Date: October 22, 2019

To
National Stock Exchange of India Ltd.
Exchange Plaza, Bandra Kurla Complex,
Bandra (East),
Mumbai - 400 051
Symbol: INDIAMART

BSE Limited
Listing Department,
Phiroze Jeejeebhoy Towers, Dalal Street
Mumbai - 400 001
Symbol: 542726

Subject: Investor Presentation on the Audited (Standalone and Consolidated) Financial Results for the quarter and half year ended September 30, 2019

Dear Sir/Madam,

In accordance with Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, please find enclosed herewith Investor Presentation on the Audited (Standalone and Consolidated) Financial Results of the Company for the quarter and half year ended September 30, 2019.

Please take on the 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
Earnings Presentation
Quarter ended September 30, 2019

India’s largest online B2B marketplace connecting buyers with suppliers
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Q2 FY 20 Results Overview (Consolidated)\textsuperscript{1}

Total Income - Rs. 177 Cr
35% YoY Growth

Revenue from Operations
Rs. 157 Cr
28% Growth YoY

Deferred Revenue
Rs. 631 Cr
28% Growth YoY

EBITDA
Rs. 36 Cr
61% Growth
23% Margin

Net Profit
Rs. 9 Cr\textsuperscript{2}
5% Margin

Cash generated from Operating Activities
Rs. 42 Cr
18% Degrowth YoY

Cash and Investments
Rs. 780 Cr
55% Growth YoY

Notes:
1. Results are basis consolidated financials and compared against Q2 FY 19
2. Net profit includes one-time impact of Rs. 31.4 Crore related to change in tax rate and law as the Company has opted to move to 25% tax regime as per the option given in Taxation Amendment Ordinance 2019.
Business Overview
About Us – India’s largest online B2B marketplace

- 2-way robust discovery marketplace, connecting buyers & suppliers
- Well Diversified across Industries
- Strong Network effects driving leadership
- Behavioural data driven Algorithmic matchmaking
- Well established & trusted Pan India brand

54 Industries 138,000 categories 60mn+ Products

Note: As of and for fiscal year ended March 31, 2019
Geographic Presence

<table>
<thead>
<tr>
<th>Categorization</th>
<th>Metros</th>
<th>Category II</th>
<th>Category III</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>Delhi NCR, Mumbai, Bengaluru,</td>
<td>Population &gt;500,00 excluding the cities covered</td>
<td>Population 100,000-500,00 excluding the cities</td>
</tr>
<tr>
<td></td>
<td>Hyderabad, Kolkata, Ahmedabad,</td>
<td>under Metros</td>
<td>covered under Metros and Category II</td>
</tr>
<tr>
<td></td>
<td>Pune and Chennai</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Number of Cities</td>
<td>8</td>
<td>69</td>
<td>394</td>
</tr>
</tbody>
</table>

Note: As of and for fiscal year ended March 31, 2019
IndiaMART: Unique & Differentiated Business Model

Recently Launched IndiaMART Lead Management System
Behavioural Data Driven Algorithmic Matchmaking
…Driven By Strong Network Effects

55% Repeat Buyers

93mn Registered Buyers

Product Search

Buyer Search

37% Suppliers are Buyers

5.7mn Supplier Storefronts

41mn(1)
Monthly Business Enquiries Delivered

Note: All figures are as of 30th Sep, 2019, unless specified.
(1) Calculated as (Q2FY20 Quarterly Number)/3.
Focus on Mobile

Traffic from Mobile Site & App

4.6 ★★★★★ App Rating on Playstore by users

76% Traffic from Mobile Site & App
Competitive Strength – Leading Brand In Online B2B Market

**Brand and Network Effect**
- Business enquiries delivered/day
- 100% organic search
- Mostly repeat buyers
- Most of the suppliers are buyers

**Presence in a Highly Fragmented Market**
- 5.7mn total supplier storefronts in India
- Wide Spread Pan India reach across Geographies
- Growing sales and service force

**Detailed Catalogue With Pricing**
- 60mn+ listed products across 54 industries
- Product specifications
- Pricing details
- Photos & Videos

**Efficiency & Effectiveness Through Large Supplier Behavioral Data**
- Call responsiveness
- Relevancy using RFQ consumption pattern
- Replies & callbacks
Our Presence

