

infoedge

Earnings Presentation

Quarter and Financial Year ended March 31, 2026



99acres

Jeevansathi



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This presentation contains the Company’s audited financial information as at and for the period ending March 31, 2026 and as at and for the quarter ended March 31, 2026. 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, 2026 or for the quarter ended March 31, 2026, unless indicated otherwise.
- Q4FY26 or Q4FY25-26 means the period commencing on January 01, 2026, and ending on March 31, 2026.
- FY24 or FY23-24 or FY2024 means the Financial Year starting April 01, 2023, and ending March 31, 2024.
- FY25 or FY24-25 or FY2025 means the Financial Year starting April 01, 2024, and ending March 31, 2025.
- FY26 or FY25-26 or FY2026 means the Financial Year starting April 01, 2025, and ending March 31, 2026.
- 1 Crore = 10 Million = 100 Lakh.

Standalone Financial Performance

IEIL Standalone performance (Q4FY26) – At a glance

Rs. 1,057cr

Billings
(YoY +7.4%)

Rs. 323cr

Operating Profit
(YoY +39.4%)

Rs. 621cr

Cash from Operations
(before Taxes)
(YoY +15.8%)

Rs. 4,963cr

Cash Balance²
as of March 31, 2026

Rs. 805cr

Revenue from Operations
(YoY +17.2%)

40.1%

Operating Profit Margin

Rs. 4.59

Earning per share¹ – Q4FY26
(YoY +20.0%)

6,000

Employee count
as of March 31, 2026

Key highlights regarding standalone financial performance for Q4FY26

- 1.** Revenue growth was 17.2% YoY in Q4 for the Company
Total deferred sales revenue was Rs. 1,498cr as of March 31, 2026

 - 2.** Standalone operating profit margins were 40.1% in Q4FY26; YoY improvement by 639bps

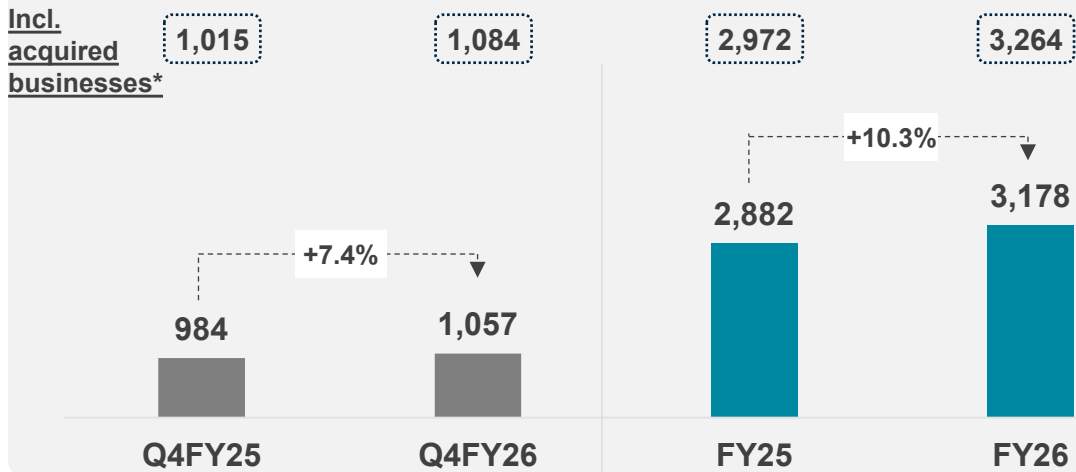
 - 3.** Earning per share¹ (EPS) in Q4FY26 was Rs. 4.59; YoY growth of 20.0%

 - 4.** Cash generated from operations (before taxes) of Rs. 621.1cr in Q4FY26
Cash balance as of March 31, 2026 on a standalone basis (incl. wholly owned subsidiaries) was Rs. 4,963cr

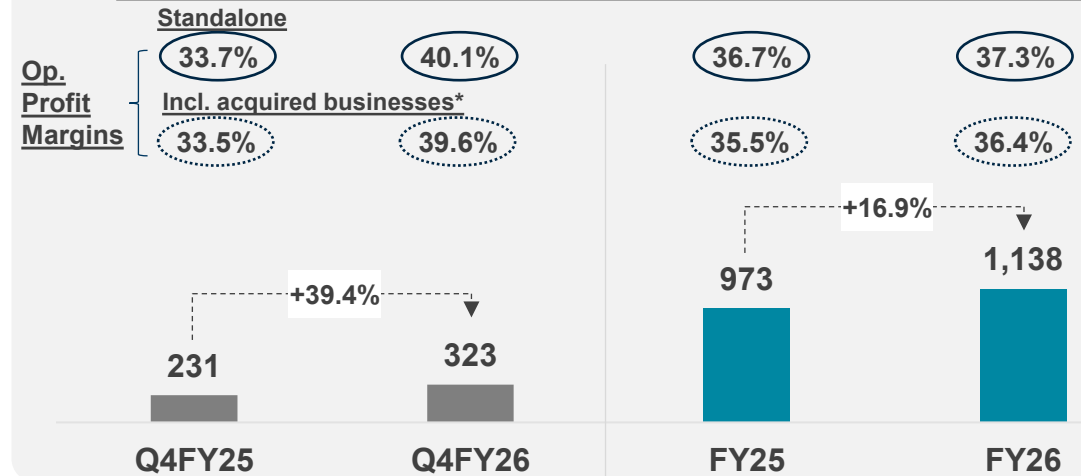
 - 5.** Employee count as of March 31, 2026 was 6,000
-

InfoEdge Q4FY26 highlights: Revenue grew by 17%, while operating profit margins improved 639bps YoY

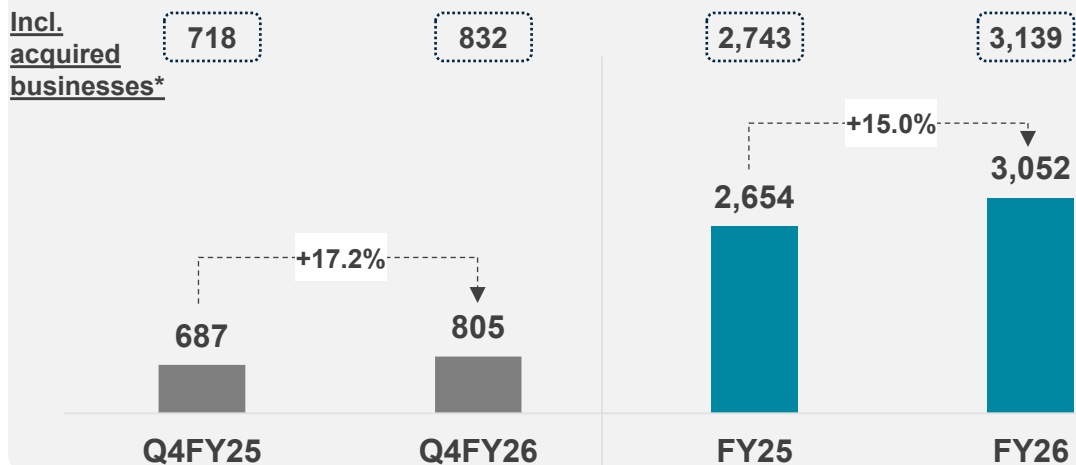
Billings (Rs. Cr)



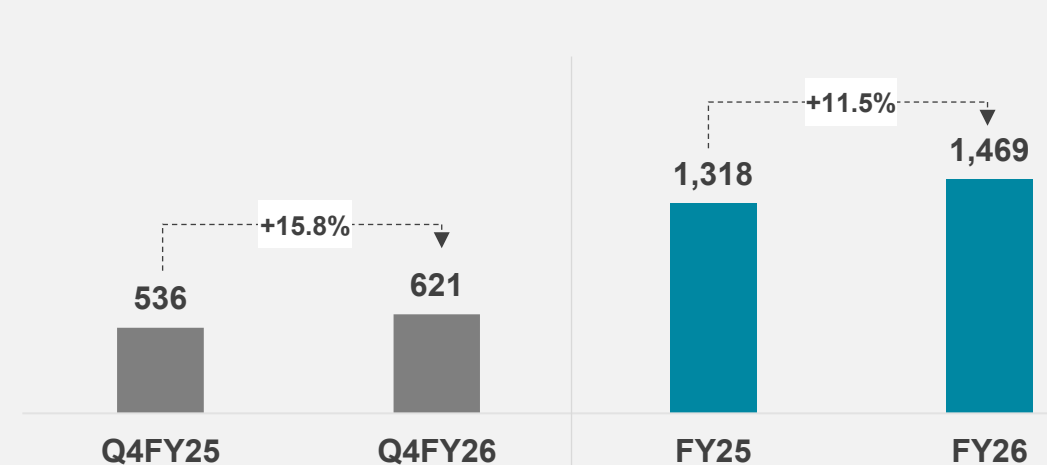
Operating profit (Rs. Cr) and margins (%)



