

infoedge

Earnings Presentation

Quarter ended December 31, 2024



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This presentation contains the Company’s audited financial information as at and for the period ending December 31, 2024 and as at and for the quarter ended December 31, 2024. 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 December 31, 2024 or for the quarter ended December 31, 2024, unless indicated otherwise.
- Q3FY25 or Q3FY24-25 means the period commencing on October 01, 2024, and ending on December 31, 2024.
- 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 (Q3FY25) – At a glance

Rs. 668cr

Billings
(YoY +15.8%)

Rs. 263cr

Operating Profit
(YoY +20.4%)

Rs. 346cr

Cash from operations
(before Taxes)
(YoY +26.9%)

Rs. 4,290cr

Cash Balance
as of Dec 31, 2024

Rs. 672cr

Revenue from Operations
(YoY +12.8%)

39.2%

Operating Profit margin

Rs. 20.06

Earning per share¹ – Q3FY25
(YoY +21.2%)

5,883

Employee count
as of Dec 31, 2024

Key highlights regarding standalone financial performance for Q3FY25

1. Billing growth in Q3 was driven by continued improvement in the recruitment business and the sustained performance of the non-recruitment businesses
Deferred sales revenue in Q3FY25 was Rs. 1,067cr

2. Operating profit margins improved to 39.2% in Q3FY25 with operating profits growing at 20.4% YoY

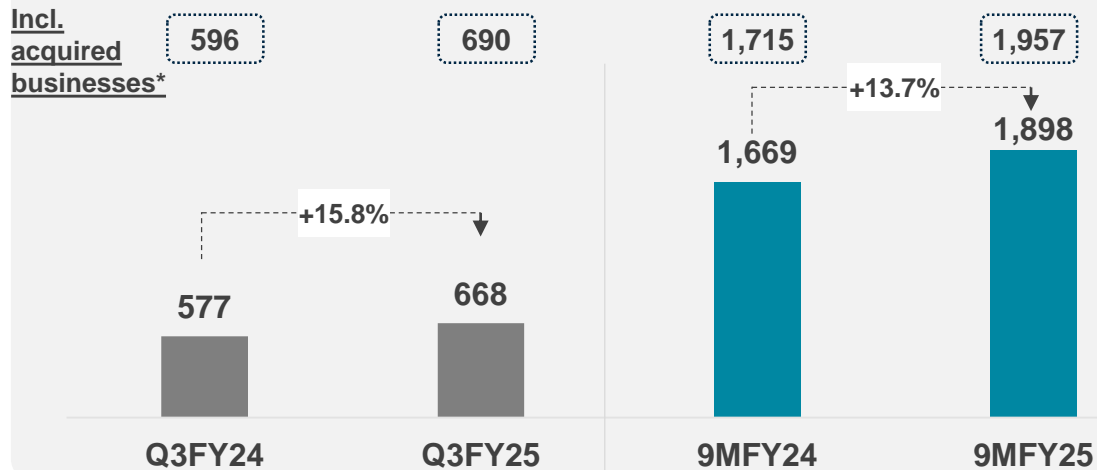
3. Earning per share¹ (EPS) in Q3FY25 was Rs. 20.06 (YoY growth of 21.2%)

4. Cash generated from operations (before taxes) of Rs. 346cr in Q3FY25 (YoY growth of 26.9%);
Cash balance as of Dec 31, 2024 on a standalone basis (incl. wholly owned subsidiaries) was Rs. 4,290cr

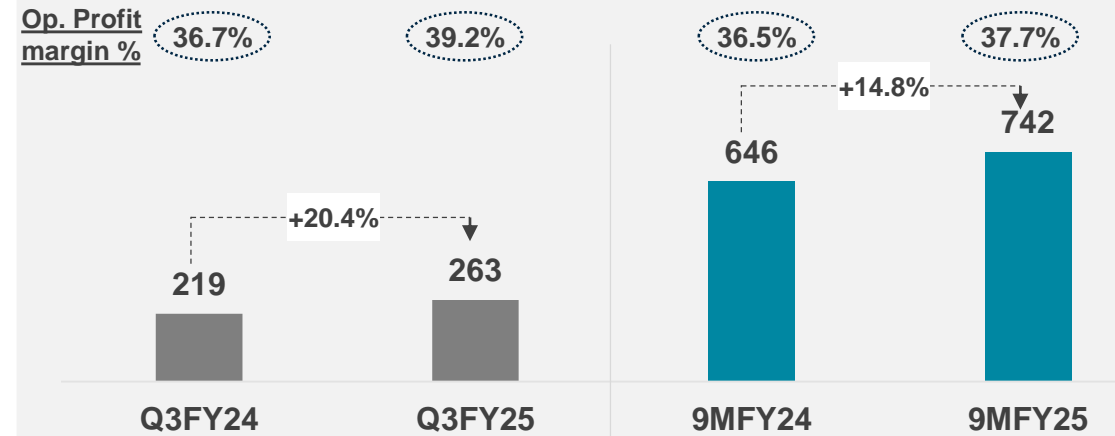
5. Employee count as of Dec 31, 2024 was 5,883

InfoEdge Q3FY25 highlights: Sustained billings improvement coupled with operating margins expansion and improved cash generation

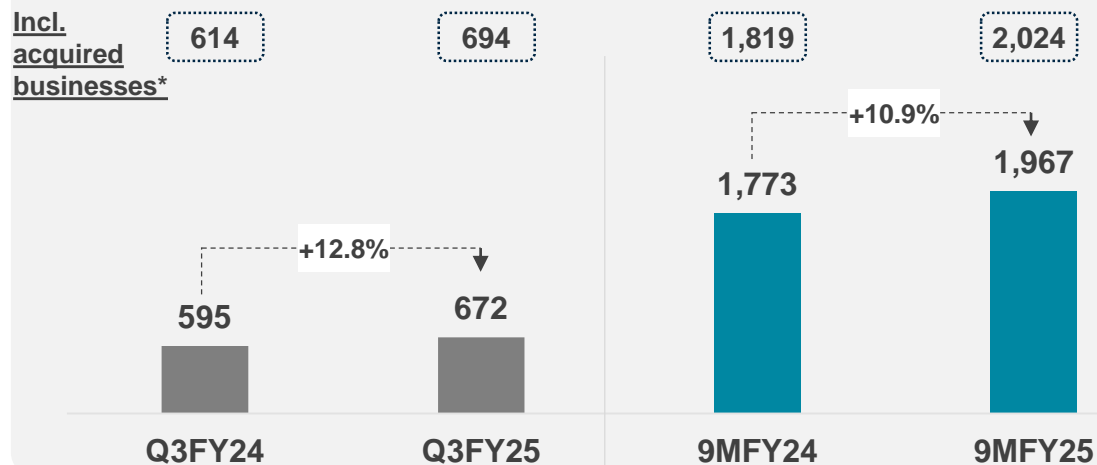
Billings (Rs. Cr)



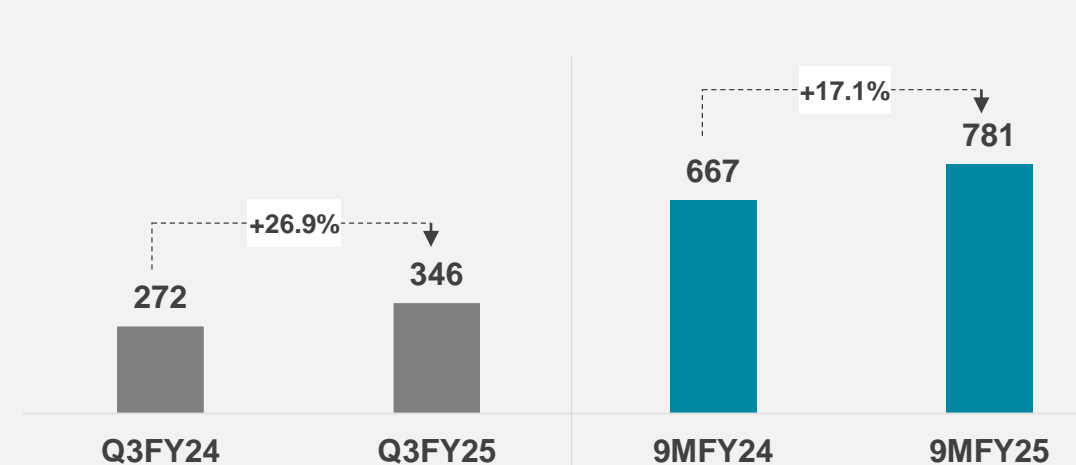
Operating profit (Rs. Cr) and margins (%)



Revenue from operations (Rs. Cr)



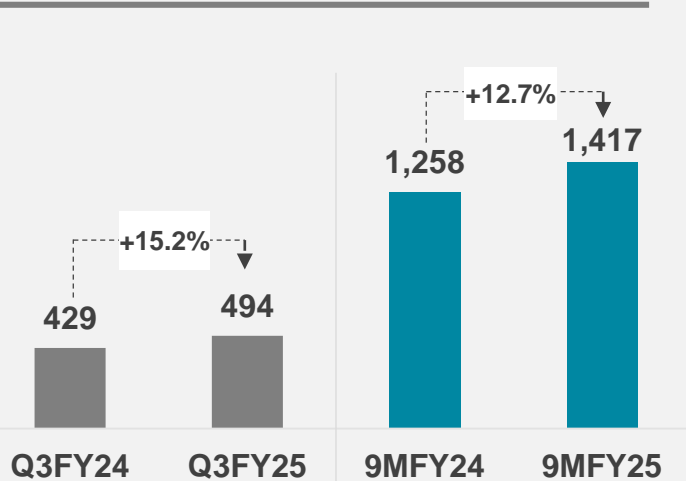
Cash from operations (before taxes) (Rs. Cr)