- Nationwide coverage, 77 branches in 37 cities across India
- Corporate Headquarter in Delhi/NCR
- 3,874 Sales and Service representatives
Our Strategy

**Improve Supplier Engagement**
- Fintech
- SAAS

**Brands Strategy**
- Focus on on-boarding Large and Medium Enterprises

**Core SME Business**
- Focus on expanding buyer and supplier network
Financial Performance – Standalone Basis
Revenue From Operations

Yearly Trends

- **28% CAGR**
- FY16: 238
- FY17: 309
- FY18: 404
- FY19: 497

Quarterly Trends

- **27% YoY**
- Q2 FY19: 120
- Q3 FY19: 131
- Q4 FY19: 135
- Q1 FY20: 144
- Q2 FY20: 153

~40% of revenue contributed by top 10% of paying subscription suppliers
Deferred Revenue*

Yearly Trends

- 32% CAGR

<table>
<thead>
<tr>
<th>Year</th>
<th>Rs Crore</th>
</tr>
</thead>
<tbody>
<tr>
<td>Mar'16</td>
<td>256</td>
</tr>
<tr>
<td>Mar'17</td>
<td>325</td>
</tr>
<tr>
<td>Mar'18</td>
<td>423</td>
</tr>
<tr>
<td>Mar'19</td>
<td>585</td>
</tr>
</tbody>
</table>

Quarterly Trends

- 28% YoY

<table>
<thead>
<tr>
<th>Quarter</th>
<th>Rs Crore</th>
</tr>
</thead>
<tbody>
<tr>
<td>Sep'18</td>
<td>491</td>
</tr>
<tr>
<td>Oct'18</td>
<td>516</td>
</tr>
<tr>
<td>Nov'18</td>
<td>585</td>
</tr>
<tr>
<td>Dec'18</td>
<td>609</td>
</tr>
<tr>
<td>Jan'19</td>
<td>629</td>
</tr>
</tbody>
</table>

* Refers to contract liabilities in the financial statements, i.e. including advances from customers
EBITDA

Yearly Trends

<table>
<thead>
<tr>
<th>Year</th>
<th>EBITDA Margin</th>
</tr>
</thead>
<tbody>
<tr>
<td>FY16</td>
<td>(54)</td>
</tr>
<tr>
<td>FY17</td>
<td>(4)</td>
</tr>
<tr>
<td>FY18</td>
<td>49</td>
</tr>
<tr>
<td>FY19</td>
<td>80</td>
</tr>
</tbody>
</table>

Quarterly Trends

<table>
<thead>
<tr>
<th>Quarter</th>
<th>EBITDA Margin</th>
</tr>
</thead>
<tbody>
<tr>
<td>Q2 FY19</td>
<td>23</td>
</tr>
<tr>
<td>Q3 FY19</td>
<td>28</td>
</tr>
<tr>
<td>Q4 FY19</td>
<td>15</td>
</tr>
<tr>
<td>Q1 FY20</td>
<td>38</td>
</tr>
<tr>
<td>Q2 FY20</td>
<td>37</td>
</tr>
</tbody>
</table>

* The company has adopted IND AS -116 from 1st April 2019, impacting EBITDA by increase of Rs 4.5 Crores in Q1FY20 and Rs 4.8 Crores in Q2FY20.
Margin Leverage

Yearly Trends

- FY16: 123%, 71%
- FY17: 101%, 65%
- FY18: 88%, 58%
- FY19: 84%, 56%

Quarterly Trends

- Q2 FY19: 81%, 53%
- Q3 FY19: 78%, 53%
- Q4 FY19: 89%, 60%
- Q1 FY20*: 74%, 51%
- Q2 FY20*: 76%, 55%

Total expenses as a % of revenue from operations (Standalone)

- FY16: 65%
- FY17: 58%
- FY18: 56%
- FY19: 53%

Employee benefit and outsourced sales cost as a % of revenue from operations

* The company has adopted IND AS -116 from 1st April 2019, impacting margin leverage by 3% in Q1FY20 and Q2FY20.
Cash generated from Operating Activities

