

Info Edge (India) Limited

India's internet classifieds company

Aug , 2022

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This presentation contains the Company’s audited financial information as at and for the financial year ending March 31, 2023 and as at and for the month ended June 30, 2022. Investors should be aware that such financial information may be subject to certain adjustments during the course of audit/review and the audited/reviewed financial statements of the Company, when announced, may differ from those contained in this presentation.

In this presentation:

- All figures mentioned are for the Company as a standalone entity and are as of June 30, 2022 or for the quarter ended June 30, 2022, unless indicated otherwise.
- Q1 FY23 or Q1 FY 22-23 means the period commencing on April 01, 2022 and ending on Jun 30, 2022.
- FY23 or FY 22-23 or FY 2023 means the Financial Year starting April 1, 2022 and ending March 31, 2023.
- 1 Crore = 10 Million = 100 Lakh.

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Info Edge – Leading Online Classified Businesses in India



Online Recruitment Search engine



Online Real Estate Search Portal



Online Match making (Matrimony) Portal



Online Education Classified Portal

Financial Investments in Technology-based Startups

Investments in Listed Entities.



Online restaurant search engine and food delivery site.
Shareholding ~15.24%*[@]



Online insurance policies marketplace.
Shareholding ~12.79%*[^]

Balance sheet investments in Unlisted Entities.

20 active investments in the portfolio.
Total books value of Rs 497 Cr
Major investee companies- Shopkirana, Shopsy, Gramophone, adda247, Biznis etc.

InfoEdge- AIFs.

(Around 50:50 partnership with MacRitchie Investment Pte Limited (Indirectly wholly owned Subsidiary of Temasek Holdings Pvt Ltd))

Info Edge Venture fund.-

First Scheme – USD100 Mn Primary Focus- Consumer Tech Companies

Second Scheme- USD 100 Mn, Focus- Winners of Fund 1.

Info Edge Capital Corpus USD 150Mn

Primary Focus- Consumer Tech Companies.

Capital 2B Corpus USD 75Mn

Primary Focus- Companies leveraging deep tech/ patents etc

* Approximate shareholding on fully disbursed and converted basis as on 30th July'22, 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; and OFS for Rs 375 cr. Shareholding post the latest round of investment and dilution

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

Key Financials- Past 3 years performance

All numbers in Rs MN except %

Description	FY 20	FY21	FY 22
Revenues	12,922	11,280	15,625
Billing	12,905	11,758	18,660
Operating EBITDA [^]	3959	2,881	4,637
Operating Margin (%) [^]	31%	25%	30%
Operating PBT [^]	3,190	3,538	101,009
Cash and Bank Bal #	12,613	34,409	35,891
Net Investments in Investee Companies**	10,810	10,963	16,555
Head Count (Nos)	4,697	4,379	4730
Dividend Payout (% of paid up capital)	60%	80%	130%

** 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 22	FY21	FY 20	Growth FY22 Vs 21	Growth FY21 Vs 20
Billing					
Info Edge *	18,660	11,758	12,905	58.7%	(8.8%)
- Recruitment	14,364	8,320	9,374	72.6%	(11%)
- 99Acres	2,312	1,848	2,139	25%	(14%)
Revenue					
Info Edge *	15,625	11,280	12,922	39%	(12.7%)
- Recruitment	11,542	8,004	9,263	44%	(13.5%)
- 99Acres	2,173	1,738	2,280	25%	(23.7%)
Operating EBITDA					
Info Edge *	4,637	2,881	3,959	61%	(28.9%)
- Recruitment	6,798	4,375	4,973	55%	(12%)
- 99Acres	(782)	(222)	9		
Operating EBITDA %					
Info Edge *	30%	26%	31%	4%	(5%)
- Recruitment	59%	55%	54%	4%	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.

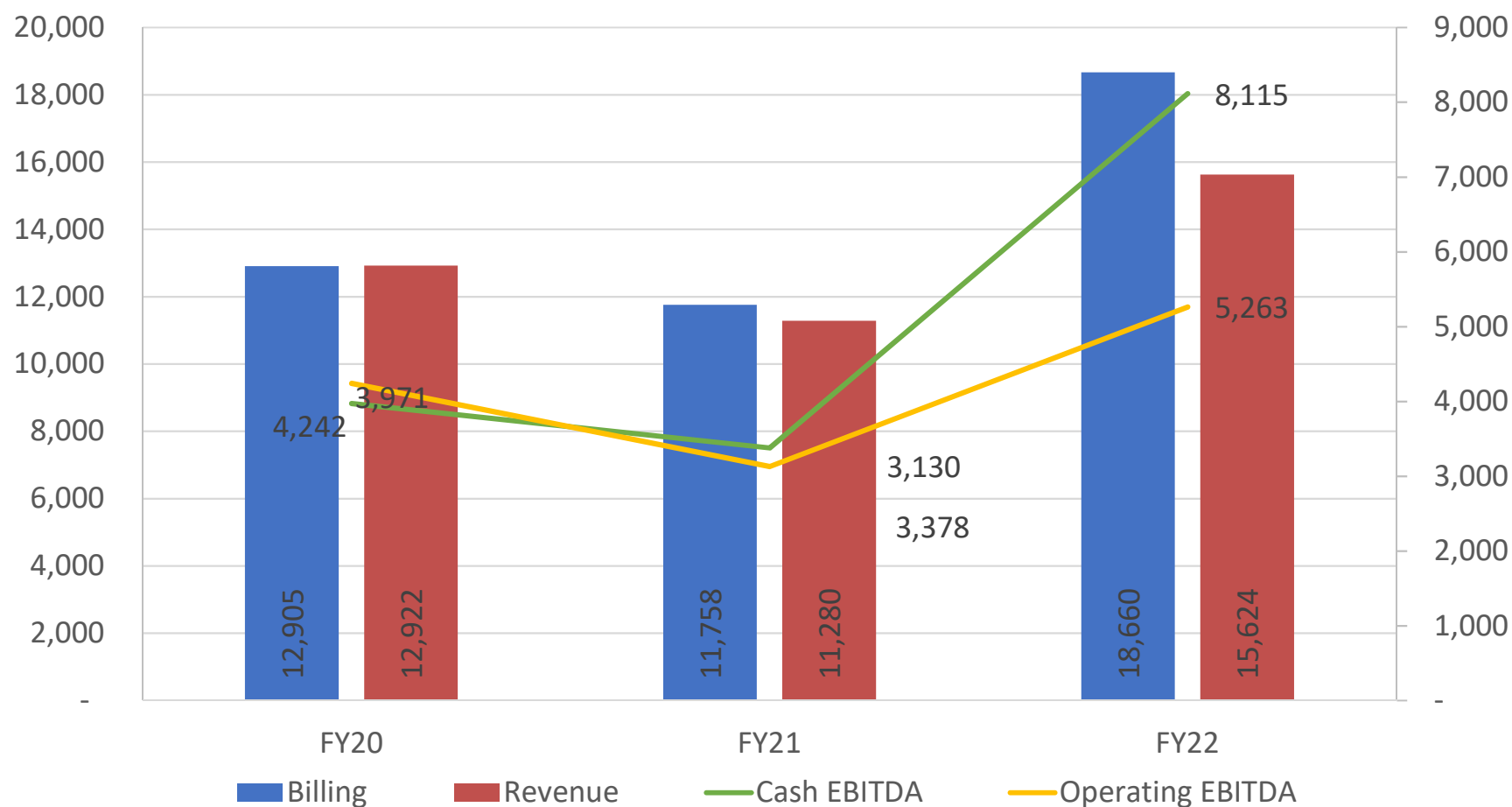
Key Financials- Qtrly Update

All numbers in Rs MN except %

Description	Q1'22	Q1'21	YOY	Q4'22	QoQ
Billing					
Info Edge *	5,241	3,228	62.3%	6,493	62.4%
- Recruitment	4,150	2,520	64.6%	5,132	64.6%
- 99Acres	611	233	162.2%	793	173.2%
- JS	176	251	(29.8%)	281	(29.8%)
- Shiksha	303	232	30.6%	287	30.7%
Revenues					
Info Edge *	5,076	3,283	54.6%	4,555	54.6%
- Recruitment	3,871	2,311	67.5%	3,444	67.5%
- 99Acres	663	491	35%	613	34.9%
- JS	229	252	(9.1%)	254	(9.1%)
- Shiksha	312	227	37.4%	244	37.4%
Operating EBITDA %					
Info Edge *	32%	31%	1%	28%	4%
- Recruitment	60%	55%	5%	60%	-

Financial performance

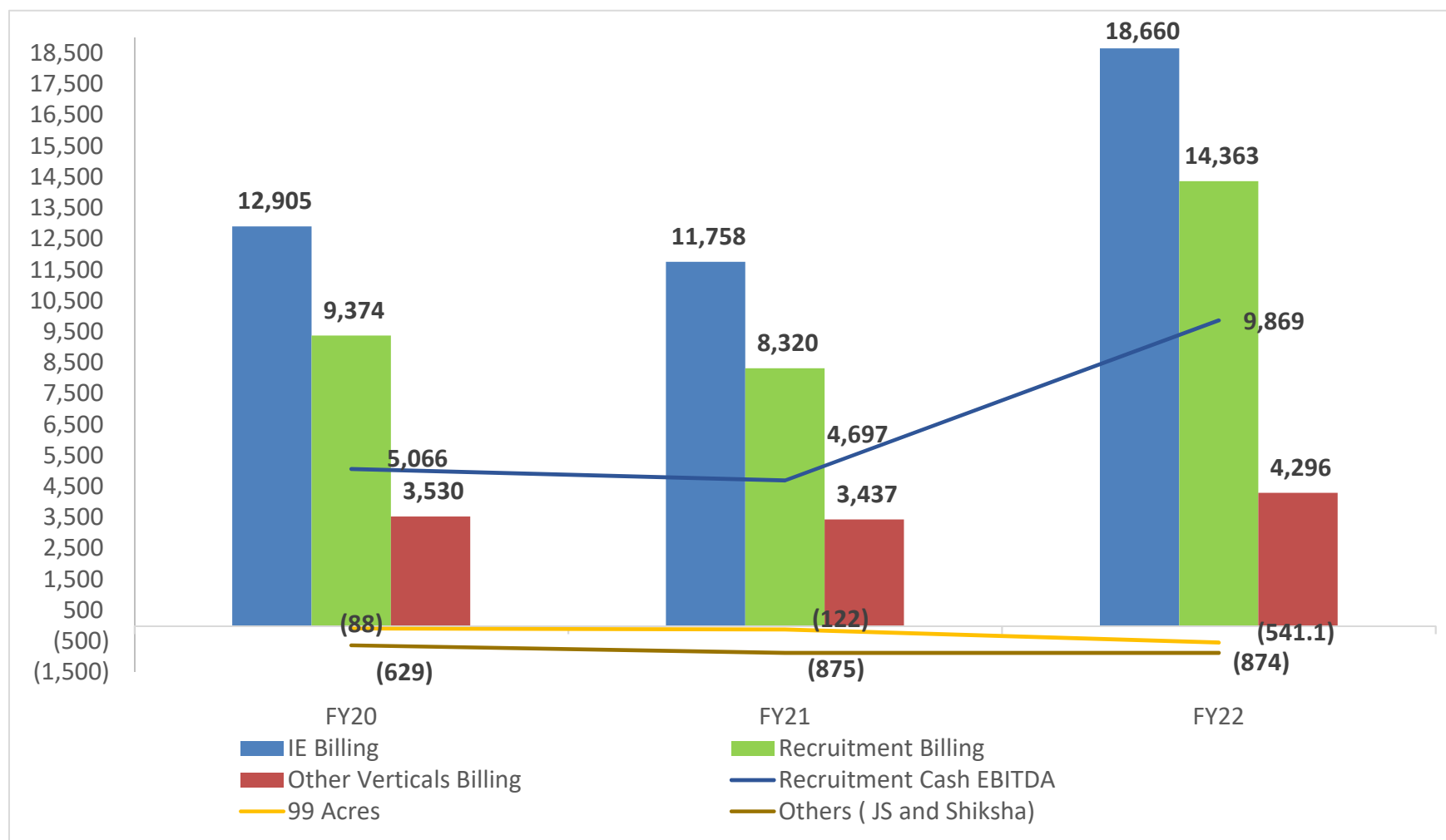
Info Edge Billing and Cash EBITDA** (Rs Mn) trend



** 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



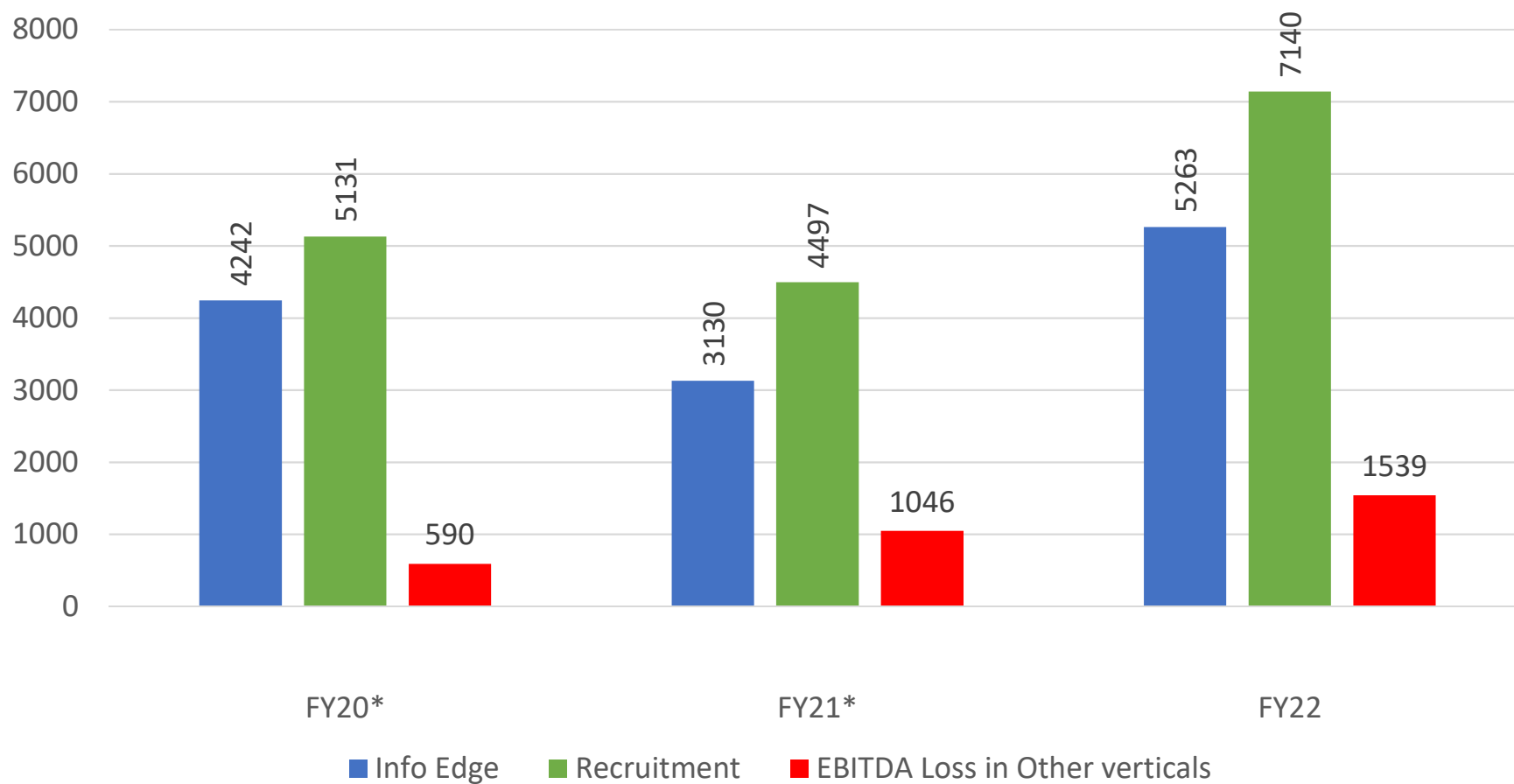
* Segmental data for Naukri and other verticals

