

Info Edge (India) Limited

India's internet classifieds company

JAN , 2022

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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 financial year ending March 31, 2020 and as at and for the month ended Jun 30, 2020. 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 Dec 31, 2021 or for the quarter ended Dec 31, 2021, unless indicated otherwise.
- Q3 FY22 or Q3 FY 21-22 means the period commencing on Oct 01, 2021 and ending on Dec 31, 2021.
- FY22 or FY 21-22 or FY 2022 means the Financial Year starting April 1, 2021 and ending March 31, 2022.
- 1 Crore = 10 Million = 100 Lakh.

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Info Edge – Leading Online Classified Businesses in India



Online Recruitment Search engine



Online Real Estate Search Portal



Online Match making (Matrimony) Portal



Online Education Classified Portal

Investments in Technology-based Startups



Online restaurant search engine and food delivery site.

Shareholding ~15.29%*[@]



Online insurance policies marketplace.

Shareholding ~12.79%*[^]



Other investments include NoPaperForms (Advanced enrolments management platform, 48.10%), Univariety (Guidance on careers, admissions and tests ,48.90%), Gramophone (Agri-Inputs e-commerce, 32.89%), Biznis (B2B footwear marketplace, 26.27%), Printo (Retail chain providing print and document services, 27.47%), Medcords (Health care Tech Platform, 15.56%), Shopkirana (B2B grocery delivery platform, 25.36%), Adda (Govt Job Preparation Platform, 24.49%), Shipy (Digital Logistics ecosystem, 22.45%), Legitquest (SaaS Product for intersection of Tech and Legal utilizing Machine Learning, 21.45%), GreytHR (HR & Payroll SaaS Company 28.73%), Teal (Platform for real Estate intelligence and analytics, 20.00%), Coding Ninjas (25.00%), 4B Networks Pvt. Ltd (49.82%), Crisp Analytics Pvt Ltd (2.50%), Unbox robotics Labs Private Limited (1.46%), Attentive AI Solutions Pvt Ltd (3.44%), Brainsight Technology Private Limited (4.00%), Ray IOT Solutions Inc (4.91%), Skylark Drones Private Limited (1.19%), String Bio Private Limited (1.19%).

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 be able to complete such investments / asset monetization opportunities on commercial terms acceptable to us, or at all.

No definitive documentation in connection with such investment/ monetization has been executed as of date.

Infoedge Ventures :Proposed corpus of the fund is Rs 7500 MN (around USD 100Mn). IEIL and its WOS in their capacity as LP, committed 3500 MN. A Contribution Agreement with Mac Ritchie Investments Pvt Limited (Wholly owned subsidiary of Temasek Holding Pvt Limited) for a contribution commitment of Rs 375 Cr has been signed.

* Approximate shareholding on fully disbursed and converted basis as on 31st Dec'21, held directly or indirectly (through subsidiaries, associates or affiliates). The 5% shareholding may or may not translate into an equivalent economic interest on account of conditions in the investment/ shareholders agreements.

@ Net of disposal of secondary sale with proceeds of USD 50 mn; and OFS for Rs 375 cr. Shareholding post the latest round of investment and dilution

^ Represents effective economic interest held by Info Edge directly and indirectly through subsidiary companies.

Key Financials- Past 3 years performance

All numbers in Rs MN except %

Description	FY 19	FY20	FY 21
Revenues	10,983	12,727	10,986
Billing	11,770	12,687	11,503
Operating EBITDA*^	3,413	4,027	2,775
Operating Margin (%)^	31%	32%	25%
Operating PBT ^	3,986	3,190	3,437
Cash and Bank Bal #	15,499	12,613	33,824
Net Investments in Investee Companies**	5,911	10,810	10,963
Head Count (Nos)	4,330	4697	4379
Dividend Payout (% of paid up capital)	60%	60%	80%

* EBITDA for FY19-FY21 adjusted for non-cash charges.

** This amount represents net investment in investee companies.

^ Operating EBITDA/ Margin / PBT excludes the impact of other income , non operating and exceptional items.

Balance at standalone level and the same includes balances irrespective of duration of FD, including >1 Yr and doesn't include "Accrued Interest"

Info Edge standalone financials .

Key Financials- Annual

All numbers in Rs MN except %

Description	FY 21	FY20	FY 19	Growth FY21 Vs 20	Growth FY20 Vs 19
Billing					
Info Edge *	11,507	12,687	11,770	-9.2%	7.8%
- Recruitment	8,069	9,156	8,475	-11.8%	8.0%
- 99Acres	1,848	2,139	2,067	-13.6%	3.5%
Revenue					
Info Edge *	10,986	12,727	10,983	-13.7%	15.9%
- Recruitment	7,710	9,068	7,858	-15.0%	15.4%
- 99Acres	1,738	2,280	1,920	-23.8%	18.8%
Operating EBITDA					
Info Edge *	2,545	3,774	3,413	-32.5%	10.6%
- Recruitment	4,152	4,914	4,295	-15.5%	14.4%
- 99Acres	(286)	9	(222)	NA	NA
Operating EBITDA %					
Info Edge *	23.2%	29.7%	31%	-6.5%	-1.3%
- Recruitment	54%	54%	55%	-	-1%

* Info Edge standalone financials . Segmental data for Naukri and 99acres

Above EBITDA numbers for FY 19-20 have been readjusted for IND AS 116 to ensure comparison with FY 2018-19 numbers. Accordingly it may differ from reported numbers to that extent.

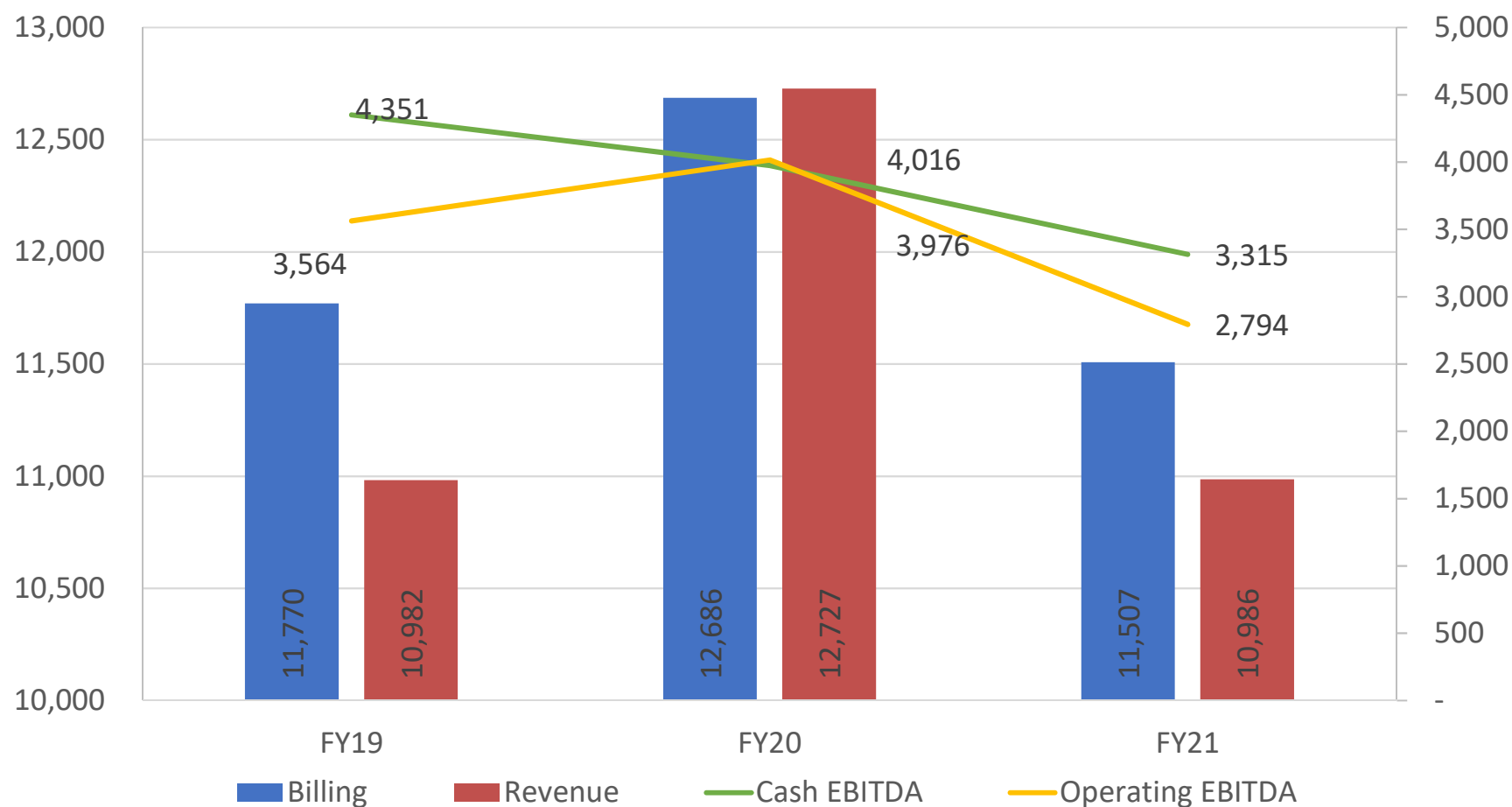
Key Financials- Qtrly Update

All numbers in Rs MN except %

Description	Q3'22	Q3'21	YOY	Q2'21	QoQ
Billing					
Info Edge *	4681	2969	57%	4023	16%
- Recruitment	3565	2014	77%	2911	22%
- 99Acres	614	524	17%	681	(9%)
- JS	244	261	(6%)	243	0.9%
- Shiksha	256	169	51%	189	36%
Revenues					
Info Edge *	4032	2723	48%	3517	14%
- Recruitment	2985	1895	57%	2565	16%
- 99Acres	586	448	30%	483	21%
- JS	242	246	(2%)	254	(5%)
- Shiksha	219	132	65%	216	2%
Operating EBITDA %					
Info Edge *	28%	25%	2.8%	30%	(2%)
- Recruitment	60%	56%	3.7%	60%	0.2%

Financial performance

Info Edge Billing and Cash EBITDA** (Rs Mn) trend



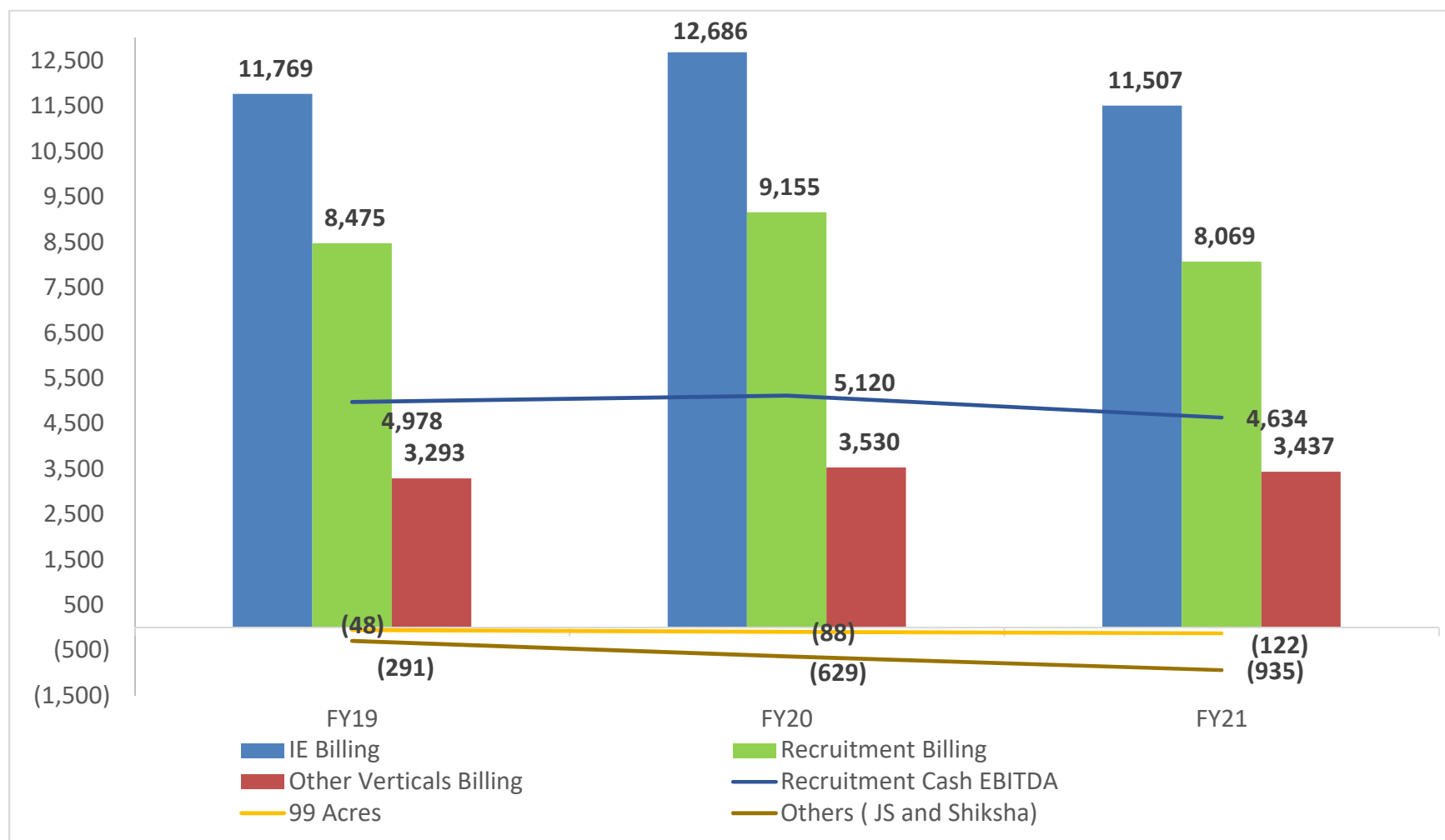
- IND-AS numbers for FY19-FY21;

** Cash EBITDA: Billing – Operating expenses adjusted for non-cash ESOP charges

Info Edge standalone financials .

