

# infoedge

## Earnings Presentation

---

*Quarter and Financial Year ended March 31, 2025*



**99acres**

*Jeevansathi*.com



# Disclaimer

By attending the meeting/telephonic call where this presentation is made, you agree to be bound by the trailing restrictions regarding the information disclosed in this presentation. This presentation has been prepared by Info Edge (India) Limited (the “**Company**”) solely for information purposes without any regard to any specific objectives, financial situations or information needs of any particular person and does not constitute a recommendation regarding the securities of the Company.

This presentation, its contents and any oral information provided in connection with this presentation are strictly confidential and should not be copied, published or reproduced in any form or distributed, disseminated or disclosed, in whole or part, by recipients directly or indirectly to any other person. Failure to comply with this restriction may constitute a violation of applicable securities laws.

This presentation contains certain statements that are or may be forward-looking statements. These statements include descriptions regarding the intent, belief or current expectations of the Company or its directors and officers with respect to the results of operations and financial condition of the Company. These statements can be recognized by the use of words such as “expects,” “plans,” “will,” “estimates,” “projects,” or other words of similar meaning. Such forward-looking statements are not guarantees of future performance and involve risks and uncertainties, and actual results may differ from those in such forward-looking statements as a result of various factors and assumptions which the Company believes to be reasonable in light of its operating experience in recent years. The risks and uncertainties relating to these statements include, but not limited to, risks and uncertainties, regarding fluctuations in earnings, our ability to manage growth and competition, among others. The Company does not undertake any obligation to revise or update any forward-looking statement that may be made from time to time by or on behalf of the Company. Any investment in securities issued by the Company will also involve certain risks. There may be additional material risks that are currently not considered to be material or of which the Company, its promoters, any placement agent, their respective advisers or representatives are unaware. Against the background of these risks, uncertainties and other factors, viewers of this presentation are cautioned not to place undue reliance on these forward-looking statements. The Company, its promoters, any placement agent, their respective advisers or representatives assume no responsibility to update forward-looking statements or to adapt them to future events or developments. Accordingly, any reliance you place on such forward-looking statements will be at your sole risk.

The information contained in this presentation has not been independently verified. The information in this presentation is in summary form and does not purport to be complete. No representation, warranty, guarantee or undertaking, express or implied, is or will be made as to, and no reliance should be placed on, the accuracy, completeness, correctness or fairness of the information, estimates, projections and opinions contained in this presentation. Potential investors must make their own assessment of the relevance, accuracy and adequacy of the information contained in this presentation and must make such independent investigation as they may consider necessary or appropriate for such purpose. Such information and opinions are in all events not current after the date of this presentation. Further, past performance of the Company is not necessarily indicative of its future results. Any opinions expressed in this presentation or the contents of this presentation are subject to change without notice. This presentation should not be construed as legal, tax, investment or other advice. Neither the Company or its promoters, nor any placement agent or their respective advisers or representatives shall have any responsibility or liability whatsoever (for negligence or otherwise) for any loss howsoever arising from this presentation or its contents or otherwise arising in connection therewith. The information set out herein may be subject to updating, completion, revision, verification and amendment and such information may change materially. Neither the Company, its promoters, any placement agent, nor any of their respective advisers or representatives is under any obligation to update or keep current the information contained herein.

This presentation does not constitute or form part of and should not be construed as, directly or indirectly, any advertisement, offer or invitation or inducement to sell or issue, or any solicitation of any offer to purchase or subscribe for, any securities of the Company by any person whether by way of private placement or to the public, in any jurisdiction, including in India, the United States, Australia, Canada or Japan, nor shall it or any part of it or the fact of its distribution form the basis of, or be relied on in connection with, any investment decision or any contract or commitment therefor. Investing in securities involves certain risks and potential investors should note that the value of the securities may go down or up. Accordingly, potential investors should obtain and must conduct their own investigation and analysis of the relevant information carefully before investing.

Securities of the Company may not be offered or sold in the United States, except pursuant to an applicable exemption from, or in a transaction not subject to, the registration requirements under the United States Securities Act of 1933, as amended (the “**Securities Act**”). By reviewing this presentation, you are deemed to have represented and agreed that you and any person you represent are not a U.S. person (as defined in Regulation S under the Securities Act) and are outside of the United States and not acting for the account or benefit of a U.S. person.

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

This presentation contains the Company’s audited financial information as at and for the period ending March 31, 2025 and as at and for the quarter ended March 31, 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 March 31, 2025 or for the quarter ended March 31, 2025, unless indicated otherwise.
- Q4FY25 or Q4FY24-25 means the period commencing on January 01, 2025, and ending on March 31, 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.
- 1 Crore = 10 Million = 100 Lakh.

# Standalone Financial Performance

# IEIL Standalone performance (Q4FY25) – At a glance

**Rs. 984cr**

Billings  
(YoY +19.0%)

**Rs. 231cr**

Operating Profit  
(YoY +3.0%)

**Rs. 536cr**

Cash from operations  
(before Taxes)  
(YoY +14.7%)

**Rs. 4,786cr**

Cash Balance<sup>3</sup>  
as of March 31, 2025

**Rs. 687cr**

Revenue from Operations  
(YoY +13.0%)

**33.7%**

Operating Profit margin

**Rs. 3.82**

Earning per share<sup>1</sup> – Q4FY25  
(YoY +10.4%)

**Rs. 19.10**

Earning per share<sup>2</sup> –  
Q4FY25

**6,065**

Employee count  
as of March 31, 2025

# Key highlights regarding standalone financial performance for Q4FY25

---

**1.** Billing growth in Q4 was driven by continued improvement in the recruitment business and the sustained performance of the non-recruitment businesses  
Deferred sales revenue in Q4FY25 was Rs. 1,357cr

---

**2.** Standalone operating profit margins were 33.7% in Q4FY25

---

**3.** Earning per share<sup>1</sup> (EPS) in Q4FY25 was Rs. 3.82 (YoY growth of 10.4%) on a post-share-split basis

---

**4.** Cash generated from operations (before taxes) of Rs. 536cr in Q4FY25 (YoY growth of 14.7%);  
Cash balance as of March 31, 2025 on a standalone basis (incl. wholly owned subsidiaries) was Rs. 4,786cr

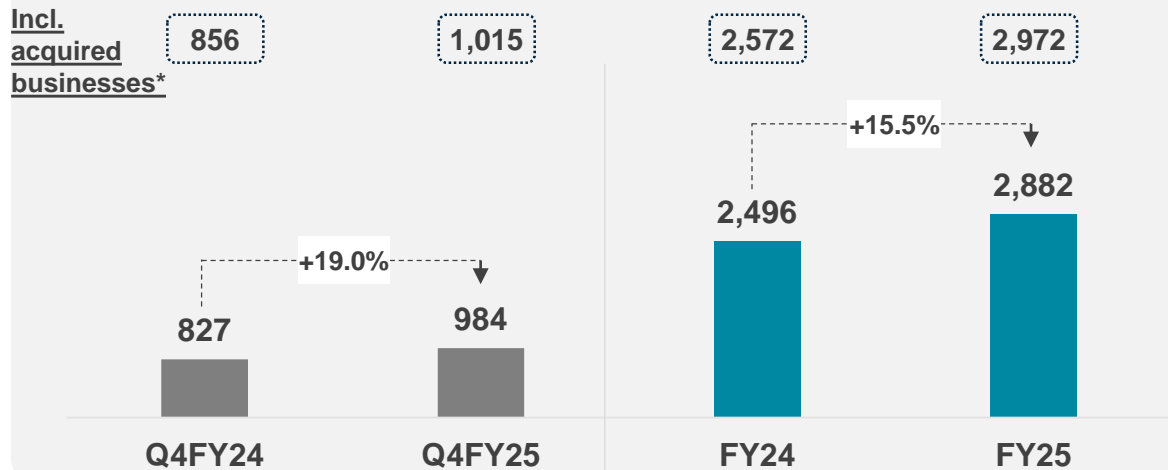
---

**5.** Employee count as of March 31, 2025 was 6,065

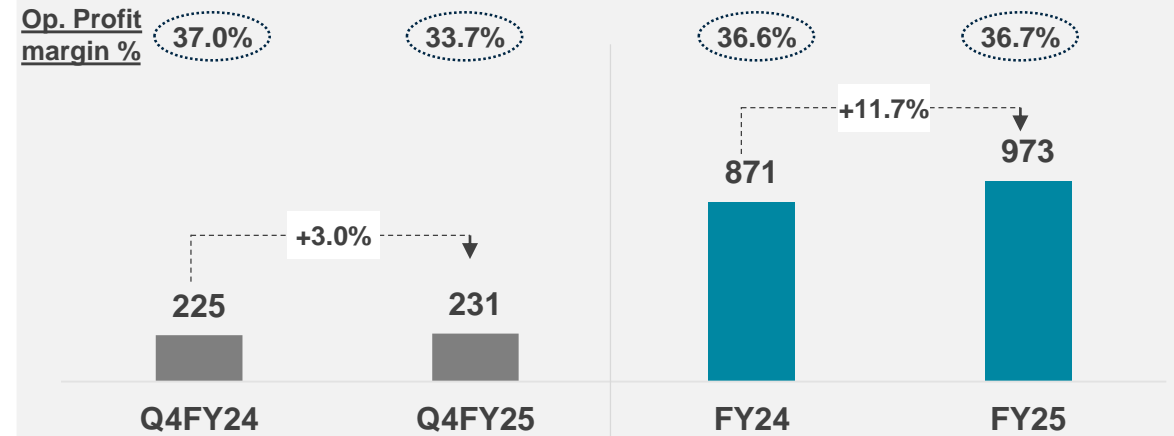
---

# InfoEdge Q4FY25 highlights: Sustained billings improvement coupled with operating margins expansion and improved cash generation

