



Earnings Presentation

Quarter ending September 30, 2026

infoedge



naukri

99acres

Jeevansathi



shiksha

Safe Harbor

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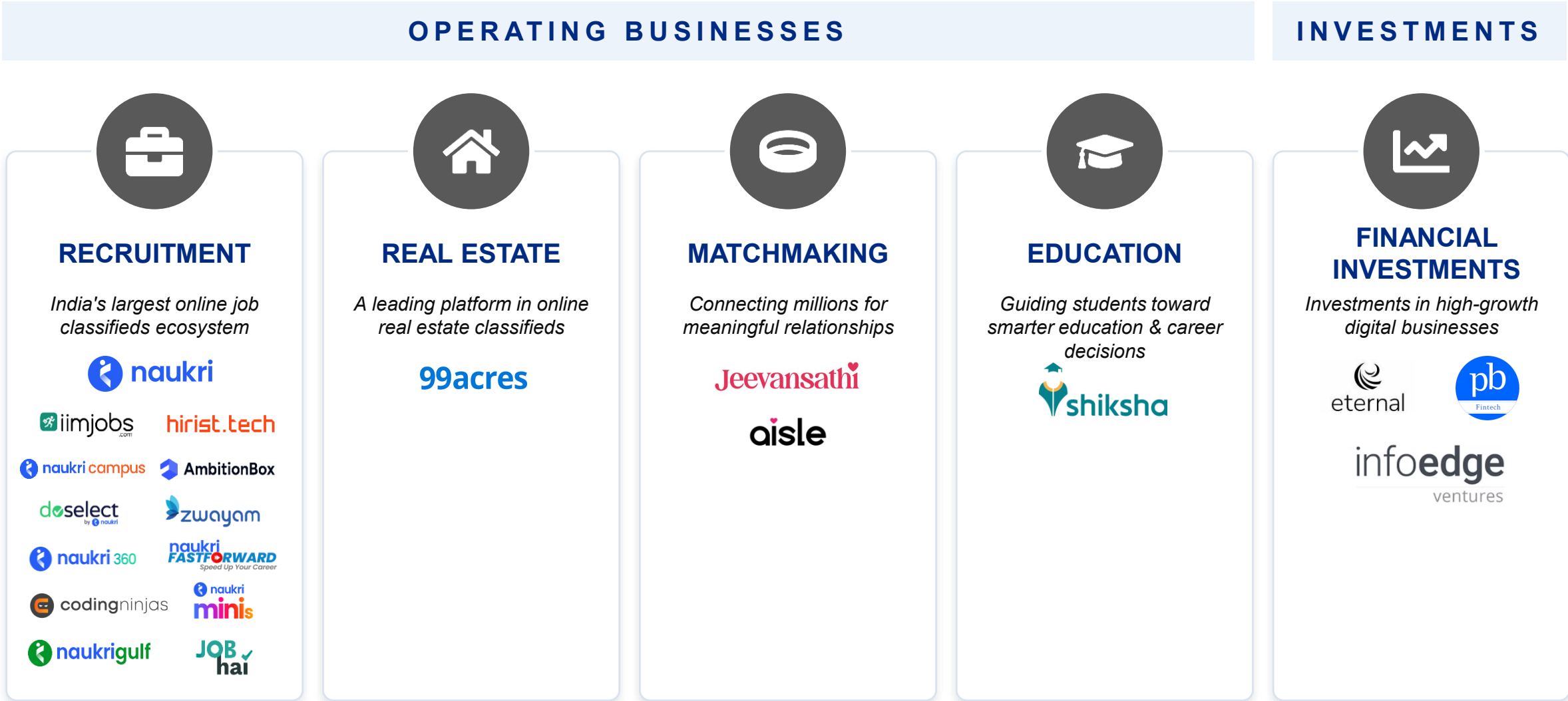
This presentation contains the Company’s audited financial information as at and for the period ending March 31, 2026 and as at and for the quarter ended September 30, 2026. Investors should be aware that such financial information may be subject to certain adjustments during the course of audit/review 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 September 30, 2026 or for the quarter ended September 30, 2026, unless indicated otherwise.
- Q2FY27 or Q2FY26-27 means the period commencing on July 01, 2026, and ending on September 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



Business Highlights

Healthy operating performance across the quarter and half year

Q2FY27 and H1FY27 highlights – Improved growth trajectory led by major businesses

▲ YoY Growth

BILLINGS

Q2FY27

₹822cr

▲ 12.8%

H1FY27

₹1,559cr

▲ 13.5%

REVENUE

Q2FY27

₹842cr

▲ 12.8%

H1FY27

₹1,666cr

▲ 12.4%

OPERATING PBT

Q2FY27

₹347cr

▲ 29.8%

H1FY27

₹681cr

▲ 31.6%

OPERATING PBT MARGINS

Q2FY27

41.3%

▲ 541Bps

H1FY27

40.9%

▲ 596bps

PROFIT BEFORE TAXES (including Other Income)¹

Q2FY27

₹ 432cr

▲ 23.7%

H1FY27

₹859cr

▲ 23.5%

CASH FROM OPERATIONS

Q2FY27

₹373cr

▲ 27.4%

H1FY27

₹598cr

▲ 26.6%

EPS²

Q2FY27

₹5.15

▲ 26.3%

H1FY27

₹10.05

▲ 24.2%

CASH BALANCE³

₹4,976cr

Q2FY27 and H1FY27 highlights – Standalone including acquired businesses and consolidated performance

▲ YoY Growth

INFO EDGE - STANDALONE (including acquired businesses¹)

BILLINGS

Q2FY27	H1FY27
₹883cr	₹1,679cr
▲ 12.0%	▲ 13.0%

REVENUE

Q2FY27	H1FY27
₹904cr	₹1,785cr
▲ 12.5%	▲ 12.1%

OPERATING PBT

Q2FY27	H1FY27
₹342cr	₹670cr
▲ 30.2%	▲ 31.5%

CASH FROM OPERATIONS

Q2FY27	H1FY27
₹369cr	₹595cr
▲ 23.5%	▲ 23.9%

INFO EDGE - CONSOLIDATED PERFORMANCE

NET SALES

Q2FY27	H1FY27
₹ 904cr	₹1,785cr
▲ 12.2%	▲ 11.8%

PROFIT BEFORE TAXES (including Other Income)²

Q2FY27	H1FY27
₹748cr	₹1,244cr
▲ 85.2%	▲ 48.2%

TOTAL COMPREHENSIVE INCOME

Q2FY27	H1FY27
₹3,514cr	₹8,662cr

KEY BUSINESS HIGHLIGHTS

Standalone billings (excl. Shiksha) grew over 14.4% in Q2 and about 15.7% in H1; AI now a high single-digit share of Recruitment topline

