indiamart

IndiaMART InterMESH Ltd.
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July 21, 2026

To,

BSE Limited
(BSE: 542726)

National Stock Exchange of India Limited
(NSE: INDIAMART)

Subject: Investor Presentation on the Audited Consolidated and Standalone Financial Results of the Company for the quarter ended June 30, 2026

Dear Sir/Madam,

Pursuant to Regulation 30 of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, please find enclosed herewith Investor Presentation on Audited Consolidated and Standalone Financial Results of the Company for the quarter ended June 30, 2026.

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
Digitally signed by Vasudha Bagri
Date: 2026.07.21 15:33:54 +05'30'

(Vasudha Bagri)
Compliance Officer
Membership No: A28500

Encl: As above

indiamart®

Make Doing Business Easy

Earnings Presentation

QUARTER ENDED
JUNE 30, 2026

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

Map not to scale

Table of Contents

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

Highlights Q1FY27

Q1 FY27 Results Overview (Consolidated)

Revenue from Operations

414 Cr

11% YoY

Collections

463 Cr

8% YoY

Deferred Revenue

2,014 Cr

16% YoY

EBITDA

146 Cr

35% Margin

10% YoY

Net Profit

172 Cr

33% Margin

12% YoY

Cash Flow from Operations

163 Cr

35% of Collections

2% YoY

Q1 FY27 Results Overview (Standalone)

Revenue from Operations	Collections	Deferred Revenue
376 Cr	**402 Cr**	**1,858 Cr**
9% YoY	8% YoY	14% YoY

EBITDA	Net Profit	Cash Flow from Operations
149 Cr	**176 Cr**	**153 Cr**
40% Margin	38% Margin	38% of Collections
11% YoY	6% YoY	6% YoY

Q1 FY27 Operational Performance (Standalone)

Paying Suppliers

218 K

0% YoY

Indian Supplier Storefronts

8.8 Mn

5% YoY

Active Buyers[1]

41 Mn

5% YoY

Annualised Revenue Per Paying Supplier

₹ 69 K

9% YoY

Live Product Listings

132 Mn

8% YoY

Unique Business Enquiries

26 Mn

11% YoY

1,852 paying suppliers declined this quarter

1) Last 12 Months

Q1 FY27 Results Overview (Busy)

Revenue from Operations

36 Cr

↑ **47**% YoY

Billing

59 Cr

↑ **10**% YoY

Deferred Revenue & Advances

146 Cr

↑ **44**% YoY

EBITDA

3 Cr

Net Profit

6 Cr

Cash Flow from Operations

16 Cr

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

Buyers

- Diverse set of products & suppliers
- Multimodal Search
- AI driven matchmaking
- Product Specifications
- Reviews & Ratings
- Price discovery
- Conversational commerce

Suppliers

- Web storefront
- RFQ – BuyLead
- Cloud Telephony – PNS
- CRM – Lead Manager
- Accounting solutions
- Business enablement - SaaS
- Logistics SaaS

Well Diversified Across ~98000 Categories

Construction & Building Raw Material
8%

Industrial Plants, Machinery & Equipment
7%

Construction Machinery, Building Supplies & Services
6%

Electrical Equipment & Supplies
5%

Consumer Electronics & Household Appliances
5%

Apparel, Clothing & Garments
5%

Packaging Material, Supplies & Machines
5%

Industrial & Engineering Products, Spares & Supplies
4%

Vegetables, Fruits, Grains, Dairy & Other FMCG & Groceries
4%

Mechanical Components & Parts
3%

Housewares, Home Appliances, Household Decorations & Consumables
3%

Operation Theater, Medical Imaging & Pathology & Hospital Supplies
3%

Pharmaceutical Drugs, Medicines, Vitamins & Other Products
2%

Kitchen Containers, Utensils, Cookware, & Other Products
2%

Chemicals, Dyes & Allied Products
2%

Fertilizers, Seeds, Agro Machines, Poultry & Animal Husbandry
2%

Furniture, Furniture Supplies & Furniture Hardware
2%

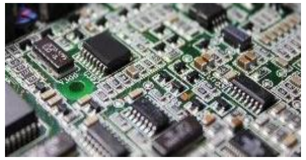
Scientific, Measuring, Laboratory Instruments & Supplies
2%

Cosmetics, Toiletries & Personal Care Products
2%

Gifts, Crafts , Antique & Handmade Decorative
2%

Automobiles, Spare Parts & Accessories
2%

Tools, Machine Tools, Power Tools & Hand Tools
2%



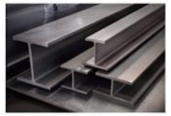
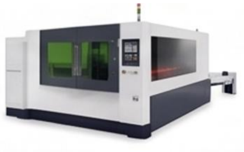
Electronics Components & Supplies
2%

Sports Goods, Games, Toys & Accessories
1%

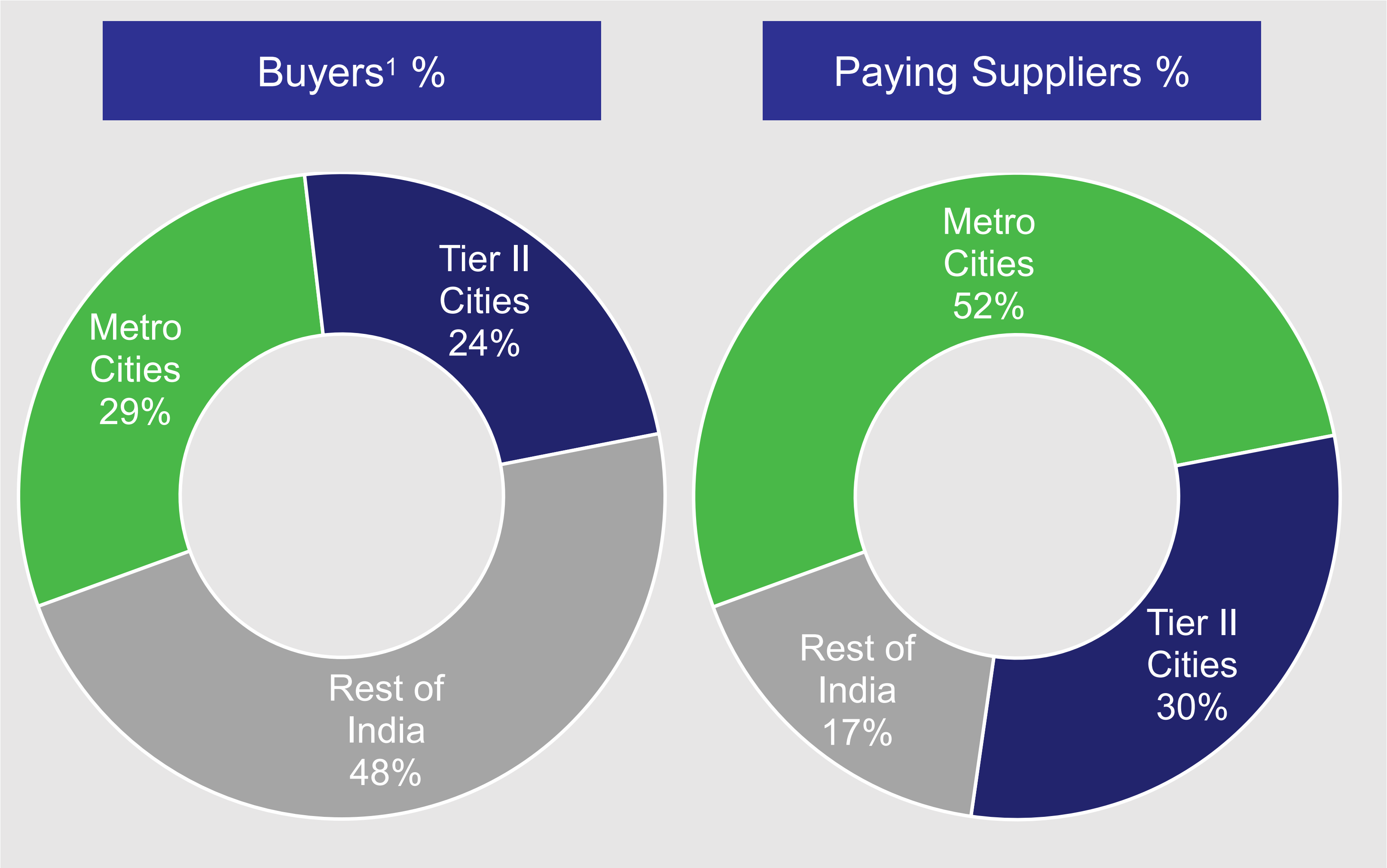
57 Industries | **132 Mn Products**

1) % above are for total paying supplier, as on June 30, 2026

End-To-End Value Chain Discovery – Plastic Recycling Machine

Raw Material	Machinery	Components	Final Product
Steel Beams and Plates 	Laser Metal Cutter 	Shredder Blade 	
Bronze Flats 	Hydraulic Press Brake 	Heavy Torque Gear Motor 	
Ceramic Fibre Insulation 	CNC Machine 	Extruder Screw Barrels 	

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)

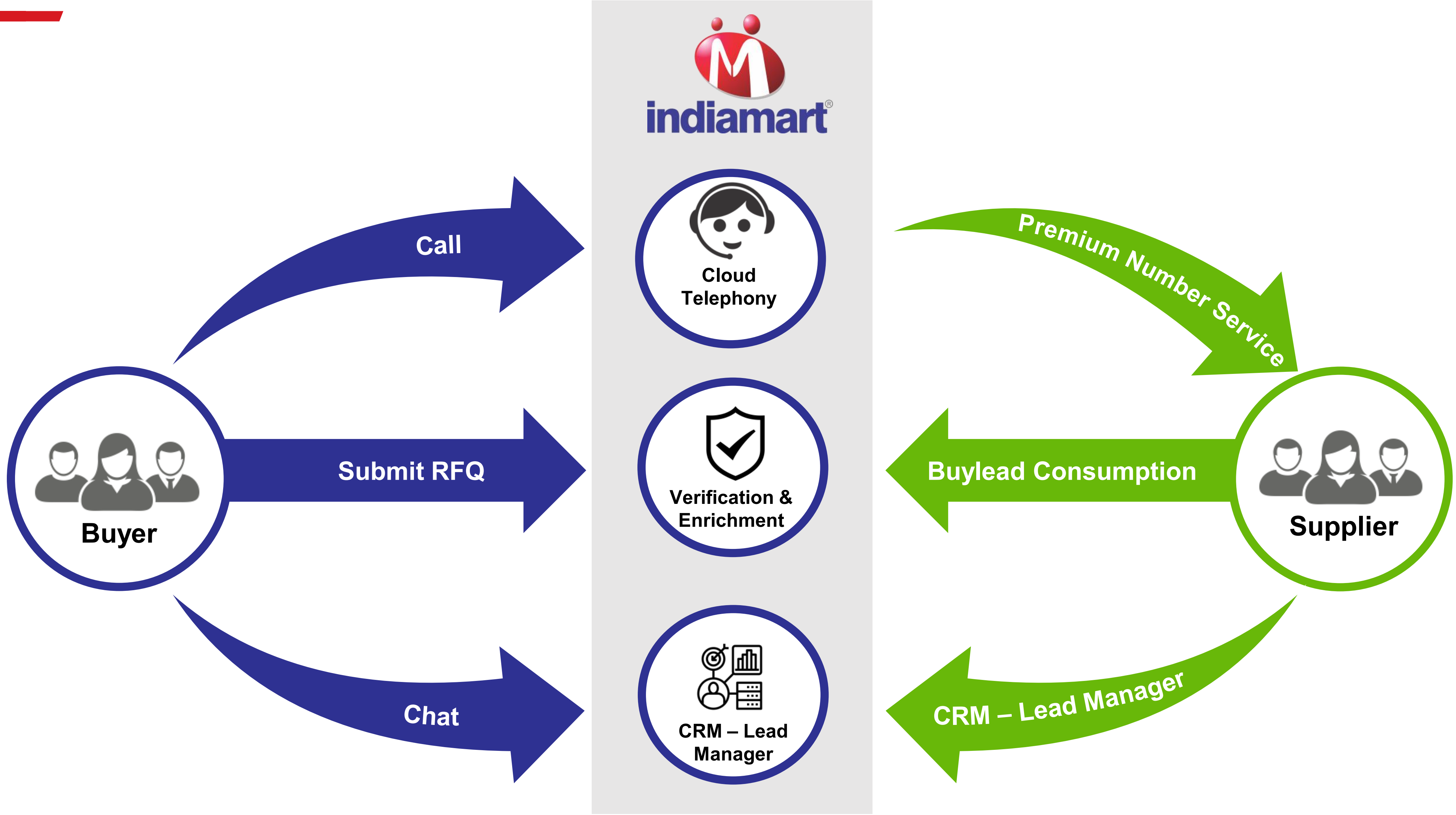
Population <500,000

~ 5,400 Sales & Servicing team

~100 Channel Sales Partner Locations

1) Basis aggregate buyers who have submitted enquiries during the last 5 years
2) Figures as on March 31, 2026
3) Population as per 2011 census

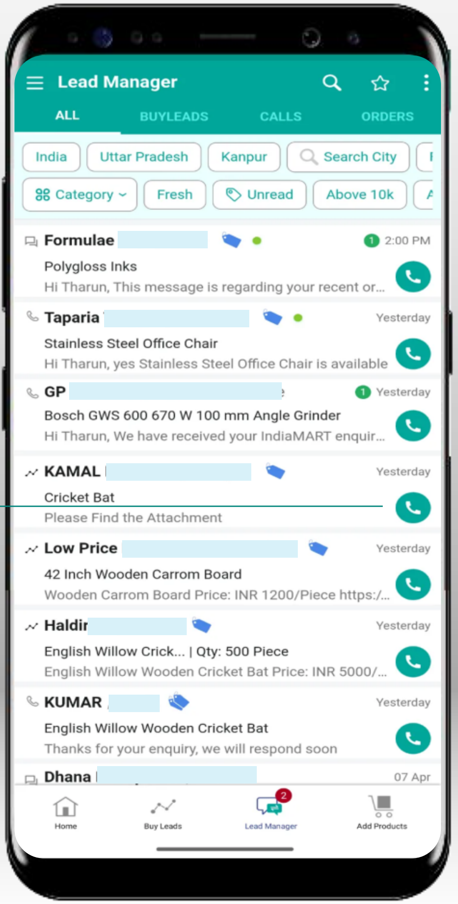
2-way Discovery Marketplace

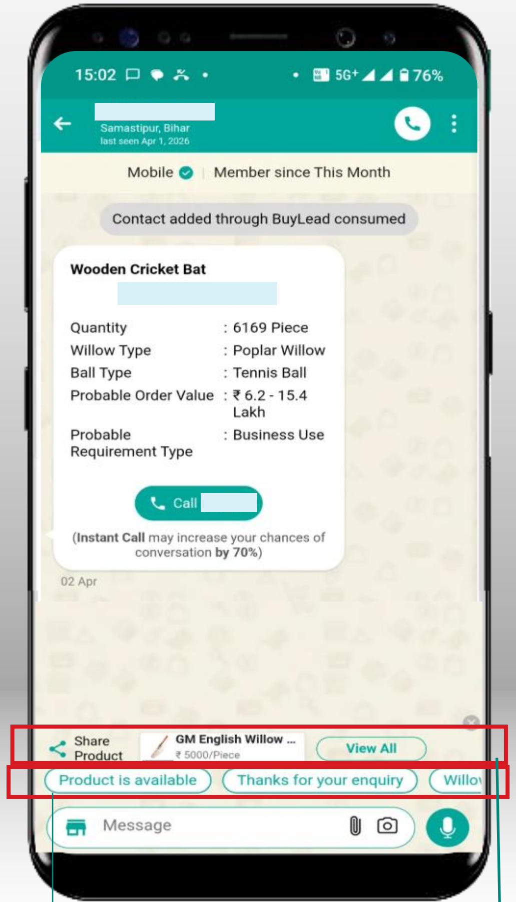


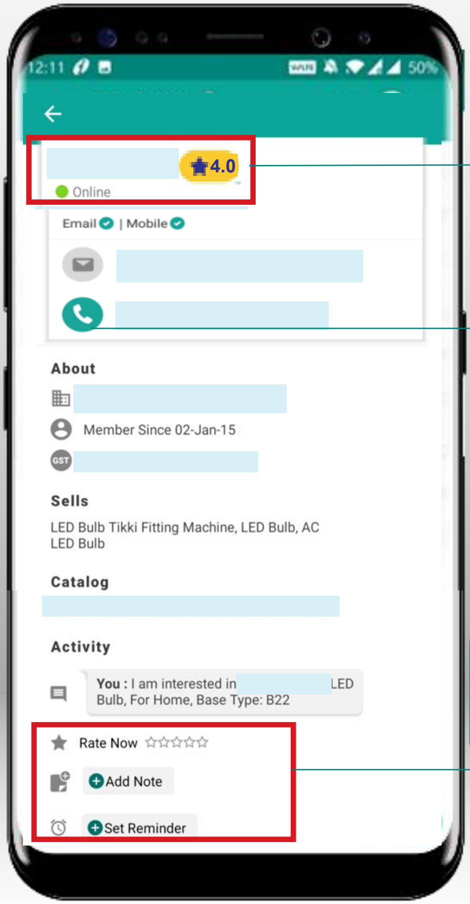
CRM – Lead Manager & Conversational Commerce

