

| 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     | Q4     | FY      |  |
| <b>Naukri.com</b>  |            |        |        |        |        |         |        |        |        |        |         |        |        |        |         |         |        |        |        |         |  |
| 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     | 89     | 89      |  |
| 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     | 20     | 21      |  |
| 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    | 479    | 450     |  |
| <b>Number of unique customers -Revenue</b>                       | 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 | 77,677 | 127,288 |  |
| % 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%  | 33.5%  | 35.3%   |  |
| - 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%   | 8.3%   | 6.6%    |  |
| - 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%   | 9.7%   | 9.2%    |  |
| <b>99acres</b>   |            |        |        |        |        |         |        |        |        |        |         |        |        |        |         |         |        |        |        |         |  |
| 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  | 1,191  | 4,428   |  |
| 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    | 733    | 2,693   |  |

^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           | Q4            | FY            |  |
| <b>Segment Billing in Rs million</b>                     |              |              |              |              |               |              |              |              |              |               |              |               |              |              |                |              |              |              |               |               |  |
| 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        | 5,835         | 18,587        |  |
| 99acres (real estate)                                    | 484          | 605          | 543          | 507          | 2,139         | 140          | 467          | 524          | 717          | 1,848         | 224          | 681           | 614          | 793          | 2,312          | 611          | 757          | 711          | 1,037         | 3,116         |  |
| 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          | 614           | 1,960         |  |
| <b>Total Billing</b>                                     | <b>3,363</b> | <b>3,005</b> | <b>2,999</b> | <b>3,319</b> | <b>12,687</b> | <b>1,917</b> | <b>2,546</b> | <b>3,036</b> | <b>4,259</b> | <b>11,758</b> | <b>3,228</b> | <b>4,131</b>  | <b>4,808</b> | <b>6,493</b> | <b>18,660</b>  | <b>5,242</b> | <b>5,429</b> | <b>5,507</b> | <b>7,486</b>  | <b>23,663</b> |  |
| <b>Segment Revenue in Rs million</b>                     |              |              |              |              |               |              |              |              |              |               |              |               |              |              |                |              |              |              |               |               |  |
| 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        | 4,376         | 16,796        |  |
| 99acres (real estate)                                    | 564          | 570          | 582          | 564          | 2,280         | 425          | 363          | 449          | 501          | 1,738         | 492          | 483           | 586          | 613          | 2,173          | 663          | 697          | 729          | 755           | 2,845         |  |
| 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          | 508           | 1,945         |  |
| <b>Total Net Sales/ Income from Operations</b>           | <b>3,128</b> | <b>3,166</b> | <b>3,205</b> | <b>3,228</b> | <b>12,727</b> | <b>2,855</b> | <b>2,624</b> | <b>2,796</b> | <b>3,005</b> | <b>11,280</b> | <b>3,283</b> | <b>3,626</b>  | <b>4,161</b> | <b>4,555</b> | <b>15,625</b>  | <b>5,077</b> | <b>5,318</b> | <b>5,552</b> | <b>5,640</b>  | <b>21,586</b> |  |
| <b>Deferred Sales Revenue in Rs million</b>              |              |              |              |              |               |              |              |              |              |               |              |               |              |              |                |              |              |              |               |               |  |
| 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        | 8,477         | 8,477         |  |
| 99acres (real estate)                                    | 758          | 797          | 765          | 700          | 700           | 426          | 522          | 596          | 818          | 818           | 549          | 744           | 781          | 959          | 959            | 895          | 969          | 943          | 1,227         | 1,227         |  |
| Others (Jeevansathi and Shiksha)                         | 332          | 298          | 333          | 340          | 340           | 311          | 299          | 347          | 395          | 395           | 401          | 363           | 404          | 455          | 455            | 407          | 380          | 377          | 482           | 482           |  |
