



IndiaMART InterMESH Ltd.

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Date: May 12, 2020

To,
The Manager - Listing
BSE Limited
(BSE: 542726)

The Manager - Listing
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 year ended March 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 year ended March 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

IndiaMART InterMESH Limited

Full Year and Fourth Quarter ending March 31, 2020 - Results Press Release

Noida, India, May 12, 2020: IndiaMART InterMESH Limited (referred to as “IndiaMART” or the “Company”), today announced its financial results for the full year and fourth quarter ending March 31, 2020.

Performance Highlights
FY2020 vs. FY2019
<ul style="list-style-type: none"> ▪ Consolidated Revenue from Operations of Rs. 639 Crore, YoY growth of 26% ▪ Consolidated EBIT of Rs. 148 Crore representing 23% Margin ▪ Consolidated Cash generated from Operations at Rs. 261 Crore
Q4 FY2020 vs. Q4 FY2019
<ul style="list-style-type: none"> ▪ Consolidated Revenue from Operations of Rs. 170 Crore, YoY growth of 23% ▪ Consolidated EBIT of Rs. 46 Crore representing 27% Margin ▪ Consolidated Cash generated from Operations at Rs. 94 Crore

Financial Highlights (Q4 FY2020):

IndiaMART reported consolidated Total Revenue from Operations of Rs. 170 Crore, 23% growth YoY driven by an increase in the number of paying subscribers as well as higher realization from existing customers. Consolidated Deferred Revenue grew by 17% from Rs. 586 Crore in Q4 FY19 to Rs. 685 Crore in Q4 FY20 Crore leading to much better visibility for future revenues.

Consolidated EBITDA was Rs. 52 Crore representing a margin expansion from 15% in Q4 FY19 to 31% in Q4 FY20 partly due to increase in revenues and adoption of IndAS 116. Consolidated EBIT for Q4 FY20 was Rs. 46 Crore representing a margin expansion from 14% in Q4 FY19 to 27% in Q4 FY20.

Profit before Tax was at Rs. 61 Crore representing a Profit before Tax margin of 33%. Net Profit was at Rs 44 Crore.

The Company generated consolidated Cash Flow from Operations of Rs. 94 Crore leading to Cash and Investments of Rs. 931 Crore as on March 31, 2020 as compared to 685 Crore on March 31, 2019, an increase of 36% YoY.

Operational Highlights (Q4 FY2020):

Traffic grew to 180 million in Q4 FY20 from 171 million in Q4 FY19, an increase of 5% YoY and total business enquiries delivered increased to 116 million from 112 million, a growth of 3%. Supplier Storefronts grew to 6 million in Q4 FY20 an increase of 8% YoY and paying subscription suppliers grew to 147 thousand, a growth of 14%.

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

“I am happy to report closure of the financial year with a modest growth in revenues in these turbulent times. Our growth in cash flow from operations and deferred revenues remained subdued as the economy continued to face strong headwinds. While we expect short term decline in demand and business activity due to the ongoing turbulence, we believe our value proposition will only become stronger as more and more businesses look for transforming themselves and adapt to online. Our strong balance sheet and a resilient business model will help us to navigate through these tough times and emerge stronger and better.”

Q4 & FY2020 Performance Metrics: Consolidated Basis

Particulars	Unit	Q4 FY20	Q4 FY19	Y-o-Y Growth	Q3 FY20	Q-o-Q Growth	FY20	FY19	Y-o-Y Growth
Total Income	(Rs. Crore)	187	153	23%	181	3%	707	548	29%
Revenue from Operations	(Rs. Crore)	170	138	23%	165	3%	639	507	26%
EBITDA	(Rs. Crore)	52	20	160%	44	20%	169	82	105%
EBITDA Margin	%	31%	15%		26%		26%	16%	
EBIT	(Rs. Crore)	46	19	146%	38	23%	148	78	89%
EBIT Margin	%	27%	14%		23%		23%	15%	
Other Income	(Rs. Crore)	17	15	16%	17	4%	69	41	67%
Profit Before Tax	(Rs. Crore)	61	34	82%	53	15%	211	54	292%
Profit Before Tax Margin	%	33%	22%		29%		30%	10%	
Net Profit for the period	(Rs. Crore)	44	28	57%	62	(29%)	147	20	635%
Net Profit Margin	%	24%	18%		34%		21%	4%	
Cash generated from Operating Activities	(Rs. Crore)	94	98	(5%)	71	33%	261	255	2%
Collections from Customers	(Rs. Crore)	206	208	(1%)	184	12%	738	671	10%
Deferred Revenue	(Rs. Crore)	685	586	17%	649	6%	685	586	17%
Cash and Investment	(Rs. Crore)	931	685	36%	859	8%	931	685	36%

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,
Floor No.6, Plot No.22, Sec 135,
Noida-201305, U.P.

Registered Office

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For any queries, please contact: investors@indiamart.com