

infoedge

Earnings Presentation

Quarter ended March 31, 2024



naukri

99acres.com®

Jeevansathi.com
Be found

shiksha

Disclaimer

By attending the meeting/telephonic call where this presentation is made, you agree to be bound by the trailing restrictions regarding the information disclosed in this presentation. This presentation has been prepared by Info Edge (India) Limited (the “**Company**”) solely for information purposes without any regard to any specific objectives, financial situations or information needs of any particular person and does not constitute a recommendation regarding the securities of the Company.

This presentation, its contents and any oral information provided in connection with this presentation are strictly confidential and should not be copied, published or reproduced in any form or distributed, disseminated or disclosed, in whole or part, by recipients directly or indirectly to any other person. Failure to comply with this restriction may constitute a violation of applicable securities laws.

This presentation contains certain statements that are or may be forward-looking statements. These statements include descriptions regarding the intent, belief or current expectations of the Company or its directors and officers with respect to the results of operations and financial condition of the Company. These statements can be recognized by the use of words such as “expects,” “plans,” “will,” “estimates,” “projects,” or other words of similar meaning. Such forward-looking statements are not guarantees of future performance and involve risks and uncertainties, and actual results may differ from those in such forward-looking statements as a result of various factors and assumptions which the Company believes to be reasonable in light of its operating experience in recent years. The risks and uncertainties relating to these statements include, but not limited to, risks and uncertainties, regarding fluctuations in earnings, our ability to manage growth and competition, among others. The Company does not undertake any obligation to revise or update any forward-looking statement that may be made from time to time by or on behalf of the Company. Any investment in securities issued by the Company will also involve certain risks. There may be additional material risks that are currently not considered to be material or of which the Company, its promoters, any placement agent, their respective advisers or representatives are unaware. Against the background of these risks, uncertainties and other factors, viewers of this presentation are cautioned not to place undue reliance on these forward-looking statements. The Company, its promoters, any placement agent, their respective advisers or representatives assume no responsibility to update forward-looking statements or to adapt them to future events or developments. Accordingly, any reliance you place on such forward-looking statements will be at your sole risk.

The information contained in this presentation has not been independently verified. The information in this presentation is in summary form and does not purport to be complete. No representation, warranty, guarantee or undertaking, express or implied, is or will be made as to, and no reliance should be placed on, the accuracy, completeness, correctness or fairness of the information, estimates, projections and opinions contained in this presentation. Potential investors must make their own assessment of the relevance, accuracy and adequacy of the information contained in this presentation and must make such independent investigation as they may consider necessary or appropriate for such purpose. Such information and opinions are in all events not current after the date of this presentation. Further, past performance of the Company is not necessarily indicative of its future results. Any opinions expressed in this presentation or the contents of this presentation are subject to change without notice. This presentation should not be construed as legal, tax, investment or other advice. Neither the Company or its promoters, nor any placement agent or their respective advisers or representatives shall have any responsibility or liability whatsoever (for negligence or otherwise) for any loss howsoever arising from this presentation or its contents or otherwise arising in connection therewith. The information set out herein may be subject to updating, completion, revision, verification and amendment and such information may change materially. Neither the Company, its promoters, any placement agent, nor any of their respective advisers or representatives is under any obligation to update or keep current the information contained herein.

This presentation does not constitute or form part of and should not be construed as, directly or indirectly, any advertisement, offer or invitation or inducement to sell or issue, or any solicitation of any offer to purchase or subscribe for, any securities of the Company by any person whether by way of private placement or to the public, in any jurisdiction, including in India, the United States, Australia, Canada or Japan, nor shall it or any part of it or the fact of its distribution form the basis of, or be relied on in connection with, any investment decision or any contract or commitment therefor. Investing in securities involves certain risks and potential investors should note that the value of the securities may go down or up. Accordingly, potential investors should obtain and must conduct their own investigation and analysis of the relevant information carefully before investing.

Securities of the Company may not be offered or sold in the United States, except pursuant to an applicable exemption from, or in a transaction not subject to, the registration requirements under the United States Securities Act of 1933, as amended (the “**Securities Act**”). By reviewing this presentation, you are deemed to have represented and agreed that you and any person you represent are not a U.S. person (as defined in Regulation S under the Securities Act) and are outside of the United States and not acting for the account or benefit of a U.S. person.

This presentation is not a prospectus, a statement in lieu of a prospectus, an offering circular, an advertisement or an offer document under the Companies Act, 2013, the Securities and Exchange Board of India (Issue of Capital and Disclosure Requirements) Regulations, 2018, each as amended, or any other applicable law in India.

This presentation contains the Company’s audited financial information as at and for the period ending March 31, 2024 and as at and for the quarter ended March 31, 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 March 31, 2024 or for the quarter ended March 31, 2024, unless indicated otherwise.
- Q4FY24 or Q4FY23-24 means the period commencing on January 01, 2024, and ending on March 31, 2024.
- FY24 or FY23-24 or FY2024 means the Financial Year starting April 1, 2023, and ending March 31, 2024.
- 1 Crore = 10 Million = 100 Lakh.

Standalone Financial Performance

IEIL Standalone performance (Q4FY24) – at a glance

Rs. 827cr

Billings
(YoY +10.5%)

Rs. 225cr

Operating Profit
(YoY +8.9%)

Rs. 468cr

Cash from operations
(YoY +13.2%)

Rs. 4,191cr

Cash Balance
as of Mar 31, 2024

Rs. 608cr

Revenue from Operations
(YoY +7.9%)

37.0%

Operating Profit margin

Rs. 65.90

Earning per share¹ - FY24
(YoY +20.3%)

5,750

Employee count
as of Mar 31, 2024

Key highlights regarding standalone financial performance for Q4FY24

1. Billing growth in Q4 was fueled by increased activity in the recruitment business and the sustained strong performance of our non-recruitment verticals; Deferred sales revenue in Q4FY24 was Rs. 1,136cr

2. Operating profit margins improved to 37.0% in Q4FY24; FY24 operating profit margin expanded by 250 bps YoY and was 36.6%

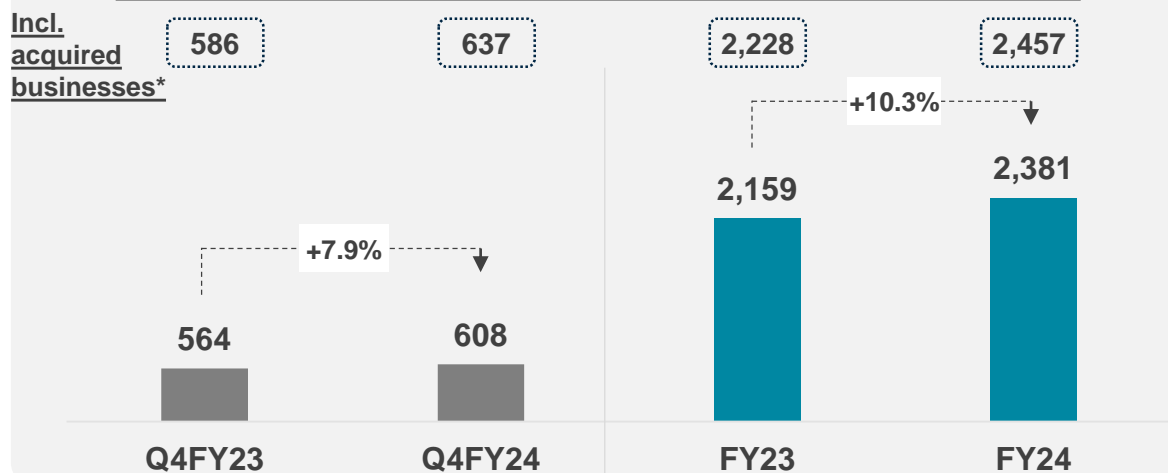
3. Earning per share¹ (EPS) in FY24 was Rs. 65.90 (YoY growth of 20.3%)

4. Cash from operations of Rs. 468cr in Q4FY24 (YoY growth of 13.2%); Cash balance as of March 31, 2024 on a standalone basis (incl. wholly owned subsidiaries) was Rs. 4,191cr

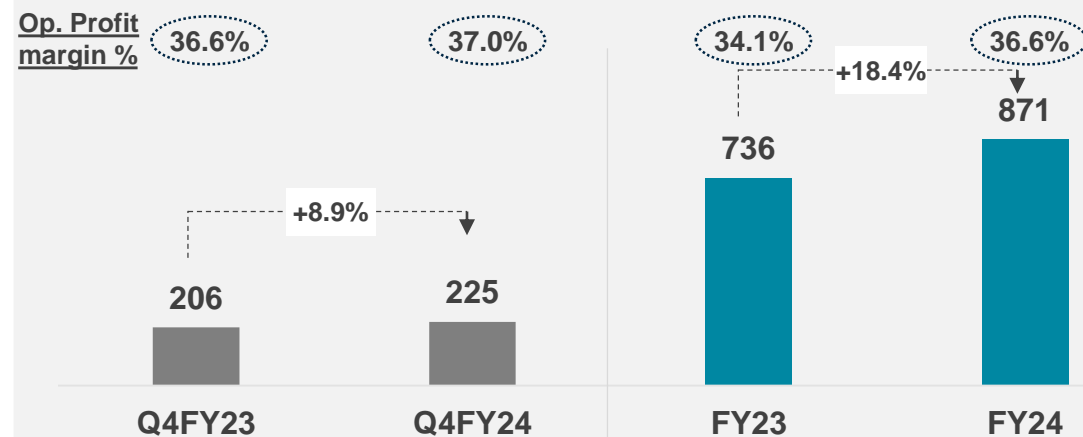
5. Employee count as of March 31, 2024 was 5,750

