

# Info Edge (India) Limited

India's internet classifieds company

May , 2022

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

In this presentation:

- All figures mentioned are for the Company as a standalone entity and are as of March 31, 2022 or for the quarter ended March 31, 2022, unless indicated otherwise.
- Q4 FY22 or Q4 FY 21-22 means the period commencing on Jan 01, 2022 and ending on March 31, 2022.
- FY22 or FY 21-22 or FY 2022 means the Financial Year starting April 1, 2021 and ending March 31, 2022.
- 1 Crore = 10 Million = 100 Lakh.

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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 ~15.29%\*<sup>@</sup>



Online insurance policies marketplace.  
Shareholding ~12.79%\*<sup>^</sup>



Infoedge Ventures :Corpus of the fund is Rs 7500 MN ( around USD 100Mn). IEIL and its WOS in their capacity as LP, committed 50% of the corpus in partnership with Mac Ritchie Investments Pvt Limited ( Wholly owned subsidiary of Temasek Holding Pvt Limited) for the balance contribution. As of 31<sup>st</sup> March 2022, USD 83 MN has been invested in various startups.

### Disclaimer:

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

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

\* Approximate shareholding on fully disbursed and converted basis as on 31<sup>st</sup> March'22, held directly or indirectly (through subsidiaries, associates or affiliates). The % shareholding may or may not translate into an equivalent economic interest on account of conditions in the investment/ shareholders agreements.

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

<sup>^</sup> Represents effective economic interest held by Info Edge directly and indirectly through subsidiary companies.

## Key Financials- Past 3 years performance

*All numbers in Rs MN except %*

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

\*\* This amount represents net investment in investee companies.

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

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

## Key Financials- Annual

*All numbers in Rs MN except %*

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

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

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

## Key Financials- Qtrly Update

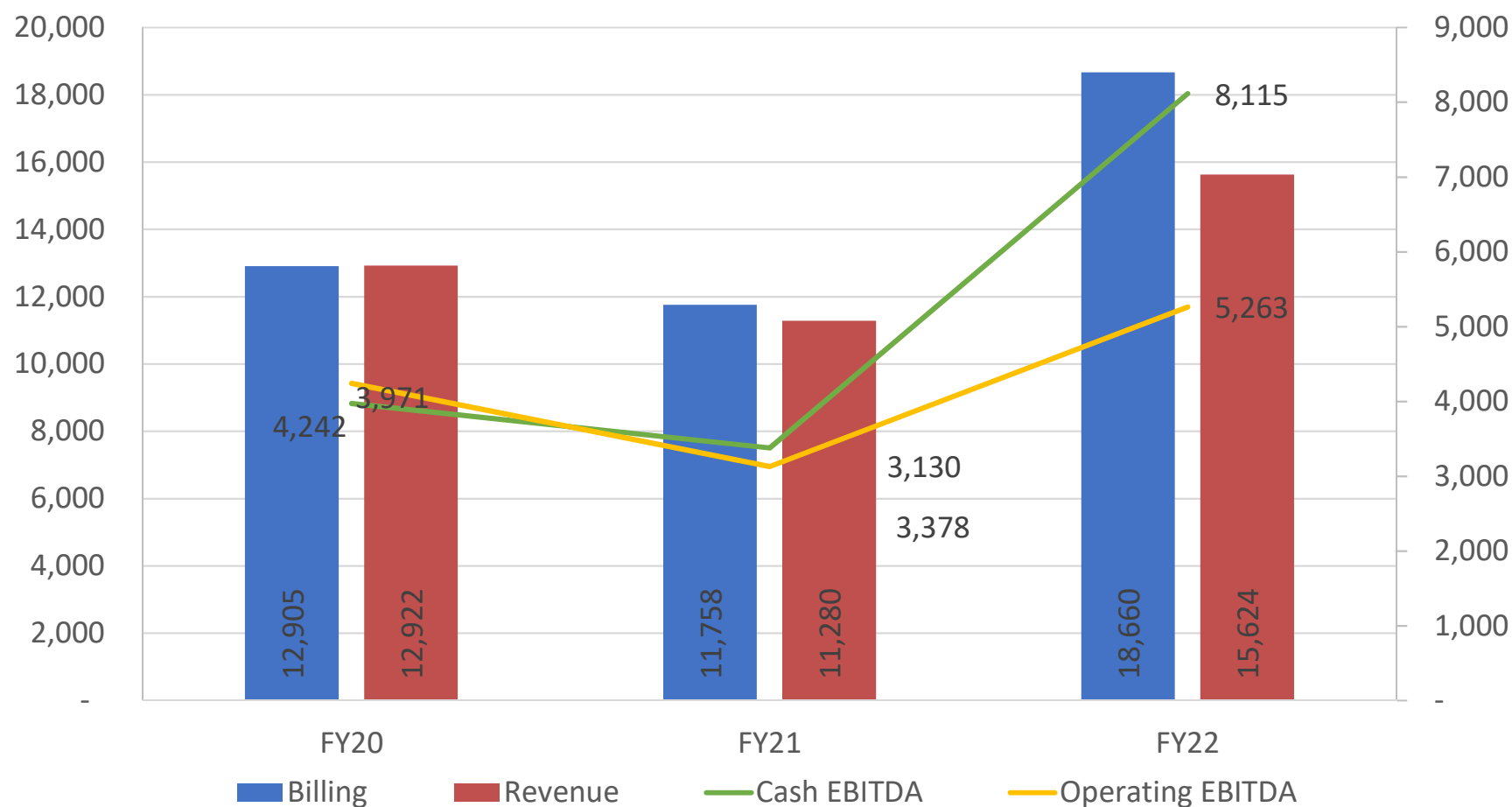
All numbers in Rs MN except %

Description	Q4'22	Q4'21	YOY	Q3'22	QoQ
<b>Billing</b>					
Info Edge *	6,493	4,259	58.7%	4,808	52.5%
- Recruitment	5,132	3,081	72.6%	3,691	66.6%
- 99Acres	793	717	25.1%	615	10.6%
- JS	281	245	1.6%	245	5.0%
- Shiksha	287	194	64.5%	257	48.2%
<b>Revenues</b>					
Info Edge *	4,555	3,005	38.5%	4,160	51.6%
- Recruitment	3,444	2,091	44.2%	3,113	64.7%
- 99Acres	613	501	25.1%	586	22.3%
- JS	254	259	3.4%	242	(1.9%)
- Shiksha	244	154	59.2%	219	58.8%
<b>Operating EBITDA %</b>					
Info Edge *	28%	20%	8%	29%	(1%)
- Recruitment	60%	50%	10%	60%	-



