

Info Edge (India) Ltd.

Press Release : Q4'23

May 26th, 2023

Info Edge (India) Limited (NSE: Naukri BSE: 532777) reported its consolidated financial results according to Ind AS, for the Qtr ending 31st Mar'23 and FY'2023 on 26th May'2023.
(The highlights of the results follows on the next slide)

While announcing the results, Mr. Hitesh Oberoi, Managing Director and Chief Executive Officer said -

“Billing growth continues to be impacted by slowdown in IT hiring. The rest of the economy continues to be solid. We are particularly happy with the performance of our Non recruitment businesses.”

Billing

- Billing for the quarter stood at **Rs 748.6 Cr, up 15.3% YoY. FY'23** Billing stood at Rs 2,366.3 cr, YOY growth of 26.81%
- Billing including acquired operating businesses (Zwayam and DoSelect) for the Qtr stood at **Rs 770.4 Cr, a growth of 15.8%. FY'23 billing stood at Rs 2,433.4 Cr , YOY growth of 28.7%.**

Revenue

- Revenue for the Qtr stood at **Rs 564 Cr, up 23.8% YoY. FY'23** Revenues stood at Rs 2,158.6 Cr, **YOY growth of 38.16%.**
- Revenue including acquired operating businesses for the Qtr was **Rs 586 Cr, a growth of 24.2%. FY23** revenues stood at **Rs 2,228.1 Cr, YOY growth of 40.3%.**

EBITDA

- EBITDA for the Qtr stood at **Rs 220.3 Cr , a growth of 72.1% YOY. FY'23** EBITDA stood at **Rs 784 Cr, YOY growth of 69.1%.**

Cash from Operations

- Cash from Operations for the qtr stood at **Rs 412.9 Cr. FY'23** Cash generation stood at **Rs 1038.5 Cr, a YOY growth of 14.5%.**

Billing

- Billing for the Qtr stood at **Rs 583.5 Cr**, a **YOY growth of 13.7%**. **FY'23 Billing stood at Rs 1,858.7 Cr, YOY growth of 29.4%**.
- For the Qtr including acquired businesses for the qtr stood at **Rs 605.3 Cr, a growth of 14.3% YOY. FY'23 billing stood at Rs 1,925.8 Cr, YOY growth of 31.7%**.
- **FY'23 Naukri India billing (included in above numbers) stood at Rs 1,567.2 Cr, YOY growth of 31%**.

Revenue

- For the Qtr stood at **Rs 437.6 Cr, a growth of 27.1% YoY. FY'23 Revenues stood at Rs 1,679.6 Cr, a growth of 45.5%**
- For the Qtr, including acquired businesses, stood at **Rs 459.7 Cr, a YOY growth of 27.5%. For FY'23 revenues including acquired businesses stood at 1,749.1Cr, YOY growth of 48.3%**

EBITDA

- EBITDA for the quarter stood at **Rs 271.5 Cr, a growth of 31.3% YOY. FY'23 EBITDA stood at Rs 1030.9 Cr, a YOY growth of 51.63%**.

Cash from Operations

- Cash from operations for the period was **Rs 447.3 Cr , YOY growth of 8.5%. FY'23 Cash generation stood at Rs 1244.9 Cr, a YOY growth of 21.8%**.

Billing

- Billing for Shiksha for the Qtr stood at **Rs 40.9 Cr, a YOY growth of 42.4%. FY'23** Billing stood at 123.9 cr, a YOY growth of 28.37%
- 99acres reported a billing of **Rs 103.7 Cr** for the Qtr, a **growth of 30.8%**. FY'23 Billing stood at 311.6Cr, a YOY growth of 34.78%.
- Jeevansathi reported billing of **Rs 20.5 Cr** for the qtr, a YOY decline of 27.1% .FY'23 Billing stood at Rs 72.1 Cr a YOY decline of 29.25%.

Revenue

- Shiksha reported revenues of **Rs 32.0 Cr for the Qtr , a YOY growth of 31.1%**. FY'23 revenues stood at Rs 116.9 Cr , a YOY growth of 28.9%.
- 99acres reported revenues of **Rs 75.5 Cr for the qtr, a growth of 23.3% YOY**. FY'23 revenues stood at 284.5 Cr a YOY growth of 30.91%
- Jeevansathi revenues for the quarter was down 26.2% and closed at Rs 18.8 Cr. FY'23 revenues stood at Rs 77.6 Cr, a YOY decline of 22.53%.

EBITDA

- Shiksha EBITDA for the qtr stood at Rs 2.3 Cr down 50.9 YOY% . For FY'23, EBITDA stood at Rs 7.8Cr.
- 99acres reported a EBITDA loss of Rs 19.1 Cr for the Qtr. For FY'23, Operating loss stood at Rs 107.4 Cr.
- Jeevansathi reported a loss of Rs 21.9 Cr for the qtr and an operating loss of Rs 101.4 Cr for the FY'23.

- Naukri India attained the milestone of having 125k unique customer. The business realized an ARPU of 110k during the FY'23.
- Recruitment business witnessing cautious spending environment from its IT customers. Domestic driven segments to provide a pull through for next few qtrs.
- Real estate market is in a promising phase for builders and developers with high affordability index for buyers and lowest level of saleable inventory in last decade. With new launches in both residential and commercial space , we have an optimistic view on our real estate platform 99acres.
- Post change of strategy in Jeevansathi, business witnessed sound traffic growth and curtailed A&P spends in Q4'23.