

Info Edge (India) Limited

India's internet classifieds company

Sep, 2020

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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 June 30, 2020 or for the quarter ended June 30, 2020, unless indicated otherwise.
- Q1 FY21 or Q1 FY 20-21 means the period commencing on April 01, 2020 and ending on June 30, 2020.
- FY21 or FY 20-21 or FY 2021 means the Financial Year starting April 1, 2020 and ending March 31, 2021.
- 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 ~22.20%*[@]



Online insurance policies marketplace.

Shareholding ~15.1%*[^]



Men's grooming range (Ustraa)

Shareholding ~30%*

Other investments include NoPaperForms (Advanced enrolments management platform, 48.10%), Univariety (Guidance on careers, admissions and tests ,37.9%), Gramophone (Agri-Inputs e-commerce, 33.2%), Shoekconnect (B2B footwear marketplace, 28.22%), Printo (Retail chain providing print and document services, 25.1%), Medcords (Health care Tech Platform, 15.7%), Shopkirana (B2B grocery delivery platform, 25.3%), Adda (Govt Job Preparation Platform, 16.97%), Shipy (Digital Logistics ecosystem, 10.00%), Legitquest (SaaS Product for intersection of Tech and Legal utilizing Machine Learning, 16.67%), GreytHR (HR & Payroll SaaS Company 20.25%), Teal (Platform for real Estate intelligence and analytics, 20.00%), Coding Ninjas (25%), Qyuki (New Media Company, 5.36%), Dotpe (7.48%), Truemeds (17.80%), Fanbuff Esports India Limited (20%), Rusk Media Pvt Ltd (10%) and Bulbulive Shopping network Pvt Ltd (17.82%).

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.

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

* Approximate shareholding on fully disbursed and converted basis as on 10th Sept, held directly or indirectly (through subsidiaries, associates or affiliates). The % 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; Shareholding post the latest round of investment and dilution

[^] Represents effective economic interest held by Info Edge directly (7.59%) and indirectly through subsidiary companies – in partnership with Temasek (8.26%)

Key Financials- Past 3 years performance

All numbers in Rs MN except %

Description	FY 18	FY19	FY 20	CAGR
Revenues	9,155	10,983	12,727	18%
Billing	9,767	11,770	12,687	14%
Operating EBITDA*^	2,973	3,413	4,027	13.1%
Operating Margin (%)^	32%	31%	32%	
Operating PBT ^	2,814	3,986	3,190	
Cash and Bank Bal #	15,003	15,499	12,613	
Net Investments in Investee Companies**	7,687	5,911	10,810	
Head Count (Nos)	4,036	4,330	4697	
Dividend Payout (% of paid up capital)	55%	60%	60%	

*IND-AS numbers for FY18-FY20; EBITDA for FY18-FY20 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 20	FY19	FY 18	Growth FY20 Vs 19	Growth FY19 Vs 18
Billing					
Info Edge *	12,687	11,770	9,767	7.8%	20.6%
- Recruitment	9,156	8,475	7,079	8.0%	19.6%
- 99Acres	2,139	2,067	1,571	3.5%	31.8%
Revenue					
Info Edge *	12,727	10,983	9,155	15.9%	20.0%
- Recruitment	9,068	7,858	6,688	15.4%	17.5%
- 99Acres	2,280	1,920	1,354	18.8%	42.2%
Operating EBITDA					
Info Edge *	3,774	3,413	2,973	10.6%	14.8%
- Recruitment	4,914	4,295	3,759	14.4%	14.1%
- 99Acres	9	(222)	(303)		
Operating EBITDA %					
Info Edge *	29.7%	31%	33%		
- Recruitment	54%	55%	56%		

* 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 %

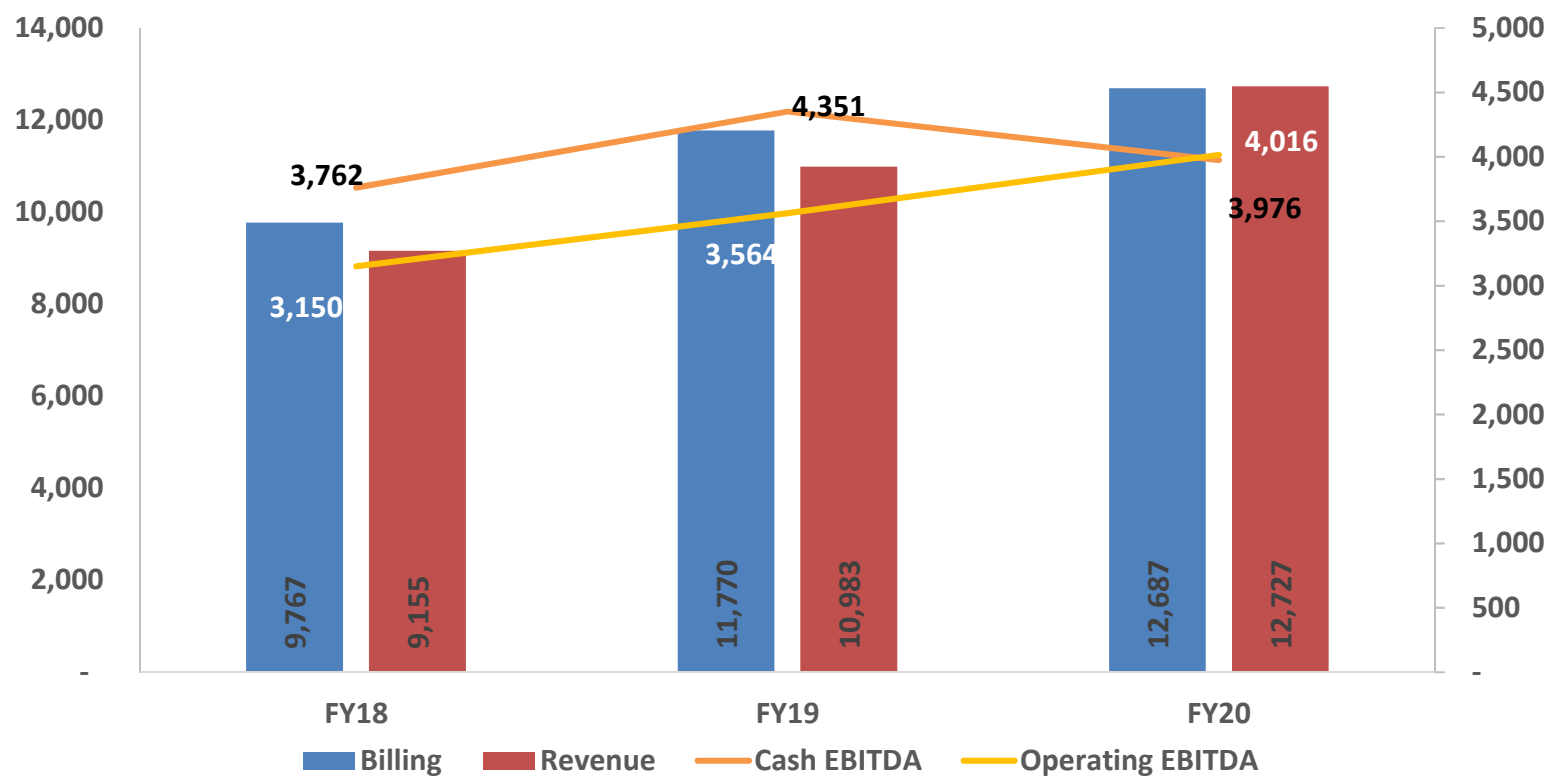
Description	Q1'21	Q1'20	YOY	Q4'20	QoQ
Billing					
Info Edge *	1,886.0	3,363.3	-43.9%	3,319.1	-43.1%
- Recruitment	1402.8	2,195.0	-44.3%	2,440.4	-17.9%
- 99Acres	140.2	484.0	-71.0%	506.8	-72.3%
- JS	227.9	201.1	13.3%	238.1	-16.7%
- Shiksha	115.0	160.7	-28.4%	133.6	-13.9%
Revenues					
Info Edge *	2,801.4	3,127.7	-10.4%	3,228.1	-13.2%
- Recruitment	2,001.8	2,195.0	-8.8%	2,306.3	-13.2%
- 99Acres	424.8	564.2	-24.7%	563.5	-24.6%
- JS	225.4	199.2	13.2%	226.5	-0.4%
- Shiksha	149.3	169.3	-11.8%	131.8	13.2%
Operating EBITDA %					
Info Edge *	37%	32.3%		29.9%	
- Recruitment	60%	52%		5%	

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

- FY20 onwards EBITDA numbers includes the impact of IND AS 116.

Financial performance

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



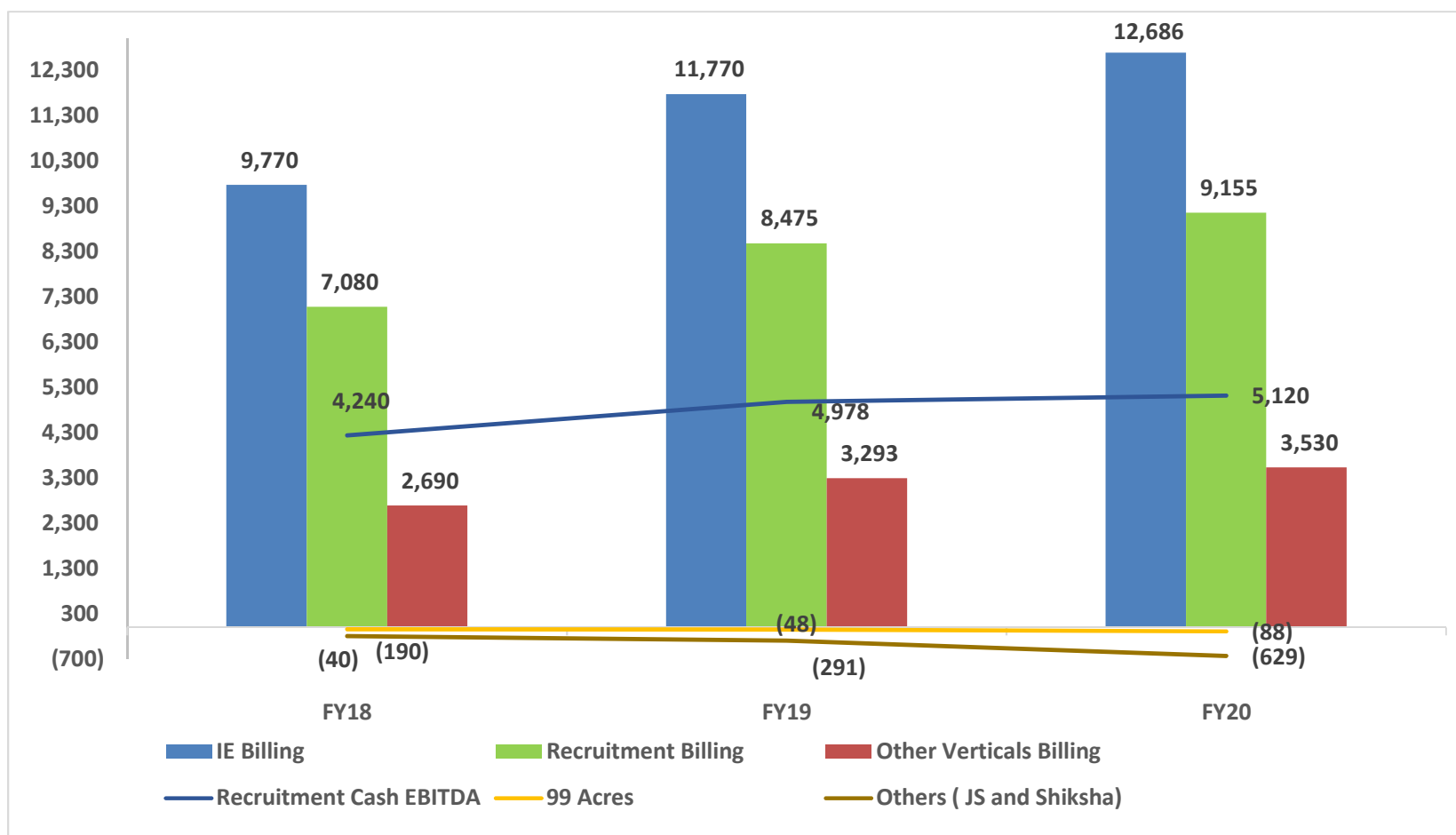
- IND-AS numbers for FY18-FY20;

** 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

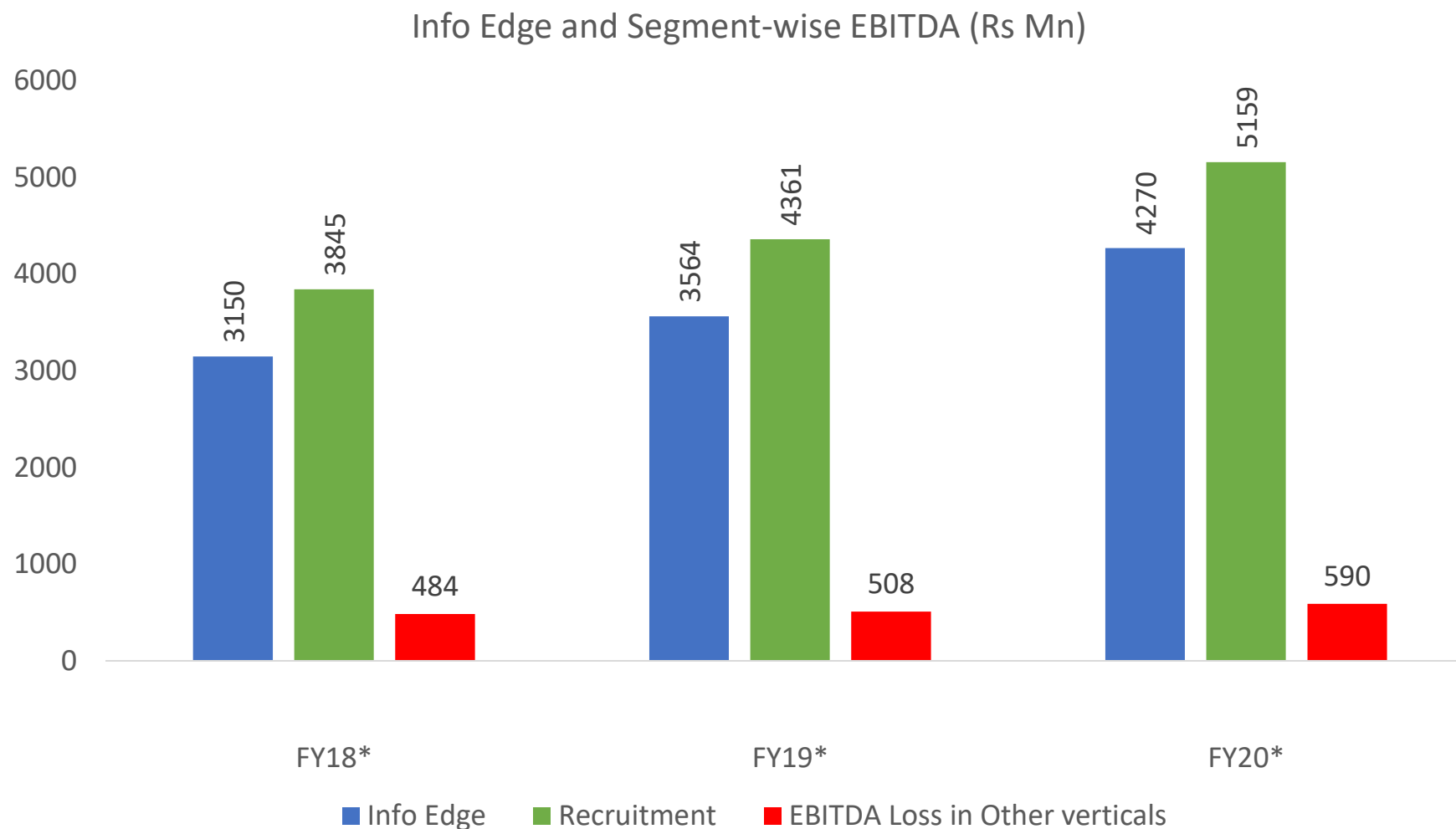


* IND-AS numbers for FY18-FY20; Segmental data for Naukri and other verticals

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

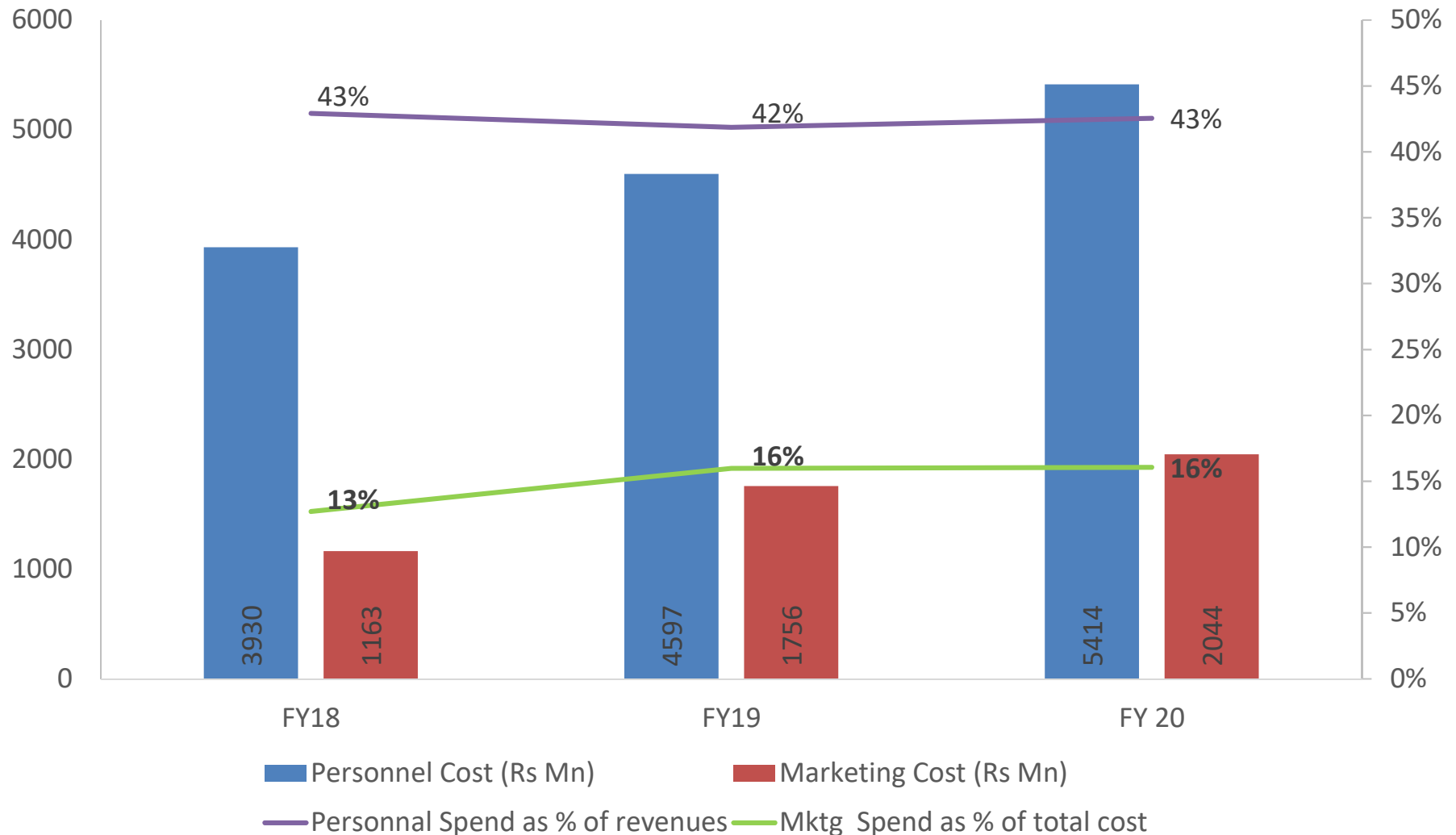
Info Edge standalone financials

Operating EBITDA



- * FY18– FY20 in the charts above are based on IND-AS numbers; rest all years which are as per I GAAP
- 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.
- EBITDA for FY18-FY20 adjusted for non-cash charges
- Info Edge standalone financials.

