



**IndiaMART InterMESH Ltd.**  
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Plot No.22, Sec 135, Noida-201305, U.P.  
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E: [customercare@indiamart.com](mailto:customercare@indiamart.com)  
Website: [www.indiamart.com](http://www.indiamart.com)

Date: May 12, 2020

To  
The Manager - Listing  
BSE Limited  
(BSE: 542726)

The Manager - Listing  
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 year ended March 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 year ended March 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



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Diesel Generator





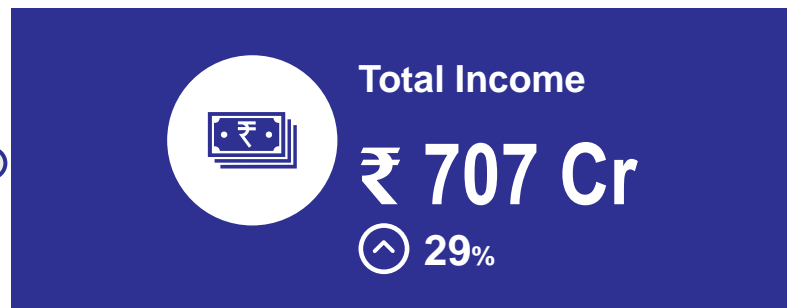
# Safe Harbour

## Harbour Crane

- This Presentation has been prepared by IndiaMART InterMESH Limited (“IndiaMart”) for investors, shareholders, analysts and other relevant stakeholders, solely for informational purposes.
- The information related to business overview, traffic related numbers, products related information and historical financial performance is set out in this Presentation. This presentation does not constitute or form part of and should not be construed as, directly or indirectly, any offer or invitation or inducement to sell or issue, or any solicitation of any offer to purchase or subscribe for, any securities of the Company by any person in any jurisdiction, including in India nor shall it or any part of it or the fact of its distribution form the basis of, or be relied on in connection with, any investment decision or any contract or commitment therefore. Before acting on any information, you should consider the appropriateness of the information having regard to these matters, any relevant offer document and in particular, you should seek independent financial advice.
- Further, past performance of the Company is not necessarily indicative of its future results. There cannot be any guarantee of continuity of the same/past performance as future performance also involve risks and uncertainties. These risk factors and uncertainties may include but are not limited to general market, macro-economic, movements in currency exchange and interest rates, competitive pressures, technological developments, changes in the financial conditions of third parties dealing with us, legislative developments and trends, and other key factors that could affect our business and financial performance.
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# FY20 Results Overview (Consolidated)



Revenue from Operations

₹ 639 Cr

↑ 26%



EBITDA

₹ 169 Cr

↑ 105%  
26% Margin



Deferred Revenue

₹ 685 Cr

↑ 17%



Cash generated from Operating Activities

₹ 261 Cr

↑ 2%



Net Profit

₹ 147 Cr

↑ 635%  
21% Margin



Cash and Investments

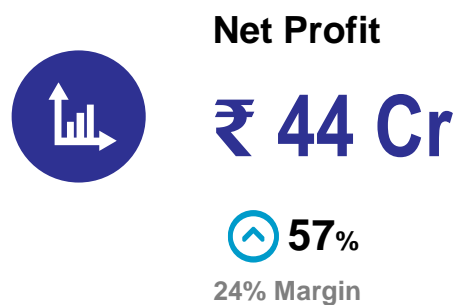
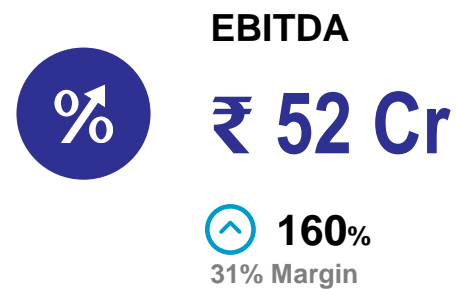
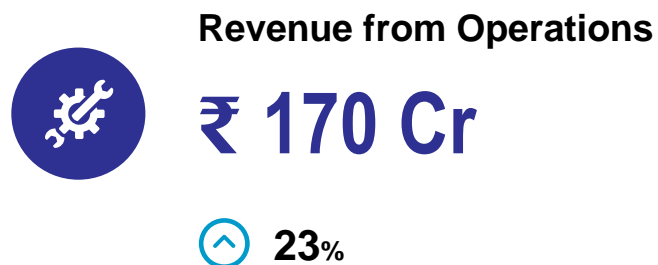
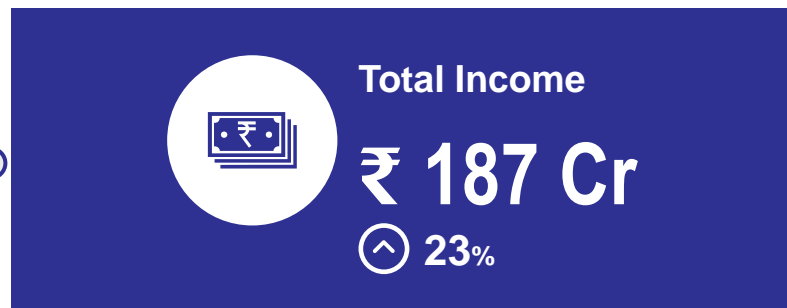
₹ 931 Cr

↑ 36%

↑ ↓ Calculated YoY



# Q4 FY20 Results Overview (Consolidated)







**Ash Bricks**



# **Business Overview**



# India's Largest Online B2B Marketplace



Large and Growing Addressable Market



2-way discovery marketplace



Well Diversified



Behavioral data driven Algorithmic matchmaking



Strong Network Effects



Subscription based revenue model with negative working capital





# Services that Empower Businesses

## Buyers



Access to diverse set of Products and Services



Access to large number of suppliers



Comprehensive product specifications



Price discovery



Secure and multiple payment options

## Suppliers



24X7 access to buyers and RFQ



ROI driven cost effective website



Cloud Telephony



CRM tools



Collect Digital Payments





# Traditional Marketplace to Online Marketplace

Offline discovery

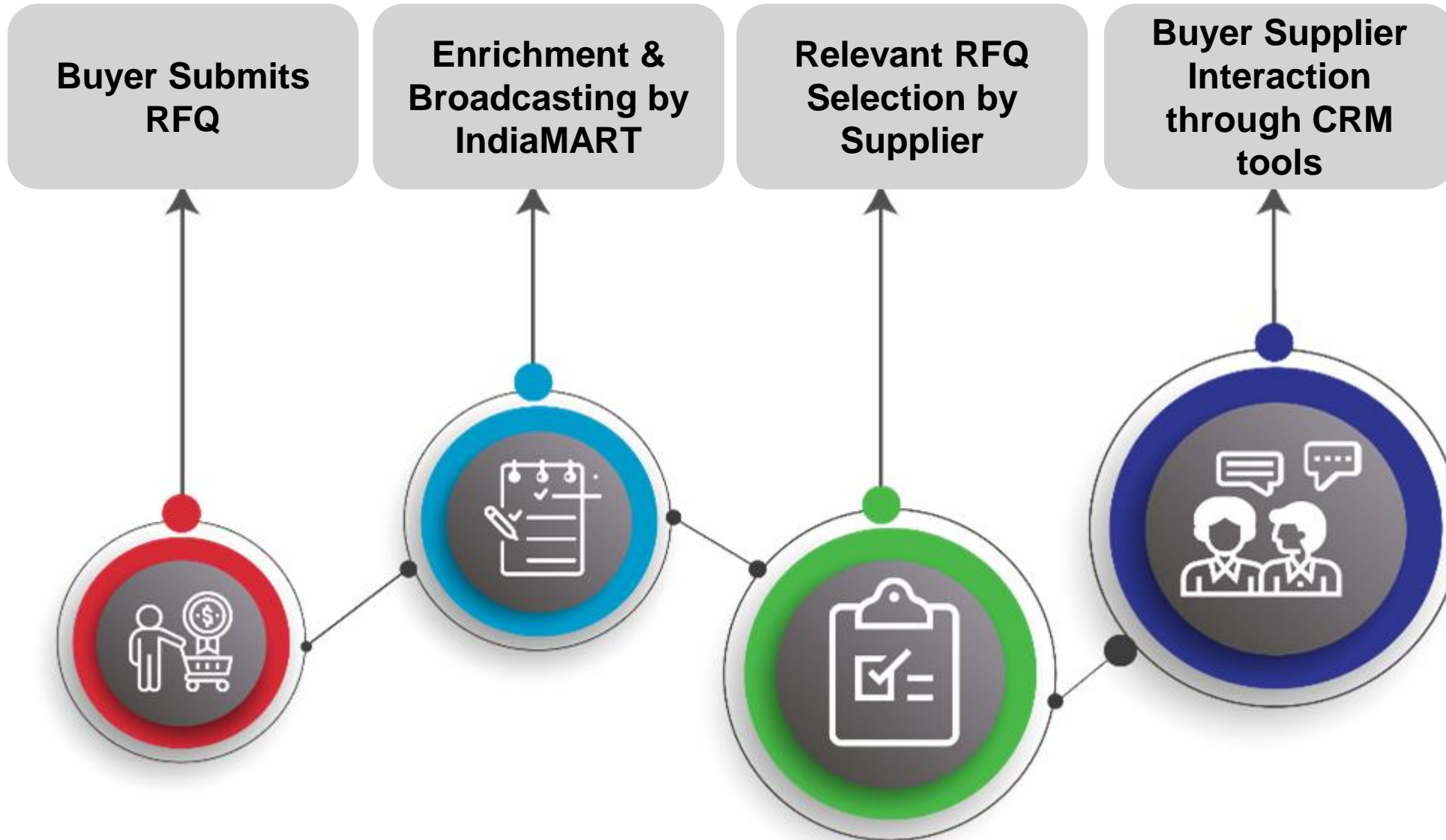


Online Discovery, Anytime, Anywhere



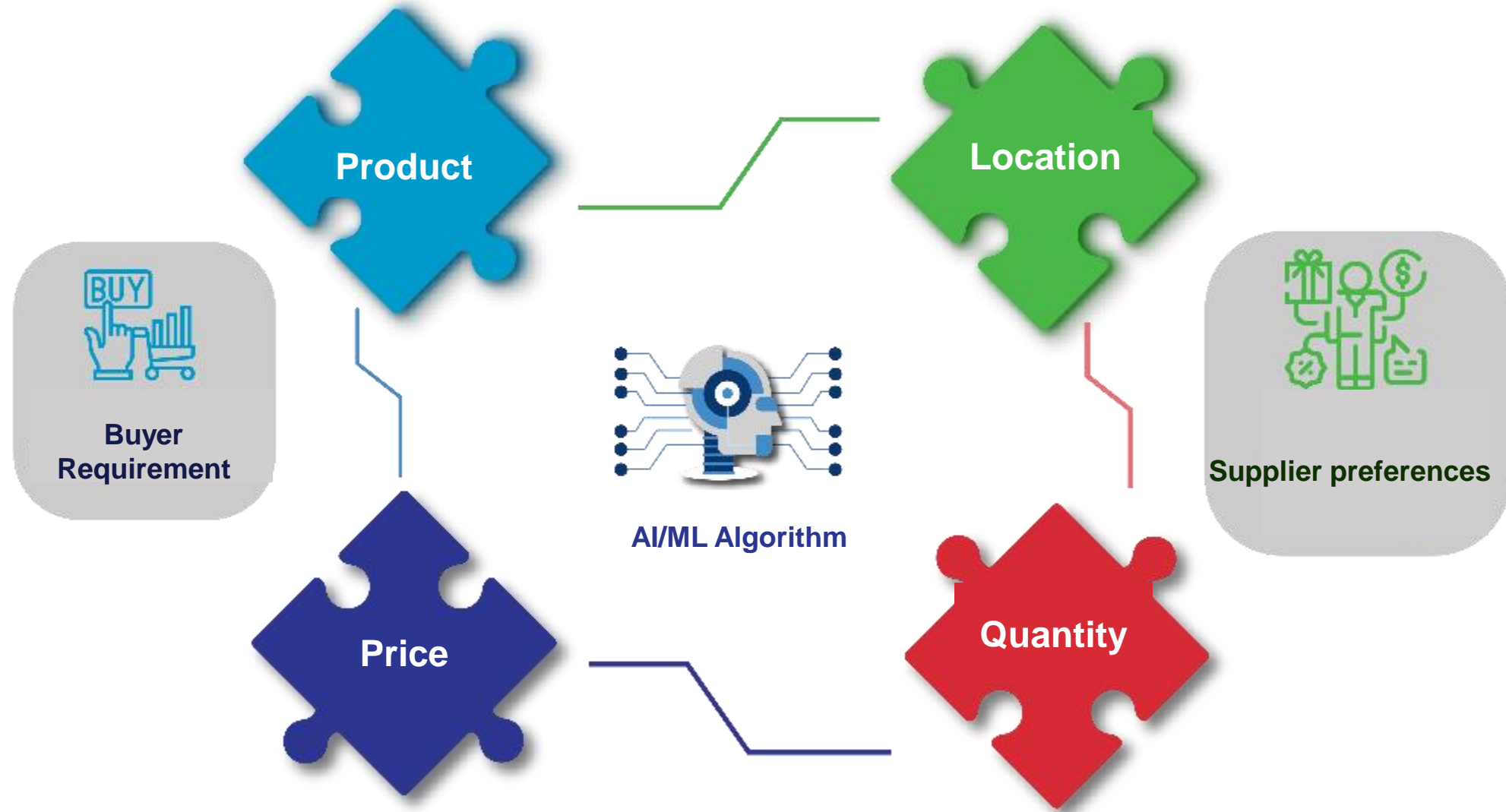


# How RFQ Works

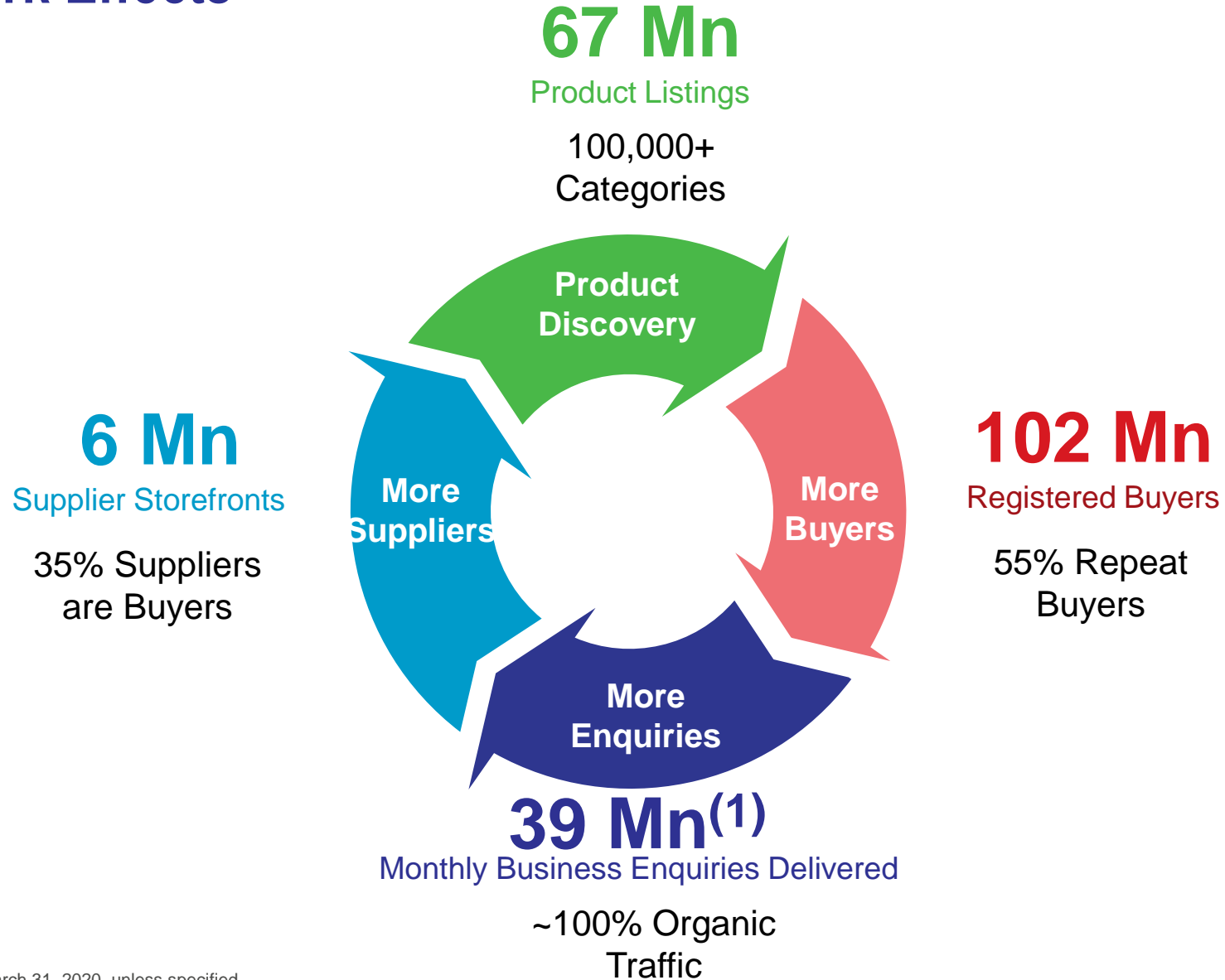




# Behavioral Data Driven Algorithmic Matchmaking



# Strong Network Effects



Note: All figures are as of March 31, 2020, unless specified.  
1. Calculated as (Q4 FY20 Quarterly Number)/3.

# Well Diversified Across 100,000+ Categories

indiamart		Products	Enter product / service to search		Search	Get Best Price	Sell	Help	Messages
<b>Industrial Plants, Machinery &amp; Equipment</b> 9%*	<b>Construction Raw Material</b> 8%*	<b>Apparel, Clothing &amp; Garments</b> 6%*	<b>Consumer Electronics &amp; Household Appliances</b> 6%*	<b>Packaging Material, Supplies &amp; Machines</b> 5%*	<b>Construction Machinery, Building Supplies &amp; Services</b> 5%*	<b>Industrial &amp; Engineering Products, Spares and Supplies</b> 5%*	<b>Electrical Equipment and Supplies</b> 5%*		
<b>Mechanical Components &amp; Parts</b> 4%*	<b>Vegetables, Fruits, Grains, Dairy &amp; Other FMCG &amp; Grocery Items</b> 3%*	<b>Chemicals, Dyes &amp; Allied Products</b> 3%*	<b>Furniture, Furniture Supplies &amp; Furniture Hardware</b> 3%*	<b>Housewares, Home Appliances, Household Decorations &amp; Consumables</b> 2%*	<b>Kitchen Containers, Utensils, Stove, Cookware, Tableware &amp; Food Choppers</b> 2%*	<b>Pharmaceutical Drugs, Medicines, Vitamins &amp; Other Healthcare Products</b> 2%*	<b>Fertilizers, Seeds, Agro Machines, Poultry &amp; Animal Husbandry</b> 2%*		
<b>Cosmetics, Toiletries &amp; Personal Care Products</b> 2%*	<b>Automobiles, Spare Parts and Accessories</b> 1%*	<b>Home Furnishings and Home Textiles</b> 1%*	<b>Scientific, Measuring, Laboratory Instruments &amp; Supplies</b> 1%*	<b>Operation Theater, Medical Imaging &amp; Pathology &amp; Hospital Supplies</b> 1%*	<b>Electronics Components and Supplies</b> 1%*	<b>Sports Goods, Games, Toys &amp; Accessories</b> 1%*	<b>Tools, Machine Tools, Power Tools &amp; Hand Tools</b> 1%*		

56 Industries

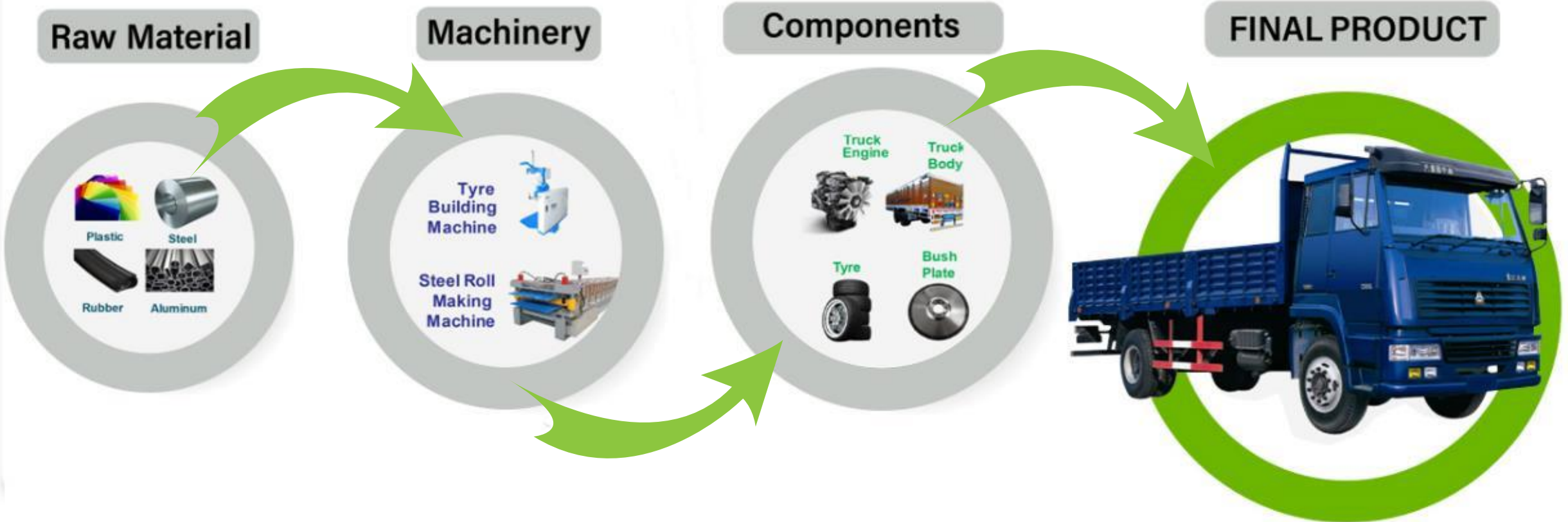
67mn Products

(\*% of total paying subscription suppliers)





