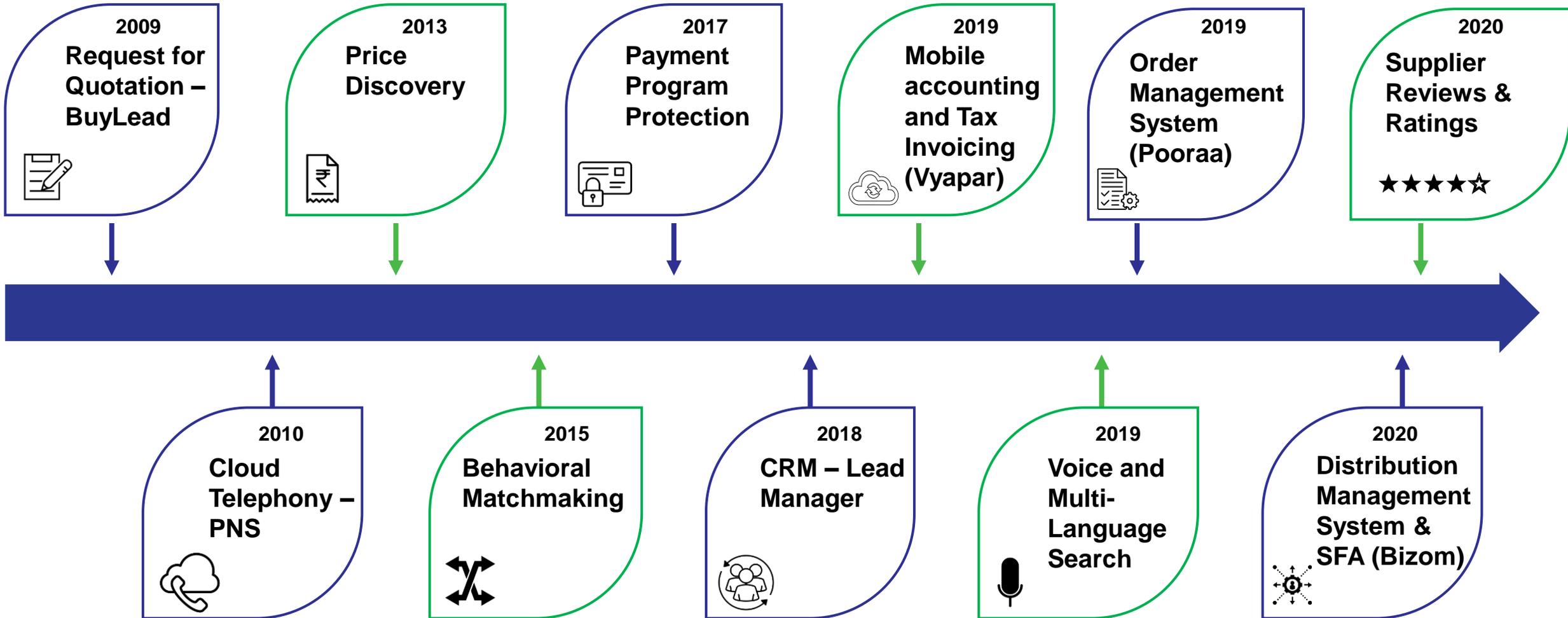
Note: Figures as of Dec 31, 2020



Note: Map not to scale

IndiaMART InterMESH Ltd

Constant Innovation and Technology Focus



Key Competitive Strengths

BRAND AND NETWORK EFFECT

- ~100% organic search
- 59% repeat buyers
- 37% suppliers are buyers

EFFICIENCY & EFFECTIVENESS THROUGH SUPPLIER BEHAVIORAL DATA

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

DETAILED CATALOGUE WITH PRICING

- 71mn listed products⁽¹⁾
- Product specifications
- Pricing, photos & videos
- Review and ratings

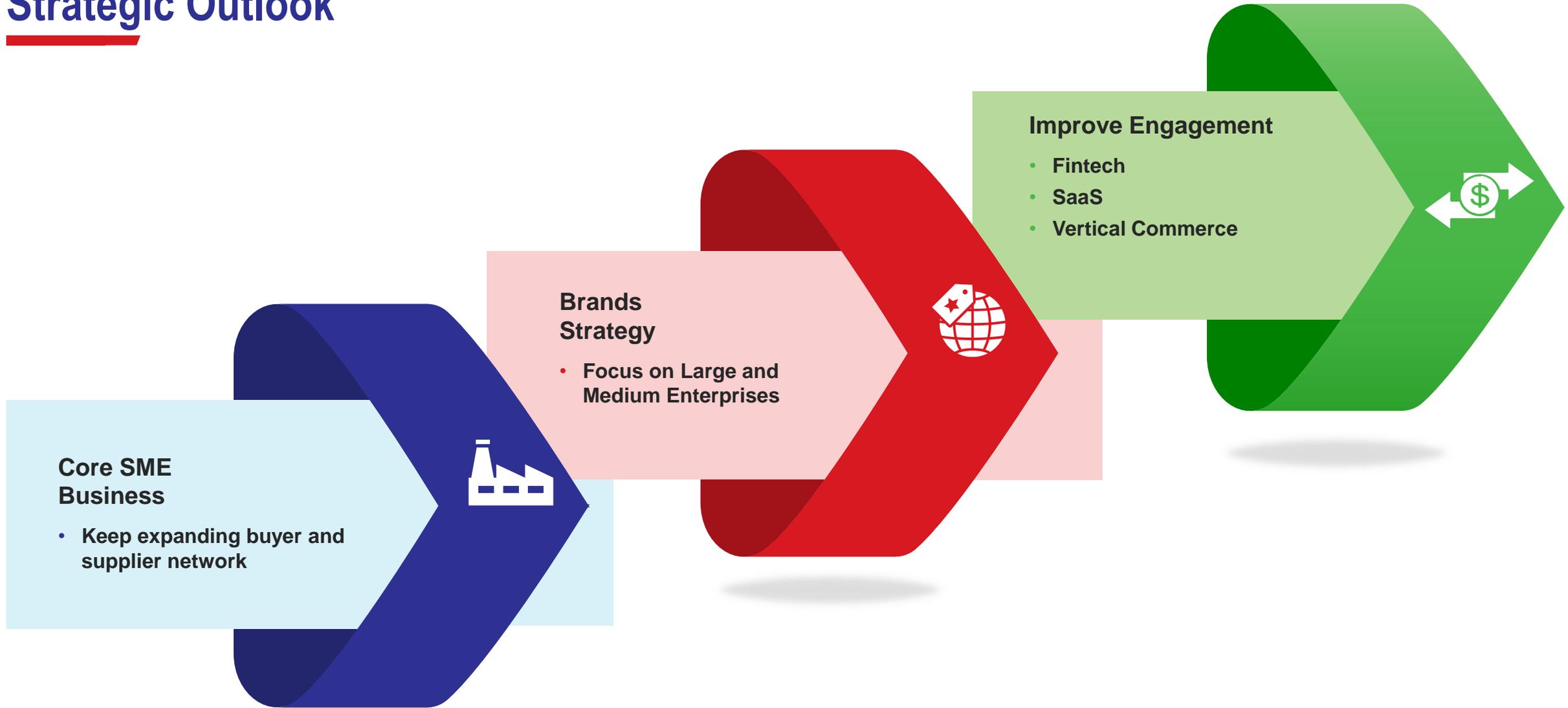
PRESENCE IN A HIGHLY FRAGMENTED MARKET

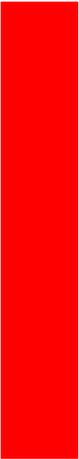
- 6.4mn suppliers
- Widespread reach
- Multi-channel sales and service



Note: Figures as of Dec 31, 2020; Figures have been rounded off
(1) Live products listing as of March-20: ~67mn

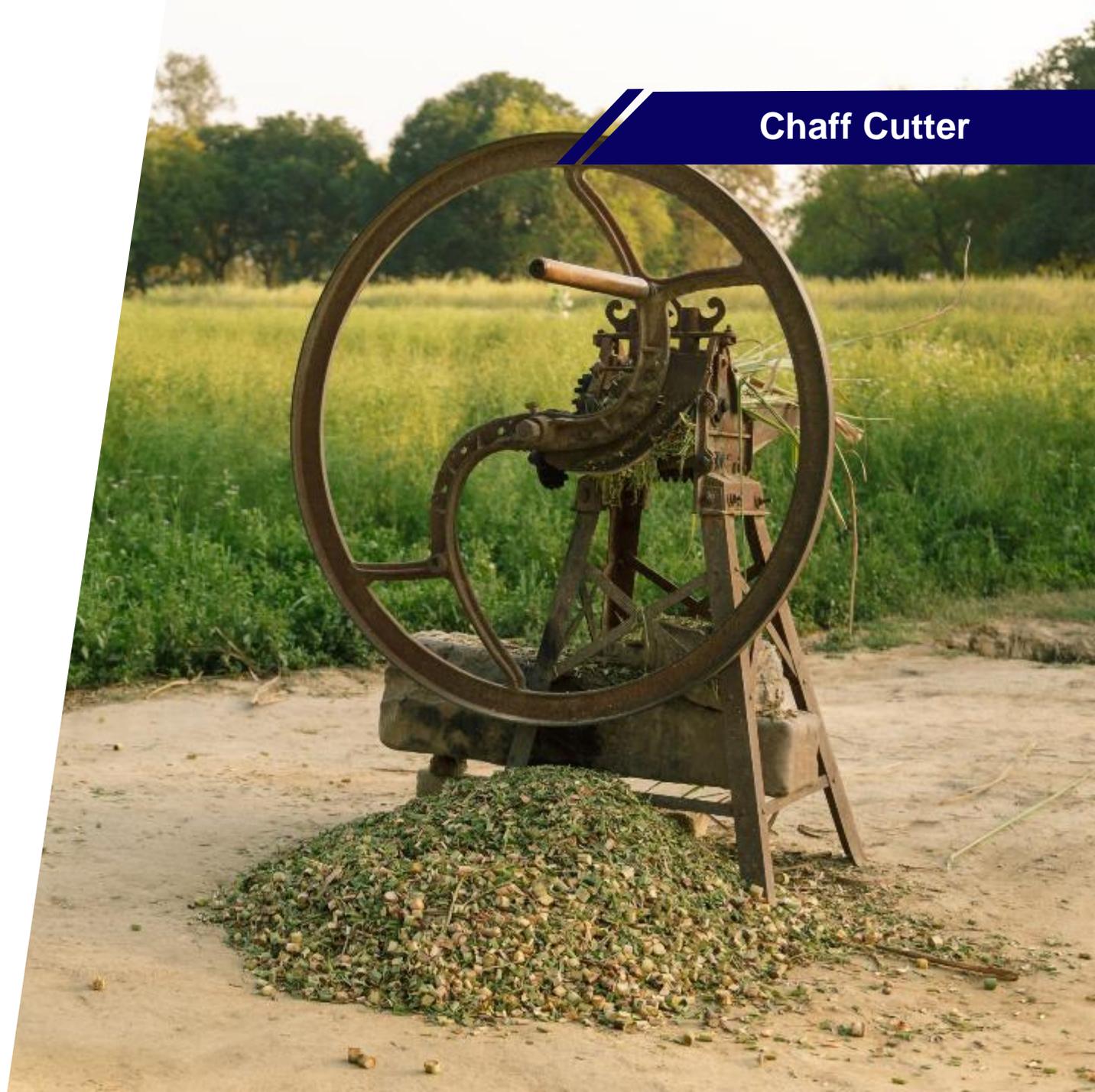
Strategic Outlook





Business Operational Performance

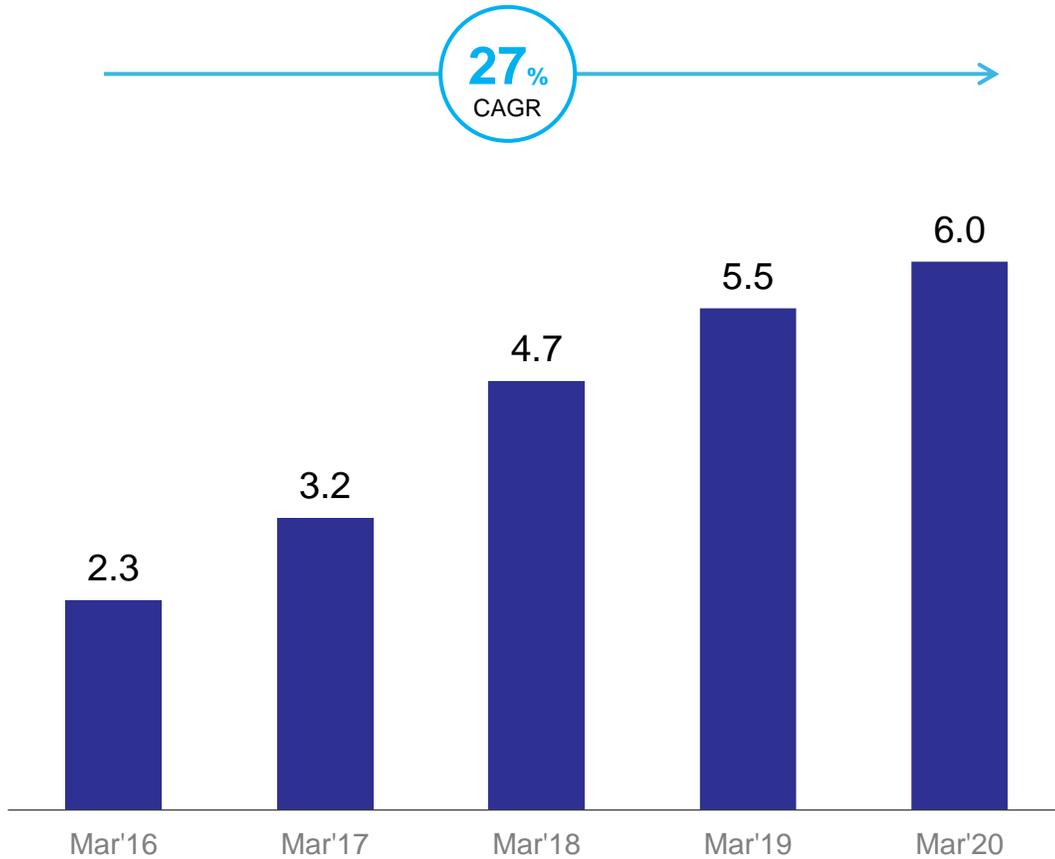
Chaff Cutter



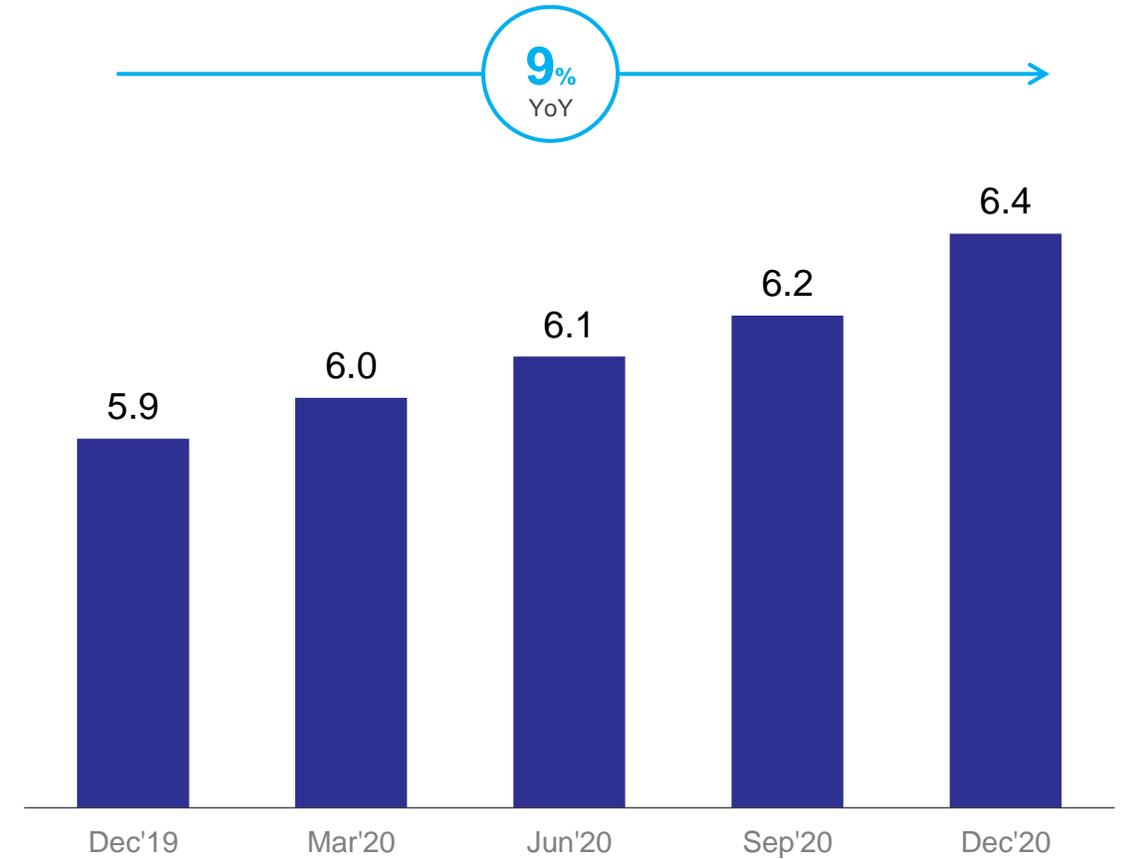
Indian Supplier Storefronts

(Figures in Millions)

Yearly trends



Quarterly trends



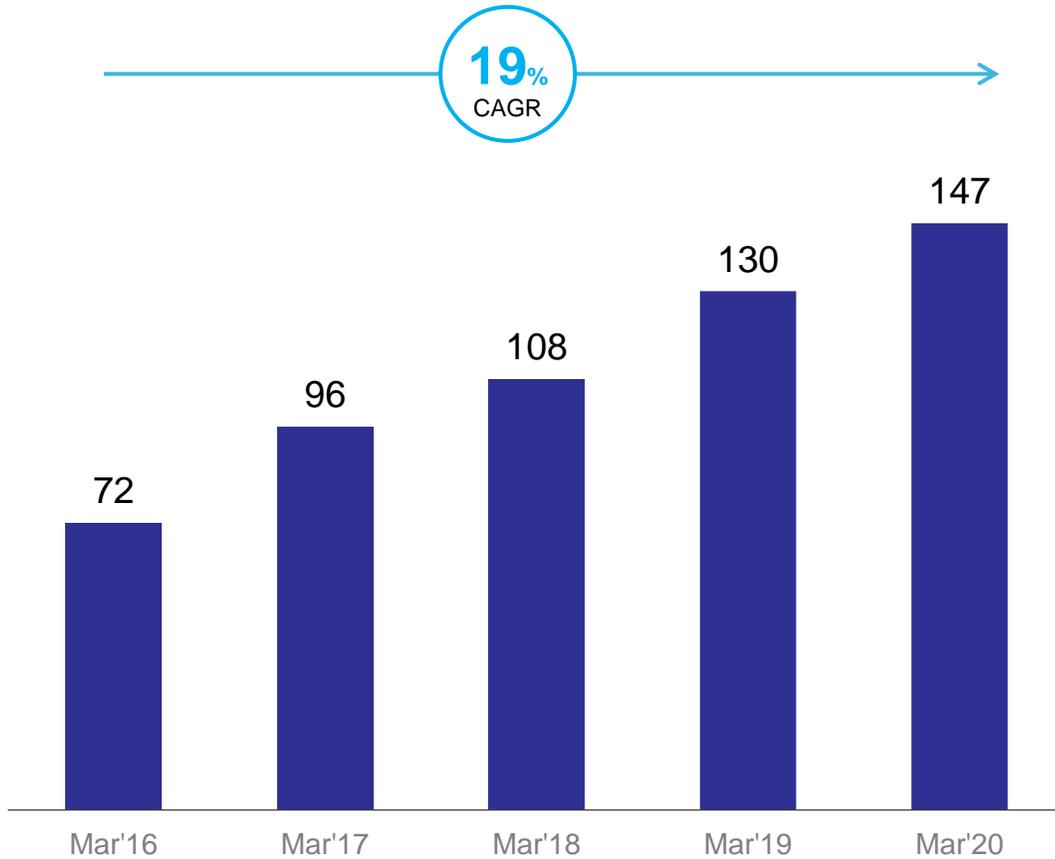
Figures have been rounded off

IndiaMART InterMESH Ltd

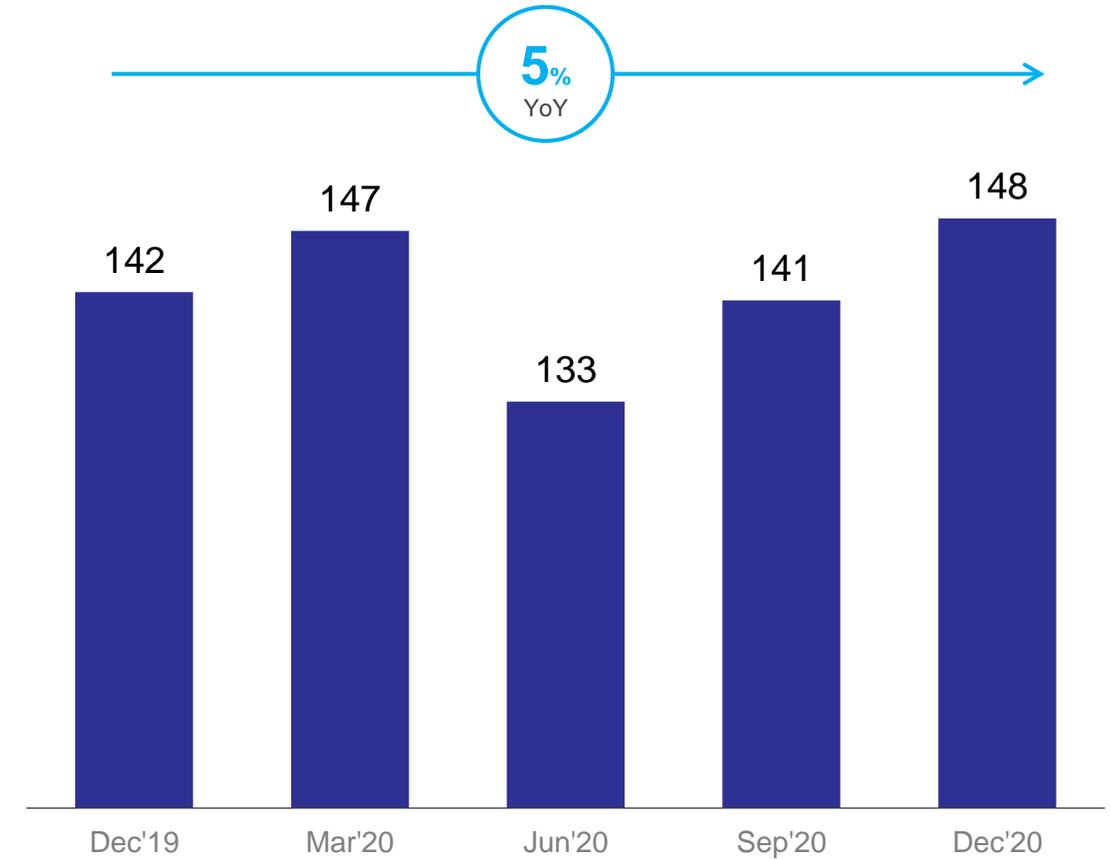
Paying Subscription Suppliers

(Figures in Thousands)

