Earnings Presentation

Quarter ending June 30, 2026

infoedge

naukri 99acres Jeevansathi shiksha

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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 June 30, 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 June 30, 2026 or for the quarter ended June 30, 2026 , unless indicated otherwise.
- Q1FY27 or Q1FY26-27 means the period commencing on April 01, 2026, and ending on June 30, 2026.
- FY26 or FY25-26 or FY2026 means the Financial Year starting April 01, 2025, and ending March 31, 2026.
- FY27 or FY26-27 or FY2027 means the Financial Year starting April 01, 2026, and ending March 31, 2027.
- 1 Crore = 10 Million = 100 Lakh.

BUSINESS STRUCTURE

Efficiently structured businesses with well-established market-leading brands

OPERATING BUSINESSES				INVESTMENTS
RECRUITMENT	**REAL ESTATE**	**MATCHMAKING**	**EDUCATION**	**FINANCIAL INVESTMENTS**
India's largest online job classifieds ecosystem	*A leading platform in online real estate classifieds*	*Connecting millions for meaningful relationships*	*Guiding students toward smarter education & career decisions*	*Investments in high-growth digital businesses*
naukri, iimjobs, hirist.tech, naukri campus, AmbitionBox, doselect, zwayam, naukri 360, naukri FASTFORWARD, codingninjas, naukri minis, naukrigulf, JOB hai	99acres	Jeevansathi, aisle	shiksha	eternal, pb Fintech, infoedge ventures

Business Highlights

Healthy operating performance in the quarter

Q1FY27 highlights – Improved growth trajectory led by major businesses

▲ YoY Growth

		YoY Growth
BILLINGS	₹737cr	▲ 14.4%
REVENUE	₹824cr	▲ 12.0%
OPERATING PBT	₹334cr	▲ 33.4%
OPERATING PBT MARGINS	40.5%	▲ 652Bps
Profit Before Taxes (including Other Income)[1]	₹ 427cr	▲ 23.4%
CASH FROM OPERATIONS	₹225cr	▲ 25.3%
EPS[2]	₹4.90	▲ 22.2%
CASH BALANCE[3]	₹5,034cr	

Notes: 1. PBT (including Other Income) is before exceptional items; 2. Earnings per share is before exceptional items (net of taxes and deferred taxes) on a post-share-split basis 3. Cash balance includes cash balance from wholly owned subsidiaries as well and is as of June 30, 2026

Q1FY27 highlights – Standalone including acquired businesses and consolidated performance

▲ *YoY Growth*

INFO EDGE - STANDALONE (*including acquired businesses*[1])

₹767cr
BILLINGS
▲ 13.9%

₹854cr
REVENUE
▲ 11.5%

₹329cr
OPERATING PBT
▲ 32.3%

₹224cr
CASH FROM OPERATIONS
▲ 23.8%

INFO EDGE - CONSOLIDATED PERFORMANCE

₹ 881cr
NET SALES
▲ 11.4%

₹496cr
Profit Before Taxes (including Other Income)[2]
▲ 13.9%

₹5,149cr
TOTAL COMPREHENSIVE INCOME

Notes: 1. Acquired businesses include Zwayam, DoSelect and Aisle; 2. PBT (including Other Income) is before exceptional items.

KEY BUSINESS HIGHLIGHTS

Broad-based growth with strategic progress across businesses

1.	**Recruitment delivered broad-based growth**	Billings grew 17.5% YoY, led by Recruitment B2B. Naukri B2C and Job Hai continued to expand, while the business maintained its high-margin profile.
2.	**99acres translated market leadership into growth**	Billings grew 16.5% YoY as traffic and supply leadership translated into stronger growth while operating losses reduced significantly.
3.	**Matchmaking delivered steady growth**	Billings for Jeevansathi + Aisle combined grew by 20.3% YoY while operating losses continued to narrow down.
4.	**Shiksha continued to pivot for long-term growth**	Continuing its transition towards domestic counselling and AI-led operations while investing in the Study Abroad platform and improving productivity.
5.	**AI products gained commercial traction**	AI-Rex and Talent Pulse are showing promising early signs. **AI-Rex** paid customers grew to 400+, while **Talent Pulse** paid customers grew to 600+.

Recruitment

India's largest online job classifieds ecosystem

naukri

Strong billings growth of 17.5% YOY, supported by operating margins expansion by 576bps

▲ *YoY Growth*

FINANCIAL PERFORMANCE – Q1FY27

₹553cr	₹612cr	₹356cr	58.3%	₹267cr
BILLINGS	REVENUE	OPERATING PBT	OPERATING PBT MARGINS	CASH FROM OPERATIONS
▲ 17.5%	▲ 13.0%	▲ 25.4%	▲ *576Bps*	▲ 36.2%

KEY BUSINESS HIGHLIGHTS

- **Sector growth YoY**: Tech, IT, & BPM: 15%, Recruitment Consultants: 1%, Other Sectors: 12%, GCCs 31%.
- **Candidate Services Business (B2C)** billings grew 35%, with paid conversion improving from 1.2% to 2.6% and online mix increasing from 27% to 54% in last 18 months. The business also operated at a healthy PBT margin of 63%, aided by the increasing share of self-serve offerings.
- **NaukriGulf** grew at 12% YoY, while the business remained highly profitable.
- **Recruitment business standalone** (**excluding Job Hai**) continued its high-margin trajectory at 60.8%.
- **Recruitment** (**including Zwayam** and **DoSelect**) generated billings of ₹570cr, revenue of ₹629cr and operating PBT margins of 56.1% during the quarter.

Healthy operating metrics driving platform strength

118 Mn
Resume Database[1]

697k
Job Listings[2]

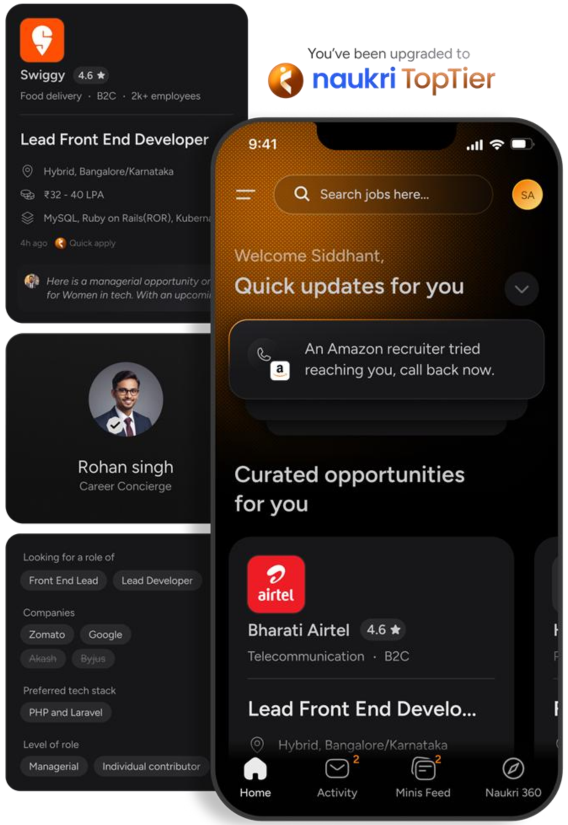
25k+
Resumes Added Daily[2]

294K
Paid Users on Naukri 360 + Naukri FastForward[3]

