



**IndiaMART InterMESH Ltd.**  
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**January 21, 2025**

**To,**  
**BSE Limited**  
(BSE: 542726)

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

**Subject: Investor Presentation on the Audited (Standalone and Consolidated) Financial Results of the Company for the quarter ended December 31, 2024**

Dear Sir/Madam,

Pursuant to Regulation 30 of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, please find enclosed herewith Investor Presentation on Audited (Standalone and Consolidated) Financial Results of the Company for the quarter ended December 31, 2024.

The Investor Presentation is also 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***



# Make Doing Business Easy

## Earnings Presentation

QUARTER ENDED  
DECEMBER 31, 2024

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



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Solar Panel Inverter

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# Safe Harbour

## Lithium Battery

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Unless otherwise stated, all the amounts in the presentation have been rounded off to INR crore.







Brick Making Machine

# Quarterly Highlights Q3FY25



# Q3 FY25 Results Overview (Consolidated)

Revenue from Operations

**354 Cr**

↑ 16% YoY

Collections

**363 Cr**

↑ 10% YoY

Deferred Revenue

**1,492 Cr**

↑ 17% YoY

EBITDA

**138 Cr**

39% Margin

↑ 61% YoY

Net Profit

**121 Cr**

30% Margin

↑ 48% YoY

Cash Generated from  
Operating Activities

**114 Cr**

31% of Collections

↑ 7% YoY



# Q3 FY25 Results Overview (Standalone)

Revenue from Operations

**337 Cr**

↑ 16% YoY

Collections

**341 Cr**

↑ 8% YoY

Deferred Revenue

**1,430 Cr**

↑ 16% YoY

EBITDA

**144 Cr**

43 % Margin

↑ 65% YoY

Net Profit

**125 Cr**

35 % Margin

↑ 36% YoY

Cash Generated from  
Operating Activities

**111 Cr**

33 % of Collections

↑ 6% YoY





# Q3 FY25 Operational Performance (Standalone)

Paying Suppliers

**214 K**

↑ 1% YoY

Indian Supplier Storefronts

**8 Mn**

↑ 5% YoY

Traffic

**276 Mn**

↑ 2% YoY

Annualised Revenue Per  
Paying Supplier

**₹ 63 K**

↑ 14% YoY

Live Product Listings

**115 Mn**

↑ 11% YoY

Unique Business Enquiries

**27 Mn**

↑ 17% YoY

3,715 paying suppliers declined this quarter



# Busy Q3 FY25 Result Overview

Revenue from Operations

**16.3 Cr**

↑ 30% YoY

Net Billing

**20.4 Cr**

↑ 42% YoY

Deferred Revenue & Advances

**57.3 Cr**

↑ 43% YoY

Net Profit

**1.9 Cr**

EBITDA

**1.1 Cr**

Cash Generated from Operating Activities

**4.9 Cr**





Water Purification Plant

# IndiaMART Business Overview



IndiaMART InterMESH Ltd

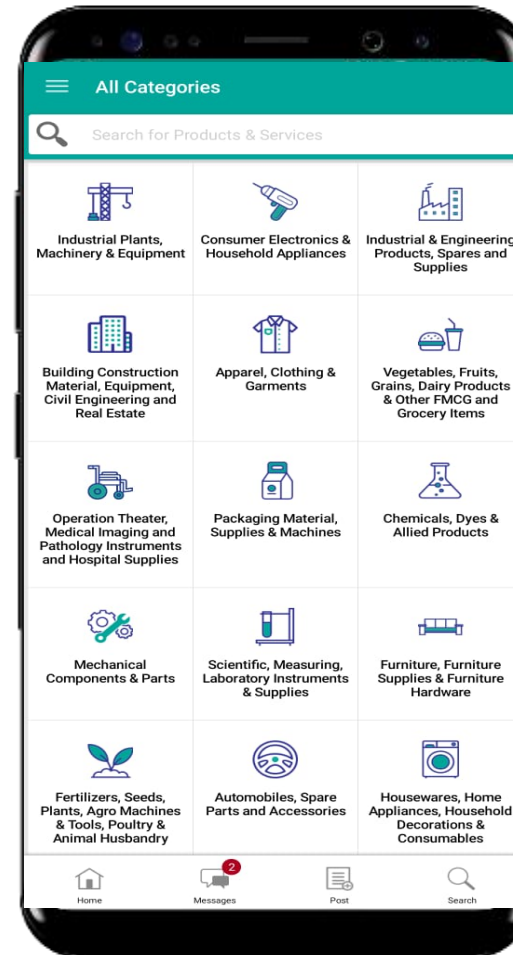


# Traditional Marketplace to Online Marketplace

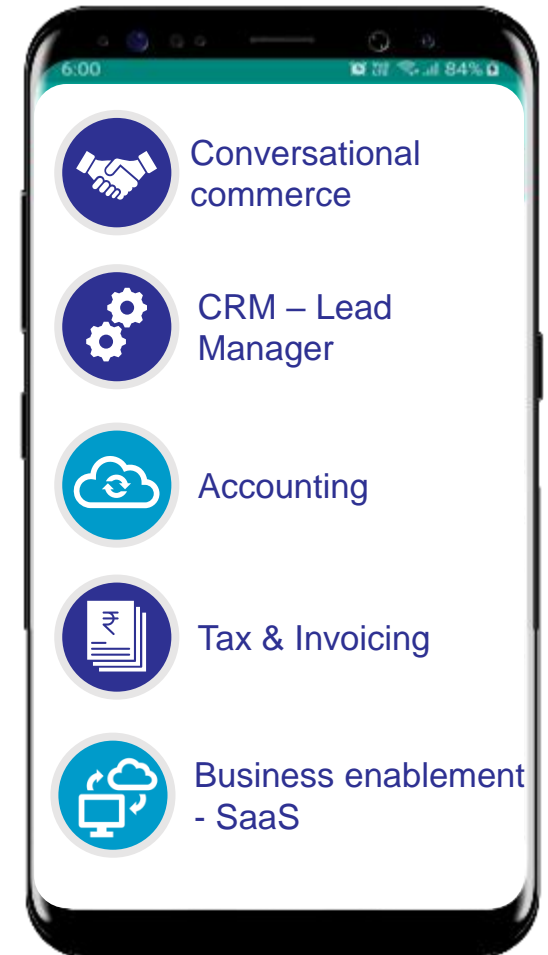
Offline Discovery



Online Discovery, Anytime, Anywhere



Additional services for business enablement



# India's Largest Online B2B Marketplace



B2B marketplace is a growing market



Diversified across categories & geographies



2-way discovery marketplace



Behavioral data driven algorithmic matchmaking



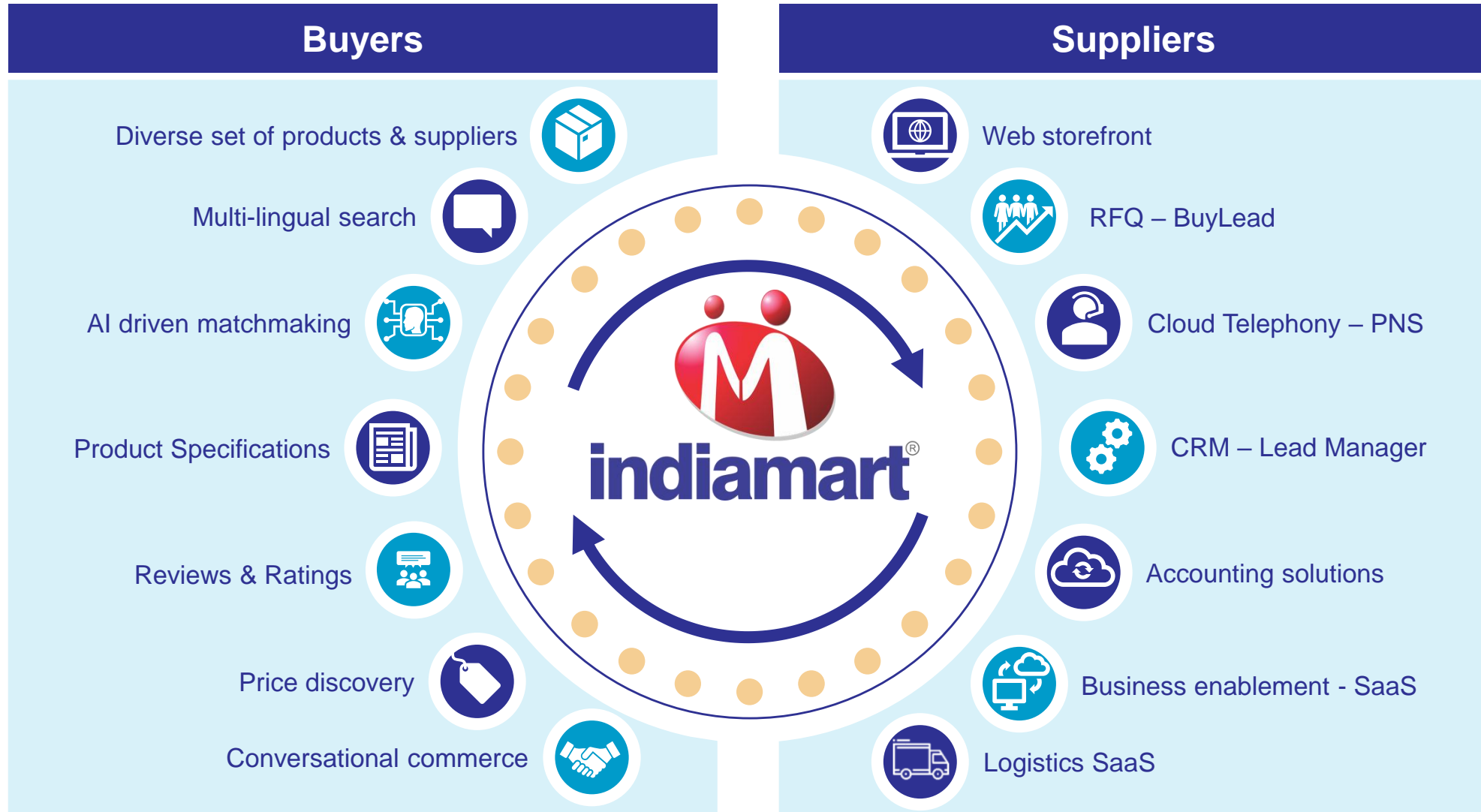
Strong network effects



Subscription based revenue model with negative working capital



# Services that Empower Businesses





# Well Diversified Across ~98000 Categories



**Construction & Building Raw Material**  
8%

**Industrial Plants, Machinery & Equipment**  
7%

**Packaging Material, Supplies & Machines**  
6%

**Construction Machinery, Building Supplies & Services**  
6%

**Consumer Electronics & Household Appliances**  
5%

**Electrical Equipment & Supplies**  
5%

**Apparel, Clothing & Garments**  
5%

**Industrial & Engineering Products, Spares & Supplies**  
4%



**Mechanical Components & Parts**  
3%

**Vegetables, Fruits, Grains, Dairy & Other FMCG & Groceries**  
4%

**Operation Theater, Medical Imaging & Pathology & Hospital Supplies**  
3%

**Chemicals, Dyes & Allied Products**  
3%

**Housewares, Home Appliances, Household Decorations & Consumables**  
3%

**Furniture, Furniture Supplies & Furniture Hardware**  
2%

**Fertilizers, Seeds, Agro Machines, Poultry & Animal Husbandry**  
2%

**Cosmetics, Toiletries & Personal Care Products**  
2%



**Scientific, Measuring, Laboratory Instruments & Supplies**  
2%

**Kitchen Containers, Utensils, Cookware, & Other Products**  
2%

**Automobiles, Spare Parts & Accessories**  
2%

**Pharmaceutical Drugs, Medicines, Vitamins & Other Products**  
2%

**Tools, Machine Tools, Power Tools & Hand Tools**  
2%

**Gifts, Crafts, Antique & Handmade Decorative**  
2%

**Electronics Components & Supplies**  
1%

**Sports Goods, Games, Toys & Accessories**  
1%

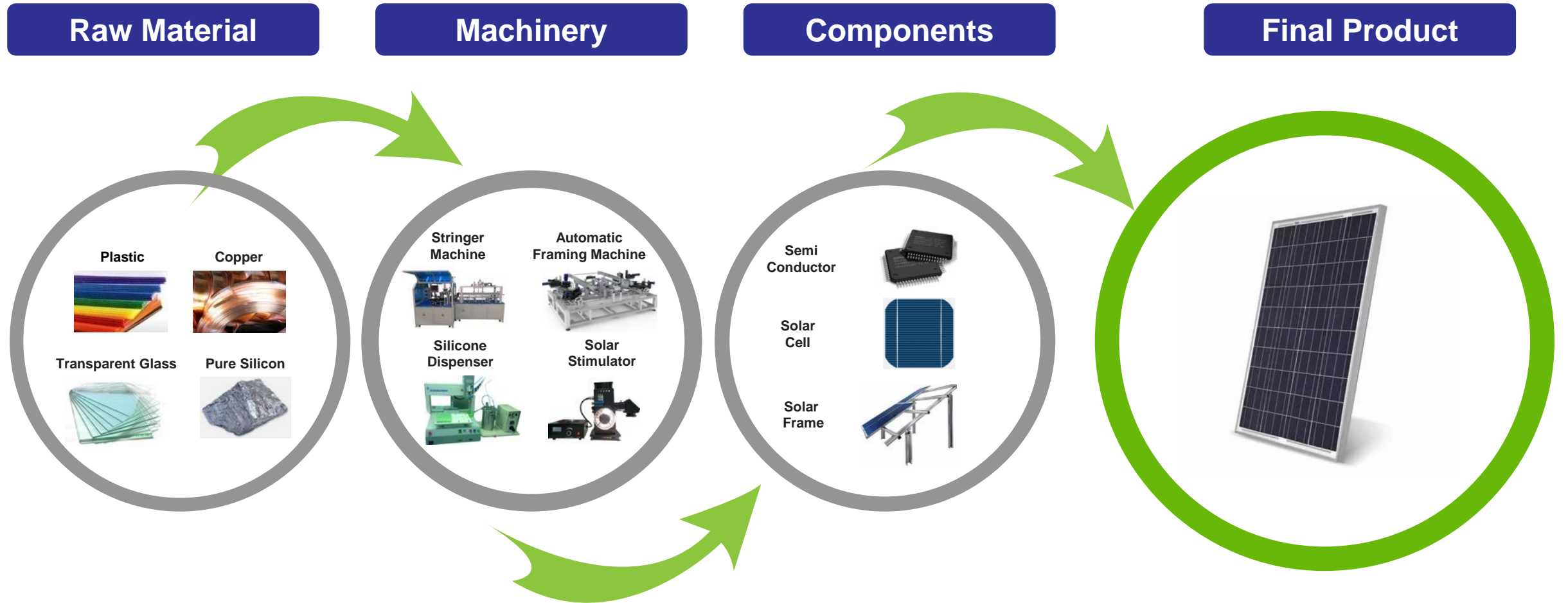
**56 Industries**

**110 Mn Products**

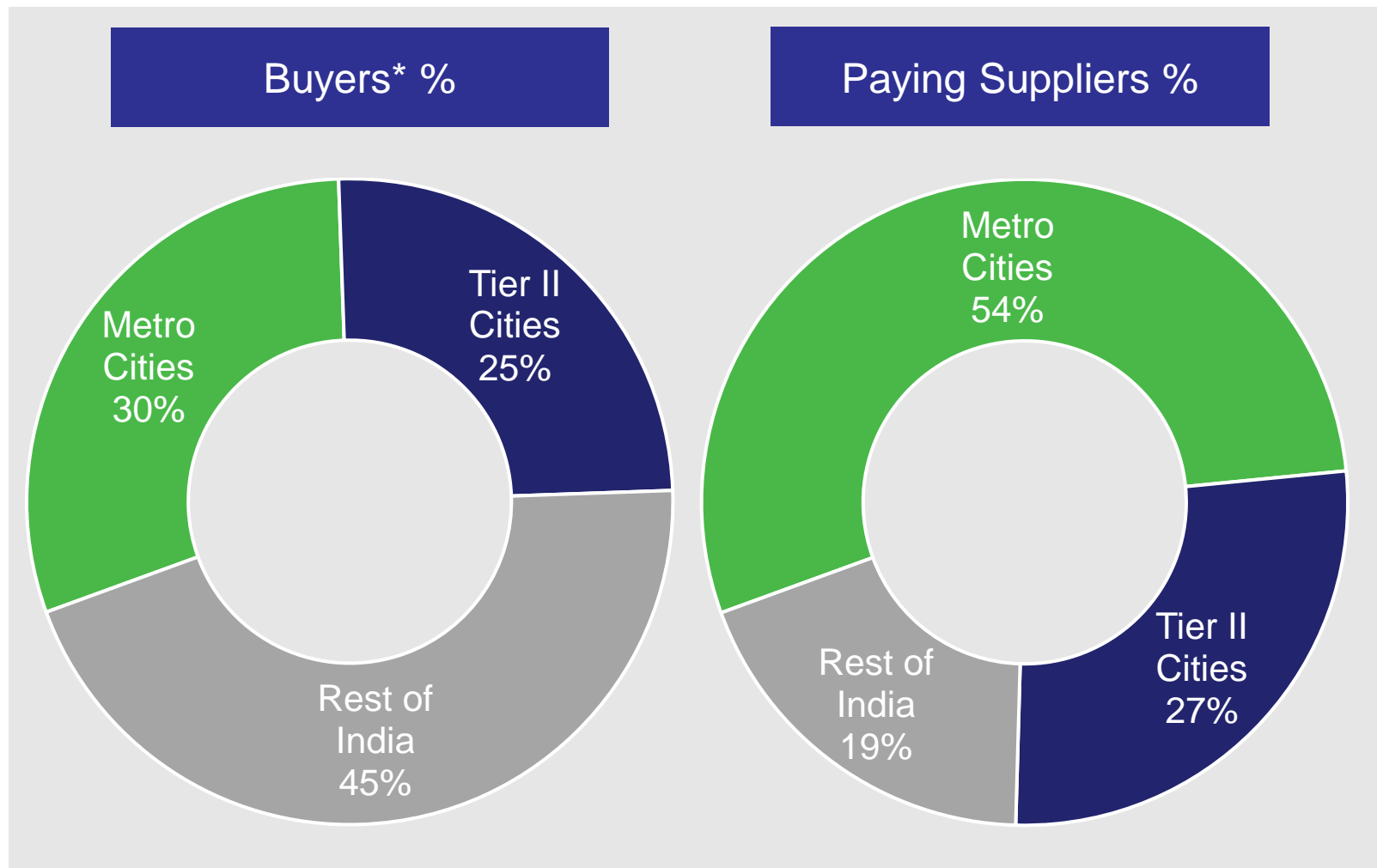
\*% of total paying supplier, as on March 31, 2024



# End-To-End Value Chain Discovery - Solar Panel



# Well Diversified Across Geographies



**Metro Cities (8)**

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

**Tier II Cities (69)**

Population > 500,000, excluding the cities covered under metros

**Rest of India (~4,000)**

Population <500,000

Notes:

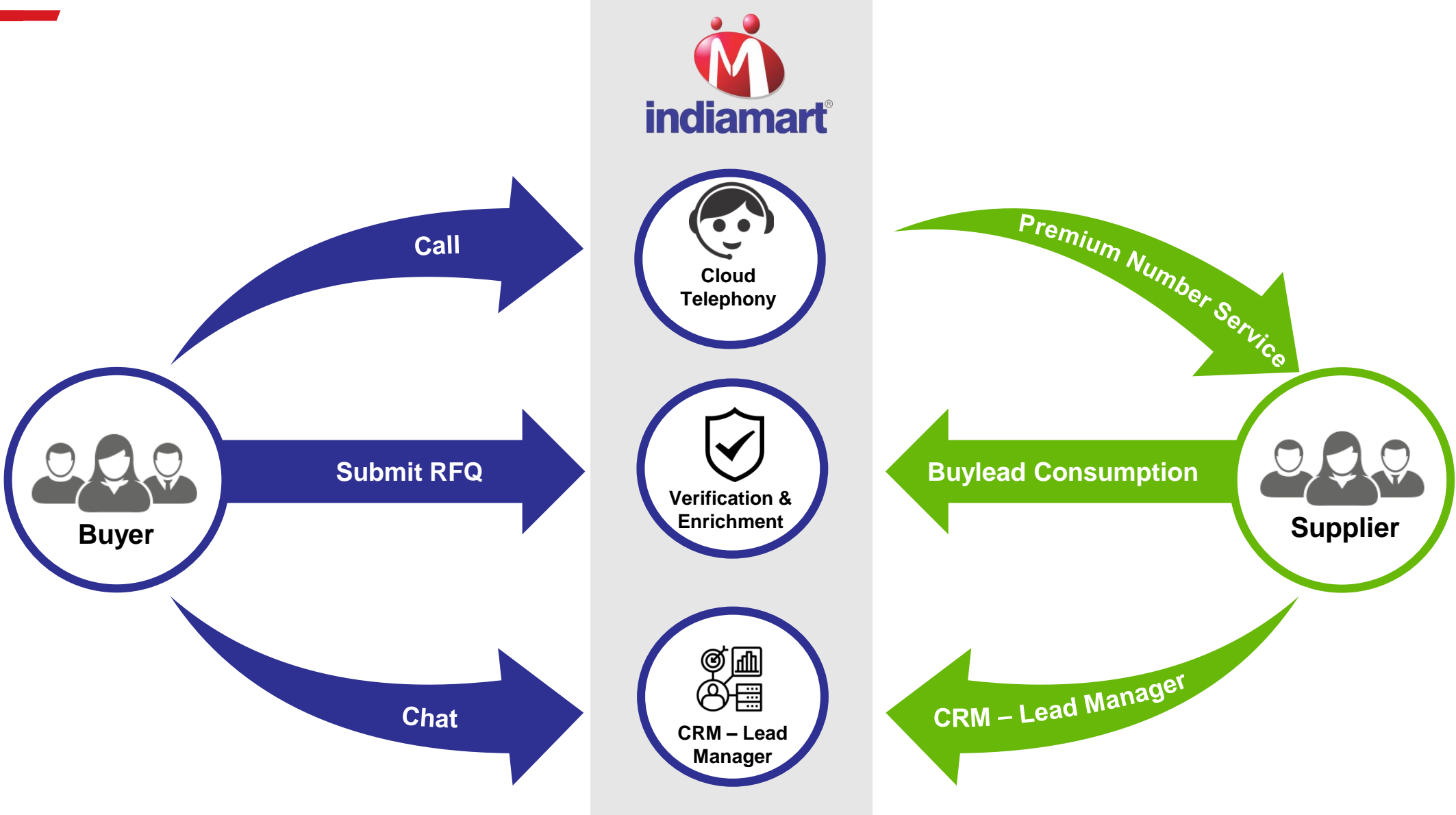
1) As on March 31, 2024

2) Population as per 2011 census

\* Basis aggregate buyers who have submitted enquiries during the last 5 years



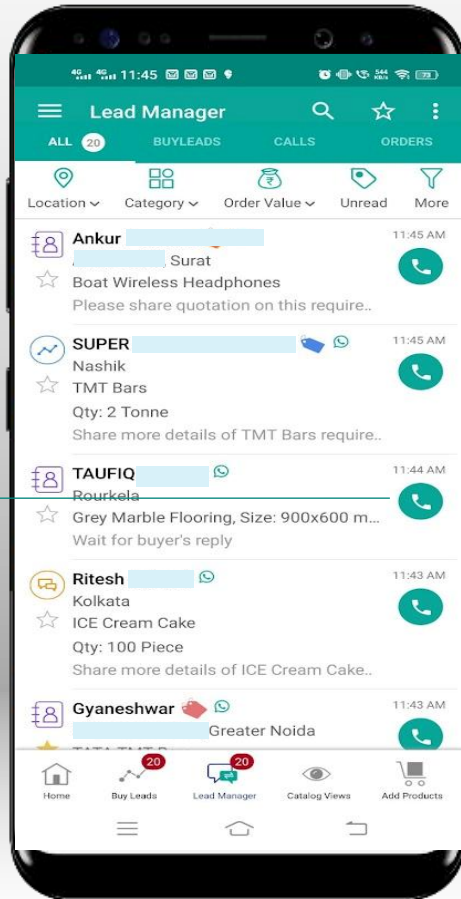
# 2-way Discovery Marketplace



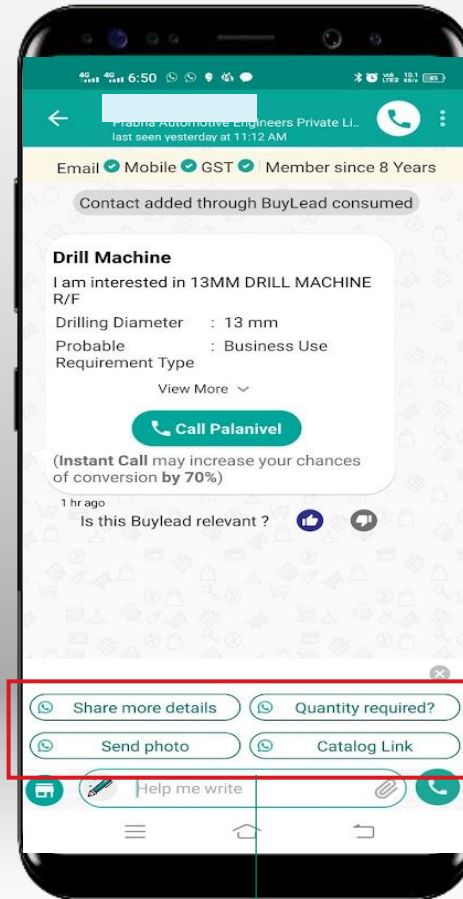


# CRM – Lead Manager & Conversational Commerce

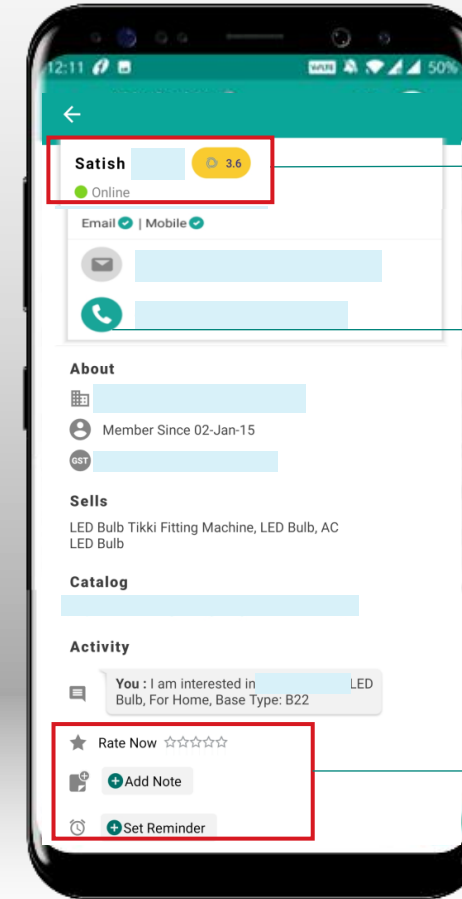
~143mn Replies<sup>1</sup> & Callbacks<sup>2</sup> during Q3 FY25



