



IndiaMART InterMESH Ltd.
6th floor, Tower 2, Assotech Business Cresterra,
Plot No.22, Sec 135, Noida-201305, U.P.
Call Us: +91 - 9696969696
E: customercare@indiamart.com
Website: www.indiamart.com

April 29, 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 and year ended March 31, 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 and year ended March 31, 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

Q4 and FY24-25

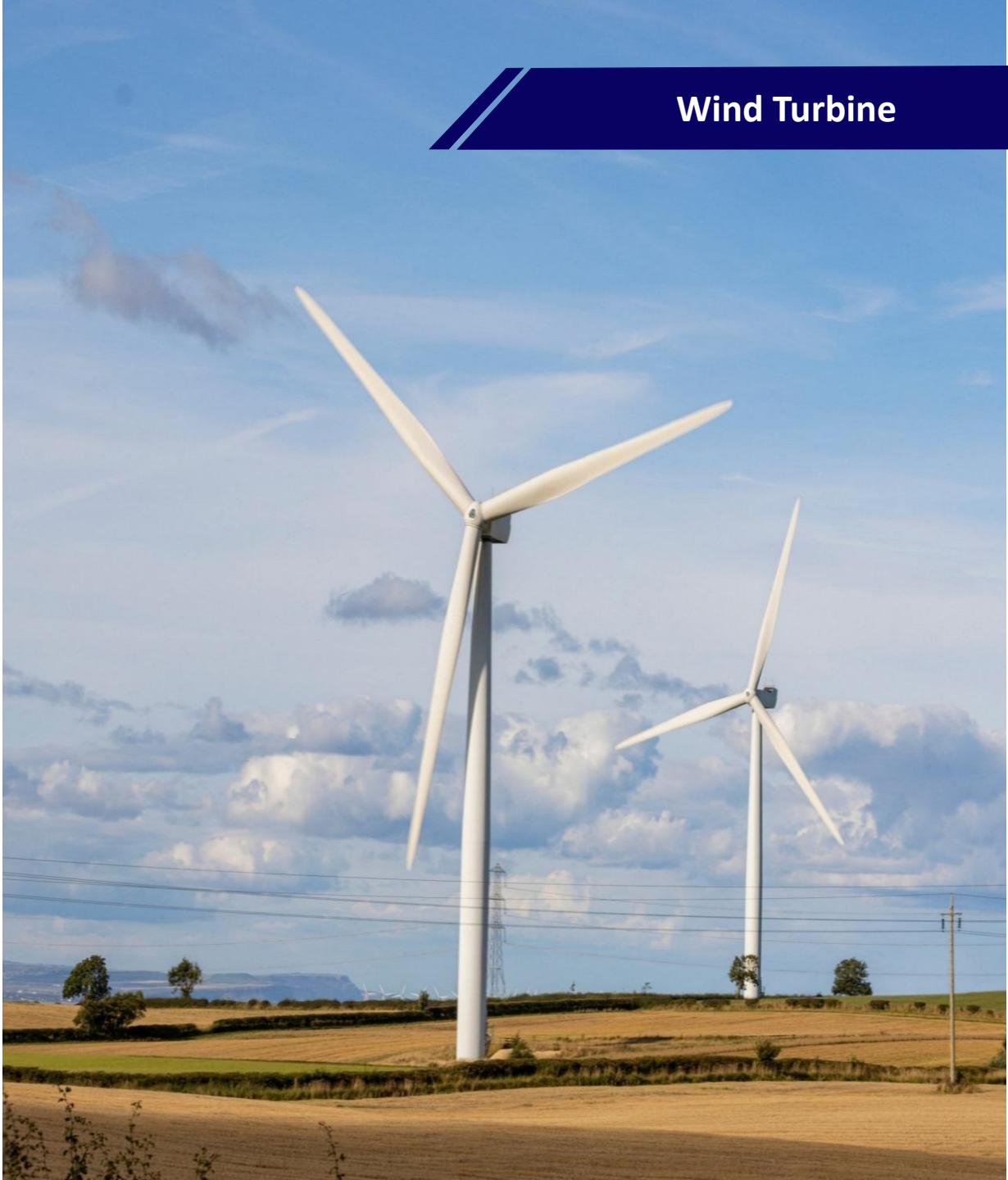
IndiaMART InterMESH Ltd.
India's largest online B2B marketplace
connecting buyers with suppliers



Note: Map not to scale

Table of Contents

HIGHLIGHTS – Q4 & FY24-25	4
INDIAMART BUSINESS OVERVIEW	12
STANDALONE OPERATIONAL PERFORMANCE	33
FINANCIAL PERFORMANCE	39
BUSY INFOTECH & LIVEKEEPING TECHNOLOGIES	59
OTHER STRATEGIC INVESTMENTS	66
ESG	80



Safe Harbour

Welding Machine

This presentation and the accompanying slides (the “**presentation**”) contain selected information about the activities of IndiaMART InterMESH Limited Limited (the “**Company**”) and its subsidiaries and affiliates (together, the “**Group**”) as at the date of the presentation. It does not purport to present a comprehensive overview of the Group or contain all the information necessary to evaluate an investment in the Company.

This presentation is for information purposes only and is not a prospectus, disclosure document or other offering document under any law, nor does it form part of, and should not be construed as, any present or future invitation, recommendation or offer to purchase or sell securities of the Group or an inducement to enter into investment activity in any jurisdiction, including the United States. No part of this presentation nor the fact of its distribution should form the basis of, or be relied on in connection with, any contract or commitment or investment decision whatsoever. If there is any subsequent offering of any security of the Company, it will be made pursuant to a separate and distinct offering documentation. Any decision to purchase securities in the context of an offering of securities (if any) should be made solely on the basis of information contained in the offering documentation published in relation to such offering. This presentation is being communicated to selected persons who have professional experience in matters relating to investments for information purposes only and does not constitute a recommendation regarding any securities of the Group. Other persons should not rely or act upon this presentation or any of its contents.

The distribution of this presentation in certain jurisdictions may be restricted by law and recipients should inform themselves about and observe any such restrictions.

This presentation is not a prospectus, a statement in lieu of a prospectus, an offering circular, an advertisement or an offer document under the Companies Act, 2013, and the rules made thereunder, as amended, the Securities and Exchange Board of India (Issue of Capital and Disclosure Requirements) Regulations, 2018, as amended, or any other applicable law in India.

This presentation has been prepared by the Company based on information and data which the Company considers reliable, but the Company does not make any representation or warranty, express or implied, as to and no reliance should be placed on, the fairness, accuracy, completeness or correctness of the information contained herein, or any statement made in this presentation. The presentation has not been independently verified. The Company, each member of the Group and their respective affiliates, directors, employees, advisers and representatives do not accept any liability for any facts made in or omitted from this presentation. To the maximum extent permitted by law, the Company, each member of the Group and their respective affiliates, directors, employees, advisers and representatives disclaim all liability and responsibility (including without limitation any liability arising from negligence or otherwise) for any direct or indirect loss or damage, howsoever arising, which may be suffered by any recipient through use of or reliance on anything contained in or omitted from or otherwise arising in connection with this presentation.

The information contained in, and the statements made in, this presentation should be considered in the context of the circumstances prevailing at the time. There is no obligation to update, modify or amend such information or statements or to otherwise notify any recipient if any information or statement set forth herein, changes or subsequently becomes inaccurate or outdated. The information contained in this document is provided as at the date of this document and is subject to change without notice.

No one has been authorized to give any information or to make any representations other than those contained in this presentation, and if given or made, such information or representations must not be relied upon as having been authorized by the Company or their respective affiliates. The information in this presentation does not constitute financial advice (nor investment, tax, accounting or legal advice) and does not take into account an investor’s individual investment objectives, including the merits and risks involved in an investment in the Company or its securities, or an investor’s financial situation, tax position or particular needs.

Past performance information in this presentation should not be relied upon as an indication of (and is not an indicator of) future performance. This presentation contains “forward-looking statements”. Such forward-looking statements involve known and unknown risks, uncertainties and other important factors beyond the Company’s control that could cause the actual results, performance or achievements of any member of the Group to be materially different from future results, performance or achievements expressed or implied by such forward-looking statements. Similarly, statements about market and industry trends are based on interpretations of current market conditions which are also subject to change. Attendees are cautioned not to place undue reliance on forward looking statements. No representation, warranty or assurance (express or implied) is given that the occurrence of the events expressed or implied in any forward-looking statements in this presentation will actually occur.

This presentation contains data sourced from and the views of independent third parties. In replicating such data in this document, the Company does not make any representation, whether express or implied, as to the accuracy of such data. The replication of any third-party views in this document should not necessarily be treated as an indication that the Company agrees with or concurs with such views.

The securities of the Company have not been and will not be registered under the U.S. Securities Act of 1933 (as amended, the “U .S. Securities Act”) or any state securities laws in the United States and may not be offered or sold within the United States, except pursuant to an exemption from, or in a transaction not subject to, the registration requirements of the U.S. Securities Act and in accordance with any applicable United States state securities laws. The Company does not intend to conduct a public offering of securities in the United States. You confirm that you are either (i) both a “qualified institutional buyer” as defined in Rule 144A under the U.S. Securities Act and a “qualified purchaser” as defined under the U.S. Investment Company Act of 1940 in reliance upon section 3(c)(7) of the U.S. Investment Company Act of 1940 , or (ii) a non-U.S. Person outside the United States. By receiving this presentation, you are agreeing to be bound by the foregoing and below restrictions. Any failure to comply with these restrictions may constitute a violation of applicable securities laws.

Unless otherwise stated, all the amounts in the presentation have been rounded off to INR crore.



IndiaMART InterMESH Ltd



Highlights Q4 and FY 24-25



FY25 Results Overview (Consolidated)

Revenue from Operations

1,388 Cr

↑ 16% YoY

Collections

1,626 Cr

↑ 10% YoY

Deferred Revenue

1,678 Cr

↑ 17% YoY

EBITDA

523 Cr

38% Margin

↑ 58% YoY

Net Profit

551 Cr

33% Margin

↑ 65% YoY

Cash Flow from Operations

623 Cr

38% of Collections

↑ 11% YoY



Q4 FY25 Results Overview (Consolidated)

Revenue from Operations

355 Cr

↑ 13% YoY

Collections

541 Cr

↑ 12% YoY

Deferred Revenue

1,678 Cr

↑ 17% YoY

EBITDA

131 Cr

37% Margin

↑ 48% YoY

Net Profit

181 Cr

39% Margin

↑ 81% YoY

Cash Flow from Operations

271 Cr

50% of Collections

↑ 4% YoY



FY25 Results Overview (Standalone)

Revenue from Operations

1,320 Cr

↑ 16% YoY

Collections

1,526 Cr

↑ 9% YoY

Deferred Revenue

1,600 Cr

↑ 15% YoY

EBITDA

513 Cr

39% Margin

↑ 54% YoY

Net Profit

607 Cr

38% Margin

↑ 68% YoY

Cash Flow from Operations

614 Cr

40% of Collections

↑ 13% YoY



Q4 FY25 Results Overview (Standalone)

Revenue from Operations

336 Cr

↑ 12% YoY

Collections

506 Cr

↑ 9% YoY

Deferred Revenue

1,600 Cr

↑ 15% YoY

EBITDA

133 Cr

40% Margin

↑ 47% YoY

Net Profit

231 Cr

48% Margin

↑ 150% YoY

Cash Flow from Operations

270 Cr

53% of Collections

↑ 5% YoY



Q4 FY25 Operational Performance (Standalone)

Paying Suppliers

217 K

↑ 1% YoY

Indian Supplier Storefronts

8.4 Mn

↑ 6% YoY

Traffic

272 Mn

↑ 1% YoY

Annualised Revenue Per
Paying Supplier

₹ 62 K

↑ 11% YoY

Live Product Listings

119 Mn

↑ 10% YoY

Unique Business Enquiries

27 Mn

↑ 10% YoY

2,139 paying suppliers added this quarter



Busy FY25 Result Overview

Revenue from Operations

66 Cr

↑ 18% YoY¹

Net Billing¹

94 Cr

↑ 21% YoY¹

Deferred Revenue & Advances

72 Cr

↑ 48% YoY¹

Net Profit

12 Cr

EBITDA

5 Cr

Cash Flow from Operations

23 Cr

Note:

- 1) Net Billing is value of invoices issued during the period, net of trade discount & GST; W.e.f. Nov'24, discounts have been reclassified as expense due to change in payout structure of channel partners. The YoY growth rate of Revenue from operations, Net billing and Deferred revenue & advances represents the normalised percentage excluding the impact of reclassification.
- 2) As per NCLT order in Q4FY25, Busy Infotech has been amalgamated with wholly owned non-material subsidiaries of IndiaMART InterMESH Ltd. (Tolexo Online Private Limited & Hello Trade Online Private Limited). The amalgamation is effective from 1st April 2023, and accordingly, the previous period numbers have been reinstated.



Busy Q4 FY25 Result Overview

Revenue from Operations

18 Cr

↑ 16% YoY¹

Net Billing¹

33 Cr

↑ 42% YoY¹

Deferred Revenue & Advances

72 Cr

↑ 48% YoY¹

Net Profit

10 Cr

EBITDA

3 Cr

Cash Flow from Operations

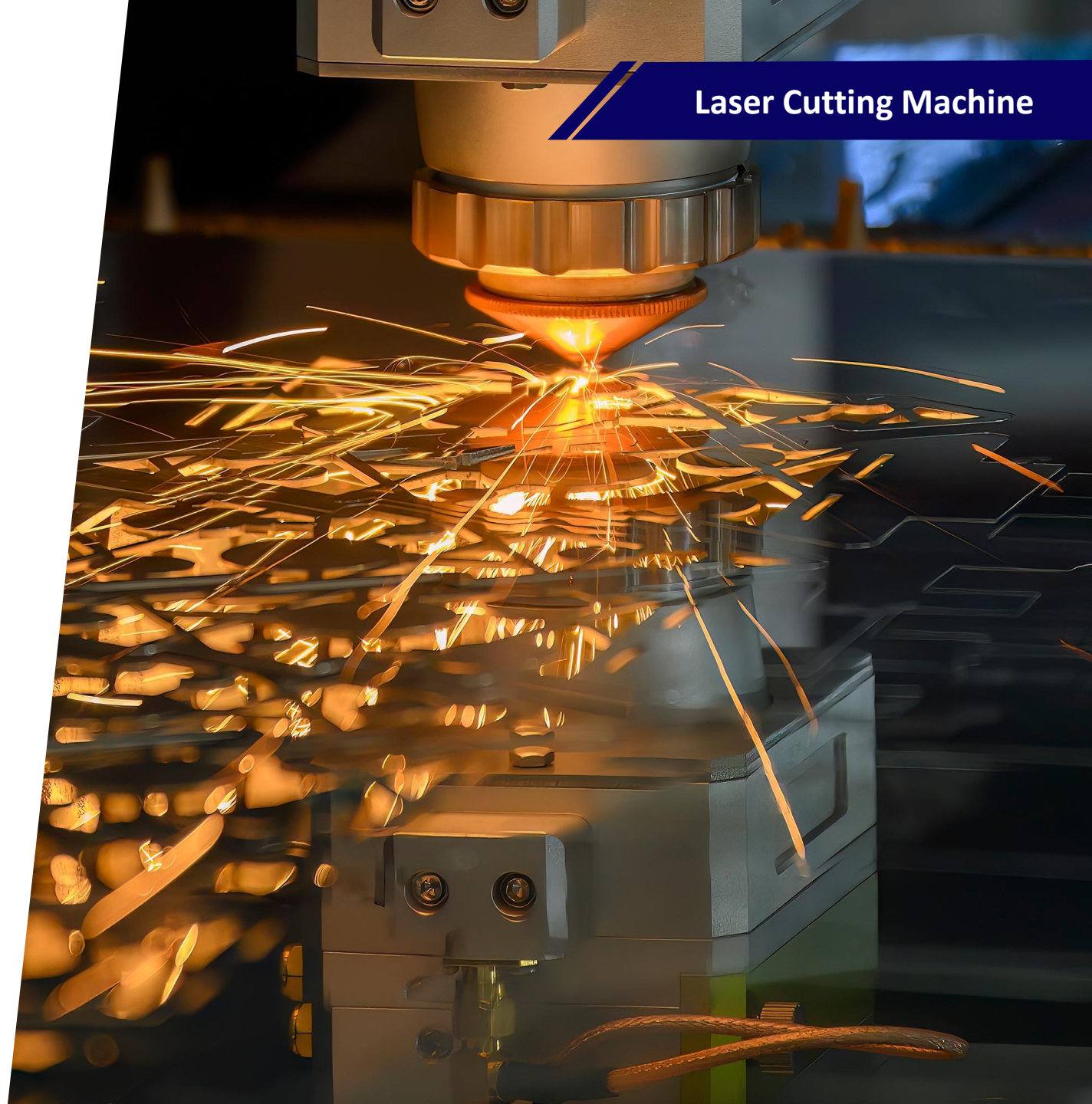
9 Cr

Note:

- 1) Net Billing is value of invoices issued during the period, net of trade discount & GST; W.e.f. Nov'24, discounts have been reclassified as expense due to change in payout structure of channel partners. The YoY growth rate of Revenue from operations, Net billing and Deferred revenue & advances represents the normalised percentage excluding the impact of reclassification.
- 2) Busy Infotech represents the amalgamated entity as mentioned in note 2 of slide no.10



