

As at end of/ during	FY 2018-19					FY 2019-20					2020-21					2021-22	
	Q1	Q2	Q3	Q4	FY	Q1	Q2	Q3	Q4	FY	Q1	Q2	Q3	Q4	FY	Q1	
<b>Naukri.com</b>																	
Number of resumes on Naukri.com (rounded off to nearest million)	59	60	61	63	63	64	66	67	69	69	69	71	73	75	75	76	
Average number of resumes added daily in '000	18	15	12	14	15	19	20	13	13	16	9	18	17	21	17	17	
Average number of resumes modified daily in '000	350	354	301	340	336	366	431	390	416	425	324	451	440	501	429	489	
<b>Number of unique customers -Revenue</b>	52,663	53,205	53,569	55,689	84,645	58,002	58,995	59,265	59,506	93,102	48,144	49,346	52,704	57,830	84,997	57,360	
% Revenue of Naukri.com from																	
- IT Services/ ITES	30.3%	29.6%	30.5%	30.4%	30.8%	30.4%	30.0%	29.4%	30.9%	30.2%	32.3%	31.7%	32.2%	34.8%	32.9%	35.1%	
- BFSI	5.6%	5.5%	5.4%	5.6%	5.6%	6.0%	6.0%	6.0%	6.4%	6.1%	6.2%	6.4%	6.3%	6.7%	6.3%	6.8%	
- Infrastructure	13.7%	13.8%	13.1%	12.9%	13.5%	12.7%	12.9%	12.6%	12.1%	12.6%	11.9%	11.6%	11.1%	10.8%	11.4%	10.2%	
<b>99acres</b>																	
Number of listings in '000 (free+paid)	1040	1,083	1142	1266	4532	1273	1,280	1396	1318	5266	642	1109	1159	1214	4,124	894	
Number of paid listings in '000	658	724	753	837	2972	841	775	910	852	3355	324	680	722	725	2,451	446	

As at end of/ during	FY 2018-19					FY 2019-20					2020-21					2021-22
	Q1	Q2	Q3	Q4	FY	Q1	Q2	Q3	Q4	FY	Q1	Q2	Q3	Q4	FY	Q1
<b>Segment Billing in Rs million</b>																
Recruitment Solutions	2,101	1,841	1,936	2,598	8,475	2,517	2,098	2,100	2,440	9,156	1,403	1,673	2,014	2,979	8,069	2,435
99acres (real estate)	409	501	490	667	2,067	484	605	543	507	2,139	140	467	524	717	1,848	224
Others	324	265	295	344	1,227	362	302	356	372	1,392	343	355	431	461	1,590	484
<b>Total Billing</b>	<b>2,834</b>	<b>2,607</b>	<b>2,720</b>	<b>3,609</b>	<b>11,770</b>	<b>3,363</b>	<b>3,005</b>	<b>2,999</b>	<b>3,319</b>	<b>12,687</b>	<b>1,886</b>	<b>2,495</b>	<b>2,970</b>	<b>4,157</b>	<b>11,507</b>	<b>3,142</b>
<b>Segment Revenue in Rs million</b>																
Recruitment Solutions	1,841	1,907	2,037	2,074	7,858	2,195	2,264	2,303	2,306	9,068	2,002	1,826	1,895	1,987	7,710	2,226
99acres (real estate)	419	452	504	544	1,920	564	570	582	564	2,280	425	363	449	501	1,738	492
Others	335	291	269	309	1,204	368	332	321	358	1,380	375	372	379	413	1,539	480
<b>Total Net Sales/ Income from Operations</b>	<b>2,595</b>	<b>2,650</b>	<b>2,811</b>	<b>2,927</b>	<b>10,983</b>	<b>3,128</b>	<b>3,166</b>	<b>3,205</b>	<b>3,228</b>	<b>12,727</b>	<b>2,801</b>	<b>2,561</b>	<b>2,723</b>	<b>2,900</b>	<b>10,986</b>	<b>3,197</b>
<b>Deferred Sales Revenue in Rs million</b>																
Recruitment Solutions	3,203	3,133	3,023	3,559	3,559	3,863	3,712	3,472	3,615	3,615	2,981	2,899	2,992	3,994	3,994	4,111
99acres (real estate)	693	737	719	849	849	758	797	765	700	700	426	522	596	818	818	549
Others	302	276	303	336	336	332	298	333	340	340	311	299	347	395	395	401
<b>Total</b>	<b>4,198</b>	<b>4,146</b>	<b>4,046</b>	<b>4,744</b>	<b>4,744</b>	<b>4,953</b>	<b>4,807</b>	<b>4,570</b>	<b>4,656</b>	<b>4,656</b>	<b>3,717</b>	<b>3,719</b>	<b>3,935</b>	<b>5,208</b>	<b>5,208</b>	<b>5,061</b>
<b>Profit/ (Loss) Before Tax (Segment) in Rs million</b>																
Recruitment Solutions	1,020	1,013	1,091	1,074	4,198	1,094	1,183	1,284	1,250	4,810	1,146	944	1,005	934	4,028	1,178
99acres (real estate)	(129)	(59)	(45)	(43)	(276)	(35)	8	(17)	(14)	(58)	5	(106)	(68)	(188)	(357)	(29)
Others (Jeevansathi and Shiksha)	(34)	(84)	(185)	(60)	(364)	(65)	(185)	(231)	(227)	(708)	(136)	(348)	(292)	(235)	(1,011)	(177)
<b>Total</b>	<b>858</b>	<b>870</b>	<b>860</b>	<b>971</b>	<b>3,559</b>	<b>994</b>	<b>1,006</b>	<b>1,036</b>	<b>1,008</b>	<b>4,044</b>	<b>1,015</b>	<b>490</b>	<b>645</b>	<b>511</b>	<b>2,660</b>	<b>971</b>
Less unallocatable expenses	(68)	(97)	(78)	(107)	(350)	(101)	(130)	(97)	(169)	(497)	(96)	(99)	(85)	(98)	(379)	(91)
Add unallocated income	236	275	296	304	1,112	245	232	204	195	876	203	263	316	406	1,188	410
Exceptional item	(160)	-	-	(174)	(334)	(82)	(749)	(30)	(372)	(1,233)	-	-	-	(32)	(32)	-
<b>Profit Before Tax</b>	<b>866</b>	<b>1,048</b>	<b>1,079</b>	<b>994</b>	<b>3,986</b>	<b>1,057</b>	<b>358</b>	<b>1,112</b>	<b>662</b>	<b>3,190</b>	<b>1,122</b>	<b>654</b>	<b>875</b>	<b>787</b>	<b>3,437</b>	<b>1,290</b>
Headcount (including All Check Deals Pvt Ltd., a subsidiary)	4,133	4,075	4,135	4,331	4,331	4,407	4,507	4,590	4,698	4,698	4,562	4,478	4,465	4,379	4,379	4,489