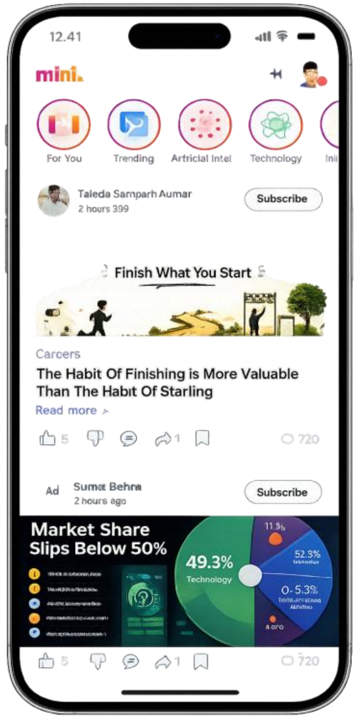
859k
Profiles Modified Daily[2]

49k+
Billed Corporate Customers[2]

997k
Avg. Resume Searches Daily[2]



Naukri TopTier showing curated opportunities for premium jobseekers



High jobseeker engagement through Naukri Minis

Notes [1] As of June 30, 2026; [2] for the period Q1FY27; [3] As of June 2026. Screenshots are for illustrative purposes only. Data shown is indicative and may vary.

Our AI approach is anchored in four core priorities driving growth and innovation

01

Strengthening the core platform

Improving **search quality, recommendation & productivity** across core platforms.

- Hyper-personalized recommendations
- 2-way intelligent matching

02

Enhancing user experience

Developing AI-powered features to enhance **user & customer engagement.**

- AI-powered resumes & interviews
- AI profile summary, job description generator

03

New AI-first products

Innovating **new AI-first products** and revenue streams.

- AI REX significantly reduces candidate sourcing time
- Data products like Executive intelligence and Talent Pulse

04

AI in internal processes

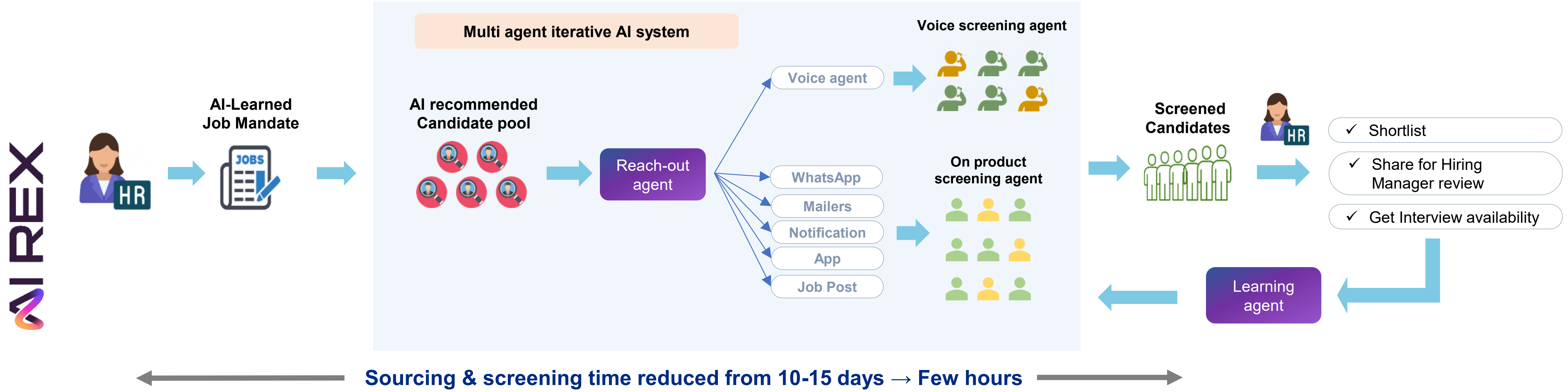
Integrating AI **into internal processes** to boost efficiency & decision-making.

- GenAI enabling faster rollouts & scalable content
- More efficient marketing

AI is driving **measurable productivity gains** across our businesses, with **15–20% efficiency improvements** across multiple customer workflows.

Developing smarter & self-directed workflows to build next-generation products using agentic-AI

New **Agentic AI** experience in hiring through agents that think, execute for **better and faster hiring**



4,000+ Enterprise Customers Onboarded[1]

400+ Paid Clients[1]

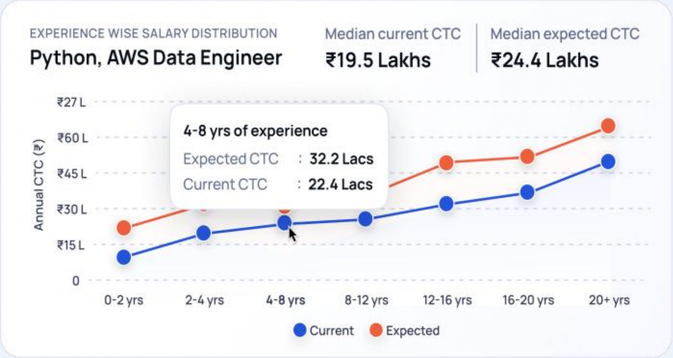
3.7x Increase in hiring mandate between Feb and June 2026

Note: [1] As of June 2026

Talent Pulse serves 600+ paid customers with AI-powered talent intelligence

Salary Intelligence

Salary Insights for corporates at 7 levels of granularity (roles, skills, department, location, industry, company, and experience).

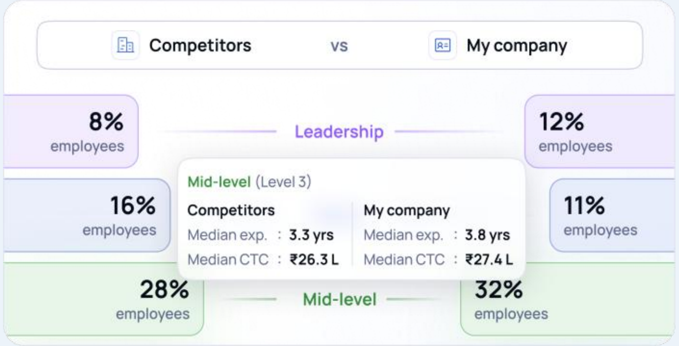


Talent Planning

Multidimensional insights into target talent pool by skills, designations, city, experience, company, and salary.

Competitor Benchmarking

Benchmarking talent with competitors in terms of skills, structure, salaries, pedigree, and attrition.



