infoedge

Earnings Presentation

Quarter ended September 30, 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 September 30, 2025 and as at and for the quarter ended September 30, 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 September 30, 2025 or for the quarter ended September 30, 2025, unless indicated otherwise.
- Q2FY26 or Q2FY25-26 means the period commencing on April 01, 2025, and ending on September 30, 2025.
- FY24 or FY23-24 or FY2024 means the Financial Year starting April 1, 2023, and ending March 31, 2024.
- FY25 or FY24-25 or FY2025 means the Financial Year starting April 1, 2024, and ending March 31, 2025.
- FY26 or FY25-26 or FY2026 means the Financial Year starting April 1, 2025, and ending March 31, 2026.
- 1 Crore = 10 Million = 100 Lakh.

Standalone Financial Performance

IEIL Standalone performance (Q2FY26) – At a glance

Rs. 729cr Billings **(YoY +12.1%)**	**Rs. 268cr** Operating Profit **(YoY +6.5%)**	**Rs. 293cr** Cash from Operations (before Taxes) **(YoY +11.8%)**	**Rs. 4,823cr** Cash Balance[2] as of September 30, 2025
Rs. 746cr Revenue from Operations **(YoY +13.7%)**	**35.9%** Operating Profit Margin	**Rs. 4.08** Earning per share[1] – Q2FY26 **(YoY +2%)**	**6,238** Employee count as of September 30, 2025

Note: 1. Earnings per share is before exceptional items (net of taxes and deferred taxes) on a post-share-split basis; 2. Standalone cash balance including wholly owned subsidiaries.

Key highlights regarding standalone financial performance for Q2FY26

1. Billings growth in Q2 remained steady with slight improvement in the recruitment billing, while the non-recruitment businesses sustained steady billing growth
Deferred sales revenue in Q2FY26 was Rs. 1,250cr

2. Standalone operating profit margins were 35.9% in Q2FY26

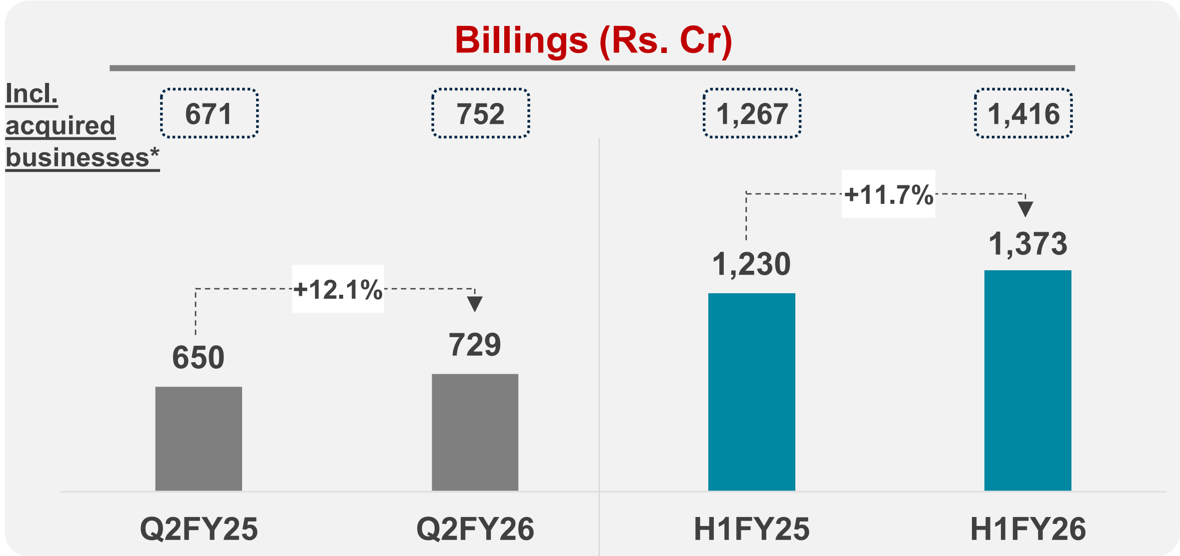
3. Earning per share[1] (EPS) in Q2FY26 was Rs. 4.08

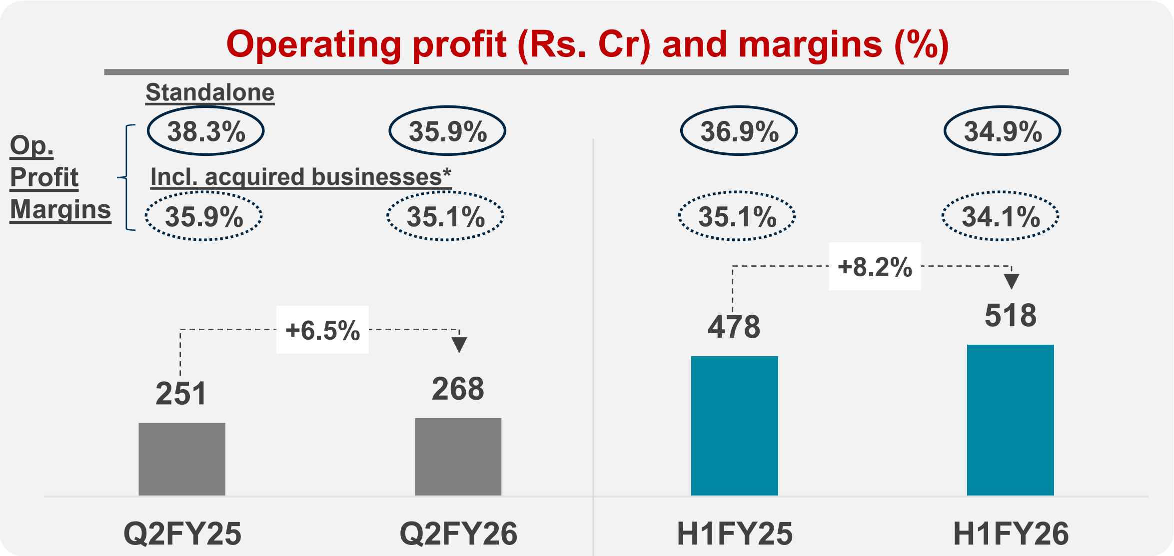
4. Cash generated from operations (before taxes) of Rs. 292.5cr in Q2FY26;
Cash balance as of Sep 30, 2025 on a standalone basis (incl. wholly owned subsidiaries) was Rs. 4,823cr

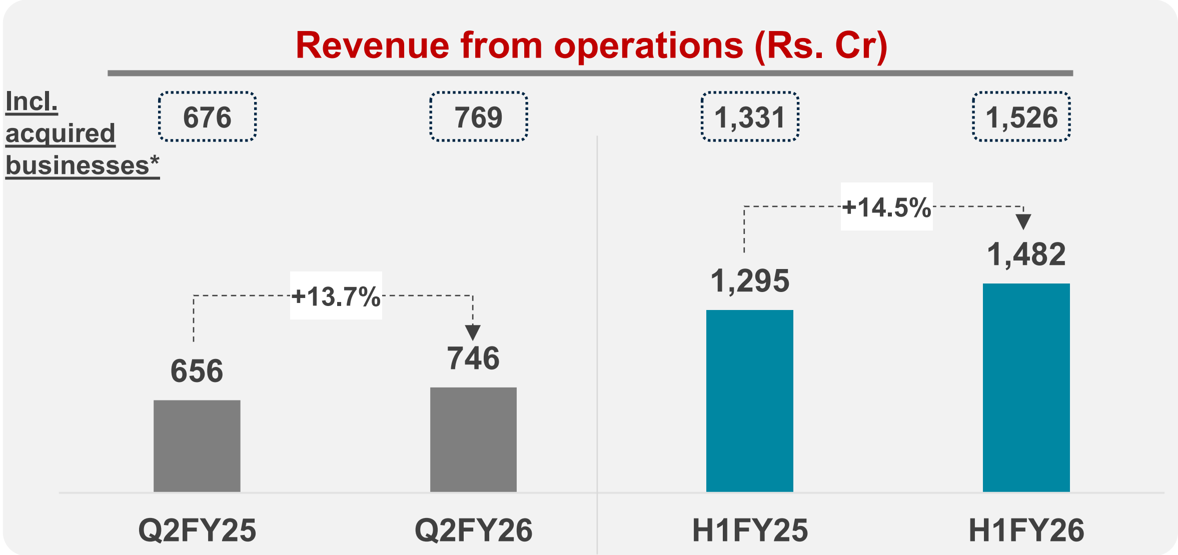
5. Employee count as of Sep 30, 2025 was 6,238

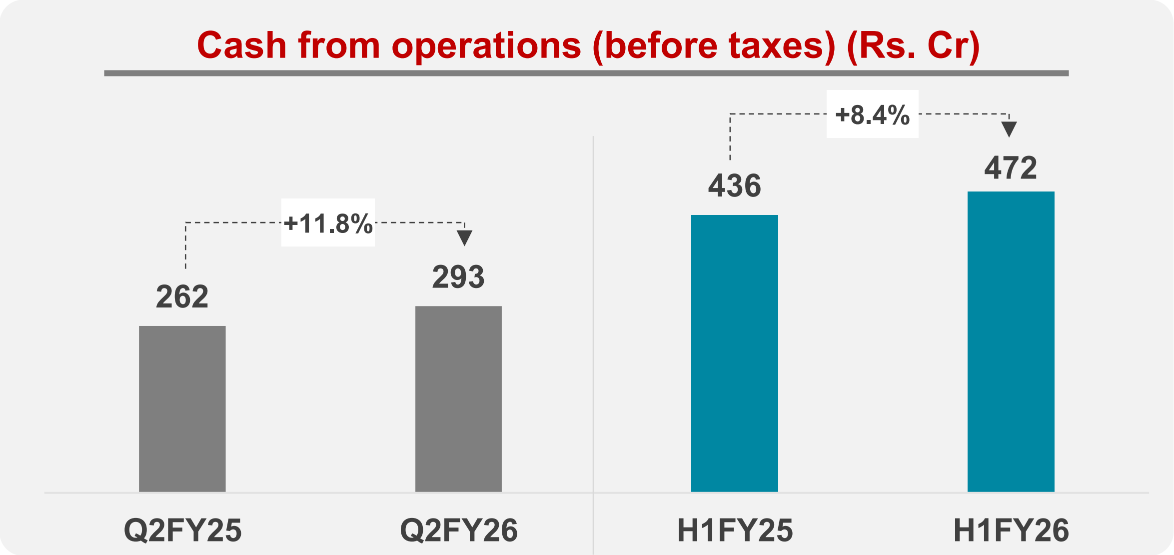
Note: 1. Earning per share is before exceptional items (net of taxes and deferred taxes).