Yearly Trends

<table>
<thead>
<tr>
<th>Year</th>
<th>Rs Crore (Standalone)</th>
</tr>
</thead>
<tbody>
<tr>
<td>FY16</td>
<td>15</td>
</tr>
<tr>
<td>FY17</td>
<td>59</td>
</tr>
<tr>
<td>FY18</td>
<td>183</td>
</tr>
<tr>
<td>FY19</td>
<td>259</td>
</tr>
</tbody>
</table>

158% CAGR

Quarterly Trends

<table>
<thead>
<tr>
<th>Quarter</th>
<th>Rs Crore (Standalone)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Q2 FY19</td>
<td>53</td>
</tr>
<tr>
<td>Q3 FY19</td>
<td>60</td>
</tr>
<tr>
<td>Q4 FY19</td>
<td>99</td>
</tr>
<tr>
<td>Q1 FY20</td>
<td>56</td>
</tr>
<tr>
<td>Q2 FY20</td>
<td>42</td>
</tr>
</tbody>
</table>

-21% YoY
Cash and Investments

Yearly Trends

65% CAGR

<table>
<thead>
<tr>
<th>Year</th>
<th>Value (Rs Crore)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Mar'16</td>
<td>152</td>
</tr>
<tr>
<td>Mar'17</td>
<td>176</td>
</tr>
<tr>
<td>Mar'18</td>
<td>384</td>
</tr>
<tr>
<td>Mar'19</td>
<td>678</td>
</tr>
</tbody>
</table>

Quarterly Trends

55% YoY

<table>
<thead>
<tr>
<th>Quarter</th>
<th>Value (Rs Crore)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Sep'18</td>
<td>498</td>
</tr>
<tr>
<td>Dec'18</td>
<td>569</td>
</tr>
<tr>
<td>Mar'19</td>
<td>678</td>
</tr>
<tr>
<td>Jun'19</td>
<td>739</td>
</tr>
<tr>
<td>Sep'19</td>
<td>773</td>
</tr>
</tbody>
</table>

1. Refers to Cash and Cash Equivalents and investments in Mutual Funds in the financial statements
2. During the quarter the company has made an investment of Rs 31.2 Crore in Simply Vyapar Apps Pvt Ltd
### Financial Metrics