NAUKRI'S EDGE

Data Depth at scale

10Cr+ talent pool,
2Cr+ platform actions daily

Quality at Cost

Reports at a fraction of the market cost

On the fly intel

On-demand market reports for 500K+ skills and roles

AI trained on Indian data

Powered by Naukri's AI-driven data curation

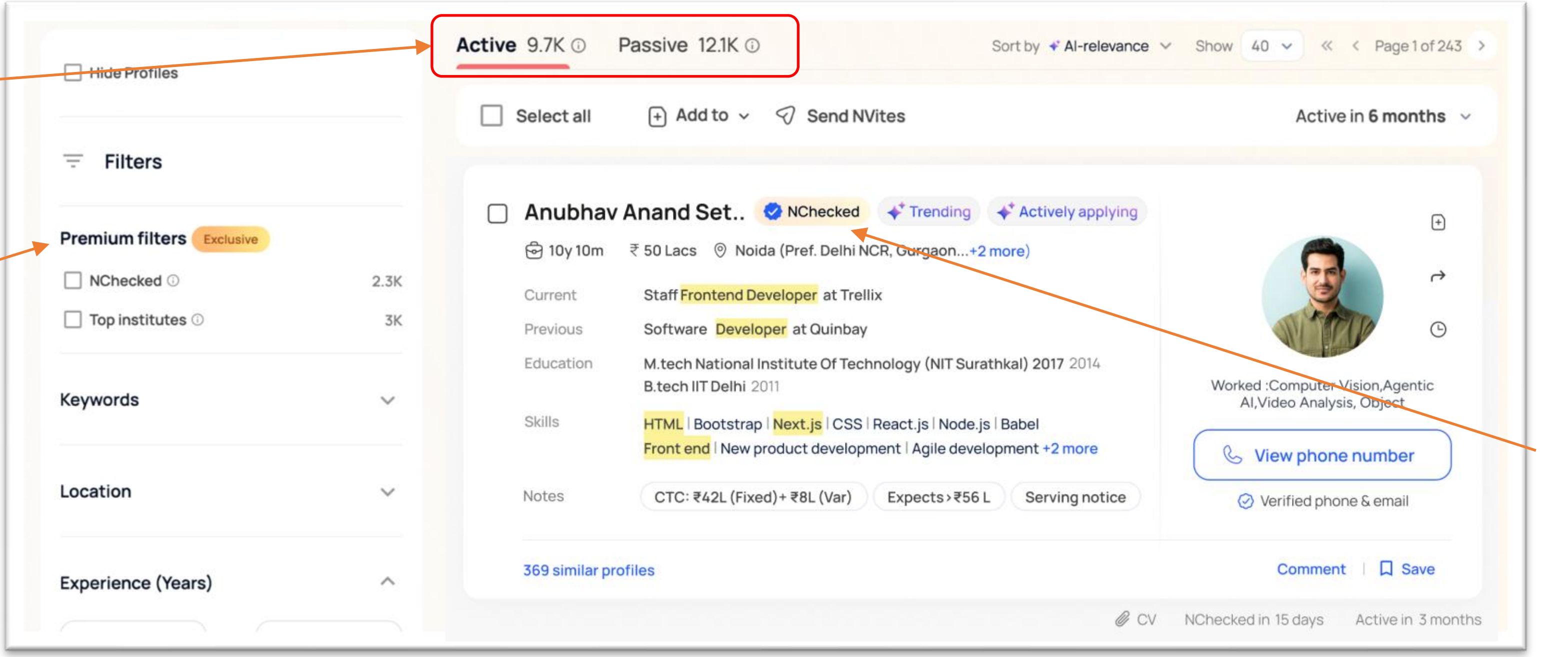
Note: Screenshots are for illustrative purposes only. Data shown is indicative and may vary.

PremiumX AI-powered talent discovery for recruiters

AI-powered discovery and engagement of premium talent, backed by verified hiring intelligence.

Active + Passive Talent Pool

Premium Filters



Naukri Verified Profile

1,800+
Enterprise Customers Using PremiumX[1]

Naukri Verified
Profiles

Active + Passive
Talent Discovery

Note: [1]for the month of June 2026. Screenshots are for illustrative purposes only. Data shown is indicative and may vary.

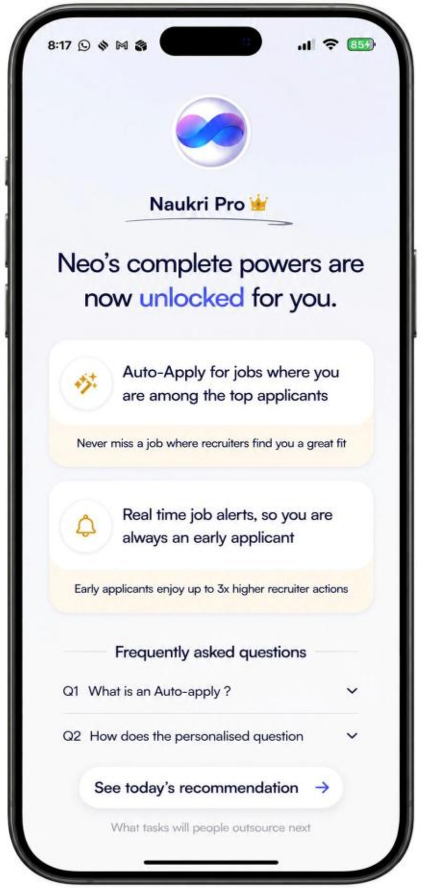
Extending AI tools to help jobseekers make smarter career decisions

2.6%
Paid Penetration[1]

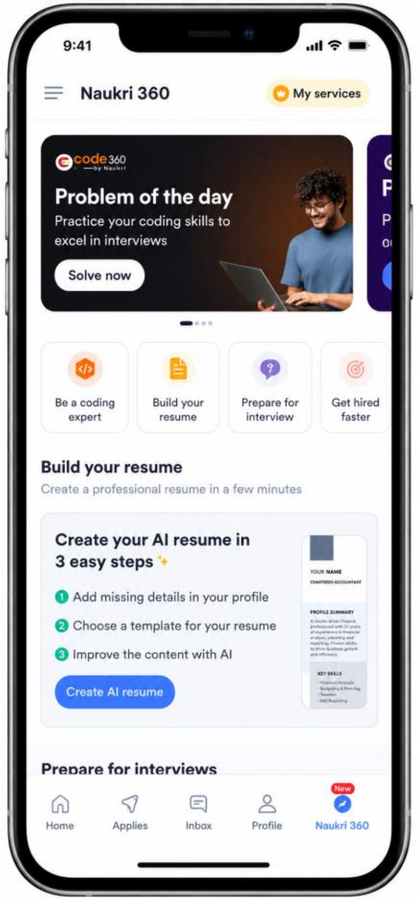
54%
Online Mix B2C Revenue[1]

2.7Lac
AI-powered resumes downloaded monthly[1]

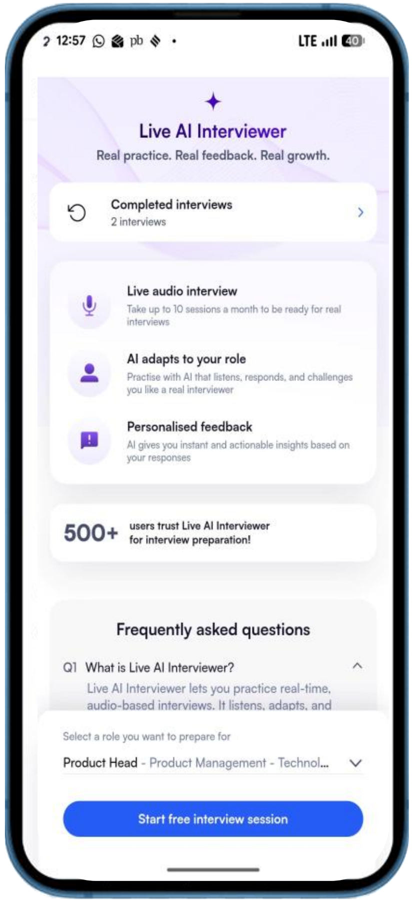
1.3Lac
AI-powered mock interviews completed monthly[1]



Agent Neo: Agentic AI-led job discovery with real-time alerts and optional auto-apply



