

# Info Edge (India) Limited

India's internet classifieds company

February, 2020

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

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All figures mentioned are for Info Edge (India) Ltd. as a standalone entity and are as of Dec 31, 2019 or for the quarter ended Dec 31, 2020, unless indicated otherwise

Q3 FY20 or Q3 FY19-20 means the period Oct 01, 2019 to Dec 31, 2019

FY20 or FY 19-20 or FY 2020 means the Financial Year starting April 1, 2019 and ending March 31, 2020

1 Crore = 10 Million = 100 Lakh

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## Info Edge – Leading Online Classified Businesses in India



Online Recruitment Search engine



Online Real Estate Search Portal



Online Match making ( Matrimony) portal



Online Education Classified Portal

## Investments in Technology-based startups



Online restaurant search engine and food delivery site.

Shareholding ~22.7%\*<sup>@</sup>



Online insurance policies marketplace.

Shareholding ~15.8%\*<sup>^</sup>



Men's grooming range (Ustraa)

Shareholding ~42.3%\*

# Other investments include Unnati Helpers (Tech enabled employment software, \_\_\_%); Wishbook (Catalog sharing app, 30.2%), NoPaperForms (Advanced enrolments management platform, 48.10%), Univariety (Guidance on careers, admissions and tests, 29.60%), Zippserv (Online real estate intelligence platform, 45.31%), Gramophone (Agri-Inputs e-commerce, 33.21%), Shoekconnect (B2B footwear marketplace, 32.8%), Printo (Retail chain providing print and document services, 25.12%), Medcords (Health care Tech Platform, 11.4%), Shopkirana (B2B grocery delivery platform, 25.3%), Adda (Govt Job Preparation Platform, 16.97%), Shippy (Digital Logistics ecosystem, 10.00%), Legitquest (SaaS Product for intersection of Tech and Legal utilizing Machine Learning, 16.67%), Greytip (HR & Payroll SaaS Company), Teal (Platform for real Estate intelligence and analytics, 20.00%)

\* 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.

<sup>@</sup> Net of disposal of secondary sale with proceeds of USD 50 mn; Shareholding post the latest round of investment and dilution

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

## Key Financials- Past 5 years performance

*All numbers in Rs Cr*

| Description                             | FY 14 | FY 15 | FY 16 | FY 17 | FY 18 | FY19 | CAGR  |
|---|-------|-------|-------|-------|-------|------|-------|
| Revenues                                | 505   | 611   | 717   | 802   | 916   | 1098 | 16.5% |
| Billing                                 | 524   | 653   | 753   | 861   | 977   | 1177 | 17.3% |
| Operating EBITDA*                       | 164   | 180   | 159   | 254   | 315   | 356  | 17.5% |
| Operating Margin (%)                    | 32%   | 29%   | 22%   | 32%   | 34%   | 32%  |       |
| Operating PBT (ex-other income)         | 147   | 162   | 137   | 203   | 276   | 321  | 17.5% |
| Cash And Equivalent                     | 478   | 1,172 | 1,114 | 1,309 | 1,500 | 1550 |       |
| Investments in startups                 | 336   | 692   | 766   | 732   | 778   | 1037 |       |
| Head Count                              | 3,016 | 3,826 | 4,214 | 3,999 | 4,036 | 4330 |       |
| Dividend Payout ( % of paid up capital) | 25%   | 30%   | 30%   | 45%   | 55%   | 60%  |       |

\*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.

• Amount shown as "Investment in Startup" is as on 30<sup>th</sup> June'19.

## Key Financials- Annual

All numbers in Rs Cr

| Description               | FY19 | FY 18 | FY 17 | Growth<br>19 Vs 18 | Growth<br>18 Vs 17 |
|---------------------------|------|-------|-------|--------------------|--------------------|
| <b>Billing</b>            |      |       |       |                    |                    |
| Info Edge *               | 1177 | 976   | 860   | 20.6%              | 13.5%              |
| - Recruitment             | 847  | 708   | 632   | 19.6%              | 12.0%              |
| - 99Acres                 | 207  | 157   | 126   | 31.8%              | 24.6%              |
| <b>Revenues</b>           |      |       |       |                    |                    |
| Info Edge *               | 1098 | 915   | 802   | 20.0%              | 14.1%              |
| - Recruitment             | 786  | 669   | 595   | 17.5%              | 12.4%              |
| - 99Acres                 | 192  | 135   | 112   | 42.2%              | 20.5%              |
| <b>Operating EBITDA</b>   |      |       |       |                    |                    |
| Info Edge *               | 341  | 297   | 227   | 14.8%              | 30.8%              |
| - Recruitment             | 429  | 376   | 321   | 14.1%              | 17.1%              |
| - 99Acres                 | (21) | (30)  | (57)  |                    |                    |
| <b>Operating EBITDA %</b> |      |       |       |                    |                    |
| Info Edge *               | 31%  | 33%   | 28%   |                    |                    |
| - Recruitment             | 55%  | 56%   | 54%   |                    |                    |

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

## Key Financials- Qtrly Update

All numbers in Rs Cr

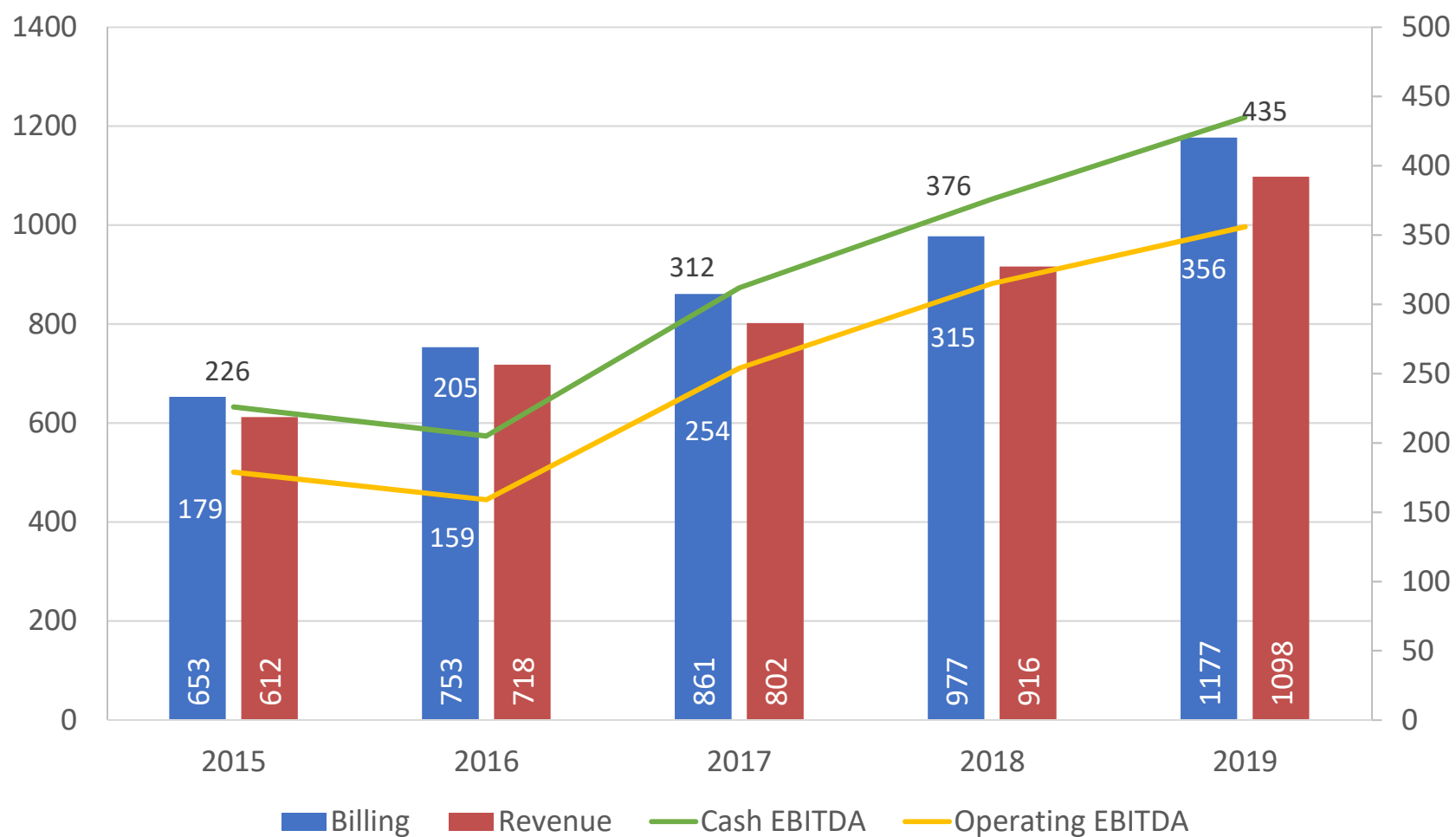
| Description               | Q3'20 | Q3'19 | YOY   | Q2'20 | QoQ     |
|---------------------------|-------|-------|-------|-------|---------|
| <b>Billing</b>            |       |       |       |       |         |
| Info Edge *               | 299.9 | 272.0 | 10.3% | 300.5 | (0.2)%  |
| - Recruitment             | 210.0 | 193.6 | 8.5%  | 209.8 | 0.1%    |
| - 99Acres                 | 54.3  | 49.0  | 10.9% | 60.5  | (10.3)% |
| - JS                      | 22.4  | 17.6  | 27.4% | 20.8  | 7.6%    |
| - Shiksha                 | 13.3  | 11.9  | 11.4% | 9.4   | 41.4%   |
| <b>Revenues</b>           |       |       |       |       |         |
| Info Edge *               | 320.5 | 281.1 | 14.0% | 316.6 | 1.2%    |
| - Recruitment             | 230.3 | 203.7 | 13.1% | 226.4 | 1.7%    |
| - 99Acres                 | 58.2  | 50.4  | 15.3% | 57.0  | 2.0%    |
| - JS                      | 21.4  | 17.7  | 20.7% | 20.8  | 2.8%    |
| - Shiksha                 | 10.7  | 9.2   | 15.8% | 12.5  | (14.1)% |
| <b>Operating EBITDA %</b> |       |       |       |       |         |
| Info Edge *               | 33%   | 30%   |       | 31%   |         |
| - Recruitment             | 58%   | 55%   |       | 55%   |         |

\* 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.



# Financial performance\*

## Info Edge Billing and Cash EBITDA\*\* (Rs crore) trend

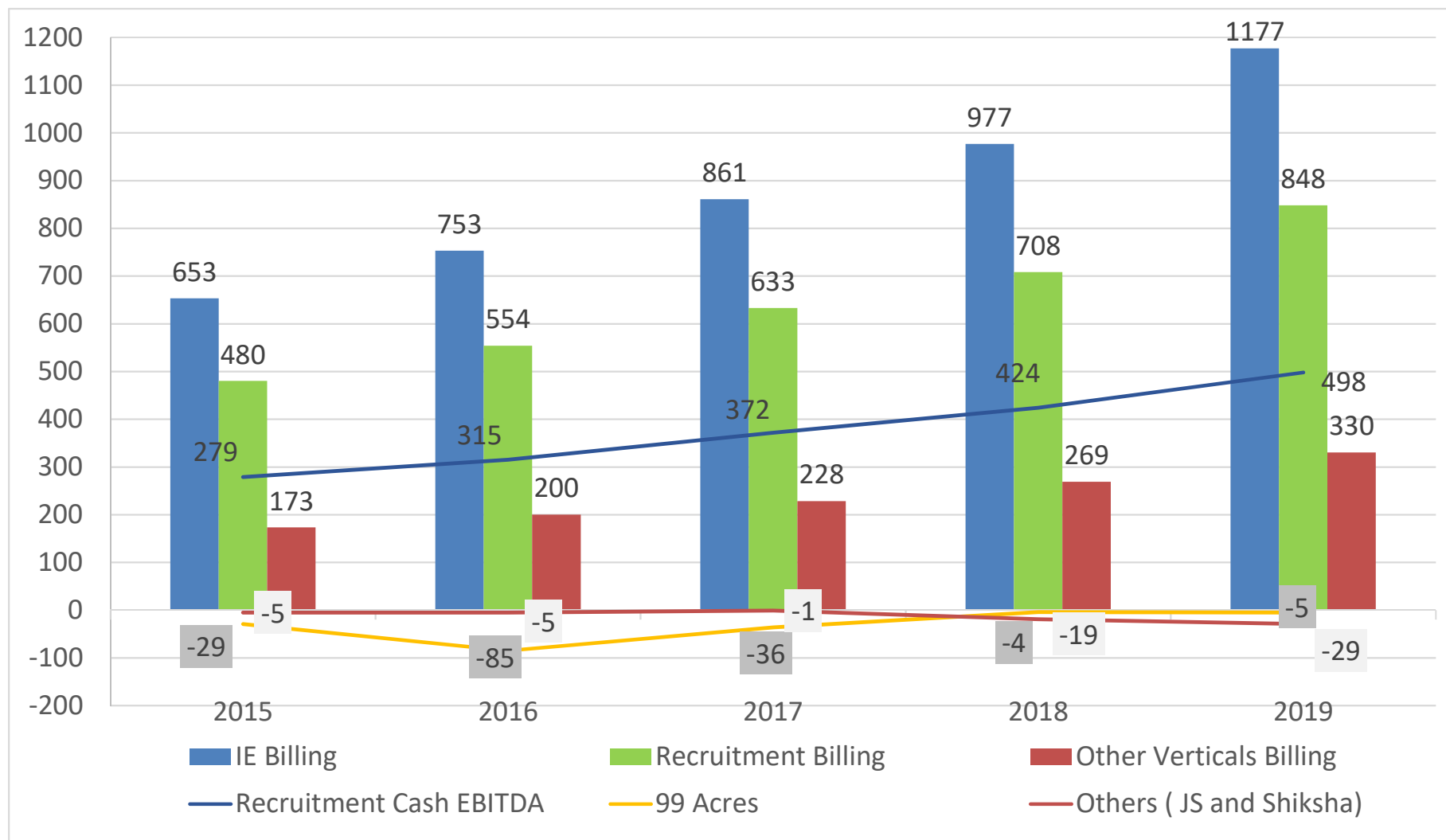


\* IND-AS numbers for FY17-FY19; Rest all years in I GAAP

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

# Billing and Cash EBITDA\*

## Segmental Billing and Cash EBITDA\*\* (Rs crore) trend

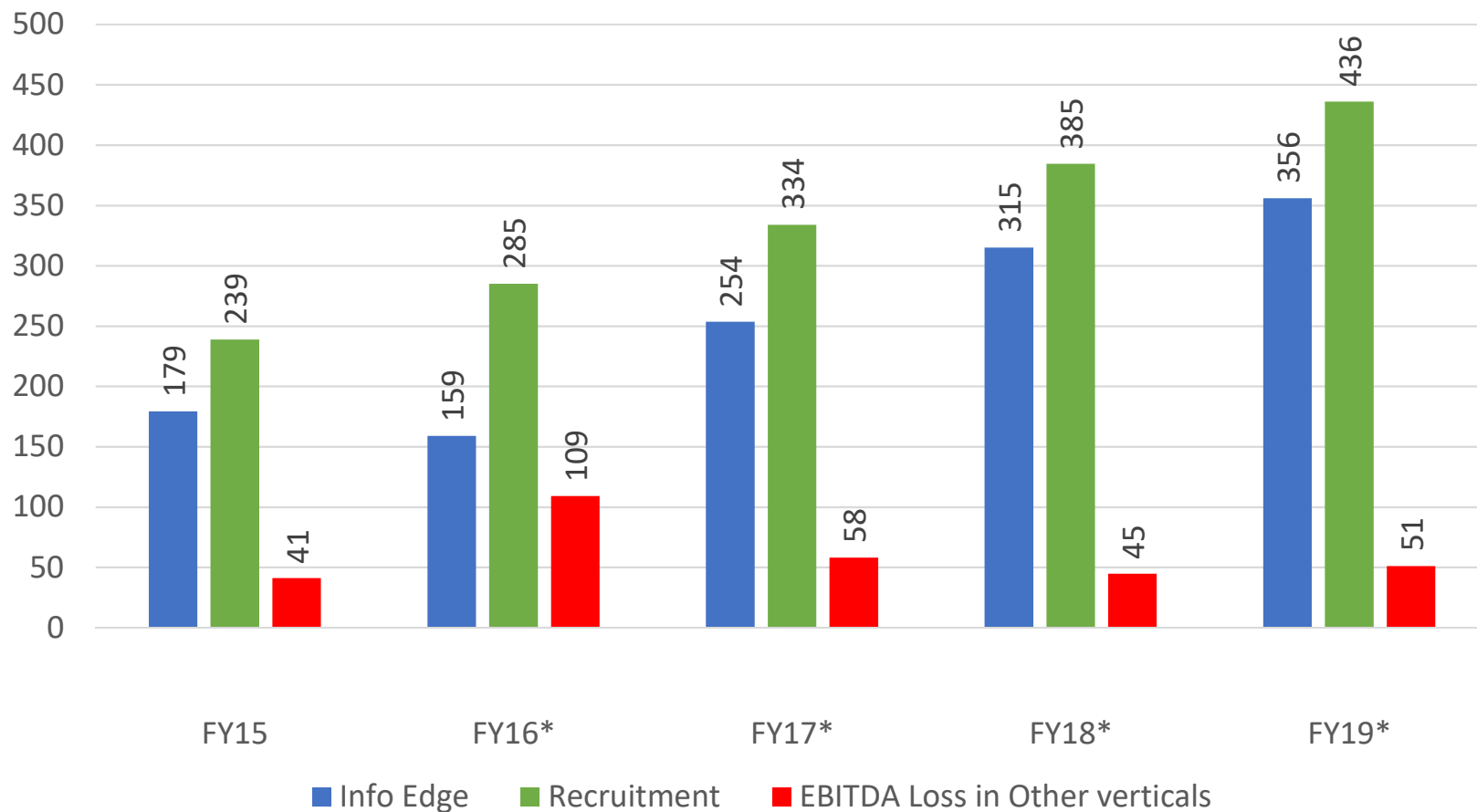


\* IND-AS numbers for FY16-FY18; Rest all years in I GAAP

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

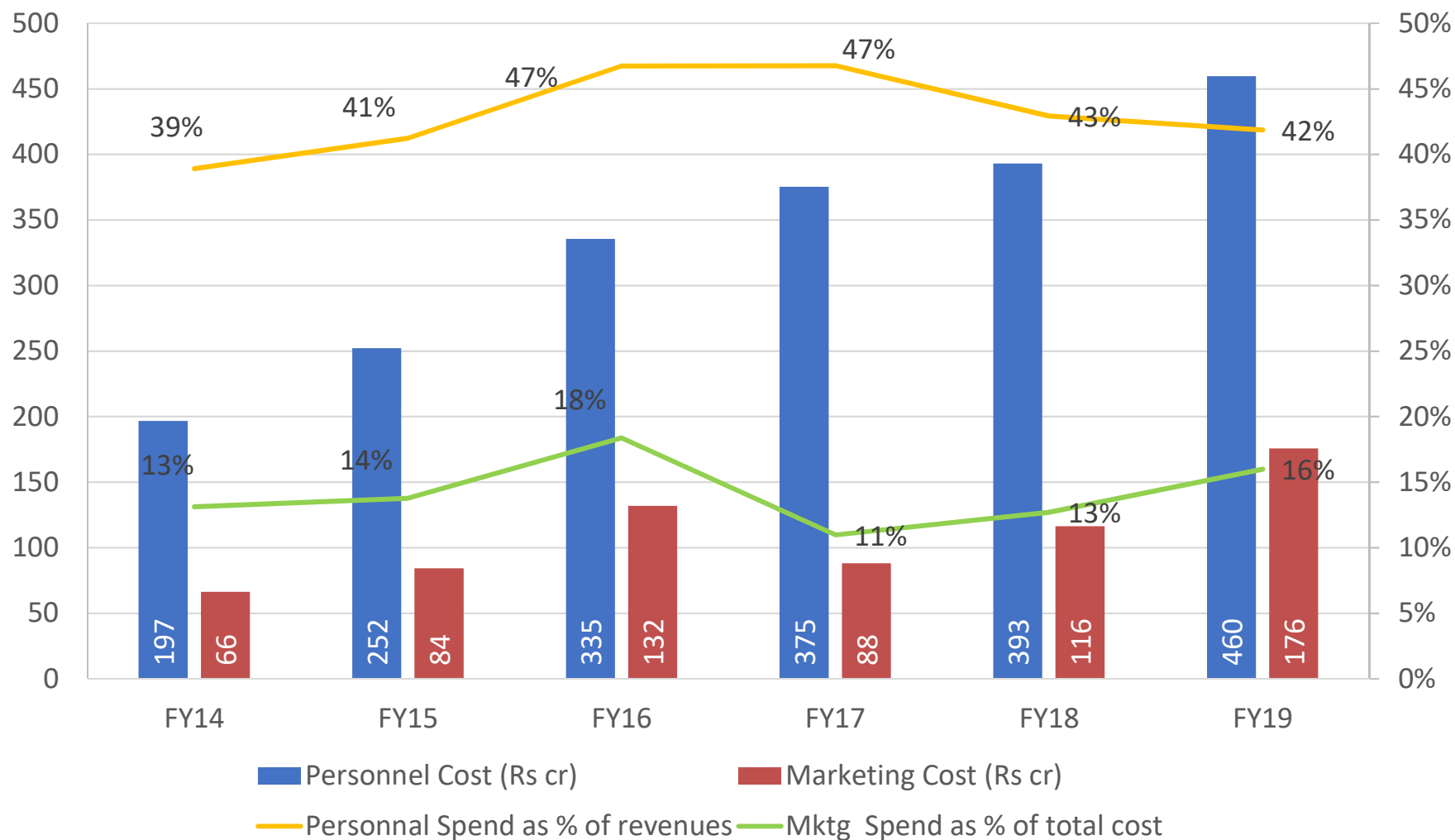
# Operating EBITDA\*

Info Edge and Segment-wise EBITDA (Rs crore)



\* FY17 - FY19\* in the charts above are based on IND-AS numbers; rest all years which are as per I GAAP

## IP and Brand - Key Value Drivers for Info Edge

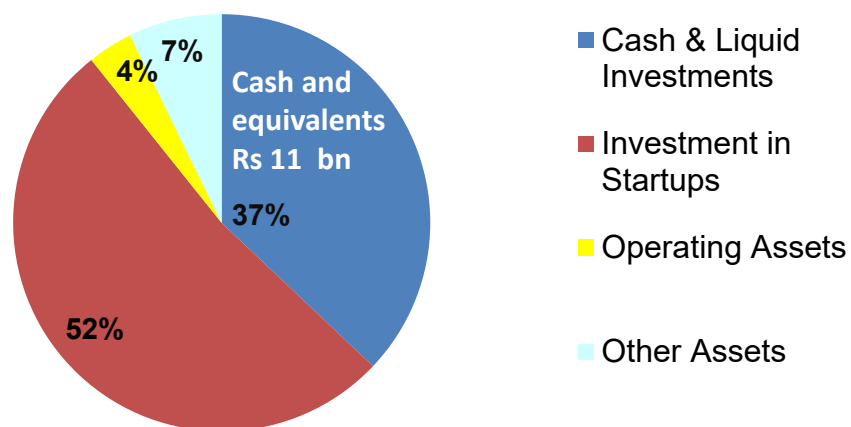


- Manpower and marketing constitute ~84% of our total standalone expenses
- Consistent investment in marketing efforts and IP creation leading to a strong network effect , platform and brand presence for Info Edge across verticals.