Direct Buyer Callback



AI-based Smart Reply



Reviews & Ratings

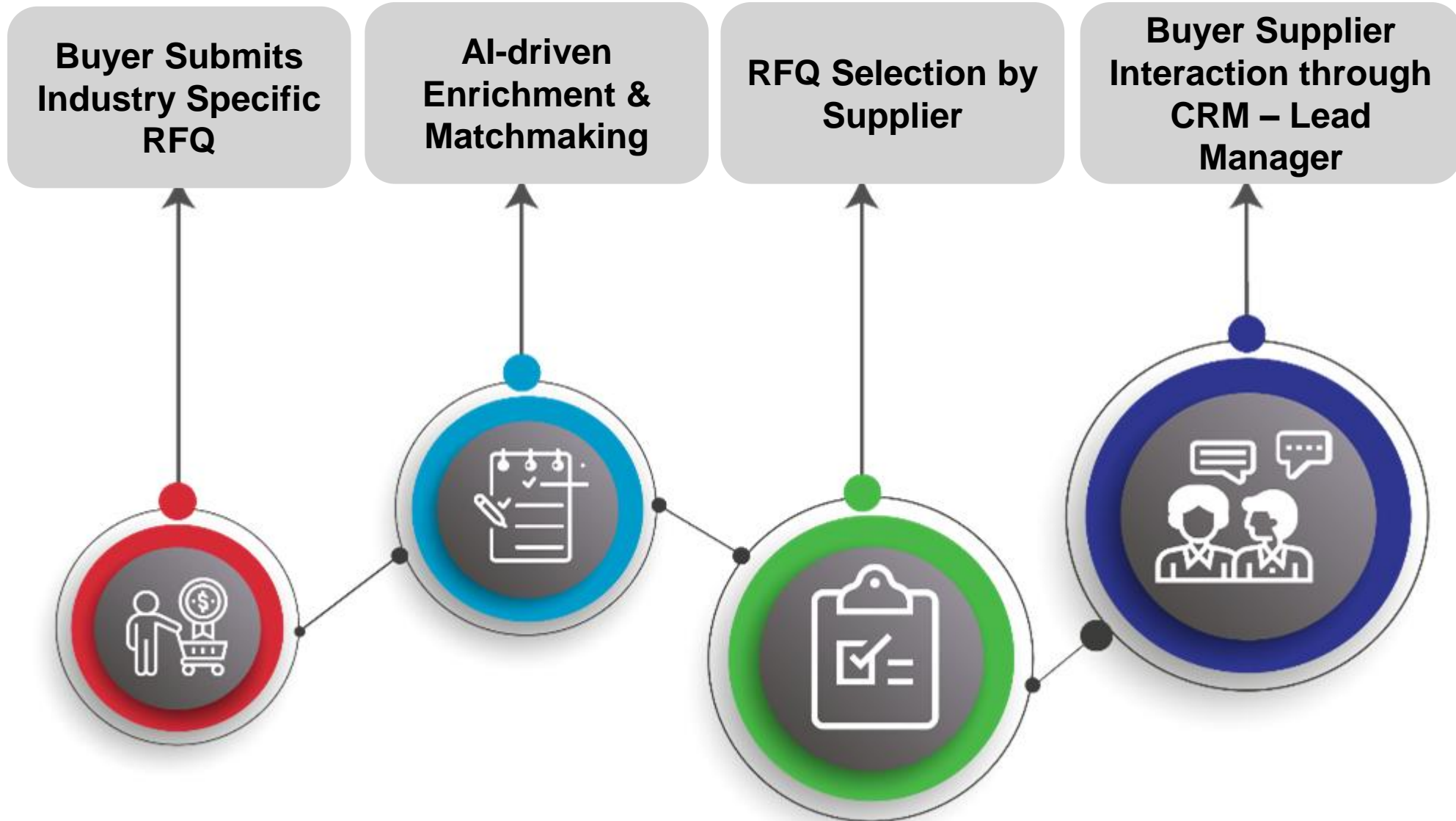
Call Option & Alerts

Add Notes, Set Reminders

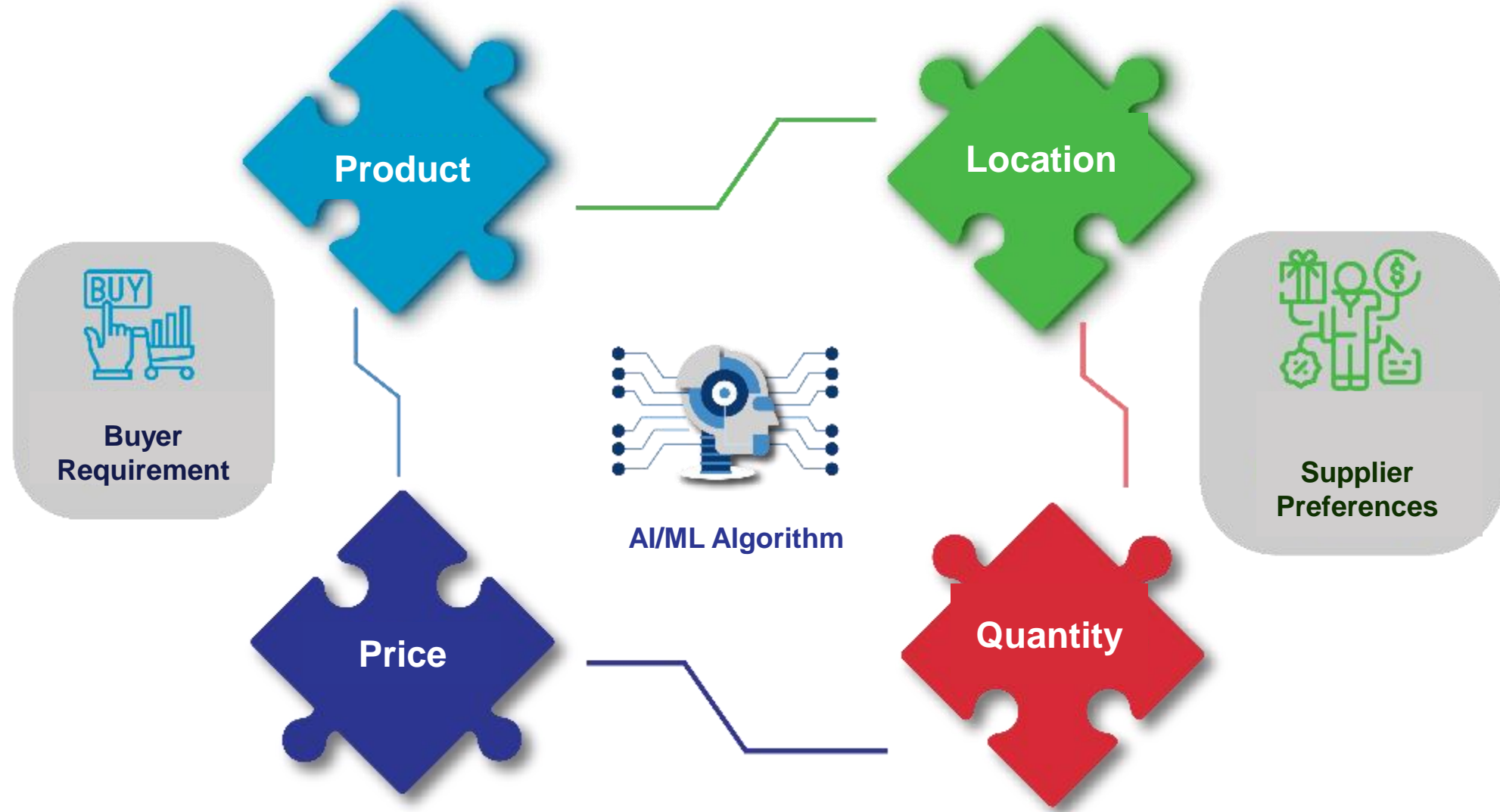
Note:  
1) Total Replies via desktop, Mobile site, Email & App  
2) Total Callbacks via Mobile site & App



# How RFQ / BuyLead Works



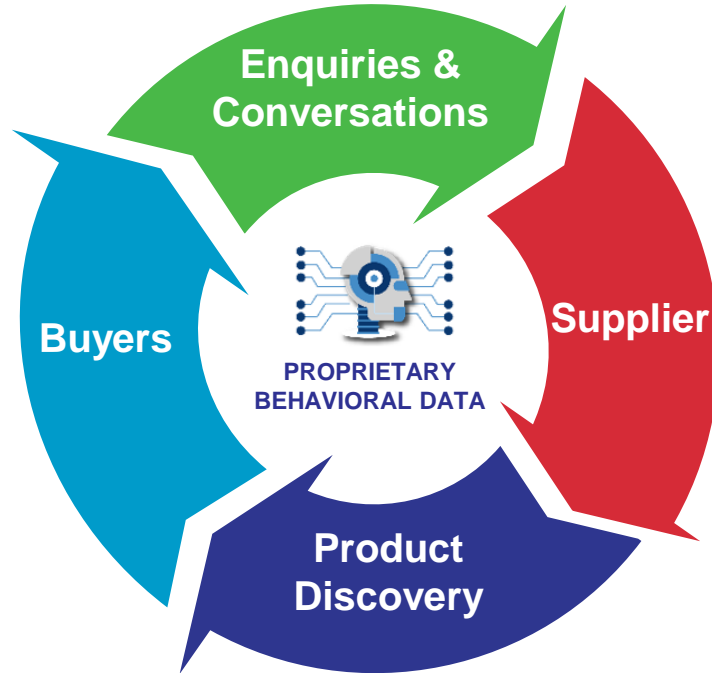
# Behavioral Data Driven Algorithmic Matchmaking



# Key Competitive Strengths – Brand & Network Effect

- 27 Mn Unique Business Enquiries <sup>(1)</sup>
- ~143 Mn replies & callbacks <sup>(1)</sup>
- Call Responsiveness
- RFQ selection

- ~100% organic search
- 43 Mn Active Buyers <sup>(2)</sup>
- 55% repeat buyers <sup>(3)</sup>
- 37% suppliers are buyers
- 4.8 play store rating



- 8.2 Mn suppliers
- 214K paying supplier
- Widespread reach
- Multi-channel sales & service
- Review & ratings

- 115 Mn listed products
- ~98K Categories
- Product specifications
- Pricing, photos & videos

Note: Figures as of December 31, 2024

1) Figures for Q3 FY25

2) Last 12 months

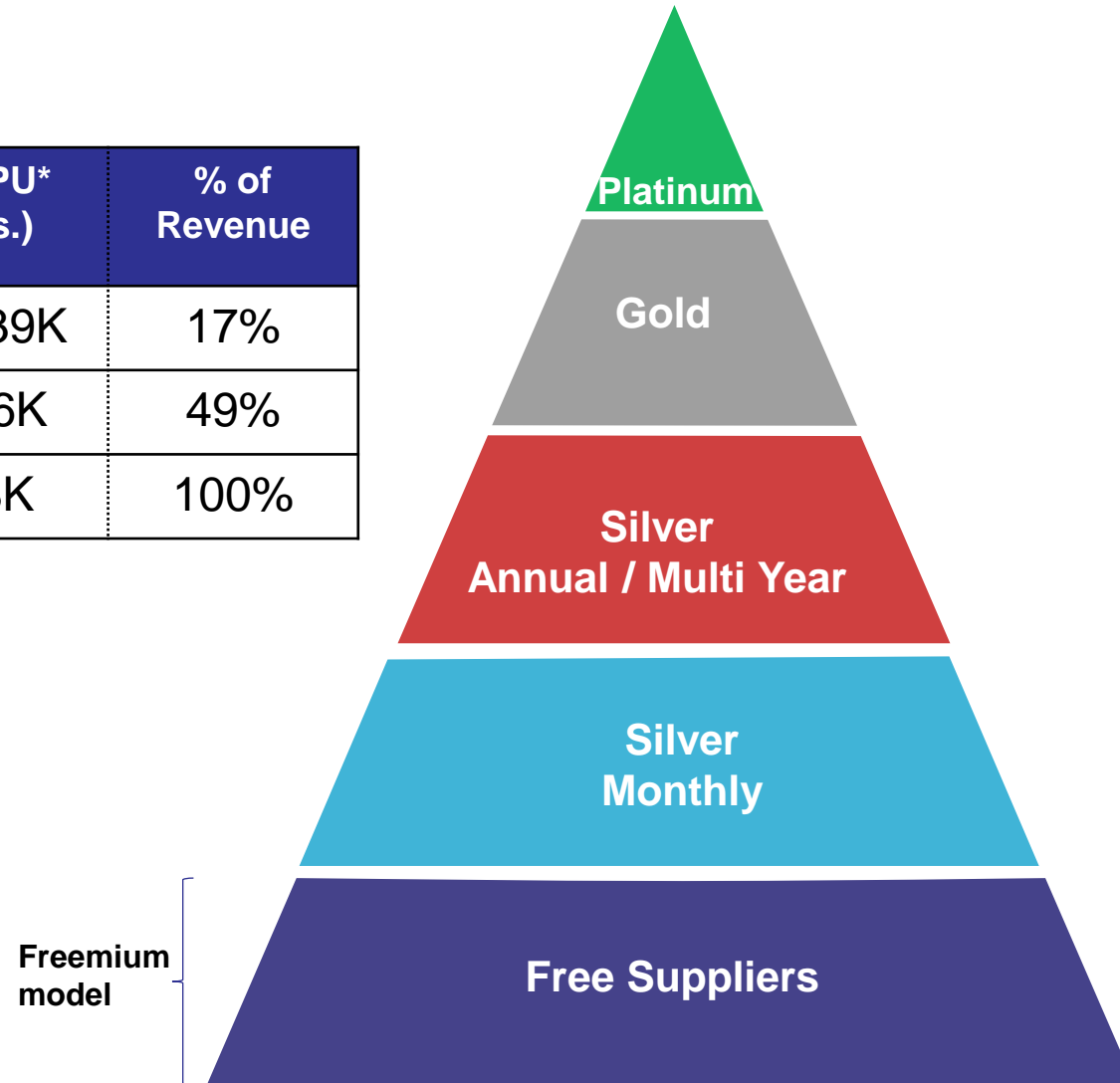
3) Calculated for 90 days











# ROI-driven, Subscription Based Revenue Model & RFQ Quota

Paying suppliers	ARPU* (Rs.)	% of Revenue
Top 1% ~2K	1,039K	17%
Top 10%~21K	306K	49%
214K	63K	100%



## Key Offerings

-  Web Storefront
-  Cloud Telephony – PNS
-  Priority Listing
-  RFQ Selection Credits - BuyLead
-  CRM – Lead Manager
-  Buyer Profile



\*ARPU represents Revenue from operations for the current quarter divided by Paying supplier at period end & the same has been multiplied by 4 to represent annualised run-rate  
 RFQ Quota:- Silver Monthly: Daily - 1 Weekly - 7; Silver Annual/MYR: Daily - 1 Weekly - 10; Gold: Daily - 2 Weekly - 20 to 30; Platinum: Daily - 2 to 4 Weekly - 30 to 100

# Enterprise Solutions – Partnering Across a Wide Spectrum



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## HAND & MACHINE TOOLS

Nurture your agribusiness with highly qualified sales leads

**TATA**  
**AGRICO**

**HILTI**



**RIDGID**

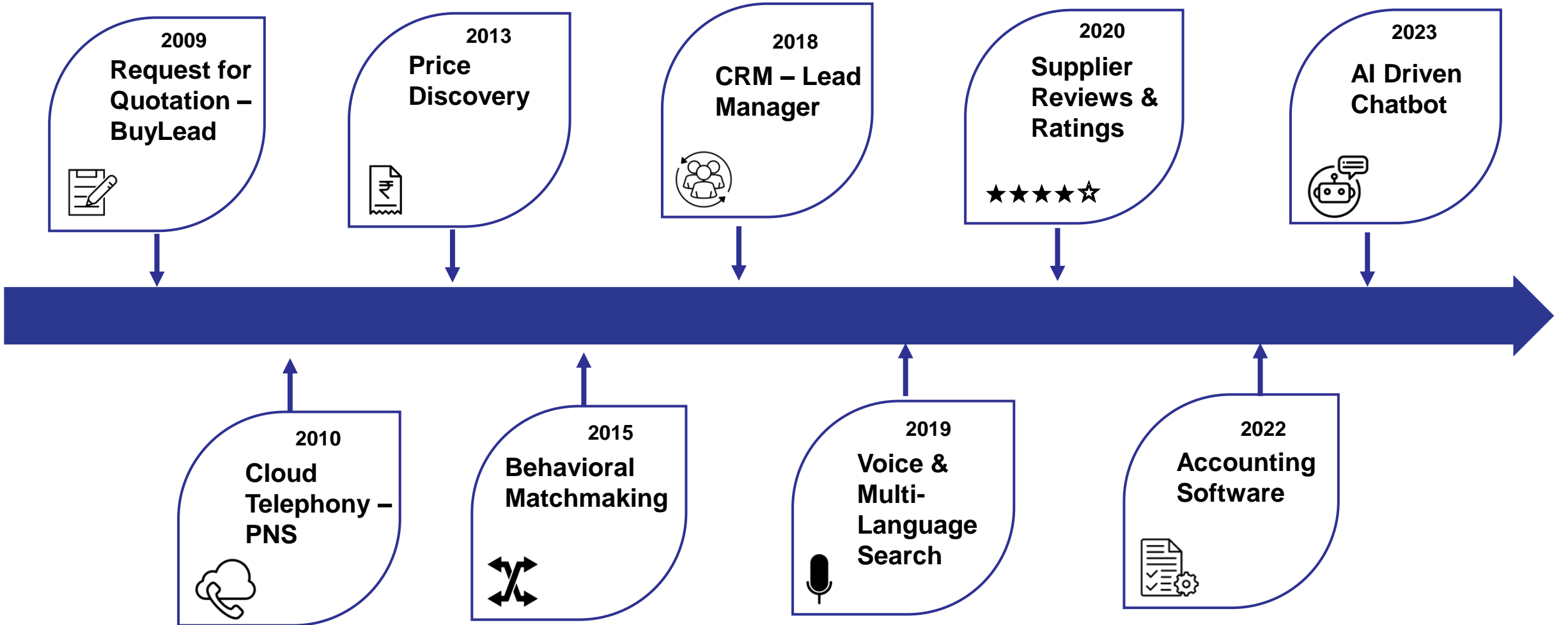
*Snap-on*



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IndiaMART InterMESH Ltd

# Constant Innovation & Technology Focus



# Journey Towards Commerce & Business Enablement

## Enablement of Commerce

### Discovery

Products Specifications & Prices

Photos / Videos

Reviews & Ratings

### Conversation

Buyer & Supplier Negotiations

Customer History & Reminder

Quotations & Invoicing

### Commerce

Credit Facilitation

Logistics / Tracking

Business Enablement

## Business Enablement



Accounting /  
Invoicing



Inventory  
Management



Distributor  
Management



Payroll



Order  
Management



Receivables  
Management



Procurement  
Management



Tax  
Compliance





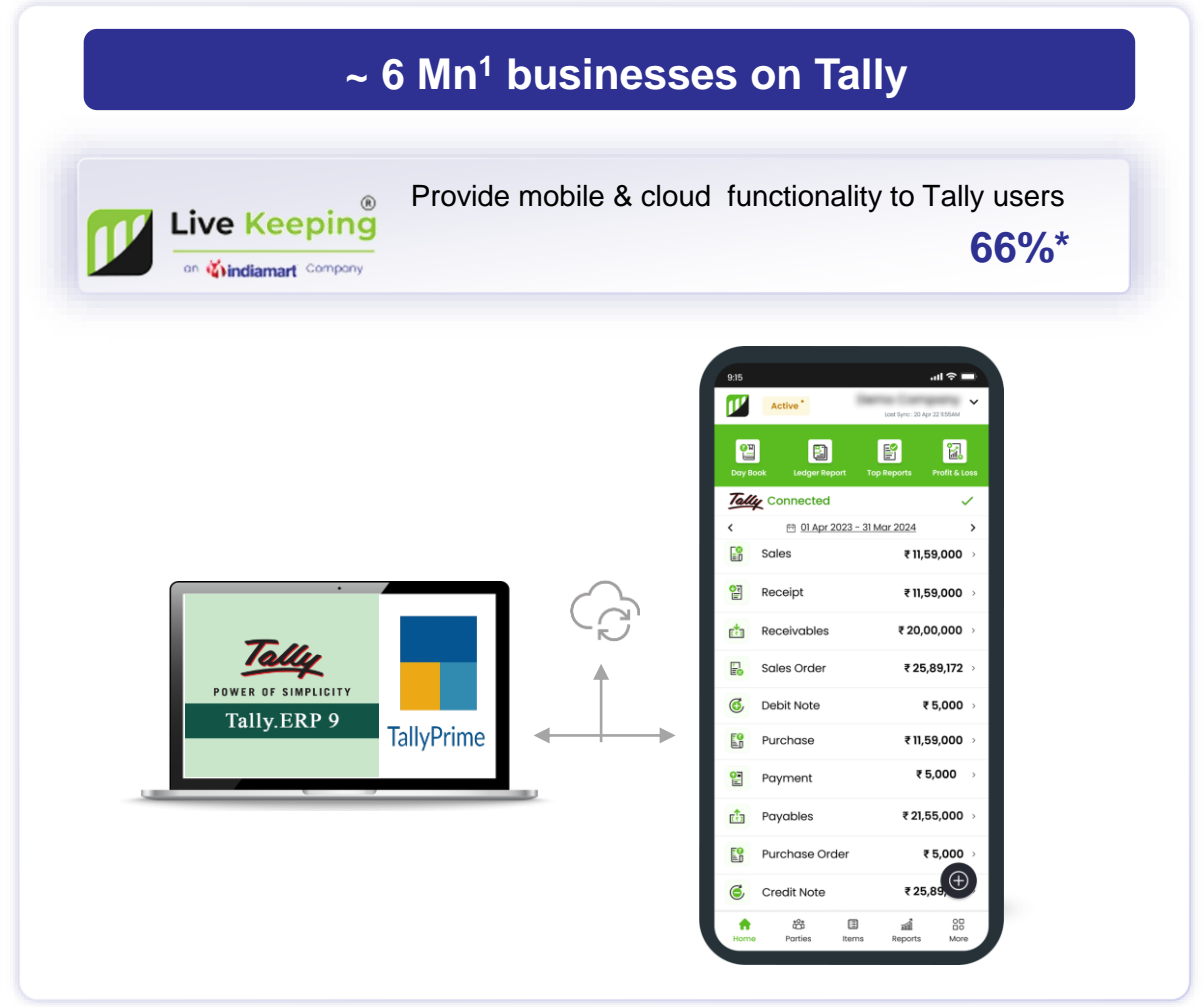
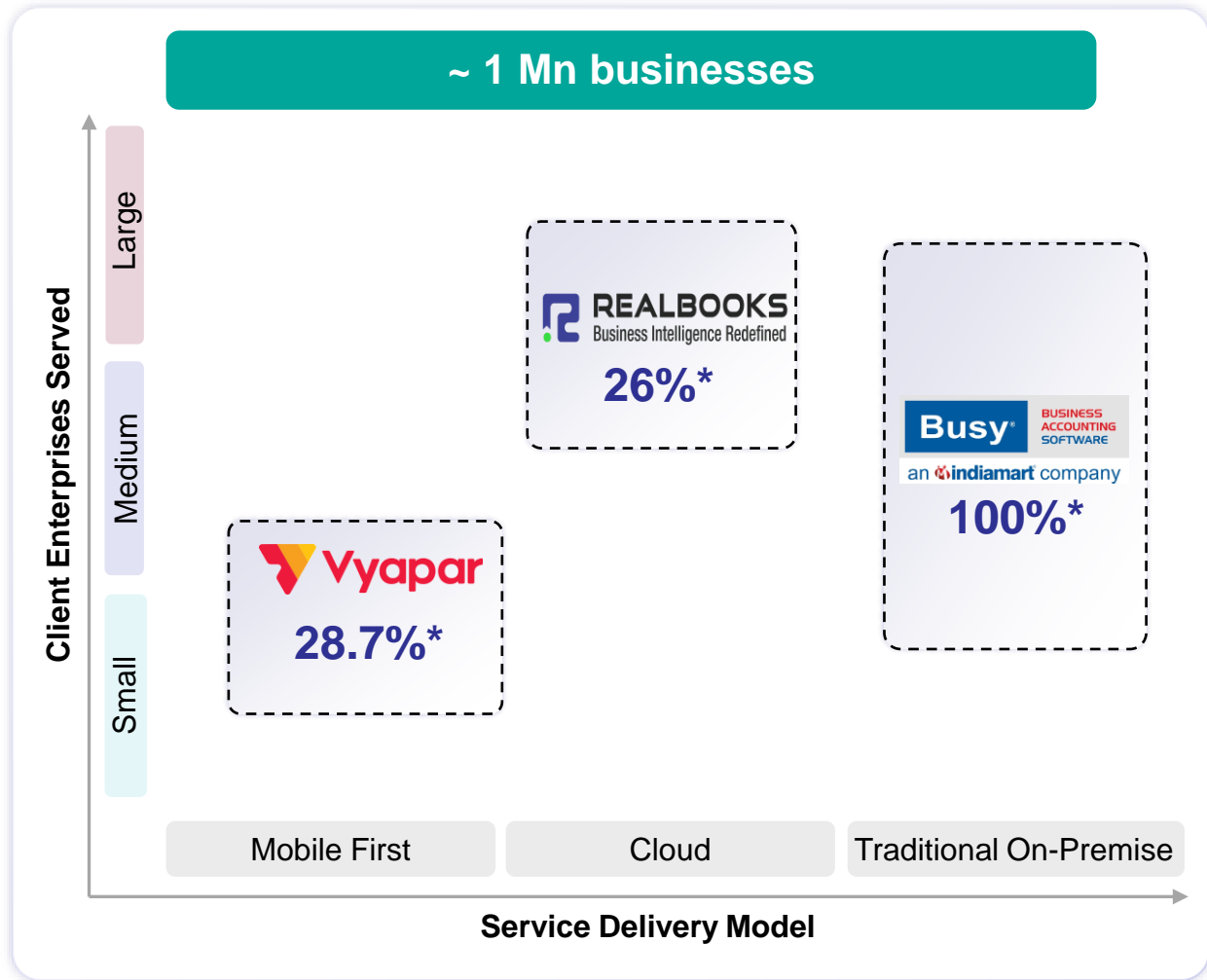
# Accounting – Strategic Fit for IndiaMART

- Business Necessity
- High Customer Stickiness
- Large & Growing Market
- Subscription based Revenue Model

