



IndiaMART InterMESH Ltd.
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January 25, 2022

To,
BSE Limited
(BSE: 542726)

National Stock Exchange of India Limited
(NSE: INDIAMART)

Subject: Investor Presentation on the Audited (Standalone and Consolidated) Financial Results of the Company for the quarter ended December 31, 2021

Dear Sir/Madam,

Pursuant to Regulation 30 of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, please find enclosed herewith Investor Presentation on Audited (Standalone and Consolidated) Financial Results of the Company for the quarter ended December 31, 2021.

Please take 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

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

Note: Map not to scale

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SUBSIDIARIES, ASSOCIATES & INVESTMENTS

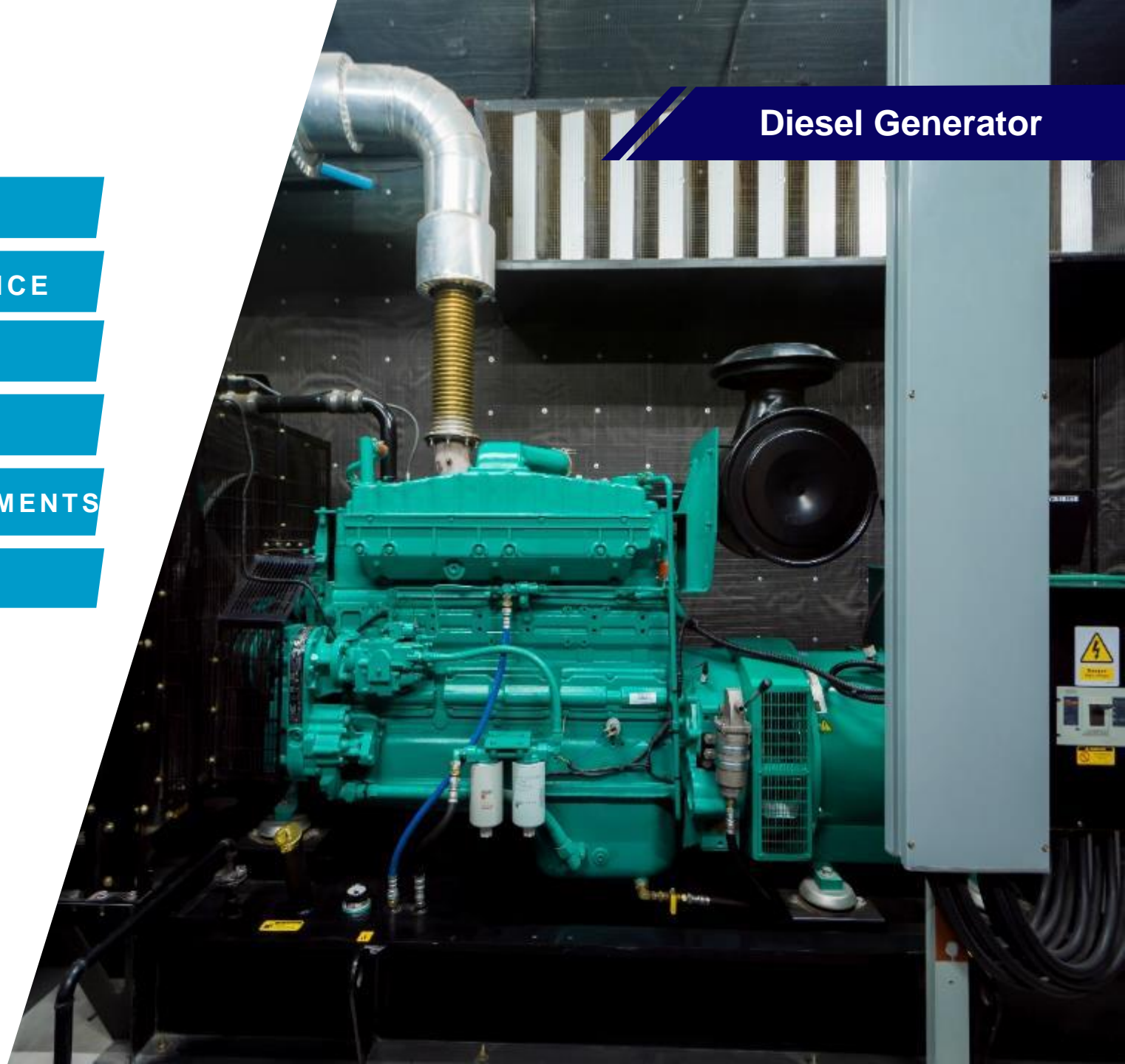
78

TEAM OVERVIEW

Diesel Generator



IndiaMART InterMESH Ltd



Safe Harbour

Harbour Crane

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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.





Business Overview



Ash Bricks

Traditional Marketplace to Online Marketplace

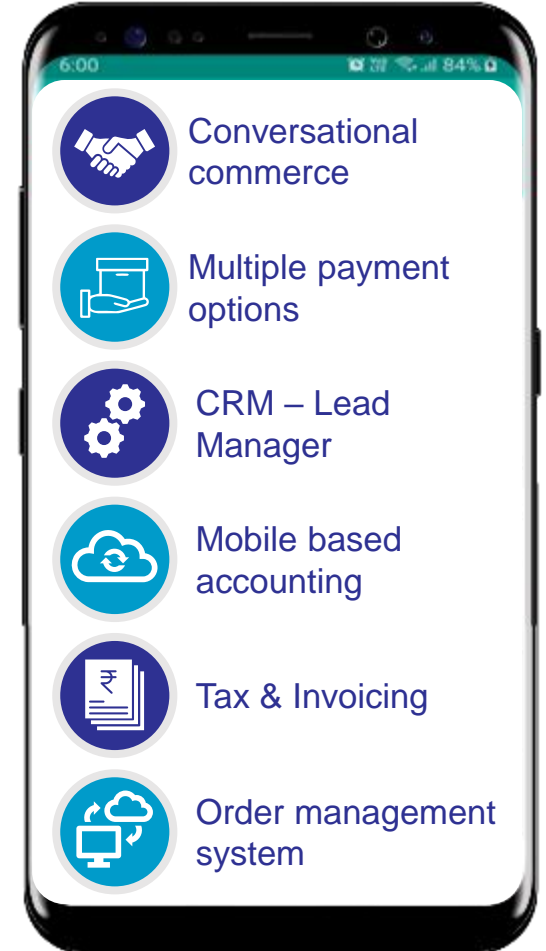
Offline Discovery



Online Discovery, Anytime, Anywhere



Additional services for business enablement



IndiaMART InterMESH Ltd

India's Largest Online B2B Marketplace



B2B marketplace is a growing market



Diversified across categories and geographies



2-way discovery marketplace



Behavioral data driven algorithmic matchmaking



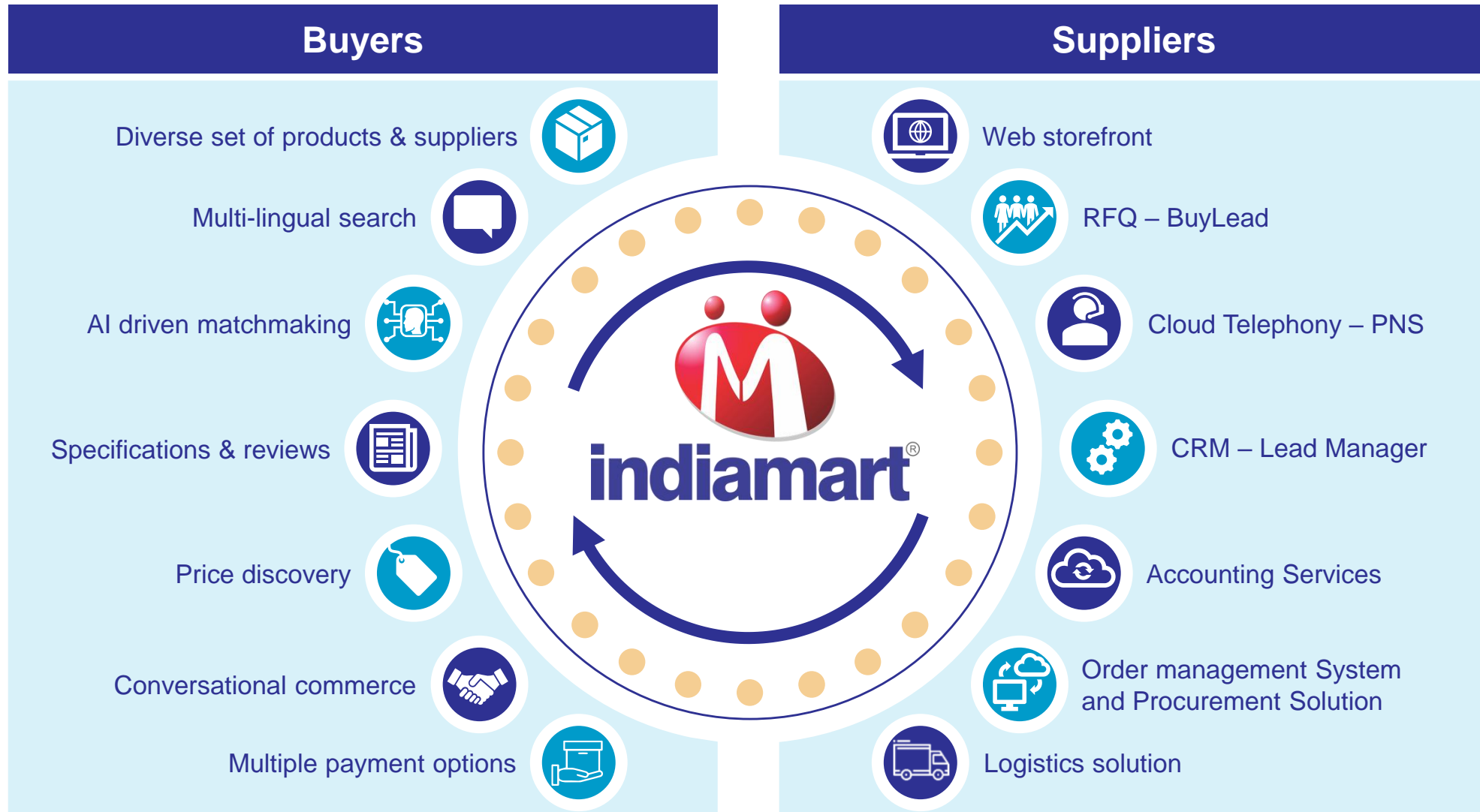
Strong network effects



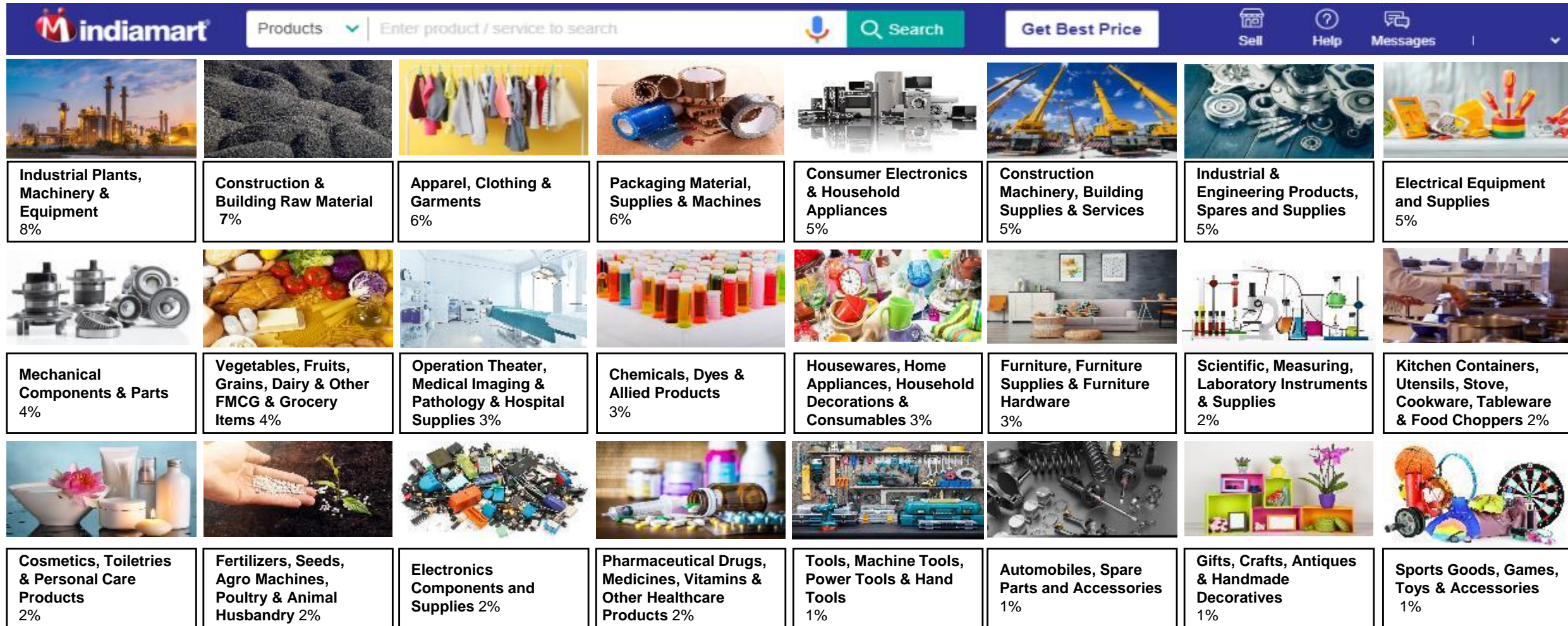
Subscription based revenue model with negative working capital



Services that Empower Businesses



Well Diversified Across 97,000+ Categories



Note: Figures have been rounded off;

56 Industries

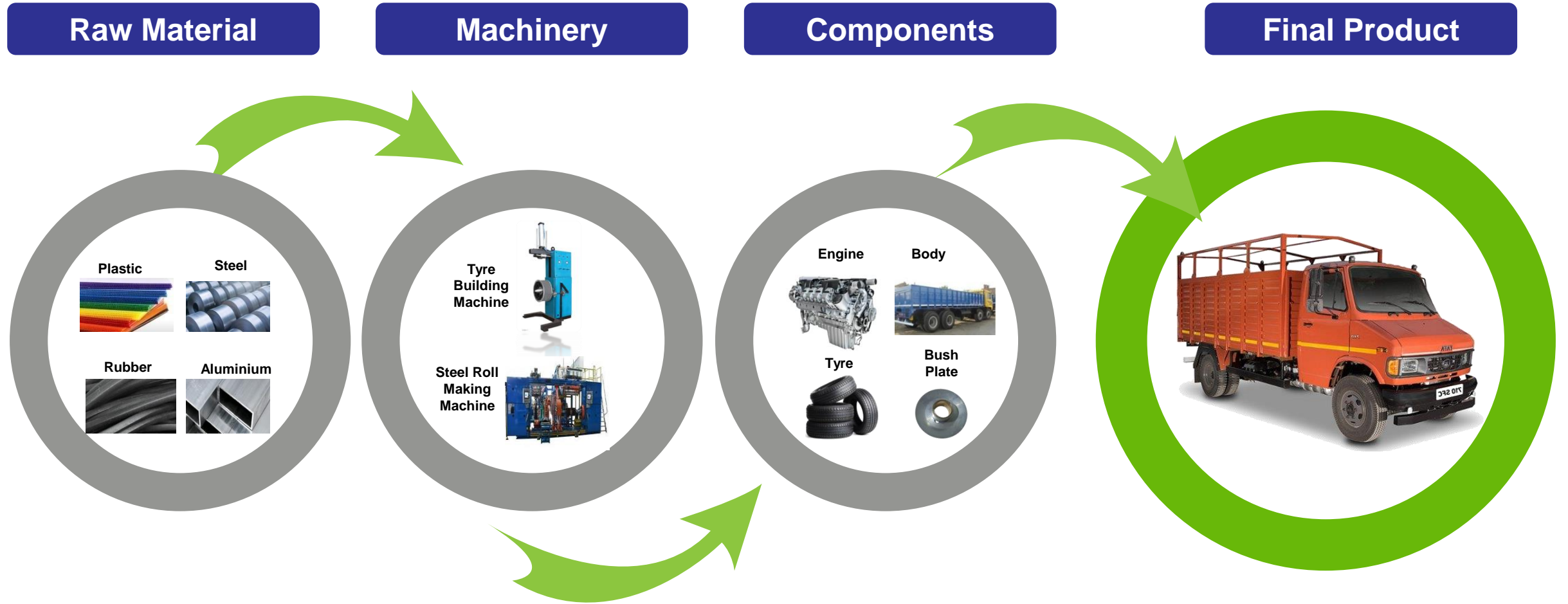
72 Mn Products ⁽¹⁾

^{*}% of total paying subscription suppliers, as on March 31, 2021

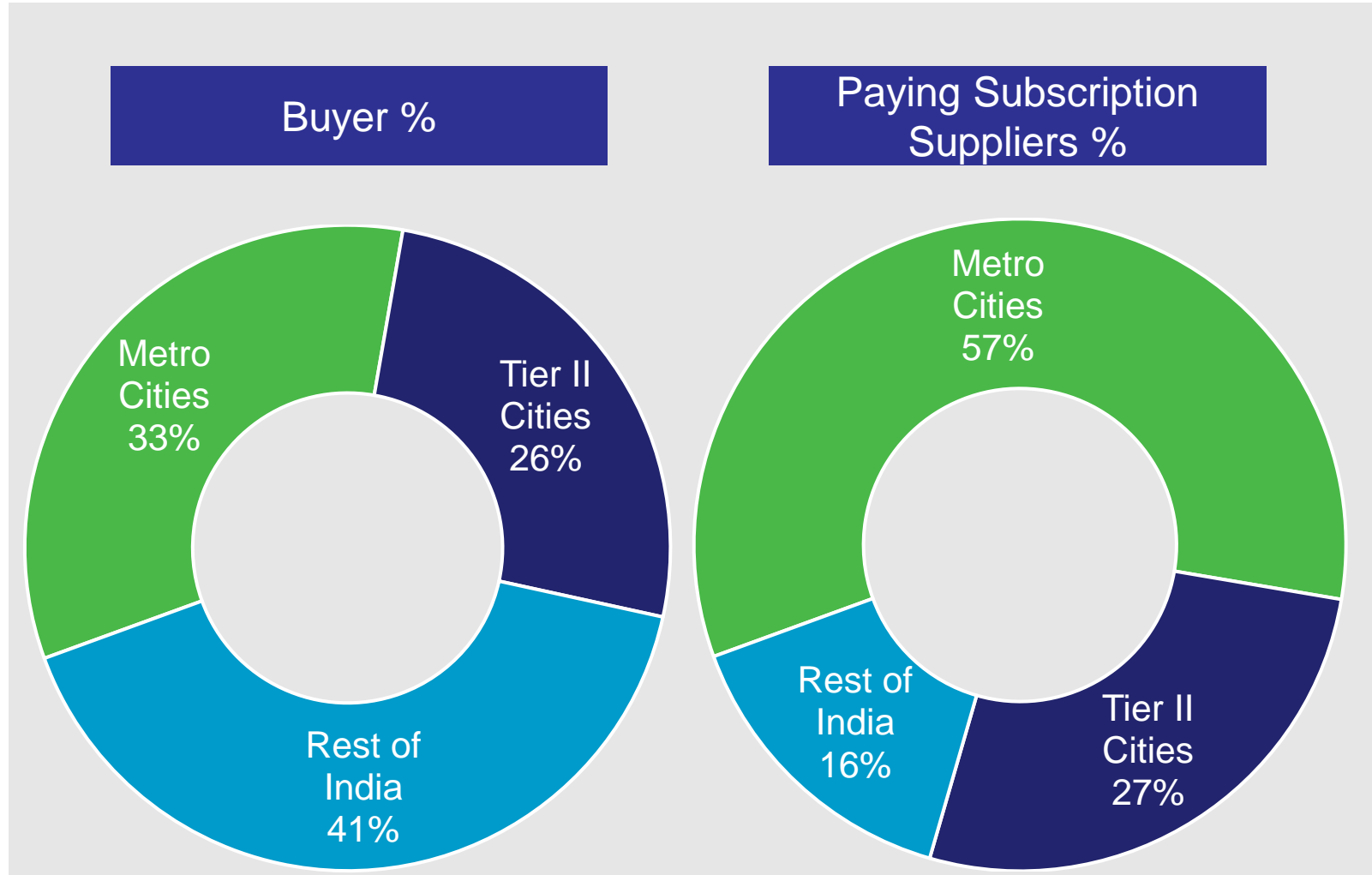


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End-To-End Value Chain Discovery



Well Diversified Across Geographies



Metro Cities (8)

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

Tier II Cities (69)

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

Rest of India (~4000)

