



Earnings Presentation

Quarter ended December 31, 2025



naukri

99acres

Jeevansathi



shiksha

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This presentation contains the Company's audited financial information as at and for the period ending December 31, 2025 and as at and for the quarter ended December 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 December 31, 2025 or for the quarter ended December 31, 2025, unless indicated otherwise.
- Q3FY26 or Q3FY25-26 means the period commencing on October 01, 2025, and ending on December 31, 2025.
- 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 (Q3FY26) – At a glance

Rs. 747cr

Billings
(YoY +11.8%)

Rs. 297cr

Operating Profit
(YoY +12.9%)

Rs. 376cr

Cash from Operations
(before Taxes)
(YoY +8.8%)

Rs. 4,825cr

Cash Balance²
as of December 31, 2025

Rs. 765cr

Revenue from Operations
(YoY +13.9%)

38.9%

Operating Profit Margin

Rs. 4.37

Earning per share¹ – Q3FY26
(YoY +8.9%)

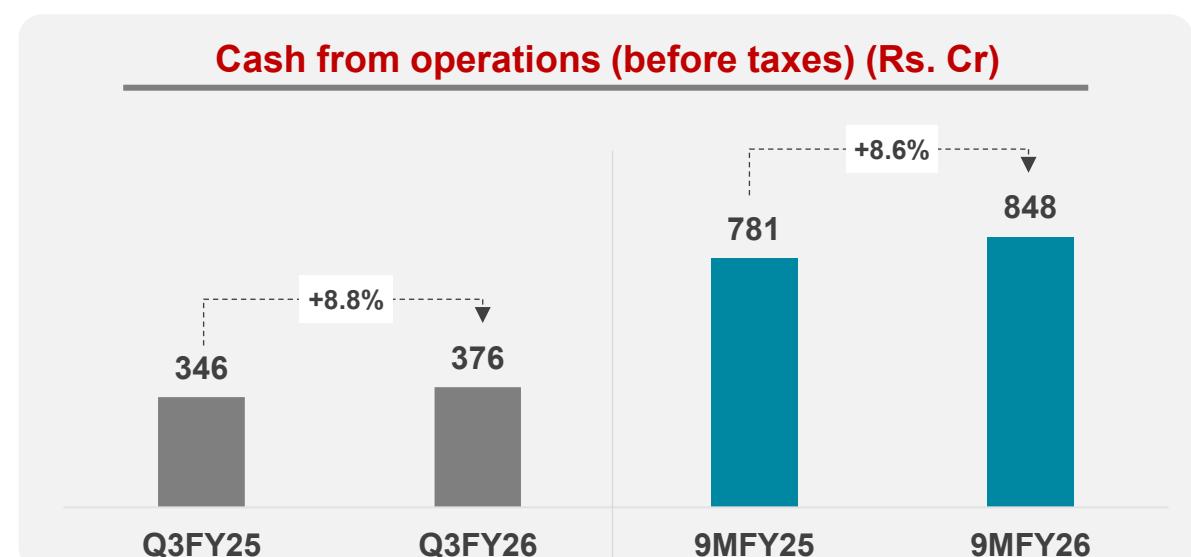
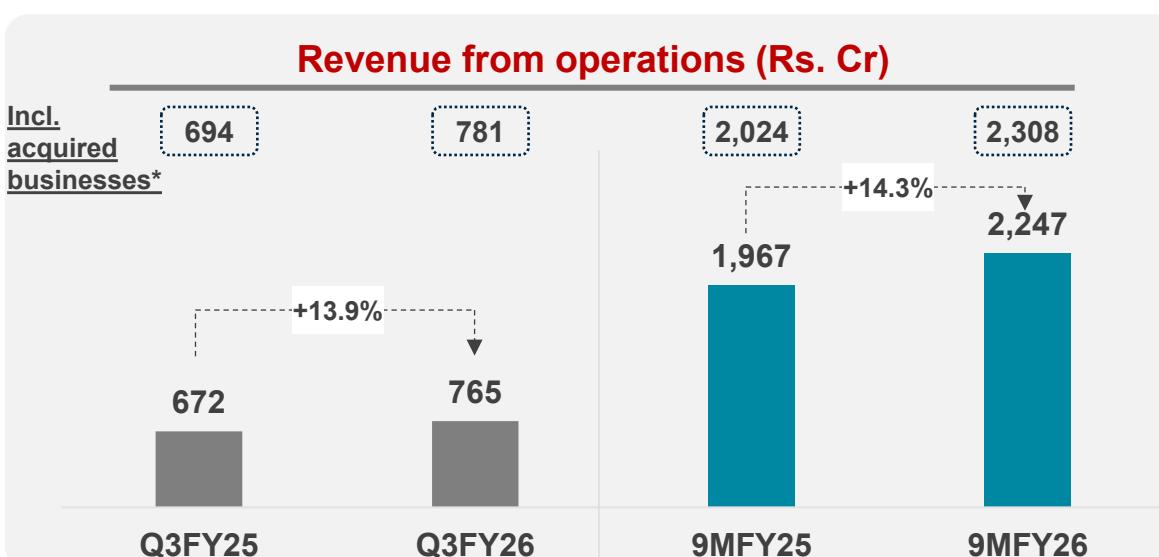
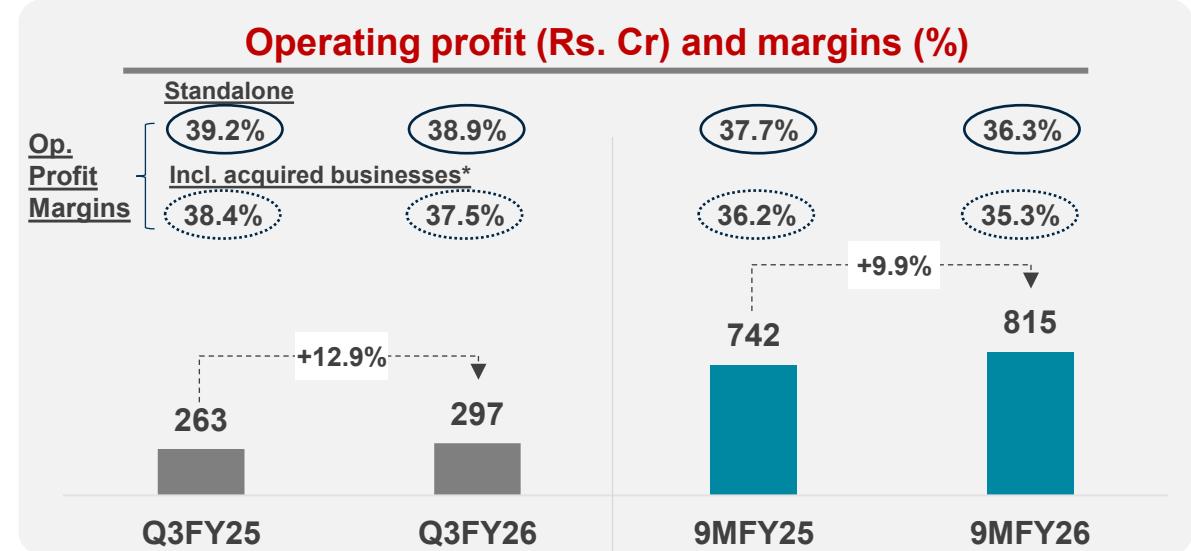
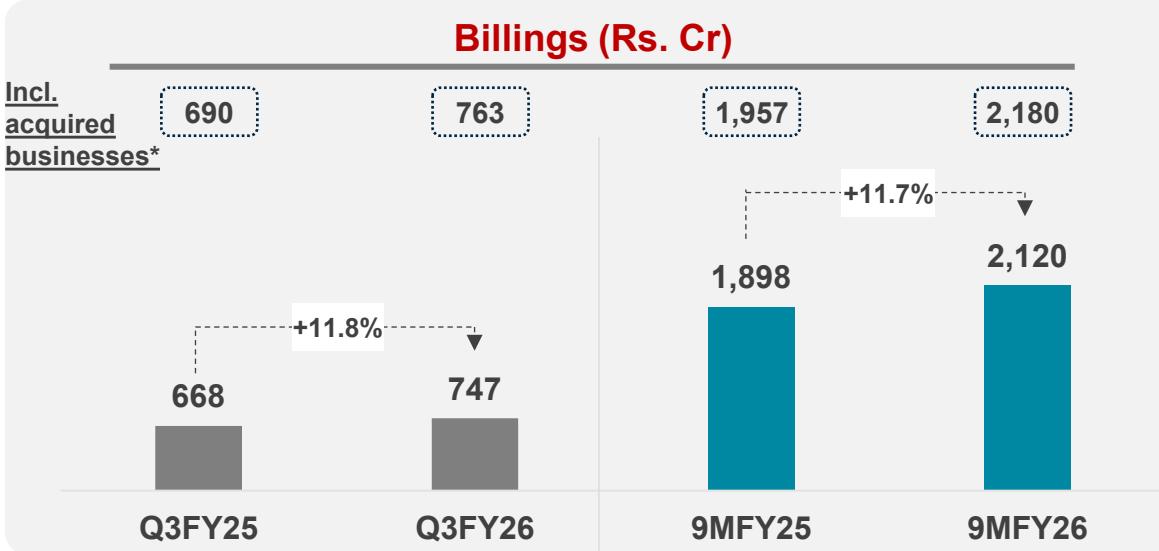
6,150

