

Info Edge (India) Limited

India's internet classifieds company

June , 2021

Disclaimer

By attending the meeting/telephonic call where this presentation is made, you agree to be bound by the trailing restrictions regarding the information disclosed in this presentation. This presentation has been prepared by Info Edge (India) Limited (the “**Company**”) solely for information purposes without any regard to any specific objectives, financial situations or information needs of any particular person and does not constitute a recommendation regarding the securities of the Company.

This presentation, its contents and any oral information provided in connection with this presentation are strictly confidential and should not be copied, published or reproduced in any form or distributed, disseminated or disclosed, in whole or part, by recipients directly or indirectly to any other person. Failure to comply with this restriction may constitute a violation of applicable securities laws.

This presentation contains certain statements that are or may be forward-looking statements. These statements include descriptions regarding the intent, belief or current expectations of the Company or its directors and officers with respect to the results of operations and financial condition of the Company. These statements can be recognized by the use of words such as “expects,” “plans,” “will,” “estimates,” “projects,” or other words of similar meaning. Such forward-looking statements are not guarantees of future performance and involve risks and uncertainties, and actual results may differ from those in such forward-looking statements as a result of various factors and assumptions which the Company believes to be reasonable in light of its operating experience in recent years. The risks and uncertainties relating to these statements include, but not limited to, risks and uncertainties, regarding fluctuations in earnings, our ability to manage growth and competition, among others. The Company does not undertake any obligation to revise or update any forward-looking statement that may be made from time to time by or on behalf of the Company. Any investment in securities issued by the Company will also involve certain risks. There may be additional material risks that are currently not considered to be material or of which the Company, its promoters, any placement agent, their respective advisers or representatives are unaware. Against the background of these risks, uncertainties and other factors, viewers of this presentation are cautioned not to place undue reliance on these forward-looking statements. The Company, its promoters, any placement agent, their respective advisers or representatives assume no responsibility to update forward-looking statements or to adapt them to future events or developments. Accordingly, any reliance you place on such forward-looking statements will be at your sole risk.

The information contained in this presentation has not been independently verified. The information in this presentation is in summary form and does not purport to be complete. No representation, warranty, guarantee or undertaking, express or implied, is or will be made as to, and no reliance should be placed on, the accuracy, completeness, correctness or fairness of the information, estimates, projections and opinions contained in this presentation. Potential investors must make their own assessment of the relevance, accuracy and adequacy of the information contained in this presentation and must make such independent investigation as they may consider necessary or appropriate for such purpose. Such information and opinions are in all events not current after the date of this presentation. Further, past performance of the Company is not necessarily indicative of its future results. Any opinions expressed in this presentation or the contents of this presentation are subject to change without notice. This presentation should not be construed as legal, tax, investment or other advice. Neither the Company or its promoters, nor any placement agent or their respective advisers or representatives shall have any responsibility or liability whatsoever (for negligence or otherwise) for any loss howsoever arising from this presentation or its contents or otherwise arising in connection therewith. The information set out herein may be subject to updating, completion, revision, verification and amendment and such information may change materially. Neither the Company, its promoters, any placement agent, nor any of their respective advisers or representatives is under any obligation to update or keep current the information contained herein.

This presentation does not constitute or form part of and should not be construed as, directly or indirectly, any advertisement, offer or invitation or inducement to sell or issue, or any solicitation of any offer to purchase or subscribe for, any securities of the Company by any person whether by way of private placement or to the public, in any jurisdiction, including in India, the United States, Australia, Canada or Japan, nor shall it or any part of it or the fact of its distribution form the basis of, or be relied on in connection with, any investment decision or any contract or commitment therefor. Investing in securities involves certain risks and potential investors should note that the value of the securities may go down or up. Accordingly, potential investors should obtain and must conduct their own investigation and analysis of the relevant information carefully before investing.

Securities of the Company may not be offered or sold in the United States, except pursuant to an applicable exemption from, or in a transaction not subject to, the registration requirements under the United States Securities Act of 1933, as amended (the “**Securities Act**”). By reviewing this presentation, you are deemed to have represented and agreed that you and any person you represent are not a U.S. person (as defined in Regulation S under the Securities Act) and are outside of the United States and not acting for the account or benefit of a U.S. person.

This presentation is not a prospectus, a statement in lieu of a prospectus, an offering circular, an advertisement or an offer document under the Companies Act, 2013, the Securities and Exchange Board of India (Issue of Capital and Disclosure Requirements) Regulations, 2018, each as amended, or any other applicable law in India.

This presentation contains the Company’s audited financial information as at and for the financial year ending March 31, 2020 and as at and for the month ended Jun 30, 2020. Investors should be aware that such financial information may be subject to certain adjustments during the course of audit/review and the audited/reviewed financial statements of the Company, when announced, may differ from those contained in this presentation.

In this presentation:

- All figures mentioned are for the Company as a standalone entity and are as of Dec 31, 2020 or for the quarter ended Dec 31, 2020, unless indicated otherwise.
- Q4 FY21 or Q4 FY 20-21 means the period commencing on January 01, 2021 and ending on March 31, 2021.
- 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.

Index

<i>About Info Edge</i>	4
<i>Financials</i>	6
<i>Governance at Info Edge</i>	16
- <i>Naukri</i>	20
- <i>99 Acres</i>	31
- <i>Jeevansathi</i>	43
- <i>Shiksha</i>	48
<i>Investments</i>	53
<i>Data Security at IEIL</i>	64
<i>People Development</i>	65
<i>Contribution to Environment</i>	66
<i>Corporate Social Responsibility</i>	67
<i>Team</i>	69
<i>Banks/ brokerages that cover us</i>	72

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 ~18.4%*@



Online insurance policies marketplace.
Shareholding ~15.10%*^

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%), Shoekonnnect (B2B footwear marketplace, 28.01%), Printo (Retail chain providing print and document services, 25.10%), Medcords (Health care Tech Platform, 15.76%), Shopkirana (B2B grocery delivery platform, 25.36%), Adda (Govt Job Preparation Platform, 16.97%), Shipy (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%).

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 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	
Cash and Bank Bal #	15,499	12,613	33,824
Net Investments in Investee Companies**	5,911	10,810	10,963
Head Count (Nos)	4,330	4697	4379
Dividend Payout (% of paid up capital)	60%	60%	80%

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

** This amount represents net investment in investee companies.

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

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

Info Edge standalone financials .

Key Financials- Annual

All numbers in Rs MN except %

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

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

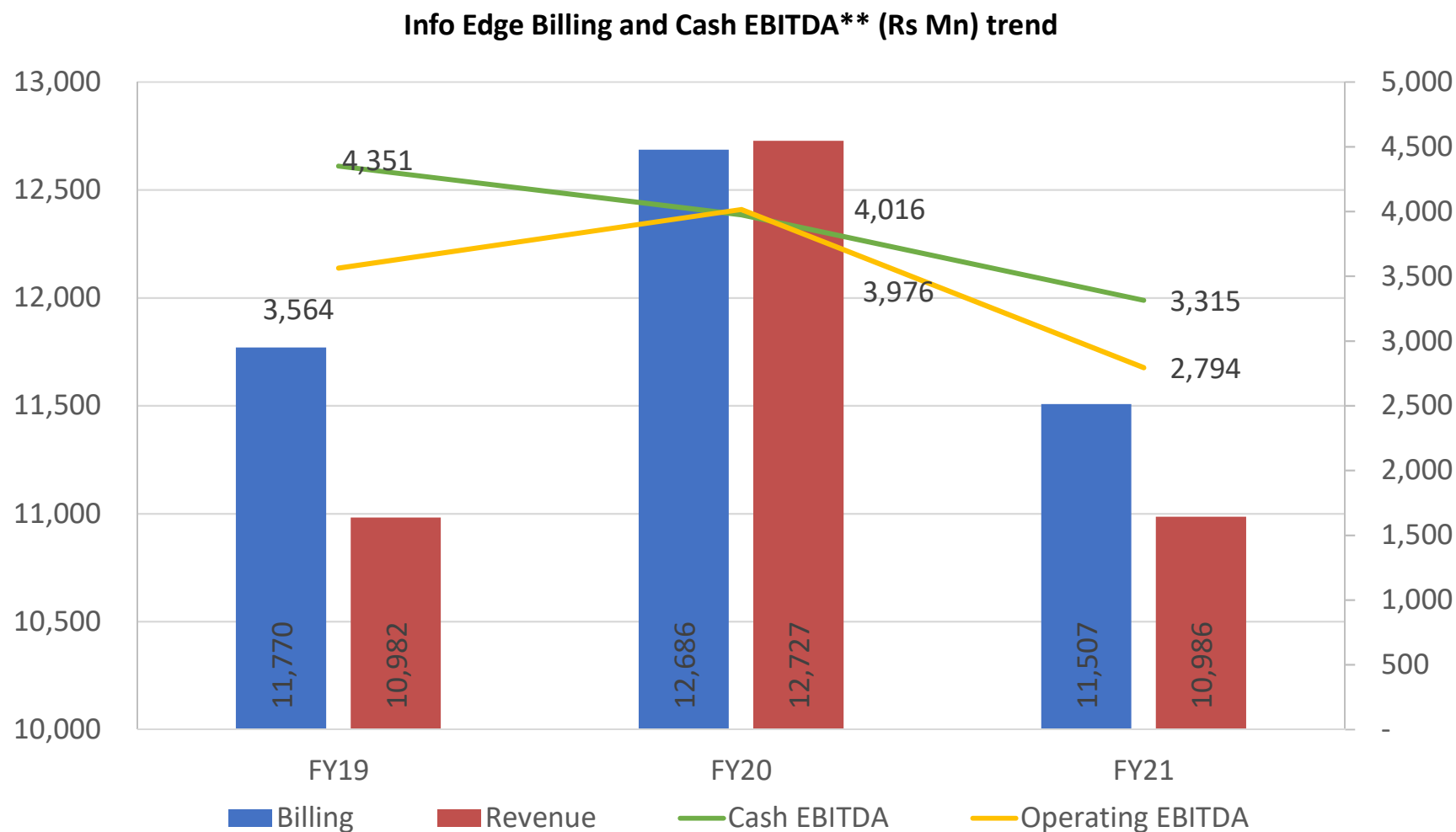
Above EBITDA numbers for FY 19-20 have been readjusted for IND AS 116 to ensure comparison with FY 2018-19 numbers. Accordingly it may differ from reported numbers to that extent.

Key Financials- Qtrly Update

All numbers in Rs MN except %

Description	Q4'21	Q4'20	YOY	Q3'21	QoQ
Billing					
Info Edge *	4,156	3,319	(9.3)%	2,969	25.2%
- Recruitment	2,978	2,440	(11.9)%	2,014	(22.0)%
- 99Acres	717	506	(13.6)%	524	41.5%
- JS	267	238	15.2%	261	12.2%
- Shiksha	193	133	12.7%	169	45.1%
Revenues					
Info Edge *	2,900	3,228	(13.7)%	2,723	(10.2)%
- Recruitment	1,986	2,306	(15.0)%	1,895	(13.9)%
- 99Acres	500	563	(23.8)%	448	(11.1)%
- JS	259	226	14.4%	246	14.4%
- Shiksha	153	131	6.9%	132	16.8%
Operating EBITDA %					
Info Edge *	18.3%	30.0%	(11.7)%	25.0%	5.0%
- Recruitment	50%	57.0%	(7.0)%	56.0%	1.0%

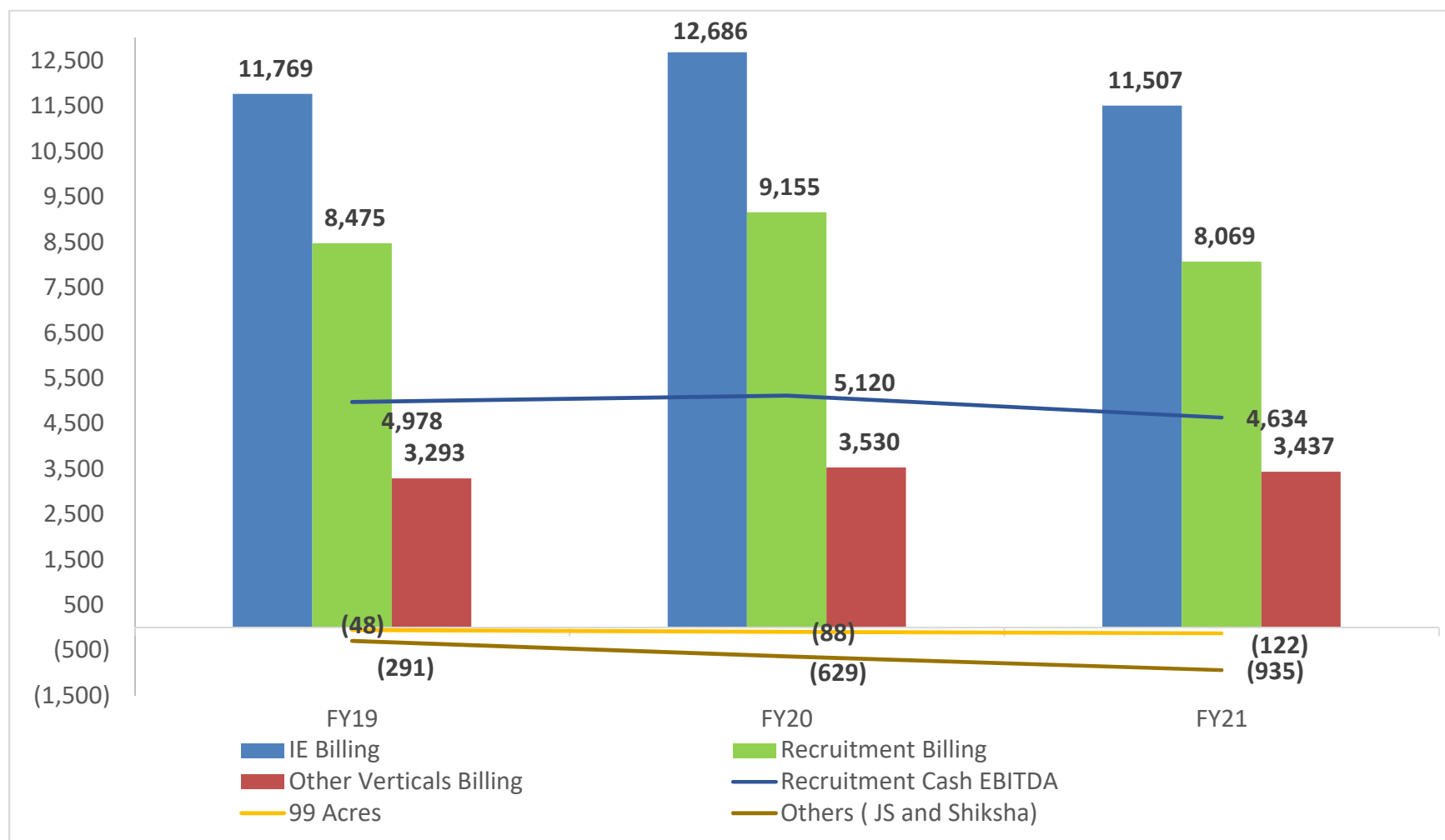
Financial performance



- IND-AS numbers for FY19-FY21;
 - ** Cash EBITDA: Billing – Operating expenses adjusted for non-cash ESOP charges
- Info Edge standalone financials .*