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

Info Edge standalone financials

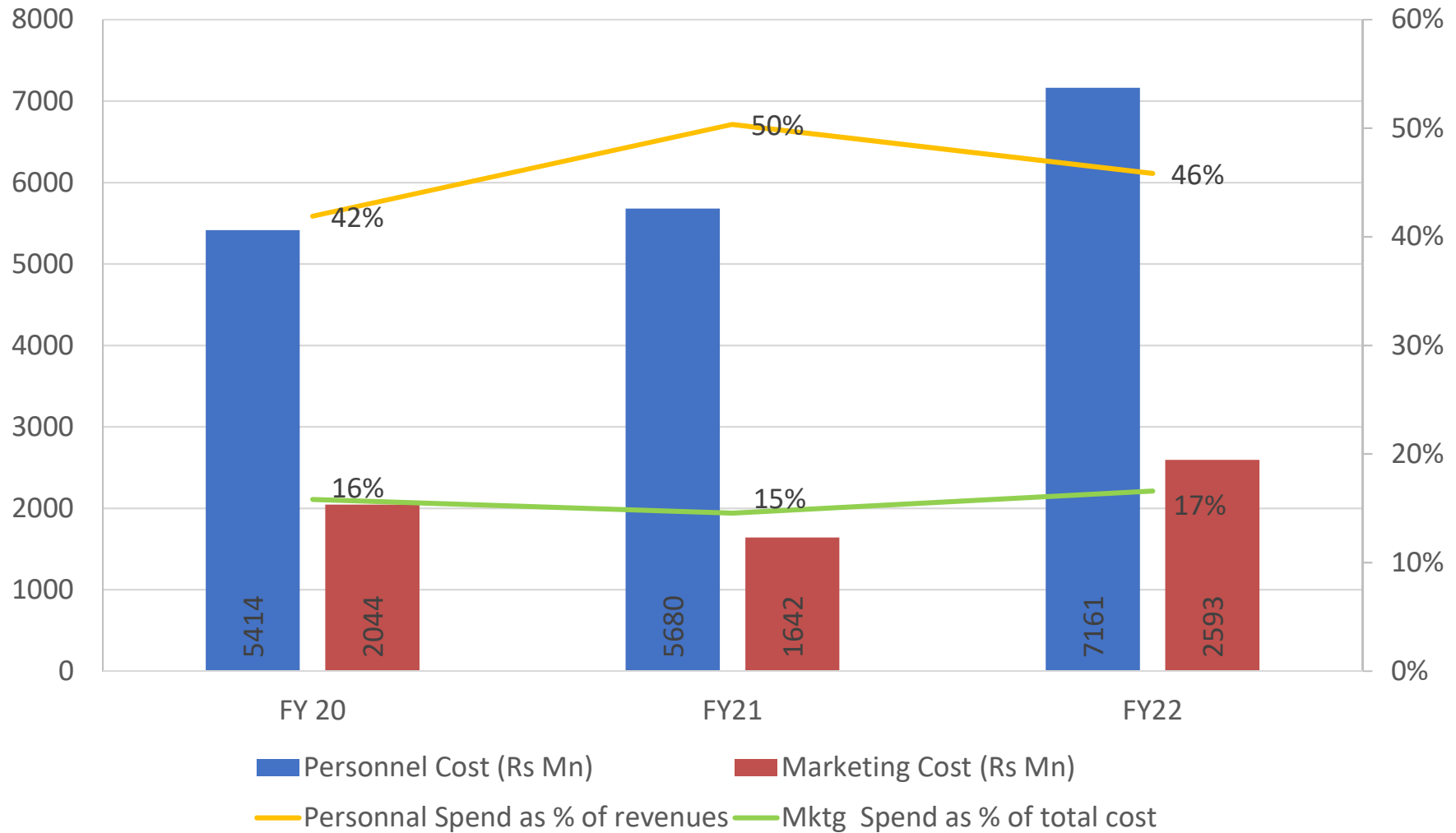
Operating EBITDA

Info Edge and Segment-wise EBITDA (Rs crore)



- EBITDA for FY20-FY22 adjusted for non-cash charges
- *Info Edge standalone financials.*

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

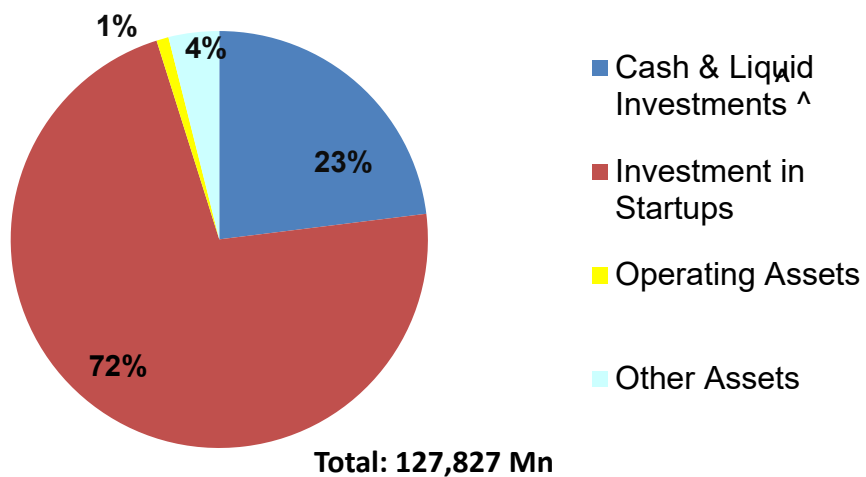


- Manpower and marketing constitute ~% of our total standalone expenses
- *Info Edge standalone financials*

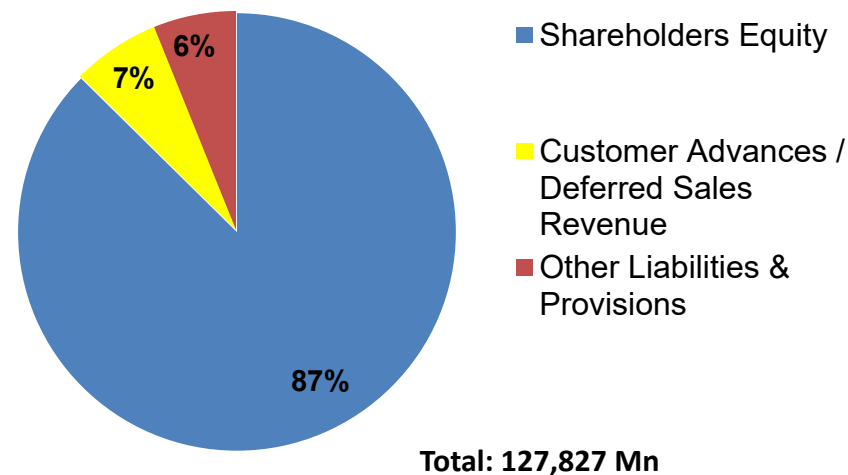
Assets and funds Allocation

As of June 30, 2022 #

Assets



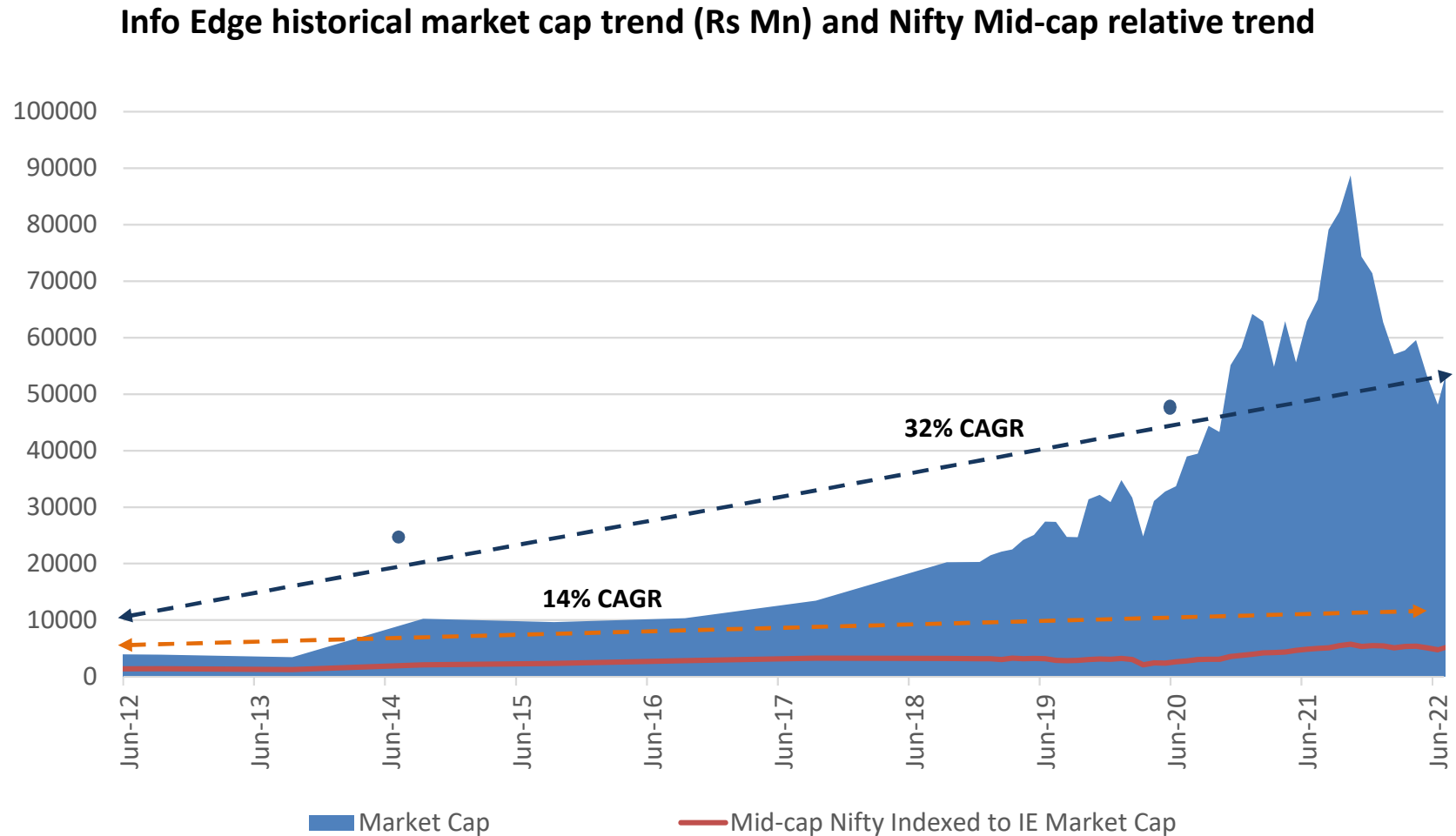
Liabilities



- Strong operating business model with high profitability and exponential gains in investments leading to multi fold growth in equity investments
- Negative working capital in operating business with negligible operating assets.

^Cash and Liquid Investments include Cash / bank balance with WOS & AIF.

Market cap performance



- QIP raise of Rs 750 Cr and Rs 1850 Cr in 2014 and 2020 respectively.

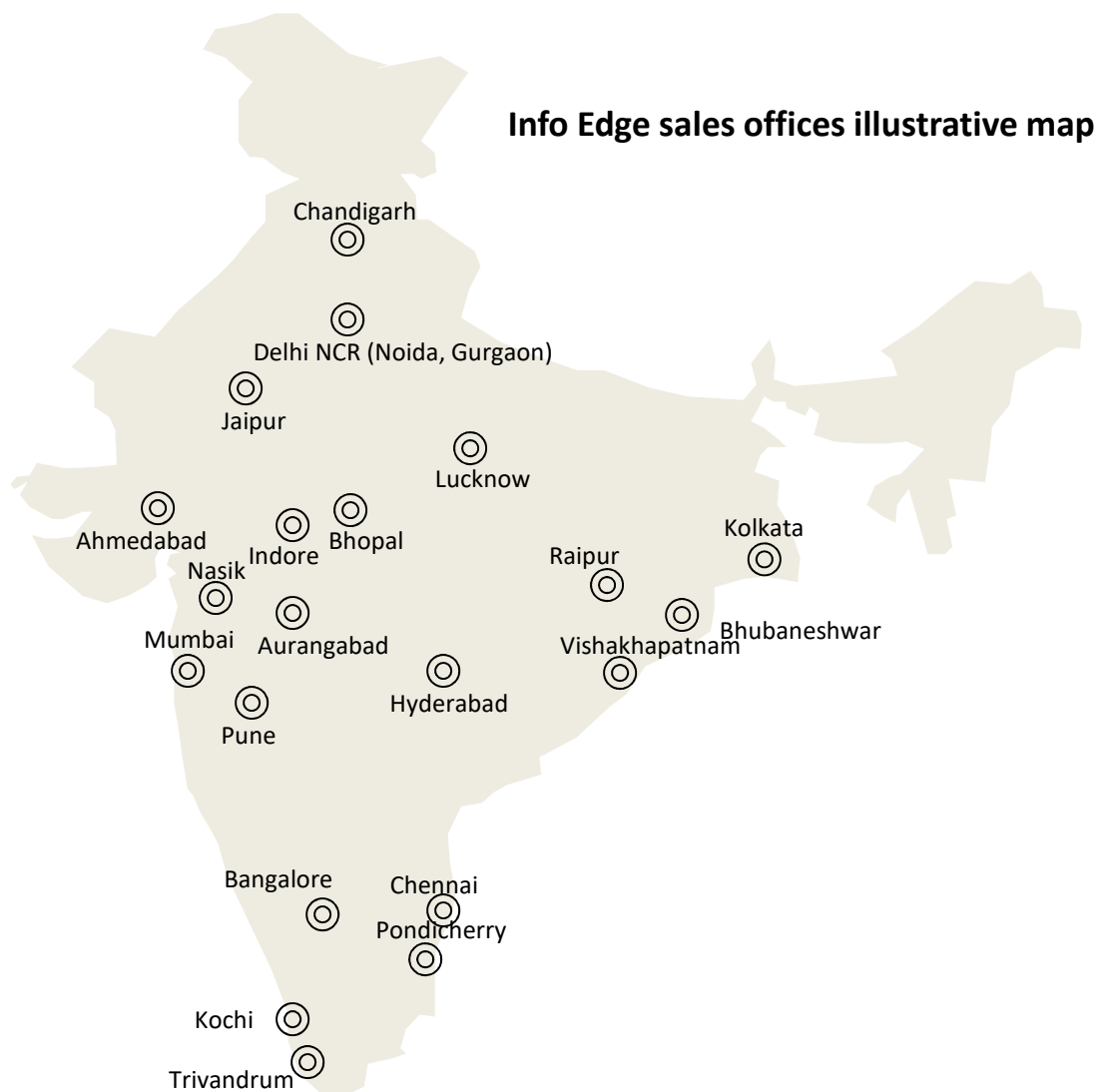
Corporate Governance- Cornerstone to our value system

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

Board of Directors

Whole time	Non Executive	Independent	
<p>Sanjeev Bikhchandani (59) Founder and Executive Vice Chairman BA Econ. St. Stephen's. PGDM IIM-A Previously with GlaxoSmithKline</p>	<p>Kapil Kapoor (57) Chairman & Non Executive Director B.A.Econ, PGDM IIM-A Previously COO (Global Business Development), Timex Group</p>	<p>Saurabh Srivastava (76) Independent Director B.Tech IIT Kanpur, M.Sc Harvard Founder IIS Infotech (Now Xansa) NASSCOM, TIE, IAN, IVCA</p>	<p>Naresh Gupta (55) Independent Director B Tech IIT Kanpur, Ph.D, University of Maryland Previously MD, Adobe India</p>
<p>Hitesh Oberoi (50) Managing Director and CEO B.Tech IIT Delhi, PGDM IIM-B Previously with HLL (Unilever)</p>	<p>Bala Deshpande (56) Non Executive Director MA Econ., MMS JBIMS Sr. MD, New Enterprise Associates (NEA)</p>	<p>Sharad Malik (58) Independent Director B Tech IIT-D, MS, PhD, University of California Chair-(Deptt. of Electrical Engineering), Princeton University</p>	<p>Ashish Gupta (55) Independent Director B Tech IIT-K, Doctorate from Stanford University Founder Tavant Technologies, Jungle; Amazon</p>
<p>Chintan Thakkar (55) Whole-time Director and CFO Chartered Accountant Previously with Computer Associates, India</p>		<p>Geeta Mathur (55) Independent Director, Chairman, Audit Committee Chartered Accountant Associated with ICICI Bank, Helpage India, IPE Global.</p>	

