



**IndiaMART InterMESH Ltd.**  
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**July 21, 2022**

**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 June 30, 2022**

Dear Sir/Madam,

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 June 30, 2022.

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)**  
**Group General Counsel,**  
**Company Secretary & Compliance Officer**  
**Membership No: F5164**

**Encl: As above**

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## IndiaMART InterMESH Limited

### First Quarter ending June 30, 2022 - Results Press Release

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**Noida, India, July 21, 2022:** IndiaMART InterMESH Limited (referred to as “IndiaMART” or the “Company”), today announced its financial results for the first quarter ending June 30, 2022.

<b>Q1 FY2023 vs. Q1 FY2022</b>
<ul style="list-style-type: none"> <li>▪ Consolidated Revenue from Operations of Rs. 225 Crore, YoY growth of 24%</li> <li>▪ Consolidated EBITDA of Rs. 64 Crore</li> <li>▪ Consolidated Cash generated from Operations at Rs. 75 Crore</li> </ul>



#### **Financial Highlights (Q1 FY2023):**

IndiaMART reported consolidated Total Revenue from Operations of Rs. 225 Crore in Q1 FY23, a growth of 24% YoY primarily driven by 23% increase in number of paying subscription suppliers and addition of Rs. 10.53 Crore revenue from accounting software services. Consolidated Deferred Revenue increased by 34% YoY to Rs. 961 Crore as on June 30, 2022.

The Company continued making growth investments in manpower, product and technology, sales and servicing resulting into growth in revenue and paying subscription suppliers. As a result, consolidated EBITDA was Rs. 64 Crore for Q1 FY23 representing EBITDA margin of 29%. Expenses for the quarter also included one-time cost of Rs. 4.07 Crore related to acquisition of Busy Infotech Private Limited and Finlite Technologies Private Limited, which have been consummated during the quarter. Net Profit for this quarter was Rs. 47 Crore representing margin of 21%.

Consolidated Cash Flow from Operations for the quarter was at Rs. 75 Crore. Cash and Investments balance stood at Rs. 1,882 Crore as on June 30, 2022.

#### **Operational Highlights (Q1 FY2023):**

IndiaMART registered traffic of 257 million and Total business enquiries of 115 million during Q1 FY23. Supplier Storefronts grew to 7.2 million, an increase of 10% YoY and paying subscription suppliers grew by 23% YoY to 179,260 with a net addition of 9,936 paying subscription suppliers during the quarter.

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

“We are starting the fiscal year on a positive note as the quarter registered modest all-round profitable growth and improvement in overall demand environment. We continue to make investments in strengthening our value proposition as well as building the organization to further accelerate digital transformation of businesses. We look forward to capitalizing the emerging opportunities arising from the increasing adoption of the internet on the back of investments made in the recent quarters as well as a strong balance sheet.”

**Q1 FY2023 Performance Metrics: Consolidated Basis**

Particulars	Unit	Q1 FY23	Q1 FY22	Y-o-Y Change	Q4 FY22	Q-o-Q Change
Total Income	(Rs. Crore)	226	211	7%	231	(2%)
Revenue from Operations	(Rs. Crore)	225	182	24%	201	12%
EBITDA	(Rs. Crore)	64	89	(28%)	57	12%
EBITDA Margin	%	29%	49%		28%	
EBIT	(Rs. Crore)	58	85	(32%)	54	7%
EBIT Margin	%	26%	47%		27%	
Other Income	(Rs. Crore)	1	29	(97%)	30	(97%)
Profit Before Tax	(Rs. Crore)	51	112	(55%)	77	(34%)
Profit Before Tax Margin	%	22%	53%		33%	
Net Profit for the period	(Rs. Crore)	47	88	(47%)	57	(19%)
Net Profit Margin	%	21%	42%		25%	
Cash generated from Operating Activities	(Rs. Crore)	75	62	22%	158	(52%)
Collections from Customers	(Rs. Crore)	254	171	49%	318	(20%)
Deferred Revenue	(Rs. Crore)	961	715	34%	907	6%
Cash and Investment	(Rs. Crore)	1,882	2,421	(22%)	2,419	(22%)

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**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**

Tower 2, Assotech Business Cresterra,  
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Noida-201305, U.P.

**Registered Office**

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