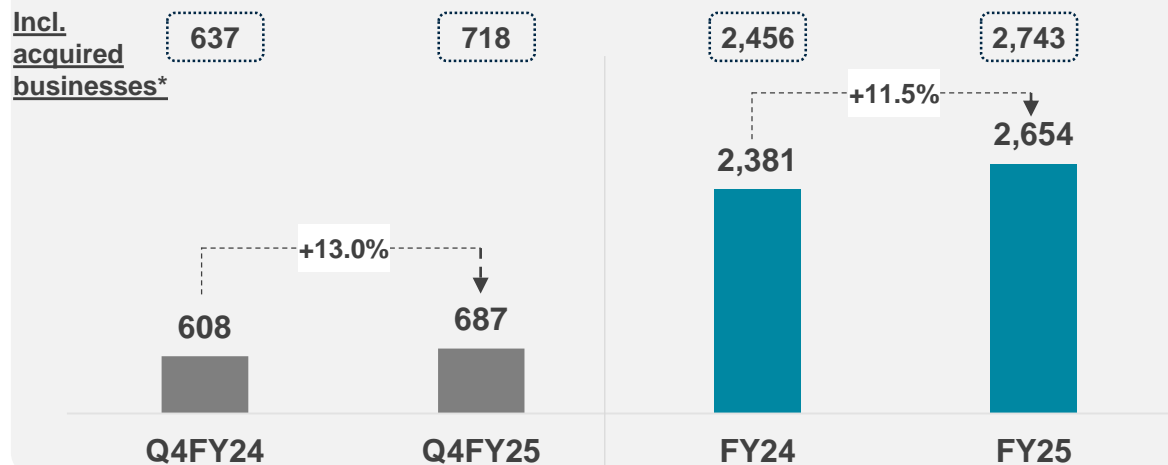
### Billings (Rs. Cr)



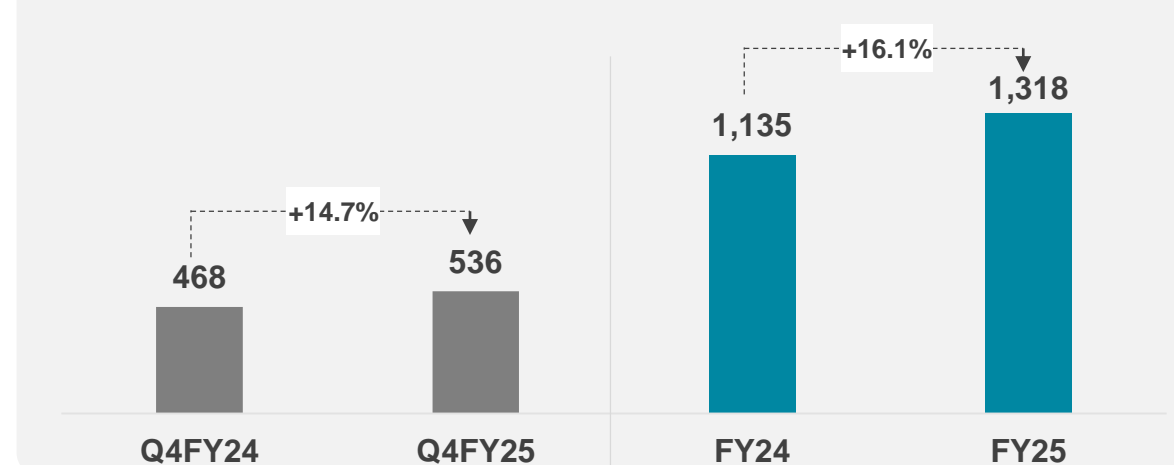
### Operating profit (Rs. Cr) and margins (%)



### Revenue from operations (Rs. Cr)



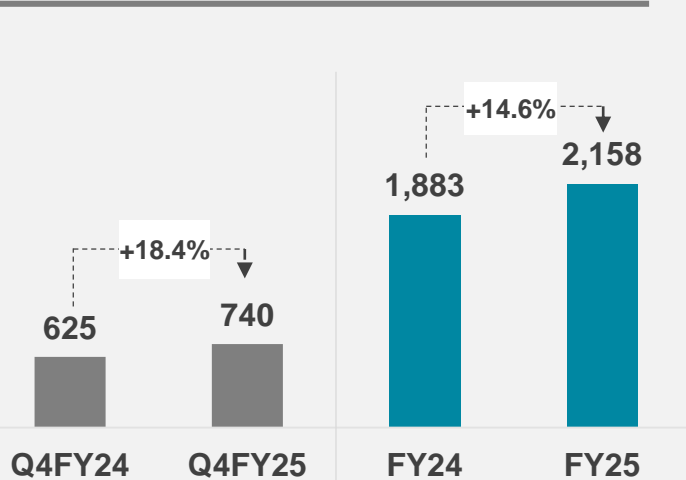
### Cash from operations (before taxes) (Rs. Cr)



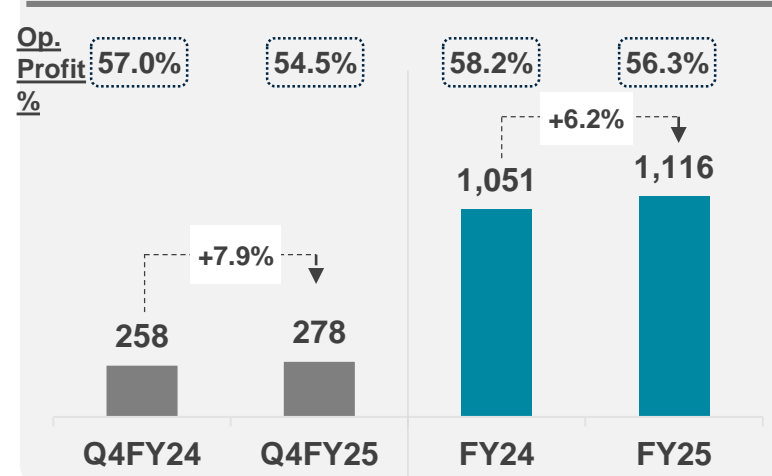
# Business Segments Financial Performance

# Recruitment business: The billings growth rate improved to 18%+ in Q4 with increased cash generation

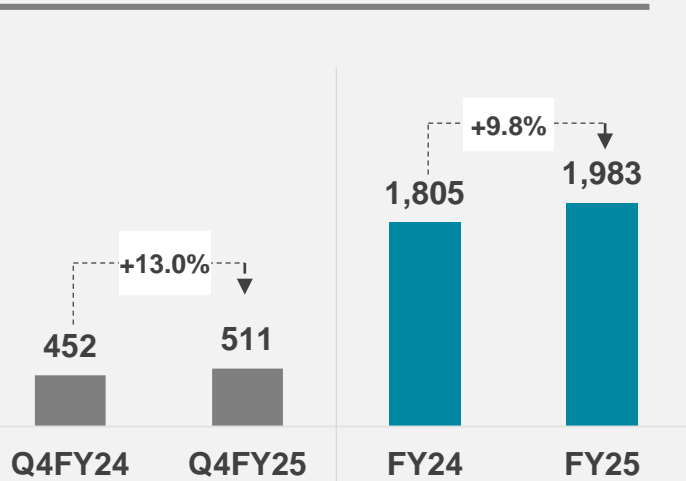
**Billings (Rs. Cr)**



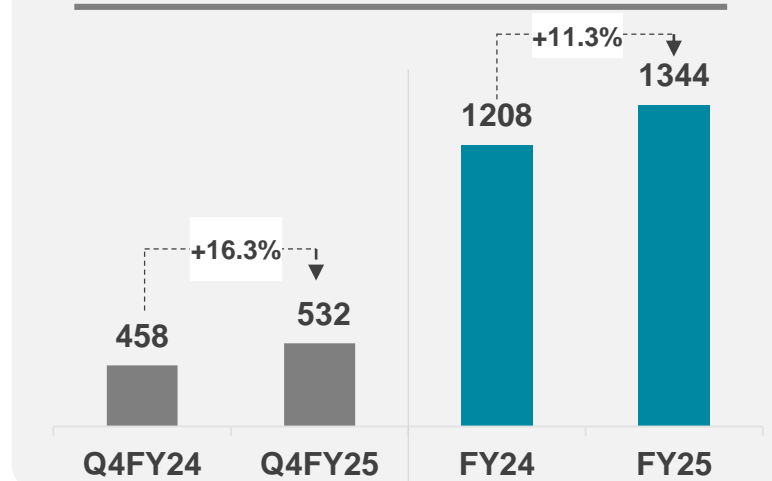
**Op. profit (Rs. Cr) & margin (%)**



**Revenue from operations (Rs. Cr)**



**Cash from operations<sup>1</sup> (Rs. Cr)**



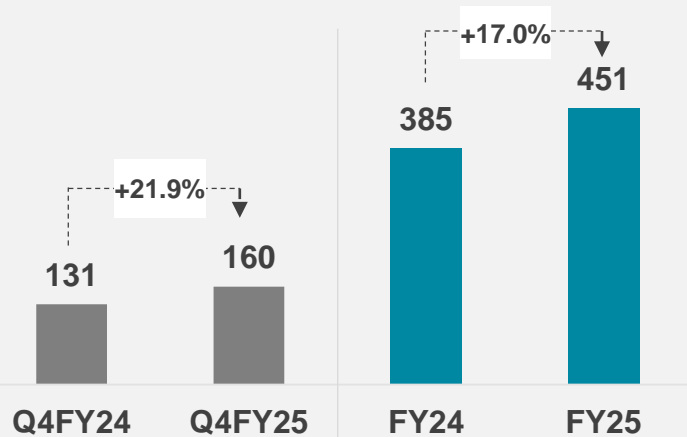
## Q4FY25 highlights

- Overall billings growth of 18.4% YoY.
- Growth has been widespread – Tech, IT Services, BPM, etc. combined grew by 17%, GCCs by 19%, Other Sectors by 19%, and the Recruitment consultant segment by 15%.
- Key other sectors like BFSI, Healthcare, Infrastructure, and Manufacturing grew at double-digit growth rate.
- GCCs contributes around 16-17% of Recruitment India B2B Billings in FY25
- IIMJobs, Naukri Gulf and Naukri Fast Forward, also witnessed healthy billings growth of 43%, 26% and 18% YoY respectively.
- Naukri database is now comprised of 106 million resumes; Avg. number of resumes added daily were 22k in Q4FY25.