Revenue from operations (Rs. Cr)



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



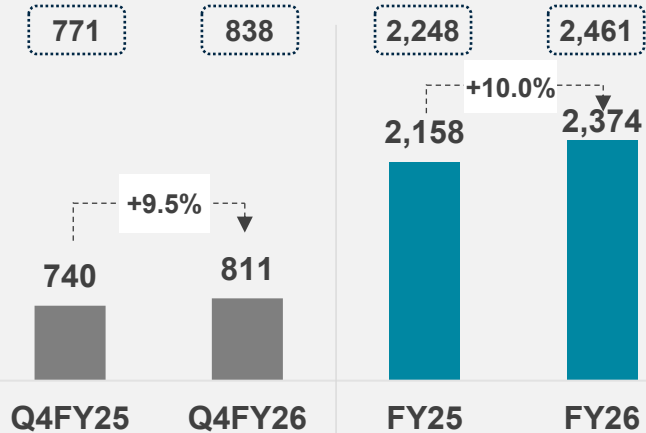
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Business Segments Financial Performance

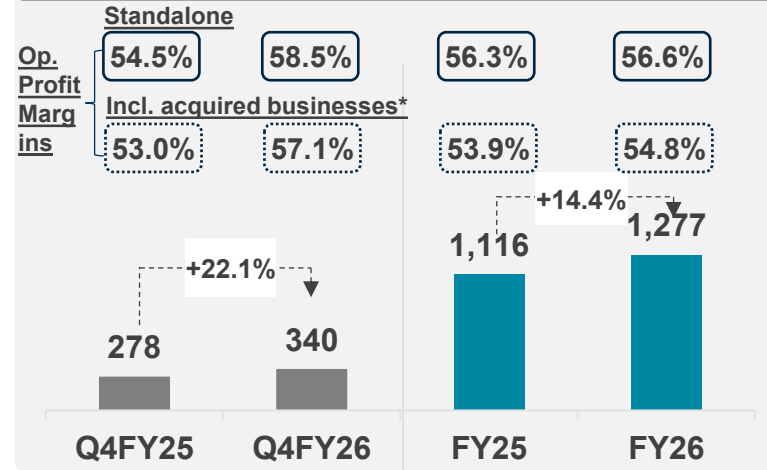
Recruitment business: Billings grew by 9.5% YoY, while operating profits improved by 404bps YoY in Q4FY26

Billings (Rs. Cr)

Incl. acquired businesses*

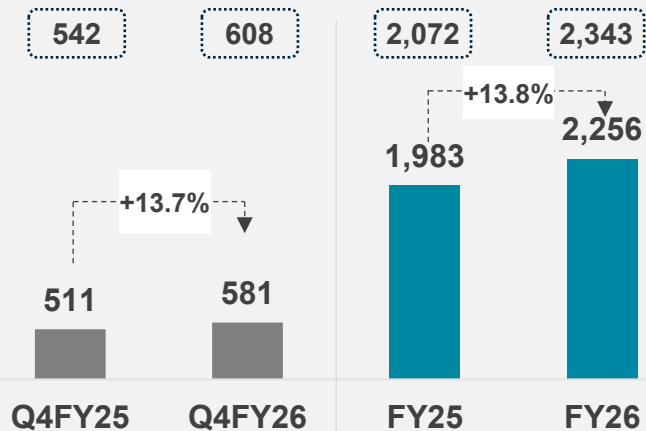


Op. profit (Rs. Cr) & margin (%)

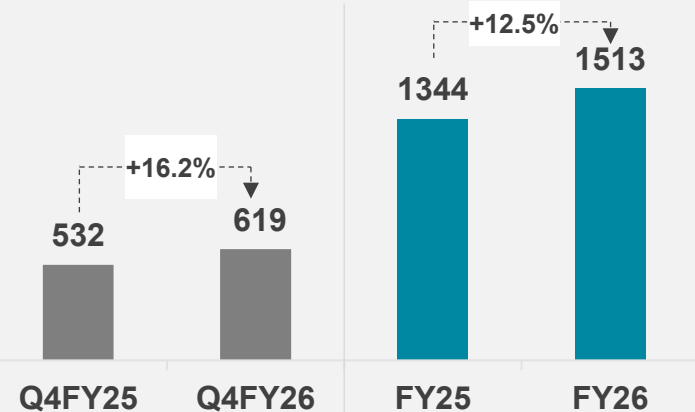


Revenue from operations (Rs. Cr)

Incl. acquired businesses*



Cash from operations¹ (Rs. Cr)

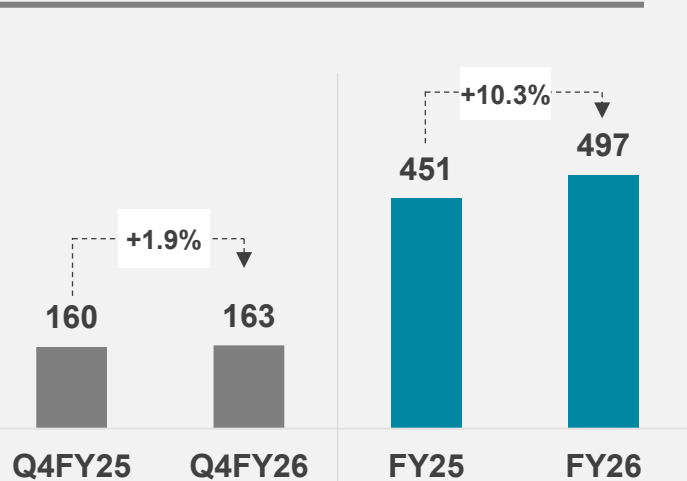


Q4FY26 highlights

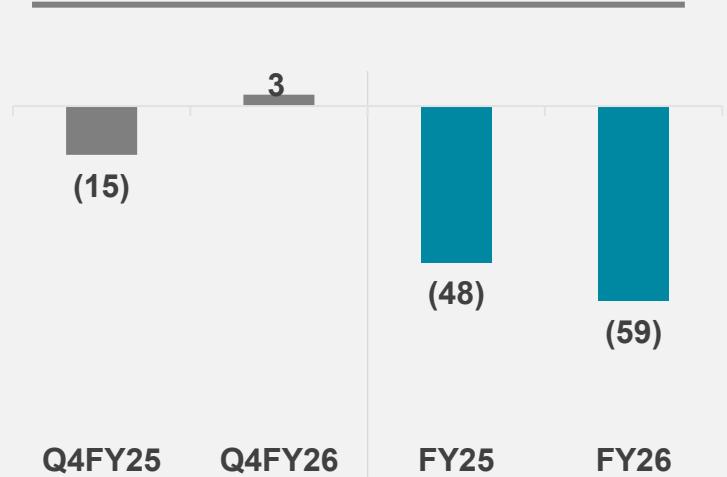
- Overall billings growth of 10% YoY.
- Tech, IT, & BPM segments combined grew at 6% YoY, Recruitment Consultants grew at 8%, Other Sectors grew at 14%, while GCCs de grew by 1% in Q4
- In full-year FY26, Tech, IT, & BPM segments combined grew at 8% YoY, Recruitment Consultants grew at 6%, Other Sectors grew at 8%, while GCCs grew by 10%
- Billings of Naukri B2C business grew at 33% and Naukri Gulf grew at 9% YoY.
- Naukri database is now comprised of 115 million resumes; Avg. number of resumes added daily was 21k in Q4FY26.
- Excluding JobHai, the recruitment margins were around 61% Q4FY26.

