

infoedge

Earnings Presentation

Quarter ended September 30, 2024



99acres

Jeevansathi.com



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This presentation contains the Company’s audited financial information as at and for the period ending September 30, 2024 and as at and for the quarter ended September 30, 2024. 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, 2024 or for the quarter ended September 30, 2024, unless indicated otherwise.
- Q2FY25 or Q2FY24-25 means the period commencing on July 01, 2024, and ending on September 30, 2024.
- FY24 or FY23-24 or FY2024 means the Financial Year starting April 1, 2023, and ending March 31, 2024.
- FY25 or FY24-25 or FY2025 means the Financial Year starting April 1, 2024, and ending March 31, 2025.
- 1 Crore = 10 Million = 100 Lakh.

Standalone Financial Performance

IEIL Standalone performance (Q2FY25) – at a glance

Rs. 650cr

Billings
(YoY +14.3%)

Rs. 251cr

Operating Profit
(YoY +14.8%)

Rs. 262cr

Cash from operations
(before Taxes)
(YoY +4.7%)

Rs. 4,268cr

Cash Balance
as of Sep 30, 2024

Rs. 656cr

Revenue from Operations
(YoY +10.6%)

38.3%

Operating Profit margin

Rs. 19.98

Earning per share¹ – Q2FY25
(YoY +20.7%)

Rs. 6.65

Earning per share² – Q2FY25

5,820

Employee count
as of Sep 30, 2024

Key highlights regarding standalone financial performance for Q2FY25

1. Billing growth in Q2 was driven by continued improvement in the recruitment business and the sustained performance of the non-recruitment businesses
Deferred sales revenue in Q2FY25 was Rs. 1,069cr

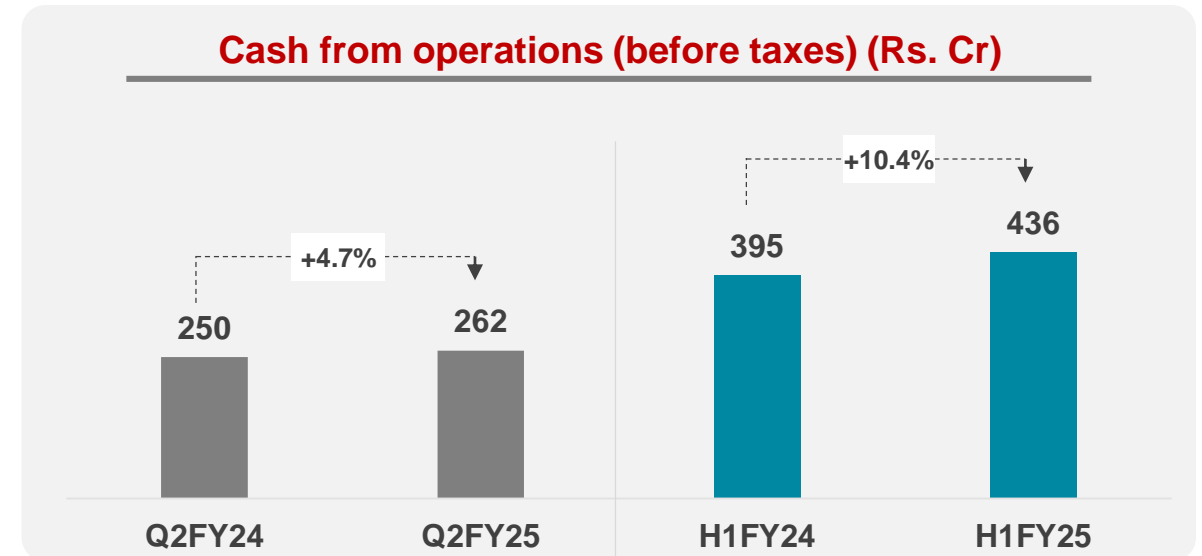
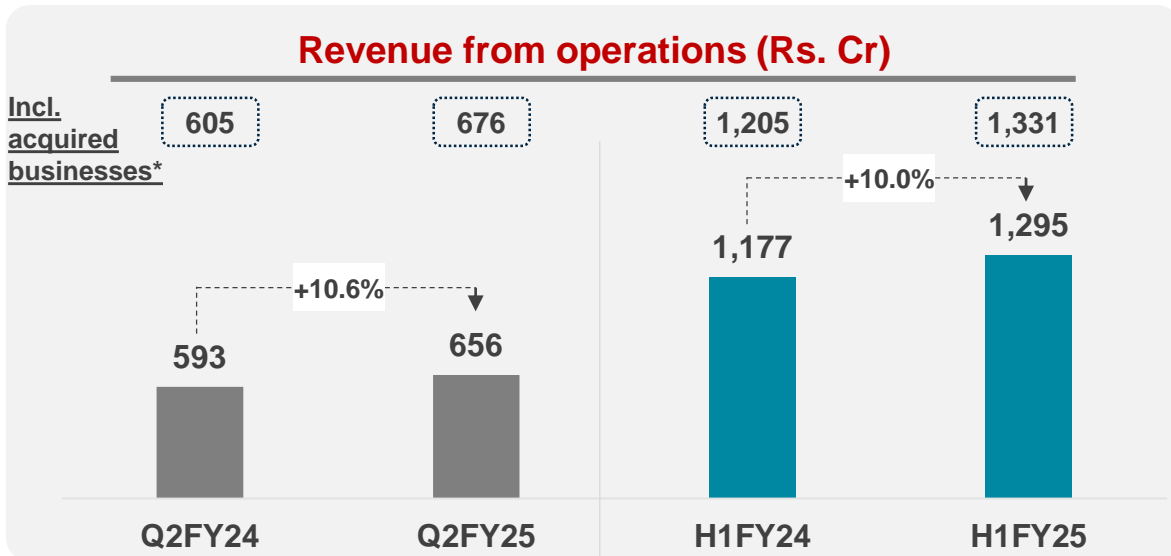
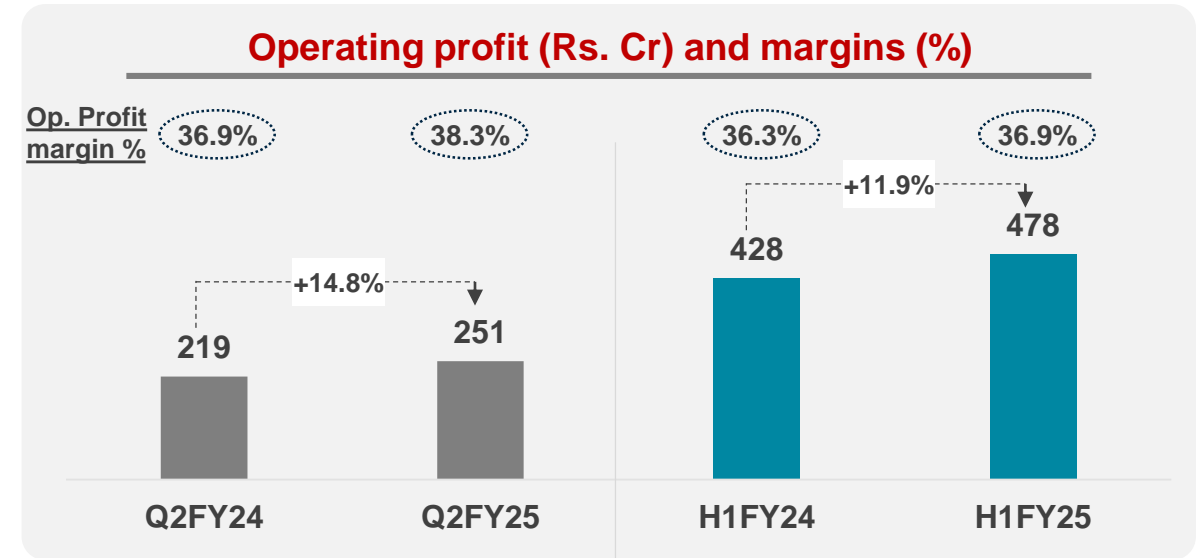
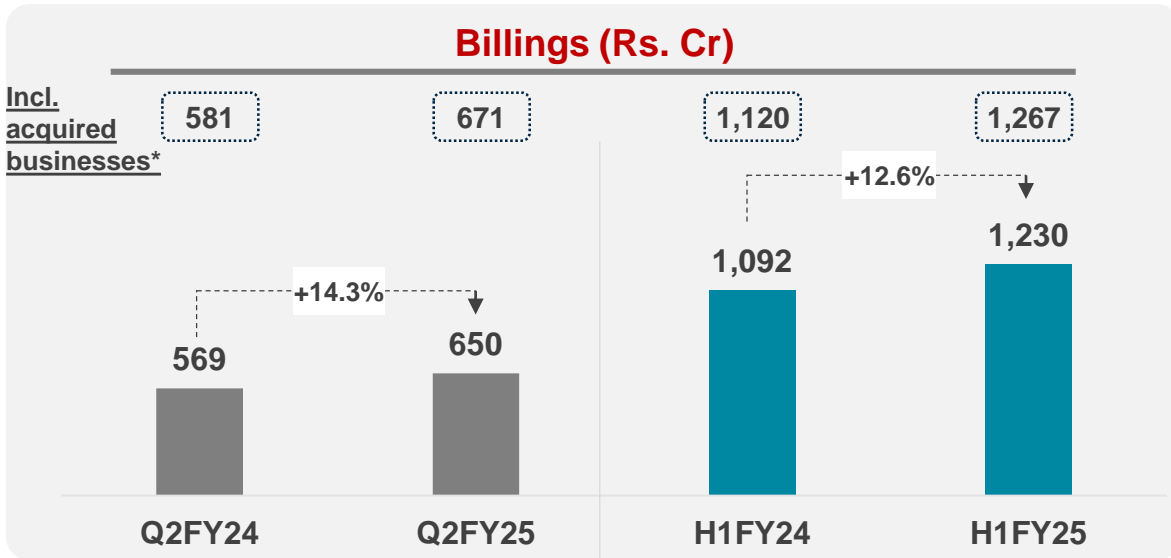
2. Operating profit margins improved to 38.3% in Q2FY25 with operating profits growing at 14.8% YoY