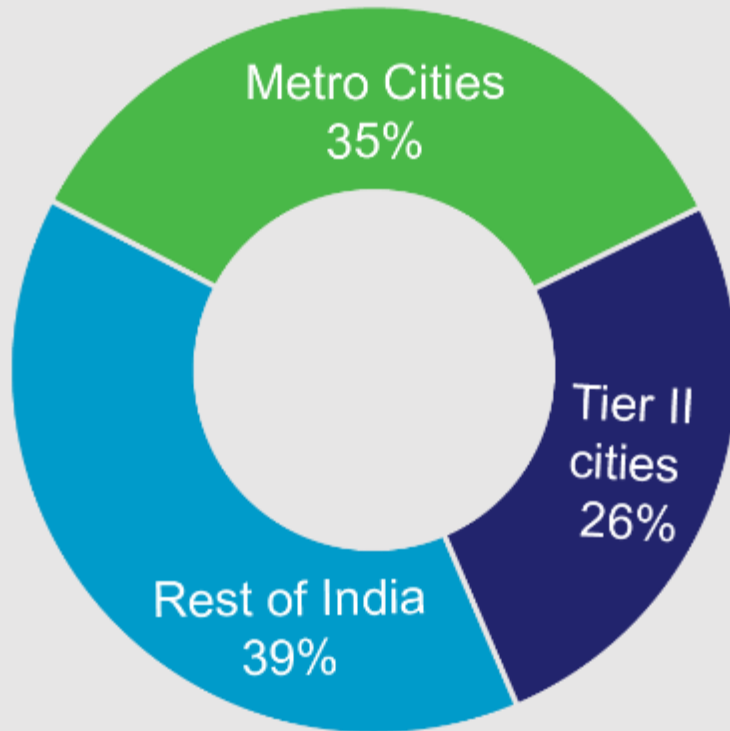
# End-To-End Discovery



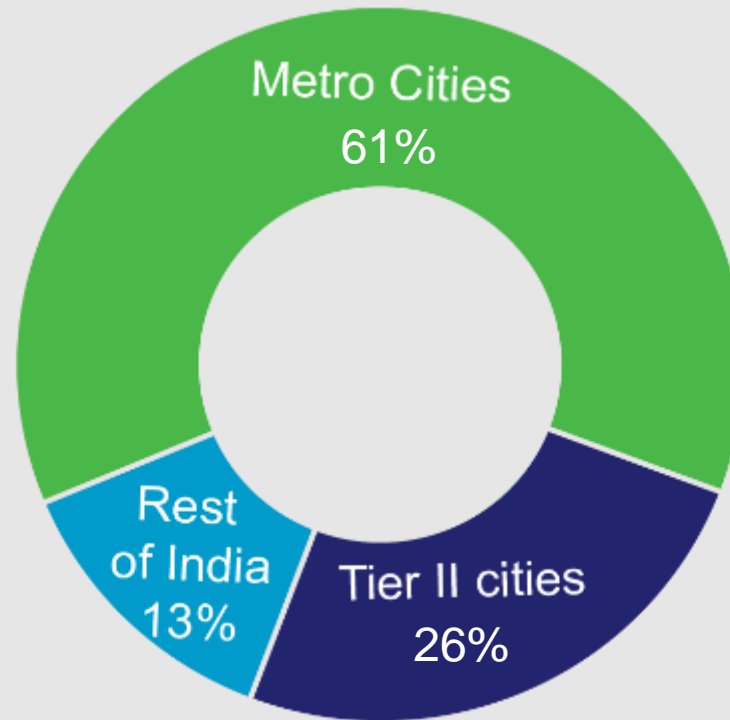


# Diversified Across Geographies

Buyer %



Paying Subscription Suppliers %



**Metro Cities (8)**

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

**Tier II Cities (69)**

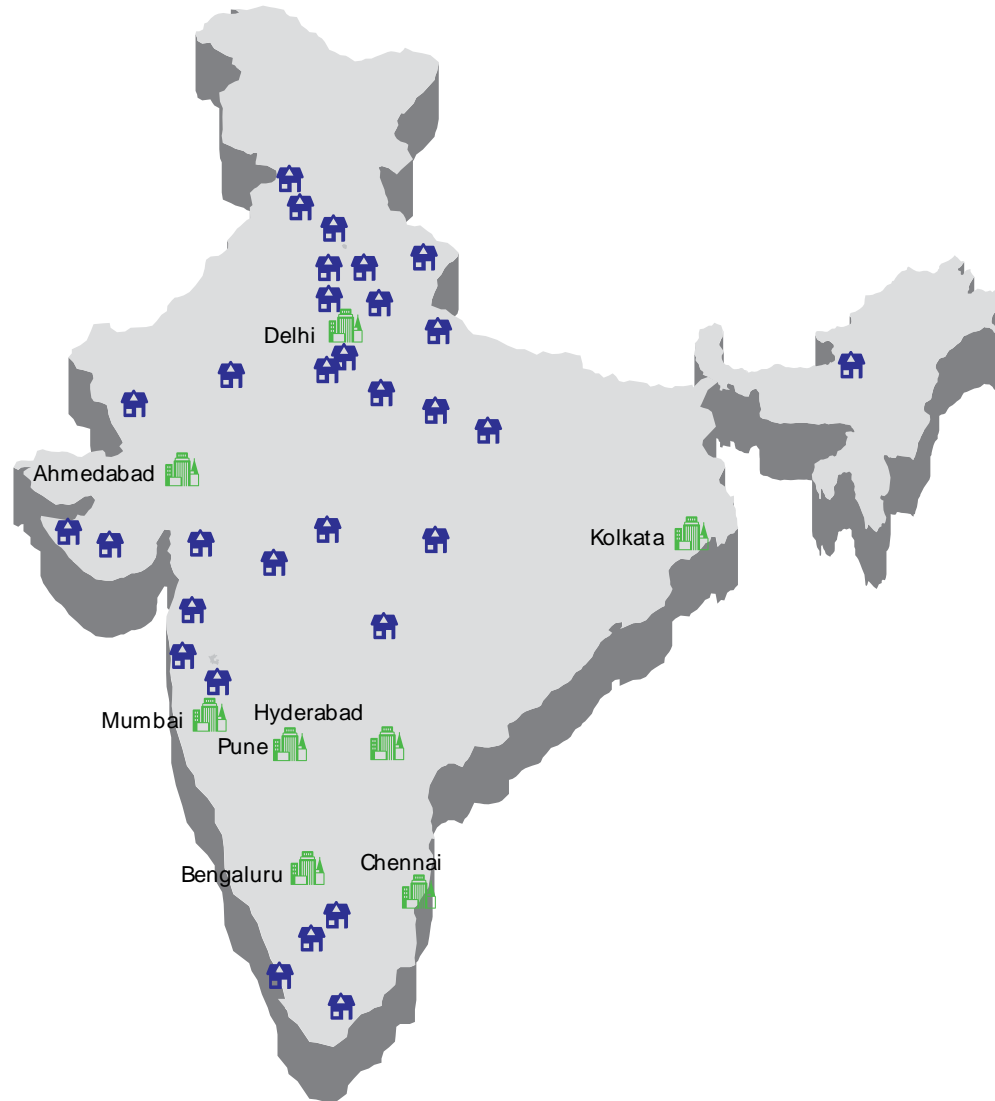
Population > 500,000 excluding the cities covered under Metros

**Rest of India (~4000)**

~4000 cities in India with population <500,000



# Nationwide sales and service coverage




**Nationwide Coverage,  
85 Branches**



**3,929 Sales and Service  
representatives**

 Metro cities

 Tier II cities



# Platform Engagement

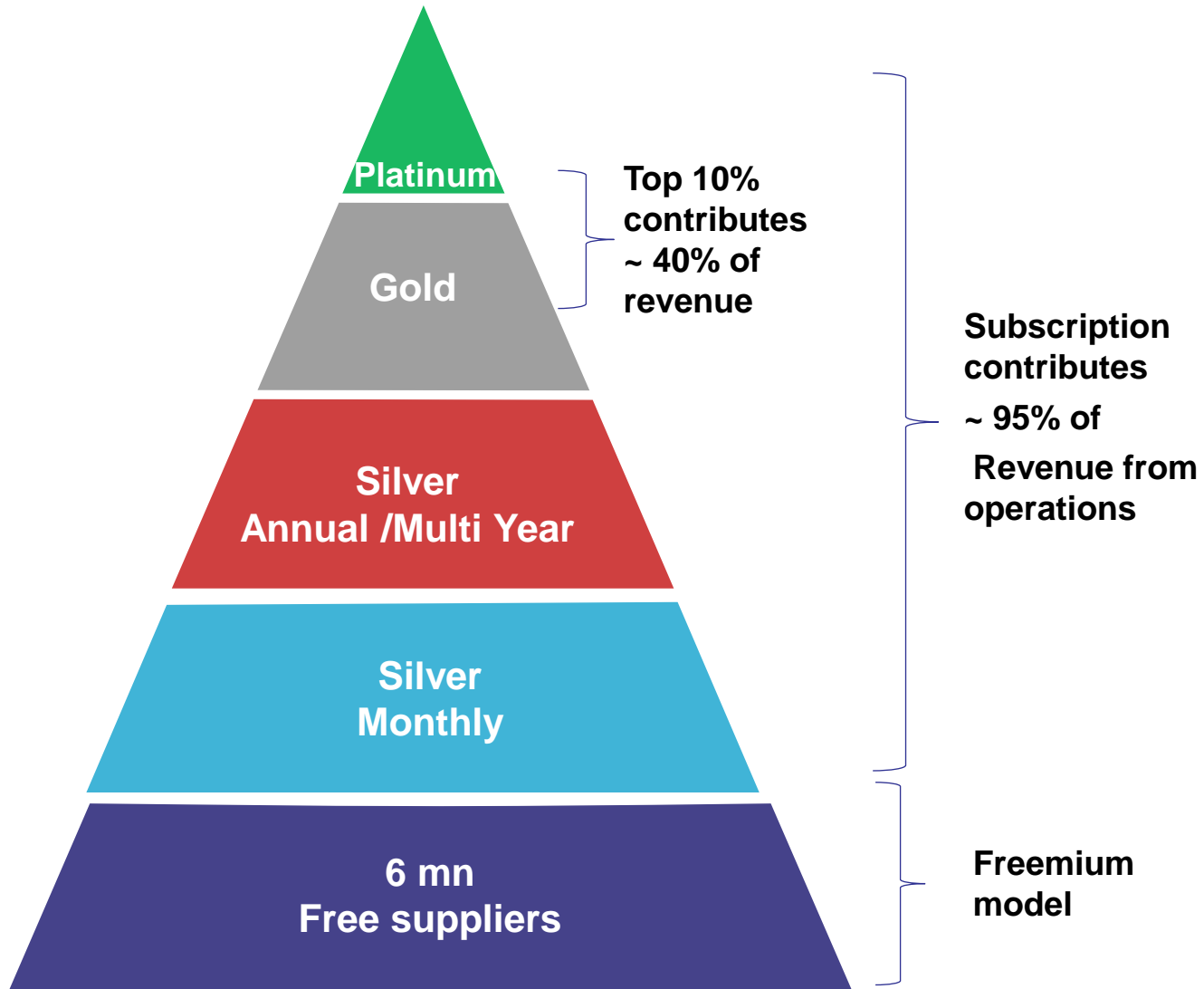
**~100%**  
Organic traffic

**4.7** ★★★★★  
Rating for the app on Google  
Play store

**76%**  
Total traffic through mobile



# ROI driven Subscription based Revenue Model



## Key Offerings



Web storefront



Cloud Telephony



Priority listing



RFQ Selection Credits



CRM Tools

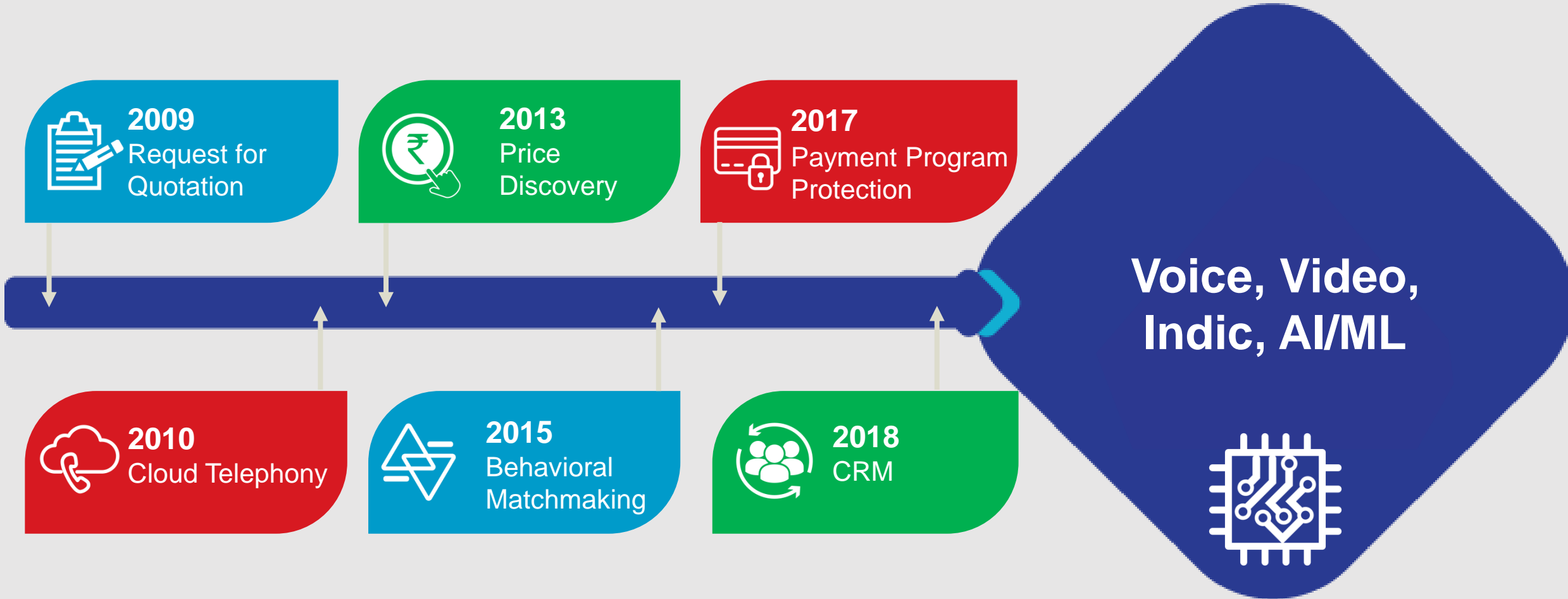


Online Payment





# Constant Innovation and Technology Focus



# Cloud Telephony

Suppliers



- Map Multiple Numbers
- Missed Call notification
- Reduction in Calls from Sellers/ Tele Marketers



- Reward Supplier Responsiveness
- Ability to track call and measure ROI
- Branding benefits

Buyers



- Instant Connect
- All calls are answered
- Call Back from Suppliers in case of Missed Calls



# Key Competitive Strengths

## BRAND AND NETWORK EFFECT

- 100% organic search
- 55% repeat buyers
- 35% suppliers are buyers

## DETAILED CATALOGUE WITH PRICING

- 67 Mn Listed products
- Product Specifications
- Pricing
- Photos and Videos

## EFFICIENCY & EFFECTIVENESS THROUGH SUPPLIER BEHAVIORAL DATA

- RFQ Selection
- Call Responsiveness
- CRM Replies and callbacks

## PRESENCE IN A HIGHLY FRAGMENTED MARKET

- 6 Mn supplier storefronts
- Widespread reach
- Large sales and service force





# Business Operational Performance



Chaff Cutter

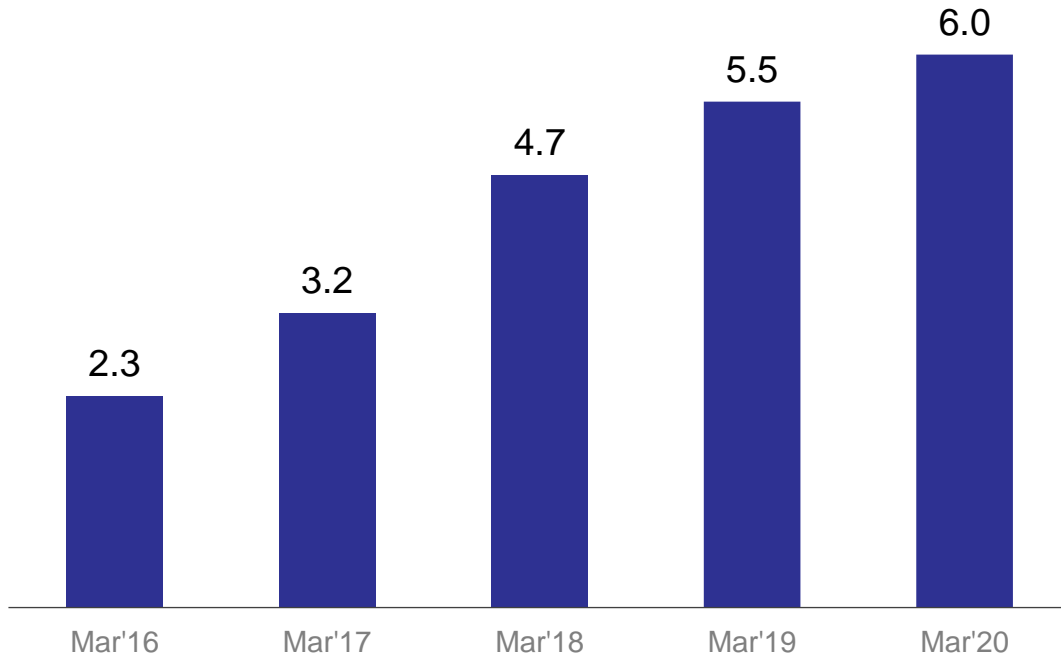


# Indian Supplier Storefronts

(Figures in Millions)

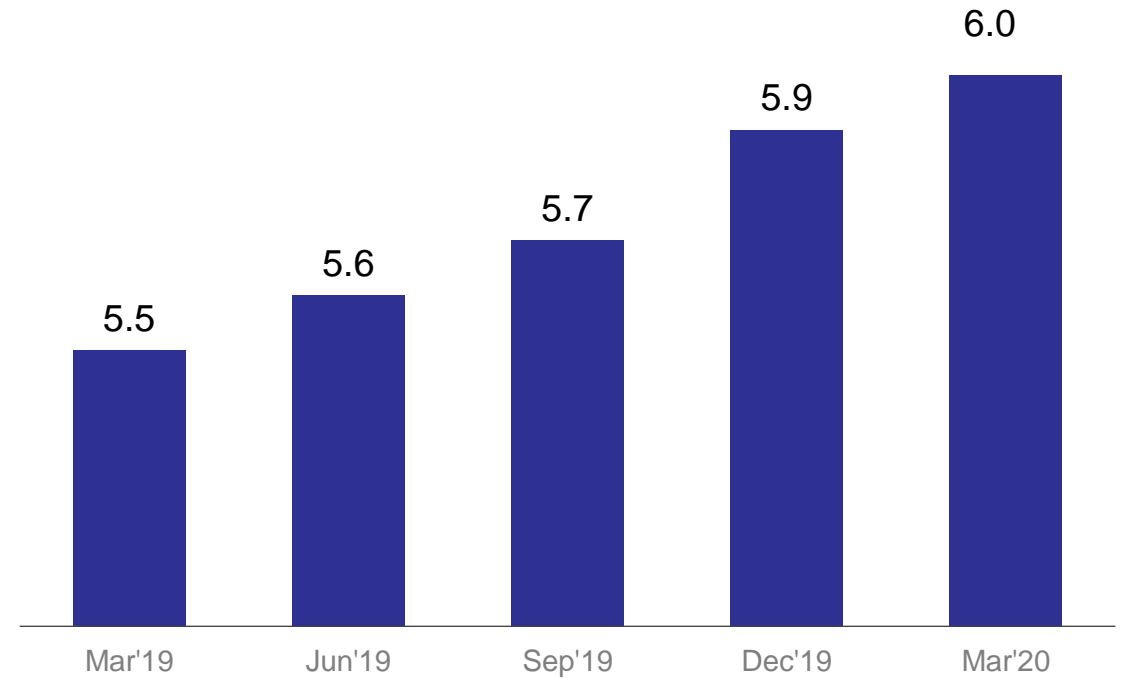
## Yearly trends

27%  
CAGR



## Quarterly trends

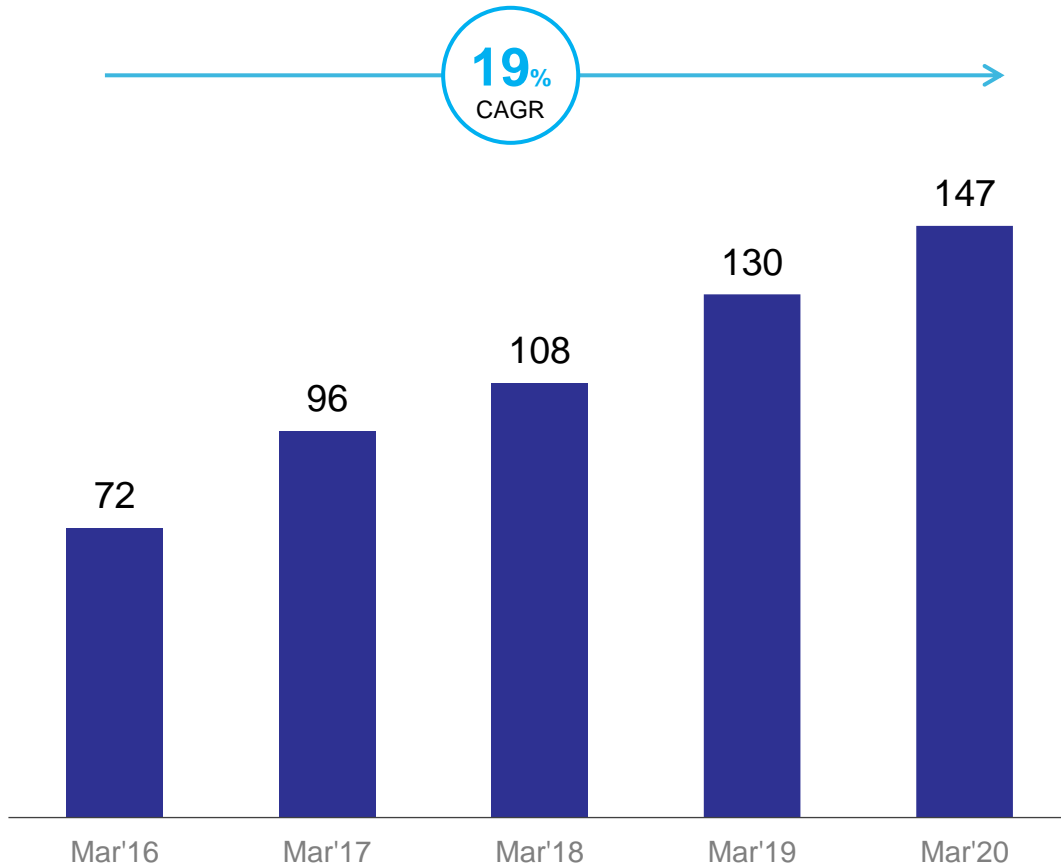
8%  
YoY



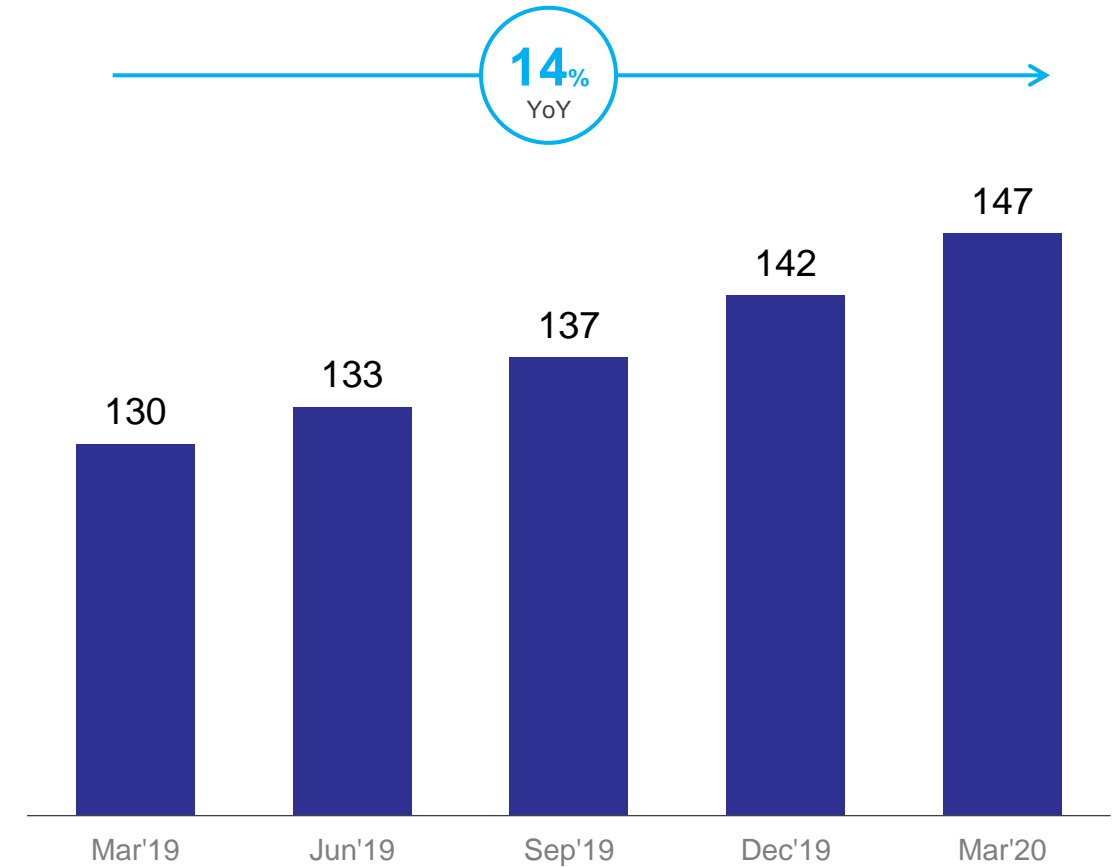
# Paying Subscription Suppliers

(Figures in Thousands)

