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Info Edge (India) Limited

India's internet classifieds company

Aug , 2021

Disclaimer

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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, 2021 or for the quarter ended June 30, 2020, unless indicated otherwise.
- Q1 FY22 or Q1 FY 21-22 means the period commencing on April 01, 2021 and ending on June 30, 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.

Index

Info Edge – Leading Online Classified Businesses in India

naukri.com
India's No.1 Job Site

Online Recruitment Search engine

99acres.com®

Online Real Estate Search Portal

Jeevansathi.com®
Be found

Online Match making (Matrimony) Portal

shiksha

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 ~13.98%*^

Other investments include NoPaperForms (Advanced enrolments management platform, 48.10%), Univariety (Guidance on careers, admissions and tests ,37.90%), Gramophone (Agri-Inputs e-commerce, 32.62%), Shoekonnect (B2B footwear marketplace, 28.01%), Printo (Retail chain providing print and document services, 25.10%), Medcords (Heath care Tech Platform, 15.76%), Shopkirana (B2B grocery delivery platform, 25.36%), Adda (Govt Job Preparation Platform, 16.97%), Shipsy (Digita Logistics ecosystem, 22.45%), Legitquest (SaaS Product for intersection of Tech and Legal utilizing Machine Learning, 20.00%), GreytHR (HR & Payroll SaaS Company 20.25%), Teal (Platform for real Estate intelligence and analytics, 20.00%),Coding Ninjas (25.00%), 4B Networks Pvt. Ltd (12.26%), Crisp Analytics Pvt Ltd(2.50%), Unbox robotics Labs Private Limited (1.46%) Attentive AI Solutions Pvt Ltd (0.80%), Brainsight Technology Private Limited (4.00%), Ray IOT Solutions Inc (1.50%), 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 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 though subsidiary companies – in partnership with Temasek (8.26%)

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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.

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Key Financials- Qtrly Update

All numbers in Rs MN except %

Description	Q1'22	Q1'21	YOY	Q4'21	QoQ
Billing					
Info Edge *	3142	1886	66.6%	4156	(24.3%)
- Recruitment	2435	1402	73.6%	2987	(18.4%)
- 99Acres	223	140	59.6%	717	(68.8)
- JS	251	228	10.2%	267	(5.9)
- Shiksha	232	115	101.9%	193	20.2
Revenues					
Info Edge *	3197	2801	14.1%	2900	10.2%
- Recruitment	2225	2001	11.2%	1986	12.0%
- 99Acres	491	424	15.8%	500	(1.8%)
- JS	252	225	12.0%	259	(2.7%)
- Shiksha	227	149	52.3%	153	48.3%
Operating EBITDA %					
Info Edge *	31%	37.3%	(16.2%)	18.3%	69.3%
- Recruitment	56%	60%	(4.7%)	50%	12.0%

Financial performance

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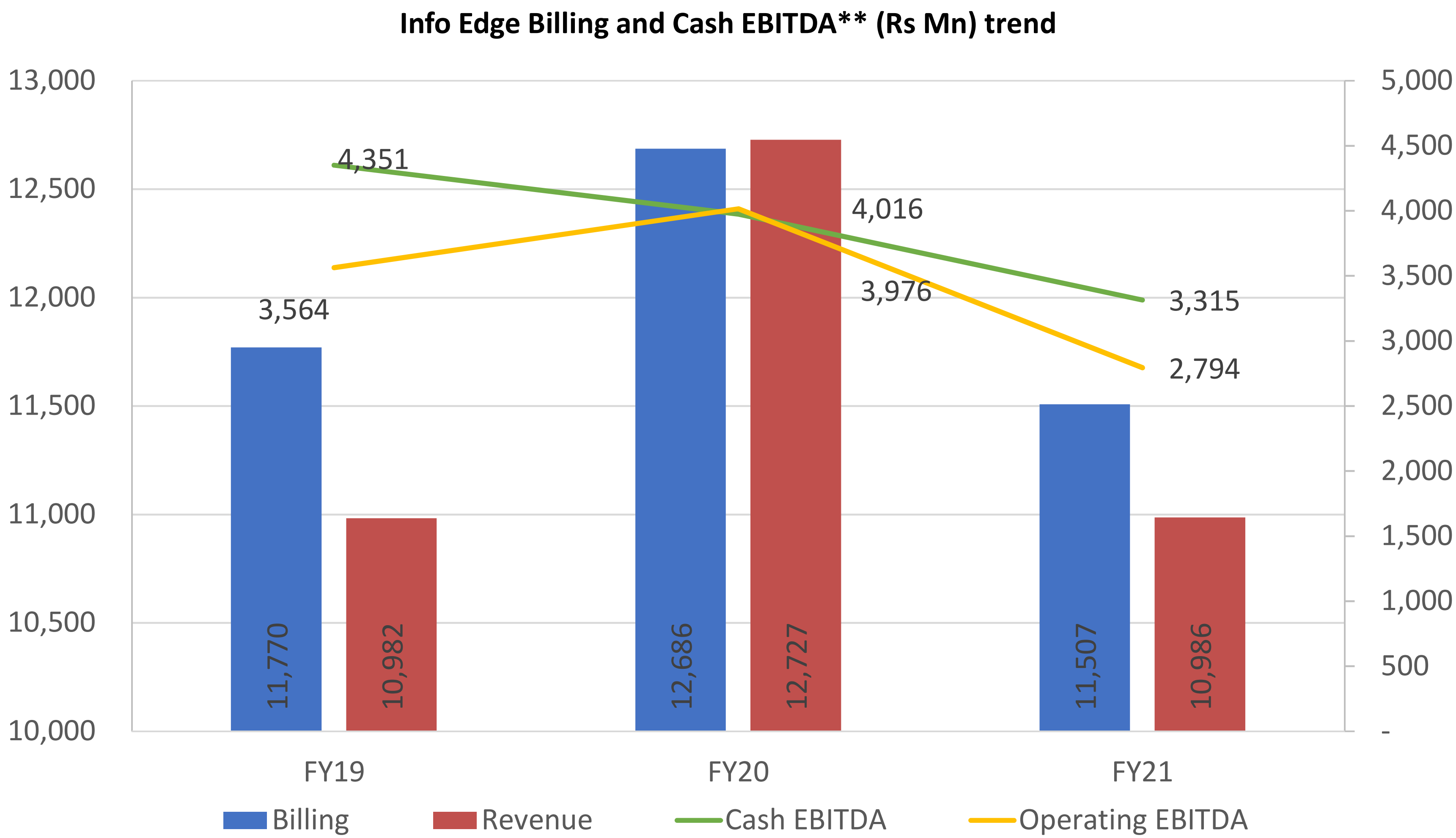

- IND-AS numbers for FY19-FY21;

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

Info Edge standalone financials .

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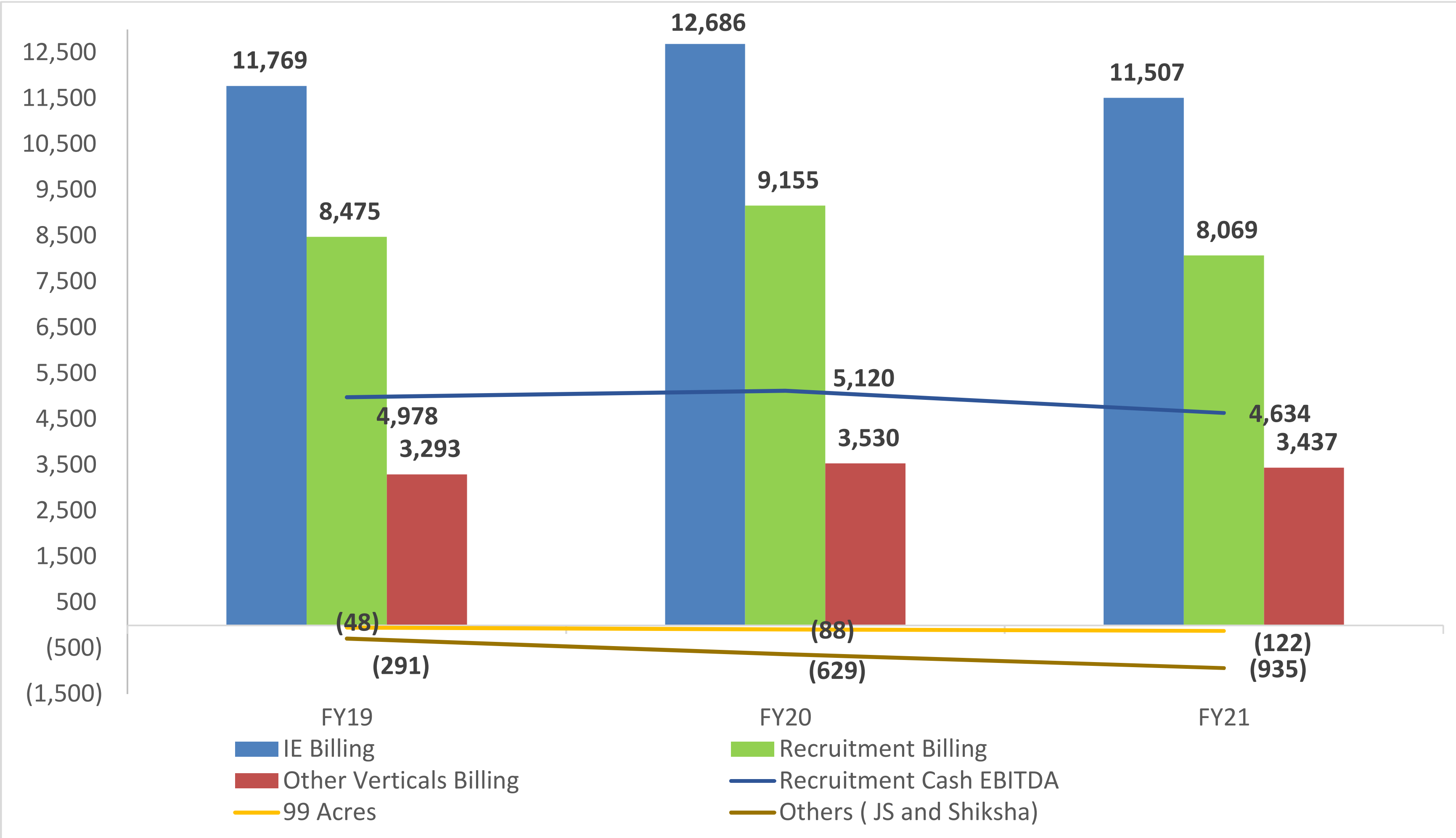
Billing and Cash EBITDA

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

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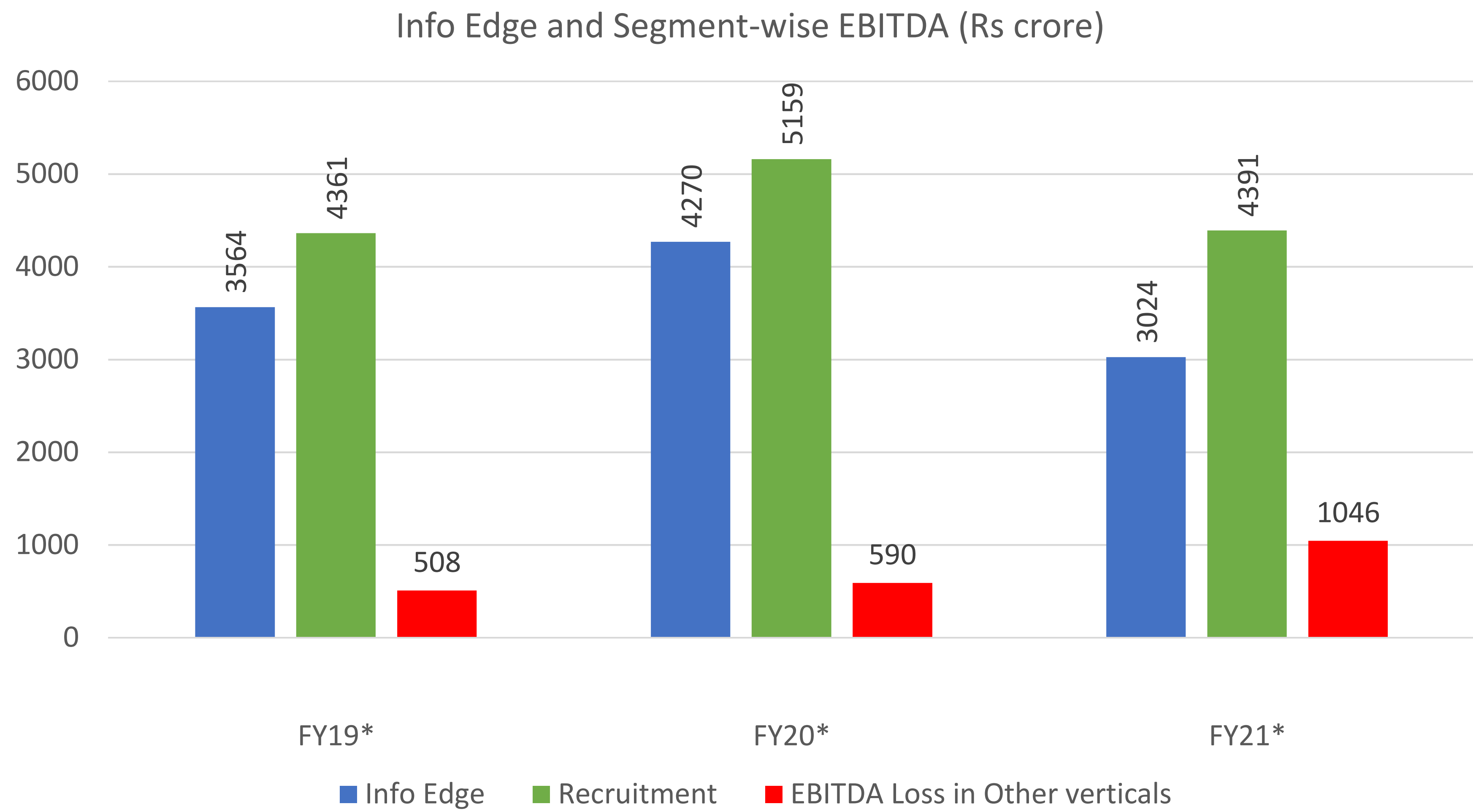
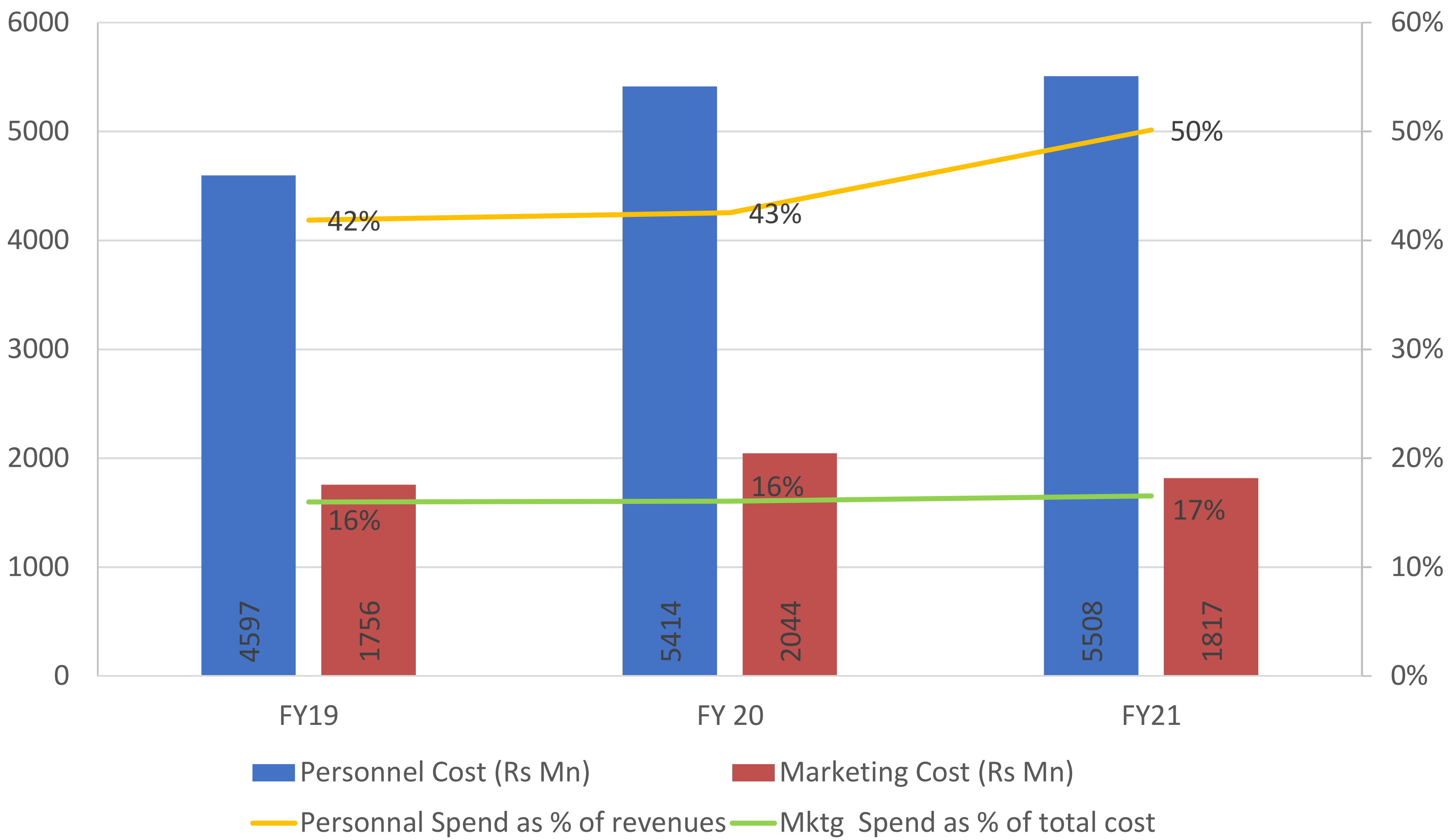
Operating EBITDA