Billing and Cash EBITDA

Segmental Billing and Cash EBITDA** (Rs Mn) trend

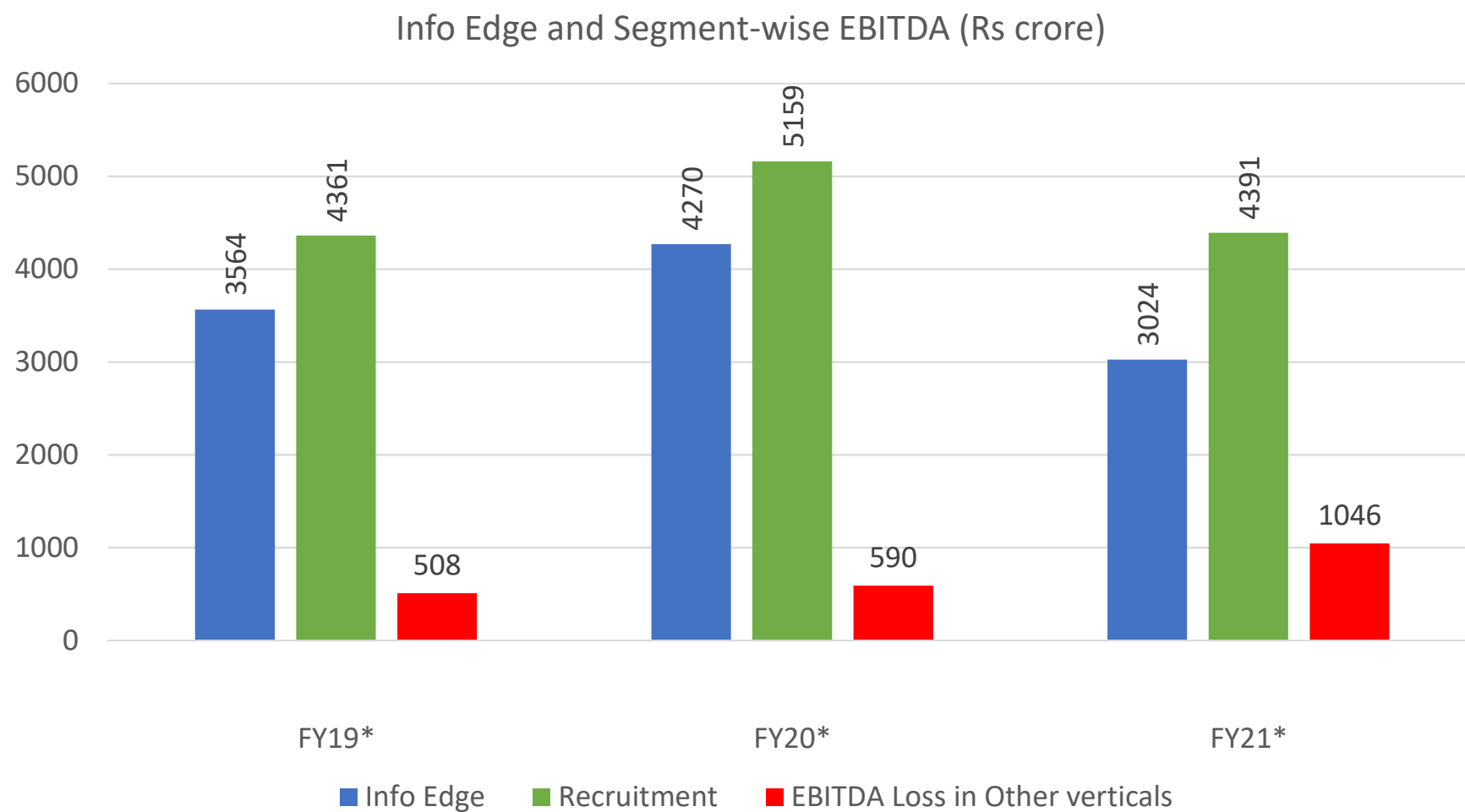


* IND-AS numbers for FY19-FY21; Segmental data for Naukri and other verticals

** Cash EBITDA: Billing – Operating expenses adjusted for non-cash ESOP charges

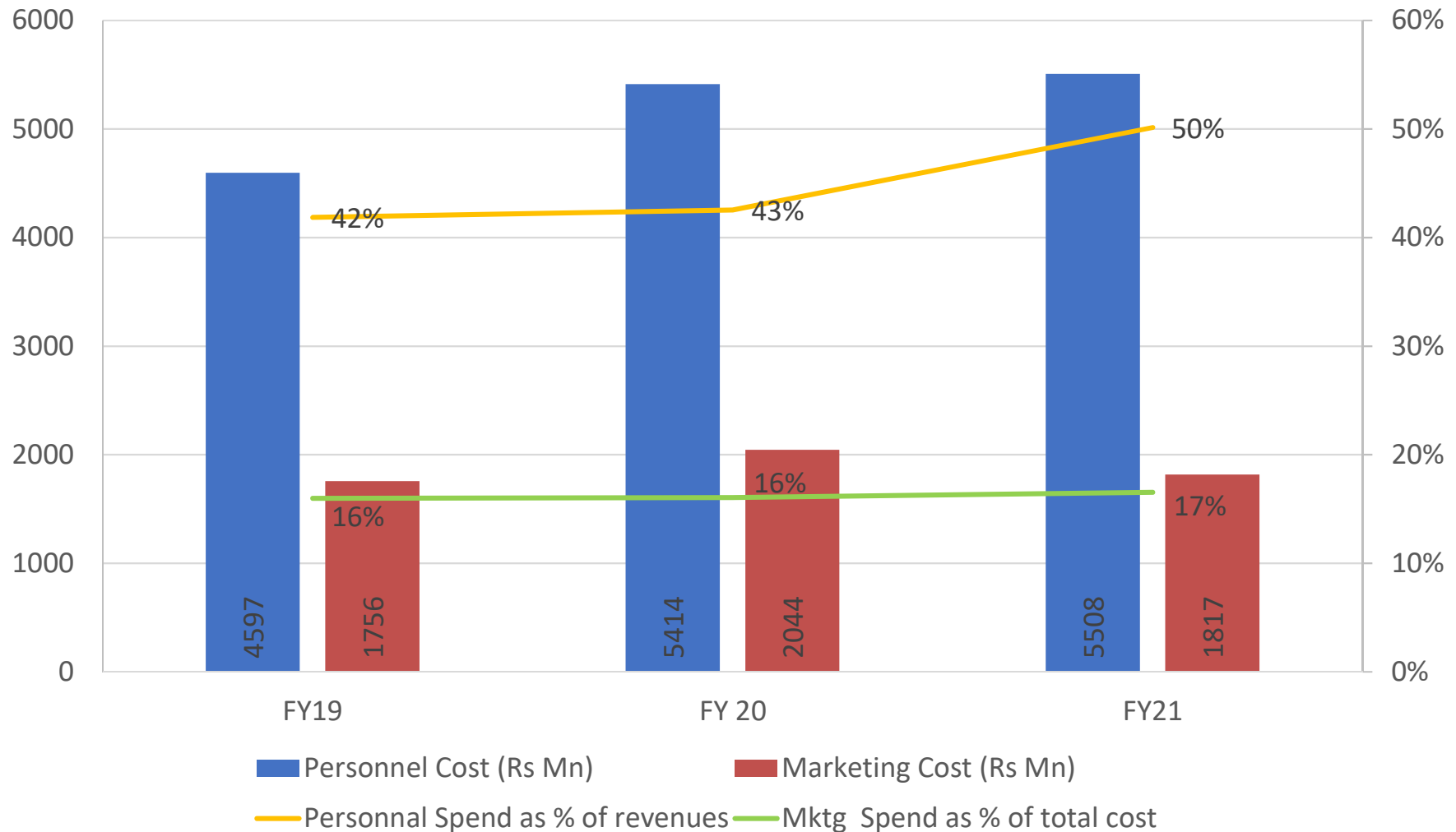
Info Edge standalone financials

Operating EBITDA



- * FY19– FY21 in the charts above are based on IND-AS numbers; rest all years which are as per I GAAP
- EBITDA for FY19-FY21 adjusted for non-cash charges
- *Info Edge standalone financials.*

People, Brand and IP - Key Value Drivers for Info Edge

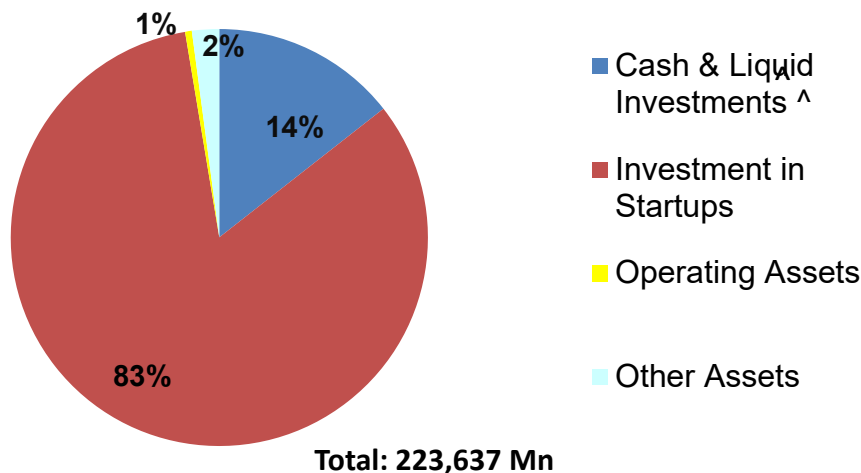


- Manpower and marketing constitute ~67% of our total standalone expenses
- *Info Edge standalone financials*

Assets and funds Allocation

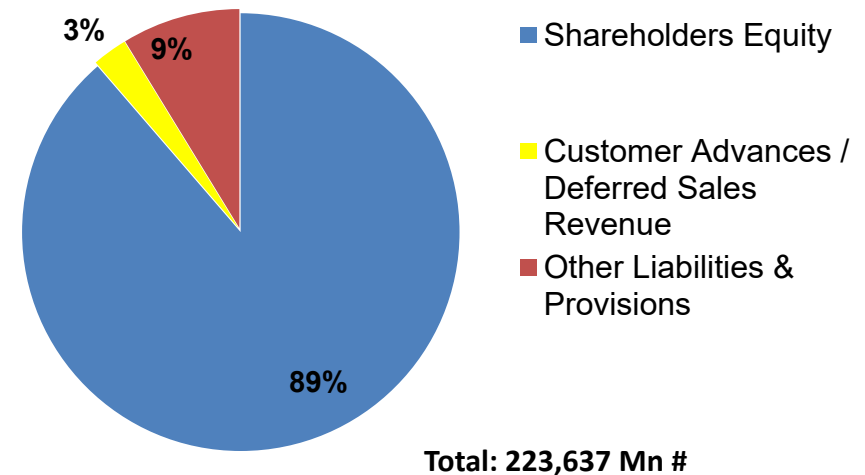
As of Dec 31, 2021 #

Assets



- Strong cash generation due to high margins.
- Strong investment strategies in startups leading to high value gains in balance sheet.

Liabilities

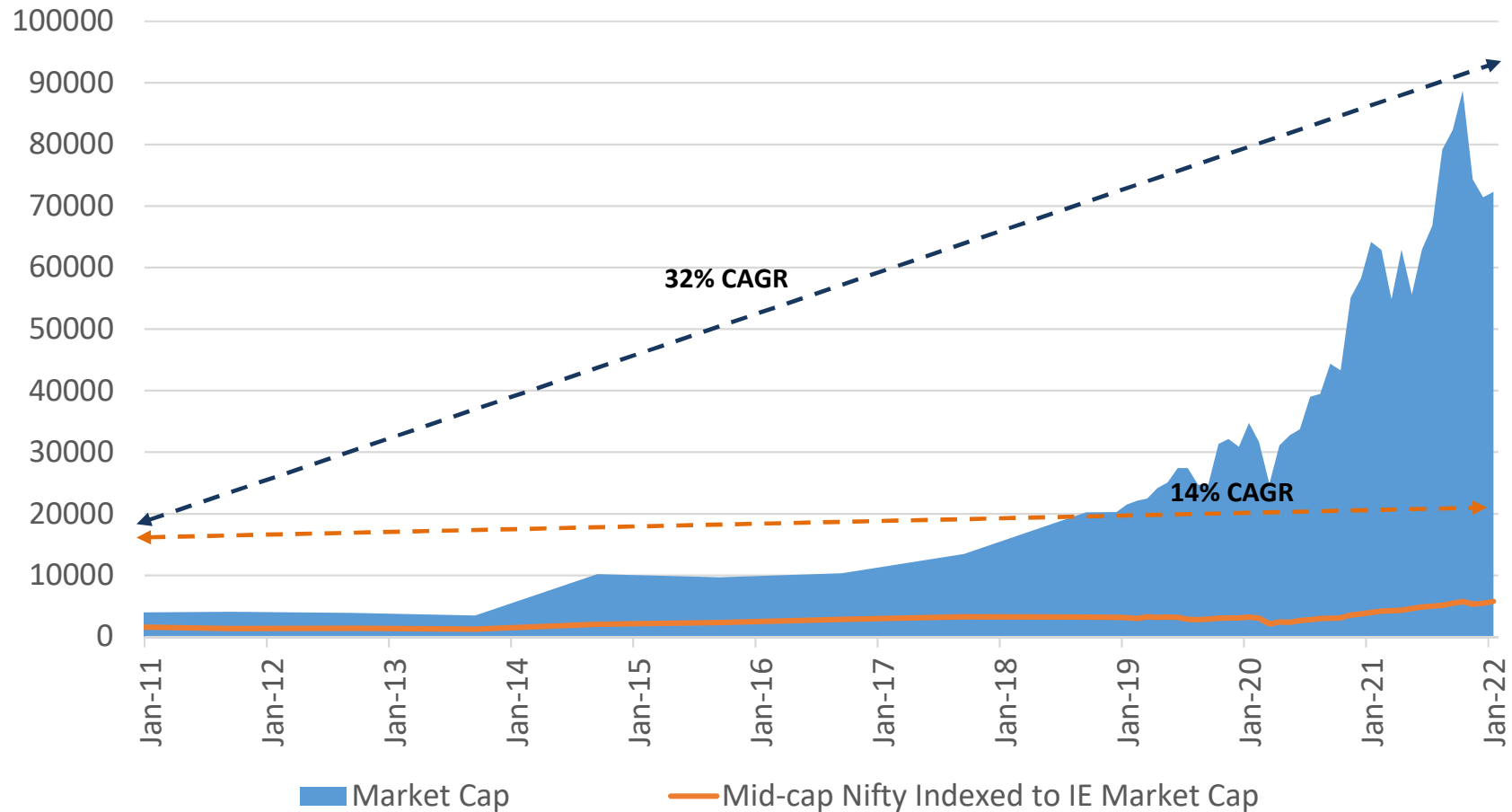


- Strong operating business model with high profitability and exponential gains in investments leading to multi fold growth in equity investments
- Negative working capital in operating business many times more than operating fixed assets

^Cash and Liquid Investments include Cash / bank balance with WOS & AIF.
Investments in startup include IIM Jobs

Market cap performance

Info Edge historical market cap trend (Rs Mn) and Nifty Mid-cap relative trend



Corporate Governance- Cornerstone to our value system

- Independent Directors forms majority of the Board
- Non- Executive Chairman
- Statutory Audit performed by EY
- Internal Audit performed by an external firm
- Audit committee comprises only of Independent Directors
- Formal dividend policy (25% to 40% of standalone PAT)
- Whistle blower mechanism through an Independent External Ombudsman
- Proactive on all disclosures to Stock Exchanges

Board of Directors

Whole time

Sanjeev Bikhchandani (58)

Founder and Executive Vice
Chairman

BA Econ. St. Stephen's.

PGDM IIM-A

Previously with GlaxoSmithKline

Hitesh Oberoi (49)

Managing Director and CEO

B.Tech IIT Delhi,

PGDM IIM-B

Previously with HLL (Unilever)

Chintan Thakkar (55)

Whole-time Director and CFO

Chartered Accountant

Previously with Computer
Associates, India

Non Executive

Kapil Kapoor (57)

Chairman & Non Executive
Director

B.A.Econ, PGDM IIM-A

Previously COO (Global Business
Development), Timex Group

Independent

Saurabh Srivastava (75)

Non Executive Director

B.Tech IIT Kanpur,

M.Sc Harvard

Founder IIS Infotech

(Now Xansa)

NASSCOM, TIE, IAN, IVCA

Naresh Gupta (55)

Independent Director

B Tech IIT Kanpur, Ph.D,
University of Maryland

Previously MD, Adobe India

Bala Deshpande (55)

Independent Director

MA Econ., MMS JBIMS

Sr. MD, New Enterprise
Associates (NEA)

Ashish Gupta (55)

Director

B Tech IIT-K, Doctorate from
Stanford University

Founder Tavant Technologies,
Junglee; Amazon

Sharad Malik (58)

Independent Director

B Tech IIT-D, MS, PhD, University
of California

Chair-(Deptt. of Electrical
Engineering), Princeton
University

Geeta Mathur (55)

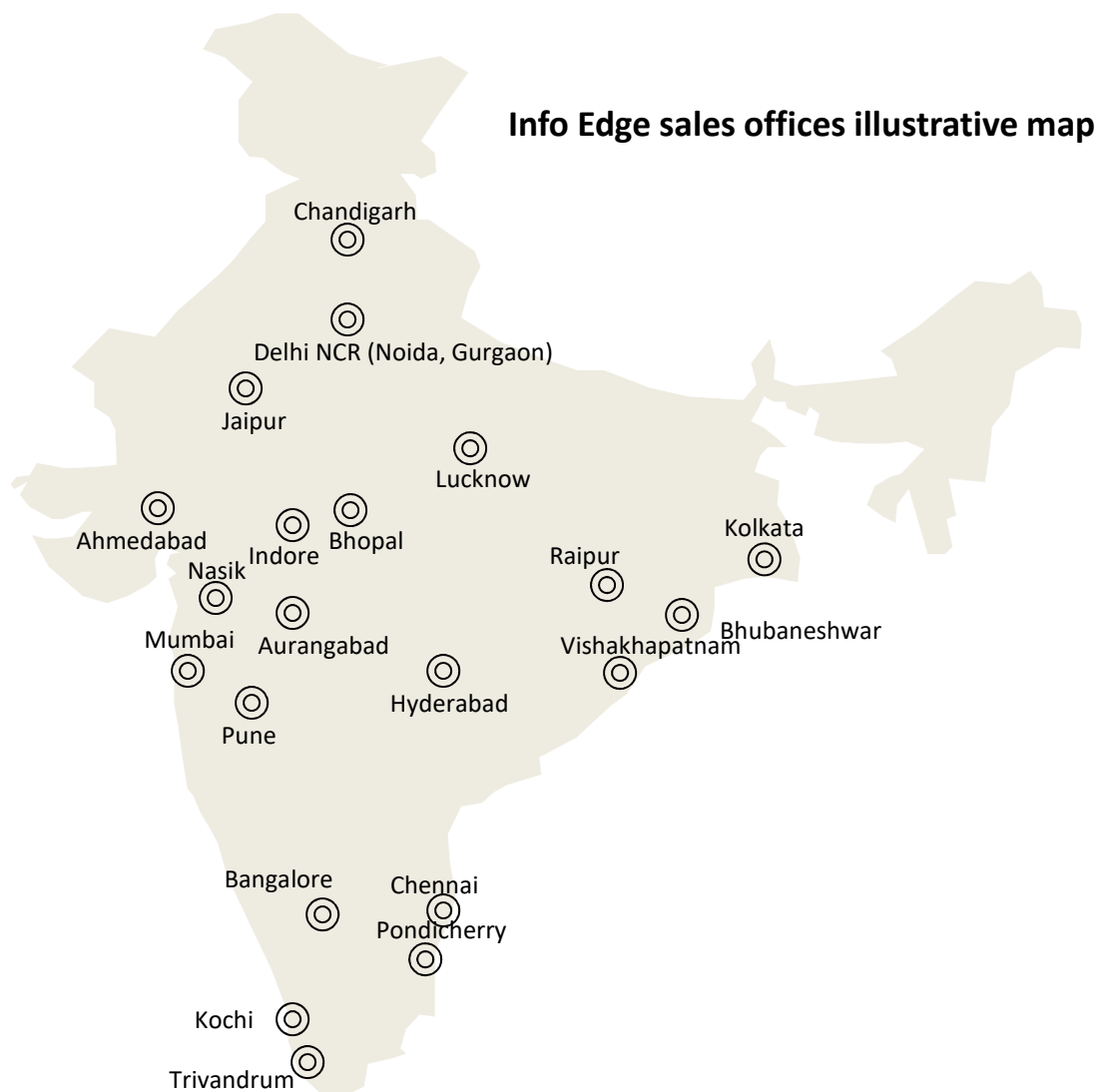
Independent Director,

Chairman, Audit Committee

Chartered Accountant

Associated with ICICI Bank,
Helpage India, IPE Global.