| <b>Total</b>   | <b>4,953</b> | <b>4,807</b> | <b>4,570</b> | <b>4,656</b> | <b>4,656</b>  | <b>3,747</b> | <b>3,737</b> | <b>3,946</b> | <b>5,216</b> | <b>5,216</b>  | <b>5,069</b> | <b>5,620</b>  | <b>6,234</b> | <b>8,196</b> | <b>8,196</b>   | <b>8,254</b> | <b>8,409</b> | <b>8,354</b> | <b>10,185</b> | <b>10,185</b> |  |
| <b>Operating EBITDA</b>                                  |              |              |              |              |               |              |              |              |              |               |              |               |              |              |                |              |              |              |               |               |  |
| 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        | 2,715         | 10,309        |  |
| 99acres (real estate)                                    | 2            | 43           | 17           | 22           | 84            | 41           | (72)         | (35)         | (156)        | (222)         | 1            | (219)         | (226)        | (338)        | (782)          | (354)        | (296)        | (232)        | (191)         | (1,074)       |  |
| Others (Jeevansathi and Shiksha)                         | (46)         | (163)        | (207)        | (203)        | (620)         | (111)        | (324)        | (268)        | (212)        | (915)         | (155)        | (161)         | (352)        | (340)        | (1,009)        | (215)        | (284)        | (242)        | (195)         | (936)         |  |
| <b>Total</b>   | <b>1,106</b> | <b>1,118</b> | <b>1,151</b> | <b>1,130</b> | <b>4,505</b>  | <b>1,145</b> | <b>624</b>   | <b>788</b>   | <b>681</b>   | <b>3,239</b>  | <b>1,126</b> | <b>1,194</b>  | <b>1,296</b> | <b>1,391</b> | <b>5,008</b>   | <b>1,737</b> | <b>1,960</b> | <b>2,273</b> | <b>2,329</b>  | <b>8,299</b>  |  |
| <b>Profit/ (Loss) Before Tax (Segment) in Rs million</b> |              |              |              |              |               |              |              |              |              |               |              |               |              |              |                |              |              |              |               |               |  |
| 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        | 2,640         | 10,060        |  |
| 99acres (real estate)                                    | (35)         | 8            | (17)         | (14)         | (58)          | 5            | (106)        | (68)         | (188)        | (357)         | (29)         | (249)         | (255)        | (363)        | (896)          | (380)        | (324)        | (260)        | (221)         | (1,185)       |  |
| Others (Jeevansathi and Shiksha)                         | (65)         | (185)        | (231)        | (227)        | (708)         | (136)        | (348)        | (292)        | (235)        | (1,011)       | (177)        | (183)         | (373)        | (360)        | (1,093)        | (234)        | (304)        | (264)        | (216)         | (1,019)       |  |
| <b>Total</b>   | <b>994</b>   | <b>1,006</b> | <b>1,036</b> | <b>1,008</b> | <b>4,044</b>  | <b>1,022</b> | <b>503</b>   | <b>668</b>   | <b>566</b>   | <b>2,759</b>  | <b>1,013</b> | <b>1,087</b>  | <b>1,193</b> | <b>1,291</b> | <b>4,584</b>   | <b>1,639</b> | <b>1,854</b> | <b>2,161</b> | <b>2,202</b>  | <b>7,855</b>  |  |
| Less unallocatable expenses                              | (101)        | (130)        | (97)         | (169)        | (497)         | (96)         | (99)         | (86)         | (98)         | (379)         | (91)         | (92)          | (93)         | (118)        | (393)          | (116)        | (128)        | (117)        | (139)         | (500)         |  |
| Add unallocated income                                   | 245          | 232          | 204          | 195          | 876           | 204          | 263          | 316          | 407          | 1,190         | 411          | 442           | 428          | 421          | 1,702          | 419          | 499          | 396          | 437           | 1,751         |  |
| Exceptional item   | (82)         | (749)        | (30)         | (372)        | (1,233)       | -            | -            | -            | (32)         | (32)          | -            | 92,938        | 2,178        | -            | 95,116         | -            | -            | (2,760)      | (187)         | (2,947)       |  |
| <b>Profit Before Tax</b>                                 | <b>1,057</b> | <b>358</b>   | <b>1,112</b> | <b>662</b>   | <b>3,190</b>  | <b>1,129</b> | <b>668</b>   | <b>899</b>   | <b>842</b>   | <b>3,538</b>  | <b>1,334</b> | <b>94,375</b> | <b>3,705</b> | <b>1,595</b> | <b>101,009</b> | <b>1,942</b> | <b>2,225</b> | <b>(320)</b> | <b>2,313</b>  | <b>6,159</b>  |  |
| 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        | 5,311         | 5,311         |  |
| 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        | 5,500         | 5,500         |  |

^^After merger impact