- * 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.*

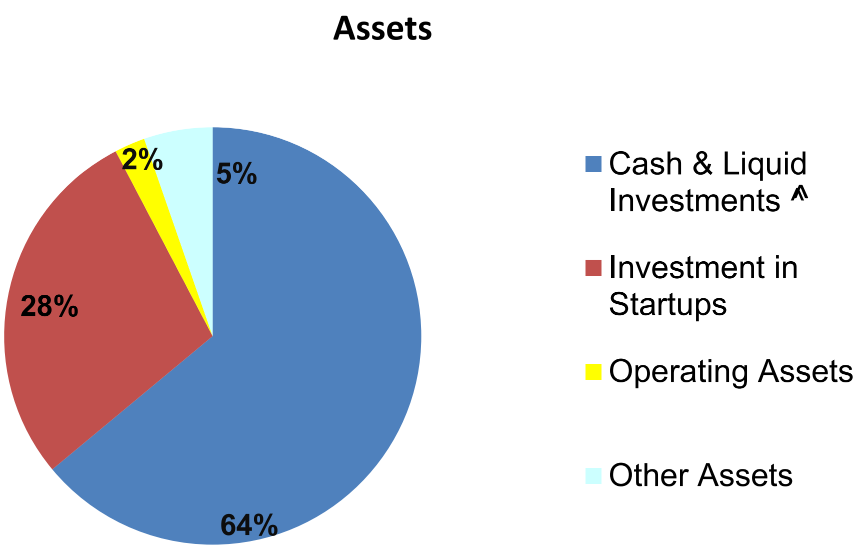
People, Brand and IP - Key Value Drivers for Info Edge



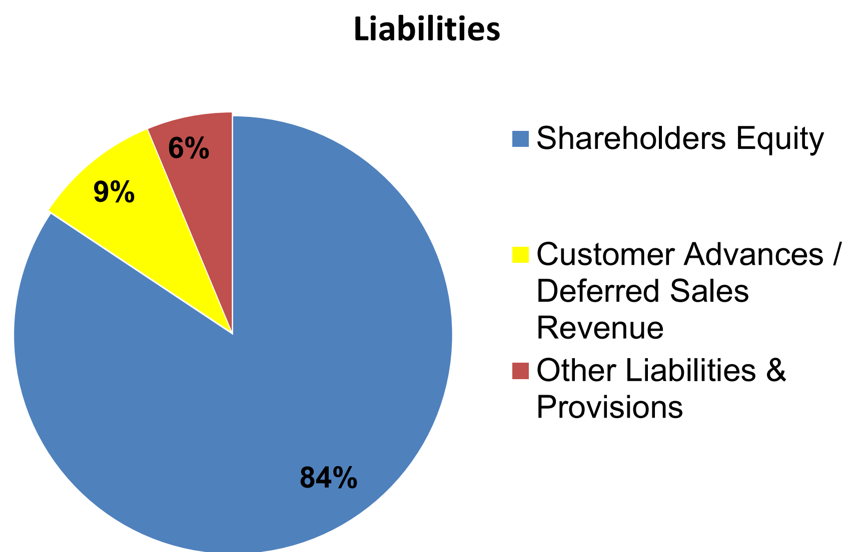
- Manpower and marketing constitute ~67% of our total standalone expenses
- *Info Edge standalone financials*

Assets and funds Allocation

As of June 30, 2021 #



Total: 54,161.34 Mn



Total: 54,161.34 Mn #

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

- 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

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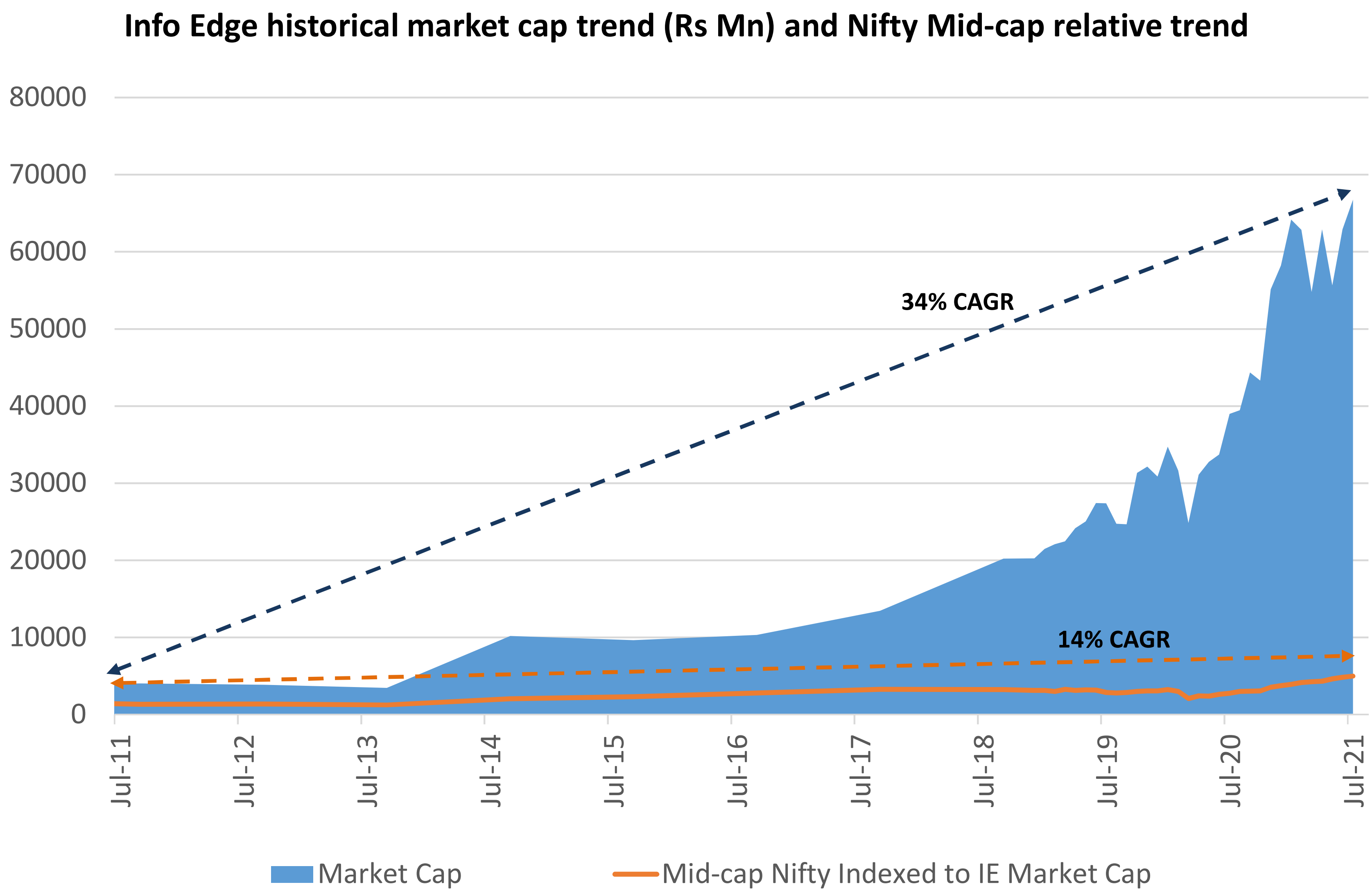
- Floated an AIF Class II Fund, in Jan'20 duly registered by SEBI, to fund investments unrelated to the core operating entity.
- An efficient setup for future fund raising and regulatory standpoint.
- Proposed corpus of the fund is Rs 7500 MN (around USD 100Mn). IEIL and its WOS in their capacity as LP, committed 3500 MN. 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.
- WOS of IEIL are the GP to this fund.

Market cap performance



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

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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 (54)
Whole-time Director and CFO
Chartered Accountant
Previously with Computer Associates, India

Non Executive

Kapil Kapoor (56)
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

Bala Deshpande (55)
Independent Director
MA Econ., MMS JBIMS
Sr. MD, New Enterprise Associates (NEA)

Sharad Malik (57)
Independent Director
B Tech IIT-D, MS, PhD, University of California
Chair-(Deptt. of Electrical Engineering), Prin ceton University

Geeta Mathur (54)
Independent Director,
Chairman, Audit Committee
Chatered Accountant
Associated with ICICI Bank, Helpage India, IPE Global.

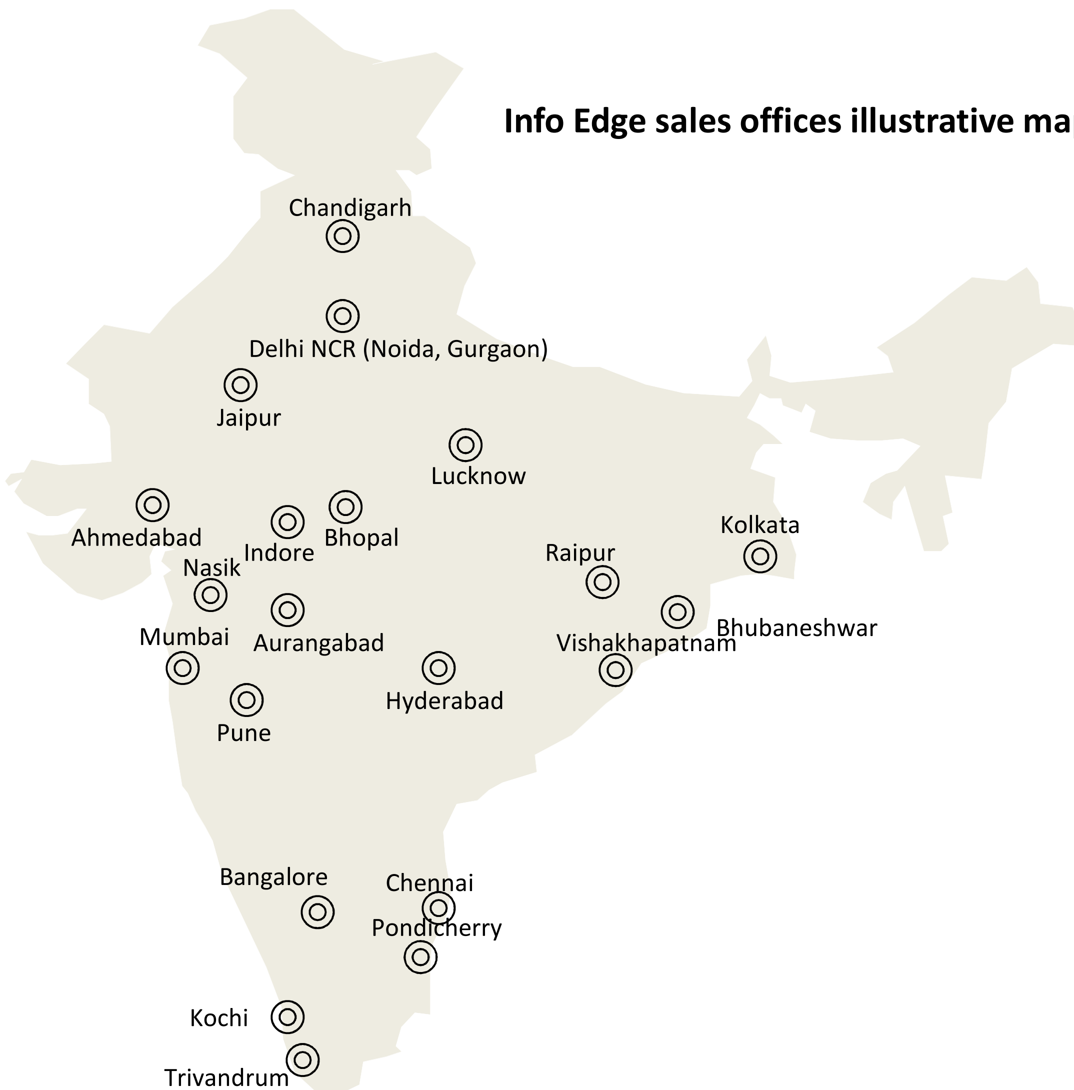
Naresh Gupta (54)
Independent Director

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

Previously MD, Adobe India

Ashish Gupta (54)
Independent Director
B Tech IIT-K, Doctorate from Stanford University
Founder Tavant Technologies, Junglee; Amazon

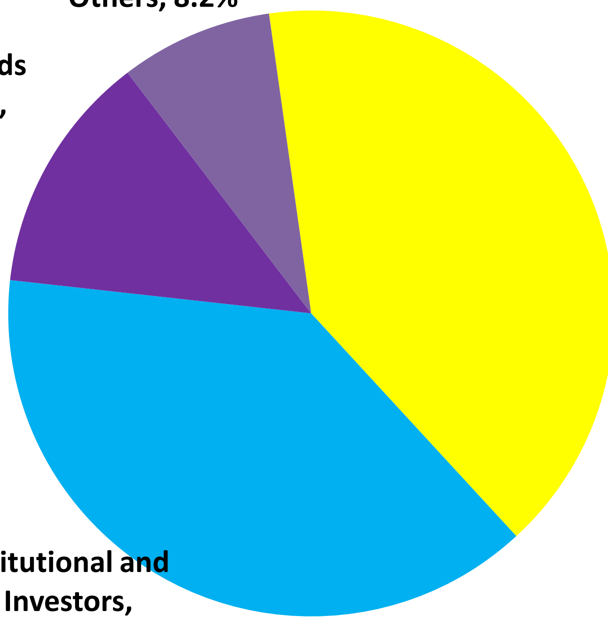
Nationwide sales/customer interface infrastructure



Geographical Spread as on date

- Nation wide coverage through 66 company branch offices in 45 cities in India
- 2,808 sales/ servicing/ client facing staff or 63% of the company's workforce of 4,489.