Yearly trends



Quarterly trends



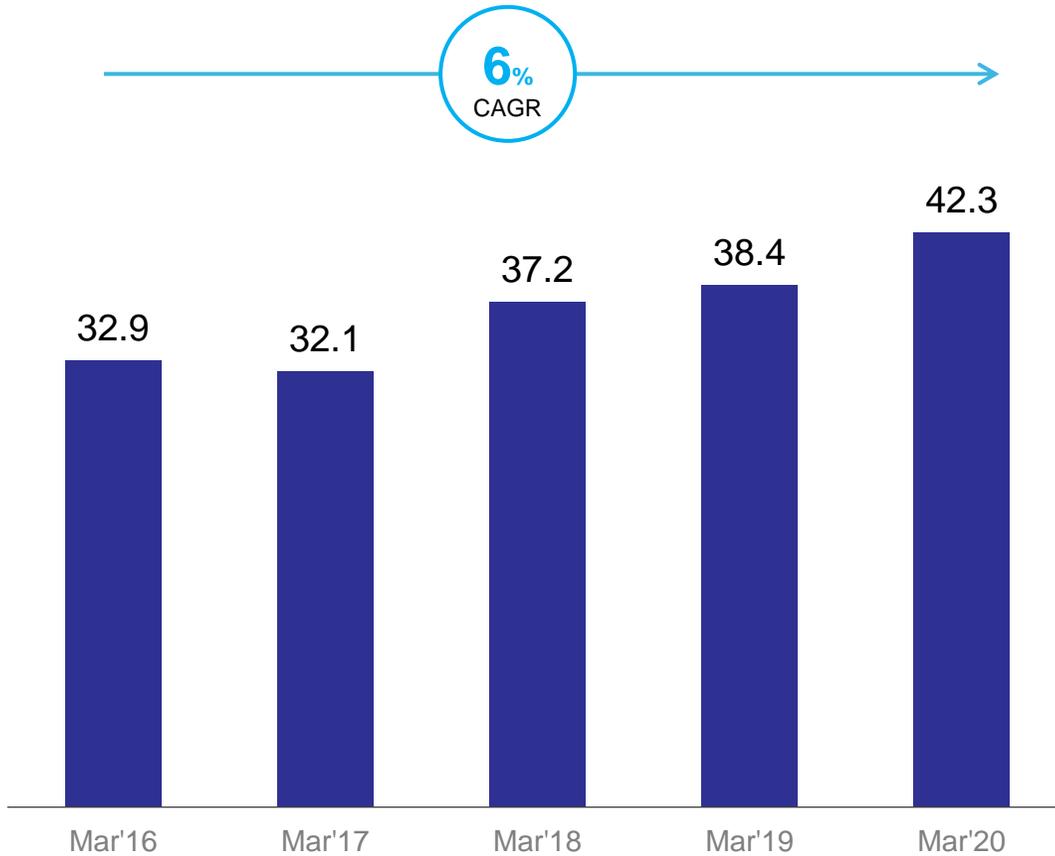
Figures have been rounded off

IndiaMART InterMESH Ltd

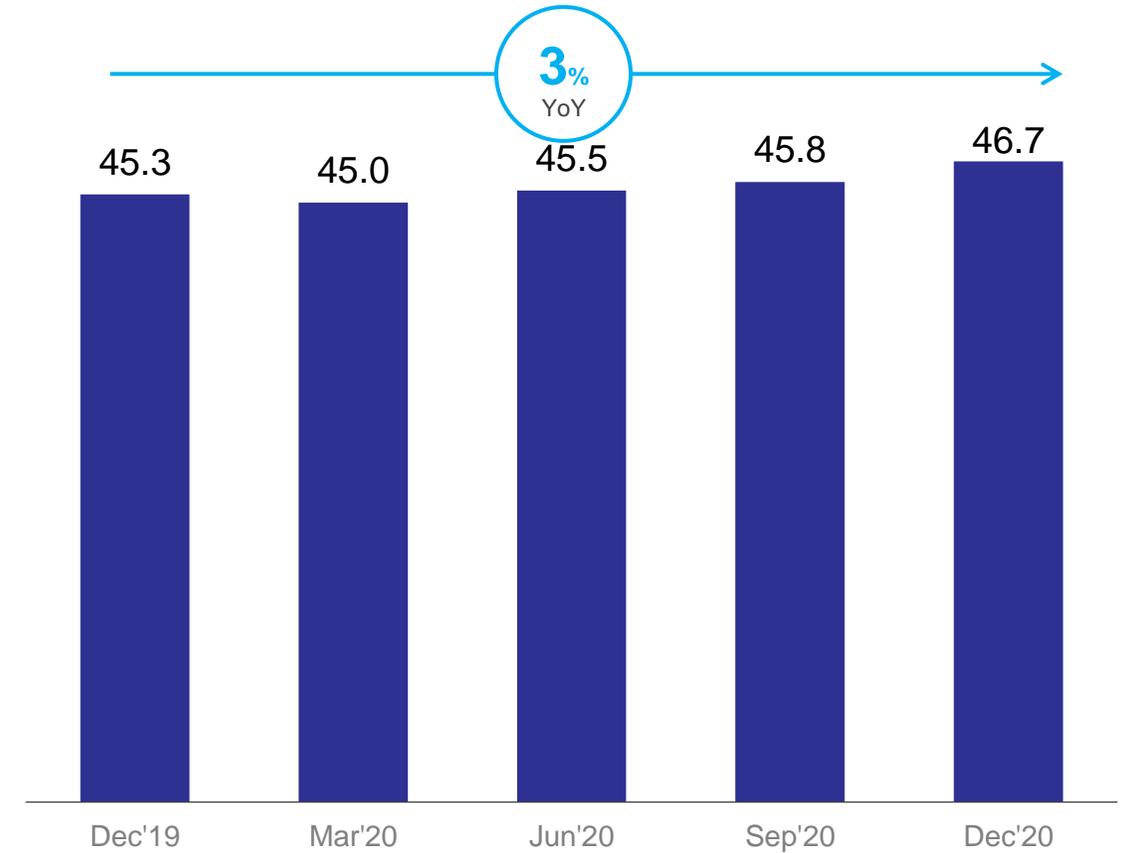
Annualised Revenue Per Paying Subscriber

(Figures in Rupees Thousands)

Yearly trends



Quarterly trends



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 annualized runrate



Figures have been rounded off

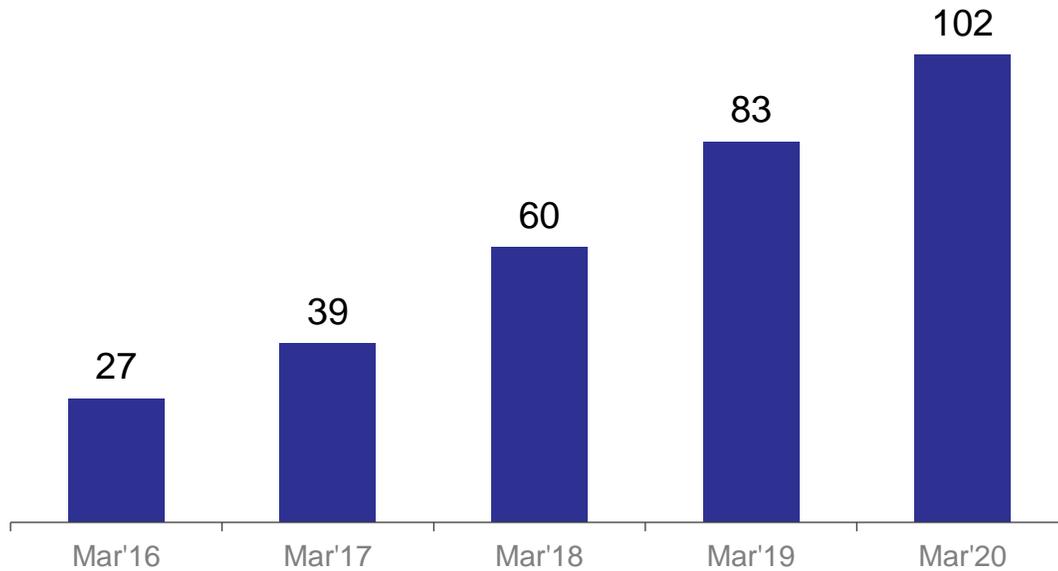
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Registered Buyers

(Figures in Millions)

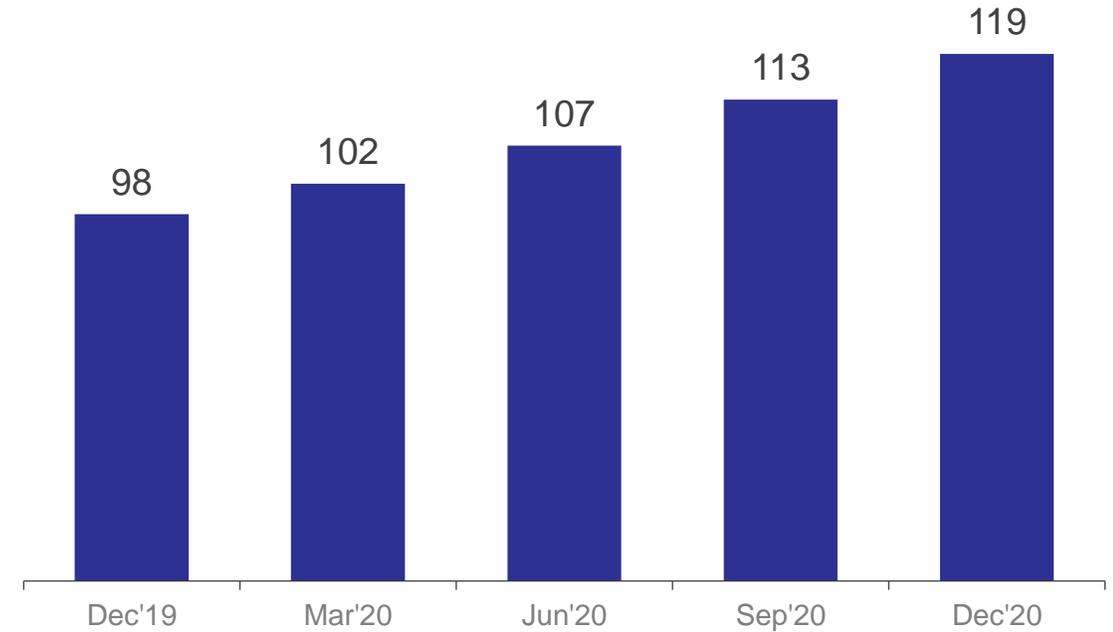
Yearly trends

39%
CAGR



Quarterly trends

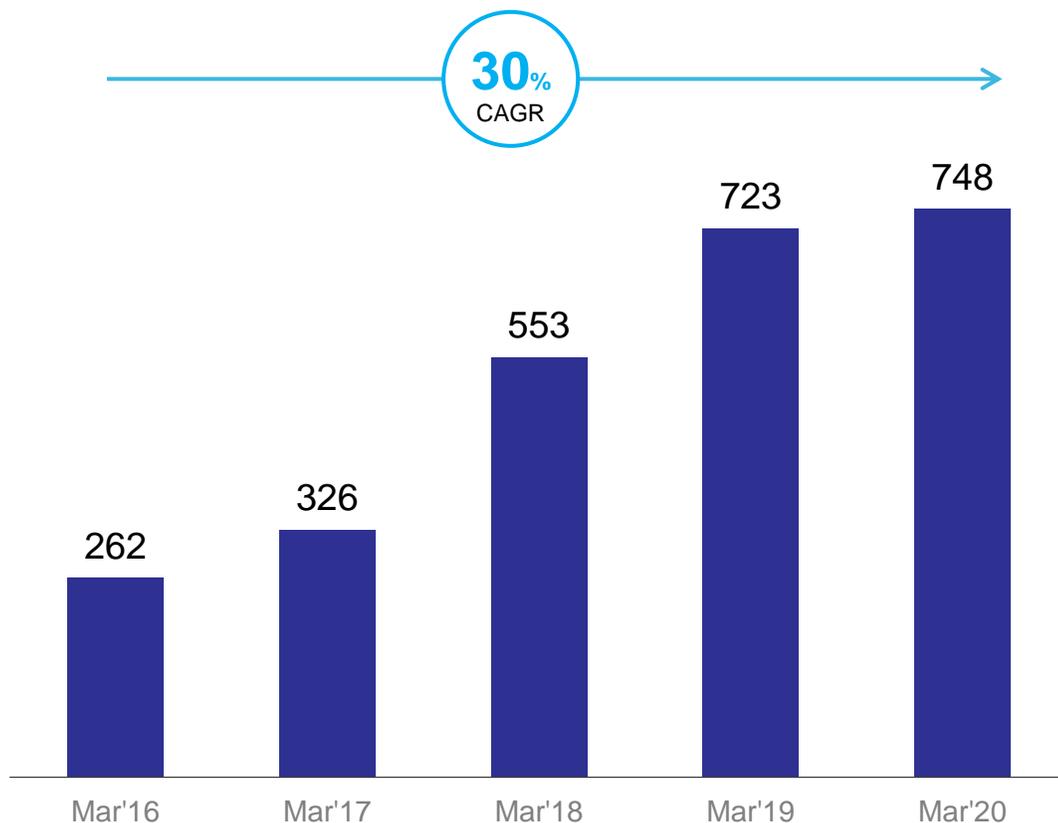
22%
YoY



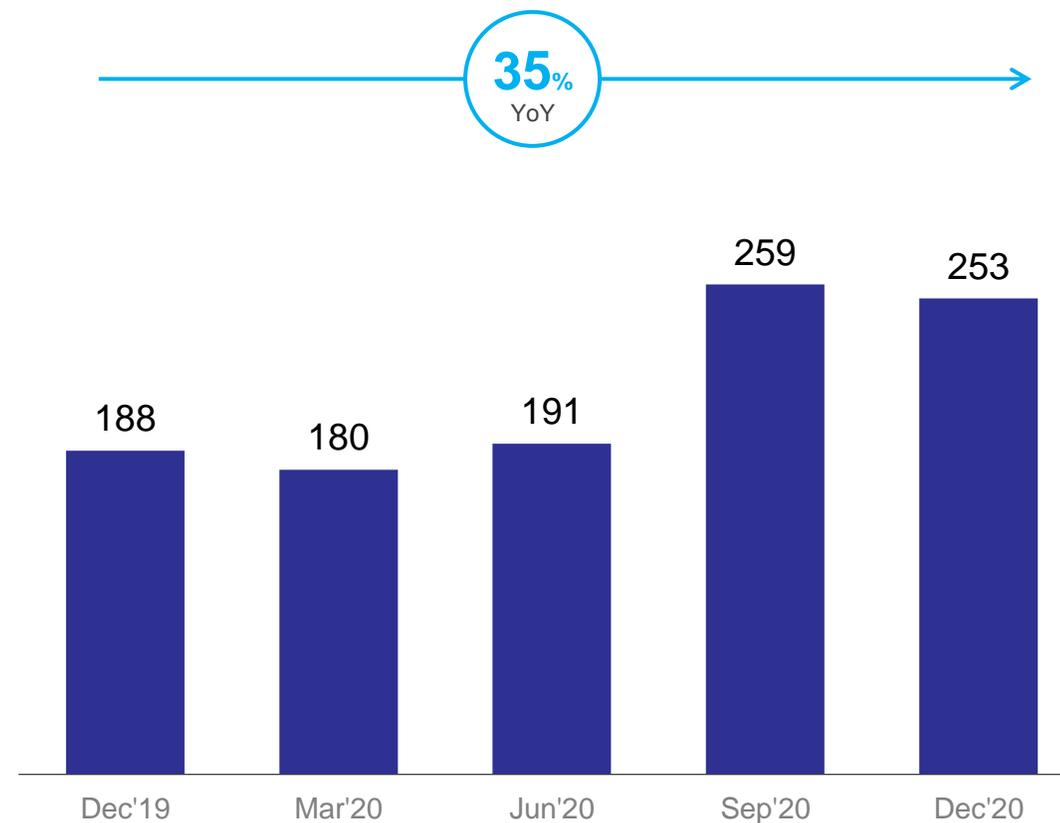
Figures have been rounded off

IndiaMART InterMESH Ltd

Yearly trends



Quarterly trends



~81% of traffic is through mobile

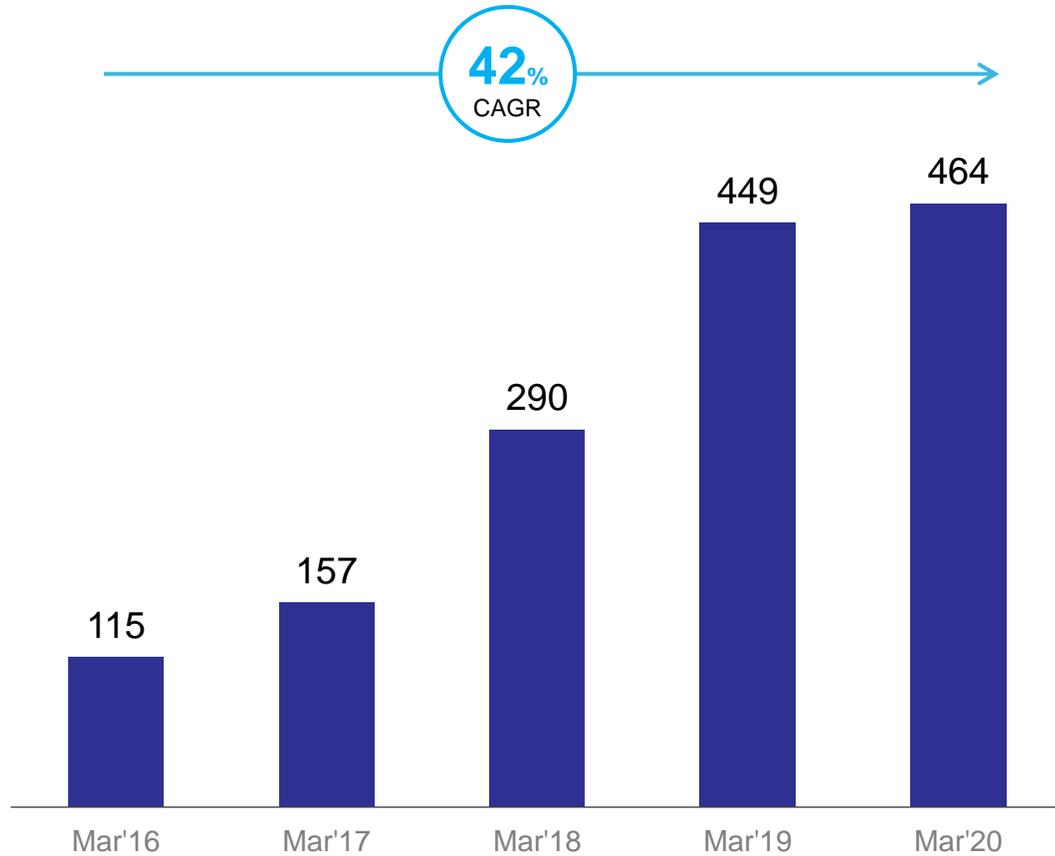


*Traffic is defined as the number of visits done on the desktop website, mobile website and mobile application of the company
Figures have been rounded off

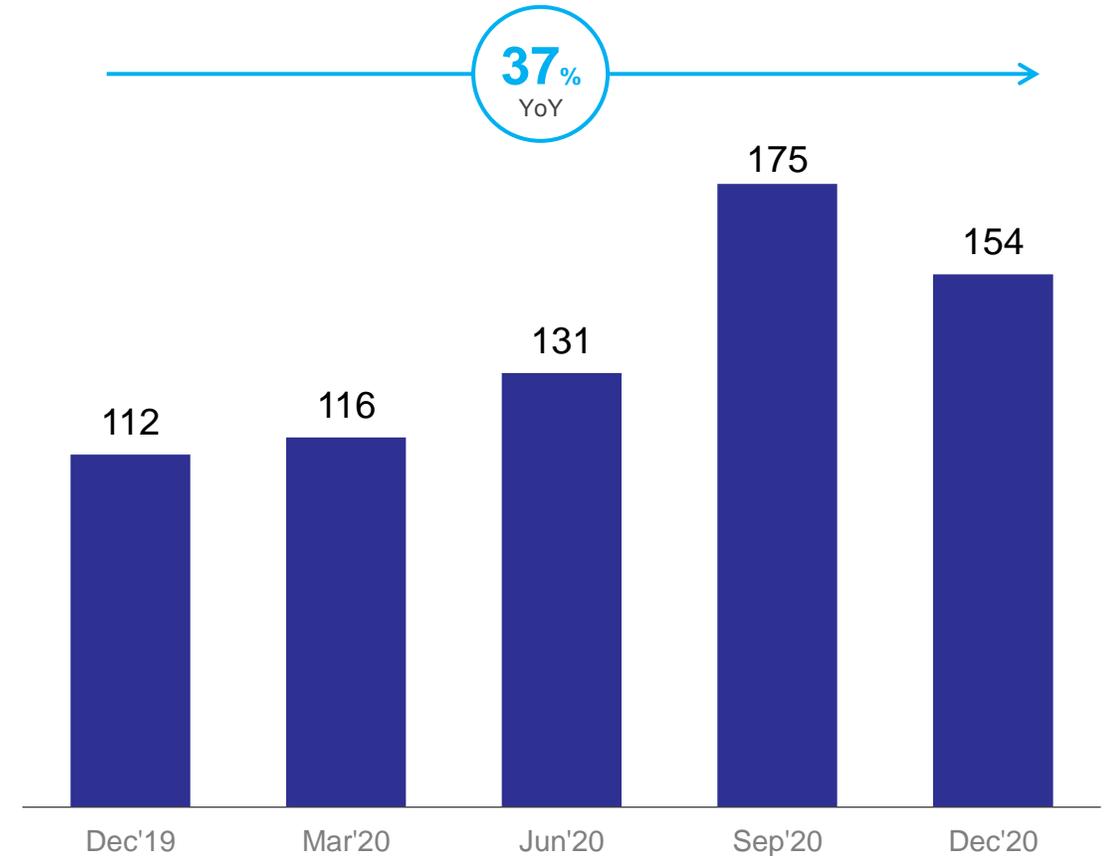
Business Enquiries Delivered

(Figures in Millions)