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

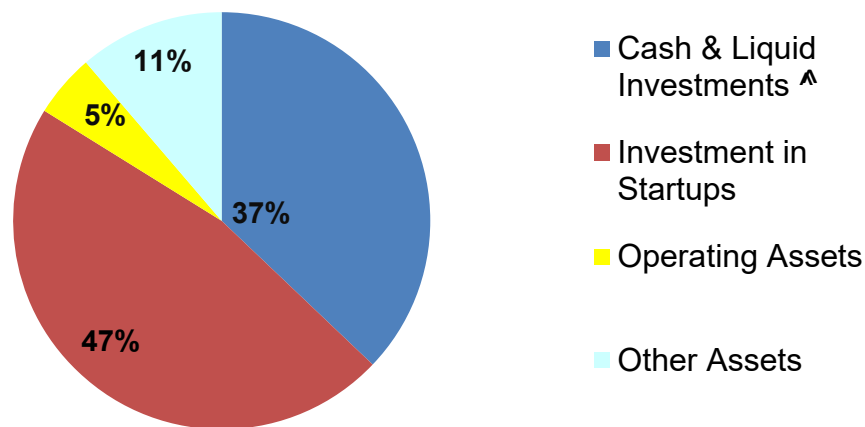


- Manpower and marketing constitute ~84% of our total standalone expenses
- Consistent investment in marketing efforts and IP creation leading to a strong network effect , platform and brand presence for Info Edge across verticals.
- *Info Edge standalone financials*

Assets and funds Allocation

As of June 30, 2020 #

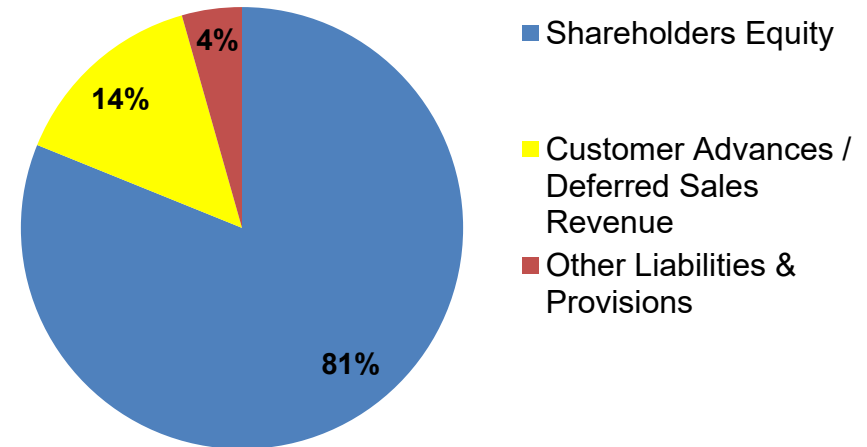
Assets



Total: 30,851 Mn

- High margins due to operational leverage
- Strong cash generation due to high margins.

Liabilities



Total: 30,851 Mn #

- Upfront payments in subscription model results in negative working capital
- Negative working capital many times more than operating fixed assets

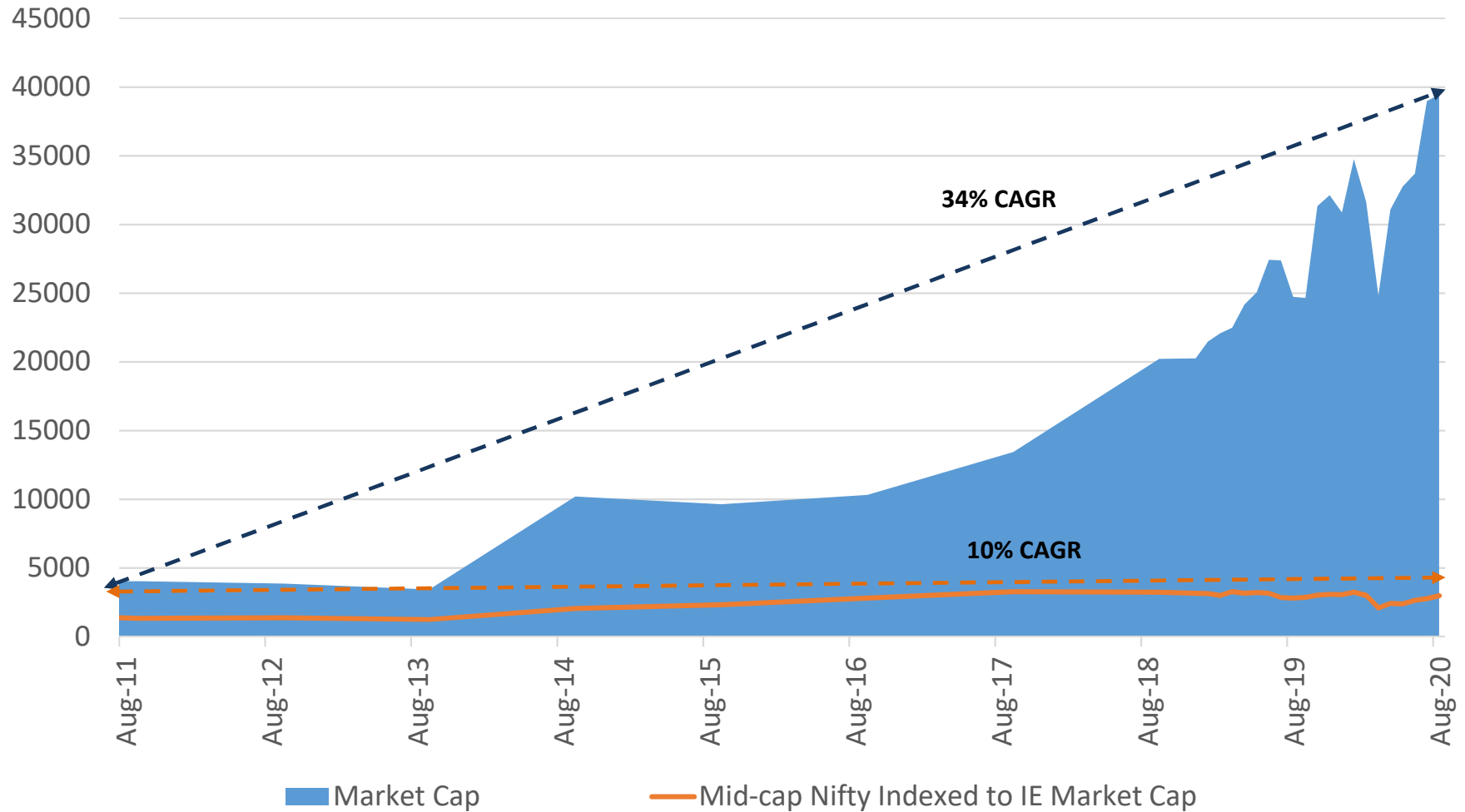
^Cash and Liquid Investments include Cash / bank balance with WOS & AIF.
Investments in startup include IIM Jobs

IE Venture Fund - AIF

- Floated an AIF Class II Fund, in Jan'20 duly registered by SEBI, to fund investments unrelated to the core operating entity.
- An efficient setup for future fund raising and regulatory standpoint.
- Proposed corpus of the fund is Rs 7500 MN (around USD 100Mn). IEIL and its WOS in their capacity as LP, committed 3500 MN and out of this has already disbursed Rs 1500 MN till date.
- Investments through the fund (till 31st July'20) , 995MN- Dotpe Pvt Ltd ,Qyuki Digital Media Pvt Ltd, Intellihealth Solutions Pvt Ltd ,Fanbuff Esports India Pvt Ltd , Ruskmedia, First Hive, Bulbullive shopping network pte ltd.
- WOS of IEIL are the GP to this fund.

Market cap performance

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



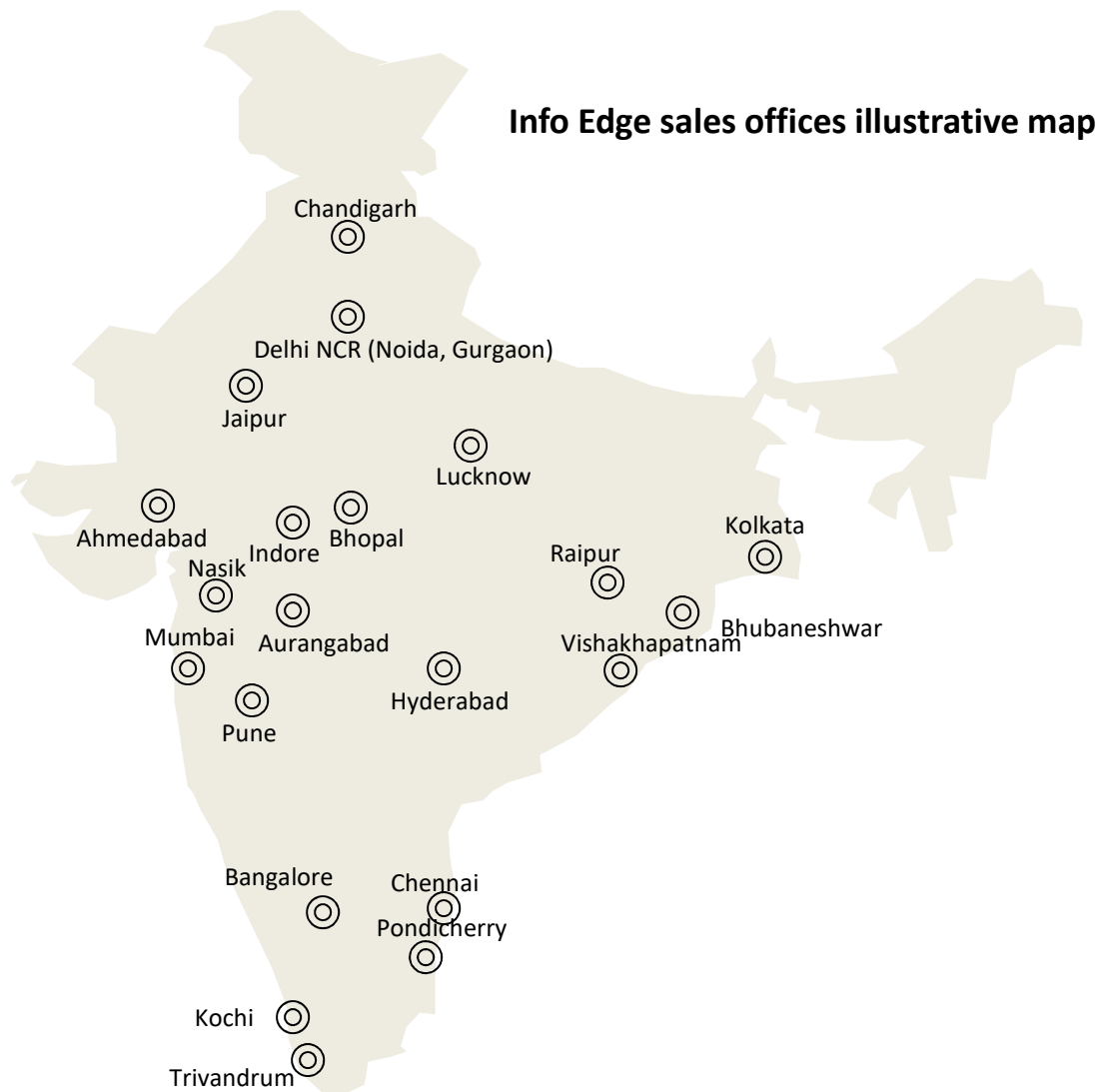
Corporate Governance- Cornerstone to our value system

- 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 (15% 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	Non Executive	Independent	
<p>Sanjeev Bikhchandani (56) Founder and Executive Vice Chairman BA Econ. St. Stephen's. PGDM IIM-A Previously with GlaxoSmithKline</p>	<p>Kapil Kapoor (55) Chairman & Non Executive Director B.A.Econ, PGDM IIM-A Previously COO (Global Business Development), Timex Group</p>	<p>Saurabh Srivastava (74) Non Executive Director B.Tech IIT Kanpur, M.Sc Harvard Founder IIS Infotech (Now Xansa) NASSCOM, TIE, IAN, IVCA</p>	<p>Naresh Gupta (53) Independent Director B Tech IIT Kanpur, Ph.D, University of Maryland Previously MD, Adobe India</p>
<p>Hitesh Oberoi (48) Managing Director and CEO B.Tech IIT Delhi, PGDM IIM-B Previously with HLL (Unilever)</p>		<p>Bala Deshpande (54) Independent Director MA Econ., MMS JBIMS Sr. MD, New Enterprise Associates (NEA)</p>	<p>Ashish Gupta (53) Independent Director B Tech IIT-K, Doctorate from Stanford University Founder Tavant Technologies, Jungle; Amazon</p>
<p>Chintan Thakkar (53) Whole-time Director and CFO Chartered Accountant Previously with Computer Associates, India</p>		<p>Sharad Malik (56) Independent Director B Tech IIT-D, MS, PhD, University of California Chair-(Deptt. of Electrical Engineering), Princeton University</p>	
		<p>Geeta Mathur (53) Independent Director Chatered Accountant Associated with ICICI Bank, Helpage India, IPE Global.</p>	

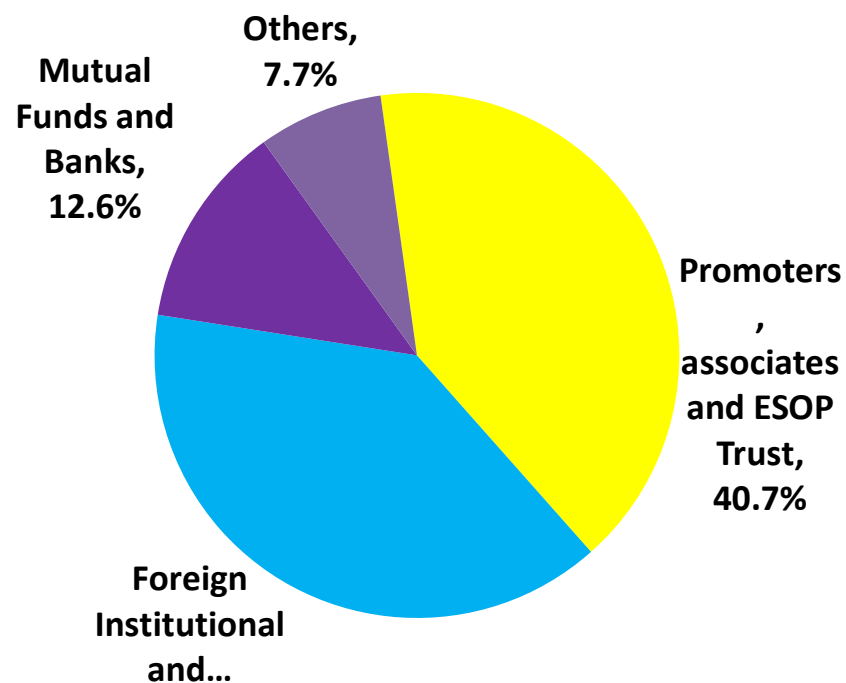
Nationwide sales/customer interface infrastructure



Geographical Spread as on date

- Nation wide coverage through 77 company branch offices in 47 cities in India
- 2959 sales/ servicing/ client facing staff or 65% of the company's workforce of 4562

Shareholding



As of 20th Aug, 2020

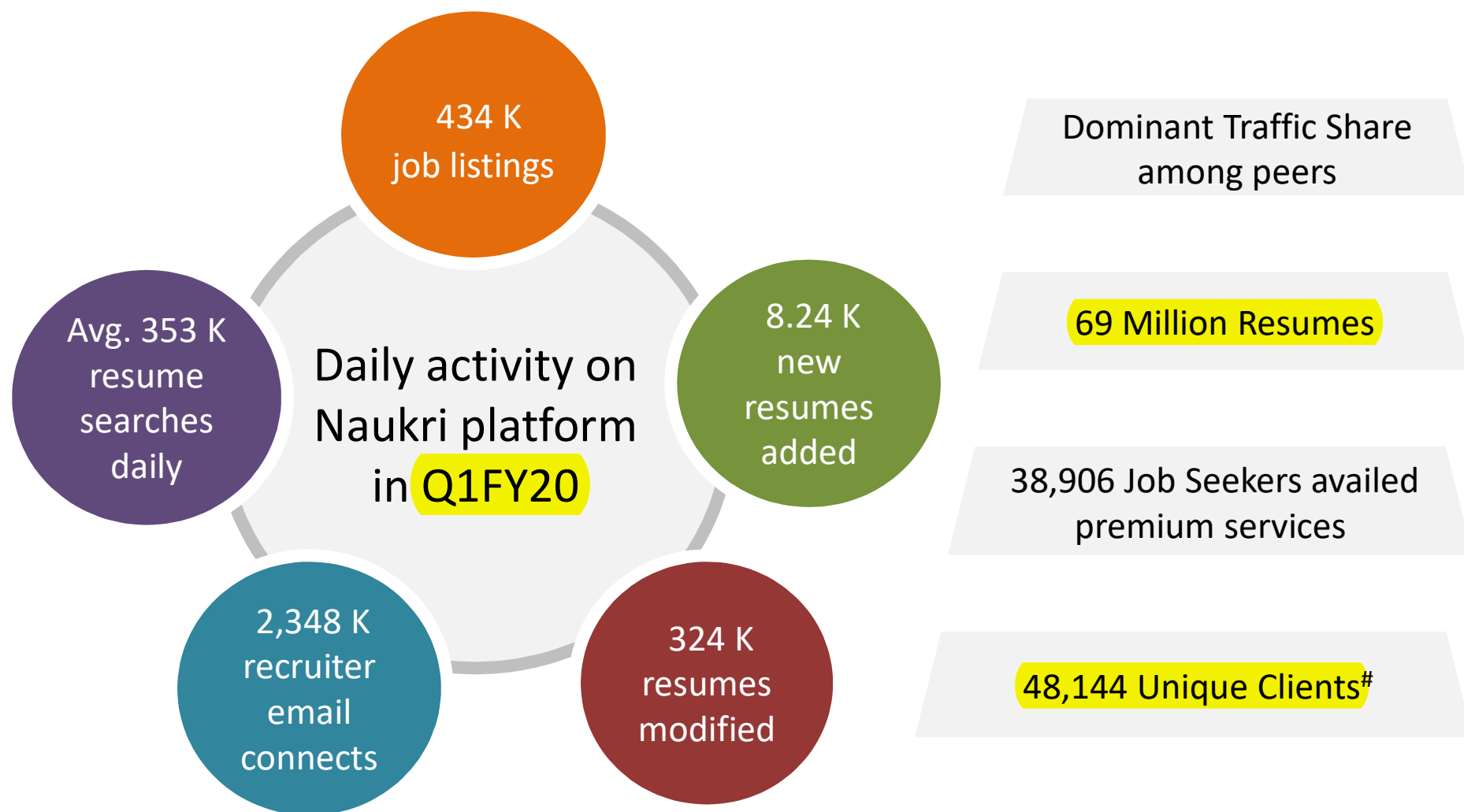
Mutual Funds/ FIIs/ FPIs / Banks	% Holding
Axis Mutual Fund + Schroders	6.4%
Ward Ferry	3.5%
Nalanda	3.0%
Vanguard	1.6%
SBI	1.5%
Goldman Sachs EM Fund	1.5%
Amansa	1.5%
UTI -various	1.4%
Matthews	1.3%
Ishares	1.2%
ICICI Prudential	1.1%
Arisaig	1.0%
Stewart	0.9%
Wasatch - various	0.9%
Franklin Templeton MF	0.7%
HDFC Life	0.6%