~146 mn Replies[1] & Callbacks[2] during Q1 FY27

Direct Buyer Callback







Reviews & Ratings

Call Option & Alerts

Add Notes, Set Reminders

AI-based Smart Reply

One Tap Product Sharing

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

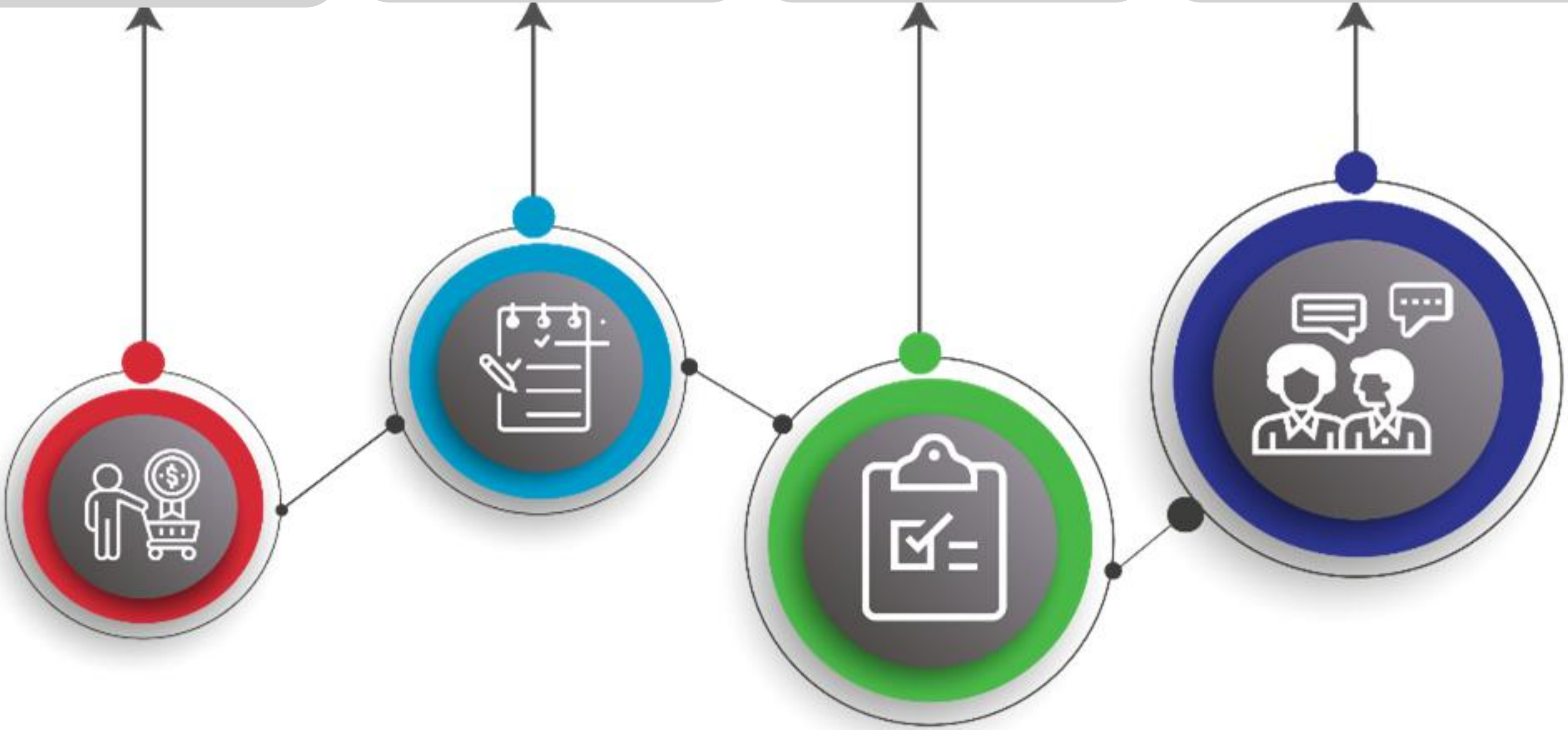
How RFQ / BuyLead Works

Buyer Submits Industry Specific RFQ

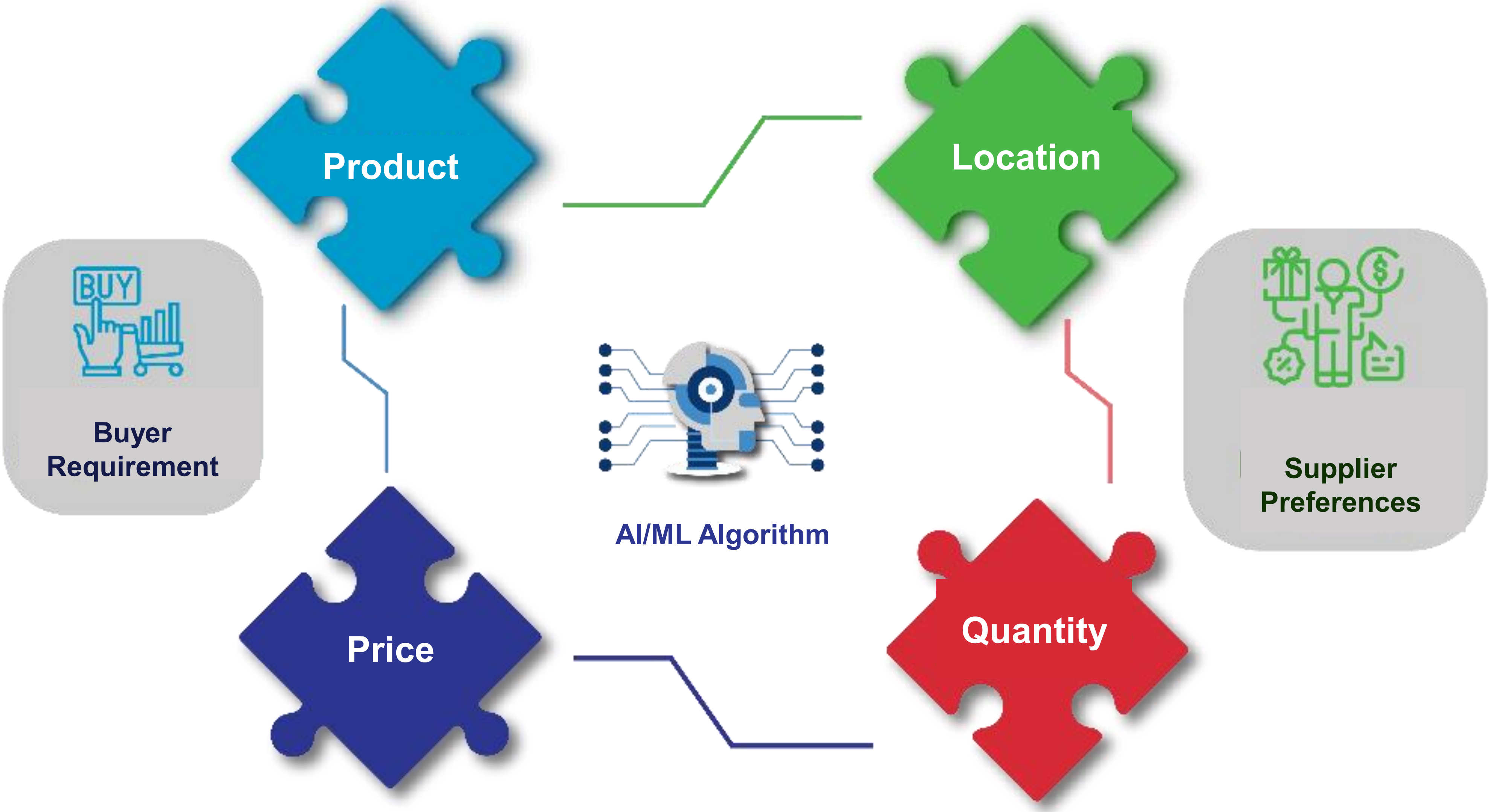
AI-driven Enrichment & Matchmaking

RFQ Selection by Supplier

Buyer Supplier Interaction through CRM – Lead Manager

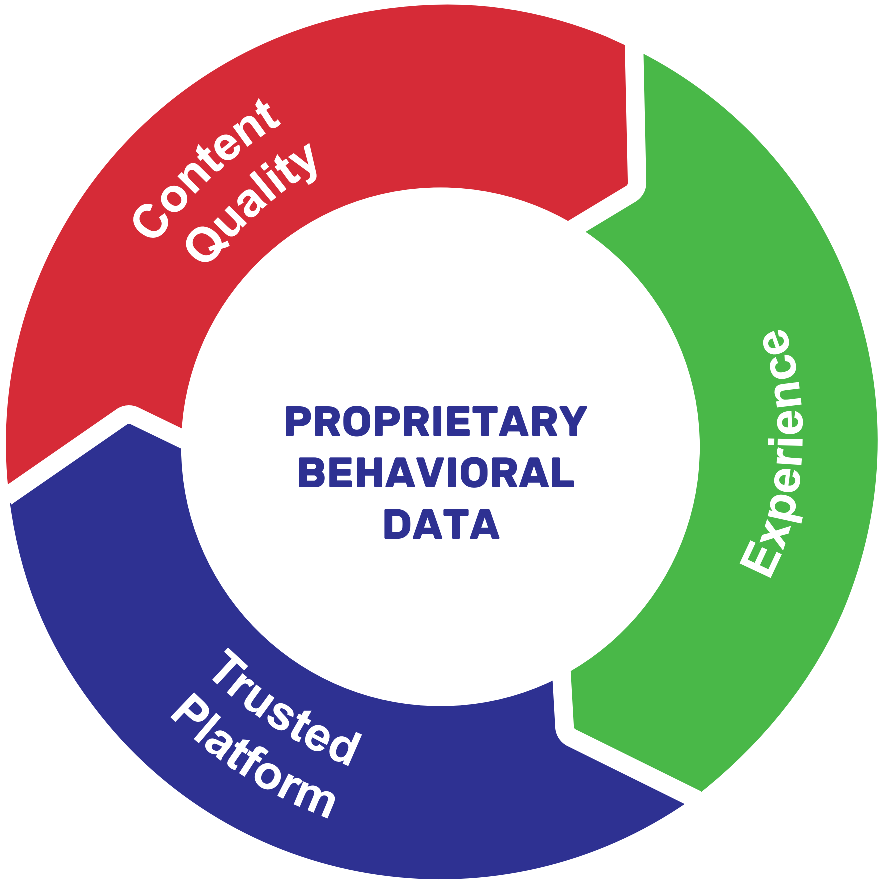


Behavioral Data Driven Algorithmic Matchmaking



Leveraging AI: Enhancing User Experience

Product Category Intelligence
Data Insights & Analytics

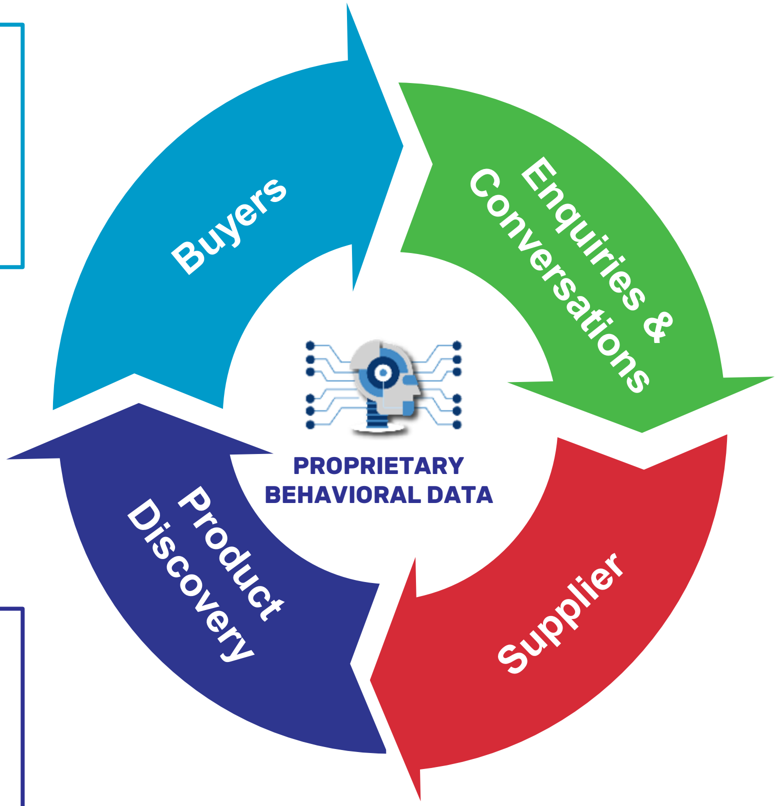


Contextual User Experience
Multimodal & Multilingual Search

Content Moderation
Systemic User Verification

Key Competitive Strengths – Brand & Network Effect

- 58% Repeat Buyers[2]
- 38% Suppliers are Buyers
- 4.8 Play Store Rating



- 26 Mn Unique Business Enquiries[1]
- 146 Mn Replies & Callbacks[1]
- RFQ selection

- 132 Mn Listed Products
- Product specifications
- Pricing, photos & videos

- 8.8 Mn Suppliers
- 218K Paying Suppliers
- Reviews & Ratings

Figures as of June 30, 2026
1) Figures for Q1 FY27
2) Calculated for 90 days

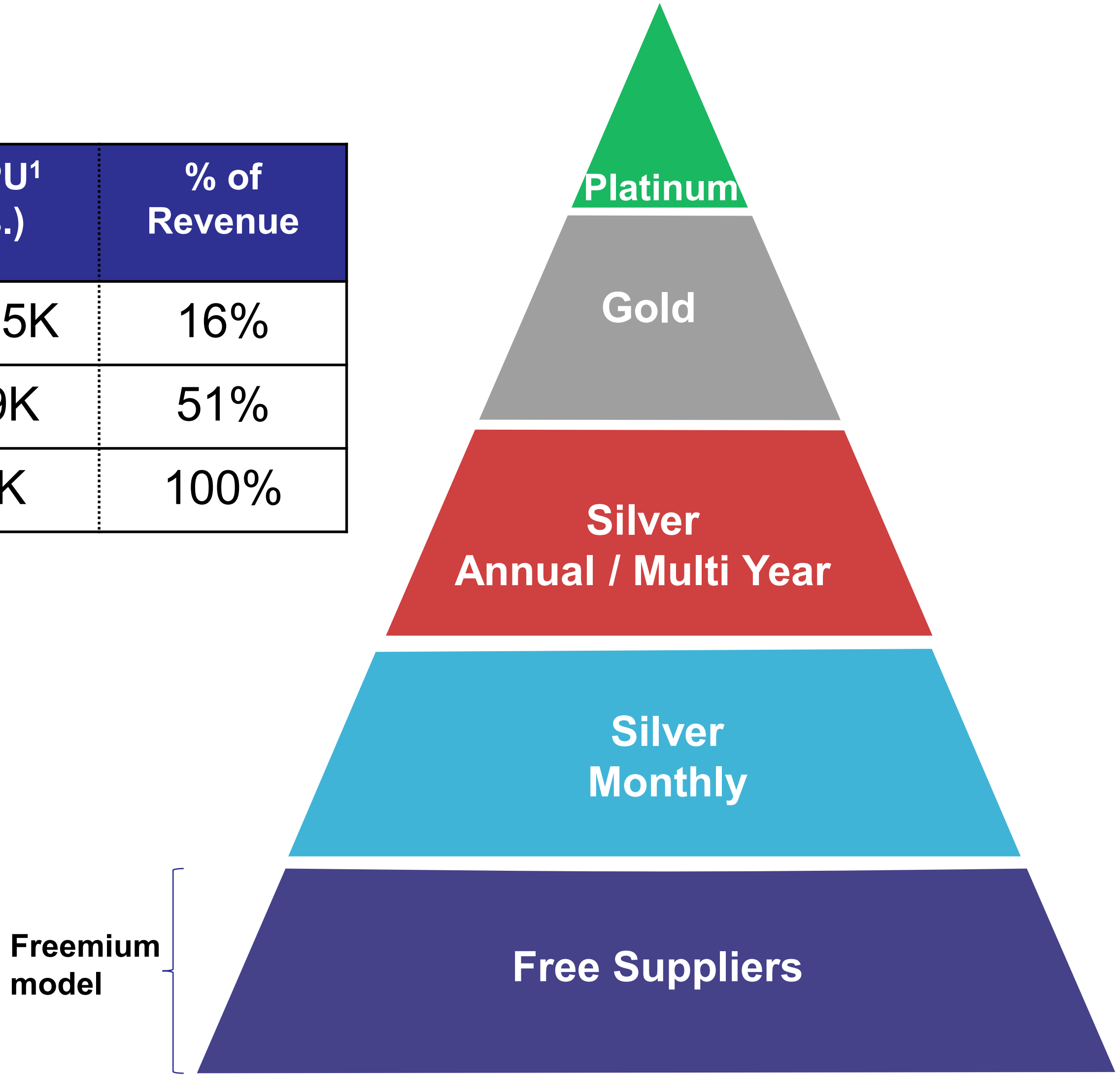
Trusted Ecosystem

TRUST SEAL indiamart®

Verified Seller	Payment Protection	Verified Buyer
Know your Seller	Verified Bank Accounts	GST & Identity Verification
Enabling Trusted Commerce	Secure Transactions	Credible Business Opportunities

