infoedge

Info Edge (India) Limited

India’s internet classifieds company

September, 2018

Disclaimer

infoedge

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. This presentation and its contents are confidential and should not be copied, distributed, disseminated, published or reproduced, in whole or part, or disclosed by recipients directly or indirectly to any other person. By reviewing this presentation, you agree to be bound by the trailing restrictions regarding the information disclosed in these materials.

This presentation contains statements that constitute 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. Given these risks, uncertainties and other factors, viewers of this presentation are cautioned not to place undue reliance on these forward-looking statements.

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 nor any placement agent, promoters or any other persons that may participate in any offering of any securities of the Company shall have any responsibility or liability whatsoever for any loss howsoever arising from this presentation or its contents or otherwise arising in connection therewith.

This presentation does not constitute or form part of and should not be construed as, directly or indirectly, any 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 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 therefore.

Securities of the Company may not be offered or sold in the United States absent registration or an applicable exemption from registration under the United States Securities Act of 1933, as amended.

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, 2009, as amended, or any other applicable law in India.

Data, numbers and statements made are what the company or investee company believes are a reasonable representation of the respective business(es).

All figures mentioned are for Info Edge (India) Ltd. as a standalone entity and are as of Mar 31, 2018 or for the quarter ended Mar 31, 2018, unless indicated otherwise

Q1 FY19 or Q1 FY18-19 means the period Apr 01, 2018 to June 30, 2018

FY18 or FY 17-18 or FY 2018 means the Financial Year starting April 1, 2017 and ending March 31, 2018

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 We Match Better

Online Match making (Matrimony) portal

shiksha

Online Education Classified Portal

Investments in Technology based Startups.

Online restaurant search engine and food delivery site.
Shareholding ~30.9%*@

Online insurance policies marketplace.

Shareholding ~13.6%*^

Supplementary online learning platform for K12 and Entrance Exams
Shareholding ~66%*

Men's grooming range (Ustraa)
Shareholding ~47 %*

Other investments include Vacation Labs (SAAS solution for tour operators, 26%); Unnati Helpers (Tech enabled employment software, 28%); Rare Media Company (Field sales force management, 35%); Diro Labs (Phonebook app, 15%); Wishbook (Catalog sharing app, 22%), NoPaperForms (Advanced enrolments management platform, 28%), Univariety (Guidance on careers, admissions and tests ,30%), Zippserv (Online real estate intelligence platform, 29%), Gramophone (Agri-Inputs e-commerce, 25%), Shoekonnect (B2B footwear marketplace, 21%), Printo (Retail chain providing print and document services, 24%) Medcords (Heath care Tech Platform, 11%)

* Approximate shareholding on fully disbursed and converted basis, 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 (1.3%) and indirectly though subsidiary companies – in partnership with Temasek (7.9%) and Softbank (4.4%)

infoedge

Key Financials- Segmental

All numbers in Rs Cr

Description	FY 18	FY 17	Growth	3 months ended Jun'18	3 Months ended Jun'17	Growth
Billing						
Info Edge *	976	860	13%	283	241	17%
- Recruitment	708	632	12%	210	182	15%
- 99Acres	157	126	24%	40	30	37%
Revenues						
Info Edge *	915	802	14%	259	222	17%
- Recruitment	669	595	12%	184	159	15%
- 99Acres	135	112	21%	42	31	33%
Operating EBITDA						
Info Edge *	297	227	31%	84	70	20%
- Recruitment	376	321	17%	104	88	19%
- 99Acres	(30)	(57)		(11)	(9.6)	
Operating EBITDA %						
Info Edge *	33%	28%		33%	32%	
- Recruitment	56%	54%		57%	55%	

**** Info Edge standalone financials***

Key Financials- Past 5 years performance

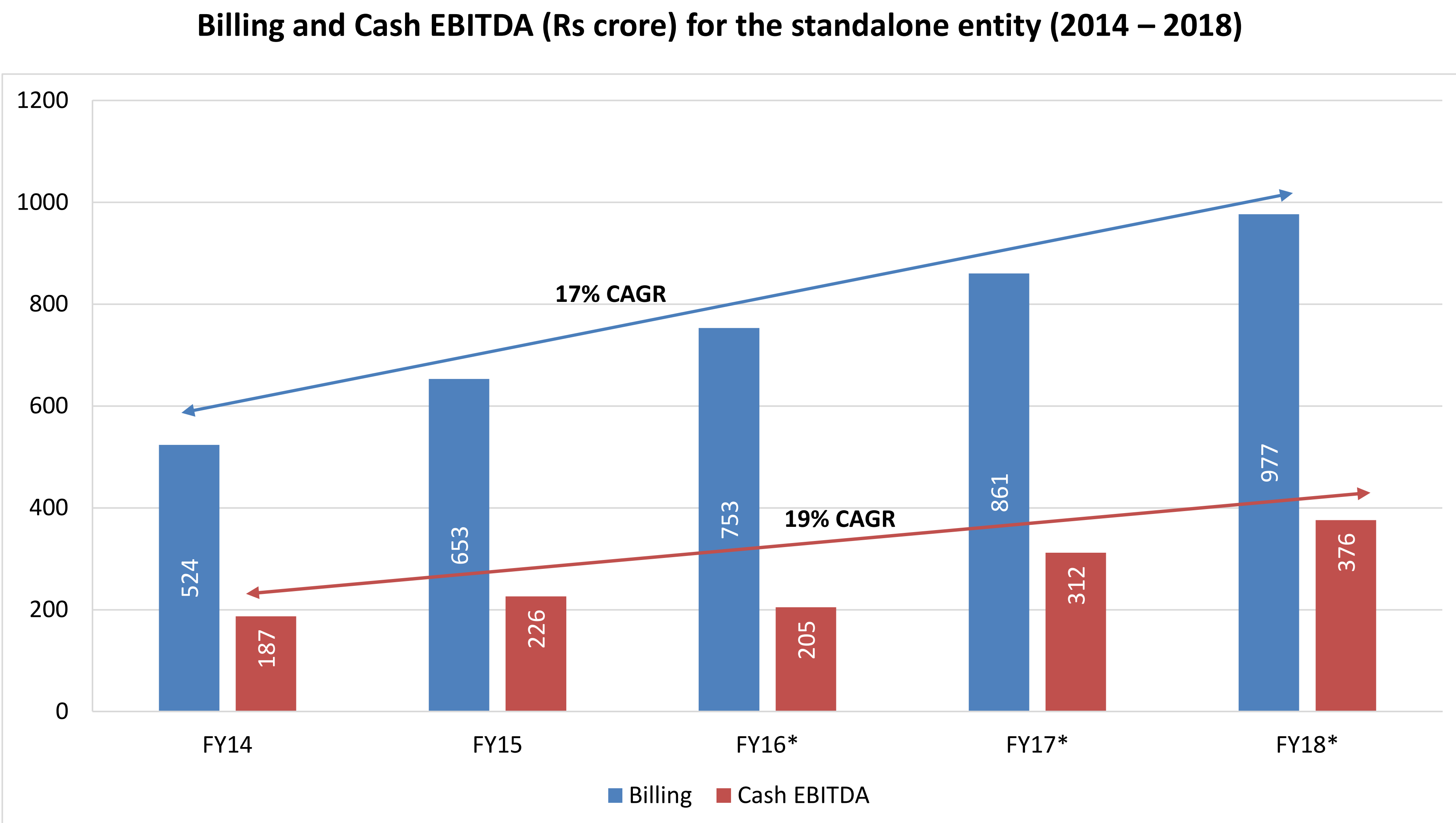
All numbers in Rs Cr

Description	FY 14	FY 15	FY 16	FY 17	FY 18	CAGR	Q1/19
Revenues	505	611	717	802	916	16%	259
Billing	524	653	753	861	977	17%	283
Operating EBITDA*	164	180	159	254	315	18%	84
Operating Margin (%)	32%	29%	22%	32%	34%		33%
Operating PBT	190	238	193	265	372	19%	86
Cash And Equivalent	478	1,172	1,114	1,309	1,500		1606
Investments in startups	336	692	766	732	778		800**
Head Count	3,016	3,826	4,214	3,999	4,036		4133
Dividend Payout	25%	30%	30%	45%	55%		

*IND-AS numbers for FY16-FY18; EBITDA for FY16-FY18 adjusted for non-cash charges. Rest all years in I GAAP.
** This amount represents net investment in investee companies; This amount includes the recently announced Policybazaar transaction which is in progress and subject to regulatory approvals.

infoedge

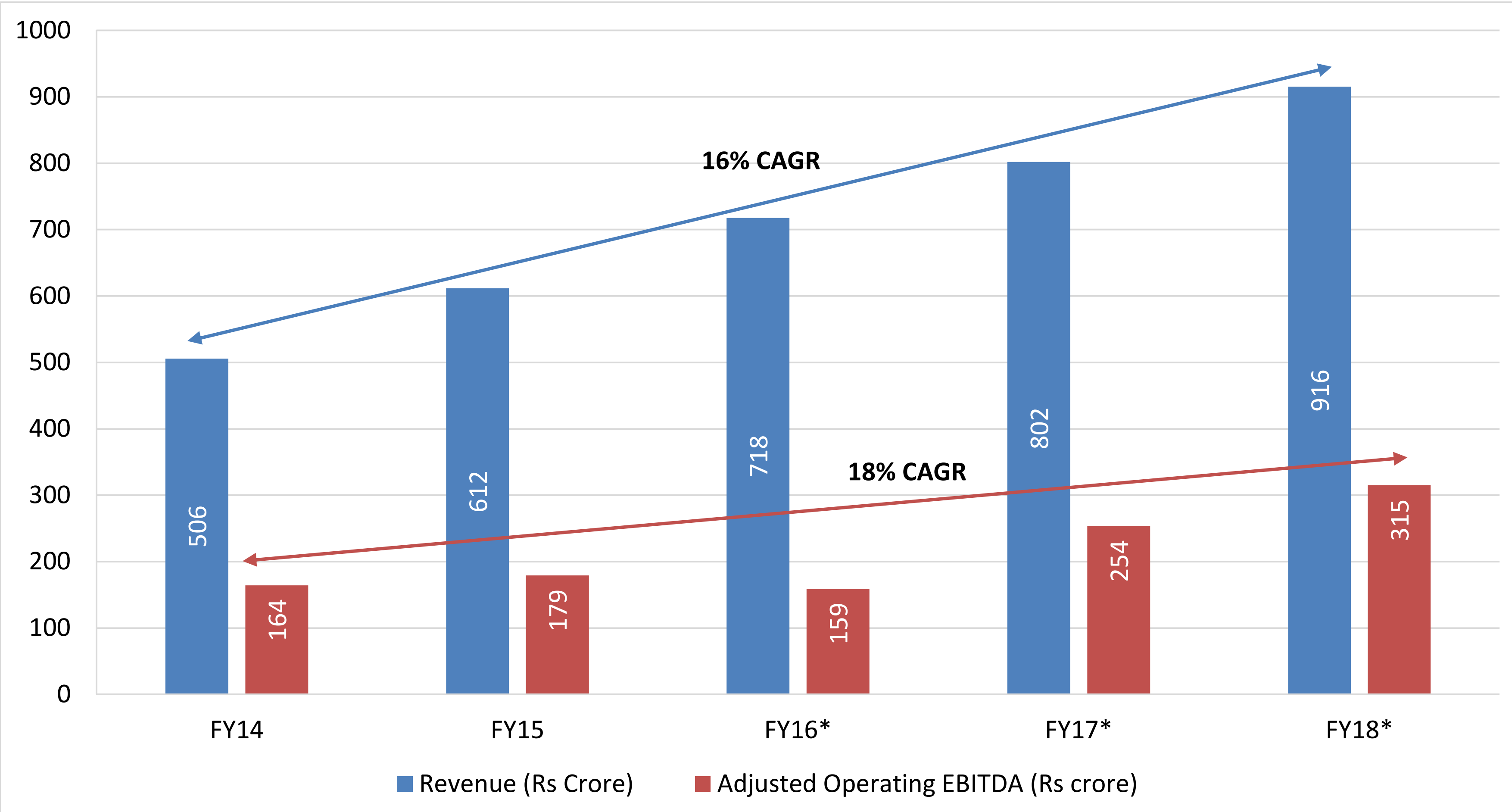
Financial performance track record



IND-AS numbers for FY16-FY18; Rest all years in I GAAP.

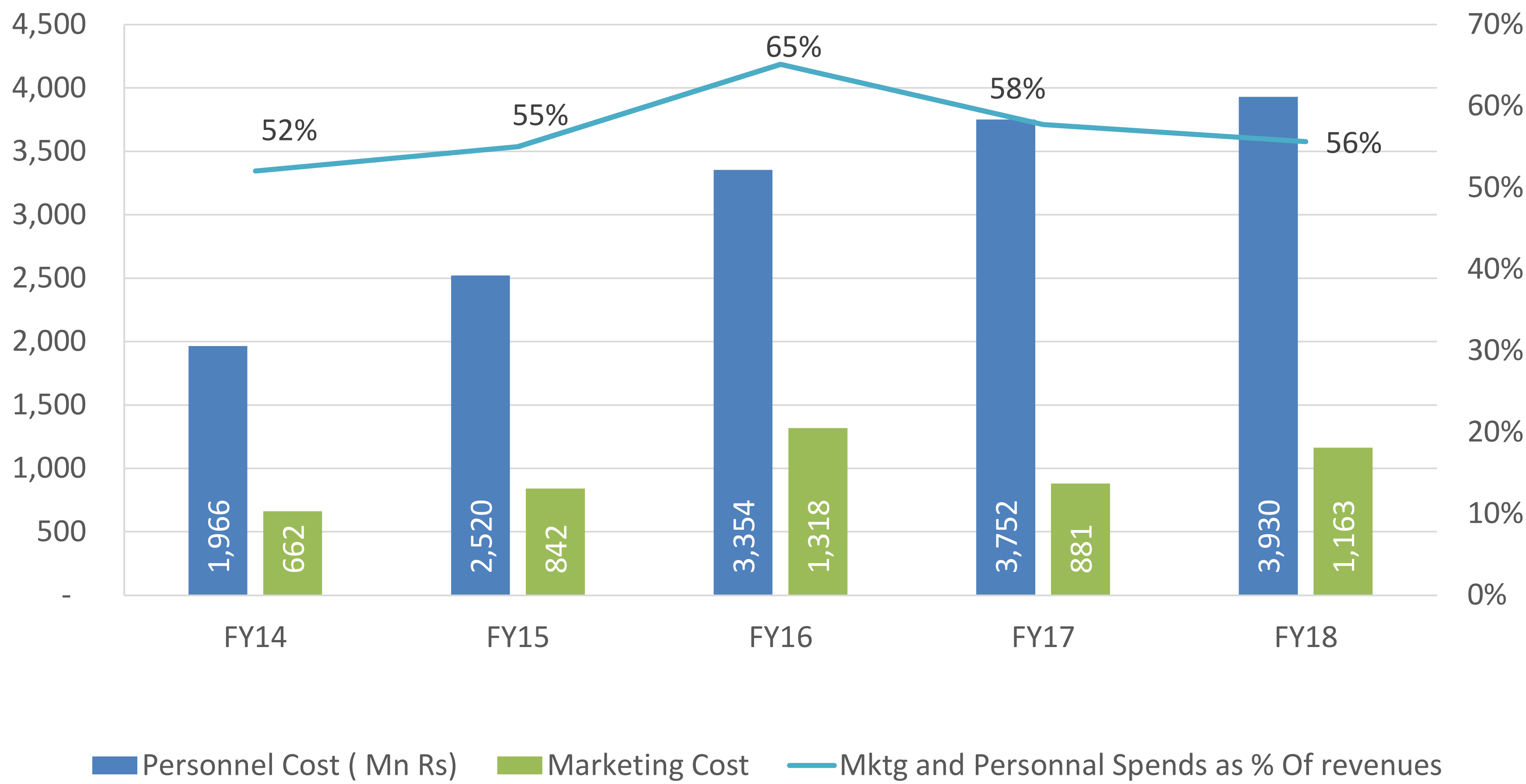
Financial performance track record

Revenue and Operating EBITDA (Rs crore) for the standalone entity (2014 – 2018)



IND-AS numbers for FY16-FY18; EBITDA for FY16-FY18 adjusted for non-cash charges. Rest all years in I GAAP.

IP and Brand - Key Value Drivers for Info Edge

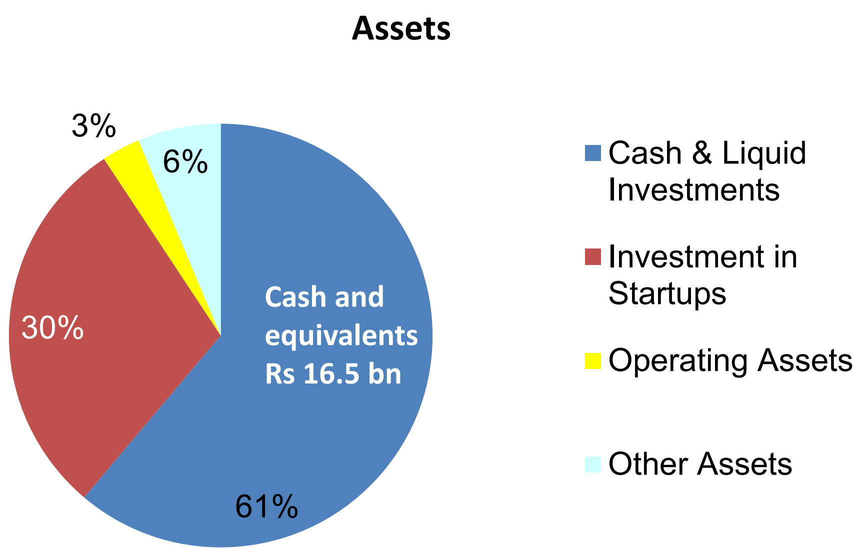


Consistent investment in marketing efforts and IP creation leading to a strong network effect , platform and brand presence for InfoEdge across verticals.

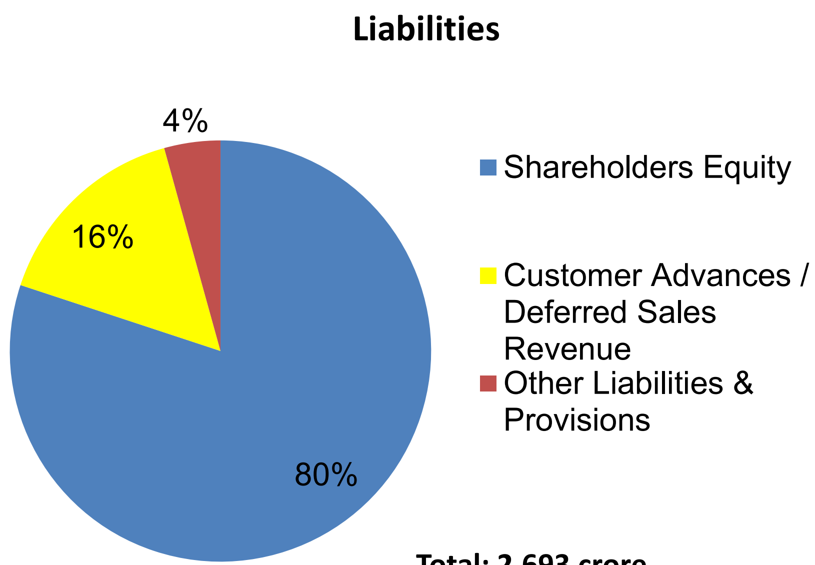
infoedge

Funds Allocation

As of June 30, 2018



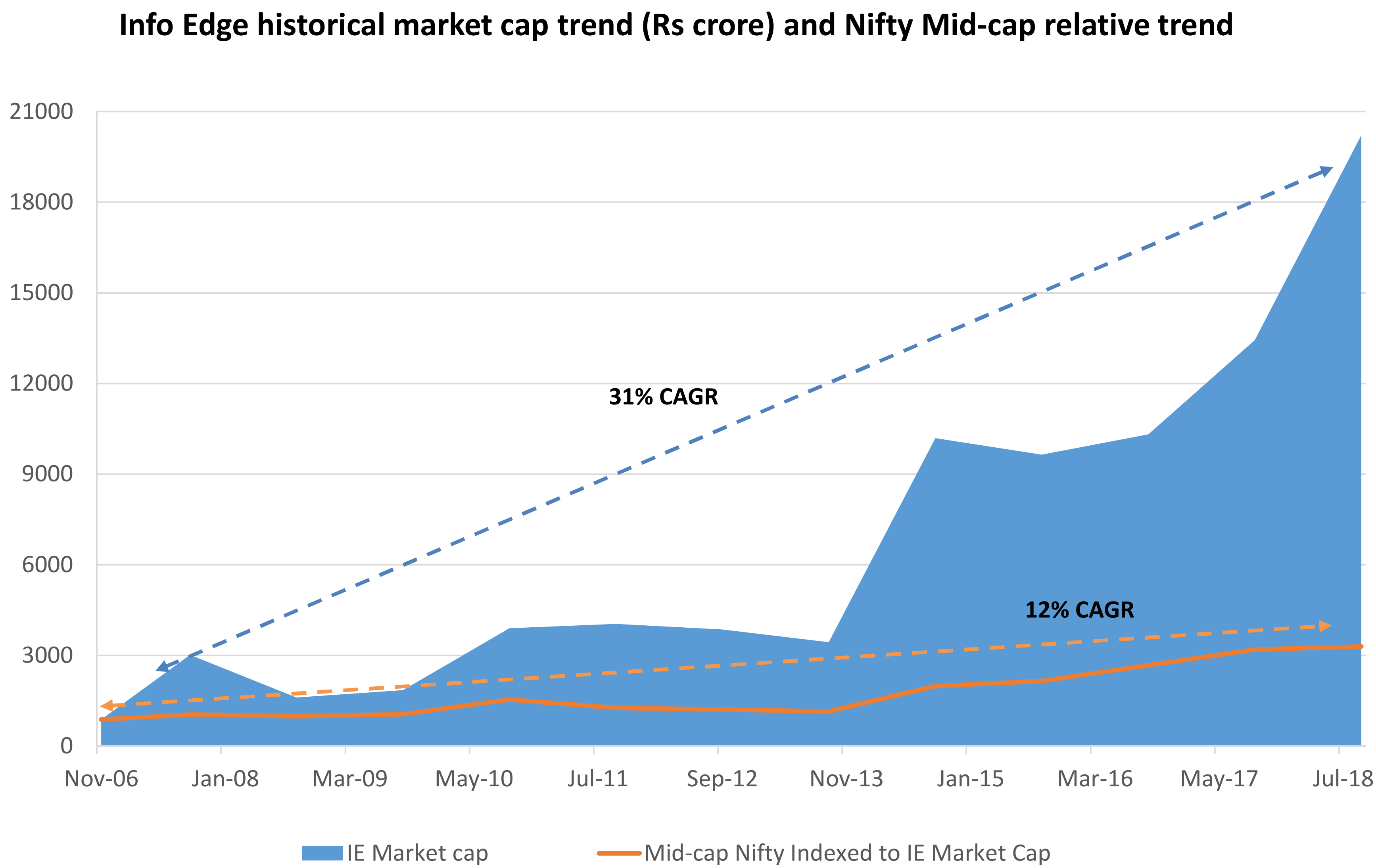
Total: 2,693 crore



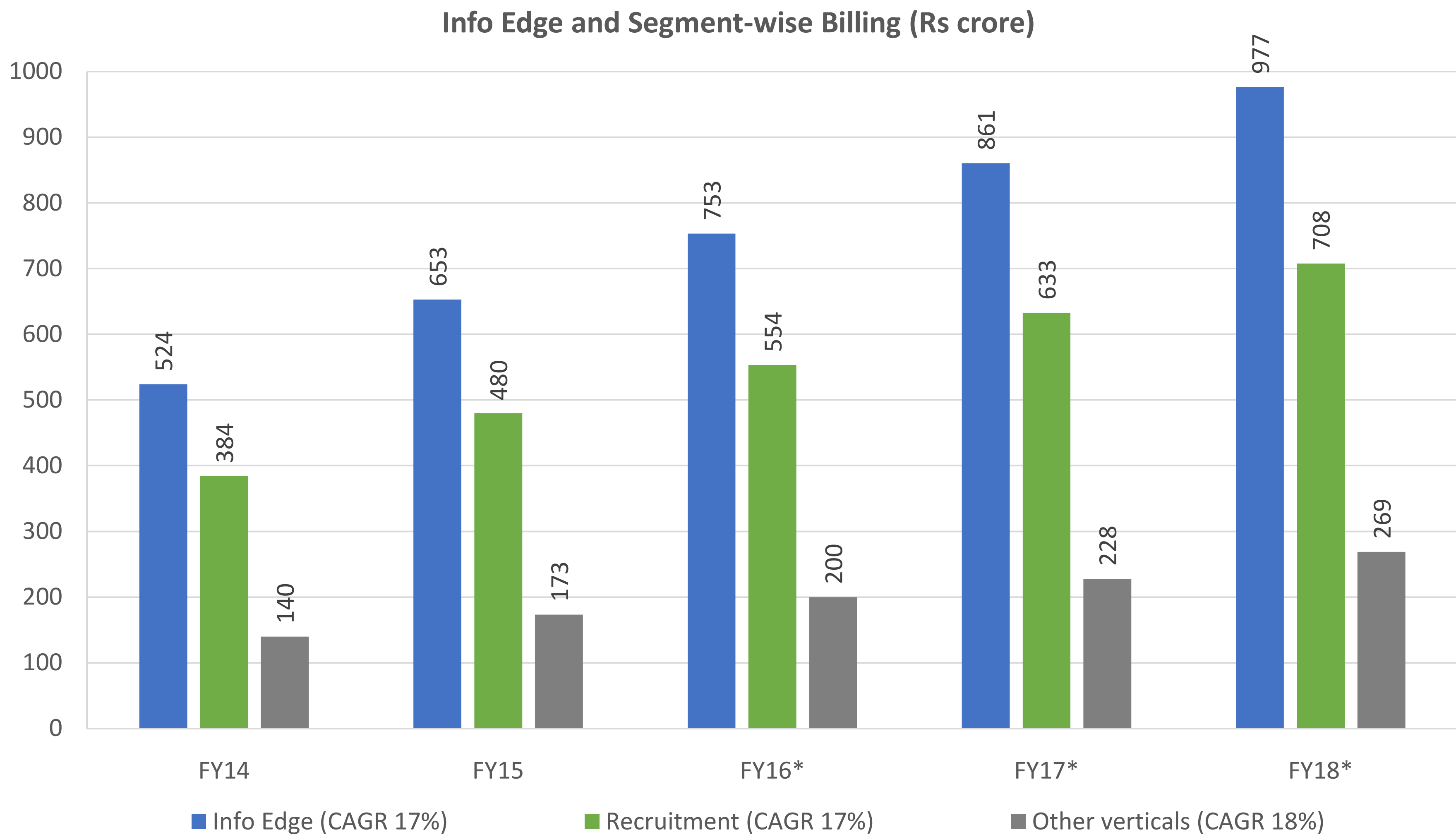
Total: 2,693 crore

Info Edge has negative working capital, high margins on account of operational leverage and strong capital efficiency – which leads to very strong cash accretion