99acres: Business continued to gain market share; Transitional impact on Q4 billings

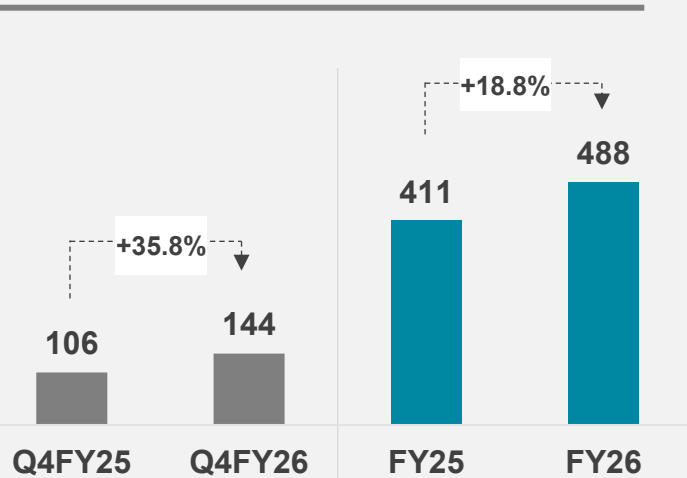
Billings (Rs. Cr)



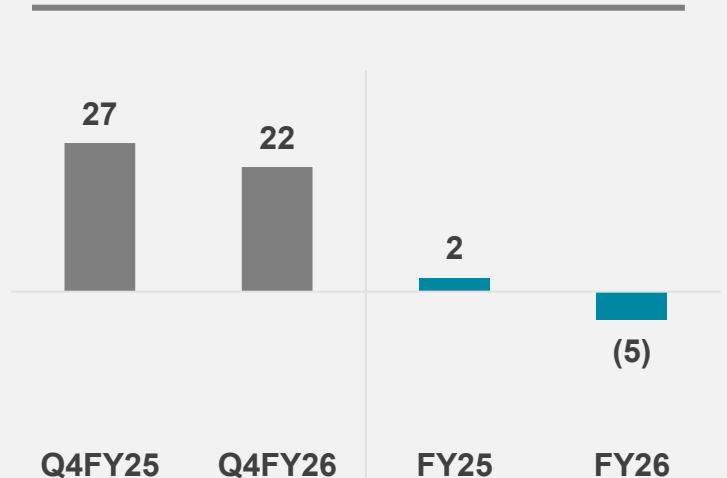
Operating profit (Rs. Cr)



Revenue from operations (Rs. Cr)



Cash from operations¹ (Rs. Cr)

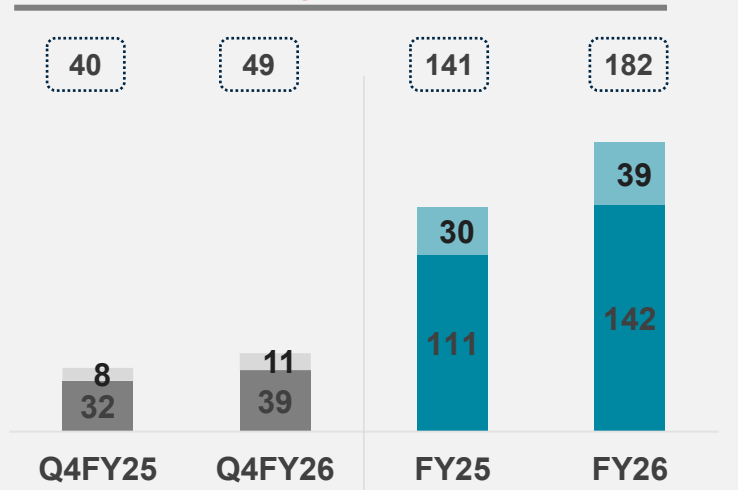


Q4FY26 highlights

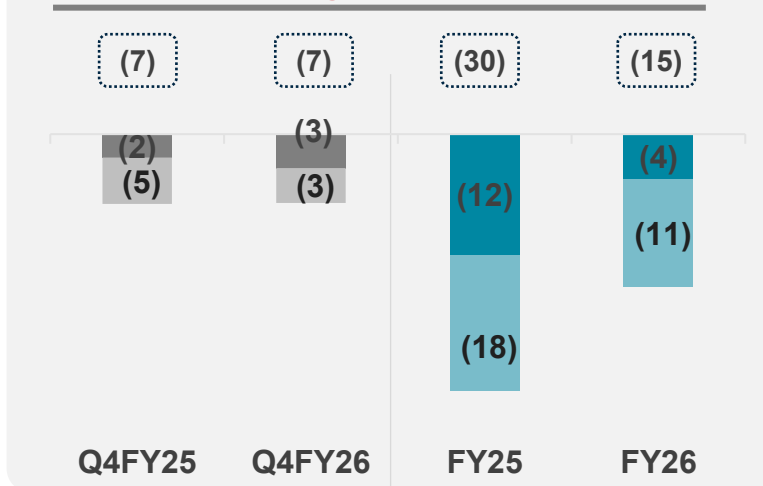
- Live New project listings grew 28% YoY in Q4, and live resale plus rental listings from brokers grew 35% YoY in Q4.
- Continue to grow faster vis-à-vis other classified players and gain market share.
- Web Traffic-time share increased to 49% in Q4FY26 vs 46% in Q3FY26.
- App traffic-time in Q4FY26 was 54%, while iOS traffic-time share was 67% in Q4.

Matchmaking (Jeevansathi + Aisle): Billings momentum continued in Q4 with 23% YoY growth, as the business continued to generate operating cash flows

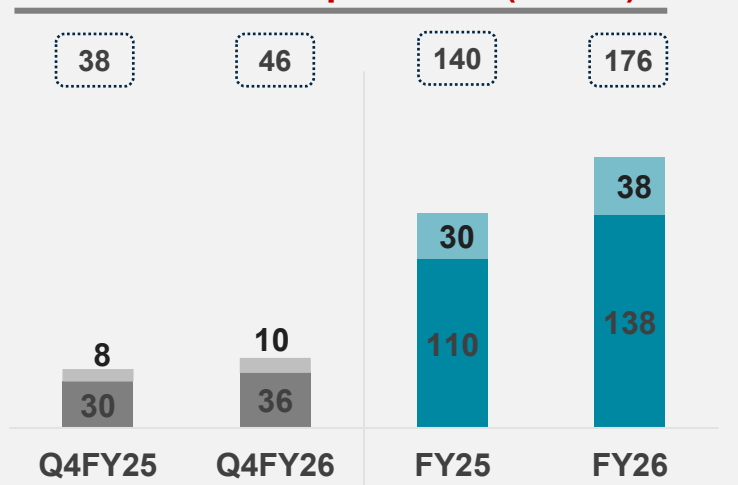
Billings (Rs. Cr)



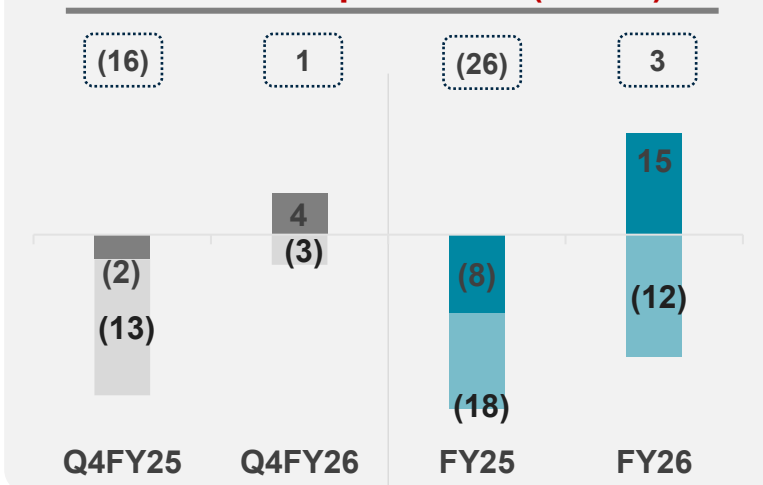
Operating profit (Rs. Cr)



Revenue from operations (Rs. Cr)



Cash from operations¹ (Rs. Cr)

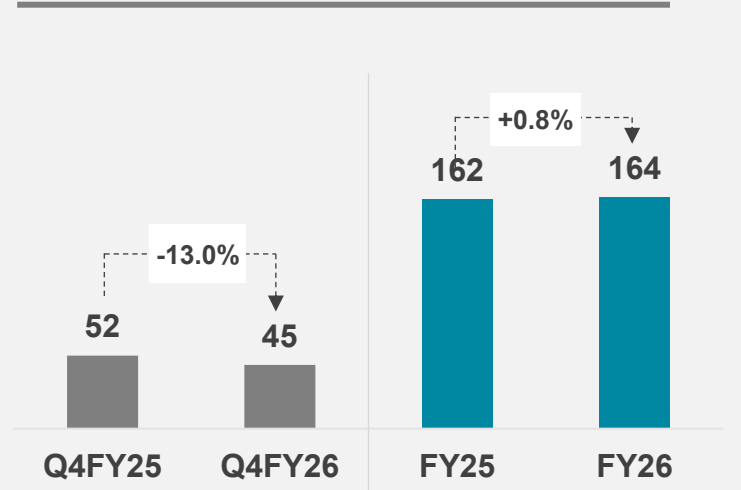


Q4FY26 highlights

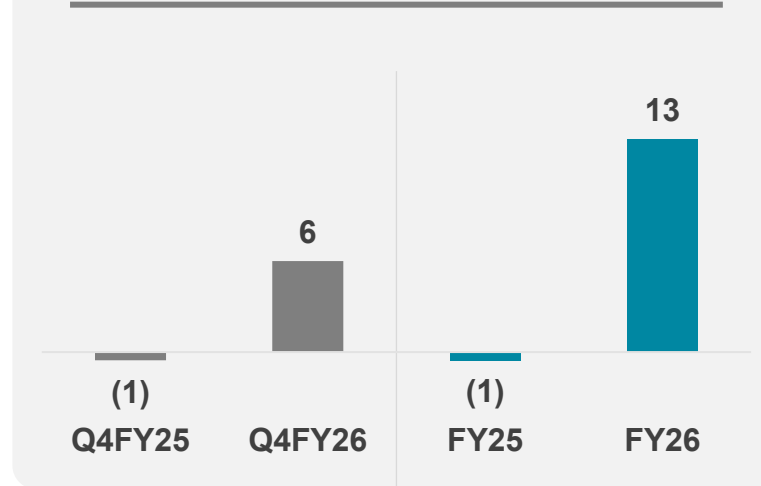
- The matrimonial industry remains competitive, with the top 3 players seeking to expand their market share.
- Key metrics like acceptances and two-way chats on the platform continue to remain healthy in Jeevansathi.
- Aisle grew at 30%+ in the quarter. Arike, the Malayalam-focused app, is growing at an even faster pace.
- Jeevansathi continued to generate cash from operations in Q4 as well.