# Assets and funds Allocation

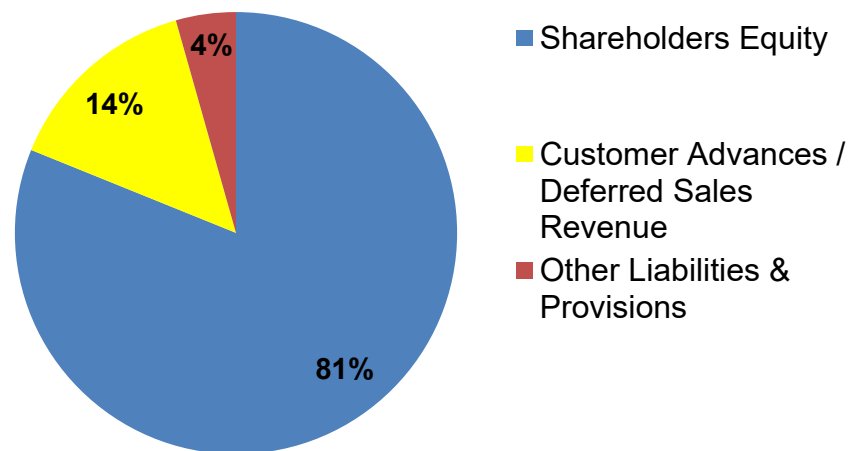
As of Dec 31, 2019

## Assets



Total: 3,050 crore

## Liabilities



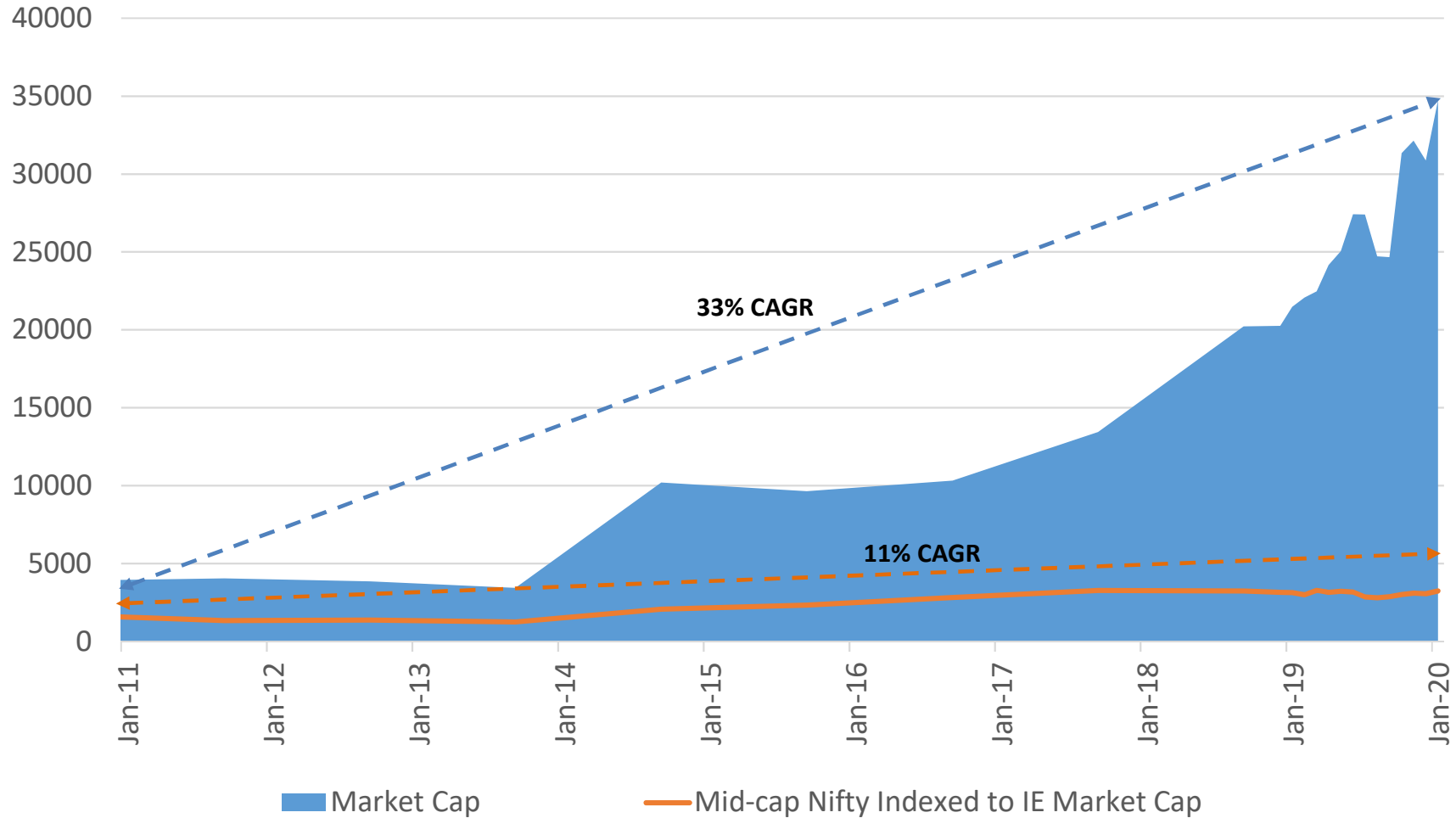
Total: 3,1089 crore

- High margins due to operational leverage
- Strong cash generation due to high margins. ( Cash Balance includes Bank Balance with 100% subsidiaries)

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

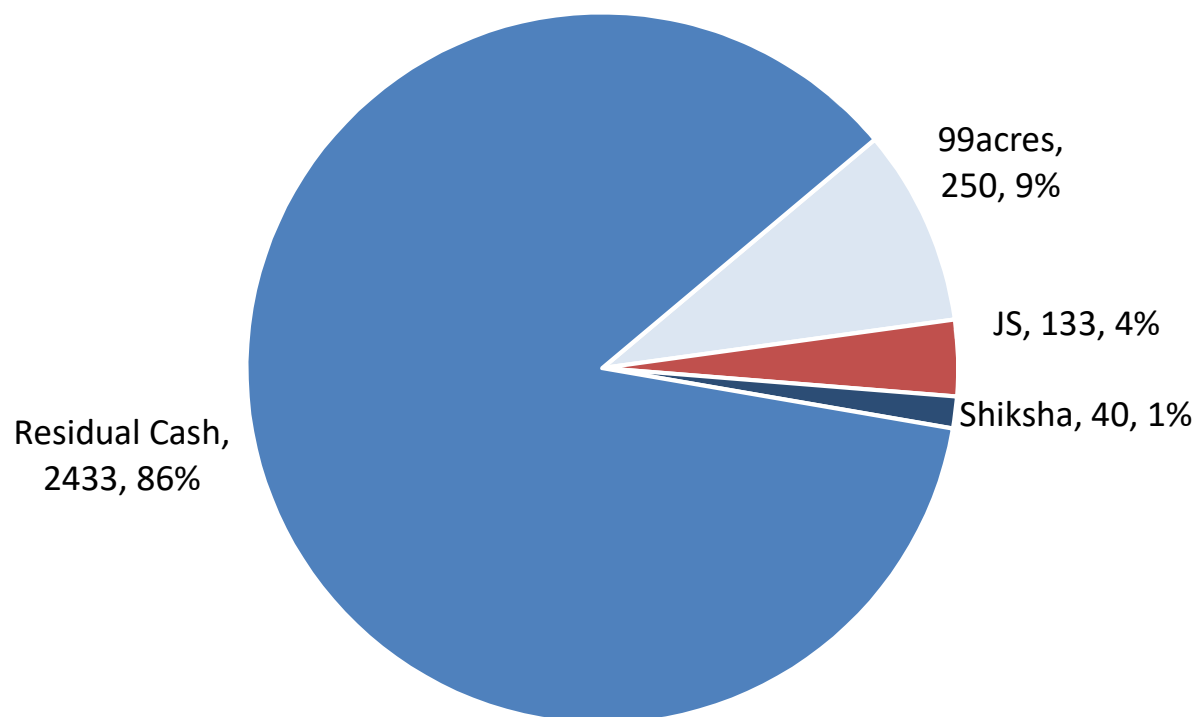
# Market cap performance

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



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

Total Cash generated from Recruitment business since inception (Rs crore)



**14% of the cash generated by recruitment has been used to fund other businesses till FY19**

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



# Board of Directors

## Whole time

### Sanjeev Bikhchandani (56)

Founder and Executive Vice  
Chairman

BA Econ. St. Stephen's.

PGDM IIM-A

Previously with GlaxoSmithKline

### Hitesh Oberoi (47)

Managing Director and CEO

B.Tech IIT Delhi,

PGDM IIM-B

Previously with HLL (Unilever)

### Chintan Thakkar (53)

Director and CFO

Chartered Accountant

Previously with Computer  
Associates, India

## Non Executive

### Kapil Kapoor (55)

Chairman & Non Executive  
Director

B.A.Econ, PGDM IIM-A

Previously COO (Global Business  
Development), Timex Group

## Independent

### Saurabh Srivastava (73)

Independent Director

B.Tech IIT Kanpur,

M.Sc Harvard

Founder IIS Infotech

(Now Xansa)

NASSCOM, TIE, IAN, IVCA

### Naresh Gupta (53)

Independent Director

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

Previously MD, Adobe India

### Bala Deshpande (53)

Independent Director

MA Econ., MMS JBIMS

Sr. MD, New Enterprise  
Associates (NEA)

### Ashish Gupta (53)

Independent Director

B Tech IIT-K, Doctorate from  
Stanford University

Founder Tavant Technologies,  
Junglee; Amazon

### Sharad Malik (56)

Independent Director

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

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

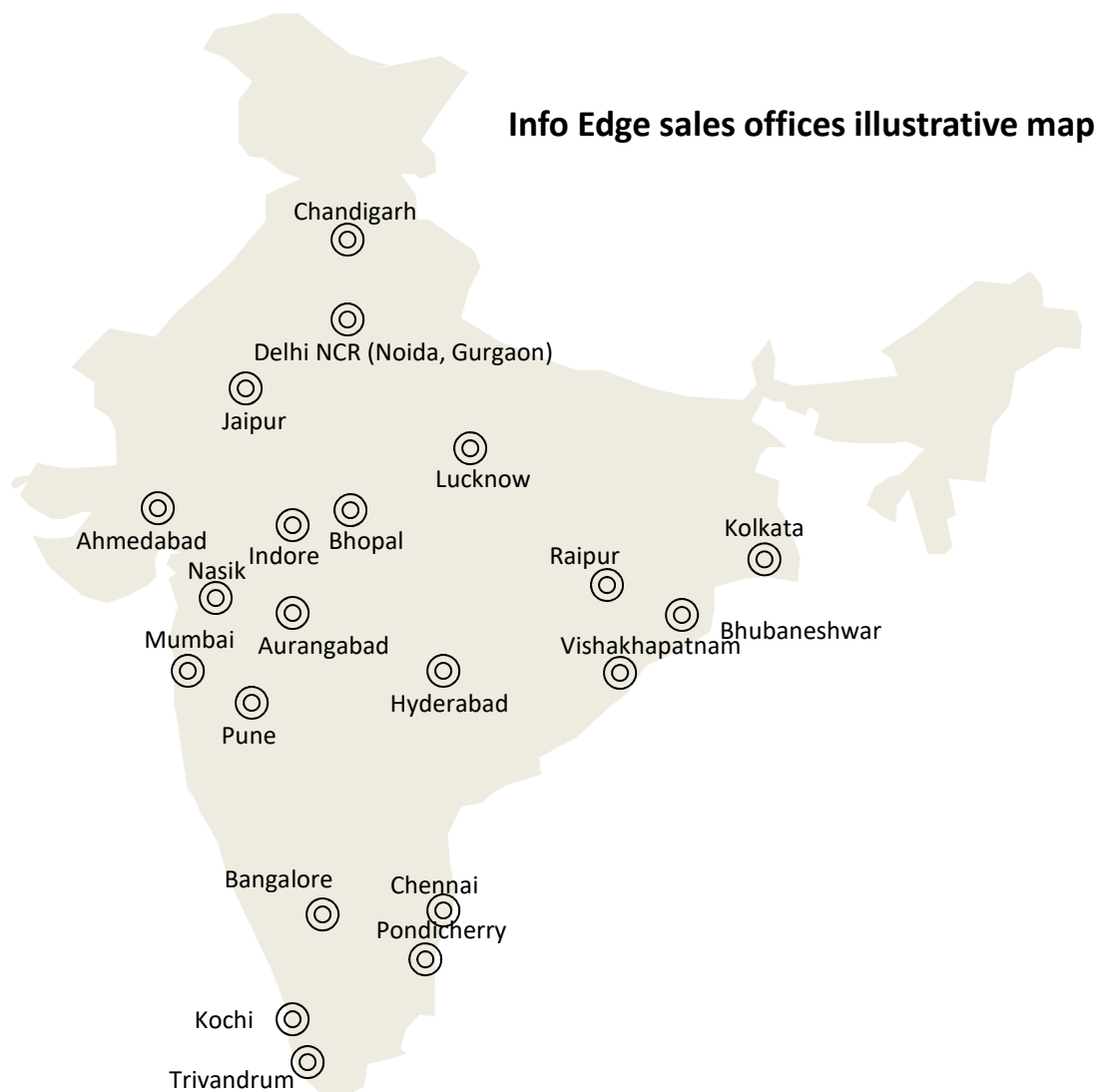
### Geeta Mathur ( 53)

Independent Director

Chartered Accountant

Associated with ICICI Bank,  
Helpage India, IPE Global.

# Nationwide sales/customer interface infrastructure

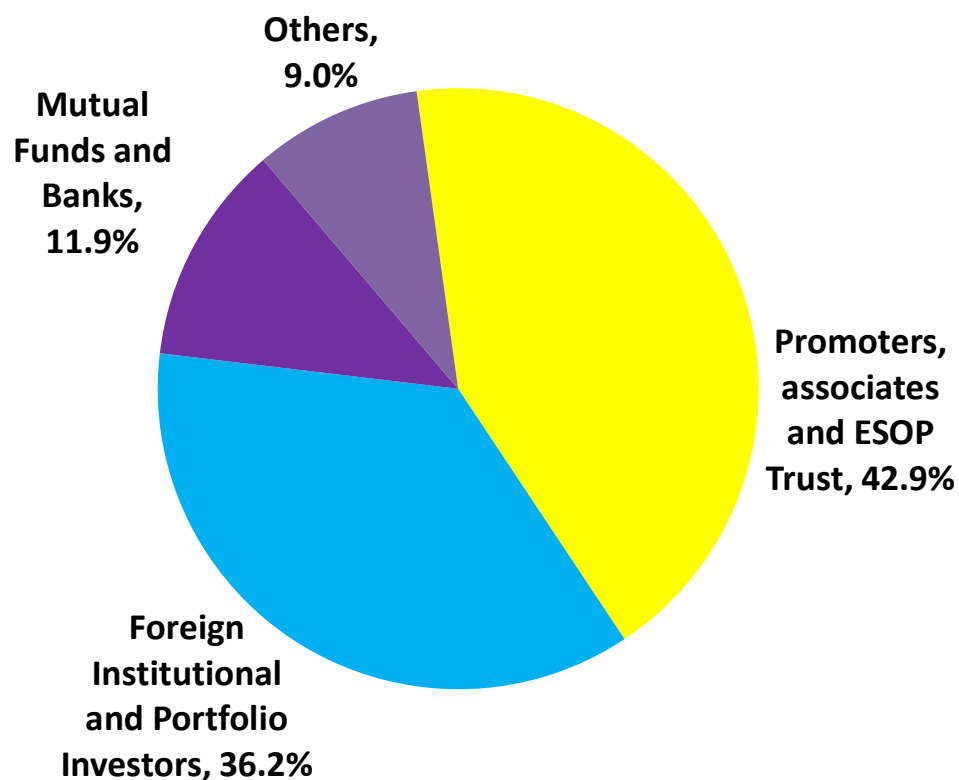


## Key Observations

- Nation wide coverage through 77 company branch offices in 47 cities in India
- ~ 3041 sales/ servicing/ client facing staff or 66% of the company's\* workforce of ~4589

# Shareholding

As of Feb 2nd, 2020



| Mutual Funds/ FPIs/FIIs/Banks | % of Shares |
|-------------------------------|-------------|
| Axis Mutual Fund + Schroders  | 6.00%       |
| Ward Ferry                    | 3.22%       |
| Nalanda                       | 3.15%       |
| Amansa                        | 2.33%       |
| UTI -various                  | 2.02%       |
| Vanguard                      | 1.71%       |
| Ishares                       | 1.67%       |
| Goldman Sachs EM Fund         | 1.55%       |
| Wasatch - various             | 1.19%       |
| SBI                           | 0.90%       |
| Matthews                      | 0.84%       |
| Postal Life Insurance Fund    | 0.83%       |
| Amundi Funds                  | 0.75%       |
| ICICI Prudential              | 0.64%       |
| Franklin Templeton MF         | 0.61%       |
| Fidelity                      | 0.58%       |
| TVF Fund                      | 0.57%       |
| Cartica Capital Ltd           | 0.55%       |
| Aditya Birla MF               | 0.53%       |
| People Bank of China          | 0.52%       |

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

The screenshot displays the Naukri.com website interface. At the top left is the Naukri.com logo with the tagline "India's No.1 Job Site". The main navigation bar includes "JOBS" (highlighted), "RECRUITERS", "COMPANIES", "SERVICES", "MORE", "LOGIN", "NOTIFICATIONS", "Employer Zone", and "Buy Online". Below this is a secondary navigation bar with "All Jobs", "IIT/IIM Jobs", "Govt. Jobs", "International Jobs", and "Walk-in Jobs".

The main content area is divided into several sections:

- Search Jobs:** A search bar with the text "Search Jobs" and a blue "Search" button.
- Recent Searches:** A list of recent searches including "java programmer- 186 new jobs" and "investor relation- 135 new jobs".
- Recommended Jobs:** A section titled "Recommended Jobs 27" featuring a job listing for "Head Public Relations - Technology - MNC PR Firm, Bangalore" with requirements "12-18 Years" and "Bengaluru/Bangalore". A "View All Jobs" link is provided below.
- New to Naukri?:** A section with an orange "Register with us" button, the text "or", and a blue "Upload CV" button. Below the upload button, it specifies "Max 2 MB, doc, docx, rtf, pdf" and "We will fill your details".

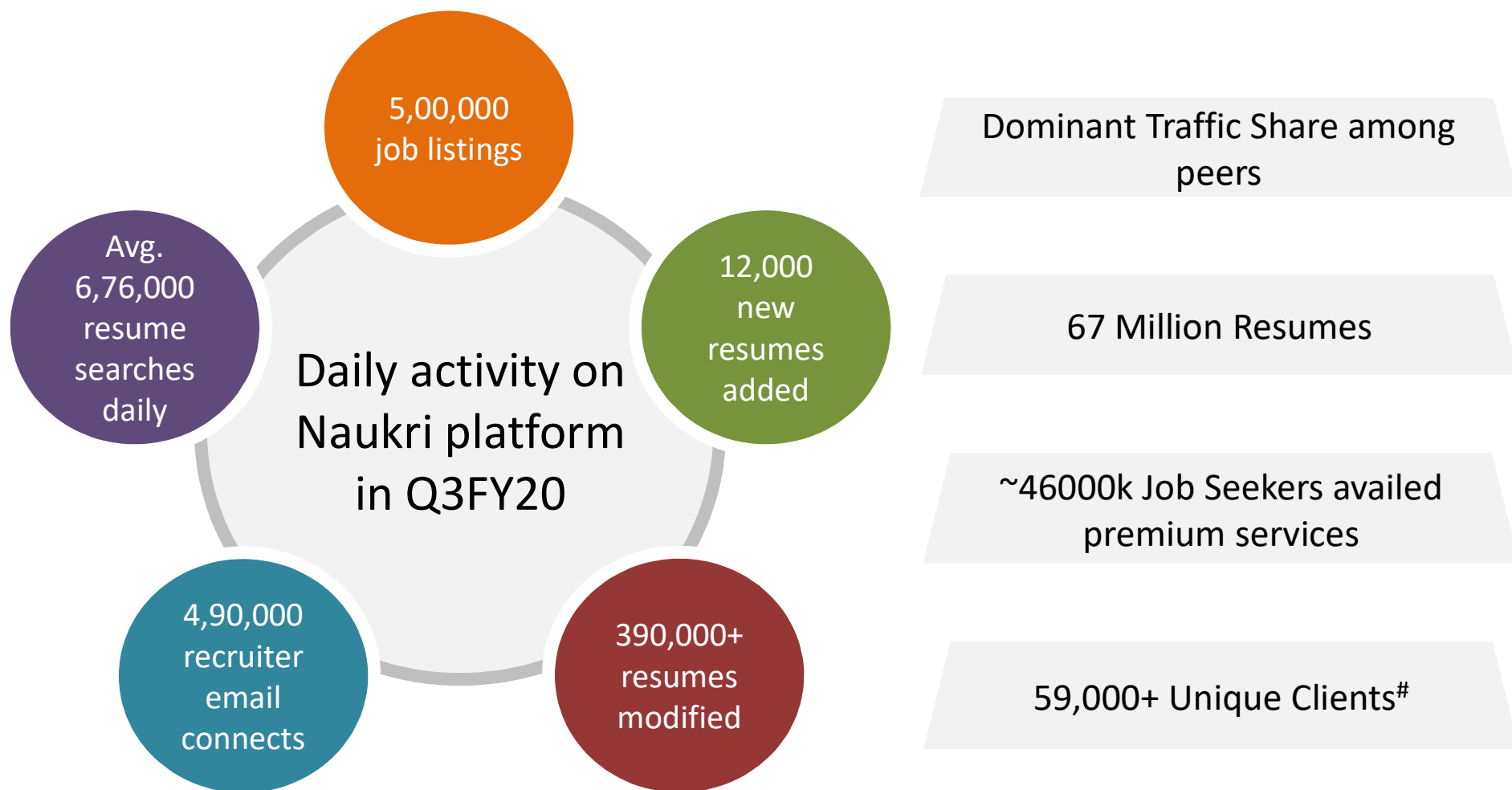
Below the main content area is a horizontal banner with several elements:

- Buttons for "HIRING" and "APPLY NOW".
- Logos for Shell, Genpact, and Synechron.
- Text: "Get best matched jobs on your email. No registration needed".
- A green "Create a Job Alert" button.

At the bottom, there are two sections:

- Top Employers:** A box featuring the Virtusa logo with the tagline "Accelerating Business Outcomes".
- Best Places to Work:** A section with tabs for "All Sectors", "Information Technology", "Manufacturing", and "Services".

