



IndiaMART InterMESH Ltd.
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July 18, 2025

To,
BSE Limited
(BSE: 542726)

National Stock Exchange of India Limited
(NSE: INDIAMART)

Subject: Investor Presentation on the Audited (Standalone and Consolidated) Financial Results of the Company for the quarter ended June 30, 2025

Dear Sir/Madam,

Pursuant to Regulation 30 of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, please find enclosed herewith Investor Presentation on Audited (Standalone and Consolidated) Financial Results of the Company for the quarter ended June 30, 2025.

The Investor Presentation is also disseminated on the Company's website at <https://investor.indiamart.com/FinancialResultsStatements.aspx>

Please take the above information on record.

Yours faithfully,

For IndiaMART InterMESH Limited

(Vasudha Bagri)
Compliance Officer
Membership No: A28500

Encl: As above



Make Doing Business Easy

Earnings Presentation

QUARTER ENDED
JUNE 30, 2025

IndiaMART InterMESH Ltd.
India's largest online B2B marketplace
connecting buyers with suppliers



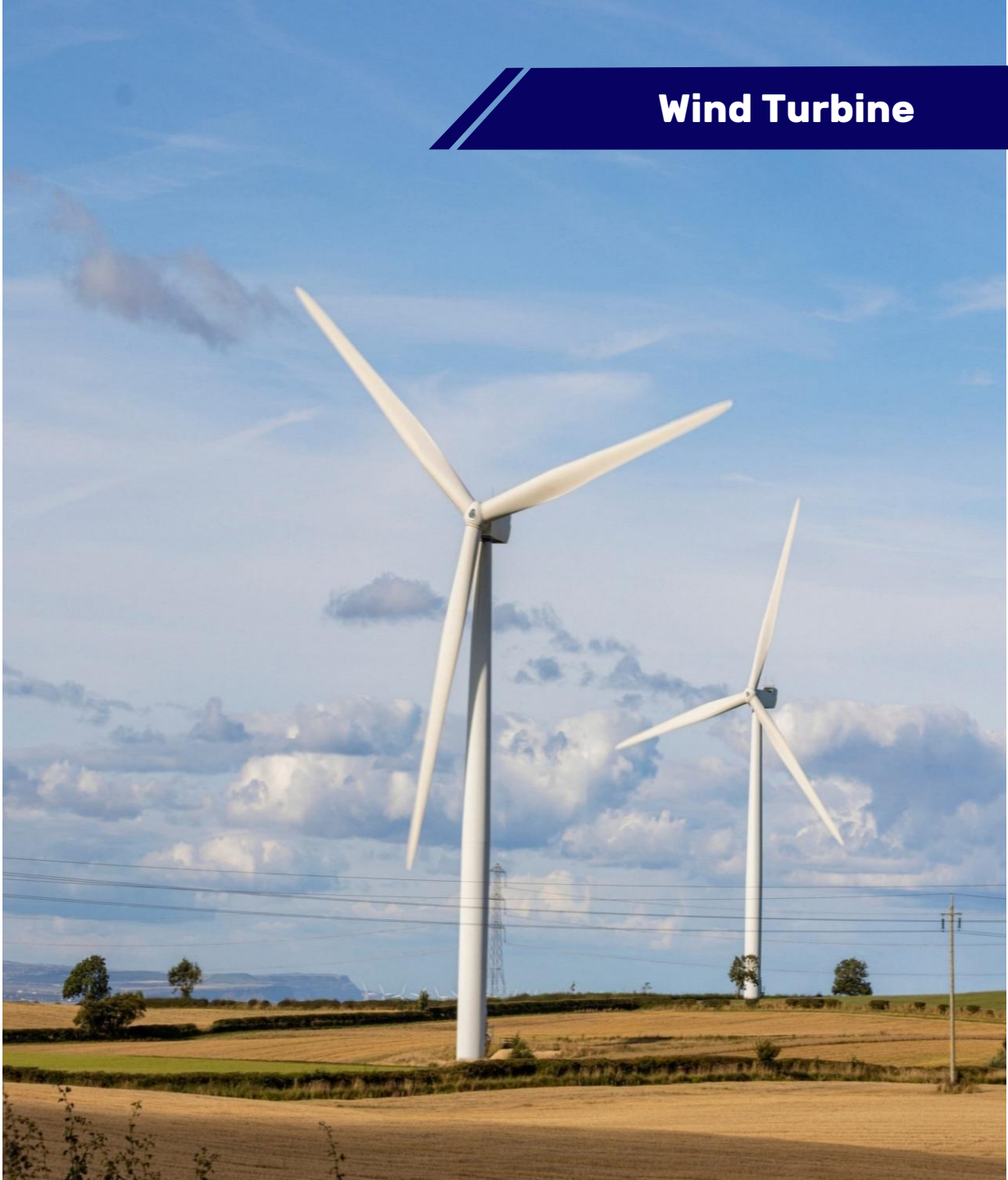
Note: Map not to scale

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Wind Turbine



Safe Harbour

Welding Machine

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IndiaMART InterMESH Ltd



Highlights Q1FY26

Solar Water Heater



Q1 FY26 Results Overview (Consolidated)

Revenue from Operations

372 Cr

↑ 11% YoY¹

Collections

430 Cr

↑ 13% YoY¹

Deferred Revenue

1,735 Cr

↑ 16% YoY¹

EBITDA

134 Cr

36% Margin

↑ 12% YoY

Net Profit

154 Cr

33% Margin

↑ 35% YoY

Cash Flow from Operations

161 Cr

37% of Collections

↑ 18% YoY



Note:

1) YoY growth excludes reclassification impact due to change in the channel partner payout structure of Busy Infotech from Nov' 24

Q1 FY26 Results Overview (Standalone)

Revenue from Operations

346 Cr

↑ 10% YoY

Collections

374 Cr

↑ 10% YoY

Deferred Revenue

1,628 Cr

↑ 15% YoY

EBITDA

135 Cr

39% Margin

↑ 15% YoY

Net Profit

166 Cr

39% Margin

↑ 34% YoY

Cash Flow from Operations

144 Cr

39% of Collections

↑ 16% YoY



Q1 FY26 Operational Performance (Standalone)

Paying Suppliers

218 K

↑ 1% YoY

Indian Supplier Storefronts

8.4 Mn

↑ 6% YoY

Active Buyers¹

43 Mn

↑ 6% YoY

Annualised Revenue Per
Paying Supplier

₹ 64 K

↑ 9% YoY

Live Product Listings

121 Mn

↑ 10% YoY

Unique Business Enquiries

29 Mn

↑ 17% YoY

1,493 paying suppliers added this quarter



Note:
1) Last 12 Months

IndiaMART InterMESH Ltd

Busy Q1 FY26 Result Overview

Revenue from Operations

25 Cr

↑ 29% YoY¹

Net Billing¹

53 Cr

↑ 64% YoY¹

Deferred Revenue & Advances

101 Cr

↑ 61% YoY¹

Net Profit

6 Cr

EBITDA

5 Cr

Cash Flow from Operations

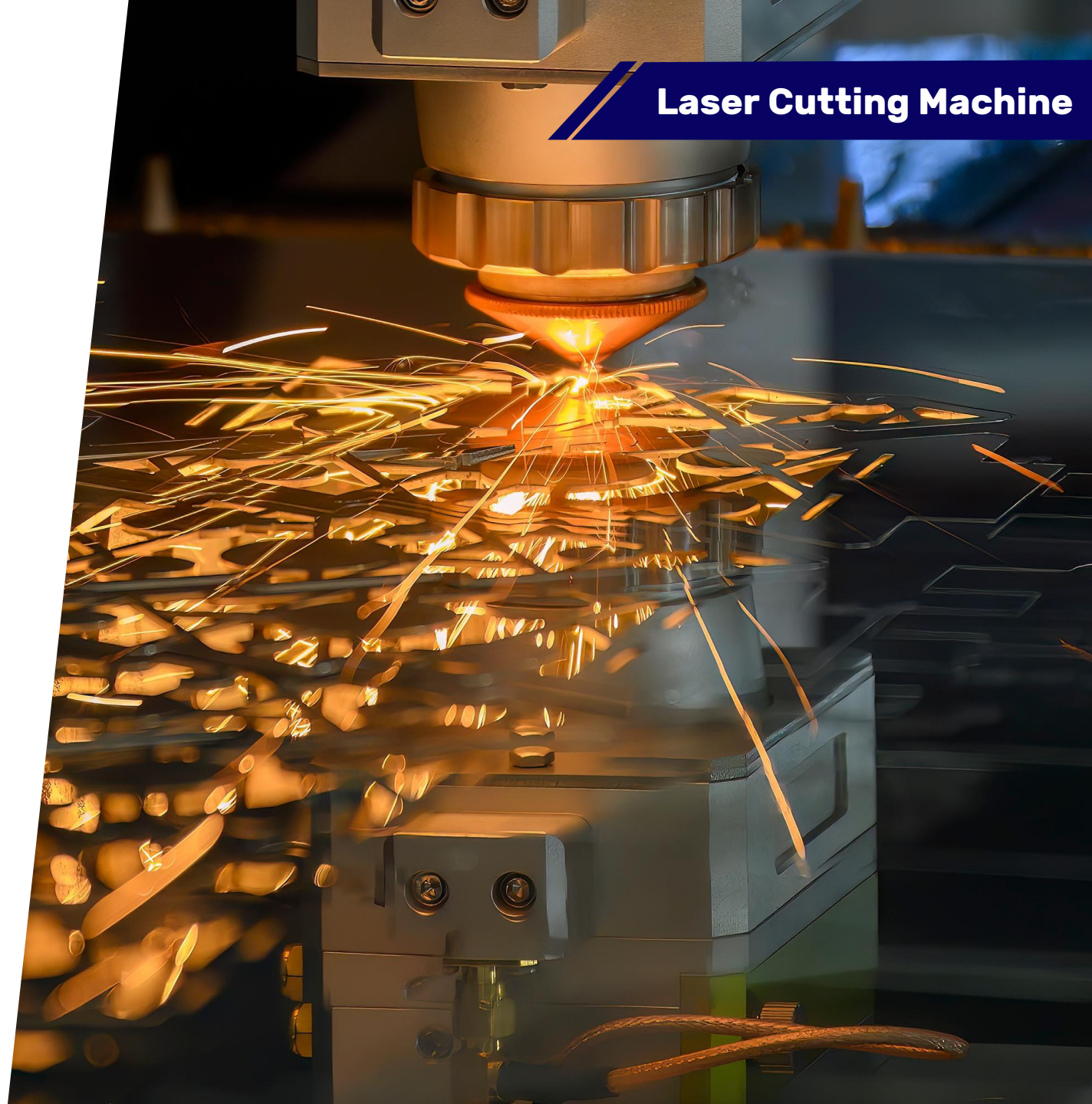
21 Cr

Note:

1) Net billing reflects invoices issued net of trade discounts and GST. From Nov'24, discounts are reclassified as expenses due to a change in the channel partner payout structure. YoY growth excludes reclassification impact



IndiaMART Business Overview



Traditional Marketplace to Online Marketplace

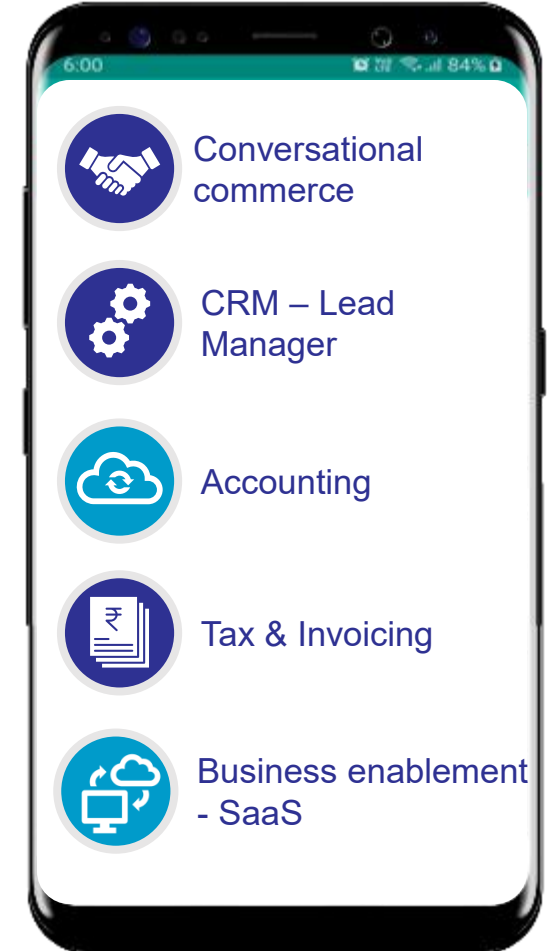
Offline Discovery



Online Discovery, Anytime, Anywhere



Additional services for business enablement



India's Largest Online B2B Marketplace



B2B marketplace is a growing market



Diversified across categories & geographies



2-way discovery marketplace



Behavioral data driven algorithmic matchmaking



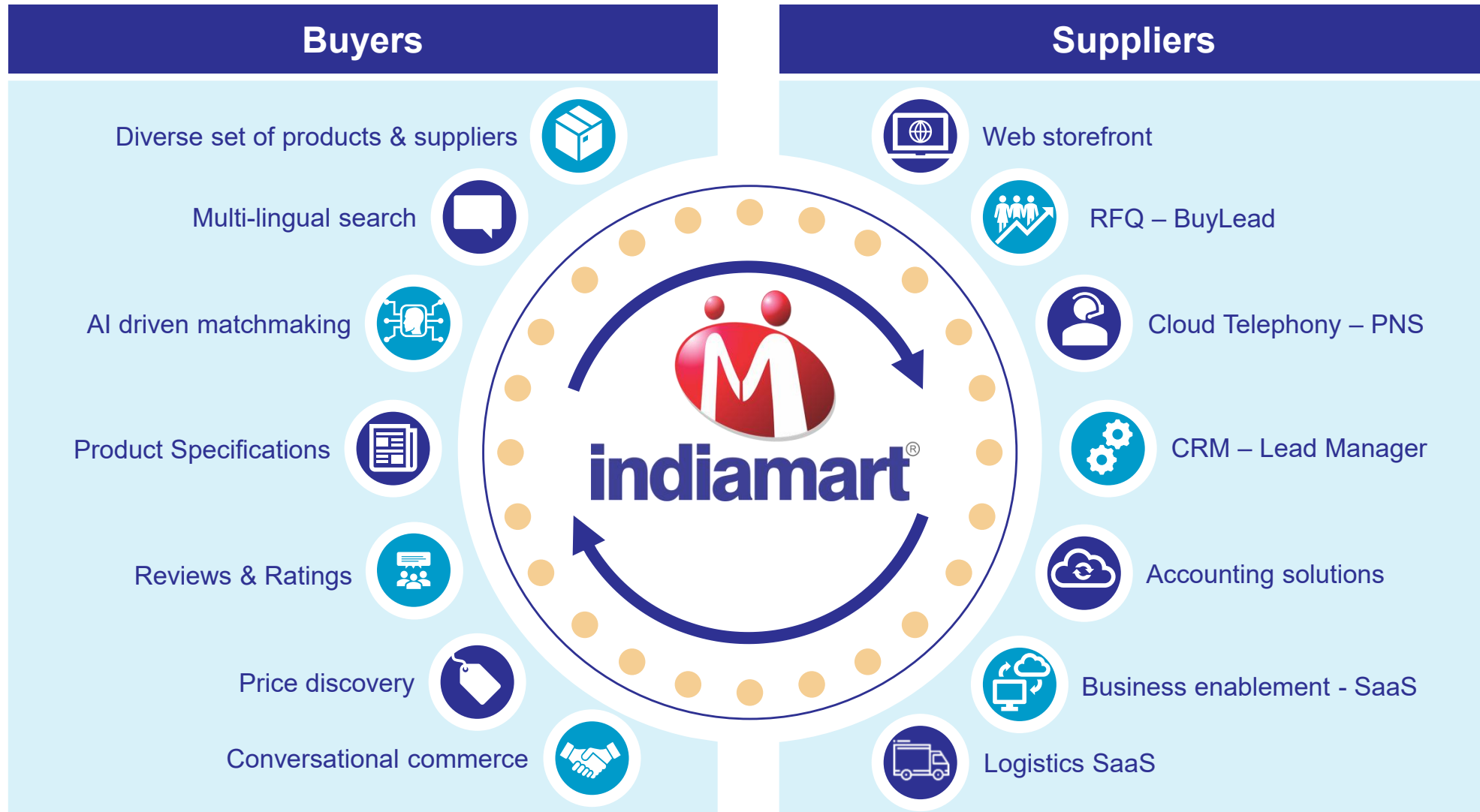
Strong network effects



Subscription based revenue model with negative working capital



Services that Empower Businesses



Well Diversified Across ~98000 Categories



Construction & Building Raw Material

9%



Industrial Plants, Machinery & Equipment

7%



Construction Machinery, Building Supplies & Services

6%



Packaging Material, Supplies & Machines

5%



Consumer Electronics & Household Appliances

5%



Electrical Equipment & Supplies

5%



Apparel, Clothing & Garments

5%



Industrial & Engineering Products, Spares & Supplies

4%



Vegetables, Fruits, Grains, Dairy & Other FMCG & Groceries

4%



Mechanical Components & Parts

3%



Operation Theater, Medical Imaging & Pathology & Hospital Supplies

3%



Chemicals, Dyes & Allied Products

3%



Housewares, Home Appliances, Household Decorations & Consumables

3%



Furniture, Furniture Supplies & Furniture Hardware

2%



Fertilizers, Seeds, Agro Machines, Poultry & Animal Husbandry

2%



Cosmetics, Toiletries & Personal Care Products

2%



Scientific, Measuring, Laboratory Instruments & Supplies

2%



Kitchen Containers, Utensils, Cookware, & Other Products

2%



Automobiles, Spare Parts & Accessories

2%



Pharmaceutical Drugs, Medicines, Vitamins & Other Products

2%



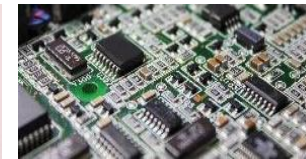
Tools, Machine Tools, Power Tools & Hand Tools

2%



Gifts, Crafts, Antique & Handmade Decorative

2%



Electronics Components & Supplies

1%



Sports Goods, Games, Toys & Accessories

1%

56 Industries

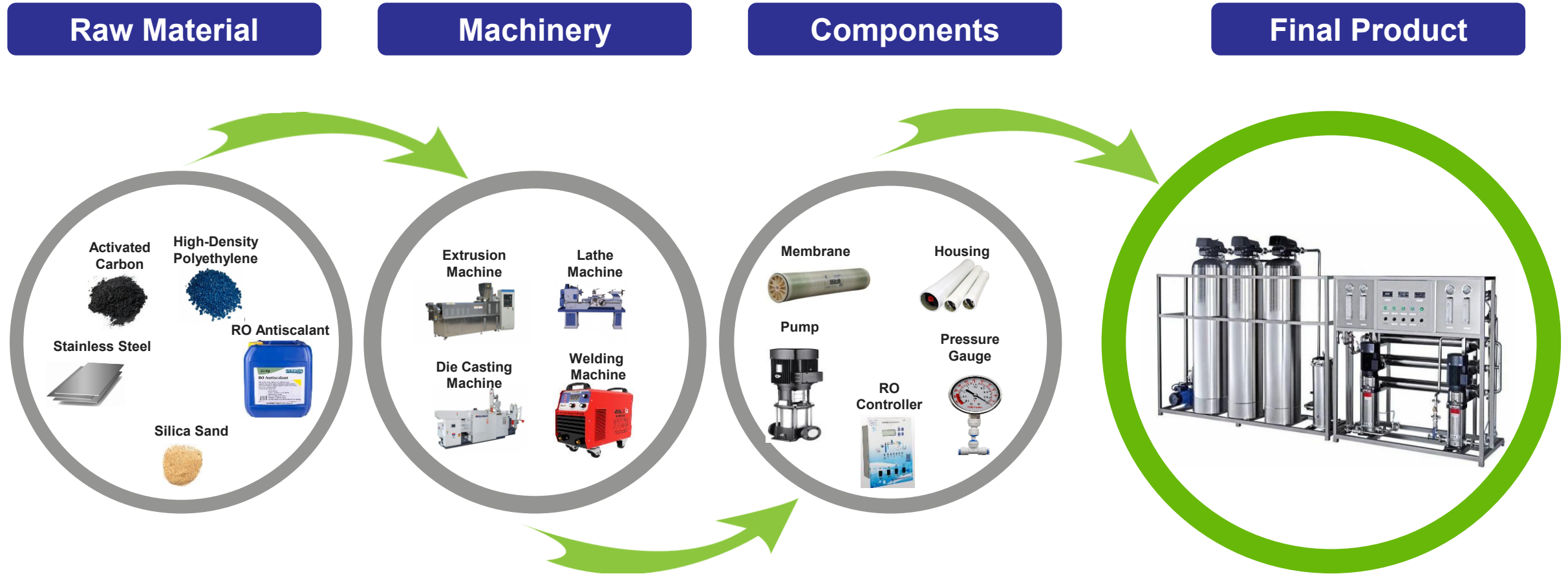
119 Mn Products

*% of total paying supplier, as on March 31, 2025

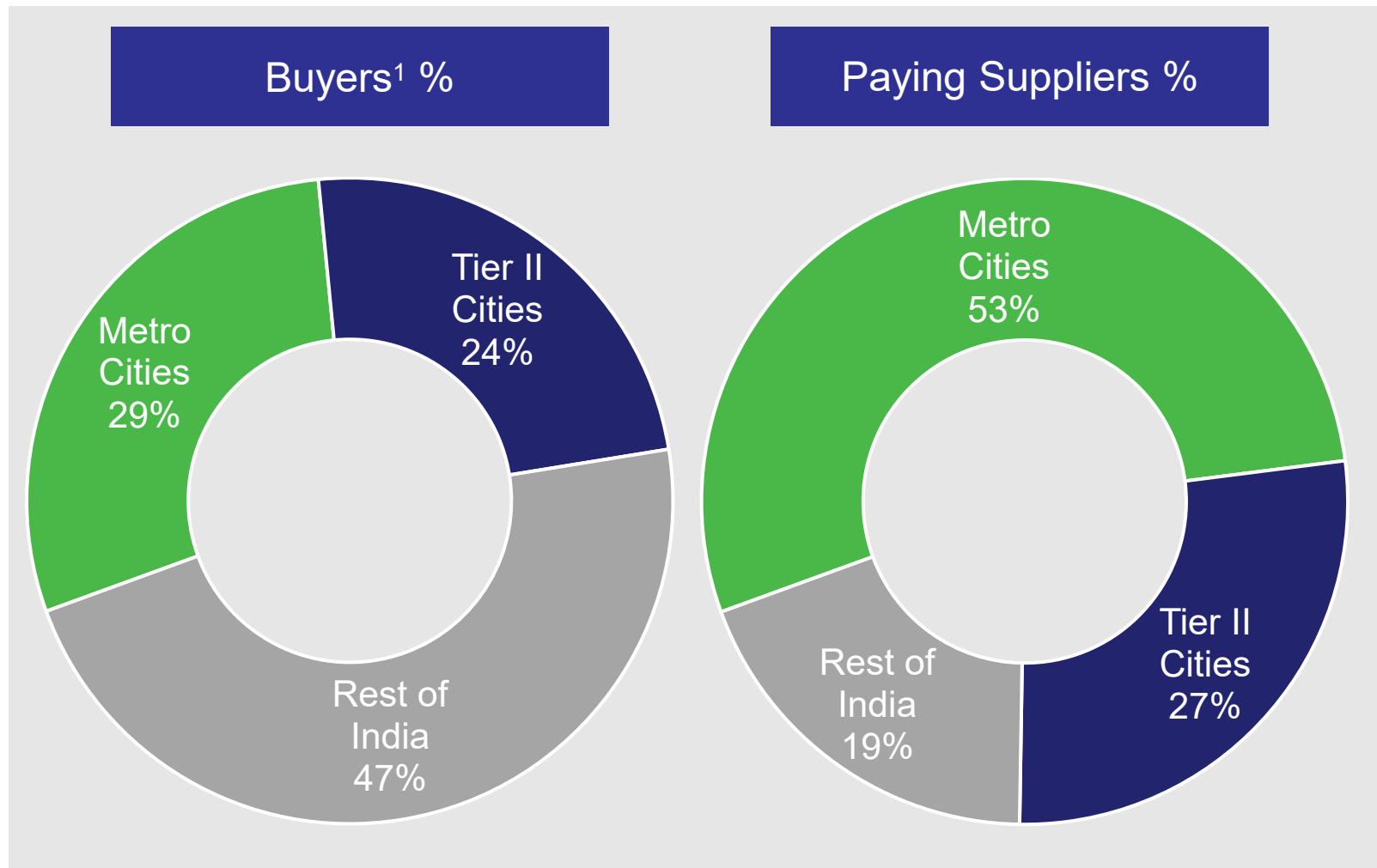


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End-To-End Value Chain Discovery – Water Treatment Plant



Well Diversified Across Geographies



Metro Cities (8)

Delhi NCR, Mumbai, Bengaluru, Hyderabad, Kolkata, Ahmedabad, Pune & Chennai

Tier II Cities (69)

Population > 500,000, excluding the cities covered under metros

Rest of India
(~4,000)

Population <500,000

Note:

