



**IndiaMART InterMESH Ltd.**  
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**October 20, 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 September 30, 2022**

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, 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****Second Quarter ending September 30, 2022 - Results Press Release**

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**Noida, India, October 20, 2022:** IndiaMART InterMESH Limited (referred to as “IndiaMART” or the “Company”), today announced its financial results for the second quarter ending September 30, 2022.

<b>Q2 FY2023 vs. Q2 FY2022</b>
<ul style="list-style-type: none"><li>▪ Consolidated Revenue from Operations of Rs. 241 Crore, YoY growth of 32%</li><li>▪ Consolidated EBITDA of Rs. 67 Crore</li><li>▪ Consolidated Cash generated from Operations at Rs. 78 Crore</li></ul>

**Financial Highlights (Q2 FY2023):**

IndiaMART reported consolidated Revenue from Operations of Rs. 241 Crore in Q2 FY23, a growth of 32% YoY primarily driven by 25% increase in number of paying subscription suppliers and addition of Rs. 10.8 Crore revenue from accounting software services. Consolidated Deferred Revenue increased by 30% YoY to Rs. 984 Crore as on September 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. 67 Crore for Q2 FY23 representing EBITDA margin of 28%. Net Profit for this quarter was Rs. 68 Crore representing margin of 24%.

Consolidated Cash Flow from Operations for the quarter was at Rs. 78 Crore. Cash and Investments balance stood at Rs. 1,975 Crore as on September 30, 2022.

**Operational Highlights (Q2 FY2023):**

IndiaMART registered traffic of 261 million and Total business enquiries of 122 million during Q2 FY23. Supplier Storefronts grew to 7.3 million, an increase of 10% YoY and paying subscription suppliers grew by 25% YoY to 188,092 with a net addition of 8,832 paying subscription suppliers during the quarter.

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

*"We are pleased to report growth in revenue, customers and deferred revenue along with healthy margins and cash flows in a stable demand environment. Sustainable cash flows and a robust balance sheet enables us to continue investing in strategic areas as well as building the organization to meet the evolving customer needs and accelerate digital transformation of businesses. "*

### Q2 FY2023 Performance Metrics: Consolidated Basis

Particulars	Unit	Q2 FY23	Q2 FY22	Y-o-Y Change	Q1 FY23	Q-o-Q Change
Total Income	(Rs. Crore)	287	214	34%	226	27%
Revenue from Operations	(Rs. Crore)	241	182	32%	225	7%
EBITDA	(Rs. Crore)	67	83	(19%)	64	5%
EBITDA Margin	%	28%	46%		29%	
EBIT	(Rs. Crore)	60	80	(26%)	58	3%
EBIT Margin	%	25%	44%		26%	
Other Income	(Rs. Crore)	47	31	48%	1	4553%
Profit Before Tax	(Rs. Crore)	93	109	(15%)	51	82%
Profit Before Tax Margin	%	32%	51%		22%	
Net Profit for the period	(Rs. Crore)	68	82	(17%)	47	46%
Net Profit Margin	%	24%	38%		21%	
Cash generated from Operating Activities	(Rs. Crore)	78	99	(22%)	75	4%
Collections from Customers	(Rs. Crore)	264	223	18%	254	4%
Deferred Revenue	(Rs. Crore)	984	756	30%	961	2%
Cash and Investment	(Rs. Crore)	1,975	2,466	(20%)	1,882	5%

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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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