InfoEdge Q2FY26 highlights: Billings and revenue continued to remain steady while cash generation improved by 11.8% YoY in Q2FY26







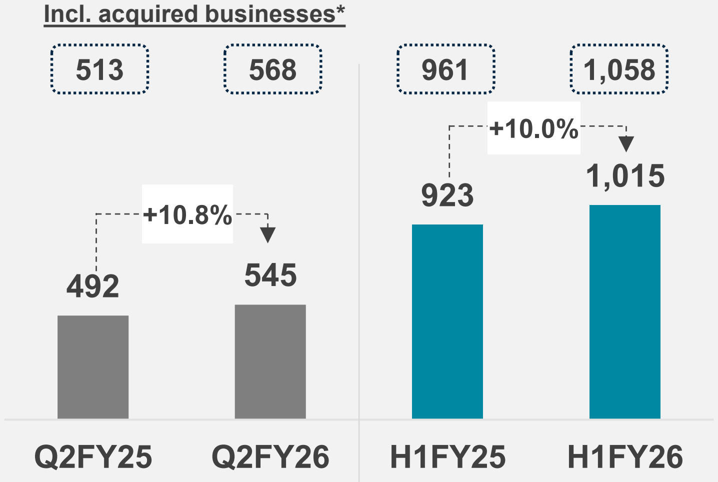


Note: Revenue and billings in charts are on a standalone basis and the same including acquired businesses are in dotted boxes; Acquired businesses include Zwayam and DoSelect.

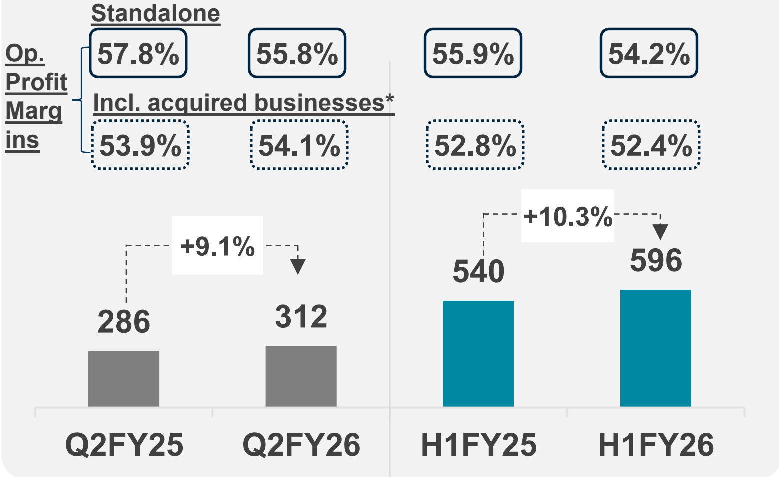
Business Segments Financial Performance

Recruitment business: Billings grew by 11% during the quarter, while cash generation improved by 13%

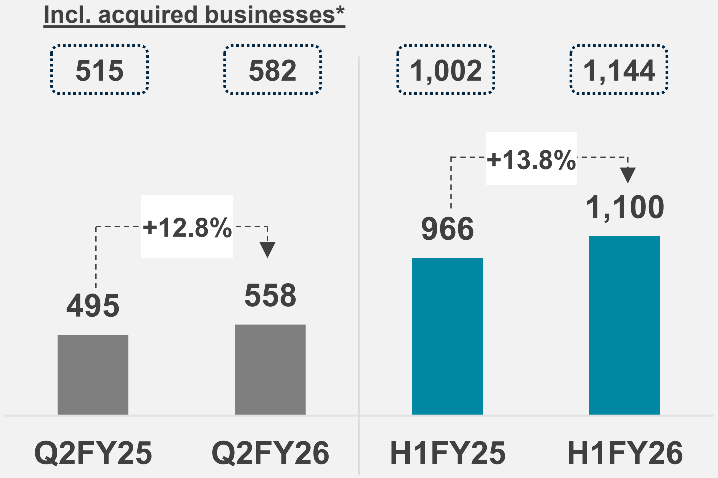
Billings (Rs. Cr)



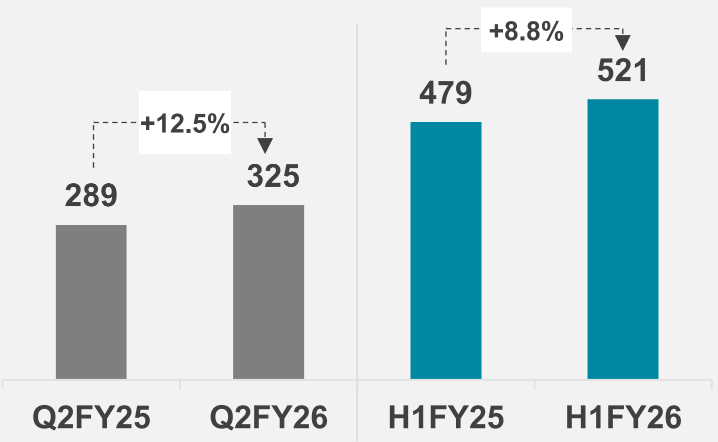
Op. profit (Rs. Cr) & margin (%)



Revenue from operations (Rs. Cr)



Cash from operations[1] (Rs. Cr)

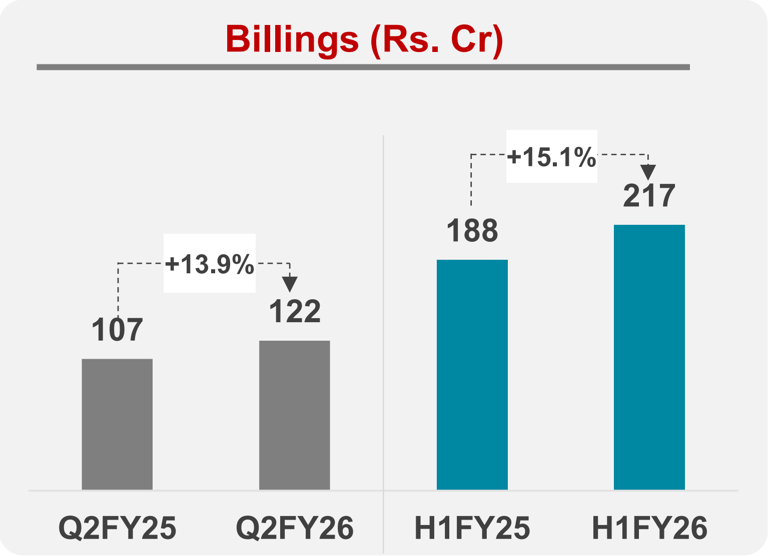


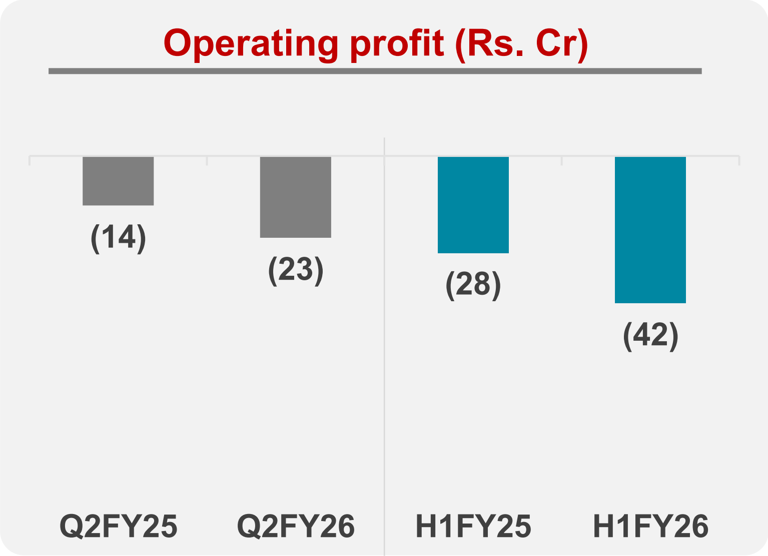
Q2FY26 highlights

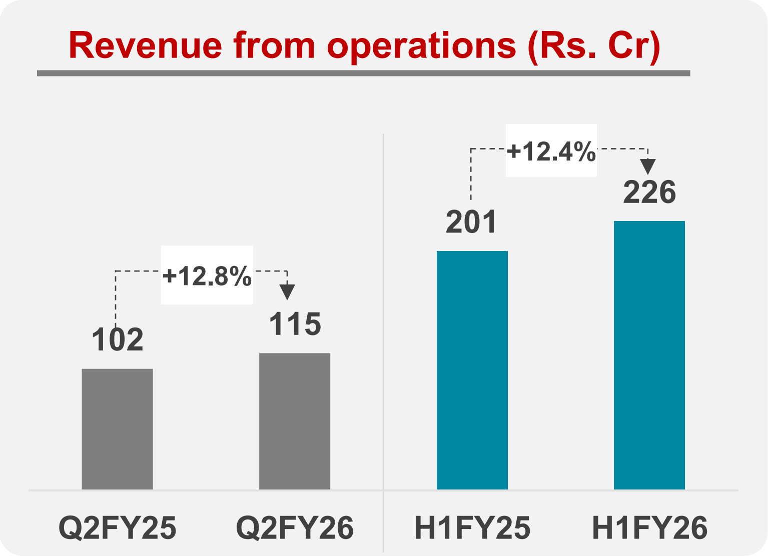
- Overall billings growth of 11% YoY.
- Tech, IT Services, BPM, etc. combined grew by 7%, GCCs by 18%, Other Sectors by 11%, and the Recruitment consultant segment by 9%.
- iimjobs and Naukri Fast Forward witnessed moderation in billings growth in Q2, while Naukri Gulf continued to grow well
- Recruiter and jobseeker engagement metrics, such as CV searches, views, CV additions, modifications, traffic, etc., remained resilient during the quarter.
- Naukri database is now comprised of 111 million resumes; Avg. number of resumes added daily was 26k in Q2FY26.