Billing and Cash EBITDA

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

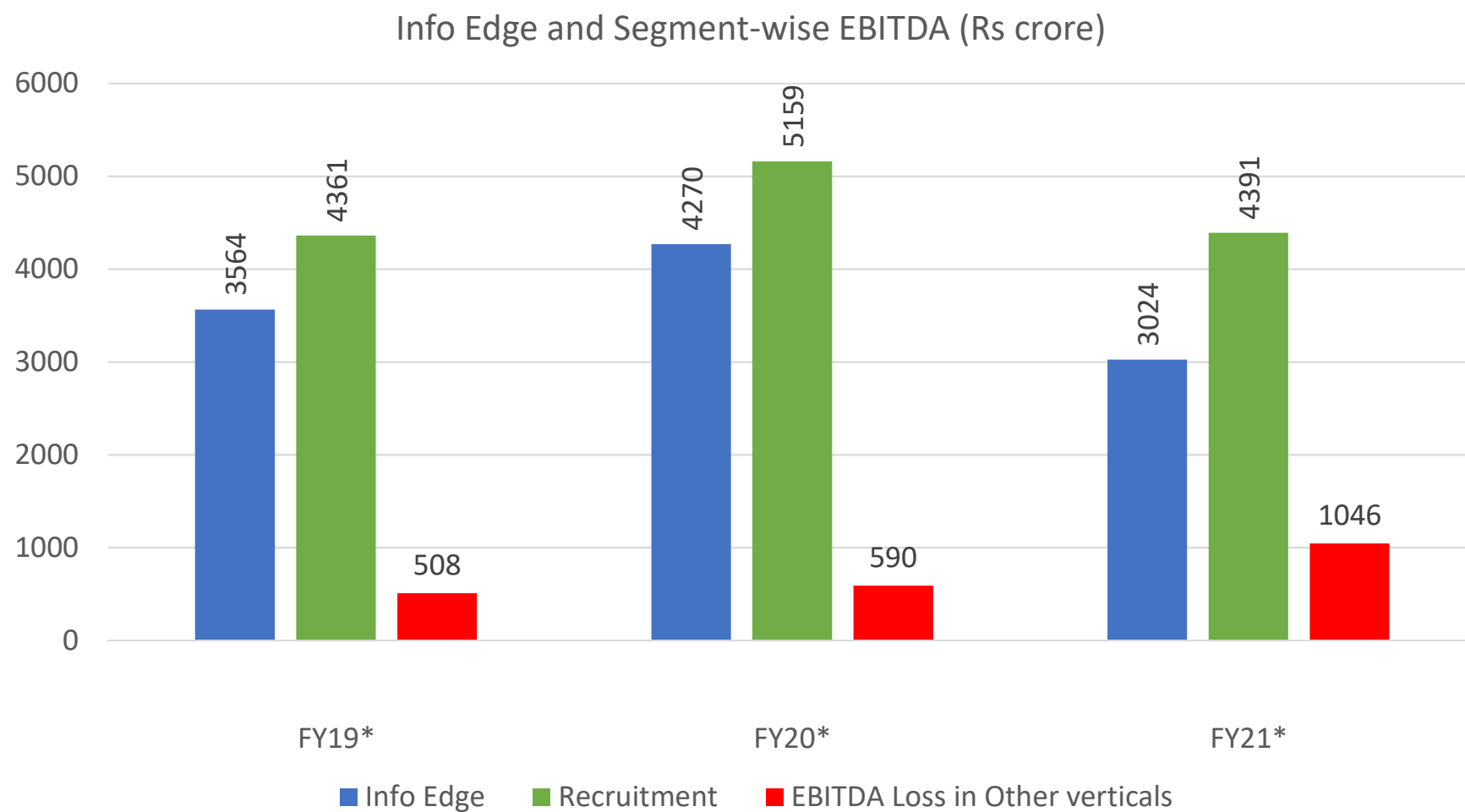


* IND-AS numbers for FY19-FY21; Segmental data for Naukri and other verticals

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

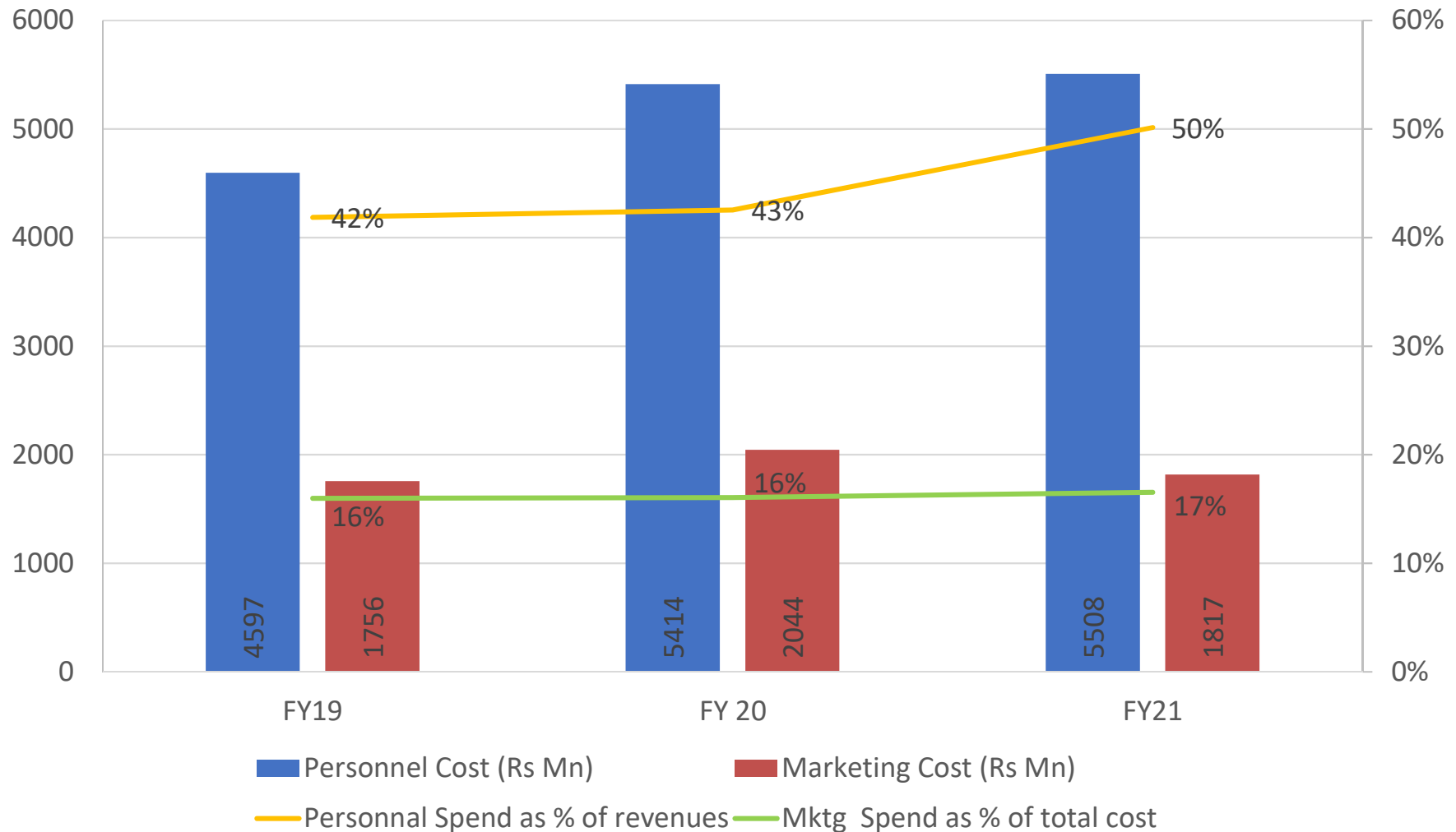
Info Edge standalone financials

Operating EBITDA



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

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

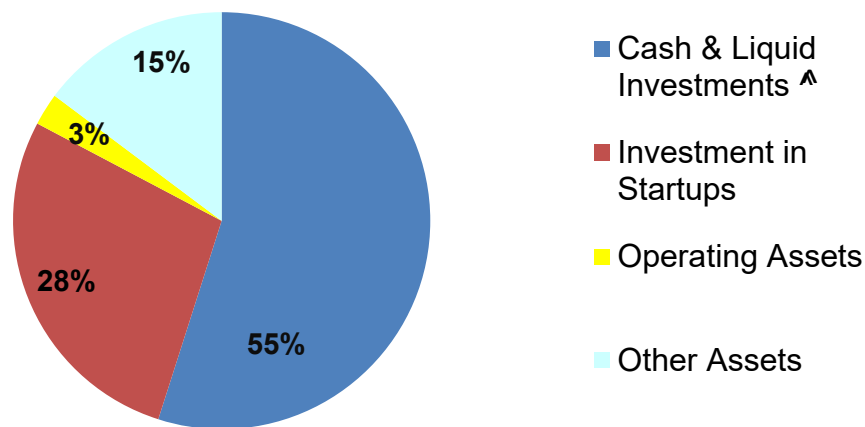


- Manpower and marketing constitute ~67% of our total standalone expenses
- *Info Edge standalone financials*

Assets and funds Allocation

As of Mar 31, 2021 #

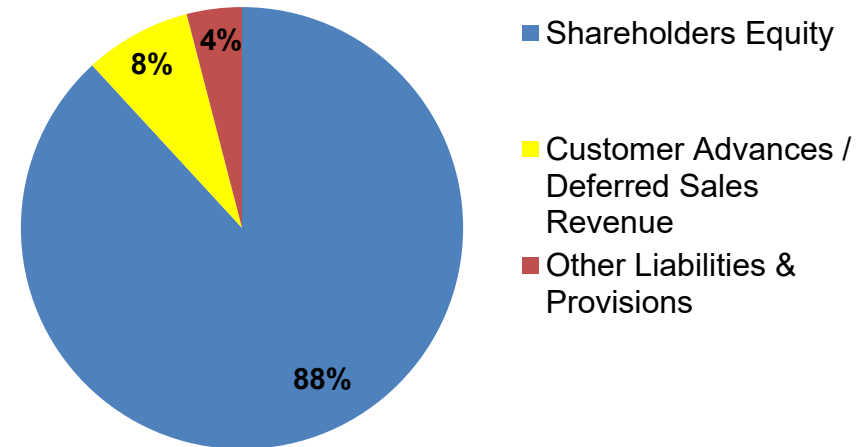
Assets



Total: 53,059 Mn

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

Liabilities



Total: 53,059 Mn #

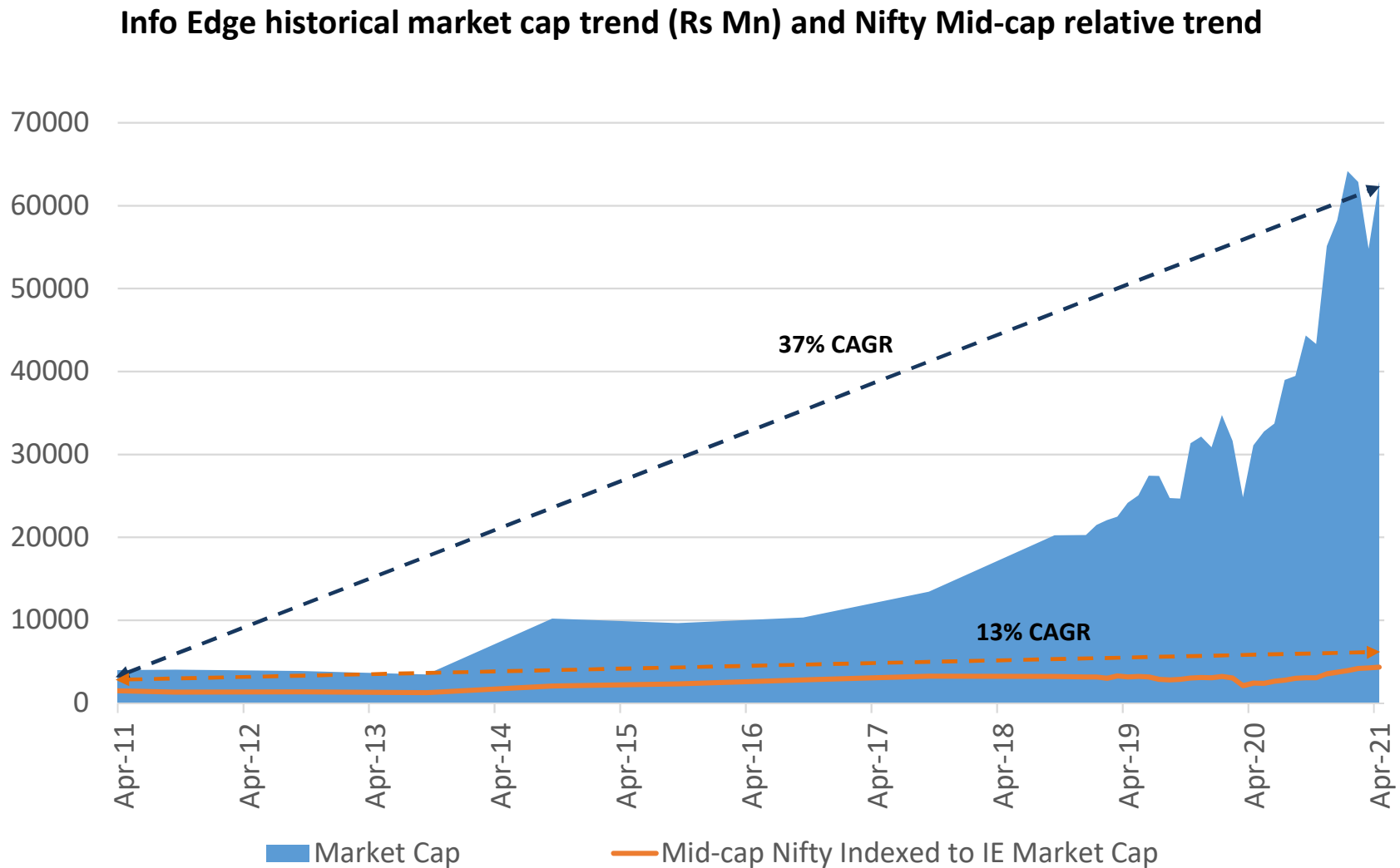
- Upfront payments in subscription model results in negative working capital
- Negative working capital many times more than operating fixed assets

[^]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. 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

Board of Directors

Whole time

Sanjeev Bikhchandani (57)

Founder and Executive Vice
Chairman

BA Econ. St. Stephen's.

PGDM IIM-A

Previously with GlaxoSmithKline

Hitesh Oberoi (48)

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

Naresh Gupta (54)

Independent Director

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

Previously MD, Adobe India

Bala Deshpande (54)

Independent Director

MA Econ., MMS JBIMS

Sr. MD, New Enterprise
Associates (NEA)

Ashish Gupta (54)

Independent Director

B Tech IIT-K, Doctorate from
Stanford University

Founder Tavant Technologies,
Junglee; Amazon

Sharad Malik (57)

Independent Director

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

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

Geeta Mathur (54)

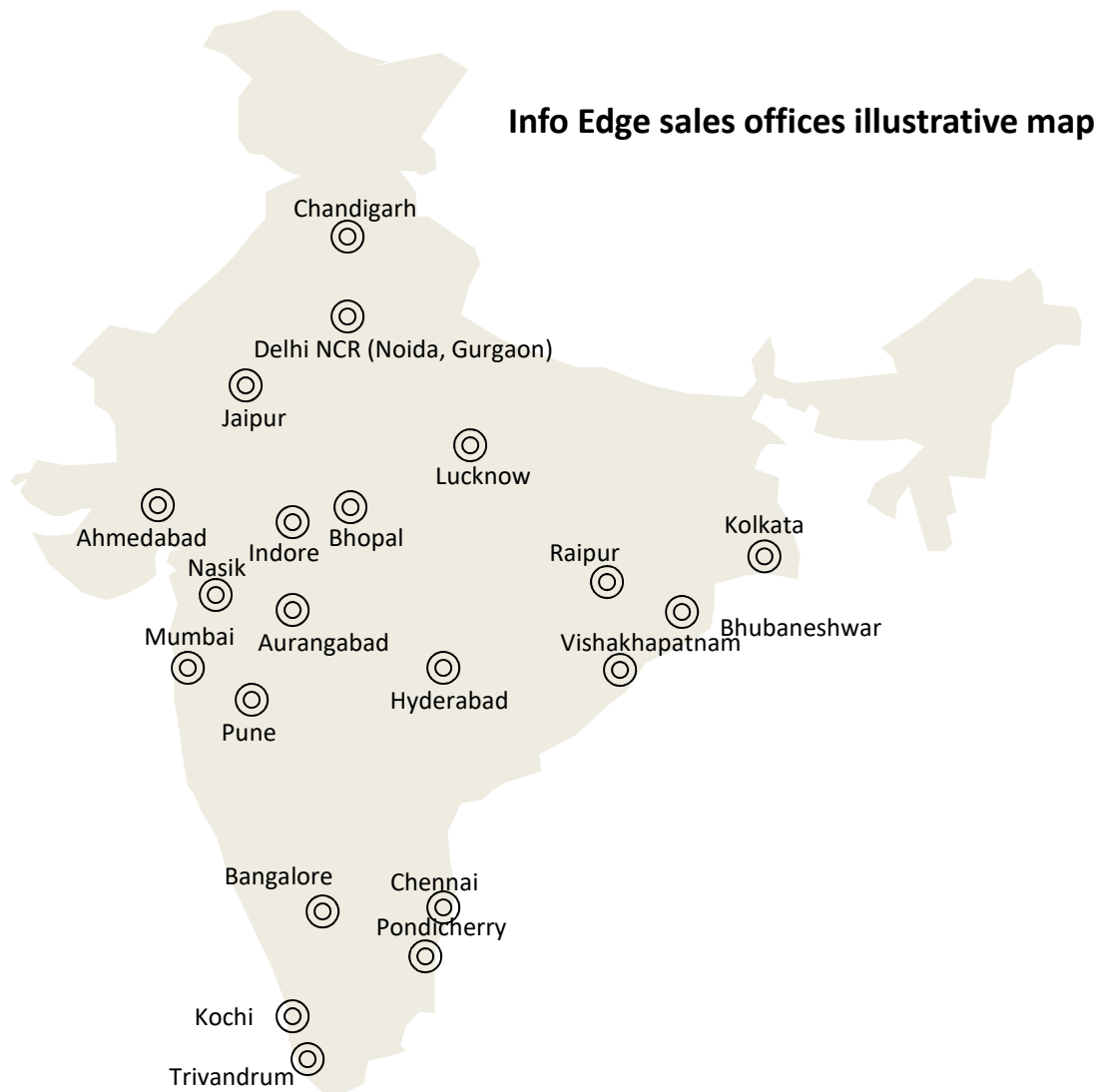
Independent Director,

Chairman, Audit Committee

Chartered Accountant

Associated with ICICI Bank,
Helpage India, IPE Global.