## Yearly trends



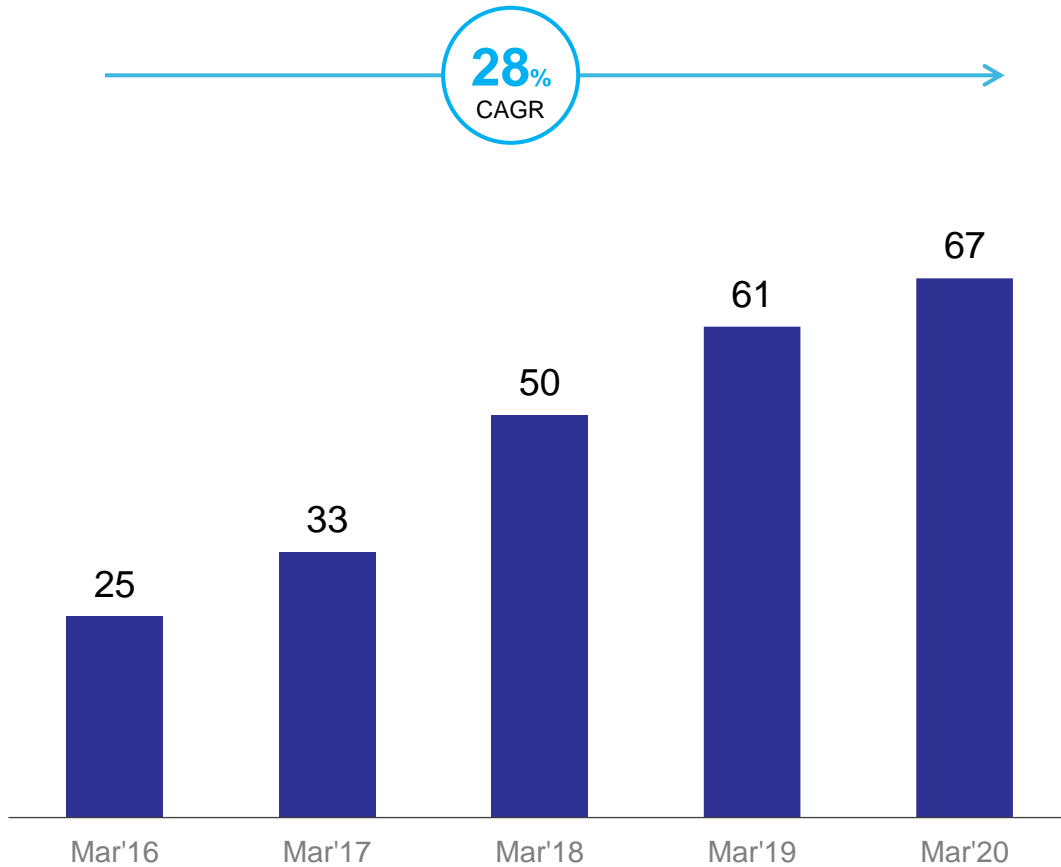
## Quarterly trends



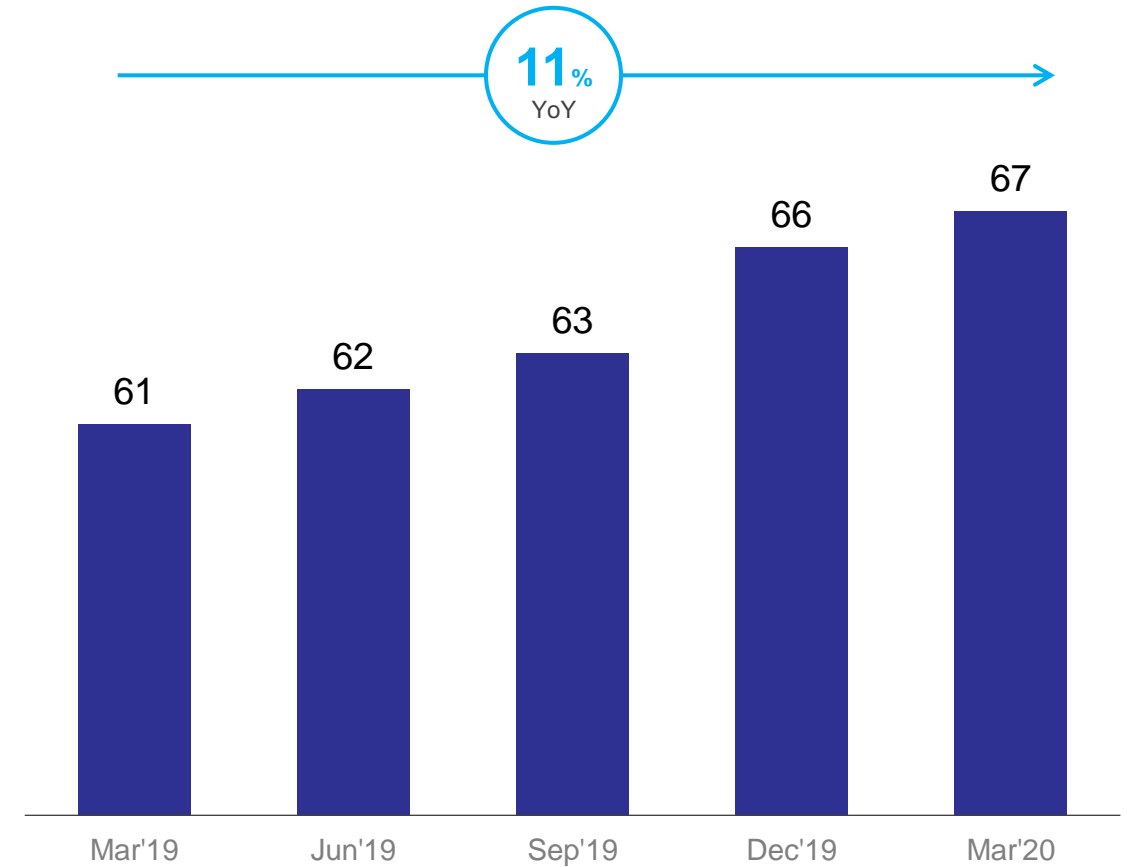
# Live Products Listing

(Figures in Millions)

## Yearly trends



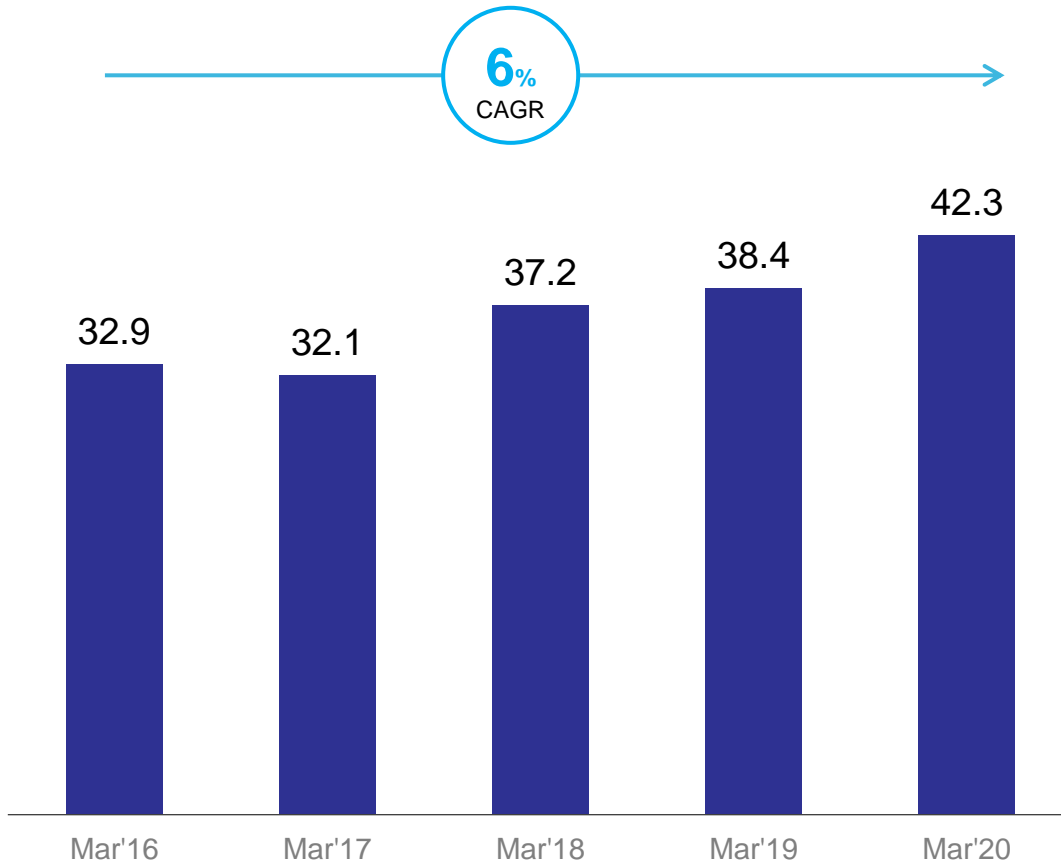
## Quarterly trends



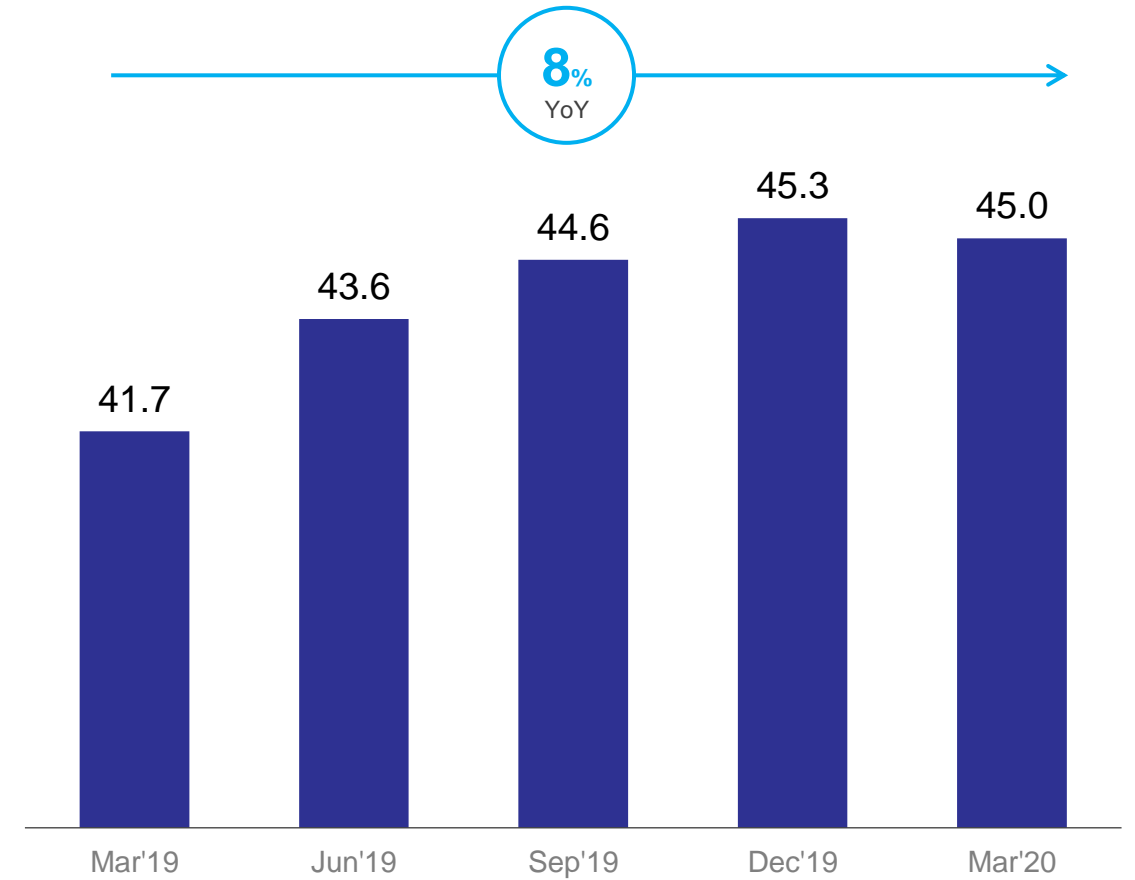
# Annualised Revenue Per Paying Subscriber

(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

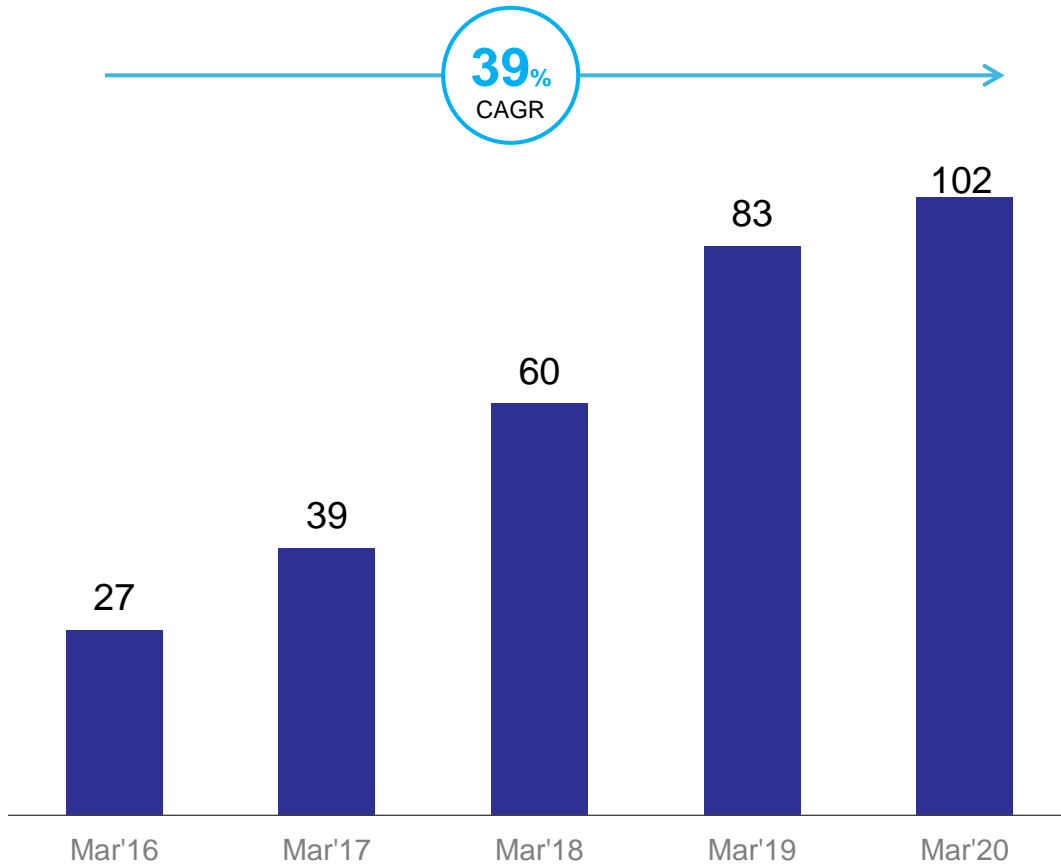




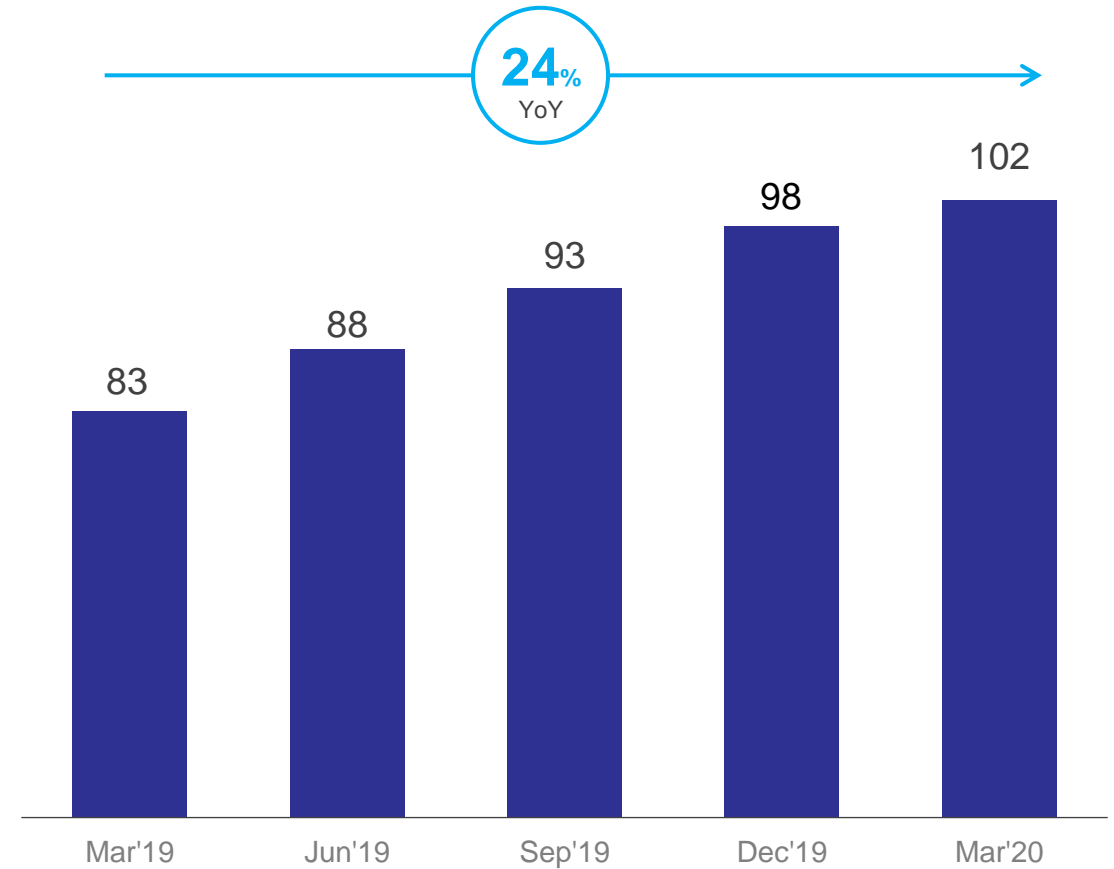
# Registered Buyers

(Figures in Millions)