ROI-driven, Subscription Based Revenue Model & RFQ Quota

Paying suppliers	ARPU[1] (Rs.)	% of Revenue
Top 1% ~2K	1,135K	16%
Top 10% ~22K	349K	51%
218K	69K	100%



Key Offerings

- Web Storefront
- Cloud Telephony – PNS
- Priority Listing
- RFQ Selection Credits - BuyLead
- CRM – Lead Manager
- Buyer Profile

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 – 1 to 2 Weekly – 14 to 30; Platinum: Daily - 1 to 4 Weekly - 30 to 100

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Constant Innovation & Technology Focus

- 2009 Request for Quotation – BuyLead
- 2010 Cloud Telephony – PNS
- 2013 Price Discovery
- 2015 Behavioral Matchmaking
- 2018 CRM – Lead Manager
- 2019 Voice & Multi-Language Search
- 2022 Accounting Software
- 2023 AI Chatbot
- 2024 Photo Search
- 2025 AI Voice Agents

Strategic Outlook

Core SME Business

- Keep expanding buyer & supplier network

Brands Strategy

- Focus on large & medium enterprises

Improve Engagement

- Commerce enablement
- Fintech & accounting
- Business enablement SaaS

Journey Towards Commerce & Business Enablement

Enablement of Commerce

Discovery	Conversation	Commerce
Products Specifications & Prices	Buyer & Supplier Negotiations	Credit Facilitation
Photos / Videos	Customer History & Reminder	Logistics / Tracking
Reviews & Ratings	Quotations & Invoicing	Business Enablement

Business Enablement

- Accounting / Invoicing
- Inventory Management
- Distributor Management
- HRMS
- Order Management
- Receivables Management
- Procurement Management
- Compliance

Accounting - Strategic Fit for IndiaMART

- Business Necessity
- High Customer Stickiness
- Large & Growing Market
- Subscription based Revenue Model

~ Rs. 730 crores invested in Accounting space

Represents opportunities available for IndiaMART

Investments in Accounting

~ 1 Mn businesses

Client Enterprises Served: Large / Medium / Small

Service Delivery Model: Mobile First / Cloud / Traditional On-Premise

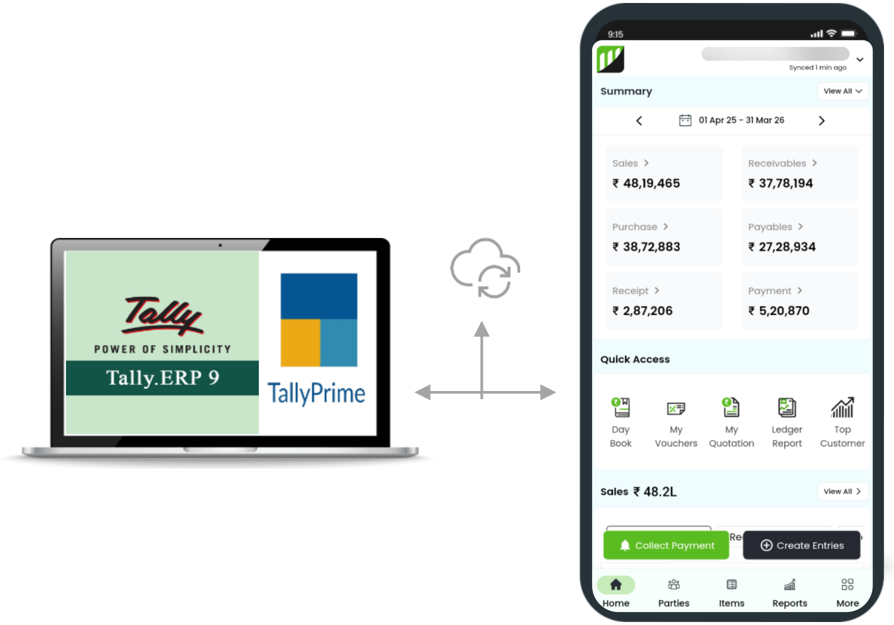
Client Enterprises Served	Mobile First	Cloud	Traditional On-Premise
Large		REALBOOKS Business Intelligence Redefined 26%*	Busy BUSINESS ACCOUNTING SOFTWARE an indiamart company 100%*
Medium			
Small	Vyapar 28.6%*		

~ 6 Mn[1] businesses on Tally

Live Keeping® an indiamart Company

Provide mobile & cloud functionality to Tally users

100%*



1) Source Media reports

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*IndiaMART Holding

Other Strategic Investments

Company	Business	Stake
fleetx	Logistics Tracking	22.2%
IDfy	ID Verification & Fraud Detection	10.3%
BIZOM	Distribution & Salesforce Management	32.5%
M1	Invoice Discounting & Factoring	9.6%
industrybuying	Vertical Commerce	18.7%
SuperProcure	Transport Management	34.5%
AERCHAIN	Autonomous Procurement Platform	23.2%
EASYECOM	Inventory & Warehouse Management	26%
Zimyo	HR Tech	10%
LEGISTIFY	Legal Tech Platform	14.2%
PM	Supply Chain Solutions	13.1%

IndiaMART Holding

Investment Portfolio

Investee Company		Brand Name (clickable link)	Total Investment[1] (in Crore)	Shareholding Aggregate (%)
Subsidiaries				
1	Busy Infotech	Busy	509	100.0%
2	Livekeeping Technologies	Live Keeping	103	100.0%
Strategic Investments				
1	Fleetx Technologies	fleetx	161	22.2%
2	IB MonotaRO	industrybuying	118	18.7%
3	Baldor Technologies	IDfy	113	10.3%
4	Simply Vyapar Apps	Vyapar	108	28.6%
5	Mobisy Technologies	BIZOM	72	32.5%
6	Mynd Solutions	M1	53	9.6%
7	Truckhall	SuperProcure	38	34.5%
8	Agillos E-Commerce	AERCHAIN	26	23.2%
9	Edgewise Technologies	EASYECOM	18	26.0%
10	Zimyo Consulting	Zimyo	17	10.0%
11	Adansa Solutions	REALBOOKS	14	26.0%
12	Legistify Services	LEGISTIFY	9	14.2%
13	Instant Procurement Services	PM	1	13.1%

1) At Cost

Plastic Injection Molding Machine

Operational Performance (Standalone)

Operational Metrics

(Figures in Millions, unless otherwise mentioned)

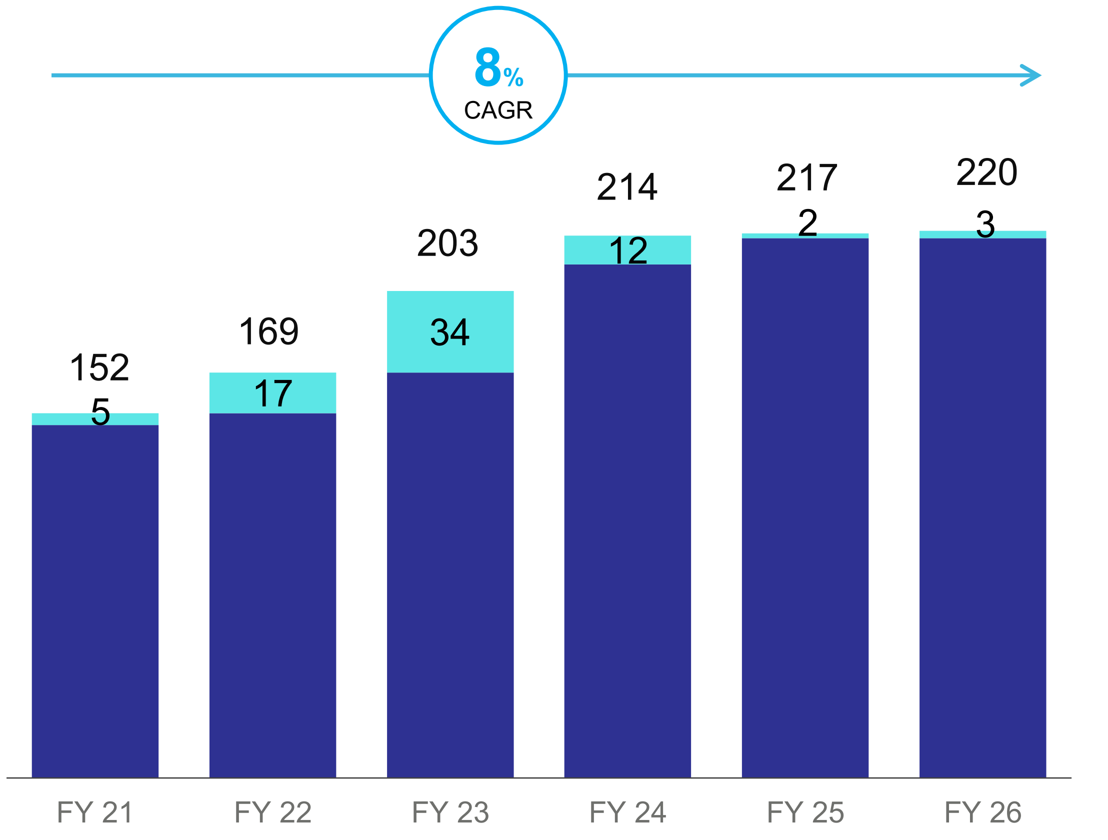
Q4FY26	Q1FY27	YoY	Particulars	FY21	FY22	FY23	FY24	FY25	FY26	CAGR 5 Year	CAGR 3 Year
230	234	9%	Registered Buyers	125	149	170	194	211	230	13%	10%
41	41	(5%)	Active Buyers - Last 12 Months	35	38	37	39	43	41	3%	4%
27	26	(11%)	Unique Business Enquiries	96	97	88	93	106	114	4%	9%
86	85	(13%)	Business Enquiries Delivered	610	550	479	520	458	370	(10%)	(8%)
8.7	8.8	5%	Indian Supplier Storefronts	6.5	7.1	7.5	7.9	8.4	8.7	6%	5%
129	132	8%	Live Product Listings	72	83	95	108	119	129	12%	11%
220	218	0%	Paying Suppliers*	152	169	203	214	217	220	8%	3%
67	69	9%	ARPU*	44	44	46	53	61	66	9%	12%
333	349	10%	Top 10% ARPU*	181	194	214	247	289	321	12%	15%
6,222	6,066	(4%)	Employees (Nos)	2,701	3,672	4,583	5,384	6,102	6,222	18%	11%

* Figures in Thousand

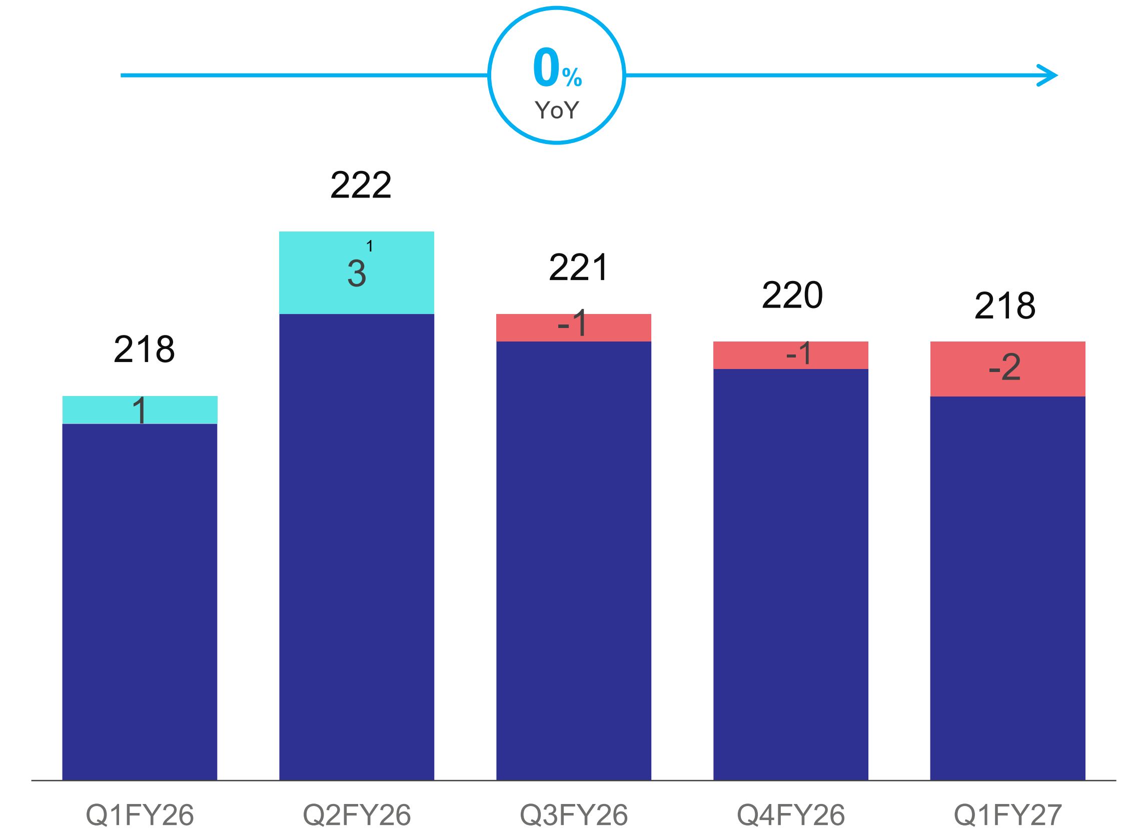
Paying Suppliers

(Figures in Thousand)

Yearly trends



Quarterly trends



	FY 21	FY 22	FY 23	FY 24	FY 25	FY 26	Q1FY26	Q2FY26	Q3FY26	Q4FY26	Q1FY27
ARPU	44	44	46	53	61	66	64	65	67	67	69

Net Addition/ Reduction

1) Excludes a one-time benefit of around 1.2K due to simplification of onboarding process for silver subscription packages. Total net additions for Q2FY26 are 4K

Financial Performance

Consolidated Section

Financial Performance – Consolidated

(₹ in Crore)

Q4FY26	Q1FY27	YoY	Financial Metrics	FY21	FY22	FY23	FY24	FY25	FY26	CAGR 5 Year	CAGR 3 Year
404	**414**	**11%**	**Revenue from Operations**	**670**	**753**	**985**	**1,197**	**1,388**	**1,569**	**19%**	**17%**
(34)	107	15%	Other Income[1]	87	112	181	211	272	204		
370	**521**	**12%**	**Total Income**	**756**	**866**	**1,166**	**1,407**	**1,661**	**1,773**	**19%**	**15%**
178	174	8%	Manpower Cost	205	268	425	544	601	693	28%	18%
94	94		Other Expenses[2]	136	178	293	321	265	346		
272	**268**	**12%**	**Total Expenses**	**341**	**446**	**718**	**865**	**866**	**1,039**	**25%**	**13%**
133	**146**	**10%**	**EBITDA**	**328**	**308**	**268**	**331**	**523**	**530**	**10%**	**26%**
33%	*35%*		*EBITDA Margin(%)*	*49%*	*41%*	*27%*	*28%*	*38%*	*34%*		
49	81		Others[3]	135	122	165	208	245	259		
50	**172**	**12%**	**Net Profit**	**280**	**298**	**284**	**334**	**551**	**475**	**11%**	**19%**
14%	*33%*		*Net Profit Margin(%)*	*37%*	*34%*	*24%*	*24%*	*33%*	*27%*		
8	29	12%	EPS[4] (Rs.)	48	49	46	55	92	79	10%	19%
595	463	8%	Collections from Customers	711	934	1,219	1,474	1,626	1,857	21%	15%
290	163	2%	Cash flow from Operations	323	402	476	559	623	694	17%	13%
49%	*35%*		*% of Collections*	*45%*	*43%*	*39%*	*38%*	*38%*	*37%*		