Market cap performance

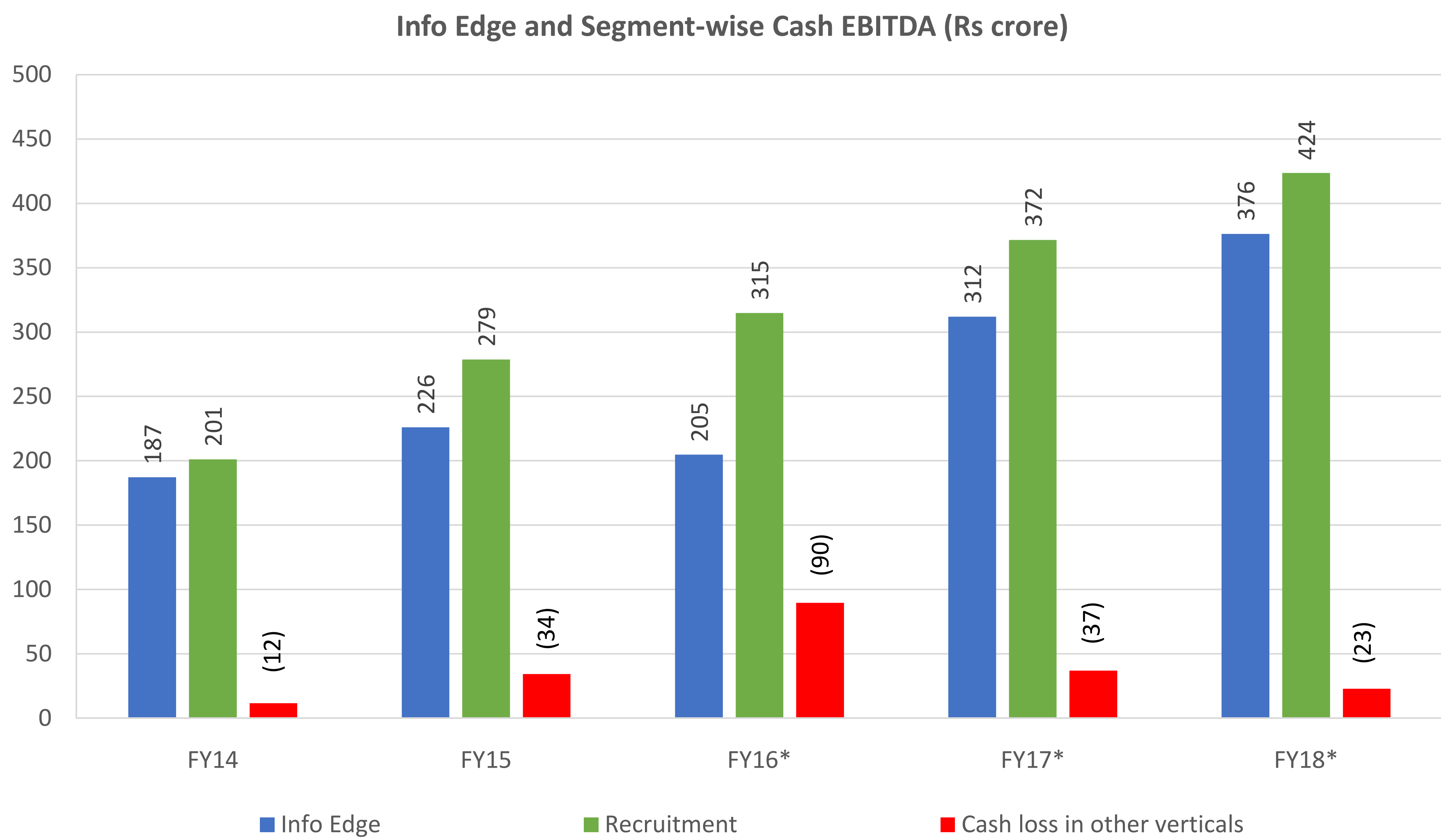


Segmental Billing



* FY16 - FY18* in the charts above are IND-AS EBITDA numbers adjusted for non-cash charges, so as to be consistent with rest all years which are as per I GAAP

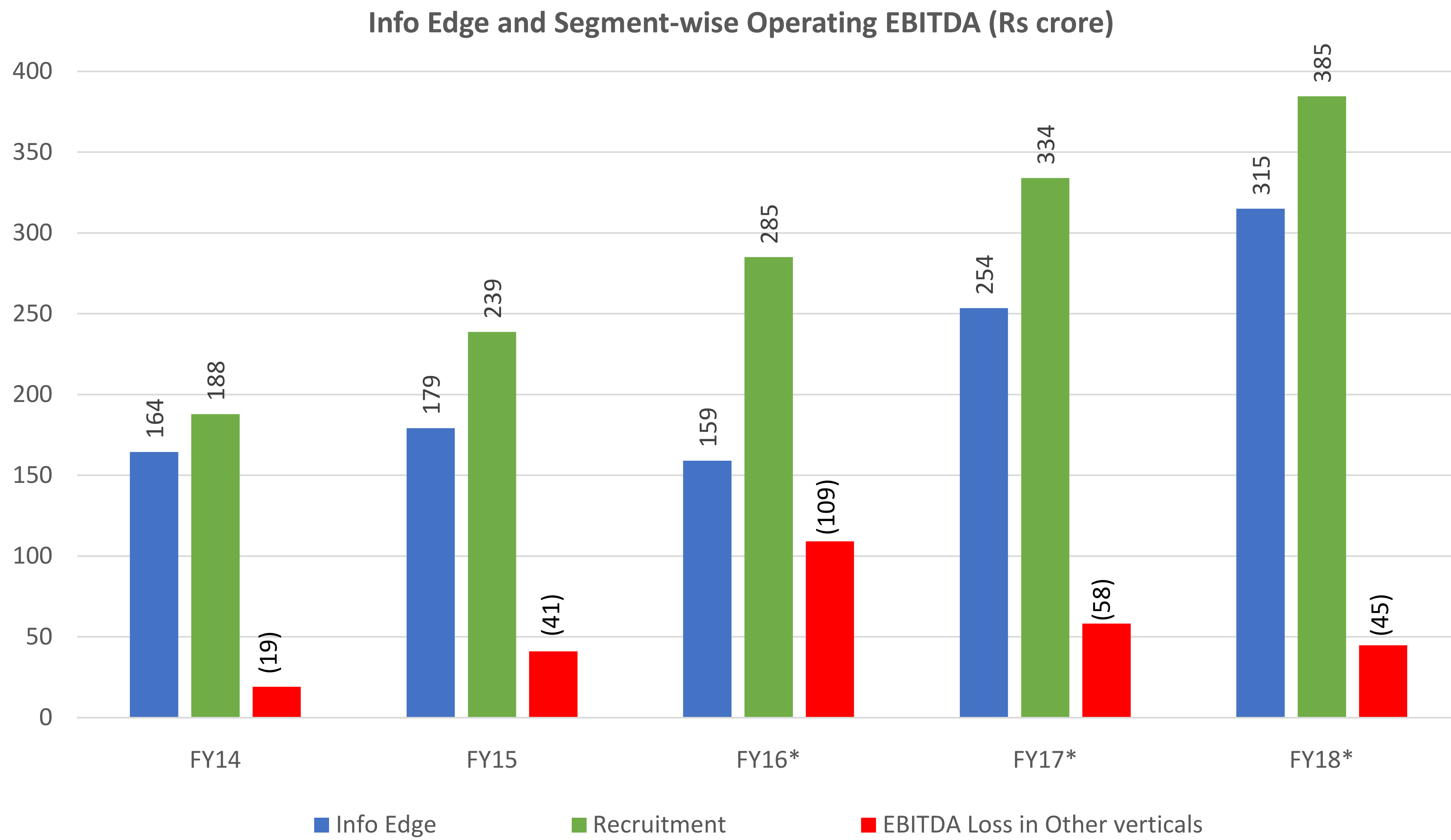
Segmental cash EBITDA



* FY16 - FY18* in the charts above are IND-AS EBITDA numbers adjusted for non-cash charges, so as to be consistent with rest all years which are as per I GAAP

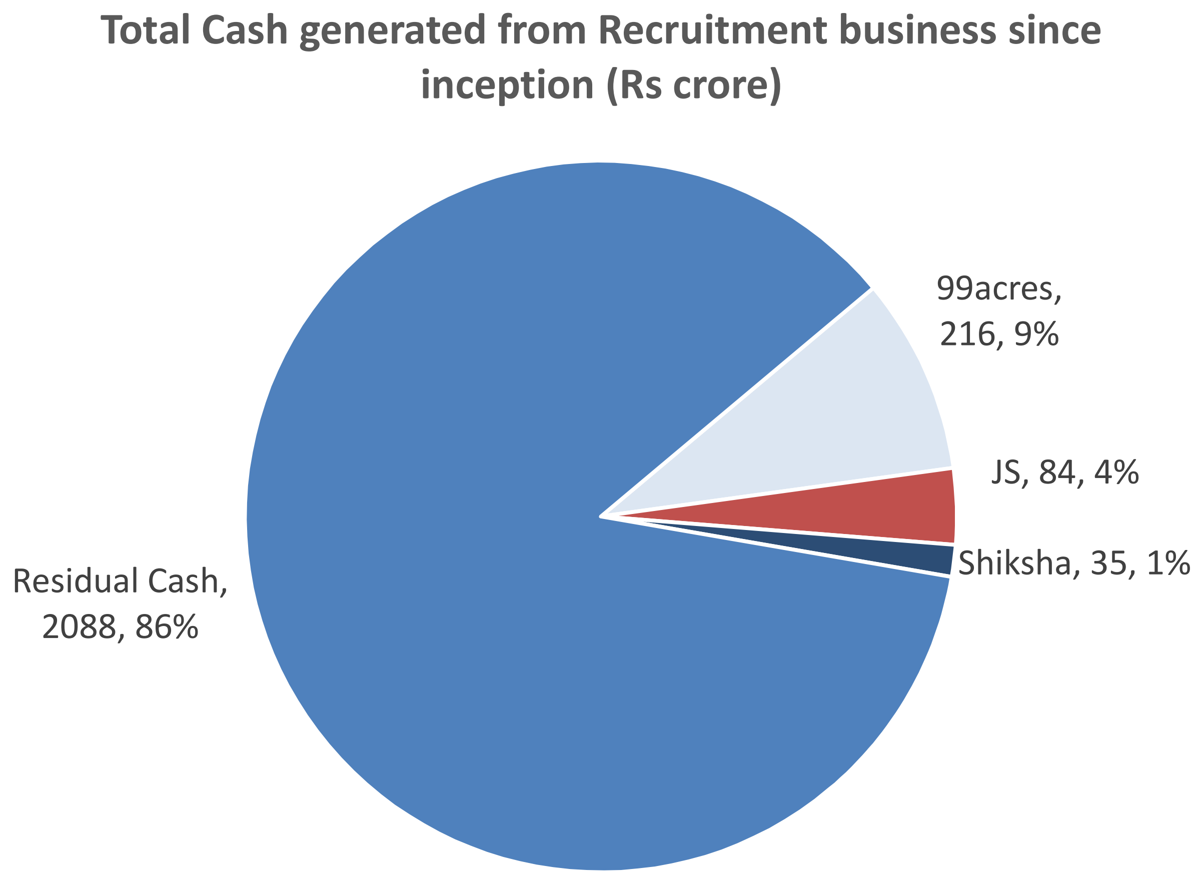
infoedge

Segmental operating EBITDA



* FY16 - FY18* in the charts above are based on IND-AS numbers; rest all years which are as per I GAAP

Recruitment profits ploughed back to build 99acres, Jeevansathi and Shiksha



Only 14% of the cash generated by recruitment has been used to fund other businesses till FY18

Above numbers are before adjusting for savings of ~33% due to tax shield

Corporate Governance- Cornerstone to our value system

- Independent Directors forms majority on the Board
- Proactive on all disclosures to Stock Exchange.
- Non Executive Chairman
- Statutory Audit performed by EY
- Internal Audit performed by an external firm
- Audit committee comprises of only Independent Directors
- Formal dividend policy (15 to 40% of standalone PAT)
- Whistle blower mechanism

infoedge

Board of Directors

Whole time

Sanjeev Bikhchandani (55)
Founder and Executive Vice Chairman
BA Econ. St. Stephen's.
PGDM IIM-A
Previously with GlaxoSmithKline

Hitesh Oberoi (46)
Managing Director and CEO
B.Tech IIT Delhi,
PGDM IIM-B
Previously with HLL (Unilever)

Chintan Thakkar (51)
Director and CFO
Chartered Accountant
Previously with Computer Associates, India

Non Executive

Kapil Kapoor (53)
Chairman & Non Executive Director

B.A.Econ, PGDM IIM-A

Previously COO (Global Business Development), Timex Group

Independent

Saurabh Srivastava (72)
Independent Director
B.Tech IIT Kanpur,
M.Sc Harvard
Founder IIS Infotech
(Now Xansa)
NASSCOM, TIE, IAN, IVCA

Arun Duggal (71)
Independent Director
B.Tech IIT Delhi, PGDM IIM-A
Previously with
Bank of America &
HCL Technologies

Bala Deshpande (52)
Independent Director

MA Econ., MMS JBIMS

Sr. MD, New Enterprise Associates (NEA)

Naresh Gupta (51)
Independent Director

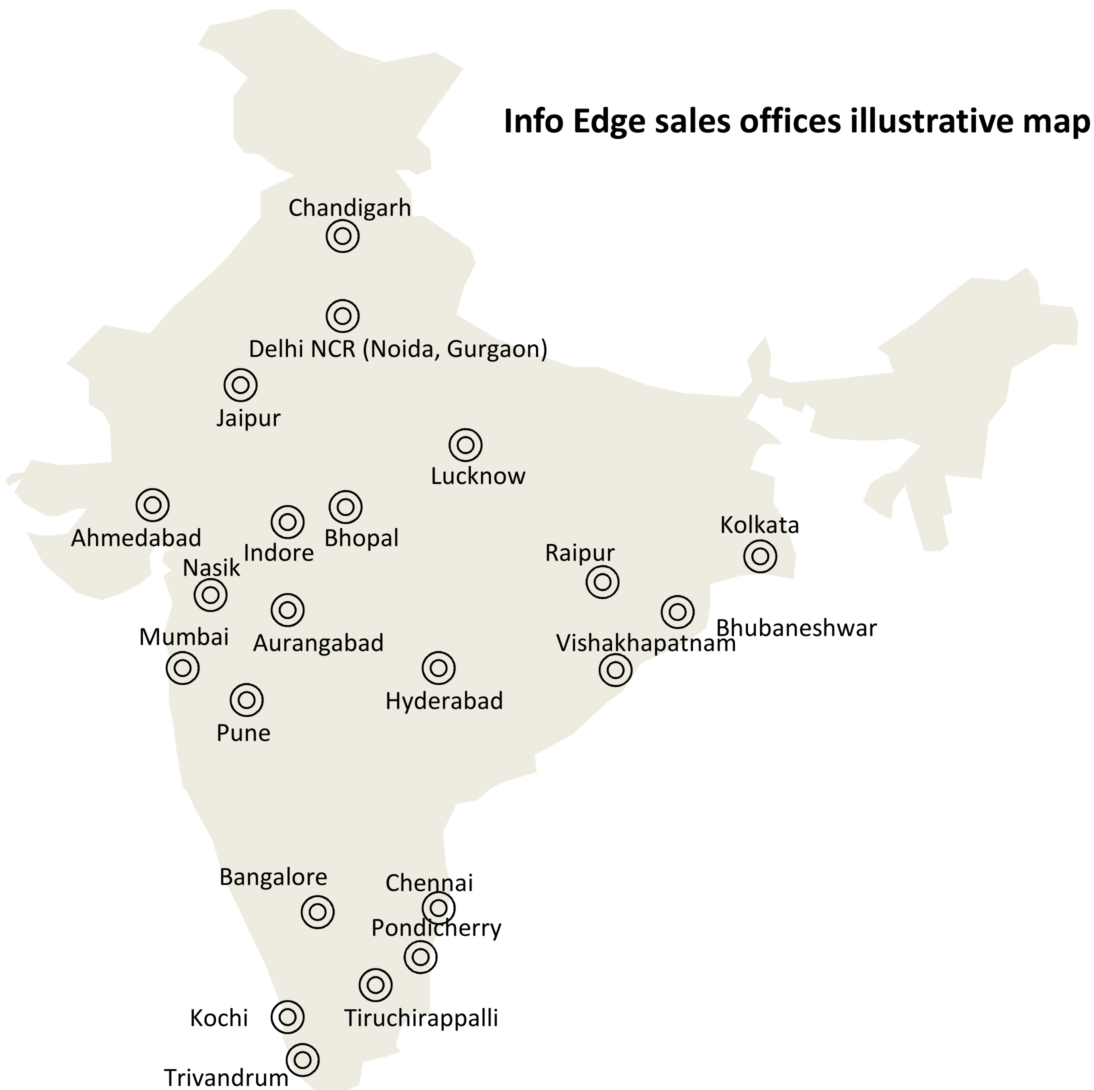
B Tech IIT Kanpur, Ph.D, University of Maryland

Previously MD, Adobe India

Sharad Malik (54)
Independent Director
B Tech IIT-D, MS, PhD, University of California
Chair-(Deptt. of Electrical Engineering), Princeton University

Ashish Gupta (51)
Independent Director
B Tech IIT-K, Doctorate from Stanford University
Founder Tavant Technologies, Junglee; Amazon

Nationwide sales/customer interface infrastructure

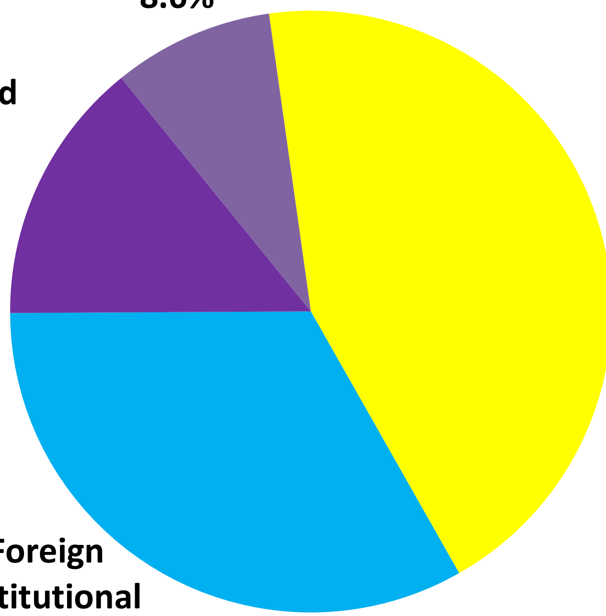


Key Observations

- Nation wide coverage through 71 company branch offices in 46 cities in India
- ~ 2,808 sales/ servicing/ client facing staff or 68% of the company's* workforce of ~4,133

infoedge

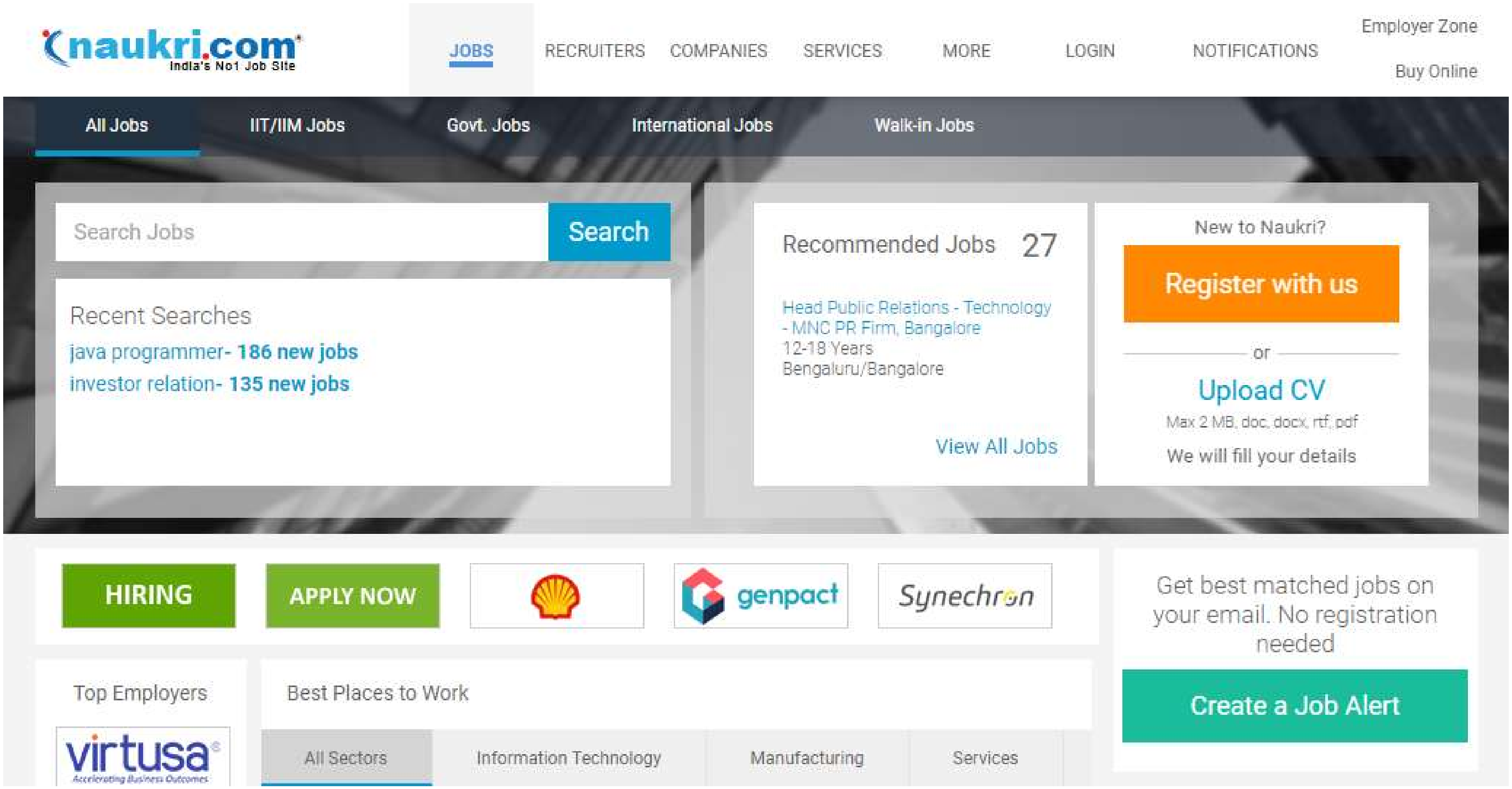
Shareholding Pattern



Axis Mutual Fund	3.70%
Ward Ferry	3.23%
Nalanda	3.16%
Amansa	3.01%
Aranda Investments (Temasek)	2.68%
Goldman Sachs EM Fund	2.51%
Matthews	2.38%
Reliance Mutual Fund	2.38%
Mirae Asset	2.31%
Vanguard	1.64%
Franklin Templeton MF	1.52%
SBI	1.26%
Morgan Stanley (Mauritius)	1.15%
Karst Peak	0.96%
Capital Group	0.87%
Postal Life Insurance Fund	0.84%
TVF Fund	0.81%
Emerging Markets Asia Growth Fund	0.80%
City of New York Group Trust	0.75%