# Key operating metrics for Naukri

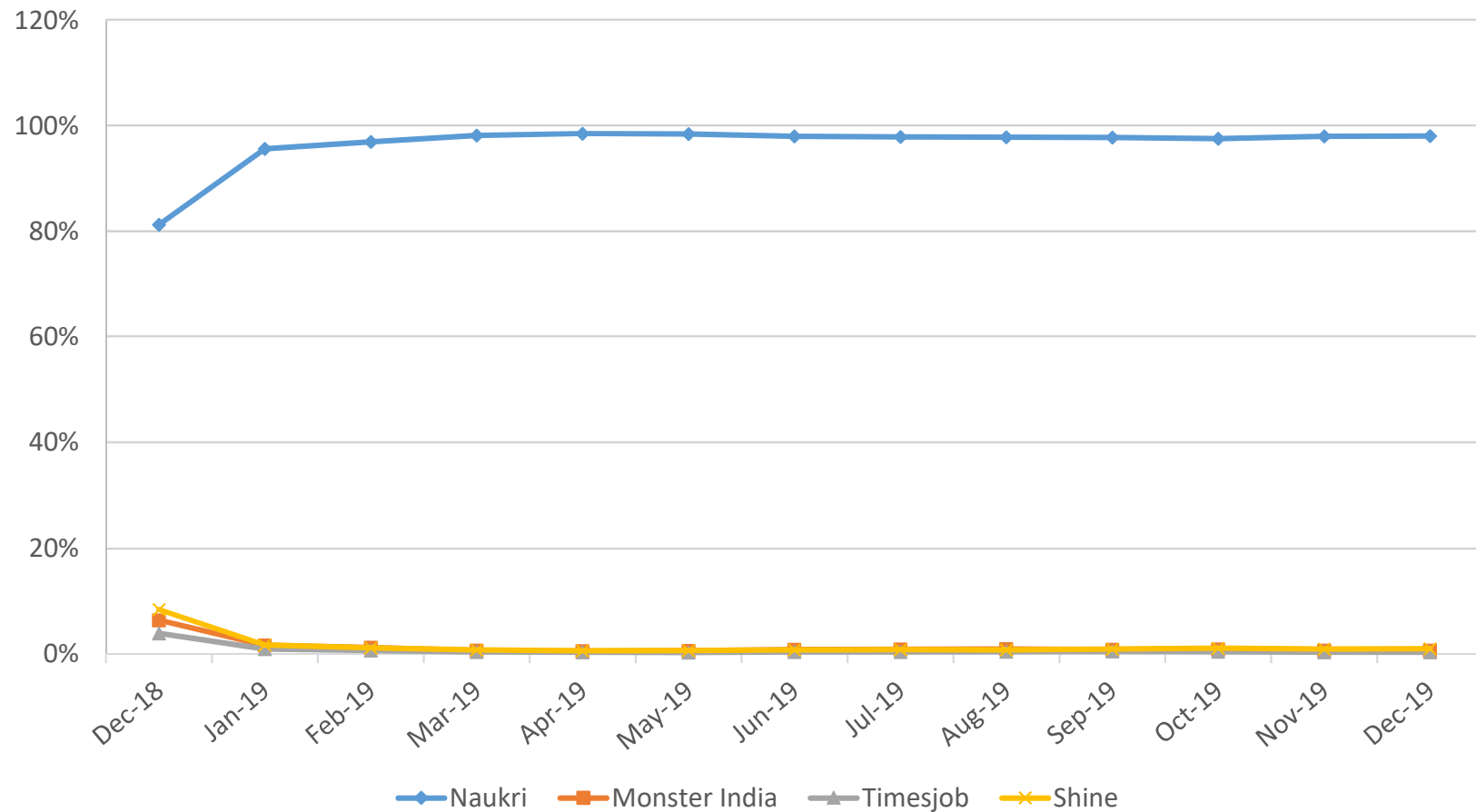


\* Comparison among traditional job-boards (excludes LinkedIn and Indeed)

# Based on IND-AS revenue

# Naukri traffic share among traditional job sites

Overall traffic (from desktops, web mobile& app) on time spent

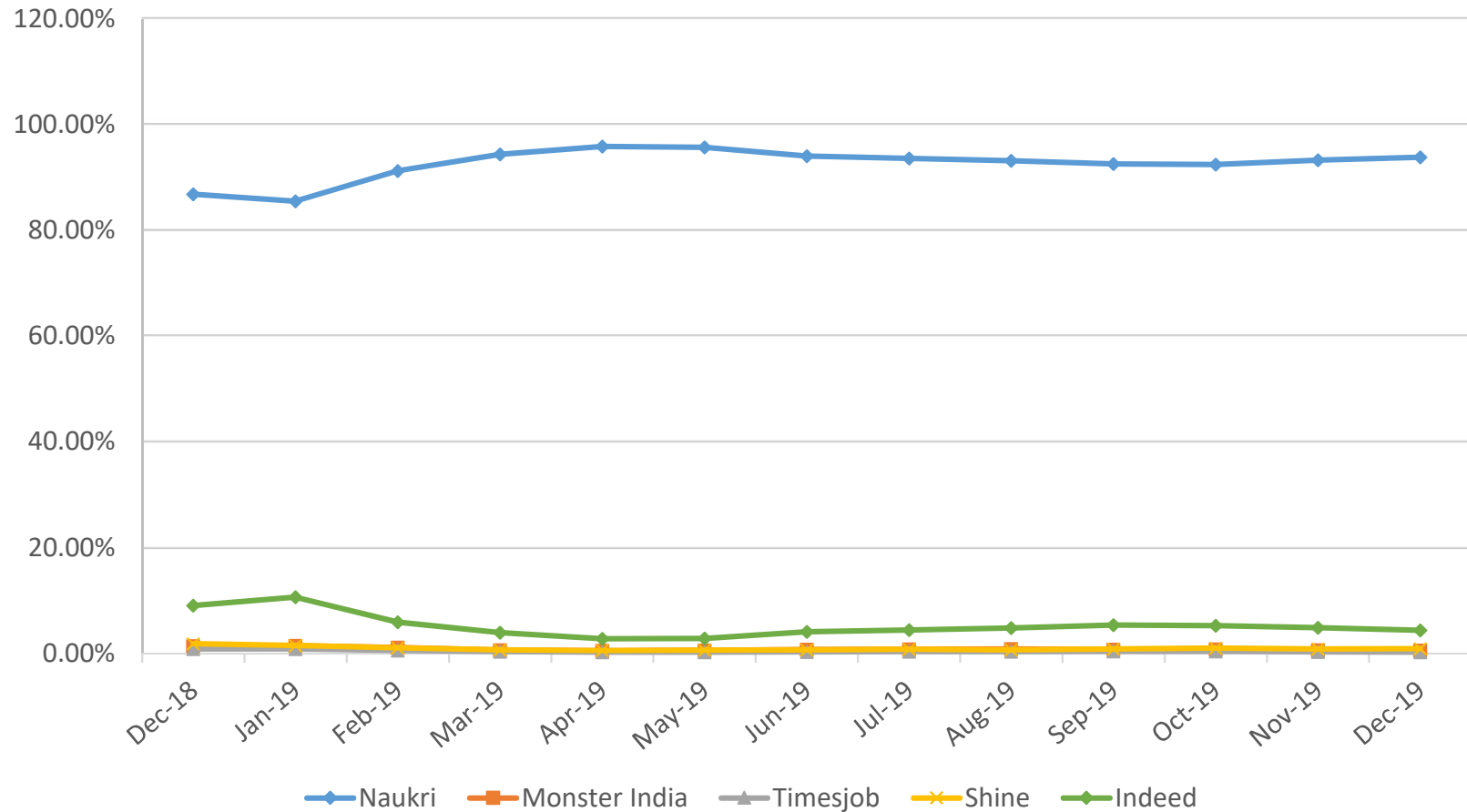


Source: SimilarWeb

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

# Naukri traffic share among traditional job sites

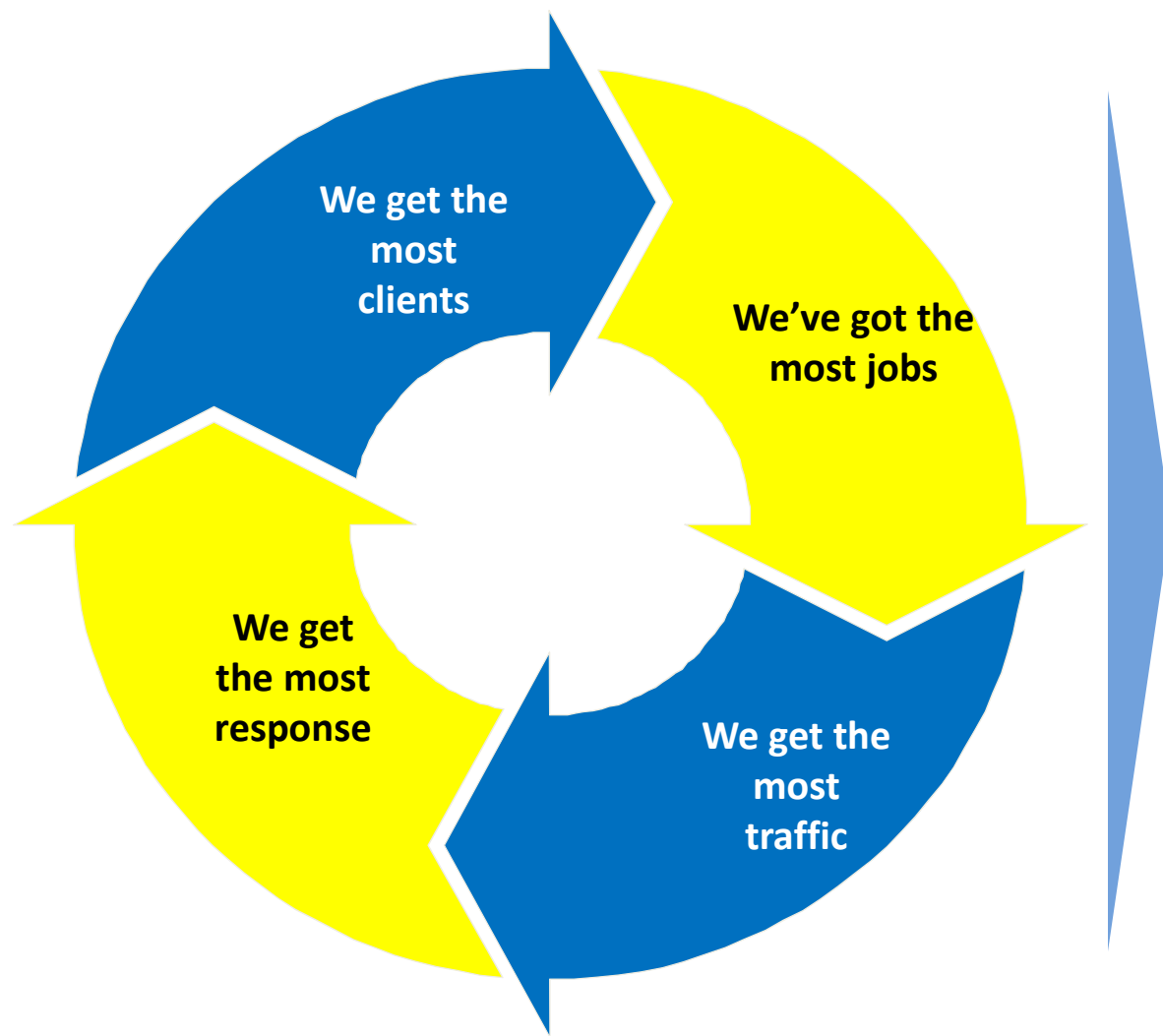
Overall traffic (from desktops, web mobile& app) on time spent



Source: SimilarWeb

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

# Naukri is a business of the virtuous circle



## Benefits

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

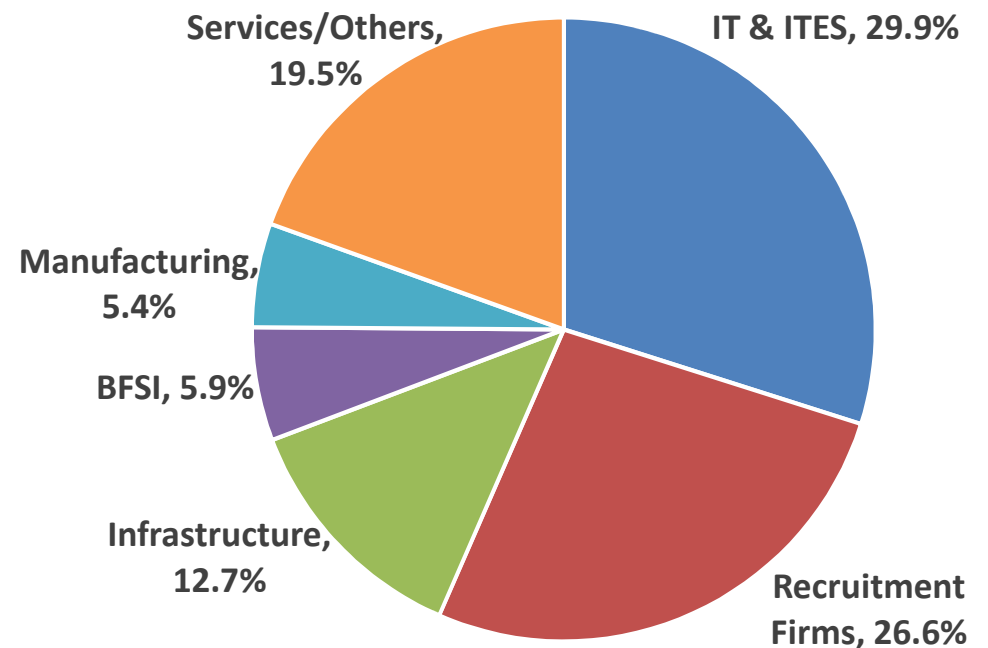
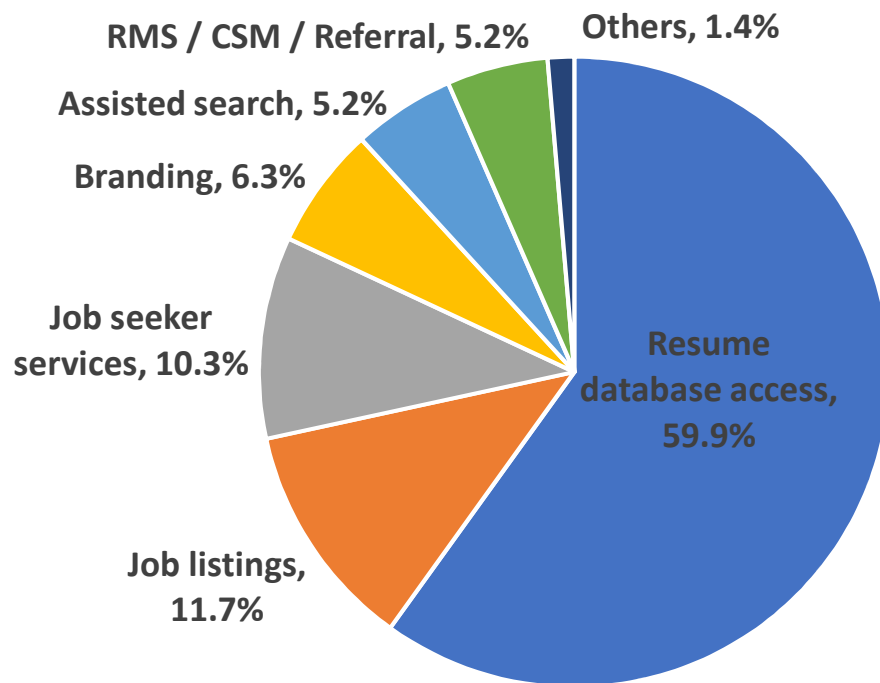


# Revenue sources for Naukri

- B2B revenues 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

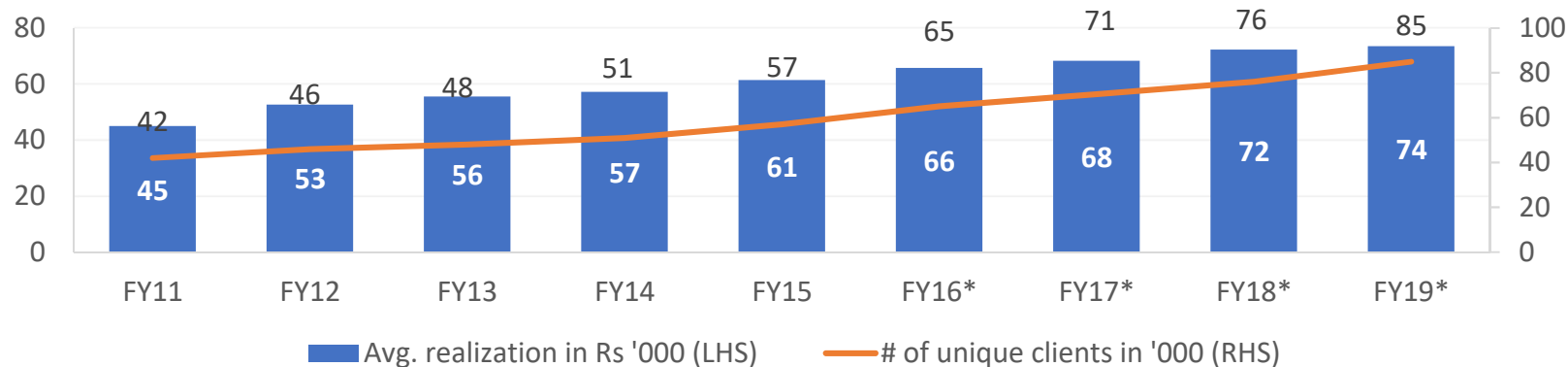
Data for trailing 12 months to Dec 2019



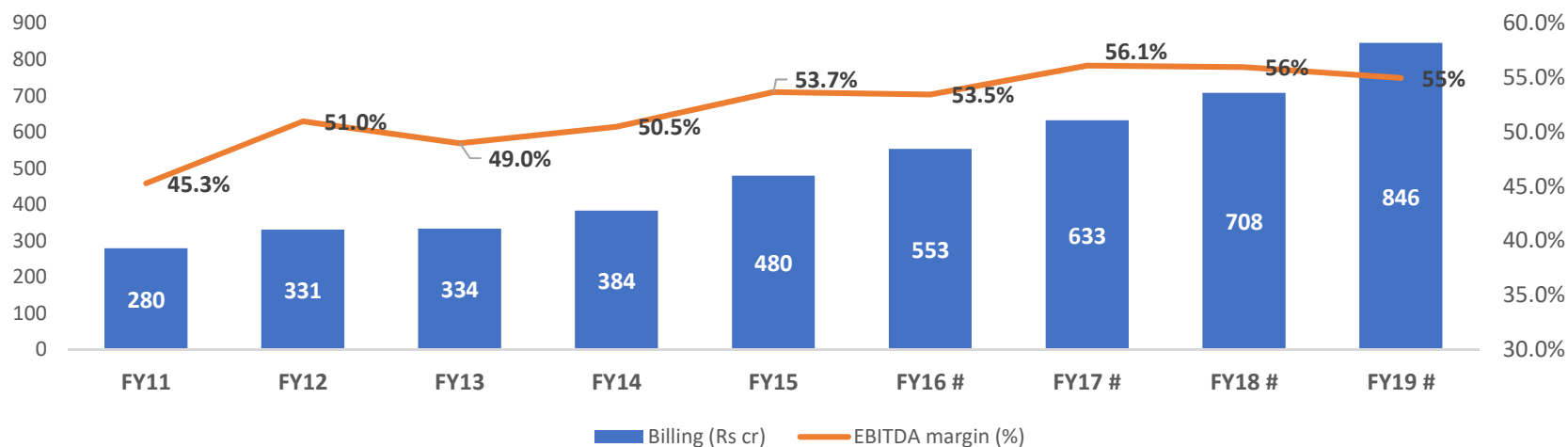
~50% of consultants caters to IT/ ITES industry. Accordingly, IT and ITes contributes ~40-42% of overall revenues.

# Increasing realization per unique client with increasing number of customers\*

Naukri India - Revenue per client and # of clients



Recruitment Segment Billing and EBITDA Margin



\* # FY16 - FY19 numbers in IND-AS, rest all periods in IGAAP.

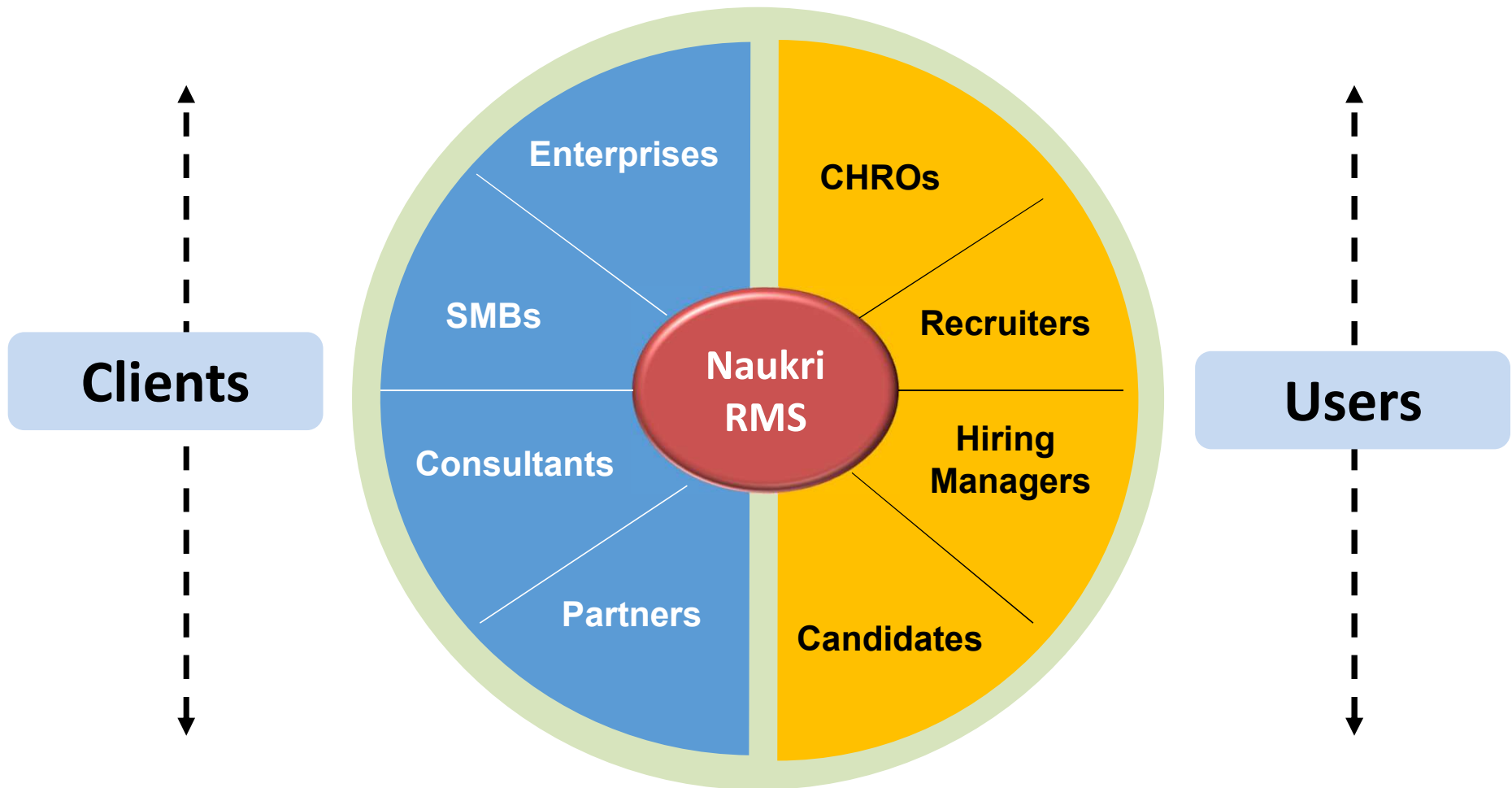
# Naukri Investment strategy



# iimjobs.com

- IEIL acquired 100% stake of High Orbit Careers Pvt Ltd (Domain: iimjobs.com) in all cash deal.
- iimjobs.com is India's leading recruitment platform for management professionals
- Active 10k jobs and 1.46 million job applicants
- Catering to 400 Corporate Customers – American Express, Amazon, Cognizant, GSK, Credit Suisse, Capgemini, HSBC, Goldman Sachs, IBM, Gap Inc, JPMC, etc
- Consistent billing growth of 22% for last 3 FY.
  - FY'17 – Rs 112 Mn
  - FY'18 – Rs 149 Mn
  - FY'19 – Rs 182 Mn
  - H1'20 billing – Rs 102.8 Mn up by 19% YOY.