Nationwide sales/customer interface infrastructure

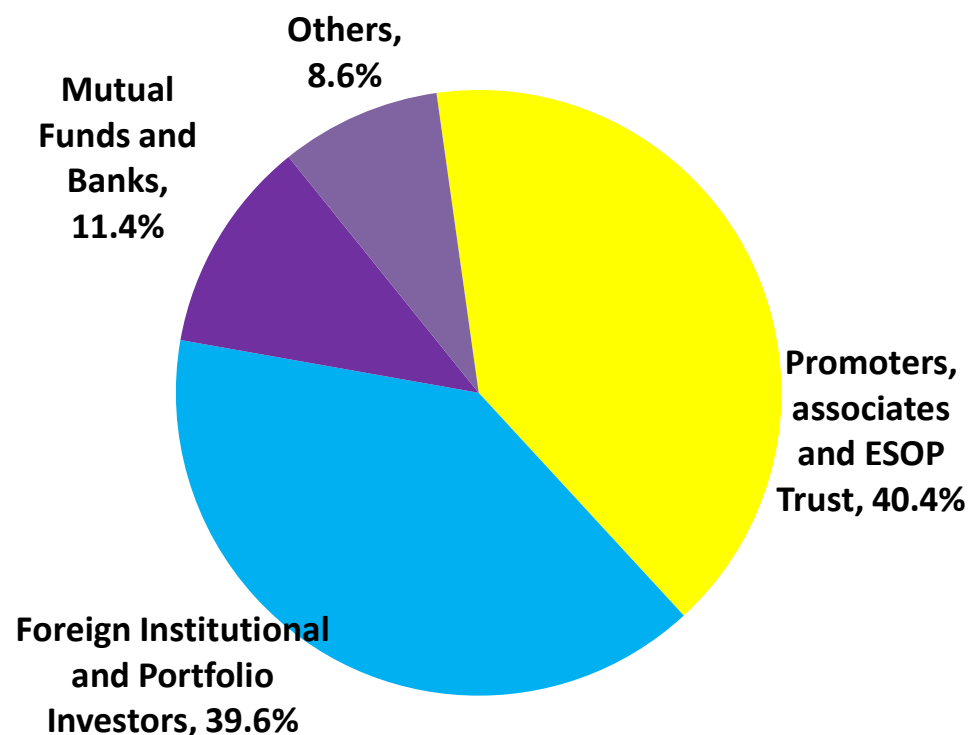


Geographical Spread as on date

- Nation wide coverage through 70 company branch offices in 45 cities in India
- 2,767 sales/ servicing/ client facing staff or 63% of the company's workforce of 4,397.

Shareholding

As of 7th May, 2021



<i>MFs/ FPIs/FIIs/ Banks</i>	<i>% Holding</i>
Axis Mutual Fund + Schroders	6.80%
Nalanda	3.00%
Ward Ferry	2.16%
Vanguard	1.97%
Ishares	1.56%
Arisaig	1.50%
Goldman Sachs EM Fund	1.34%
UTI -various	1.34%
Amansa	1.29%
Stewart	1.28%
Matthews	1.11%
Nordea	1.05%
Franklin Templeton MF	0.95%
BNY Melon	0.83%
Wasatch - various	0.82%
SBI	0.74%
Govt Pension Fund Global	0.70%
Veritas Funds Plc	0.60%
ICICI Prudential	0.54%
Postal Life Insurance Fund	0.52%

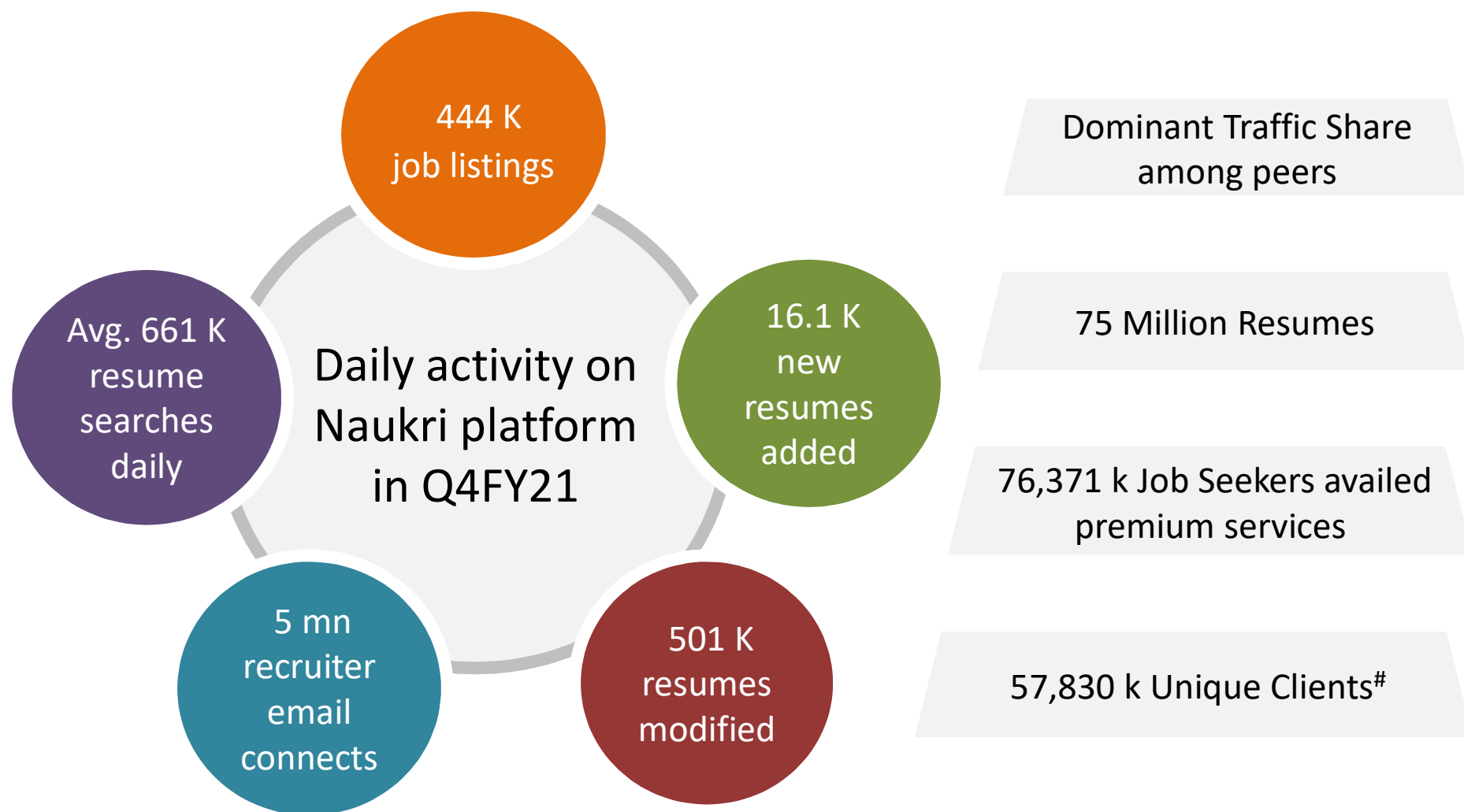
Total number of issued and paid up shares of Rs 10 each are 128.5 million (post 1:1 bonus in Sept, 2010, 1:1 bonus in Jun, 2012 and dilution (QIP) in Sept, 2014 and Aug, 2020)

Naukri

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

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

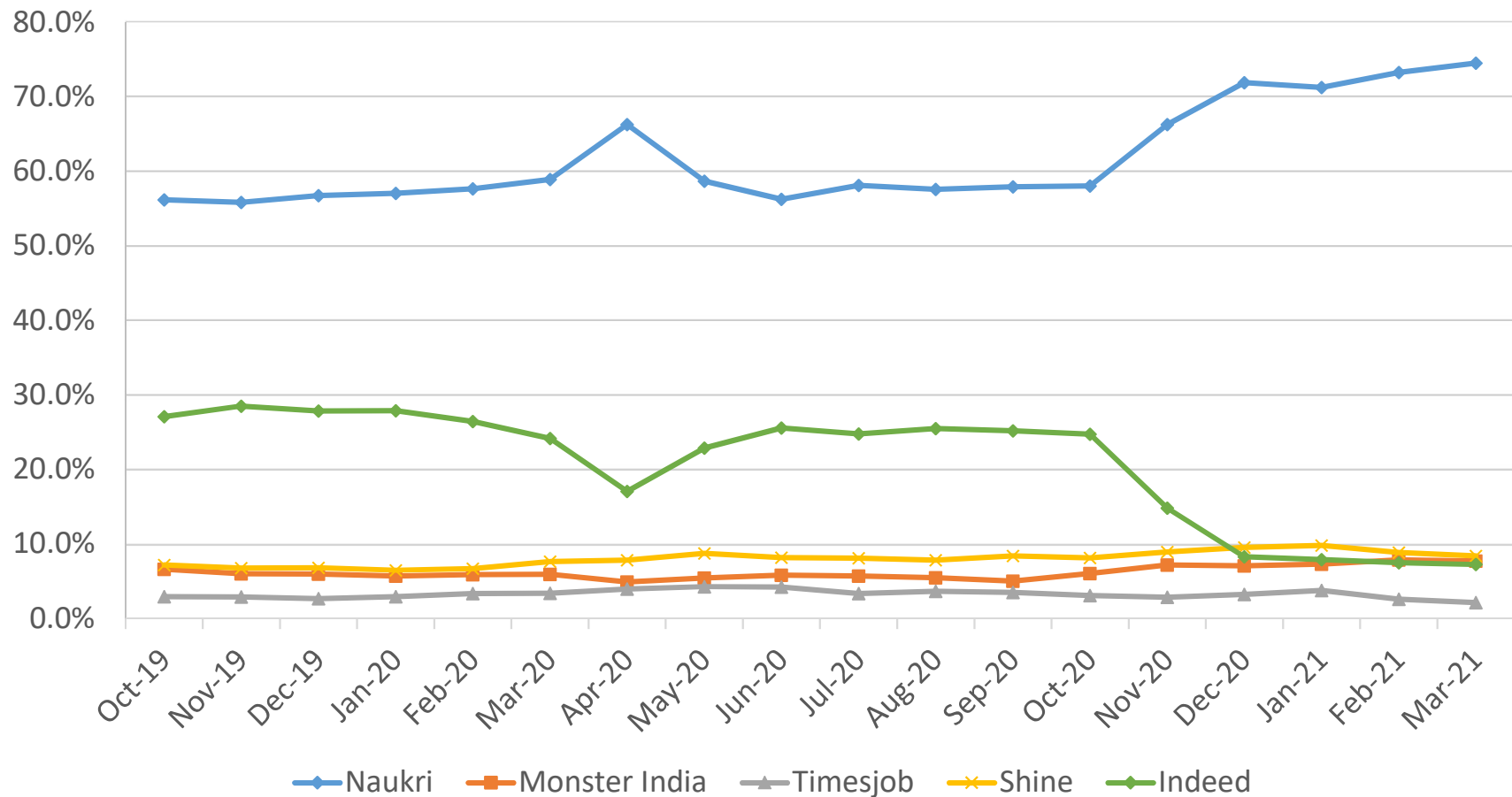
Key operating metrics for Naukri



Based on IND-AS revenue

Naukri traffic share among traditional job sites

Overall traffic (from desktops, laptops and web mobile)



Source: SimilarWeb

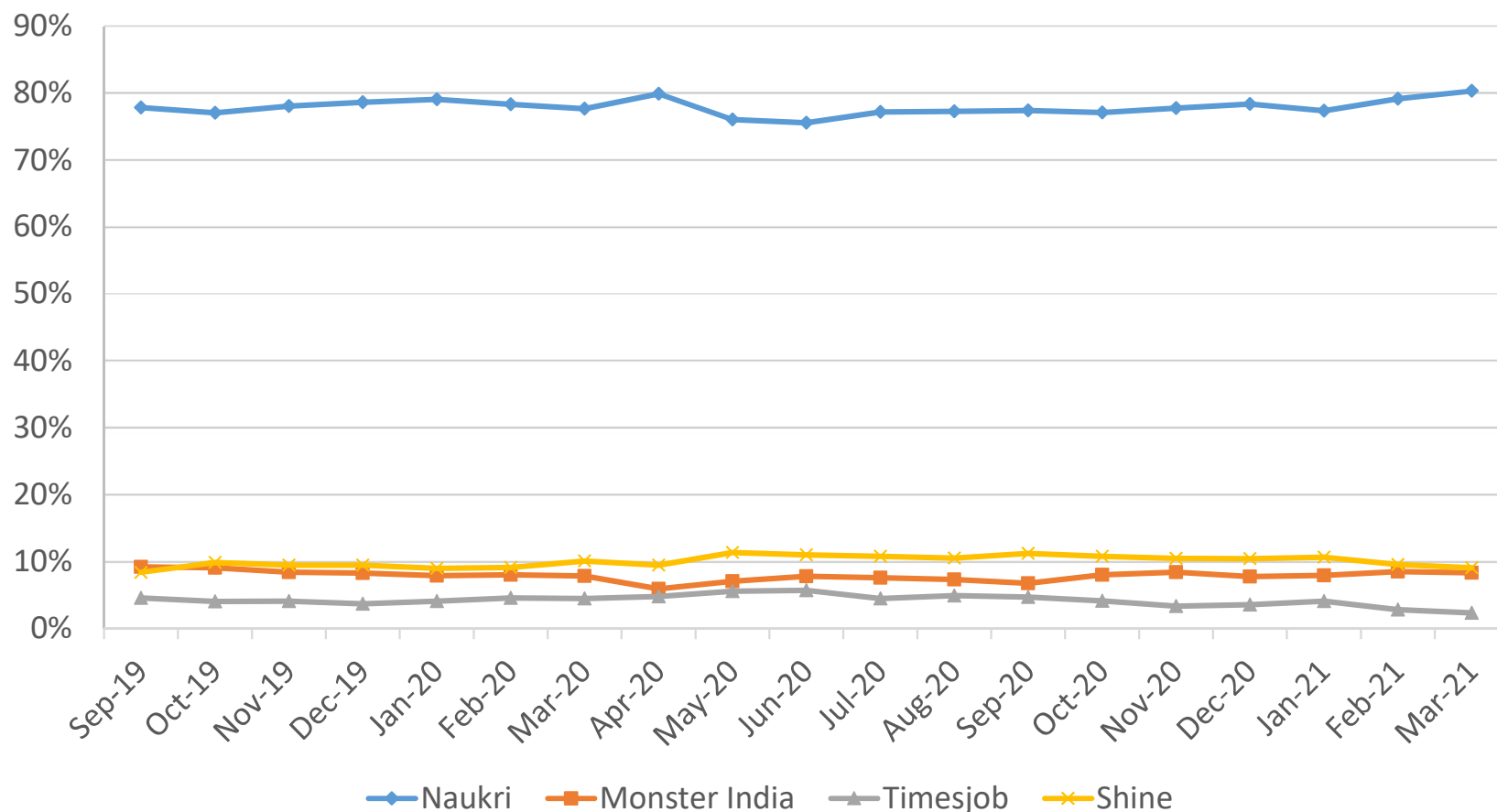
Above chart excludes LinkedIn since much of the traffic may not pertain to jobs