IndiaMART Business Overview



Traditional Marketplace to Online Marketplace

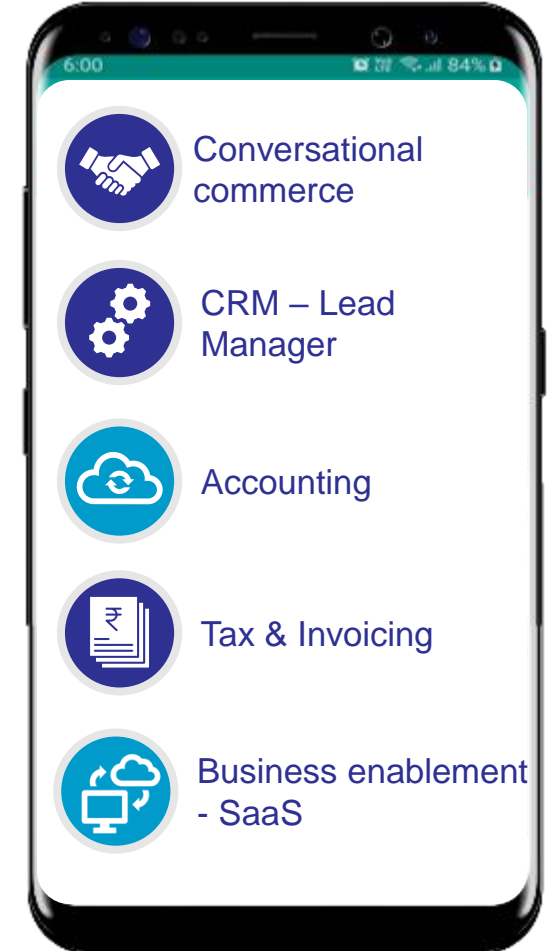
Offline Discovery



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



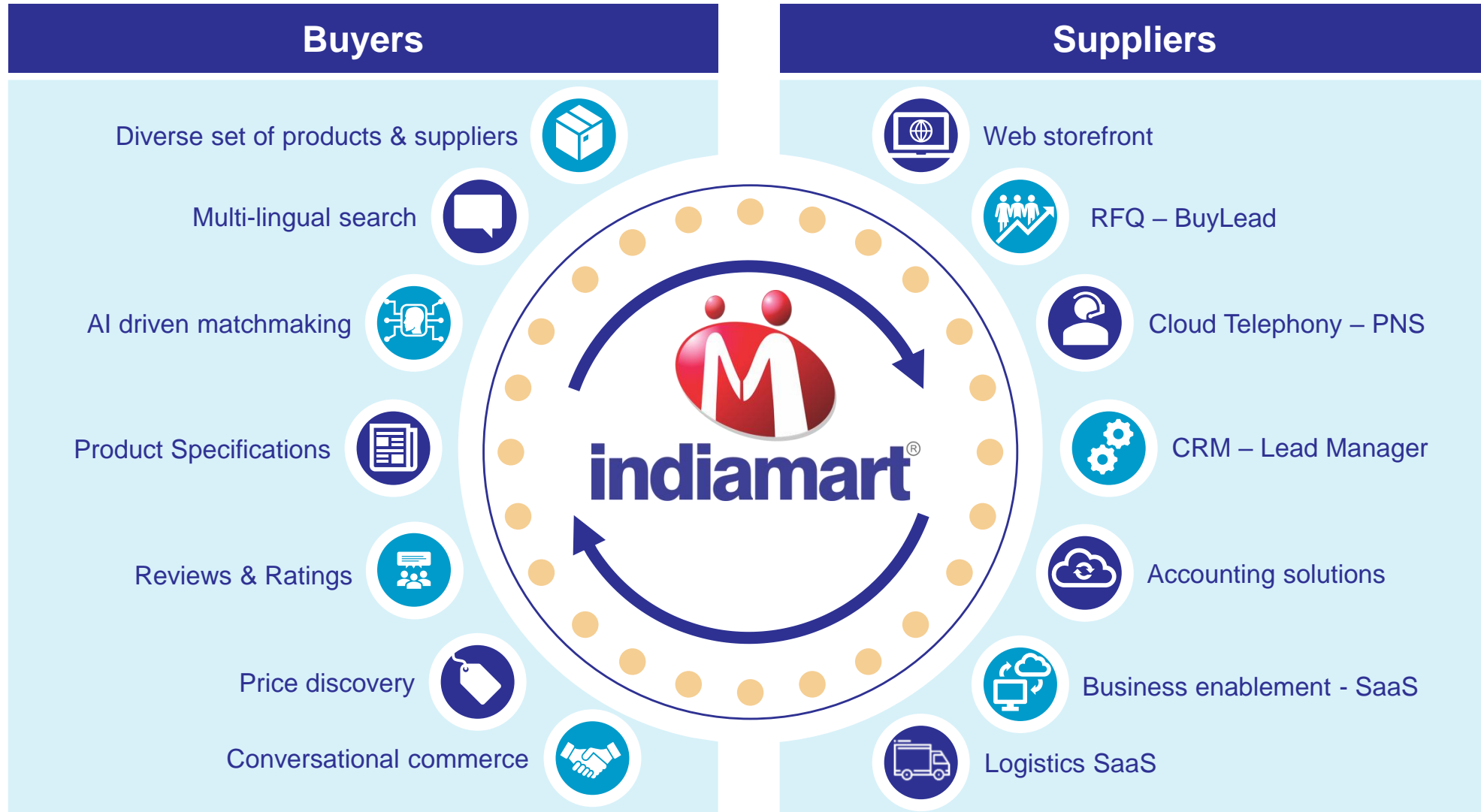
Strong network effects



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

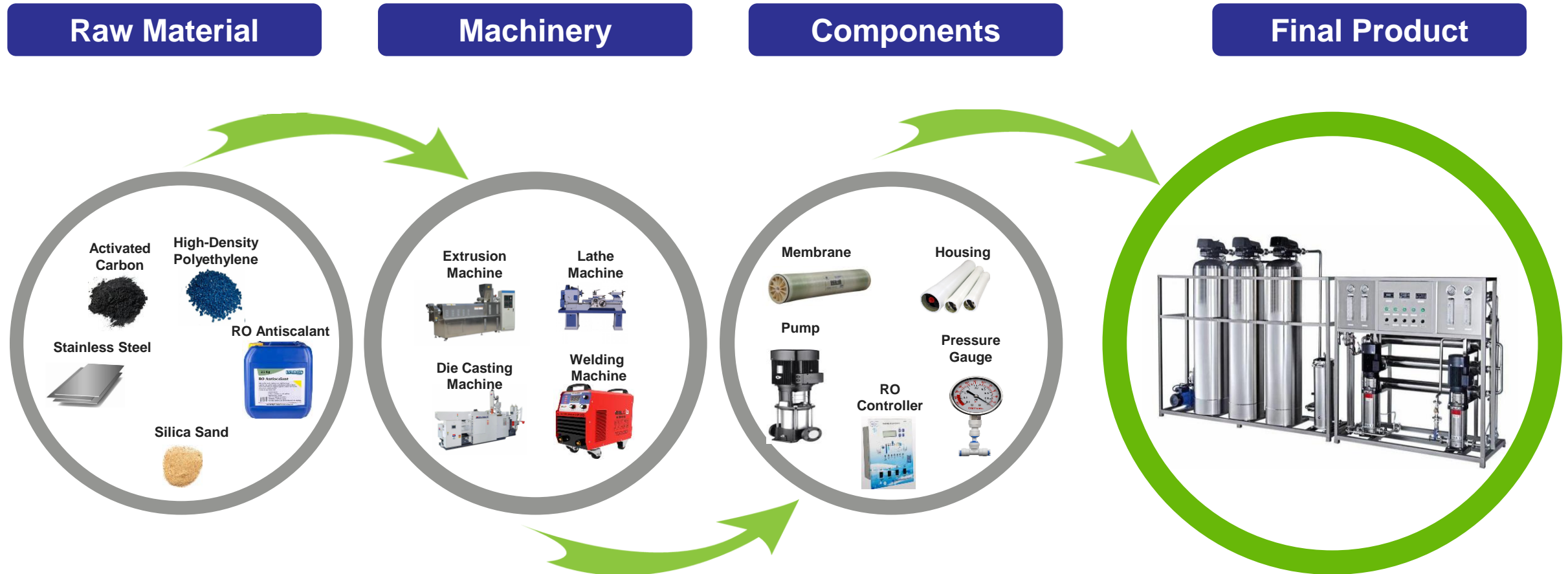
119 Mn Products

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

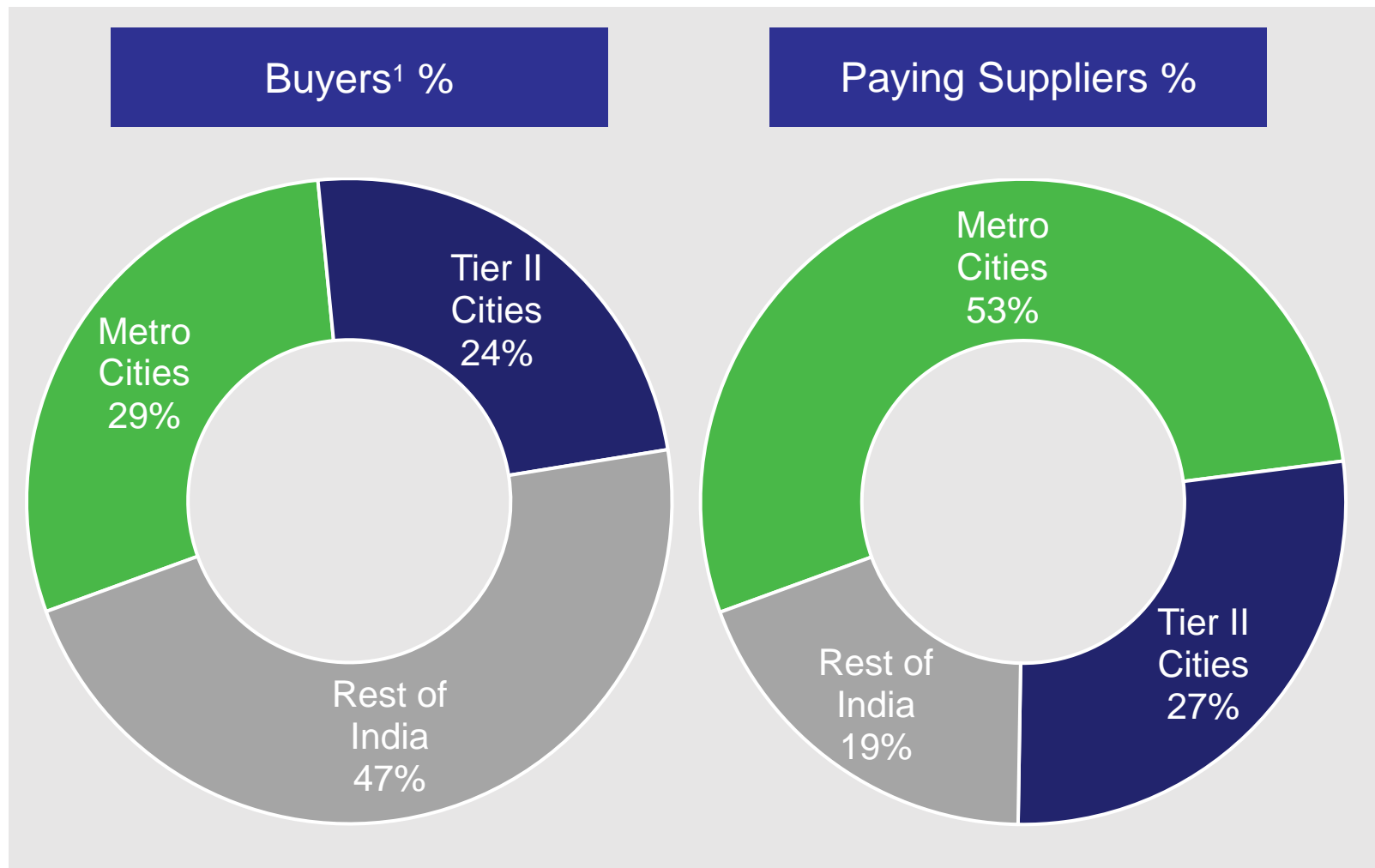


IndiaMART InterMESH Ltd

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

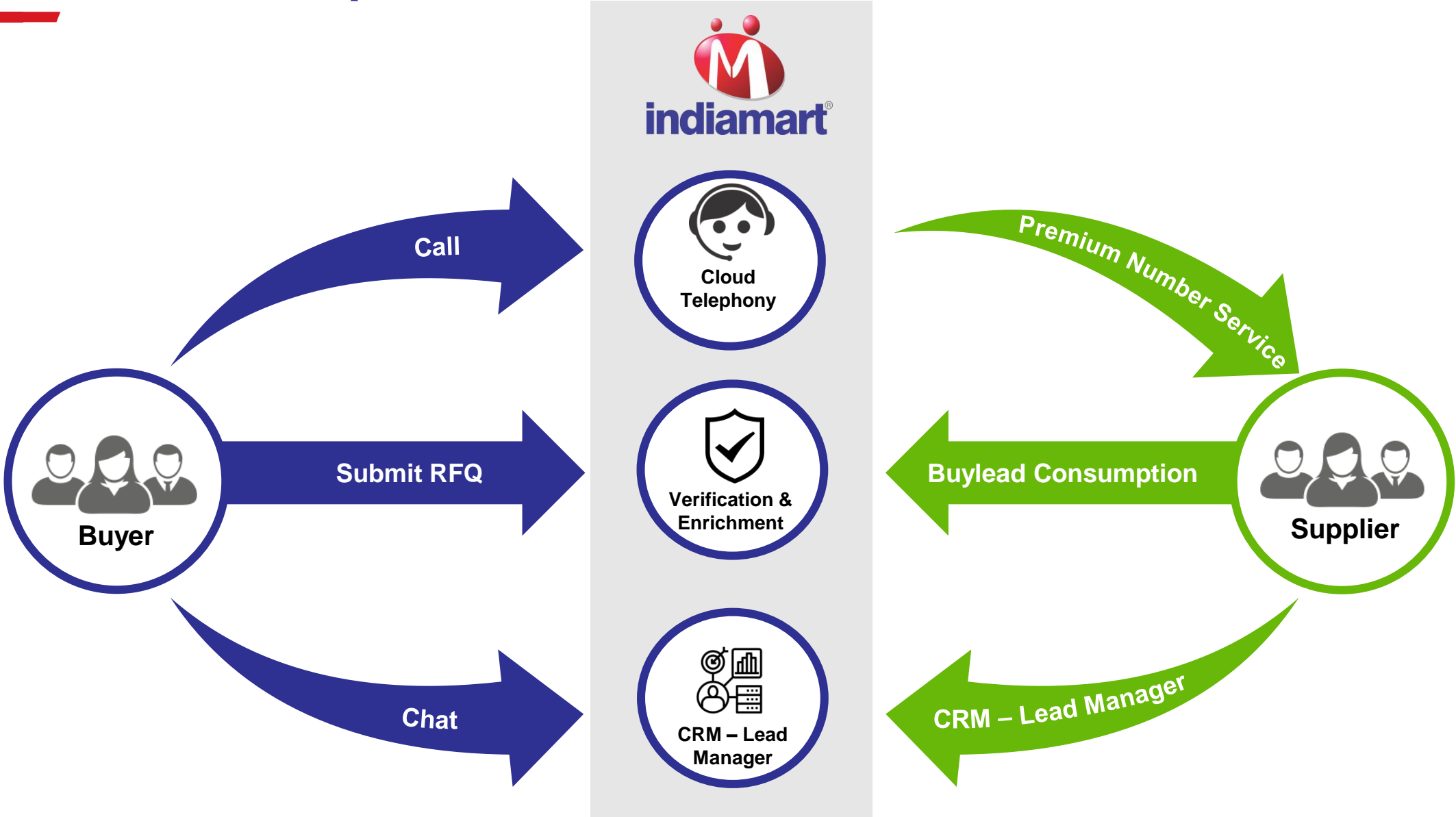
2) Figures as on March 31, 2025

3) Population as per 2011 census



IndiaMART InterMESH Ltd

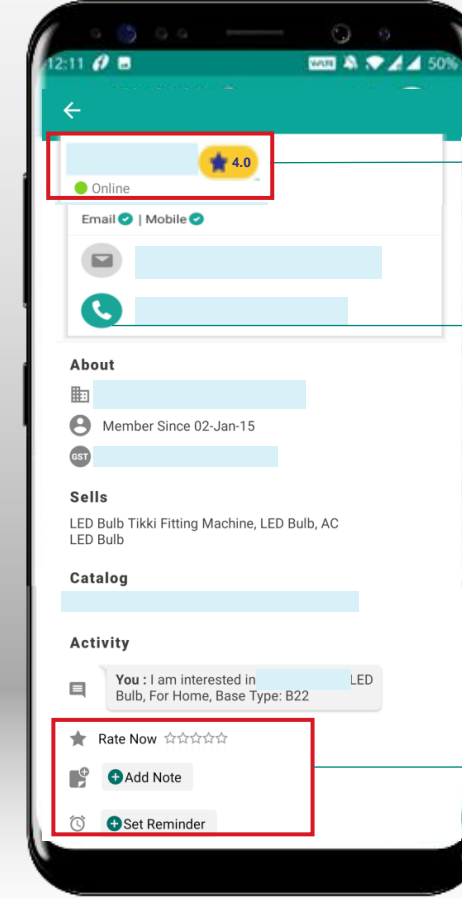
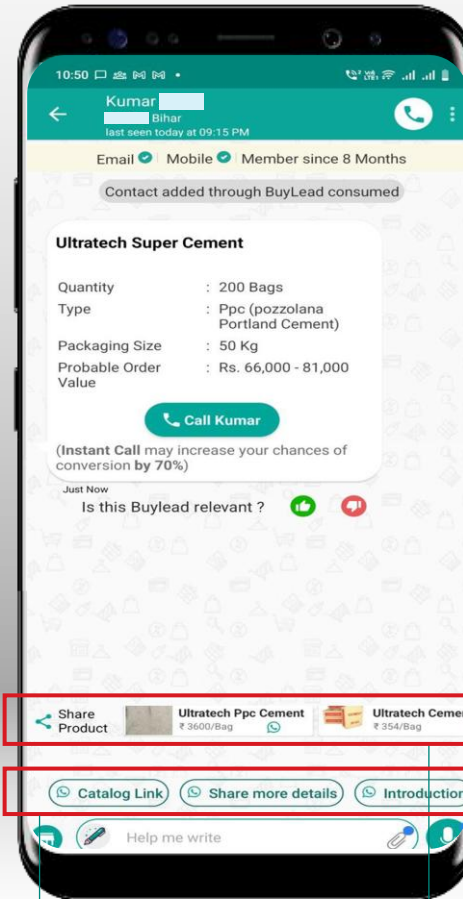
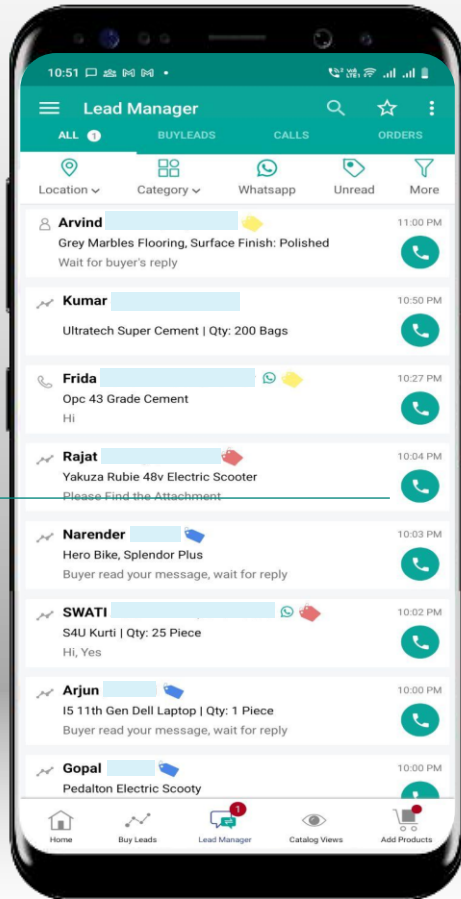
2-way Discovery Marketplace



CRM – Lead Manager & Conversational Commerce

~149mn Replies¹ & Callbacks² during Q4 FY25

Direct Buyer Callback



Reviews & Ratings

Call Option & Alerts

Add Notes, Set Reminders

AI-based Smart Reply

One Tap Product Sharing

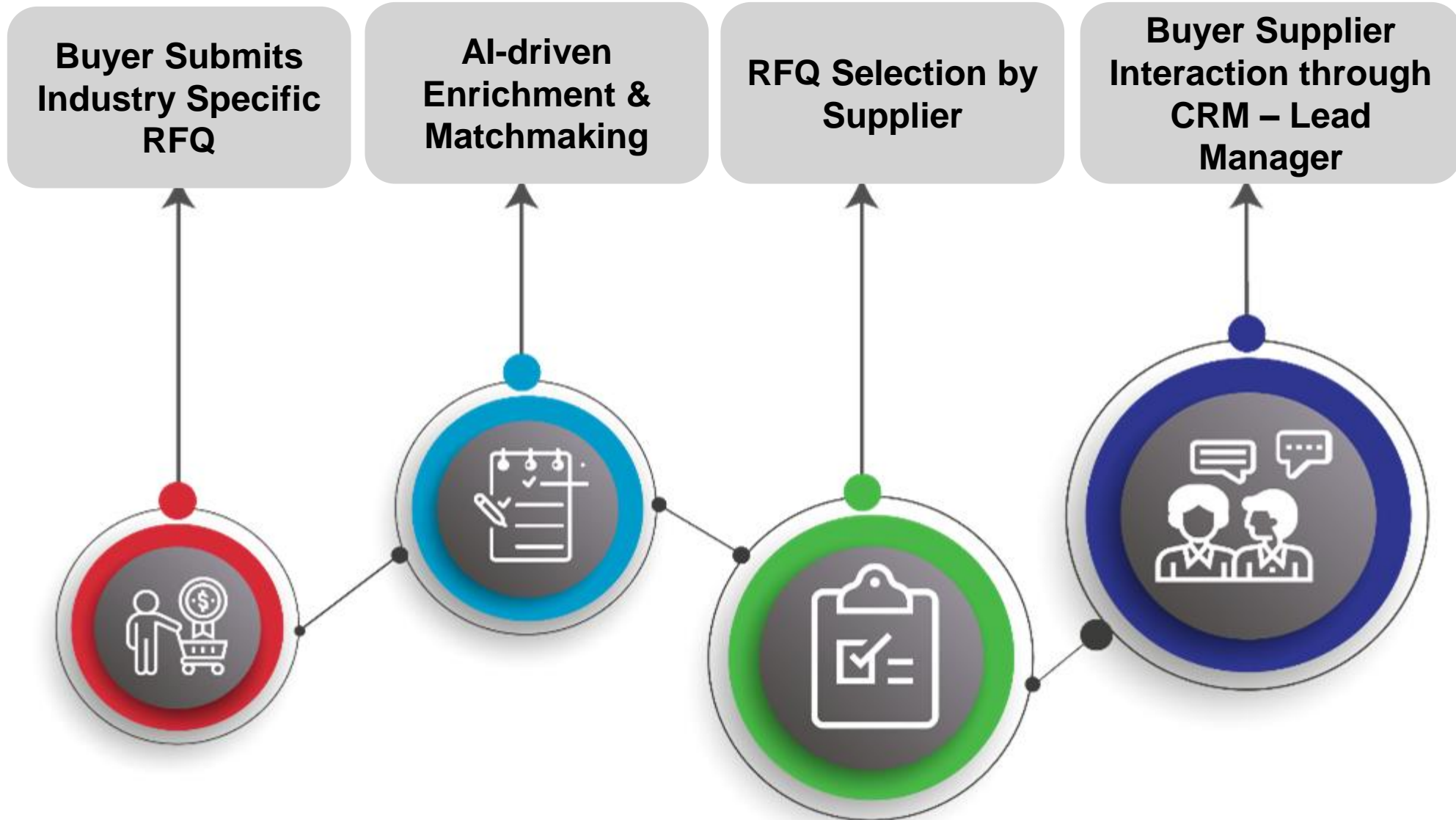
Note:

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

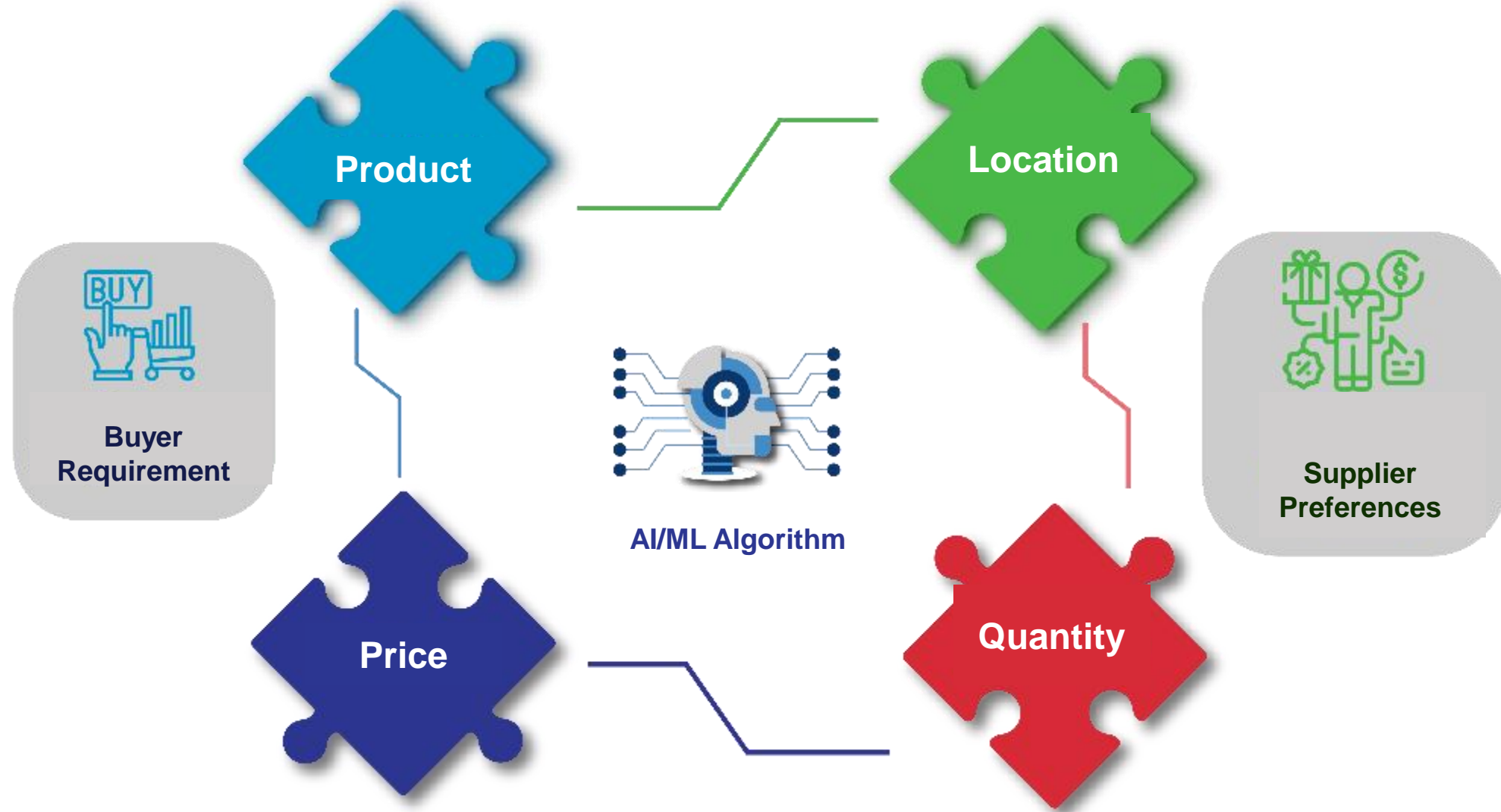


IndiaMART InterMESH Ltd

How RFQ / BuyLead Works



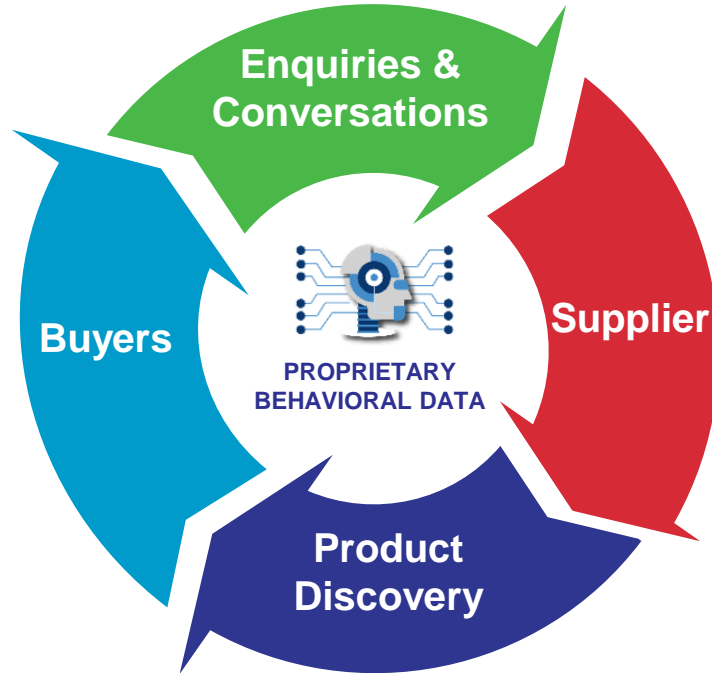
Behavioral Data Driven Algorithmic Matchmaking



Key Competitive Strengths – Brand & Network Effect

- 27 Mn Unique Business Enquiries ⁽¹⁾
- 149 Mn Replies & Callbacks ⁽¹⁾
- Call Responsiveness
- RFQ selection

- ~100% organic search
- 43 Mn Active Buyers ⁽²⁾
- 58% Repeat Buyers ⁽³⁾
- 37% Suppliers are Buyers
- 4.8 Play Store Rating



- 8.4 Mn Suppliers
- 217K Paying Supplier
- Widespread reach
- Multi-channel sales & service
- Review & Ratings

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

Note: Figures as of March 31, 2025

1) Figures for Q4FY25

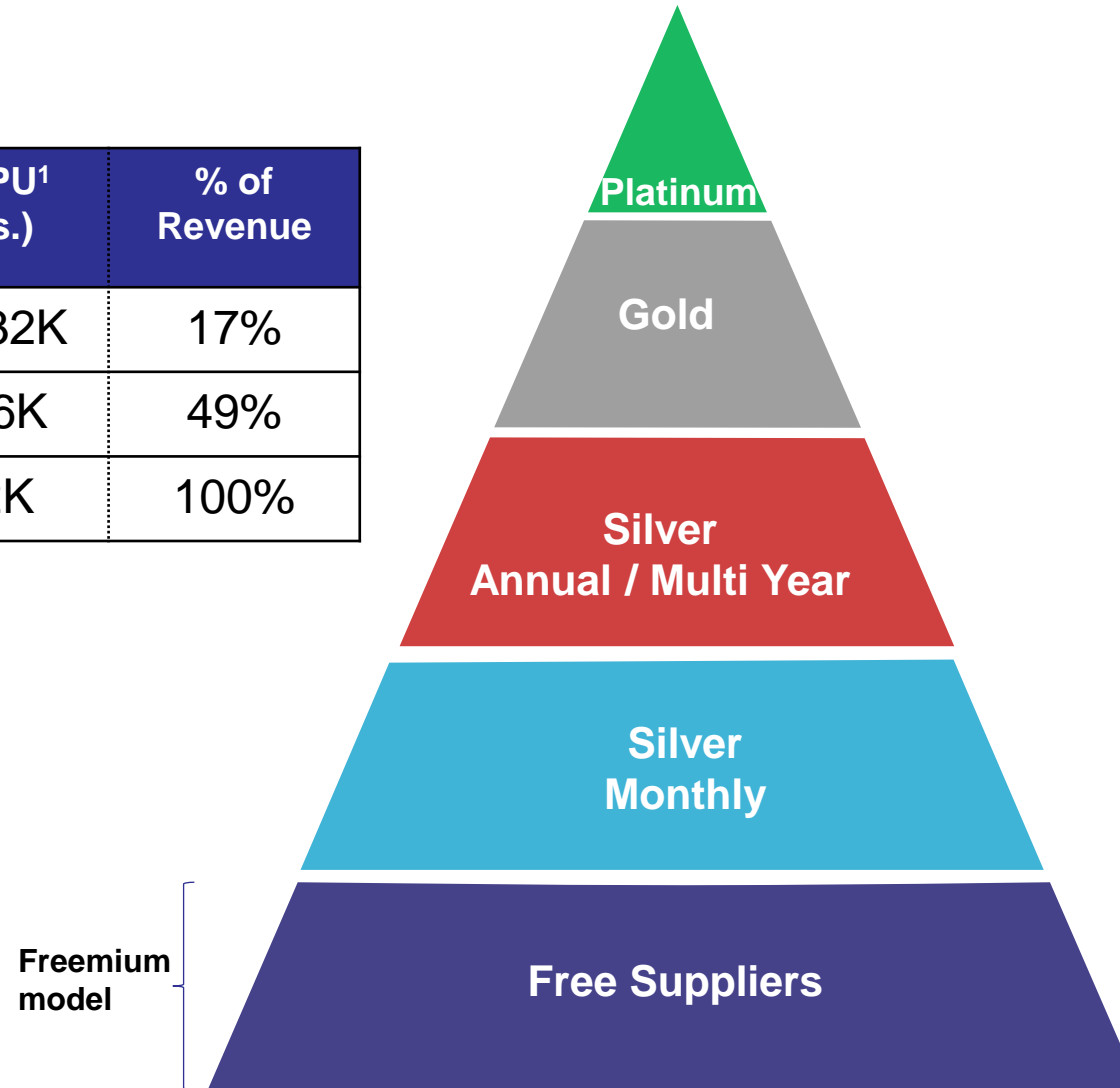
2) Last 12 months

3) Calculated for 90 days









ROI-driven, Subscription Based Revenue Model & RFQ Quota

Paying suppliers	ARPU ¹ (Rs.)	% of Revenue
Top 1% ~2K	1,032K	17%
Top 10%~22K	306K	49%
217K	62K	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



Enterprise Solutions – Partnering Across a Wide Spectrum

[Home](#)[About Us](#)[Solutions ▾](#)[Case Studies ▾](#)[Industries ▾](#)[Contact Us](#)