Info Edge Q4FY24 highlights: Improved YoY growth in revenue and billings, along with expanded operating margins and increased cash generation

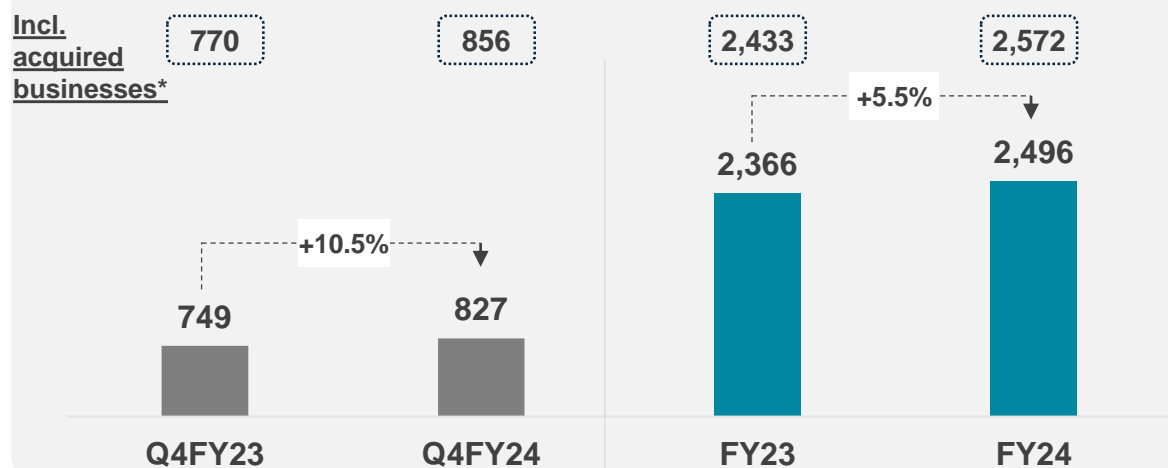
Revenue from operations (Rs. Cr)



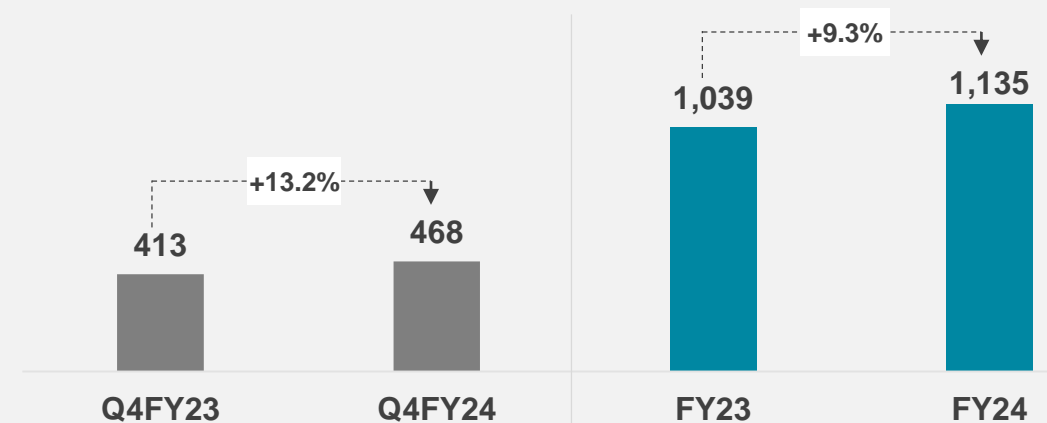
Operating profit (Rs. Cr) and margins (%)



Billings (Rs. Cr)



Cash from operations (Rs. Cr)

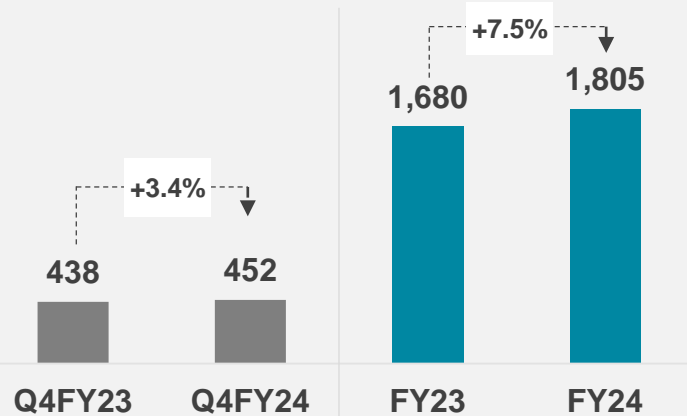




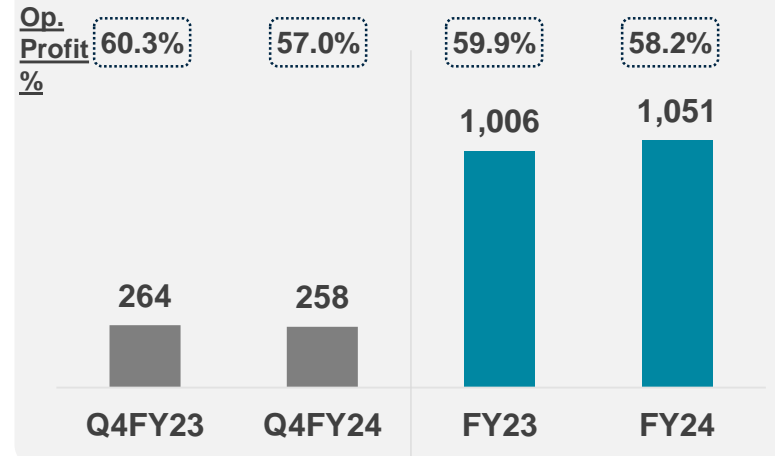
Business Segments Financial Performance

Recruitment business: witnessed some uptick in billings growth in Q4 led by broad-based improvement across IT and non-IT sectors

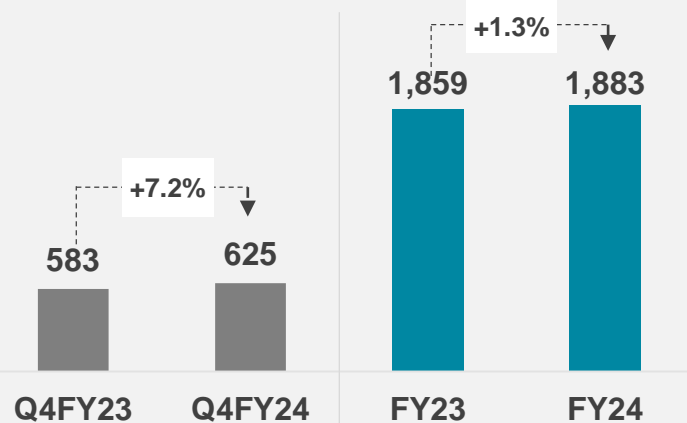
Revenue from operations (Rs. Cr)



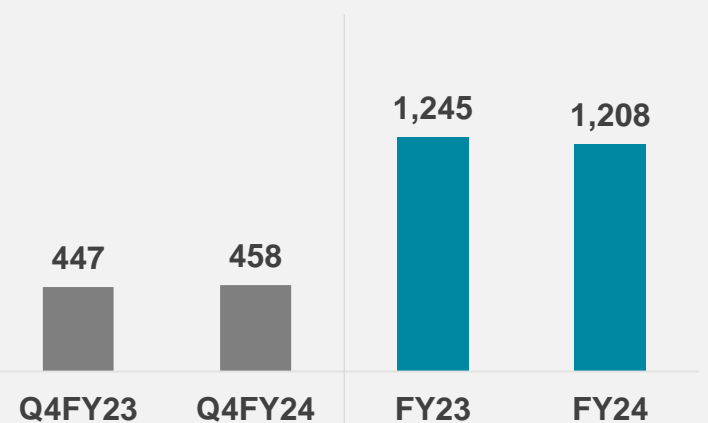
Op. profit (Rs. Cr) & margin (%)



Billings (Rs. Cr)



Cash from operations (Rs. Cr)

