Earnings Presentation

Quarter ended March 31, 2024

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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 share[1] - FY24 **(YoY +20.3%)**	**5,750** Employee count as of Mar 31, 2024

Note: Earning per share is before exceptional items

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 share[1] (EPS) in FY24 was Rs. 65.90 (YoY growth of 20.3%)

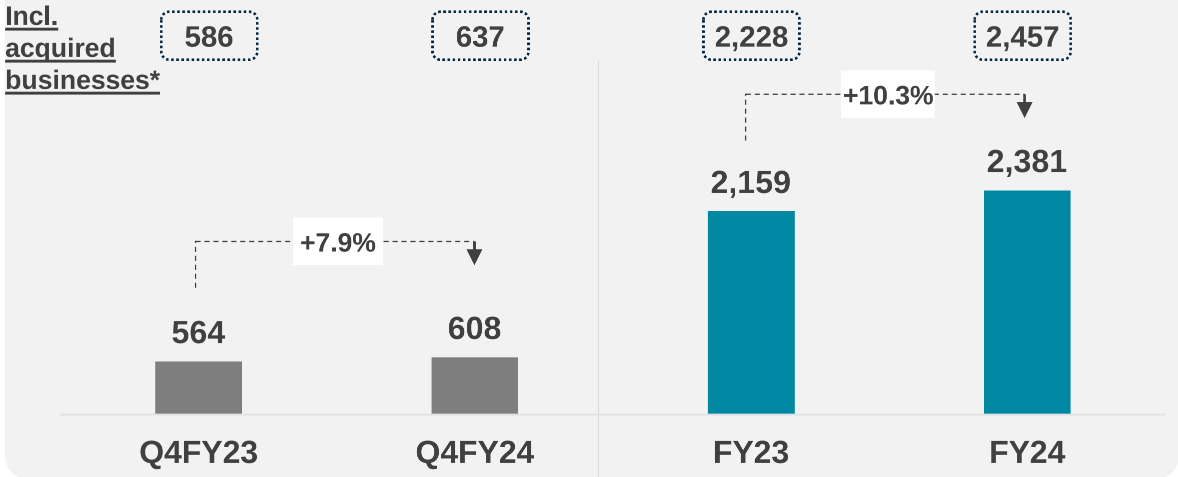
4. Cash from operations of Rs. 468cr in Q4FY24 (YoY growth of 13.2%); Cash balance as of March 31, 2024 on a standalone basis (incl. wholly owned subsidiaries) was Rs. 4,191cr

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

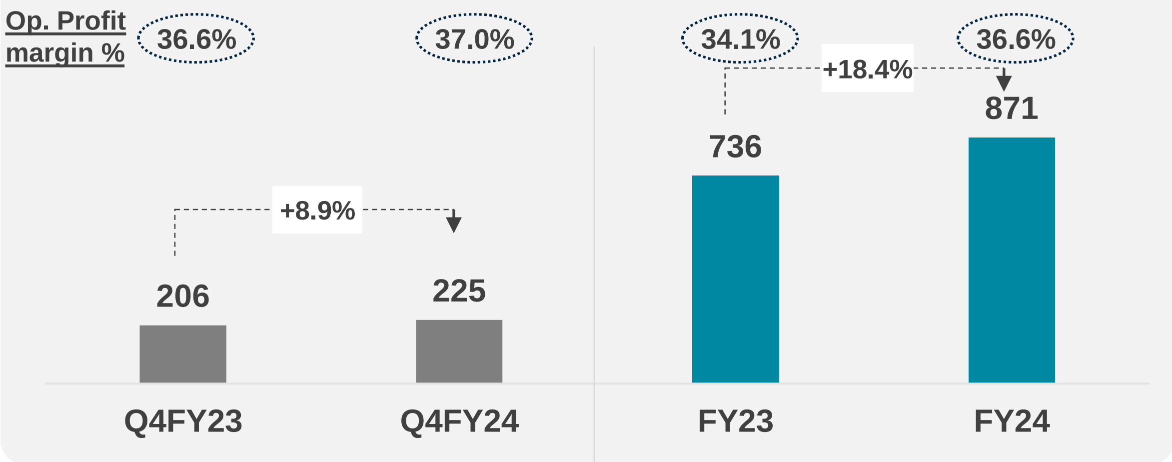
Note: Earning per share is before exceptional items

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

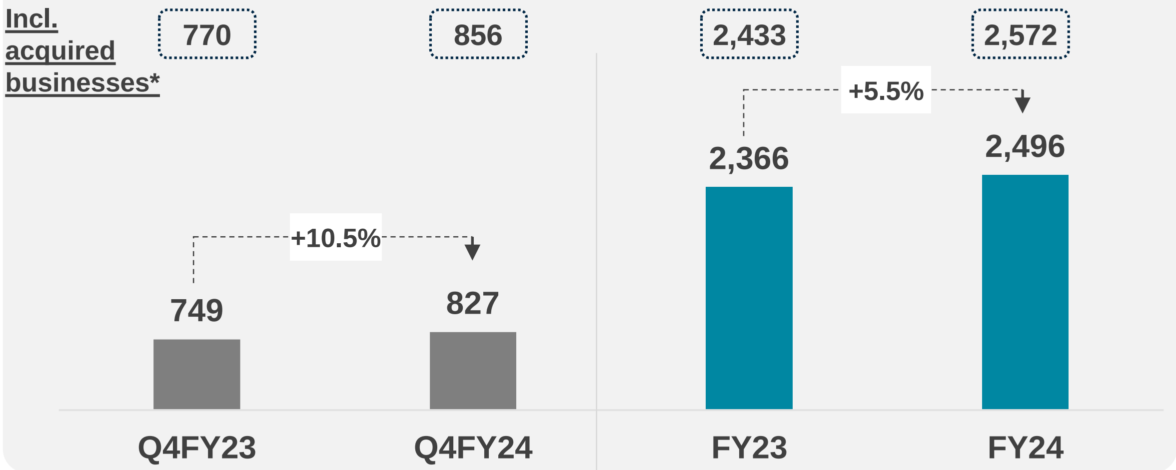
Revenue from operations (Rs. Cr)



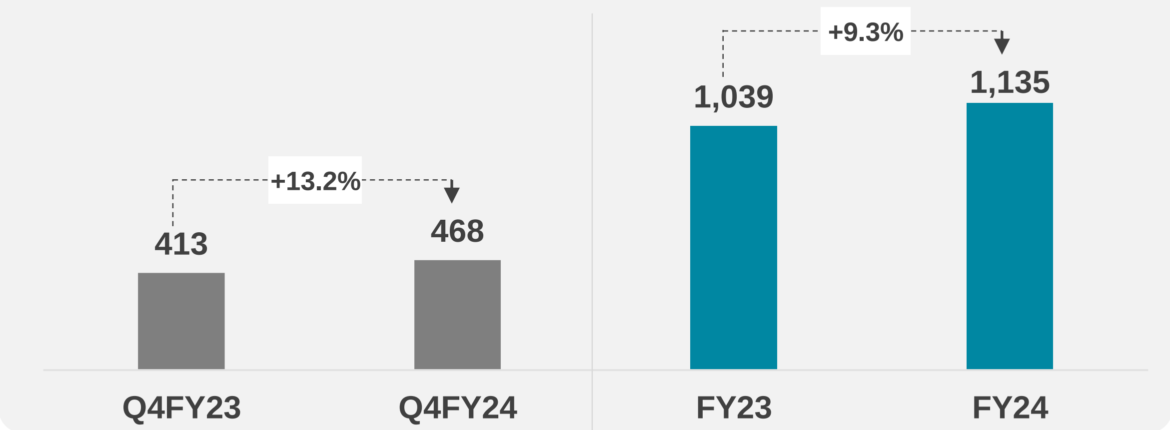
Operating profit (Rs. Cr) and margins (%)



Billings (Rs. Cr)



Cash from operations (Rs. Cr)

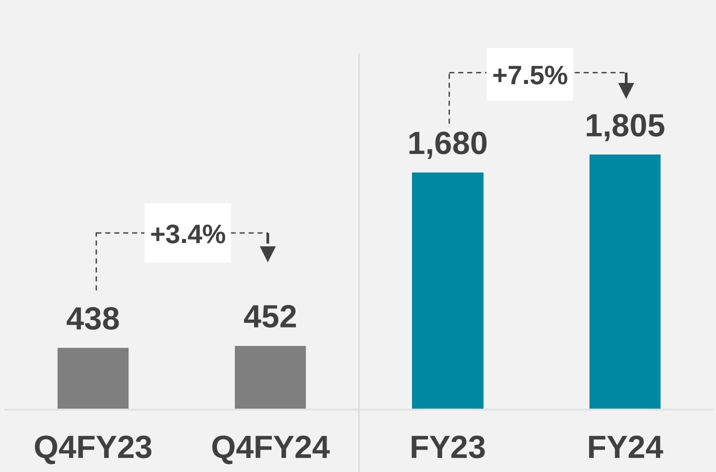


Note: Revenue and billings in charts are on a standalone basis and the same including acquired businesses are in dotted boxes; Acquired businesses include Zwayam and DoSelect.