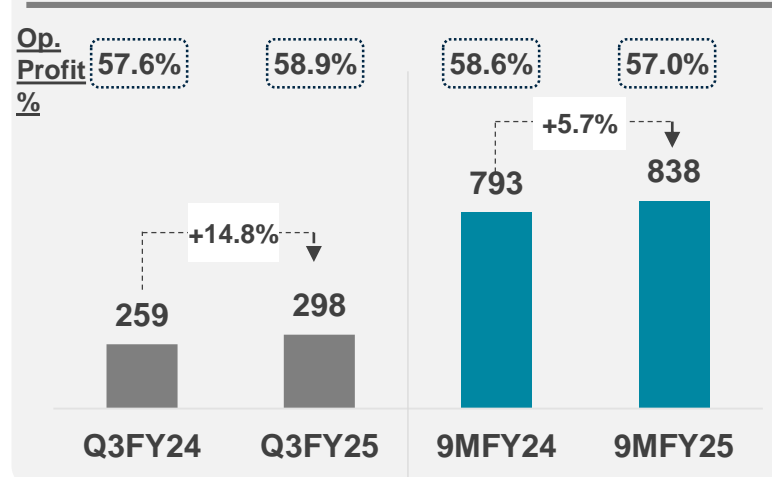
Business Segments Financial Performance

Recruitment business: The billings growth rate improved to 15% in Q3 with better margins and increased cash generation

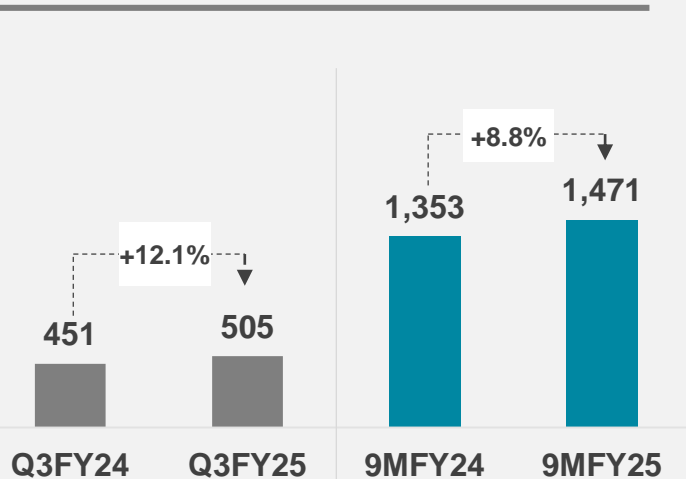
Billings (Rs. Cr)



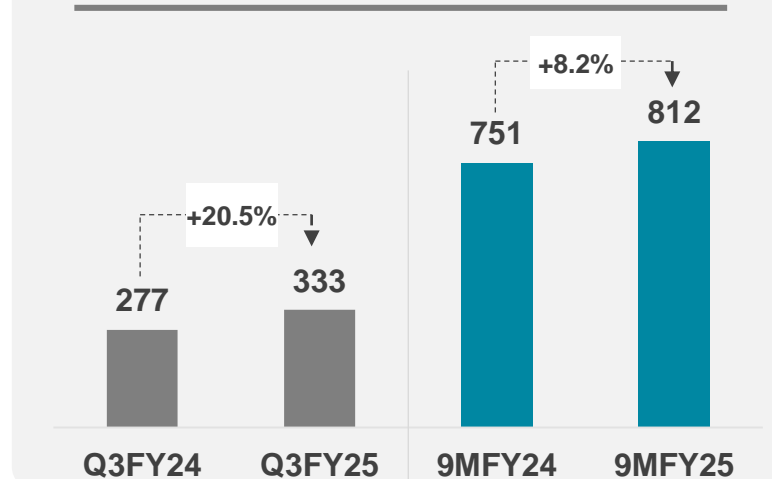
Op. profit (Rs. Cr) & margin (%)



Revenue from operations (Rs. Cr)



Cash from operations (Rs. Cr)

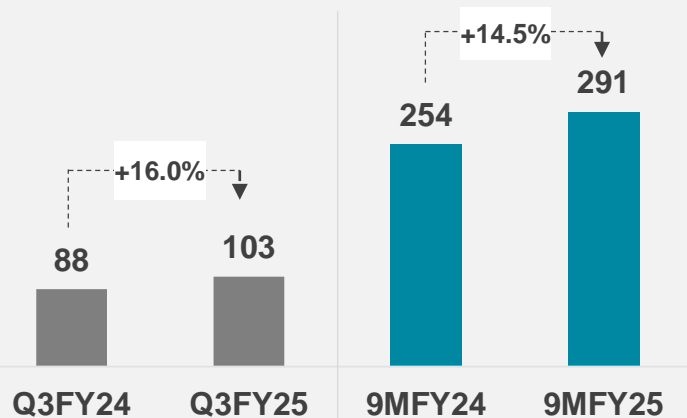


Q3FY25 highlights

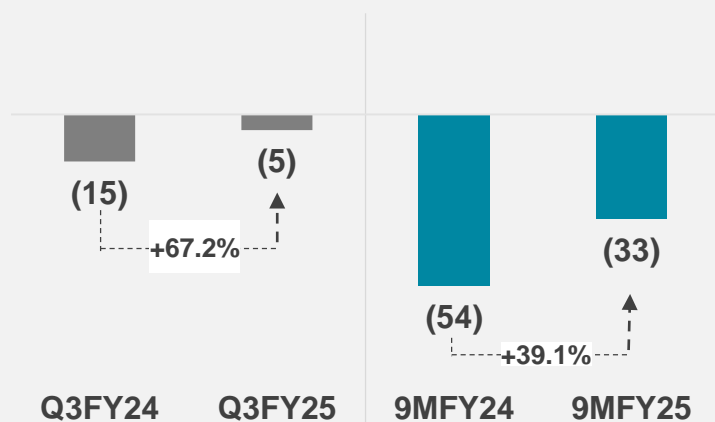
- Overall billings growth of 15% YoY.
- Growth has been widespread - IT segment grew by 16%, non-IT by 17%, and the Recruitment consultant segment by 9%.
- Key non-IT sectors like BFSI, Healthcare, Infrastructure, and Manufacturing grew at double-digit growth rate.
- Naukri database is now comprised of 104 million resumes; Avg. number of resumes added daily were 19.5k in Q3FY25.
- IIMJobs, Naukri Gulf and Naukri Fast Forward, also witnessed healthy billings growth of 29%, 21% and 21% YoY respectively.
- JobHai, AmbitionBox, etc. continued monetization in Q3.

99Acres: Billings grew at 16% YoY in Q3FY25; Operating losses reduced by 67% YoY

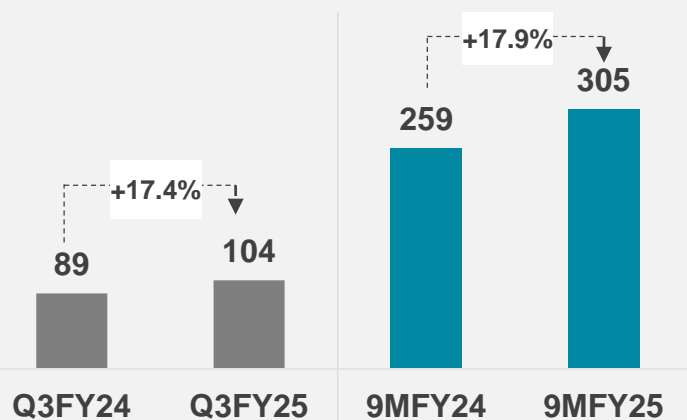
Billings (Rs. Cr)



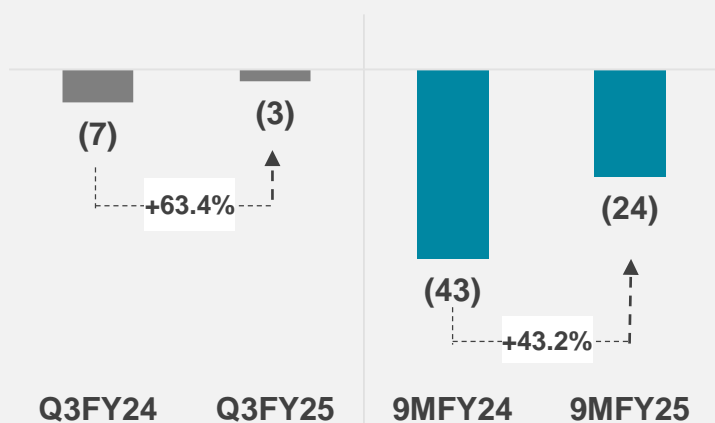
Operating profit (Rs. Cr)



Revenue from operations (Rs. Cr)



Cash from operations (Rs. Cr)