- | | | |
|----|---|--|
| 1. | Recruitment delivered broad-based growth | Billings grew 12.6% YoY in Q2 and 14.9% in H1, 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 21.2% YoY in Q2 and 19.2% in H1 as traffic and supply leadership translated into stronger growth while the business neared breakeven in the quarter. |
| 3. | Matchmaking delivered steady growth | Billings for Jeevansathi + Aisle combined grew by 23.1% YoY in Q2 and 21.7% in H1, while Jeevansathi was profitable at the operating level and Aisle continued to reduce losses. |
| 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 billings now a high single-digit share of Recruitment topline | Annualized run rate of ~₹240cr based on Q2, from AI-Rex and Talent Pulse for recruiters, and AI-led offerings such as mock interviews, Neo and the AI resume maker for jobseekers. |

Recruitment

India's largest online job classifieds ecosystem



RECRUITMENT STANDALONE

Billings grew by 12.6% in Q2 and 14.9% in H1, supported by 59% operating PBT margins

▲ YoY Growth

FINANCIAL PERFORMANCE – Q2FY27 & H1FY27

BILLINGS		REVENUE		OPERATING PBT		OPERATING PBT MARGINS		CASH FROM OPERATIONS	
Q2FY27	H1FY27	Q2FY27	H1FY27	Q2FY27	H1FY27	Q2FY27	H1FY27	Q2FY27	H1FY27
₹614cr	₹1,167cr	₹632cr	₹1,244cr	₹374cr	₹730cr	59.1%	58.7%	₹388cr	₹655cr
▲ 12.6%	▲ 14.9%	▲ 13.3%	▲ 13.1%	▲ 19.9%	▲ 22.5%	▲ 325Bps	▲ 448bps	▲ 19.5%	▲ 25.8%

KEY BUSINESS HIGHLIGHTS

- **Sector growth YoY:** In H1, Tech, IT, & BPM: 9%, Recruitment Consultants: 5%, Other Sectors: 16%, GCCs: 19%.
- **Candidate Services Business (B2C)** billings grew 37% in Q2, with paid conversion improving to 2.7% and online mix increasing to 59%. The business also operated at a healthy PBT margin of 64% in Q2, aided self-serve offerings.
- **AI billings now contributes a high single-digit share of Recruitment topline (~₹240cr annualized run rate)¹**
- **NaukriGulf** grew at 9% YoY in Q2, while the business remained highly profitable.
- **Recruitment business standalone (excluding Job Hai)** continued its high-margin trajectory at 62% in Q2.
- **Recruitment (including acquired businesses²)** generated billings of ₹662cr in Q2, revenue of ₹682cr in Q2 and operating PBT margins of 54% in Q2.

RECRUITMENT

Healthy operating metrics driving platform strength



120 Mn

Resume Database¹



699k

Job Listings²



20k

Resumes Added Daily²



313K

Paid Users on Naukri 360 +
Naukri FastForward³



902k

Profiles Modified Daily²



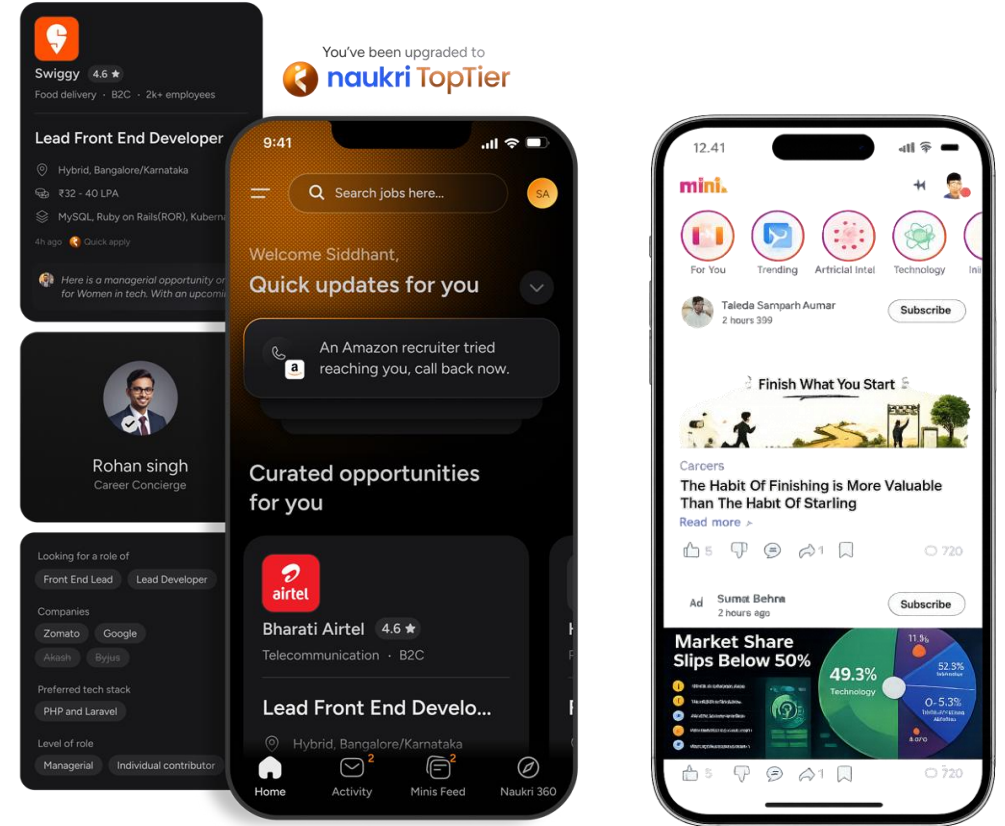
46k

Billed Corporate
Customers²



997k+

Avg. Resume Searches
Daily²



Naukri TopTier showing curated opportunities for premium jobseekers

High jobseeker engagement through Naukri Minis

AI IN RECRUITMENT

Our AI approach is anchored in four priorities, now contributing to topline and efficiency

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.