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

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

Naukri traffic share among traditional job sites

Overall traffic (from desktops, laptops & web mobile)



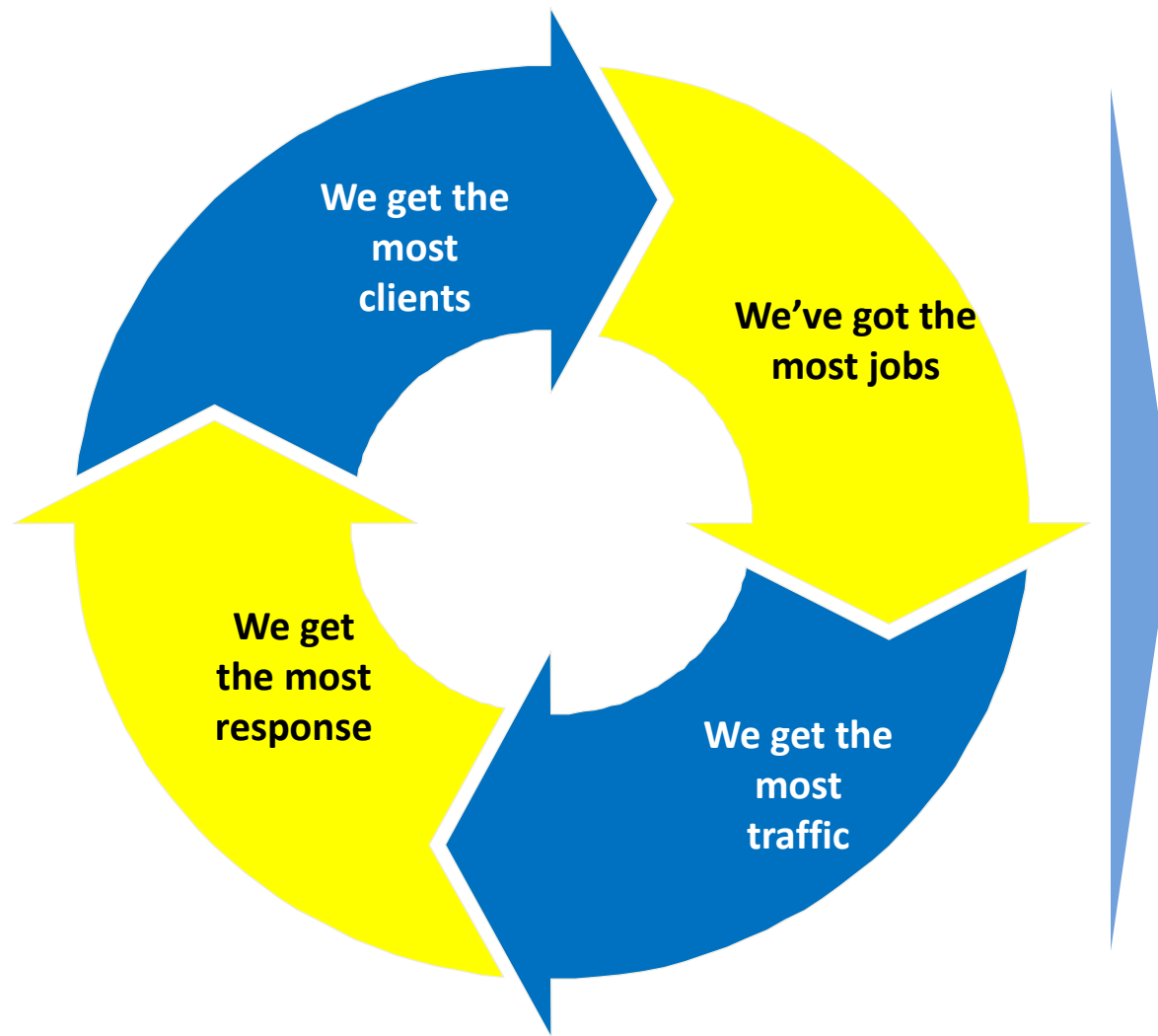
Source: SimilarWeb

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 is a business of the virtuous circle



Benefits

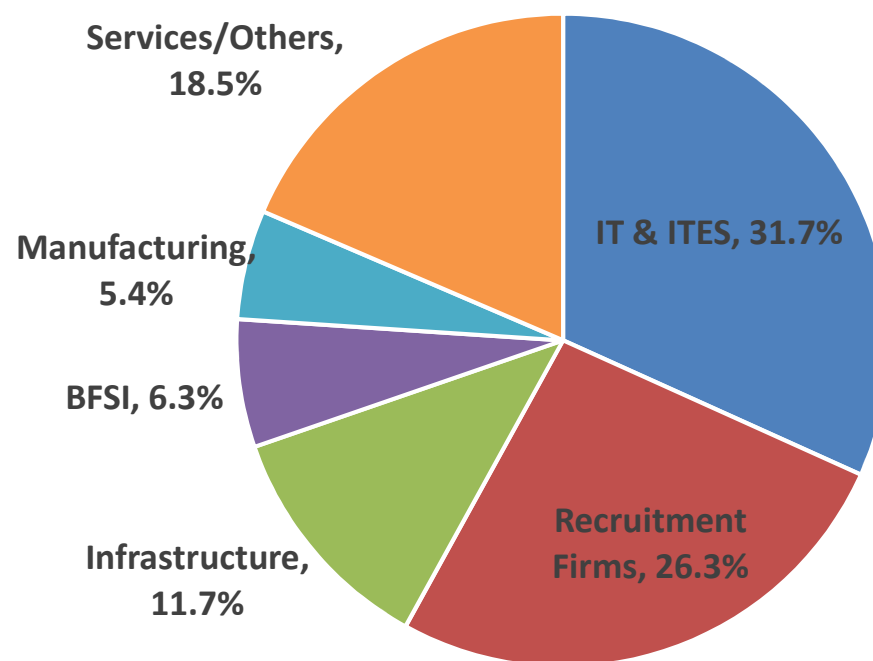
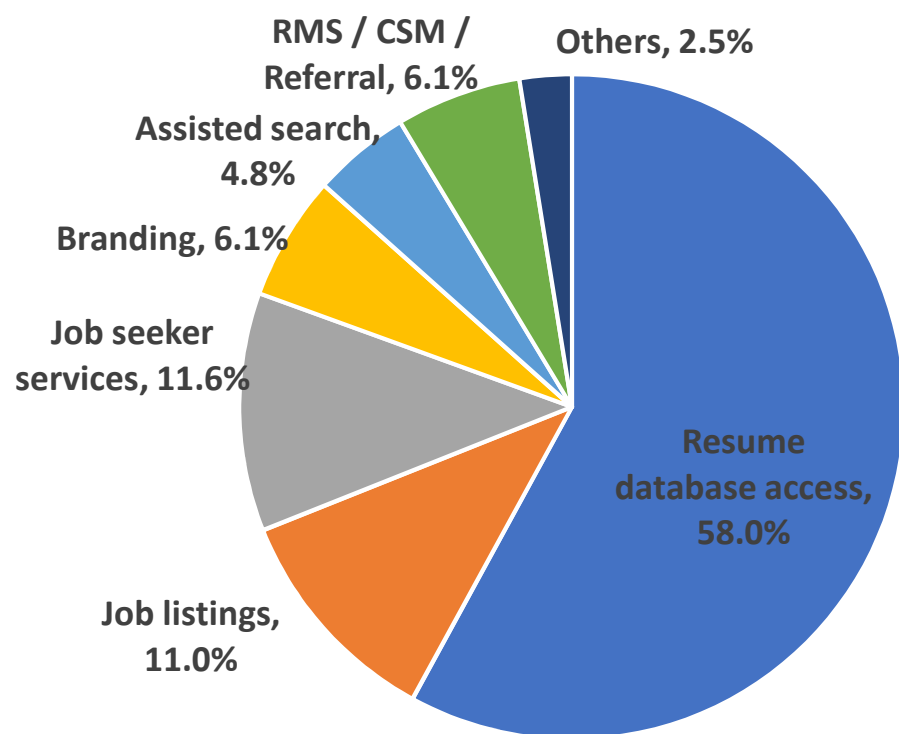
- Naukri has over 100% of industry profits enabling greater investment in
 - Product innovation
 - Engineering
 - Brand support
 - Sales network
 - Servicing back office
 - Superior talent

Revenue sources for Naukri

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

Breakdown of revenue by Product and Industry

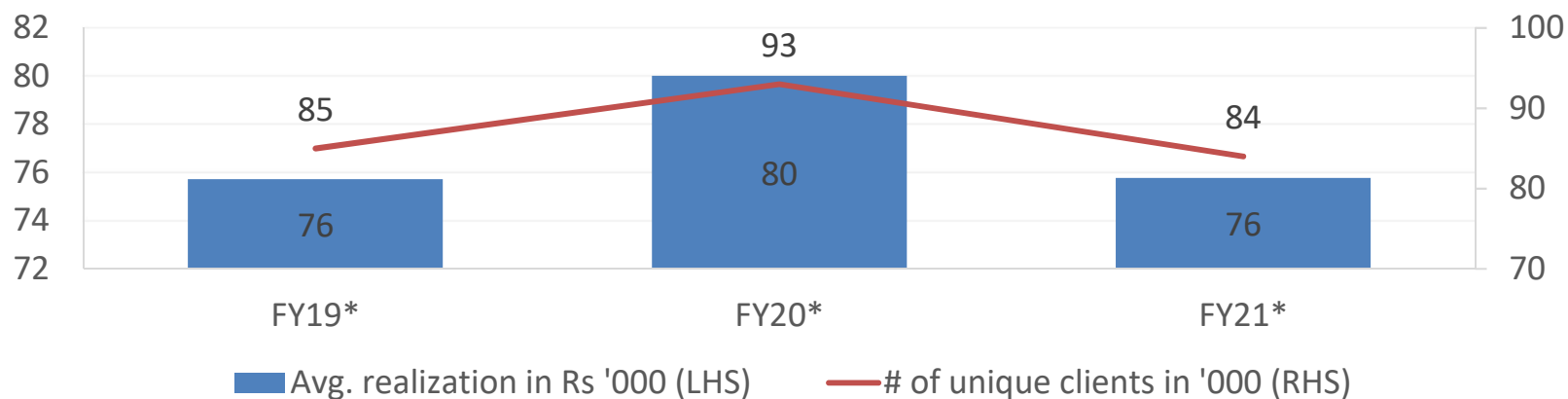
Data for trailing 12 months to Dec 2020



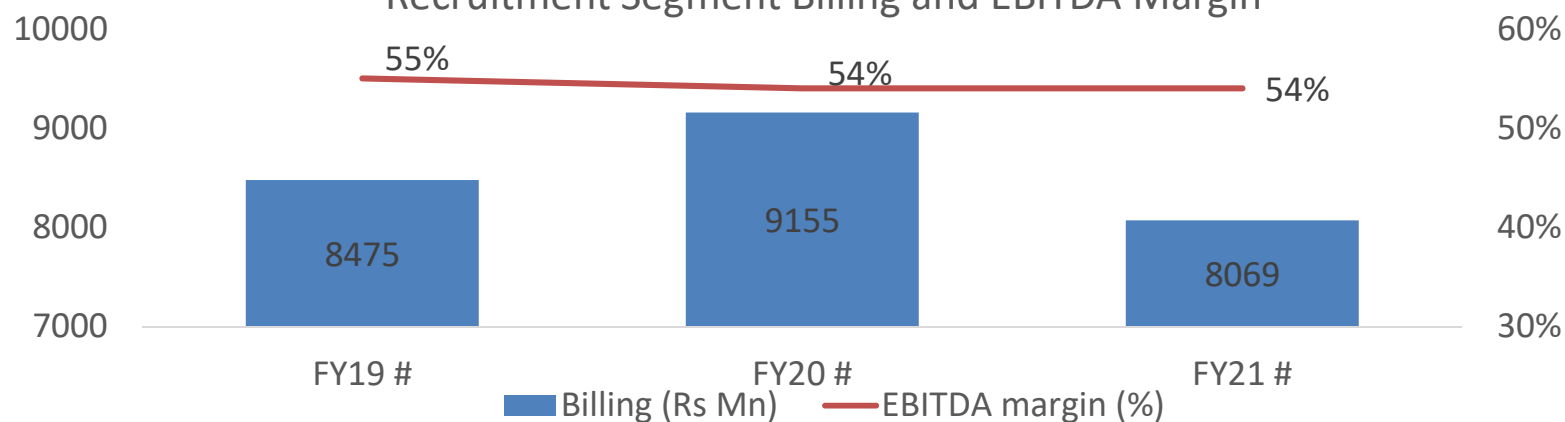
~50% of consultants caters to IT/ ITES industry. Accordingly, IT and ITes contributes ~42-44% of overall revenues.

Increasing realization per unique client with increasing number of customers

Naukri India - Revenue per client and # of clients



Recruitment Segment Billing and EBITDA Margin



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

Naukri Investment strategy

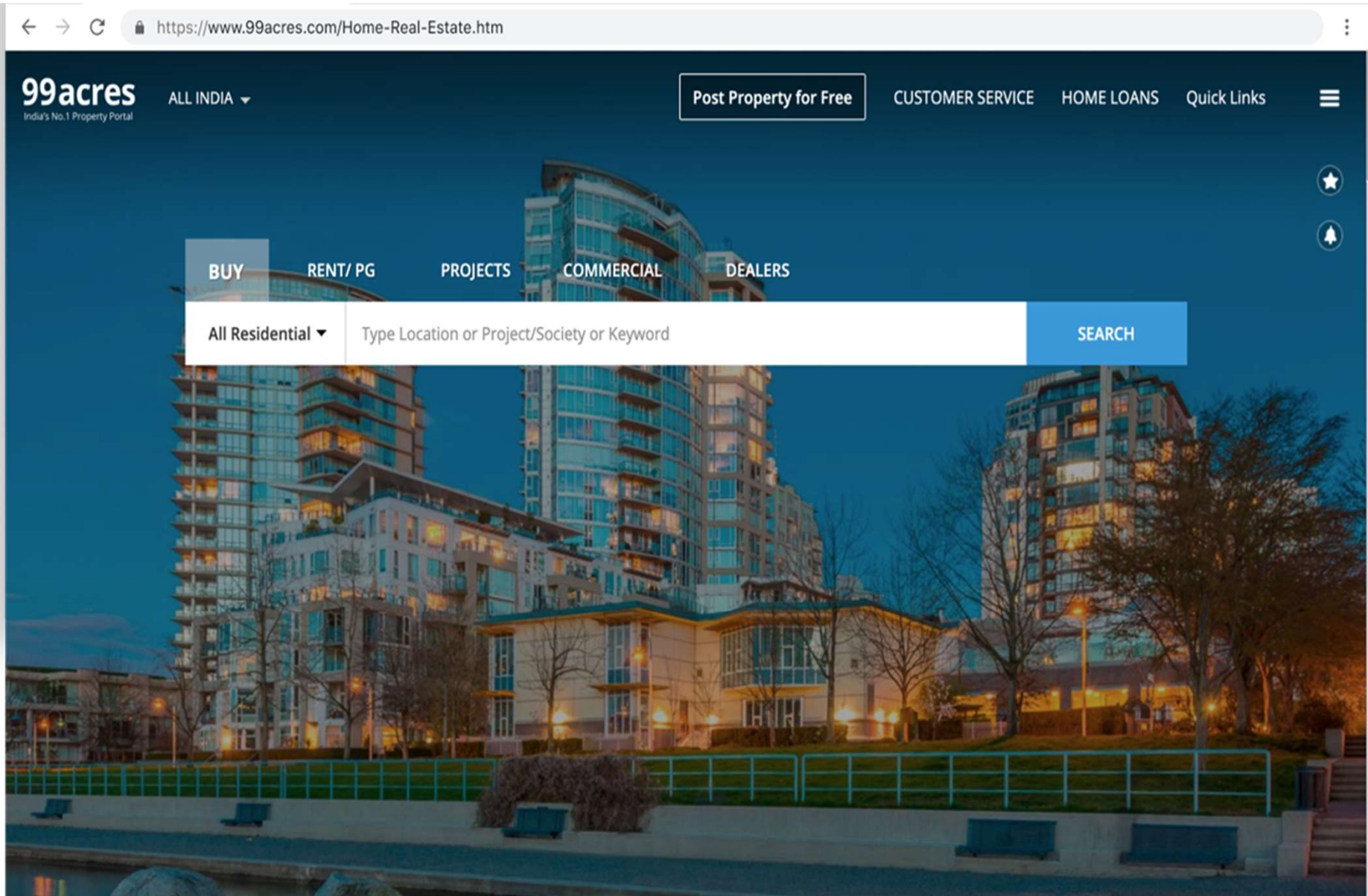


iimjobs.com

- iimjobs.com is India's leading recruitment platform for management professionals
- Hirst.com is an exclusive recruitment platform for premium technology talent
- All iimjobs products are now completely sold through the naukri sales team
- 3.25 million registered users (1.9mn on iimjobs and 1.4mn on hirst)
- Over 25k jobs posted every month; Over 2.2 million applications / month
- Consistent billing growth of 20% for last 3 FY.
 - FY'18 – Rs 149 Mn
 - FY'19 – Rs 182 Mn
 - FY'20 – Rs 218 Mn
 - FY'21 – Rs 252 Mn

New GTM approach for Naukri.