<table>
<thead>
<tr>
<th>Financial Metrics</th>
<th>Q2 FY20</th>
<th>Q2 FY19</th>
<th>YoY Change</th>
<th>Q1 FY20</th>
<th>QoQ Change</th>
<th>HI FY20</th>
<th>HI FY19</th>
<th>YoY Change</th>
</tr>
</thead>
<tbody>
<tr>
<td>Revenue from Operations</td>
<td>153</td>
<td>120</td>
<td>27%</td>
<td>144</td>
<td>6%</td>
<td>297</td>
<td>231</td>
<td>28%</td>
</tr>
<tr>
<td>Other Income</td>
<td>20</td>
<td>9</td>
<td>139%</td>
<td>14</td>
<td>43%</td>
<td>35</td>
<td>13</td>
<td>172%</td>
</tr>
<tr>
<td><strong>Total Income</strong></td>
<td>173</td>
<td>128</td>
<td>35%</td>
<td>159</td>
<td>9%</td>
<td>332</td>
<td>244</td>
<td>36%</td>
</tr>
<tr>
<td>Manpower Expense</td>
<td>66</td>
<td>49</td>
<td>34%</td>
<td>58</td>
<td>13%</td>
<td>125</td>
<td>101</td>
<td>24%</td>
</tr>
<tr>
<td>Outsourced sales cost</td>
<td>18</td>
<td>14</td>
<td>31%</td>
<td>15</td>
<td>20%</td>
<td>33</td>
<td>28</td>
<td>19%</td>
</tr>
<tr>
<td>Other Expense</td>
<td>32</td>
<td>34</td>
<td>(6%)</td>
<td>33</td>
<td>(5%)</td>
<td>65</td>
<td>66</td>
<td>(3%)</td>
</tr>
<tr>
<td><strong>Total Expenses</strong></td>
<td>116</td>
<td>97</td>
<td>20%</td>
<td>107</td>
<td>9%</td>
<td>223</td>
<td>195</td>
<td>14%</td>
</tr>
<tr>
<td><strong>EBITDA</strong></td>
<td>37</td>
<td>23</td>
<td>60%</td>
<td>38</td>
<td>(2%)</td>
<td>75</td>
<td>36</td>
<td>106%</td>
</tr>
<tr>
<td><strong>EBITDA Margin (%)</strong></td>
<td>24%</td>
<td>19%</td>
<td>26%</td>
<td>25%</td>
<td>16%</td>
<td></td>
<td></td>
<td>-</td>
</tr>
<tr>
<td>Depreciation and amortisation expense</td>
<td>5</td>
<td>1</td>
<td>412%</td>
<td>4</td>
<td>14%</td>
<td>9</td>
<td>2</td>
<td>465%</td>
</tr>
<tr>
<td>Finance Cost</td>
<td>0.6</td>
<td>-</td>
<td>-</td>
<td>0.4</td>
<td>-</td>
<td>1.1</td>
<td>-</td>
<td>-</td>
</tr>
<tr>
<td>Net Loss on Financial Liability at FVTL</td>
<td>-</td>
<td>-</td>
<td>-</td>
<td>-</td>
<td>-</td>
<td>-</td>
<td>65</td>
<td>-</td>
</tr>
<tr>
<td><strong>Profit Before Tax</strong></td>
<td>52</td>
<td>31</td>
<td>69%</td>
<td>47</td>
<td>10%</td>
<td>99</td>
<td>(18)</td>
<td>NA</td>
</tr>
<tr>
<td><strong>Profit Before Tax Margin (%)</strong></td>
<td>30%</td>
<td>24%</td>
<td>30%</td>
<td>30%</td>
<td>-</td>
<td></td>
<td></td>
<td>-</td>
</tr>
<tr>
<td><strong>Tax</strong></td>
<td>42</td>
<td>10</td>
<td>341%</td>
<td>14</td>
<td>204%</td>
<td>56</td>
<td>16</td>
<td>245%</td>
</tr>
<tr>
<td><strong>Net Profit</strong></td>
<td>10</td>
<td>21</td>
<td>(54%)</td>
<td>33</td>
<td>(71%)</td>
<td>43</td>
<td>(34)</td>
<td>NA</td>
</tr>
<tr>
<td><strong>Net Profit Margin (%)</strong></td>
<td>6%</td>
<td>16%</td>
<td>-</td>
<td>21%</td>
<td>-</td>
<td>13%</td>
<td>(14%)</td>
<td>-</td>
</tr>
<tr>
<td>Cash Generated from Operating Activities</td>
<td>42</td>
<td>53</td>
<td>(21%)</td>
<td>56</td>
<td>(24%)</td>
<td>98</td>
<td>100</td>
<td>(2%)</td>
</tr>
<tr>
<td>Deferred Revenue (period end)</td>
<td>629</td>
<td>491</td>
<td>28%</td>
<td>609</td>
<td>3%</td>
<td>629</td>
<td>491</td>
<td>28%</td>
</tr>
<tr>
<td>Cash and Investments (period end)</td>
<td>773</td>
<td>498</td>
<td>55%</td>
<td>739</td>
<td>5%</td>
<td>773</td>
<td>498</td>
<td>55%</td>
</tr>
<tr>
<td><strong>EPS (Rs)</strong></td>
<td>3.3</td>
<td>8.4</td>
<td>11.6</td>
<td>14.9</td>
<td>(14.8)</td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

- Note: Tax expenses for the quarter ending September 20, 2019 included one-time impact of Rs. 31.4 Crore related to change in tax rate and law as the Company has opted to move to 25% tax regime as per the option given in Taxation Amendment Ordinance 2019.
Operational Performance
Indian Supplier Storefronts

Yearly Trends

Quarterly Trends

Figures in Millions

34% CAGR

6% YoY

<table>
<thead>
<tr>
<th>Yearly Trends</th>
<th>Quarterly Trends</th>
<th>Figures in Millions</th>
</tr>
</thead>
<tbody>
<tr>
<td>Mar'16</td>
<td>Sep'18</td>
<td>5.4</td>
</tr>
<tr>
<td>Mar'17</td>
<td>Dec'18</td>
<td>5.4</td>
</tr>
<tr>
<td>Mar'18</td>
<td>Mar'19</td>
<td>5.5</td>
</tr>
<tr>
<td>Mar'19</td>
<td>Jun'19</td>
<td>5.6</td>
</tr>
<tr>
<td></td>
<td>Sep'19</td>
<td>5.7</td>
</tr>
</tbody>
</table>