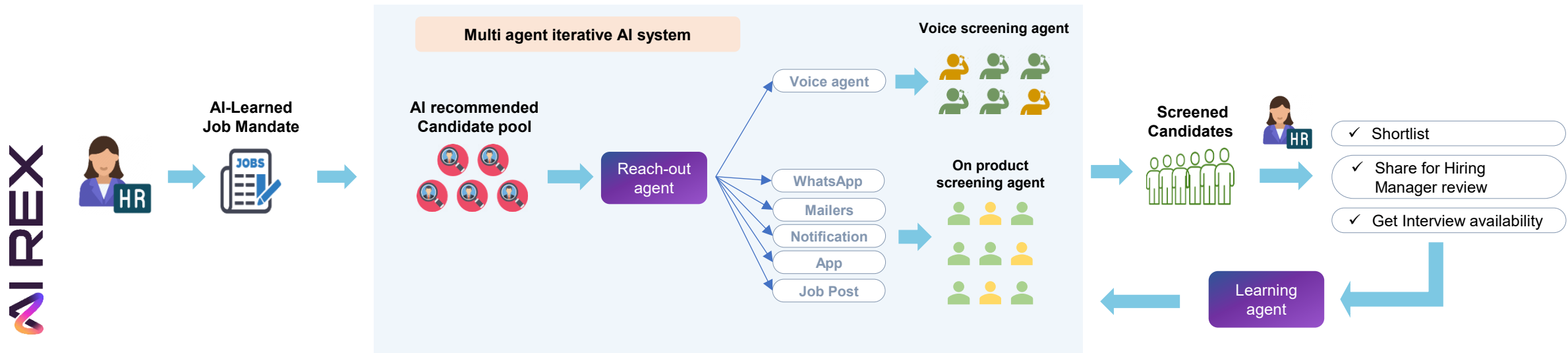
- GenAI enabling faster rollouts & scalable content
- More efficient marketing

AI billings now contributes a high single-digit share of Recruitment topline (~₹240cr annualized run rate)¹, while delivering 15-20% efficiency gains across workflows.

AI IN RECRUITMENT

Smarter, self-directed workflows that power next-generation products using agentic AI

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



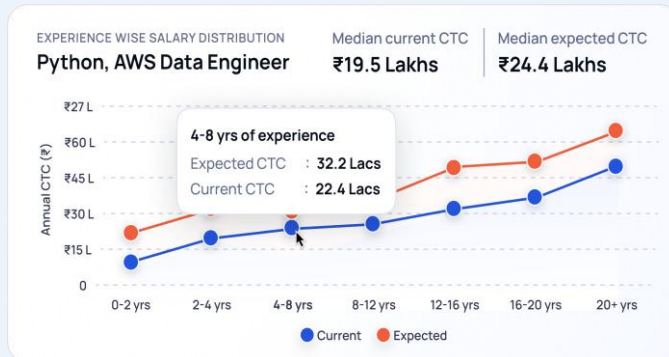
2,000+ paid customers¹ | Sourcing & screening time reduced from 10-15 days → Few hours

AI IN RECRUITMENT

Talent Pulse serves 750+ 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.

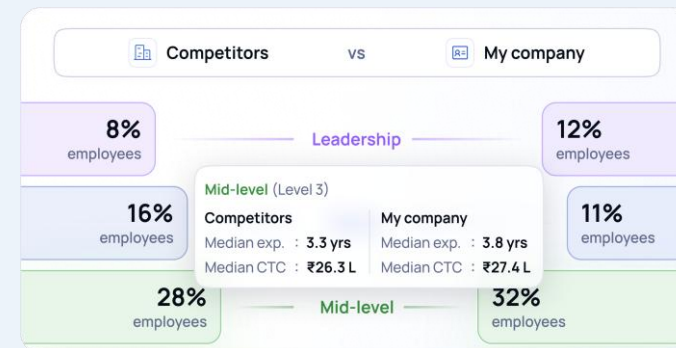
Talent matrix

Location vs Experience

Location	0-4 years	4-8 years	8-12 years
New Delhi	₹4.1 Lacs (234)	₹11.7 Lacs (127)	₹17.8 Lacs (145)
Hyderabad	₹3.8 Lacs (21)	₹10.5 Lacs (96) Active candidates: 96	₹15.1 Lacs (114)
Mumbai	₹5.3 Lacs (176)	₹12.6 Lacs (132)	₹21.3 Lacs (98)

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

AI IN RECRUITMENT

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

Active 9.7K ○ Passive 12.1K ○

Sort by AI-relevance Show 40 Page 1 of 243

Select all Add to Send NVites Active in 6 months

Hide Profiles

Filters

Premium filters Exclusive

NChecked 2.3K

Top institutes 3K

Keywords

Location

Experience (Years)

Anubhav Anand Set.. NChecked Trending Actively applying

10y 10m ₹ 50 Lacs Noida (Pref. Delhi NCR, Gurgaon...+2 more)

Current Staff Frontend Developer at Trellix

Previous Software Developer at Quinbay

Education M.tech National Institute Of Technology (NIT Surathkal) 2017 2014 B.tech IIT Delhi 2011

Skills HTML | Bootstrap | Next.js | CSS | React.js | Node.js | Babel Front end | New product development | Agile development +2 more