Naukri 360: AI-powered resume builder

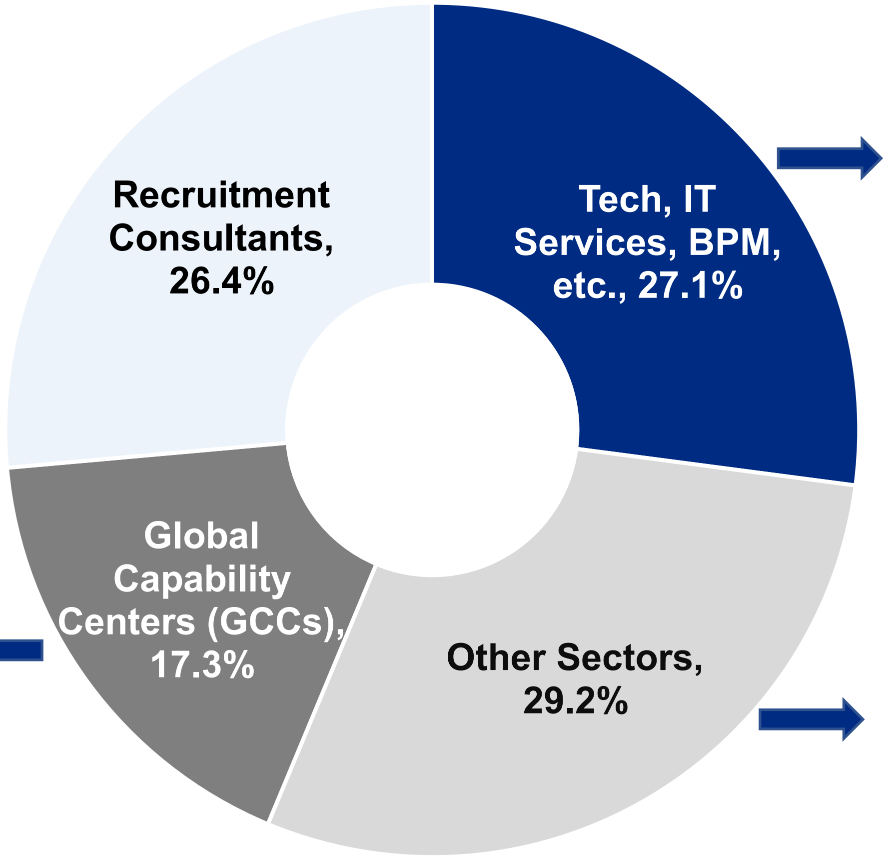


Naukri 360: AI-powered mock interviews

Note: [1]for the month of June 2026. Screenshots are for illustrative purposes only.

A well-diversified customer base continues to support growth

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



IT Services	18.9%
Tech companies	4.3%
BPM	2.9%

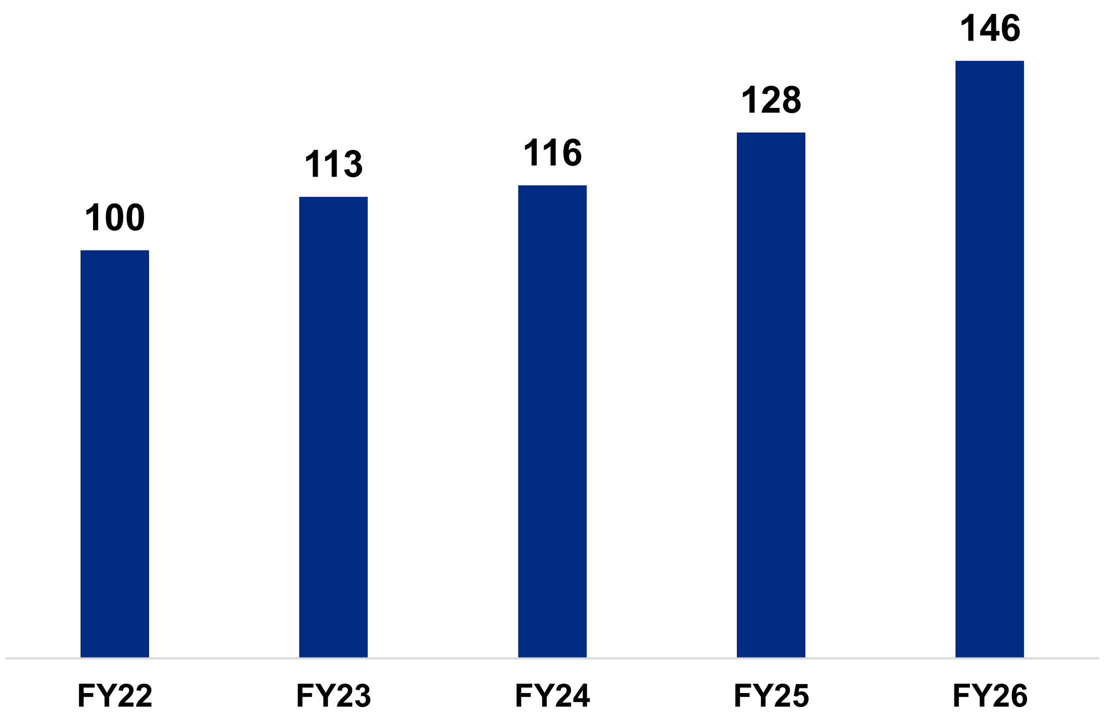
GCC – IT Services	6.5%
GCC – BPM	1.3%
GCC – Tech companies, etc.	3.0%
GCC – Others	6.5%

BFSI	5.0%
Infrastructure, Manufacturing & related sectors	10.4%
Rest of Other Sectors	14.8%

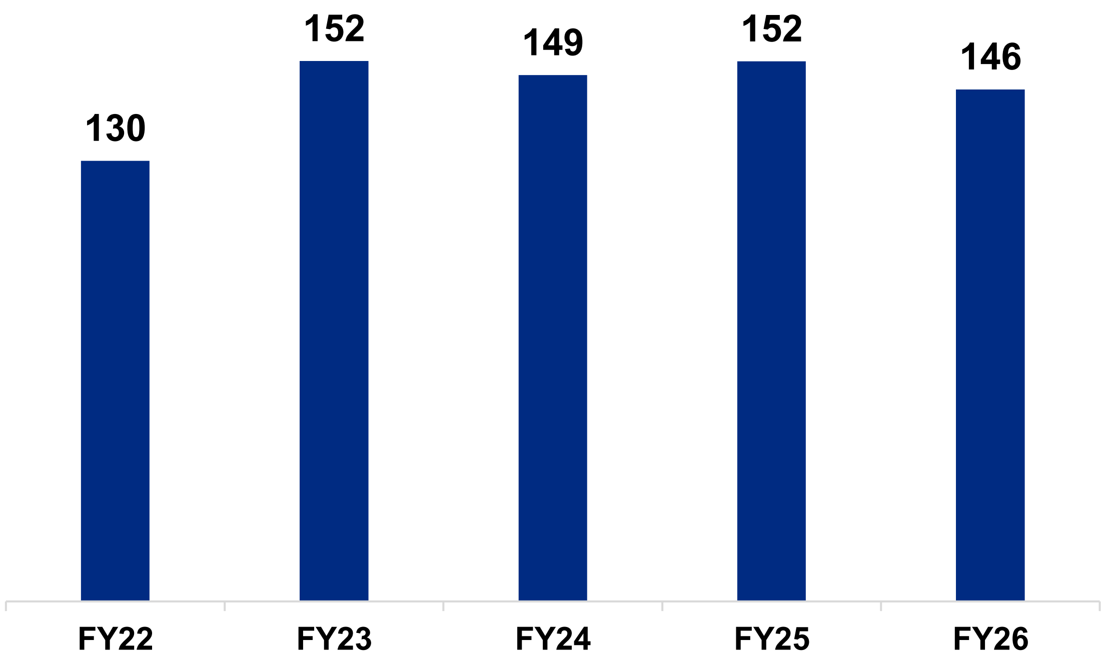
Direct contribution from IT Services (incl. IT services and GCC IT Services companies) is ~25%
Overall contribution from IT Services incl. Direct and through Consultants on a pro-rata basis would be 30-35%

Deeper tier-2/3 penetration and SMB growth reshaping the customer mix and ARPU

No. of billed customer ('000)



Avg. realization per customer (Rs. '000)



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

Note: The above figures are for Recruitment India B2B business. Realization is calculated based on billings within the respective period.

