

infoedge

Earnings Presentation

Quarter ended June 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 June 30, 2024 and as at and for the quarter ended June 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 June 30, 2024 or for the quarter ended June 30, 2024, unless indicated otherwise.
- Q1FY25 or Q1FY24-25 means the period commencing on April 01, 2024, and ending on June 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 (Q1FY25) – at a glance

Rs. 579cr

Billings
(YoY +10.8%)

Rs. 227cr

Operating Profit
(YoY +8.8%)

Rs. 174cr

Cash from operations
(before Taxes)
(YoY +20.2%)

Rs. 4,255cr

Cash Balance
as of Jun 30, 2024

Rs. 639cr

Revenue from Operations
(YoY +9.3%)

35.6%

Operating Profit margin

Rs. 17.98

Earning per share¹ – Q1FY25
(YoY +16.1%)

5,817

Employee count
as of Jun 30, 2024

Key highlights regarding standalone financial performance for Q1FY25

1. Billings growth in Q1 was driven by continued improvement in the recruitment business and the sustained performance of the non-recruitment businesses
Deferred sales revenue in Q1FY25 was Rs. 1,077cr

2. Operating profit margins were maintained at 35.6% in Q1FY25 with operating profits growing at 8.8% YoY

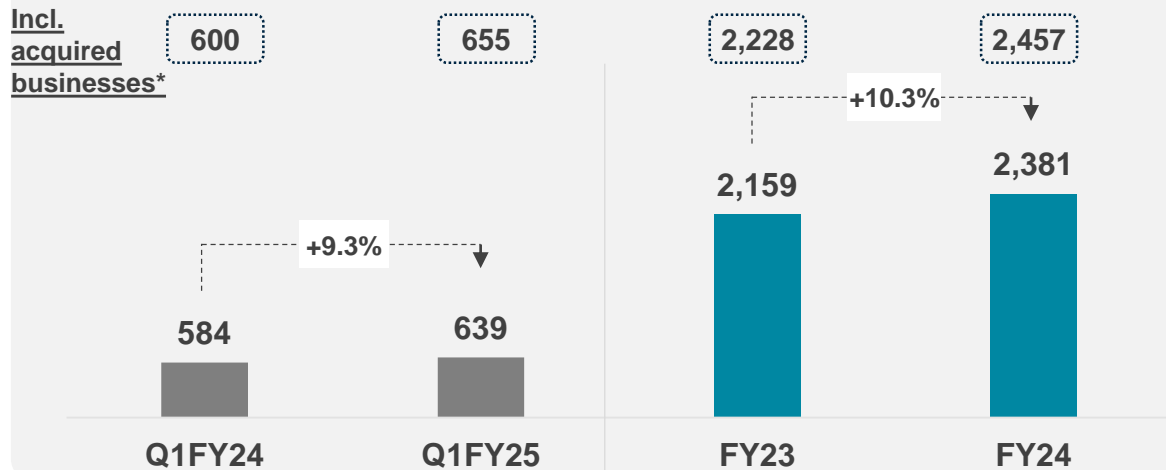
3. Earning per share¹ (EPS) in Q1FY25 was Rs. 17.98 (YoY growth of 16.1%)

4. Cash generated from operations (before taxes) of Rs. 174cr in Q1FY25 (YoY growth of 20.2%);
Cash balance as of June 30, 2024 on a standalone basis (incl. wholly owned subsidiaries) was Rs. 4,255cr

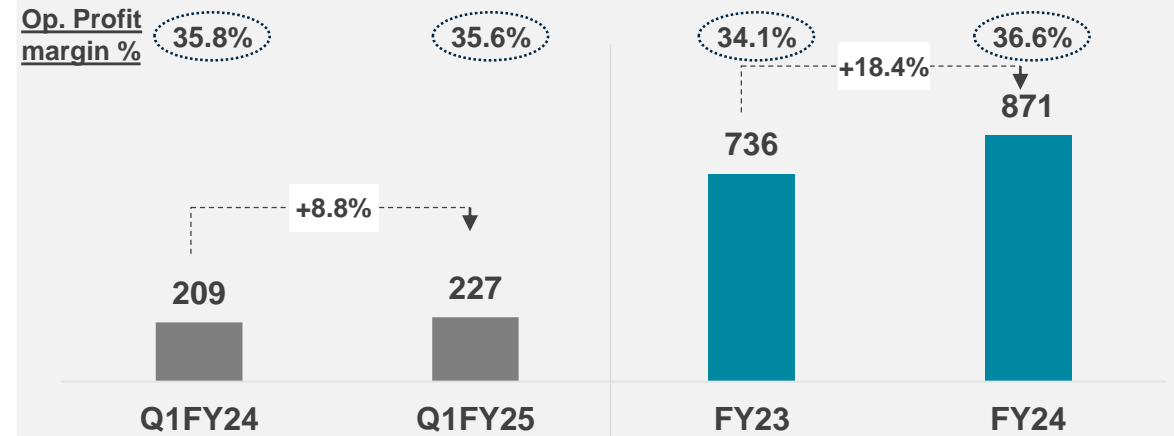
5. Employee count as of June 30, 2024 was 5,817

Info Edge Q1FY25 highlights: Improved YoY growth in revenue and billings, along with sustained operating margins and increased cash generation

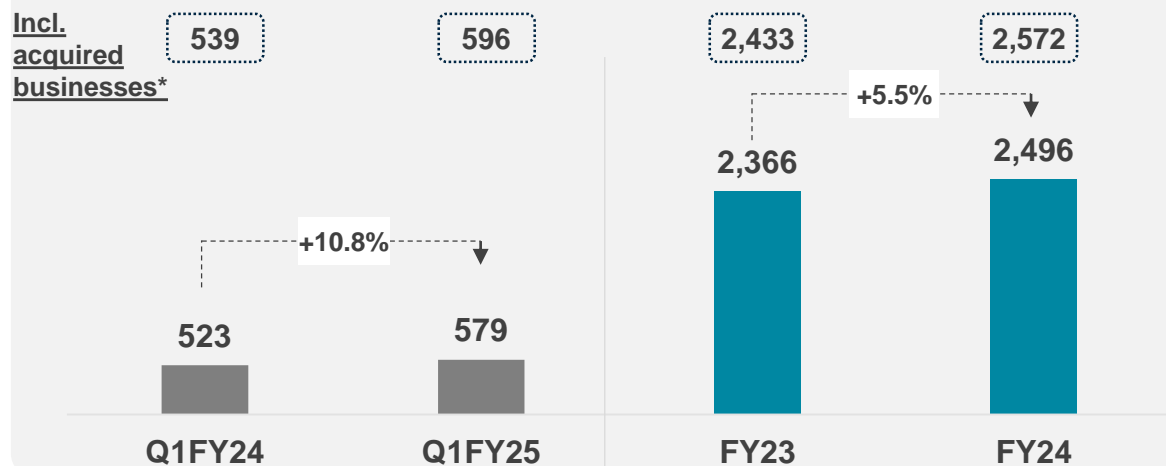
Revenue from operations (Rs. Cr)



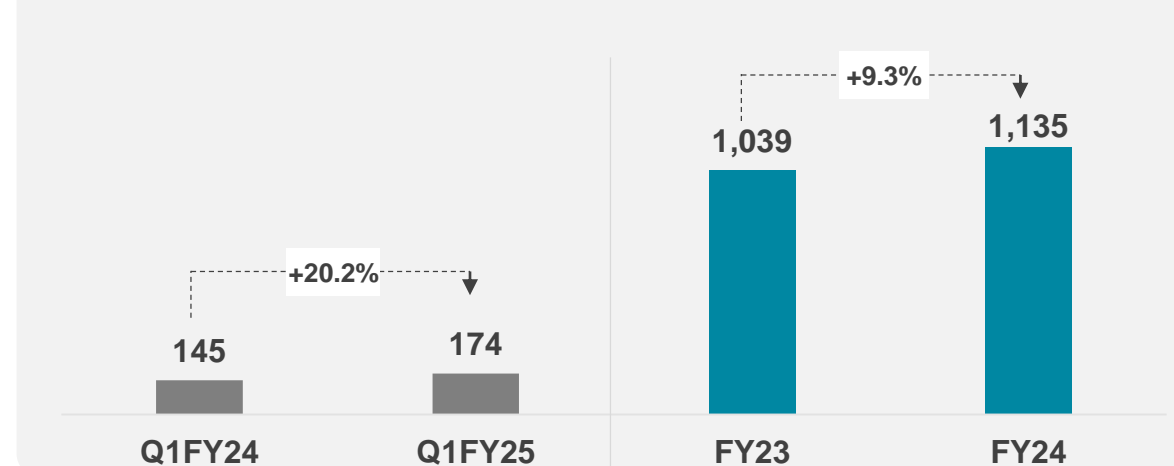
Operating profit (Rs. Cr) and margins (%)