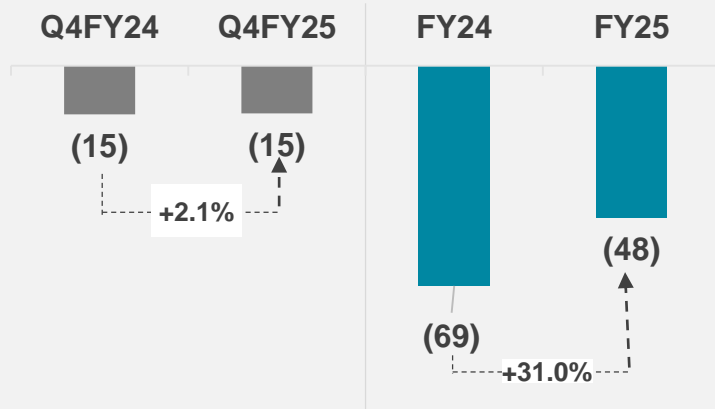


# 99Acres: Billings grew at 22% YoY in Q4FY25 and business was cash profitable for the full year

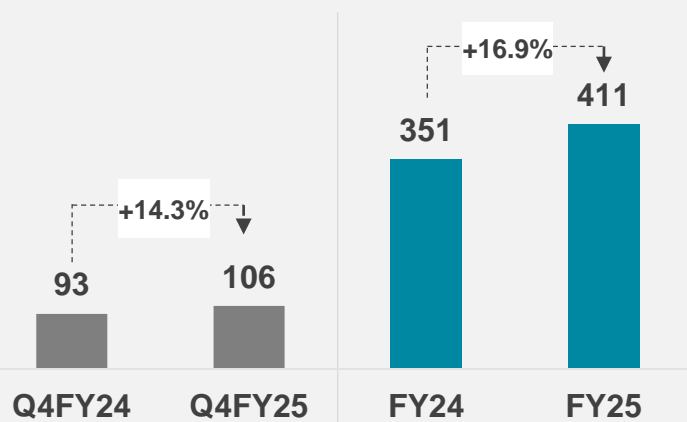
### Billings (Rs. Cr)



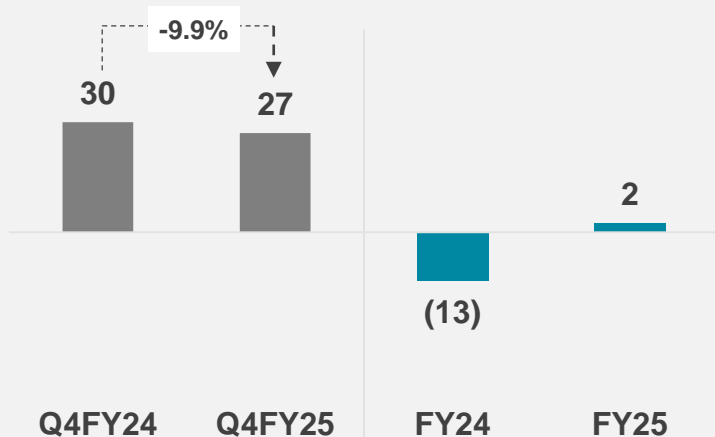
### Operating profit (Rs. Cr)



### Revenue from operations (Rs. Cr)



### Cash from operations<sup>1</sup> (Rs. Cr)

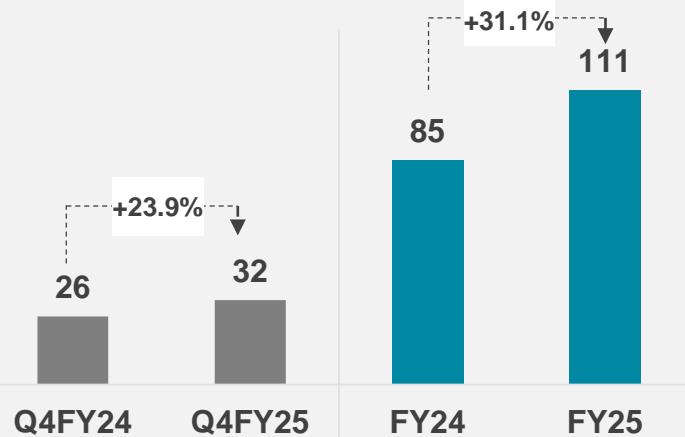


## Q4FY25 highlights

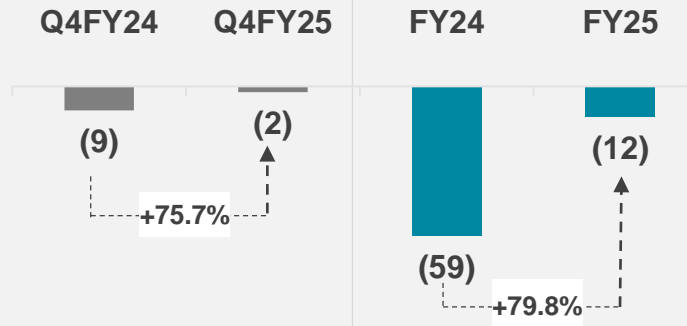
- Billing growth in Q4 was driven by improvements in both the number of billed customers and average billing per customer.
- Broker and channel partner billings grew faster than developer billings.
- Live New project listings grew 11% YoY in Q4, and live resale plus rental listings from brokers grew 27% YoY in Q4.
- We continued to increase the efficiency of our digital performance marketing spends, applying analytics, creative content & audience optimization.

# Jeevansathi: Billings momentum continued with 24% YoY growth and operating losses declined by 76% YoY

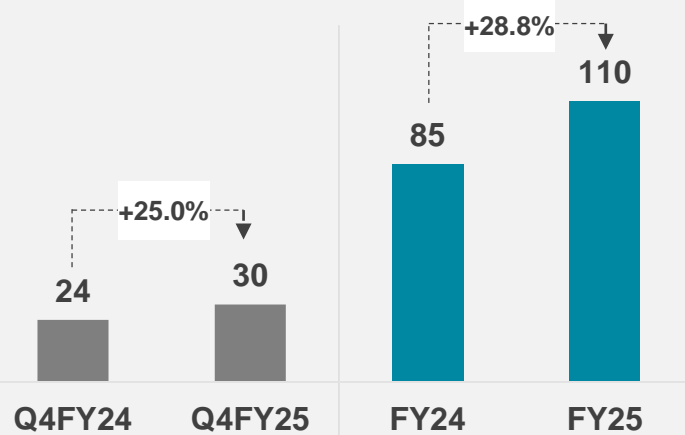
### Billings (Rs. Cr)



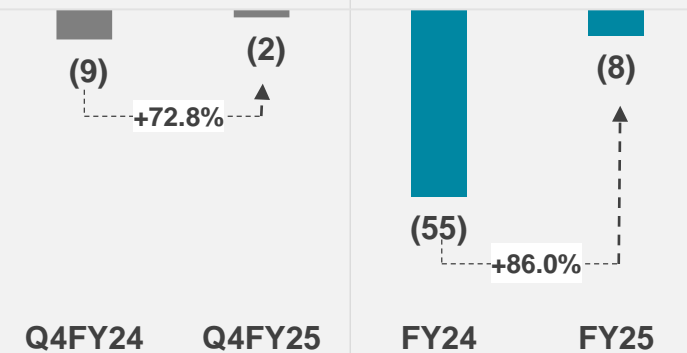
### Operating profit (Rs. Cr)