Real Estate

A leading platform in the online real estate classifieds segment

99acres

Growth improved to 17% YoY while maintaining leadership and moving closer to break-even

▲ *YoY Growth*

FINANCIAL PERFORMANCE

₹110cr	BILLINGS	▲ 16.5%
₹130cr	REVENUE	▲ 17.3%
₹(2.1)cr	OPERATING PBT	▲ 88.6%
₹(19)cr	CASH FROM OPERATIONS	▲ 1.3%

KEY BUSINESS HIGHLIGHTS

- Consumer **traffic leadership maintained**, with web, app and iOS traffic time shares at **49%**, **55%** and **69%**, respectively.
- **App DAUs** continued strong momentum, growing **38%** YoY.
- **Property enquiries** across categories grew over **38%** YoY.
- Live listings remained strong, with **broker resale & rental listings** up **30%** YoY, **new project listings** up **27%** YoY, and **owner listings** up **23%** YoY.

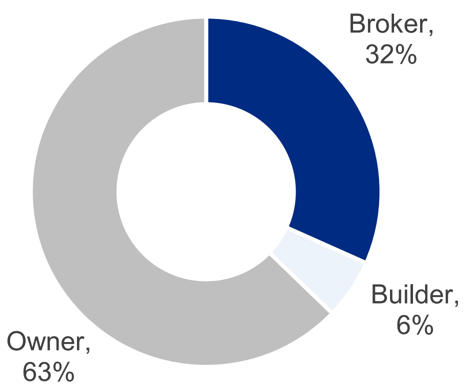
Key business metrics underpinning 99acres' market leadership

202K+
Total Projects[1]

101K+
Total Customer Base

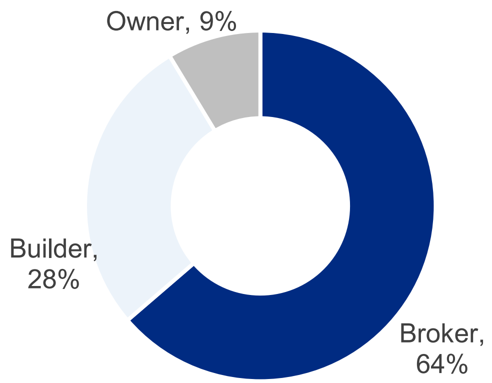
1.3 Mn+
Listings[2] | Residential 81% | Commercial 19%

Distribution of customer base



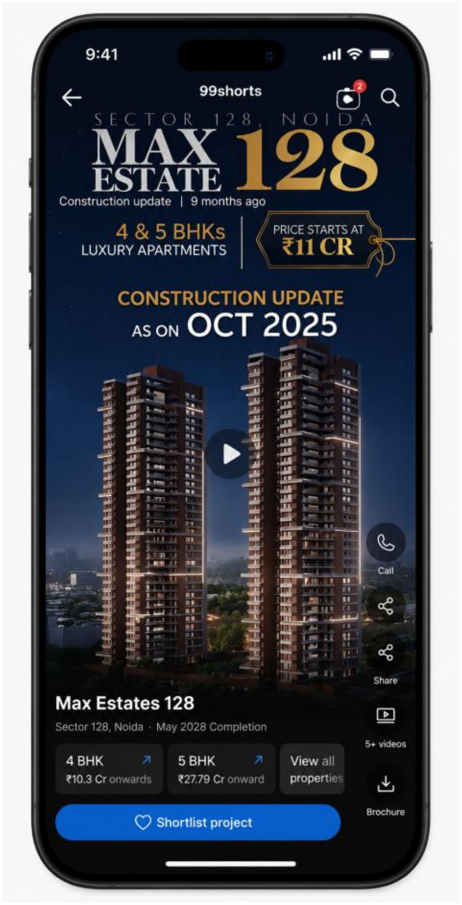
July'25 to June'26

Billing breakdown by customers



July'25 to June'26

99Shorts giving immersive project walkthroughs



Video Enablement for High Engagement on App

Notes: [1] As of June 30, 2026; [2] As of June 30, 2026 and includes 606k owner listings. Screenshots are for illustrative purposes only.

Consistent monthly share gains have established a clear traffic leadership

Web traffic time share (from desktops, laptops, and mobile-web)

Platform	Web Traffic-Time Share	Q1FY26		Q1FY27
99acres		**40%**	→	**49%**
MagicBricks		26%	→	26%
Housing		34%	→	25%

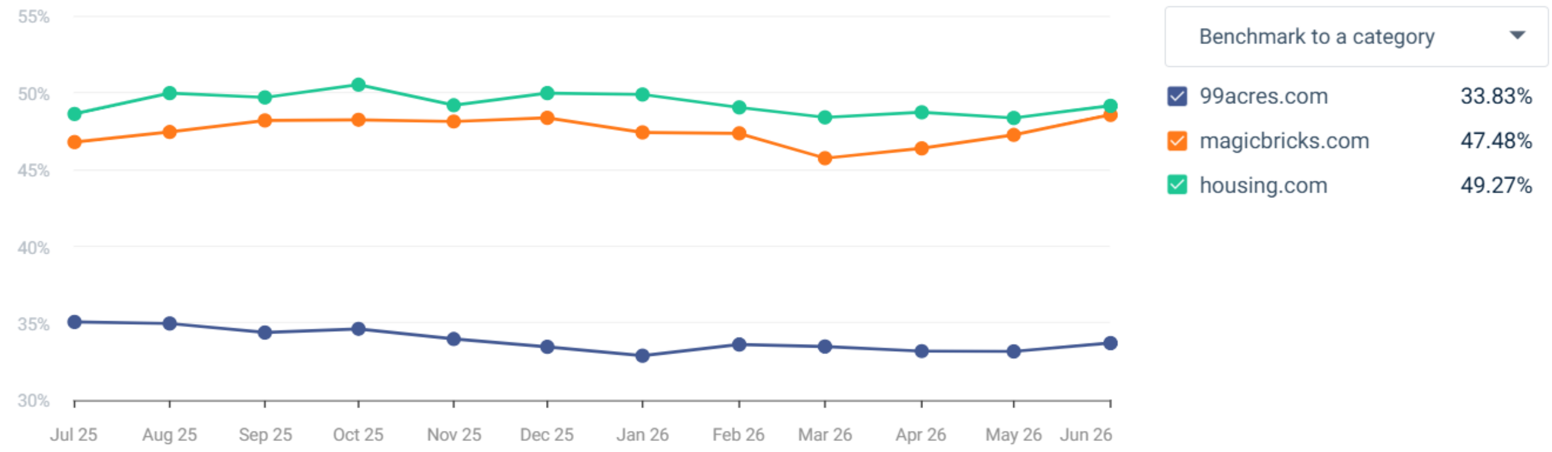
App traffic time share for Q1FY27

Platform	App Traffic-Time Share	Overall App	iOS App
99acres		**55%**	**69%**
MagicBricks		13%	13%
Housing		32%	18%