Nationwide sales/customer interface infrastructure

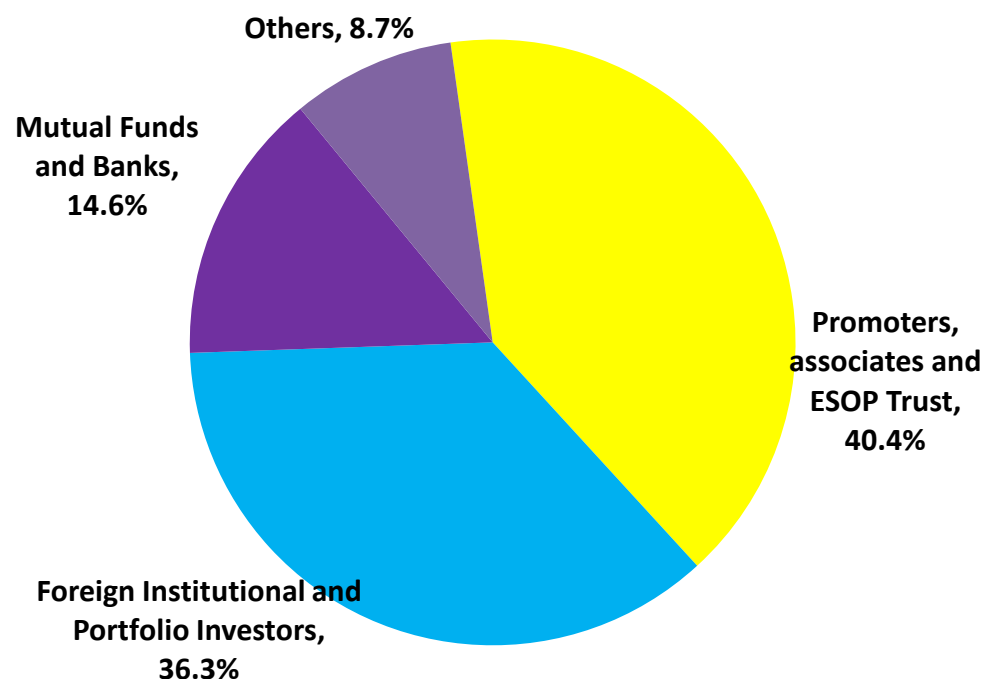


Geographical Spread as on date

- Nation wide coverage through 64 company branch offices in 45 cities in India
- 2752 sales/ servicing/ client facing staff or 61% of the company's workforce of 4469.

Shareholding

As of 23rd Jan, 2022



MFs/ FIP/FIIs/Banks/ Insurance Companies.	% Shareholding
Axis Mutual Fund + Schroders	7.86%
Nalanda	2.99%
Life Insurance Corporation	2.77%
Vanguard	2.12%
Ishares	1.96%
UTI -various	1.60%
Arisaig	1.55%
Nordea	1.48%
Stewart	1.37%
Ward Ferry	1.16%
Goldman Sachs EM Fund	1.08%
Franklin Templeton MF	1.05%
Wasatch - various	0.82%
Veritas Funds Plc	0.68%
People Bank of China	0.49%
BNY Mellon	0.47%
Steadview	0.43%
California Public Employees Retirement Funds	0.42%
Govt Pension Fund Global	0.40%
William Blair	0.38%

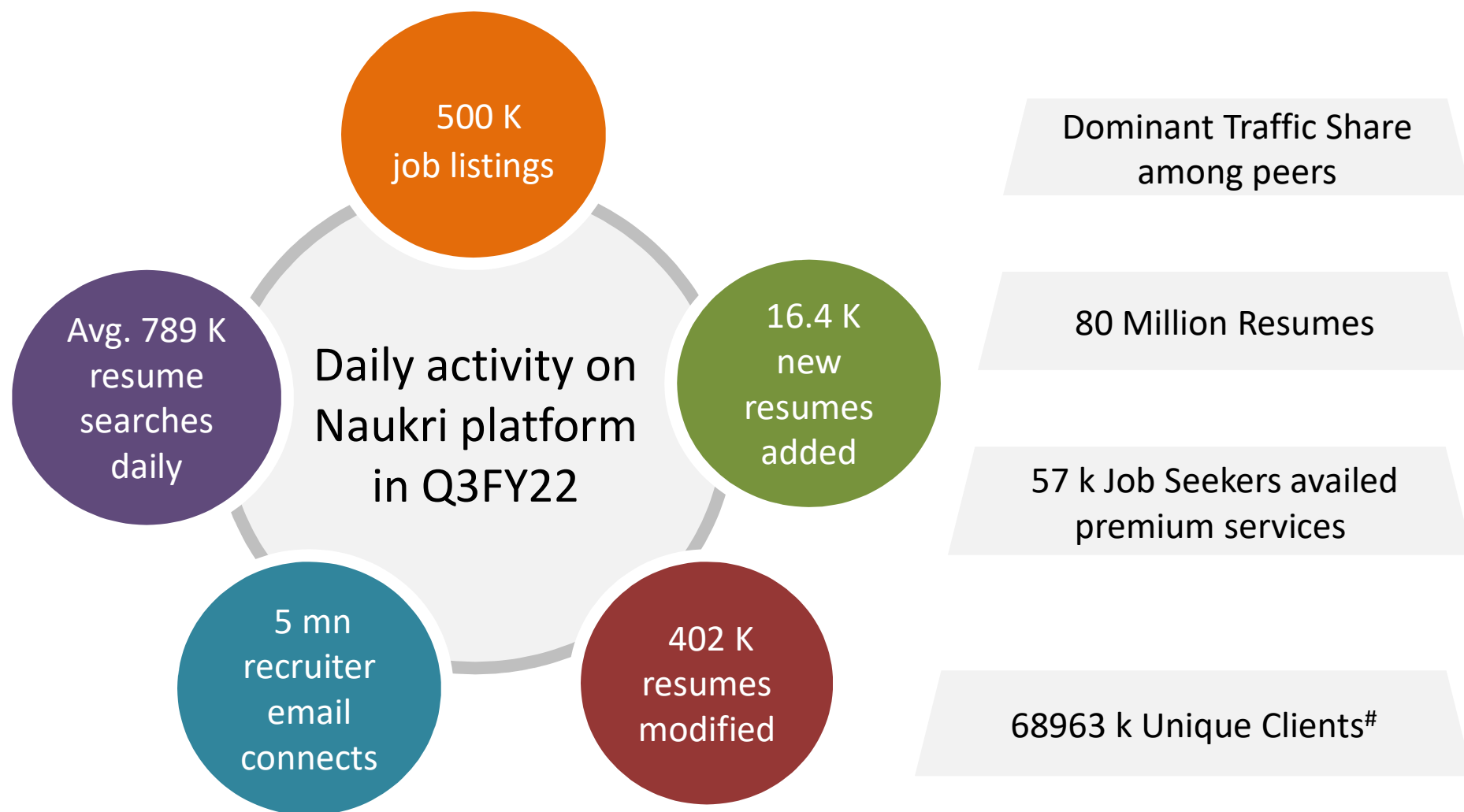
Total number of issued and paid up shares of Rs 10 each are 128.5 million (post 1:1 bonus in Sept, 2010, 1:1 bonus in Jun, 2012 and dilution (QIP) in Sept, 2014 and Aug, 2020)

Naukri

The screenshot displays the Naukri.com homepage with the following elements:

- Header:** Includes the Naukri.com logo (India's No1 Job Site), navigation links (JOBS, RECRUITERS, COMPANIES, SERVICES, MORE, LOGIN, NOTIFICATIONS), and links for Employer Zone and Buy Online.
- Job Categories:** A row of buttons for All Jobs, IIT/IIM Jobs, Govt. Jobs, International Jobs, and Walk-in Jobs.
- Search Section:** A search bar with the text "Search Jobs" and a blue "Search" button.
- Recent Searches:** A list of recent searches: "java programmer- 186 new jobs" and "investor relation- 135 new jobs".
- Recommended Jobs:** A section titled "Recommended Jobs 27" featuring a job listing for "Head Public Relations - Technology - MNC PR Firm, Bangalore" with 12-18 years of experience in Bengaluru/Bangalore. A "View All Jobs" link is provided.
- New to Naukri?** A section with an orange "Register with us" button, an "or" separator, and a blue "Upload CV" button. Below the CV upload button, it states "Max 2 MB, doc, docx, rtf, pdf" and "We will fill your details".
- Employer Logos:** A row of logos for HIRING, APPLY NOW, Shell, genpact, and Synechron.
- Best Places to Work:** A section with a "Best Places to Work" title and a row of buttons for All Sectors, Information Technology, Manufacturing, and Services.
- Footer:** Includes the VII LUSA logo with the tagline "Accelerating Business Outcomes" and a "Create a Job Alert" button.

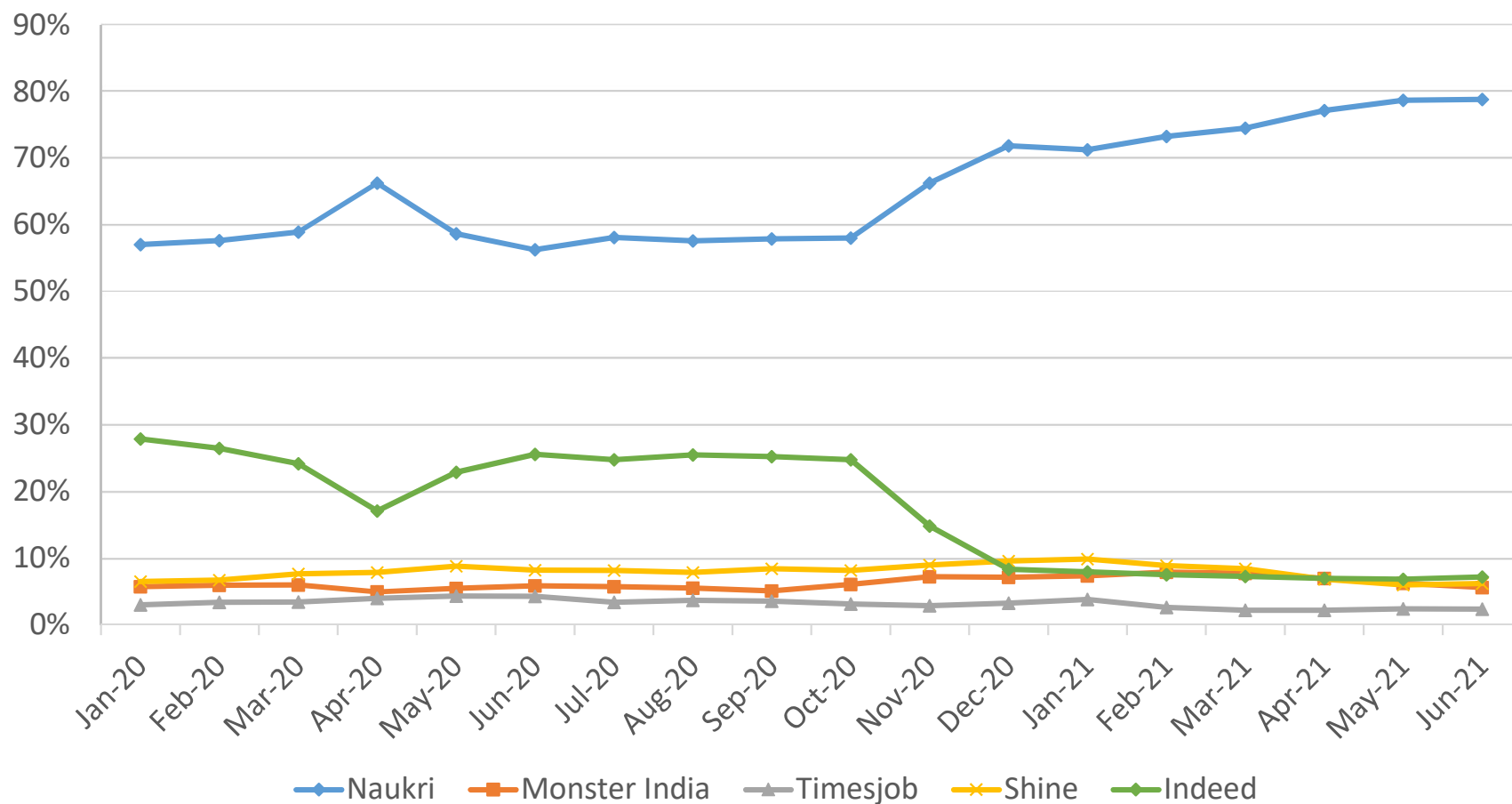
Key operating metrics for Naukri



Based on IND-AS revenue

Naukri traffic share among traditional job sites

Overall traffic (from desktops, laptops and web mobile)



Source: SimilarWeb

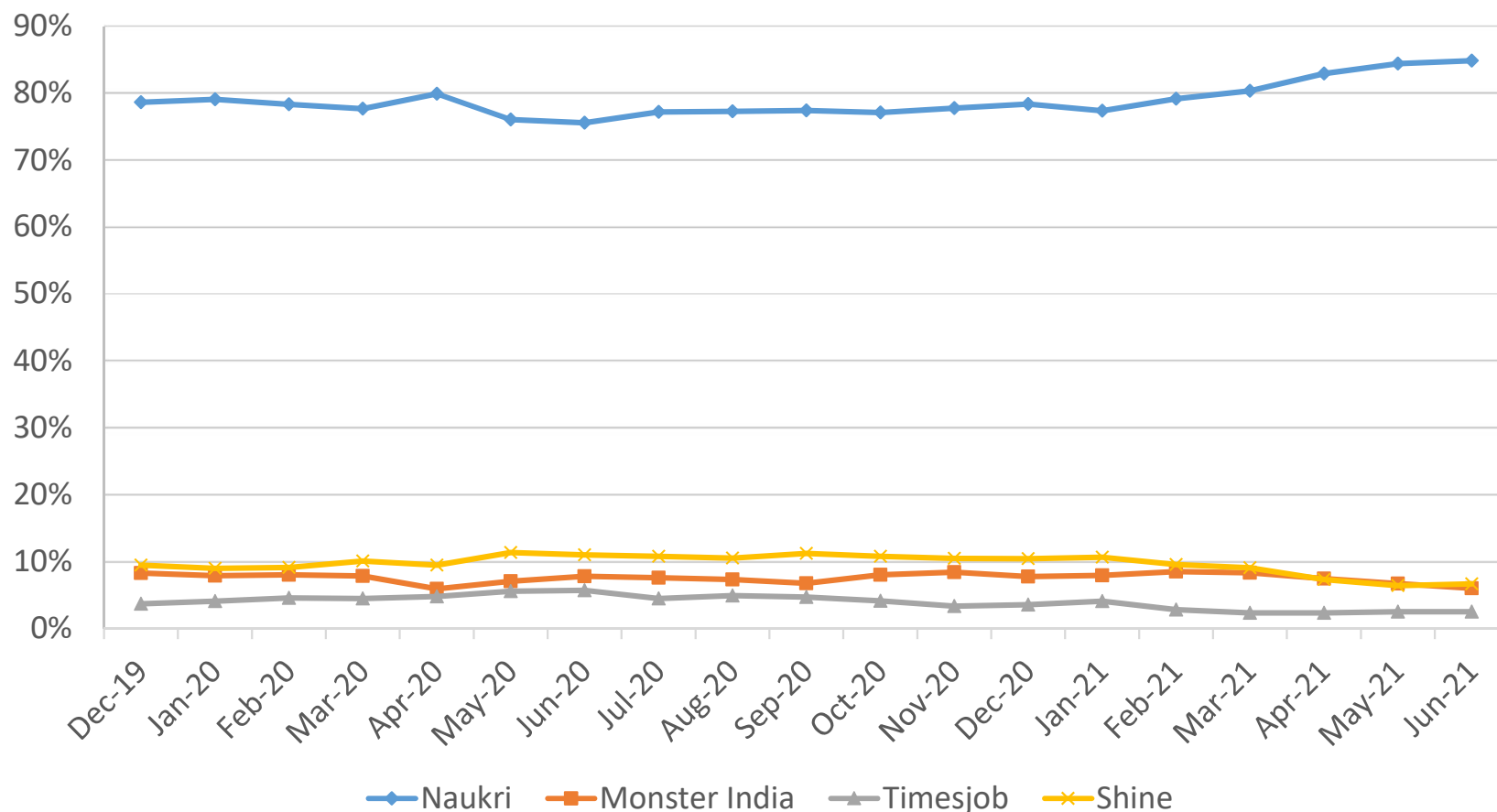
Above chart excludes LinkedIn since much of the traffic may not pertain to jobs

Similarweb revised the algorithm for calculating time share through app in Q3'20

Similarweb stopped reporting the traffic data generated from mobile app since Q3'21.