AGRICULTURE & FARMING

Nurture your agribusiness with highly qualified sales leads



KisanKraft®



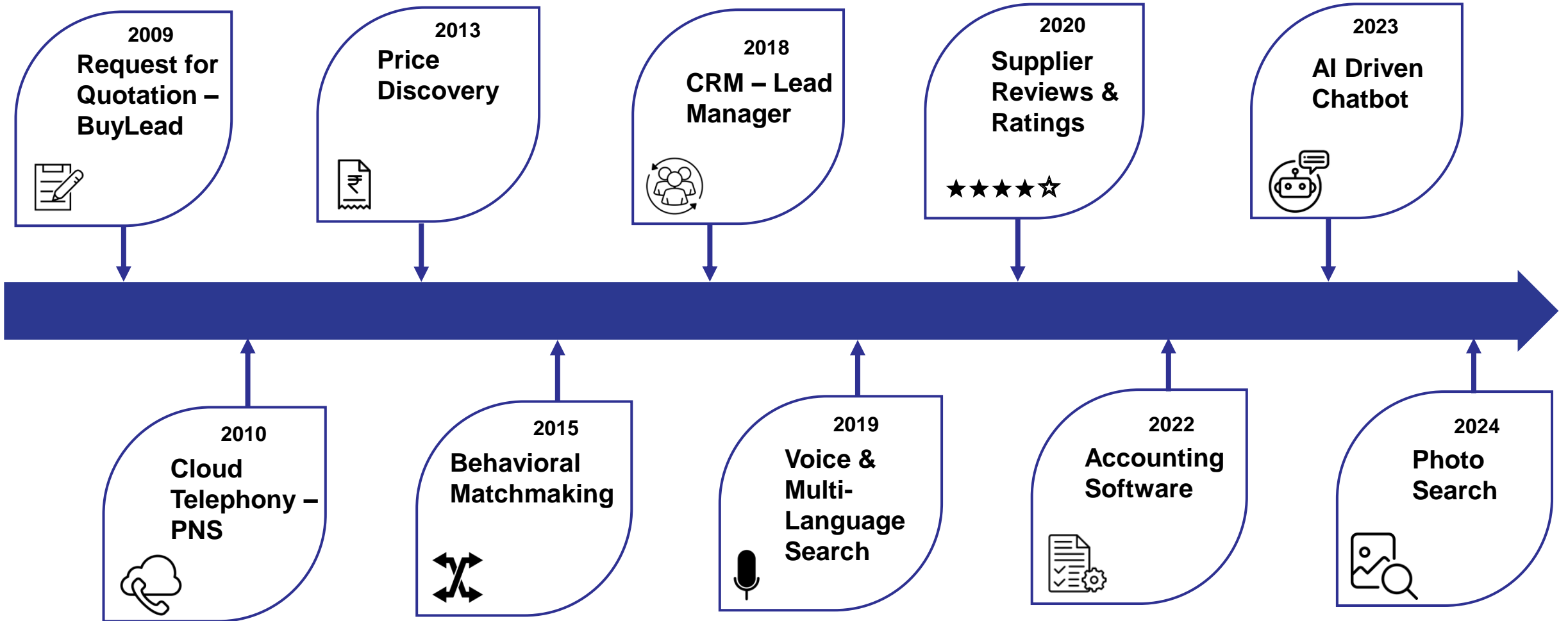
Note:

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

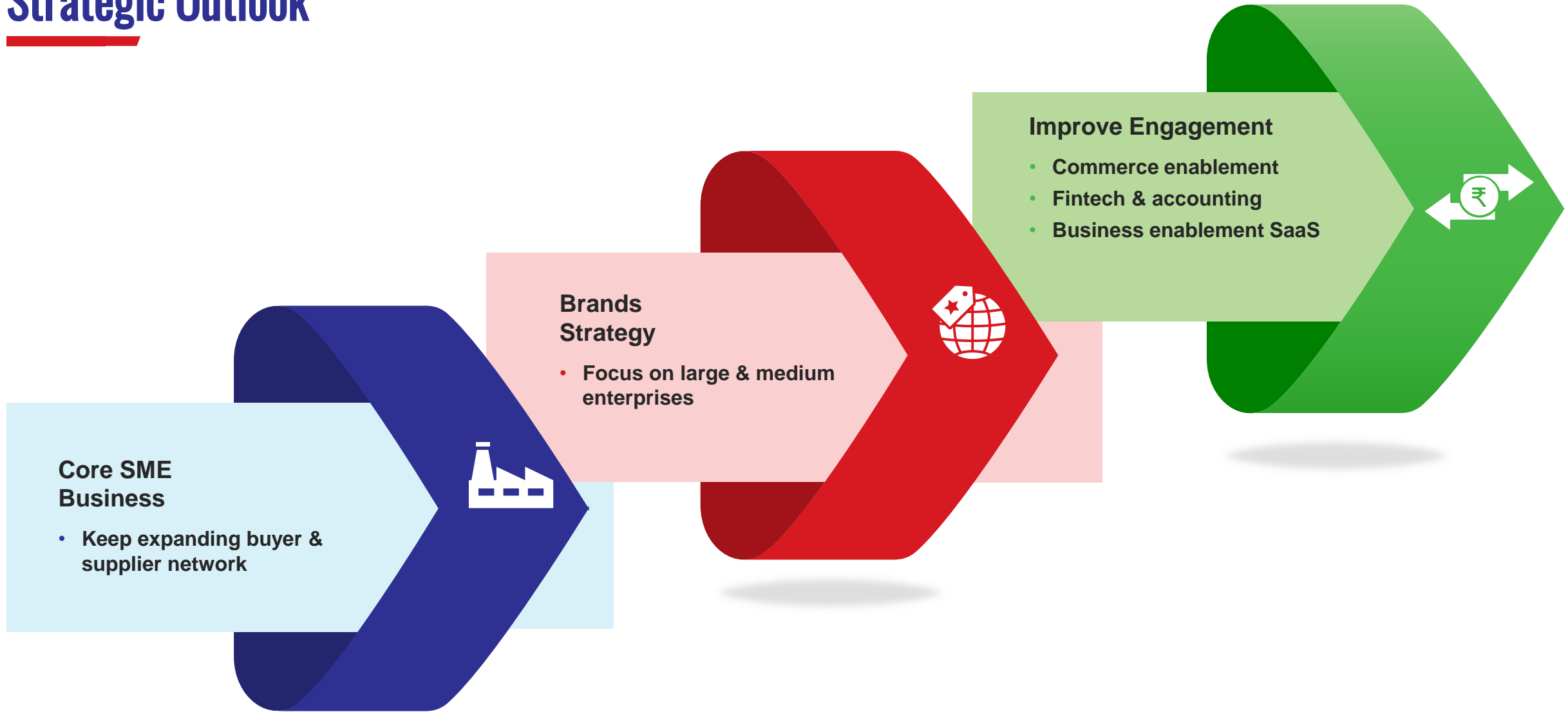


IndiaMART InterMESH Ltd

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. 680 crores invested in Accounting space

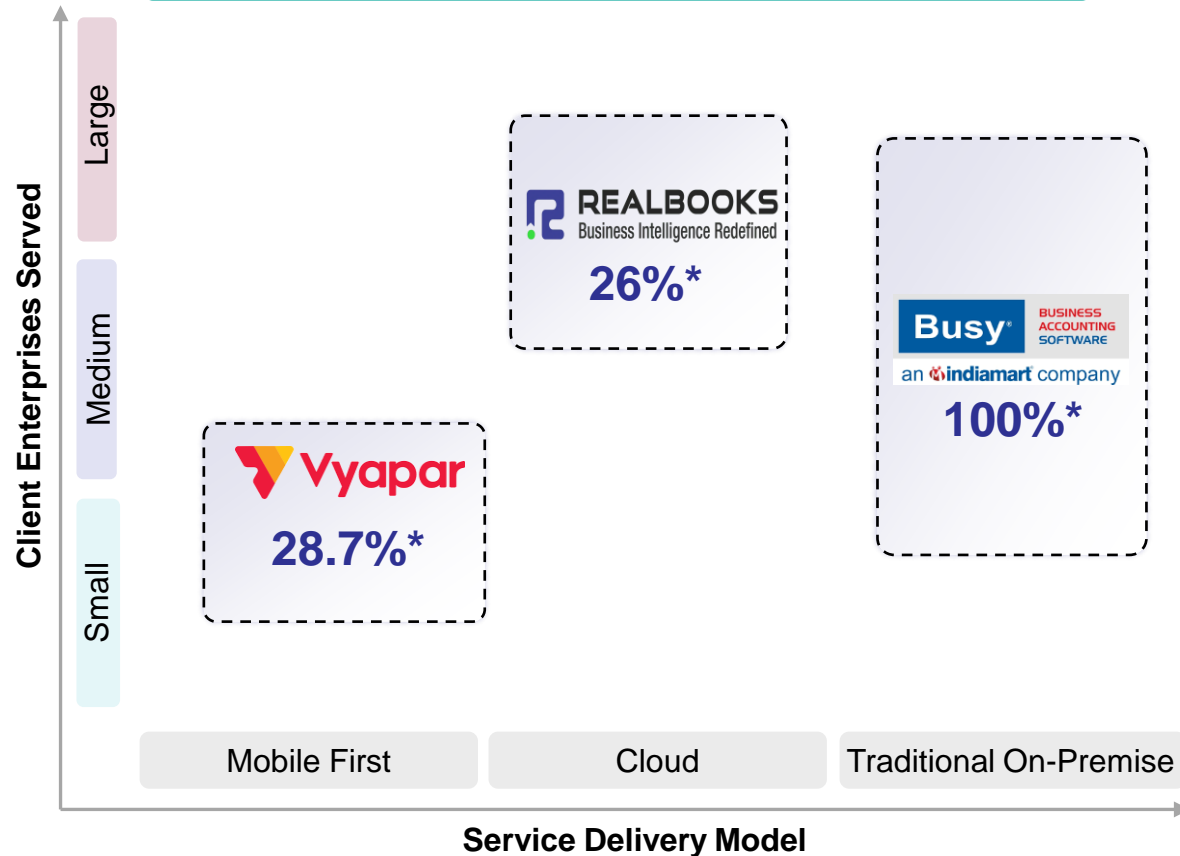


Represents opportunities available for IndiaMART



Investments in Accounting

~ 1 Mn businesses

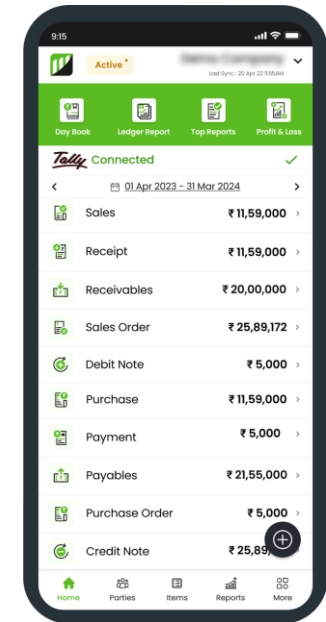


~ 6 Mn¹ businesses on Tally



Provide mobile & cloud functionality to Tally users

66%*



Note:

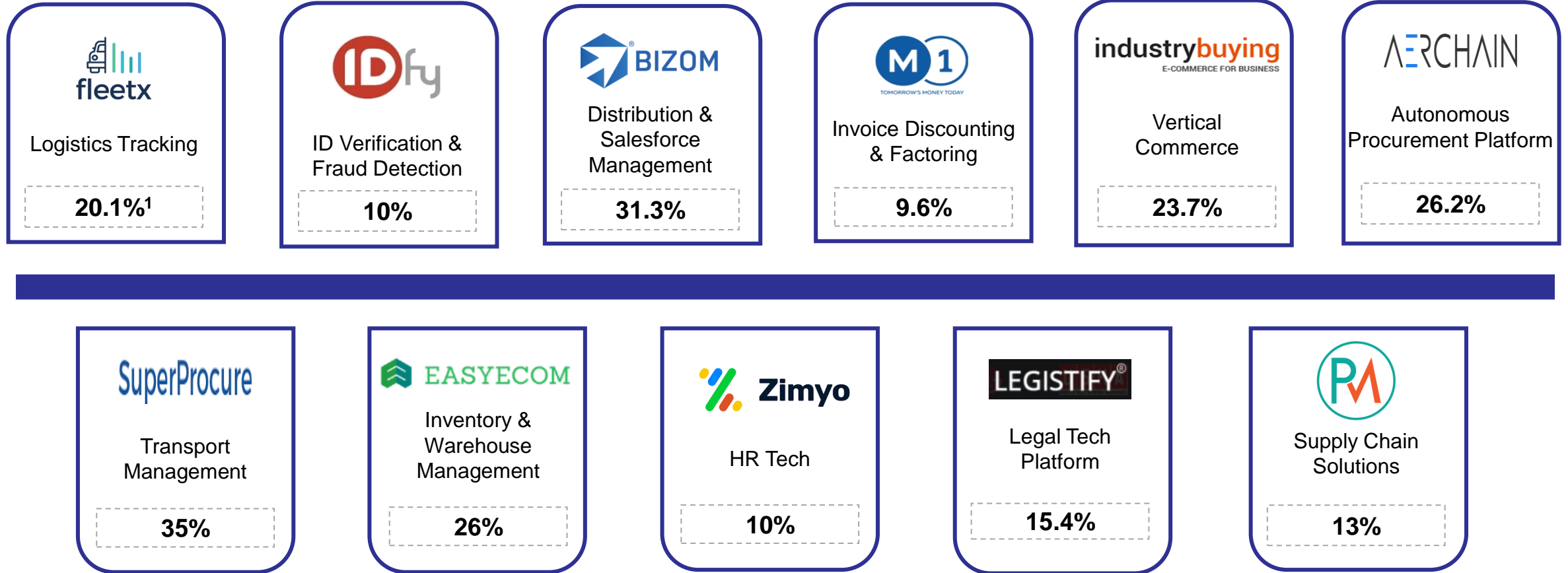
- 1) Source Media reports
- 2) All trademarks, logos & brand names are the property of their respective owners. Use of any third-party names, trademarks & brands are for reference purposes only.

*IndiaMART Holding



IndiaMART InterMESH Ltd

Other Strategic Investments


















Note:

- 1) Includes 3.5% for which the share transfer was concluded on 11th April 2025
- 2) In FY25, IndiaMART disinvested entire 26% stake in Shipway Technology Private Limited



Investment Portfolio

	Investee Company	Brand Name (clickable link)	Total Investment (in Crore)	Shareholding Aggregate (%)
Subsidiaries				
1	Busy Infotech		500.0	100.0%
2	Livekeeping Technologies		72.8	66.0%
Associates				
1	Fleetx Technologies		119.7	20.1%
2	IB MonotaRO		117.9	23.7%
3	Simply Vyapar Apps		107.9	28.7%
4	Baldor Technologies		89.7	10.0%
5	Mobisy Technologies		66.9	31.3%
6	Mynd Solutions		53.0	9.6%
7	Truckhall		31.5	35.0%
8	Agillos E-Commerce		26.0	26.2%
9	Edgewise Technologies		18.3	26.0%
10	Zimyo Consulting		17.0	10.0%
11	Adansa Solutions		13.8	26.0%
13	Legistify Services		8.8	15.4%
14	Instant Procurement Services		1.4	13.0%



Operational Performance (Standalone)

Excavator



Operational Metrics

(Figures in Millions, unless otherwise mentioned)

Q3FY25	Q4FY25	YoY	Particulars	FY17	FY18	FY19	FY20	FY21	FY22	FY23	FY24	FY25	CAGR
206	211	8%	Registered Buyers	39	60	83	102	125	149	170	194	211	23%
43	43	9%	Active Buyers - Last 12 Months	13	25	29	30	35	38	37	39	43	16%
276	272	1%	Traffic	326	553	723	748	960	1,071	1,021	1,084	1,102	16%
27	27	10%	Unique Business Enquiries	31	53	73	74	96	97	88	93	106	17%
106	97	(27%)	Business Enquiries Delivered	157	290	449	464	610	550	479	520	458	14%
8.2	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%
115	119	10%	Live Product Listings	33	50	61	67	72	83	95	108	119	17%
214	217	1%	Paying Suppliers*	96	108	130	147	152	169	203	214	217	11%
63	62	11%	ARPU*	32	37	38	42	44	44	46	53	61	8%
306	306	17%	Top 10% ARPU*	130	150	155	174	181	194	214	247	289	11%
5,973	6,102	13%	Employees (Nos)	2,713	2,539	2,915	3,150	2,701	3,672	4,583	5,384	6,102	11%



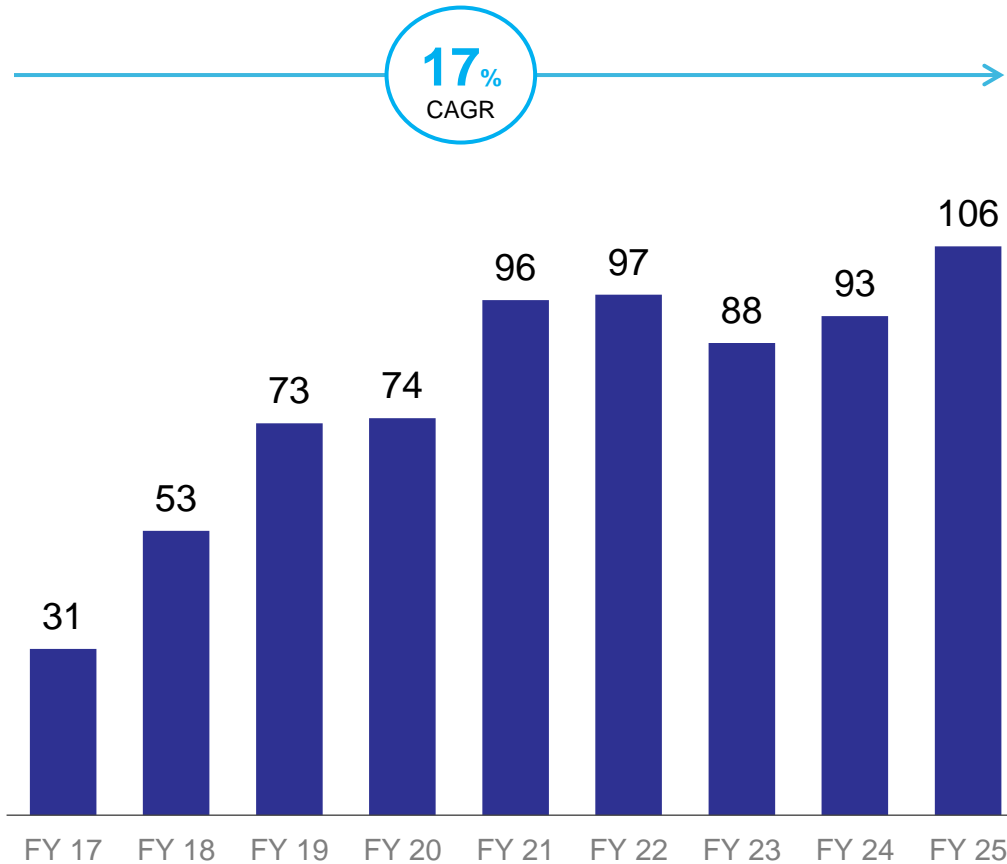
* Figures in Thousand

IndiaMART InterMESH Ltd

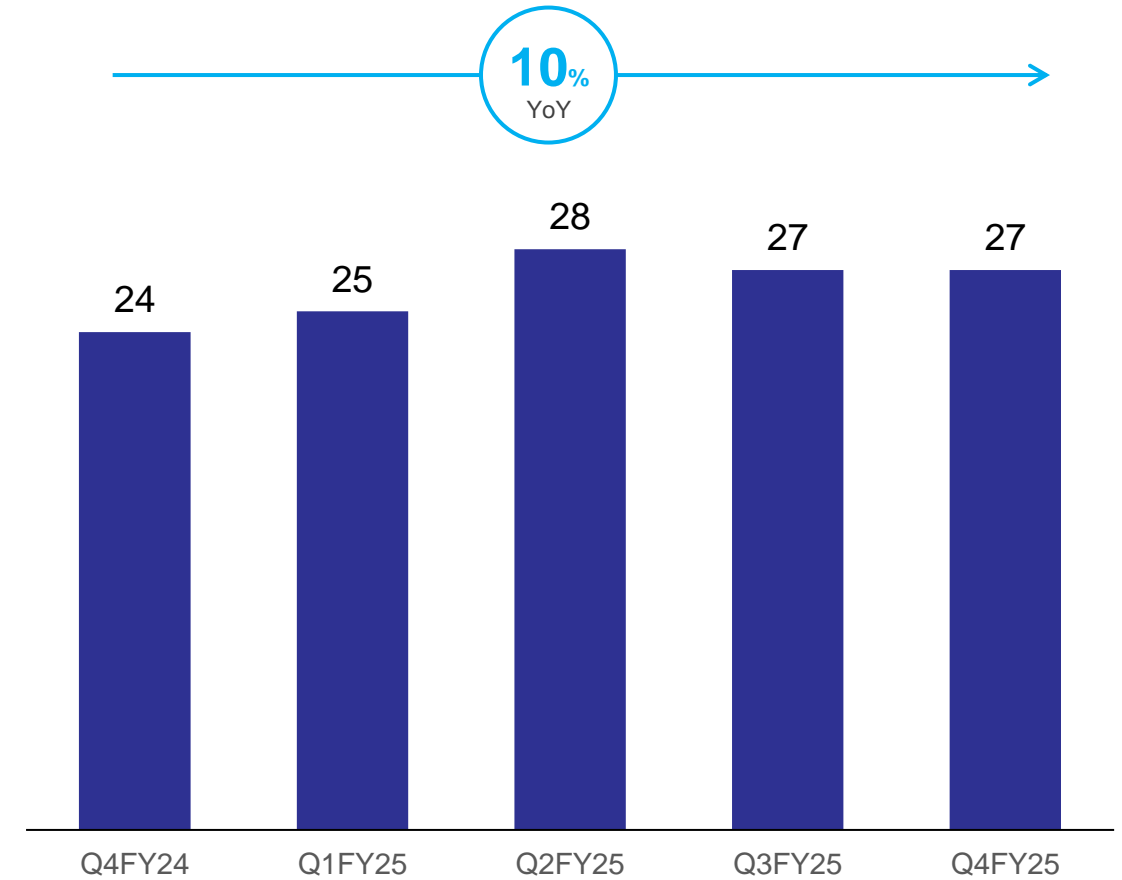
Unique Business Enquiries

(Figures in Millions)

Yearly trends



Quarterly trends



Note:

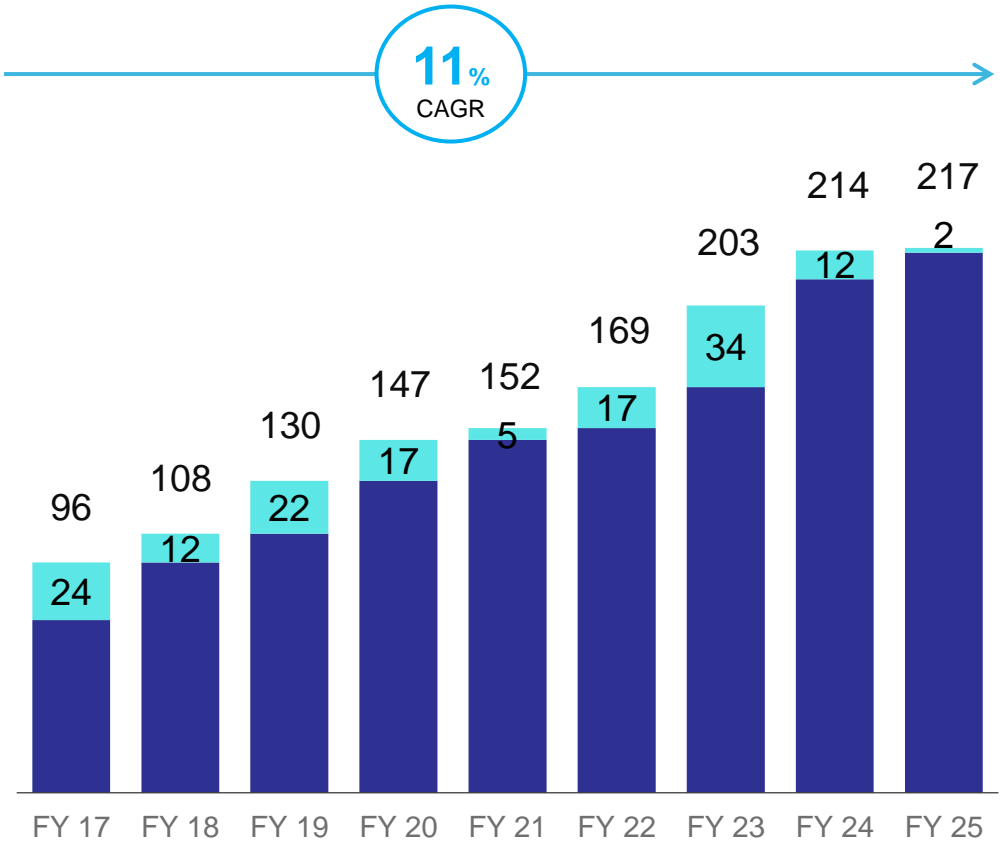
- 1) Buyer posting an enquiry is one unique buyer for that day. If the same buyer posts another enquiry on a different day, he is considered as a different unique buyer. Sum of all such unique quarterly & yearly buyers is mentioned in the Quarterly & Yearly trends, respectively