Total number of issued and paid up shares of Rs 10 each are 121.5 million (post 1:1 bonus in Sept, 2010, 1:1 bonus in Jun, 2012 and dilution (QIP) in Sept, 2014)

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

- Header:**
 - naukri.com** India's No1 Job Site
 - JOB**S (active), RECRUITERS, COMPANIES, SERVICES, MORE
 - LOGIN, NOTIFICATIONS, Employer Zone, Buy Online
- Navigation Bar:**
 - All Jobs (active), IIT/IIM Jobs, Govt. Jobs, International Jobs, Walk-in Jobs
- Main Content Area:**
 - Search Jobs:** Search Jobs [Search]
 - Recent Searches:**
 - java programmer- 186 new jobs
 - investor relation- 135 new jobs
 - Recommended Jobs:** 27
 - Head Public Relations - Technology - MNC PR Firm, Bangalore
 - 12-18 Years
 - Bengaluru/Bangalore
 - [View All Jobs](#)
 - New to Naukri?**
 - [Register with us](#)
 - or
 - [Upload CV](#)
 - Max 2 MB, doc, docx, rtf, pdf
 - We will fill your details
- Footer/Bottom Section:**
 - HIRING** **APPLY NOW**
 - Logos: Shell, genpact, Synechron
 - Top Employers:** virtusa
 - Best Places to Work:**
 - All Sectors (active), Information Technology, Manufacturing, Services
 - Get best matched jobs on your email. No registration needed**
 - [Create a Job Alert](#)

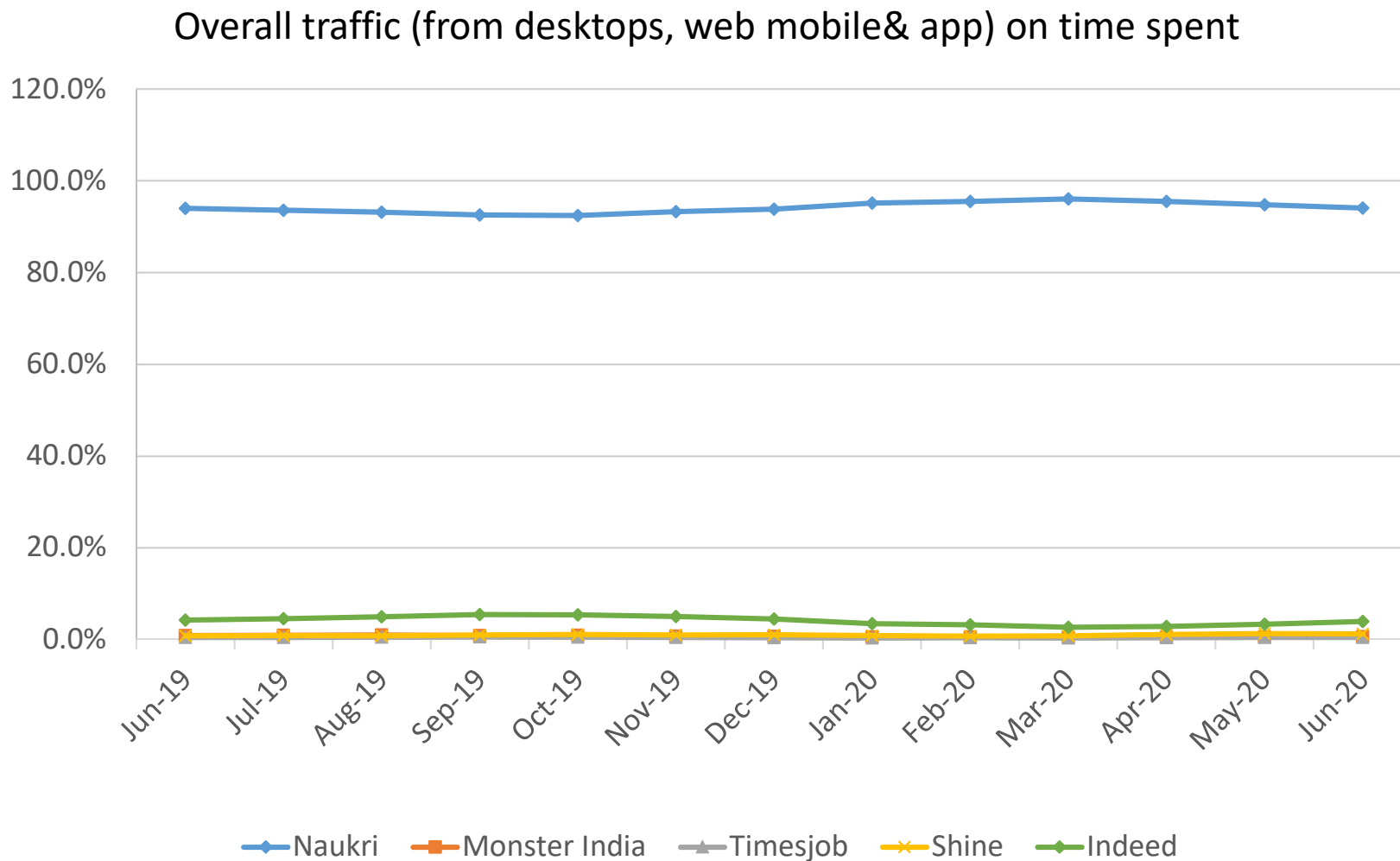
Key operating metrics for Naukri



* Comparison among traditional job-boards (excludes LinkedIn and Indeed)

Based on IND-AS revenue

Naukri traffic share among traditional job sites

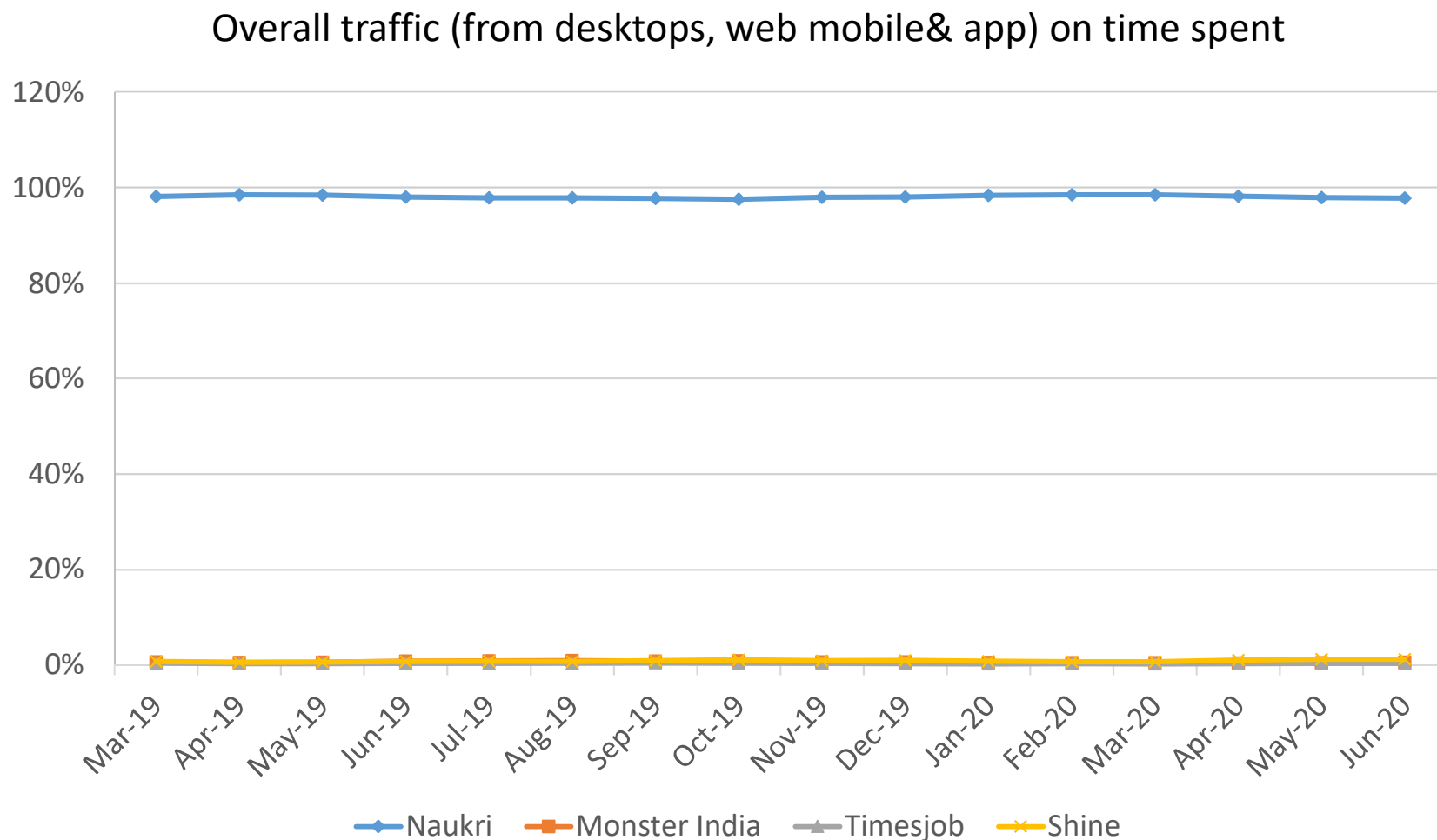


Source: SimilarWeb

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

Naukri traffic share among traditional job sites

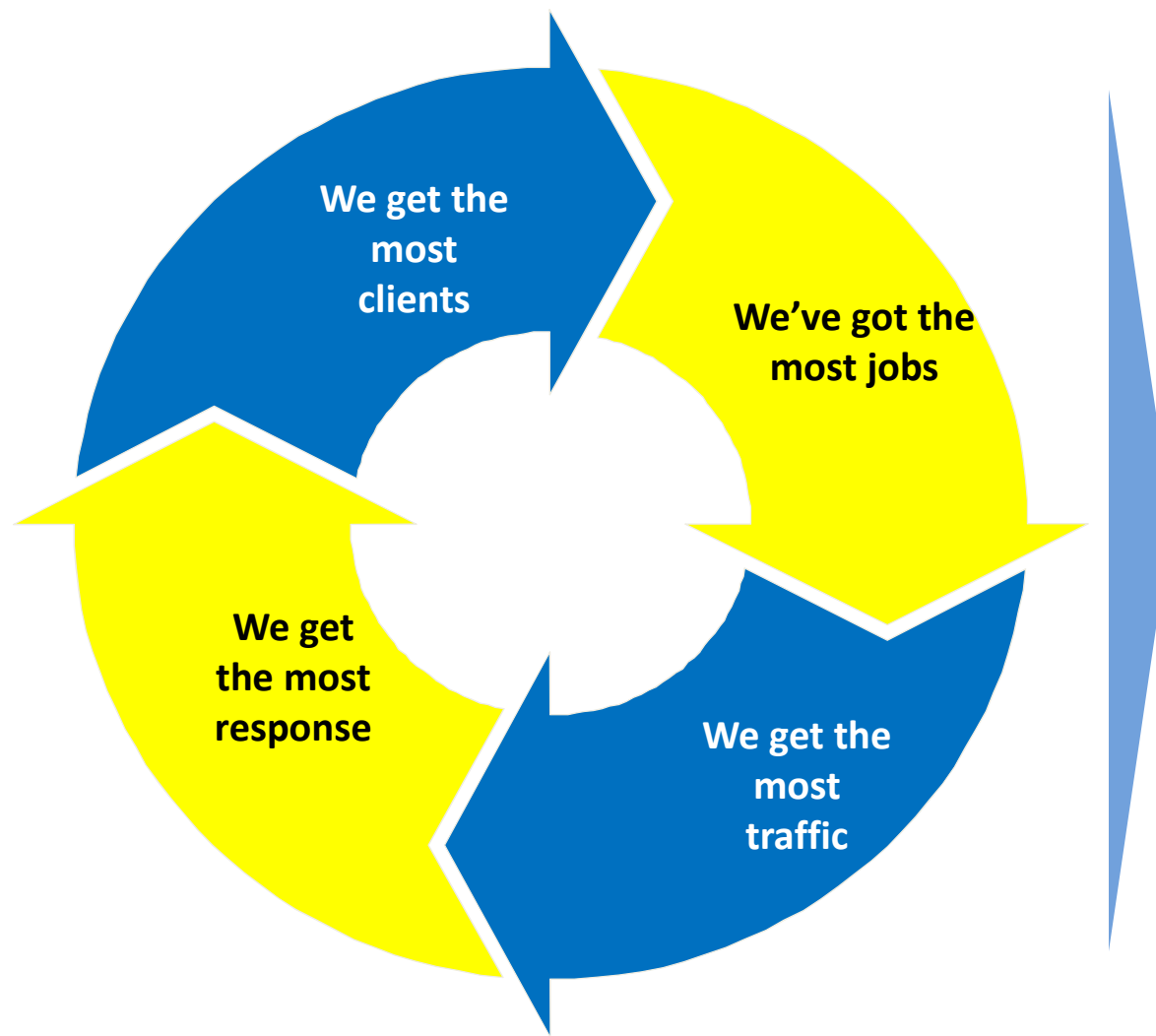


Source: SimilarWeb

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

Naukri is a business of the virtuous circle



Benefits

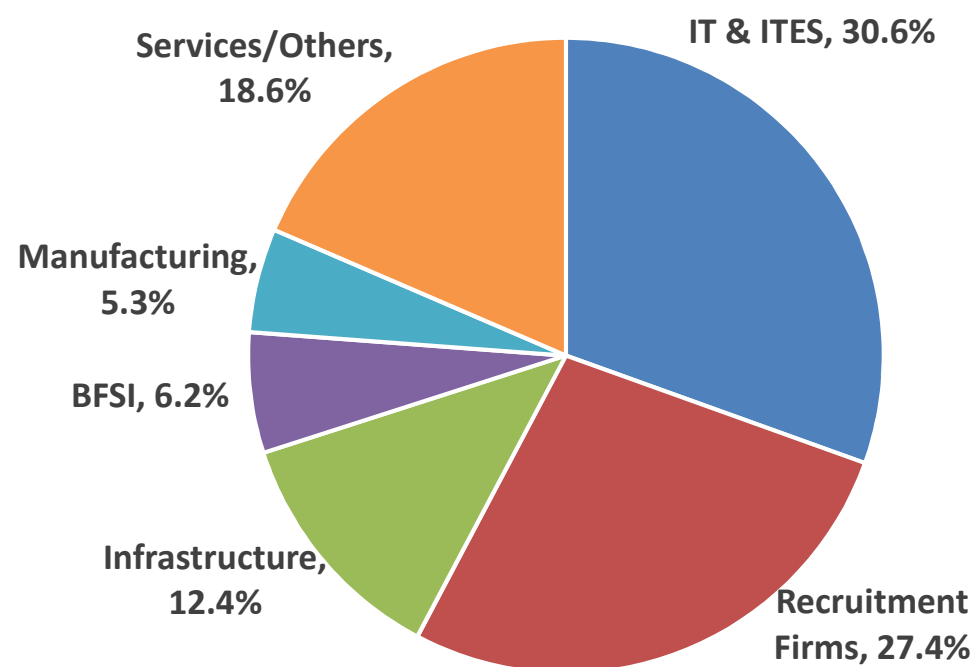
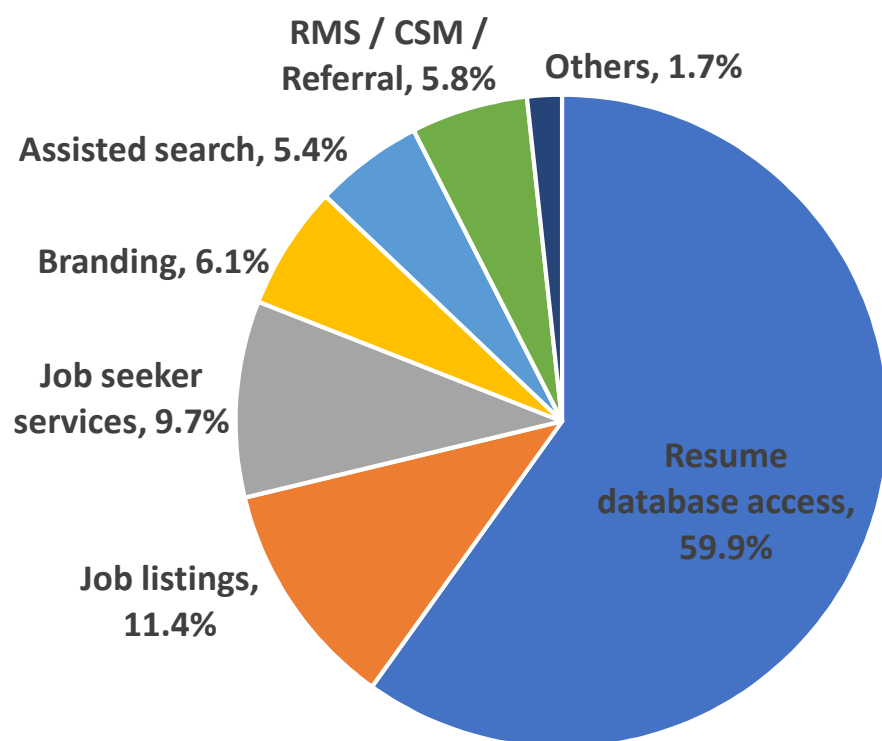
- Naukri has over 100% of industry profits enabling greater investment in
 - Product innovation
 - Engineering
 - Brand support
 - Sales network
 - Servicing back office
 - Superior talent

Revenue sources for Naukri

- B2B revenues (as on date) comprise ~90% of overall Naukri revenue and includes:
 - Resume database access
 - Job listing (response management)
 - Employer branding (visibility)
 - Career site manager
 - Others - Resume short listing and screening, campus recruitment
 - Non recruitment advertising (other than for jobs)
- B2C includes revenue from
 - Job seeker services