# 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**

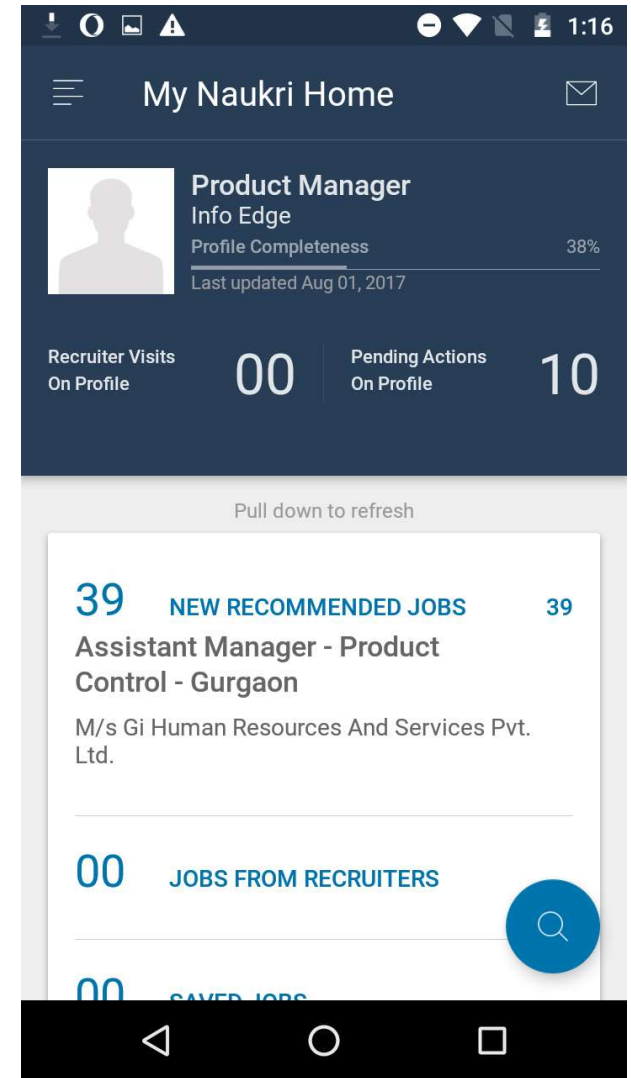
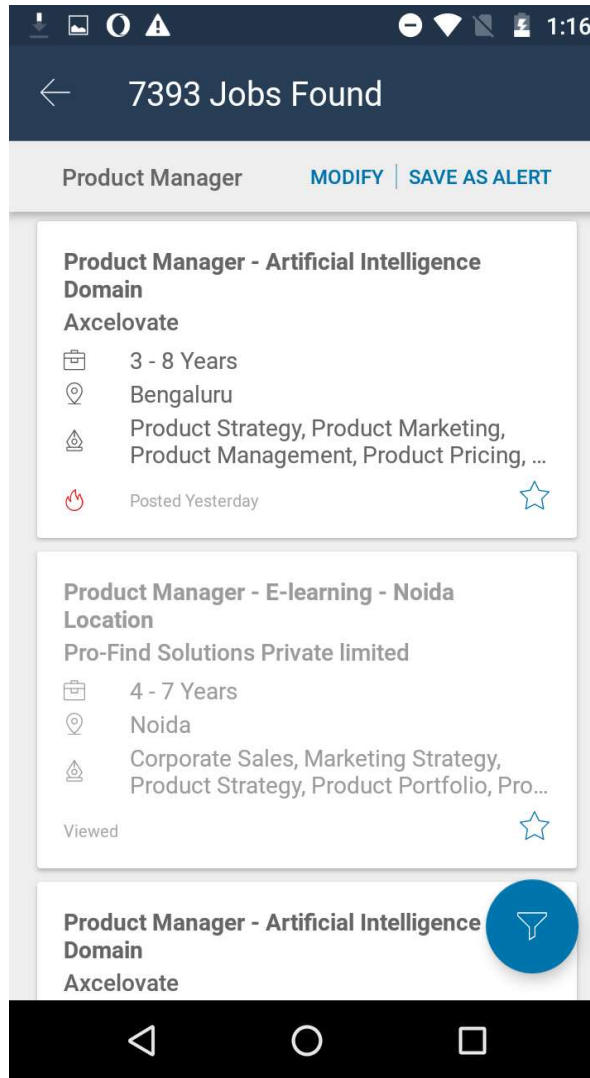
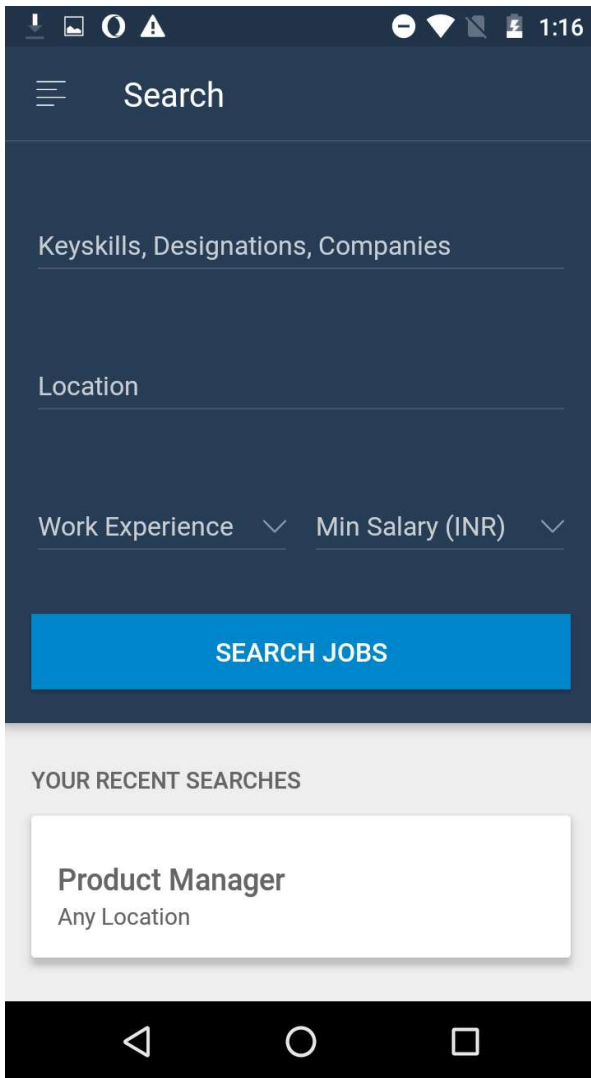
Automates hiring process, right from  
requisition to offer

**naukri**  
**RMS** | ENTERPRISE

**naukri**  
**RMS** | CONSULTANT

**naukri**  
**RMS** | REFERRAL

# 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)  | 550  | 127                           | ~485,000              | 4.4   |
| Seek ANZ^           | 310  | 13.2                          | 200,000 (AP&A)        | 5.0   |
| Recruit# (Japan)    | 3,062  | -                             | -                     | 53.1  |
| Info Edge**         | 111  | 64                            | 85,000                | 2.1   |

\* Annual report/ presentation for year ended December 31, 2018

^ Domestic revenue from Australia & New Zealand as per presentation for year ended June 30, 2019. AP&A – Asia Pacific & Americas # financial nos./ corporate presentation for year ended March 31, 2019, total revenue of Recruit is ~USD 22 bn of which ~14% (mentioned above) is from HR technology SBU

\*\* As per latest annual numbers

\*\*\* Some of the companies may be operating in other businesses, so the market cap numbers are not necessarily comparable. The number for Info Edge represents Recruitment business average valuation as per analysts covering the stock

# 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

استثمار العقارات الفاخرة  
**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  
**NEWCOUNTY 1**  
Naya Raipur  
279 Bungalows / 416 Apartments

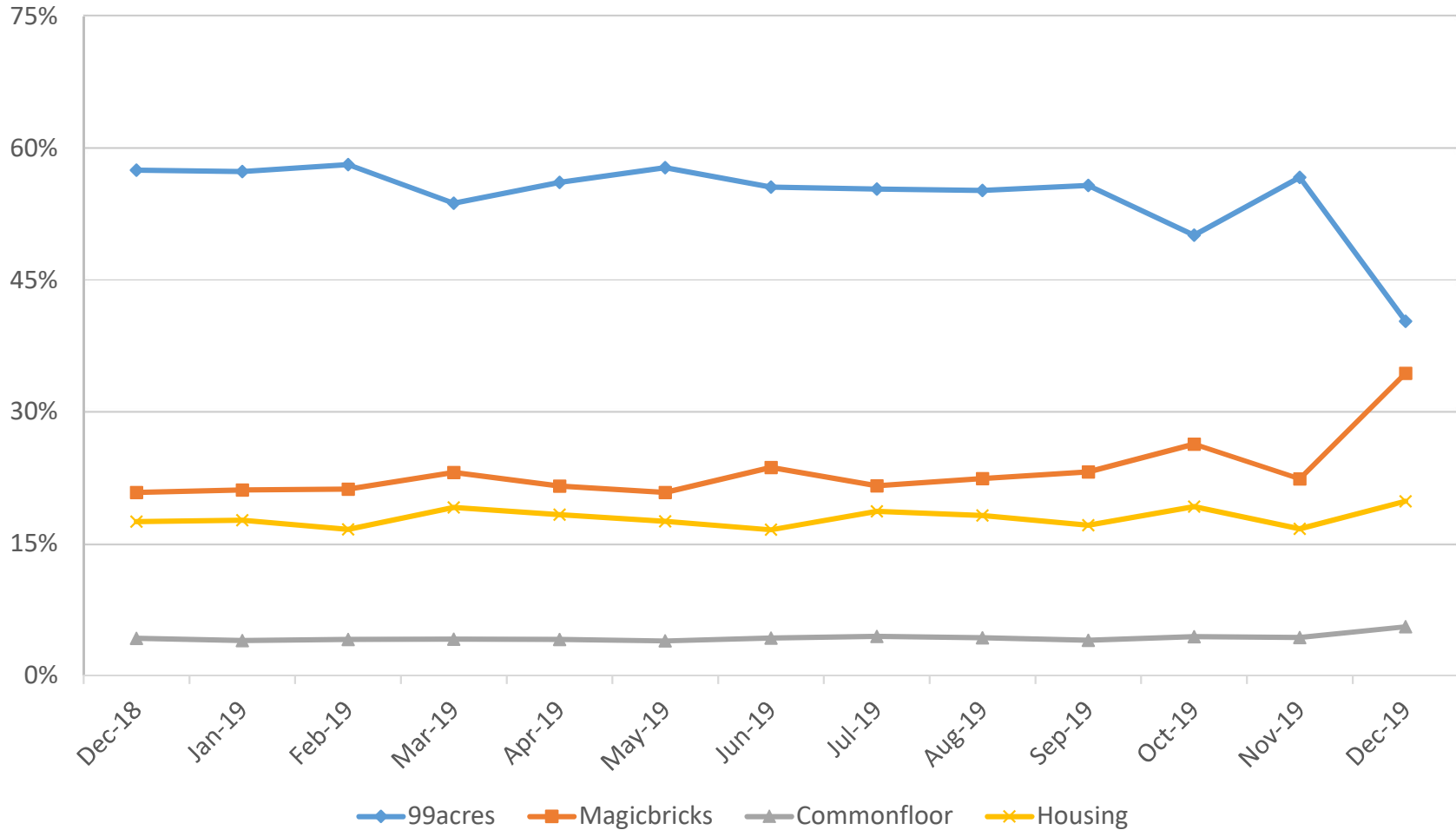
**AVINASH NAYA RAIPUR**  
Ready to r  
Apartment

# Online Real Estate marketing business in India

- Real estate is one of the largest spender on advertising in print media
- Our estimate of spend on online real estate portals is about Rs 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

# 99acres traffic share

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

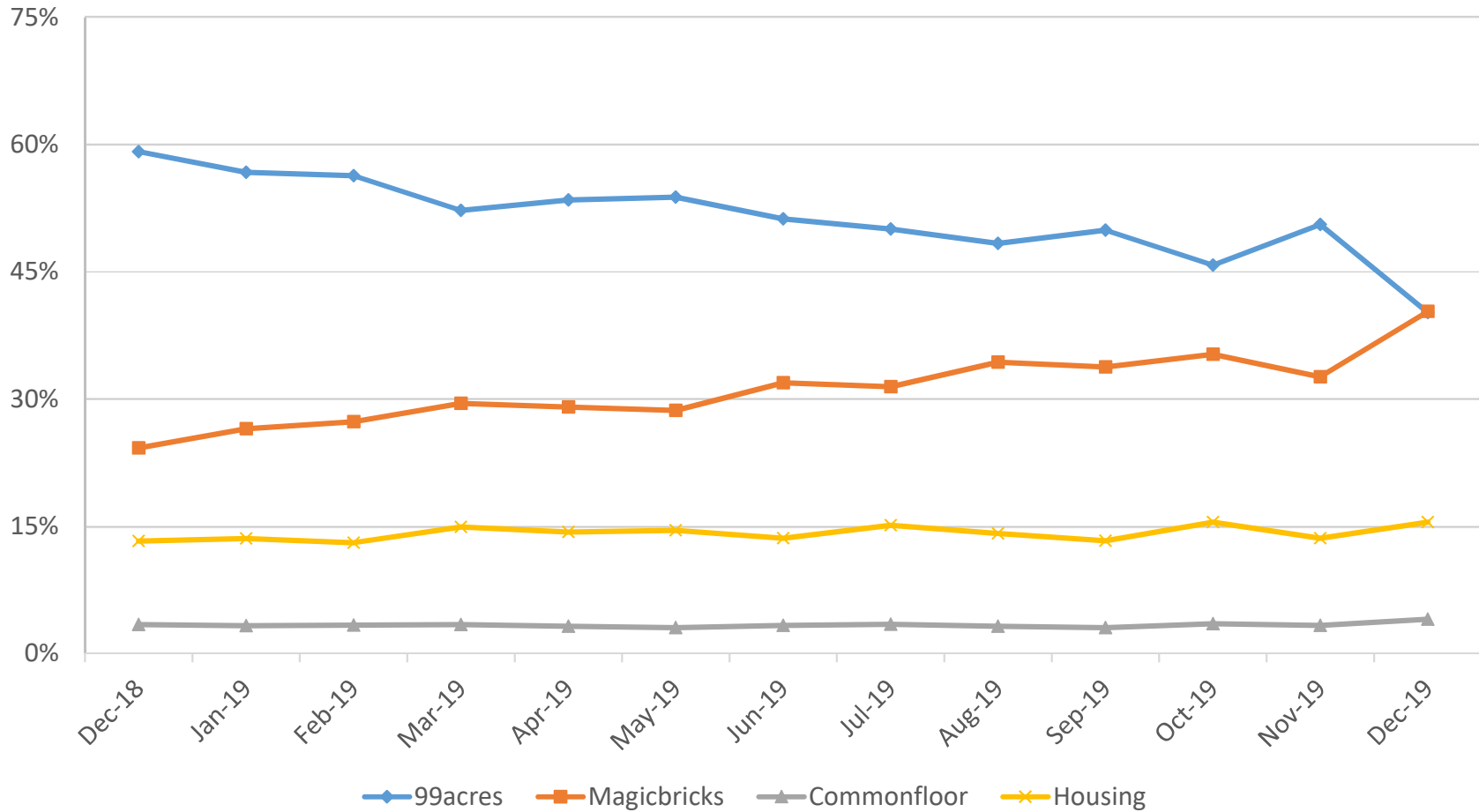


Source: SimilarWeb

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

# 99acres traffic share

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



Source: SimilarWeb

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

# 99acres business model



## Revenue Model

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

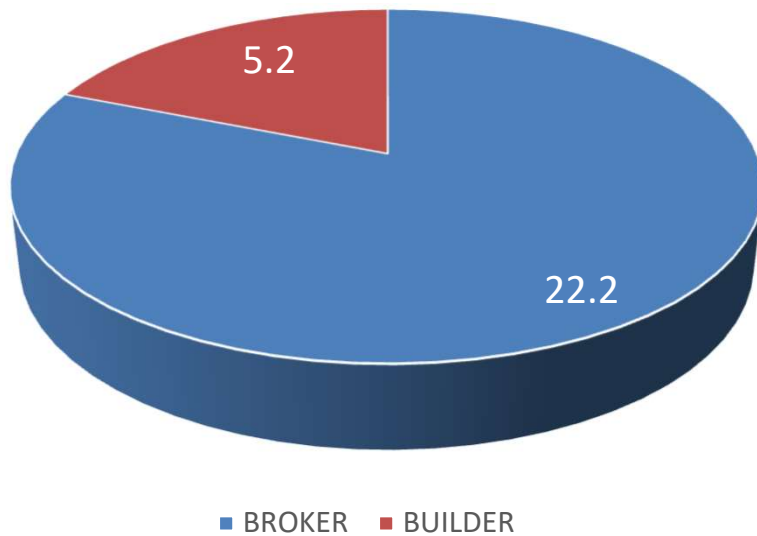
## Key business metrics for 99acres

- **As of Dec 31, 2019**
  - Total projects 166,583+ (under construction or ready-to-move-in)
  - Total listings 1,004,378 (including 364,727 owner listings)
    - Residential 836,244
    - Commercial 168,134

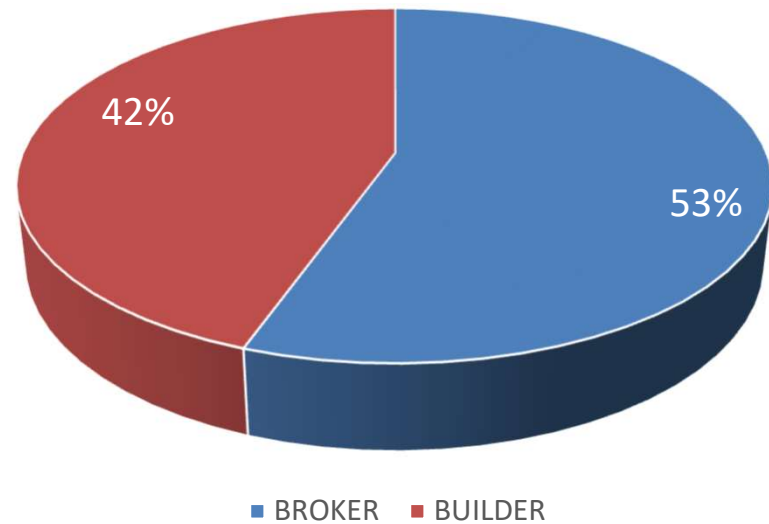


# Break-up of Customers and Billing

No. of customers in '000

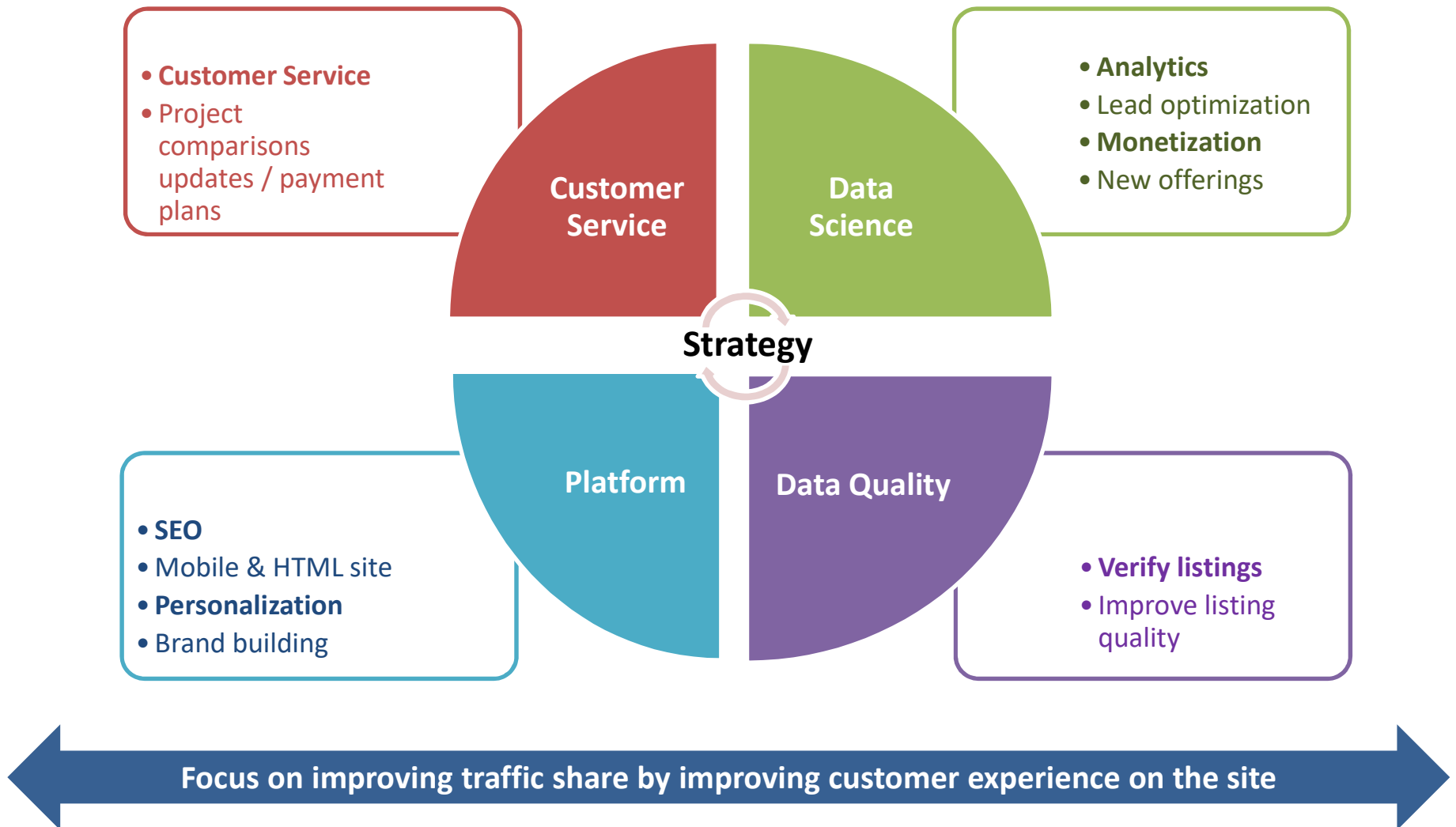


Billing breakup by customer type



*Data for trailing 12 months to Dec 2019*

# 99acres –strategy

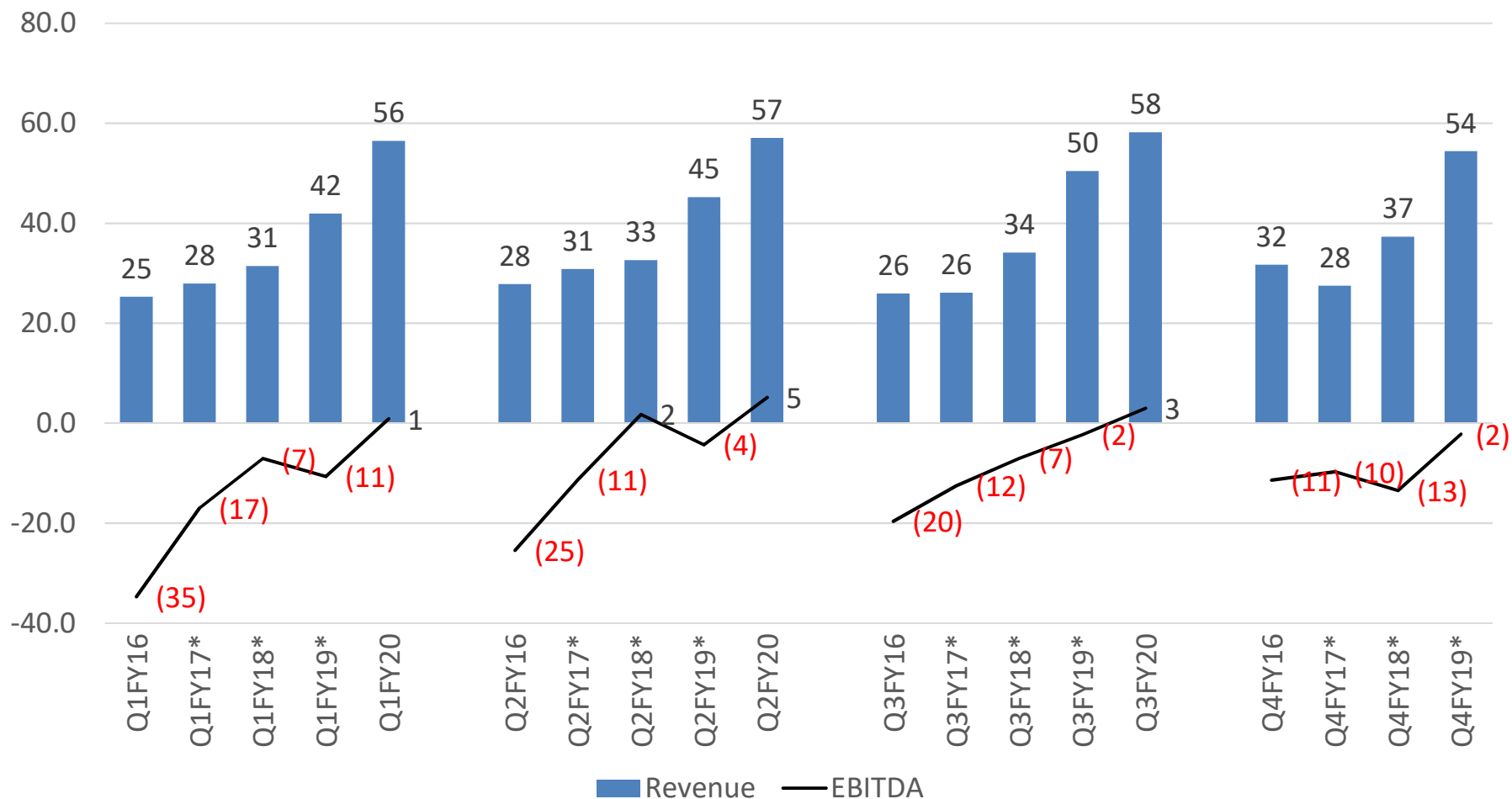


## 99 acres Peer Comparison

- **Leadership position maintained**
  - We have maintained highest traffic share for 99acres for past several quarters
  - To ensure data quality, innovation and customer retention, we have increased our investments in product / data quality / marketing
- **Listings growth intact**
  - Listings growth on 99acres has remained intact, primarily driven by broker segment.
- **Aggressive marketing spends by competitors**
  - MagicBricks has been spending aggressively on print and TVCs
  - Housing has started advertising again.