Shareholding

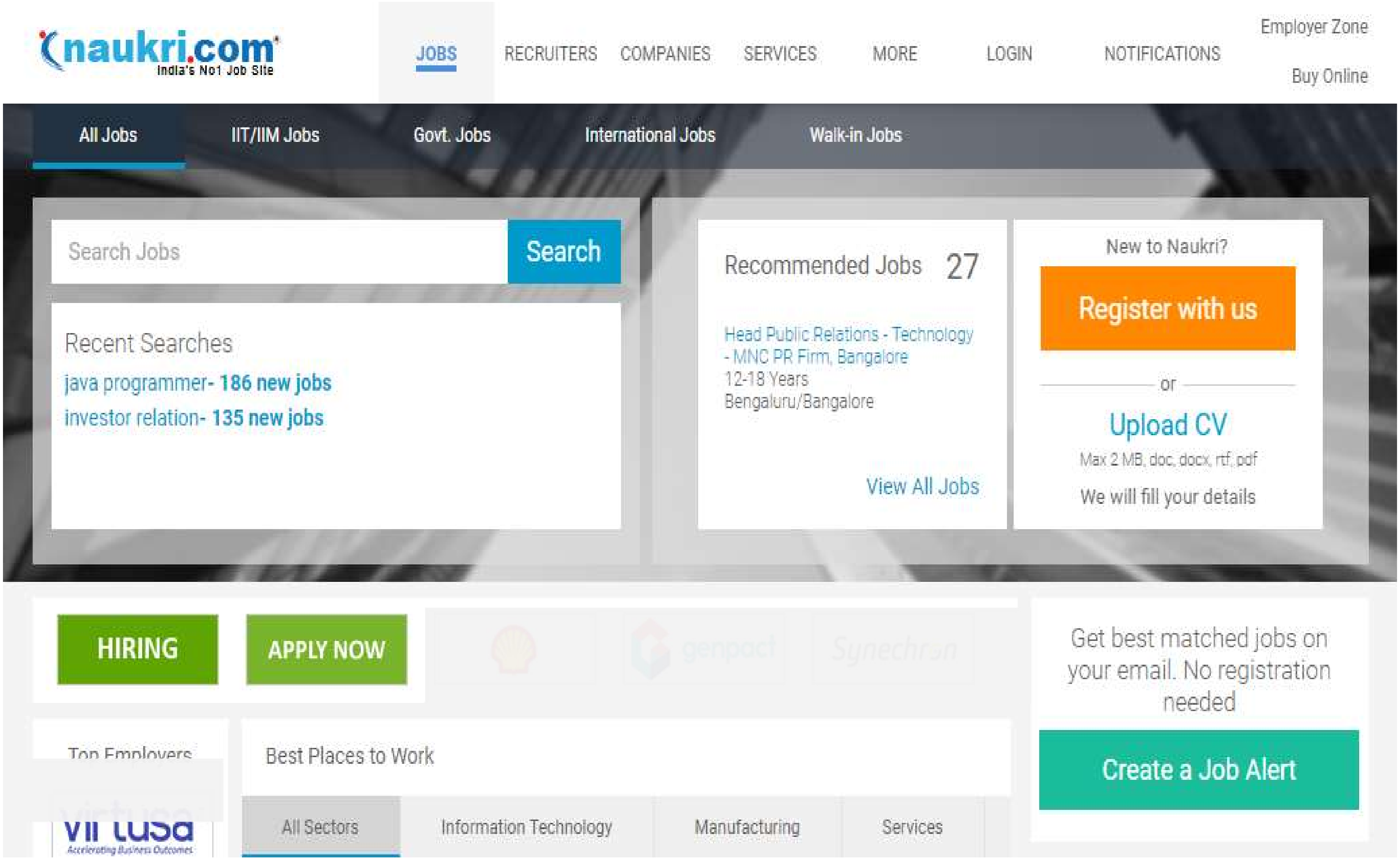


As of 1st August, 2021

MFs/ FPIs/ FIIs/ Banks	% Holding
Axis Mutual Fund + Schroders	7.05%
Nalanda	3.00%
UTI -various	2.20%
Ward Ferry	2.16%
Vanguard	2.05%
Ishares	1.93%
Nordea	1.55%
Arisaig	1.50%
Goldman Sachs EM Fund	1.46%
Stewart	1.31%
Wasatch - various	1.02%
Veritas Funds Plc	0.99%
Franklin Templeton MF	0.96%
Govt Pension Fund Global	0.85%
SBI	0.77%
BNY Melon	0.73%
ICICI Prudential	0.62%
People Bank of China	0.51%
Steadview	0.43%
California Public Employees Retirement Funds	0.42%

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


naukri.com
India's No1 Job Site
JOBS
RECRUITERS
COMPANIES
SERVICES
MORE
LOGIN
NOTIFICATIONS
Employer Zone
Buy Online
All Jobs
IIT/IIM Jobs
Govt. Jobs
International Jobs
Walk-in 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
HIRING
APPLY NOW
Get best matched jobs on your email. No registration needed
Create a Job Alert
Top Employers
Best Places to Work
All Sectors
Information Technology
Manufacturing
Services

Key operating metrics for Naukri

Daily activity on Naukri platform in Q1FY22

- 436 K job listings
- 16.1 K new resumes added
- 489 K resumes modified
- 5 mn recruiter email connects
- Avg. 690 K resume searches daily

Dominant Traffic Share among peers

76 Million Resumes

67 k Job Seekers availed premium services

57,360 k Unique Clients[#]

Based on IND-AS revenue

Naukri traffic share among traditional job sites

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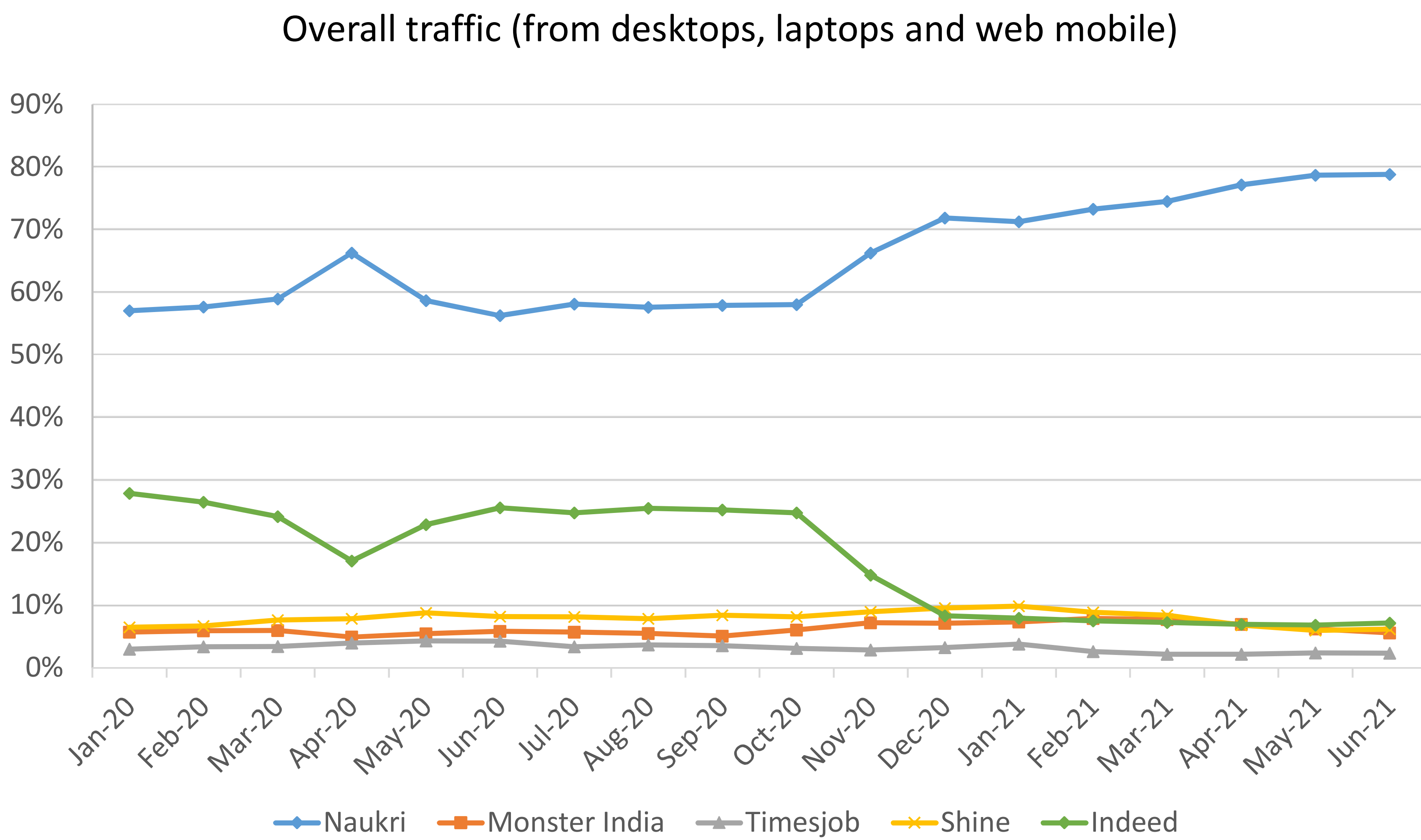


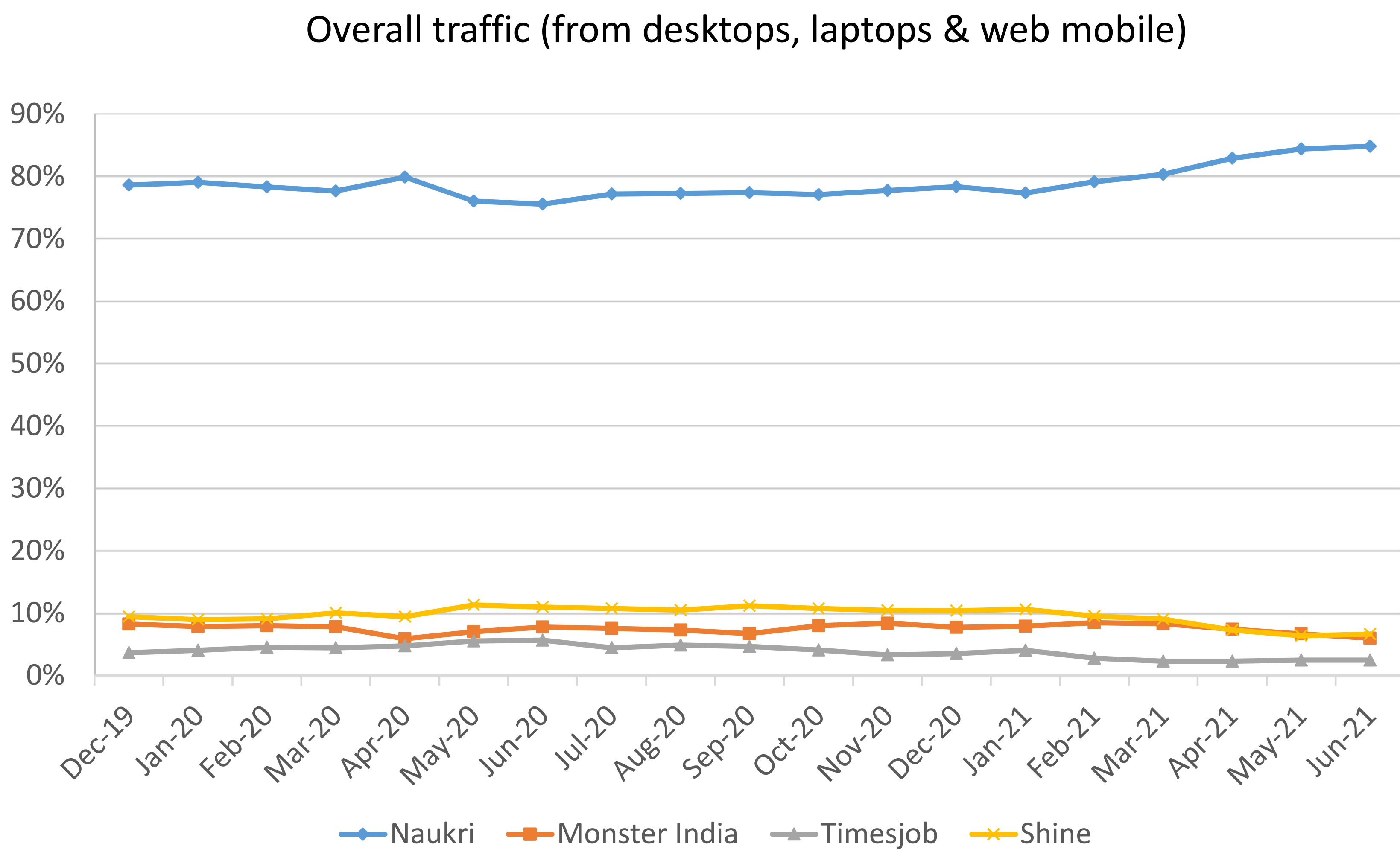
Source: SimilarWeb

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



Source: SimilarWeb

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

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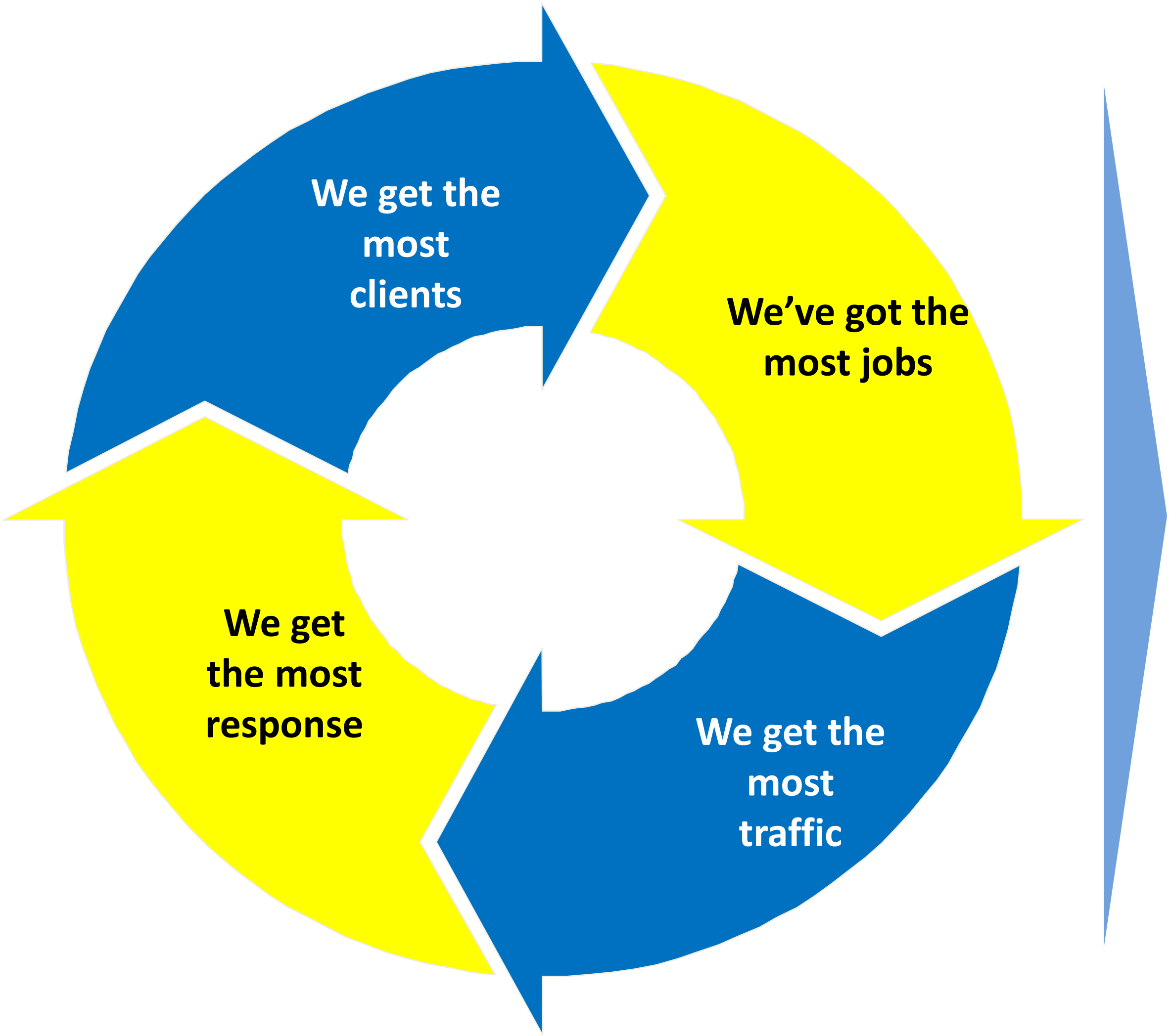
Naukri is a business of the virtuous circle