~ Rs. 680 crores invested in Accounting space



# Investments in Accounting



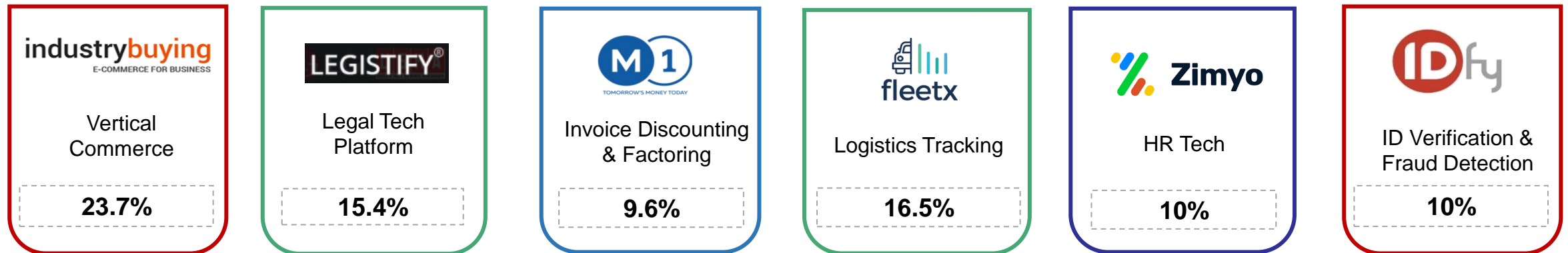
Source 1: Media reports

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\*IndiaMART Holding



# Other Strategic Investments

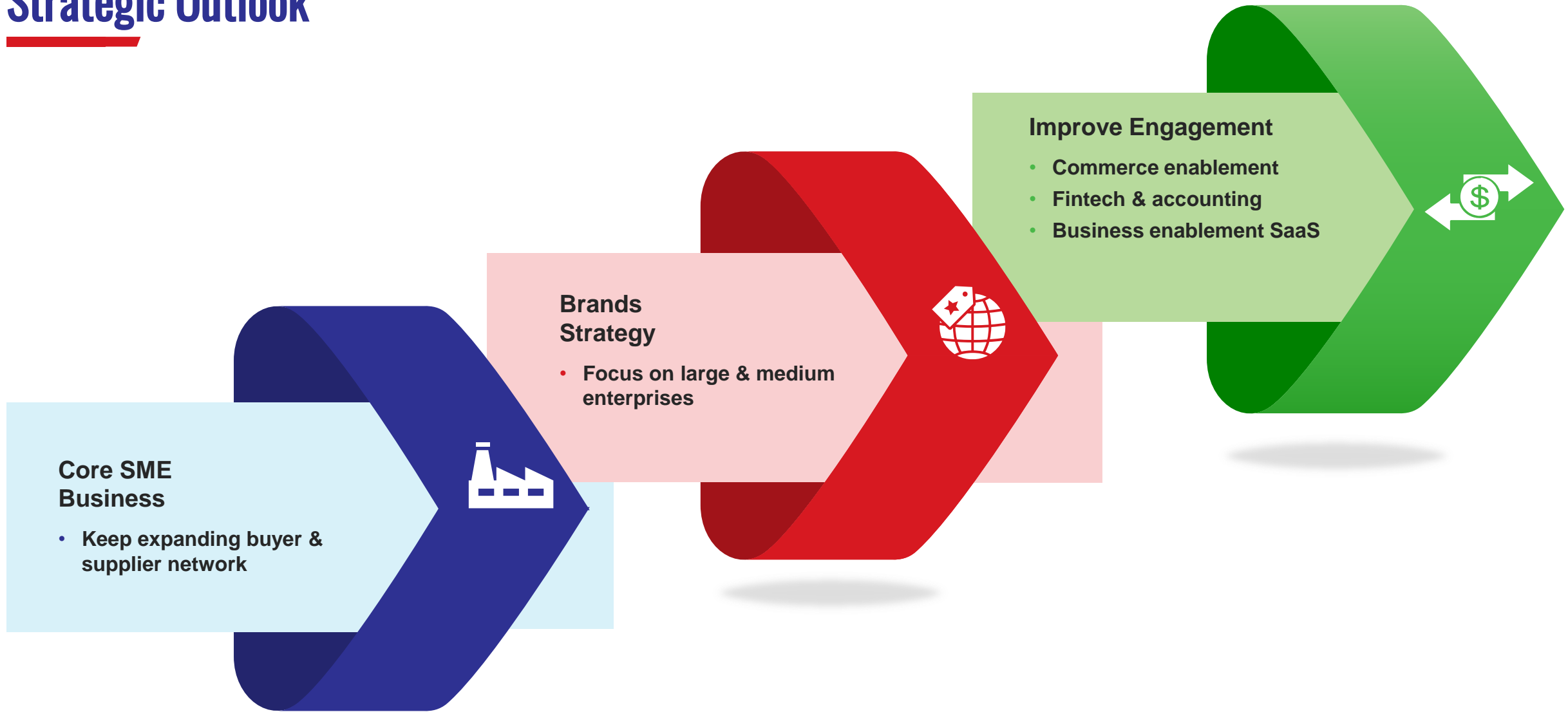


Note:

- 1) Includes 3.3% for which investment is expected to be completed in January 2025
- 2) During Q3FY25, IndiaMART disinvested entire 26% stake in Shipway Technology Private Limited



# Strategic Outlook







# Appendix







Solar Street Light

# Operational Performance (Standalone)



# Operational Metrics

(Figures in Millions, unless otherwise mentioned)

Q2FY25	Q3FY25	YoY	Particulars	FY16	FY17	FY18	FY19	FY20	FY21	FY22	FY23	FY24	CAGR
202	206	10%	Registered Buyers	27	39	60	83	102	125	149	170	194	28%
41	43	13%	Active Buyers - Last 12 Months	10	13	25	29	30	35	38	37	39	19%
287	276	2%	Traffic	262	326	553	723	748	960	1,071	1,021	1,084	19%
28	27	17%	Unique Business Enquiries	23	31	53	73	74	96	97	88	93	19%
127	106	(17%)	Business Enquiries Delivered	115	157	290	449	464	610	550	479	520	21%
8.1	8.2	5%	Indian Supplier Storefronts	2.3	3.2	4.7	5.5	6.0	6.5	7.1	7.5	7.9	17%
113	115	11%	Live Product Listings	25	33	50	61	67	72	83	95	108	20%
218	214	1%	Paying Suppliers*	72	96	108	130	147	152	169	203	214	15%
60.8	62.9	14%	ARPU*	32.9	32.1	37.2	38.4	42.3	43.6	44.3	46.3	53.2	6%
295	306	20%	Top 10% ARPU*	128	130	150	155	174	181	194	214	247	9%
5,923	5,973	15%	Employees (Nos)	3,249	2,713	2,539	2,915	3,150	2,701	3,672	4,583	5,384	7%



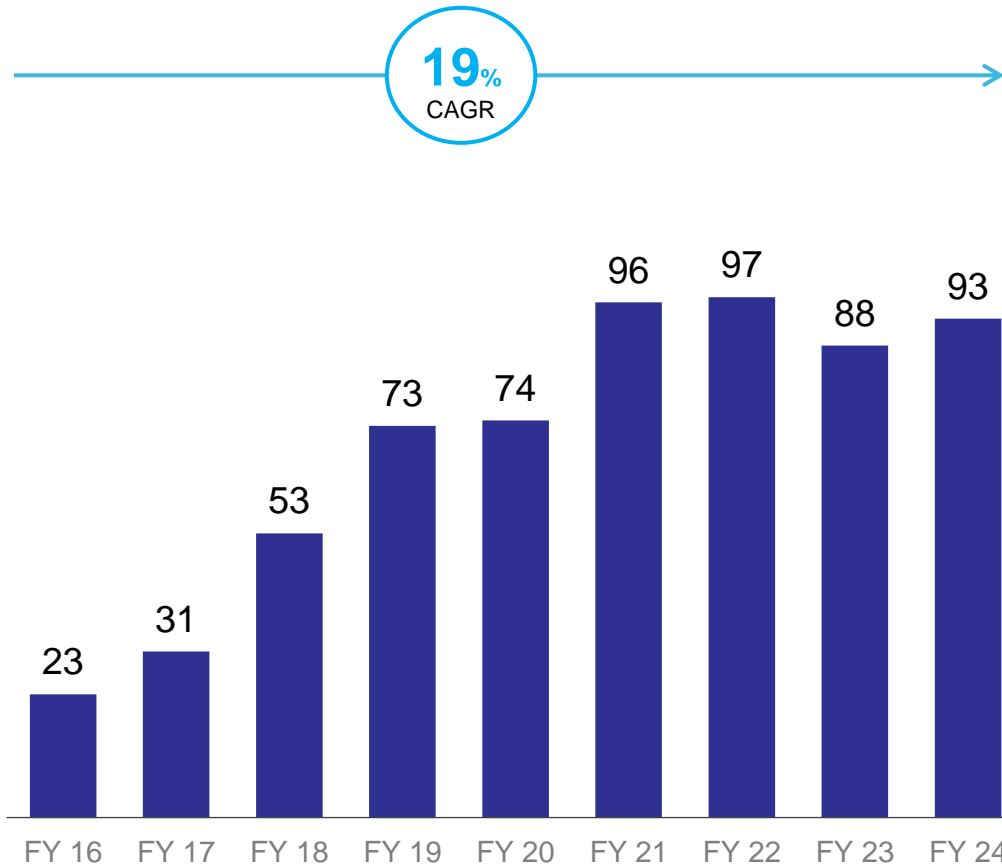
\* Figures in Thousands

IndiaMART InterMESH Ltd

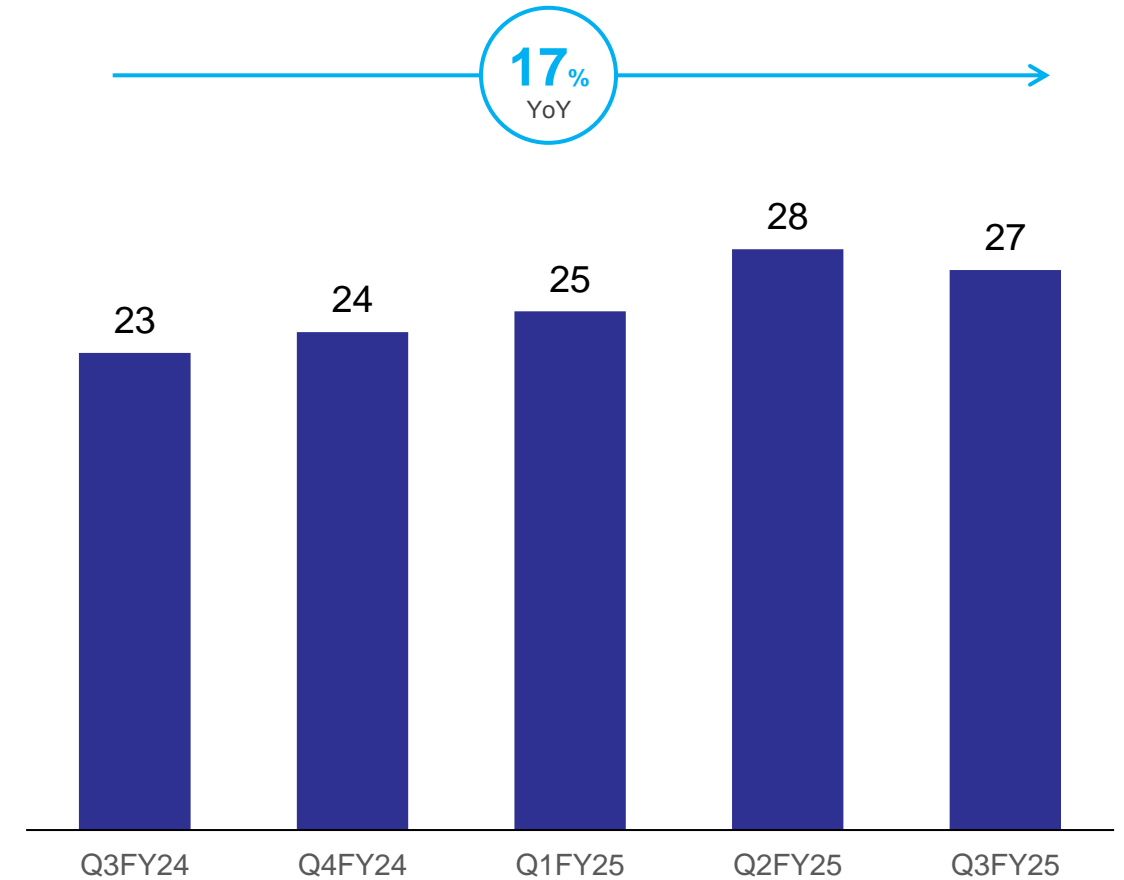
# Unique Business Enquiries

(Figures in Millions)

## Yearly trends



## Quarterly trends



Note:

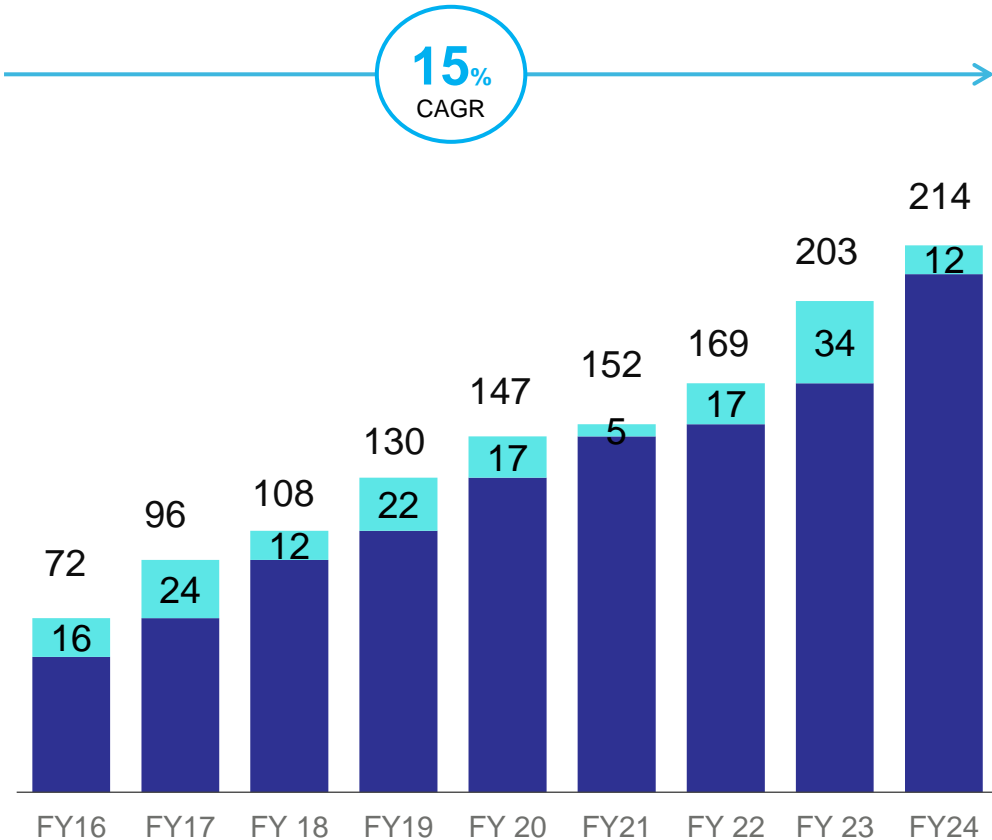
1) Buyer posting an enquiry is one unique buyer for that day. If the same buyer posts another enquiry on a different day, he is considered as a different unique buyer. Sum of all such unique quarterly & yearly buyers is mentioned in the Quarterly & Yearly trends, respectively



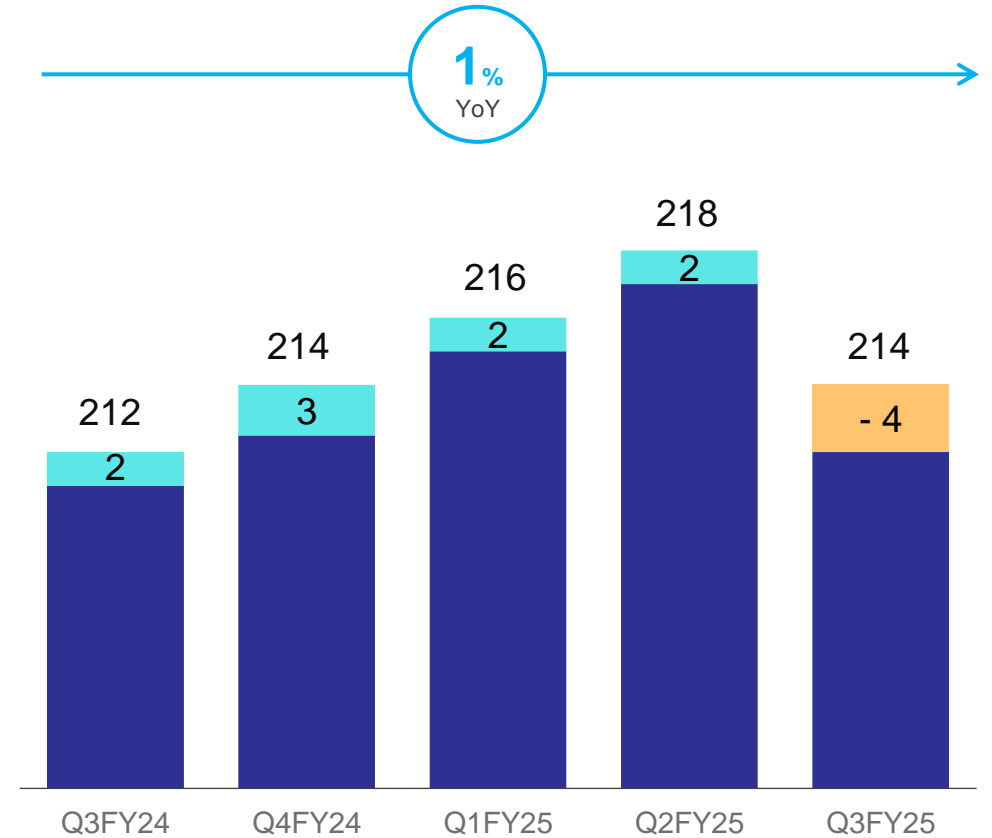
# Paying Suppliers

(Figures in Thousands)

## Yearly trends



## Quarterly trends



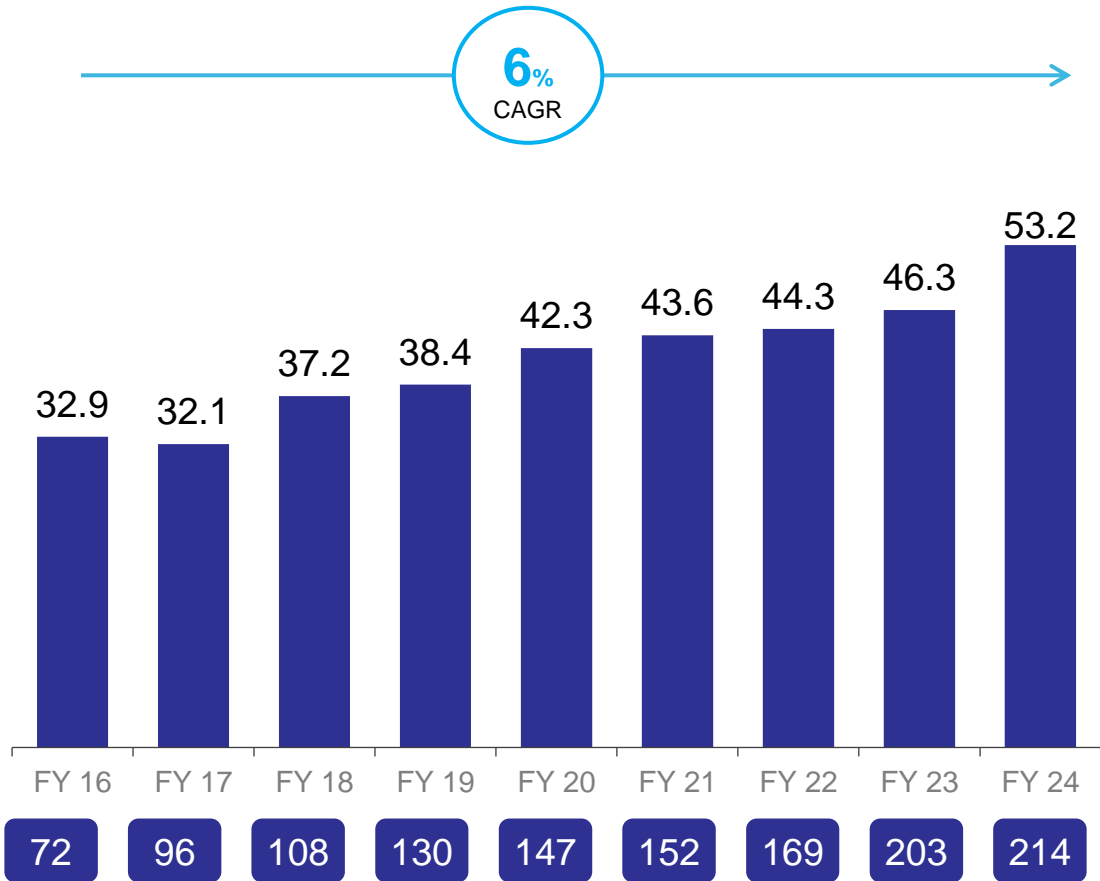
Net Addition/ Reduction



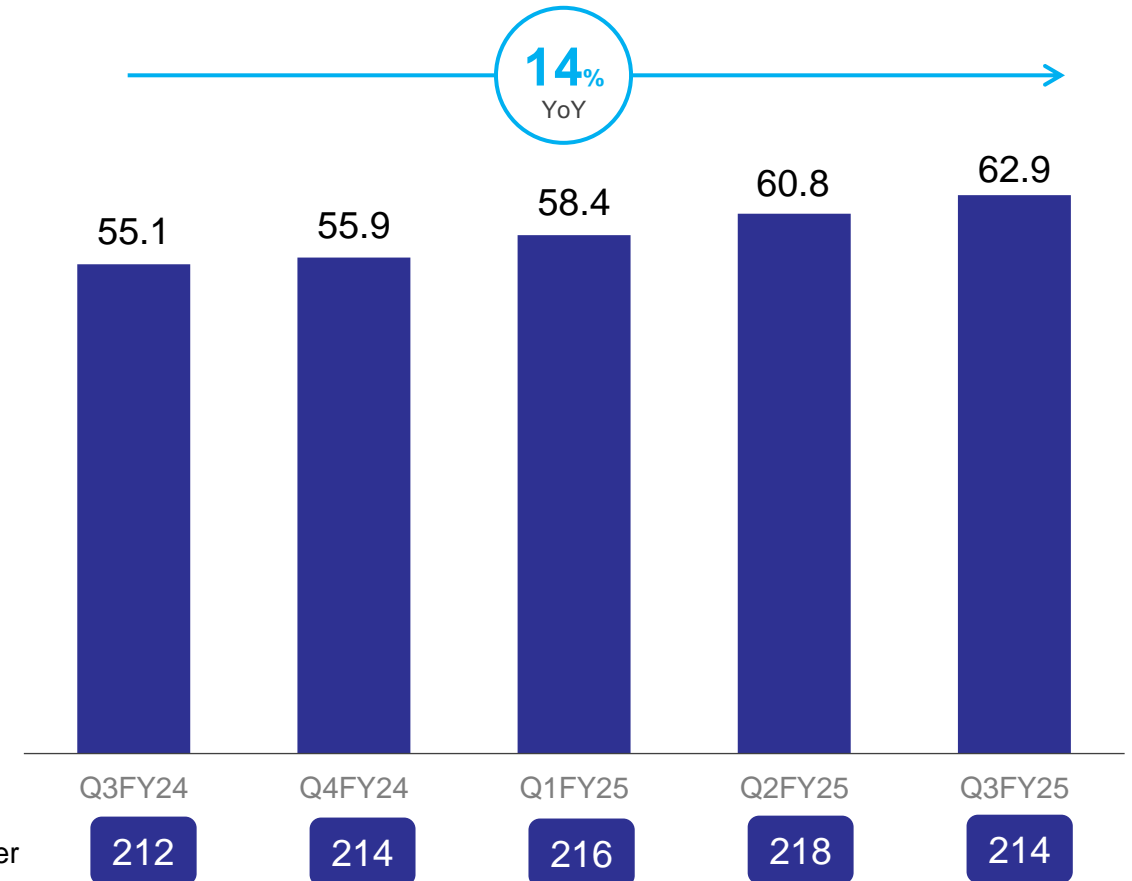
# Annualised Revenue Per Paying Supplier

(₹ and Figures in Thousands)

## Yearly trends



## Quarterly trends



Note:

1) Represents Revenue from operations for the period divided by Paying suppliers at period end for the purposes of Quarter, the same has been multiplied by 4 to represent annualised run-rate





# Nationwide Sales & Service Coverage



**Strong presence across the length & breadth of the country**



**Reach to 1,000+ cities**



**Field, Tele & Online Sales**



**~ 5,000 Sales & Servicing team**



**~120 Channel Sales Partner Locations**

Note: Figures as of December 31<sup>st</sup>, 2024



Note: Map not to scale

IndiaMART InterMESH Ltd



Agricultural Machinery

# Financial Performance Consolidated Section



# Financial Performance – Consolidated

(₹ in Crore)

Q2FY25	Q3FY25	YoY	Financial Metrics	FY19	FY20	FY21	FY22	FY23	FY24	CAGR
<b>348</b>	<b>354</b>	<b>16%</b>	<b>Operating Revenue</b>	<b>507</b>	<b>639</b>	<b>670</b>	<b>753</b>	<b>985</b>	<b>1,197</b>	<b>19%</b>
65	45		Other Income	41	69	87	112	181	211	
<b>413</b>	<b>399</b>	<b>15%</b>	<b>Total Income</b>	<b>548</b>	<b>707</b>	<b>756</b>	<b>866</b>	<b>1,166</b>	<b>1,407</b>	<b>21%</b>
147	153	11%	Manpower Cost	230	267	205	268	425	544	19%
22	16		Outsourced Sales Cost	58	72	52	74	131	138	
44	47		Other Operating Expense	138	131	84	104	162	183	
<b>213</b>	<b>216</b>	<b>(2%)</b>	<b>Total Expenses</b>	<b>425</b>	<b>470</b>	<b>341</b>	<b>446</b>	<b>718</b>	<b>865</b>	<b>15%</b>
<b>135</b>	<b>138</b>	<b>61%</b>	<b>EBITDA</b>	<b>82</b>	<b>169</b>	<b>328</b>	<b>308</b>	<b>268</b>	<b>331</b>	<b>32%</b>
<i>39%</i>	<i>39%</i>		<i>EBITDA Margin(%)</i>	<i>16%</i>	<i>26%</i>	<i>49%</i>	<i>41%</i>	<i>27%</i>	<i>28%</i>	
10	10		Others <sup>1</sup>	69	24	23	17	39	47	
42	38		Tax Expense	34	64	110	93	88	120	
13	14		Associates Loss	-	2	3	12	38	40	
<b>135</b>	<b>121</b>	<b>48%</b>	<b>Net Profit</b>	<b>20</b>	<b>147</b>	<b>280</b>	<b>298</b>	<b>284</b>	<b>334</b>	<b>76%</b>
<i>33%</i>	<i>30%</i>		<i>Net Profit Margin(%)</i>	<i>4%</i>	<i>21%</i>	<i>37%</i>	<i>34%</i>	<i>24%</i>	<i>24%</i>	
22.5	20.2	48%	EPS <sup>2</sup> (Rs.)	3.9	25.6	48.1	48.9	46.5	55.2	70%
103	114	7%	Cash flow from operations	255	261	323	402	476	559	17%
356	363	10%	Collections from Customers	671	738	711	934	1,219	1,474	17%

Note:

1) Others include –Depreciation, Amortization, Finance Cost, exceptional Item & Net Loss on Financial Liability at FVTPL

2) EPS has been adjusted in all years & quarters to give effect of bonus issuance in Q1FY24



# Abridged Balance Sheet - Consolidated

(₹ in Crore)

