



IndiaMART InterMESH Ltd.
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October 19, 2024

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 September 30, 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 September 30, 2024.

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

Please take above information on record.

Yours faithfully,

For IndiaMART InterMESH Limited

(Manoj Bhargava)
Company Secretary & Compliance Officer
Membership No: F5164

Encl: As above

IndiaMART InterMESH Limited

Second Quarter Ending September 30, 2024 - Results Press Release

Noida, India, October 19, 2024: IndiaMART InterMESH Limited (referred to as “IndiaMART” or the “Company”), today announced its financial results for the second quarter ending September 30, 2024.

Q2 FY2025 vs. Q2 FY2024
<ul style="list-style-type: none">Consolidated Revenue from Operations of Rs. 348 Crore, YoY growth of 18%Standalone EBITDA at Rs. 120 Crore representing EBITDA margin of 36%Consolidated Cash generated from Operations of Rs. 103 Crore

Consolidated Financial Highlights (Q2 FY2025):

IndiaMART reported consolidated Revenue from Operations of Rs. 348 Crore as compared to Rs. 295 Crore in the corresponding quarter of last year, representing a growth of 18%. This includes IndiaMART Standalone Revenue of Rs. 332 Crore and Busy Infotech Revenue of Rs 15 Crore, registering a growth of 18% and 19% respectively on YoY basis.

Collections from Customer grew by 6% to Rs. 356 Crore for the quarter, primarily comprising of Standalone Collections of Rs. 337 Crore and Busy Infotech Collections of Rs 17 Crore.

Deferred Revenue as on September 30, 2024 increased to Rs. 1,483 Crore representing a YoY growth of 19%. This primarily includes IndiaMART Standalone Deferred Revenue of Rs. 1,426 Crore and Busy Infotech Deferred Revenue of Rs. 53 Crore.

Net Profit for the quarter was Rs. 135 Crore representing margin of 33%. Cash Flow from Operations for the quarter was Rs. 103 Crore. Cash and Investments balance stood at Rs. 2,449 Crore as on September 30, 2024.

Standalone Financial Highlights (Q2 FY2025):

Standalone Revenue from Operations increased to Rs. 332 Crore as compared to Rs. 281 Crore last year representing a growth of 18%. The growth was primarily driven by around 14% improvement in realization from paying suppliers and the remaining by increase in number of paying suppliers.

Collections from Customer grew to Rs. 337 Crore for the quarter and Deferred Revenue as on September 30, 2024 increased to Rs. 1,426 Crore representing a YoY growth of 18%.

EBITDA for the quarter was at Rs. 120 Crore representing margin of 36%. Net Profit for the quarter was at Rs. 127 Crore representing margin of 32%.

Operational Highlights (Q2 FY2025):

IndiaMART registered Unique business enquiries of 28 million in Q2FY25, representing a YoY growth of 14%. Supplier Storefronts grew to 8 million, an increase of 5% YoY and paying suppliers grew to 218K representing net addition of 2.4K subscribers during the quarter.

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

We have closed the second quarter with healthy growth in revenue and operating margins along with modest growth in deferred revenue and cash flows. We stay committed to the vision of “Make Doing Business Easy” and enable businesses to grow online. We continue to focus on improving the experience of buyers as well as suppliers and strengthen our value proposition further. On the back of healthy cash flows and increasing internet adoption by businesses, we stay confident of the sustained profitable growth for the times to come.

Q2 FY2025 Performance Metrics: Standalone Basis
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Particulars	Unit	Q2 FY25	Q2 FY24	Y-o-Y	Q1 FY25	Q-o-Q
Total Income	(Rs. Crore)	394	313	26%	366	8%
Revenue from Operations	(Rs. Crore)	332	281	18%	315	5%
EBITDA	(Rs. Crore)	120	81	48%	117	2%
EBITDA Margin	%	36%	29%		37%	
Other Income	(Rs. Crore)	62	32	92%	51	23%
Profit Before Tax	(Rs. Crore)	176	107	65%	162	9%
Profit Before Tax Margin	%	45%	34%		44%	
Net Profit for the period	(Rs. Crore)	127	83	53%	124	2%
Net Profit Margin	%	32%	26%		34%	
Collections from Customers	(Rs. Crore)	337	321	5%	341	(1%)
Cash generated from Operating Activities	(Rs. Crore)	108	101	7%	125	(13%)
Deferred Revenue	(Rs. Crore)	1,426	1,205	18%	1,421	0%
Cash and Investments	(Rs. Crore)	2,287	1,766	30%	2,150	6%
Paying Subscription Suppliers	(In Thousands)	218	210	4%	216	1%

Q2 FY25 Earnings Conference Call

IndiaMART InterMESH Ltd, will host earnings webinar for investors and analysts on Saturday, 19th October 2024 at 16:30 hours IST to discuss its results and developments for the quarter ended September 30, 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_SG3g2ydGSvOkgD-bKncH1Q

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