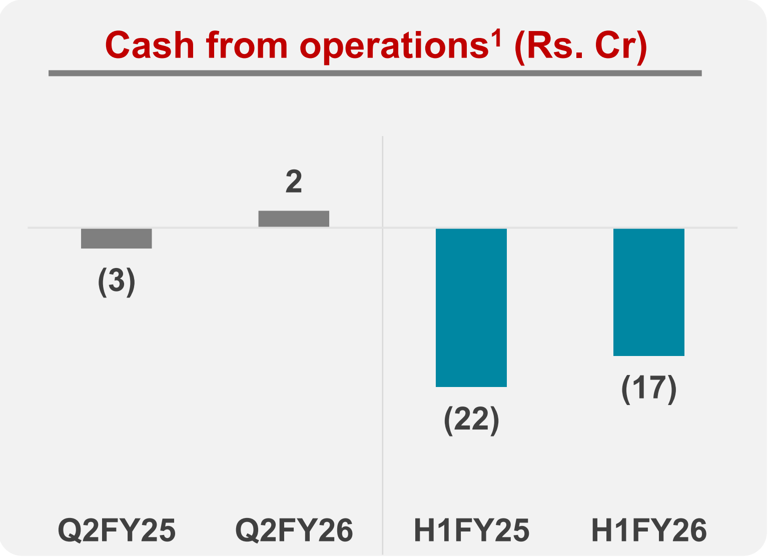
Note: 1. before taxes.

99Acres: Billings continued to grow at mid-teens in Q2, while the business continue to gain market share









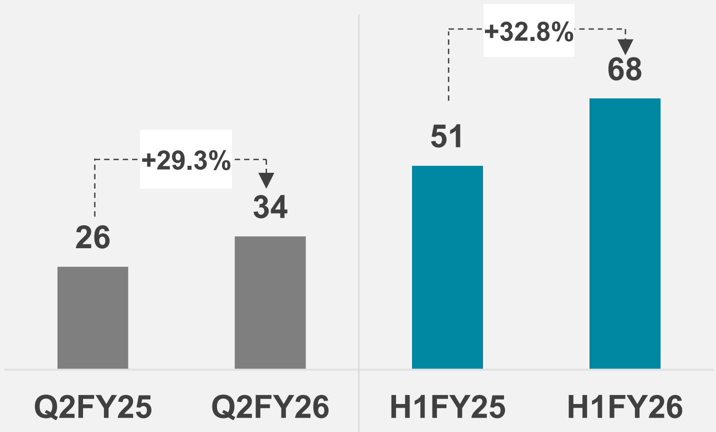
Q2FY26 highlights

- Billing growth in Q2 was driven by improvements in both the number of billed customers and average billing per customer.
- Broker and channel partner billings grew faster than developer billings.
- Live New project listings grew 23% YoY in Q2, and live resale plus rental listings from brokers grew 37% YoY in Q2.
- Continue to grow faster vis-a vis other classified players and gain market share; Traffic-time share was 49% by September, with the other two players in the mid-20s range.

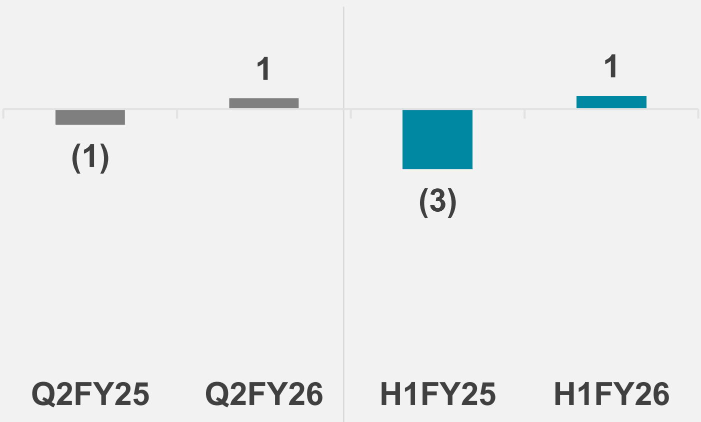
Note: 1. before taxes.

Jeevansathi: Billings momentum continued in Q2 with 29% YoY growth, as the business continued to operate at breakeven level

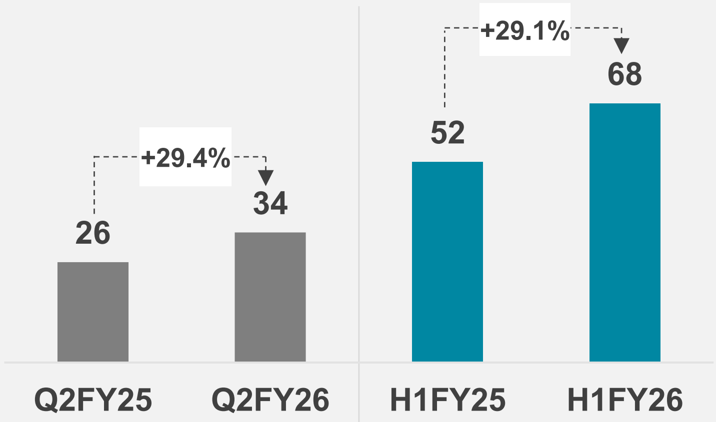
Billings (Rs. Cr)



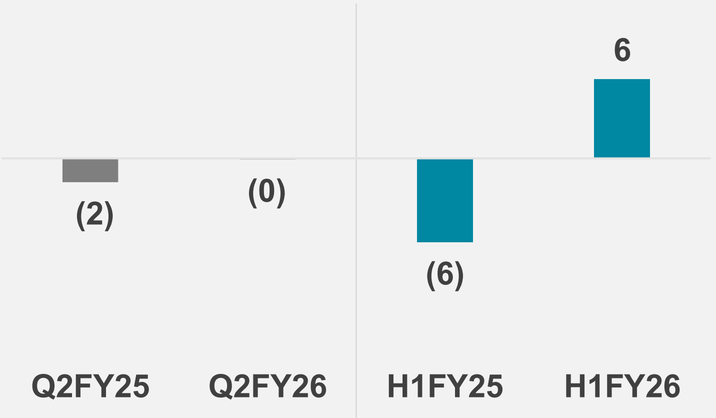
Operating profit (Rs. Cr)



Revenue from operations (Rs. Cr)



Cash from operations[1] (Rs. Cr)



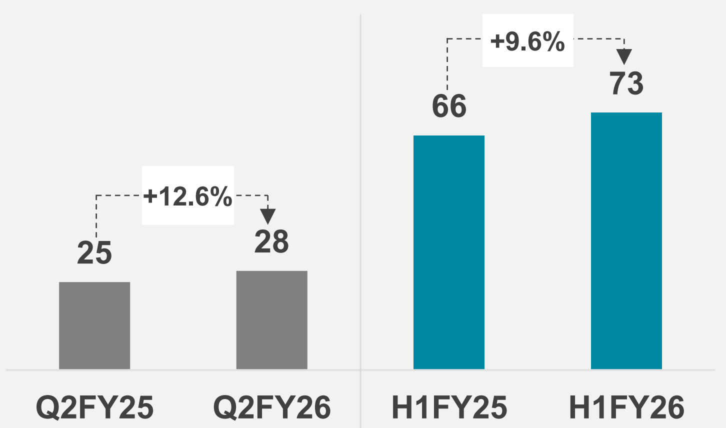
Q2FY26 highlights

- 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
- The business continued to achieve operating breakeven and generated cash from operations in Q2.

Note: 1. before taxes.

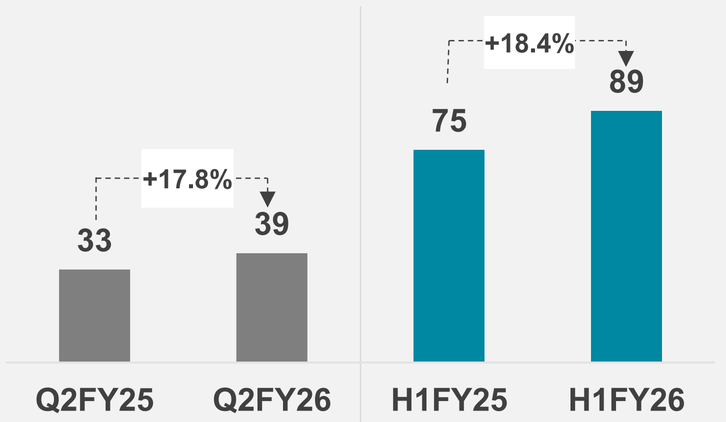
Shiksha: Billings grew 13% YoY in Q2, while the business remained profitable at the operating level

Billings (Rs. Cr)

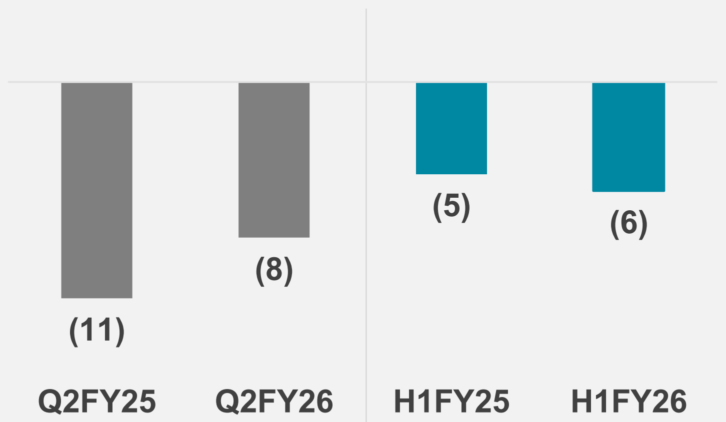


Operating profit (Rs. Cr)

Revenue from operations (Rs. Cr)



Cash from operations[1] (Rs. Cr)



Q2FY26 highlights

- In Q2FY26, billings grew by 13% YoY and revenue grew by 18% YoY.
- The 13% billing growth was even across domestic and study abroad business.
- 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.

Note: 1. before taxes.

