

**IndiaMART InterMESH Ltd.**

Advant Navis Business Park, Plot no.7,
7th Floor, Sector - 142, Noida, UP
Call Us: +91 - 9696969696
E: customercare@indiamart.com
Website: www.indiamart.com

Date: October 22, 2019

To

National Stock Exchange of India Ltd.

Exchange Plaza, Bandra Kurla Complex,
Bandra (East),

Mumbai – 400 051

Tel No.: (022) 26598100 -8144

Fax No.: (022) 26598120

Symbol: INDIAMART

BSE Limited

Listing Department,

Phiroze Jeejeebhoy Towers, Dalal Street

Mumbai – 400 001

Phones: 91-22-22721233/4

Fax: 91-22-2272 3121

Symbol: 542726

Subject: Press Release on the Audited (Standalone and Consolidated) Financial Results of the Company for the quarter and half year ended September 30, 2019

Dear Sir,

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 half year ended September 30, 2019.

Kindly take note of the same.

Yours faithfully,

For Indiamart InterMesh Limited

(Manoj Bhargava)

Sr. Vice President (Legal & Secretarial),

Company Secretary & Compliance Officer

Membership No: F5164



Encl: as above

IndiaMART InterMESH Limited
Second Quarter ending September 30, 2019 - Results Press Release

Noida, India, October 22, 2019: IndiaMART InterMESH Limited (referred to as “IndiaMART” or the “Company”), today announced its financial results for the second quarter ending September 30, 2019.

Performance Highlights: Q2 FY2020 vs. Q2 FY2019
--

- | |
|--|
| <ul style="list-style-type: none"> ▪ Consolidated Revenue from Operations of Rs. 157 Crore, YoY growth of 28% ▪ Consolidated EBITDA of Rs. 36 Crore representing 23% Margin ▪ Consolidated Cash generated from Operations at Rs. 42 Crore |
|--|

Highlights for the Quarter ended September 30, 2019:

IndiaMART reported consolidated Total Revenue from Operations of Rs. 157 Crores, 28% growth YoY primarily due to increase in number of paying subscribers as well as higher realization from existing customers. Consolidated Deferred Revenue grew by 28% from Rs. 492 Crores in Q2 FY19 to Rs. 631 Crore in Q2 FY20 Crore leading to much better visibility for revenues in future.

Consolidated EBITDA for Q2 FY20 was Rs. 36 Crore representing a margin expansion from 18% in Q2 FY19 to 23% in Q2 FY20. Profit before tax for the quarter was at Rs 51 Crore representing a Profit before tax margin of 29% as compared to 23% in Q2 FY19.

Tax expense for the quarter was at Rs 42 Crore which 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. Due to the above, the consolidated Net Profit for the period stood at Rs. 9 Crores.

The Company generated consolidated Cash Flow from Operations of Rs. 42 Crore leading to Cash and Investments of Rs. 780 Crore as on Sept 30, 2019 as compared to 503 Crore on Sept 30, 2018, an increase of 55% YoY.

Operational Highlights:

Total business enquiries delivered witnessed an increase to 123 million from 118 million, a growth of 4%.

Supplier Storefronts grew to 5.7 million in Q2 FY20 from 5.4 million in Q2 FY19, an increase of 6% YoY. During the same period, paying subscription suppliers witnessed an increase to 137 thousand from 119 thousand, a growth of 15%.



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

“We are pleased to report results for the quarter ending September 2019 on expected lines, showcasing continued growth. The results are reflection of our well diversified business model and unique value proposition that we have developed over the years. Going forward, as we continue to steer ourselves in the challenging macro environment, we remain cautiously optimistic of maintaining the growth momentum.”

Q2 FY2020 Performance Metrics: Consolidated Basis						
Particulars (Rs. Cr)	Unit	Q2 FY20	Q2 FY19	Y-o-Y Growth	Q1 FY20	Q-o-Q Growth
Total Income	(Rs. Crore)	177	131	35%	162	10%
Revenue from Operations	(Rs. Crore)	157	122	28%	147	6%
EBITDA	(Rs. Crore)	36	23	61%	37	(1)%
EBITDA Margin	%	23%	18%		25%	
Other Income	(Rs. Crore)	20	9	139%	14	42%
Profit Before Tax	(Rs. Crore)	51	30	69%	46	10%
Profit Before Tax Margin	%	29%	23%		29%	
Net Profit for the period	(Rs. Crore)	9	20	(57)%	32	(73)%
Net Profit Margin	%	5%	16%		20%	
Cash generated from Operating Activities	(Rs. Crore)	42	52	(18)%	54	(22)%
Deferred Revenue	(Rs. Crore)	631	492	28%	610	3%
Cash and Investment	(Rs. Crore)	780	503	55%	746	5%



About IndiaMART:

IndiaMART is India's largest online B2B marketplace. It is a platform to integrate buyers and sellers through all-inclusive business solutions and connects sellers and buyers across borders and time-zones. IndiaMART uses a buyer focused strategy targeted on providing ease and convenience at the same time ensuring seller responsiveness while providing lead-generation services to sellers listed on the online platform.

IndiaMART InterMESH Ltd.

CIN : U74899DL1999PLC101534

Corporate Office

7th Floor, Advant-Navis Business Park, Plot No-7,
Sector-142, Noida, Uttar Pradesh, Pin – 201 305, India

T: +91-120-6777800

Registered Office

1st Floor, 29-Daryaganj, Netaji Subash Marg, Delhi – 110002.