Yearly trends



Quarterly trends



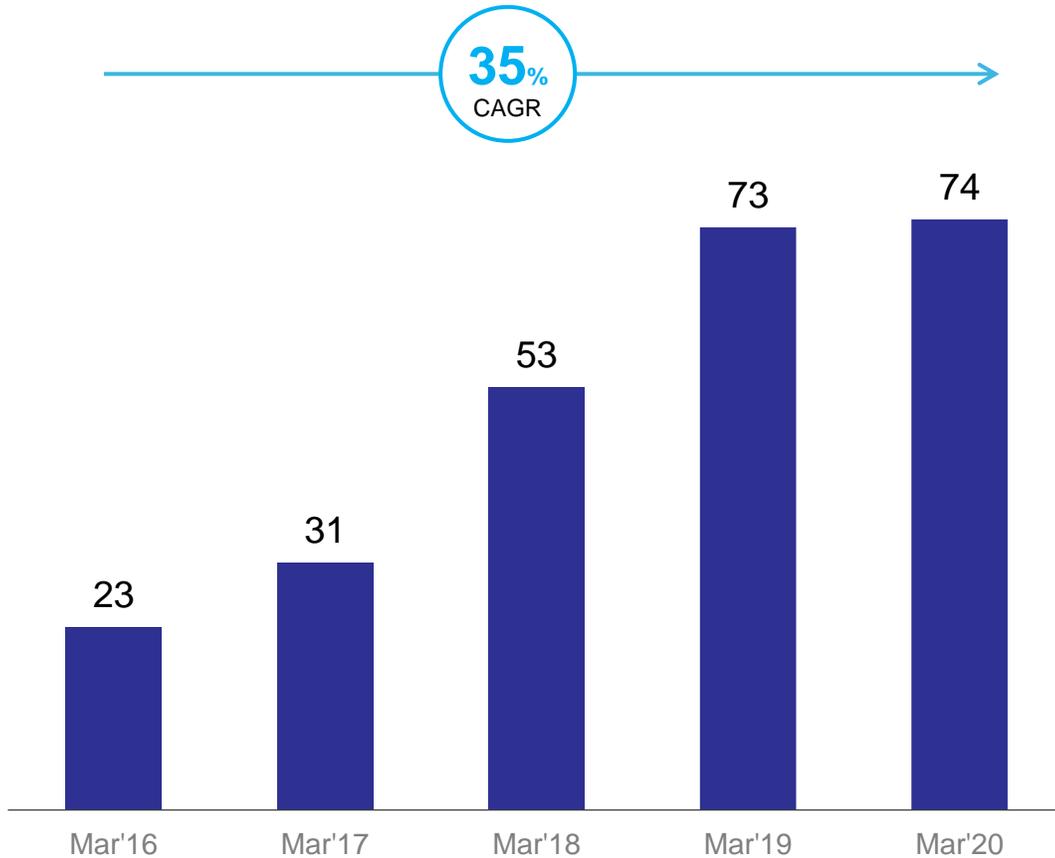
Figures have been rounded off

IndiaMART InterMESH Ltd

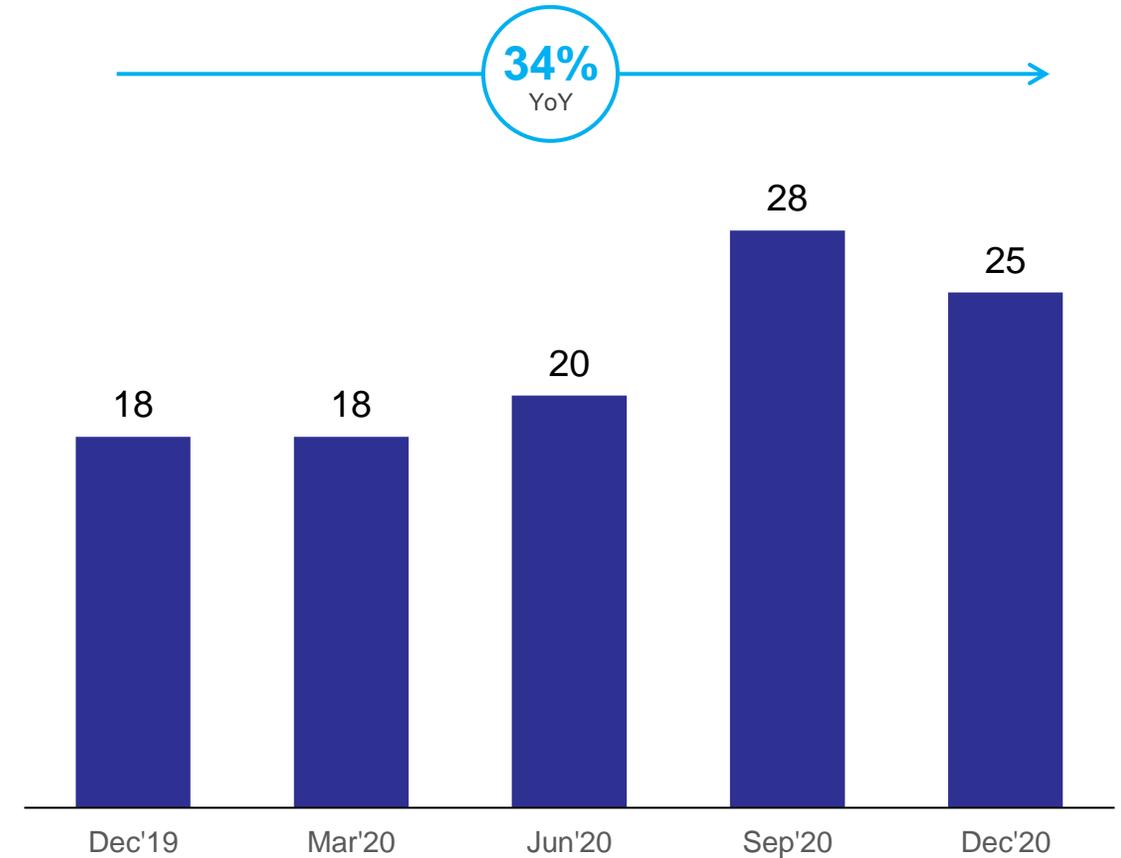
Unique Business Enquiries*

(Figures in Millions)

Yearly trends



Quarterly trends



* We consider a buyer posting an enquiry at least once as one unique buyer for that day. If the same buyer post another enquiry on a different day, he is considered as another different unique buyer. Sum of all such unique quarterly and yearly buyers is mentioned in the Quarterly and Yearly trends, respectively

Figures have been rounded off



Operational Metrics Summary

As at end of/ during	FY18	FY 2018-19					FY 2019-20					FY 2020-21		
		Q1	Q2	Q3	Q4	FY19	Q1	Q2	Q3	Q4	FY20	Q1	Q2	Q3
Key Metrics - Operational														
Registered buyers (mn)	60	66	72	78	83	83	88	93	98	102	102	107	113	119
Total business enquiries delivered (mn)	290	98	118	120	112	449	113	123	112	116	464	131	175	154
Daily Unique Business Enquiries (mn)	53	17	19	19	18	73	18	20	18	18	74	20	28	25
Total Traffic (mn)	553	181	198	173	171	723	184	196	188	180	748	191	259	253
Total Products Live (mn)	50	55	58	59	61	61	62	63	66	67	67	68	69	71
Indian supplier storefronts (mn)	4.7	5.1	5.4	5.4	5.5	5.5	5.6	5.7	5.9	6.0	6.0	6.1	6.2	6.4
Paying subscription suppliers (000s)	108	113	119	124	130	130	133	137	142	147	147	133	141	148
Annualized revenue per Paying customer (ARPU) ¹ (Rs)	37,246	39,443	40,204	42,309	41,701	38,373	43,565	44,608	45,330	44,961	42,272	45,452	45,809	46,707
Revenue Share - Top 10% Paying subscription suppliers	39%					40%	41%	41%	41%	41%	41%	43%	41%	41%
Employees														
Total Employees	2,609	2,861	2,870	2,939	2,995	2,995	3,160	3,324	3,373	3,307	3,307	3,150	2,917	2,826
Outsourced field sales representative	979	1,023	975	1,003	1,067	1,067	1,138	1,350	1,374	1,405	1,405	1,315	1,000	874
Total Sales and Service representative	2,921	3,142	3,085	3,181	3,316	3,316	3,536	3,874	3,917	3,929	3,929	3,690	3,249	3,055

(1) Represents Revenue from operations for the period divided by Paying subscription suppliers at period end.



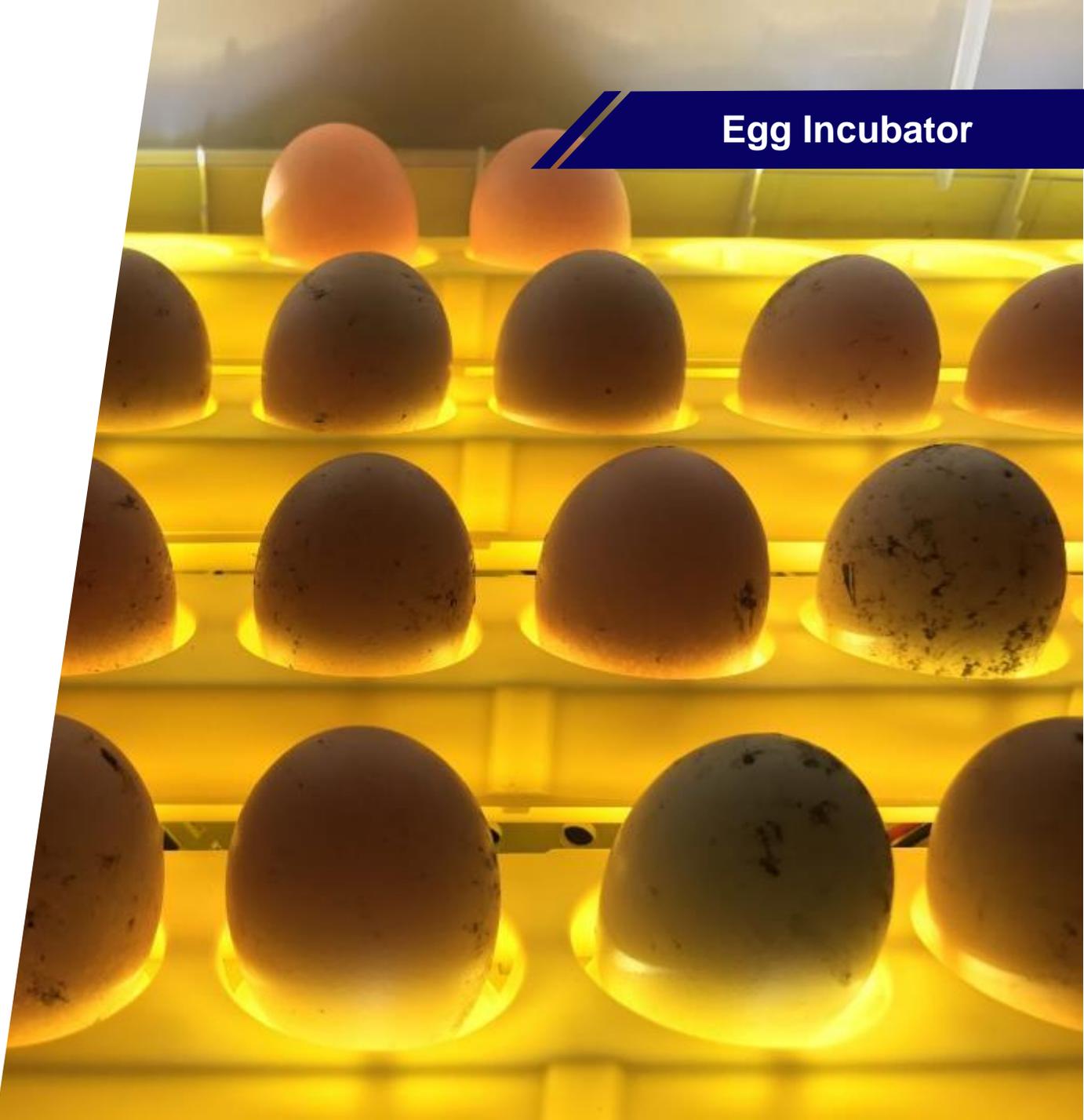
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IndiaMART InterMESH Ltd



Financial Performance

Standalone Basis



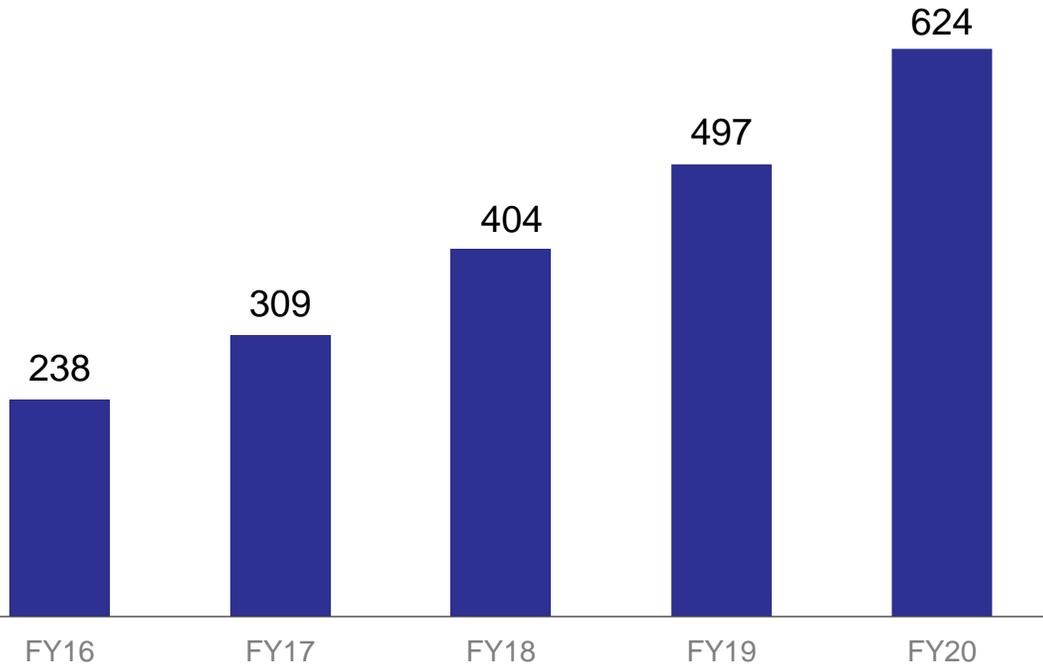
Egg Incubator

Revenue from Operations - Standalone

(₹ in Crores)

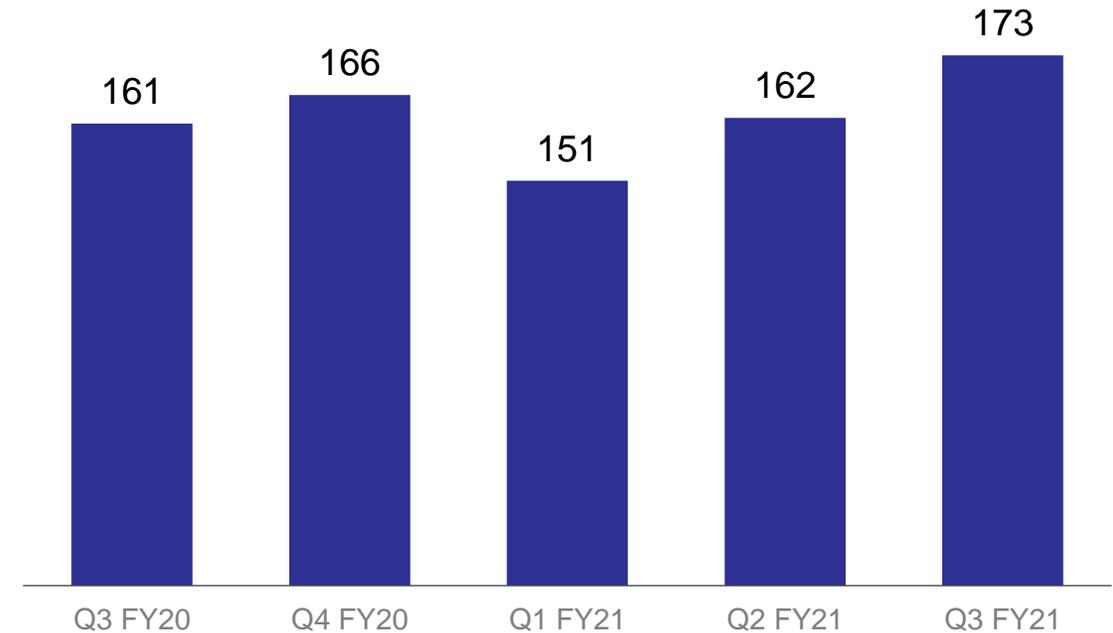
Yearly trends

27%
CAGR



Quarterly trends

8%
YoY



~41% of revenue contributed by top 10% of paying subscription suppliers



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

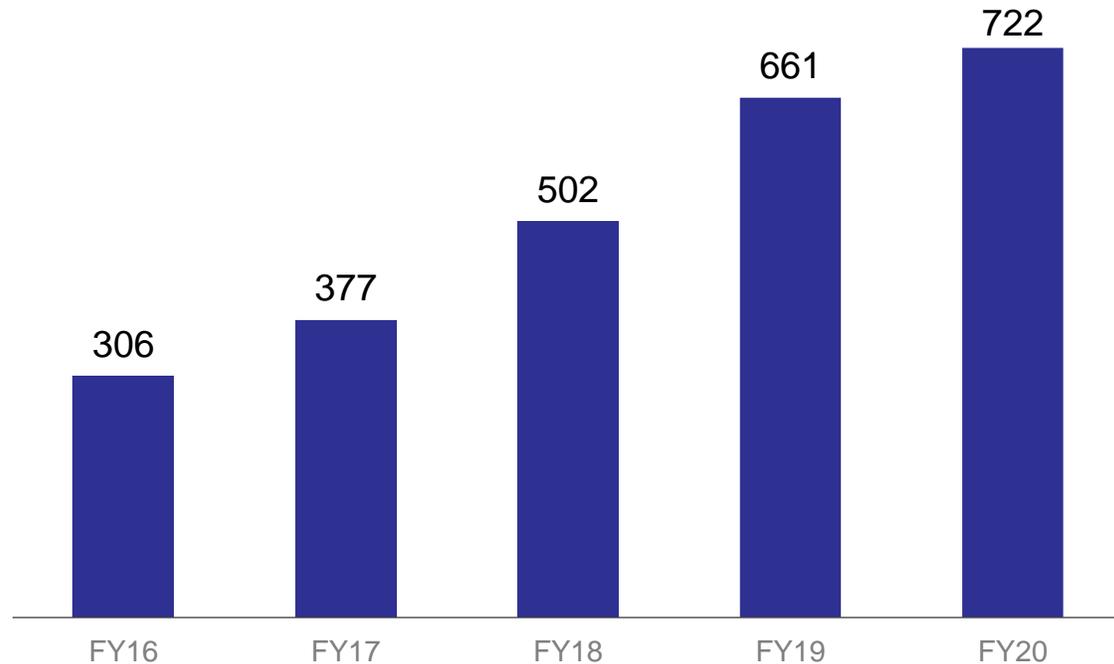
IndiaMART InterMESH Ltd

Collections from Customer - Standalone

(₹ in Crores)

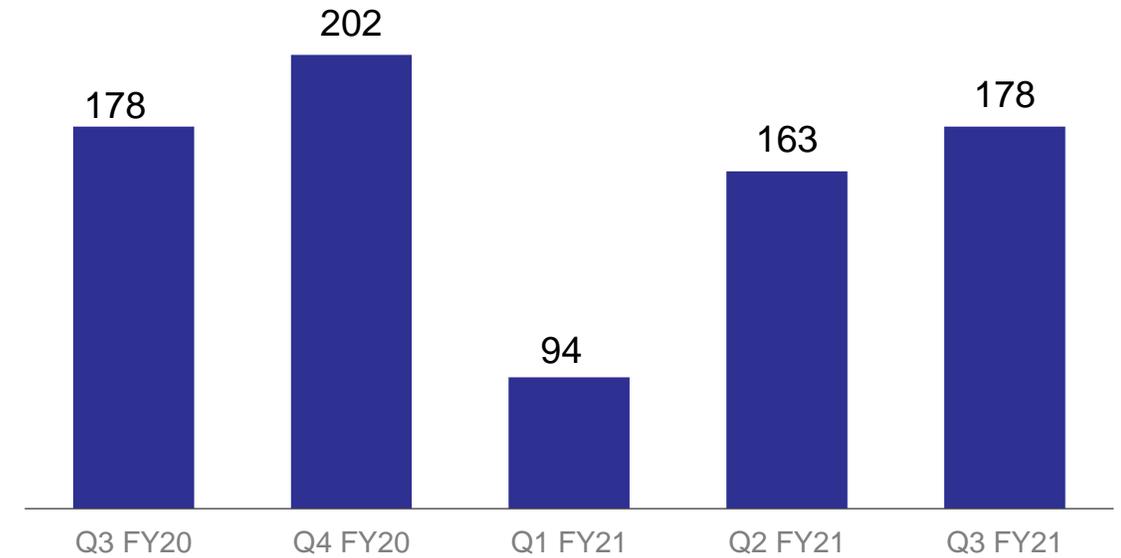
Yearly trends

24%
CAGR



Quarterly trends

0.03%
YoY



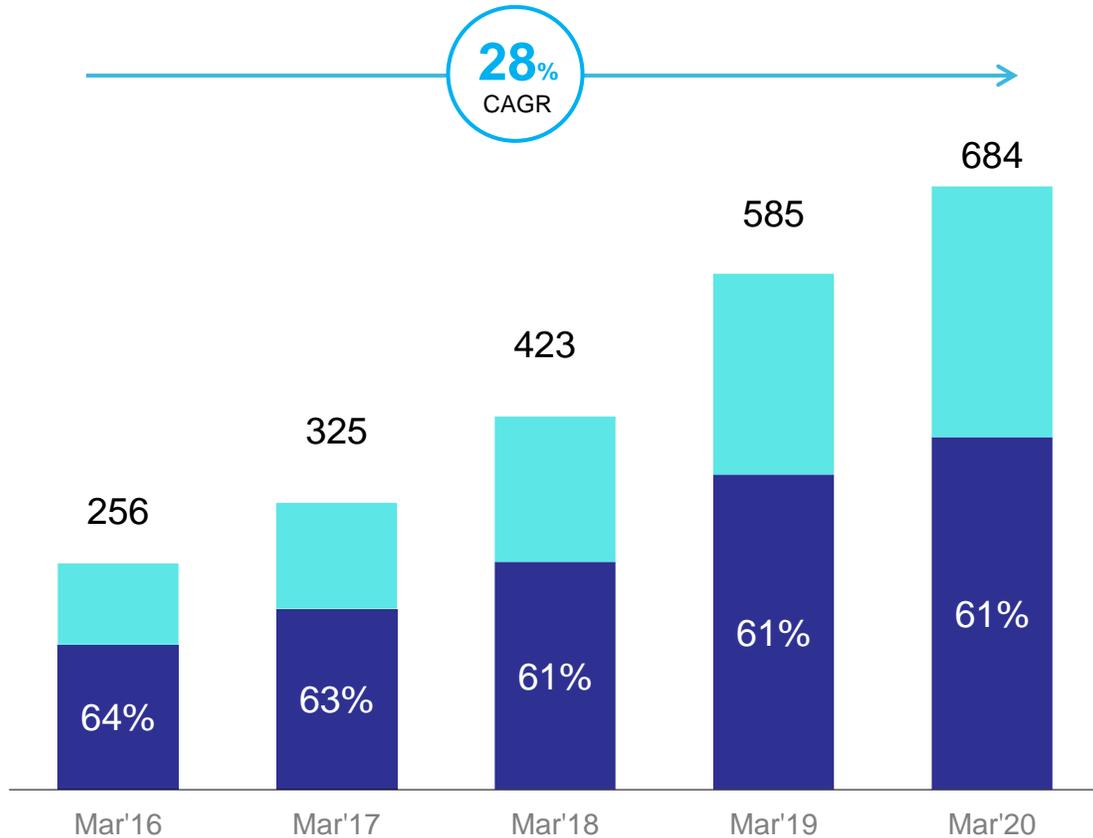
Note: Above figures have been calculated by dividing financials (in mn) by 10; Figures have been rounded off