Consolidated Financial Performance

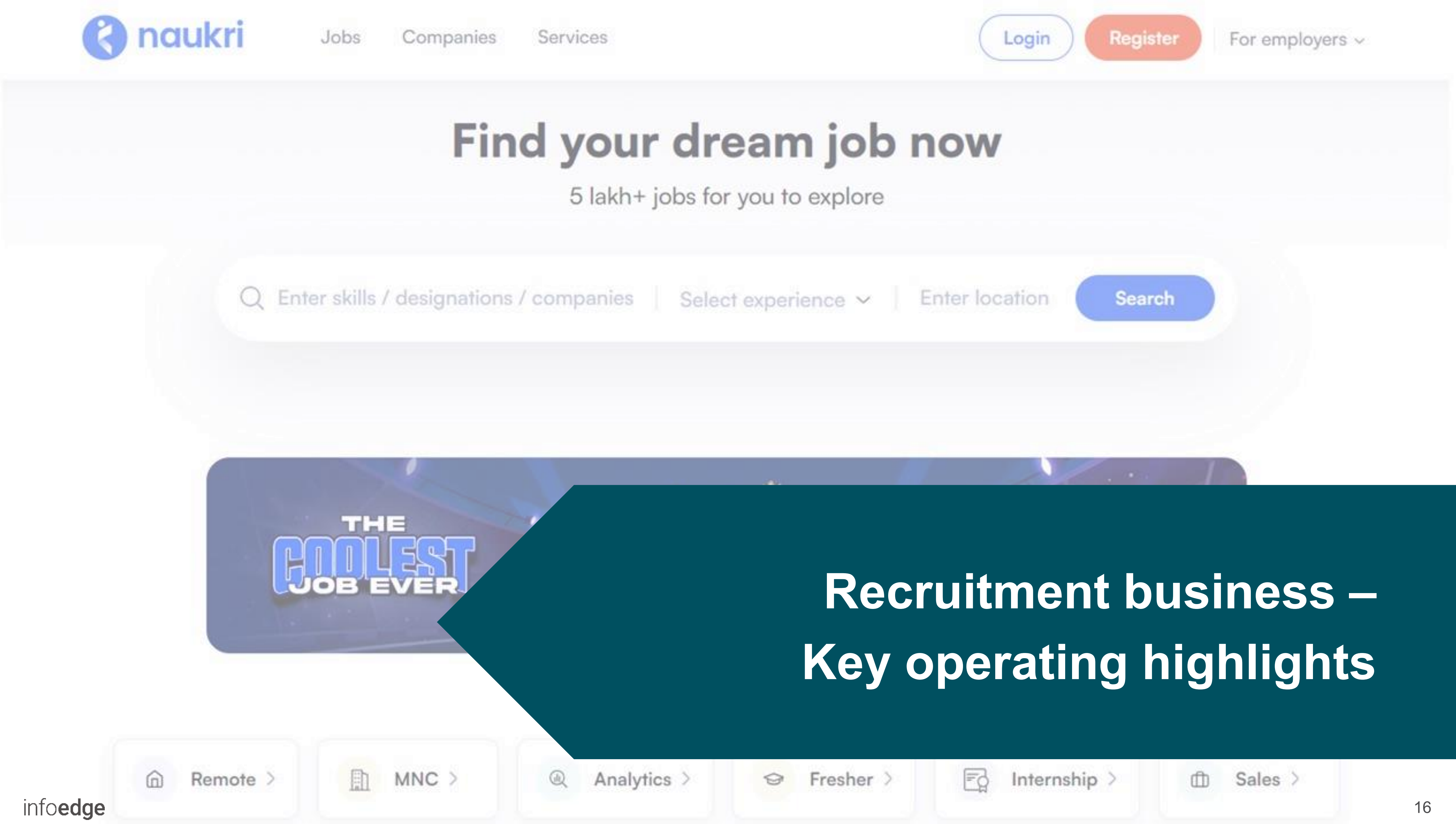
Summary of consolidated financial performance for Q2FY26

- At the consolidated level, the net sales for the Company stood at Rs. 805.5cr in Q2FY26 versus Rs. 700.8cr for Q2FY25.
- The total comprehensive income was Rs. 6,070.0cr in Q2FY26 vs. Rs. 8,170.2cr in Q2FY25.
- Profit before tax (without exceptional items) in Q2FY26 was Rs 403.7cr, compared to Rs 335.3cr in Q2FY25.

Operational Highlights

Info Edge businesses

Core Operating Businesses	Strategic Investments	Financial Investments
Recruitment naukri **Real Estate** 99acres **Matchmaking** Jeevansathi **Education** shiksha	iimjobs.com zwayam doselect by naukri AmbitionBox hirist.tech The Premium Tech-Job Specialist codingninjas aisle	eternal pb Fintech infoedge ventures



Recruitment business – Key operating highlights

Recruitment business – Key highlights

Dominant Traffic Share among peers

Rs. 545cr
Q2FY26 Billings

Rs. 312cr
Q2FY26 Operating Profit

55.8%
Q2FY26 Operating Profit margin

Rs. 325cr
Q2FY26 Cash from Operations[3]

75%+
Traffic Share[1]

111 million
Resume database[2]

~46k
Billed Customers[2]

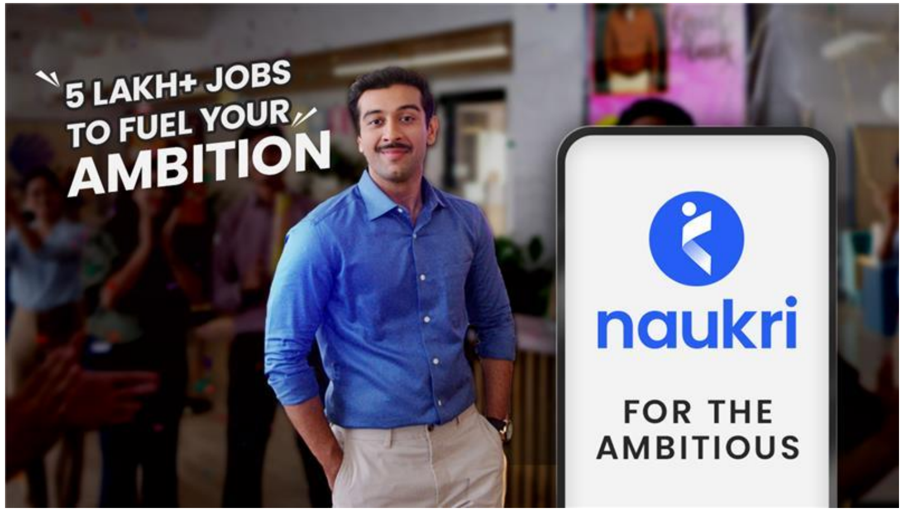
611k
Job listings[2]

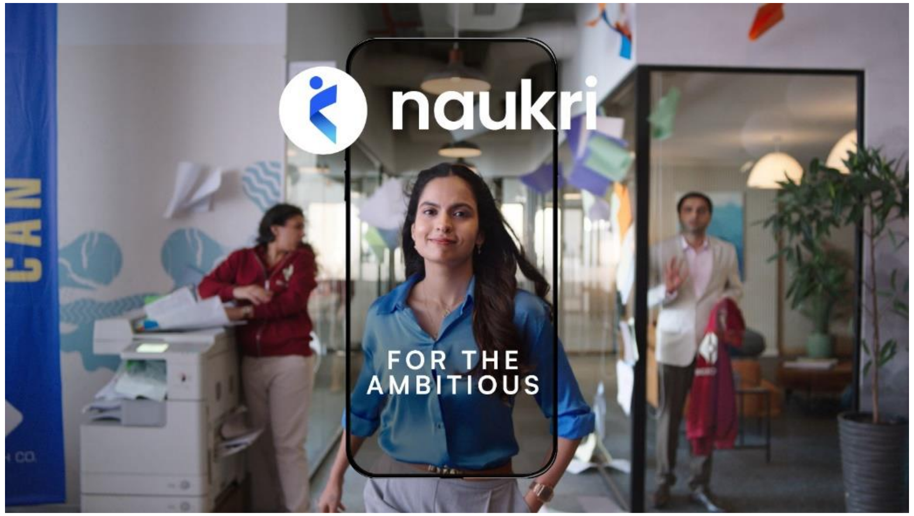
26k
Resumes added daily[2]

735k
Resumes modified daily[2]

172k
Job seekers availed premium services[2]

995k
Avg. resume searches daily[2]

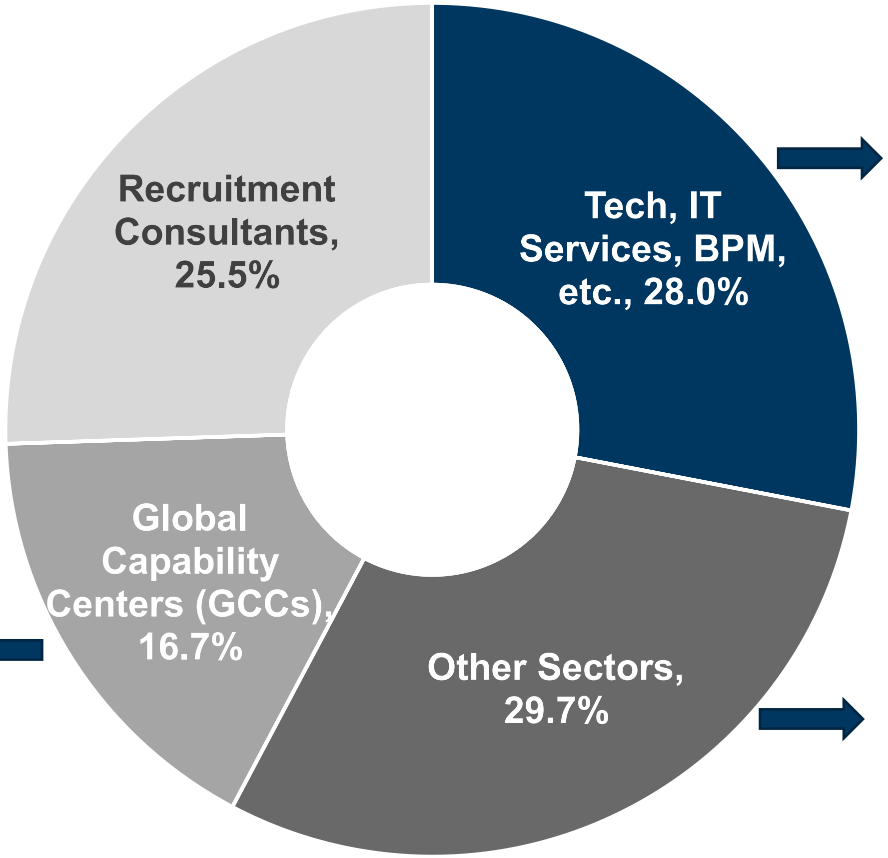




Notes:[1] Traffic shares as of Jun'22 basis SimilarWeb data and comparison includes Naukri, Monster, Times jobs, Shine, and Indeed; [2] for the period Q2FY26; [3] Before taxes.