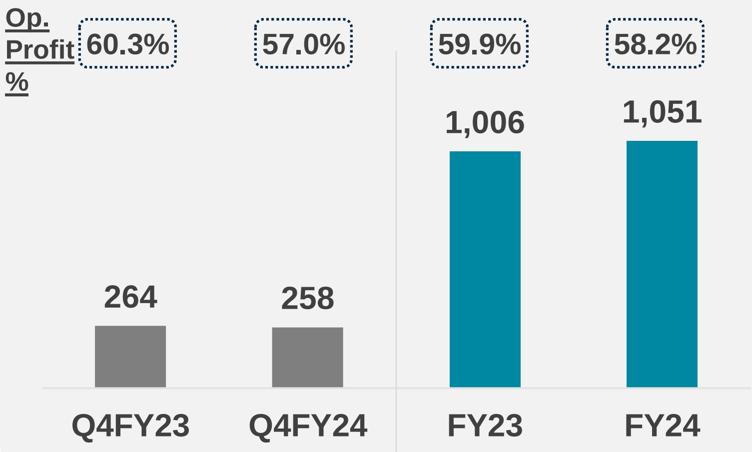
Business Segments Financial Performance

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

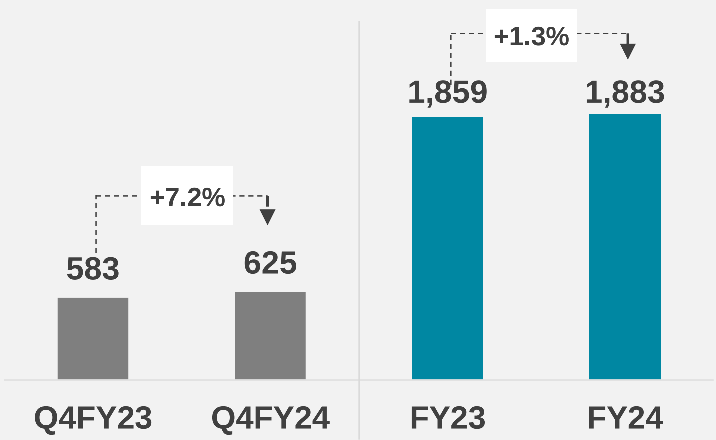
Revenue from operations (Rs. Cr)



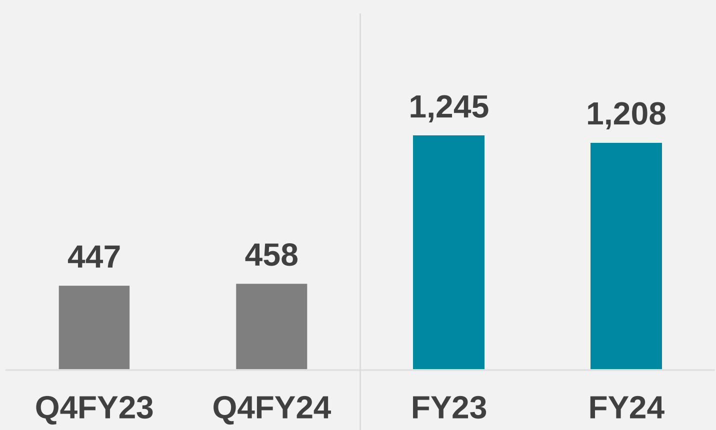
Op. profit (Rs. Cr) & margin (%)



Billings (Rs. Cr)



Cash from operations (Rs. Cr)

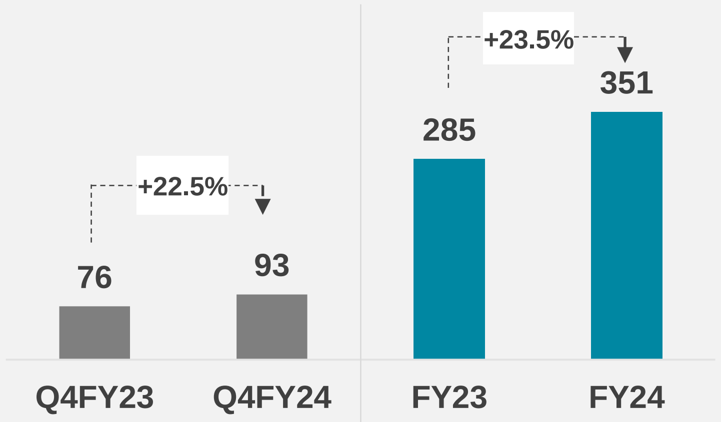


Q4FY24 highlights

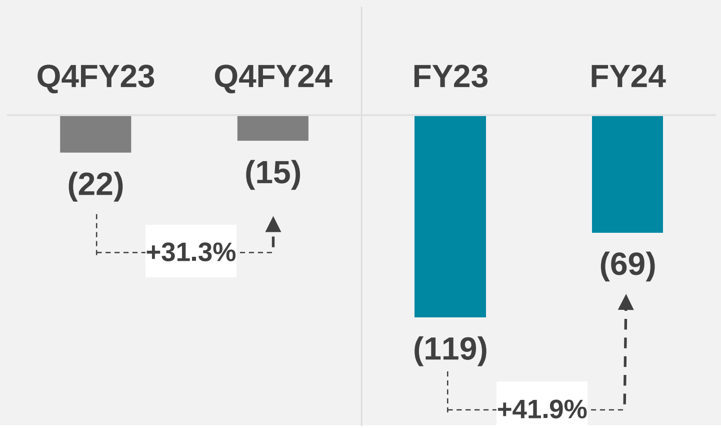
- Sustained growth in the non-IT segment, particularly in Healthcare, Infrastructure, Manufacturing, and BFSI
- Billing growth in Q4 was broad-based with IT growing at 11%, Non-IT at 12% and the Consultant segment becoming flattish to last Q4
- Healthy renewal rates in Q4; Overall client base increased 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

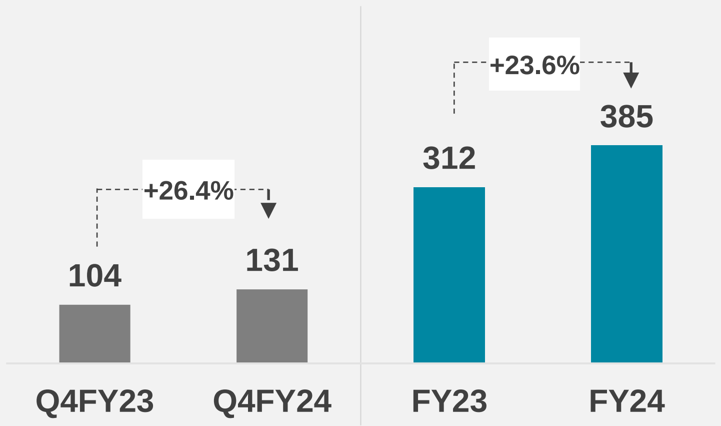
Revenue from operations (Rs. Cr)



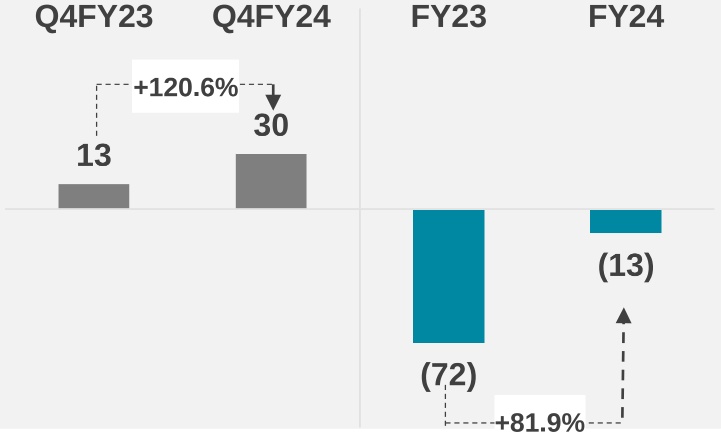
Operating profit (Rs. Cr)



Billings (Rs. Cr)



Cash from operations (Rs. Cr)

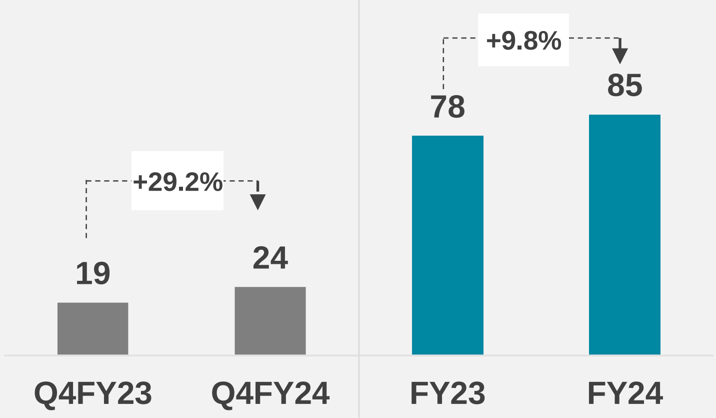


Q4FY24 highlights

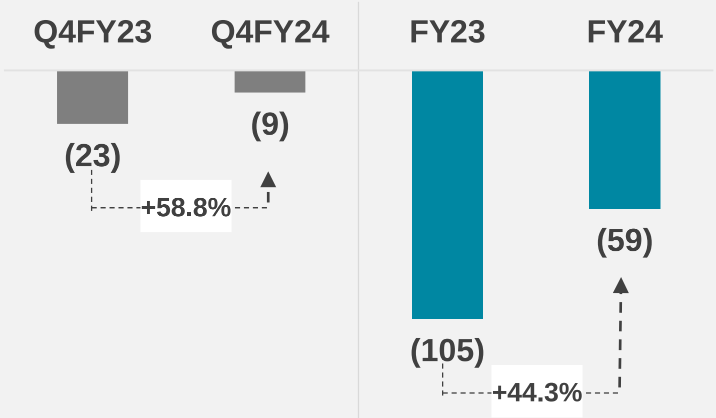
- Driven by strong demand and premiumization of supply, prices continued to rise significantly in most cities. Affordability measured as property price/annual income continued to be good.
- Unsold inventory levels continue to remain low in the top 8 cities and many developers continue to see good responses 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

