

infoedge

Earnings Presentation

Quarter ended June 30, 2025



naukri

99acres

Jeevansathi.com



shiksha

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This presentation contains the Company’s audited financial information as at and for the period ending June 30, 2025 and as at and for the quarter ended June 30, 2025. Investors should be aware that such financial information may be subject to certain adjustments during the course of audit/review and the audited/reviewed financial statements of the Company, when announced, may differ from those contained in this presentation.

In this presentation:

- All figures mentioned are for the Company as a standalone entity and are as of June 30, 2025 or for the quarter ended June 30, 2025, unless indicated otherwise.
- Q1FY26 or Q1FY25-26 means the period commencing on April 01, 2025, and ending on June 30, 2025.
- FY24 or FY23-24 or FY2024 means the Financial Year starting April 1, 2023, and ending March 31, 2024.
- FY25 or FY24-25 or FY2025 means the Financial Year starting April 1, 2024, and ending March 31, 2025.
- FY26 or FY25-26 or FY2026 means the Financial Year starting April 1, 2025, and ending March 31, 2026.
- 1 Crore = 10 Million = 100 Lakh.

Standalone Financial Performance

IEIL Standalone performance (Q1FY26) – At a glance

Rs. 644cr

Billings
(YoY +11.2%)

Rs. 250cr

Operating Profit
(YoY +10.1%)

Rs. 180cr

Cash from operations
(before Taxes)
(YoY +3.3%)

Rs. 4,828cr

Cash Balance²
as of June 30, 2025

Rs. 736cr

Revenue from Operations
(YoY +15.3%)

34.0%

Operating Profit margin

Rs. 4.01

Earning per share¹ – Q1FY26
(YoY +11.5%)

6,174

Employee count
as of June 30, 2025

Key highlights regarding standalone financial performance for Q1FY26

- 1.** Billing growth in Q1 moderated with softness in the recruitment business, while the non-recruitment businesses sustained steady growth
Deferred sales revenue in Q1FY26 was Rs. 1,254cr

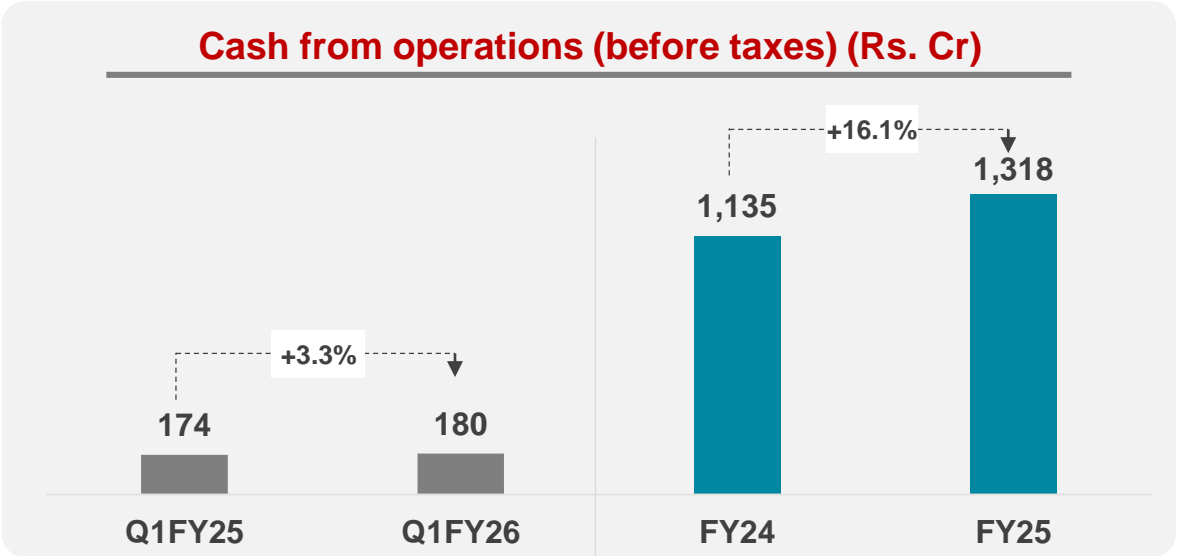
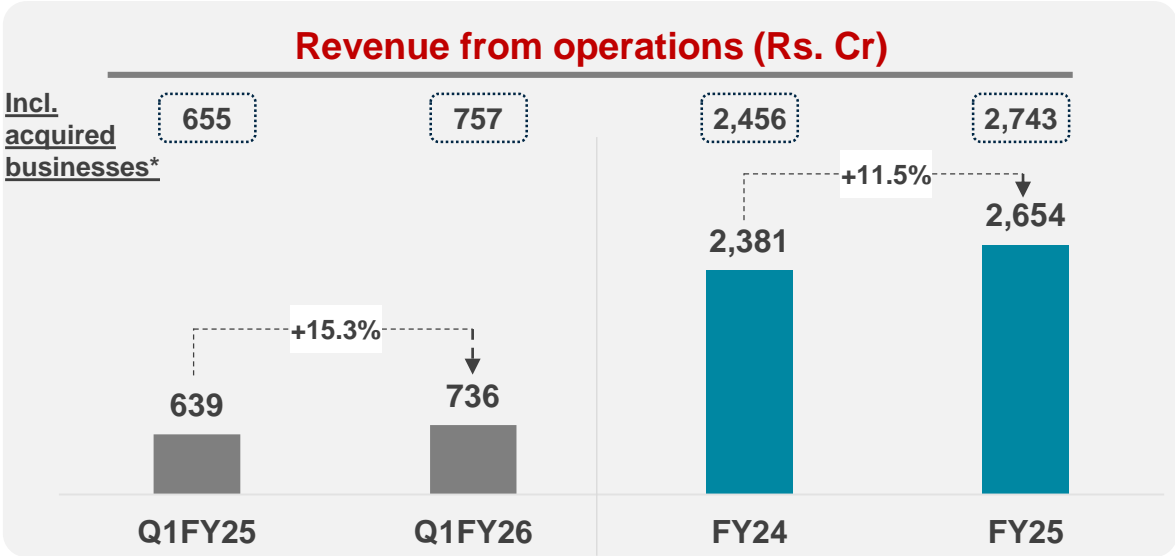
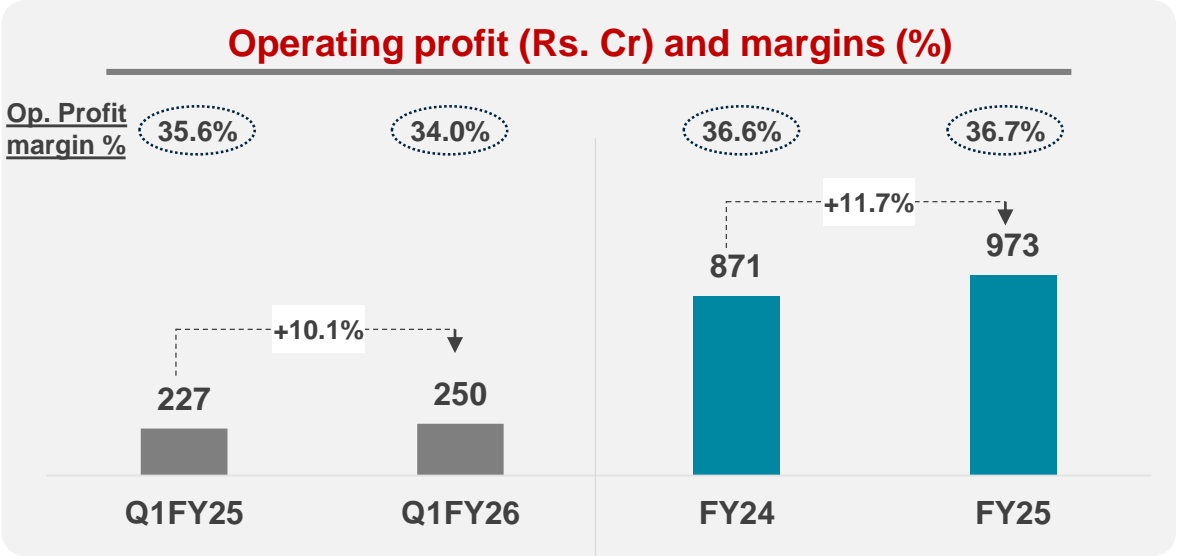
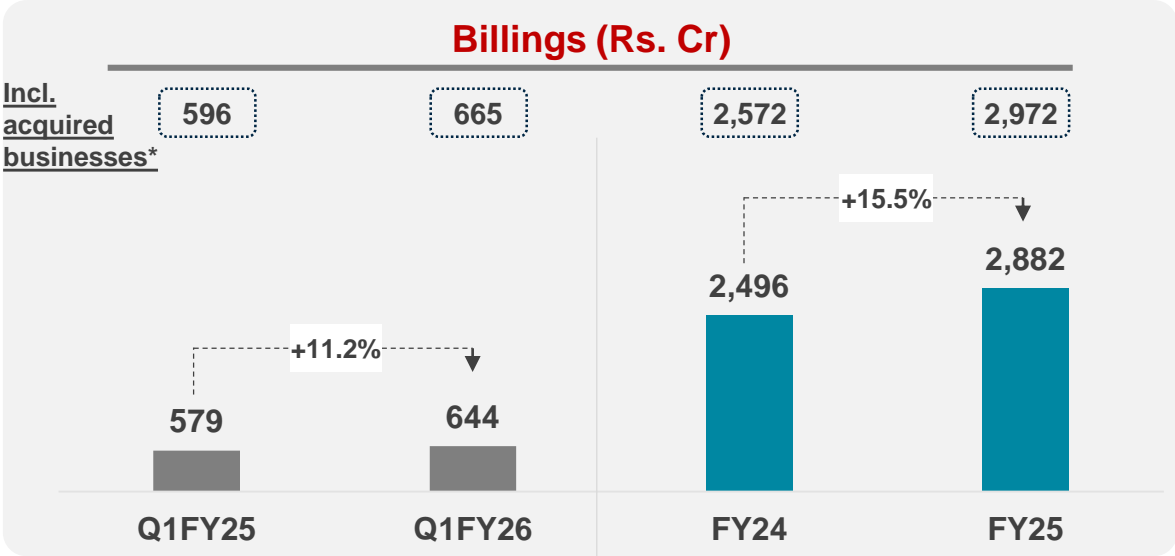
- 2.** Standalone operating profit margins were 34.0% in Q1FY26