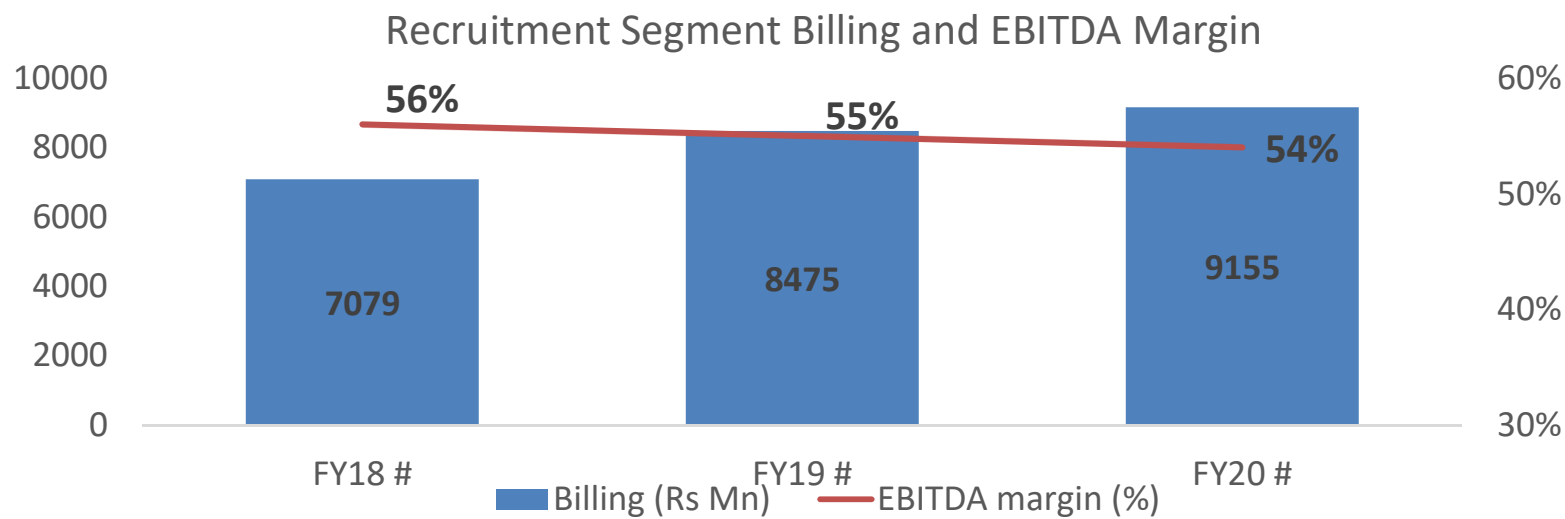
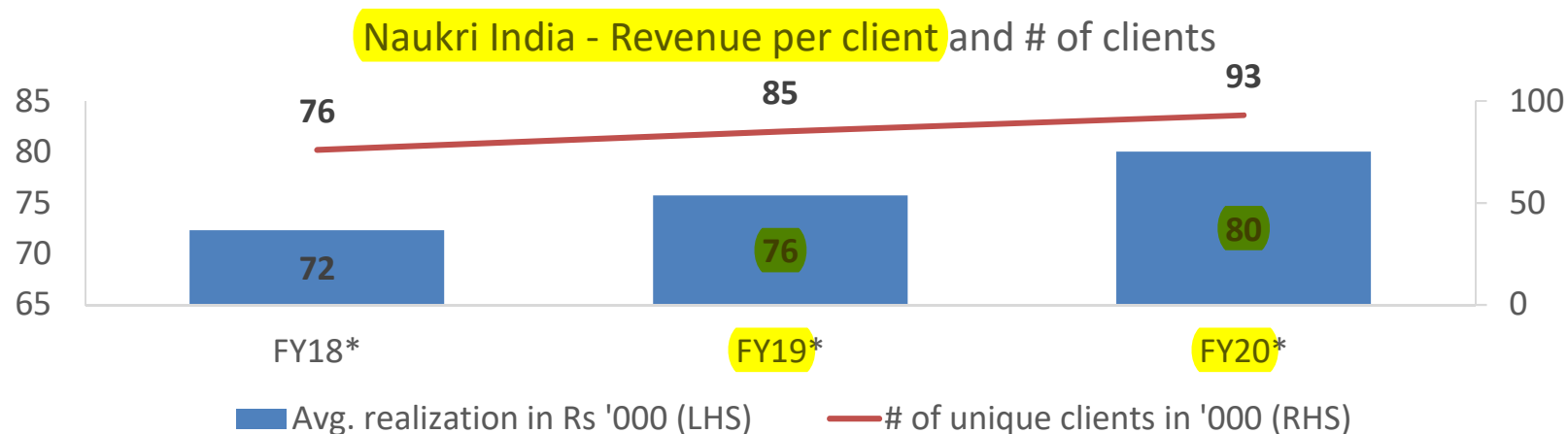
Breakdown of revenue by Product and Industry

Data for trailing 12 months to June 2020



~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



- # FY18 – FY20 numbers as per IND-AS. Above numbers are segmental business numbers for Naukri..

Naukri Investment strategy



iimjobs.com

- IEL acquired 100% stake of High Orbit Careers Pvt Ltd (Domain: iimjobs.com) in all cash deal in June'19.
- iimjobs.com is India's leading recruitment platform for management and engineering professionals
- Catering to 400+ Corporate Customers – across various industries.
- Consistent billing growth of 20% for last 3 FY.
 - FY'18 – Rs 149 Mn
 - FY'19 – Rs 182 Mn
 - FY'20 – Rs 218 Mn.

RMS – empowering recruitment ecosystem



- *The career site helps Naukri become part of a much larger ecosystem with thousands of connected corporate sites and RMS would help power the whole recruitment ecosystem*

Naukri RMS

The advertisement features a woman in profile on the right, interacting with a large, glowing digital screen. The screen displays a complex network of white lines and nodes, resembling a circuit or a data flow diagram. The background is dark blue with a subtle pattern of light blue dots and lines. The Naukri RMS logo is in the top left, and the 'EVOLVE' text is in the center left. The bottom of the image has a dark blue bar with three Naukri RMS logos: Enterprise, Consultant, and Referral.

naukri
RMS | RECRUITMENT
MANAGEMENT
SYSTEM

EVOLVE
TO A NEW AGE
RECRUITMENT SOLUTION

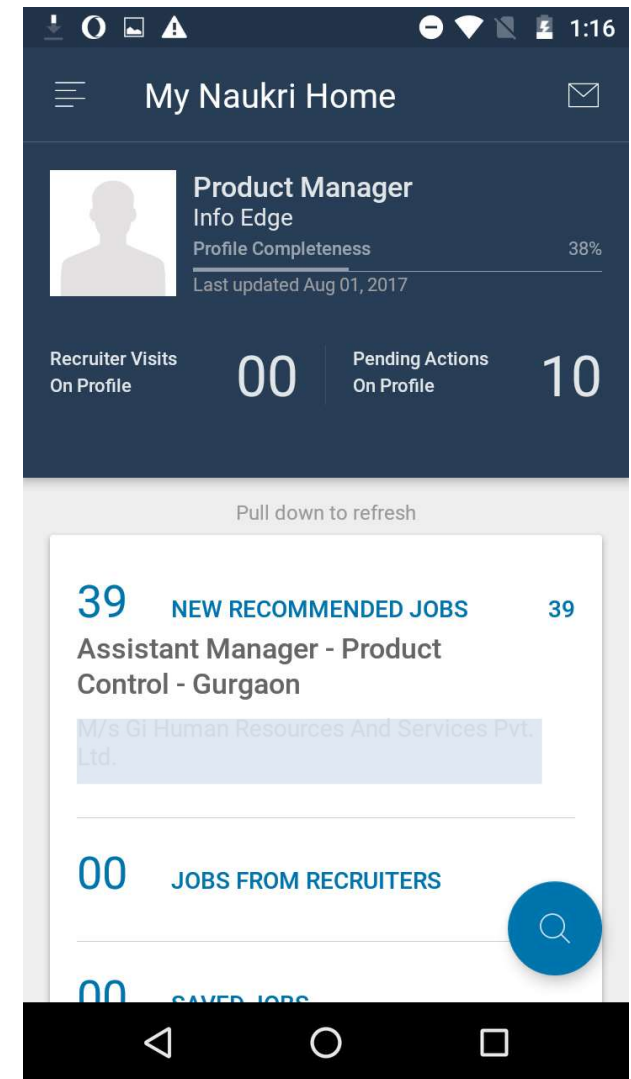
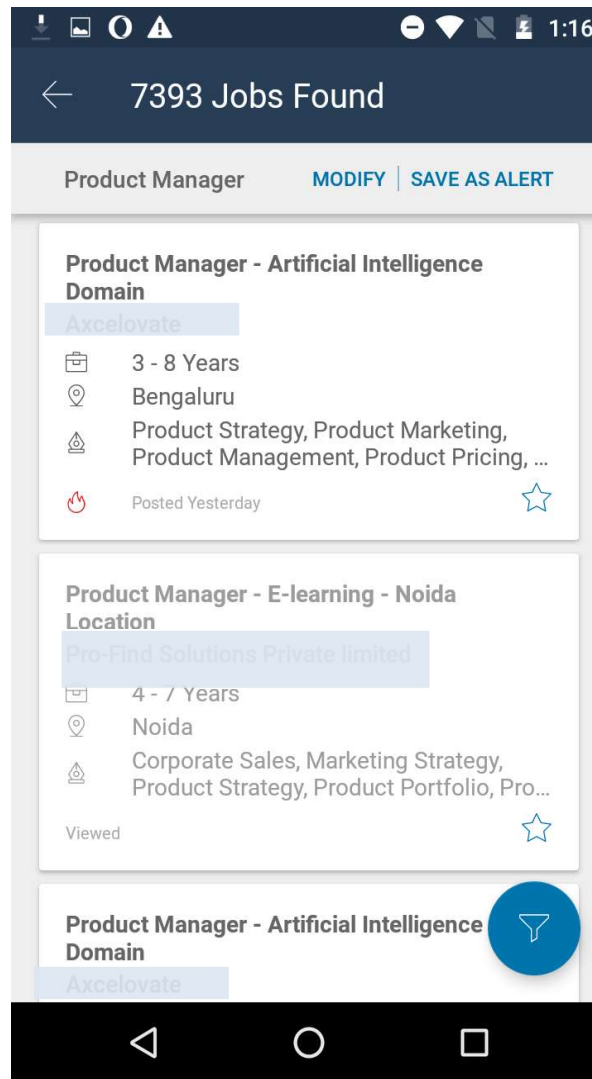
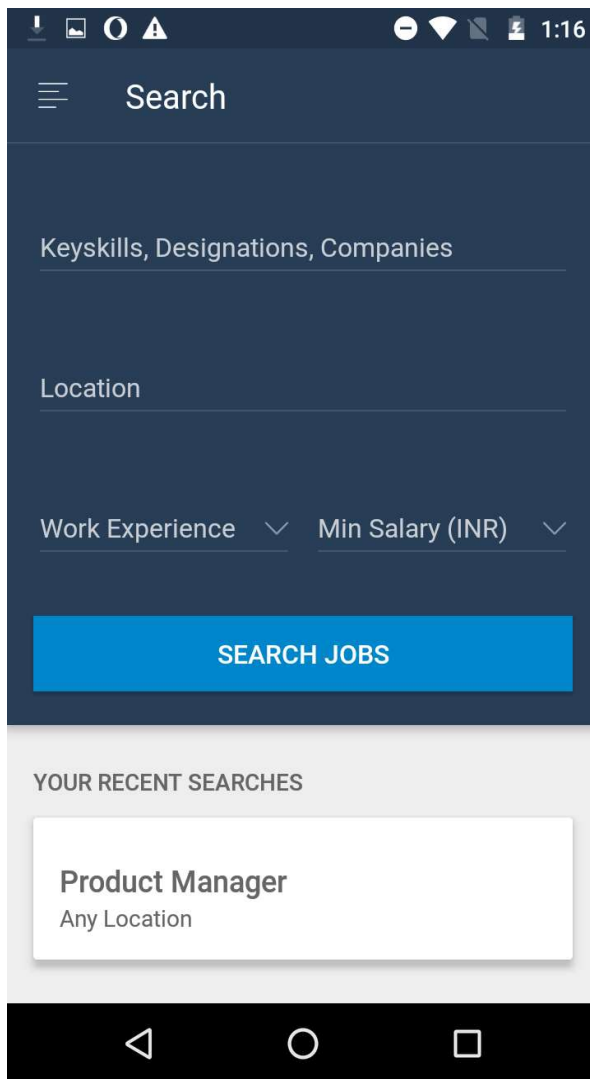
Automates hiring process, right from
requisition to offer

naukri
RMS | ENTERPRISE


naukri
RMS | CONSULTANT

naukri
RMS | REFERRAL

The App and HTML5 site



99acres



99acres
India's No.1 Property Portal

ALL INDIA ▾

DOWNLOAD APP CUSTOMER SERVICE SELL / RENT PROPERTY HOME LOANS

BUY RENT PROJECTS COMMERCIAL DEALERS

All Residential ▾ Type Location or Project/Society or Keyword

SEARCH MAP SEARCH

Get personalized property suggestions on a single tap

GET IT ON Google Play

Download on the App Store

★★★★★

★★★★★

The GSF Mobile Appies Awards Winner 2015

REAL ESTATE CATEGORY

99acres
India's No.1 Property Portal

Get the App

Al Seeb
REAL ESTATE DEVELOPMENT

BOOK YOUR DREAM ADOBE IN THE HEART of Dubai
Pay After Handover

AZIZI

INVEST IN DUBAI FOR LUXURY APARTMENTS
for Prices contact
971562998939

Spring Valley DEW

SPRING VALLEY DEW KATARA HILLS
Bhopal
@ 18.26 lakhs onwards

NEWCOUNTRY

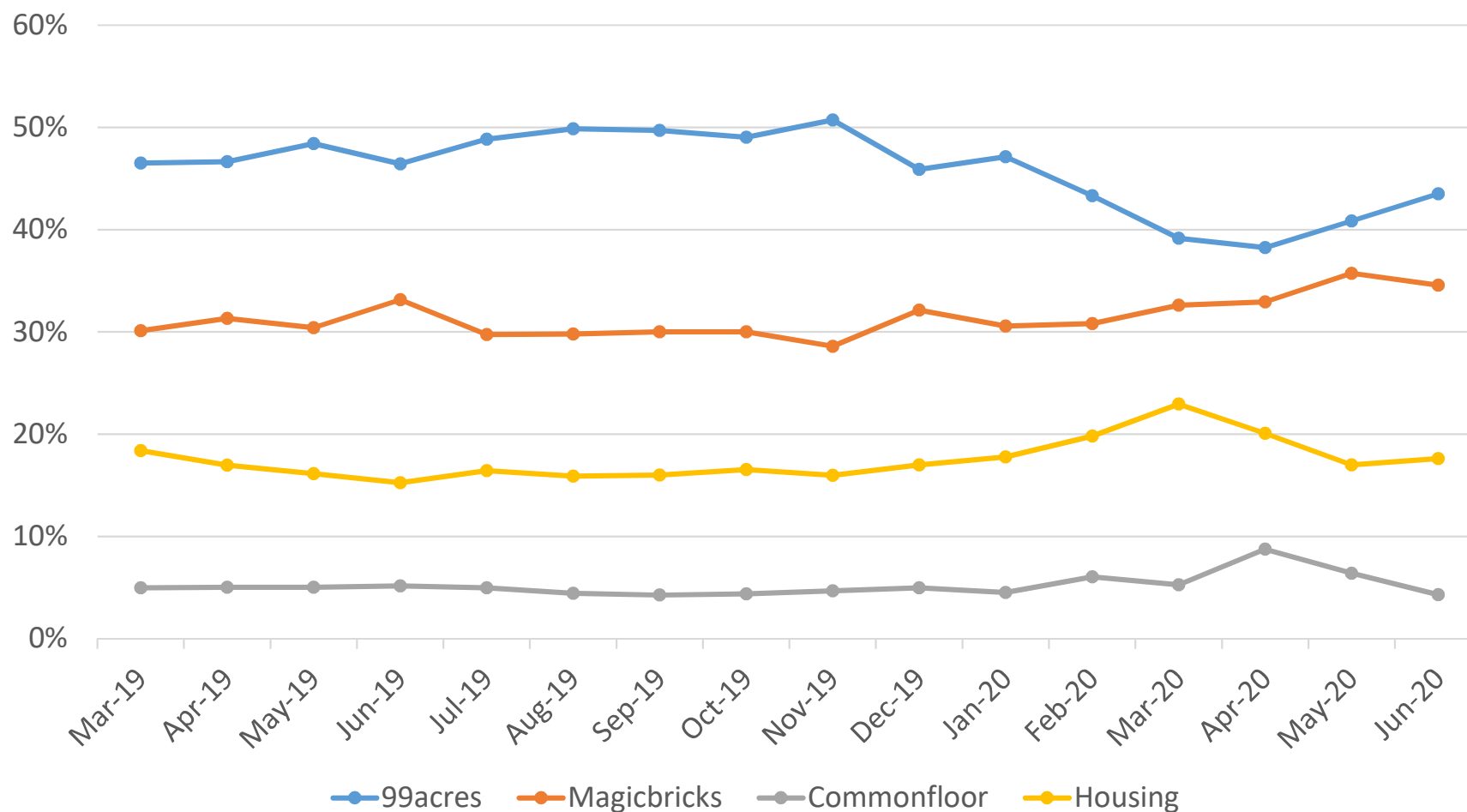
AVINASI NAYA R/
Ready to r
Apartment

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
- Access through mobile app increasing consistently

99acres traffic share

Overall traffic (from desktops & laptops, web mobile) based on time share

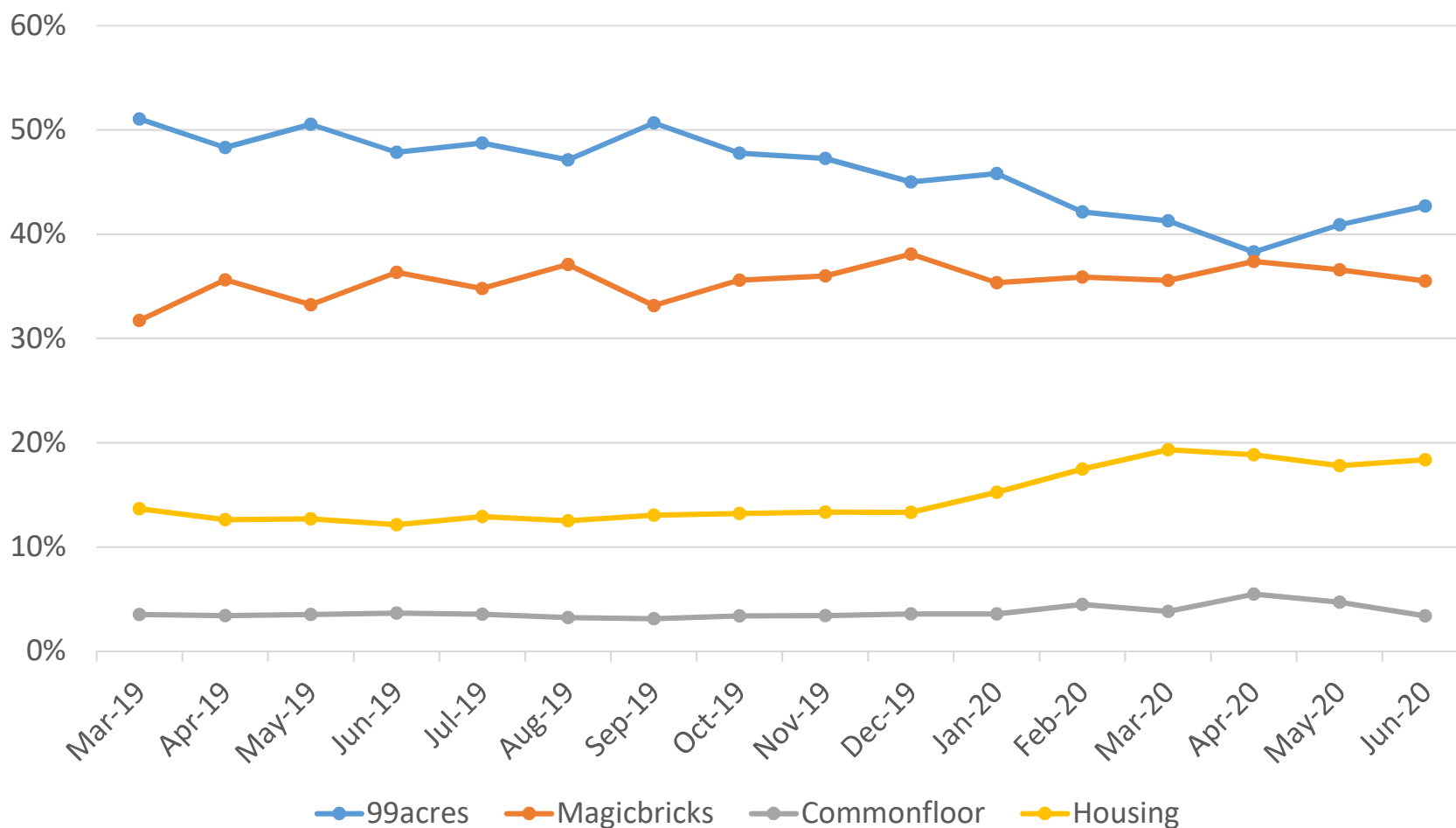


Source: SimilarWeb

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

99acres traffic share

Overall traffic (from desktops & laptops, web mobile and App) based on time share