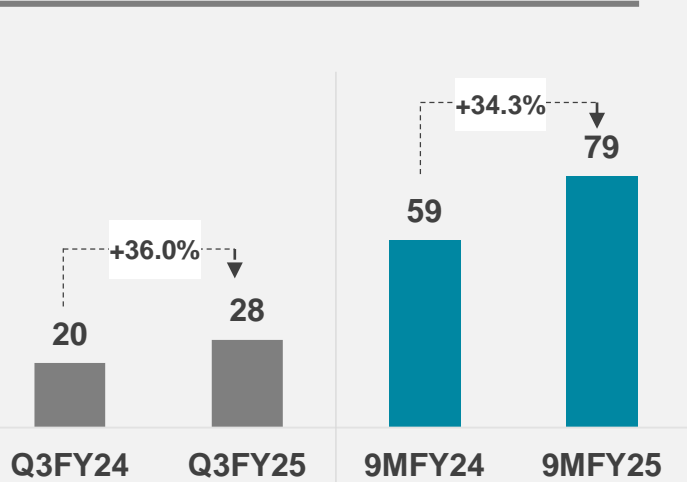


Q3FY25 highlights

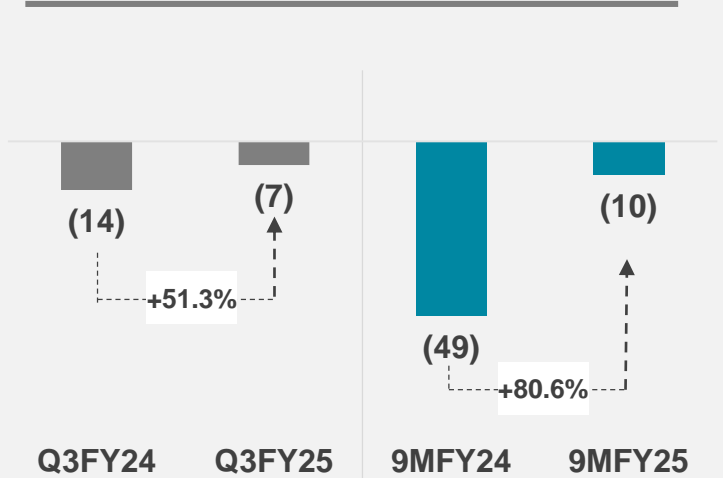
- Billing growth in Q3 was driven by improvements in both the number of billed customers and average billing per customer.
- Broker billings grew faster than developer billings.
- Live New project listings grew 9% YoY in Q3, and live resale plus rental listings from brokers grew 20% YoY in Q3.
- We continued to increase the efficiency of our digital performance marketing spends, applying analytics, creative content & audience optimization.

Jeevansathi: Billings momentum continued with 36% YoY growth and operating losses also came down by 51%

Billings (Rs. Cr)



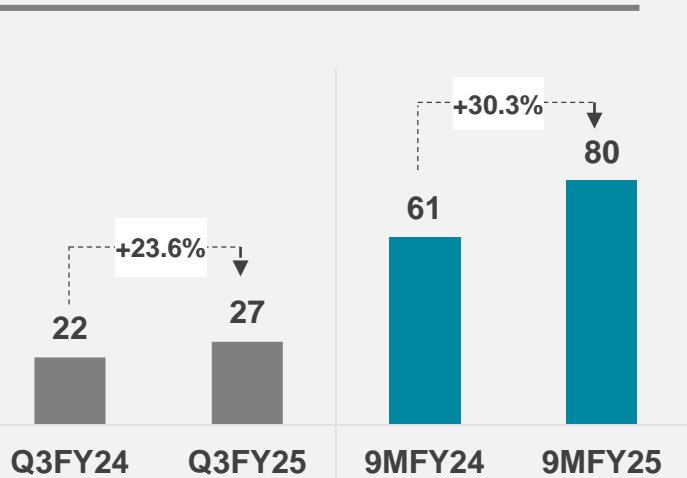
Operating profit (Rs. Cr)



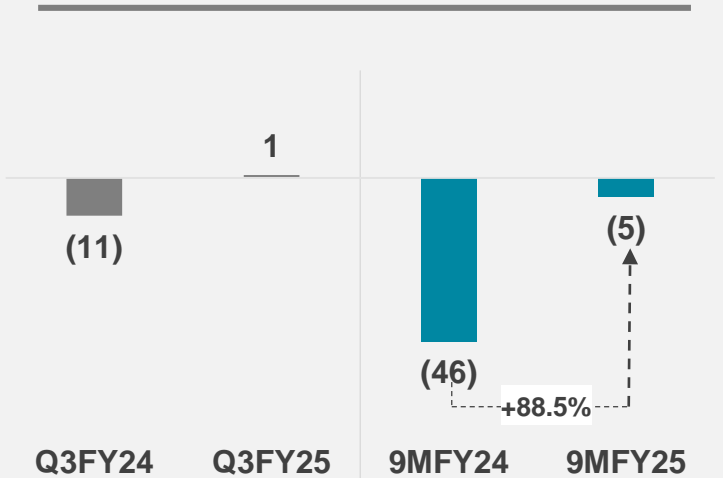
Q3FY25 highlights

- 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
- Focused on exploring additional ways to monetize platform traffic
- Billings growth and sustained cost control led to reduced operating losses

Revenue from operations (Rs. Cr)

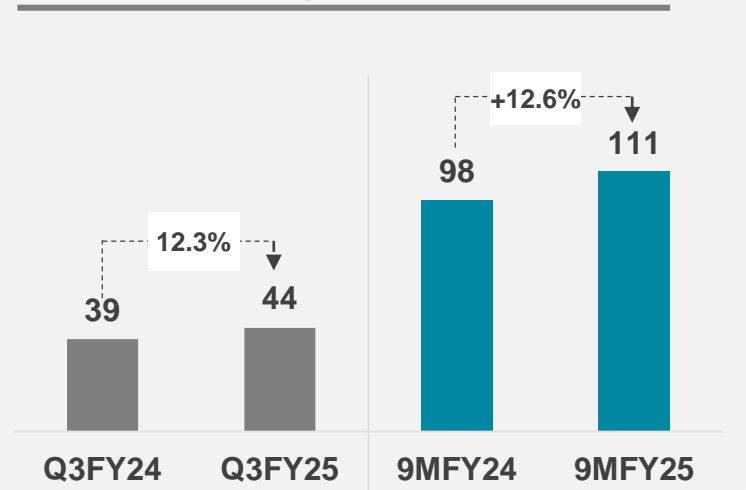


Cash from operations (Rs. Cr)

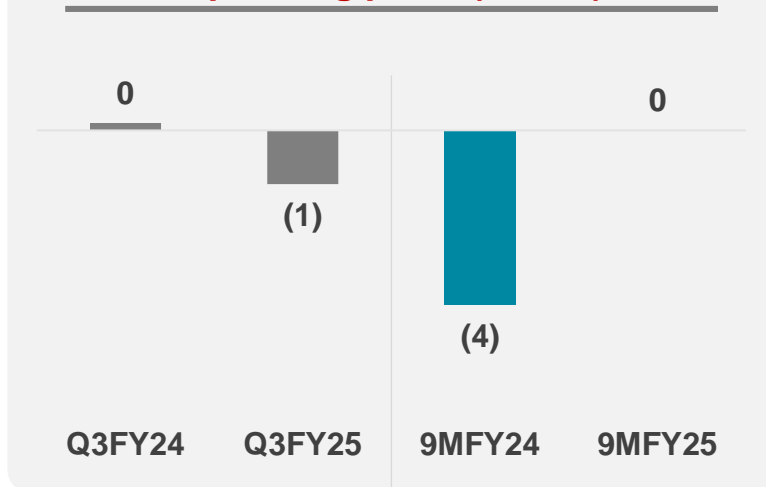


Shiksha: Billings grew by 12% YoY in Q3FY25 and the business generated cash from operations of Rs. 15cr

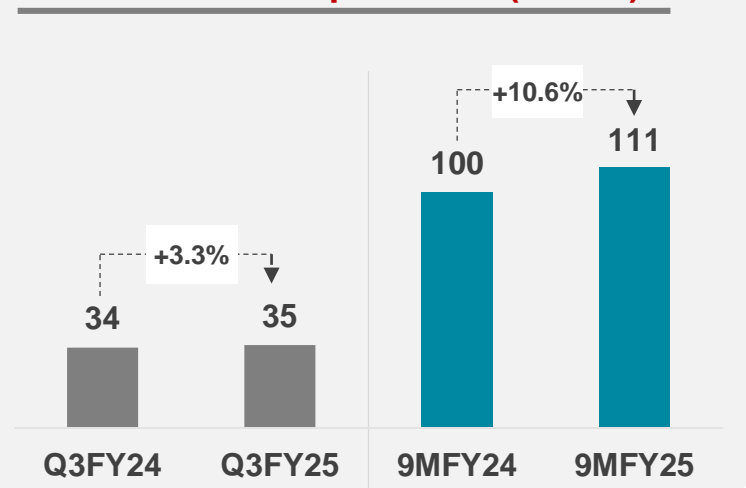
Billings (Rs. Cr)