# 99 acres Quarterly Financials

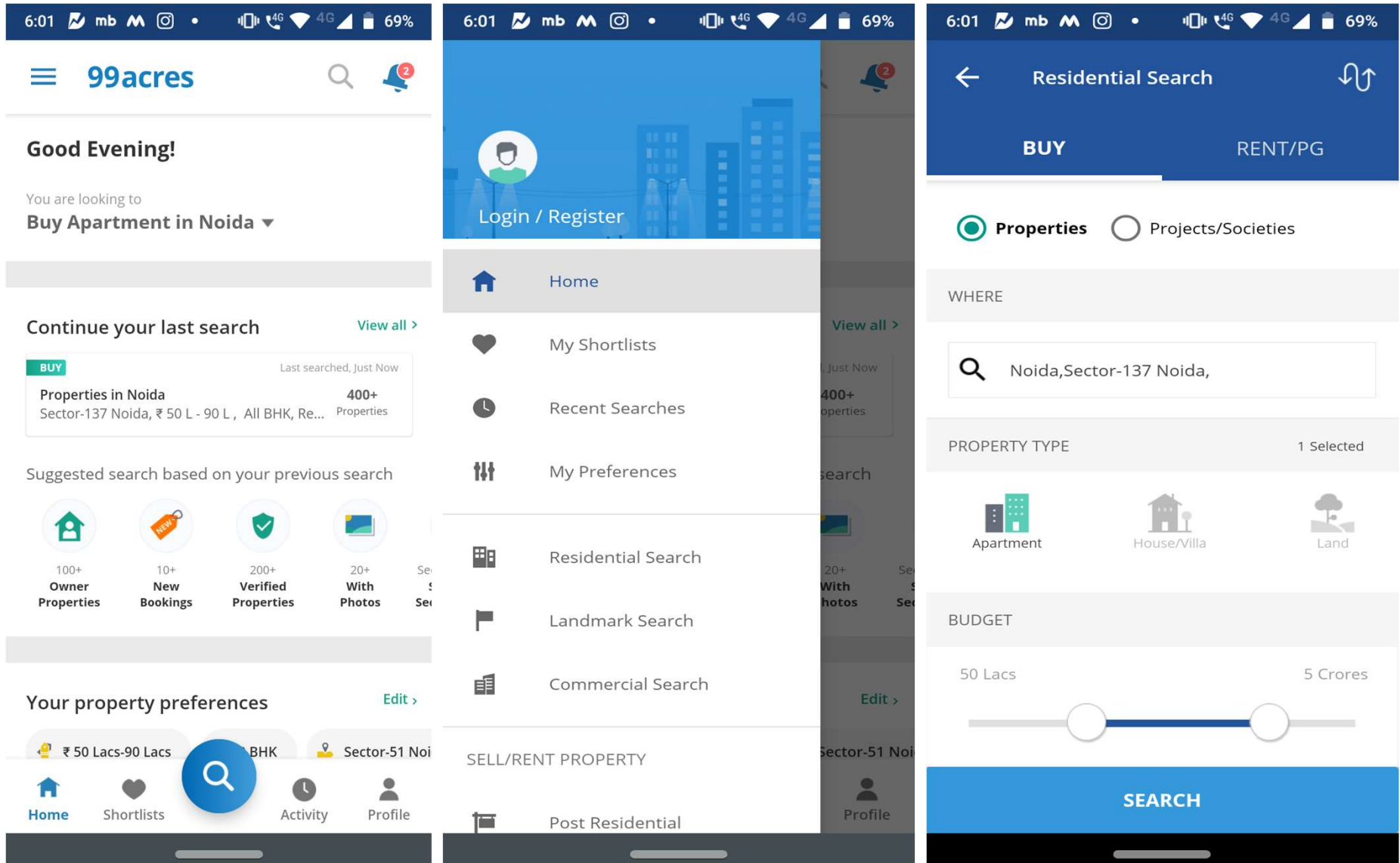
99acres Quarterly Revenue (Rs cr) and EBITDA (Rs cr)



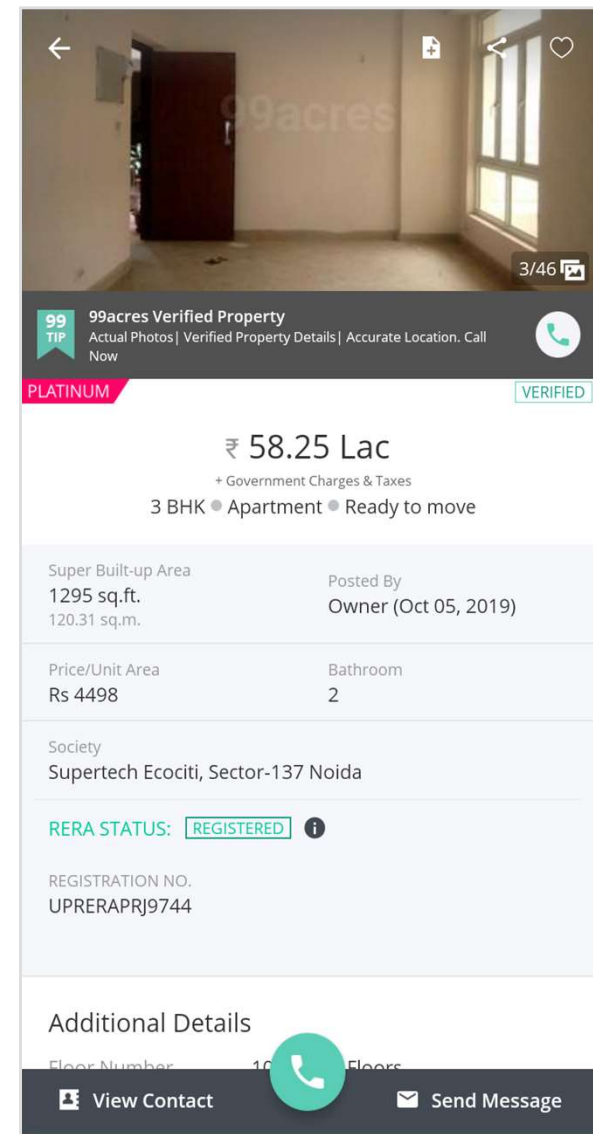
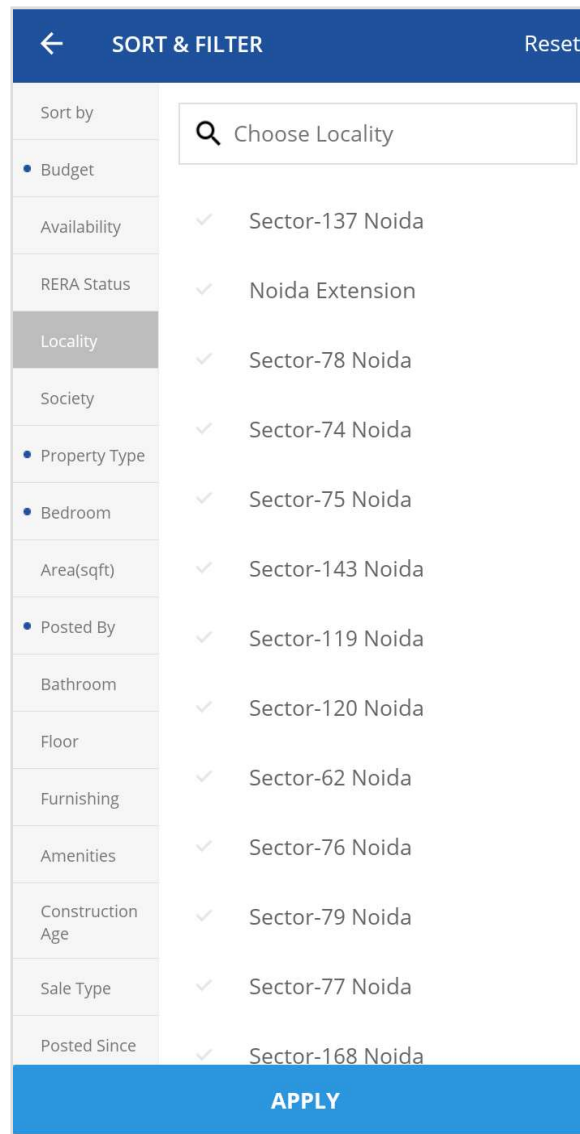
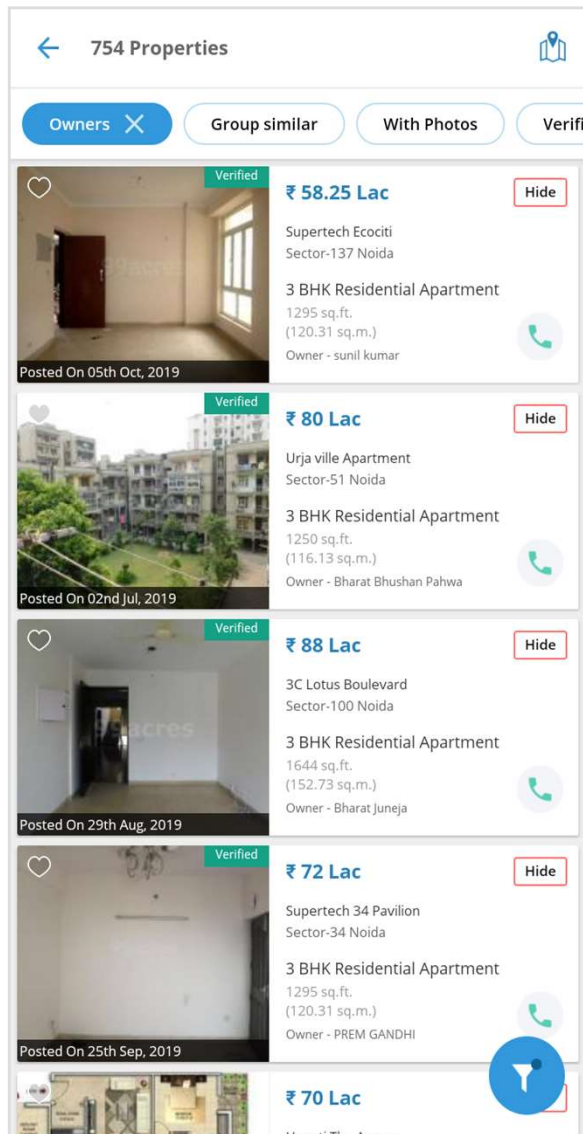
99acres cumulative cash loss (management estimate) at Rs 257 cr

- Q1FY17 onwards numbers are EBITDA numbers (adjusted for non-cash ESOP charges) as per IND-AS; All others in I GAAP
- Q1 FY20 onwards EBITDA numbers are adjusted for IND AS 116 impact.


# Mobile app – home screen, navigation and search




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



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

← 232 Projects 


**RERA REGISTERED**




**ATS Pious Hideaways**  
Sector-150, Noida

₹ 63 - 79.56 Lac  
₹4500/Sq.Ft. Onwards

Mar 2026

3 BHK Apartment 


**RERA REGISTERED**




**TATA Eureka Park**  
Sector-150, Noida

₹ 59.5 - 85.19 Lac  
₹5289/Sq.Ft. Onwards

Mar 2023

2,3 BHK Apartment 


**RERA REGISTERED**




**ATS Picturesque Reprieves**  
Sector-152, Noida

₹ 87.88 Lac - 1.52 Crore  
₹4750/Sq.Ft. Onwards

Oct 2024

3,4 BHK Apartment 


**RERA REGISTERED** Seen




**ATS Le Grandiose**  
Sector-150, Noida

₹ 74.75 Lac - 1.52 Crore  
₹4600/Sq.Ft. Onwards

Dec 2022

3,4 BHK Apartment 


**RERA REGISTERED**




**Gaur City 2 14th Avenue**  
Noida Extension, Noida

₹ 23.1 - 53.52 Lac  
₹3100/Sq.Ft. Onwards


Ready To Move




1,2,3 BHK Apartment 


**RERA REGISTERED**



**ACE Parkway**  
Sector-150, Noida

 Sort & Filter


←   





**ATS Pious Hideaways**  
Sector-150 Noida


Construction status  
**Under Construction**  
Mar 2026


Builder Name  
**ATS Builders**

 Unit Configuration  
**3 BHK Apartment**

 Project Details  
**12 Towers, 749 Units  
32 Floors**


 Total Project Area  
**17.80 Acres**  
(72034.1 sq.m.) **80% Open**




 Rera Status  
**REGISTERED**

 Rera Details  
**UPRERAPRJ442430**  
<http://up-rera.in/>



**Floor Plans**

|  |  |  |
|--|--|--|
| <p><b>3 BHK Apartment</b><br/>1400 sq.ft.(130.1 sq.m.)</p> | <p><b>3 BHK Apartment</b><br/>1615 sq.ft.(150 sq.m.)</p> | <p><b>3 BHK Apartment</b><br/>1675 sq.ft.(155.6 sq.m.)</p> |
|--|--|--|



 Brochure

 Send Message





← **Sell / Rent Property**

 BASIC INFORMATION
 PROPERTY DETAILS


I WANT TO

Sell property
Rent-out property

YOUR PROPERTY TYPE


 Apartment
 Builder Floor
 Plot/Land
 House

ADD YOUR PROPERTY PHOTOS



+ Add Photo

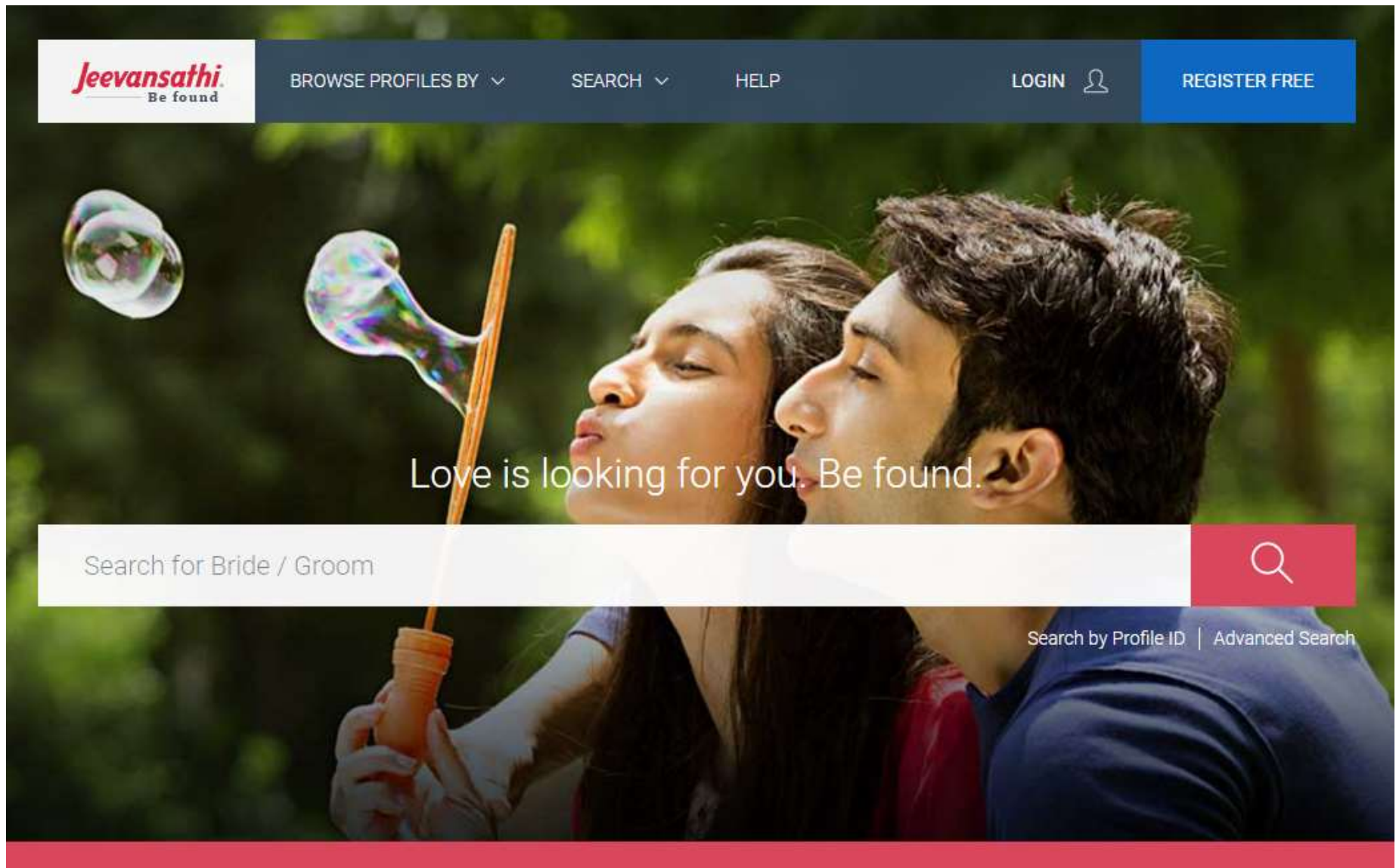
YOUR PROPERTY ADDRESS

 **Detect my location**

City

Locality

**NEXT**





# Online matrimonial business - India

- Online spend by users estimated to be ~Rs 7-8 bn in FY '19-20 and is expected to grow to Rs. 11-12 bn by FY '22-23
- Three main players – Bharat matrimony, Shaadi and Jeevansathi
- Used primarily by
  - Those disconnected from mother community
  - Youngsters looking for choices
  - Families for match-making
- Fragmented market basis
  - Geography
  - Communities (religion, caste, sub castes)

# Jeevansathi business model

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

# Competition Scenario

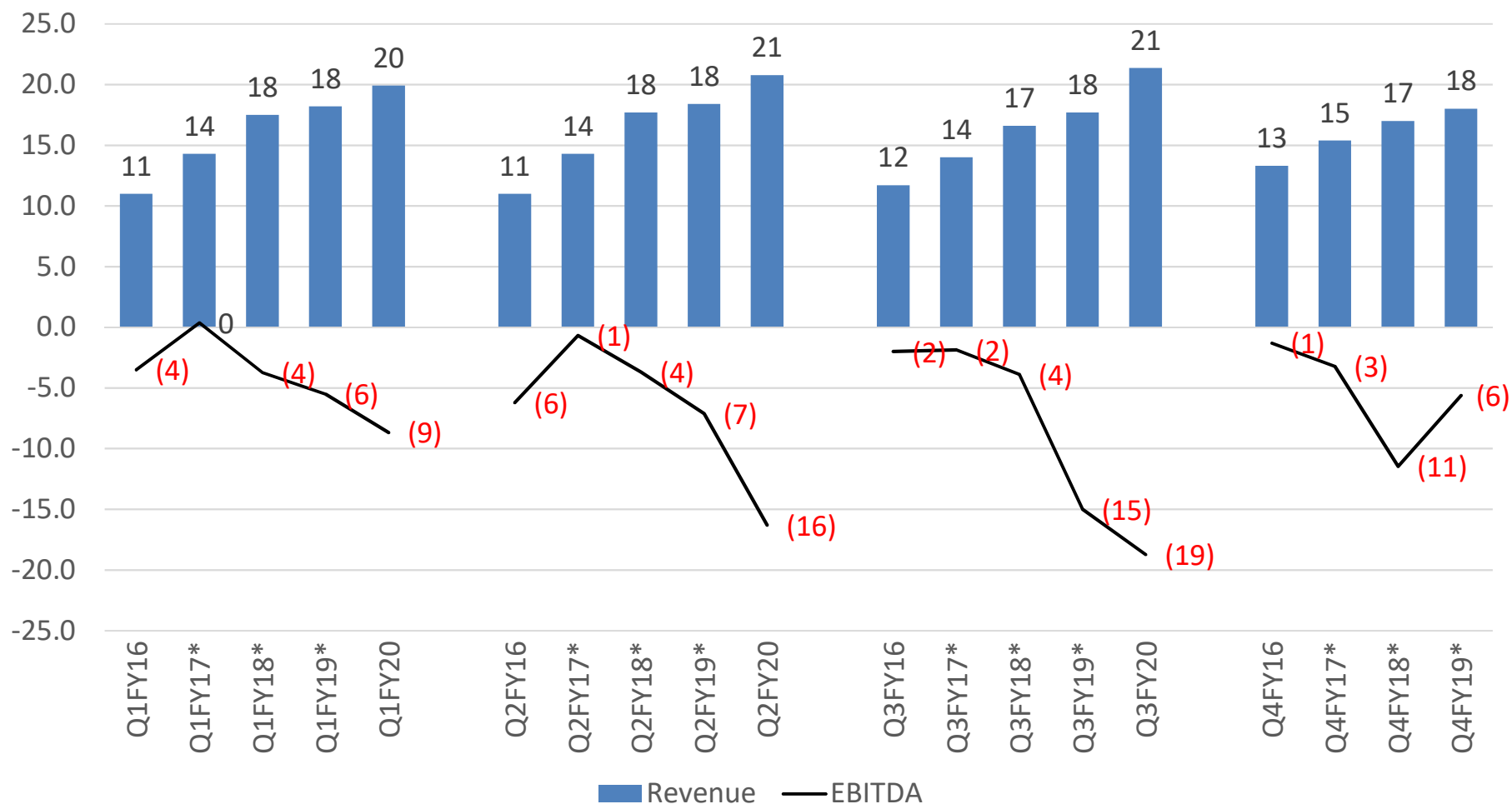
- Three main players – Bharat Matrimony is the leader, followed by Shaadi and then Jeevansathi
- Bharat Matrimony dominates states in south India and non resident Indians from these states
- Shaadi leads in Gujarat and Punjab and non resident Indians from these states
- Jeevansathi leads in certain North Indian communities and states
- We are investing aggressively in this business to capture market share.