# Financial performance

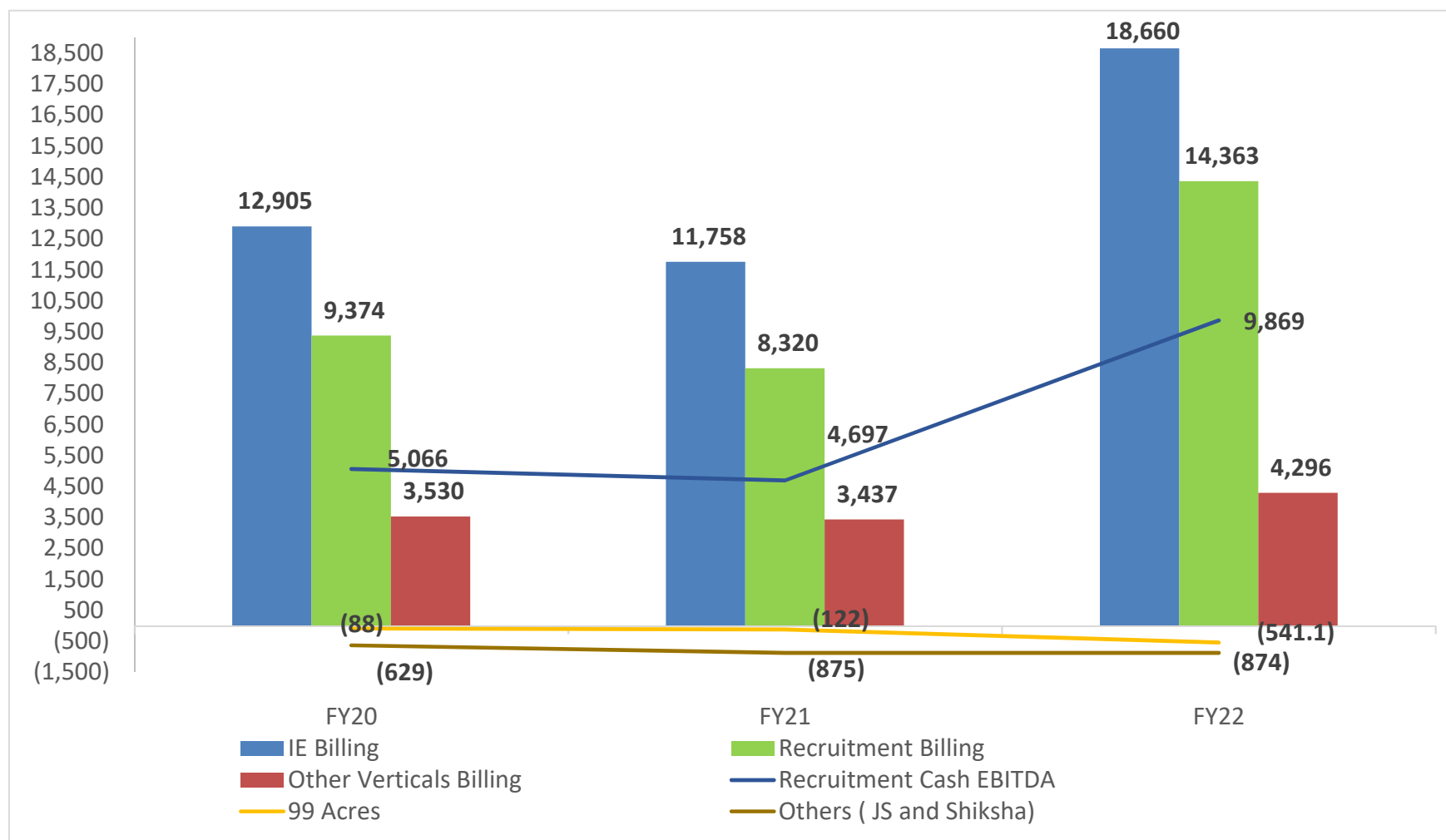
Info Edge Billing and Cash EBITDA\*\* (Rs Mn) trend



\*\* Cash EBITDA: Billing – Operating expenses adjusted for non-cash ESOP charges  
Info Edge standalone financials .