Deferred Revenue* - Standalone

(₹ in Crores)

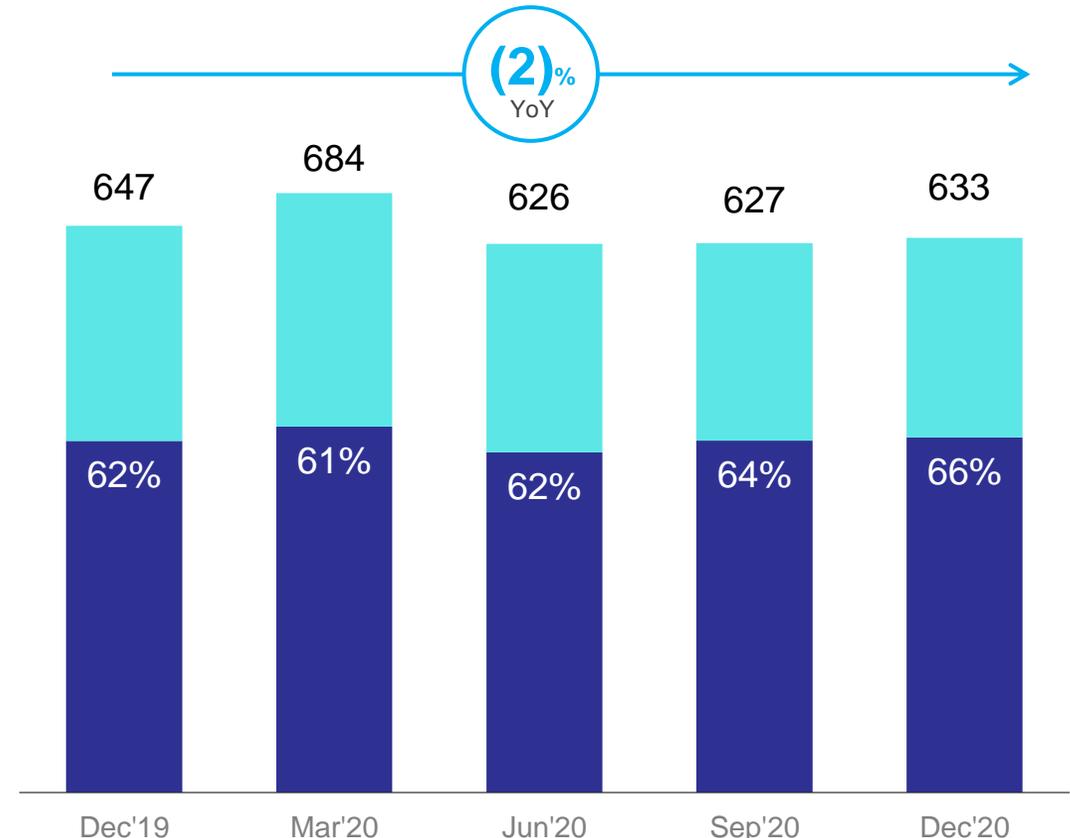
Yearly trends

28%
CAGR



Quarterly trends

(2)%
YoY



Current

* Refers to contract liabilities in the financial statements, i.e. including advances from customers



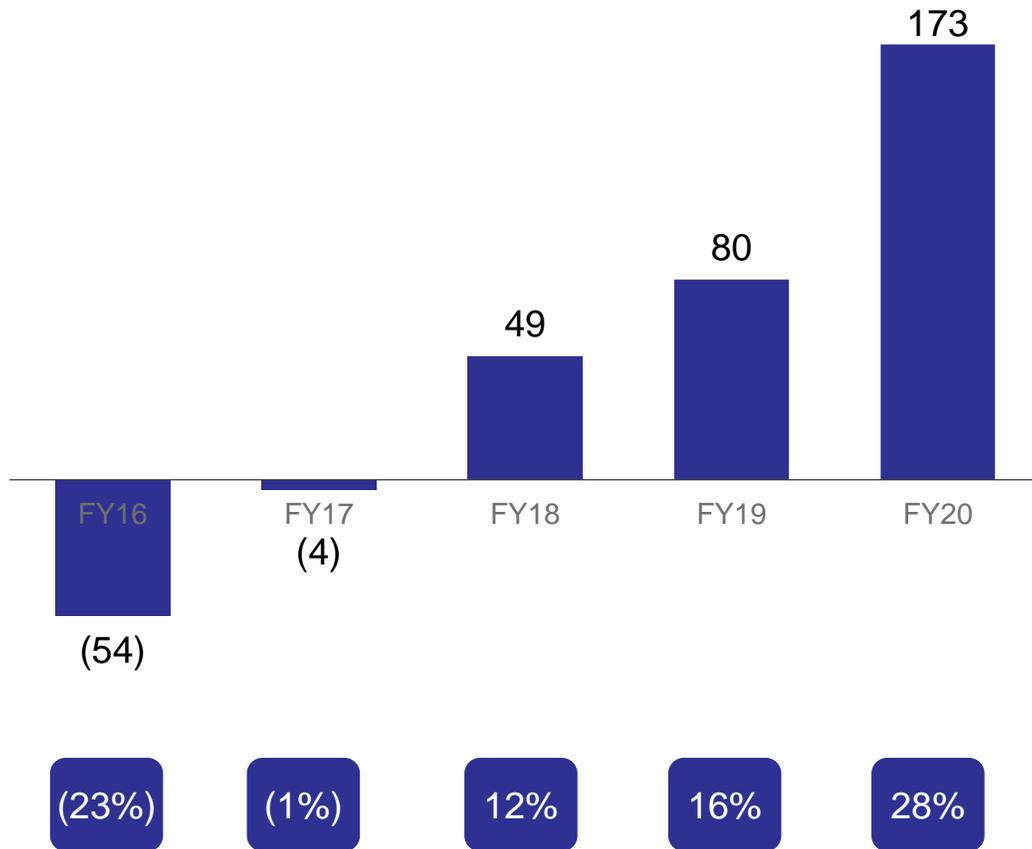
Note: Above figures have been calculated by dividing financials (in mn) by 10; Figures have been rounded off

IndiaMART InterMESH Ltd

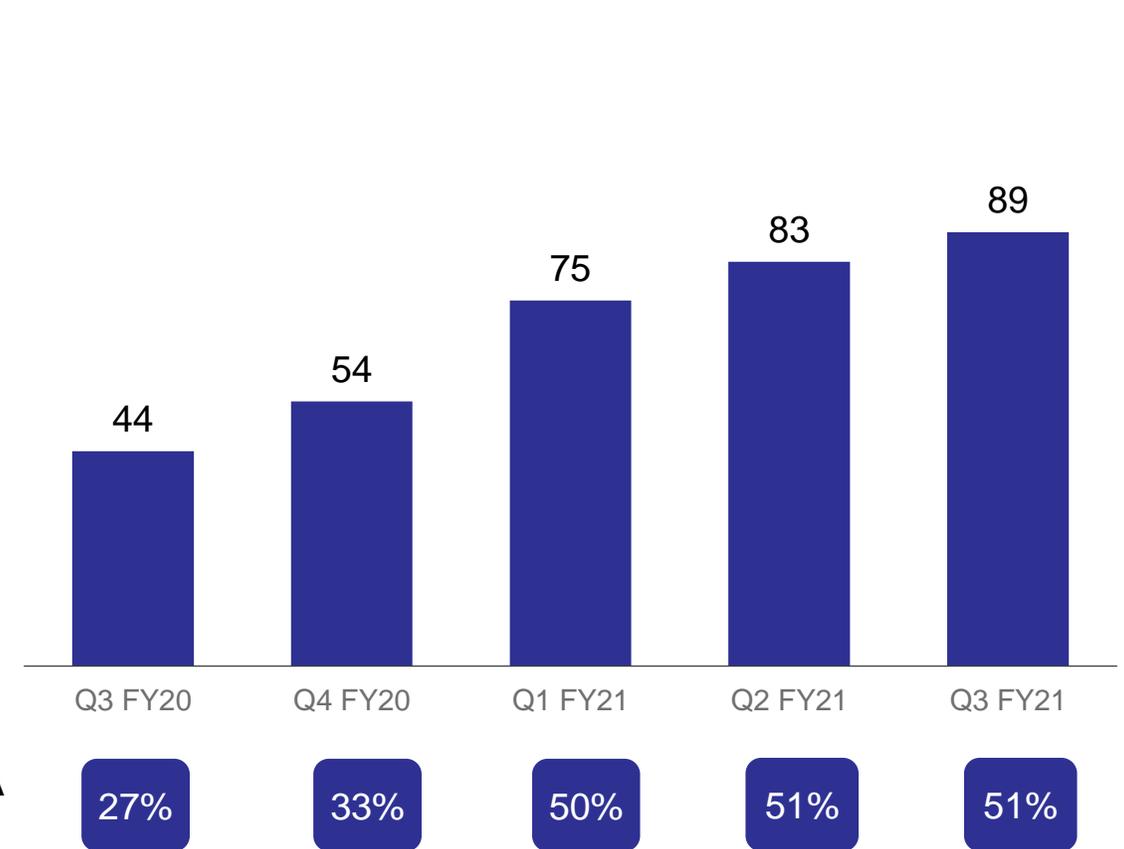
EBITDA - Standalone

(₹ in Crores)

Yearly trends



Quarterly trends



The company has adopted IND AS -116 from 1st April 2019, impacting EBITDA by increase of Rs. 4.5 Crores in Q1 FY20 and Rs. 4.8 crores in Q2 FY20 and Rs. 4.8 crores in Q3 FY20 and Rs. 4.4 crores in Q4 FY20 and Rs. 3 crores in Q1 FY21 and Rs. 3.9 crores in Q2 FY21 and Rs. 3.3 crores in Q3FY21

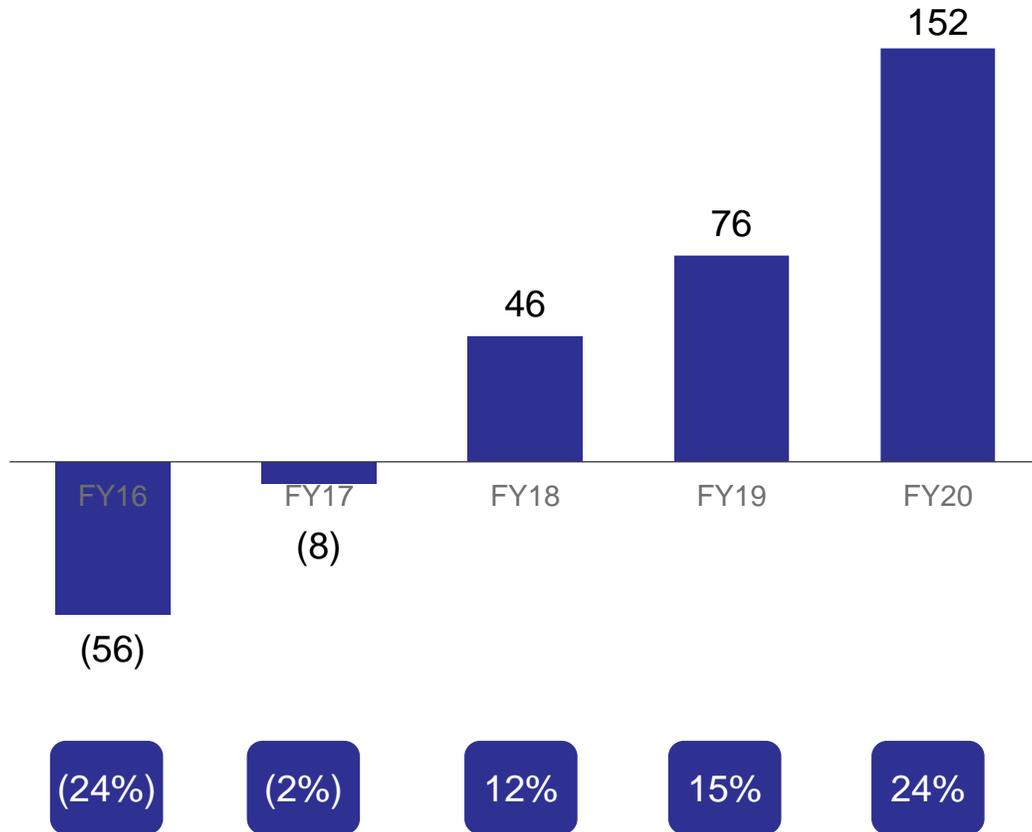


Note: Above figures have been calculated by dividing financials (in mn) by 10; Figures have been rounded off

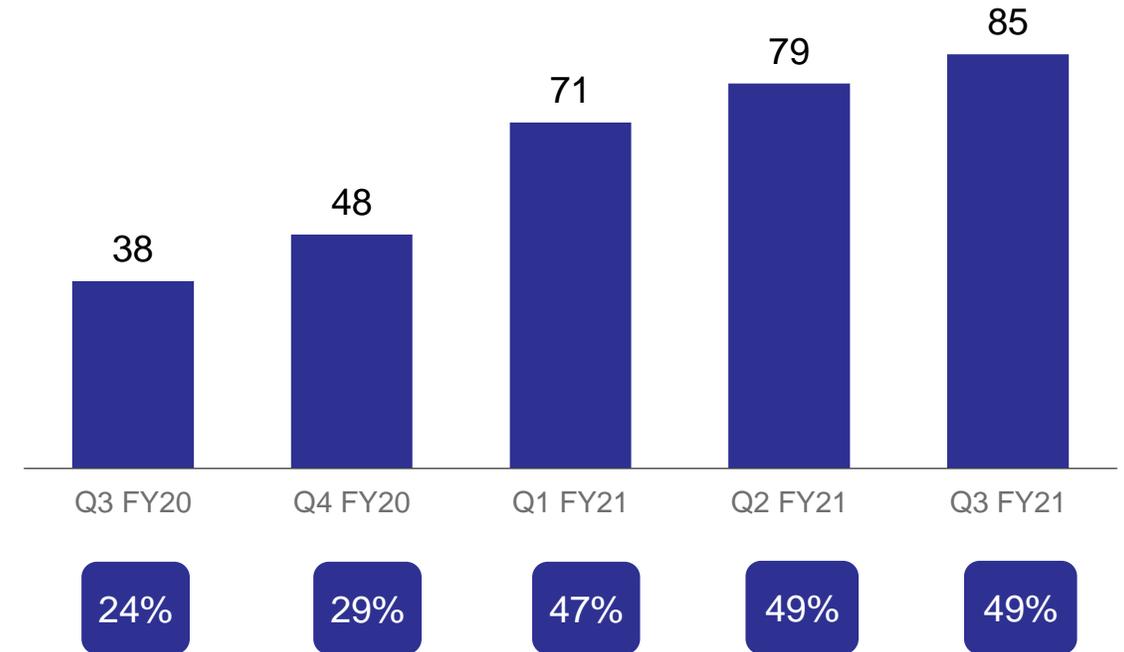
EBIT - Standalone

(₹ in Crores)

Yearly trends



Quarterly trends

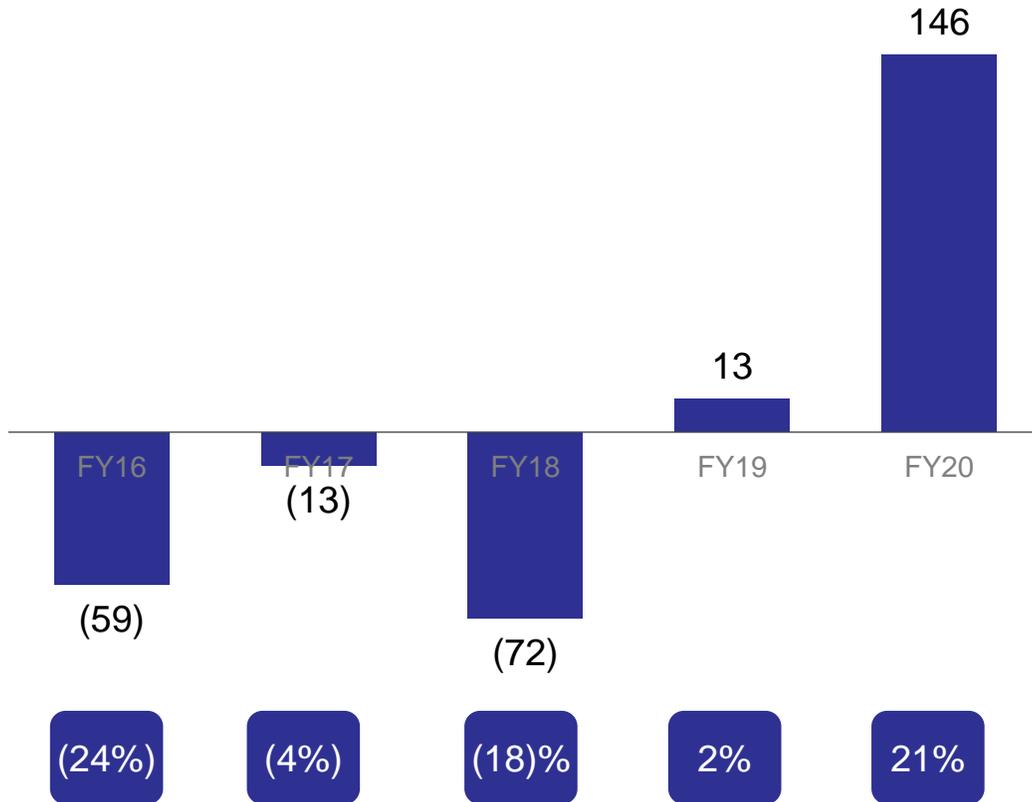


Note: Above figures have been calculated by dividing financials (in mn) by 10; Figures have been rounded off

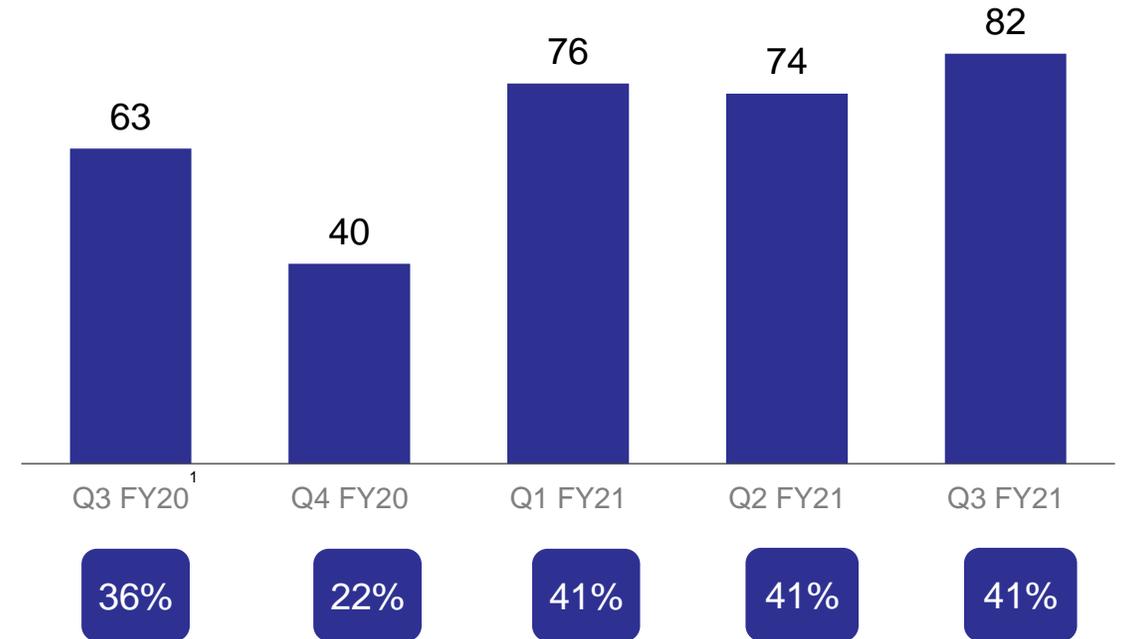
PAT - Standalone

(₹ in Crores)

Yearly trends



Quarterly trends



Note:

1.Net Profit for the quarter ending December 2019 included Deferred Tax Credit of Rs. 22.9 Crores on account of certain timing differences pertaining to earlier years.