# Mobile app



# Jeevansathi quarterly financials

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



Jeevansathi cumulative cash loss (management estimate) at Rs 90 cr

- Q1FY17 onwards numbers are EBITDA numbers (adjusted for non-cash ESOP charges) as per IND-AS; All others in I GAAP
- Q1 FY20 onwards EBITDA numbers are adjusted for IND AS 116 impact.

## Shiksha

**shiksha** MBA ▾ ENGINEERING ▾ LAW ▾ DESIGN ▾ MORE COURSES ▾ STUDY ABROAD ▾ COUNSELLING ▾ [? Ask](#) [Login](#) [Sign Up](#)

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Find colleges, universities & courses  **Search**

Indus Business Academy ( IBA ), Bangalore [\(view details\)](#)

**Featured**

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

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

# Educational classifieds business - India

## Industry Highlights

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

## Business Model

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

# Shiksha – Business Statistics

- Domestic Colleges – 23000, Courses – 175000+, #Reviews – 160,000+, Exams – 500+
- Study Abroad Universities – 1844 from 51 countries, Courses – 19715, Scholarships - 2616



## MBA EXAMS

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

Know important dates, preparation tips, syllabus and more



## COLLEGE REVIEWS

Nobody knows a college better than its alumni and students.



## MBA RANKINGS

Curious to know the top MBA colleges?



## IIM CALL PREDICTOR

IIMs consider a lot more than just the CAT score



## FIND MBA COLLEGES

Want to find the right MBA college for you?



## ASK CURRENT MBA STUDENT

Have college specific questions?



## ALUMNI SALARY DATA

Wondering about your career journey post-MBA?



## COMPARE COLLEGES

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



# Authentic College Reviews

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

Filter by :

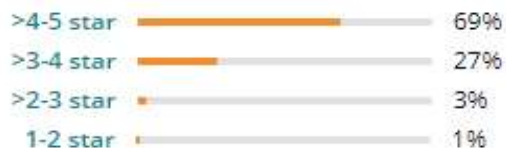
Select college

Select course

### 4.3



Based on 378 Reviews



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



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

Sort By :

Recency

Year of Graduation ↓

Highest Rating

Lowest Rating

Relevance

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

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

Placements **5/5**Infrastructure **5/5**Faculty & Course Curriculum **5/5**Crowd & Campus Life **5/5**Worth the Money **5/5**

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

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

# Campus representatives from colleges for credible advice

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[Home](#) > [MBA](#) > [Resources](#) > [Campus Connect](#)

## Campus Connect - Ask Current Students before making a college decision

**Ask Current Student Directly**  
Find all about college admissions, placements, campus life & more

**Know the Inside-Story**  
Catch the latest buzz on 400+ colleges & what others are talking about

Search by college name to ask or view questions

The banner features a background image of five diverse college students smiling. A white search bar with a magnifying glass icon is overlaid at the bottom.

# Competition

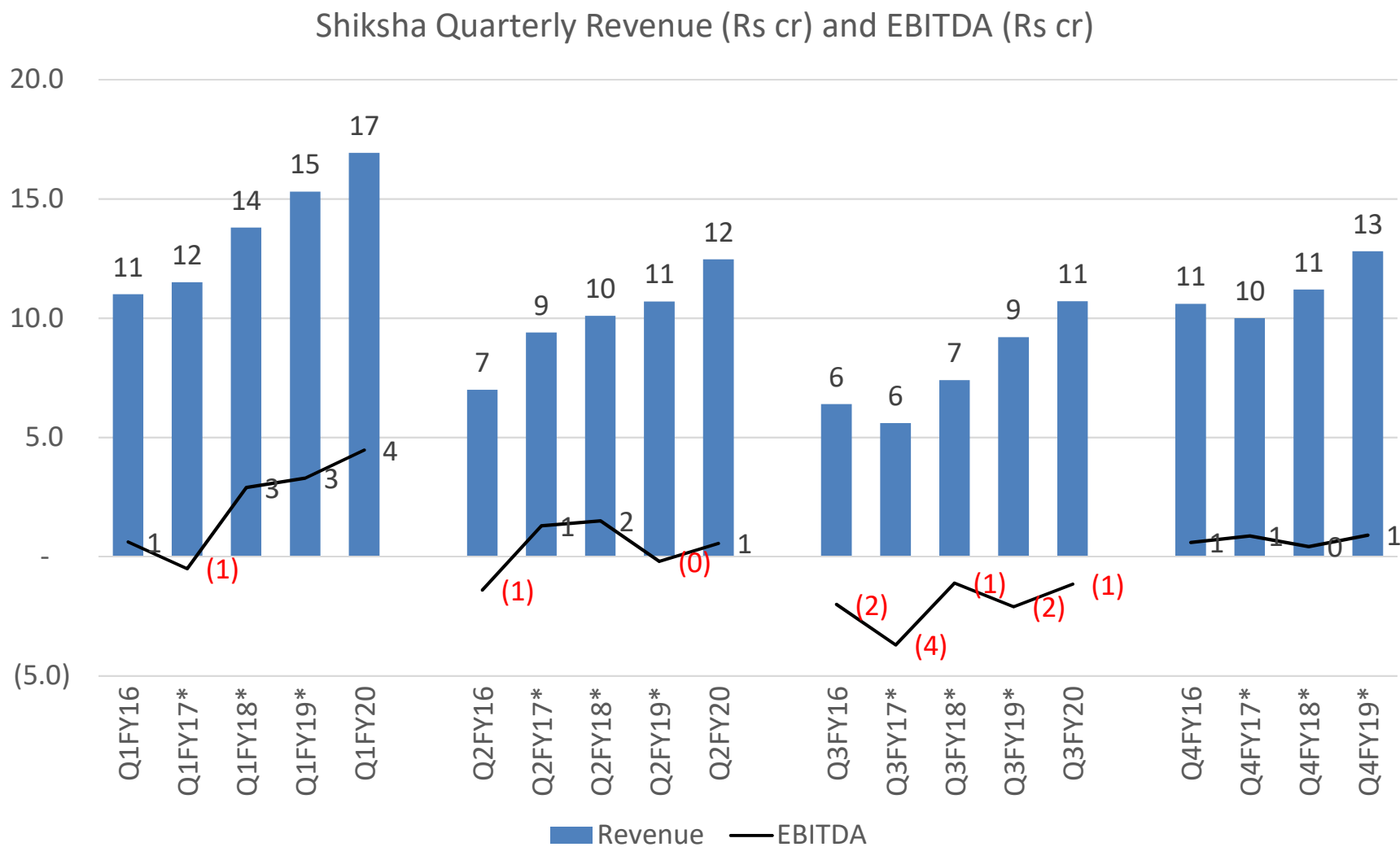
## Domestic

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

## Study abroad

- Online
  - HotCourses India/ IDP
  - Studypotals
  - 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 38cr

\* Q1FY17-Q2FY19 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 as on date<br>(Rs Mn) | Approx. diluted and converted shareholding %<br>(Actual) |
|---|---|--|--|
| Active  |   |  |  |
| Zomato Media Pvt Ltd.                             | <a href="http://www.zomato.com">www.zomato.com</a>                          | 1,522  | 22.71%   |
| Applect Learning Systems Pvt Ltd.                 | <a href="http://www.meritnation.com">www.meritnation.com</a>                | 775  | 65.67%   |
| Etechaces Marketing and Consulting Pvt Ltd.       | <a href="http://www.policybazaar.com">www.policybazaar.com</a>              | 5,758  | 15.85%   |
| Happily Unmarried Marketing Pvt Ltd.              | <a href="http://www.happilyunmarried.com">www.happilyunmarried.com</a>      | 323  | 42.33%   |
| Unnati Online Pvt Ltd                             | <a href="https://www.unnatihelpers.com/">https://www.unnatihelpers.com/</a> | 40   | 28.57%   |
| IdeaClicks Infolabs Private Ltd.                  | <a href="http://www.zippserv.com">www.zippserv.com</a>                      | 54   | 45.31%   |
| Wishbook Infoservices Pvt Ltd                     | <a href="http://www.wishbooks.io">www.wishbooks.io</a>                      | 59   | 30.20%   |
| NoPaperForms Solutions Private Limited            | <a href="http://www.nopaperforms.com">www.nopaperforms.com</a>              | 337  | 48.10%   |
| International Educational Gateway Private Limited | <a href="https://www.university.com/">https://www.university.com/</a>       | 135  | 29.60%   |
| Agstack Technologies Private Limited              | <a href="http://www.gramophone.in/">http://www.gramophone.in/</a>           | 204  | 33.21%   |
| Bizcrum Infotech Private Limited                  | <a href="https://www.shoekonnct.com">https://www.shoekonnct.com</a>         | 160  | 32.85%   |
| Medcords Healthcare Solutions Private Limited     | <a href="http://www.medcords.com/">http://www.medcords.com/</a>             | 52   | 11.40%   |
| Printo Document Services Private Limited          | <a href="http://www.printo.in/">http://www.printo.in/</a>                   | 250  | 25.12%   |
| Shop Kirana E Trading Private Limited             | <a href="http://shopkirana.com/">http://shopkirana.com/</a>                 | 604  | 25.36%   |
| Greytip Software Private Limited                  | <a href="https://www.greythr.com/">https://www.greythr.com/</a>             | 350  | 20.25%   |
| Metis Eduventures Private Limited (Adda_24*7)     | <a href="https://www.adda247.com/">https://www.adda247.com/</a>             | 280  | 16.97%   |
| Terralytics Analysis Private Limited (Teal)       |   | 50   | 20.00%   |
| LQ Global Services Private Limited                | <a href="https://www.legitquest.com/">https://www.legitquest.com/</a>       | 15   | 16.67%   |
| Llama Logisol Private Limited (Shipsy)            | <a href="https://shipsy.in/">https://shipsy.in/</a>                         | 50   | 10.00%   |
| Sunrise Mentors Private Limited (Coding Ninja)    | <a href="https://www.codingninjas.com/">https://www.codingninjas.com/</a>   | 370  | 25.00%   |
| Qyuki Digital Media Private Limited               |   | 180  | 7.00%  |
| Dotpe Private Limited                             |   | 104  | 7.48%  |
|   |   | <b>11,672</b>                                  |  |

\* Net of disposal of secondary sale with proceeds of USD 50 mn; Shareholding post the latest round of investment and dilution

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

Written off / provisioned investments – Studypalaces, 99Labels, Nogle Technologies, Canvera Digital, Kinobeo Software Pvt. Ltd. (Mydala), Green Leaves Consumer Services (Bigstylis), Canvera Digital, Rare Media Co., Vcare Technologies (Diro Labs) and Mint Bird Tech. (Vacationlabs), Applect Learning (Meritnation) (Applect value provisioned at Rs.79.6 Cr) - Total amount written off is Rs 2,219 Mn.

# Investee companies financials

|   |  | ₹Mn               |                |                 |                  |                  |                   |
|---|--|-------------------|----------------|-----------------|------------------|------------------|-------------------|
| Investee Company                                  | Website  | Operating revenue |                |                 | Operating EBITDA |                  |                   |
|   |  | FY17              | FY18           | FY19            | FY17             | FY18             | FY19              |
| <b>Partly owned subsidiary</b>                    |  |                   |                |                 |                  |                  |                   |
| Applect Learning Systems Pvt Ltd.                 | www.meritnation.com  | 362.99            | 308.36         | 347.66          | (225.84)         | (130.92)         | (224.87)          |
| Canvera Digital Technologies Pvt Ltd              | www.canvera.com  |                   |                |                 |                  |                  |                   |
| <b>Associate Companies</b>                        |  |                   |                |                 |                  |                  |                   |
| Zomato Media Pvt Ltd.                             | www.zomato.com   |                   |                |                 |                  |                  |                   |
| Etechaces Marketing and Consulting Pvt Ltd.       | www.policybazaar.com   |                   |                |                 |                  |                  |                   |
| Happily Unmarried Marketing Pvt Ltd.              | www.happilyunmarried.com   |                   |                |                 |                  |                  |                   |
| Unnati Online Pvt Ltd                             | <a href="http://www.unnatihelpers.com">www.unnatihelpers.com</a> |                   |                |                 |                  |                  |                   |
| VCARE Technologies Pvt. Ltd.                      | <a href="http://www.diolabs.com">www.diolabs.com</a>             | 5791.88           |                |                 | (2,128.73)       |                  |                   |
| Ideaclicks Infolabs Private Ltd.                  | www.zippserv.com   |                   | 8,650.63       |                 |                  | (1,492.06)       |                   |
| Kinobeo Software Pvt Ltd.                         | www.mydala.com   |                   |                |                 |                  |                  |                   |
| Green Leaves Consumer Services Pvt. Ltd.          | www.bigstylist.com   |                   |                |                 |                  |                  |                   |
| Mint Bird Technologies Pvt. Ltd.                  | www.vacationlabs.com   |                   |                | 19,775.33       |                  |                  | (26,174.74)       |
| Rare Media Company Pvt. Ltd.                      | www.bluedolph.in   |                   |                |                 |                  |                  |                   |
| Wishbook Infoservices Pvt Ltd                     | www.wishbooks.io   |                   |                |                 |                  |                  |                   |
| NoPaperForms Solutions Private Limited            | www.nopaperforms.com   |                   |                |                 |                  |                  |                   |
| International Educational Gateway Private Limited | <a href="http://www.univariety.com">www.univariety.com</a>       |                   |                |                 |                  |                  |                   |
| Agstack Technologies Private Limited              | <a href="http://www.gramophone.in">www.gramophone.in</a>         | N.A.              |                |                 | N.A.             |                  |                   |
| Bizcrum Infotech Private Limited                  | <a href="http://www.shoekconnect.com">www.shoekconnect.com</a>   |                   |                |                 |                  |                  |                   |
| Medcords Healthcare Solutions Private Limited     | <a href="http://www.medcords.com">www.medcords.com</a>           |                   |                |                 |                  |                  |                   |
| Printo Document Services Private Limited          | <a href="http://www.printo.in">www.printo.in</a>                 |                   | N.A.           |                 |                  | N.A.             |                   |
| Shop Kirana E Trading Private Limited             | <a href="http://www.shopkirana.com">www.shopkirana.com</a>       |                   |                |                 |                  |                  |                   |
| <b>Total</b>                                      | <b>Total</b>   | <b>6,154.9</b>    | <b>8,959.0</b> | <b>20,123.0</b> | <b>(2,354.6)</b> | <b>(1,623.0)</b> | <b>(26,399.6)</b> |

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

# Zomato

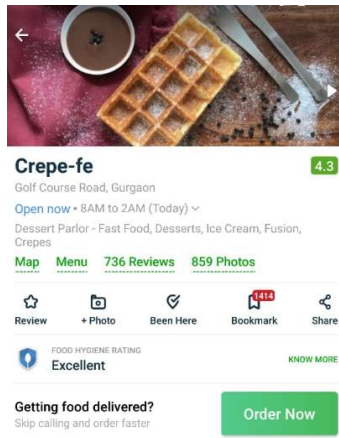




# Zomato is world's leading restaurant search, discovery and transaction platform

## Zomato has three key businesses

### 1. Listings & Reviews



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

Largest restaurant reviews & ratings platform

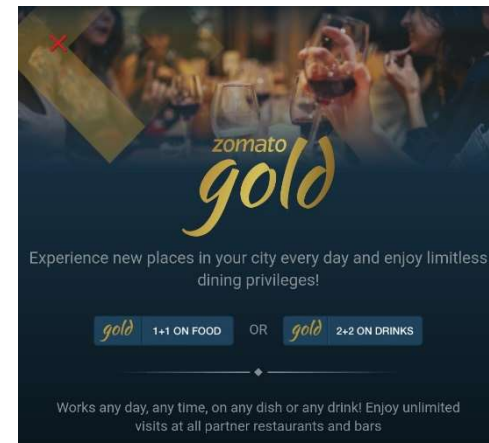
### 2. Food Delivery



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

One of the leading food delivery players

### 3. Subscription Programs



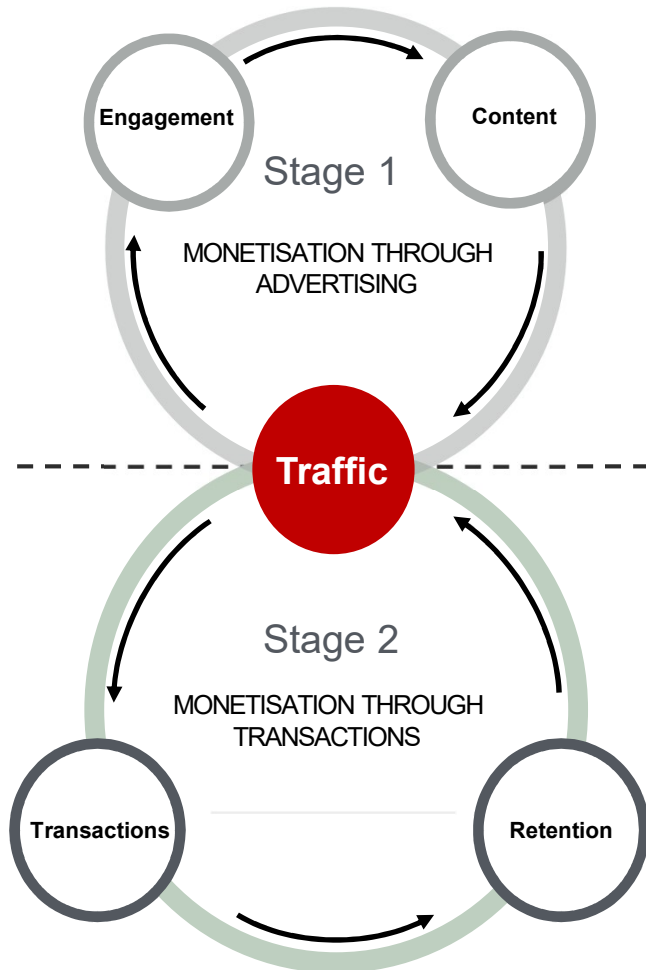
- Launched in 2017
- India and international presence
- Privileged membership programs; privileges are funded by restaurants

One of its kind, unique membership program

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

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

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



## STAGE 1 – LISTINGS AND REVIEWS

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

## STAGE 2 - TRANSACTIONS

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

# Highly interactive platform ensures high user and restaurant engagement



## Bookmark

Retrieval of favorite places with a single click

## Social Feed

Latest updates from friends and foodies

## Reviews & Ratings

Description and rating of user experiences

## Photos

High quality user generated content

## Menus

Comprehensive and updated menus

## Customized Collections

Trend-based, curated group of restaurants

## Advanced Search

Multi-dimensional filters for targeted search

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

# PolicyBazaar

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

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

## India's Best Insurance Destination

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

Also See : [Group Mediciam](#) [Corporate Insurance](#) [Cancer](#)

Group Companies : [Free CIBIL Score \(Paisabazaar\)](#) [Etechaces](#)

# PolicyBazaar

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

# Happily Unmarried



# Ustraa

- Ustraa is the largest online men's grooming brand.
- On a run rate of 9.8 cr per month on gross level. Nett sale of 7cr per month.
- Have signed in Siddhant Chaturvedi as a brand ambassador to endorse Fragrances and Trimmers. Campaign to launch in Feb.
- Offline presence in over 2000 stores. To reach 2500 by March 31<sup>st</sup>.
- In talks to raise around 10 million USD.

# PRODUCT PORTFOLIO

## Fragrances



## Soaps





# Data Security at IEIL

## ➤ Data Security and Privacy Policy

- Protects users data using end point security through Data Leakage prevention software (Websense DLP), Write restrictions by locking USB's, disk encryption complex password policies , vulnerability patching and anti-viruses.
- Denial of Service attack protection using Kona site defender from Akamai and Qradar.
- 24X7 monitoring using Security Operations Center
- Quarterly Information technology audits by external agencies
- Annual Penetration testing

## ➤ Data security Certifications.

- Certified ISO27001 ( For Naukri and Jeevansaathi) , compliant to annual audits.
- PCIDSS ( Payment Card Industry Data Security Standard) ( For Naukri and Jeevansathi) compliant

# People Development

- Assessment
  - Defined Performance Management process which includes KRA Settings , Quarterly goal setting , mid year and full year assessments
  - Established practices to capture employee concerns through annual surveys.
  
- Learning and Development
  - Advanced education policy that allows Nano Degree, distance learning, E learning courses from recognized schools to eligible employees.
  - 6 Months+ Online certificates and diplomas available from universities like Columbia, MIT etc.
  - Short term courses designed for specific leadership needs by IIMs/ ISBs
  
- Talent Pipeline
  - Campus Hire Program and Internship Programs for new hires from all premium institutes.
  - Partnered with External L&D partner for need based management skill and capability development programs.
  
- ESOPs
  - Grants are awarded basis role, work and performance through RSU ( Restricted Stock Units) or Stock Appreciated Units.
  - All Senior Management Executives and key roles in Engineering and Product teams are granted SOPs .