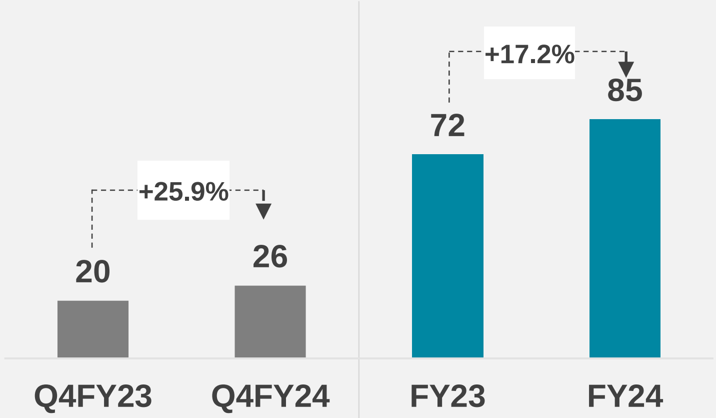
Revenue from operations (Rs. Cr)



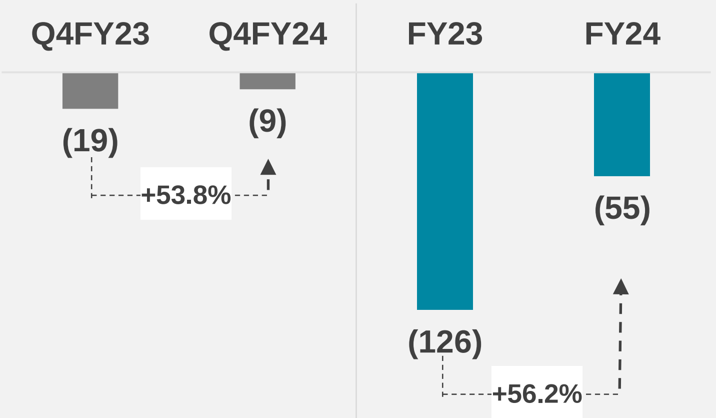
Operating profit (Rs. Cr)



Billings (Rs. Cr)



Cash from operations (Rs. Cr)

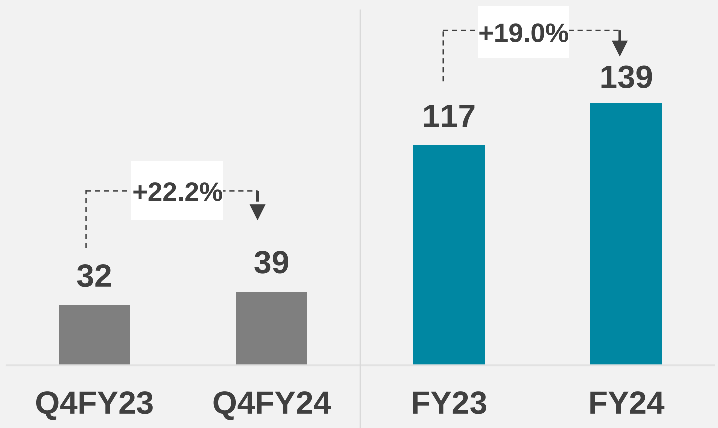


Q4FY24 highlights

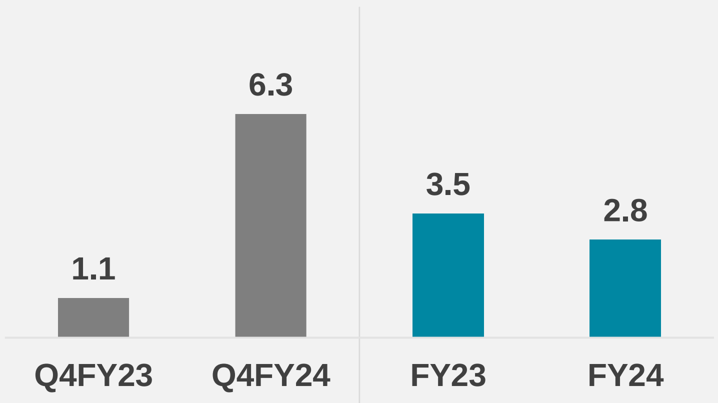
- The matchmaking industry remains competitive, with the top 3 players seeking to expand their market share.
- Since the launch of free chat, we have seen a steady increase in organic traffic and improved adoption of new features
- All platform metrics like acceptances between users and two-way chats 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

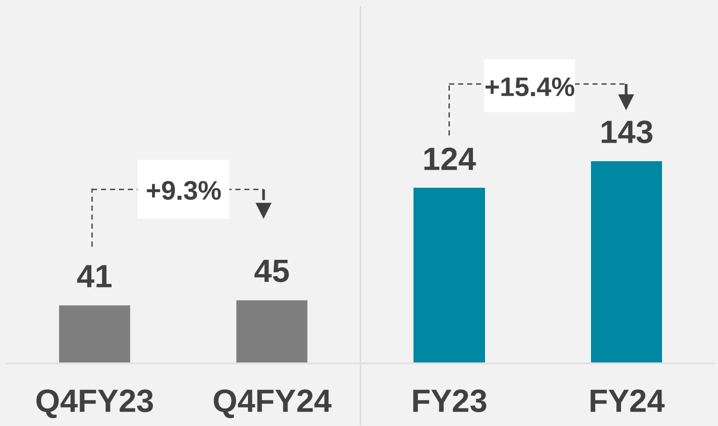
Revenue from operations (Rs. Cr)



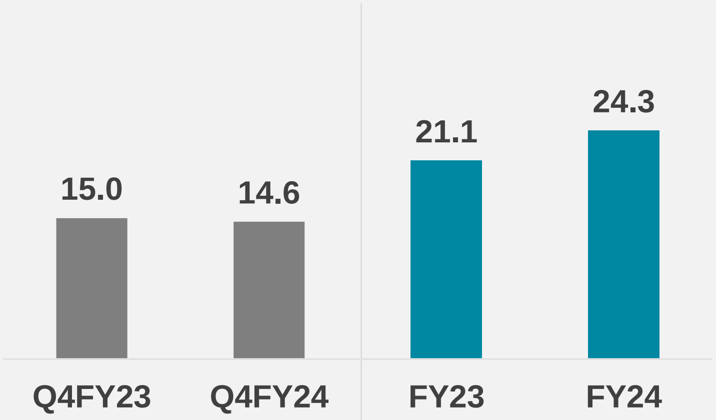
Operating profit (Rs. Cr)



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

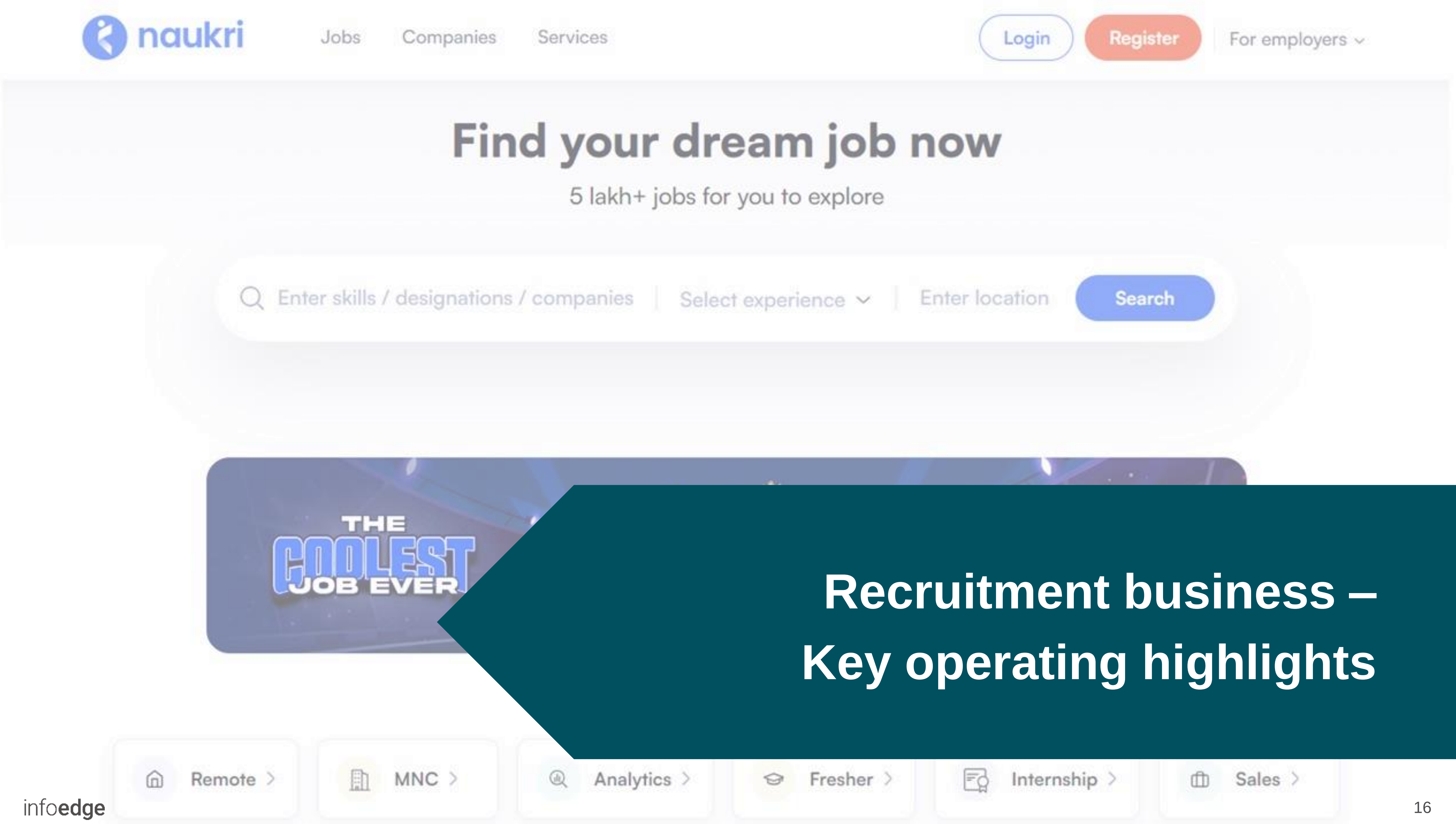
- At the consolidated entity level, the total comprehensive income stands at Rs. 7,959.3cr compared to a loss of Rs. 414.8cr in the corresponding quarter ending March 2023