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

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
genpact
Synechron
Get best matched jobs on your email. No registration needed
Create a Job Alert
Top Employers
virtusa
Best Places to Work
All Sectors
Information Technology
Manufacturing
Services

infoedge

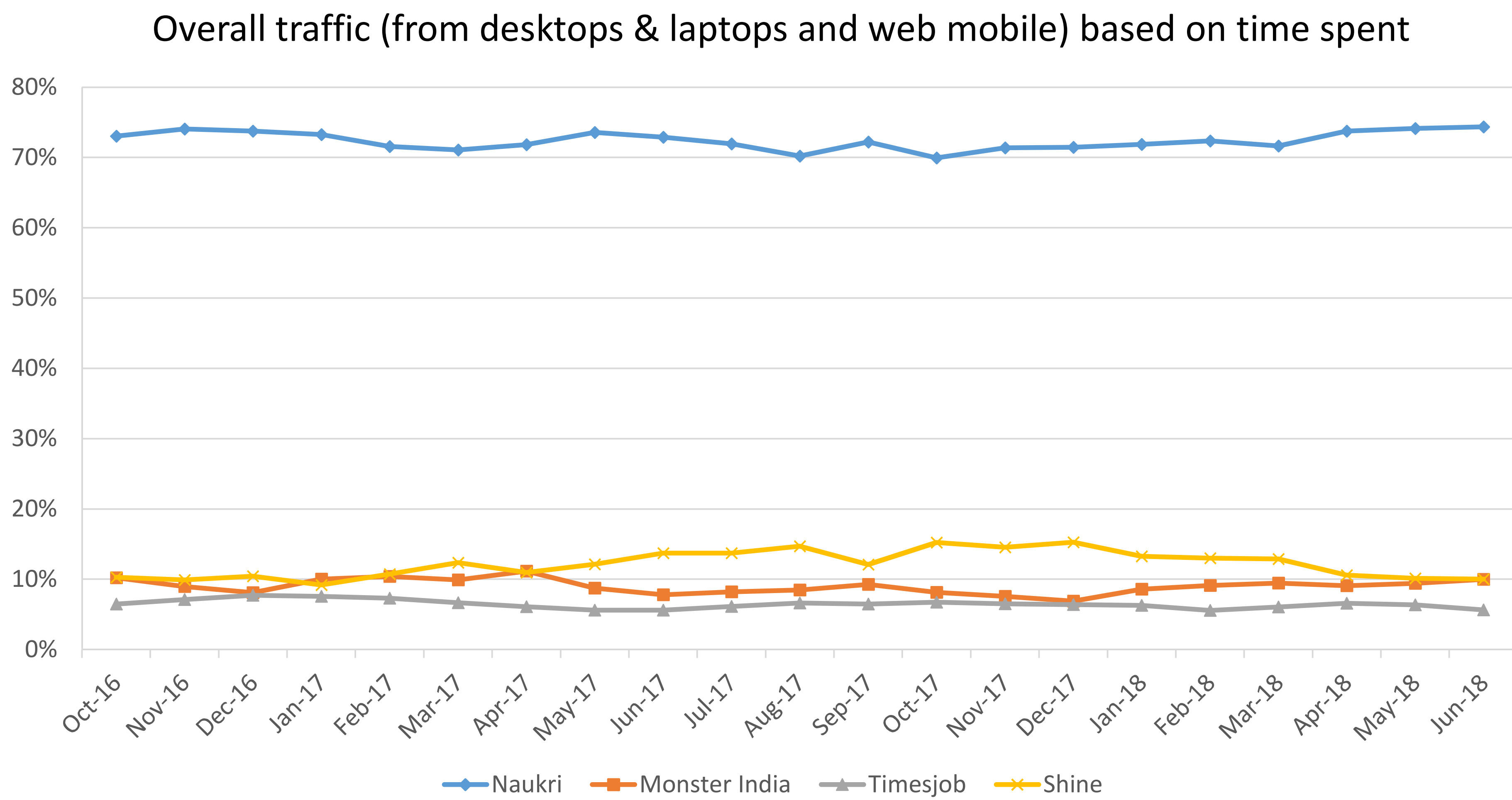
Key business metrics for Naukri

- During or end of, Q1 FY 18-19
  - 74% traffic share* in June, 2018 (Source : SimilarWeb)
  - ~59 million resumes
  - ~500,000 avg. job listings on a given day
  - 18,000 avg. resumes added daily
  - 350,000+ resumes modified daily
  - 800,000 to 1,000,000+ resume searches daily
  - 7.5 to 10.5 million email connects by recruiters daily
  - 49,000+ job seekers availed premium services
- 52,663 unique clients in Q1FY19 vs 47,216 in Q1FY18 (based on IND-AS revenue)

* From desktop and mobile web combined
* Comparison among job-boards excludes Linkedin and Indeed

infoedge

Traffic Pattern of Recruitment Portals

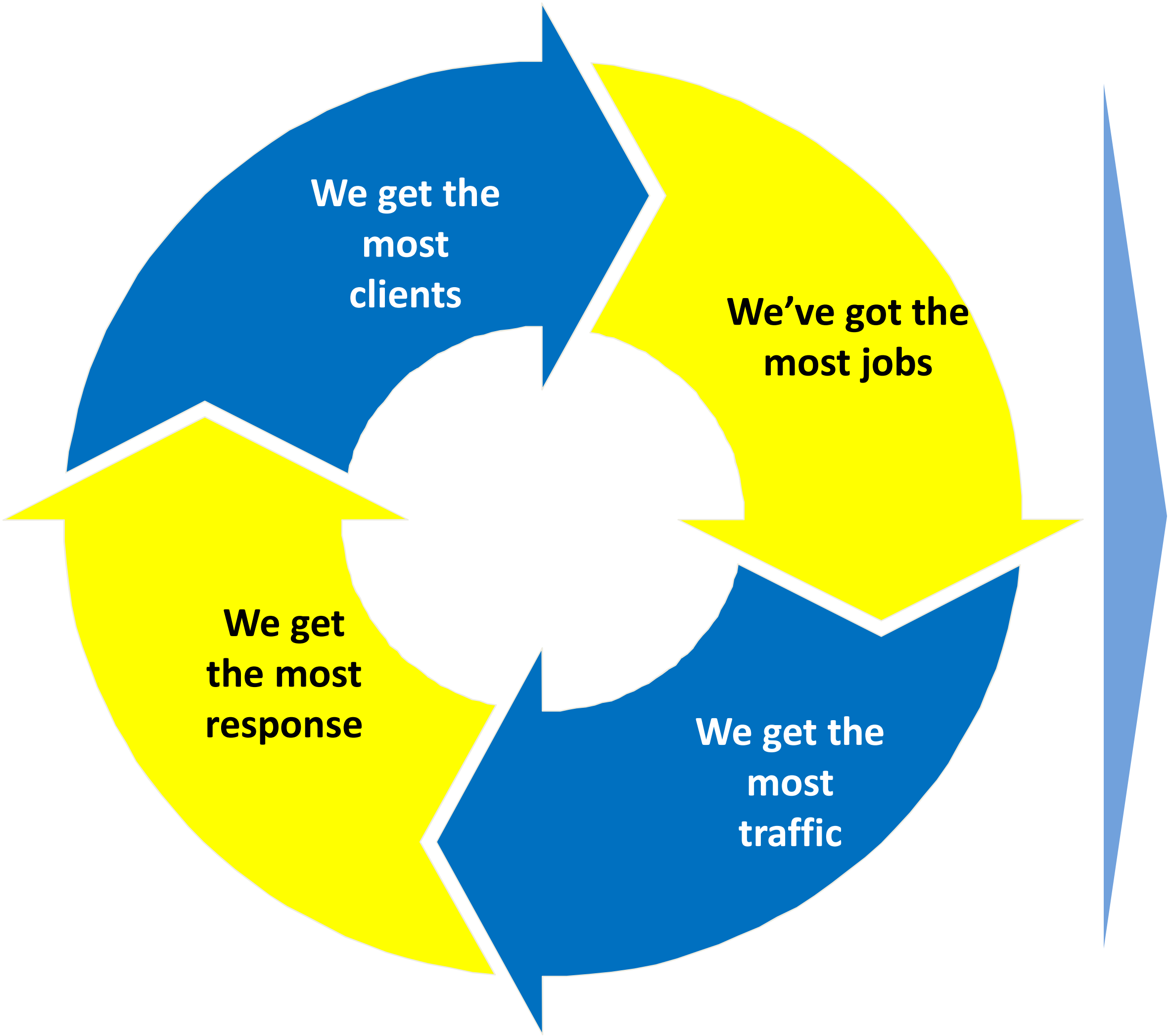


Naukri enjoys significant traffic share amongst all recruitment portals.

Source: SimilarWeb

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

Naukri is a business of the virtuous circle



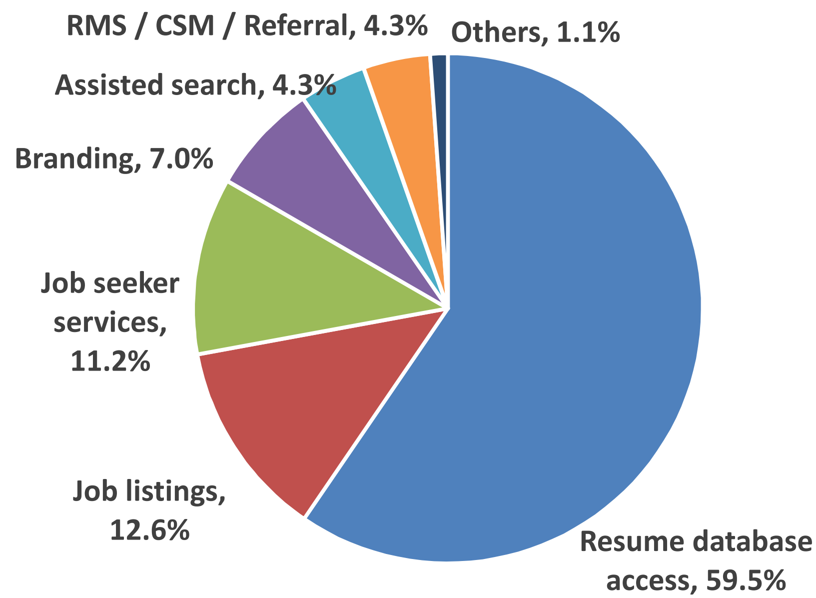
Benefits

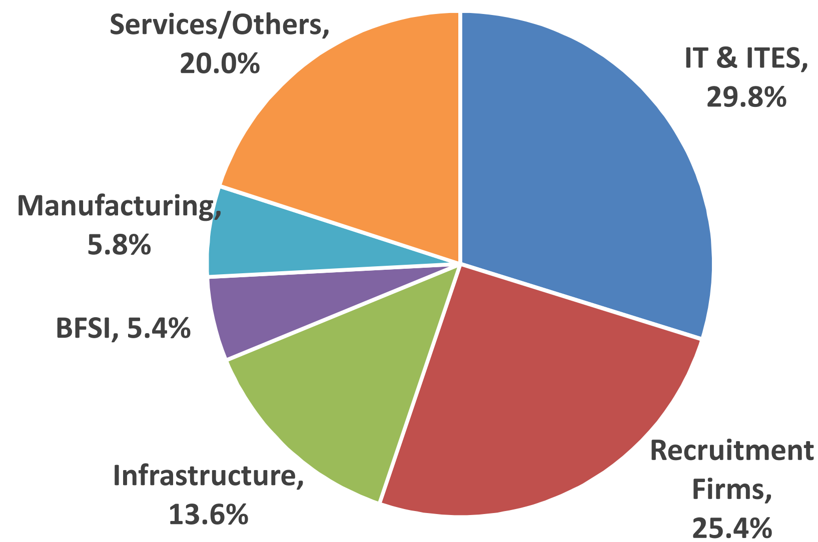
- Naukri has over 100% of industry profits enabling greater investment in
  - Product innovation
  - Engineering
  - Brand support
  - Sales network
  - Servicing back office
  - Superior talent

Revenue sources for Naukri

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

Breakup of revenue by Product and Industry

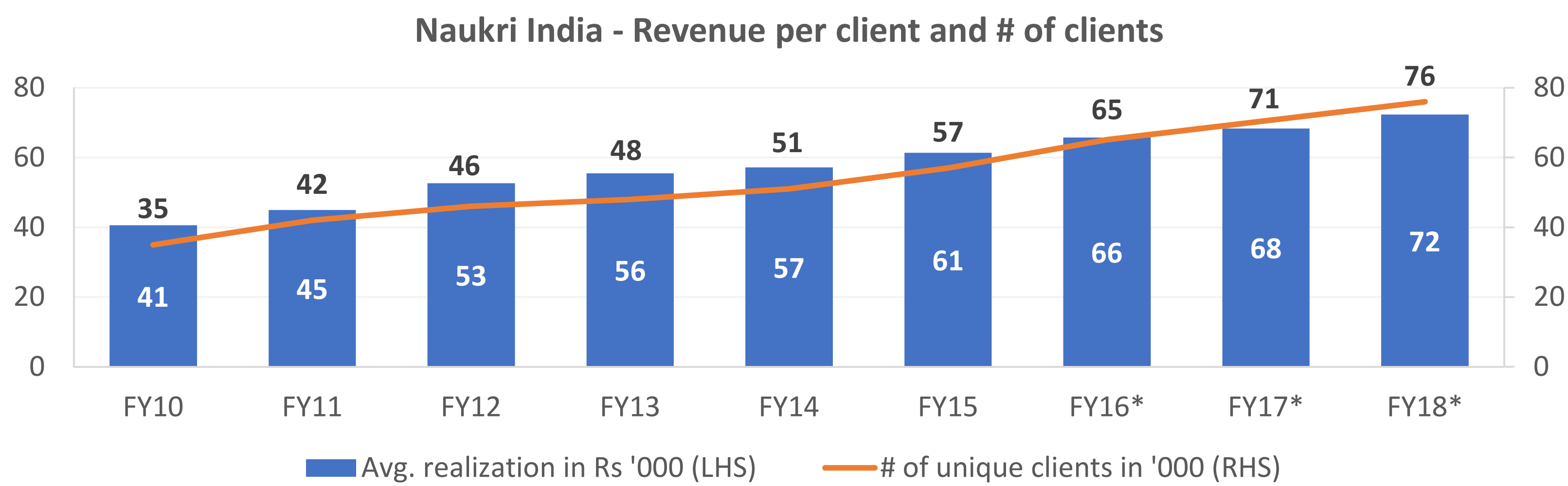


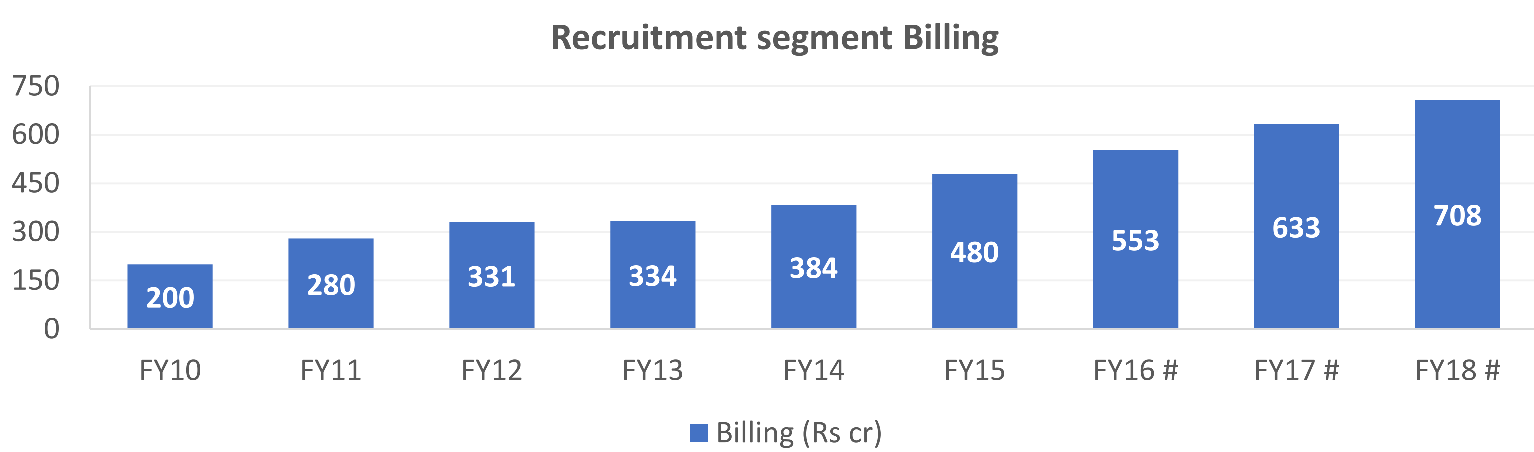


~50% of consultants caters to IT/ ITES industry. Accordingly, IT and ITeS contributes ~40-42% of overall revenues.

Data for trailing 12 months to June 2018

Increasing realization per unique client with increasing number of customers*



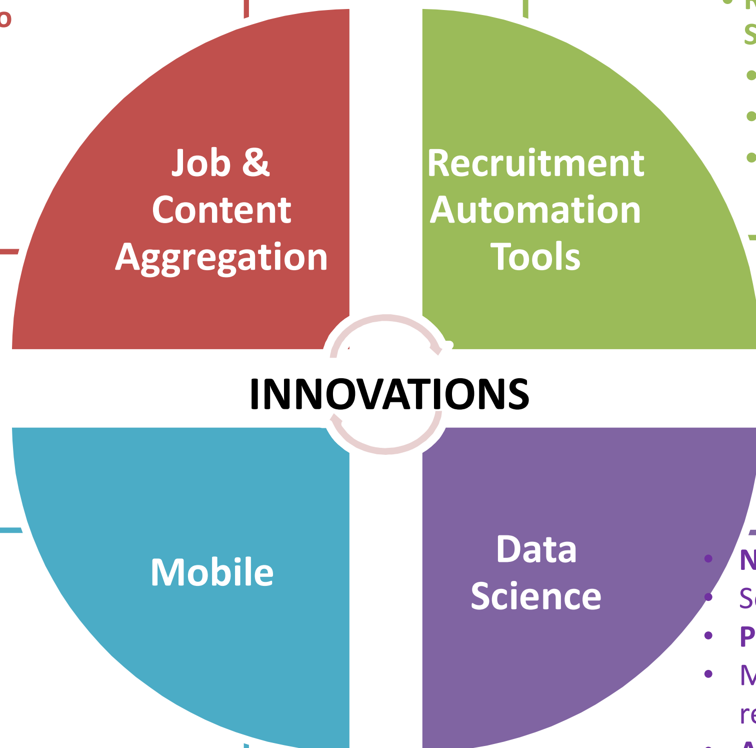


* # FY16 - FY18 numbers in IND-AS, rest all periods in IGAAP.

Product Innovation is cornerstone of our strategy

- **Friction free connectors to other ATS**
- Reviews
- **Job aggregation**

- **Recruitment Management System[1]**
  - RMS Pro
  - RMS Referral
  - RMS Consultant



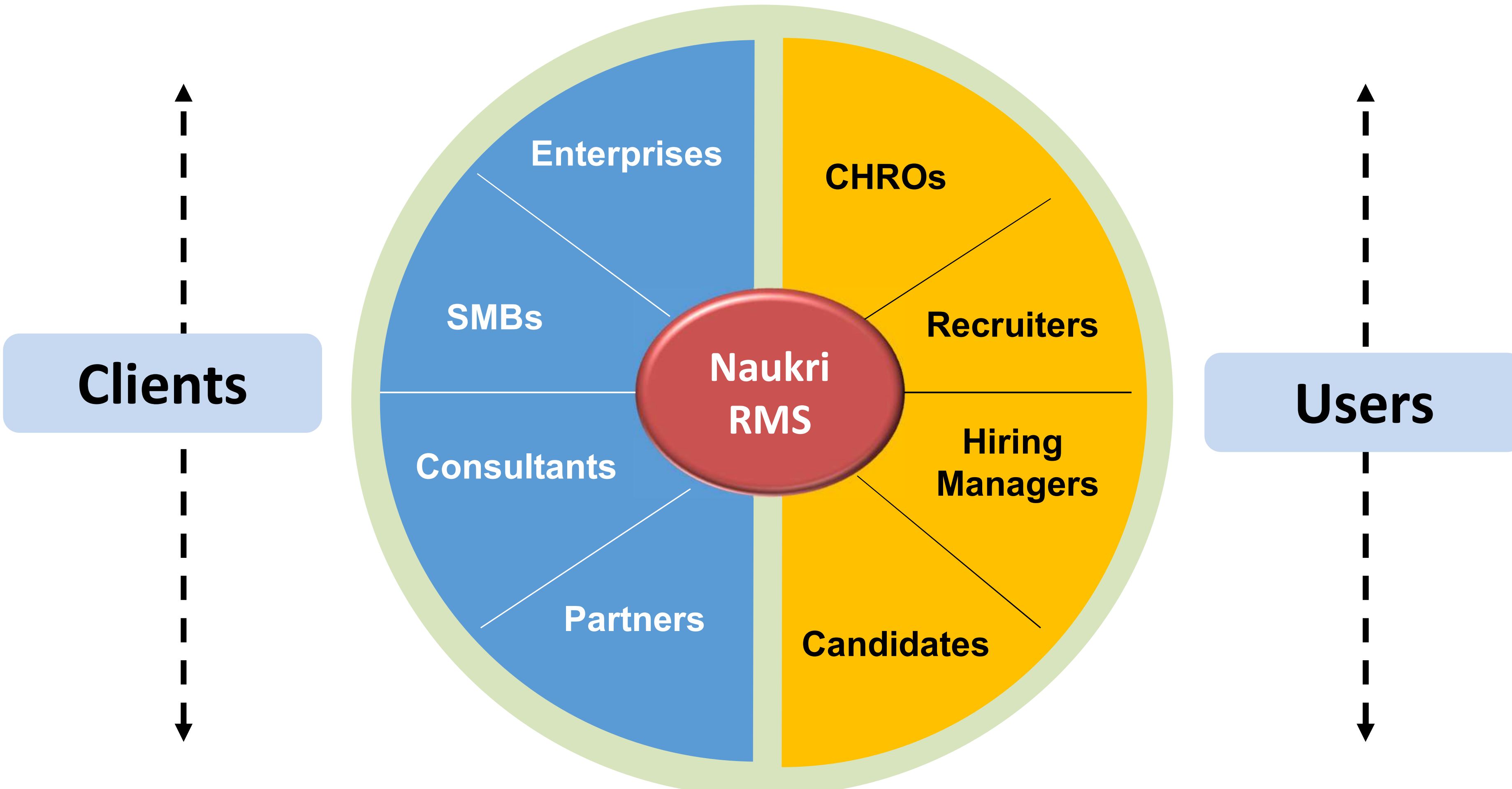
- **Android/iOS native jobseeker apps**
- Recruiter app (in Beta)
- **Progressive Web App**

- **NLP[2] based content extraction**
- Semantic search
- **Personalized user experience**
- Machine Learning based relevance algorithms
- **Algorithms on Crowd sourced data**
- Job recommendations

1 All solutions earlier pertaining to CSM, Response management, application tracking, and referral hiring tool are being rebranded into an automated end-to-end hiring process tool called Naukri Recruitment Management System (Naukri RMS)
2 NLP = Natural Language Processing

infoedge

RMS – empowering recruitment ecosystem



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

Naukri RMS


naukri RMS
RECRUITMENT MANAGEMENT SYSTEM
EVOLVE
TO A NEW AGE
RECRUITMENT SOLUTION
Automates hiring process, right from requisition to offer
naukri RMS ENTERPRISE
naukri RMS CONSULTANT
naukri RMS REFERRAL

Recruiter profile

Platform for public profiles of HR professionals and consultants

Jobseekers can 'FOLLOW' Recruiter Updates

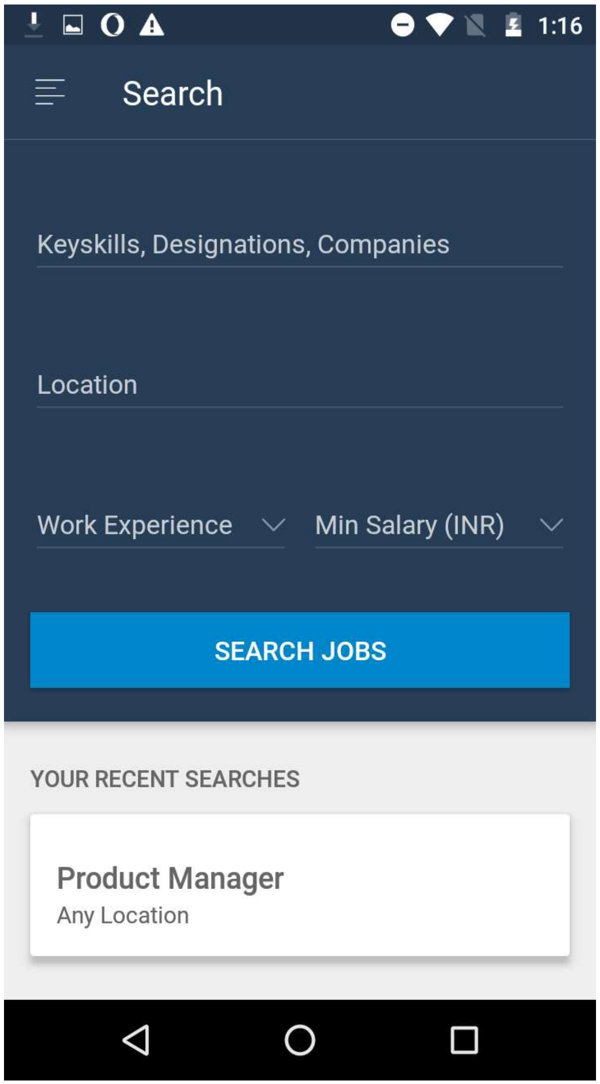
Keep jobseekers informed of recruiter's Active Jobs