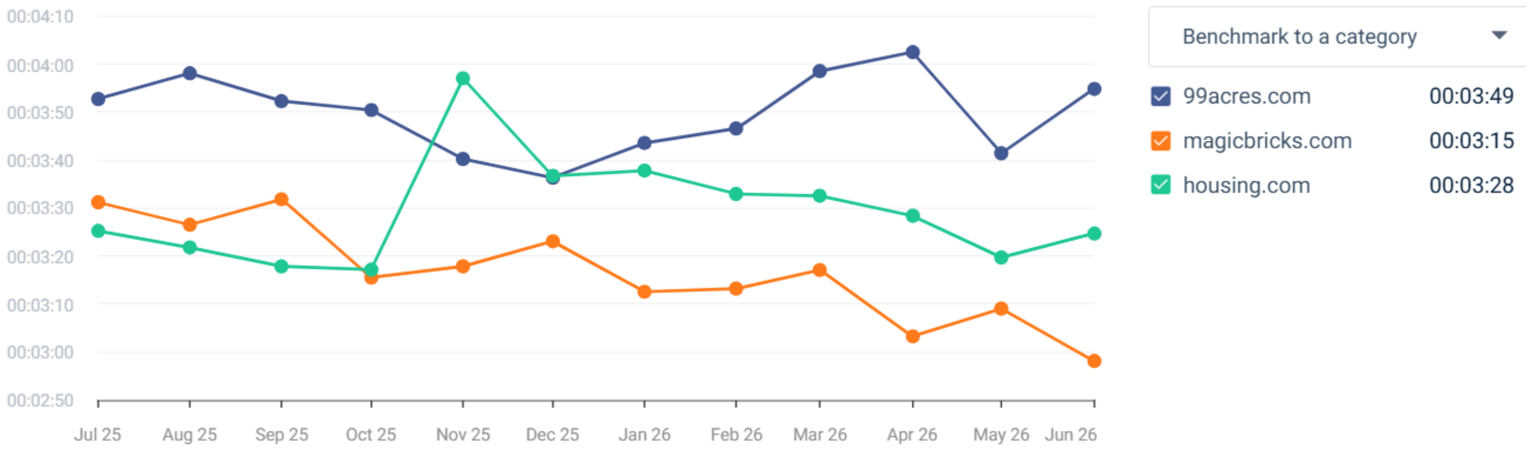
 Source: SimilarWeb

Buyers & tenants spend more time on 99acres with lower 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



Source: SimilarWeb; Desktop + Mobile Web

Matchmaking

Connecting millions for meaningful relationships

Billings grew by 14% YoY, while the business was operating profitable

▲ *YoY Growth*

FINANCIAL PERFORMANCE

₹40cr	₹38cr	₹1cr	₹(0)cr
BILLINGS	REVENUE	OPERATING PBT	CASH FROM OPERATIONS
▲ 14.2%	▲ 14.1%		

KEY BUSINESS HIGHLIGHTS

- Continued **expansion** of **monetization levers** testing new paywalls and launching offerings focused on value, convenience and affordability.
- Competitive intensity stayed high, with rivals launching new ad campaigns in the North.
- Key metrics like **acceptances** and **two-way chats** stayed healthy on Jeevansathi.
- Held **45%+ female profile share** in Hindi-speaking markets and continued to lead on daily logged-in users.

High engagement through curated relationship discovery on Jeevansathi app

Billings grew by 44% YoY, while the business became closer to breakeven

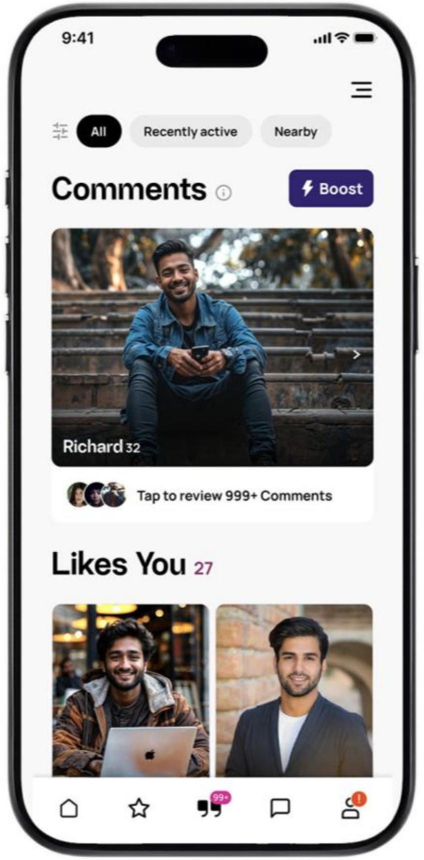
▲ YoY Growth

FINANCIAL PERFORMANCE

₹ 13cr	₹12cr	₹(2)cr	₹1cr
BILLINGS	REVENUE	OPERATING PBT	CASH FROM OPERATIONS
▲ 44.2%	▲ 35.7%		

KEY BUSINESS HIGHLIGHTS

- Business continued to grow aggressively in the quarter, driven by better conversions and the launch of new value propositions for users.
- **Arike,** the Malayalam-focused app, continued to grow faster.



High engagement through curated relationship discovery on Aisle app

Education

Guiding students toward smarter education & career decisions

Billings de-grew in Q1FY27 due to AI-related traffic headwinds

YoY Growth

FINANCIAL PERFORMANCE

₹35cr	₹44cr	₹3cr	₹(7)cr
BILLINGS	REVENUE	OPERATING PBT	CASH FROM OPERATIONS
▼ 22.8%	▼ 11.9%	▼ 48.8%	

KEY BUSINESS HIGHLIGHTS

- Traffic headwinds continue, client delivery impacted by declining referred search traffic from Google.
- Shiksha continues to invest in comprehensive, student-friendly content and **stronger domestic counselling**.
- Student interest in studying abroad in markets like the US remains subdued, with preference shifting to the **UK, Australia and Europe**.
- Continue to make investments in strengthening the Study Abroad platform.

Key platform metrics

68,000+
Colleges

1,450+
Unique clients

6.3 mn+
Annual registrations

574,000+
Course listings

467 mn+
Annual page views

2.5 mn+
Questions asked

1,150+
Entrance exams

228 mn+
Annual visits

710,000+
Student/alumni reviews

 Source: Google Analytics and Internal Tracking | (July 2025 – June 2026)

Investments

Investments in high-growth digital businesses

INVESTMENTS

Investments from the balance sheet and through AIFs in listed and unlisted companies

Financial Investments (incl. Balance Sheet + AIF) | ~₹4,900cr Invested Value[1] | 135 Companies | 4 themes[2]

AI Portfolio		Deeptech		Consumer Tech		Others[3]	
28 Companies	₹614cr Invested	30 Companies	₹455cr Invested	45 Companies	₹2,755cr Invested	42 Companies	₹1,257cr Invested

Key listed entities — within Consumer Tech[4]

eternal	Cost	₹146cr
	Diluted stake	12.43%
pb Fintech	Cost	₹568cr
	Diluted stake	12.12%

Strategic Investments | 6 Companies[4,5]

₹352cr Carrying Value

codingninjas	teal	meritto	zwayam	doselect by naukri	aisle
₹48cr | 54.64%[6]	₹ 10Ccr[5] | 23.03%	₹ 34cr[5] | 47.93%	₹ 140cr | 100.00%	₹ 23cr | 100.00%	₹ 98cr | 100.00%

Notes: [1] Includes contribution from other LPs as well. [2] A few companies are a part of multiple themes. For example, Consumer AI companies are covered under both Consumer Tech and AI themes [3]. Others include investments across companies in SaaS, Fintech, B2B Ecommerce and other sectors [4]. As of June 30, 2026; [5]Aisle, Zwayam and DoSelect are 100% wholly-owned subsidiaries and are part of our operating business. They are structured as separate legal entities and are therefore classified as strategic investments. [6]Coding Ninjas has become a wholly-owned subsidiary from July 2026, with a carrying value of ₹88cr.