Naukri traffic share among traditional job sites

Overall traffic (from desktops, laptops & web mobile)



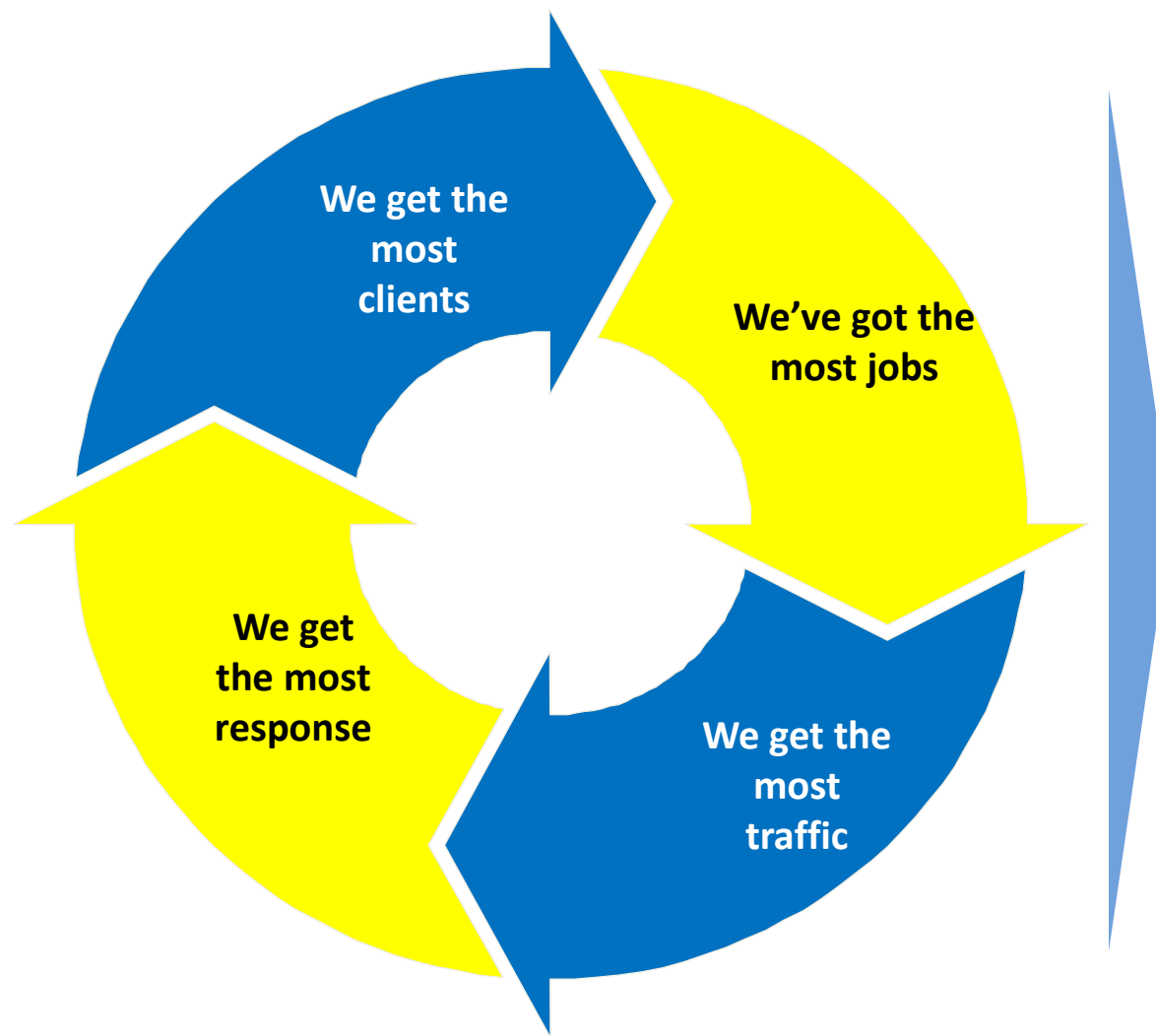
Source: SimilarWeb

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Similarweb revised the algorithm for calculating time share through app in Q3'20

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Naukri is a business of the virtuous circle



Benefits

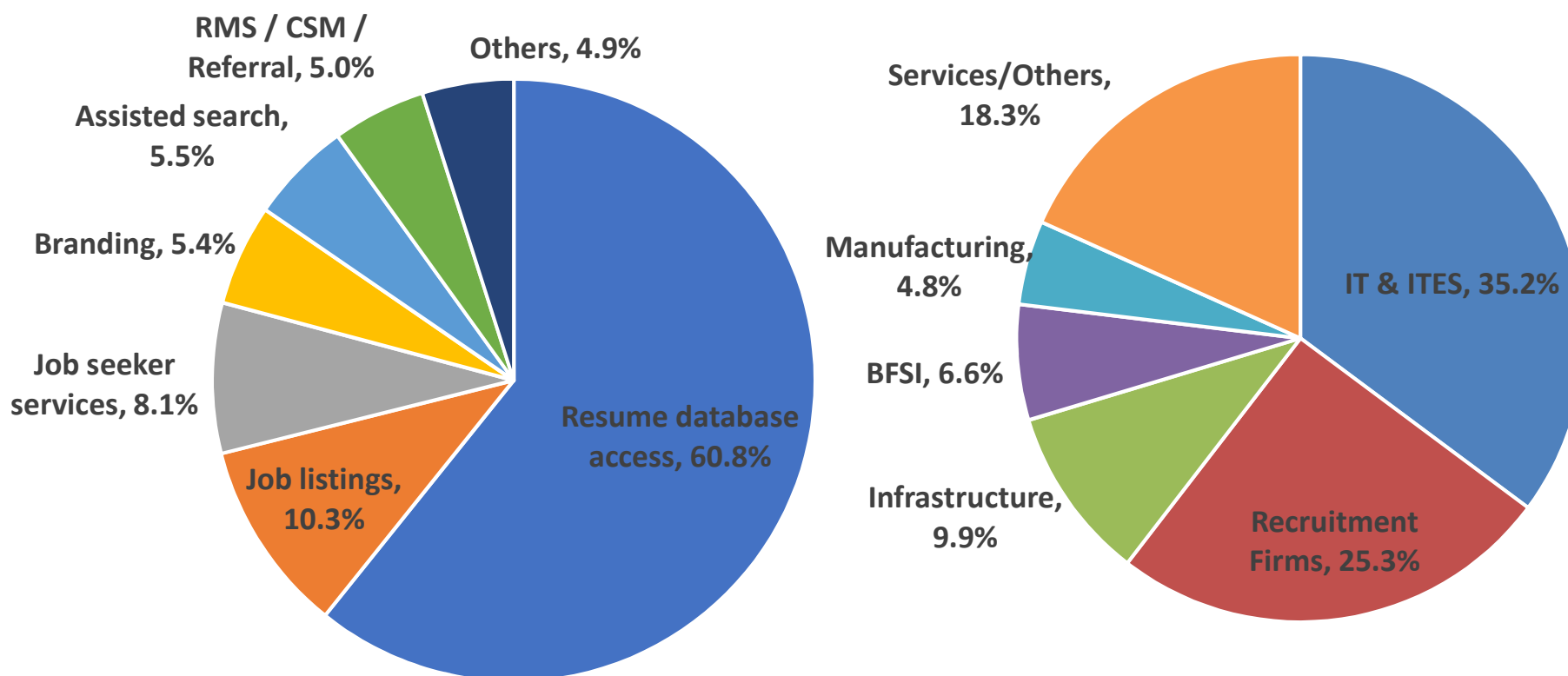
- Naukri has over 100% of industry profits enabling greater investment in
 - Product innovation
 - Engineering
 - Brand support
 - Sales network
 - Servicing back office
 - Superior talent

Revenue sources for Naukri

- B2B revenues (as on date) comprise ~90% of overall Naukri revenue and includes:
 - Resume database access
 - Job Posting (response management)
 - Employer branding (visibility)
 - RMS
 - eHire - Resume short listing and Walk-ins
- B2C includes revenue from
 - Job seeker services

Breakdown of revenue by Product and Industry

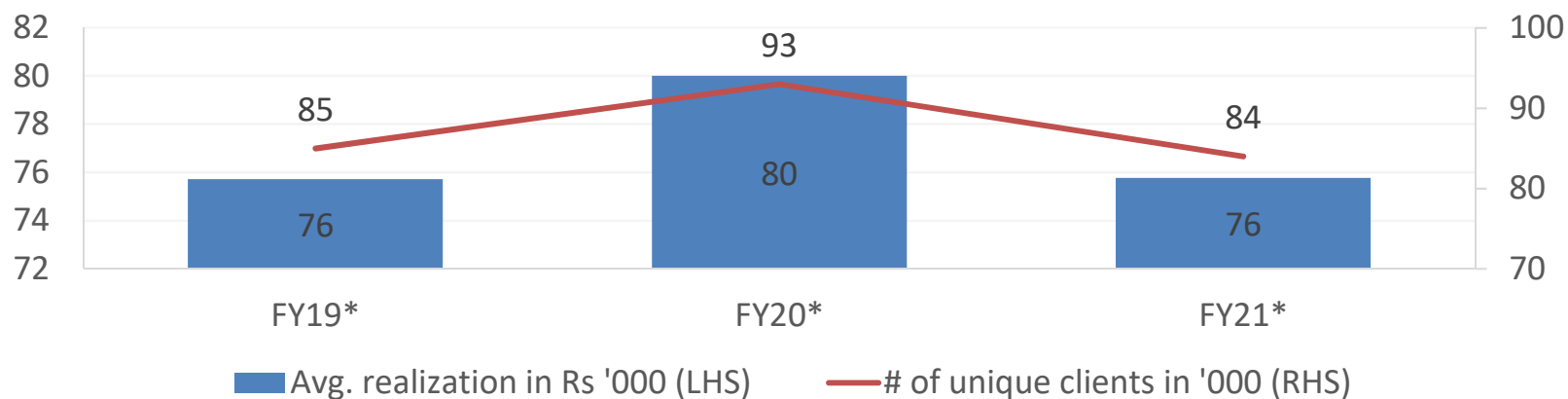
Data for trailing 12 months to Dec 2021



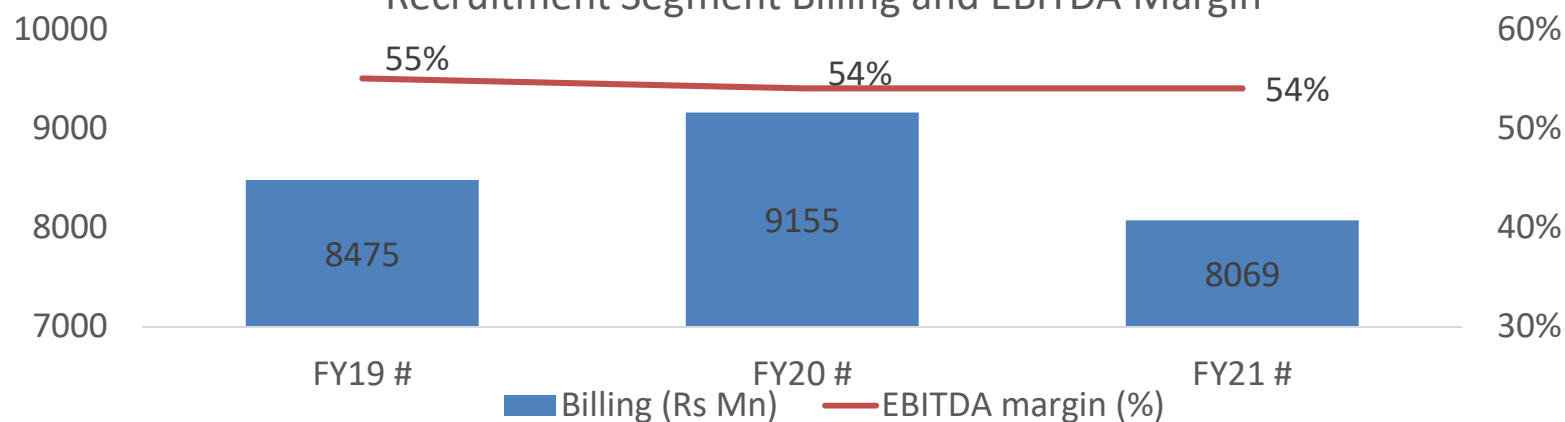
~50% of consultants caters to IT/ ITES industry. Accordingly, IT and ITes contributes ~42-44% of overall revenues.

Increasing realization per unique client with increasing number of customers

Naukri India - Revenue per client and # of clients



Recruitment Segment Billing and EBITDA Margin



- # FY19 – FY21 numbers as per IND-AS. Above numbers are segmental business numbers for Naukri..

Naukri Investment strategy



Our recent Acquisitions in recruitment space

iimjobs.com and hirist.com

iimjobs.com is India's leading recruitment platform for management professionals. Hirist.com is an exclusive recruitment platform for premium technology talent. With 3.25 mn registered user and 25k active jobs, the business has grown at 20% consistently in last 3 years.

Zwayam

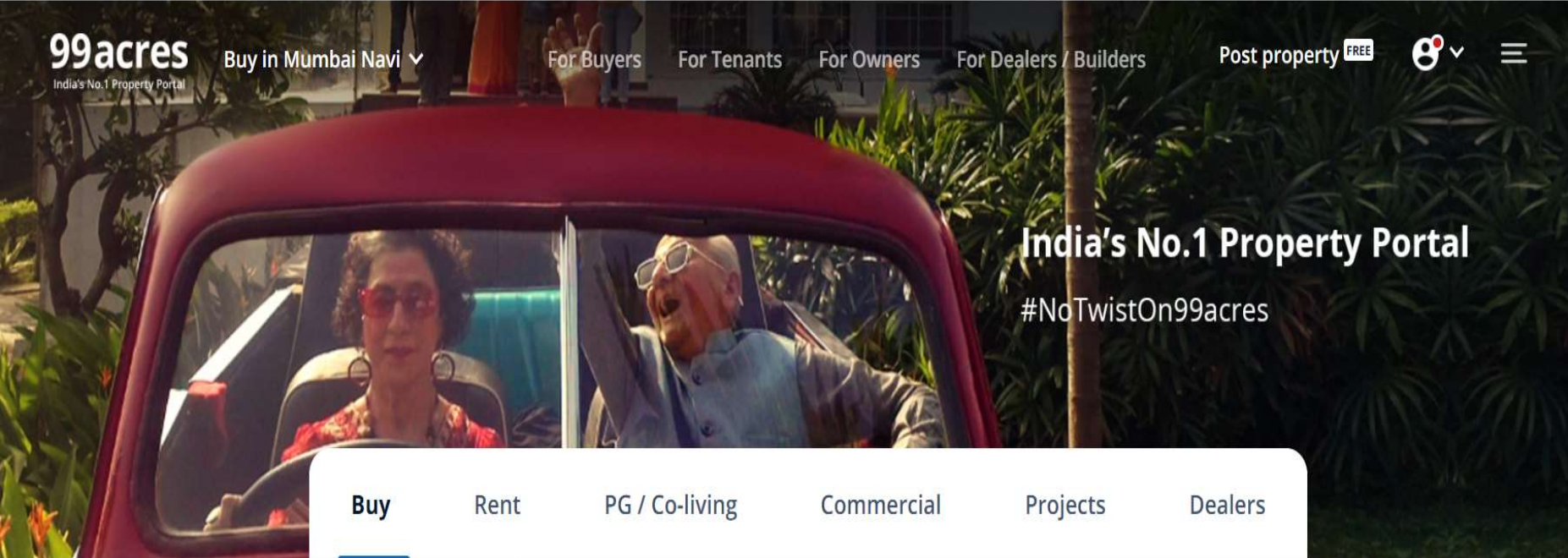
Zwayam is engaged in the business of providing SAAS based sourcing and screening recruitment solution and providing end to end recruitment solution with configurable plug and play modules.

Do Select



Do Select provides technical assessment services, increasingly used by clients to recruit tech talent and for learning solutions. It delivers these services via its technical assessment platform doselect.com.

New GTM approach for Naukri.

The advertisement features a dark background with a futuristic, high-tech aesthetic. On the right side, there is a close-up of a woman's face, looking towards the camera with a slight smile. In the center, a hand is pointing upwards, with the index finger touching a circular icon that contains three stylized human figures. The background is filled with various geometric shapes, lines, and icons, including a large gear and a clock-like face. The Naukri logo is prominently displayed on the left, with the text 'naukri hiring suite' in a bold, sans-serif font. Below the logo, the word 'Evolve' is written in a stylized, cursive font, followed by the phrase 'to new age recruitment solutions'. The main headline, 'From Campus to Corner Office hiring', is written in a large, bold, sans-serif font, followed by the sub-headline 'Bouquet of solutions to meet all your hiring needs'. At the bottom, a list of services is presented in a smaller, sans-serif font, separated by vertical bars: 'Resdex | Job Posting | RMS | eHire | Employer Branding | Firstnaukri | iimjobs | hirist'.






99acres
India's No.1 Property Portal

Buy in Mumbai Navi ▾ For Buyers For Tenants For Owners For Dealers / Builders Post property **FREE**  ▾ 






India's No.1 Property Portal
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Buy Rent PG / Co-living Commercial Projects Dealers

All Residential ▾  Start Your Property Search here... **Search**

Recent searches:  Buy in Signature The Roselia, Sector-95A...  View all searches

Continue browsing...