Q2 FY25	Q3 FY25	Particulars	FY19	FY20	FY21	FY22	FY23	FY24
73	66	Fixed Assets <sup>1</sup>	9	86	65	56	99	82
454	454	Goodwill <sup>2</sup>	-	-	-	-	454	454
40	34	Other assets <sup>3</sup>	126	77	44	52	44	48
2,449	2,606	Cash & investments	685	931	2,365	2,419	2,336	2,340
597	583	Strategic Investments	-	30	37	421	512	524
<b>3,613</b>	<b>3,744</b>	<b>Total Assets</b>	<b>821</b>	<b>1,123</b>	<b>2,511</b>	<b>2,949</b>	<b>3,445</b>	<b>3,449</b>
1,877	2,002	Capital & Reserves	160	275	1,611	1,874	2,059	1,736
1,483	1,492	Deferred revenue <sup>4</sup>	586	685	726	907	1,162	1,440
64	51	Tax liabilities	-	-	21	16	24	48
39	36	Lease liabilities	-	77	63	56	46	41
151	163	Other Liabilities <sup>5</sup>	75	86	90	96	154	184
<b>3,613</b>	<b>3,744</b>	<b>Total Liabilities</b>	<b>821</b>	<b>1,123</b>	<b>2,511</b>	<b>2,949</b>	<b>3,445</b>	<b>3,449</b>

Note:

- 1) Includes fixed assets, intangible assets & right of use assets
- 2) On account of acquisition through business combination which includes Rs. 412cr of Busy Infotech & Rs. 42cr of Livekeeping Technologies
- 3) Includes security deposits, recoverable from payment gateway, prepaid expenses and remaining assets combined
- 4) Includes customer advances
- 5) Includes provisions & payables, statutory liabilities & other financial liabilities



# Cash Generation & Utilization

(₹ in Crore)

Particulars	FY19	FY20	FY21	FY22	FY23	FY24	9M FY25
<b>Opening Cash &amp; Treasury Investments</b>	<b>388</b>	<b>685</b>	<b>931</b>	<b>2,365</b>	<b>2,419</b>	<b>2,335</b>	<b>2,340</b>
<b>Cash flow from operating activities</b>	<b>255</b>	<b>261</b>	<b>323</b>	<b>402</b>	<b>476</b>	<b>559</b>	<b>353</b>
<b>Cash flow from investing activities<sup>1</sup></b>	<b>5</b>	<b>(6)</b>	<b>14</b>	<b>(273)</b>	<b>(331)</b>	<b>32</b>	<b>(4)</b>
(i) Non-Operating Income <sup>2</sup>	17	25	21	127	237	71	85
(ii) Capital expenditure <sup>3</sup>	(12)	-	3	(4)	(16)	(14)	(5)
(iii) Strategic Investments	-	(31)	(10)	(395)	(552)	(25)	(84)
<b>Cash Flow from Financing Activities</b>	<b>14</b>	<b>(51)</b>	<b>1,038</b>	<b>(58)</b>	<b>(143)</b>	<b>(695)</b>	<b>(145)</b>
(i) Proceeds from issue of shares <sup>4</sup>	14	2	1,052	0	0	0	0
(ii) Other financing activities <sup>5</sup>	-	(20)	(12)	(13)	(13)	(14)	(25)
(iii) Capital distributed to Shareholders <sup>6</sup>	-	(33)	(1)	(46)	(130)	(681)	(120)
<b>Δ in Fair Value Gain on Treasury Investments</b>	<b>23</b>	<b>42</b>	<b>60</b>	<b>(18)</b>	<b>(85)</b>	<b>109</b>	<b>62</b>
<b>Closing Cash &amp; Treasury Investments</b>	<b>685</b>	<b>931</b>	<b>2,365</b>	<b>2,419</b>	<b>2,335</b>	<b>2,340</b>	<b>2,606</b>

Note:

- 1) Adjusted for change in Investments, FDR, Inter corporate deposit & others during the period
- 2) Includes realized income from treasury investments & net investments in FDRs, Inter Corporate deposits & others
- 3) Includes purchase & sale of property, plant and equipment & other intangible assets & refundable security deposit for listing on stock exchange
- 4) Includes proceeds from issue of equity shares on exercise of ESOPs & qualified institutions placement
- 5) Includes cash flow from repayment of lease liability, interest expense & purchase of further shares in subsidiary
- 6) Includes dividend paid & buyback inclusive of tax

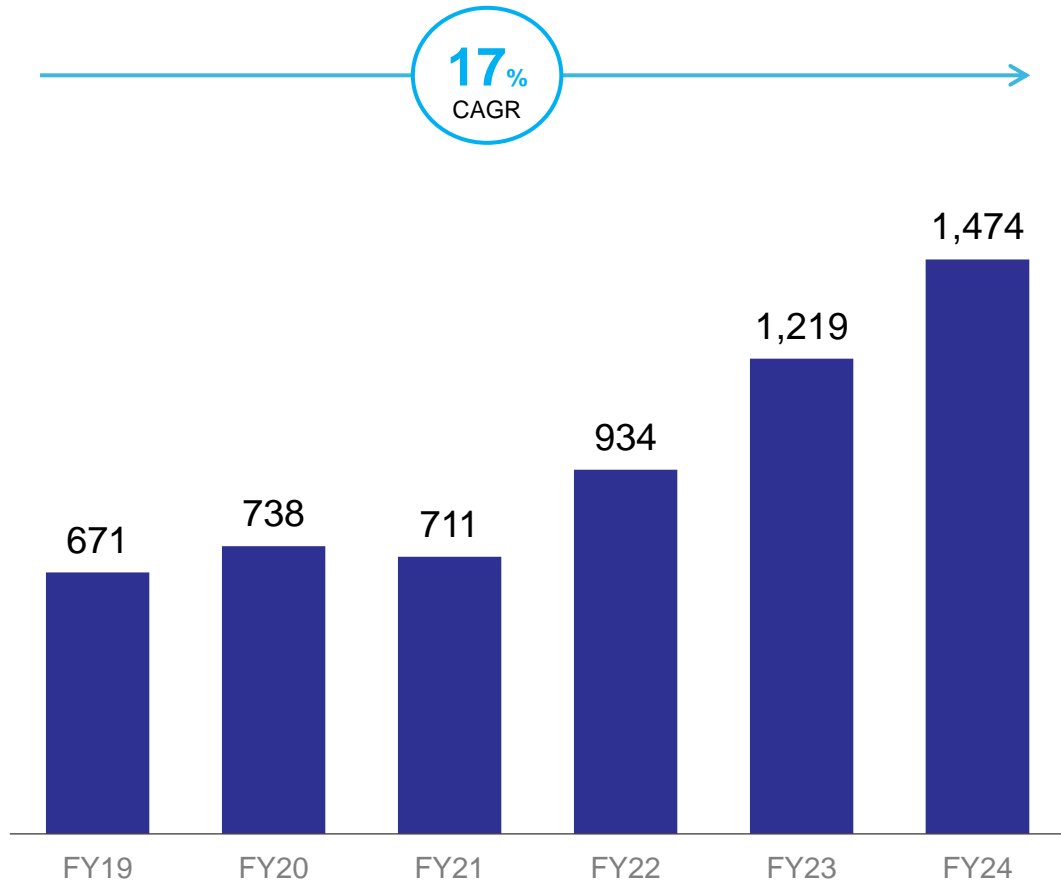




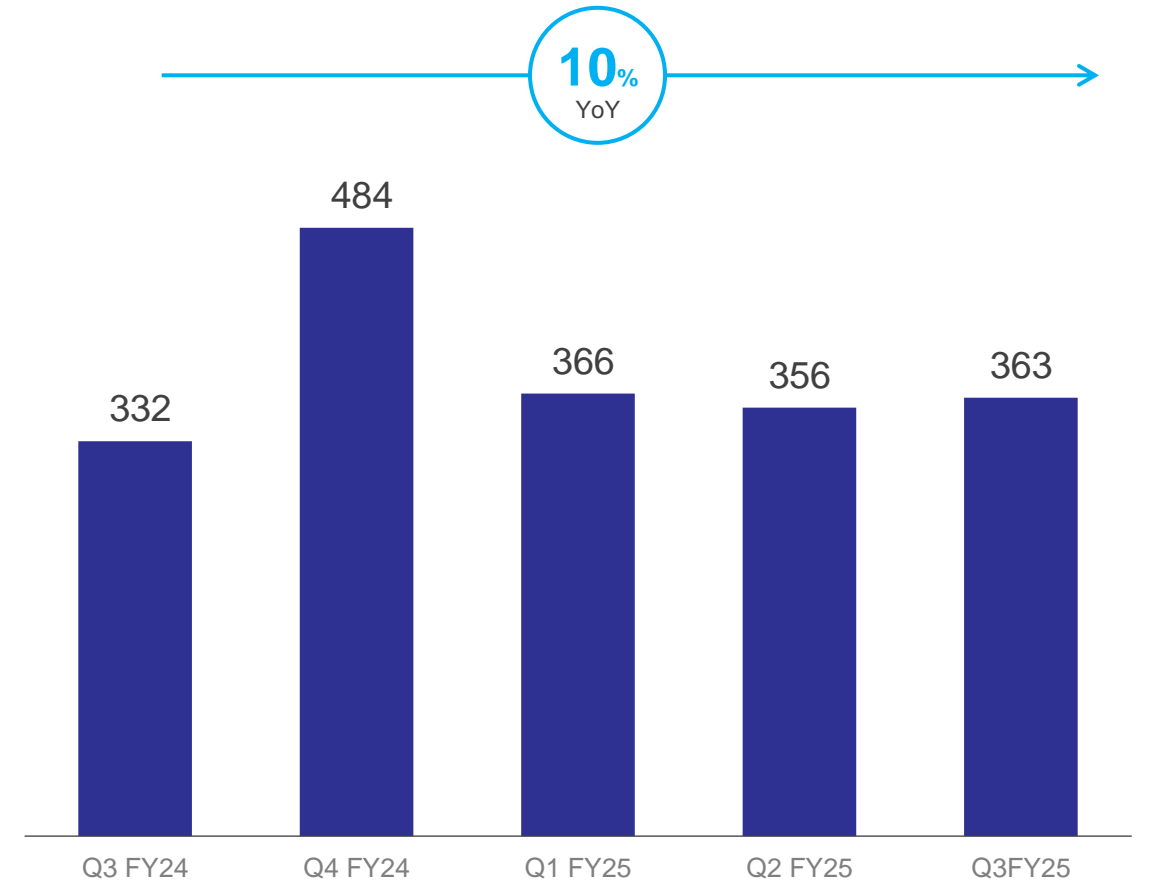
# Collections from Customer - Consolidated

(₹ in Crore)

## Yearly trends



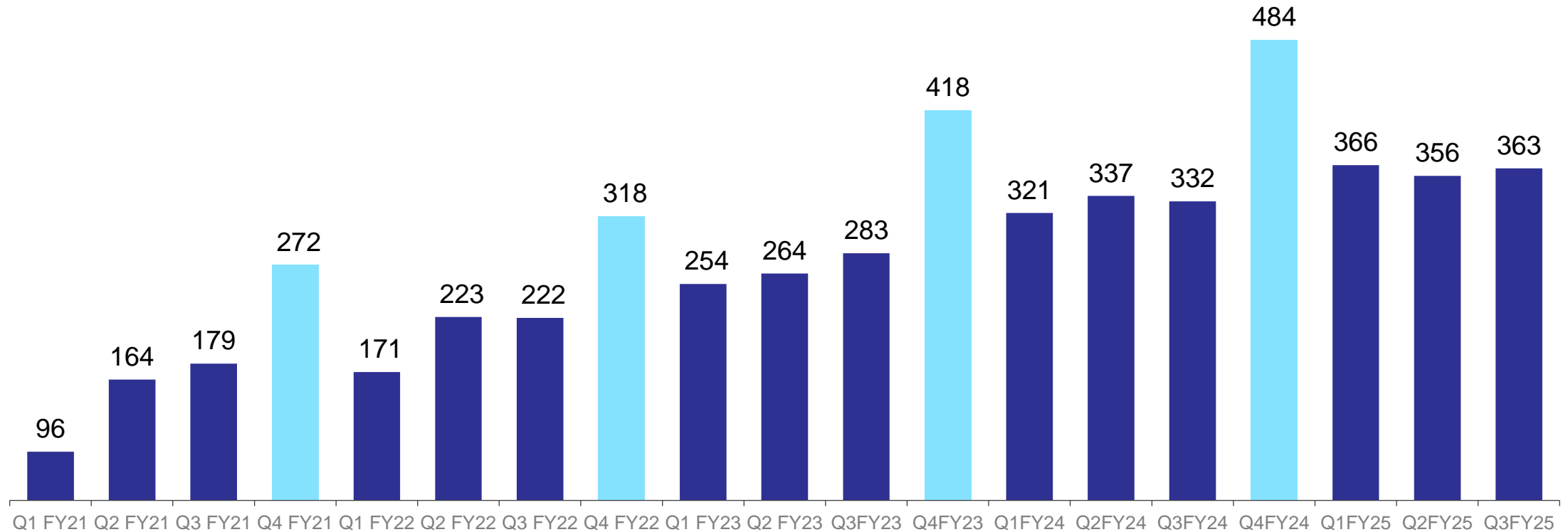
## Quarterly trends



# Collections from Customer - Consolidated

(₹ in Crore)

## Quarterly trends



Note:

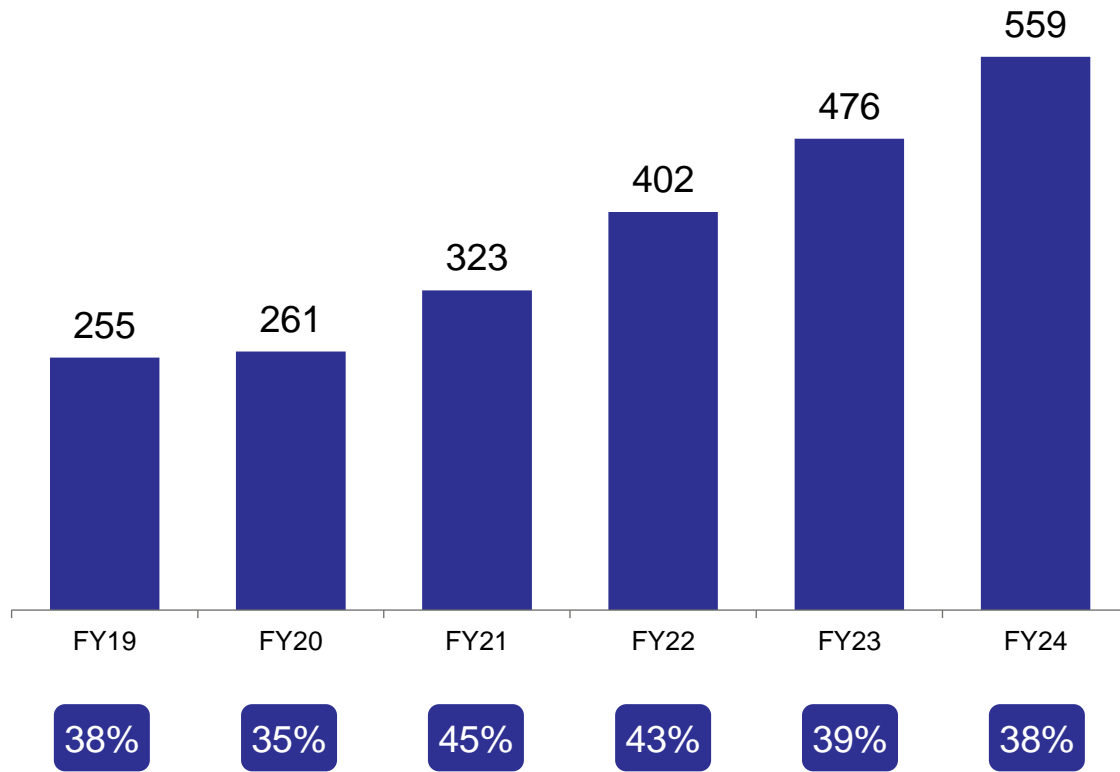
- 1) Fourth Quarter of the year has traditionally been the best quarter in terms of collections from customer for that financial year
- 2) Sharp decline in Collections from Customer during Q1FY21 & Q1FY22 is on account of disruptions caused by Covid-19 pandemic waves in India



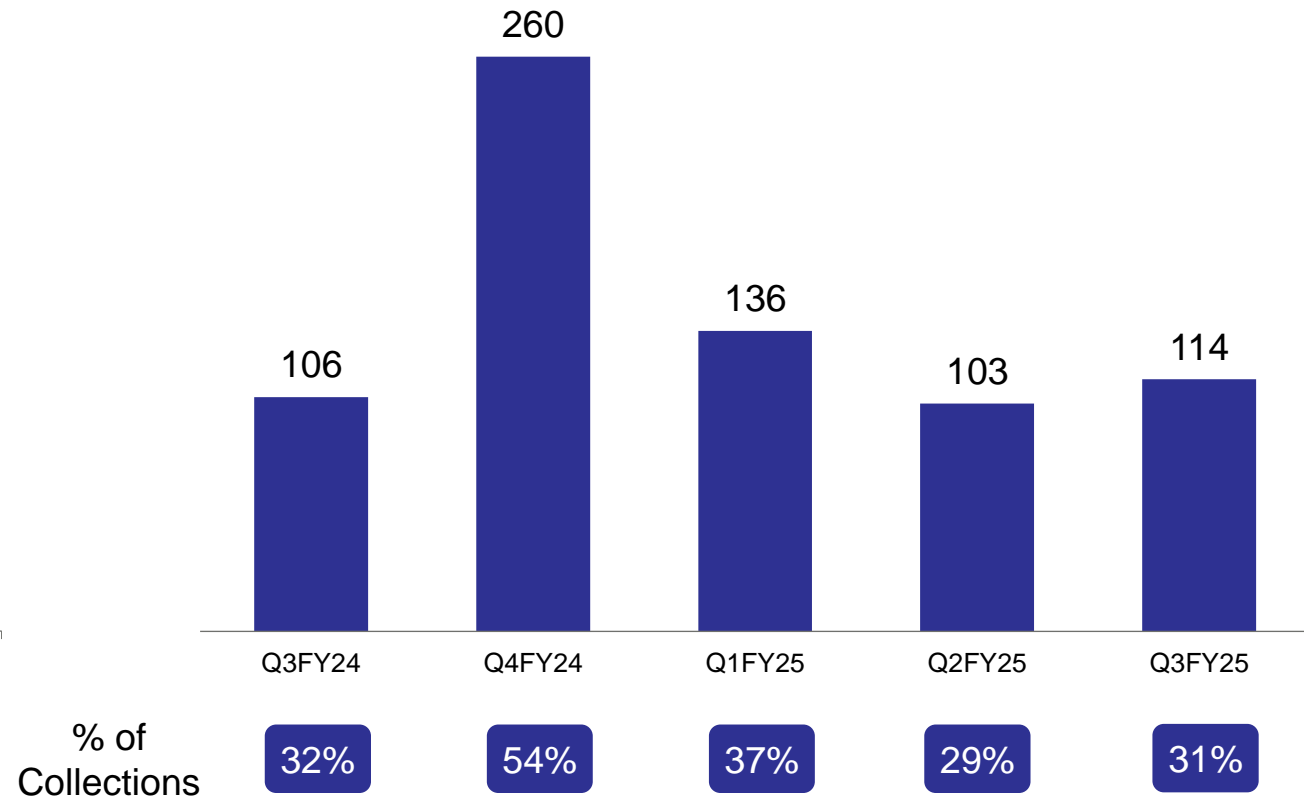
# Cash Generated From Operating Activities - Consolidated

(₹ in Crore)

## Yearly trends



## Quarterly trends



Note:

1) Fourth Quarter of the financial year traditionally has high Cash generated from Operating activities due to seasonal impact of Collections from Customers

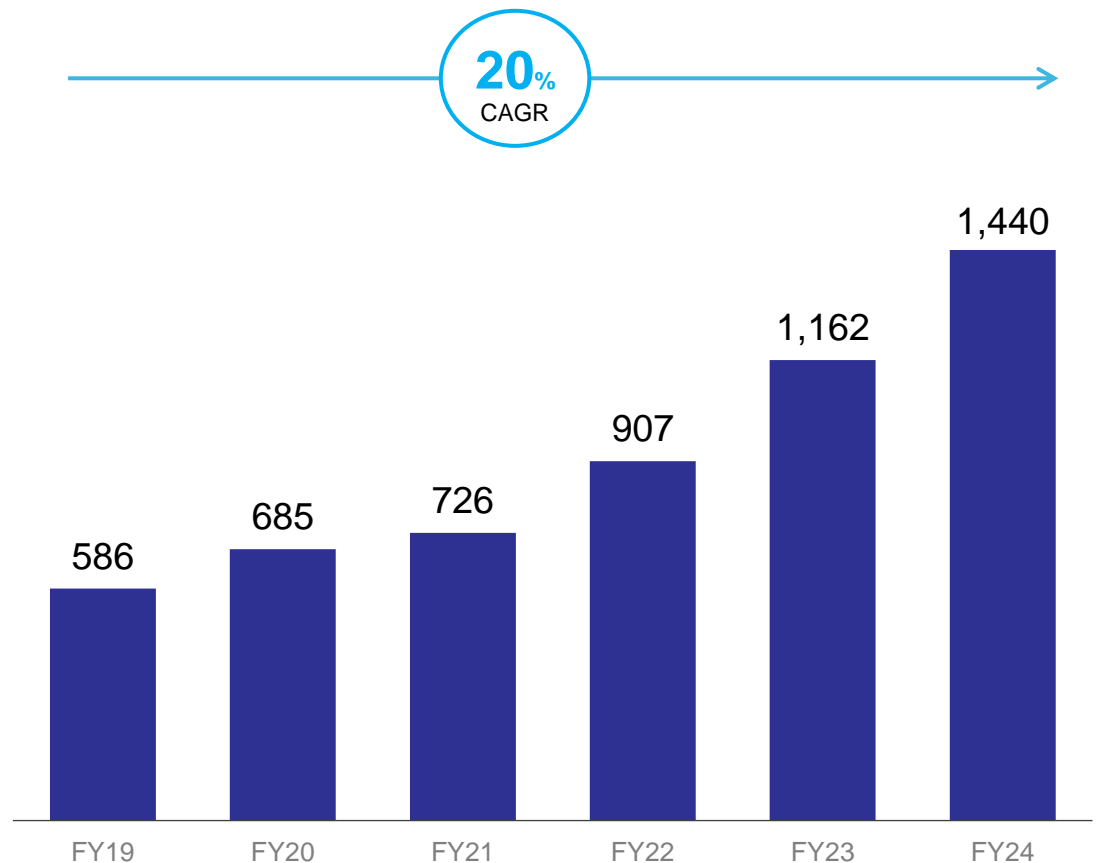


# Deferred Revenue – Consolidated

(₹ in Crore)

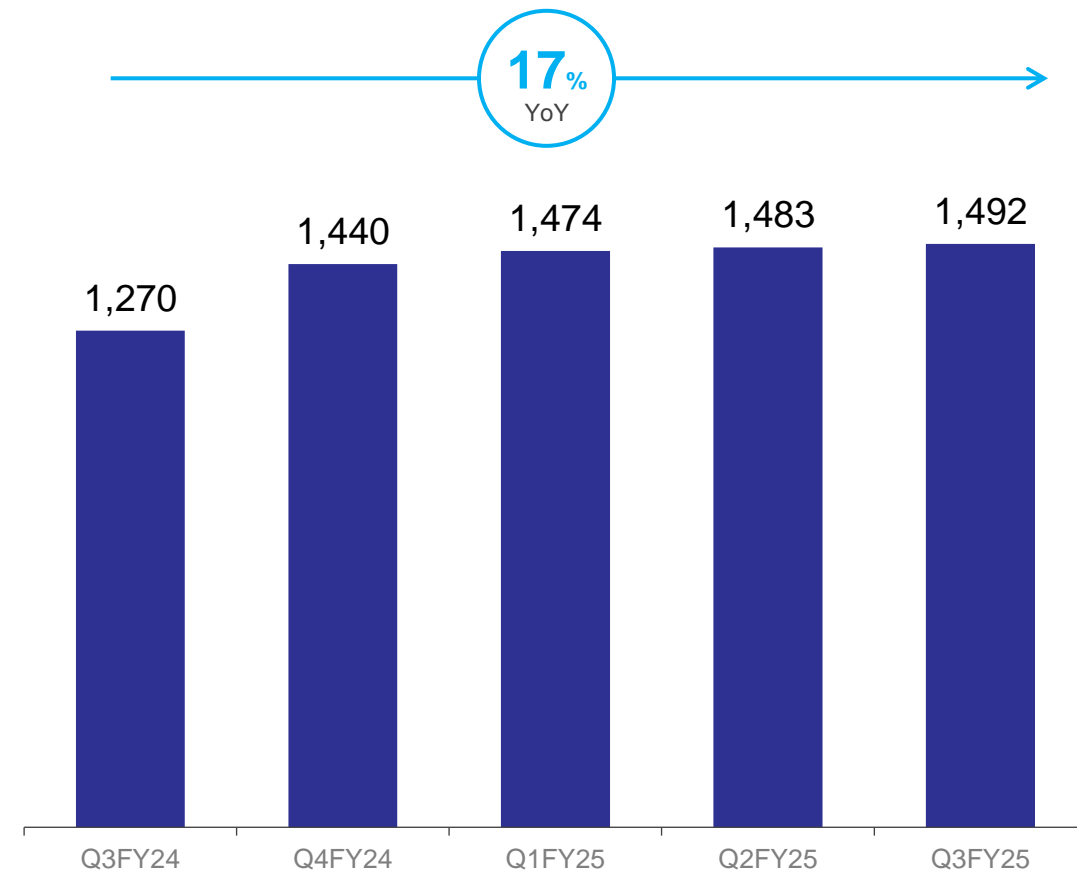
## Yearly trends

20%  
CAGR



## Quarterly trends

17%  
YoY



Note:

- 1) Deferred Revenue refers to contract liabilities in the financial statements, i.e., including advances from customers
- 2) Company has completed acquisition of Busy Infotech Pvt Ltd in FY 23. Accordingly, Deferred Revenue includes Busy Infotech from FY23 onwards

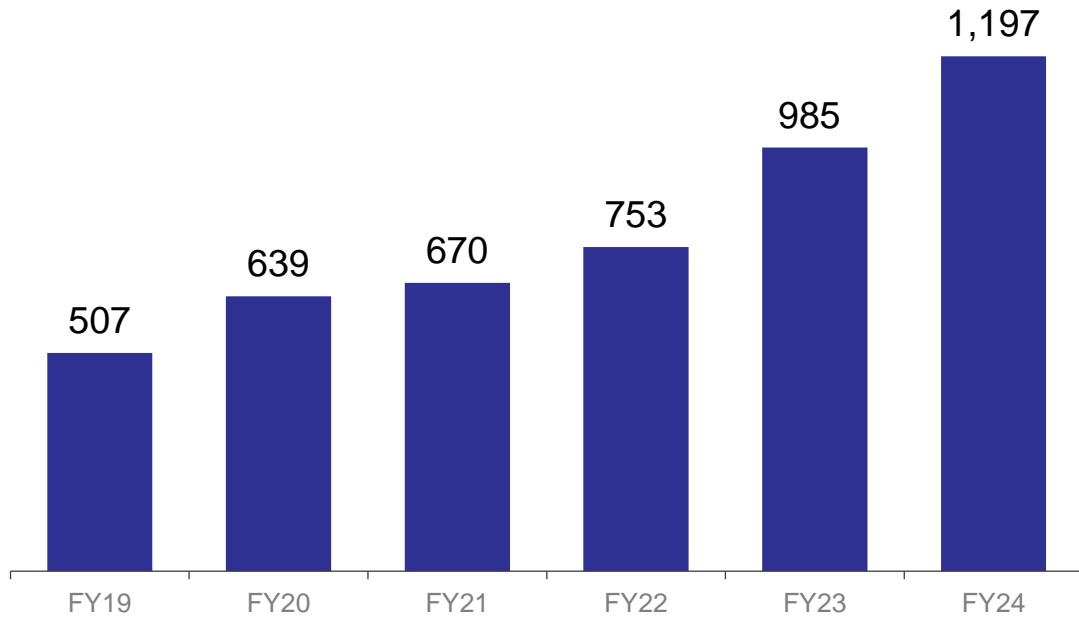


# Revenue from Operations – Consolidated

(₹ in Crore)

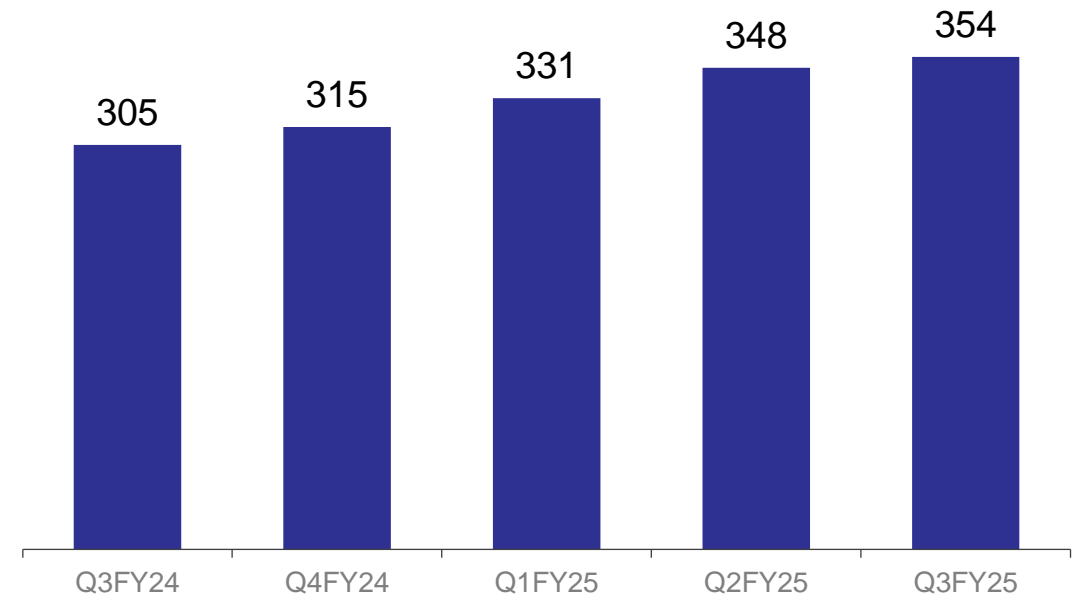
## Yearly trends

19%  
CAGR



## Quarterly trends

16%  
YoY





# Revenue – Legal Entity View

(₹ in Crore)

Particulars	FY23	FY24	Q1FY25	Q2FY25	Q3FY25	YoY
IndiaMART InterMESH Ltd	939	1,139	315	332	337	16%
Accounting Segment						
Busy Infotech Pvt Ltd	43.3	53.3	15.5	15.3	16.3	30%
Livekeeping Technologies Pvt Ltd <sup>1</sup>	0.1	0.4	0.3	0.5	0.7	
Others	3.9	5.0	0.5	0.1	0.1	
	<b>986</b>	<b>1,198</b>	<b>332</b>	<b>348</b>	<b>354</b>	
Inter Company Adjustments	(0.7)	(1.0)	(0.2)	(0.1)	(0.0)	
<b>Consolidated Revenue from Operations</b>	<b>985</b>	<b>1,197</b>	<b>331</b>	<b>348</b>	<b>354</b>	<b>16%</b>

**~95% of revenue contributed by IndiaMART standalone business**

Note:

1) Formerly known as Finlite Technologies Pvt. Ltd.