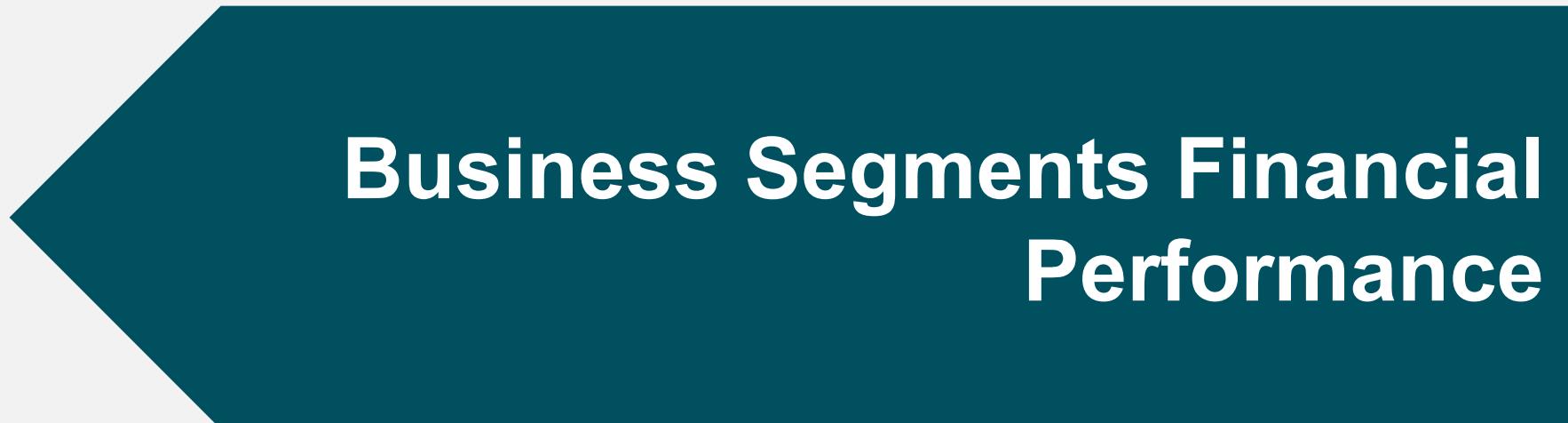
Employee count
as of December 31, 2025

Key highlights regarding standalone financial performance for Q3FY26

1. Billings growth in Q3 remained stable for the recruitment business, while the non-recruitment businesses sustained steady billing growth
Total deferred sales revenue in Q3FY26 was Rs. 1,240cr
2. Standalone operating profit margins were 38.9% in Q3FY26; QoQ improvement by 303 Bps
3. Earning per share¹ (EPS) in Q3FY26 was Rs. 4.37; YoY growth of 8.9%
4. Cash generated from operations (before taxes) of Rs. 376.1cr in Q3FY26
Cash balance as of Dec 31, 2025 on a standalone basis (incl. wholly owned subsidiaries) was Rs. 4,825cr
5. Employee count as of Dec 31, 2025 was 6,150

InfoEdge Q3FY26 highlights: Revenue grew by 14% YoY, while operating profit margins improved 300bps sequentially



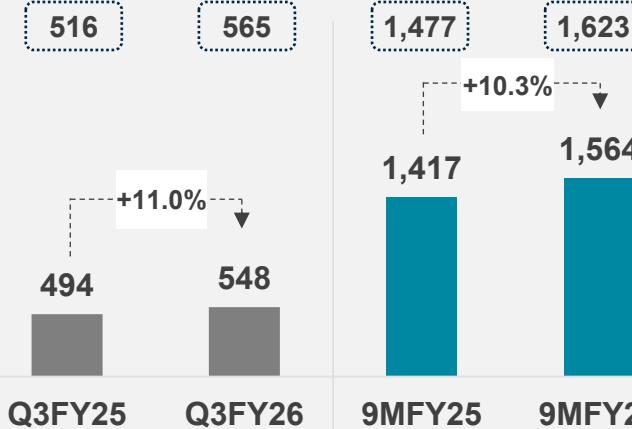


Business Segments Financial Performance

Recruitment business: Billings grew by 11% YoY, while operating profits improved by 15% YoY during the quarter

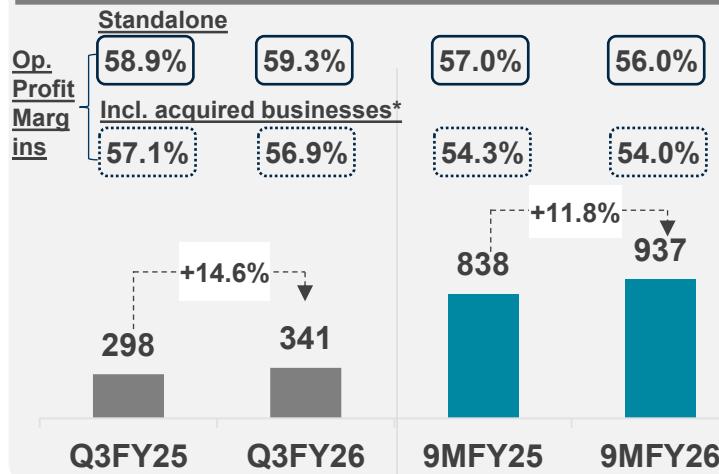
Billings (Rs. Cr)

Incl. acquired businesses*



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

Incl. acquired businesses*



Q3FY26 highlights

Overall billings growth of 11% YoY.

Tech, IT, & BPM segments combined grew at 14% YoY, GCCs grew at 13%, Recruitment Consultants grew at 5%, and Other Sectors combined grew at 2%.

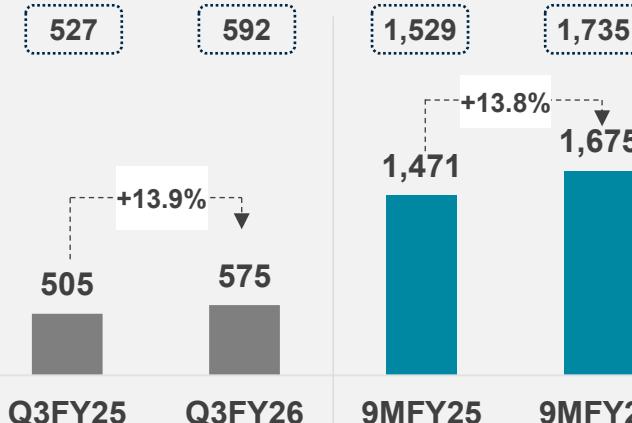
Billings of Naukri B2C business grew at 17% and Naukri Gulf grew at 19% YoY.

Naukri database is now comprised of 113 million resumes; Avg. number of resumes added daily was 20k in Q3FY26.

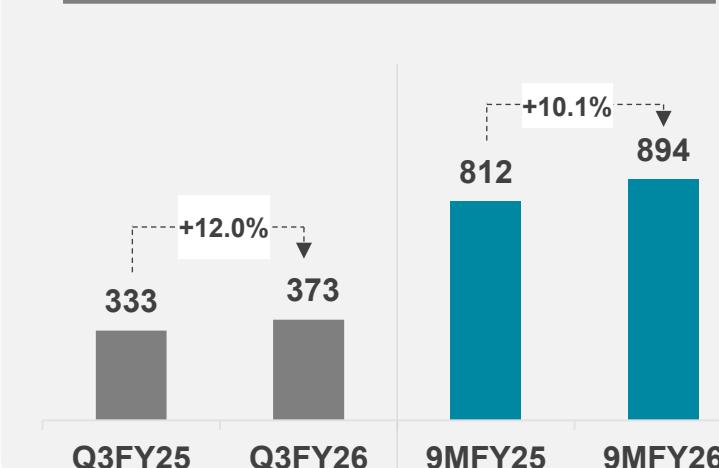
Operating profit margins improved by 350 basis points to 59% in Q3 vs. Q2. Excluding JobHai, the recruitment margins were around 62% Q3FY26.