### Revenue from operations (Rs. Cr)



### Cash from operations<sup>1</sup> (Rs. Cr)

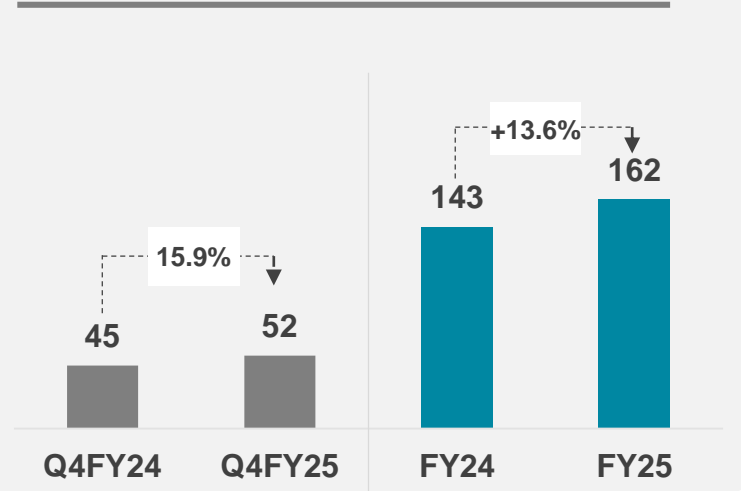


## Q4FY25 highlights

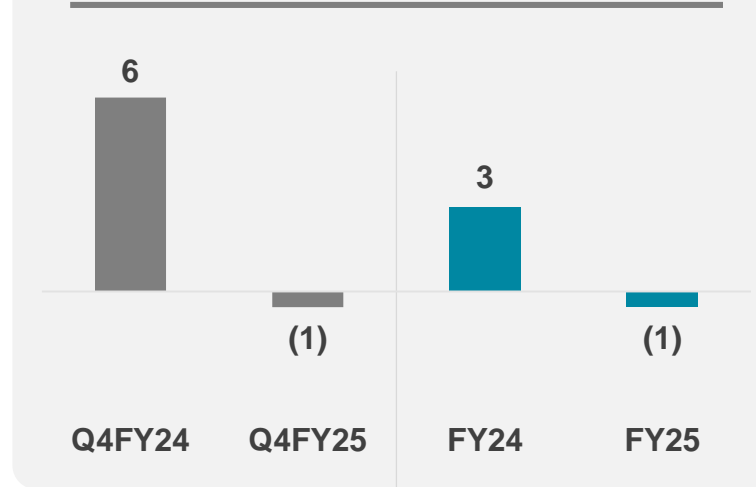
- The matchmaking industry remains competitive, with the top 3 players seeking to expand their market share.
- Key metrics like acceptances and two-way chats on the platform continue to remain healthy
- Continued to build on monetization efforts to grow billings. More reasons for users to pay introduced in the quarter.
- Marketing investments drove better efficiencies during the quarter. Continued innovation in launching new features, improvements in platform experience using AI/ ML and Billings growth led to reduced operating losses

# Shiksha: Billings grew by 16% YoY in Q4FY25 and the business generated cash from operations of Rs. 26cr in FY25

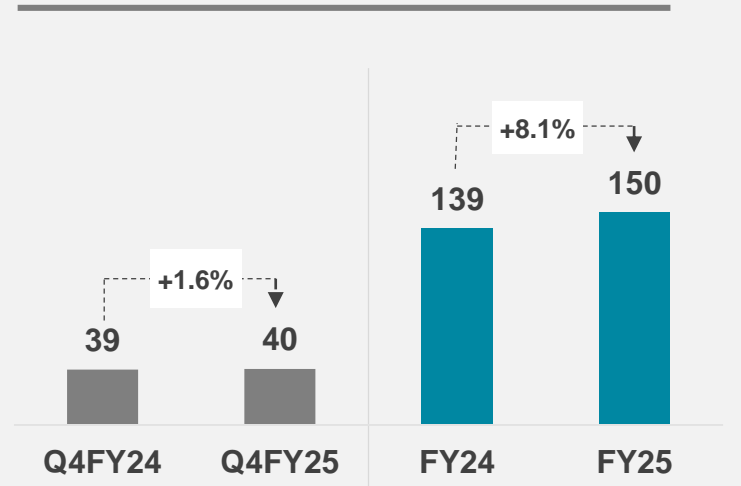
Billings (Rs. Cr)



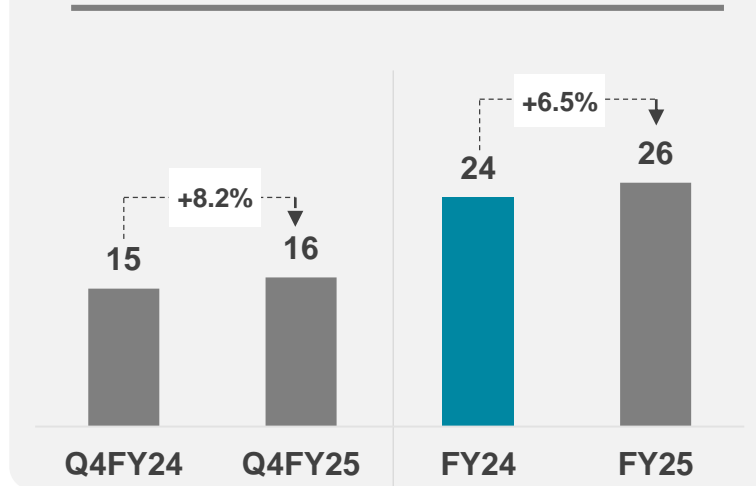
Operating profit (Rs. Cr)



Revenue from operations (Rs. Cr)



Cash from operations<sup>1</sup> (Rs. Cr)



## Q4FY25 highlights

- In Q4FY25, billings grew by 16% YoY and the business generated cash from operations of Rs.16cr
- 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.

# Consolidated Financial Performance

# Summary of consolidated financial performance for Q4FY25

---



At the consolidated level, the net sales for the Company stood at Rs. 749.6cr in Q4FY25 versus Rs. 657.4cr for Q4FY24.



The total comprehensive loss was at Rs. 9,710.0cr in Q4FY25 compared comprehensive income of Rs. 7,959.3cr in Q4FY24.



Profit before tax (without exceptional items) in Q4FY25 was Rs 716.1cr, compared to Rs 324.4cr in Q4FY24.

A large teal arrow pointing to the left, containing the text 'Operational Highlights' in white.

# Operational Highlights

# InfoEdge businesses

## Core Operating Businesses

Recruitment



Real Estate

99acres

Matchmaking

Jeevansathi.com

Education



## Strategic Investments



## Financial Investments

**zomato**

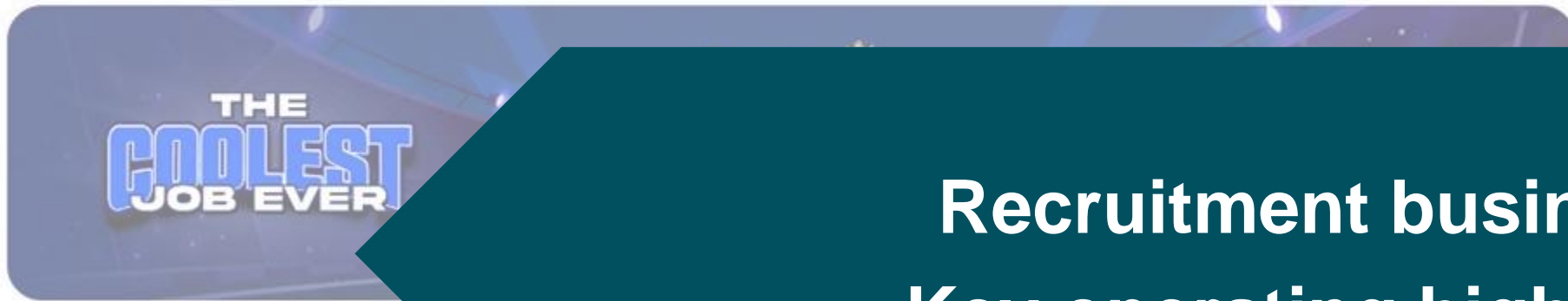


infoedge  
ventures

# Find your dream job now

5 lakh+ jobs for you to explore

|  ▾ |



**Recruitment business –  
Key operating highlights**



# Recruitment business – Key highlights

*Dominant Traffic Share among peers*

**Rs. 740cr**

Q4FY25 Billings

**54.5%**

Q4FY25 Operating Profit margin

**75%+**

Traffic Share<sup>1</sup>

**~50k**

# Billed Customers<sup>2</sup>

**22k**

Resumes added daily<sup>2</sup>

**158k**

Job seekers availed premium services<sup>2</sup>

**Rs. 278cr**

Q4FY25 Operating Profit

**Rs. 532cr**

Q4FY25 Cash from Operations<sup>3</sup>

**106 million**

Resume database<sup>2</sup>

**568k**

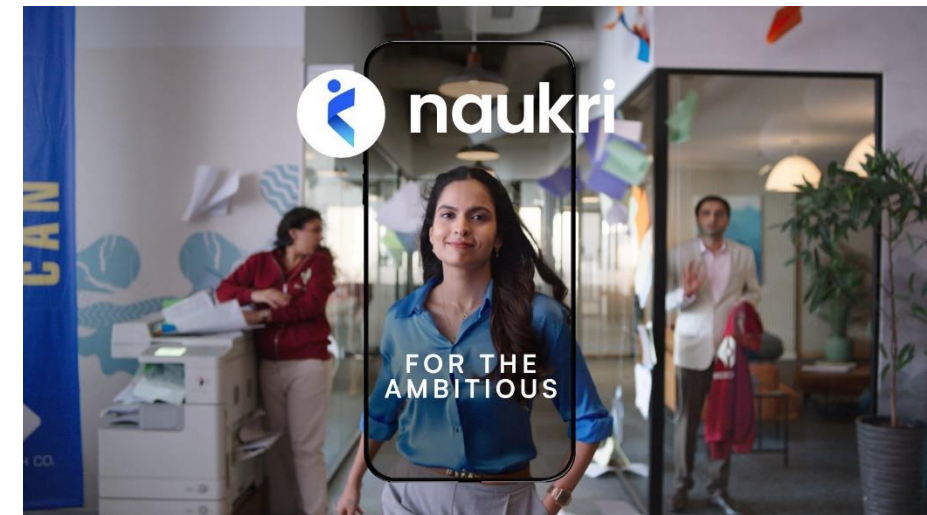
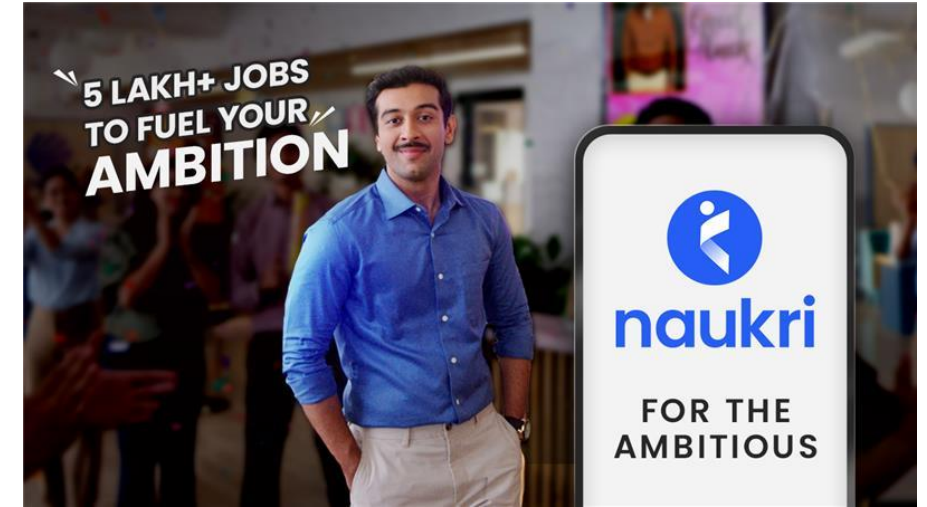
Job listings<sup>2</sup>