# EBITDA – Legal Entity View

(₹ in Crore)

Particulars	FY23	FY24	Q1 FY 25	Q2 FY 25	Q3 FY 25	YoY
IndiaMART InterMESH Ltd	261.6	333.9	117.3	119.6	143.9	65%
Accounting Segment						
Busy Infotech Pvt Ltd	10.3	6.8	1.0	0.1	1.1	
Livekeeping Technologies Pvt Ltd <sup>1</sup>	(4.3)	(10.7)	(3.3)	(4.0)	(4.5)	
Others	0.0	0.5	(0.1)	(0.1)	(4.9)	
	<b>268</b>	<b>330</b>	<b>115</b>	<b>116</b>	<b>136</b>	
Inter Company Adjustments	0.2	0.9	4.6	19	2.7	
<b>Consolidated EBITDA</b>	<b>268</b>	<b>331</b>	<b>120</b>	<b>135</b>	<b>138</b>	<b>61%</b>

**~100% of Consolidated EBITDA contributed by IndiaMART standalone business\***

Note:

1) Formerly known as Finlite Technologies Pvt. Ltd.

\* Excluding inter-company adjustments





# Financial Performance Standalone Basis

Solar Cameras



# Financial Performance – Standalone

(₹ in Crore)

Q2FY25	Q3FY25	YoY	Financial Metrics	FY19	FY20	FY21	FY22	FY23	FY24	CAGR
<b>332</b>	<b>337</b>	<b>16%</b>	<b>Revenue from Operations</b>	<b>497</b>	<b>624</b>	<b>665</b>	<b>751</b>	<b>939</b>	<b>1,139</b>	<b>18%</b>
62	23		Other Income	36	68	85	108	113	170	
<b>394</b>	<b>360</b>	<b>9%</b>	<b>Total Income</b>	<b>533</b>	<b>692</b>	<b>750</b>	<b>859</b>	<b>1,052</b>	<b>1,309</b>	<b>20%</b>
135	140	9%	Manpower Cost	222	255	199	263	399	507	18%
20	14		Outsourced Sales Cost	58	72	52	74	130	135	
57	39		Other Operating Expense	138	124	81	102	148	163	
<b>212</b>	<b>193</b>	<b>(5%)</b>	<b>Total Expenses</b>	<b>418</b>	<b>451</b>	<b>332</b>	<b>439</b>	<b>677</b>	<b>805</b>	<b>14%</b>
<b>125</b>	<b>148</b>	<b>58%</b>	<b>Adjusted EBITDA<sup>1</sup></b>	<b>88</b>	<b>180</b>	<b>339</b>	<b>322</b>	<b>288</b>	<b>358</b>	<b>32%</b>
<i>38%</i>	<i>44%</i>		<i>Adjusted EBITDA Margin(%)</i>	<i>18%</i>	<i>29%</i>	<i>51%</i>	<i>43%</i>	<i>31%</i>	<i>31%</i>	
<b>120</b>	<b>144</b>	<b>65%</b>	<b>EBITDA</b>	<b>80</b>	<b>173</b>	<b>333</b>	<b>312</b>	<b>262</b>	<b>334</b>	<b>33%</b>
<i>36%</i>	<i>43%</i>		<i>EBITDA Margin(%)</i>	<i>16%</i>	<i>28%</i>	<i>50%</i>	<i>42%</i>	<i>28%</i>	<i>29%</i>	
6	6		Others <sup>2</sup>	69	31	23	17	29	29	
49	36		Tax Expense	34	64	109	93	73	112	
<b>127</b>	<b>125</b>	<b>36%</b>	<b>Net Profit</b>	<b>13</b>	<b>146</b>	<b>287</b>	<b>310</b>	<b>272</b>	<b>362</b>	<b>96%</b>
<i>32%</i>	<i>35%</i>		<i>Net Profit Margin(%)</i>	<i>2%</i>	<i>21%</i>	<i>38%</i>	<i>36%</i>	<i>26%</i>	<i>28%</i>	
108	111	6%	Cash flow from Operations	259	264	326	407	464	545	16%
337	341	8%	Collections from Customers	661	722	707	932	1,167	1,399	16%

Note:

1) Excluding employee share-based payment expense

2) Others include – Depreciation, Amortization, Finance Cost, Exceptional Item & Net Loss on Financial Liability at FVTPL



# Abridged Balance Sheet - Standalone

(₹ in Crore)

Q2FY25	Q3FY25	Particulars	FY19	FY20	FY21	FY22	FY23	FY24
42	37	Fixed Assets <sup>1</sup>	9	85	65	56	53	48
28	25	Other assets <sup>2</sup>	123	73	41	49	33	38
2,287	2,405	Cash & Investments	678	920	2,359	2,414	2,202	2,186
1,180	1,194	Strategic Investments <sup>3</sup>	9	41	50	446	1073	1095
<b>3,537</b>	<b>3,662</b>	<b>Total Assets</b>	<b>819</b>	<b>1,119</b>	<b>2,516</b>	<b>2,965</b>	<b>3,361</b>	<b>3,367</b>
1,914	2,042	Capital & Reserves	161	274	1,617	1,892	2,064	1,770
1,426	1,430	Deferred revenue <sup>4</sup>	585	684	726	907	1,134	1,395
44	30	Tax liabilities	0	0	21	16	4	21
39	36	Lease liabilities	0	77	63	56	46	41
115	124	Other Liabilities <sup>5</sup>	73	84	89	94	113	140
<b>3,537</b>	<b>3,662</b>	<b>Total Liabilities</b>	<b>819</b>	<b>1,119</b>	<b>2,516</b>	<b>2,965</b>	<b>3,361</b>	<b>3,367</b>

Note:

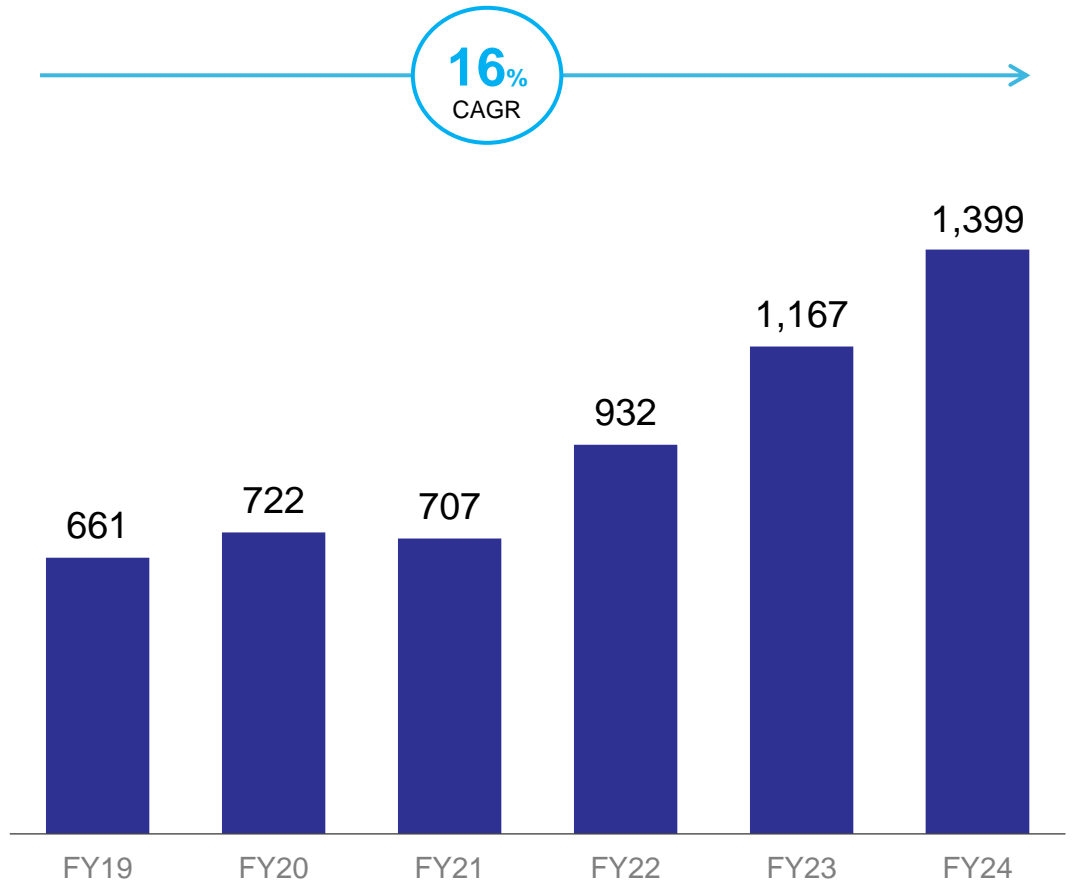
- 1) Includes fixed assets, intangible assets & right of use assets
- 2) Includes security deposits, recoverable from payment gateway, prepaid expenses and remaining assets combined
- 3) Includes investment in subsidiaries & associates and others.
- 4) Includes customer advances
- 5) Includes provisions and payables, statutory liabilities & other financial liabilities



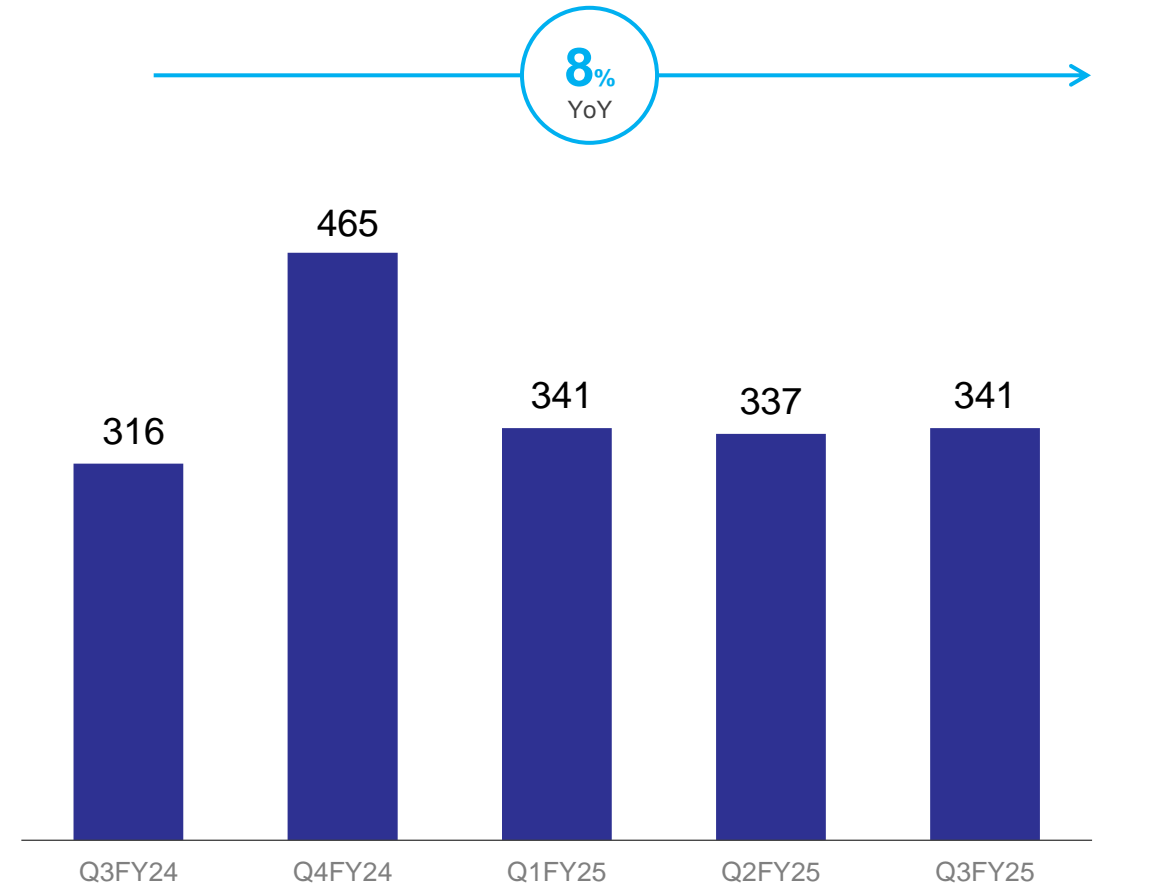
# Collections from Customer – Standalone

(₹ in Crore)

## Yearly trends



## Quarterly trends

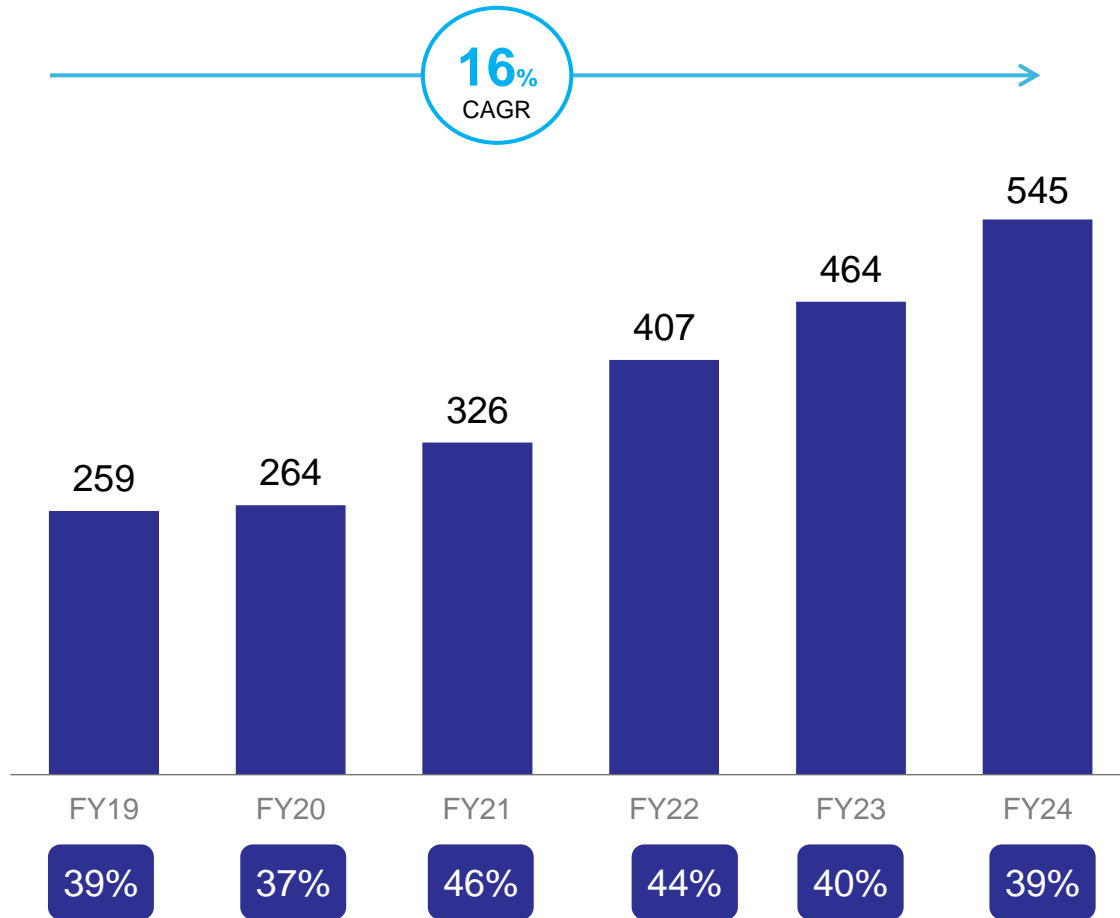




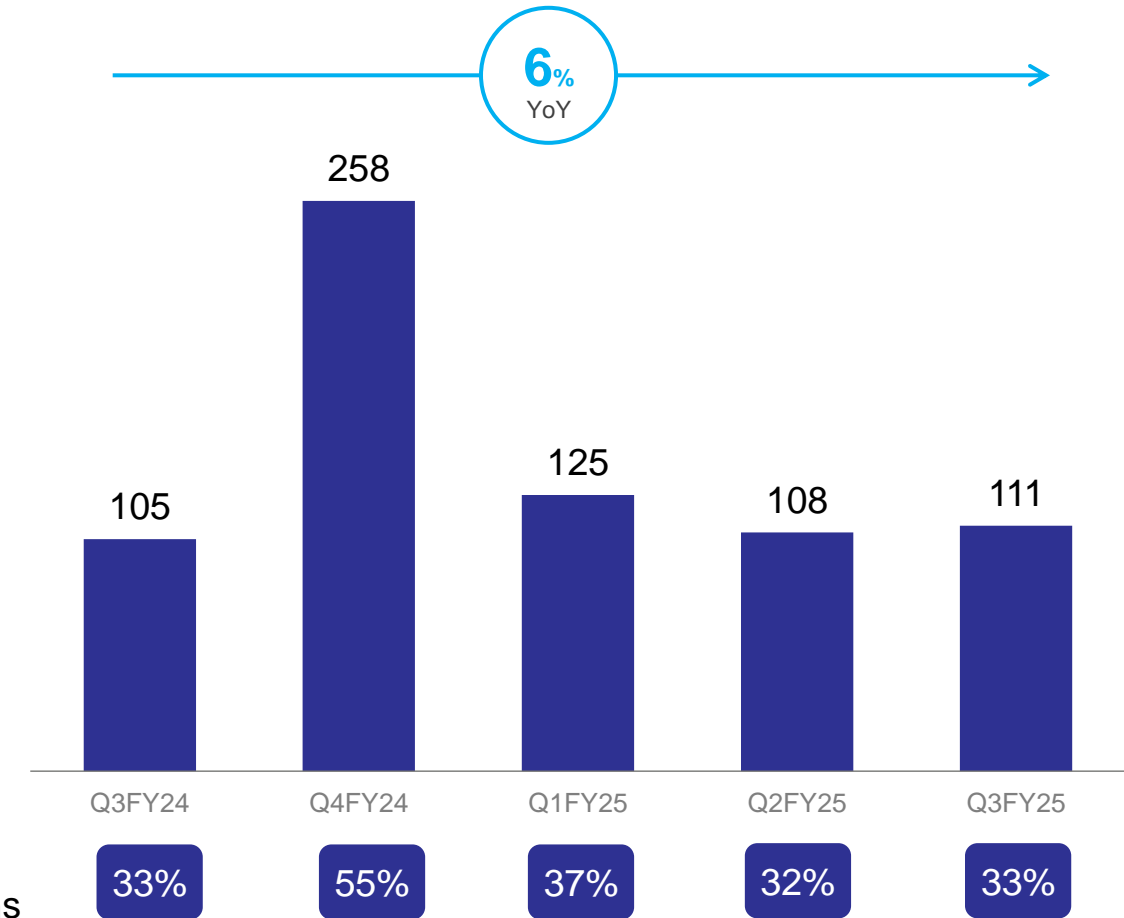
# Cash Generated From Operating Activities - Standalone

(₹ in Crore)

## Yearly trends



## Quarterly trends



Note:

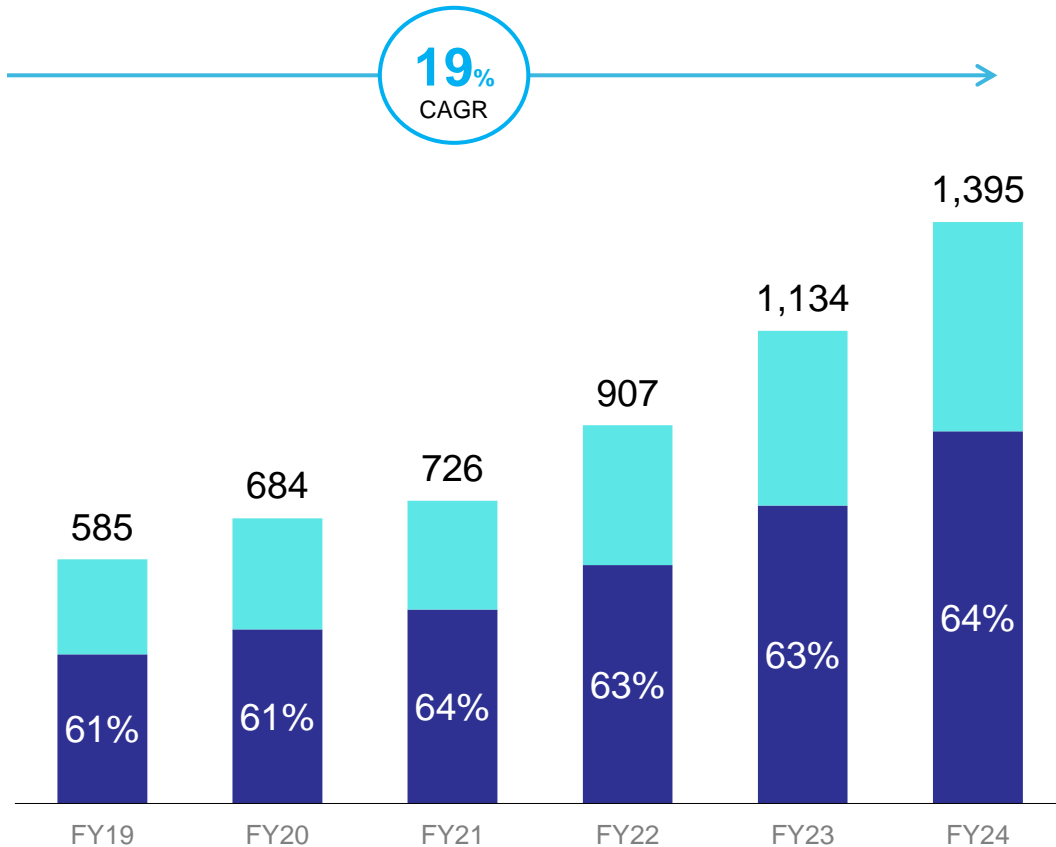
1) Fourth Quarter of the financial year traditionally has high Cash generated from Operating activities due to seasonal impact of Collections from Customers



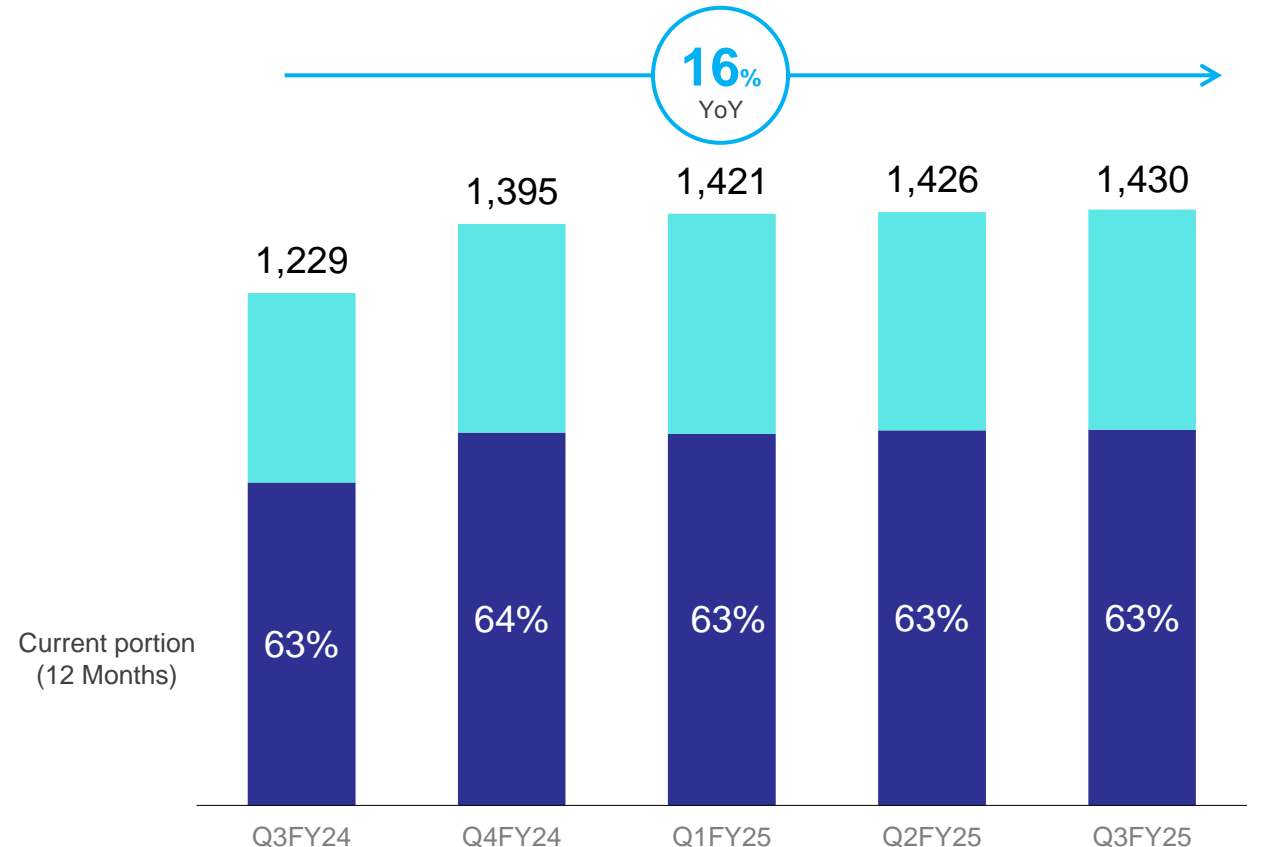
# Deferred Revenue - Standalone

(₹ in Crore)