Billings (Rs. Cr)



Cash from operations (before taxes) (Rs. Cr)

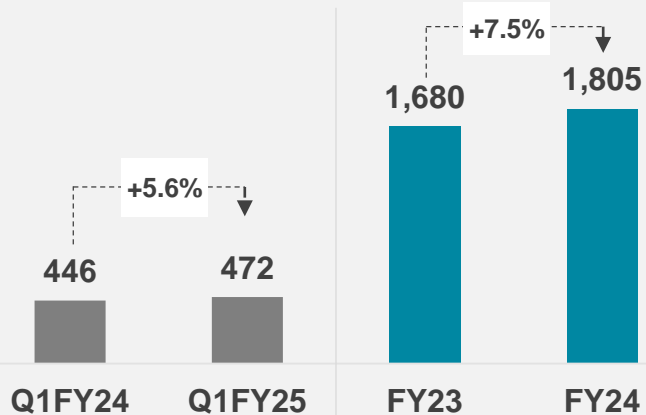




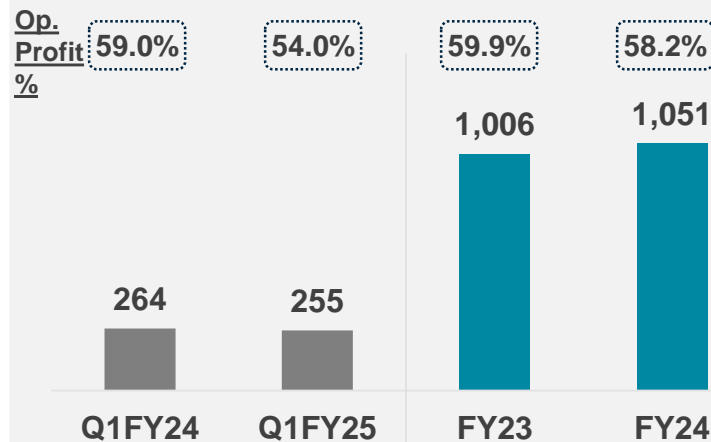
Business Segments Financial Performance

Recruitment business: The billings growth observed in Q4 continued its upward trend in Q1 as well; Naukri database now holds over 100 million resumes

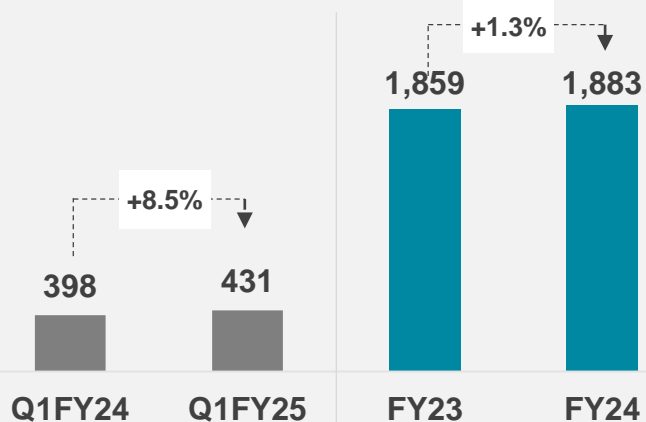
Revenue from operations (Rs. Cr)



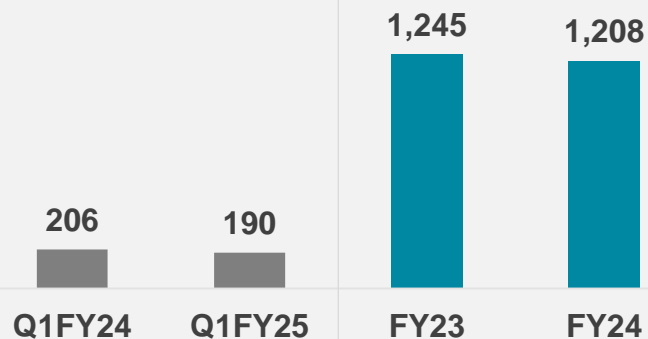
Op. profit (Rs. Cr) & margin (%)



Billings (Rs. Cr)



Cash from operations (Rs. Cr)

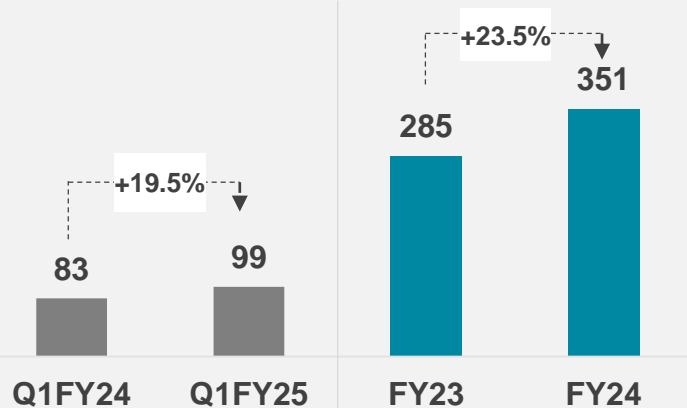


Q1FY25 highlights

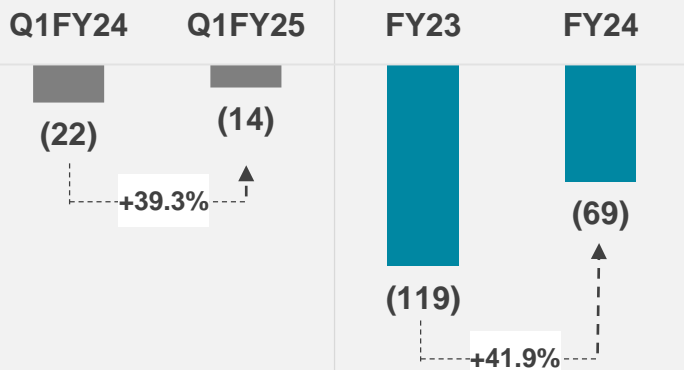
- Growth momentum in the non-IT segment continued with a 14% YoY increase in billings, driven by Healthcare & Life Sciences, Infrastructure, Transport & Real Estate, and Media, Entertainment & Telecom sectors.
- The recruitment consultant segment experienced billings growth after four consecutive quarters of decline.
- Billings growth in IT moderated to mid-single-digit.
- Naukri database is now comprises of 100 million resumes; Avg. daily app installs stands at 14 million; Avg. number of resumes added daily were 22k.
- iimjobs, Naukri Gulf and Naukri Fast Forward, also witnessed healthy billings growth of 26%, 25% and 29% YoY respectively.
- JobHai, AmbitionBox, etc. continued monetization in Q1.