3. Earning per share¹ (EPS) in Q2FY25 was Rs. 19.98 (YoY growth of 20.7%)

4. Cash generated from operations (before taxes) of Rs. 262cr in Q2FY25 (YoY growth of 4.7%);
Cash balance as of Sep 30, 2024 on a standalone basis (incl. wholly owned subsidiaries) was Rs. 4,268cr

5. Employee count as of Sep 30, 2024 was 5,820

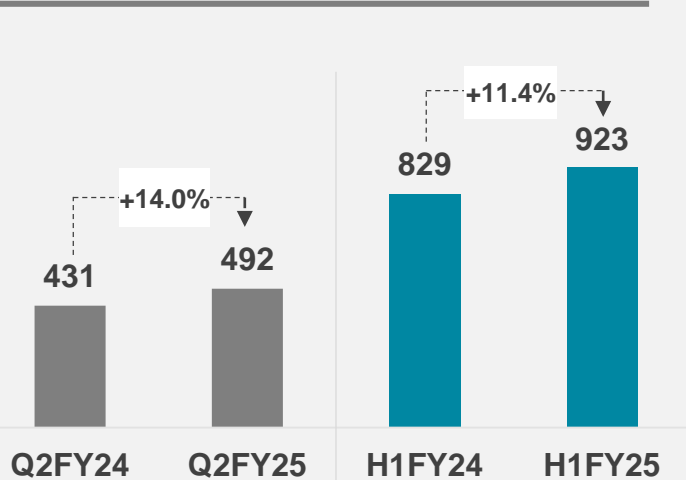
InfoEdge Q2FY25 highlights: Healthy improvement in billings growth coupled with operating margins expansion and increased cash generation



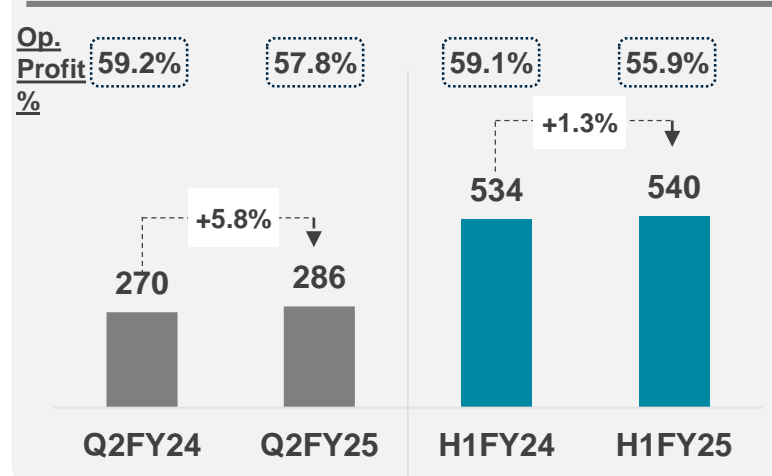
Business Segments Financial Performance

Recruitment business: The billings growth rate improved to 14% in Q2 with increased cash generation

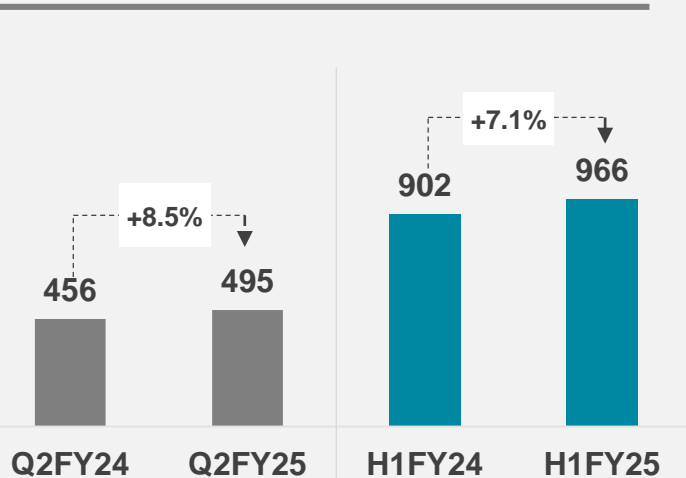
Billings (Rs. Cr)



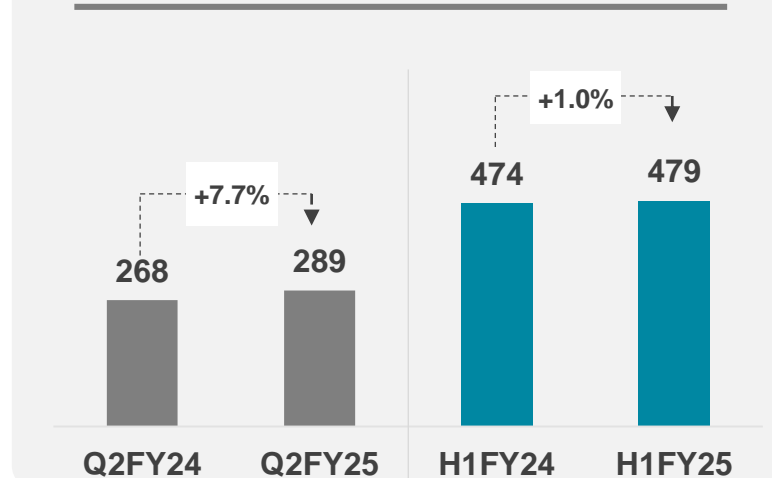
Op. profit (Rs. Cr) & margin (%)



Revenue from operations (Rs. Cr)



Cash from operations (Rs. Cr)

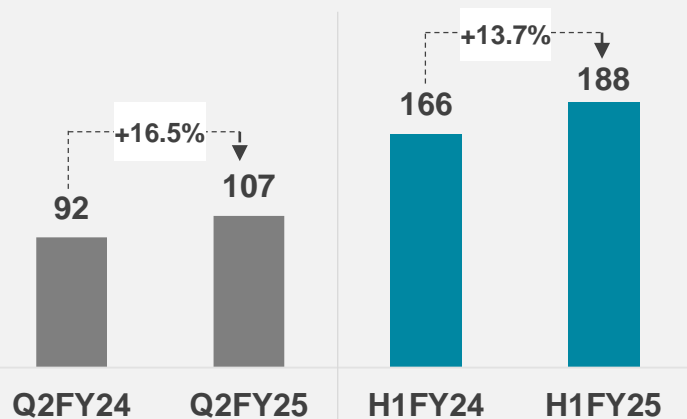


Q2FY25 highlights

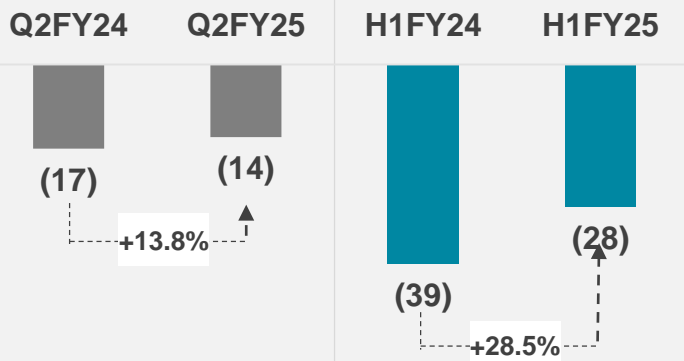
- Overall billings growth of 14% YoY, a double digit growth after 5 quarters.
- Growth has been widespread - IT segment grew by 12%, Non-IT by 20%, and the Recruitment consultant segment by 10%.
- Key non-IT sectors like BFSI, Healthcare, Infrastructure, and Manufacturing also saw robust double-digit growth.
- Naukri database is now comprises of 103 million resumes; Avg. daily app installs stands at 16 million; Avg. number of resumes added daily were 24.5k.
- IIMJobs, Naukri Gulf and Naukri Fast Forward, also witnessed healthy billings growth of 40%, 18% and 27% YoY respectively.
- JobHai, AmbitionBox, etc. continued monetization in Q2.