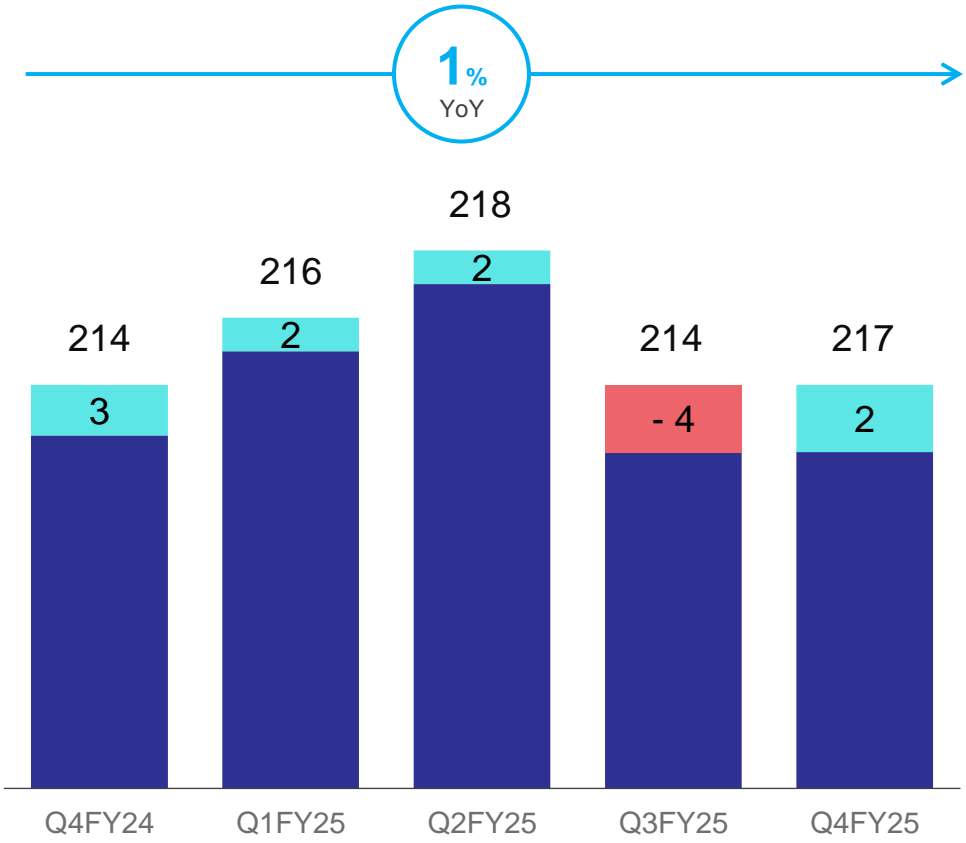
Paying Suppliers

(Figures in Thousand)

Yearly trends

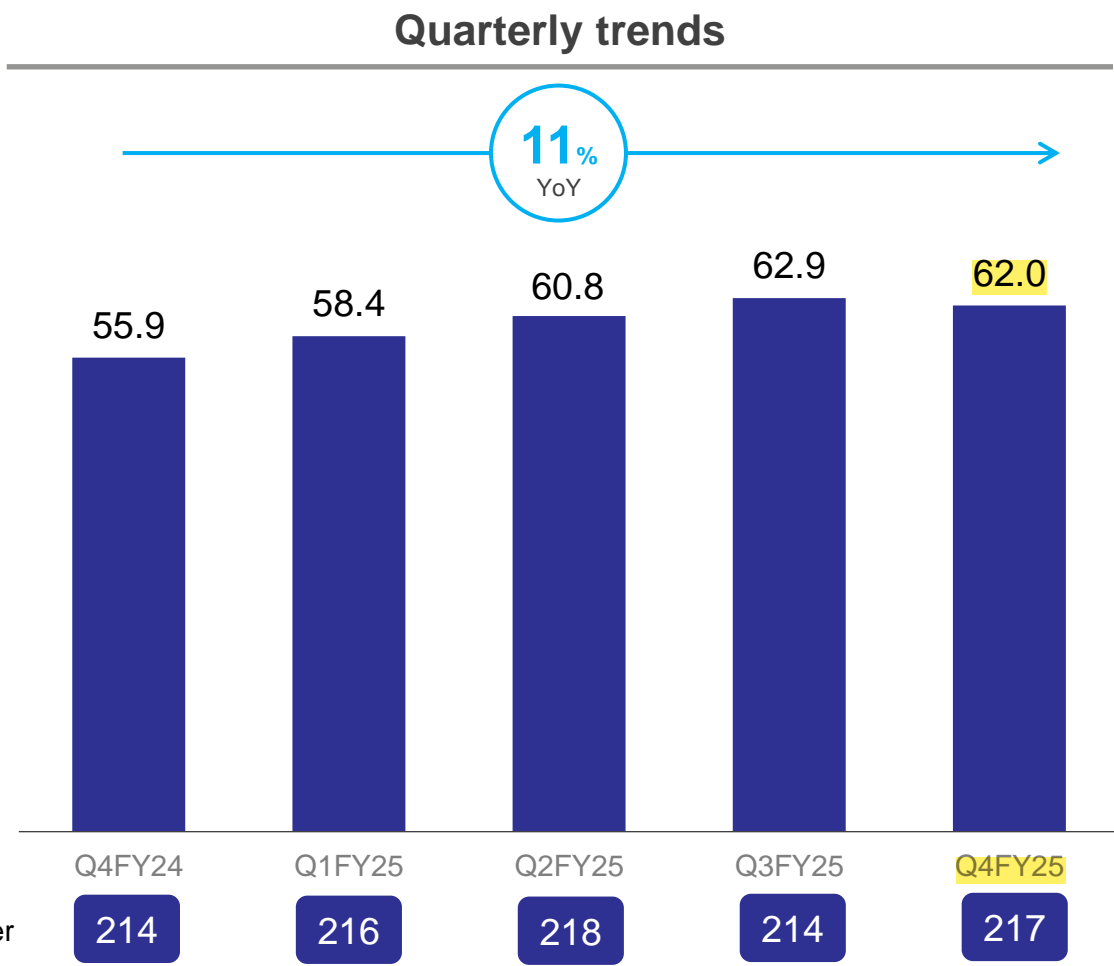
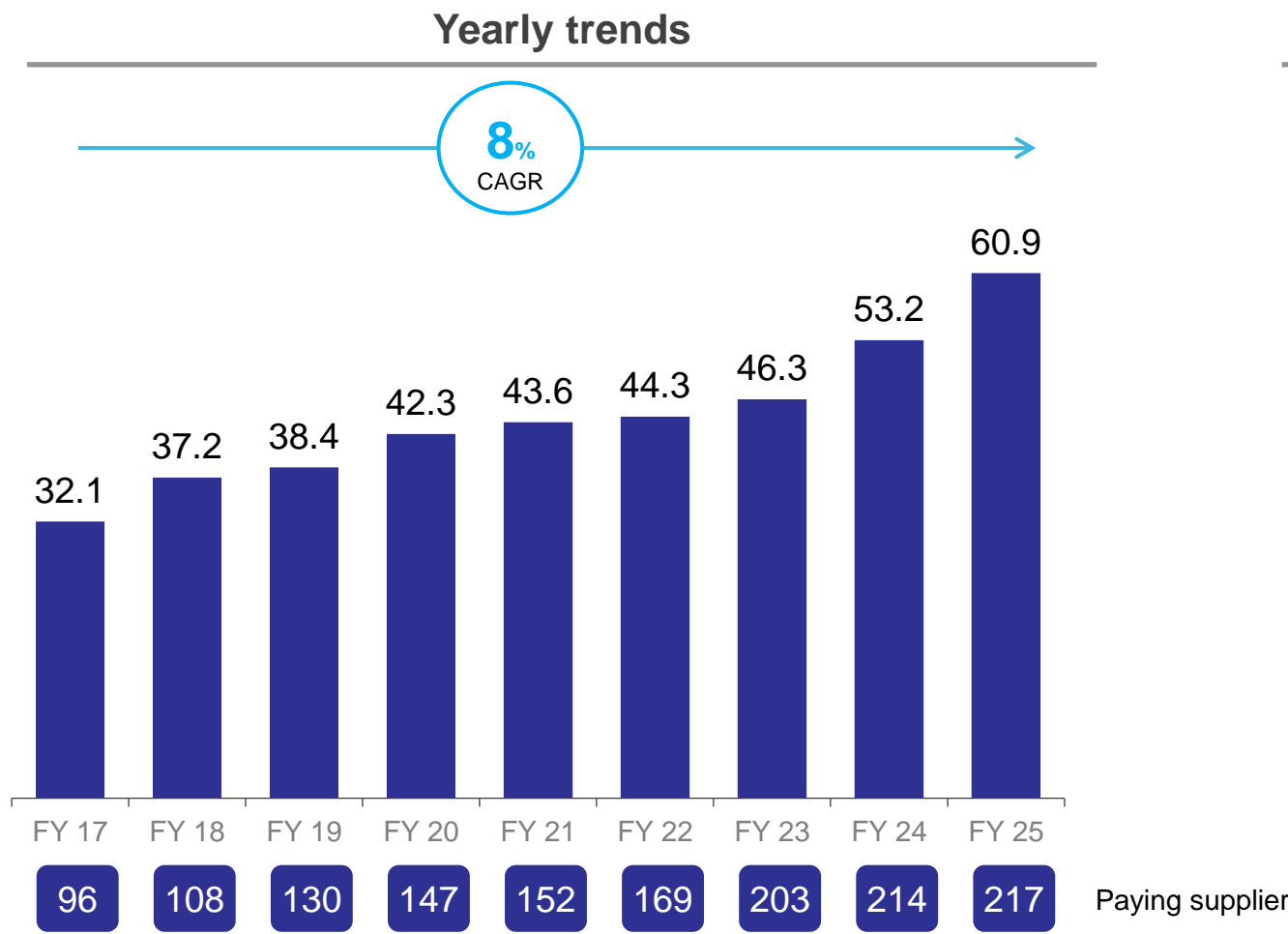


Quarterly trends



Annualised Revenue Per Paying Supplier

(₹ and Figures in Thousand)



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 31st, 2025



Note: Map not to scale

IndiaMART InterMESH Ltd



Financial Performance

Consolidated Section

Financial Performance – Consolidated

(₹ in Crore)

Q3FY25	Q4FY25	YoY	Financial Metrics	FY20	FY21	FY22	FY23	FY24	FY25	CAGR
354	355	13%	Operating Revenue	639	670	753	985	1,197	1,388	17%
45	109		Other Income	69	87	112	181	211	272	
399	464	18%	Total Income	707	756	866	1,166	1,407	1,661	19%
153	157	6%	Manpower Cost	267	205	268	425	544	601	18%
16	18		Outsourced Sales Cost	72	52	74	131	138	79	
47	49		Other Operating Expense	131	84	104	162	183	186	
216	225	(1%)	Total Expenses	470	341	446	718	865	866	13%
138	131	48%	EBITDA	169	328	308	268	331	523	25%
39%	37%		EBITDA Margin(%)	26%	49%	41%	27%	28%	38%	
10	10		Others ¹	24	23	17	39	47	40	
38	38		Tax Expense	64	110	93	88	120	155	
14	11		Associates Loss	2	3	12	38	40	49	
121	181	81%	Net Profit	147	280	298	284	334	551	30%
30%	39%		Net Profit Margin(%)	21%	37%	34%	24%	24%	33%	
20.2	30.1	81%	EPS ² (Rs.)	25.6	48.1	48.9	46.5	55.2	91.8	29%
114	271	4%	Cash flow from Operations	261	323	402	476	559	623	19%
363	541	12%	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)

Q3 FY25	Q4 FY25	Particulars	FY20	FY21	FY22	FY23	FY24	FY25
66	61	Fixed Assets ¹	86	65	56	99	82	61
454	454	Goodwill ²	-	-	-	454	454	454
34	68	Other Assets ³	77	44	52	44	48	68
2,606	2,885	Cash & Investments	931	2,365	2,419	2,336	2,340	2,885
583	665	Strategic Investments	30	37	421	512	524	665
3,744	4,134	Total Assets	1,123	2,511	2,949	3,445	3,449	4,134
2,002	2,185	Capital & Reserves	275	1,611	1,874	2,059	1,736	2,185
1,492	1,678	Deferred Revenue ⁴	685	726	907	1,162	1,440	1,678
51	53	Tax Liabilities	-	21	16	24	48	53
36	33	Lease Liabilities	77	63	56	46	41	33
163	185	Other Liabilities ⁵	86	90	96	154	184	185
3,744	4,134	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
Opening Cash & Treasury Investments	685	931	2,365	2,419	2,335	2,340
Cash flow from operating activities	261	323	402	476	559	623
Cash flow from investing activities¹	(6)	14	(273)	(331)	32	(19)
(i) Non-Operating Income ²	25	21	127	255	71	133
(ii) Capital expenditure ³	-	3	(4)	(16)	(14)	(8)
(iii) Strategic Investments	(31)	(10)	(395)	(570)	(25)	(144)
Cash Flow from Financing Activities	(51)	1,038	(58)	(143)	(695)	(148)
(i) Proceeds from issue of shares ⁴	2	1,052	0	0	0	0
(ii) Other financing activities ⁵	(20)	(12)	(13)	(13)	(14)	(28)
(iii) Capital distributed to Shareholders ⁶	(33)	(1)	(46)	(130)	(681)	(120)
Δ in Fair Value Gain on Treasury Investments	42	60	(18)	(85)	109	89
Closing Cash & Treasury Investments	931	2,365	2,419	2,335	2,340	2,885

Note:

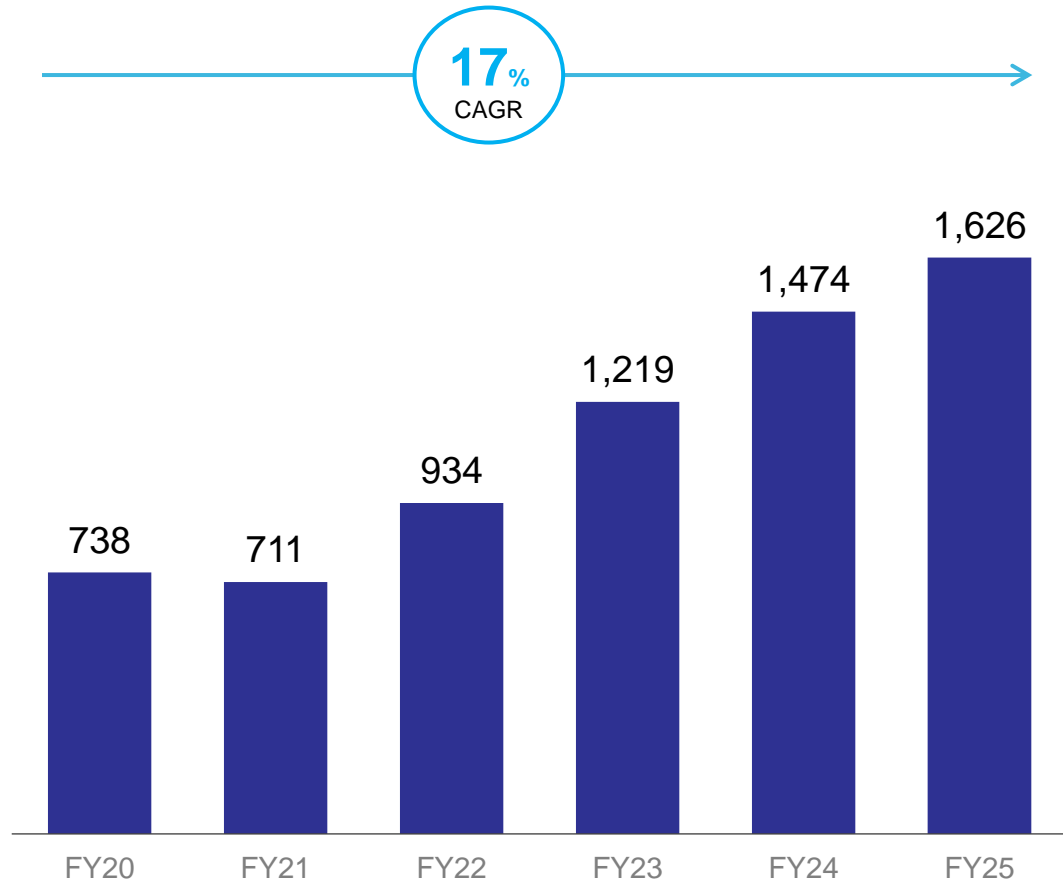
- 1) Adjusted for change in Investments, FDR, Inter corporate deposit & others during the period
- 2) Includes realized income from treasury investments & net investments in FDRs, Inter Corporate deposits & gain from sale of stake in associates and other investments
- 3) Includes purchase & sale of property, 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



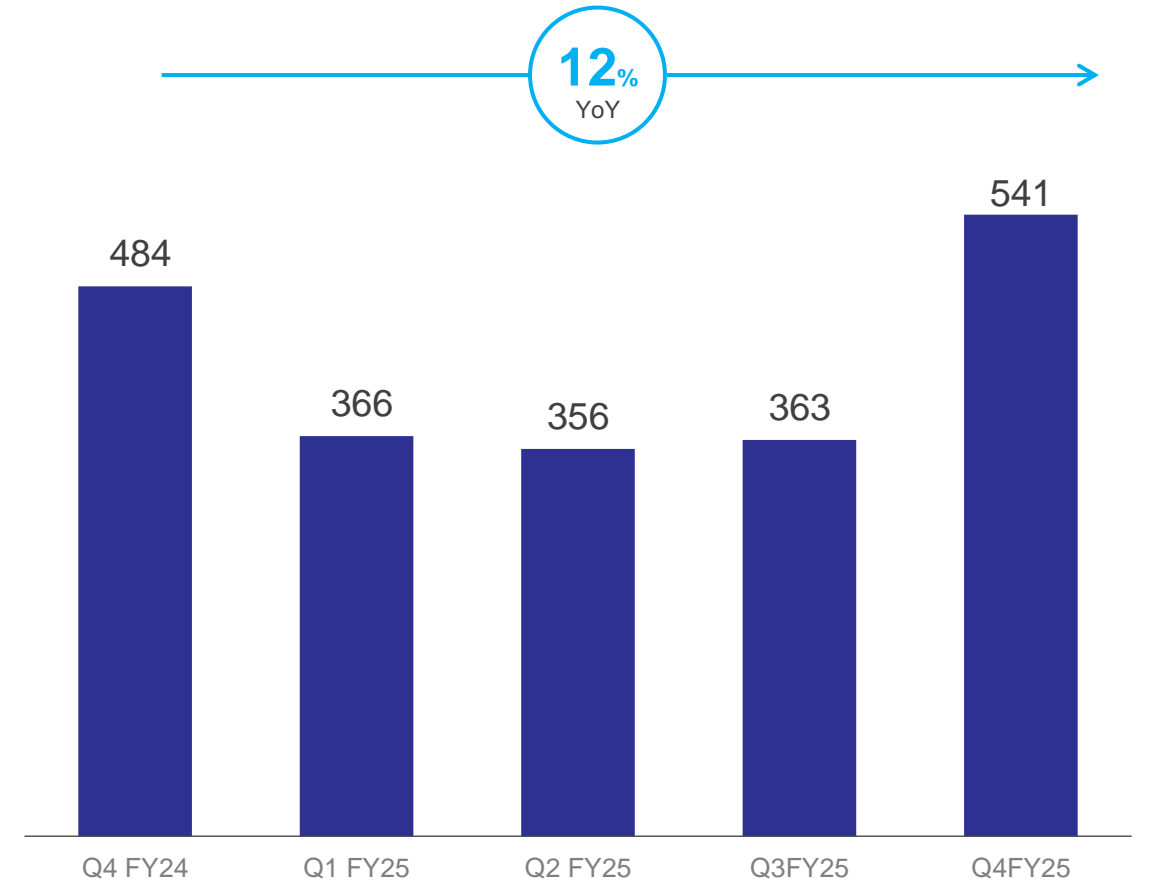
Collections from Customer - Consolidated

(₹ in Crore)

Yearly trends



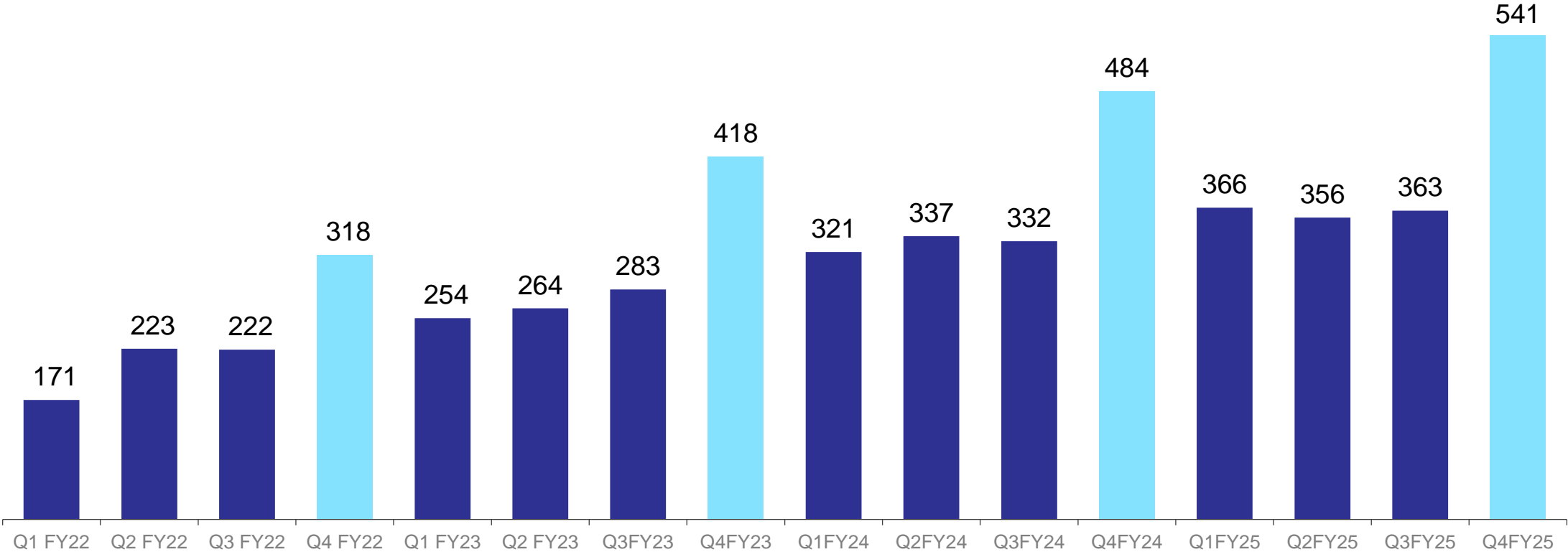
Quarterly trends



Collections from Customer - Consolidated

(₹ in Crore)

Quarterly trends



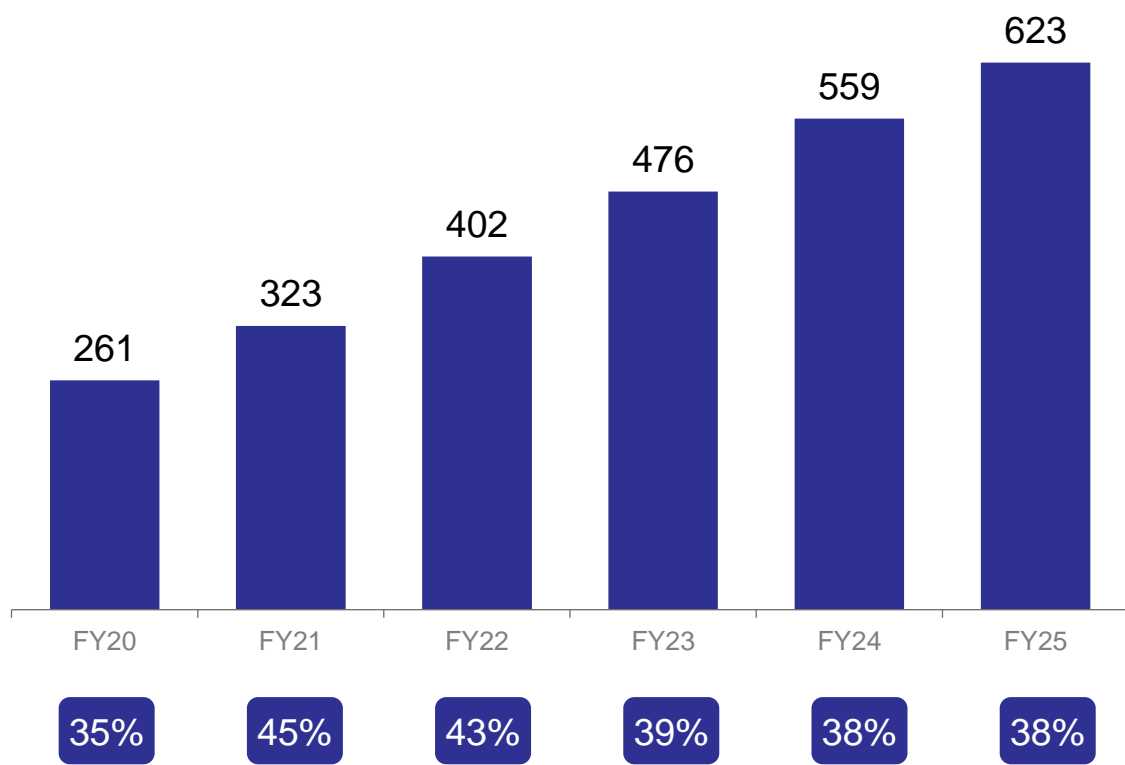
Note:

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

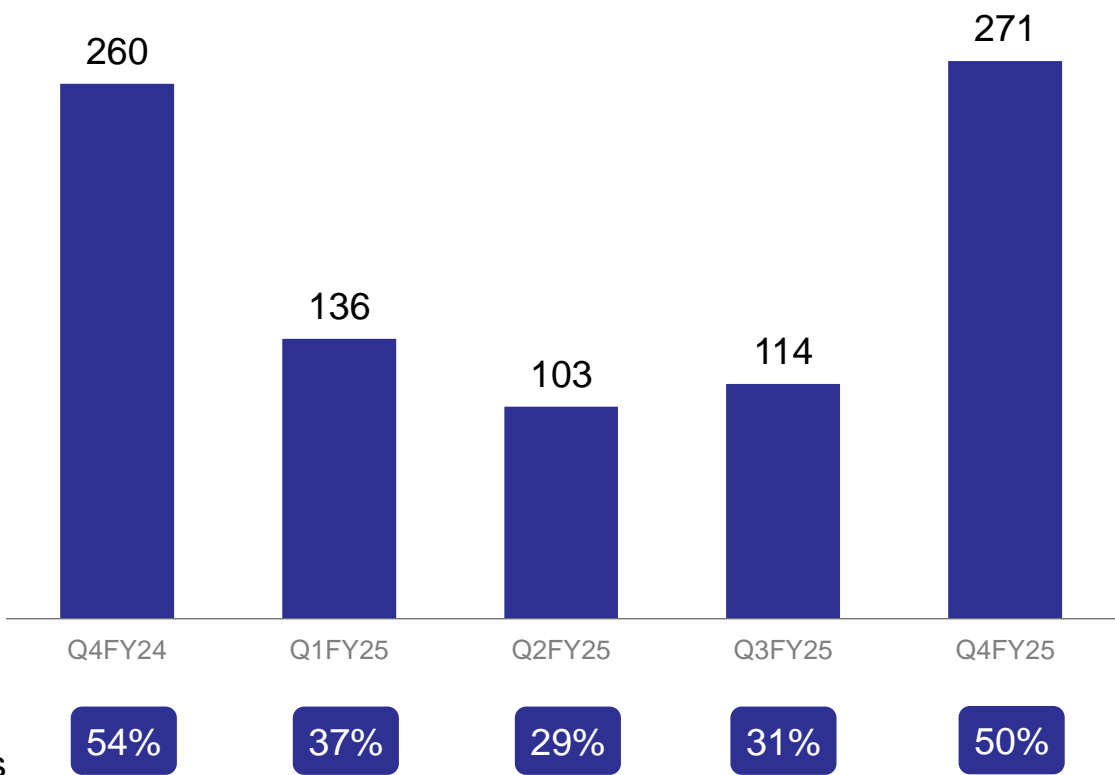
Cash Flow From Operations - Consolidated