99Acres: Billings growth moderated due to muted new project sales; Cash losses further reduce by 54% YoY in Q1

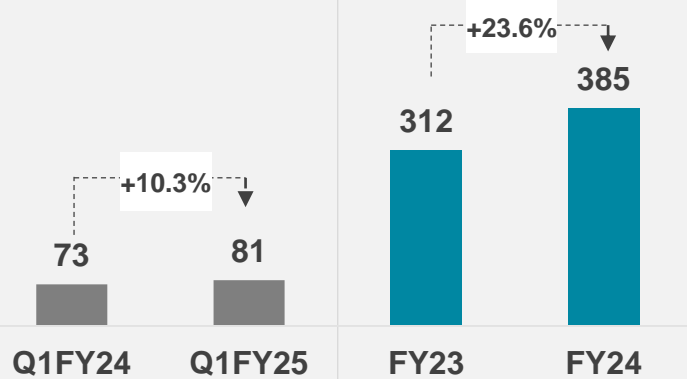
Revenue from operations (Rs. Cr)



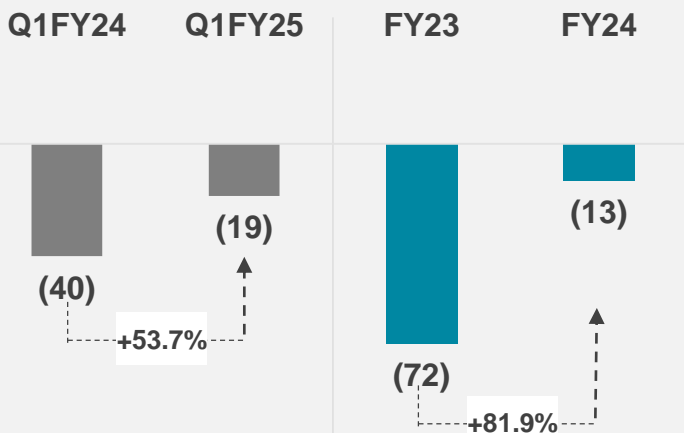
Operating profit (Rs. Cr)



Billings (Rs. Cr)



Cash from operations (Rs. Cr)

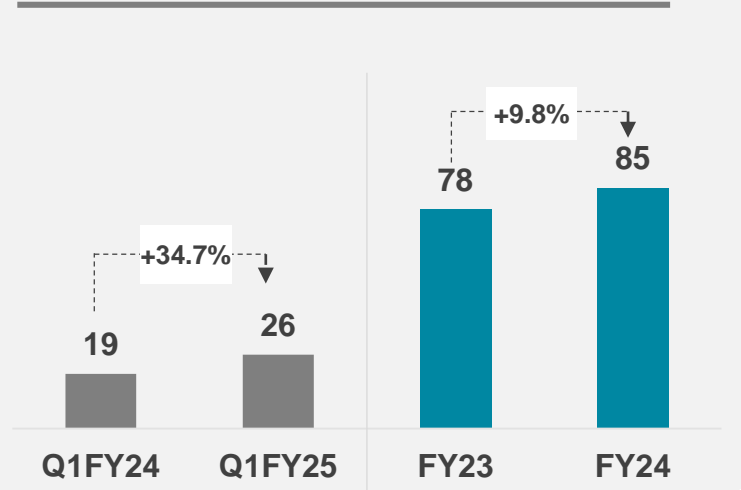


Q1FY25 highlights

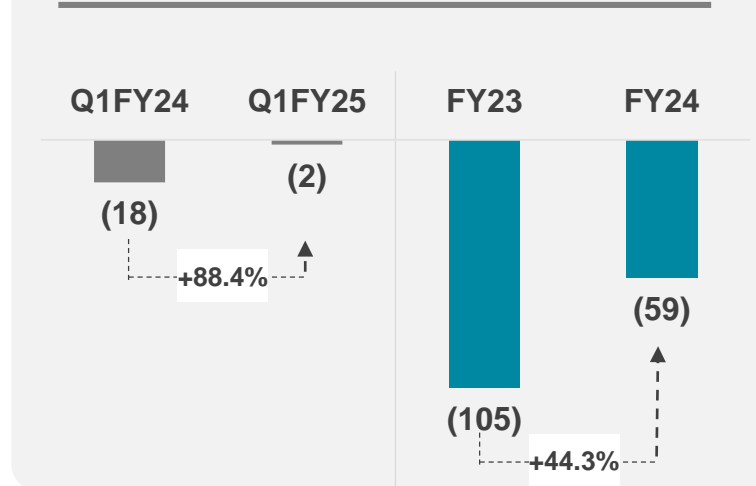
- Unsold new project inventory levels remain at reasonably healthy levels in most top 8 cities. There was some uncertainty during the election period, which may smoothen out in subsequent quarters.
- New project sales moderated in Q1. Overall, new project sales in the top 8 cities were flat sequentially in Q1 and up approximately 10% YoY
- Billing growth in Q1 was driven by improvements in both the number of billed customers and average billing per customer.
- Overall traffic in Q1 grew by 23% YoY, driven by growth in new projects and resale traffic. Our apps' daily active user base grew strongly by 33% YoY in Q1.
- We continue to lead in terms of the quality of traffic, time spent, and brand recall.
- We continued to increase the efficiency of our digital performance marketing spends, applying analytics, creative content & audience optimization.

Jeevansathi: The business is nearing breakeven, driven by continued strong billings growth in Q1 and sustained cost control

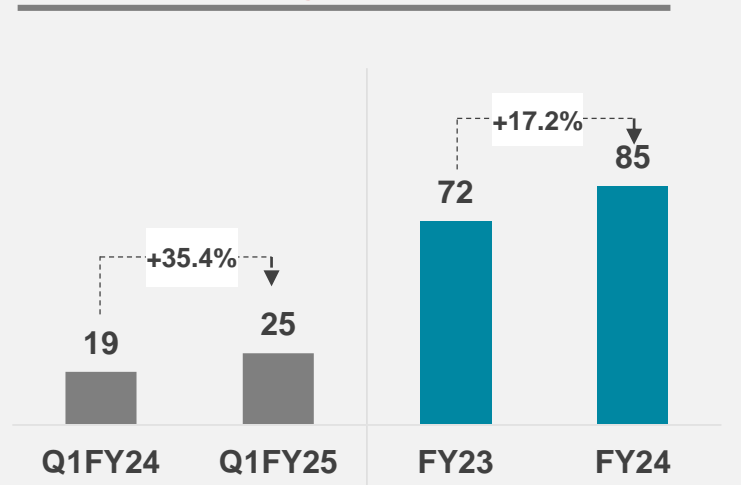
Revenue from operations (Rs. Cr)



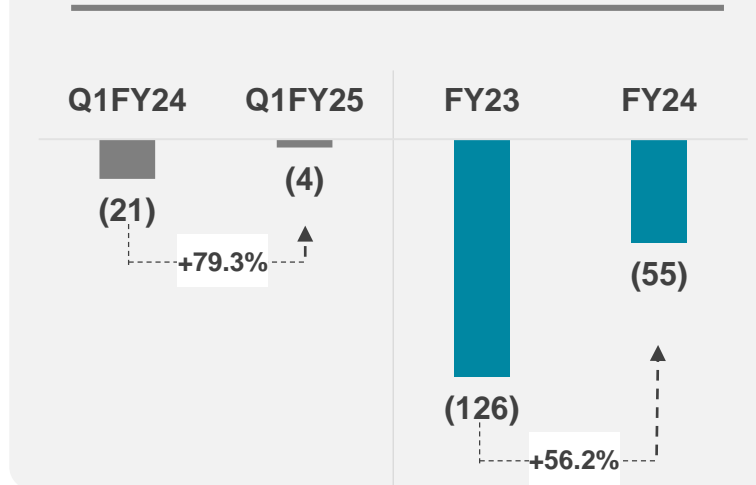
Operating profit (Rs. Cr)



Billings (Rs. Cr)



Cash from operations (Rs. Cr)