Notes CTC: ₹42L (Fixed) + ₹8L (Var) Expects > ₹56 L Serving notice

369 similar profiles

Comment Save

CV NChecked in 15 days Active in 3 months

View phone number

Verified phone & email

Worked : Computer Vision, Agentic AI, Video Analysis, Object

Naukri Verified Profile



7,000+

Enterprise Customers Using PremiumX¹



Naukri Verified
Profiles



Active + Passive
Talent Discovery

AI IN RECRUITMENT

Extending AI tools to help jobseekers make smarter career decisions



2.7%

Paid Penetration¹



59%

Online Mix B2C Revenue¹



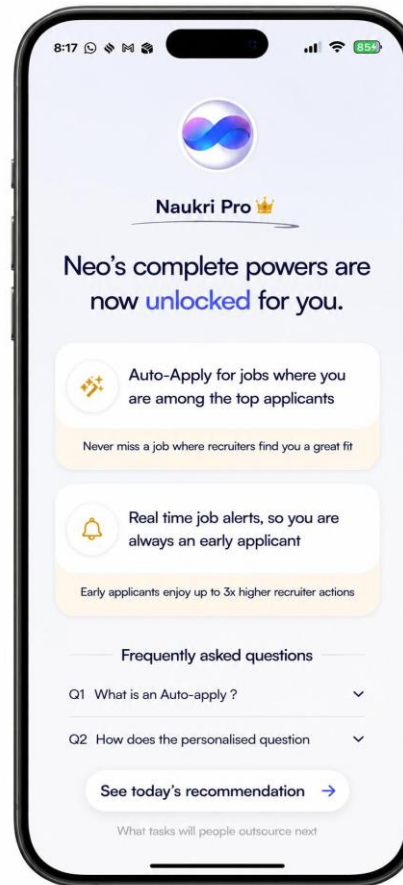
3.1Lac

AI-powered resumes
downloaded monthly¹

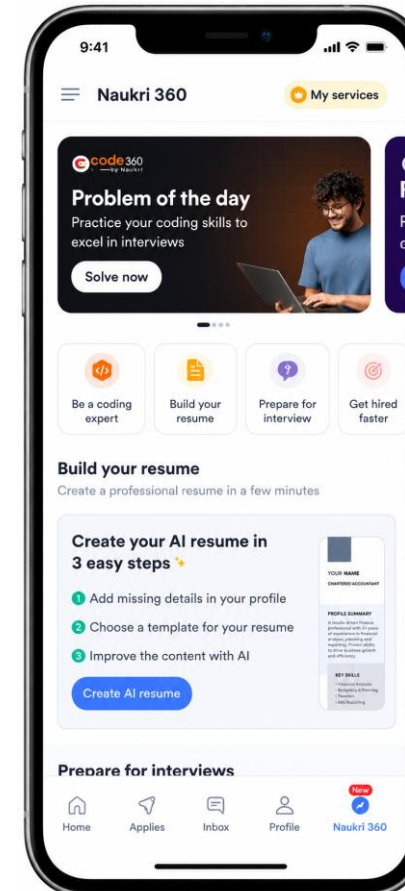


0.9Lac

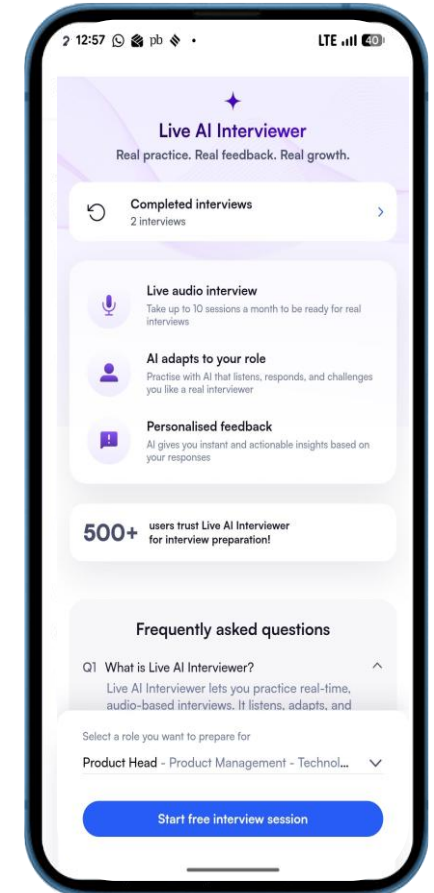
AI-powered mock interviews
completed monthly¹