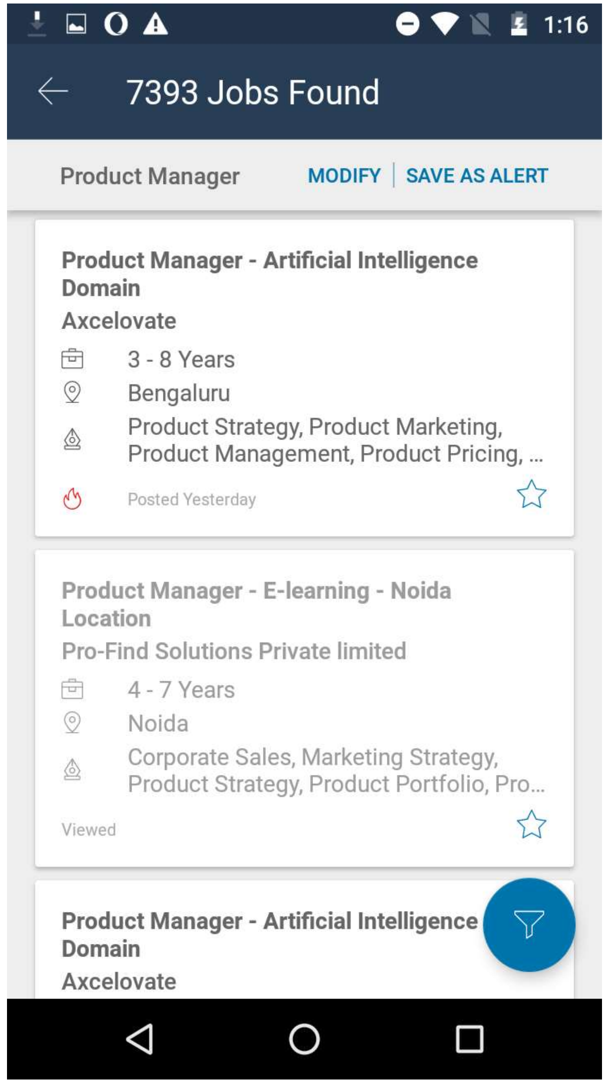
Help Build recruiter's personal database

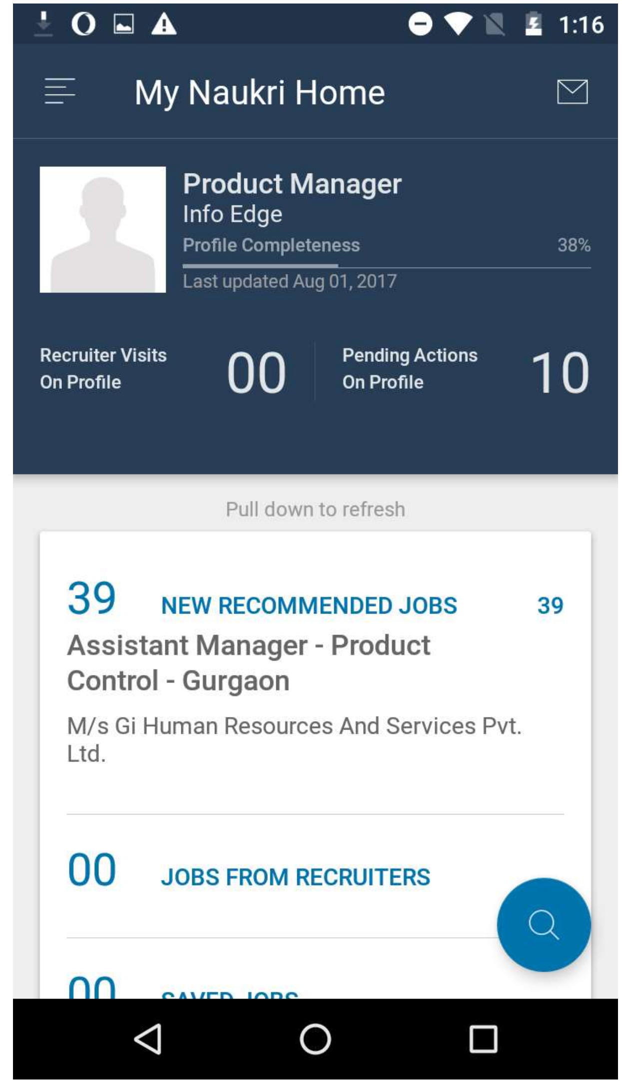
Over 180,000 jobs have Recruiter Profile details, 40% of these jobs have Recruiter Photographs
40% more applies for jobs with a recruiter profile and a photograph attached
Jobseekers can search from over 330,000 recruiter profiles and follow them for updates

infoedge

The App and HTML5 site







Competition

- Local job boards
  - Indeed.co.in
  - Monsterindia.com
  - Timesjobs.com
  - Shine.com
- Linkedin
  - Caters to a different segment / requirement

Overseas peer comparison

Name of the website	Approx. revenue from recruitment (in USD mn) @	No. of profiles/ resumes in mn	No. of unique clients	Approx. Market Cap of the company (in USD bn)***
51job.com* (China)	443	114	~520,000	5.7
Seek.com^ (Australia)	271	5.5	613,000	5.4
Recruit# (Japan)	1,976	-	-	47.2
Info Edge**	95	59	76,000	1.5

* Annual report/ presentation for year ended December 31, 2017
^ Domestic revenue from Australia New Zealand as per annual report / presentation for year ended June 30, 2017
# financial nos./ corporate presentation for year ended March 31, 2018, total revenue of Recruit is ~USD 20 bn of which ~2 bn (mentioned above) is HR technology
** As per latest numbers available. Market cap as per average valuation of recruitment business by analysts.
*** Some of the companies may be operating in other businesses, so the market cap numbers are not necessarily comparable

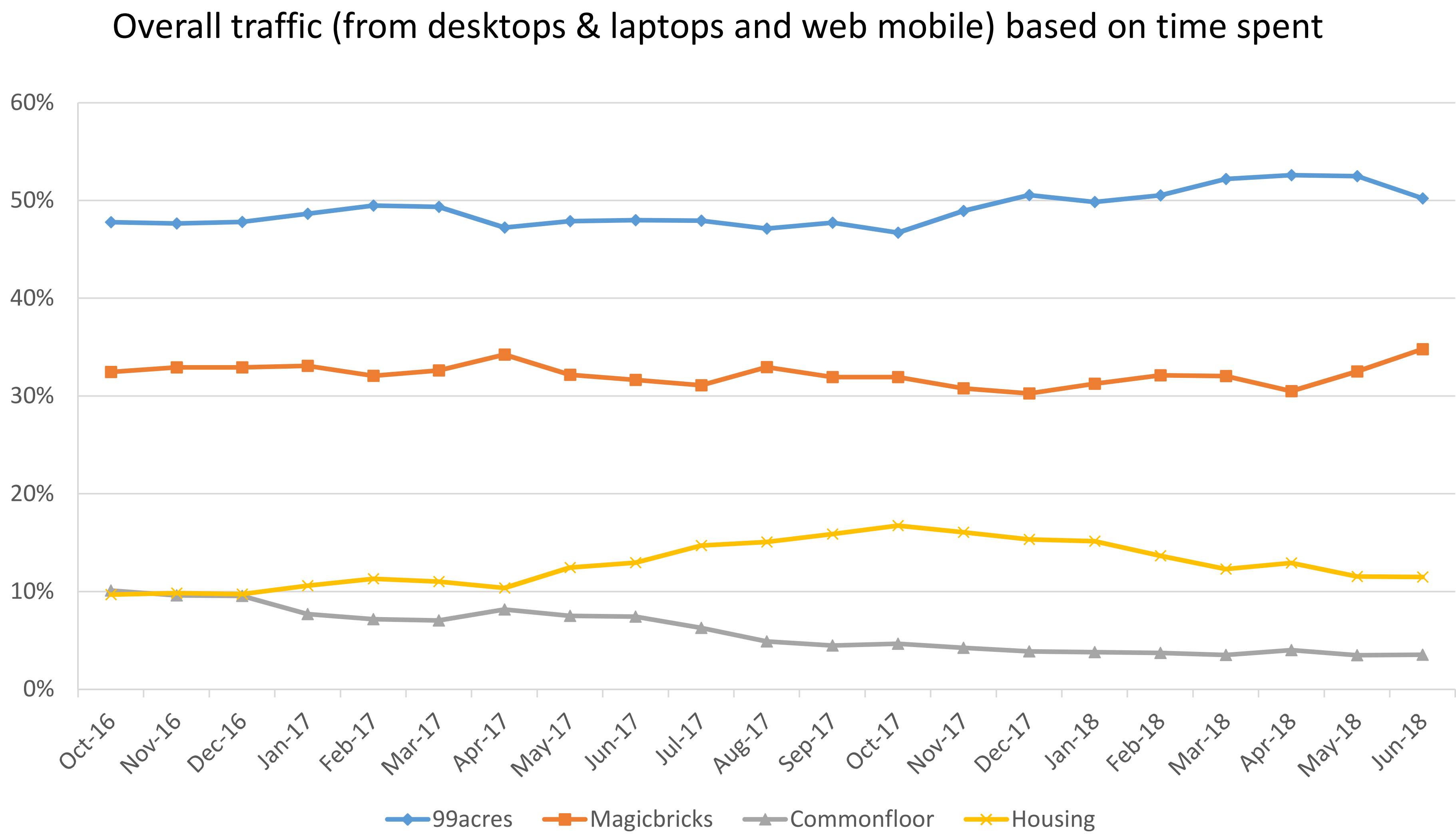
99acres


99acres
India's No.1 Property Portal
ALL INDIA
DOWNLOAD APP
CUSTOMER SERVICE
SELL / RENT PROPERTY
HOME LOANS
BUY
RENT
PROJECTS
COMMERCIAL
DEALERS
All Residential
Type Location or Project/Society or Keyword
SEARCH
MAP SEARCH
Get personalized property suggestions on a single tap
GET IT ON Google Play
Download on the App Store
The GSF Mobile Appies Awards Winner 2015
REAL ESTATE CATEGORY
99acres
India's No.1 Property Portal
Get the App
Al Seeb
REAL ESTATE DEVELOPMENT
BOOK YOUR DREAM ADOBE IN THE HEART
of Dubai
Pay After Handover
AZIZI
INVEST IN DUBAI FOR LUXURY APARTMENTS
for Prices contact
971562998939
Spring Valley DEW
SPRING VALLEY DEW KATARA HILLS
Bhopal
@ 18.26 lakhs onwards
avinash NEW COUNTY
279 Bungalows / 416 Apartments

Online Real Estate marketing business in India

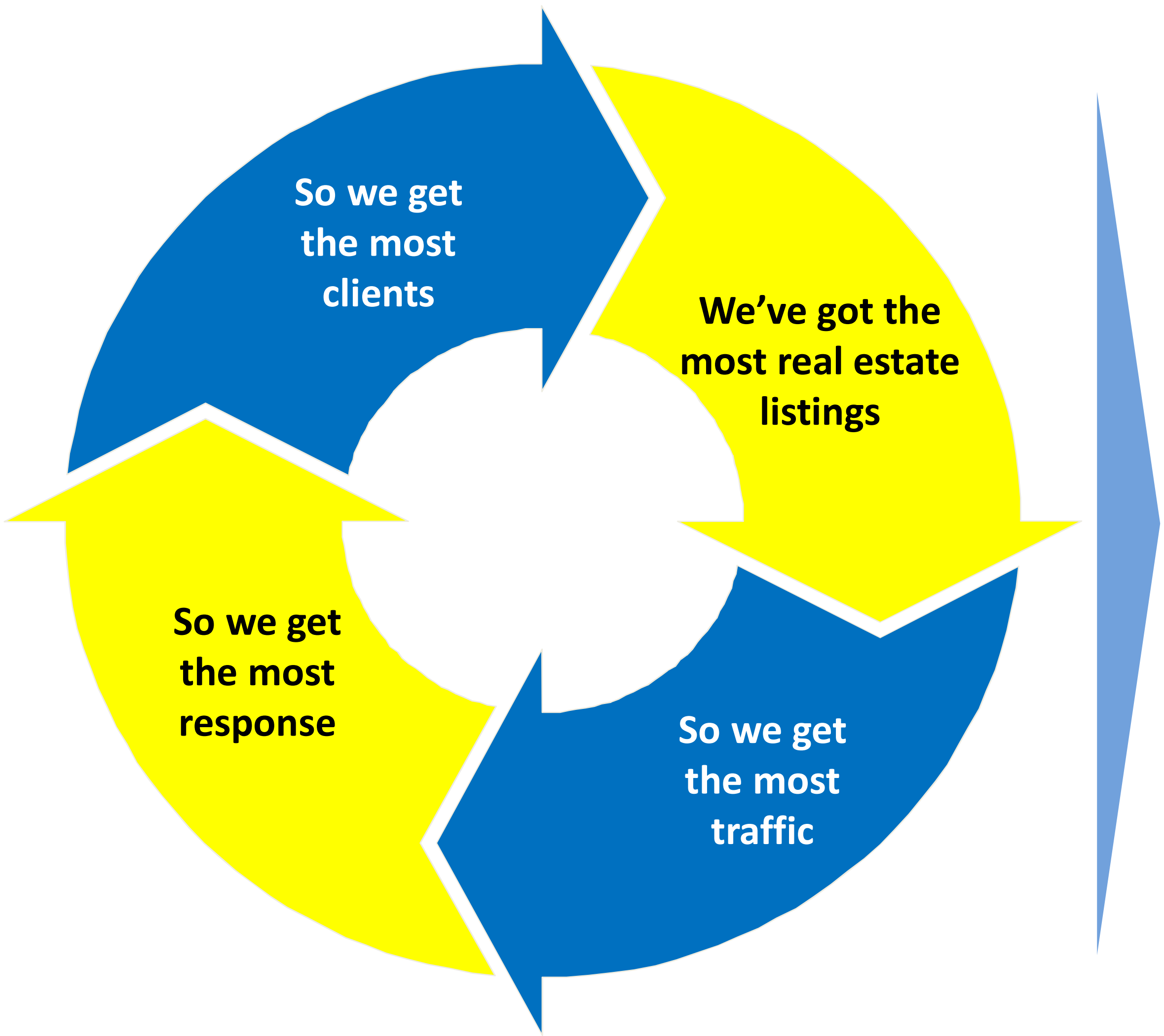
- Real estate is one of the largest spender on advertising in print media
- Our estimate of spend on online real estate portals is about Rs 3.5-4.0 bn in FY 17-18 (excluding Google and Facebook)
- 99acres, a leader in this category
  - Google, Facebook and local classifieds sites (like Olx and Quikr) also compete for this market
- Access through mobile app increasing consistently

Traffic Pattern of Online Real Estate Portals



Source: SimilarWeb

99acres business model



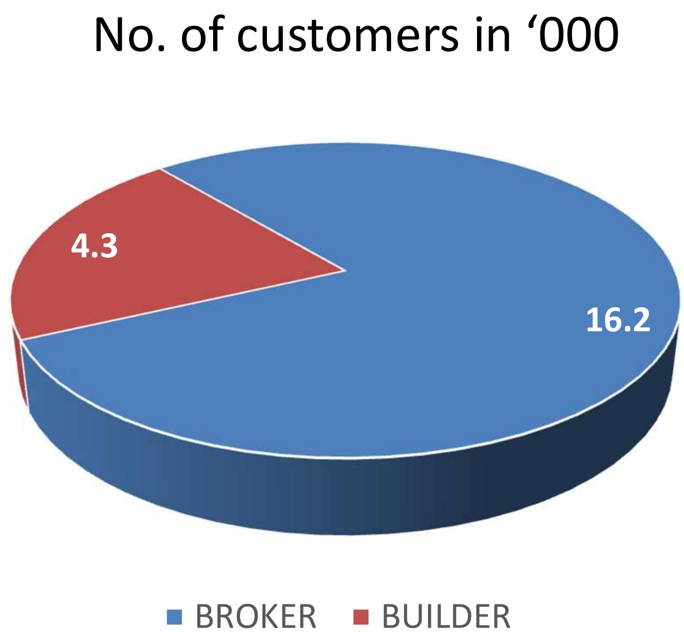
Revenue Model

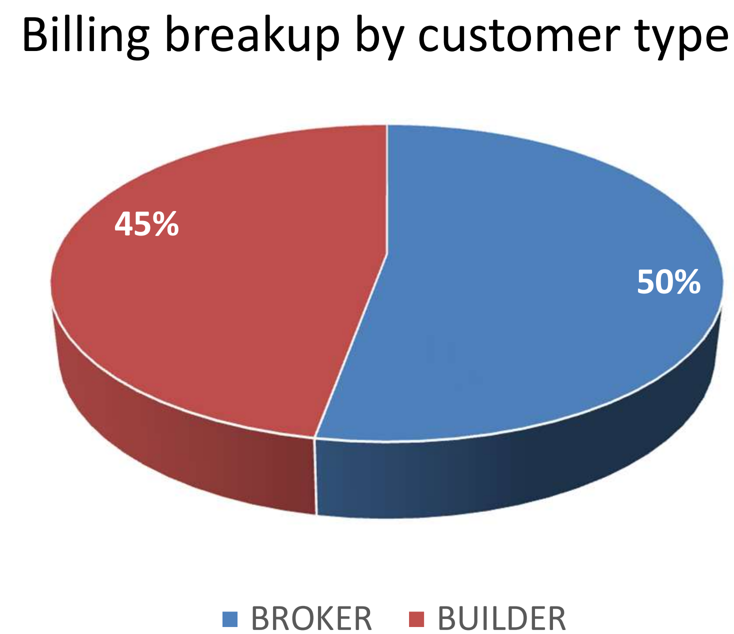
- Projects
  - Listings
  - Featured listings
  - Microsites
  - Email campaigns
  - Banner Ads
- Re-sale
  - Listings
  - Featured listings
- Rental
  - Listings
  - Featured listings

Key business metrics for 99acres

- As of June 30, 2018
  - Total projects 155,000+ (under construction or ready-to-move-in)
  - Total listings** 747,000 (including 283,000 owner listings)
    - Residential 624,000
    - Commercial 123,000

Break-up of Customers and Billing



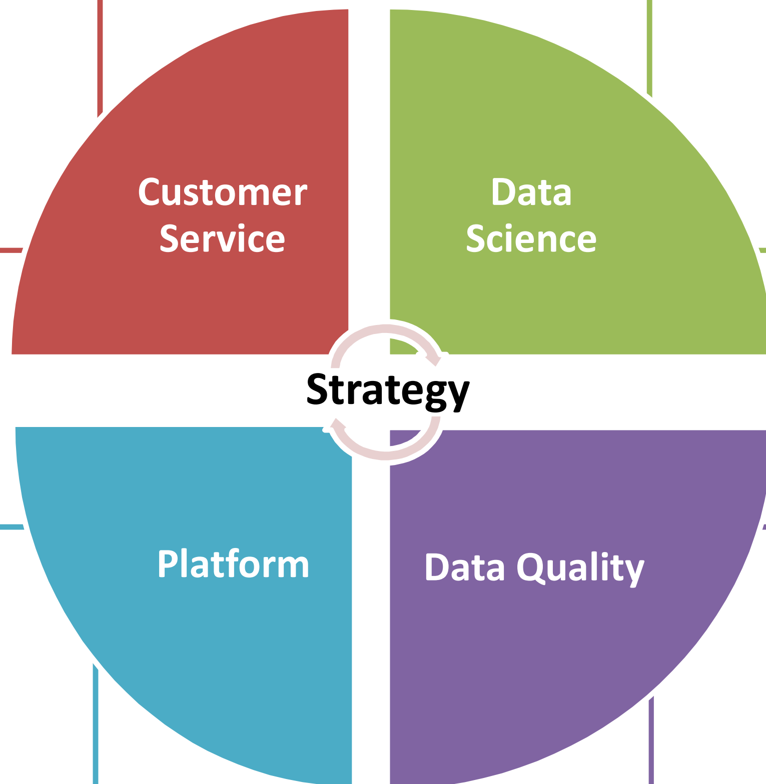


Data for trailing 12 months to June 2018

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

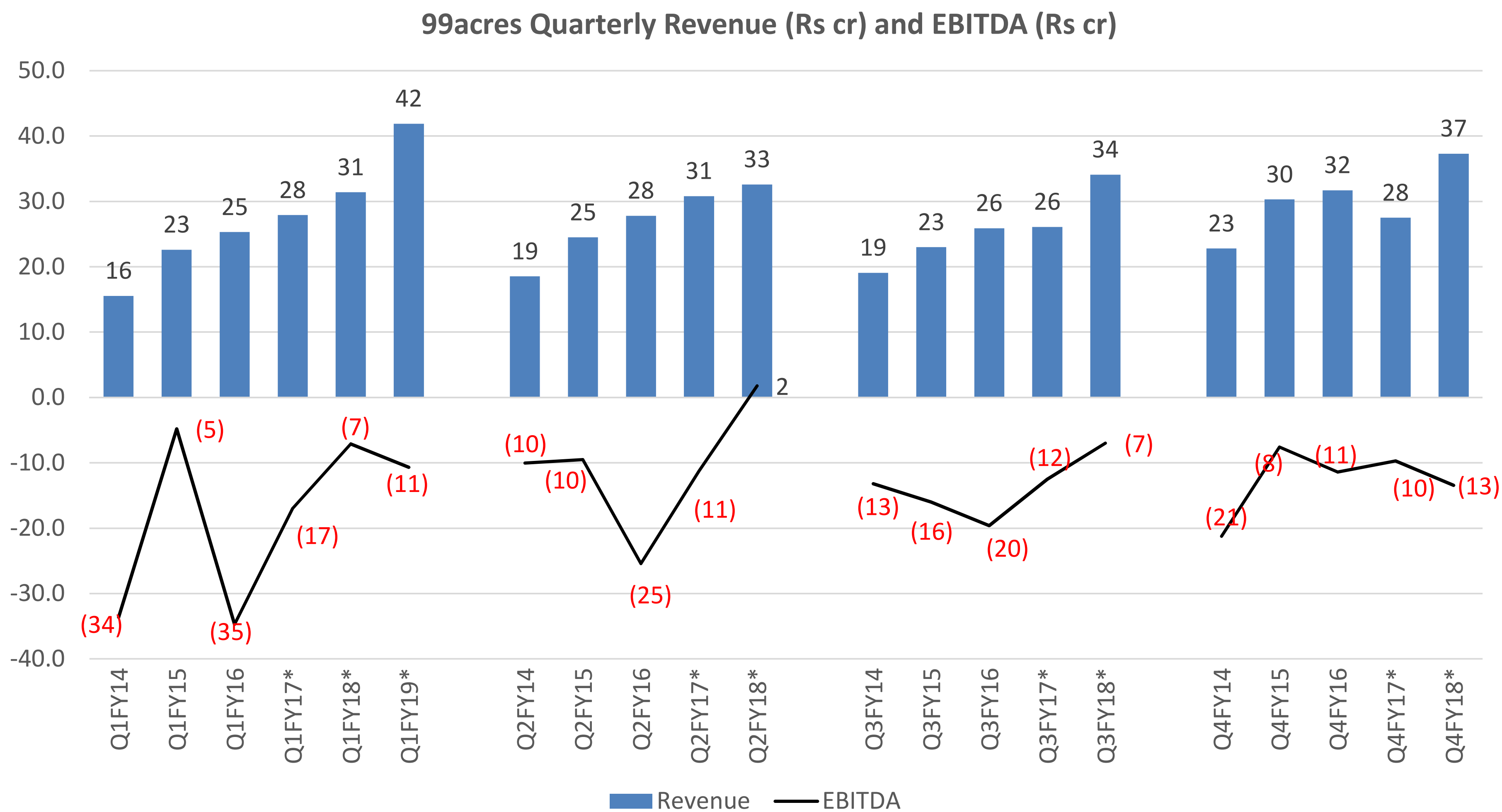
Focus on improving traffic share by improving customer experience on the site