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

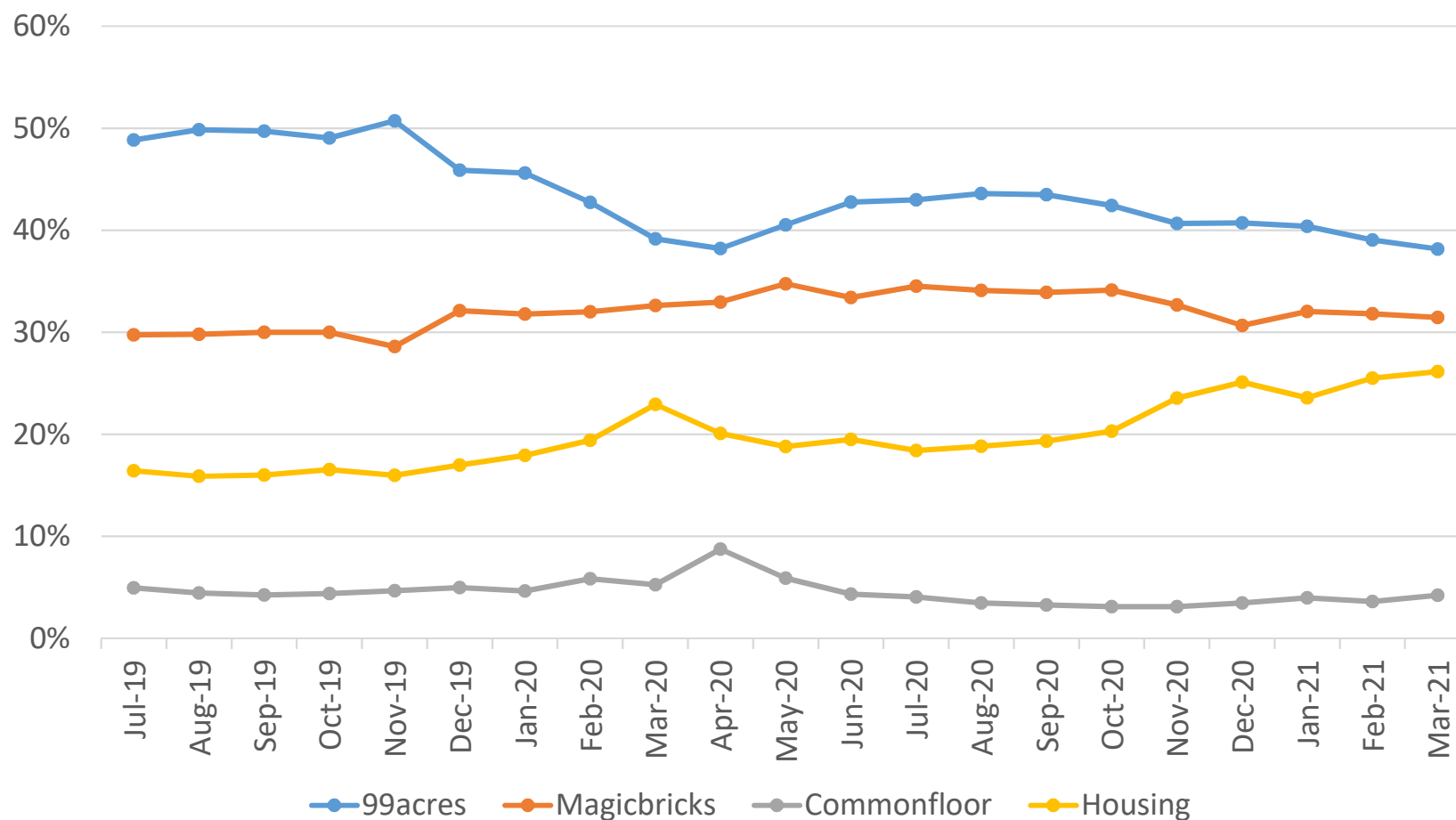


Online Real Estate marketing business in India

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

99acres traffic share

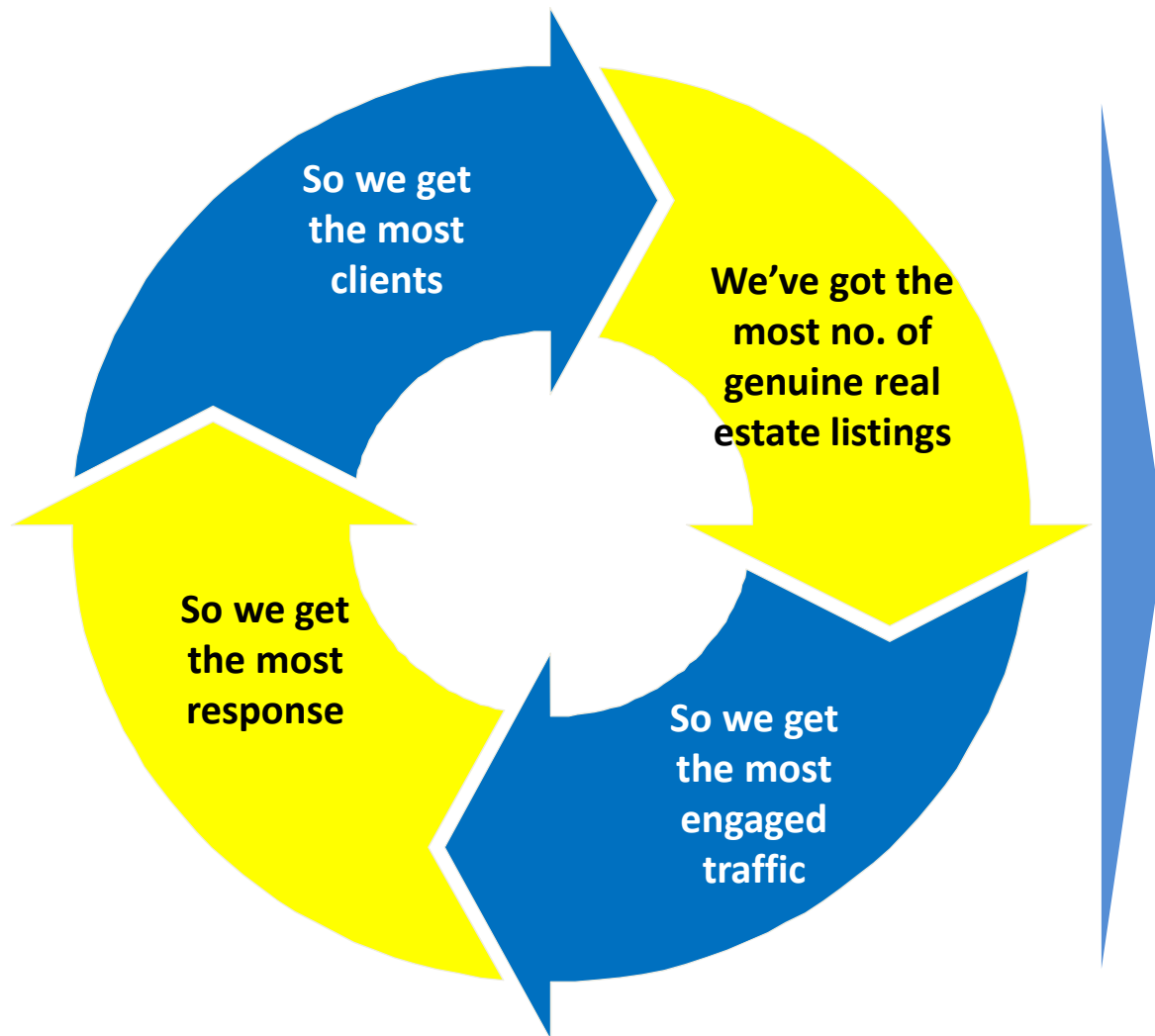
Overall traffic (from desktops & laptops, web mobile)



Source: SimilarWeb

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

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

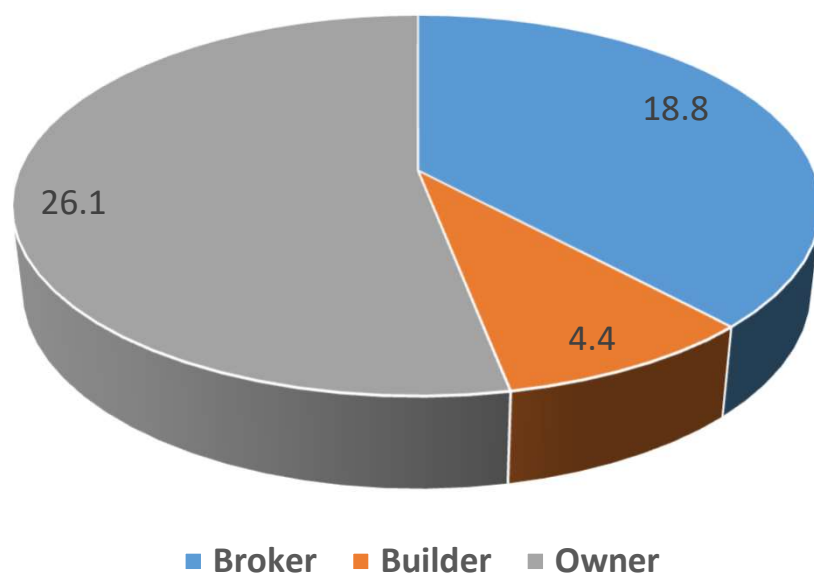
*Residential & Commercial, including land/plots

Key business metrics for 99acres (Q4)

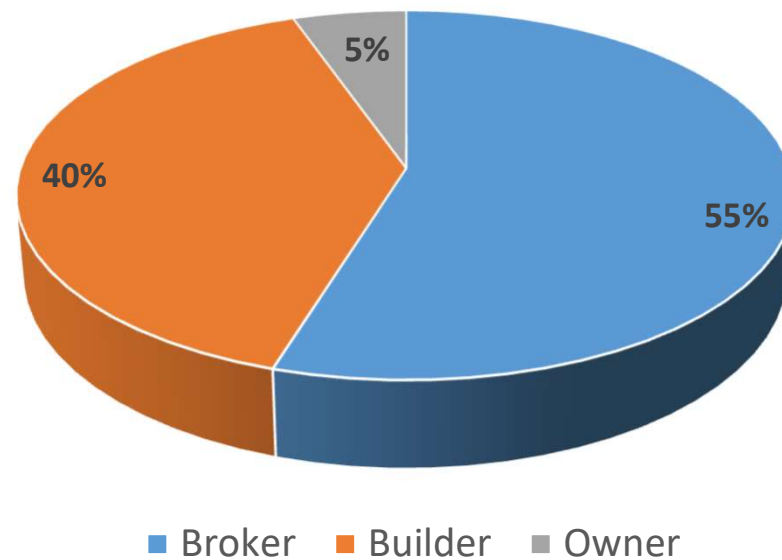
- **As of Mar 31, 2021**
 - Total projects 1,72,421 + (under construction or ready-to-move-in)
 - Total listings 9,59,923 (including 4,67,567 owner listings)
 - Residential 8,23,892
 - Commercial 1,36,031