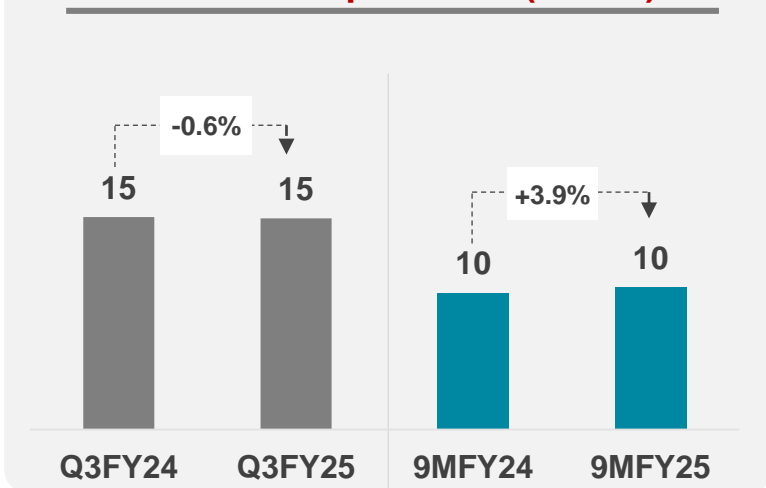
Operating profit (Rs. Cr)



Revenue from operations (Rs. Cr)



Cash from operations (Rs. Cr)



Q3FY25 highlights

- In Q3FY25, billings grew by 12% YoY and the business generated cash from operations of Rs. 15cr
- Domestic private universities and colleges continue to expand the course offerings beyond engineering with more choices available to students.
- The emergence of new private universities in India presents an opportunity for Shiksha to expand its footprint
- Students' interest in studying abroad in the 2024 season is impacted by the weak external environment. We continue to make long-term investments in strengthening the Study Abroad platform.

Consolidated Financial Performance

Summary of consolidated financial performance for Q3FY25



At the consolidated level, the net sales for the Company stood at Rs. 722cr in Q3FY25 versus Rs. 627cr for Q3FY24.



The total comprehensive income was at Rs. 3,182cr in Q3FY25 compared to Rs. 2,624cr in Q3FY24.



Profit before tax (without exceptional items) in Q3FY25 was Rs 417cr, compared to Rs 185cr in Q3FY24.

A large teal arrow pointing to the left, containing the text "Operational Highlights".

Operational Highlights

InfoEdge businesses

Core Operating Businesses

Recruitment



Real Estate

99acres

Matchmaking

Jeevansathi.com

Education



Strategic Investments



Financial Investments

zomato



infoedge
ventures

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**Recruitment business –
Key operating highlights**