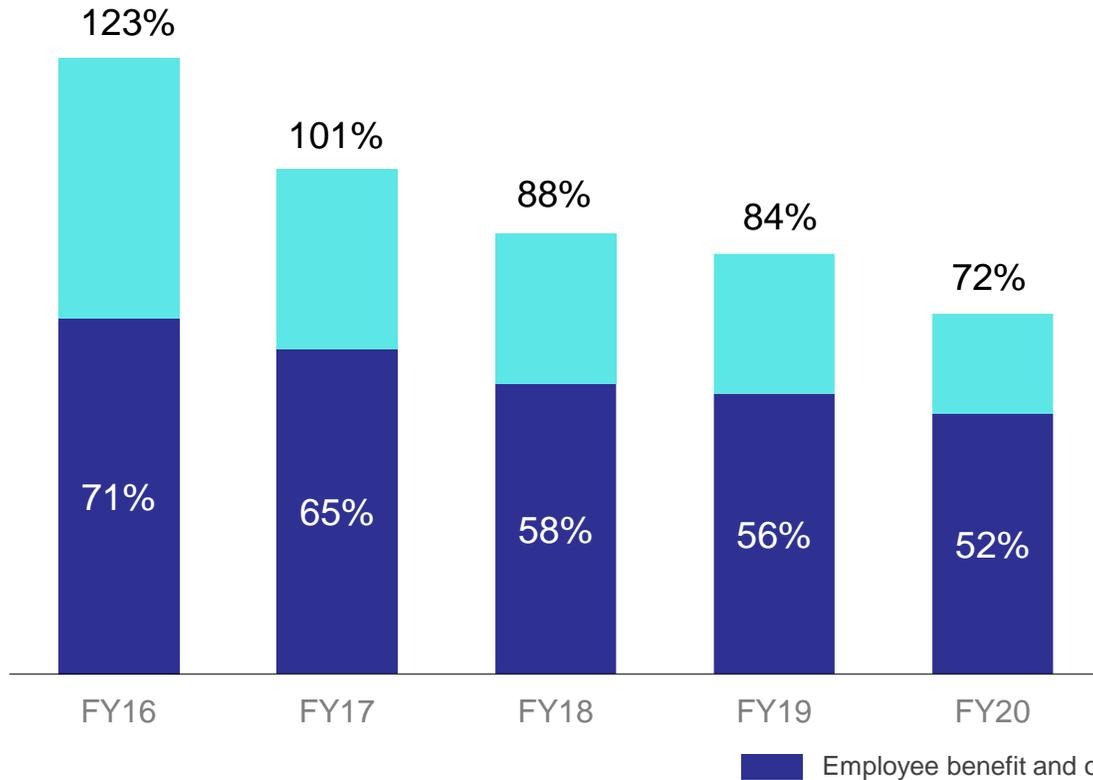
Note: Above figures have been calculated by dividing financials (in mn) by 10; Figures have been rounded off

IndiaMART InterMESH Ltd

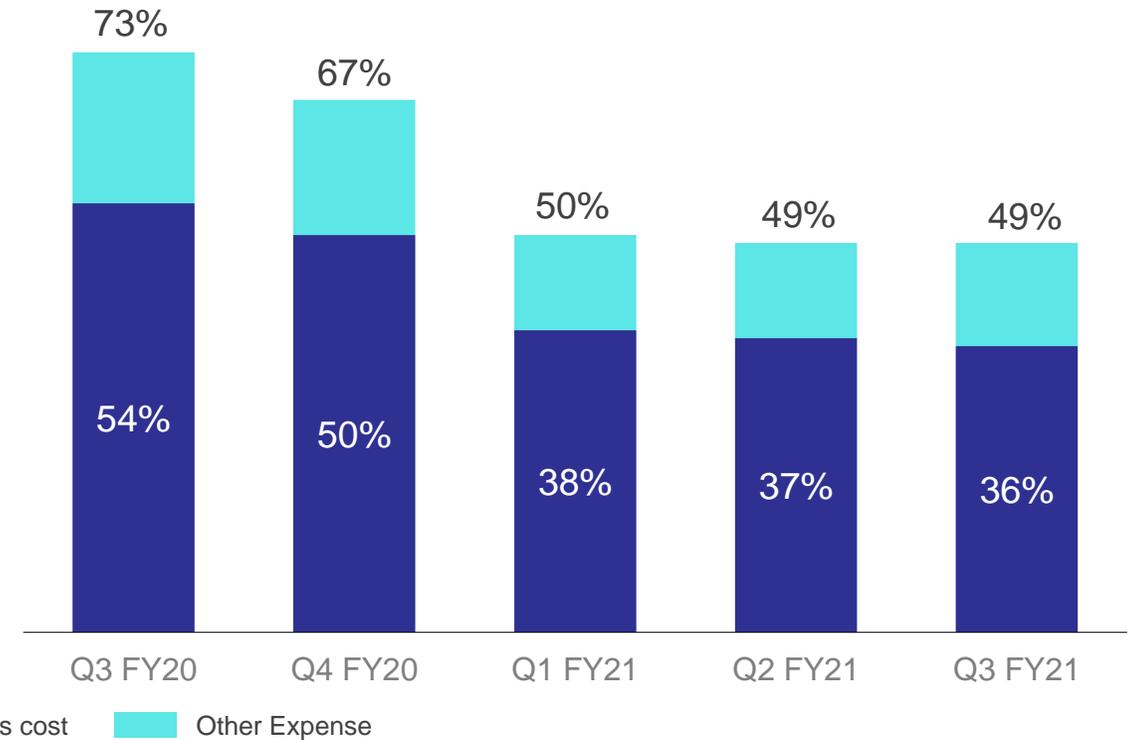
Margin Leverage - Standalone

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

Yearly trends



Quarterly trends



* The company has adopted IND AS -116 from 1st April 2019, impacting margin leverage by 3% in Q1FY20, Q2FY20, Q3FY20 and Q4FY20 and 2% in Q1FY21, Q2FY21 and Q3FY21



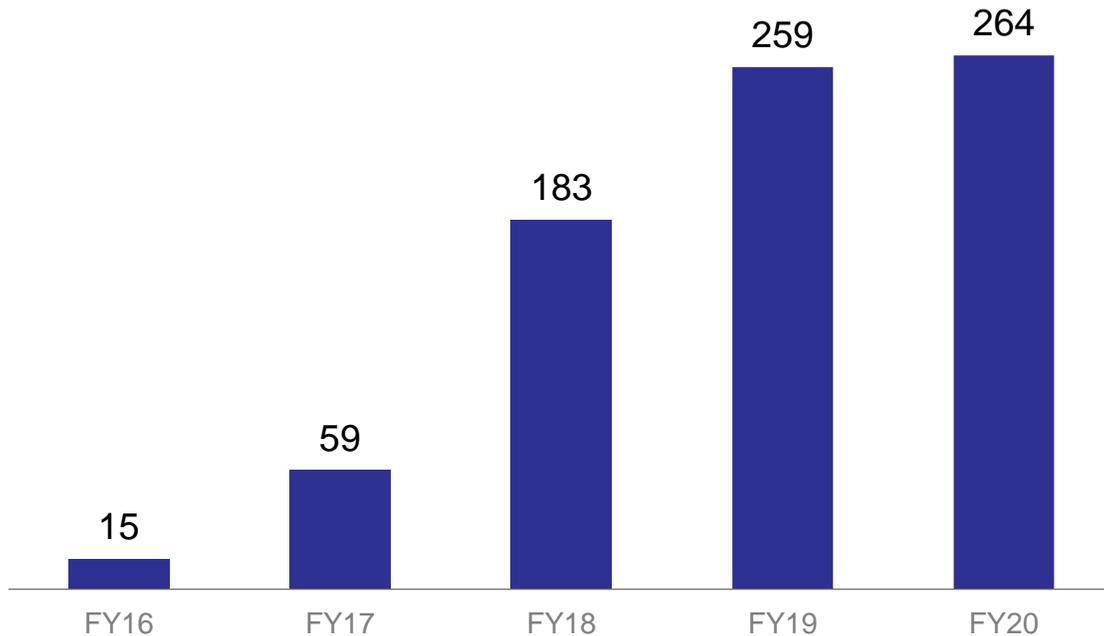
Note: Above figures have been calculated by dividing financials (in mn) by 10; Figures have been rounded off

Cash Generated From Operating Activities - Standalone

(₹ in Crores)

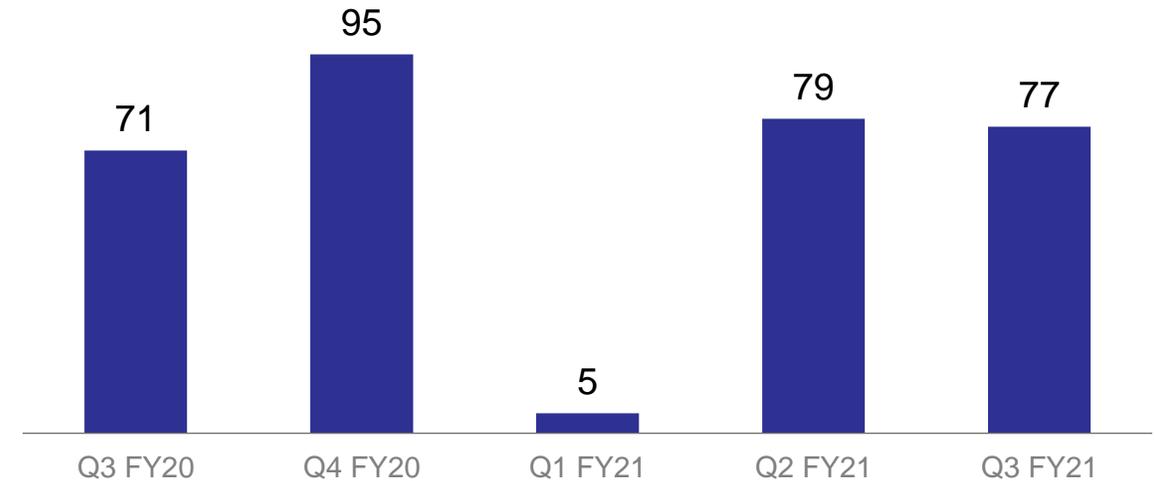
Yearly trends

104%
CAGR



Quarterly trends

9%
YoY



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

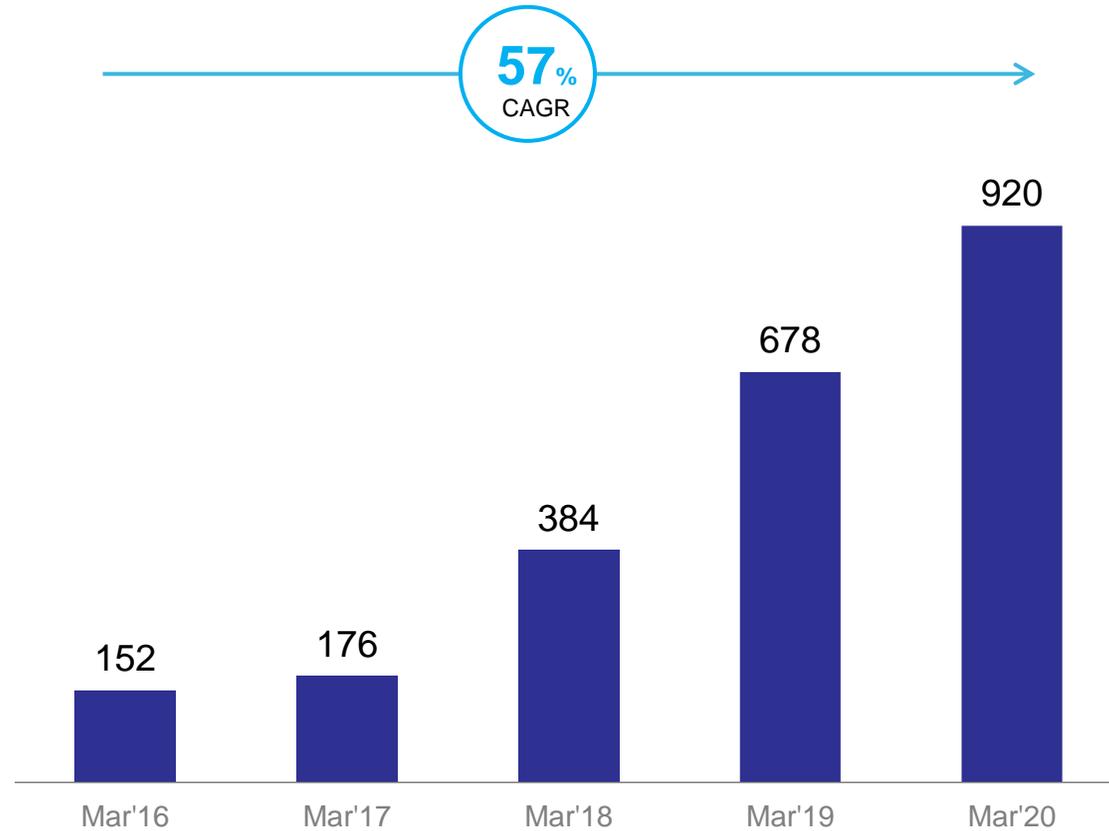
IndiaMART InterMESH Ltd

Cash And Investments* - Standalone

(₹ in Crores)

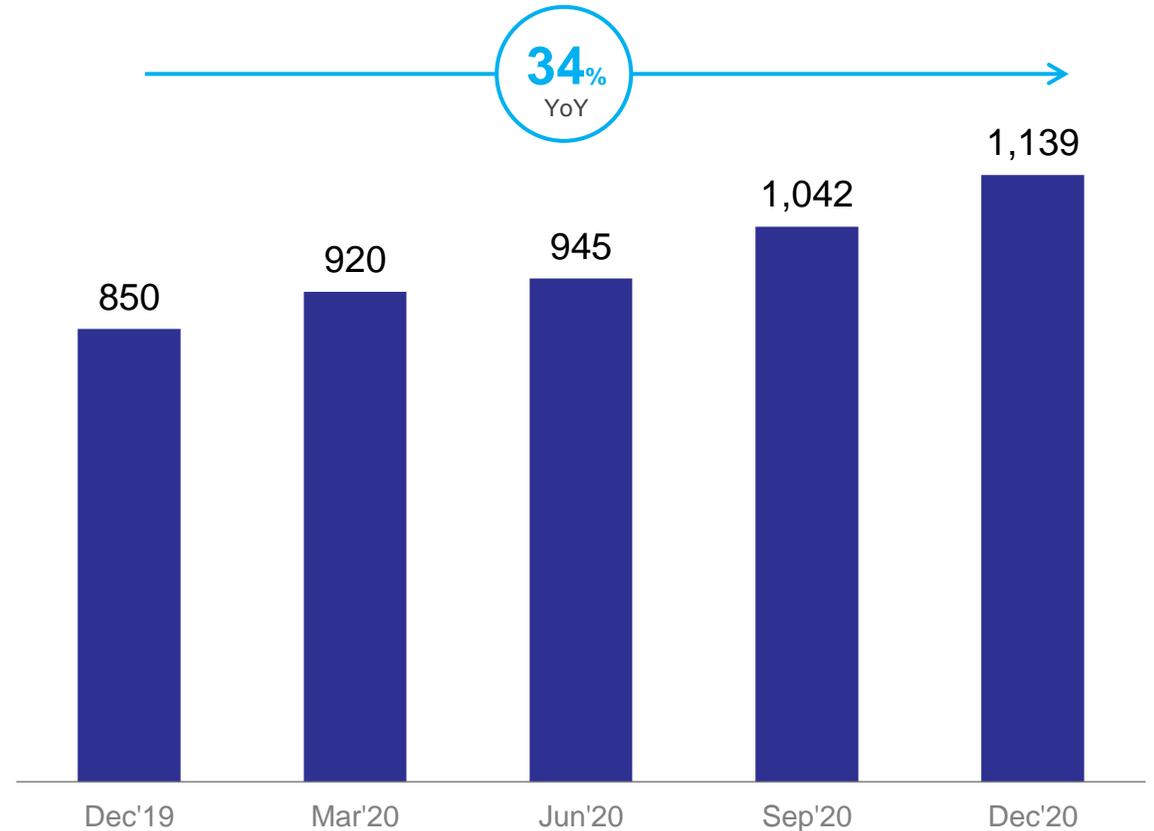
Yearly trends

57%
CAGR



Quarterly trends

34%
YoY



- Refers to Cash and Cash Equivalents and investments in Mutual Funds in the financial statements
- Investment of Rs 31.2 crores in Simply Vyapar Apps Pvt Ltd in Sept 19 and Rs 10 crores in Mobisy Technologies Private Limited in May 20
- The company has paid interim dividend including dividend distribution tax amounting to Rs. 33.3 crores in March 20



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

Financial Performance – Standalone

(₹ in Crores)

Financial Metrics	Q3 FY21	Q3 FY20	YoY Change	Q2 FY21	QoQ Change	9M FY21	9M FY20	YoY Change
Revenue from Operations	173	161	8%	162	7%	486	458	6%
Other Income	25	16	49%	21	17%	79	51	55%
Total Income	197	177	12%	183	8%	565	509	11%
Manpower and Outsourced Sales Cost	63	87	(28%)	60	5%	180	245	(27%)
Other Operating Expense	21	29	(27%)	19	12%	59	94	(37%)
Total Expenses	84	116	(28%)	79	7%	239	339	(29%)
EBITDA	89	44	101%	83	7%	247	119	108%
<i>EBITDA Margin(%)</i>	<i>51%</i>	<i>27%</i>		<i>51%</i>		<i>51%</i>	<i>26%</i>	
Depreciation and amortisation expense	4	6	(34%)	4	(12%)	12	15	(18%)
Others ¹	2	0.6	190%	2	(5%)	5	2	217%
Profit Before Tax	108	54	99%	98	10%	308	153	101%
Tax Expense	26	(9)	-	23	13%	76	47	62%
Net Profit	82	63	28%	74	9%	233	106	119%
<i>Net Profit Margin(%)</i>	<i>41%</i>	<i>36%</i>		<i>41%</i>		<i>41%</i>	<i>21%</i>	
EPS (Rs.)	28.1	21.9	28%	25.8	9%	80.4	36.9	118%
Cash Generated from Operating Activities	77	71	9%	79	(2%)	161	169	(5%)
Collections from Customers	178	178	0%	163	10%	436	520	(16%)

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)

Assets	Dec-20	Mar-20
PPE ¹ , CWIP ¹ and Intangible assets, other non-current assets	3.3	5.5
Right-of-use asset	65.9	80.0
Investment in subsidiaries and associates	31.4	31.6
Financial assets		
Bank Deposits	-	35.0
Others	24.5	13.9
Deferred and Non-current tax asset	21.4	45.5
Total Non-Current Assets	146.5	211.4
Financial assets		
Cash & Investments	1,138.7	885.3
Others	6.9	9.9
Current Tax and other current assets	11.9	12.2
Total Current Assets	1,157.6	907.4
Total Assets	1,304.0	1,118.8

Equity and Liabilities	Dec-20	Mar-20
Total Equity	510.2	274.5
Financial liabilities		
Lease Liabilities	54.5	61.2
Deferred tax liabilities (net)	11.7	-
Provisions	31.4	25.8
Contract liabilities	217.9	269.7
Total Non-current Liabilities	315.5	356.8
Financial liabilities		
Lease Liabilities	11.6	15.3
Others	34.6	43.1
Provisions	4.4	4.0
Contract liabilities	415.2	413.8
Other current liabilities	12.5	11.3
Total Current Liabilities	478.3	487.5
Total Equity and Liabilities	1,304.0	1,118.8

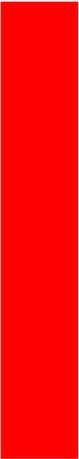
Notes

1. PPE: Property, plant and equipment, CWIP: Capital Work in Progress



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

IndiaMART InterMESH Ltd



Financial Performance

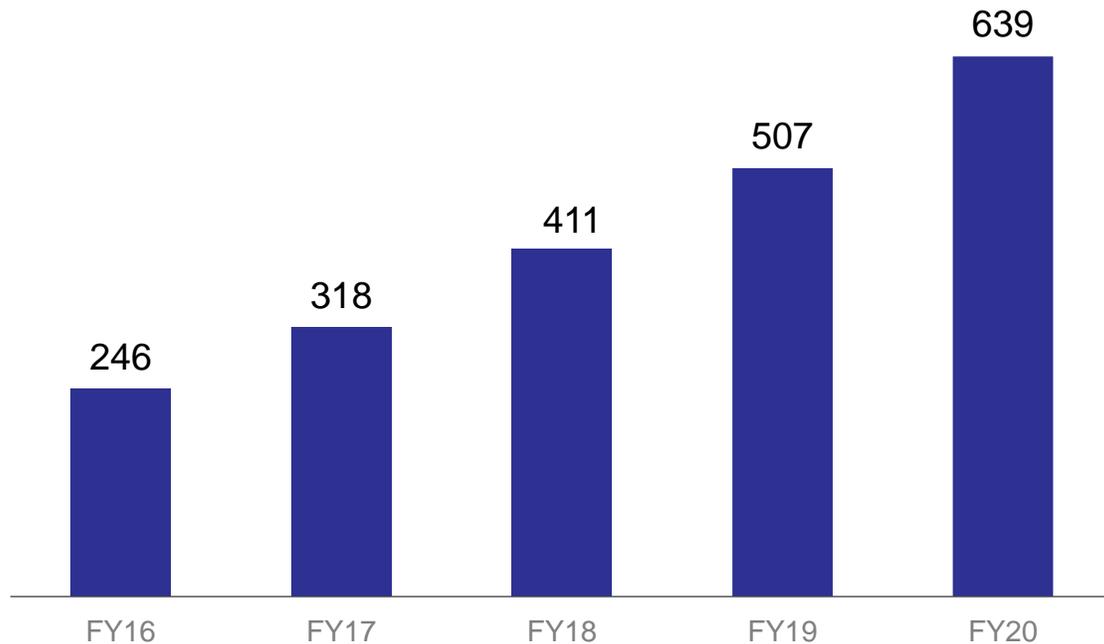
Consolidated Section

Revenue from Operations - Consolidated

(₹ in Crores)

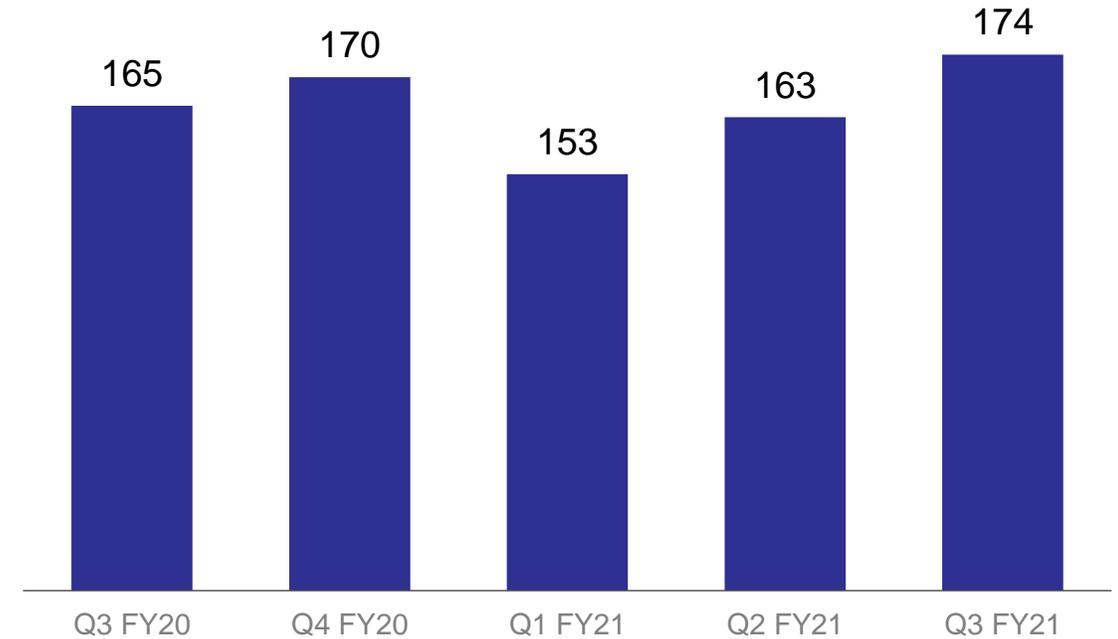
Yearly trends

27%
CAGR



Quarterly trends

5%
YoY



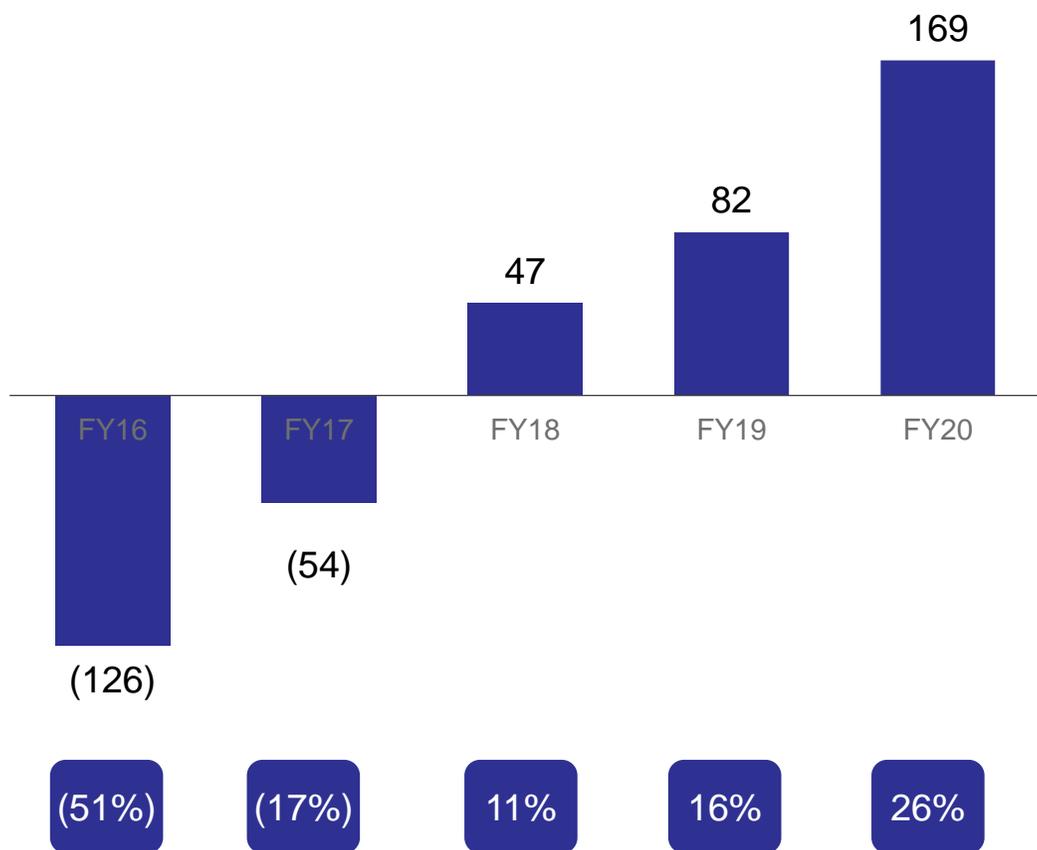
Note: Above figures have been calculated by dividing financials (in mn) by 10; Figures have been rounded off