List of schemes through Info Edge Ventures

Scheme details

Scheme Name	Scheme 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

[1]*Info Edge effective holding: c. 50%, 44.6%, 44.9% in Fund I, Fund II, Capital 2B, and c. 89% in IE Venture Investment Fund III, 100% in B8 Fund I and A88 Fund I, respectively.*
The InfoEdge ventures details are as of April 30, 2026.

List of Financial Investments from the balance sheet

20[1] Companies | ₹654 Cr Carrying Value

Investee Company	Prominent Domain names	Carrying value of investment as of June 30, 2026 (₹ Cr.)	Diluted and converted shareholding % (Actual)
Akshamaala Solutions private Limited	https://unnati.ag/	126.7	21.05%
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/	3.1	2.31%
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	1.38%
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%
Ubifly 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	5.80%
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	https://www.aina.com/	18.3	9.30%
Genoscope Private Limited	https://www.genoscope.co.in/	7.0	16.80%

Note: [1]Entire stake in Shopkirana has been sold to Trustroot Internet Private Limited (TIPL). Receipt of shares as consideration was completed in July 2026, hence not captured in this list.

Annexures

PROFIT AND LOSS SNAPSHOT

Standalone P&L Statement summary for the quarter ending June 30, 2026

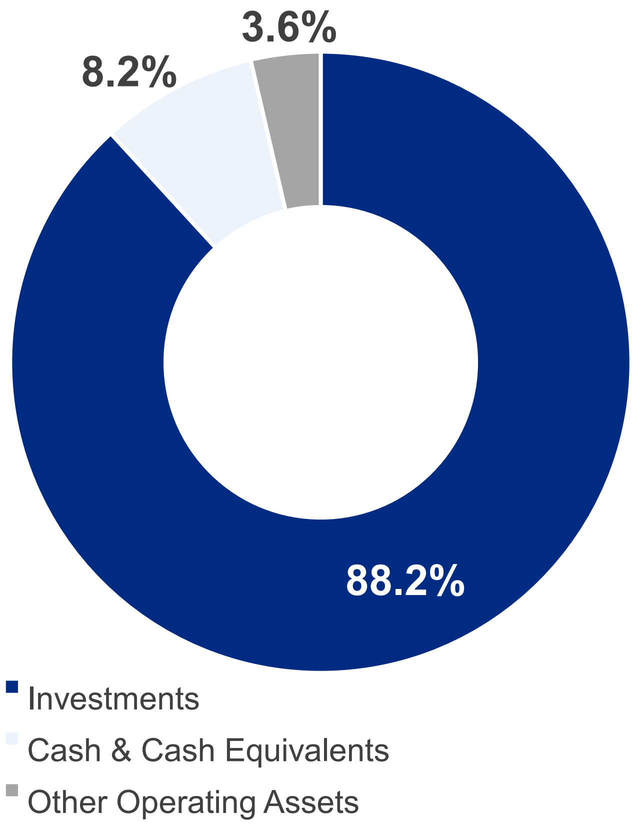
In ₹ Cr

Particulars	Q1FY27	Q1FY26	YoY
Revenue from Operations	**824**	**736**	**12.0%**
Employee Benefits Expenses	300	291	3.0%
Advertising & Promotion Costs	98	111	-11.5%
Network, Internet & Other Direct Expenses	21	16	34.8%
Other Expenses	42	40	4.2%
Depreciation & Amortisation	24	23	6.5%
Finance Costs	5	5	-1.7%
Total Operating Expenses	**491**	**486**	**0.9%**
Operating PBT	**334**	**250**	**33.4%**
Other Income	93	96	-2.9%
Profit before Taxes & Exceptional Items	**427**	**346**	**23.4%**
Exceptional Items Gain / (Loss)[1]	(72)	-	NA
Profit Before Taxes	**355**	**346**	**2.5%**
Tax	110	87	26.5%
Profit After Taxes	**246**	**260**	**-5.4%**

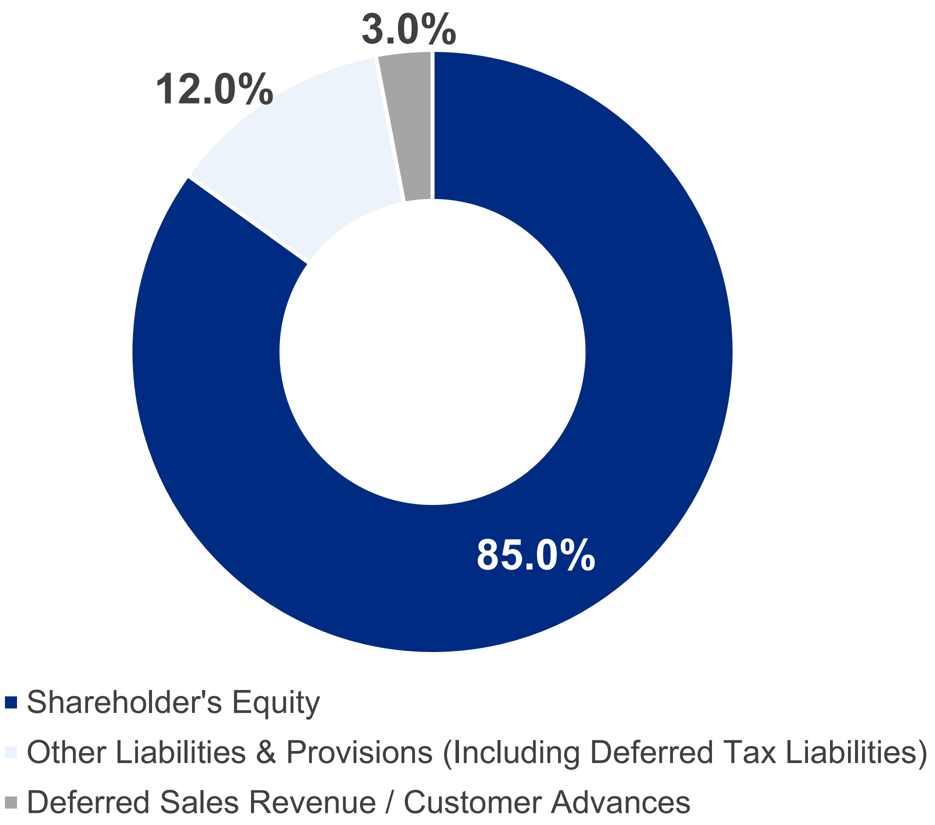
[1]*Exceptional loss pertains to the diminution in the carrying value of non-current investments.*