**645k**

Resumes modified daily<sup>2</sup>

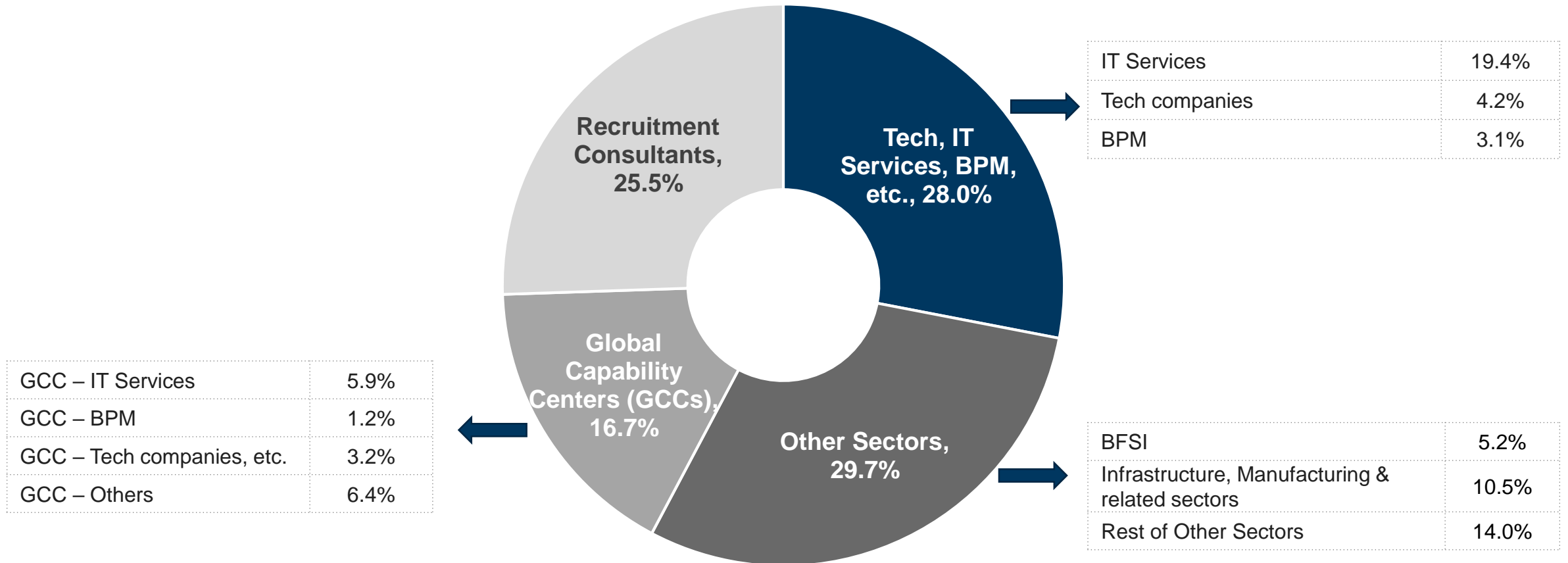
**949k**

Avg. resume searches daily<sup>2</sup>



# Breakdown of billings by customer type

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

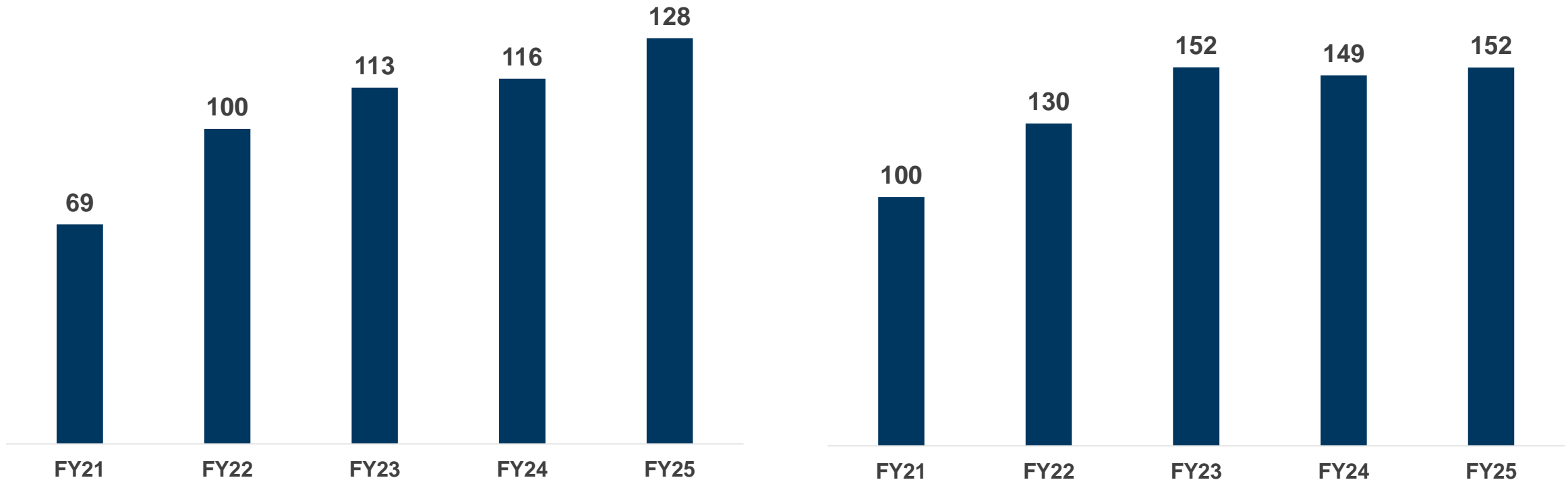


**Direct contribution from IT Services (incl. IT services and GCC IT Services companies) is ~25%**  
**Overall contribution from IT Services incl. Direct and through Consultants on a pro-rata basis would be 30-35%**

# Growing customer base along with enhancing avg. realization per customer

No. of billed customer ('000)

Avg. realization per customer (Rs. '000)



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

🏠 ❤️

Possession from Sep 2026

🏠 ✓ BEKA

Possession from Mar 2026

**Goyal Premium Builder Floor**  
3,4 BHK Apartment in Sector 17 Dwarka,  
Dwarka Delhi  
₹ 60 Lac - 1.1 Crore

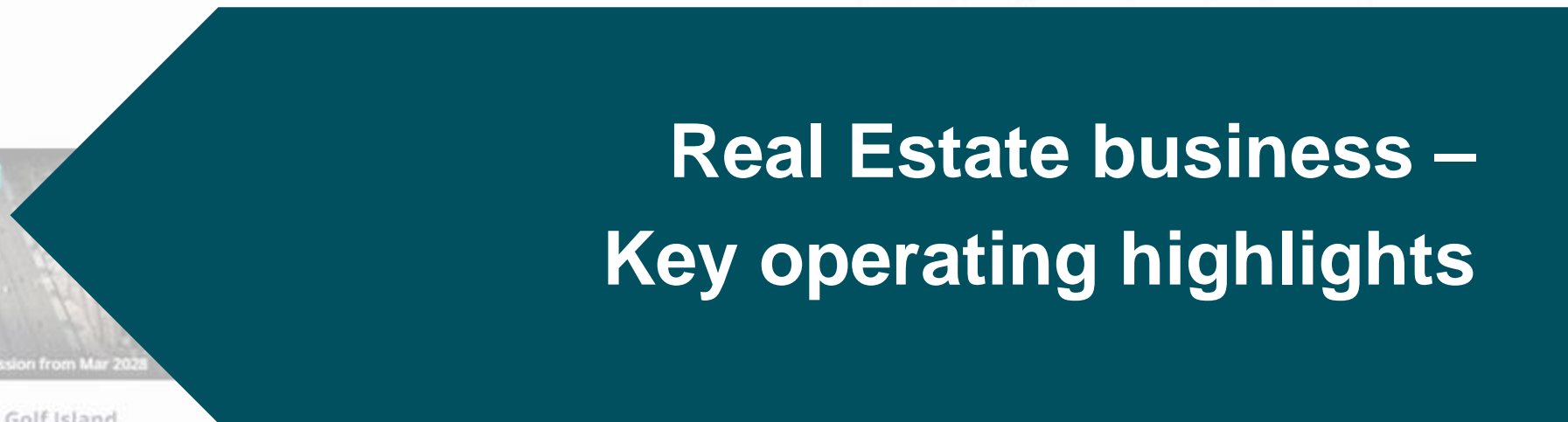
**Garur Golf Island**  
4 BHK Apartment in Sector 19B Dwarka,  
Dwarka Delhi  
₹ 6 Crore