1) Includes fair value gains/(losses) from financial assets, interest income, dividend income, and other non-operating gains
2) Includes Outsourced Sales Cost and Other Operating Expense
3) Others include – Depreciation, Amortization, Finance Cost, Exceptional Item, Tax Expense & Associates Loss
4) EPS has been adjusted in all years & quarters to give effect of bonus issuance in Q1FY24

Abridged Balance Sheet - Consolidated

(₹ in Crore)

Q4 FY26	Q1 FY27	Particulars	FY21	FY22	FY23	FY24	FY25	FY26
40	35	Fixed Assets[1]	65	56	99	82	61	40
454	454	Goodwill	-	-	454	454	454	454
87	80	Other Assets[2]	44	52	51	48	67	87
3,280	3,553	Cash & Investments	2,365	2,419	2,335	2,340	2,886	3,280
763	741	Strategic Investments	37	421	512	524	665	763
4,625	**4,862**	**Total Assets**	**2,511**	**2,949**	**3,445**	**3,449**	**4,134**	**4,625**
2,400	2,220	Capital & Reserves	1,611	1,874	2,059	1,736	2,185	2,400
1,965	2,014	Deferred Revenue[3]	726	907	1,162	1,440	1,678	1,965
67	100	Tax Liabilities	21	16	24	48	53	67
23	22	Lease Liabilities	63	56	46	41	33	23
169	507	Other Liabilities[4]	90	96	154	184	185	169
4,625	**4,862**	**Total Liabilities**	**2,511**	**2,949**	**3,445**	**3,449**	**4,134**	**4,625**

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 customer advances
4) Includes provisions & payables, statutory liabilities & other financial liabilities

Cash Generation & Utilization

(₹ in Crore)

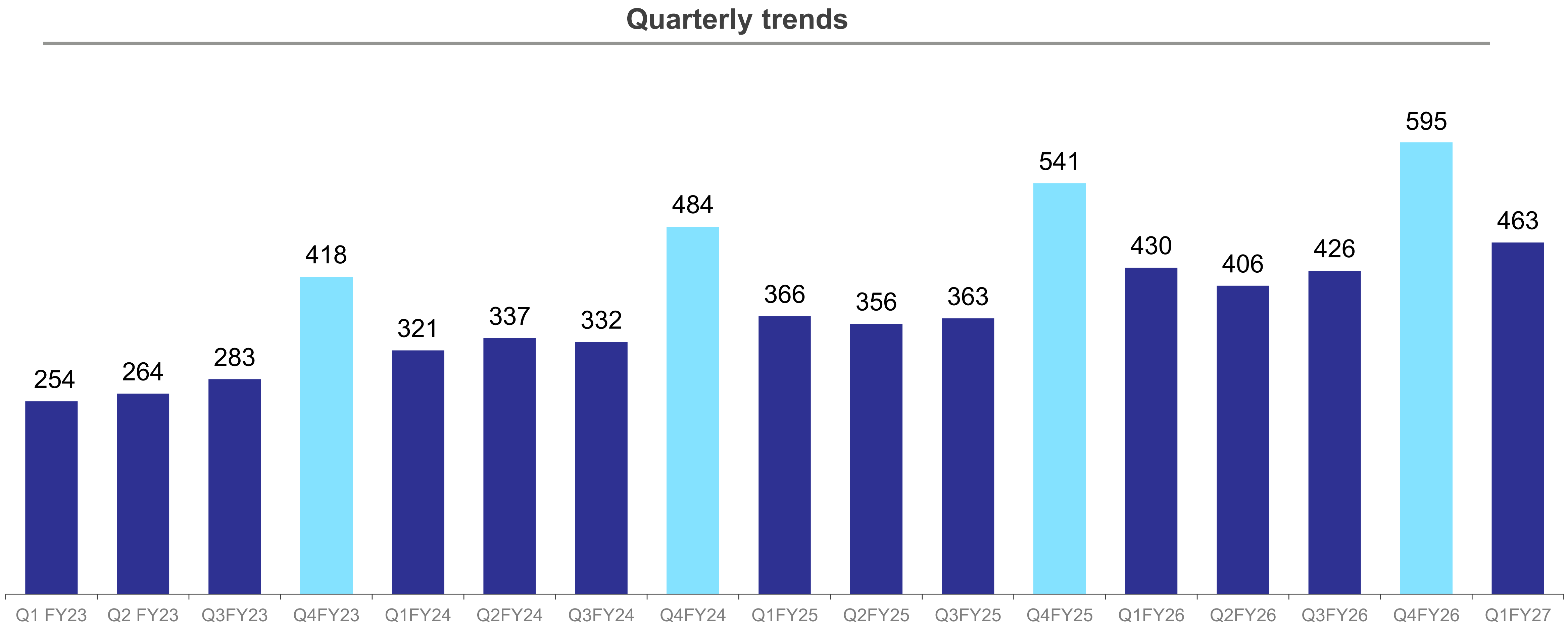
Particulars	FY21	FY22	FY23	FY24	FY25	FY26	Q1FY27
Opening Cash & Treasury Investments	**931**	**2,365**	**2,419**	**2,335**	**2,340**	**2,886**	**3,280**
Cash flow from operating activities	**323**	**402**	**476**	**559**	**623**	**694**	**163**
Cash flow from investing activities[1]	**14**	**(273)**	**(331)**	**32**	**(18)**	**10**	**16**
(i) Non-Operating Income[2]	21	127	255	71	135	92	16
(ii) Capital expenditure[3]	3	(4)	(16)	(14)	(8)	(7)	0
(iii) Strategic Investments	(10)	(395)	(570)	(25)	(144)	(75)	0
Cash Flow from Financing Activities	**1,038**	**(58)**	**(143)**	**(695)**	**(148)**	**(340)**	**(3)**
(i) Proceeds from issue of shares[4]	1,052	0	0	0	0	0	0
(ii) Other financing activities[5]	(12)	(13)	(13)	(14)	(28)	(40)	(3)
(iii) Capital distributed to Shareholders[6]	(1)	(46)	(130)	(681)	(120)	(300)	0
Δ in Fair Value Gain on Treasury Investments	**60**	**(18)**	**(85)**	**109**	**89**	**30**	**96**
Closing Cash & Treasury Investments	**2,365**	**2,419**	**2,335**	**2,340**	**2,886**	**3,280**	**3,553**

~₹1,650 Crore Capital Returned to Shareholders[6]

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; ~1,650 Cr Capital returned to shareholder includes dividend payout for FY26, concluded in July 2026

Collections from Customer - Consolidated

(₹ in Crore)



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

Legal Entity View

(₹ in Crore)

Financial Metrics	FY25	FY26	Q4FY26	Q1FY27	YoY
Revenue from Operations	**1,388**	**1,569**	**404**	**414**	**11%**
IndiaMART	*1,320*	1,443	*368*	*376*	9%
Busy Infotech	*66*	119	*34*	*36*	47%
Others[1]	*2*	7	*2*	*3*	
EBITDA	**523**	**530**	**133**	**146**	**10%**
IndiaMART	*513*	520	*135*	*149*	
Busy Infotech	*5*	21	*6*	*3*	
Others[1]	*5*	*(11)*	*(7)*	*(6)*	

~90% of Revenue is contributed by IndiaMART standalone business

1) Others include: Other Subsidiaries and Inter Company Adjustments

indiamart

Financial Performance

Standalone Basis

Financial Performance – Standalone

(₹ in Crore)

Q4FY26	Q1FY27	YoY	Financial Metrics	FY21	FY22	FY23	FY24	FY25	FY26	CAGR 5 Year	CAGR 3 Year
368	**376**	**9%**	**Revenue from Operations**	**665**	**751**	**939**	**1,139**	**1,320**	**1,443**	**17%**	**15%**
(34)	88	4%	Other Income[1]	85	108	113	170	284	191		
334	**464**	**8%**	**Total Income**	**750**	**859**	**1,052**	**1,309**	**1,604**	**1,634**	**17%**	**16%**
162	157	6%	Manpower Cost	199	263	399	507	553	634	26%	17%
72	69		Other Expenses[2]	133	176	278	298	254	288		
234	**227**	**7%**	**Total Expenses**	**332**	**439**	**677**	**805**	**807**	**923**	**23%**	**11%**
142	**156**	**10%**	**Adjusted EBITDA[3]**	**339**	**322**	**288**	**358**	**530**	**555**	**10%**	**24%**
39%	*41%*		*Adjusted EBITDA Margin(%)*	*51%*	*43%*	*31%*	*31%*	*40%*	*38%*		
135	**149**	**11%**	**EBITDA**	**333**	**312**	**262**	**334**	**513**	**520**	**9%**	**26%**
37%	*40%*		*EBITDA Margin(%)*	*50%*	*42%*	*28%*	*29%*	*39%*	*36%*		
31	61		Others[4]	132	110	102	141	190	186		
69	**176**	**6%**	**Net Profit**	**287**	**310**	**272**	**362**	**607**	**525**	**13%**	**24%**
21%	*38%*		*Net Profit Margin(%)*	*38%*	*36%*	*26%*	*28%*	*38%*	*32%*		
546	402	8%	Collections from Customers	707	932	1,167	1,399	1,526	1,674	19%	13%
287	153	6%	Cash flow from Operations	326	407	464	545	614	668	15%	13%
53%	*38%*		*% of Collections*	*46%*	*44%*	*40%*	*39%*	*40%*	*40%*		

1) Includes fair value gains/(losses) from financial assets, interest income, dividend income, and other non-operating gains
2) Includes Outsourced Sales Cost and Other Operating Expense
3) Excluding employee share-based payment expense
4) Others include – Depreciation, Amortization, Finance Cost, Exceptional Item & Tax Expense

Abridged Balance Sheet - Standalone

(₹ in Crore)

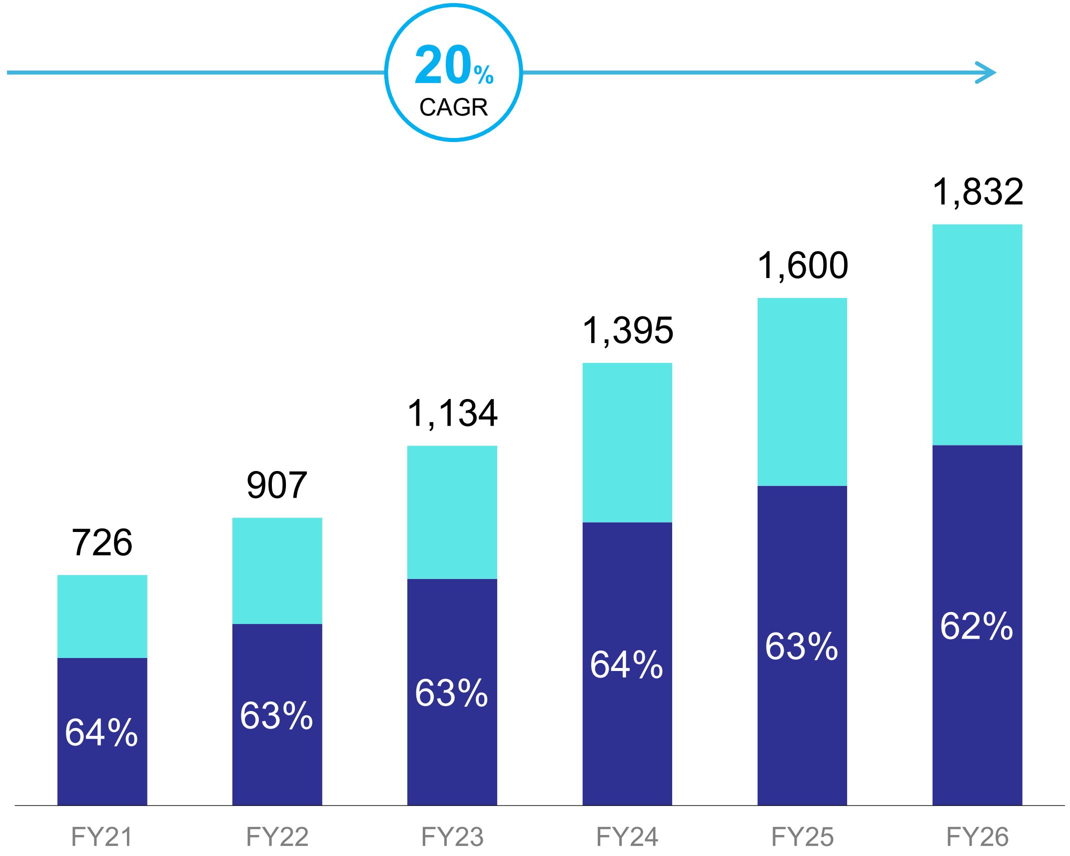
Q4FY26	Q1FY27	Particulars	FY21	FY22	FY23	FY24	FY25	FY26
21	19	Fixed Assets[1]	65	56	53	48	33	21
41	26	Other Assets[2]	41	49	33	38	43	41
3,066	3,316	Cash & Investments	2,359	2,414	2,202	2,186	2,720	3,066
1,474	1,460	Strategic Investments[3]	50	446	1,073	1,095	1,293	1,474
4,602	**4,822**	**Total Assets**	**2,516**	**2,965**	**3,361**	**3,367**	**4,090**	**4,602**
2,542	2,365	Capital & Reserves	1,617	1,892	2,064	1,770	2,276	2,542
1,832	1,858	Deferred Revenue[4]	726	907	1,134	1,395	1,600	1,832
53	85	Tax Liabilities	21	16	4	21	37	53
23	22	Lease Liabilities	63	56	46	41	33	23
152	492	Other Liabilities[5]	89	94	113	140	143	152
4,602	**4,822**	**Total Liabilities**	**2,516**	**2,965**	**3,361**	**3,367**	**4,090**	**4,602**

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

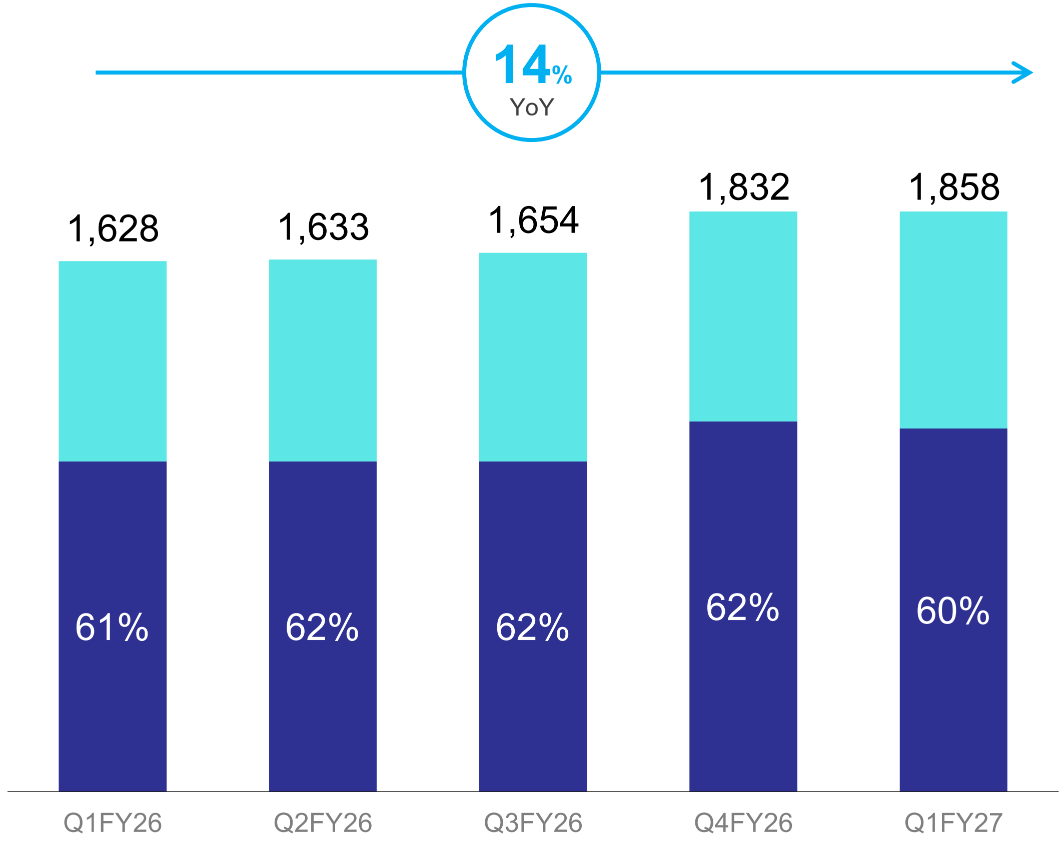
Deferred Revenue - Standalone

(₹ in Crore)