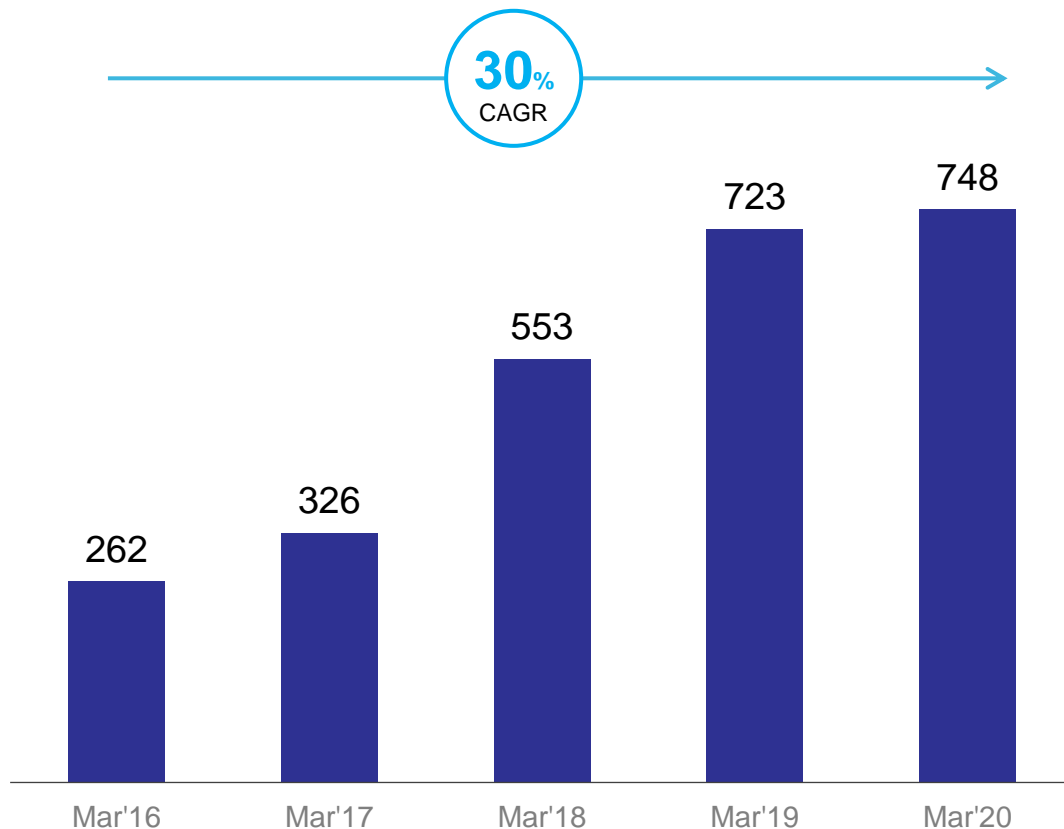
## Yearly trends



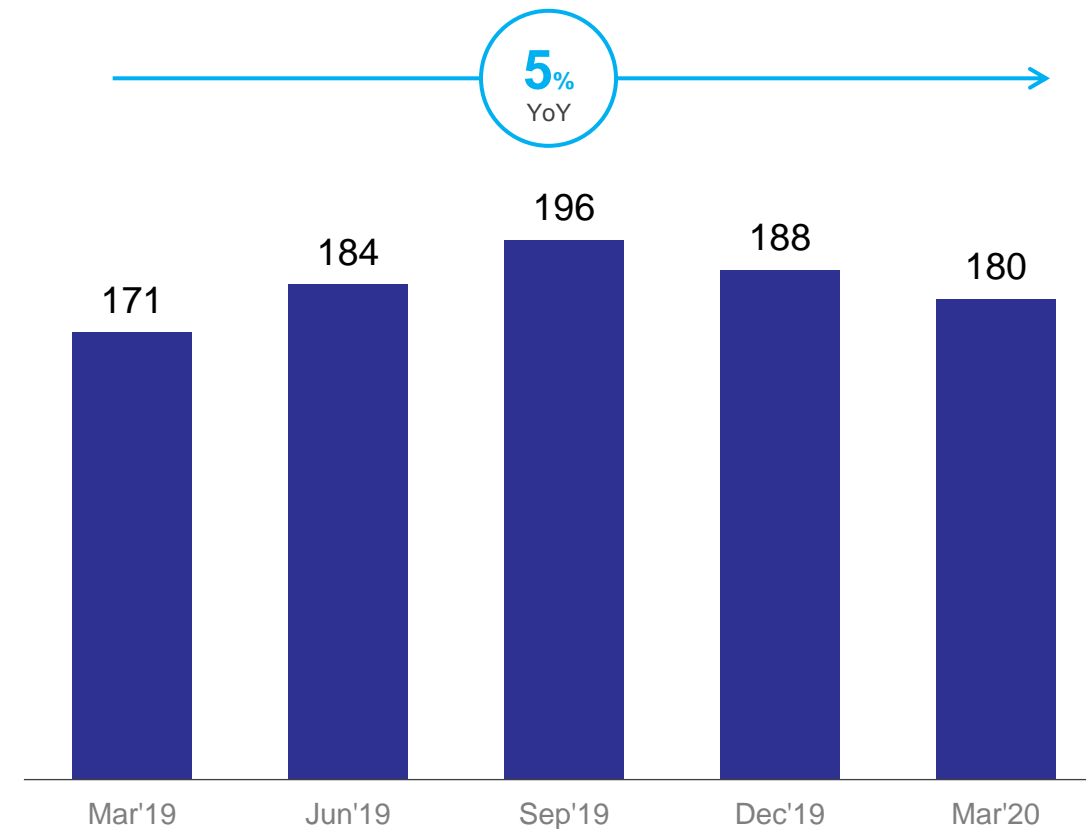
## Quarterly trends



## Yearly trends



## Quarterly trends



**~76% of traffic is through mobile**

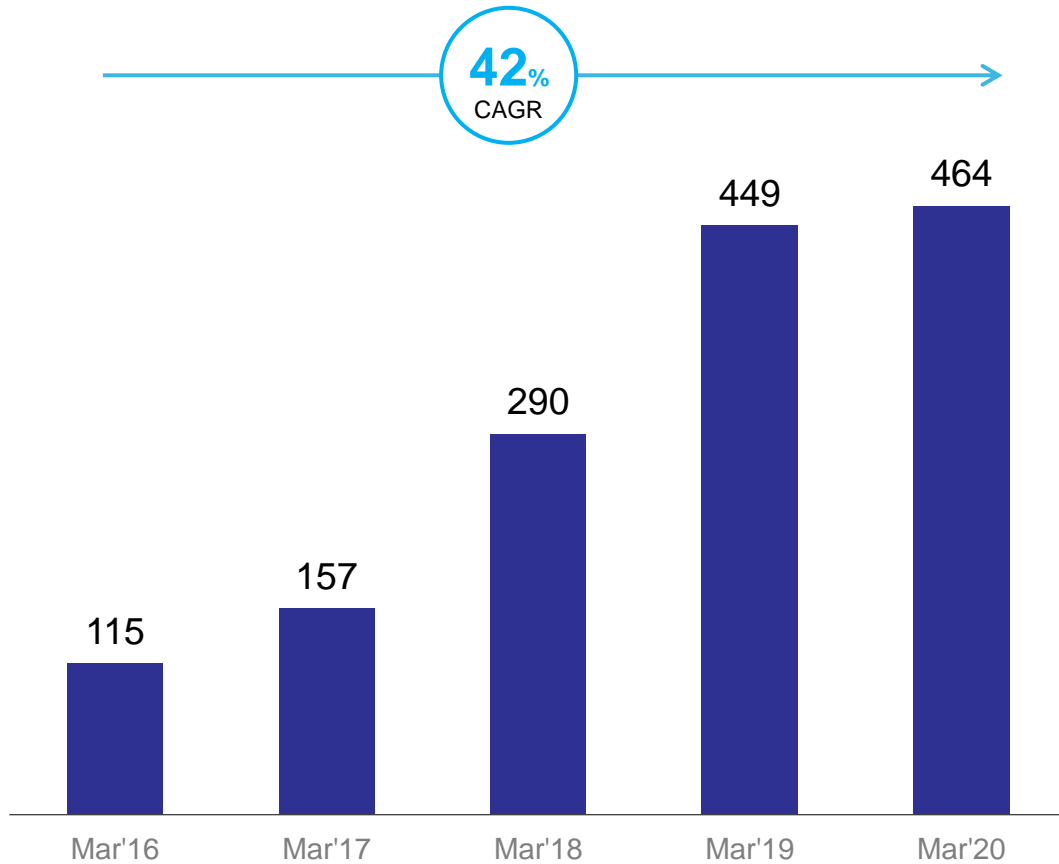


\*Traffic is defined as the number of visits done on the desktop website, mobile website and mobile application of the company

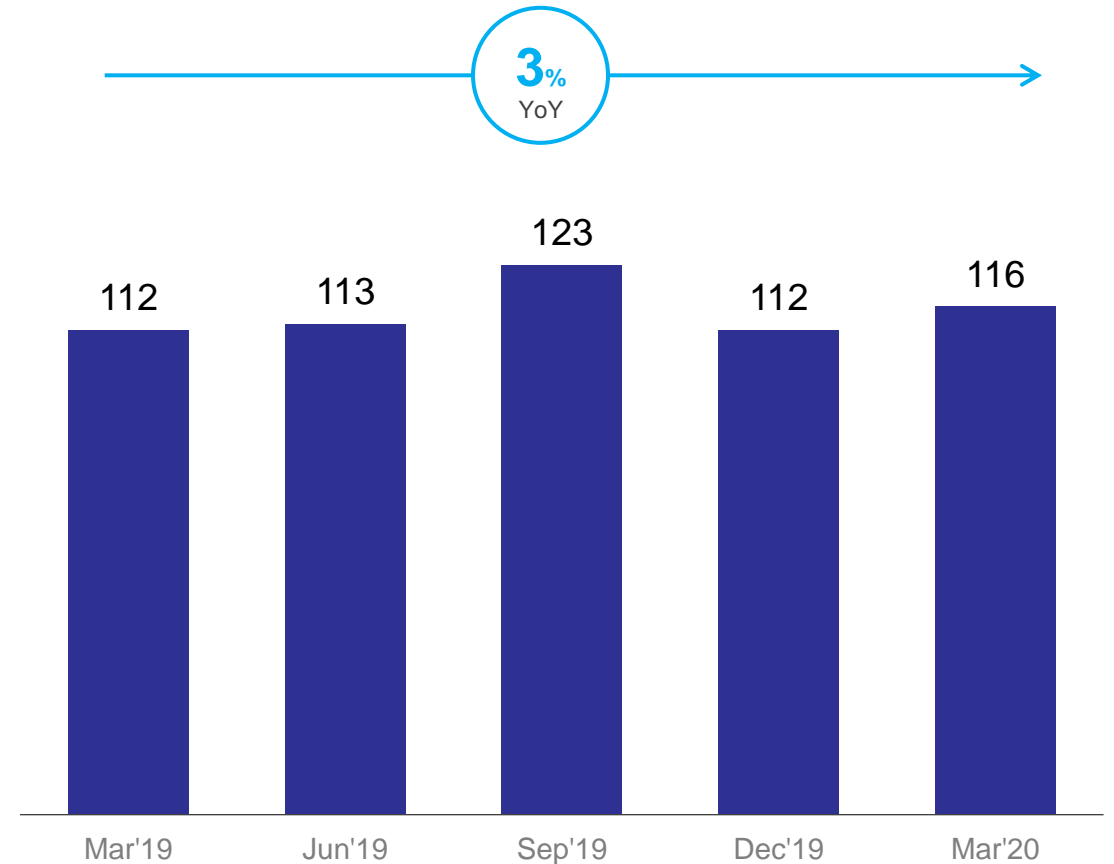
# Business Enquiries Delivered

(Figures in Millions)

## Yearly trends



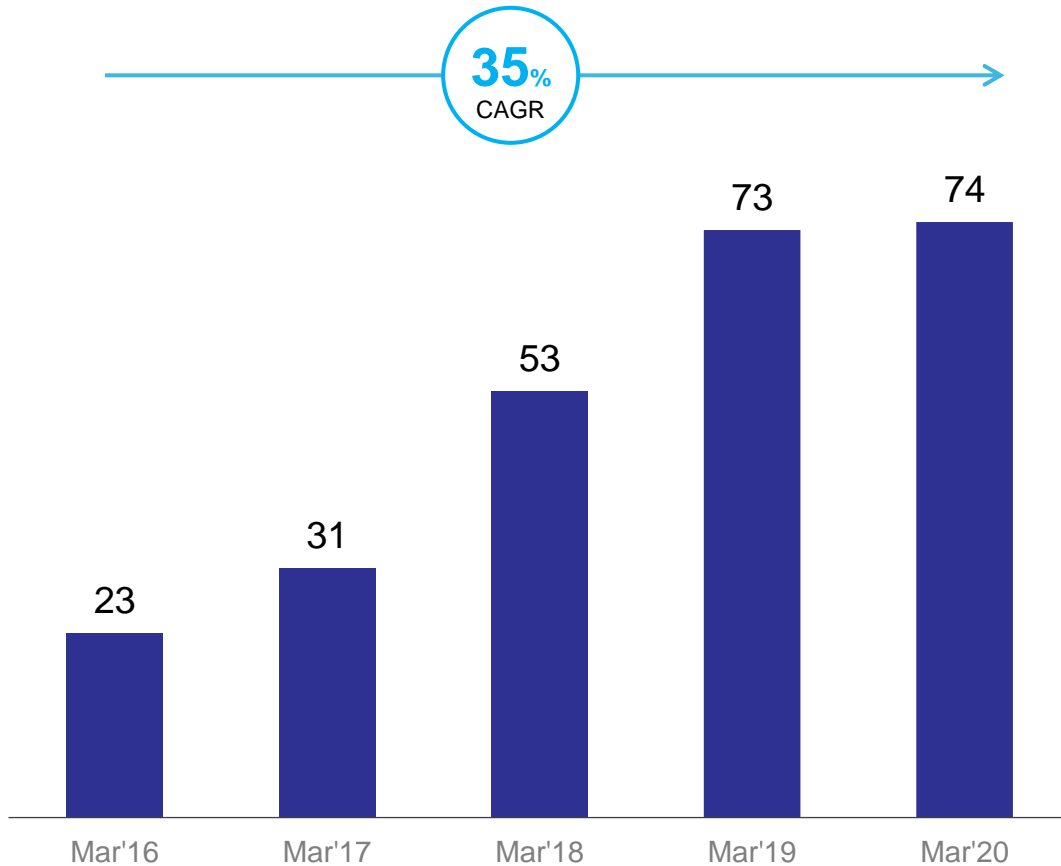
## Quarterly trends



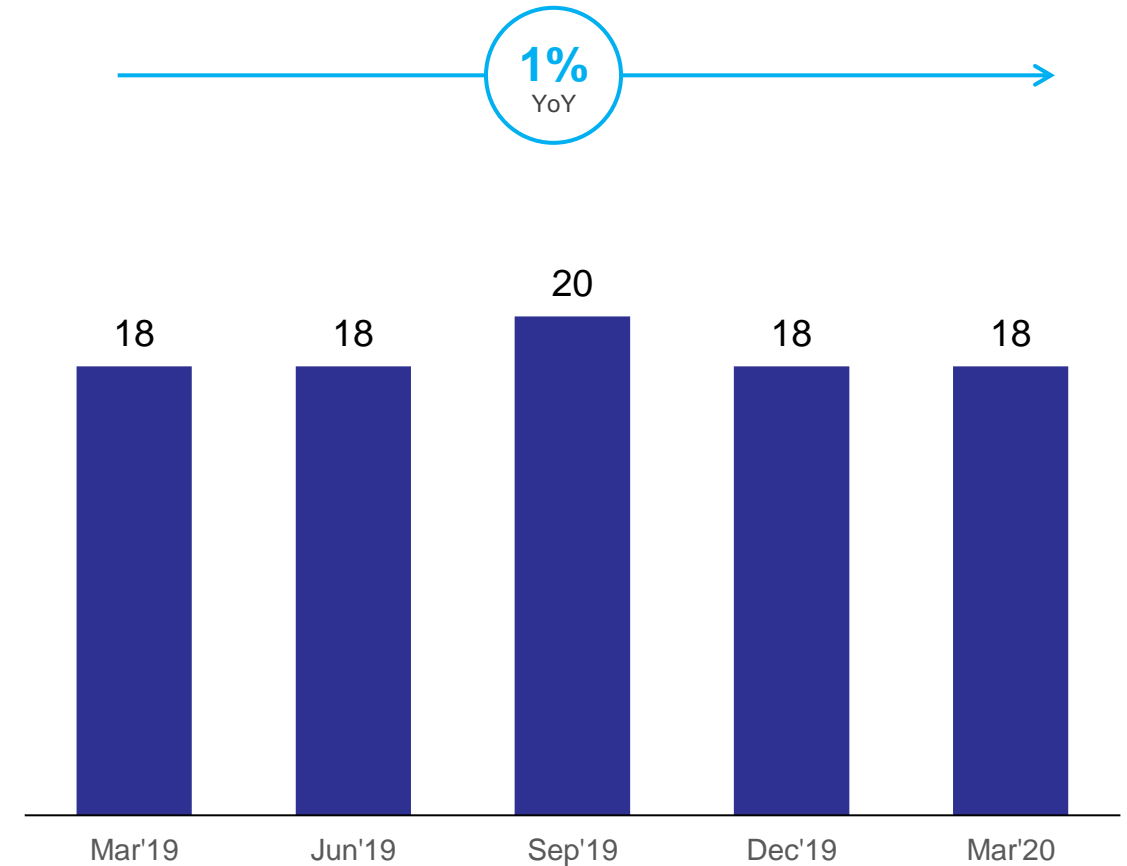
# Unique Business Enquiries\*

(Figures in Millions)

## Yearly trends



## Quarterly trends

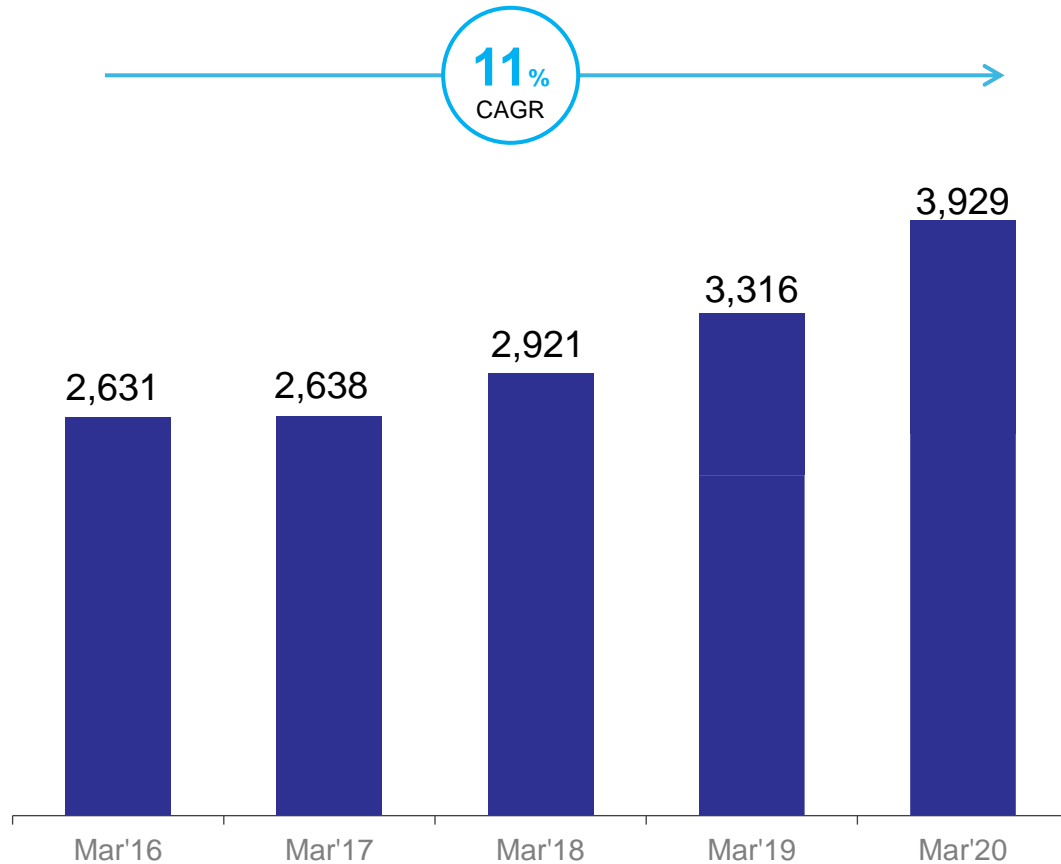


\* We consider a buyer posting an enquiry at least once as one unique buyer for that day. If the same buyer post another enquiry on a different day, he is considered as another different unique buyer. Sum of all such unique quarterly and yearly buyers is mentioned in the Quarterly and Yearly trends,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

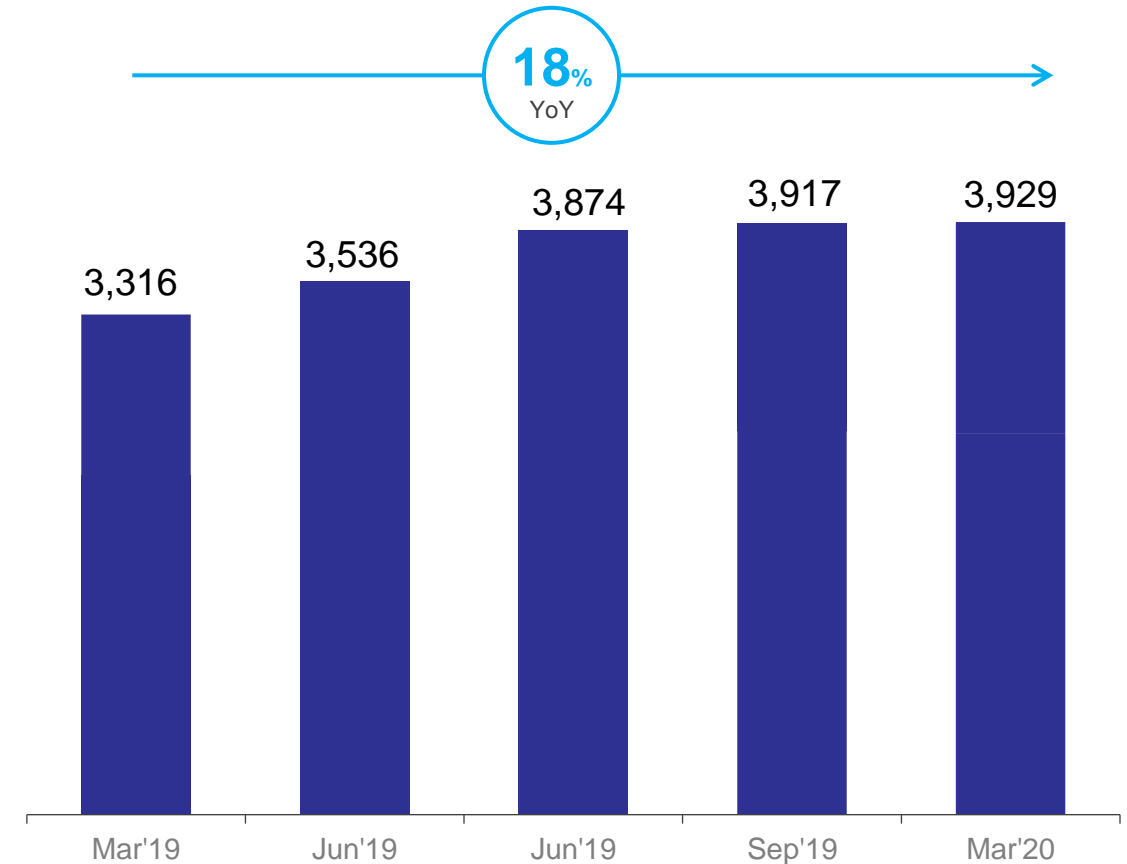


# Total Sales and Service Representatives\*

Yearly trends



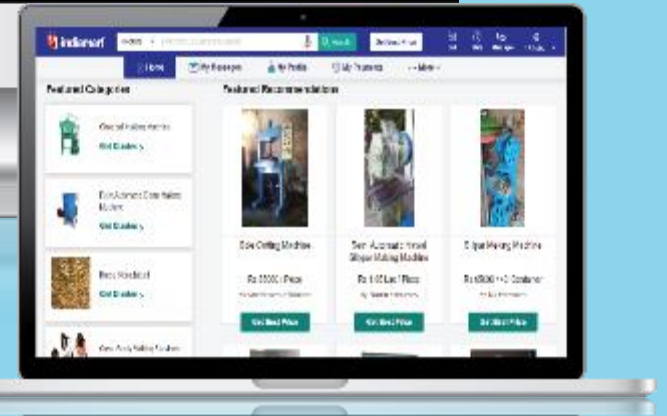
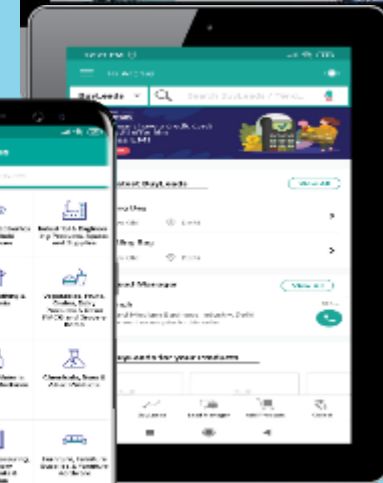
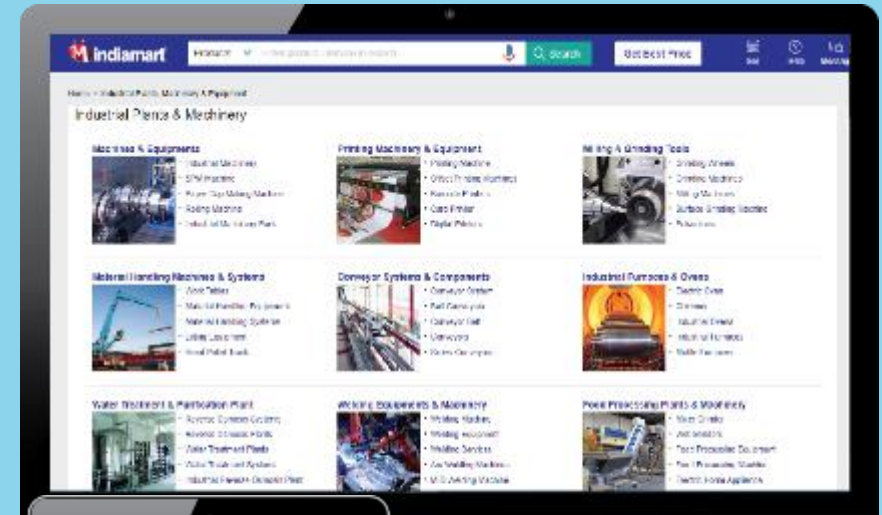
Quarterly trends