Break-down of Customers and Billing

No. of customers in '000

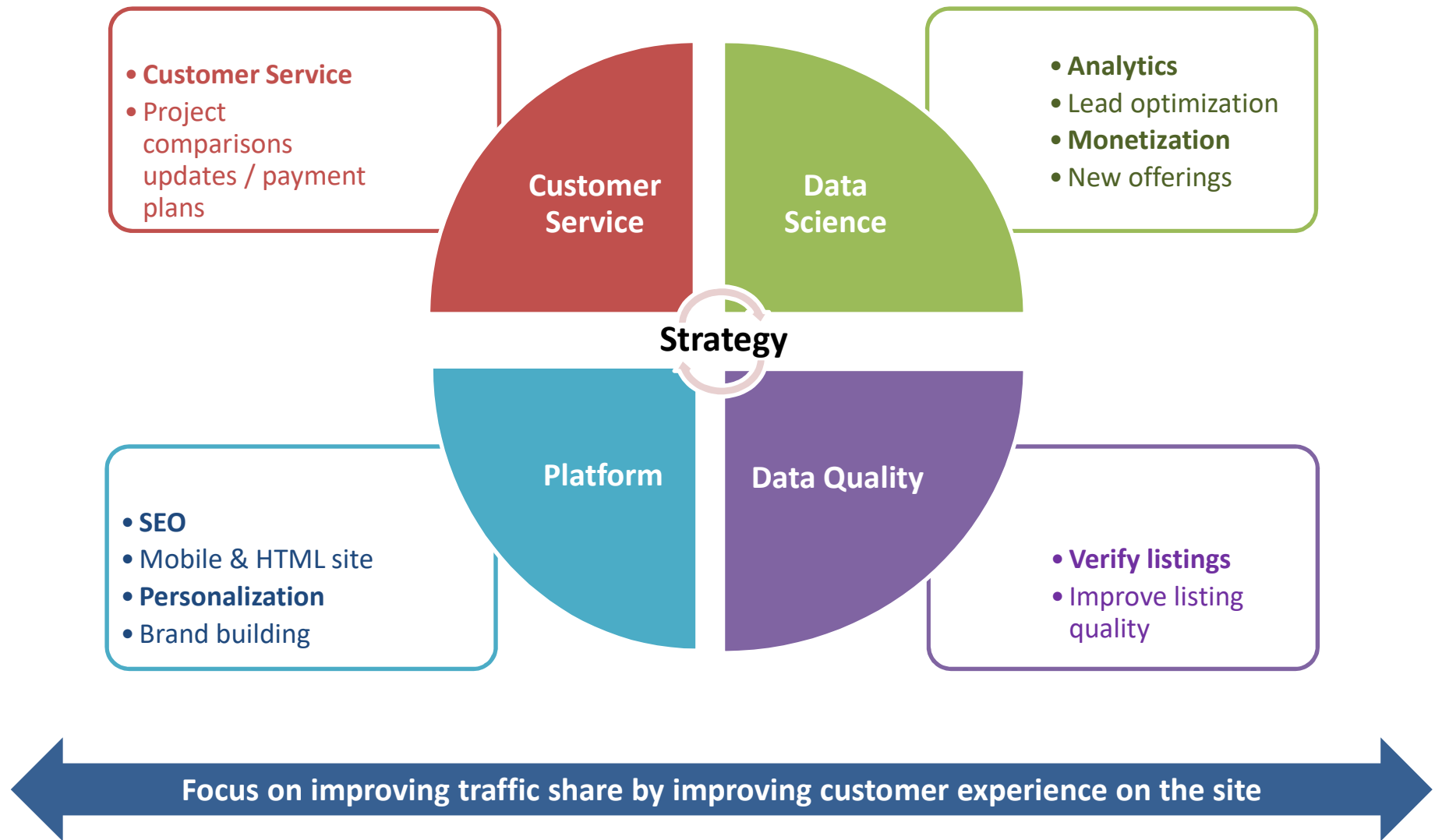


Billing breakdown by customer type



Data for trailing 12 months to March 2021

99acres –strategy

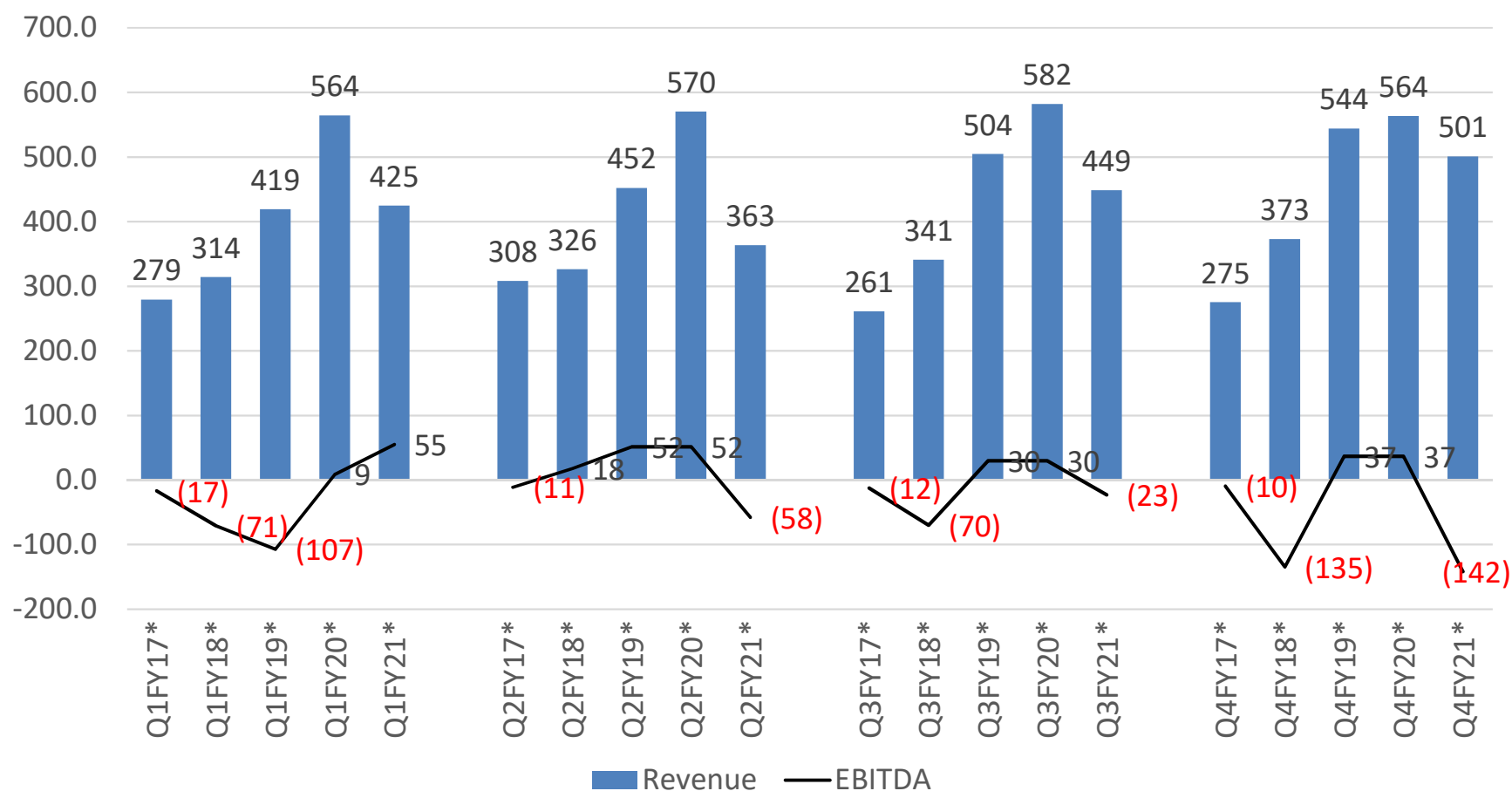


99 acres Peer Comparison

- **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

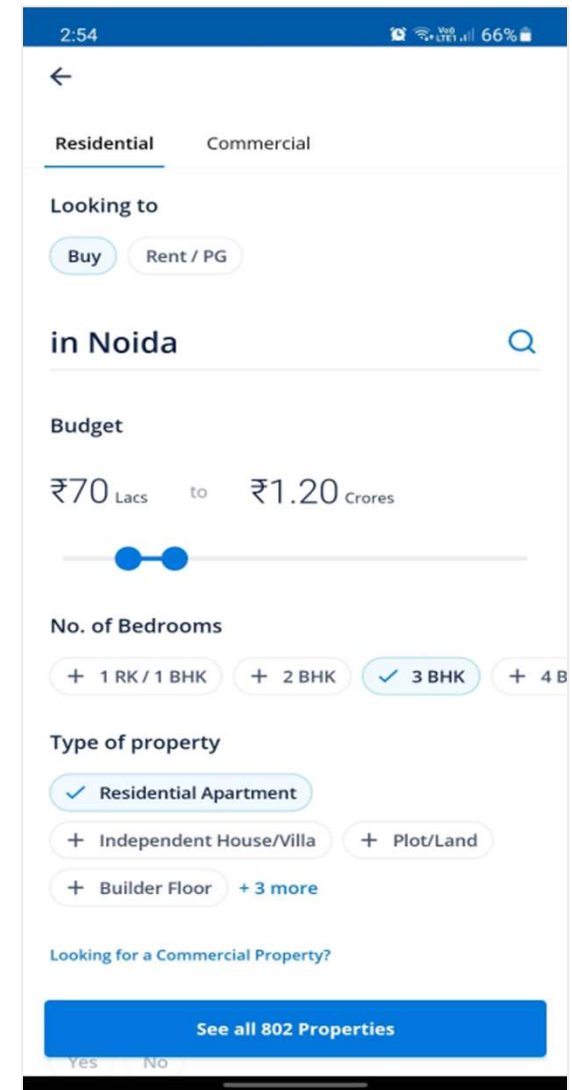
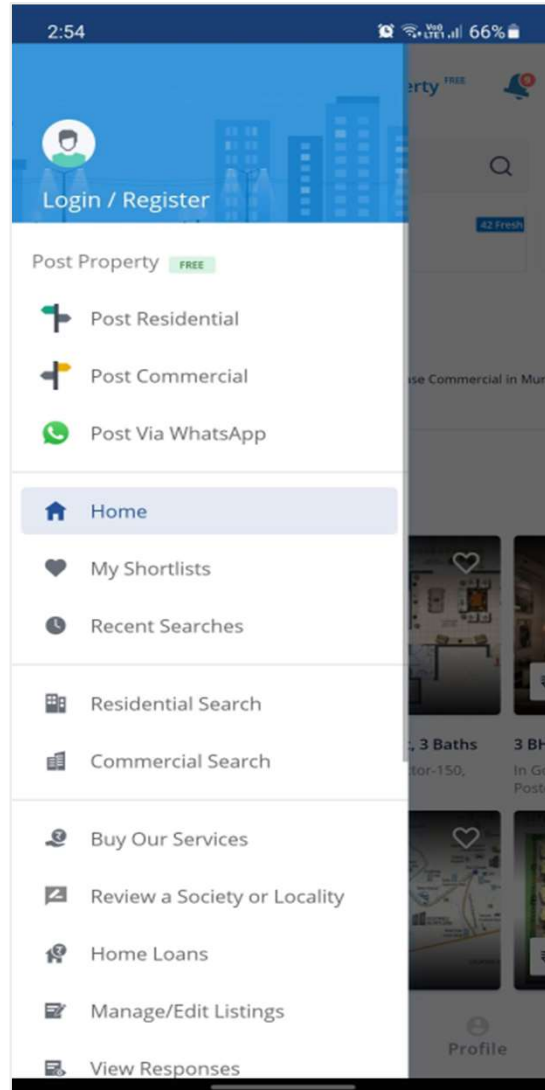
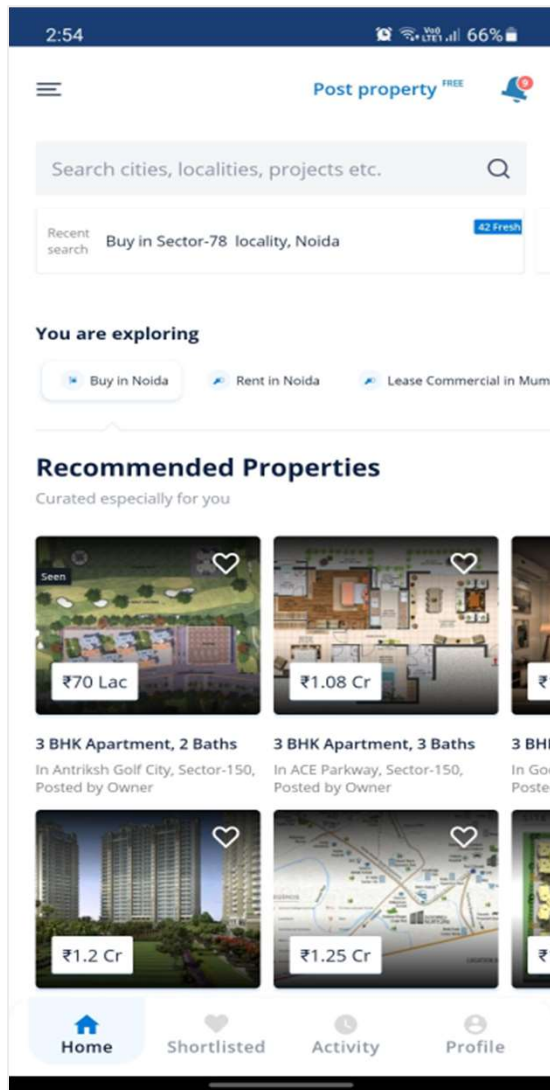
99acres Quarterly Revenue (Rs Mn) and EBITDA (Rs Mn)



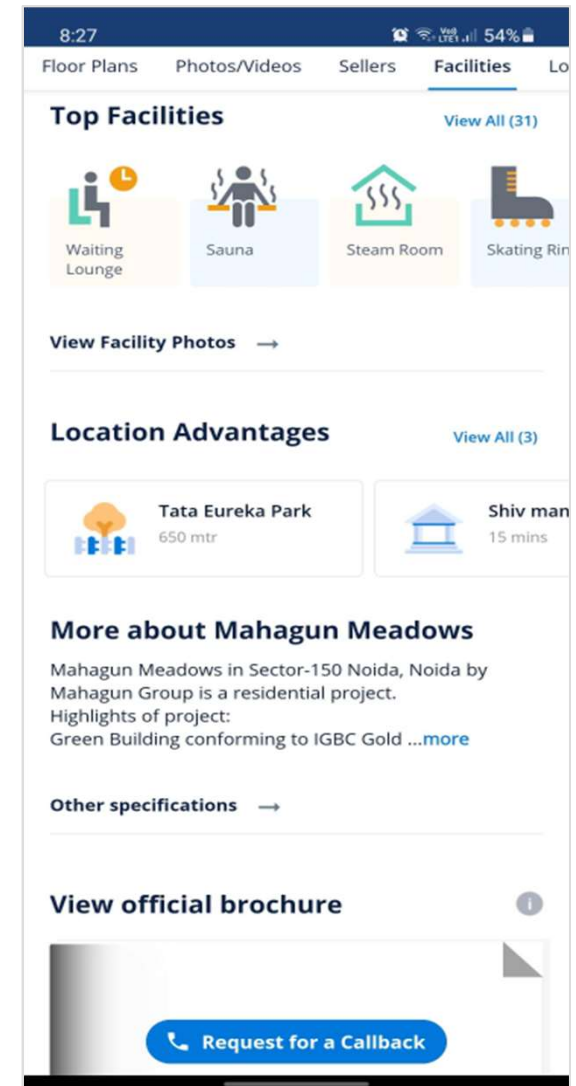
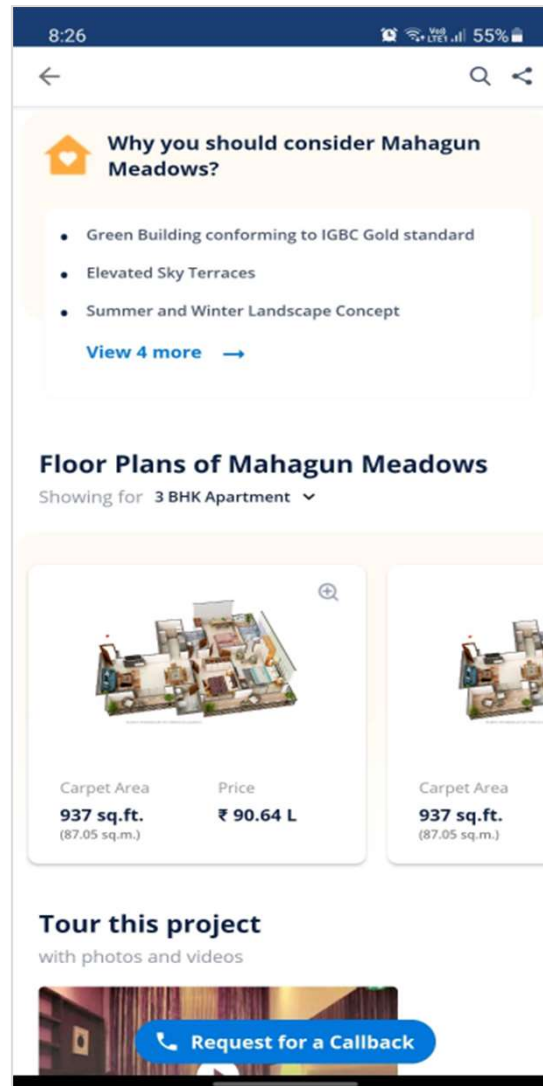
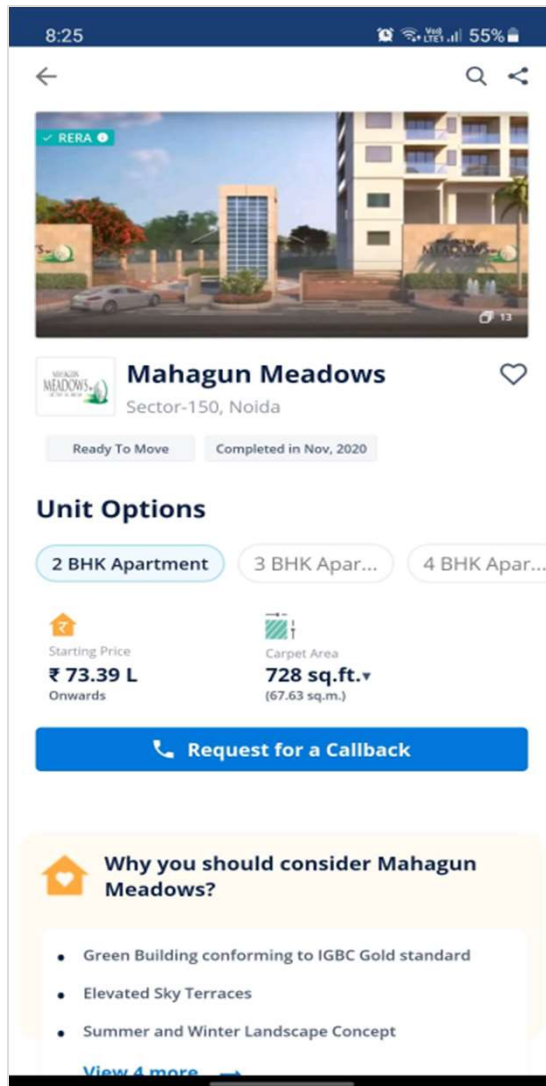
99acres cumulative cash loss (management estimate) at Rs 2764 MN. Above numbers are segmental financials for 99 Acres business.