# Billing and Cash EBITDA

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



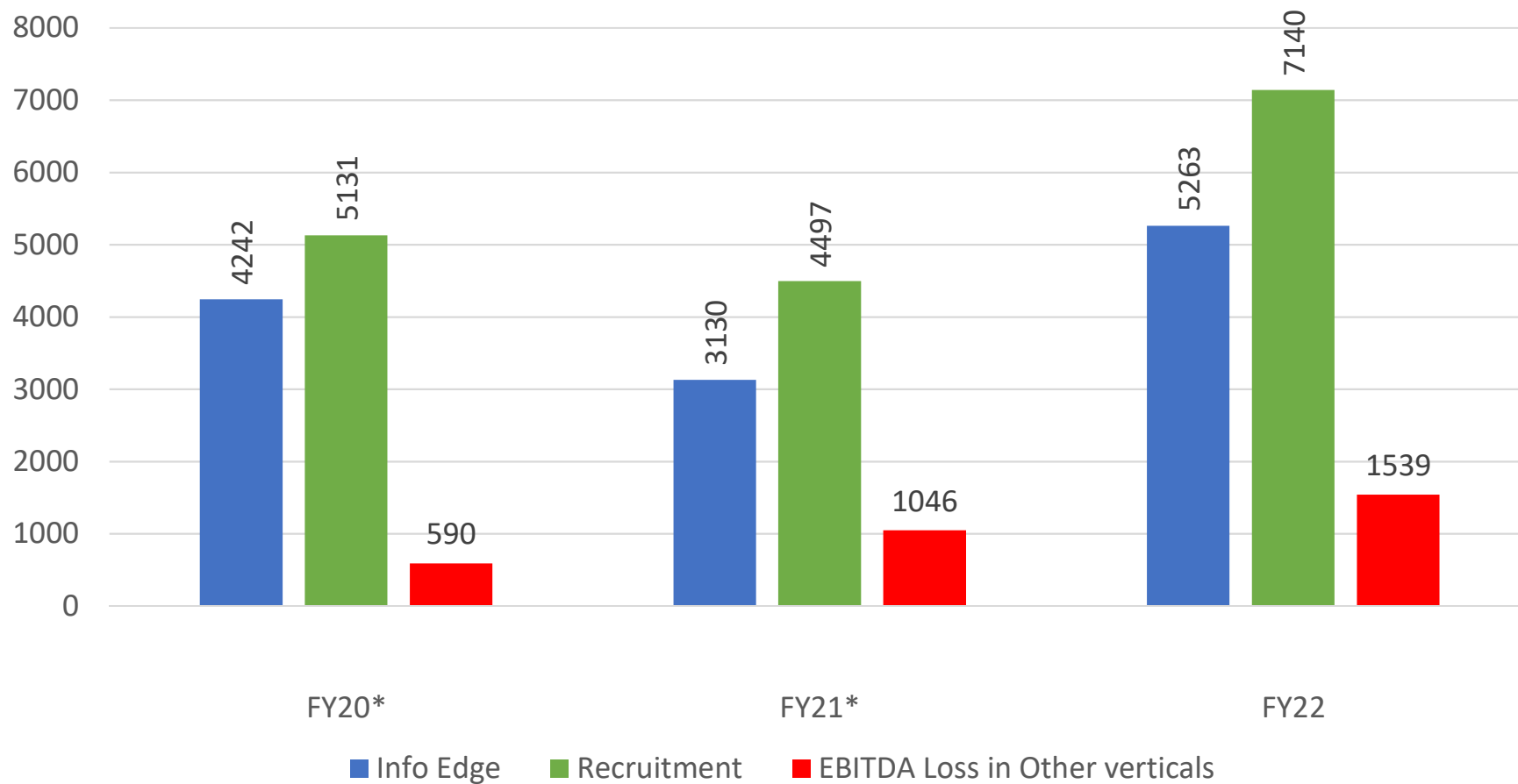
\* Segmental data for Naukri and other verticals