- 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

Operational Highlights

InfoEdge businesses

Core Operating Businesses	Strategic Investments	Financial Investments
Recruitment naukri	iimjobs.com	zomato
Real Estate 99acres.com	zwayam	policybazaar.com compare kiya kya?
Education shiksha	doselect	infoedge ventures
Matrimony Jeevansathi.com Be found	AmbitionBox	
	hirist.com	
	Coding Ninjas	
	aisle	



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 Share[1]

98 million+
Resume database[2]

~132k
Unique revenue generating clients[2]

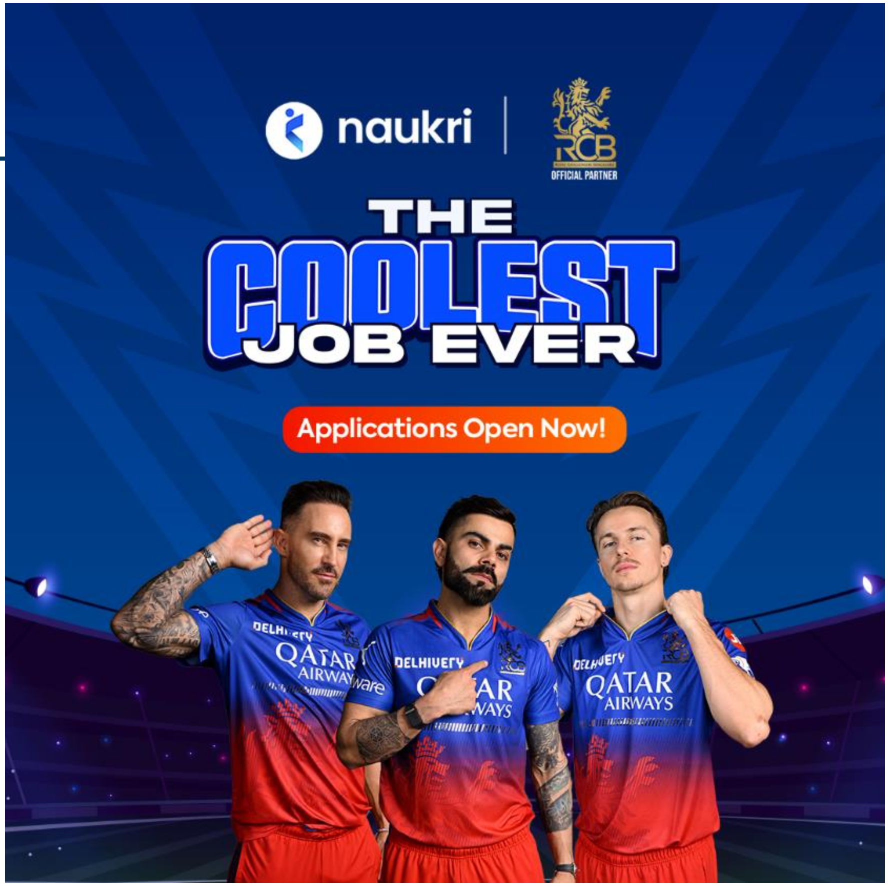
441k
Job listings[3]

28k
Resumes added daily[3]

562k
Resumes modified daily[3]

126k
Job seekers availed premium services[3]

917k
Avg. resume searches daily[3]

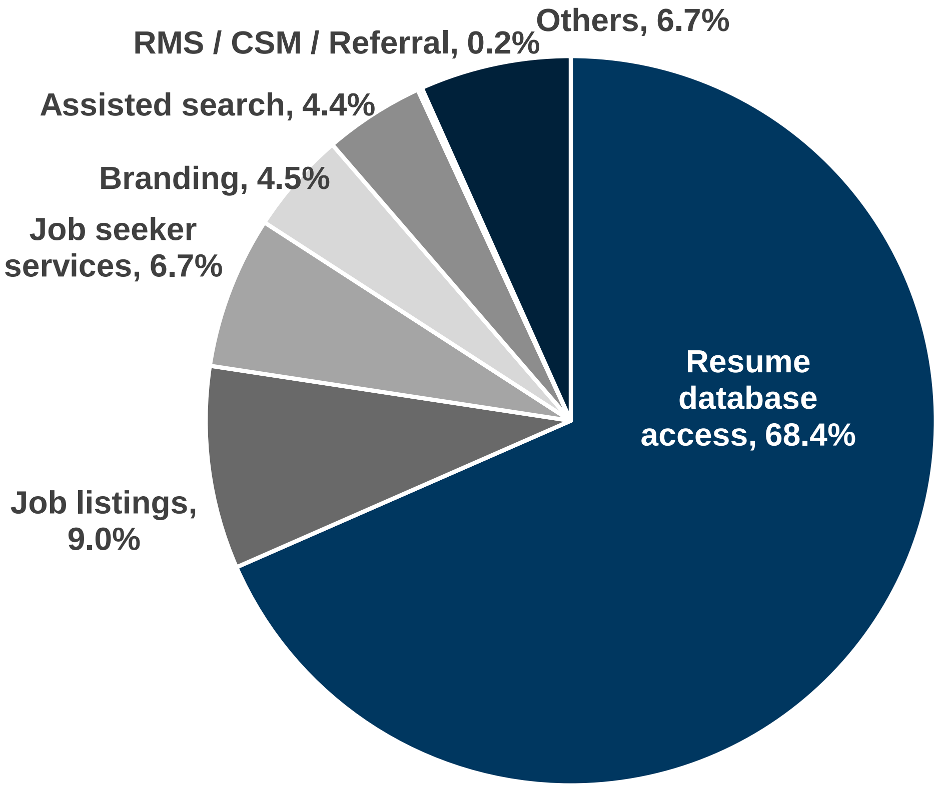


infoedge | naukri

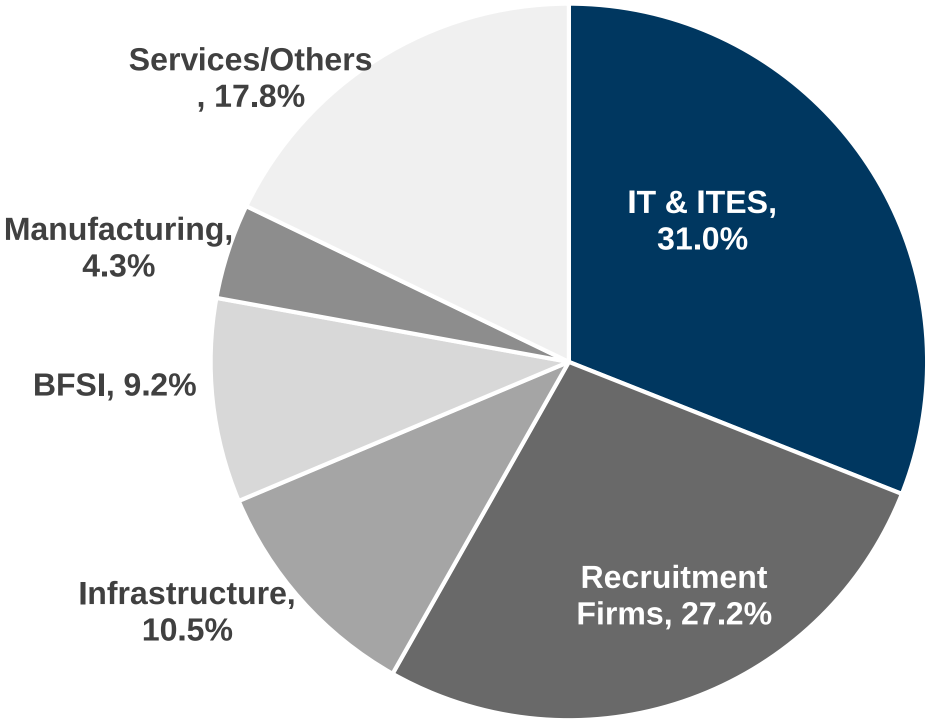
Notes:[1] Traffic shares as of Jun'22 basis SimilarWeb data and comparison includes Naukri, Monster, Times jobs, Shine, and Indeed; [2] for the period FY24; [3] for the period Q4FY24

