



IndiaMART InterMESH Ltd.
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January 21, 2025

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 December 31, 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 December 31, 2024.

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

Please take the above information on record.

Yours faithfully,

For IndiaMART InterMESH Limited

(Manoj Bhargava)
Company Secretary
Membership No: F5164

Encl: As above

IndiaMART InterMESH Limited**Third Quarter Ending December 31, 2024 - Results Press Release**

Noida, India, January 21, 2025: IndiaMART InterMESH Limited (referred to as “IndiaMART” or the “Company”), today announced its financial results for the third quarter ending December 31, 2024.

Q3 FY2025 vs. Q3 FY2024
<ul style="list-style-type: none">▪ Consolidated Revenue from Operations of Rs. 354 Crore, YoY growth of 16%▪ Standalone EBITDA at Rs. 144 Crore representing EBITDA margin of 43%▪ Consolidated Cash generated from Operations of Rs. 114 Crore

Consolidated Financial Highlights (Q3 FY2025):

IndiaMART reported consolidated Revenue from Operations of Rs. 354 Crore as compared to Rs. 305 Crore in the corresponding quarter of last year, representing a growth of 16%. This includes IndiaMART Standalone Revenue of Rs. 337 Crore and Busy Infotech Revenue of Rs 16 Crore, registering a growth of 16% and 30% respectively on YoY basis.

Collections from Customer grew by 10% to Rs. 363 Crore for the quarter, primarily comprising of Standalone Collections of Rs. 341 Crore and Busy Infotech Collections of Rs 20 Crore.

Deferred Revenue as on December 31, 2024 increased to Rs. 1,492 Crore representing a YoY growth of 17%. This primarily includes IndiaMART Standalone Deferred Revenue of Rs. 1,430 Crore and Busy Infotech Deferred Revenue of Rs. 57 Crore.

Net Profit for the quarter was Rs. 121 Crore representing margin of 30%. Cash Flow from Operations for the quarter was Rs. 114 Crore. Cash and Investments balance stood at Rs. 2,606 Crore as on December 31, 2024.

Standalone Financial Highlights (Q3 FY2025):

Standalone Revenue from Operations increased to Rs. 337 Crore as compared to Rs. 291 Crore last year representing a growth of 16%. The growth was primarily driven by improvement in realization from paying suppliers.

Collections from Customer grew to Rs. 341 Crore for the quarter and Deferred Revenue as on December 31, 2024 increased to Rs. 1,430 Crore representing a YoY growth of 16%.

EBITDA for the quarter was at Rs. 144 Crore representing margin of 43%. Net Profit for the quarter was at Rs. 125 Crore representing margin of 35%.

Operational Highlights (Q3 FY2025):

IndiaMART registered Unique business enquiries of 27 million in Q3FY25, representing a YoY growth of 17%. Supplier storefronts grew to 8.2 million, an increase of 5% YoY, and paying suppliers as at the end of the quarter were 214K.

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

This quarter, we saw healthy growth in revenue and operating margins, along with a modest increase in deferred revenue and cash flow. We continue to focus on onboarding quality suppliers, improving matchmaking relevancy, and enhancing the overall user experience on our platform. We are confident in the strength of our business model and our unique position to capitalize on the increasing digital adoption by businesses. On the back of sustained profitability and healthy cash flow, we remain committed to strengthening our value proposition for all stakeholders.

Q3 FY2025 Performance Metrics: Standalone Basis
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Particulars	Unit	Q3 FY25	Q3 FY24	Y-o-Y	Q2 FY25	Q-o-Q
Total Income	(Rs. Crore)	360	330	9%	394	(9%)
Revenue from Operations	(Rs. Crore)	337	291	16%	332	2%
EBITDA	(Rs. Crore)	144	87	65%	120	20%
EBITDA Margin	%	43%	30%		36%	
Other Income	(Rs. Crore)	23	39	(41%)	62	(63%)
Profit Before Tax	(Rs. Crore)	161	119	35%	176	(8%)
Profit Before Tax Margin	%	45%	36%		45%	
Net Profit for the period	(Rs. Crore)	125	92	36%	127	(2%)
Net Profit Margin	%	35%	28%		32%	
Collections from Customers	(Rs. Crore)	341	316	8%	337	1%
Cash generated from Operating Activities	(Rs. Crore)	111	105	6%	108	3%
Deferred Revenue	(Rs. Crore)	1,430	1,229	16%	1,426	0%
Cash and Investments	(Rs. Crore)	2,405	1,890	27%	2,287	5%
Paying Subscription Suppliers	(In Thousands)	214	212	1%	218	(2%)

Q3 FY25 Earnings Conference Call

IndiaMART InterMESH Ltd, will host earnings webinar for investors and analysts on Tuesday, 21st January 2025 at 17:00 hours IST to discuss its results and developments for the quarter ended December 31, 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_7hGzxGATRMMyHgHTLqCM8ew

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/>

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