**Goyal Premium Builder Floor**  
2,3 BHK Apartment in Sector 15 Dwarka,  
Dwarka Delhi  
₹ 27 - 76.67 Lac

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. 160cr**

Q4FY25 Billings

**22%** 

YoY Billings growth (Q4FY25)

**Rs. 27cr**

Q4FY25 Cash flow from operations

**119%** 

YoY reduction in cash losses in FY25

**181k+<sup>1</sup>**

Total projects

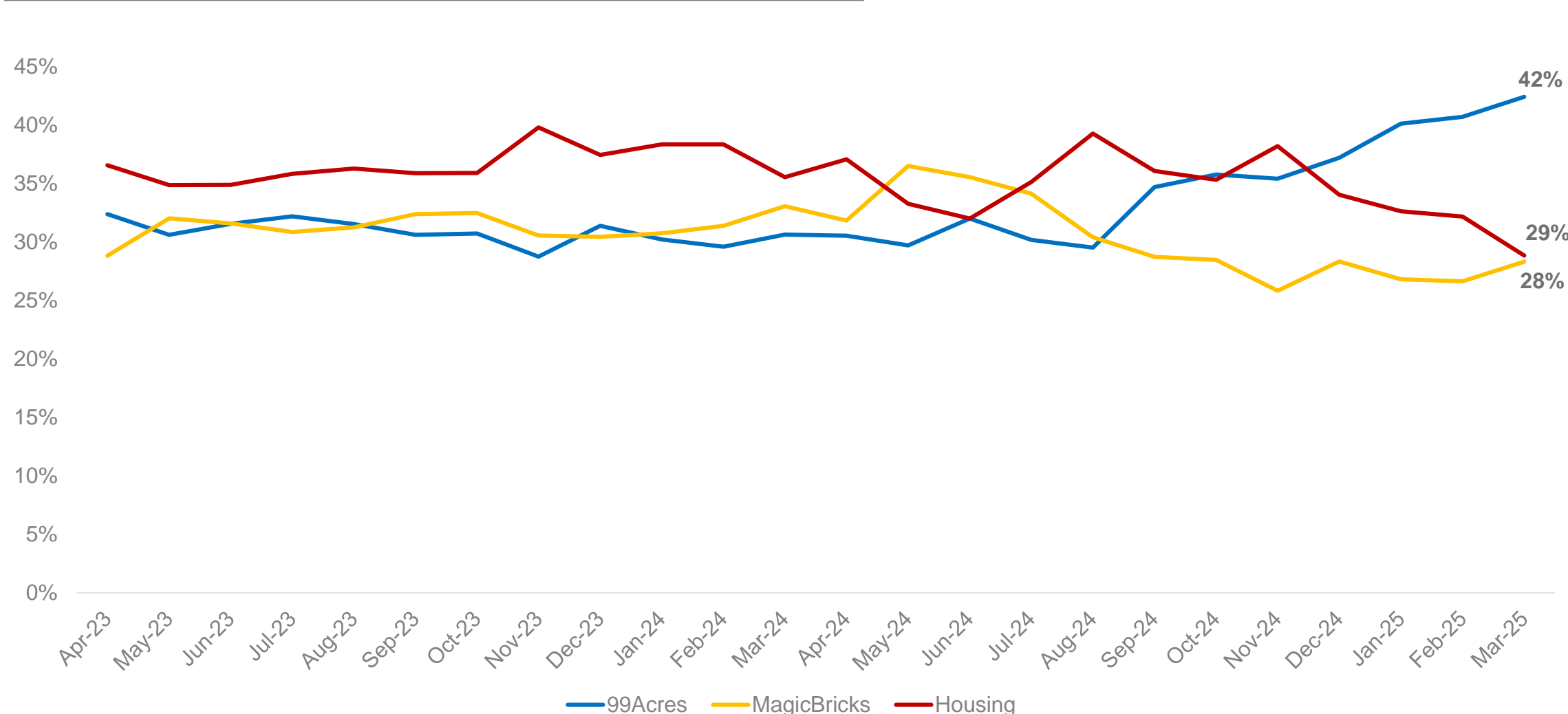
**956k+<sup>2</sup>**

Total listings



# 99Acres traffic time share

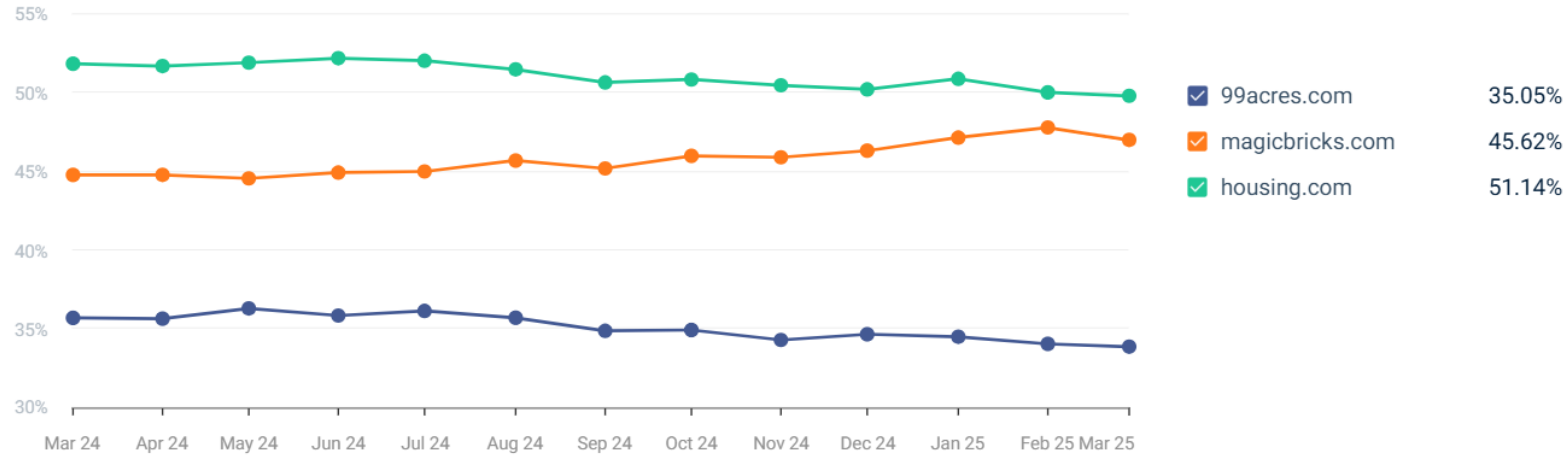
## Overall traffic (from desktops & laptops, web mobile)