Shiksha: Billings de-grew by 13% YoY in Q4, while the business was profitable at the operating level

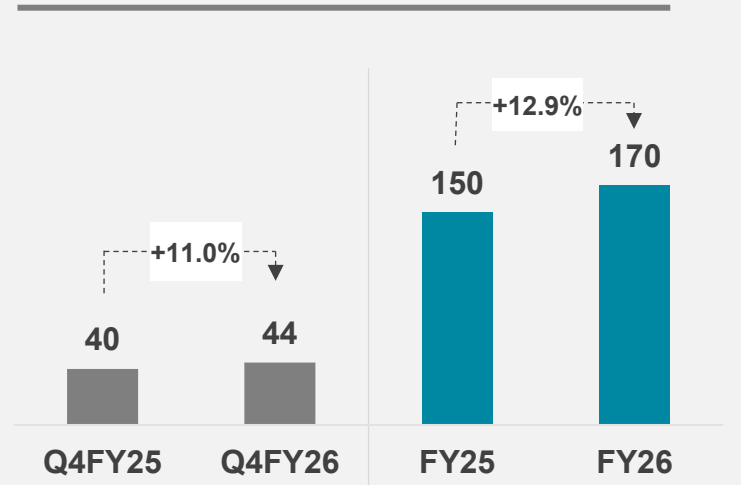
Billings (Rs. Cr)



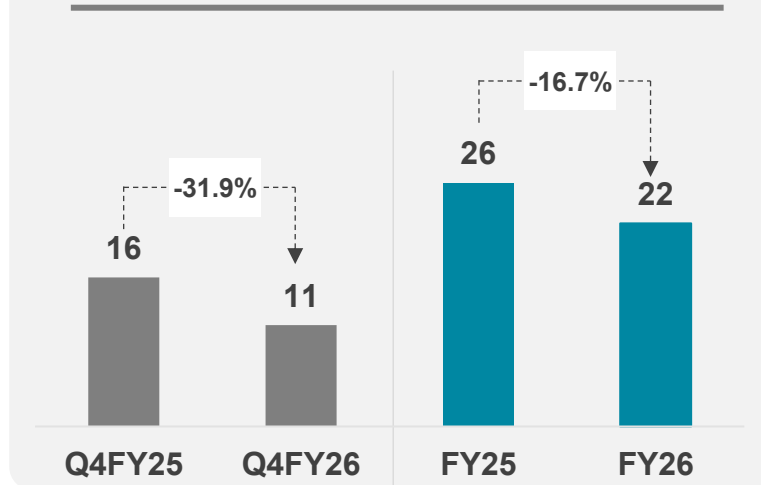
Operating profit (Rs. Cr)



Revenue from operations (Rs. Cr)



Cash from operations¹ (Rs. Cr)



Q4FY26 highlights

- In Q4FY26, billings de-grew by 13% YoY, while revenue grew by 11% YoY.
- Domestic private universities and colleges continue to expand the course offerings beyond engineering with more choices available to students.
- Shiksha continues to invest in creating more comprehensive, student-friendly content, strengthening domestic counselling capabilities, and building deep domain expertise in this segment.

Consolidated Financial Performance

Summary of consolidated financial performance for Q4FY26



At the consolidated level, the net sales for the Company stood at Rs. 869.0 cr in Q4FY26 versus Rs. 749.6cr for Q4FY25.



The total comprehensive loss was Rs. 6,217.2 Cr in Q4FY26 vs. loss of Rs. 9,710.0 cr in Q4FY25.



Profit before tax (without exceptional items) in Q4FY26 was Rs 798.5 cr, compared to Rs 716.1 Cr in Q4FY25.

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Operational Highlights

Core Operating Businesses

Recruitment



Real Estate

99acres

Matchmaking

Jeevansathi

Education



Strategic Investments



Financial Investments



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. 811cr

Q4FY26 Billings

58.5%

Q4FY26 Operating Profit margin

75%+

Traffic Share¹

~55k

Billed Customers²

21k+

Resumes added daily²

295k

Job seekers availed premium services²

Rs. 340cr

Q4FY26 Operating Profit

Rs. 619cr

Q4FY26 Cash from Operations³

115 million

Resume database²

666k

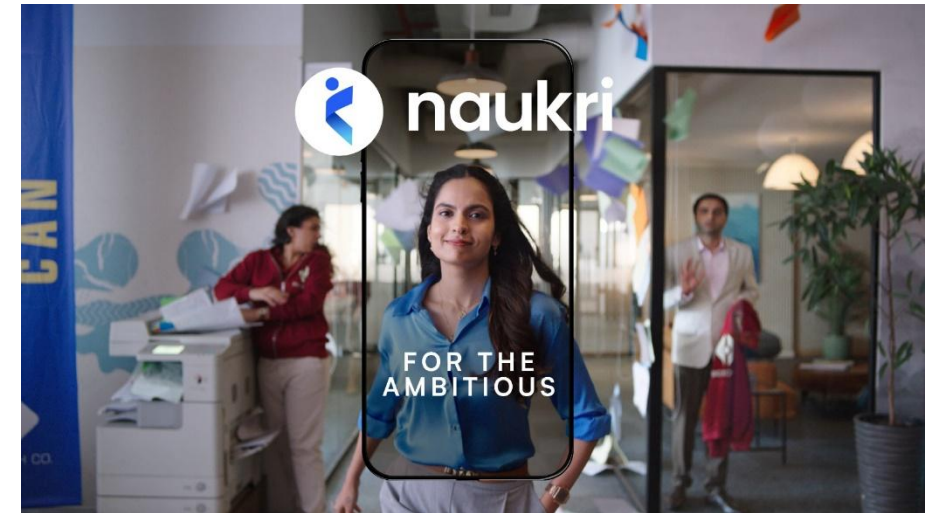
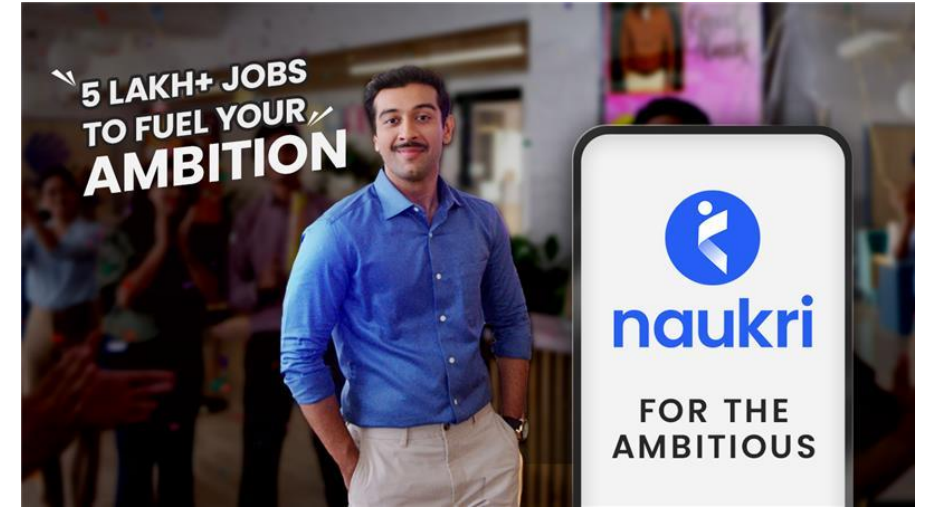
Job listings²