 Buy in Mumbai Navi  Buy in Gurgaon  Buy in Noida  Rent in Noida  Buy in Bar >

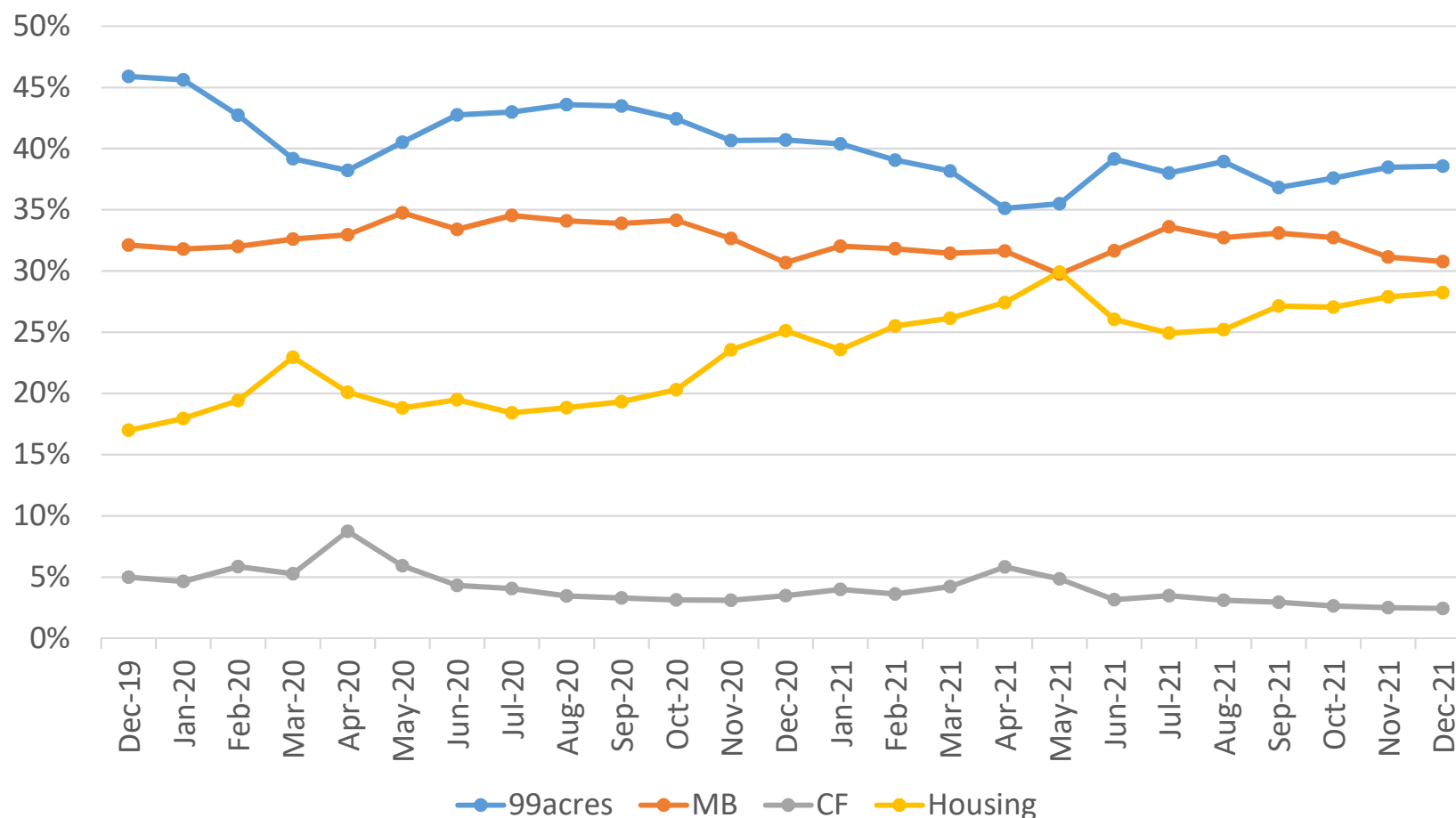
 Guest User

Online Real Estate marketing business in India

- Real estate is one of the largest spender on advertising in print media
- Our estimate of spend on online real estate portals is about Rs 6.0-7.0 bn in FY 19-20 (excluding Google and Facebook)
- 99acres, a leader in this category
 - Google, Facebook and local classifieds sites (like Olx and Quikr) also compete for this market
- Since Covid, share of digital in total real estate marketing by builders has gone up (with print & outdoor reducing)

99acres traffic share

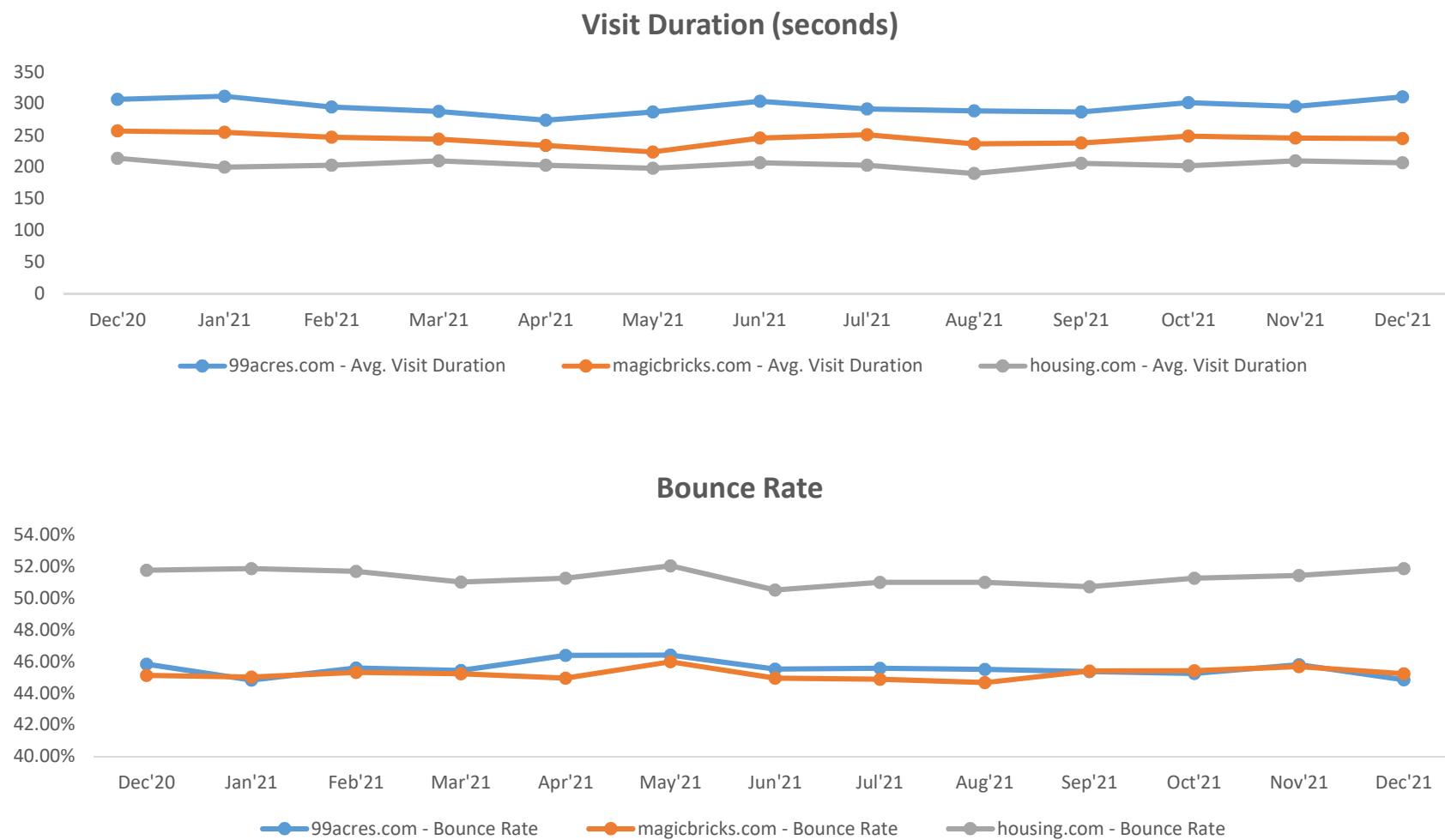
Overall traffic (from desktops & laptops, web mobile)



Source: SimilarWeb

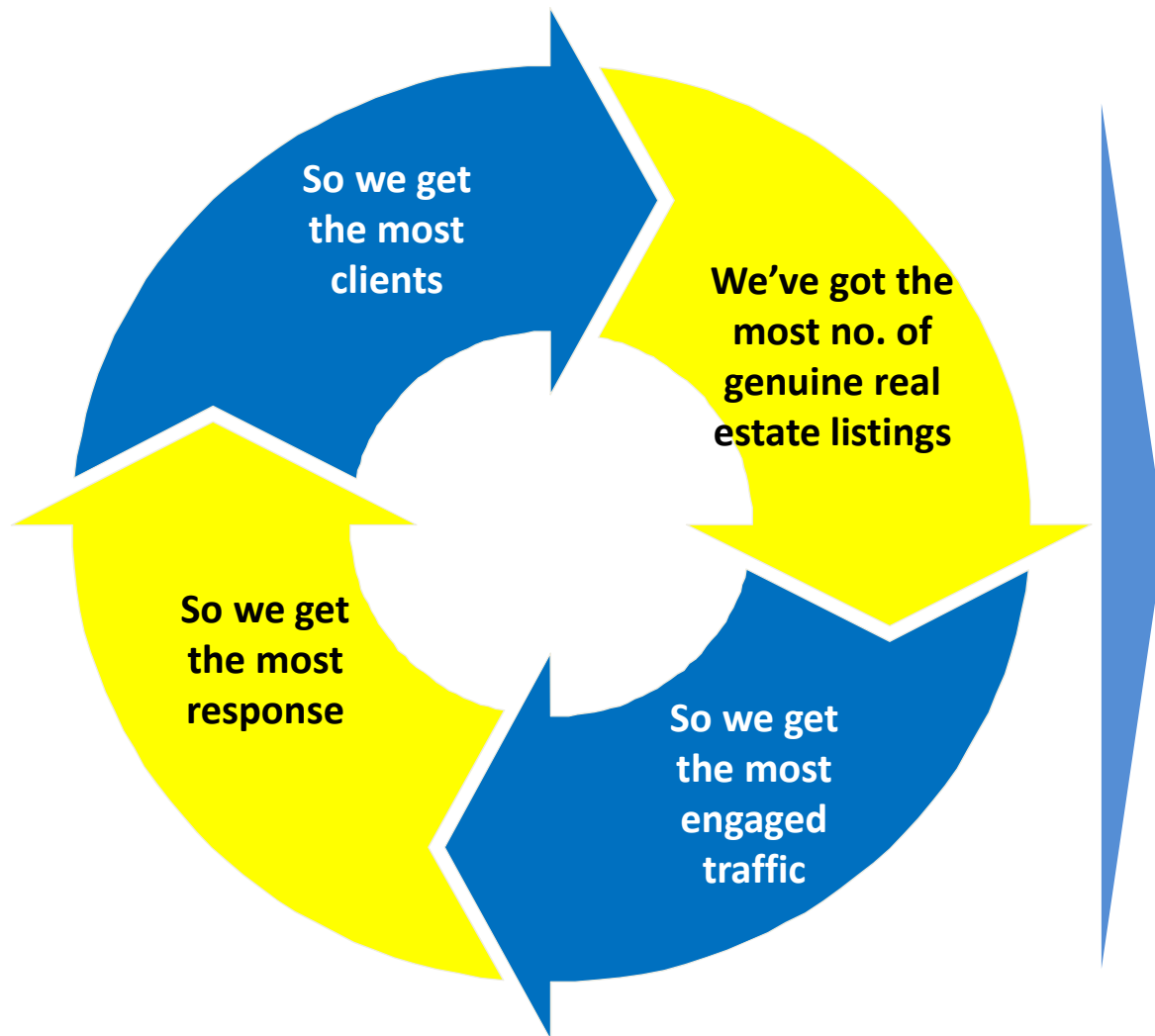
Similarweb stopped reporting the traffic data generated from mobile app since Q3'21.

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



Source: SimilarWeb, Desktop + Mobile Web

99acres business model



Revenue Model*

- **New Projects**
 - Projects showcase
 - Featured listings
 - Email campaigns
 - Banner Ads, Re-targeted ads
- **Re-sale**
 - Listings
 - Featured listings
 - Top Dealers
 - Owner services
- **Rental**
 - Listings
 - Featured listings
 - Top Dealers
 - Owner services

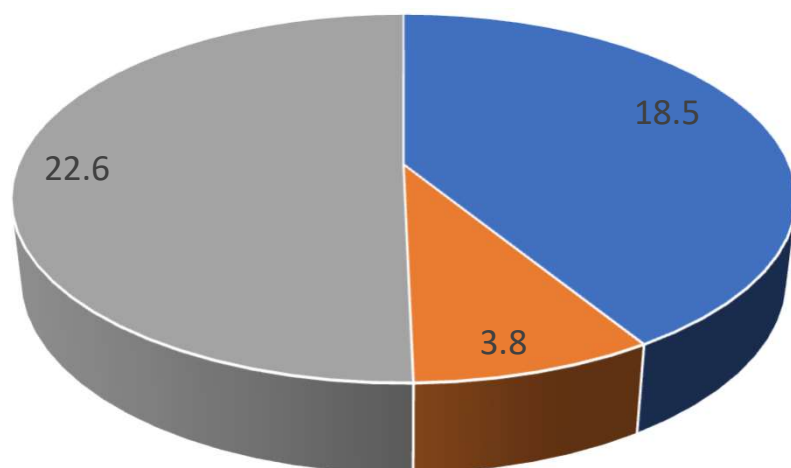
*Residential & Commercial, including land/plots

Key business metrics for 99acres (Q3)

- **As of Dec 31, 2021**
 - Total projects 1,73,219 + (under construction or ready-to-move-in)
 - Total listings 9,07,993 (including 4,95,279 owner listings)
 - Residential 7,44,385
 - Commercial 1,63,608