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

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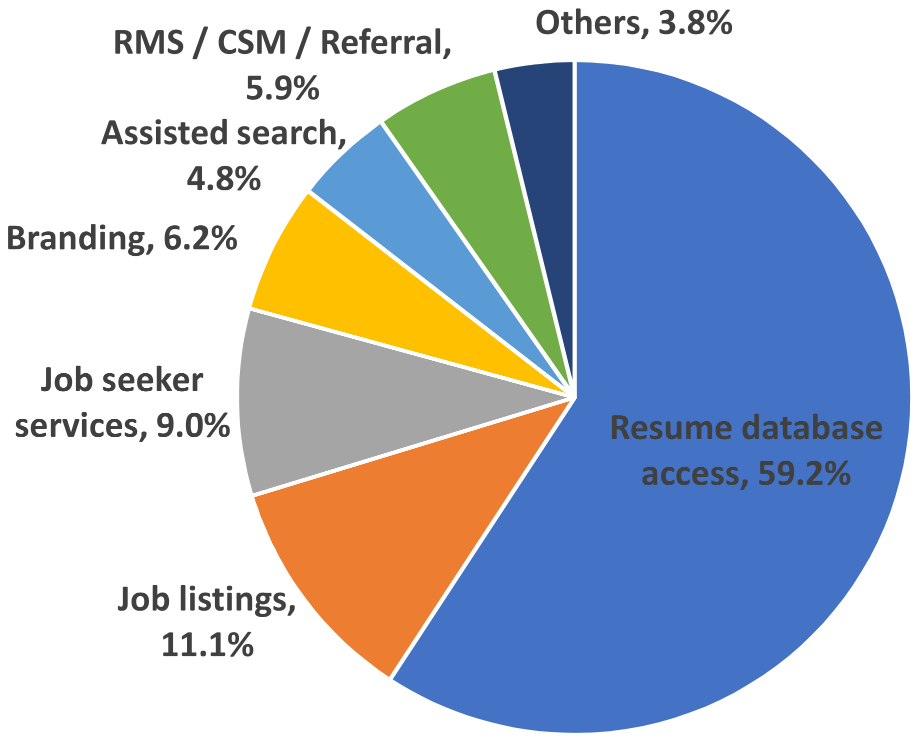
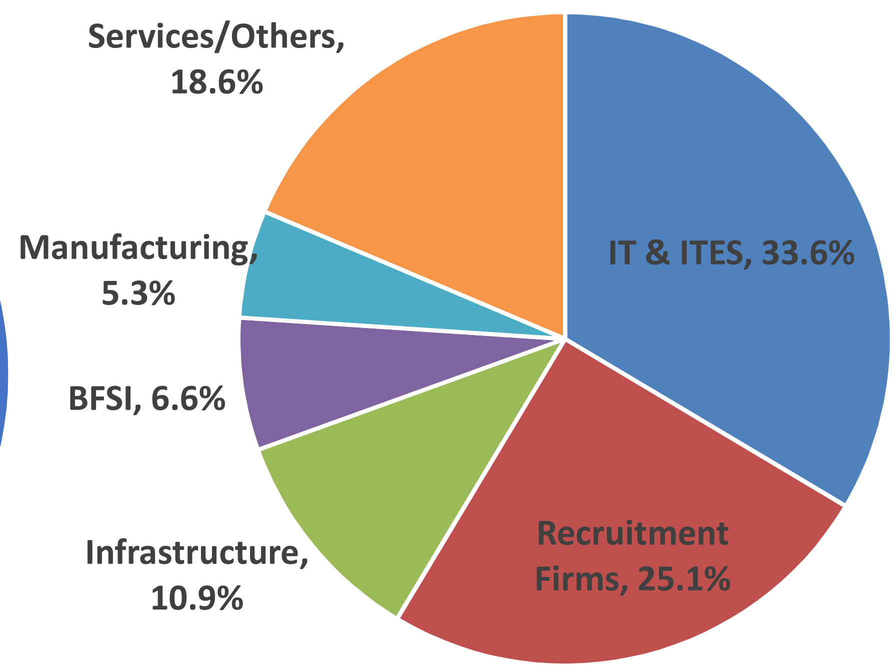
Breakdown of revenue by Product and Industry

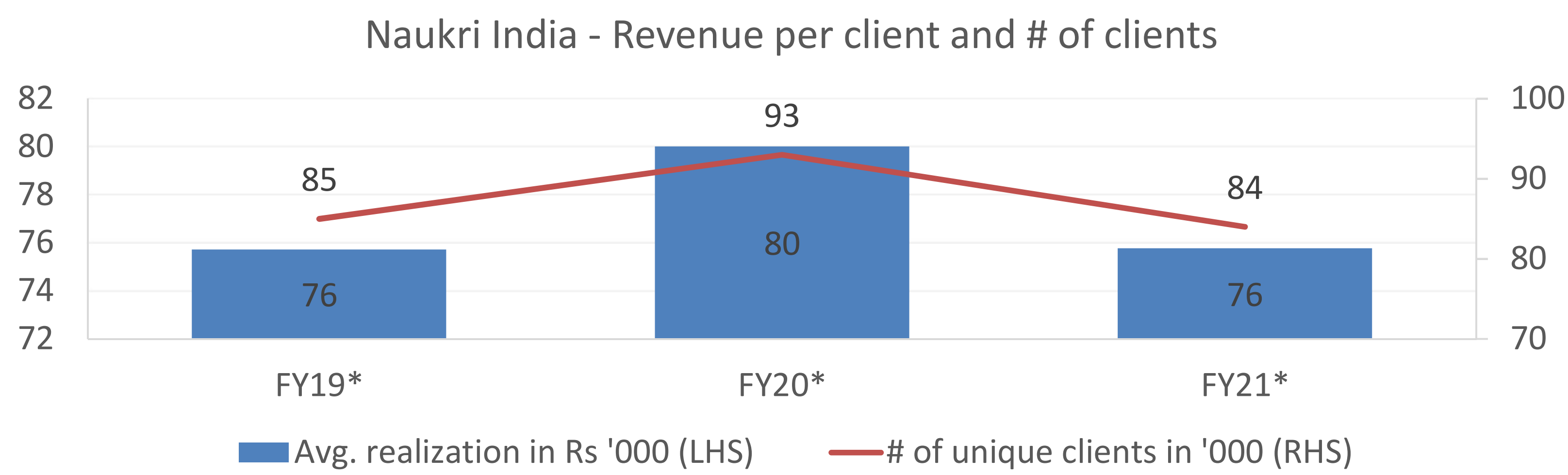
Data for trailing 12 months to June 2021

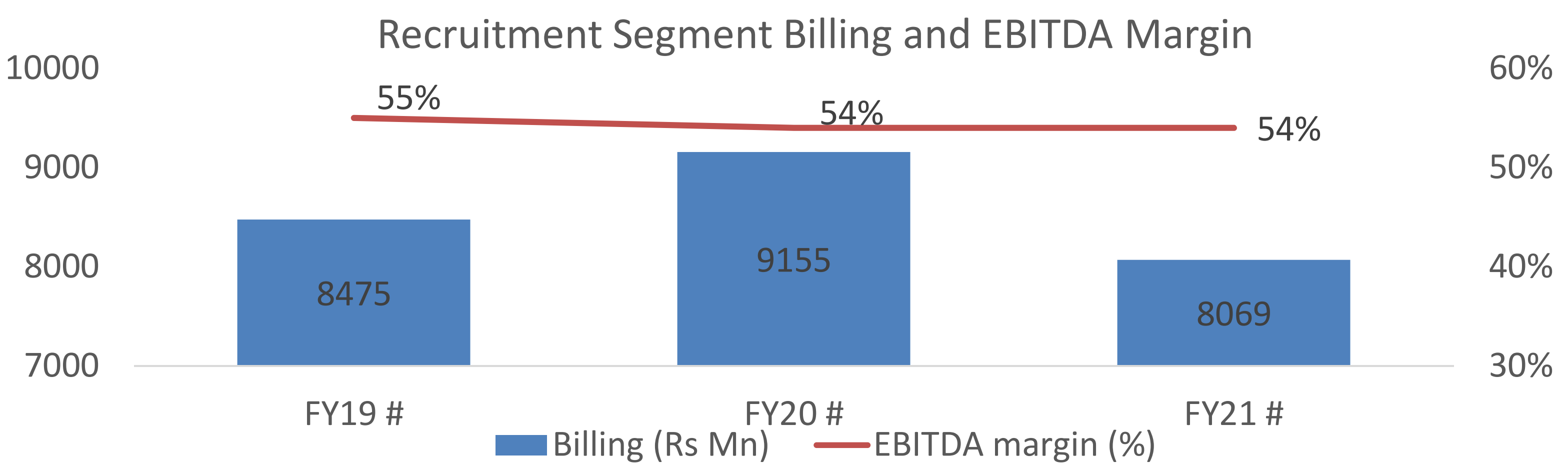




~50% of consultants caters to IT/ ITES industry. Accordingly, IT and ITeS contributes ~42-44% of overall revenues.

Increasing realization per unique client with increasing number of customers





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

Naukri Investment strategy

Key Investment Avenues

- Enhance Core Platform Efficiency and Experience using AI / ML
- Strengthen Product Offering – RMS.
- Enhancing Job Seeker Experience/ Career information - Ambition Box .
- Develop Multiple Platform and brands for niche space - iimjobs, hirist, Blue collar.
- Strategic Investments in adjacent business . Such as Greyt HR and Coding Ninjas.
- Experimenting Outcome based Business models- BigShyft.

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% consistenty in last 3 years.

Zwayam

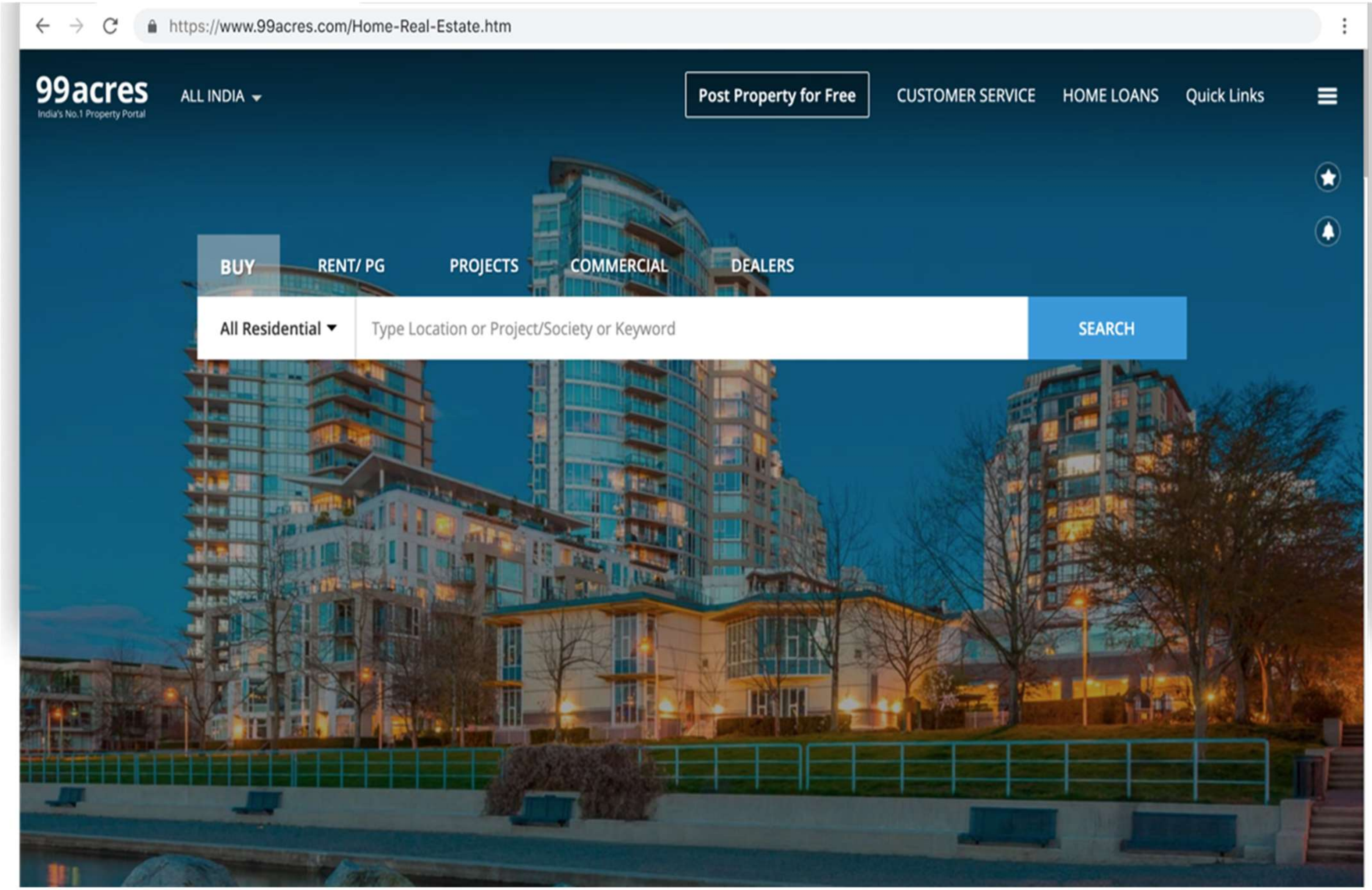
Zwayam is engaged in the business of providing SAAS based sourcing and screening recruitment solution and providing end to end recruitment solution with configurable plug and play modules.

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.

