

Info Edge (India) Ltd.

PRESS RELEASE : Q4'22 and FY'22 Results

May 27th, 2022

New Delhi

infoedge

Press Release- Info Edge Standalone (Q4'22 and FY'22) Results

For the quarter ended March 31, 2022:

Billing

- Q4 Billing at Rs 649.3 Cr, up ~52.5% YoY
- Billing including acquired operating businesses (Zwayam and DoSelect) at Rs 665.5 crore.

Revenue

- Q4 Revenue at Rs 455.5 Cr, up ~51.6% YoY

For FY'22:

Billing

- FY Billing at Rs 1866 Cr, up ~58.7% YoY
- Billing including acquired operating businesses (Zwayam and DoSelect) at Rs 1891.5 Cr.

Revenue

- FY22 Revenue at Rs 1562.5 Cr, up ~38.5% YoY

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For the quarter ended March 31, 2022:

Recruitment Solutions

- Q4 Billing at Rs 513 Cr, up by 66.58% YOY
- Q4 Billing including acquired businesses (Zwayam and Do Select) stood at Rs 529.5 Cr.
- Included above, Naukri India billing for Q4 at Rs 439.7 Cr, up ~74%

Revenue

- Q4 Revenue at Rs 344.44 Cr, up ~64.7%% YoY

For FY '2022:

Recruitment Solutions

- FY'22 Billing stood at Rs 1436 Cr up by 72.6%.
- FY'22 Billing including acquired business (Zwayam and Do Select) stood at Rs 1462 Cr .
- Included above, Naukri India billing for FY'22 at Rs 1197 Cr, up ~78.8% YoY

Revenue

- Q4 Revenue at Rs 1154.2 Cr, up ~44.21% YoY

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For the quarter ended March 31, 2022:

99acres.com

- Billing at Rs 79.3 Cr, up ~10.6% YoY

Shiksha.com

- Billing at Rs 28.7 Cr, up ~48.2% YoY

For 12 months ended March 31, 2022:

99acres.com

- Billing at Rs 231.2 Cr, up ~25.1% YoY

Shiksha.com

- Billing at Rs 96.5 Cr, up ~64.54% YoY

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For the quarter ended March 31, 2021:

Operating Cash EBIDTA

- Cash EBIDTA of IEIL stood at Rs 341.7 Cr, up ~84.8% YoY
- Cash EBITDA Margin at IEIL stood at 52.6%, up from 43.4% in FY21.
- Cash EBIDTA of Recruitment Solutions stood at Rs 386.2 crore, up ~89%
- Cash EBITDA margin for Recruitment Solutions stood at 75.2%.

For FY'22 :

Operating Cash EBIDTA

- Cash EBIDTA of IEIL stood at Rs 811.6 crore, up ~140.2% YoY
- Cash EBITDA Margin at IEIL stood at 43.45%, up from 28.7% in FY21.
- Cash EBIDTA of Recruitment Solutions stood Rs 987 Cr, up ~110.1%
- **Cash EBITDA margin for Recruitment Solution stood at 68.7%.**

Key Highlights of Recruitment Solutions business for FY 2022

- Naukri business registered stellar growth in all key business matrices.
 - Nearly 1 lakhs customer paid for Naukri subscription during the year.
 - The billing from IT/ITES customers almost doubled during the year.
 - Continued focus on new products launches (like Talent Pulse, Enterprise resdex, etc) and value selling helped average billing per customer grow by 25%+
 - Record growth in billing of newly acquired brands i.e iimjobs, hirist, Zwayam and Do Select.

Key Highlights for FY 2022

- EPS before considering exceptional items stood at Rs 35.78 per share , a YOY growth of ~62%.
- The Board declared dividend of Rs 13 per share (Rs 8 per share interim and Rs 5 per share as final dividend) for the year 2022.
- Exceptional gains (~9.5k Cr) in standalone financials booked during the year mainly comprises of marked to market gain on account of Zomato listing as on 23rd July'21.
- During the year , IEIL and its WOS invested Rs 278 Cr in strategic investments (Aisle ,4B networks) , Rs 81 Cr in acquisitions (Zwayam and Do Select) and Rs 301 Cr in financial investments.
- IEIL proposes to set up 3 AIF/ schemes with a target corpus of USD 325Mn. MacRitchie Investment Pte Limited - an indirect wholly owned subsidiary of Temasek Holding Pvt Limited and Info Edge India Limited, have committed to approximately 50% each of total corpus of the scheme.
- During the year, 2 investee companies of our financial portfolio, Zomato and Policy Bazaar got successfully listed on BSE and NSE.

“We are experiencing strong tailwinds in recruitment and real estate verticals. Post pandemic the gap between supply and demand of skills has increased globally. We expect this trend to continue in mid to long term and will create demand for platforms like naukri.”

-Mr. Hitesh Oberoi, Managing Director and Chief Executive Officer, Info Edge (India) Ltd.

“Outstanding growth in billing, revenues, profitability and cash from operations. Naukri business has placed the company on a solid platform of consistent profitable growth.”

- Mr. Chintan Thakkar, Whole Time Director and Chief Financial Officer, Info Edge (India) Ltd.