- 3.** Earning per share¹ (EPS) in Q1FY26 was Rs. 4.01 (YoY growth of 11.5%) on a post-share-split basis

- 4.** Cash generated from operations (before taxes) of Rs. 180cr in Q1FY26;
Cash balance as of June 30, 2025 on a standalone basis (incl. wholly owned subsidiaries) was Rs. 4,828cr

- 5.** Employee count as of June 30, 2025 was 6,174

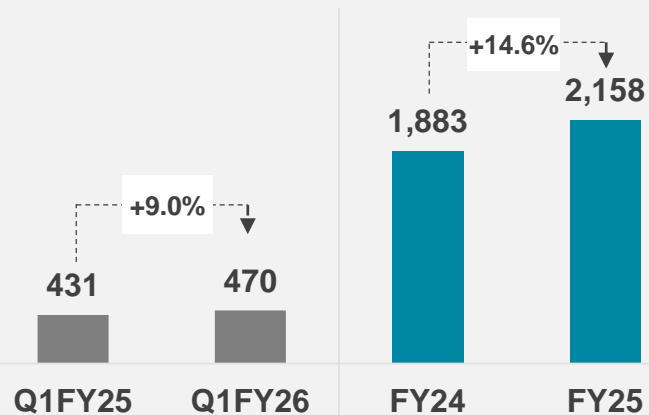
InfoEdge Q1FY26 highlights: Steady revenue and profit growth on the back of past billings; Q1 billings growth shows moderation



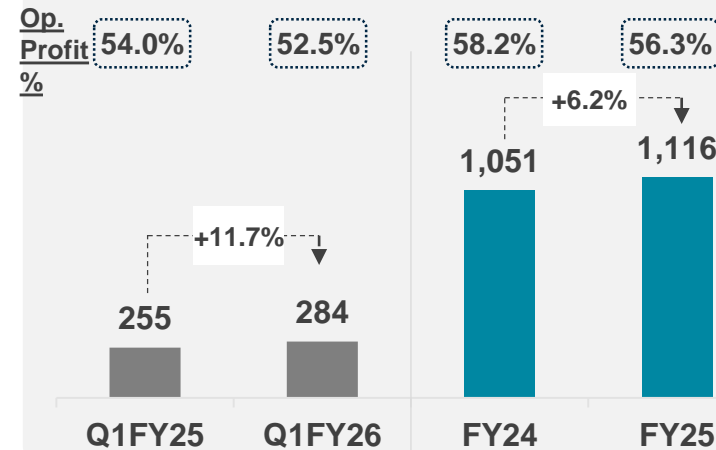
Business Segments Financial Performance

Recruitment business: The billings growth rate moderated to 9% in Q1, while revenue growth improved, benefiting from strong momentum in prior quarters

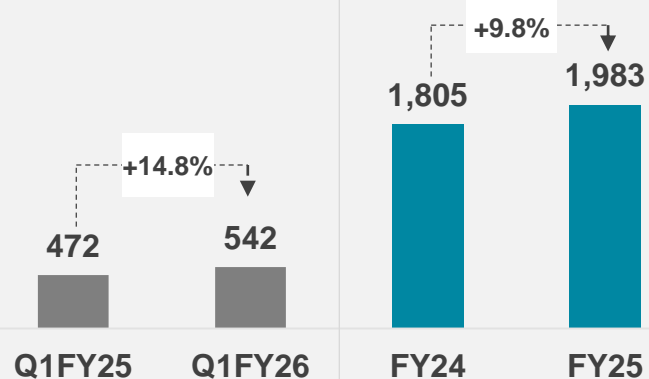
Billings (Rs. Cr)



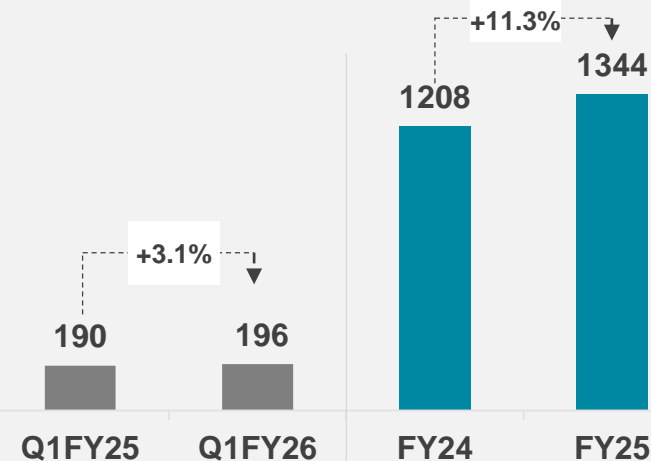
Op. profit (Rs. Cr) & margin (%)



Revenue from operations (Rs. Cr)



Cash from operations¹ (Rs. Cr)

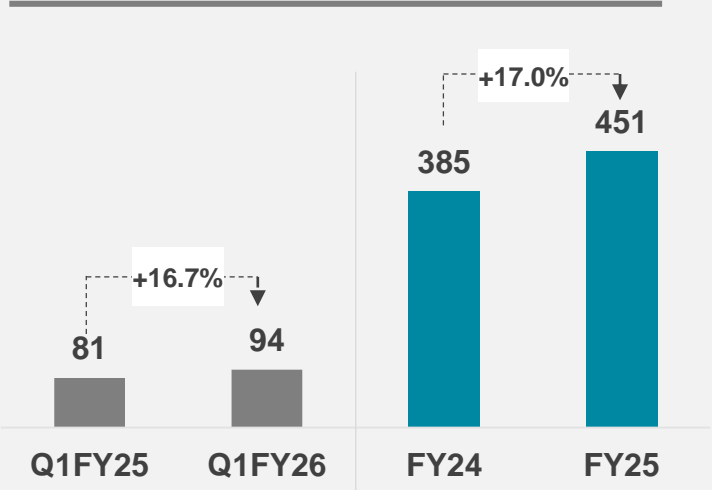


Q1FY26 highlights

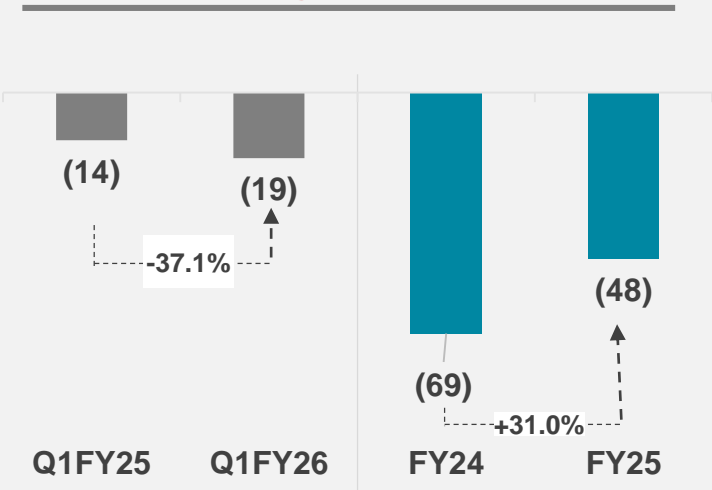
- Overall billings growth of 9.0% YoY.
- Tech, IT Services, BPM, etc. combined grew by 8%, GCCs by 17%, Other Sectors by 7%, and the Recruitment consultant segment by 6%.
- Segments or sectors such as Technology companies, Retail, Healthcare, and Manufacturing, grew at a double-digit rate.
- IT Services, BPM, BFSI, and Infrastructure grew at a single-digit growth rate.
- IIMJobs, Naukri Gulf and Naukri Fast Forward, also witnessed healthy billings growth of 41%, 18% and 15% YoY, respectively.
- Naukri database is now comprised of 108 million resumes; Avg. number of resumes added daily was 26k in Q1FY26.