Nationwide sales/customer interface infrastructure

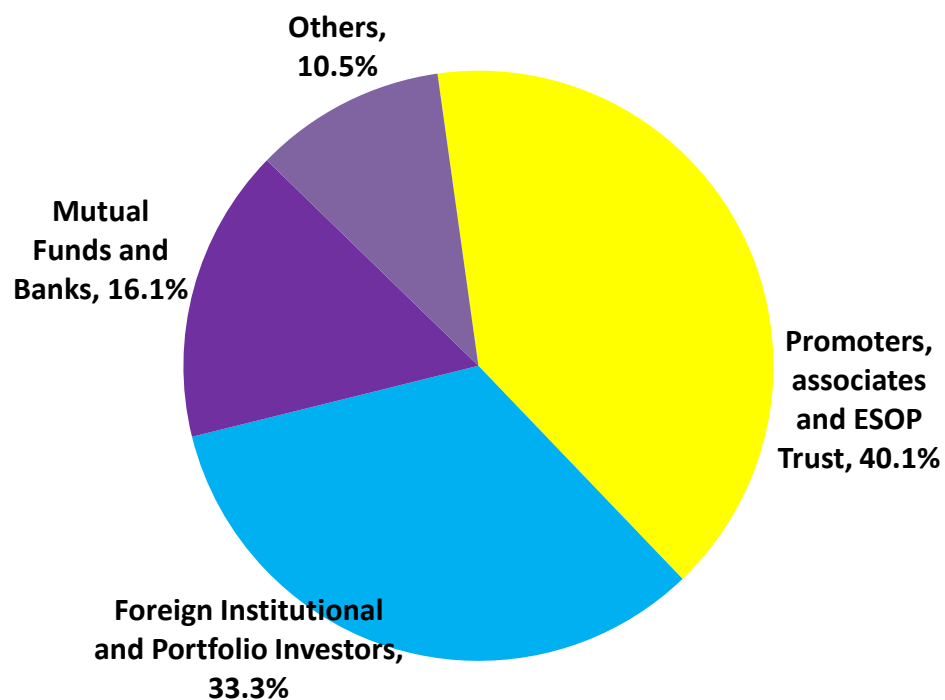


Geographical Spread as on date

- Nation wide coverage through 58 company branch offices in 43 cities in India
- 1898 sales/ servicing/ client facing staff or 37% of the company's workforce of 5107.

Shareholding

As of 31st Jul, 2022



MF/ FPI/ FII/ Banks/ Insurance Companies	% Shareholding
Axis Mutual Fund + Schroders	8.12%
Life Insurance Corporation	4.21%
Nalanda	2.99%
Vanguard	2.19%
UTI	2.03%
Arisaig	1.89%
Ishares	1.74%
Stewart	1.48%
Goldman Sachs EM Fund	0.97%
Ward Ferry	0.90%
Nordea	0.77%
Veritas Funds Plc	0.68%
Govt Pension Fund Global	0.55%
Franklin Templeton MF	0.46%
People Bank of China	0.45%
Stitching Deposit- APG Emerging Markets	0.44%
Government of Singapore	0.42%

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

Naukri



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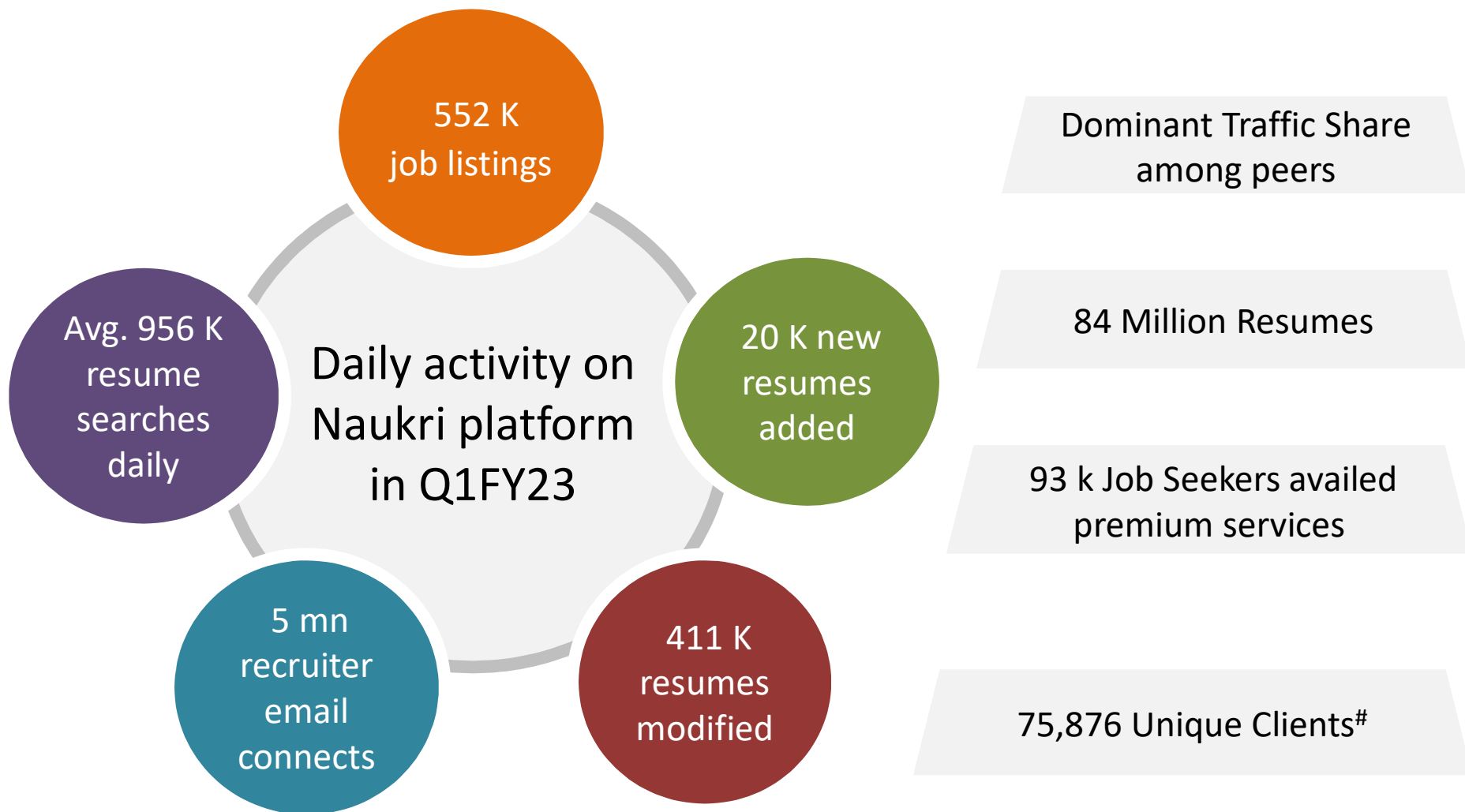
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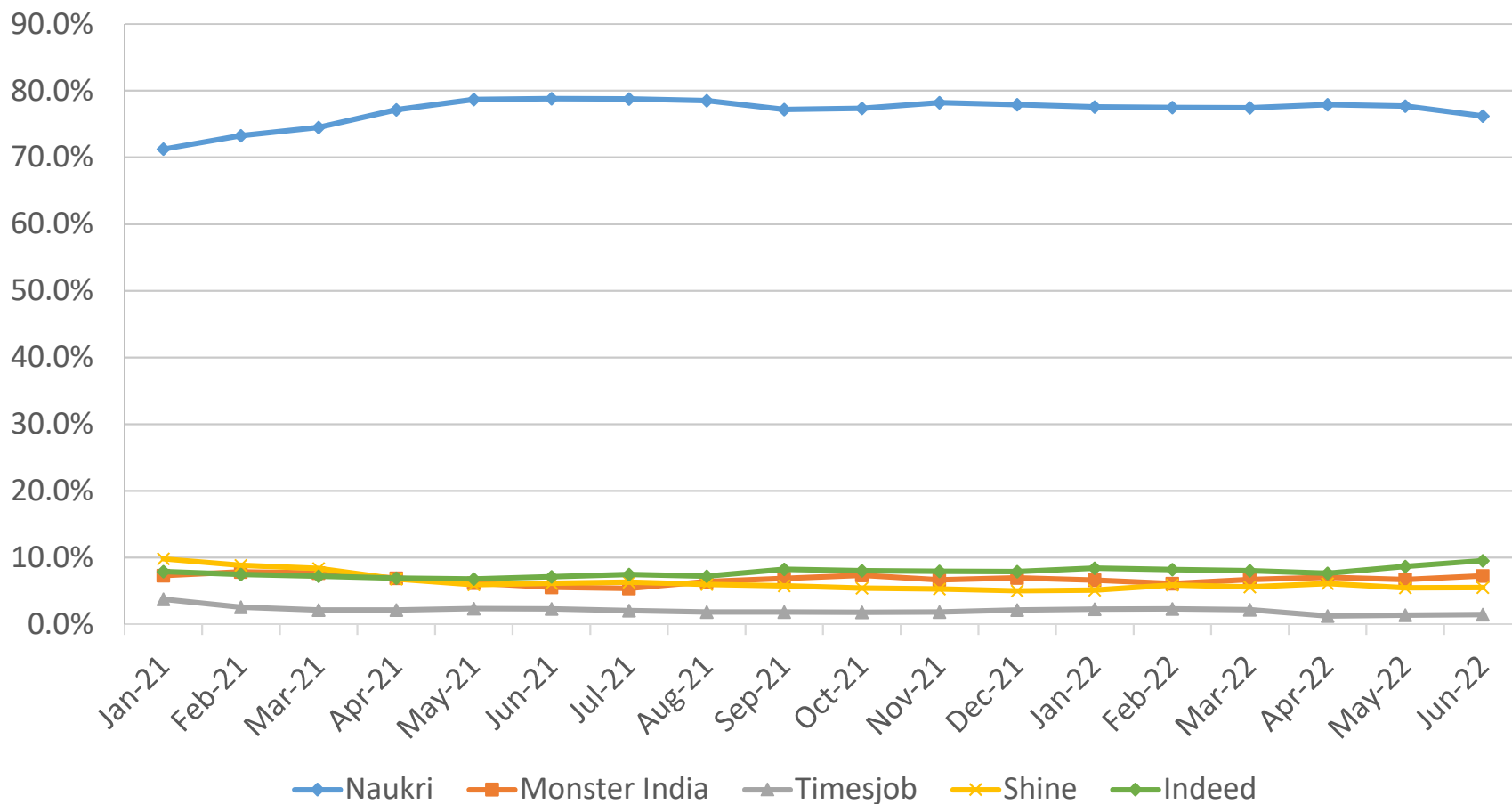
Key operating metrics for Naukri



Based on IND-AS revenue

Naukri traffic share among traditional job sites

Overall traffic (from desktops, laptops and web mobile)



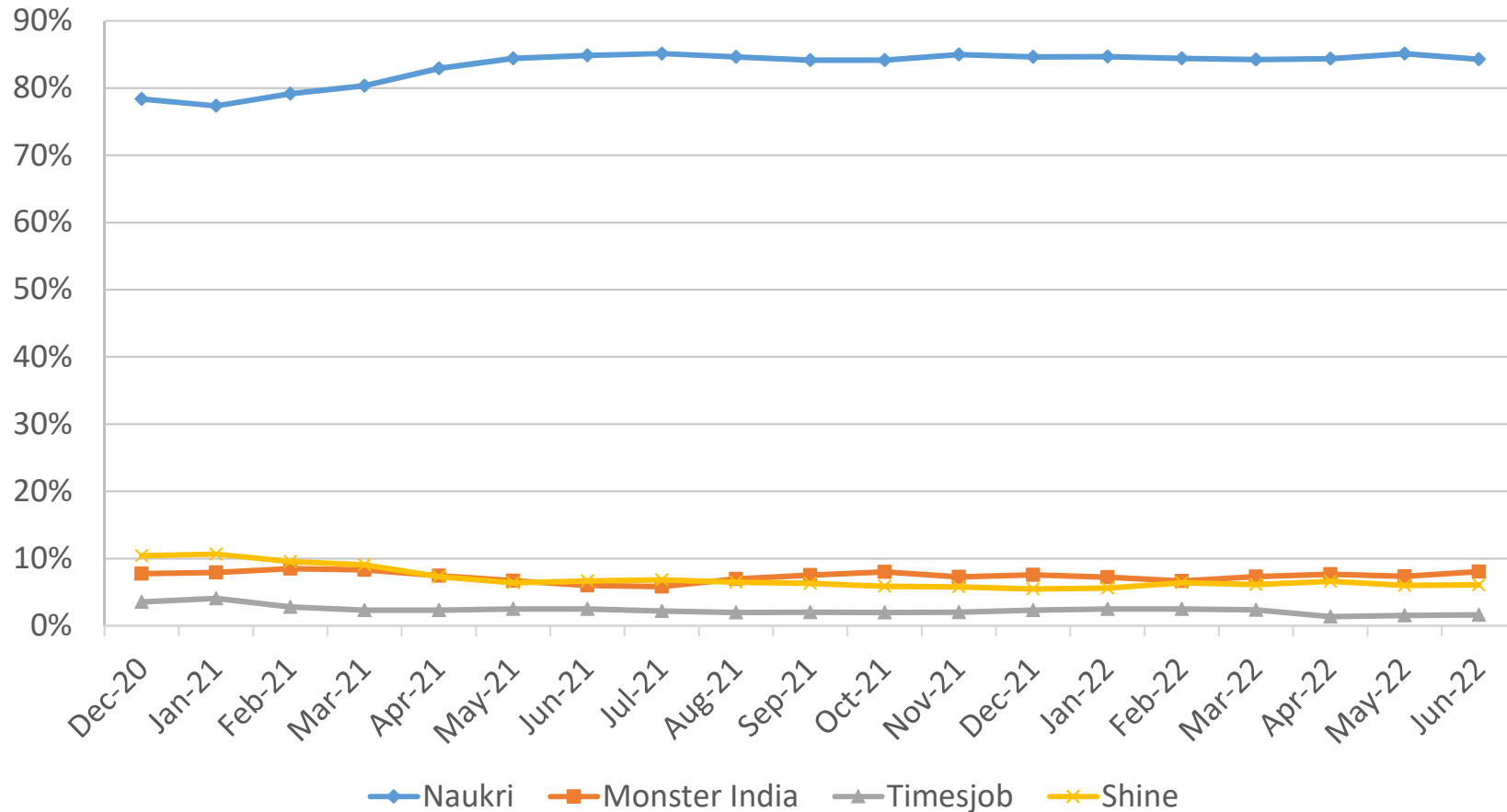
Source: SimilarWeb

Above chart excludes LinkedIn.