## Yearly trends



## Quarterly trends



**~20% of deferred revenue gets recognized within next 3 months**

Note:

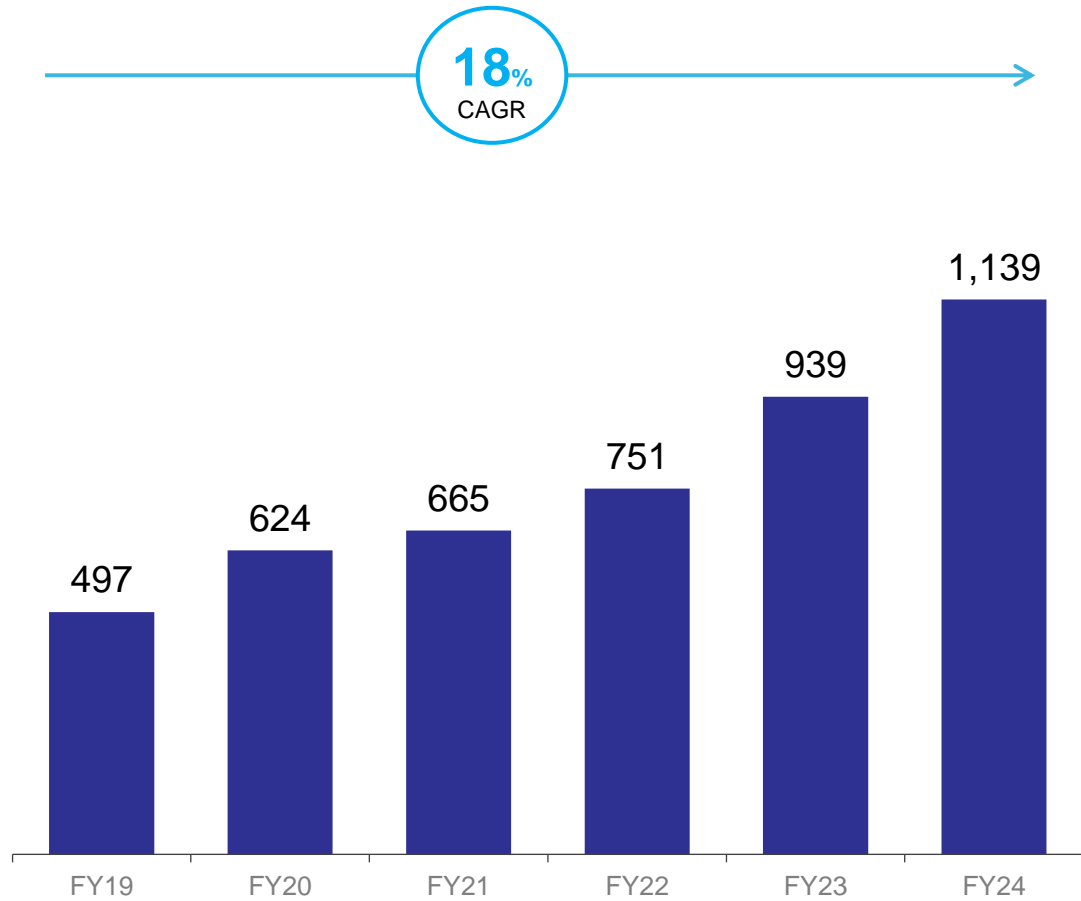
1) Deferred revenue refers to contract liabilities in the financial statements including advances from customers



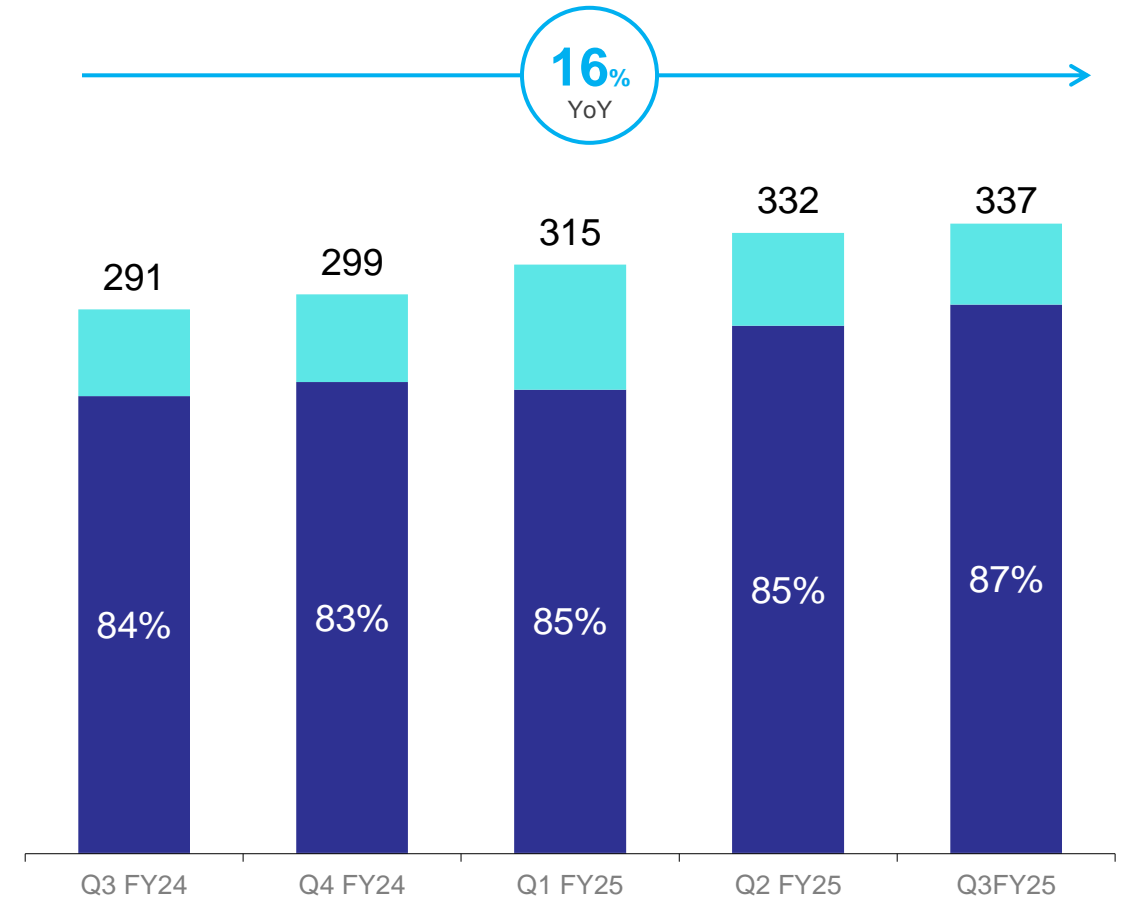
# Revenue from Operations - Standalone

(₹ in Crore)

## Yearly trends



## Quarterly trends



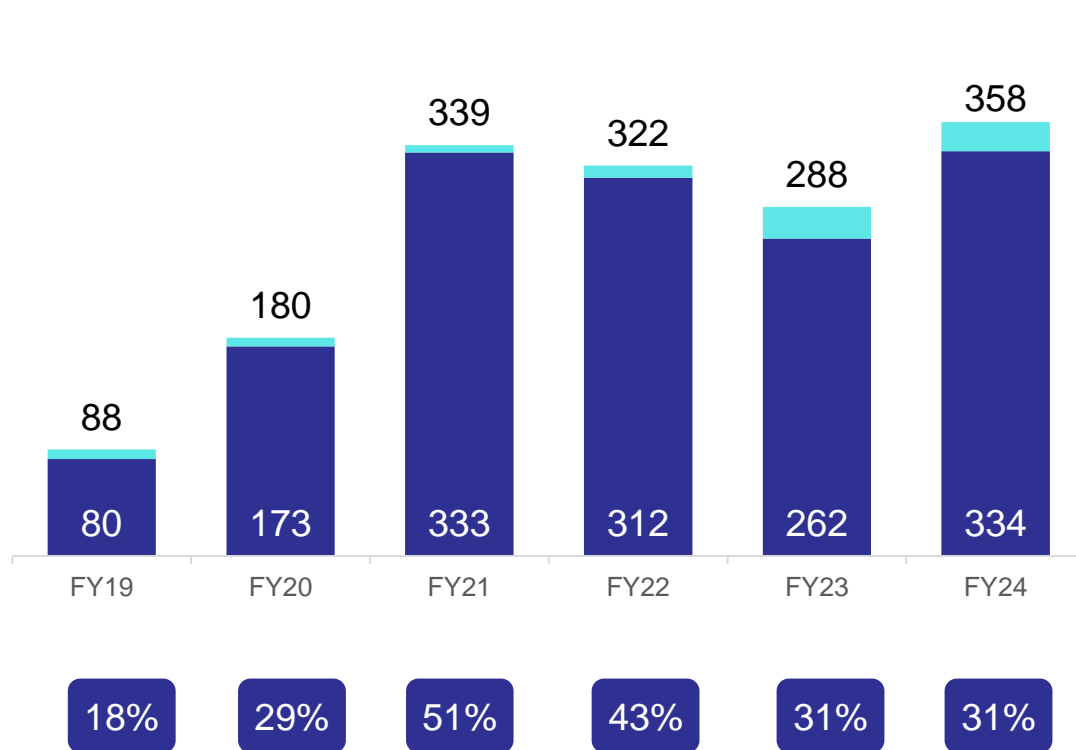
■ % of revenue recognized from opening deferred revenue



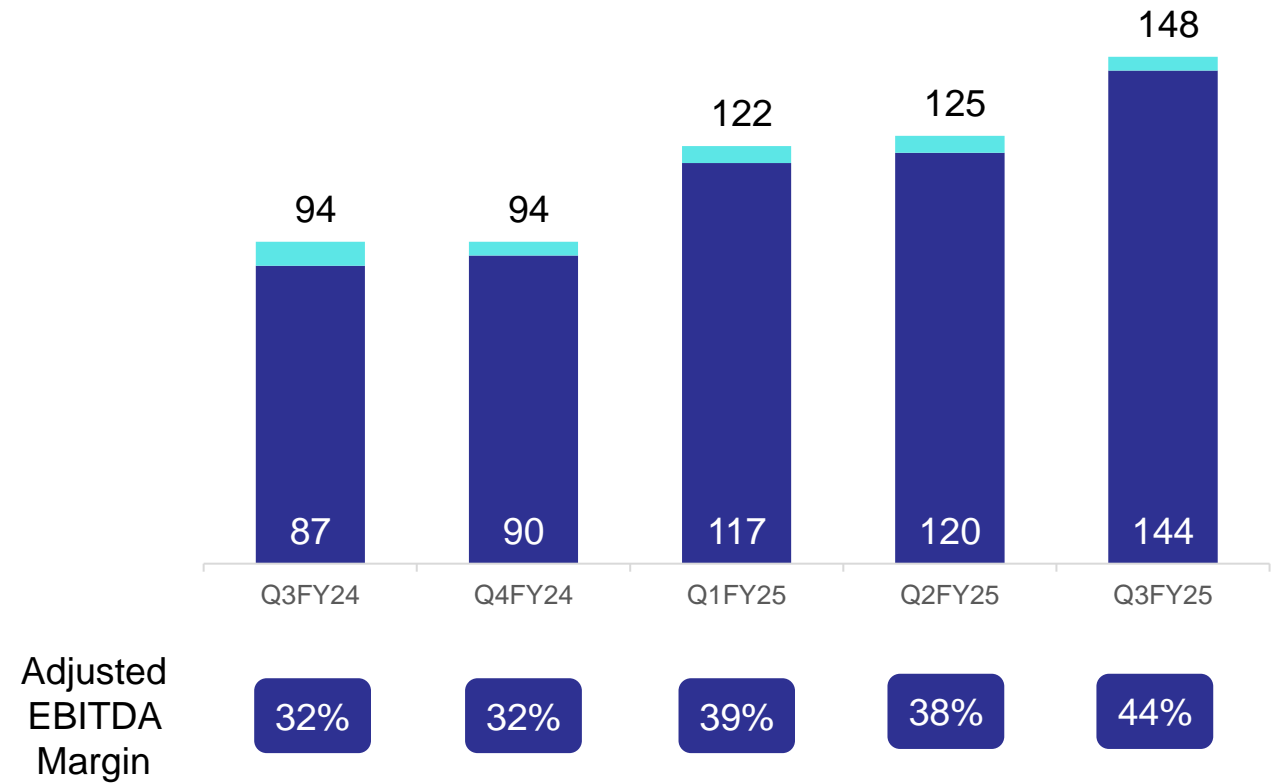
# Adjusted EBITDA – Standalone

(₹ in Crore)

## Yearly trends



## Quarterly trends



Share based compensation expense

Adjusted EBITDA is EBITDA before share-based compensation expense

# Functional P&L - Standalone

(₹ in Crore)

Q2FY25	Q3FY25	YoY	Particulars	FY19	FY20	FY21	FY22	FY23	FY24	CAGR
332	337	16%	Revenue from Operations	497	624	665	751	939	1,139	18%
(74)	(75)	(5%)	Customer service cost	(158)	(174)	(122)	(160)	(237)	(309)	14%
<b>258</b>	<b>262</b>	<b>24%</b>	<b>Gross Profit<sup>1</sup></b>	<b>339</b>	<b>450</b>	<b>543</b>	<b>591</b>	<b>702</b>	<b>830</b>	<b>20%</b>
<b>78%</b>	<b>78%</b>		<b>Gross Margin</b>	<b>68%</b>	<b>72%</b>	<b>82%</b>	<b>79%</b>	<b>75%</b>	<b>73%</b>	
(46)	(42)	(19%)	Selling & Marketing	(105)	(118)	(82)	(112)	(189)	(211)	15%
14%	13%		% of Revenue	21%	19%	12%	15%	20%	18%	
(50)	(51)	0%	Technology & content	(102)	(104)	(85)	(111)	(175)	(199)	14%
15%	15%		% of Revenue	21%	17%	13%	15%	19%	17%	
(43)	(25)	13%	General & Administration	(52)	(55)	(43)	(56)	(76)	(87)	11%
<b>120</b>	<b>144</b>	<b>65%</b>	<b>EBITDA</b>	<b>80</b>	<b>173</b>	<b>333</b>	<b>312</b>	<b>262</b>	<b>334</b>	<b>33%</b>
<b>36%</b>	<b>43%</b>		<b>EBITDA Margin</b>	<b>16%</b>	<b>28%</b>	<b>50%</b>	<b>42%</b>	<b>28%</b>	<b>29%</b>	
(5)	(5)	(4%)	Depreciation & Amortisation	(4)	(21)	(16)	(12)	(19)	(25)	44%
<b>114</b>	<b>139</b>	<b>70%</b>	<b>Operating Profit</b>	<b>76</b>	<b>152</b>	<b>317</b>	<b>300</b>	<b>242</b>	<b>309</b>	<b>33%</b>
<b>34%</b>	<b>41%</b>		<b>Operating Margin</b>	<b>15%</b>	<b>24%</b>	<b>48%</b>	<b>40%</b>	<b>26%</b>	<b>27%</b>	

Note:

- 1) Gross Profit means surplus over customer service cost
- 2) Refer to Note No. 31 in Condensed Standalone Interim Financial Statements for Q3FY25 for detailed assumptions





Harbour crane

# Busy Infotech





# Busy – Business Accounting Software



Invest in Team & Awareness

Accelerate Revenue growth

Increase New Licenses Sold



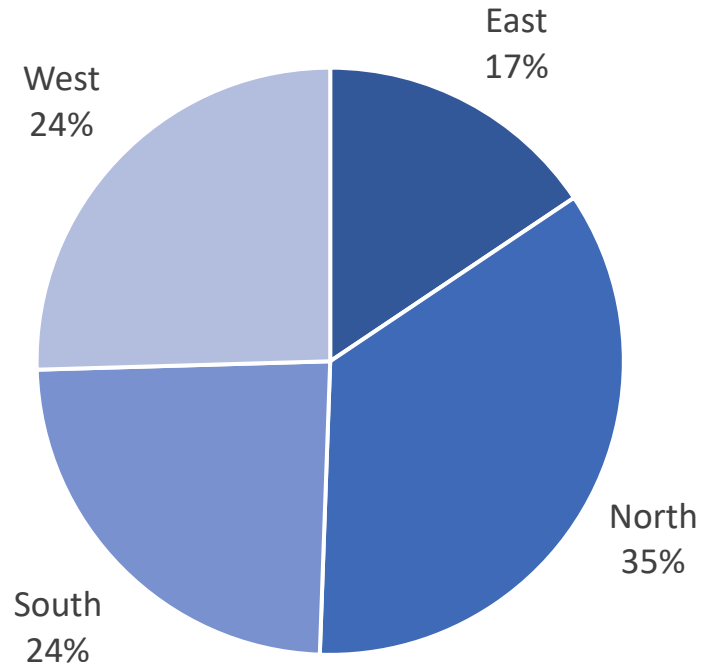
<https://busy.in/>

IndiaMART InterMESH Ltd

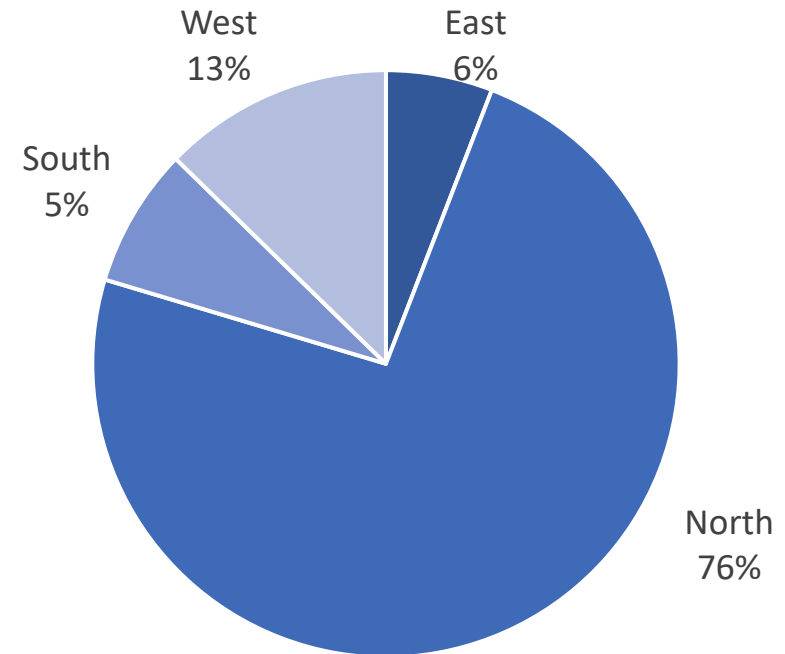
IndiaMART acquired 100% in Busy Infotech Pvt. Ltd.

# Growth Opportunity – Geographic Expansion

Distribution of Businesses in India<sup>1</sup>



Cumulative Busy Licenses Sold<sup>2</sup>



Significant penetration opportunity across regions

Note:

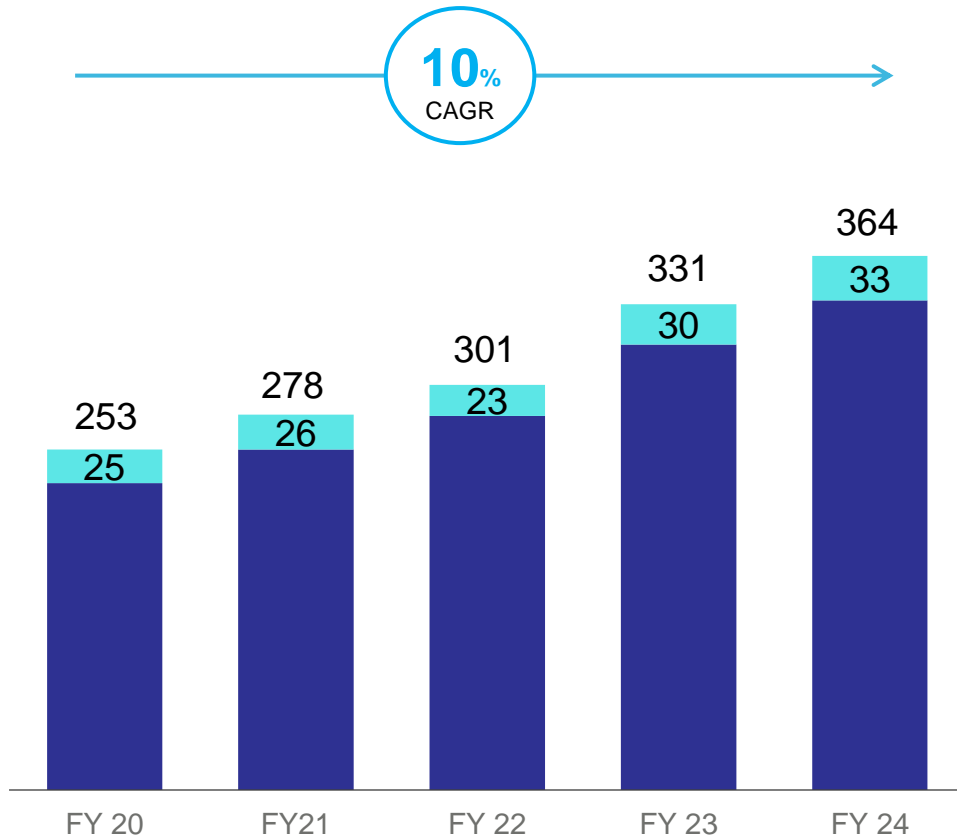
- 1) Based on the data of GST registered businesses (i.e. 14Mn+) across India
- 2) Updated as of 31st December 2024



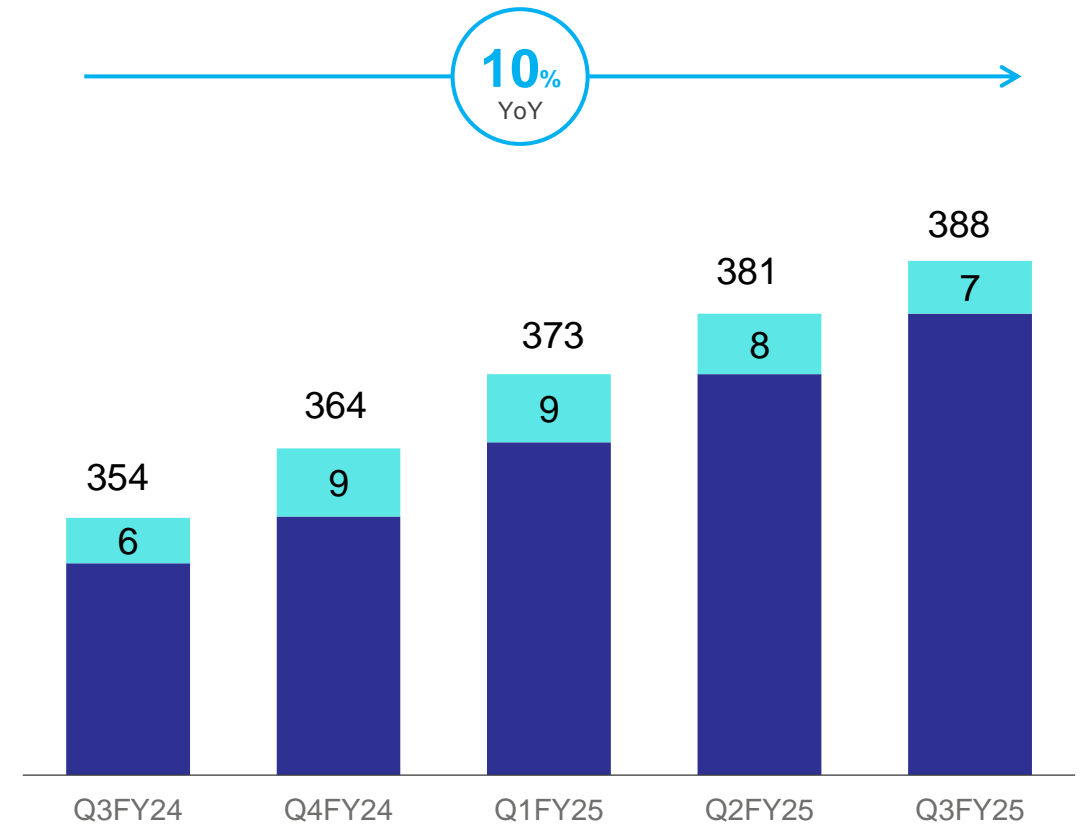
# License Sold

(Figures in Thousands)