Yearly trends



Quarterly trends



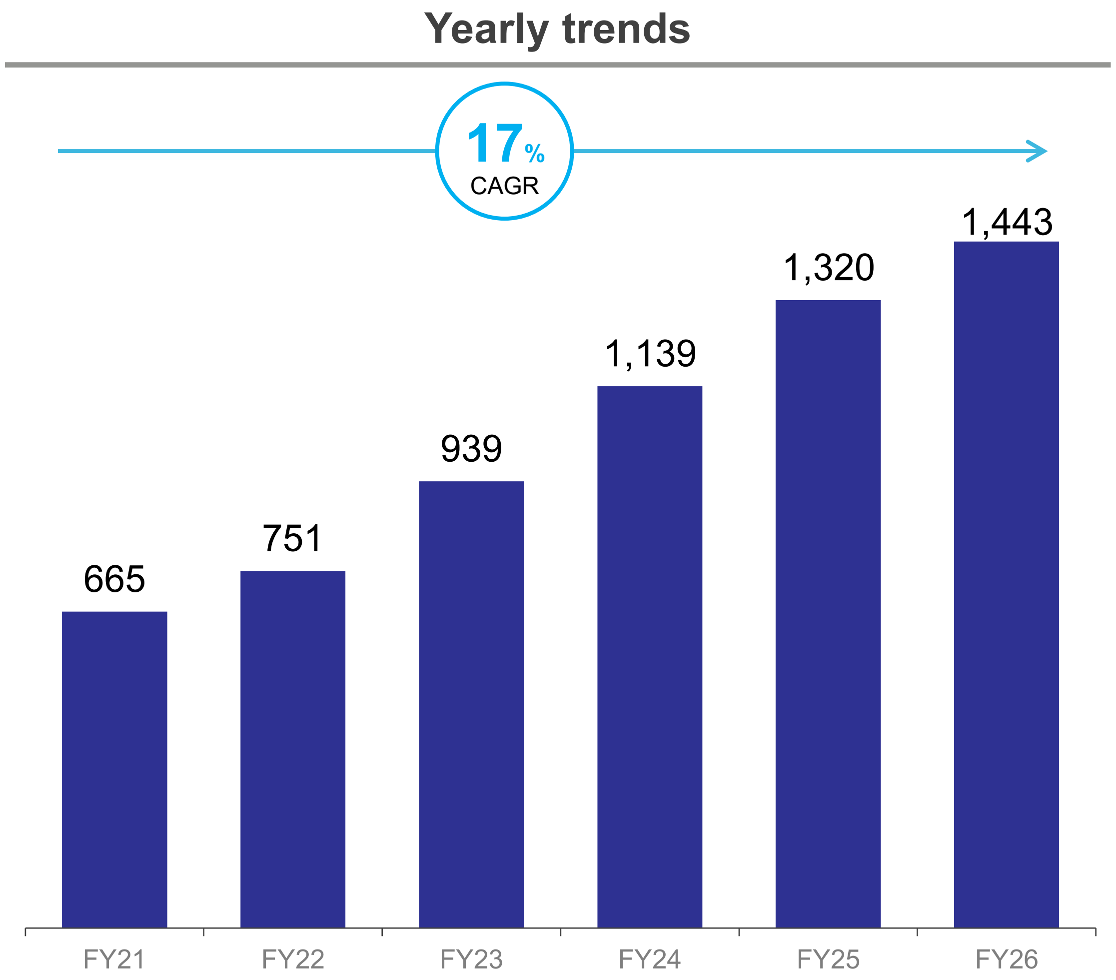
~20% of deferred revenue gets recognized within next 3 months

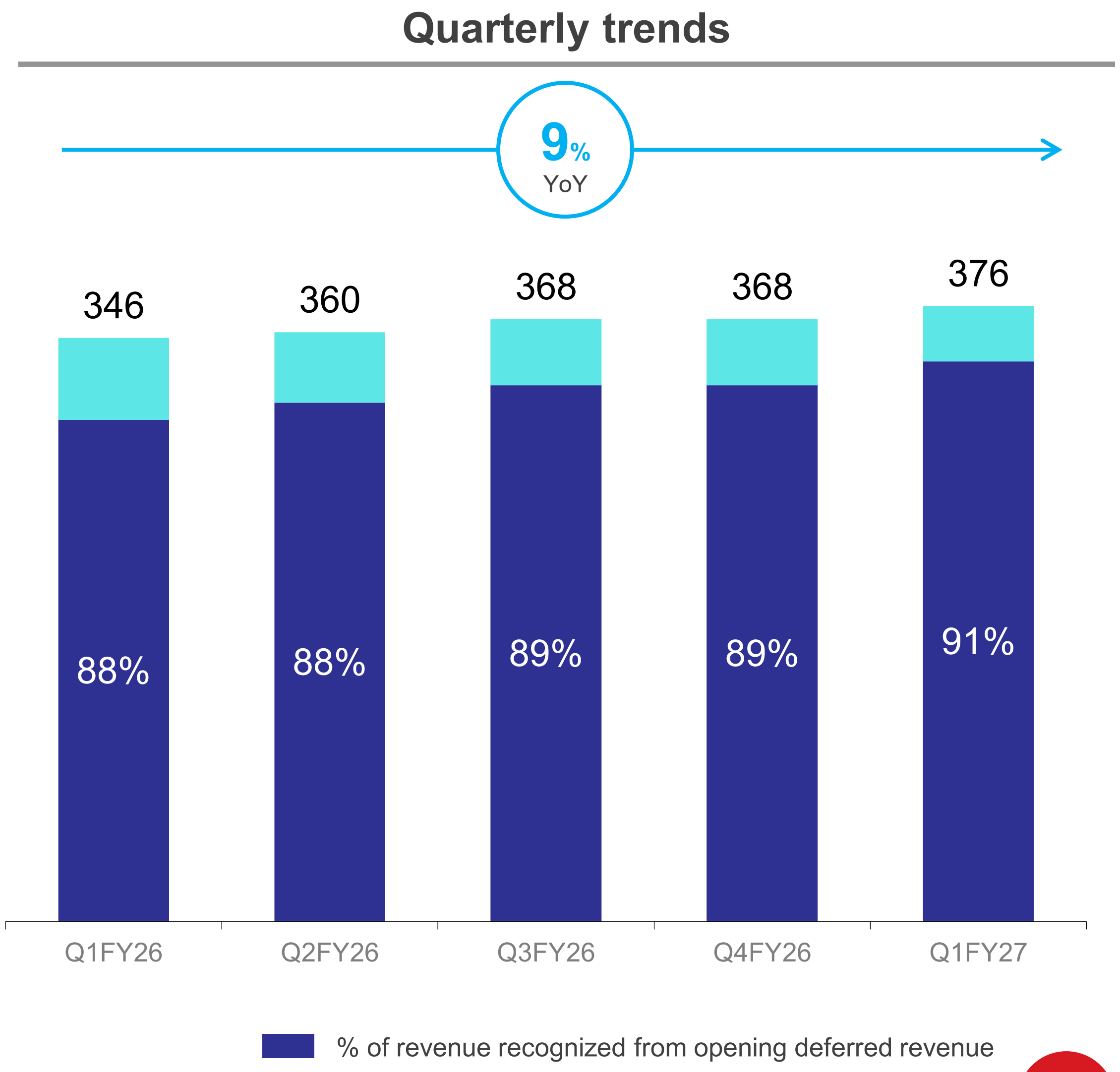
1) Deferred revenue refers to contract liabilities in the financial statements including advances from customers

Current Portion (12 Months)

Revenue from Operations - Standalone

(₹ in Crore)





Functional P&L - Standalone

(₹ in Crore)

Q4FY26	Q1FY27	YoY	Particulars	FY21	FY22	FY23	FY24	FY25	FY26	CAGR 5 Year	CAGR 3 Year
368	376	9%	Revenue from Operations	665	751	939	1,139	1,320	1,443	17%	15%
(91)	(85)	8%	Customer service cost	(122)	(160)	(237)	(309)	(303)	(343)	23%	13%
278	**290**	9%	**Gross Profit**[1]	**543**	**591**	**702**	**830**	**1,017**	**1,100**	**15%**	**16%**
75%	77%		Gross Margin	82%	79%	75%	73%	77%	76%		
(59)	(54)	(1%)	Selling & Marketing	(82)	(112)	(189)	(211)	(181)	(229)	23%	7%
16%	*14%*		*% of Revenue*	*12%*	*15%*	*20%*	*18%*	*14%*	*16%*		
(57)	(58)	11%	Technology & Content	(85)	(111)	(175)	(199)	(201)	(226)	22%	9%
16%	*15%*		*% of Revenue*	*13%*	*15%*	*19%*	*17%*	*15%*	*16%*		
(27)	(29)	13%	General & Administration	(43)	(56)	(76)	(87)	(122)	(125)	24%	18%
135	**149**	11%	**EBITDA**	**333**	**312**	**262**	**334**	**513**	**520**	**9%**	**26%**
37%	40%		EBITDA Margin	50%	42%	28%	29%	39%	36%		
(3)	(3)	(26%)	Depreciation & Amortisation	(16)	(12)	(19)	(25)	(21)	(14)	(3%)	(10%)
131	**147**	12%	**Operating Profit**	**317**	**300**	**242**	**309**	**493**	**506**	**10%**	**28%**
36%	39%		Operating Margin	48%	40%	26%	27%	37%	35%		

1) Gross Profit means surplus over customer service cost
2) Refer to Note No. 31 in Standalone Financial Statements for Q1FY27 for details on the basis of classification of function-wise results

indiamart®

Server Rack / Data Center Infrastructure

Busy Infotech & Livekeeping Technologies

Busy – Business Accounting Software

Invest in Team & Awareness

Accelerate Revenue growth

Increase New Licenses Sold

Busy Infotech Pvt Ltd

IndiaMART Investment: **Rs. 509 Crore,** Holding: **100%**

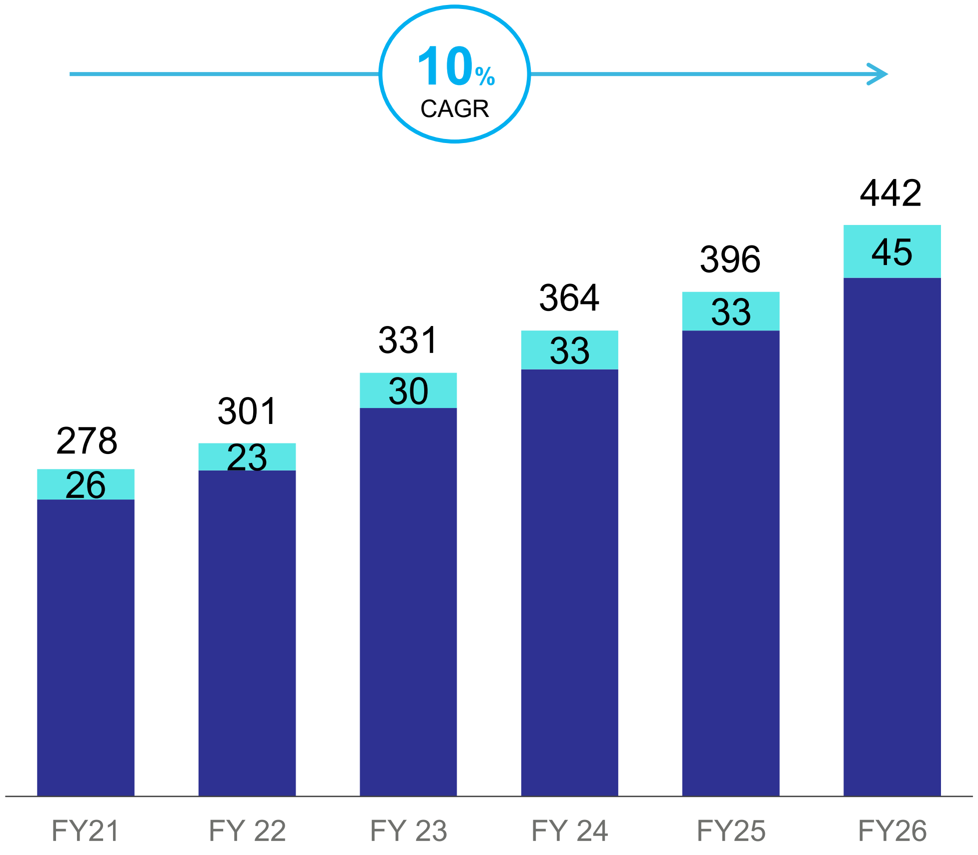
https://busy.in/

License Sold

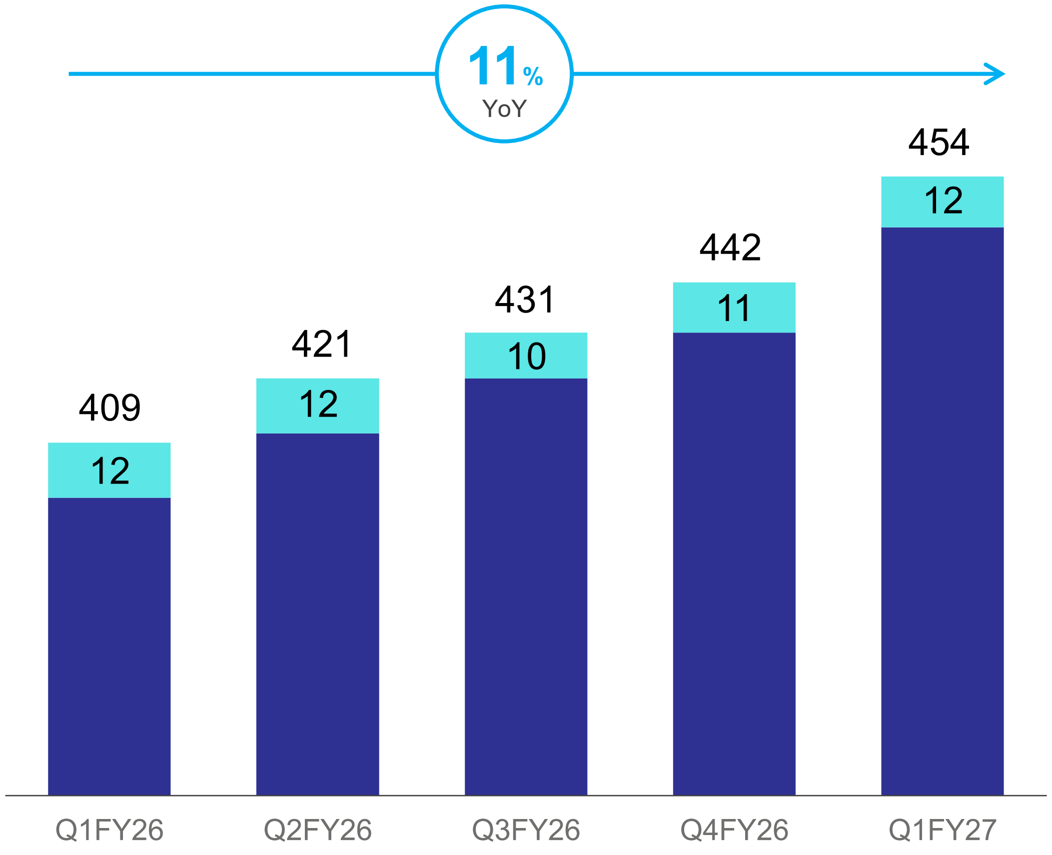
Busy BUSINESS ACCOUNTING SOFTWARE
an indiamart company

(Figures in Thousand)