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



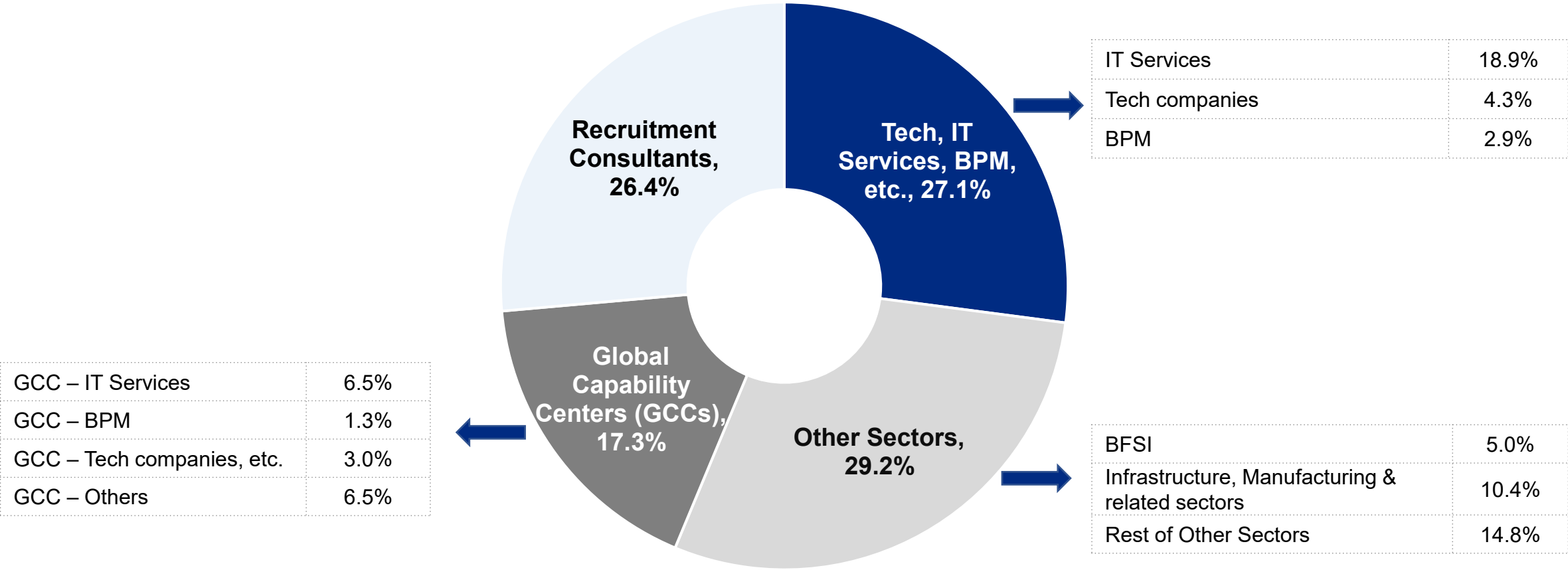
Naukri 360: AI-powered resume builder



Naukri 360: AI-powered mock interviews

A well-diversified customer base continues to support growth

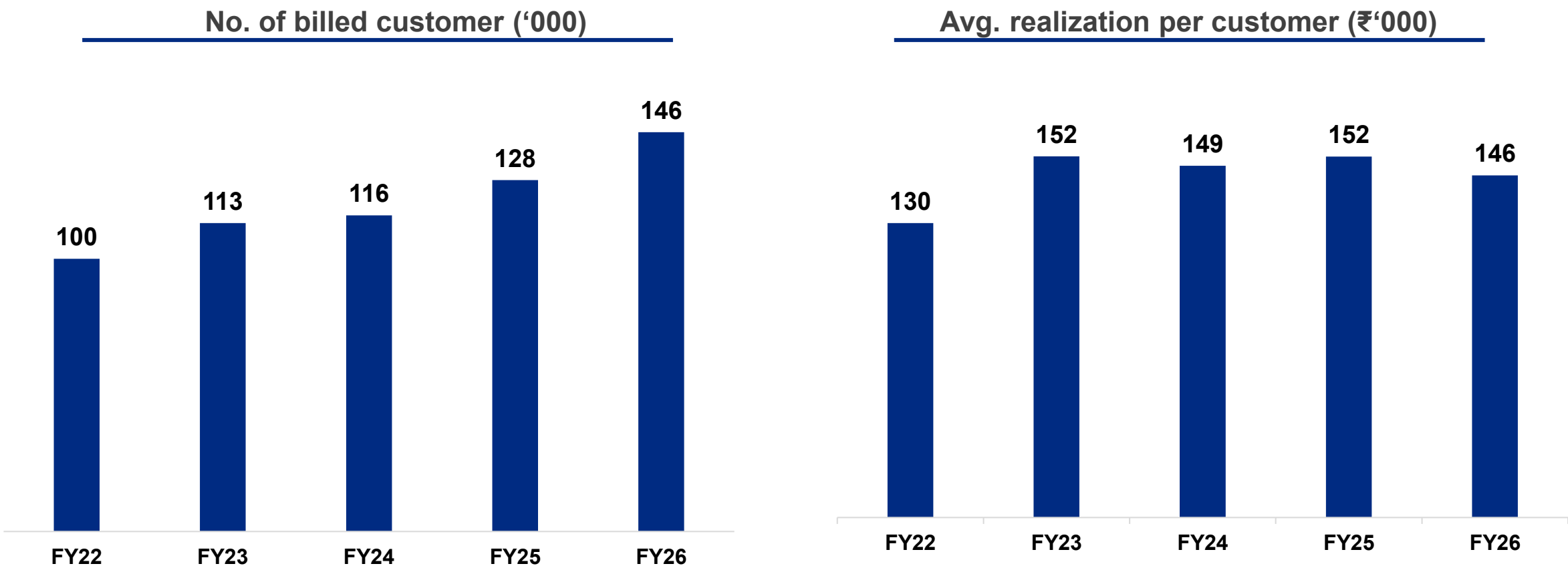
Distribution of Recruitment India B2B business billings by customer type for FY26



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

RECRUITMENT

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



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

Real Estate

A leading platform in the online real estate classifieds segment

99acres

Q2 growth accelerated to 21%, while sustaining market leadership and approaching breakeven

▲ YoY Growth

FINANCIAL PERFORMANCE - Q2FY27 & H1FY27

BILLINGS

Q2FY27	H1FY27
₹148cr	₹258cr
▲ 21.2%	▲ 19.2%

REVENUE

Q2FY27	H1FY27
₹134cr	₹264cr
▲ 16.7%	▲ 17.0%

OPERATING PBT

Q2FY27	H1FY27
₹(1.6)cr	₹(3.8)cr
▲ 93.0%	▲ 91.0%

CASH FROM OPERATIONS

Q2FY27	H1FY27
₹22cr	₹3cr
▲ 862.0%	▲ 115.9%

KEY BUSINESS HIGHLIGHTS

- Consumer **traffic leadership maintained**, with web, app, and iOS traffic time shares at **49%**.
- App DAUs** continued strong momentum, growing **25% YoY**.
- Property enquiries** across categories grew over **33% YoY**.
- Live listings remained strong, with **broker resale & rental listings** up **14% YoY**, **new project listings** up **15% YoY**, and **owner listings** up **23% YoY**.
- Operating losses reduced significantly by 93% YoY in Q2**.

REAL ESTATE

Key business metrics underpinning 99acres' market leadership



205K+
Total Projects¹

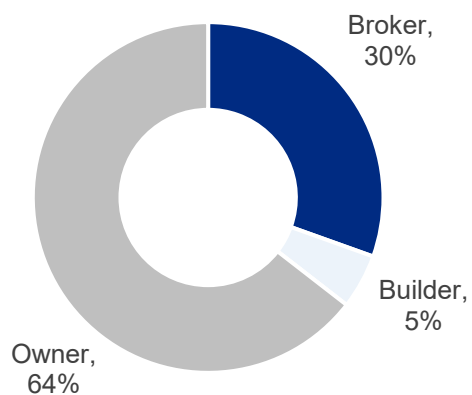


105K
Total Customer Base



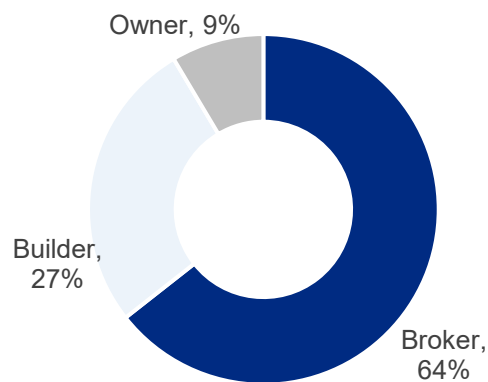
1.4 Mn
Listings² | Residential 80% | Commercial 20%