Source: SimilarWeb

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

99acres business model



Revenue Model

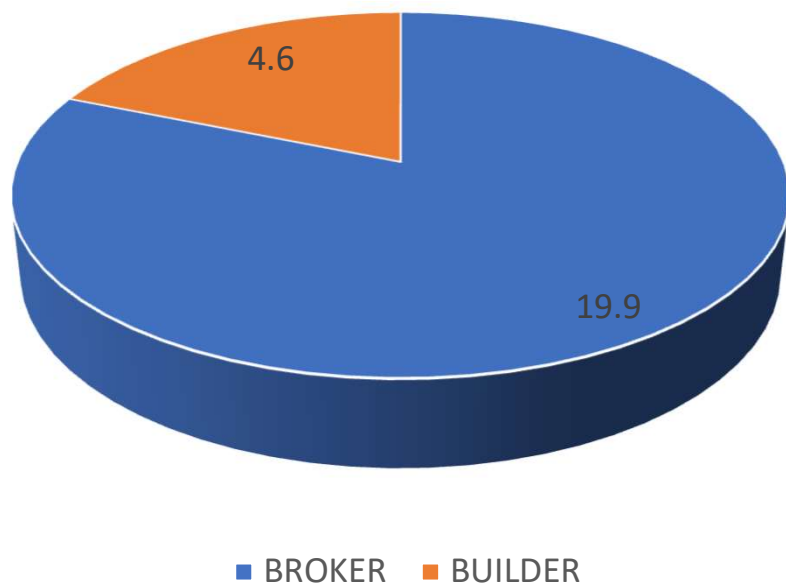
- **Projects**
 - Listings
 - Featured listings
 - Microsites
 - Email campaigns
 - Banner Ads
- **Re-sale**
 - Listings
 - Featured listings
- **Rental**
 - Listings
 - Featured listings

Key business metrics for 99acres (Q1)

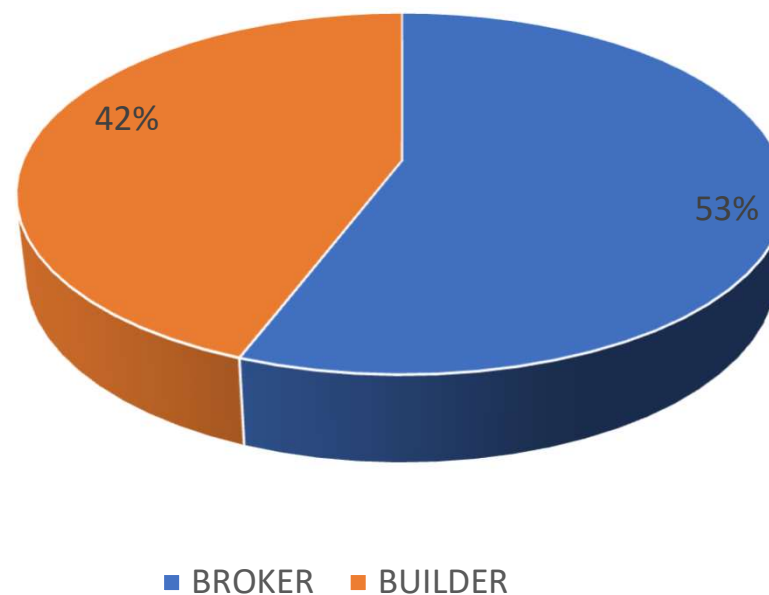
- **As of June 30, 2020**
 - Total projects 1,72,417 + (under construction or ready-to-move-in)
 - Total listings 9,32,388 (including 4,98,037 owner listings)
 - Residential 7,67,689
 - Commercial 1,64,699

Break-down of Customers and Billing

No. of customers in '000

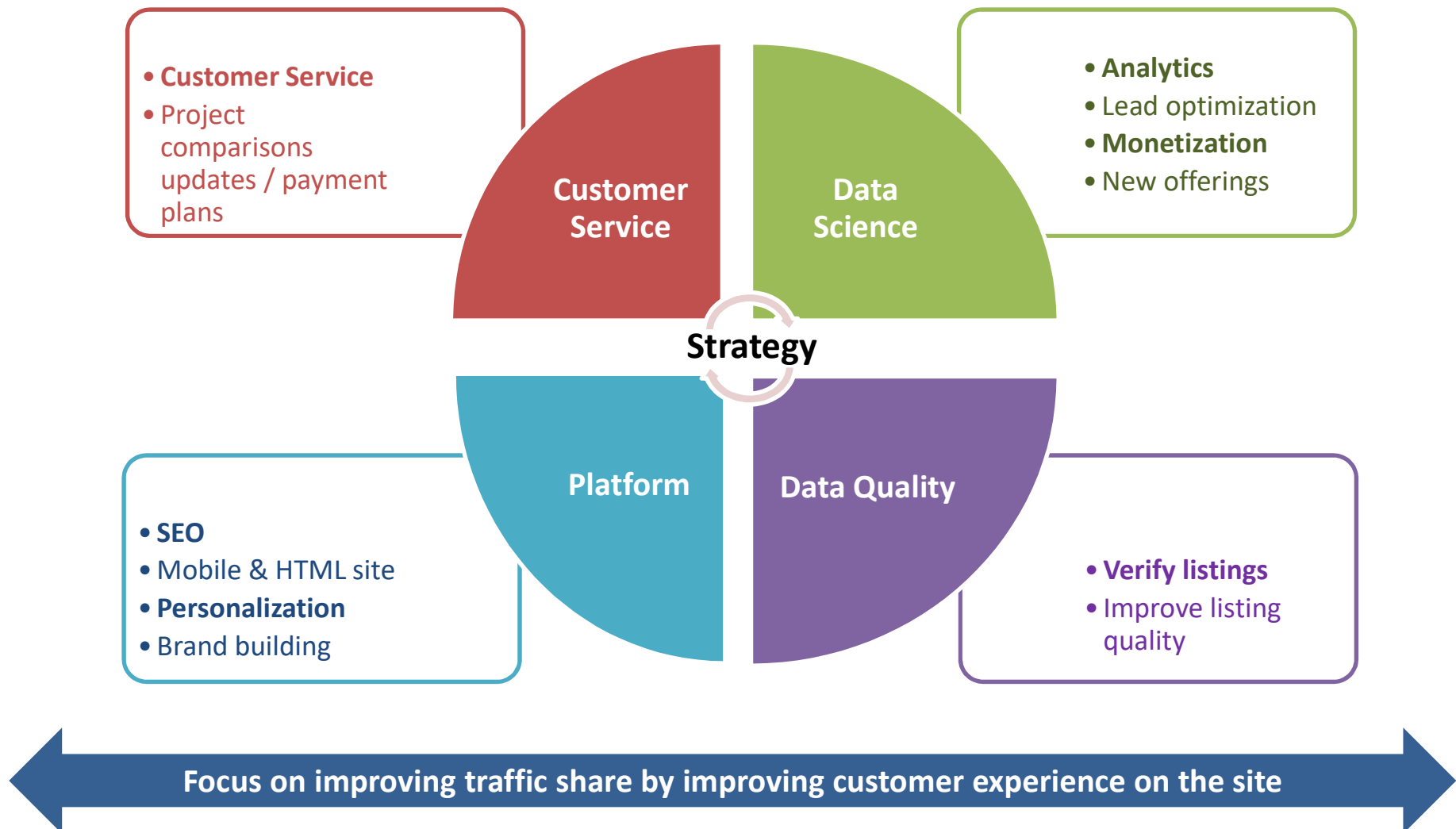


Billing breakdown by customer type



Data for trailing 12 months to June 2020

99acres –strategy

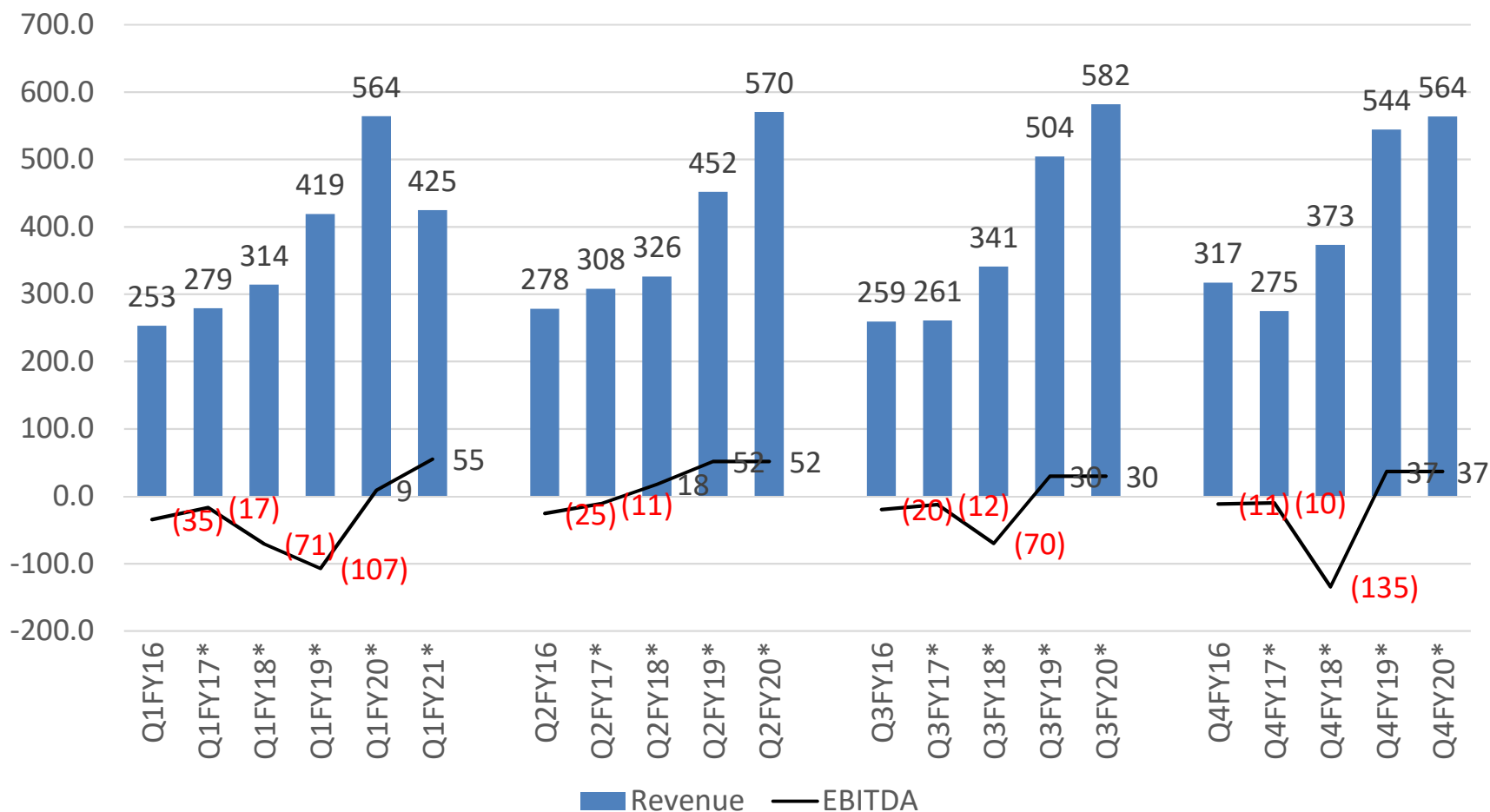


99 acres Peer Comparison

- **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

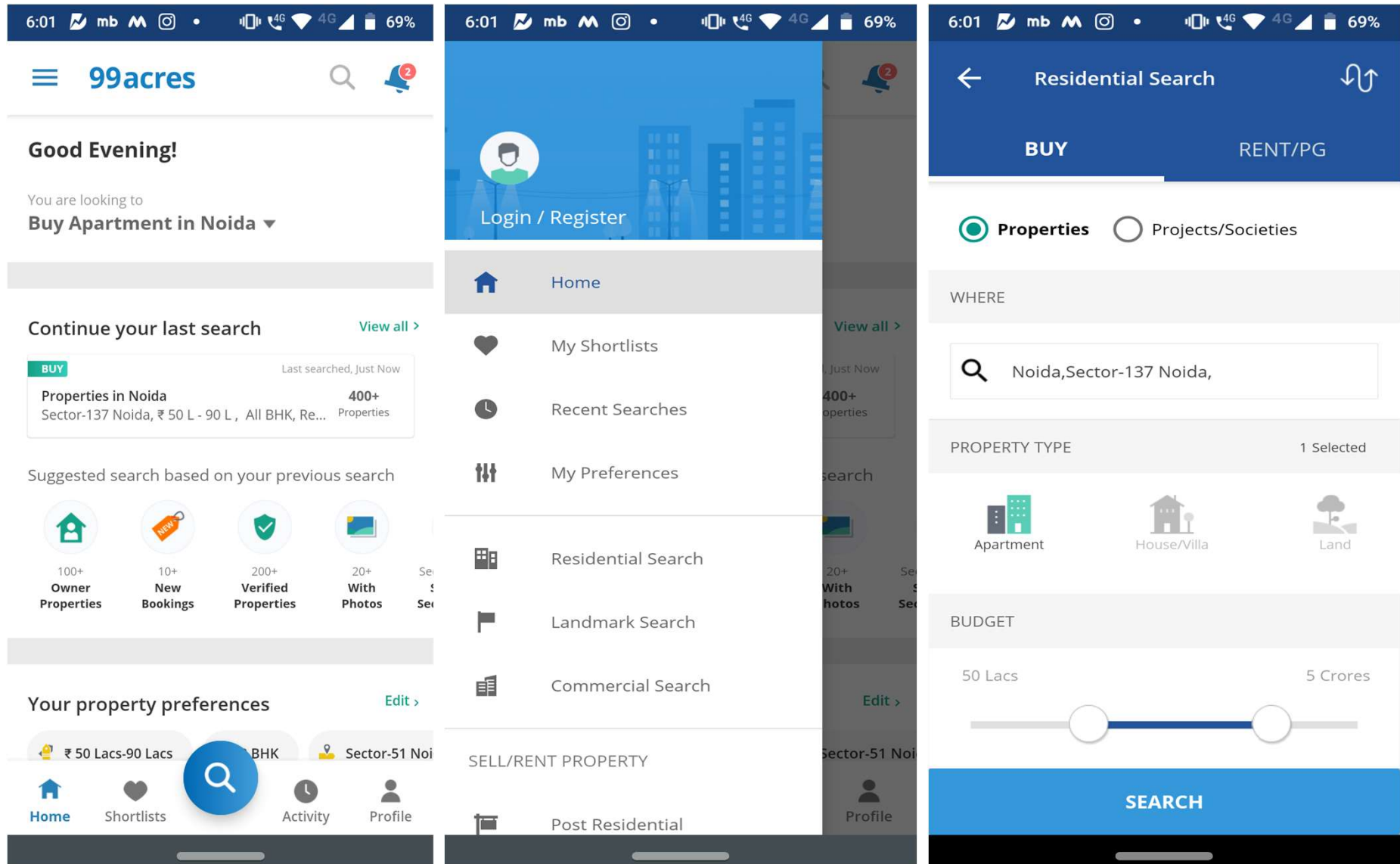
99acres Quarterly Revenue (Rs Mn) and EBITDA (Rs Mn)



99acres cumulative cash loss (management estimate) at Rs 2541 MN. Above numbers are segmental financials for 99 Acres business.