99Acres: Billings grew at 16% YoY in Q2FY25; Operating losses further reduce by 14% YoY

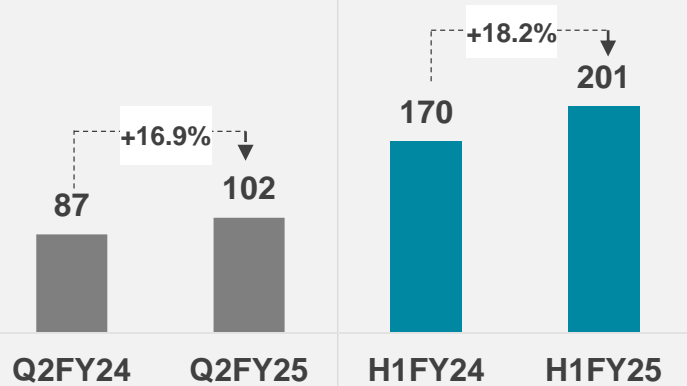
Billings (Rs. Cr)



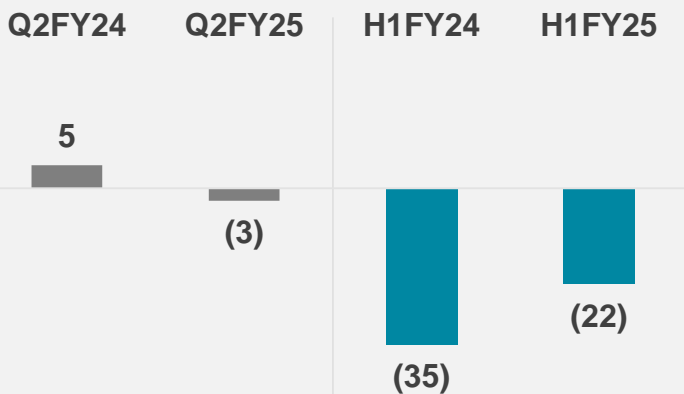
Operating profit (Rs. Cr)



Revenue from operations (Rs. Cr)



Cash from operations (Rs. Cr)

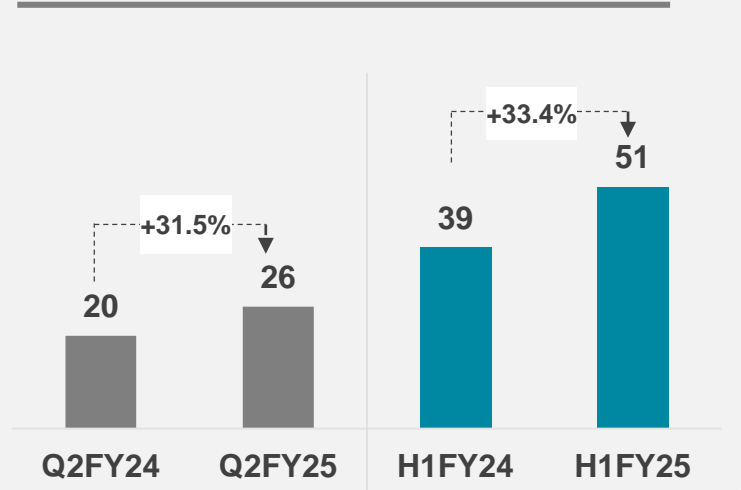


Q2FY25 highlights

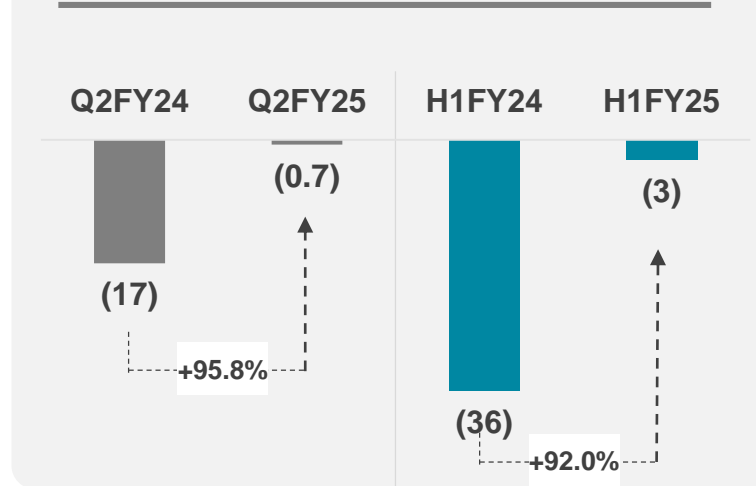
- Unsold new project inventory levels remain at lower levels in most metros.
- New project sales moderated in Q2 as well. Sequential price increases have also moderated QoQ across most metro markets.
- Billing growth in Q2 was driven by improvements in both the number of billed customers and average billing per customer.
- We continued to increase the efficiency of our digital performance marketing spends, applying analytics, creative content & audience optimization.

Jeevansathi: The business almost reached breakeven, driven by continued billings growth (31% YoY) and sustained cost control in Q2 as well

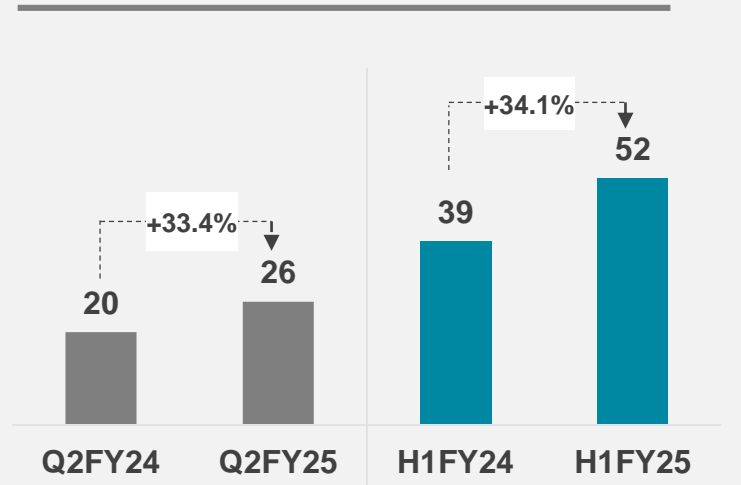
Billings (Rs. Cr)



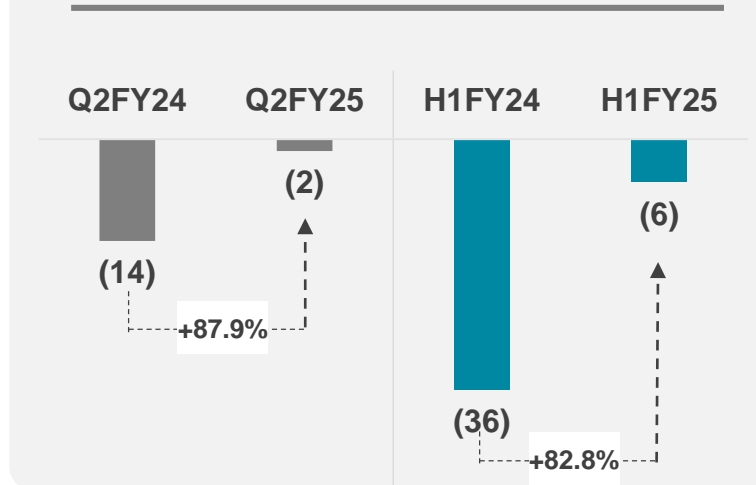
Operating profit (Rs. Cr)



Revenue from operations (Rs. Cr)



Cash from operations (Rs. Cr)

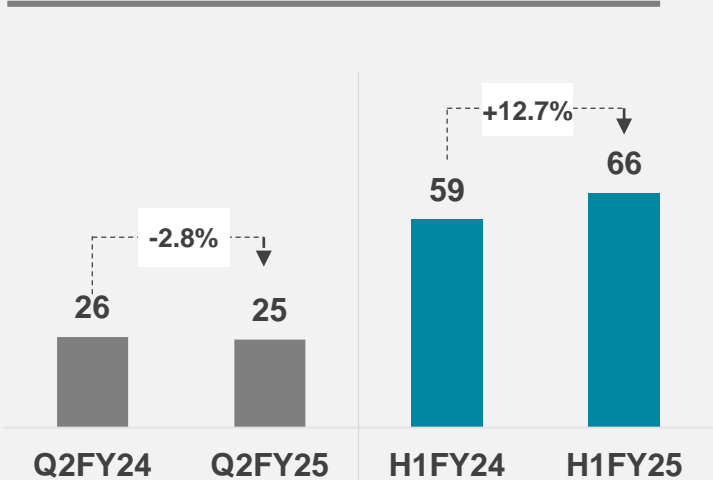


Q2FY25 highlights

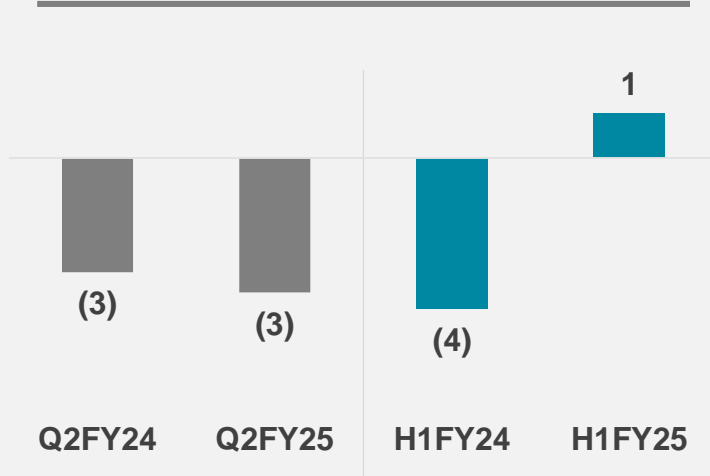
- The matchmaking industry remains competitive, with the top 3 players seeking to expand their market share.
- Key metrics like acceptances and two-way chats on the platform continue to remain healthy
- Focused on exploring additional ways to monetize platform traffic
- Marketing expense rationalization continued, with costs down by 36% year-over-year while maintaining growth momentum
- Billings growth and reduced marketing expenses led to reduced losses