Yearly Trends:
- Mar'16: 2.3
- Mar'17: 3.2
- Mar'18: 4.7
- Mar'19: 5.5

Quarterly Trends:
- Sep'18: 5.4
- Dec'18: 5.4
- Mar'19: 5.5
- Jun'19: 5.6
- Sep'19: 5.7
Registered Buyers

Yearly Trends

- 45% CAGR

Quarterly Trends

- 29% YoY

Figures in Millions

- Mar'16: 27
- Mar'17: 39
- Mar'18: 60
- Mar'19: 83
- Sep'18: 72
- Dec'18: 78
- Mar'19: 83
- Jun'19: 88
- Sep'19: 93
Paying Subscription Suppliers

Yearly Trends

- **21% CAGR**

<table>
<thead>
<tr>
<th>Year</th>
<th>Figures in thousands</th>
</tr>
</thead>
<tbody>
<tr>
<td>Mar'16</td>
<td>72</td>
</tr>
<tr>
<td>Mar'17</td>
<td>96</td>
</tr>
<tr>
<td>Mar'18</td>
<td>108</td>
</tr>
<tr>
<td>Mar'19</td>
<td>130</td>
</tr>
</tbody>
</table>

Quarterly Trends

- **15% YoY**

<table>
<thead>
<tr>
<th>Quarter</th>
<th>Figures in thousands</th>
</tr>
</thead>
<tbody>
<tr>
<td>Sep'18</td>
<td>119</td>
</tr>
<tr>
<td>Dec'18</td>
<td>124</td>
</tr>
<tr>
<td>Mar'19</td>
<td>130</td>
</tr>
<tr>
<td>Jun'19</td>
<td>133</td>
</tr>
<tr>
<td>Sep'19</td>
<td>137</td>
</tr>
</tbody>
</table>
Annualised Revenue Per Paying Subscribers

Yearly Trends

5% CAGR

Quarterly Trends

11% YoY

Figures in thousands

Mar'16 | Mar'17 | Mar'18 | Mar'19
---|---|---|---
32.8 | 32.1 | 37.2 | 38.4

Sep'18 | Dec'18 | Mar'19 | Jun'19 | Sep'19
---|---|---|---|---
40.2 | 42.3 | 41.7 | 43.6 | 44.6

Represents Revenue from operations for the period divided by Paying subscription suppliers at period end
For the purposes of Quarter, the same has been multiplied by 4 to represent annualized runrate
Traffic*

Yearly Trends

- 40% CAGR

Quarterly Trends

- 1% YoY

Figures in Millions

Mar'16: 262
Mar'17: 326
Mar'18: 553
Mar'19: 723
Sep'18: 198
Dec'18: 173
Mar'19: 171
Jun'19: 184
Sep'19: 196

~76% of total traffic is through mobile

* “Traffic” is defined as number of visits done on the website, mobile website and mobile application of Indiamart
Business Enquiries Delivered

Yearly Trends

Quarterly Trends

Figures in Millions

57% CAGR

4% YoY

Mar'16  Mar'17  Mar'18  Mar'19

115  157  290  449

Sep'18  Dec'18  Mar'19  Jun'19  Sep'19

118  120  112  113  123
Total Sales & Service Representatives

Yearly Trends

- **2016**
  - Mar'16: 2,631
  - Mar'17: 2,638
  - Mar'18: 2,921
  - Mar'19: 3,316

- **8% CAGR**

Quarterly Trends

- **2018**
  - Sep'18: 2,110
  - Dec'18: 2,178
  - Mar'19: 2,249
  - Jun'19: 2,398
  - Sep'19: 2,524

- **26% YoY**

- **2019**
  - Mar'19: 3,085
  - Mar'19: 3,181
  - Mar'19: 3,316
  - Mar'19: 3,536
  - Sep'19: 3,874
Financial Performance – Consolidated Section
### Financial Metrics