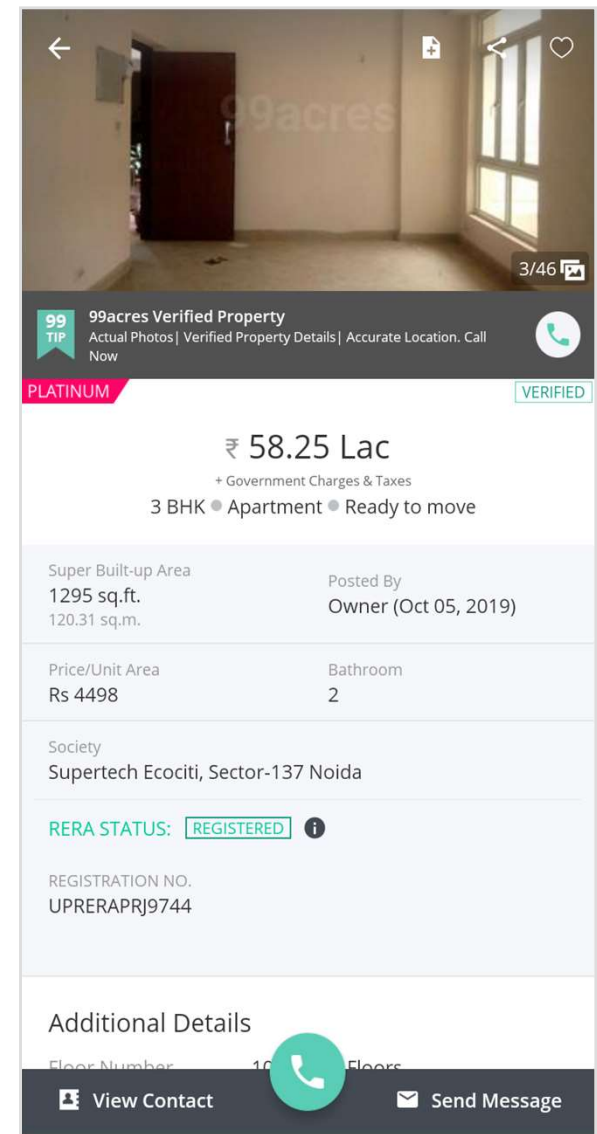
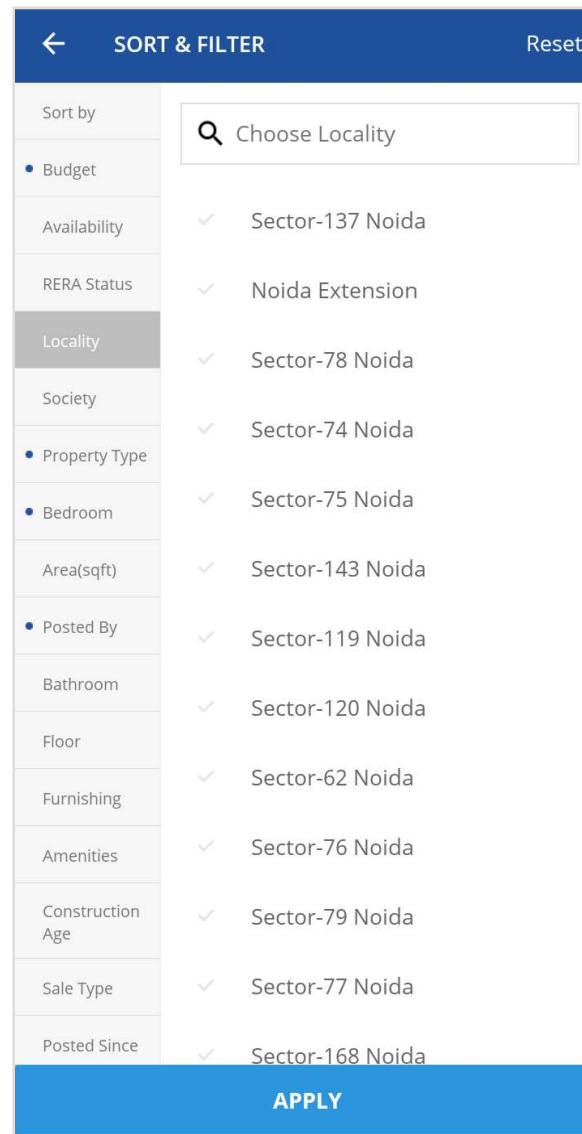
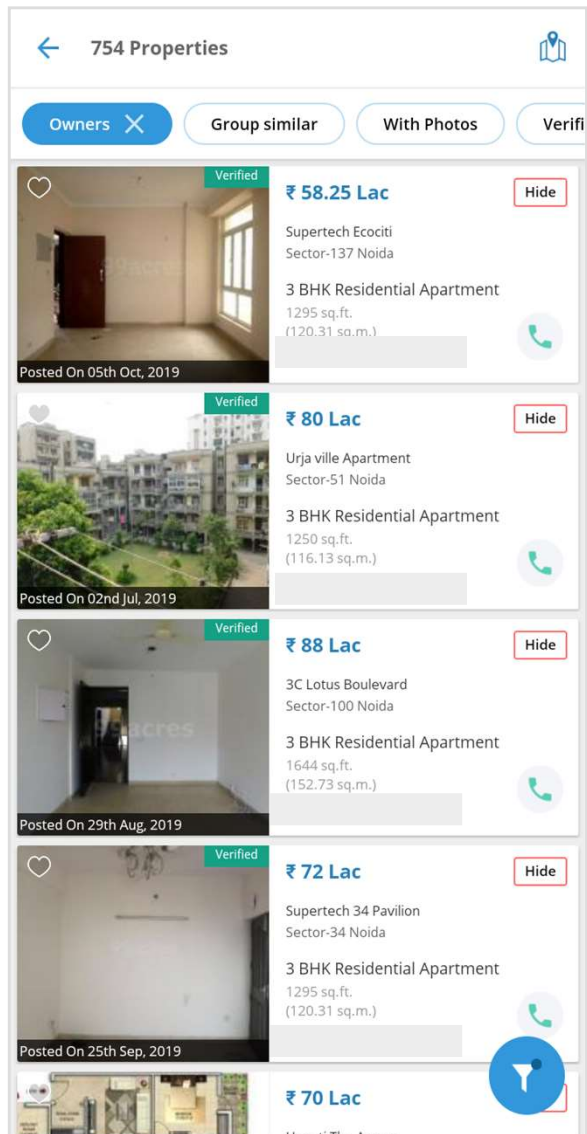
- FY18 onwards numbers are EBITDA numbers (adjusted for non-cash ESOP charges) as per IND-AS; All others in I GAAP
- FY20 onwards EBITDA numbers includes the impact of IND AS 116.

Mobile app – home screen, navigation and search infoedge

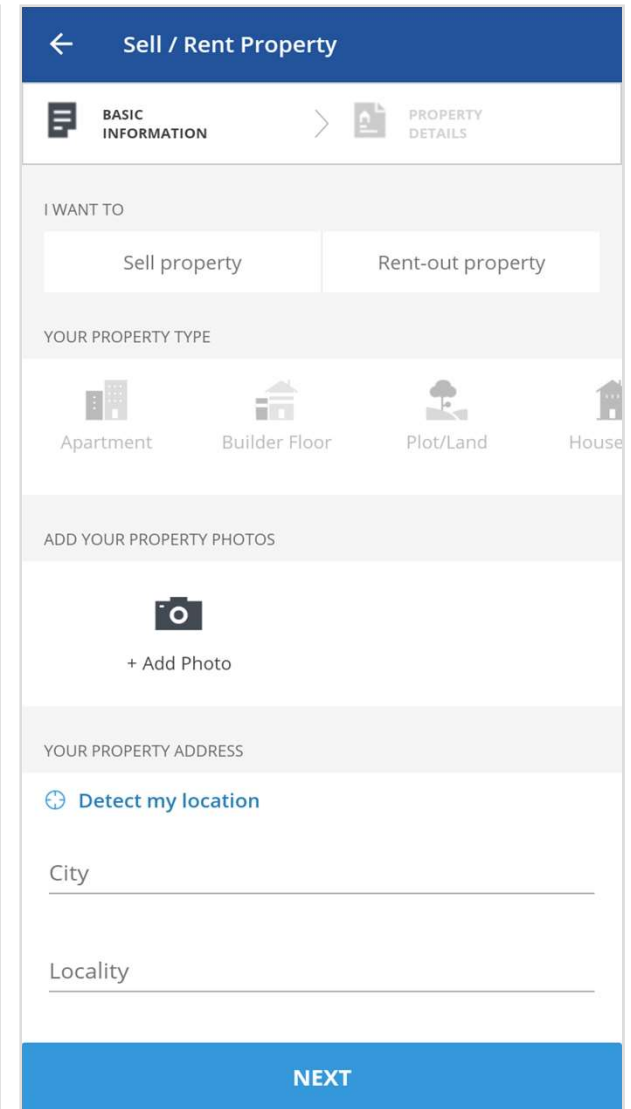
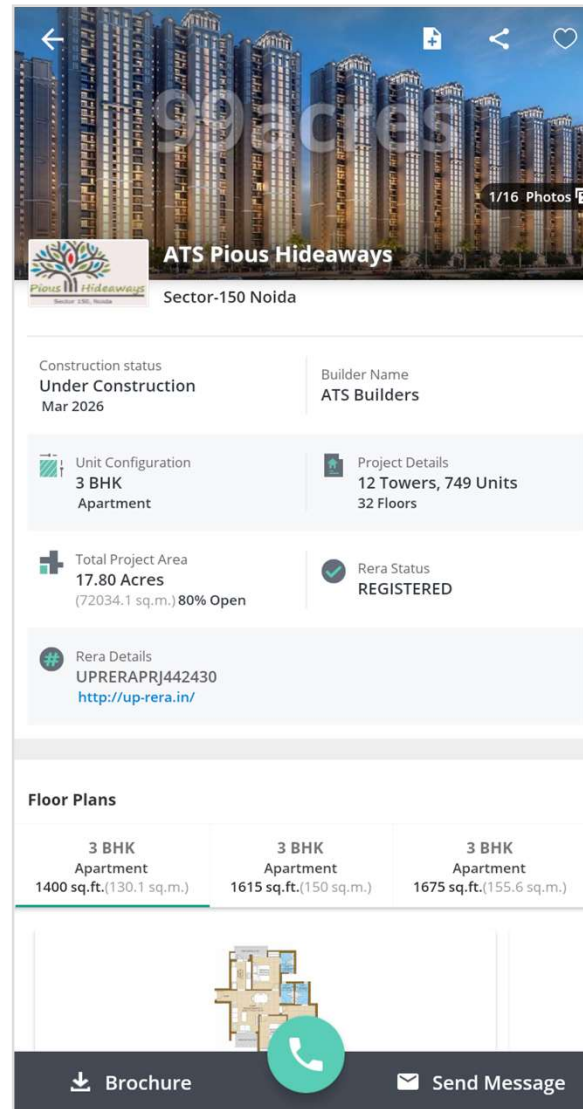
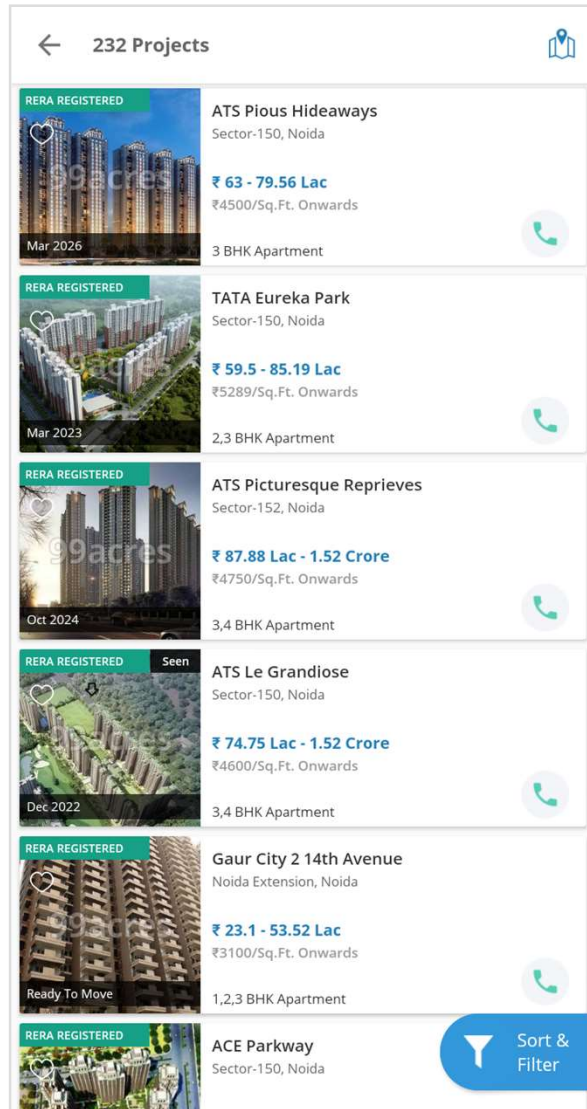


Mobile app - Property search results page, filter page, property detail page

infoedge



Mobile app – project search results page, project detail page and property posting form





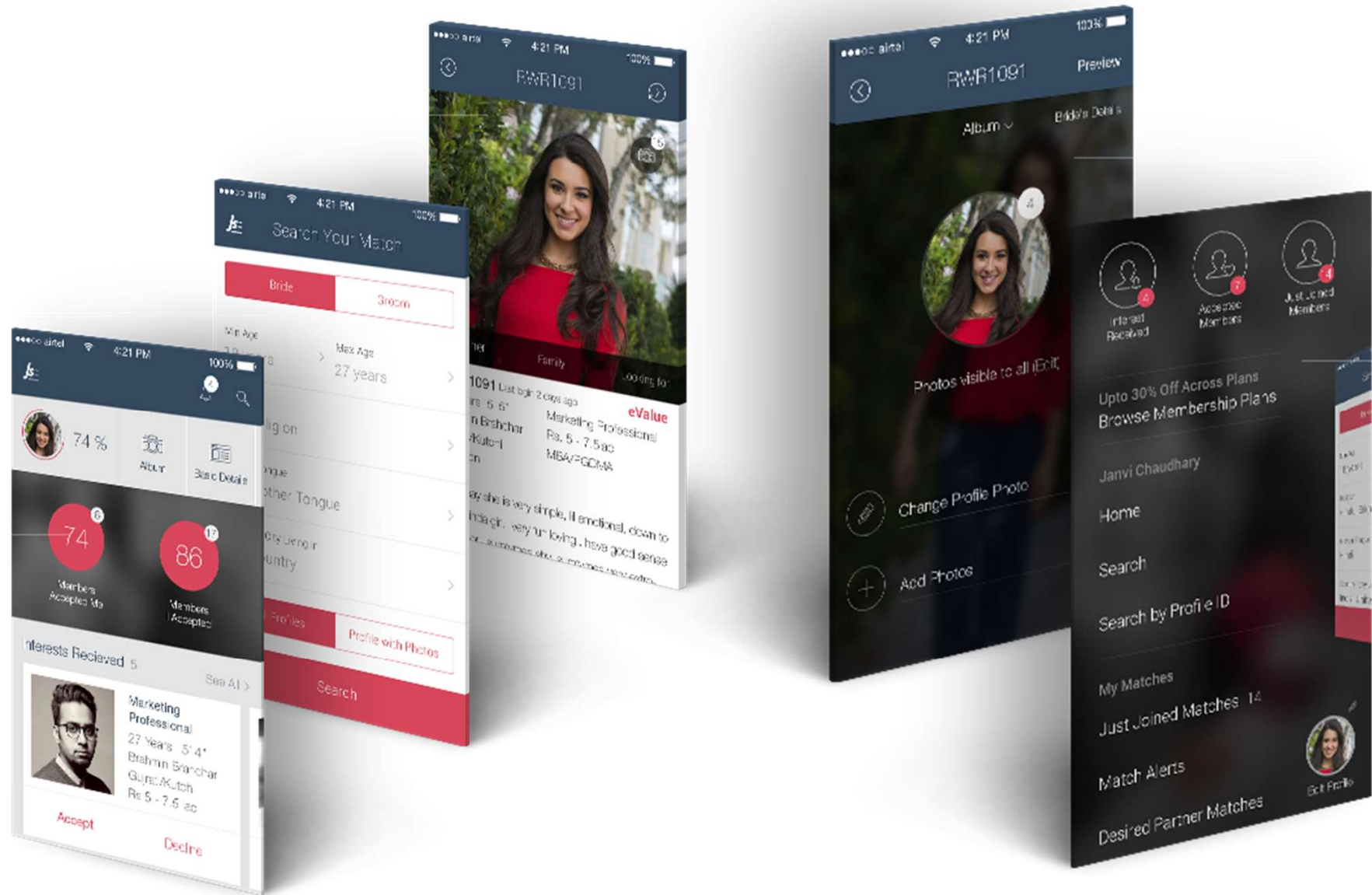
Online matrimonial business - India

- Online spend by users estimated to be ~Rs 7-8 bn in FY '19-20.
- Three main players – Bharat matrimony, Shaadi and Jeevansathi
- Used primarily by
 - Those disconnected from mother community
 - Youngsters looking for choices
 - Families for match-making
- Fragmented market basis
 - Geography
 - Communities (religion, caste, sub castes)

Jeevansathi business model

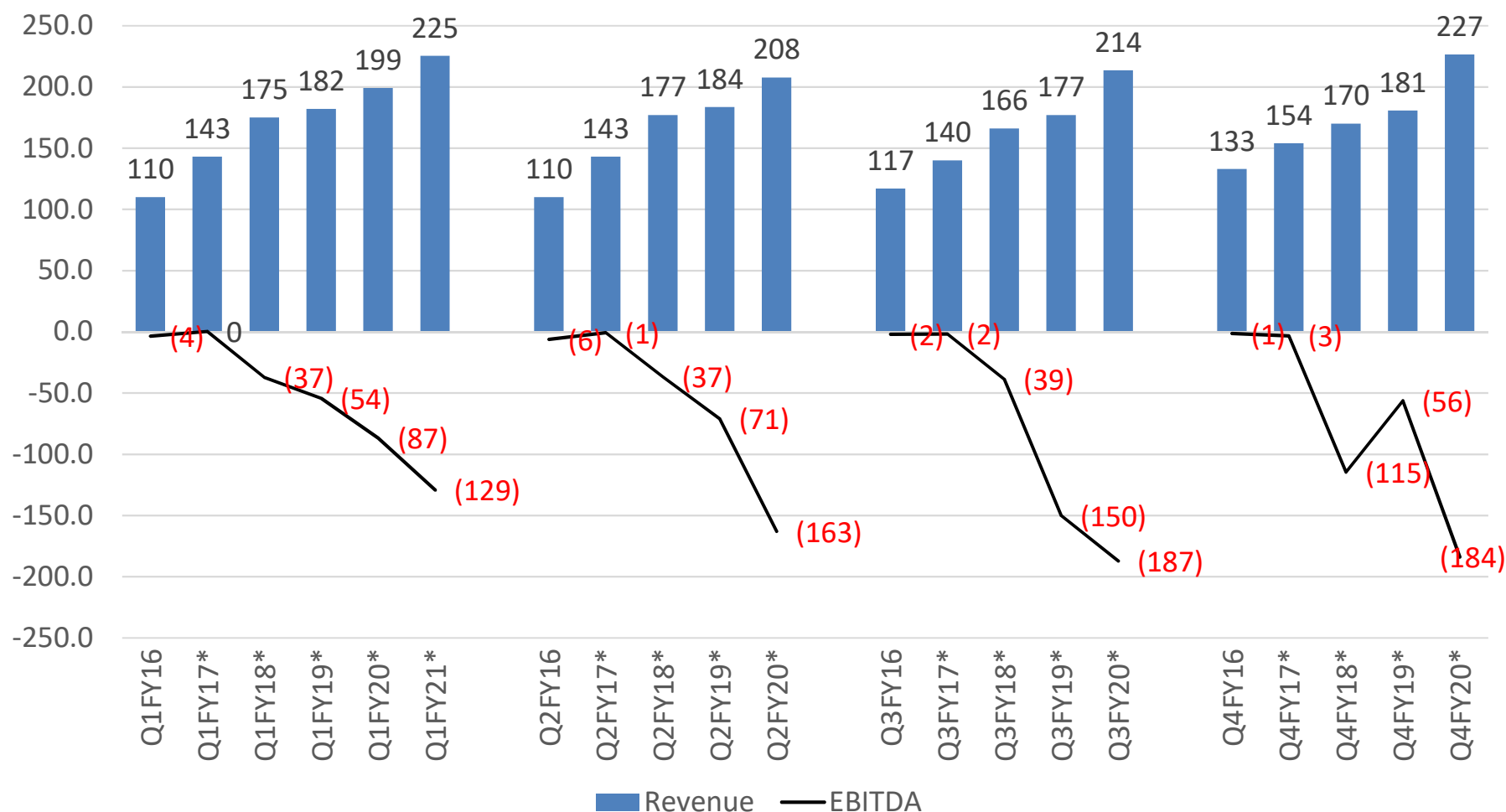
- **Jeevansathi is a freemium model, wherein**
 - Users do not pay for listing, searching, expressing interest and accepting others' expression of interest
 - Payment is required to contact the other person
- **Offline centres**
 - Walk in sales for matching services
- **Franchise - walk in centers**

Mobile app



Jeevansathi – Quarterly financials

Jeevansathi Quarterly Revenue (Rs Mn) and EBITDA (Rs Mn)



Jeevansathi cumulative cash loss (management estimate) at Rs 1542 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 MBA ▾ ENGINEERING ▾ LAW ▾ DESIGN ▾ MORE COURSES ▾ STUDY ABROAD ▾ COUNSELLING ▾ Ask Login Sign Up

COLLEGES EXAMS QUESTIONS ^{New} CAREERS

Find colleges, universities & courses Enter location **Search**

Indus Business Academy (IBA), Bangalore (view details)

Featured	Garden City University Bangalore Emphasis on Life	Birla Global University Bhubaneswar MBA Admissions 2018	International Management Institute Kolkata 100% Placement Record	SRM Chennai Amaravati Delhi Ncr Apply Now SRMJEEE 2018	T. A. Pai Management Institute (TAPMI) Manipal Last Date to Apply 11th Feb 18
					>

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

Industry Highlights

- Education as a category spends amongst the highest in print
 - Spend in print estimated to be similar to real estate
- Online , School/College contact programs, Consultant commissions & fairs form bulk of remaining marketing spends by colleges and Universities
- Growing number of online players

Business Model

- Branding & advertising solution for colleges & universities (UG, PG, post PG)
 - Both Indian and foreign entities
 - Large number of Indian students go overseas for higher education
- Lead generation
 - Potential student details bought by colleges and their agents
 - Full counselling service for international university partners
- Prospective students have free access to all information on the site (some post registration)

- Domestic Colleges – 47,827 , Courses – 272,393 , #Reviews – 197,249 , Exams – 664
- Study Abroad Universities – 1900 from 52 countries, Courses – 21,830, Scholarships - 2333



MBA EXAMS

50+ MBA exams. Do you know enough about them?