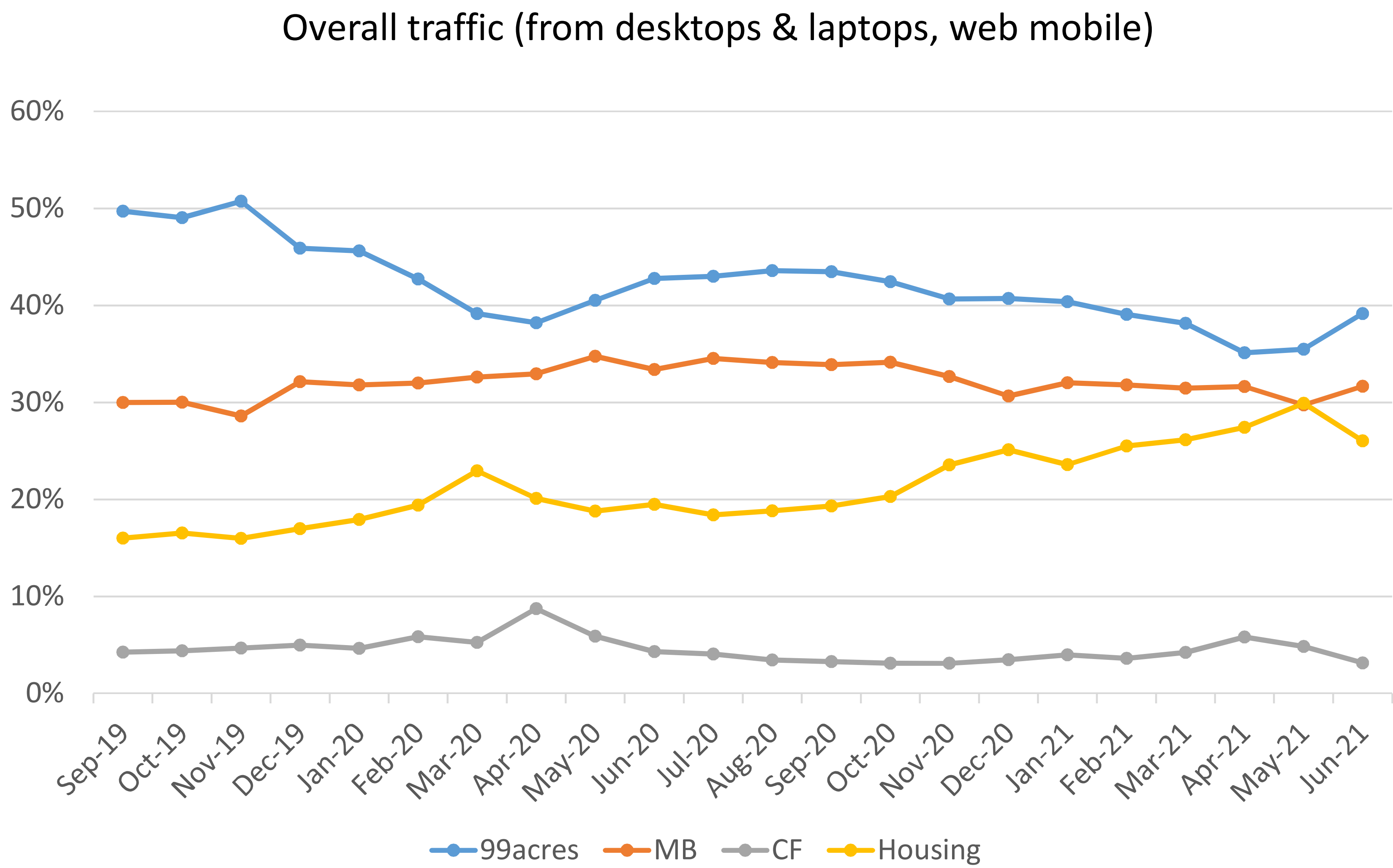
99acres


https://www.99acres.com/Home-Real-Estate.htm
99acres
India's No.1 Property Portal
ALL INDIA
Post Property for Free
CUSTOMER SERVICE
HOME LOANS
Quick Links
BUY
RENT/ PG
PROJECTS
COMMERCIAL
DEALERS
All Residential
Type Location or Project/Society or Keyword
SEARCH

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)

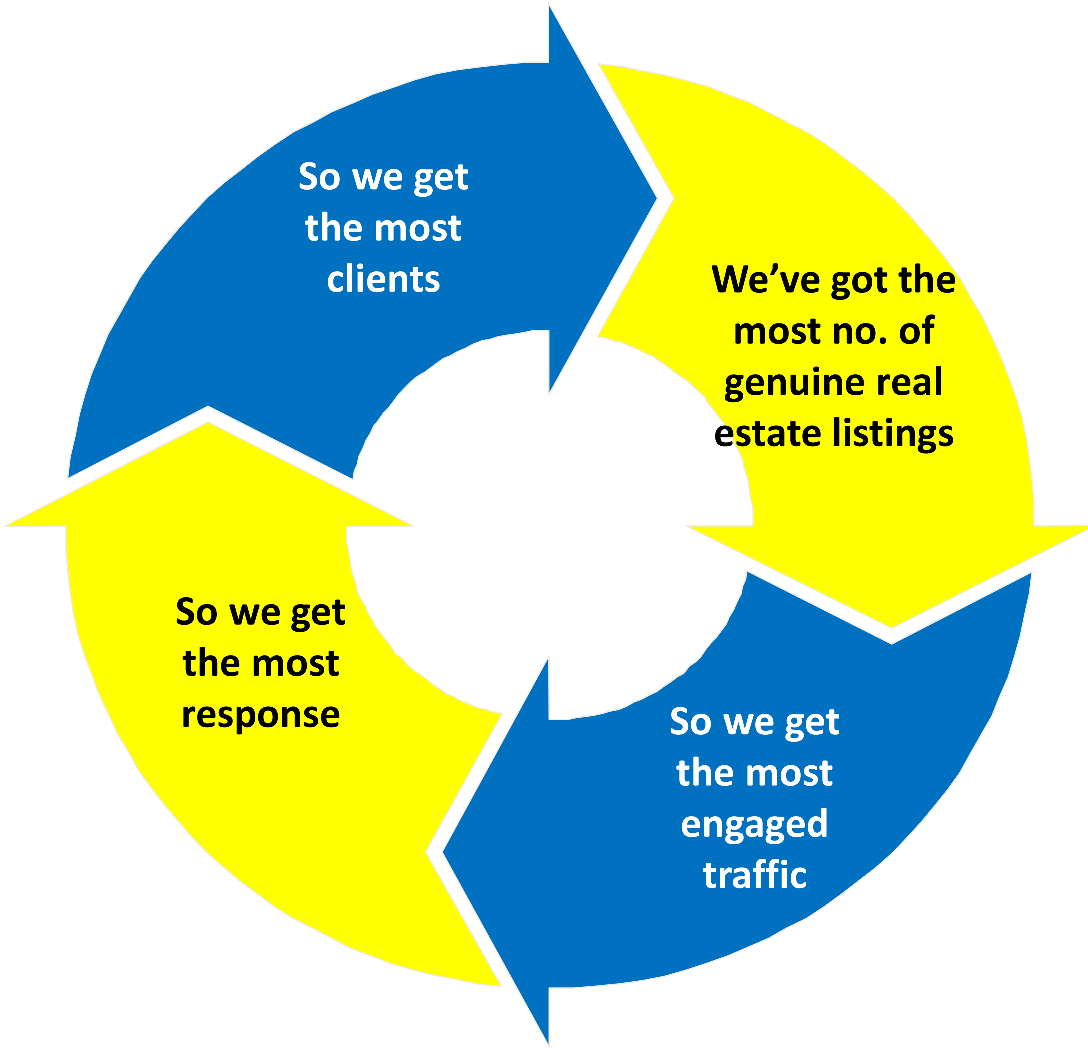
99acres traffic share



Source: SimilarWeb

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

99acres business model



Revenue Model*

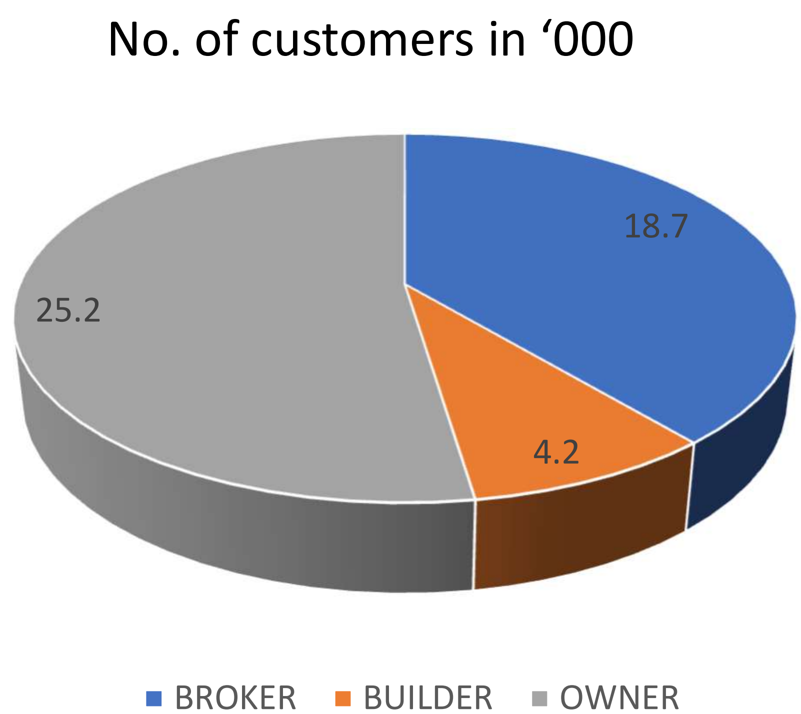
- New Projects
  - Projects showcase
  - Featured listings
  - Email campaigns
  - Banner Ads, Re-targeted ads
- Re-sale
  - Listings
  - Featured listings
  - Top Dealers
  - Owner services
- Rental
  - Listings
  - Featured listings
  - Top Dealers
  - Owner services

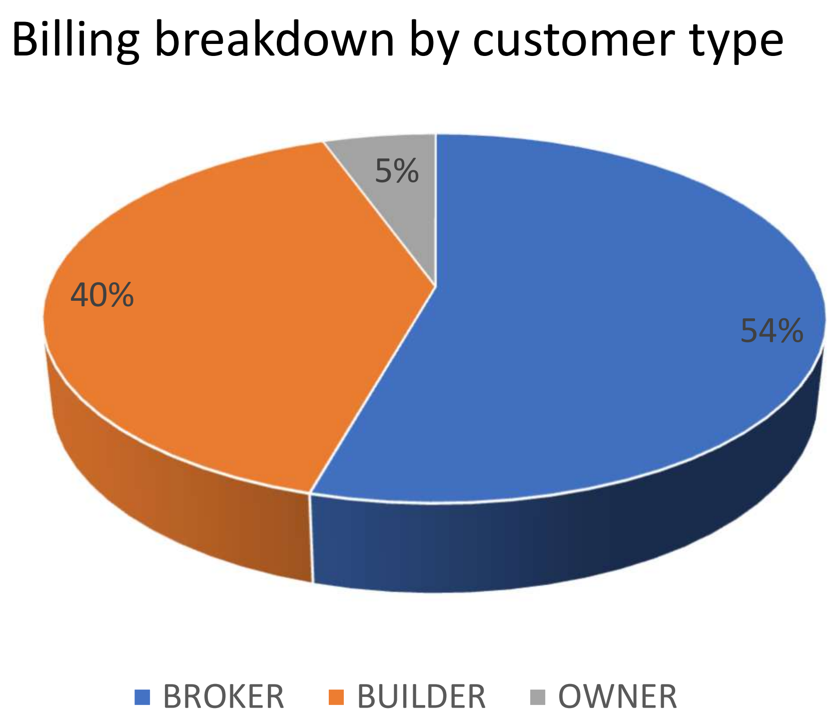
*Residential & Commercial, including land/plots

Key business metrics for 99acres (Q4)

- **As of June 30, 2021**
  - Total projects 1,67,724 + (under construction or ready-to-move-in)
  - Total listings 8,57,585 (including 4,80,302 owner listings)
    - Residential 7,20,697
    - Commercial 1,36,888

Break-down of Customers and Billing





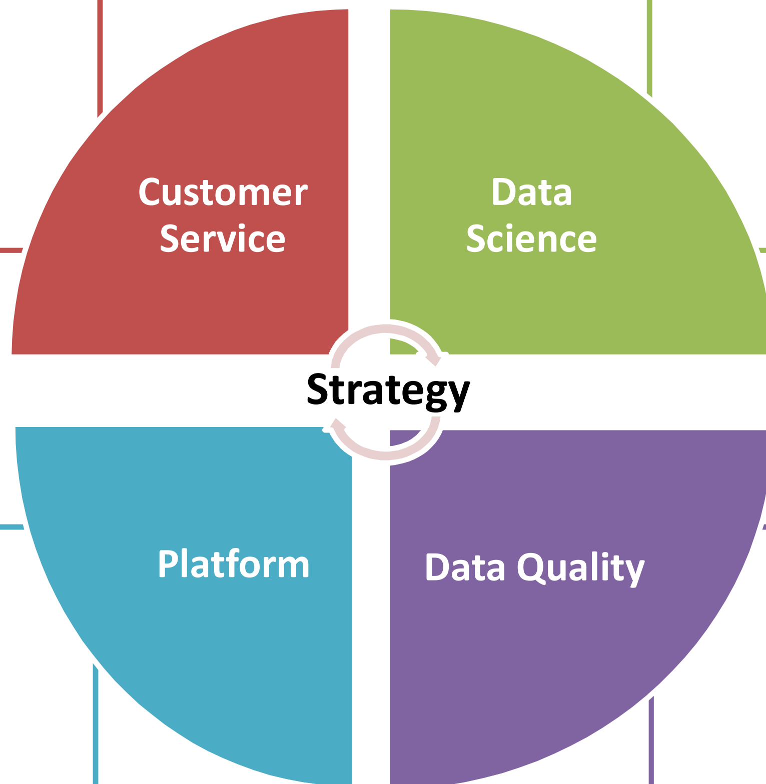
Data for trailing 12 months to June 2021

Source: ERP

99acres –strategy

- **Customer Service**
- Project comparisons updates / payment plans

- **Analytics**
- Lead optimization
- **Monetization**
- New offerings



- **SEO**
- Mobile & HTML site
- **Personalization**
- Brand building

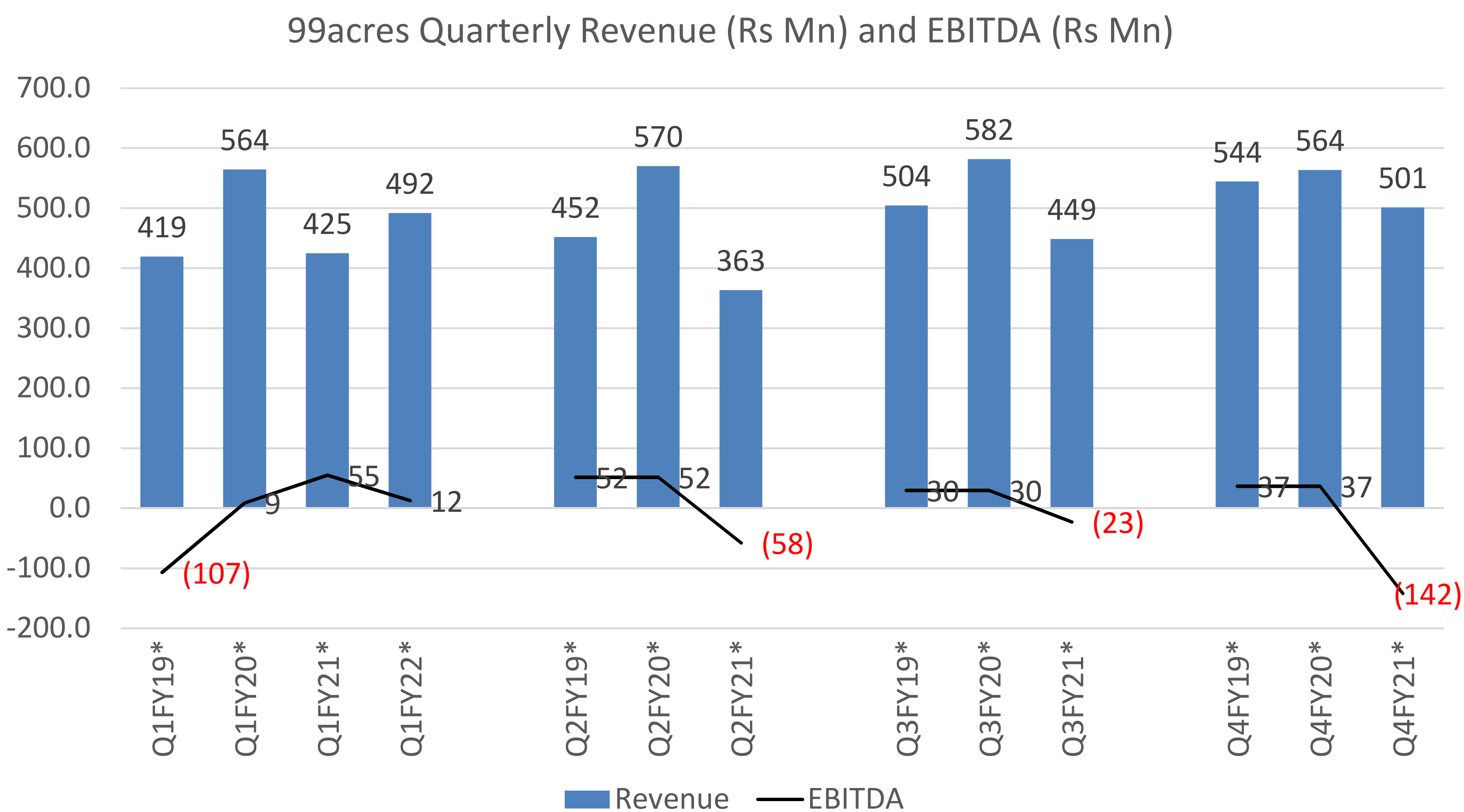
- **Verify listings**
- Improve listing quality

Focus on improving traffic share by improving customer experience on the site

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.