Yearly trends



Quarterly trends

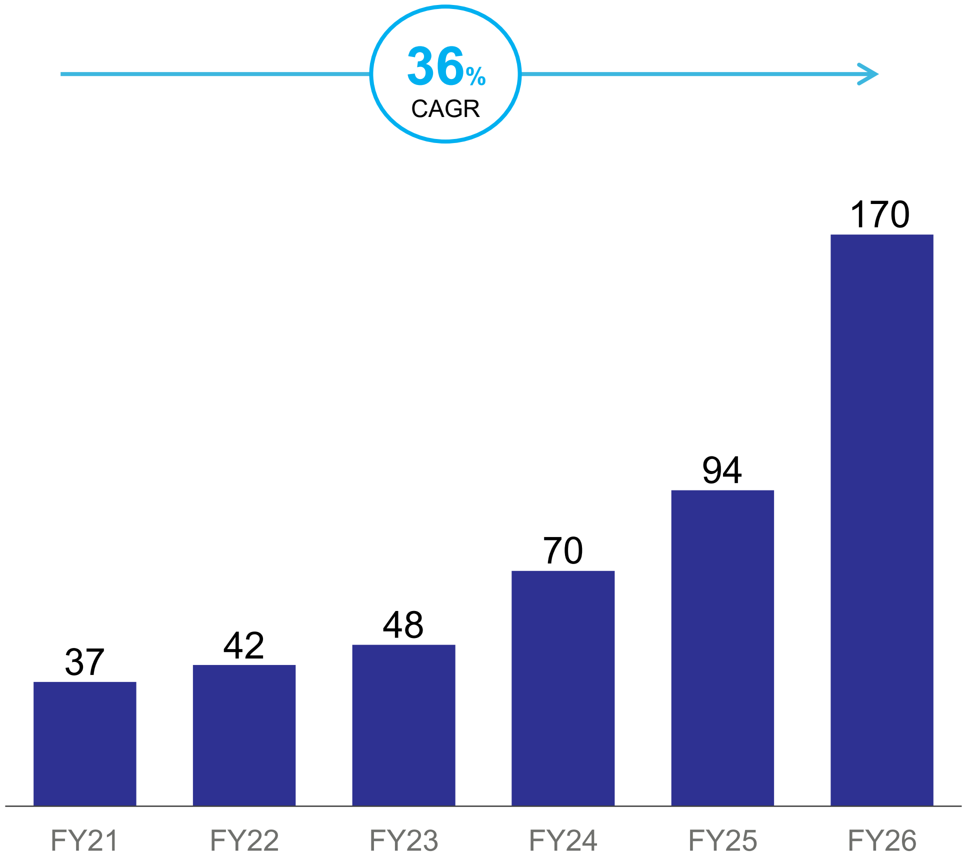


New License sold

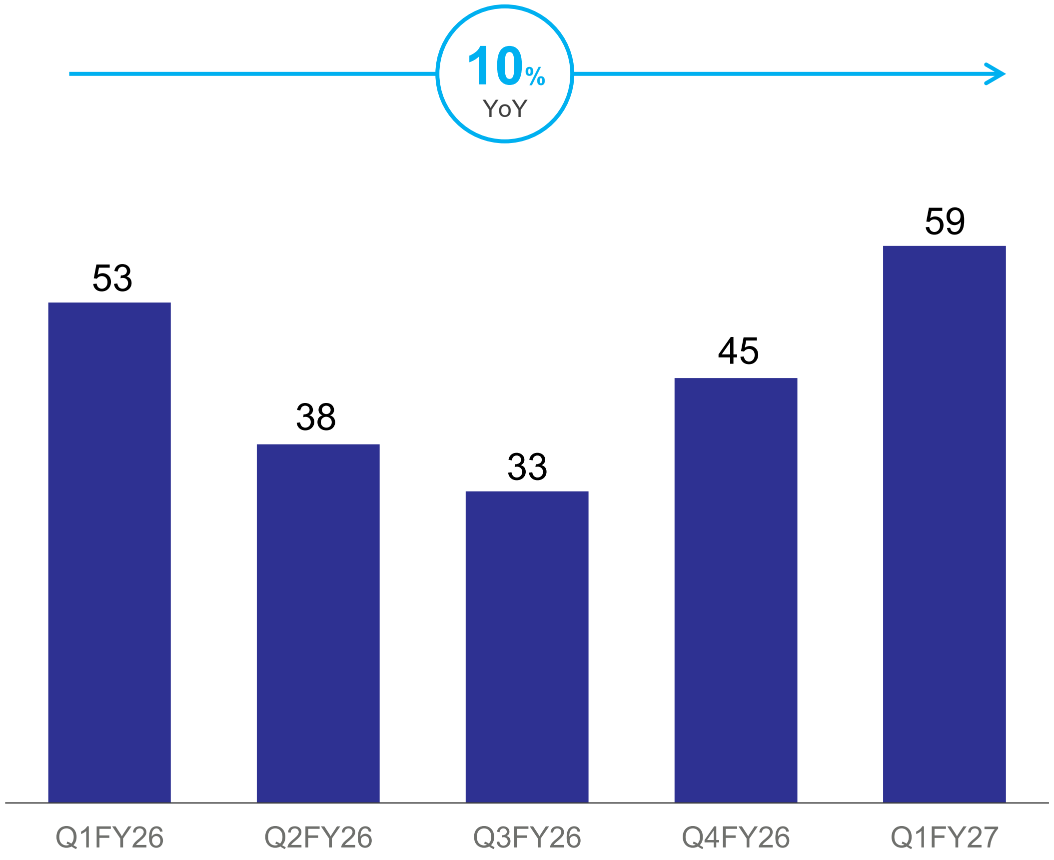
Billing

(₹ in Crore)

Yearly trends



Quarterly trends



Financial Performance

Busy BUSINESS ACCOUNTING SOFTWARE
an indiamart company

(₹ in Crore)

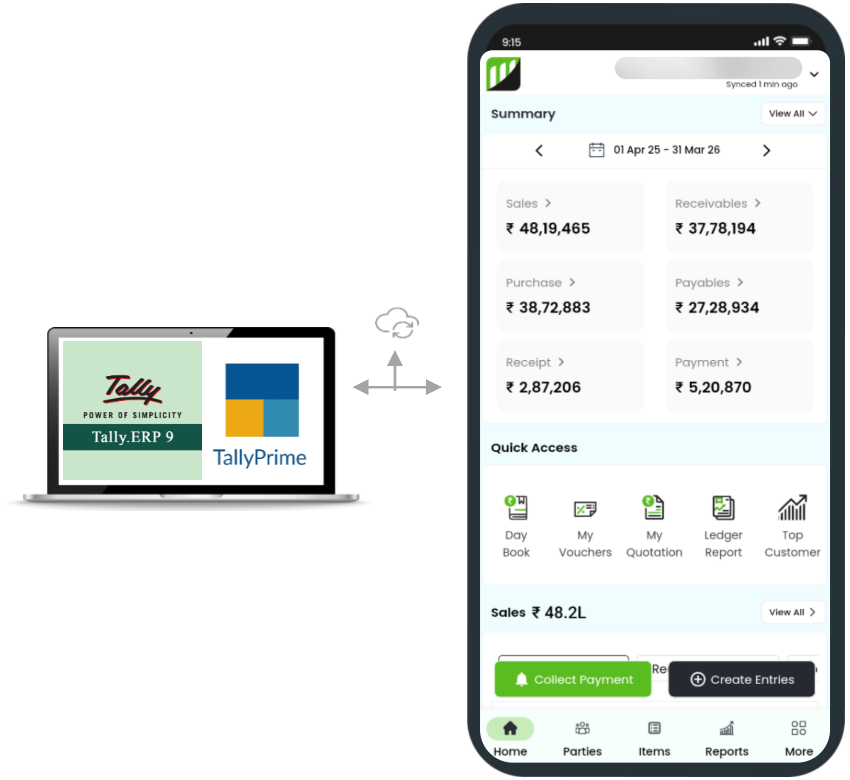
Q4FY26	Q1FY27	YoY	Metrics	FY22	FY23	FY24	FY25	FY26	CAGR
34	**36**	**47%**	**Revenue from Operations**	**35**	**43**	**54**	**66**	**119**	**35%**
34	**42**	**47%**	**Total Revenue**	**38**	**47**	**62**	**76**	**128**	**35%**
12	13	44%	Manpower Expenses	18	22	31	39	42	24%
17	20		Other Expenses[1]	9	11	16	22	56	
29	**33**	**64%**	**Total Expenses**	**27**	**33**	**47**	**61**	**98**	**38%**
5	**3**		**EBITDA**	**9**	**10**	**7**	**5**	**21**	**24%**
16%	*9%*		*EBITDA Margin(%)*	*25%*	*24%*	*13%*	*7%*	*17%*	
3	3		Others[2]	4	4	12	3	10	
3	**6**		**Net Profit**	**8**	**10**	**3**	**12**	**20**	**25%**
9%	*15%*		*Net Profit Margin(%)*	*21%*	*22%*	*5%*	*15%*	*16%*	
45	**59**		**Billing**	**42**	**48**	**70**	**94**	**170**	**42%**
10	16		Cash flow from Operations	10	21	24	23	49	49%
124	146		Deferred Revenue	22	27	44	72	124	54%

1) Includes Marketing & Sales Promotion, and Other Operating Expense
2) Others include – Depreciation, Finance Cost & Tax Expense

Livekeeping – Tally on Mobile & Web

Live Keeping
an indiamart Company

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**

https://www.livekeeping.com/

Livekeeping Technologies Pvt Ltd

IndiaMART Investment: **Rs. 103 Crore**, Holding: **100%**

Environment, Social and Governance

Environment, Social and Governance

Driving Digital Enablement

Reduction in travel and transport

Reduces paper wastage

Empowering Small City Buyers

100% Free Assistance to Buyers

~48% Buyers from Small Cities

Excellence in Corporate Governance

Diverse & Inclusive Board

Stakeholders Management

Eco-efficient Operations

Emissions of 0.03 TCO2e per Mn Turnover

IGBC2 LEED Gold Certified Corp. Office

Transforming Small Suppliers

Cost-Effective Business Enablement

8.5Mn served free of charge

Trusted Systems and Processes

Risk Management
Business Continuity

Information Security
Data Privacy

Click here
Seller Testimonials

Click here
Seller Testimonials

Click here
Seller Testimonials

Figures as on March 31, 2026

Community Improvement – Education and Infrastructure

1.8 Million+ lives impacted

97,000+
Students
Math's Improvement & Localized Science Content Development for 95 Social Welfare & 1500 Basic & Madhyamik Schools in UP

1,50,000
Children
Participating in Entrepreneurship Development Programme

1,500 ideas Received
Incubation Support

1,200+
Underprivilege Students supported
Infrastructure Enhancement at MM Hills, Karnataka

26K +
Students Impacted
Transforming learning spaces with modern infrastructure, water facilities and sanitation in 45+ Schools

4 QUALITY EDUCATION
5 GENDER EQUALITY
6 CLEAN WATER AND SANITATION
10 REDUCED INEQUALITIES

Figures as on March 31, 2026

Nurturing People

15% Employees with 5+ years

700+ employees covered in ESOP[1]

~28% Females[2]

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, 2026

Independent Director(s)

Lead Independent Director

Pallavi Dinodia Gupta

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

Experience

S R Dinodia & Co LLP

Independent Director

Vivek Narayan Gour

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

Experience

Tata Finance, Genpact India, GE Capital Services India

Independent Director

Manish Vij

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

Experience

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

Independent Director

Sandeep Kumar Barasia

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

Experience

Bay Capital, Delhivery, Bain & Company

Independent Director

Vasuta Agarwal

PGDM from IIM Bangalore and B.E. from Birla Institute of Technology & Science, Pilani

Experience

Gnani.ai, InMobi, McKinsey & Company, Intel Technologies India

63% Independent directors

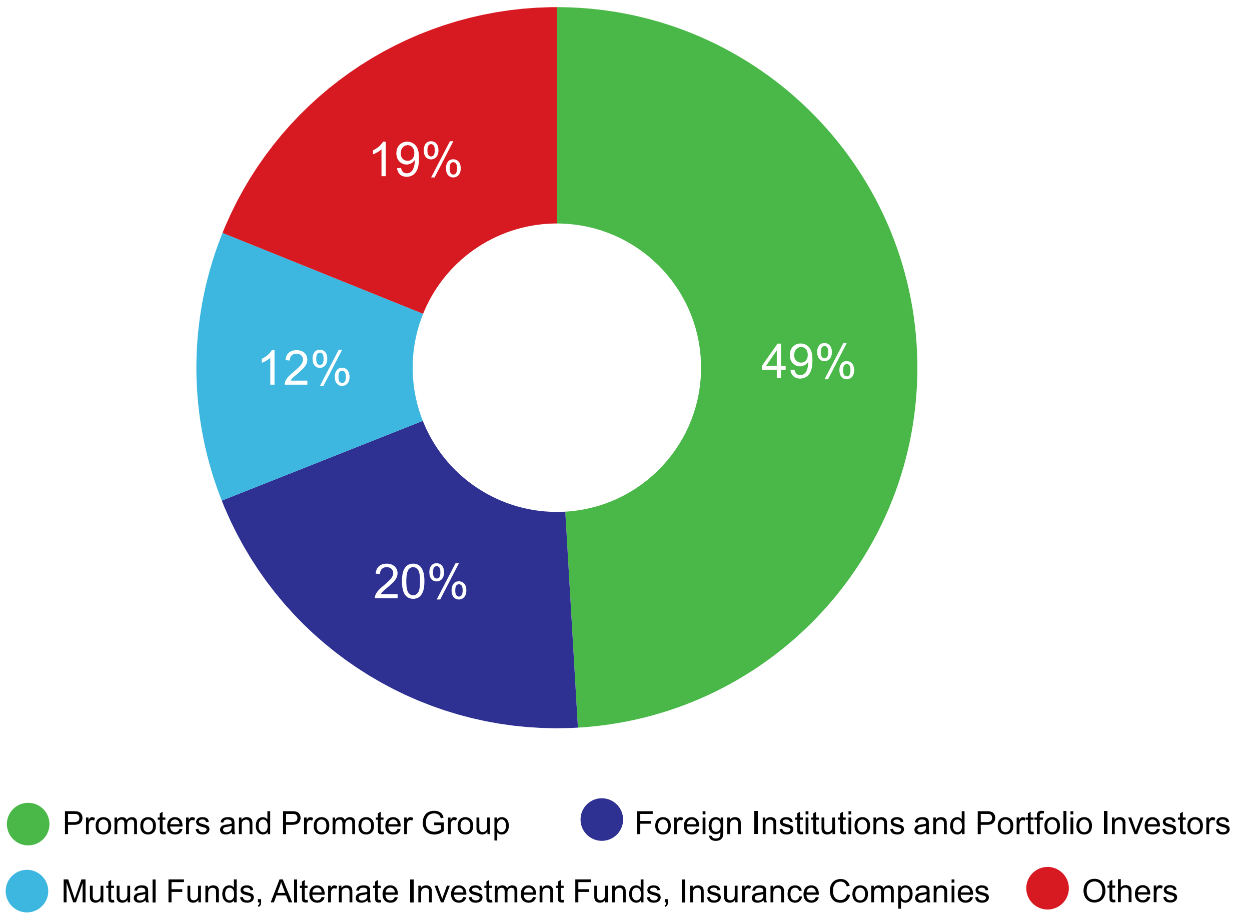
100% Board Meetings chaired by Independent directors

indiamart

Shareholders and Team

Shareholding Pattern

Total Equity Shares Outstanding as on June 30, 2026 - 6,01,43,148



Institutional investors holding greater than 1% of the total number of shares

- Nalanda India
- ICICI Prudential Mutual Fund
- UTI Mutual Fund
- Vanguard Group
- Ishares Core MSCI

The figures are approximations

Leadership Team

Dinesh Chandra Agarwal
MD & CEO
B.Tech (HBTI)

Experience
Founder(IndiaMART), HCL America, C-Dot, CMC

Brijesh Kumar Agrawal
WTD
PGDBM (NIILM), BMS (Lucknow University)

Experience
Co-Founder (IndiaMART), Miebach Logistics India

Manoj Bhargava
WTD, GC & CS
B.Com(H), LLB(DU), LLM (IP Univ. Delhi), CS

Experience
HT Media, Varun Beverages, Barista Coffee Company, India Today Group

Jitin Diwan
CFO
CA, B.Com(H) (DU)

Experience
Upstox, Amazon India, Bharti Airtel, Vodafone

Prateek Chandra
CSO
CA, B.Com(H) (SRCC)

Experience
Bharat S. Raut & Co (KPMG), EXL, HT Media

Dinesh Gulati
COO
B.Tech (HBTI), MBA (FMS)

Experience
Kodak India, Bharti Airtel, Reliance Infocomm, Indian Express

Amarinder S. Dhaliwal
CPO
B.Tech (IIT Delhi), MBA (IIM A)

Experience
Micromax, BCCL, TIMES Internet, SBI Capital Markets

Nikhil S Prabhakar
CIO
B.Tech (NITK Surathkal), MBA (FMS)