Revenue from operations (Rs. Cr)

Incl. acquired businesses*

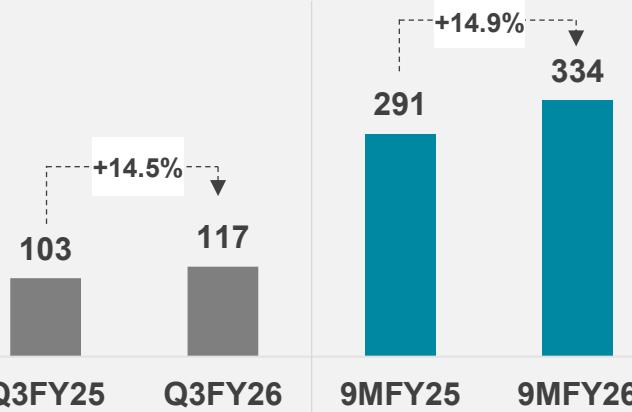


Cash from operations¹ (Rs. Cr)

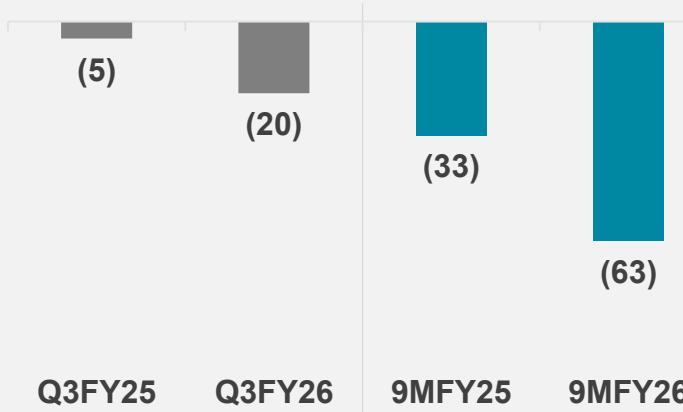


99Acres: Business continued to gain market share; Billings remained in mid-teens in Q3

Billings (Rs. Cr)



Operating profit (Rs. Cr)



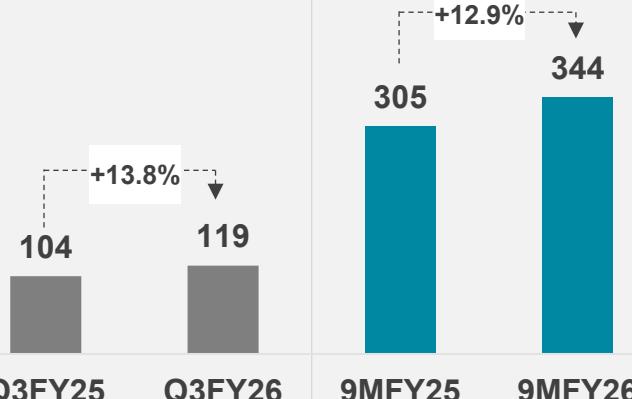
Q3FY26 highlights

Billings grew at a mid-teen rate in Q3. The Secondary business performed well, while the Primary segment remained relatively slower.

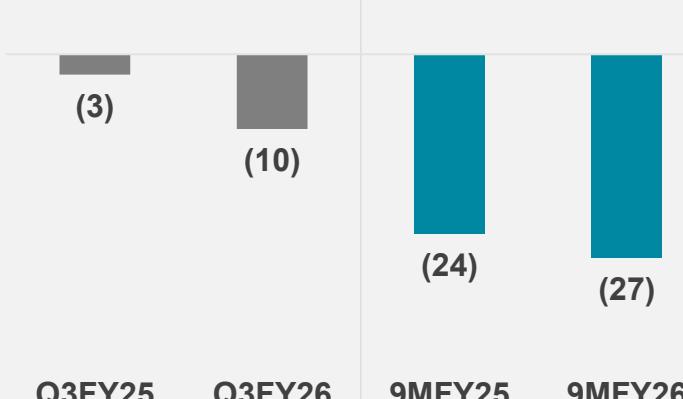
Broker and channel partner billings grew faster than developer billings.

Live New project listings grew 27% YoY in Q3, and live resale plus rental listings from brokers grew 41% YoY in Q3.

Revenue from operations (Rs. Cr)

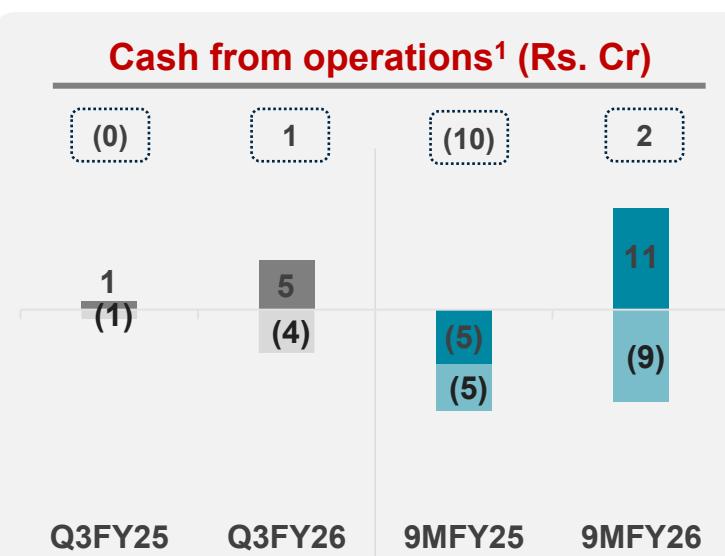
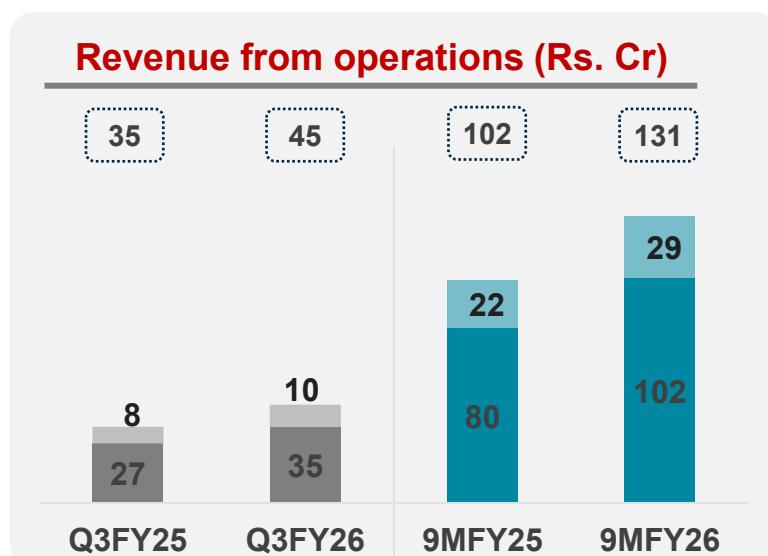
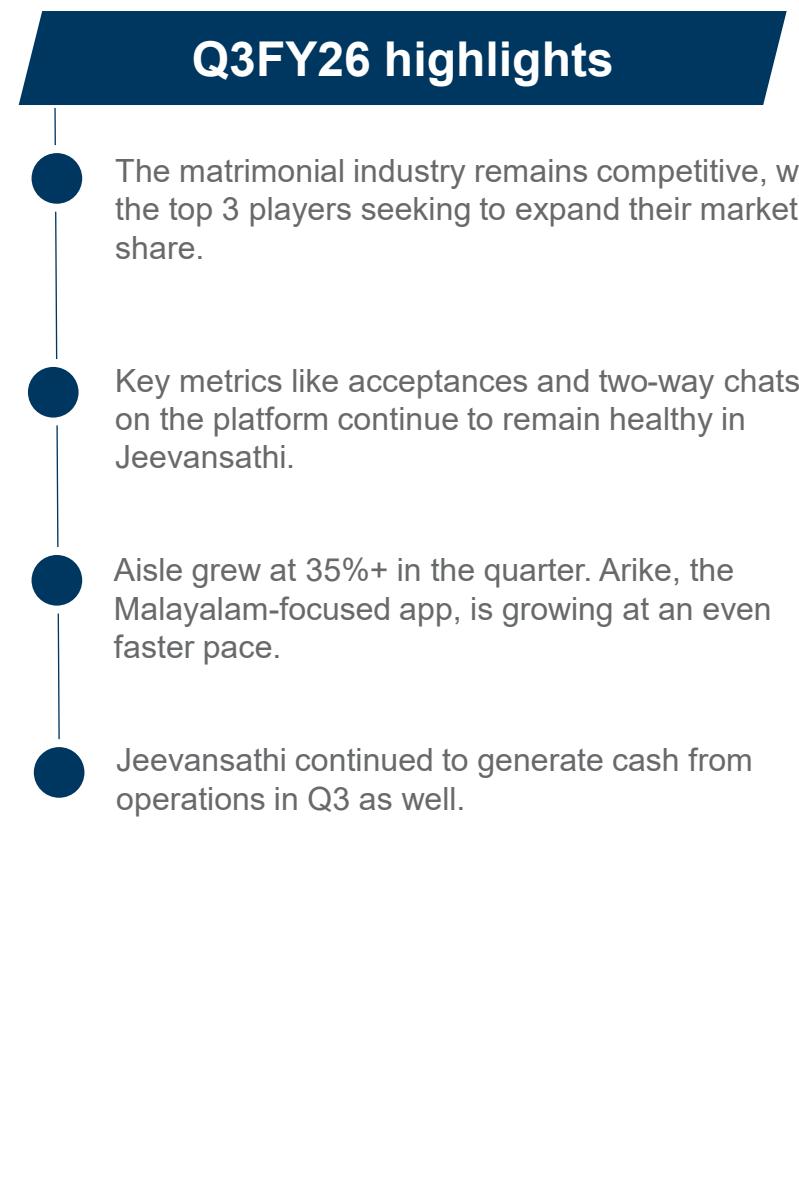
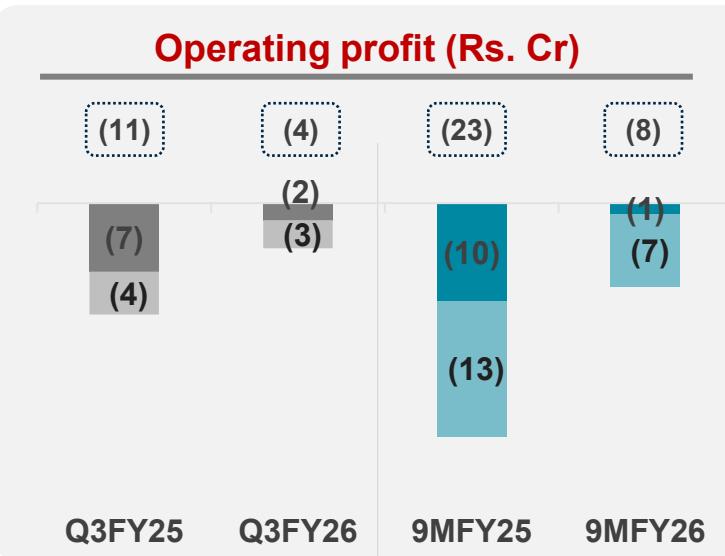
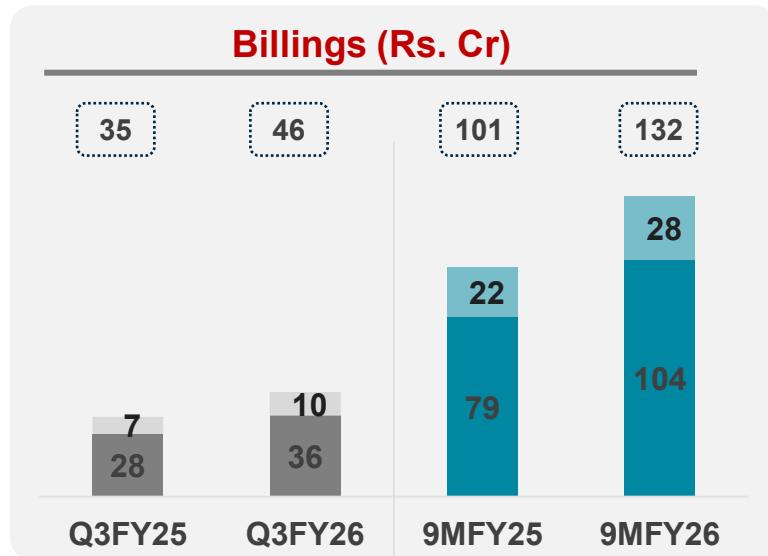