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 amidst poor markets**
  - Listings growth on 99acres has remained intact amidst poor market conditions and events such as demonetization, GST rollout, RERA implementation
  - We believe the worst in real estate is behind us and hope to see the industry do better going ahead
- **Competitive activity has subdued considerably**
  - Currently only MagicBricks is a sizeable competitor for 99acres, apart from horizontal players like Google and Facebook
    - Housing is owned by Proptiger (an agency business with REA Group investment) and Commonfloor is owned by Quikr. These businesses have limited focus areas of offerings / operations.
- The company continues to have a **war chest** for investment into 99acres and would use it if 99acres requires more investments

infoedge

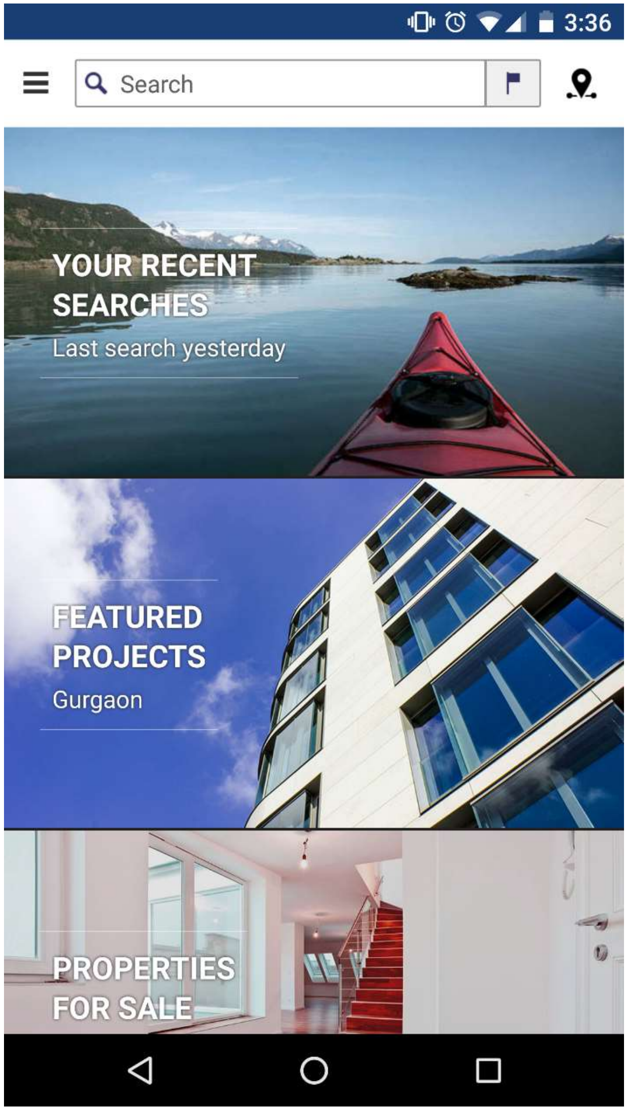
99 acres Quarterly Financials

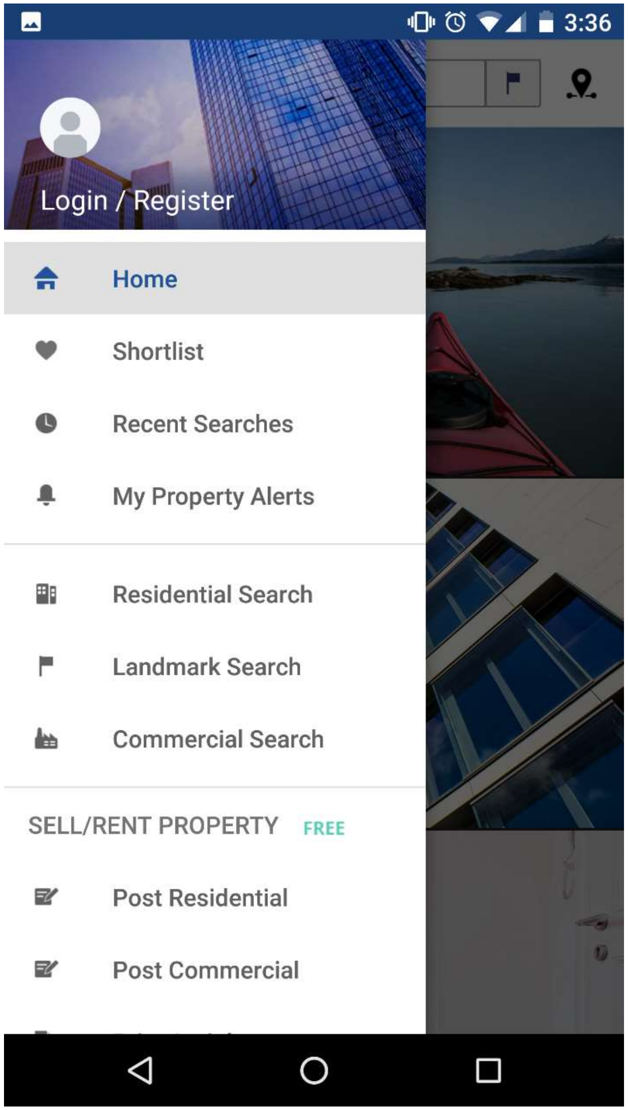


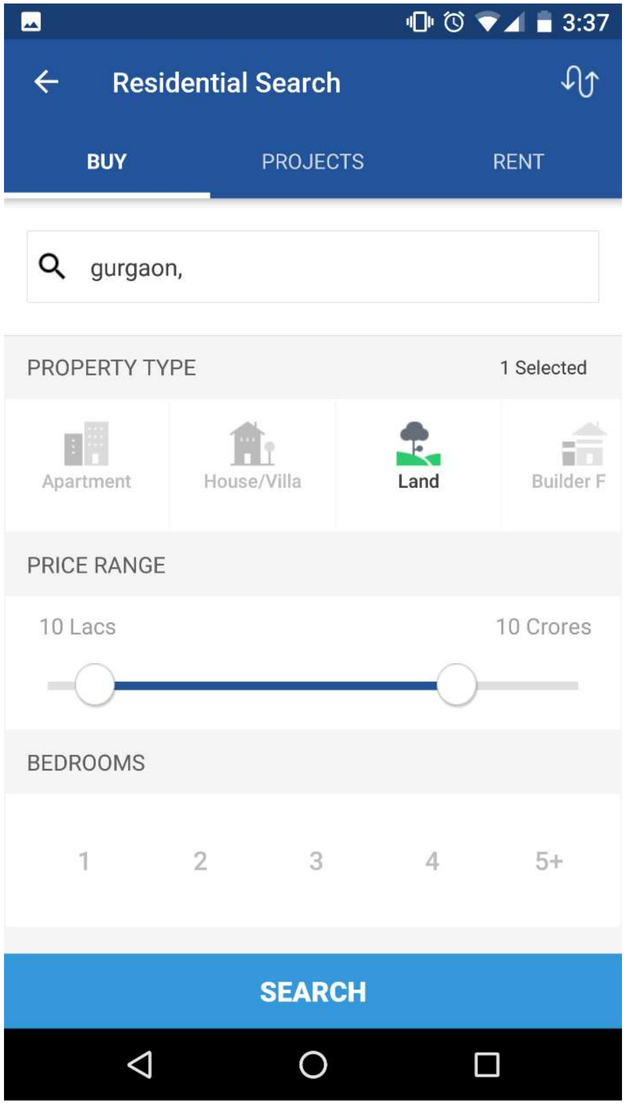
99acres cumulative cash loss (management estimate) at Rs 230 cr

* Q1FY17-Q4FY18 numbers are EBITDA numbers (adjusted for non-cash ESOP charges) as per IND-AS; All others in I GAAP

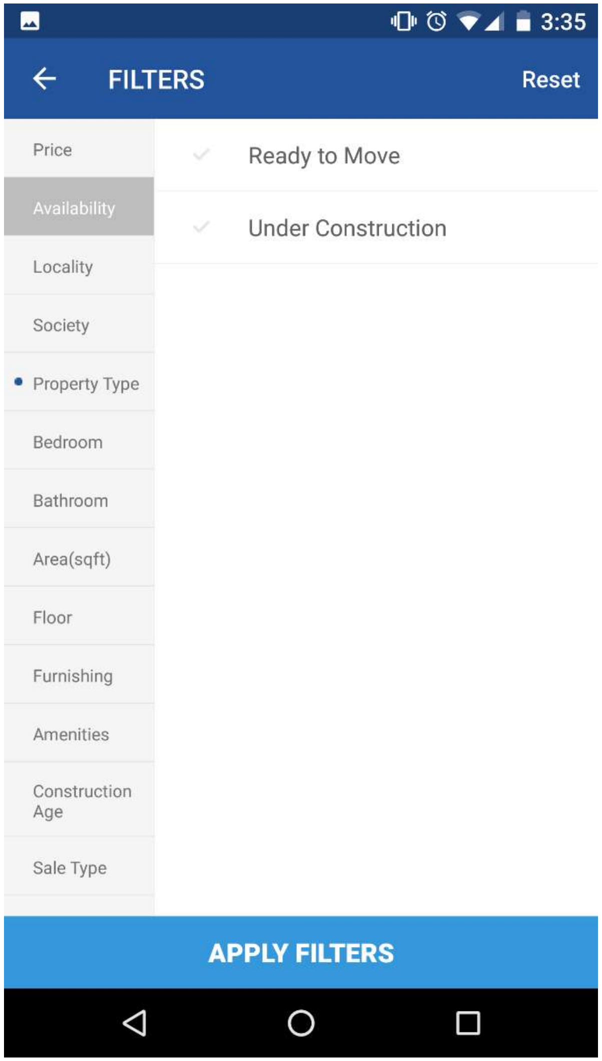
Mobile app – home screen, navigation and search

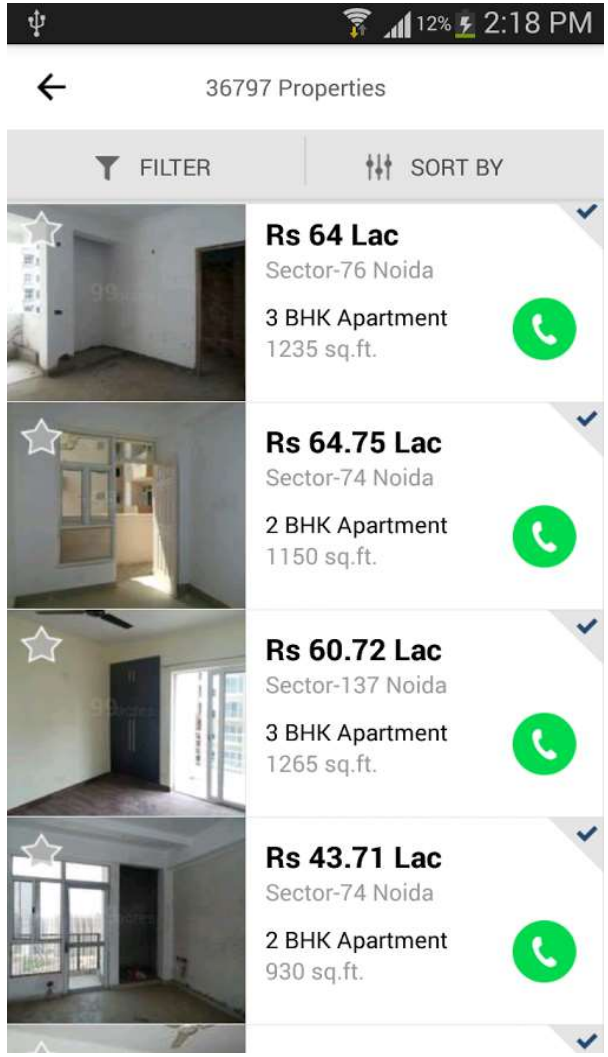


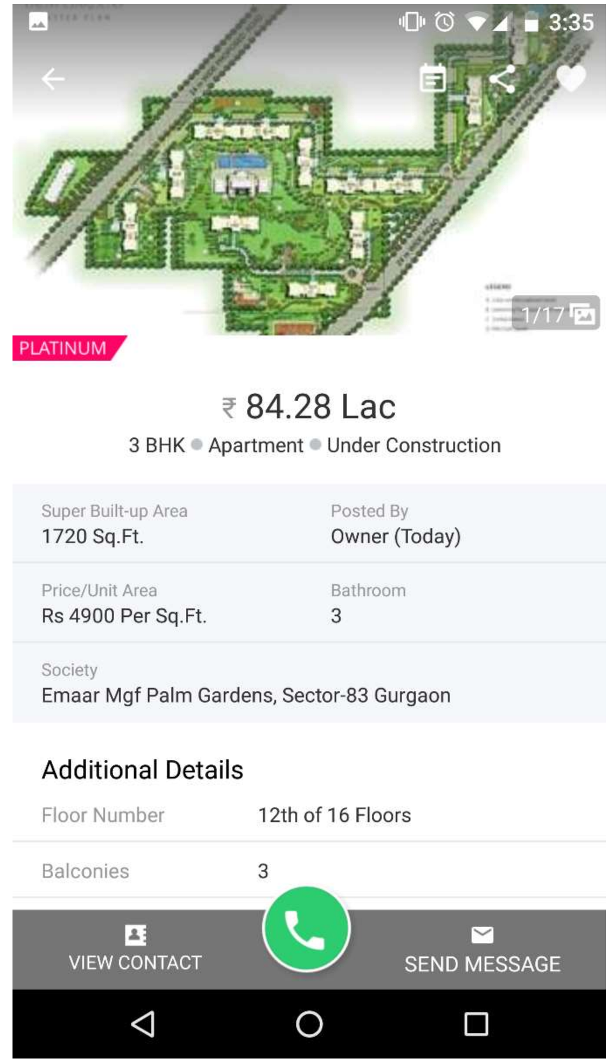




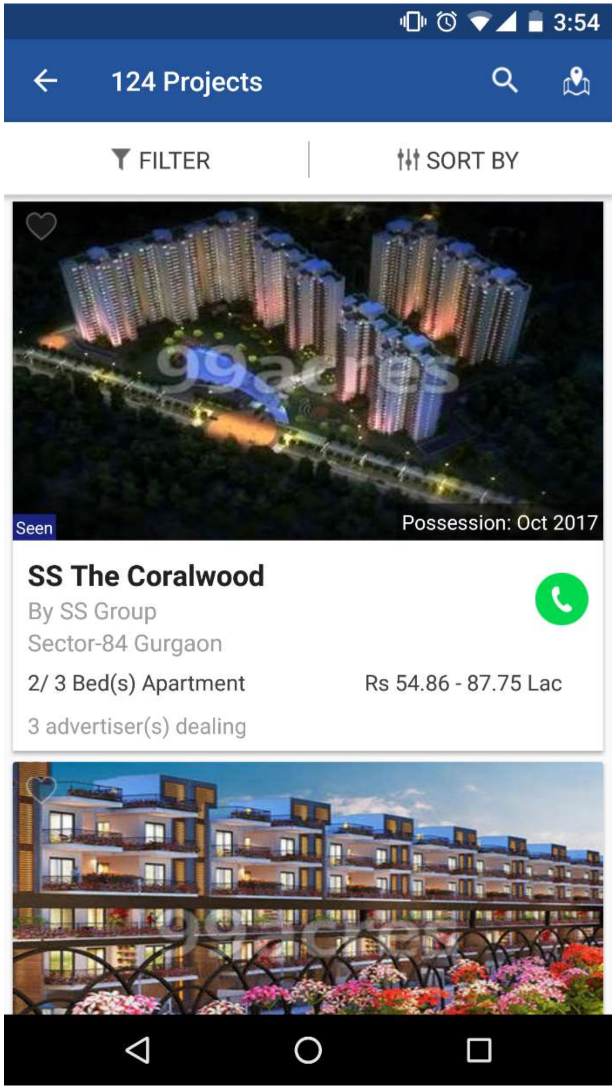
Mobile app - Property search results page, filter page, property detail page

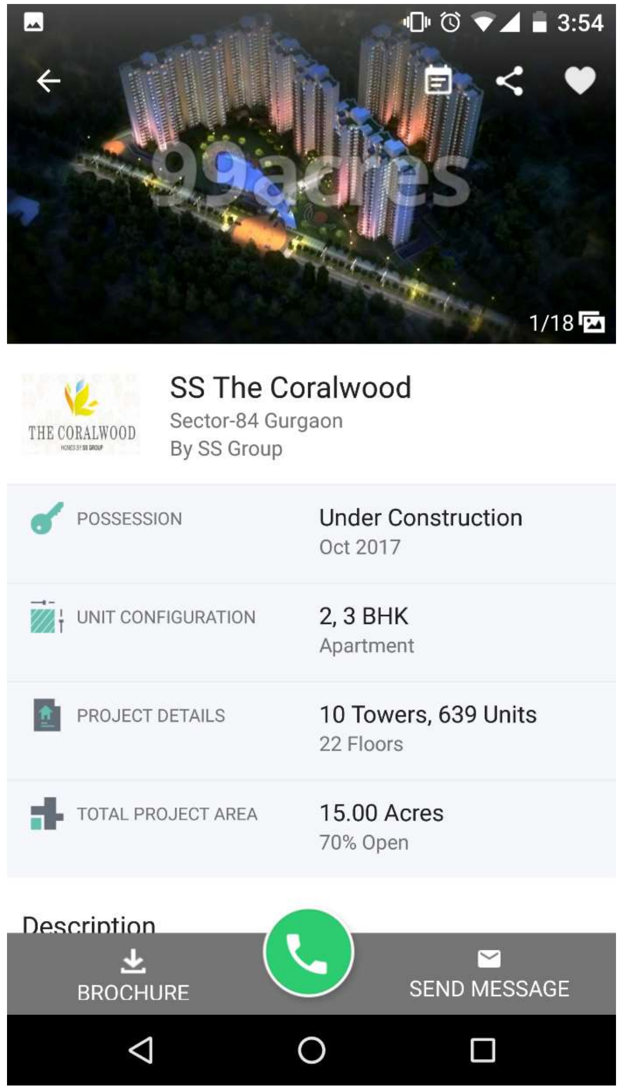


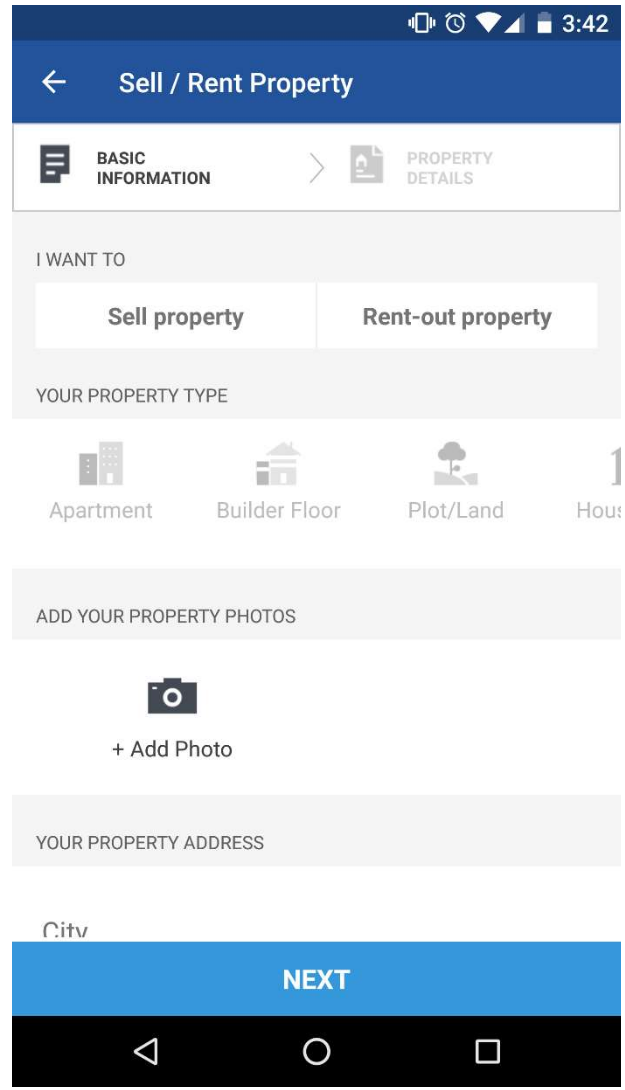




Mobile app – project search results page, project detail page and property posting form

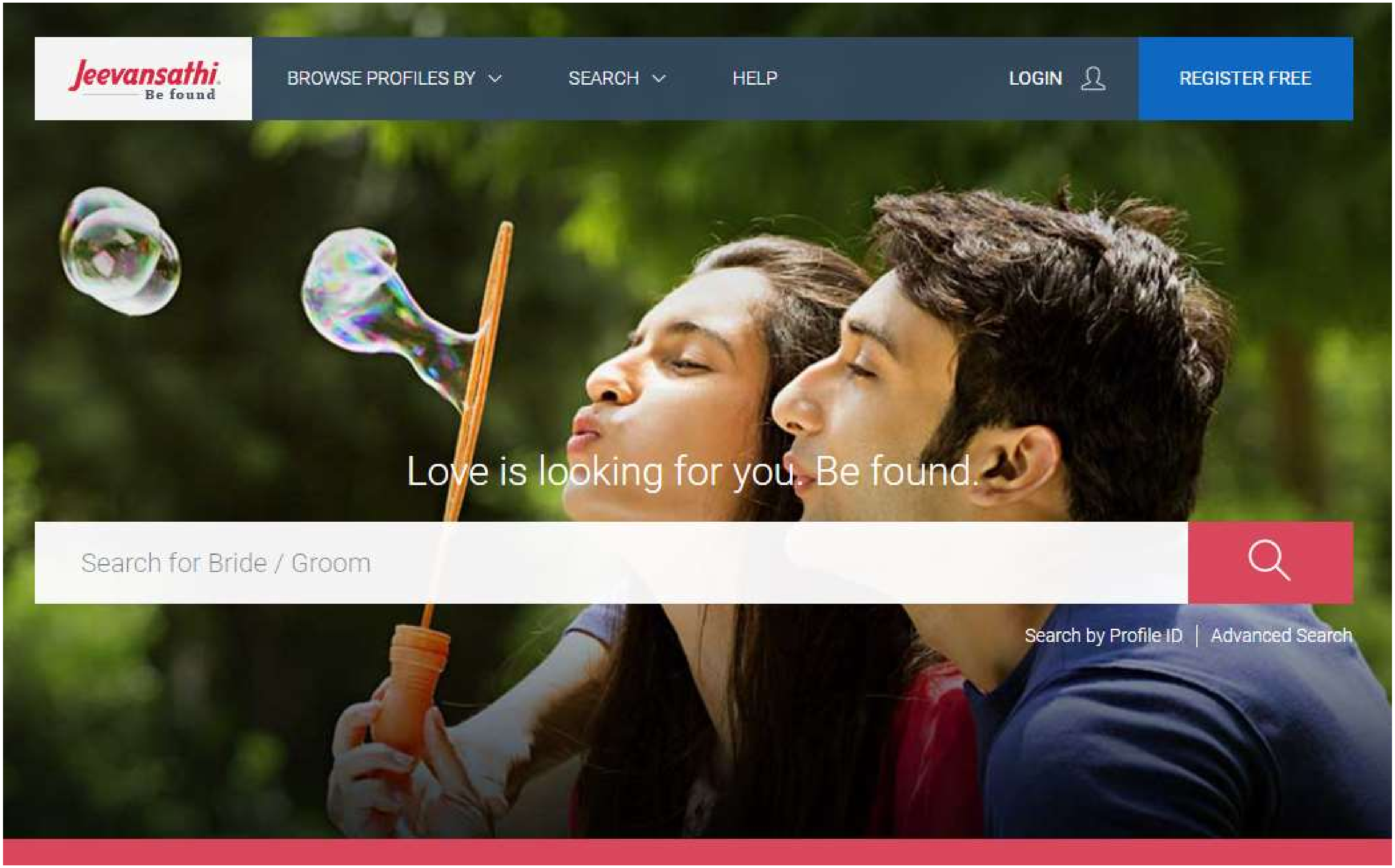






Jeevansathi

infoedge



Online matrimonial business - India

- Online spend by users estimated to be ~Rs 6-7 bn in FY 17-18
- Three main players – Bharat matrimony, Shaadi and Jeevansathi
- Used primarily by
  - Those disconnected from mother communities
  - Youngsters looking for choices
  - Families for match-making
- Fragmented market basis
  - Geography
  - Communities (religion, caste, sub castes)

Jeevansathi business model

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

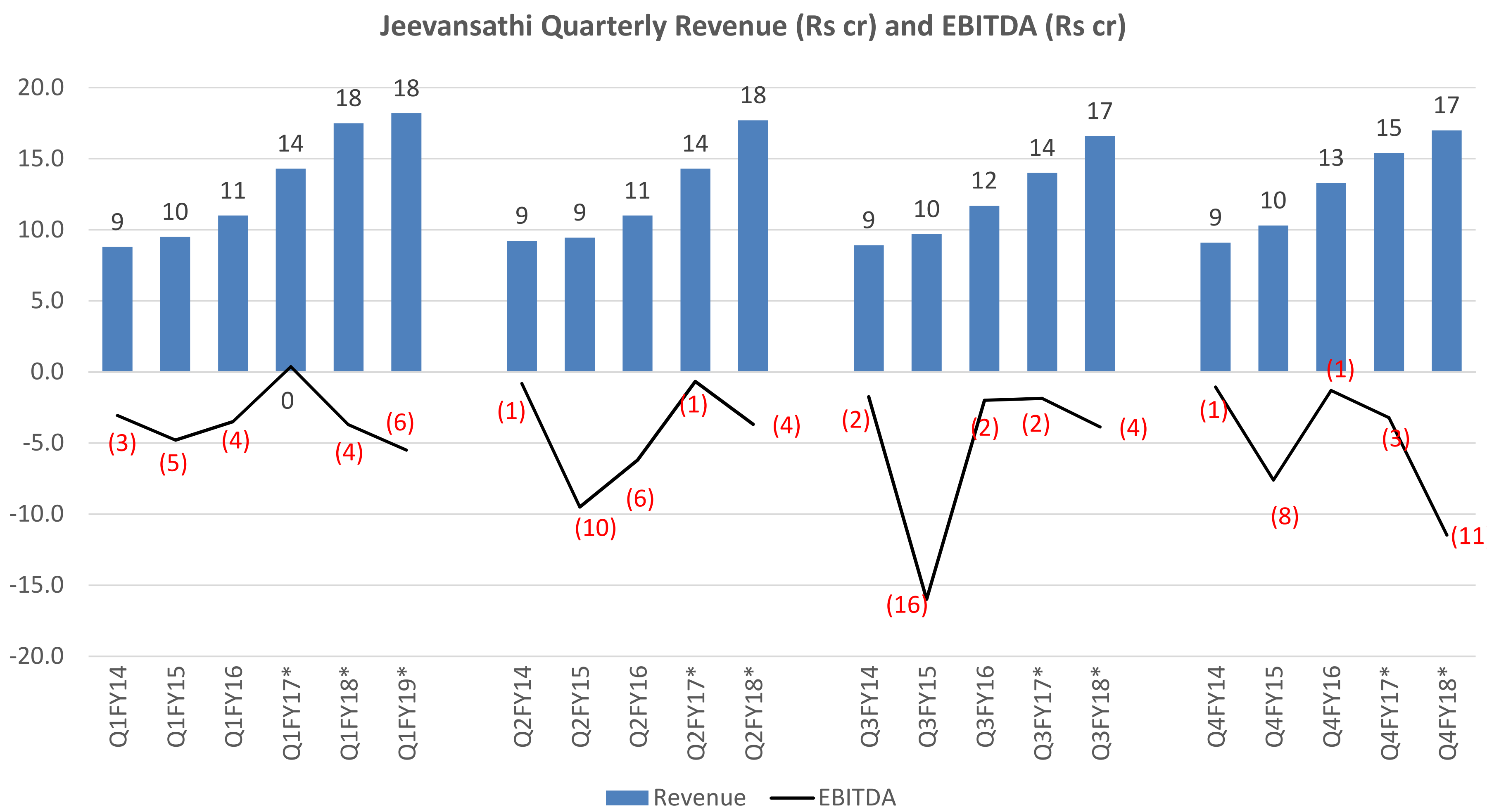
Competition Scenario

- Three main players – Bharat Matrimony is the leader, followed by Shaadi and then Jeevansathi
- Bharat Matrimony dominates states in south India and non resident Indians from these states
- Shaadi leads in Gujarat and Punjab and non resident Indians from these states
- Jeevansathi leads in certain North Indian communities and states
- There are overlaps in profiles amongst sites