<table>
<thead>
<tr>
<th>Financial Metric</th>
<th>Q2 FY20</th>
<th>Q2 FY19</th>
<th>YoY Change</th>
<th>Q1 FY20</th>
<th>QoQ Change</th>
<th>HI FY20</th>
<th>HI FY19</th>
<th>YoY Change</th>
</tr>
</thead>
<tbody>
<tr>
<td>Revenue from Operations</td>
<td>157</td>
<td>122</td>
<td>28%</td>
<td>147</td>
<td>6%</td>
<td>304</td>
<td>236</td>
<td>29%</td>
</tr>
<tr>
<td>Other Income</td>
<td>20</td>
<td>9</td>
<td>139%</td>
<td>14</td>
<td>42%</td>
<td>35</td>
<td>13</td>
<td>172%</td>
</tr>
<tr>
<td><strong>Total Income</strong></td>
<td>177</td>
<td>131</td>
<td>35%</td>
<td>162</td>
<td>10%</td>
<td>339</td>
<td>249</td>
<td>36%</td>
</tr>
<tr>
<td>Manpower Expense</td>
<td>69</td>
<td>51</td>
<td>34%</td>
<td>61</td>
<td>13%</td>
<td>129</td>
<td>104</td>
<td>24%</td>
</tr>
<tr>
<td>Outsourced sales cost</td>
<td>18</td>
<td>14</td>
<td>31%</td>
<td>15</td>
<td>20%</td>
<td>33</td>
<td>28</td>
<td>19%</td>
</tr>
<tr>
<td>Other Expense</td>
<td>33</td>
<td>35</td>
<td>(4%)</td>
<td>35</td>
<td>(4%)</td>
<td>68</td>
<td>69</td>
<td>(1%)</td>
</tr>
<tr>
<td><strong>Total Expenses</strong></td>
<td>120</td>
<td>100</td>
<td>20%</td>
<td>111</td>
<td>9%</td>
<td>231</td>
<td>201</td>
<td>15%</td>
</tr>
<tr>
<td>EBITDA</td>
<td>36</td>
<td>23</td>
<td>61%</td>
<td>37</td>
<td>(1%)</td>
<td>73</td>
<td>35</td>
<td>110%</td>
</tr>
<tr>
<td><strong>EBITDA Margin (%)</strong></td>
<td>23%</td>
<td>18%</td>
<td>25%</td>
<td>24%</td>
<td>15%</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Depreciation and amortisation expense</td>
<td>5</td>
<td>1</td>
<td>398%</td>
<td>4</td>
<td>14%</td>
<td>9</td>
<td>2</td>
<td>449%</td>
</tr>
<tr>
<td>Finance Cost</td>
<td>0.6</td>
<td>-</td>
<td>-</td>
<td>0.4</td>
<td>41%</td>
<td>1.1</td>
<td>-</td>
<td>-</td>
</tr>
<tr>
<td>Net Loss on Financial Liability at FVTPL</td>
<td>-</td>
<td>-</td>
<td>-</td>
<td>-</td>
<td>-</td>
<td>-</td>
<td>65</td>
<td>-</td>
</tr>
<tr>
<td>Share in net profit/(loss) of associates</td>
<td>0.2</td>
<td>-</td>
<td>-</td>
<td>-</td>
<td>-</td>
<td>0.2</td>
<td>-</td>
<td>-</td>
</tr>
<tr>
<td><strong>Profit Before Tax</strong></td>
<td>51</td>
<td>30</td>
<td>69%</td>
<td>46</td>
<td>10%</td>
<td>97</td>
<td>(19)</td>
<td>NA</td>
</tr>
<tr>
<td><strong>Profit Before Tax Margin (%)</strong></td>
<td>29%</td>
<td>23%</td>
<td>29%</td>
<td>29%</td>
<td>-</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Tax*</td>
<td>42</td>
<td>10</td>
<td>334%</td>
<td>14</td>
<td>204%</td>
<td>56</td>
<td>16</td>
<td>242%</td>
</tr>
<tr>
<td><strong>Net Profit</strong></td>
<td>9</td>
<td>20</td>
<td>(57%)</td>
<td>32</td>
<td>(73%)</td>
<td>41</td>
<td>(36)</td>
<td>NA</td>
</tr>
<tr>
<td><strong>Net Profit Margin (%)</strong></td>
<td>5%</td>
<td>16%</td>
<td>-</td>
<td>20%</td>
<td>-</td>
<td>12%</td>
<td>(14%)</td>
<td>-</td>
</tr>
<tr>
<td>Cash Generated from Operating Activities</td>
<td>42</td>
<td>52</td>
<td>(18%)</td>
<td>54</td>
<td>(22%)</td>
<td>96</td>
<td>97</td>
<td>(1%)</td>
</tr>
<tr>
<td>Deferred Revenue (period end)</td>
<td>631</td>
<td>492</td>
<td>28%</td>
<td>610</td>
<td>3%</td>
<td>631</td>
<td>492</td>
<td>28%</td>
</tr>
<tr>
<td>Cash and Investments (period end)</td>
<td>780</td>
<td>503</td>
<td>55%</td>
<td>746</td>
<td>5%</td>
<td>780</td>
<td>503</td>
<td>55%</td>
</tr>
<tr>
<td>EPS (Rs)</td>
<td>3.0</td>
<td>8.1</td>
<td>-</td>
<td>11.3</td>
<td>-</td>
<td>14.3</td>
<td>(15.5)</td>
<td>-</td>
</tr>
</tbody>
</table>