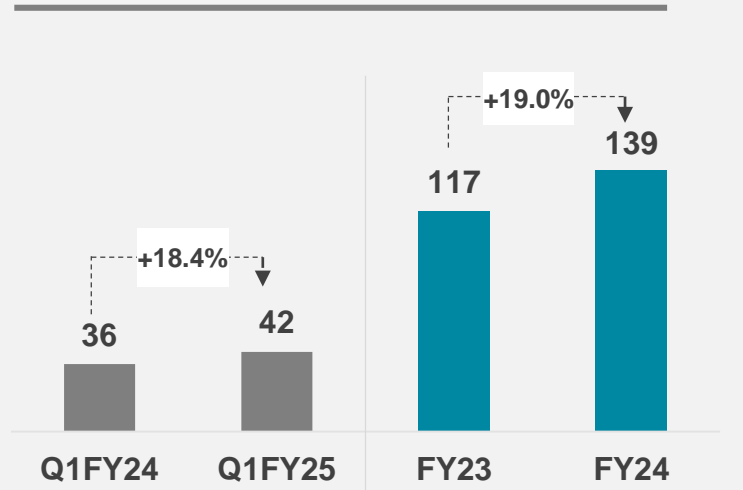


Q1FY25 highlights

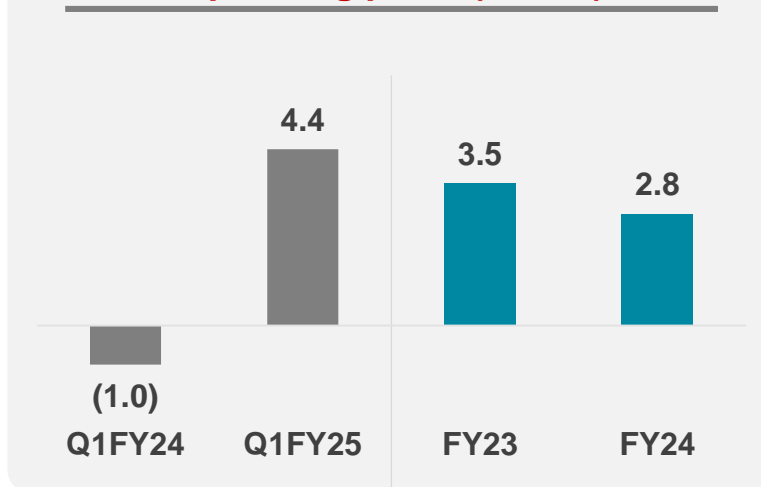
- The matchmaking industry remains competitive, with the top 3 players seeking to expand their market share.
- New features launched in Q1, such as super interests and handpicked matches, gaining good traction
- Key metrics like acceptances and two-way chats on the platform continue to remain healthy
- Focused on exploring additional ways to monetize platform traffic
- Marketing expense rationalization continued, with costs down by 45% year-over-year while maintaining growth momentum
- Billings growth and reduced marketing expenses led to reduced losses

Shiksha: Revenue and billings continued to grow in Q1 along with improving operating profits

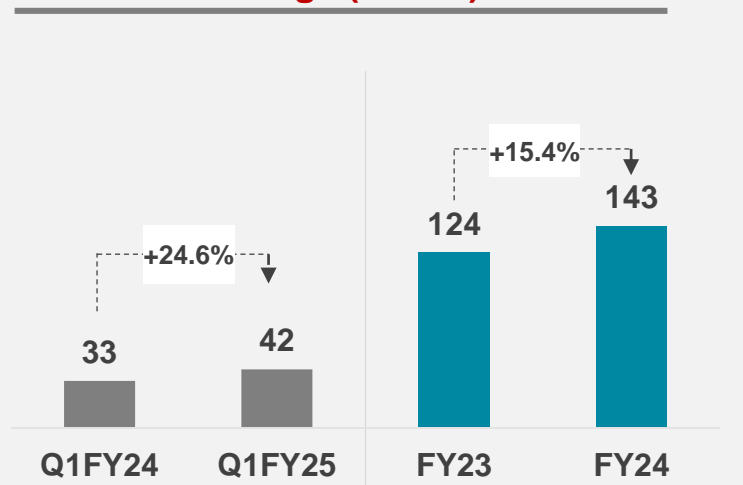
Revenue from operations (Rs. Cr)



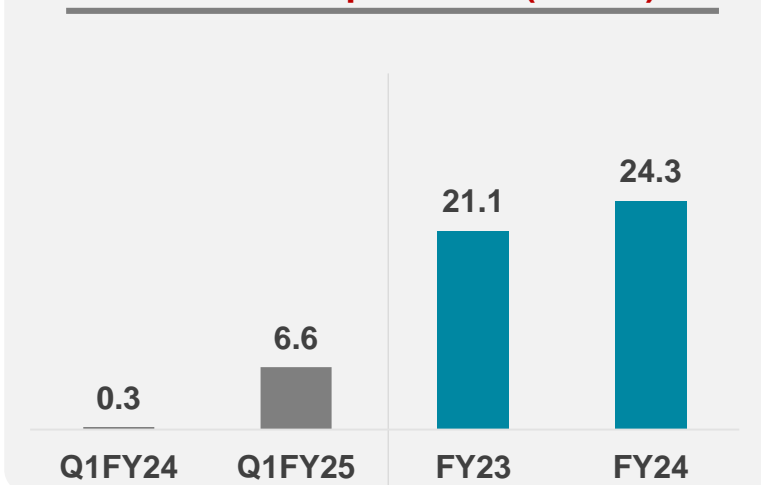
Operating profit (Rs. Cr)



Billings (Rs. Cr)



Cash from operations (Rs. Cr)



Q1FY25 highlights

- In Q1FY25, billings grew by 24.6% and revenue grew by 18.4% and the business generated cash from operations of Rs. 6.6cr.
- Emergence of new private universities in India presents an opportunity for Shiksha to expand its footprint
- Students' interest in studying abroad in the Fall '24 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 Q1FY25



At the consolidated level, the net sales for the Company stood at Rs. 676.7cr in Q1FY25 versus Rs. 625.9cr for Q1FY24



At the consolidated entity level, the total comprehensive income stands at Rs. 3,582.6cr in Q1FY25 compared to Rs. 3,001.9cr in Q1FY24



Profit before tax (without exceptional items) in Q1FY25 was Rs 329.4cr, compared to Rs 216.7cr in Q1FY24

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

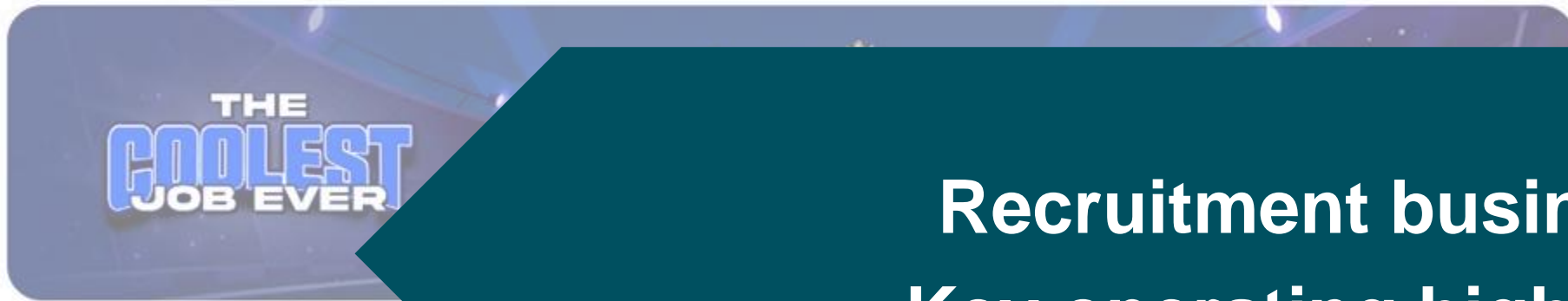


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**Recruitment business –
Key operating highlights**