1) Basis aggregate buyers who have submitted enquiries during the last 5 years

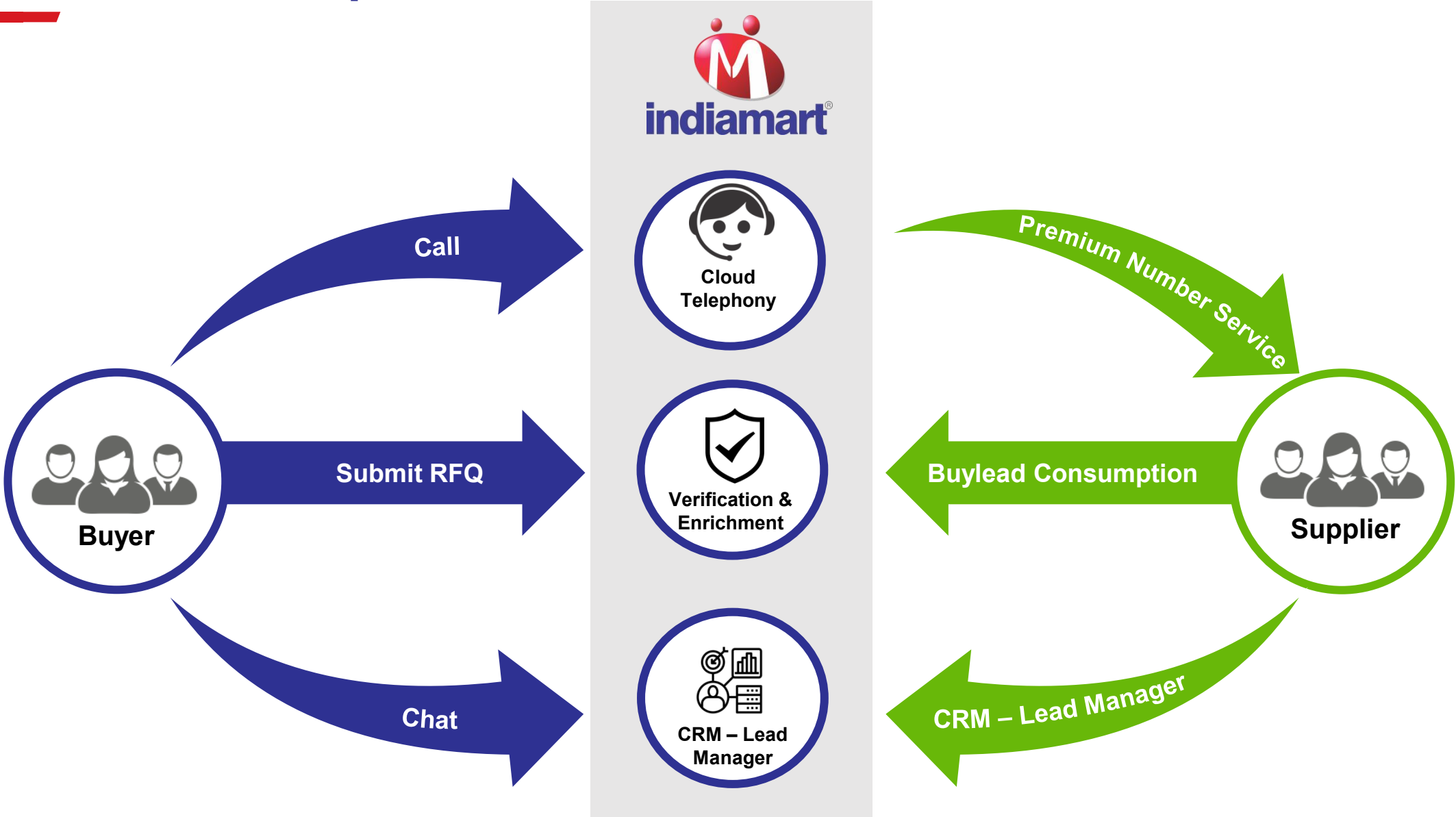
2) Figures as on March 31, 2025

3) Population as per 2011 census



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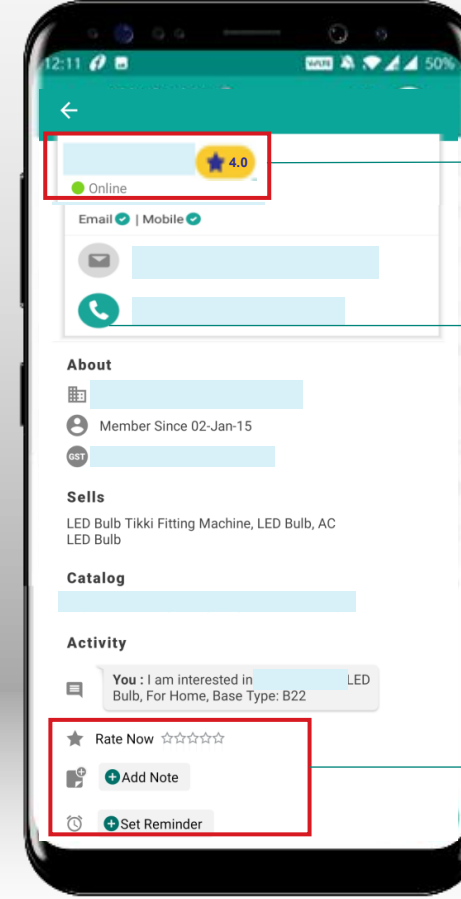
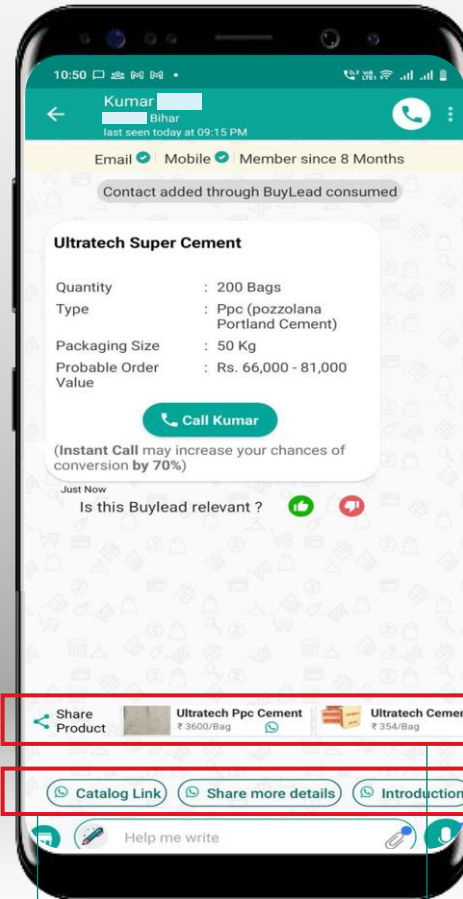
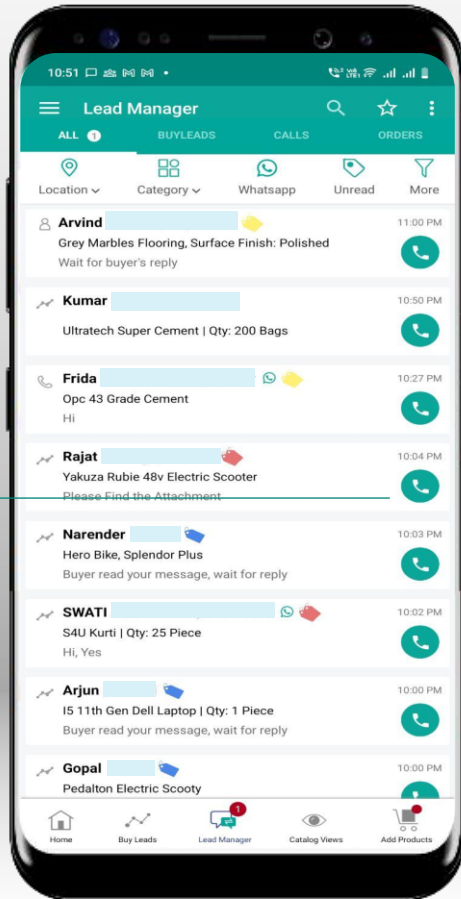
2-way Discovery Marketplace



CRM – Lead Manager & Conversational Commerce

~152mn Replies¹ & Callbacks² during Q1 FY26

Direct Buyer Callback



Reviews & Ratings

Call Option & Alerts

Add Notes, Set Reminders

AI-based Smart Reply

One Tap Product Sharing

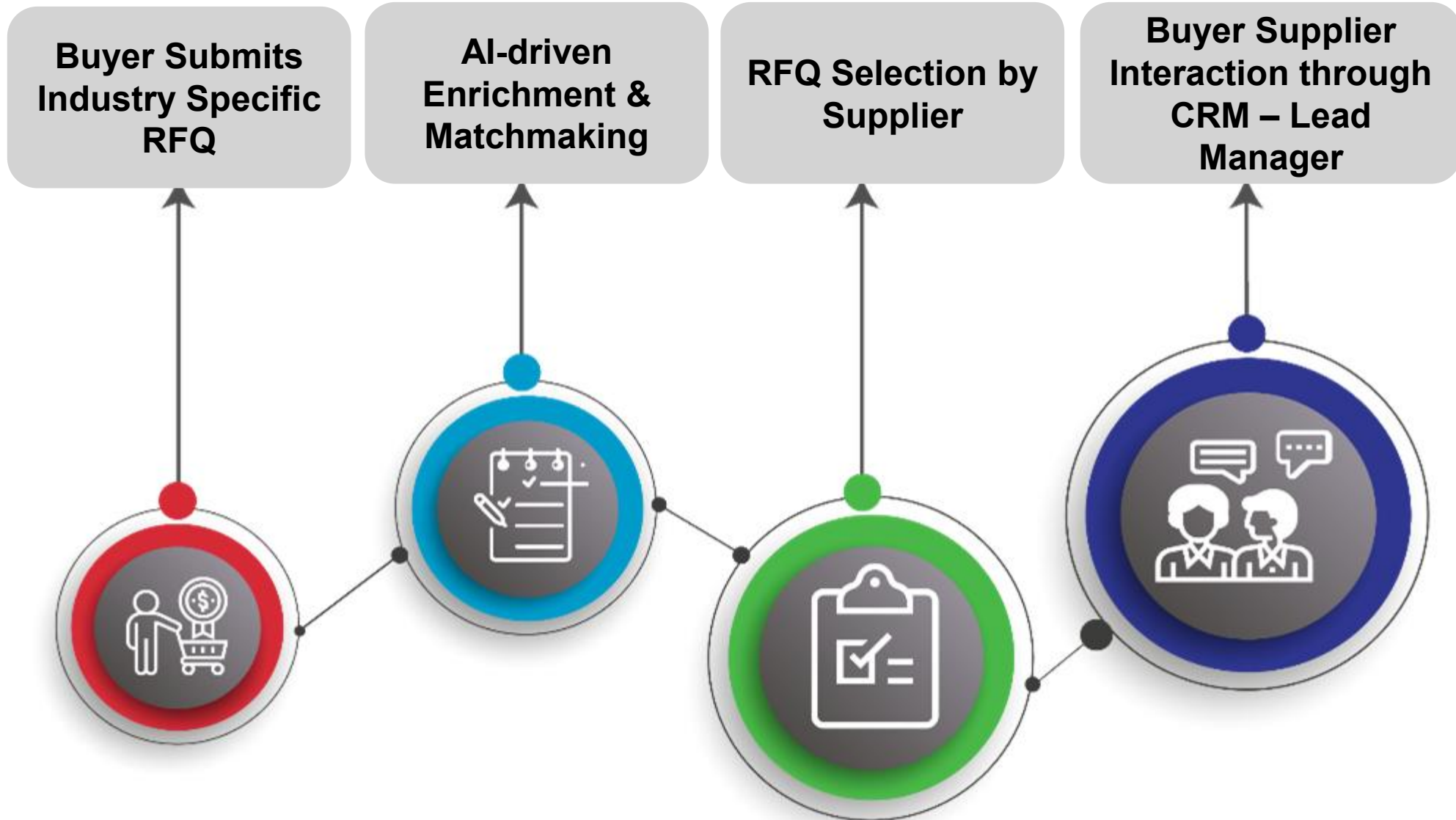
Note:

- 1) Total Replies via desktop, Mobile site, Email & App
- 2) Total Callbacks via Mobile site & App

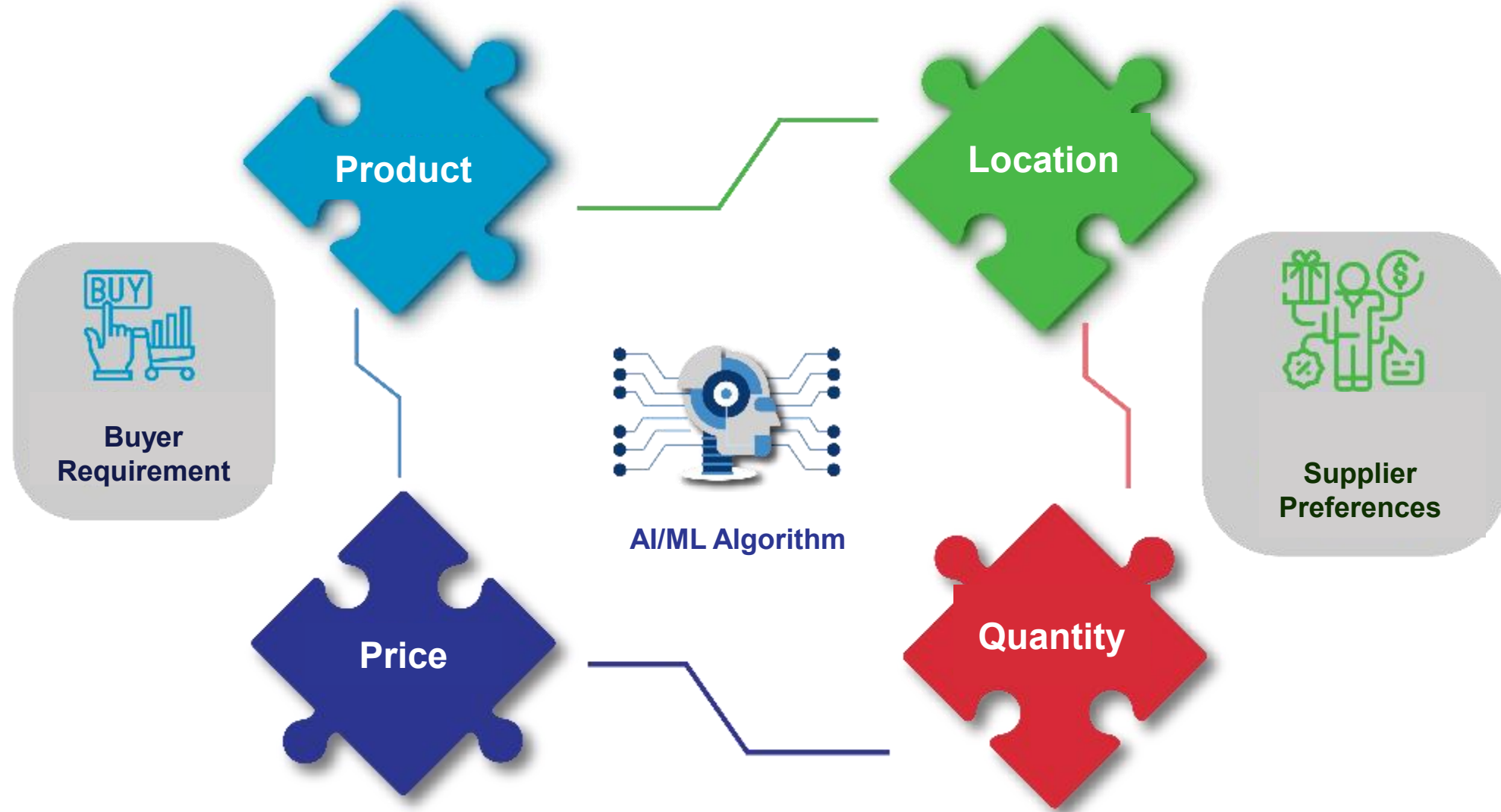


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How RFQ / BuyLead Works



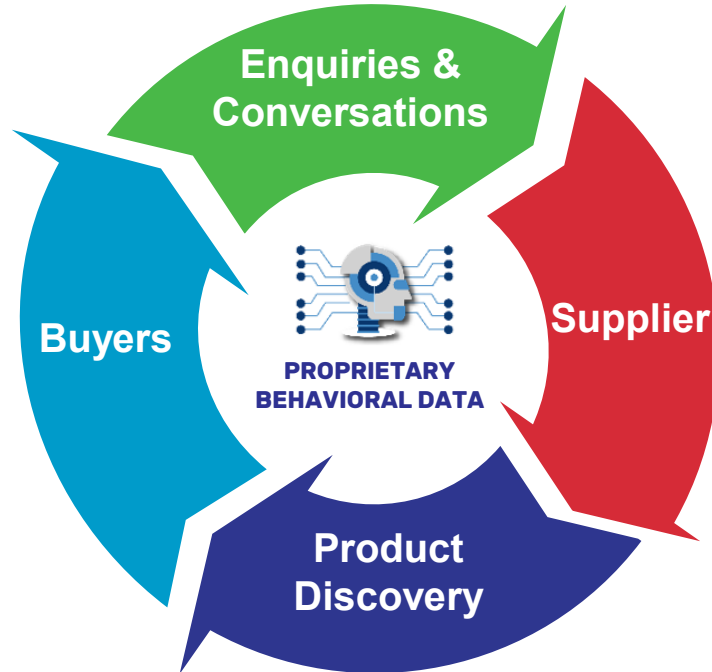
Behavioral Data Driven Algorithmic Matchmaking



Key Competitive Strengths – Brand & Network Effect

- 29 Mn Unique Business Enquiries ⁽¹⁾
- 152 Mn Replies & Callbacks ⁽¹⁾
- Call Responsiveness
- RFQ selection

- 43 Mn Active Buyers ⁽²⁾
- 58% Repeat Buyers ⁽³⁾
- 38% Suppliers are Buyers
- 4.8 Play Store Rating



- 8.4 Mn Suppliers
- 218K Paying Supplier
- Multi-channel sales & service
- Review & Ratings

- 121 Mn Listed Products
- ~98K Categories
- Product specifications
- Pricing, photos & videos

Note: Figures as of June 30, 2025

1) Figures for Q1FY26

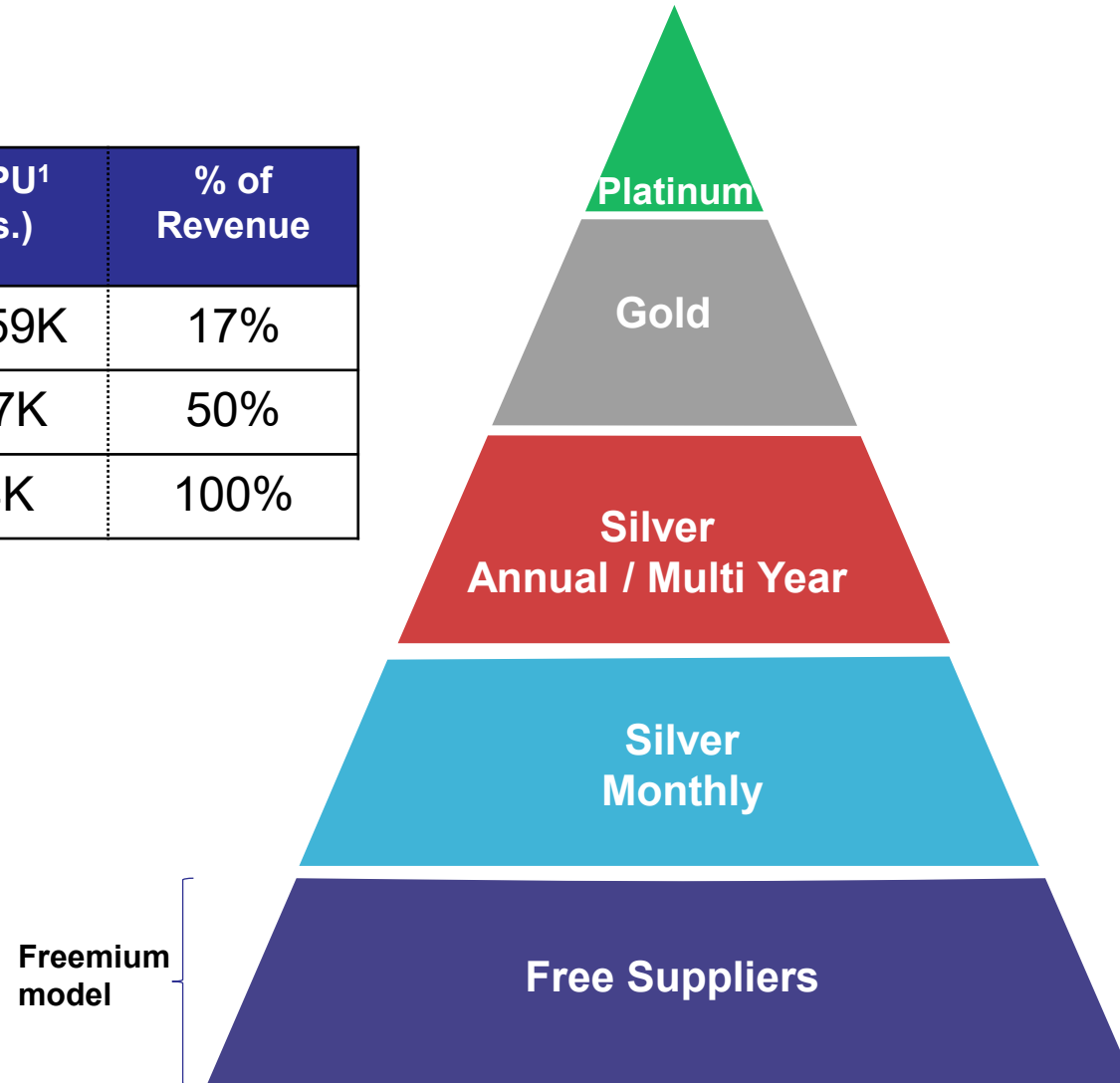
2) Last 12 months

3) Calculated for 90 days



ROI-driven, Subscription Based Revenue Model & RFQ Quota

Paying suppliers	ARPU ¹ (Rs.)	% of Revenue
Top 1% ~2K	1,059K	17%
Top 10% ~22K	317K	50%
218K	64K	100%



Key Offerings



Web Storefront



Cloud Telephony – PNS



Priority Listing



RFQ Selection Credits - BuyLead



CRM – Lead Manager



Buyer Profile

Note:

1) ARPU represents Revenue from operations for the current quarter divided by Paying supplier at period end & the same has been multiplied by 4 to represent annualised run-rate

2) RFQ Quota:- Silver Monthly: Daily - 1 Weekly - 7; Silver Annual/MYR: Daily - 1 Weekly - 10; Gold: Daily - 2 Weekly - 20 to 30; Platinum: Daily - 2 to 4 Weekly - 30 to 100



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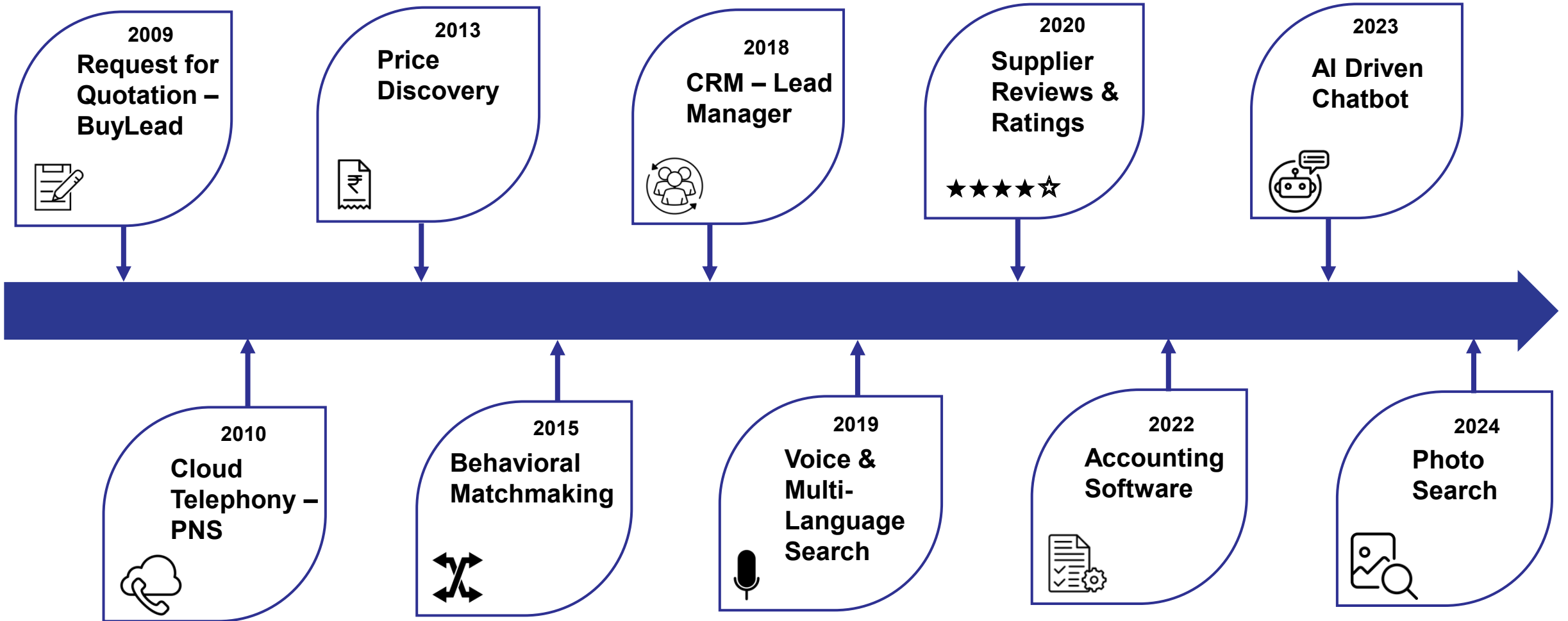


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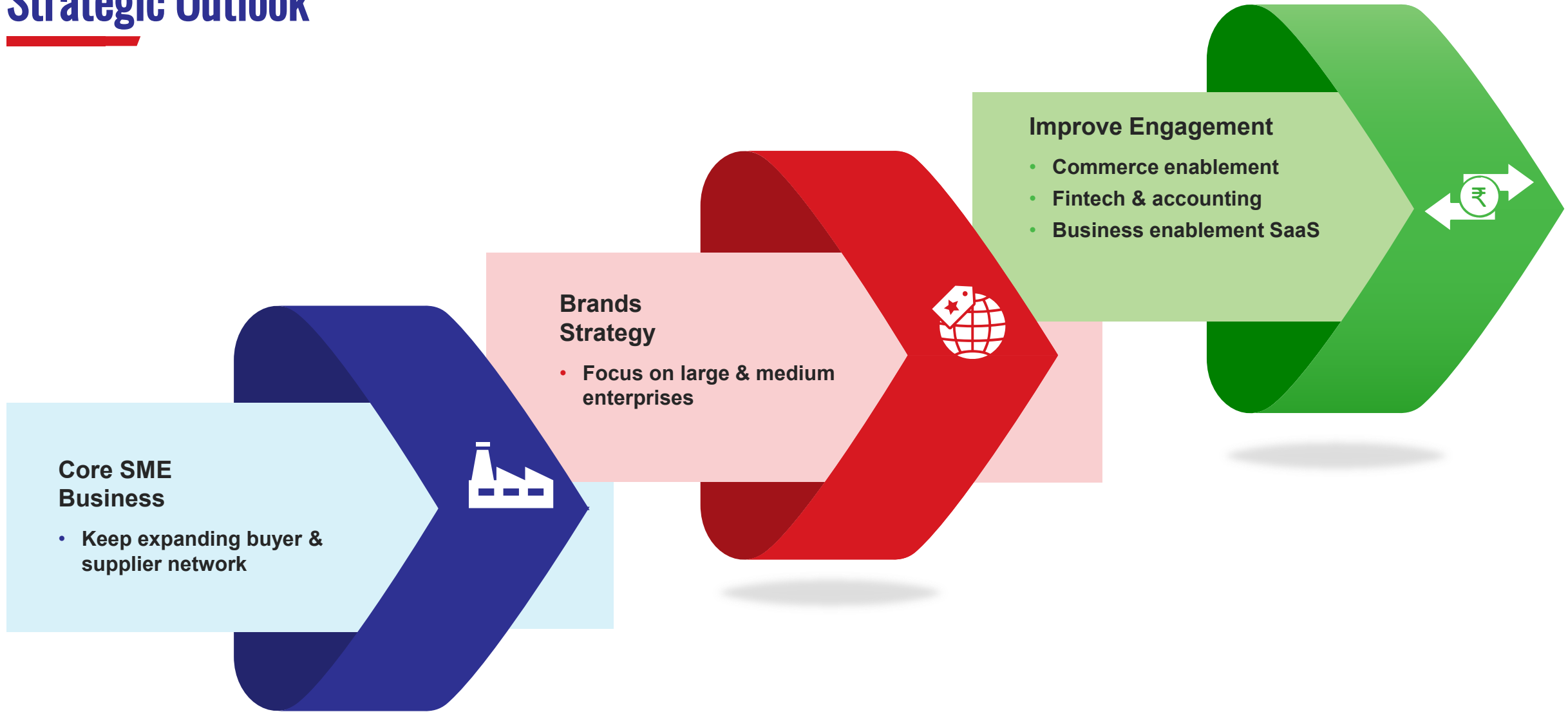
1) All trademarks, logos & brand names are the property of their respective owners. Use of any third-party names, trademarks & brands are for reference purposes only