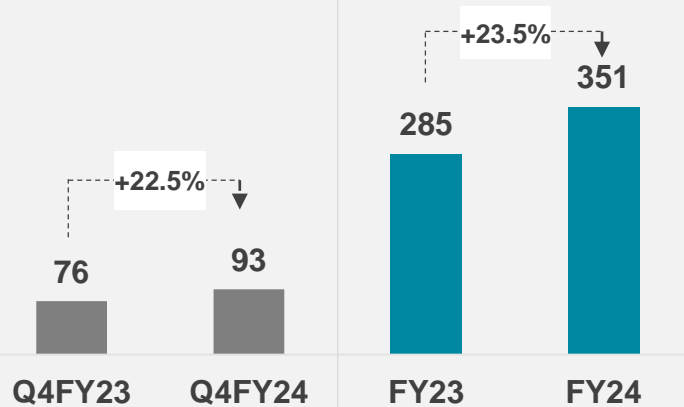


Q4FY24 highlights

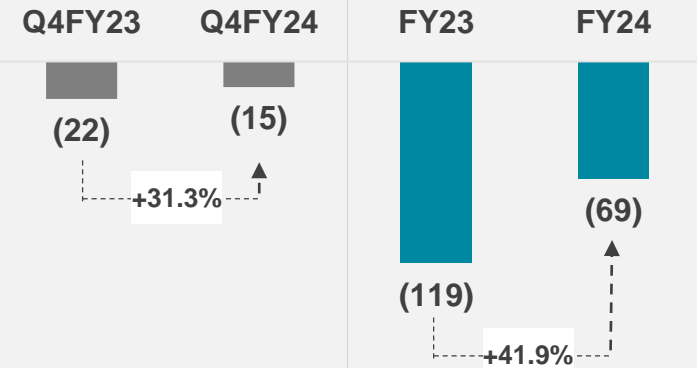
- Sustained growth in the non-IT segment, particularly in Healthcare, Infrastructure, Manufacturing, and BFSI
- Billing growth in Q4 was broad-based with IT growing at 11%, Non-IT at 12% and the Consultant segment becoming flattish to last Q4
- Healthy renewal rates in Q4; Overall client base increased to 132k+ for FY24
- Naukri database is now comprised of 98 million resumes; Avg. daily app installs were highest in Q4; Avg. number of resumes added daily grew YoY by 40% to 28k
- IIMJobs and Naukri Fast Forward, also witnessed healthy billings growth of 32% and 29% YoY respectively
- Strategic businesses like JobHai, AmbitionBox, etc. started monetization in Q4

99Acres: Growth momentum continued in Q4 driven by effective business operations and favourable macro environment

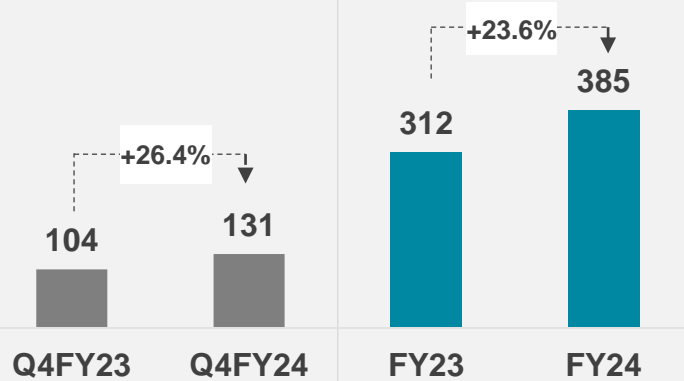
Revenue from operations (Rs. Cr)



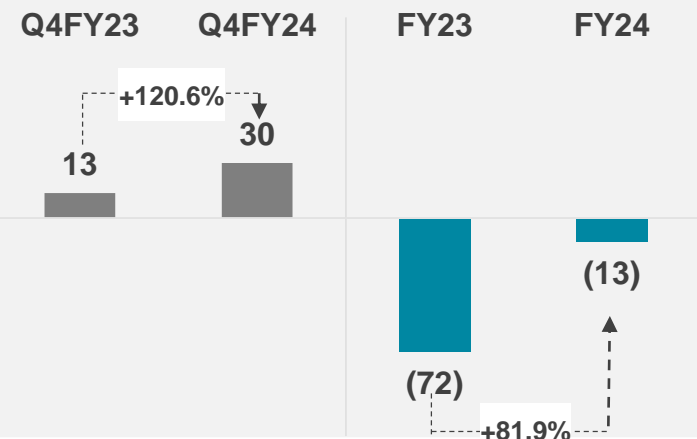
Operating profit (Rs. Cr)



Billings (Rs. Cr)



Cash from operations (Rs. Cr)

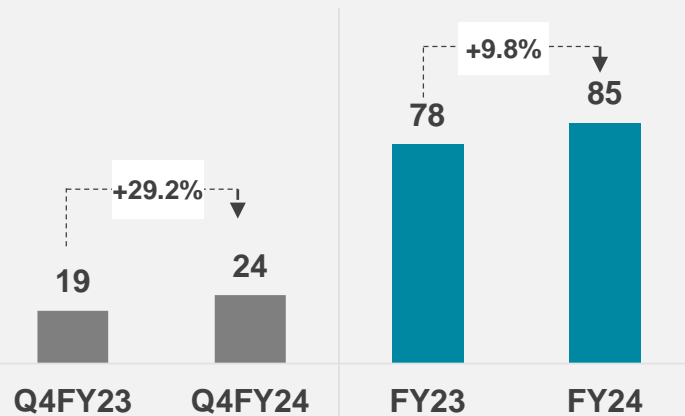


Q4FY24 highlights

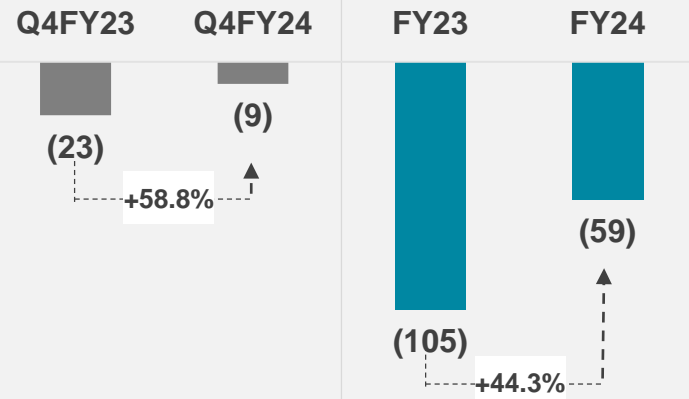
- Driven by strong demand and premiumization of supply, prices continued to rise significantly in most cities. Affordability measured as property price/annual income continued to be good.
- Unsold inventory levels continue to remain low in the top 8 cities and many developers continue to see good responses to their new launches.
- Billing growth in Q4 was driven by growth in both the number of billed customers and avg. billing per customer. We saw strong billing growth in metros as well as tier 2 & 3 cities.
- Overall traffic in Q4 grew at 26% YoY, driven by growth in new projects and resale traffic. Our app DAU base grew strongly by 36% YoY in Q4.
- Marketing spending has reduced over the period. Billings growth and reduced marketing expenses led to improved profit margins
- We continued to increase the efficiency of our digital performance marketing spends, applying analytics, creative content & audience optimization.

Jeevansathi: Robust top-line growth and sustained cost control leading to reduced operating losses

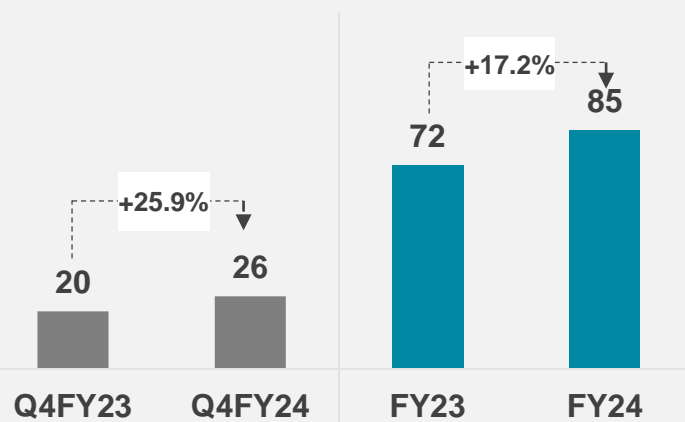
Revenue from operations (Rs. Cr)



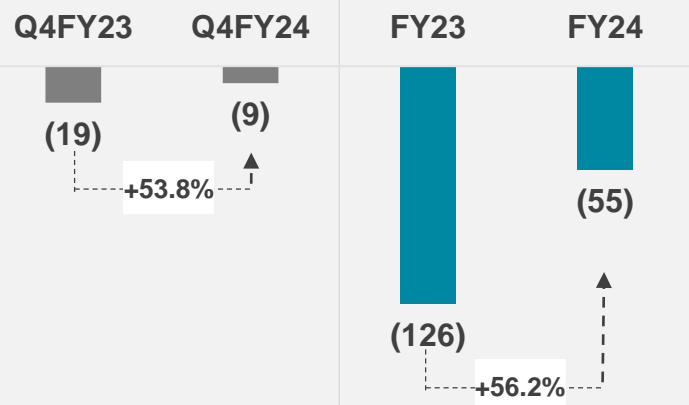
Operating profit (Rs. Cr)



Billings (Rs. Cr)



Cash from operations (Rs. Cr)