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

Info Edge standalone financials

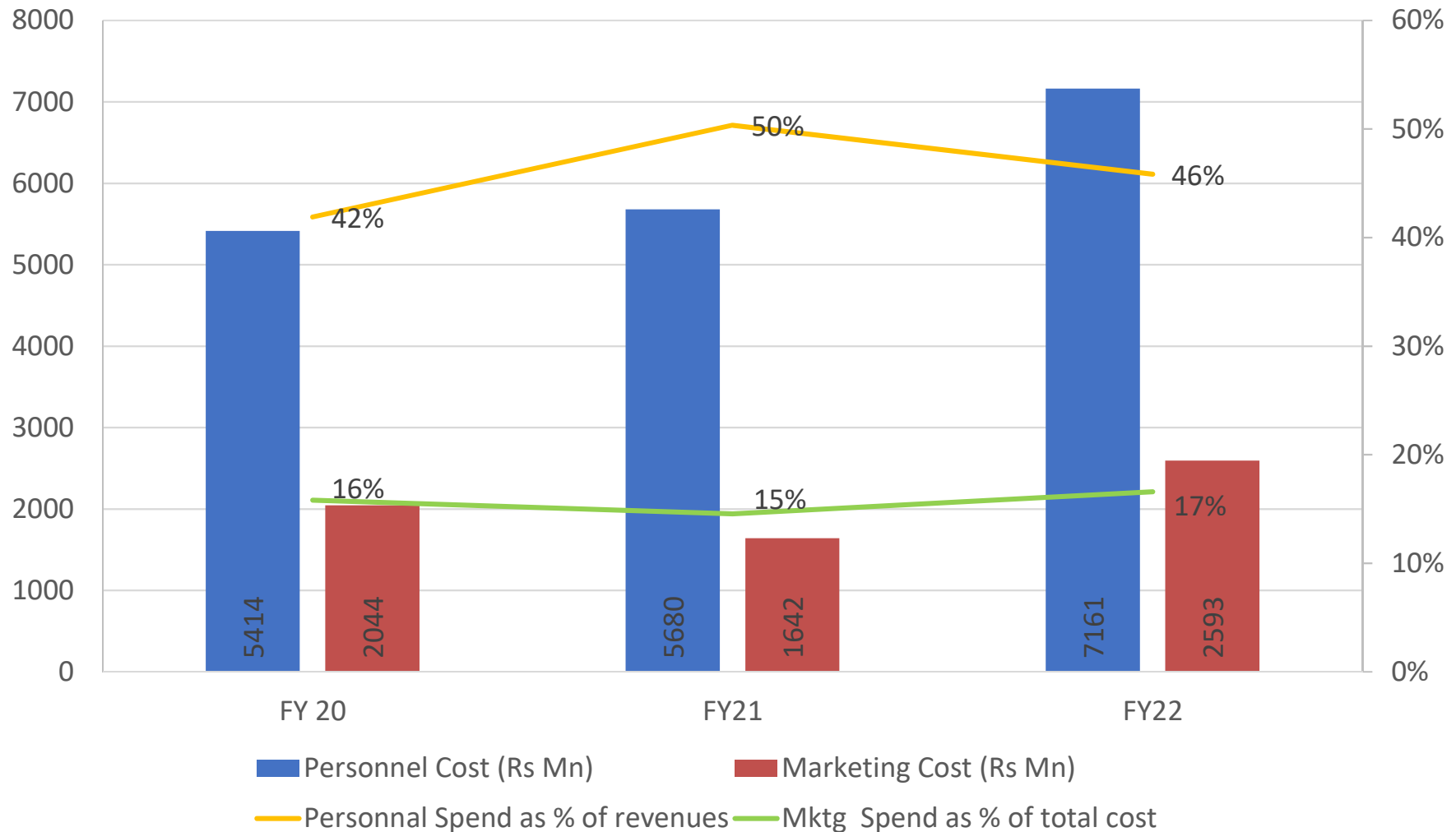
# Operating EBITDA

Info Edge and Segment-wise EBITDA (Rs crore)



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

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

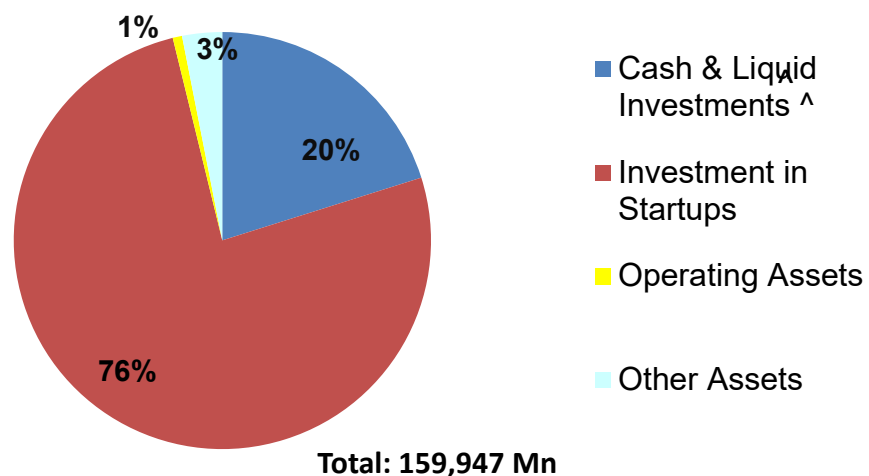


- Manpower and marketing constitute ~% of our total standalone expenses
- *Info Edge standalone financials*