Breakdown of billings by customer type

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



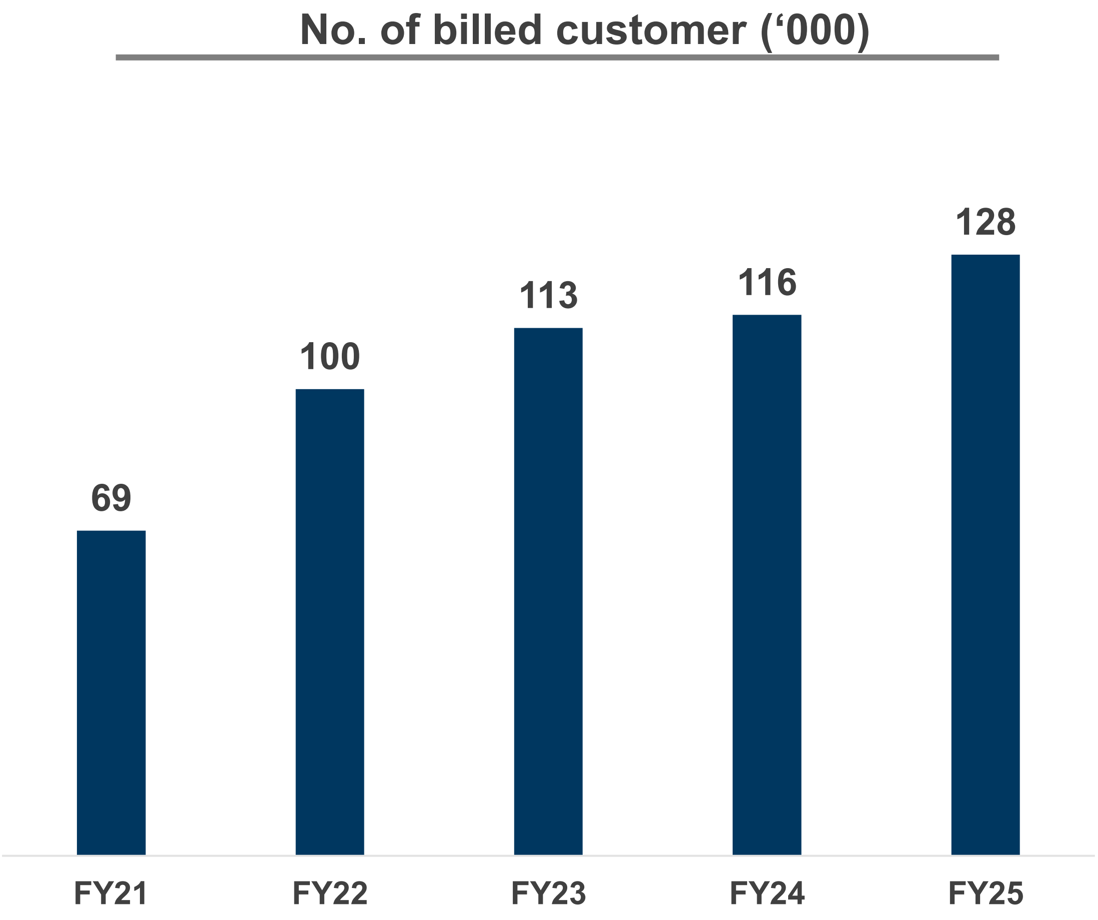
IT Services	19.4%
Tech companies	4.2%
BPM	3.1%

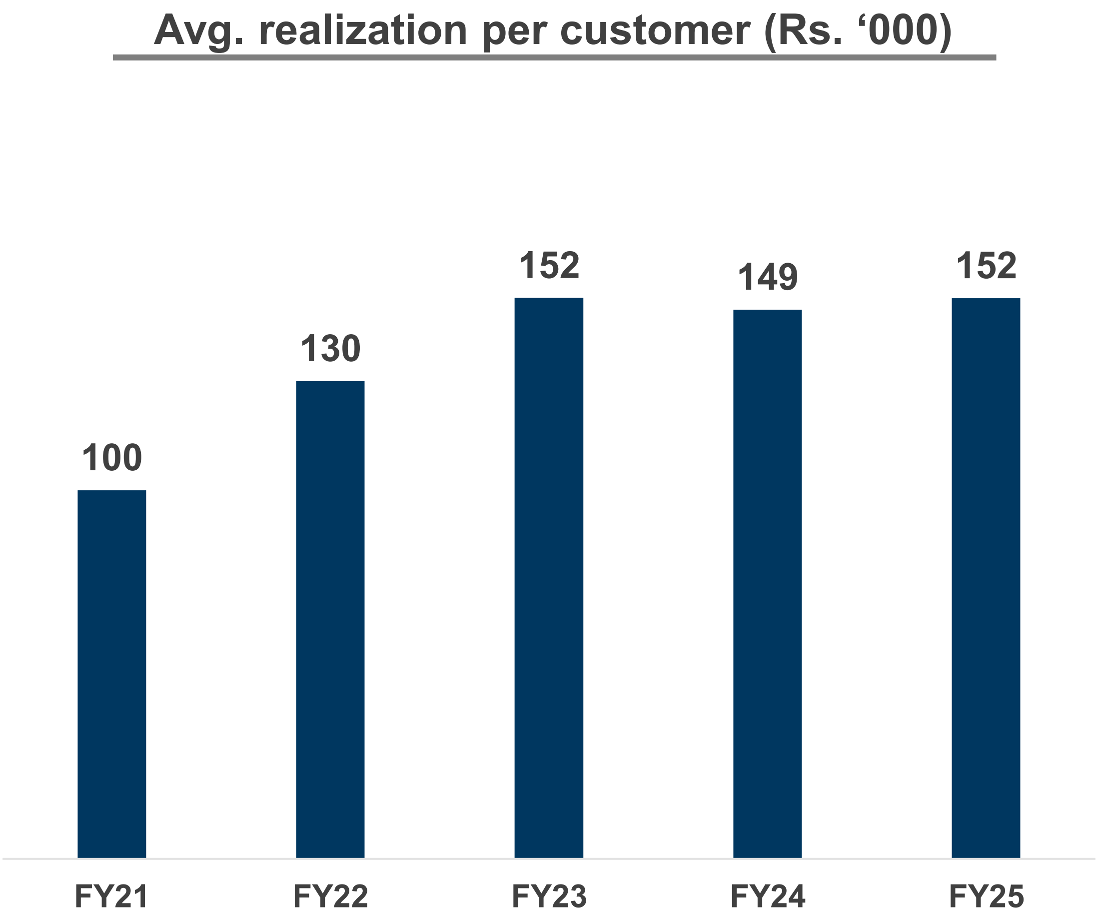
GCC – IT Services	5.9%
GCC – BPM	1.2%
GCC – Tech companies, etc.	3.2%
GCC – Others	6.4%

BFSI	5.2%
Infrastructure, Manufacturing & related sectors	10.5%
Rest of Other Sectors	14.0%

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.

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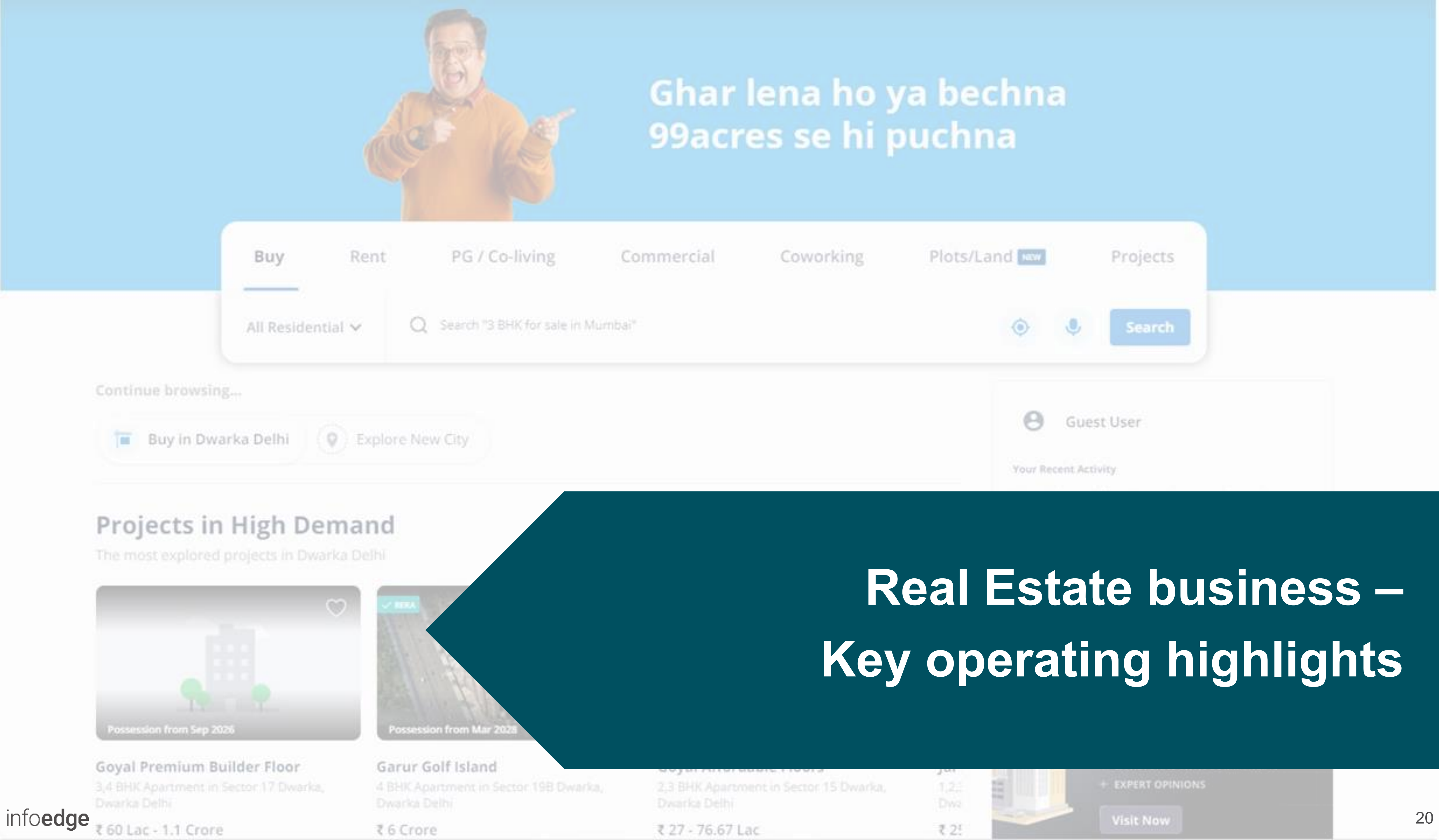
Note: The above figures are for Recruitment India B2B business. Realization is calculated based on billings within the respective period.