## Yearly trends



## Quarterly trends

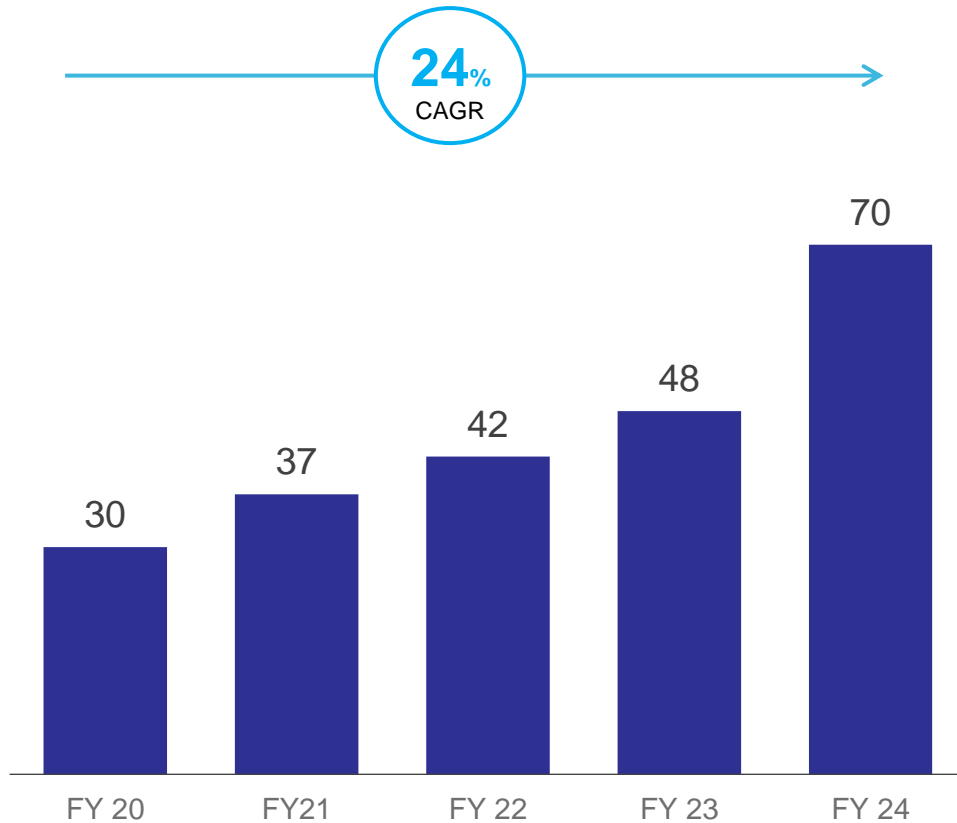


New License sold

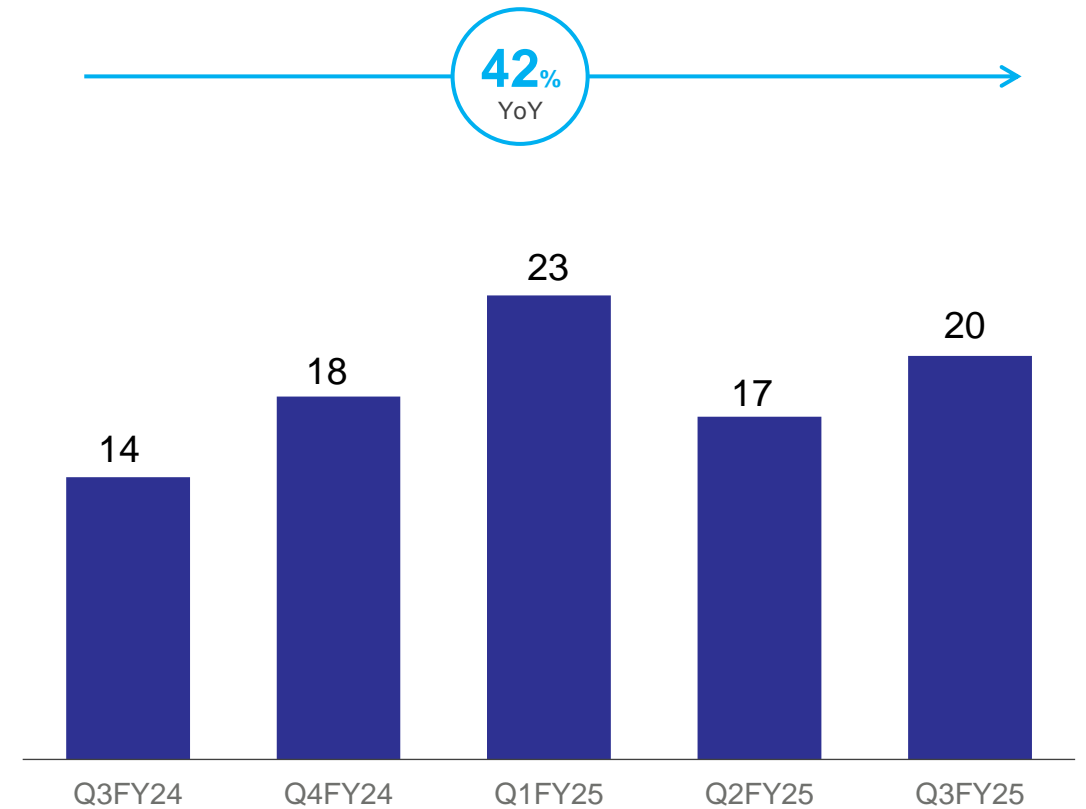


(₹ in Crore)

## Yearly trends



## Quarterly trends



\*Net Billing indicates value of invoices issued during the period, net of trade discount & GST. W.e.f. Nov'24, discounts have been reclassified as expense due to change in payout structure of channel partners

# Financial Performance – Busy

(₹ in Crore)

Q2FY25	Q3FY25	YoY	Financial Metrics	FY22	FY23	FY24	CAGR
15.3	16.3	30%	<b>Revenue from Operations</b>	35.4	43.3	53.3	23%
<b>18.6</b>	<b>18.1</b>	<b>24%</b>	<b>Total Revenue</b>	<b>38.4</b>	<b>47.1</b>	<b>61.2</b>	<b>26%</b>
9.8	10.4	30%	Manpower expenses	17.5	21.8	30.6	32%
1.1	0.4		Marketing & Sales Promotion	3.3	1.4	2.0	
4.4	4.4		Other expenses	5.9	9.8	13.9	
<b>15.2</b>	<b>15.3</b>	<b>33%</b>	<b>Total Expenses</b>	<b>26.7</b>	<b>33.0</b>	<b>46.5</b>	<b>32%</b>
<b>0.1</b>	<b>1.1</b>		<b>EBITDA</b>	<b>8.7</b>	<b>10.3</b>	<b>6.8</b>	
<i>0%</i>	<i>7%</i>		<i>EBITDA Margin(%)</i>	<i>25%</i>	<i>24%</i>	<i>13%</i>	
0.2	0.3		Finance costs & Depreciation	0.4	0.7	0.6	
0.6	0.7		Tax Expense	3.1	3.1	3.4	
<b>2.5</b>	<b>1.9</b>	<b>(15%)</b>	<b>Net Profit</b>	<b>8.2</b>	<b>10.3</b>	<b>10.7</b>	<b>15%</b>
<i>13%</i>	<i>11%</i>		<i>Net Profit Margin(%)</i>	<i>21%</i>	<i>22%</i>	<i>17%</i>	
<b>(2.4)</b>	<b>4.9</b>	<b>13%</b>	<b>Cash flow from operations</b>	<b>9.8</b>	<b>20.6</b>	<b>24.0</b>	<b>56%</b>
<b>15.9</b>	<b>17.6</b>	<b>27%</b>	<b>Collections from Customers</b>	<b>40.0</b>	<b>50.0</b>	<b>68.4</b>	<b>31%</b>



# Other Strategic Investments & Subsidiaries

CT Scan Machine

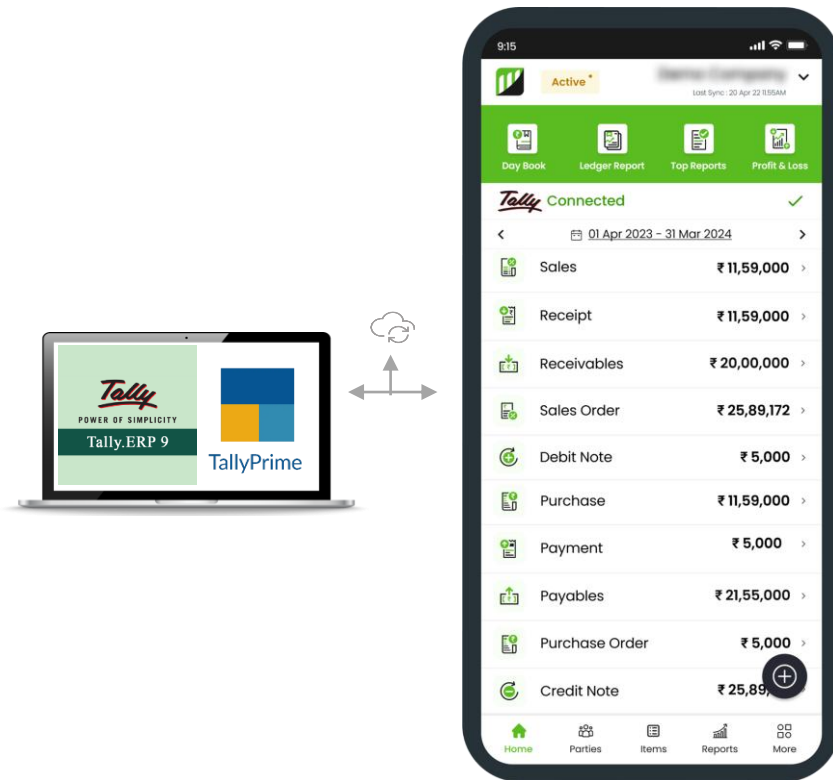




# Livekeeping – Tally on Mobile & Web



Tally on Mobile & Web - Integration with Tally software to provide Value Added Services with Mobile and Cloud first approach



Dashboard



Invoicing



Tally Backup



E-way Bills and E-invoicing



Receivables & Payables



Payment Reminders

All trademarks, logos and brand names are the property of their respective owners. Use of any third-party names, trademarks and brands are for reference purposes only.

<https://www.livekeeping.com/>



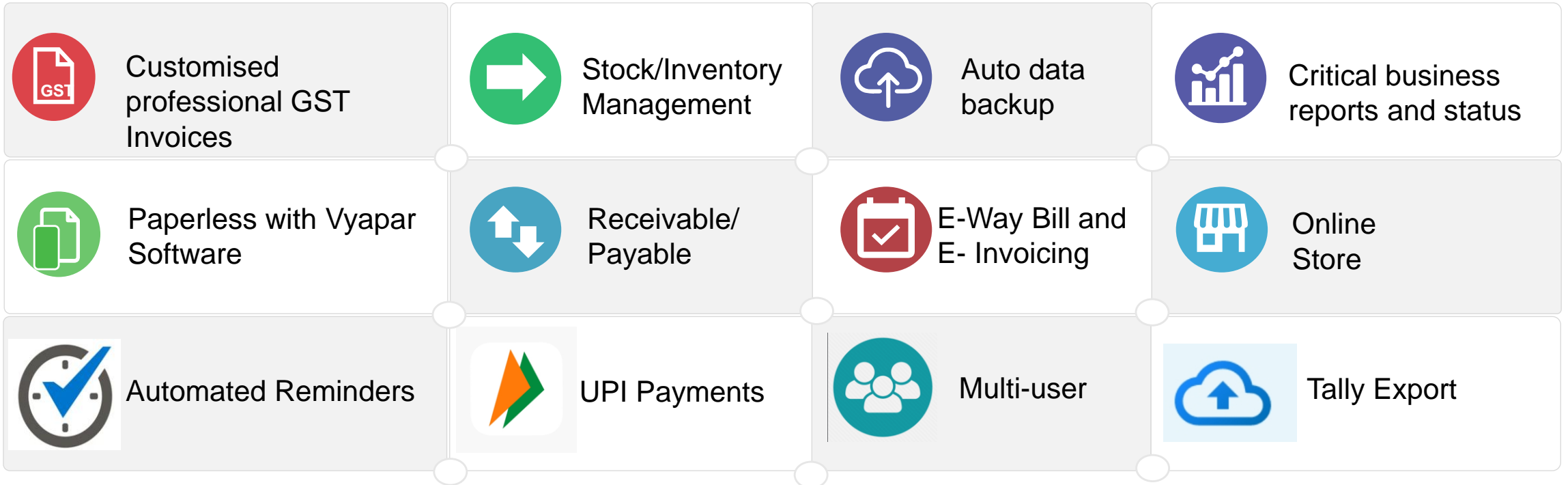
IndiaMART InterMESH Ltd

IndiaMART Holding: 66% in Livekeeping Technologies Pvt. Ltd.

# Vyapar – DIY Business Accounting

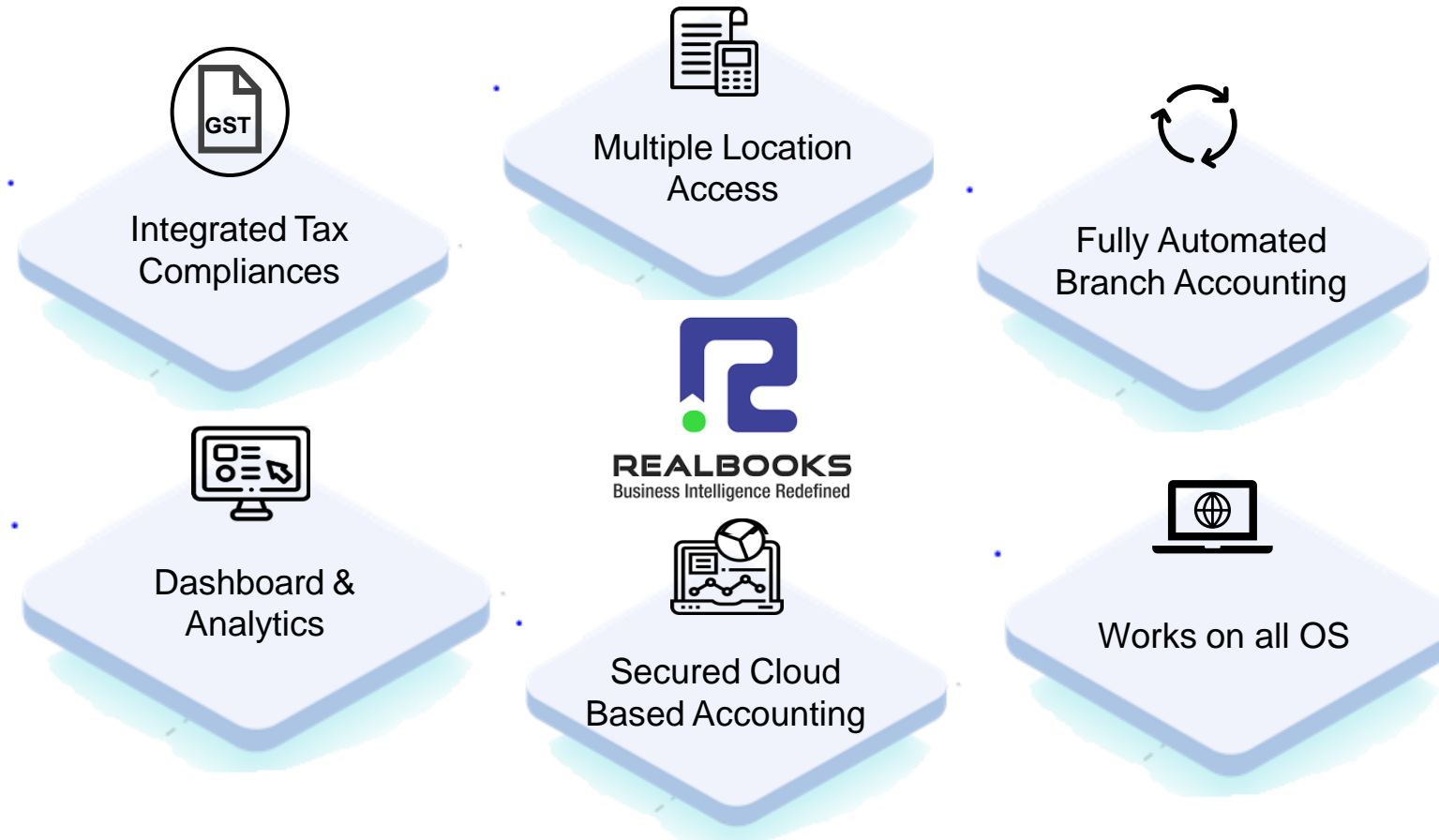


A mobile-First business accounting software for small businesses



# RealBooks – Online Accounting Software

A cloud-based GST compliant accounting-inventory-payroll software that helps users take better financial decisions

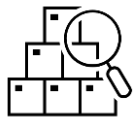


# EasyEcom – Inventory and Warehouse Management



Easy Ecom offers SaaS based commerce enablement solutions to merchants for inventory management

## Warehouse and Inventory Management



- Supplier & PoS Management
- Automated PO Generation
- 3PL Integration



## Accounting Automation



- Real time ERP integration
- Automated Tax Report



## Marketplace & Storefront Integration



## Reconciliation



- Inventory
- Payment
- Return
- Margin



<https://www.easyecom.io/>

IndiaMART InterMESH Ltd

IndiaMART Holding: 26% in Edgewise Technologies Pvt Ltd.

# M1xchange – Invoice Discounting & Factoring



M1xchange is a TReDS platform with RBI license offering online trade invoice discounting solutions to SMEs

## T+1 Settlement



24 hours  
Disbursal

## Collateral Free



Basis Buyer's  
past track record

## Competitive Rates

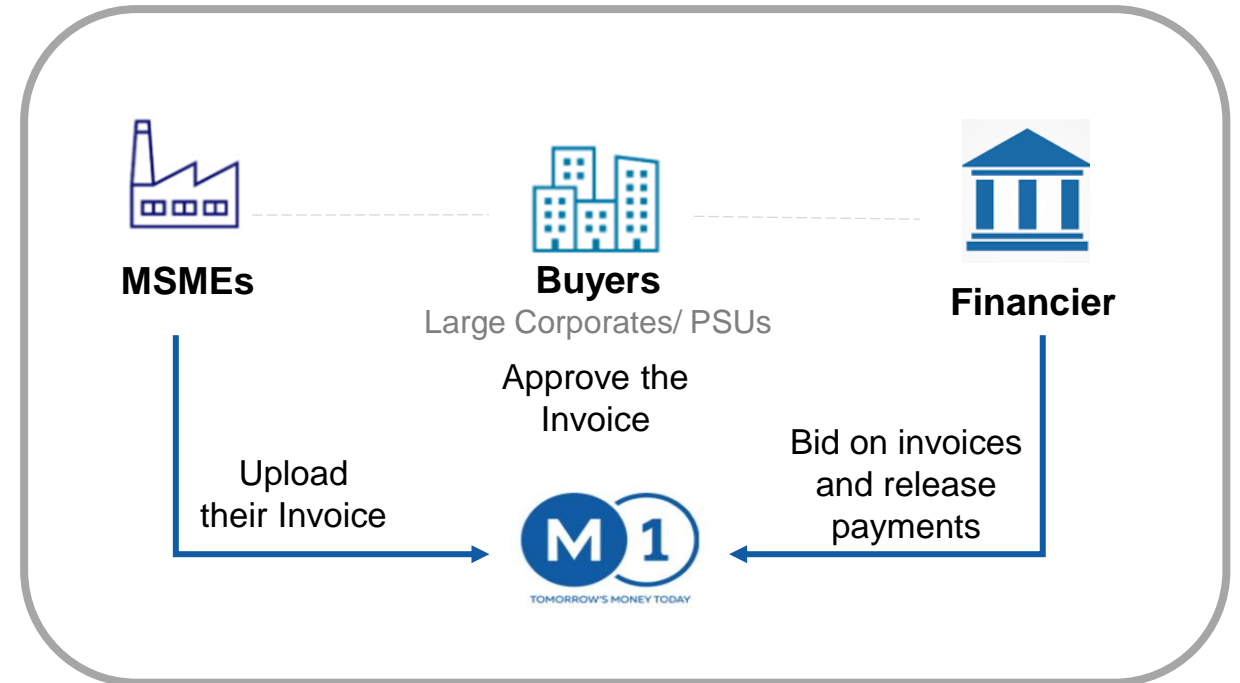


62 Financiers\*  
onboard

## Digital Process



Easy &  
Transparent



\*No. of financiers as on December 31, 2024

<https://www.m1xchange.com/>



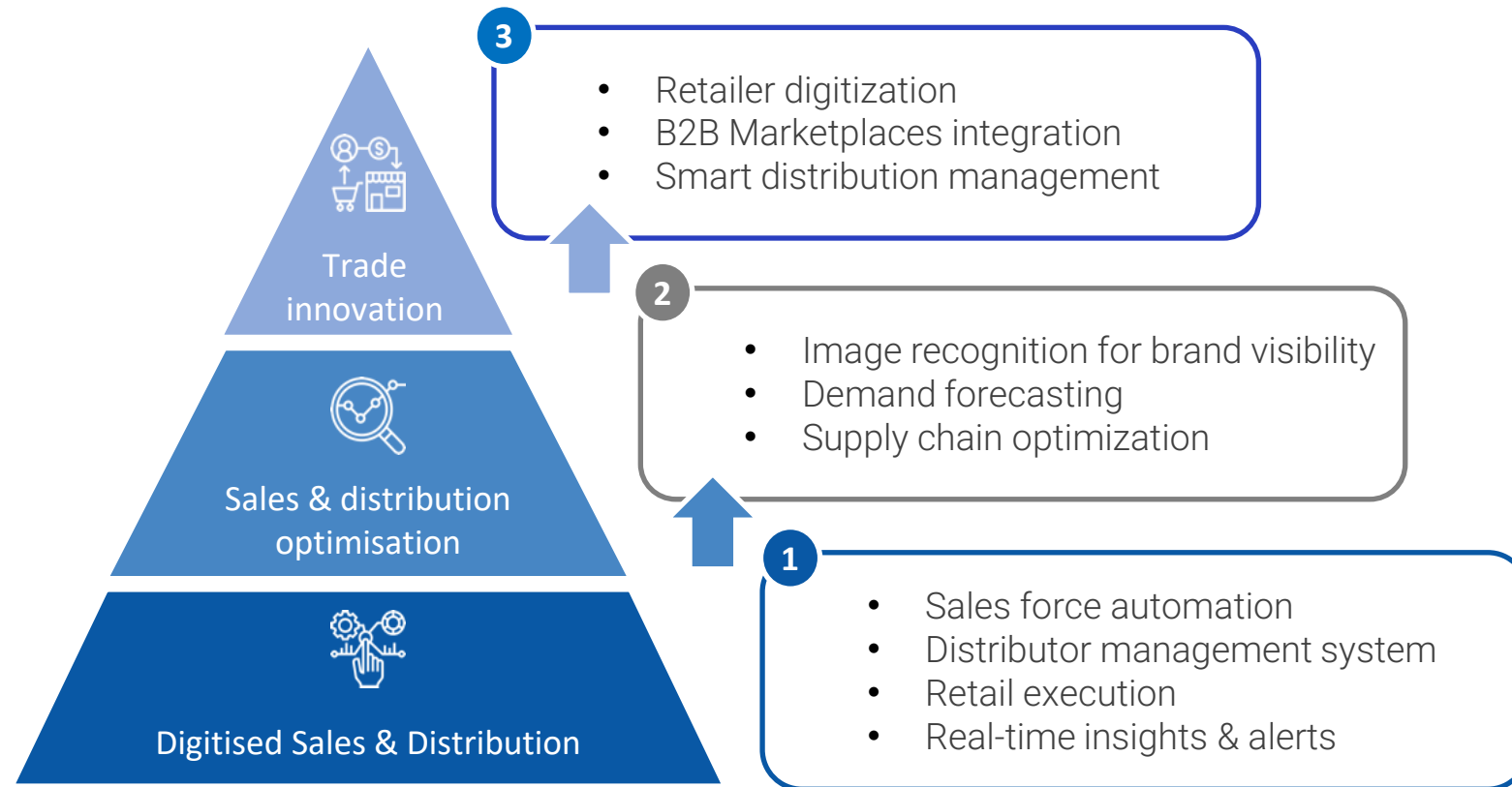
IndiaMART InterMESH Ltd

IndiaMART Holding: 9.6% in MYND Solutions Pvt Ltd.

# Bizom – Distribution and Salesforce Management



Bizom is an integrated platform for distribution and salesforce management of businesses



<https://bizom.com/>

IndiaMART InterMESH Ltd

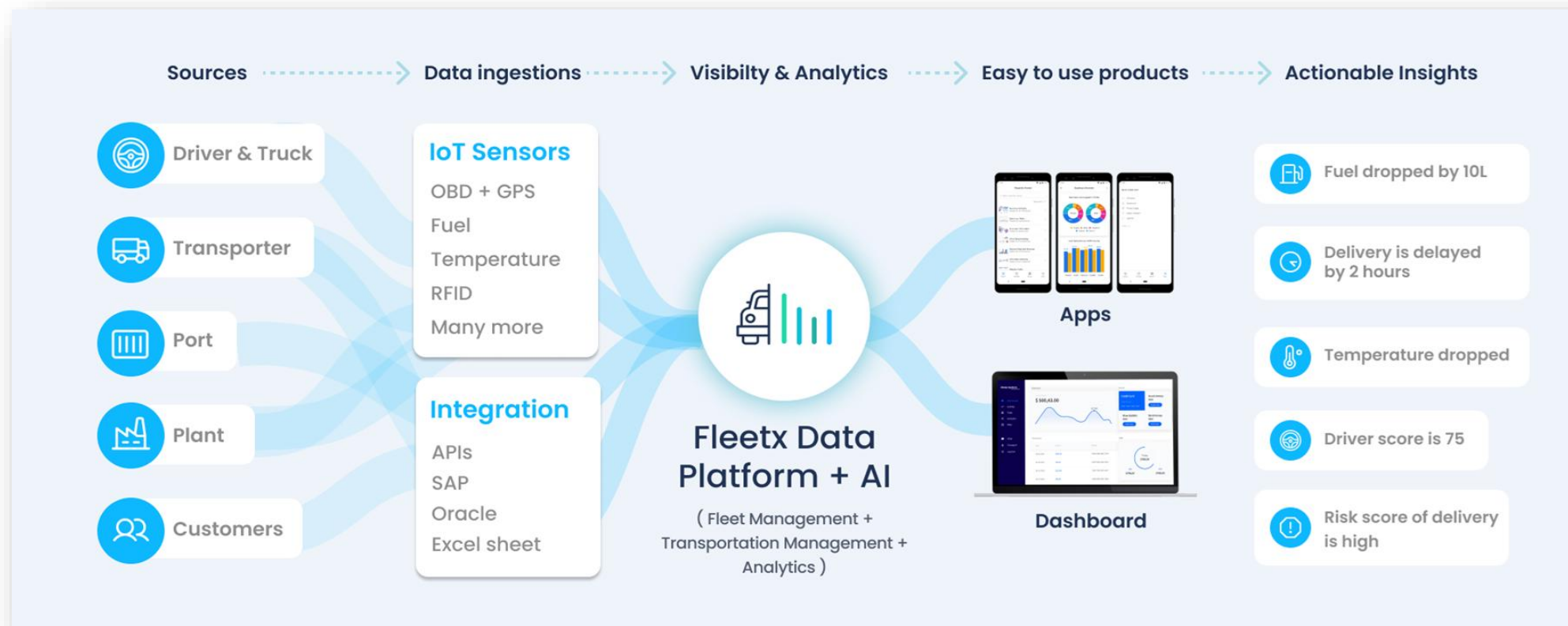
IndiaMART Holding: **31.3% in Mobisy Technologies Pvt Ltd.**



# Fleetx – Logistics Automation & Visibility Platform



Freight and fleet management platform which helps businesses digitize their logistics operations and provides real-time actionable insights



Fleet Management Software



Transport Management System



Transporter ERP



# AERCHAIN – AI-Driven Procurement Platform



Aerchain a Next Gen Source to Pay platform helping enterprises optimize their procurement by leveraging Artificial Intelligence



## Strategic Sourcing

- E-Sourcing using RFXs
- Auction – E-bidding



## Tail Spend Automation

- Right sourcing from Supplier
- Spend Analytics



## Aerchain Pay Automation

- AP automations with Compliances
- Budgeting & Insights



## Procure to Pay Automation

- Vendor portal for order management
- Rate contracts



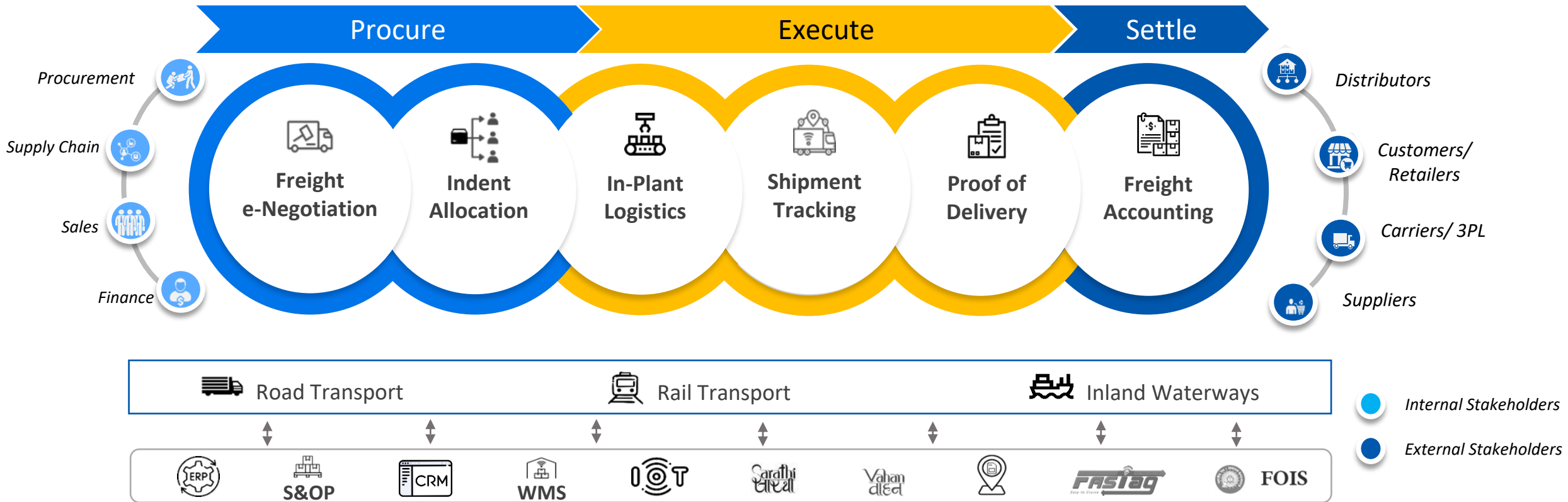
<https://aerchain.io/>

IndiaMART InterMESH Ltd

IndiaMART Holding: 26.2% in Agillos e-commerce Pvt Ltd.