Constant Innovation & Technology Focus



Strategic Outlook



Journey Towards Commerce & Business Enablement

Enablement of Commerce

Discovery

Products Specifications & Prices

Photos / Videos

Reviews & Ratings

Conversation

Buyer & Supplier Negotiations

Customer History & Reminder

Quotations & Invoicing

Commerce

Credit Facilitation

Logistics / Tracking

Business Enablement

Business Enablement



Accounting /
Invoicing



Inventory
Management



Distributor
Management



Payroll



Order
Management



Receivables
Management



Procurement
Management



Tax
Compliance



Accounting - Strategic Fit for IndiaMART

- Business Necessity
- High Customer Stickiness
- Large & Growing Market
- Subscription based Revenue Model

~ Rs. 715 crores invested in Accounting space

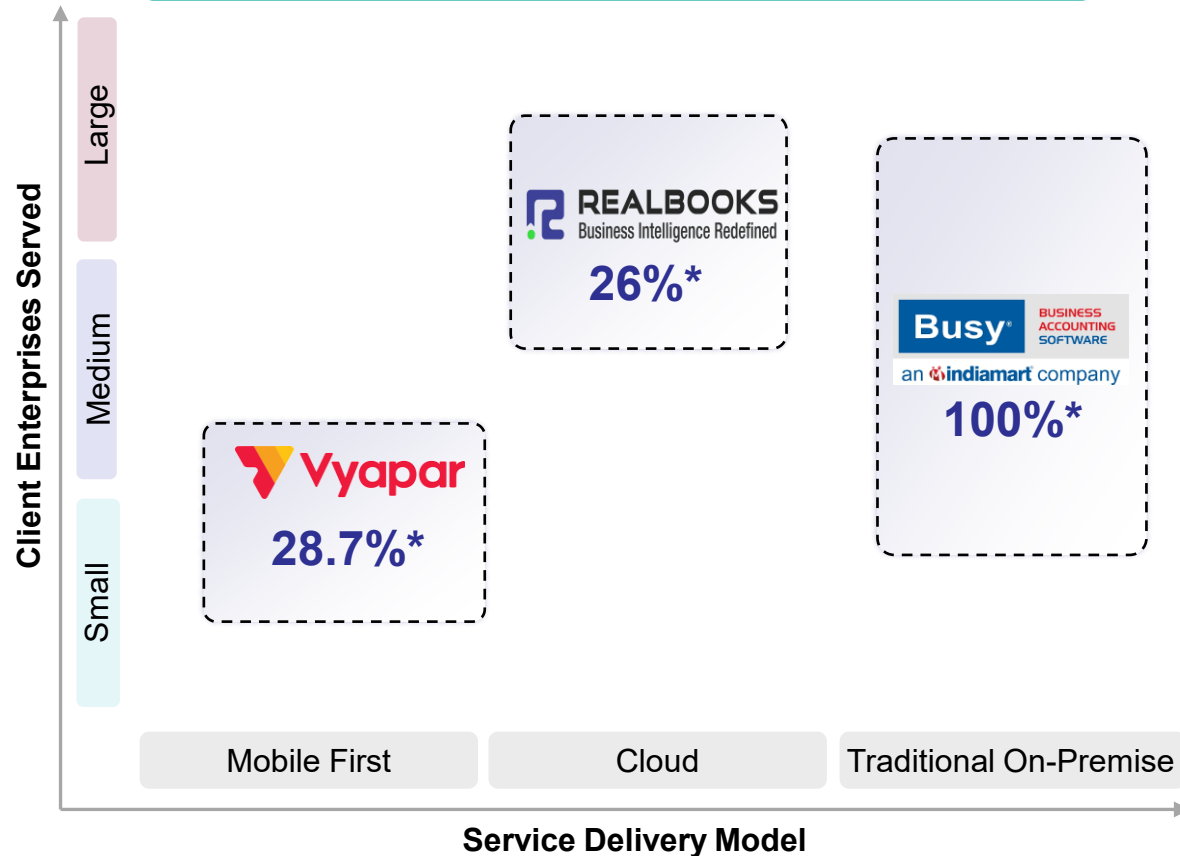


Represents opportunities available for IndiaMART



Investments in Accounting

~ 1 Mn businesses

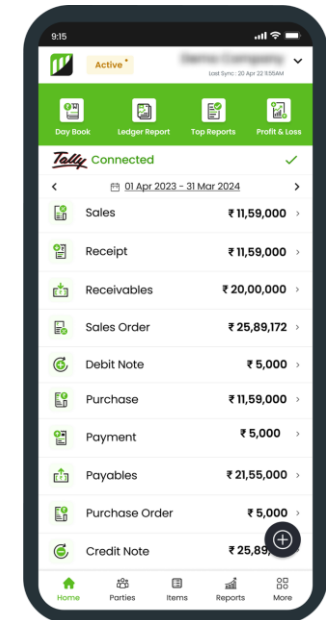


~ 6 Mn¹ businesses on Tally



Provide mobile & cloud functionality to Tally users

100%*



Note:

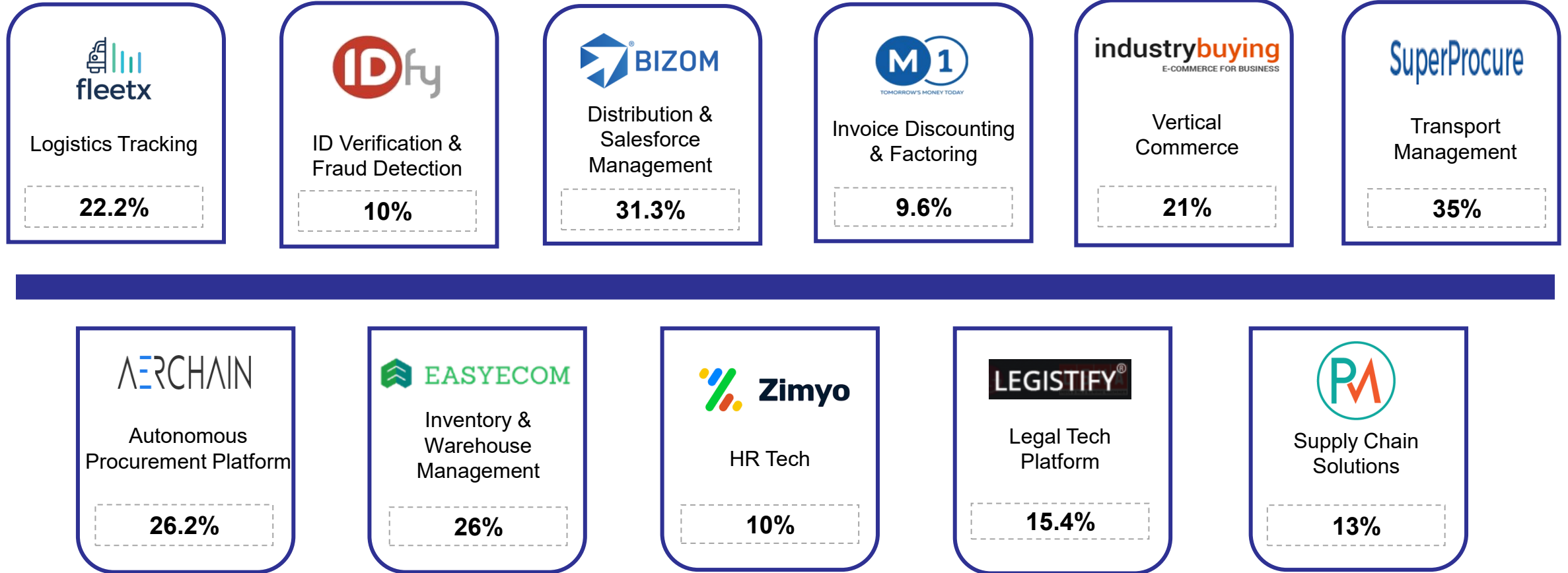
- 1) Source Media reports
- 2) All trademarks, logos & brand names are the property of their respective owners. Use of any third-party names, trademarks & brands are for reference purposes only.

*IndiaMART Holding


















IndiaMART InterMESH Ltd

Other Strategic Investments



Investment Portfolio

	Investee Company	Brand Name (clickable link)	Total Investment ¹ (in Crore)	Shareholding Aggregate (%)
Subsidiaries				
1	Busy Infotech		508	100.0%
2	Livekeeping Technologies		87	100.0%
Strategic Investments				
1	Fleetx Technologies		161	22.2%
2	IB MonotaRO		118	21.0%
3	Simply Vyapar Apps		108	28.7%
4	Baldor Technologies		90	10.0%
5	Mobisy Technologies		67	31.3%
6	Mynd Solutions		53	9.6%
7	Truckhall		32	35.0%
8	Agillos E-Commerce		26	26.2%
9	Edgewise Technologies		18	26.0%
10	Zimyo Consulting		17	10.0%
11	Adansa Solutions		14	26.0%
12	Legistify Services		9	15.4%
13	Instant Procurement Services		1	13.0%



Note:
1) At Cost

IndiaMART InterMESH Ltd

Operational Performance (Standalone)

Excavator



Operational Metrics

(Figures in Millions, unless otherwise mentioned)

Q4FY25	Q1FY26	YoY	Particulars	FY17	FY18	FY19	FY20	FY21	FY22	FY23	FY24	FY25	CAGR
211	215	9%	Registered Buyers	39	60	83	102	125	149	170	194	211	23%
43	43	6%	Active Buyers - Last 12 Months	13	25	29	30	35	38	37	39	43	16%
27	29	17%	Unique Business Enquiries	31	53	73	74	96	97	88	93	106	17%
97	97	(24%)	Business Enquiries Delivered	157	290	449	464	610	550	479	520	458	14%
272	286	7%	Traffic	326	553	723	748	960	1,071	1,021	1,084	1,102	16%
8.4	8.4	6%	Indian Supplier Storefronts	3.2	4.7	5.5	6.0	6.5	7.1	7.5	7.9	8.4	13%
119	121	10%	Live Product Listings	33	50	61	67	72	83	95	108	119	17%
217	218	1%	Paying Suppliers*	96	108	130	147	152	169	203	214	217	11%
62	64	9%	ARPU*	32	37	38	42	44	44	46	53	61	8%
306	317	13%	Top 10% ARPU*	130	150	155	174	181	194	214	247	289	11%
6,102	6,315	10%	Employees (Nos)	2,713	2,539	2,915	3,150	2,701	3,672	4,583	5,384	6,102	11%



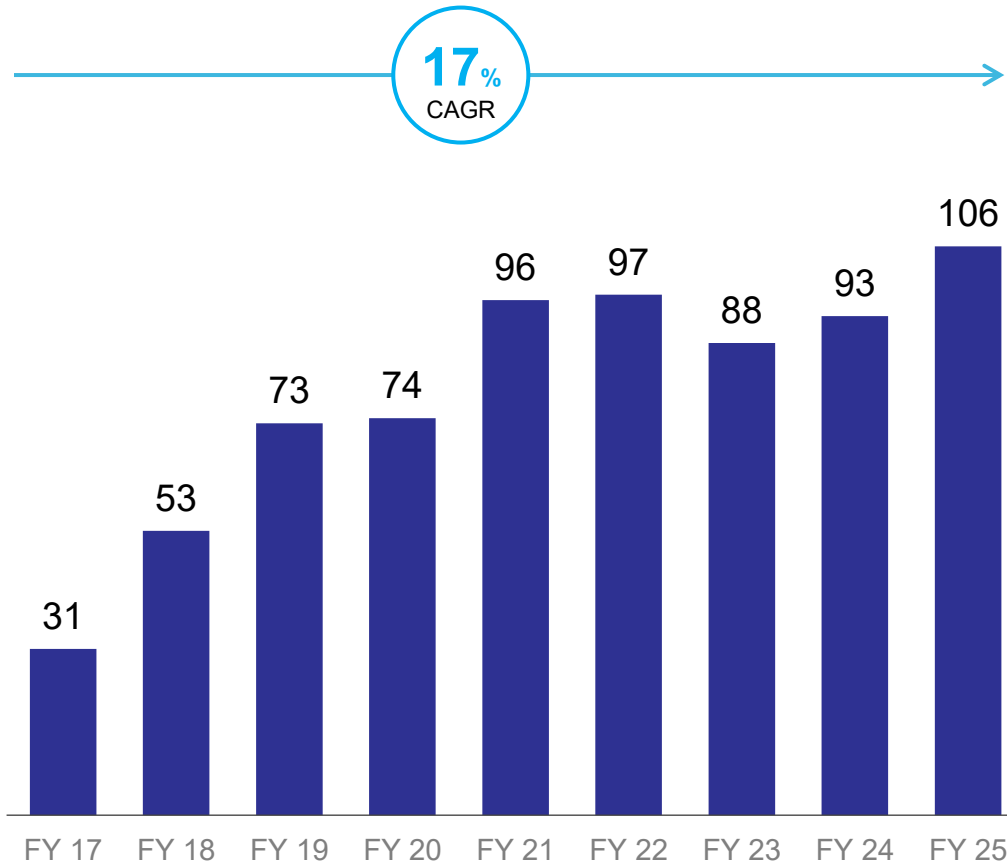
* Figures in Thousand

IndiaMART InterMESH Ltd

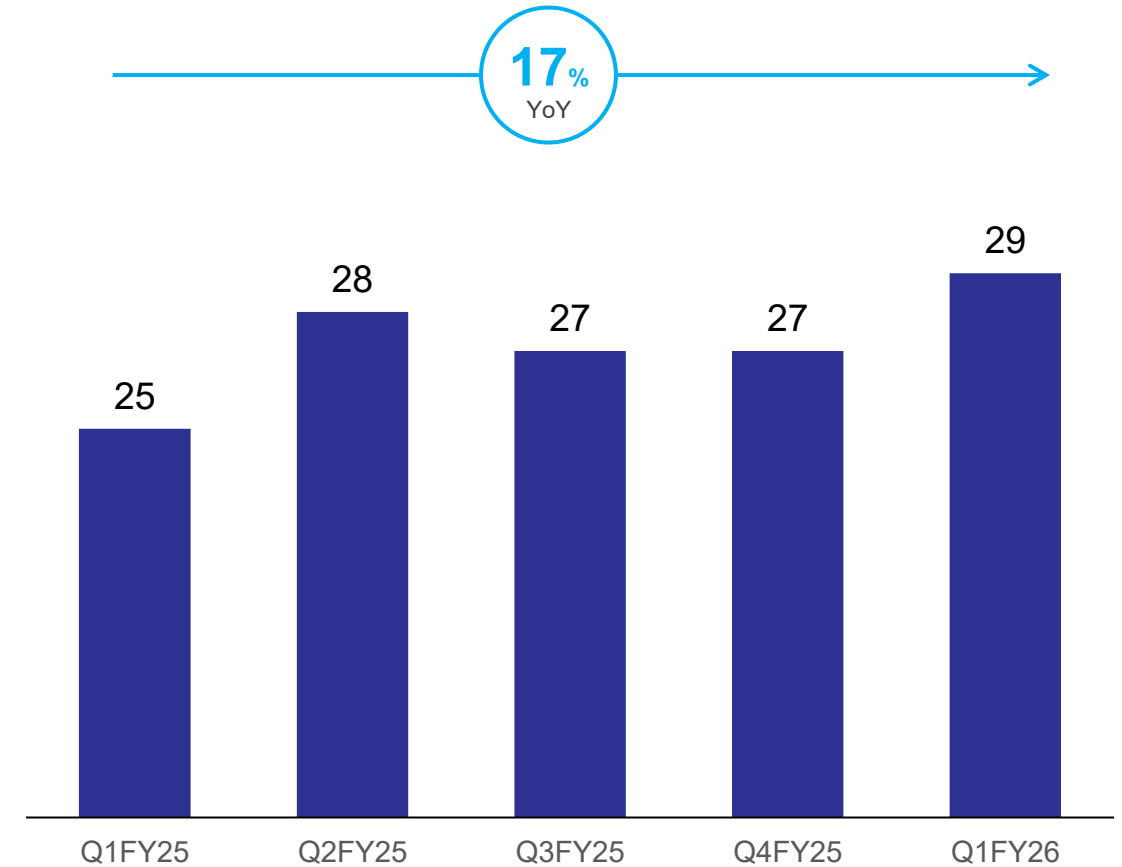
Unique Business Enquiries

(Figures in Millions)

Yearly trends



Quarterly trends



Note:

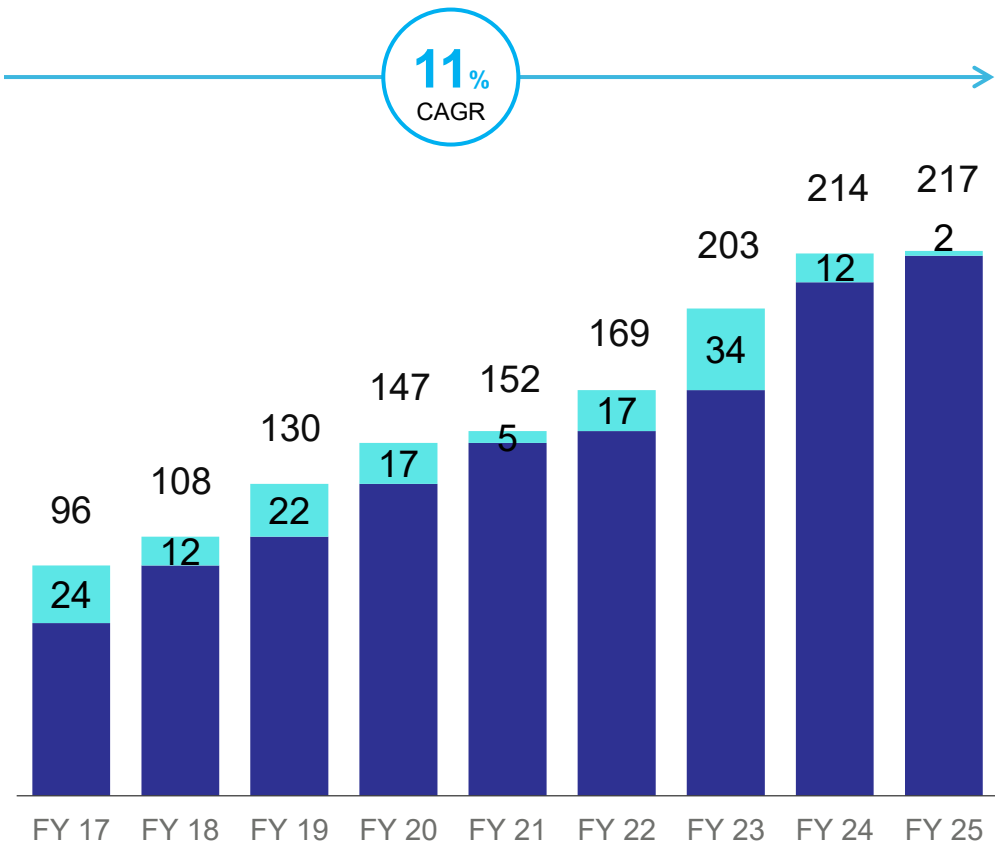
- 1) Buyer posting an enquiry is one unique buyer for that day. If the same buyer posts another enquiry on a different day, he is considered as a different unique buyer. Sum of all such unique quarterly & yearly buyers is mentioned in the Quarterly & Yearly trends, respectively



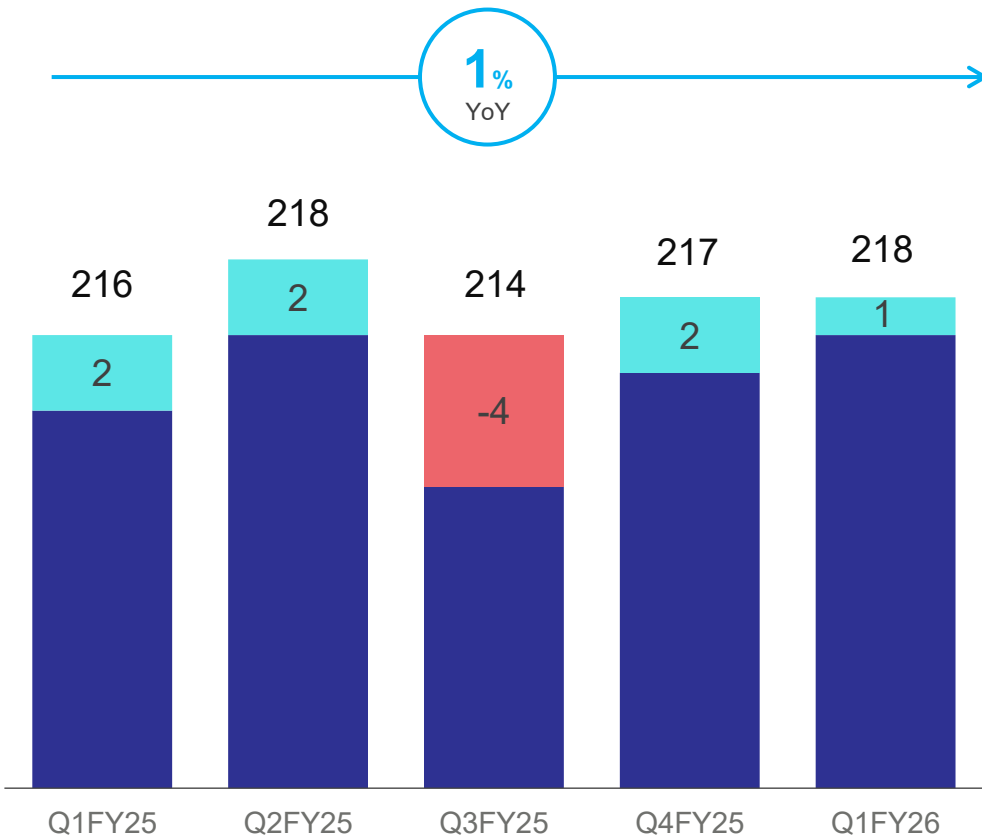
Paying Suppliers

(Figures in Thousand)

Yearly trends

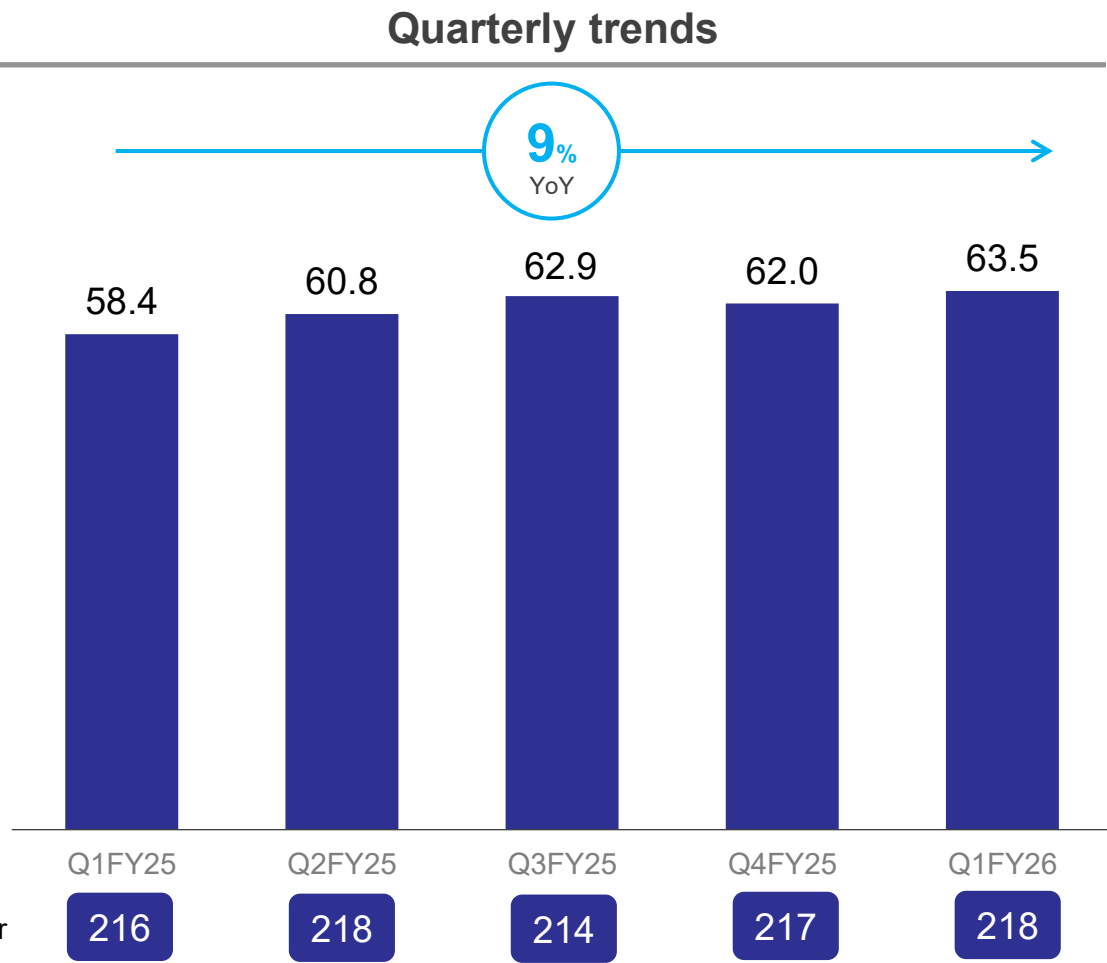
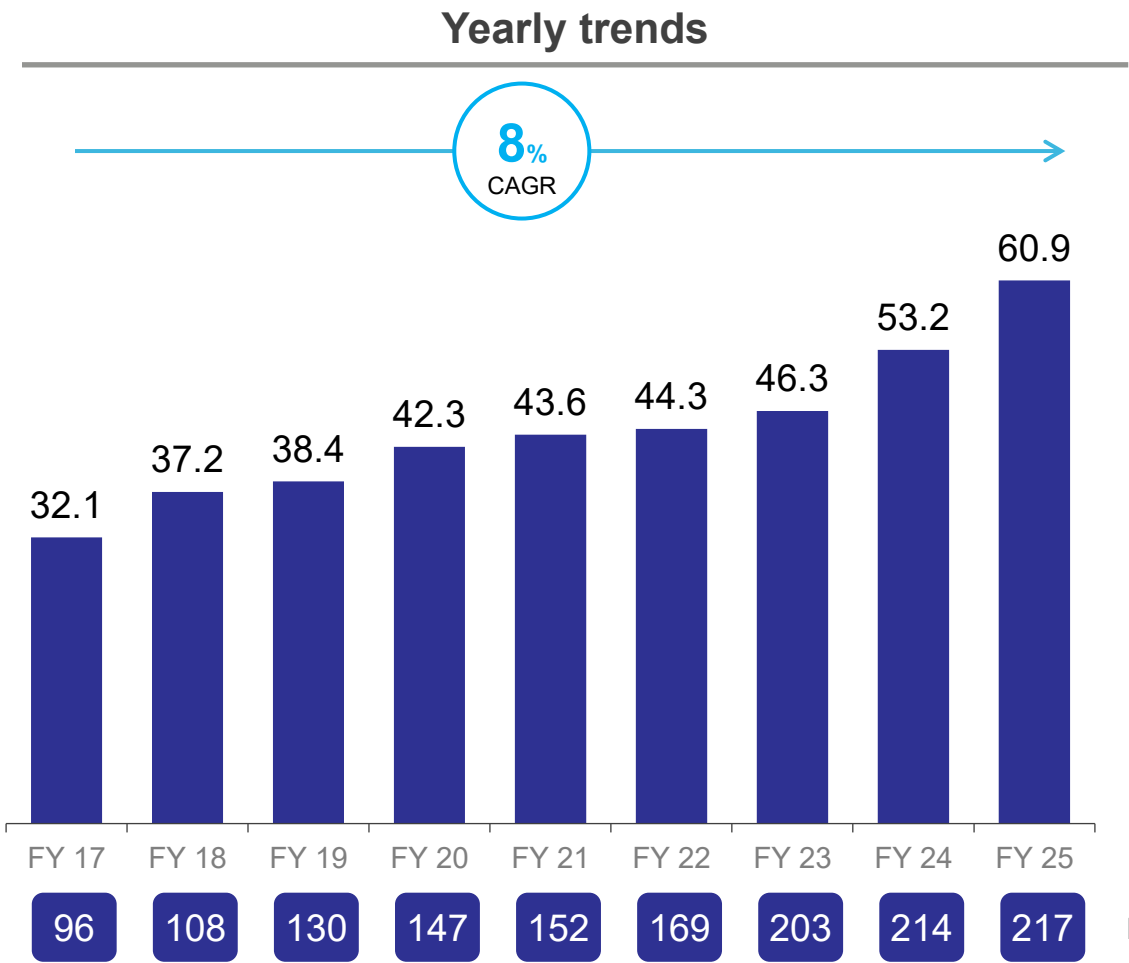