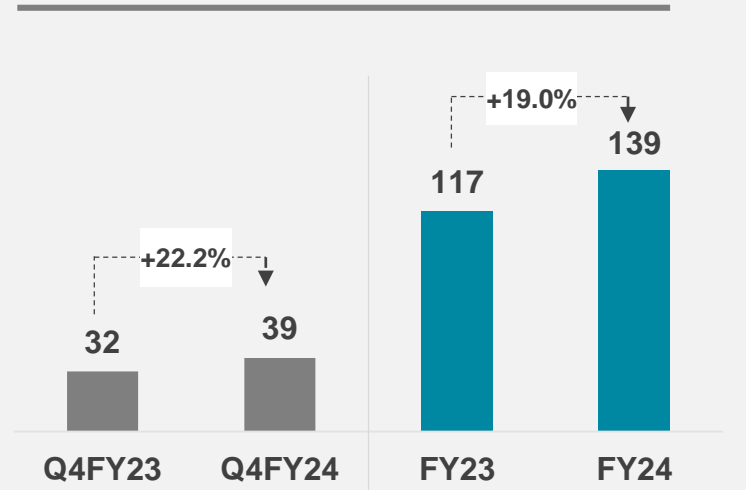


Q4FY24 highlights

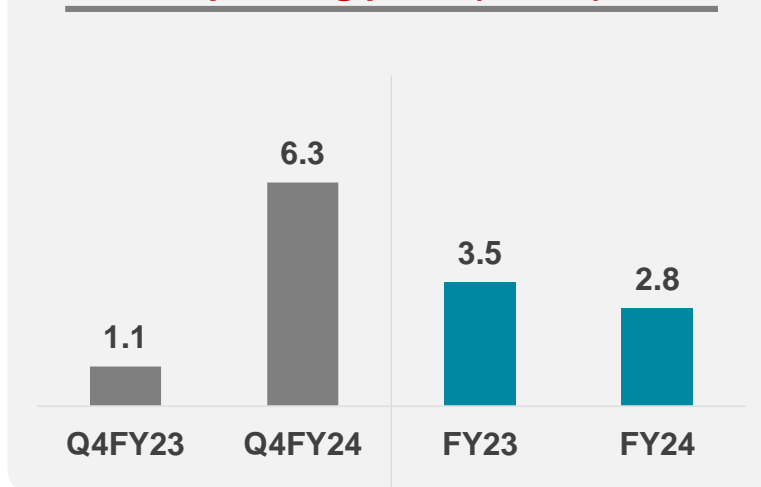
- The matchmaking industry remains competitive, with the top 3 players seeking to expand their market share.
- Since the launch of free chat, we have seen a steady increase in organic traffic and improved adoption of new features
- All platform metrics like acceptances between users and two-way chats continued to grow aggressively in the quarter
- Focused on exploring additional ways to monetize platform traffic
- Marketing expenses have come down by 50% YoY in Q4FY24
- Billings growth and reduced marketing expenses led to improved profit margins

Shiksha: Revenue and billings continued to grow in Q4 along with improving operating profits

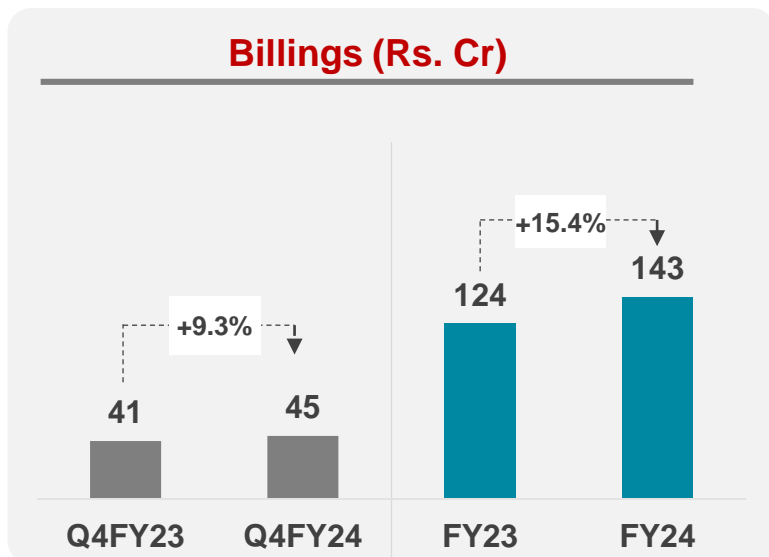
Revenue from operations (Rs. Cr)



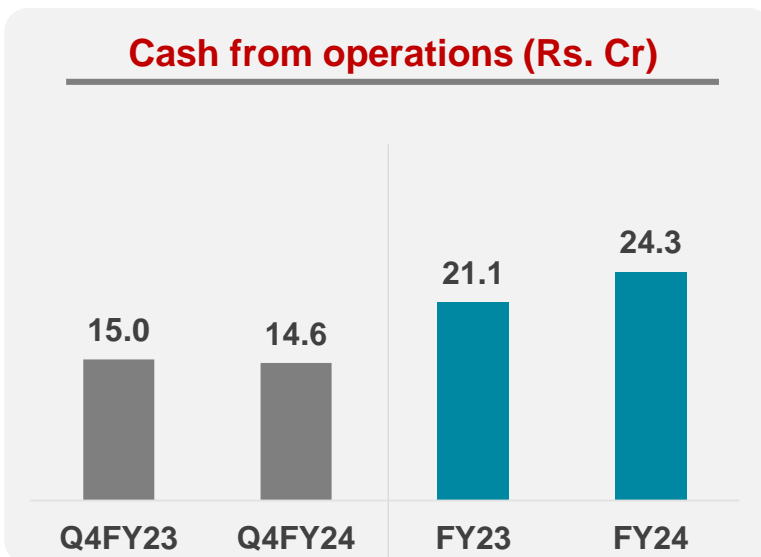
Operating profit (Rs. Cr)



Billings (Rs. Cr)



Cash from operations (Rs. Cr)



Q4FY24 highlights

- In Q4FY24, billings grew by 9.3% and revenue grew by 22.3% and the business generated cash from operations of Rs. 14.6cr.
- New private universities in India coupled with expansion of course offerings beyond engineering by existing universities offer an opportunity for Shiksha to expand its footprint further.
- 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 Q4FY24



At the consolidated level, the net sales for the Company stood at Rs. 657.4cr in Q4FY24 versus Rs. 604.8cr for Q4FY23



At the consolidated entity level, the total comprehensive income stands at Rs. 7,959.3cr compared to a loss of Rs. 414.8cr in the corresponding quarter ending March 2023



After adjusting for exceptional items, the profit before tax (PBT) in Q4FY24 was Rs 324.4cr, compared to a loss of Rs 349.5cr in Q4FY23

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



Education



Matrimony



Strategic Investments



Financial Investments



Find your dream job now

5 lakh+ jobs for you to explore

| ▾ |



**Recruitment business –
Key operating highlights**

Recruitment business – key highlights

Dominant Traffic Share among peers

Rs. 1,883

FY24 Billings

Rs. 1,051cr

FY24 Operating Profit

58.2%

FY24 Operating PBT margin

Rs. 1,208cr

FY24 Cash from operations

75%+

Traffic Share¹

98 million+

Resume database²

~132k

Unique revenue generating clients²

441k

Job listings³

28k

Resumes added daily³

562k

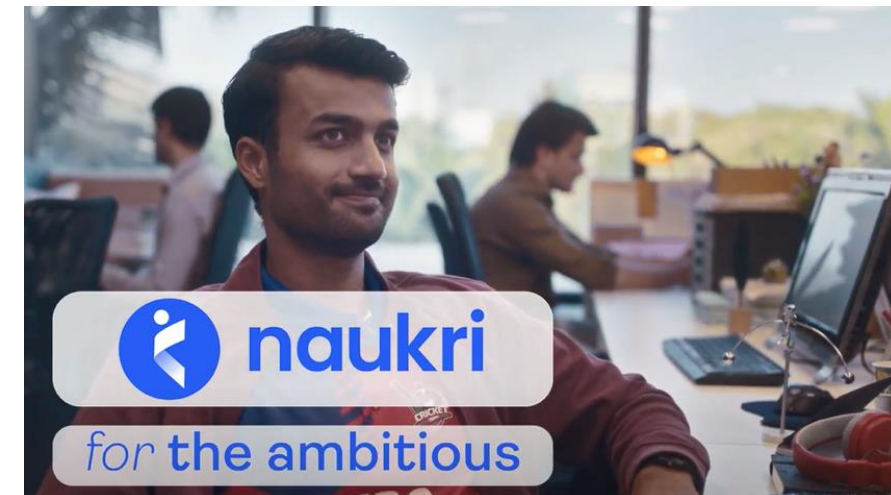
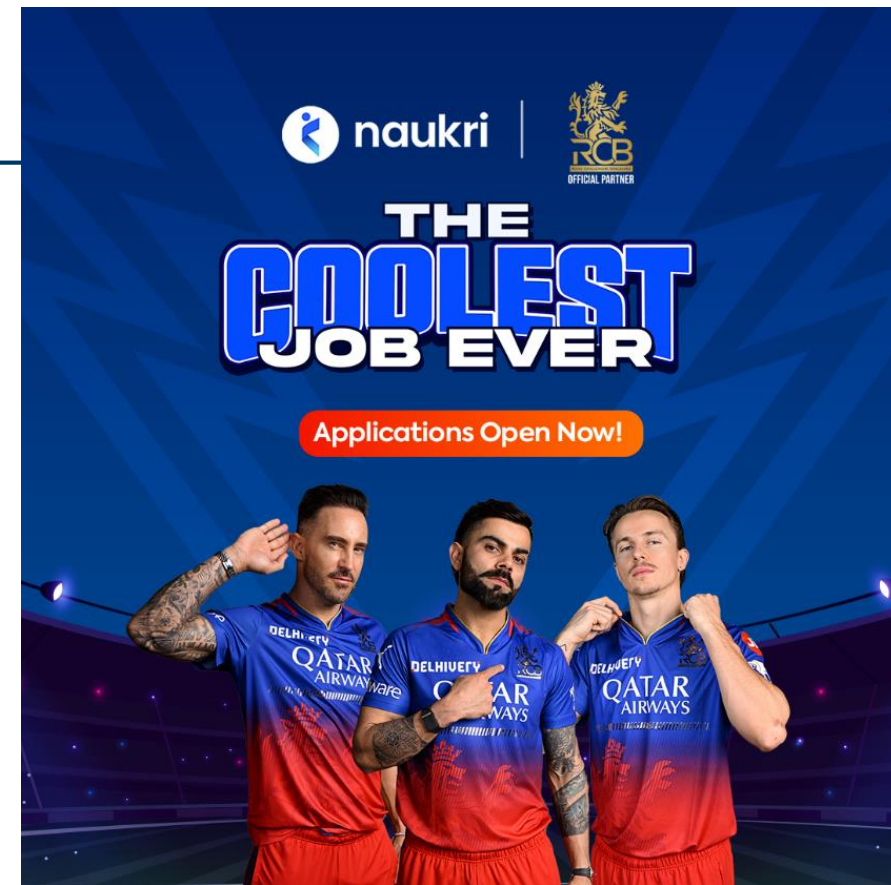
Resumes modified daily³