Know important dates, preparation tips, syllabus and more



COLLEGE REVIEWS

Nobody knows a college better than its alumni and students.



MBA RANKINGS

Curious to know the top MBA colleges?



IIM CALL PREDICTOR

IIMs consider a lot more than just the CAT score



FIND MBA COLLEGES

Want to find the right MBA college for you?



ASK CURRENT MBA STUDENT

Have college specific questions?



ALUMNI SALARY DATA

Wondering about your career journey post-MBA?



COMPARE COLLEGES

You always have options. Did you choose the right one?

Authentic College Reviews

Manipal Academy of Higher Education, Manipal - Reviews (378)

Filter by :

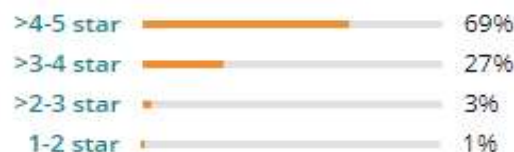
Select college

Select course

4.3



Based on 378 Reviews



4.0	Placements
4.7	Infrastructure
3.9	Faculty & Course Curriculum
4.8	Crowd & Campus Life
4.0	Worth the Money



All 378 reviews have been published only after ensuring that the reviewers are **bona fide** students of this college.

Sort By :

Recency

Year of Graduation ↓

Highest Rating

Lowest Rating

Relevance

5.0 ★★★★★ One of the best dental colleges of our country that's define it all.

by Sourabh, 17 May 2018 | Bachelor of Dental Surgery - Batch of 2022

Placements 5/5

Infrastructure 5/5

Faculty & Course Curriculum 5/5

Crowd & Campus Life 5/5

Worth the Money 5/5

Placements : According to the senior batches the placements are great. Nearly 70-75 percentage of students were placed (not so sure). No idea about the salary but they get a good sum of money. They have foreign collaborations with many companies. MS, professor etc. Various roles are offered.

Infrastructure : 24 hours Wi-Fi, Library is great with ample amount of books, Classrooms are neat and mainly smart classes are held. Quantity of labs are great. Quality of food is also good. Hostel rooms are great. Medical Facilities are

Campus representatives from colleges for credible advice

infoedge



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Campus Connect - Ask Current Students before making a college decision

Ask Current Student Directly

Find all about college admissions, placements, campus life & more

Know the Inside-Story

Catch the latest buzz on 400+ colleges & what others are talking about

Search by college name to ask or view questions



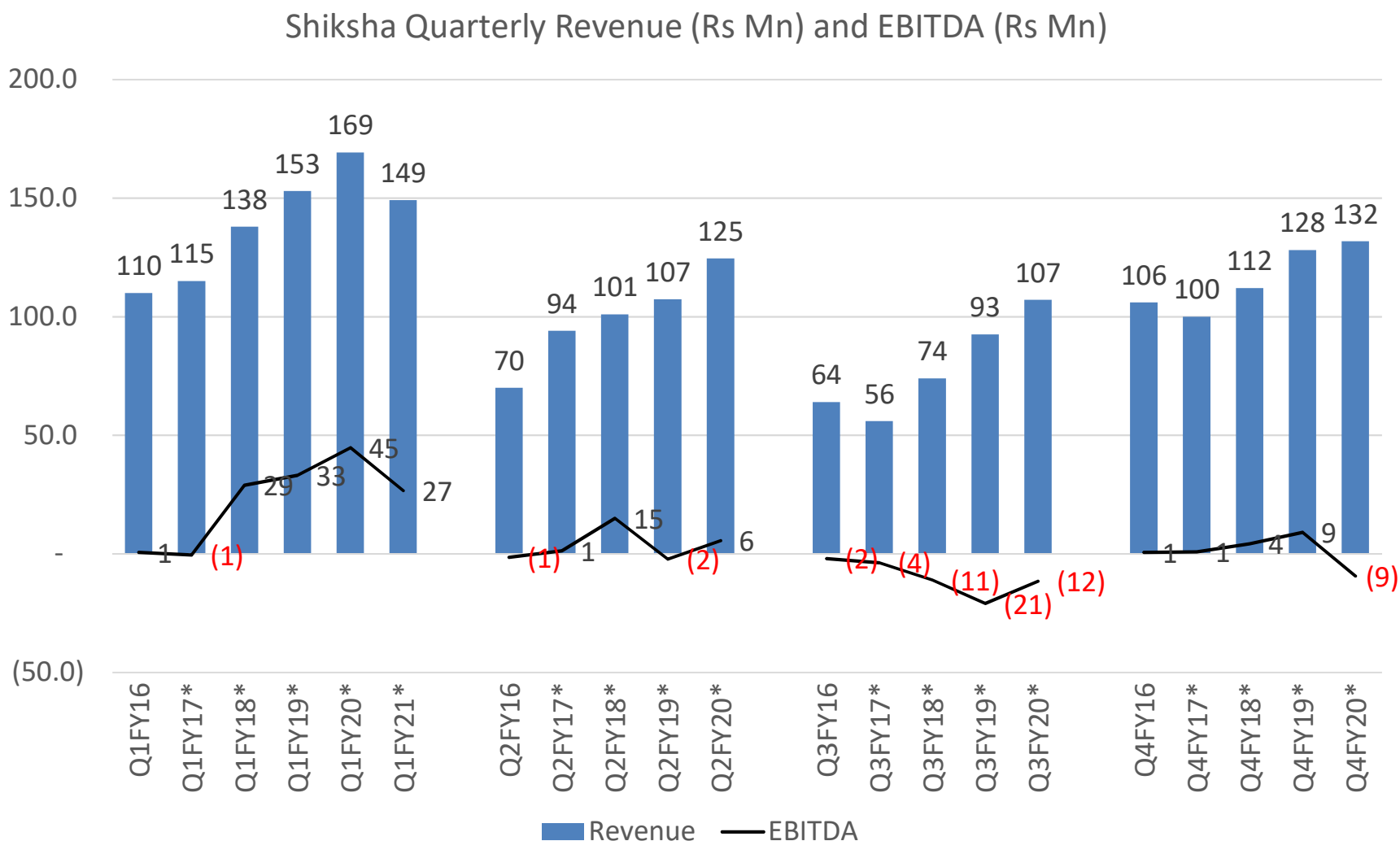
Domestic

- Print Media
- Online
 - Google
 - Pagalguy
 - HTcampus
 - Minglebox
 - Careers360
 - MBA Universe
 - CollegeDekho
 - CollegeDunia
 - Sarvgyan
 - Aglasem
 - Others

Study abroad

- Online
 - HotCourses India/ IDP
 - Studyportals
 - Masterstudies
 - Top mba / Top universities (QS)
 - Collegeboard
 - Yocket
 - Multiple Emerging start-ups
- Study Abroad consultants

Shiksha – Quarterly financials



Shiksha cumulative cash loss (management estimate) at Rs 367 MN . Above numbers are segmental financials for Shiksha 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 investment as of Sept'10, 2020 (Rs Mn)	Approx. diluted and converted shareholding % (Actual)
Zomato Media Pvt Ltd.	www.zomato.com	1,522	22.20%
Etechaces Marketing and Consulting Pvt Ltd.	www.policybazaar.com	5,758	15.10%
Happily Unmarried Marketing Pvt Ltd.	www.happilyunmarried.com	323	29.99%-32.71%
NoPaperForms Solutions Private Limited	www.nopaperforms.com	337	48.10%
International Educational Gateway Private Limited	https://www.univariety.com/	205	37.90%
Agstack Technologies Private Limited	http://www.gramophone.in/	204	33.21%
Bizcram Infotech Private Limited	https://www.shoekonnnect.com	213	28.22%
Medcords Healthcare Solutions Private Limited	http://www.medcords.com/	96	15.76%
Printo Document Services Private Limited	http://www.printo.in/	159	25.12%
Shop Kirana E Trading Private Limited	http://shopkirana.com/	604	25.36%
Greytip Software Private Limited	https://www.greythr.com/	350	20.25%
Metis Eduventures Private Limited (Adda_247)	https://www.adda247.com/	280	16.97%
Terralytics Analysis Private Limited (Teal)	https://www.tealindia.in/	50	20.00%
LQ Global Services Private Limited	https://www.legitquest.com/	15	16.67%
Llama Logisol Private Limited (Shipsy)	https://shipsy.in/	50	10.00%
Sunrise Mentors Pvt Ltd (Coding Ninja)	https://www.codingninjas.com/	371	25.00%
Qyuki Digital Media Private Limited	https://qyuki.com/	252	5.36%
Dotpe Private Limited	www.dotpe.in	104	7.48%
Intellihealth Solutions Private Limited	www.truemeds.in	37	17.80%
Fanbuff Esports India Private Limited	https://fanclash.gg	35	20.00%
Rusk Media Private Limited	www.ruskmedia.com	35	10.00%
Bulbul Shopping Network Pte Ltd	-	480	17.82%
Sub Total	-	11,480	

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; 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) – Studypalaces, 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		
		FY18	FY19	FY20	FY18	FY19	FY20
Partly owned subsidiary							
Applect Learning Systems Pvt Ltd.	www.meritnation.com	308.36	347.66	245.75	(130.92)	(224.87)	(211.89)
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.diolabs.com						
IdeaClicks Infolabs Private Ltd.	www.zippserv.com						
Kinobeo Software Pvt Ltd.	www.mydala.com						
Green Leaves Consumer Services Pvt. Ltd.	www.bigstylist.com	8,650.63			(1,492.06)		
Mint Bird Technologies Pvt. Ltd.	www.vacationlabs.com		19,775.33			(26,174.74)	
Rare Media Company Pvt. Ltd.	www.bluedolph.in						
Wishbook Infoservices Pvt Ltd	www.wishbooks.io						
NoPaperForms Solutions Private Limited	www.nopaperforms.com			38,530.19			(27,118.30)
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	N.A.					
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/		N.A.				
LQ Global Services Private Limited	https://www.legitquest.com/						
Sunrise Mentors Private Limited	https://www.codingninjas.com/						
Total	Total	9,374.67	20,298.61	38,775.94	(1,875.13)	(26,465.59)	(27,330.19)

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

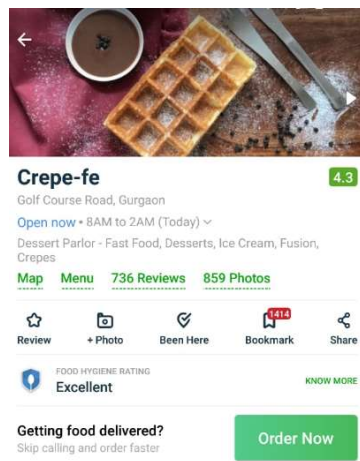
Zomato



Zomato is world's leading restaurant search, discovery and transaction platform

Zomato has three key businesses

1. Listings & Reviews



- Launched in 2008
- Present in 24 countries
- 1.5m+ high quality restaurant listings with up to date scanned menus, photos and user reviews

Largest restaurant reviews & ratings platform

2. Food Delivery



- Launched in 2015
- Present in India
- Hybrid delivery model – combination of self fulfilled and restaurant fulfilled orders

One of the leading food delivery players

3. Subscription Programs



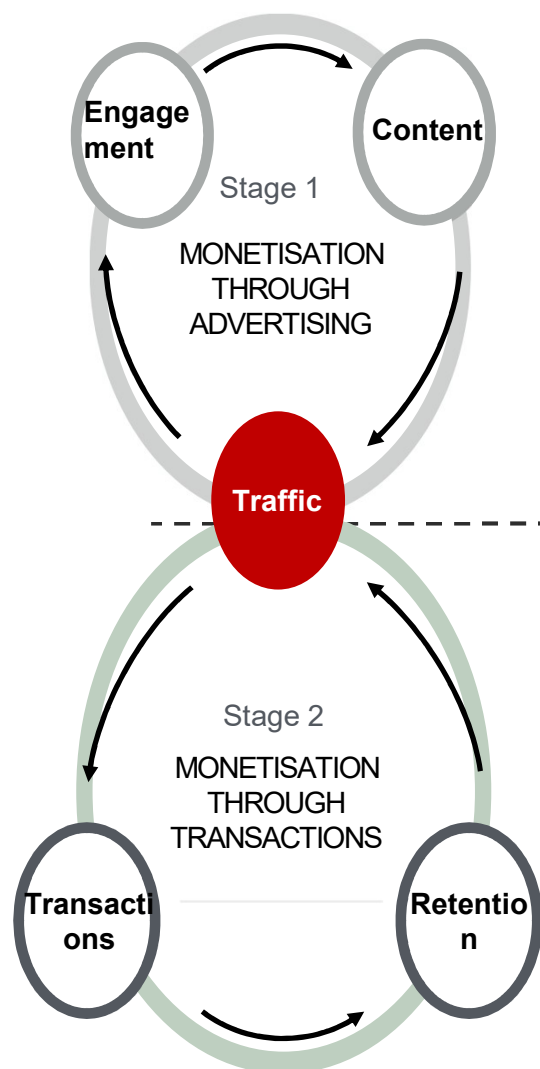
- Launched in 2017 as Zomato Gold, Re christened as Zomato Pro now.
- India and international presence
- Privileged membership programs; privileges are funded by restaurants

One of its kind, unique membership program

Other key investors in Zomato – Alipay, Sequoia, VY Capital and Temasek

Growth is fuelled by two self feeding “flywheels”, that define Zomato’s unique business model

Multiple use cases across dining-out and food delivery result in strong network effects



STAGE 1 – LISTINGS AND REVIEWS

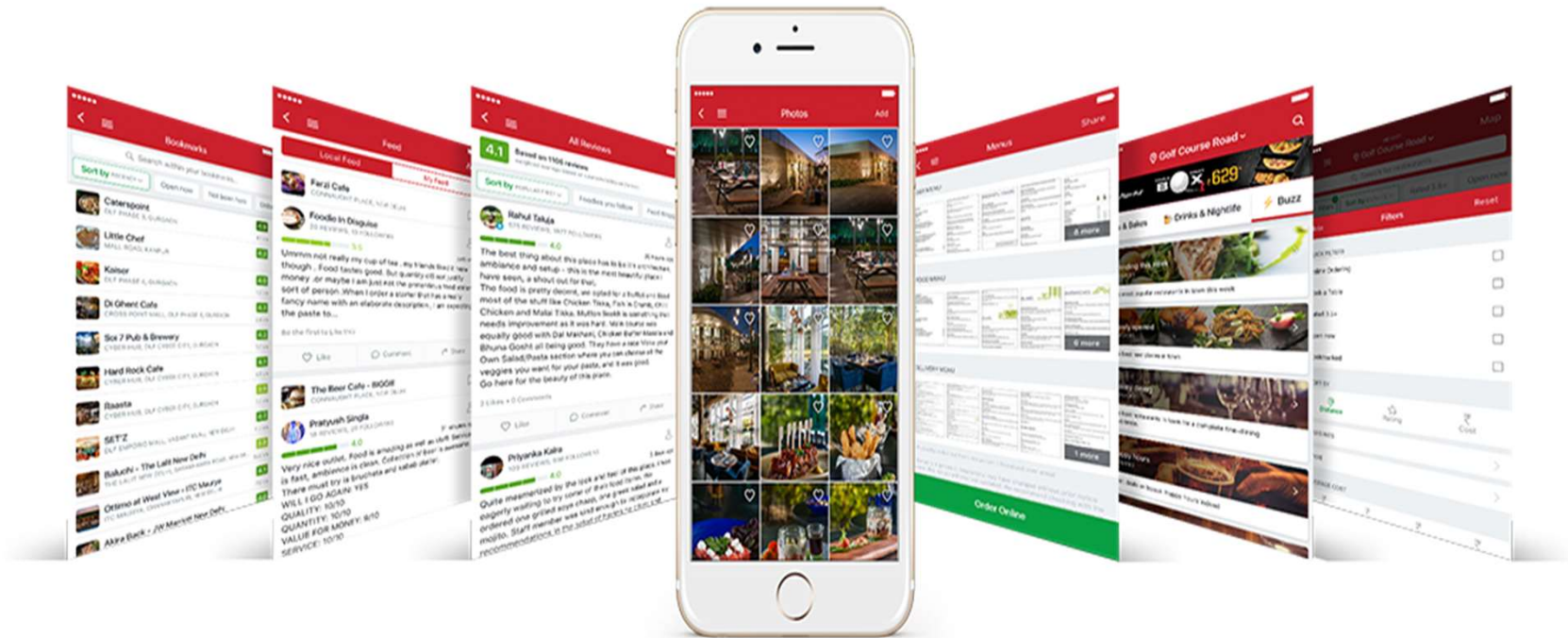
- ✓ High quality, exhaustive restaurant listings (*using a combination of tech and human output*) yield large organic traffic
- ✓ Users engage with the platform to write reviews and upload photos - further enriching our content

STAGE 2 - TRANSACTIONS

- ✓ Traffic from search/recommendations product naturally drives transactions off-take, without having to spend on marketing and discounts
- ✓ Users who transact on Zomato visit us more often than users who don't - further increasing traffic and hence adding back to the first flywheel

Highly interactive platform ensures high user and restaurant engagement

infoedge



Bookmark

Retrieval of favorite places with a single click

Social Feed

Latest updates from friends and foodies

Reviews & Ratings

Description and rating of user experiences

Photos

High quality user generated content

Menus

Comprehensive and updated menus


Customized Collections

Trend-based, curated group of restaurants

Advanced Search

Multi-dimensional filters for targeted search

Users can also order food and reserve tables at restaurants with a click of a button



policybazaar.com
Compare. Buy. Save.
An ISO 27001:2013 certified company

LIFE INSURANCE ▼ HEALTH INSURANCE ▼ MOTOR INSURANCE ▼ OTHER INSURANCE ▼ RENEWAL SUPPORT ▼ MY ACCOUNT

India's Best Insurance Destination

- Term Life
- Health
- Life Insurance Investment
- Car
- Two Wheeler
- Travel
- Term Life 100yrs+ New
- Child Plans
- Retirement Solutions
- Guaranteed Plans
- Zero Commission Investment Plans
- Home Insurance

Also See : [Group Mediclaim](#) [Corporate Insurance](#) [Cancer](#) Group Companies : [Free CIBIL Score \(Paisabazaar\)](#) [Etecharges](#)

PolicyBazaar

- PolicyBazaar is India's online price comparison site for insurance
 - Significant value add to individuals and Financial Institutions for policy related decision-making
- A leader in its category
 - Captures an estimated 90% share of insurance comparison & 50% of online Insurance transactions
- Huge potential in the market
 - Currently less than 4% of the Indian population is insured
- Other key investors in Policybazaar include – Softbank, Temasek, Tencent, Tiger Global

Ustraa

- Ustraa raised 50 crores from IIFL in July.
- Sales slowly coming back to pre Covid levels. Currently at 60% aim to be 100% of pre Covid levels by Oct
- Company seeks to strengthen its essential item portfolio and are launching more products like Disinfectant sprays, Hand washes.
- Launch of hair care products too is being planned for Sep.
- A print and Media campaign targeting Punjab and J&K as a pilot is being tried to boost offline sales. This activity will run for 6 weeks.