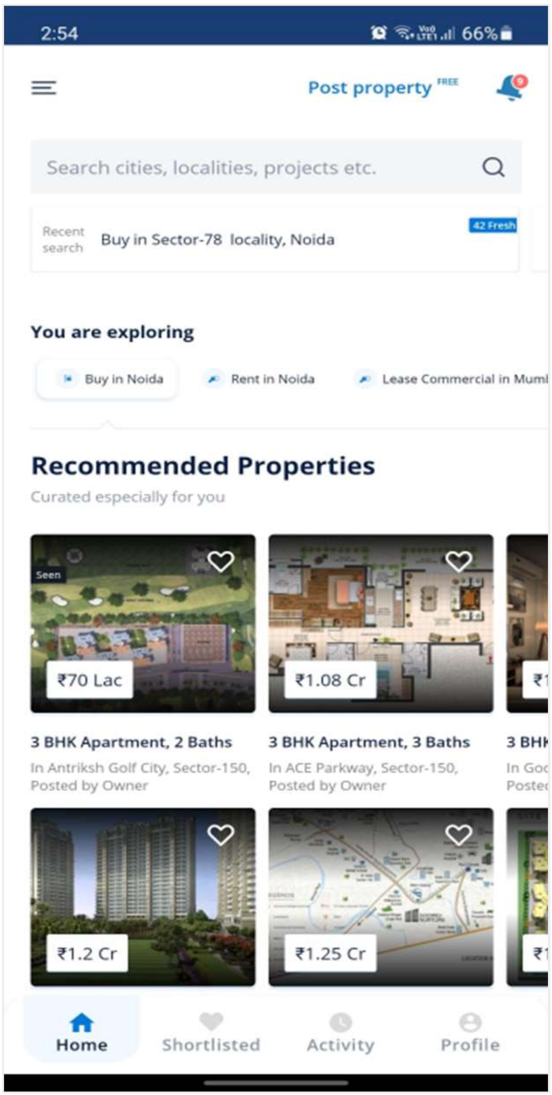
99 acres – Quarterly Financials

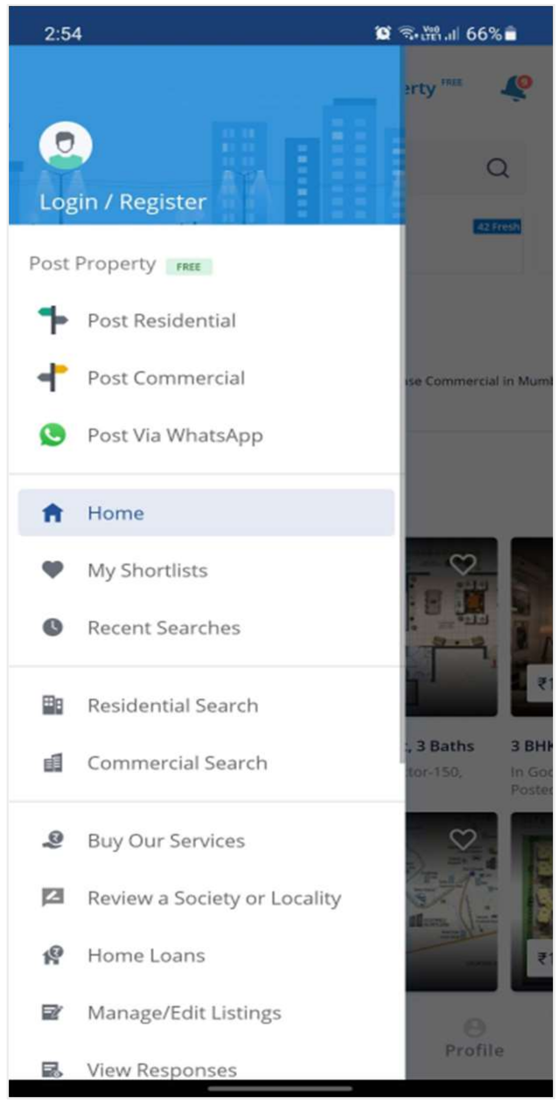


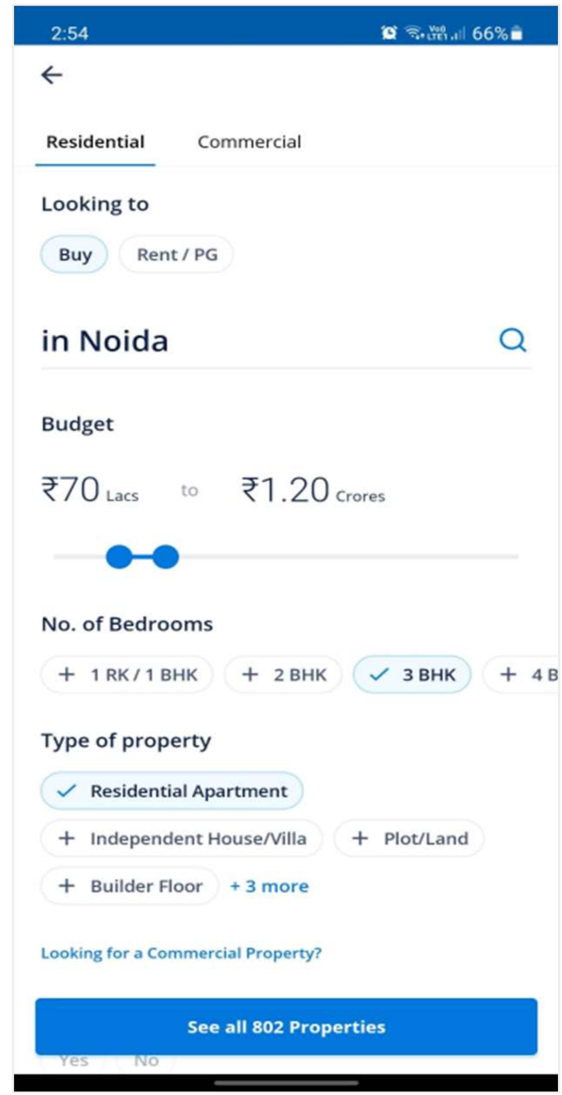
99acres cumulative cash loss (management estimate) at Rs 2752 MN. Above numbers are segmental financials for 99 Acres business.