99Acres: Q1 billings held steady in a typically soft quarter, as the business continued to gain market share and strengthen its leadership position

Billings (Rs. Cr)



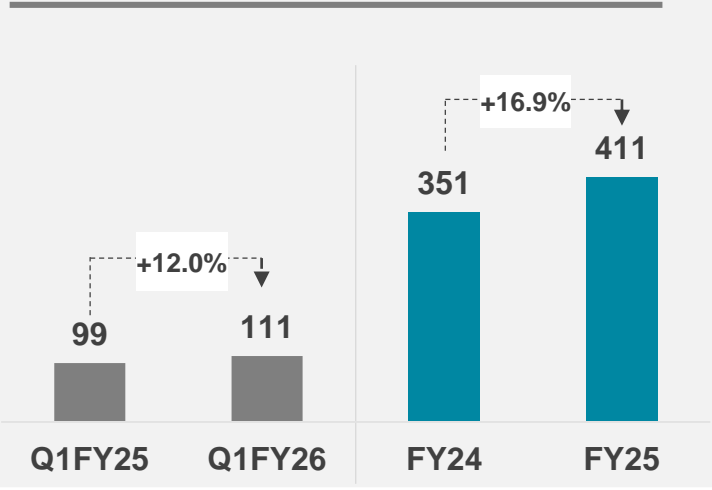
Operating profit (Rs. Cr)



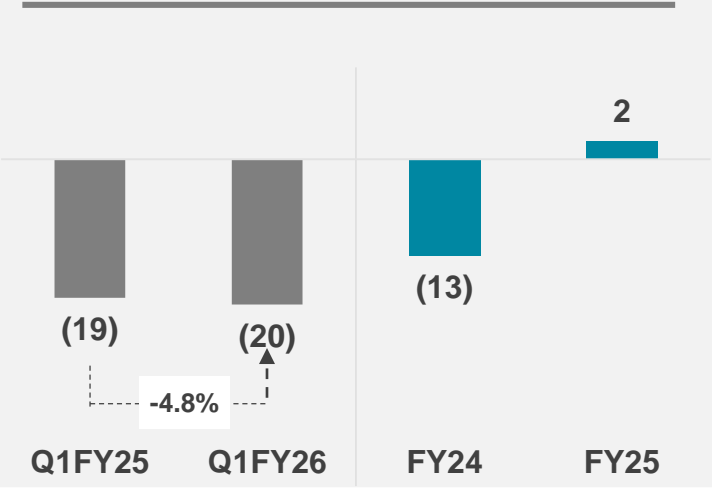
Q1FY26 highlights

- Billing growth in Q1 was driven by improvements in both the number of billed customers and average billing per customer.
- Broker and channel partner billings grew faster than developer billings.
- Live New project listings grew 17% YoY in Q1, and live resale plus rental listings from brokers grew 29% YoY in Q1.
- Continued to increase the efficiency of our digital performance marketing spends, applying analytics, creative content & audience optimization.

Revenue from operations (Rs. Cr)

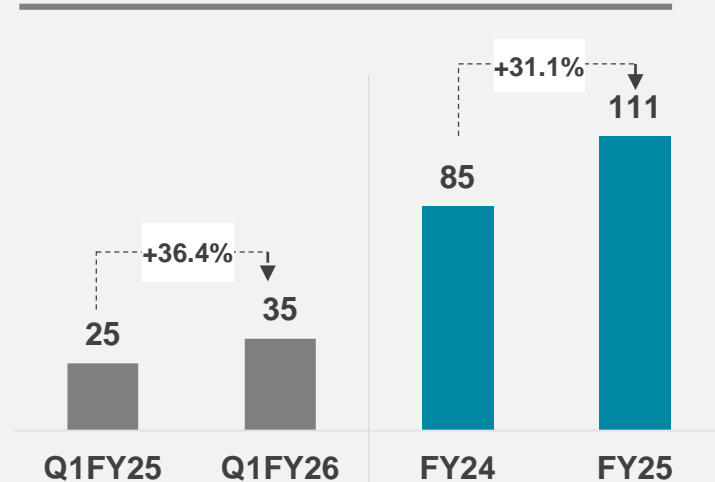


Cash from operations¹ (Rs. Cr)

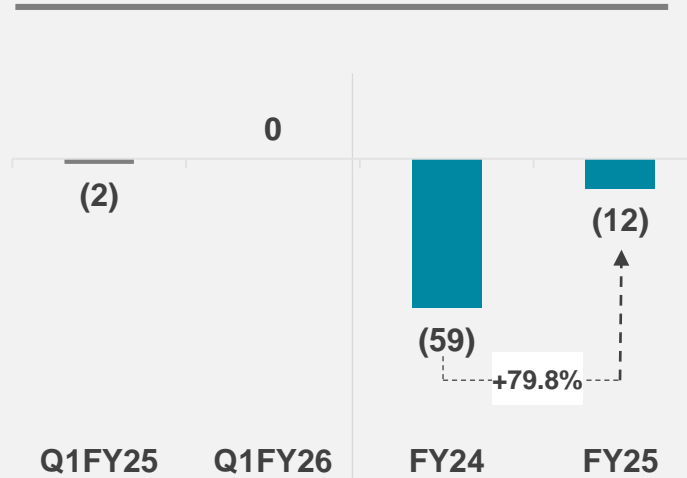


Jeevansathi: Billings momentum continued in Q1 with 36% YoY growth, as the business achieved operating breakeven and generated positive cash flow from operations

Billings (Rs. Cr)



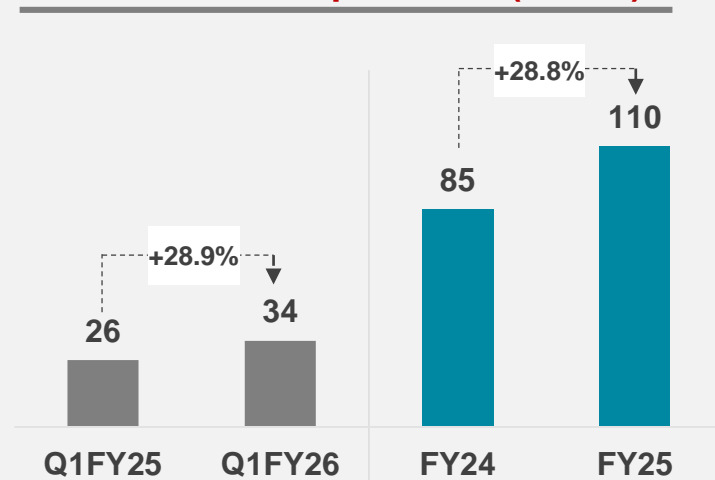
Operating profit (Rs. Cr)



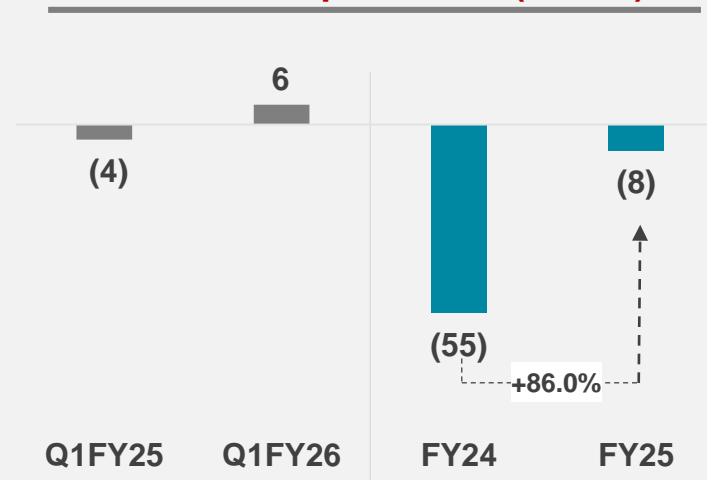
Q1FY26 highlights

- The matchmaking industry remains competitive, with the top 3 players seeking to expand their market share.
- Key metrics like acceptances and two-way chats on the platform continue to remain healthy
- Continued to build on monetization efforts to grow billings. More reasons for users to pay introduced in the quarter.
- The business achieved operating breakeven and generated cash from operations in Q1.