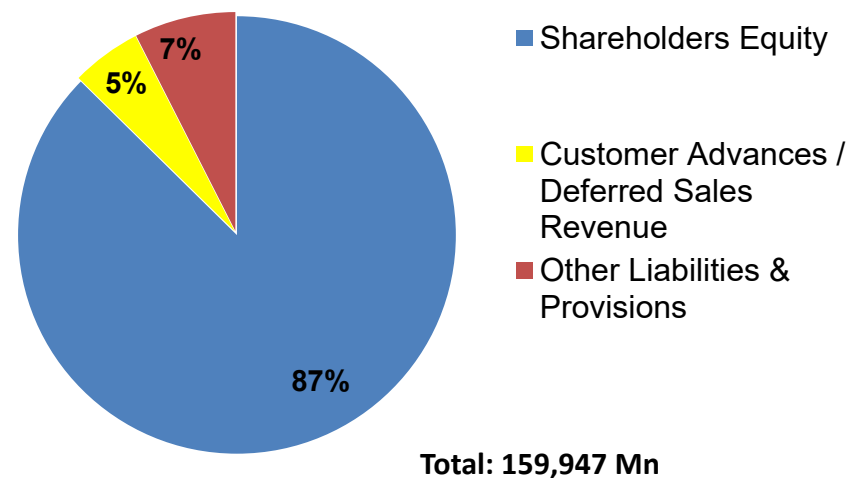
# Assets and funds Allocation

As of March 31, 2022 #

## Assets



## Liabilities

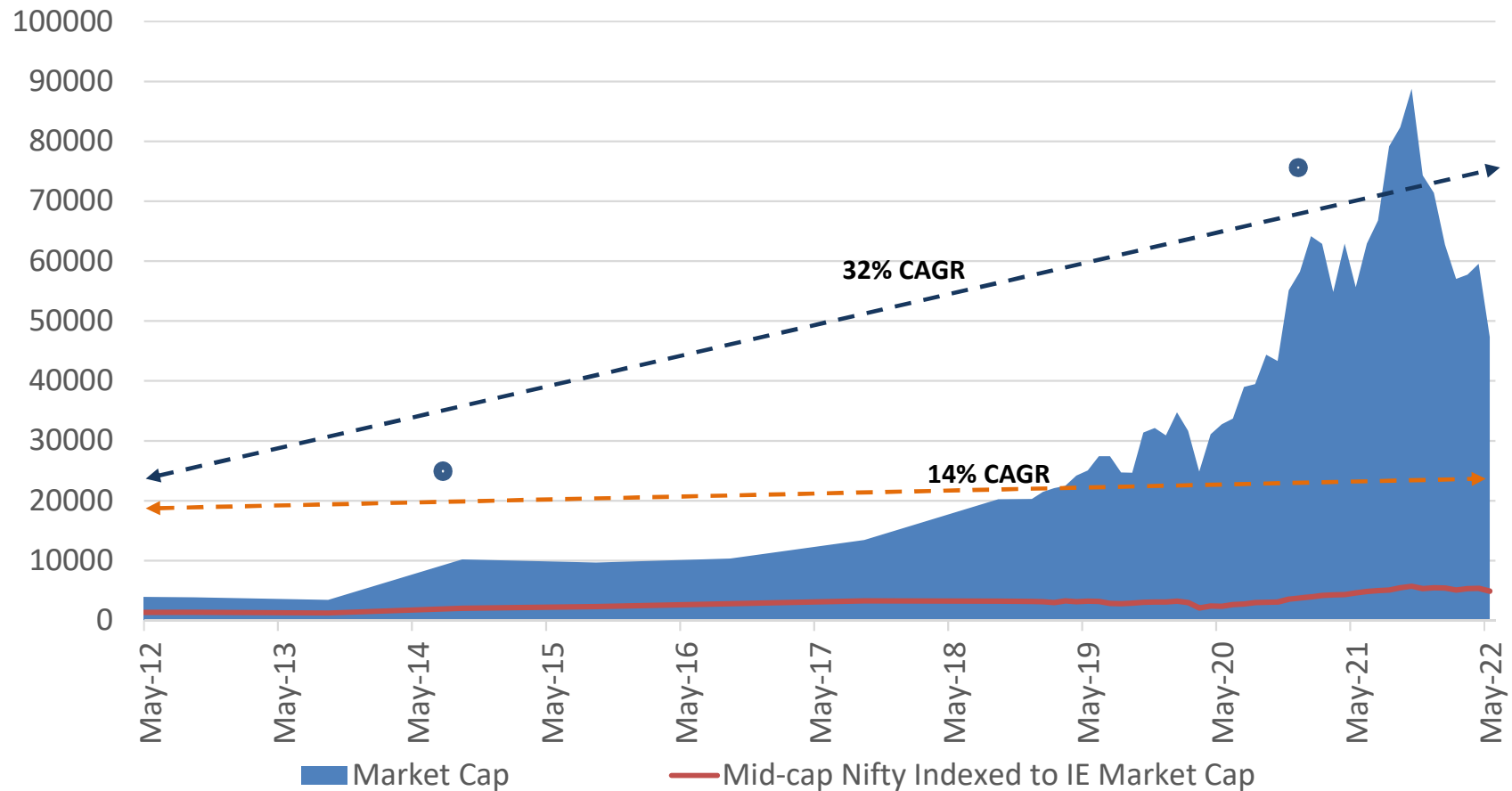


- Strong operating business model with high profitability and exponential gains in investments leading to multi fold growth in equity investments
- Negative working capital in operating business with negligible operating assets.

^Cash and Liquid Investments include Cash / bank balance with WOS & AIF.  
Investments in startup include IIM Jobs

# Market cap performance

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



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

## Corporate Governance- Cornerstone to our value system

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

# Board of Directors

## Whole time

### Sanjeev Bikhchandani (58)

Founder and Executive Vice Chairman

BA Econ. St. Stephen's.

PGDM IIM-A

Previously with GlaxoSmithKline

### Hitesh Oberoi (49)

Managing Director and CEO

B.Tech IIT Delhi,

PGDM IIM-B

Previously with HLL (Unilever)

### Chintan Thakkar (55)

Whole-time Director and CFO

Chartered Accountant

Previously with Computer Associates, India

## Non Executive

### Kapil Kapoor (57)

Chairman & Non Executive Director

B.A.Econ, PGDM IIM-A

Previously COO (Global Business Development), Timex Group

### Bala Deshpande (55)

Non Executive Director

MA Econ., MMS JBIMS

Sr. MD, New Enterprise Associates (NEA)

## Independent

### Saurabh Srivastava (76)

Independent Director

B.Tech IIT Kanpur,

M.Sc Harvard

Founder IIS Infotech

(Now Xansa)