- 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

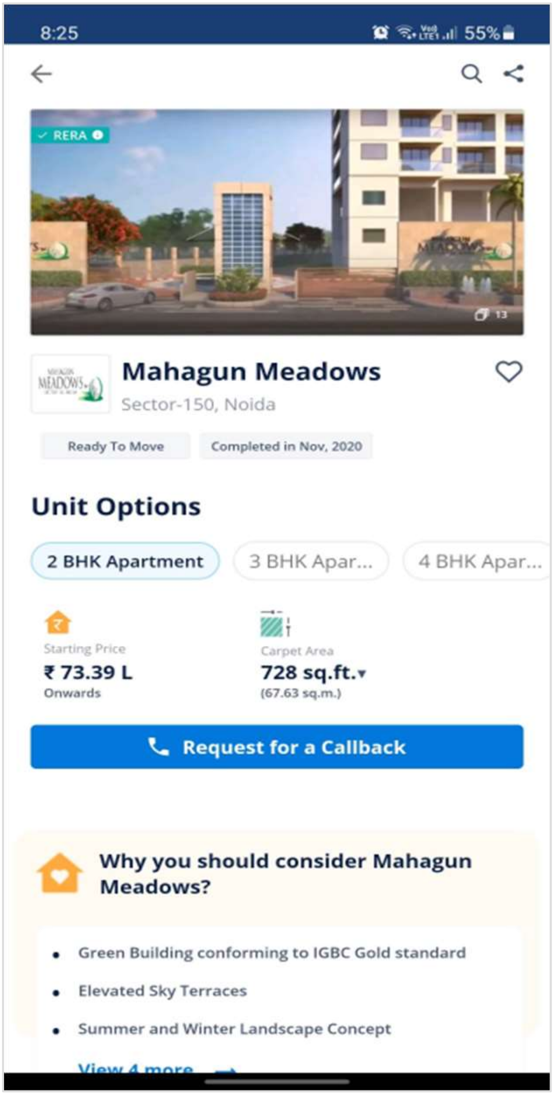


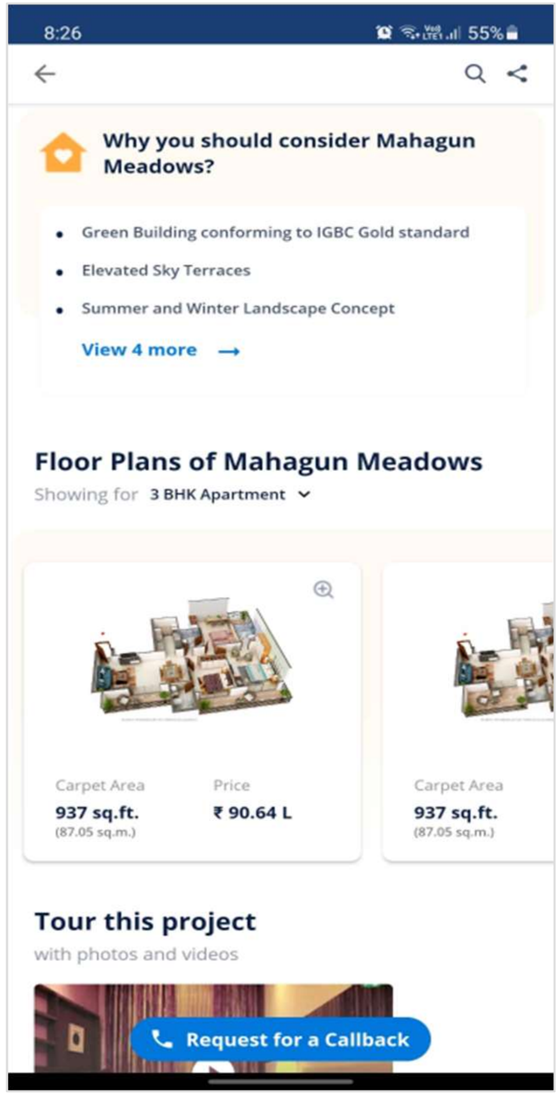


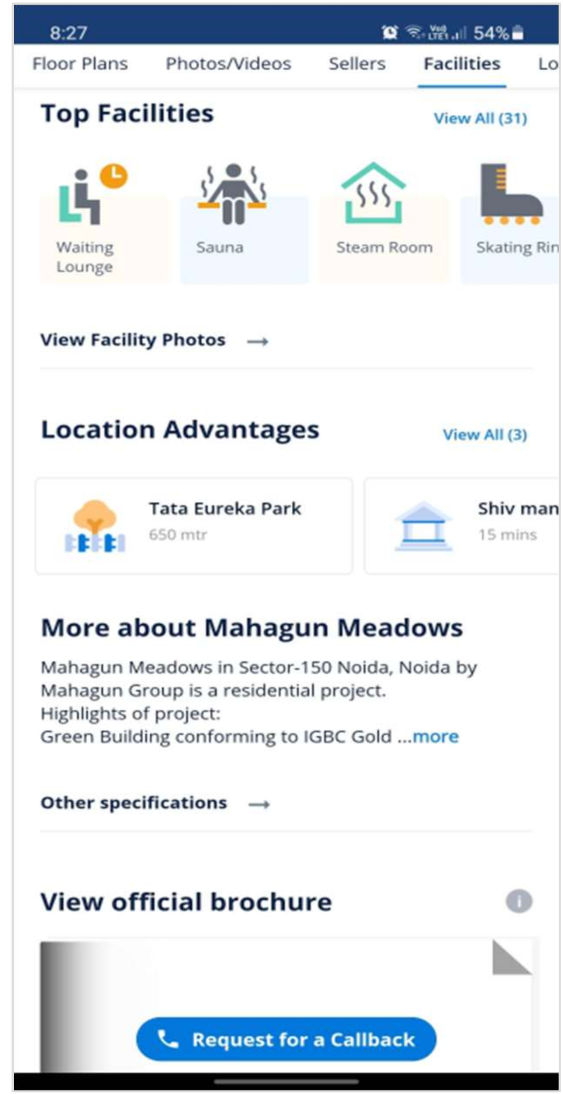


Mobile app – Project detail page

infoedge

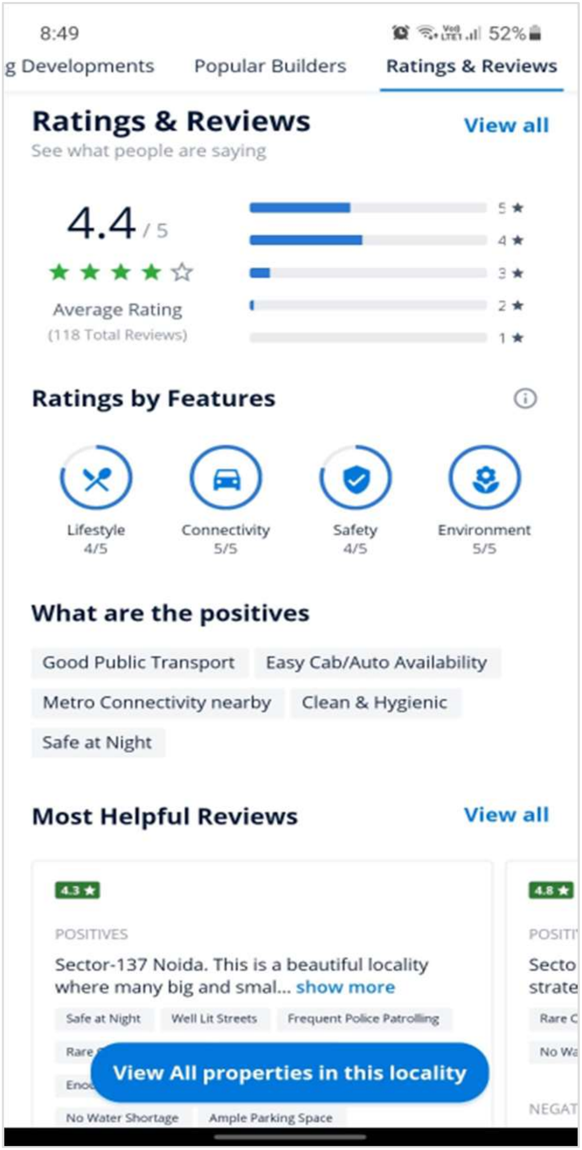


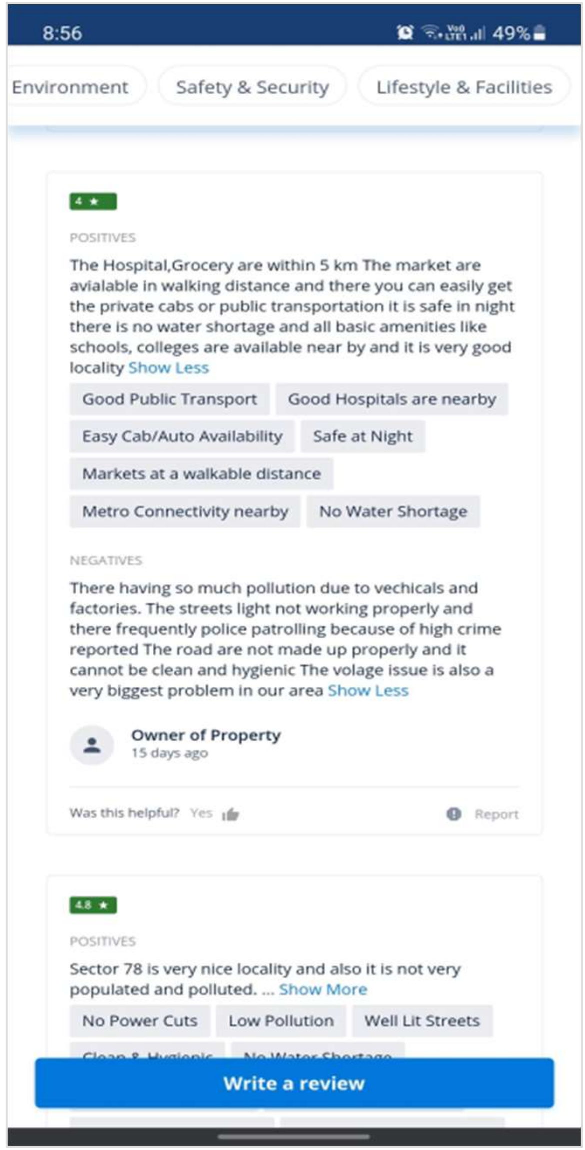


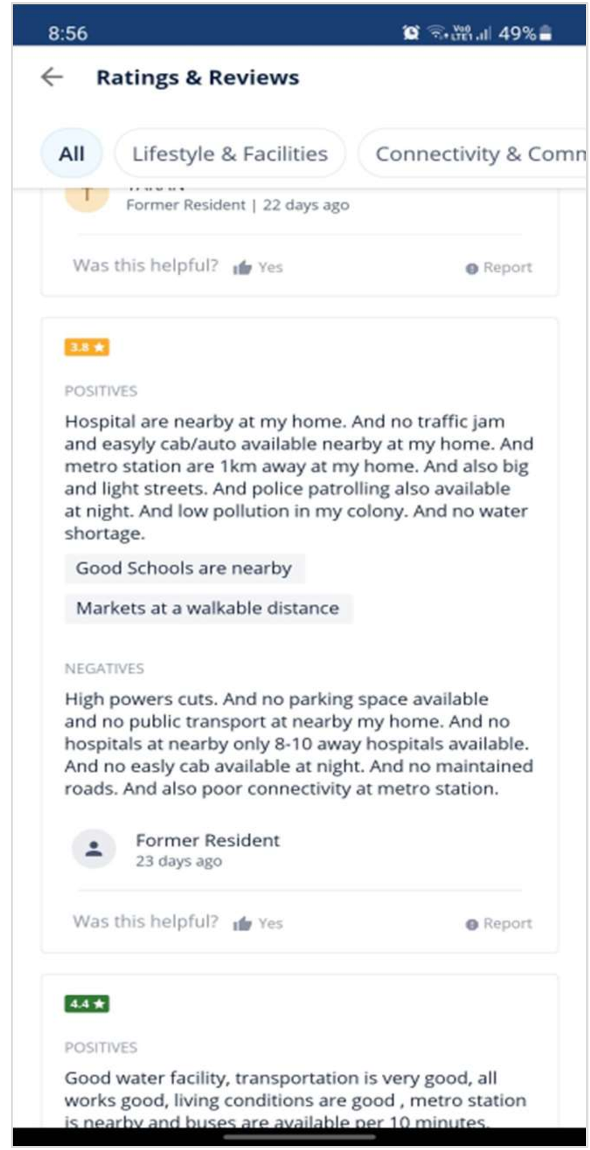


Locality Reviews

infoedge







Support for various commercial properties & pre-leased options

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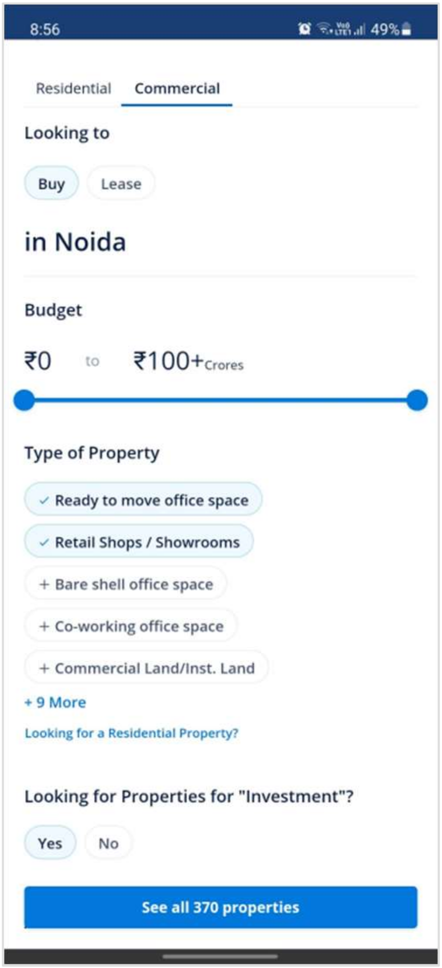
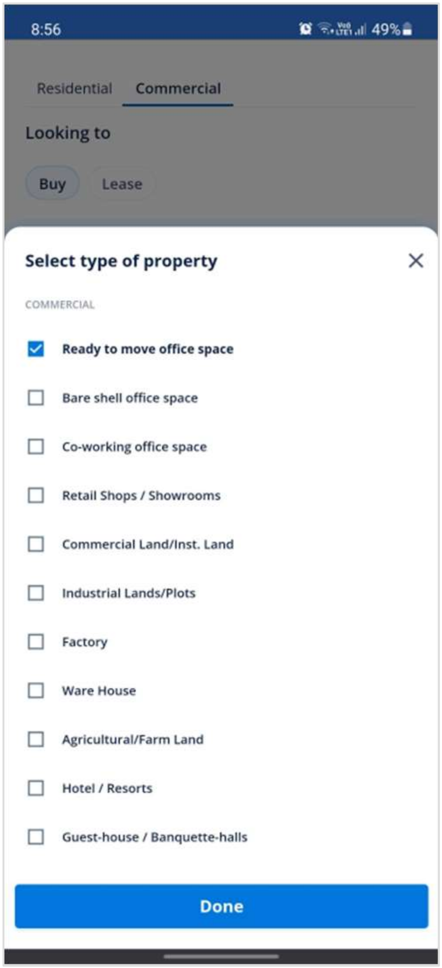
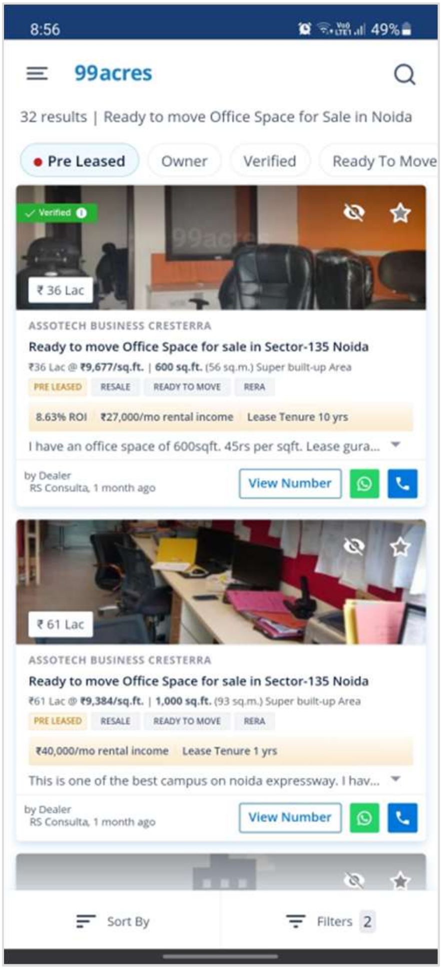
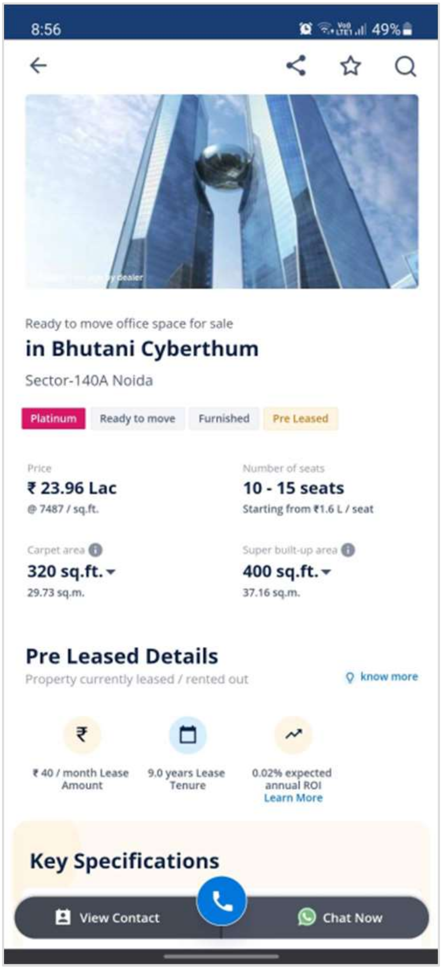
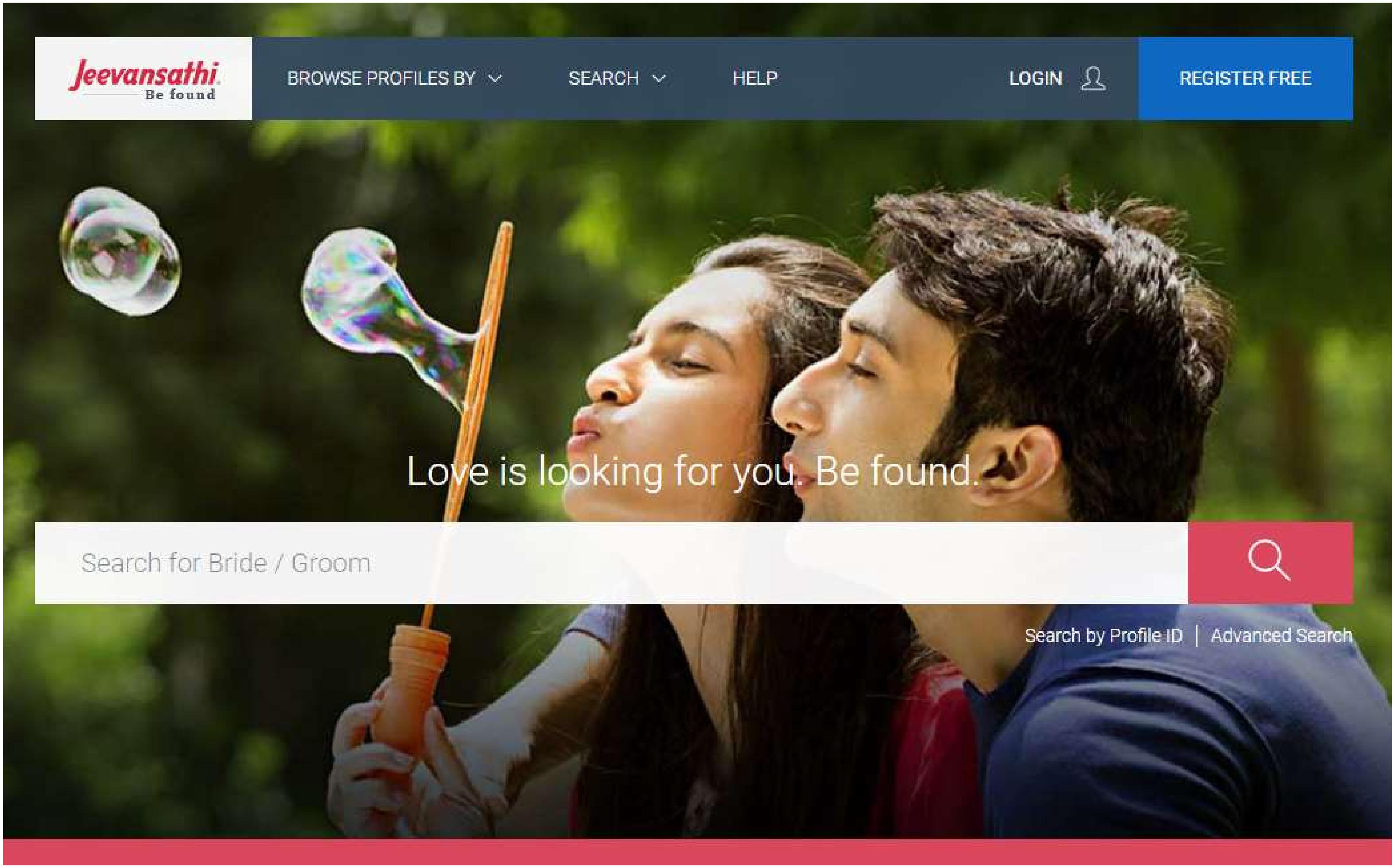




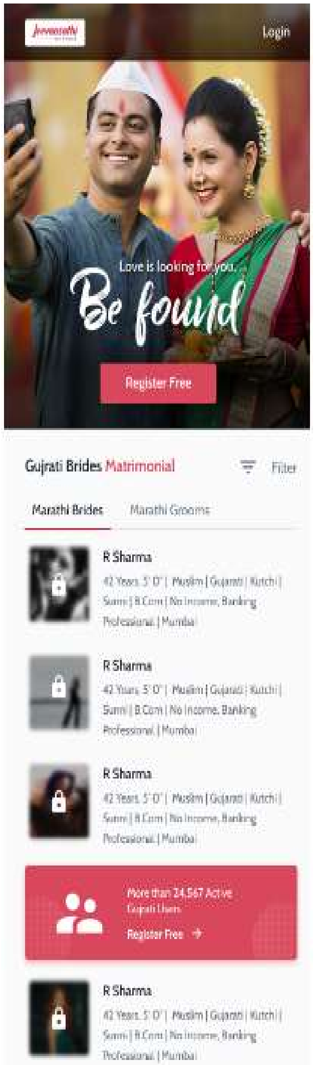




Jeevansathi



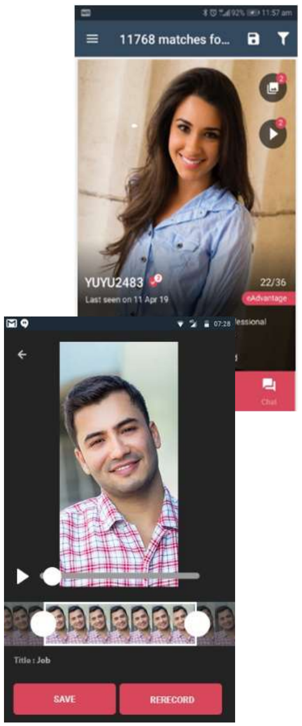
Online matchmaking in India and the Jeevansathi Business Model

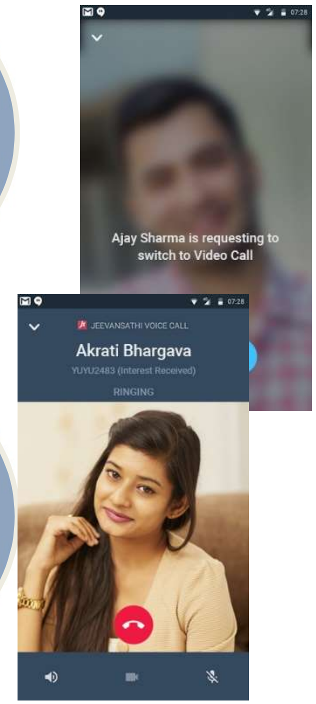


- Online matchmaking is a large opportunity in India with the organized industry doing a topline of Rs. 7-8 billion
- Jeevansathi has a subscription-based platform to connect prospects for the purpose of matrimony
- Platform offers much higher scale and choice in matchmaking compared to traditional reference networks
- User experience and matching is customized based on demographic and geographic preferences

Jeevansathi leads innovation

infoedge





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

Jeevansathi's strengths

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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

