



IndiaMART InterMESH Ltd.

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Date: November 09, 2020

To

BSE Limited

(BSE: 542726)

National Stock Exchange of India Limited

(NSE: INDIAMART)

Dear Sir/Ma'am,

Subject: Press Release on the Audited (Standalone and Consolidated) Financial Results of the Company for the quarter and half year ended September 30, 2020

In accordance with Regulation 30 of the 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, 2020.

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

Second Quarter ending September 30, 2020 - Results Press Release

Noida, India, Nov 9, 2020: IndiaMART InterMESH Limited (referred to as “IndiaMART” or the “Company”), today announced its financial results for the second quarter ending September 30, 2020.

Q2 FY2021 vs. Q2 FY2020
<ul style="list-style-type: none"> ▪ Consolidated Revenue from Operations of Rs. 163 Crore, YoY growth of 4% ▪ Consolidated EBIT of Rs. 77 Crore ▪ Consolidated Cash generated from Operations at Rs. 78 Crore

Financial Highlights (Q2 FY2021):

IndiaMART reported consolidated Total Revenue from Operations of Rs. 163 Crore in Q2 FY21, a growth of 4% y-o-y, supported by marginal improvement in realization of existing customers and increase in number of paying subscription suppliers amidst the ongoing Covid-19 pandemic. Consolidated Deferred Revenue declined marginally from Rs. 631 Crore in Q2 FY20 to Rs. 628 Crore in Q2 FY21.

Consolidated EBITDA was Rs. 82 Crore as compared to Rs. 36 Crore in Q2 FY20. Increase in EBITDA margin to 50% in Q2 FY21 from 23% in Q2 FY20 was primarily driven by sustained as well as temporary benefits arising from various cost optimization initiatives undertaken during last six months. Consolidated EBIT was Rs. 77 Crore as compared to Rs. 31 Crores in Q2 FY20, representing a growth of 147% y-o-y. EBIT margin increased to 47% in Q2 FY21 from 20% in Q2 FY20.

Profit before Tax was at Rs. 93 Crore and Net Profit was Rs. 70 Crores, representing margins of 51% and 39% respectively.

Consolidated Cash Flow from Operations for the quarter was at Rs. 78 Crore. Cash and Investments balance stood at Rs. 1,045 Crore as on September 30, 2020 as compared to Rs. 780 Crore on September 30, 2019, an increase of 34% YoY.

Operational Highlights (Q2 FY2021):

IndiaMART registered a traffic growth of 32% YoY with 259 million in Q2 FY21 as compared to 196 million in Q2 FY20. Total business enquiries delivered increased to 175 million from 123 million, a growth of 42%. Supplier Storefronts grew to 6.2 million in Q2 FY21, an increase of 9% YoY and paying subscription suppliers grew to 141 thousand, a growth of 3%.

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

“As we navigate through these unprecedented times and a volatile environment, we are happy to report a moderate financial performance in this quarter. With the pick up in business activity and increasing realization for online adoption by the small and medium businesses, our revenue and customers have shown a positive recovery trend and helped us to maintain healthy margins as well as cashflows. Our investments in the product over the last couple of years has strengthened the value proposition for our customers and hold us in good stead to leverage the emerging market opportunities in these tough times.”

Q2 FY2021 Performance Metrics: Consolidated Basis

Particulars	Unit	Q2 FY21	Q2 FY20	Y-o-Y Growth	Q1 FY21	Q-o-Q Growth
Total Income	(Rs. Crore)	181	177	2%	187	(3%)
Revenue from Operations	(Rs. Crore)	163	157	4%	153	7%
EBITDA	(Rs. Crore)	82	36	125%	73	11%
EBITDA Margin	%	50%	23%		48%	
EBIT	(Rs. Crore)	77	31	147%	69	12%
EBIT Margin	%	47%	20%		45%	
Other Income	(Rs. Crore)	18	20	(13%)	34	(47%)
Profit Before Tax	(Rs. Crore)	93	51	83%	100	(7%)
Profit Before Tax Margin	%	51%	29%		54%	
Net Profit for the period	(Rs. Crore)	70	9	706%	74	(6%)
Net Profit Margin	%	39%	5%		40%	
Cash generated from Operating Activities	(Rs. Crore)	78	42	85%	3	2,283%
Collections from Customers	(Rs. Crore)	164	177	(7%)	96	72%
Deferred Revenue	(Rs. Crore)	628	631	(0.4%)	628	0.0%
Cash and Investment	(Rs. Crore)	1,045	780	34%	954	10%

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

Tower 2, Assotech Business Cresterra,
Floor No.6, Plot No.22, Sec 135,
Noida-201305, U.P.

Registered Office

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

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