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)

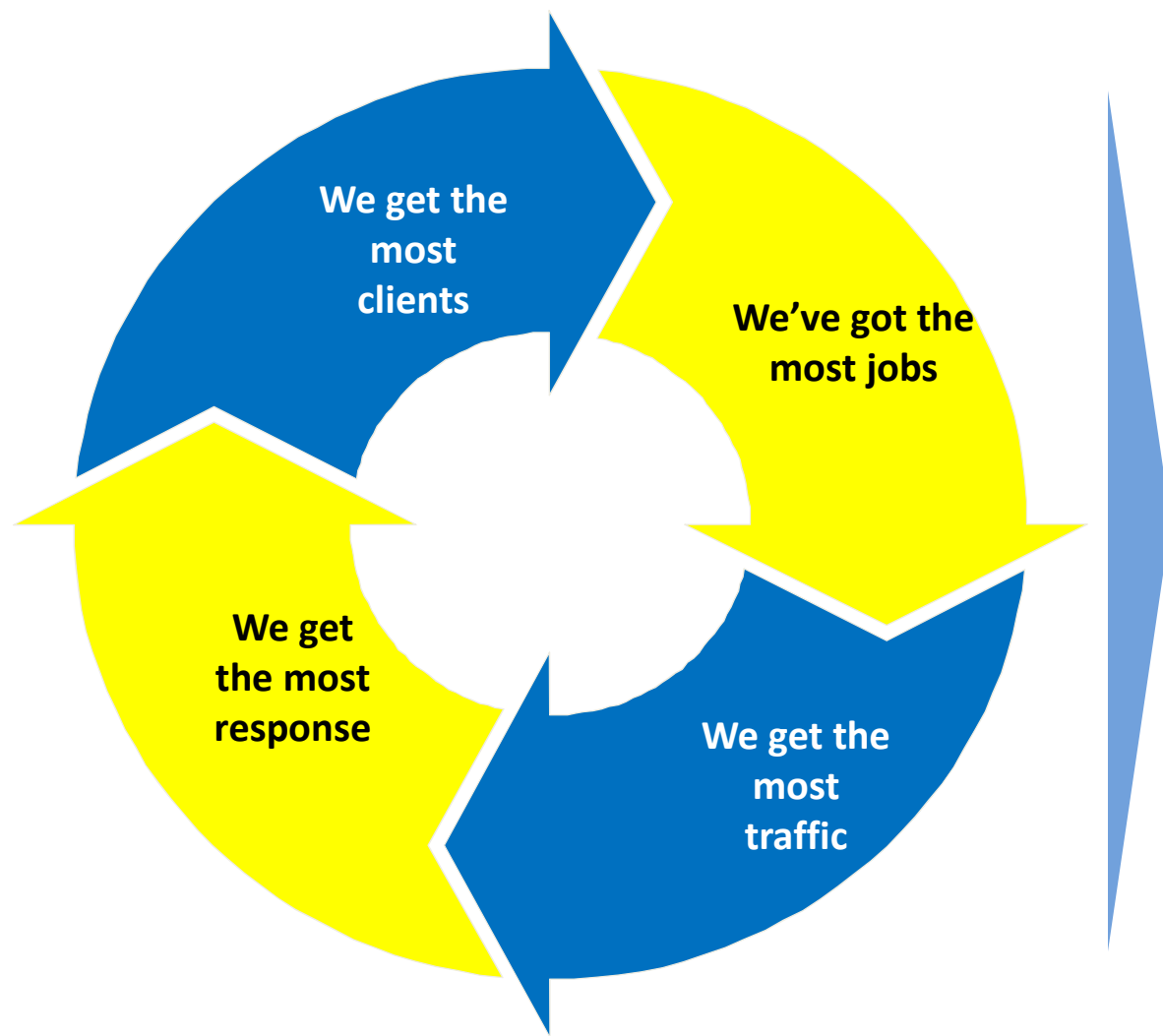


Source: SimilarWeb

Above chart excludes LinkedIn.

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

Naukri is a business of the virtuous circle



Benefits

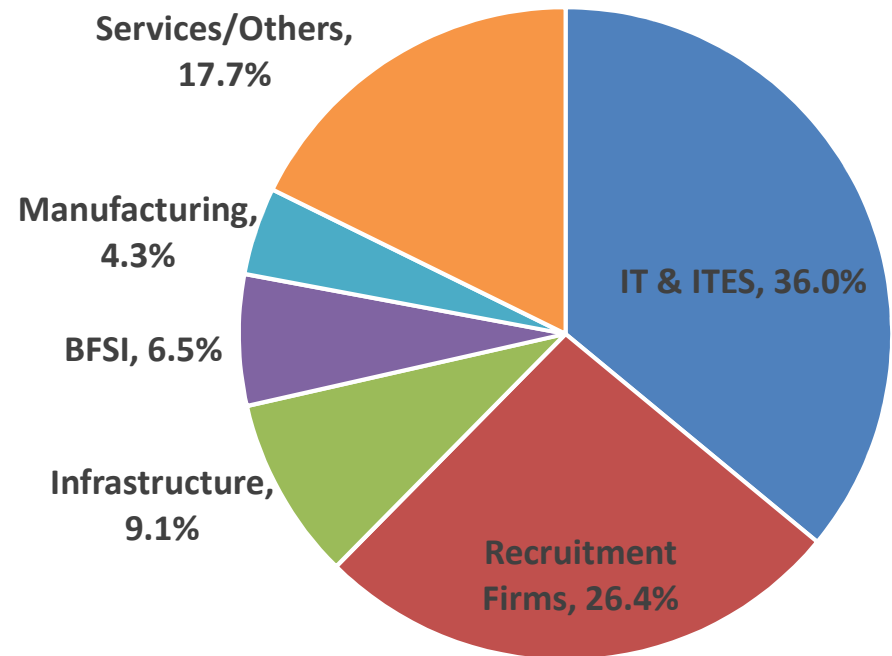
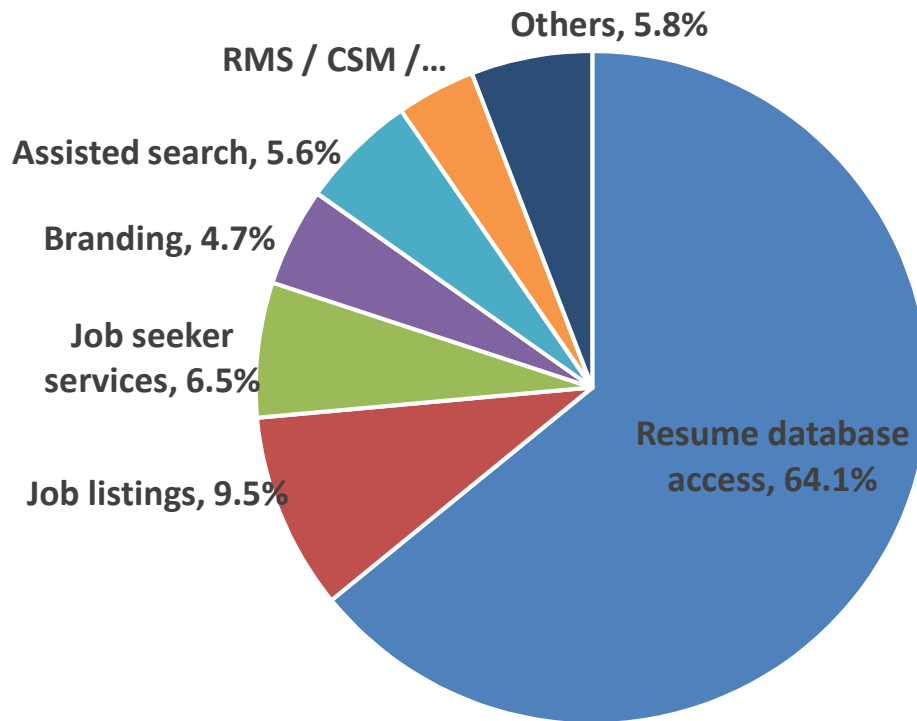
- Naukri has over 100% of industry profits enabling greater investment in
 - Product innovation
 - Engineering
 - Brand support
 - Sales network
 - Servicing back office
 - Superior talent

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)
 - Application tracking tools.
 - eHire - Resume short listing and Walk-ins
 - Assessment services
- B2C includes revenue from
 - Job seeker services
 - Career enhancement services.

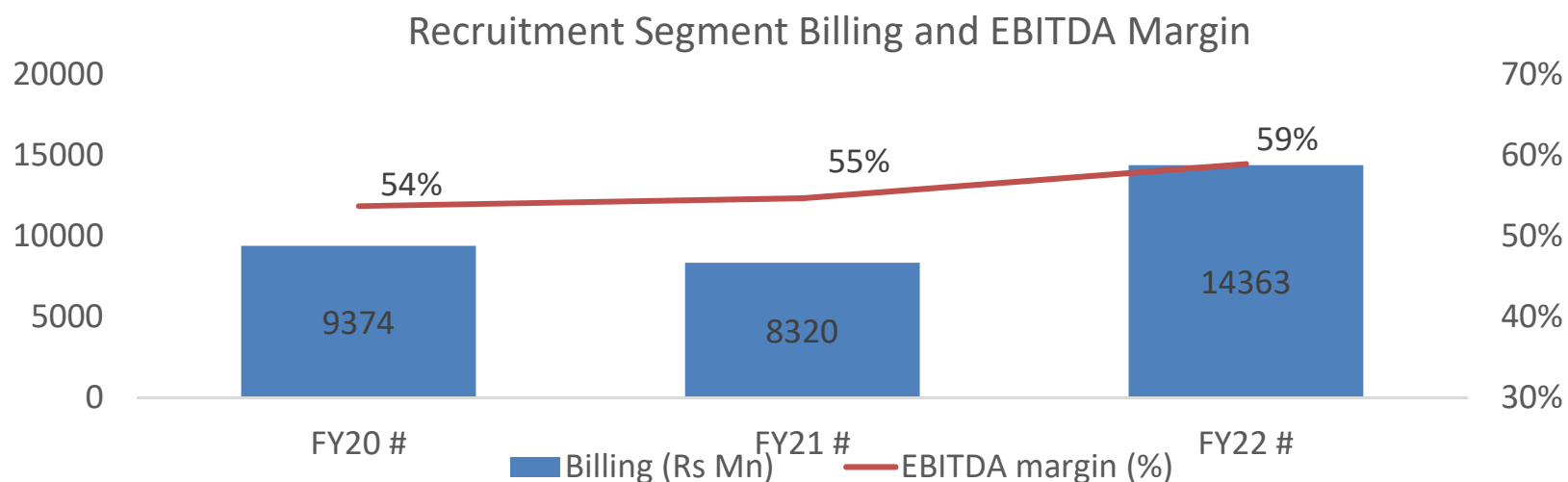
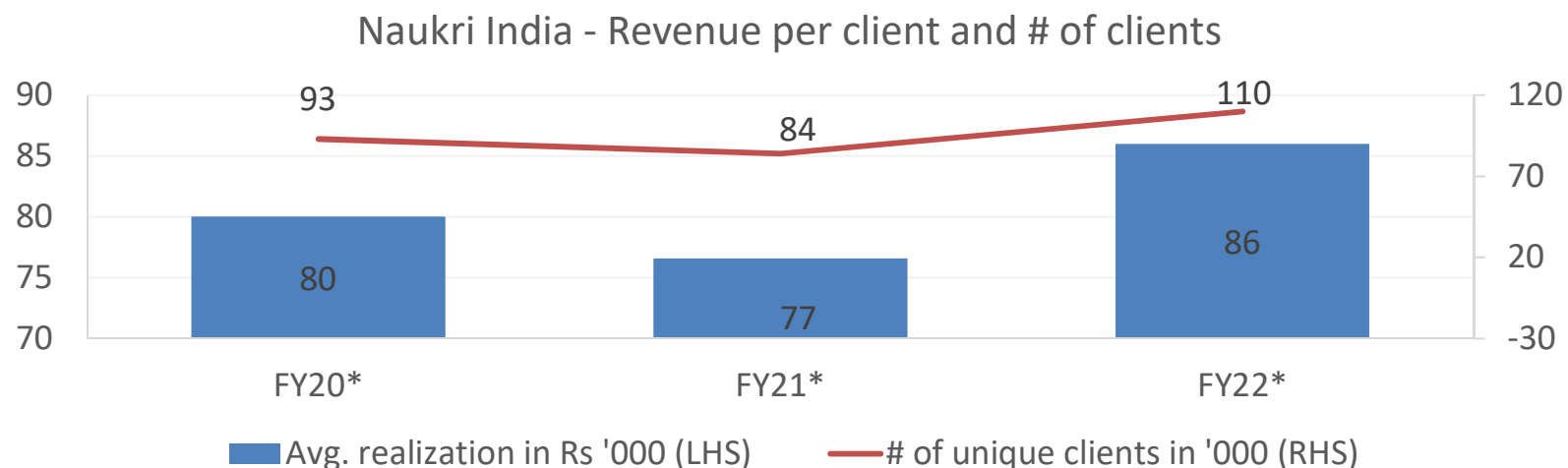
Breakdown of revenue by Product and Industry

Data for trailing 12 months to June 2022



~50% of consultants caters to IT/ ITES industry. Accordingly, IT and ITes contributes ~47-48% of overall revenues.

Increasing realization per unique client with increasing number of customers



• # FY20 – FY22 numbers as per IND-AS. Above numbers are segmental business numbers for Naukri..

Naukri Investment strategy



Our acquisitions in recruitment space

iimjobs.com and hirist.com

iimjobs.com is India's leading recruitment platform for management professionals.

Hirist.com is an exclusive recruitment platform for premium technology talent.

Zwayam

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

Do Select

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

New GTM approach for Naukri.



naukri
hiring suite

Evolve to new age recruitment solutions

From Campus to Corner Office hiring
Bouquet of solutions to meet all your hiring needs

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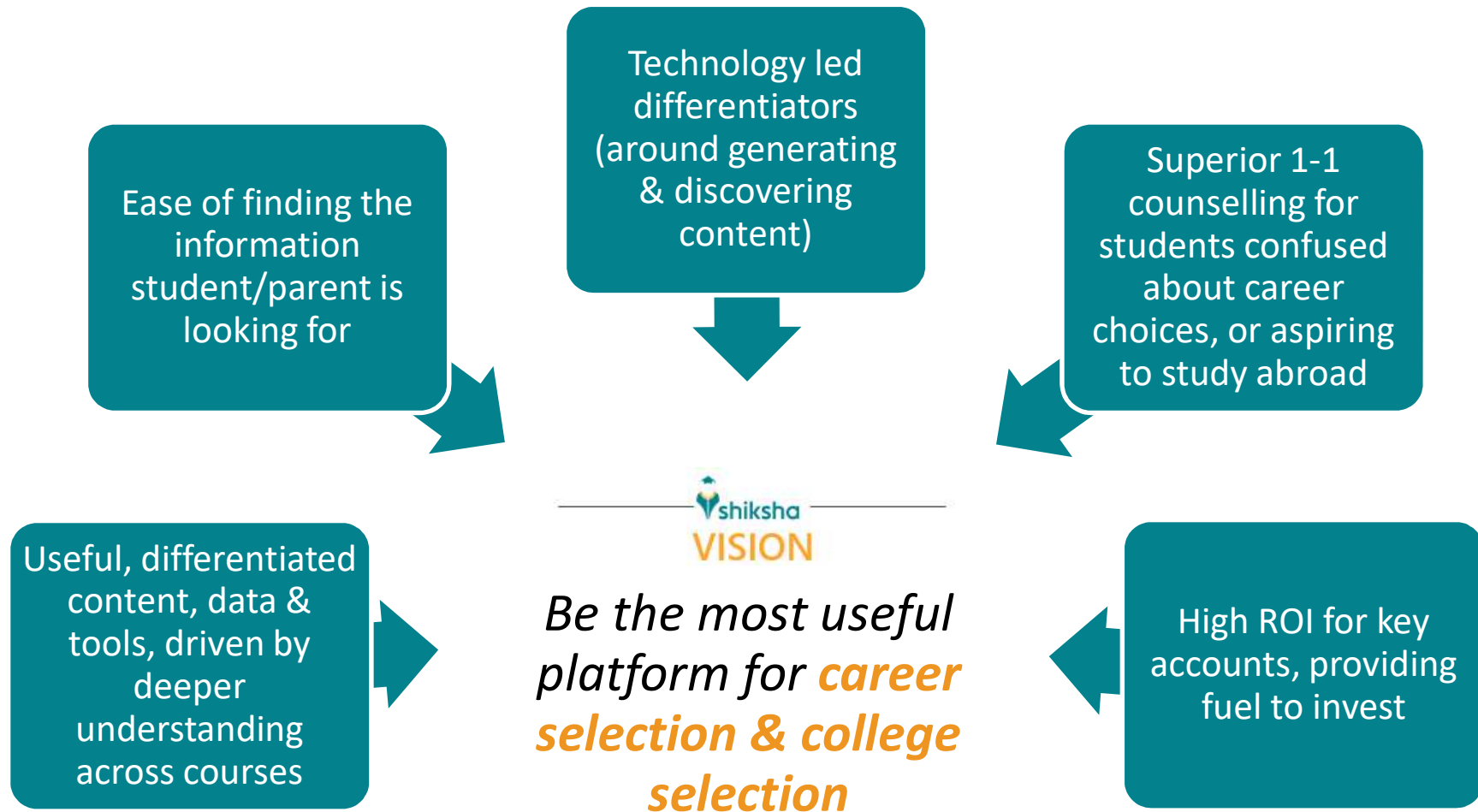
Shiksha Study Abroad has information about