Quarterly trends



Annualised Revenue Per Paying Supplier

(₹ and Figures in Thousand)



Note:
1) Represents Revenue from operations for the period divided by Paying suppliers at period end for the purposes of Quarter, the same has been multiplied by 4 to represent annualised run-rate

Nationwide Sales & Service Coverage



Strong presence across the length & breadth of the country



Reach to 1,000+ cities



Field, Tele & Online Sales



~ 5,000 Sales & Servicing team



~120 Channel Sales Partner Locations

Note: Figures as of March 31, 2025



Note: Map not to scale

IndiaMART InterMESH Ltd

Financial Performance

Consolidated Section



Financial Performance – Consolidated

(₹ in Crore)

Q4FY25	Q1FY26	YoY	Financial Metrics	FY20	FY21	FY22	FY23	FY24	FY25	CAGR
355	372	12%	Operating Revenue	639	670	753	985	1,197	1,388	17%
109	92		Other Income	69	87	112	181	211	272	
464	465	21%	Total Income	707	756	866	1,166	1,407	1,661	19%
157	161	12%	Manpower Cost	267	205	268	425	544	601	18%
18	19		Outsourced Sales Cost	72	52	74	131	138	79	
49	58		Other Operating Expense	131	84	104	162	183	186	
225	239	13%	Total Expenses	470	341	446	718	865	866	13%
131	134	12%	EBITDA	169	328	308	268	331	523	25%
37%	36%		EBITDA Margin(%)	26%	49%	41%	27%	28%	38%	
10	8		Others ¹	24	23	17	39	47	40	
38	50		Tax Expense	64	110	93	88	120	155	
11	14		Associates Loss	2	3	12	38	40	49	
181	154	35%	Net Profit	147	280	298	284	334	551	30%
39%	33%		Net Profit Margin(%)	21%	37%	34%	24%	24%	33%	
30	26	35%	EPS ² (Rs.)	26	48	49	46	55	92	29%
271	161	18%	Cash flow from Operations	261	323	402	476	559	623	19%
541	430	17%	Collections from Customers	738	711	934	1,219	1,474	1,626	17%

Note:

1) Others include –Depreciation, Amortization, Finance Cost & Exceptional Item

2) EPS has been adjusted in all years & quarters to give effect of bonus issuance in Q1FY24



Abridged Balance Sheet - Consolidated

(₹ in Crore)

Q4 FY25	Q1 FY26	Particulars	FY20	FY21	FY22	FY23	FY24	FY25
61	57	Fixed Assets ¹	86	65	56	99	82	61
454	454	Goodwill ²	-	-	-	454	454	454
67	59	Other Assets ³	77	44	52	51	48	67
2,886	2,762	Cash & Investments	931	2,365	2,419	2,335	2,340	2,886
665	692	Strategic Investments	30	37	421	512	524	665
4,134	4,023	Total Assets	1,123	2,511	2,949	3,445	3,449	4,134
2,185	2,044	Capital & Reserves	275	1,611	1,874	2,059	1,736	2,185
1,678	1,735	Deferred Revenue ⁴	685	726	907	1,162	1,440	1,678
53	78	Tax Liabilities	-	21	16	24	48	53
33	30	Lease Liabilities	77	63	56	46	41	33
185	136	Other Liabilities ⁵	86	90	96	154	184	185
4,134	4,023	Total Liabilities	1,123	2,511	2,949	3,445	3,449	4,134

Note:

- 1) Includes fixed assets, intangible assets & right of use assets
- 2) On account of acquisition through business combination which includes Rs. 412 cr of Busy Infotech & Rs. 42 cr of Livekeeping Technologies
- 3) Includes security deposits, recoverable from payment gateway, prepaid expenses and remaining assets combined
- 4) Includes customer advances
- 5) Includes provisions & payables, statutory liabilities & other financial liabilities



Cash Generation & Utilization

(₹ in Crore)

Particulars	FY20	FY21	FY22	FY23	FY24	FY25	Q1 FY26
Opening Cash & Treasury Investments	685	931	2,365	2,419	2,335	2,340	2,886
Cash flow from operating activities	261	323	402	476	559	623	161
Cash flow from investing activities¹	(6)	14	(273)	(331)	32	(18)	(29)
(i) Non-Operating Income ²	25	21	127	255	71	135	15
(ii) Capital expenditure ³	-	3	(4)	(16)	(14)	(8)	(3)
(iii) Strategic Investments	(31)	(10)	(395)	(570)	(25)	(144)	(41)
Cash Flow from Financing Activities	(51)	1,038	(58)	(143)	(695)	(148)	(330)
(i) Proceeds from issue of shares ⁴	2	1,052	0	0	0	0	0
(ii) Other financing activities ⁵	(20)	(12)	(13)	(13)	(14)	(28)	(30)
(iii) Capital distributed to Shareholders ⁶	(33)	(1)	(46)	(130)	(681)	(120)	(300)
Δ in Fair Value Gain on Treasury Investments	42	60	(18)	(85)	109	89	73
Closing Cash & Treasury Investments	931	2,365	2,419	2,335	2,340	2,886	2,762

Note:

1) Adjusted for change in Investments, FDR, Inter corporate deposit & others during the period

2) Includes realized income from treasury investments & net investments in FDRs, Inter Corporate deposits & gain from sale of stake in associates and other investments

3) Includes purchase & sale of property, plant and equipment & other intangible assets & refundable security deposit for listing on stock exchange

4) Includes proceeds from issue of equity shares on exercise of ESOPs & qualified institutions placement

5) Includes cash flow from repayment of lease liability, interest expense & purchase of further shares in subsidiary

6) Includes dividend paid & buyback inclusive of tax

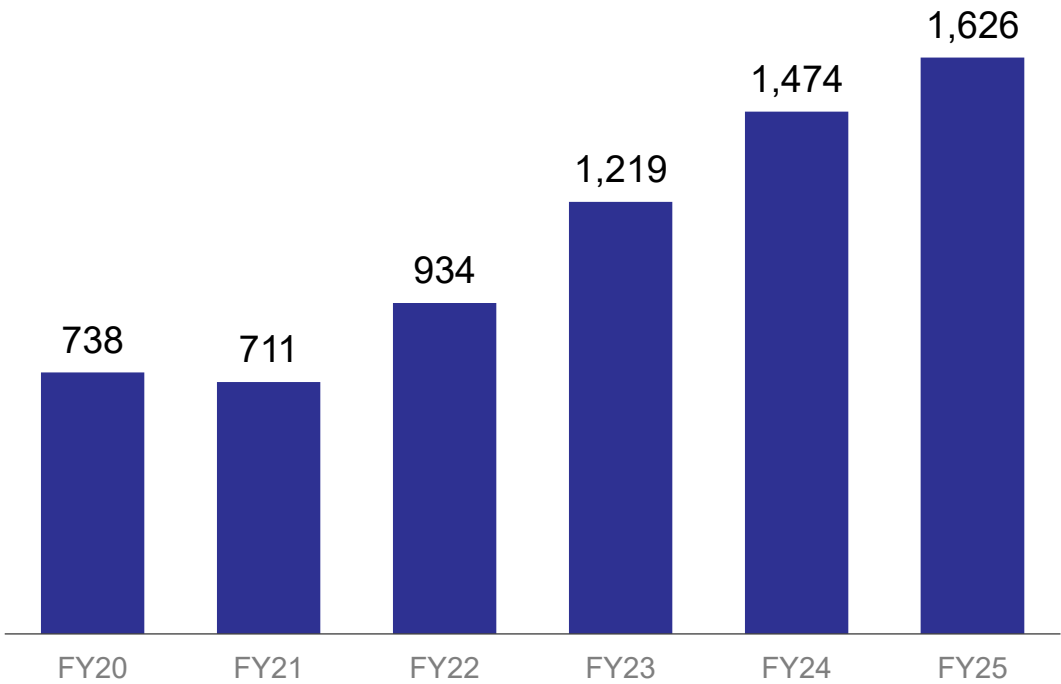


Collections from Customer - Consolidated

(₹ in Crore)

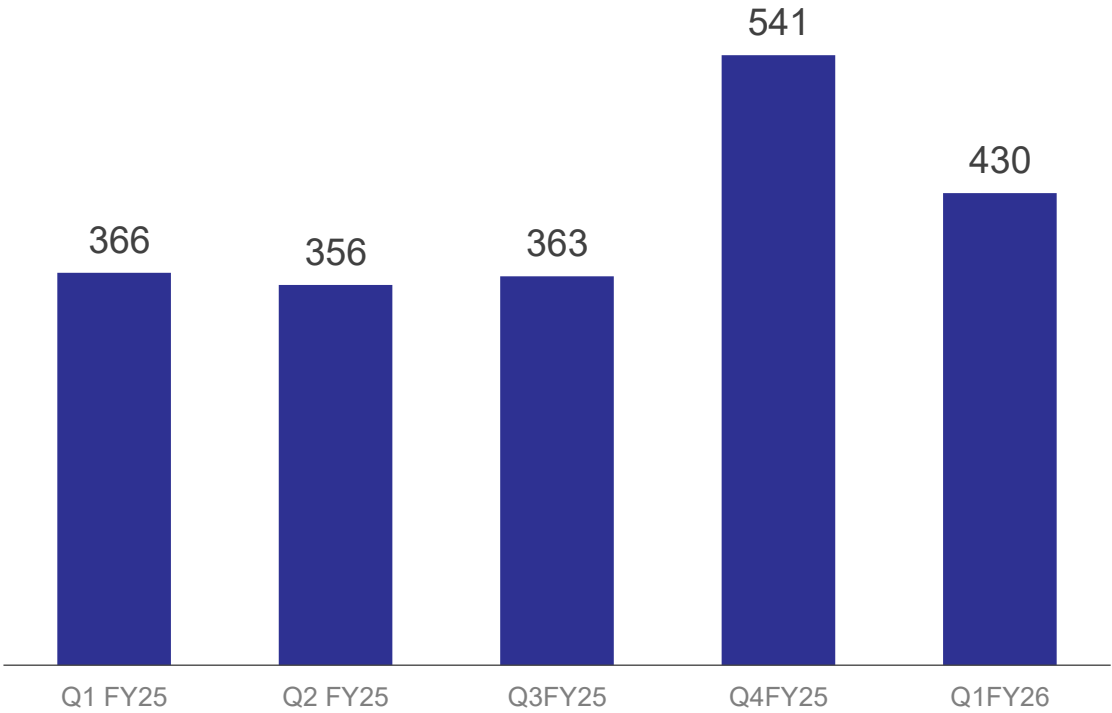
Yearly trends

17%
CAGR



Quarterly trends

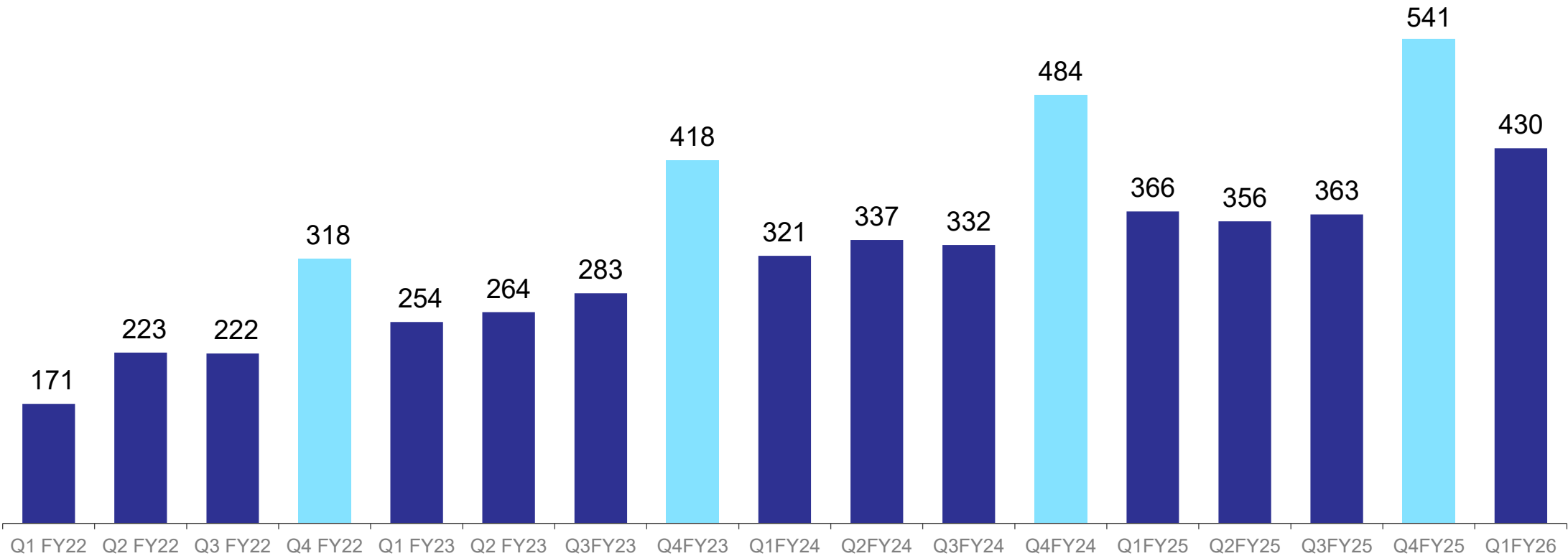
17%
YoY



Collections from Customer - Consolidated

(₹ in Crore)

Quarterly trends



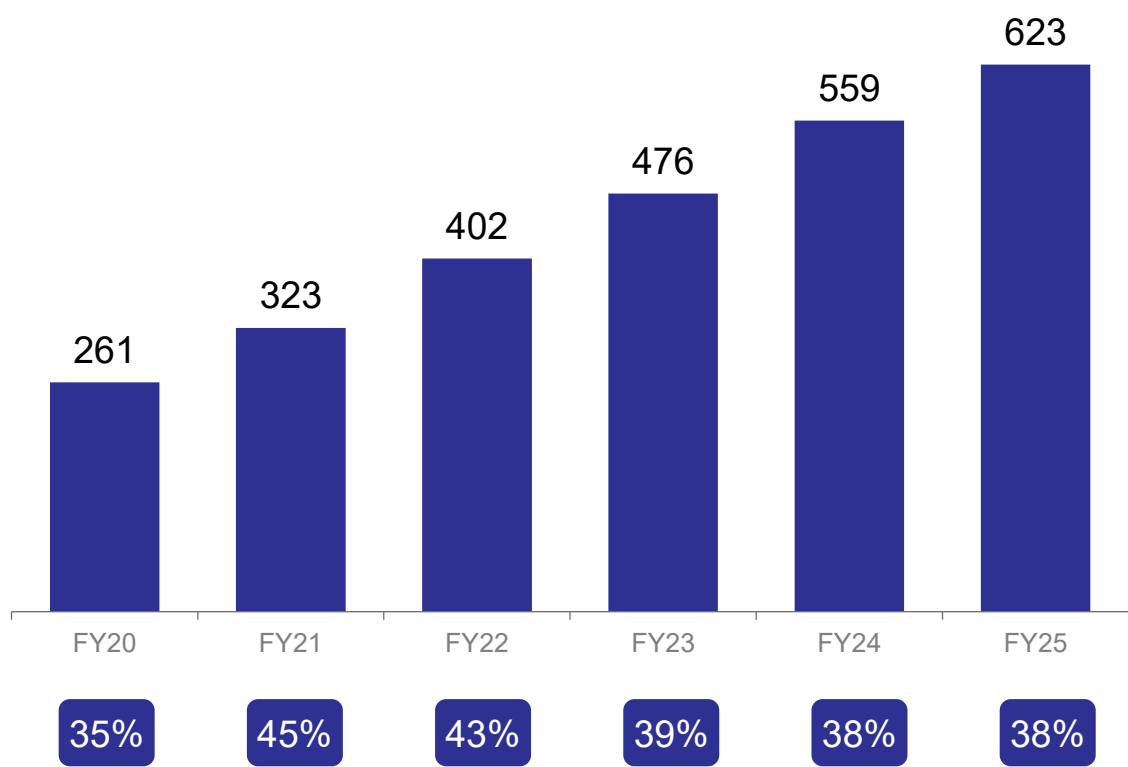
Note:

1) Fourth Quarter of the year has traditionally been the best quarter in terms of collections from customer for that financial year

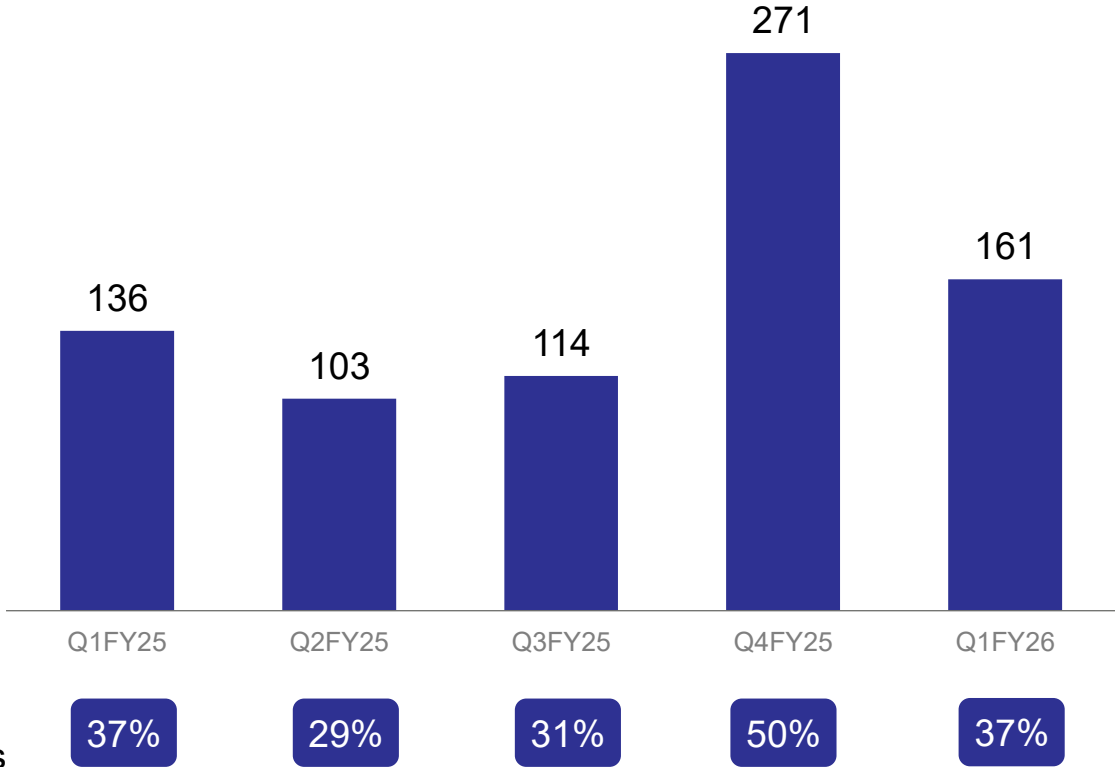
Cash Flow From Operations - Consolidated

(₹ in Crore)

Yearly trends



Quarterly trends



% of Collections



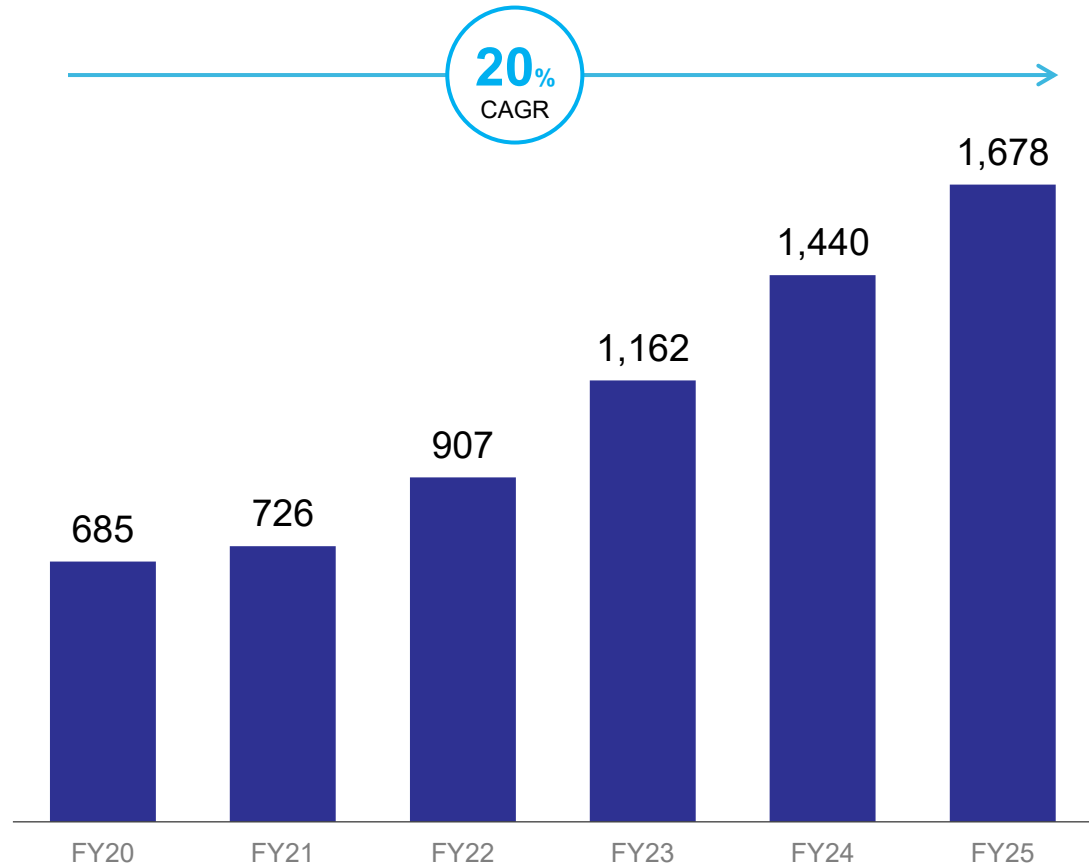
Note:
1) Fourth Quarter of the financial year traditionally has high Cash flow from Operations due to seasonal impact of Collections from Customers

Deferred Revenue – Consolidated

(₹ in Crore)