Revenue from operations (Rs. Cr)

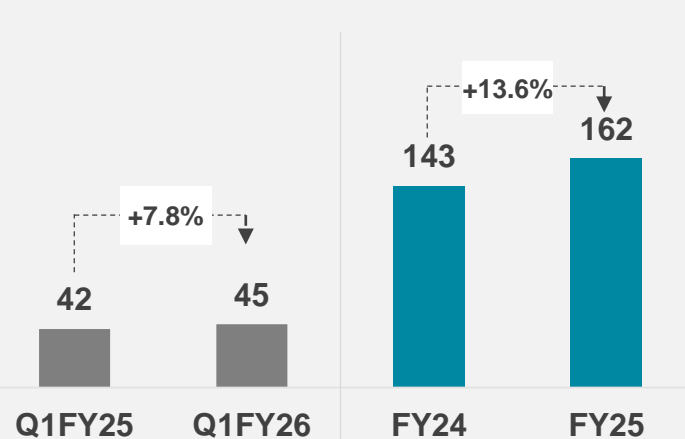


Cash from operations¹ (Rs. Cr)

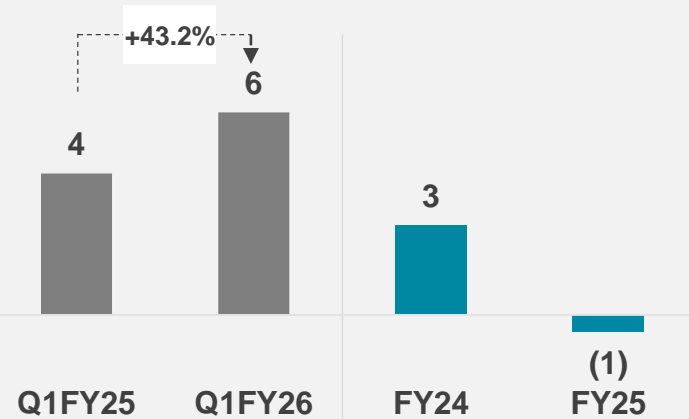


Shiksha: Billings grew 8% YoY in Q1, while the business remained profitable at the operating and cash level

Billings (Rs. Cr)



Operating profit (Rs. Cr)



Q1FY26 highlights

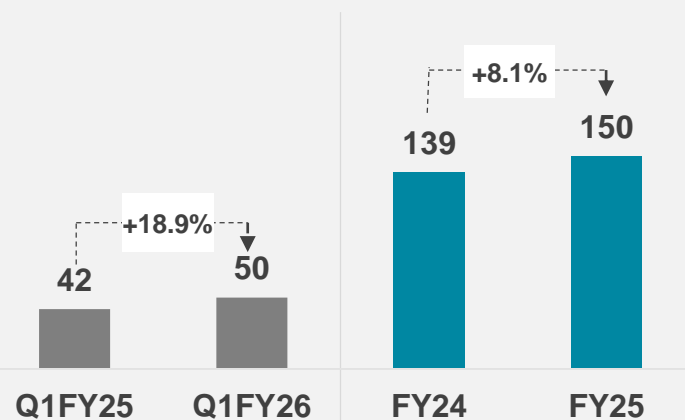
In Q1FY26, billings grew by 8% YoY and revenue grew by 19% YoY.

Domestic private universities and colleges continue to expand the course offerings beyond engineering with more choices available to students.

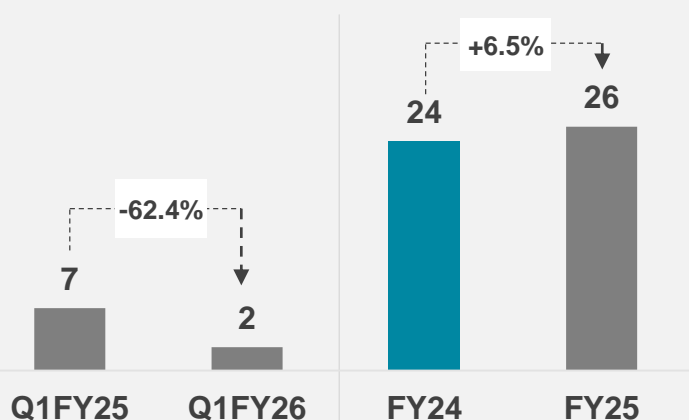
Higher visa rejection rates for those aspiring to study in the U.S., and a decline in job prospects for students abroad, have reduced student interest. Students are opting to study more in the UK and continental Europe.

The emergence of new private universities in India presents an opportunity for Shiksha to expand its footprint.

Revenue from operations (Rs. Cr)



Cash from operations¹ (Rs. Cr)



Consolidated Financial Performance

Summary of consolidated financial performance for Q1FY26



At the consolidated level, the net sales for the Company stood at Rs. 790.9cr in Q1FY26 versus Rs. 676.7cr for Q1FY25.



The total comprehensive income was Rs. 7,918.2cr in Q1FY26 vs. Rs. 3,582.6cr in Q1FY25.



Profit before tax (without exceptional items) in Q1FY26 was Rs 435.7cr, compared to Rs 329.4cr in Q1FY25.

A large teal arrow pointing to the left, serving as a background for the title text.

Operational Highlights

Info Edge businesses

Core Operating Businesses

Recruitment



Real Estate

99acres

Matchmaking

Jeevansathi.com

Education



Strategic Investments



Financial Investments



Find your dream job now

5 lakh+ jobs for you to explore



THE
COOLEST
JOB EVER

**Recruitment business –
Key operating highlights**

[Remote >](#)[MNC >](#)[Analytics >](#)[Fresher >](#)[Internship >](#)[Sales >](#)

Recruitment business – Key highlights

Dominant Traffic Share among peers

Rs. 470cr

Q1FY26 Billings

52.5%

Q1FY26 Operating Profit margin

75%+

Traffic Share¹

~46.5k

Billed Customers²

26k

Resumes added daily²

176k

Job seekers availed premium services²

Rs. 284cr

Q1FY26 Operating Profit

Rs. 196cr

Q1FY26 Cash from Operations³

108 million

Resume database²

581k

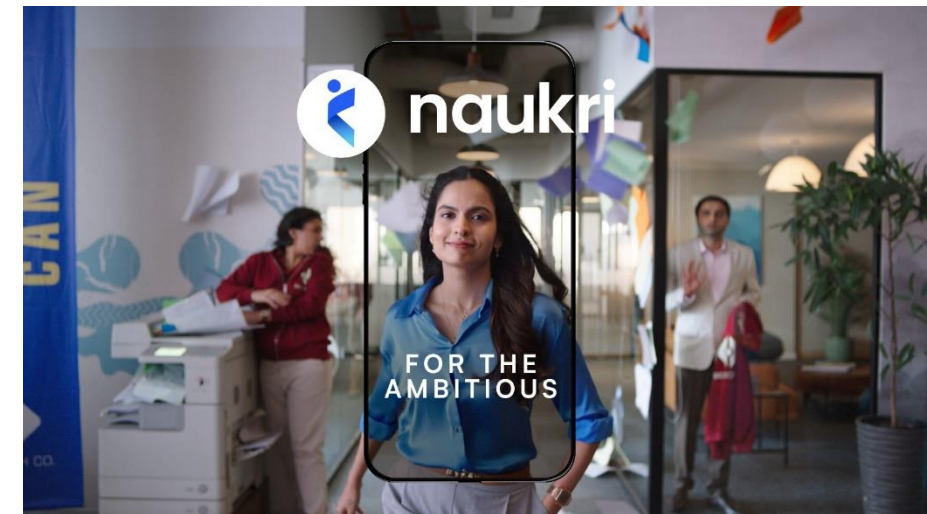
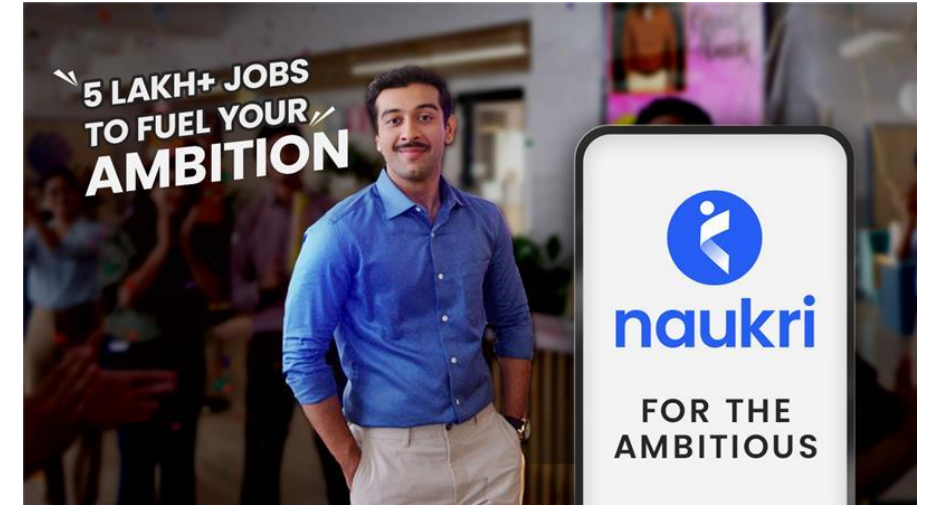
Job listings²