56 Countries	2,165 Universities	72,141 Courses	2,318 Scholarships
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▼

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

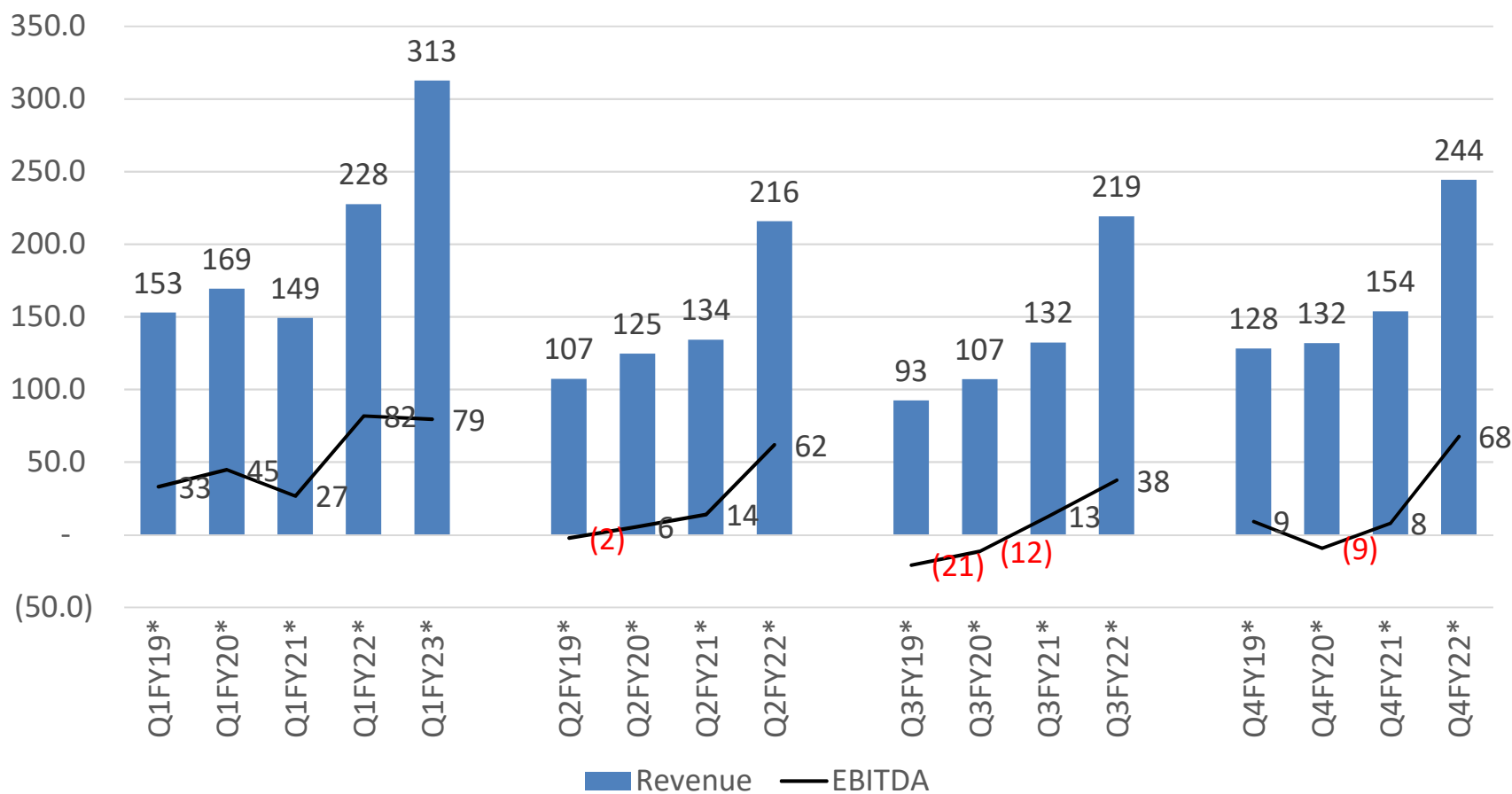


Competitors

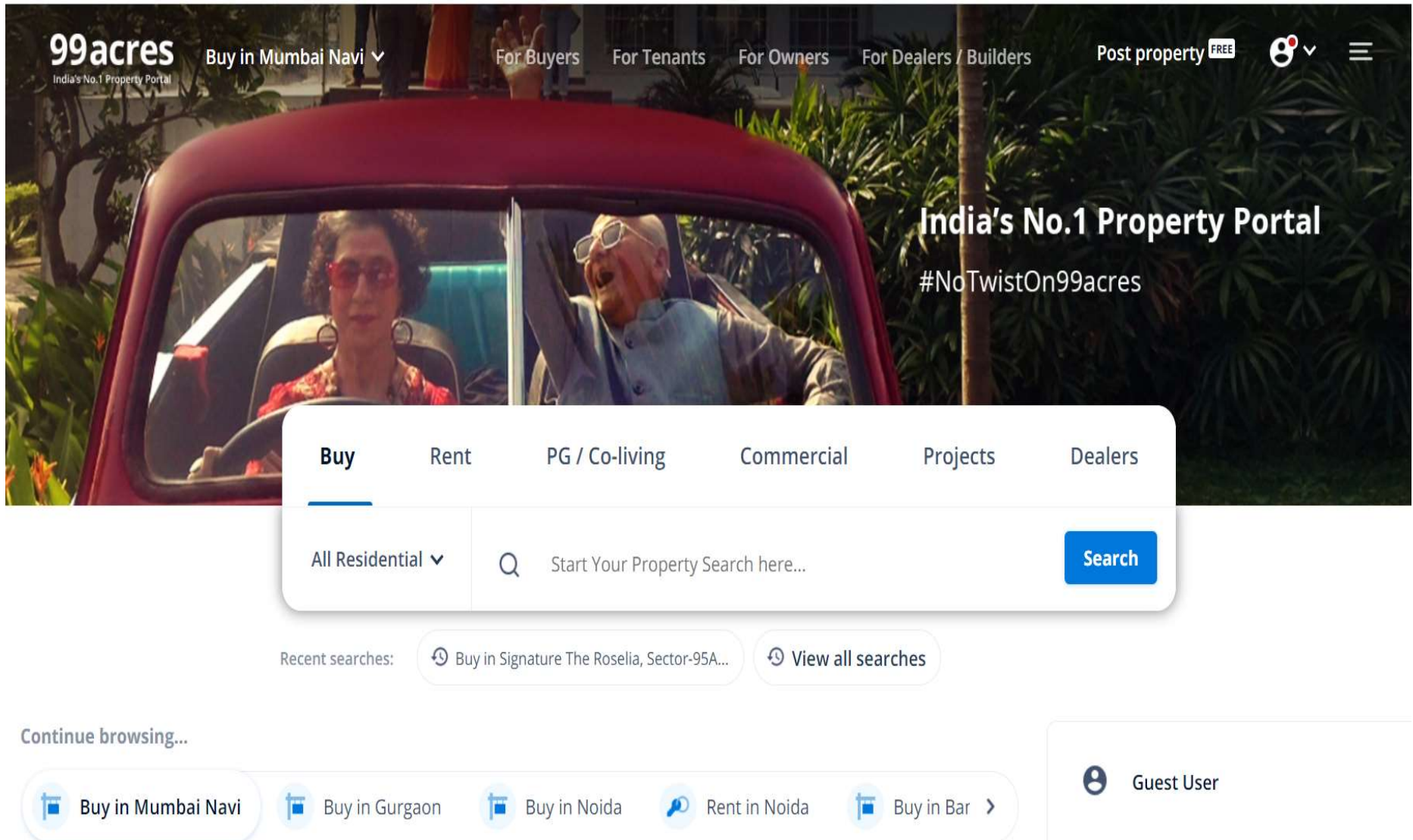
Domestic competitors include – Careers360, Collegedunia, Sarvgyan, Pagalguy, MBAuniverse, CollegeDekho, Aglasem
Study Abroad competitors include - Top universities (QS), IDP, Hotcourses, Yocket, Study Abroad consultants

Shiksha – Quarterly financials

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



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



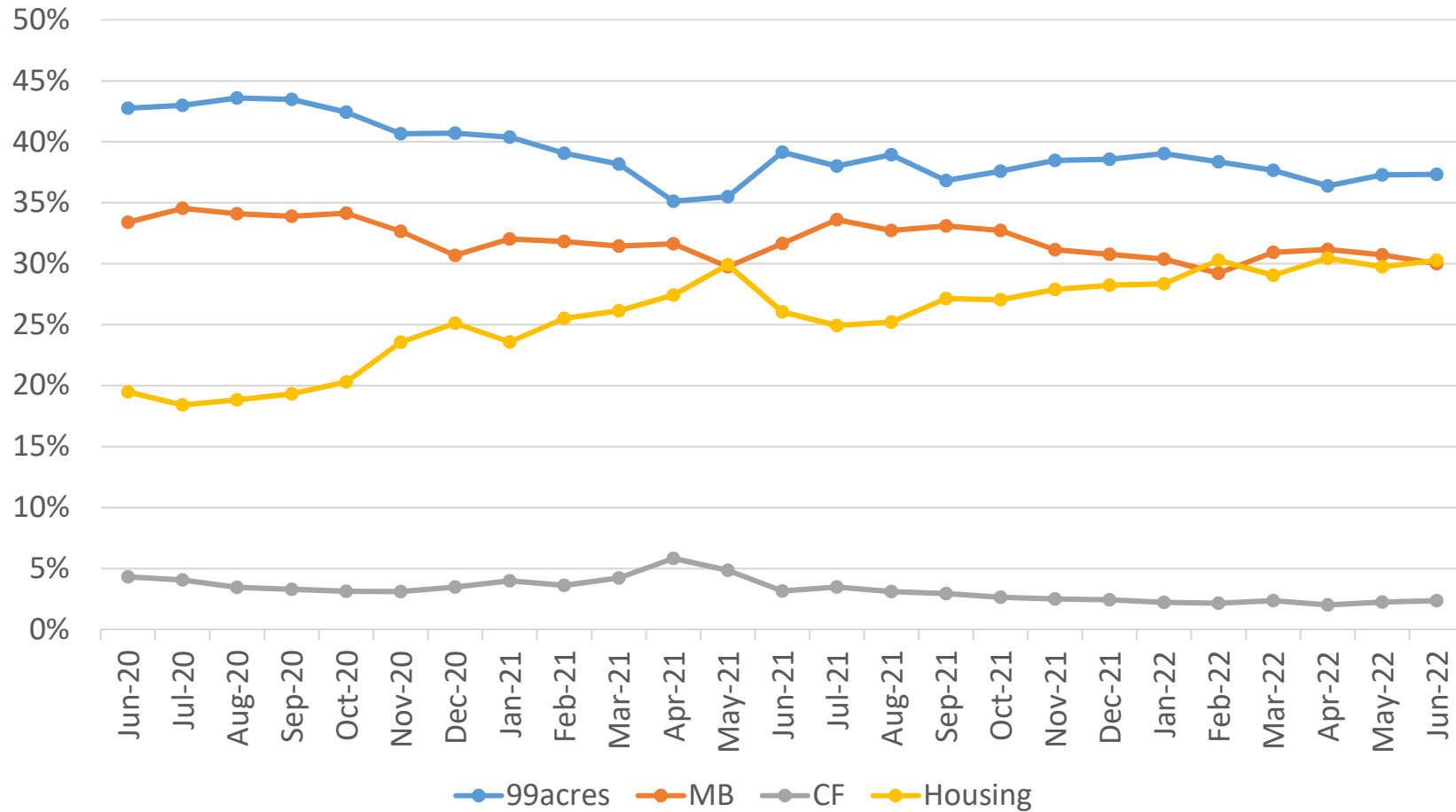
The image shows the top section of the 99acres website. At the top left is the 99acres logo with the tagline "India's No.1 Property Portal". To its right are navigation links: "Buy in Mumbai Navi", "For Buyers", "For Tenants", "For Owners", "For Dealers / Builders", "Post property FREE", a user profile icon, and a menu icon. The background features a photograph of a woman driving a red car with an elderly man in the passenger seat. Overlaid on the right side of the image is the text "India's No.1 Property Portal" and the hashtag "#NoTwistOn99acres". Below the image is a white search bar with tabs for "Buy", "Rent", "PG / Co-living", "Commercial", "Projects", and "Dealers". The "Buy" tab is selected. Inside the search bar, there is a dropdown menu currently showing "All Residential", a search input field with the placeholder text "Start Your Property Search here...", and a blue "Search" button. Below the search bar, there is a "Recent searches:" section with two buttons: "Buy in Signature The Roselia, Sector-95A..." and "View all searches". At the bottom left, there is a "Continue browsing..." section with five buttons: "Buy in Mumbai Navi", "Buy in Gurgaon", "Buy in Noida", "Rent in Noida", and "Buy in Bar". At the bottom right, there is a user profile section showing a person icon and the text "Guest User".

Online Real Estate marketing business in India

- Real estate is one of the largest spender on advertising in print media
- Our estimate of spend on online real estate portals is about Rs 8.0-9.0 bn in FY 21-22 (excluding Google and Facebook)
- 99acres, a leader in this category
 - Google, Facebook and local classifieds sites (like Olx and Quikr) also compete for this market
- Since Covid, share of digital in total real estate marketing by builders has gone up (with print & outdoor reducing)

99acres traffic share

Overall traffic (from desktops & laptops, web mobile)