Recruitment business – Key highlights

Dominant Traffic Share among peers

Rs. 494cr

Q3FY25 Billings

Rs. 298cr

Q3FY25 Operating Profit

58.9%

Q3FY25 Operating Profit margin

Rs. 333cr

Q3FY25 Cash from Operations

75%+

Traffic Share¹

104 million

Resume database²

~84k

Unique revenue generating clients²

527k

Job listings²

19.5k

Resumes added daily²

498k

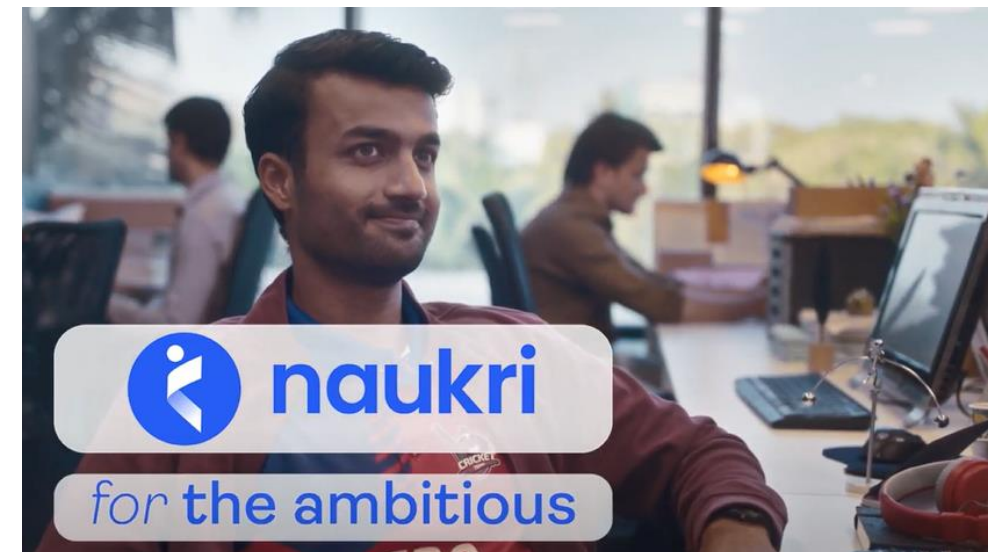
Resumes modified daily²

129k

Job seekers availed premium services²

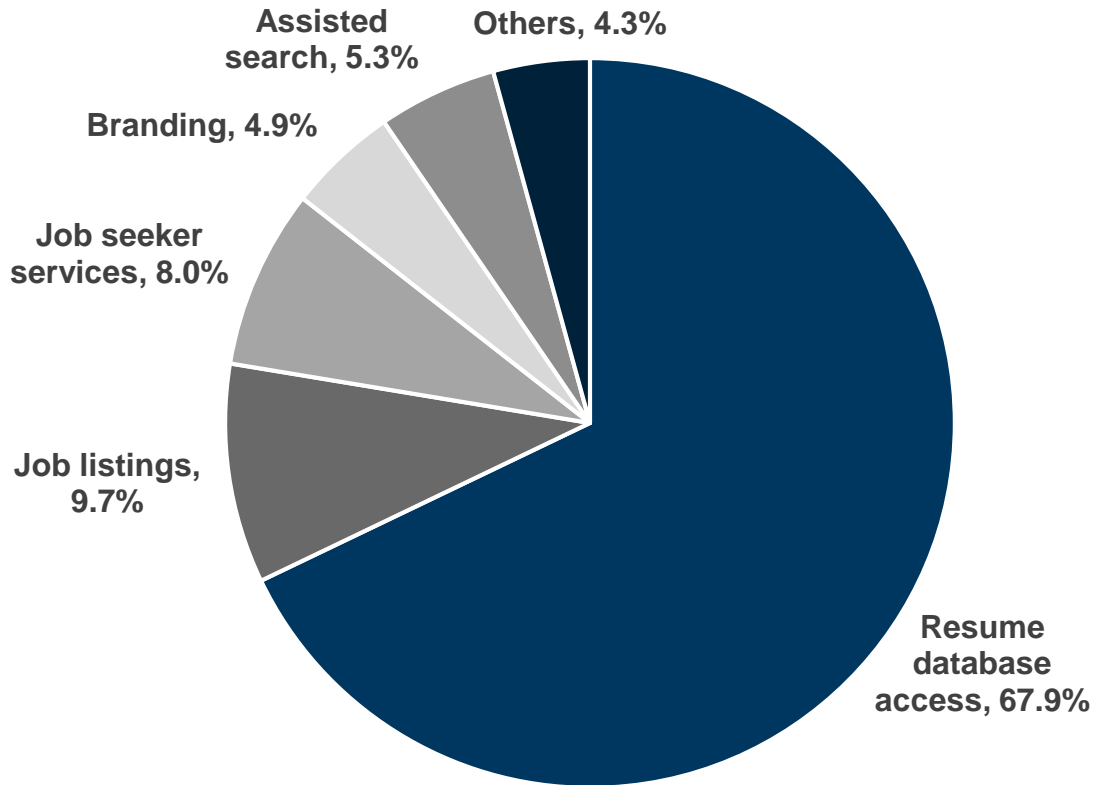
870k

Avg. resume searches daily²

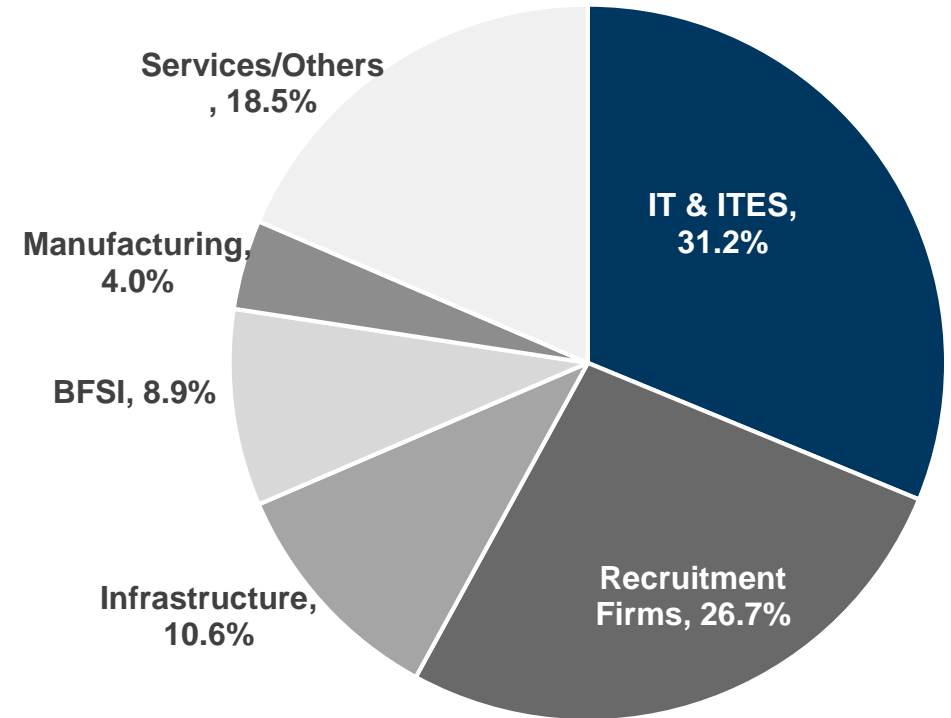


Breakdown of revenue by Product and Industry

Revenue split by products¹



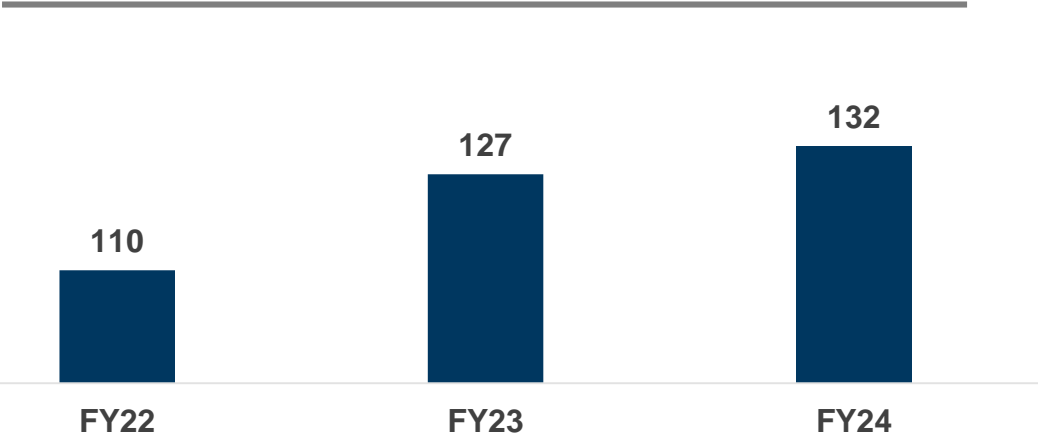
Revenue split by industry¹



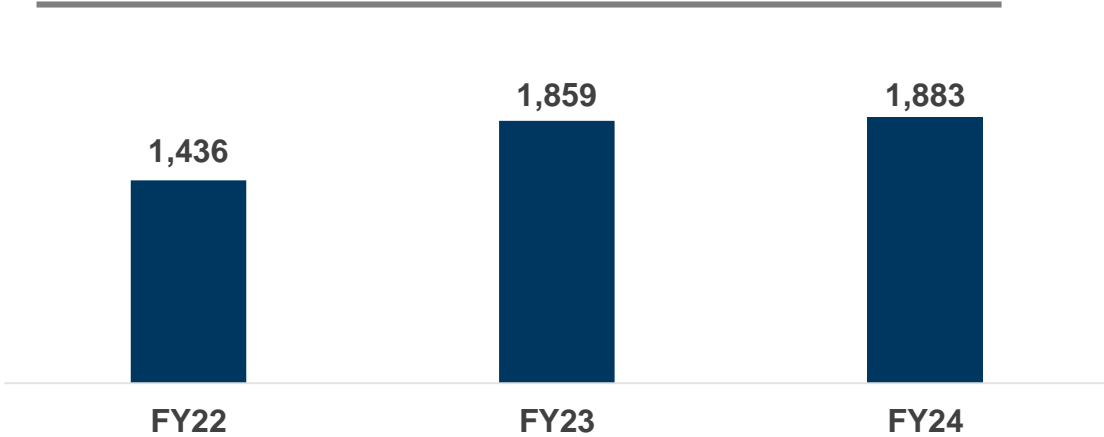
Approximately half of the consultants serve the IT/ITES industry, resulting in IT and ITeS contributing around 45-50% of the total revenues

Growing customer base along with enhancing Avg. Realization Per User → driving billings growth

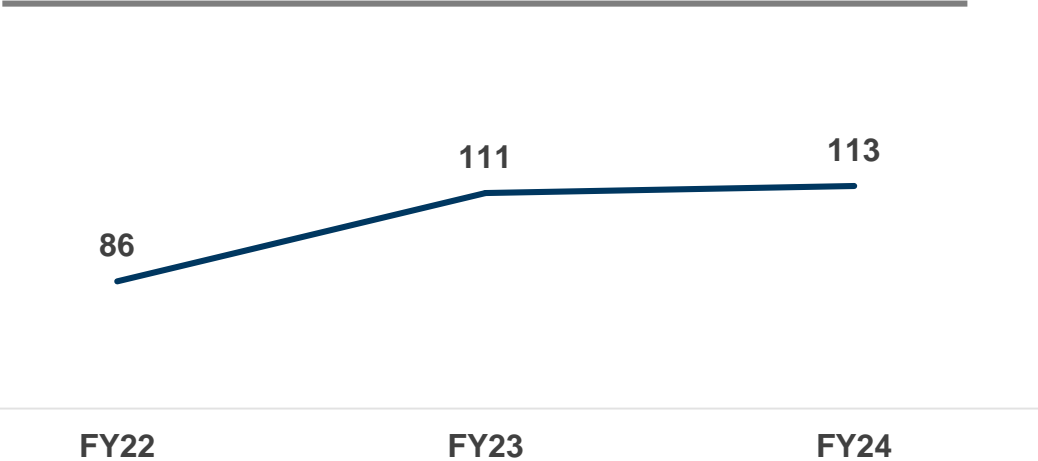
No. of clients ('000)



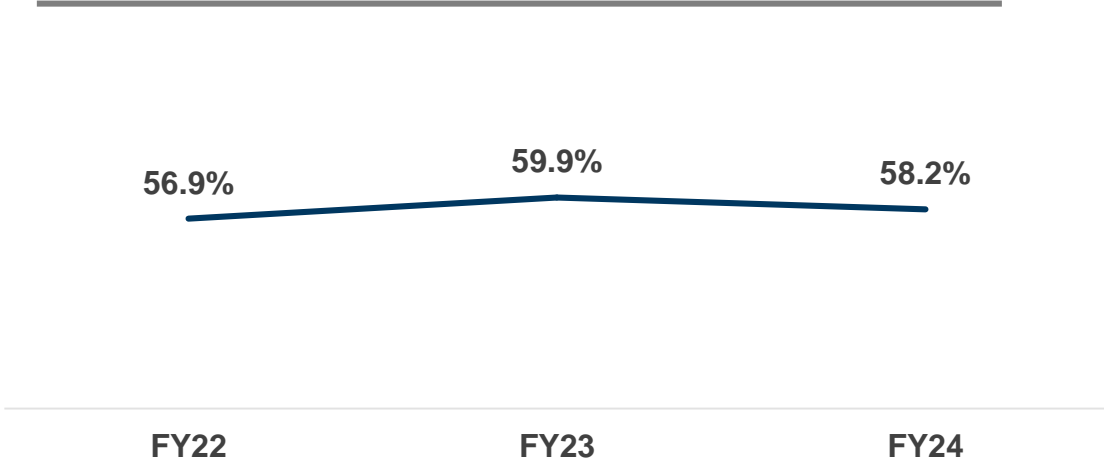
Billings (Rs. Cr)



Avg. realization per client (Rs. '000)



Operating profit margin (%)





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

🏠 Possession from Mar 2026

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

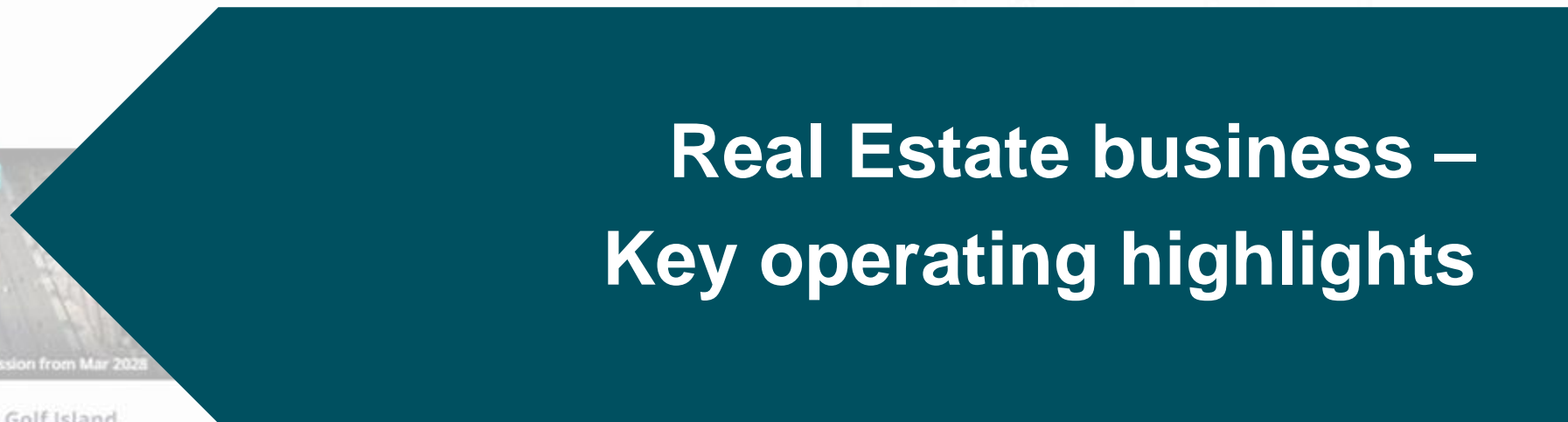
Garur Golf Island
4 BHK Apartment in Sector 19B Dwarka,
Dwarka Delhi
₹ 6 Crore