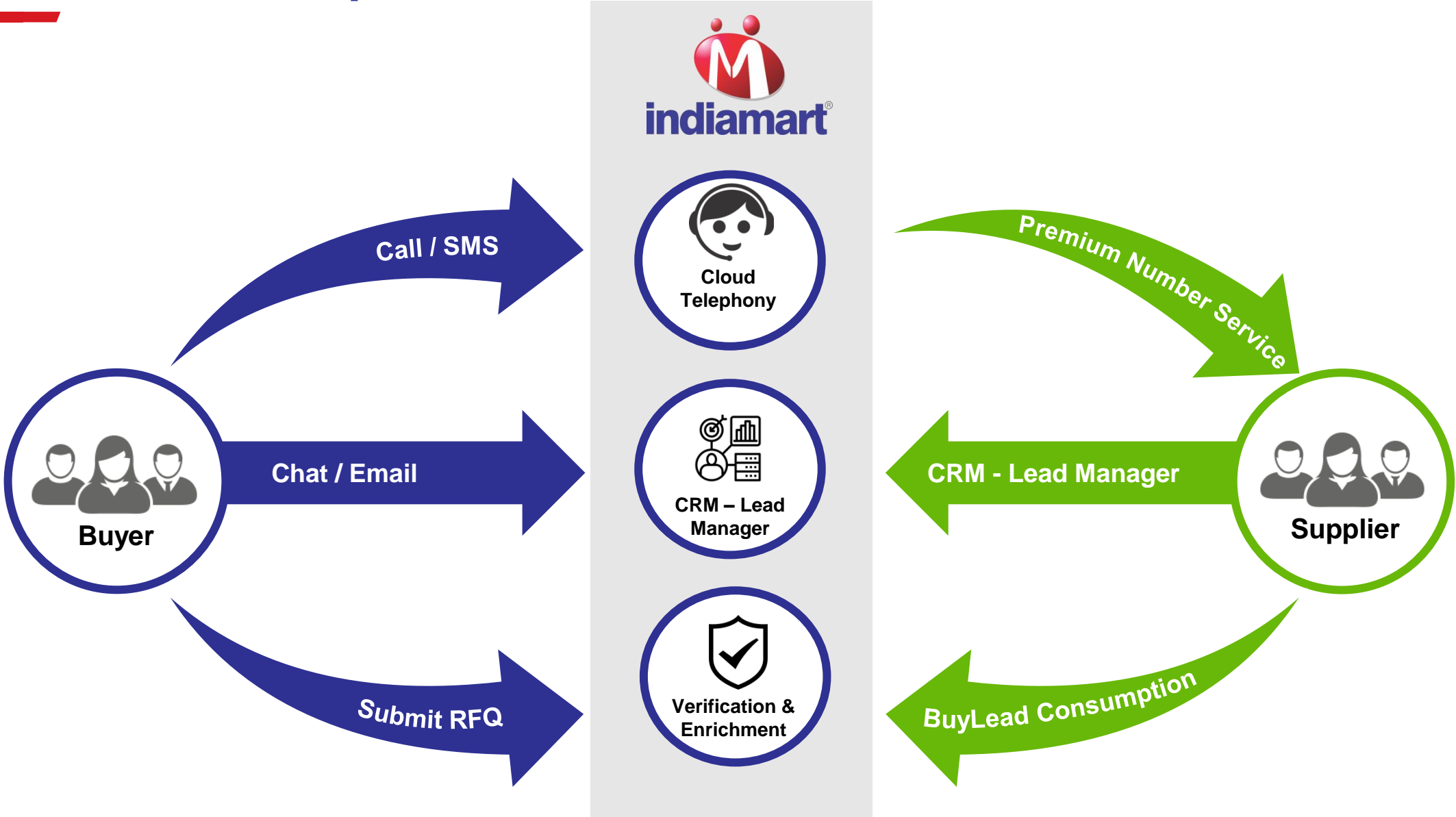
Population <500,000



Note: As on March 31, 2021; Note: Figures have been rounded off

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2-way Discovery Marketplace



Cloud Telephony – Premium Number Service



Buyers

- Instant connect
- Call responsiveness
- Call back from suppliers



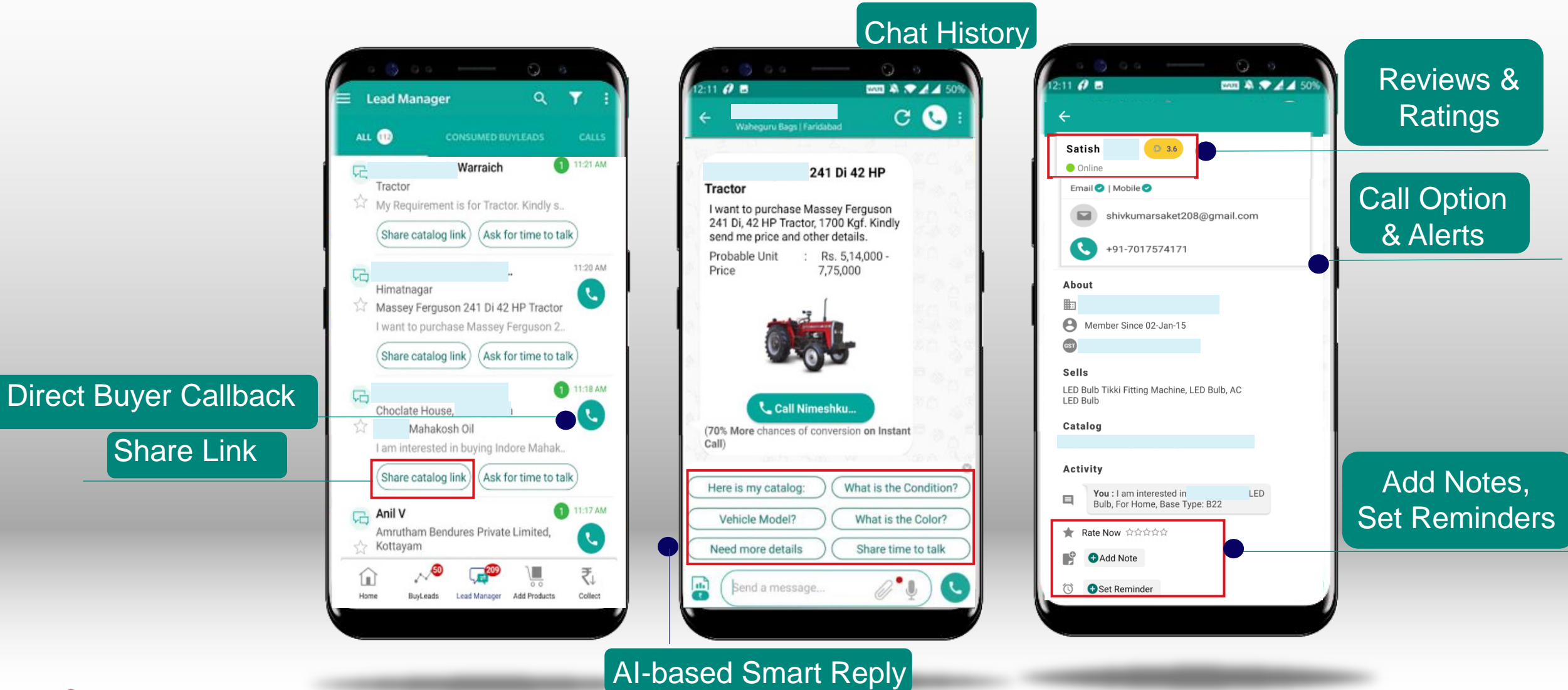
Suppliers

- Missed call notification
- Buyer profile
- No unsolicited calls

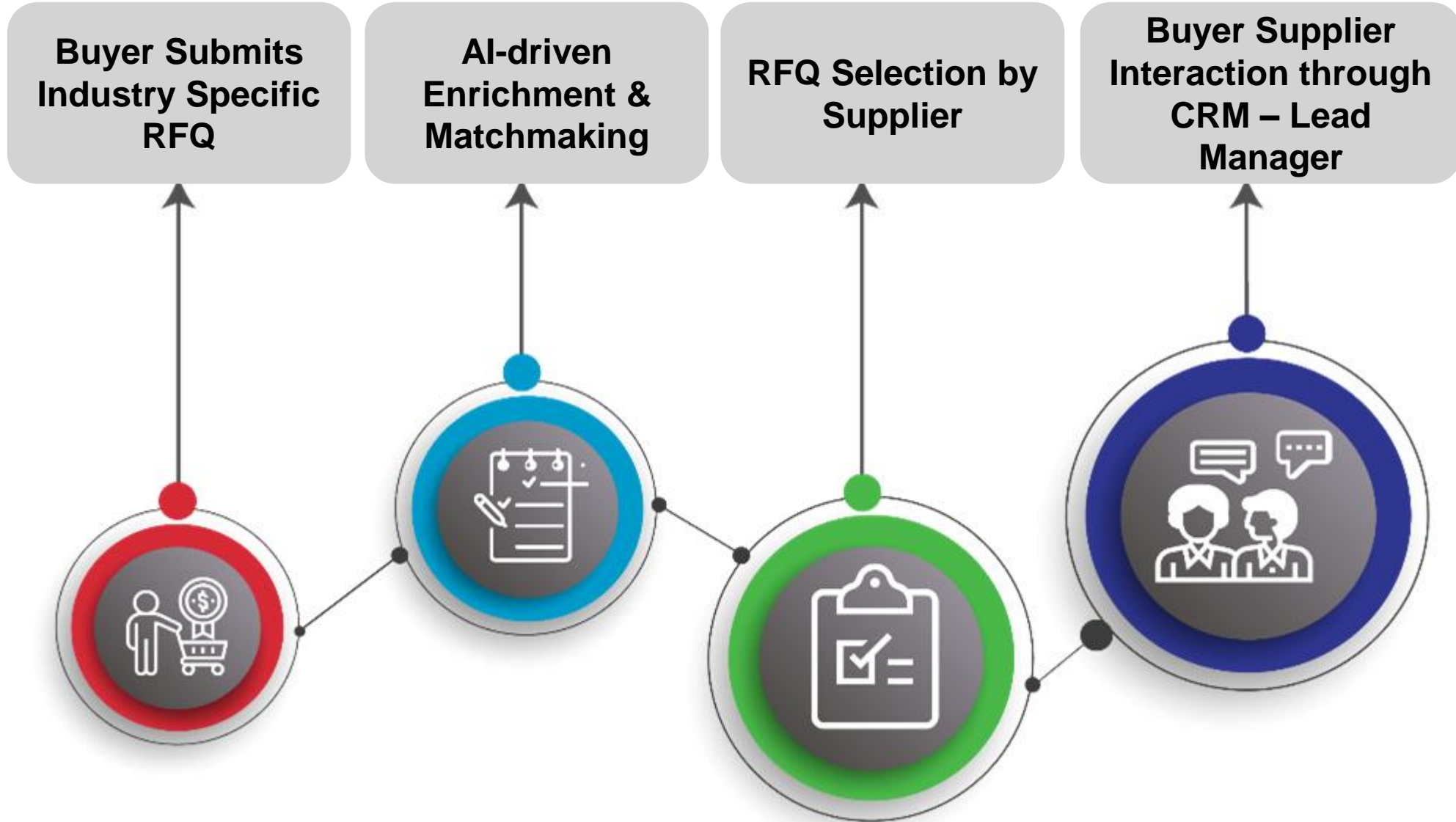
Helps Measure RoI and Responsiveness



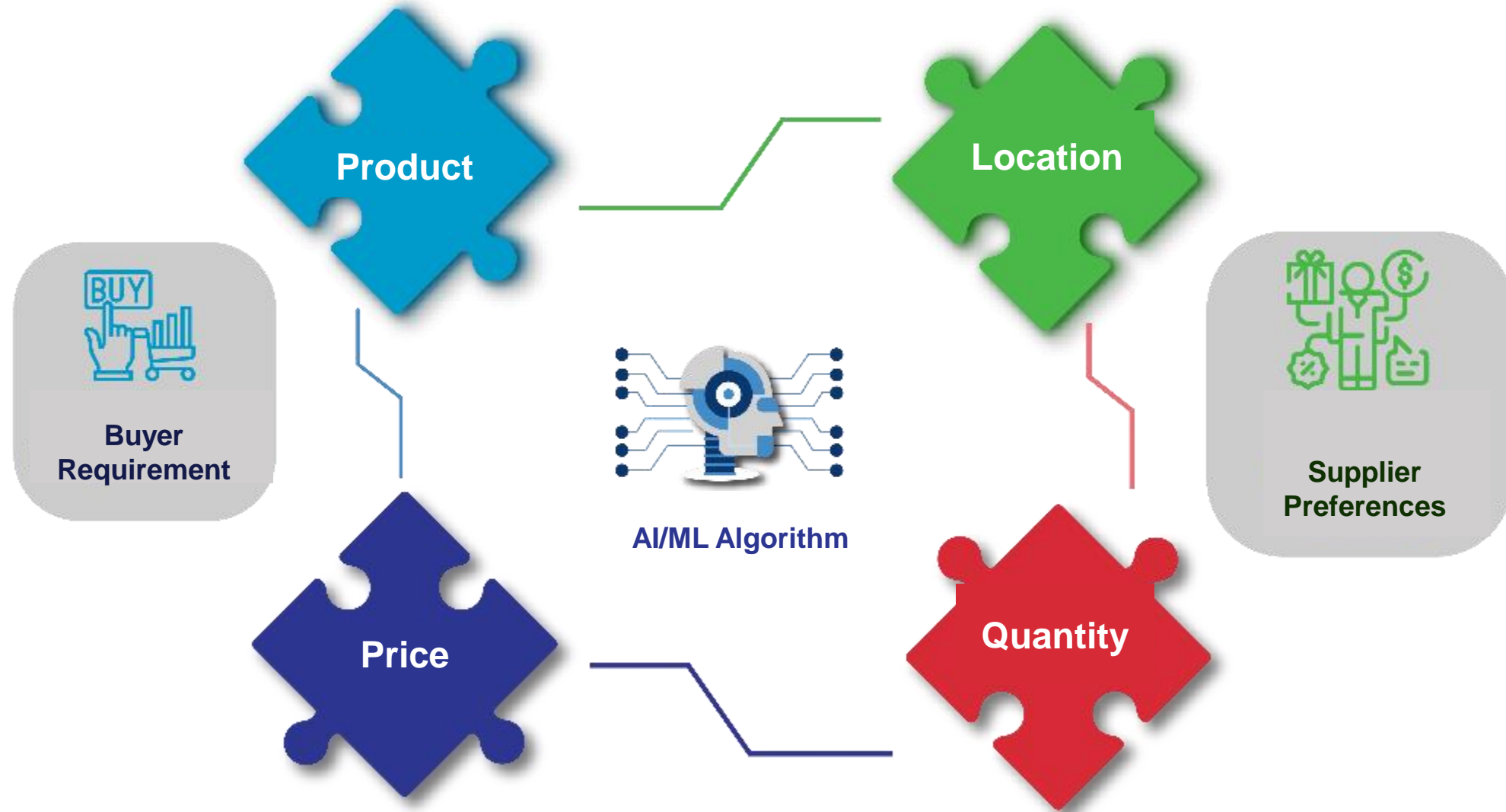
CRM – Lead Manager & Conversational Commerce



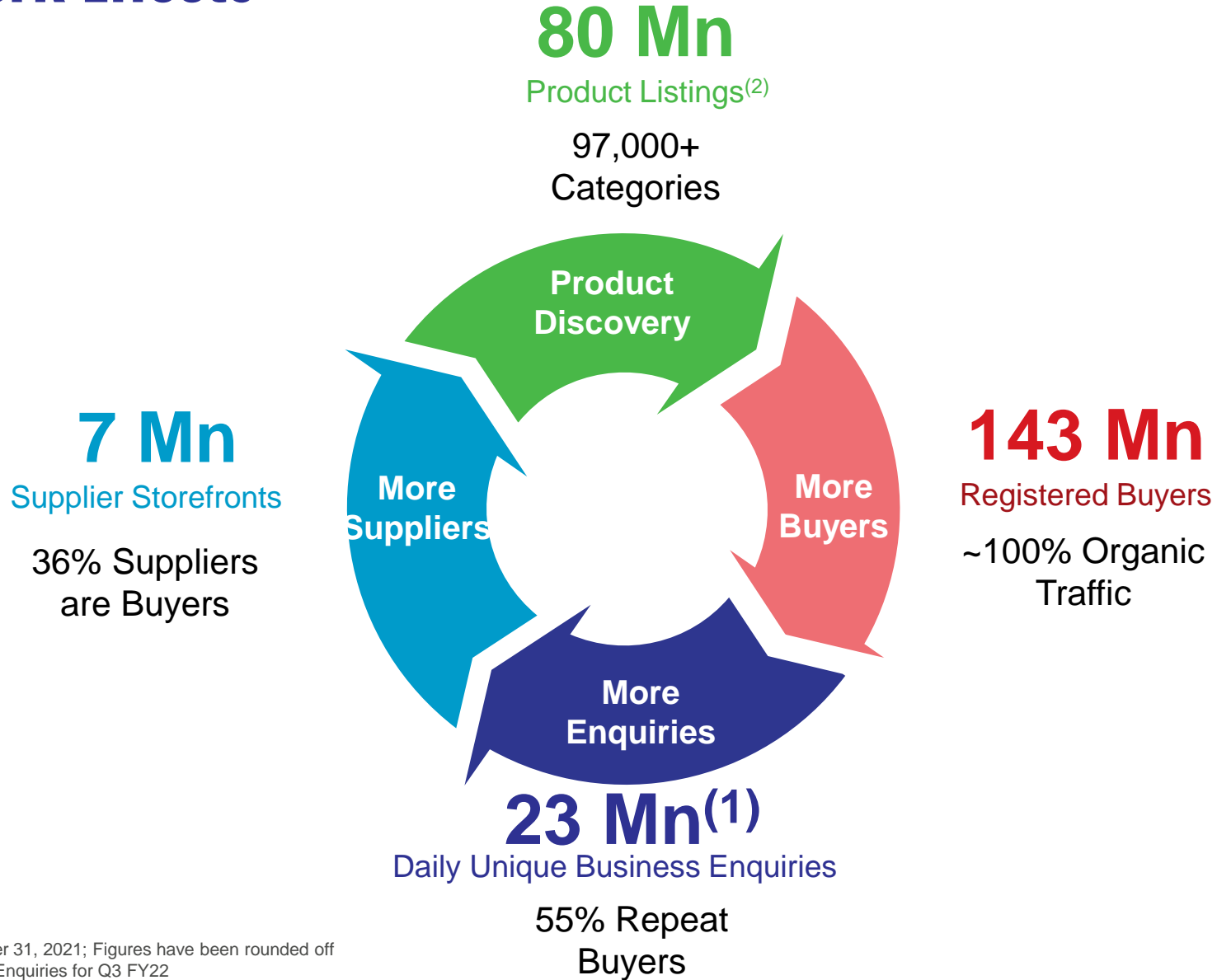
How RFQ / BuyLead Works



Behavioral Data Driven Algorithmic Matchmaking



Strong Network Effects



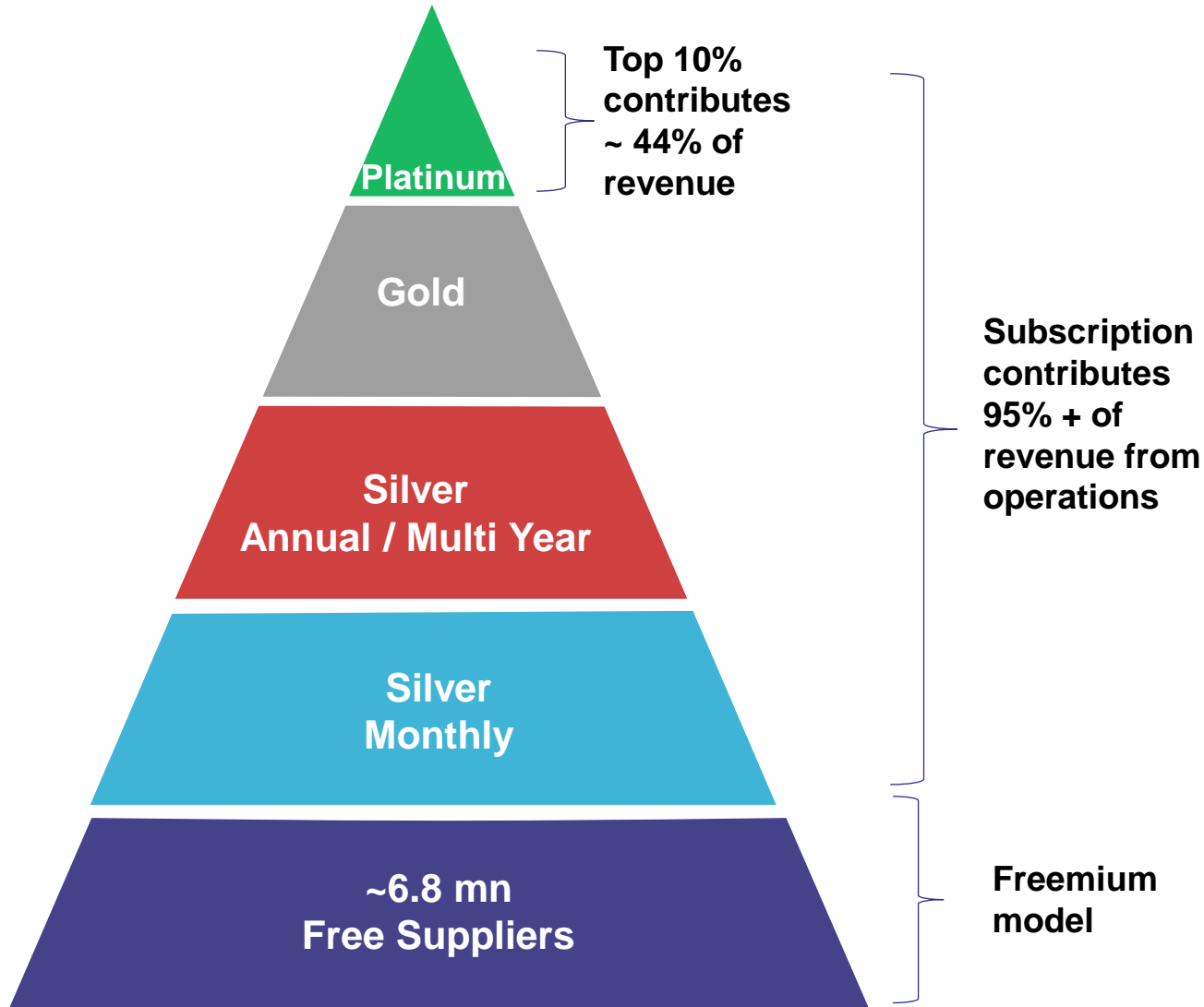
Note: Figures as of December 31, 2021; Figures have been rounded off

1. Daily Unique Business Enquiries for Q3 FY22

2. Live products listing as of Dec 2021



ROI-driven, Subscription Based Revenue Model



Key Offerings



Web Storefront



Cloud Telephony – PNS



Priority Listing



RFQ Selection Credits - BuyLead



CRM – Lead Manager



Online Payment



Buyer Profile



Note: As on December 31, 2021; Figures have been rounded off

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Subscription Tier Wise RFQ Quota



Daily RFQ Quota

Weekly RFQ Quota

3 – 4

50 – 100

Platinum

Gold

2

20 – 30

Silver
Annual / Multi Year

1

10

Silver
Monthly

1

7

Free Suppliers

x

x



Note: As on December 31, 2021; Figures have been rounded off

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Nationwide Sales and Service Coverage



Note: Map not to scale



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Strong presence across the length and breadth of the country



Reach to 1,000+ cities



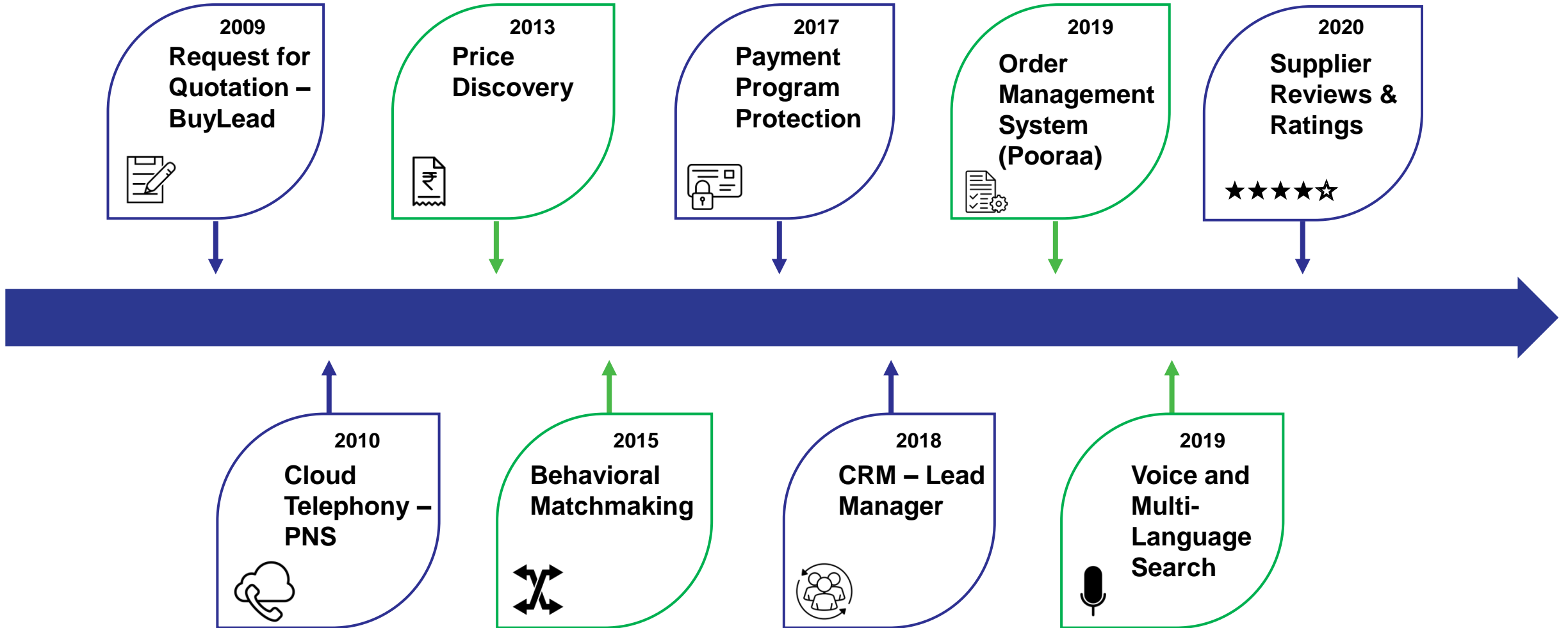
Wide network of own sales force and channel partners



FSF, Tele and Online modes

Note: Figures as of March 31, 2021

Constant Innovation and Technology Focus



Key Competitive Strengths

BRAND AND NETWORK EFFECT

- ~100% organic search
- 55% repeat buyers
- 36% suppliers are buyers
- 4.7* play store rating

EFFICIENCY & EFFECTIVENESS THROUGH SUPPLIER BEHAVIORAL DATA

- RFQ selection
- Call responsiveness
- CRM replies and callbacks
- AI-based matchmaking

DETAILED CATALOGUE WITH PRICING

- 80 mn listed products⁽¹⁾
- Product specifications
- Pricing, photos & videos
- Review and ratings

PRESENCE IN A HIGHLY FRAGMENTED MARKET

- 7 mn suppliers
- Widespread reach
- Multi-channel sales and service



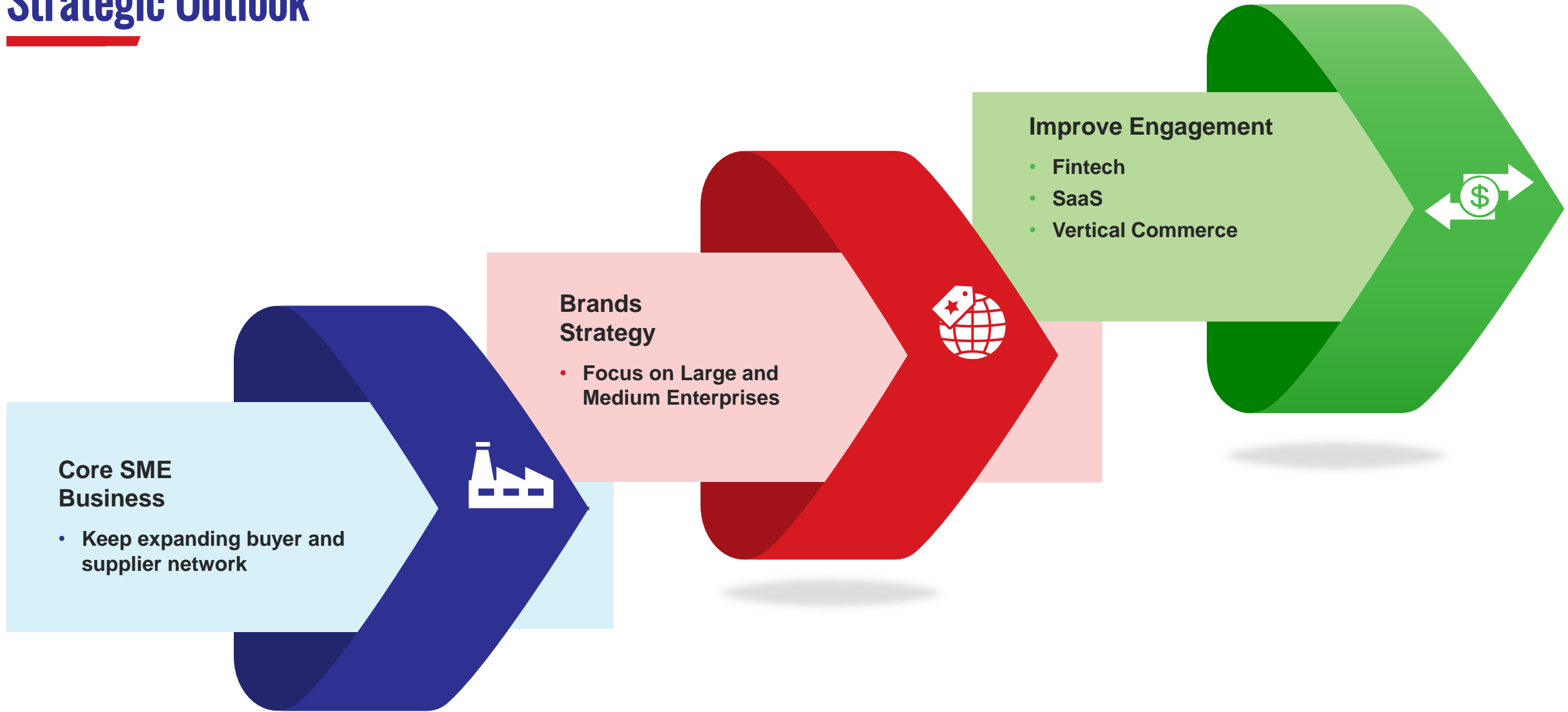
Note: Figures as of December 31, 2021 , Figures have been rounded off

(1) Live products listing as of December 2021

(2) *As of Dec 31, 2021



Strategic Outlook



Journey Towards Commerce and Business Enablement

Enablement of Commerce

Discovery

Products Specifications & Prices

Photos / Videos

Reviews & Ratings

Conversation

Buyer & Supplier Negotiations

Customer History & Reminder

Quotations & Invoicing

Commerce

Payments

Logistics / Tracking

Transaction Financing

Enablement of Business



Inventory
Management



Order
Management



Accounting /
Invoicing



Receivables
Management



Procurement
Management



Tax
Compliance



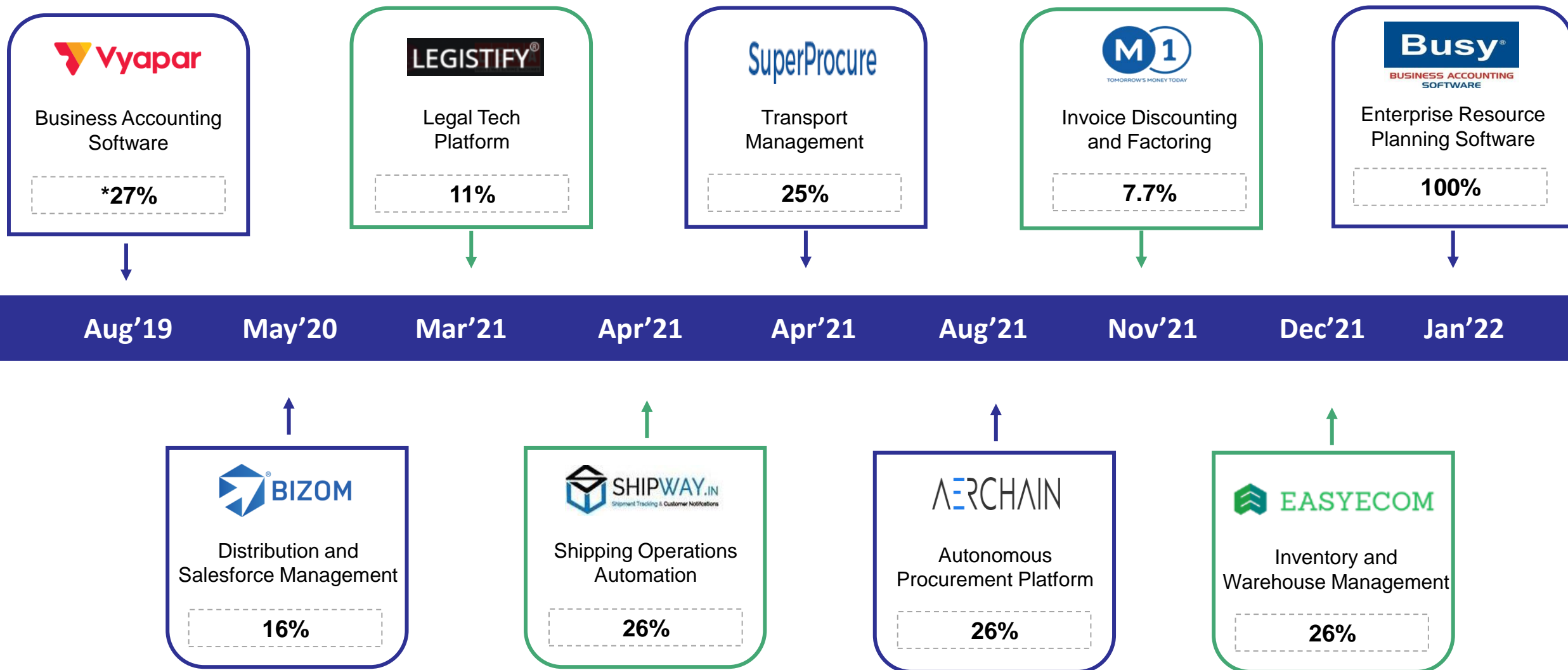
Distributor
Management



Payroll



Strategic Investments Done So Far



*Vyapar stake increase from 26% to 27% in Jan'22

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Holding

Business Operational Performance

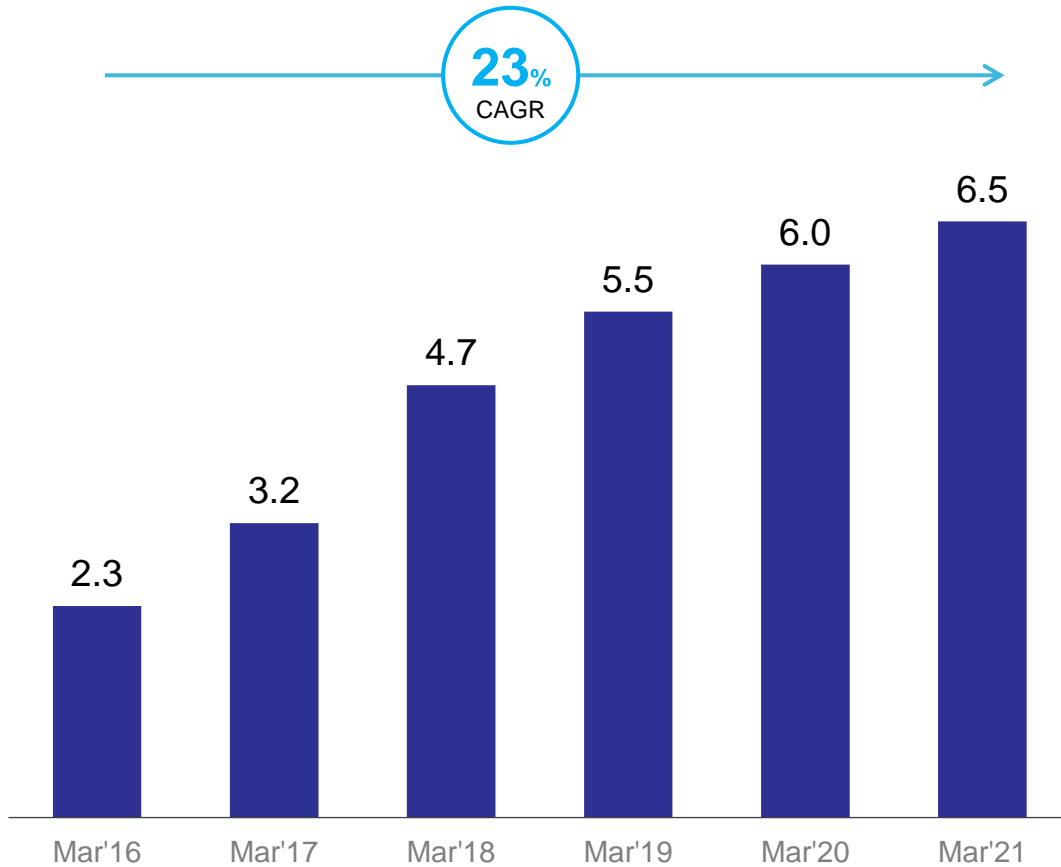
Chaff Cutter



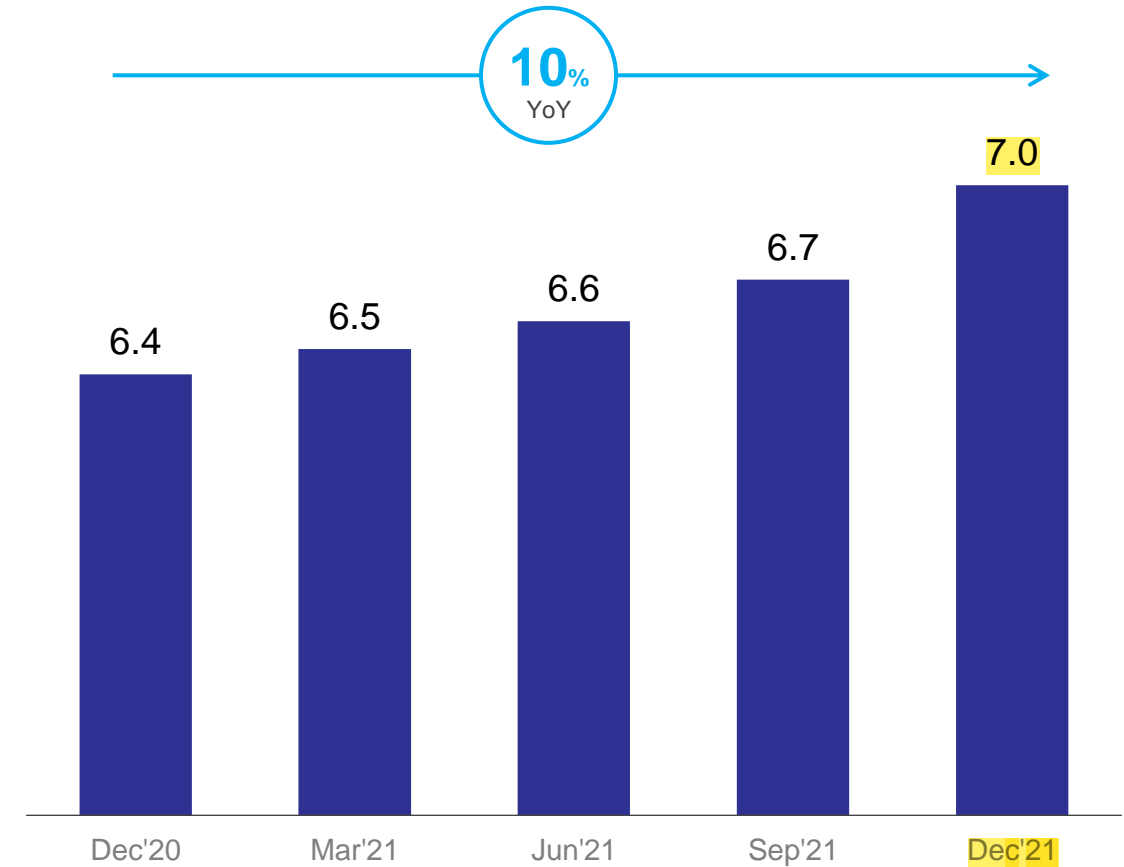
Indian Supplier Storefronts

(Figures in Millions)