Mobile app


4:21 PM
Search Your Match
Bride
Groom
Max Age
27 years
Profile with Photos
Search
RWR1091
Preview
Album
Family
eValue
Marketing Professional
MBA/PGDM
Photos visible to all
Change Profile Photo
Add Photos
Upto 30% Off Across Plans
Browse Membership Plans
Janvi Chaudhary
Home
Search
Search by Profile ID
My Matches
Just Joined Matches 14
Match Alerts
Desired Partner Matches
74 %
74
86
Interests Recieved 5
See All
Marketing Professional
Accept
Decline

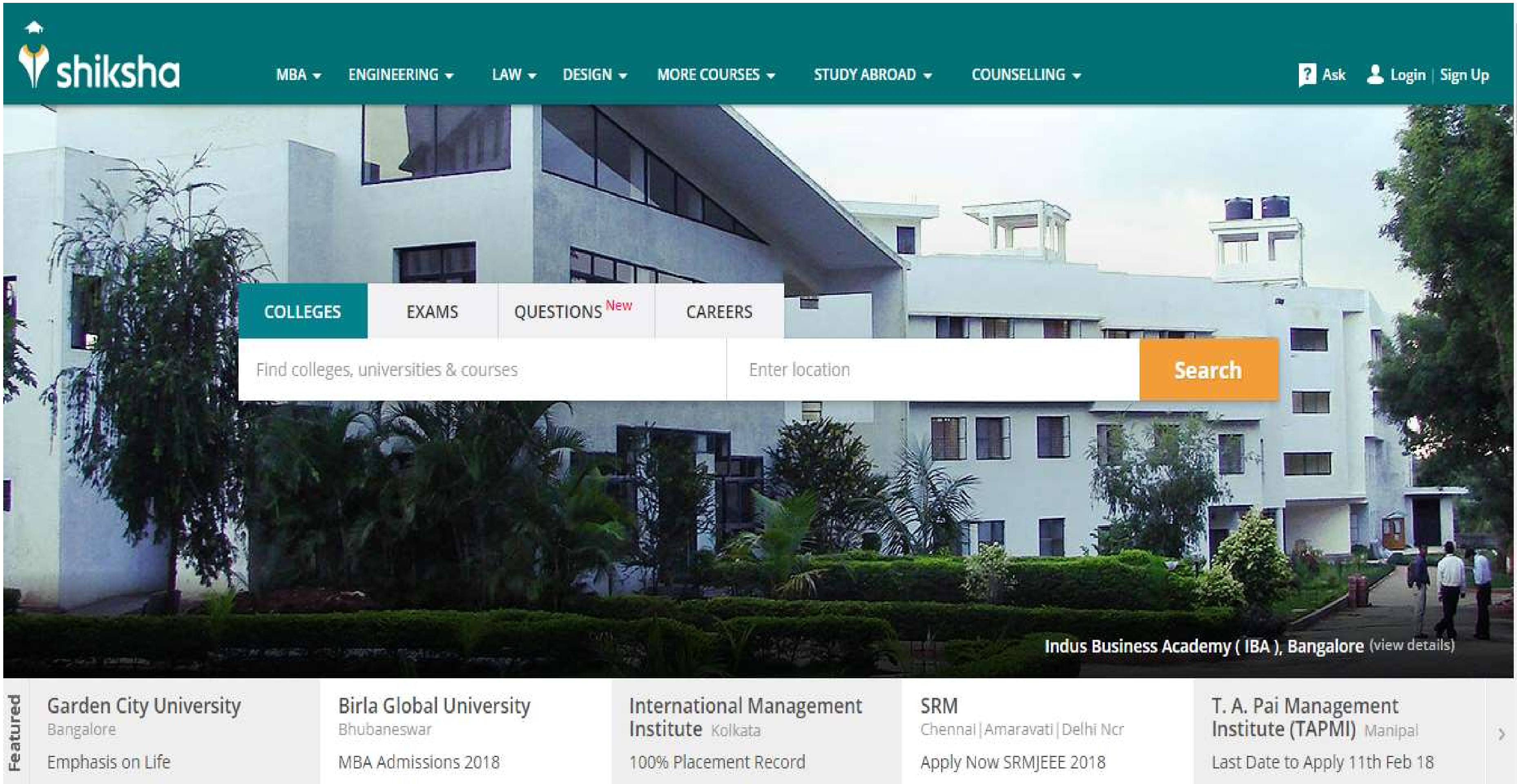
Jeevansathi quarterly financials



Jeevansathi cumulative cash loss (management estimate) at Rs 82 cr
* Q1FY17-Q4FY18 numbers are EBITDA numbers (adjusted for non-cash ESOP charges) as per IND-AS; All others in I GAAP

infoedge

Shiksha



Educational classifieds business - India

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

Shiksha – some approx. nos.

STUDY IN INDIA STUDY ABROAD

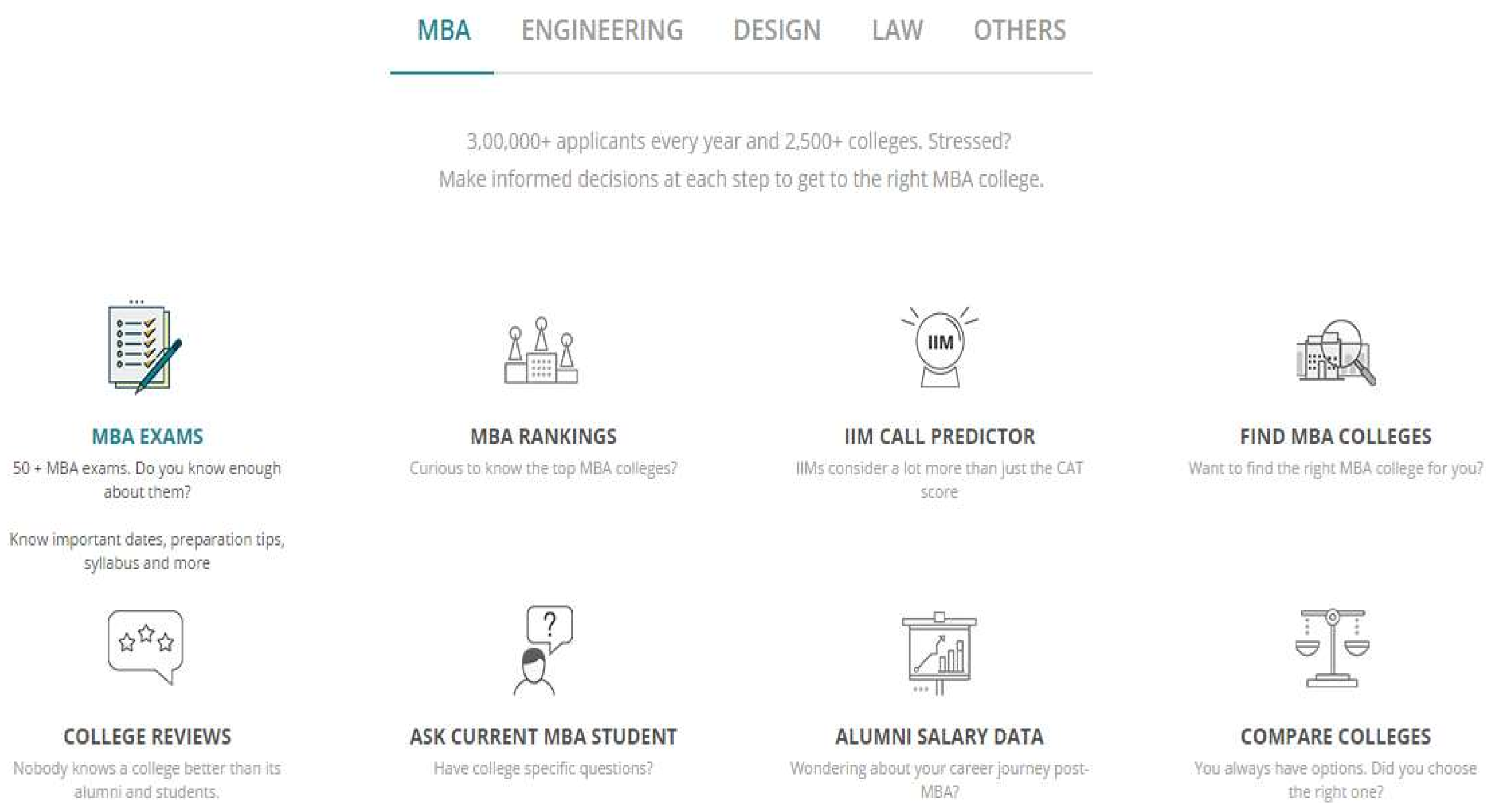
14000+	**114000+**	**600000+**	**200+**
COLLEGES & UNIVERSITIES	COLLEGE REVIEWS	QUESTIONS ANSWERED	CAREERS

STUDY IN INDIA **STUDY ABROAD**

50+	**1000+**	**16000+**	**END TO END**
COUNTRIES	UNIVERSITIES	COURSES	APPLICATION GUIDANCE

Shiksha

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



Shiksha business model

- **Branding & advertising** solution for colleges & universities (UG, PG, post PG)
  - Both Indian and foreign entities advertise
  - Large number of Indian students go overseas for higher education
    - Estimated at ~125,000 + every year
- **Lead generation**
  - Potential student/applicants details bought by colleges and their agents
  - Full counselling service for international university partners
- **Prospective students have free access** to all information on the site (some post registration)

Authentic College Reviews

National Institute of Technology, Tiruchirappalli - Reviews (57)

Shortlist

Established 1964 | UGC Approved | Deemed University

••• Add To Compare Download Brochure

Filter the results Select course

Sort by Year of gradution

Sai | Batch of 2019 | Rating 4.6 / 5

Recommends this course

Course reviewed : B.Tech. in Civil Engineering

Good college with nice placements.

Placements : Compared to other batches, last year's placements were not up to the mark. There are 100 percent placements in CSE, ECE and mechanical. The average package is about 9 LPA for CSE, 8 LPA for ECE & EEE.

Infrastructure : Infrastructure is too good and full campus is covered under WiFi. College provides basic facilities like bank, post office, hostel, 24 hours computer center, indoor stadium, etc. inside the campus itself. They have smart classrooms and the classes are air conditioned. Quality of food is decent.

Faculty : Faculty is bad so you have to study on your own. Presently, they are using flexible curriculum. They use both chalk and board and smart class methods for teaching. There are 50 students in each section.

Is this review helpful YES | NO

Posted: 09 Nov 2016

Mallikarjun | Batch of 2018 | Rating 3.2 / 5

Doesn't recommend this course

Course reviewed : B.Arch

Related university links

- Courses Offered
- Admission Process
- Questions & Discussions
- News & Articles

You may be interested in reviews on

- National Institute of Technology, Warangal
- Indian Institute of Technology, Madras
- National Institute of Technology, Surathkal
- National Institute of Technology (NITC)
- Birla Institute of Technology, Mesra

Search similar college reviews

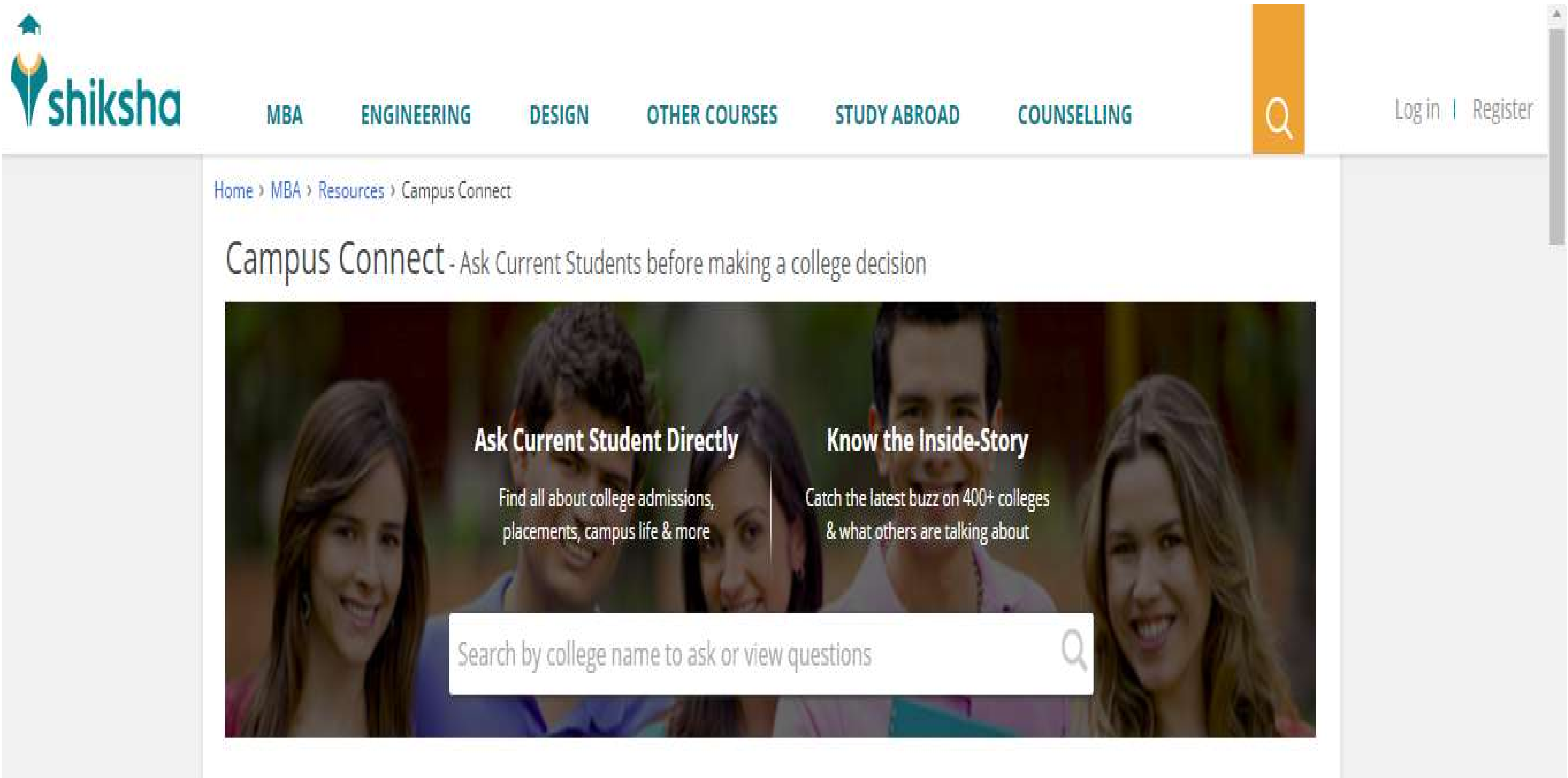
College Name

Are you a student or an alumni of this university?

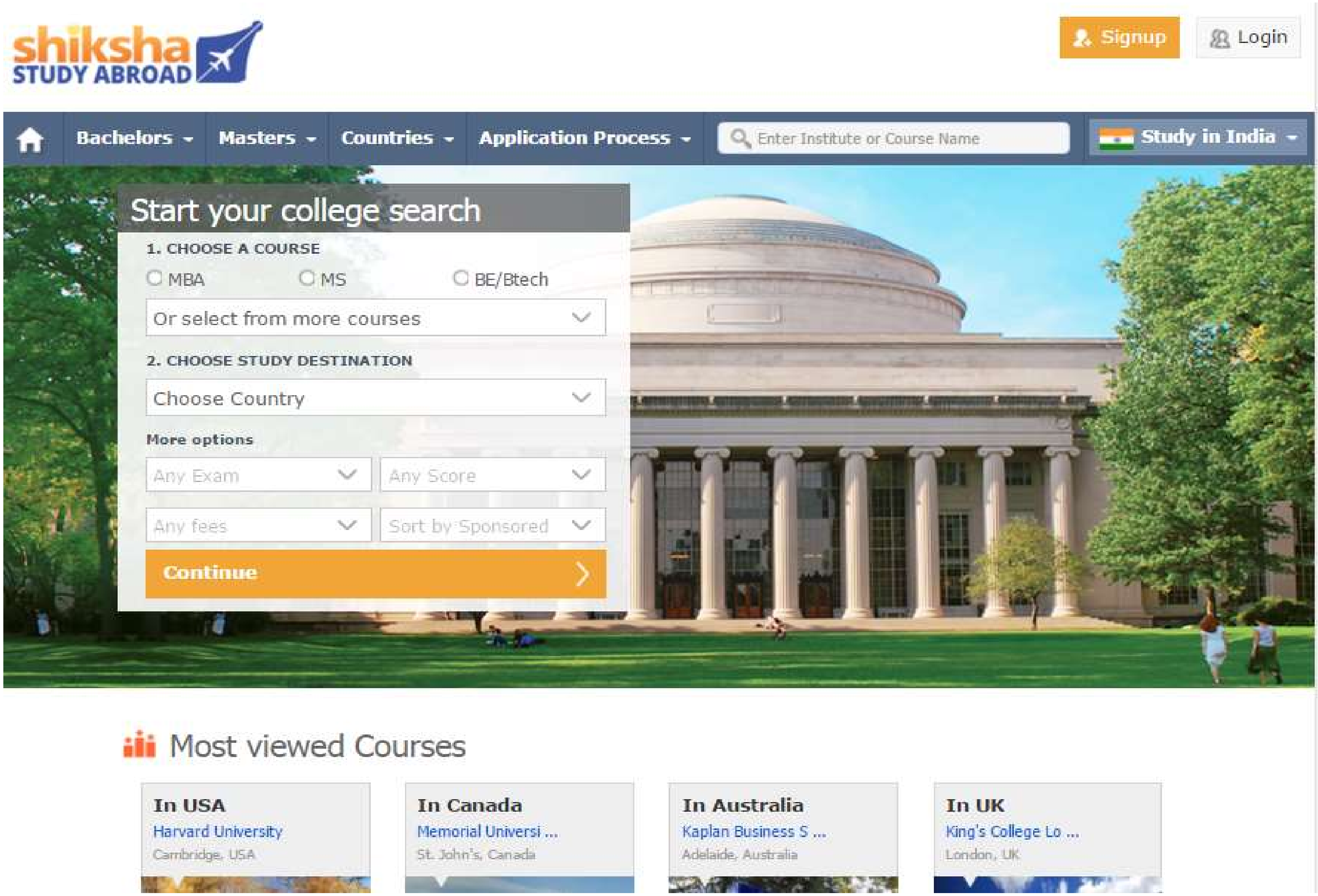
Compare

Q&A mobile app for expert advice

Campus representatives from colleges for credible advice

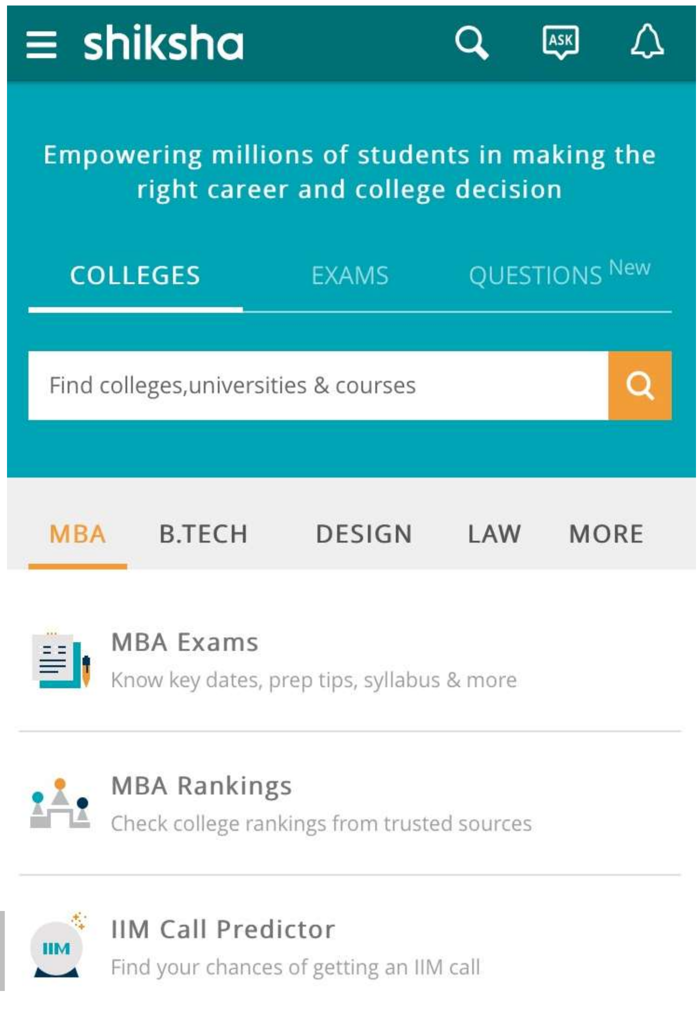


Home page for Overseas Education

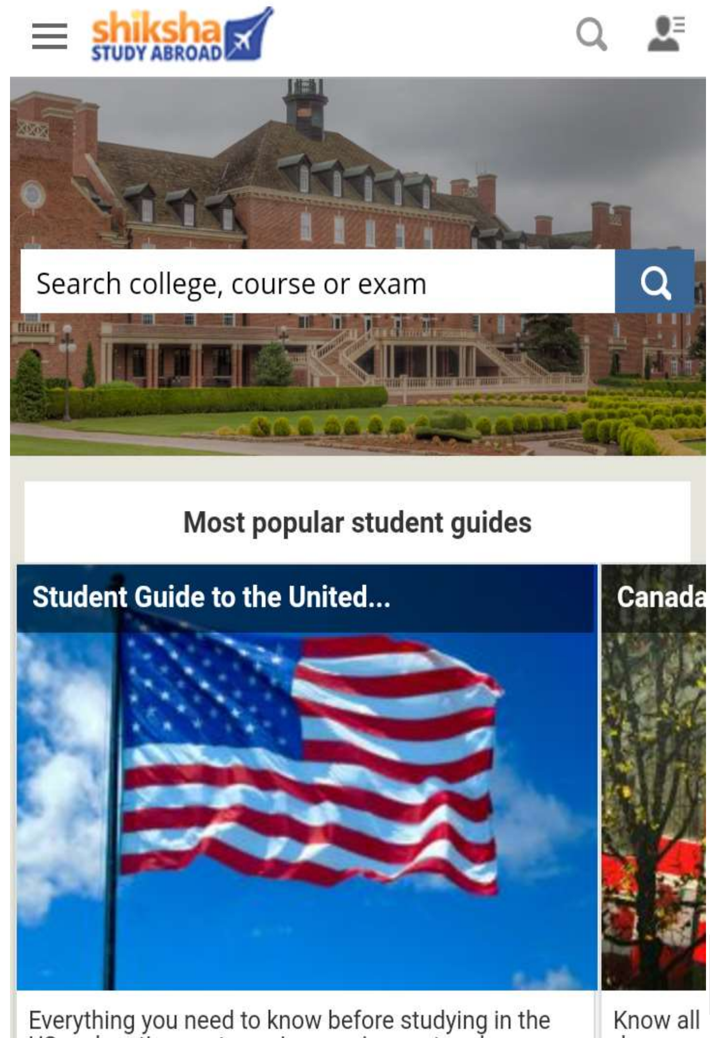


Comprehensive Scholarship information for study abroad

Mobile sites



India



Study Abroad

Competition

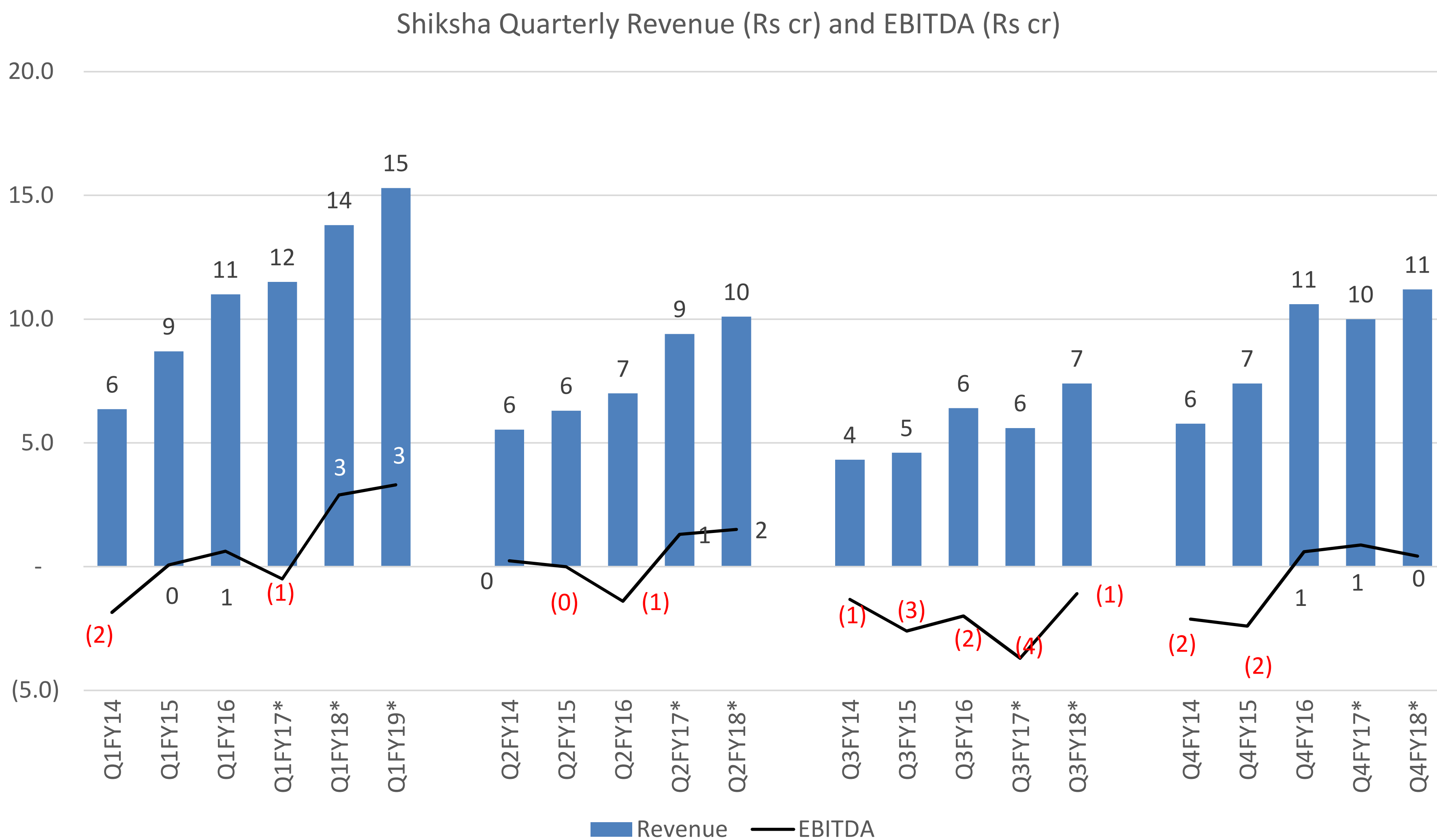
Domestic

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

Study abroad

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

Shiksha quarterly financials



Shiksha cumulative cash loss (management estimate) at Rs 42 cr

* Q1FY17-Q4FY18 numbers are EBITDA numbers (adjusted for non-cash ESOP charges) as per IND-AS; All others in I GAAP