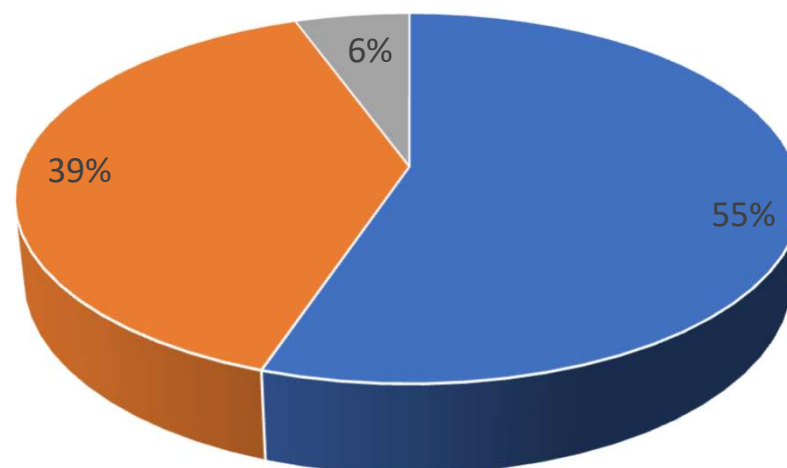
Break-down of Customers and Billing

No. of customers in '000



■ BROKER ■ BUILDER ■ OWNER

Billing breakdown by customer type

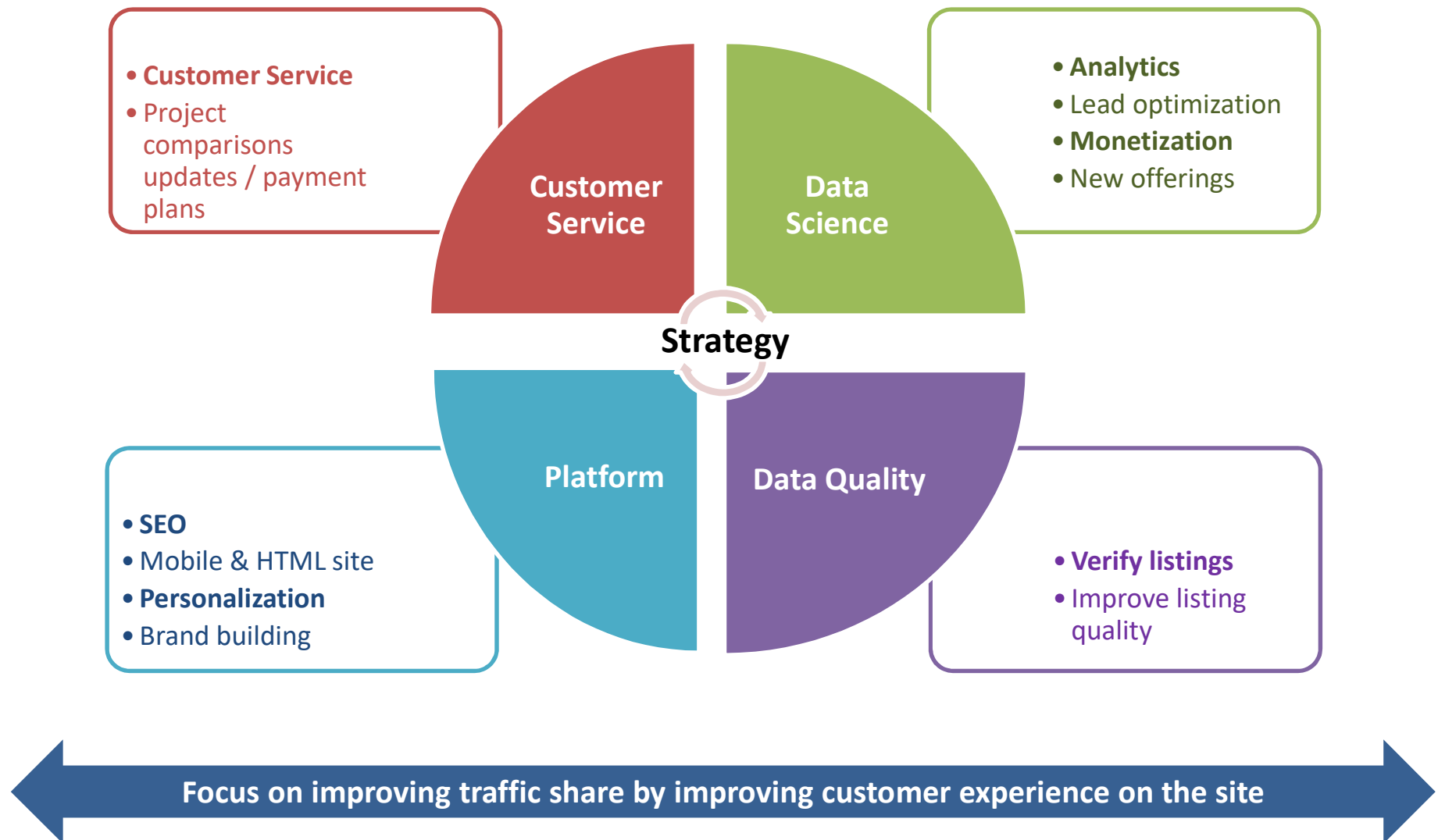


■ BROKER ■ BUILDER ■ OWNER

Data for trailing 12 months to Dec 2021

Source: ERP

99acres –strategy

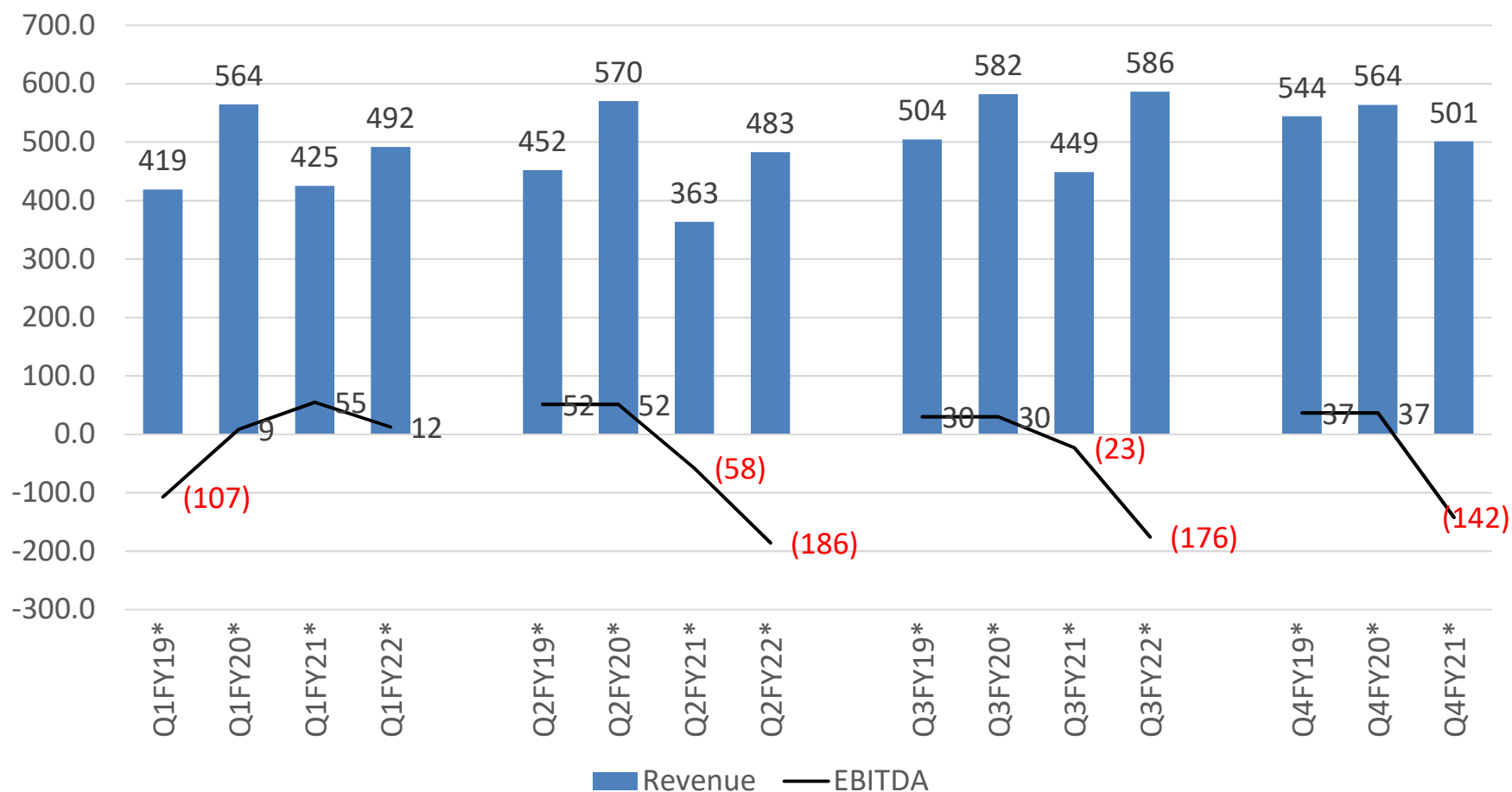


99 acres Peer Comparison

- **Leadership position maintained**
 - We have maintained highest traffic share for 99acres for past several quarters
 - To ensure data quality, innovation and customer retention, we have increased our investments in product / data quality / marketing
- **Listings growth intact**
 - Listings growth on 99acres has remained intact, primarily driven by broker segment.
- **Aggressive marketing spends by competitors**
 - Significant increase in marketing spends by competitors Magicbrick and Housing.

99 acres – Quarterly Financials

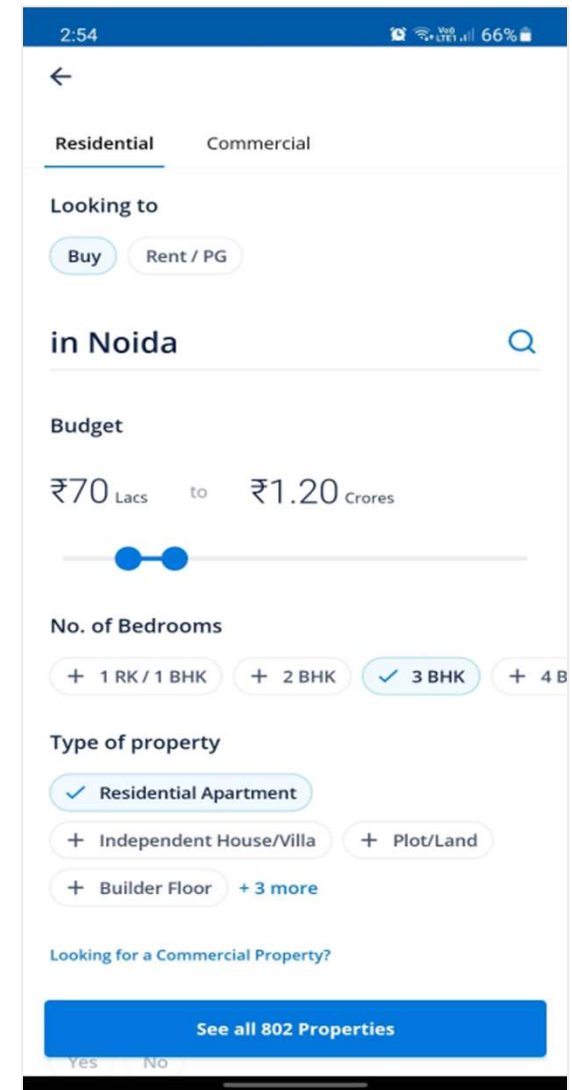
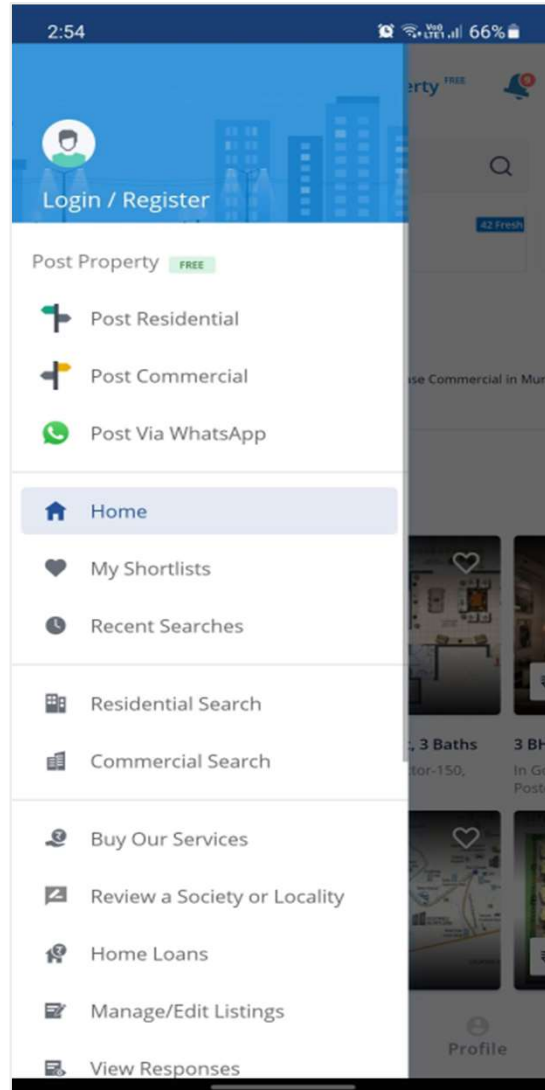
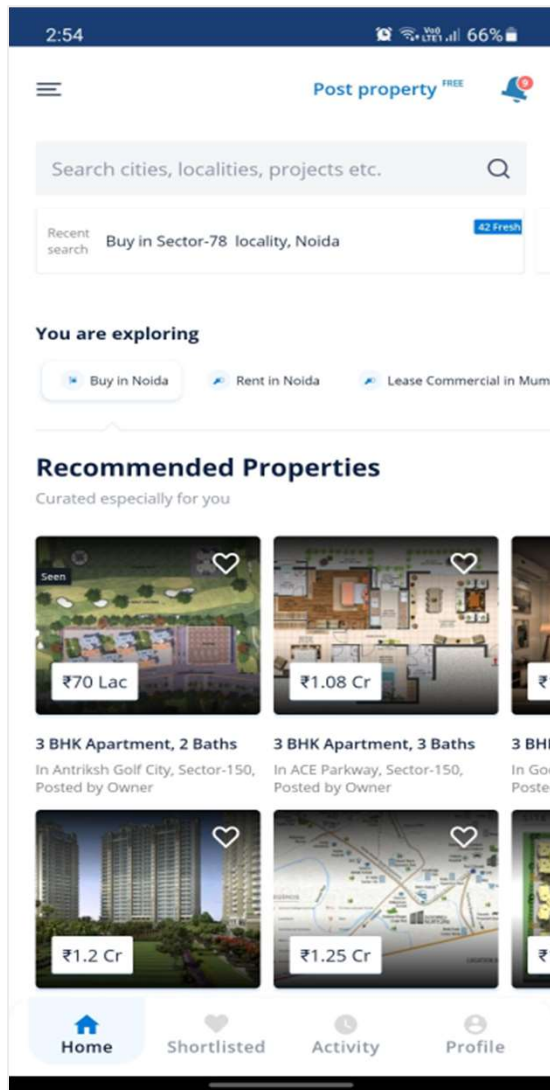
99acres Quarterly Revenue (Rs Mn) and EBITDA (Rs Mn)



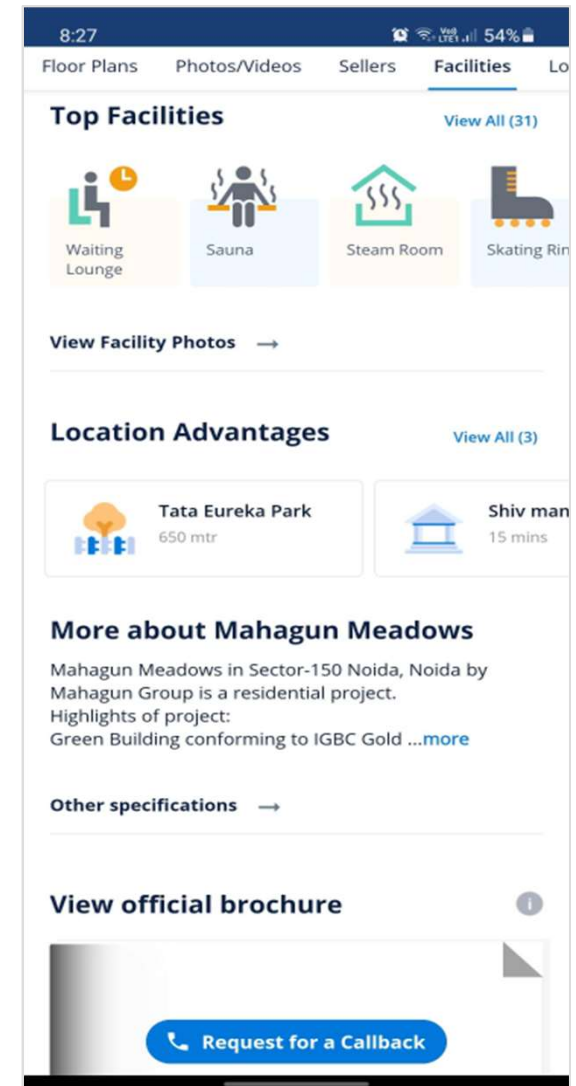
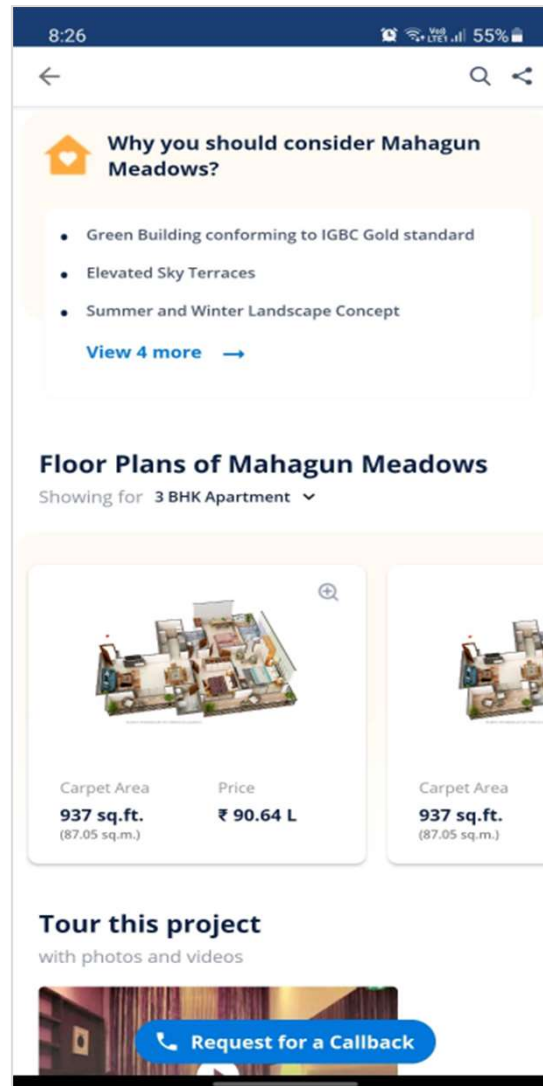
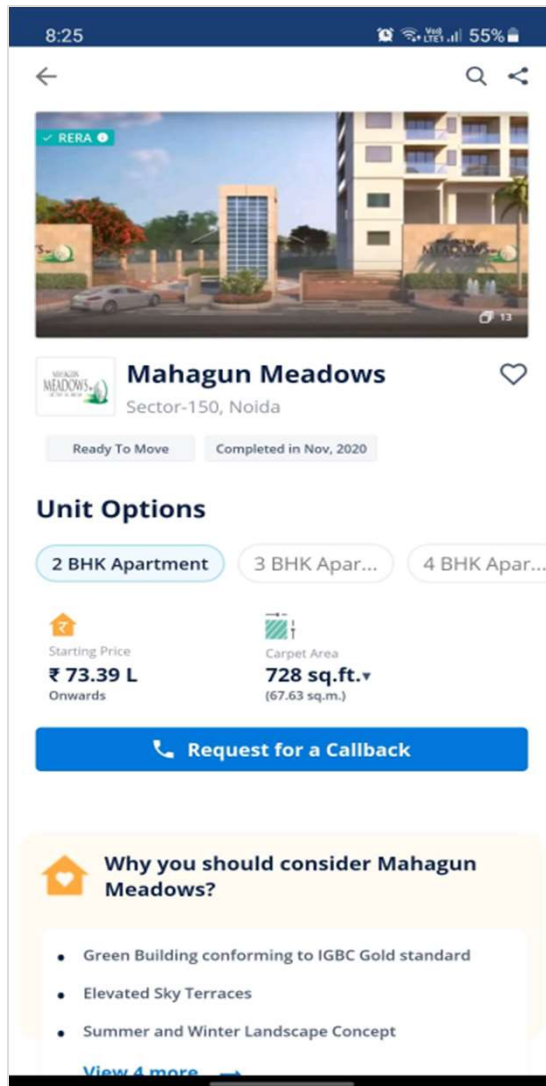
99acres cumulative cash loss (management estimate) at Rs 3114 MN. Above numbers are segmental financials for 99 Acres business.

- FY18 onwards numbers are EBITDA numbers (adjusted for non-cash ESOP charges) as per IND-AS; All others in I GAAP
- FY20 onwards EBITDA numbers includes the impact of IND AS 116.

Mobile app – home screen, navigation & search infoedge



Mobile app – Project detail page



Locality Reviews

8:49 g Developments Popular Builders Ratings & Reviews 52%

Ratings & Reviews

See what people are saying [View all](#)

4.4 / 5

★ ★ ★ ★ ☆

Average Rating
(118 Total Reviews)

Ratings by Features

Lifestyle 4/5 Connectivity 5/5 Safety 4/5 Environment 5/5

What are the positives

Good Public Transport Easy Cab/Auto Availability
Metro Connectivity nearby Clean & Hygienic
Safe at Night

Most Helpful Reviews [View all](#)

4.3 ★

POSITIVES
Sector-137 Noida. This is a beautiful locality where many big and smal... [show more](#)

Safe at Night Well Lit Streets Frequent Police Patrolling

[View All properties in this locality](#)

NEGATIVES

8:56 Environment Safety & Security Lifestyle & Facilities 49%

4 ★

POSITIVES
The Hospital,Grocery are within 5 km The market are avialable in walking distance and there you can easily get the private cabs or public transportation it is safe in night there is no water shortage and all basic amenities like schools, colleges are available near by and it is very good locality [Show Less](#)

Good Public Transport Good Hospitals are nearby
Easy Cab/Auto Availability Safe at Night
Markets at a walkable distance
Metro Connectivity nearby No Water Shortage

NEGATIVES
There having so much pollution due to vechicals and factories. The streets light not working properly and there frequently police patrolling because of high crime reported The road are not made up properly and it cannot be clean and hygienic The volage issue is also a very biggest problem in our area [Show Less](#)

Owner of Property
15 days ago

Was this helpful? Yes [Report](#)

4.8 ★

POSITIVES
Sector 78 is very nice locality and also it is not very populated and polluted. ... [Show More](#)

No Power Cuts Low Pollution Well Lit Streets
Clean & Hygienic No Water Shortage

[Write a review](#)

8:56 ← Ratings & Reviews All Lifestyle & Facilities Connectivity & Comm 49%

3.8 ★

Former Resident | 22 days ago

Was this helpful? Yes [Report](#)

POSITIVES
Hospital are nearby at my home. And no traffic jam and easily cab/auto available nearby at my home. And metro station are 1km away at my home. And also big and light streets. And police patrolling also available at night. And low pollution in my colony. And no water shortage.