NASSCOM, TIE, IAN, IVCA

### Naresh Gupta (55)

Independent Director

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

Previously MD, Adobe India

### Sharad Malik (58)

Independent Director

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

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

### Ashish Gupta (55)

Independent Director

B Tech IIT-K, Doctorate from Stanford University

Founder Tavant Technologies, Jungle; Amazon

### Geeta Mathur (55)

Independent Director,

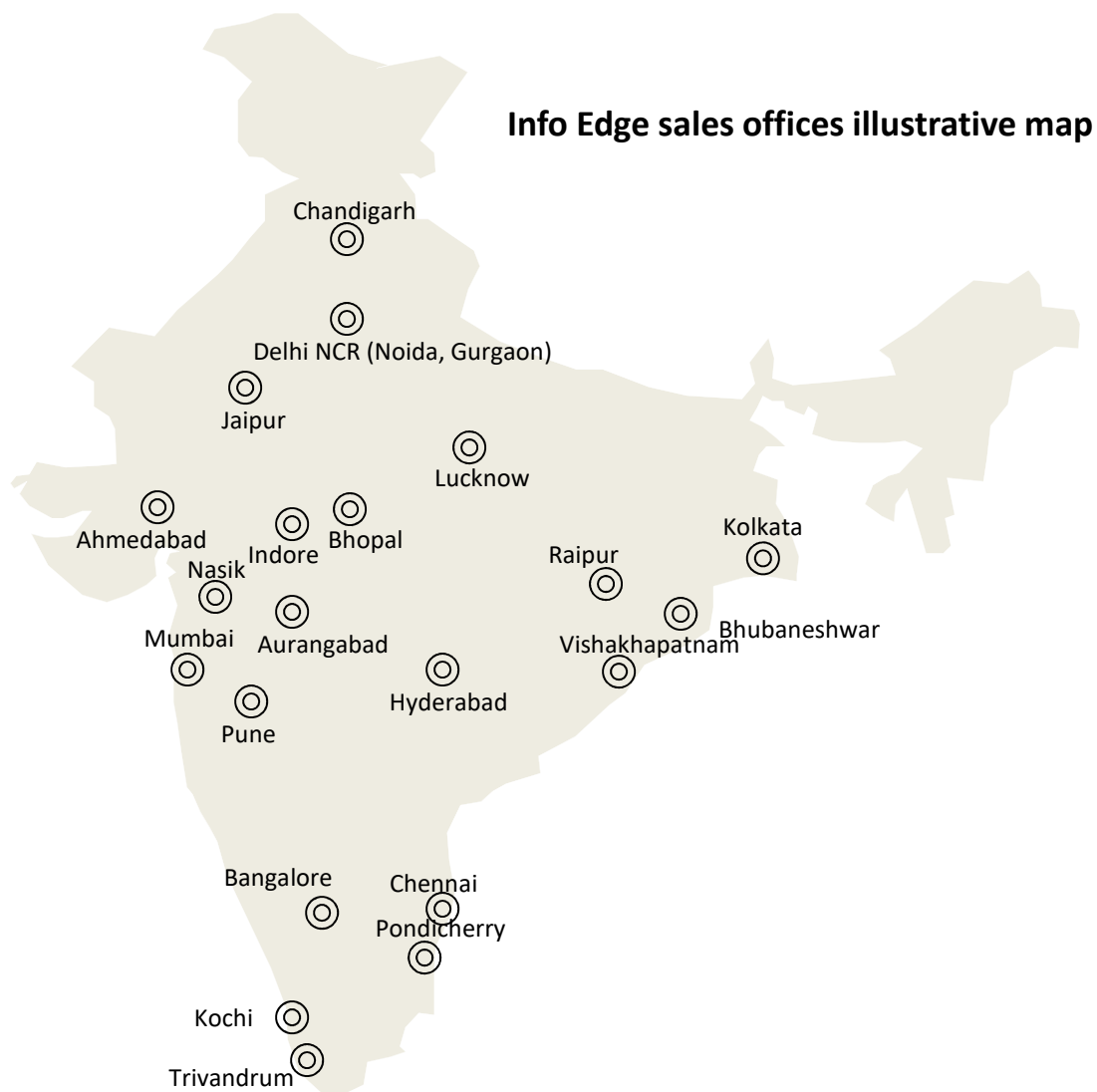
Chairman, Audit Committee

Chartered Accountant

Associated with ICICI Bank, Helpage India, IPE Global.



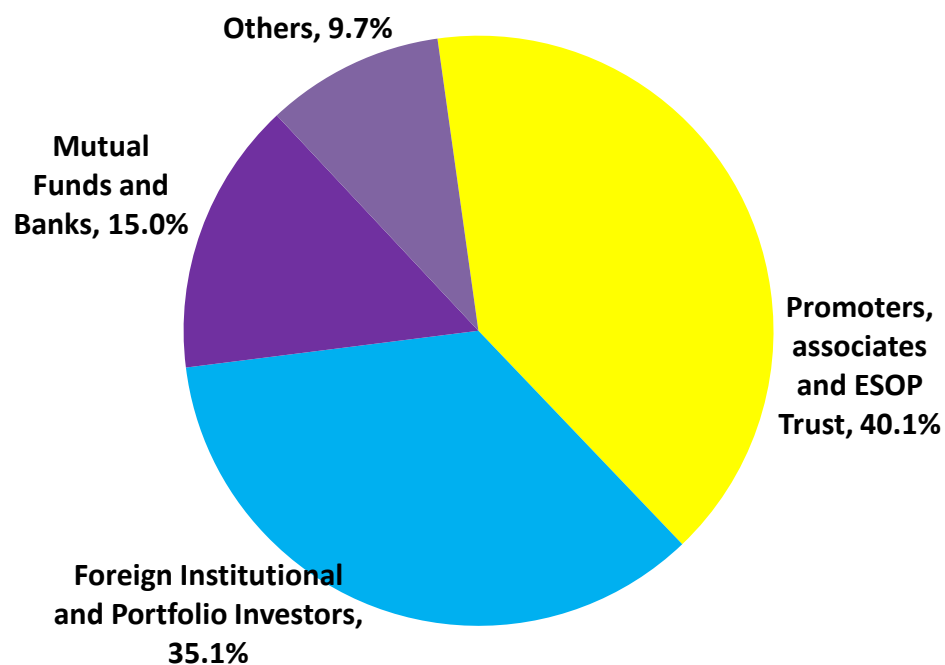
# Nationwide sales/customer interface infrastructure



## Geographical Spread as on date

- Nation wide coverage through 67 company branch offices in 46 cities in India
- 2923 sales/ servicing/ client facing staff or 61% of the company's workforce of 4730.

# Shareholding



***As of 24<sup>th</sup> April, 2022***

MF/ FPI/ FII/ Banks/ Insurance Companies	% Shareholdings
Axis Mutual Fund + Schroders	8.36%
Nalanda	2.99%
Life Insurance Corporation	2.94%
Vanguard	2.16%
Ishares	1.94%
UTI -various	1.90%
Arisaig	1.86%
Nordea	1.49%
Stewart	1.43%
Franklin Templeton MF	1.09%
Goldman Sachs EM Fund	0.93%
Ward Ferry	0.90%
Fidelity	0.87%
Veritas Funds Plc	0.68%
Wasatch - various	0.53%
People Bank of China	0.49%
Govt Pension Fund Global	0.45%
The Ezra Charitable Trust	0.37%
Al Mehwar Commercial Investments Llc - (Whit	0.34%
Master Trust Bank of Japan	0.33%
Aberdeen	0.31%