Real Estate business – Key operating highlights

99Acres – Key highlights

Rs. 122cr
Q2FY26 Billings

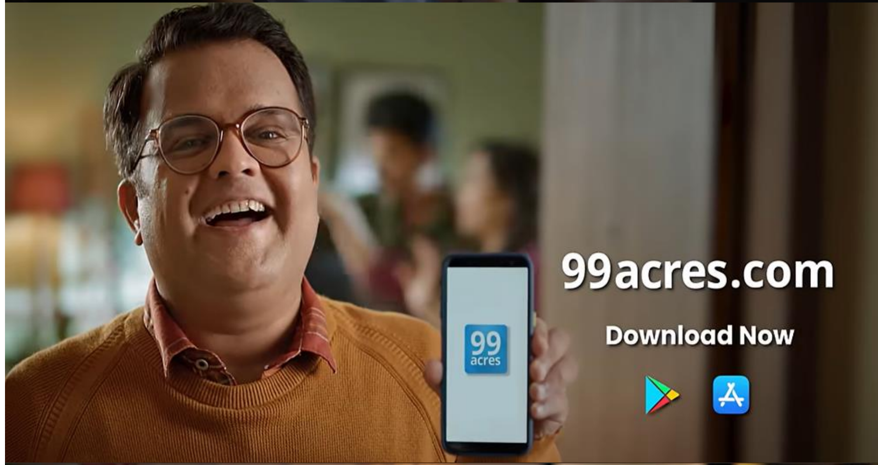
14%
YoY Billings growth (Q2FY26)

(Rs. 23cr)
Q2FY26 Operating Profit

Rs. 2cr
Q2FY26 Cash flow from operations

193k+[1]
Total projects

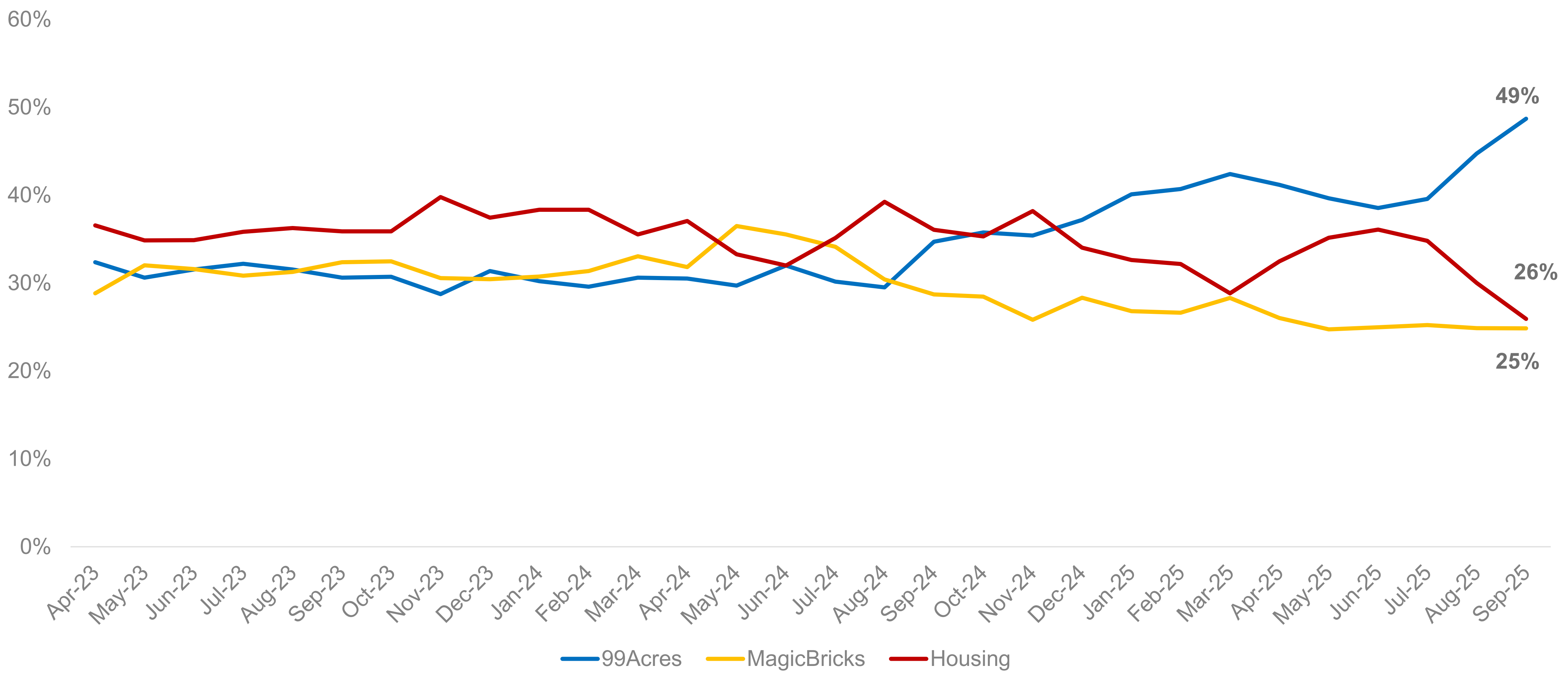
1.2Mn[2]
Total listings



Notes:[1] As of September 2025; [2] As on Sep 30, 2025 and includes 503k+ owner listings

99Acres traffic time share

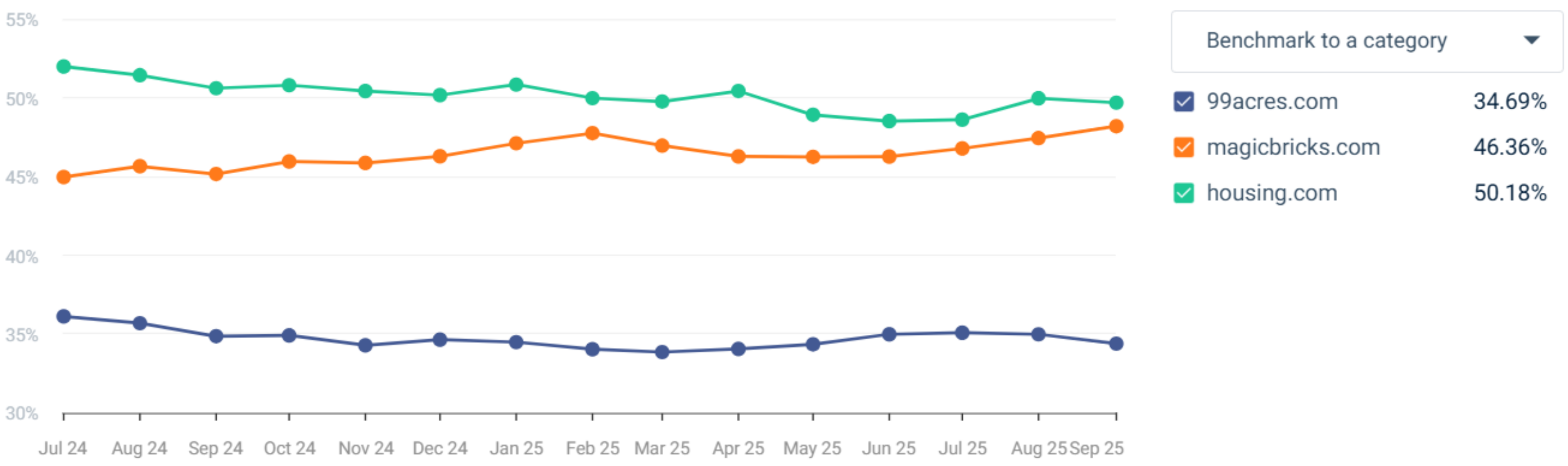
Overall traffic (from desktops & laptops, web mobile)