(₹ in Crore)

Yearly trends



Quarterly trends



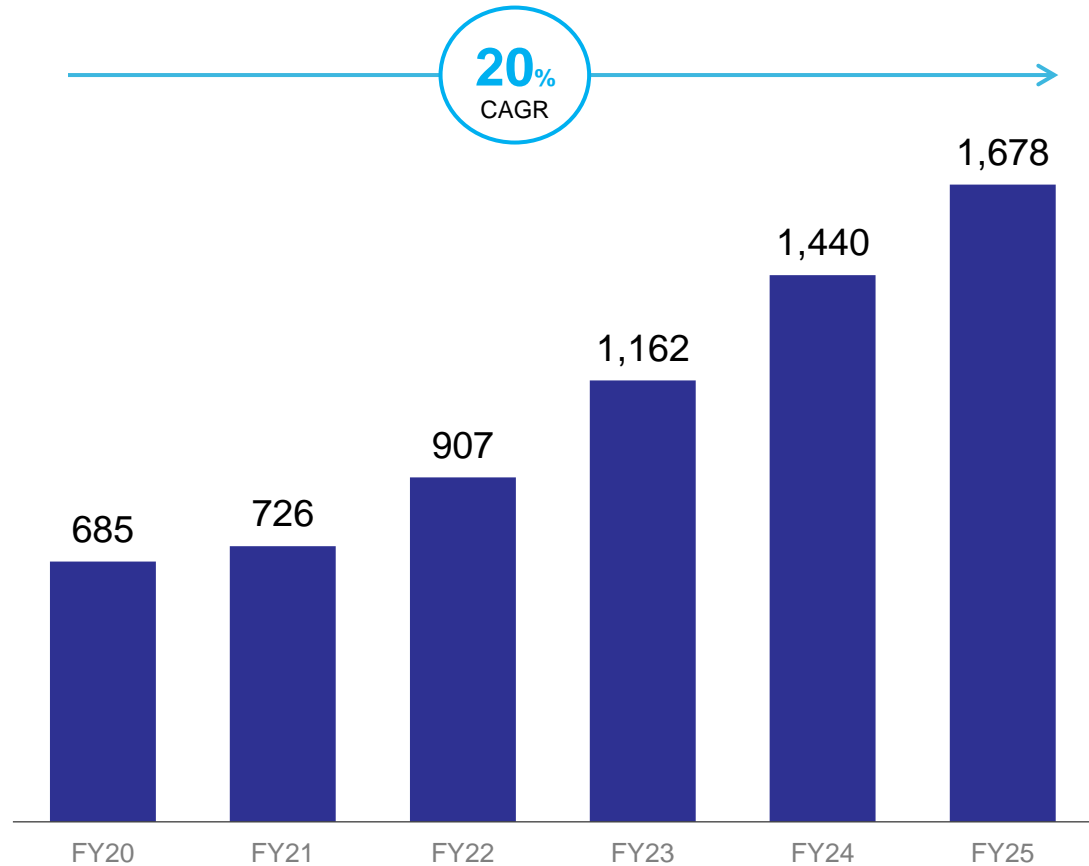
Note:
1) Fourth Quarter of the financial year traditionally has high Cash flow from Operations due to seasonal impact of Collections from Customers

Deferred Revenue – Consolidated

(₹ in Crore)

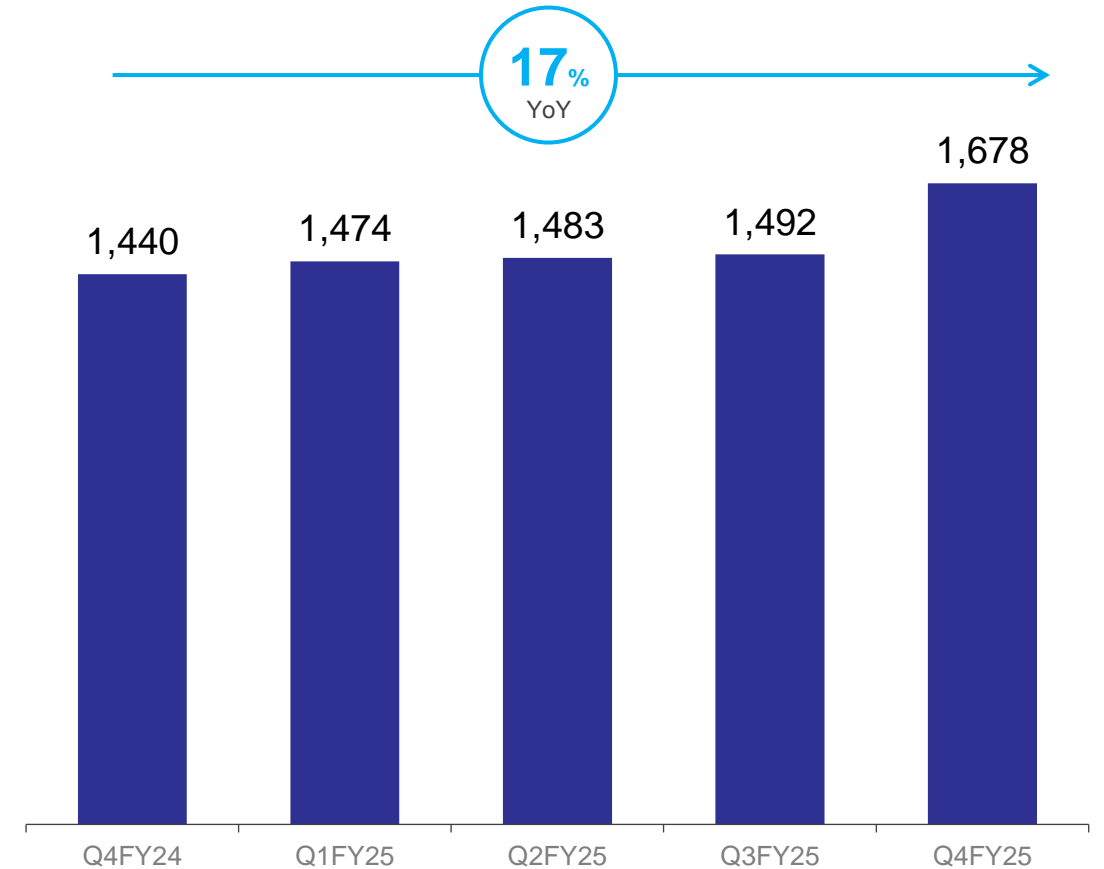
Yearly trends

20%
CAGR



Quarterly trends

17%
YoY



Note:

- 1) Deferred Revenue refers to contract liabilities in the financial statements, i.e., including advances from customers
- 2) Company has completed acquisition of Busy Infotech Pvt Ltd in FY 23. Accordingly, Deferred Revenue includes Busy Infotech from FY23 onwards

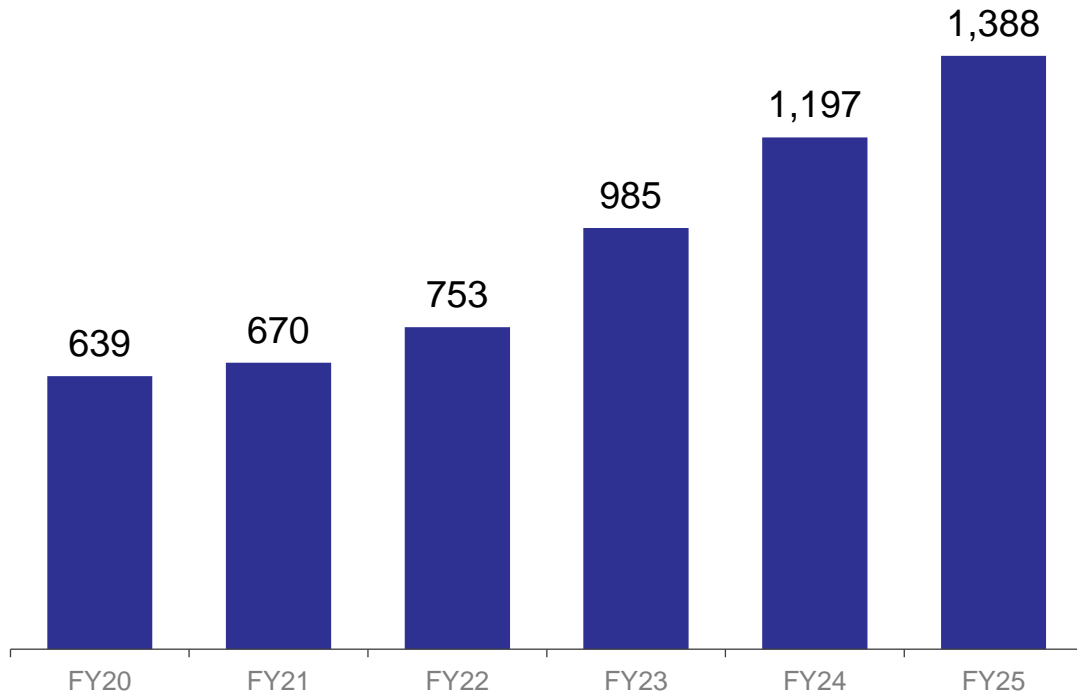


Revenue from Operations – Consolidated

(₹ in Crore)

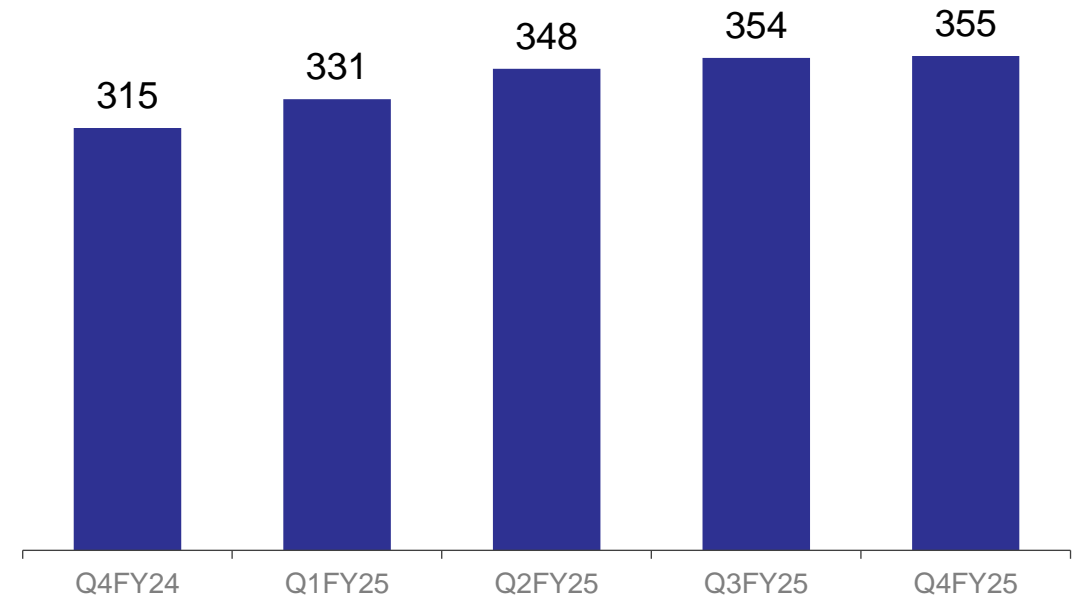
Yearly trends

17%
CAGR



Quarterly trends

13%
YoY



Revenue – Legal Entity View

(₹ in Crore)

Particulars	FY23	FY24	Q1FY25	Q2FY25	Q3FY25	Q4FY25	FY25
IndiaMART InterMESH Ltd	939	1,139	315	332	337	336	1,320
Accounting Segment							
Busy Infotech Pvt Ltd ¹	43.3	54.2	15.6	15.4	16.5	18.4	65.8
Livekeeping Technologies Pvt Ltd	0.1	0.4	0.3	0.5	0.7	0.9	2.4
Others	3.9	4.2	0.4	-	-	-	0.4
	986	1,198	332	348	354	355	1,389
Inter Company Adjustments	(0.7)	(1.0)	(0.2)	(0.1)	(0.0)	0.0	(0.3)
Consolidated Revenue from Operations	985	1,197	331	348	354	355	1,388

~95% of revenue contributed by IndiaMART standalone business

Note:

1) Busy Infotech represents the amalgamated entity as mentioned in note 2 of slide no. 10



EBITDA – Legal Entity View

(₹ in Crore)

Particulars	FY23	FY24	Q1FY25	Q2FY25	Q3FY25	Q4FY25	FY25
IndiaMART InterMESH Ltd	261.6	333.9	117.3	119.6	143.9	132.7	513.4
Accounting Segment							
Busy Infotech Pvt Ltd ¹	10.3	6.9	1.0	0.0	1.1	2.6	4.7
Livekeeping Technologies Pvt Ltd	(4.3)	(10.7)	(3.3)	(4.0)	(4.5)	(4.8)	(16.6)
Others	0.0	0.5	(0.0)	(0.0)	(5.0)	4.8	(0.2)
	268	330	115	116	136	135	501
Inter Company Adjustments	0.2	0.9	4.6	19.0	2.7	(4.8)	21.4
Consolidated EBITDA	268	331	120	135	138	131	523

~100% of Consolidated EBITDA contributed by IndiaMART standalone business²

Note:

1) Busy Infotech represents the amalgamated entity as mentioned in note 2 of slide no. 10

2) Excluding inter-company adjustments



Financial Performance Standalone Basis

Fire Suppression Systems



Financial Performance – Standalone

(₹ in Crore)

Q3FY25	Q4FY25	YoY	Financial Metrics	FY20	FY21	FY22	FY23	FY24	FY25	CAGR
337	336	12%	Revenue from Operations	624	665	751	939	1,139	1,320	16%
23	148		Other Income	68	85	108	113	170	284	
360	484	41%	Total Income	692	750	859	1,052	1,309	1,604	18%
140	146	5%	Manpower Cost	255	199	263	399	507	553	17%
14	16		Outsourced Sales Cost	72	52	74	130	135	71	
39	42		Other Operating Expense	124	81	102	148	163	183	
193	203	(3%)	Total Expenses	451	332	439	677	805	807	12%
148	135	43%	Adjusted EBITDA ¹	180	339	322	288	358	530	24%
44%	40%		Adjusted EBITDA Margin(%)	29%	51%	43%	31%	31%	40%	
144	133	47%	EBITDA	173	333	312	262	334	513	24%
43%	40%		EBITDA Margin(%)	28%	50%	42%	28%	29%	39%	
6	6		Others ²	31	23	17	29	29	24	
36	44		Tax Expense	64	109	93	73	112	166	
125	231	150%	Net Profit	146	287	310	272	362	607	33%
35%	48%		Net Profit Margin(%)	21%	38%	36%	26%	28%	38%	
111	270	5%	Cash flow from Operations	264	326	407	464	545	614	18%
341	506	9%	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)

Q3FY25	Q4FY25	Particulars	FY20	FY21	FY22	FY23	FY24	FY25
37	33	Fixed Assets ¹	85	65	56	53	48	33
25	43	Other Assets ²	73	41	49	33	38	43
2,405	2,720	Cash & Investments	920	2,359	2,414	2,202	2,186	2,720
1,194	1,293	Strategic Investments ³	41	50	446	1,073	1,095	1,293
3,662	4,090	Total Assets	1,119	2,516	2,965	3,361	3,367	4,090
2,042	2,276	Capital & Reserves	274	1,617	1,892	2,064	1,770	2,276
1,430	1,600	Deferred Revenue ⁴	684	726	907	1,134	1,395	1,600
30	37	Tax Liabilities	0	21	16	4	21	37
36	33	Lease Liabilities	77	63	56	46	41	33
124	143	Other Liabilities ⁵	84	89	94	113	140	143
3,662	4,090	Total Liabilities	1,119	2,516	2,965	3,361	3,367	4,090

Note:

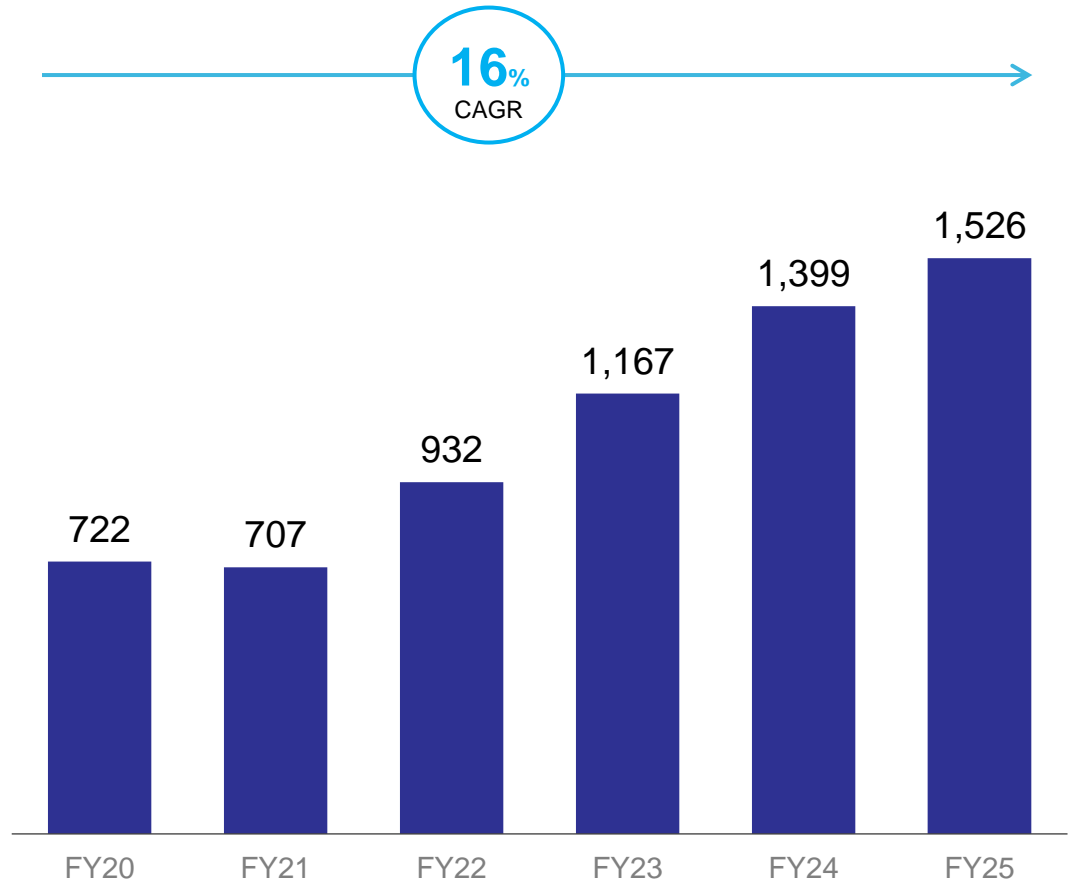
- 1) Includes fixed assets, intangible assets & right of use assets
- 2) Includes security deposits, recoverable from payment gateway, prepaid expenses and remaining assets combined
- 3) Includes investment in subsidiaries & associates and others.
- 4) Includes customer advances
- 5) Includes provisions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



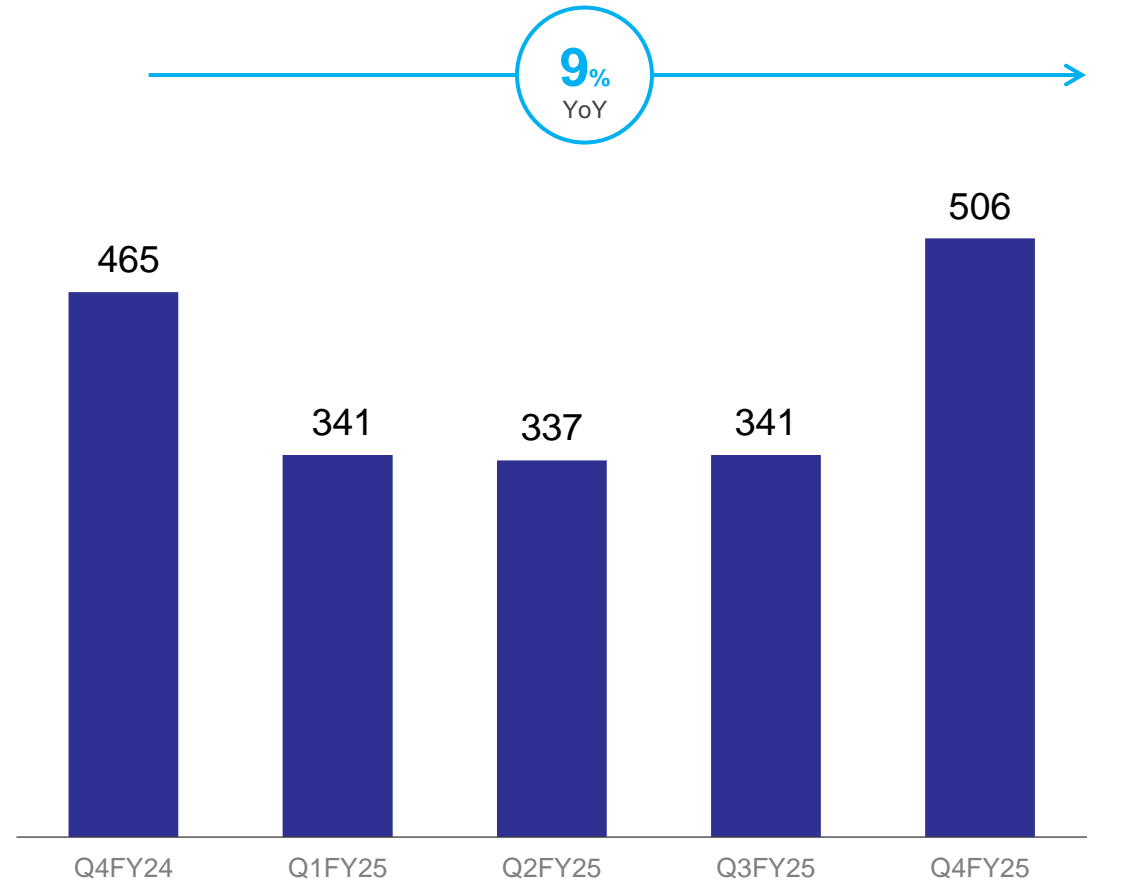
Collections from Customer – Standalone

(₹ in Crore)