Distribution of customer base



Oct'25 to Sep'26

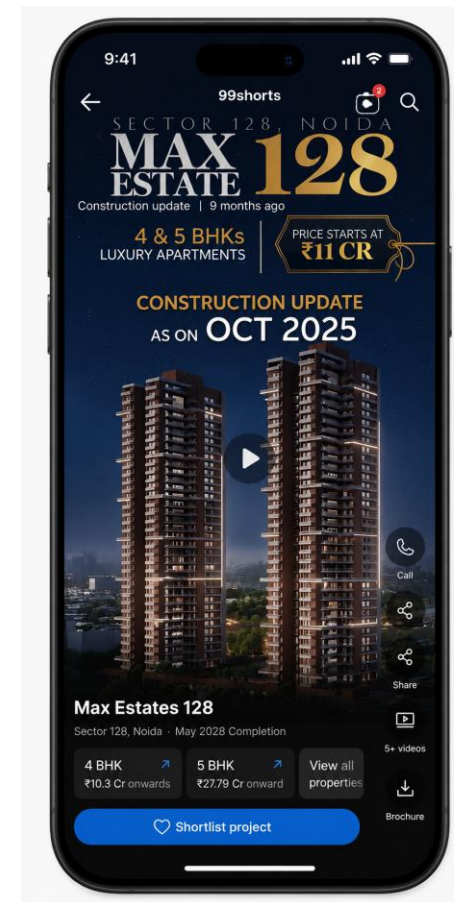
Billing breakdown by customers



Oct'25 to Sep'26



99Shorts giving immersive project walkthroughs



Video Enablement for High Engagement on App

Consistent monthly share gains have established a clear traffic leadership

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

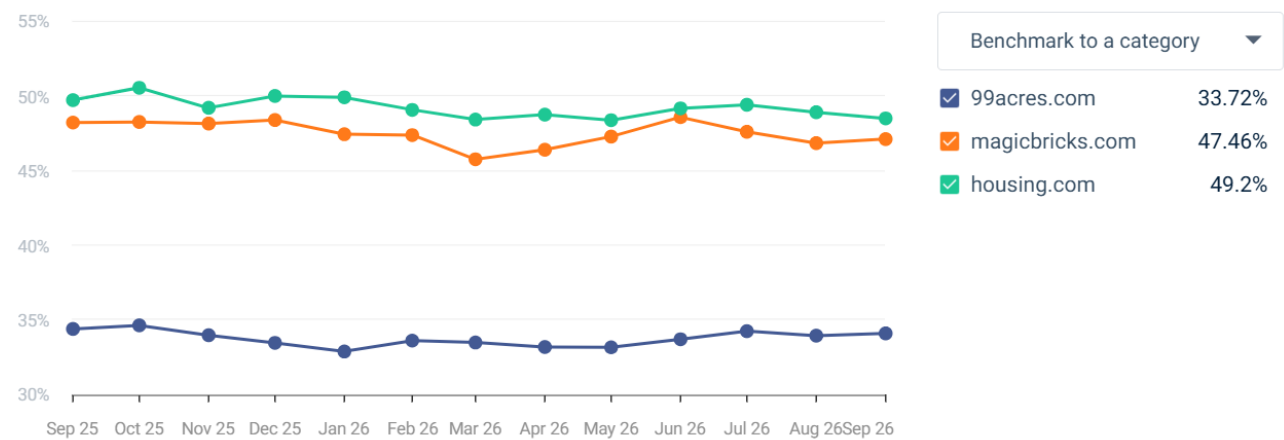
Platform	Web Traffic-Time Share	Q2FY26		Q2FY27
99acres	<div></div>	45%	➡	49%
Player 1	<div></div>	25%	➡	27%
Player 2	<div></div>	30%	➡	24%

Overall App traffic time share for Q2FY27

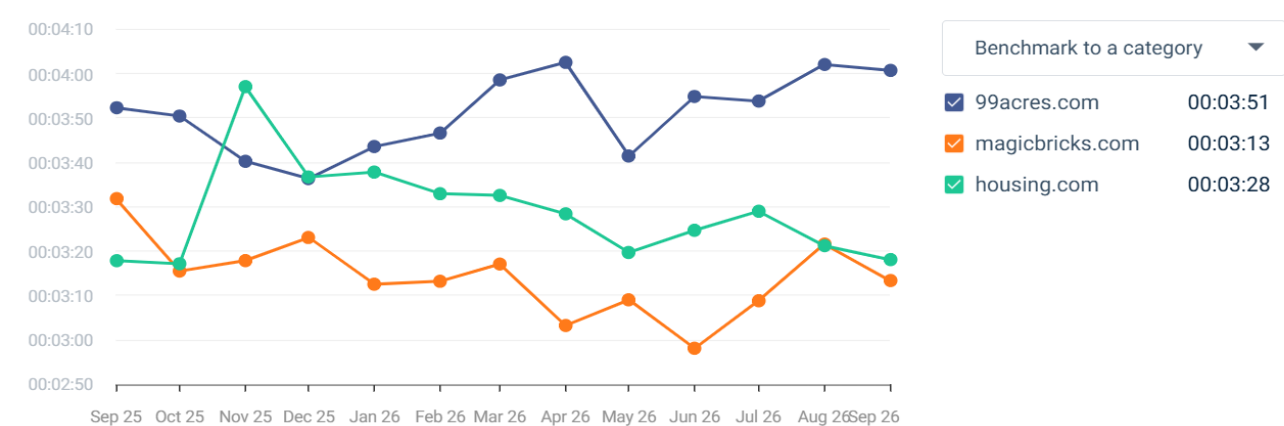
Platform	App Traffic-Time Share	Q2FY26		Q2FY27
99acres	<div></div>	27%	➡	49%
Player 1	<div></div>	20%	➡	15%
Player 2	<div></div>	53%	➡	36%

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



Matchmaking

Connecting millions for meaningful relationships

Jeevansathi  **aisle**

MATCHMAKING: JEEVANSATHI

Q2 Billings grew by 18% YoY, with the business profitable at both the operating & cash levels

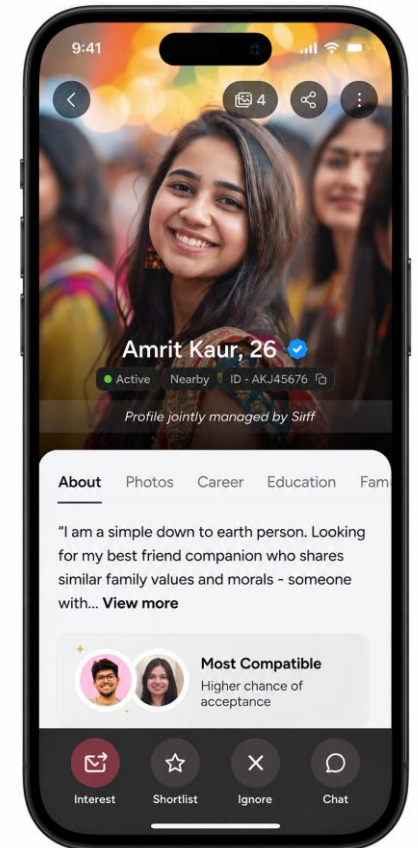
▲ YoY Growth

FINANCIAL PERFORMANCE - Q2FY27 & H1FY27

BILLINGS		REVENUE		OPERATING PBT		CASH FROM OPERATIONS	
Q2FY27	H1FY27	Q2FY27	H1FY27	Q2FY27	H1FY27	Q2FY27	H1FY27
₹40cr	₹79cr	₹40cr	₹78cr	₹2cr	₹3cr	₹3cr	₹3cr
▲ 18.4%	▲ 16.3%	▲ 16.5%	▲ 15.3%				