IndiaMART InterMESH Ltd

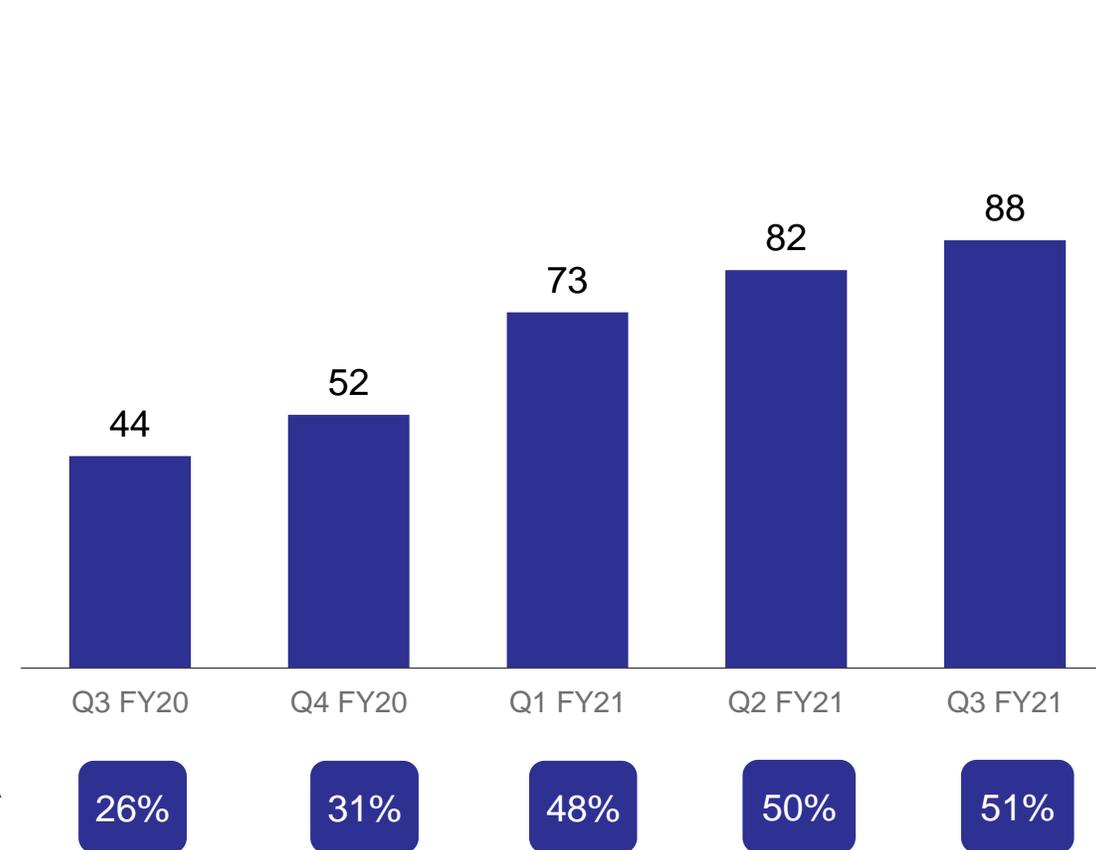
EBITDA - Consolidated

(₹ in Crores)

Yearly trends



Quarterly trends



The company has adopted IND AS -116 from 1st April 2019, impacting EBITDA by increase of Rs. 4.5 Crores in Q1 FY20 and Rs. 4.8 crores in Q2 FY20 and Rs. 4.8 crores in Q3 FY20 and Rs. 4.4 crores in Q4 FY20 and Rs. 3 crores in Q1 FY21 and Rs. 3.9 crores in Q2 FY21 and Rs. 3.3 crores in Q3FY21

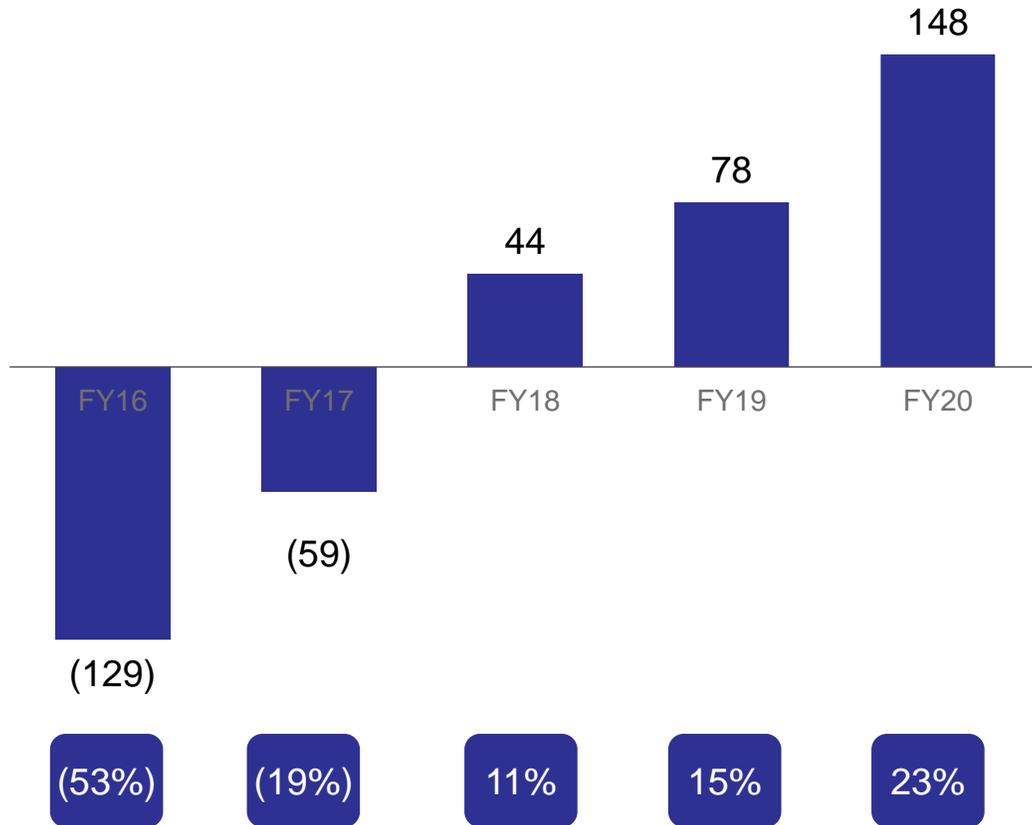


Note: Above figures have been calculated by dividing financials (in mn) by 10; Figures have been rounded off

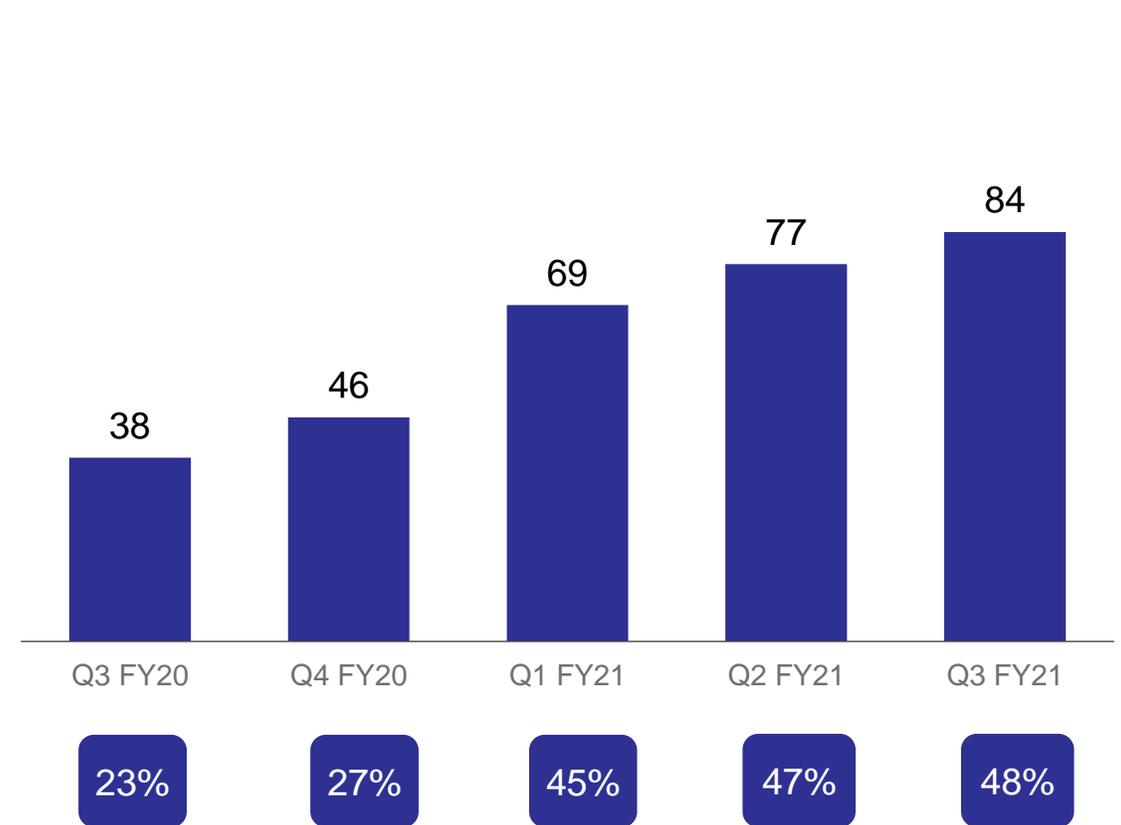
EBIT - Consolidated

(₹ in Crores)

Yearly trends



Quarterly trends

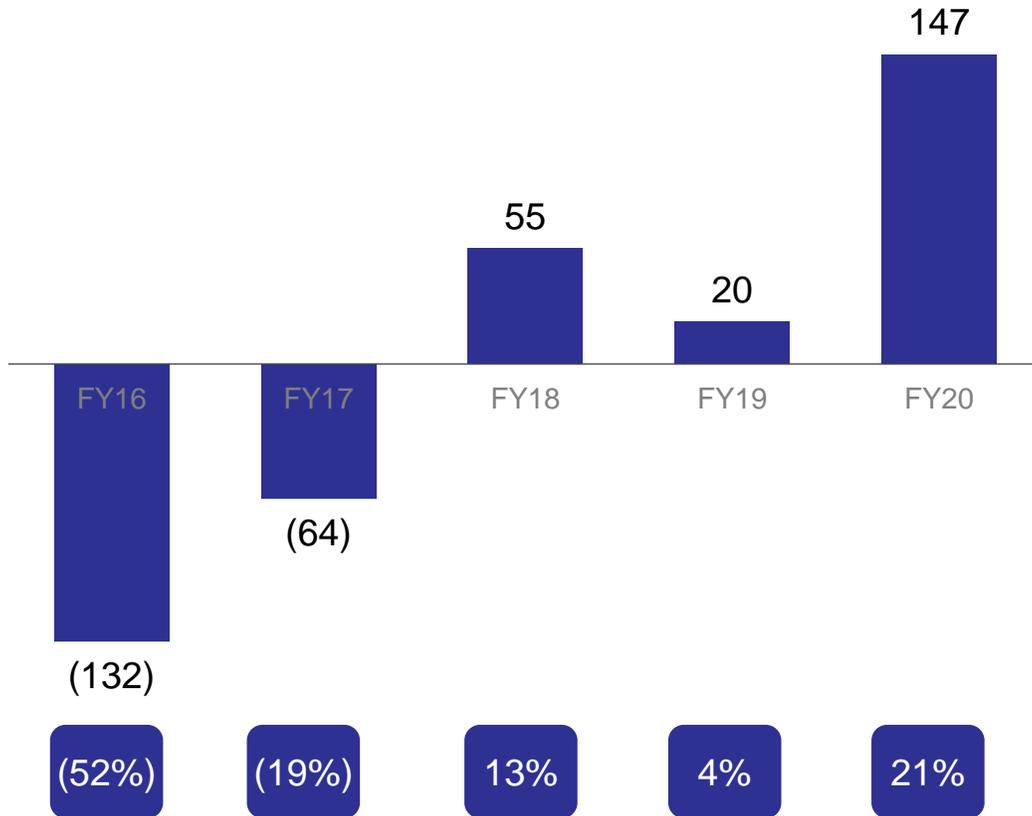


Note: Above figures have been calculated by dividing financials (in mn) by 10; Figures have been rounded off

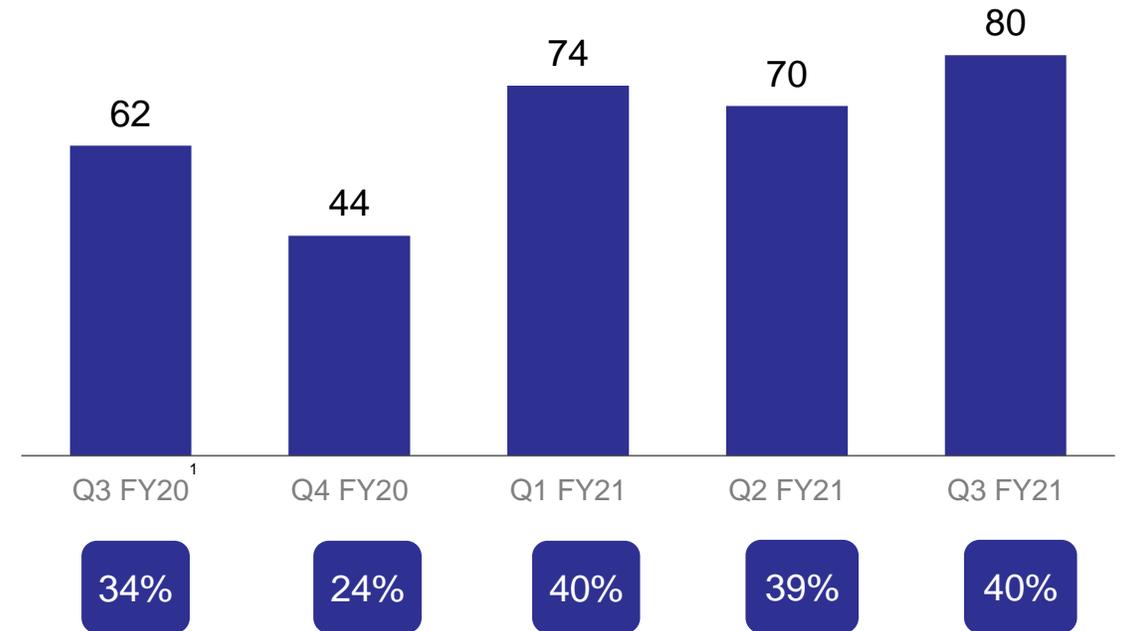
PAT - Consolidated

(₹ in Crores)

Yearly trends



Quarterly trends



Note:

1.Net Profit for the quarter ending December 2019 included Deferred Tax Credit of Rs. 22.9 Crores on account of certain timing differences pertaining to earlier years.



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

IndiaMART InterMESH Ltd

Financial Performance – Consolidated

(₹ in Crores)

Financial Metrics	Q3 FY21	Q3 FY20	YoY Change	Q2 FY21	QoQ Change	9M FY21	9M FY20	YoY Change
Revenue from Operations	174	165	5%	163	6%	490	469	5%
Other Income	25	17	48%	18	38%	76	51	48%
Total Income	198	181	9%	181	9%	566	520	9%
Manpower and Outsourced Sales Cost	64	90	(29%)	62	4%	185	253	(27%)
Other Operating Expense	22	31	(30%)	20	10%	62	99	(38%)
Total Expenses	86	121	(29%)	82	5%	247	352	(30%)
EBITDA	88	44	102%	82	7%	243	117	108%
<i>EBITDA Margin(%)</i>	<i>51%</i>	<i>26%</i>		<i>50%</i>		<i>50%</i>	<i>25%</i>	
Depreciation and amortization expense	4	6	(34%)	4	(13%)	13	15	(18%)
Others ¹	1	(0.1)	-	1	(20%)	4	0.7	449%
Profit Before Tax	106	53	100%	93	14%	300	150	100%
Tax Expense	26	(9)	-	23	13%	76	47	61%
Net Profit	80	62	29%	70	15%	224	103	117%
<i>Net Profit Margin(%)</i>	<i>40%</i>	<i>34%</i>		<i>39%</i>		<i>40%</i>	<i>20%</i>	
EPS (Rs.)	27.6	21.5	29%	24.2	14%	77.4	35.8	117%
Cash Generated from Operating Activities	77	71	9%	78	(1%)	158	167	(5%)
Collections from Customers	179	184	(2%)	164	9%	439	532	(18%)

Notes

- Others include – Finance Cost, Net Loss on Financial Liability at FVTPL and Share in net profit /(loss) of associates
- The Company has diluted its 70% stake in Tentimes Online Private Limited, a wholly owned subsidiary; therefore, it's considered as an Associate from 1 September 2020.



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

Balance Sheet – Consolidated

(₹ in Crores)

Assets	Dec 20	Mar-20
PPE ¹ , CWIP ¹ , Intangible assets, other non-current assets	5.1	7.6
Right-of-use asset	65.9	80.0
Investment in subsidiaries and associates	28.6	29.6
Financial assets		
Bank Deposits	-	35.0
Others	14.3	5.2
Deferred and Non-current tax asset	21.4	45.7
Total Non-Current Assets	135.3	203.0
Financial assets		
Cash & Investments	1,142.8	895.7
Others	7.7	11.0
Current Tax and other current assets	12.4	13.2
Total Current Assets	1,162.9	920.0
Total Assets	1,298.2	1,122.9

Equity and Liabilities	Dec 20	Mar-20
Total Equity	502.9	275.1
Financial liabilities		
Lease Liabilities	54.5	61.2
Deferred tax liabilities (net)	11.7	-
Provisions	31.7	26.5
Contract liabilities	217.9	269.7
Total Non-current Liabilities	315.9	357.5
Financial liabilities		
Lease Liabilities	11.6	15.3
Others	35.2	43.9
Provisions	4.5	4.0
Contract liabilities	415.5	415.6
Other current liabilities	12.6	11.6
Total Current Liabilities	479.4	490.4
Total Equity and Liabilities	1,298.2	1,122.9

Notes

1. PPE: Property, plant and equipment, CWIP: Capital Work in Progress



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

IndiaMART InterMESH Ltd

Revenue – Legal Entity View

(₹ in Crore)

Particulars	Q3 FY20	Q4 FY20	Q1 FY21	Q2 FY21	Q3 FY21
Revenue from Operations					
IndiaMart Intermesh Ltd	161	166	151	162	173
Ten Times Online Pvt Ltd	4	4	1	0.7	-
Pay With IndiaMART Pvt Ltd	0.8	0.8	0.5	0.8	0.7
Tolexo Online Pvt Ltd	0.1	0.1	0.1	0.1	0.1
	165	170	153	164	174
Inter Company Adjustments	(0.1)	(0.1)	(0.1)	(0.3)	(0.2)
Total Revenue from Operations	165	170	153	163	174

~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
Total Income	251	332	430	548	707
Revenue from Operations	246	318	411	507	639
EBITDA	(126)	(54)	47	82	169
EBITDA Margin (%)	(51%)	(17%)	11%	16%	26%
EBIT	(129)	(59)	44	78	148
EBIT Margin (%)	(53%)	(19%)	11%	15%	23%
Adjusted Net Profit for the period*	(124)	(45)	63	85	147
Adjusted Net Profit Margin (%)	(50%)	(14%)	15%	16%	21%
Net Profit for the period	(132)	(64)	55	20	147
Cash Generated from Operating Activities	(56)	(1)	179	255	261
Collections from Customer	315	386	509	671	738
Deferred Revenue (period end)	257	325	424	586	685
Cash and Investments (period end)	159	177	388	685	931

- Net Profit has been adjusted for FVTPL expenses or adjustments and one time benefits of Deferred Tax
- Deferred revenue include Advances from Customers