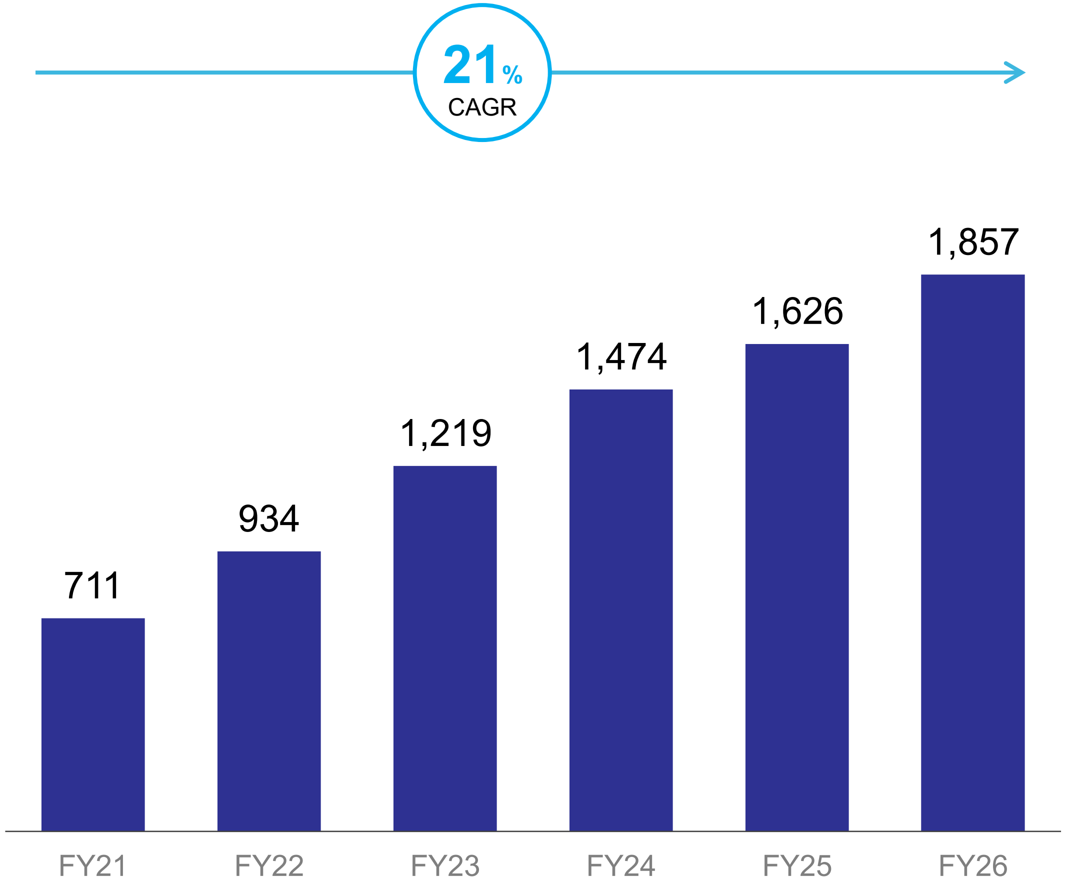
Experience
Pristyn Care, Ola Financial Services, Bharti Airtel, GoodHealth Technologies

APPENDIX

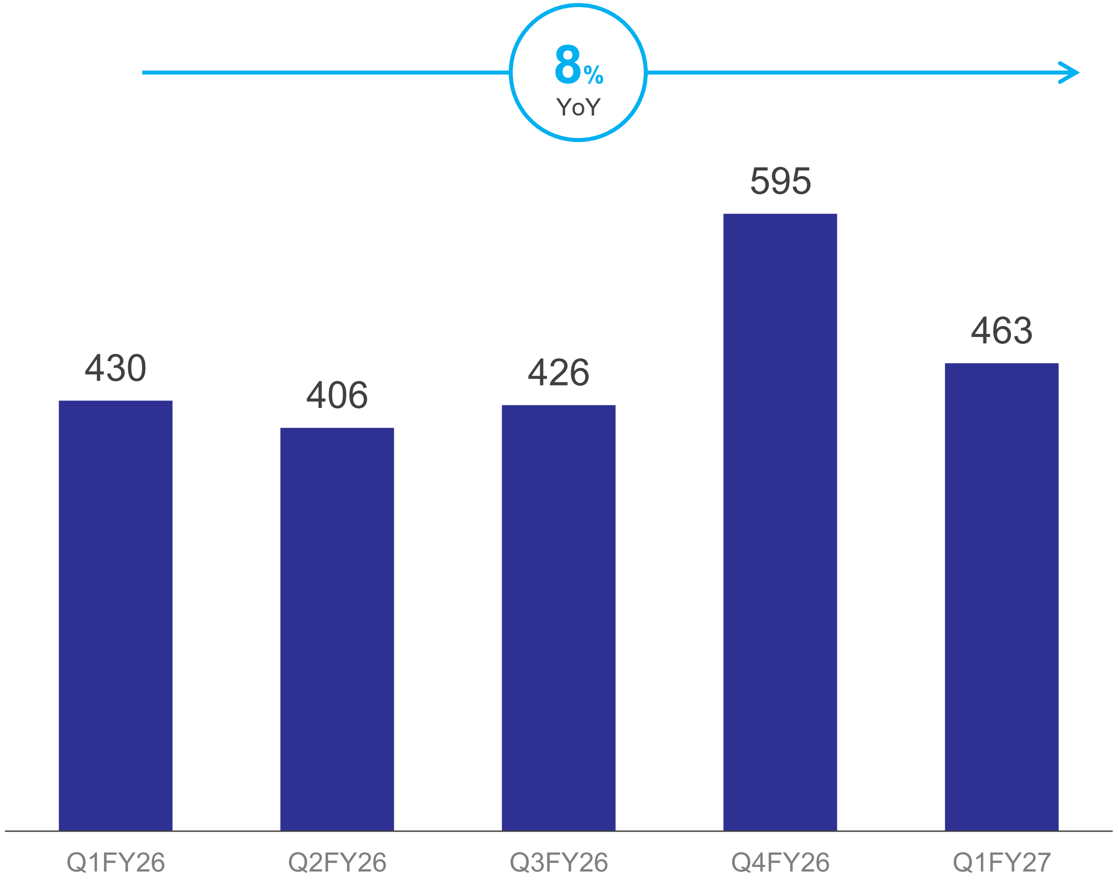
Collections from Customer - Consolidated

(₹ in Crore)

Yearly trends



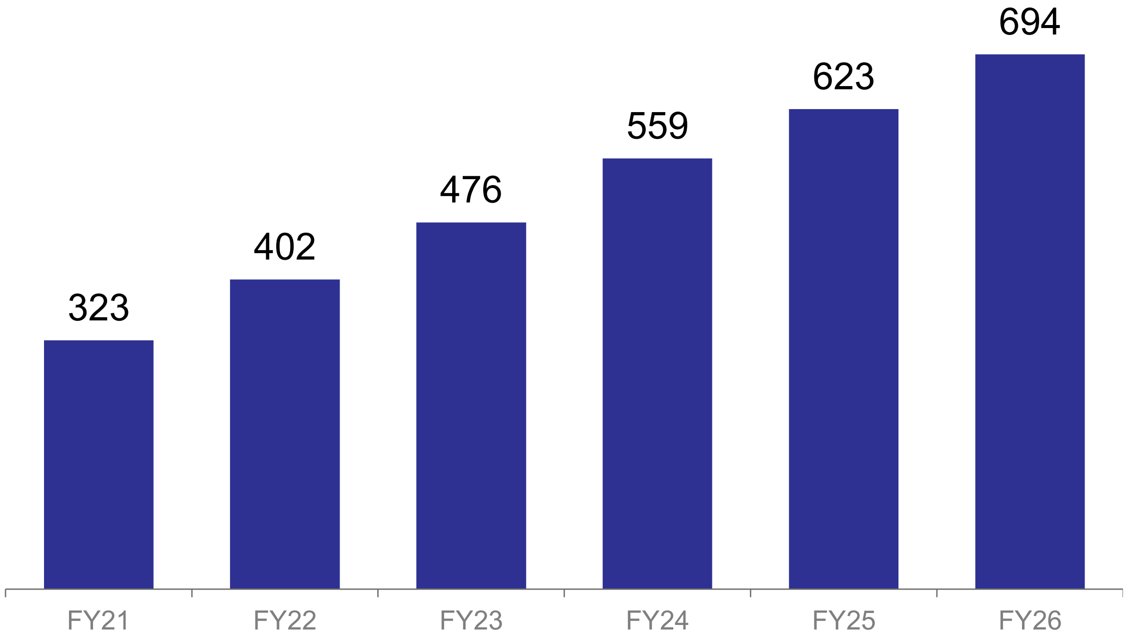
Quarterly trends



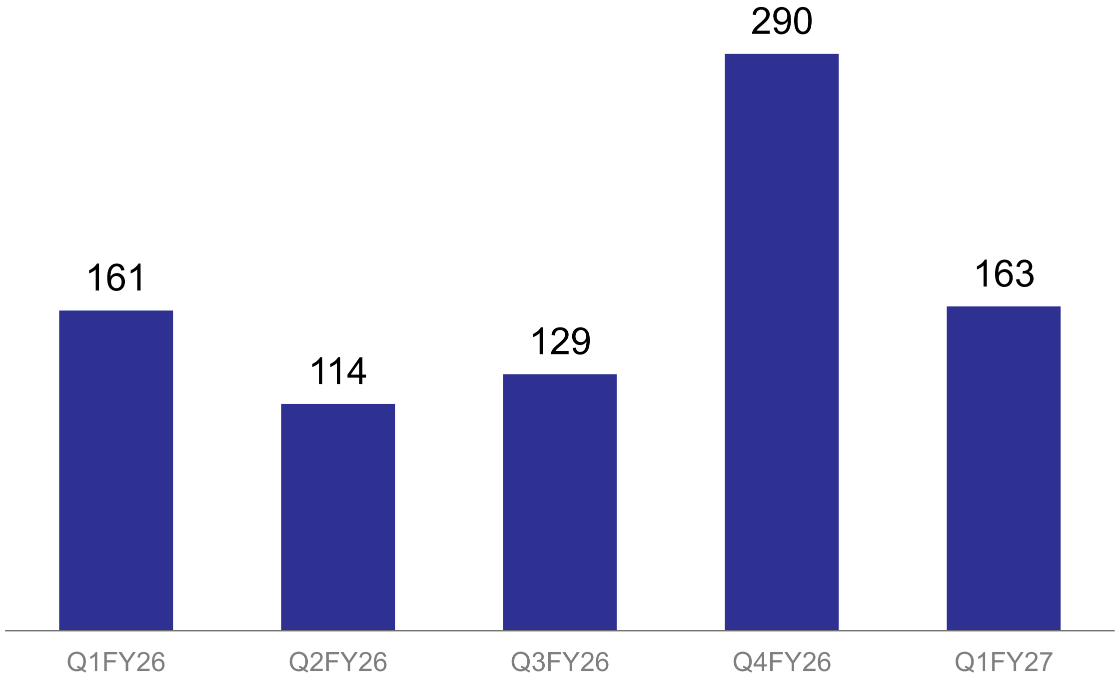
Cash Flow From Operations - Consolidated

(₹ in Crore)

Yearly trends



Quarterly trends



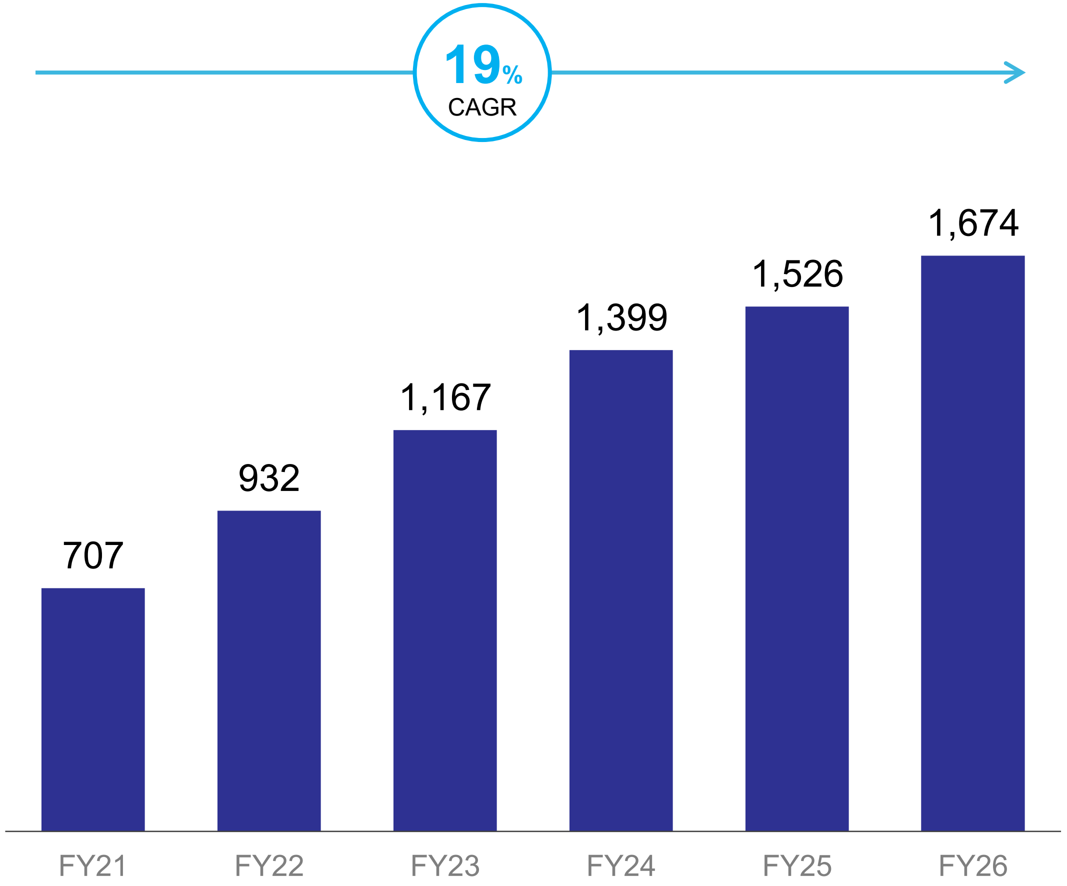
FY21	FY22	FY23	FY24	FY25	FY26	% of Collections	Q1FY26	Q2FY26	Q3FY26	Q4FY26	Q1FY27
45%	43%	39%	38%	38%	37%		37%	28%	30%	49%	35%

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

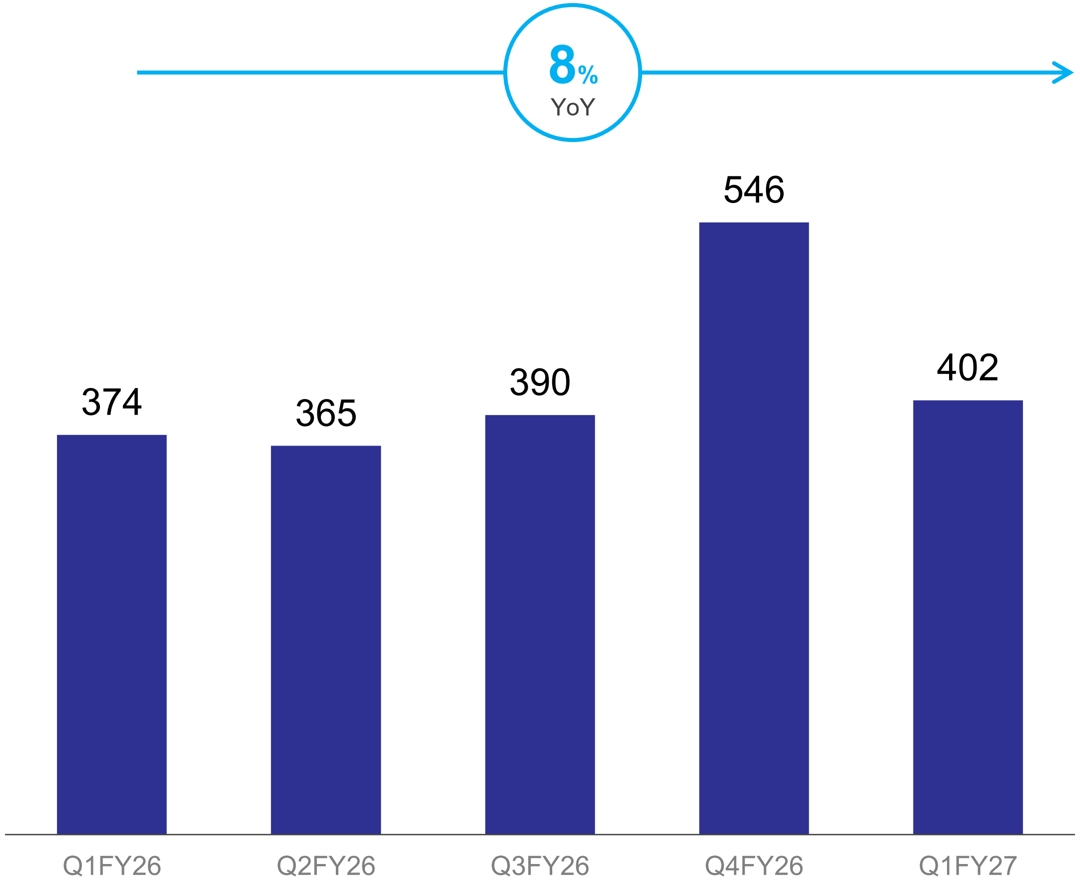
Collections from Customer – Standalone

(₹ in Crore)

