



**IndiaMART InterMESH Ltd.**

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**Date: January 18, 2021**

To

**BSE Limited**

(BSE: 542726)

**National Stock Exchange of India Limited**

(NSE: INDIAMART)

Dear Sir/Ma'am,

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

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

Please take 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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## IndiaMART InterMESH Limited

### Third Quarter ending December 31, 2020 - Results Press Release

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**Noida, India, Jan 18, 2021:** IndiaMART InterMESH Limited (referred to as “IndiaMART” or the “Company”), today announced its financial results for the third quarter ending December 31, 2020.

<b>Q3 FY2021 vs. Q3 FY2020</b>
<ul style="list-style-type: none"> <li>▪ Consolidated Revenue from Operations of Rs. 174 Crore, YoY growth of 5%</li> <li>▪ Consolidated EBIT of Rs. 84 Crore</li> <li>▪ Consolidated Cash generated from Operations at Rs. 77 Crore</li> </ul>



#### **Financial Highlights (Q3 FY2021):**

IndiaMART reported consolidated Total Revenue from Operations of Rs. 174 Crore in Q3 FY21, a growth of 5% y-o-y due to marginal improvement in realization of existing customers and increase in number of paying subscription suppliers. Consolidated Deferred Revenue declined from Rs. 649 Crore in Q3 FY20 to Rs. 633 Crore in Q3 FY21.

Consolidated EBITDA was Rs. 88 Crore as compared to Rs. 44 Crore in Q3 FY20. Increase in EBITDA margin to 51% in Q3 FY21 from 26% in Q3 FY20 was primarily driven by sustained as well as temporary benefits arising from various cost optimization initiatives. Consolidated EBIT was Rs. 84 Crore as compared to Rs. 38 Crores in Q3 FY20, representing a growth of 122% y-o-y. EBIT margin increased to 48% in Q3 FY21 from 23% in Q3 FY20.

Profit before Tax was at Rs. 106 Crore and Net Profit was Rs.80 Crores, representing margins of 54% and 40% respectively.

Consolidated Cash Flow from Operations for the quarter was at Rs. 77 Crore. Cash and Investments balance stood at Rs. 1,143 Crore as on December 31, 2020 as compared to Rs. 859 Crore on December 31, 2019, an increase of 33% YoY.

#### **Operational Highlights (Q3 FY2021):**

IndiaMART registered a traffic growth of 35% YoY with 253 million in Q3 FY21 as compared to 188 million in Q3 FY20. Total business enquiries delivered increased to 154 million from 112 million, a growth of 37%. Supplier Storefronts grew to 6.4 million in Q3 FY21, an increase of 9% YoY and paying subscription suppliers grew to 148 thousand, a growth of 5%.

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

“We are pleased to report a resilient financial performance this quarter with steady recovery in the business parameters while maintaining healthy margins and cashflows. As we see the improvement in overall demand environment and business activity, our strong value proposition, customer relationships and balance sheet make us confident of supporting businesses in their transformation to online. With the emerging accelerated digitization needs of businesses, we are looking forward to kickstart the new year on an optimistic note.”

**Q3 FY2021 Performance Metrics: Consolidated Basis**

<b>Particulars</b>	<b>Unit</b>	<b>Q3 FY21</b>	<b>Q3 FY20</b>	<b>Y-o-Y Growth</b>	<b>Q2 FY21</b>	<b>Q-o-Q Growth</b>
Total Income	(Rs. Crore)	198	181	9%	181	9%
Revenue from Operations	(Rs. Crore)	174	165	5%	163	6%
EBITDA	(Rs. Crore)	88	44	102%	82	7%
EBITDA Margin	%	51%	26%		50%	
EBIT	(Rs. Crore)	84	38	122%	77	9%
EBIT Margin	%	48%	23%		47%	
Other Income	(Rs. Crore)	25	17	48%	18	38%
Profit Before Tax	(Rs. Crore)	106	53	100%	93	14%
Profit Before Tax Margin	%	54%	29%		51%	
Net Profit for the period	(Rs. Crore)	80	62	29%	70	15%
Net Profit Margin	%	40%	34%		39%	
Cash generated from Operating Activities	(Rs. Crore)	77	71	9%	78	(1%)
Collections from Customers	(Rs. Crore)	179	184	(2%)	164	9%
Deferred Revenue	(Rs. Crore)	633	649	(2%)	628	1%
Cash and Investment	(Rs. Crore)	1,143	859	33%	1,045	9%

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**About IndiaMART:**

IndiaMART is India's largest online B2B<sup>1</sup> 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**

Tower 2, Assotech Business Cresterra,  
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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)

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<sup>1</sup> KPMG Industry Report: Report titled “Market Assessment of B2B e-commerce and digital classifieds in India”