Shiksha: Revenue growth at 10% and billings remained flattish in Q2

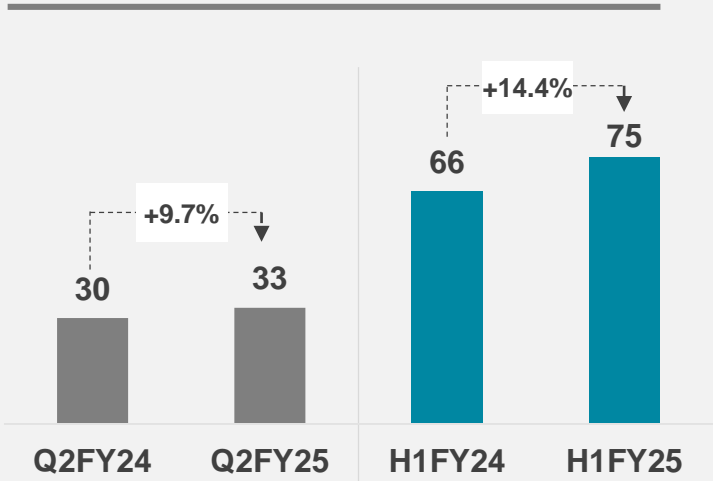
Billings (Rs. Cr)



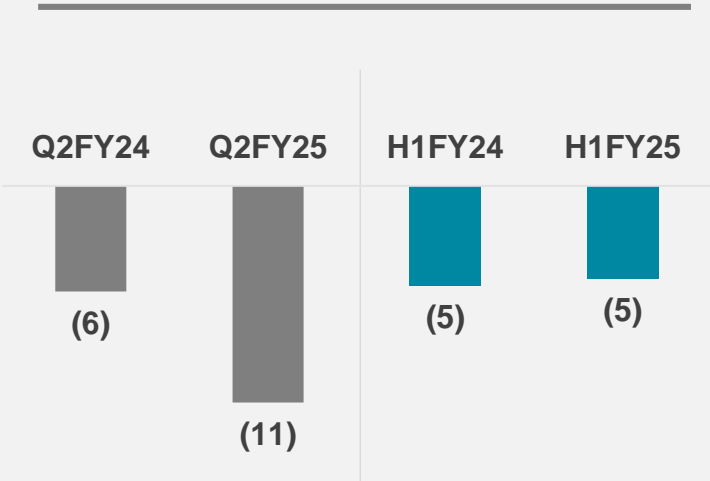
Operating profit (Rs. Cr)



Revenue from operations (Rs. Cr)



Cash from operations (Rs. Cr)



Q2FY25 highlights

- In Q2FY25, billings growth reduced by 2.8% and revenue grew by 9.7% and the cash losses from operations were Rs. 11.5cr.
- Shiksha's traffic share reached 56% as of September 2024.
- Emergence of new private universities in India presents an opportunity for Shiksha to expand its footprint
- Students' interest in studying abroad in the 2024 season is impacted by the weak external environment. We continue to make long-term investments in strengthening the Study Abroad platform.

Consolidated Financial Performance

Summary of consolidated financial performance for Q2FY25



At the consolidated level, the net sales for the Company stood at Rs. 700.8cr in Q2FY25 versus Rs. 625.8cr for Q2FY24



At the consolidated entity level, the total comprehensive income stands at Rs. 8,170.2cr in Q2FY25 compared to Rs. 3,399.4cr in Q2FY24



Profit before tax (without exceptional items) in Q2FY25 was Rs 335.3cr, compared to Rs 262.3cr in Q2FY24

A large teal arrow pointing to the left, containing the text 'Operational Highlights' in white.

Operational Highlights

InfoEdge businesses

Core Operating Businesses

Recruitment



Real Estate

99acres

Matchmaking

Jeevansathi.com

Education



Strategic Investments



Financial Investments

zomato



infoedge
ventures

Find your dream job now

5 lakh+ jobs for you to explore

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**Recruitment business –
Key operating highlights**