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

# Naukri



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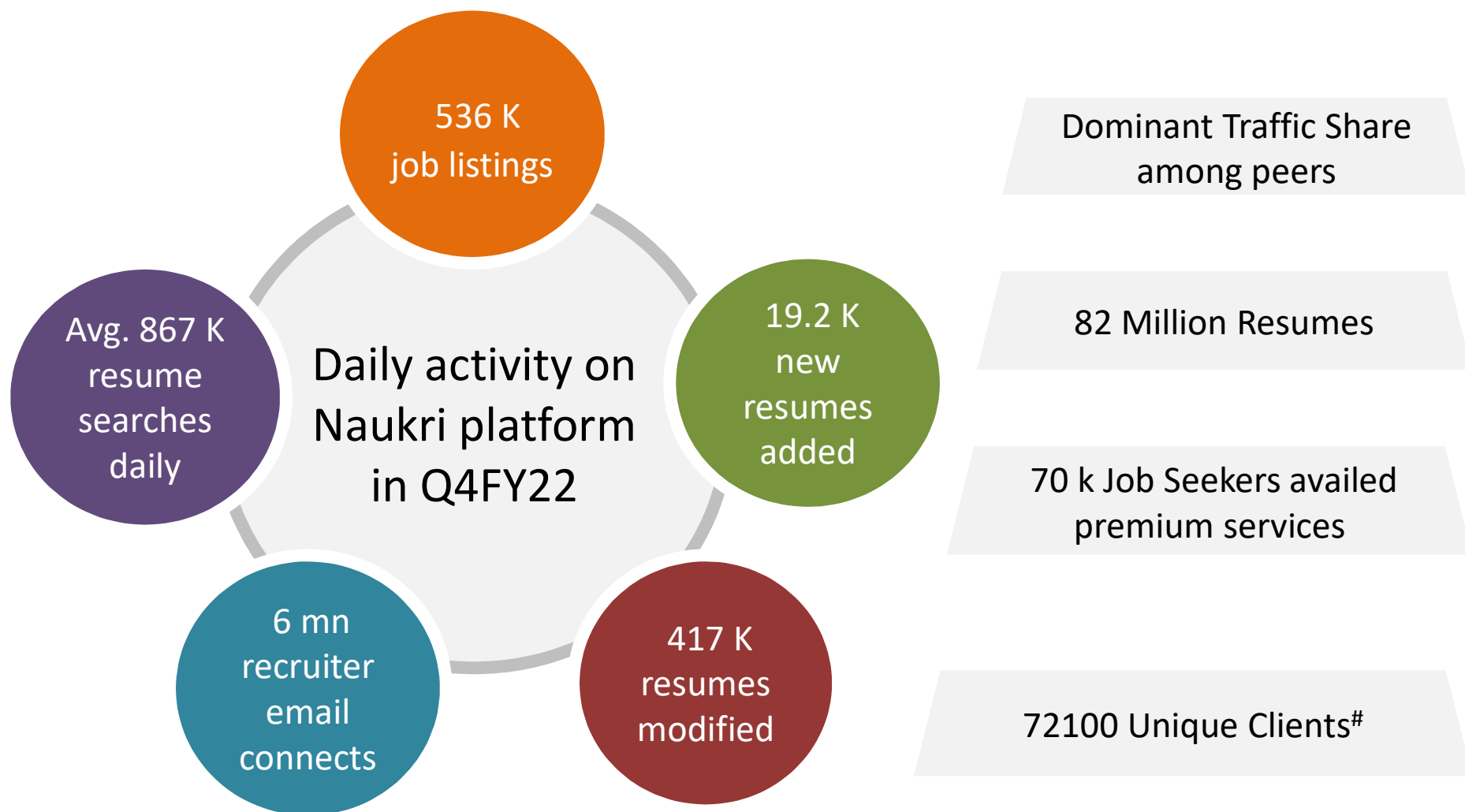
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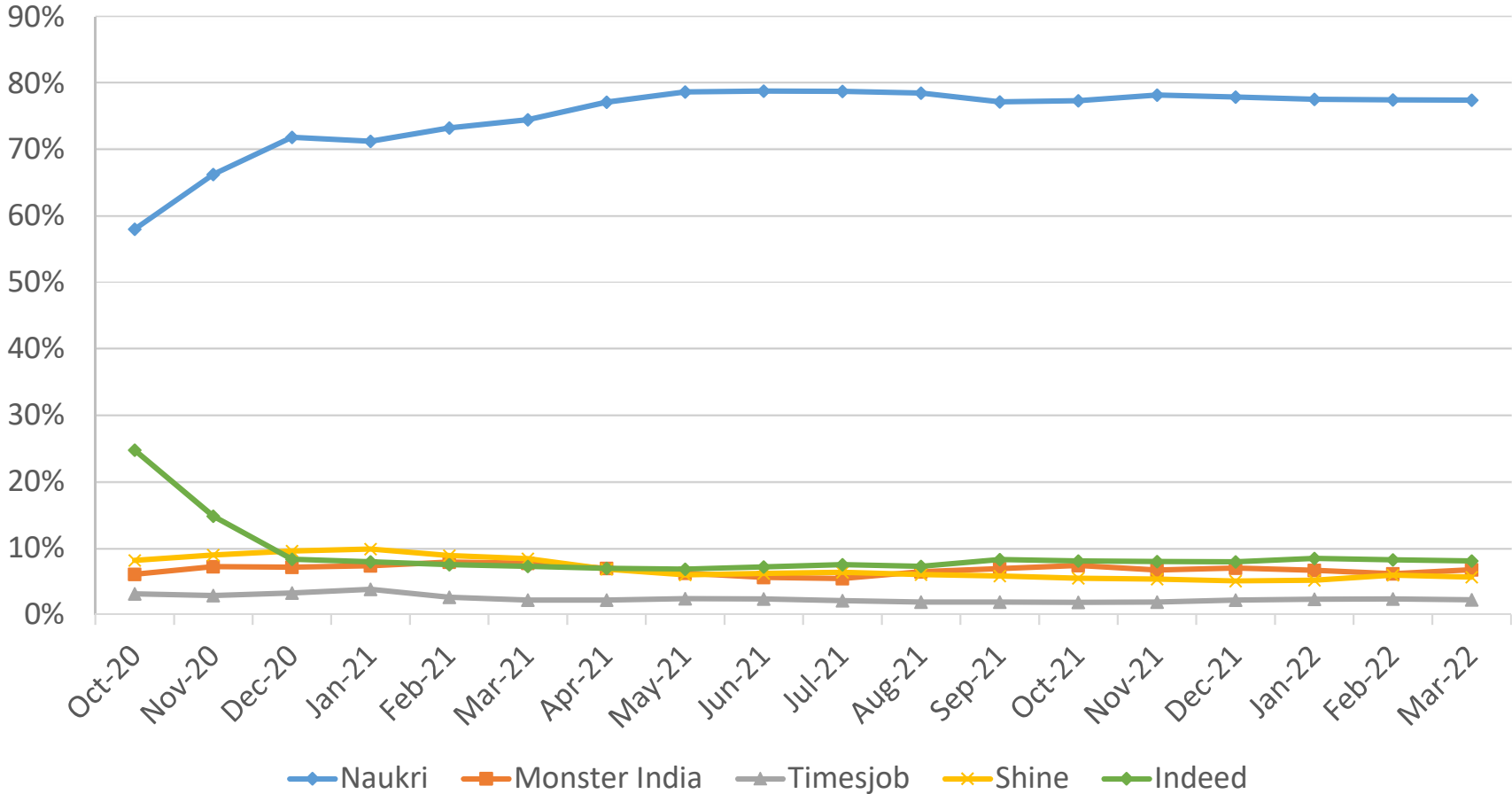
# Key operating metrics for Naukri