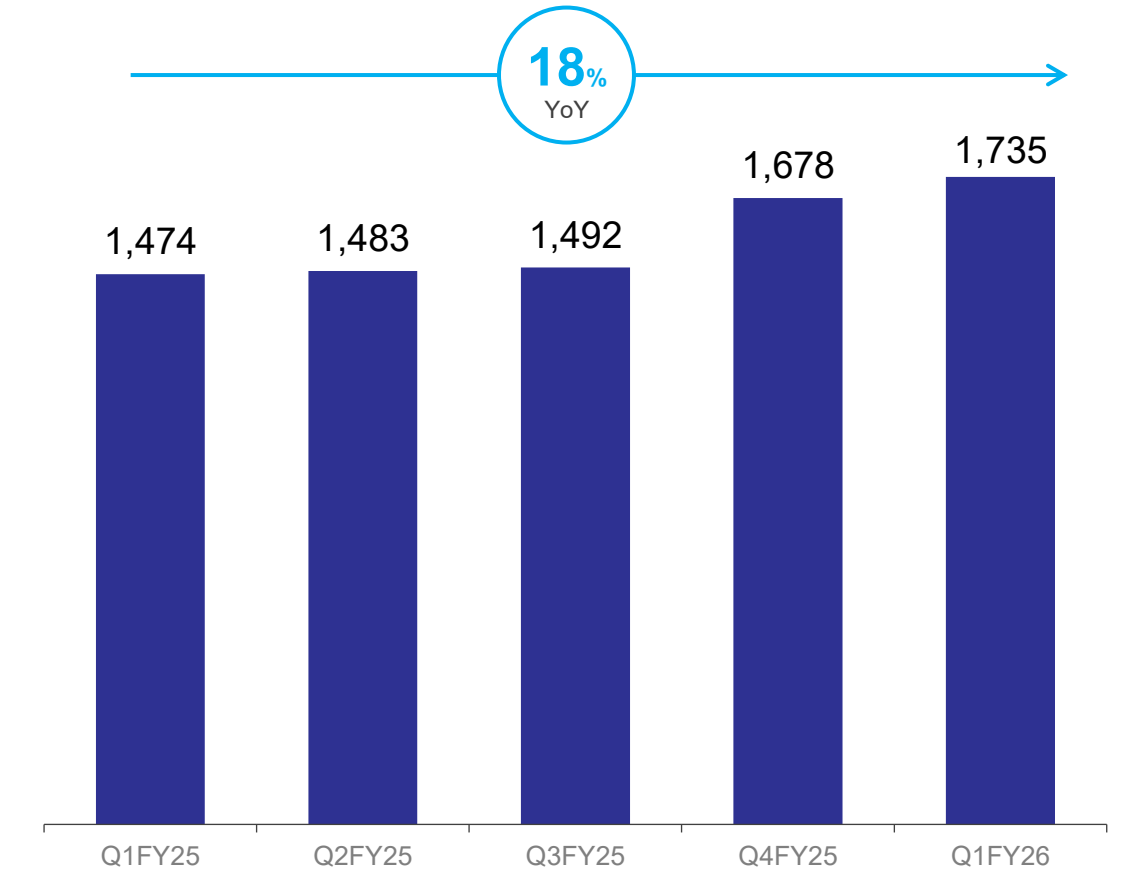
Yearly trends

20%
CAGR



Quarterly trends

18%
YoY



Note:

1) Deferred Revenue refers to contract liabilities in the financial statements, i.e., including advances from customers

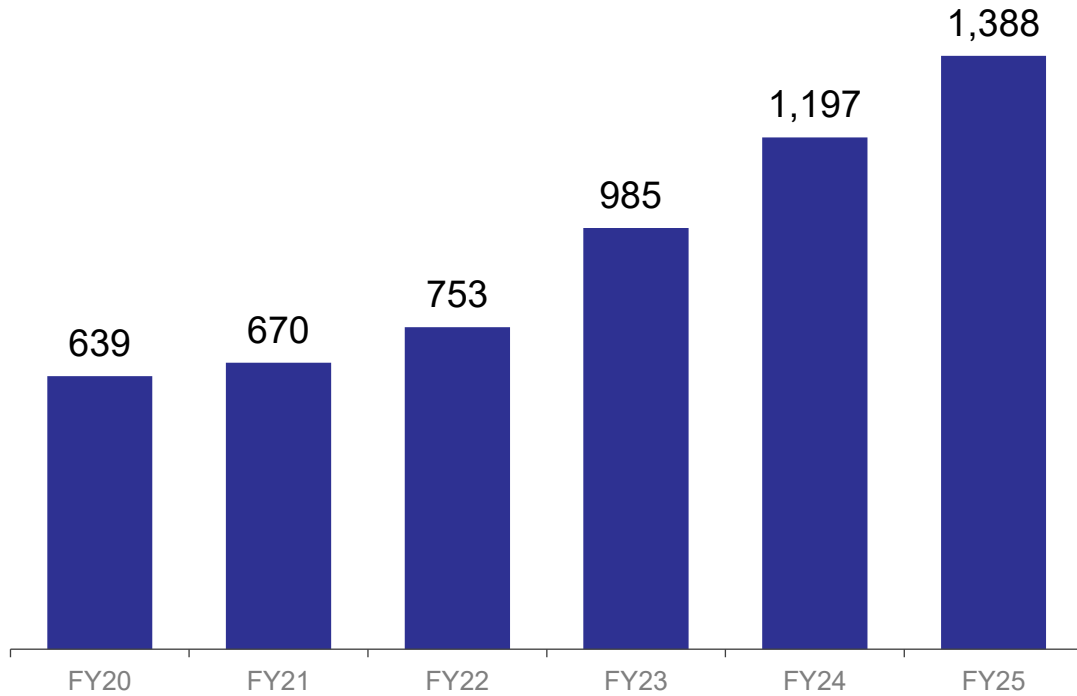
IndiaMART InterMESH Ltd

Revenue from Operations – Consolidated

(₹ in Crore)

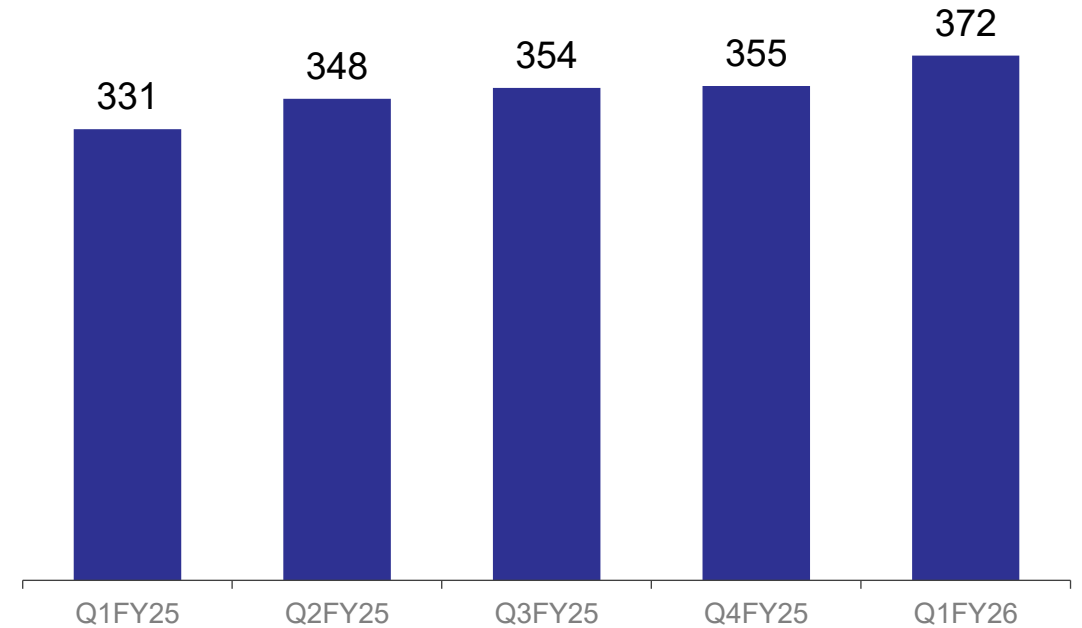
Yearly trends

17%
CAGR



Quarterly trends

12%
YoY



Revenue – Legal Entity View

(₹ in Crore)

Particulars	FY24	FY25	Q4FY25	Q1FY26	YoY
IndiaMART InterMESH Ltd	1,139	1,320	336	346	10%
Accounting Segment					
Busy Infotech Pvt Ltd	54.2	65.8	18.4	24.5	57%
Livekeeping Technologies Pvt Ltd	0.4	2.4	0.9	1.3	
Others	4.2	0.4	-	-	
	1,198	1,389	355	372	
Inter Company Adjustments	(1.0)	(0.3)	0.0	0.0	
Consolidated Revenue from Operations	1,197	1,388	355	372	12%

~95% of revenue contributed by IndiaMART standalone business



EBITDA – Legal Entity View

(₹ in Crore)

Particulars	FY24	FY25	Q4FY25	Q1FY26	YoY
IndiaMART InterMESH Ltd	333.9	513.4	132.7	134.6	15%
Accounting Segment					
Busy Infotech Pvt Ltd	6.9	4.7	2.6	4.7	
Livekeeping Technologies Pvt Ltd	(10.7)	(16.6)	(4.8)	(5.3)	
Others	0.5	(0.2)	4.9	(0.6)	
	330	501	135	133	
Inter Company Adjustments	0.9	21.4	(4.8)	(0.1)	
Consolidated EBITDA	331	523	131	134	12%

~100% of Consolidated EBITDA contributed by IndiaMART standalone business¹



Note:

1) Excluding inter-company adjustments

IndiaMART InterMESH Ltd

Financial Performance Standalone Basis



Financial Performance – Standalone

(₹ in Crore)

Q4FY25	Q1FY26	YoY	Financial Metrics	FY20	FY21	FY22	FY23	FY24	FY25	CAGR
336	346	10%	Revenue from Operations	624	665	751	939	1,139	1,320	16%
148	84		Other Income	68	85	108	113	170	284	
484	431	18%	Total Income	692	750	859	1,052	1,309	1,604	18%
146	149	13%	Manpower Cost	255	199	263	399	507	553	17%
16	17		Outsourced Sales Cost	72	52	74	130	135	71	
42	46		Other Operating Expense	124	81	102	148	163	183	
203	212	7%	Total Expenses	451	332	439	677	805	807	12%
135	141	16%	Adjusted EBITDA ¹	180	339	322	288	358	530	24%
40%	41%		Adjusted EBITDA Margin(%)	29%	51%	43%	31%	31%	40%	
133	135	15%	EBITDA	173	333	312	262	334	513	24%
40%	39%		EBITDA Margin(%)	28%	50%	42%	28%	29%	39%	
6	4		Others ²	31	23	17	29	29	24	
44	49		Tax Expense	64	109	93	73	112	166	
231	166	34%	Net Profit	146	287	310	272	362	607	33%
48%	39%		Net Profit Margin(%)	21%	38%	36%	26%	28%	38%	
270	144	16%	Cash flow from Operations	264	326	407	464	545	614	18%
506	374	10%	Collections from Customers	722	707	932	1,167	1,399	1,526	16%

Note:

1) Excluding employee share-based payment expense

2) Others include – Depreciation, Amortization, Finance Cost & Exceptional Item



Abridged Balance Sheet - Standalone

(₹ in Crore)

Q4FY25	Q1FY26	Particulars	FY20	FY21	FY22	FY23	FY24	FY25
33	30	Fixed Assets ¹	85	65	56	53	48	33
43	25	Other Assets ²	73	41	49	33	38	43
2,720	2,577	Cash & Investments	920	2,359	2,414	2,202	2,186	2,720
1,293	1,359	Strategic Investments ³	41	50	446	1,073	1,095	1,293
4,090	3,991	Total Assets	1,119	2,516	2,965	3,361	3,367	4,090
2,276	2,147	Capital & Reserves	274	1,617	1,892	2,064	1,770	2,276
1,600	1,628	Deferred Revenue ⁴	684	726	907	1,134	1,395	1,600
37	63	Tax Liabilities	0	21	16	4	21	37
33	30	Lease Liabilities	77	63	56	46	41	33
143	123	Other Liabilities ⁵	84	89	94	113	140	143
4,090	3,991	Total Liabilities	1,119	2,516	2,965	3,361	3,367	4,090

Note:

- 1) Includes fixed assets, intangible assets & right of use assets
- 2) Includes security deposits, recoverable from payment gateway, prepaid expenses and remaining assets combined
- 3) Includes investment in subsidiaries & associates and others.
- 4) Includes customer advances
- 5) Includes provisions and payables, statutory liabilities & other financial liabilities

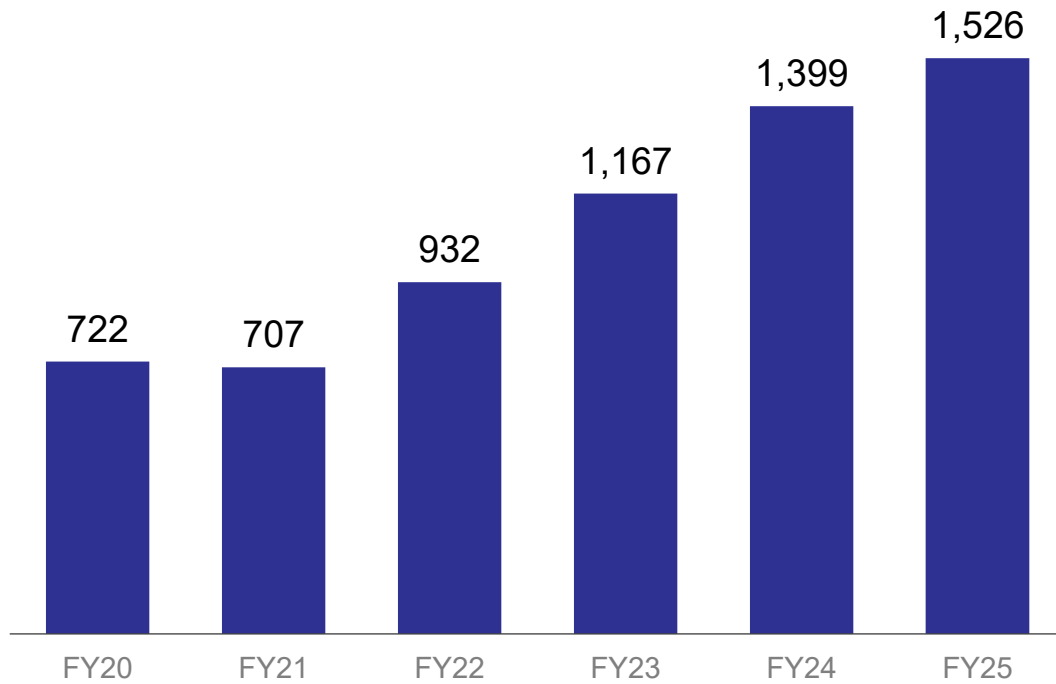


Collections from Customer – Standalone

(₹ in Crore)

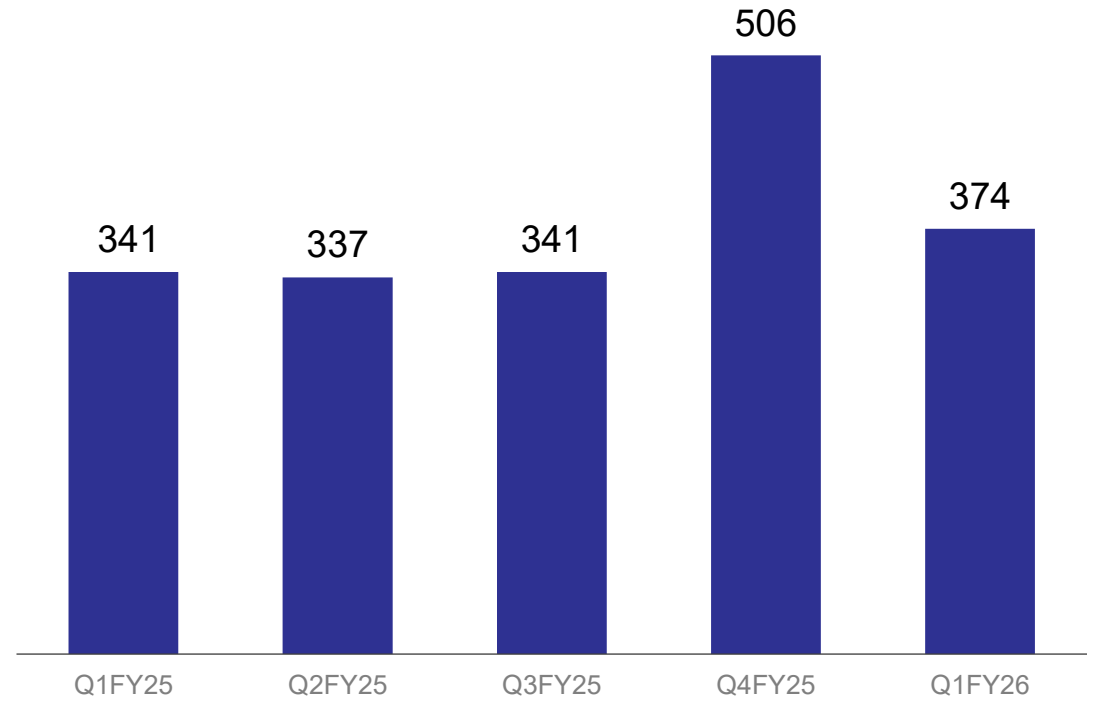
Yearly trends

16%
CAGR



Quarterly trends

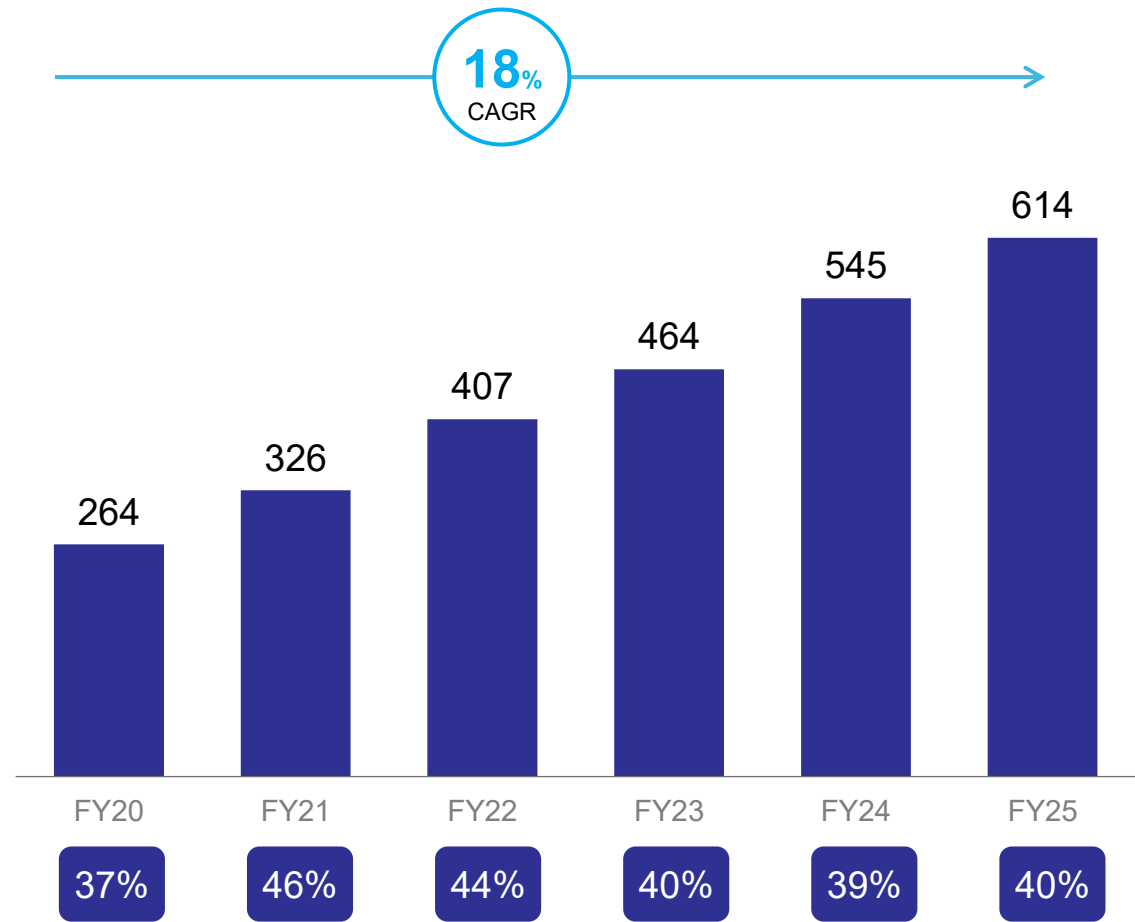
10%
YoY



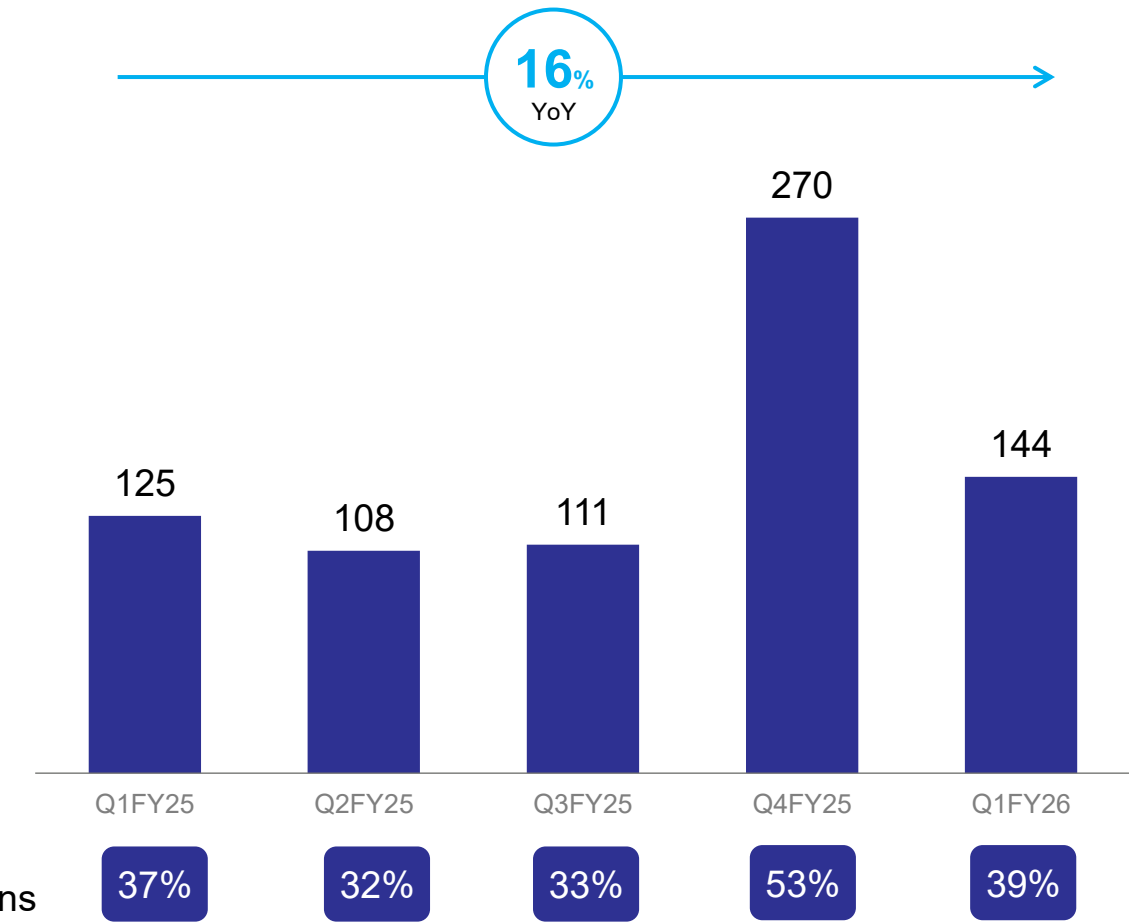
Cash Flow From Operations - Standalone

(₹ in Crore)

Yearly trends



Quarterly trends

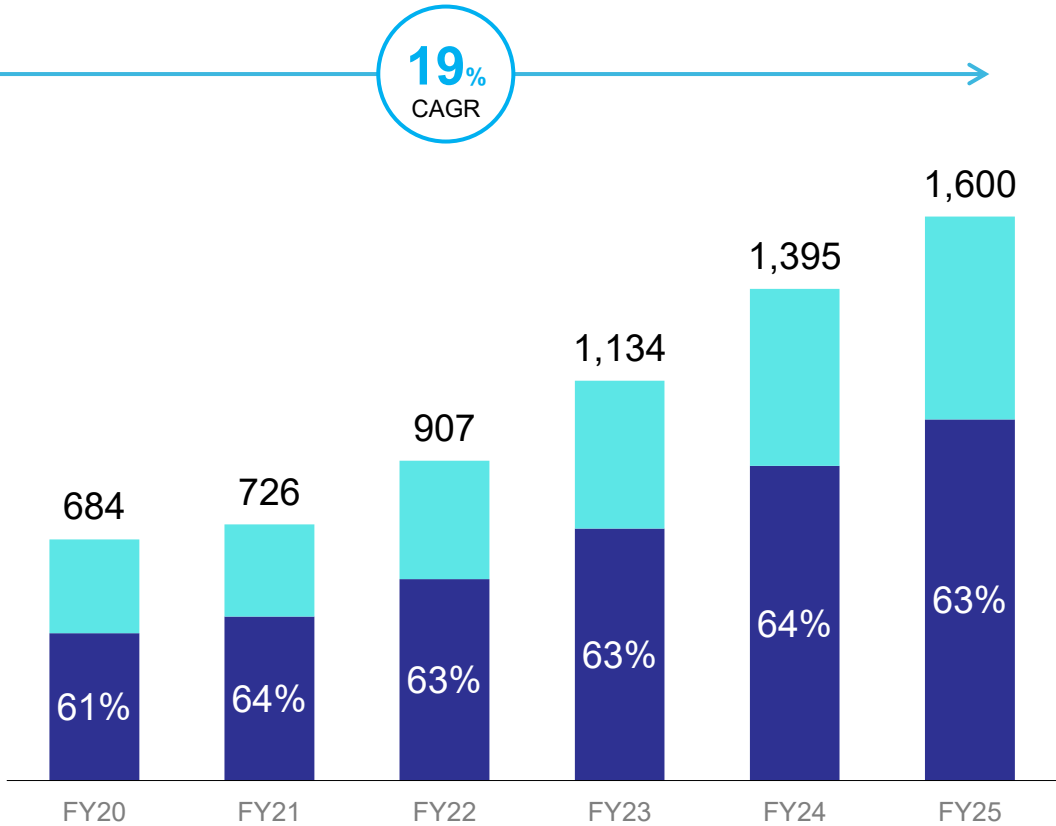


Note:
1) Fourth Quarter of the financial year traditionally has high Cash flow from Operations due to seasonal impact of Collections from Customers