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

Mobile app – home screen, navigation & search infoedge



Mobile app – Project detail page



Locality Reviews

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

Ratings & Reviews

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

4.4 / 5
 ★★★★★
 Average Rating
 (118 Total Reviews)

Ratings by Features

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

What are the positives

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

Most Helpful Reviews [View all](#)

4.3 ★
 POSITIVES
 Sector-137 Noida. This is a beautiful locality where many big and smal... [show more](#)
 Safe at Night Well Lit Streets Frequent Police Patrolling
 Rare C
 No Wa
 NEGAT

[View All properties in this locality](#)

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

4 ★
 POSITIVES
 The Hospital,Grocery are within 5 km The market are avialable in walking distance and there you can easily get the private cabs or public transportation it is safe in night there is no water shortage and all basic amenities like schools, colleges are available near by and it is very good locality [Show Less](#)
 Good Public Transport Good Hospitals are nearby
 Easy Cab/Auto Availability Safe at Night
 Markets at a walkable distance
 Metro Connectivity nearby No Water Shortage

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

Owner of Property
 15 days ago
 Was this helpful? Yes [Report](#)

4.8 ★
 POSITIVES
 Sector 78 is very nice locality and also it is not very populated and polluted. ... [Show More](#)
 No Power Cuts Low Pollution Well Lit Streets
 Clean & Hygienic No Water Shortage

[Write a review](#)

8:56 Ratings & Reviews 49%

All **Lifestyle & Facilities** **Connectivity & Comm**

Former Resident
 22 days ago
 Was this helpful? Yes [Report](#)

3.8 ★
 POSITIVES
 Hospital are nearby at my home. And no traffic jam and easily cab/auto available nearby at my home. And metro station are 1km away at my home. And also big and light streets. And police patrolling also available at night. And low pollution in my colony. And no water shortage.
 Good Schools are nearby
 Markets at a walkable distance

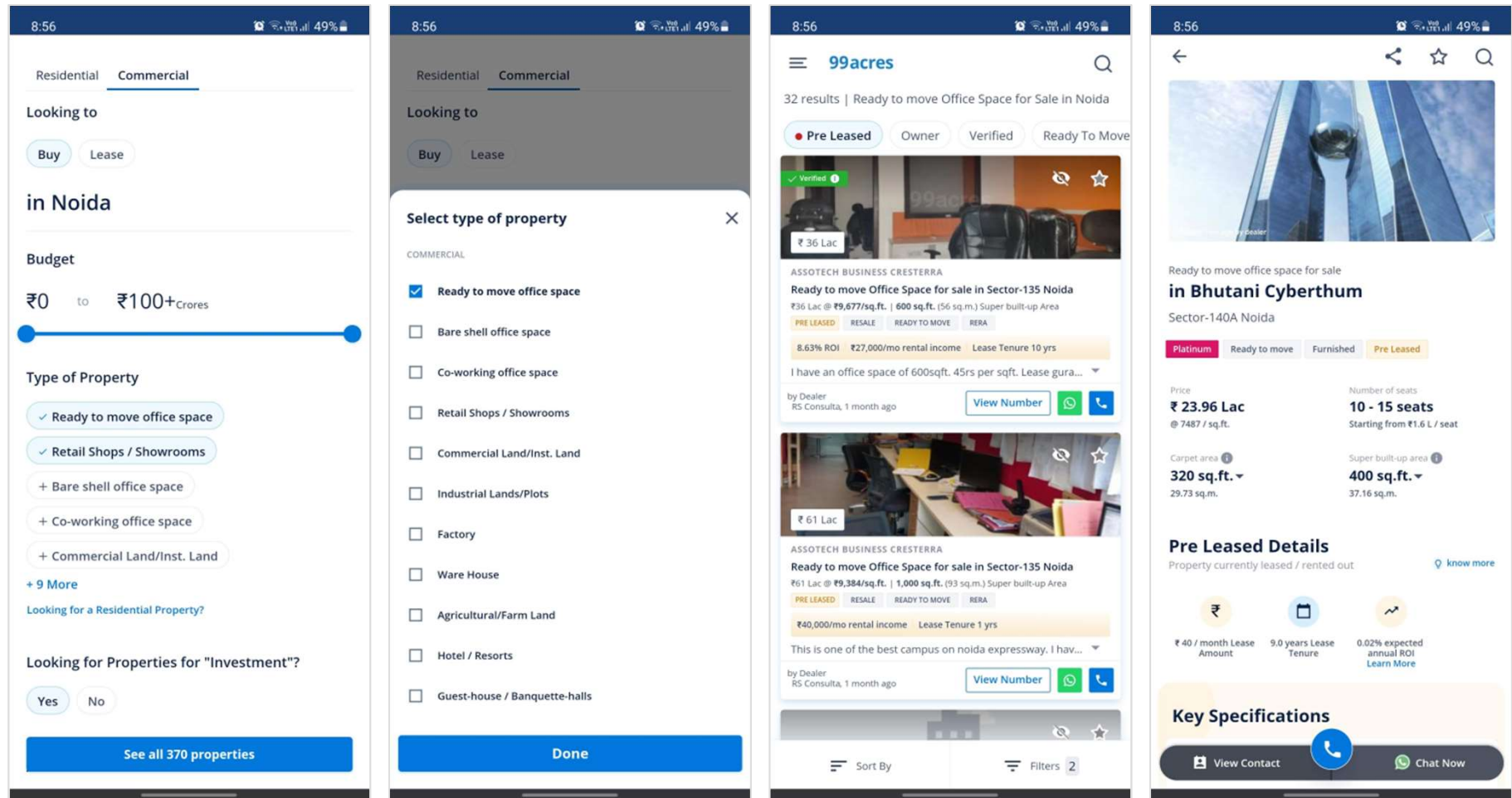
NEGATIVES
 High powers cuts. And no parking space available and no public transport at nearby my home. And no hospitals at nearby only 8-10 away hospitals available. And no easily cab available at night. And no maintained roads. And also poor connectivity at metro station.

Former Resident
 23 days ago
 Was this helpful? Yes [Report](#)

4.4 ★
 POSITIVES
 Good water facility, transportation is very good, all works good, living conditions are good , metro station is nearby and buses are available per 10 minutes

Support for various commercial properties & pre-leased options

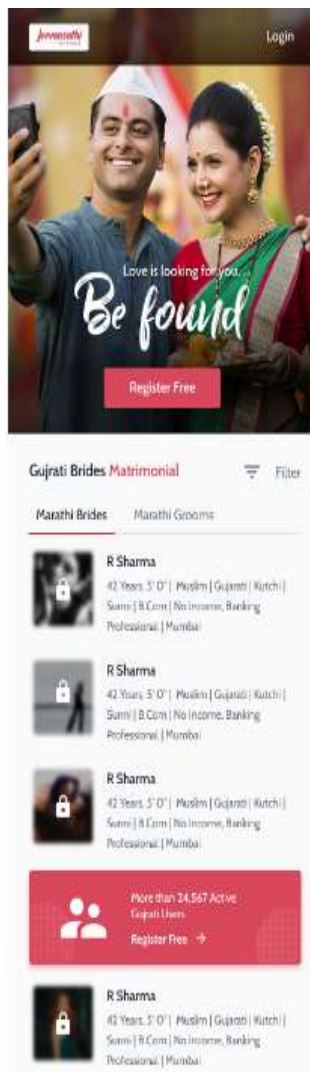
infoedge



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



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

Jeevansathi's strengths

Leadership in the North markets

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

Capital Efficient Business

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

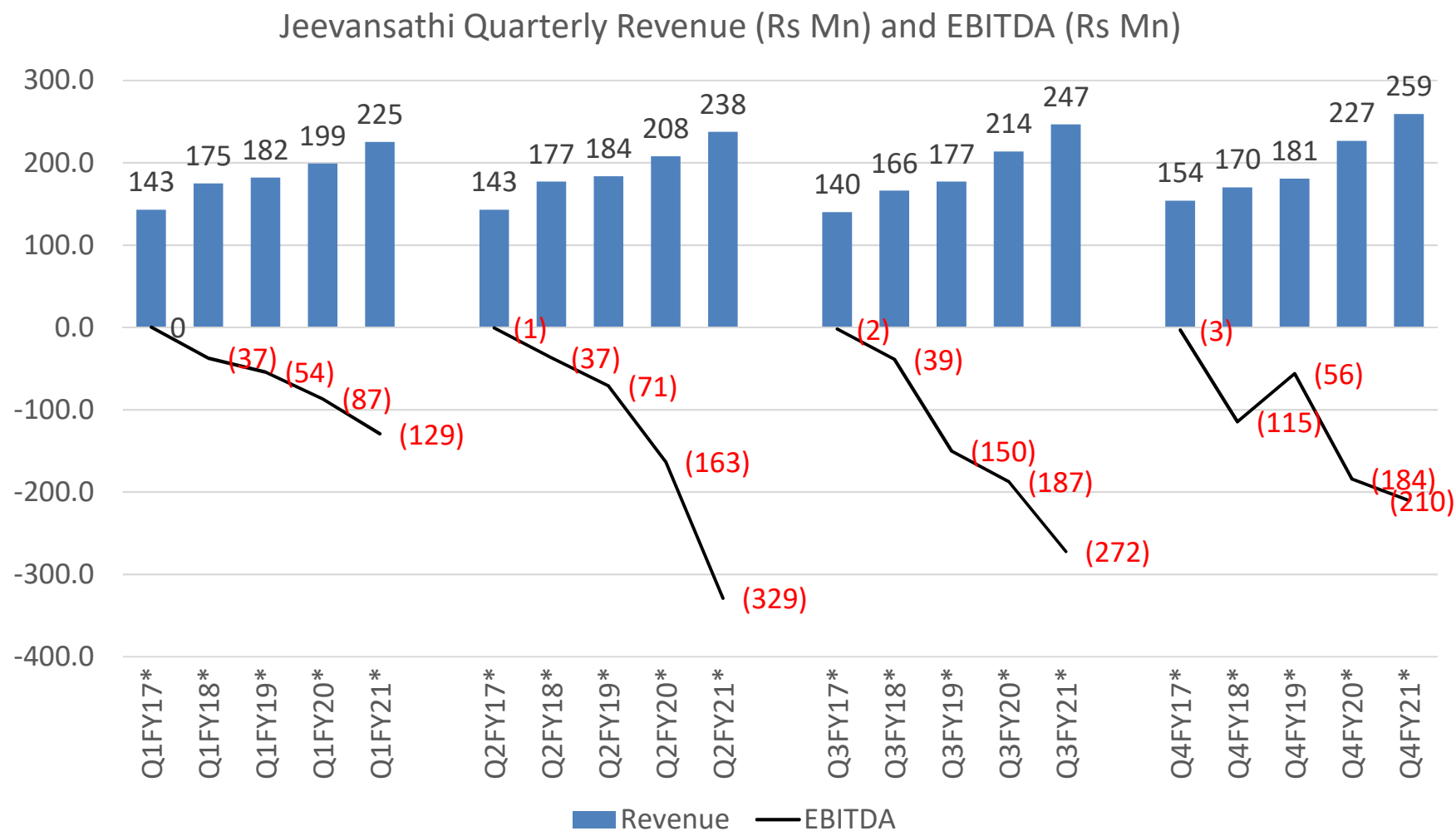
Innovation-led Product

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

High App Usage

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

Jeevansathi – Quarterly financials



Jeevansathi cumulative cash loss (management estimate) at Rs 2353 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 Search Colleges, Courses, Exams, QnA, & Articles **Search** Ask a query on 88791 00846 **Ask** **Login** **Sign Up**

MBA **ENGINEERING** **MEDICAL** **DESIGN** **MORE** **STUDY ABROAD** **COUNSELING** **CAREER TESTS** **New**

PARUL UNIVERSITY

Find Colleges, Courses & Exams that are Best for You
 49,000+ Colleges • 3,00,000+ Courses • 2,15,000+ Reviews • 700+ Exams

Search Colleges, Courses, Exams, Questions and Articles **Search**

Parul University, Vadodara, Gujarat (view details)

Featured

Apeejay School of Management
 Dwarka, New Delhi [Learn More](#)
 ASM Ranked 10th in Private Institutes in India by Times B-School Survey 2020 Rankings

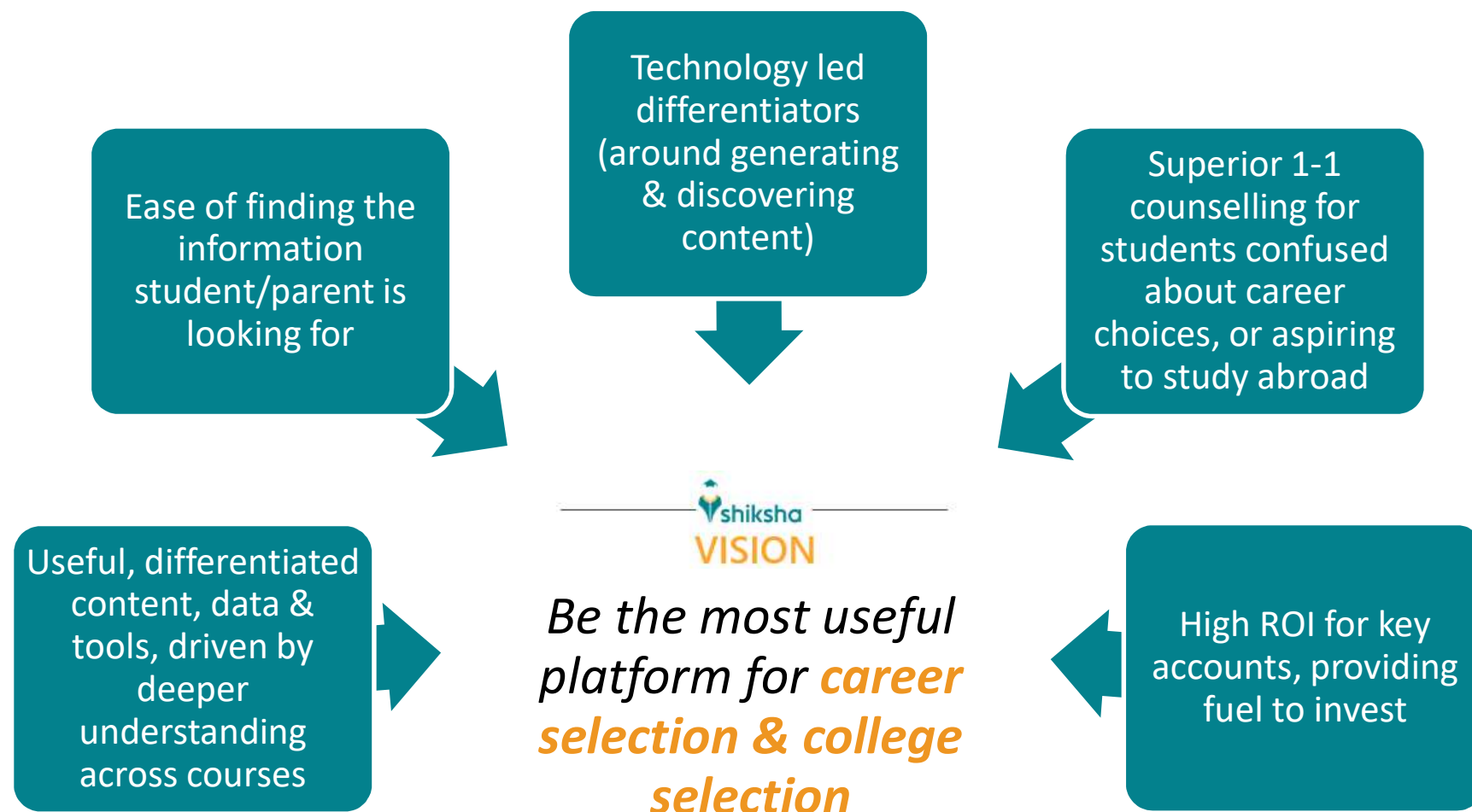
Sikkim Manipal Institute of Technology (SMIT)
 Rangpo [Learn More](#)
 Ranked 2nd by India Today 2020 - Top Private Engineering colleges (East Zone)