126k

Job seekers availed premium services³

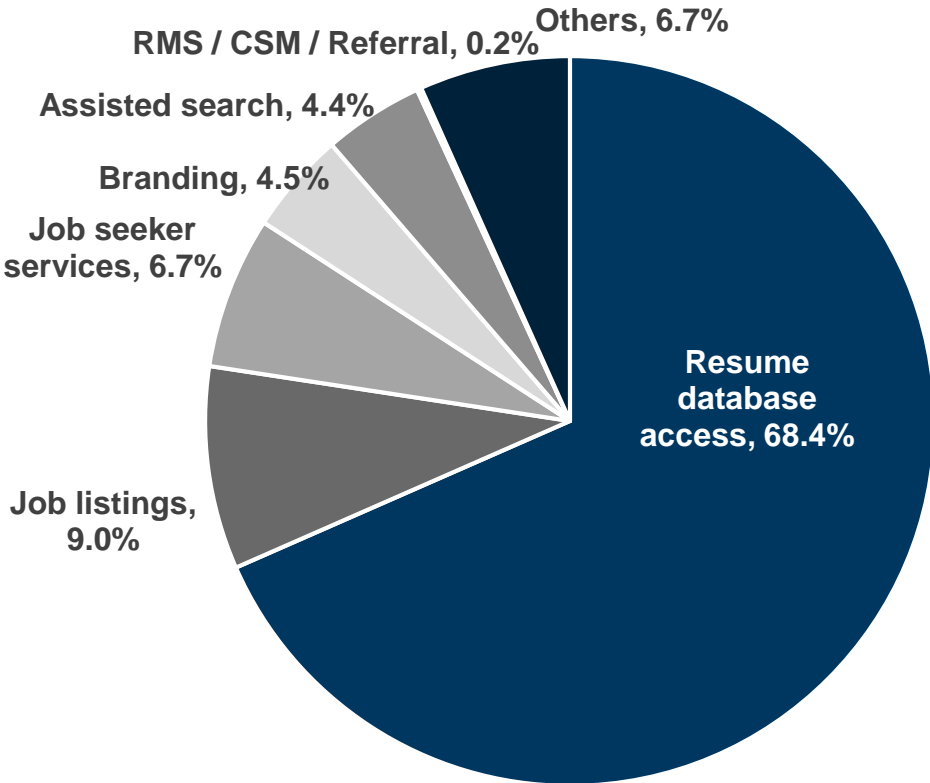
917k

Avg. resume searches daily³

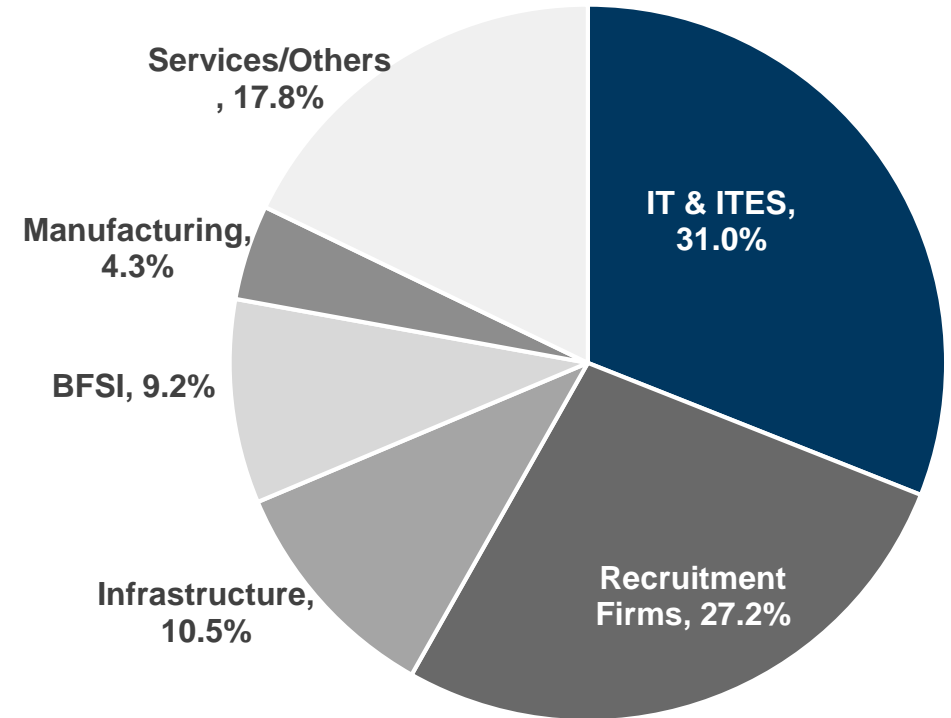


Breakdown of revenue by Product and Industry

Revenue split by products¹



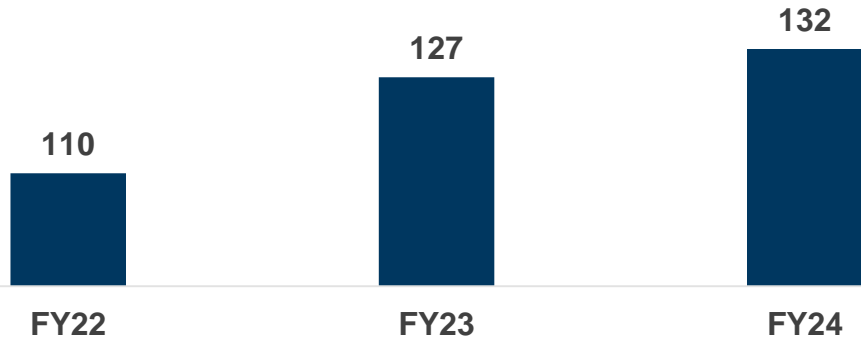
Revenue split by industry¹



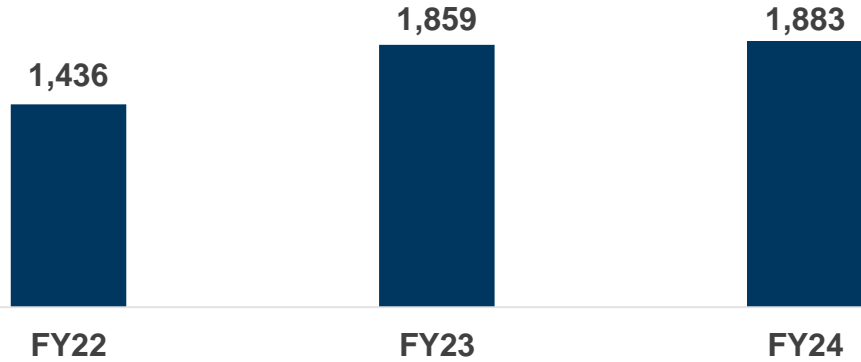
Approximately half of the consultants serve the IT/ITES industry, resulting in IT and ITeS contributing around 45-50% of the total revenues

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

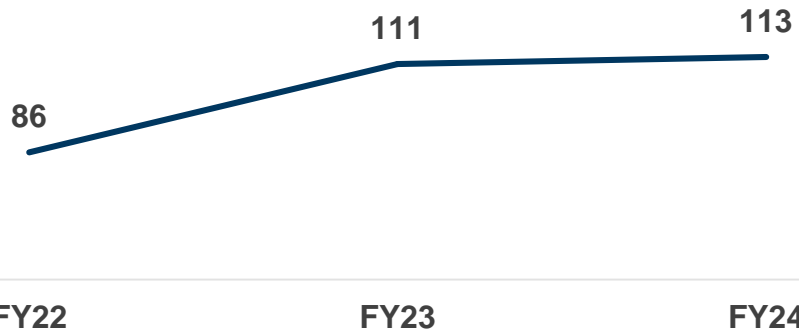
No. of clients ('000)



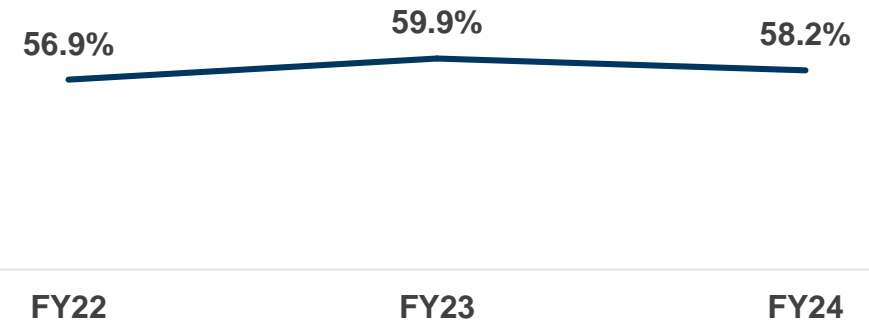
Billings (Rs. Cr)



Avg. realization per client (Rs. '000)



Operating profit margin (%)





Ghar lena ho ya bechna
99acres se hi puchna

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

All Residential ▾ 🔍 Search "3 BHK for sale in Mumbai" 🏠 🗣️ 🔍 Search

Continue browsing...

