



indiamart®

IndiaMART InterMESH Ltd.

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October 21, 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 and half year ended September 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 and half year ended September 30, 2021.

Please take above information on record.

Yours faithfully,

For IndiaMART InterMESH Limited

Manoj Bhargava
(Manoj Bhargava)

**Sr. Vice President (Legal & Secretarial),
Company Secretary & Compliance Officer
Membership No: F5164**



Encl: As above

IndiaMART InterMESH Limited**Second Quarter ending September 30, 2021- Results Press Release**

Noida, India, October 21, 2021: IndiaMART InterMESH Limited (referred to as “IndiaMART” or the “Company”), today announced its financial results for the second quarter ending September 30, 2021.

Q2 FY2022 vs. Q2 FY2021
<ul style="list-style-type: none">▪ Consolidated Revenue from Operations of Rs. 182 Crore, YoY growth of 12%▪ Consolidated EBIT of Rs. 80 Crore▪ Consolidated Cash generated from Operations at Rs. 99 Crore

Financial Highlights (Q2 FY2022):

IndiaMART reported consolidated Total Revenue from Operations of Rs. 182 Crore in Q2 FY22, a growth of 12% YoY driven by improvement in realization from existing customers and increase in number of paying subscription suppliers. Consolidated Deferred Revenue grew by 20% YoY to Rs. 756 Crore as at 30 September 2021.

Consolidated EBITDA was Rs. 83 Crore as compared to Rs. 82 Crore in Q2 FY21. EBITDA margin for Q2 FY22 stood at 46%. Consolidated EBIT for the period was Rs. 80 Crore with EBIT margin of 44% in Q2 FY22.

Profit before Tax was at Rs.109 Crore and Net Profit was Rs.82 Crores, representing margins of 51% and 38% respectively.

Consolidated Cash Flow from Operations for the quarter was at Rs. 99 Crore, a year on year growth of 28%. Cash and Investments balance stood at Rs. 2,466 Crore as on September 30, 2021, as compared to Rs. 1,045 Crore on September 30, 2020, an increase of 136% YoY.

Operational Highlights (Q2 FY2022):

IndiaMART registered a traffic growth 10% YoY with 284 million in Q2 FY22 as compared to 259 million in Q2 FY21 and Unique business enquiries stood at 26 million in Q2 FY22. Supplier Storefronts grew to 6.7 million, an increase of 7% YoY and paying subscription suppliers grew to 150 thousand, a growth of 6%.

Further, we have acquired 26% stake in ‘Agillos E-Commerce’ which under the brand name of ‘Aerchain’, offers SaaS based solutions allowing mid to large sized enterprises to automate their procurement operations. Aerchain offers solutions across the entire Source to Pay lifecycle of enterprises. Investment was completed through our 100% subsidiary, Trade Zeal Online Private Limited.

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

“We are pleased with the visible recovery momentum across business leading to modest growth in revenue, customers and deferred revenue in this quarter. Our strong balance sheet and cash flows from operations give us the wherewithal to help businesses transform, adopt digitalization and grow themselves in these times. We continue to make the right investments needed to strengthen our value proposition, and positioning while leverage the emerging growth tailwind to create the long term shareholder value.”

Q2 FY2022 Performance Metrics: Consolidated Basis

Particulars	Unit	Q2 FY22	Q2 FY21	Y-o-Y Change	Q1 FY22	Q-o-Q Change
Total Income	(Rs. Crore)	214	181	18%	211	1%
Revenue from Operations	(Rs. Crore)	182	163	12%	182	0.4%
EBITDA	(Rs. Crore)	83	82	2%	89	(6%)
EBITDA Margin	%	46%	50%		49%	
EBIT	(Rs. Crore)	80	77	4%	85	(6%)
EBIT Margin	%	44%	47%		47%	
Other Income	(Rs. Crore)	31	18	76%	29	7%
Profit Before Tax	(Rs. Crore)	109	93	16%	112	(3%)
Profit Before Tax Margin	%	51%	51%		53%	
Net Profit for the period	(Rs. Crore)	82	70	18%	88	(7%)
Net Profit Margin	%	38%	39%		42%	
Cash generated from Operating Activities	(Rs. Crore)	99	78	28%	61	62%
Collections from Customers	(Rs. Crore)	223	164	36%	170	31%
Deferred Revenue	(Rs. Crore)	756	628	20%	715	6%
Cash and Investment	(Rs. Crore)	2,466	1,045	136%	2,421	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