Breakdown of revenue by Product and Industry

Revenue split by products[1]



Revenue split by industry[1]

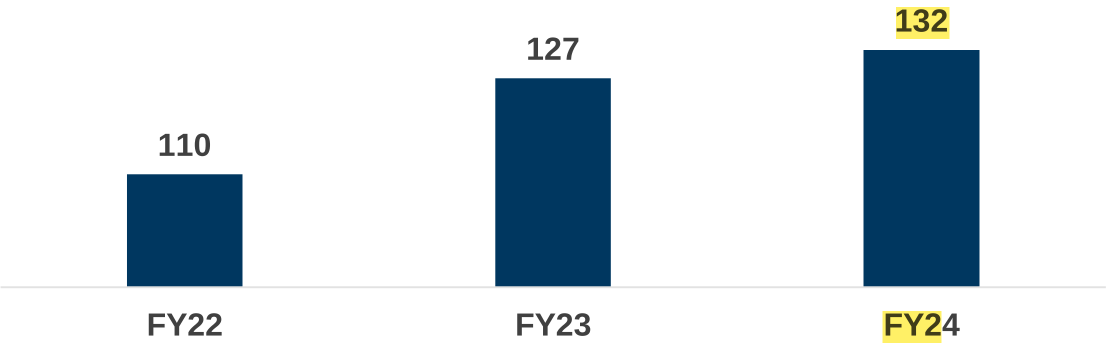


Approximately half of the consultants serve the IT/ITES industry, resulting in IT and ITeS contributing around 45-50% of the total revenues

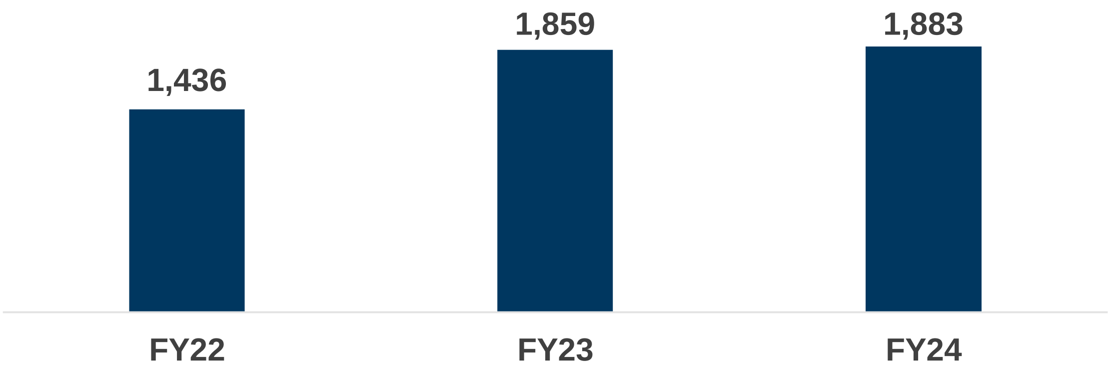
Notes:[1] Above data is for trailing 12 months to Mar'24

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

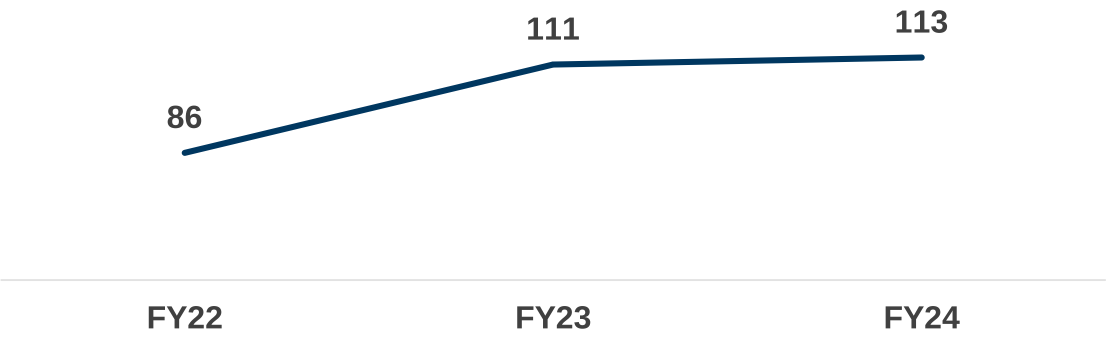
No. of clients (‘000)



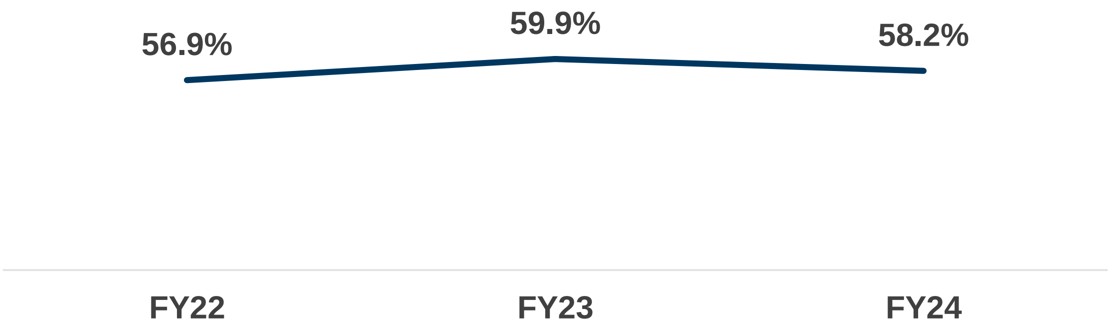
Billings (Rs. Cr)



Avg. realization per client (Rs. ‘000)



Operating profit margin (%)



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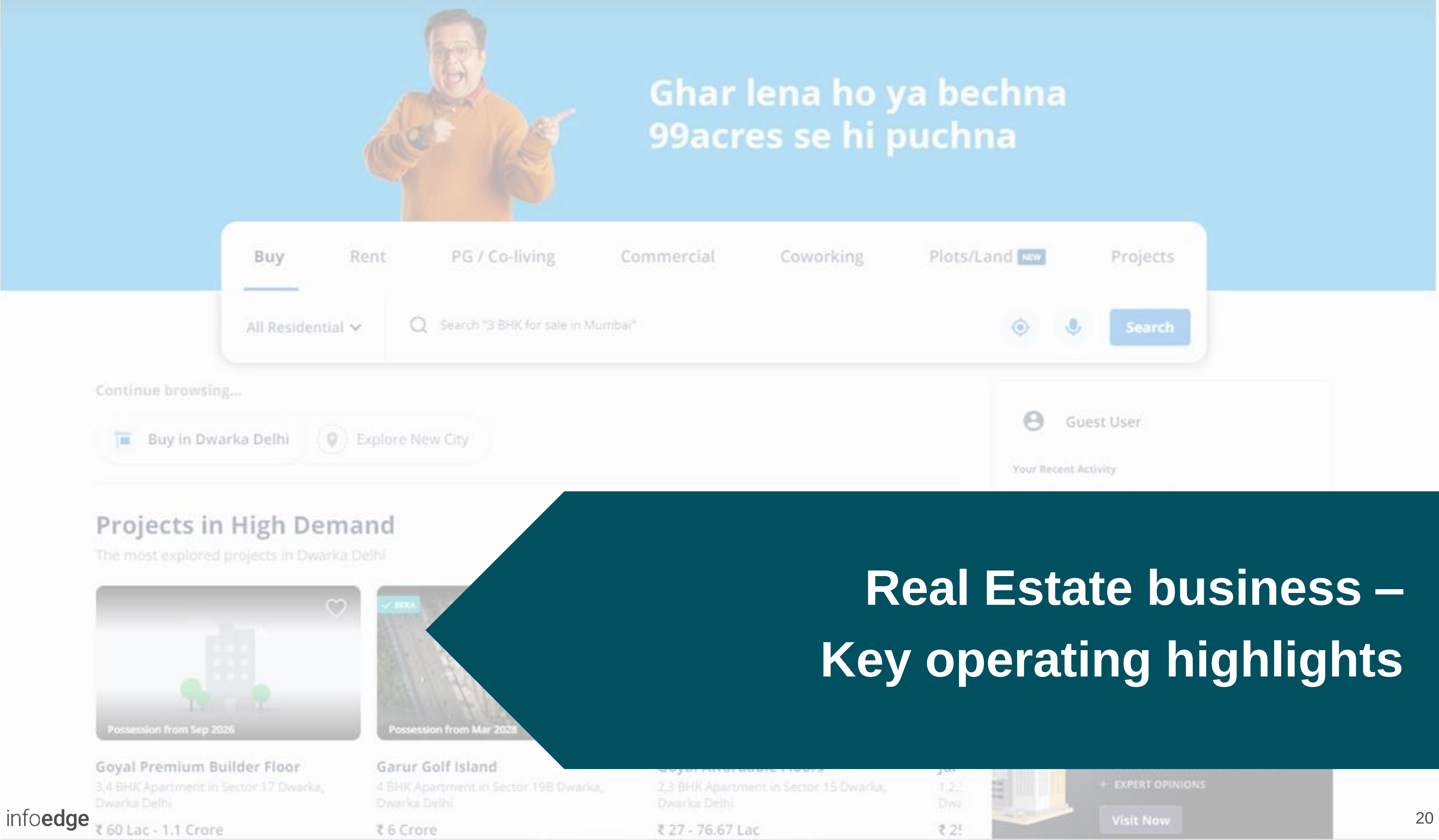
Notes: FY22 – FY23 numbers as per IND-AS. Above numbers are segmental business numbers for Naukri.