Recruitment business – key highlights

Dominant Traffic Share among peers

Rs. 492cr

Q2FY25 Billings

Rs. 286cr

Q2FY25 Operating Profit

57.8%

Q2FY25 Operating PBT margin

Rs. 289cr

Q2FY25 Cash from operations

75%+

Traffic Share¹

103 million

Resume database²

~82k

Unique revenue generating clients²

489k

Job listings²

24.5k

Resumes added daily²

624k

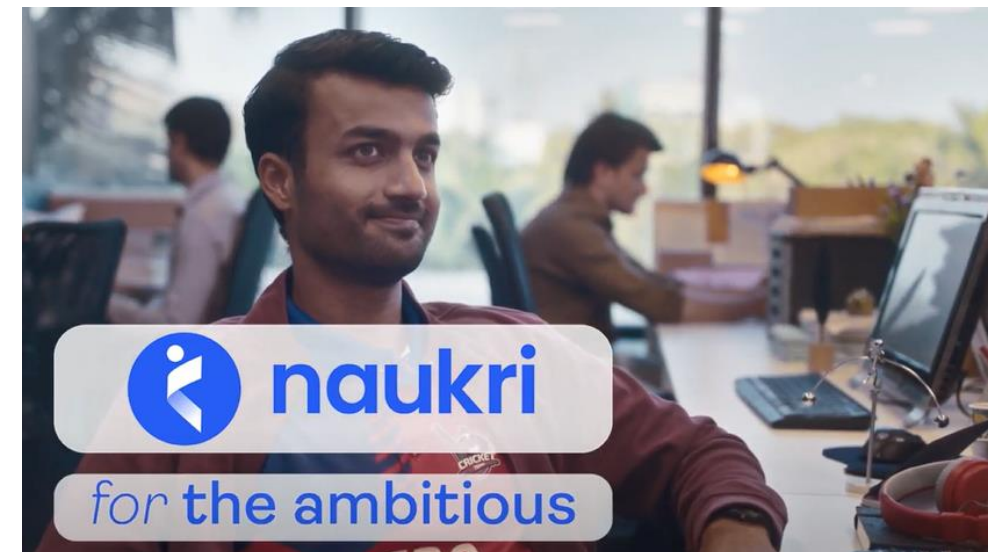
Resumes modified daily²

147k

Job seekers availed premium services²

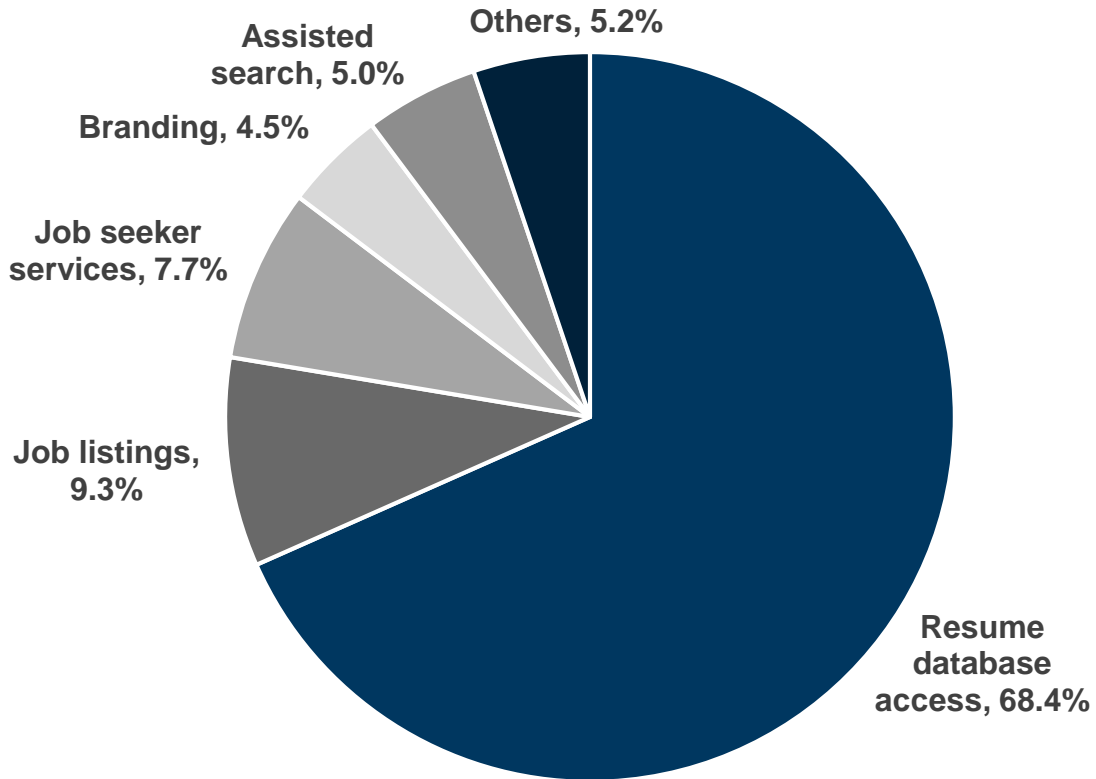
970k

Avg. resume searches daily²

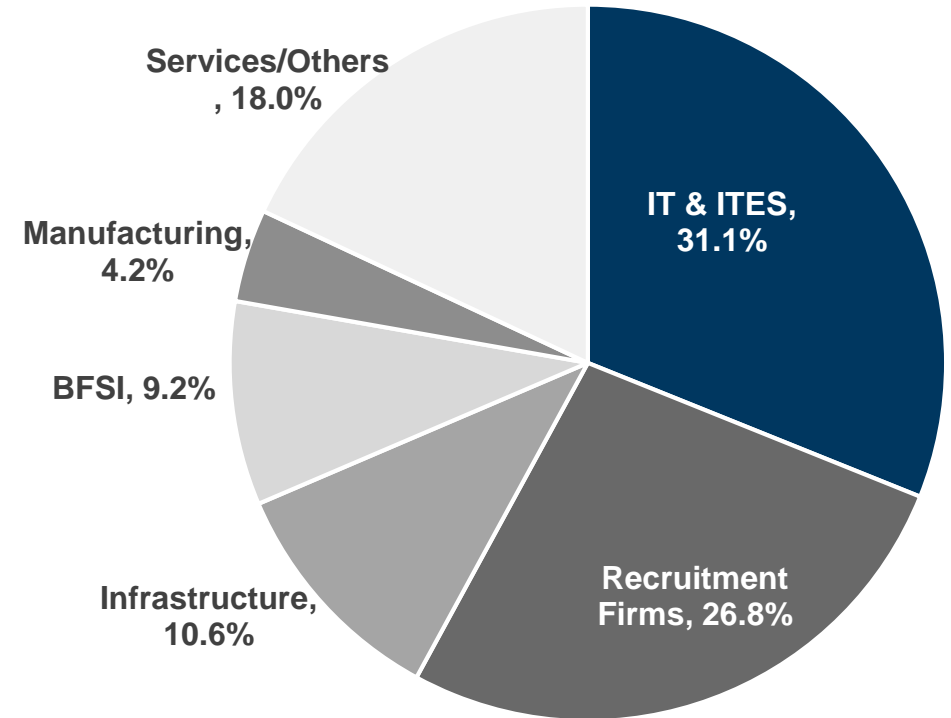


Breakdown of revenue by Product and Industry

Revenue split by products¹



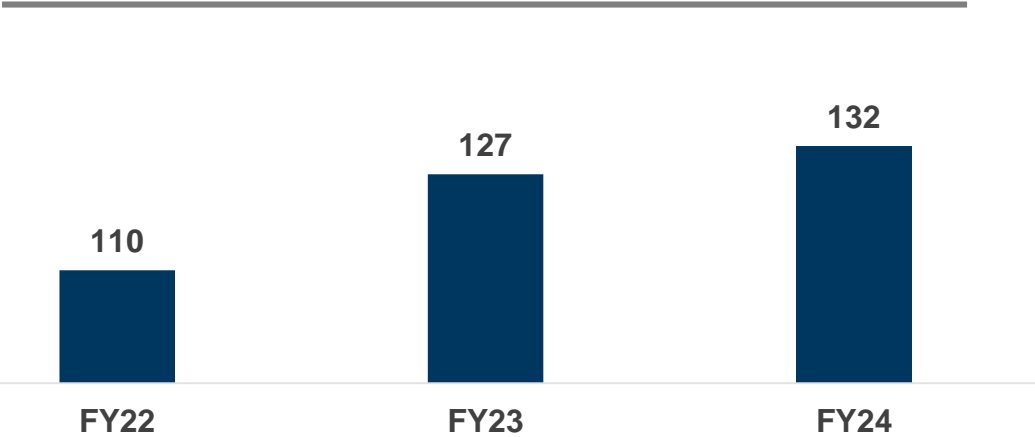
Revenue split by industry¹



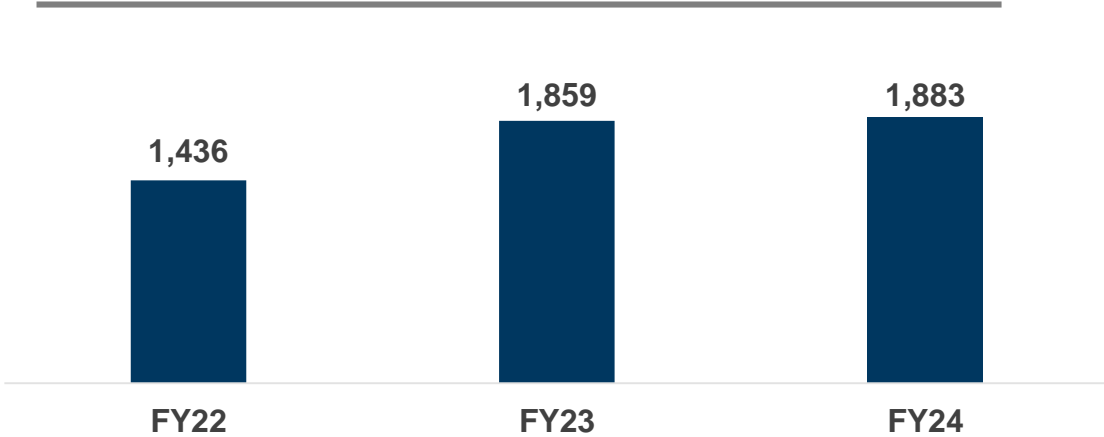
Approximately half of the consultants serve the IT/ITES industry, resulting in IT and ITeS contributing around 45-50% of the total revenues

Growing customer base along with enhancing Avg. Realization Per User → driving billings growth

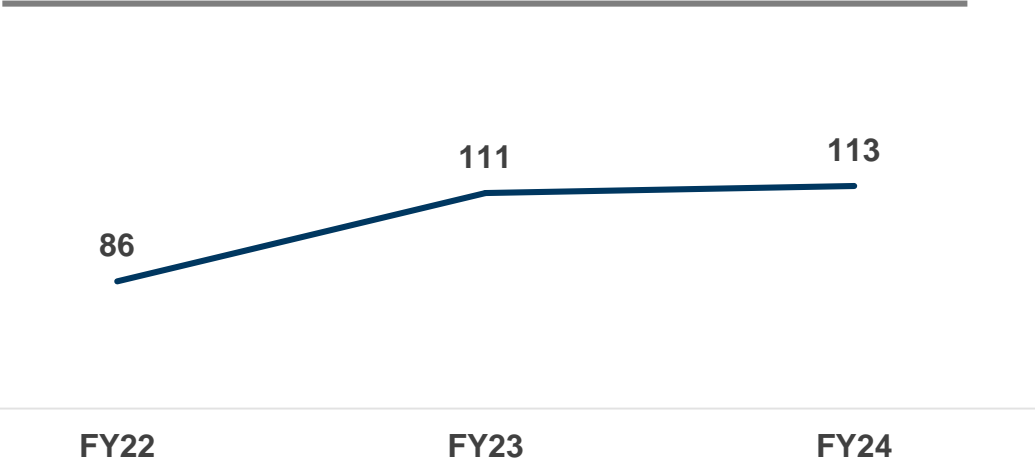
No. of clients ('000)



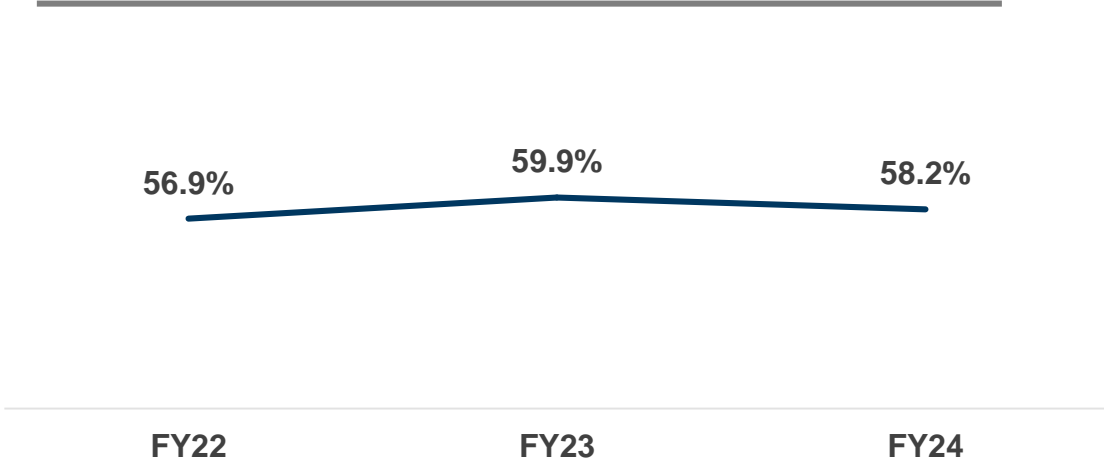
Billings (Rs. Cr)



Avg. realization per client (Rs. '000)



Operating profit margin (%)





Ghar lena ho ya bechna
99acres se hi puchna

Buy Rent PG / Co-living Commercial Coworking Plots/Land **NEW** Projects

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Projects in High Demand

The most explored projects in Dwarka Delhi

🏠 ❤️

Possession from Sep 2026

Goyal Premium Builder Floor
3,4 BHK Apartment in Sector 17 Dwarka,
Dwarka Delhi
₹ 60 Lac - 1.1 Crore

🏠 ✓ BEKA

Possession from Mar 2026

Garur Golf Island
4 BHK Apartment in Sector 19B Dwarka,
Dwarka Delhi
₹ 6 Crore

🏠

Possession from Mar 2026

Goyal Premium Builder Floor
2,3 BHK Apartment in Sector 15 Dwarka,
Dwarka Delhi
₹ 27 - 76.67 Lac