Yearly trends

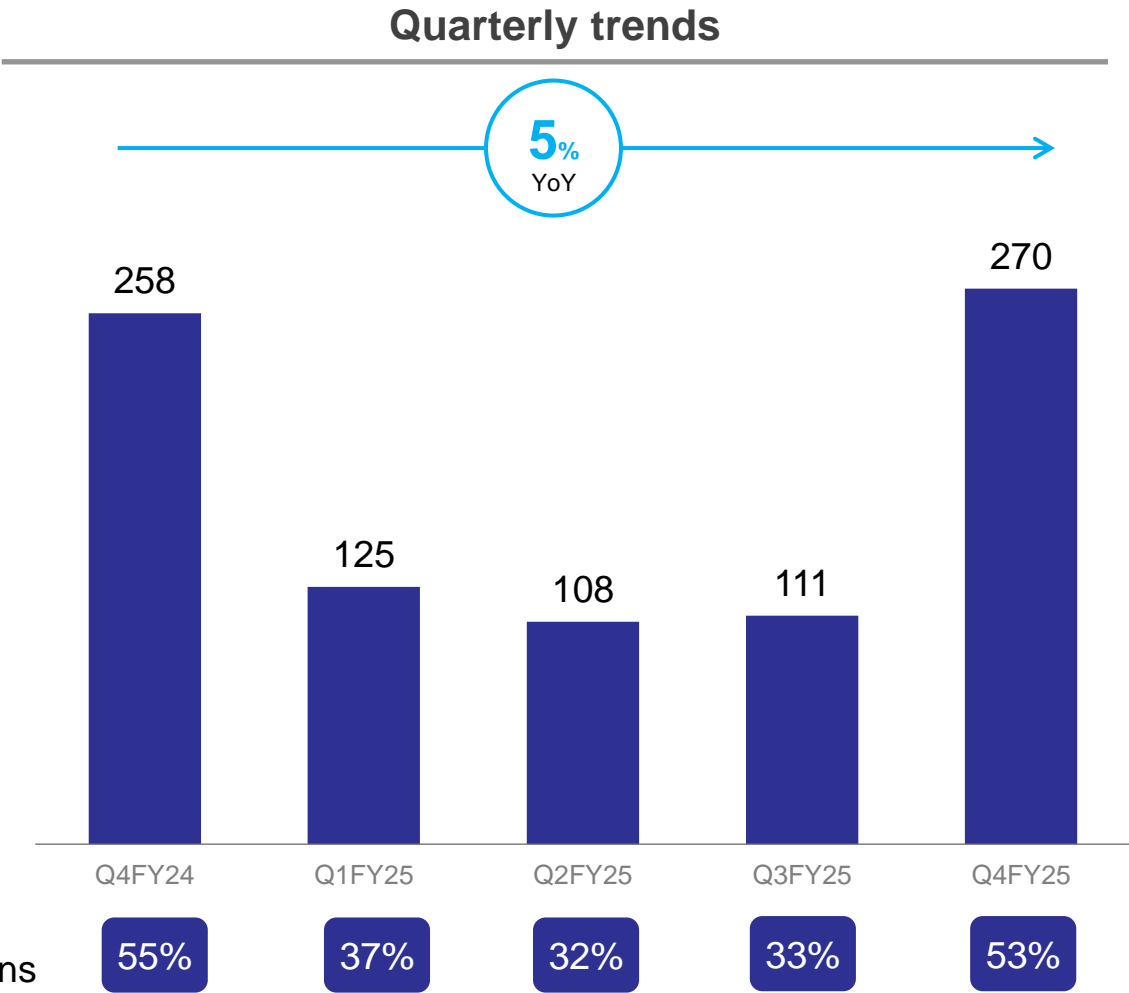
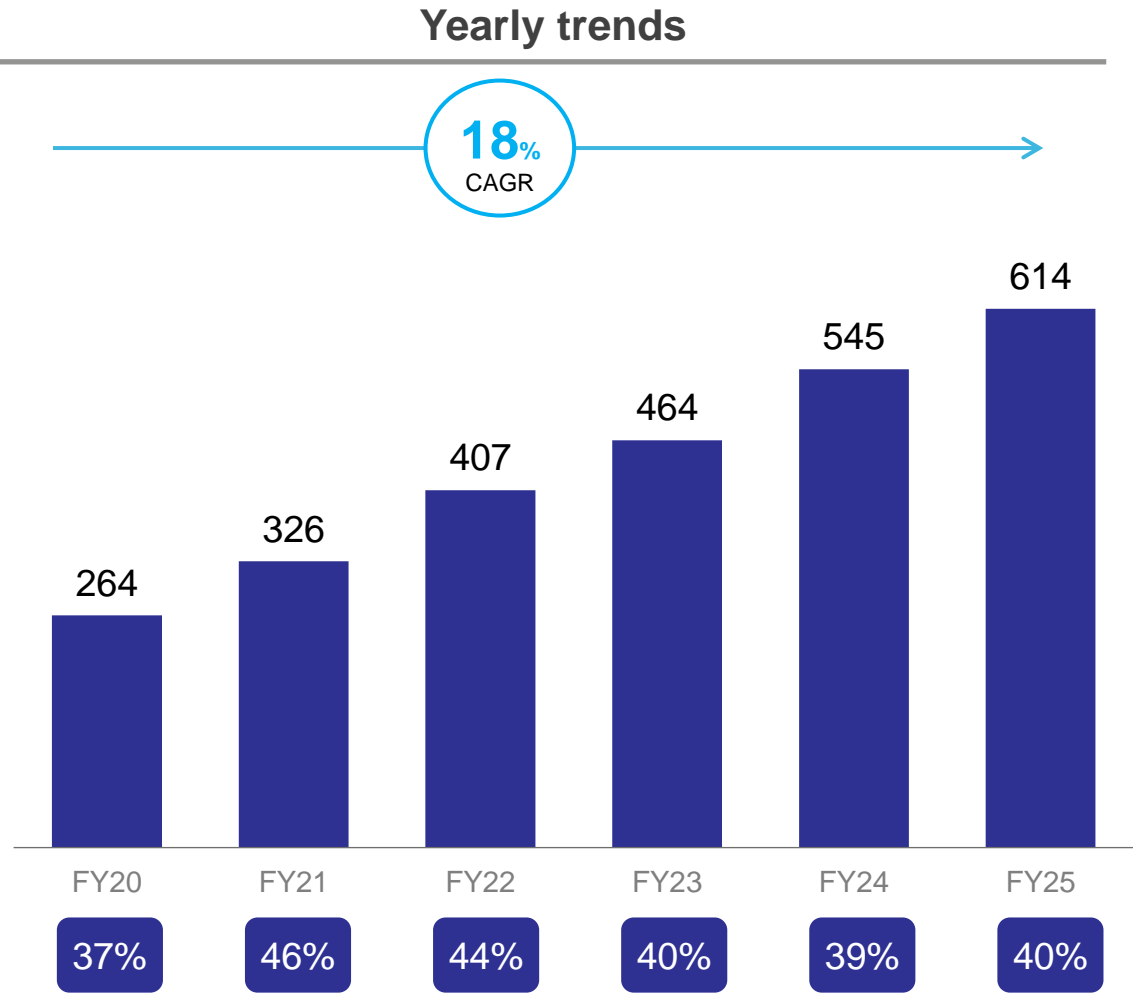


Quarterly trends



Cash Flow From Operations - Standalone

(₹ in Crore)

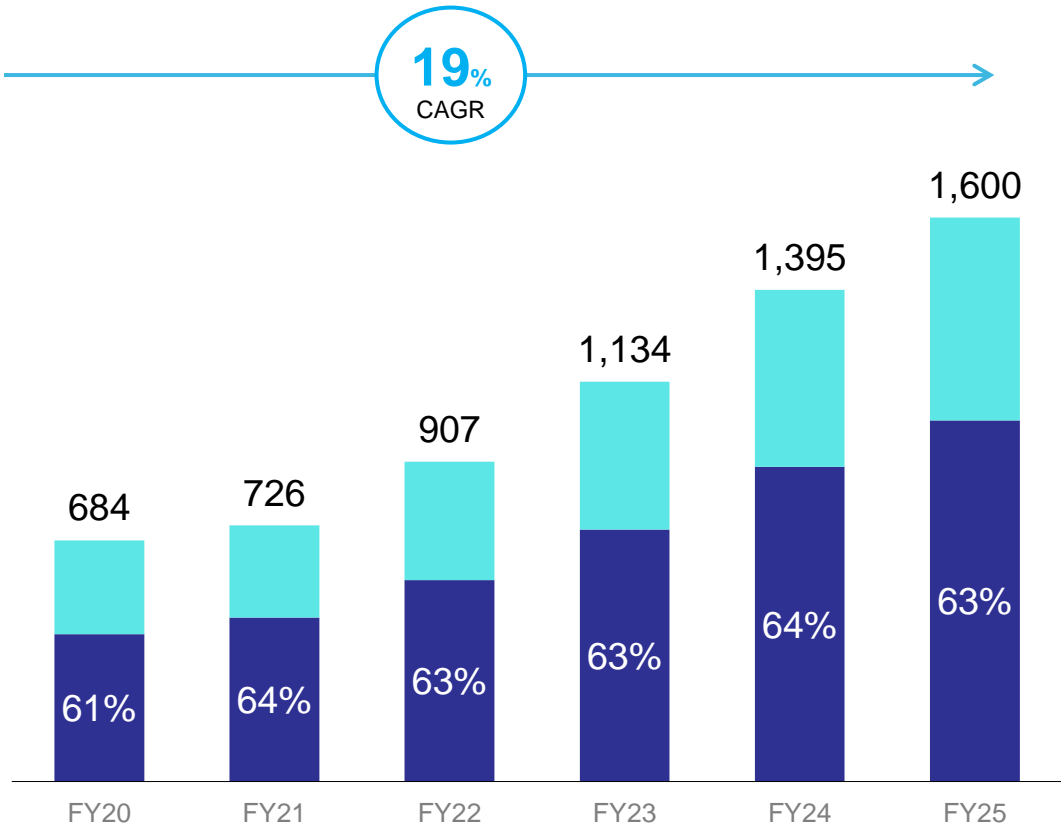


Note:
1) Fourth Quarter of the financial year traditionally has high Cash flow from Operations due to seasonal impact of Collections from Customers

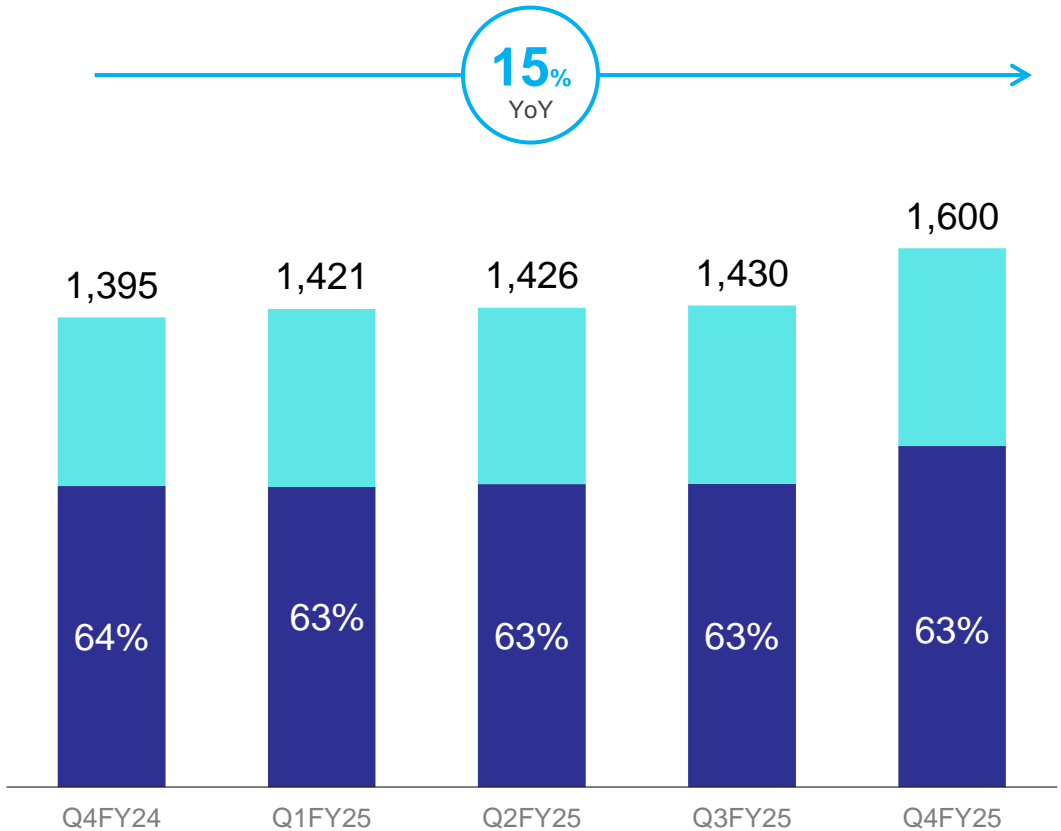
Deferred Revenue - Standalone

(₹ in Crore)

Yearly trends



Quarterly trends



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

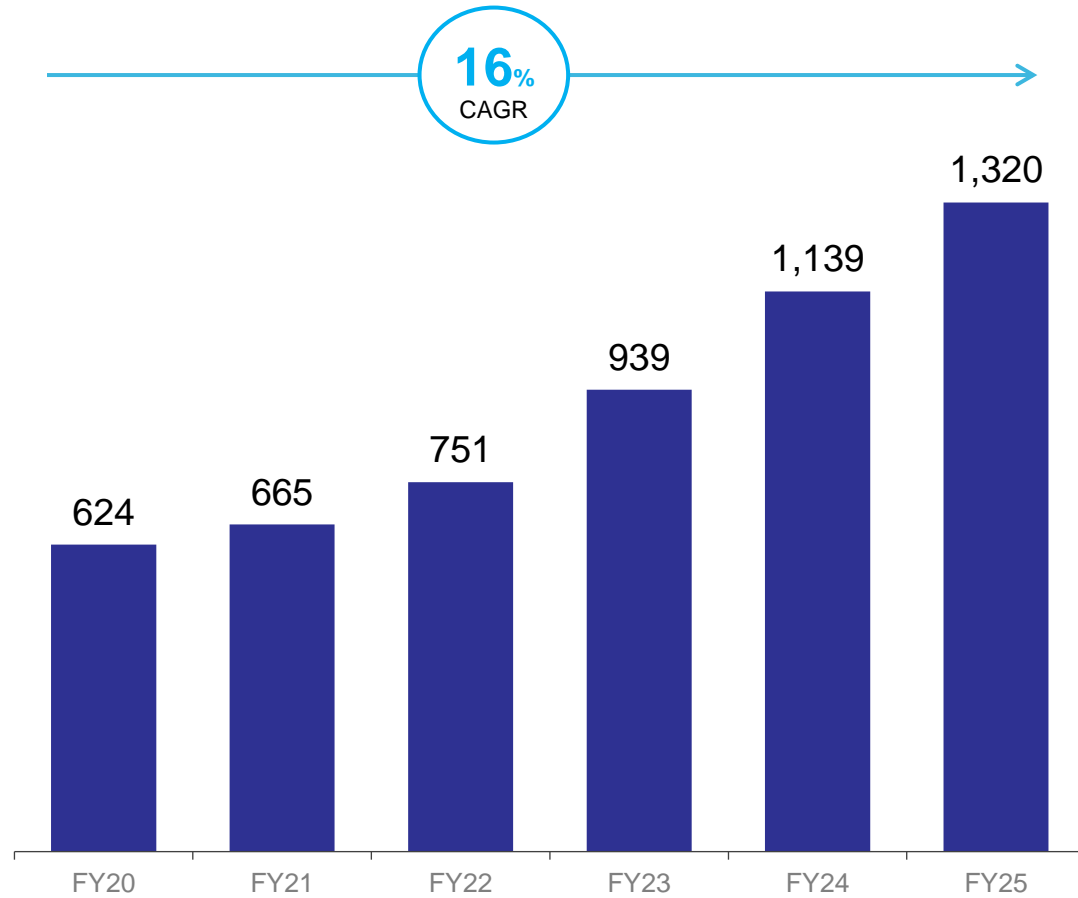


Note:
1) Deferred revenue refers to contract liabilities in the financial statements including advances from customers

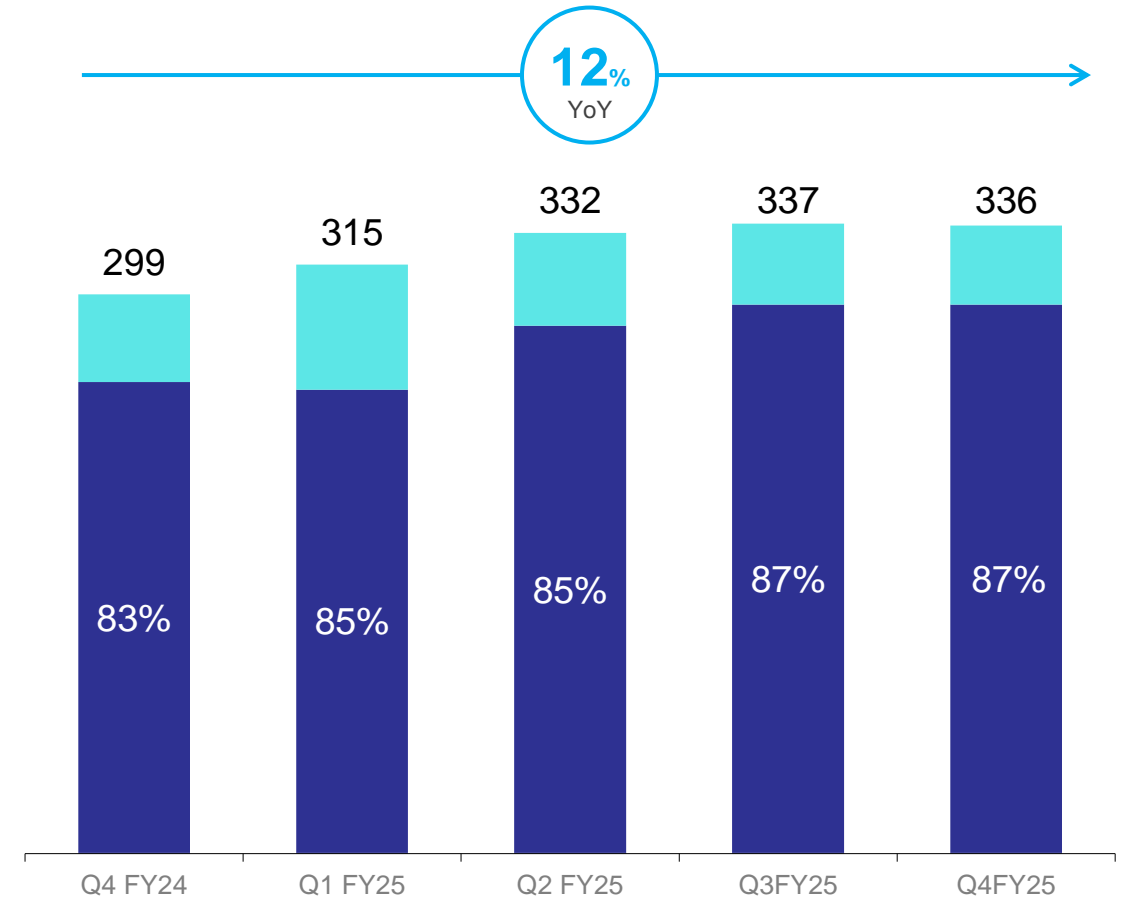
Revenue from Operations - Standalone

(₹ in Crore)

Yearly trends



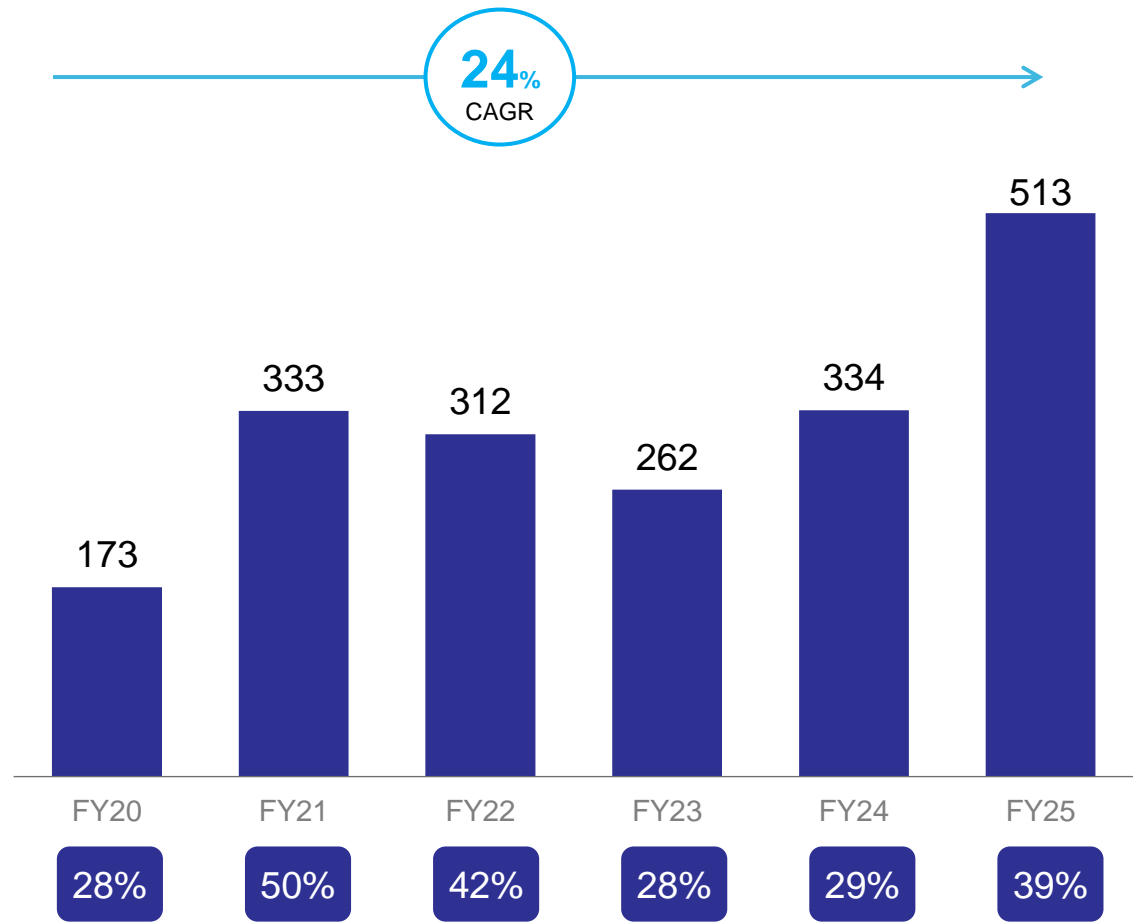
Quarterly trends



EBITDA - Standalone

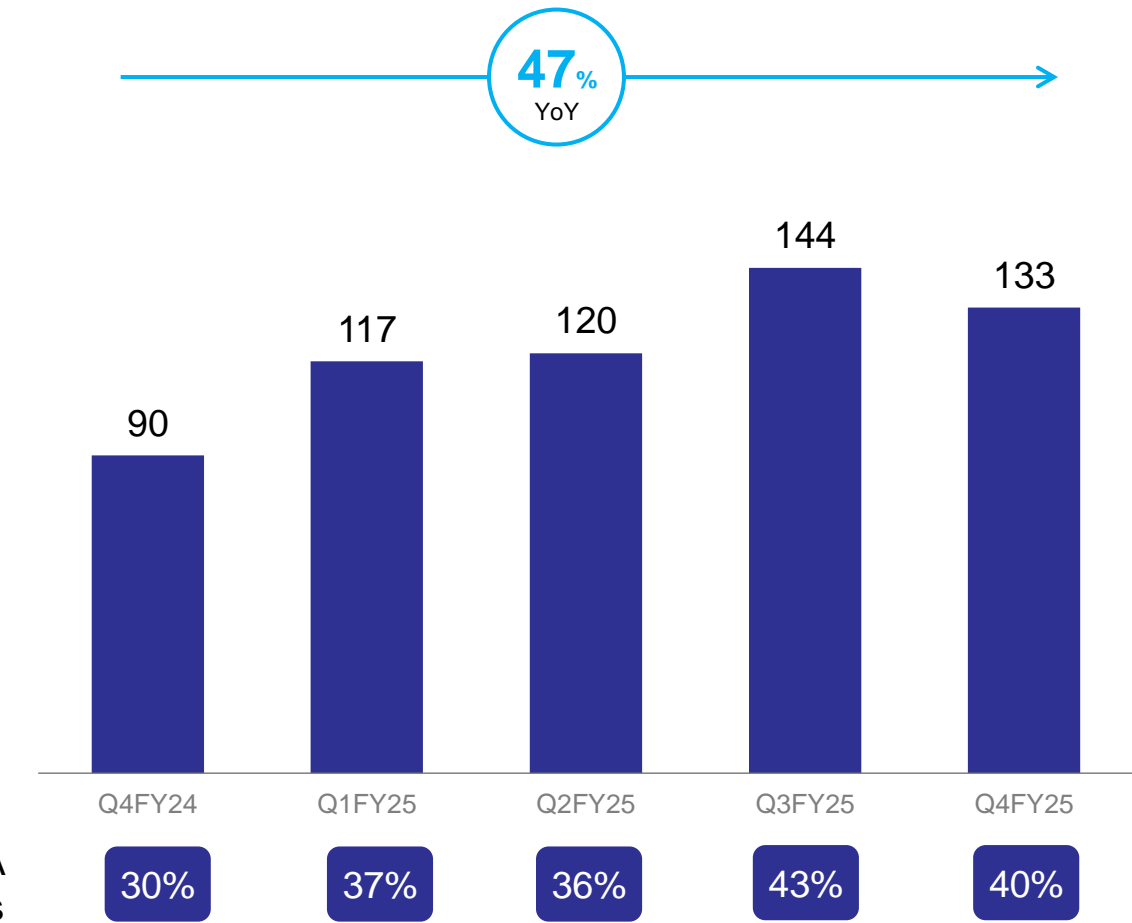
(₹ in Crore)

Yearly trends



EBITDA
Margins

Quarterly trends



Functional P&L - Standalone

(₹ in Crore)

Q3FY25	Q4FY25	YoY	Particulars	FY20	FY21	FY22	FY23	FY24	FY25	CAGR
337	336	12%	Revenue from Operations	624	665	751	939	1,139	1,320	16%
(75)	(80)	(4%)	Customer service cost	(174)	(122)	(160)	(237)	(309)	(303)	12%
262	256	18%	Gross Profit¹	450	543	591	702	830	1,017	18%
78%	76%		Gross Margin	72%	82%	79%	75%	73%	77%	
(42)	(47)	(9%)	Selling & Marketing	(118)	(82)	(112)	(189)	(211)	(181)	9%
13%	14%		% of Revenue	19%	12%	15%	20%	18%	14%	
(51)	(50)	(3%)	Technology & content	(104)	(85)	(111)	(175)	(199)	(201)	14%
15%	15%		% of Revenue	17%	13%	15%	19%	17%	15%	
(25)	(26)	16%	General & Administration	(55)	(43)	(56)	(76)	(87)	(122)	17%
144	133	47%	EBITDA	173	333	312	262	334	513	24%
43%	40%		EBITDA Margin	28%	50%	42%	28%	29%	39%	
(5)	(5)	(48%)	Depreciation & Amortisation	(21)	(16)	(12)	(19)	(25)	(21)	(0%)
139	128	58%	Operating Profit	152	317	300	242	309	493	27%
41%	38%		Operating Margin	24%	48%	40%	26%	27%	37%	

Note:

1) Gross Profit means surplus over customer service cost

2) Refer to Note No. 34 in the Standalone Financial Statements for FY25 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