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

- Green Building
- Silver Certification
- By Indian Green Building Council (IGBC)



Improved Indoor Air Quality at Noida / NCR Offices –

- Outside PM 2.5 - 881, Inside PM 2.5 – 20.
- 73% Employees have advantage of cleanest air being at IEIL (3394 out of 4653 Employees)



Conserving Precious Natural Resource – Water

- 105 Nos. of Aerators in use
- **7,00,000 liters conserved / year**



Energy Conservation / Optimization

- 3200 Nos. LEDs and 22 Nos. VFDs in use
- **Optimized - 2,00,000 Units / Year**



Commitment for a Green Future

- **Electric Vehicle** - starting to use one electric vehicle for various within city travel needs
- **Electric Vehicle Charging Station** - One in place at IEIL's Noida office & another one to go live soon... to spread awareness and to encourage employees for use of EV's



Commitment for a Green Future

- **Solar Power** (50 KW Onsite) - under implementation stage - in 45 days
- **Plantation Drive** – to give back to nature, spread awareness & encourage employees for greener environment & future

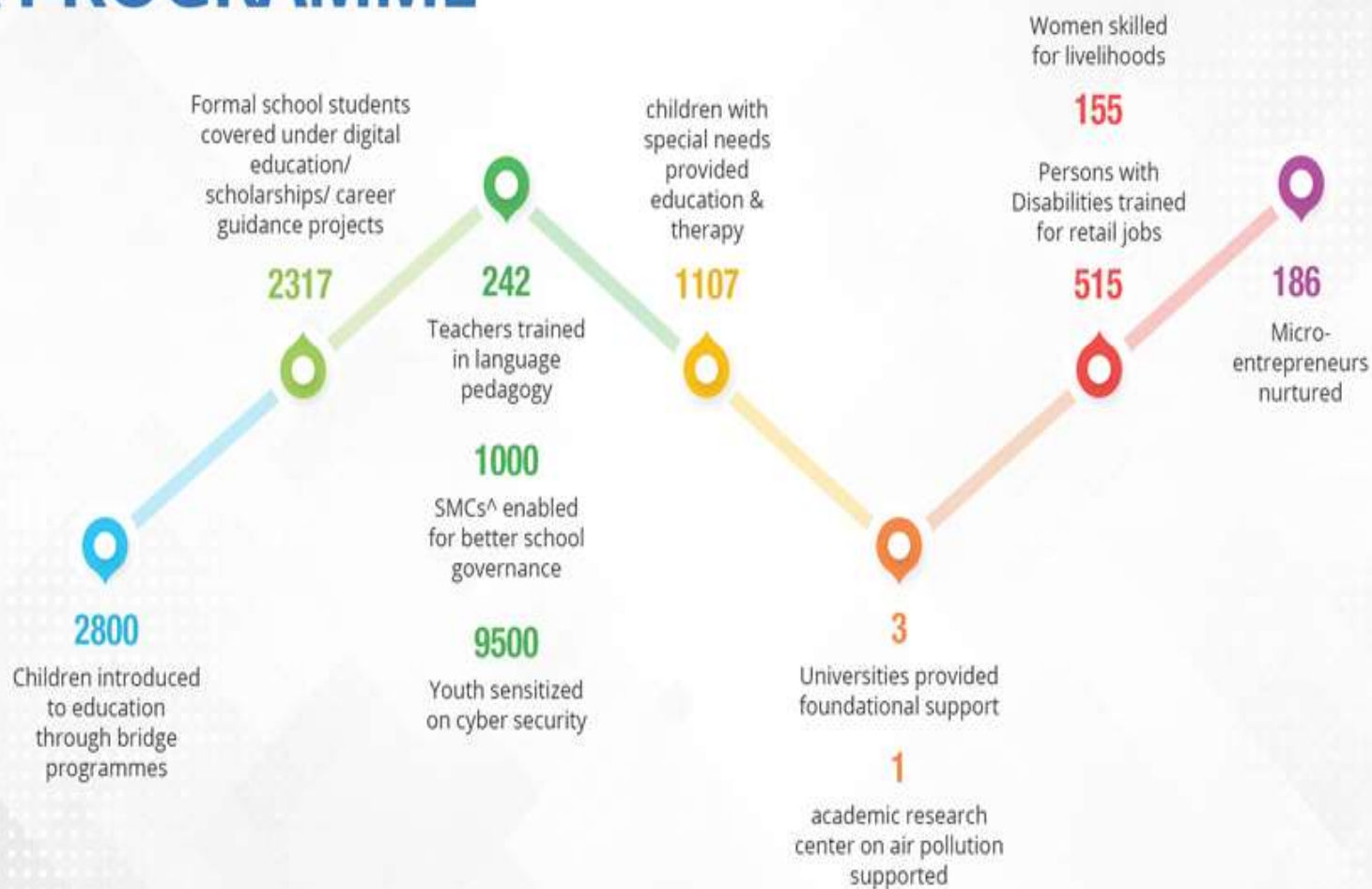


CORPORATE SOCIAL RESPONSIBILITY

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



DIRECT IMPACT OF OUR KEY CSR PROGRAMME*



Beneficiaries of grants made from FY 2014-15 to FY 2019-20 as on March 31, 2020 | ^SMCs- School Management Committees of Delhi government schools

Team

Management Team NHSB2

Name	Age	Qualification	Designation/Role	Previously worked with	Year of joining
Sanjeev Bikhchandani	56	B.A Arts&Humanities M.B.A Marketing IIM Ahmedabad	Founder And Executive Vice Chairman	Lintas, Glaxo Smith Kline	1995
Hitesh Oberoi	47	B.Tech IIT, M.B.A IIM Bangalore	Managing Director And CEO	Hindustan Lever Limited	2000
Harpuneet Singh Rekhi	40	B.Com, M.Sc Information Technology	Senior Vice President Engineering	Aspen Communications	2006
Sharmeen Khalid	48	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	Sr. 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

Slide 75

NHSB2

Senior Management from QIP doc

Nivedita H S Bhaskar, 9/1/2020

Management Team

Name	Age	Qualification	Designation/Role	Previously worked with	Year of joining
Abhinav Katiyar	38	B.Tech	Senior Vice President Engineering	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
Tirthankar Dutta	39	B.Tech IT West Bengal University of Technology	Senior Vice President Information Security	Expedia	2016
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	Senior 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
Raghavendra Kulkarni	36	B.E Arts Pune University M.B.A Purdue University	Executive Vice President	Amazon	2019
Vibhore Sharma	45		Head Tech Investments	PIONEER O LTD	2020

About 10% of the total employees are covered under ESOP

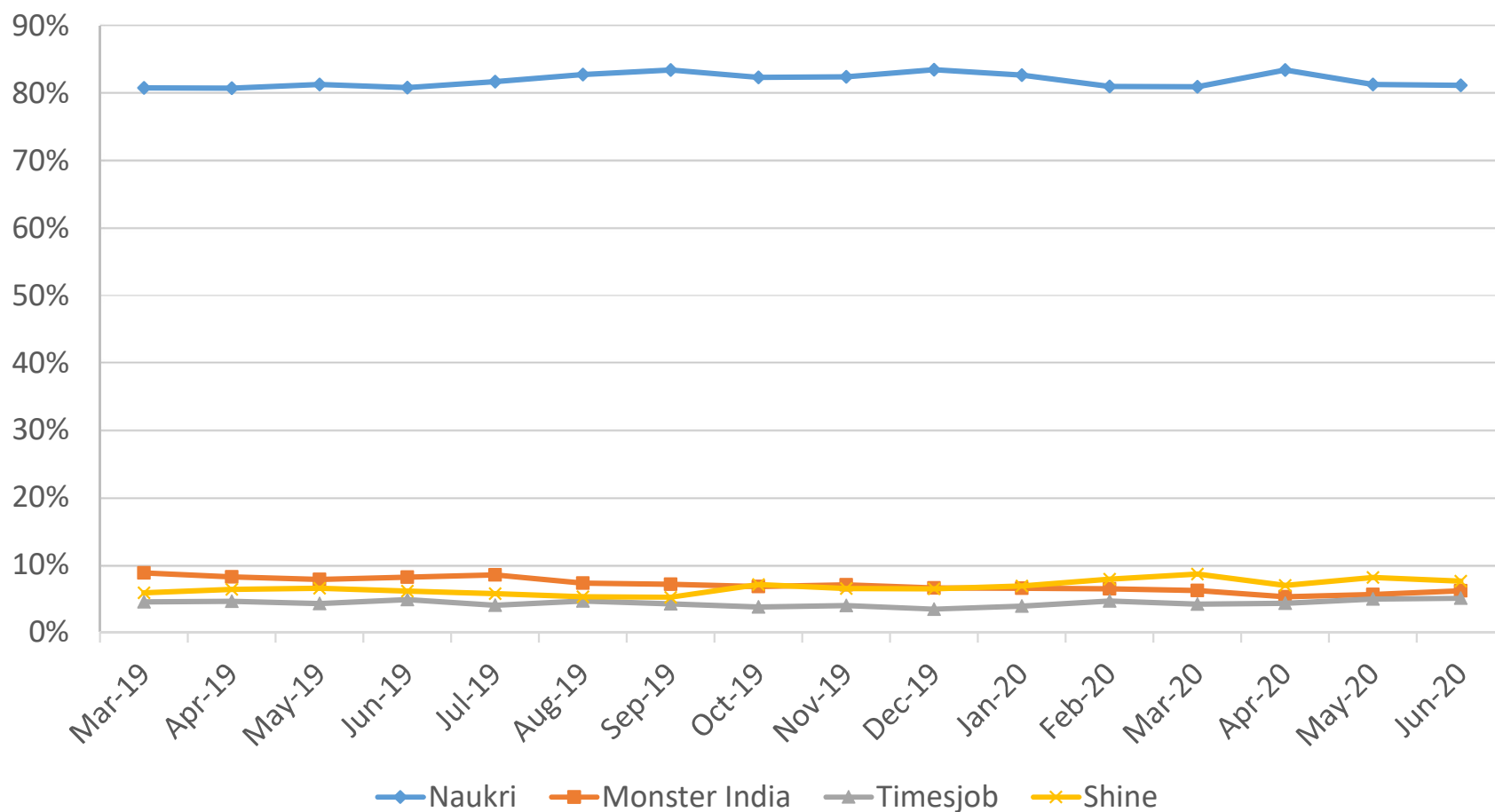
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Annexures

Naukri has dominant traffic share

Traffic from desktops based on time spent – excluding indeed

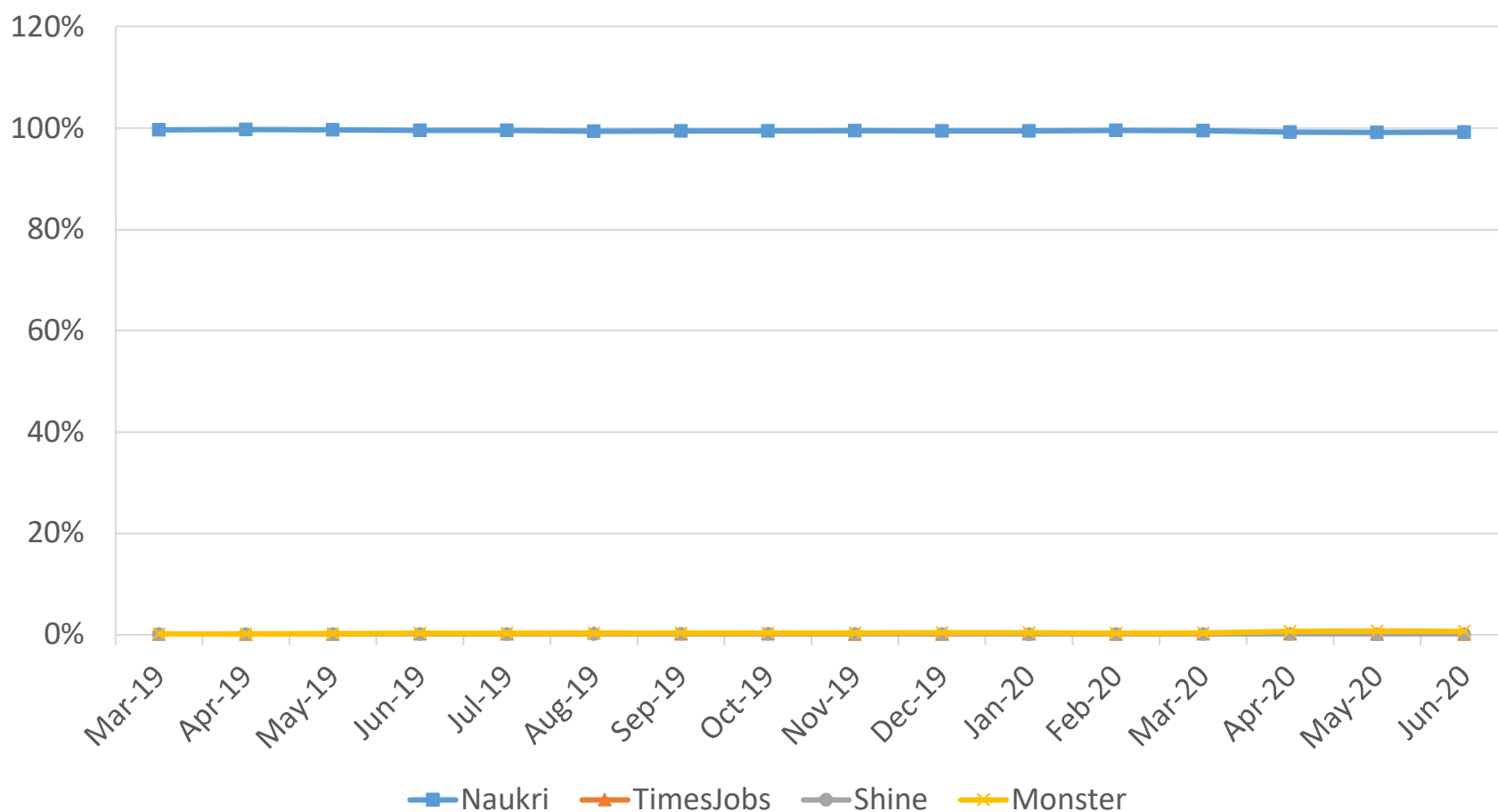


Source: SimilarWeb

Above chart excludes LinkedIn since much of the traffic may not pertain to job
Similarweb revised the algorithm for calculating time share through app in Q3'20

Naukri has dominant traffic share

Android App traffic share based on time spent – excluding indeed



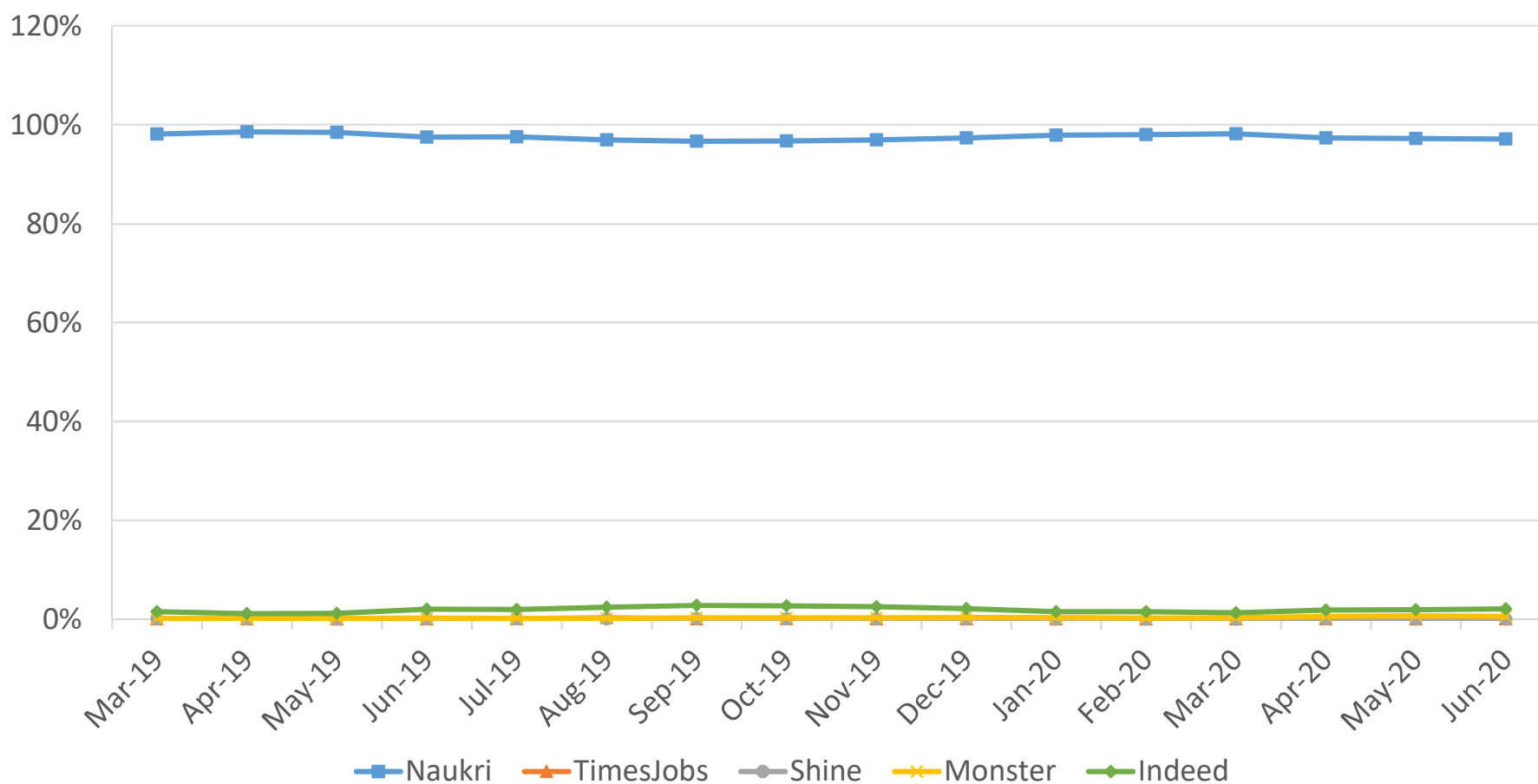
Source: SimilarWeb

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

- ~70% of Naukri's traffic comes through Android / iOS apps and mobile site
- Similarweb revised the algorithm for calculating time share through app in Q3'20

Naukri's traffic share

Naukri's Desktop traffic based on time spent – including Indeed



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