Cash from operations¹ (Rs. Cr)



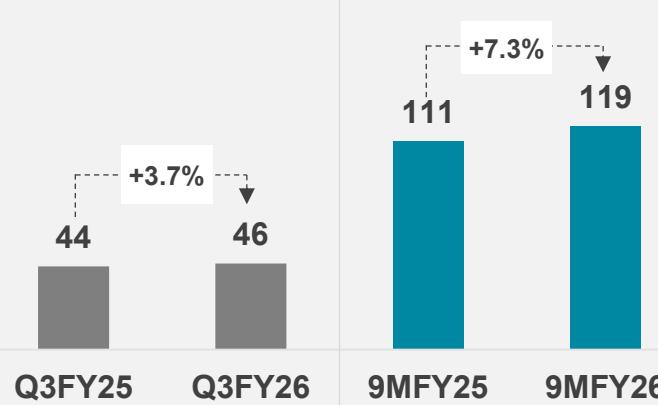
Continue to grow faster vis-a-vis other classified players and gain market share; Traffic-time share increased to 46% in Q3FY26 vs 44% in Q2FY26.

Matchmaking (Jeevansathi + Aisle): Billings momentum continued in Q3 with 31% YoY growth, as the business continued to generate operating cash flows

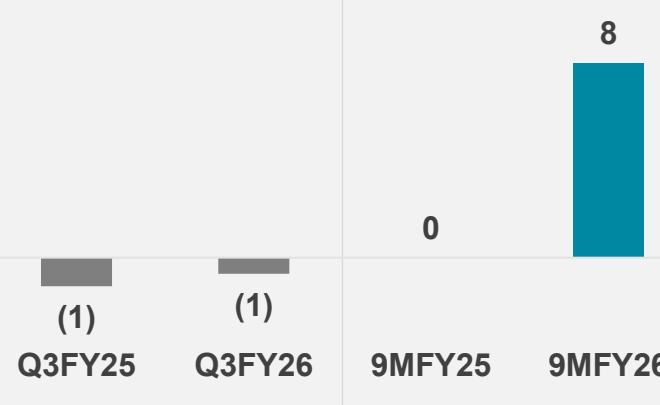


Shiksha: Billings grew 4% YoY in Q3, while the business remained breakeven at the operating level

Billings (Rs. Cr)



Operating profit (Rs. Cr)



Q3FY26 highlights

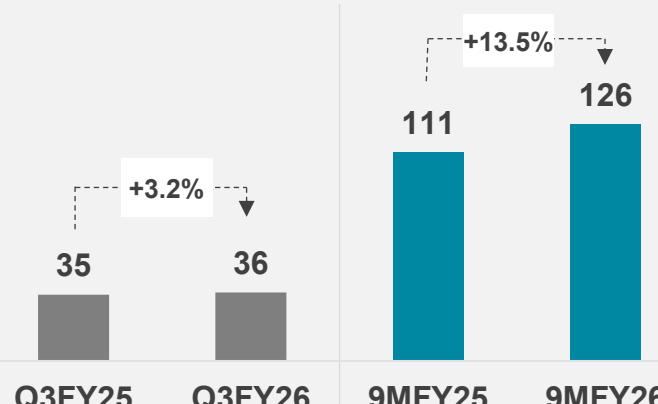
In Q3FY26, billings grew by 4% YoY and revenue grew by 3% YoY.

Domestic billings grew by 14% while study abroad business witnessed a slow down.

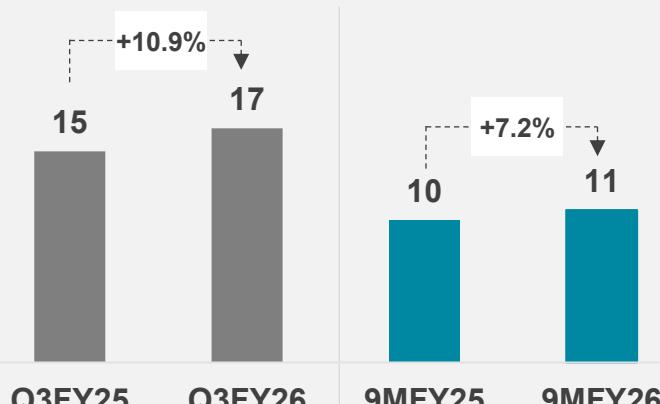
Domestic private universities and colleges continue to expand the course offerings beyond engineering with more choices available to students.

Shiksha continues to invest in creating more comprehensive, student-friendly content, strengthen domestic counselling capabilities and build deep domain expertise in this segment.

Revenue from operations (Rs. Cr)



Cash from operations¹ (Rs. Cr)



Consolidated Financial Performance

Summary of consolidated financial performance for Q3FY26



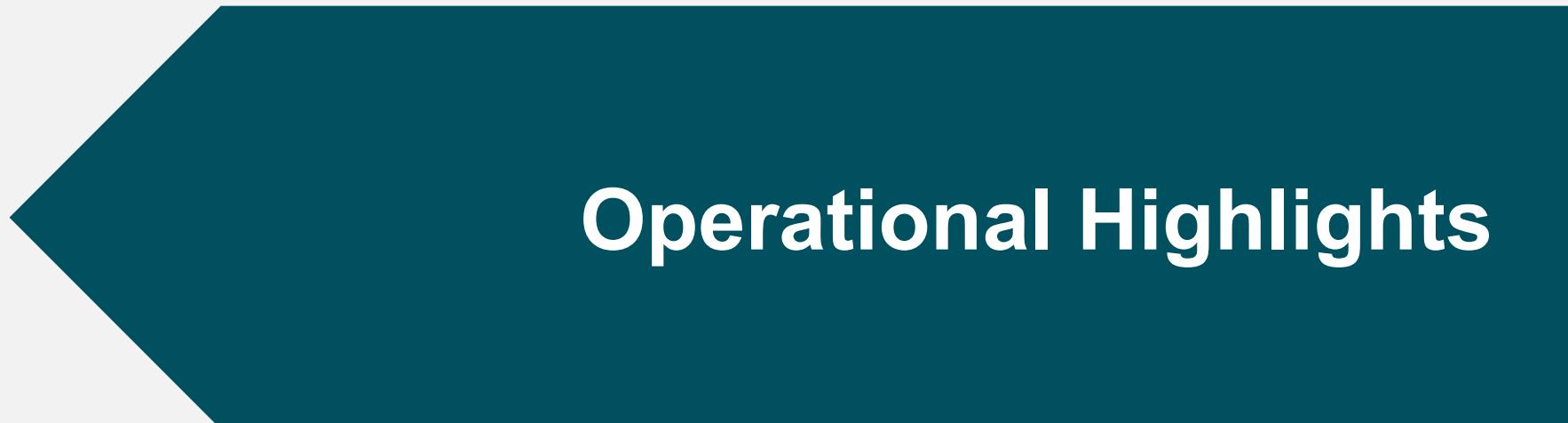
At the consolidated level, the net sales for the Company stood at Rs. 819.4cr in Q3FY26 versus Rs. 722.4cr for Q3FY25.



The total comprehensive loss was Rs. 3,954.6cr in Q3FY26 vs. income of Rs. 3,182.4cr in Q3FY25.