764k

Resumes modified daily²

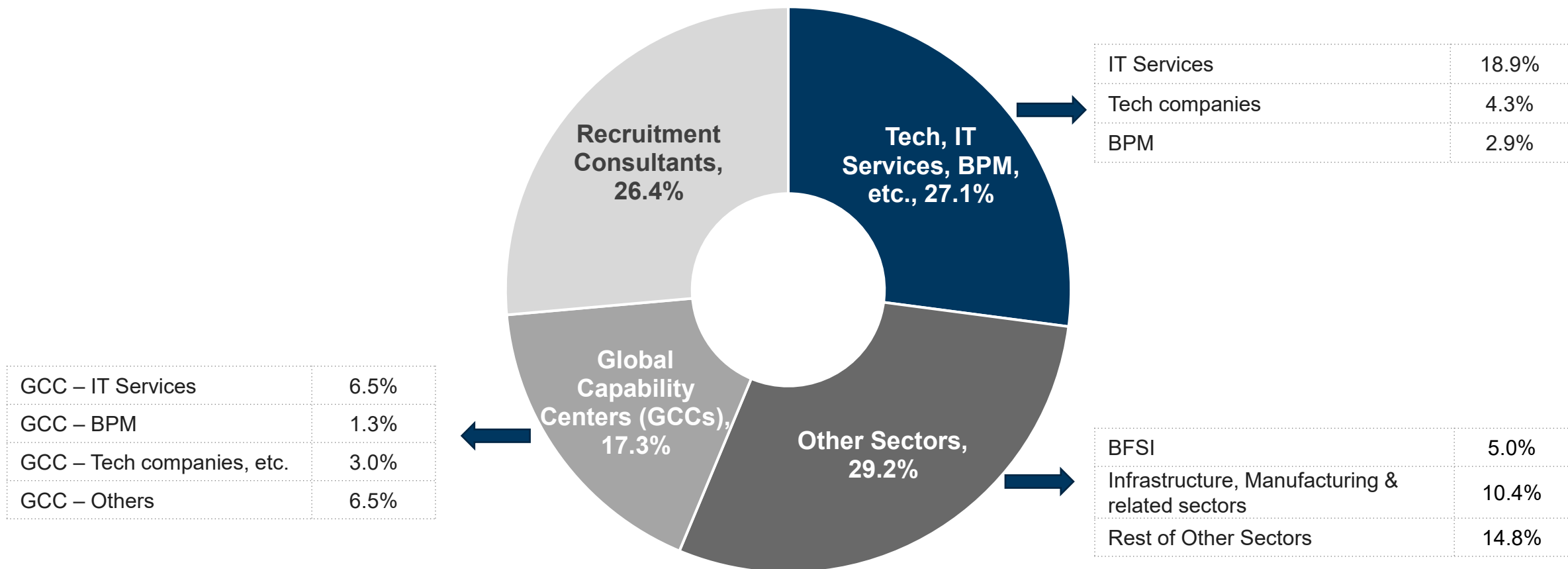
960k

Avg. resume searches daily²



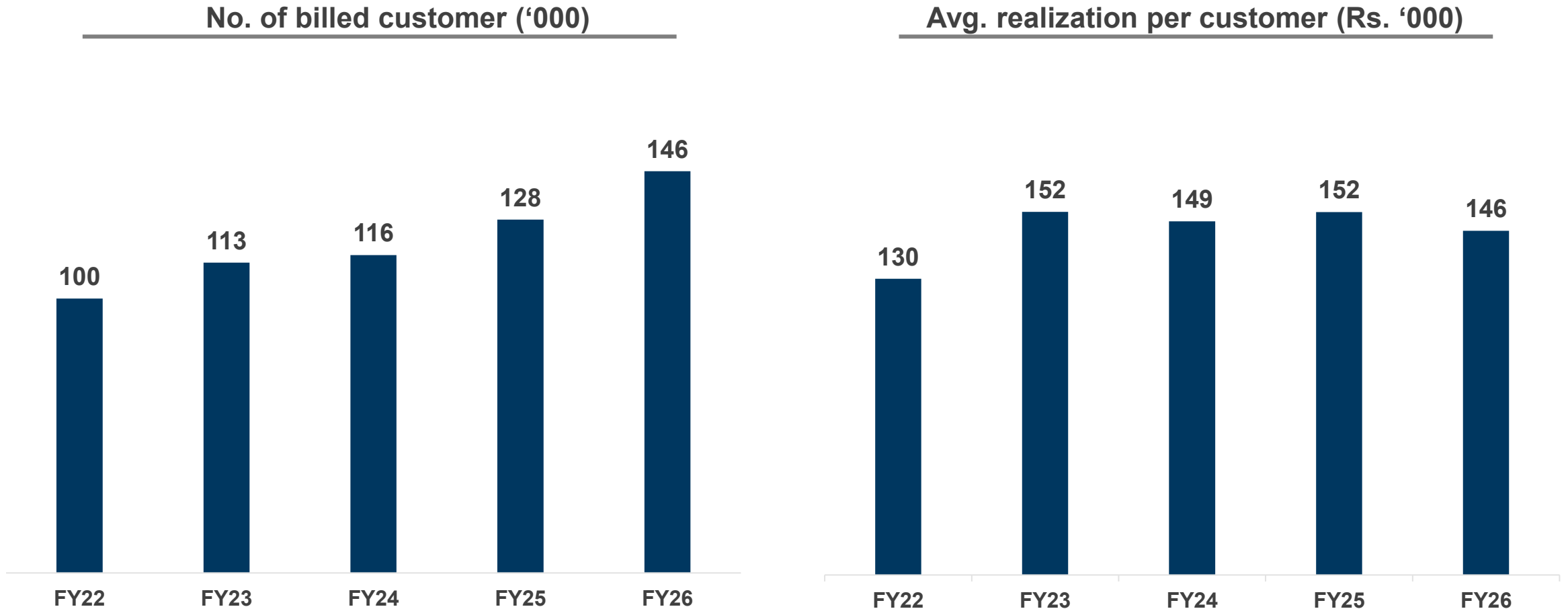
Breakdown of billings by customer type

Distribution of Recruitment India B2B business billings by customer type for FY26



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 ~14% was driven by deeper Tier-2/3 penetration and higher SMB client additions, resulting in marginally lower average realization



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

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🏠 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

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

🏠

Possession from Mar 2026

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

🏠

Possession from Mar 2026

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

🏠

Possession from Mar 2026

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. 163cr

Q4FY26 Billings

1.9%

YoY Billings growth (Q4FY26)