* Note: Tax expenses for the quarter ending September 20, 2019 included one-time impact of Rs. 31.4 Crore related to change in tax rate and law as the Company has opted to move to 25% tax regime as per the option given in Taxation Amendment Ordinance 2019.
Revenue – Legal Entity view

<table>
<thead>
<tr>
<th>Particulars</th>
<th>Q2FY19</th>
<th>Q3FY19</th>
<th>Q4FY19</th>
<th>Q1FY20</th>
<th>Q2FY20</th>
</tr>
</thead>
<tbody>
<tr>
<td>Revenue from Operations</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>IndiaMart Intermesh Limited</td>
<td>120</td>
<td>131</td>
<td>135</td>
<td>144</td>
<td>153</td>
</tr>
<tr>
<td>Ten Times Online Pvt Ltd</td>
<td>2</td>
<td>3</td>
<td>2</td>
<td>2</td>
<td>3</td>
</tr>
<tr>
<td>Pay With Indiamart Pvt Ltd</td>
<td>0.21</td>
<td>0.27</td>
<td>0.58</td>
<td>0.64</td>
<td>0.67</td>
</tr>
<tr>
<td>Tolexo Online Pvt Ltd</td>
<td>0.03</td>
<td>0.05</td>
<td>0.05</td>
<td>0.06</td>
<td>0.05</td>
</tr>
<tr>
<td></td>
<td>123</td>
<td>134</td>
<td>138</td>
<td>147</td>
<td>157</td>
</tr>
<tr>
<td>Inter Company Adjustments</td>
<td>(0.03)</td>
<td>(0.04)</td>
<td>(0.22)</td>
<td>(0.13)</td>
<td>(0.13)</td>
</tr>
<tr>
<td>Total Revenue from Operations</td>
<td>122</td>
<td>134</td>
<td>138</td>
<td>147</td>
<td>157</td>
</tr>
</tbody>
</table>