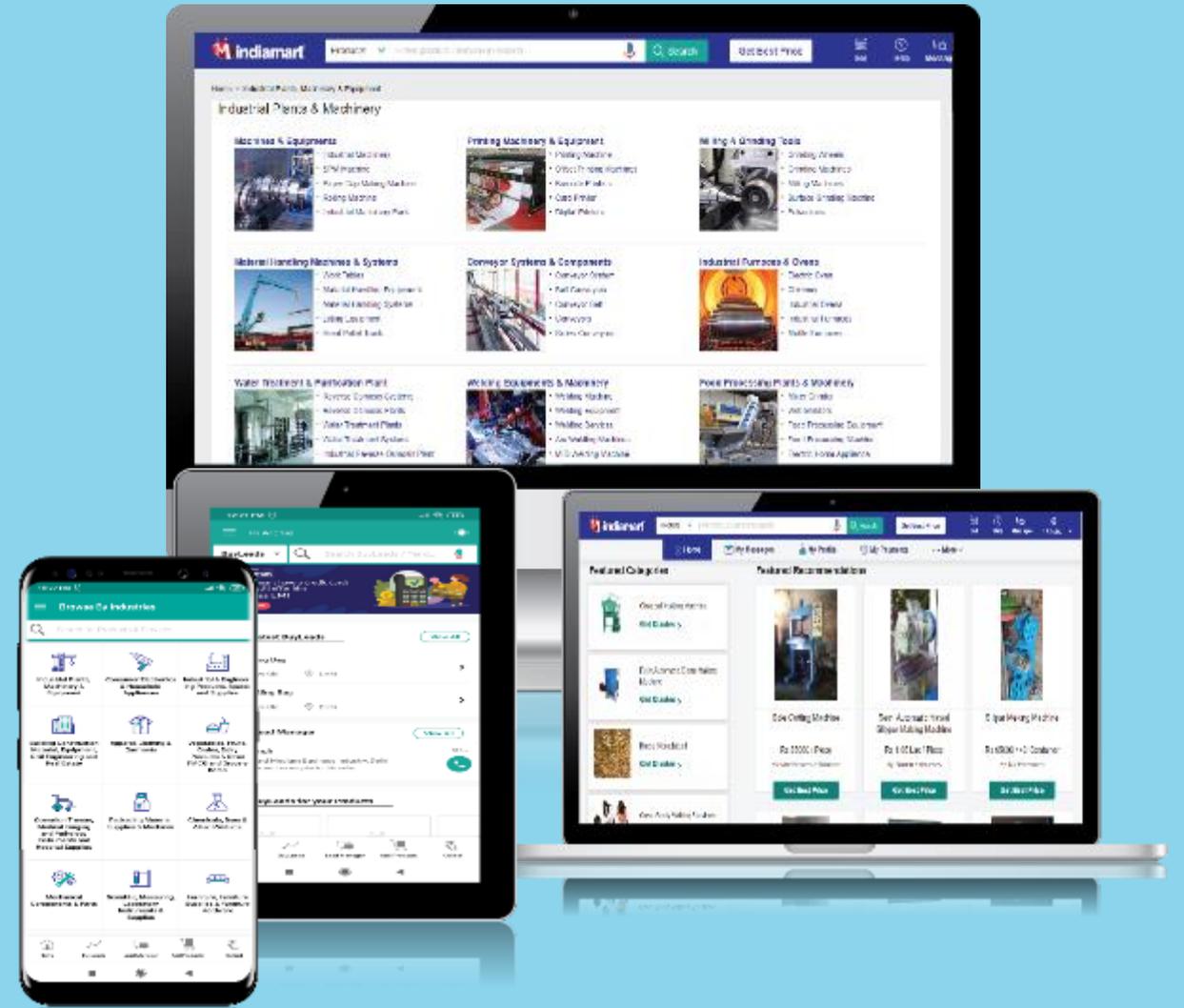


Note: Above figures have been calculated by dividing financials (in mn) by 10; Figures have been rounded off

IndiaMART InterMESH Ltd



Product Overview



Buyer Journey

Search

Post Requirement

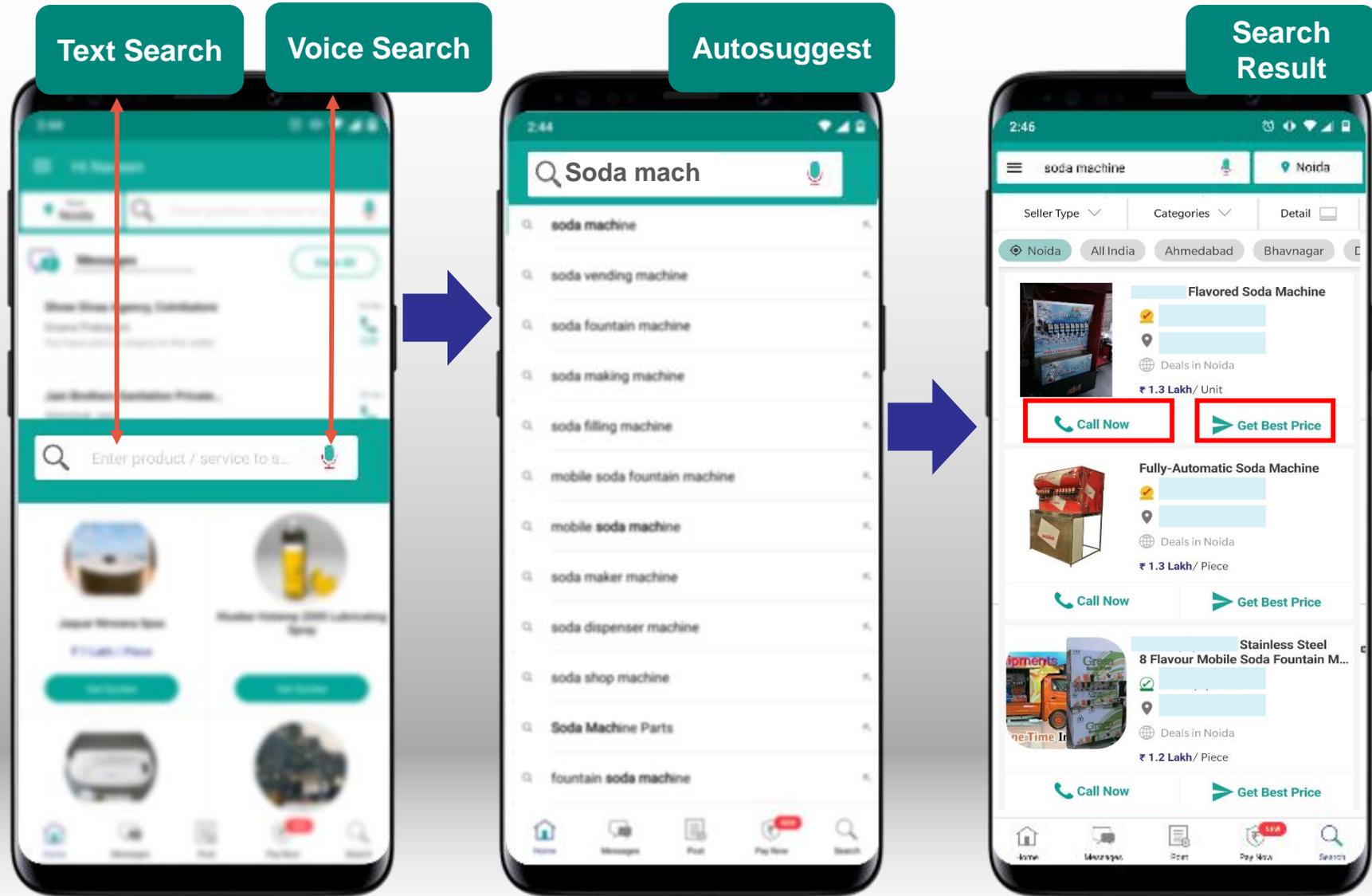
Product & Company
Details

Text Search

Voice Search

Autosuggest

Search
Result

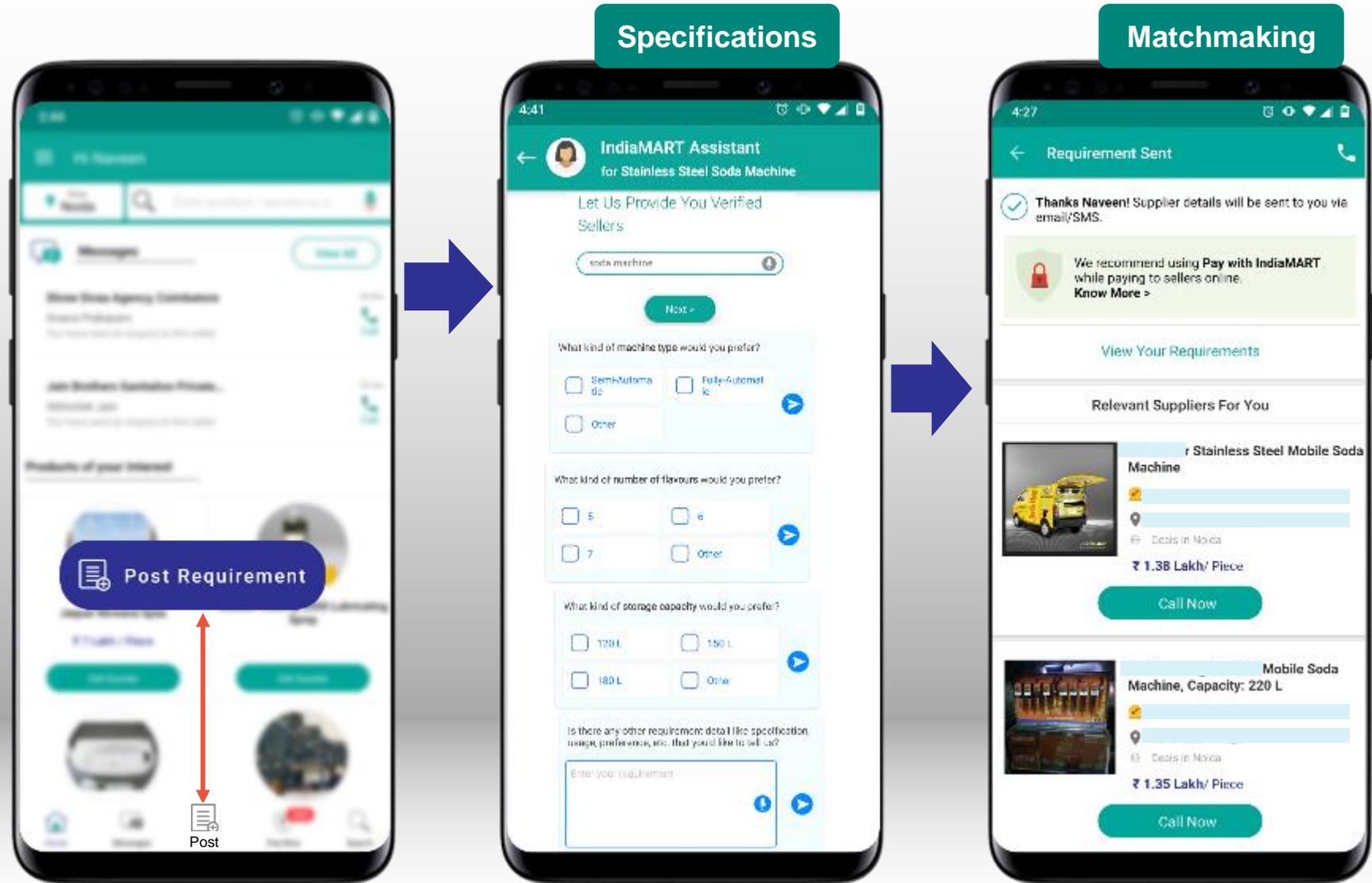


Buyer Journey

Search

Post Requirement

Product & Company Details

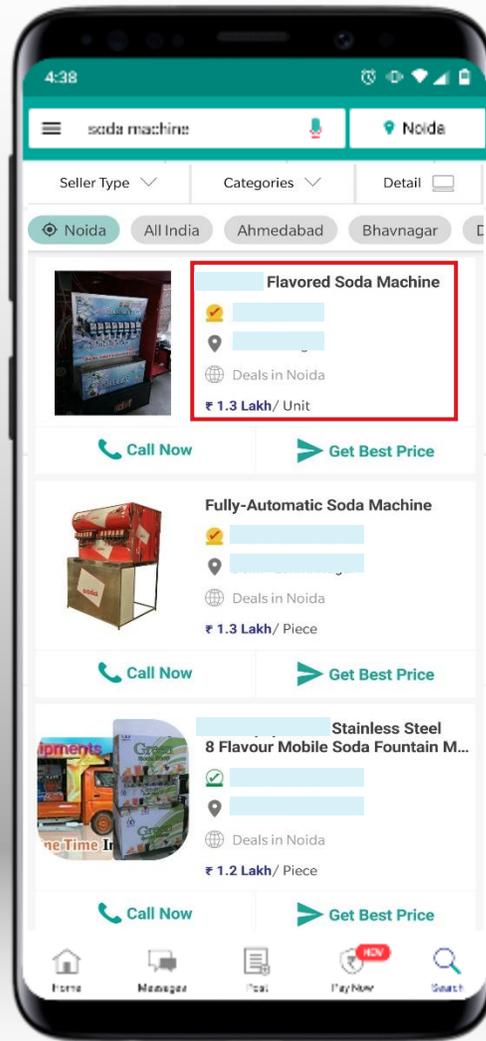


Buyer Journey

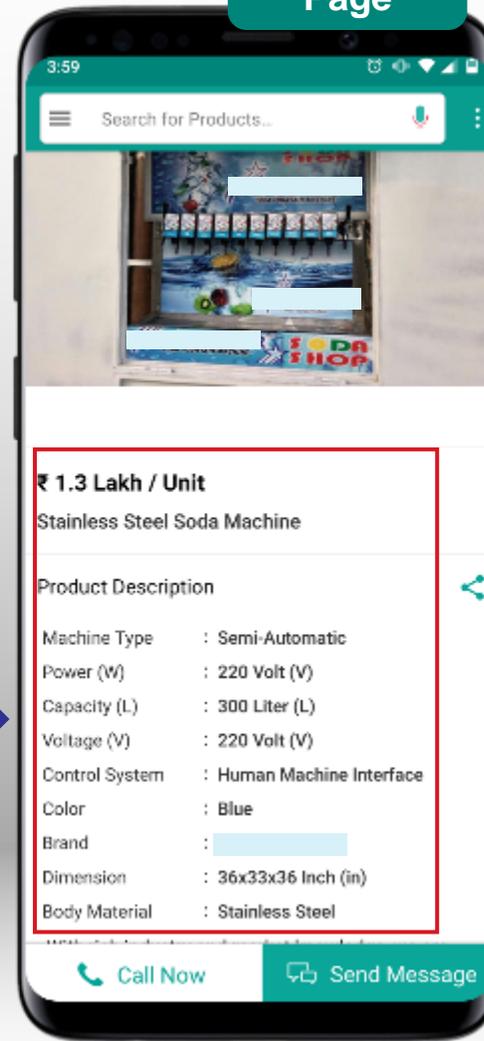
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Post Requirement

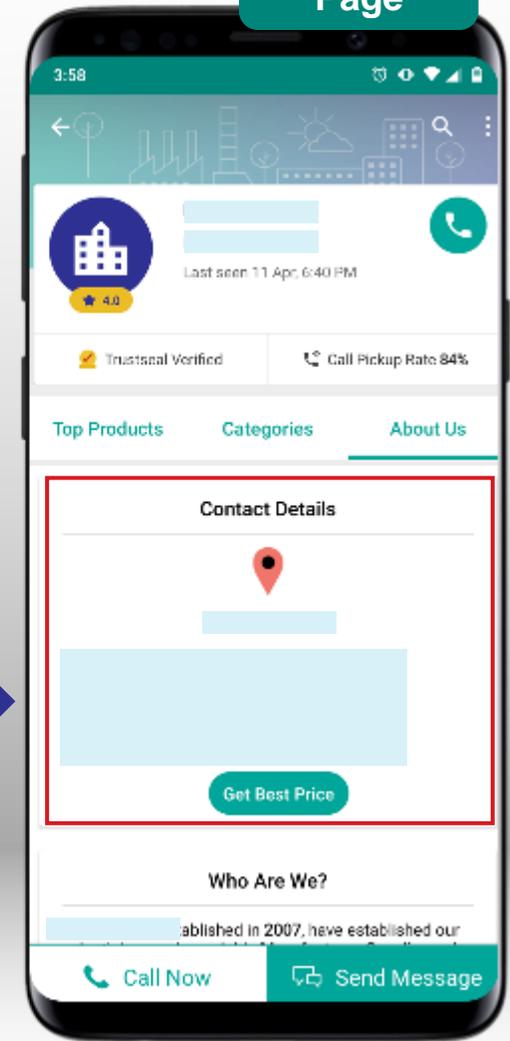
Product & Company Details



Product Page



Company Page



Seller Journey

Add/Edit products from here

Content Management

BuyLeads

Lead Manager

Pay With IndiaMART

indiamart Products Enter product / service to search Search Get Best Price Sell Help Messages

← Back | Biodegradable Plastic Bag

Basic Details Specification/Additional Details

Product/Service Name: Biodegradable Plastic Bag

Price: ₹ - per - Ex - Pair, Piece etc

Product/Service Description: Uses, Details, Benefits, etc.

Product Score: **Medium** 75 (0 no buyers to 100 more buyers)

Basic Details 55/80 ^

Name	05/05
Photo	10/10
Photo Size 500 x 500	15/15
Price (with Unit)	-/15
Description (>70 chars)	-/10
Group	10/10
Category	15/15

Specifications 20/20 ^

4 Specs.	05/05
5 Specs.	05/05
More than 5 Specs.	10/10

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Save and Continue →



Seller Journey

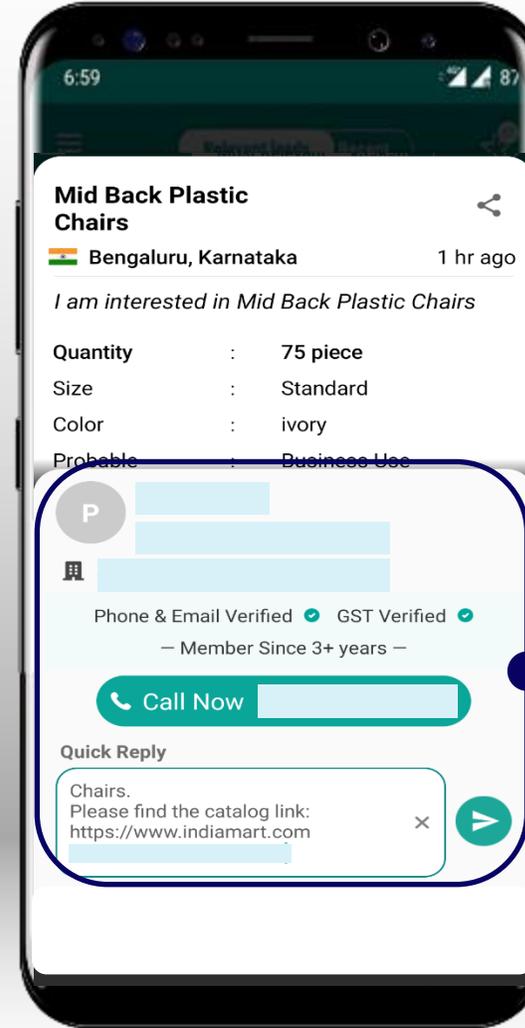
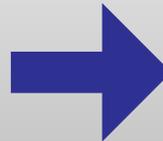
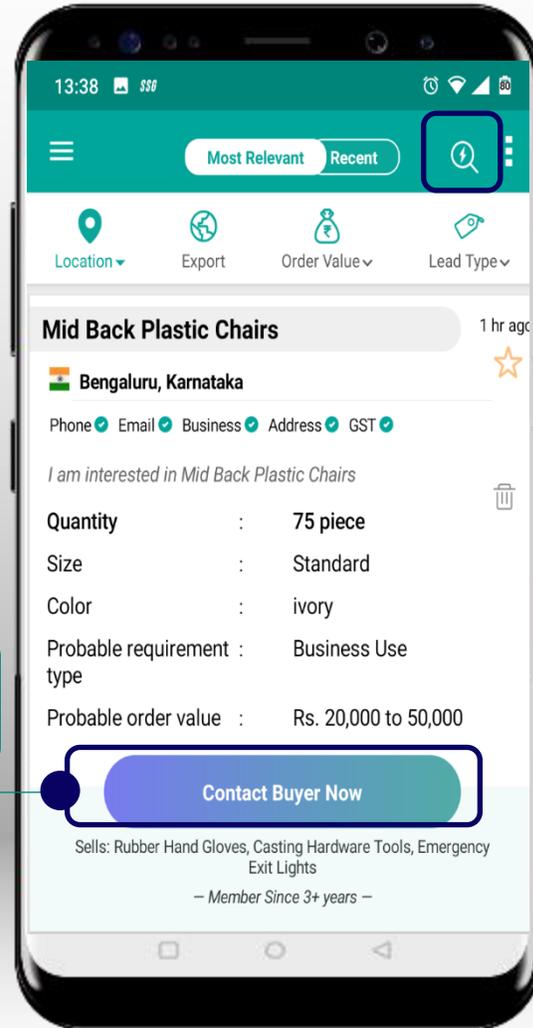
Content Management