Yearly trends



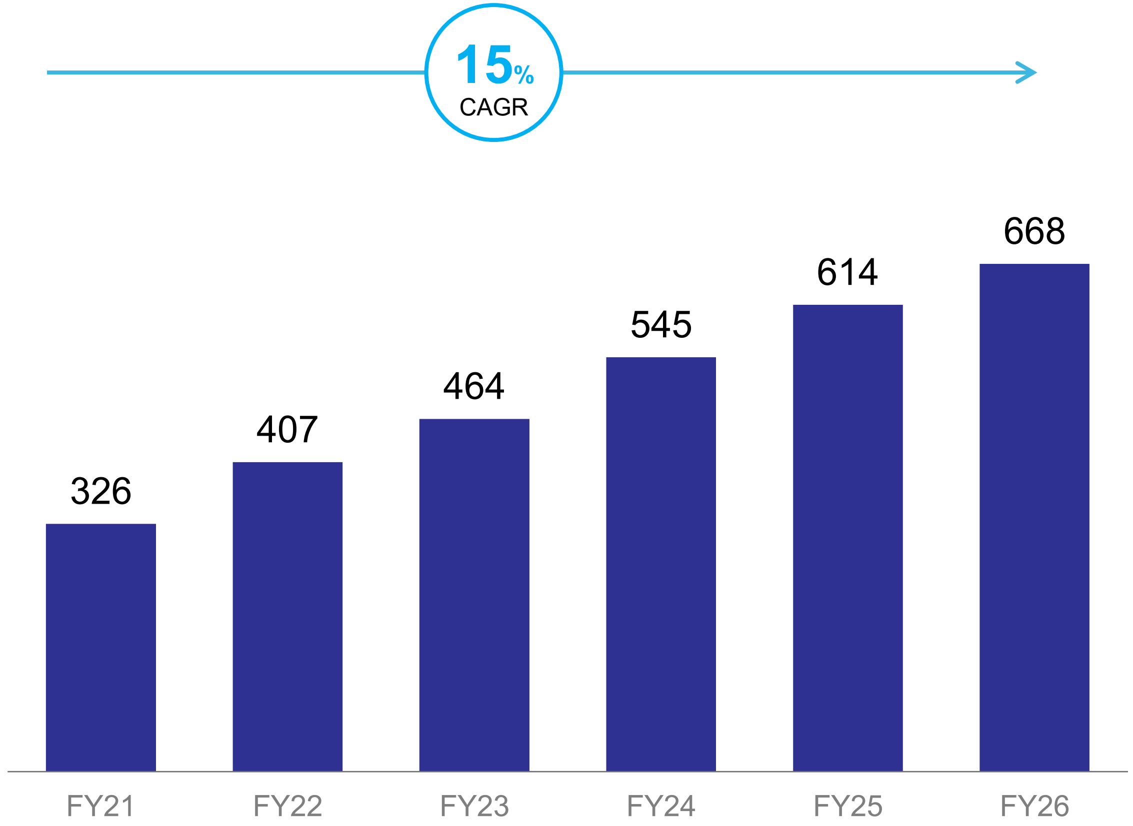
Quarterly trends



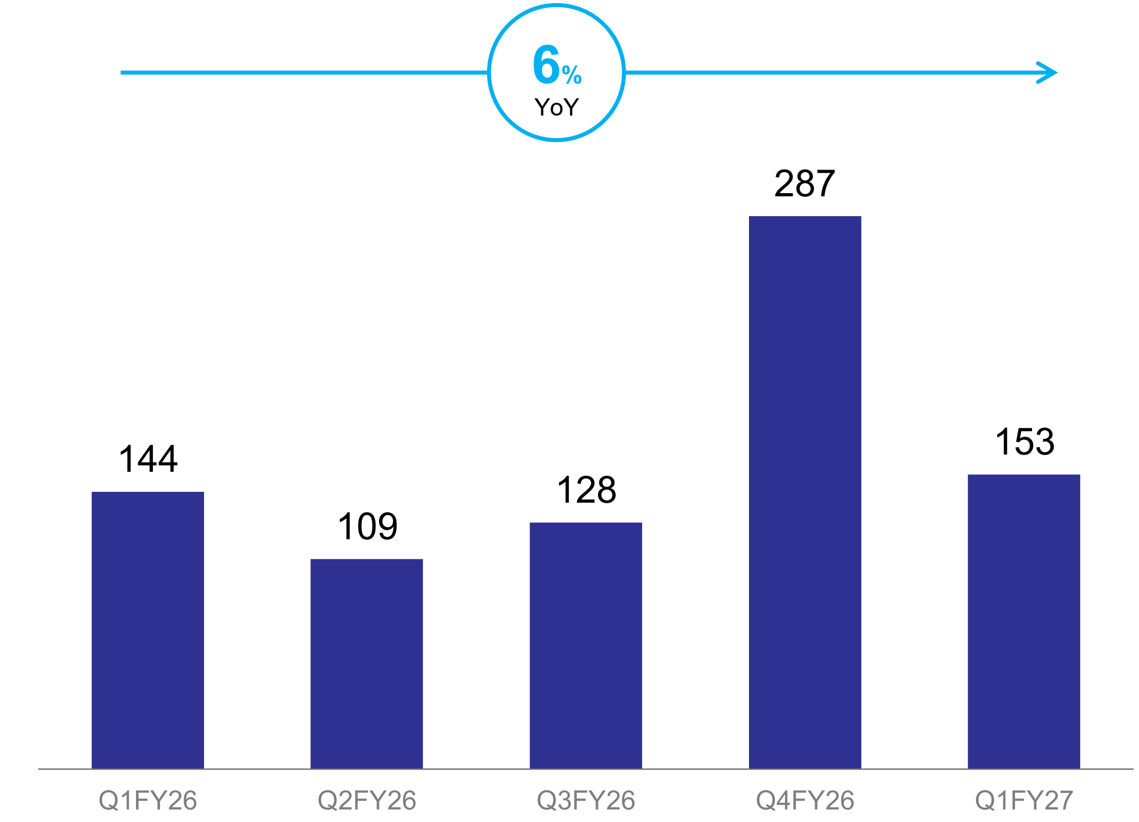
Cash Flow From Operations - Standalone

(₹ in Crore)

Yearly trends



Quarterly trends

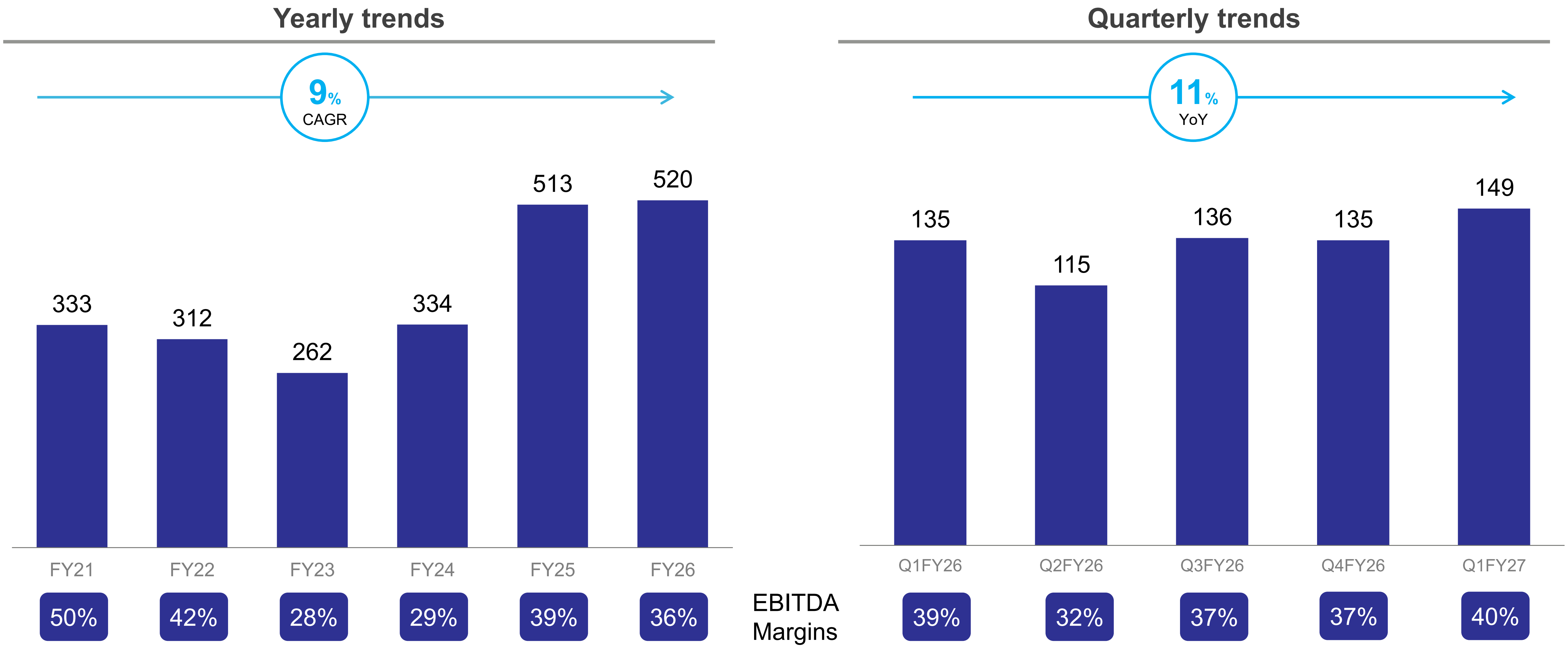


% of Collections	FY21	FY22	FY23	FY24	FY25	FY26	Q1FY26	Q2FY26	Q3FY26	Q4FY26	Q1FY27
	46%	44%	40%	39%	40%	40%	39%	30%	33%	53%	38%

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

EBITDA - Standalone

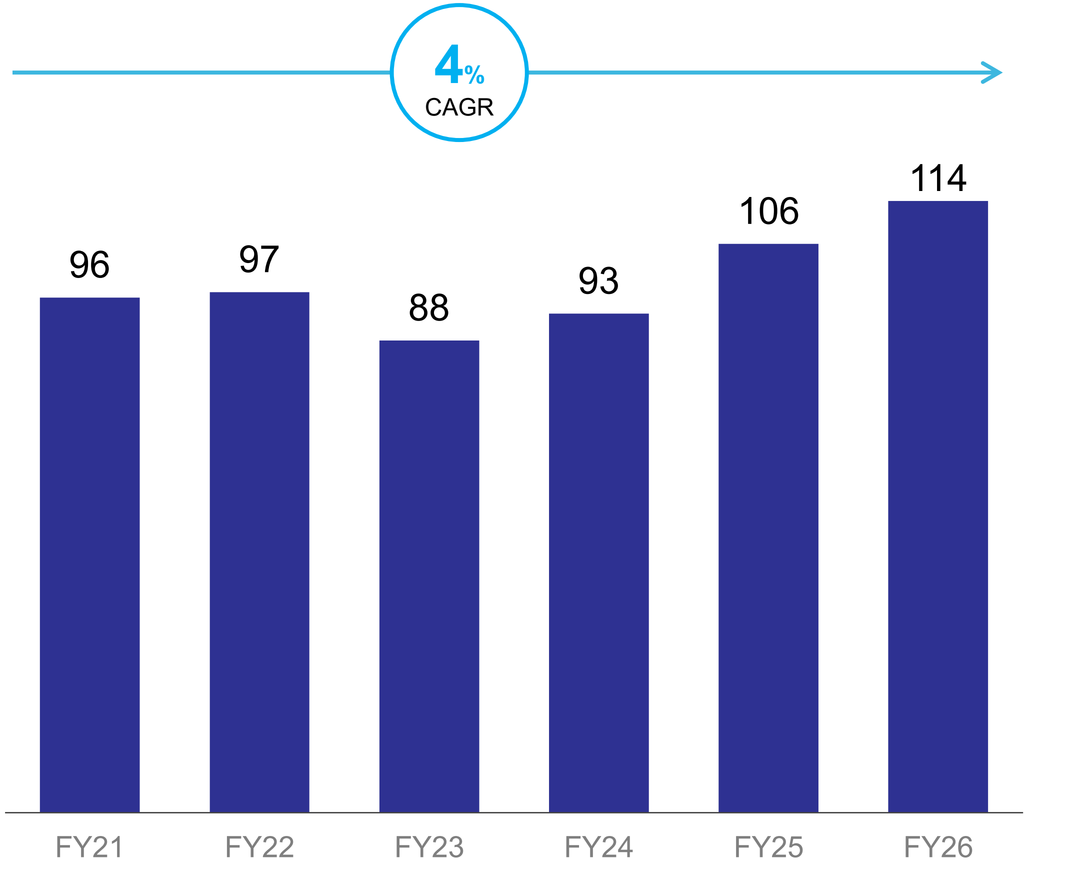
(₹ in Crore)



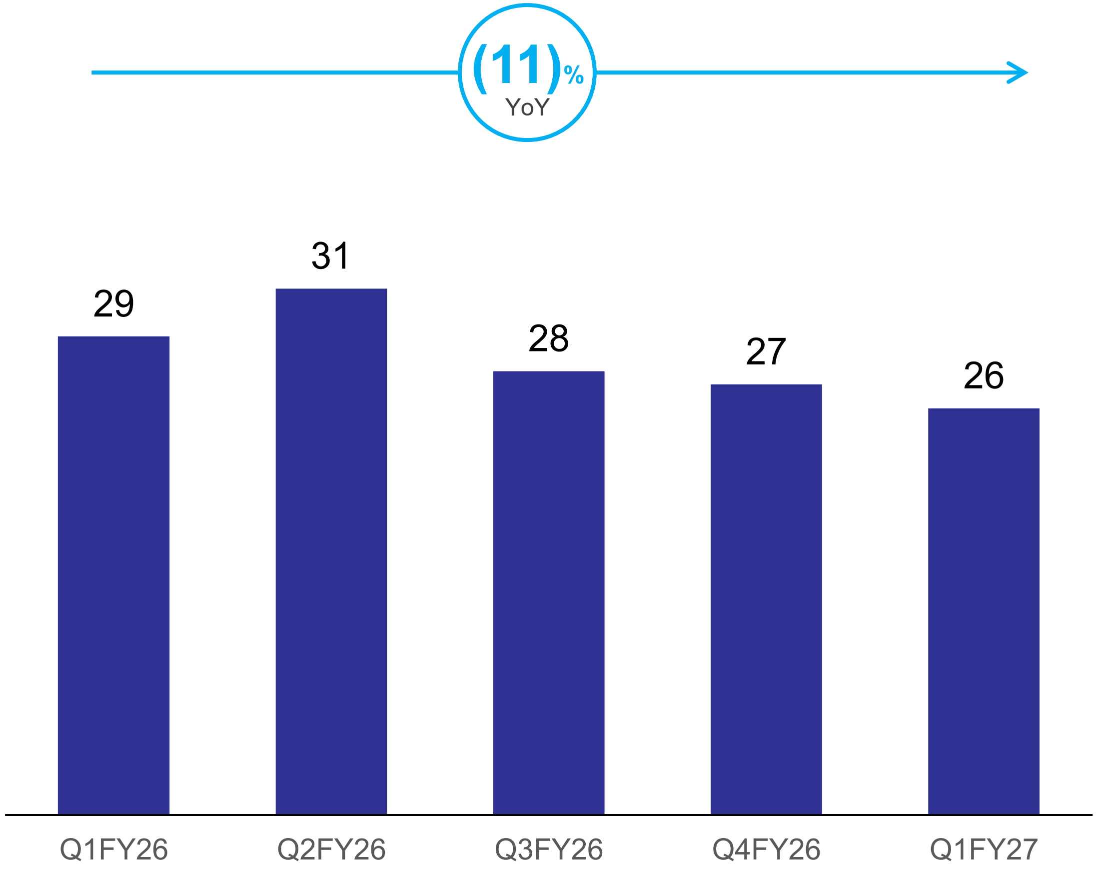
Unique Business Enquiries

(Figures in Millions)

Yearly trends



Quarterly trends



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

Thank You

For any queries, please contact us at investors@indiamart.com

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