\*Includes outsourced and Onroll Sales & Service Representative



# Product Overview

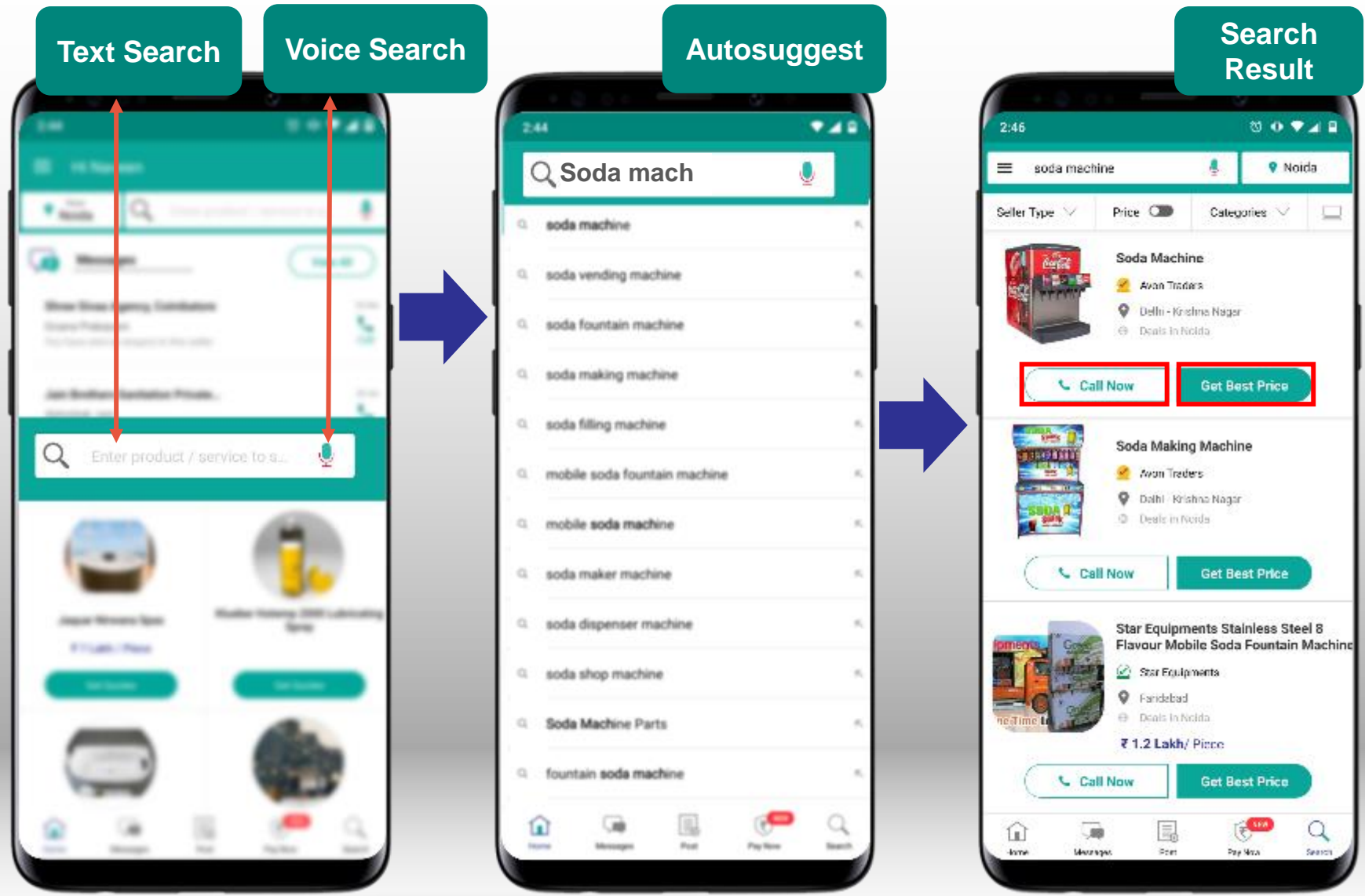


# Buyer Journey

Search

Post Requirement

Product & Company  
Details

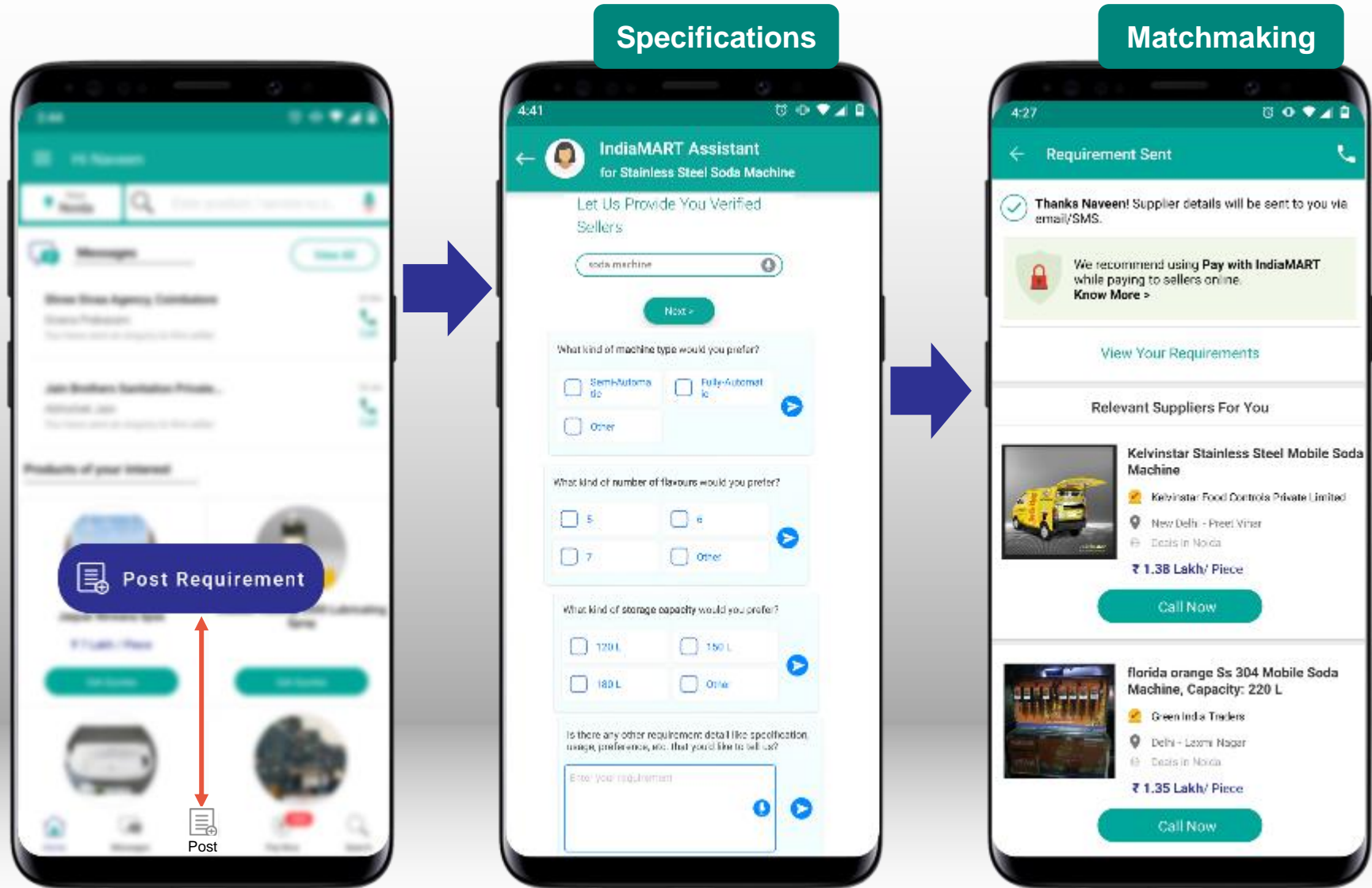


# Buyer Journey

Search

Post Requirement

Product & Company Details



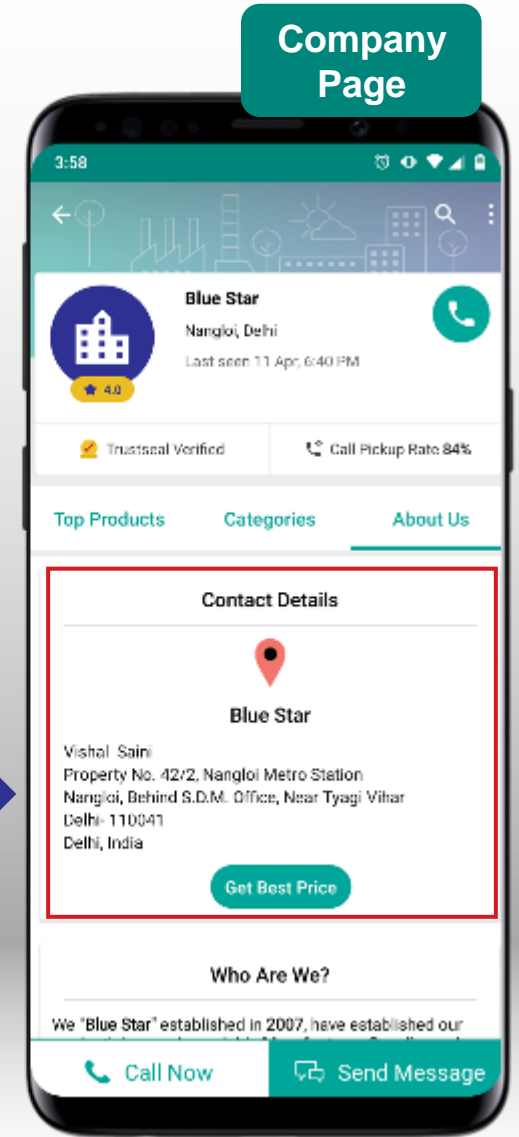
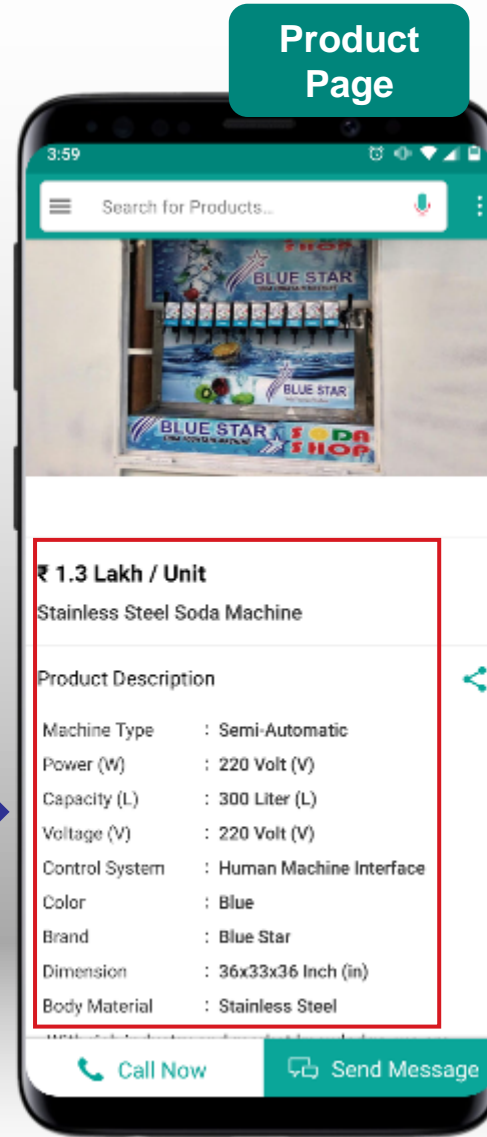
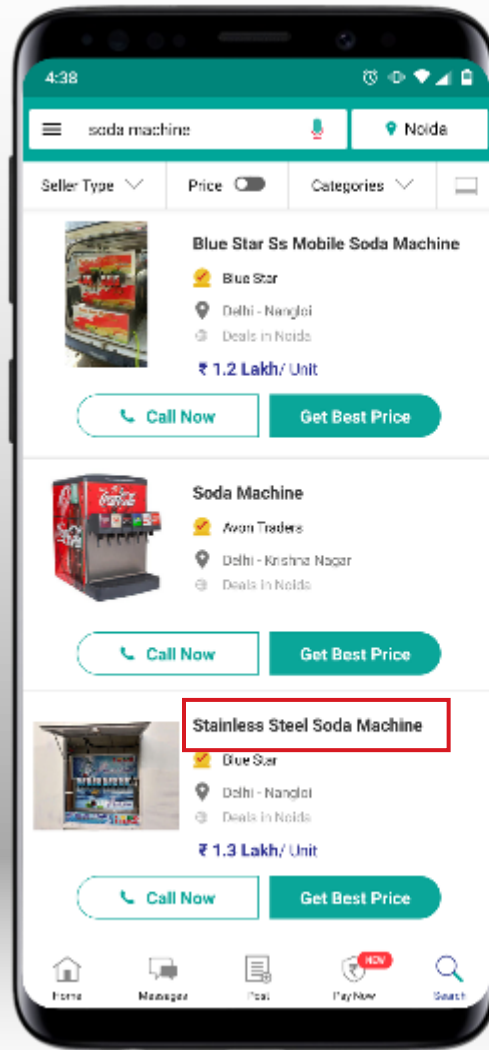


# Buyer Journey

Search

Post Requirement  
Call & Message

Product & Company  
Details



# Seller Journey

Add/Edit products from here

Content Management

BuyLeads

Lead Manager

Pay With IndiaMART

The screenshot shows the IndiaMART seller interface for adding or editing a product. The product is 'Biodegradable Plastic Bag'. The interface includes a navigation bar, a search bar, and a 'Save and Continue' button. The product score is 75, and the basic details section shows 55/80 completion. The specifications section shows 20/20 completion.

Section	Item	Completion
Basic Details	Name	05/05
	Photo	10/10
	Photo Size 500 x 500	15/15
	Price (with Unit)	-/15
	Description (>70 chars)	-/10
Specifications	Group	10/10
	Category	15/15
	4 Specs.	05/05
	5 Specs.	05/05
	More than 5 Specs.	10/10



# Seller Journey

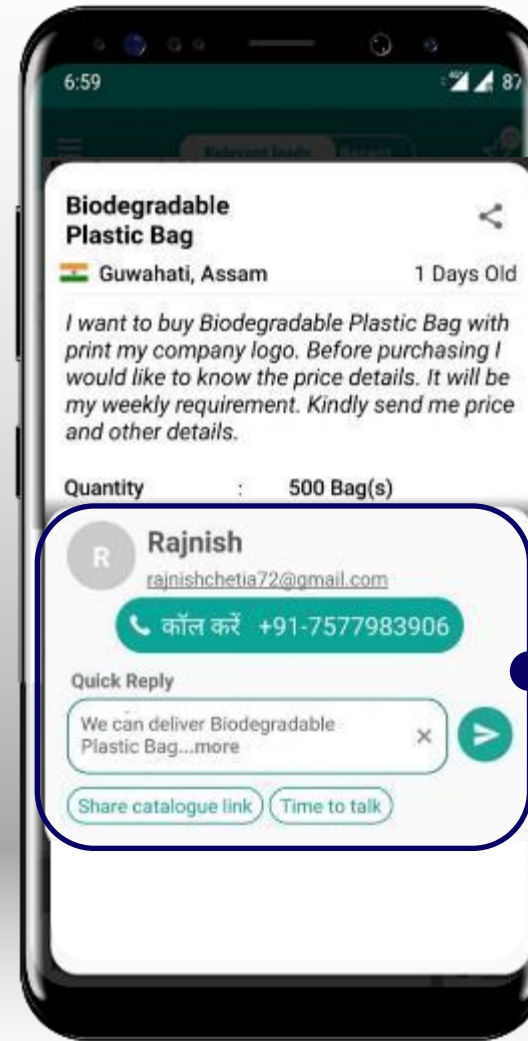
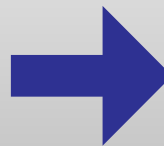
Content Management

BuyLeads

Lead Manager

Pay With IndiaMART

Click on Contact Buyer Now to select RFQ



Buyer Details Available Post BuyLead Purchase



# Seller Journey

Content Management

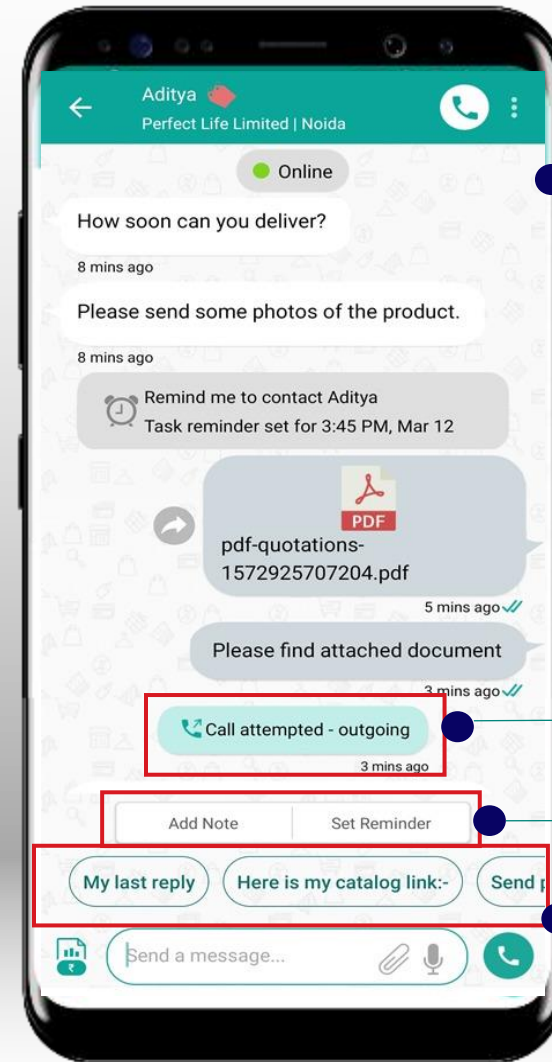
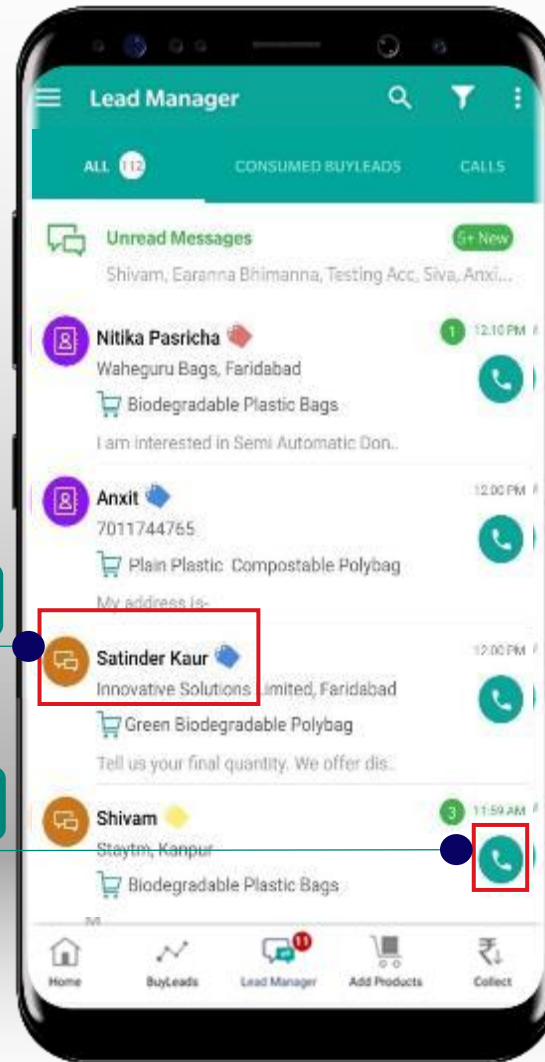
BuyLeads