🏠 Buy in Dwarka Delhi 📍 Explore New City

👤 Guest User

Your Recent Activity

Projects in High Demand

The most explored projects in Dwarka Delhi

🏠 Possession from Sep 2026

🏠 Possession from Mar 2026

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

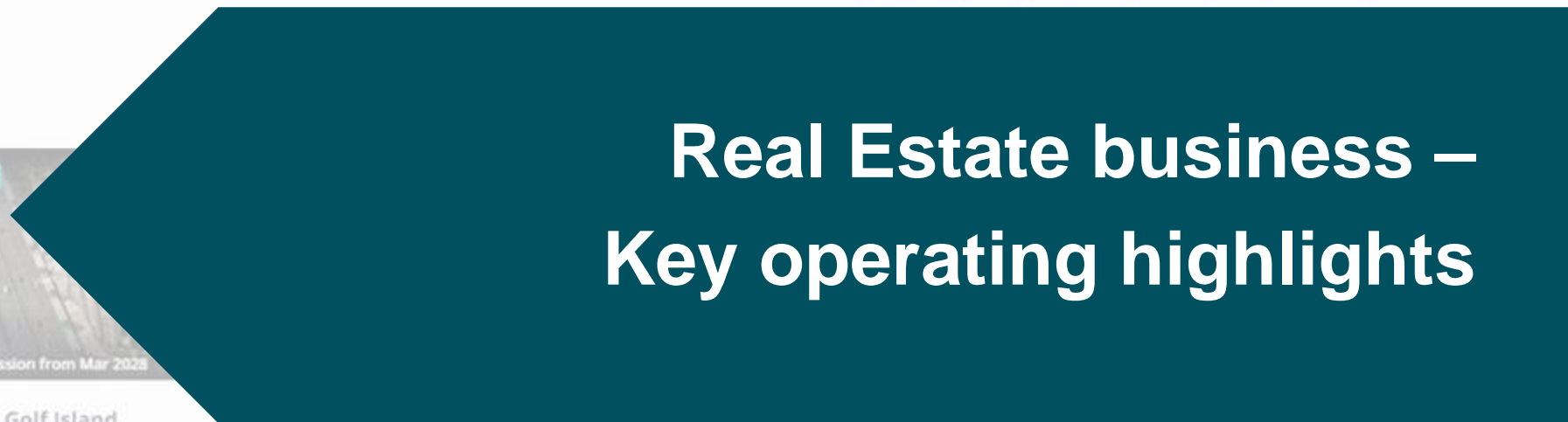
Garur Golf Island
4 BHK Apartment in Sector 19B Dwarka,
Dwarka Delhi
₹ 6 Crore

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

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. 385cr

FY24 Billings

~26% ↑

YoY Billings growth (FY24)

~42% ↑

YoY improvement in
FY24 operating profit

~82% ↑

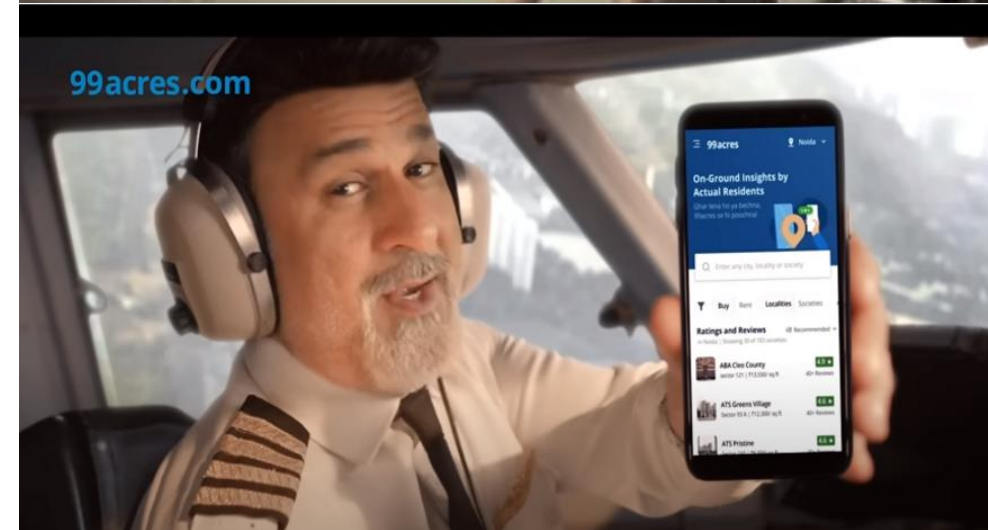
YoY reduction in
cash losses in FY24

173k+¹

Total projects

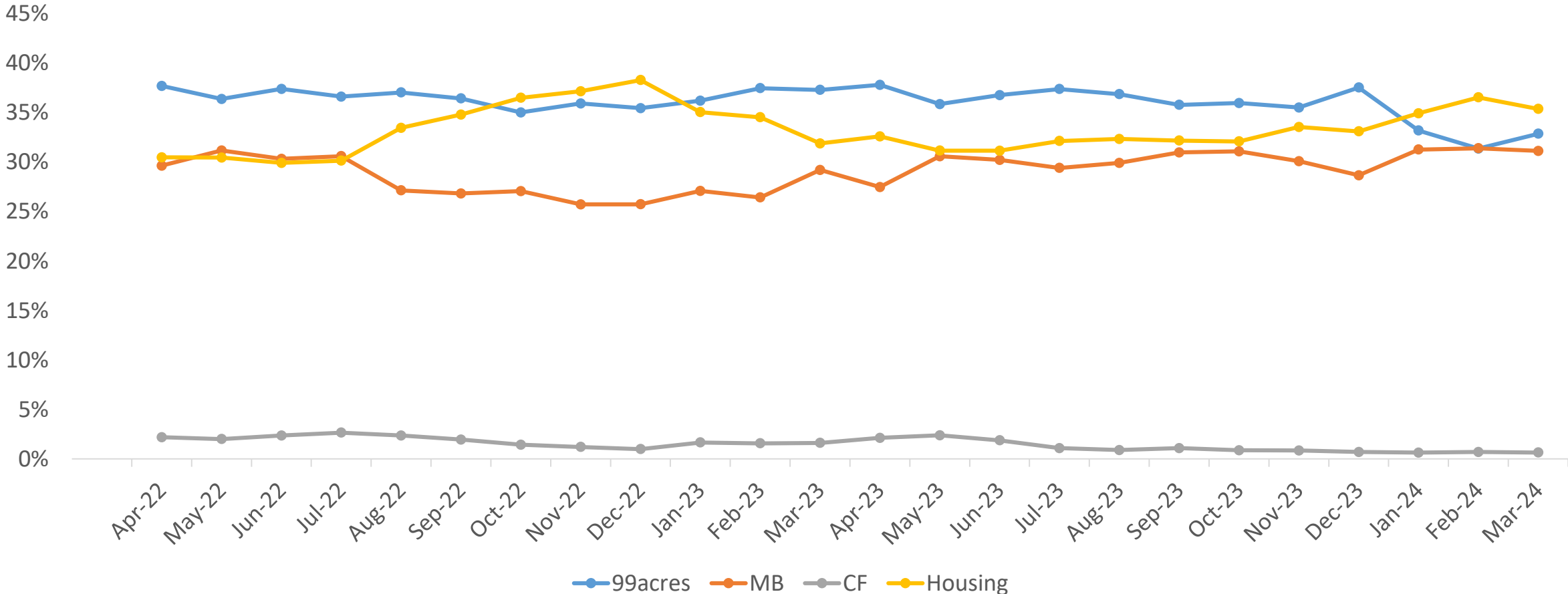
740k+²

Total listings



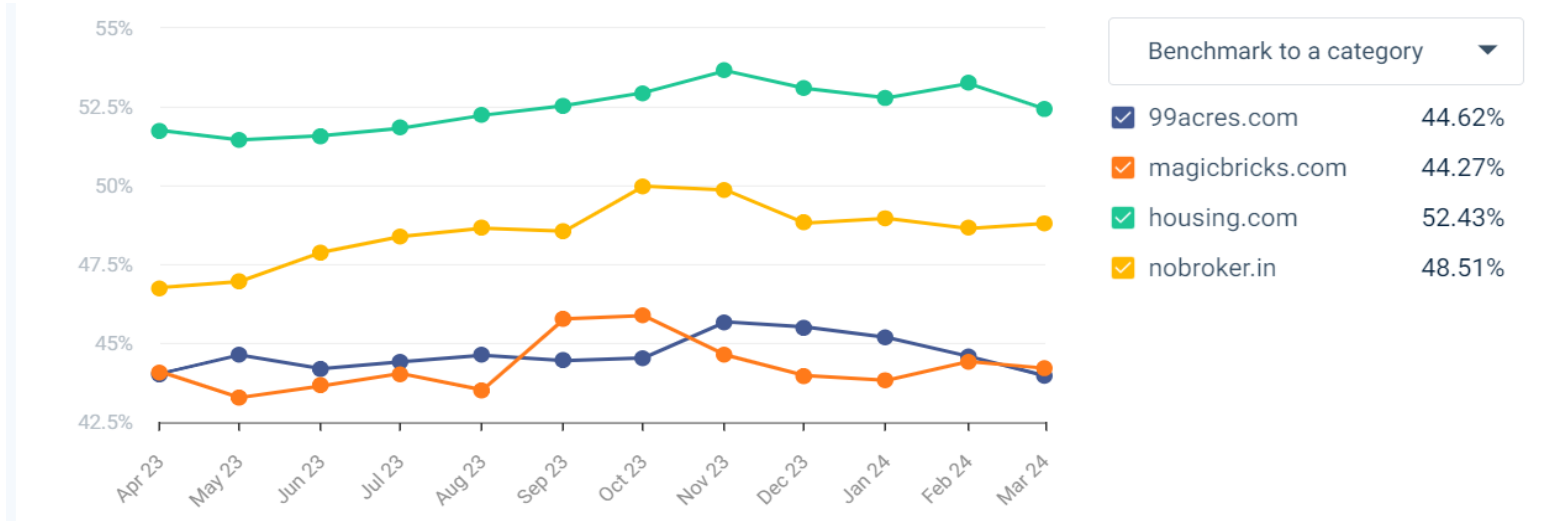
99Acres traffic time share

Overall traffic (from desktops & laptops, web mobile)