Source: SimilarWeb

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

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

Visit duration Jul 2021 - Jun 2022 | India | All Traffic

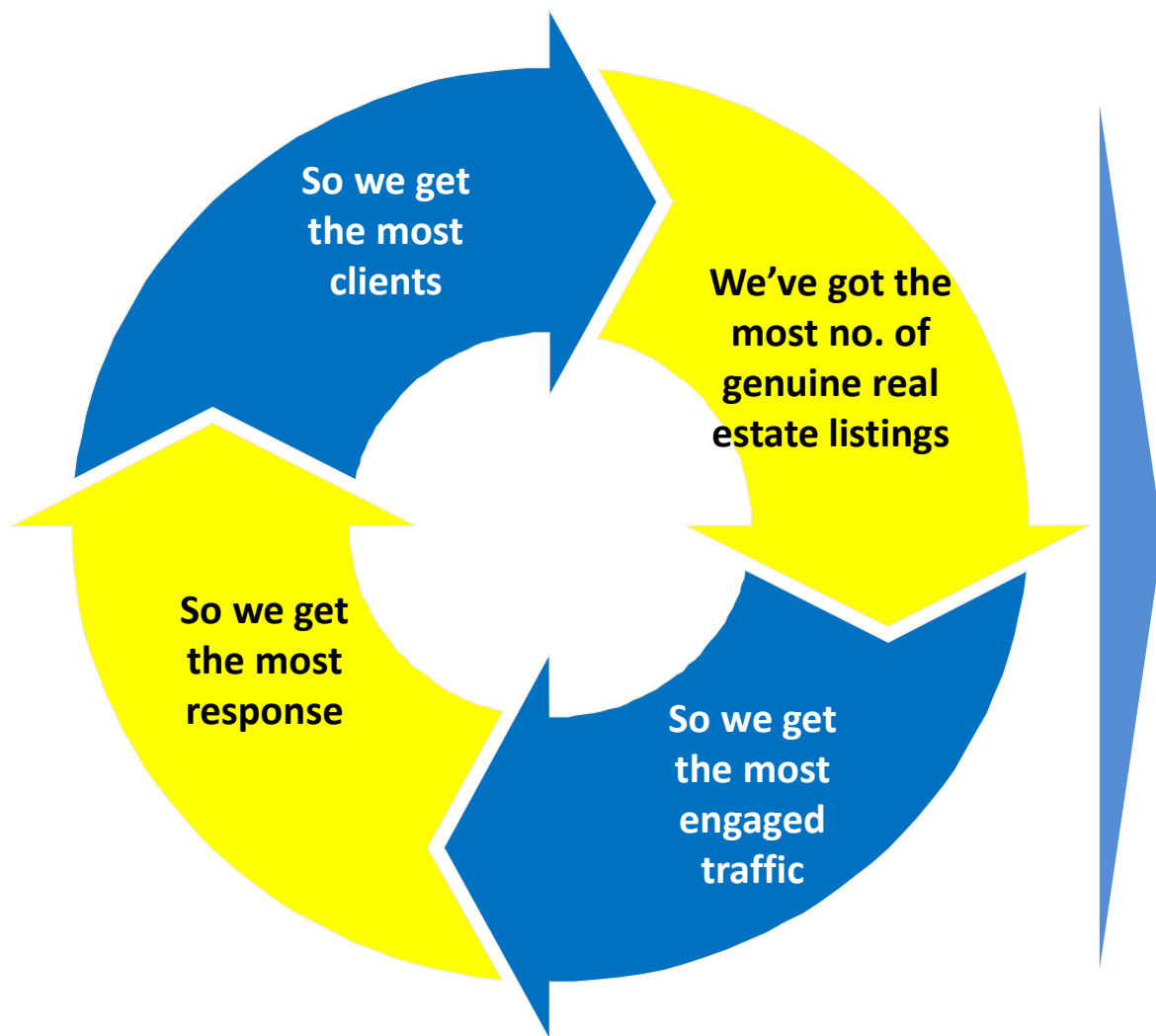


Bounce rate Jul 2021 - Jun 2022 | India | All Traffic



Source: SimilarWeb, Desktop + Mobile Web

99acres business model



Revenue Model*

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

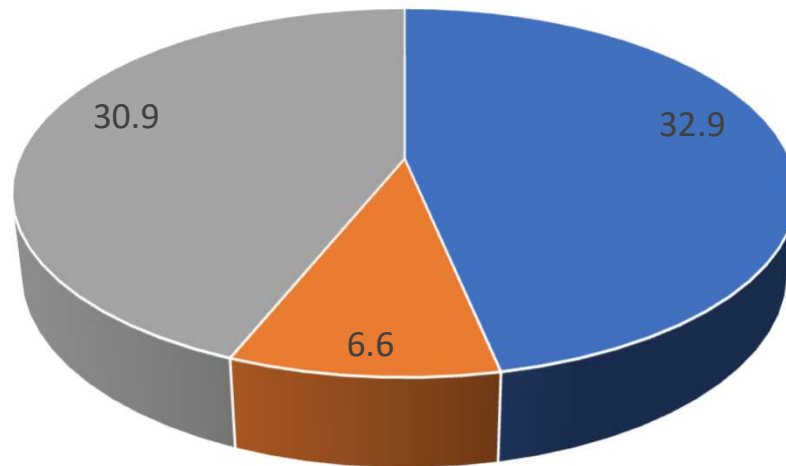
*Residential & Commercial, including land/plots

Key business metrics for 99acres (Q1)

- **As of June 30, 2022**
 - Total projects 1,83,629 + (under construction or ready-to-move-in)
 - Total listings 9,35,389 (including 5,23,559 owner listings)
 - Residential 7,40,575
 - Commercial 1,94,794

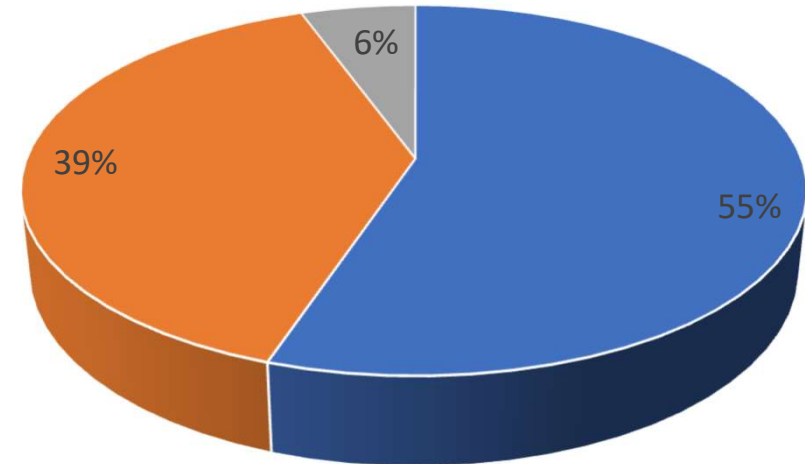
Break-down of Customers and Billing

No. of customers in '000



■ BROKER ■ BUILDER ■ OWNER

Billing breakdown by customer type



■ BROKER ■ BUILDER ■ OWNER

Data for trailing 12 months to June 2022

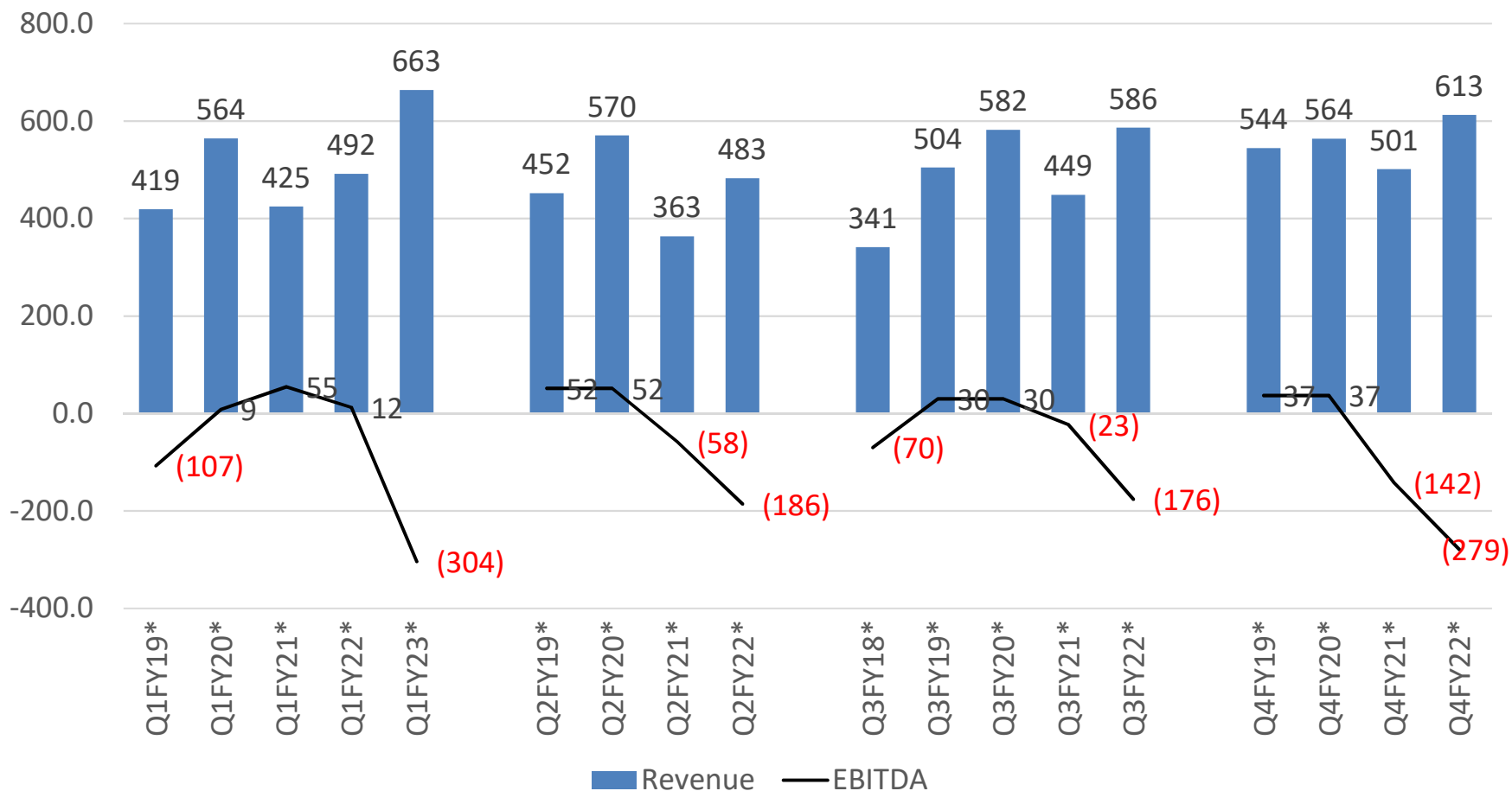
99acres –strategy



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

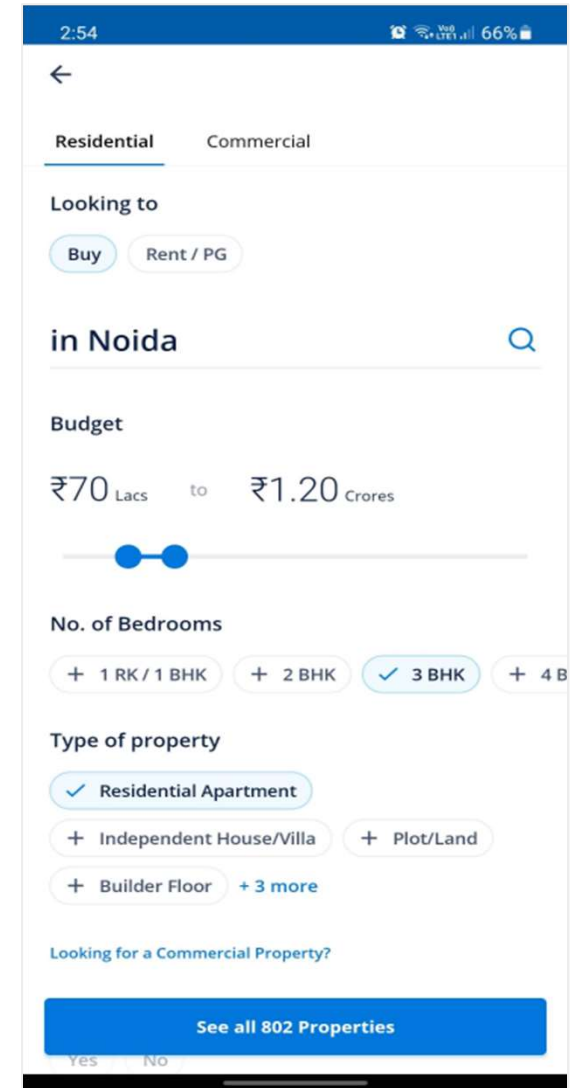
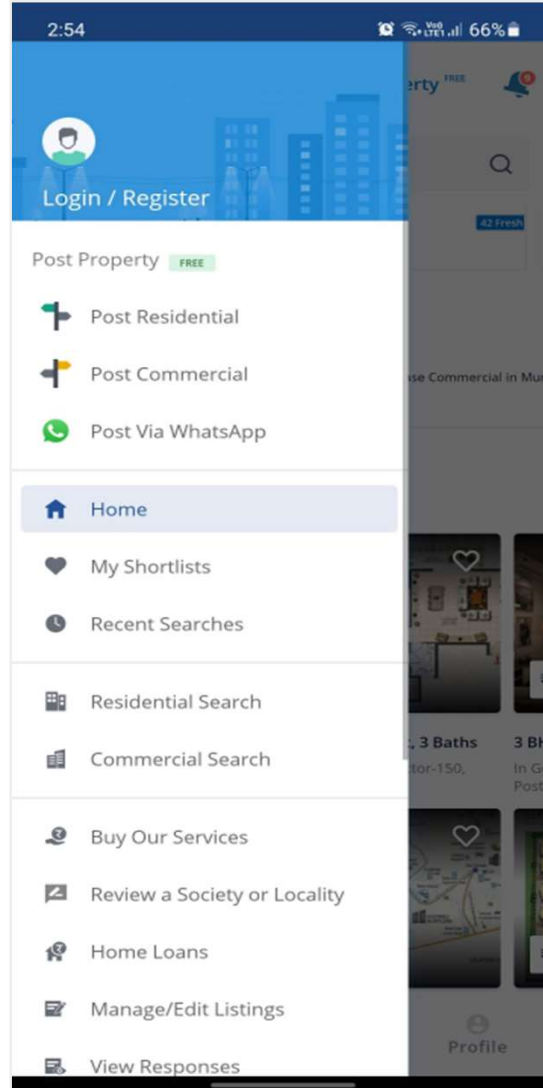
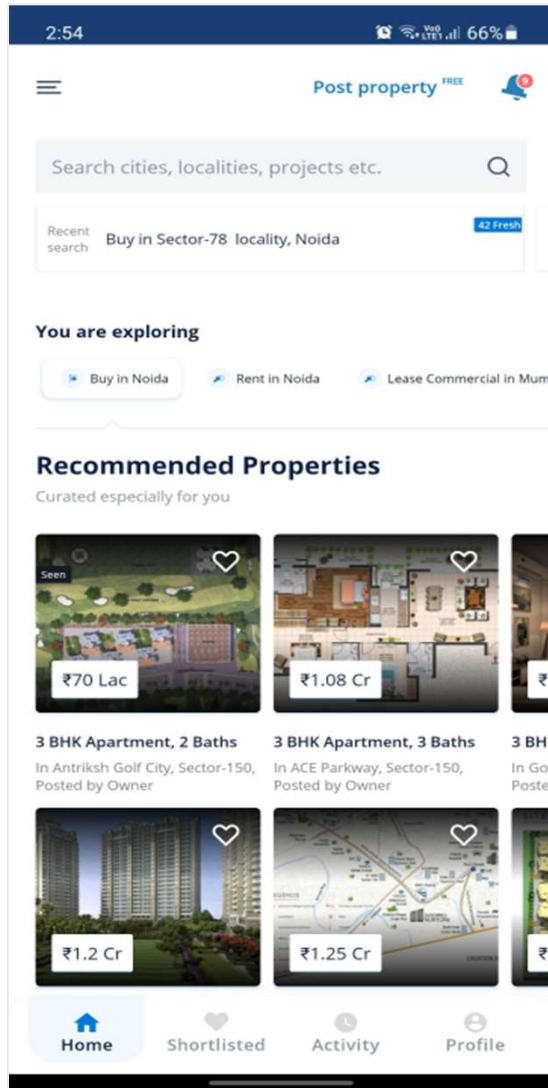
99 acres – Quarterly Financials