Lead Manager

Pay With IndiaMART

Add Labels

Direct Buyer Callback



Chat History

Call Alerts

Add Notes & Set Reminders

Smart Reply Suggestions





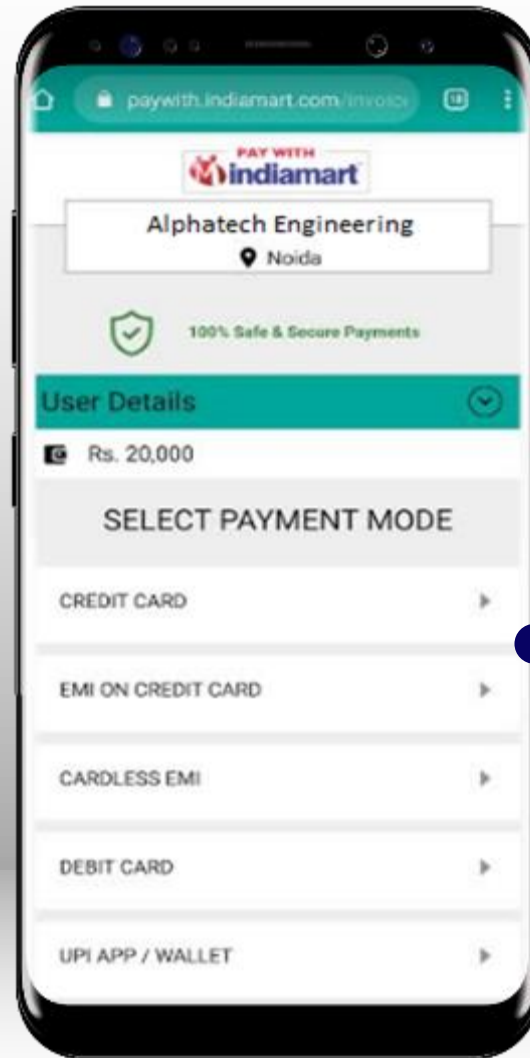
# Seller Journey

Content Management

BuyLeads

Lead Manager

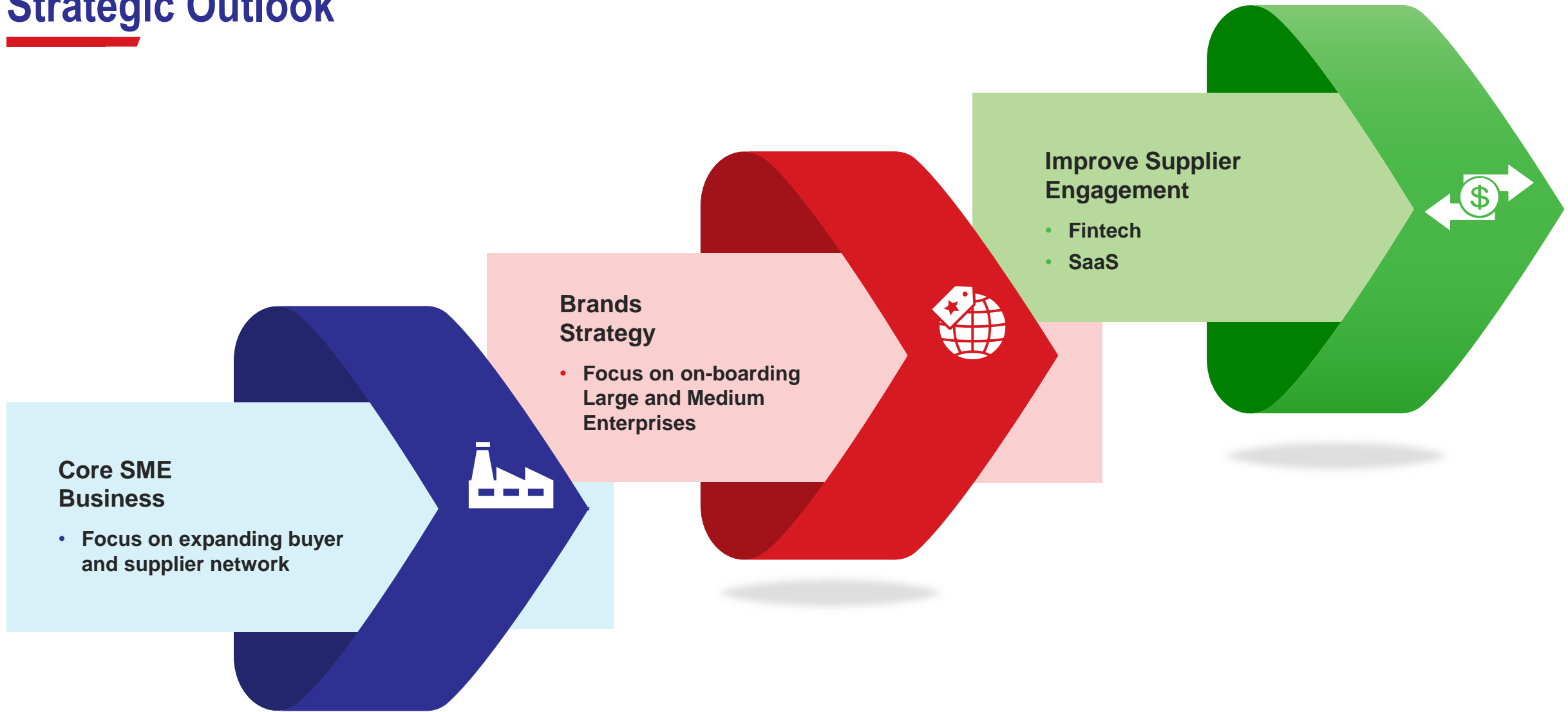
Pay With IndiaMART



Multiple options



# Strategic Outlook





# Financial Performance

Standalone Basis



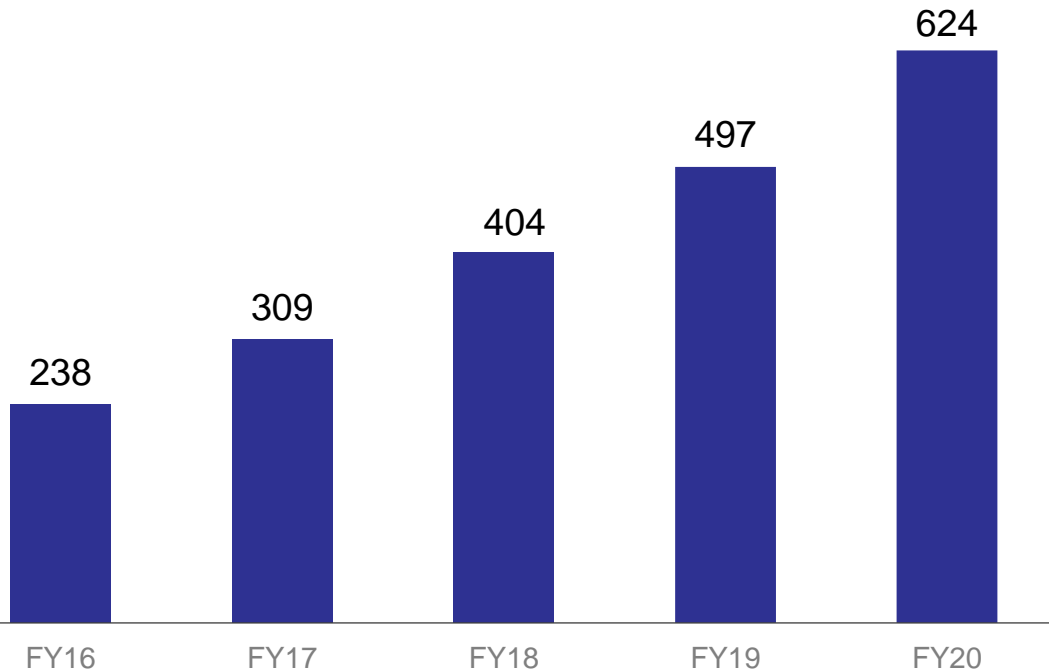
Egg Incubator

# Revenue from Operations - Standalone

(₹ in Crores)

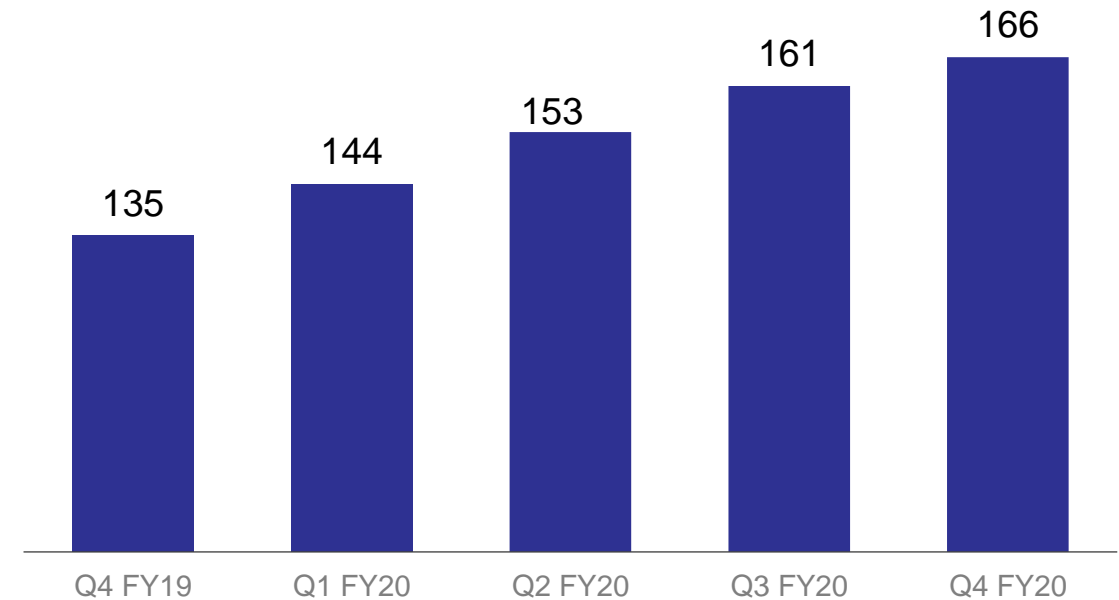
## Yearly trends

27%  
CAGR



## Quarterly trends

23%  
YoY



~40% of revenue contributed by top 10% of paying subscription suppliers

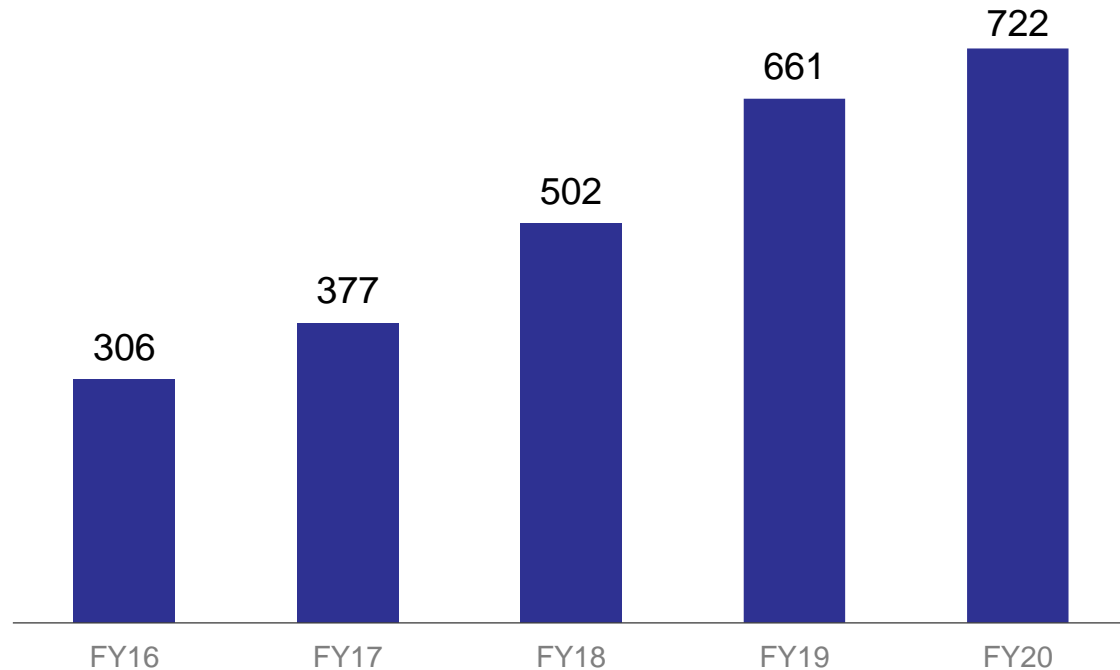


# Collections from Customer - Standalone

(₹ in Crores)

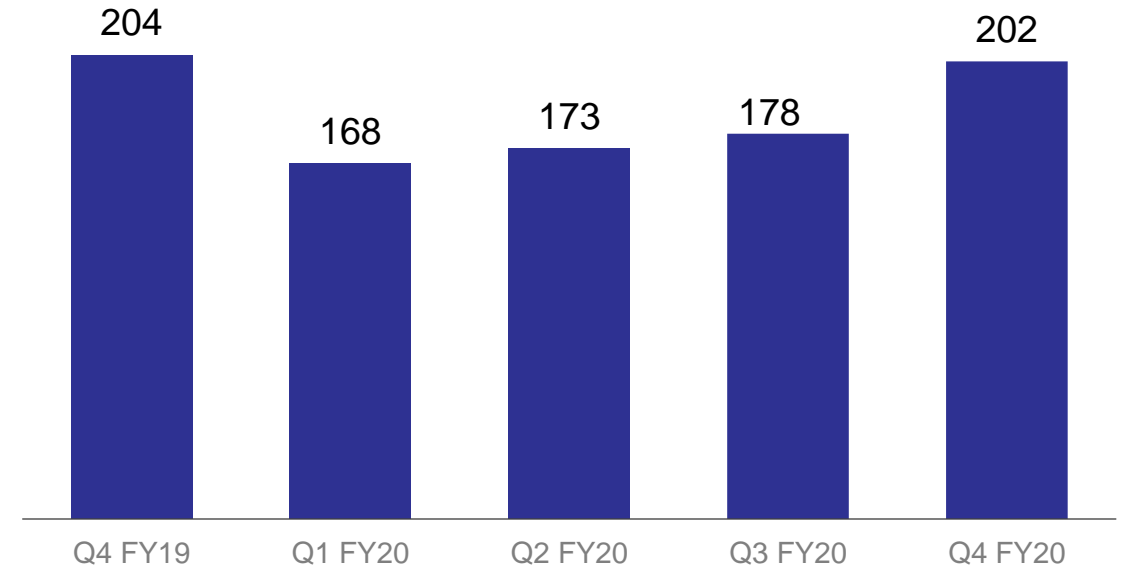
### Yearly trends

24%  
CAGR



### Quarterly trends

(1)%  
YoY



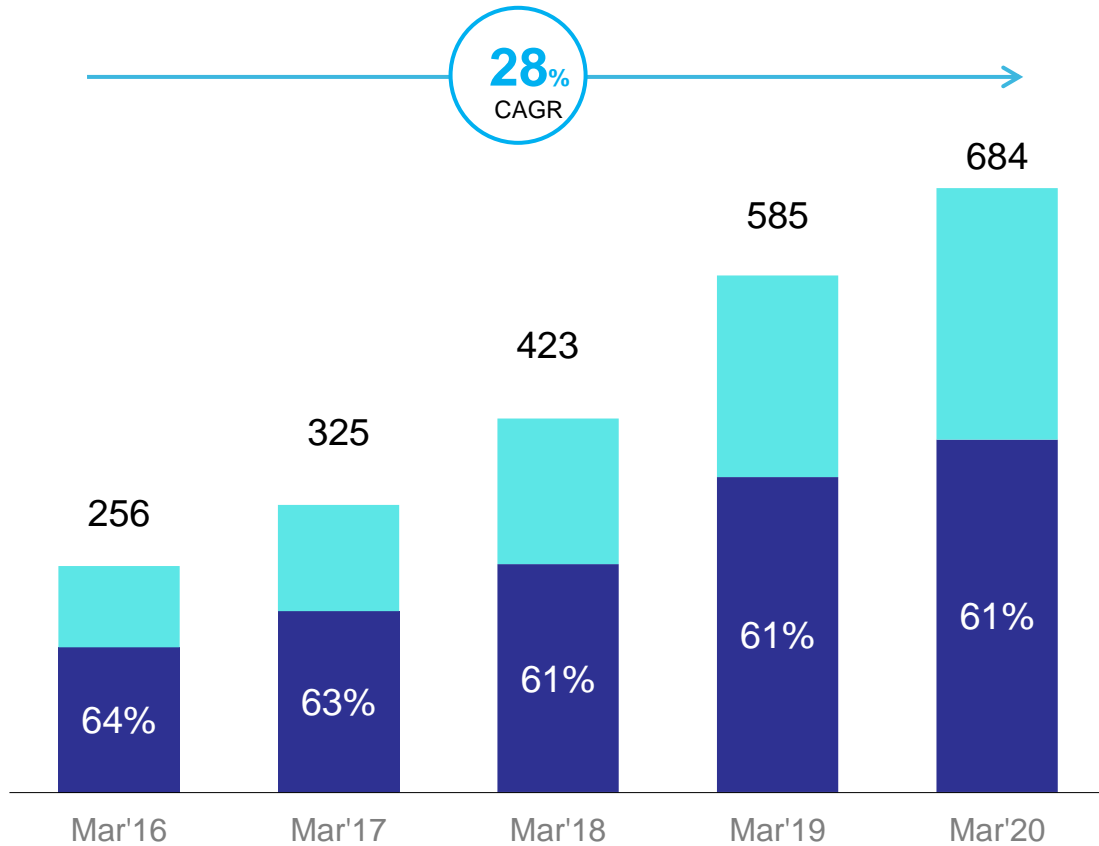


# Deferred Revenue\* - Standalone

(₹ in Crores)

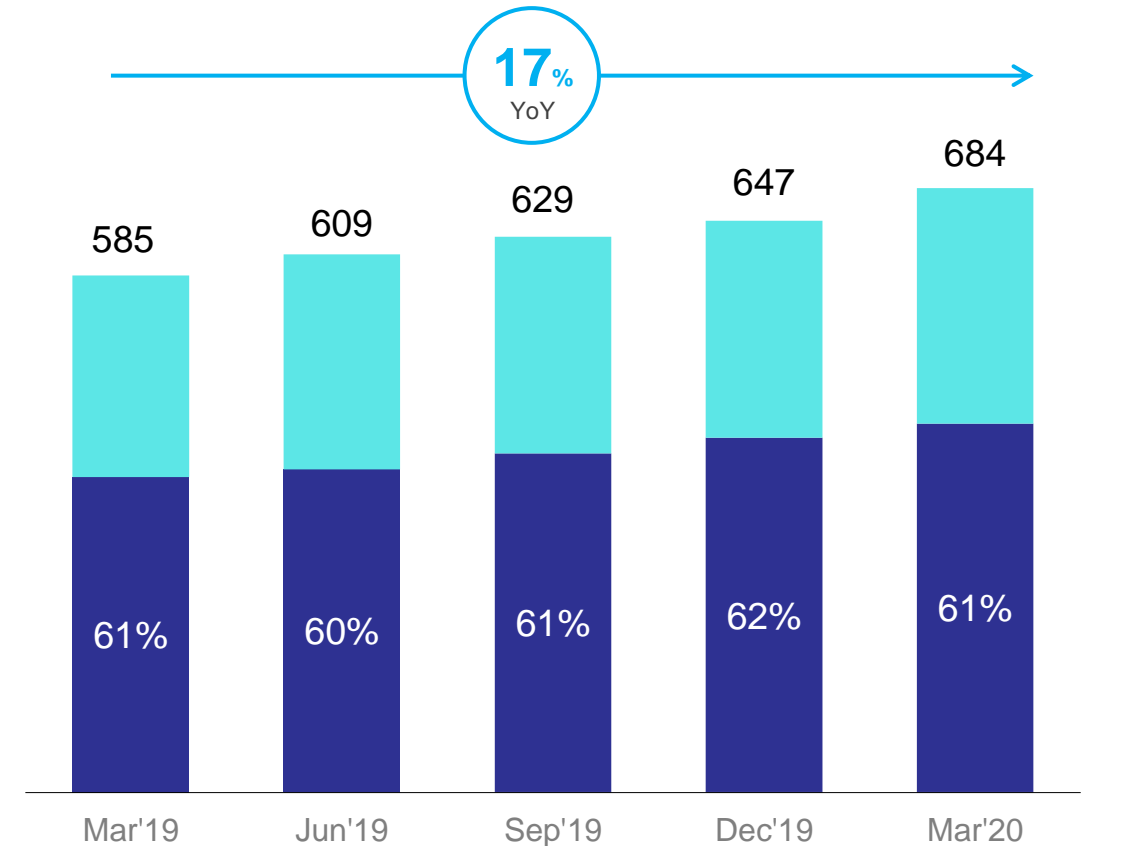
## Yearly trends

28%  
CAGR



## Quarterly trends

17%  
YoY



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

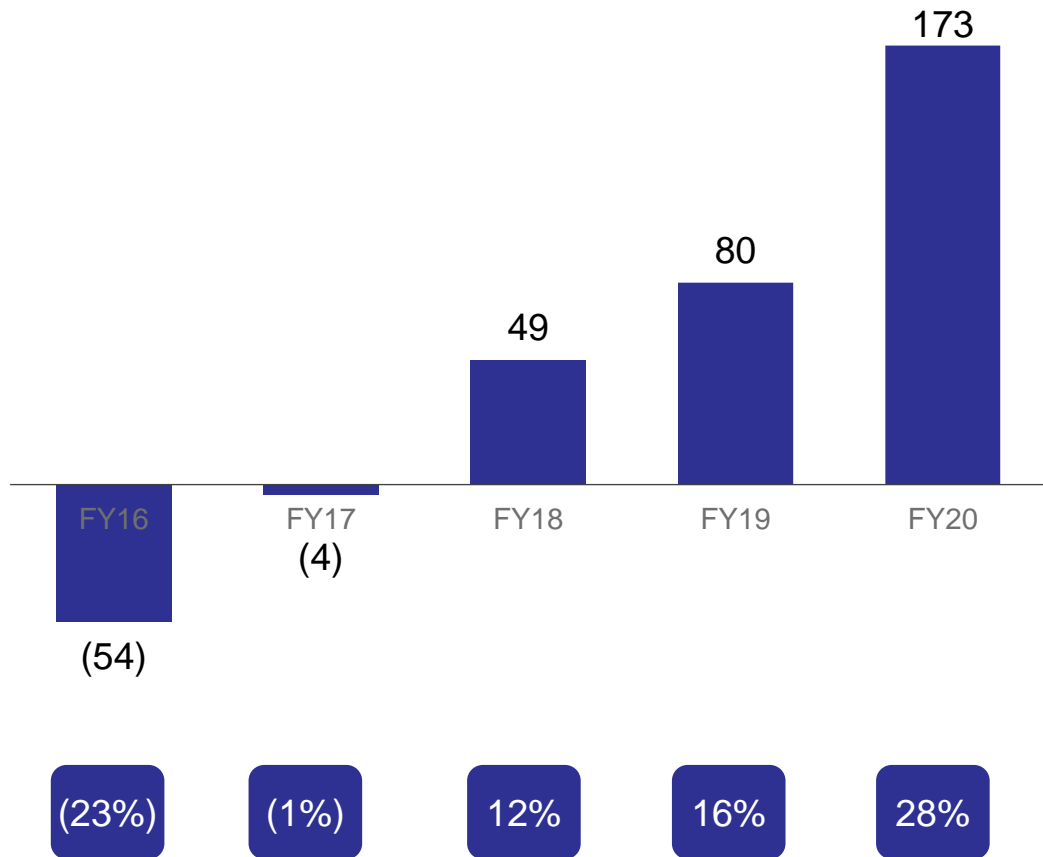
Current



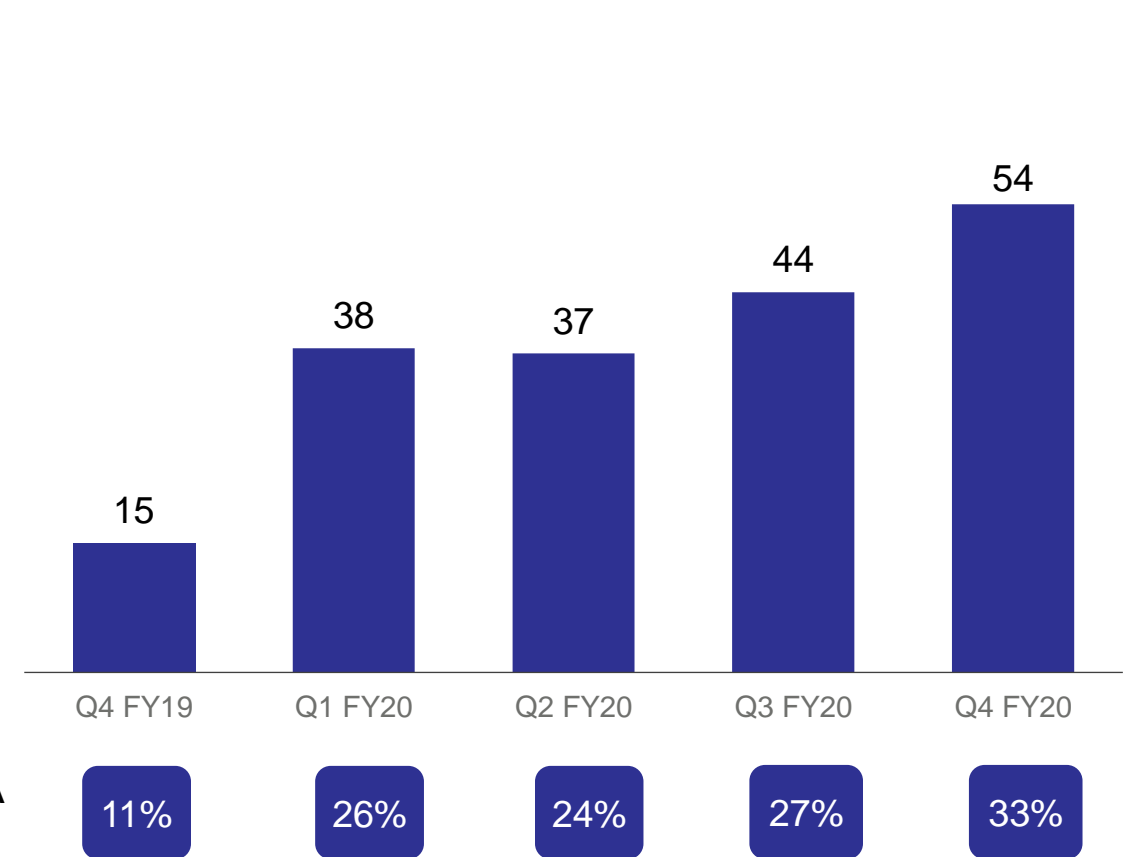
# EBITDA - Standalone

(₹ in Crores)