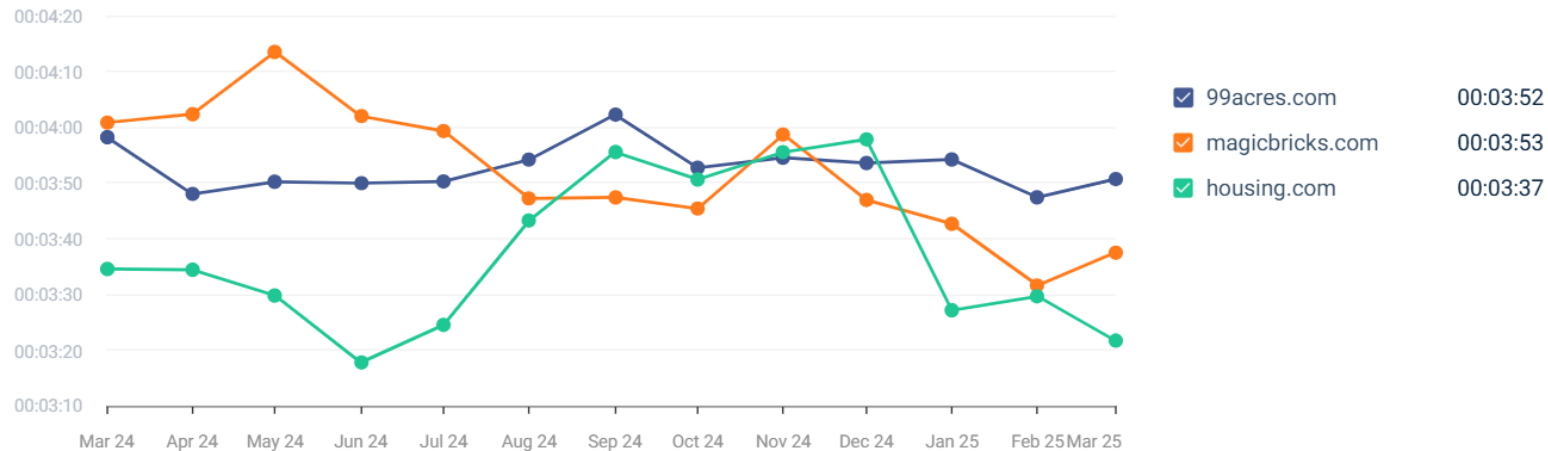


# Buyers & Tenants spend more time on 99acres with lower/similar bounce rate vs most competitors

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

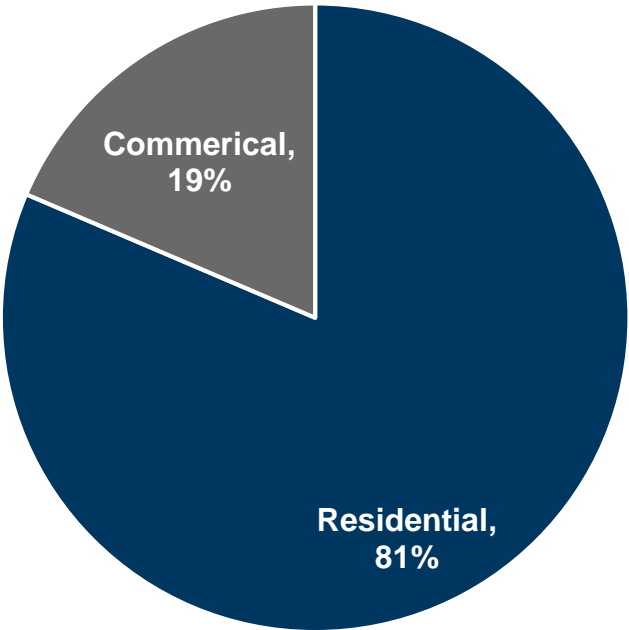


## Higher time spent by buyers and tenants on 99Acres platform demonstrating high engagement



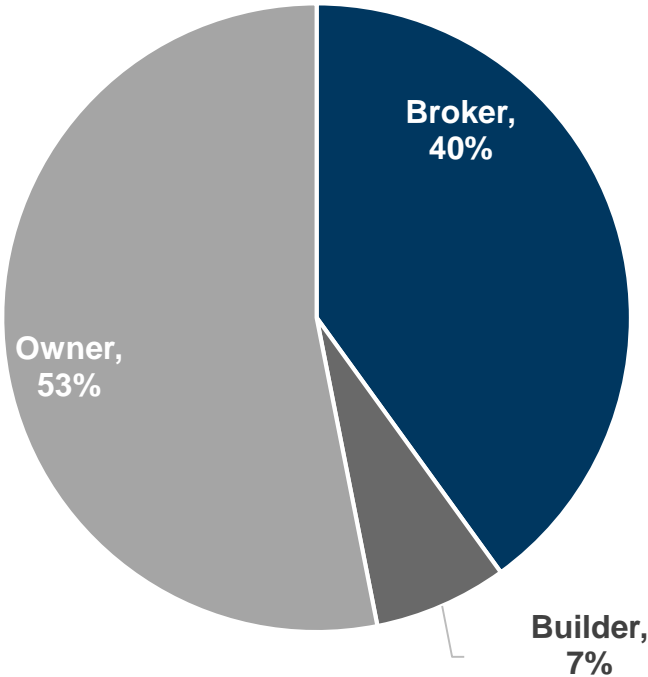
# Key business metrics for 99Acres

## Distribution of total 956k+ listings



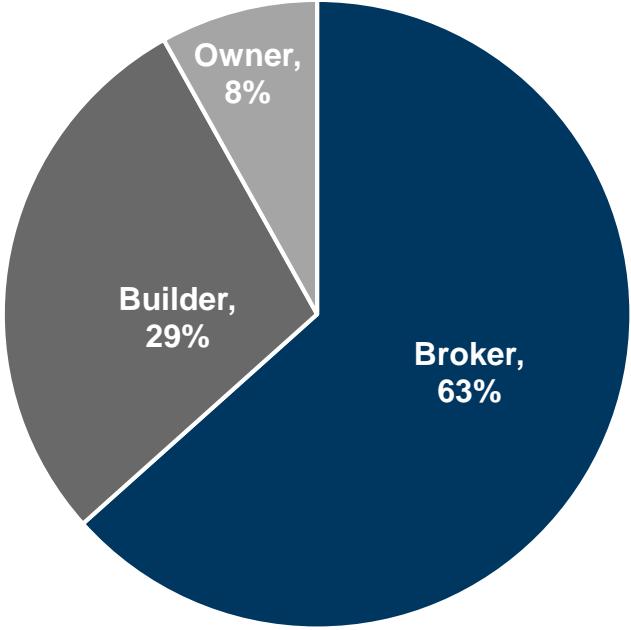
As of March 31, 2025

## Distribution of 88.2k+ total customer base



Data for FY 2025 (April'24 to March'25)

## Billing breakdown by customer type



Data for FY 2025 (April'24 to March'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

## Matrimony business – Key operating highlights

MORE THAN 20 YEARS OF

Bringing People Together

# Jeevansathi – Key highlights

**Rs. 32cr**

Q4FY25 Billings

**24%+** ↑

YoY Billings growth (Q4FY25)

**80%** ↑

Yearly reduction in FY25 operating losses

**86%** ↑

YoY reduction in cash losses in FY25

**90%+**

User traffic & time spent on Android and iOS apps

**~21%** ↑

Yearly reduction in marketing spends in FY25



Find Colleges, Courses & Exams that are Best for You

61,000+ Colleges • 3,95,000+ Courses • 4,95,000+ Reviews • 950+ Exams

Search Colleges, Courses, Exams, Questions and Articles

Search

# Education business – Key operating highlights

# Shiksha – Key highlights



A large teal arrow pointing to the left, containing the word "Investments" in white text.

# 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. 636cr

### 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 Mar 31, 2025 (Rs. Cr.)	Diluted and converted shareholding % (Actual)
Zomato	146.5	12.43%
PB Fintech	575.8	12.52%
<b>Total</b>	<b>722.3</b>	

## Strategic Investments

Investee Company	Prominent Domain name	Carrying value of investment as of Mar 31, 2025 (Rs. Cr.)	Diluted and converted shareholding % (Actual)
Aisle Network Private Limited	<a href="https://www.aisle.co/">https://www.aisle.co/</a>	82.1	96.31%
Zwayam Digital Private Limited	<a href="https://www.zwayam.com/">https://www.zwayam.com/</a>	128.4	100.00%
Axilly Labs Private Limited	<a href="https://doselect.com/">https://doselect.com/</a>	23.0	100.00%
Terralytics Analysis Private Limited	<a href="https://www.tealindia.in/">https://www.tealindia.in/</a>	8.7	23.03%
Sunrise Mentors Private Limited	<a href="https://www.codingninjas.com/">https://www.codingninjas.com/</a>	120.2	54.64%
NoPaperForms Solutions Private Limited	<a href="https://www.meritto.com/">https://www.meritto.com/</a>	33.7	47.90%
International Educational Gateway Private Limited	<a href="https://www.univariety.com/">https://www.univariety.com/</a>	1.0	47.12%
<b>Total</b>		<b>397.0</b>	



# Financial Investment Portfolio

## Financial Investments - Unlisted Companies

Investee Company	Prominent Domain names	Carrying value of investment as of Mar 31, 2025 (Rs. Cr.)	Diluted and converted shareholding % (Actual)
Agstack Technologies Private Limited	<a href="http://www.gramophone.in/">http://www.gramophone.in/</a>	42.5	43.44%
Printo Document Services Private Limited	<a href="http://www.printo.in/">http://www.printo.in/</a>	37.8	32.80%
Shop Kirana E Trading Private Limited	<a href="http://shopkirana.com/">http://shopkirana.com/</a>	127.2	26.14%
Metis Eduventures Private Limited	<a href="https://www.adda247.com/">https://www.adda247.com/</a>	144.2	25.88%
LQ Global Services Private Limited	<a href="https://www.legitquest.com/">https://www.legitquest.com/</a>	6.0	23.07%
Llama Logisol Private Limited	<a href="https://shipsy.in/">https://shipsy.in/</a>	68.4	22.56%
Crisp Analytics Private Limited	<a href="https://lumiq.ai/">https://lumiq.ai/</a>	2.7	2.50%
Unbox robotics Labs Private Limited	<a href="https://unboxrobotics.com/">https://unboxrobotics.com/</a>	11.6	5.70%
Attentive AI Solutions Private Limited	<a href="https://attentive.ai/">https://attentive.ai/</a>	3.7	4.43%
Brainsight Technology Private Limited	<a href="https://www.brainsightai.com/">https://www.brainsightai.com/</a>	5.1	5.27%
Ray IOT Solutions Inc.	<a href="https://www.rayiot.org/">https://www.rayiot.org/</a>	6.9	12.63%
Skylark Drones Private Limited	<a href="https://skylarkdrones.com/">https://skylarkdrones.com/</a>	1.2	1.10%
String Bio Private Limited	<a href="https://www.stringbio.com/">https://www.stringbio.com/</a>	16.5	0.93%
Sploot Private Limited	<a href="https://sploot.space/">https://sploot.space/</a>	11.9	29.65%
Vyuti Systems Private Limited	<a href="https://www.cynlr.com/">https://www.cynlr.com/</a>	10.3	5.06%
Ubifly Technologies Private Limited	<a href="https://eplane.ai/">https://eplane.ai/</a>	12.8	4.19%
VLCC	<a href="https://vlcc.com/">https://vlcc.com/</a>	53.8	1.24%
SkyServe Inc.	<a href="https://www.skyserve.ai/">https://www.skyserve.ai/</a>	4.2	5.26%
Nexstem India Private Limited	<a href="https://www.nexstem.ai/">https://www.nexstem.ai/</a>	4.2	5.00%
Greytip Software Private Limited	<a href="https://www.greythr.com/">https://www.greythr.com/</a>	65.0	18.71%
<b>Total</b>		<b>636.0</b>	

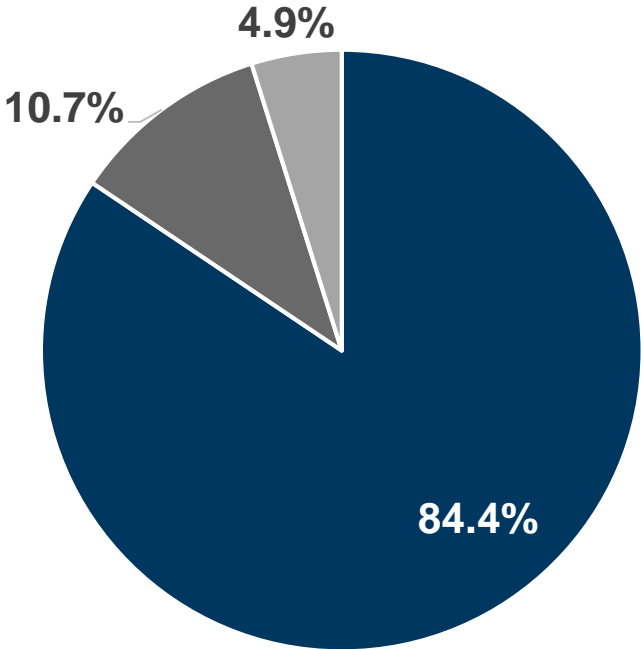


A large teal arrow pointing to the left, containing the title text.