Yearly trends



Quarterly trends



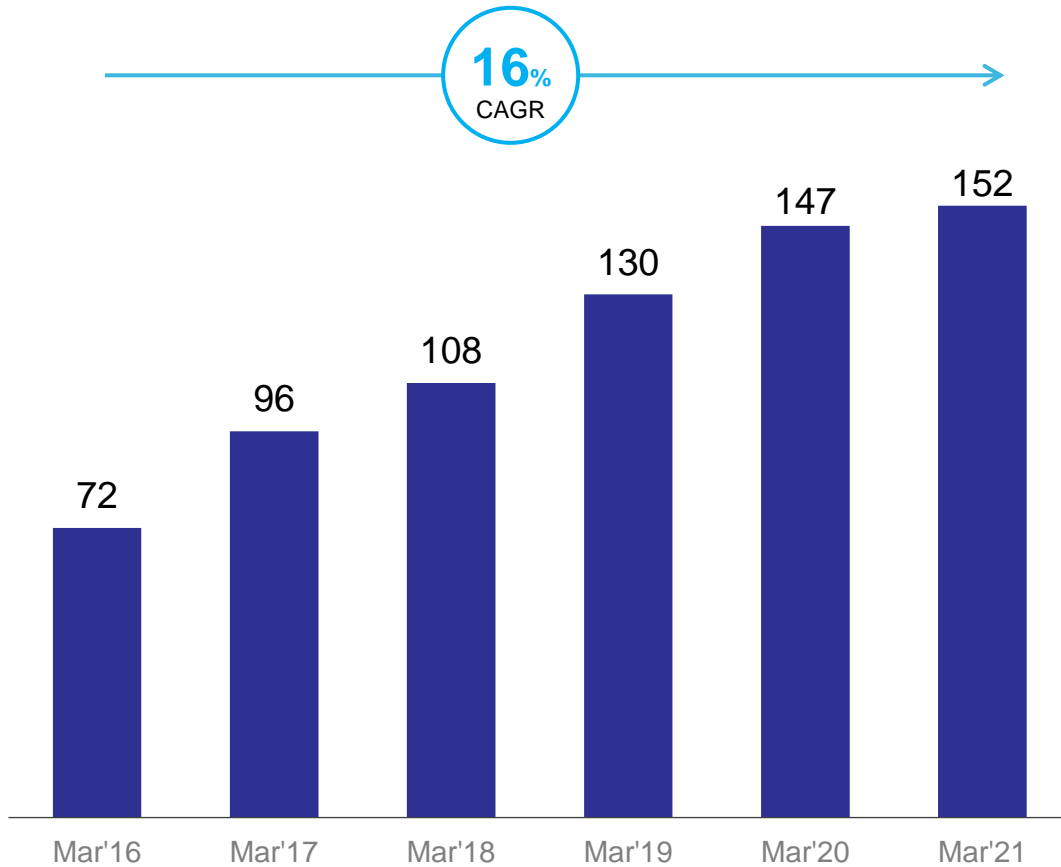
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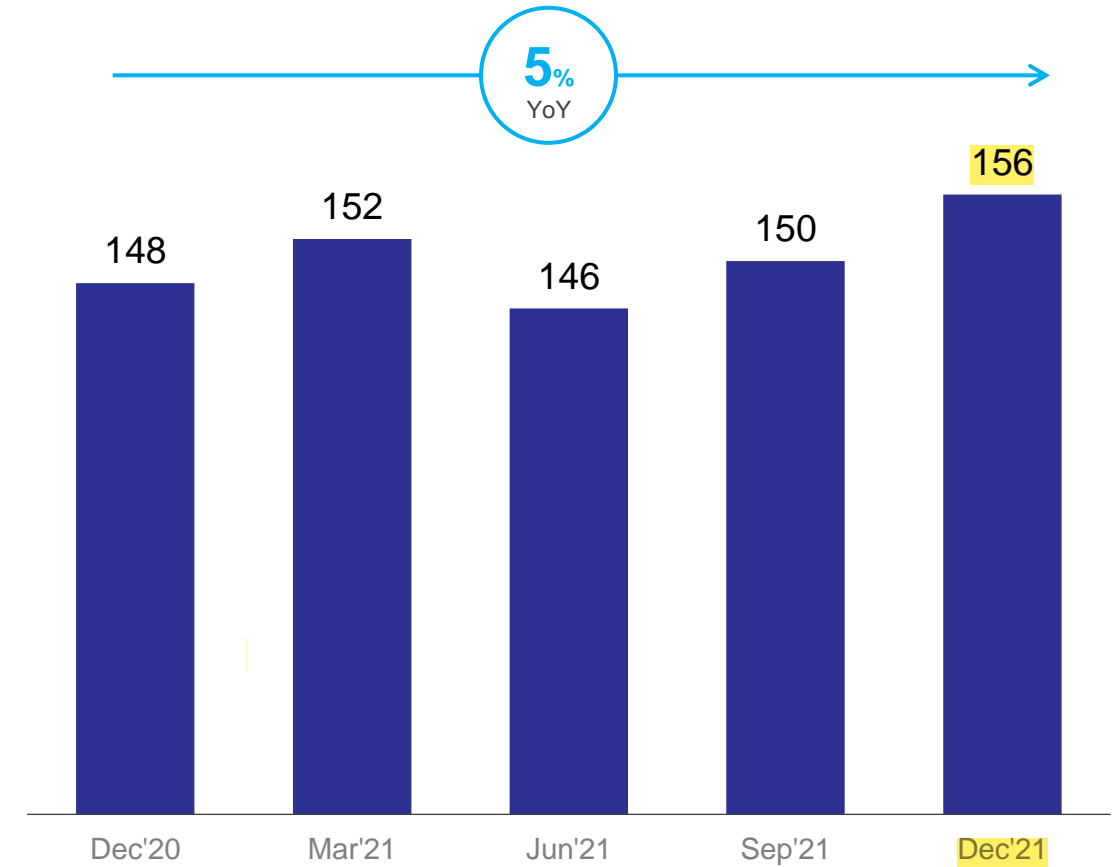
Paying Subscription Suppliers

(Figures in Thousands)

Yearly trends



Quarterly trends



Figures have been rounded off

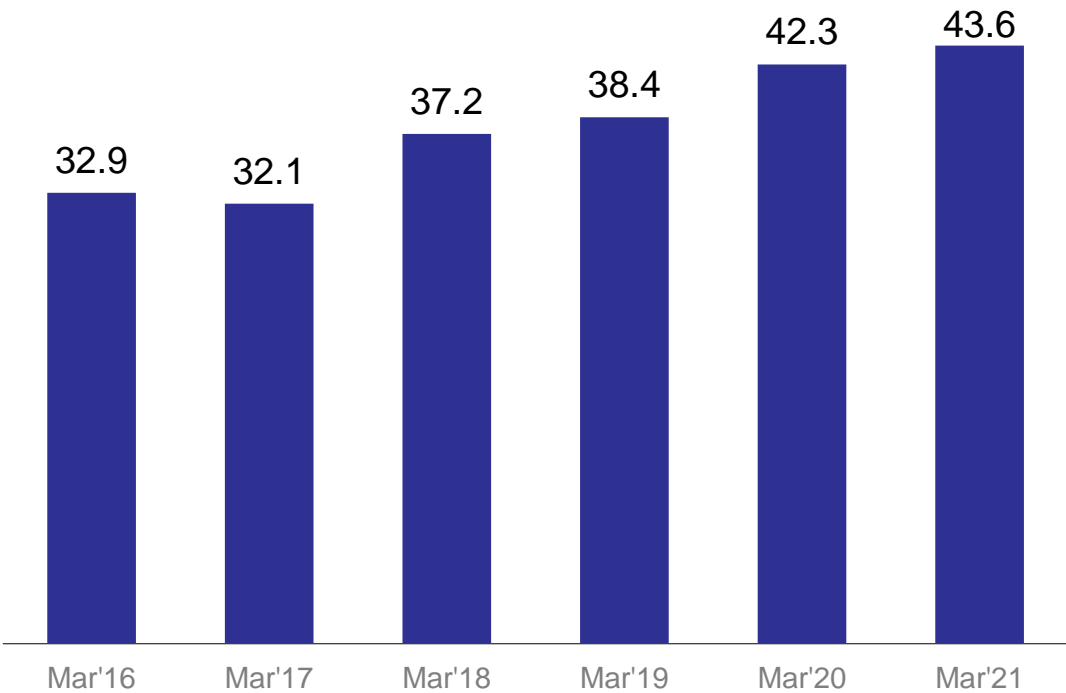
IndiaMART InterMESH Ltd

Annualised Revenue Per Paying Subscriber

(Figures in Rupees Thousands)

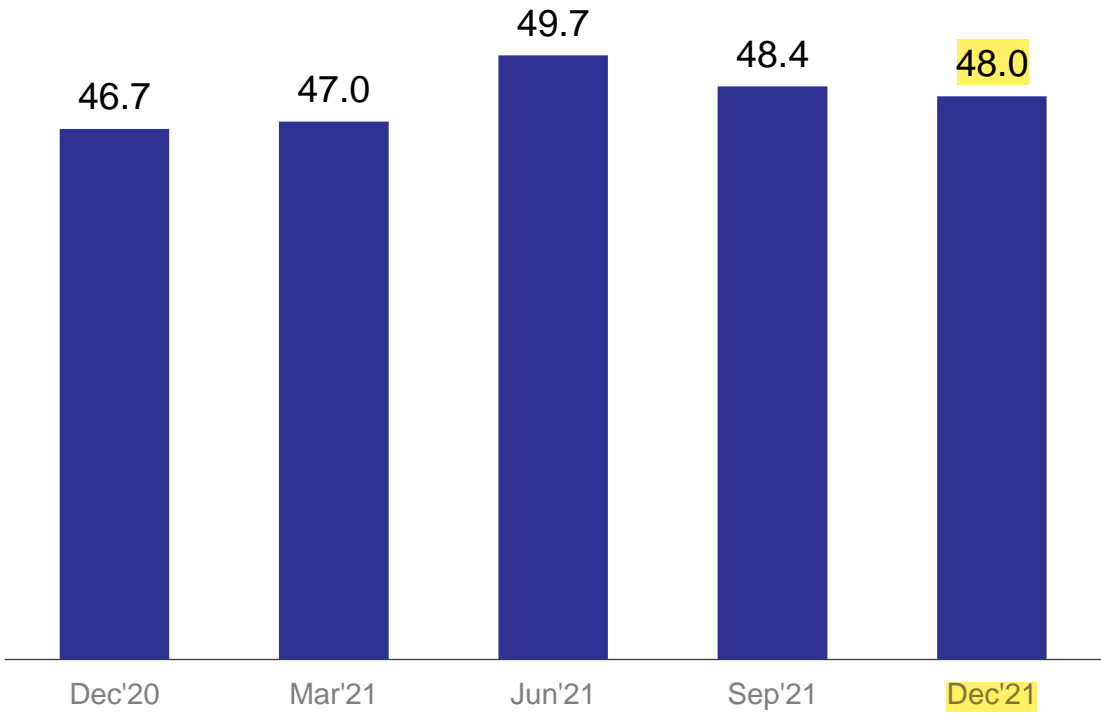
Yearly trends

6%
CAGR



Quarterly trends

3%
YoY



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 run-rate



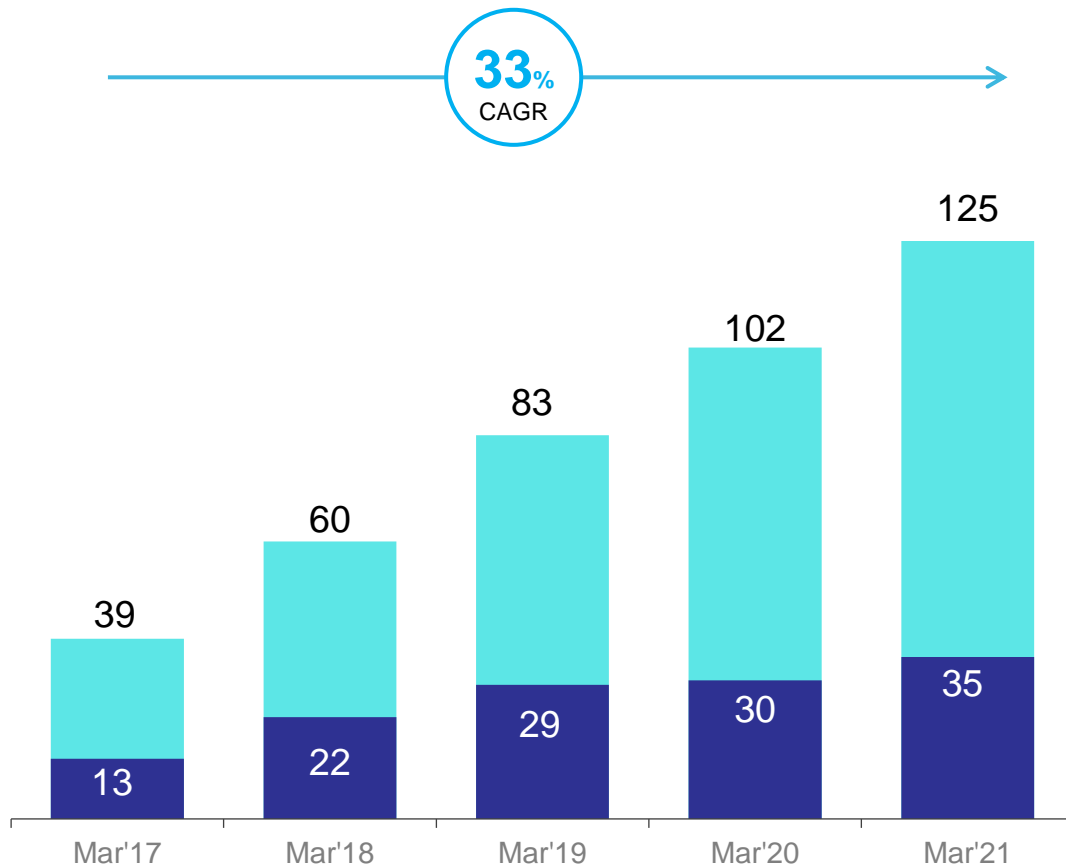
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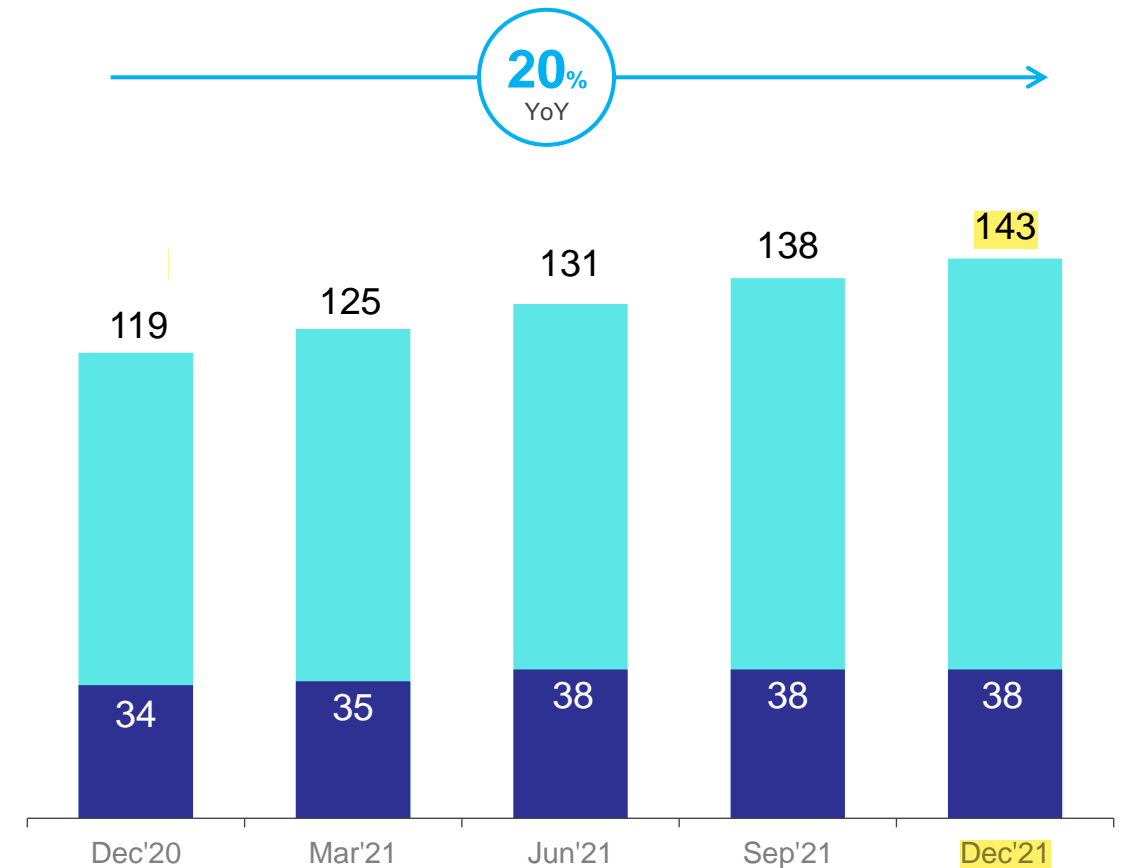
Registered Buyers

(Figures in Millions)

Yearly trends



Quarterly trends



■ Last 12 months active buyers

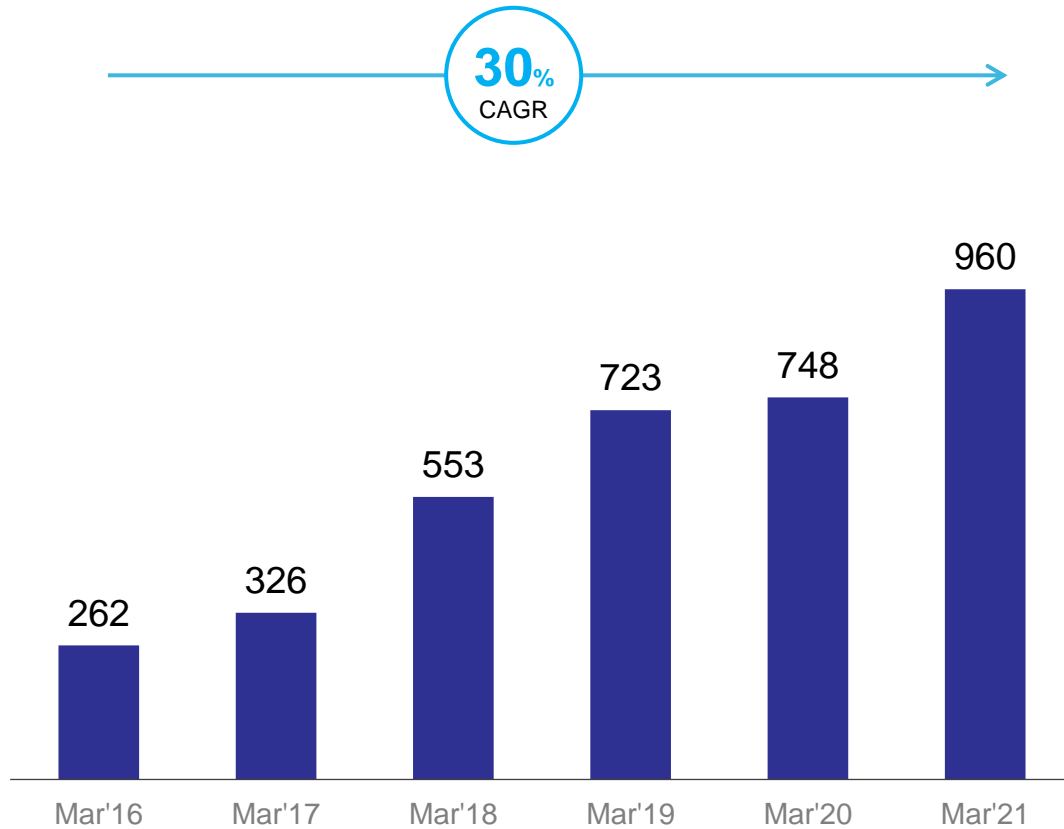


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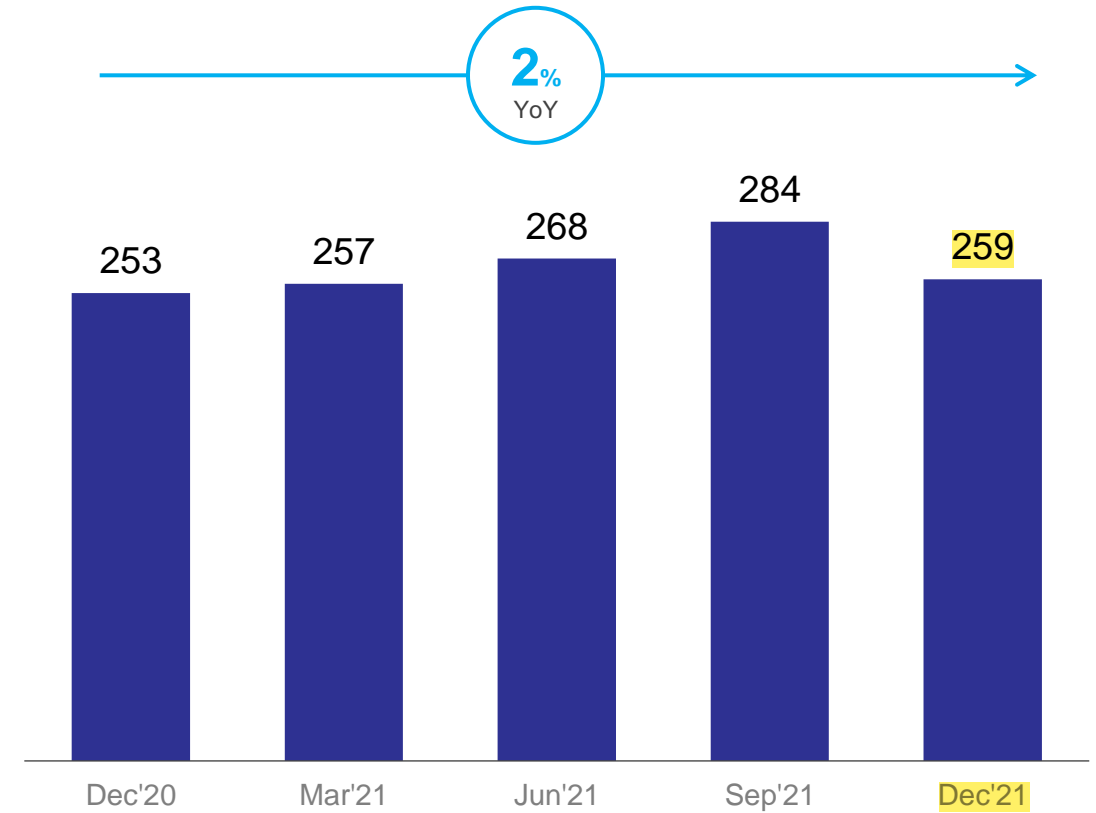
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(Figures in Millions)

Yearly trends



Quarterly trends



~81% of traffic is through mobile



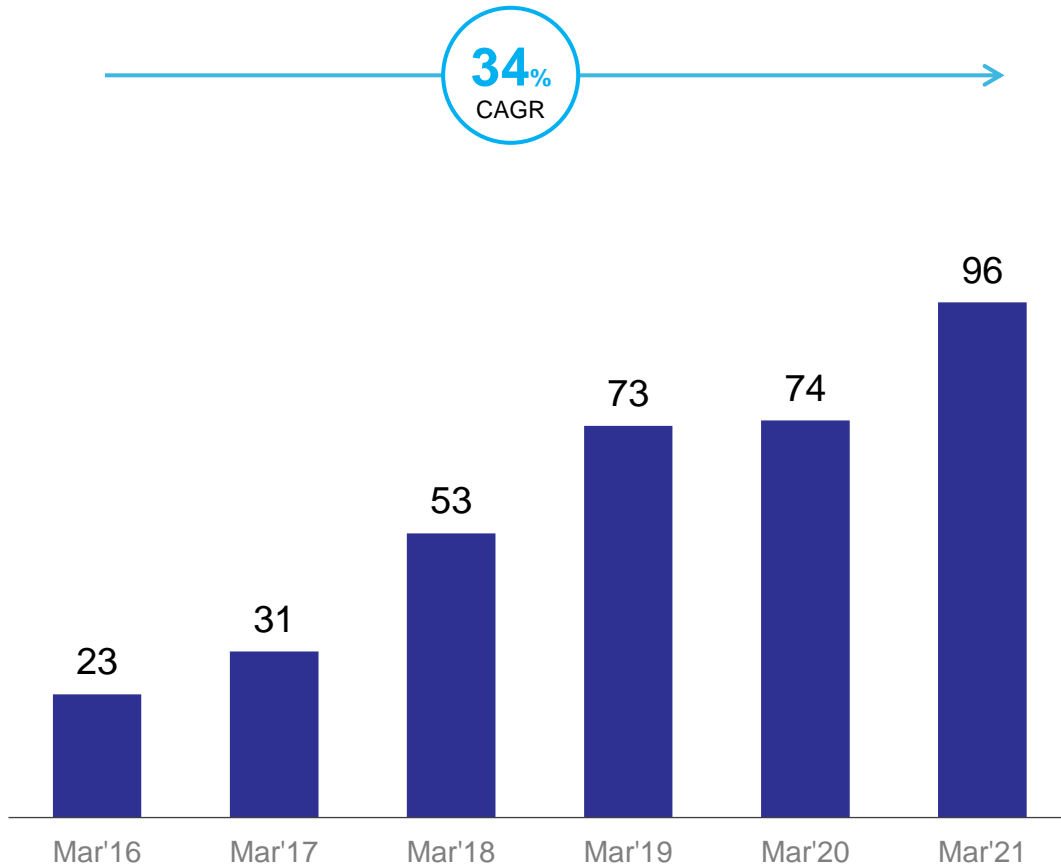
*Traffic is defined as the number of visits on the desktop website, mobile website and mobile app of the company
Figures have been rounded off

IndiaMART InterMESH Ltd

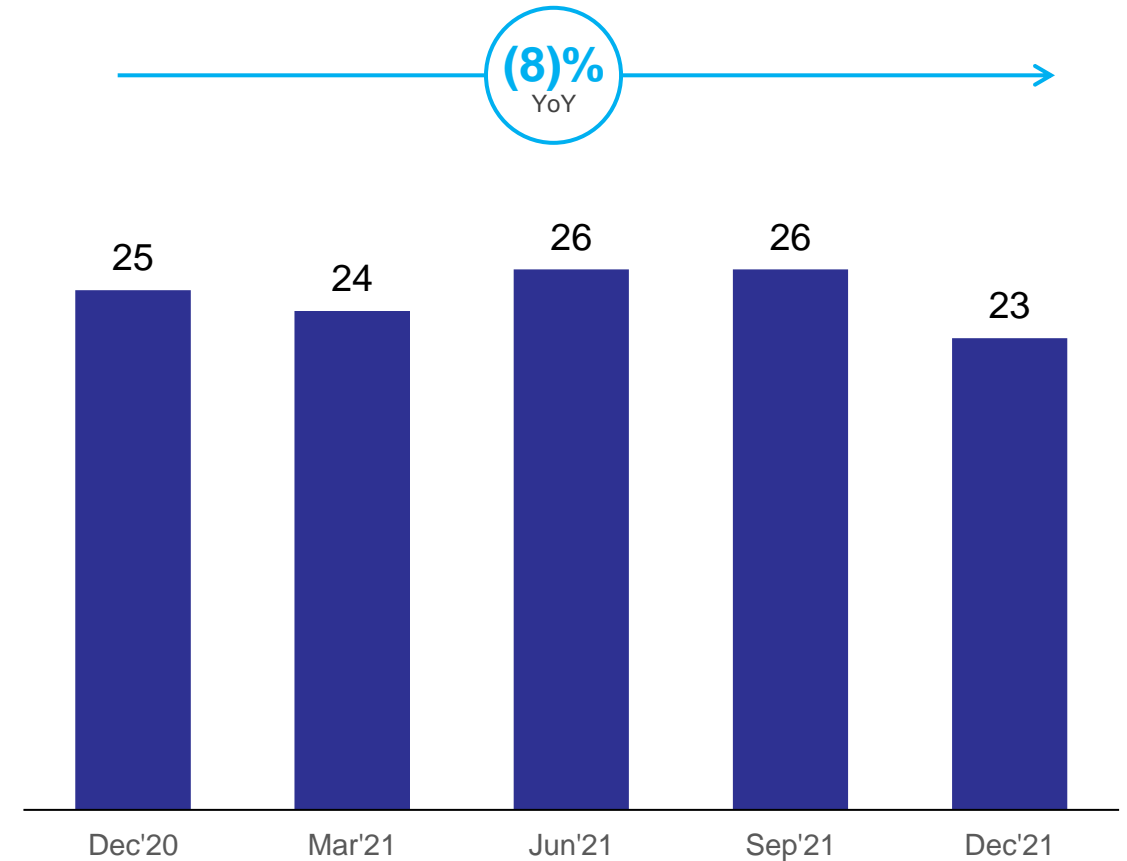
Unique Business Enquiries*

(Figures in Millions)