## Yearly trends



## Quarterly trends



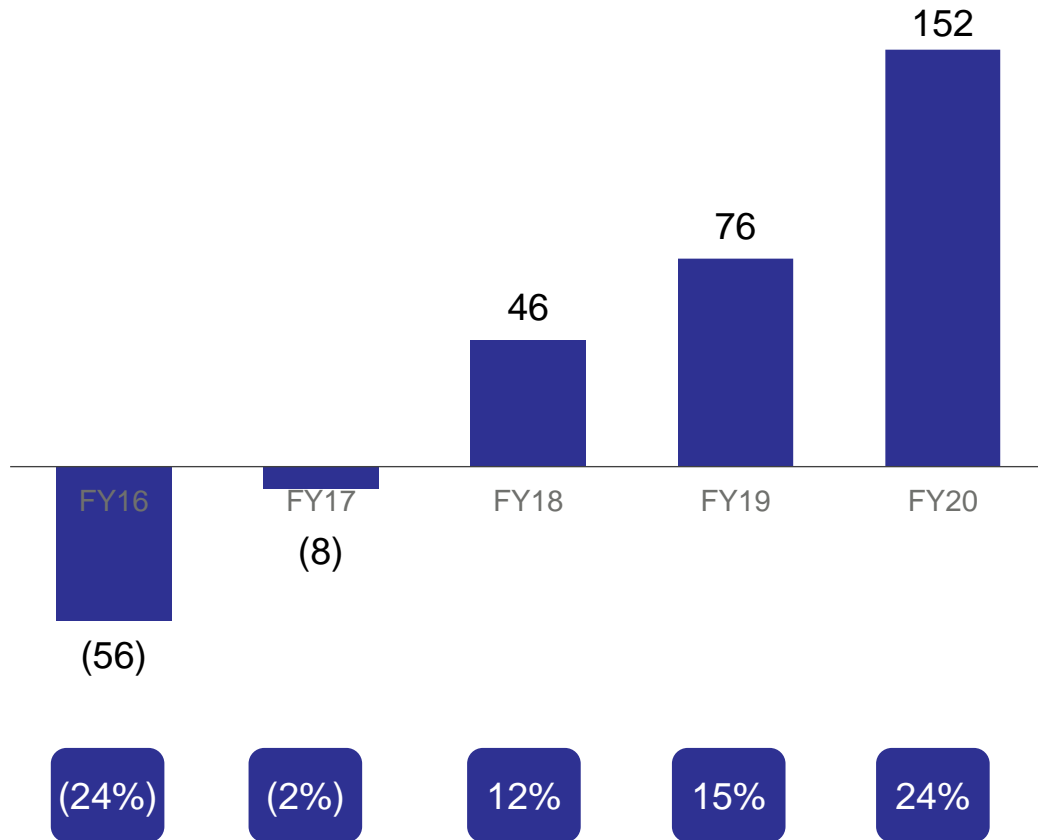
\* The company has adopted IND AS -116 from 1st April 2019, impacting EBITDA by increase of Rs. 4.5 Crores in Q1 FY20 and Rs. 4.8 crores in Q2 FY20 and Rs. 4.8 crores in Q3 FY20 and Rs. 4.4 crores in Q4 FY20



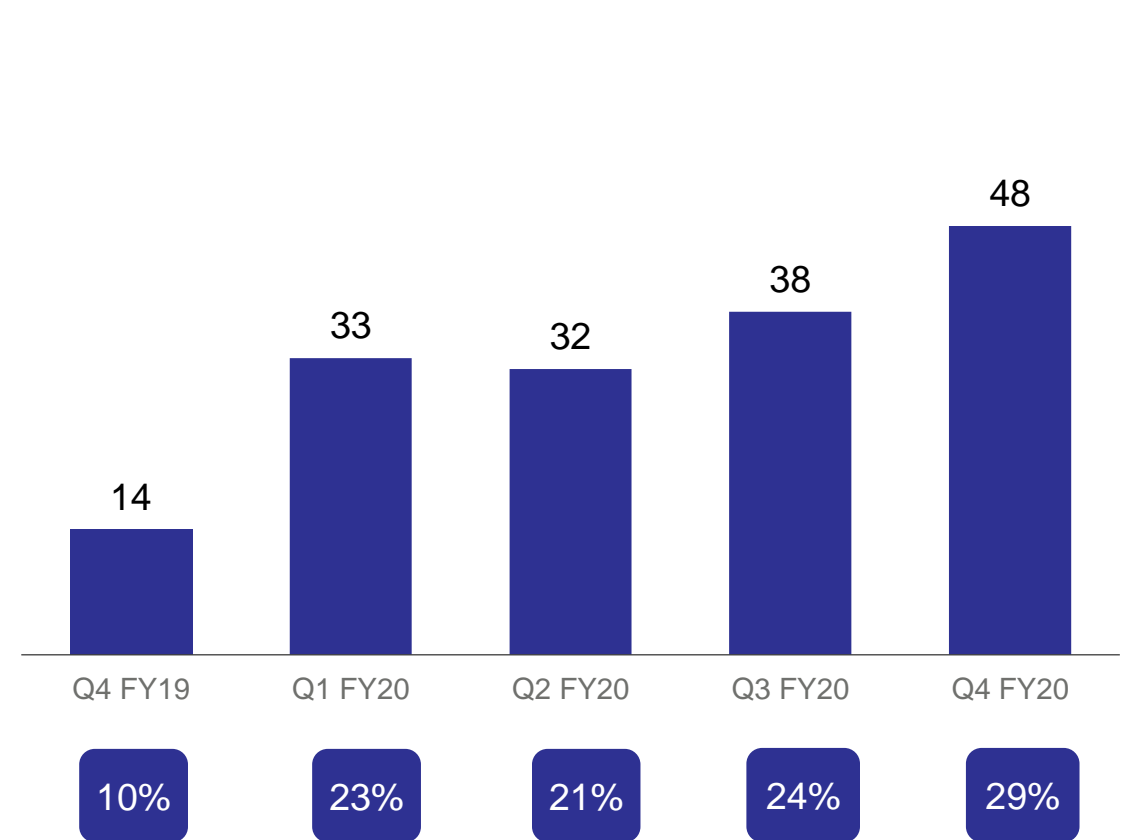
# EBIT - Standalone

(₹ in Crores)

## Yearly trends



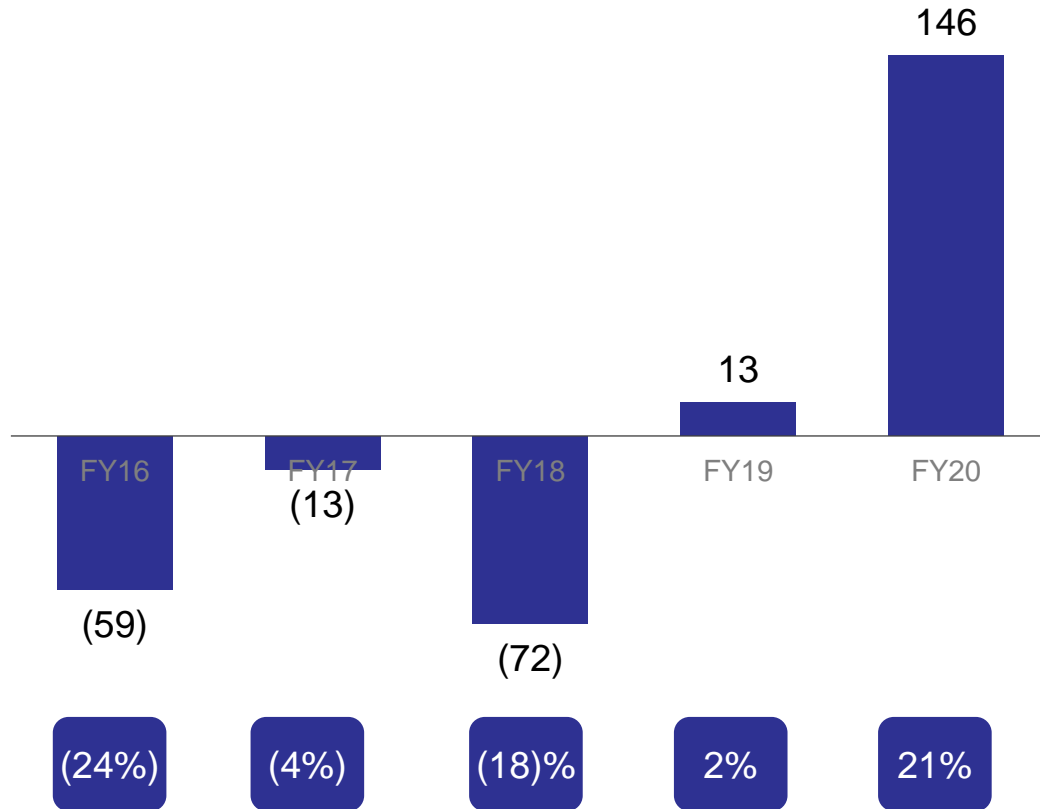
## Quarterly trends



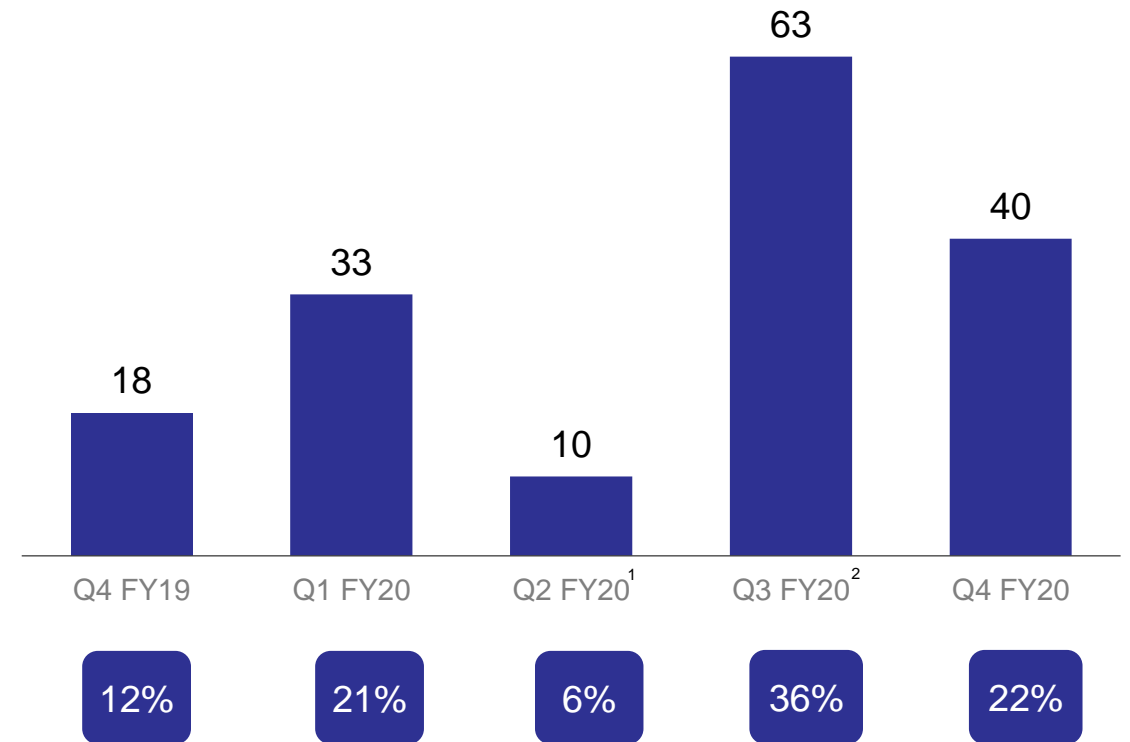
# PAT - Standalone

(₹ in Crores)

## Yearly trends



## Quarterly trends



Note:

1.Net Profit for the quarter ending September 30, 2019 included one-time impact of Rs. 31.4 Crore related to change in tax rate and law as the Company has opted to move to 25% tax regime as per the option given in Taxation Amendment Ordinance 2019

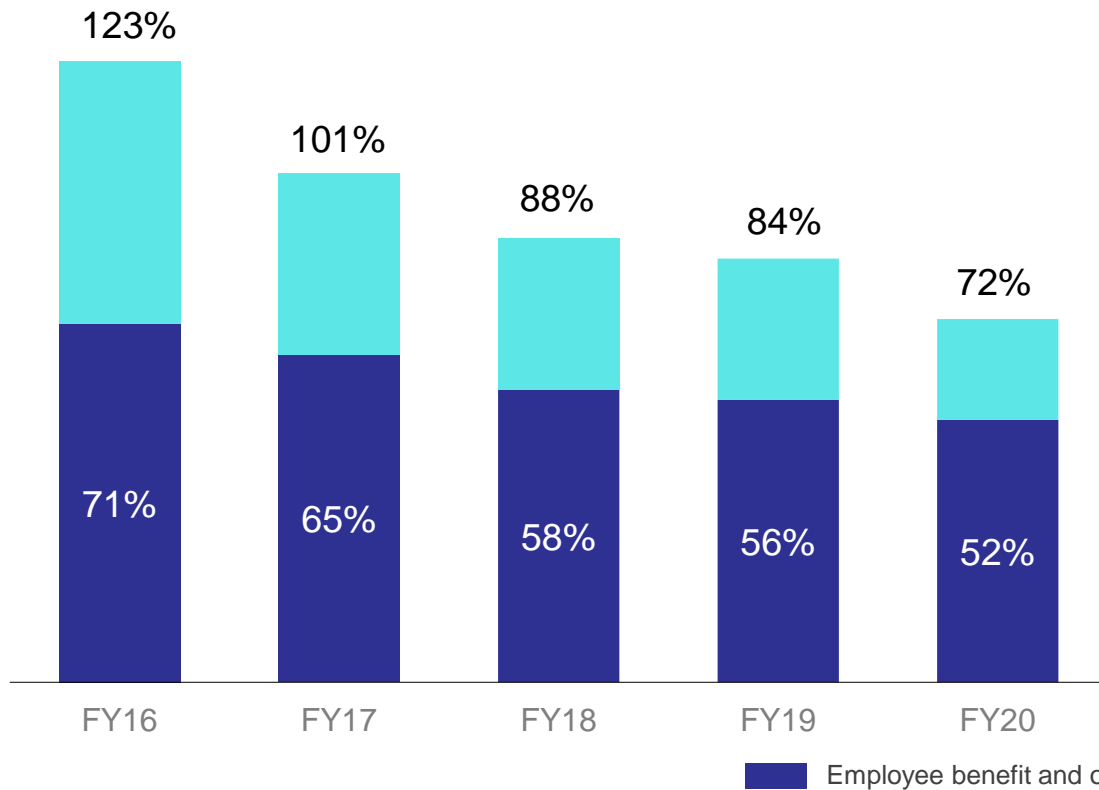
2.Net Profit for the quarter ending December 2019 included Deferred Tax Credit of Rs. 22.9 Crores on account of certain timing differences pertaining to earlier years.



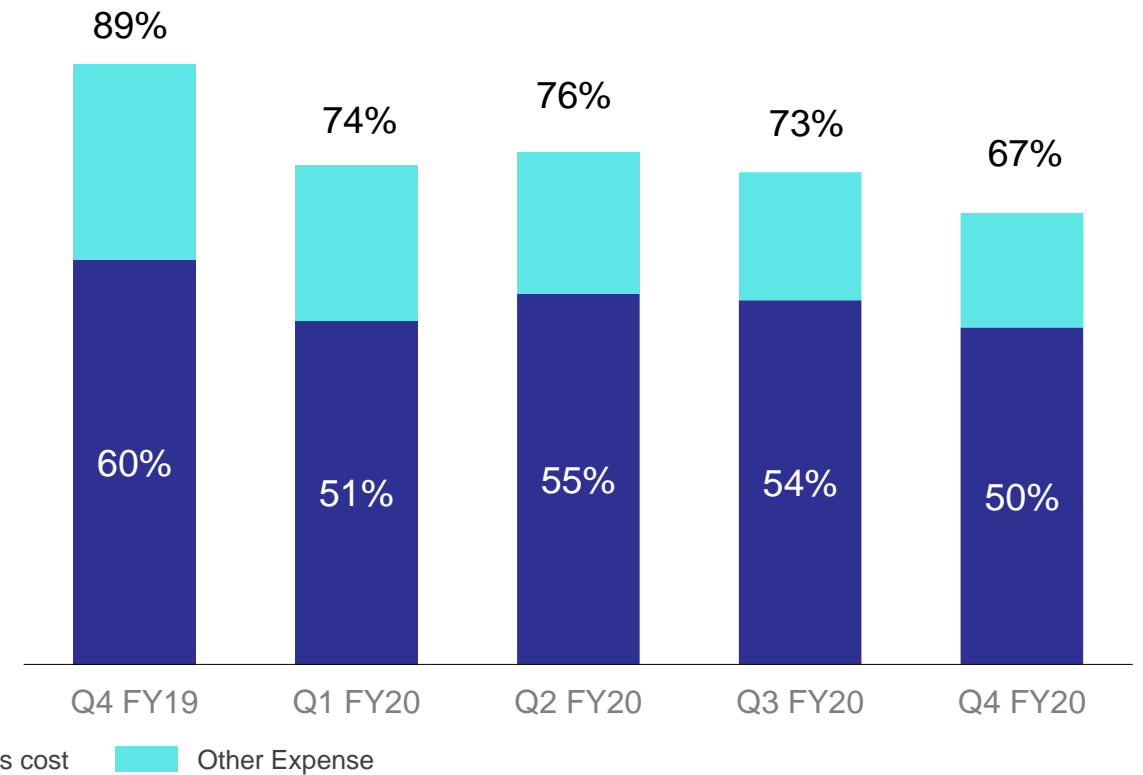
# Margin Leverage - Standalone

(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, Q3 FY20 and Q4FY20



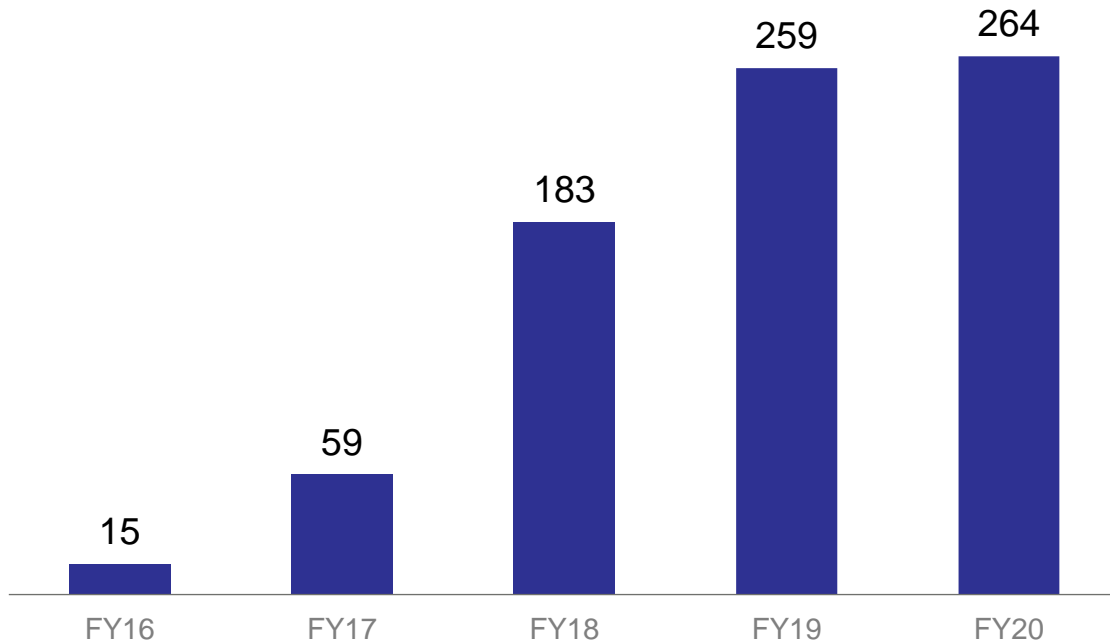


# Cash Generated From Operating Activities - Standalone

(₹ in Crores)