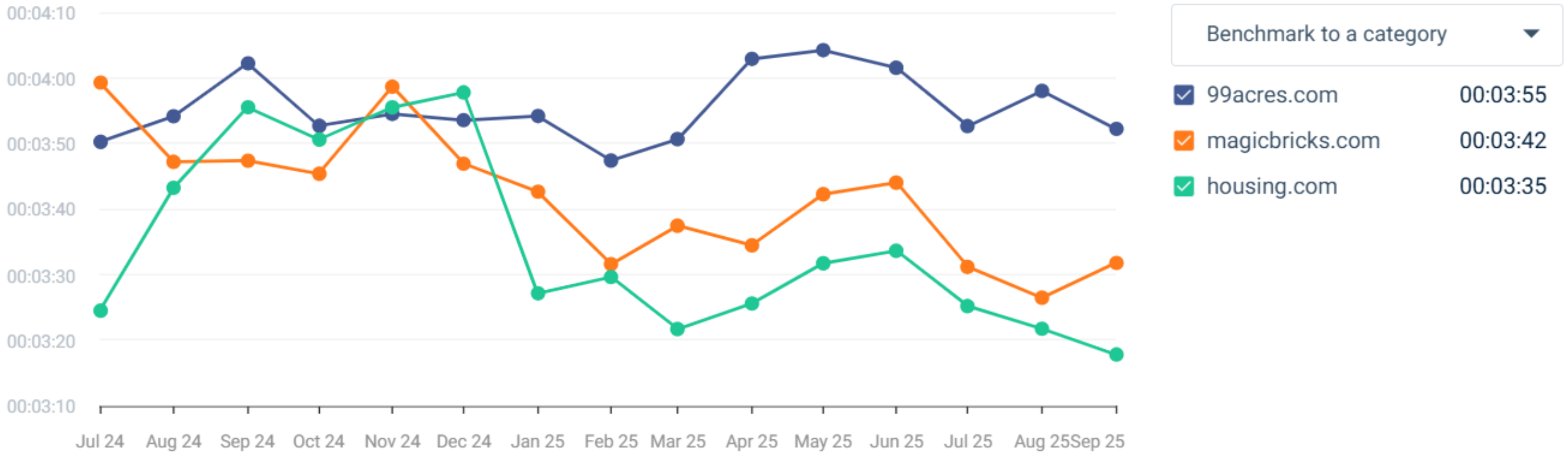
Source: SimilarWeb

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



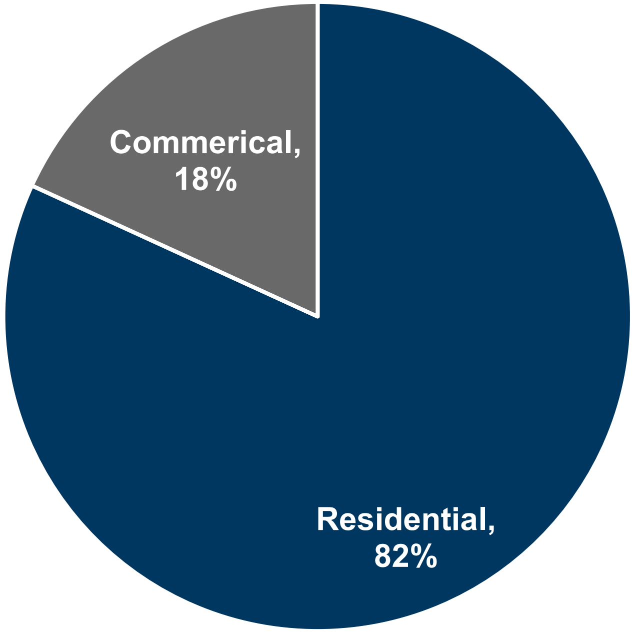
Higher time spent by buyers and tenants on 99Acres platform demonstrating high engagement