Yearly trends



Quarterly trends



* We consider a buyer posting an enquiry as 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 and Yearly trends, respectively

Figures have been rounded off

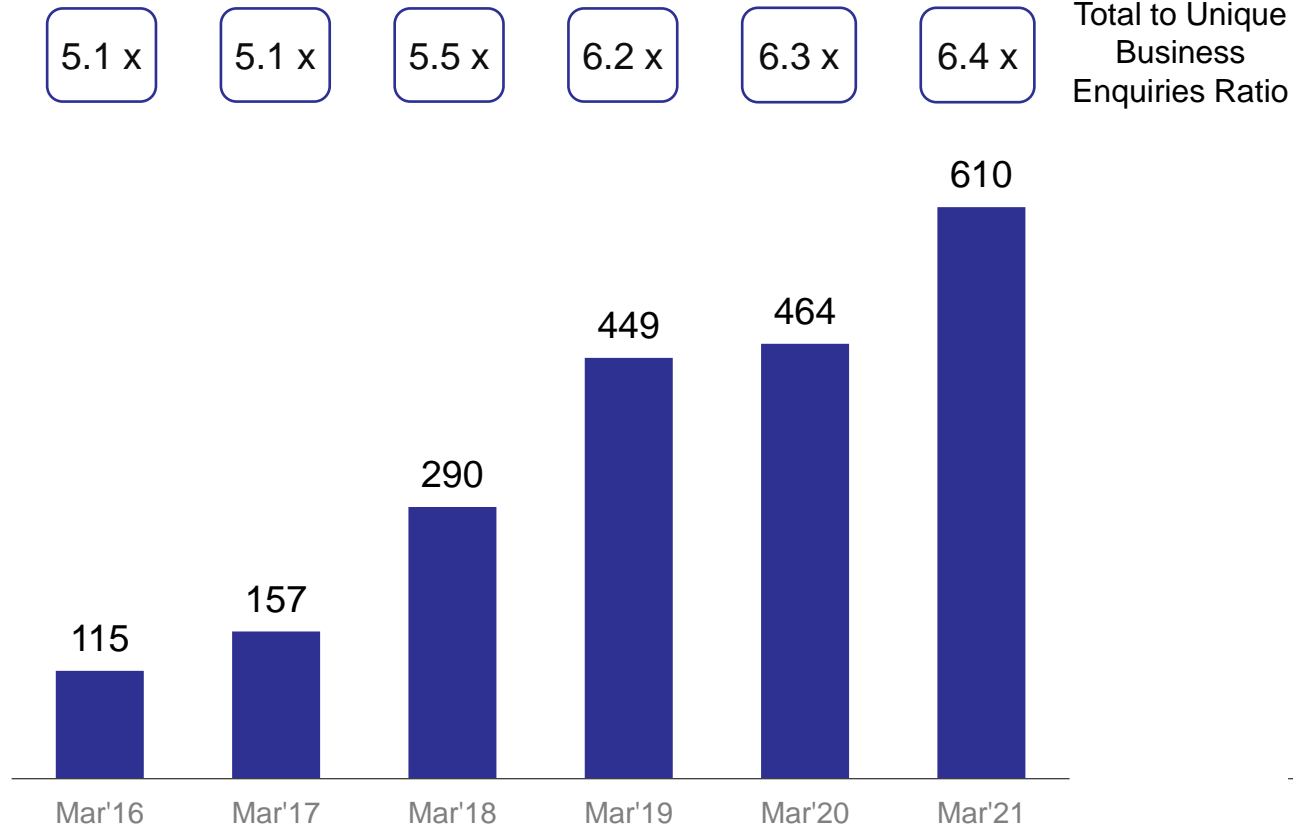


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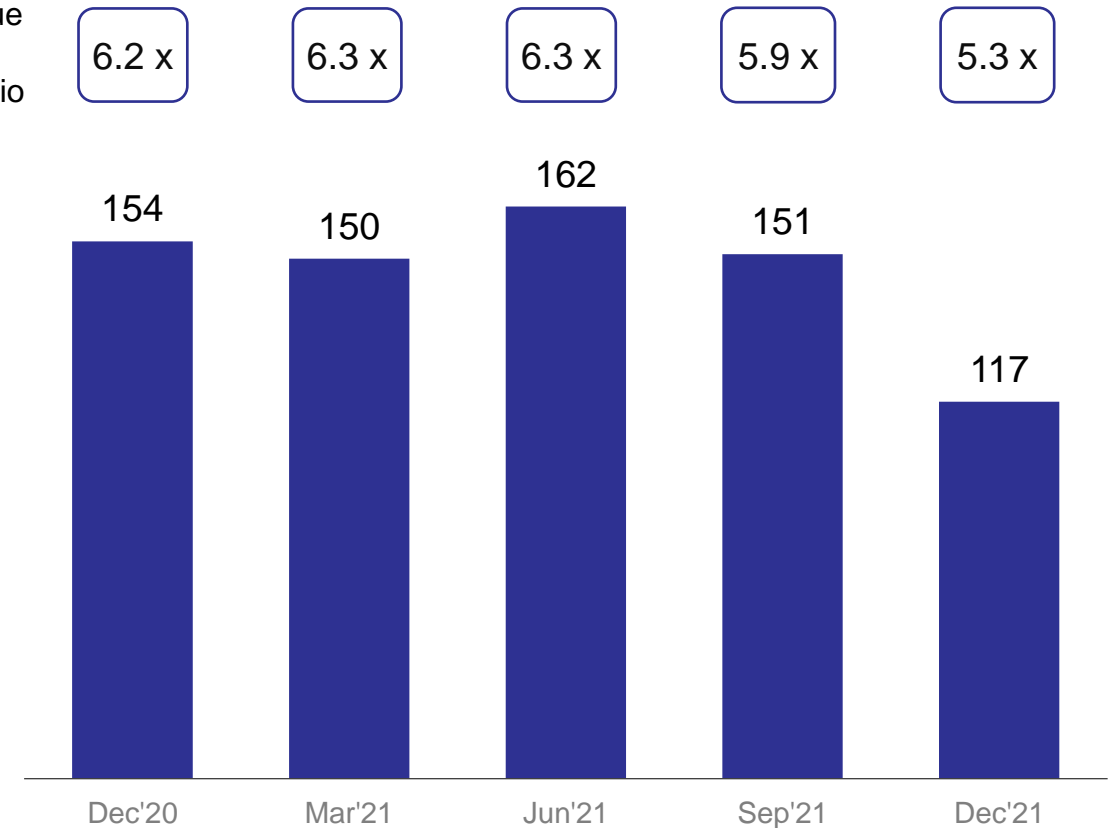
Business Enquiries Delivered*

(Figures in Millions)

Yearly trends



Quarterly trends



- Total to Unique Business Enquiries Ratio = Business Enquiries Delivered divided by Unique Business Enquiries during that period
- Decline in total to business enquiries ratio in Sept 21 and Dec 21 quarter is due to certain algorithmic changes leading to better matchmaking and higher efficiency.

Figures have been rounded off



IndiaMART InterMESH Ltd

Operational Metrics Summary

	FY 2019-20							FY 2020-21					FY 2021-22		
As at end of/ during	FY18	FY19	Q1	Q2	Q3	Q4	FY20	Q1	Q2	Q3	Q4	FY21	Q1	Q2	Q3
Key Metrics - Operational															
Registered buyers (mn)	60	83	88	93	98	102	102	107	113	119	125	125	131	138	143
Total Traffic (mn)	553	723	184	196	188	180	748	191	259	253	257	960	268	284	259
Daily Unique Business Enquiries (mn)	53	73	18	20	18	18	74	20	28	25	24	96	26	26	23
Total Products Live (mn)	50	61	62	63	66	67	67	68	69	71	72	72	74	76	80
Indian supplier storefronts (mn)	4.7	5.5	5.6	5.7	5.9	6.0	6.0	6.1	6.2	6.4	6.5	6.5	6.6	6.7	7.0
Paying subscription suppliers (000s)	108	130	133	137	142	147	147	133	141	148	152	152	146	150	156
Annualized revenue per Paying customer (ARPU) ¹ (Rs)	37,246	38,373	43,565	44,608	45,330	44,961	42,272	45,452	45,809	46,707	47,004	43,640	49,708	48,437	48,044
Revenue Share - Top 10% Paying subscription suppliers	39%	40%	41%	41%	41%	41%	41%	43%	41%	41%	41%	41%	43%	44%	44%
Employees	2,539	2,915	3,067	3,205	3,209	3,150	3,150	3,011	2,863	2,782	2,701	2,701	2,982	2,959	3,185
Product & Tech employees	424	520	510	515	493	466	466	498	476	463	419	419	464	475	458
Corporate employees	173	146	159	166	173	160	160	138	138	138	132	132	142	141	141
Sales supervision and servicing	1,942	2,249	2,398	2,524	2,543	2,524	2,524	2,375	2,249	2,181	2,150	2,150	2,376	2,343	2,586

(1) Represents revenue from operations for the period divided by paying subscription suppliers at period end
Above table represents standalone operations of IndiaMART

Figures have been rounded off

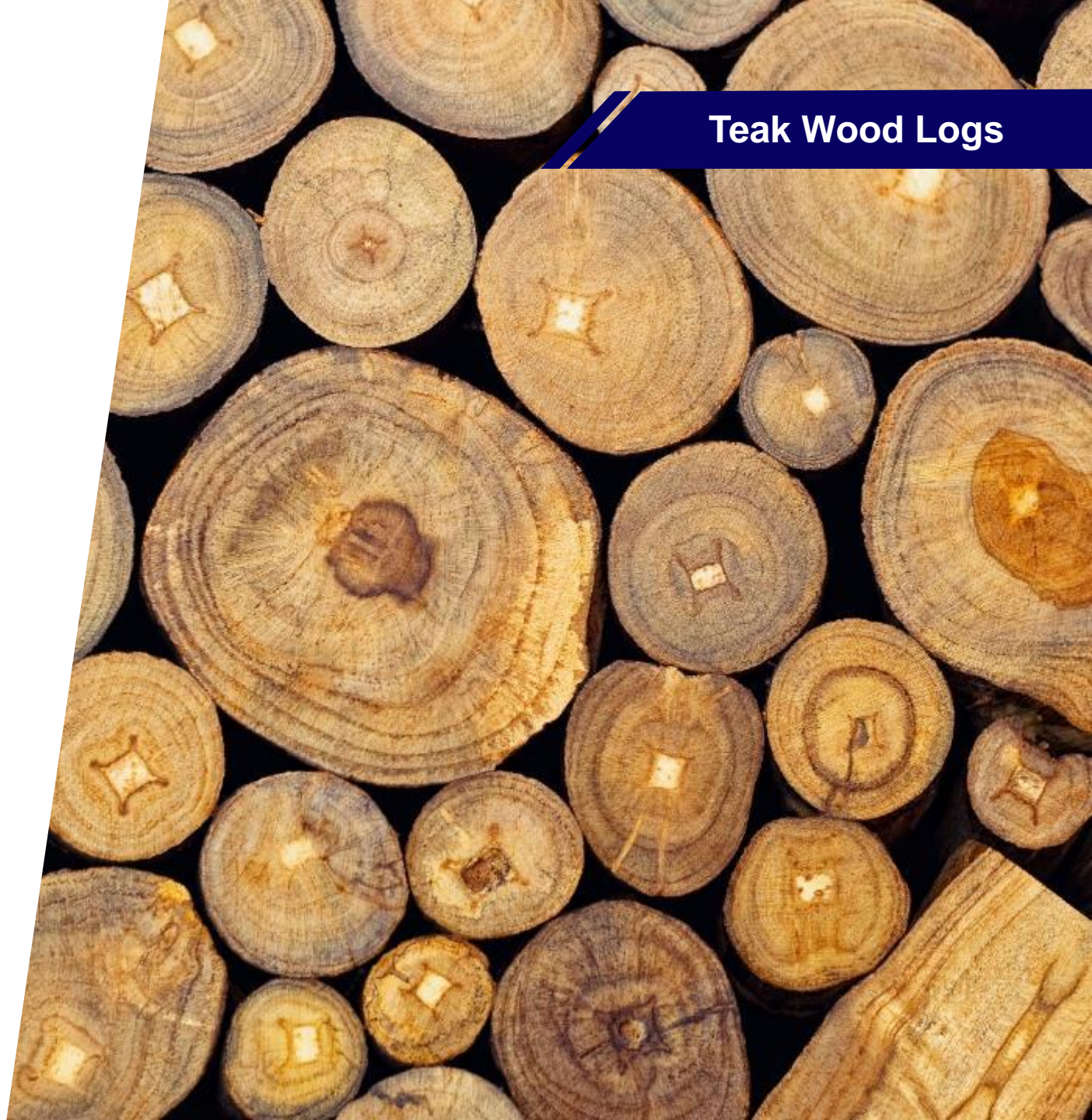


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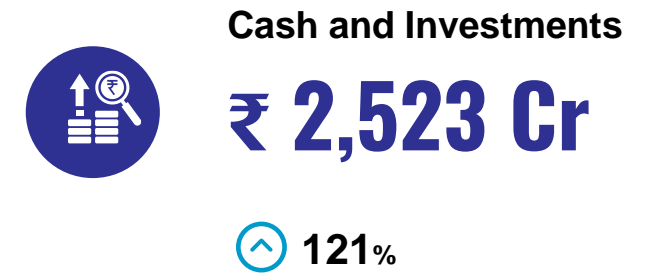
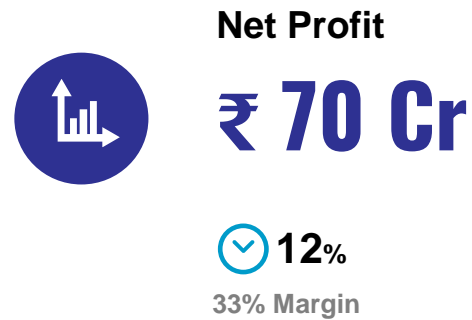
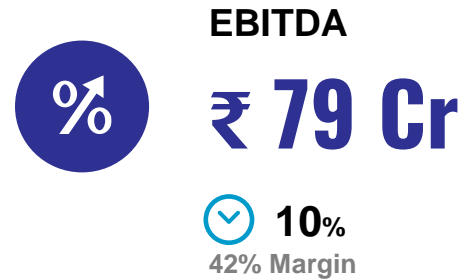
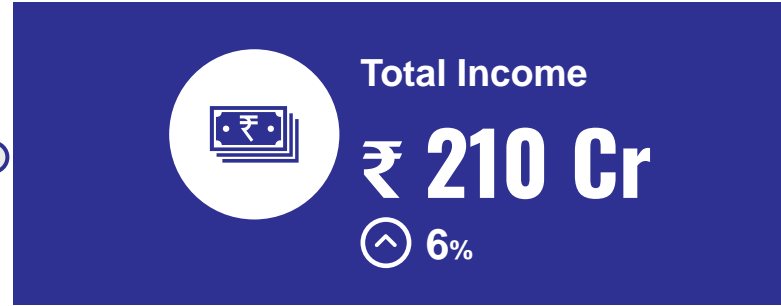


Financial Performance

Consolidated Section



Q3 FY22 Results Overview (Consolidated)



Results are compared against Q3 FY21

IndiaMART InterMESH Ltd

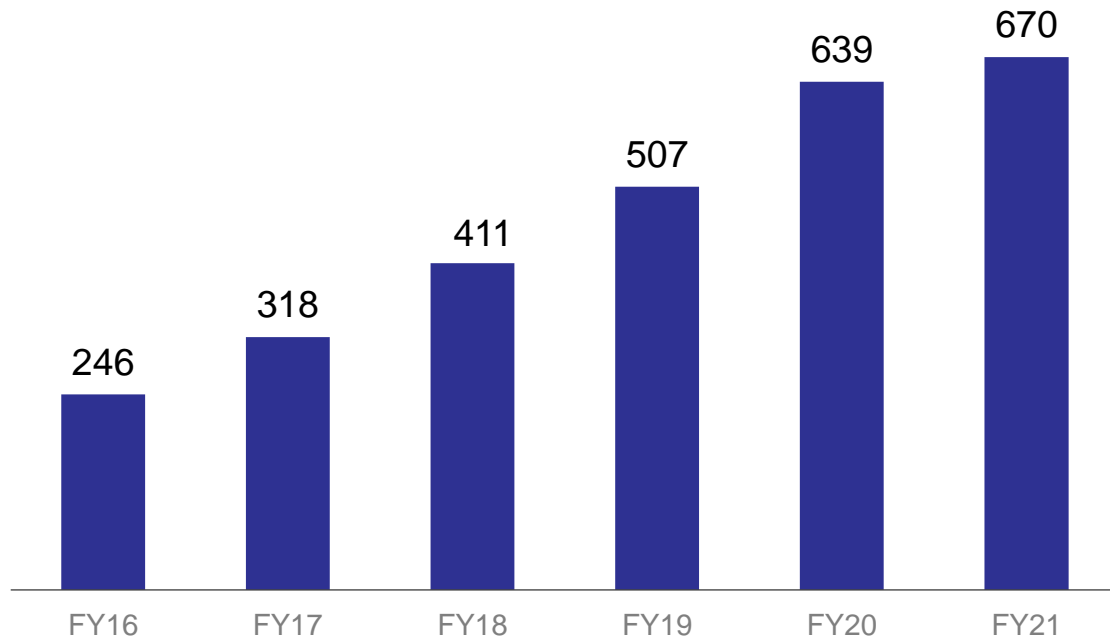
↑ ↓ Calculated YoY

Revenue from Operations - Consolidated

(₹ in Crores)

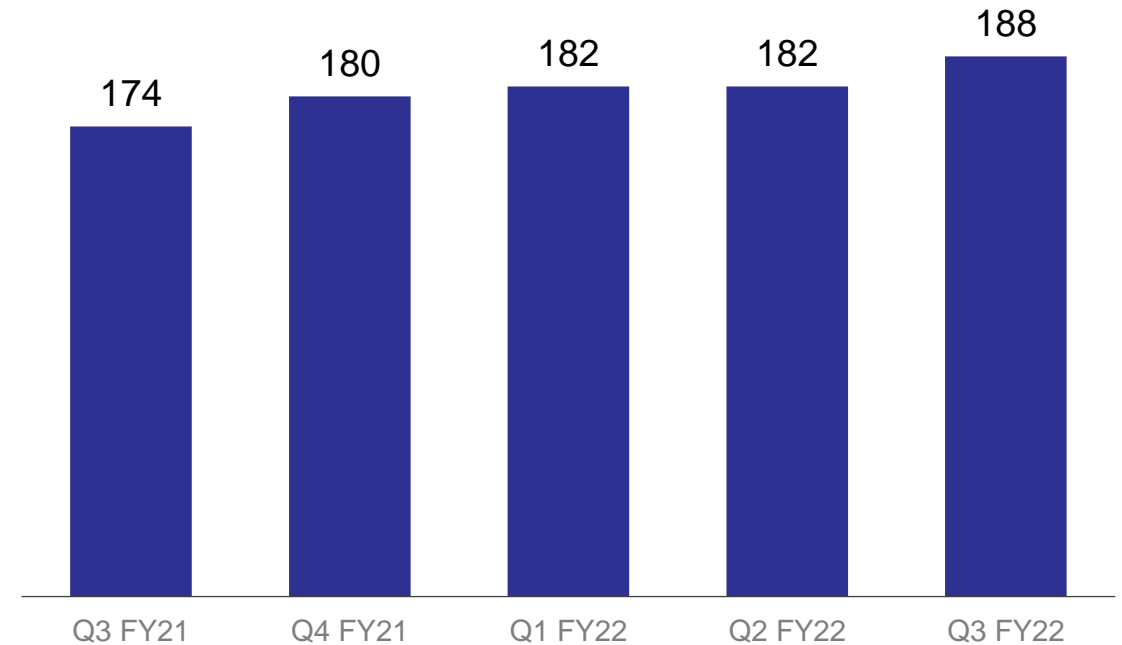
Yearly trends

22%
CAGR



Quarterly trends

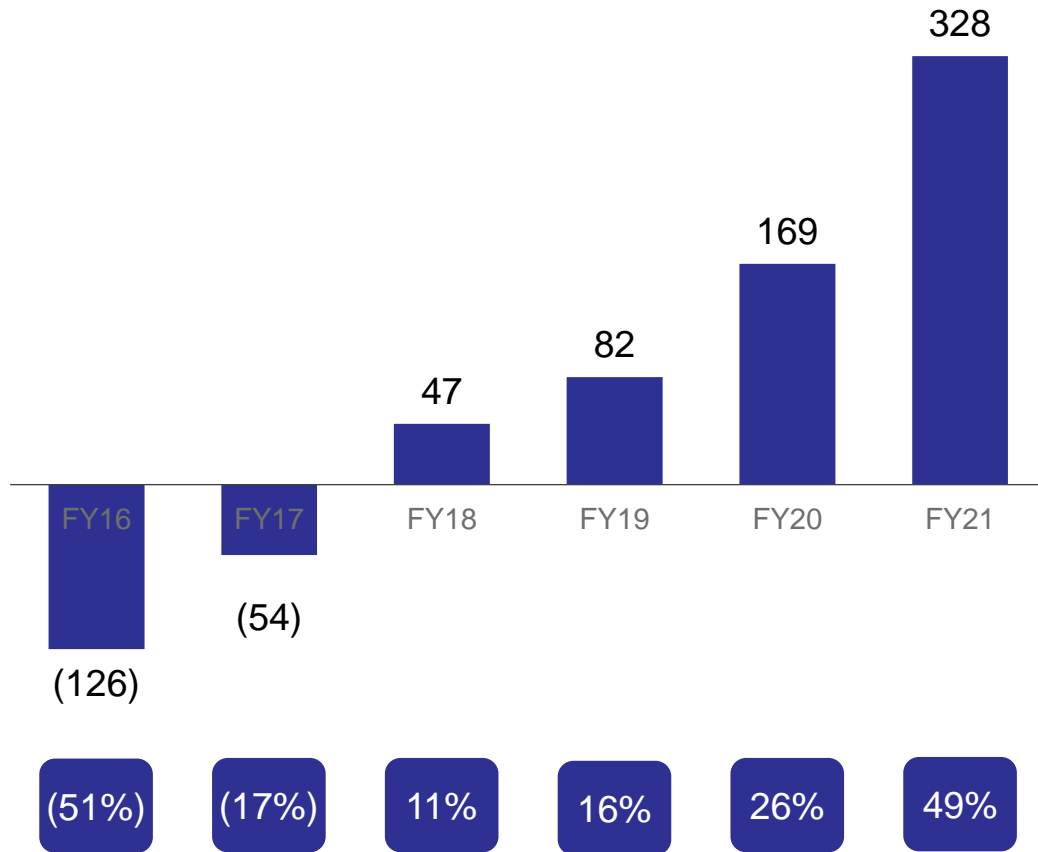
8%
YoY



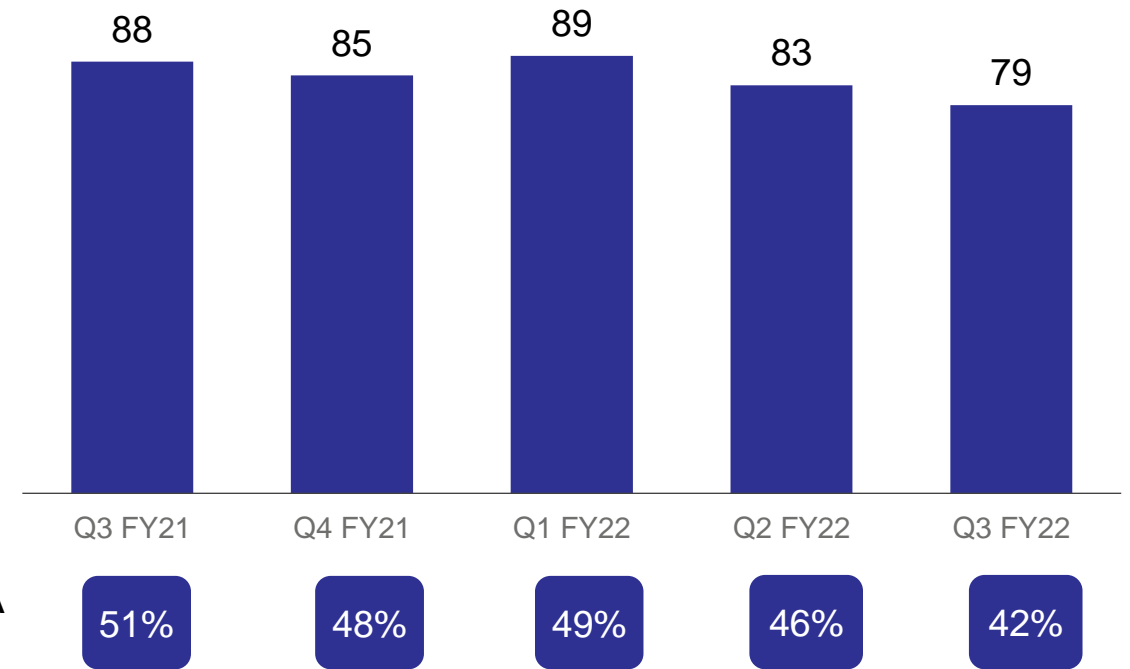
EBITDA - Consolidated

(₹ in Crores)

Yearly trends



Quarterly trends



EBITDA
Margin

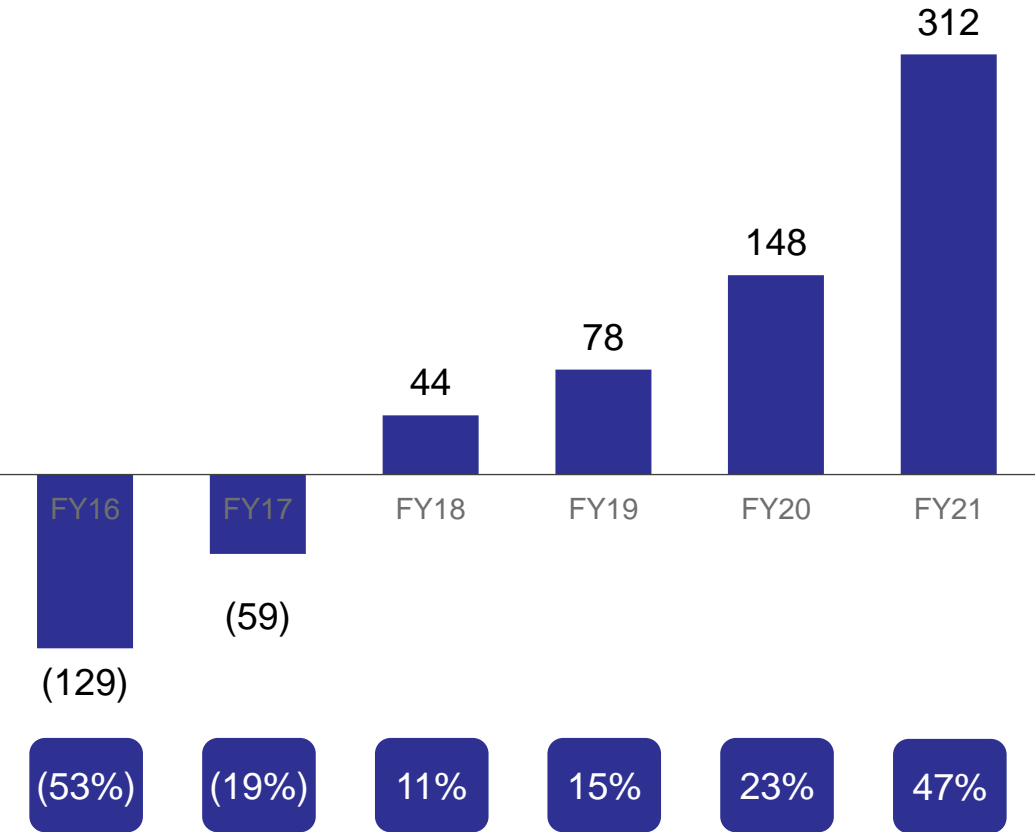
The company has adopted IND AS -116 from 1st April 2019, the nature of expenses in respect of operating leases has changed from lease rent (in other expenses) into depreciation cost against the right-of-use asset and finance cost against interest accrued on lease liability. Consequently, EBITDA may not be directly comparable



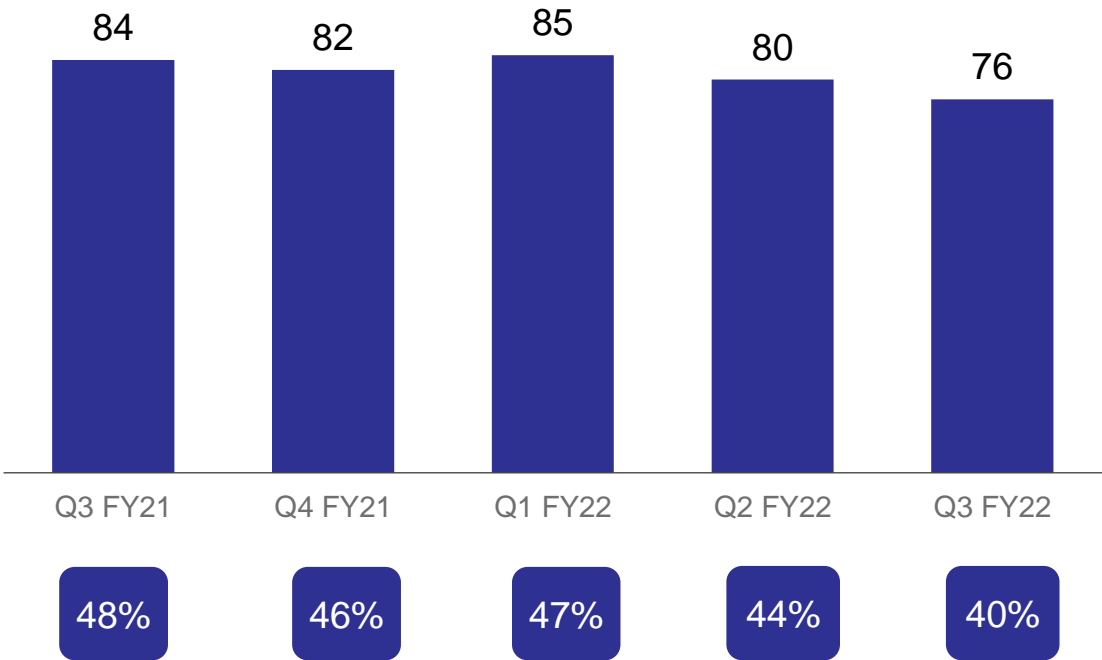
EBIT - Consolidated

(₹ in Crores)