# Contribution to Environment.

## IEIL's Corporate Office

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



## Improved Indoor Air Quality at Noida / NCR Offices –

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



## Conserving Precious Natural Resource – Water

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



## Energy Conservation / Optimization

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



## Commitment for a Green Future

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



## Commitment for a Green Future

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

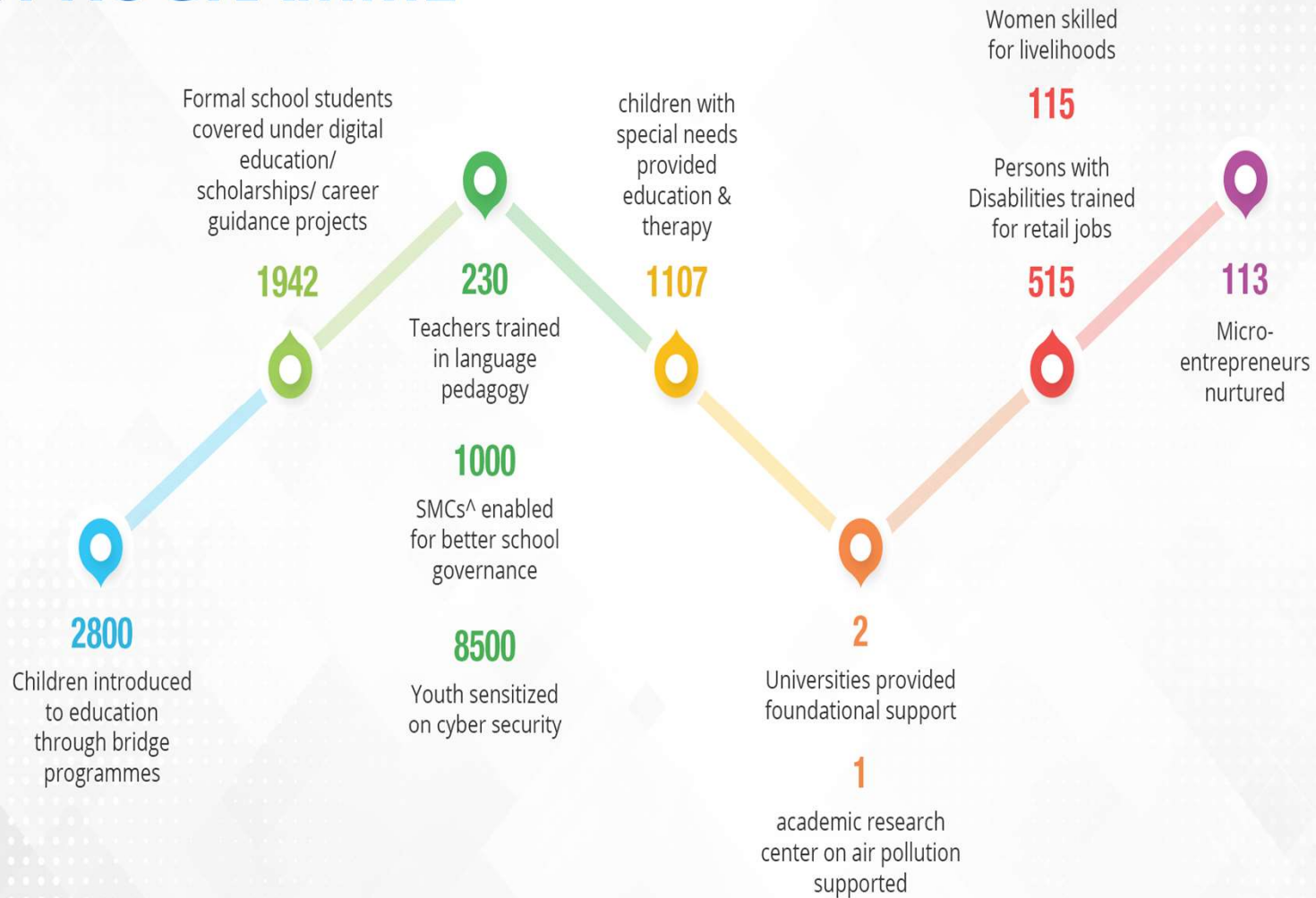


# CORPORATE SOCIAL RESPONSIBILITY

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



# DIRECT IMPACT OF OUR KEY CSR PROGRAMME\*



\*Beneficiaries of Grants made from FY2014-15 to FY2018-19, as on February 12, 2020 | ^ SMCs- School Management Committees of Delhi government schools

# Team

# Management Team

| Name                            | Age | Qualifications   | Designation/ Role   | Previously worked with   | Year of joining |
|---------------------------------|-----|--|---|--|-----------------|
| Sanjeev Bikhchandani            | 56  | BA Economics St. Stephens, PGDM IIM-A  | Founder and Executive Vice Chairman                                 | Lintas, Glaxo Smith Kline  | 1995            |
| Hitesh Oberoi                   | 47  | B Tech, IIT Delhi, PGDM, IIM-B   | Managing Director and CEO   | HLL (Unilever)   | 2000            |
| Arif Ismail Parker              | 44  | BA   | Executive Vice President- Sales                                     | ITNation.com   | 2000            |
| Neeraj Sharma                   | 46  | B.Com , PGPM   | Executive Vice President- Sales                                     |  | 2001            |
| Niraj Kumar Rana                | 43  | BSC, MBA   | Executive Vice President- Sales                                     | -  | 2001            |
| Swati Vashistha                 | 42  | MBA  | Senior Vice President Sales Systems                                 | -  | 2001            |
| Manoj P                         | 46  | BE- University of Mysore MBA - Xavier Institute of Management and Entrepreneurship | Executive Vice President- Sales                                     | Indian Seamless Group  | 2002            |
| Satyajit Yogeshchandra Tripathi | 46  | BSc ,PGDBM   | Executive Vice President- Emerging Markets, 99acres                 | -  | 2002            |
| Amrish Kumar Singh              | 45  | Btech, MBA   | Executive Vice President and Head Sales & Customer Delivery Shiksha | LSI Software, Pentasoft Tech   | 2003            |
| Ankur Kheterpal                 | 46  | B.Com Christ College Bengaluru   | Senior Vice President IT Infrastructure                             | Solutions Infosystems Pvt. Ltd. , Wintech Education, Sunrise Consultancy   | 2005            |
| Meetu Arora                     | 41  | 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                 | 48  | MBA, IRMA  | Chief Human Resources Officer                                       | Polaris  | 2006            |
| Shalabh Nigam                   | 47  | B Tech, IIT Kanpur   | Executive Vice President- New Projects                              | Baypackets   | 2007            |
| Sumeet Singh                    | 46  | BBA, MBA   | Chief Marketing Officer   | CII  | 2007            |
| Nishant Pandey                  | 44  | B Tech, IIT Delhi, MBA ISB   | Executive Vice President and Product Head Shiksha                   | Schlumberger   | 2008            |
| Rinchan Gupta                   | 41  | BE - Comp Science  | Executive Vice President-User Experience & Design                   | HP India   | 2008            |
| Vivek Jain                      | 46  | B Tech, IIT Delhi, PGDM, IIM – B   | Chief Business Officer- Shiksha & FF                                | Isoft, Adobe, IBM, ICICI Securities  | 2010            |
| Maneesh Upadhyaya               | 41  | B Sc, MBA, FMS, Delhi University   | Chief Business Officer- 99Acres.Com                                 | Bain & Co.   | 2010            |
| Jai Prakash Sharma              | 44  | MBA Sikkim Manipal University  | Executive Vice President Technical Operations                       | AOL Online, First Advantage, Adobe Software                                | 2011            |

# Management Team

| Name                   | Age | Qualifications   | Designation/ Role                                    | Previously worked with   | Year of joining |
|------------------------|-----|--|--|--|-----------------|
| Rohan Mathur           | 36  | PGDM Business Management, IIM Ahmedabad                          | EVP & Business Head Jeevansathi.com                  | Cadence Design Systems, Mindtree   | 2011            |
| Murlee Manohar Jain    | 42  | Bcom, CS   | Senior Vice President - Secretarial & CS             | Apollo Tyres   | 2013            |
| Chintan Arvind Thakkar | 53  | CA   | Director & CFO                                       | Computer Associates  | 2014            |
| Pankaj Jain            | 44  | B.Tech - IIT Delhi, MS- Stanford University                      | Executive Vice President - Key Projects              | Spice Online Retail, Spice Televentures, Taxila, Siebel Systems            | 2014            |
| Shailesh Chandra       | 45  | BE - Delhi College of Engg, PGDBM- IIM A                         | Executive Vice President                             | Amazon, Genpact, Indian Railways, Maruti Udyog, Indian Petrochemicals      | 2014            |
| Atul Kumar             | 43  | BE - Nagpur University; MBA - FMS                                | Executive Vice President and Delivery Head           | Citibank, Whirlpool, Standard Chartered                                    | 2015            |
| Niraj Seth             | 48  | B.Tech - IIT Kharagpur   | EVP & Enterprise Head, Naukri.com                    | Intuit Inc., Cleartrip.com, Monster.com                                    | 2017            |
| Nitin Bansal           | 43  | Btech, Computer Science, IIT Delhi                               | Executive Vice President                             | Meritnation.com, Applect Learning Systems, Intel & Hughes Software Systems | 2017            |
| Pradeep Kumar Singh    | 41  | Btech, IET Lucknow; Lucknow University; Mtech IIT Roorkee        | Executive Vice President                             | Amazon, Adobe Systems, Novell Inc.   | 2017            |
| Arvind Heda            | 42  | BE (Honours), MREC; Rajasthan Technical University               | Executive Vice President- Engineering                | Snapdeal   | 2017            |
| Rajesh Kumar Aggarwal  | 47  | CA (ICAI), CS (ICSI), B.Com (Hons) from SRCC                     | Executive Vice President - Finance                   | Citigroup, Ranbaxy, E7Y, Genpact, BDO Lodha & Co                           | 2017            |
| Vivek Aggarwal         | 41  | B.Com (Hons) from Delhi University, CA                           | Executive Vice President - Finance                   | Olam, Bharti, Genpact, HCL   | 2018            |
| Aditya Kumar Aggarwal  | 39  | M.C.A, DU, IIT Roorkee   | Senior Vice President Engineering                    | EROS Digital, Snapdeal, Syncapse, MarketShare, Guruji.com, BEA Systems     | 2018            |
| Rishi Gupta            | 38  | Punjab University  | Senior Vice President & Head Technology- Jeevansathi | Snapdeal, PayTM, one97, SAP  | 2018            |
| Shantanu Mathur        | 40  | BOTech IIT Delhi, MBA Dartmouth University                       | Executive Vice President – New Busines               | Knowlarity   | 2018            |
| Tarun Sharma           | 43  | BE (CS & Engineering (Honors)), NIT Durgapur, PGPX IIM Ahmedabad | Executive Vice President- Product Development        | Walmart, Paypal  | 2019            |
| Pawan Goyal            |     | B.Tech IIT Kanpur, MSc. & PhD, The University of Texas at Austin | Chief Business Officer - Naukri.com                  | Adobe Systems  | 2019            |
| Alok Vij               | 43  | B.Com  | Executive Vice President & Head-IT                   | KRONOS SOLUTIONS INDIA PRIVATE LIMITED                                     | 2019            |
| Raghavendra Kulkarni   | 36  | B.E., MBA  | Executive Vice President                             | Amazon.com   | 2019            |

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 | <a href="mailto:vivekanand.s@ambit.co">vivekanand.s@ambit.co</a>                       |
| B&K Securities     | Sushil Sharma         | +91.22.4031 7117 | <a href="mailto:sushil.sharma@bksec.com">sushil.sharma@bksec.com</a>                   |
| BAML               | Sachin Salgaonkar     | +91 22 6632 8667 | <a href="mailto:sachin.salgaonkar@baml.com">sachin.salgaonkar@baml.com</a>             |
| Citi Research      | Vijit Jain            | +91.22.6175 9887 | <a href="mailto:vijit.jain@citi.com">vijit.jain@citi.com</a>                           |
| CLSA               | Ankur Rudra           | +91.22.6650 5059 | <a href="mailto:ankur.rudra@clsa.com">ankur.rudra@clsa.com</a>                         |
| Deutsche Bank      | B Srinivas Rao        | +65 6423 4114    | <a href="mailto:srini.rao@db.com">srini.rao@db.com</a>                                 |
| Edelweiss          | Sandip Agarwal        | +91.22.6623 3474 | <a href="mailto:sandip.agarwal@edelweissfin.com">sandip.agarwal@edelweissfin.com</a>   |
| Haitong Securities | Mukul Garg            | +91.22.4315 6831 | <a href="mailto:mukul.garg@htisec.com">mukul.garg@htisec.com</a>                       |
| ICICI Securities   | Kuldeep Koul          | +91.22.6637 7573 | <a href="mailto:kuldeep.koul@icicisecurities.com">kuldeep.koul@icicisecurities.com</a> |
| IIFL               | Rishi Jhunjhunwala    | +91.22.4646 4645 | <a href="mailto:Rishi.jhunjhunwala@iiflcap.com">Rishi.jhunjhunwala@iiflcap.com</a>     |
| JP Morgan          | Viju K George         | +91.22.6157 3597 | <a href="mailto:viju.k.george@jpmorgan.com">viju.k.george@jpmorgan.com</a>             |
| Jefferies          | Arya Sen              | +91.22.4224 6122 | <a href="mailto:asen@jefferies.com">asen@jefferies.com</a>                             |
| Kotak Securities   | Kanwaljeet Saluja     | +91.22.4336 0860 | <a href="mailto:kanwaljeet.saluja@kotak.com">kanwaljeet.saluja@kotak.com</a>           |
| Macquarie          | Alankar Garude        | +91.22.6720 4328 | <a href="mailto:alankar.garude@macquarie.com">alankar.garude@macquarie.com</a>         |
| Morgan Stanley     | Parag Gupta           | +91.22.6118 2230 | <a href="mailto:parag.gupta@morganstanley.com">parag.gupta@morganstanley.com</a>       |
| Motilal Oswal      | Anmol Garg            | +91.22.3982 5424 | <a href="mailto:anmol.garg@motilaloswal.com">anmol.garg@motilaloswal.com</a>           |
| Nomura             | Rishit Parekh         | +91.22.40374465  | <a href="mailto:rishit.parekh@nomura.com">rishit.parekh@nomura.com</a>                 |
| Spark Capital      | Soumitra Chatterjee   | +91.44.4228 8151 | <a href="mailto:soumitra@sparkcapital.com">soumitra@sparkcapital.com</a>               |
| UBS                | Gautam Chhaochharia   | +91.22.6155 6080 | <a href="mailto:gautam.chhaochharia@ubs.com">gautam.chhaochharia@ubs.com</a>           |
| Goldman Sachs      | Manish Adukia         | +91 22 66169049  | <a href="mailto:manish.adukia@gs.com">manish.adukia@gs.com</a>                         |
| HSBC               | Darpan Thakkar        | +91 88794 19452  | <a href="mailto:darpan.thakkar@hsbc.in">darpan.thakkar@hsbc.in</a>                     |

Indicative list, subject to change

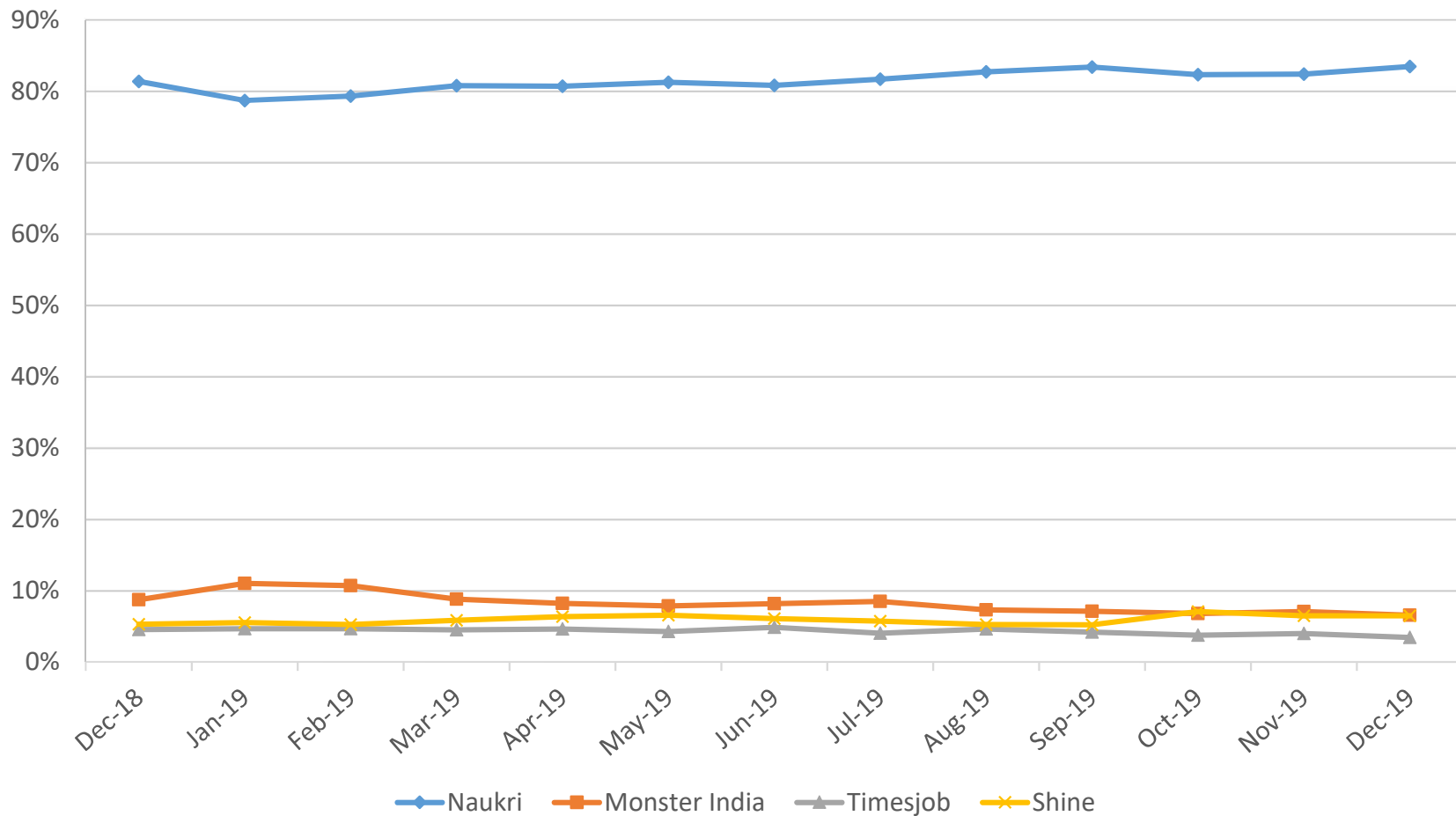
# Investor relations contacts

| Name        | Chintan Thakkar   | Vivek Aggarwal   |
|-------------|---|--|
| Designation | CFO   | EVP – Finance  |
| e mail      | <a href="mailto:chintan.thakkar@naukri.com">chintan.thakkar@naukri.com</a>        | <a href="mailto:vivek.aggarwal@naukri.com">vivek.aggarwal@naukri.com</a> |
| 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     | <a href="http://www.infoedge.in">www.infoedge.in</a>                              |  |