Recruitment business – key highlights

Dominant Traffic Share among peers

Rs. 431cr

Q1FY25 Billings

Rs. 255cr

Q1FY25 Operating Profit

54.0%

Q1FY25 Operating PBT margin

Rs. 190cr

Q1FY25 Cash from operations

75%+

Traffic Share¹

100 million+

Resume database²

~132k

Unique revenue generating clients²

462k

Job listings³

22k

Resumes added daily³

572k

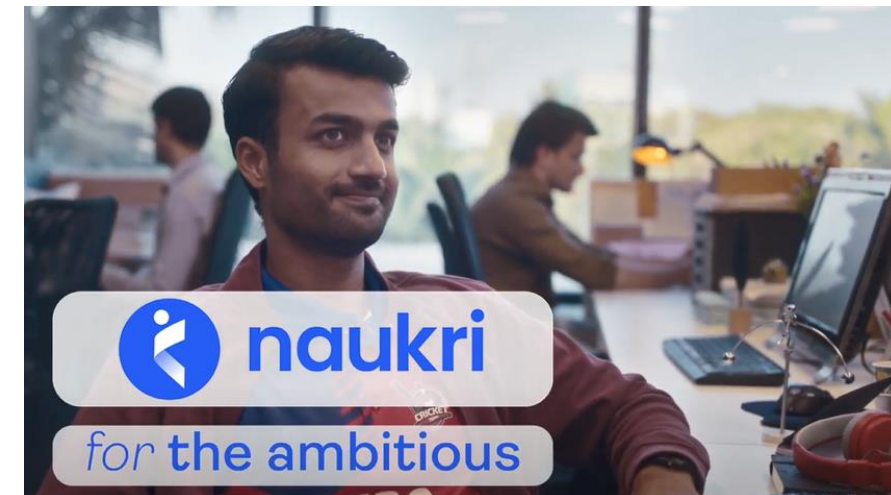
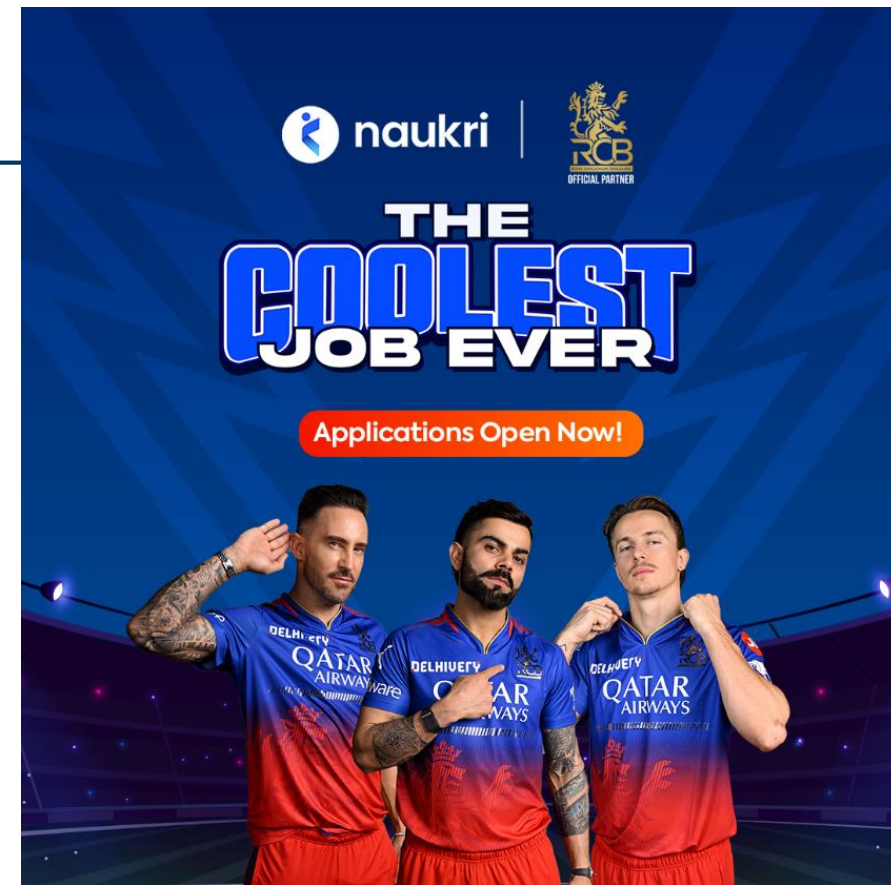
Resumes modified daily³

139k

Job seekers availed premium services³

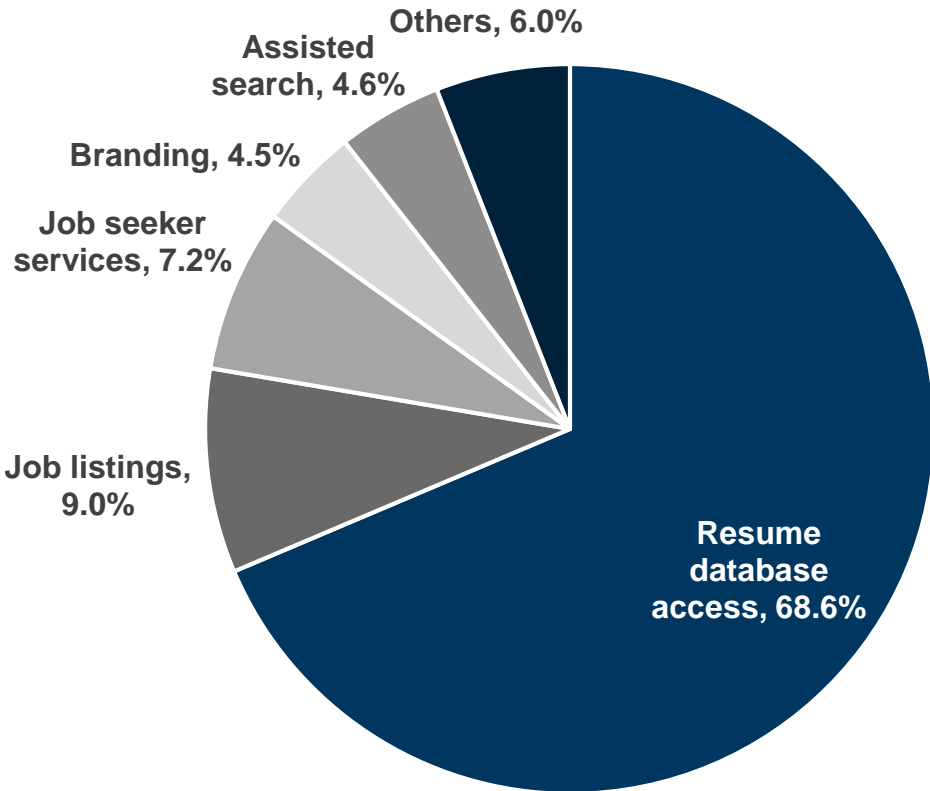
960k

Avg. resume searches daily³

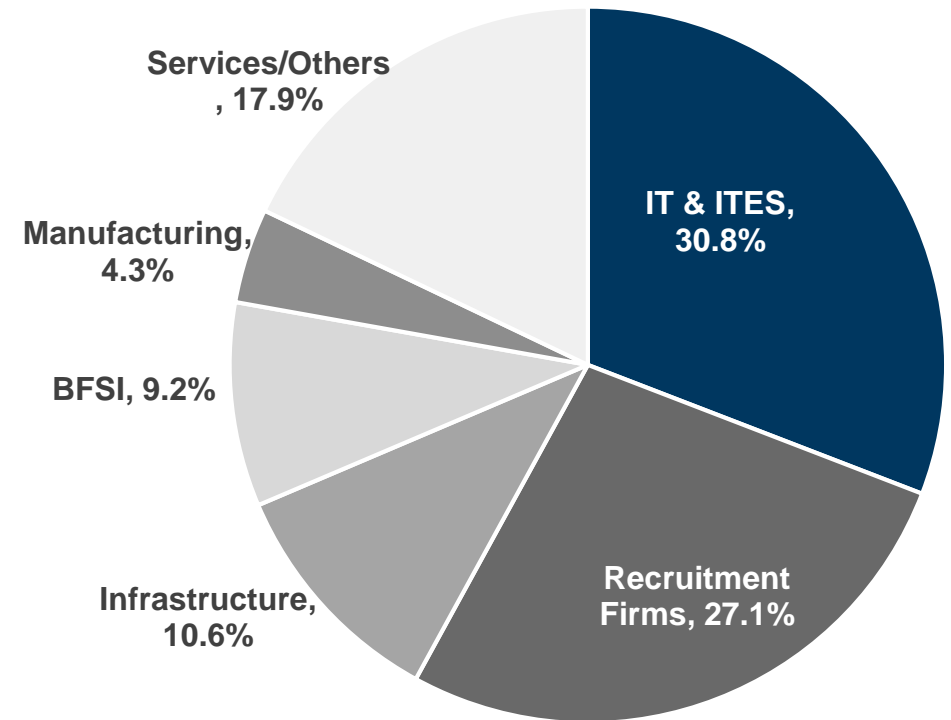


Breakdown of revenue by Product and Industry

Revenue split by products¹



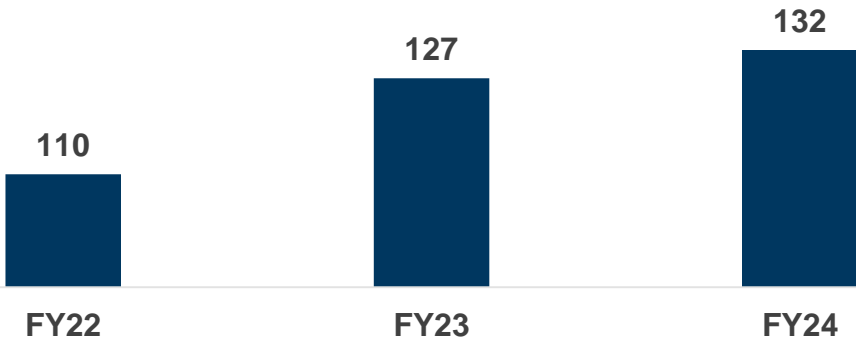
Revenue split by industry¹



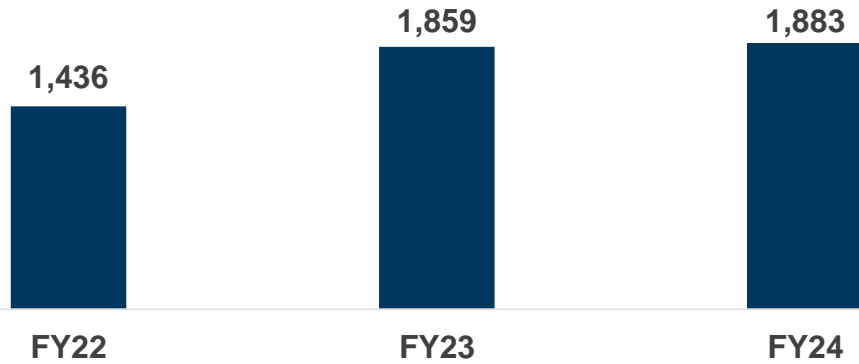
Approximately half of the consultants serve the IT/ITES industry, resulting in IT and ITeS contributing around 45-50% of the total revenues