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

MATCHMAKING: AISLE

Q2 Billings grew by 40% YoY, while the business became closer to breakeven

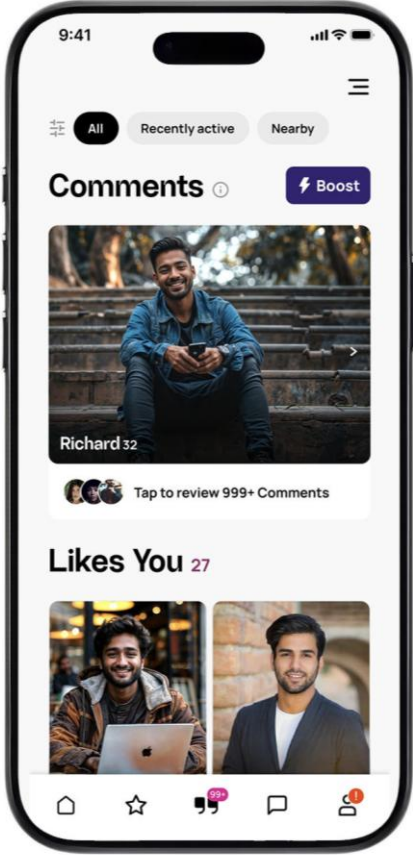
▲ YoY Growth

FINANCIAL PERFORMANCE - Q2FY27 & H1FY27

BILLINGS		REVENUE		OPERATING PBT		CASH FROM OPERATIONS	
Q2FY27	H1FY27	Q2FY27	H1FY27	Q2FY27	H1FY27	Q2FY27	H1FY27
₹13cr	₹26cr	₹13cr	₹25cr	₹(3)cr	₹(4)cr	₹(1)cr	₹0cr
▲ 40.0%	▲ 42.1%	▲ 35.1%	▲ 35.4%				

KEY BUSINESS HIGHLIGHTS

- Business continued to grow aggressively in the quarter, driven by better conversions and the launch of new value propositions for users.
- Female user growth on the platform has been significantly higher as compared to males leading to better matchmaking outcomes.



High engagement through curated relationship discovery on Aisle app

Education

Guiding students toward smarter education & career decisions



EDUCATION

Billings de-grew in Q2FY27 due to AI-related traffic headwinds

▲ YoY Growth

FINANCIAL PERFORMANCE

BILLINGS

Q2FY27

₹20cr

▼ 27.2%

H1FY27

₹55cr

▼ 24.5%

REVENUE

Q2FY27

₹35cr

▼ 8.5%

H1FY27

₹80cr

▼ 10.4%

OPERATING PBT

Q2FY27

₹(1)cr

▼ 143.9%

H1FY27

₹2cr

▼ 70.8%

CASH FROM OPERATIONS

Q2FY27

₹(16)cr

H1FY27

₹(23)cr

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.

EDUCATION

Key platform metrics



65,000+

Colleges



1,000+

Unique clients



6 mn+

Annual registrations



375,000+

Course listings



381 mn+

Annual page views



3.5 mn+

Engagement actions



950+

Entrance exams



200 mn+

Annual visits



680,000+

Student/alumni reviews

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 Value¹ | 135 Companies² | 4 themes³

AI Portfolio		Deeptech		Consumer Tech		Others ⁴	
28	₹614cr	30	₹455cr	45	₹2,755cr	42	₹1,257cr
Companies	Invested	Companies	Invested	Companies	Invested	Companies	Invested

Key listed entities—within Consumer Tech⁵

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

Strategic Investments | 6 Companies^{5,6}

₹401cr						
Carrying Value	₹ 9cr ⁵ 23.03%	₹ 34cr ⁵ 47.93%	₹ 140cr 100.00%	₹ 23cr 100.00%	₹ 98cr 100.00%	₹98cr 100.0% ⁷

Notes: ¹ Includes contribution from other LPs as well. ² As reported in our shareholder letter dated June 22, 2026 ³ A few companies are a part of multiple themes. For example, Consumer AI companies are covered under both Consumer Tech and AI themes ⁴ Others include investments across companies in SaaS, Fintech, B2B Ecommerce and other sectors ⁵ As of September 30, 2026; ⁶ Aisle, Zwayam, DoSelect and Coding Ninjas 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. ⁷ Coding Ninjas has become a wholly-owned subsidiary from July 2026.

INVESTMENTS

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

INVESTMENTS

List of Financial Investments from the balance sheet

20 Companies | ₹1,002 Cr Carrying Value

Investee Company	Prominent Domain names	Carrying value of investment as of September 30, 2026 (₹ Cr.)	Diluted and converted shareholding % (Actual)
Akshamaala Solutions private Limited	https://unnati.ag/	126.7	21.05%
Trustroot Internet Pvt. Ltd	https://udaan.com	332.2	2.13%
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	6.01%
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/	32.8	4.06%
VLCC	https://vlcc.com/	53.8	1.24%
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	15.12%

Annexures

PROFIT AND LOSS SNAPSHOT

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

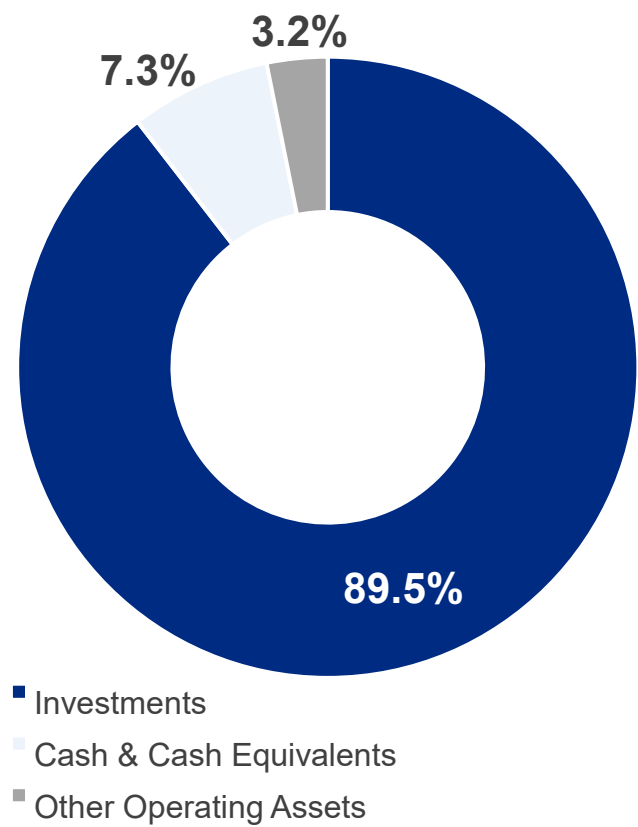
In ₹ Cr

Particulars	Q2FY27	Q2FY26	YoY	H1FY27	H1FY26	YoY
Revenue from Operations	842	746	12.8%	1,666	1,482	12.4%
Employee Benefits Expenses	304	302	0.5%	604	594	1.7%
Advertising & Promotion Costs	93	90	2.9%	191	201	-5.0%
Network, Internet & Other Direct Expenses	22	15	41.1%	43	31	37.9%
Other Expenses	46	43	7.7%	88	83	6.0%
Depreciation & Amortisation	25	23	10.7%	49	45	8.6%
Finance Costs	5	5	-8.3%	10	10	-5.1%
Total Operating Expenses	494	478	3.3%	985	965	2.1%
Operating PBT	347	268	29.8%	681	518	31.6%
Other Income	85	82	3.6%	178	178	0.1%
Profit before Taxes & Exceptional Items	432	350	23.7%	859	696	23.5%
Exceptional Items Gain / (Loss) ¹	-	5,200	Nm	(72)	5,200	Nm
Profit Before Taxes	432	5,550	-92.2%	787	5,896	-86.6%
Tax	98	829	-88.1%	208	916	-77.3%
Profit After Taxes	334	4,720	-92.9%	579	4,980	-88.4%