Real Estate business – Key operating highlights

99Acres – key highlights

Rs. 385cr
FY24 Billings

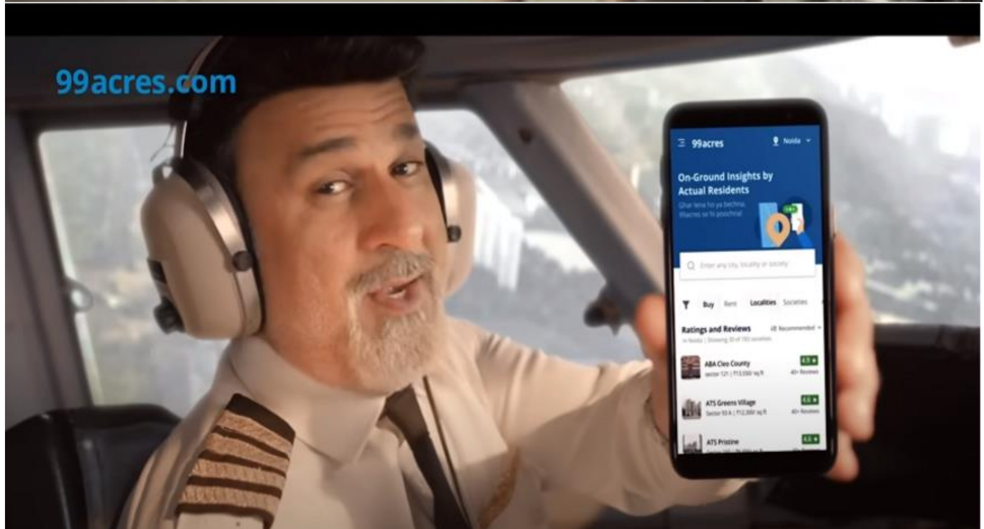
~26%
YoY Billings growth (FY24)

~42%
YoY improvement in FY24 operating profit

~82%
YoY reduction in cash losses in FY24

173k+[1]
Total projects

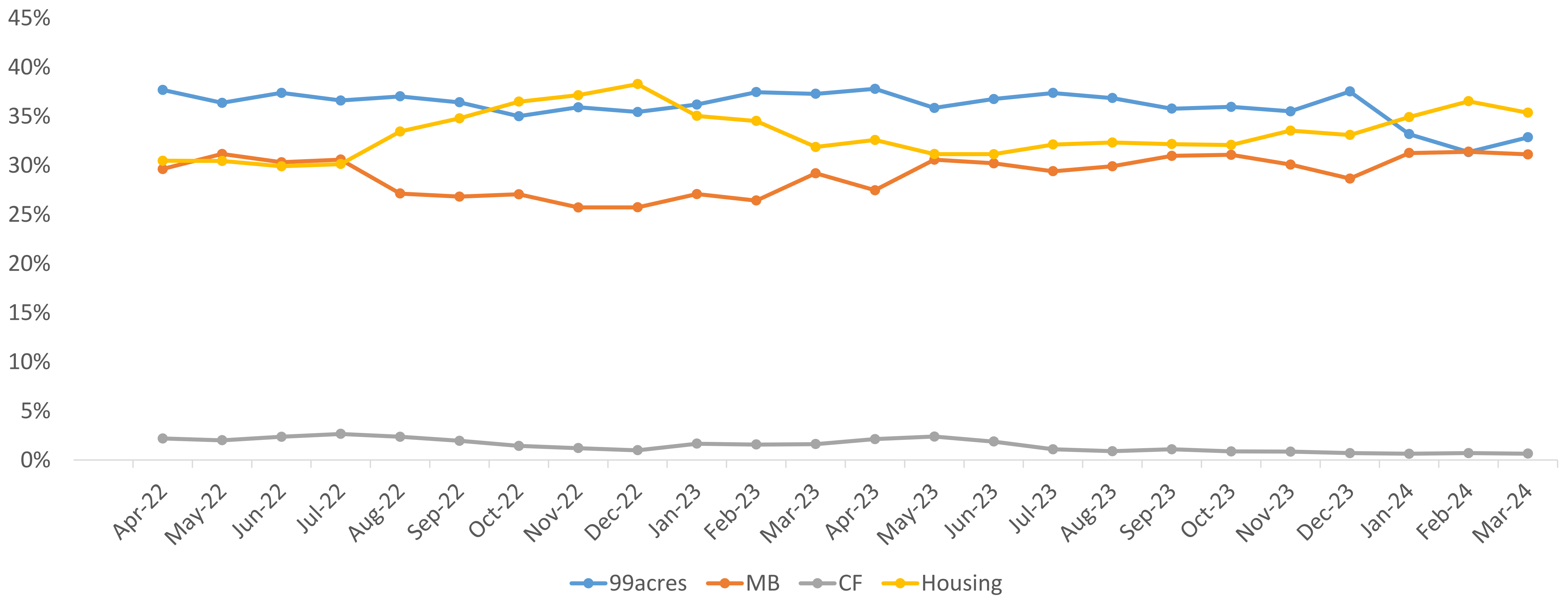
740k+[2]
Total listings



Notes:[1] As of Mar'24; [2] As of Mar'24 and includes 304k+ owner listings

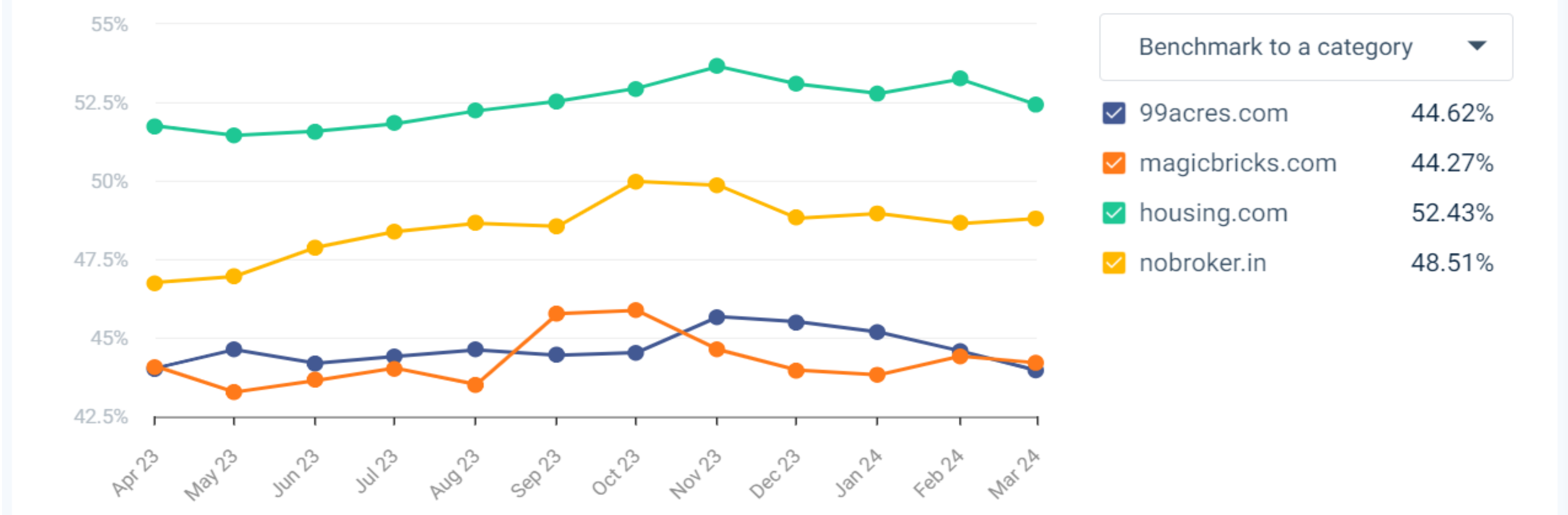
99Acres traffic time share

Overall traffic (from desktops & laptops, web mobile)