688k

Resumes modified daily²

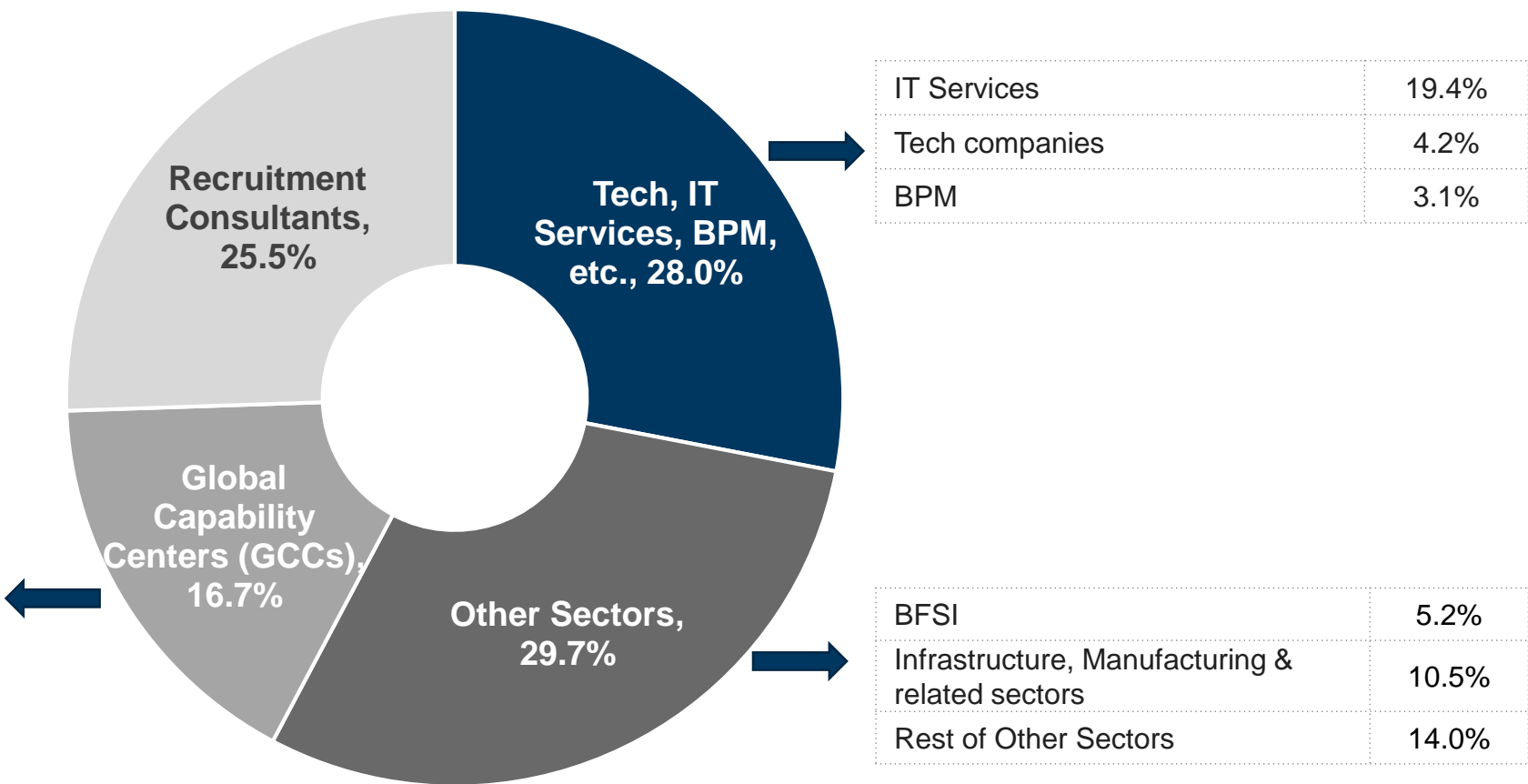
993k

Avg. resume searches daily²



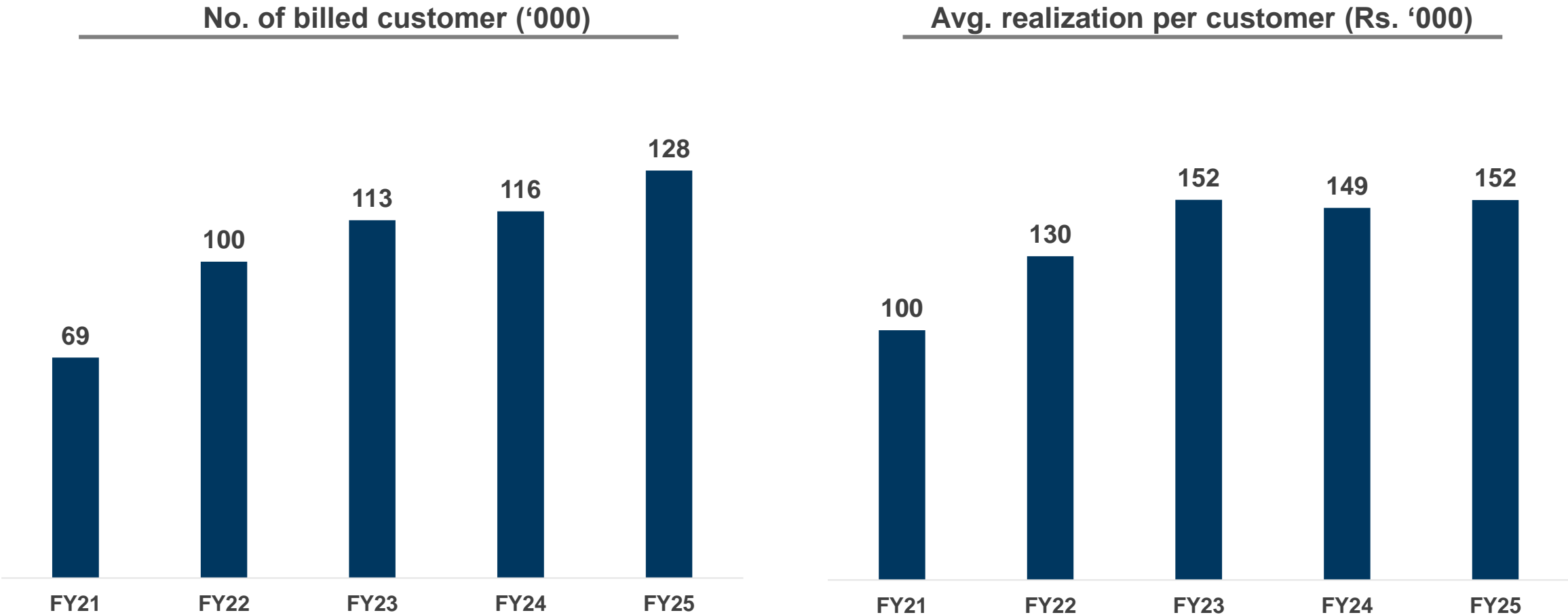
Breakdown of billings by customer type

Distribution of Recruitment India B2B business billings by customer type for FY25



Direct contribution from IT Services (incl. IT services and GCC IT Services companies) is ~25%
Overall contribution from IT Services incl. Direct and through Consultants on a pro-rata basis would be 30-35%

Growing customer base along with enhancing avg. realization per customer



Customer growth of ~11% was driven by deeper Tier-2/3 penetration and higher SMB client additions, with average realization remaining flat due to the shift in customer mix.



Ghar lena ho ya bechna
99acres se hi puchna

Buy

Rent

PG / Co-living

Commercial

Coworking

Plots/Land NEW

Projects

All Residential ▾



Search "3 BHK for sale in Mumbai"



Search

Continue browsing...



Buy in Dwarka Delhi



Explore New City



Guest User

Your Recent Activity

Projects in High Demand

The most explored projects in Dwarka Delhi



Goyal Premium Builder Floor

3,4 BHK Apartment in Sector 17 Dwarka,
Dwarka Delhi

₹ 60 Lac - 1.1 Crore



Garur Golf Island

4 BHK Apartment in Sector 19B Dwarka,
Dwarka Delhi

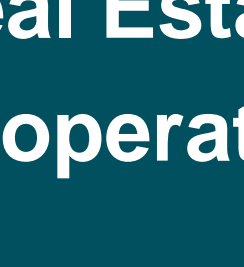
₹ 6 Crore



Goyal Premium Builder Floor

2,3 BHK Apartment in Sector 15 Dwarka,
Dwarka Delhi

₹ 27 - 76.67 Lac



Goyal Premium Builder Floor

1,2,3 BHK Apartment in Sector 15 Dwarka,
Dwarka Delhi

₹ 25 - 76.67 Lac

+ EXPERT OPINIONS

Visit Now

Real Estate business –
Key operating highlights

99Acres – Key highlights

Rs. 94cr

Q1FY26 Billings

17% 

YoY Billings growth (Q1FY26)

(Rs. 19cr)

Q1FY26 Operating Profit

(Rs. 20cr)