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. 103cr

Q3FY25 Billings

16% ↑

YoY Billings growth (Q3FY25)

67% ↑

YoY improvement in
Q3FY25 operating profit

63% ↑

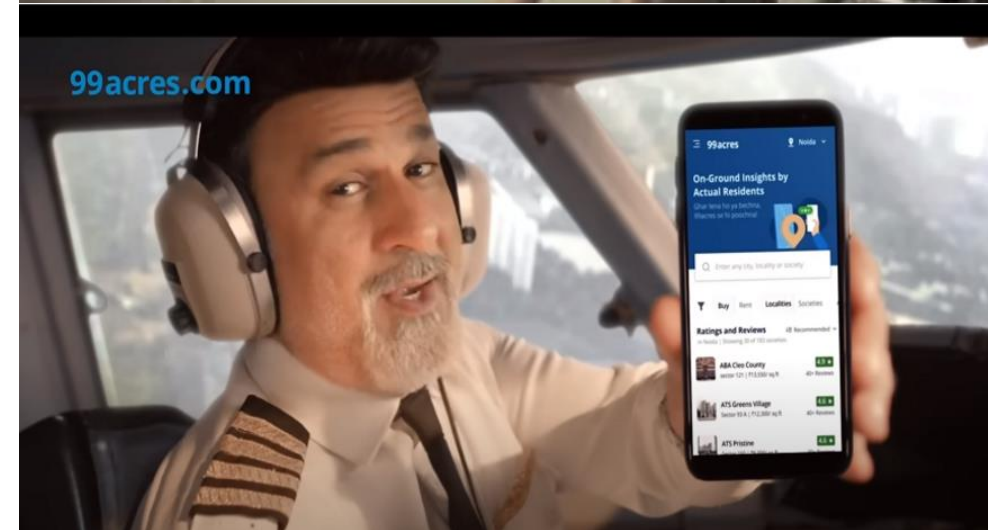
YoY reduction in
cash losses in Q3FY25

183k+¹

Total projects

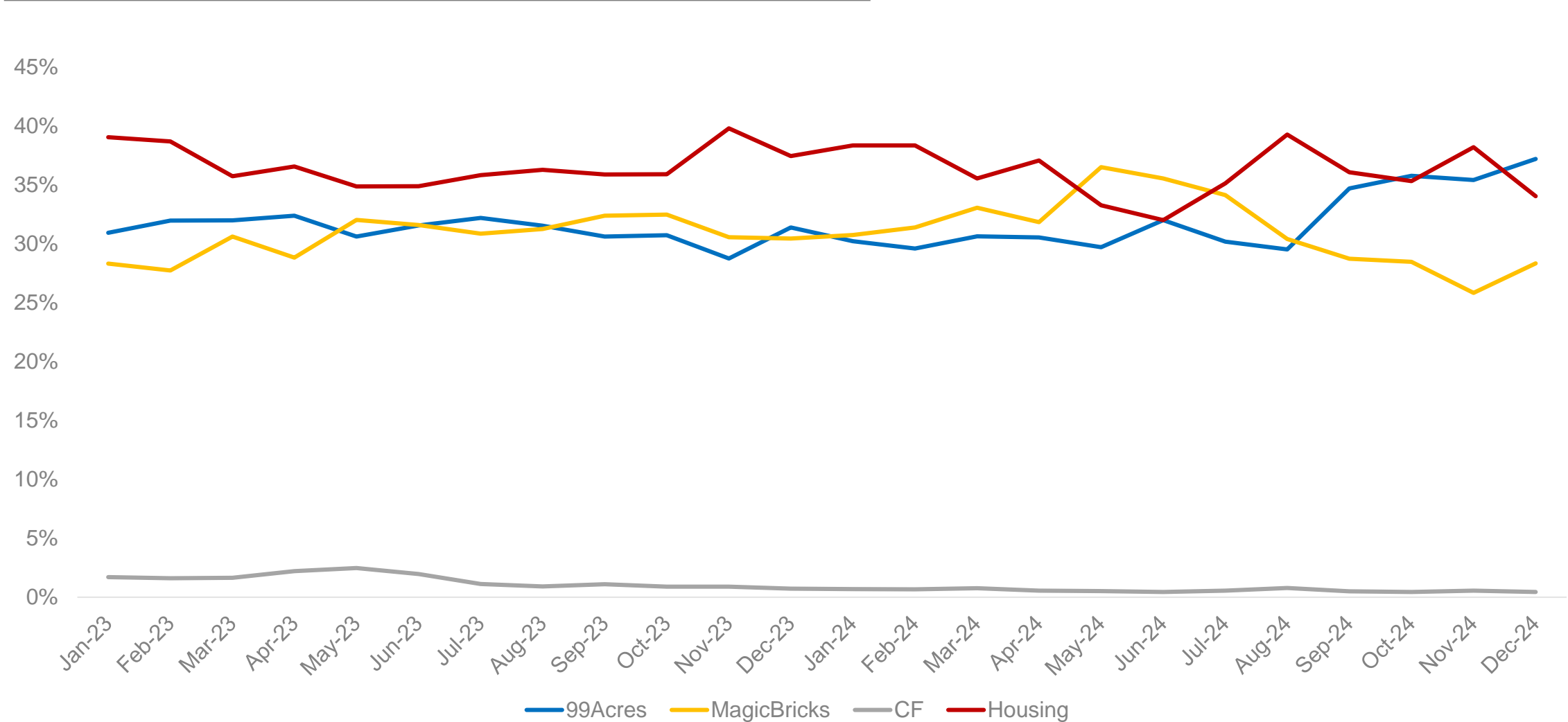
828k+²

Total listings



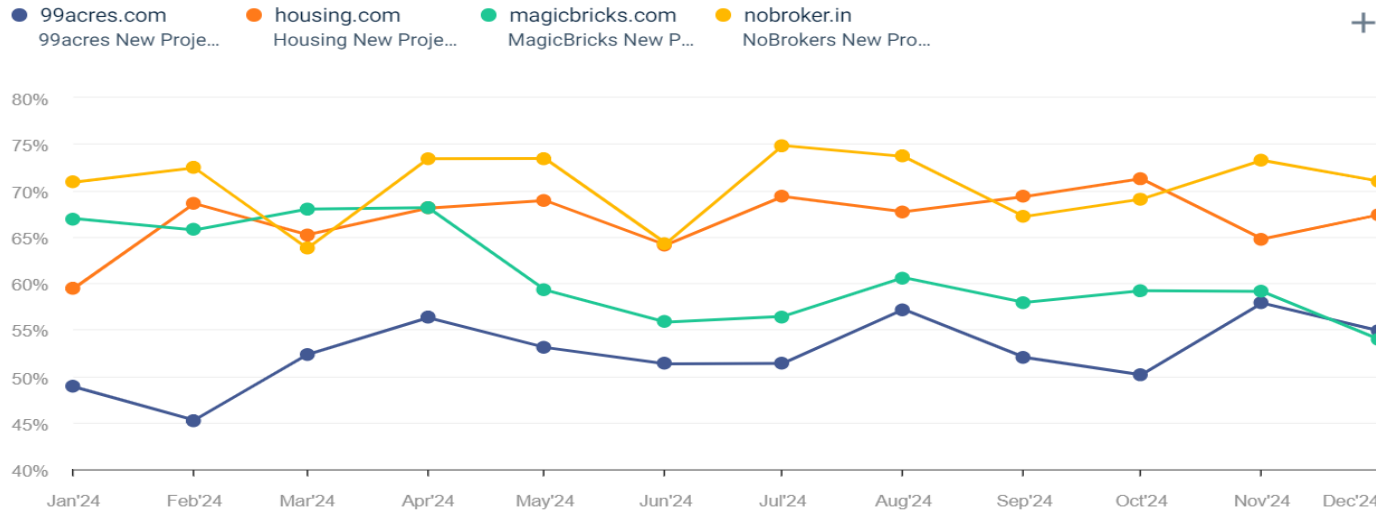
99Acres traffic time share

Overall traffic (from desktops & laptops, web mobile)