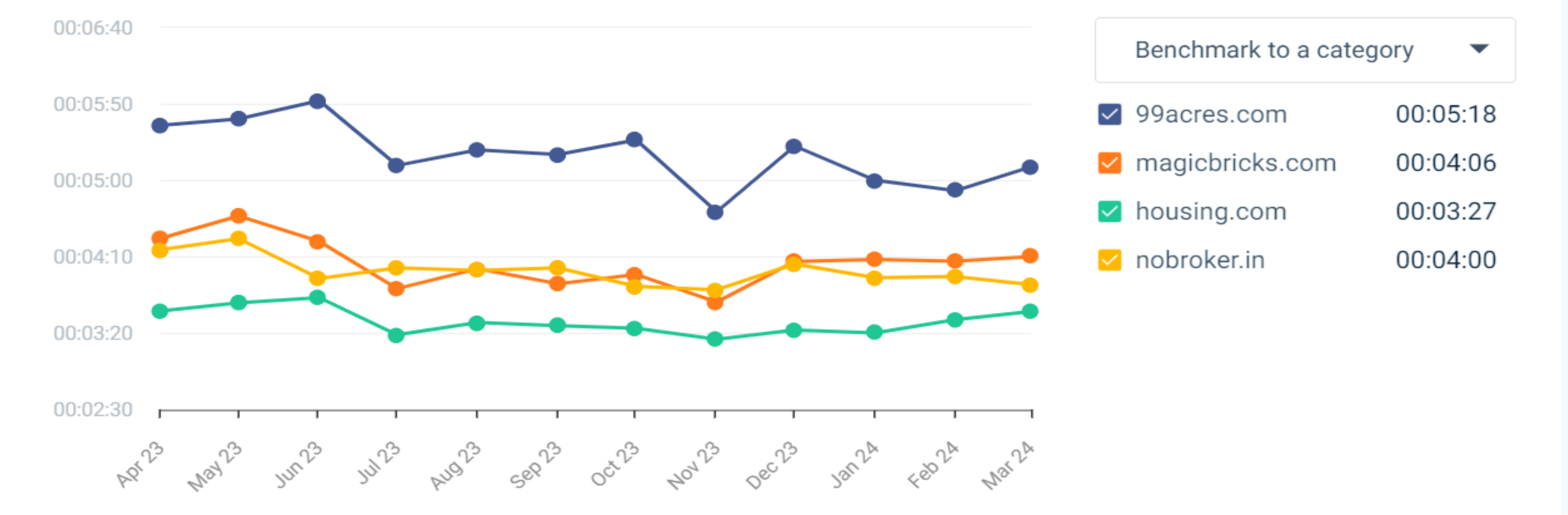


Buyers & Tenants spend more time on 99acres with lower/similar bounce rate vs most competitors

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



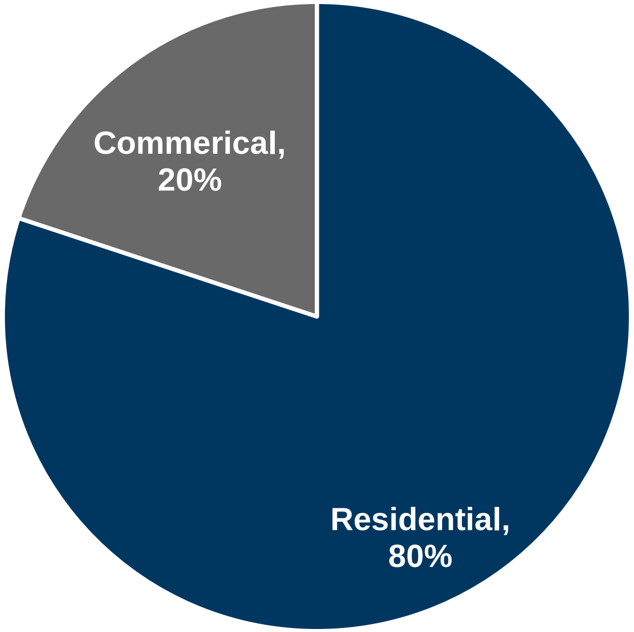
Higher time spent by buyers and tenants on 99Acres platform demonstrating high engagement