Source: SimilarWeb; Desktop + Mobile Web

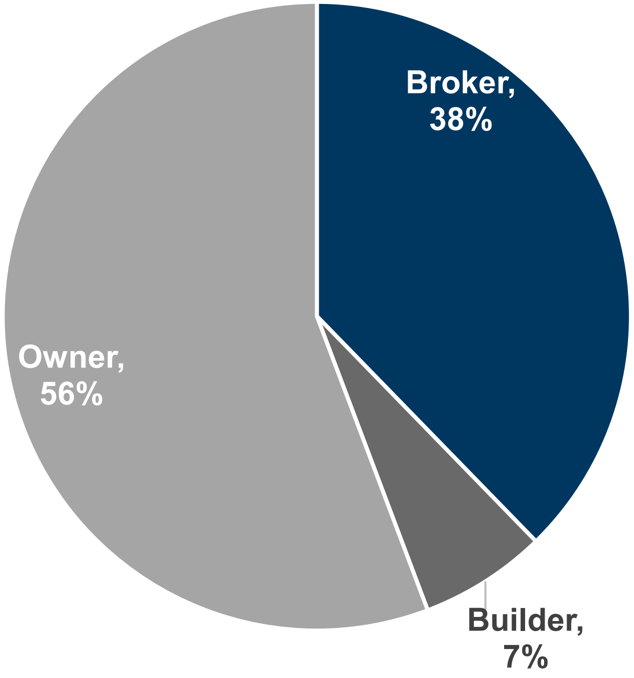
Key business metrics for 99Acres

Distribution of total 1.2Mn listings



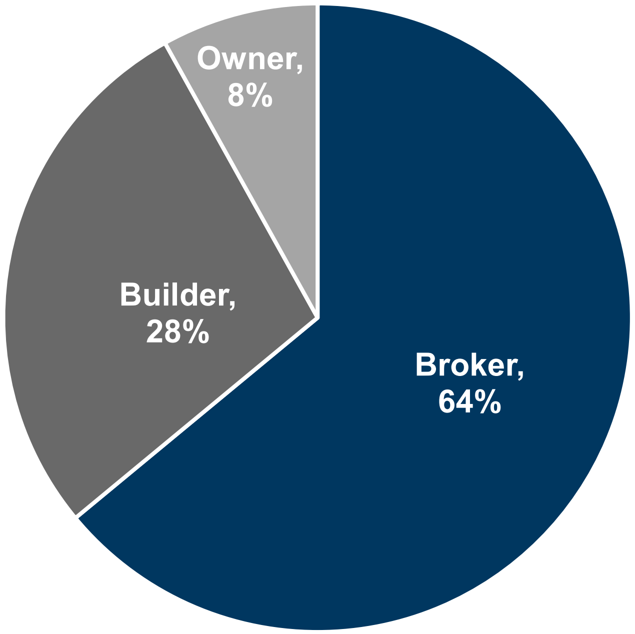
As of Sep 30, 2025

Distribution of 93.7K total customer base

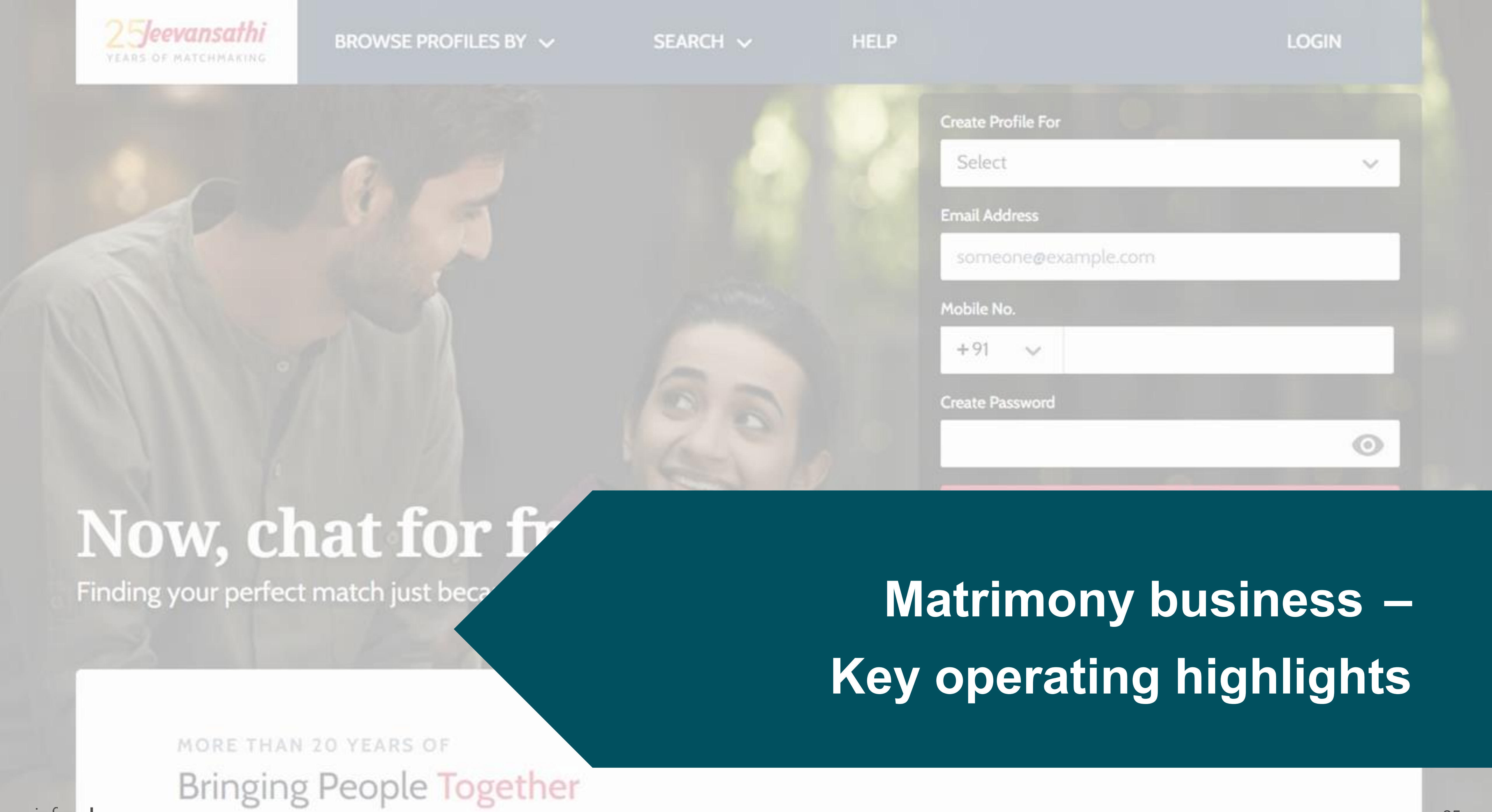


Oct'24 to Sep'25

Billing breakdown by customer type



Oct'24 to Sep'25



Matrimony business – Key operating highlights

Jeevansathi – Key highlights

Rs. 34cr
Q2FY26 Billings

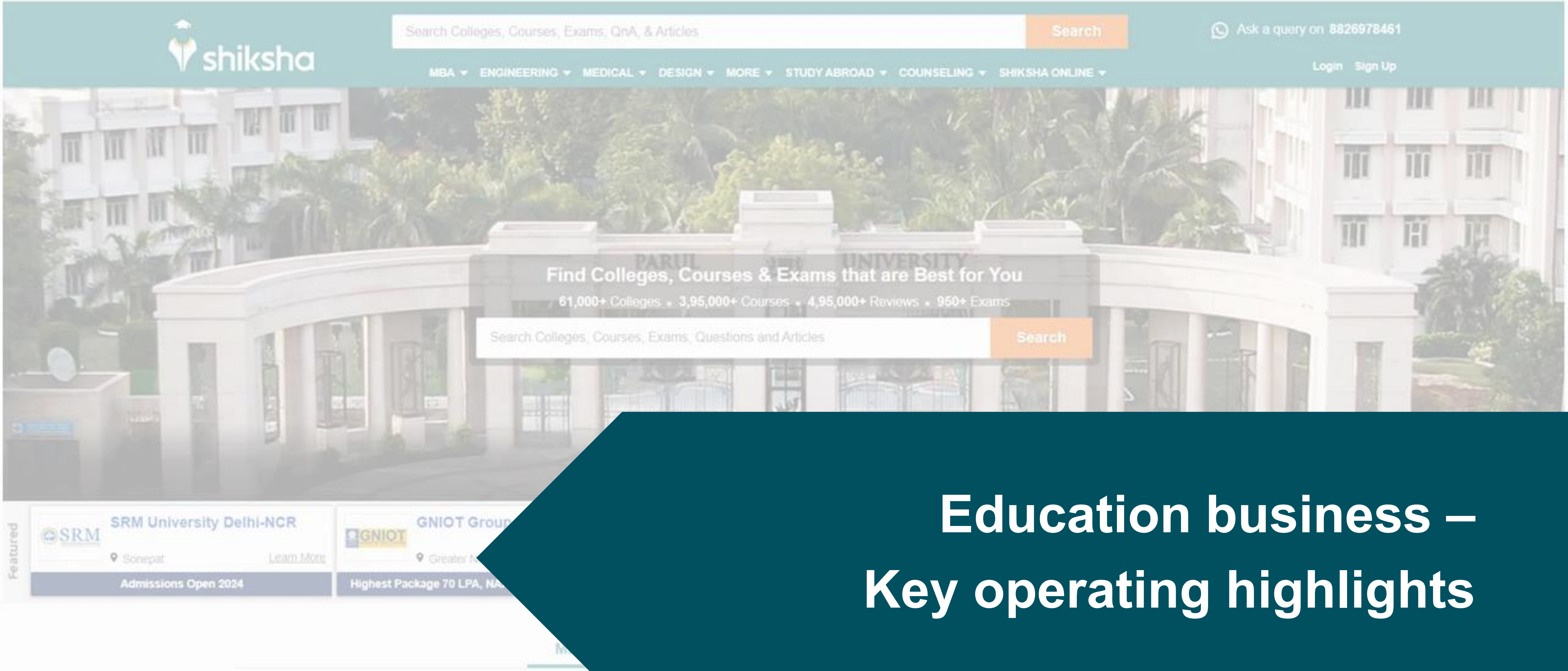
29%+
YoY Billings growth (Q2FY26)

Rs. 1cr
Q2FY26 Operating Profit

Breakeven
Q2FY26 Cash flow from operations

90%+
User traffic & time spent on Android and iOS apps

~21%
Yearly reduction in marketing spends in FY25



Education business – Key operating highlights

Shiksha – Key highlights

67,000+
colleges

5,50,000+
course listings

1100+
entrance exams

1450+
unique clients

900 mn+
annual page views

415 mn+
annual visits

9.5 mn+
annual registrations

2.5 mn+
questions asked

6,85,000
student/alumni reviews

Investments

Financial Investments in technology-based Startups

Investments in Listed Entities

eternal
Shareholding: 12.43%

pb Fintech
Shareholding: 12.52%

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 Sep 30, 2025 (Rs. Cr.)	Diluted and converted shareholding %
Eternal	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 Sep 30, 2025 (Rs. Cr.)	Diluted and converted shareholding % (Actual)
Aisle Network Private Limited	Https://www.aisle.co/	82.1	96.35%
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	47.93%
International Educational Gateway Private Limited	https://www.univariety.com/	1.0	47.12%
Total		**410.6**	

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

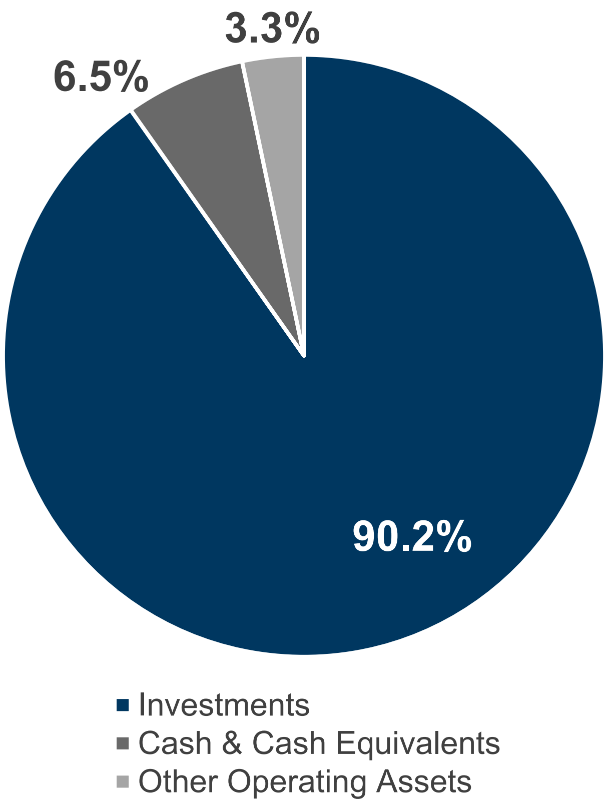
Investee Company	Prominent Domain names	Carrying value of investment as of Sep 30, 2025 (Rs. Cr.)	Diluted and converted shareholding % (Actual)
Agstack Technologies Private Limited	http://www.gramophone.in/	42.5	43.44%
Printo Document Services Private Limited	http://www.printo.in/	36.8	36.09%
Shop Kirana 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	22.56%
Crisp Analytics Private Limited	https://lumiq.ai/	2.7	2.50%
Unbox robotics Labs Private Limited	https://unboxrobotics.com/	11.6	5.70%
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	1.10%
String Bio Private Limited	https://www.stringbio.com/	16.5	0.93%
Sploot Private Limited	https://sploot.space/	13.9	31.91%
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	5.56%
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/	12.8	1.00%
Total		**654.1**	

Note: Greytip Software Private Limited has been classified as financial investment from JV in Q2FY25 subsequent to majority stake acquisition by external investor through primary funding as well as secondary purchase.

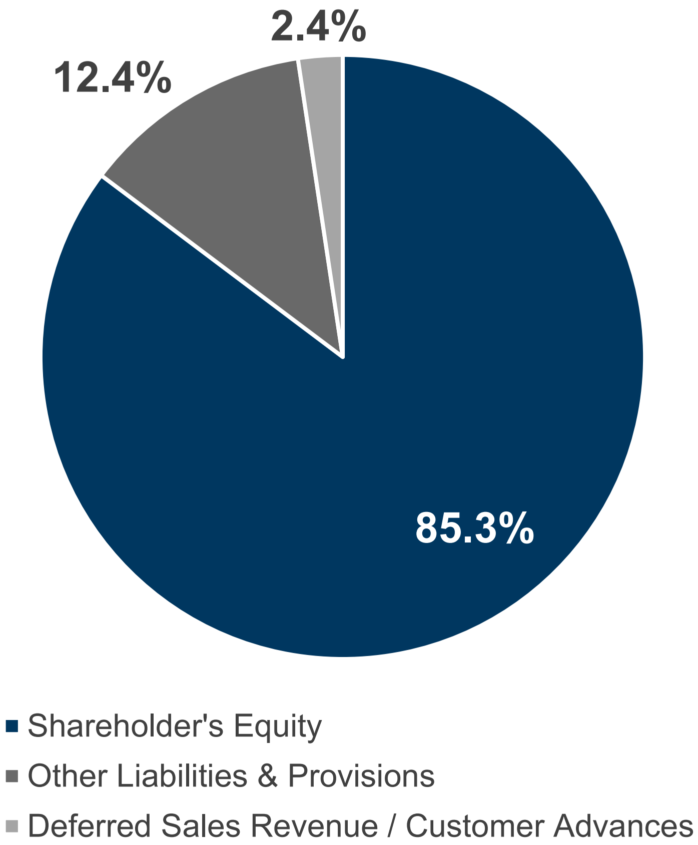
Balance Sheet Summary & Data Sheet

Standalone Balance Sheet Summary as of Sep 30, 2025

Assets (Total: Rs. 52,787cr)



Liabilities (Total: Rs. 52,787cr)



Data sheet – Q2FY26 (1/2)

As at end of/ during	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)	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)	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)	735	688	645	498	624	572	562	482	495	498	479	420	491	411	585	509	450
Number of billed customers* (in '000)	46	47	50	42	42	41	43	38	40	40	43	38	40	41	128	116	113
Billing distribution*																	
- Tech, IT Services, BPM, etc.	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	31.9%	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	25.0%	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	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)	1,580	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)	1,140	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 – Q2FY26 (2/2)

As at end of/ during	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	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	1,224	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	335	347	319	276	259	254	258	203	197	188	205	171	169	176	1,109	846	721
Education business	281	448	518	441	249	415	447	393	257	333	409	278	248	304	1,624	1,430	1,239
Total Billing	**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	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	1,151	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	339	337	303	271	262	262	242	220	197	194	188	179	181	229	1,098	853	776
Education business	388	504	398	353	329	424	392	341	300	358	320	277	259	313	1,504	1,391	1,169
Total revenue from operations	**7,460**	**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	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	1,898	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	203	207	197	181	176	179	187	171	188	187	194	177	184	196	197	187	194
Education business	291	382	443	326	251	316	326	281	224	262	288	200	196	211	443	326	288
Total deferred sales revenue	**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	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	(234)	(187)	(149)	(48)	(142)	(137)	(152)	(147)	(165)	(225)	(221)	(260)	(324)	(380)	(475)	(688)	(1,185)
Matrimony business	5	1	(23)	(67)	(7)	(21)	(94)	(138)	(175)	(181)	(228)	(263)	(276)	(287)	(118)	(587)	(1,054)
Education business	19	63	(5)	(11)	(33)	44	63	2	(28)	(10)	11	(1)	(28)	53	(5)	28	35
Total	**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 unallocatable expenses	(232)	(218)	(292)	(216)	(165)	(159)	(149)	(123)	(145)	(131)	(139)	(117)	(128)	(116)	(832)	(549)	(500)
Add unallocated income	820	960	784	781	803	770	728	650	636	578	437	396	499	419	3,138	2,592	1,751
Exceptional item	52,001	-	76	(593)	1,080	-	(121)	-	(50)	-	(187)	(2,760)	-	-	564	(171)	(2,947)
Profit Before Tax	**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	**6,238**	**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**

Note: FY22 numbers are after merger impact

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