# SuperProcure – Simplified Transport Management

SaaS TMS for digitising freight e-sourcing & end to end transportation management.



<https://www.superprocure.com/>

IndiaMART InterMESH Ltd

IndiaMART Holding: **35%\* in TruckHall Pvt Ltd.**

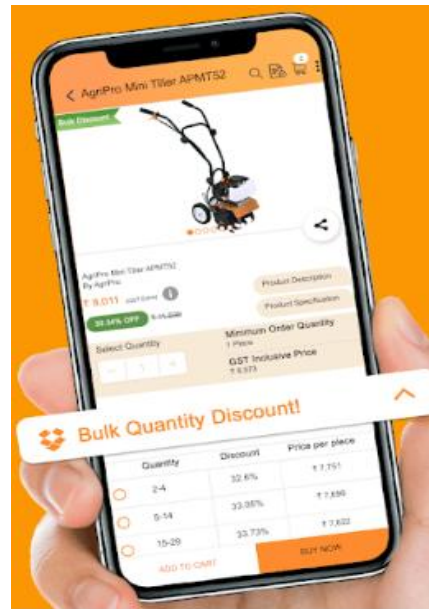
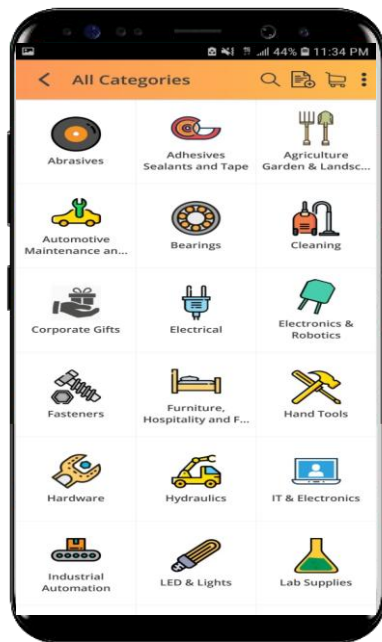
\*Includes 3.3% for which investment is expected to be completed in January 2025

# IB Monotaro – B2B Commerce Platform

Industrial B2B E-Commerce marketplace with exclusive range of utility products

MRO Category

Commerce



- Partnership with MonotaRo - Japanese B2B E-commerce leader
- 11.2 Lakh + SKUs across 30 categories



<https://www.industrybuying.com/>

IndiaMART InterMESH Ltd

IndiaMART Holding: 23.7% in IB Monotaro Pvt. Ltd.

# ProcMart – Supply Chain Solutions



Provides End to End Procurement Solutions in MRO Category for Enterprise Customers



Vendor Consolidation



Inventory & Cost Optimization



Analytics & Reporting



Easy ERP Integration



Single integrated Legal Management Suite for Enterprises

## Litigation Management



Track & manage company wide litigations

## Contract Management



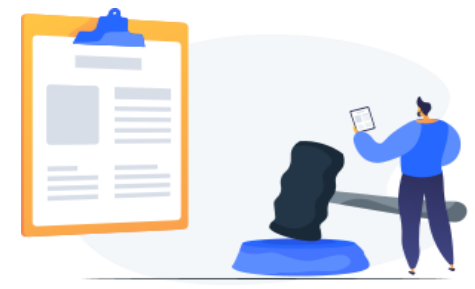
Manage end to end contract lifecycle with advance tracking & reports

## IP Management



Track your IPs worldwide with coverage on WIPO, IP India and TMview

## Notice Management



Manage legal notices with live tracking & automated workflows



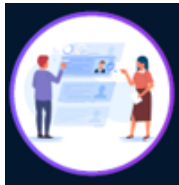


A complete HRMS suit that automates HR processes, eliminate payroll errors and foster positive employee experiences



## Core HR

- Employee management
- Leave & Attendance management
- Employee helpdesk
- Asset management



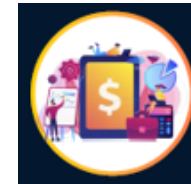
## Engagement

- Employee Self Service
- Social Networking
- Employee Recognition
- Employee Senti-meter



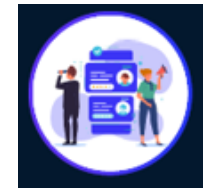
## Performance

- Performance reviews
- Objectives (OKRs)
- KPIs, KRAs and Competencies
- Promotions & PIP



## Payroll

- Statutory Compliances
- Expense Management
- Timesheet Management
- Employee Payouts



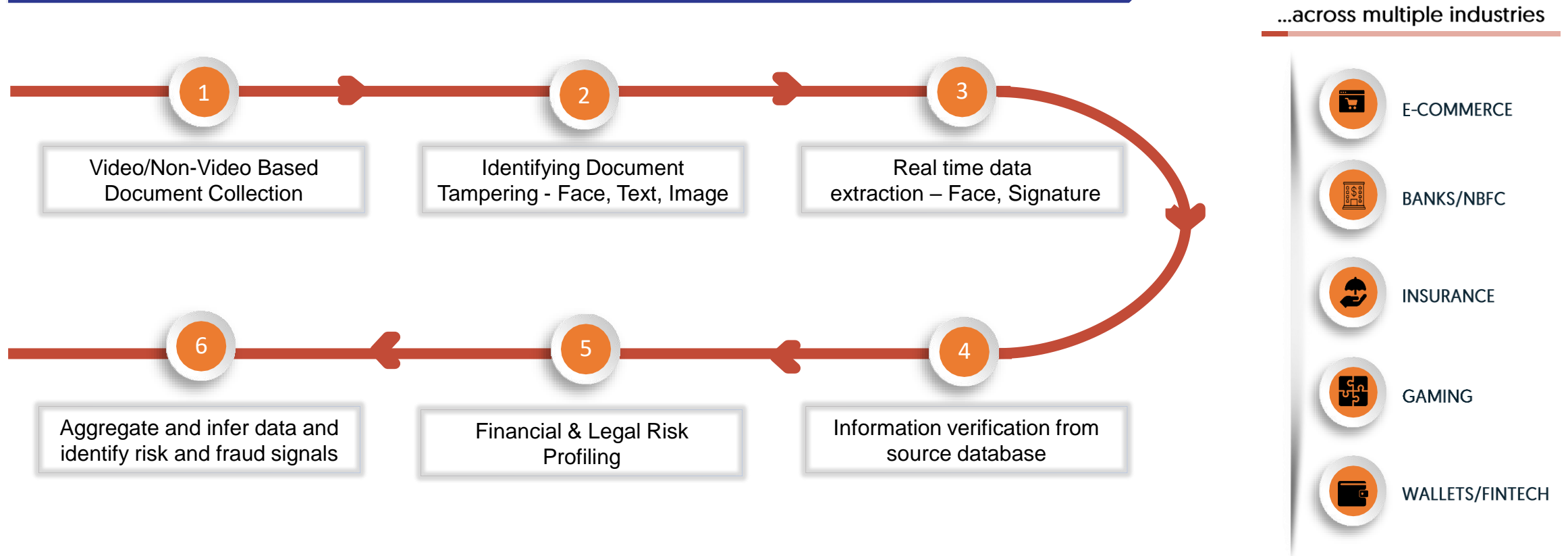
## Recruitment

- Hiring Workflow
- Candidate Management
- Screening & Interview
- Employee Onboarding

# IDfy – Digital Identity Verification and Fraud detection platform



IDfy is an Integrated Identity Platform offering solutions for KYC, Background Verifications, Risk Mitigation, Digital Onboarding and Digital Privacy.



<https://www.idfy.com/>

IndiaMART InterMESH Ltd

IndiaMART Holding: 10% in Baldor Technologies Private Limited



# Environment, Social and Governance



# Our Contribution to UN SDGs



**1 NO POVERTY**  
Empowering small businesses across India



**2 ZERO HUNGER**  
Facilitating discovery of affordable food products



**3 GOOD HEALTH AND WELL-BEING**  
Enabling access to health products; Prioritising employee health



**4 QUALITY EDUCATION**  
Promoting Education through corporate social responsibility initiatives



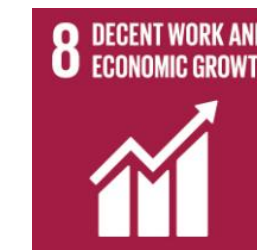
**5 GENDER EQUALITY**  
Empowering women entrepreneurs and ensuring workplace equality



**6 CLEAN WATER AND SANITATION**  
Installing water facilities and restrooms in educational institutions



**7 AFFORDABLE AND CLEAN ENERGY**  
Promoting clean energy products



**8 DECENT WORK AND ECONOMIC GROWTH**  
Connecting businesses to bolster economic growth and employment opportunities



**9 INDUSTRY, INNOVATION AND INFRASTRUCTURE**  
Investing in AI and cloud solutions



**10 REDUCED INEQUALITIES**  
Offering equal market access to SMEs



**11 SUSTAINABLE CITIES AND COMMUNITIES**  
Reducing the need for physical infrastructure through digital platform



**13 CLIMATE ACTION**  
Minimizing emissions through digital operations; promoting sustainable products



# Initiatives Impacting Environment



**Driving digital enablement**



**Promotion of green products**



**Eco efficient operations**





# Digital Enablement Leading to Decarbonisation



Providing greener alternatives



Reduction in travel and transport



Online business conversation



Reduces paper wastage



Online e-catalogue sharing



Paper less digitized RFQs





# Discovery and Promotion of Green Products

**~1056K** Renewable & Energy Efficient Products



**~293K** Eco-Friendly & Recycled Products



**~93K** Water/Waste Management



**~163K** Organic/Bio Fertilizers



**~44K** Green Construction Material



**~41K** Electric Vehicles



**~1.7 Mn Green Products**

**800+ Categories**

**~4.1 Mn Buying Requests**



Note: Figures as on March 31, 2024

IndiaMART InterMESH Ltd

# Our Environment Efficient Operations



Carbon Emissions intensity of **0.04** TCO<sub>2</sub>e per million rupee of turnover\*

**505.65M<sup>3</sup>** rainwater harvesting capacity

**IGBC<sup>#</sup> LEED Gold Certified** Corporate Office

\*Calculated using GHG Protocol methodology laid down by ISO 14064-1. Scope 1 emissions 11.40 TCO<sub>2</sub>e, scope 2 emissions 430.55 TCO<sub>2</sub>e

#IGBC LEED - Indian Green Building Council ('IGBC') was formed by the Confederation of Indian Industry ('CII') in 2001

All numbers as on and for the year ended 31<sup>st</sup> March 24



# Societal Impact



Transforming **SMALL SUPPLIERS**



Empowering **SMALL CITY BUYERS**



Energizing **COMMUNITIES** from  
Corporate Social Initiatives



Level up **EMPLOYEES** through training  
and development






# Transforming Small Suppliers





**Education and Assistance**  
for Digital Transformation

**Business Enablement**  
in Cost-Effective manner

**7.7Mn** served free of charge  
(>95% of the total suppliers)

 Click here  
Seller Testimonials

 Click here  
Seller Testimonials

 Click here  
Seller Testimonials



Note: Figures as on March 31, 2024

IndiaMART InterMESH Ltd



# Empowering Small City Buyers



**100% FREE ASSISTANCE  
TO BUYERS**

**108mn PRODUCTS TO  
CHOOSE FROM**

**PRODUCT PRICE  
DISCOVERY**

**194mn Registered Buyers**

**~45% Buyers from small cities<sup>2</sup>**

Note:

1) Figures as on March 31, 2024

2) Small cities includes cities with population <500,000, basis aggregate buyers who have submitted enquiries during the last 5 years





# Community Improvement – Education and Infrastructure

More than 1.1 Million+ lives impacted



**10.4Lac+ Students**  
**15K+ High School Teachers**  
Supporting entrepreneurship Curriculum



**1300+ Candidates, 61% Women**  
Providing skilled courses to underprivileged unemployed youth



**72k+ Female Students**  
Science Content Creation in local language in 746 Kasturba Gandhi Balika Vidyalaya



**45K+ Parents Supported**  
Tech Solution to Parents and Children for foundational learning



**2K + Underprivileged students**  
**44+ Schools & Anganwadi**  
Infrastructure & Technology Support to rural areas schools



**1500 + Students**  
Transforming learning spaces with modern infrastructure, water facilities and sanitation to support students



Note: Figures as on March 31, 2024

IndiaMART InterMESH Ltd



# Nurturing People

18% Employees with 5+ years



700+ employees covered in ESOP<sup>2</sup>



~29% Females<sup>3</sup>

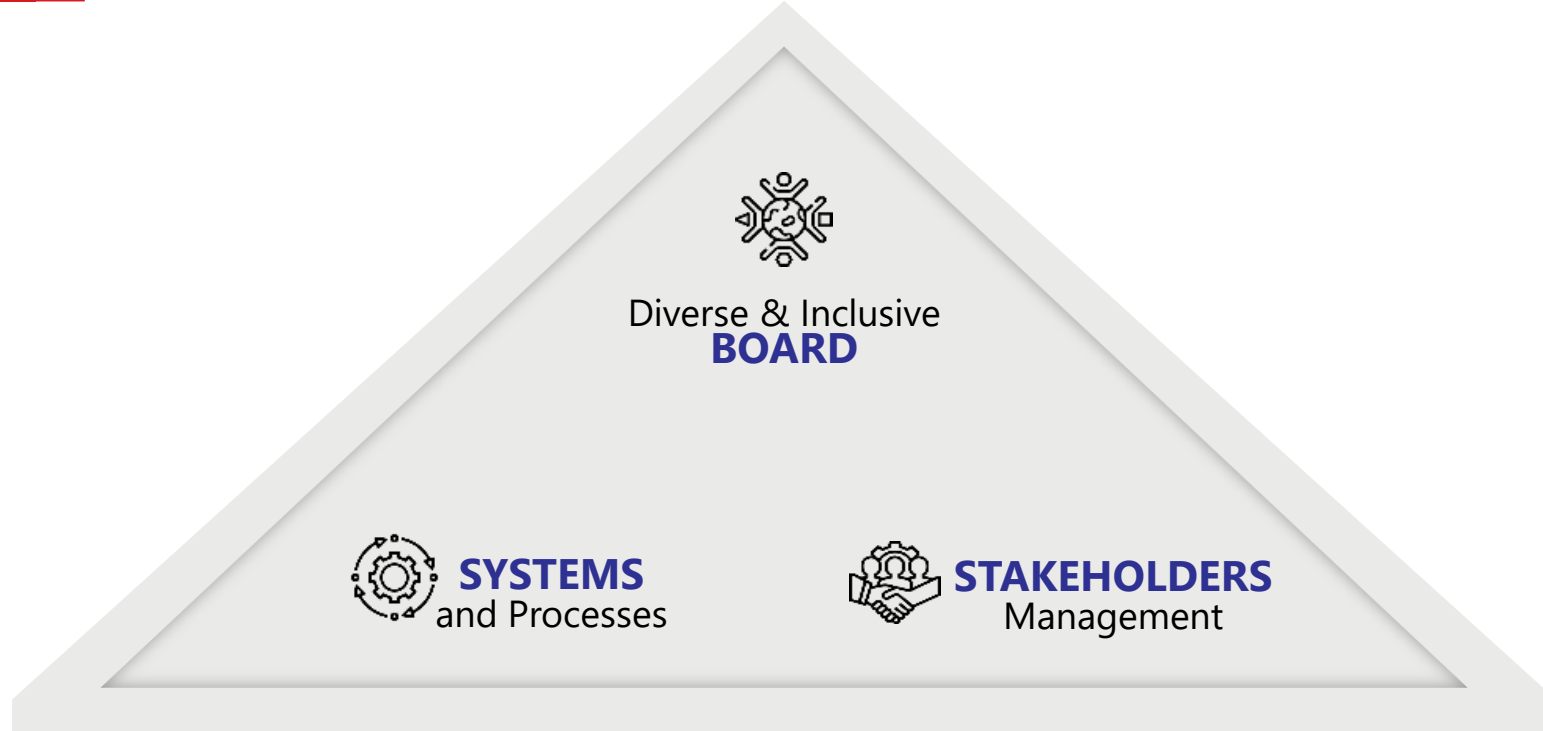


Note:

- 1) Figures as on March 31, 2024
- 2) Employees covered under Indiamart Employee Stock Benefit Scheme 2015 and 2018 who vested stocks till date
- 3) Females working in verticals other than sales and servicing



# Committed to Excellence in Corporate Governance



**TRANSPARENCY**

**BUSINESS ETHICS**

**ACCOUNTABILITY**

**Foundation of strong principles**



# Independent and Non-Executive Directors



**Pallavi Dinodia Gupta**  
Lead Independent Director

### Education

- Chartered Accountant and Bachelor's degree in law from Delhi University

### Industry experience

- S R Dinodia & Co LLP



**Rajesh Sawhney**  
Independent Director

### Education

- Bachelor's degree in Engineering from Delhi University and Master's degree in Management Studies Bombay University

### Industry experience

- Reliance Entertainment Limited



**Vivek Narayan Gour**  
Independent Director

### Education

- Bachelor's degree from the University of Bombay and an MBA from Delhi University

### Industry experience

- Tata Finance Limited, Genpact India, GE Capital Services India



**Manish Vij**  
Independent Director

### Education

- Master's in management science from Devi Ahilya Vishwavidyalaya and Bachelor's degree from Devi Ahilya Vishwavidyalaya

### Industry experience

- Smile Group, SVG Media Pvt, Quasar, Tyroo, Zupee



**Dhruv Prakash**  
Non-executive Director

### Education

- Master's degree from Meerut University and a PGDM from IIM, Ahmedabad

### Industry experience

- Korn/Ferry International, Helion Ventures, Hewitt Associates (India), Amar Dye-Chem Ltd, DCM Toyota Ltd

**29%** Executive directors

**14%** non-independent non-executive directors

**57%** Independent directors

**100%** Board Meetings chaired by Independent directors



\* W.e.f. January 21, 2025, Mr Aakash Chaudhry has resigned as an Independent Director and Mr Manish Vij has been appointed as an Independent Director of the company



# Governance – Trusted Systems and Processes



**United Registrar of Systems**  
International Organization for Standardization  
**ISO**  
27001:2022

## Certificate of Registration

This certificate has been awarded to

**IndiaMART InterMESH Limited**  
6th Floor, Tower-2, Assotech Business Cresterra, Plot No. 22, Sector-135, Noida, Uttar Pradesh, 201305, India

In recognition of the organization's Information Security Management System which complies with

**ISO 27001:2022**

The scope of activities covered by this certificate is defined below

**Please refer to the Appendix**

Date of Issue of Certification Cycle	Issue Number	Certificate Expiry Date	Certification Cycle
18 January 2024	2	20 December 2026	2
Revision Date	Revision Number	Original Certificate Issue Date	Scheme Number
18 January 2024	0	21 December 2020	n/a

For detailed explanation for the data fields above, refer to <http://www.urs-holdings.com/logos-and-regulations>

Issued by  **Mukesh Singhal - On behalf of the Schemes Manager**




**United Registrar of Systems**  
International Organization for Standardization  
**ISO** 27701

## Certificate of Registration

This certificate has been awarded to

**IndiaMART InterMESH Limited**  
6th Floor, Tower-2, Assotech Business Cresterra, Plot No. 22, Sector-135, Noida, Uttar Pradesh, India

In recognition of the Organization's Privacy Information Management Systems (based on existing registration to ISO 27001) which complies with

**ISO 27701:2019**

The scope of activities covered by this certificate is defined below

**Information Security Management System Applicable to Personally Identifiable Information of Customers in Business of Online Publishing of Clients Catalogs and Digital Marketing and of Associated Employees and Vendors in India (as per SOA-V 1.0 Information Security CISO, Date-26th May 2022)**

Date of Issue of Certification Cycle	Issue Number	Certificate Expiry Date	Certification Cycle
14 June 2022	1	13 June 2025	1
Revision Date	Revision Number	Original Certificate Issue Date	Scheme Number
14 June 2022	0	14 June 2022	n/a

For detailed explanation for the data fields above, refer to <http://www.urs-holdings.com/logos-and-regulations>

Issued by  **On behalf of the Schemes Manager**




# Governance – Trusted Systems and Processes



1. ISO 22301:2019 – Business Continuity Management Standard Certificate
2. ISO 31000:2018 – Risk Management System
3. ISO 12207:2017 – Management System for System and Software Engineering Process.



# Awards & Recognitions

Excellence in **Corporate Social Responsibility**  
9<sup>th</sup> Edition of the ICSI National Awards



**Best Business App**  
13<sup>th</sup> India Digital Awards



**Most Trusted B2B Online Marketplace**  
By Brand Empower



**Mobile Website won "Gold"** in Best Enterprise Product  
14<sup>th</sup> India Digital Summit.



Excellence in **MSME Tech & Innovation**  
ET MSME Awards  
2023 Winner



**Leading Mid-Corporate** in Services (Non-IT) category  
Dun & Bradstreet Business Excellence Awards 2022



Excellence in **Corporate Governance**  
23<sup>rd</sup> ICSI National Awards 2023



**Integrated Annual Report Gold Award 2024**  
By LACP



**Pride of India Brand**  
Exchange4media in its North edition in 2023



"Dinesh Agarwal: **The Digital Person of the Year**"  
10<sup>th</sup> India Digital Awards



Cooperation with **Intellectual Property Right** Holders by REACT (The Anti Counterfeiting Network)



Dinesh Agarwal, Founder & CEO, awarded as **Entrepreneur of The Year** at Dun & Bradstreet Business Excellence Awards 2022





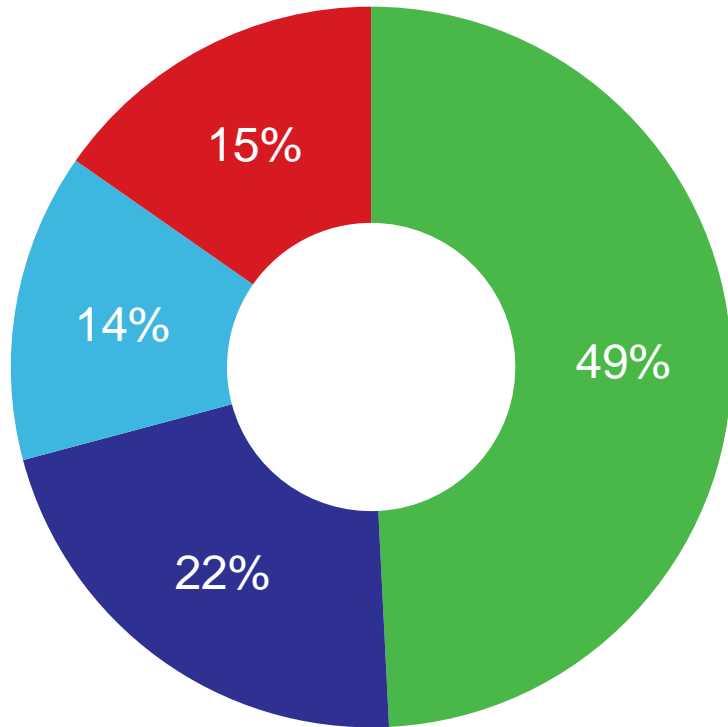


# Shareholders and Team



# Shareholding Pattern

Total Equity Shares Outstanding as on December 31, 2024 – 59,979,148



- 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










- SBI Mutual Fund
- Stewart Investors
- UTI Mutual Fund
- ICICI Prudential Mutual Fund
- Vanguard Group, Inc.
- Capital Group
- Arisaig Partners



Note: The figures are approximations

IndiaMART InterMESH Ltd

# Leadership Team

	Name	Qualification	Previous Experience
	<b>Dinesh Chandra Agarwal</b> <i>MD &amp; CEO</i>	B.Tech (HBTI)	Founder(IndiaMART),HCL America, C-Dot,CMC
	<b>Brijesh Kumar Agrawal</b> <i>WTD</i>	PGDBM (NIILM), BMS (Lucknow University)	Co-Founder, IndiaMART, Miebach Logistics India Pvt .Ltd.
	<b>Manoj Bhargava</b> <i>WTD</i>	B.Com(H), LLB(DU), LLM (IP Univ. Delhi), CS	HT Media Ltd., Varun Beverages Ltd., Barista Coffee Company Ltd., India Today Group
	<b>Jitin Diwan</b> <i>CFO</i>	CA, B.Com(H) (DU)	Upstox, Amazon India, Bharti Airtel, Vodafone
	<b>Prateek Chandra</b> <i>CSO</i>	CA, B.Com(H) (SRCC)	Bharat S. Raut & Co (KPMG), EXL, HT Media
	<b>Dinesh Gulati</b> <i>COO</i>	B.Tech, (HBTI), MBA (FMS)	Kodak India Ltd, Bharti Airtel , Reliance Infocomm, Indian Express
	<b>Amarinder S. Dhaliwal</b> <i>CPO</i>	B.Tech (IIT Delhi), MBA (IIM A)	Micromax, BCCL, TIMES Internet, SBI Capital Markets
	<b>Nikhil S Prabhakar</b> <i>CIO</i>	B.Tech (NITK Surathkal), MBA (FMS)	Pristyn Care, Ola Financial Services, Bharti Airtel, GoodHealth Technologies
	<b>Saurabh Deep Singla</b> <i>CHRO</i>	MBA (NIILM), B.Com (DU)	UpGrad, Ecom Express, Rio Tinto, Yum Restaurants, Whirlpool, Airtel







# Thank You

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

To know more, visit us at <https://www.indiamart.com/> <https://investor.indiamart.com/>