Source: SimilarWeb; Desktop + Mobile Web

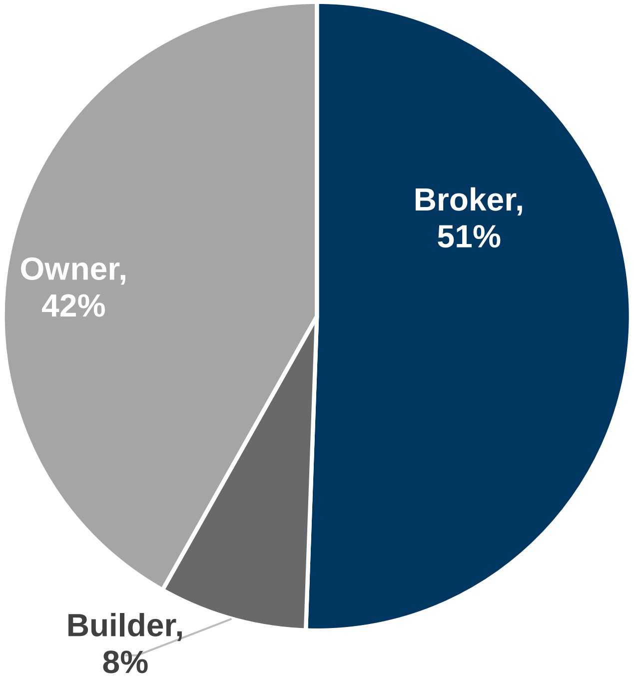
Key business metrics for 99Acres

Distribution of total 740k+ listings



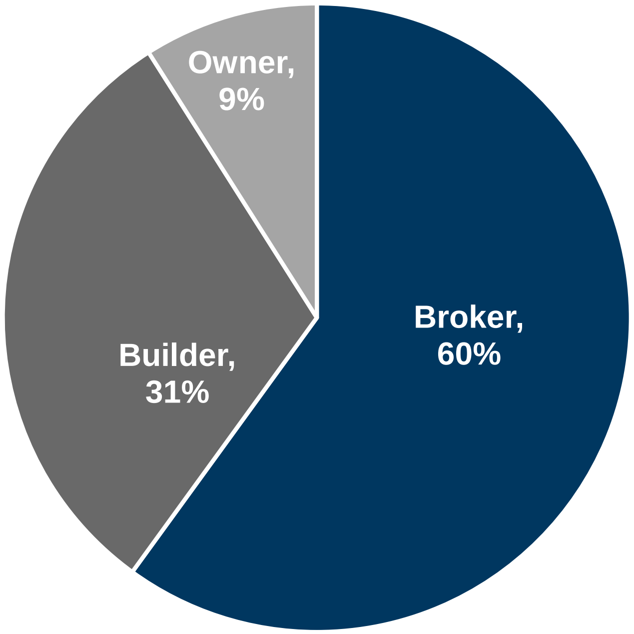
As of Mar 31, 2024

Distribution of 80k+ total customer base

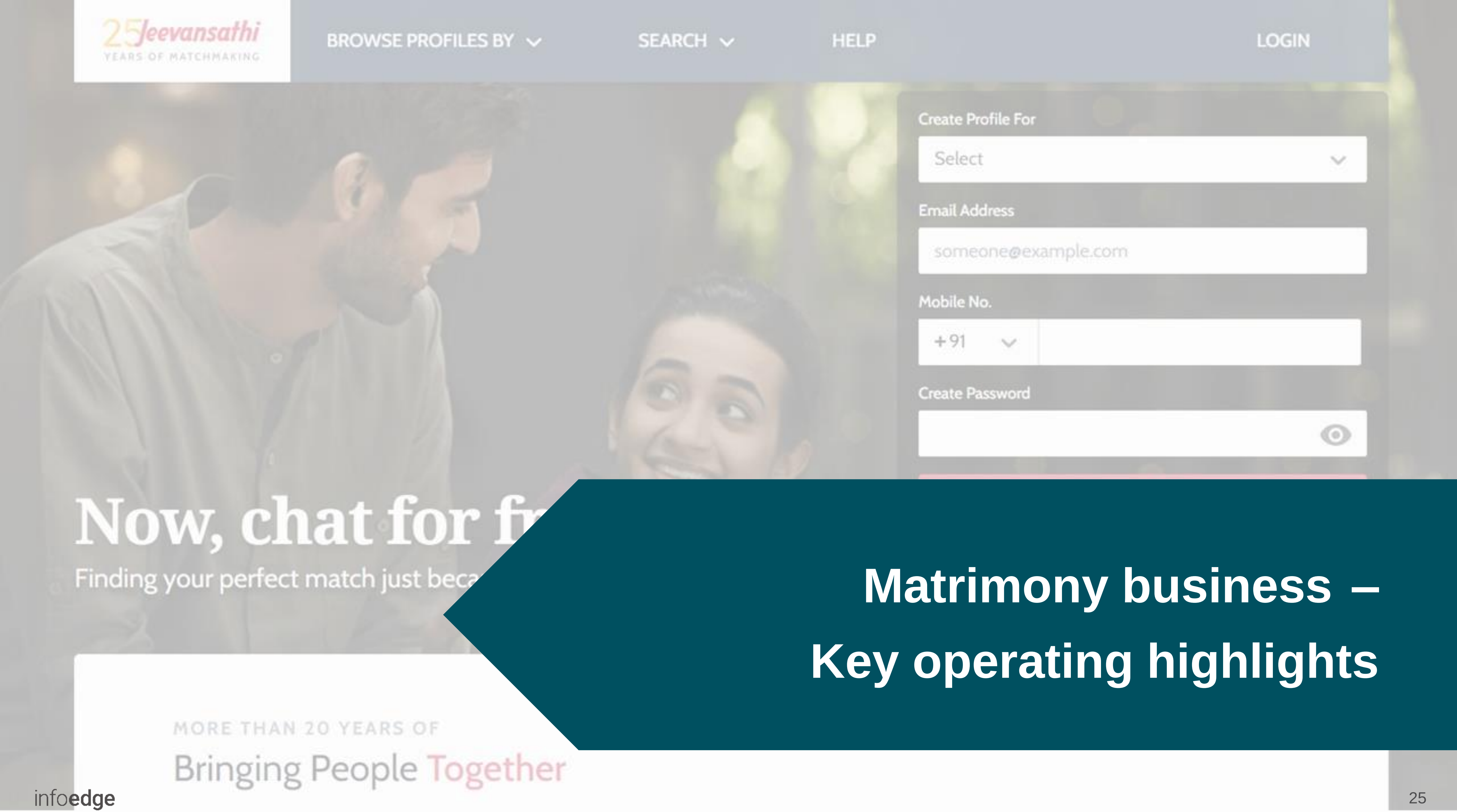


Data for trailing 12 months to Mar'24

Billing breakdown by customer type



Data for trailing 12 months to Mar'24



Matrimony business – Key operating highlights

Jeevansathi – key highlights

Rs. 85cr
FY24 Billings

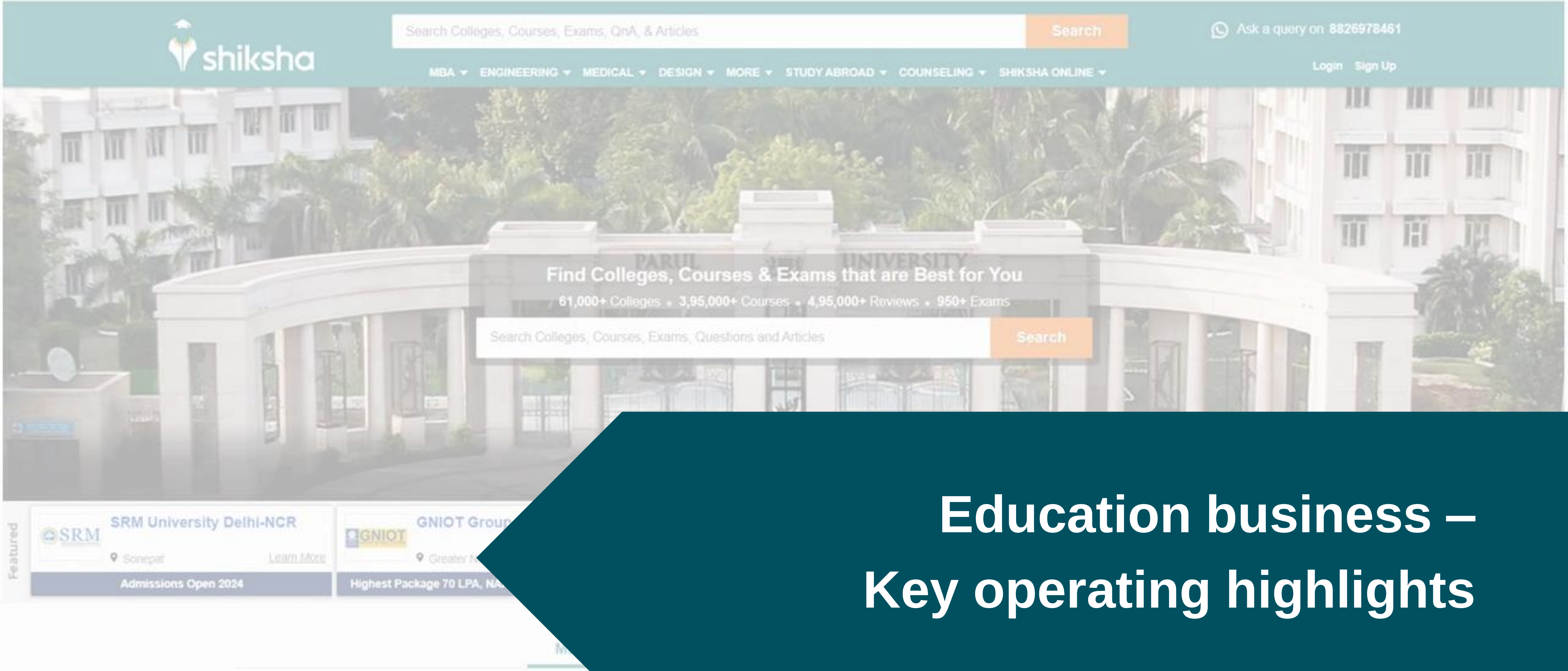
~17% ↑
YoY Billings growth (FY24)

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



Education business – Key operating highlights

Shiksha – key highlights

Colleges

1335
Unique Clients

64,100+
Colleges

4,84,000+
Course Listings

950+
Entrance Exams

shiksha
Higher Education Classified

1.8 million+
Questions Asked

637 million
Page views Annually

292 million
Visits Annually

6.3 million
Registrations Annually

4,95,000+
Student and Alumni Reviews

Students

Investments

Financial Investments in Technology-based Startups

Investments in Listed Entities

zomato
Shareholding: 13.60%

pb Fintech
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 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 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, Kinobeo 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.

We may from time to time consider various investment / asset monetization opportunities, as we had done in past, However there can be no assurance regarding whether we will able to complete such investments / asset monetization opportunities on commercial terms acceptable to us , or at all..

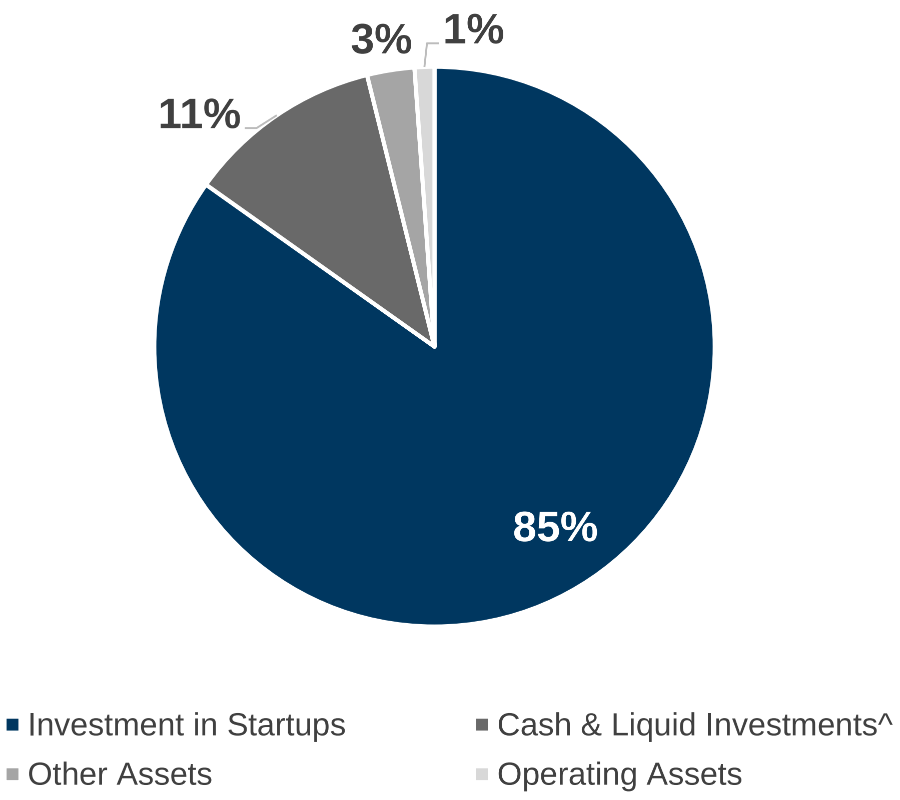
Financial Investment Portfolio

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.shoekonnect.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%
Ubifly 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**	

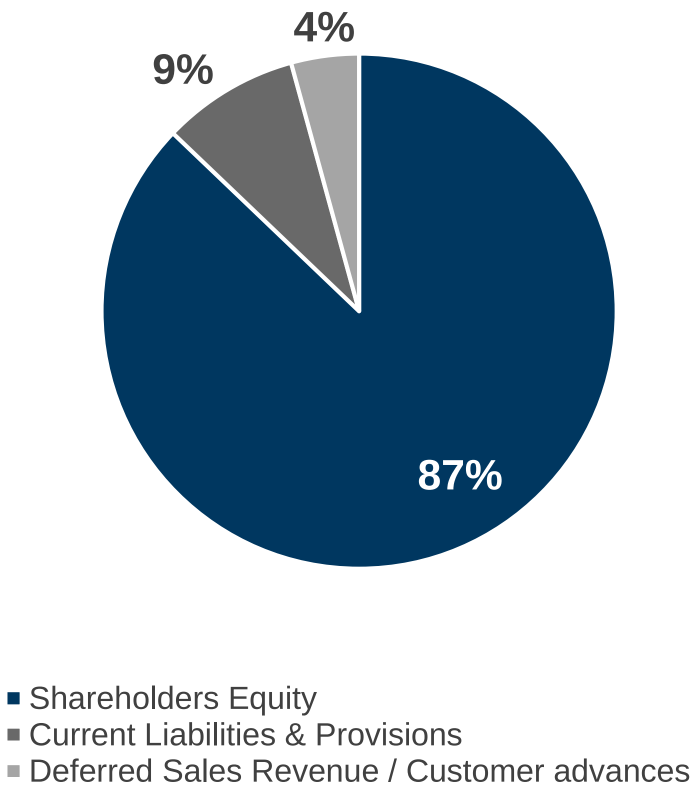
Balance Sheet Summary & Data Sheet

Assets and funds allocation summary as of March 31, 2024

Assets (Total: Rs. 293,038mn)



Liabilities (Total: Rs. 293,038mn)



Note: ^ Cash and Liquid Investments (valued at M2M) include Cash / bank balance with WOS & AIF investment.

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**

Note: FY22 numbers are after merger impact

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