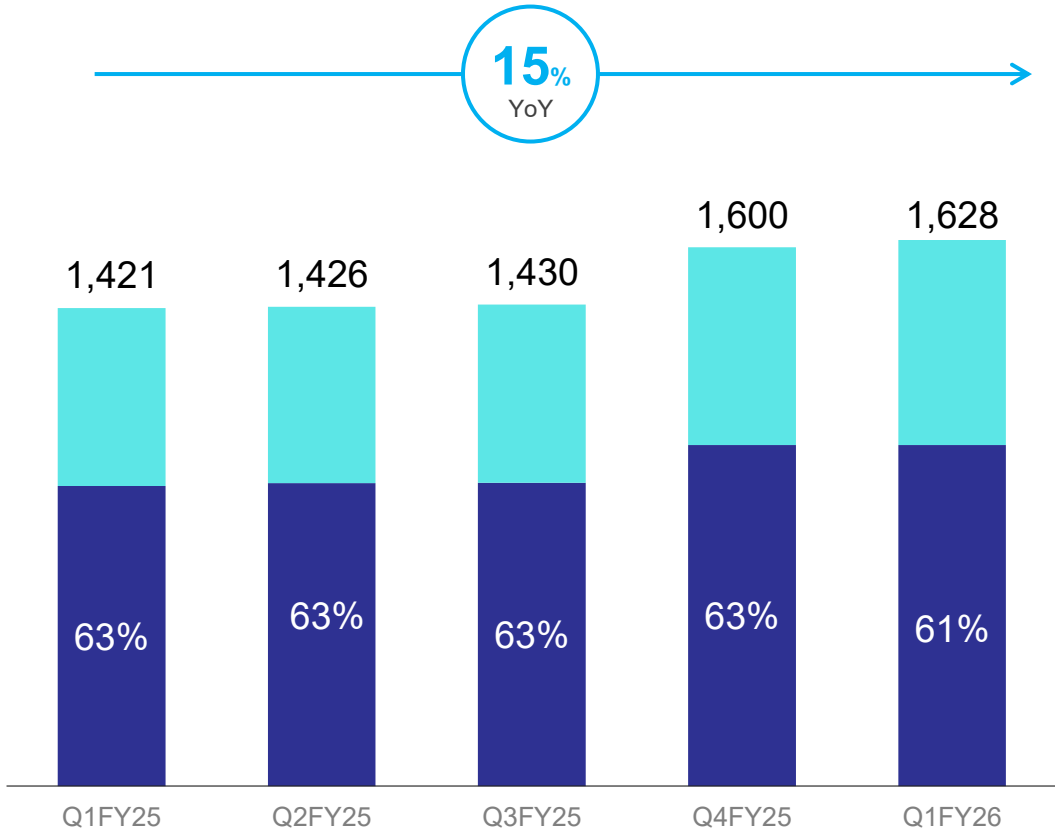
Deferred Revenue - Standalone

(₹ in Crore)

Yearly trends



Quarterly trends



~20% of deferred revenue gets recognized within next 3 months

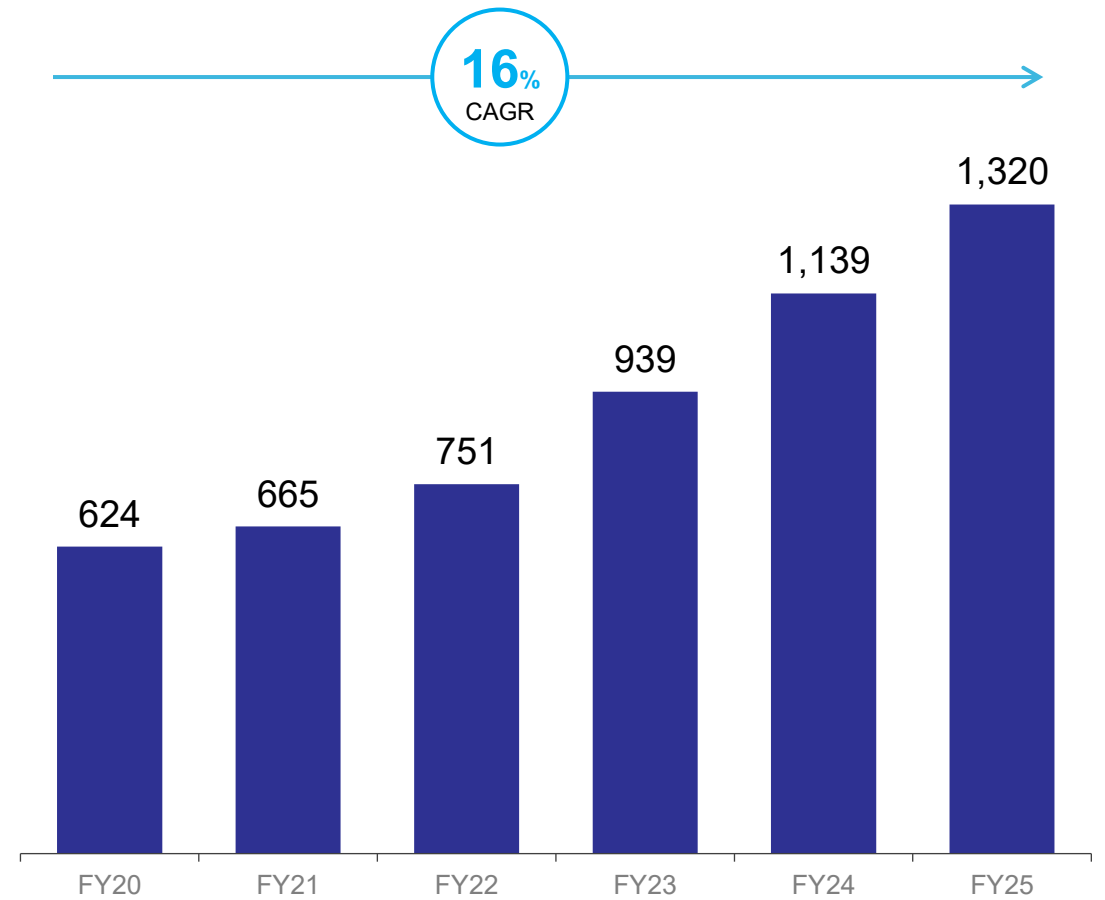


Note:
1) Deferred revenue refers to contract liabilities in the financial statements including advances from customers

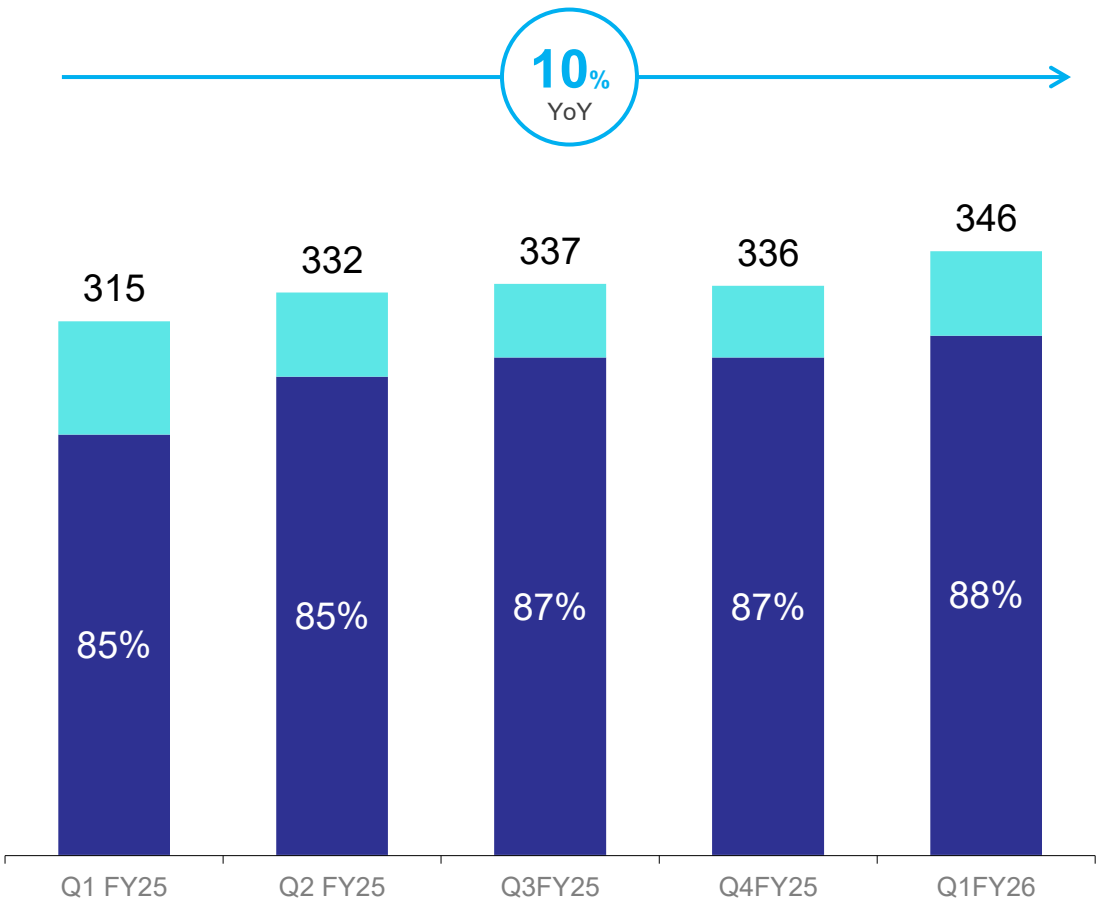
Revenue from Operations - Standalone

(₹ in Crore)

Yearly trends



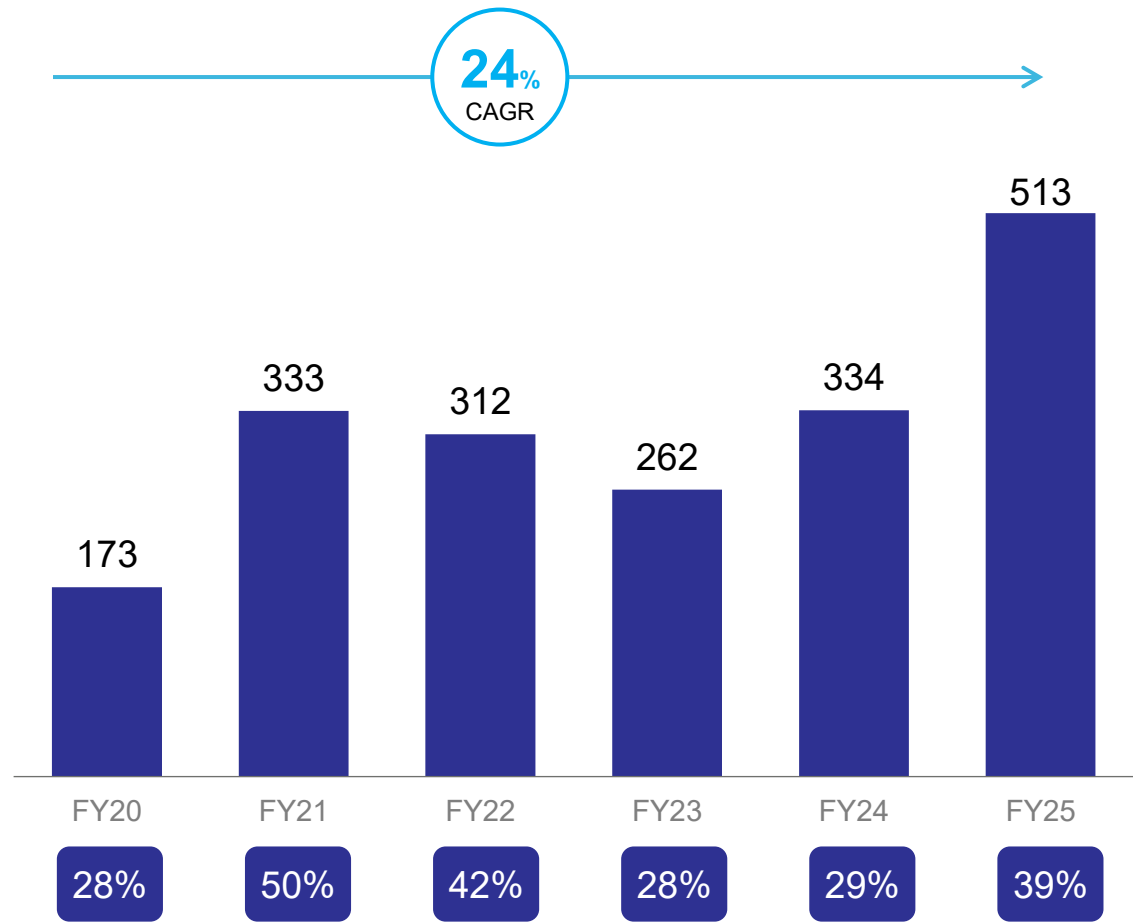
Quarterly trends



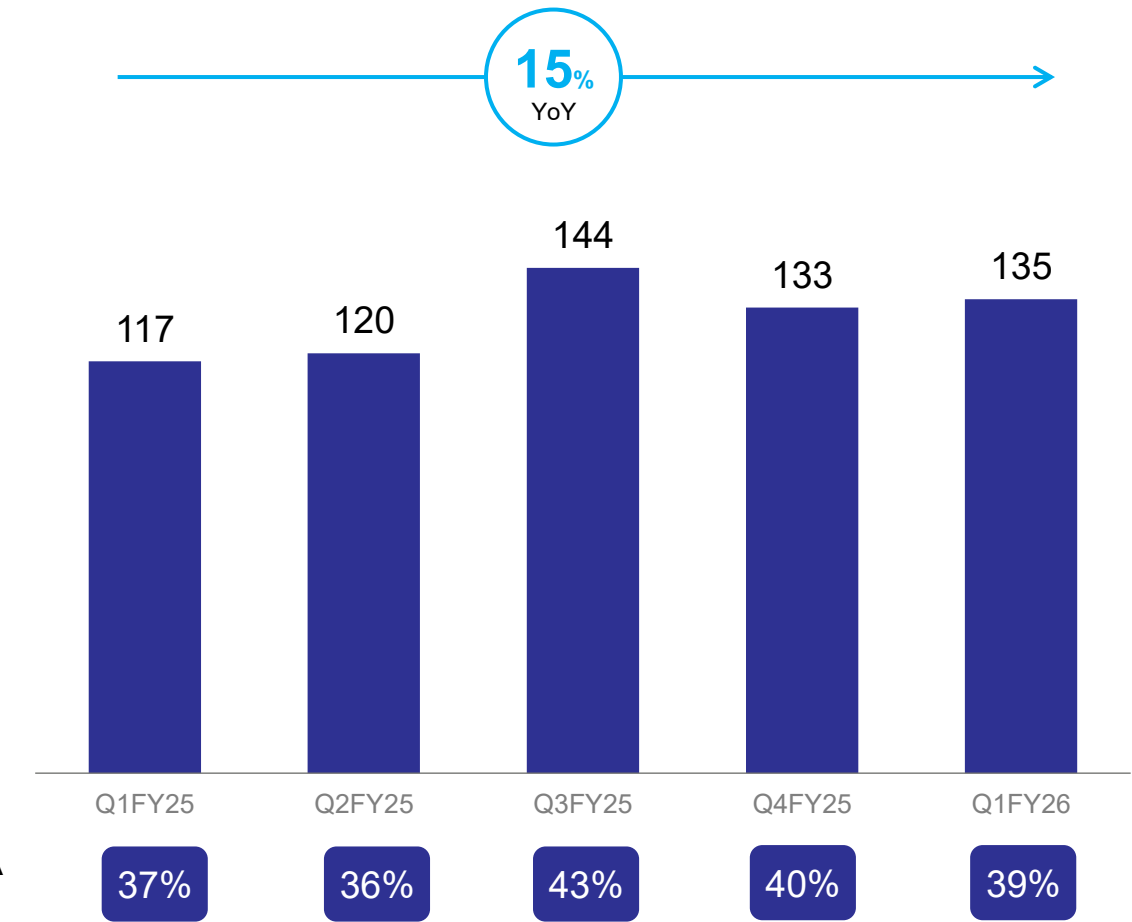
EBITDA - Standalone

(₹ in Crore)

Yearly trends



Quarterly trends



EBITDA
Margins



Functional P&L - Standalone

(₹ in Crore)

Q4FY25	Q1FY26	YoY	Particulars	FY20	FY21	FY22	FY23	FY24	FY25	CAGR
336	346	10%	Revenue from Operations	624	665	751	939	1,139	1,320	16%
(80)	(79)	7%	Customer service cost	(174)	(122)	(160)	(237)	(309)	(303)	12%
256	267	11%	Gross Profit¹	450	543	591	702	830	1,017	18%
76%	77%		Gross Margin	72%	82%	79%	75%	73%	77%	
(47)	(55)	20%	Selling & Marketing	(118)	(82)	(112)	(189)	(211)	(181)	9%
14%	16%		% of Revenue	19%	12%	15%	20%	18%	14%	
(50)	(52)	4%	Technology & Content	(104)	(85)	(111)	(175)	(199)	(201)	14%
15%	15%		% of Revenue	17%	13%	15%	19%	17%	15%	
(26)	(25)	(10%)	General & Administration	(55)	(43)	(56)	(76)	(87)	(122)	17%
133	135	15%	EBITDA	173	333	312	262	334	513	24%
40%	39%		EBITDA Margin	28%	50%	42%	28%	29%	39%	
(5)	(4)	(33%)	Depreciation & Amortisation	(21)	(16)	(12)	(19)	(25)	(21)	(0%)
128	131	17%	Operating Profit	152	317	300	242	309	493	27%
38%	38%		Operating Margin	24%	48%	40%	26%	27%	37%	

Note:

1) Gross Profit means surplus over customer service cost

2) Refer to Note No. 31 in Condensed Standalone Interim Financial Statements for Q1FY26 for details on the basis of classification of function-wise results





Busy Infotech & Livekeeping Technologies



IndiaMART InterMESH Ltd



Busy – Business Accounting Software



Invest in Team & Awareness

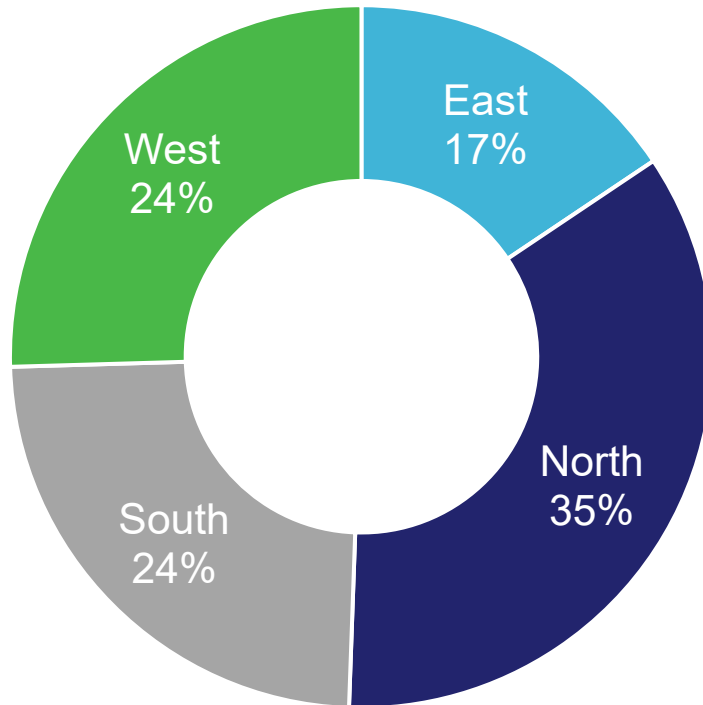
Accelerate Revenue growth

Increase New Licenses Sold

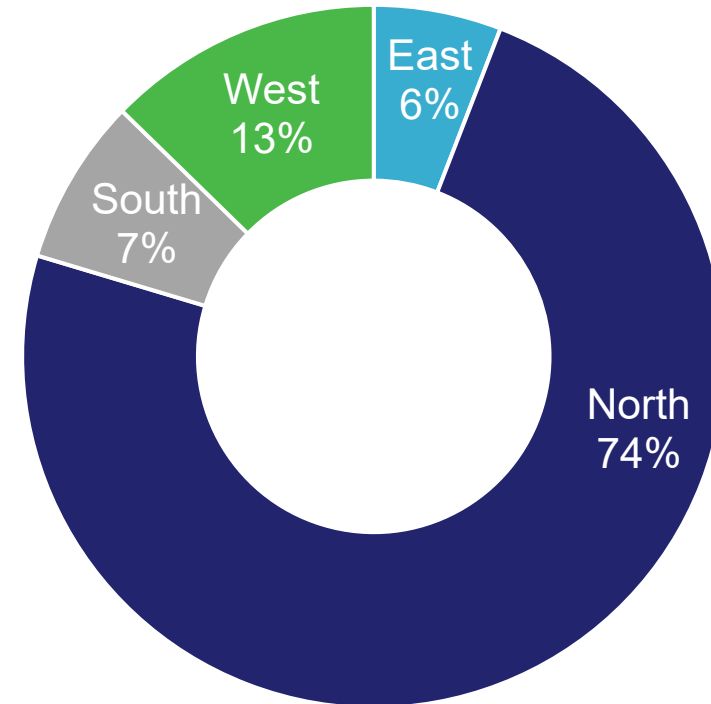


Growth Opportunity – Geographic Expansion

Distribution of Businesses in India¹



Cumulative Busy Licenses Sold²



Significant penetration opportunity across regions

Note:

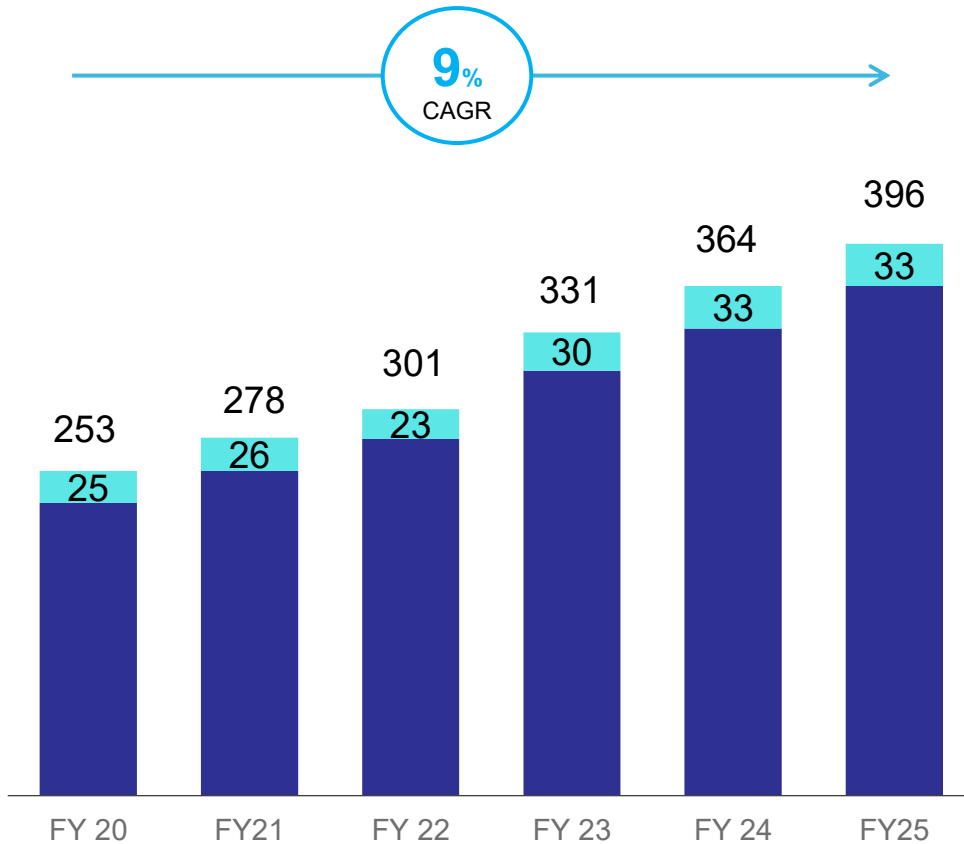
- 1) Based on the data of GST registered businesses (i.e. 15Mn+) across India
- 2) Updated as of 30th June 2025



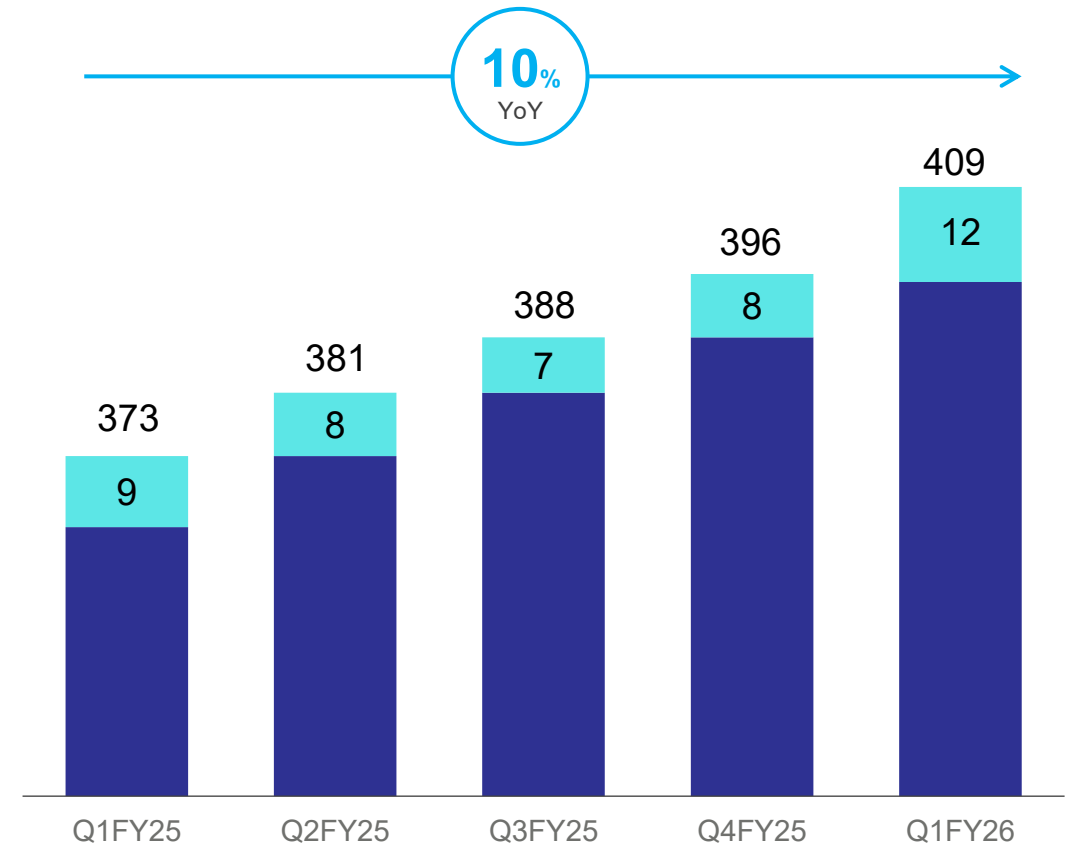
License Sold

(Figures in Thousand)