🏠

Possession from Mar 2026

Goyal Premium Builder Floor
1,2,3 BHK Apartment in Sector 15 Dwarka,
Dwarka Delhi
₹ 25 - 76.67 Lac

🏠 + EXPERT OPINIONS

Visit Now



Real Estate business –
Key operating highlights

99Acres – key highlights

Rs. 107cr

Q2FY25 Billings

~16% ↑

YoY Billings growth (Q2FY25)

~29% ↑

YoY improvement in
H1FY25 operating profit

~39% ↑

YoY reduction in
cash losses in H1FY25

180k+¹

Total projects

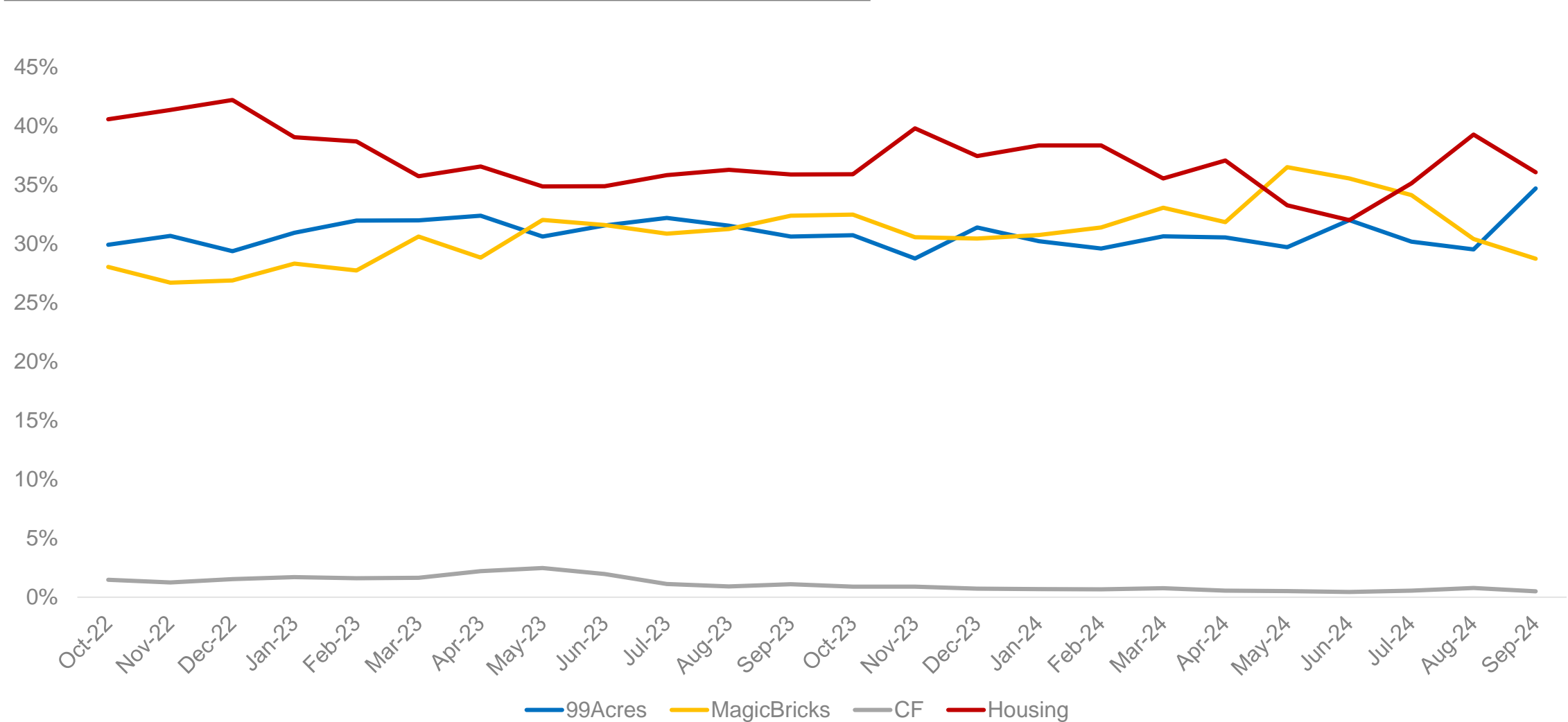
789k+²

Total listings



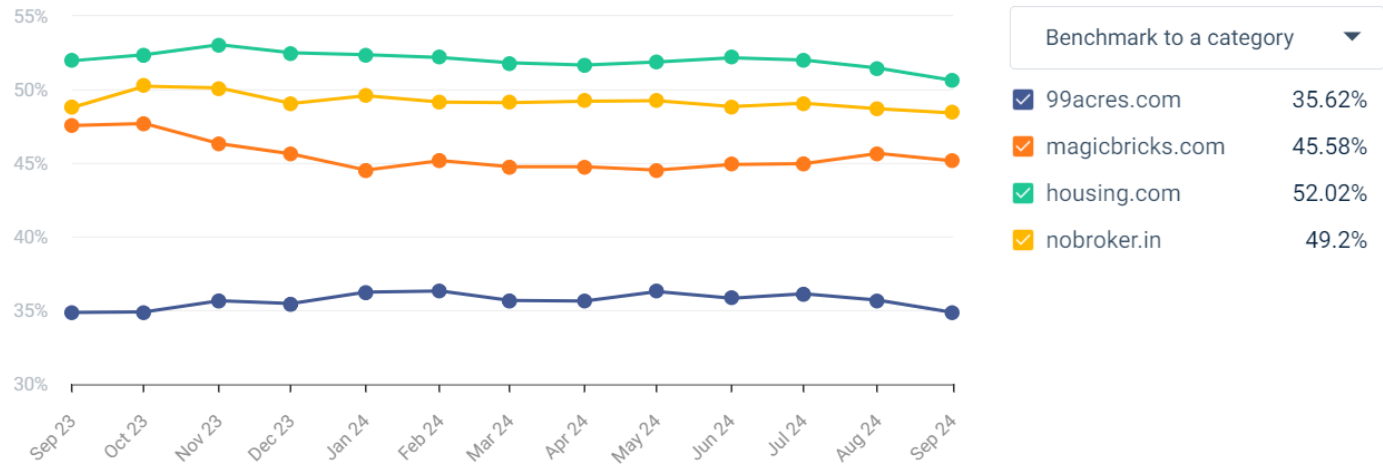
99Acres traffic time share

Overall traffic (from desktops & laptops, web mobile)

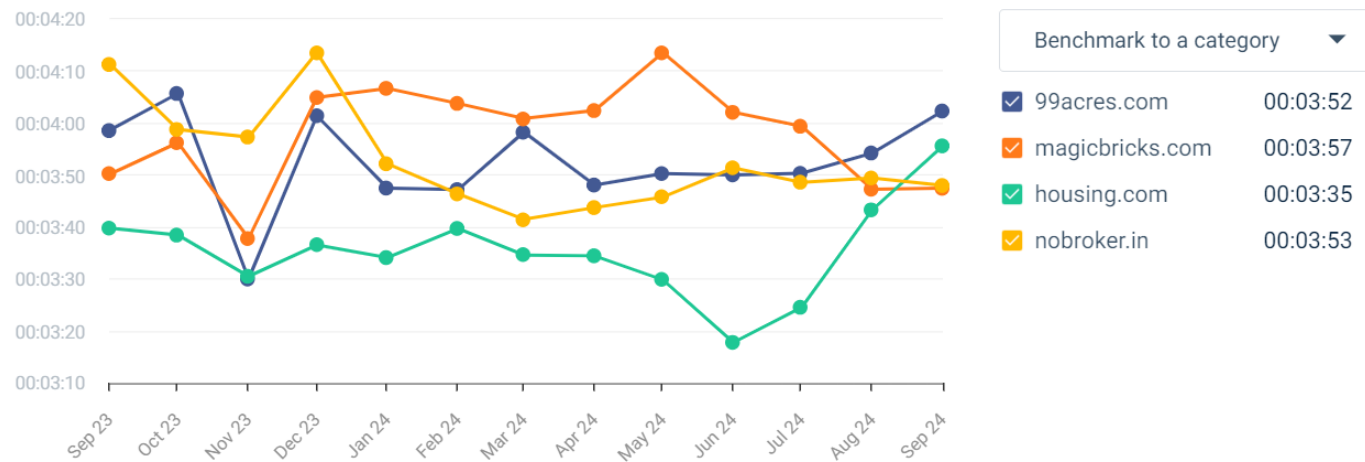


Buyers & Tenants spend more time on 99acres with lower/similar bounce rate vs most competitors

Lower bounce rate on 99Acres platform demonstrating the high quality of traffic

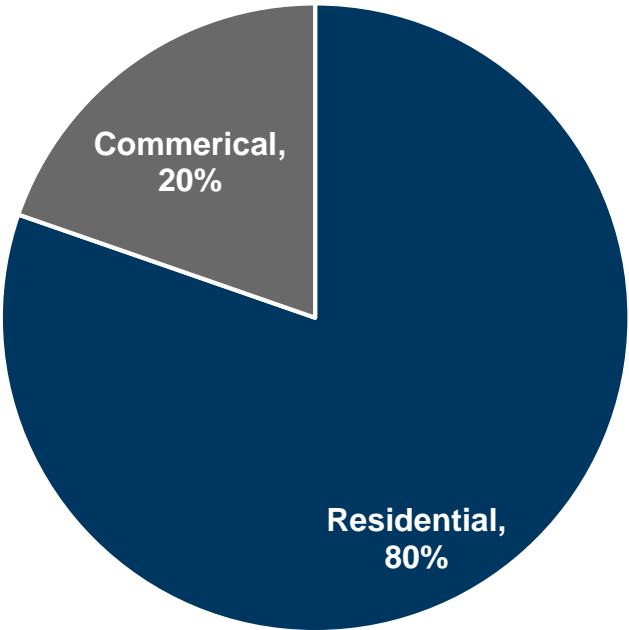


Higher time spent by buyers and tenants on 99Acres platform demonstrating high engagement