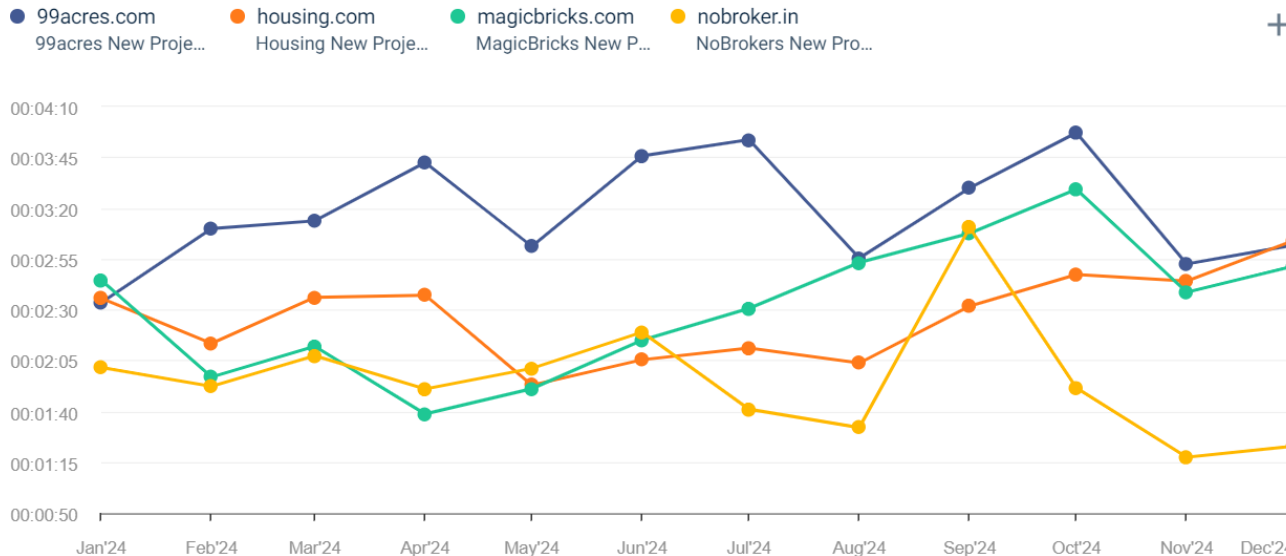


Buyers & Tenants spend more time on 99acres with lower/similar bounce rate vs most competitors

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

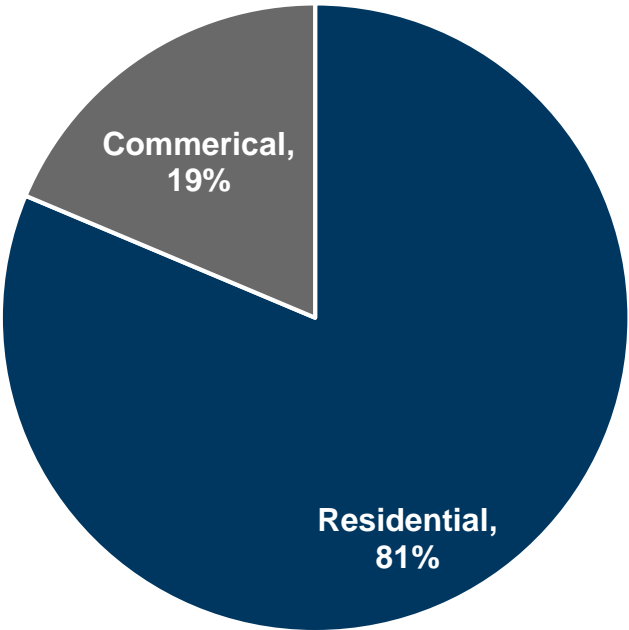


Higher time spent by buyers and tenants on 99Acres platform demonstrating high engagement



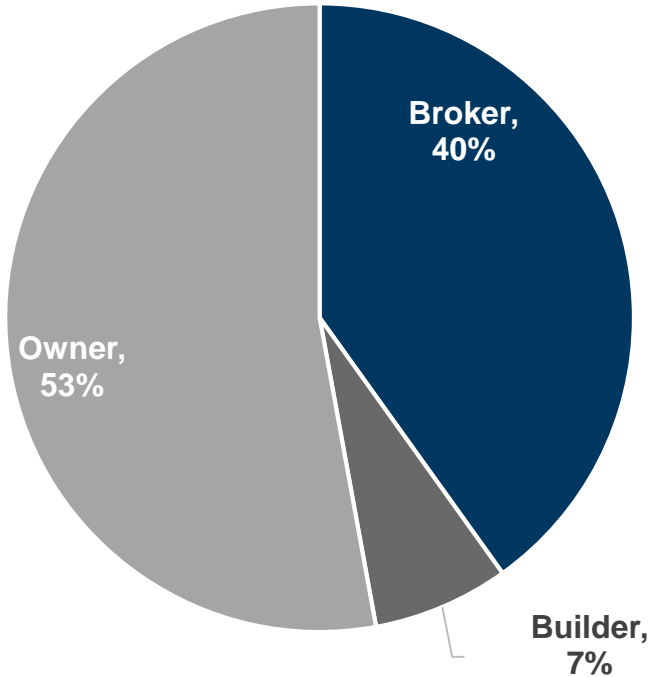
Key business metrics for 99Acres

Distribution of total 828k+ listings



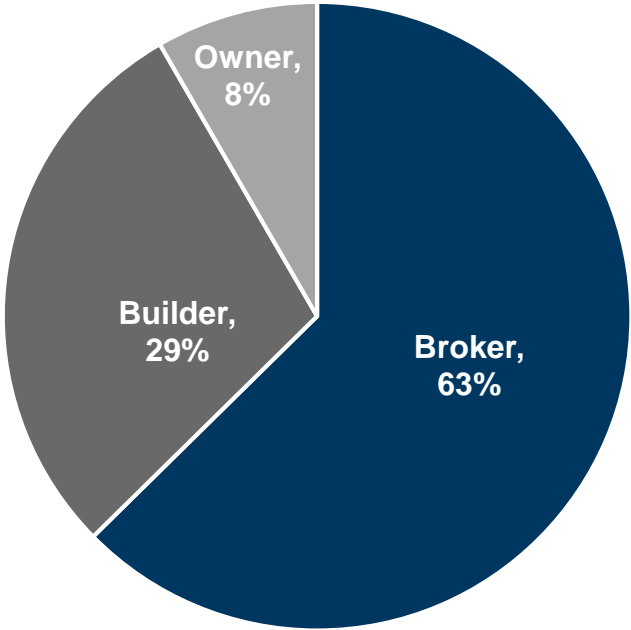
As of Dec 31, 2024

Distribution of 85.5k+ total customer base



Data for trailing 12 months to Sep'24

Billing breakdown by customer type



Data for trailing 12 months to Sep'24

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. 28cr

Q3FY25 Billings

36%+ ↑

YoY Billings growth (Q3FY25)

81% ↑

YoY reduction in
9MFY25 operating losses

89% ↑

YoY reduction in
cash losses in 9MFY25

90%+

User traffic & time spent
on Android and iOS apps

~27% ↑

YoY reduction in marketing
spends in 9MFY25



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Education business – Key operating highlights

Shiksha – Key highlights



A large teal arrow pointing to the left, serving as a background for the word 'Investments'.

Investments

Financial Investments in technology-based Startups

Investments in Listed Entities

zomato

Shareholding: 12.43%



Shareholding: 12.52%

Balance sheet investments in Unlisted Entities

21 active financial investments in the portfolio.
Total books value of Rs. 635.2cr

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 Dec 31, 2024 (Rs. Cr.)	Diluted and converted shareholding % (Actual)
Zomato	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 Dec 31, 2024 (Rs. Cr.)	Diluted and converted shareholding % (Actual)
Aisle Network Private Limited	https://www.aisle.co/	52.1	94.38%
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/	8.7	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%
International Educational Gateway Private Limited	https://www.univariety.com/	1.0	47.12%
Total		367.0	

Financial Investment Portfolio

Financial Investments - Unlisted Companies

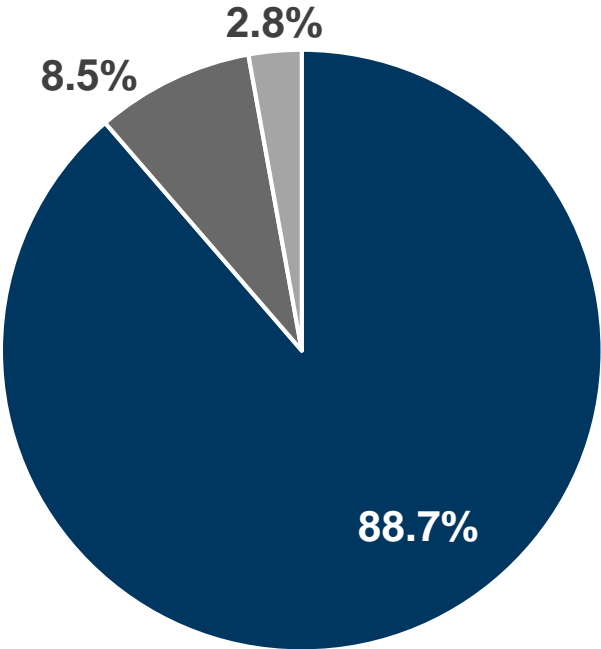
Investee Company	Prominent Domain names	Carrying value of investment as of Dec 31, 2024 (Rs. Cr.)	Diluted and converted shareholding % (Actual)
Agstack Technologies Private Limited	http://www.gramophone.in/	42.5	43.44%
Printo Document Services Private Limited	http://www.printo.in/	37.8	32.80%
Shop Kirana E Trading Private Limited	http://shopkirana.com/	127.2	26.34%
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	6.12%
Attentive AI Solutions Private Limited	https://attentive.ai/	3.7	4.43%
Brainsight Technology Private Limited	https://www.brainsightai.com/	2.1	4.00%
Ray IOT Solutions Inc.	https://www.rayiot.org/	6.9	12.60%
Skylark Drones Private Limited	https://skylarkdrones.com/	1.2	1.10%
String Bio Private Limited	https://www.stringbio.com/	16.5	0.93%
Aarogyaai Innovations Private Limited	https://aarogya.ai/	2.3	4.17%
Sploot Private Limited	https://sploot.space/	11.9	29.65%
Vyuti Systems Private Limited	https://www.cynlr.com/	10.3	5.15%
Ubifly Technologies Private Limited	https://eplane.ai/	12.8	4.16%
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/	4.2	5.00%
Greytip Software Private Limited	https://www.greythr.com/	65.0	24.07%
Total		635.2	

