



IndiaMART InterMESH Ltd.

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July 22, 2021

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, 2021

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, 2021.

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**First Quarter ending June 30, 2021- Results Press Release**

Noida, India, July 22, 2021: IndiaMART InterMESH Limited (referred to as “IndiaMART” or the “Company”), today announced its financial results for the first quarter ending June 30, 2021.

Q1 FY2022 vs. Q1 FY2021
<ul style="list-style-type: none">▪ Consolidated Revenue from Operations of Rs. 182 Crore, YoY growth of 19%▪ Consolidated EBIT of Rs. 85 Crore▪ Consolidated Cash generated from Operations at Rs. 61 Crore

Financial Highlights (Q1 FY2022):

IndiaMART reported consolidated Total Revenue from Operations of Rs. 182 Crore in Q1 FY22, a growth of 19% y-o-y due to improvement in realization from existing customers and increase in number of paying subscription suppliers. Consolidated Deferred Revenue increased from Rs. 628 Crore in Q1 FY21 to Rs. 715 Crore in Q1 FY22.

Consolidated EBITDA was Rs. 89 Crore as compared to Rs. 73 Crore in Q1 FY21. EBITDA margin for Q1 FY22 stood at 49%. Consolidated EBIT for the period was Rs. 85 Crore. EBIT margin increased to 47% in Q1 FY22 from 45% in Q1 FY21.

Profit before Tax was at Rs.112 Crore and Net Profit was Rs.88 Crores, representing margins of 53% and 42% respectively.

Consolidated Cash Flow from Operations for the quarter was at Rs. 61 Crore, Cash and Investments balance stood at Rs. 2,421 Crore as on June 30, 2021, as compared to Rs. 954 Crore on June 30, 2020, an increase of 154% YoY.

Operational Highlights (Q1 FY2022):

IndiaMART sustained buyer traffic of 268 million in Q1 FY22 and business enquiries of 162 million in Q1 FY22 during the challenging second wave of Covid-19. Paying subscription suppliers grew to 146 thousand, a growth of 9%.

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

“We have been able to navigate the disruptions caused by the second wave of covid, much better than the last year and have sustained a profitable growth in this quarter. Our focus had been to continue supporting customers as well as employees in the times that had been personally challenging to many. As the overall demand environment improves, because of our strong network effect, financial position and investments in strengthening the value proposition, we will continue supporting businesses transforming themselves to online and capitalize on the new growth opportunities arising from the accelerated adoption of the internet.”

Q1FY2022 Performance Metrics: Consolidated Basis

Particulars	Unit	Q1 FY22	Q1 FY21	Y-o-Y Change	Q4 FY21	Q-o-Q Change
Total Income	(Rs. Crore)	211	187	13%	190	11%
Revenue from Operations	(Rs. Crore)	182	153	19%	180	1%
EBITDA	(Rs. Crore)	89	73	21%	85	4%
EBITDA Margin	%	49%	48%		48%	
EBIT	(Rs. Crore)	85	69	24%	82	4%
EBIT Margin	%	47%	45%		46%	
Other Income	(Rs. Crore)	29	34	(13%)	10	183%
Profit Before Tax	(Rs. Crore)	112	100	11%	89	25%
Profit Before Tax Margin	%	53%	54%		47%	
Net Profit for the period	(Rs. Crore)	88	74	19%	56	58%
Net Profit Margin	%	42%	40%		29%	
Cash generated from Operating Activities	(Rs. Crore)	61	3	1783%	165	(63%)
Collections from Customers	(Rs. Crore)	170	96	78%	272	(38%)
Deferred Revenue	(Rs. Crore)	715	628	14%	726	(2%)
Cash and Investment	(Rs. Crore)	2,421	954	154%	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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Noida-201305, U.P.

Registered Office

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