Profit before tax (without exceptional items) in Q3FY26 was Rs 444.7cr, compared to Rs 416.9cr in Q3FY25.



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

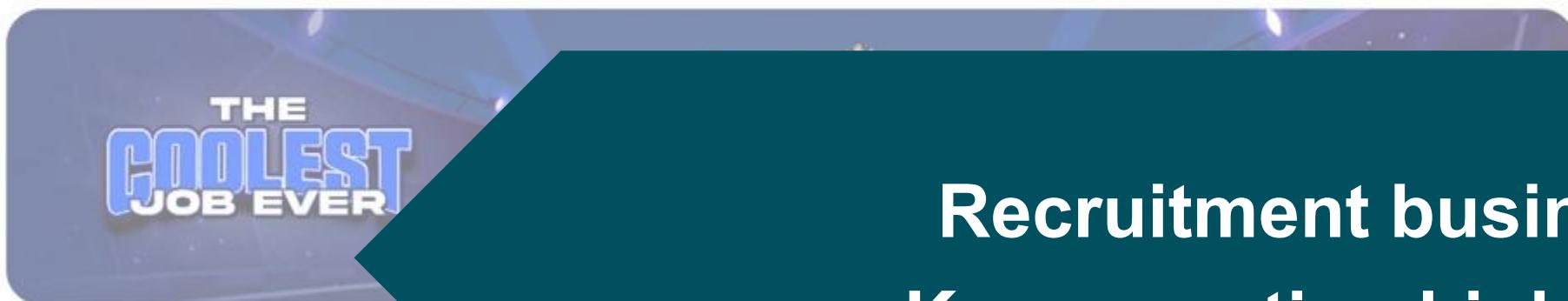


Enter skills / designations / companies

Select experience ▾

Enter location

Search



THE
COOLEST
JOB EVER

Recruitment business – Key operating highlights

 Remote >

 MNC >

 Analytics >

 Fresher >

 Internship >

 Sales >

Recruitment business – Key highlights

Dominant Traffic Share among peers

Rs. 548cr

Q3FY26 Billings

59.3%

Q3FY26 Operating Profit margin

75%+

Traffic Share¹

~48k

Billed Customers²

20k+

Resumes added daily²

180k

Job seekers availed premium services²

Rs. 341cr

Q3FY26 Operating Profit

Rs. 373cr

Q3FY26 Cash from Operations³

113 million

Resume database²

637k

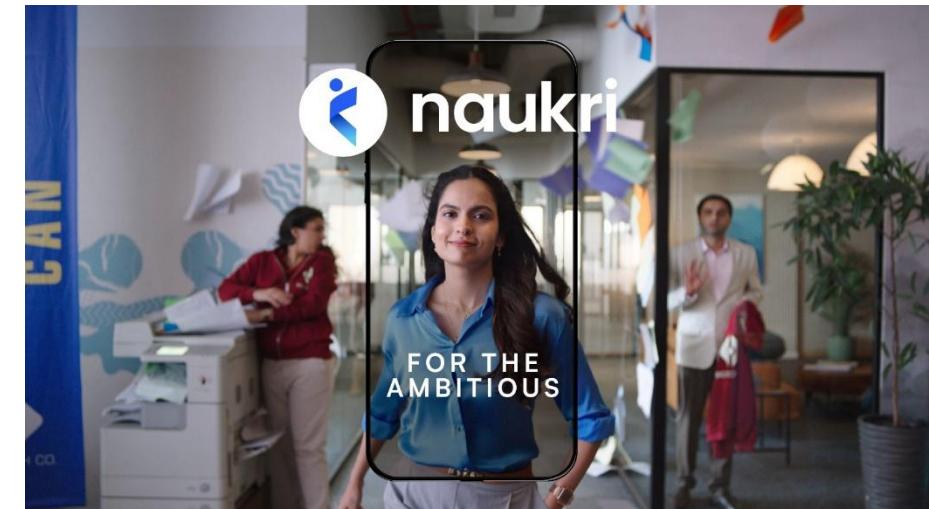
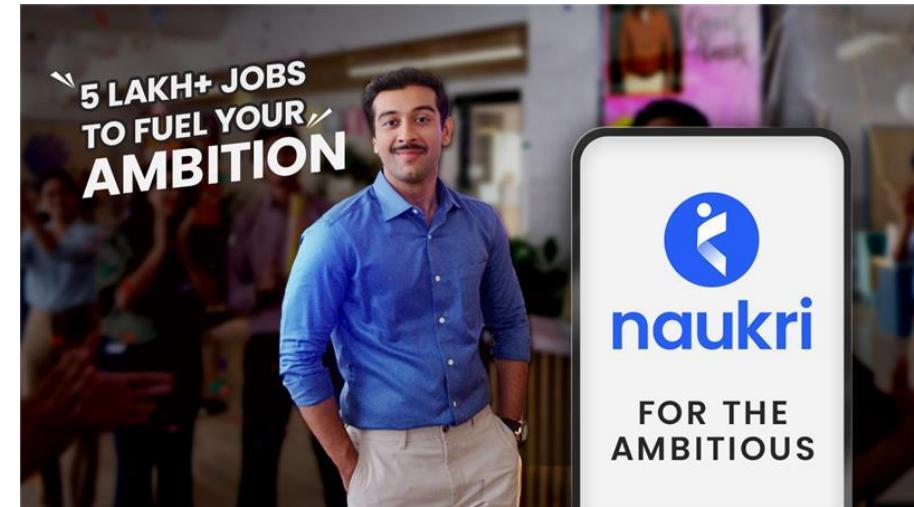
Job listings²