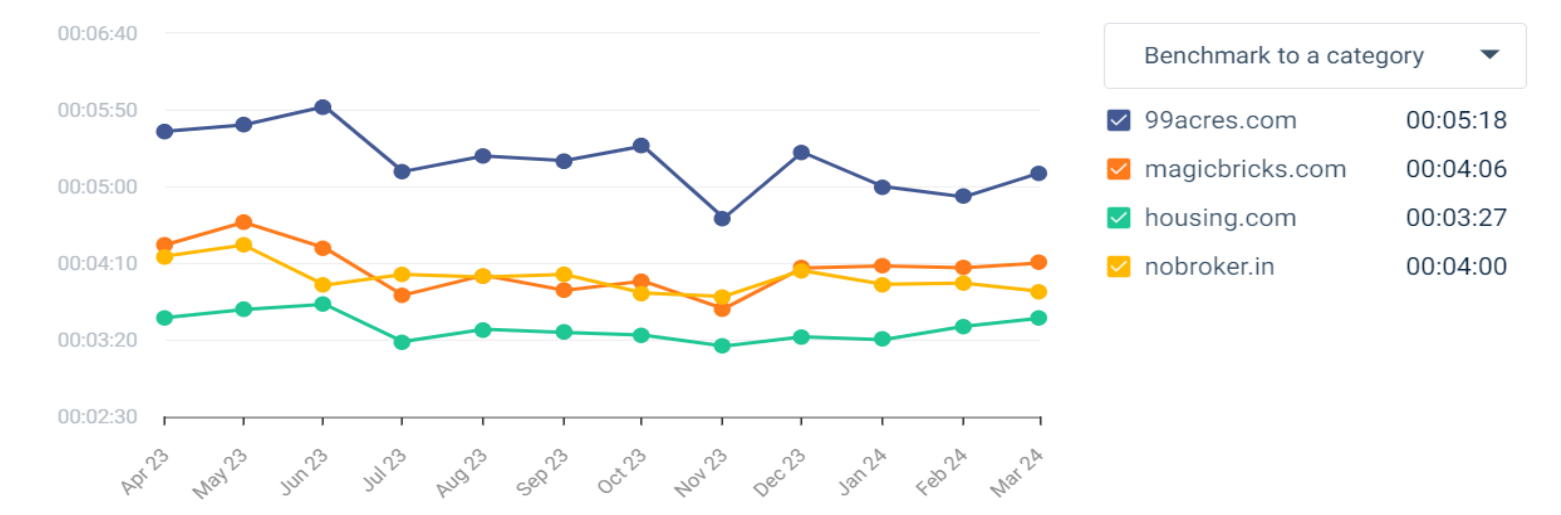


Buyers & Tenants spend more time on 99acres with lower/similar bounce rate vs most competitors

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

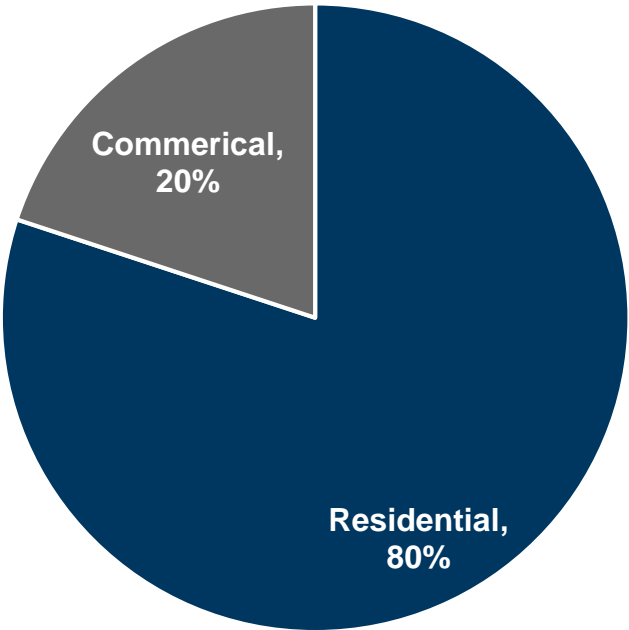


Higher time spent by buyers and tenants on 99Acres platform demonstrating high engagement



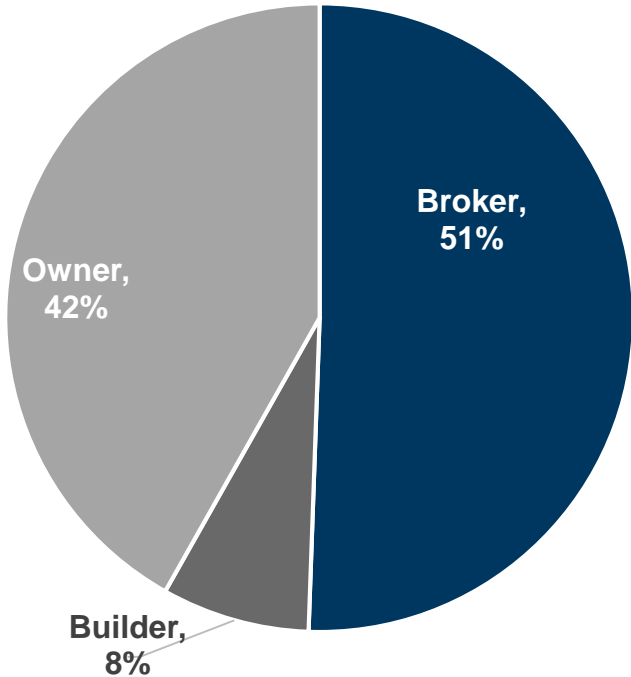
Key business metrics for 99Acres

Distribution of total 740k+ listings



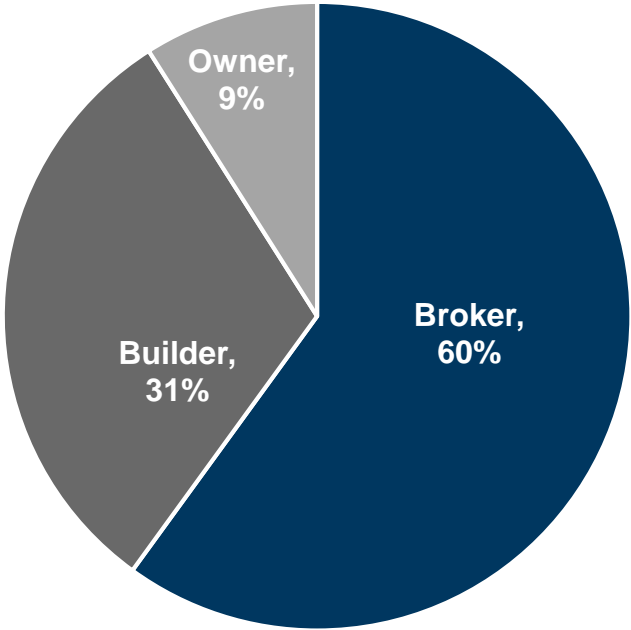
As of Mar 31, 2024

Distribution of 80k+ total customer base



Data for trailing 12 months to Mar'24

Billing breakdown by customer type



Data for trailing 12 months to Mar'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. 85cr

FY24 Billings

~17%↑

YoY Billings growth (FY24)

44% ↑

YoY improvement in
FY24 operating profit

~56%↑

YoY reduction in
cash losses in FY24

90%+

User traffic & time spent
on Android and iOS apps

~50%↑

Reduction in marketing
spends in Q4FY24



Find Colleges, Courses & Exams that are Best for You

61,000+ Colleges • 3,95,000+ Courses • 4,95,000+ Reviews • 950+ Exams

Search Colleges, Courses, Exams, Questions and Articles

Search

Education business – Key operating highlights

Shiksha – key highlights



A large teal arrow pointing to the left, spanning across the middle of the slide. The word "Investments" is written in white inside the arrow.