Investments

Investment Portfolio

Investee Company	Website	Book Value of Investment (Rs cr)	% Holding on fully diluted basis
Active			
Zomato Media Pvt Ltd.	www.zomato.com	*152	*30.9%
Applect Learning Systems Pvt Ltd.	www.meritnation.com	135	65.7%
Etechaces Marketing and Consulting Pvt Ltd.	www.policybazaar.com	**402	**13.6%
Happily Unmarried Marketing Pvt Ltd.	www.happilyunmarried.com	26	47.2%
Mint Bird Technologies Pvt Ltd.	www.vacationlabs.com	6	26.1%
Rare Media Company Pvt Ltd.	www.bluedolph.in	11	43.9%
Unnati Online Pvt Ltd	www.unnatihelpers.com	4	31.6%
VCare Technologies Pvt Ltd.	www.dirolabs.com	4	15.1%
Ideaclicks Infolabs Pvt. Ltd.	www.zippserv.com	5	45.3%
Wishbook Infoservices Pvt. Ltd.	www.wishbooks.io	4	25.7%
NoPaperForms Solutions Pvt.Ltd.	www.nopaperforms.com	6	39.9%
International Educational Gateway Pvt. Ltd	www.univariety.com	13	31.4%
Agstack Technologies Private Limited	www.gramophone.in	6	27.8%
Bizcrum Infotech Pvt. Ltd.	www.shoekonnect.com	3	21.4%
Printo Document Services Pvt. Ltd.	www.printo.in	20	23.5%
Medcords Healthcare Solutions Pvt. Ltd.	www.medcords.com	3	11.4%
Sub Total		**800**	

* 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 (1.3%) and indirectly though subsidiary companies – in partnership with Temasek (7.9%) and Softbank (4.4%); The amount represents Info Edge's net investment; The last announced transaction (in partnership with Softbank) is still in progress and subject to regulatory approvals.
Written off / provisioned investments – Studyplaces, 99Labels, Nogle Technologies, Canvera Digital, Kinobeo Software Pvt. Ltd. (Mydala) and Green Leaves Consumer Services (Bigstylist). Total amount written off is Rs 201 crore.

infoedge

Investee companies financials

Rs. Crore

Investee Company	Operating revenue						Operating EBITDA					
	FY13	**FY14**	**FY15**	**FY16**	**FY17**	**FY18**	**FY13**	**FY14**	**FY15**	**FY16**	**FY17**	**FY18**
Partly owned subsidiary												
Meritnation	10	20	22	29	36	31	(21)	(29)	(23)	(42)	(23)	(13)
Canvera	30	44	54	56	49	42	(21)	(33)	(22)	(33)	(27)	(25)
Associate Companies												
Zomato												
PolicyBazaar												
Mydala												
Happily Unmarried												
Vacation Labs												
BigStylist												
Nopaperforms	68	127	255	390	579	865	(38)	(55)	(189)	(607)	(213)	(149)
Wishbook												
Univariety												
Gramophone												
Rare Media												
Unnati												
Diro Labs												
Total	**108**	**191**	**331**	**475**	**664**	**937**	**(80)**	**(117)**	**(234)**	**(682)**	**(263)**	**(188)**

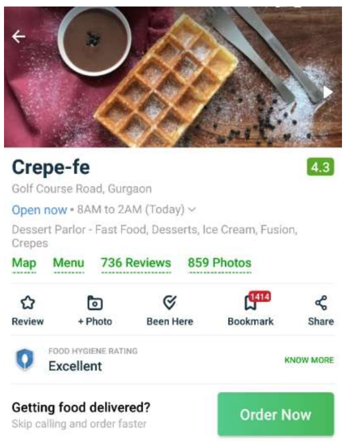
* FY16 - FY18 numbers are based on IND AS vs. I GAAP earlier

Zomato

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

Zomato has three key businesses

1. Listings & Reviews



- Launched in 2008
- Present in 24 countries
- 1.3m+ high quality restaurant listings with up to date scanned menus, photos and user reviews

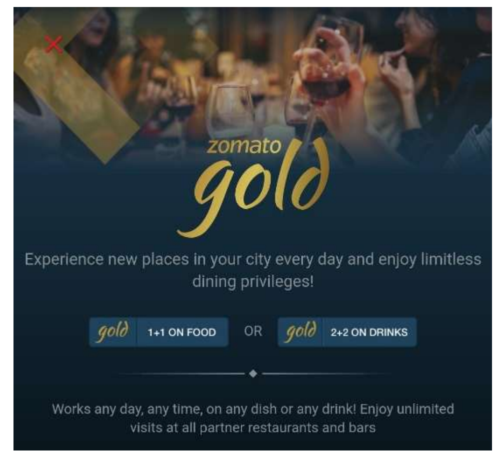
Largest restaurant reviews & ratings platform

2. Food Delivery

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

One of the leading food delivery players

3. Subscription Programs



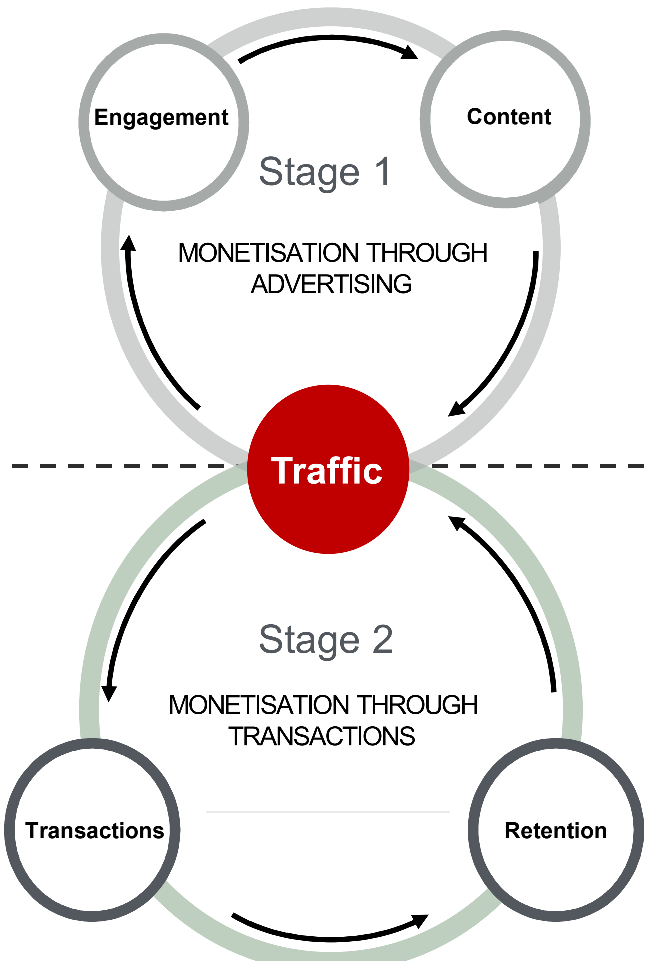
- Launched in 2017
- India and international presence
- Privileged membership programs; privileges are funded by restaurants

One of its kind, unique membership program

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

Growth is fuelled by two self feeding "flywheels", that define Zomato's unique business model

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



STAGE 1 – LISTINGS AND REVIEWS

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

STAGE 2 - TRANSACTIONS

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

Highly interactive platform ensures high user and restaurant engagement

Bookmark	Social Feed	Reviews & Ratings	Photos	Menus	Customized Collections	Advanced Search
Retrieval of favorite places with a single click	Latest updates from friends and foodies	Description and rating of user experiences	High quality user generated content	Comprehensive and updated menus	Trend-based, curated group of restaurants	Multi-dimensional filters for targeted search

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

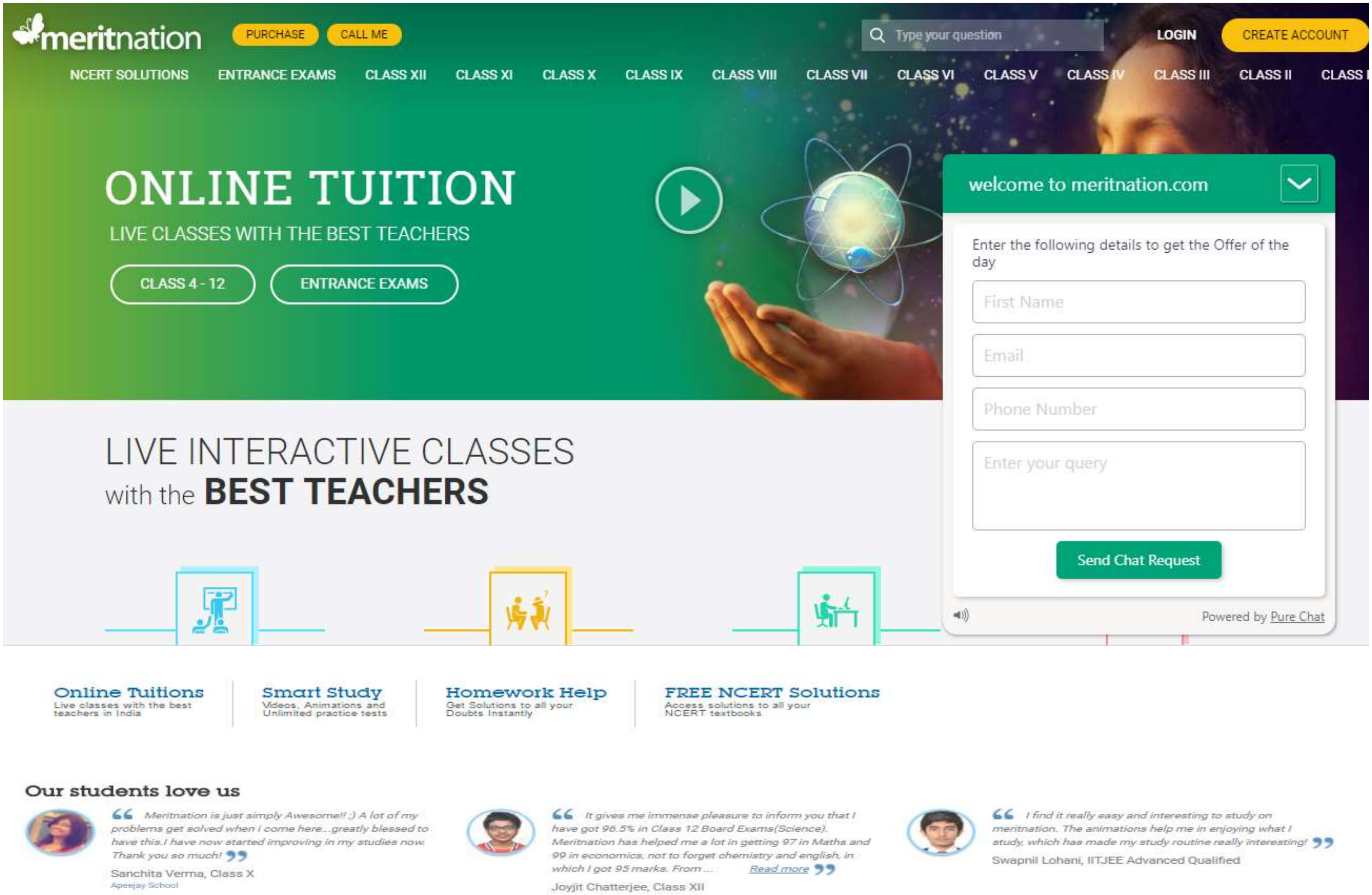
PolicyBazaar

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 – Tiger Global, Temasek, Softbank

infoedge

Meritnation



Meritnation

- Supplementary online learning platform for K12 and Entrance Exams
  - Proprietary content
  - Freemium model
  - Direct to consumer
- Provides free solutions mainly for
  - mathematics and science for K12 of popular national Indian curriculum's viz. CBSE and ICSE and some State Boards
  - free solutions restricted to popular text books and user generated content
- Paid product for online assessment and teaching solutions
  - provides resources to kids for self study after school
  - Option for live online tuition classes
- Test prep product for engineering and medical entrance examinations
- Over 10 mn registered users
- ~55-60% sessions through mobile

Happily Unmarried

Happily Unmarried

- Grooming range for men “Ustraa”
- Focus on online sales
- Have introduced a women’s range under brand name ‘Happily Unmarried’
- Received funding from Wipro Consumer

Team

infoedge

Management Team

Name	Age	Qualifications	Designation/ Role	Previously worked with	Year of joining
Sanjeev Bikhchandani	55	BA Economics St. Stephens, PGDM IIM-A	Founder and Executive Vice Chairman	Lintas, Glaxo Smith Kline	1995
Hitesh Oberoi	46	B Tech, IIT Delhi, PGDM, IIM-B	Managing Director and CEO	HLL (Unilever)	2000
Deepali Singh	44	B Sc, LLB, Delhi University, PGDBA, IPM	Executive Vice President Firstnaukri	Aptech	2000
Arif Ismail Parker	43	BA	Executive Vice President- Sales	ITNation.com	2000
Vibhore Sharma	44	B Sc, IGNOU	Chief Technology Officer Naukri	Pioneer	2001
Suresh V.	46	BE, Masters in Management, Sathya Sai Institute of Management	Chief Sales Officer - Naukri.com	Xerox	2001
Neeraj Sharma	45	B.Com , PGPM	Executive Vice President- Sales	-	2001
Niraj Kumar Rana	42	BSC, MBA	Executive Vice President- Sales	-	2001
Swati Vashistha	40	MBA	Senior Vice President Sales Systems	-	2001
Manoj P	44	BE- University of Mysore MBA - Xavier Institute of Management and Entrepreneurship	Executive Vice President- Sales	Indian Seamless Group	2002
Harveen Singh Bedi	46	PGDBA-Birla Institute of Management Technology	Executive Vice President Quadrangle & Ehire	Nestle	2002
Satyajit Yogeshchandra Tripathi	44	BSc ,PGDBM	Executive Vice President- Emerging Markets, 99acres	-	2002
Ambrish Kumar Singh	44	Btech, MBA	Executive Vice President and Head Sales & Customer Delivery Shiksha	LSI Software, Pentasoft Tech	2003
Ankur Kheterpal	44	B.Com Christ College Bengaluru	Senior Vice President IT Infrastructure	Solutions Infosystems, Wintech Education, Sunrise Consultancy	2005
Meetu Arora	40	PG Diploma, Computer Applications - Acharya Narendra Dev College - New Delhi	Senior Vice President Quality Assurance	Induslogic India Pvt. Ltd. , IBM Global Services, Magic Software Pvt. Ltd.	2006
Sharmeen Khalid	47	MBA, IRMA	Chief Human Resources Officer	Polaris	2006
Shalabh Nigam	46	B Tech, IIT Kanpur	Chief Technology Officer - JS, 99acres	Baypackets	2007
Sumeet Singh	44	BBA, MBA	Chief Marketing Officer	CII	2007
Nishant Pandey	42	B Tech, IIT Delhi, MBA ISB	Executive Vice President and Product Head Shiksha	Schlumberger	2008
Rinchan Gupta	40	BE - Comp Science	Senior Vice President User experience and Design	HP India	2008
Vivek Jain	44	B Tech, IIT Delhi, PGDM, IIM – B	Business Head – Shiksha, Naukri FF and Learning	Isoft, Adobe, IBM, ICICI Securities	2010

About 10% of the total employees are covered under ESOP

infoedge

Management Team

Name	Age	Qualifications	Designation/ Role	Previously worked with	Year of joining
Maneesh Upadhyaya	40	B Sc, MBA, FMS, Delhi University	Business Head – 99acres	Bain & Co.	2010
Amit Kumar Singh	41	Btech - IIT Kanpur, PGDBM - IIM Calcutta	Executive Vice President - Product Development	Adobe Systems, Citibank	2011
Jai Prakash Sharma	43	MBA Sikkim Manipal University	Senior Vice President Technical Operations	AOL Online, First Advantage, Adobe Software	2011
Rohan Mathur	34	PGDM Business Management, IIM Ahmedabad	Senior Vice President & Business Head Jeevansathi	Cadence Design Systems, Mindtree	2011
Murlee Manohar Jain	40	Bcom, CS	Associate Vice President- Secretarial & CS	Apollo Tyres	2013
Chintan Arvind Thakkar	51	CA	CFO	Computer Associates	2014
Pankaj Jain	43	B.Tech - IIT Delhi, MS- Stanford University	Executive Vice President- Key Projects	Spice Online Retail, Spice Televentures, Taxila, Siebel Systems	2014
Shailesh Chandra	44	BE - Delhi College of Engg, PGDBM- IIM A	Product Operations Naukri, 99acres, JS, Shiksha	Amazon, Genpact, Indian Railways, Maruti Udyog, Indian Petrochemicals	2014
Atul Kumar	41	BE – Nagpur University; MBA – FMS	SVP and Delivery Head, Naukri FF	Citibank, Whirlpool, Standard Chartered	2015
Niraj Seth	47	B.Tech - IIT Kharagpur	Executive Vice President – Career Site Manager, Naukri	Intuit Inc., Cleartrip.com, Monster.com	2017
Nitin Bansal	41	Btech, Computer Science, IIT Delhi	Executive Vice President	Meritnation.com, Applect Learning Systems, Intel & Hughes Software Systems	2017
Pradeep Kumar Singh	40	Btech, IET Lucknow; Lucknow University; Mtech IIT Roorkee	Executive Vice President	Amazon, Adobe Systems, Novell Inc.	2017
Nitendra Rajput	43	BE, Govt. Engg College, Jabalpur; Rani Durgavati University	Senior Vice President Analytics	IBM Research	2017
Arvind Heda	41	BE (Honours), MREC; Rajasthan Technical University	Executive Vice President, Engineering – Tech Naukri	Snapdeal	2017
Rajesh Kumar Aggarwal	46	CA (ICAI), CS (ICSI), B.Com (Hons) from SRCC	Senior Vice President – Finance	Citigroup, Ranbaxy, E&Y, Genpact, BDO Lodha & Co.	2017
Vivek Aggarwal	40	B.Com(H) – DU, CA	Senior Vice President - Finance	Olam, Bharti Cellular, Genpact, HCL	2018
Aditya Kumar Agrawal	38	M.C.A, DU, IIT Roorkee	Senior Vice President – Engineering – Naukri technology	EROS Digital, Sanpdeal, Syncapse, MarketSHare, Guruji.com, BEA Systems	2018
Rishi Gupta	37	Punjab University	Senior Vice President and Head Technology - Jeevansathi	Snapdeal, PayTM, one97, SAP	2018

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
Centrum Broking	Ankit Kedia	+91.22.4215 9634	ankit.kedia@centrum.co.in
Citigroup	Gaurav Malhotra	+91.22.6631 9885	gaurav.a.malhotra@citi.com
CLSA	Ankur Rudra	+91.22.6650 5059	ankur.rudra@clsa.com
Credit Suisse	Anantha Narayan	+91 22 6777 3730	anantha.narayan@credit-suisse.com
Deutsche Bank	B Srinivas Rao	+65 6423 4114	srini.rao@db.com
Edelweiss	Sandip Agarwal	+91.22.6623 3474	sandip.agarwal@edelweissfin.com
Haitong Securities	Mukul Garg	+91.22.4315 6831	mukul.garg@htisec.com
ICICI Securities	Kuldeep Koul	+91.22.6637 7573	kuldeep.koul@icicisecurities.com
IIFL	Rishi Jhunjhunwala	+91.22.4646 4645	Rishi.jhunjhunwala@iiflcap.com
JP Morgan	Viju K George	+91.22.6157 3597	viju.k.george@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	Parag Gupta	+91.22.6118 2230	parag.gupta@morganstanley.com
Motilal Oswal	Ashish Chopra	+91.22.3982 5424	ashish.chopra@motilaloswal.com
Nomura	Ashwin Mehta	+91.22.40374465	ashwin.mehta@nomura.com
Spark Capital	Soumitra Chatterjee	+91.44.4228 8151	soumitra@sparkcapital.com
UBS	Gautam Chhaochharia	+91.22.6155 6080	gautam.chhaochharia@ubs.com