663k

Resumes modified daily²

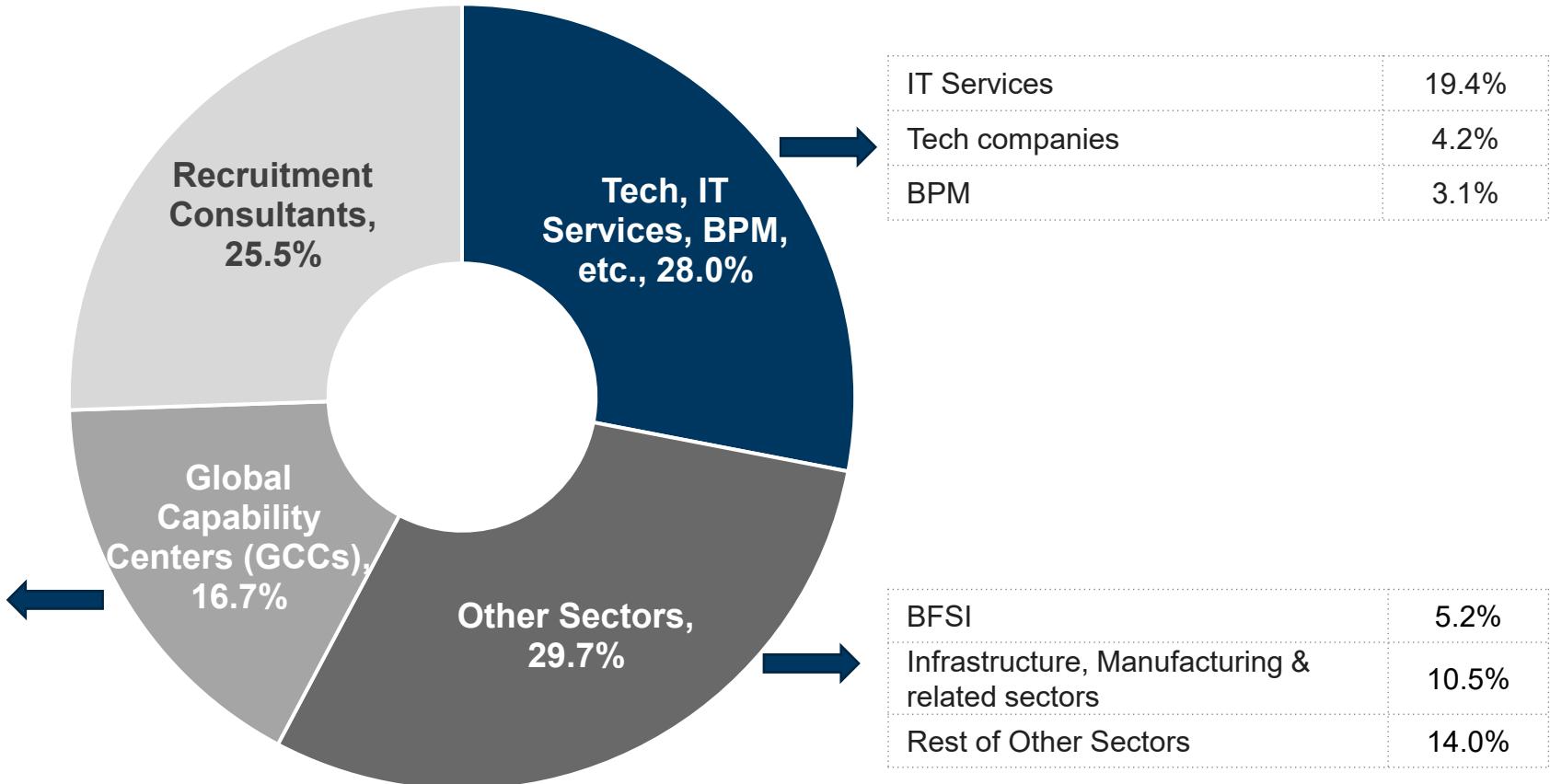
881k

Avg. resume searches daily²



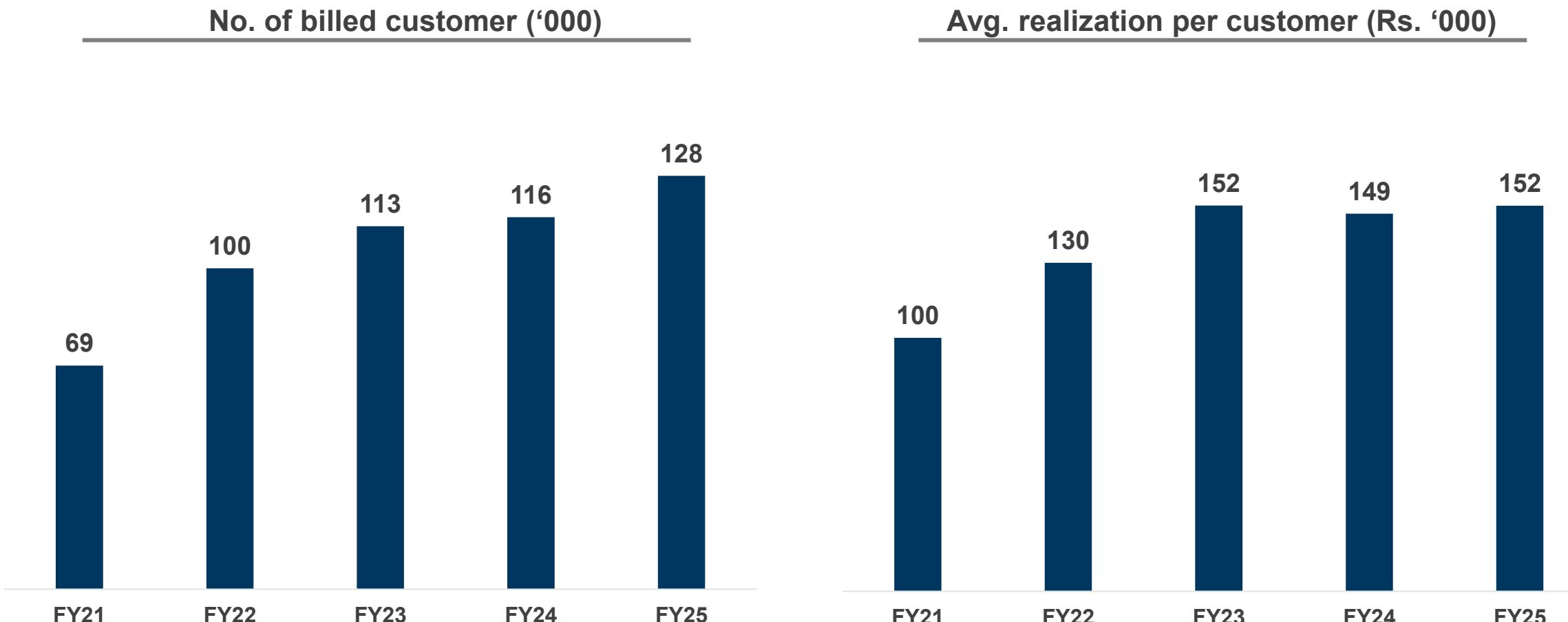
Breakdown of billings by customer type

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



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

Growing customer base along with enhancing avg. realization per customer



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



**Ghar lena ho ya bechna
99acres se hi puchna**

Buy

Rent

PG / Co-living

Commercial

Coworking

Plots/Land NEW

Projects

All Residential ▾



Search "3 BHK for sale in Mumbai"



Search

Continue browsing...

Buy in Dwarka Delhi

Explore New City



Guest User

Your Recent Activity

Projects in High Demand

The most explored projects in Dwarka Delhi



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 2024

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

₹ 6 Crore

4 BHK Apartment in Sector 15 Dwarka,
Dwarka Delhi

₹ 27 - 76.67 Lac



+ EXPERT OPINIONS

Visit Now

**Real Estate business –
Key operating highlights**

99Acres – Key highlights

Rs. 117cr

Q3FY26 Billings

14.5%

YoY Billings growth (Q3FY26)

(Rs. 20cr)

Q3FY26 Operating Profit

(Rs. 10cr)

Q3FY26 Cash flow from operations

195k¹

Total projects

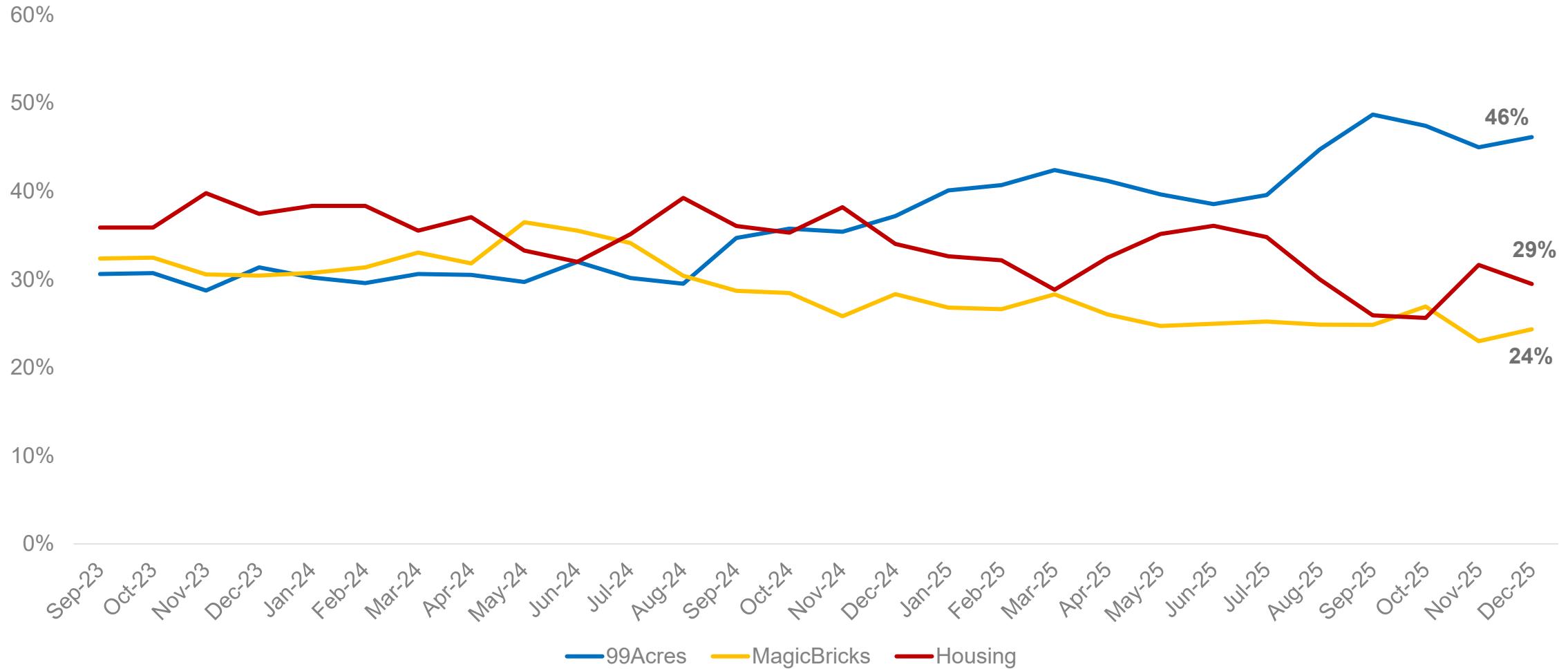
1.3Mn²

Total listings



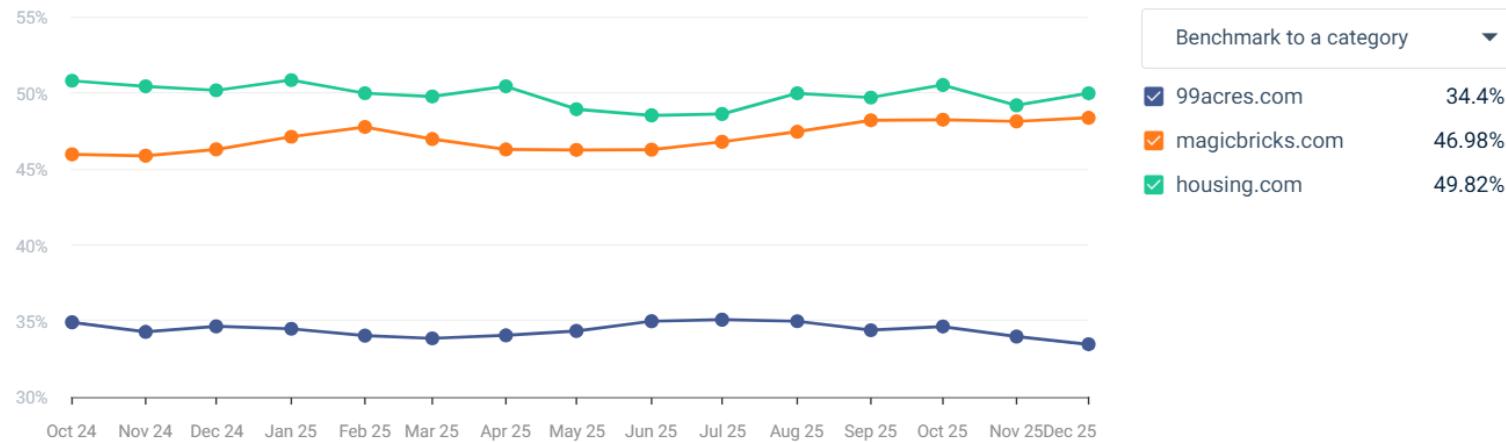
99Acres traffic time share

Overall traffic (from desktops & laptops, web mobile)