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

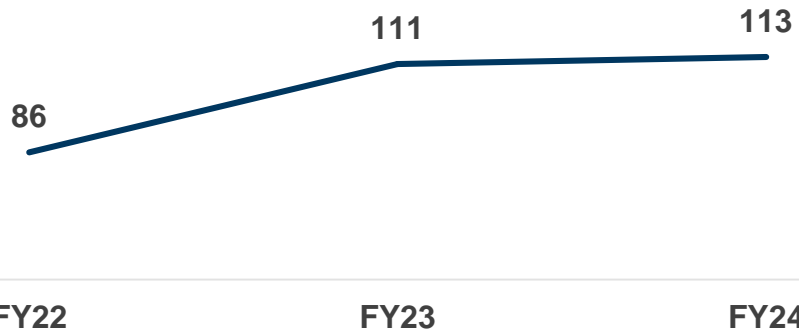
No. of clients ('000)



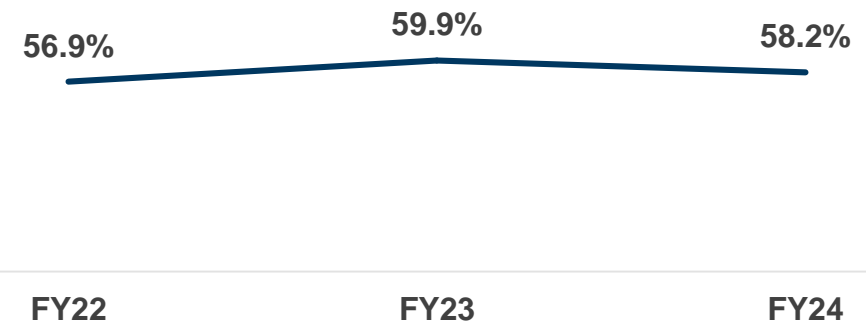
Billings (Rs. Cr)



Avg. realization per client (Rs. '000)



Operating profit margin (%)





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99acres se hi puchna

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



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



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



Goyal Premium Builder Floor
1,2,3 BHK Apartment in Sector 14 Dwarka,
Dwarka Delhi
₹ 25 - 76.67 Lac

+ EXPERT OPINIONS

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Real Estate business – Key operating highlights

99Acres – key highlights

Rs. 81cr

Q1FY25 Billings

~10% ↑

YoY Billings growth (Q1FY25)