# Balance Sheet Summary & Data Sheet

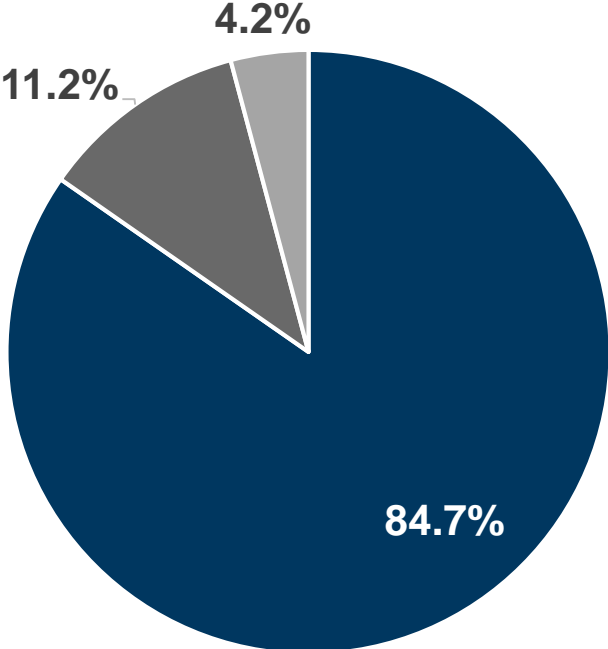
# Standalone Balance Sheet Summary as of March 31, 2025

**Assets (Total: Rs. 32,711cr)**



- Investments
- Cash & Cash Equivalents
- Other Operating Assets

**Liabilities (Total: Rs. 32,711cr)**



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

# Data sheet – Q4FY25 (1/2)

As at end of/ during	Q4FY25	Q3FY25	Q2FY25	Q1FY25	Q4FY24	Q3FY24	Q2FY24	Q1FY24	Q4FY23	Q3FY23	Q2FY23	Q1FY23	Q4FY22	Q3FY22	Q2FY22	Q1FY22	FY25	FY24	FY23	FY22
<b>Key business metrics</b>																				
<b>Naukri</b>																				
Number of resumes on Naukri.com (in millions)	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)	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)	645	498	624	572	562	482	495	498	479	420	491	411	417	403	540	489	585	509	450	462
<b>Number of billed customers* (in '000)</b>	50	42	42	41	43	38	40	40	43	38	40	41	42	38	37	27	128	116	113	100
<b>Billing distribution*</b>																				
- Tech, IT Services, BPM, etc.	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	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	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	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%
<b>99acres</b>																				
Number of listings free + paid (in '000)	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)	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 – Q4FY25 (2/2)

As at end of/ during	Q4FY25	Q3FY25	Q2FY25	Q1FY25	Q4FY24	Q3FY24	Q2FY24	Q1FY24	Q4FY23	Q3FY23	Q2FY23	Q1FY23	Q4FY22	Q3FY22	Q2FY22	Q1FY22	FY25	FY24	FY23	FY22
<b>Key financial metrics</b>																				
<b>Segment Billing (Rs mn)</b>																				
Recruitment solutions	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	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	319	276	259	254	258	203	197	188	205	171	169	176	281	245	243	251	1,109	846	721	1,019
Education business	518	441	249	415	447	393	257	333	409	278	248	304	287	257	189	232	1,624	1,430	1,239	965
<b>Total Billing</b>	<b>9,838</b>	<b>6,682</b>	<b>6,503</b>	<b>5,793</b>	<b>8,269</b>	<b>5,769</b>	<b>5,690</b>	<b>5,230</b>	<b>7,486</b>	<b>5,507</b>	<b>5,429</b>	<b>5,242</b>	<b>6,493</b>	<b>4,808</b>	<b>4,131</b>	<b>3,228</b>	<b>28,817</b>	<b>24,959</b>	<b>23,663</b>	<b>18,660</b>
<b>Segment Revenue (Rs mn)</b>																				
Recruitment solutions	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	1,058	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	303	271	262	262	242	220	197	194	188	179	181	229	254	242	254	252	1,098	853	776	1,002
Education business	398	353	329	424	392	341	300	358	320	277	259	313	244	219	216	228	1,504	1,391	1,169	907
<b>Total revenue from operations</b>	<b>6,871</b>	<b>6,715</b>	<b>6,561</b>	<b>6,389</b>	<b>6,083</b>	<b>5,954</b>	<b>5,930</b>	<b>5,843</b>	<b>5,640</b>	<b>5,552</b>	<b>5,318</b>	<b>5,077</b>	<b>4,555</b>	<b>4,161</b>	<b>3,626</b>	<b>3,283</b>	<b>26,536</b>	<b>23,810</b>	<b>21,586</b>	<b>15,625</b>
<b>Deferred Sales Revenue (Rs mn)</b>																				
Recruitment solutions	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	1,976	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	197	181	176	179	187	171	188	187	194	177	184	196	249	223	220	231	197	187	194	249
Education business	443	326	251	316	326	281	224	262	288	200	196	211	206	182	143	170	443	326	288	206
<b>Total deferred sales revenue</b>	<b>13,565</b>	<b>10,667</b>	<b>10,688</b>	<b>10,774</b>	<b>11,360</b>	<b>9,251</b>	<b>9,362</b>	<b>9,588</b>	<b>10,185</b>	<b>8,354</b>	<b>8,409</b>	<b>8,254</b>	<b>8,196</b>	<b>6,234</b>	<b>5,620</b>	<b>5,069</b>	<b>13,565</b>	<b>11,360</b>	<b>10,185</b>	<b>8,196</b>
<b>Segment Profit/(Loss) Before Tax (Rs mn)</b>																				
Recruitment solutions	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	(149)	(48)	(142)	(137)	(152)	(147)	(165)	(225)	(221)	(260)	(324)	(380)	(363)	(255)	(249)	(29)	(475)	(688)	(1,185)	(896)
Matrimony business	(23)	(67)	(7)	(21)	(94)	(138)	(175)	(181)	(228)	(263)	(276)	(287)	(399)	(384)	(224)	(246)	(118)	(587)	(1,054)	(1,253)
Education business	(5)	(11)	(33)	44	63	2	(28)	(10)	11	(1)	(28)	53	39	11	42	68	(5)	28	35	160
<b>Total</b>	<b>2,607</b>	<b>2,850</b>	<b>2,676</b>	<b>2,432</b>	<b>2,397</b>	<b>2,310</b>	<b>2,334</b>	<b>2,220</b>	<b>2,202</b>	<b>2,161</b>	<b>1,854</b>	<b>1,638</b>	<b>1,291</b>	<b>1,193</b>	<b>1,087</b>	<b>1,013</b>	<b>10,565</b>	<b>9,261</b>	<b>7,855</b>	<b>4,584</b>
Less unallocatable expenses	(292)	(216)	(165)	(159)	(149)	(123)	(145)	(131)	(139)	(117)	(128)	(116)	(118)	(93)	(92)	(91)	(832)	(549)	(500)	(393)
Add unallocated income	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
<b>Profit Before Tax</b>	<b>3,175</b>	<b>2,822</b>	<b>4,395</b>	<b>3,043</b>	<b>2,855</b>	<b>2,837</b>	<b>2,774</b>	<b>2,667</b>	<b>2,313</b>	<b>(320)</b>	<b>2,225</b>	<b>1,942</b>	<b>1,595</b>	<b>3,705</b>	<b>94,375</b>	<b>1,334</b>	<b>13,435</b>	<b>11,132</b>	<b>6,159</b>	<b>101,009</b>
<b>Head count</b>																				
	<b>6,065</b>	<b>5,883</b>	<b>5,820</b>	<b>5,817</b>	<b>5,750</b>	<b>5,602</b>	<b>5,594</b>	<b>5,568</b>	<b>5,311</b>	<b>5,336</b>	<b>5,282</b>	<b>5,107</b>	<b>4,805</b>	<b>4,543</b>	<b>4,540</b>	<b>4,573</b>	<b>6,065</b>	<b>5,750</b>	<b>5,311</b>	<b>4,805</b>

# Investor relations contact

Name	Chintan Thakkar	Vineet Ranjan
Designation	Director and CFO	EVP – Investor Relations
E-mail	<a href="mailto:chintan@infoedge.in">chintan@infoedge.in</a>	<a href="mailto:vineet.ranjan@infoedge.com">vineet.ranjan@infoedge.com</a>
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	<a href="http://www.infoedge.in">www.infoedge.in</a>	