BuyLeads

Lead Manager

Pay With IndiaMART

Click on Contact Buyer Now to select RFQ



Buyer Details Available Post BuyLead Purchase



Seller Journey

Content Management

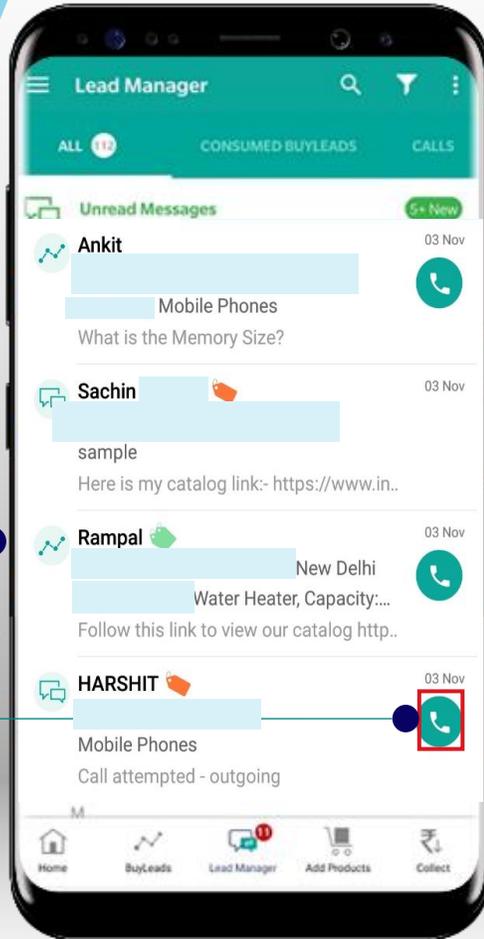
BuyLeads

Lead Manager

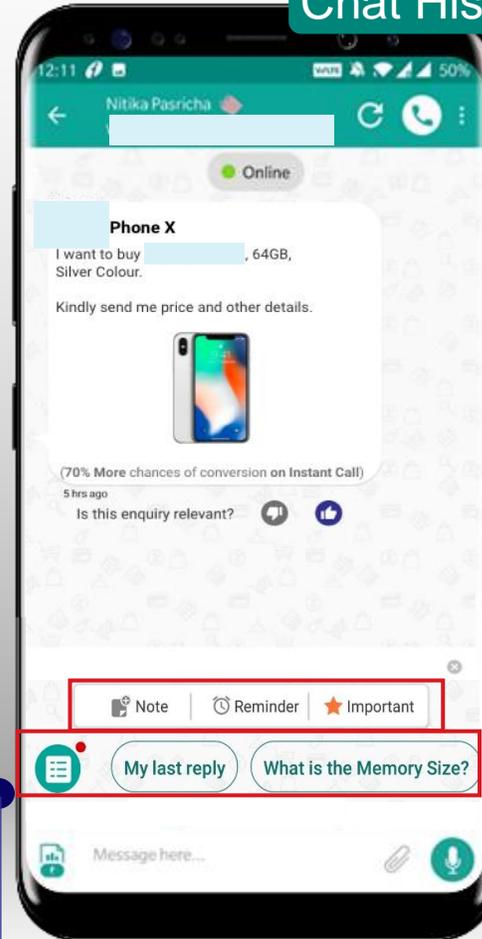
Pay With IndiaMART

Add Labels

Direct Buyer Callback



Chat History

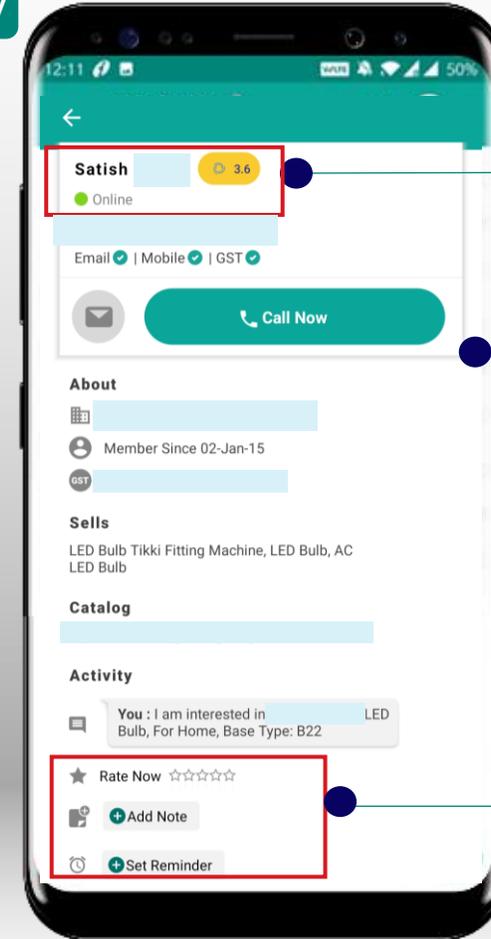


AI based Smart Reply

Reviews & Ratings

Call option & alerts

Add Notes, Set Reminders



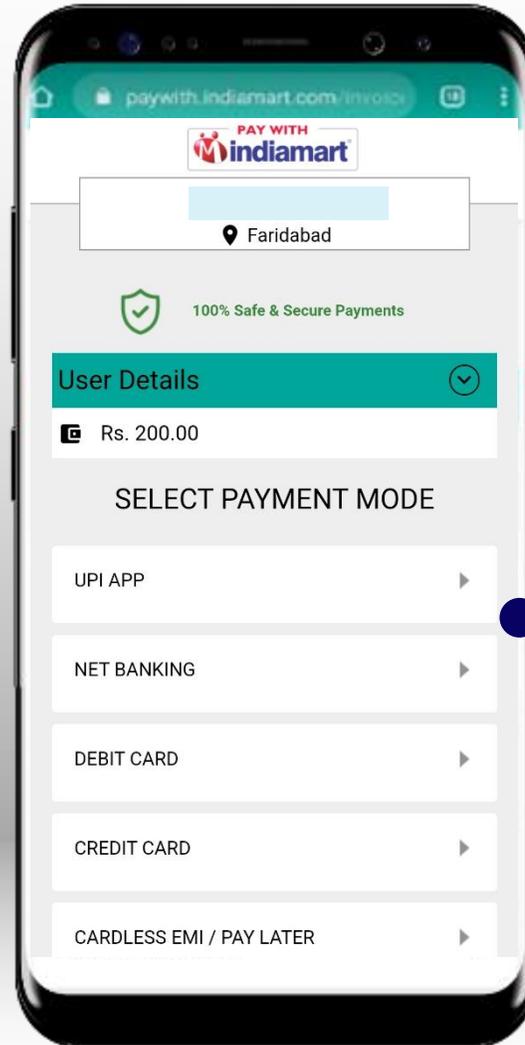
Seller Journey

Content Management

BuyLeads

Lead Manager

Pay With IndiaMART



Multiple options





Subsidiaries, Associates & Investments

Pharmaceutical Drug &
Medical Care



Pay With IndiaMART Private Limited



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



Robust Buyer Protection

Pay with IndiaMART and secure your Payments



Buy Now, Pay At Ease

Buy from premium suppliers and pay in EMI
(Easy Monthly Instalment's)



Multiple Payment Options

All major credit/debit cards, UPI, netbanking and wallet options available



Strong Security

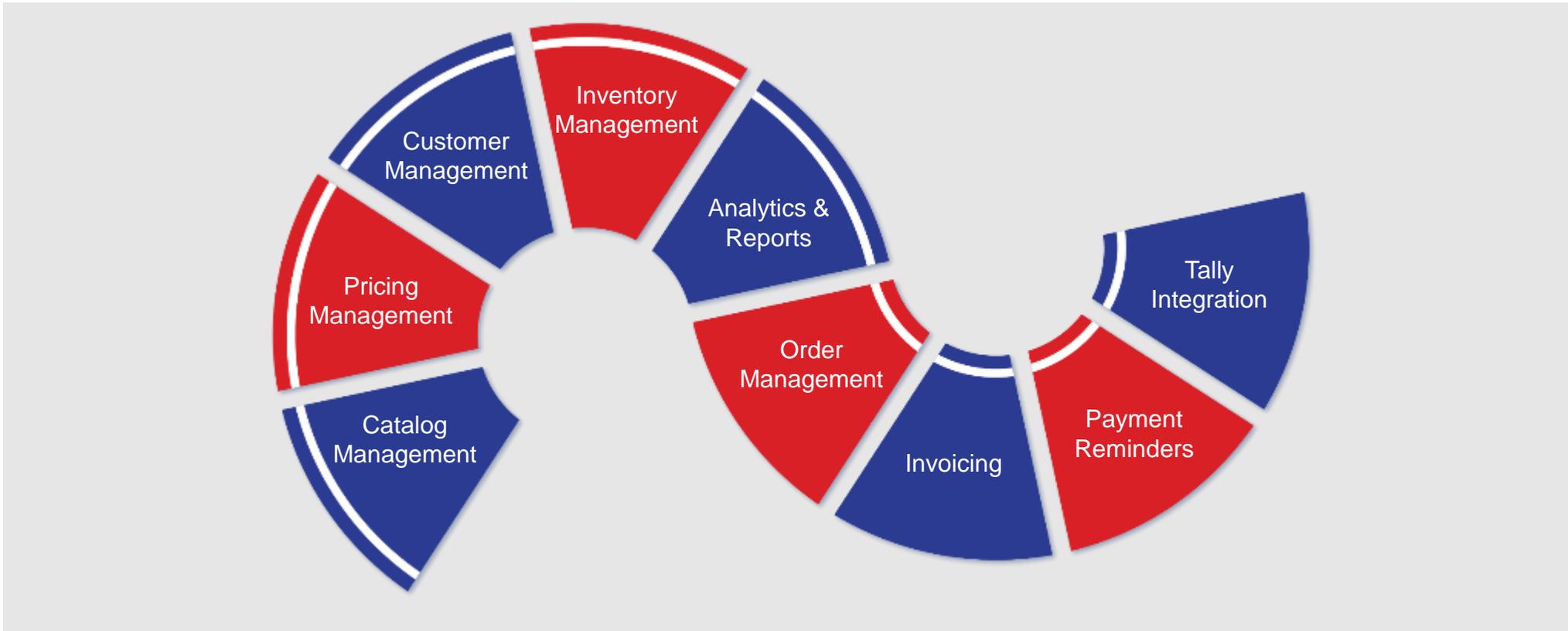
Buy from sellers across India with a secure payment network



Tolexo Online Private Limited (Pooraa)



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





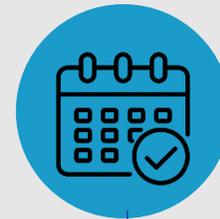
10times is used by millions every day to decide which event to go, whom to meet in many cities across several countries



Helps people discover relevant business events and trade shows



Facilitates businesses reach & engage with target audience



Create, manage and host virtual events



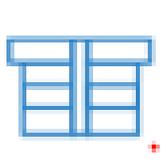
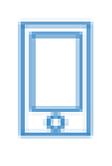
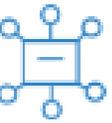
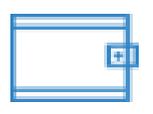
Enables virtual venues for live, engaging & monetizable events

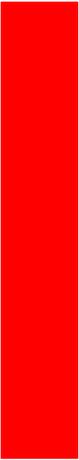


Vyapar, a mobile-based business accounting software for small businesses

 Record Expenses	 Bank Accounts	 Business Status	 Data Safety and Security	 Send Estimates and Quotes
 Receivables and Payables	 Track Cash Flow	 Business Reports	 Track Orders	 Delivery Challan
	 Manage Inventory	 GST Invoicing/Billing	 Choose Theme	

Provider of Sales force automation (SFA) and Distributor Management System (DMS) Application

 Order Management	 Distributor Management	 Retailer App	 BI & Analytics
 Field Force Management	 Claims Management	 Channel Management	 Retail Execution & Merchandising
 Asset Management	 Task/Lead Management	 Service Rep Management	 Attendance Management



COVID 19 Update



Long Term Opportunities

Accelerated internet adoption

Openness to online and Tele-sales

Make in India push



Our Enablers

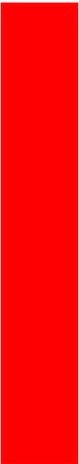
Negative working capital
business model

Strong Balance sheet with
Cash Reserves

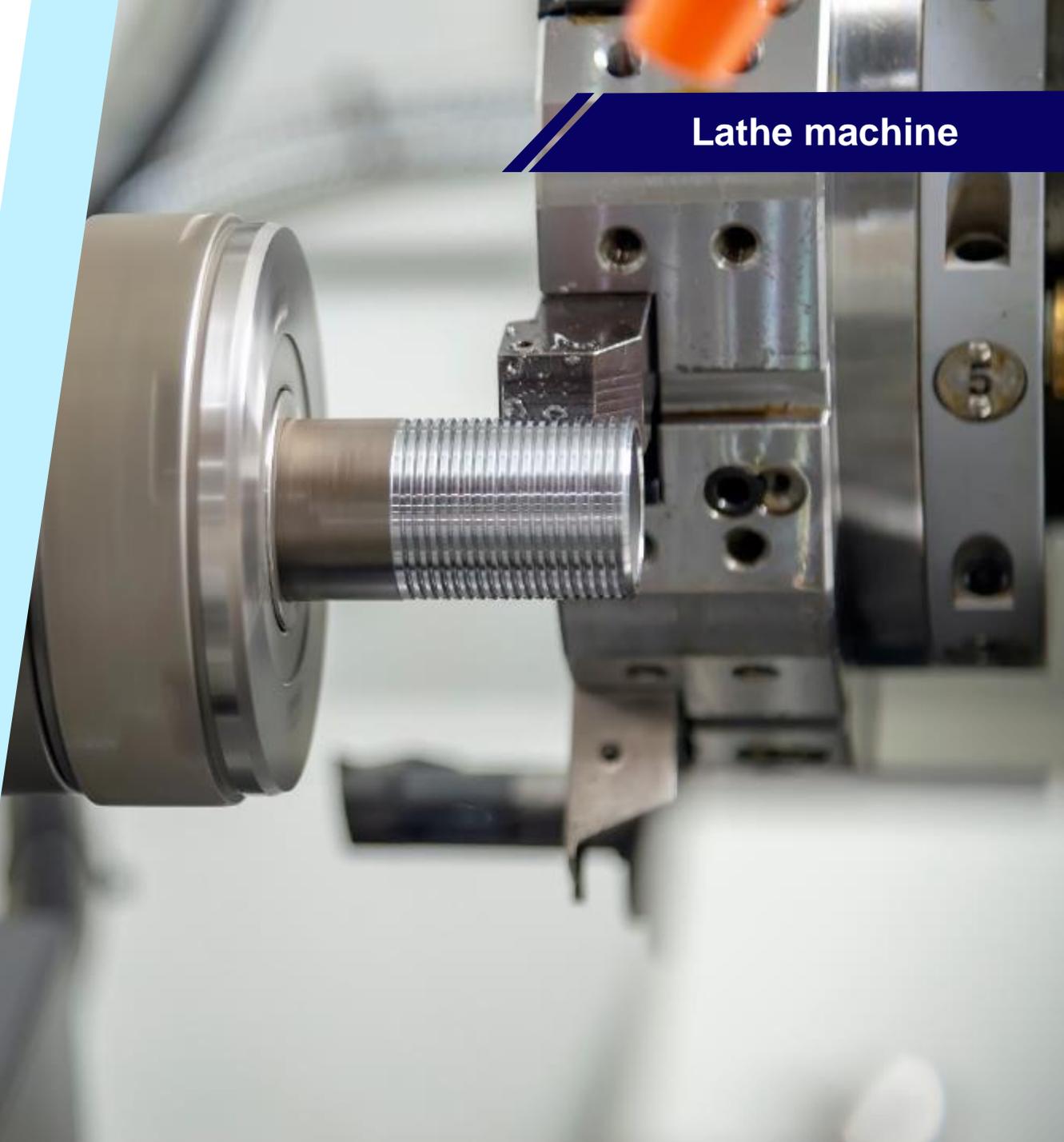
Diversification across
Categories & Geographies

Brand Awareness





Team



Lathe machine

Senior Management Team



Dinesh Chandra Agarwal

Managing Director and Chief Executive Officer

Education

- Bachelor's degree in Computer Science and Engineering from HBTI, Kanpur University

Industry experience

- Founded IndiaMART
- HCL America, Inc., Centre for Development of Telematics (C-Dot), CMC Limited



Brijesh Agrawal

Whole-time Director

Education

- Master's degree in Management Science from University of Lucknow and a PGDM from New Delhi

Industry experience

- Co-founded IndiaMART
- H N Miebach Logistics India Private Limited



Prateek Chandra

Chief Financial Officer

Education

- Chartered Accountant and a Bachelor's degree from SRCC, Delhi University

Industry experience

- Bharat S Raut & Co., Chartered Accountants, Exl, HT Media Limited



Dinesh Gulati

Chief Operating Officer

Education

- Bachelor's degree in Chemical Engineering from Kanpur University and an MBA from FMS, University of Delhi

Industry experience

- Kodak India Limited, Bharti Airtel, Reliance Infocomm, Indian Express



Amarinder S. Dhaliwal

Chief Product Officer

Education

- Bachelor's degree in Textile Technology from IIT Delhi and a PGDM from IIM, Ahmedabad

Industry experience

- Micromax, BCCL, Times Internet, SBI Capital Markets



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

- IL&FS, 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

2,826 Employees

28% Employees with 5+ years

~ 23% Of Our Employees Are Women

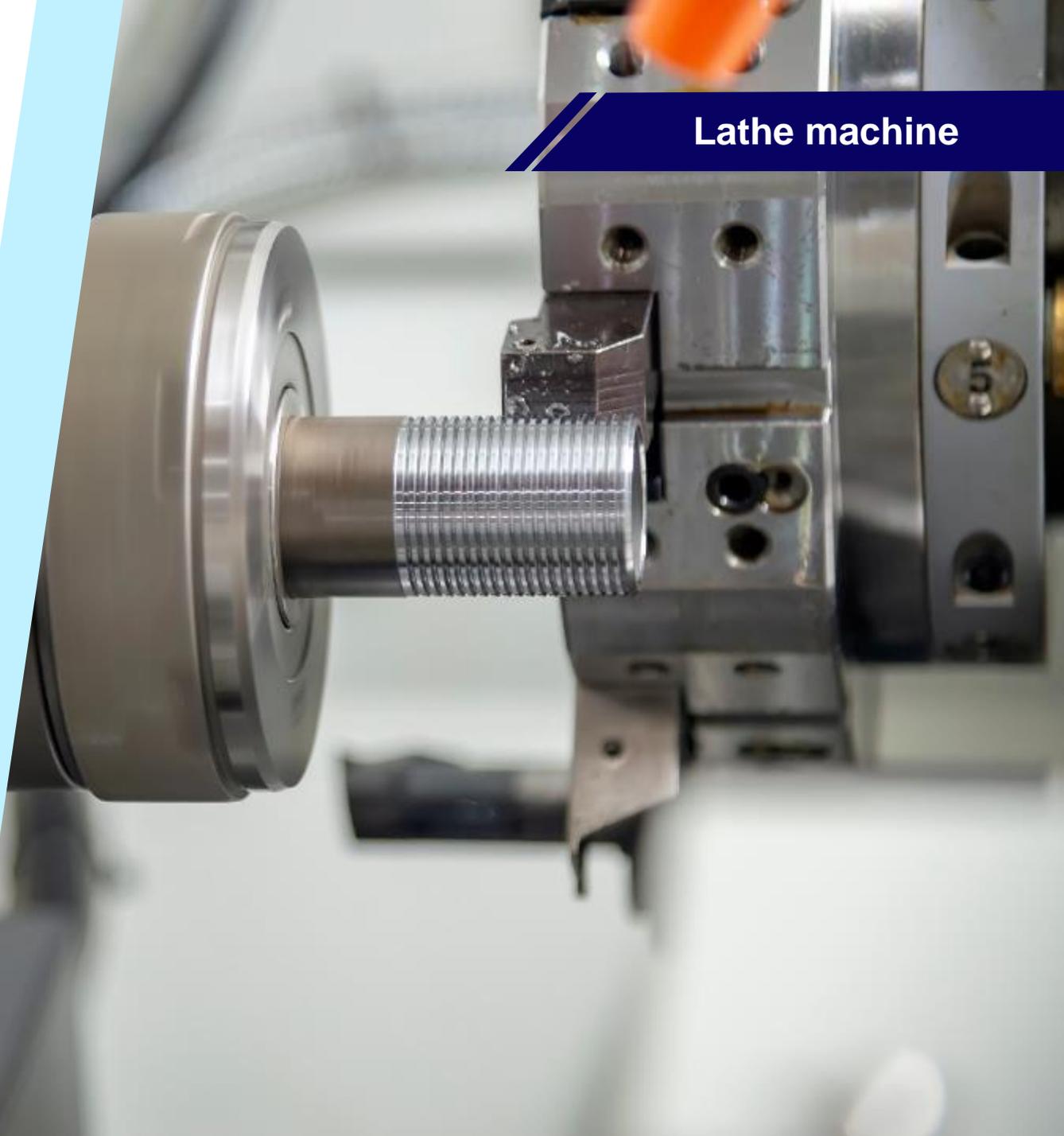


Note: Figures as of Dec 31, 2020; Figures have been rounded off

IndiaMART InterMESH Ltd

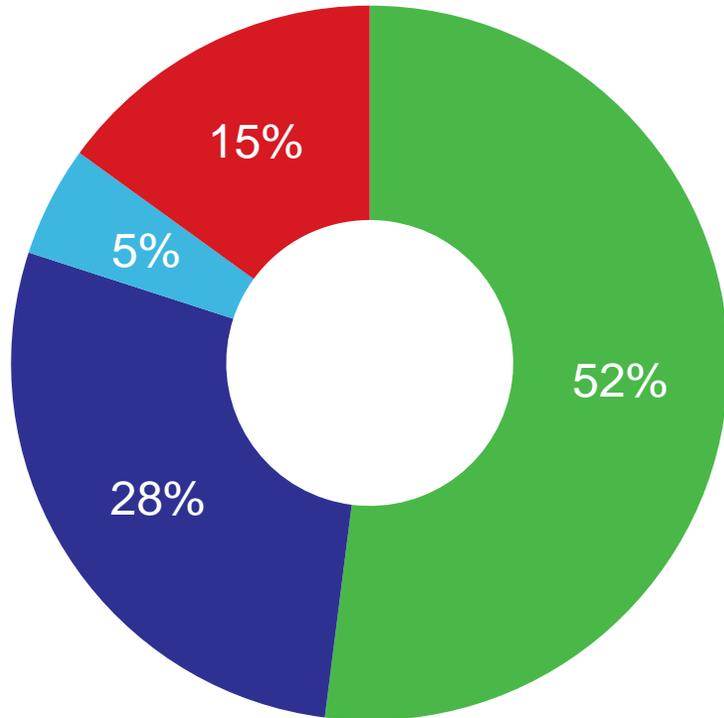
Annexures

Lathe machine



Shareholding Pattern

Total Equity Shares Outstanding as on December 31, 2020 – 29,121,516



- 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

- Steadview Capital Mauritius Limited
- Artisan International Small-Mid Fund
- Arisaig Global Emerging Markets Consumer Fund (Singapore) Pte. Ltd.
- Arisaig Asia Consumer Fund Limited
- Westbridge Crossover Fund, LLC
- UTI – Equity Fund



Note: The figures are approximations

IndiaMART InterMESH Ltd

Traditional Marketplace to Online Marketplace

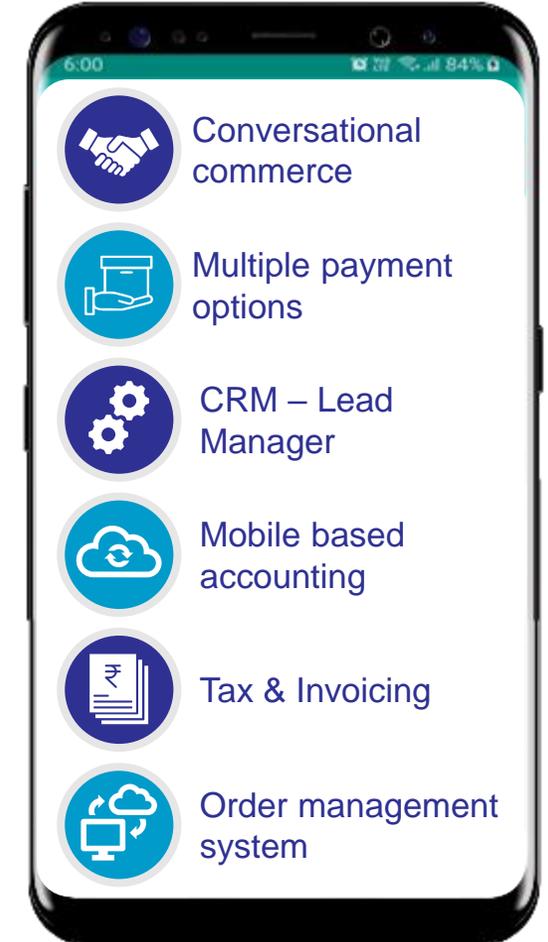
Offline discovery



Online Discovery, Anytime, Anywhere



Additional Services for business enablement



Subscription Tier Wise RFQ Quota



Daily RFQ Quota

Weekly RFQ Quota

3 - 4

50 - 100

2

20 - 30

1



10

1

7

x

x



Note: As on Dec 31, 2020; Figures have been rounded off

IndiaMART InterMESH Ltd



Thank You

Corporate Office

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Noida-201305, U.P.

Registered Office:

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

CIN :

L74899DL1999PLC101534