~39% ↑

YoY improvement in
Q1FY25 operating profit

~54% ↑

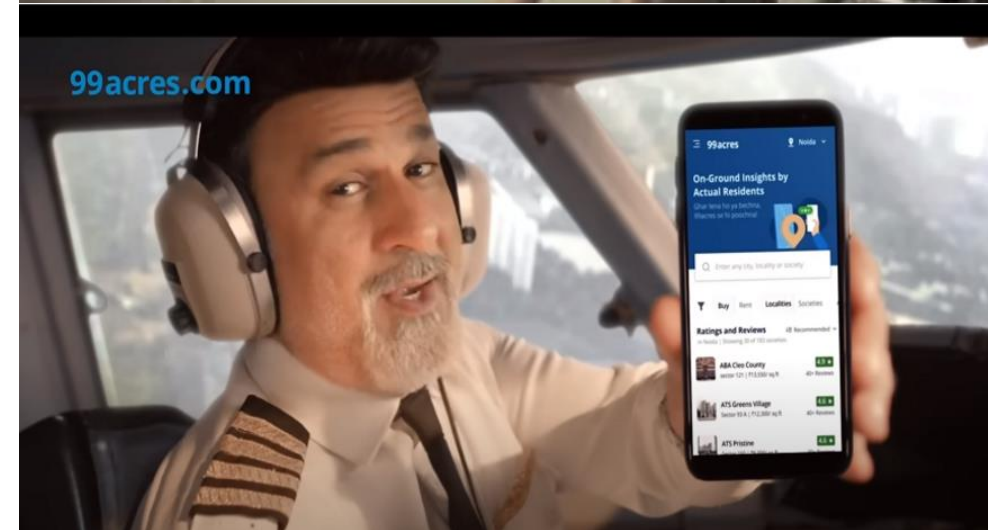
YoY reduction in
cash losses in Q1FY25

176k+¹

Total projects

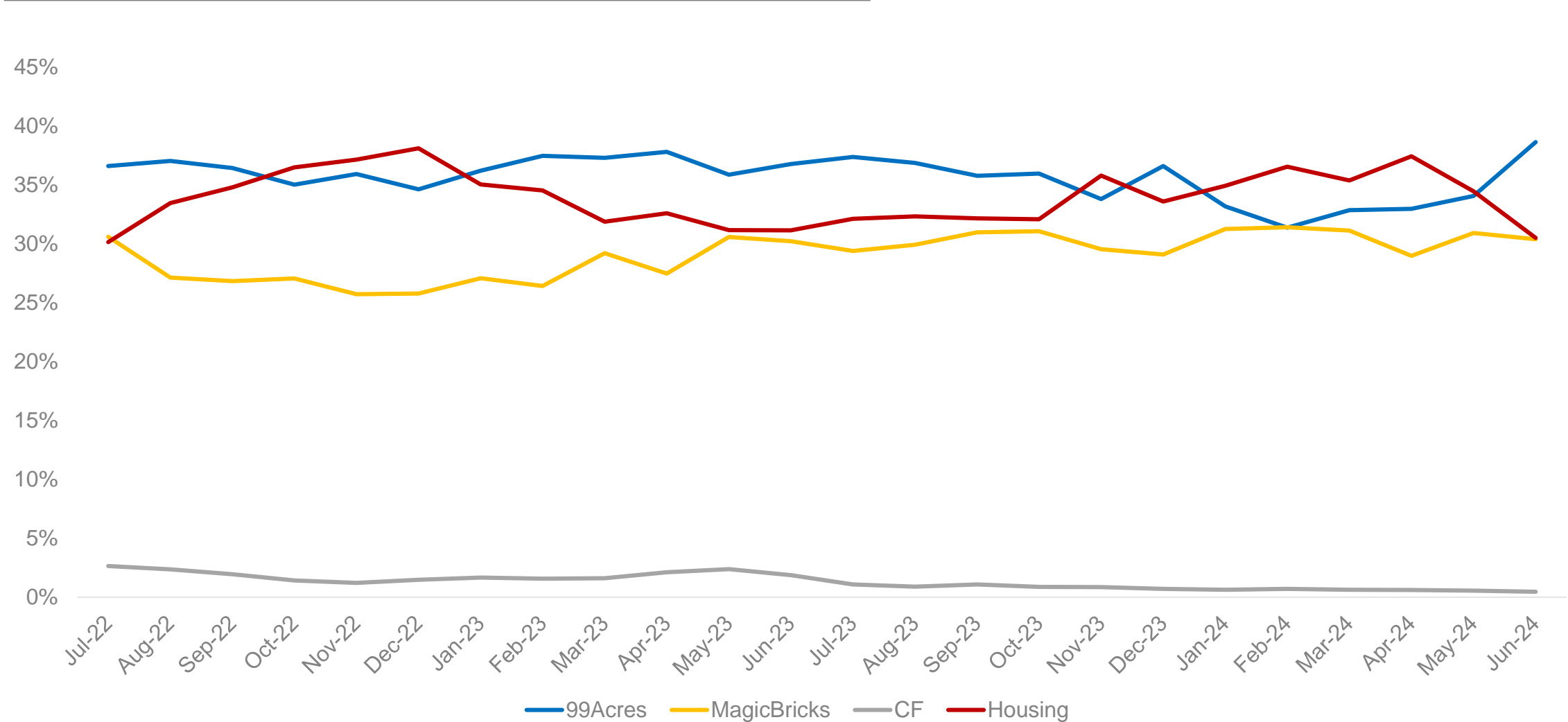
778k+²

Total listings



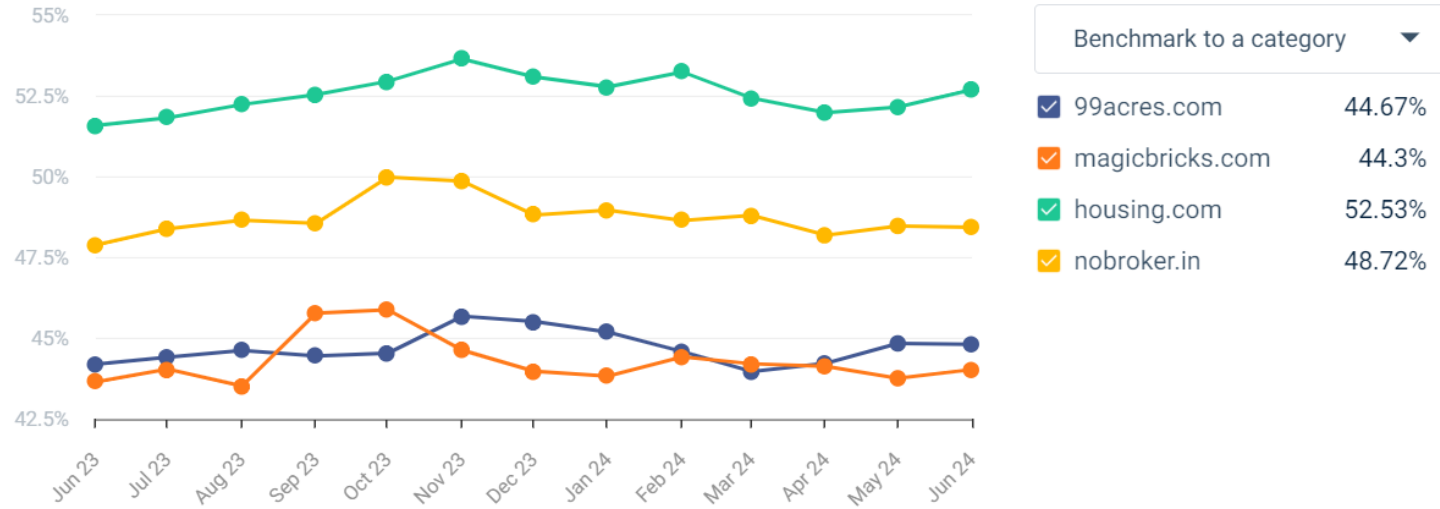
99Acres traffic time share

Overall traffic (from desktops & laptops, web mobile)

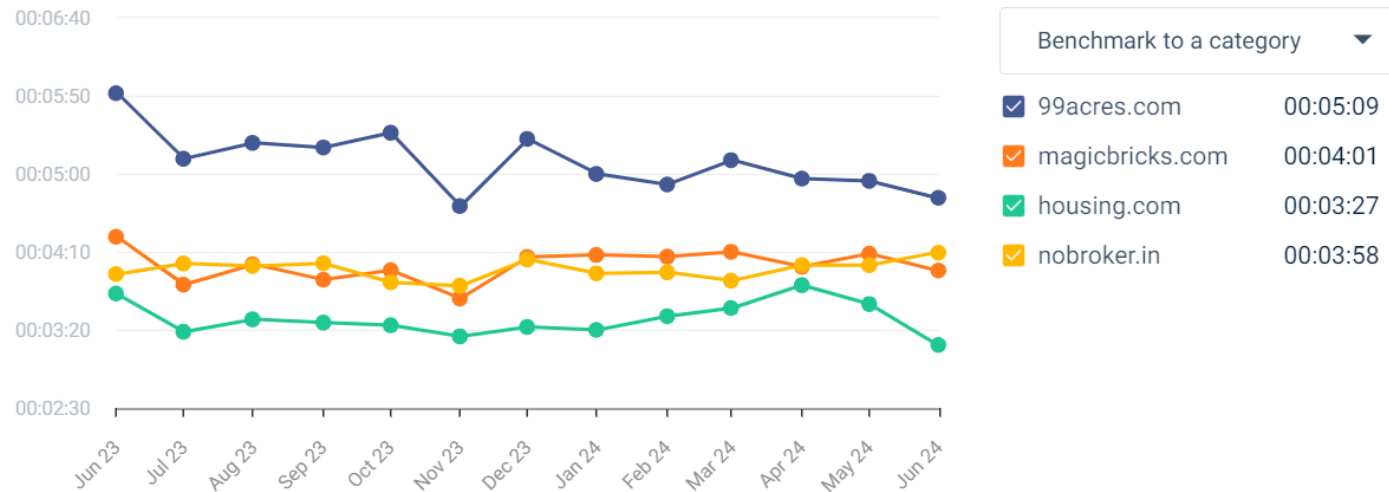


Buyers & Tenants spend more time on 99acres with lower/similar bounce rate vs most competitors

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

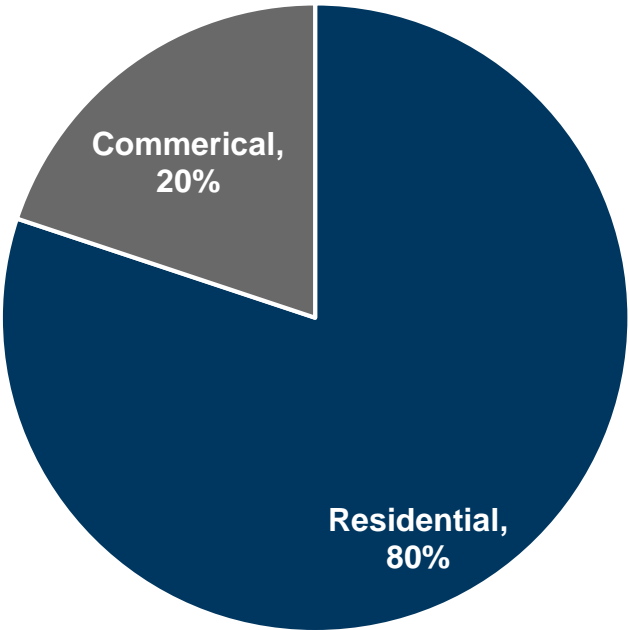


Higher time spent by buyers and tenants on 99Acres platform demonstrating high engagement