Rs. 3cr

Q4FY26 Operating Profit

Rs. 22cr

Q4FY26 Cash flow from operations

199k+¹

Total projects

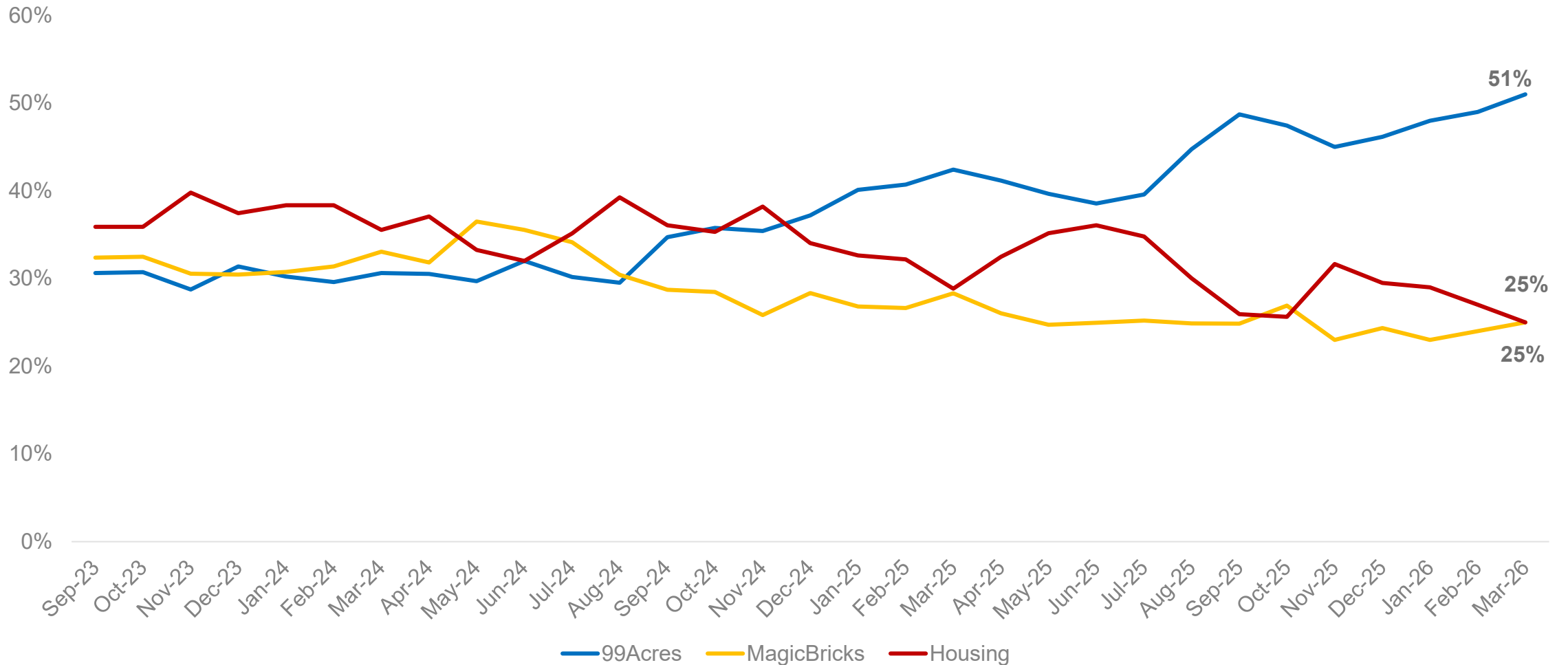
1.3Mn+²

Total listings



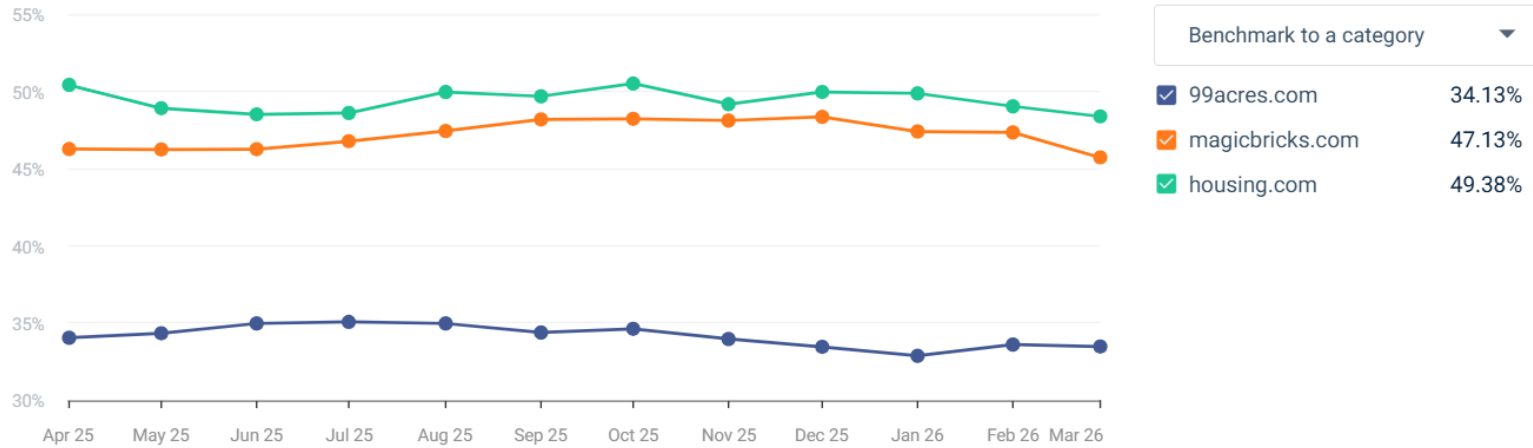
99Acres traffic time share

Overall traffic (from desktops & laptops, web mobile)

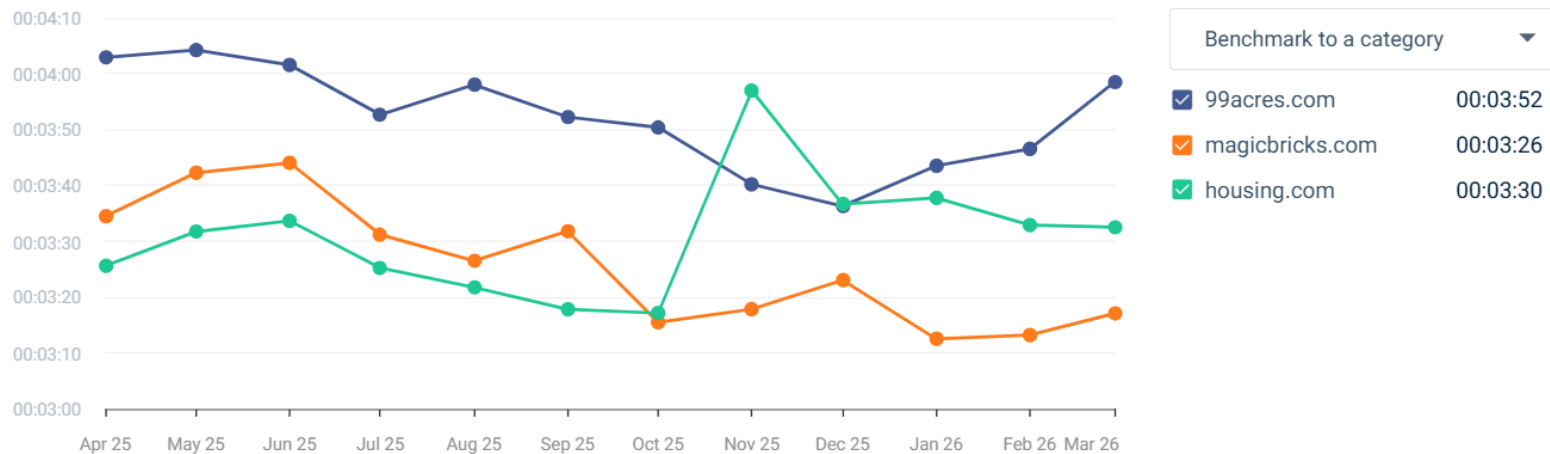


Buyers & Tenants spend more time on 99acres with lower/similar bounce rate vs most competitors

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

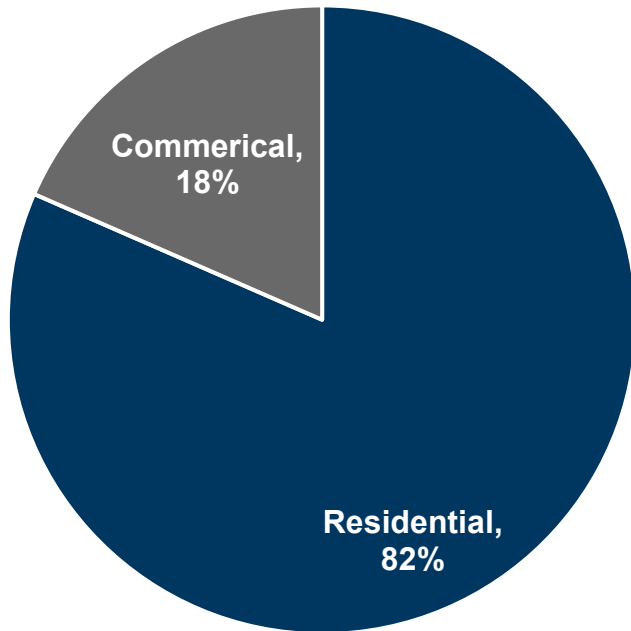


Higher time spent by buyers and tenants on 99Acres platform demonstrating high engagement