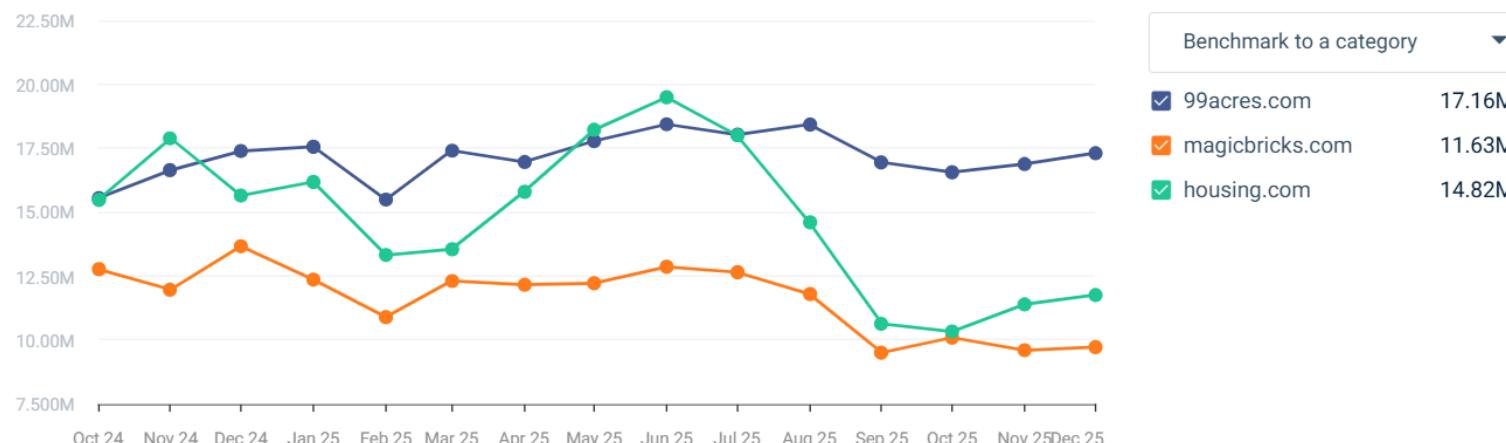


Buyers & Tenants spend more time on 99acres with lower/similar bounce rate vs most competitors

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

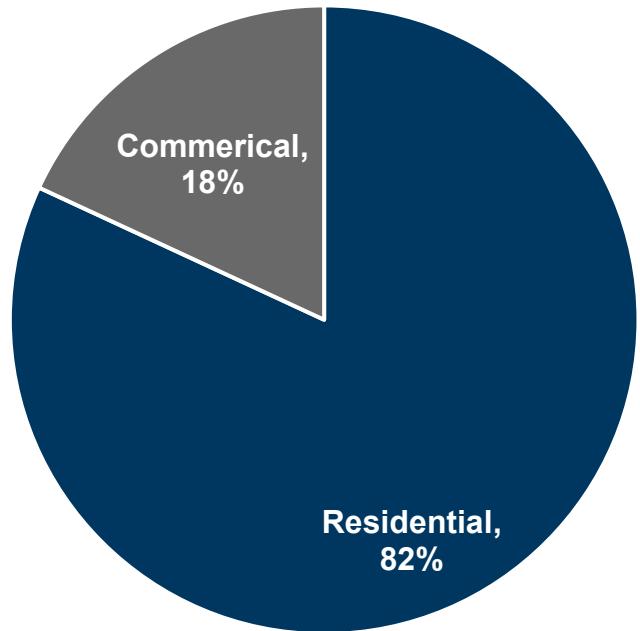


Higher time spent by buyers and tenants on 99Acres platform demonstrating high engagement



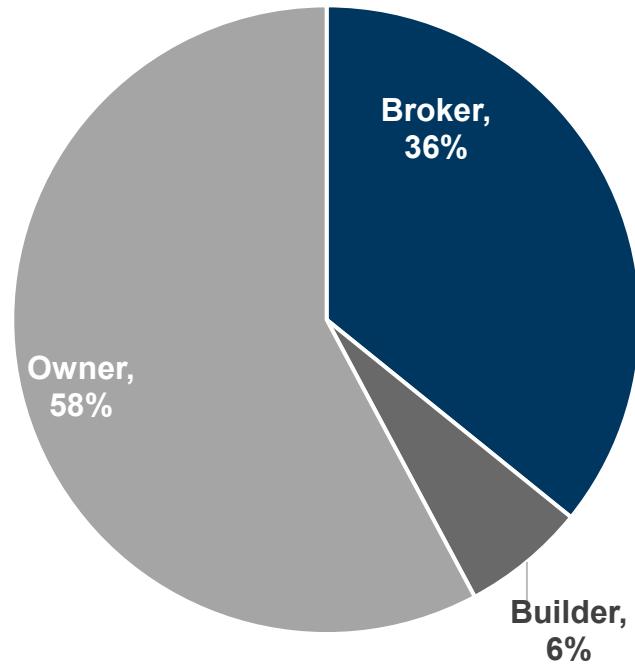
Key business metrics for 99acres

Distribution of total 1.3Mn listings



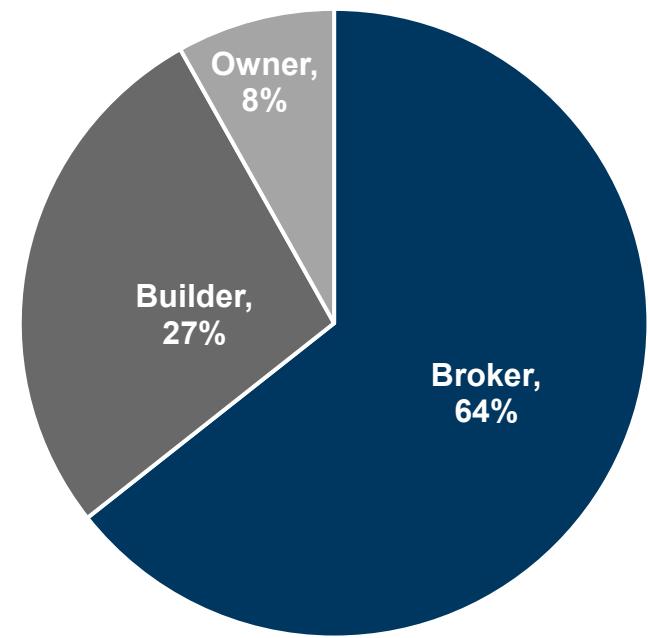
As of Dec 31, 2025

Distribution of 96.2K total customer base

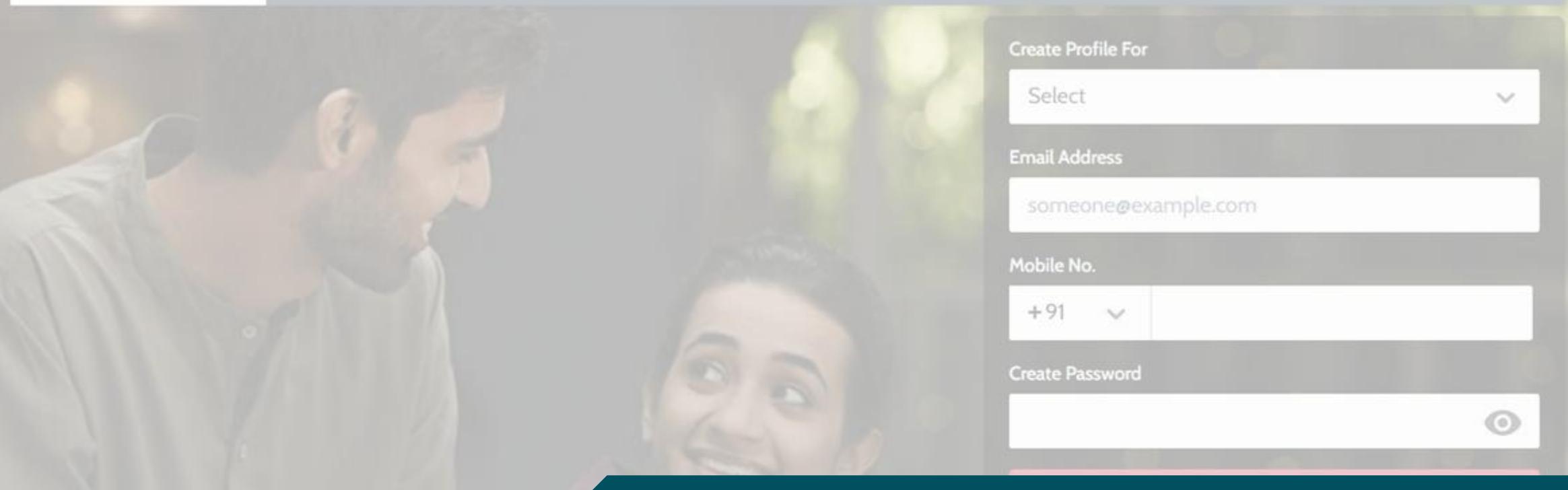


Jan'25 to Dec'25

Billing breakdown by customer type



Jan'25 to Dec'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. 36cr

Q3FY26 Billings

29%+

YoY Billings growth (Q3FY26)