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Balance Sheet Summary & Data Sheet

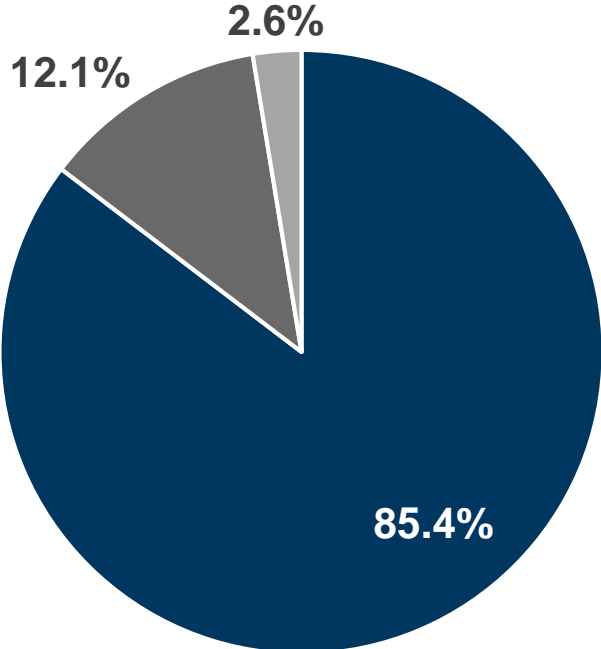
Standalone Balance Sheet Summary as of December 31, 2024

Assets (Total: Rs. 41,248cr)



- Investments
- Cash & Cash Equivalents
- Other Operating Assets

Liabilities (Total: Rs. 41,248cr)



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

Data sheet – Q3FY25 (1/2)

As at end of/ during	Q3FY25	Q2FY25	Q1FY25	Q4FY24	Q3FY24	Q2FY24	Q1FY24	Q4FY23	Q3FY23	Q2FY23	Q1FY23	Q4FY22	Q3FY22	Q2FY22	Q1FY22	FY24	FY23	FY22
Key business metrics																		
Number of resumes on Naukri (in millions)	104	103	100	98	96	94	91	89	88	86	84	82^	80	78	76	98	89	82^
Average number of resumes added daily (in '000)	19	25	22	28	20	24	23	20	20	23	20	21	18	22	17	24	21	20
Average number of resumes modified daily (in '000)	498	624	572	562	482	495	498	479	420	491	411	417	403	540	489	509	450	462
Number of unique customers – contributing to Revenue	84,210	82,230	81,806	79,263	76,599	78,004	79,315	77,677	73,524	75,162	75,876	72,100	68,963	65,015	57,360	131,995	127,288	110,161
Revenue¹ distribution																		
- IT Services/ ITES	31.2%	32.0%	30.5%	31.1%	30.7%	30.9%	31.2%	33.5%	34.2%	35.7%	35.9%	37.1%	34.9%	35.9%	35.1%	31.0%	35.3%	36.0%
- Recruitment consultants/firms	26.6%	26.5%	27.4%	26.5%	27.0%	27.4%	27.7%	27.4%	27.8%	28.2%	27.5%	26.1%	26.2%	25.4%	24.9%	27.2%	27.5%	25.4%
- Non IT	42.2%	41.5%	42.1%	42.4%	42.3%	41.7%	41.0%	39.1%	38.1%	36.1%	36.6%	36.9%	38.9%	38.7%	40.0%	41.8%	37.2%	38.6%
Further distribution of Non-IT																		
- BFSI	7.9%	8.4%	9.4%	9.9%	9.1%	8.9%	9.0%	8.3%	6.9%	6.0%	6.7%	6.3%	6.5%	6.5%	6.8%	9.2%	6.6%	6.5%
- Infrastructure	10.3%	10.6%	10.7%	10.7%	10.5%	10.5%	10.1%	9.7%	9.2%	9.1%	8.7%	8.8%	9.1%	9.9%	10.2%	10.5%	9.2%	9.4%
- Others	24.0%	22.5%	22.0%	21.7%	22.7%	22.2%	21.9%	21.2%	22.0%	21.0%	21.2%	21.8%	23.3%	22.3%	23.0%	22.1%	21.5%	22.6%
Number of unique customers – contributing to Billing	42,215	41,996	40,612	43,093	37,478	39,655	39,638	43,616	37,434	40,020	40,931	42,397	38,319	36,747	27,373	115,497	113,429	100,007
Billing¹ distribution																		
- IT Services/ ITES	32.9%	37.1%	38.5%	40.7%	32.5%	38.1%	39.6%	39.0%	32.8%	38.0%	44.7%	42.0%	36.4%	40.1%	45.2%	38.0%	38.6%	40.7%
- Recruitment consultants/firms	25.2%	23.6%	27.5%	26.4%	26.5%	24.5%	28.9%	28.9%	28.6%	28.4%	29.3%	29.8%	27.7%	26.6%	26.7%	26.5%	28.8%	28.1%
- Non IT	41.8%	39.3%	34.0%	32.9%	41.0%	37.3%	31.5%	32.1%	38.6%	33.6%	26.0%	28.2%	35.9%	33.3%	28.1%	35.4%	32.6%	31.2%
99acres																		
Number of listings free+paid (in '000)	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	4,384	4,428	4,526
Number of paid listings (in '000)	832	772	733	735	688	699	664	733	736	621	604	589	627	829	446	2,786	2,693	2,491

^as on 5th April 22

Data sheet – Q3FY25 (2/2)

As at end of/ during	Q3FY25	Q2FY25	Q1FY25	Q4FY24	Q3FY24	Q2FY24	Q1FY24	Q4FY23	Q3FY23	Q2FY23	Q1FY23	Q4FY22	Q3FY22	Q2FY22	Q1FY22	FY24	FY23	FY22
Key financial metrics																		
Segment Billing (in Rs million)																		
Recruitment business	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	18,832	18,587	14,364
Real estate business	1,026	1,074	809	1,311	884	922	734	1,037	711	757	611	793	614	681	224	3,851	3,116	2,312
Matrimony business	276	259	254	258	203	197	188	205	171	169	176	281	245	243	251	846	721	1,019
Education business	441	249	415	447	393	257	333	409	278	248	304	287	257	189	232	1,430	1,239	965
Total Billing	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	24,959	23,663	18,660
Segment Revenue (in Rs million)																		
Recruitment business	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	18,053	16,796	11,542
Real estate business	1,042	1,020	988	926	888	873	827	755	729	697	663	613	586	483	492	3,513	2,845	2,173
Matrimony business	271	262	262	242	220	197	194	188	179	181	229	254	242	254	252	853	776	1,002
Education business	353	329	424	392	341	300	358	320	277	259	313	244	219	216	228	1,391	1,169	907
Total revenue from operations	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	23,810	21,586	15,625
Deferred Sales Revenue (in Rs million)																		
Recruitment business	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	9,279	8,477	6,782
Real estate business	1,438	1,456	1,402	1,568	1,180	1,184	1,131	1,227	943	969	895	959	781	744	549	1,568	1,227	959
Matrimony business	181	176	179	187	171	188	187	194	177	184	196	249	223	220	231	187	194	249
Education business	326	251	316	326	281	224	262	288	200	196	211	206	182	143	170	326	288	206
Total deferred sales revenue	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	11,360	10,185	8,196
Segment Profit/(Loss) Before Tax (in Rs million)																		
Recruitment business	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	10,509	10,060	6,573
Real estate business	(48)	(142)	(137)	(152)	(147)	(165)	(225)	(221)	(260)	(324)	(380)	(363)	(255)	(249)	(29)	(688)	(1,185)	(896)
Matrimony business	(67)	(7)	(21)	(94)	(138)	(175)	(181)	(228)	(263)	(276)	(287)	(399)	(384)	(224)	(246)	(587)	(1,054)	(1,253)
Education business	(11)	(33)	44	63	2	(28)	(10)	11	(1)	(28)	53	39	11	42	68	28	35	160
Total	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	9,261	7,855	4,584
Less unallocable expenses	(216)	(165)	(159)	(149)	(123)	(145)	(131)	(139)	(117)	(128)	(116)	(118)	(93)	(92)	(91)	(549)	(500)	(393)
Add unallocated income	781	803	770	728	650	636	578	437	396	499	419	421	428	442	411	2,592	1,751	1,702
Exceptional item	(593)	1,080	-	(121)	-	(50)	-	(187)	(2,760)	-	-	-	2,178	92,938	-	(171)	(2,947)	95,116
Profit Before Tax	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	11,132	6,159	101,009
Head count	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	5,750	5,311	4,805

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