

As at end of/ during	FY 2019-20					2020-21					2021-22					2022-23		
	Q1	Q2	Q3	Q4	FY	Q1	Q2	Q3	Q4	FY	Q1	Q2	Q3	Q4	FY	Q1	Q2	Q3
Naukri.com																		
Number of resumes on Naukri.com (rounded off to nearest million)	64	66	67	69	69	69	71	73	75	75	76	78	80	82^	82^	84	86	88
Average number of resumes added daily in '000	19	20	13	13	16	9	18	17	21	17	17	22	18	21	20	20	23	20
Average number of resumes modified daily in '000	366	431	390	416	425	324	451	440	501	429	489	540	403	417	462	411	491	420
Number of unique customers -Revenue	58,002	58,995	59,265	59,506	93,102	48,144	49,346	52,704	57,830	84,997	57,360	65,015	68,963	72,100	110,161	75,876	75,162	73,524
% Revenue of Naukri.com from																		
- IT Services/ ITES	30.4%	30.0%	29.4%	30.9%	30.2%	32.3%	31.7%	32.2%	34.8%	32.9%	35.1%	35.9%	34.9%	37.1%	36.0%	35.9%	35.7%	34.2%
- BFSI	6.0%	6.0%	6.0%	6.4%	6.1%	6.2%	6.4%	6.3%	6.7%	6.3%	6.8%	6.5%	6.5%	6.3%	6.5%	6.7%	6.0%	6.9%
- Infrastructure	12.7%	12.9%	12.6%	12.1%	12.6%	11.9%	11.6%	11.1%	10.8%	11.4%	10.2%	9.9%	9.1%	8.8%	9.4%	8.7%	9.1%	9.2%
99acres																		
Number of listings in '000 (free+paid)	1273	1,280	1396	1318	5266	642	1109	1159	1214	4,124	894	1469	1,082	1,081	4,526	1,109	1,052	1,077
Number of paid listings in '000	841	775	910	852	3355	324	680	722	725	2,451	446	829	627	589	2,491	604	621	736

^ as on 5th April 22

As at end of/ during	FY 2019-20					2020-21^^					2021-22^^					2022-23		
	Q1	Q2	Q3	Q4	FY	Q1	Q2	Q3	Q4	FY	Q1	Q2	Q3	Q4	FY	Q1	Q2	Q3
Segment Billing in Rs million																		
Recruitment Solutions	2,517	2,098	2,100	2,440	9,156	1,434	1,725	2,080	3,081	8,320	2,521	3,019	3,692	5,133	14,364	4,150	4,256	4,346
99acres (real estate)	484	605	543	507	2,139	140	467	524	717	1,848	224	681	614	793	2,312	611	757	711
Others (Jeevansathi and Shiksha)	362	302	356	372	1,392	343	355	431	461	1,590	484	431	502	568	1,984	480	417	450
Total Billing	3,363	3,005	2,999	3,319	12,687	1,917	2,546	3,036	4,259	11,758	3,228	4,131	4,808	6,493	18,660	5,242	5,429	5,507
Segment Revenue in Rs million																		
Recruitment Solutions	2,195	2,264	2,303	2,306	9,068	2,055	1,889	1,968	2,091	8,004	2,311	2,674	3,113	3,444	11,542	3,871	4,181	4,368
99acres (real estate)	564	570	582	564	2,280	425	363	449	501	1,738	492	483	586	613	2,173	663	697	729
Others (Jeevansathi and Shiksha)	368	332	321	358	1,380	375	372	379	413	1,539	480	469	461	499	1,909	542	440	455
Total Net Sales/ Income from Operations	3,128	3,166	3,205	3,228	12,727	2,855	2,624	2,796	3,005	11,280	3,283	3,626	4,161	4,555	15,625	5,077	5,318	5,552
Deferred Sales Revenue in Rs million																		
Recruitment Solutions	3,863	3,712	3,472	3,615	3,615	3,010	2,917	3,002	4,003	4,003	4,119	4,513	5,049	6,782	6,782	6,951	7,060	7,034
99acres (real estate)	758	797	765	700	700	426	522	596	818	818	549	744	781	959	959	895	969	943
Others (Jeevansathi and Shiksha)	332	298	333	340	340	311	299	347	395	395	401	363	404	455	455	407	380	377
Total	4,953	4,807	4,570	4,656	4,656	3,747	3,737	3,946	5,216	5,216	5,069	5,620	6,234	8,196	8,196	8,254	8,409	8,354
Operating EBITDA																		
Recruitment Solutions	1,149	1,239	1,341	1,311	5,041	1,216	1,020	1,091	1,049	4,375	1,280	1,575	1,875	2,069	6,798	2,306	2,540	2,747
99acres (real estate)	2	43	17	22	84	41	(72)	(35)	(156)	(222)	1	(219)	(226)	(338)	(782)	(354)	(296)	(232)
Others (Jeevansathi and Shiksha)	(46)	(163)	(207)	(203)	(620)	(111)	(324)	(268)	(212)	(915)	(155)	(161)	(352)	(340)	(1,009)	(215)	(284)	(242)
Total	1,106	1,118	1,151	1,130	4,505	1,145	624	788	681	3,239	1,126	1,194	1,296	1,391	5,008	1,737	1,960	2,273
Profit/ (Loss) Before Tax (Segment) in Rs million																		
Recruitment Solutions	1,094	1,183	1,284	1,250	4,810	1,152	957	1,029	988	4,127	1,220	1,518	1,820	2,014	6,573	2,252	2,482	2,685
99acres (real estate)	(35)	8	(17)	(14)	(58)	5	(106)	(68)	(188)	(357)	(29)	(249)	(255)	(363)	(896)	(380)	(324)	(260)
Others (Jeevansathi and Shiksha)	(65)	(185)	(231)	(227)	(708)	(136)	(348)	(292)	(235)	(1,011)	(177)	(183)	(373)	(360)	(1,093)	(234)	(304)	(264)
Total	994	1,006	1,036	1,008	4,044	1,022	503	668	566	2,759	1,013	1,087	1,193	1,291	4,584	1,639	1,854	2,161
Less unallocatable expenses	(101)	(130)	(97)	(169)	(497)	(96)	(99)	(86)	(98)	(379)	(91)	(92)	(93)	(118)	(393)	(116)	(128)	(117)
Add unallocated income	245	232	204	195	876	204	263	316	407	1,190	411	442	428	421	1,702	419	499	396
Exceptional item	(82)	(749)	(30)	(372)	(1,233)	-	-	-	(32)	(32)	-	92,938	2,178	-	95,116	-	-	(2,760)
Profit Before Tax	1,057	358	1,112	662	3,190	1,129	668	899	842	3,538	1,334	94,375	3,705	1,595	101,009	1,942	2,225	(320)
Headcount	4,407	4,507	4,590	4,698	4,698	4,668	4,578	4,555	4,464	4,464	4,573	4,540	4,543	4,805	4,805	5,107	5,282	5,336
Headcount (including acquired businesses)	4,407	4,507	4,590	4,698	4,698	4,668	4,578	4,555	4,464	4,464	4,573	4,665	4,661	4,928	4,928	5,260	5,460	5,526

^^After merger impact