SRM Institute of Science and Technology, Chennai
 Chennai [Learn More](#)
 SRMJEE 2021 Applications Open

Ask Now
 Get Instant Answer to your queries
 CMRU **Bangalore** [Learn More](#)
 CMRUAT 2021 Applications open

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

Shiksha Vision & Key Enablers



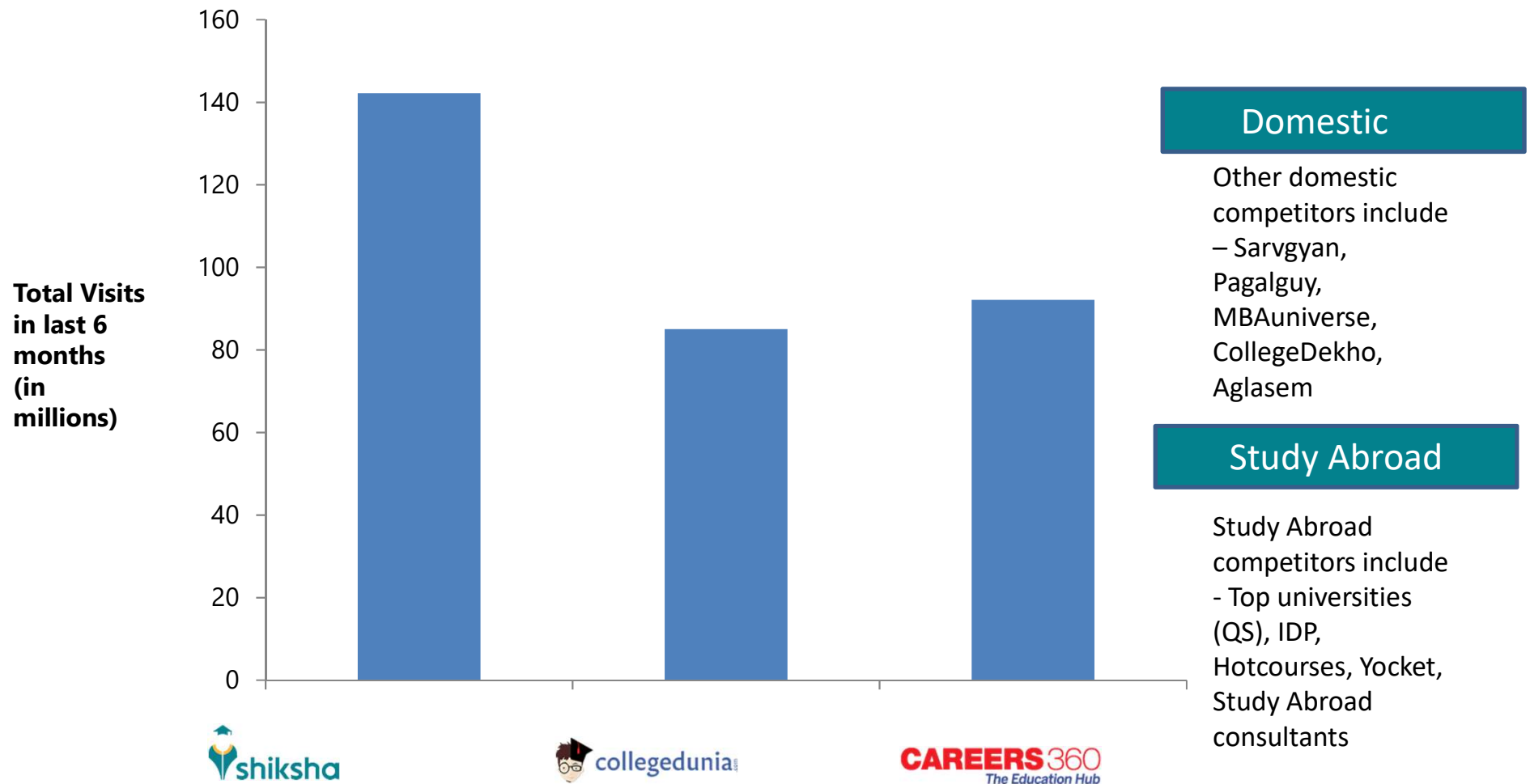
Shiksha's Strengths

Shiksha is India's largest Higher Education Classified platform



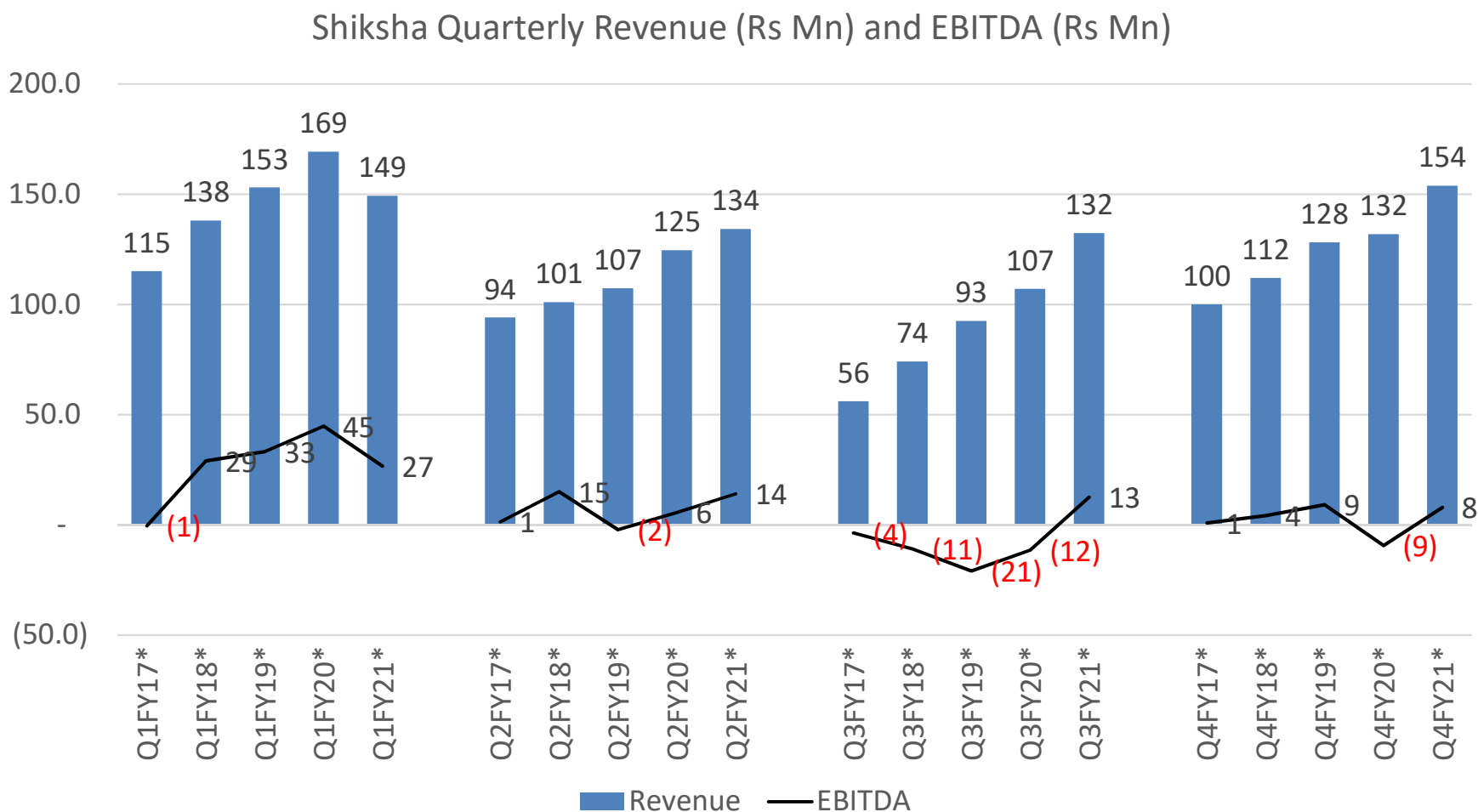
Source: Google Analytics and Internal Tracking (May 20-Apr 21)

Shiksha Most Popular Website Among Students infoedge



Source: SimilarWeb Visits (July-Dec 2020)

Shiksha – Quarterly financials



Shiksha cumulative cash loss (management estimate) at Rs 332 MN . Above numbers are segmental financials for Shikha Business.

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

Investments

Investment Portfolio

Investee Company	Website	Book value of investments as of Dec'31, 2020 (Rs Mn)	Approx. converted and diluted shareholding % (Actual)
Zomato Media Pvt Ltd.	www.zomato.com	1,522	18.40 %
Etechaces Marketing and Consulting Pvt Ltd.	www.policybazaar.com	5,758	15.10 %
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.university.com/	205	37.90 %
Agstack Technologies Private Limited	http://www.gramophone.in/	278	32.62 %
Bizcrum Infotech Private Limited	https://www.shoekonnnect.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.		90	12.26%
Crisp Analytics Pvt Ltd		15	2.50%
Unbox robotics Labs Private Limited		11	1.46%
Sub Total	-	10,963	

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

Investee companies financials

Figures in Rs Mn.

Investee Company	Website	Operating revenue			Operating EBITDA		
		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/				N.A.		
Terralytics Analysis Private Limited	https://www.tealindia.in/						
Llama Logisol Private Limited	https://shipsy.in/		N.A.			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 a leading food services platform in India with ^{infoedge} multiple offerings

Food Delivery



- One of the leading food delivery companies in India

Dining out



- One of the leading platforms in India for dining out search and discovery

Zomato Pro




- Exclusive customer paid membership program in India and UAE

Hyperpure



- Farm to fork supply offerings to restaurants in India



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

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

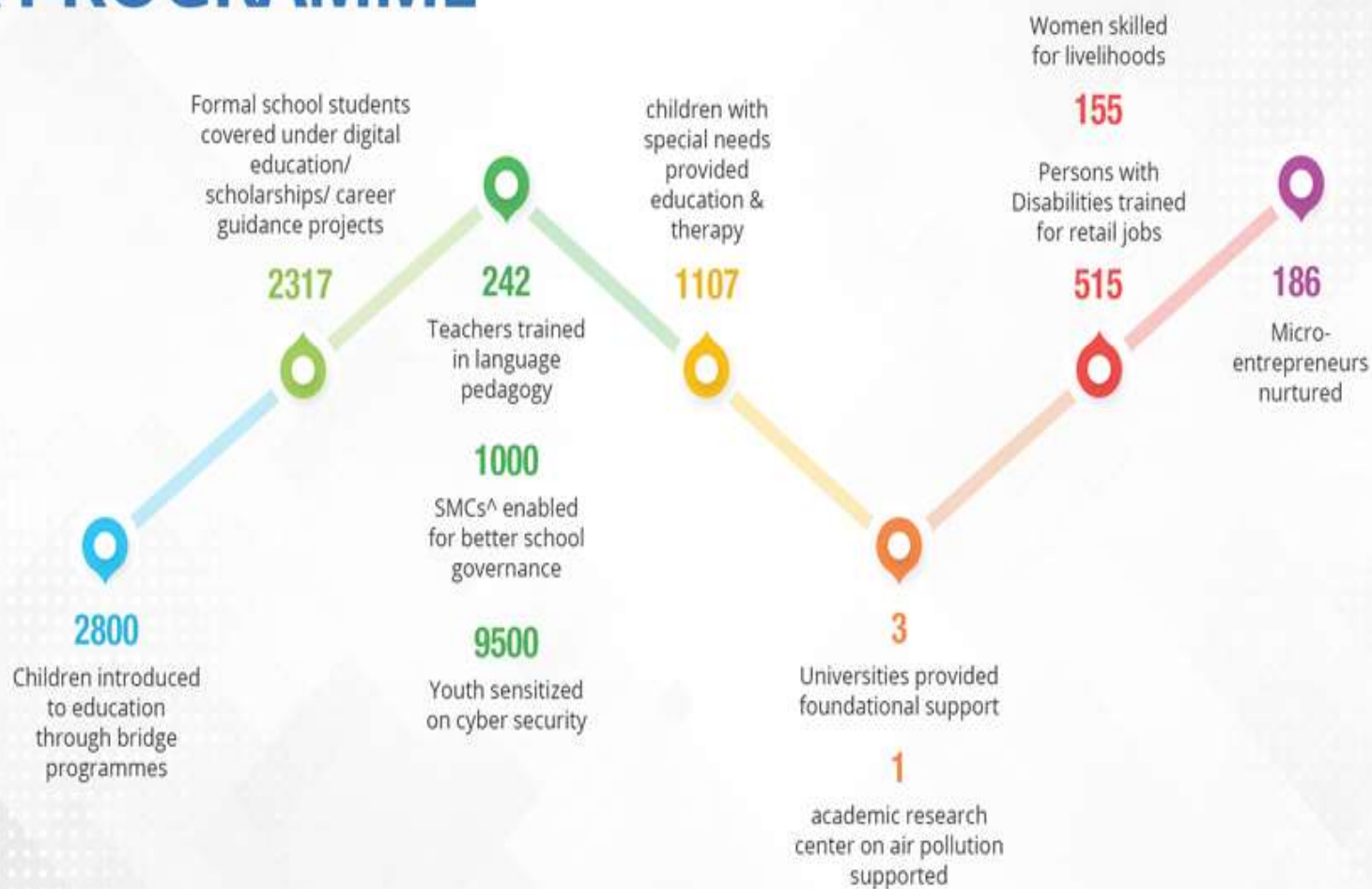


CORPORATE SOCIAL RESPONSIBILITY

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

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

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

Banks/ brokerages that cover us

Firm	Analyst	Phone Number	E-mail
Ambit	Vivekanand Subbaraman	+91.22.3043 3261	vivekanand.s@ambit.co
B&K Securities	Sushil Sharma	+91.22.4031 7117	sushil.sharma@bksec.com
BAML	Sachin Salgaonkar	+91 22 6632 8667	sachin.salgaonkar@baml.com
Citi Research	Vijit Jain	+91.22.6175 9887	vijit.jain@citi.com
CLSA	Pankaj Kapoor	+91.98925 18266	pankaj.kapoor@clsa.com
Deutsche Bank	B Srinivas Rao	+65 6423 4114	srini.rao@db.com
Edelweiss	Sandip Agarwal	+91.22.6623 3474	sandip.agarwal@edelweissfin.com
ICICI Securities	Kuldeep Koul	+91.22.6637 7573	kuldeep.koul@icicisecurities.com
IIFL	Rishi Jhunjunwala	+91.22.4646 4645	rishi.jhunjunwala@iiflcap.com
JP Morgan	Ankur Rudra	+91.22.6157 3597	ankur.rudra@jpmorgan.com
Jeffries	Arya Sen	+91.22.4224 6122	asen@jefferies.com
Kotak Securities	Kanwaljeet Saluja	+91.22.4336 0860	kanwaljeet.saluja@kotak.com
Macquarie	Alankar Garude	+91.22.6720 4328	alankar.garude@macquarie.com
Morgan Stanley	Gaurav Rateria	+91.22.6118 2230	gaurav.rateria@morganstanley.com
Motilal Oswal	Anmol Garg	+91.22.3982 5424	anmol.garg@motilaloswal.com
Nomura	Rishit Parekh	+91.22.40374465	rishit.parekh@nomura.com
Spark Capital	Soumitra Chatterjee	+91.44.4228 8151	soumitra@sparkcapital.com
UBS	Shaleen Kumar	+91.22.6155 6080	shaleen.kumar@ubs.com
Goldman Sachs	Manish Adukia	+91 22 66169049	manish.adukia@gs.com
HSBC	Yogesh Aggarwal	+91 97693 62811	yogeshaggarwal@hsbc.in

Investor relations contacts

Name	Chintan Thakkar	Vivek Aggarwal
Designation	CFO	EVP – Finance
e mail	chintan.thakkar@naukri.com	vivek.aggarwal@naukri.com
Telephone	+91 120 3082137	+91 120 3082007
Fax	+91 120 3082095	
Address	Info Edge (India) Limited, B 8, Sector 132, Noida – 201 301, Uttar Pradesh, India	
Website	www.infoedge.in	