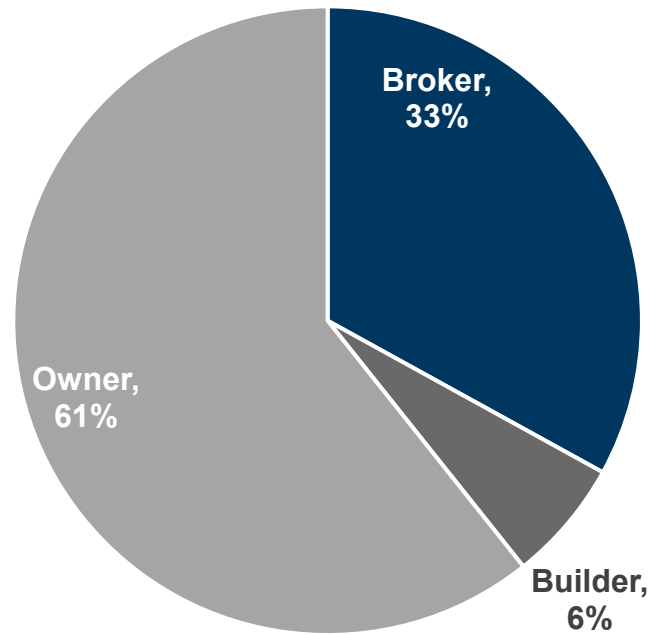
Key business metrics for 99acres

Distribution of total 1.3Mn+ listings



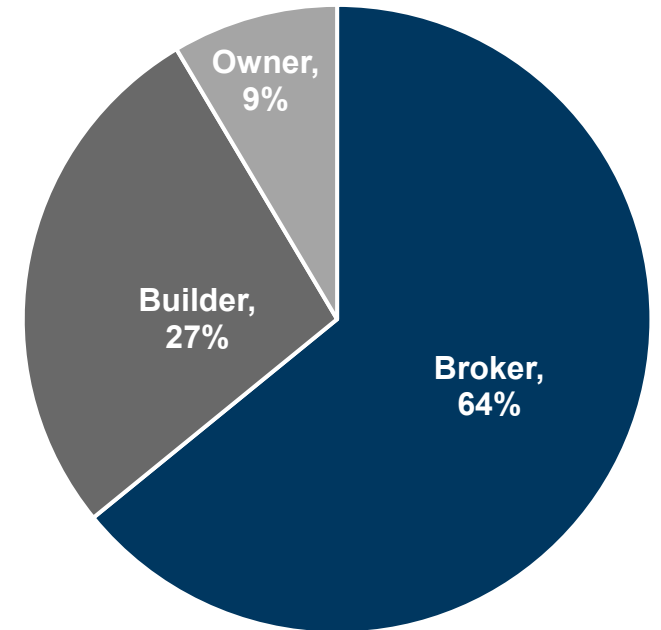
As of March 31, 2026

Distribution of 97.5K total customer base



April'25 to March'26

Billing breakdown by customer type



April'25 to March'26

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. 39cr

Q4FY26 Billings

21%+ 

YoY Billings growth (Q4FY26)

Rs. (3cr)

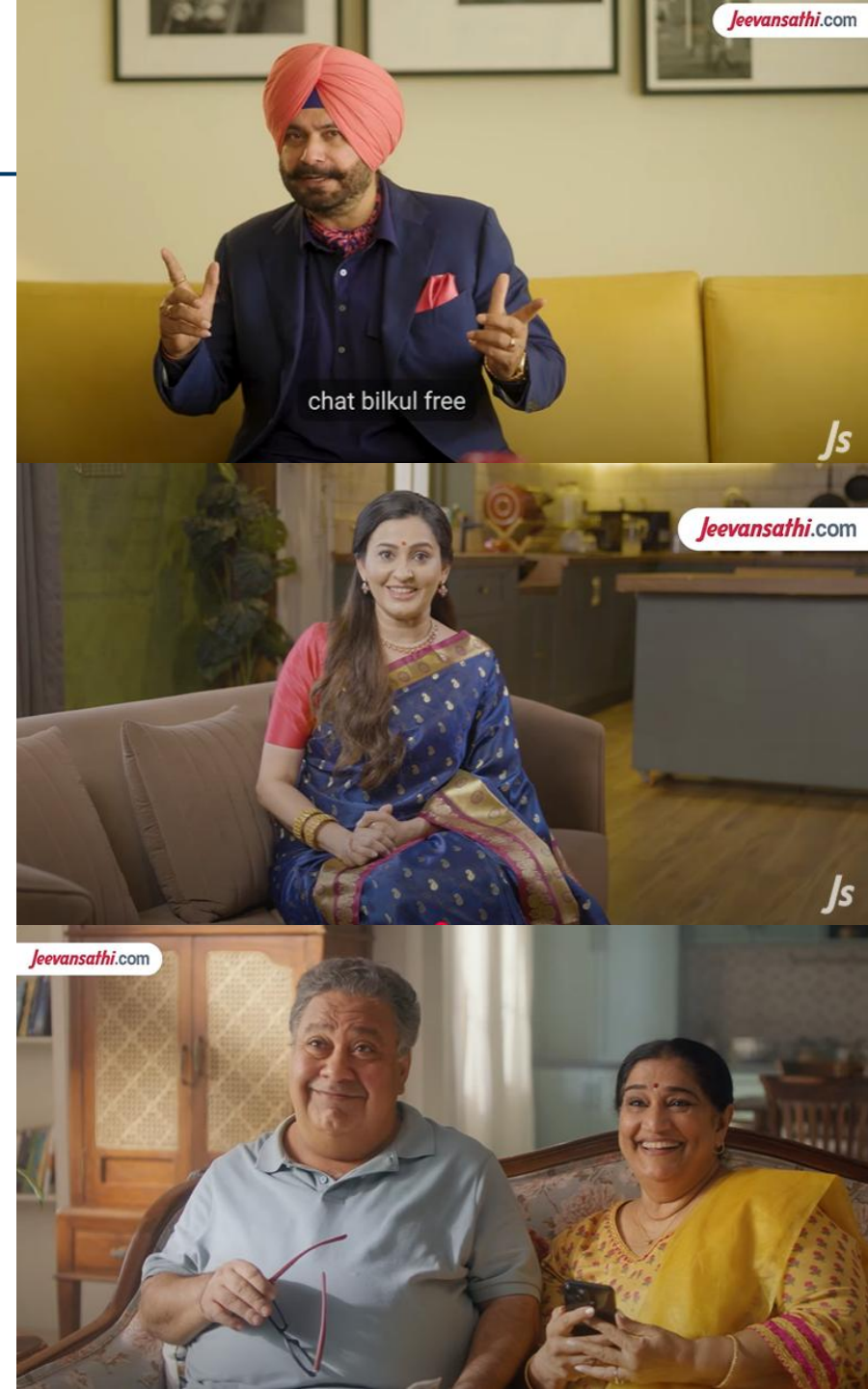
Q4FY26 Operating Profit

Rs. 4Cr

Q4FY26 Cash flow from operations

90%+

User traffic & time spent on Android and iOS apps



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Education business – Key operating highlights

Shiksha – Key highlights



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Investments

Financial Investments in technology-based Startups

Investments in Listed Entities



Shareholding: 12.43%



Shareholding: 12.12%

Balance sheet investments in Unlisted Entities

21 active financial investments in the portfolio.
Total carrying value of Rs. 781cr

InfoEdge – Venture Funds

Focused on Indian tech-driven and tech-enabled startups across sectors

Fund Name	Fund Corpus ¹ (INR Cr)
IE Venture Fund I (including follow on)	1,514
IE Venture Investment Fund II	1,272
Capital 2B Fund I	638
IE Venture Investment Fund III	1,135
B8 Fund I	250
A88 Fund I	250

Financial Investment Portfolio

Financial Investments - Listed Companies

Investee Company	Carrying value of investment as of March 31, 2026 (Rs. Cr.)	Diluted and converted shareholding %
Eternal	146.5	12.43%
PB Fintech	575.8	12.12%
Total	722.3	

Strategic Investments

Investee Company	Prominent Domain name	Carrying value of investment as of March 31, 2026 (Rs. Cr.)	Diluted and converted shareholding % (Actual)
Aisle Network Private Limited	https://www.aisle.co/	97.6	100.00%
Zwayam Digital Private Limited	https://www.zwayam.com/	140.4	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	47.90%
Total		425.1	

We may from time to time consider various investment / asset monetization opportunities, as we had done in past, However there can be no assurance regarding whether we will able to complete such investments / asset monetization opportunities on commercial terms acceptable to us, or at all..

Financial Investment Portfolio

Financial Investments - Unlisted Companies

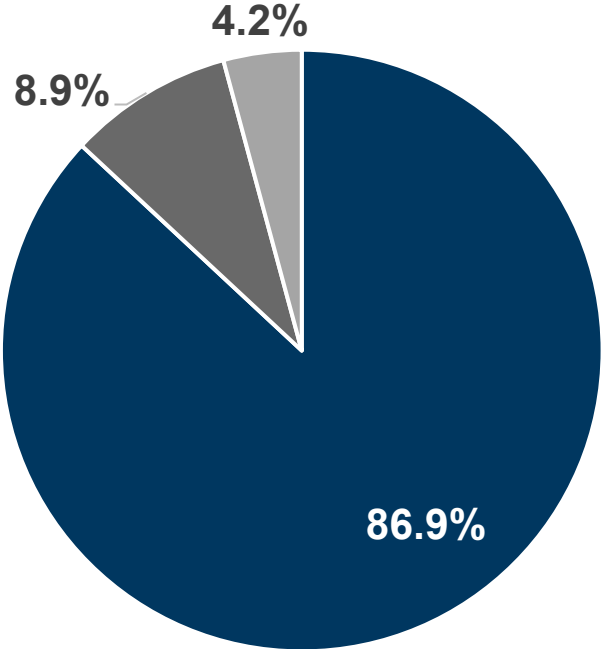
Investee Company	Prominent Domain names	Carrying value of investment as of March 31, 2026 (Rs. Cr.)	Diluted and converted shareholding % (Actual)
Akshamaala Solutions private Limited	https://unnati.ag/	126.7	20.25%
Shop Kirana E Trading Private Limited	http://shopkirana.com/	127.2	26.14%
Metis Eduventures Private Limited	https://www.adda247.com/	144.2	25.88%
Llama Logisol Private Limited	https://shipsy.in/	68.4	22.55%
Crisp Analytics Private Limited	https://lumiq.ai/	2.7	2.50%
Unbox robotics Labs Private Limited	https://unboxrobotics.com/	58.4	9.29%
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	1.13%
String Bio Private Limited	https://www.stringbio.com/	16.5	0.93%
Sploot Private Limited	https://sploot.space/	13.9	31.90%
Vyuti Systems Private Limited	https://www.cynlr.com/	10.3	5.06%
Ubify Technologies Private Limited	https://eplane.ai/	12.8	4.06%
VLCC	https://vlcc.com/	53.8	1.24%
SkyServe Inc.	https://www.skyserve.ai/	4.2	5.55%
Nexstem India Private Limited	https://www.nexstem.ai/	8.5	5.00%
Greytip Software Private Limited	https://www.greythr.com/	65.0	18.70%
Bharat Semi Systems Private Limited	https://bharatsemi.in/	26.1	3.69%
Aina computer Inc		18.3	9.30%
Genoscope Private Limited	https://www.genoscope.co.in/	7.0	16.80%
Total		780.9	