Yearly trends



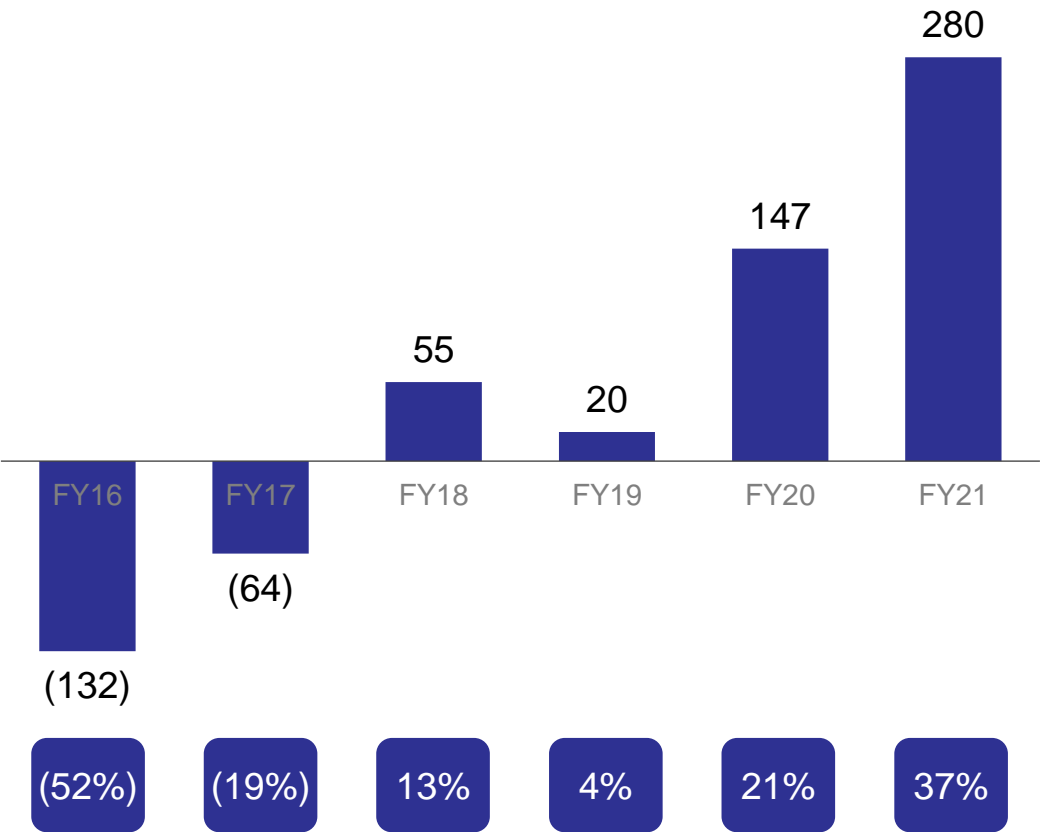
Quarterly trends



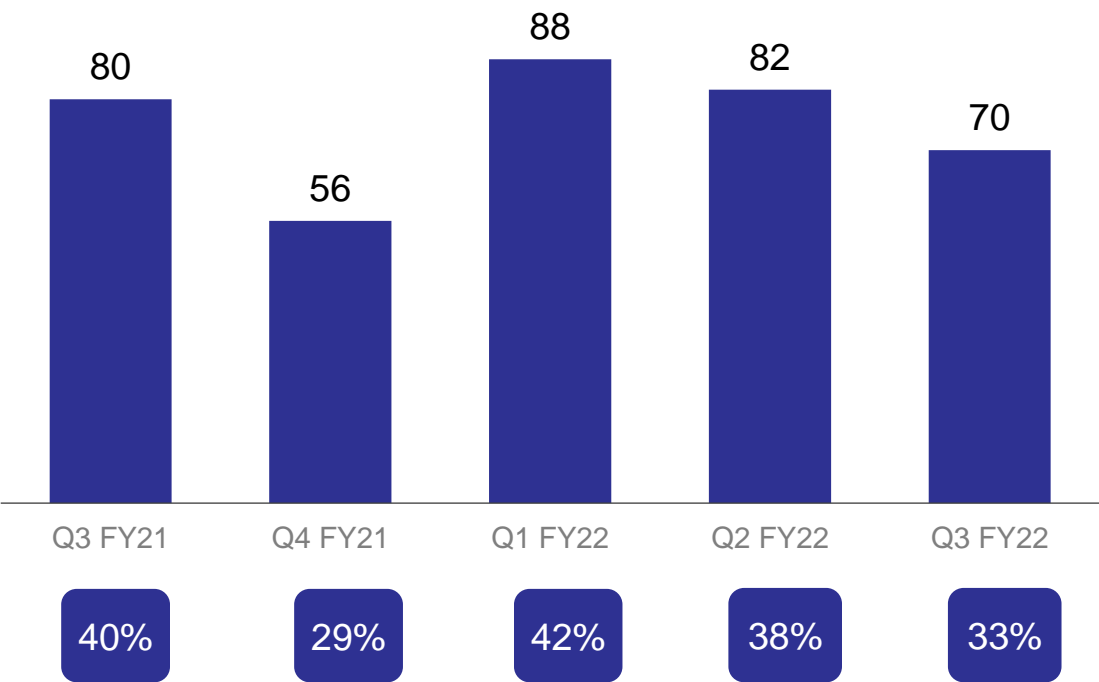
PAT - Consolidated

(₹ in Crores)

Yearly trends



Quarterly trends



PAT
Margin



Financial Performance – Consolidated

(₹ in Crores)

Financial Metrics	Q3 FY22	Q3 FY21	YoY Change	Q2 FY22	QoQ Change	9M FY22	9M FY21	YoY Change
Revenue from Operations	188	174	8%	182	3%	552	490	13%
Other Income	22	25	(11%)	31	(30%)	83	76	9%
Total Income	210	198	6%	214	(2%)	635	566	12%
Manpower and Outsourced Sales Cost	82	64	29%	74	11%	225	185	21%
Other Operating Expense	27	22	24%	25	8%	77	62	24%
Total Expenses	109	86	27%	99	10%	302	247	22%
EBITDA	79	88	(10%)	83	(5%)	251	243	3%
<i>EBITDA Margin(%)</i>	<i>42%</i>	<i>51%</i>		<i>46%</i>		<i>45%</i>	<i>50%</i>	
Depreciation and amortization expense	3	4	(22%)	3	4%	9	13	(28%)
Others ¹	4	2	108%	3	36%	10	6	67%
Profit Before Tax	93	106	(12%)	109	(14%)	314	300	5%
Tax Expense	23	26	(12%)	26	(13%)	74	76	(3%)
Net Profit	70	80	(12%)	82	(14%)	240	224	7%
<i>Net Profit Margin(%)</i>	<i>33%</i>	<i>40%</i>		<i>38%</i>		<i>38%</i>	<i>40%</i>	
EPS (Rs.)	23.0	27.6	(17%)	27.1	(15%)	79.1	77.5	2%
Cash Generated from Operating Activities	84	77	9%	99	(15%)	245	158	55%
Collections from Customers	222	179	24%	223	(1%)	616	439	40%

Notes

1. Others include – Finance Cost, Net Loss on Financial Liability at FVTPL and Share in net profit /(loss) of associates



Balance Sheet – Consolidated

(₹ in Crores)

Assets	Dec-21	Mar-21
PPE ¹ , CWIP ¹ , Intangible assets, other non-current assets	3.4	4.4
Right-of-use asset	55.4	62.6
Investment in subsidiaries and associates	89.2	27.0
Financial assets		
Bank Deposits	-	-
Others	59.8	14.1
Deferred and Non-current tax asset	21.7	18.7
Total Non-Current Assets	229.5	126.8
Financial assets		
Cash & Investments ²	2,523	2,365.4
Others	8.1	9.7
Current Tax and other current assets	5.4	9.7
Total Current Assets	2,535.7	2,384.7
Total Assets	2,765.2	2,511.5

Notes

1. PPE: Property, plant and equipment, CWIP: Capital Work in Progress

Equity and Liabilities	Dec-21	Mar-21
Total Equity	1,810.2	1,610.9
Financial liabilities		
Lease Liabilities	48.0	52.6
Deferred tax liabilities (net)	18.7	20.7
Provisions	25.8	27.5
Contract liabilities	294.2	258.5
Total Non-current Liabilities	386.7	359.3
Financial liabilities		
Lease Liabilities	10.3	10.9
Others	32.7	35.6
Provisions	4.8	4.8
Contract liabilities	495.9	467.6
Other current liabilities	24.7	22.4
Total Current Liabilities	568.4	541.3
Total Equity and Liabilities	2,765.2	2,511.5



Revenue – Legal Entity View

(₹ in Crore)

Particulars	Q3 FY21	Q4 FY21	Q1 FY22	Q2 FY22	Q3 FY22
Revenue from Operations					
IndiaMART InterMESH Ltd	173	179	181	182	187
Pay With IndiaMART Pvt Ltd	0.7	0.7	0.7	0.7	0.6
Tolexo Online Pvt Ltd	0.1	0.1	0.1	0.3	0.3
	174	180	182	183	188
Inter Company Adjustments	(0.2)	(0.2)	(0.2)	(0.2)	(0.1)
Total Revenue from Operations	174	180	182	182	188

~99% of revenue contributed by IndiaMART standalone business



Historical Financial Metrics

(₹ in Crore Consolidated)

Financial Metrics	FY-16	FY-17	FY-18	FY-19	FY-20	FY-21
Total Income	251	332	430	548	707	756
Revenue from Operations	246	318	411	507	639	670
EBITDA	(126)	(54)	47	82	169	328
EBITDA Margin (%)	(51%)	(17%)	11%	16%	26%	49%
EBIT	(129)	(59)	44	78	148	312
EBIT Margin (%)	(53%)	(19%)	11%	15%	23%	47%
Adjusted Net Profit for the period*	(124)	(45)	63	85	147	280
Adjusted Net Profit Margin (%)	(50%)	(14%)	15%	16%	21%	37%
Net Profit for the period	(132)	(64)	55	20	147	280
Cash Generated from Operating Activities	(56)	(1)	179	255	261	323
Collections from Customer	315	386	509	671	738	711
Deferred Revenue (period end)	257	325	424	586	685	726
Cash and Investments (period end)	159	177	388	685	931	2,365

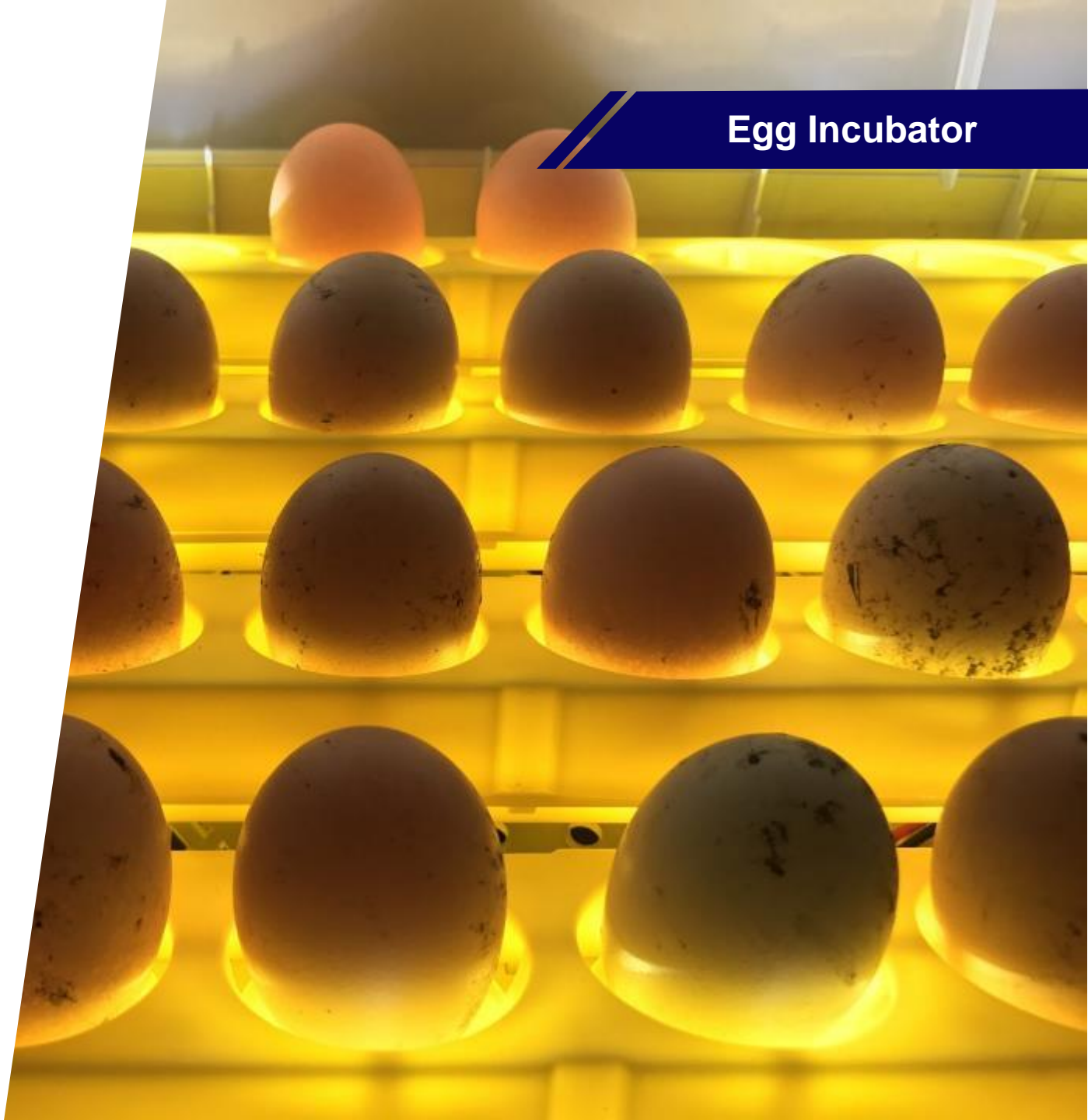
- Net Profit has been adjusted for FVTPL expenses or adjustments and one-time benefits of Deferred Tax
- Deferred revenue includes Advances from Customers



Financial Performance

Standalone Basis

Egg Incubator

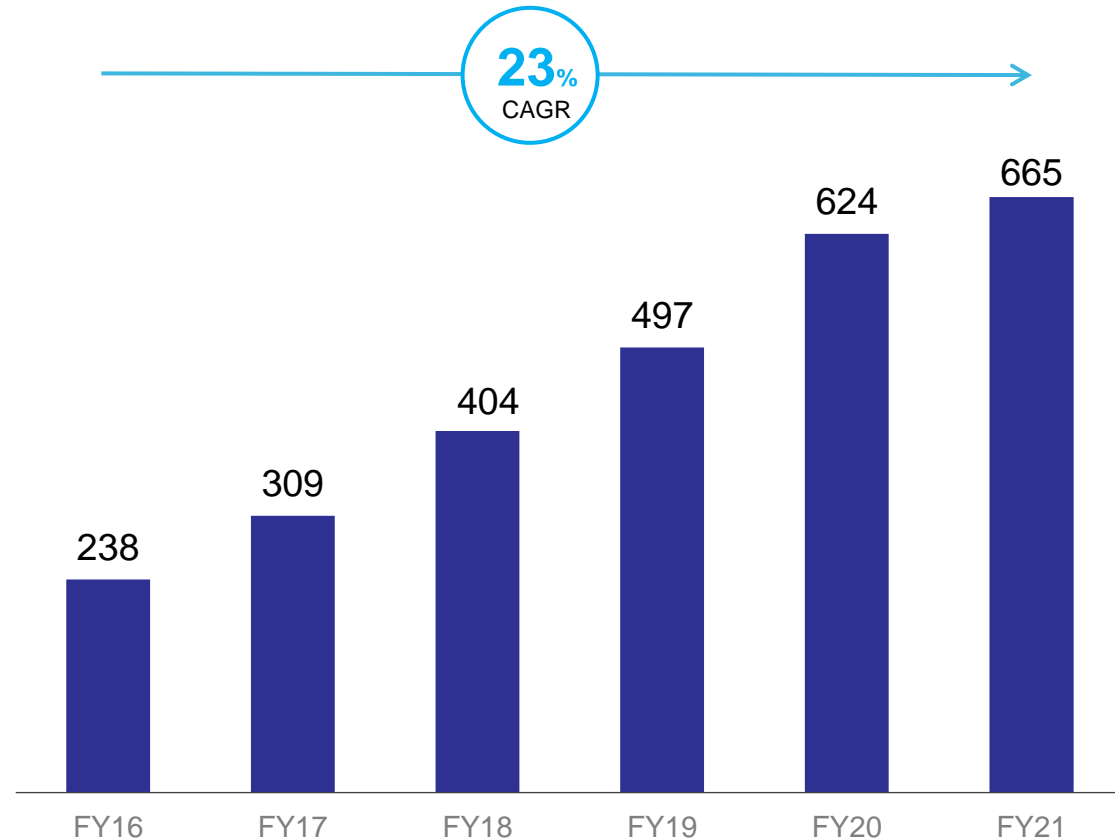


Revenue from Operations - Standalone

(₹ in Crores)

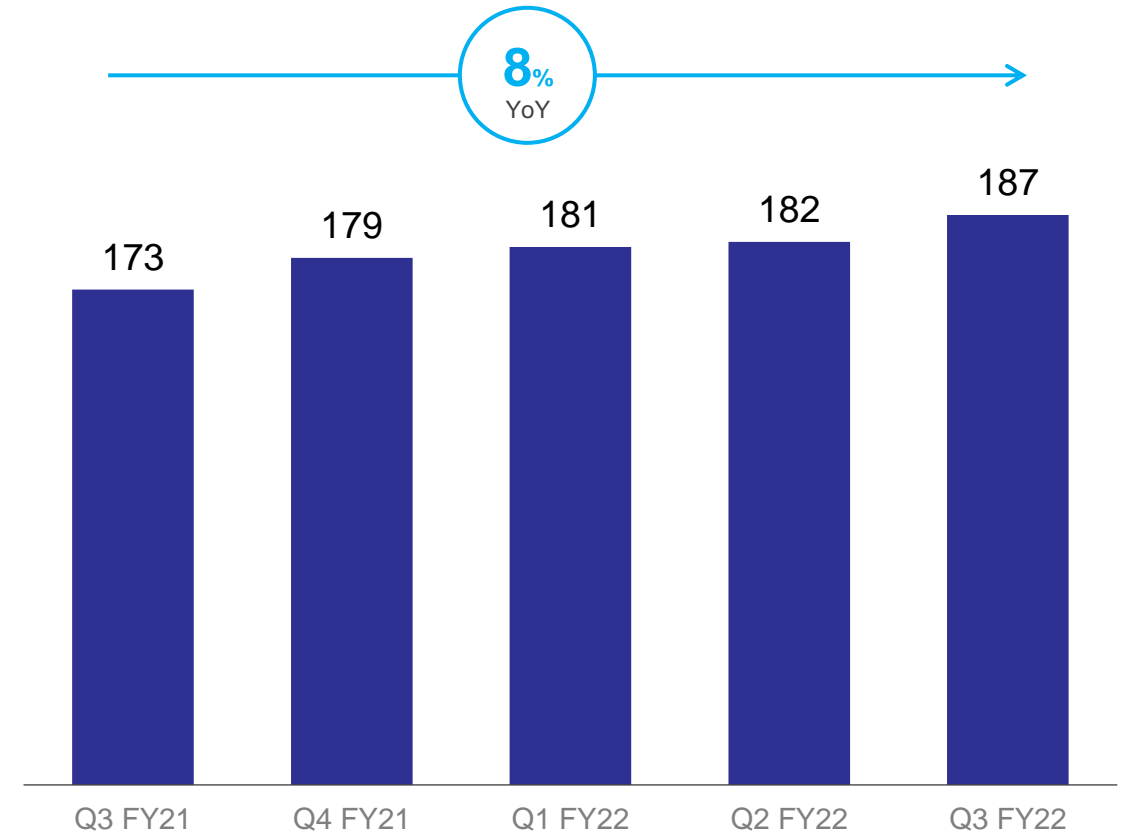
Yearly trends

23%
CAGR



Quarterly trends

8%
YoY



~44% of revenue contributed by top 10% of paying subscription suppliers

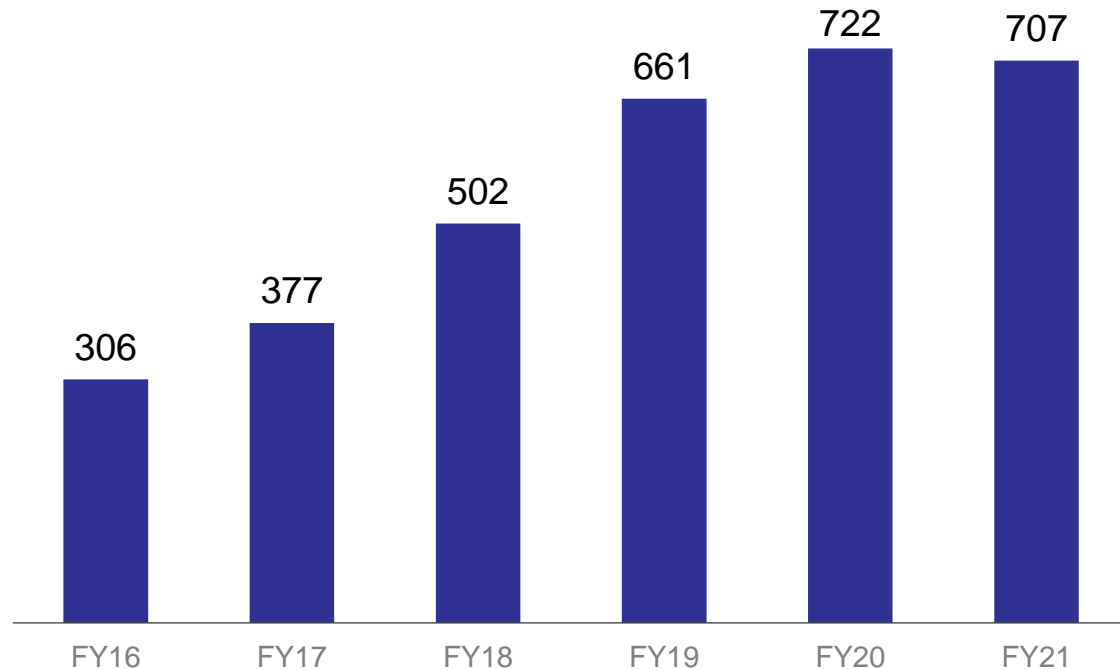


Collections from Customer - Standalone

(₹ in Crores)

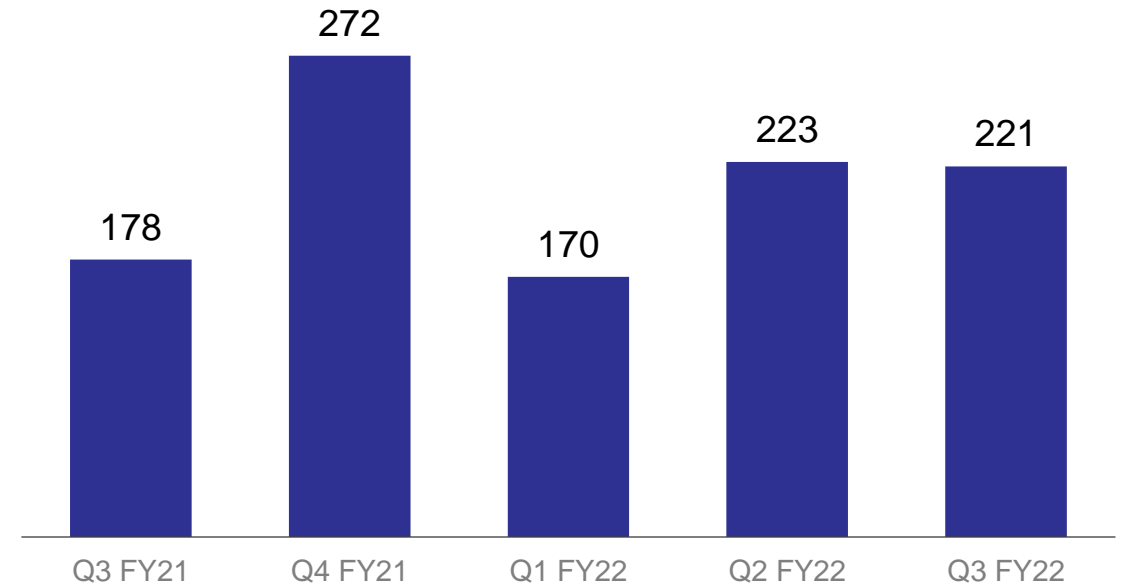
Yearly trends

18%
CAGR



Quarterly trends

24%
YoY

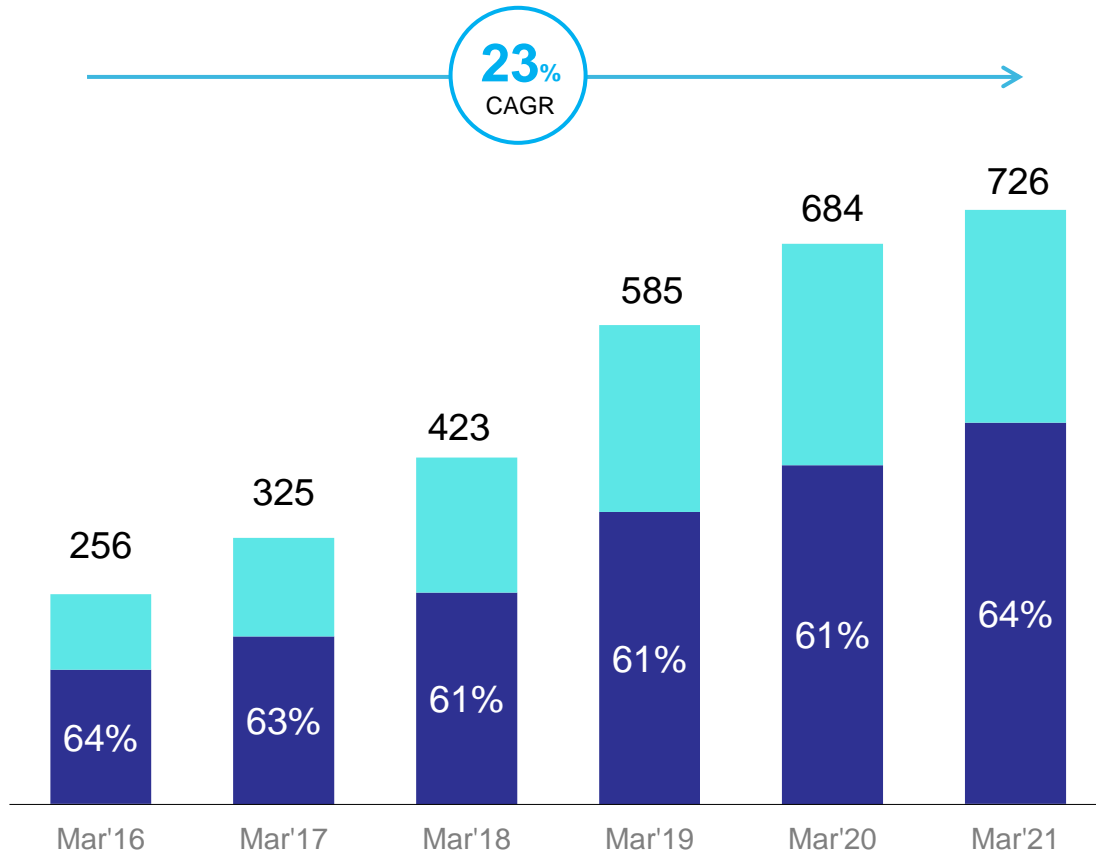


Deferred Revenue* - Standalone

(₹ in Crores)