Good Schools are nearby
Markets at a walkable distance

NEGATIVES
High powers cuts. And no parking space available and no public transport at nearby my home. And no hospitals at nearby only 8-10 away hospitals available. And no easily cab available at night. And no maintained roads. And also poor connectivity at metro station.

Former Resident
23 days ago

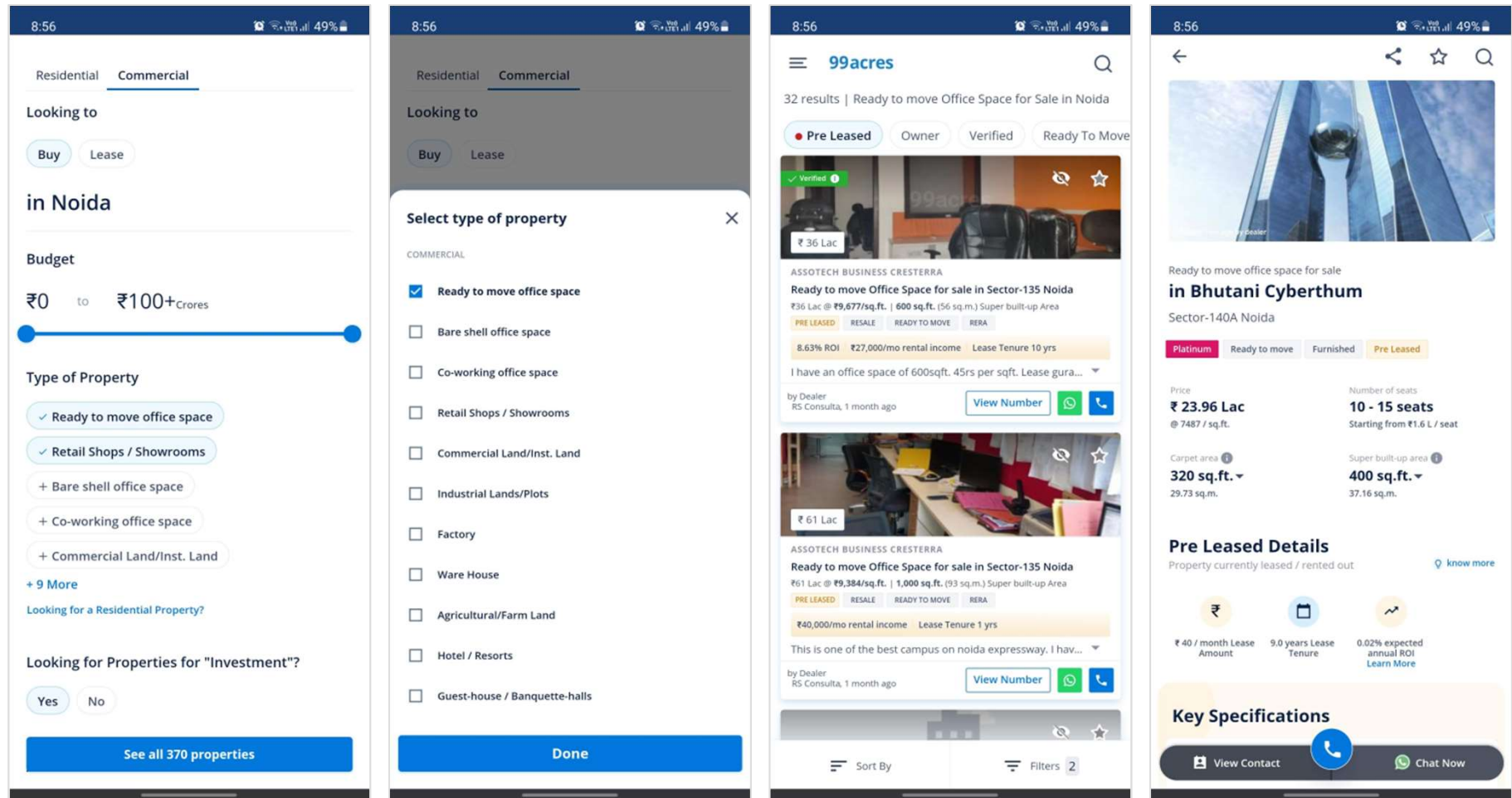
Was this helpful? Yes [Report](#)

4.4 ★

POSITIVES
Good water facility, transportation is very good, all works good, living conditions are good , metro station is nearby and buses are available per 10 minutes

Support for various commercial properties & pre-leased options

infoedge





Online matchmaking in India and the Jeevansathi Business Model



Online matchmaking is a large opportunity in India with the organized industry doing a topline of Rs. 7-8 billion

Jeevansathi has a subscription-based platform to connect prospects for the purpose of matrimony

Platform offers much higher scale and choice in matchmaking compared to traditional reference networks

User experience and matching is customized based on demographic and geographic preferences

Jeevansathi leads innovation



Jeevansathi launched these industry-first features and continues to be the leader in offering the best user experience

Jeevansathi's strengths

Leadership in the North markets

- Growth supported by faster internet user growth in the North
- Solid understanding of tier 2/3 cities leading to much higher growth rates in these markets

Capital Efficient Business

- Highest sales productivity in the industry achieved through tech-led sales processes
- Highest EBITDA margins (Excl. marketing) indicates efficient operations while the business makes marketing investments for future growth

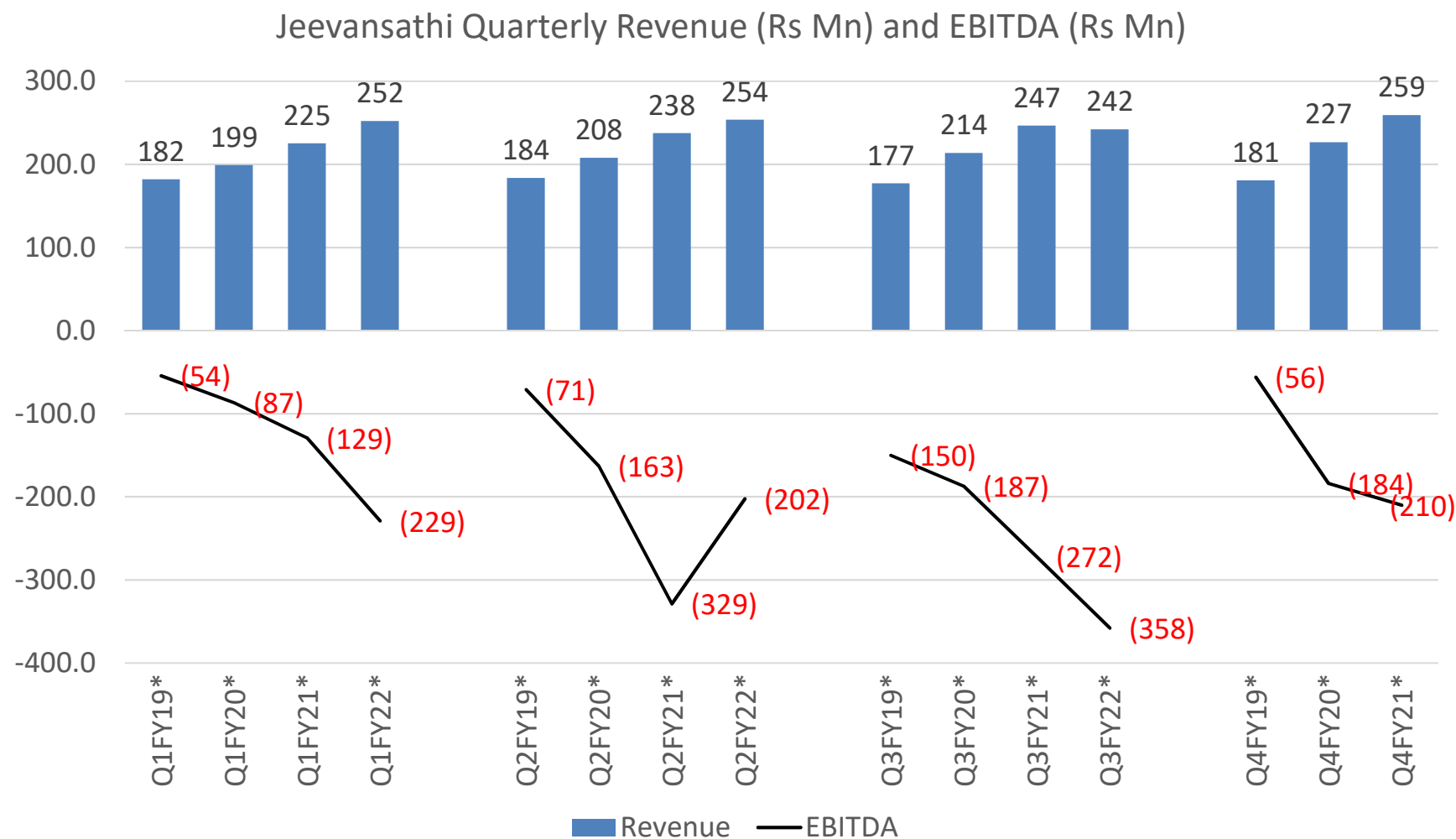
Innovation-led Product

- Industry leading features launched in the last couple of years to maintain product leadership
- Sophisticated recommendation engine based on millions of daily interactions on the platform

High App Usage

- 90%+ of user traffic and time spent is on Android & iOS apps
- Such high adoption of apps indicates user stickiness and helps increase time spent on the platform and active user base

Jeevansathi – Quarterly financials



Jeevansathi cumulative cash loss (management estimate) at Rs 3142 MN. Above numbers are segmental financials for JS business.

- FY18 onwards numbers are EBITDA numbers (adjusted for non-cash ESOP charges) as per IND-AS; All others in I GAAP
- FY20 onwards EBITDA numbers includes the impact of IND AS 116.

shiksha

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JIMS Rohini, Sector-5 - Jagan Institute of Management Studies (view details)

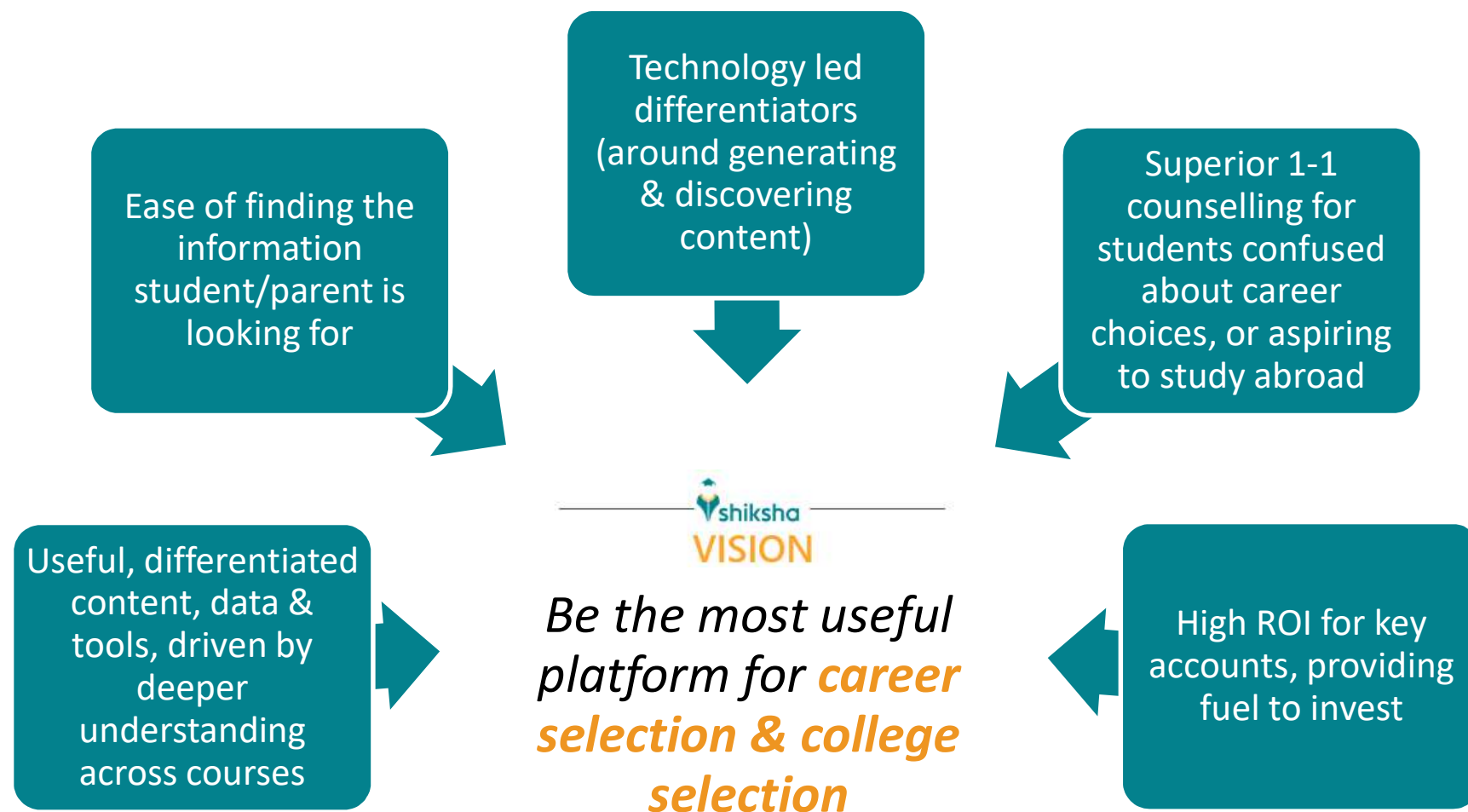
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 WOXSEN UNIVERSITY Hyderabad Learn More Ranks All India 4 in Top Private University – TIMES B	 Pearl Academy New Delhi Learn More No.1 Fashion College in India. Design Fashion Media	 K J Somaiya Institute of Management Mumbai Apply Now Application Closing on 31st Jan for MBA 2022-24	 ENGINEERING BANGALORE Learn More Ranked Among Top Engineering Colleges in India B.E
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Get Instant Answer to your queries **Ask Now**

A website which helps students decide undergraduate and post graduate options, by providing useful information on career, exams, colleges & courses

Shiksha Vision & Key Enablers

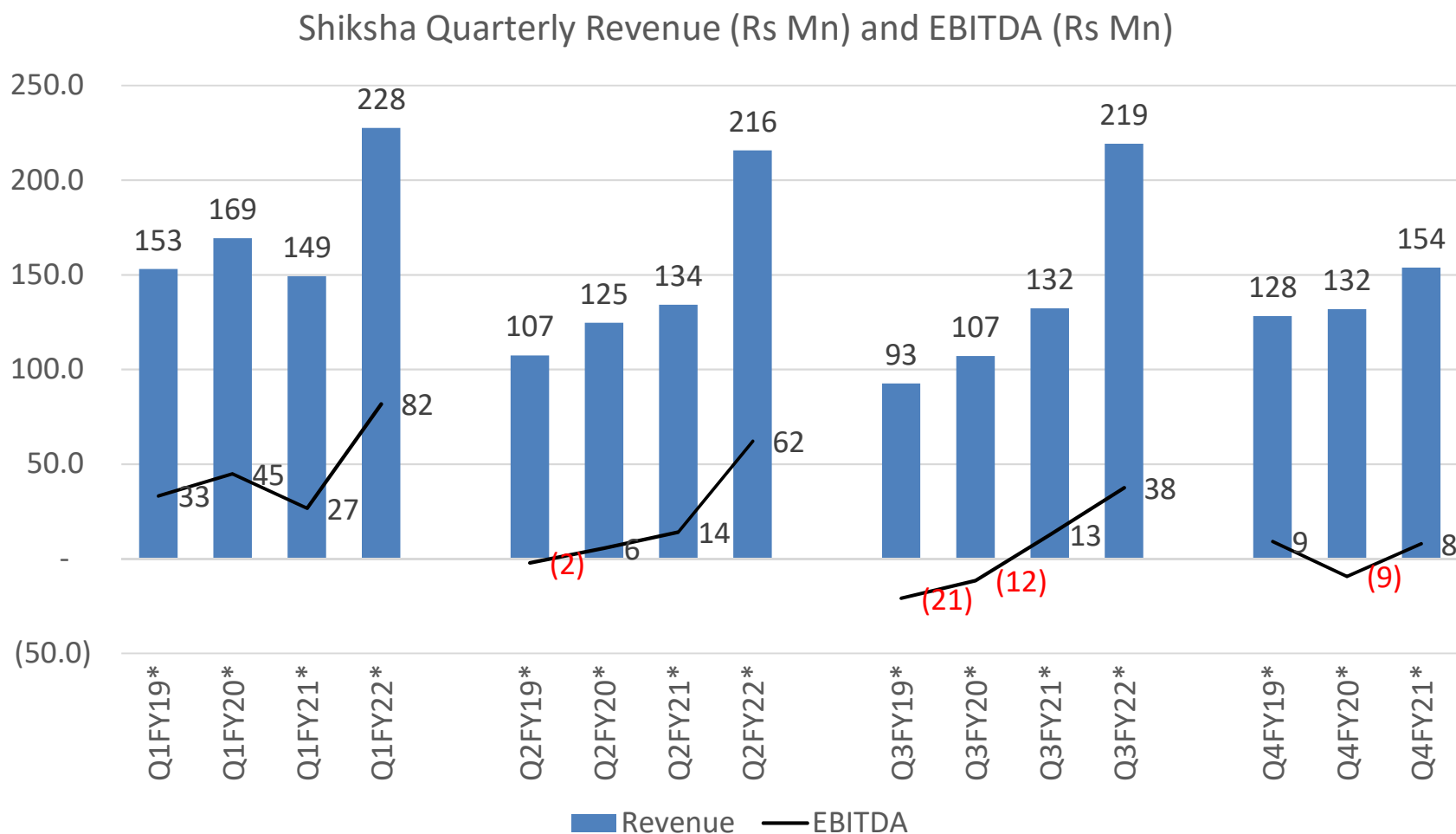


Shiksha's Strengths

Shiksha is India's largest Higher Education Classified platform



Shiksha – Quarterly financials



Shiksha cumulative cash loss (management estimate) at Rs 150 MN . Above numbers are segmental financials for Shikha Business.