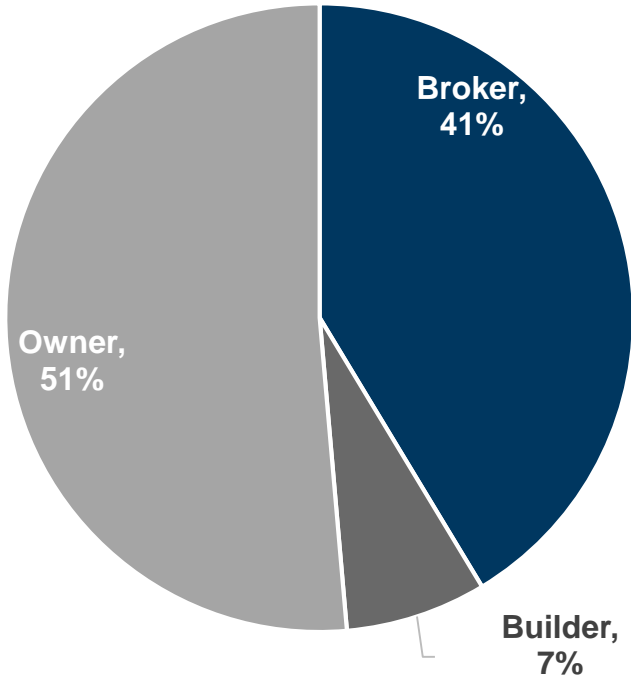
Key business metrics for 99Acres

Distribution of total 789k+ listings



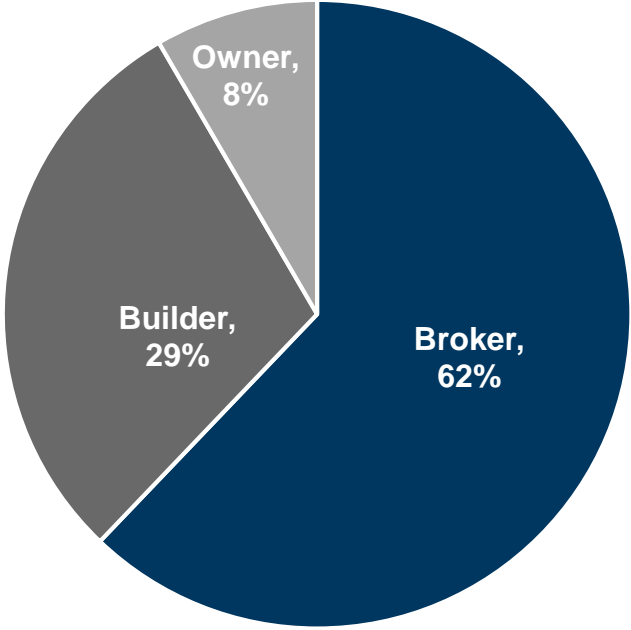
As of Sep 30, 2024

Distribution of 82.5k+ total customer base



Data for trailing 12 months to Sep'24

Billing breakdown by customer type



Data for trailing 12 months to Sep'24

Create Profile For

Select ▾

Email Address

someone@example.com

Mobile No.

+91 ▾

Create Password

Now, chat for free

Finding your perfect match just became easier

Matrimony business – Key operating highlights

MORE THAN 20 YEARS OF

Bringing People Together

Jeevansathi – key highlights

Rs. 26cr

Q2FY25 Billings

31%+ ↑

YoY Billings growth (Q2FY25)

92% ↑

YoY reduction in
H1FY25 operating losses

~83% ↑

YoY reduction in
cash losses in H1FY25

90%+

User traffic & time spent
on Android and iOS apps

~41% ↑

YoY reduction in marketing
spends in H1FY25



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Education business – Key operating highlights

Shiksha – key highlights

India's largest Higher Education Classified platform



A large teal arrow pointing to the left, serving as a background for the word 'Investments'.

Investments

Financial Investments in technology-based Startups

Investments in Listed Entities

zomato

Shareholding: 13.58%



Shareholding: 12.61%

Balance sheet investments in Unlisted Entities

22 active financial investments in the portfolio.
Total books value of Rs. 638.6cr

InfoEdge- AIFs

(Around 50:50 partnership with MacRitchie Investment Pte Limited (Indirectly wholly owned Subsidiary of Temasek Holdings Pvt Ltd))

Info Edge Venture fund*.-

First Scheme – USD100 Mn

Primary Focus- Consumer Tech Companies

Follow on Scheme- USD 100 Mn, Focus - Winners of Fund 1.

Info Edge Capital** Corpus USD 167Mn

Primary Focus - Consumer Tech Companies.

Capital 2B** Corpus USD 83Mn

Primary Focus - Companies leveraging deep tech/ patents etc

*Info Edge holding 50%.

** Info Edge holding 44.7%

Financial Investment Portfolio

Financial Investments - Listed Companies

Investee Company	Carrying value of investment as of Sep 30, 2024 (Rs. Cr.)	Diluted and converted shareholding % (Actual)
Zomato	146.5	13.58%
PB Fintech	575.8	12.61%
Total	722.3	

Strategic Investments

Investee Company	Prominent Domain name	Carrying value of investment as of Sep 30, 2024 (Rs. Cr.)	Diluted and converted shareholding % (Actual)
Aisle Network Private Limited	https://www.aisle.co/	91.0	94.38%
Zwayam Digital Private Limited	https://www.zwayam.com/	111.4	100.00%
Axilly Labs Private Limited	https://doselect.com/	23.0	100.00%
Terralytics Analysis Private Limited	https://www.tealindia.in/	8.7	23.03%
Sunrise Mentors Private Limited	https://www.codingninjas.com/	179.5	54.64%
NoPaperForms Solutions Private Limited	https://www.meritto.com/	33.7	47.90%
International Educational Gateway Private Limited	https://www.univariety.com/	1.0	47.12%
Total		448.2	

Financial Investment Portfolio

Financial Investments - Unlisted Companies

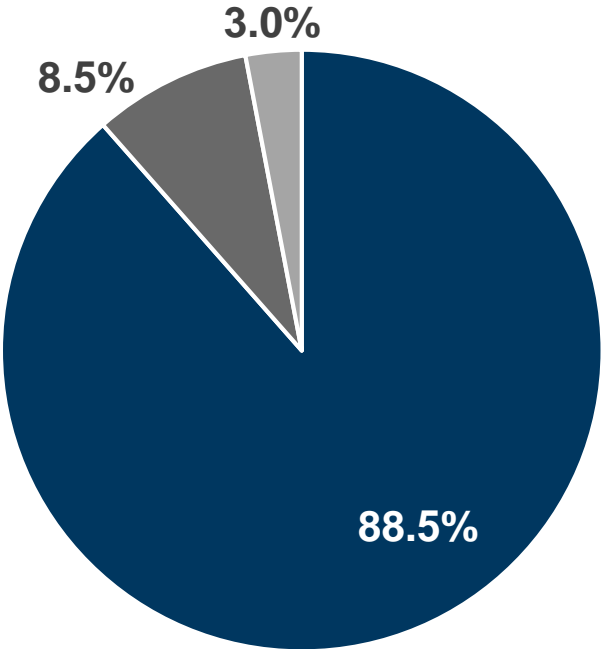
Investee Company	Prominent Domain names	Carrying value of investment as of Sep 30, 2024 (Rs. Cr.)	Diluted and converted shareholding % (Actual)
Agstack Technologies Private Limited	http://www.gramophone.in/	42.5	43.44%
Printo Document Services Private Limited	http://www.printo.in/	37.8	32.80%
Shop Kirana E Trading Private Limited	http://shopkirana.com/	127.2	26.36%
Metis Eduventures Private Limited	https://www.adda247.com/	144.2	25.88%
LQ Global Services Private Limited	https://www.legitquest.com/	4.0	23.07%
Llama Logisol Private Limited	https://shipsy.in/	68.4	22.56%
Crisp Analytics Private Limited	https://lumiq.ai/	2.7	2.50%
Unbox robotics Labs Private Limited	https://unboxrobotics.com/	11.6	6.12%
Attentive AI Solutions Private Limited	https://attentive.ai/	3.7	4.43%
Brainsight Technology Private Limited	https://www.brainsightai.com/	2.1	4.00%
Ray IOT Solutions Inc.	https://www.rayiot.org/	6.9	12.60%
Skylark Drones Private Limited	https://skylarkdrones.com/	1.2	1.10%
String Bio Private Limited	https://www.stringbio.com/	16.5	0.85%
Psila Tech. Pte. Ltd.	https://www.flippyfinance.com/	5.7	13.38%
Aarogyaa Innovations Private Limited	https://aarogya.ai/	2.3	4.17%
Sploot Private Limited	https://sploot.space/	8.9	24.84%
Vyuti Systems Private Limited	https://www.cynlr.com/	2.3	2.07%
Ubifly Technologies Private Limited	https://eplane.ai/	4.4	2.86%
WSO2 Inc.	https://wso2.com/	23.2	0.55%
VLCC	https://vlcc.com/	53.8	1.24%
SkyServe Inc.	https://www.skyserve.ai/	4.2	5.55%
Greytip Software Private Limited	https://www.greythr.com/	65.0	24.07%
Total		638.6	