Standalone Balance Sheet summary as of June 30, 2026

Assets (Total: Rs. 46,100cr)



Liabilities (Total: Rs. 46,100cr)



Data sheet – Q1FY27 (1/2)

As at end of/ during	Q1FY27	Q4FY26	Q3FY26	Q2FY26	Q1FY26	Q4FY25	Q3FY25	Q2FY25	Q1FY25	Q4FY24	Q3FY24	Q2FY24	Q1FY24	FY26	FY25	FY24
Key business metrics																
Naukri																
Number of resumes on Naukri (in millions)	118	115	113	111	108	106	104	103	100	98	96	94	91	115	106	98
Average number of resumes added daily (in '000)	25	21	20	26	26	22	19	25	22	28	20	24	23	23	22	24
Average number of resumes modified daily (in '000)	859	764	663	735	688	645	498	624	572	562	482	495	498	713	585	509
Number of billed customers* (in '000)	49	55	48	46	47	50	42	42	41	43	38	40	40	146	128	116
Billing distribution*																
- Tech, IT Services, BPM, etc.	25.3%	27.9%	24.8%	27.9%	27.5%	30.0%	24.0%	29.4%	27.6%	30.1%	25.3%	28.4%	29.8%	27.1%	28.0%	28.6%
- Other Sectors	27.6%	26.5%	31.6%	31.9%	28.8%	25.3%	33.8%	32.7%	29.3%	25.1%	33.5%	32.2%	27.2%	29.2%	29.7%	29.0%
- Recruitment Consultants	23.7%	27.9%	25.4%	25.0%	27.0%	26.1%	24.8%	23.6%	27.6%	26.6%	25.9%	24.5%	28.8%	26.4%	25.5%	26.5%
- GCCs	23.4%	17.7%	18.2%	15.2%	16.7%	18.5%	17.4%	14.3%	15.5%	18.2%	15.3%	14.9%	14.2%	17.3%	16.7%	16.0%
99acres																
Number of listings free + paid (in '000)	1,779	1,733	1,591	1,580	1,544	1,387	1,183	1,162	1,103	1,081	1,007	1,134	1,163	6,449	4,835	4,384
Number of paid listings (in '000)	1,252	1,269	1,179	1,140	967	929	832	772	733	735	688	699	664	4,555	3,266	2,786

^as on 5th April 22
**Numbers for billed customers and billing distribution are for Recruitment India B2B business.*

Data sheet – Q1FY27 (2/2)

As at end of/ during	Q1FY27	Q4FY26	Q3FY26	Q2FY26	Q1FY26	Q4FY25	Q3FY25	Q2FY25	Q1FY25	Q4FY24	Q3FY24	Q2FY24	Q1FY24	FY26	FY25	FY24
Key financial metrics																
Segment Billing (Rs mn)																
Recruitment solutions	5,527	8,107	5,483	5,450	4,703	7,403	4,940	4,920	4,314	6,254	4,289	4,314	3,975	23,743	21,577	18,832
Real estate business	1,101	1,628	1,174	1,224	944	1,598	1,026	1,074	809	1,311	884	922	734	4,971	4,507	3,851
Matrimony business	396	386	357	335	347	319	276	259	254	258	203	197	188	1,424	1,109	846
Education business	346	451	458	281	448	518	441	249	415	447	393	257	333	1,637	1,624	1,430
Total Billing	**7,370**	**10,571**	**7,472**	**7,290**	**6,442**	**9,838**	**6,682**	**6,503**	**5,793**	**8,269**	**5,769**	**5,690**	**5,230**	**31,775**	**28,817**	**24,959**
Segment Revenue (Rs mn)																
Recruitment solutions	6,118	5,813	5,749	5,582	5,415	5,112	5,049	4,949	4,715	4,523	4,505	4,560	4,464	22,559	19,826	18,053
Real estate business	1,298	1,437	1,186	1,151	1,107	1,058	1,042	1,020	988	926	888	873	827	4,881	4,108	3,513
Matrimony business	385	360	347	339	337	303	271	262	262	242	220	197	194	1,383	1,098	853
Education business	444	442	364	388	504	398	353	329	424	392	341	300	358	1,698	1,504	1,391
Total revenue from operations	**8,245**	**8,051**	**7,646**	**7,460**	**7,364**	**6,871**	**6,715**	**6,561**	**6,389**	**6,083**	**5,954**	**5,930**	**5,843**	**30,520**	**26,536**	**23,810**
Deferred Sales Revenue (Rs mn)																
Recruitment solutions	11,450	12,259	9,915	10,109	10,138	10,950	8,722	8,805	8,878	9,279	7,619	7,766	8,008	12,259	10,950	9,279
Real estate business	1,873	2,088	1,892	1,898	1,819	1,976	1,438	1,456	1,402	1,568	1,180	1,184	1,131	2,088	1,976	1,568
Matrimony business	250	239	213	203	207	197	181	176	179	187	171	188	187	239	197	187
Education business	285	390	379	291	382	443	326	251	316	326	281	224	262	390	443	326
Total deferred sales revenue	**13,859**	**14,977**	**12,399**	**12,500**	**12,545**	**13,565**	**10,667**	**10,688**	**10,774**	**11,360**	**9,251**	**9,362**	**9,588**	**14,977**	**13,565**	**11,360**
Segment Profit/(Loss) b/f Tax (Rs mn)																
Recruitment solutions	3,564	3,400	3,411	3,117	2,843	2,784	2,976	2,858	2,546	2,579	2,593	2,701	2,635	12,772	11,164	10,509
Real estate business	(21)	34	(205)	(234)	(187)	(149)	(48)	(142)	(137)	(152)	(147)	(165)	(225)	(592)	(475)	(688)
Matrimony business	10	(33)	(17)	5	1	(23)	(67)	(7)	(21)	(94)	(138)	(175)	(181)	(44)	(118)	(587)
Education business	32	56	(6)	19	63	(5)	(11)	(33)	44	63	2	(28)	(10)	131	(5)	28
Total	3,585	3,457	**3,183**	**2,907**	**2,720**	**2,607**	**2,850**	**2,676**	**2,432**	**2,397**	**2,310**	**2,334**	**2,220**	12,268	**10,565**	**9,261**
Less unallocated expenses	(246)	(231)	(210)	(232)	(218)	(292)	(216)	(165)	(159)	(149)	(123)	(145)	(131)	(891)	(832)	(549)
Add unallocated income	933	763	811	820	960	784	781	803	770	728	650	636	578	3,354	3,138	2,592
Exceptional item[1]	(721)	162	(488)	52,001	-	76	(593)	1,080	-	(121)	-	(50)	-	51,675	564	(171)
Profit Before Tax	**3,550**	**4,151**	**3,297**	**55,496**	**3,462**	**3,175**	**2,822**	**4,395**	**3,043**	**2,855**	**2,837**	**2,774**	**2,667**	**66,406**	**13,435**	**11,132**
Head count[2]	**5,961**	**6,000**	**6,150**	**6,238**	**6,174**	**6,065**	**5,883**	**5,820**	**5,817**	**5,750**	**5,602**	**5,594**	**5,568**	**6,000**	**6,065**	**5,750**

Note: FY22 numbers are after merger impact; [1]Q3FY26 and Q4FY26 exceptional items pertains to statutory impact of new labor codes; [2]Excludes fixed term employees and Aisle employees

End of Presentation