- FY18 onwards numbers are EBITDA numbers (adjusted for non-cash ESOP charges) as per IND-AS; All others in I GAAP
- FY20 onwards EBITDA numbers includes the impact of IND AS 116.

Investments

Investment Portfolio

Investee Company	Website	Book value of investments as of Dec'31, 2021 (Rs Mn)	Approx. diluted and converted shareholding %(Actual)
Zomato Media Pvt Ltd.	www.zomato.com	1,465	15.29 %
Etechaces Marketing and Consulting Pvt Ltd.	www.policybazaar.com	5,758	12.79 %
Happily Unmarried Marketing Pvt Ltd.	www.happilyunmarried.com	323	29.88 %
NoPaperForms Solutions Private Limited	www.nopaperforms.com	337	48.10 %
International Educational Gateway Private Limited	https://www.university.com/	220	48.90 %
Agstack Technologies Private Limited	http://www.gramophone.in/	532	32.89 %
Bizcrum Infotech Private Limited	https://www.shoekconnect.com	636	26.27 %
Medcords Healthcare Solutions Private Limited	http://www.medcords.com/	96	15.56 %
Printo Document Services Private Limited	http://www.printo.in/	229	27.42 %
Shop Kirana E Trading Private Limited	http://shopkirana.com/	604	25.36 %
Greytip Software Private Limited	https://www.greythr.com/	650	28.73 %
Metis Eduventures Private Limited (Adda_247)	https://www.adda247.com/	692	24.49 %
Terralytics Analysis Private Limited (Teal)	https://www.tealindia.in/	50	20.00 %
LQ Global Services Private Limited	https://www.legitquest.com/	40	21.45 %
Llama Logisol Private Limited (Shipsy)	https://shipsy.in/	271	22.45 %
Sunrise Mentors Pvt Ltd (Coding Ninja)	https://www.codingninjas.com/	371	25.00 %
4B Networks Pvt. Ltd.		489	49.82%
Crisp Analytics Pvt Ltd		15	2.50%
Unbox robotics Labs Private Limited		11	1.46%
Attentive ai solutions pvt ltd		27	3.44%
Brainsight technology private limited		11	4.00%
Ray IOT Solutions Inc		22	4.91%
Skylark Drones Private Limited		6	1.19%
String Bio Private Limited		15	1.19%
Sub Total	-	12,869	

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 be able to complete such investments / asset monetization opportunities on commercial terms acceptable to us , or at all.

No definitive documentation in connection with such investment has been executed as of date.

* Net of disposal of secondary sale with proceeds of USD 50 mn and OFS for Rs 375 Cr; Shareholding post the latest round of investment and dilution

** Represents effective economic interest held by Info Edge directly or through its wholly owned subsidiaries (7.59%) and indirectly through a JV subsidiary with Temasek (8.26%). The amount represents Info Edge's net investment.

Written off / provisioned investments (fully/ partially) – Studyplaces, 99Labels, Nogle Technologies, Canvera Digital, Kinobeo Software Pvt. Ltd. (Mydala), Green Leaves Consumer Services (Bigstylist), Rare Media Co., Vcare TechNologies (Diro Labs) and Mint Bird Tech. (Vacationlabs), Applect Learning (Meritnation), Wishbook, Unnati , Ideaclick (Zipserve) and Printo Document services and Pvt Limited (Partial Provision)- Total amount written off is Rs 3,339 Mn.

Investee companies financials

Figures in Rs Mn.

Investee Company	Website	Operating revenue		Operating EBITDA	
		FY21	Q1 FY22	FY21	Q1 FY22
Partly owned subsidiary					
Info Edge Venutre Fund	www.infoedgeventures.in	-	-	(89.04)	(44.50)
Associate Companies	Associate Companies				
Zomato Media Pvt Ltd.	www.zomato.com				
Etechaces Marketing and Consulting Pvt Ltd.	www.policybazaar.com				
Happily Unmarried Marketing Pvt Ltd.	www.happilyunmarried.com				
Unnati Online Pvt Ltd	www.unnatihelpers.com				
VCARE Technologies Pvt. Ltd.	www.dirolabs.com				
IdeaClicks Infolabs Private Ltd.	www.zippserv.com				
Kinobeo Software Pvt Ltd.	www.mydala.com				
Green Leaves Consumer Services Pvt. Ltd.	www.bigstylist.com				
Mint Bird Technologies Pvt. Ltd.	www.vacationlabs.com				
Rare Media Company Pvt. Ltd.	www.bluedolph.in				
Wishbook Infoservices Pvt Ltd	www.wishbooks.io				
NoPaperForms Solutions Private Limited	www.nopaperforms.com	35,630.93	12,800.11	(7,635.23)	(5,436.31)
International Educational Gateway Private Limited	www.univariety.com				
Agstack Technologies Private Limited	www.gramophone.in				
Bizcrum Infotech Private Limited	www.shoekonnnect.com				
Medcords Healthcare Solutions Private Limited	www.medcords.com				
Printo Document Services Private Limited	www.printo.in				
Shop Kirana E Trading Private Limited	www.shopkirana.com				
Greytip Software Private Limited	https://www.greythr.com/				
Metis Eduventures Private Limited	https://www.adda247.com/				
Terralytics Analysis Private Limited	https://www.tealindia.in/				
Llama Logisol Private Limited	https://shipsy.in/				
LQ Global Services Private Limited	https://www.legitquest.com/				
Sunrise Mentors Private Limited	https://www.codingninjas.com/				
4b Network Private Limited					
Total	Total	35,630.93	12,800.11	(7,724.27)	(5,480.81)

* FY16 - FY19 numbers are based on IND AS vs. I GAAP earlier

Ustraa

- Exceeding pre-covid monthly revenue number every month since July with a reduced ad spend.
- Aiming to hit the 100 cr ARR by Dec.
- Offline crossed the milestone of 2 cr of monthly sale for the first time in October.
- Ayurveda range expanded to Beard and Cold press oils.
- Launched Deos at a price point of 299 to expand offline distribution.
- To further reduce dependence on marketplace all sale is now being managed by us instead of going through channels like Cloud Tail. 95% of all online sale now is direct to customer.

Data Security at IEIL

➤ Data Security and Privacy Policy

- Protects users data using end point security through Data Leakage prevention software (Websense DLP), Write restrictions by locking USB's, disk encryption complex password policies , vulnerability patching and anti-viruses.
- Denial of Service attack protection using Kona site defender from Akamai and Qradar.
- 24X7 monitoring using Security Operations Center
- Quarterly Information technology audits by external agencies
- Annual Penetration testing

➤ Data security Certifications.

- Certified ISO27001 (For Naukri and Jeevansaathi) , compliant to annual audits.
- PCIDSS (Payment Card Industry Data Security Standard) (For Naukri and Jeevansathi) compliant

People Development

- Assessment
 - Defined Performance Management process which includes KRA Settings , Quarterly goal setting , mid year and full year assessments
 - Established practices to capture employee concerns through annual surveys.
- Learning and Development
 - Advanced education policy that allows Nano Degree, distance learning, E learning courses from recognized schools to eligible employees.
 - 6 Months+ Online certificates and diplomas available from universities like Columbia, MIT etc.
 - Short term courses designed for specific leadership needs by IIMs/ ISBs
- Talent Pipeline
 - Campus Hire Program and Internship Programs for new hires from all premium institutes.
 - Partnered with External L&D partner for need based management skill and capability development programs.
- ESOPs
 - Grants are awarded basis role, work and performance through RSU (Restricted Stock Units) or Stock Appreciated Units.
 - All Senior Management Executives and key roles in Engineering and Product teams are granted SOPs .

Contribution to Environment.

IEIL's Corporate Office <ul style="list-style-type: none"> • Green Building • Silver Certification • By Indian Green Building Council (IGBC) 	<u>Improved Indoor Air Quality</u> at Noida / NCR Offices – <ul style="list-style-type: none"> • Outside PM 2.5- 881 Inside PM 2.5 -20 • 3300+ Employees have advantage of cleanest air being at IEIL.
Conserving Precious Natural Resource – Water <ul style="list-style-type: none"> • 105 Nos. of Aerators in use • <u>Potential to Conserve-7,00,000 Liters / Year</u> 	Energy Conservation / Optimization <ul style="list-style-type: none"> • 3200 Nos. LEDs and 22 Nos. VFDs in use • <u>Optimization Potential- 2,00,000 Units / Year</u>
Commitment for a Green Future <ul style="list-style-type: none"> • Electric Vehicle - starting to use one electric vehicle for various within city travel needs • Electric Vehicle Charging Station - Installed at IEIL's Noida office. 	Commitment for a Green Future <ul style="list-style-type: none"> • Solar Power Plant: 50 KW Rooftop Plant has been installed & commissioned at Noida Office. Data Point- <ul style="list-style-type: none"> • <u>Optimization Potential- 54,000 Units/Year</u> • <u>Potential to Offset Carbon- 45 Tons/Year</u>

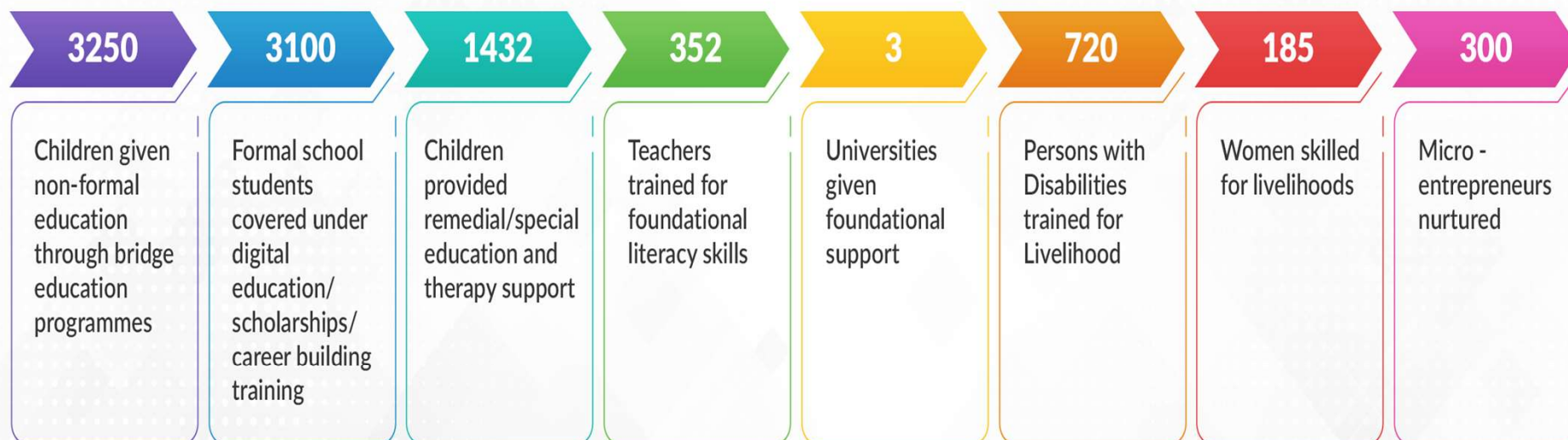
CORPORATE SOCIAL RESPONSIBILITY

Our CSR programme focuses on supporting organizations making impactful interventions at various stages across the **education and livelihoods** spectrum



DIRECT IMPACT OF OUR KEY CSR PROJECTS*

Education and Livelihoods



Team

Management Team

Name	Age	Qualification	Designation/Role	Previously worked with	Year of joining
Sanjeev Bikhchandani	58	B.A Arts&Humanities M.B.A Marketing IIM Ahmedabad	Founder And Executive Vice Chairman	Lintas, Glaxo Smith Kline	1995
Hitesh Oberoi	49	B.Tech IIT, M.B.A IIM Bangalore	Managing Director And CEO	Hindustan Lever Limited	2000
Harpuneet Singh Rekhi	41	B.Com, M.Sc Information Technology	Executive Vice President Engineering	Aspen Communications	2006
Sharmeen Khalid	50	B.Sc Biology M.B.A Marketing	Chief Human Resources Officer	Freelance Consultant	2006
Shalabh Nigam	48	B.Tech Electronics and Communication	Executive Vice President- New Projects	Baypackets Technologies	2007
Sumeet Singh	46	B.B.M, M.B.A	Chief Marketing Officer	Indian Venture Capital Association	2007
Anand Prakash Bansal	46	B.Com	Executive Vice President Administration And Facilities	ICICI Prudential	2008
Rinchan Gupta	41	B.Tech Computer Science	Executive Vice President-User Experience & Design	HP	2008
Maneesh Upadhyaya	42	B.Sc St Stephens College, New Delhi	Chief Business Officer- 99Acres.Com	Bain & Company India Pvt Limited	2010
Vivek Jain	46	B.Tech IIT, New Delhi M.B.A (IIM), Bengaluru	Chief Business Officer- Shiksha & FF	Sel-Employed Riverbridge	2010
Rohan Mathur	36	B.Tech Information and Communication Technology (DA-IICT)	EVP & Business Head Jeevansathi.com	Cadence Design Systems	2011
Murlee Manohar Jain	42	B.Com, ICSI The Institute of Company Secretaries, Mumbai ICSI PGDBM	Senior Vice President - Secretarial & CS	APOLLO TYRES LTD	2013
Chintan Arvind Thakkar	53	CA	Director & CFO	Computer Associates	2014

Management Team

Name	Age	Qualification	Designation/Role	Previously worked with	Year of joining
Abhinav Katiyar	38	B.Tech	Executive Vice President Engineering - Shiksha	Healcon.com	2014
Pankaj Jain	45	B.Tech IIT Delhi MS Stanford University	Executive Vice President - Key Projects	Spice Online Retail	2014
Shailesh Chandra	46	B.E Electrical Delhi College of Engineering	Executive Vice President	Amazon	2014
Nitin Bansal	43	B.Tech Computer Science IIT Delhi	Executive Vice President	One 97 Communication (PAYTM)	2017
Rajesh Kumar Aggarwal	47	CA (ICAI), CS (ICSI), B.Com (Hons) from SRCC	Executive Vice President - Finance	CITICORP FINANCE INDIA LTD	2017
Rishi Gupta	39	B.E Punjab University	Executive Vice President & Head Technology-Jeevansathi	AUGUST JEWELLERY PVT LTD	2018
Shantanu Mathur	41	B.Tech IIT M.B.A Dartmouth University	Executive Vice President – New Business	Knowlarity Communications India Pvt Ltd	2018
Vivek Aggarwal	42	B.Com(Honours) Delhi University, CA ICAI	Executive Vice President - Finance	NA	2018
Alok Vij	43	B.Com, Chaudhary Charan Singh University	Executive Vice President & Head-IT	KRONOS SOLUTIONS INDIA PRIVATE LIMITED	2019
Pawan Goyal	49	B.Tech IIT M.Sc THE UNIVERSITY OF TEXAS AT AUSTIN	Chief Business Officer - Naukri.com	adobe systems	2019
Vibhore Sharma	45		Head Tech Investments	PIONEER O LTD	2020

Banks/ brokerages that cover us

Firm	Analyst	Phone Number	E-mail
Ambit	Vivekanand Subbaraman	+91.22.3043 3261	vivekanand.s@ambit.co
B&K Securities	Sushil Sharma	+91.22.4031 7117	sushil.sharma@bksec.com
BAML	Sachin Salgaonkar	+91 22 6632 8667	sachin.salgaonkar@baml.com
Citi Research	Vijit Jain	+91.22.6175 9887	vijit.jain@citi.com
CLSA	Pankaj Kapoor	+91.98925 18266	pankaj.kapoor@clsa.com
Deutsche Bank	B Srinivas Rao	+65 6423 4114	srini.rao@db.com
Edelweiss	Pranav Kshatriya	+91.22.6623 3474	sandip.agarwal@edelweissfin.com
IIFL	Rishi Jhunjhunwala	+91.22.4646 4645	rishi.jhunjhunwala@iiflcap.com
JP Morgan	Ankur Rudra	+91.22.6157 3597	ankur.rudra@jpmorgan.com
Jefferies	Arya Sen	+91.22.4224 6122	asen@jefferies.com
Kotak Securities	Kanwaljeet Saluja	+91.22.4336 0860	kanwaljeet.saluja@kotak.com
Macquarie	Avi Mehta	+91.22.6720 4328	avi.mehta@macquarie.com
Morgan Stanley	Gaurav Rateria	+91.22.6118 2230	gaurav.rateria@morganstanley.com
Motilal Oswal	Mukul Garg	+91.22.3982 5424	mukul.garg@motilaloswal.com
Spark Capital	Soumitra Chatterjee	+91.44.4228 8151	soumitra@sparkcapital.com
UBS	Shaleen Kumar	+91.22.6155 6080	shaleen.kumar@ubs.com
Goldman Sachs	Manish Adukia	+91 22 66169049	manish.adukia@gs.com
HSBC	Yogesh Aggarwal	+91 97693 62811	yogeshaggarwal@hsbc.in

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Telephone	+91 120 3082137	+91 120 3082007
Fax	+91 120 3082095	
Address	Info Edge (India) Limited, B 8, Sector 132, Noida – 201 301, Uttar Pradesh, India	
Website	www.infoedge.in	