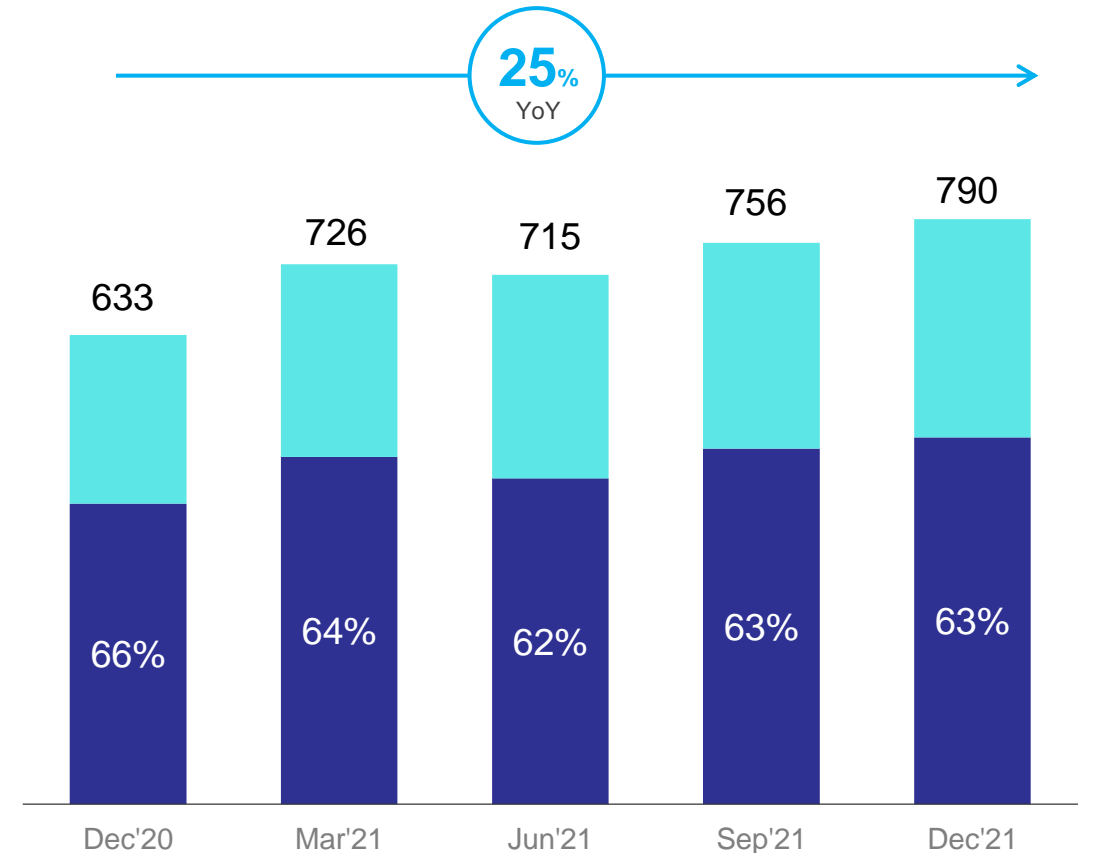
Yearly trends

23%
CAGR



Quarterly trends

25%
YoY



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

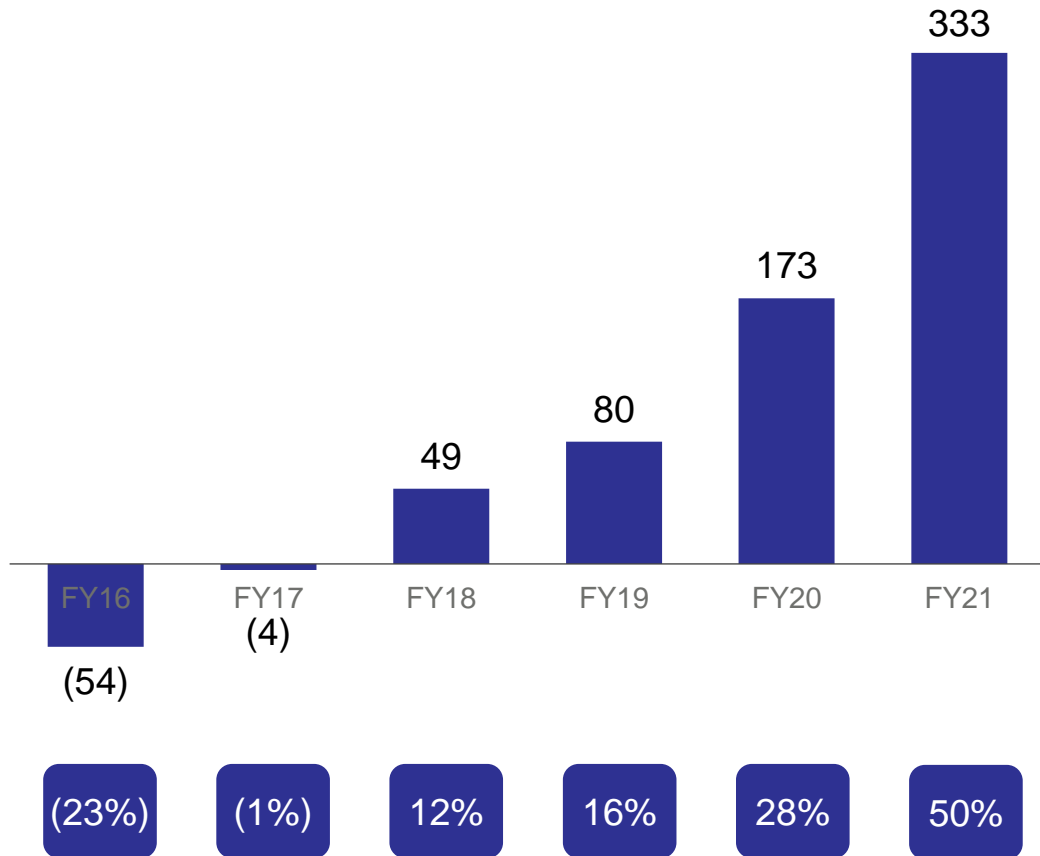
Current



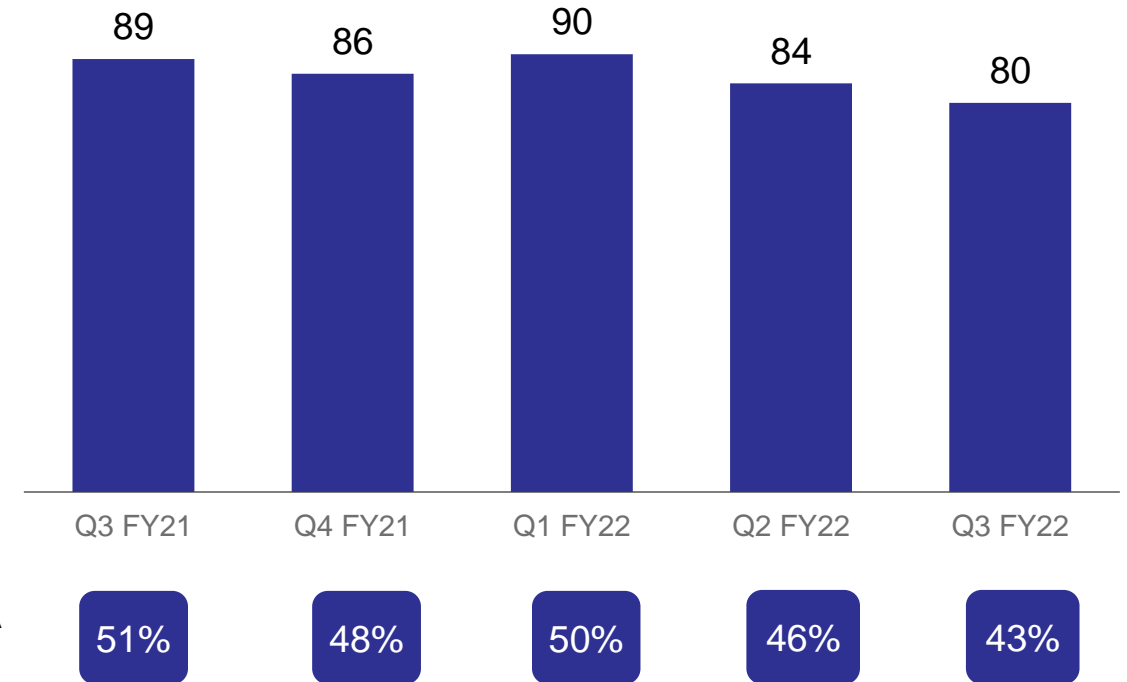
EBITDA - Standalone

(₹ in Crores)

Yearly trends



Quarterly trends



EBITDA
Margin

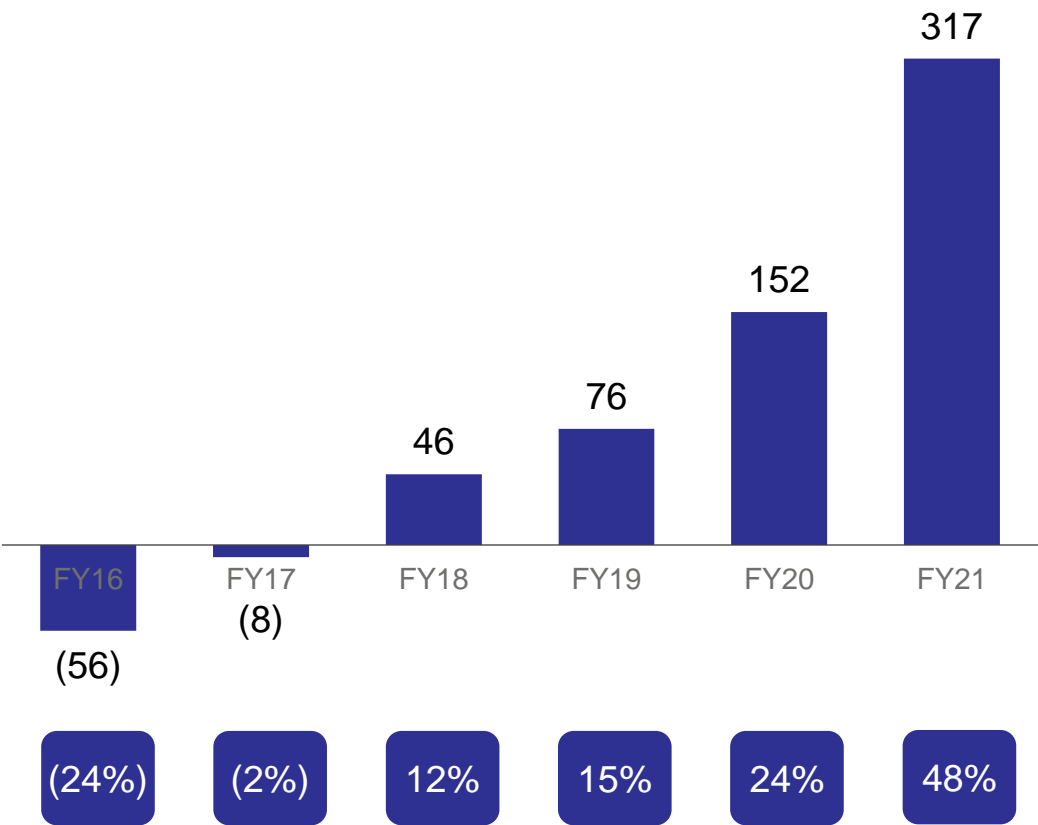
The company has adopted IND AS -116 from 1st April 2019, the nature of expenses in respect of operating leases has changed from lease rent (in other expenses) into depreciation cost against the right-of-use asset and finance cost against interest accrued on lease liability. Consequently, EBITDA may not be directly comparable



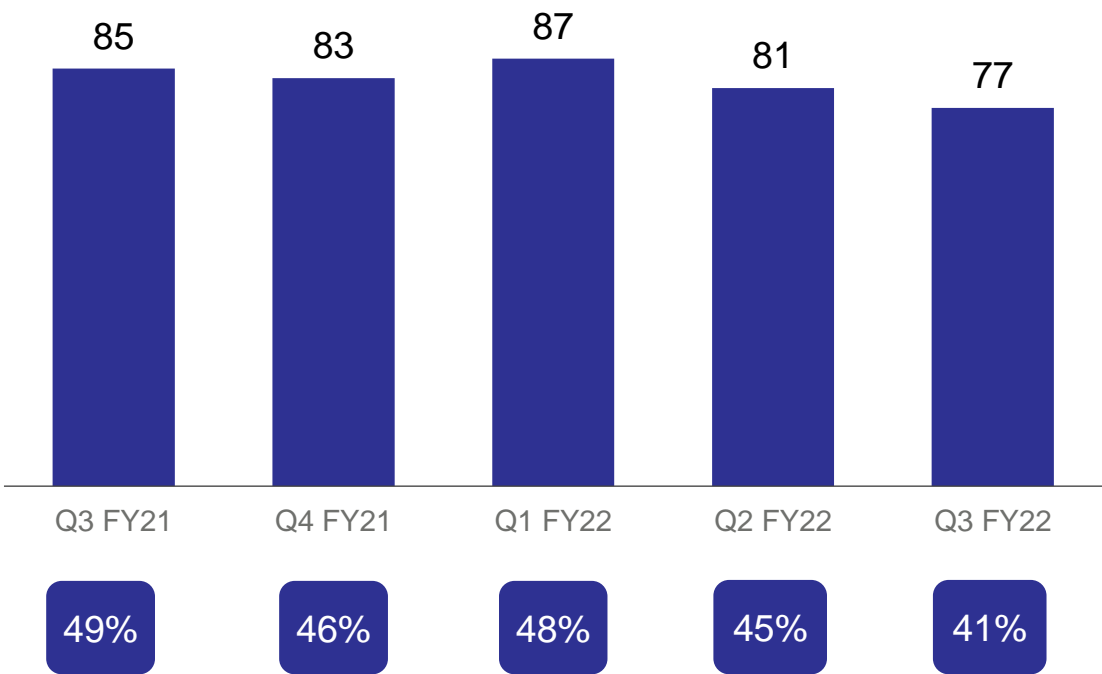
EBIT - Standalone

(₹ in Crores)

Yearly trends



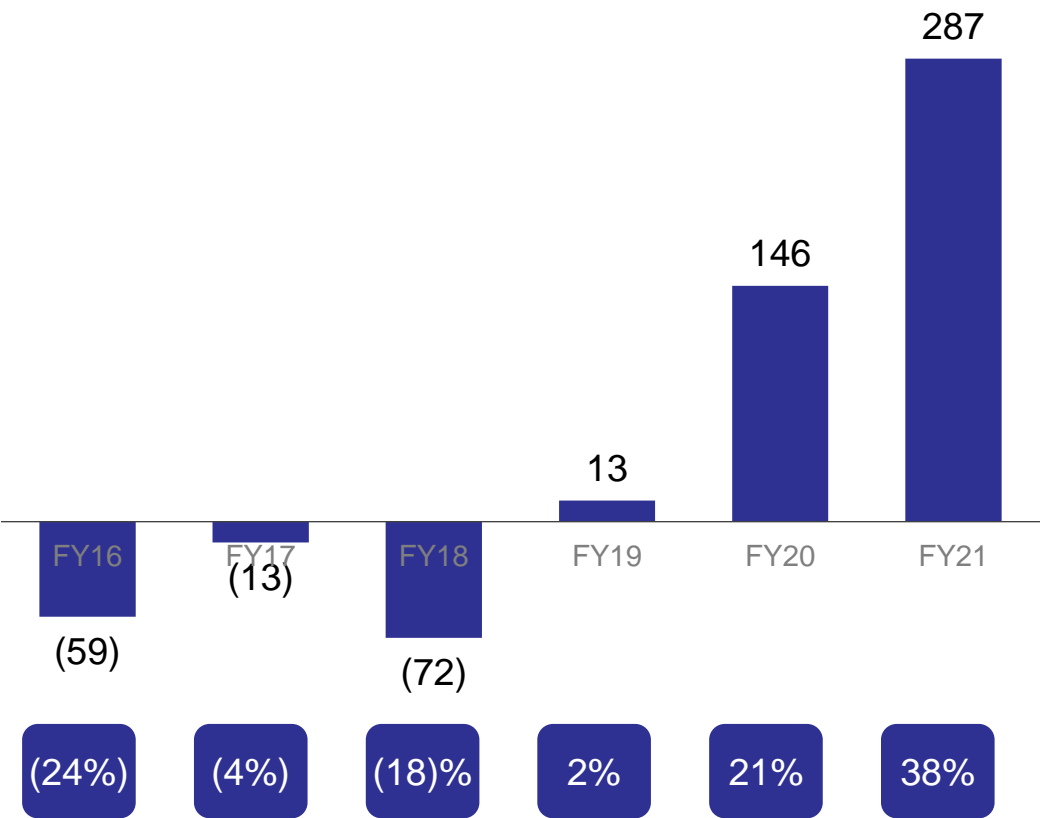
Quarterly trends



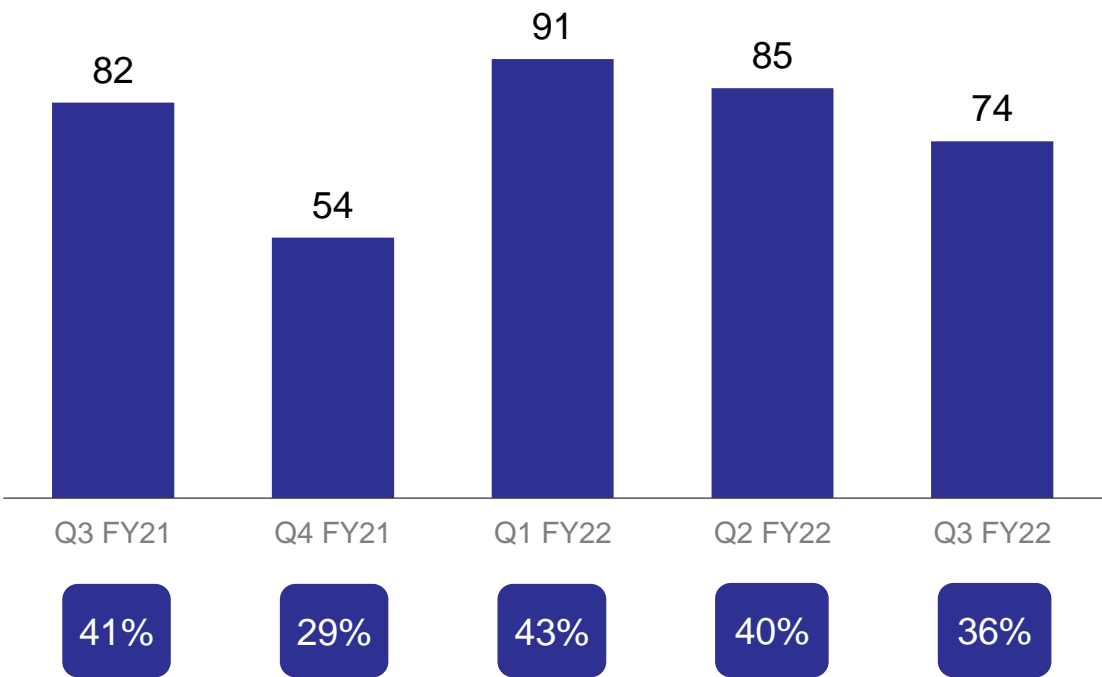
PAT - Standalone

(₹ in Crores)

Yearly trends



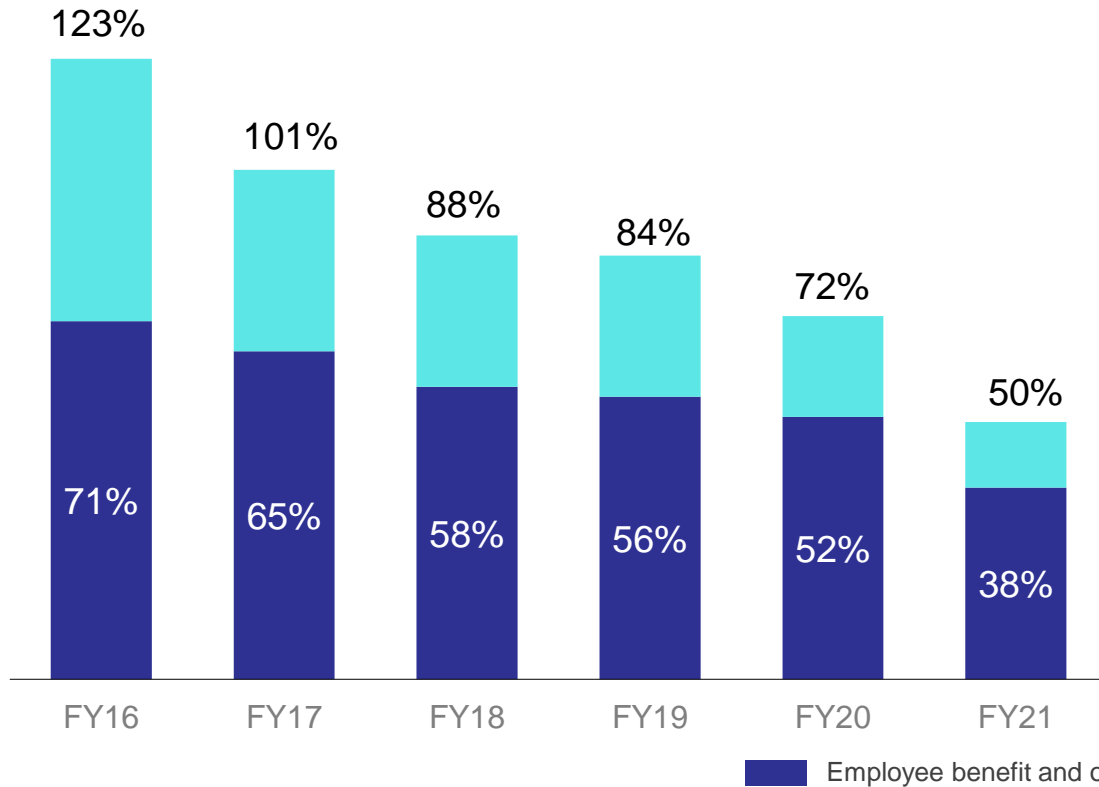
Quarterly trends



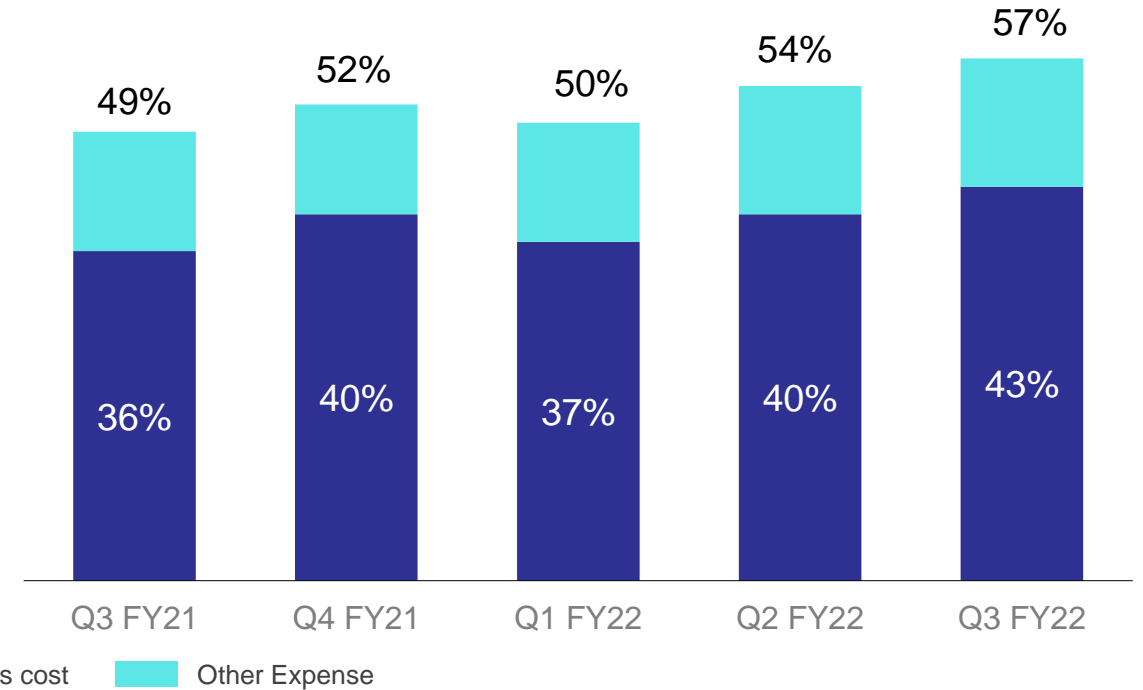
Margin Leverage - Standalone

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

Yearly trends



Quarterly trends



The company has adopted IND AS -116 from 1st April 2019, the nature of expenses in respect of operating leases has changed from lease rent (in other expenses) into depreciation cost against the right-of-use asset and finance cost against interest accrued on lease liability. Consequently, margin leverage may not be directly comparable

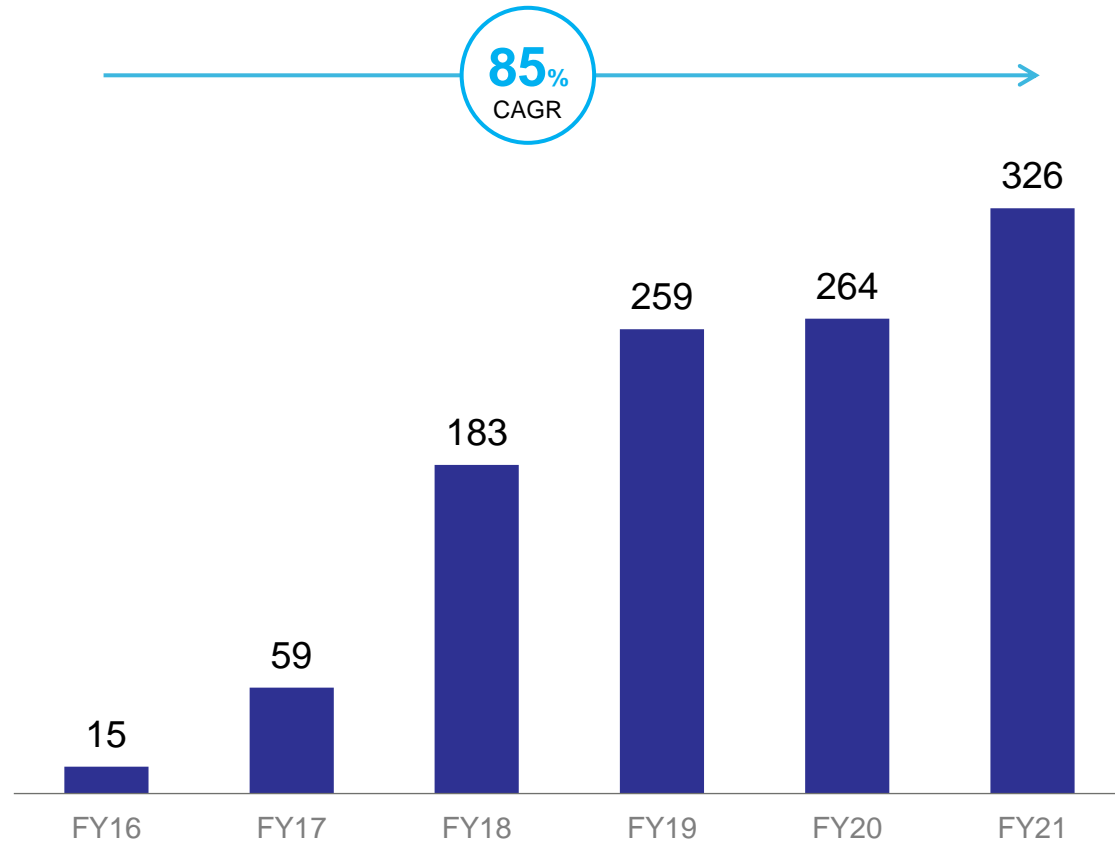


Cash Generated From Operating Activities - Standalone

(₹ in Crores)

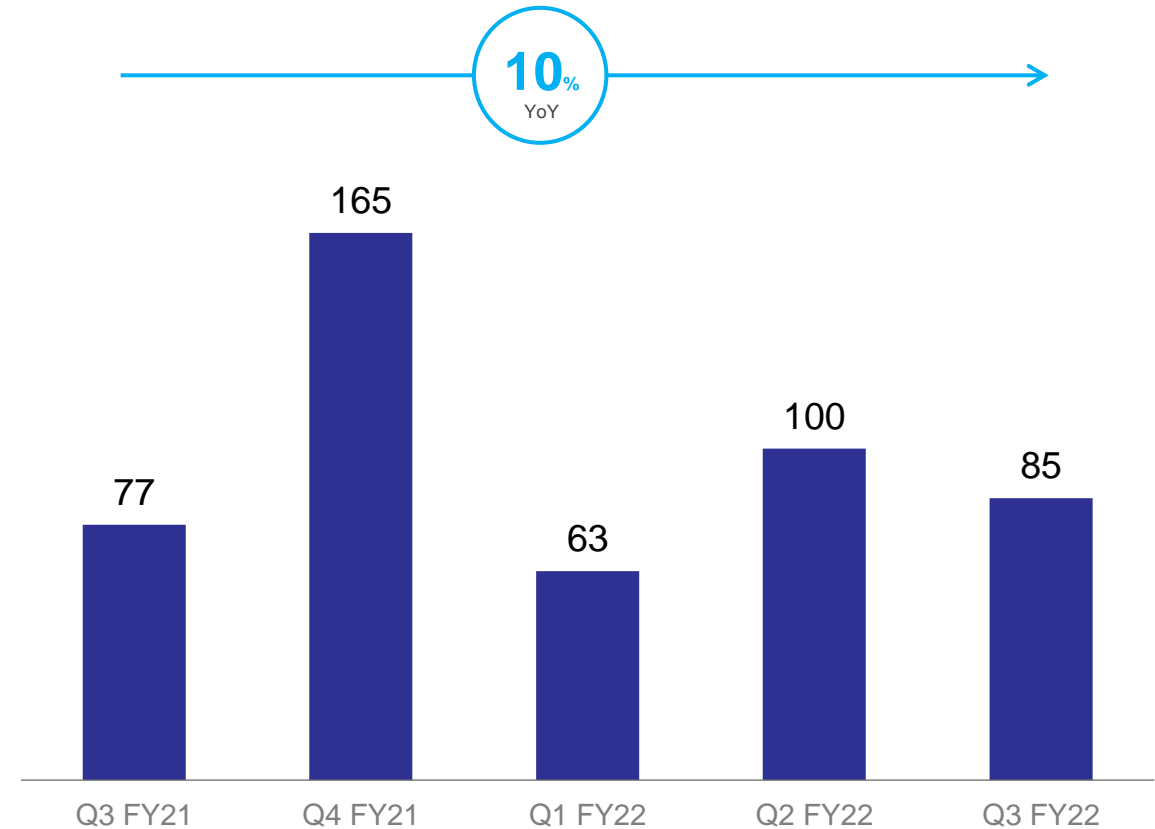
Yearly trends

85%
CAGR



Quarterly trends

10%
YoY

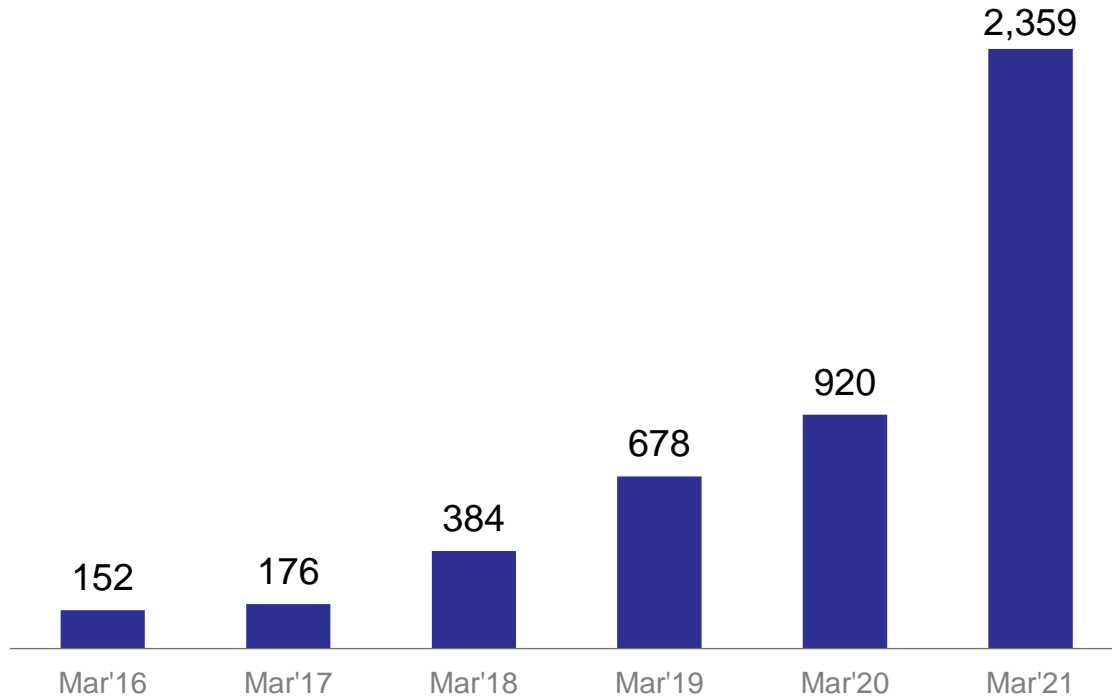


Cash and Investments* - Standalone

(₹ in Crores)