~98% of revenue contributed by Indiamart standalone business

Rs Crore (Consolidated)
## Historical Financial Metrics

<table>
<thead>
<tr>
<th>Financial Metrics</th>
<th>FY-16</th>
<th>FY-17</th>
<th>FY-18</th>
<th>FY-19</th>
</tr>
</thead>
<tbody>
<tr>
<td>Total Income</td>
<td>251</td>
<td>332</td>
<td>430</td>
<td>548</td>
</tr>
<tr>
<td>Revenue from Operations</td>
<td>246</td>
<td>318</td>
<td>411</td>
<td>507</td>
</tr>
<tr>
<td>EBITDA</td>
<td>(126)</td>
<td>(54)</td>
<td>47</td>
<td>82</td>
</tr>
<tr>
<td>EBITDA Margin (%)</td>
<td>(51%)</td>
<td>(17%)</td>
<td>11%</td>
<td>16%</td>
</tr>
<tr>
<td>Adjusted Net Profit for the period*</td>
<td>(124)</td>
<td>(45)</td>
<td>63</td>
<td>85</td>
</tr>
<tr>
<td>Adjusted Net Profit Margin (%)</td>
<td>(50%)</td>
<td>(14%)</td>
<td>15%</td>
<td>16%</td>
</tr>
<tr>
<td>Net Profit for the period</td>
<td>(132)</td>
<td>(64)</td>
<td>55</td>
<td>20</td>
</tr>
<tr>
<td>Cash Generated from Operating Activities</td>
<td>(56)</td>
<td>(1)</td>
<td>179</td>
<td>255</td>
</tr>
<tr>
<td>Deferred Revenue (period end)</td>
<td>257</td>
<td>325</td>
<td>424</td>
<td>586</td>
</tr>
<tr>
<td>Cash and Investments (period end)</td>
<td>159</td>
<td>177</td>
<td>388</td>
<td>685</td>
</tr>
</tbody>
</table>

- Net Profit has been adjusted for FVTPL expenses or adjustments and one time benefits of Deferred Tax
- Deferred revenue include Advances from Customers

Rs Crore (Consolidated)
Other Information
Our Shareholding Structure

Total shares outstanding as on Sep 30, 2019 - 28,919,820

As on Sep 30, 2019

Promoters and Promoter Group 52.34%
Foreign Institutions and Portfolio Investors 27.20%
Mutual Funds, Banks, Alternate Investment Funds 3.59%
Others 16.87%

Promoters and Promoter Group
Foreign Institutions and Portfolio Investors
Mutual Funds, Banks, Alternate Investment Funds
Others

Promoters and Promoter Group 52.34%
Foreign Institutions and Portfolio Investors 27.20%
Mutual Funds, Banks, Alternate Investment Funds 3.59%
Others 16.87%
Senior Management Team

Dinesh Chandra Agarwal
Managing Director
- Founded IndiaMART
- Bachelor’s in Computer Science and engineering from HBTI, Kanpur University

Prateek Chandra
Chief Financial Officer
- Chartered accountant, Graduation from SRCC, Delhi University
- Previously, worked with exl Service.com India Limited, KPMG and HT Media Limited

Brijesh Agarwal
Whole-Time Director
- Co-founded IndiaMART
- Master’s degree in management science from University of Lucknow and a PGDM from New Delhi

Dinesh Gulati
Chief Operating Officer
- Bachelor’s degree in chemical engineering from Kanpur University MBA from FMS, University of Delhi
- Previously, worked with Kodak India ltd, Bharti Airtel, Reliance communications.

Amarinder S. Dhaliwal
Chief Product Officer (Product Management)
- Bachelor’s in textile technology from IIT Delhi and PGDM from IIM, Ahmedabad
- Worked in Micromax Informatics Ltd., BCCL etc.
Independent and Non-Executive Directors

**Dhruv Prakash**
Non Executive Director

- Master’s degree from Meerut University and PDGM from IIM, Ahmedabad
- Previously worked at Korn/Ferry International Private Limited, Helion Ventures Private Limited etc.

**Rajesh Sawhney**
Independent Director

- Bachelor’s degree in engineering from University of Delhi and master’s degree in management studies from University of Bombay
- Worked with Reliance Capital Limited and Reliance Entertainment Limited

**Vivek Narayan Gour**
Independent Director

- Bachelor’s degree from University of Bombay and MBA from University of Delhi
- Worked with First Leasing Company of India Limited, Infrastructure Leasing & Financial Services Limited etc.

**Elizabeth Lucy Chapman**
Independent Director

- Bachelor’s degree from Edinburgh University, United Kingdom and is a chartered financial analyst
- Previously worked with DBS Bank Limited, Goldman Sachs International etc.
Corporate Office
IndiaMART InterMESH Ltd.
7th Floor, Advant-Navis Business Park, Plot No-7, Sector-142, Noida, Uttar Pradesh, Pin – 201 305, India

T: +91-120-6777800

Registered Office:
1st Floor, 29-Daryaganj, Netaji Subash Marg, Delhi – 110002.

CIN :
U74899DL1999PLC101534