Q1FY26 Cash flow from operations

185k+¹

Total projects

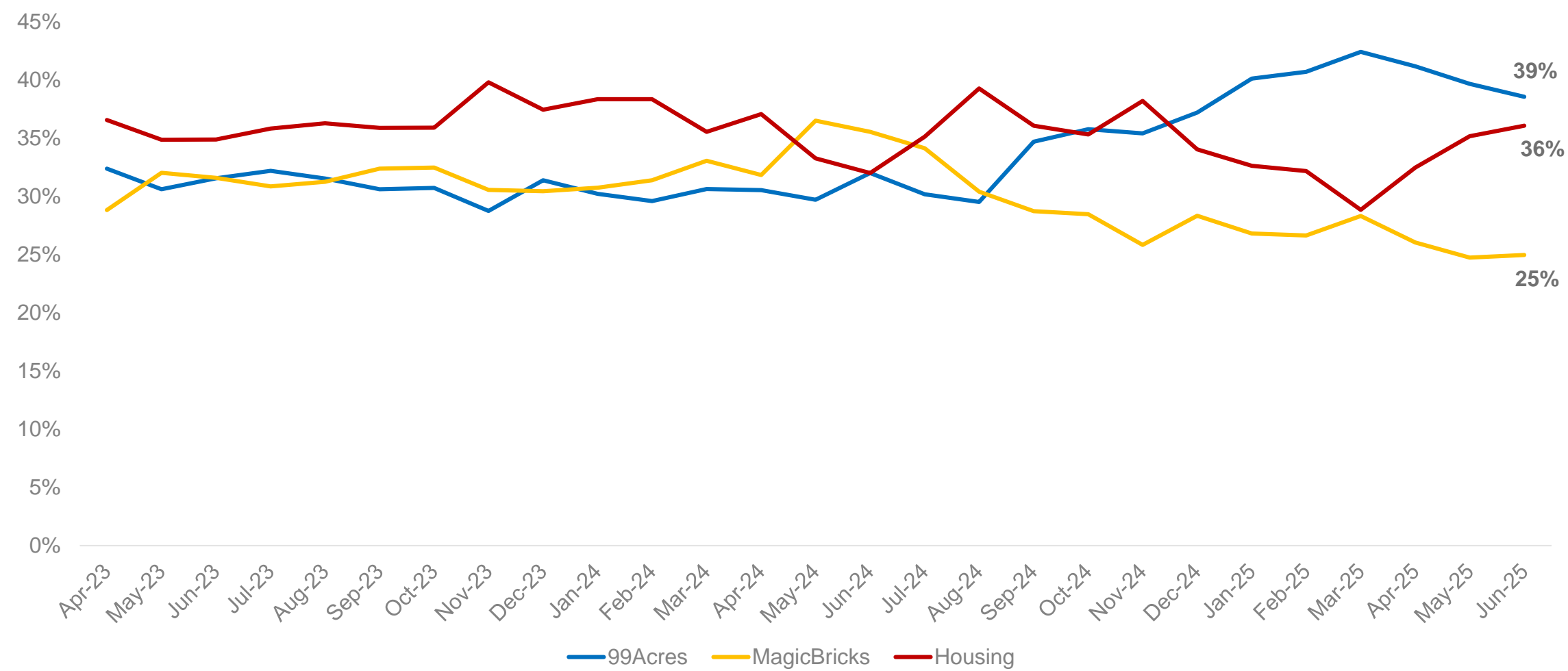
1 Mn+²

Total listings



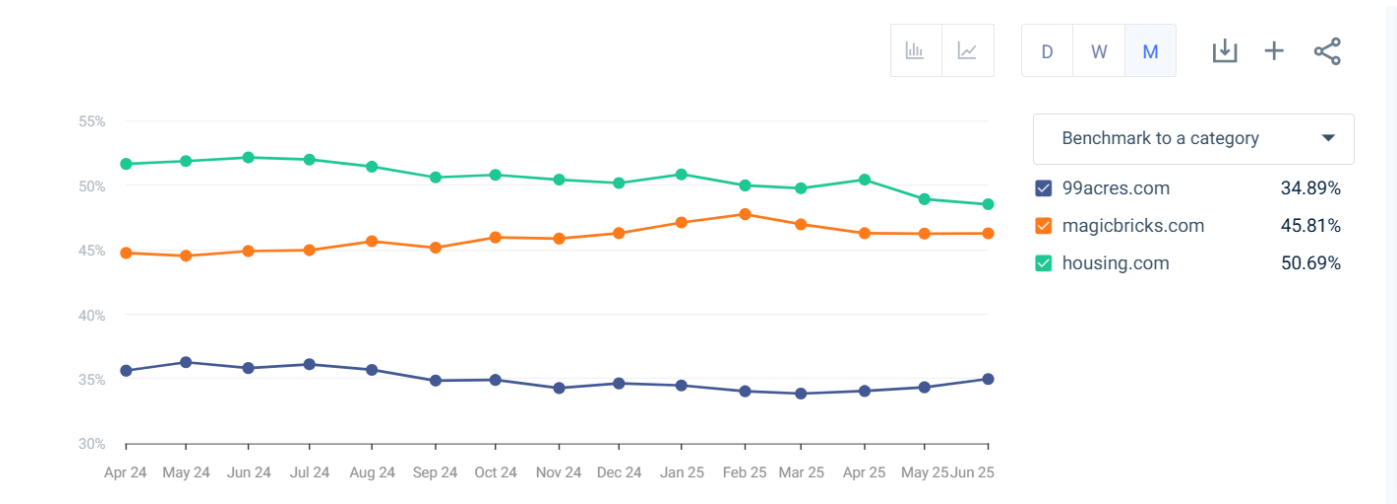
99Acres traffic time share

Overall traffic (from desktops & laptops, web mobile)

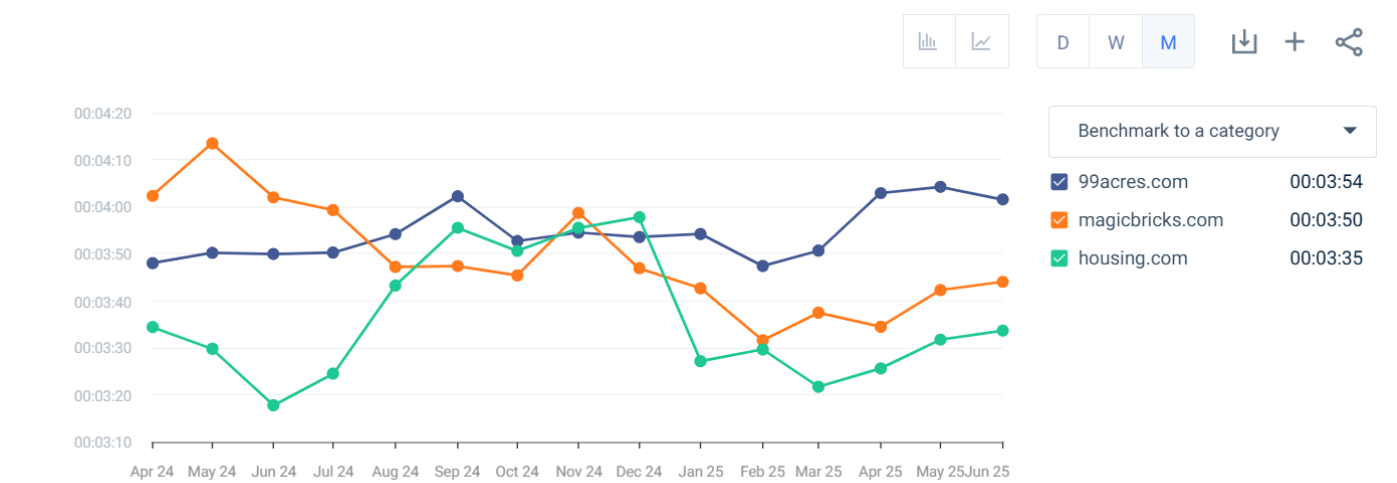


Buyers & Tenants spend more time on 99acres with lower/similar bounce rate vs most competitors

Lower bounce rate on 99Acres platform demonstrating the high quality of traffic

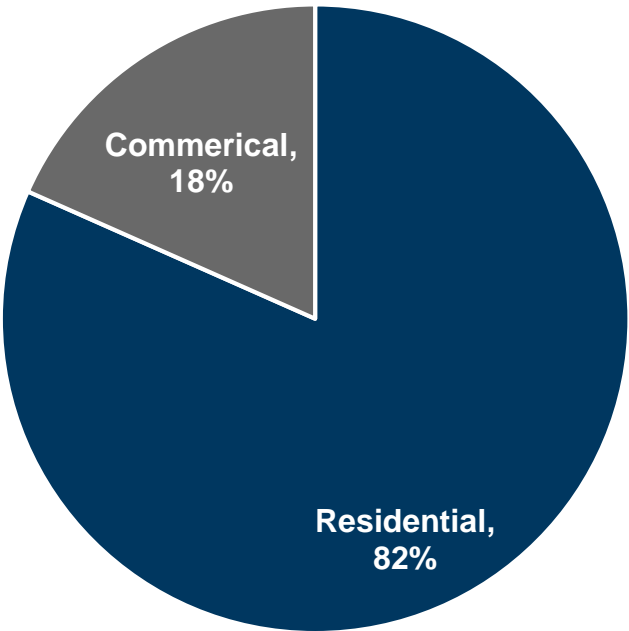


Higher time spent by buyers and tenants on 99Acres platform demonstrating high engagement