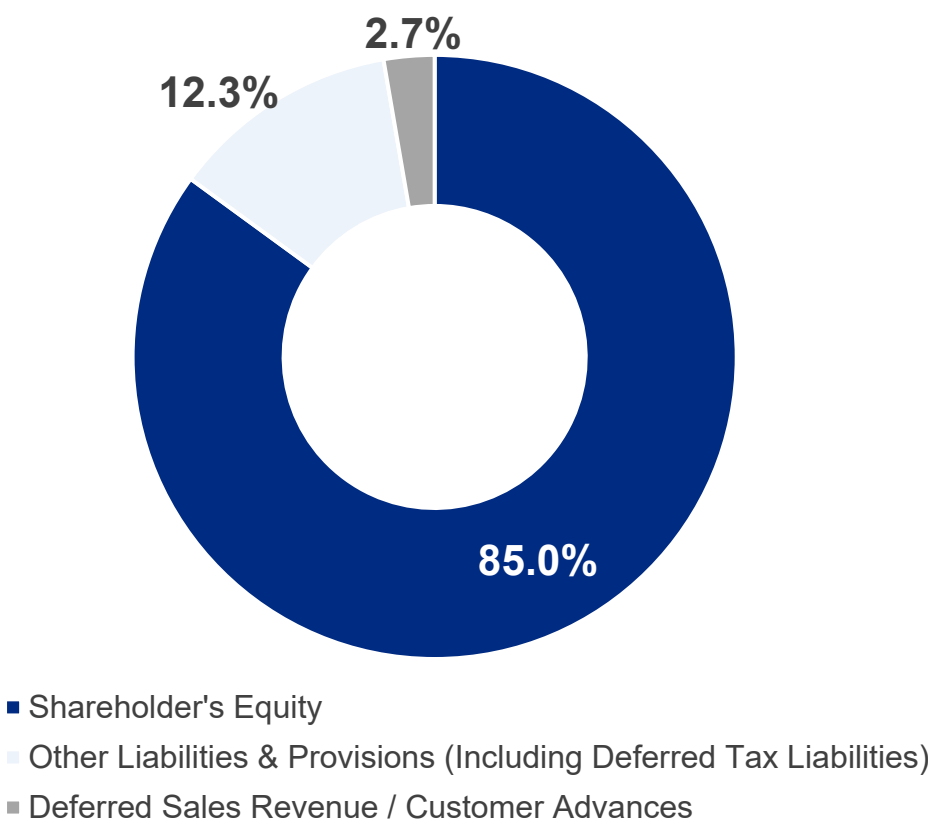
BALANCE SHEET

Standalone Balance Sheet summary as of September 30, 2026

Assets (Total: ₹51,131cr)



Liabilities (Total: ₹51,131cr)



DATA SUMMARY

Data sheet – Q2FY27 (1/2)

As at end of/ during	Q2FY27	Q1FY27	Q4FY26	Q3FY26	Q2FY26	Q1FY26	Q4FY25	Q3FY25	Q2FY25	Q1FY25	Q4FY24	Q3FY24	Q2FY24	Q1FY24	FY26	FY25	FY24
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Key business metrics

Naukri

Number of resumes on Naukri (in millions)	120	118	115	113	111	108	106	104	103	100	98	96	94	91	115	106	98
Average number of resumes added daily (in '000)	20	25	21	20	26	26	22	19	25	22	28	20	24	23	23	22	24
Average number of resumes modified daily (in '000)	902	859	764	663	735	688	645	498	624	572	562	482	495	498	713	585	509
Number of billed customers* (in '000)	46	49	55	48	46	47	50	42	42	41	43	38	40	40	146	128	116

Billing distribution*

- Tech, IT Services, BPM, etc.	24.9%	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	33.4%	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	24.6%	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	17.2%	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) [#]	1,495	1,495	1,471	1,352	1,356	1,344	1,189	1,004	1,002	945	916	845	954	977	5,523	4,140	3,692
Number of paid listings (in '000)	1,072	1,066	1,101	1,024	1,000	890	836	744	718	667	667	614	617	577	4,555	3,266	2,786

DATA SUMMARY

Data sheet – Q2FY27 (2/2)

As at end of/ during	Q2FY27	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	6,138	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	1,483	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	397	396	386	357	335	347	319	276	259	254	258	203	197	188	1,424	1,109	846
Education business	204	346	451	458	281	448	518	441	249	415	447	393	257	333	1,637	1,624	1,430
Total Billing	8,223	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	6,323	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	1,343	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	395	385	360	347	339	337	303	271	262	262	242	220	197	194	1,383	1,098	853
Education business	355	444	442	364	388	504	398	353	329	424	392	341	300	358	1,698	1,504	1,391
Total revenue from operations	8,417	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	11,442	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	1,986	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	252	250	239	213	203	207	197	181	176	179	187	171	188	187	239	197	187
Education business	168	285	390	379	291	382	443	326	251	316	326	281	224	262	390	443	326
Total deferred sales revenue	13,847	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	3,737	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	(16)	(21)	34	(205)	(234)	(187)	(149)	(48)	(142)	(137)	(152)	(147)	(165)	(225)	(592)	(475)	(688)
Matrimony business	18	10	(33)	(17)	5	1	(23)	(67)	(7)	(21)	(94)	(138)	(175)	(181)	(44)	(118)	(587)
Education business	(8)	32	56	(6)	19	63	(5)	(11)	(33)	44	63	2	(28)	(10)	131	(5)	28
Total	3,730	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	(256)	(246)	(231)	(210)	(232)	(218)	(292)	(216)	(165)	(159)	(149)	(123)	(145)	(131)	(891)	(832)	(549)
Add unallocated income	850	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	4,323	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 count²																	
Head count²	5,942	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

End of Presentation