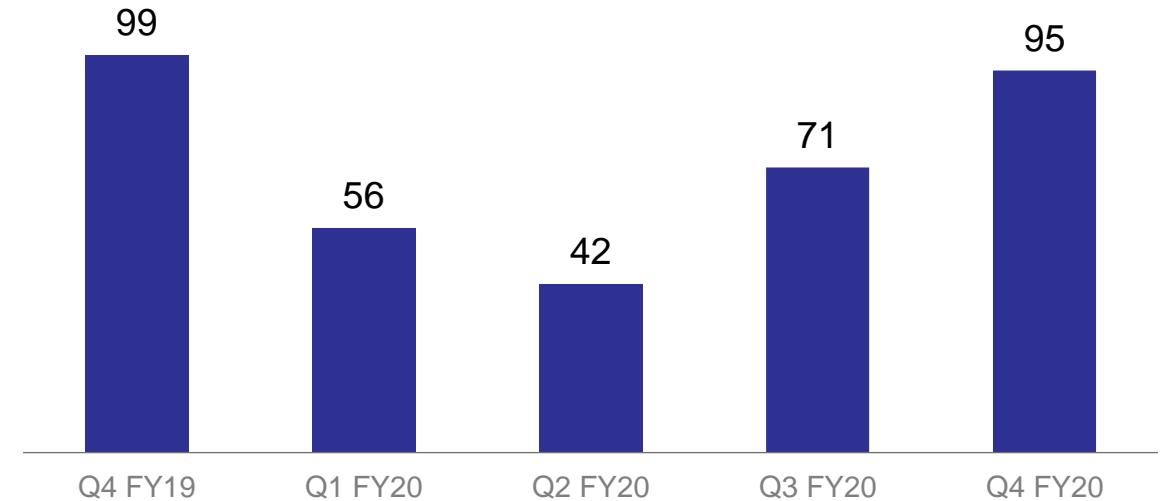
## Yearly trends

104%  
CAGR



## Quarterly trends

(4)%  
YoY

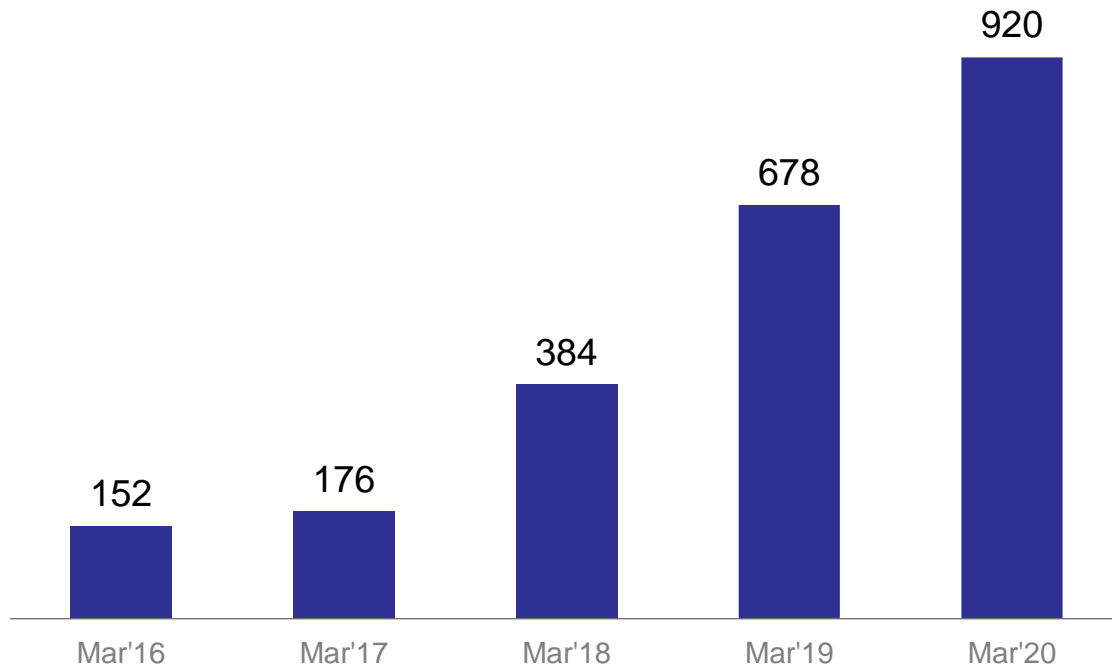


# Cash And Investments\* - Standalone

(₹ in Crores)

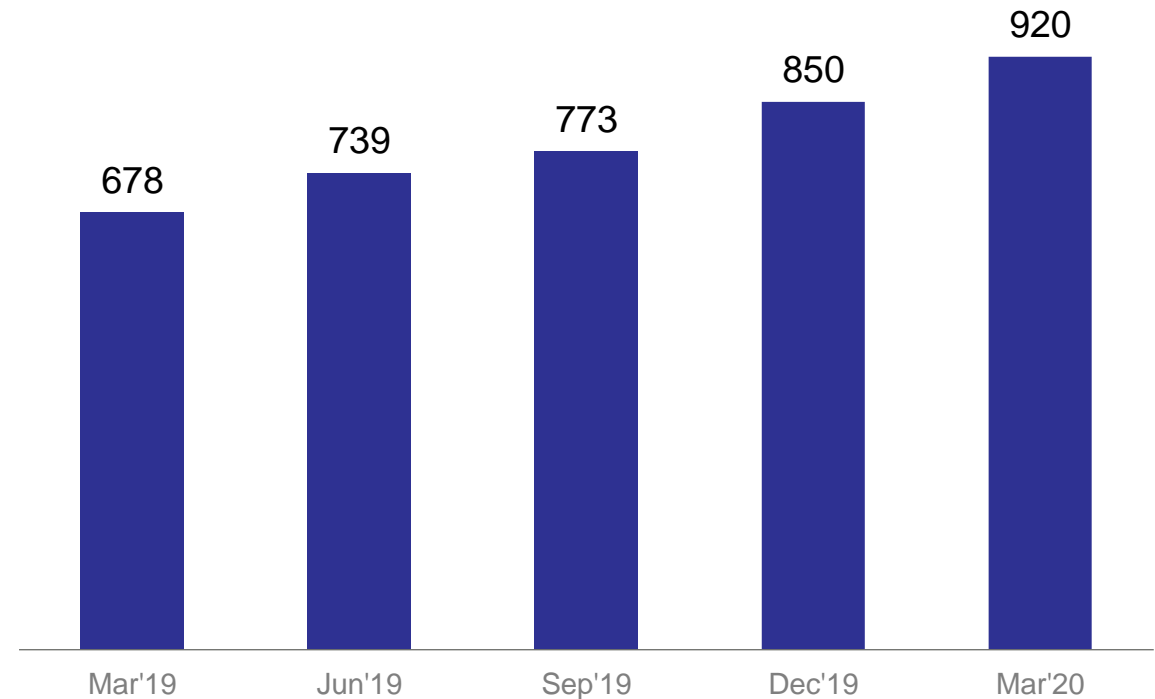
## Yearly trends

57%  
CAGR



## Quarterly trends

36%  
YoY



- Refers to Cash and Cash Equivalents and investments in Mutual Funds in the financial statements
- During Q2FY20, the company has made an investment of Rs 31.2 crores in Simply Vyapar Apps Pvt Ltd
- During Q4FY20, company has paid interim dividend amounting to Rs. 28.9 crores



# Financial Performance – Standalone

(₹ in Crores)

Financial Metrics	Q4 FY20	Q4 FY19	YoY Change	Q3 FY20	QoQ Change	FY20	FY19	YoY Change
<b>Revenue from Operations</b>	<b>166</b>	<b>135</b>	<b>23%</b>	<b>161</b>	<b>3%</b>	<b>624</b>	<b>497</b>	<b>25%</b>
Other Income	17	10	74%	16	5%	68	36	90%
<b>Total Income</b>	<b>183</b>	<b>145</b>	<b>26%</b>	<b>177</b>	<b>3%</b>	<b>692</b>	<b>533</b>	<b>30%</b>
Manpower and Outsourced Sales Cost	82	81	2%	87	(6%)	327	279	17%
Other Operating Expense	30	39	(25%)	29	2%	124	138	(11%)
<b>Total Expenses</b>	<b>112</b>	<b>120</b>	<b>(7%)</b>	<b>116</b>	<b>(4%)</b>	<b>451</b>	<b>418</b>	<b>8%</b>
<b>EBITDA</b>	<b>54</b>	<b>15</b>	<b>264%</b>	<b>44</b>	<b>22%</b>	<b>173</b>	<b>80</b>	<b>117%</b>
<i>EBITDA Margin(%)</i>	<i>33%</i>	<i>11%</i>		<i>27%</i>		<i>28%</i>	<i>16%</i>	
Depreciation and Amortisation Expense	6	1	384%	6	2%	21	4	423%
Others <sup>1</sup>	9	-	-	1	-	10	65	(84%)
<b>Profit Before Tax</b>	<b>57</b>	<b>24</b>	<b>141%</b>	<b>54</b>	<b>5%</b>	<b>210</b>	<b>46</b>	<b>353%</b>
Tax Expense <sup>2</sup>	17	6	198%	(9)	-	64	34	89%
<b>Net Profit</b>	<b>40</b>	<b>18</b>	<b>123%</b>	<b>63</b>	<b>(37%)</b>	<b>146</b>	<b>13</b>	<b>1061%</b>
<i>Net Profit Margin(%)</i>	<i>22%</i>	<i>12%</i>		<i>36%</i>		<i>21%</i>	<i>2%</i>	
<b>EPS (Rs.)</b>	<b>13.9</b>	<b>6.3</b>	<b>122%</b>	<b>21.9</b>	<b>(37%)</b>	<b>50.7</b>	<b>4.9</b>	<b>942%</b>
<b>Cash Generated from Operating Activities</b>	<b>95</b>	<b>99</b>	<b>(4%)</b>	<b>71</b>	<b>34%</b>	<b>264</b>	<b>259</b>	<b>2%</b>
<b>Collections from Customers</b>	<b>202</b>	<b>204</b>	<b>(1%)</b>	<b>178</b>	<b>13%</b>	<b>722</b>	<b>661</b>	<b>9%</b>

## Notes

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

2. a) Tax expense for the quarter ending December 31, 2019 includes Deferred Tax credit of Rs 22.9 Crore on account of certain timing differences pertaining to the earlier years.

2. b) Tax expenses for the quarter ending September 30, 2019 included one-time impact of Rs. 31.4 Crore related to change in tax rate and law as the Company has opted to move to 25% tax regime as per the option given in Taxation Amendment Ordinance 2019.



# Balance Sheet - Standalone

(₹ in Crores)

Assets	FY20	FY19
PPE <sup>1</sup> , CWIP <sup>1</sup> and Intangible assets, other non-current assets	5.5	9.8
Right-of-use asset	80.0	-
Investment in subsidiaries and associates	31.6	0.4
Financial assets		
Bank Deposits	35.0	-
Others	13.9	12.5
Deferred and Non-current tax asset	45.5	85.8
<b>Total Non-Current Assets</b>	<b>211.4</b>	<b>108.5</b>
Financial assets		
Cash & Investments	885.3	677.8
Others	9.9	17.2
Current Tax and other current assets	12.2	15.4
<b>Total Current Assets</b>	<b>907.4</b>	<b>710.3</b>
<b>Total Assets</b>	<b>1,118.8</b>	<b>818.8</b>

Equity and Liabilities	FY20	FY19
Total Equity	274.5	160.7
Financial liabilities		
Lease Liabilities	61.2	-
Others	-	0.3
Provisions	25.8	9.4
Contract liabilities	269.7	229.8
<b>Total Non-current Liabilities</b>	<b>356.8</b>	<b>239.5</b>
Financial liabilities		
Lease Liabilities	15.3	-
Others	43.1	42.5
Provisions	4.0	6.7
Contract liabilities	413.8	355.3
Other current liabilities	11.3	14.1
<b>Total Current Liabilities</b>	<b>487.5</b>	<b>418.6</b>
<b>Total Equity and Liabilities</b>	<b>1,118.8</b>	<b>818.8</b>

Notes

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





# Financial Performance

Consolidated Section



# Financial Performance – Consolidated

(₹ in Crores)

Financial Metrics	Q4 FY20	Q4 FY19	YoY Change	Q3 FY20	QoQ Change	FY20	FY19	YoY Change
<b>Revenue from Operations</b>	<b>170</b>	<b>138</b>	<b>23%</b>	<b>165</b>	<b>3%</b>	<b>639</b>	<b>507</b>	<b>26%</b>
Other Income	17	15	16%	17	4%	69	41	67%
<b>Total Income</b>	<b>187</b>	<b>153</b>	<b>23%</b>	<b>181</b>	<b>3%</b>	<b>707</b>	<b>548</b>	<b>29%</b>
Manpower and Outsourced Sales Cost	86	84	3%	90	(5%)	339	288	18%
Other Operating Expense	32	34	(8%)	31	2%	131	138	(5%)
<b>Total Expenses</b>	<b>118</b>	<b>118</b>	<b>(0%)</b>	<b>121</b>	<b>(3%)</b>	<b>470</b>	<b>425</b>	<b>11%</b>
<b>EBITDA</b>	<b>52</b>	<b>20</b>	<b>160%</b>	<b>44</b>	<b>20%</b>	<b>169</b>	<b>82</b>	<b>105%</b>
<i>EBITDA Margin(%)</i>	<i>31%</i>	<i>15%</i>		<i>26%</i>		<i>26%</i>	<i>16%</i>	
Depreciation and Amortisation Expense	6	1	380%	6	2%	21	4	412%
Others <sup>1</sup>	1	-	-	(0)	-	2	65	(97%)
<b>Profit Before Tax</b>	<b>61</b>	<b>34</b>	<b>82%</b>	<b>53</b>	<b>15%</b>	<b>211</b>	<b>54</b>	<b>292%</b>
Tax Expense <sup>2</sup>	17	6	207%	(9)	-	64	34	89%
<b>Net Profit</b>	<b>44</b>	<b>28</b>	<b>57%</b>	<b>62</b>	<b>(29%)</b>	<b>147</b>	<b>20</b>	<b>635%</b>
<i>Net Profit Margin(%)</i>	<i>24%</i>	<i>18%</i>		<i>34%</i>		<i>21%</i>	<i>4%</i>	
<b>EPS (Rs.)</b>	<b>15.4</b>	<b>9.9</b>	<b>56%</b>	<b>21.5</b>	<b>(28%)</b>	<b>51.1</b>	<b>7.7</b>	<b>560%</b>
<b>Cash Generated from Operating Activities</b>	<b>94</b>	<b>98</b>	<b>(5%)</b>	<b>71</b>	<b>33%</b>	<b>261</b>	<b>255</b>	<b>2%</b>
<b>Collections from Customers</b>	<b>206</b>	<b>208</b>	<b>(1%)</b>	<b>184</b>	<b>12%</b>	<b>738</b>	<b>671</b>	<b>10%</b>

## Notes

1. Others include – Finance Cost, Net Loss on Financial Liability at FVTPL and Share in net profit /(loss) of associates

2. a) Tax expense for the quarter ending December 31, 2019 includes Deferred Tax credit of Rs 22.9 Crore on account of certain timing differences pertaining to the earlier years.

2. b) Tax expenses for the quarter ending September 30, 2019 included one-time impact of Rs. 31.4 Crore related to change in tax rate and law as the Company has opted to move to 25% tax regime as per the option given in Taxation Amendment Ordinance 2019.





# Balance Sheet - Consolidated

(₹ in Crores)

Assets	FY20	FY19
PPE <sup>1</sup> , CWIP <sup>1</sup> , Intangible assets, other non-current assets	7.6	10.0
Right-of-use asset	80.0	-
Investment in subsidiaries and associates	29.6	-
Financial assets		
Bank Deposits	35.0	-
Others	5.2	3.7
Deferred and Non-current tax asset	45.7	85.8
<b>Total Non-Current Assets</b>	<b>203.0</b>	<b>99.5</b>
Financial assets		
Cash & Investments	895.7	685.2
Others	11.0	18.0
Current Tax and other current assets	13.2	18.1
<b>Total Current Assets</b>	<b>920.0</b>	<b>721.3</b>
<b>Total Assets</b>	<b>1,122.9</b>	<b>820.8</b>

Equity and Liabilities	FY20	FY19
Total Equity	275.1	159.9
Financial liabilities		
Lease Liabilities	61.2	-
Others	-	0.3
Provisions	26.5	9.6
Contract liabilities	269.7	229.8
<b>Total Non-current Liabilities</b>	<b>357.5</b>	<b>239.7</b>
Financial liabilities		
Lease Liabilities	15.3	-
Others	43.9	43.8
Provisions	4.0	6.9
Contract liabilities	415.6	356.2
Other current liabilities	11.6	14.3
<b>Total Current Liabilities</b>	<b>490.4</b>	<b>421.2</b>
<b>Total Equity and Liabilities</b>	<b>1,122.9</b>	<b>820.8</b>

Notes

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



# Revenue – Legal Entity View

(₹ in Crore)

Particulars	Q4 FY19	Q1 FY20	Q2 FY20	Q3 FY20	Q4 FY20
Revenue from Operations					
IndiaMart InterMesh Ltd	135	144	153	161	166
Ten Times Online Pvt Ltd	2	2	3	4	4
Pay With IndiaMART Pvt Ltd	0.6	0.6	0.7	0.8	0.8
Tolexo Online Pvt Ltd	0.1	0.1	0.0	0.1	0.1
	<b>138</b>	<b>147</b>	<b>157</b>	<b>165</b>	<b>170</b>
Inter Company Adjustments	(0.2)	(0.1)	(0.1)	(0.1)	(0.1)
<b>Total Revenue from Operations</b>	<b>138</b>	<b>147</b>	<b>157</b>	<b>165</b>	<b>170</b>

~97% of revenue contributed by Indiamart standalone business



# 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	341	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





# IndiaMART Key Subsidiaries & Associates

Pharmaceutical Drug &  
Medical Care



# Pay With IndiaMART Private Limited



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



## 100% 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, netbanking and wallet options available.



## World Class Security

Buy from sellers across India with a secure payment network.



10times is used by millions every day to decide which event to go, whom to meet in over 10,000 cities across 150+ countries



Helps people discover relevant events



Builds an amazing participating experiences



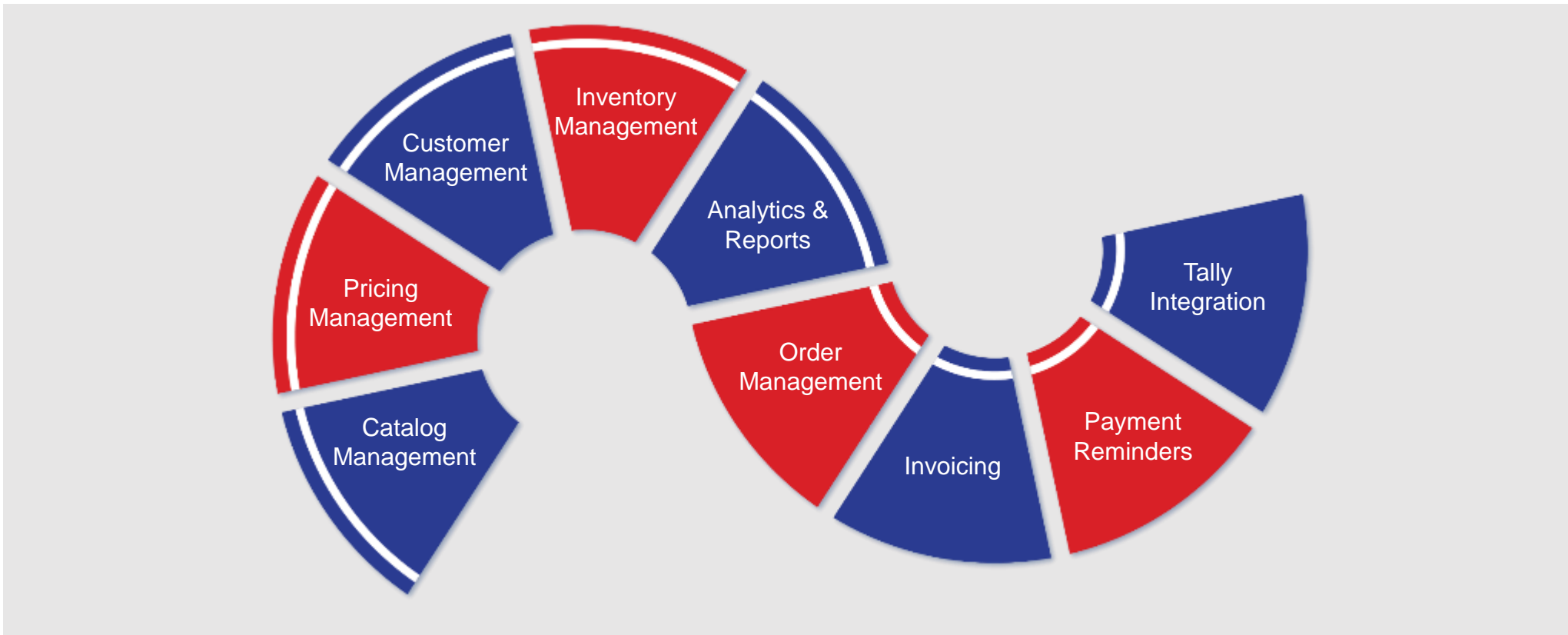
Enables events to create amazing experiences



# Tolexo Online Private Limited (Pooraa)



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



# Simply Vyapar Apps Private Limited



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



Record Expenses



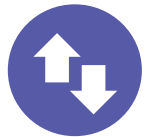
Bank Accounts



Business Status



Data Safety and Security



Receivables and Payable



Track Cash Flow



Business Reports



Regular/Thermal Printer



Delivery Challan



Cheques



GST Invoicing/Billing





# 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

- KPMG, 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 Communications, 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
- Founded Done by None



# 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, Times Internet, InnerChef, GSF Accelerator



**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, Wonga, ZestMoney



**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

3,307 Employees

21% Employees with 5+ years

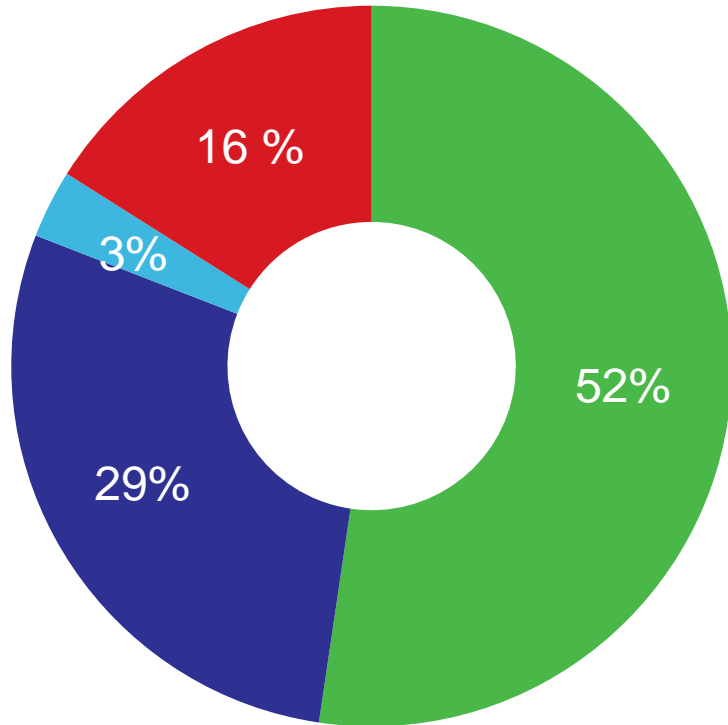
~ 22% Of Our Employees Are Women





# Shareholding Pattern

Total Shares Outstanding as on March 31, 2020 - 28,919,820



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

Few of the Foreign Portfolio Investors and Foreign Companies holding 1% or more of the total number of shares

- Steadview Capital Mauritius Limited
- Saif India Vi Fii Holdings Limited
- Kuwait Investment Authority Fund 225
- Westbridge Crossover Fund, LLC
- Intel Capital (Mauritius) Limited
- Amadeus Iv Dpf Limited
- Amadeus Eiii Lp





# COVID 19 Update



# COVID 19 - Immediate Challenges

Employee Safety

Business Mortality

Business Continuity

Fall in demand



## Impact on our business

1. Business Mortality- 10-20% of paying subscriber base
2. Traffic impacted by 50%
3. Non conducive market for new sales
4. Severe impact on cash generated from operations



## Measures taken by us

1. Enabled remote working to ensure business continuity
2. Customer retention measures
  - Discounts
  - Relaxed payment terms
3. Buildup of emerging new Categories
  - Sanitization, Safety, Hospital, Pharmaceutical, Food Supply
4. Digital/Tele based sales



# Cost Optimization Initiatives

## 1. Manpower Cost

- Not done any layoffs
- Appraisals Deferred
- No Incentives and Variable pay
- Temporary Salary Rationalization

## 2. Other cost

- Cut discretionary spends
- Ongoing cost rationalization





# Long Term Opportunities

Accelerated internet adoption

Openness to online/tele sales

Make in India push



## Our Edge in these testing times

Negative working capital driven by long term subscription

Strong Balance sheet with Cash Reserves

Diversification across Categories & Geographies

Brand Awareness





# 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](mailto:investors@indiamart.com)

## CIN :

L74899DL1999PLC101534