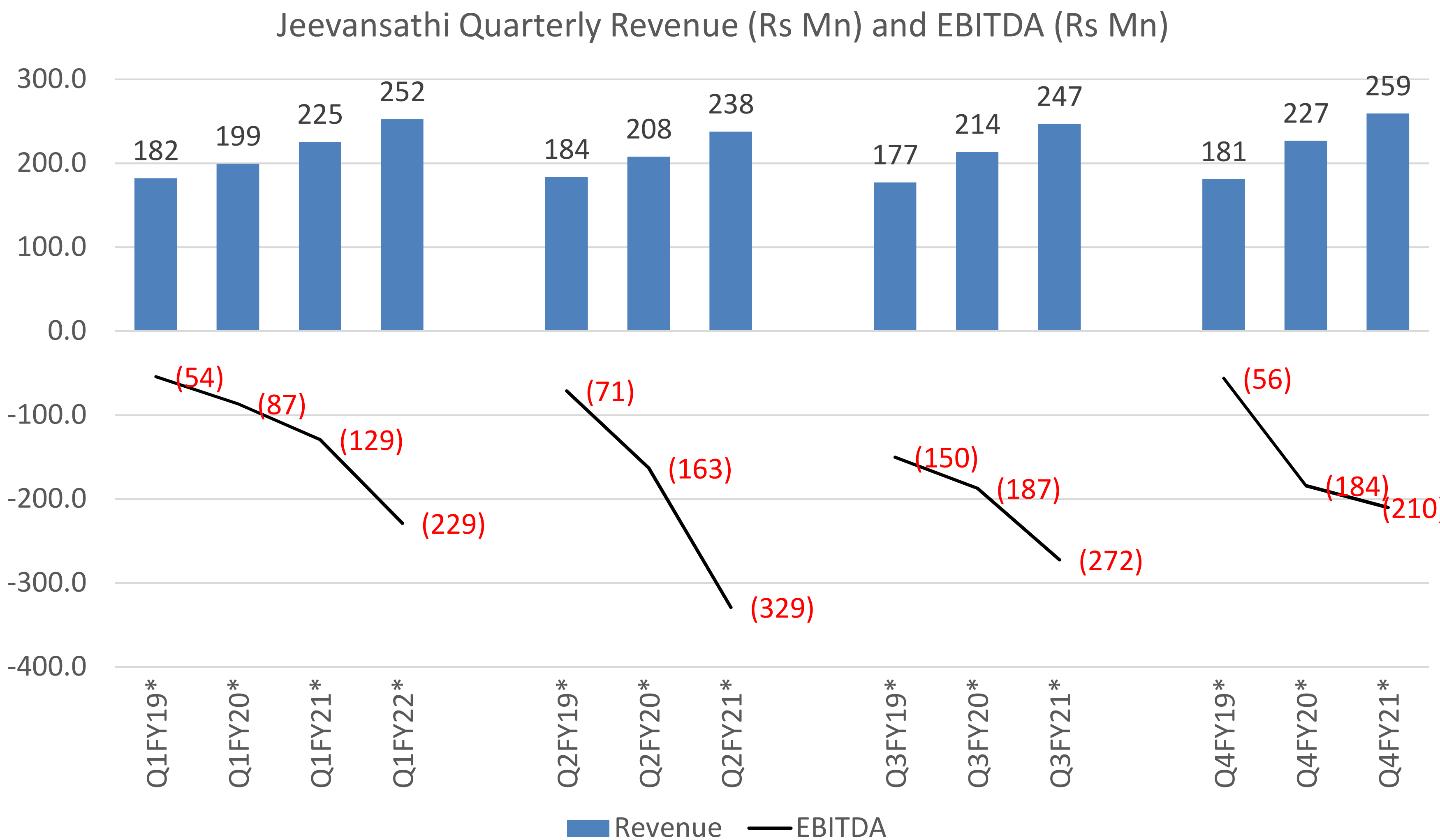
Innovation-led Product

- 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

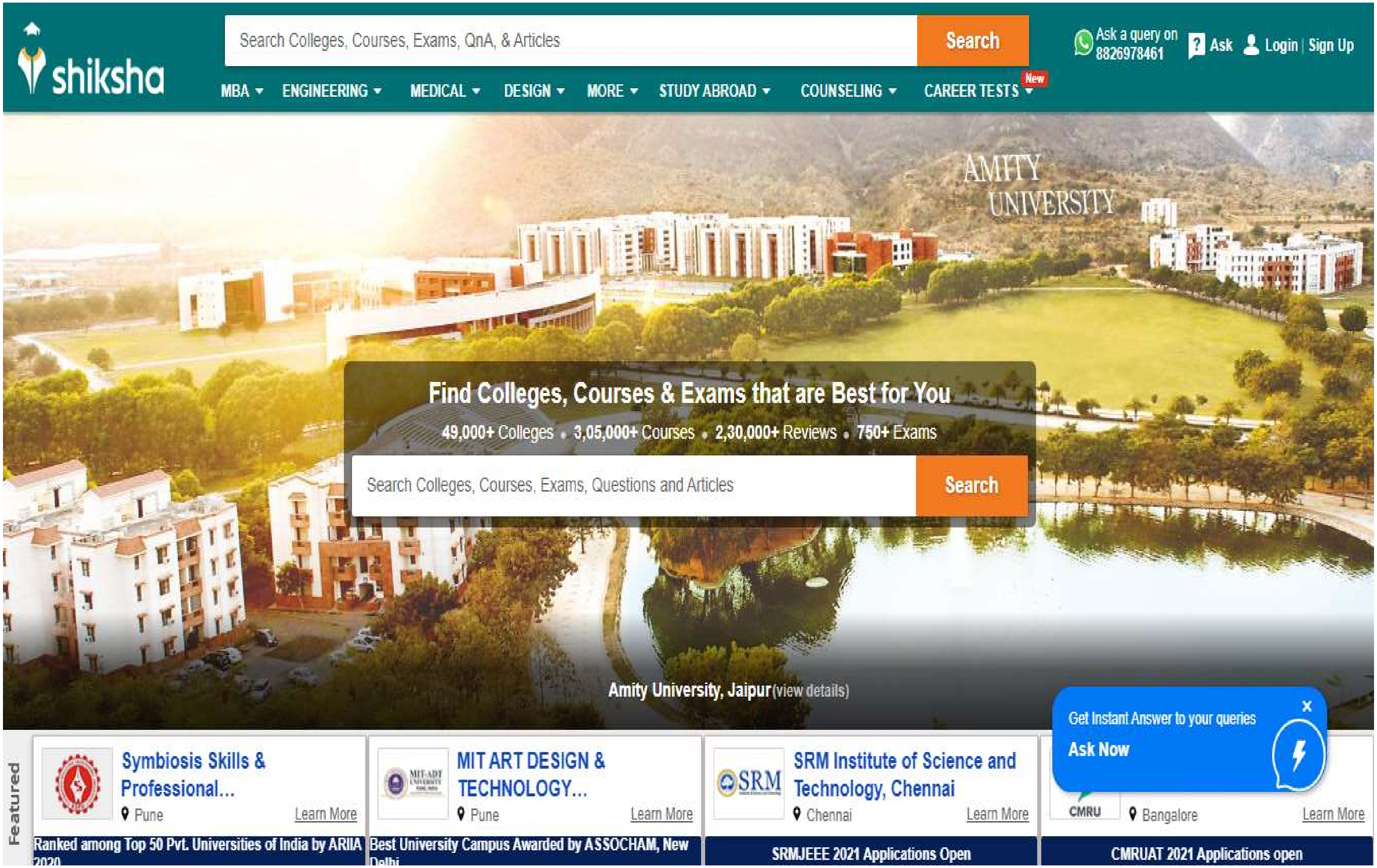


Jeevansathi cumulative cash loss (management estimate) at Rs 2582 MN. Above numbers are segmental financials for JS business.

- 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

infoedge



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

Shiksha Vision & Key Enablers

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Technology led differentiators (around generating & discovering content)

Ease of finding the information student/parent is looking for

Superior 1-1 counselling for students confused about career choices, or aspiring to study abroad

shiksha

VISION

Be the most useful platform for ***career selection & college selection***

Useful, differentiated content, data & tools, driven by deeper understanding across courses

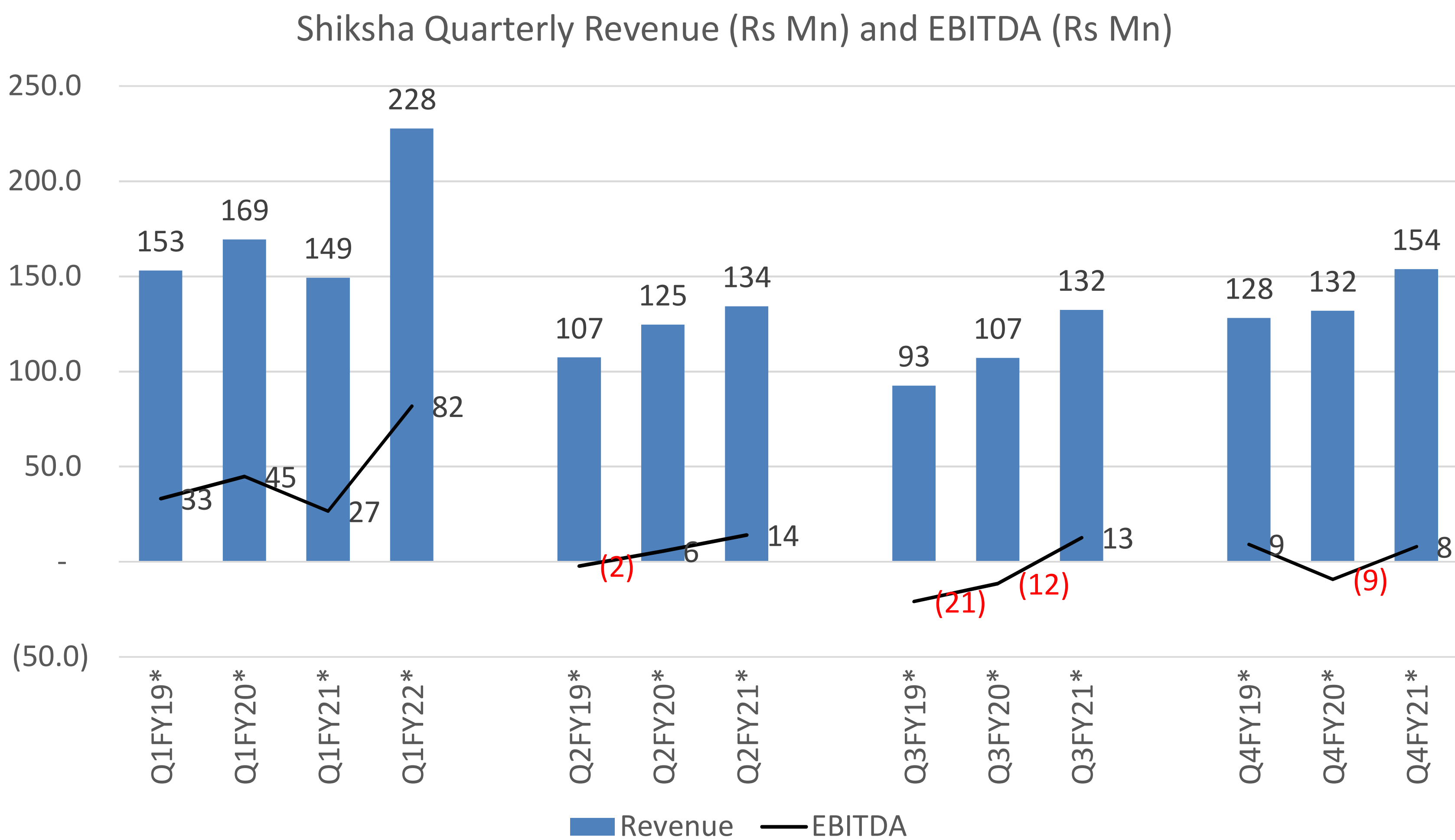
High ROI for key accounts, providing fuel to invest

Shiksha's Strengths

Shiksha is India's largest Higher Education Classified platform

Source: Google Analytics and Internal Tracking (May 20-Apr 21)

Shiksha – Quarterly financials



Shiksha cumulative cash loss (management estimate) at Rs 250 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

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Investee Company	Website	Book value of investmentas of Jul'31, 2021 (Rs Mn)	Approx. diluted and converted shareholding %(Actual)
Zomato Media Pvt Ltd.	www.zomato.com	-	15.29 %
Etechaces Marketing and Consulting Pvt Ltd.	www.policybazaar.com	5,758	13.98 %
Happily Unmarried Marketing Pvt Ltd.	www.happilyunmarried.com	323	32.00 %
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/	287	32.62 %
Bizcrum Infotech Private Limited	https://www.shoekonnect.com	263	28.01 %
Medcords Healthcare Solutions Private Limited	http://www.medcords.com/	96	15.76 %
Printo Document Services Private Limited	http://www.printo.in/	189	25.10 %
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/	40	20.00 %
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.		160	12.26%
Crisp Analytics Pvt Ltd		15	2.50%
Unbox robotics Labs Private Limited		11	1.46%
Attentive ai solutions pvt ltd		5	0.80%
Brainsight technology private limited		11	4.00%
Ray IOT Solutions Inc		7	1.50%
Skylark Drones Private Limited		6	1.19%
String Bio Private Limited		15	1.19%
Sub Total	-	**9,654**	

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 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) – 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.

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Investee companies financials

Figures in Rs Mn.

Investee Company	Website	Operating revenue FY21	Operating revenue Q1 FY22	Operating EBITDA FY21	Operating EBITDA Q1 FY22
Partly owned subsidiary					
Info Edge Venutre Fund	www.infoedgeventures.in	-	-	(89.04)	(44.50)
Associate Companies	**Associate Companies**	35,630.93	12,800.11	(7,635.23)	(5,436.31)
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				
International Educational Gateway Private Limited	www.univariety.com				
Agstack Technologies Private Limited	www.gramophone.in				
Bizcrum Infotech Private Limited	www.shoekonnect.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

Zomato

Zomato is a leading food services platform in India with multiple offerings

Food Delivery

Dining out

Zomato Pro

Hyperpure

- One of the leading food delivery companies in India
- One of the leading platforms in India for dining out search and discovery
- Exclusive customer paid membership program in India and UAE
- Farm to fork supply offerings to restaurants in India

PolicyBazaar

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PolicyBazaar

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- 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

Happily Unmarried

Ustraa

- Currently at 90% of pre Covid monthly average.
- Attained the number with a reduced ad spend, Dec20 revenue is equal to July 2019 revenue with approx. 32 lakh less in monthly ad spend.
- To avoid over dependance on Amazon & Flipkart the Company is now selling in over 27 marketplaces/ online pharmacies.
- With a view on not depending on a single channel company is now expanding it’s offline presence. Offline sale as a % of revenue is at 33% now, This number was 25% pre covid.
- Exploring marketing in South East Asia, UAE and North Africa based on our successful exports to Indonesia & Malaysia. A resource with expertise in international markets & exports has been on boarded.

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

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CORPORATE SOCIAL RESPONSIBILITY

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

Bridge programmes for first-generation learners	Supporting formal school students	Supporting key ecosystem stakeholders	Supporting special needs education	Supporting quality higher education	Enabling livelihoods	Nurturing micro-entrepreneurs
Joint Women's Programme, Nithari	SSMI school, Delhi	Saajha, Delhi	Sarthak Education Trust, Ghaziabad	Ashoka University, NCR	TRRAIN, Delhi & Noida	BYST, Gurugram
Chintan, Ghaziabad	Social Outreach Foundation, Noida	Language & Learning Foundation	BMI Foundation, Noida	Plaksha University, Mohali	Khwaab Welfare Trust, Delhi	Jagriti Sansthan, Gurugram
Samarpan Foundation, Delhi	Alohomora Foundation, Delhi	Teach for India, Delhi	Amar Jyoti Trust, Delhi	IIT, Delhi	Mitra Tech Foundation, Delhi	Saarthi Education, Delhi

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DIRECT IMPACT OF OUR KEY
CSR PROGRAMME*

2800
Children introduced to education through bridge programmes

2317
Formal school students covered under digital education/ scholarships/ career guidance projects

242
Teachers trained in language pedagogy

1000
SMCs^ enabled for better school governance

9500
Youth sensitized on cyber security

1107
children with special needs provided education & therapy

3
Universities provided foundational support

1
academic research center on air pollution supported

515
Persons with Disabilities trained for retail jobs

155
Women skilled for livelihoods

186
Micro-entrepreneurs nurtured

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

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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	Executive 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	Execuitve 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

About 10% of the total employees are covered under ESOP

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.TechComputer 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
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

Banks/ brokerages that cover us

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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	Sandip Agarwal	+91.22.6623 3474	sandip.agarwal@edelweissfin.com
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