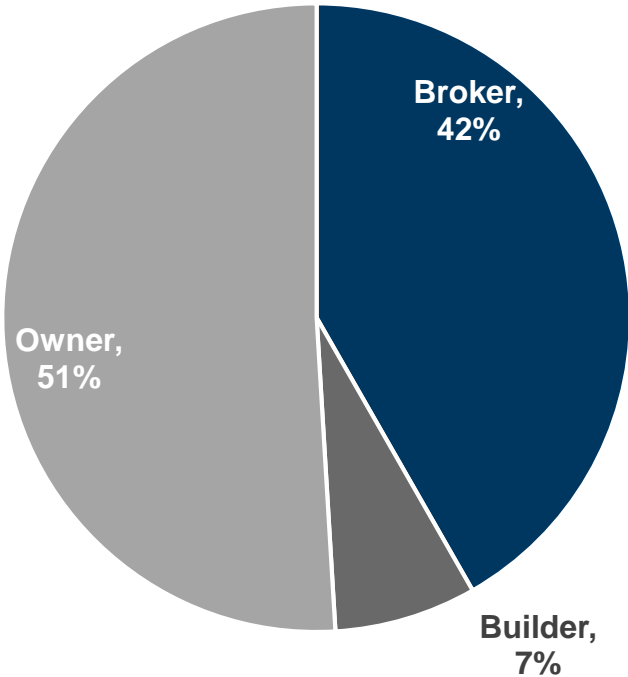
Key business metrics for 99Acres

Distribution of total 778k+ listings



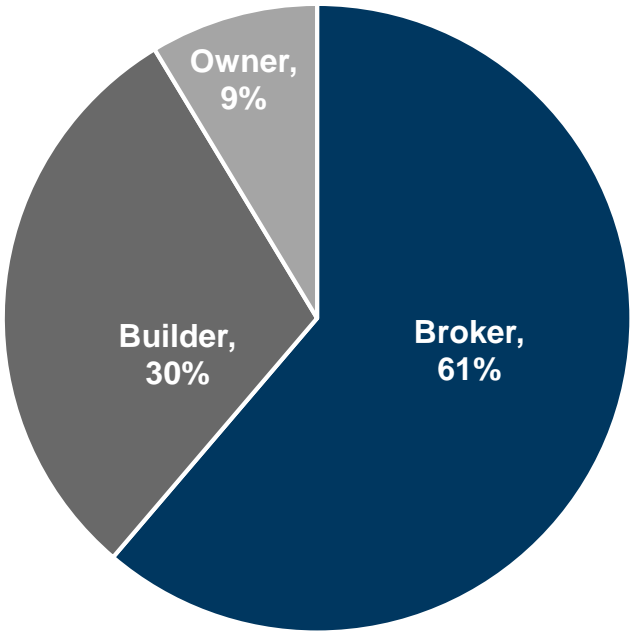
As of Jun 30, 2024

Distribution of 81k+ total customer base



Data for trailing 12 months to Jun'24

Billing breakdown by customer type



Data for trailing 12 months to Jun'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. 25cr

Q1FY25 Billings

35%+ ↑

YoY Billings growth (Q1FY25)

88% ↑

YoY reduction in
Q1FY25 operating losses

~79% ↑

YoY reduction in
cash losses in Q1FY25

90%+

User traffic & time spent
on Android and iOS apps

~45% ↑

YoY reduction in marketing
spends in Q1FY25



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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: 13.59%



Shareholding: 12.61%

Balance sheet investments in Unlisted Entities

21 active investments in the portfolio.
Total books value of Rs. 565.5 Cr

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 June 30, 2024 (Rs. Cr.)	Diluted and converted shareholding % (Actual)
Zomato	146.5	13.59%
PB Fintech	575.8	12.61%
Total	722.3	

Strategic Investments

Investee Company	Prominent Domain name	Carrying value of investment as of June 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%
Greytip Software Private Limited	https://www.greythr.com/	65.0	24.07%
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.university.com/	1.0	47.12%
Total		513.2	

Financial Investment Portfolio

Financial Investments - Unlisted Companies

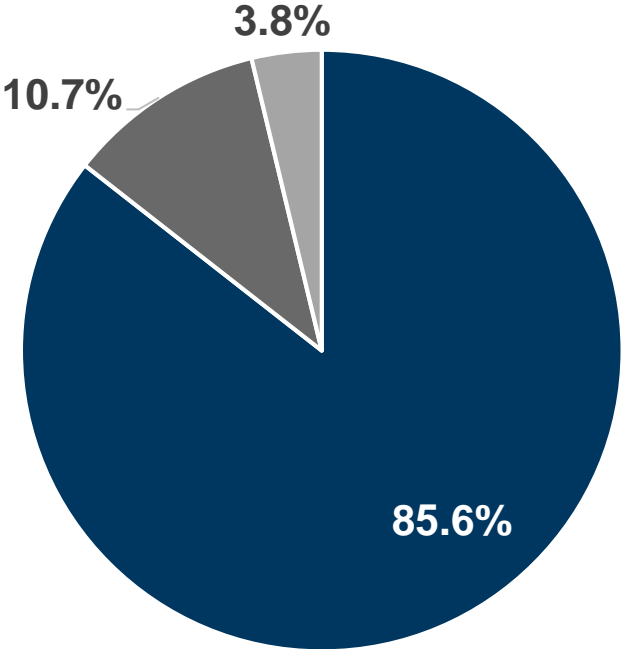
Investee Company	Prominent Domain names	Carrying value of investment as of June 30, 2024 (Rs. Cr.)	Diluted and converted shareholding % (Actual)
Agstack Technologies Private Limited	http://www.gramophone.in/	35.0	39.39%
Printo Document Services Private Limited	http://www.printo.in/	37.8	32.80%
Shop Kirana 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/	0.6	1.07%
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	26.23%
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%
Total		565.5	

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Balance Sheet Summary & Data Sheet

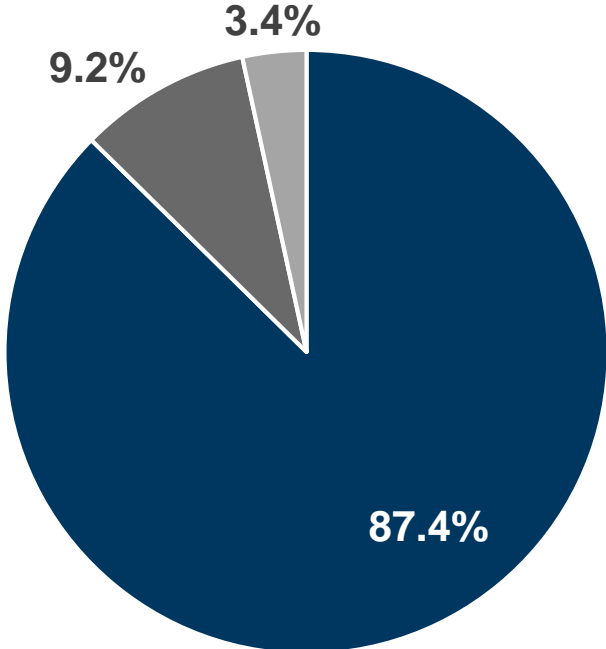
Standalone Balance Sheet Summary as of June 30, 2024

Assets (Total: Rs. 31,653 cr)



- Investments
- Cash & Cash Equivalents
- Other Operating Assets

Liabilities (Total: Rs. 31,653 cr)



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

Data sheet – Q1FY25 (1/2)

As at end of/ during	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)	100	98	96	94	91	89	88	86	84	82^	80	78	76	98	89	82^
Average number of resumes added daily (in '000)	22	28	20	24	23	20	20	23	20	21	18	22	17	24	21	20
Average number of resumes modified daily (in '000)	572	562	482	495	498	479	420	491	411	417	403	540	489	509	450	462
Number of unique customers - Revenue	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	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	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	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	10.7%	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	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	22.0%	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)	1,103	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)	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 – Q1FY25 (2/2)

As at end of/ during	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	4,314	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	809	1,311	884	922	734	1,037	711	757	611	793	614	681	224	3,851	3,116	2,312
Matrimony business	254	258	203	197	188	205	171	169	176	281	245	243	251	846	721	1,019
Education business	415	447	393	257	333	409	278	248	304	287	257	189	232	1,430	1,239	965
Total Billing	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	4,715	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	988	926	888	873	827	755	729	697	663	613	586	483	492	3,513	2,845	2,173
Matrimony business	262	242	220	197	194	188	179	181	229	254	242	254	252	853	776	1,002
Education business	424	392	341	300	358	320	277	259	313	244	219	216	228	1,391	1,169	907
Total revenue from operations	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	8,878	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	1,402	1,568	1,180	1,184	1,131	1,227	943	969	895	959	781	744	549	1,568	1,227	959
Matrimony business	179	187	171	188	187	194	177	184	196	249	223	220	231	187	194	249
Education business	316	326	281	224	262	288	200	196	211	206	182	143	170	326	288	206
Total deferred sales revenue	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	2,546	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	(137)	(152)	(147)	(165)	(225)	(221)	(260)	(324)	(380)	(363)	(255)	(249)	(29)	(688)	(1,185)	(896)
Matrimony business	(21)	(94)	(138)	(175)	(181)	(228)	(263)	(276)	(287)	(399)	(384)	(224)	(246)	(587)	(1,054)	(1,253)
Education business	44	63	2	(28)	(10)	11	(1)	(28)	53	39	11	42	68	28	35	160
Total	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	(159)	(149)	(123)	(145)	(131)	(139)	(117)	(128)	(116)	(118)	(93)	(92)	(91)	(549)	(500)	(393)
Add unallocated income	770	728	650	636	578	437	396	499	419	421	428	442	411	2,592	1,751	1,702
Exceptional item	-	(121)	-	(50)	-	(187)	(2,760)	-	-	-	2,178	92,938	-	(171)	(2,947)	95,116
Profit Before Tax	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																
	5,817	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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