Yearly trends



Quarterly trends



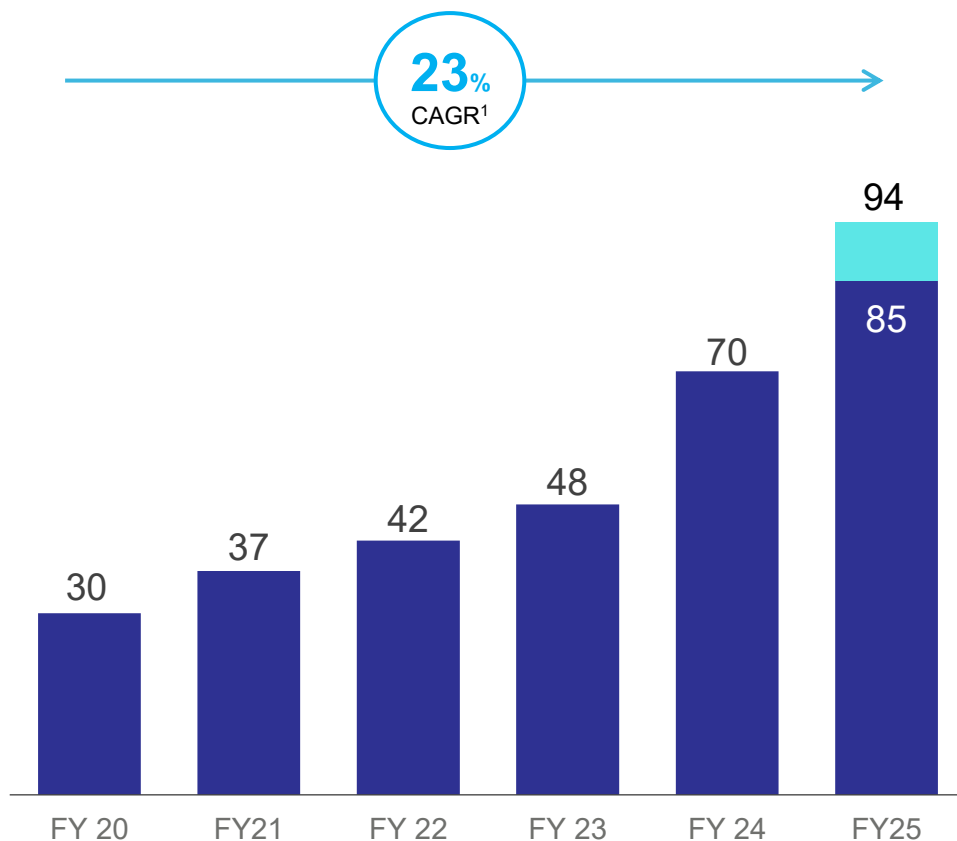
New License sold



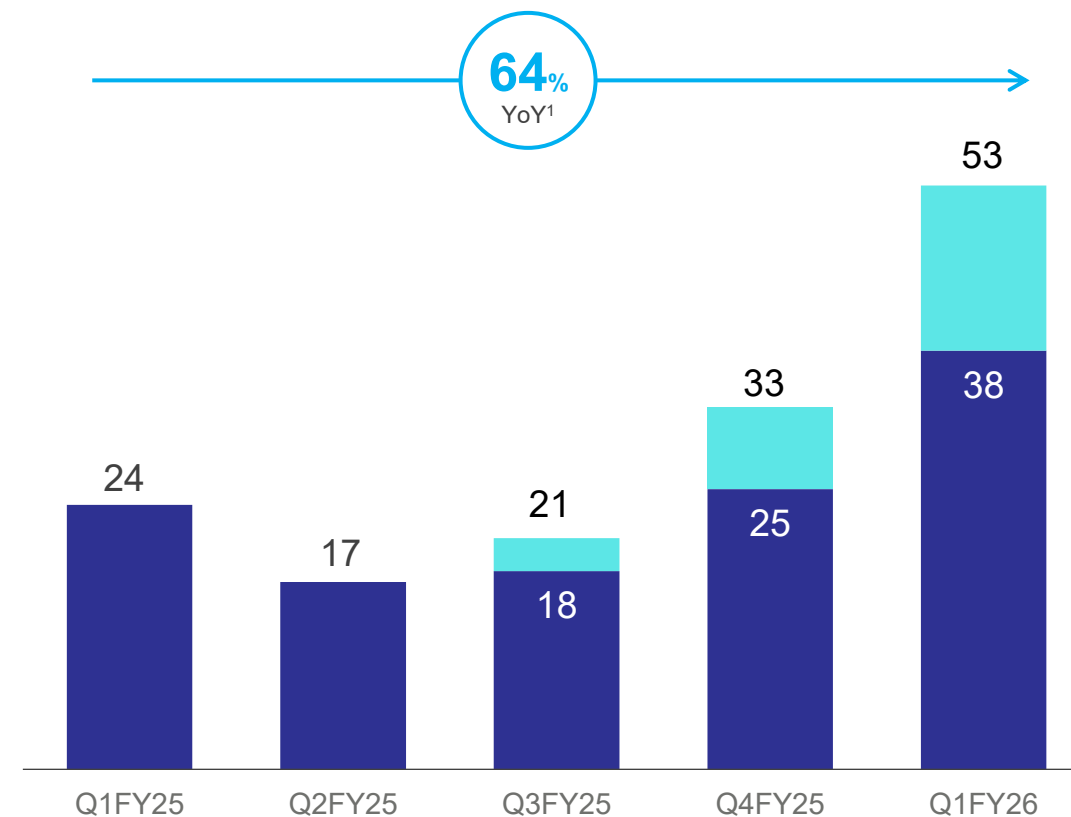
Net Billing

(₹ in Crore)

Yearly trends



Quarterly trends



Impact of reclassification

Note:

1) Net billing reflects invoices issued net of trade discounts and GST. From Nov'24, discounts are reclassified as expenses due to a change in the channel partner payout structure. YoY growth excludes reclassification impact



Financial Performance – Busy

(₹ in Crore)

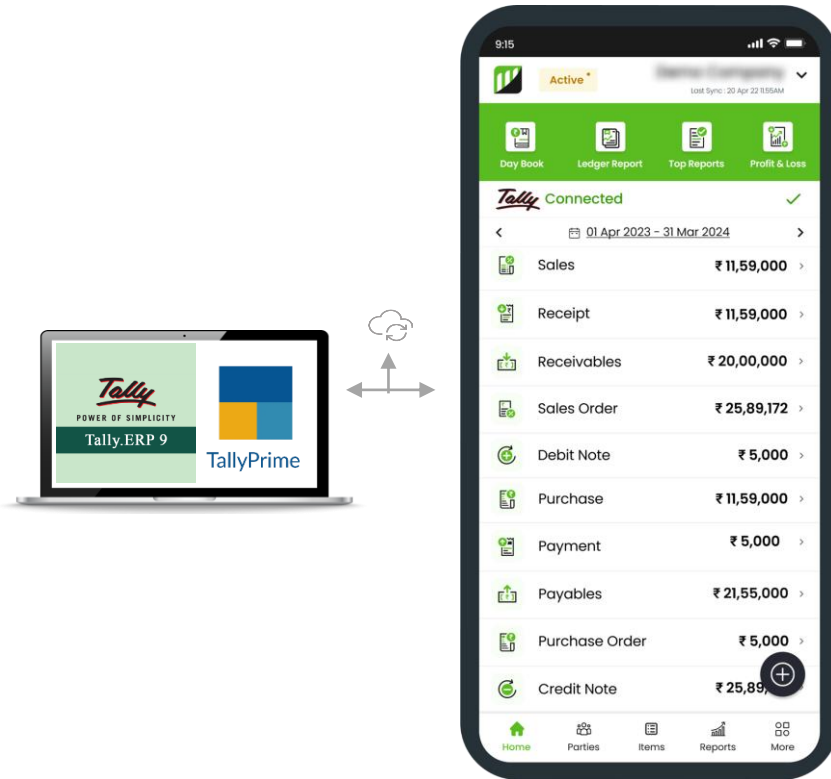
Q4FY25	Q1FY26	YoY	Financial Metrics	FY22	FY23	FY24	FY25	CAGR
18.4	24.5	57%	Revenue from Operations	35.4	43.3	54.2	65.8	23%
20.9	28.4	55%	Total Revenue	38.4	47.1	62.1	76.2	26%
8.7	8.8	(11%)	Manpower Expenses	17.5	21.8	30.9	38.9	31%
0.7	1.7		Marketing & Sales Promotion	3.3	1.4	1.9	2.6	
6.3	9.3		Other Expenses	5.9	9.8	14.5	19.6	
15.8	19.8	36%	Total Expenses	26.7	33.0	47.3	61.2	32%
2.6	4.7		EBITDA	8.7	10.3	6.9	4.7	(19%)
<i>14%</i>	<i>19%</i>		<i>EBITDA Margin(%)</i>	<i>25%</i>	<i>24%</i>	<i>13%</i>	<i>7%</i>	
0.5	0.6		Finance Costs & Depreciation	0.4	0.7	8.4	6.9	
(5.4)	2.3		Tax Expense	3.1	3.1	3.4	(3.5)	
10.0	5.8		Net Profit	8.2	10.3	3	11.5	12%
<i>48%</i>	<i>20%</i>		<i>Net Profit Margin(%)</i>	<i>21%</i>	<i>22%</i>	<i>5%</i>	<i>15%</i>	
8.8	21.2	83%	Cash flow from Operations	9.8	20.6	24.1	23.0	33%
32.8	53.5		Net Billing	41.7	48.2	70.2	94.3	31%



Livekeeping – Tally on Mobile & Web



Tally on Mobile & Web - Integration with Tally software to provide Value Added Services with Mobile and Cloud first approach



Dashboard



Invoicing



Tally Backup



E-way Bills and
E-invoicing



Receivables &
Payables



Payment
Reminders

All trademarks, logos and brand names are the property of their respective owners.
Use of any third-party names, trademarks and brands are for reference purposes only.

<https://www.livekeeping.com/>



IndiaMART InterMESH Ltd

Livekeeping Technologies Pvt Ltd

IndiaMART Investment: Rs. 87 Crore, Holding: 100%

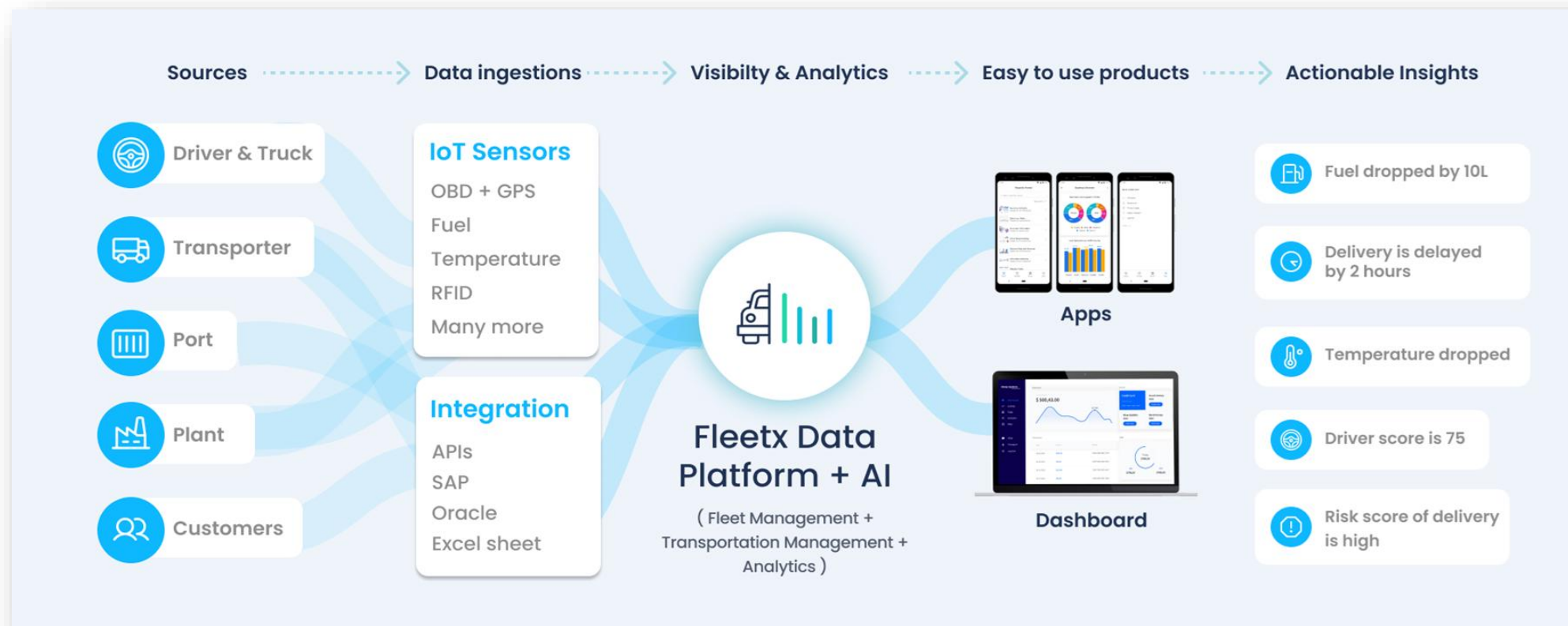
Other Strategic Investments



Fleetx – Logistics Automation & Visibility Platform



Freight and fleet management platform which helps businesses digitize their logistics operations and provides real-time actionable insights




Fleet Management Software


Transport Management System


Transporter ERP



<https://www.fleetx.io/>

IndiaMART InterMESH Ltd

Fleetx Technologies Pvt Ltd

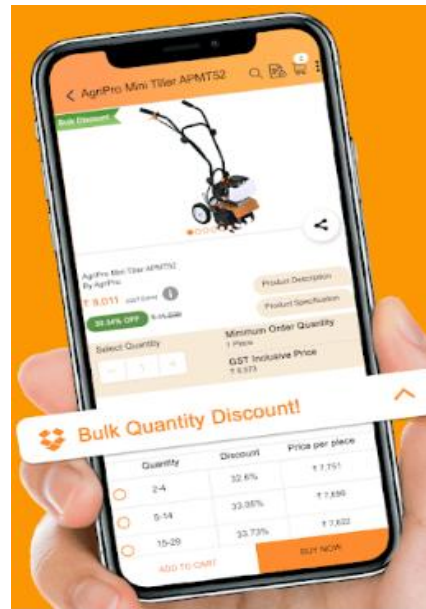
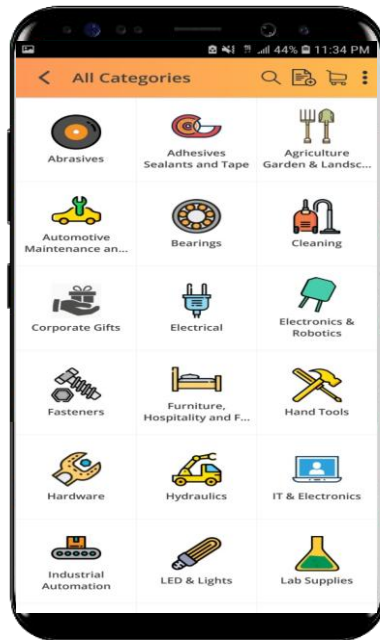
IndiaMART Investment: **Rs. 161 Crore**, Holding: **22.2%**

IB Monotaro – B2B Commerce Platform

Industrial B2B E-Commerce marketplace with exclusive range of utility products

MRO Category

Commerce



- Partnership with MonotaRo - Japanese B2B E-commerce leader
- 15 Lakh + SKUs across 27 categories



<https://www.industrybuying.com/>

IndiaMART InterMESH Ltd

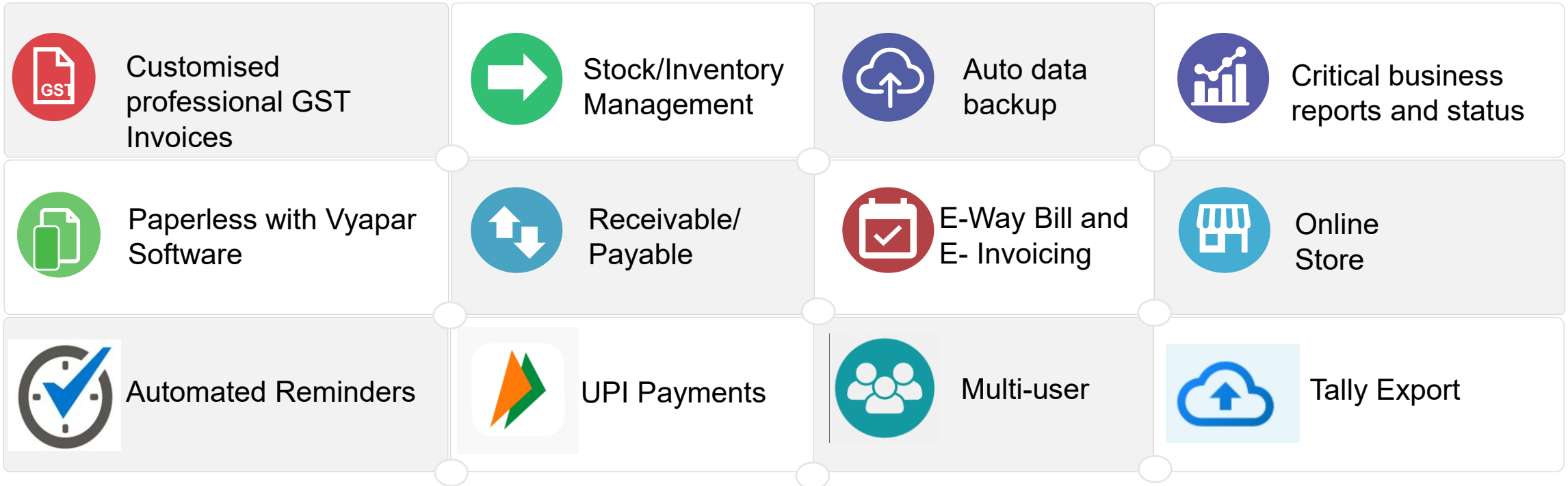
IB Monotaro Pvt. Ltd

IndiaMART Investment: **Rs. 118 Crore**, Holding: **21%**

Vyapar – DIY Business Accounting



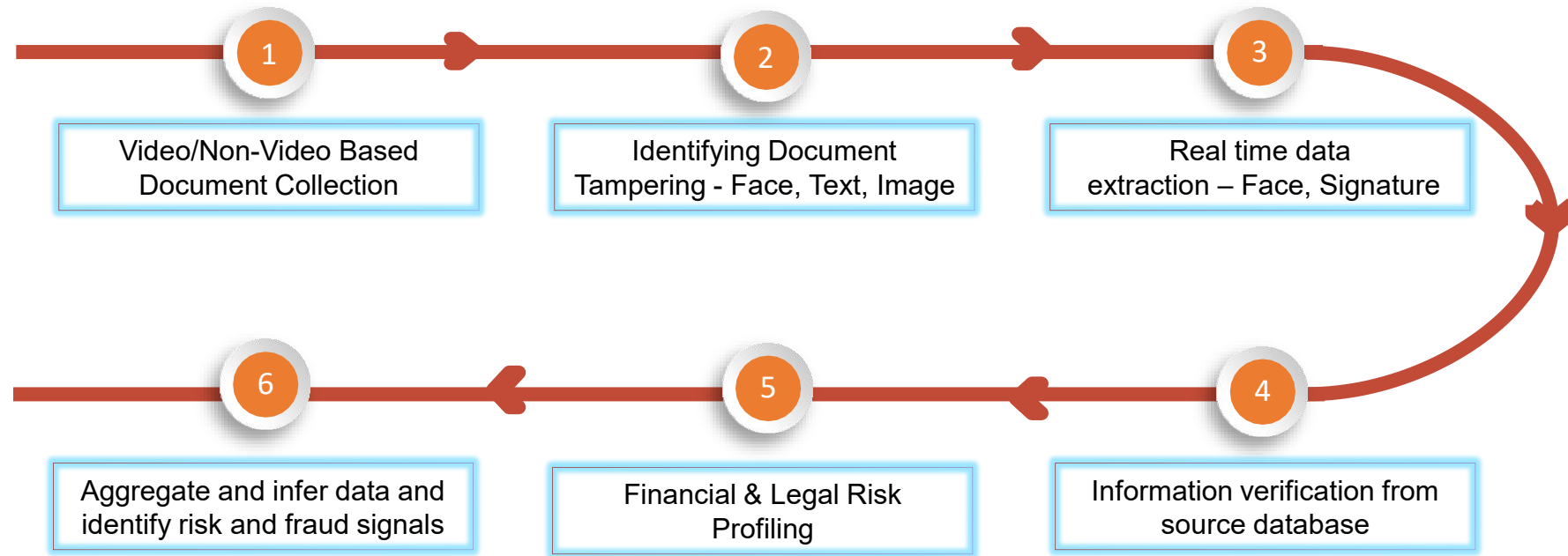
A mobile-First business accounting software for small businesses



Idfy – Digital Identity Verification and Fraud detection platform



Idfy is an Integrated Identity Platform offering solutions for KYC, Background Verifications, Risk Mitigation, Digital Onboarding and Digital Privacy.



...across multiple industries



Baldor Technologies Pvt Ltd

IndiaMART Investment: **Rs. 90 Crore**, Holding: **10%**



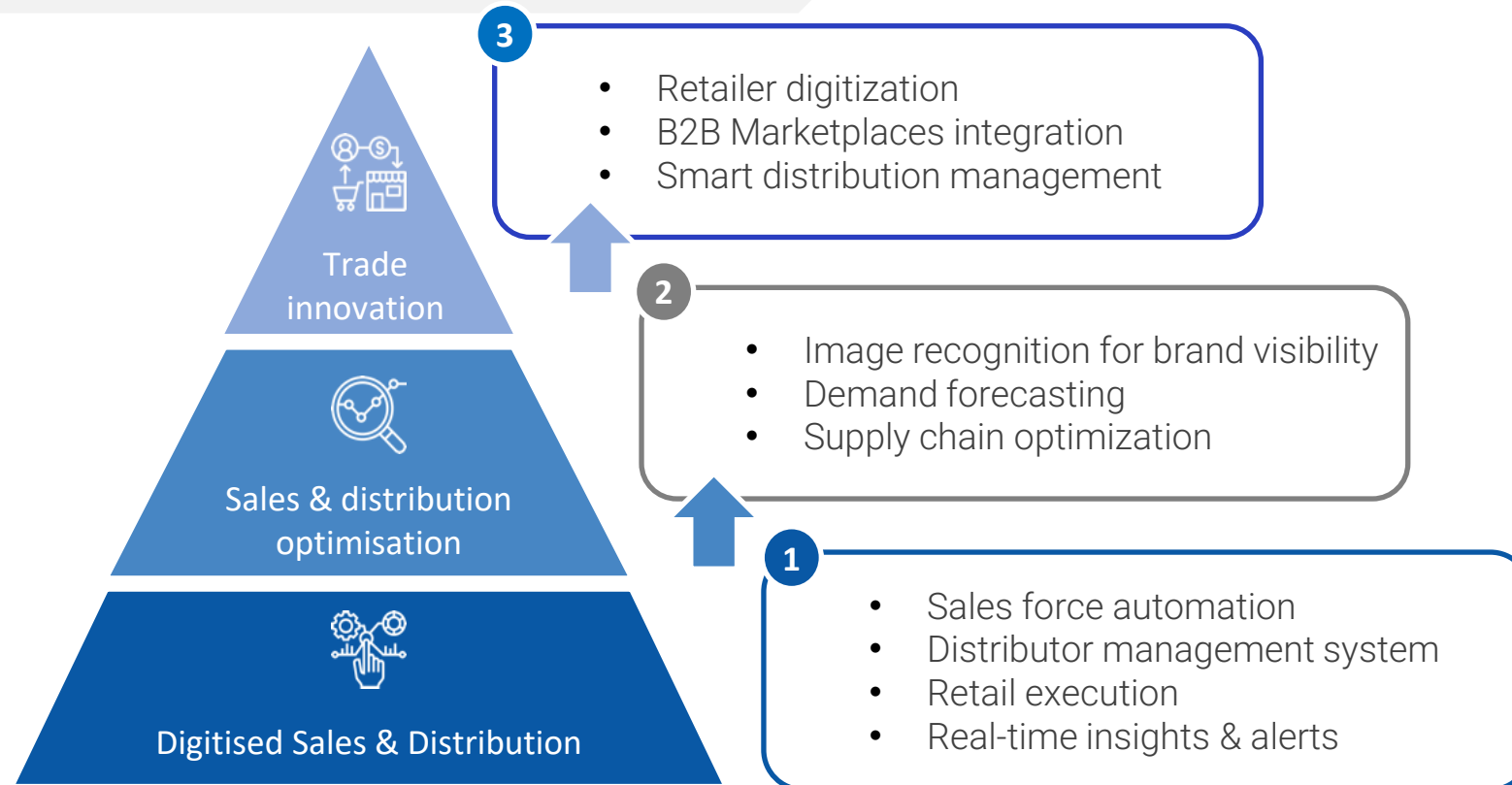
<https://www.idfy.com/>

IndiaMART InterMESH Ltd

Bizom – Distribution and Salesforce Management



Bizom is an integrated platform for distribution and salesforce management of businesses



<https://bizom.com/>

IndiaMART InterMESH Ltd

Mobisy Technologies Pvt Ltd

IndiaMART Investment: **Rs. 67 Crore**, Holding: **31.3%**

M1xchange – Invoice Discounting & Factoring



M1xchange is a TReDS platform with RBI license offering online trade invoice discounting solutions to SMEs

T+1 Settlement



24 hours
Disbursal

Collateral Free



Basis Buyer's
past track record

Competitive Rates

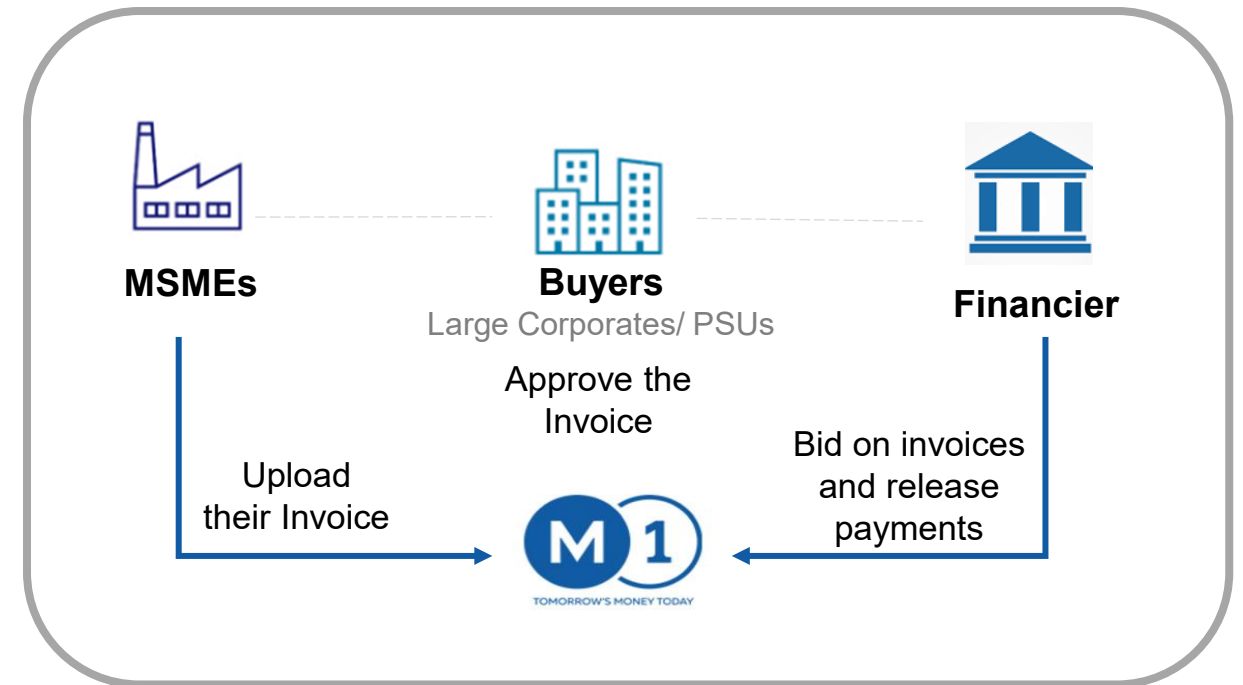


65 Financiers*
onboard

Digital Process



Easy &
Transparent



*No. of financiers as on June 30, 2025
<https://www.m1xchange.com/>

IndiaMART InterMESH Ltd

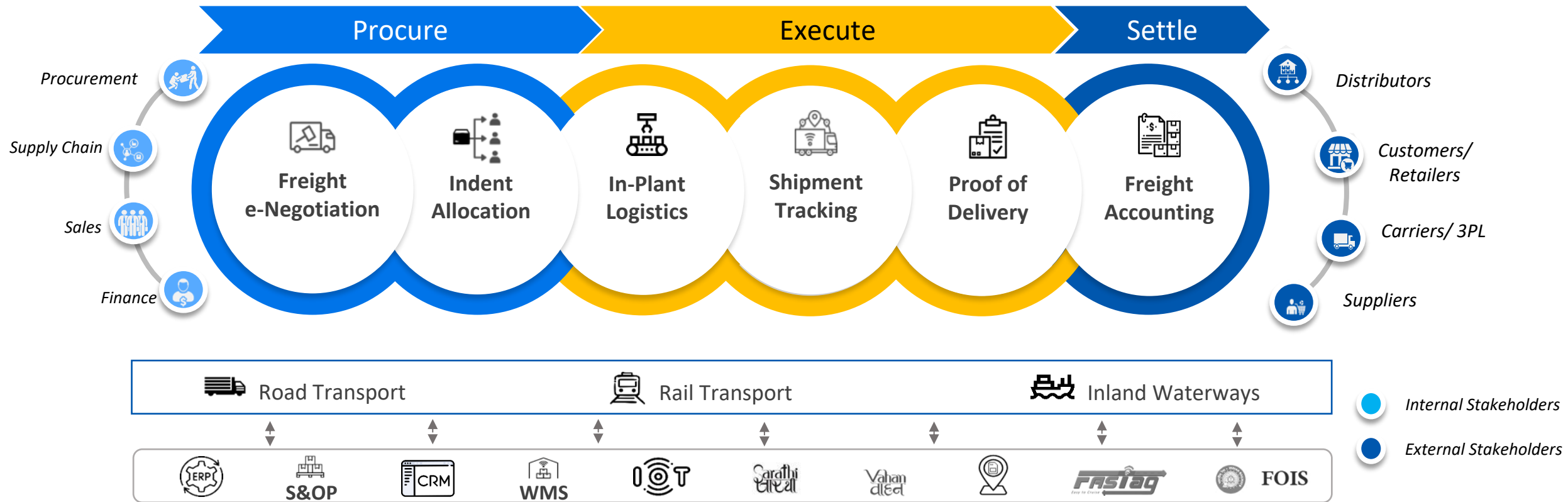
Mynd Solutions Pvt Ltd

IndiaMART Investment: **Rs. 53 Crore**, Holding: **9.6%**

SuperProcure – Simplified Transport Management

SuperProcure
Transportation Management Simplified

SaaS TMS for digitising freight e-sourcing & end to end transportation management.