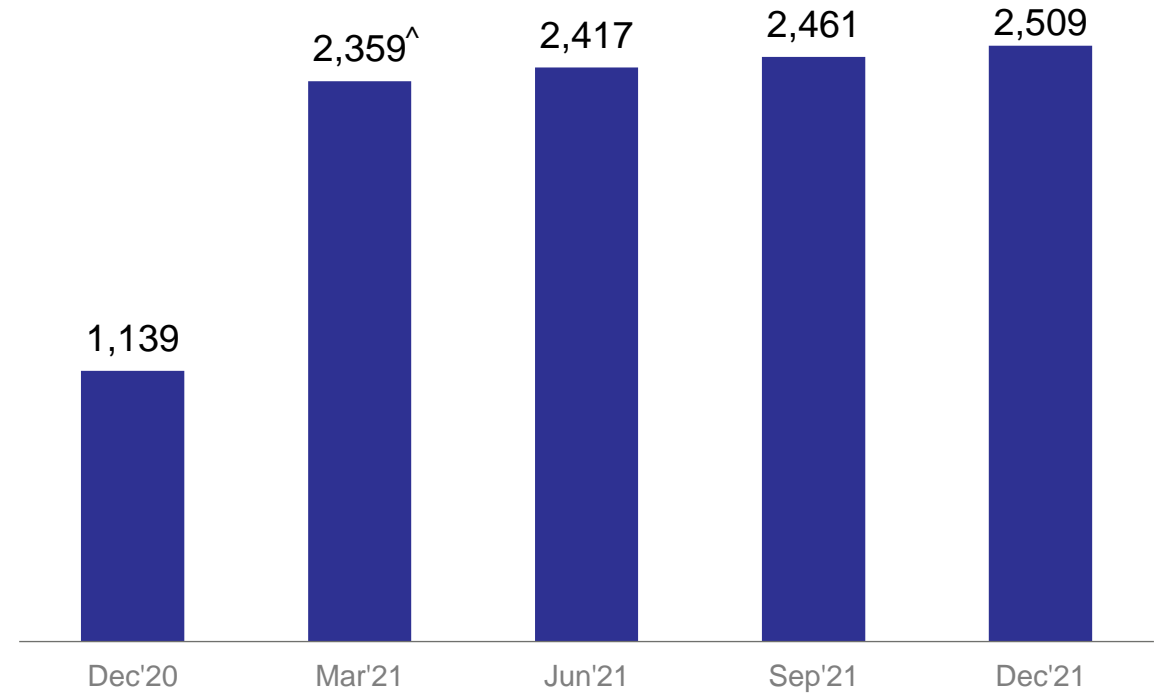
Yearly trends

73%
CAGR



Quarterly trends

120%
YoY



Refers to Cash and Cash Equivalents and investments in Mutual Funds in the financial statements
Cash and Investments from March 2021 include Rs. 1,070 crores raised by company through QIP in February 2021



Financial Performance – Standalone

(₹ in Crores)

Financial Metrics	Q3 FY22	Q3 FY21	YoY Change	Q2 FY22	QoQ Change	9M FY22	9M FY21	YoY Change
Revenue from Operations	187	173	8%	182	3%	550	486	13%
Other Income	22	25	(11%)	31	(30%)	83	79	5%
Total Income	209	197	6%	213	(2%)	633	565	12%
Manpower and Outsourced Sales Cost	81	63	29%	73	11%	221	180	23%
Other Operating Expense	26	21	25%	24	8%	75	59	27%
Total Expenses	108	84	28%	97	10%	296	239	24%
EBITDA	80	89	(10%)	84	(5%)	254	247	3%
<i>EBITDA Margin(%)</i>	<i>43%</i>	<i>51%</i>		<i>46%</i>		<i>46%</i>	<i>51%</i>	
Depreciation and amortisation expense	3	4	(22%)	3	3%	9	12	(28%)
Others ¹	1	2	(18%)	1	(2%)	4	5	(21%)
Profit Before Tax	97	108	(10%)	111	(13%)	324	308	5%
Tax Expense	23	26	(12%)	26	(13%)	74	76	(3%)
Net Profit	74	82	(9%)	85	(13%)	250	233	8%
<i>Net Profit Margin(%)</i>	<i>36%</i>	<i>41%</i>		<i>40%</i>		<i>40%</i>	<i>41%</i>	
EPS (Rs.)	24.4	28.1	(13%)	28.0	(13%)	82.3	80.4	2%
Cash Generated from Operating Activities	85	77	10%	100	(15%)	248	161	54%
Collections from Customers	221	178	24%	223	(1%)	614	436	41%

Notes

1. Others include – Finance Cost, Net Loss on Financial Liability at FVTPL and Exceptional items



Balance Sheet - Standalone

(₹ in Crores)

Assets	Dec-21	Mar-21
PPE ¹ , CWIP ¹ and Intangible assets, other non-current assets	1.7	2.6
Right-of-use asset	55.4	62.6
Investment in subsidiaries and associates	103.4	31.4
Financial assets		
Bank Deposits	-	-
Others	76.7	23.1
Deferred and Non-current tax asset	21.7	18.7
Total Non-Current Assets	258.9	138.4
Financial assets		
Cash & Investments ²	2,509	2,358.9
Others	7.2	8.9
Current Tax and other current assets	5.0	9.3
Total Current Assets	2,520.3	2,377.1
Total Assets	2,779.2	2,515.5

Notes

1. PPE: Property, plant and equipment, CWIP: Capital Work in Progress

Equity and Liabilities	Dec-21	Mar-21
Total Equity	1,825.9	1,616.6
Financial liabilities		
Lease Liabilities	48.0	52.6
Deferred tax liabilities (net)	18.7	20.7
Provisions	25.3	27.3
Contract liabilities	294.1	258.4
Total Non-current Liabilities	386.1	359.0
Financial liabilities		
Lease Liabilities	10.3	10.9
Others	32.0	34.7
Provisions	4.7	4.7
Contract liabilities	495.5	467.2
Other current liabilities	24.7	22.3
Total Current Liabilities	567.2	539.9
Total Equity and Liabilities	2,779.2	2,515.5



Functional P&L - Standalone

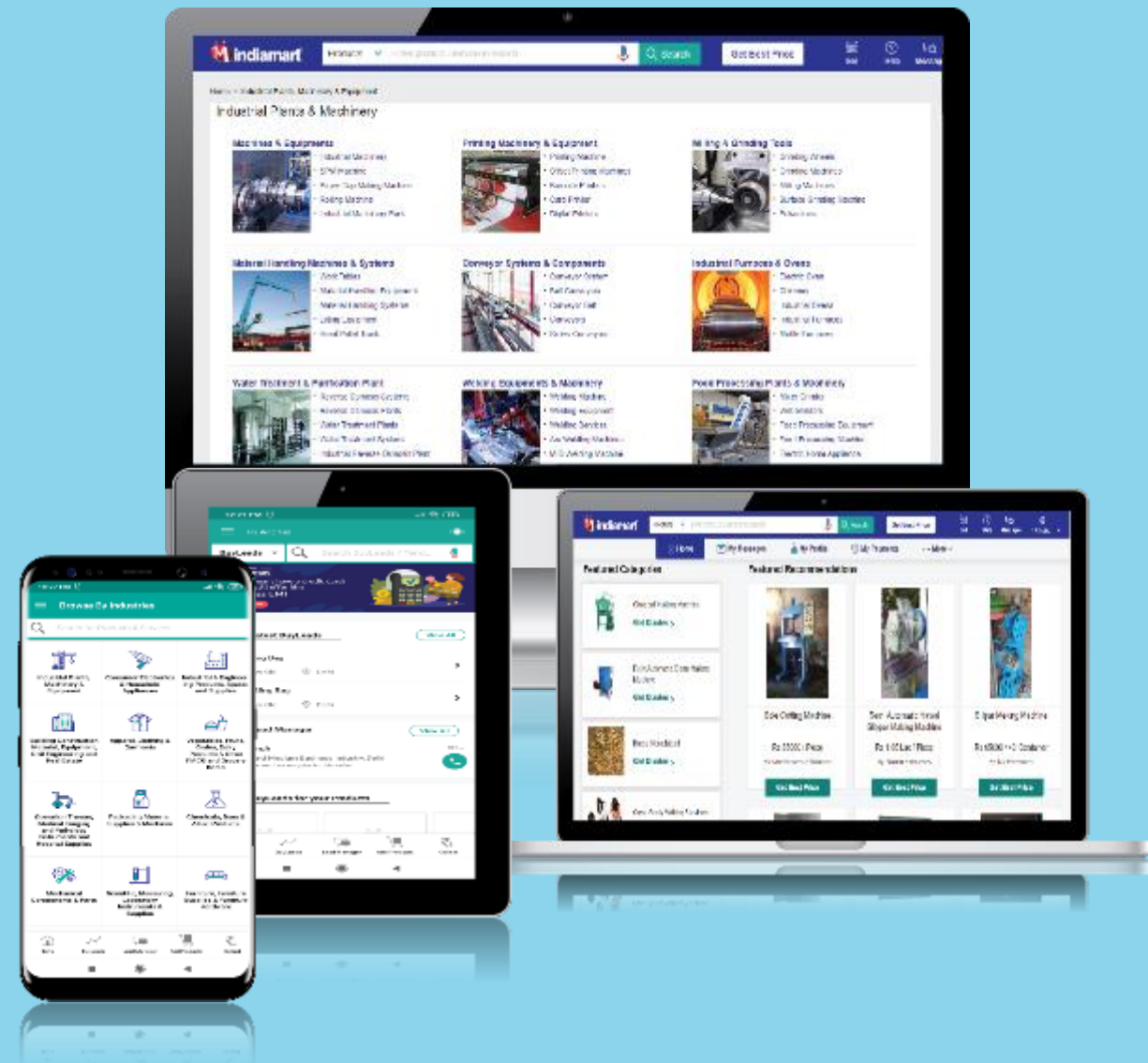
(₹ in Crores)

	FY 2019-20					FY 2020-21					FY 2021-22		
During the period	Q1	Q2	Q3	Q4	FY20	Q1	Q2	Q3	Q4	FY21	Q1	Q2	Q3
A Revenue from operations	144	153	161	166	624	151	162	173	179	665	181	182	187
B Customer service cost	(40)	(42)	(45)	(47)	(174)	(27)	(26)	(32)	(36)	(122)	(33)	(36)	(39)
C Surplus over customer service cost (A-B)	104	111	115	119	449	124	135	141	143	543	148	146	148
	72%	73%	72%	72%	72%	82%	84%	81%	80%	82%	82%	80%	79%
Selling & Distribution Expenses	(25)	(29)	(30)	(29)	(113)	(19)	(20)	(19)	(22)	(80)	(20)	(21)	(27)
Technology & Content Expenses	(27)	(29)	(26)	(22)	(104)	(20)	(22)	(22)	(22)	(85)	(24)	(27)	(28)
Marketing Expenses	(1)	(2)	(1)	(1)	(5)	(1)	(0)	(1)	(1)	(2)	(1)	(1)	(1)
Depreciation and amortisation	(4)	(5)	(6)	(6)	(21)	(4)	(4)	(4)	(3)	(16)	(3)	(3)	(3)
Other Operating Expenses	(14)	(15)	(14)	(13)	(55)	(10)	(11)	(11)	(12)	(43)	(13)	(13)	(14)
D Total	(71)	(79)	(77)	(71)	(298)	(53)	(57)	(56)	(60)	(226)	(62)	(65)	(71)
E Operating profit (C-D)	33	32	38	48	152	71	79	85	83	317	87	81	77
	23%	21%	24%	29%	24%	47%	49%	49%	46%	48%	48%	45%	41%





Product Overview



Platform Engagement

~100%⁽¹⁾
Organic traffic

81%⁽¹⁾
Total traffic through mobile

4.7 ★★★★★⁽²⁾
Rating for the app on Google
Play store



Note: Figures have been rounded off

(1) For the quarter ending December 31, 2021

(2) As of December 31, 2021

IndiaMART InterMESH Ltd

Buyer Journey

Search

Post Requirement

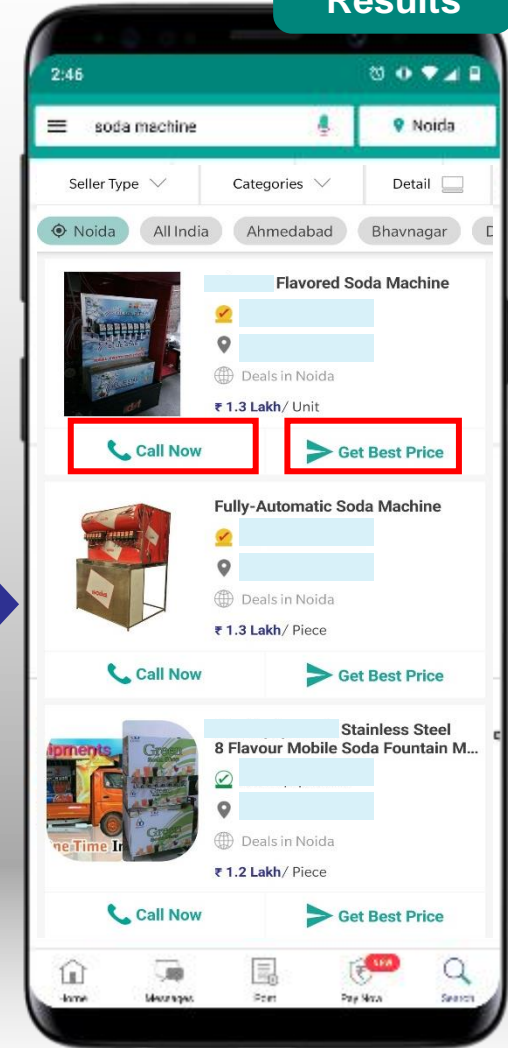
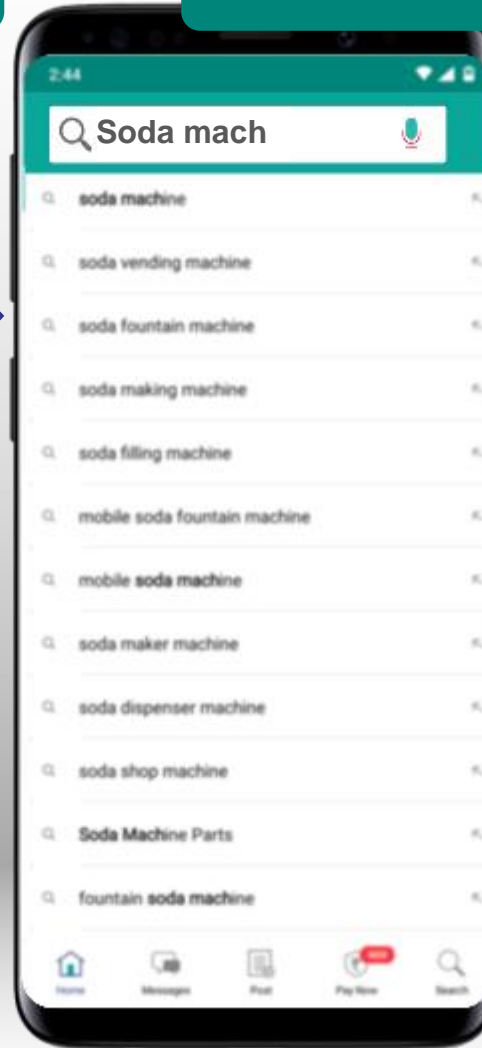
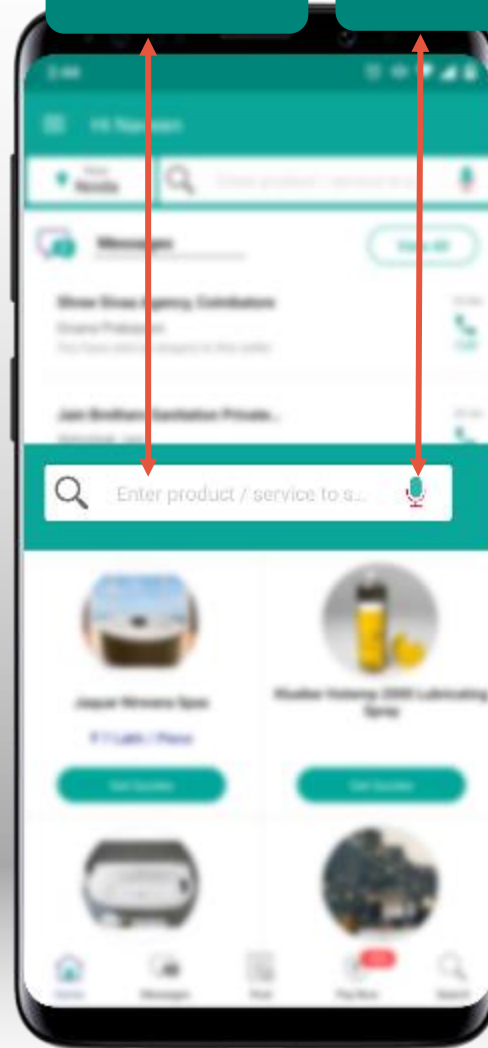
Product & Company
Details

Text Search

Voice Search

Auto-Suggest

Search
Results

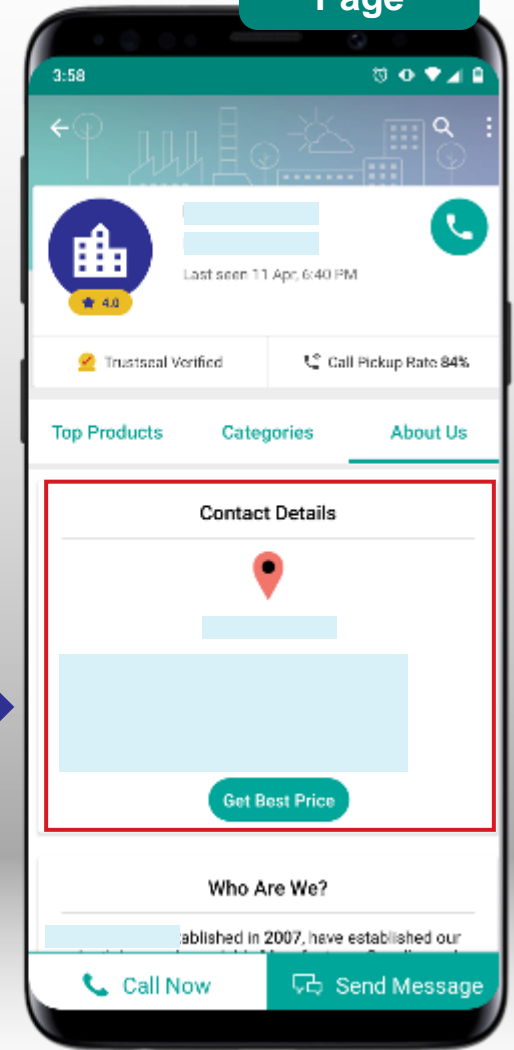
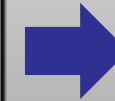
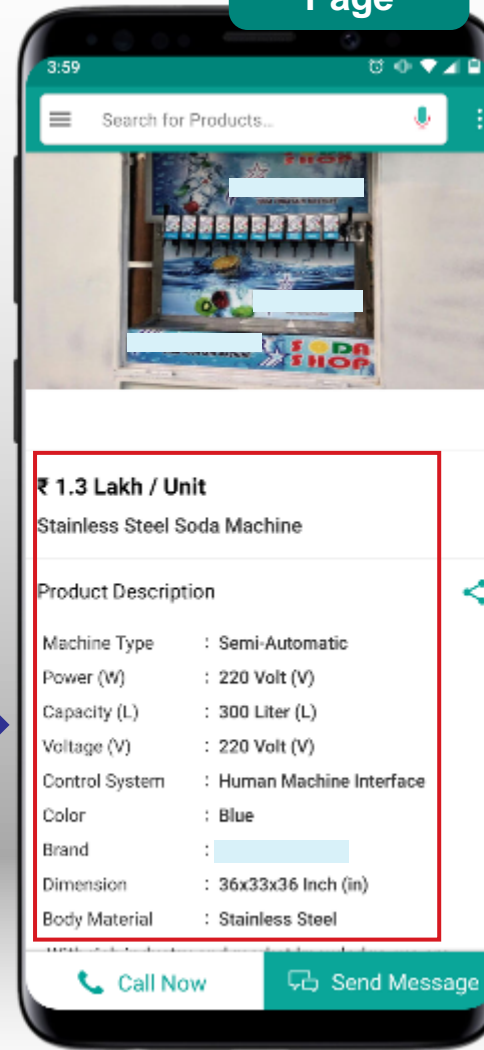
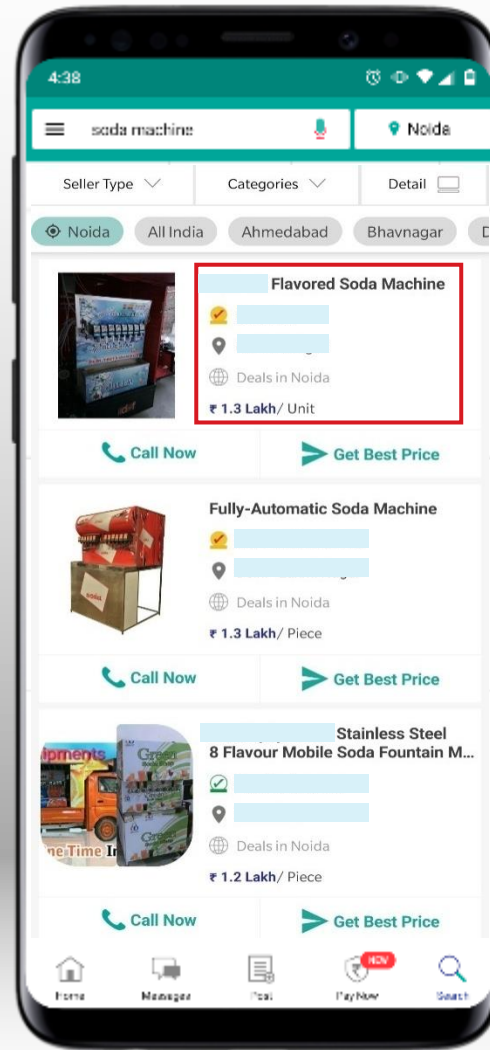


Buyer Journey

Search

Post Requirement

Product & Company
Details



Seller Journey

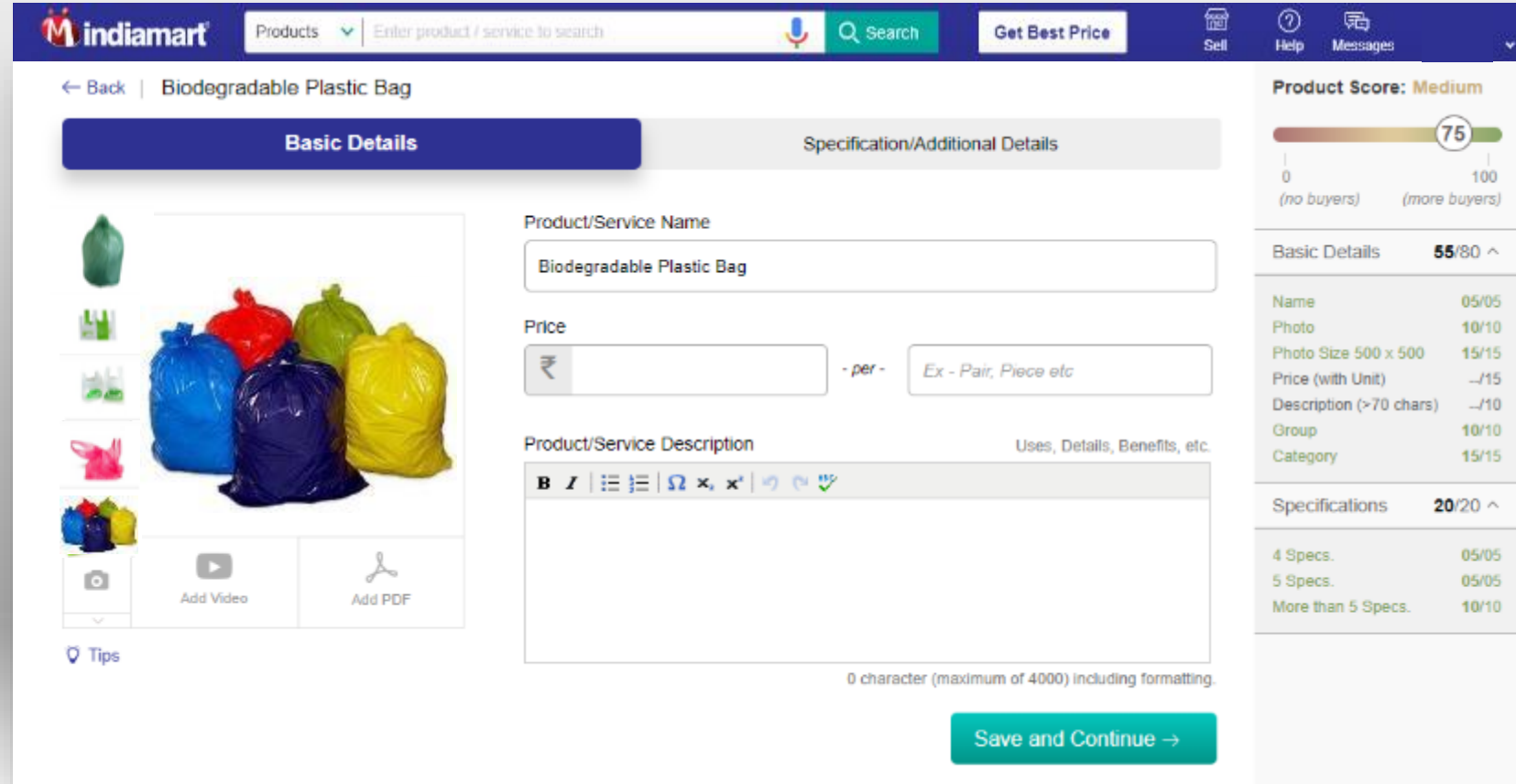
Content Management

BuyLeads

Lead Manager

Pay With IndiaMART

Add / Edit Products from here



indiamart® Products Enter product / service to search Search Get Best Price Sell Help Messages

← Back | Biodegradable Plastic Bag

Basic Details Specification/Additional Details

Product/Service Name
Biodegradable Plastic Bag

Price
₹ - per - Ex - Pair, Piece etc

Product/Service Description Uses, Details, Benefits, etc.
0 character (maximum of 4000) including formatting.

