



IndiaMART InterMESH Ltd.
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April 28, 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 and the year ended March 31, 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 and the year ended March 31, 2022.

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, 2022 - Results Press Release

Noida, India, April 28, 2022: 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, 2022.

FY2022 vs. FY2021
<ul style="list-style-type: none"> ▪ Consolidated Revenue from Operations of Rs. 753 Crore, YoY growth of 13% ▪ Consolidated Cash generated from Operations at Rs. 402 Crore; YoY growth of 25% ▪ Consolidated Net Profit of Rs. 298 Crore, YOY growth of 6% ▪ Board of Directors recommended final dividend of Rs. 2 per share ▪ Board of Directors has approved buyback of 160,000 Equity shares, for an aggregating upto Rs.100 Crore
Q4 FY2022 vs. Q4 FY2021
<ul style="list-style-type: none"> ▪ Consolidated Revenue from Operations of Rs. 201 Crore, YoY growth of 12% ▪ Consolidated Net Profit of Rs. 57 Crore ▪ Consolidated Cash generated from Operations at Rs. 158 Crore

Financial Highlights (Q4 FY2022):

IndiaMART reported consolidated Total Revenue from Operations of Rs. 201 Crore in Q4 FY22, a growth of 12% YoY primarily driven by 11% increase in in number of paying subscription suppliers and marginal improvement in realization from existing customers. Consolidated Deferred Revenue grew by 25% YoY to Rs. 907 Crore as on March 31, 2022.

Consolidated EBITDA was Rs. 57 Crore and EBITDA margin for Q4 FY22 stood at 28% as compared to 48% for Q4 FY21. The margin declined primarily due to investments being made for growth in manpower as well as sales and distribution which has resulted into increased customer addition. Consolidated EBIT for the period was Rs. 54 Crore with EBIT margin of 27% in Q4 FY22.

Profit before Tax was at Rs. 77 Crore and Net Profit was Rs. 57 Crores, representing margins of 33% and 25% respectively.

Operational Highlights (Q4 FY2022):

IndiaMART registered traffic of 260 million and Unique business enquiries of 23 million in Q4 FY22. Supplier Storefronts grew to 7.1 million, an increase of 13% YoY and paying subscription suppliers grew to 169,324, a net addition of 13,065 subscribers during the quarter.

Strategic Investments (Q4 FY2022):

IndiaMART continues to make investments in strategic avenues with the objective of building a comprehensive e-commerce ecosystem for business enablement on the platform. During the quarter, following investments were announced by the company:

- 26% stake (for Rs. 104 Crore) in 'IB MonotaRO Private Limited' operating an E-commerce platform for industrial and business supplies under the brand name of 'Industry Buying'.
- 16.5% stake (for Rs. 91 Crore) in 'Fleetx Technologies Private Limited', a freight and fleet management software helping fleet operators and businesses digitize logistics operations and improving safety, efficiency and sustainability of vehicles and operations through IoT based analytics services.
- 51% stake (for Rs. 46 Crore) in 'Finlite Technologies Private Limited' which under the brand name of 'Livekeeping', is offering digital integration with mobile based applications, analytical tools, APIs for integration with e-commerce platforms over existing on-premise accounting software.
- 10% stake (for Rs. 17 Crore) in 'Zimyo Consulting Private Limited' offering SaaS based human resource management software, allowing users to execute critical HR processes.
- 26% stake (for Rs. 13.8 Crore) in 'Adansa Solutions Private Limited' which under the brand name of 'Realbooks' offers cloud-based accounting software product for medium to large businesses with multi location real time accounting.
- Company has also participated in Series-B investment round of associate company, 'Simply Vyapar; and currently hold 27% stake, on a post-transaction basis.

In April 2022, IndiaMART completed acquisition of 100% stake (for Rs. 500 Crore) of 'Busy Infotech Private Limited', one of the largest accounting software companies in India. It offers business accounting solutions, GST billing & return filing, inventory management and other services.

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

"We are happy to close the financial year on a strong note with growth in customers, revenue and cash flows while maintaining healthy margins in the business. Growing cash flow from operations resulting into strong balance sheet enables us to build newer capabilities as well as create a large talent pool to meet the evolving customer needs. With the increasing internet adoption, we remain committed to enabling businesses to transform themselves as well as building a strong and sustainable foundation for leveraging the growth opportunities ahead to create long term shareholder value."

Q4 & FY2022 Performance Metrics: Consolidated Basis

Particulars	Unit	Q4 FY22	Q4 FY21	Y-o-Y Growth	Q3 FY22	Q-o-Q Growth	FY22	FY21	Y-o-Y Growth
Total Income	(Rs. Crore)	231	190	22%	210	10%	866	756	14%
Revenue from Operations	(Rs. Crore)	201	180	12%	188	7%	753	670	13%
EBITDA	(Rs. Crore)	57	85	(33%)	79	(27%)	308	328	(6%)
EBITDA Margin	%	28%	48%		42%		41%	49%	
EBIT	(Rs. Crore)	54	82	(34%)	76	(28%)	296	312	(5%)
EBIT Margin	%	27%	46%		40%		39%	47%	
Other Income	(Rs. Crore)	30	10	184%	22	35%	112	87	30%
Profit Before Tax	(Rs. Crore)	77	89	(14%)	93	(18%)	390	389	0%
Profit Before Tax Margin	%	33%	47%		44%		45%	51%	
Net Profit for the period	(Rs. Crore)	57	56	3%	70	(18%)	298	280	6%
Net Profit Margin	%	25%	29%		33%		34%	37%	
Cash generated from Operating Activities	(Rs. Crore)	158	165	(4%)	84	88%	402	323	25%
Collections from Customers	(Rs. Crore)	318	272	17%	222	43%	934	711	31%
Deferred Revenue	(Rs. Crore)	907	726	25%	790	15%	907	726	25%
Cash and Investment	(Rs. Crore)	2,419	2,365	2%	2,523	(4%)	2,419	2,365	2%

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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Registered Office

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