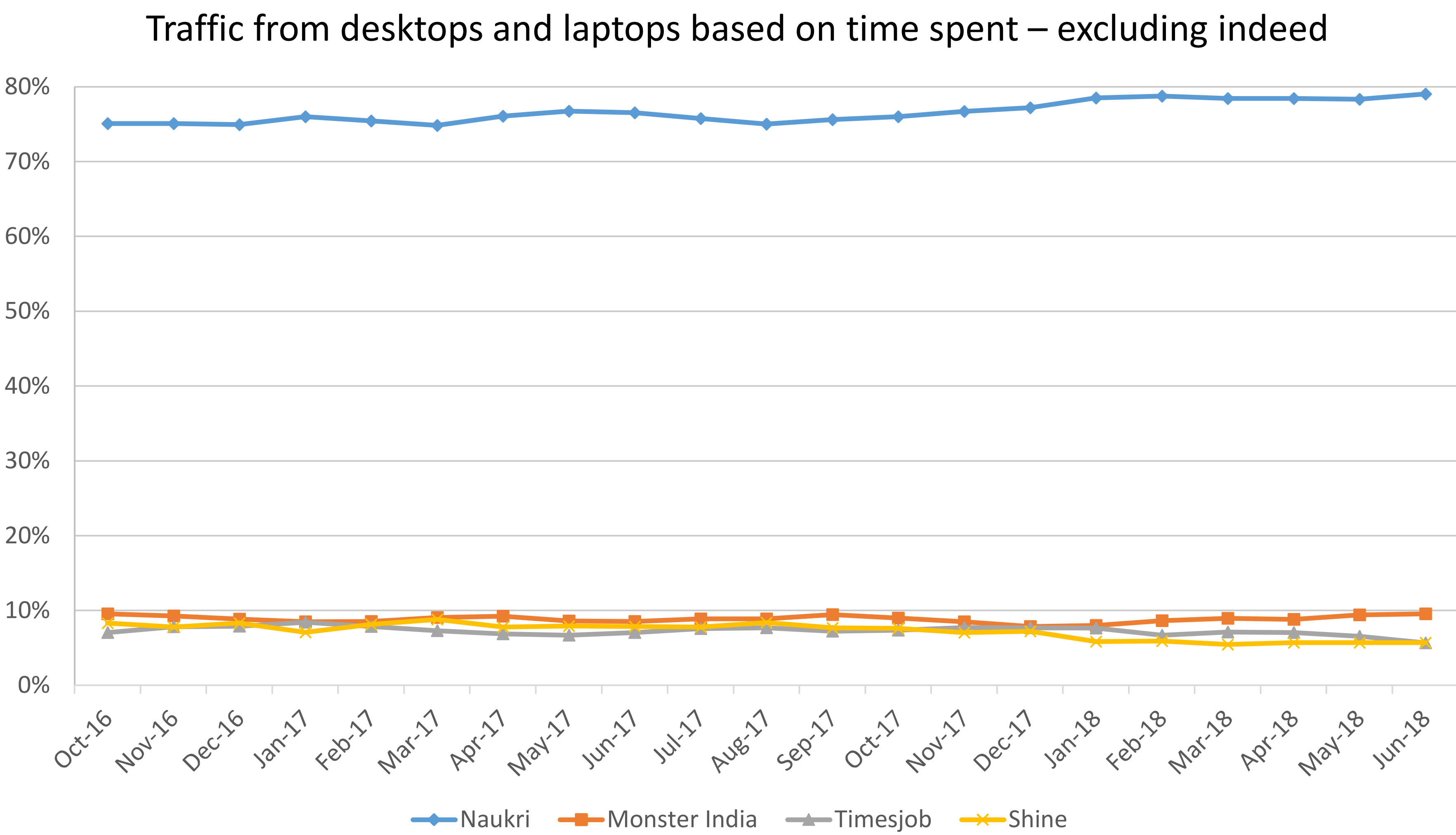
Indicative list, subject to change

Investor relations contacts

Name	Chintan Thakkar	Vivek Aggarwal	Prince Poddar
Designation	CFO	SVP – Finance	Investor Relations
e mail	chintan.thakkar@naukri.com	vivek.aggarwal@naukri.com	prince.poddar@naukri.com
Telephone	+91 120 3082137	+91 120 3082007	+91 120 3082091
Fax	+91 120 3082095		
Address	Info Edge (India) Limited, B 8, Sector 132, Noida – 201 301, Uttar Pradesh, India		
Website	www.infoedge.in		

Annexures

Naukri has dominant traffic share

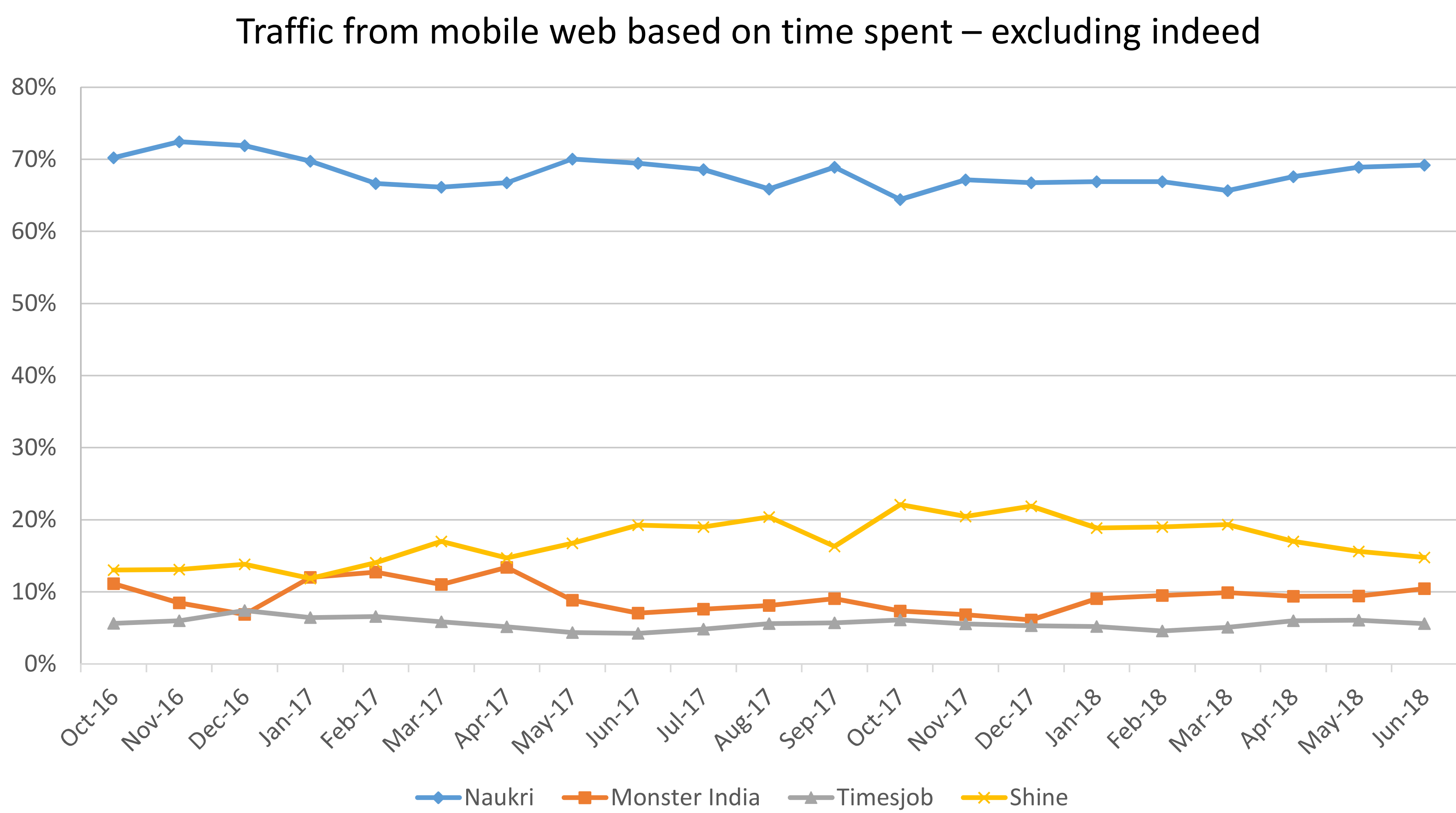


Source: SimilarWeb

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

infoedge

Naukri has dominant traffic share

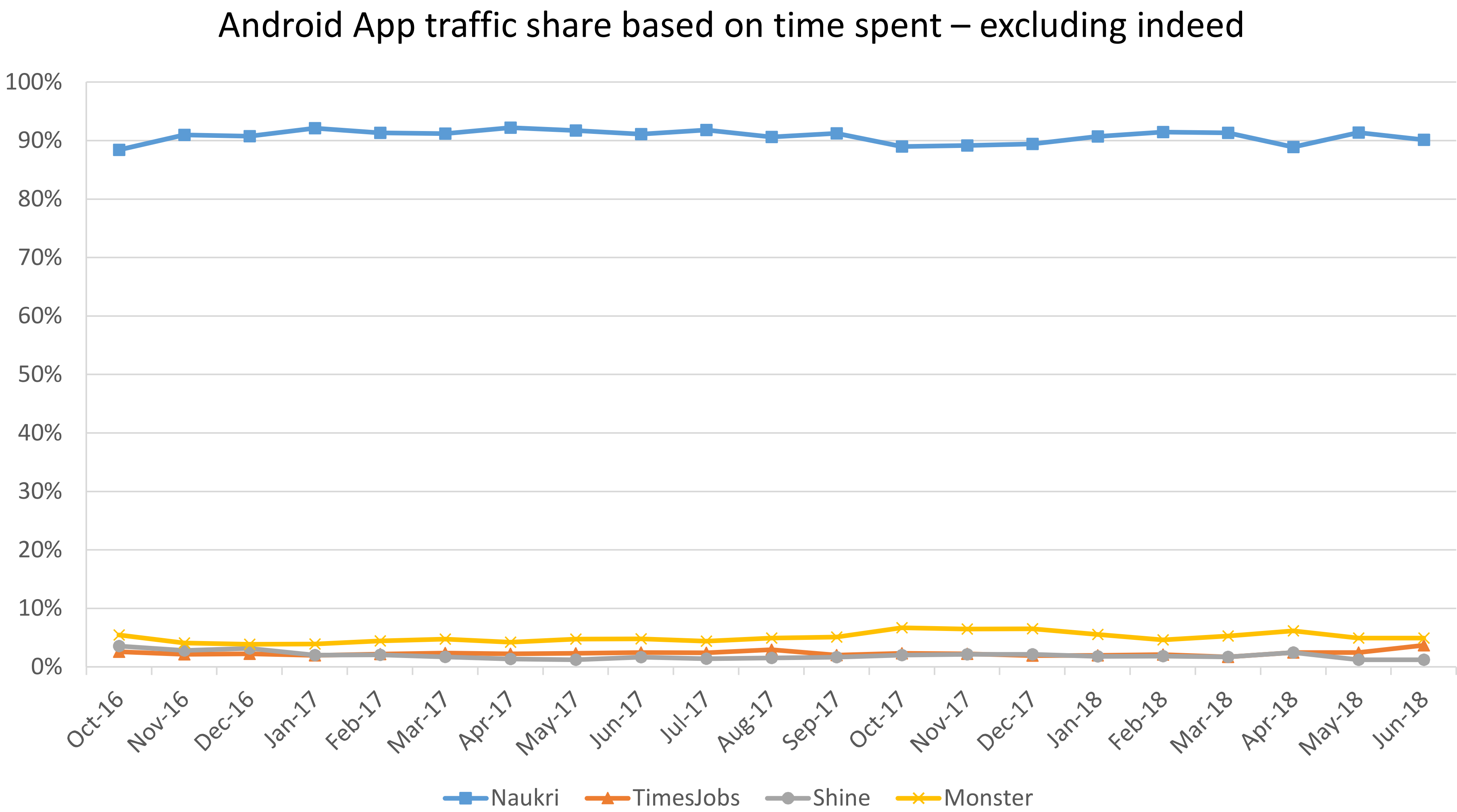


Source: SimilarWeb

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

* ~70% of Naukri’s traffic comes through Android / iOS apps and mobile site

Naukri has dominant traffic share

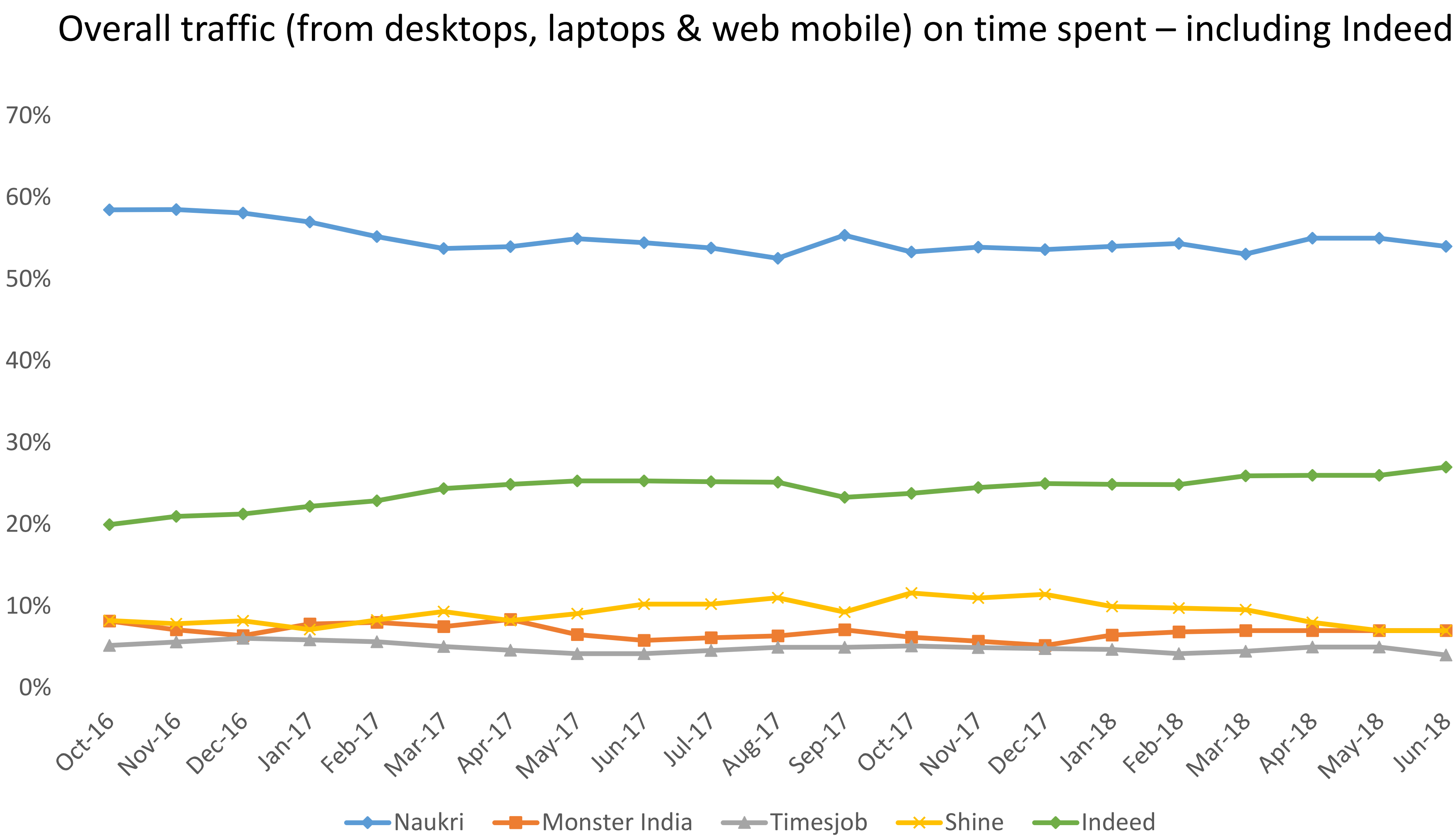


Source: SimilarWeb

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

* ~70% of Naukri's traffic comes through Android / iOS apps and mobile site

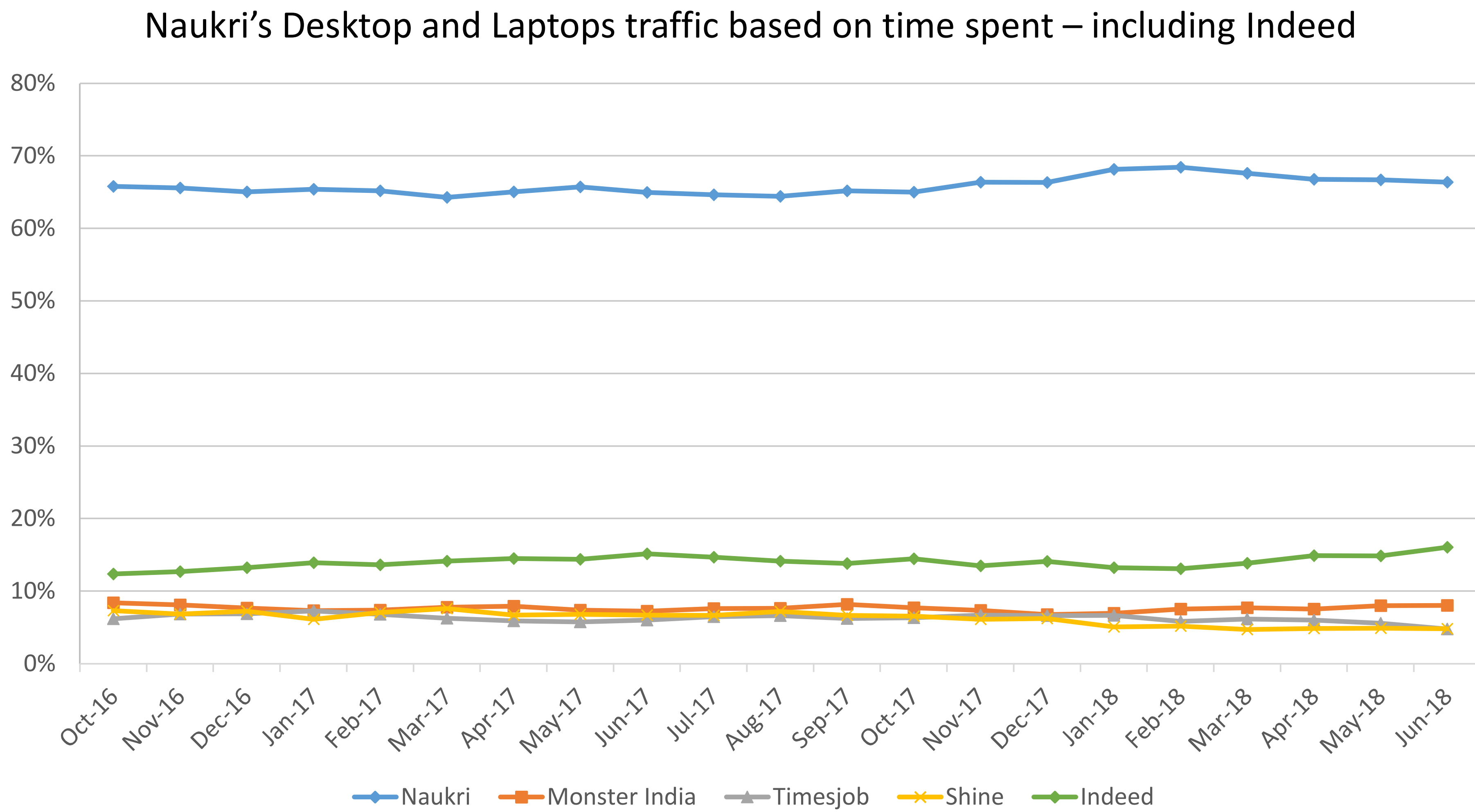
Naukri has dominant traffic share



Source: SimilarWeb

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

Naukri's traffic share

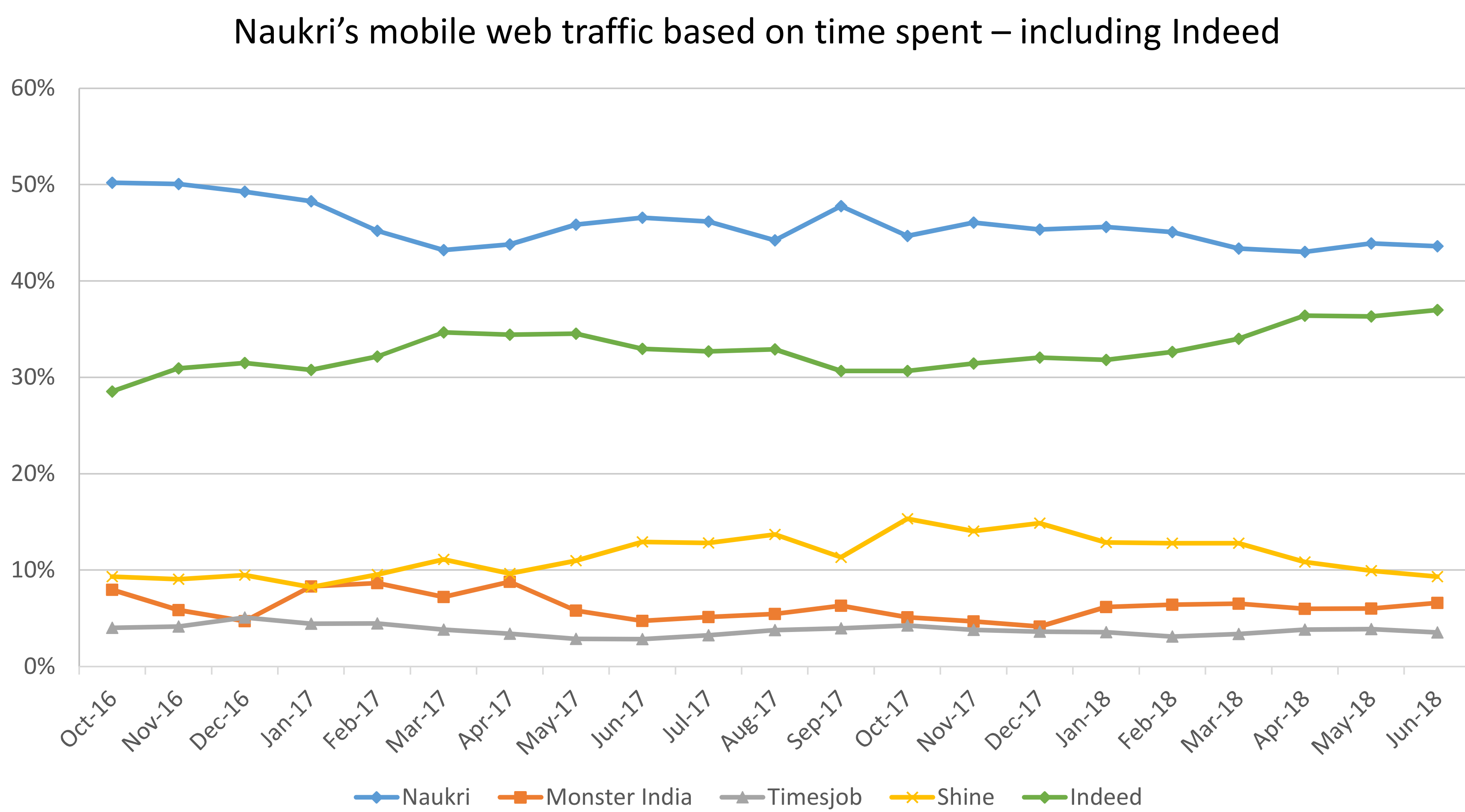


Source: SimilarWeb

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

Naukri's traffic share

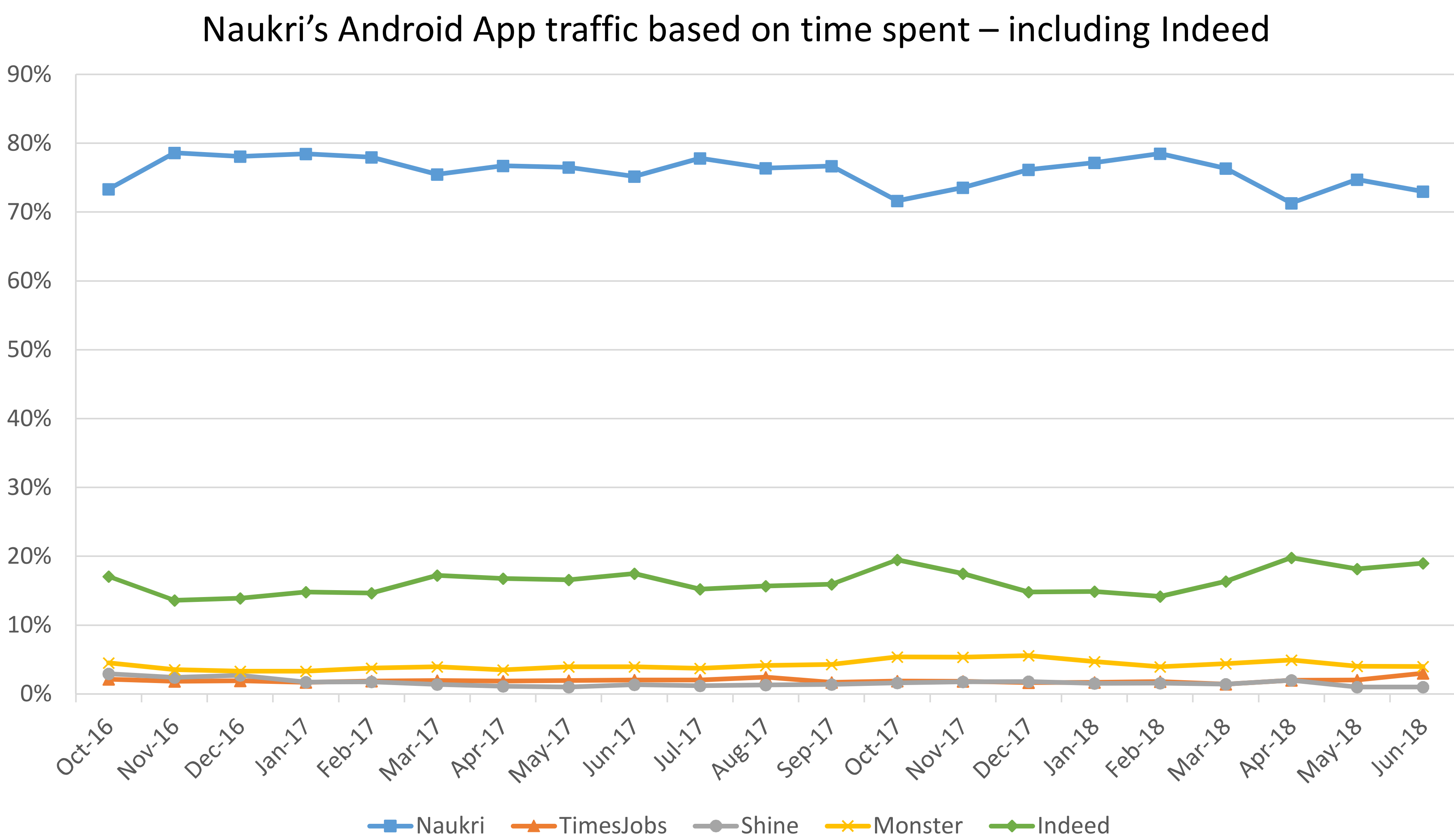
infoedge



Source: SimilarWeb

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

Naukri's traffic share



Source: SimilarWeb

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