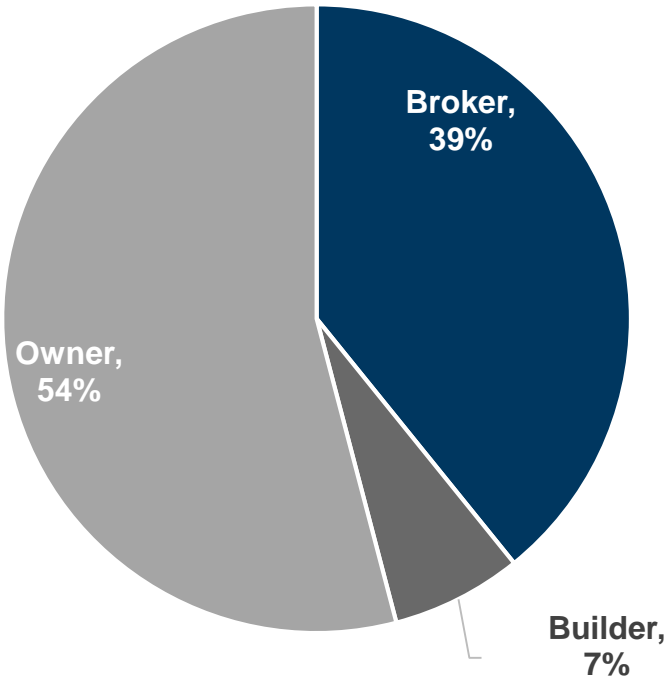
Key business metrics for 99Acres

Distribution of total 1Mn+ listings



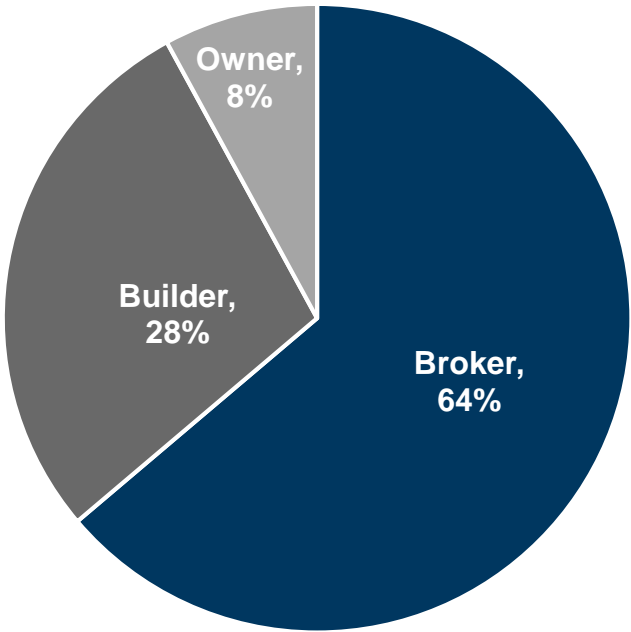
As of June 30, 2025

Distribution of 90.3K total customer base



July'24 to June'25

Billing breakdown by customer type



July'24 to June'25

Create Profile For

Select ▾

Email Address

someone@example.com

Mobile No.

+91 ▾

Create Password

Now, chat for free

Finding your perfect match just became easier

MORE THAN 20 YEARS OF

Bringing People Together

Matrimony business – Key operating highlights

Jeevansathi – Key highlights

Rs. 35cr

Q1FY26 Billings

36%+↑

YoY Billings growth (Q1FY26)

+ve

Q1FY26 Operating Profit

Rs. 6cr

Q1FY26 Cash flow from operations

90%+

User traffic & time spent on Android and iOS apps

~21%↑

Yearly reduction in marketing spends in FY25





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Education business – Key operating highlights

SRM University Delhi-NCR
Sonepat [Learn More](#)
Admissions Open 2024

GNIOT Group
Greater Noida
Highest Package 70 LPA, NA

Shiksha – Key highlights





Investments

Financial Investments in technology-based Startups

Investments in Listed Entities

zomato

Shareholding: 12.43%



Shareholding: 12.52%

Balance sheet investments in Unlisted Entities

20 active financial investments in the portfolio.
Total carrying value of Rs. 639cr

InfoEdge- AIFs

(Around 50:50 partnership with MacRitchie Investment Pte Limited (Indirectly wholly owned Subsidiary of Temasek Holdings Pvt Ltd))

Info Edge Venture fund*.-

First Scheme – USD100 Mn

Primary Focus- Consumer Tech Companies

Follow on Scheme- USD 100 Mn, Focus - Winners of Fund 1.

Info Edge Capital** Corpus USD 167Mn

Primary Focus - Consumer Tech Companies.

Capital 2B** Corpus USD 83Mn

Primary Focus - Companies leveraging deep tech/ patents etc

**Info Edge holding 50%.*

*** Info Edge holding 44.7%*

Financial Investment Portfolio

Financial Investments - Listed Companies

Investee Company	Carrying value of investment as of June 30, 2025 (Rs. Cr.)	Diluted and converted shareholding %
Eternal	146.5	12.43%
PB Fintech	575.8	12.52%
Total	722.3	

Strategic Investments

Investee Company	Prominent Domain name	Carrying value of investment as of June 30, 2025 (Rs. Cr.)	Diluted and converted shareholding % (Actual)
Aisle Network Private Limited	https://www.aisle.co/	82.1	96.35%
Zwayam Digital Private Limited	https://www.zwayam.com/	128.4	100.00%
Axilly Labs Private Limited	https://doselect.com/	23.0	100.00%
Terralytics Analysis Private Limited	https://www.tealindia.in/	10.2	23.03%
Sunrise Mentors Private Limited	https://www.codingninjas.com/	120.2	54.64%
NoPaperForms Solutions Private Limited	https://www.meritto.com/	33.7	47.93%
International Educational Gateway Private Limited	https://www.univariety.com/	1.0	47.12%
Total		398.6	

Financial Investment Portfolio

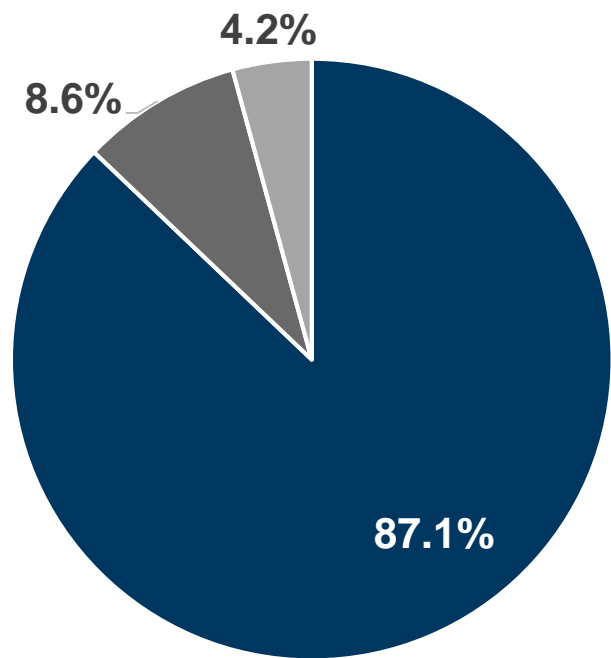
Financial Investments - Unlisted Companies

Investee Company	Prominent Domain names	Carrying value of investment as of June 30, 2025 (Rs. Cr.)	Diluted and converted shareholding % (Actual)
Agstack Technologies Private Limited	http://www.gramophone.in/	42.5	43.44%
Printo Document Services Private Limited	http://www.printo.in/	36.8	36.09%
Shop Kirana E Trading Private Limited	http://shopkirana.com/	127.2	26.14%
Metis Eduventures Private Limited	https://www.adda247.com/	144.2	25.88%
LQ Global Services Private Limited	https://www.legitquest.com/	6.0	23.07%
Llama Logisol Private Limited	https://shipsy.in/	68.4	22.56%
Crisp Analytics Private Limited	https://lumiq.ai/	2.7	2.50%
Unbox robotics Labs Private Limited	https://unboxrobotics.com/	11.6	5.70%
Attentive AI Solutions Private Limited	https://attentive.ai/	3.7	4.43%
Brainsight Technology Private Limited	https://www.brainsightai.com/	5.1	5.27%
Ray IOT Solutions Inc.	https://www.rayiot.org/	6.9	12.63%
Skylark Drones Private Limited	https://skylarkdrones.com/	1.2	1.10%
String Bio Private Limited	https://www.stringbio.com/	16.5	0.93%
Sploot Private Limited	https://sploot.space/	11.9	29.16%
Vyuti Systems Private Limited	https://www.cynlr.com/	10.3	5.06%
Ubifly Technologies Private Limited	https://eplane.ai/	12.8	4.19%
VLCC	https://vlcc.com/	53.8	1.24%
SkyServe Inc.	https://www.skyserve.ai/	4.2	5.26%
Nexstem India Private Limited	https://www.nexstem.ai/	8.5	5.80%
Greytip Software Private Limited	https://www.greythr.com/	65.0	18.70%
Total		639.3	

Balance Sheet Summary & Data Sheet

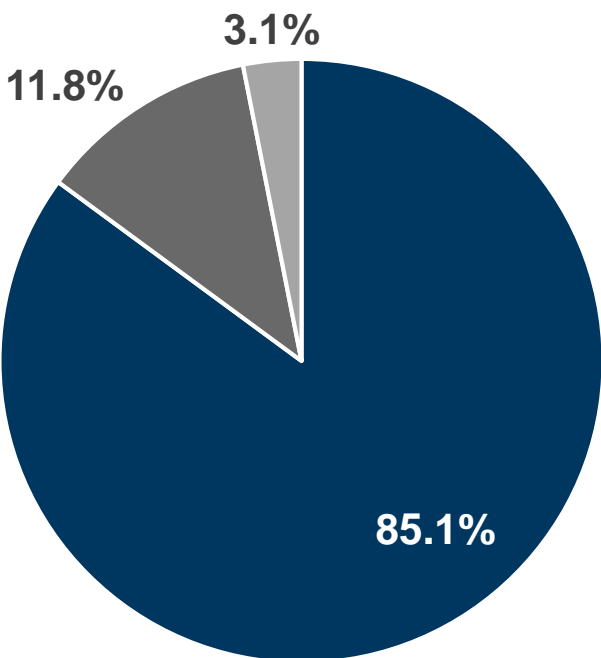
Standalone Balance Sheet Summary as of June 30, 2025