Rs. (2cr)

Q3FY26 Operating Profit

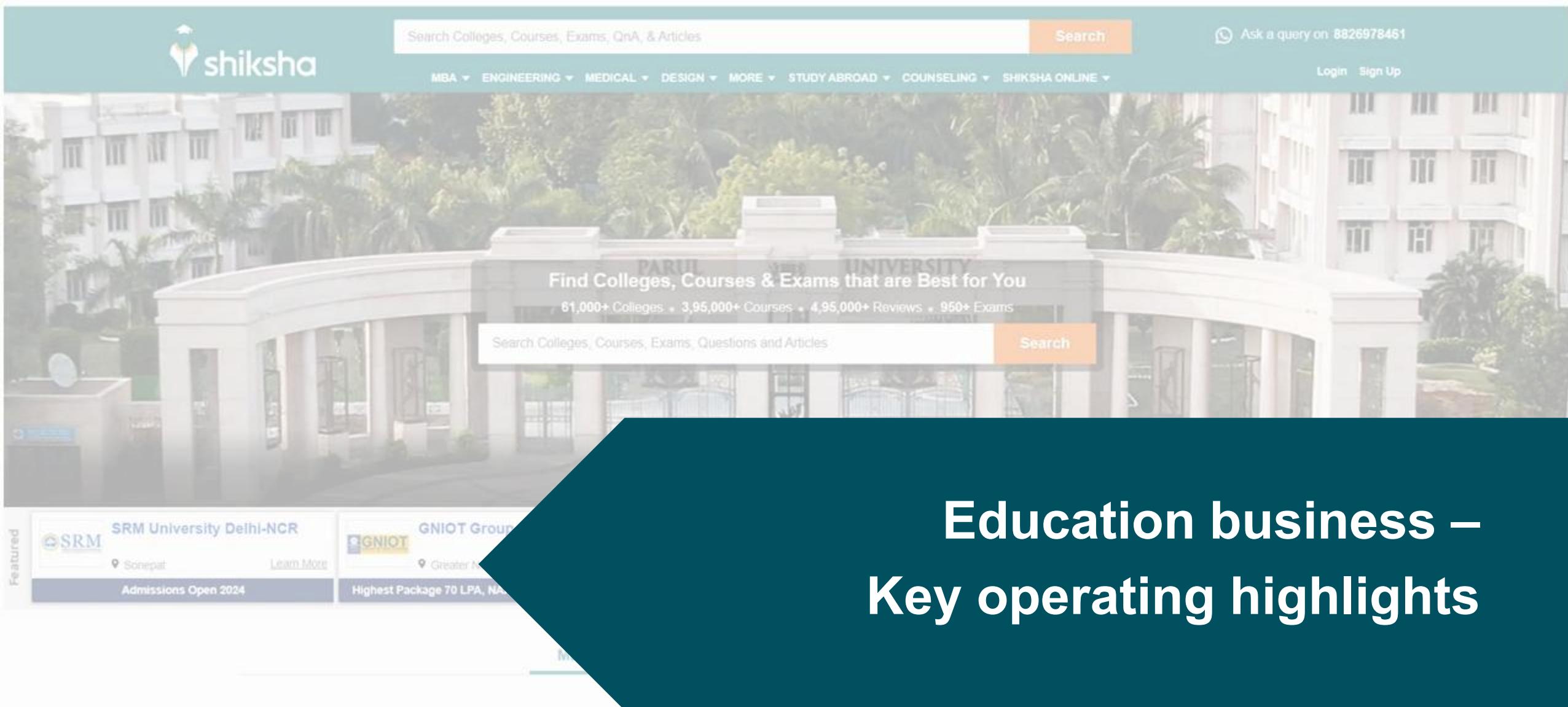
Rs. 5Cr

Q3FY26 Cash flow from operations

90%+

User traffic & time spent on Android and iOS apps





Education business – Key operating highlights

Shiksha – Key highlights





Investments

Financial Investments in technology-based Startups

Investments in Listed Entities



Shareholding: 12.43%



Shareholding: 12.43%

Balance sheet investments in Unlisted Entities

21 active financial investments in the portfolio.
Total carrying value of Rs. 654cr

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, 2025 (Rs. Cr.)	Diluted and converted shareholding %
Eternal	146.5	12.43%
PB Fintech	575.8	12.43%
Total	722.3	

Strategic Investments

Investee Company	Prominent Domain name	Carrying value of investment as of Dec 31, 2025 (Rs. Cr.)	Diluted and converted shareholding % (Actual)
Aisle Network Private Limited	Https://www.aisle.co/	87.6	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.codingnijas.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		416.1	

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 be able to complete such investments / asset monetization opportunities on commercial terms acceptable to us, or at all..

Financial Investment Portfolio

Financial Investments - Unlisted Companies

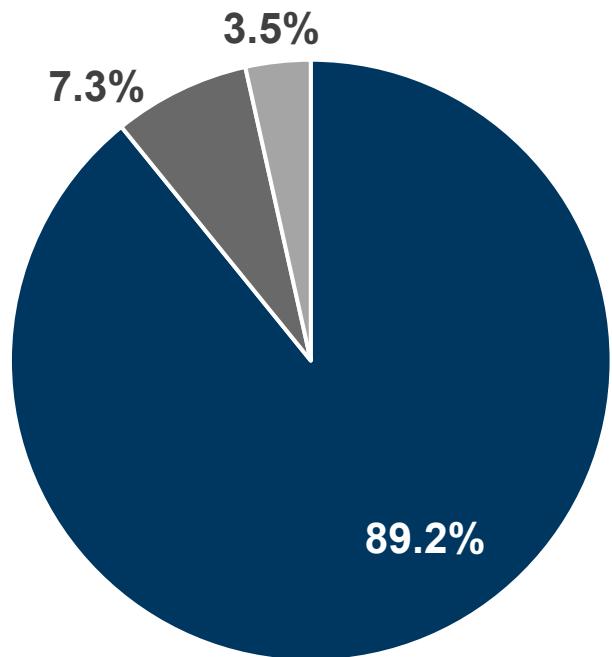
Investee Company	Prominent Domain names	Carrying value of investment as of Dec 31, 2025 (Rs. Cr.)	Diluted and converted shareholding % (Actual)
Agstack Technologies Private Limited	http://www.gramophone.in/	42.5	43.44%
Printo Document Services Private Limited	http://www.printo.in/	36.8	36.09%
Shop Kirana E Trading Private Limited	http://shopkirana.com/	127.2	26.14%
Metis Eduventures Private Limited	https://www.adda247.com/	144.2	25.88%
LQ Global Services Private Limited	https://www.legitquest.com/	6.0	23.07%
Llama Logisol Private Limited	https://shipsy.in/	68.4	22.55%
Crisp Analytics Private Limited	https://lumiq.ai/	2.7	2.50%
Unbox robotics Labs Private Limited	https://unboxrobotics.com/	11.6	5.49%
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%
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	5.00%
Greytip Software Private Limited	https://www.greythr.com/	65.0	18.70%
Bharat Semi Systems Private Limited	https://bharatsemi.in/	12.8	1.00%
Total		654.1	



Balance Sheet Summary & Data Sheet

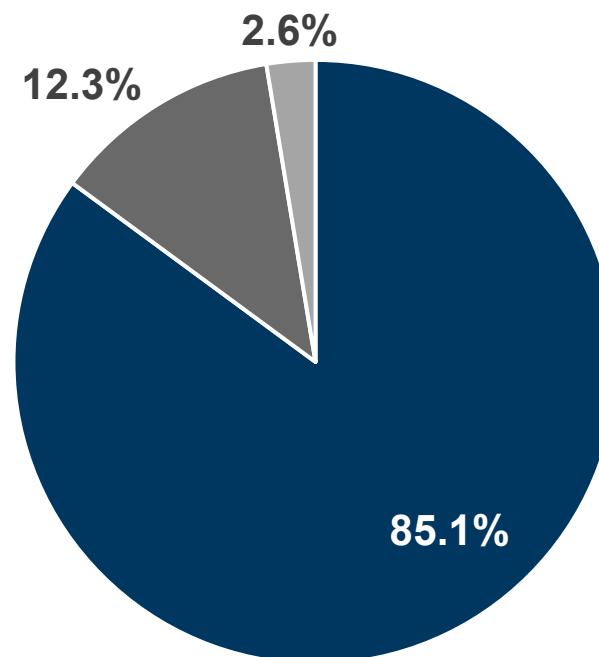
Standalone Balance Sheet Summary as of Dec 31, 2025

Assets (Total: Rs. 47,674 cr)



- Investments
- Cash & Cash Equivalents
- Other Operating Assets

Liabilities (Total: Rs. 47,674 cr)



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

Data sheet – Q3FY26 (1/2)

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

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

Investor Relations contact

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