<https://www.superprocure.com/>

IndiaMART InterMESH Ltd

TruckHall Pvt Ltd

IndiaMART Investment: Rs. 32 Crore, Holding: 35%

AERCHAIN – AI-Driven Sourcing Platform

AERCHAIN

Aerchain is a Next-Gen Source to Pay platform helping enterprises optimize & automate their Source to Pay Operations by leveraging Artificial Intelligence



Strategic Sourcing



**Faster
Cycle Time**



**Additional
Savings**



Tail Spend Automation



**Autonomous
Requirement**



**Vendor
Selection**



Aerchain Pay Automation



**Touchless
Automation**



Compliant



Procure to Pay Automation



**Efficiency
Gains**



**Visibility &
Transparency**



<https://aerchain.io/>

IndiaMART InterMESH Ltd

Agillos e-commerce Pvt Ltd

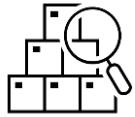
IndiaMART Investment: **Rs. 26 Crore**, Holding: **26.2%**

EasyEcom – Inventory and Warehouse Management



Easy Ecom offers SaaS based commerce enablement solutions to merchants for inventory management

Warehouse and Inventory Management



- Supplier & PoS Management
- Automated PO Generation
- 3PL Integration



Accounting Automation



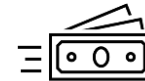
- Real time ERP integration
- Automated Tax Report



Marketplace & Storefront Integration



Reconciliation



- Inventory
- Payment
- Return
- Margin



<https://www.easyecom.io/>

IndiaMART InterMESH Ltd

Edgewise Technologies Pvt Ltd

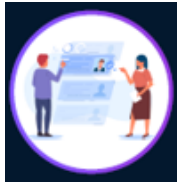
IndiaMART Investment: Rs. 18 Crore, Holding: 26%

A complete HRMS suit that automates HR processes, eliminate payroll errors and foster positive employee experiences



Core HR

- Employee management
- Leave & Attendance management
- Employee helpdesk
- Asset management



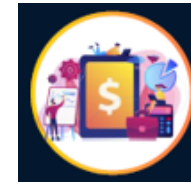
Engagement

- Employee Self Service
- Social Networking
- Employee Recognition
- Employee Senti-meter



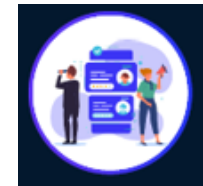
Performance

- Performance reviews
- Objectives (OKRs)
- KPIs, KRAs and Competencies
- Promotions & PIP



Payroll

- Statutory Compliances
- Expense Management
- Timesheet Management
- Employee Payouts



Recruitment

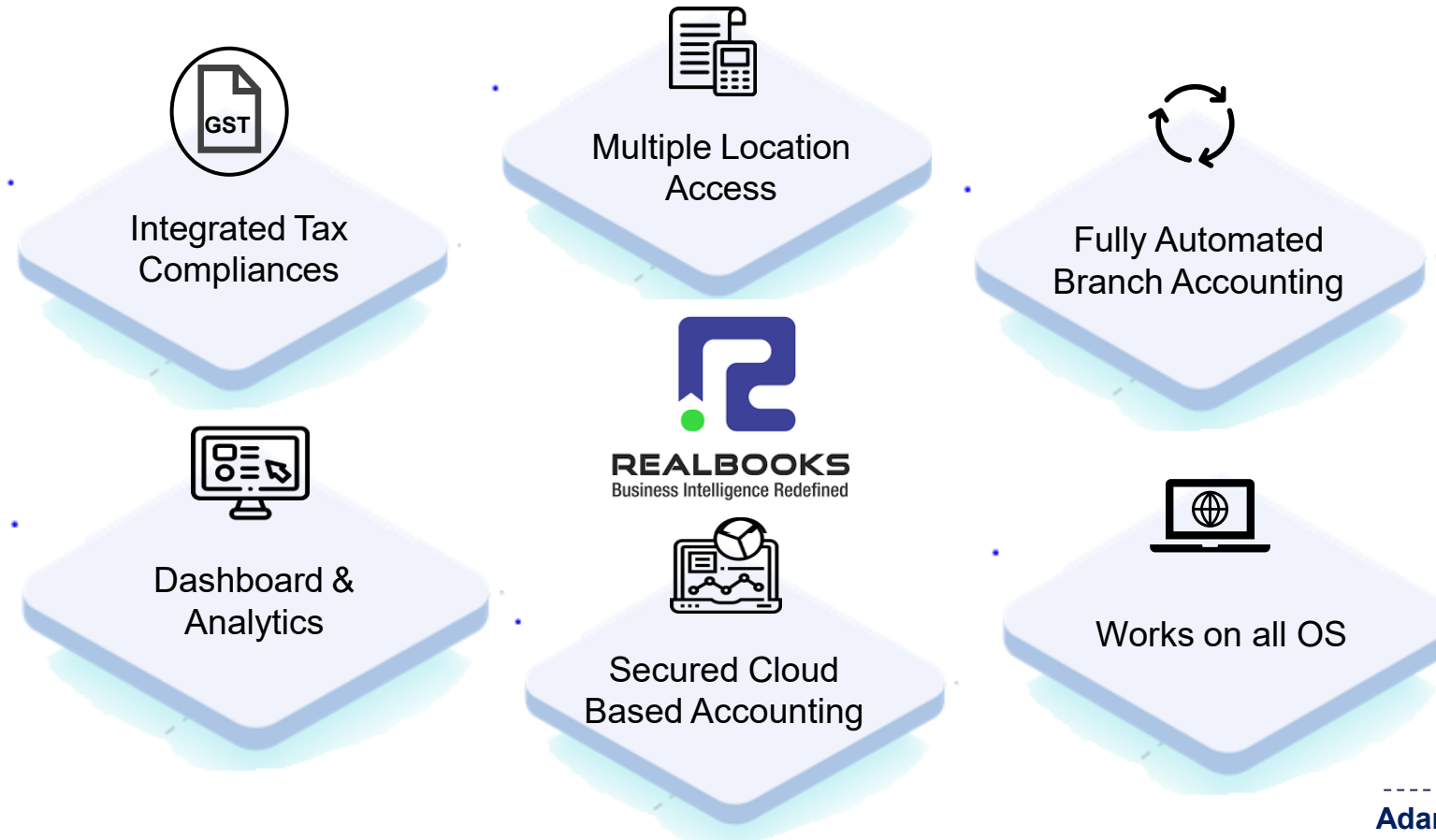
- Hiring Workflow
- Candidate Management
- Screening & Interview
- Employee Onboarding

Zimyo Consulting Pvt Ltd

IndiaMART Investment: Rs. 17 Crore, Holding: 10%

RealBooks – Online Accounting Software

A cloud-based GST compliant accounting-inventory-payroll software that helps users take better financial decisions



Single integrated Legal Management Suite for Enterprises

Litigation Management



Track & manage company wide litigations

Contract Management



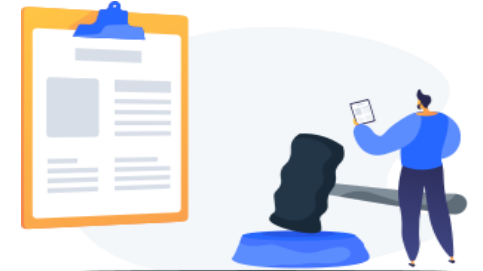
Manage end to end contract lifecycle with advance tracking & reports

IP Management



Track your IPs worldwide with coverage on WIPO, IP India and TMview

Notice Management



Manage legal notices with live tracking & automated workflows

ProcMart – Supply Chain Solutions



Provides End to End Procurement Solutions in MRO Category for Enterprise Customers



Vendor Consolidation



Inventory & Cost Optimization



Analytics & Reporting



Easy ERP Integration



<https://www.procmart.com/>

IndiaMART InterMESH Ltd

Instant Procurement Services Pvt Ltd

IndiaMART Investment: **Rs. 1.4 Crore**, Holding: **13%**

Environment, Social and Governance



Our Contribution to UN SDGs

 <p>1 NO POVERTY</p>	Empowering small businesses across India	 <p>2 ZERO HUNGER</p>	Facilitating discovery of affordable food products	 <p>3 GOOD HEALTH AND WELL-BEING</p>	Enabling access to health products; Prioritising employee health	 <p>4 QUALITY EDUCATION</p>	Promoting Education through corporate social responsibility initiatives
 <p>5 GENDER EQUALITY</p>	Empowering women entrepreneurs and ensuring workplace equality	 <p>6 CLEAN WATER AND SANITATION</p>	Installing water facilities and restrooms in educational institutions	 <p>7 AFFORDABLE AND CLEAN ENERGY</p>	Promoting clean energy products	 <p>8 DECENT WORK AND ECONOMIC GROWTH</p>	Connecting businesses to bolster economic growth and employment opportunities
 <p>9 INDUSTRY, INNOVATION AND INFRASTRUCTURE</p>	Investing in AI and cloud solutions	 <p>10 REDUCED INEQUALITIES</p>	Offering equal market access to SMEs	 <p>11 SUSTAINABLE CITIES AND COMMUNITIES</p>	Reducing the need for physical infrastructure through digital platform	 <p>13 CLIMATE ACTION</p>	Minimizing emissions through digital operations; promoting sustainable products



Initiatives Impacting Environment



Driving digital enablement



Promotion of green products



Eco efficient operations



Digital Enablement Leading to Decarbonisation



Providing
greener
alternatives



Reduction in
travel and
transport



Online
business
conversation



Reduces
paper
wastage



Online
e-catalogue
sharing



Paper less
digitized
RFQs



Discovery and Promotion of Green Products

~1145K Renewable & Energy Efficient Products



Rooftop Solar Panel

~318K Eco-Friendly & Recycled Products



Dry Banana Leaves Cutlery

~102K Water/Waste Management



Water Treatment Plant

~190K Organic/Bio Fertilizers



Biomass Plant

~49K Green Construction Material



Particle Board

~54K Electric Vehicles



Electric Rickshaw



Note: Figures as on March 31, 2025

IndiaMART InterMESH Ltd

~1.9 Mn Green Products

800+ Categories

~4.4 Mn Buying Requests

Our Environment Efficient Operations



Carbon Emissions intensity of **0.03** TCO₂e per million rupee of turnover¹

505.65M³ rainwater harvesting capacity

IGBC² LEED Gold Certified Corporate Office

Note:

1. Calculated using GHG Protocol methodology laid down by ISO 14064-1. Scope 2 emissions of 423.62 TCO₂e
2. IGBC LEED - Indian Green Building Council ('IGBC') was formed by the Confederation of Indian Industry ('CII') in 2001
3. All numbers as on and for the year ended 31st March 25



Societal Impact



Transforming **SMALL SUPPLIERS**



Empowering **SMALL CITY BUYERS**



Energizing **COMMUNITIES** from
Corporate Social Initiatives



Level up **EMPLOYEES** through training
and development




Transforming Small Suppliers




Education and Assistance
for Digital Transformation

Business Enablement
in Cost-Effective manner

8.1Mn served free of charge
(>95% of the total suppliers)

 Click here
Seller Testimonials

 Click here
Seller Testimonials

 Click here
Seller Testimonials



Note: Figures as on March 31, 2025

IndiaMART InterMESH Ltd

Empowering Small City Buyers



**100% FREE ASSISTANCE
TO BUYERS**

**119mn PRODUCTS TO
CHOOSE FROM**

**PRODUCT PRICE
DISCOVERY**

211mn Registered Buyers

~47% Buyers from small cities¹

Note:

1) Small cities includes cities with population <500,000, basis aggregate buyers who have submitted enquiries during the last 5 years

2) Figures as on March 31, 2025



IndiaMART InterMESH Ltd

Community Improvement – Education and Infrastructure

More than 1.2 Million+ lives impacted



80k+
Female Students
Localized Science
Content Development for
746 Kasturba Gandhi
Balika Vidyalayas



550+
Candidates,
71% Women
Empowering
Underprivileged Youth
through Skill-Based
Training across Five
Cities



200+
Underprivilege
Students supported
Infrastructure
Enhancement at
Ponnachi High School



14K +
Students
Impacted
Transforming learning
spaces with modern
infrastructure, water
facilities and sanitation in
25+ Schools



Note: Figures as on March 31, 2025

IndiaMART InterMESH Ltd

Nurturing People

**16% Employees
with 5+ years**



**700+ employees
covered in ESOP¹**



**~29%
Females²**

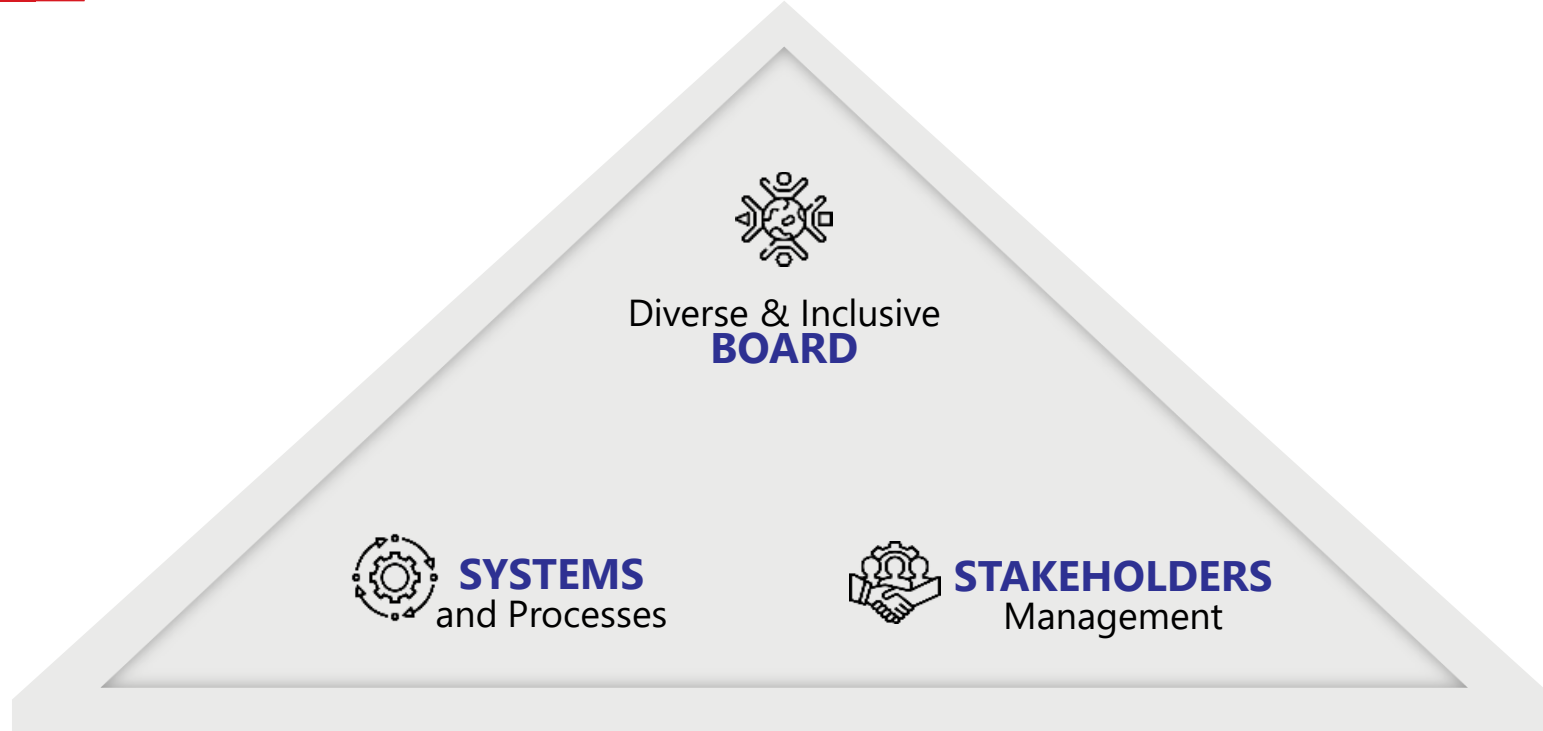


Note:

- 1) Employees covered under Indiamart Employee Stock Benefit Scheme 2015 and 2018 who vested stocks till date
- 2) Females working in verticals other than sales and servicing
- 3) Figures as on March 31, 2025



Committed to Excellence in Corporate Governance



TRANSPARENCY

BUSINESS ETHICS

ACCOUNTABILITY

Foundation of strong principles



Independent and Non-Executive Directors



Lead Independent Director

Pallavi Dinodia Gupta

Chartered Accountant and Bachelor's degree in law from Delhi University

Experience

S R Dinodia & Co LLP



Independent Director

Rajesh Sawhney

Bachelor's degree in Engineering from Delhi University and Master's degree in Management Studies Bombay University

Experience

Reliance Entertainment



Independent Director

Vivek Narayan Gour

Bachelor's degree from the University of Bombay and an MBA from Delhi University

Experience

Tata Finance, Genpact India, GE Capital Services India



Non-executive Director

Dhruv Prakash

Master's degree from Meerut University and a PGDM from IIM, Ahmedabad

Experience

Korn/Ferry International, Helion Ventures, Hewitt Associates (India), Amar Dye-Chem, DCM Toyota



Independent Director

Manish Vij

Master's in management science from Devi Ahilya Vishwavidyalaya and Bachelor's degree from Devi Ahilya Vishwavidyalaya

Experience

Smile Group, SVG Media Pvt, Quasar, Tyroo, Zupee



Independent Director

Sandeep Kumar Barasia

MBA from London Business School and B.Com, Bond University, Australia

Experience

Delhivery, Bain & Company



Independent Director

Vasuta Agarwal

PGDM from IIM Bangalore and B.E. from Birla Institute of Technology & Science, Pilani

Experience

InMobi, McKinsey & Company, Intel Technologies India

60% Independent directors

10% non-independent non-executive directors

100% Board Meetings chaired by Independent directors



Governance – Trusted Systems and Processes



1. ISO 27001:2022 and ISO 27001:2019 – Privacy Information Management System (PIMS) Certificate IndiaMART InterMESH Ltd

Governance – Trusted Systems and Processes



1. ISO 22301:2019 – Business Continuity Management Standard Certificate
2. ISO 31000:2018 – Risk Management System



Governance – Trusted Systems and Processes



1. ISO 12207:2017 – Management System for System and Software Engineering Process
2. ISO 20000-1:2018 – IT Service Management System

IndiaMART InterMESH Ltd

Awards & Recognitions

Excellence in **Corporate Social Responsibility**
9th Edition of the ICSI National Awards

Best Business App
13th India Digital Awards

Most Trusted B2B Online Marketplace
By Brand Empower

Mobile Website won "Gold" in Best Enterprise Product
14th India Digital Summit.

Excellence in **MSME Tech & Innovation**
ET MSME Awards 2023 Winner

Leading Mid-Corporate in Services (Non-IT) category
Dun & Bradstreet Business Excellence Awards 2022

Excellence in **Corporate Governance**
23rd ICSI National Awards 2023

Integrated Annual Report Gold Award 2024
By LACP

Pride of India Brand
Exchange4media in its North edition in 2023

"Dinesh Agarwal: **The Digital Person of the Year**"
10th India Digital Awards

Cooperation with **Intellectual Property Right** Holders by REACT (The Anti Counterfeiting Network)

Dinesh Agarwal, Founder & CEO, awarded as **Entrepreneur of The Year** at Dun & Bradstreet Business Excellence Awards 2022

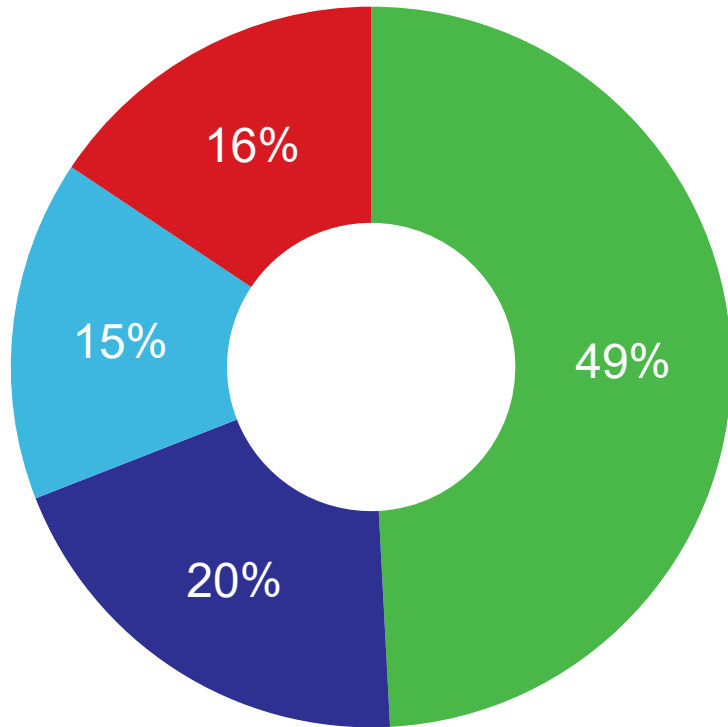


Shareholders and Team



Shareholding Pattern

Total Equity Shares Outstanding as on June 30, 2025 – 6,00,32,148



- Promoters and Promoter Group
- Foreign Institutions and Portfolio Investors
- Mutual Funds, Alternate Investment Funds, Insurance Companies
- Others

Institutional investors holding greater than 1% of the total number of shares








- ICICI Prudential Mutual Fund
- UTI Mutual Fund
- SBI Mutual Fund
- Stewart Investors
- Vanguard Group, Inc.
- Capital Group
- Ishares Core MSCI



Note: The figures are approximations

IndiaMART InterMESH Ltd

Leadership Team

	Name	Qualification	Previous Experience
	Dinesh Chandra Agarwal <i>MD & CEO</i>	B.Tech (HBTI)	Founder(IndiaMART),HCL America, C-Dot,CMC
	Brijesh Kumar Agrawal <i>WTD</i>	PGDBM (NIILM), BMS (Lucknow University)	Co-Founder, IndiaMART, Miebach Logistics India Pvt .Ltd.
	Manoj Bhargava <i>WTD</i>	B.Com(H), LLB(DU), LLM (IP Univ. Delhi), CS	HT Media Ltd., Varun Beverages Ltd., Barista Coffee Company Ltd., India Today Group
	Jitin Diwan <i>CFO</i>	CA, B.Com(H) (DU)	Upstox, Amazon India, Bharti Airtel, Vodafone
	Prateek Chandra <i>CSO</i>	CA, B.Com(H) (SRCC)	Bharat S. Raut & Co (KPMG), EXL, HT Media
	Dinesh Gulati <i>COO</i>	B.Tech, (HBTI), MBA (FMS)	Kodak India Ltd, Bharti Airtel , Reliance Infocomm, Indian Express
	Amarinder S. Dhaliwal <i>CPO</i>	B.Tech (IIT Delhi), MBA (IIM A)	Micromax, BCCL, TIMES Internet, SBI Capital Markets
	Nikhil S Prabhakar <i>CIO</i>	B.Tech (NITK Surathkal), MBA (FMS)	Pristyn Care, Ola Financial Services, Bharti Airtel, GoodHealth Technologies





Thank You

For any queries, please contact us at investors@indiamart.com

To know more, visit us at <https://www.indiamart.com/> <https://investor.indiamart.com/>

