



IndiaMART InterMESH Ltd

# INDIAMART INTERMESH

Q4FY21 Results Highlights

## IndiaMART InterMesh Q4FY21 Results highlights

Quarterly Performance (Rs. Cr)	Q4 FY21	Q4 FY20	YoY %	Q3FY21	QoQ %
Revenue from Operations	180	170	6	174	4
Other Income	10	17	-40	25	-58
Total Income	190	187	1	198	-4
Total Expenses	94	118	-20	86	10
EBITDA	85	52	63	88	-3
EBITDA Margin (%)	48	31	17	51	-3
Net Profit	56	44	26	80	-31
Net Profit Margin (%)	29	24	5	40	-11
Cashflow from Operations	165	94	76	77	114

## IndiaMART InterMesh FY21 Results highlights

Annual Performance (Rs. Cr)	FY21	FY20	YoY%
Revenue from Operations	670	639	5
Other Income	87	69	26
Total Income	756	707	7
Total Expenses	341	470	-27
EBITDA	328	169	94
EBITDA Margin (%)	49	26	23
Net Profit	280	147	90
Net Profit Margin (%)	37	21	16
Cashflow from Operations	323	261	24

## IndiaMART Intermesh Key Highlights

Parameters	FY21	FY20	YoY%	5 Year CAGR (%)
Supplier (mn)	6.5	6	8.3	23
Paid Subscription ('000)	152	147	3.4	16
Annual Revenue per paid subscriber (Rs. '000)	43.6	42.3	3.1	6
Registered Buyers (mn)	125	102	22.5	36
Traffic (mn)	960	748	28.3	30
Total Products Live (mn)	72	67	7.5	
Total Employees	2,745	3,307	-17	

80% traffic through mobile



## IndiaMART Intermesh Subsidiaries

Subsidiaries	Business Profile	% stake
Pay with IndiaMART	Payment Getaway, facilitates online collection via various modes like UPI, net banking, credit/debit cards, etc	100
Tolexo	Helps in Quality Control like inventory management, customer management, pricing management, etc	100
Tentimes Online	Leading B2B event discovery platform	100
Simply Vyapar	Business accounting software for small businesses	26
Shipway	Automating shipping operations	26
Legistify	Legal tech platform that helps companies in legal matters	11
TruckHall	Digitizing freight sourcing and dispatch monitoring	25