

| 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 |
| 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 |
| Average number of resumes added daily in '000 | 19 | 20 | 13 | 13 | 16 | 9 | 18 | 17 | 21 | 17 | 17 | 22 | 18 | 21 | 20 | 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 |
| 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 |
| % 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% |
| - 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% |
| - 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% |
| 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 |
| Number of paid listings in '000 | 841 | 775 | 910 | 852 | 3355 | 324 | 680 | 722 | 725 | 2,451 | 446 | 829 | 627 | 589 | 2,491 | 604 |

[^]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 |
| 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 |
| 99acres (real estate) | 484 | 605 | 543 | 507 | 2,139 | 140 | 467 | 524 | 717 | 1,848 | 224 | 681 | 614 | 793 | 2,312 | 611 |
| Others | 362 | 302 | 356 | 372 | 1,392 | 343 | 355 | 431 | 461 | 1,590 | 484 | 431 | 502 | 568 | 1,984 | 480 |
| 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 |
| 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 |
| 99acres (real estate) | 564 | 570 | 582 | 564 | 2,280 | 425 | 363 | 449 | 501 | 1,738 | 492 | 483 | 586 | 613 | 2,173 | 663 |
| Others | 368 | 332 | 321 | 358 | 1,380 | 375 | 372 | 379 | 413 | 1,539 | 480 | 469 | 461 | 499 | 1,909 | 542 |
| 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 |
| 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 |
| 99acres (real estate) | 758 | 797 | 765 | 700 | 700 | 426 | 522 | 596 | 818 | 818 | 549 | 744 | 781 | 959 | 959 | 895 |
| Others | 332 | 298 | 333 | 340 | 340 | 311 | 299 | 347 | 395 | 395 | 401 | 363 | 404 | 455 | 455 | 407 |
| 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 |
| 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 |
| 99acres (real estate) | 2 | 43 | 17 | 22 | 84 | 41 | (72) | (35) | (156) | (222) | 1 | (219) | (226) | (338) | (782) | (354) |
| Others (Jeevansathi and Shiksha) | (46) | (163) | (207) | (203) | (620) | (111) | (324) | (268) | (212) | (915) | (155) | (161) | (352) | (340) | (1,009) | (215) |
| 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 |
| 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 |
| 99acres (real estate) | (35) | 8 | (17) | (14) | (58) | 5 | (106) | (68) | (188) | (357) | (29) | (249) | (255) | (363) | (896) | (380) |
| Others (Jeevansathi and Shiksha) | (65) | (185) | (231) | (227) | (708) | (136) | (348) | (292) | (235) | (1,011) | (177) | (183) | (373) | (360) | (1,093) | (234) |
| 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 |
| Less unallocatable expenses | (101) | (130) | (97) | (169) | (497) | (96) | (99) | (86) | (98) | (379) | (91) | (92) | (93) | (118) | (393) | (116) |
| Add unallocated income | 245 | 232 | 204 | 195 | 876 | 204 | 263 | 316 | 407 | 1,190 | 411 | 442 | 428 | 421 | 1,702 | 419 |
| Exceptional item | (82) | (749) | (30) | (372) | (1,233) | - | - | - | (32) | (32) | - | 92,938 | 2,178 | - | 95,116 | - |
| 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 |
| Headcount (including All Check Deals Pvt Ltd., a subsidiary) | 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 |
| 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 |

^{^^}After merger impact