<https://busy.in/>

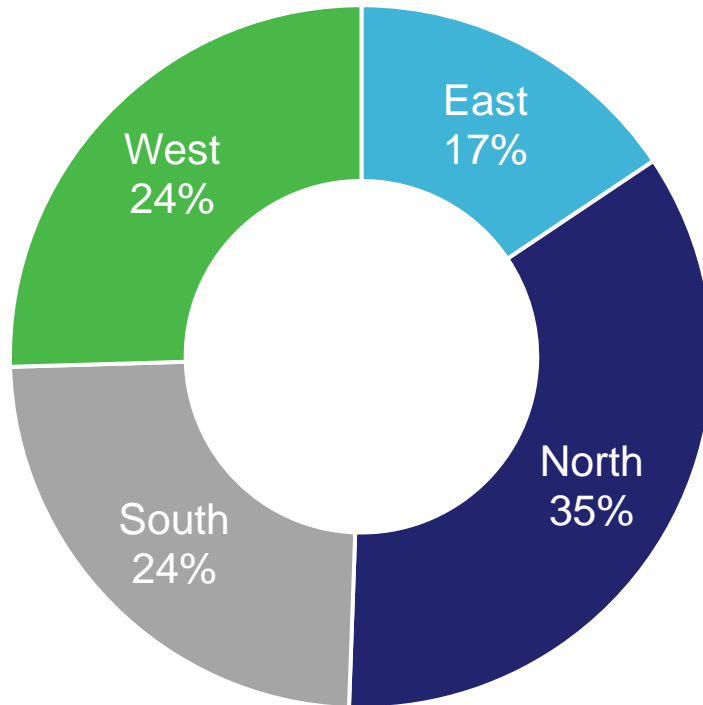
IndiaMART InterMESH Ltd

Busy Infotech Pvt Ltd

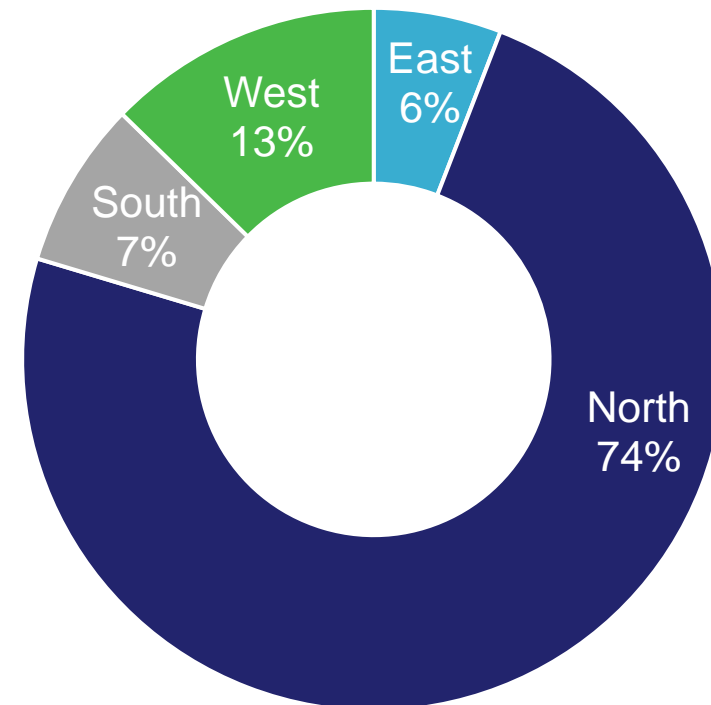
IndiaMART Investment: Rs. 500 Crore, Holding: 100%

Growth Opportunity – Geographic Expansion

Distribution of Businesses in India¹



Cumulative Busy Licenses Sold²



Significant penetration opportunity across regions

Note:

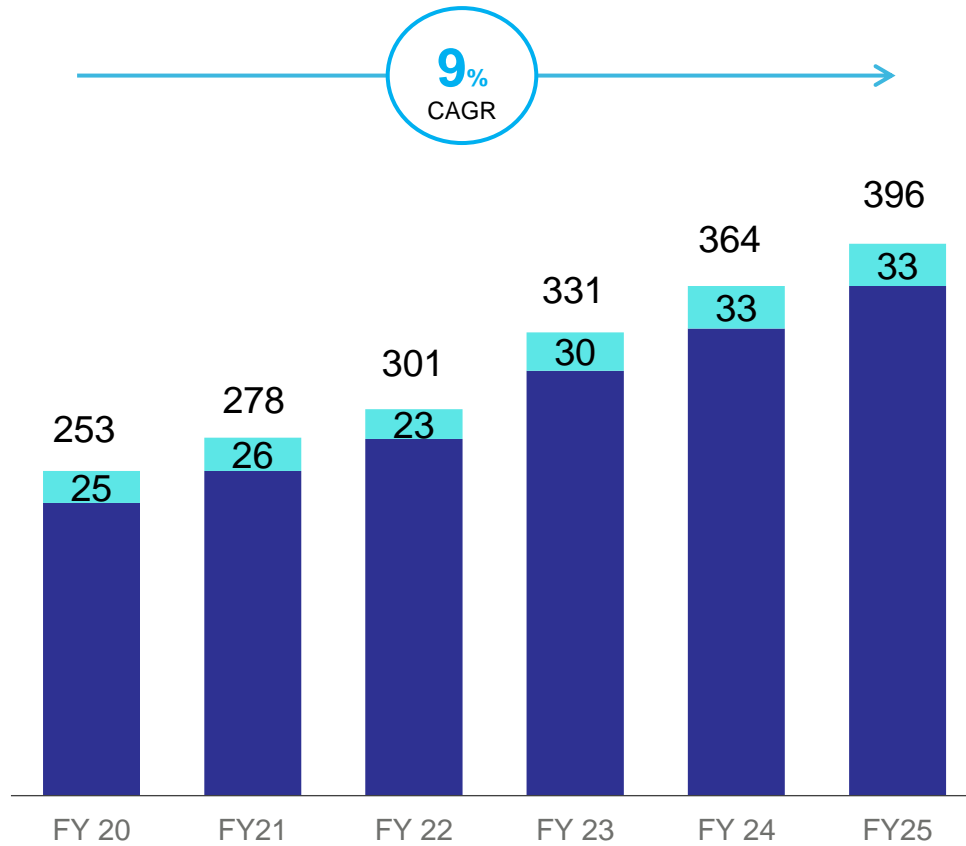
- 1) Based on the data of GST registered businesses (i.e. 15Mn+) across India
- 2) Updated as of 31st March 2025



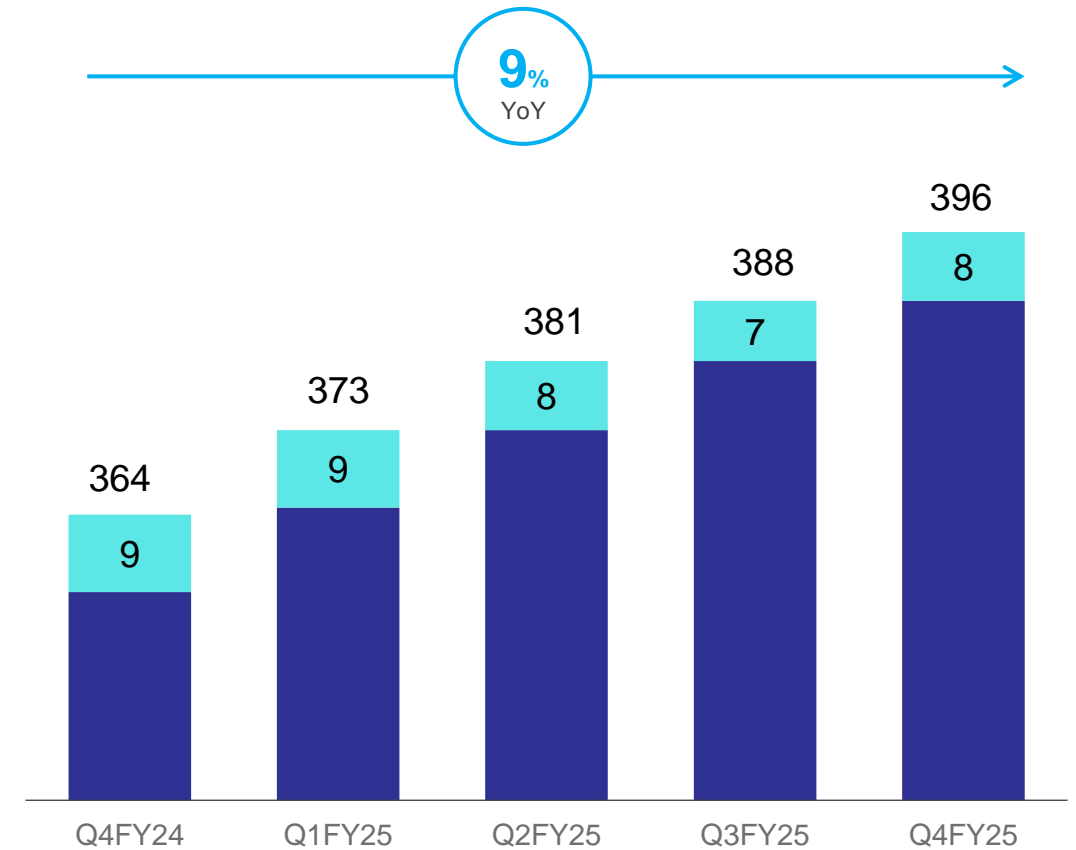
License Sold

(Figures in Thousand)

Yearly trends



Quarterly trends



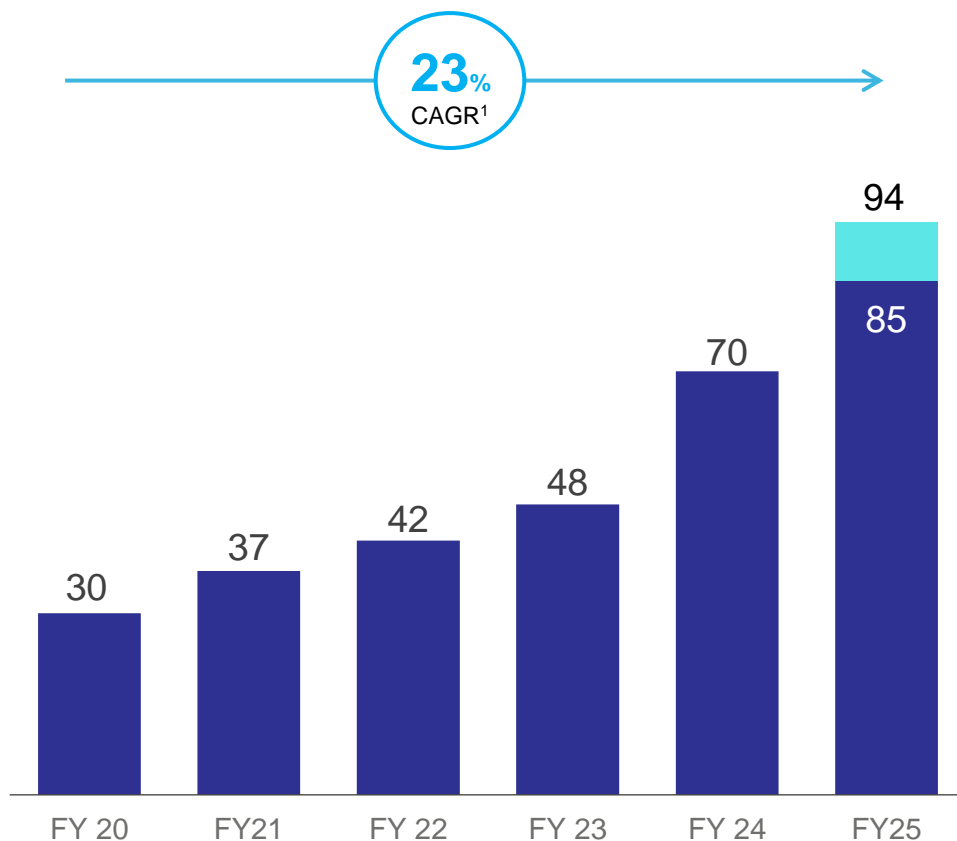
New License sold



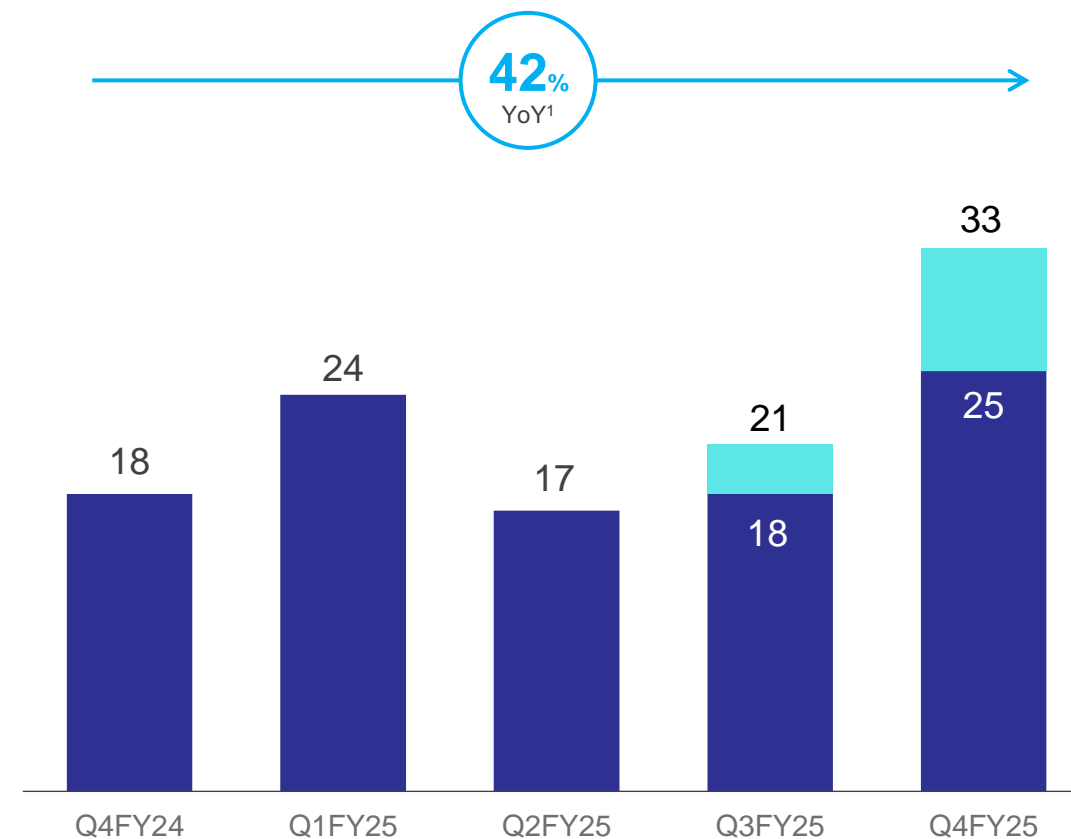
Net Billing

(₹ in Crore)

Yearly trends



Quarterly trends



Impact of reclassification

Note:

1) Net Billing is value of invoices issued during the period, net of trade discount & GST; W.e.f. Nov'24, discounts have been reclassified as expense due to change in payout structure of channel partners. The YoY growth rate and CAGR represents the normalised percentage excluding the impact of reclassification.



Financial Performance – Busy

(₹ in Crore)

Q3FY25	Q4FY25	YoY	Financial Metrics	FY22	FY23	FY24	FY25	CAGR
16.4	18.4	28%	Revenue from Operations	35.4	43.3	54.2	65.8	23%
18.3	20.9	25%	Total Revenue	38.4	47.1	62.1	76.2	26%
10.4	8.7	(0%)	Manpower Expenses	17.5	21.8	30.9	38.9	31%
0.4	0.7		Marketing & Sales Promotion	3.3	1.4	1.9	2.6	
4.5	6.3		Other Expenses	5.9	9.8	14.5	19.6	
15.4	15.8	14%	Total Expenses	26.7	33.0	47.3	61.2	32%
1.1	2.6		EBITDA	8.7	10.3	6.9	4.7	(19%)
<i>7%</i>	<i>14%</i>		<i>EBITDA Margin(%)</i>	<i>25%</i>	<i>24%</i>	<i>13%</i>	<i>7%</i>	
1.4	0.5		Finance Costs & Depreciation	0.4	0.7	8.4	6.9	
0.7	(5.4)		Tax Expense	3.1	3.1	3.4	(3.5)	
0.8	10.0		Net Profit	8.2	10.3	3	11.5	12%
<i>5%</i>	<i>48%</i>		<i>Net Profit Margin(%)</i>	<i>21%</i>	<i>22%</i>	<i>5%</i>	<i>15%</i>	
5.0	8.8	46%	Cash flow from Operations	9.8	20.6	24.1	23.0	33%
20.6	32.8		Net Billing	41.7	48.2	70.2	94.3	31%

Note:

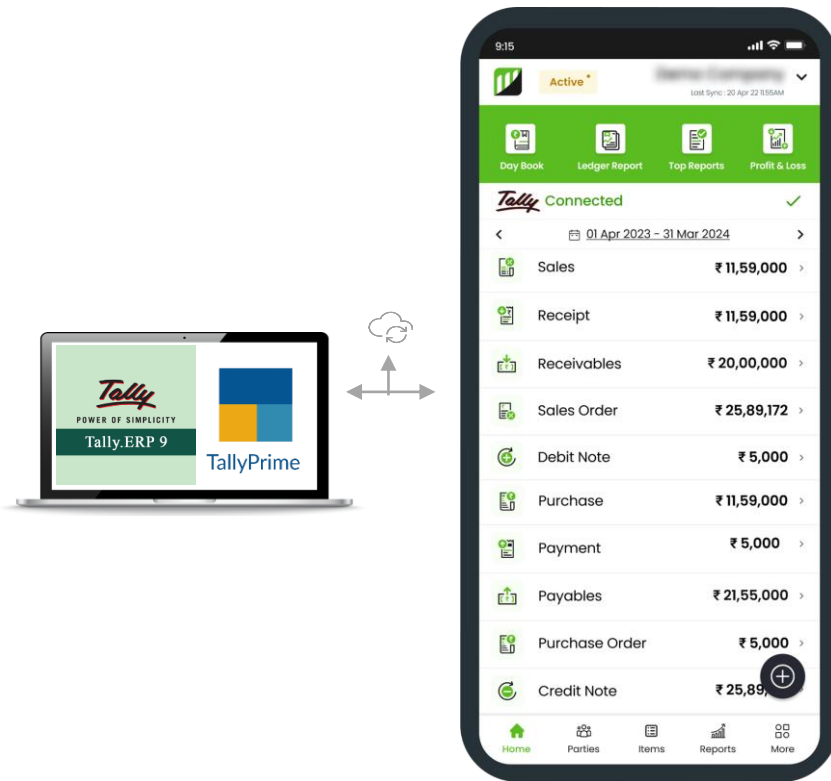
1) Busy Infotech figures reflect the impact of amalgamation as mentioned on slide no. 10



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. 72.8 Crore**, Holding: **66%**

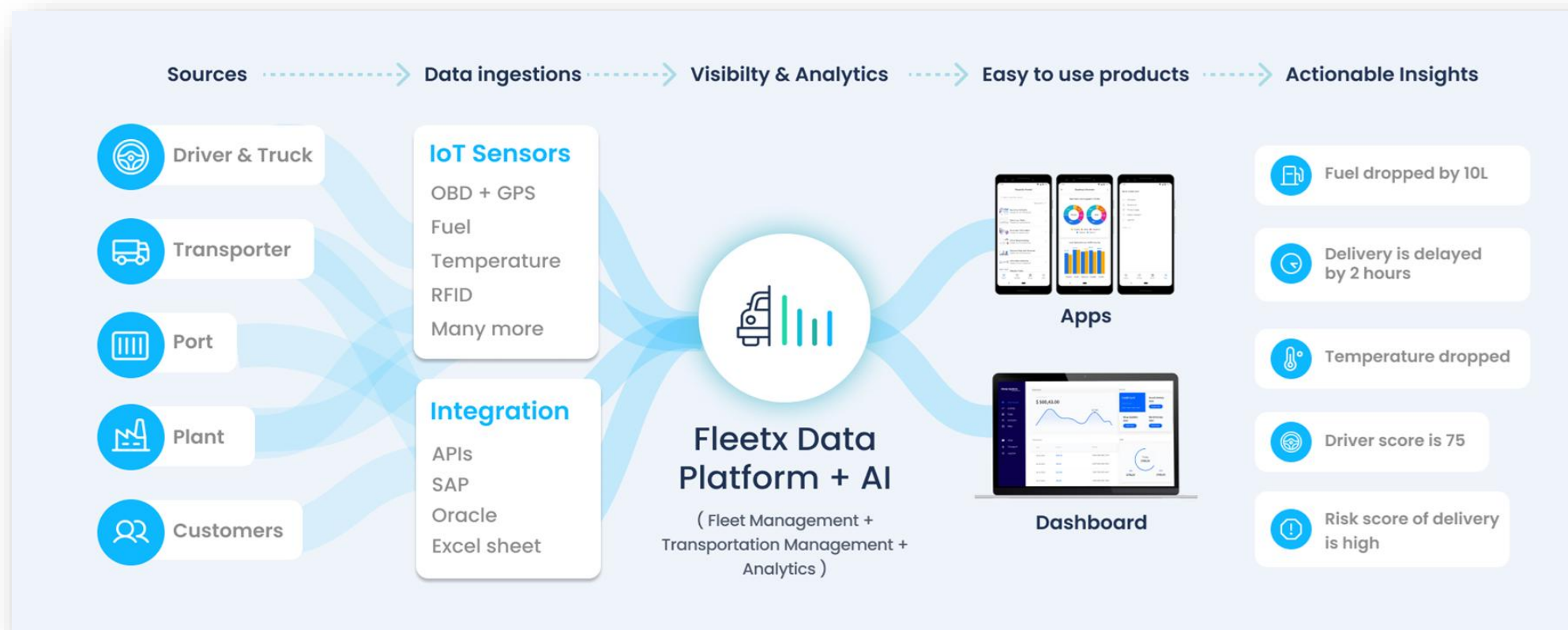
Other Strategic Investments



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. 119.7 Crore**, Holding: **20.1%***

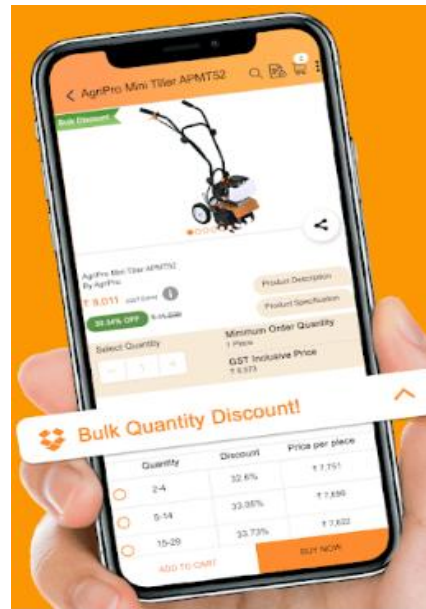
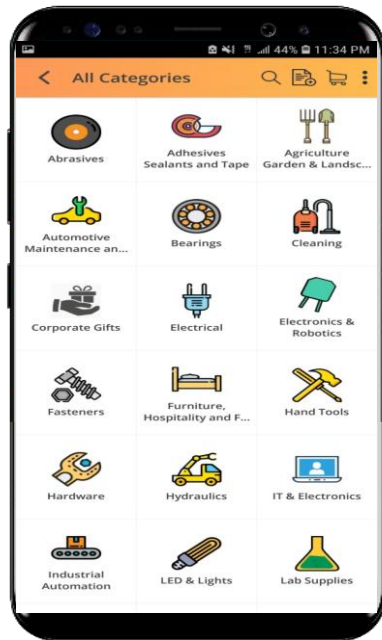
*Includes 3.5% for which the share transfer was concluded on 11th April 2025