Investments

Financial Investments in Technology-based Startups

Investments in Listed Entities



Shareholding: 13.60%



Shareholding: 12.74%

Balance sheet investments in Unlisted Entities

20 active investments in the portfolio.
Total books value of Rs. 554.7 Cr

InfoEdge- AIFs

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

**Info Edge holding 50%.*

*** Info Edge holding 44.7%*

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

Financial Investment Portfolio

Financial Investment - Listed companies

Investee Company	Cost of investment as of March 31, 2024 (Rs Million)	Approx. diluted and converted shareholding % (Actual)
Zomato	1,465.0	13.60%
PB Fintech	5,758.0	12.74%
Total	7,223.0	

Strategic Investments

Investee Company	Prominent Domain name	Cost of investment as of March 31, 2024 (Rs Million)	Approx. diluted and converted shareholding % (Actual)
Aisle Network Private Limited	www.aisle.co	909.93	94.38%
Zwayam Digital Private Limited	https://www.zwayam.com/	1,114.11	100.00%
Axilly Labs Private Limited	https://doselect.com/	229.61	100.00%
Greytip Software Private Limited	https://www.greythr.com/	650.00	24.18%
Terralytics Analysis Private Limited	https://www.tealindia.in/	86.98	23.03%
Sunrise Mentors Private Limited	https://www.codingninjas.com/	1,794.88	54.64%
NoPaperForms Solutions Private Limited	www.nopaperforms.com	336.64	47.90%
International Educational Gateway Private Limited	https://www.univariety.com/	10.00	47.12%
Juno Learning Private Limited		-	25.00%
Total		5,132.15	

Written off / provisioned investments (fully/ partially) –Studyplaces, Inc. , Ninety Nine Labels Pvt Ltd, Nogle Technologies Pvt Ltd, Applect Learning Systems Pvt Ltd, Canvera Digital Technologies Pvt Ltd, Kinobeco Software Pvt Ltd., Green Leaves Consumer Services Pvt. Ltd, Mint Bird Technologies Pvt. Ltd, Rare Media Company Pvt. Ltd, VCARE Technologies Pvt. Ltd, Unnati Online Pvt Ltd, Ideaclicks Infolabs Private Ltd, Wishbook Infoservices Pvt Ltd, 4B Networks Pvt Ltd, Bizcrum Infotech Pvt. Ltd- Total amount written off is Rs 6,738 Mn.

Financial Investment Portfolio

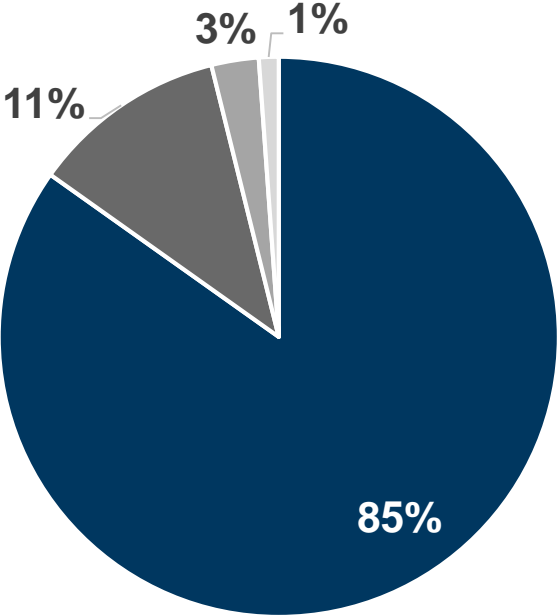
Financial Investment - Unlisted Companies			
Investee Company	Prominent Domain names	Cost of investment as of March '31, 2024 (Rs Million)	Approx. diluted and converted shareholding %(Actual)
Agstack Technologies Private	http://www.gramophone.in/	275.19	34.40%
Bizcrum Infotech Private Limited	https://www.shoekonnnect.com	-	27.58%
Medcords Healthcare Solutions	http://www.medcords.com/	-	14.24%
Printo Document Services Private	http://www.printo.in/	345.58	33.33%
Shop Kirana E Trading Private	http://shopkirana.com/	1,271.72	26.36%
Metis Eduventures Private Limited	https://www.adda247.com/	1,441.88	25.88%
LQ Global Services Private Limited	https://www.legitquest.com/	40.00	23.07%
Llama Logisol Private Limited	https://shipsy.in/	683.87	22.58%
Crisp Analytics Pvt Ltd	https://lumiq.ai/	26.98	2.50%
Unbox robotics Labs Private Limited	https://unboxrobotics.com/	116.18	6.12%
Attentive ai solutions pvt ltd	https://attentive.ai/	37.10	4.43%
Brainsight technology private	https://www.brainsightai.com/	20.85	4.00%
Ray IOT Solutions Inc	https://www.rayiot.org/	69.01	12.60%
Skylark Drones Private Limited	https://skylarkdrones.com/	6.00	1.09%
String Bio Private Limited	https://www.stringbio.com/	165.00	0.85%
PSILA TECH PTE. LTD	https://www.flippyfinance.com/	57.30	13.38%
Aarogyaai Innovations Pvt Ltd	https://aarogya.ai/	22.50	4.17%
Sploot Private Limited		89.48	26.81%
Vyuti Systems Private Limited		22.50	2.07%
Ubify Technologies Private Limited		44.39	2.86%
WSO2 Inc		231.75	0.55%
VLCC		537.85	1.24%
Skyserve Inc.		42.06	5.55%
Total		5,547.19	



Balance Sheet Summary & Data Sheet

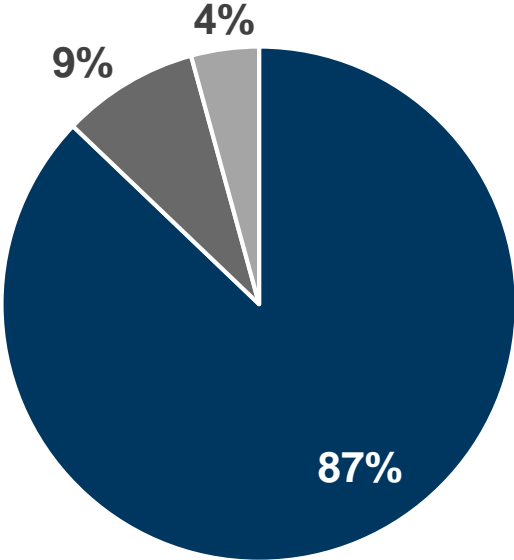
Assets and funds allocation summary as of March 31, 2024

Assets (Total: Rs. 293,038mn)



- Investment in Startups
- Cash & Liquid Investments^
- Other Assets
- Operating Assets

Liabilities (Total: Rs. 293,038mn)



- Shareholders Equity
- Current Liabilities & Provisions
- Deferred Sales Revenue / Customer advances

Data sheet – Q4FY24 (1/2)

As at end of/ during	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)	98	96	94	91	89	88	86	84	82^	80	78	76	98	89	82^
Average number of resumes added daily (in '000)	28	20	24	23	20	20	23	20	21	18	22	17	24	21	20
Average number of resumes modified daily (in '000)	562	482	495	498	479	420	491	411	417	403	540	489	509	450	462
Number of unique customers - Revenue	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	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%	27.0%	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	42.4%	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%	10.5%	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	9.9%	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	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)	1,081	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)	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 – Q4FY24 (2/2)

As at end of/ during	Q4FY24	Q3FY24	Q2FY24	Q1FY24	Q4FY23	Q3FY23	Q2FY23	Q1FY23	Q4FY22	Q3FY22	Q2FY22	Q1FY22	FY24	FY23	FY22
Key financial metrics															
Segment Billing (in Rs million)															
Recruitment solutions	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	1,311	884	922	734	1,037	711	757	611	793	614	681	224	3,851	3,116	2,312
Matrimony business	258	203	197	188	205	171	169	176	281	245	243	251	846	721	1,019
Education business	447	393	257	333	409	278	248	304	287	257	189	232	1,430	1,239	965
Total Billing	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 solutions	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	926	888	873	827	755	729	697	663	613	586	483	492	3,513	2,845	2,173
Matrimony business	242	220	197	194	188	179	181	229	254	242	254	252	853	776	1,002
Education business	392	341	300	358	320	277	259	313	244	219	216	228	1,391	1,169	907
Total revenue from operations	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 solutions	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	1,568	1,180	1,184	1,131	1,227	943	969	895	959	781	744	549	1,568	1,227	959
Matrimony business	187	171	188	187	194	177	184	196	249	223	220	231	187	194	249
Education business	326	281	224	262	288	200	196	211	206	182	143	170	326	288	206
Total deferred sales revenue	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 solutions	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	(152)	(147)	(165)	(225)	(221)	(260)	(324)	(380)	(363)	(255)	(249)	(29)	(688)	(1,185)	(896)
Matrimony business	(94)	(138)	(175)	(181)	(228)	(263)	(276)	(287)	(399)	(384)	(224)	(246)	(587)	(1,054)	(1,253)
Education business	63	2	(28)	(10)	11	(1)	(28)	53	39	11	42	68	28	35	160
Total	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 unallocatable expenses	(149)	(123)	(145)	(131)	(139)	(117)	(128)	(116)	(118)	(93)	(92)	(91)	(549)	(500)	(393)
Add unallocated income	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	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															
	5,750	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

Investor relations contact

Name	Chintan Thakkar	Vineet Ranjan
Designation	Director and CFO	SVP – Investor Relations
E-mail	chintan@infoedge.in	vineet.ranjan@infoedge.com
Telephone	+91 120 3082137	+91 120 3082089
Fax	+91 120 3082095	
Address	Info Edge (India) Limited, B 8, Sector 132, Noida – 201 301, Uttar Pradesh, India	
Website	www.infoedge.in	