Product Score: **Medium**
75
0 (no buyers) 100 (more buyers)

Basic Details **55/80** ^

Name	05/05
Photo	10/10
Photo Size 500 x 500	15/15
Price (with Unit)	—/15
Description (>70 chars)	—/10
Group	10/10
Category	15/15

Specifications **20/20** ^

4 Specs.	05/05
5 Specs.	05/05
More than 5 Specs.	10/10

Save and Continue →



Seller Journey

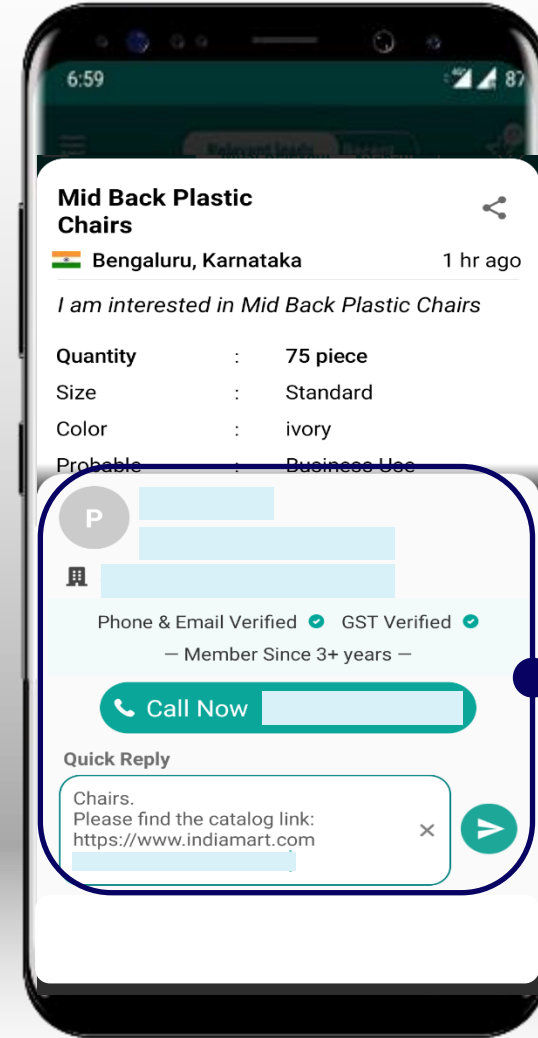
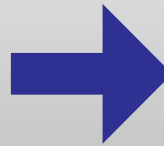
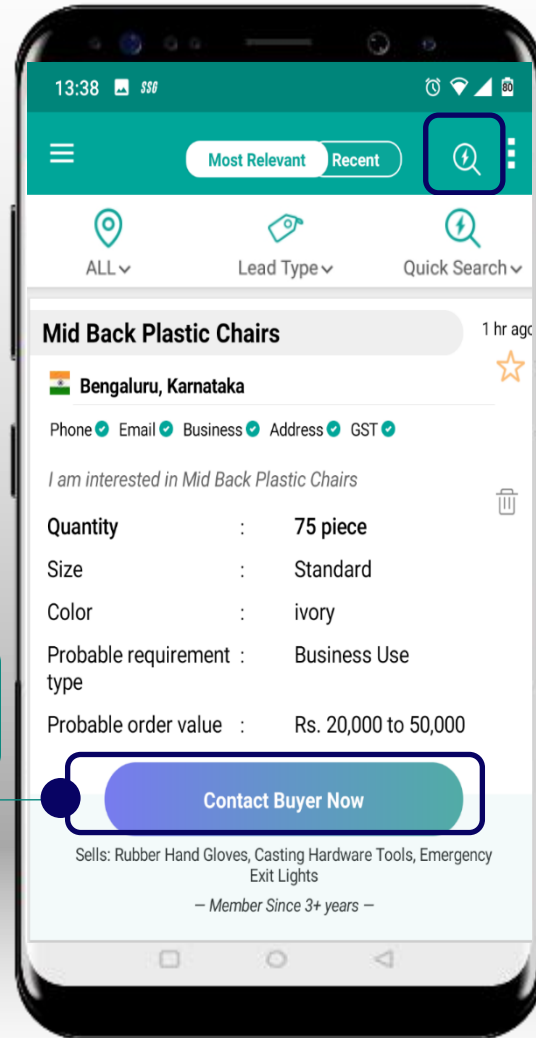
Content Management

BuyLeads

Lead Manager

Pay With IndiaMART

Click on Contact Buyer Now to
Select RFQ



Buyer Details
Available Post
BuyLead Purchase



Seller Journey

Content Management

BuyLeads

Lead Manager

Pay With IndiaMART

Direct Buyer Callback

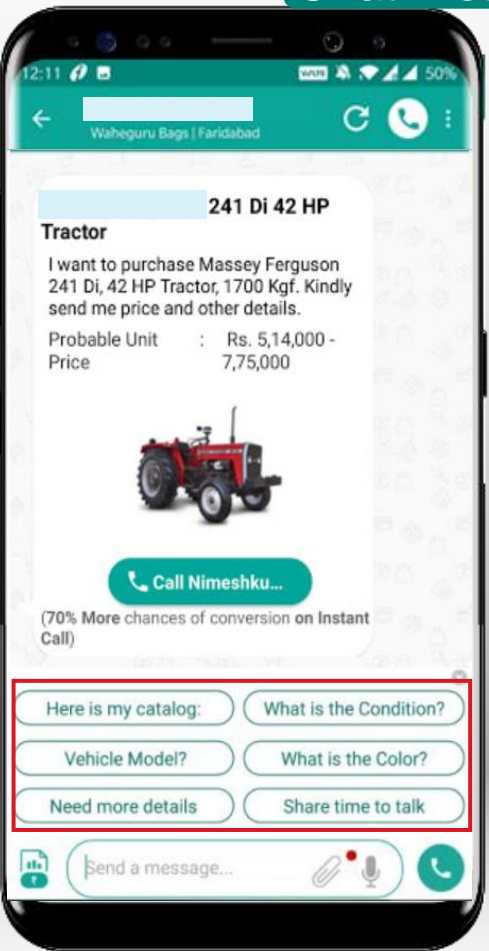
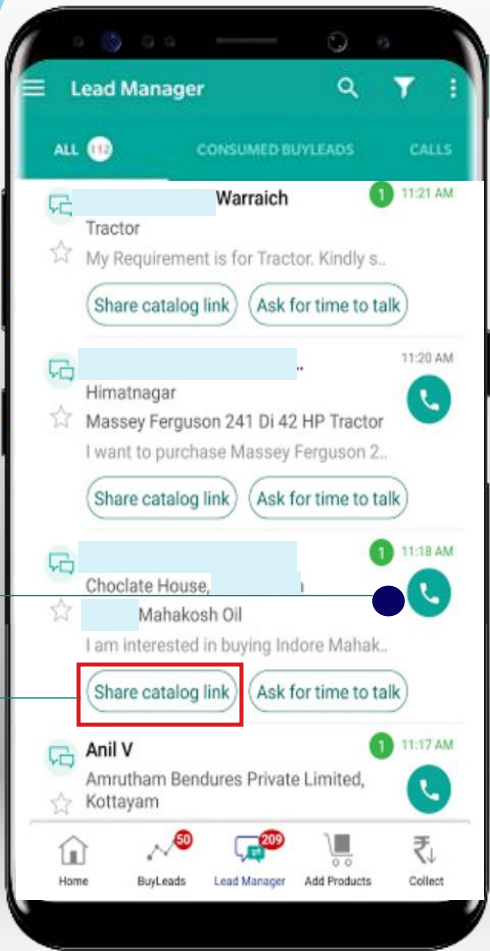
Share Link

Chat History

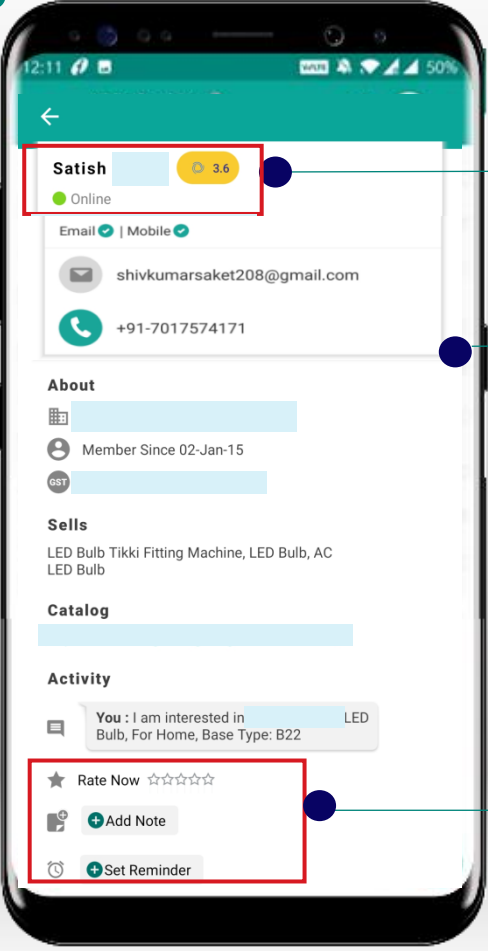
Reviews & Ratings

Call Option & Alerts

Add Notes, Set Reminders



AI-based Smart Reply



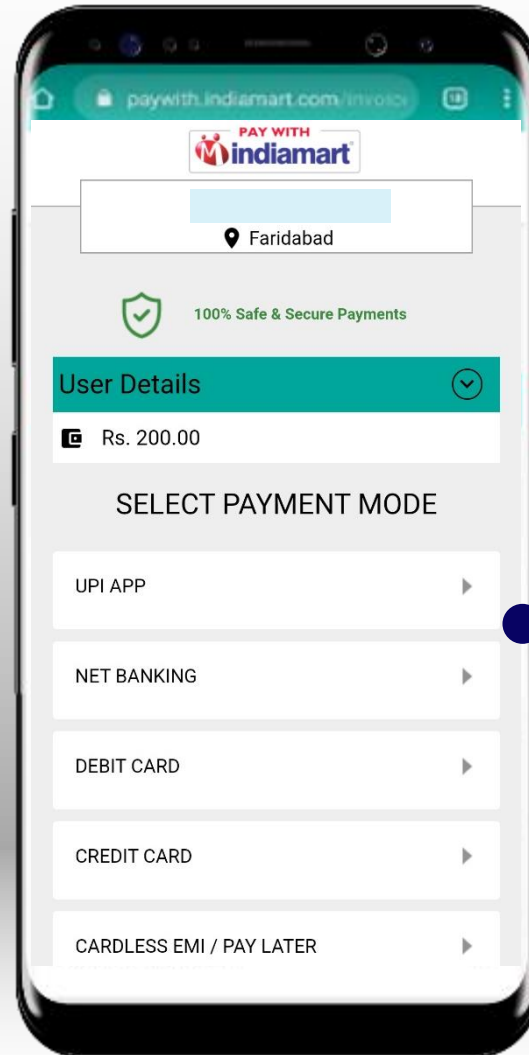
Seller Journey

Content Management

BuyLeads

Lead Manager

Pay With IndiaMART



Multiple Options



Subsidiaries, Associates & Investments

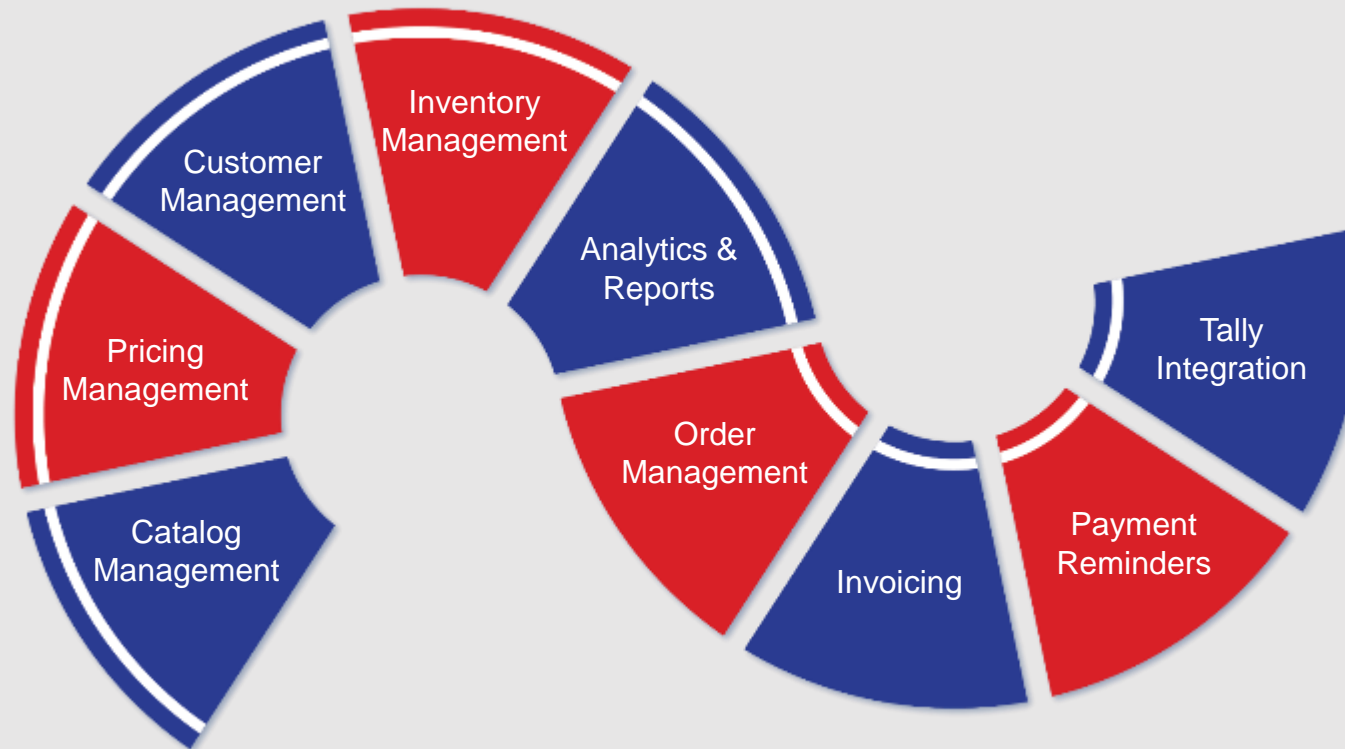
Pharmaceutical Drug &
Medical Care



Tolexo Online Private Limited (Pooraa)

pooraa

Pooraa brings a simple & easy-to-use system that helps manage business better while offering quality experience to customers



Pay With IndiaMART Private Limited



Facilitates online collections via various online modes such as credit / debit cards, UPI, Netbanking etc.



Robust Buyer Protection

Pay with IndiaMART and secure your payments



Buy Now, Pay At Ease

Buy from premium suppliers and pay in EMI
(Easy Monthly Instalments)



Multiple Payment Options

All major credit/debit cards, UPI, net banking and wallet options available



Strong Security

Buy from sellers across India with a secure payment network



An integrated business accounting and management software for MSMEs.



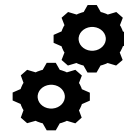
**Financial
Accounting**



**Inventory
Management**



**Scheme
Management**



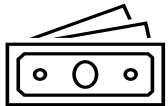
Production



Job Work



**Customer
Support**



**Payroll
Management**



**Indents &
Quotations**



**Analytics /
Reports**



**Enquiry
Management**



**Compliance
Management**



**Configurable
Invoicing**

A mobile-based business accounting software
for small businesses



Customised professional
GST Invoices



Stock/Inventory
Management



Auto data
backup



Critical business
reports and status



Paperless with
Vyapar Software



Receivable/
Payable



E-Way Bill
Generation



Online
Store

Legal tech platform that helps businesses in automating their legal workflows



Case Management

Live Case Tracking Alerts



SaaS enabled marketplace

Discover, hire relevant lawyers



Lawyer Performance

Based on past records, reviews



Docs Management

Document search & Analytics



IP Management

Patent/Trade mark tracking



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

T+1 Settlement



Disbursal within
24 hours

Collateral Free



Based upon
Buyer's past track
record

Competitive Rates

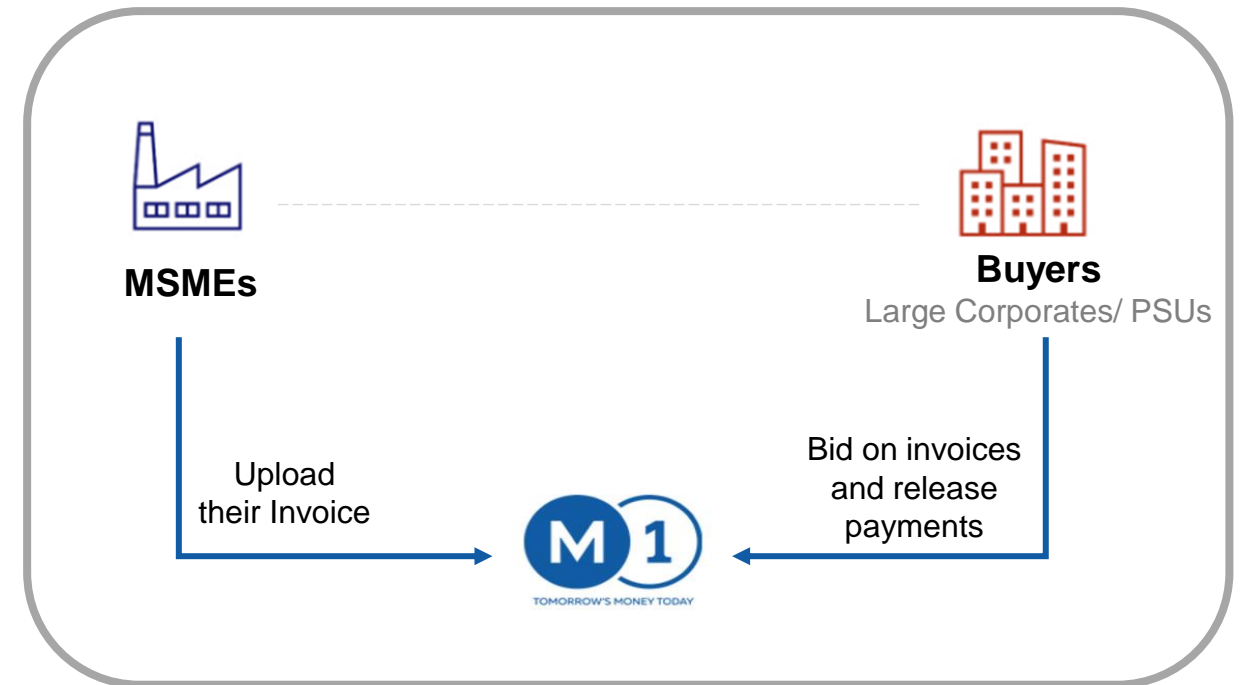


Financiers bid
on invoices

Digital Process

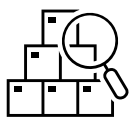


Easy &
Transparent
online process



Easy Ecom offers SaaS based commerce enablement solutions to merchants to allocate, track and reconcile inventory across online and offline sales channels

Warehouse and Inventory Management



- Supplier Management
- Automated PO Generation
- Wholesale Management
- Carrier Integration
- Point of Sale Management
- 3PL integration

Accounting Automation



- Real time ERP integration
- Automated Tax Report



Marketplace & Storefront Integration

Reconciliation

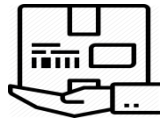


- Payment Reconciliation
- Inventory Reconciliation
- Return Reconciliation
- Margin Reconciliation



Used by millions every year to decide which events to go, in many cities across several countries

10 Times



**Leading B2B
Event Discovery Platform**

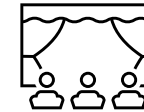


**Smart Event
Recommendation Engine**



**Global Event
Rating & Review System**

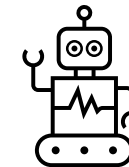
Floor



**Virtual Software to
host live events**



**Unique
Engagement Tools**



**Event Management
Automation**

Mobisy Technologies Private Limited



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



Retailer Automation



Distributor Automation



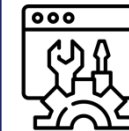
Advance Analytics



Salesforce Automation



Integration



Backoffice Management



SaaS solutions for automating shipping operations.



**Shipping
Automation**



Easier Accounting



Track & Notify



**Branded
tracking page**



**NDR
Management**



**Return & Refunds
Automation**



**Measure Customer
satisfaction**

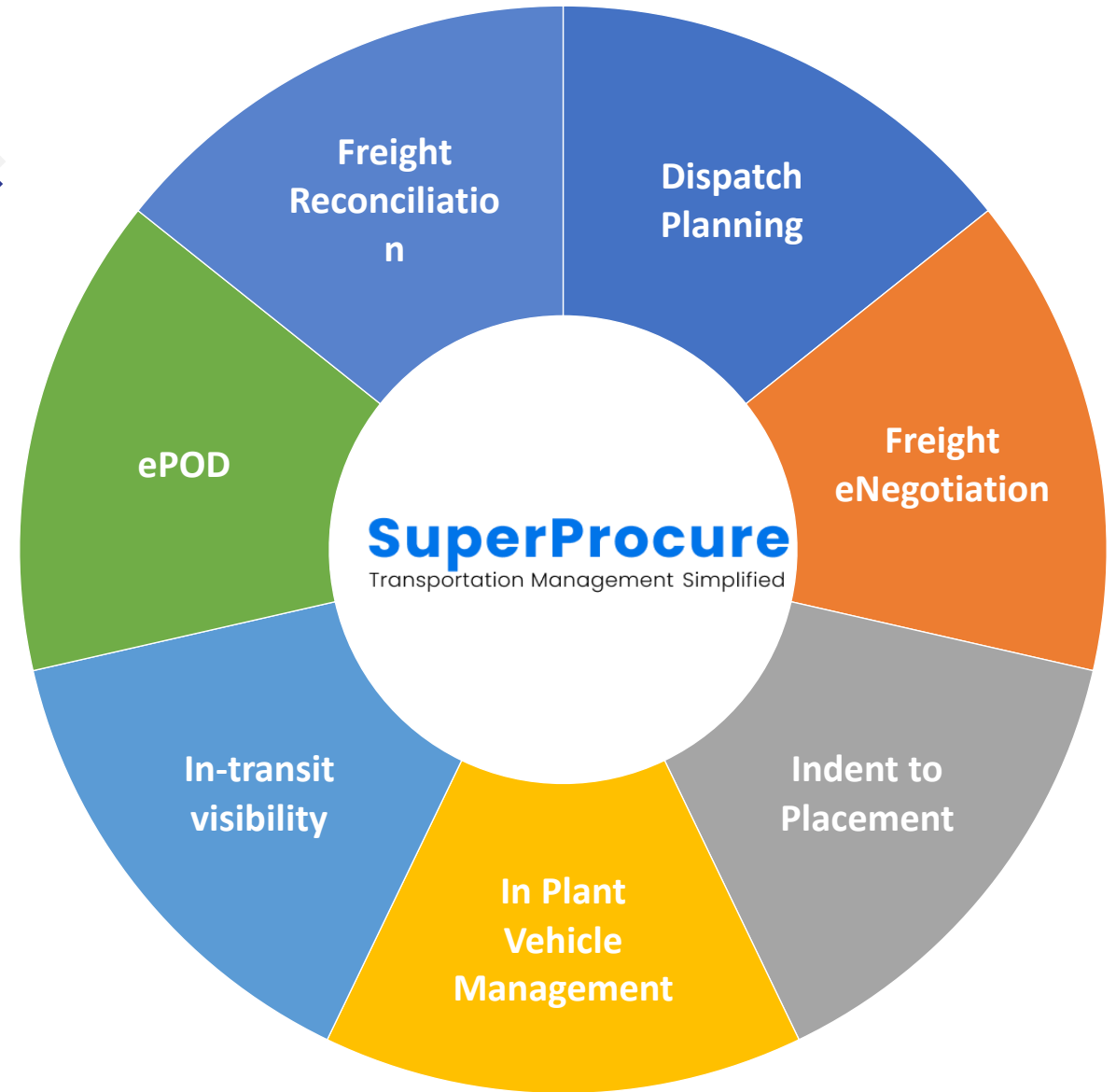


**Track delivery
performance**





TruckHall Private Limited

SaaS solution for digitising freight sourcing and dispatch monitoring

- Online market place for logistics industry
- Freight sourcing through Transparent bidding and Auction
- 5000+ verified transporters across Pan India
- Real Time alerts, dashboards and reports



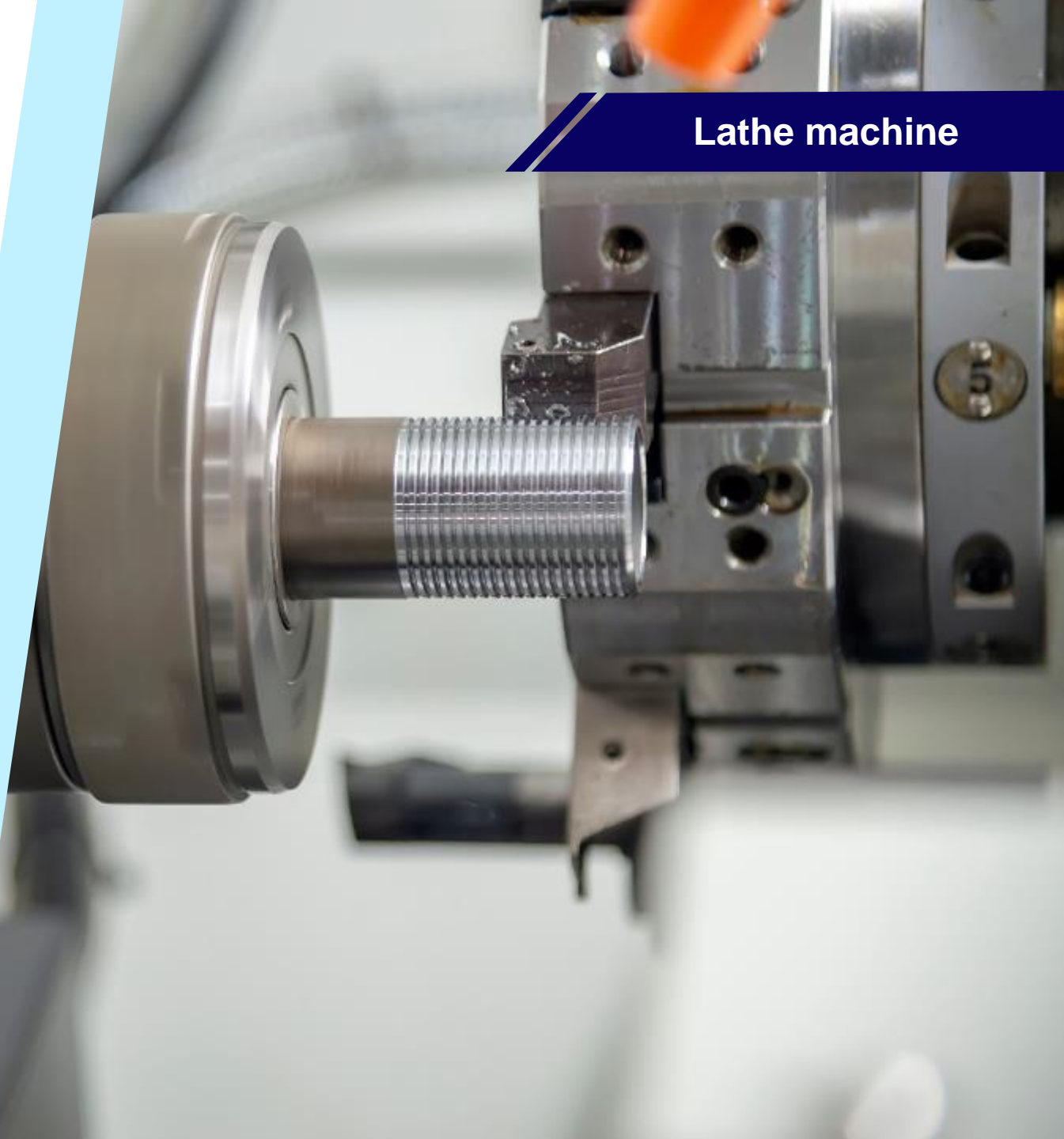
Aerchain is a Source to Pay platform helping enterprises optimize their procurement by leveraging Artificial Intelligence

 AERCHAIN SOURCE STRATEGIC SOURCING	 AERCHAIN BUY E-PROCUREMENT	 AERCHAIN PAY FINANCE & AP AUTOMATION	 AERCHAIN PLUS INTELLIGENT ADD-ONS
<ul style="list-style-type: none">• E-sourcing (RFX's)• E-bidding	<ul style="list-style-type: none">• Vendor portal for order management• Rate contracts	<ul style="list-style-type: none">• AP automation• Budgeting & Insights	<ul style="list-style-type: none">• Spend Analytics• Tail end spend automation










Team

Lathe machine



Senior Management Team

	Name	Qualification	Previous Experience
	Dinesh Agarwal <i>CEO</i>	B.Tech(HBTI),Kanpur	Founder(IndiaMART),HCL America, C-Dot,CMC
	Brijesh Agarwal <i>Whole time Director</i>	MBA, Lucknow University, PGDM New Delhi	Co-Founder, IndiaMart, Miebach Logistics India Pvt .Ltd.
	Prateek Chandra <i>CFO</i>	CA, B.Com(H),SRCC,DU	Bharat S. Rout & Co, EXL, HT Media
	Dinesh Gulati <i>COO</i>	B.Tech, (HBTI), MBA (FMS,DU)	Kodak India Ltd, Bharti Airtel , Reliance Infocomm, Indian Express
	Amarinder S. Dhaliwal <i>CPO</i>	B.Tech(IIT Delhi),MBA(IIM A)	Micromax, BCCL, IMES internet, SBI Capital Markets
	Vivek Agrawal <i>CIO</i>	B.Tech(MDU),PGDM(FSM,Delhi)	ResearchCo Reprints,eBIZ.com
	Manoj Bhargava <i>GC & Compliance Officer</i>	BCom(H),LLB(DU), LLM (IP Univ. Delhi),CS	HT Media Ltd., Varun Beverages Ltd., Barista Coffee Company Ltd., India Today Group



Independent and Non-Executive Directors



Vivek Narayan Gour

Independent Director

Education

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

Industry experience

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



Rajesh Sawhney

Independent Director

Education

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

Industry experience

- Reliance Entertainment Limited



Elizabeth Lucy Chapman

Independent Director

Education

- Chartered Financial Analyst and a Bachelor's degree from Edinburgh University, United Kingdom

Industry experience

- DBS Bank Limited, Goldman Sachs International, The Welcome Trust Limited, Nahar Credits Private Limited



Dhruv Prakash

Non-executive Director

Education

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

Industry experience

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



Stronger Together

3,229 Employees

27% Employees with 5+ years

~ 22% Females

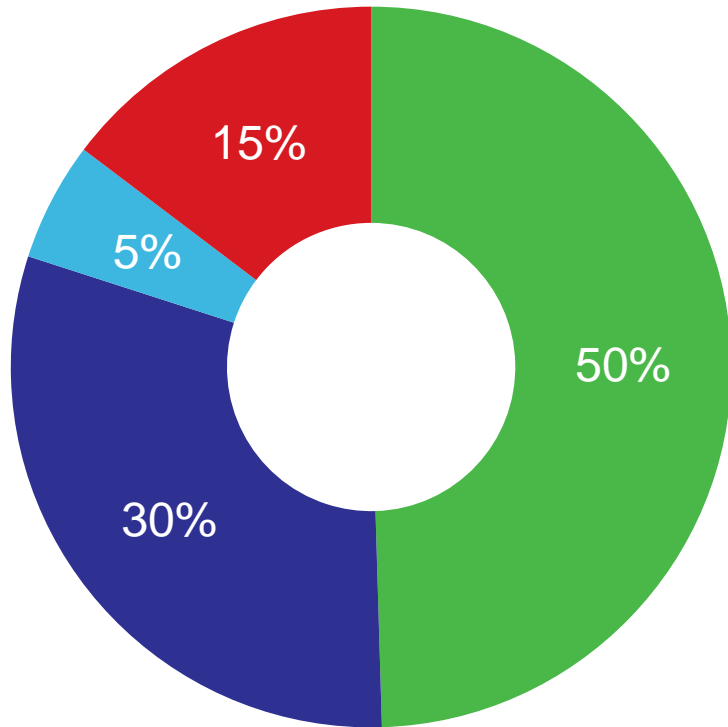


Note: Figures as of December 31, 2021; Figures have been rounded off

IndiaMART InterMESH Ltd

Shareholding Pattern

Total Equity Shares Outstanding as on December 31, 2021 – 30,564,574



- 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

- Arisaig Asia Consumer Fund Limited
- Westbridge Crossover Fund, LLC
- Arisaig Global Emerging Markets Consumer Fund (Singapore) Pte. Ltd.
- UTI Flexi Cap Fund
- Artisan International Small-Mid Fund
- Pinebridge Global Funds – Pinebridge India Equity Fund



Note: The figures are approximations

IndiaMART InterMESH Ltd



Thank You

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

CIN :

L74899DL1999PLC101534