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

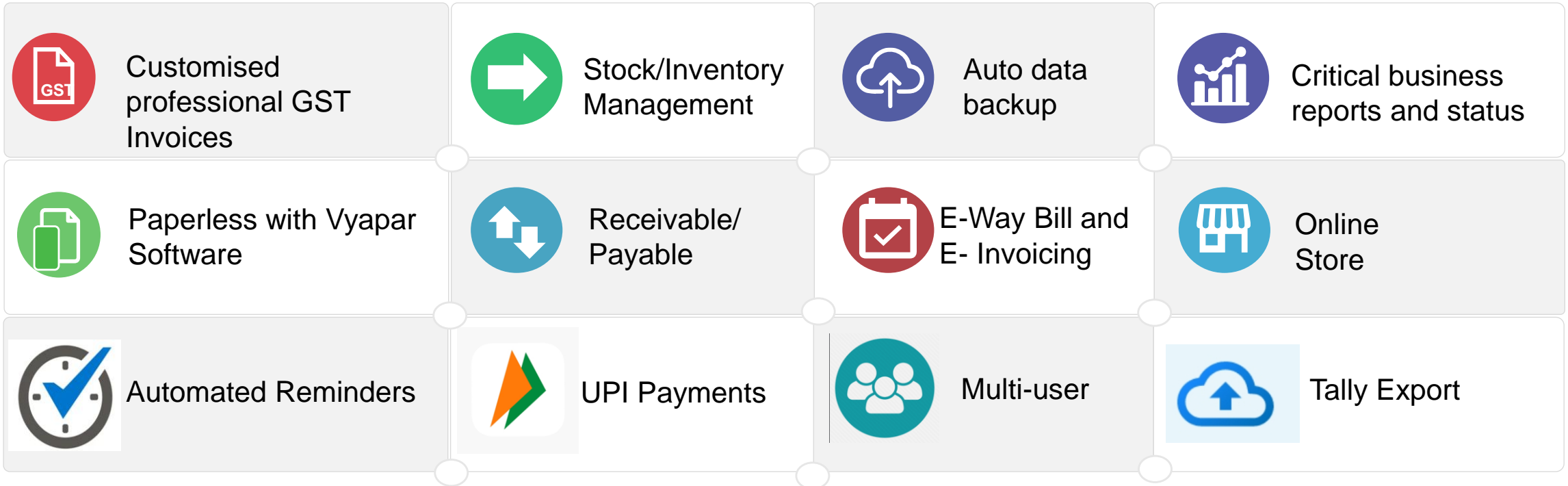
IB Monotaro Pvt. Ltd

IndiaMART Investment: **Rs. 117.9 Crore**, Holding: **23.7%**

Vyapar – DIY Business Accounting



A mobile-First business accounting software for small businesses



<https://vyaparapp.in/>

IndiaMART InterMESH Ltd

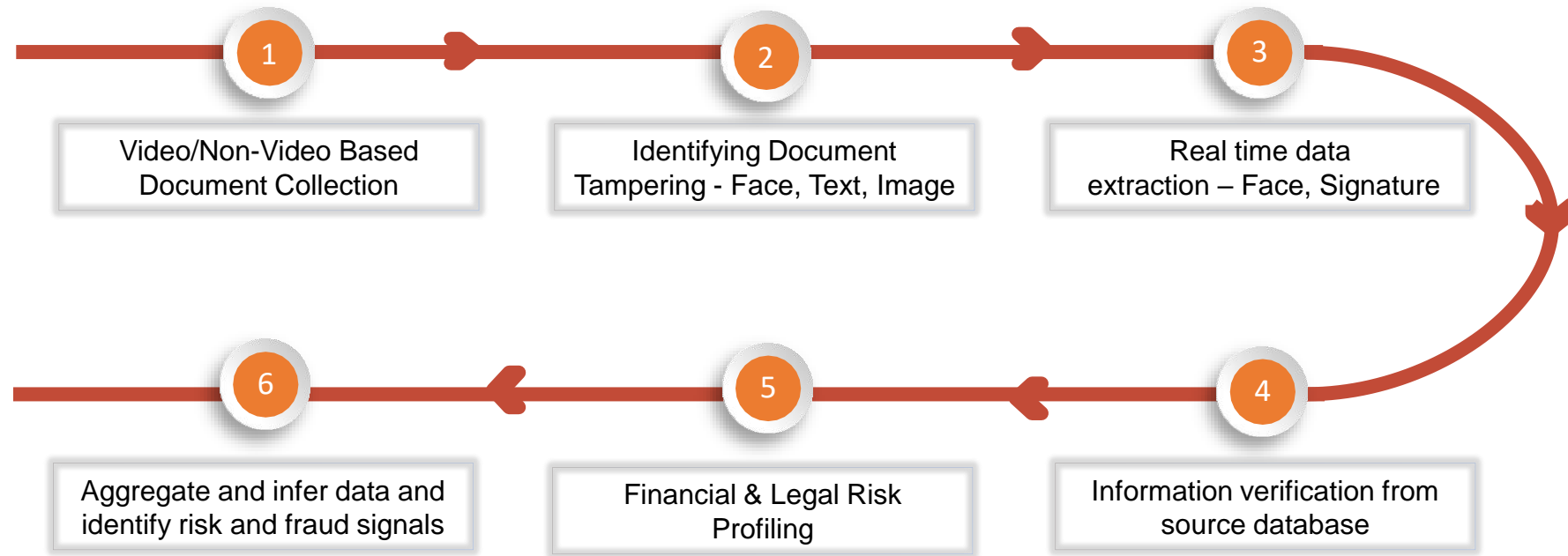
Simply Vyapar Apps Pvt Ltd

IndiaMART Investment: **Rs. 107.9 Crore**, Holding: **28.7%**

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. 89.7 Crore, Holding: 10%



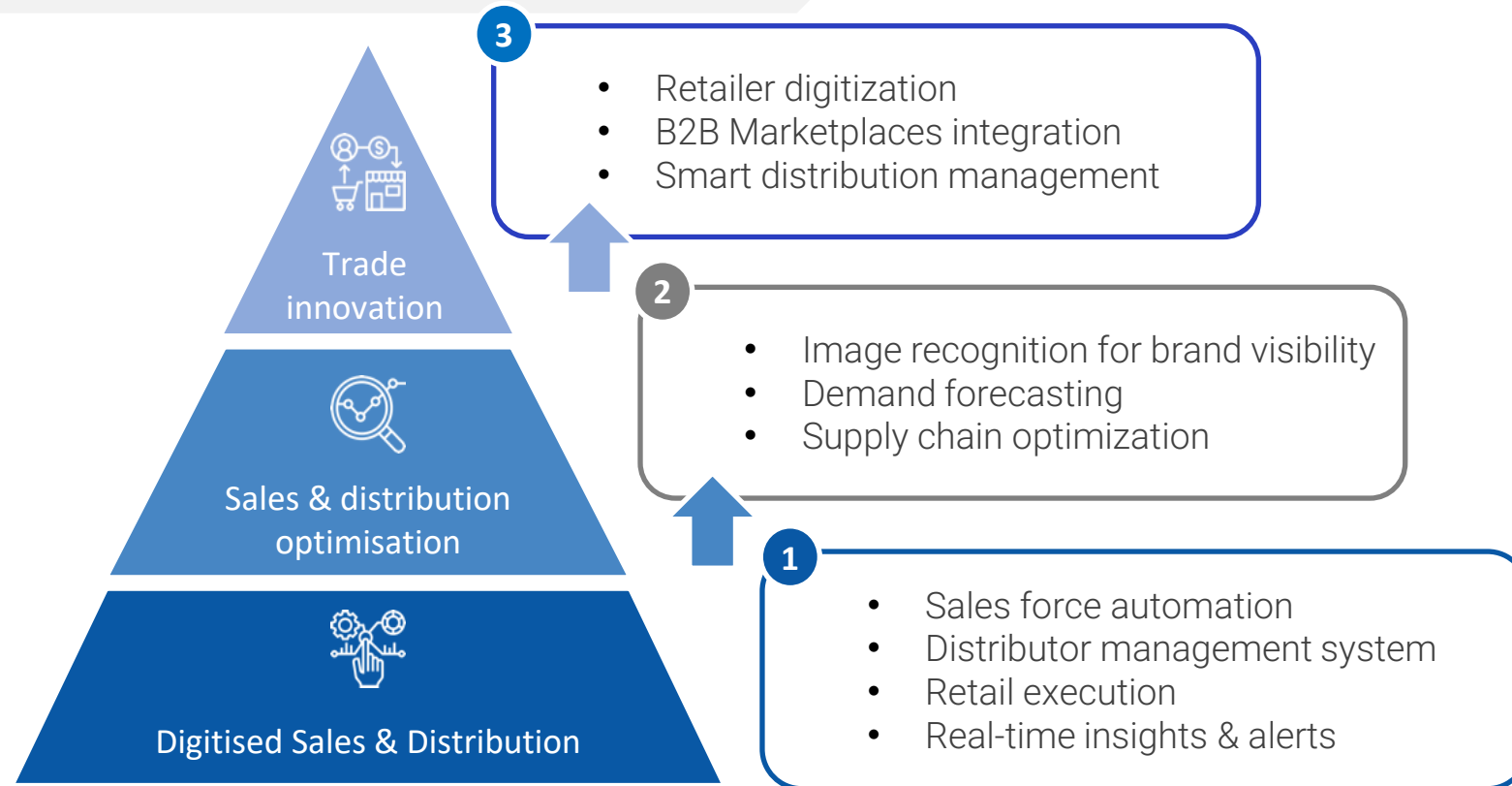
<https://www.idfy.com/>

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. 66.9 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

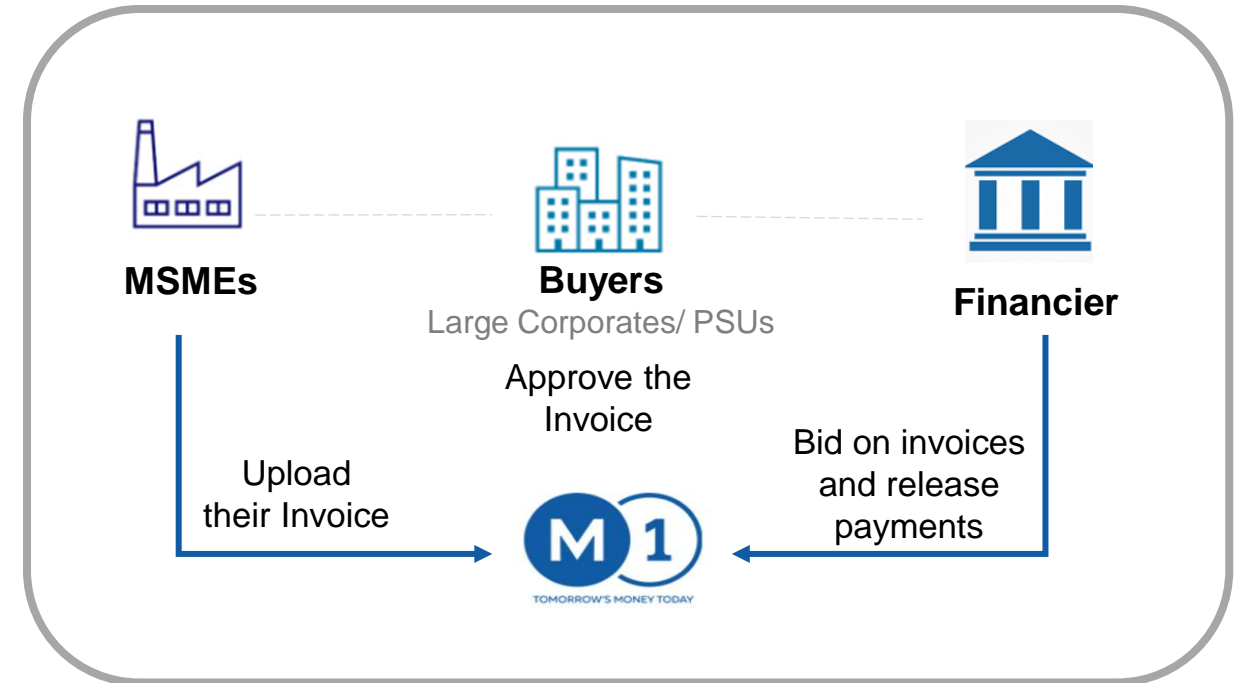


63 Financiers*
onboard

Digital Process



Easy &
Transparent



*No. of financiers as on March 31, 2025

<https://www.m1xchange.com/>



IndiaMART InterMESH Ltd

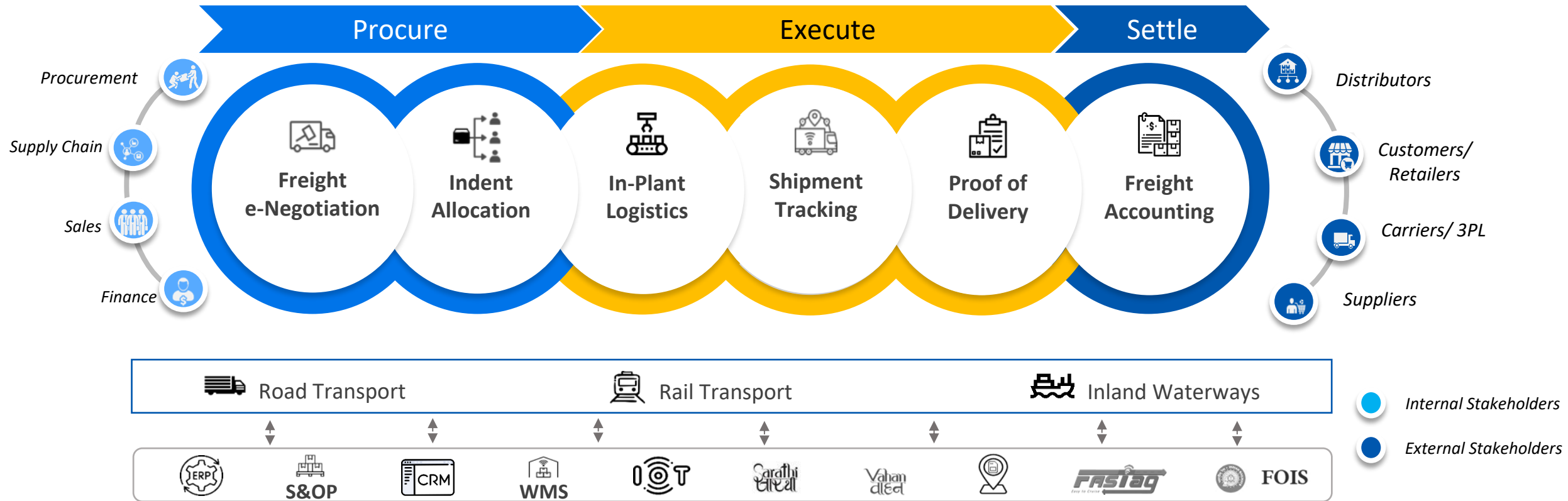
Mynd Solutions Pvt Ltd

IndiaMART Investment: Rs. 53.0 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. 31.5 Crore, Holding: 35%

AERCHAIN – AI-Driven Procurement Platform

AERCHAIN

Aerchain a Next Gen Source to Pay platform helping enterprises optimize their procurement by leveraging Artificial Intelligence



Strategic Sourcing

- E-Sourcing using RFXs
- Auction – E-bidding



Tail Spend Automation

- Right sourcing from Supplier
- Spend Analytics



Aerchain Pay Automation

- AP automations with Compliances
- Budgeting & Insights



Procure to Pay Automation

- Vendor portal for order management
- Rate contracts



<https://aerchain.io/>

IndiaMART InterMESH Ltd

Agillos e-commerce Pvt Ltd

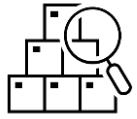
IndiaMART Investment: Rs. 26.0 Crore, Holding: 26.2%

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

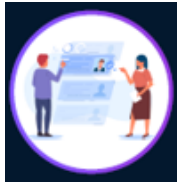
IndiaMART Investment: Rs. 18.3 Crore, Holding: 26%

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



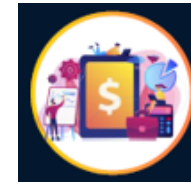
Engagement

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



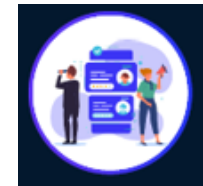
Performance

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



Payroll

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

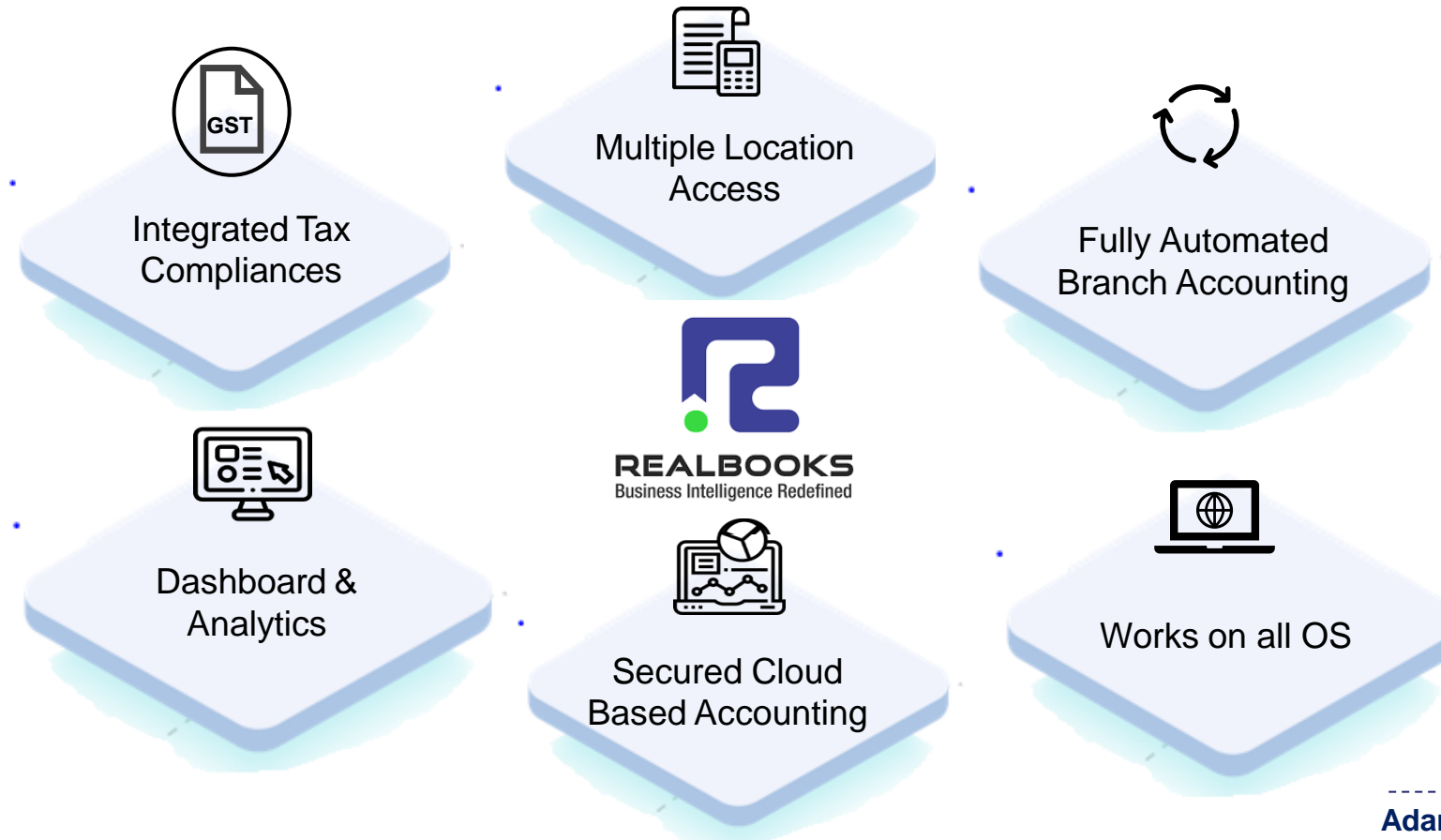


Recruitment

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

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



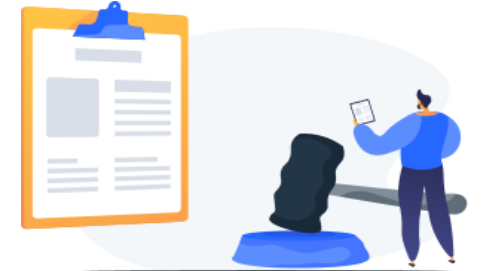
Manage end to end contract lifecycle with advance tracking & reports

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>	<p>Empowering small businesses across India</p>	 <p>2 ZERO HUNGER</p>	<p>Facilitating discovery of affordable food products</p>	 <p>3 GOOD HEALTH AND WELL-BEING</p>	<p>Enabling access to health products; Prioritising employee health</p>	 <p>4 QUALITY EDUCATION</p>	<p>Promoting Education through corporate social responsibility initiatives</p>
 <p>5 GENDER EQUALITY</p>	<p>Empowering women entrepreneurs and ensuring workplace equality</p>	 <p>6 CLEAN WATER AND SANITATION</p>	<p>Installing water facilities and restrooms in educational institutions</p>	 <p>7 AFFORDABLE AND CLEAN ENERGY</p>	<p>Promoting clean energy products</p>	 <p>8 DECENT WORK AND ECONOMIC GROWTH</p>	<p>Connecting businesses to bolster economic growth and employment opportunities</p>
 <p>9 INDUSTRY, INNOVATION AND INFRASTRUCTURE</p>	<p>Investing in AI and cloud solutions</p>	 <p>10 REDUCED INEQUALITIES</p>	<p>Offering equal market access to SMEs</p>	 <p>11 SUSTAINABLE CITIES AND COMMUNITIES</p>	<p>Reducing the need for physical infrastructure through digital platform</p>	 <p>13 CLIMATE ACTION</p>	<p>Minimizing emissions through digital operations; promoting sustainable products</p>



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

~1.9 Mn Green Products

800+ Categories

~4.4 Mn Buying Requests



Note: Figures as on March 31, 2025

IndiaMART InterMESH Ltd

Our Environment Efficient Operations



Carbon Emissions intensity of **0.04** 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 1 emissions 11.40 TCO₂e, scope 2 emissions 430.55 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 24



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

 [Click here](#)
Seller Testimonials

Business Enablement
in Cost-Effective manner

 [Click here](#)
Seller Testimonials

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

 [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**

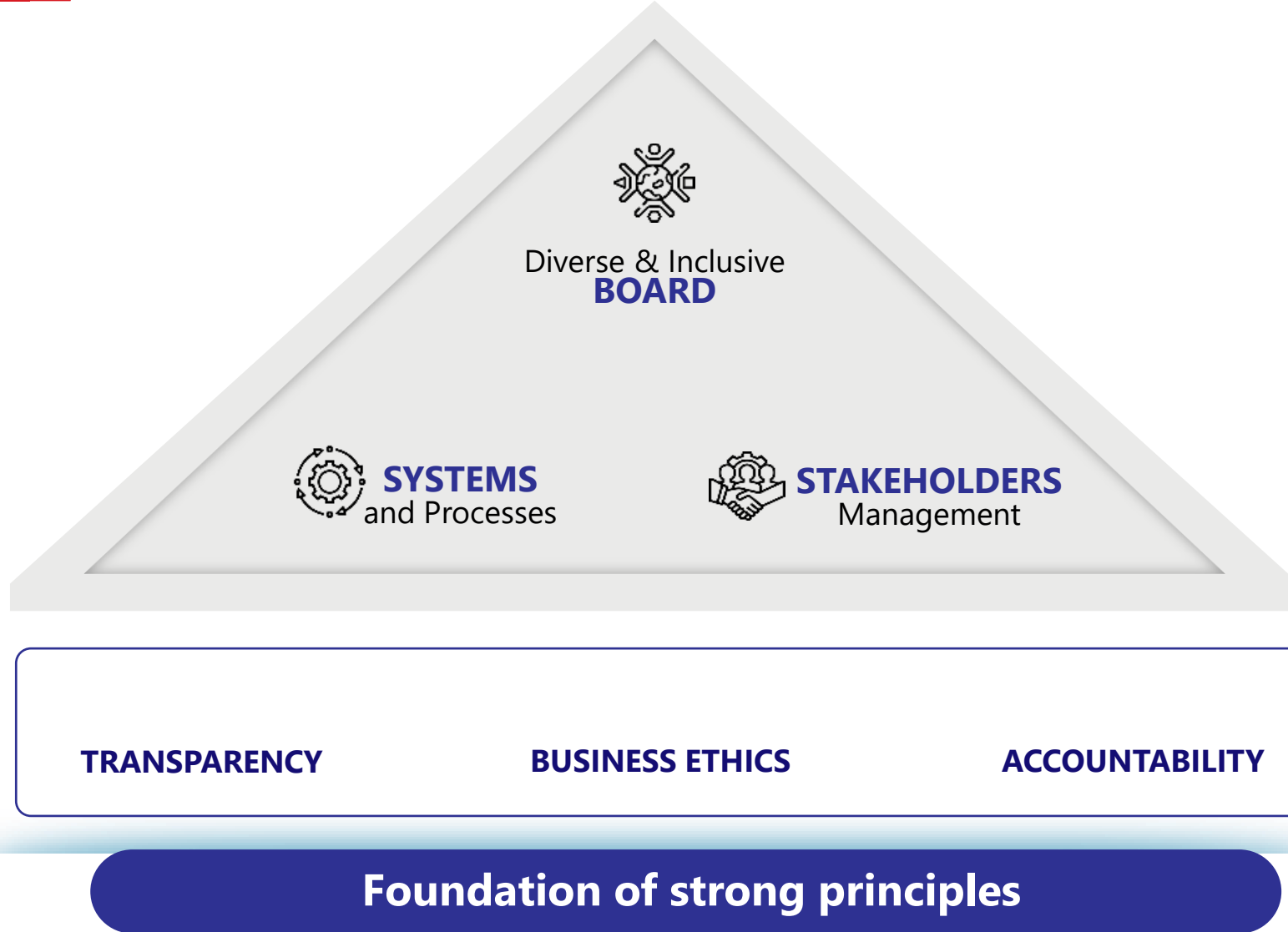


Note:

- 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



Independent and Non-Executive Directors



Pallavi Dinodia Gupta

Lead Independent Director

Education

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

Industry experience

- S R Dinodia & Co LLP



Rajesh Sawhney

Independent Director

Education

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

Industry experience

- Reliance Entertainment Limited



Vivek Narayan Gour

Independent Director

Education

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

Industry experience

- Tata Finance Limited, Genpact India, GE Capital Services India



Dhruv Prakash

Non-executive Director

Education

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

Industry experience

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



Manish Vij

Independent Director

Education

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

Industry experience

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



Sandeep Kumar Barasia

Independent Director

Education

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

Industry experience

- Delhivery Ltd., Bain & Company

33% Executive directors

11% non-independent non-executive directors

56% Independent 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



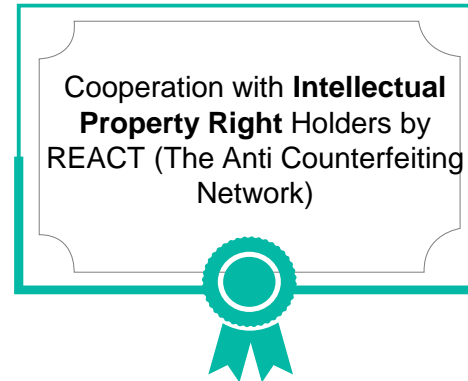
Governance – Trusted Systems and Processes



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



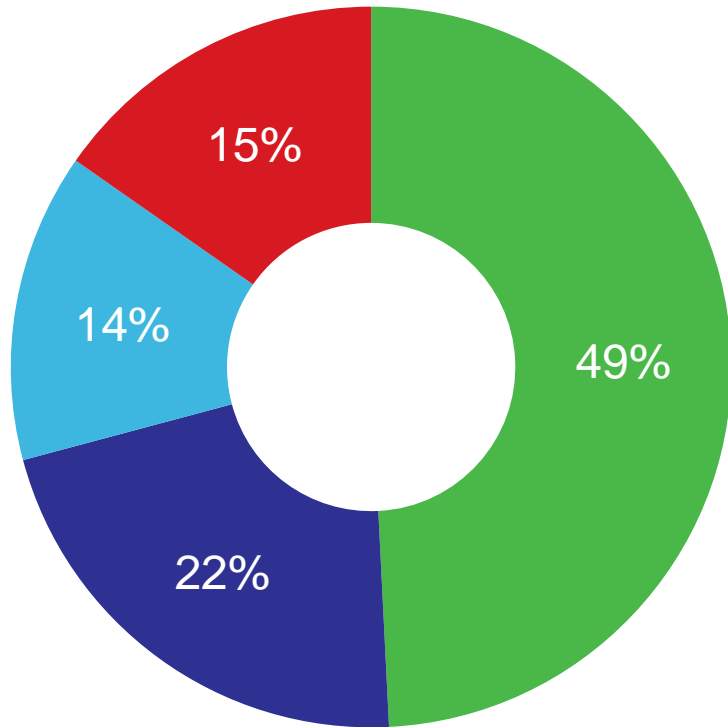


Shareholders and Team



Shareholding Pattern

Total Equity Shares Outstanding as on March 31, 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










- SBI Mutual Fund
- ICICI Prudential Mutual Fund
- UTI Mutual Fund
- Stewart Investors
- Vanguard Group, Inc.
- Capital Group
- Arisaig Partners
- Bandhan Mutual Fund
- 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
	Saurabh Deep Singla <i>CHRO</i>	MBA (NIILM), B.Com (DU)	UpGrad, Ecom Express, Rio Tinto, Yum Restaurants, Whirlpool, Airtel





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/>