Assets (Total: Rs. 40,414cr)



- Investments
- Cash & Cash Equivalents
- Other Operating Assets

Liabilities (Total: Rs. 40,414cr)



- Shareholder's Equity
- Other Liabilities & Provisions
- Deferred Sales Revenue / Customer Advances

Data sheet – Q1FY26 (1/2)

As at end of/ during	Q1FY26	Q4FY25	Q3FY25	Q2FY25	Q1FY25	Q4FY24	Q3FY24	Q2FY24	Q1FY24	Q4FY23	Q3FY23	Q2FY23	Q1FY23	Q4FY22	Q3FY22	Q2FY22	Q1FY22	FY25	FY24	FY23	FY22
Key business metrics																					
Naukri																					
Number of resumes on Naukri (in millions)	108	106	104	103	100	98	96	94	91	89	88	86	84	82^	80	78	76	106	98	89	82^
Average number of resumes added daily (in '000)	26	22	19	25	22	28	20	24	23	20	20	23	20	21	18	22	17	22	24	21	20
Average number of resumes modified daily (in '000)	688	645	498	624	572	562	482	495	498	479	420	491	411	417	403	540	489	585	509	450	462
Number of billed customers* (in '000)	47	50	42	42	41	43	38	40	40	43	38	40	41	42	38	37	27	128	116	113	100
Billing distribution*																					
- Tech, IT Services, BPM, etc.	27.5%	30.0%	24.0%	29.4%	27.6%	30.1%	25.3%	28.4%	29.8%	27.9%	25.6%	29.4%	33.9%	31.4%	29.1%	32.6%	32.1%	28.0%	28.6%	29.0%	31.2%
- Other Sectors	28.8%	25.3%	33.8%	32.7%	29.3%	25.1%	33.5%	32.2%	27.2%	24.9%	31.9%	28.2%	22.8%	22.2%	28.0%	28.5%	24.0%	29.7%	29.0%	26.8%	25.3%
- Recruitment Consultants	27.0%	26.1%	24.8%	23.6%	27.6%	26.6%	25.9%	24.5%	28.8%	29.3%	28.2%	28.4%	29.2%	30.0%	27.2%	26.4%	26.4%	25.5%	26.5%	28.8%	28.0%
- GCCs	16.7%	18.5%	17.4%	14.3%	15.5%	18.2%	15.3%	14.9%	14.2%	18.0%	14.3%	14.0%	14.1%	16.4%	15.7%	12.4%	17.5%	16.7%	16.0%	15.4%	15.6%
99acres																					
Number of listings free + paid (in '000)	1,544	1,387	1,183	1,162	1,103	1,081	1,007	1,134	1,163	1,191	1,077	1,052	1,109	1,081	1,082	1469	894	4,835	4,384	4,428	4,526
Number of paid listings (in '000)	967	929	832	772	733	735	688	699	664	733	736	621	604	589	627	829	446	3,266	2,786	2,693	2,491

^as on 5th April 22

*Numbers for billed customers and billing distribution are for Recruitment India B2B business.

Data sheet – Q1FY26 (2/2)

As at end of/ during	Q1FY26	Q4FY25	Q3FY25	Q2FY25	Q1FY25	Q4FY24	Q3FY24	Q2FY24	Q1FY24	Q4FY23	Q3FY23	Q2FY23	Q1FY23	Q4FY22	Q3FY22	Q2FY22	Q1FY22	FY25	FY24	FY23	FY22
Key financial metrics																					
Segment Billing (Rs mn)																					
Recruitment solutions	4,703	7,403	4,940	4,920	4,314	6,254	4,289	4,314	3,975	5,835	4,346	4,256	4,150	5,133	3,692	3,019	2,521	21,577	18,832	18,587	14,364
Real estate business	944	1,598	1,026	1,074	809	1,311	884	922	734	1,037	711	757	611	793	614	681	224	4,507	3,851	3,116	2,312
Matrimony business	347	319	276	259	254	258	203	197	188	205	171	169	176	281	245	243	251	1,109	846	721	1,019
Education business	448	518	441	249	415	447	393	257	333	409	278	248	304	287	257	189	232	1,624	1,430	1,239	965
Total Billing	6,442	9,838	6,682	6,503	5,793	8,269	5,769	5,690	5,230	7,486	5,507	5,429	5,242	6,493	4,808	4,131	3,228	28,817	24,959	23,663	18,660
Segment Revenue (Rs mn)																					
Recruitment solutions	5,415	5,112	5,049	4,949	4,715	4,523	4,505	4,560	4,464	4,376	4,368	4,181	3,871	3,444	3,113	2,674	2,311	19,826	18,053	16,796	11,542
Real estate business	1,107	1,058	1,042	1,020	988	926	888	873	827	755	729	697	663	613	586	483	492	4,108	3,513	2,845	2,173
Matrimony business	337	303	271	262	262	242	220	197	194	188	179	181	229	254	242	254	252	1,098	853	776	1,002
Education business	504	398	353	329	424	392	341	300	358	320	277	259	313	244	219	216	228	1,504	1,391	1,169	907
Total revenue from operations	7,364	6,871	6,715	6,561	6,389	6,083	5,954	5,930	5,843	5,640	5,552	5,318	5,077	4,555	4,161	3,626	3,283	26,536	23,810	21,586	15,625
Deferred Sales Revenue (Rs mn)																					
Recruitment solutions	10,138	10,950	8,722	8,805	8,878	9,279	7,619	7,766	8,008	8,477	7,034	7,060	6,951	6,782	5,049	4,513	4,119	10,950	9,279	8,477	6,782
Real estate business	1,819	1,976	1,438	1,456	1,402	1,568	1,180	1,184	1,131	1,227	943	969	895	959	781	744	549	1,976	1,568	1,227	959
Matrimony business	207	197	181	176	179	187	171	188	187	194	177	184	196	249	223	220	231	197	187	194	249
Education business	382	443	326	251	316	326	281	224	262	288	200	196	211	206	182	143	170	443	326	288	206
Total deferred sales revenue	12,545	13,565	10,667	10,688	10,774	11,360	9,251	9,362	9,588	10,185	8,354	8,409	8,254	8,196	6,234	5,620	5,069	13,565	11,360	10,185	8,196
Segment Profit/(Loss) b/f Tax (Rs mn)																					
Recruitment solutions	2,843	2,784	2,976	2,858	2,546	2,579	2,593	2,701	2,635	2,640	2,685	2,482	2,252	2,014	1,820	1,518	1,220	11,164	10,509	10,060	6,573
Real estate business	(187)	(149)	(48)	(142)	(137)	(152)	(147)	(165)	(225)	(221)	(260)	(324)	(380)	(363)	(255)	(249)	(29)	(475)	(688)	(1,185)	(896)
Matrimony business	1	(23)	(67)	(7)	(21)	(94)	(138)	(175)	(181)	(228)	(263)	(276)	(287)	(399)	(384)	(224)	(246)	(118)	(587)	(1,054)	(1,253)
Education business	63	(5)	(11)	(33)	44	63	2	(28)	(10)	11	(1)	(28)	53	39	11	42	68	(5)	28	35	160
Total	2,720	2,607	2,850	2,676	2,432	2,397	2,310	2,334	2,220	2,202	2,161	1,854	1,638	1,291	1,193	1,087	1,013	10,565	9,261	7,855	4,584
Less unallocatable expenses	(218)	(292)	(216)	(165)	(159)	(149)	(123)	(145)	(131)	(139)	(117)	(128)	(116)	(118)	(93)	(92)	(91)	(832)	(549)	(500)	(393)
Add unallocated income	960	784	781	803	770	728	650	636	578	437	396	499	419	421	428	442	411	3,138	2,592	1,751	1,702
Exceptional item	-	76	(593)	1,080	-	(121)	-	(50)	-	(187)	(2,760)	-	-	-	2,178	92,938	-	564	(171)	(2,947)	95,116
Profit Before Tax	3,462	3,175	2,822	4,395	3,043	2,855	2,837	2,774	2,667	2,313	(320)	2,225	1,942	1,595	3,705	94,375	1,334	13,435	11,132	6,159	101,009
Head count																					
Head count	6,174	6,065	5,883	5,820	5,817	5,750	5,602	5,594	5,568	5,311	5,336	5,282	5,107	4,805	4,543	4,540	4,573	6,065	5,750	5,311	4,805

Investor Relations contact

Name	Chintan Thakkar	Vineet Ranjan
Designation	Director and CFO	EVP – Investor Relations
E-mail	chintan@infoedge.in	vineet.ranjan@infoedge.com
Telephone	+91 120 3082137	+91 120 3082089
Fax	+91 120 3082095	
Address	Info Edge (India) Limited, B 8, Sector 132, Noida – 201 301, Uttar Pradesh, India	
Website	www.infoedge.in	