# Annexures

# Naukri has dominant traffic share

Traffic from desktops based on time spent – excluding indeed

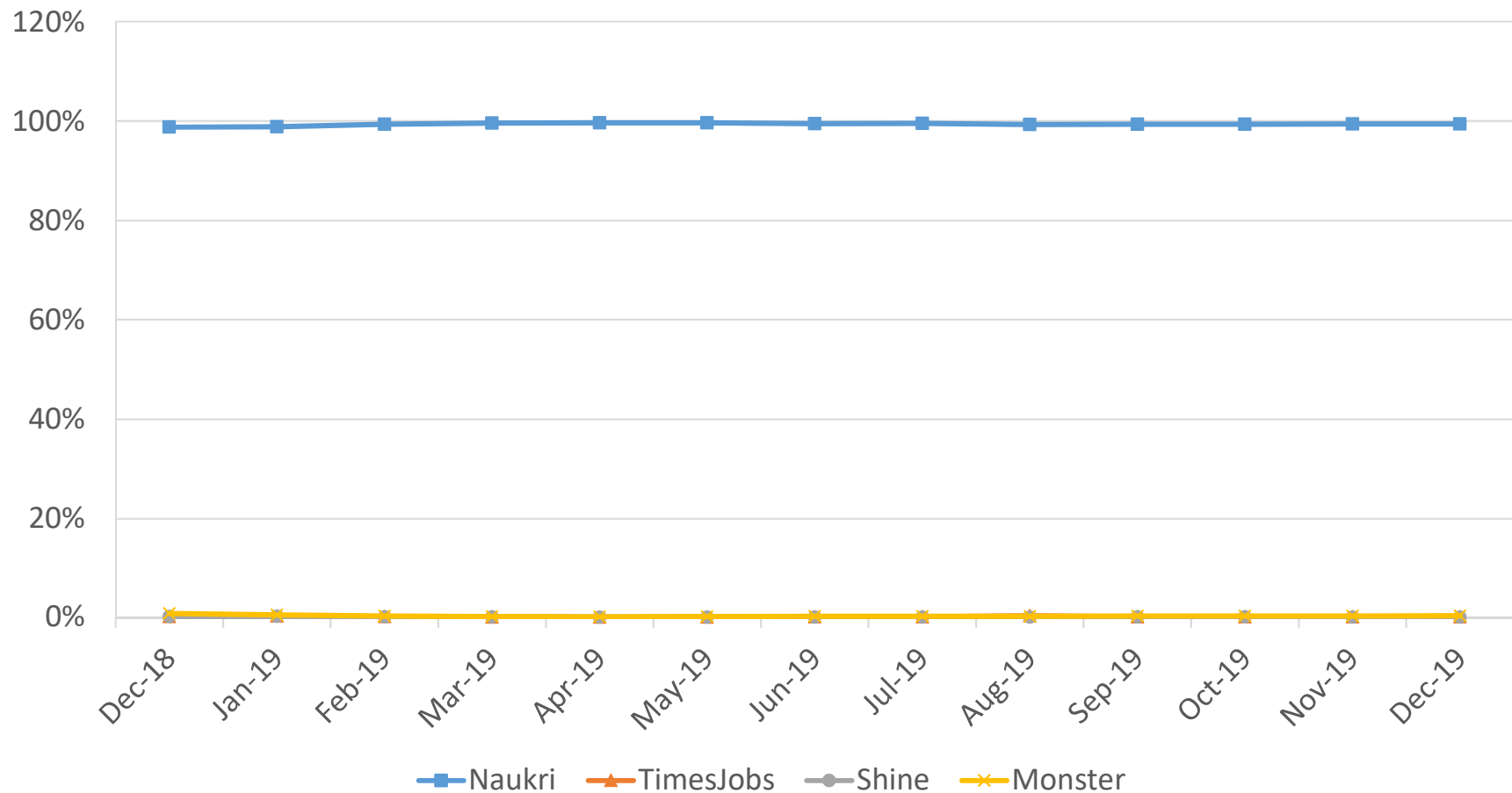


Source: SimilarWeb

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

# Naukri has dominant traffic share

Android App traffic share based on time spent – excluding indeed



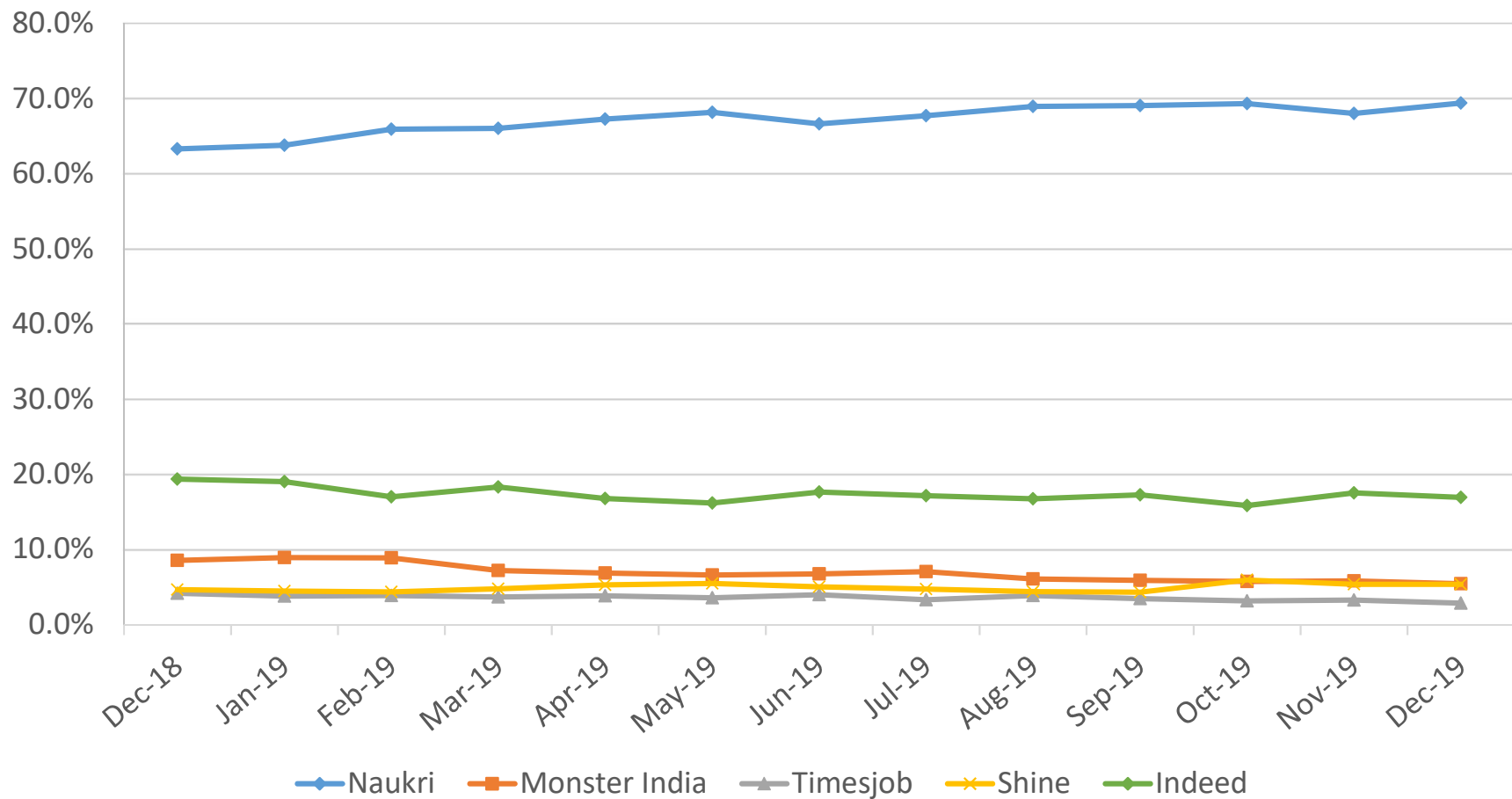
Source: SimilarWeb

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

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

# Naukri's traffic share

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



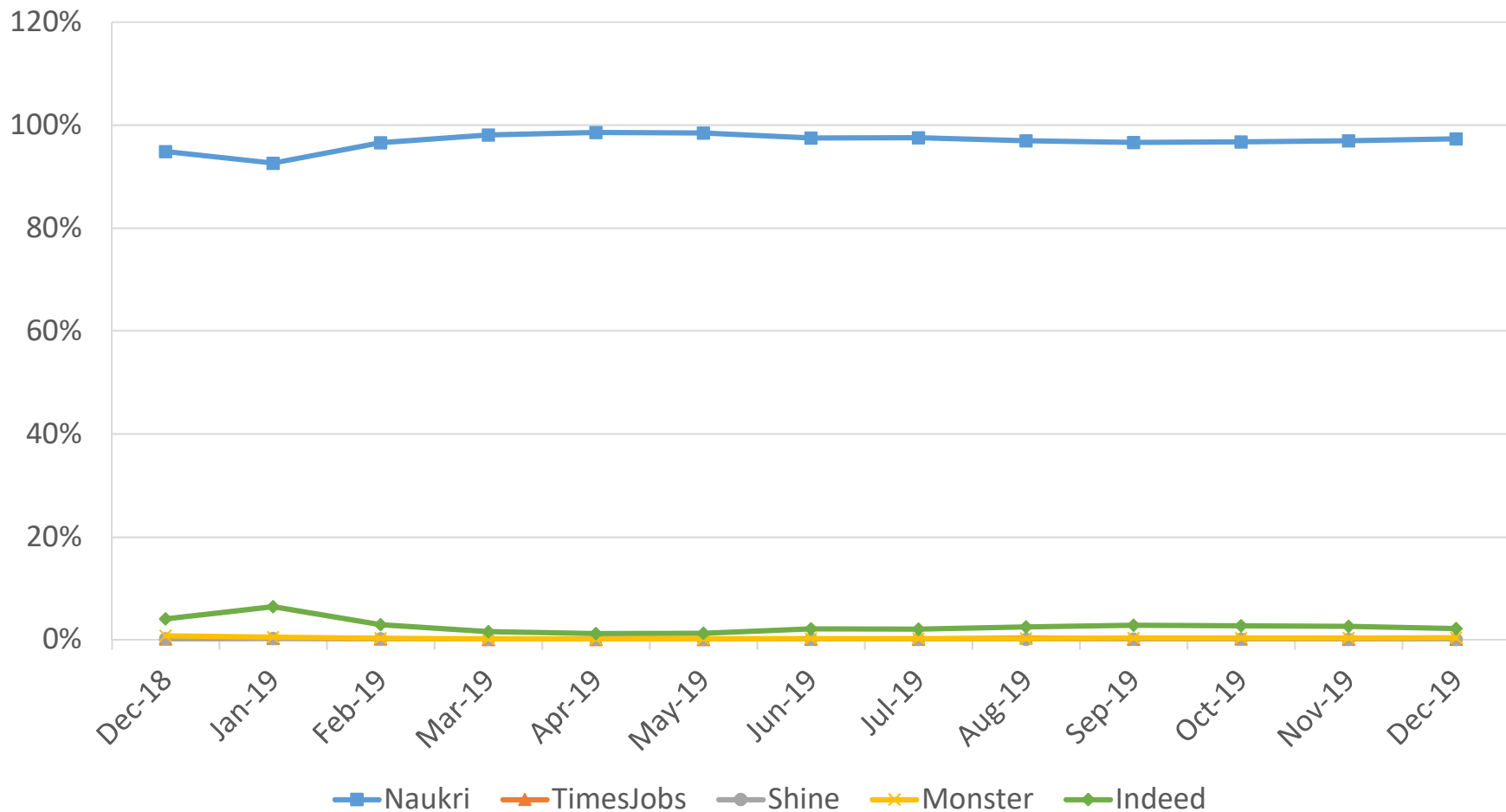
Source: SimilarWeb

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

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

# Naukri's traffic share

Naukri's Android App traffic based on time spent – including Indeed



Source: SimilarWeb

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

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

# SEBI Results-Standalone

## SEBI Results

Info Edge (India) Limited

Regd. Office : Ground Floor, GF-12A, 94, Meghdoot Building, Nehru Place, New Delhi - 110019

CIN : L74899DL1995PLC068021 , Tel no. : 0120-3082000 , Fax : 0120-3082095 , URL : www.infoedge.in , Email : investors@naukri.com

STATEMENT OF STANDALONE UNAUDITED FINANCIAL RESULTS FOR THE QUARTER AND NINE MONTHS PERIOD ENDED DECEMBER 31, 2019

Profit & Loss Account (Part 1)

| PART I  |                              |  |   |                              |                              |                                      | Amount in ₹(Mn) |
|---|------------------------------|--|---|------------------------------|------------------------------|--------------------------------------|-----------------|
| Particulars   | 3 months ended<br>31/12/2019 | Preceding 3 months<br>ended 30/09/2019 | Corresponding 3<br>months ended in the<br>previous year<br>31/12/2018 | 9 months ended<br>31/12/2019 | 9 months ended<br>31/12/2018 | Previous year<br>ended<br>31/03/2019 |                 |
|   | (Unaudited)                  | (Unaudited)                            | (Unaudited)   | (Unaudited)                  | (Unaudited)                  | (Audited)                            |                 |
| <b>1. Income</b>  |                              |  |   |                              |                              |                                      |                 |
| Revenue from operations                                 | 3,204.97                     | 3,166.11                               | 2,810.62  | 9,498.80                     | 8,056.05                     | 10,982.56                            |                 |
| Other income  | 204.01                       | 232.13                                 | 295.98  | 681.44                       | 807.21                       | 1,111.52                             |                 |
| <b>Total Income</b>                                     | <b>3,408.98</b>              | <b>3,398.24</b>                        | <b>3,106.60</b>   | <b>10,180.24</b>             | <b>8,863.26</b>              | <b>12,094.08</b>                     |                 |
| <b>2. Expenses:</b>                                     |                              |  |   |                              |                              |                                      |                 |
| a) Employee benefits expense                            | 1,356.95                     | 1,349.19                               | 1,150.96  | 4,003.74                     | 3,374.56                     | 4,586.39                             |                 |
| b) Finance costs  | 16.30                        | 17.10                                  | 0.24  | 50.97                        | 0.64                         | 0.84                                 |                 |
| c) Network, internet and other direct charges           | 60.01                        | 58.19                                  | 70.67   | 176.43                       | 165.53                       | 220.58                               |                 |
| d) Advertising and promotion cost                       | 497.68                       | 513.91                                 | 502.97  | 1,560.22                     | 1,282.98                     | 1,756.93                             |                 |
| e) Depreciation and amortisation expense                | 104.40                       | 100.56                                 | 49.86   | 303.87                       | 155.06                       | 203.80                               |                 |
| f) Other expenses                                       | 231.09                       | 251.82                                 | 253.09  | 696.36                       | 732.29                       | 1,005.24                             |                 |
| <b>Total expenses</b>                                   | <b>2,266.43</b>              | <b>2,290.77</b>                        | <b>2,027.79</b>   | <b>6,791.59</b>              | <b>5,711.06</b>              | <b>7,773.78</b>                      |                 |
| <b>3. Profit before exceptional items and tax (1-2)</b> | <b>1,142.55</b>              | <b>1,107.47</b>                        | <b>1,078.81</b>   | <b>3,388.65</b>              | <b>3,152.20</b>              | <b>4,320.30</b>                      |                 |
| 4. Exceptional items (loss) (Refer Note no. 5)          | 30.11                        | 749.26                                 | -   | 860.98                       | 159.66                       | 334.08                               |                 |
| <b>5. Profit before tax (3-4)</b>                       | <b>1,112.44</b>              | <b>358.21</b>                          | <b>1,078.81</b>   | <b>2,527.67</b>              | <b>2,992.54</b>              | <b>3,986.22</b>                      |                 |



# SEBI Results-Standalone

## SEBI Results

| Particulars   | 3 months ended<br>31/12/2019 | Preceding 3 months<br>ended 30/09/2019 | Corresponding 3<br>months ended in the<br>previous year<br>31/12/2018 | 9 months ended<br>31/12/2019 | 9 months ended<br>31/12/2018 | Previous year<br>ended<br>31/03/2019 |
|---|------------------------------|--|---|------------------------------|------------------------------|--------------------------------------|
|   | (Unaudited)                  | (Unaudited)                            | (Unaudited)   | (Unaudited)                  | (Unaudited)                  | (Audited)                            |
| <b>6. Tax expense</b>   |                              |  |   |                              |                              |                                      |
| (a) Current Tax   | 245.37                       | 140.26                                 | 358.52  | 780.75                       | 901.37                       | 1,226.12                             |
| (b) Deferred tax  | (13.37)                      | 125.39                                 | (22.76)   | 106.48                       | (62.74)                      | (56.93)                              |
| <b>7. Net Profit for the period (5-6)</b>                         | <b>880.44</b>                | <b>92.56</b>                           | <b>743.05</b>   | <b>1,640.44</b>              | <b>2,153.91</b>              | <b>2,817.03</b>                      |
| <b>8. Other comprehensive income, net of income tax</b>           |                              |  |   |                              |                              |                                      |
| <b>Items that will not be reclassified to profit or loss-</b>     |                              |  |   |                              |                              |                                      |
| (a) Remeasurement of post employment benefit obligation           | 1.81                         | (11.54)                                | (25.35)   | (12.36)                      | (28.19)                      | (34.25)                              |
| (b) Income tax relating to above                                  | (0.46)                       | 2.65                                   | 8.86  | 3.11                         | 9.85                         | 11.97                                |
| <b>Total other comprehensive income, net of income tax</b>        | <b>1.35</b>                  | <b>(8.89)</b>                          | <b>(16.49)</b>  | <b>(9.25)</b>                | <b>(18.34)</b>               | <b>(22.28)</b>                       |
| <b>9. Total comprehensive income for the period (7+8)</b>         | <b>881.79</b>                | <b>83.67</b>                           | <b>726.56</b>   | <b>1,631.19</b>              | <b>2,135.57</b>              | <b>2,794.75</b>                      |
| 10. Paid-up equity share capital<br>(Face value of ₹10 per share) | 1,225.16                     | 1,223.16                               | 1,221.16  | 1,225.16                     | 1,221.16                     | 1,221.16                             |
| 11. Other Equity  |                              |  |   |                              |                              | 22,018.98                            |
| <b>12. Earning per share (of ₹10 each) (not annualised)</b>       |                              |  |   |                              |                              |                                      |
| (a) Basic   | 7.21                         | 0.76                                   | 6.10  | 13.45                        | 17.70                        | 23.12                                |
| (b) Diluted   | 7.16                         | 0.75                                   | 6.06  | 13.35                        | 17.58                        | 22.93                                |

Profit &amp; Loss Account(Part 1)

# SEBI Results-Standalone

## SEBI Results

| Part II. Reporting of Segment wise Revenue, Results and Assets & Liabilities |                              |  |   |                              |                              |                                      |
|--|------------------------------|--|---|------------------------------|------------------------------|--------------------------------------|
|  | Results on Standalone Basis  |  |   |                              |                              |                                      |
|  | 3 months ended<br>31/12/2019 | Preceding 3 months<br>ended 30/09/2019 | Corresponding 3<br>months ended in the<br>previous year<br>31/12/2018 | 9 months ended<br>31/12/2019 | 9 months ended<br>31/12/2018 | Previous year<br>ended<br>31/03/2019 |
|  | (Unaudited)                  | (Unaudited)                            | (Unaudited)   | (Unaudited)                  | (Unaudited)                  | (Audited)                            |
| <b>A - Segment Revenue:</b>  |                              |  |   |                              |                              |                                      |
| Recruitment Solutions  | 2,302.60                     | 2,263.66                               | 2,036.71  | 6,761.26                     | 5,784.95                     | 7,858.49                             |
| 99acres for real estate  | 581.73                       | 570.12                                 | 504.41  | 1,716.09                     | 1,375.55                     | 1,919.64                             |
| Others   | 320.64                       | 332.33                                 | 269.50  | 1,021.45                     | 895.55                       | 1,204.43                             |
| <b>Total Net Sales/Income from Operations</b>                                | <b>3,204.97</b>              | <b>3,166.11</b>                        | <b>2,810.62</b>   | <b>9,498.80</b>              | <b>8,056.05</b>              | <b>10,982.56</b>                     |
| <b>B - Segment Results [Profit/(Loss)] before tax:</b>                       |                              |  |   |                              |                              |                                      |
| Recruitment Solutions  | 1,283.82                     | 1,182.69                               | 1,090.76  | 3,560.09                     | 3,123.99                     | 4,198.29                             |
| 99acres  | (16.81)                      | 7.83                                   | (45.05)   | (43.51)                      | (232.83)                     | (275.88)                             |
| Others   | (231.14)                     | (184.86)                               | (185.26)  | (480.92)                     | (303.30)                     | (363.78)                             |
| <b>Total</b>   | <b>1,035.87</b>              | <b>1,005.66</b>                        | <b>860.45</b>   | <b>3,035.66</b>              | <b>2,587.86</b>              | <b>3,558.63</b>                      |
| Less: unallocable expenses   | (97.33)                      | (130.32)                               | (77.62)   | (328.45)                     | (242.87)                     | (349.85)                             |
| Add : Unallocated Income (Other Income)                                      | 204.01                       | 232.13                                 | 295.98  | 681.44                       | 807.21                       | 1,111.52                             |
| Add/(Less): Exceptional Item - Income/(Loss)                                 | (30.11)                      | (749.26)                               | -   | (860.98)                     | (159.66)                     | (334.08)                             |
| <b>Profit Before Tax</b>   | <b>1,112.44</b>              | <b>358.21</b>                          | <b>1,078.81</b>   | <b>2,527.67</b>              | <b>2,992.54</b>              | <b>3,986.22</b>                      |
| <b>C -Segment Assets</b>   |                              |  |   |                              |                              |                                      |
| Recruitment Solutions  | 583.95                       | 573.82                                 | 495.19  | 583.95                       | 495.19                       | 597.47                               |
| 99acres  | 273.86                       | 292.62                                 | 223.64  | 273.86                       | 223.64                       | 326.62                               |
| Others   | 111.48                       | 104.69                                 | 92.61   | 111.48                       | 92.61                        | 124.24                               |
| Unallocated  | 30,129.88                    | 29,727.74                              | 27,229.13   | 30,129.88                    | 27,229.13                    | 28,361.55                            |
| <b>Total</b>   | <b>31,099.17</b>             | <b>30,698.87</b>                       | <b>28,040.57</b>  | <b>31,099.17</b>             | <b>28,040.57</b>             | <b>29,409.88</b>                     |
| <b>D -Segment Liabilities</b>  |                              |  |   |                              |                              |                                      |
| Recruitment Solutions  | 3,869.43                     | 4,130.92                               | 3,405.78  | 3,869.43                     | 3,405.78                     | 4,065.19                             |
| 99acres  | 1,169.71                     | 1,154.93                               | 1,107.46  | 1,169.71                     | 1,107.46                     | 1,301.76                             |
| Others   | 767.78                       | 666.39                                 | 633.71  | 767.78                       | 633.71                       | 644.57                               |
| Unallocated  | 910.91                       | 944.70                                 | 147.98  | 910.91                       | 147.98                       | 159.30                               |
| <b>Total</b>   | <b>6,717.83</b>              | <b>6,896.94</b>                        | <b>5,294.93</b>   | <b>6,717.83</b>              | <b>5,294.93</b>              | <b>6,170.82</b>                      |

Business segments : The Company is primarily in the business of internet based service delivery operating in four service verticals through various web portals in respective verticals namely recruitment solutions comprising primarily naukri.com, other recruitment related portals and ancillary services related to recruitment, 99acres.com for real estate related services, Jeevansathi.com for matrimony related services and Shiksha.com for education related services. The Managing Director & Chief Executive Officer of the Company examines the Company's performance both from a business & geographical prospective and has identified as reportable segment of its business which are "Recruitment Solutions" and "99acres" ; the "Other segments" comprises primarily Jeevansathi & Shiksha verticals are not considered as reportable operating segment since they individually do not meet qualifying criteria for the reportable segment as per Ind AS 108.

Segment Results (Part II)

# SEBI Results-Standalone

## SEBI Results

### Notes:-

1. This statement has been reviewed by the Audit Committee and approved by the Board of Directors in their respective meetings held on February 12, 2020.
2. This statement has been prepared in accordance with the recognition and measurement principles laid down in Indian Accounting Standard 34, (Ind AS 34) "Interim Financial Reporting" prescribed under Section 133 of the Companies Act, 2013, as amended, read with relevant rules issued thereunder.
3. The Board of Directors in its meeting held on February 12, 2020 & November 12, 2019 has declared an interim dividend of ₹3.5 & ₹2.5 per equity shares respectively. The Board of Directors in its meeting held on May 28, 2019 proposed a final dividend of ₹2 per equity share and the same was approved by the shareholders at the Annual General Meeting held on August 13, 2019.
4. During the period ended December 31, 2019, the Company has issued 400,000 nos. equity shares (March 31, 2019; 350,000 nos. equity shares each fully paid up ₹10/- respectively) each fully paid up at ₹10/- per share respectively to Info Edge Employees Stock Option Plan (ESOP) Trust, which have been duly listed in the respective Stock Exchanges, ranking pari passu with the existing equity shares of the Company.

### 5. Exceptional item includes :

Notes

|   | 3 months ended<br>31/12/2019 | Preceding 3 months<br>ended 30/09/2019 | Corresponding 3<br>months ended in the<br>previous year<br>31/12/2018 | 9 months ended<br>31/12/2019 | 9 months ended<br>31/12/2018 | Previous year<br>ended<br>31/03/2019 |
|---|------------------------------|--|---|------------------------------|------------------------------|--------------------------------------|
| <b>Provision for diminution in carrying value of investment :</b> |                              |  |   |                              |                              |                                      |
| -Startup Investment (Holding) Ltd                                 | 21.29                        | 665.29                                 | -   | 768.19                       | 103.54                       | 391.75                               |
| -Applect Learning system Private Ltd                              | 8.82                         | 83.97                                  | -   | 92.79                        |                              |                                      |
| -Smartweb Internet Services Ltd.                                  | -                            | -                                      | -   | -                            | 56.12                        | 56.12                                |
| <b>Reversal of diminution in carrying value of investment :</b>   |                              |  |   |                              |                              |                                      |
| -Naukri Internet Services Ltd.                                    | -                            | -                                      | -   | -                            | -                            | (113.79)                             |
| <b>Total</b>  | <b>30.11</b>                 | <b>749.26</b>                          | <b>-</b>  | <b>860.98</b>                | <b>159.66</b>                | <b>334.08</b>                        |

6. During the period ended December 31, 2019 the Company had acquired 100% share capital of Highorbit Careers Pvt. Ltd. for an aggregate consideration of ₹808.25 Mn represented by ₹656.41 Mn & ₹151.84 Mn for Equity shares & compulsory convertible preference shares respectively.

7. As mandated by notification issued by Ministry of Corporate affairs (MCA) under Companies (Indian Accounting Standards) (Amendments) Rule 2018, effective April 01, 2018 the Company has adopted Ind AS 115 on Revenue from Contracts with Customers, using the modified retrospective approach. The standard is applied retrospectively only to contracts that are not completed as at the date of initial application and comparative information is not restated in the statement of profit and loss. The adoption of the standard did not have any material impact on the recognition and measurement of revenue and related items in the financial statements/results.

The company has as a matter of practical expedient recognised the incremental costs of obtaining a contract as an expense when incurred, since the amortisation period of the asset that the entity otherwise would have recognised is generally one year or less.

# SEBI Results-Standalone

## SEBI Results

8. As mandated by notification issued by Minsry of Corporate affairs (MCA), effective April 1, 2019, the Company has adopted Ind AS 116 "leases", applied to all lease contracts existing on April 1, 2019 using the modified retrospective method. Accordingly, comparatives for the year ended March 31, 2019 have not been retrospectively adjusted. Impact of adoption of the new stadnard on transition is given below:

Recognition of Right-of-Use asset (ROU) of ₹853.15 Mn and a corresponding lease liability amounting to ₹853.15 Mn. The lease equalisation reserve of ₹32.22 Mn and prepaid rent arising due to discounting of security deposit of ₹32.24 Mn has been adjusted with the Right-of-Use amt (ROU). The Company also reclassify its Leasehold land amounting to ₹135.87 Mn from Property plant & equipment to ROU. During Nine months period ended December 31, 2019 addition made in ROU is ₹54.94 Mn with a corresponding addition of ₹51.06 Mn in lease liability. The Company has elected not to apply the requirements of Ind AS 116 to short-term leases of all assets having lease term of 12 months or less . The effect of this adoption has resulted in an increase of ₹50.53 Mn in finance cost, ₹160.34 Mn in depreciation and amortisation expense and a reduction of ₹166.58 Mn in rent & of ₹22.51 Mn in network and other expenses for the Nine months period ended December 31, 2019. (during quarter ended December 31, 2019 : ₹16.17 Mn in finance cost, ₹54.98 Mn in depreciation and amortisation expense and a reduction of ₹55.94 Mn in rent & of ₹11.30 Mn in network and other expenses and during quarter ended September 30, 2019 : ₹16.94 Mn in finance cost, ₹54.86 Mn in depreciation and amortisation expense and a reduction of ₹53.91 Mn in rent & of ₹5.91 Mn in network and other expenses)

9. During the year ended March 31, 2015 , the Company had issued 10,135,135 equity shares of ₹10/- each fully paid up at ₹740/- per share (including securities premium of ₹730/- per share) to qualified institutional buyers on September 12, 2014 pursuant to Qualified Institutional Placement (QIP) document, dated September 10th, 2014, as per provisions of section 42 of Companies Act, 2013 read with rule 14 of the Companies (Prospectus and Allotment of Securities) Rules 2014, and Chapter VIII of the Securities and Exchange Board of India (Issue of Capital and Disclosure Requirements) Regulations, 2009 which have been listed in the respective Stock Exchanges on September 16, 2014.

Expenses incurred in relation to QIP amounting to ₹155.65 Mn had been adjusted from Securities Premium Account during the year ended March 31, 2015. The utilisation out of such net amount of ₹7,344.35 Mn till December 31, 2019 is given below. The balance amount of QIP proceeds remains invested in Mutual Funds (Debt) & Term Deposits with banks.

Notes

| Utilisation of funds upto December 31, 2019 :               | Amount in ₹Mn   |
|---|-----------------|
| Working capital and general corporate purposes for 99acres- | 3,550.24        |
| Balance Unutilised funds as on December 31, 2019            | <b>3,794.11</b> |

10. The Company has set up an Alternative Investment Fund ("AIF") named Info Edge Venture Fund ("IEVF"), a trust Registered with Stock Exchange Board Of India ("SEBI") as Category II AIF, under the SEBI Alternative Investment Funds Regulations 2012. Subsequent to quarter ended December 31, 2019, Company has entered into a contribution agreement with Investment Manager namely Smartweb Internet Services Limited, its wholly owned subsidiary company and with IEVF trustees namely M/s Beacon Trusteeship Ltd, a Third Party Independent SEBI registered Debenture Trustee and has committed to invest Rs. 100 crores in IEVF.

11. During the current quarter; Naukri Internet Services Limited ("NISL"), wholly owned Subsidiary company, pursuant to its application to National Company Law Tribunal (NCLT) under section 66 of Companies Act, 2013 for extinguishing, cancelling and reduction of its 0.0001% compulsory redeemable preference shares ("CRPS") amounting to Rs. 340 crores invested by the company, has obtained the said approval; basis which the company has disclosed its said investment in NISL as current.

12. Diluted EPS represents earning per share based on the total number of shares including the potential estimated number of shares to be issued against stock options in force under the existing stock option plan/scheme.

Date : February 12, 2020

Hitesh Oberoi  
Managing Director