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Balance Sheet Summary & Data Sheet

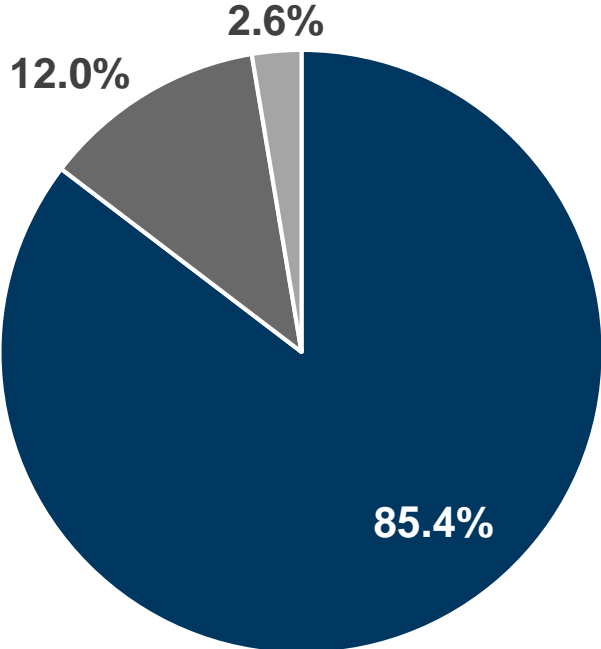
Standalone Balance Sheet Summary as of September 30, 2024

Assets (Total: Rs. 40,604cr)



- Investments
- Cash & Cash Equivalents
- Other Operating Assets

Liabilities (Total: Rs. 40,604cr)



- Shareholder's Equity
- Other Liabilities & Provisions
- Deferred Sales Revenue / Customer Advances

Data sheet – Q2FY25 (1/2)

As at end of/ during	Q2FY25	Q1FY25	Q4FY24	Q3FY24	Q2FY24	Q1FY24	Q4FY23	Q3FY23	Q2FY23	Q1FY23	Q4FY22	Q3FY22	Q2FY22	Q1FY22	FY24	FY23	FY22
Key business metrics																	
Naukri.com																	
Number of resumes on Naukri.com (in millions)	103	100	98	96	94	91	89	88	86	84	82 [^]	80	78	76	98	89	82 [^]
Average number of resumes added daily (in '000)	25	22	28	20	24	23	20	20	23	20	21	18	22	17	24	21	20
Average number of resumes modified daily (in '000)	624	572	562	482	495	498	479	420	491	411	417	403	540	489	509	450	462
Number of unique customers - Revenue	82,230	81,806	79,263	76,599	78,004	79,315	77,677	73,524	75,162	75,876	72,100	68,963	65,015	57,360	131,995	127,288	110,161
Revenue distribution of Naukri.com from																	
- IT Services/ ITES	32.0%	30.5%	31.1%	30.7%	30.9%	31.2%	33.5%	34.2%	35.7%	35.9%	37.1%	34.9%	35.9%	35.1%	31.0%	35.3%	36.0%
- Recruitment consultants/firms	26.5%	27.4%	26.5%	27.0%	27.4%	27.7%	27.4%	27.8%	28.2%	27.5%	26.1%	26.2%	25.4%	24.9%	27.2%	27.5%	25.4%
- Non IT	41.5%	42.1%	42.4%	42.3%	41.7%	41.0%	39.1%	38.1%	36.1%	36.6%	36.9%	38.9%	38.7%	40.0%	41.8%	37.2%	38.6%
Further distribution of Non IT																	
- Infrastructure	10.6%	10.7%	10.7%	10.5%	10.5%	10.1%	9.7%	9.2%	9.1%	8.7%	8.8%	9.1%	9.9%	10.2%	10.5%	9.2%	9.4%
- BFSI	8.4%	9.4%	9.9%	9.1%	8.9%	9.0%	8.3%	6.9%	6.0%	6.7%	6.3%	6.5%	6.5%	6.8%	9.2%	6.6%	6.5%
- Others	22.5%	22.0%	21.7%	22.7%	22.2%	21.9%	21.2%	22.0%	21.0%	21.2%	21.8%	23.3%	22.3%	23.0%	22.1%	21.5%	22.6%
99acres																	
Number of listings free+paid (in '000)	1,162	1,103	1,081	1,007	1,134	1,163	1,191	1,077	1,052	1,109	1,081	1,082	1469	894	4,384	4,428	4,526
Number of paid listings (in '000)	772	733	735	688	699	664	733	736	621	604	589	627	829	446	2,786	2,693	2,491

[^]as on 5th April 22

Data sheet – Q2FY25 (2/2)

As at end of/ during	Q2FY25	Q1FY25	Q4FY24	Q3FY24	Q2FY24	Q1FY24	Q4FY23	Q3FY23	Q2FY23	Q1FY23	Q4FY22	Q3FY22	Q2FY22	Q1FY22	FY24	FY23	FY22
Key financial metrics																	
Segment Billing (in Rs million)																	
Recruitment business	4,920	4,314	6,254	4,289	4,314	3,975	5,835	4,346	4,256	4,150	5,133	3,692	3,019	2,521	18,832	18,587	14,364
Real estate business	1,074	809	1,311	884	922	734	1,037	711	757	611	793	614	681	224	3,851	3,116	2,312
Matrimony business	259	254	258	203	197	188	205	171	169	176	281	245	243	251	846	721	1,019
Education business	249	415	447	393	257	333	409	278	248	304	287	257	189	232	1,430	1,239	965
Total Billing	6,503	5,793	8,269	5,769	5,690	5,230	7,486	5,507	5,429	5,242	6,493	4,808	4,131	3,228	24,959	23,663	18,660
Segment Revenue (in Rs million)																	
Recruitment business	4,949	4,715	4,523	4,505	4,560	4,464	4,376	4,368	4,181	3,871	3,444	3,113	2,674	2,311	18,053	16,796	11,542
Real estate business	1,020	988	926	888	873	827	755	729	697	663	613	586	483	492	3,513	2,845	2,173
Matrimony business	262	262	242	220	197	194	188	179	181	229	254	242	254	252	853	776	1,002
Education business	329	424	392	341	300	358	320	277	259	313	244	219	216	228	1,391	1,169	907
Total revenue from operations	6,561	6,389	6,083	5,954	5,930	5,843	5,640	5,552	5,318	5,077	4,555	4,161	3,626	3,283	23,810	21,586	15,625
Deferred Sales Revenue (in Rs million)																	
Recruitment business	8,805	8,878	9,279	7,619	7,766	8,008	8,477	7,034	7,060	6,951	6,782	5,049	4,513	4,119	9,279	8,477	6,782
Real estate business	1,456	1,402	1,568	1,180	1,184	1,131	1,227	943	969	895	959	781	744	549	1,568	1,227	959
Matrimony business	176	179	187	171	188	187	194	177	184	196	249	223	220	231	187	194	249
Education business	251	316	326	281	224	262	288	200	196	211	206	182	143	170	326	288	206
Total deferred sales revenue	10,688	10,774	11,360	9,251	9,362	9,588	10,185	8,354	8,409	8,254	8,196	6,234	5,620	5,069	11,360	10,185	8,196
Segment Profit/(Loss) Before Tax (in Rs million)																	
Recruitment business	2,858	2,546	2,579	2,593	2,701	2,635	2,640	2,685	2,482	2,252	2,014	1,820	1,518	1,220	10,509	10,060	6,573
Real estate business	(142)	(137)	(152)	(147)	(165)	(225)	(221)	(260)	(324)	(380)	(363)	(255)	(249)	(29)	(688)	(1,185)	(896)
Matrimony business	(7)	(21)	(94)	(138)	(175)	(181)	(228)	(263)	(276)	(287)	(399)	(384)	(224)	(246)	(587)	(1,054)	(1,253)
Education business	(33)	44	63	2	(28)	(10)	11	(1)	(28)	53	39	11	42	68	28	35	160
Total	2,676	2,432	2,397	2,310	2,334	2,220	2,202	2,161	1,854	1,638	1,291	1,193	1,087	1,013	9,261	7,855	4,584
Less unallocable expenses	(165)	(159)	(149)	(123)	(145)	(131)	(139)	(117)	(128)	(116)	(118)	(93)	(92)	(91)	(549)	(500)	(393)
Add unallocated income	803	770	728	650	636	578	437	396	499	419	421	428	442	411	2,592	1,751	1,702
Exceptional item	1,080	-	(121)	-	(50)	-	(187)	(2,760)	-	-	-	2,178	92,938	-	(171)	(2,947)	95,116
Profit Before Tax	4,395	3,043	2,855	2,837	2,774	2,667	2,313	(320)	2,225	1,942	1,595	3,705	94,375	1,334	11,132	6,159	101,009
Head count																	
	5,820	5,817	5,750	5,602	5,594	5,568	5,311	5,336	5,282	5,107	4,805	4,543	4,540	4,573	5,750	5,311	4,805

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