Balance Sheet Summary & Data Sheet

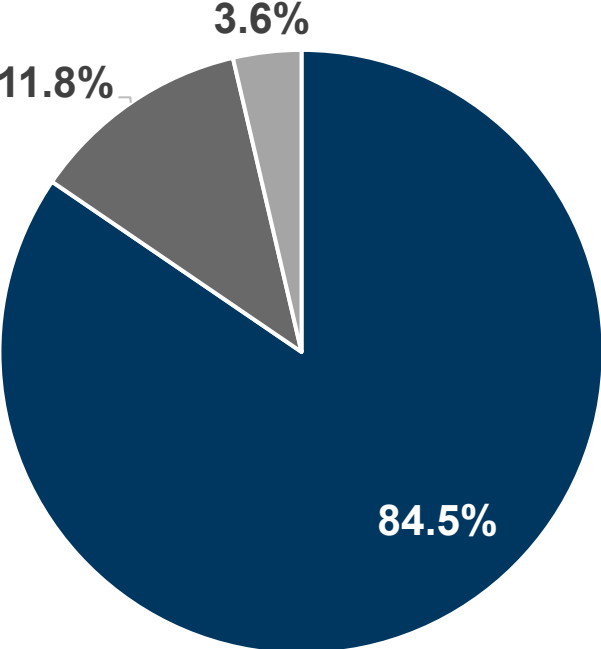
Standalone Balance Sheet Summary as of March 31, 2026

Assets (Total: Rs. 41,106 cr)



- Investments
- Cash & Cash Equivalents
- Other Operating Assets

Liabilities (Total: Rs. 41,106 cr)



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

Data sheet – Q4FY26 (1/2)

As at end of/ during	Q4FY26	Q3FY26	Q2FY26	Q1FY26	Q4FY25	Q3FY25	Q2FY25	Q1FY25	Q4FY24	Q3FY24	Q2FY24	Q1FY24	Q4FY23	Q3FY23	Q2FY23	Q1FY23	FY26	FY25	FY24	FY23
Key business metrics																				
Naukri																				
Number of resumes on Naukri (in millions)	115	113	111	108	106	104	103	100	98	96	94	91	89	88	86	84	115	106	98	89
Average number of resumes added daily (in '000)	21	20	26	26	22	19	25	22	28	20	24	23	20	20	23	20	23	22	24	21
Average number of resumes modified daily (in '000)	764	663	735	688	645	498	624	572	562	482	495	498	479	420	491	411	713	585	509	450
Number of billed customers* (in '000)	55	48	46	47	50	42	42	41	43	38	40	40	43	38	40	41	146	128	116	113
Billing distribution*																				
- Tech, IT Services, BPM, etc.	27.9%	24.8%	27.9%	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%	27.1%	28.0%	28.6%	29.0%
- Other Sectors	26.5%	31.6%	31.9%	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%	29.2%	29.7%	29.0%	26.8%
- Recruitment Consultants	27.9%	25.4%	25.0%	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%	26.4%	25.5%	26.5%	28.8%
- GCCs	17.7%	18.2%	15.2%	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%	17.3%	16.7%	16.0%	15.4%
99acres																				
Number of listings free + paid (in '000)	1,733	1,591	1,580	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	6,449	4,835	4,384	4,428
Number of paid listings (in '000)	1,269	1,179	1,140	967	929	832	772	733	735	688	699	664	733	736	621	604	4,555	3,266	2,786	2,693

^as on 5th April 22

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

Data sheet – Q4FY26 (2/2)

As at end of/ during	Q4FY26	Q3FY26	Q2FY26	Q1FY26	Q4FY25	Q3FY25	Q2FY25	Q1FY25	Q4FY24	Q3FY24	Q2FY24	Q1FY24	Q4FY23	Q3FY23	Q2FY23	Q1FY23	FY26	FY25	FY24	FY23
Key financial metrics																				
Segment Billing (Rs mn)																				
Recruitment solutions	8,107	5,483	5,450	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	23,743	21,577	18,832	18,587
Real estate business	1,628	1,174	1,224	944	1,598	1,026	1,074	809	1,311	884	922	734	1,037	711	757	611	4,971	4,507	3,851	3,116
Matrimony business	386	357	335	347	319	276	259	254	258	203	197	188	205	171	169	176	1,424	1,109	846	721
Education business	451	458	281	448	518	441	249	415	447	393	257	333	409	278	248	304	1,637	1,624	1,430	1,239
Total Billing	10,571	7,472	7,290	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	31,775	28,817	24,959	23,663
Segment Revenue (Rs mn)																				
Recruitment solutions	5,813	5,749	5,582	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	22,559	19,826	18,053	16,796
Real estate business	1,437	1,186	1,151	1,107	1,058	1,042	1,020	988	926	888	873	827	755	729	697	663	4,881	4,108	3,513	2,845
Matrimony business	360	347	339	337	303	271	262	262	242	220	197	194	188	179	181	229	1,383	1,098	853	776
Education business	442	364	388	504	398	353	329	424	392	341	300	358	320	277	259	313	1,698	1,504	1,391	1,169
Total revenue from operations	8,051	7,646	7,460	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	30,520	26,536	23,810	21,586
Deferred Sales Revenue (Rs mn)																				
Recruitment solutions	12,259	9,915	10,109	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	12,259	10,950	9,279	8,477
Real estate business	2,088	1,892	1,898	1,819	1,976	1,438	1,456	1,402	1,568	1,180	1,184	1,131	1,227	943	969	895	2,088	1,976	1,568	1,227
Matrimony business	239	213	203	207	197	181	176	179	187	171	188	187	194	177	184	196	239	197	187	194
Education business	390	379	291	382	443	326	251	316	326	281	224	262	288	200	196	211	390	443	326	288
Total deferred sales revenue	14,977	12,399	12,500	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	14,977	13,565	11,360	10,185
Segment Profit/(Loss) b/f Tax (Rs mn)																				
Recruitment solutions	3,400	3,411	3,117	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	12,772	11,164	10,509	10,060
Real estate business	34	(205)	(234)	(187)	(149)	(48)	(142)	(137)	(152)	(147)	(165)	(225)	(221)	(260)	(324)	(380)	(592)	(475)	(688)	(1,185)
Matrimony business	(33)	(17)	5	1	(23)	(67)	(7)	(21)	(94)	(138)	(175)	(181)	(228)	(263)	(276)	(287)	(44)	(118)	(587)	(1,054)
Education business	56	(6)	19	63	(5)	(11)	(33)	44	63	2	(28)	(10)	11	(1)	(28)	53	131	(5)	28	35
Total	3,457	3,183	2,907	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	12,268	10,565	9,261	7,855
Less unallocated expenses	(231)	(210)	(232)	(218)	(292)	(216)	(165)	(159)	(149)	(123)	(145)	(131)	(139)	(117)	(128)	(116)	(891)	(832)	(549)	(500)
Add unallocated income	763	811	820	960	784	781	803	770	728	650	636	578	437	396	499	419	3,354	3,138	2,592	1,751
Exceptional item*	162	(488)	52,001	-	76	(593)	1,080	-	(121)	-	(50)	-	(187)	(2,760)	-	-	51,675	564	(171)	(2,947)
Profit Before Tax	4,151	3,297	55,496	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	66,406	13,435	11,132	6,159
Head count	6,000	6,150	6,238	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	6,000	6,065	5,750	5,311

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