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

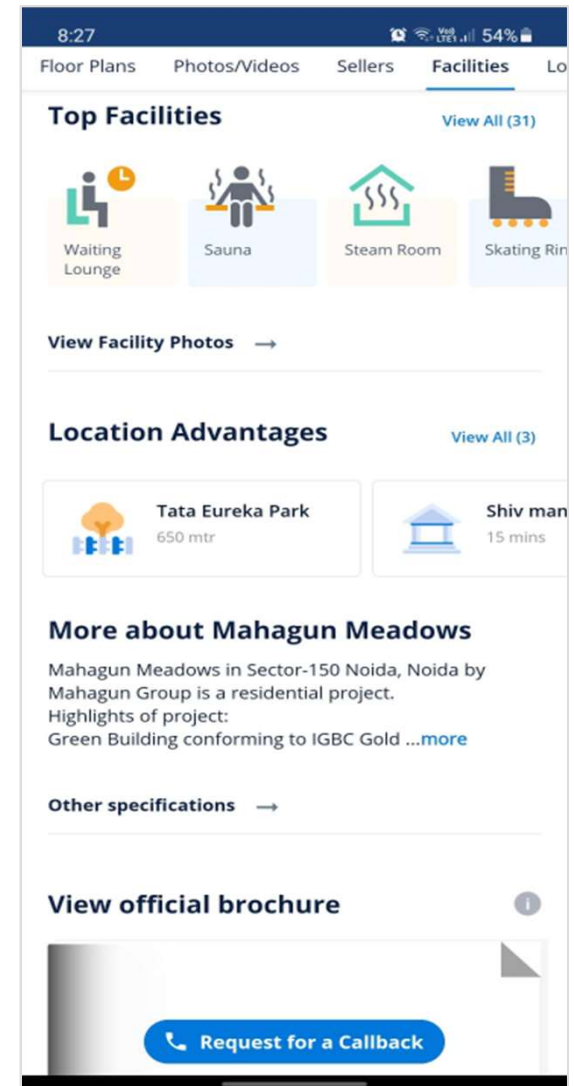
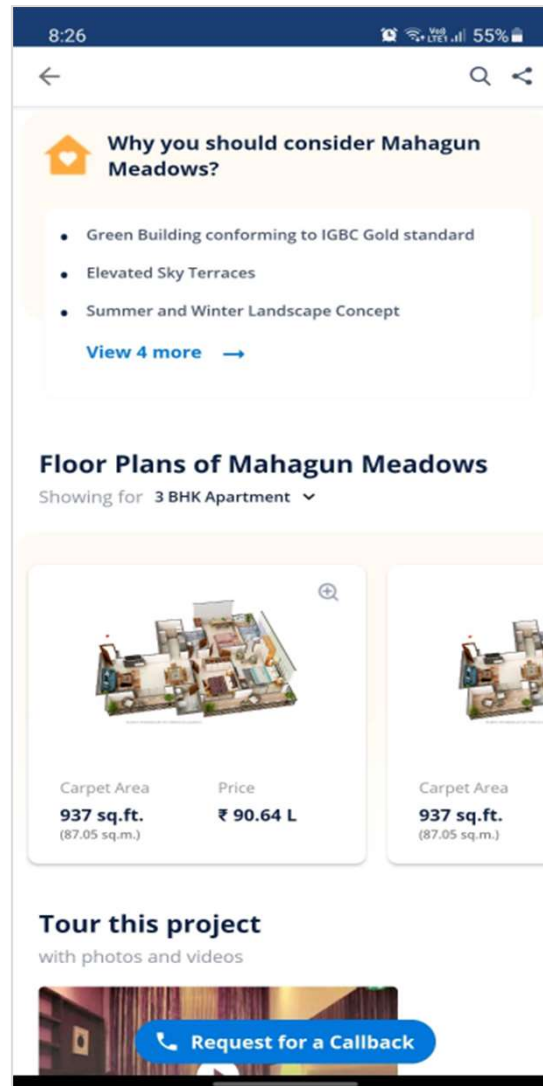
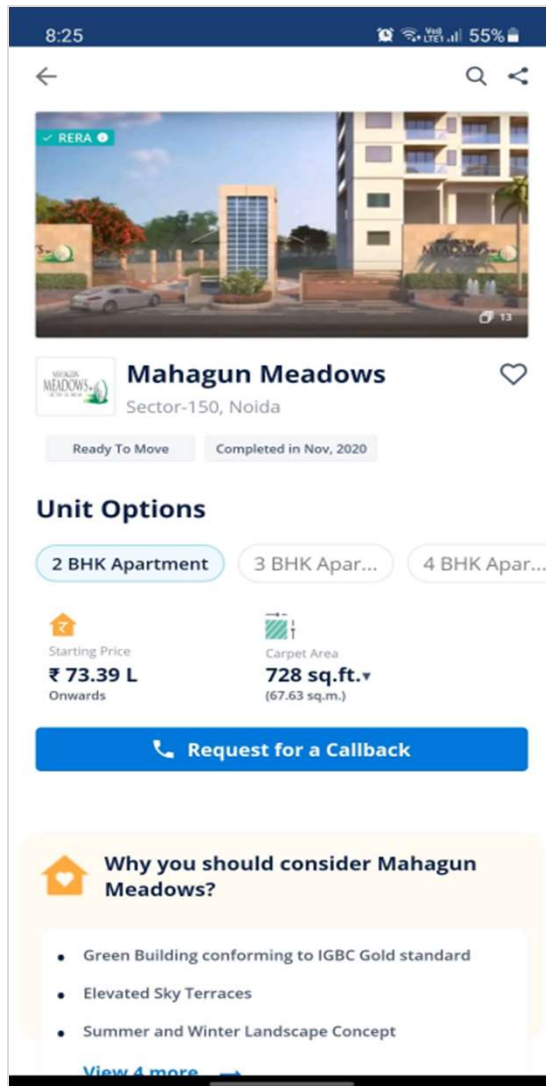


- FY20 onwards EBITDA numbers includes the impact of IND AS 116.

Mobile app – home screen, navigation & search



Mobile app – Project detail page



Locality Reviews

8:49 52%

g Developments Popular Builders **Ratings & Reviews**

Ratings & Reviews

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

4.4 / 5

Average Rating (118 Total Reviews)

Ratings by Features

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

What are the positives

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

Most Helpful Reviews

[View all](#)

4.3 ★

POSITIVES

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

- Safe at Night
- Well Lit Streets
- Frequent Police Patrolling

[View All properties in this locality](#)

8:56 49%

Environment Safety & Security Lifestyle & Facilities

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 49%

Ratings & Reviews

All Lifestyle & Facilities Connectivity & Comm

4 ★

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

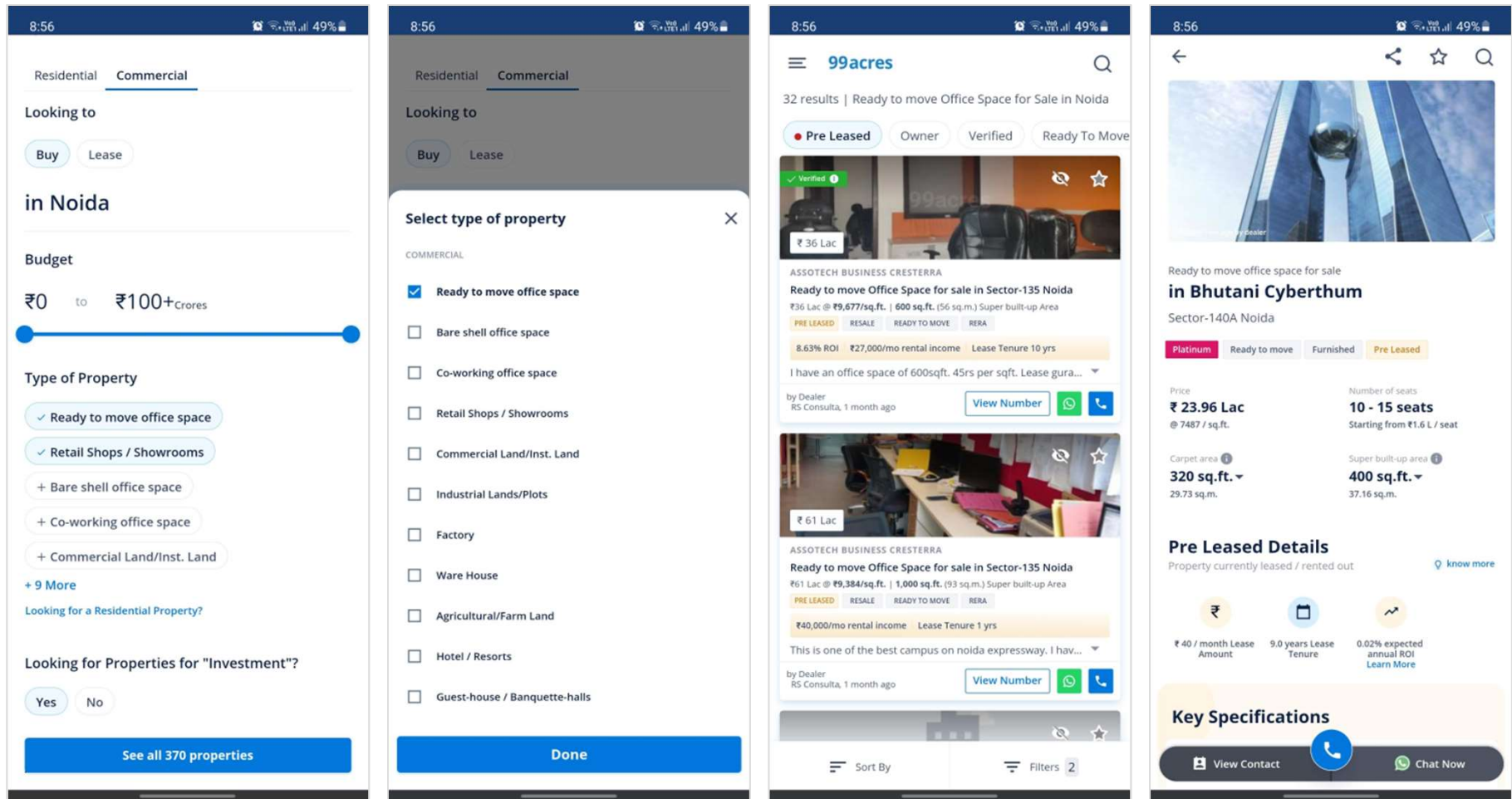
Was this helpful? Yes [Report](#)

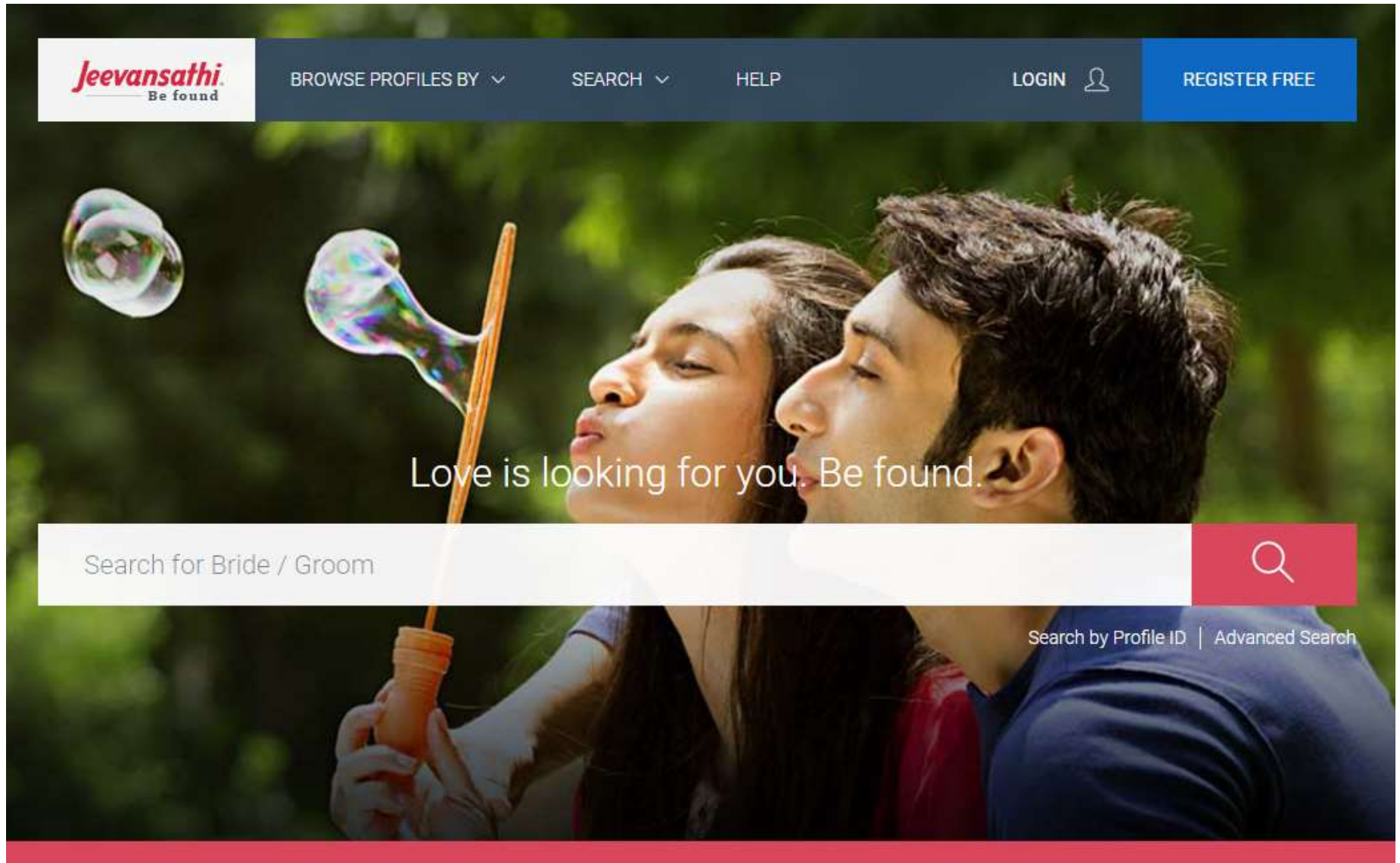
4.4 ★

POSITIVES

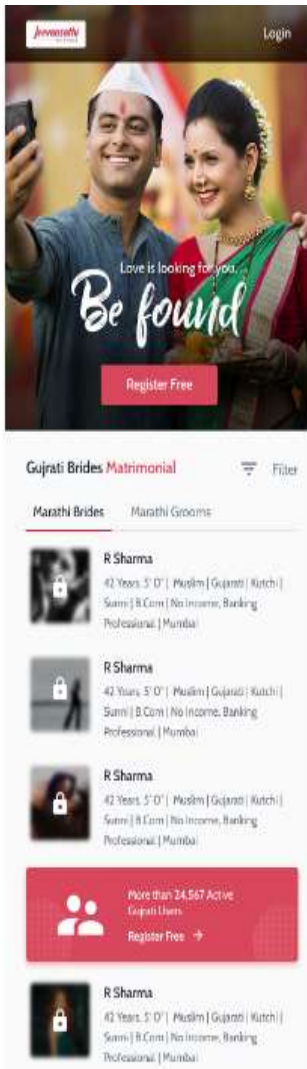
Good water facility, transportation is very good, all works good, living conditions are good , metro station is nearby and buses are available per 10 minutes.

Support for various commercial properties & pre-leased options





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

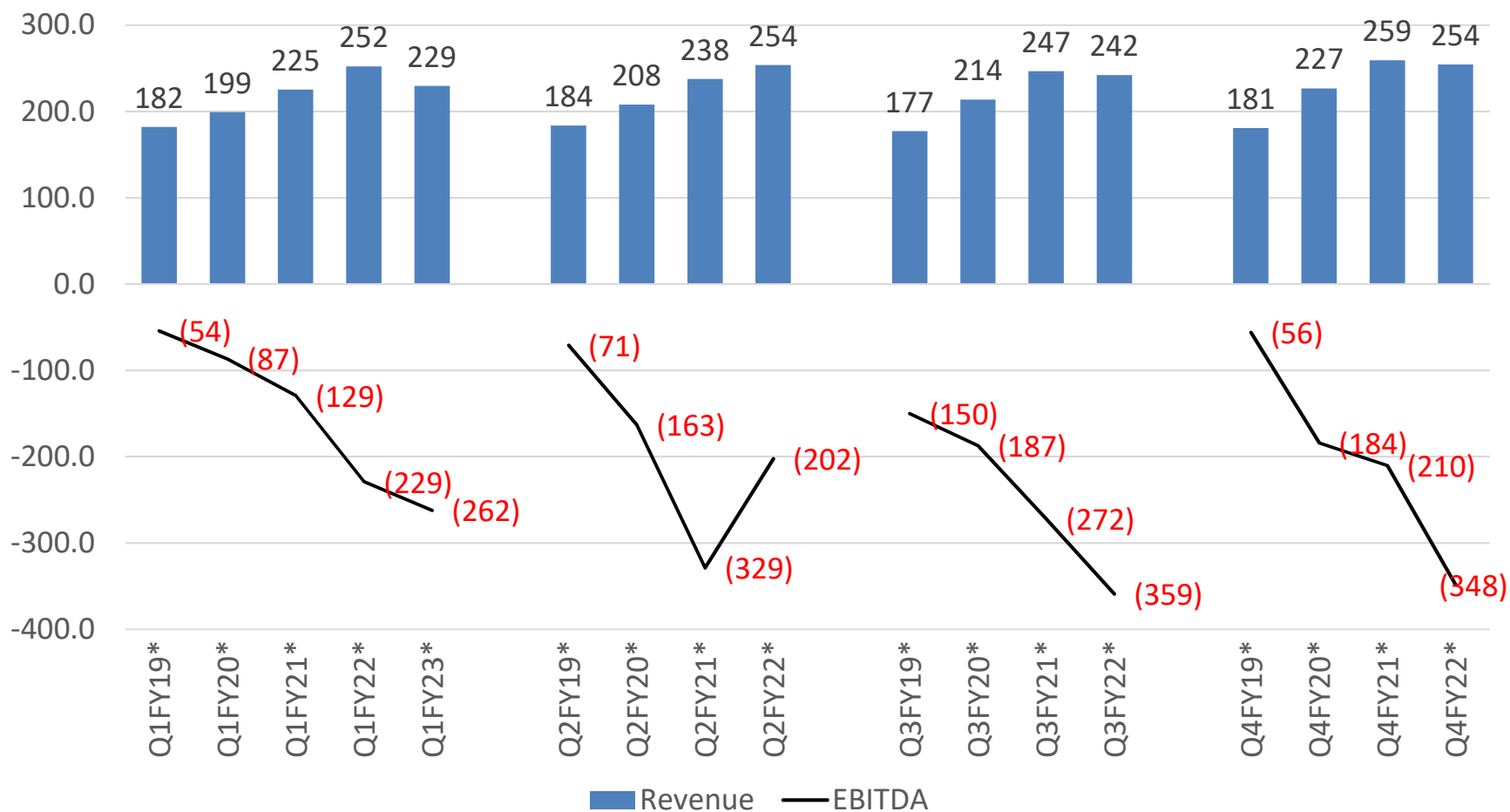
- Industry leading features launched in the last couple of years to maintain product leadership
- Sophisticated recommendation engine based on millions of daily interactions on the platform

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



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

Investments

Financial Investment Portfolio

Financial Investment-Listed Companies			
Investee Company	Prominent Domain names	Cost of investment as of June '30, 2022 (Rs Million)	Approx. diluted and converted shareholding %(Actual)
Zomato Media Pvt Ltd	www.zomato.com	1,465	15.24%
Policyabazaar	www.policybazaar.com	5,758	12.79%
Total		7,223	

Financial Investment-Unlisted Companies			
Investee Company	Prominent Domain names	Cost of investment as of June '30, 2022 (Rs Million)	Approx. diluted and converted shareholding %(Actual)
Happily Unmarried Marketing Pvt Ltd.	www.happilyunmarried.com	323.47	29.88%
Agstack Technologies Private Limited	http://www.gramophone.in/	531.81	34.58%
Bizcruz Infotech Private Limited	https://www.shoekonnnect.com	635.58	27.58%
Medcords Healthcare Solutions Private Limited	http://www.medcords.com/	96.38	14.24%
Printo Document Services Private Limited	http://www.printo.in/	350.00	26.20%
Shop Kirana E Trading Private Limited	http://shopkirana.com/	1,271.72	26.41%
Metis Eduventures Private Limited (Adda_247)	https://www.adda247.com/	691.88	25.60%
LQ Global Services Private Limited	https://www.legitquest.com/	40.00	21.45%
Llama Logisol Private Limited (Shipsy)	https://shipsy.in/	683.87	22.58%
Crisp Analytics Pvt Ltd	https://lumiq.ai/	15.01	2.50%
Unbox robotics Labs Private Limited	https://unboxrobotics.com/	105.98	6.12%
Attentive ai solutions pvt ltd	https://attentive.ai/	37.10	4.43%
Brainsight technology private limited	https://www.brainsightai.com/	10.95	4.00%
Ray IOT Solutions Inc	https://www.rayiot.org/	22.36	4.91%
Skylark Drones Private Limited	https://skylarkdrones.com/	6.00	1.19%
String Bio Private Limited	https://www.stringbio.com/	15.00	1.19%
PSILA TECH PTE. LTD	https://www.flippyfinance.com/	57.30	13.38%
Aarogyaa Innovations Pvt Ltd	https://aarogya.ai/	22.50	*
Sploot Private Limited		37.50	15.00%
Vyuti Systems Private Limited		22.50	2.06%
Total		4,976.91	

Strategic Investment Portfolio

<u>Strategic Investments</u>			
Investee Company	Prominent Domain name	Cost of investment as of June '30, 2022 (Rs Million)	Approx. diluted and converted shareholding %(Actual)
4B Networks Private Limited	www.brokernetwork.app	1,860.00	62.52%
Aisle Network Private Limited	www.aisle.co	909.93	79.62%
Zwayam Digital Private Limited	https://www.zwayam.com/	744.11	100.00%
Axilly Labs Private Limited	https://doselect.com/	229.61	100.00%
Greytip Software Private Limited	https://www.greythr.com/	650.00	30.38%
Terralytics Analysis Private Limited	https://www.tealindia.in/	86.98	23.03%
Sunrise Mentors Private Limited	https://www.codingninjas.com/	370.97	25.00%
NoPaperForms Solutions Private Limited	www.nopaperforms.com	336.64	48.10%
International Educational Gateway Private Limited	https://www.university.com/	305.01	53.55%
Juno Learning Private Limited		112.50	25.00%
Total		5,605.75	

We may from time to time consider various investment / asset monetization opportunities, as we had done in past, However there can be no assurance regarding whether we will be able to complete such investments / asset monetization opportunities on commercial terms acceptable to us , or at all.

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

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

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

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

Investee companies financials

Investee Company	Website	Operating revenue			Operating EBITDA		
		FY21	FY22	Q1 22-23	FY21	FY22	Q1 22-23
Partly owned subsidiary							
4b Networks Private Limited	www.brokernetwork.app	-	178.10	198.74	(28.98)	(554.26)	(638.34)
Aisle Network Private Limited	www.aisle.co	N.A.	141.07	63.55	N.A.	(61.36)	(24.88)
Associate Companies	Associate Companies						
Zomato Limited*	www.zomato.com						
PB Fintech Limited**	www.policybazaar.com						
Happily Unmarried Marketing Pvt Ltd.	www.happilyunmarried.com						
NoPaperForms Solutions Private Limited	www.nopaperforms.com						
International Educational Gateway Private Limited	www.univariety.com						
Agstack Technologies Private Limited	www.gramophone.in						
Bizcrum Infotech Private Limited	www.shoekonnnect.com						
Medcords Healthcare Solutions Private Limited	www.medcords.com	35,630.93					
Printo Document Services Private Limited	www.printo.in		10,003.99		(7,606.25)		
Shop Kirana E Trading Private Limited	www.shopkirana.com			4,686.20		(2,737.99)	(1,296.90)
Greytip Software Private Limited	https://www.greylthr.com/						
Metis Eduventures Private Limited	https://www.adda247.com/						
Terralytics Analysis Private Limited	https://www.tealindia.in/						
Llama Logisol Private Limited	https://shipsy.in/						
LQ Global Services Private Limited	https://www.legitquest.com/						
Sunrise Mentors Private Limited	https://www.codingninjas.com/						
Juno Learning Private Limited (w.e.f February 11,2022)		N.A.			N.A.		
Total	Total	35,630.93	10,323.16	4,948.49	(7,635.23)	(3,353.61)	(1,960.12)

* ceased to exist our Joint venture w.e.f.23rd July, 2021, hence revenue & EBITDA not considered for FY 22

** ceased to exist our associate w.e.f. 15th November, 2021, hence revenue & EBITDA not considered for FY 22

Investment entities fully written off not covered in above table

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.

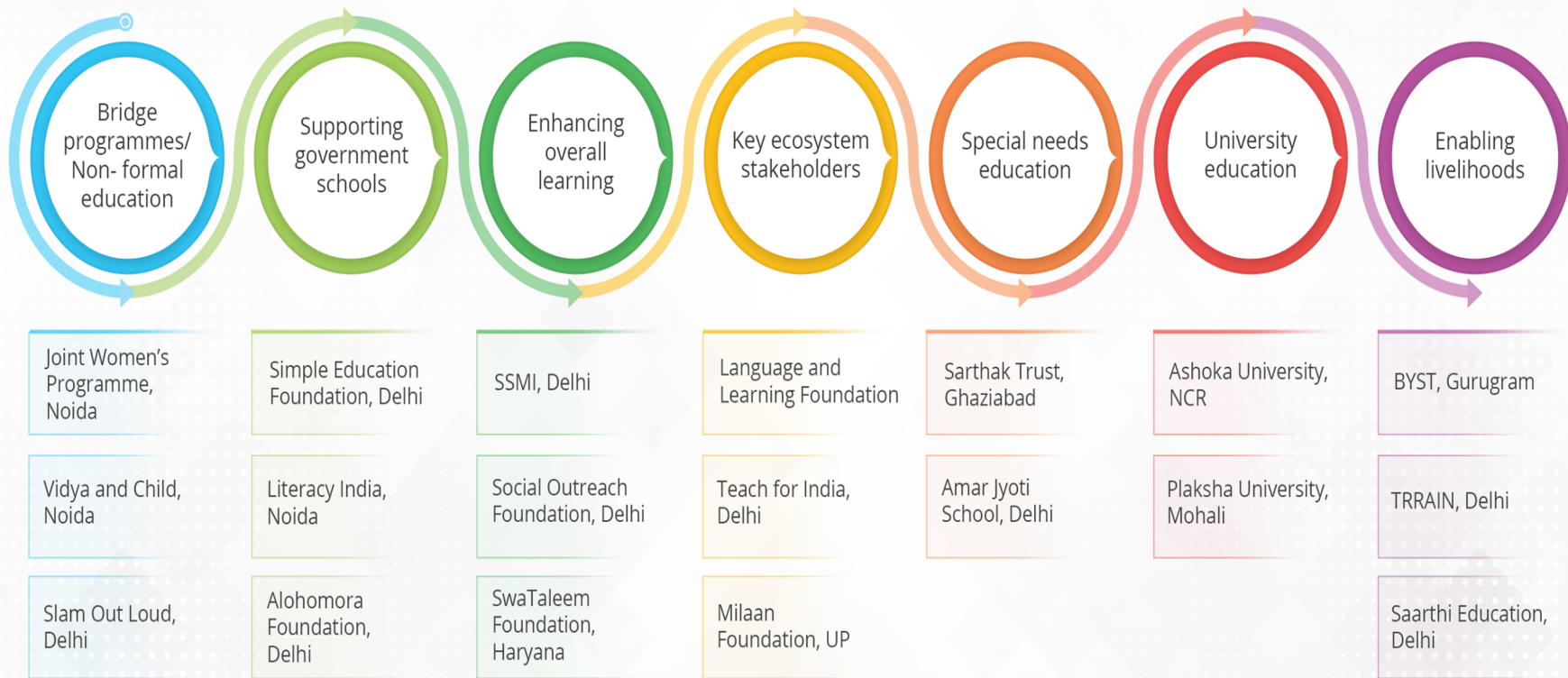
- ESOPs
 - Grants are awarded basis role, work and performance through RSU (Restricted Stock Units) or Stock Appreciated Units.
 - All Senior Management Executives and key roles in Engineering and Product teams are granted SOPs .

Contribution to Environment.

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

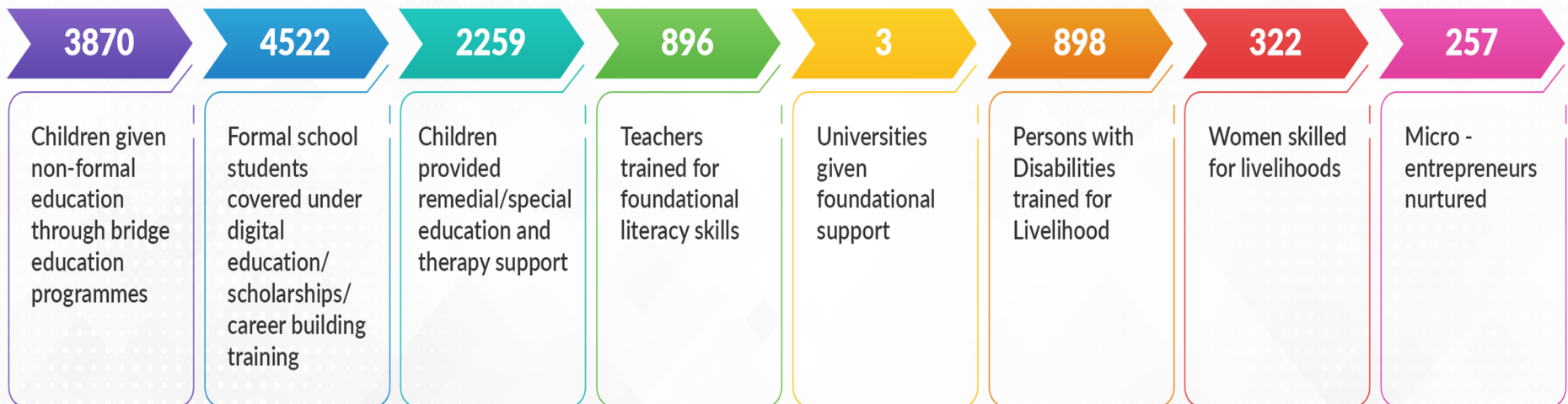
CORPORATE SOCIAL RESPONSIBILITY AT INFO EDGE

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



DIRECT IMPACT OF OUR KEY CSR PROJECTS*

Education and Livelihoods



*Beneficiaries of some of our key CSR projects supported from FY 2014-15 to FY 2021-22 as on March 31, 2022.

Team

Management Team

Name	Age	Qualification	Designation/Role	Previously worked with	Year of joining
Sanjeev Bikhchandani	59	B.A Arts&Humanities M.B.A Marketing IIM Ahmedabad	Founder And Executive Vice Chairman	Lintas, Glaxo Smith Kline	1995
Hitesh Oberoi	50	B.Tech IIT, M.B.A IIM Bangalore	Managing Director And CEO	Hindustan Lever Limited	2000
Harpuneet Singh Rekhi	42	B.Com, M.Sc Information Technology	Executive Vice President Engineering	Aspen Communications	2006
Sharmeen Khalid	51	B.Sc Biology M.B.A Marketing	Chief Human Resources Officer	Freelance Consultant	2006
Shalabh Nigam	50	B.Tech Electronics and Communication	Executive Vice President- New Projects	Baypackets Technologies	2007
Sumeet Singh	49	B.B.M, M.B.A	Chief Marketing Officer	Indian Venture Capital Association	2007
Anand Prakash Bansal	48	B.Com	Execuitve Vice President Administration And Facilities	ICICI Prudential	2008
Rinchan Gupta	44	B.Tech Computer Science	Executive Vice President-User Experience & Design	HP	2008
Maneesh Upadhyaya	44	B.Sc St Stephens College,New Delhi	Chief Business Officer- 99Acres.Com	Bain & Company India Pvt Limited	2010
Vivek Jain	48	B.Tech IIT,New Delhi M.B.A (IIM),Bengaluru	Chief Business Officer- Shiksha & FF	Sel-Employed Riverbridge	2010
Rohan Mathur	38	B.Tech Information and Communication Technology (DA-IICT)	EVP & Business Head Jeevansathi.com	Cadence Design Systems	2011
Chintan Arvind Thakkar	55	CA	Director & CFO	Computer Associates	2014

Management Team

Name	Age	Qualification	Designation/Role	Previously worked with	Year of joining
Abhinav Katiyar	40	B.Tech	Executive Vice President Engineering - Shiksha	Healcon.com	2014
Pankaj Jain	47	B.Tech IIT Delhi MS Stanford University	Executive Vice President - Key Projects	Spice Online Retail	2014
Shailesh Chandra	48	B.E Electrical Delhi College of Engineering	Executive Vice President	Amazon	2014
Nitin Bansal	46	B.Tech Computer Science IIT Delhi	Executive Vice President	One 97 Communication (PAYTM)	2017
Rajesh Kumar Aggarwal	50	CA (ICAI), CS (ICSI), B.Com (Hons) from SRCC	Executive Vice President - Finance	CITICORP FINANCE INDIA LTD	2017
Rishi Gupta	41	B.E Punjab University	Executive Vice President Engineering -Jeevansathi	AUGUST JEWELLERY PVT LTD	2018
Shantanu Mathur	43	B.Tech IIT M.B.A Dartmouth University	Executive Vice President – New Business	Knowlarity Communications India Pvt Ltd	2018
Vivek Aggarwal	44	B.Com(Honours) Delhi University, CA ICAI	Executive Vice President - Finance	NA	2018
Alok Vij	45	B.Com, Chaudhary Charan Singh University	Executive Vice President & Head-IT	KRONOS SOLUTIONS INDIA PRIVATE LIMITED	2019
Pawan Goyal	51	B.Tech IIT M.Sc THE UNIVERSITY OF TEXAS AT AUSTIN	Chief Business Officer - Naukri.com	adobe systems	2019

Brokerages that cover us

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

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	