# Based on IND-AS revenue

# Naukri traffic share among traditional job sites

Overall traffic (from desktops, laptops and web mobile)



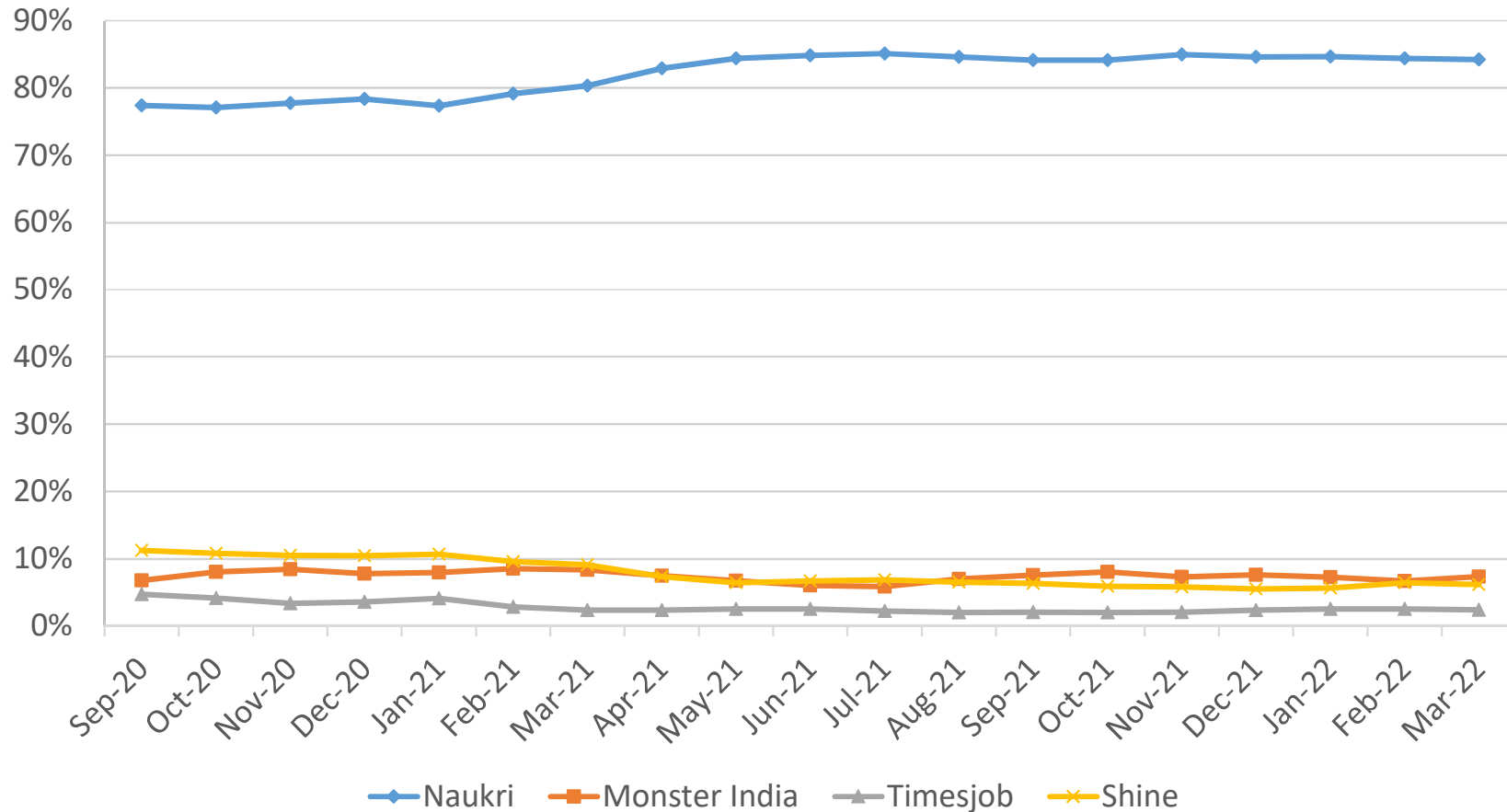
Source: SimilarWeb

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

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

# Naukri traffic share among traditional job sites

Overall traffic (from desktops, laptops & web mobile)

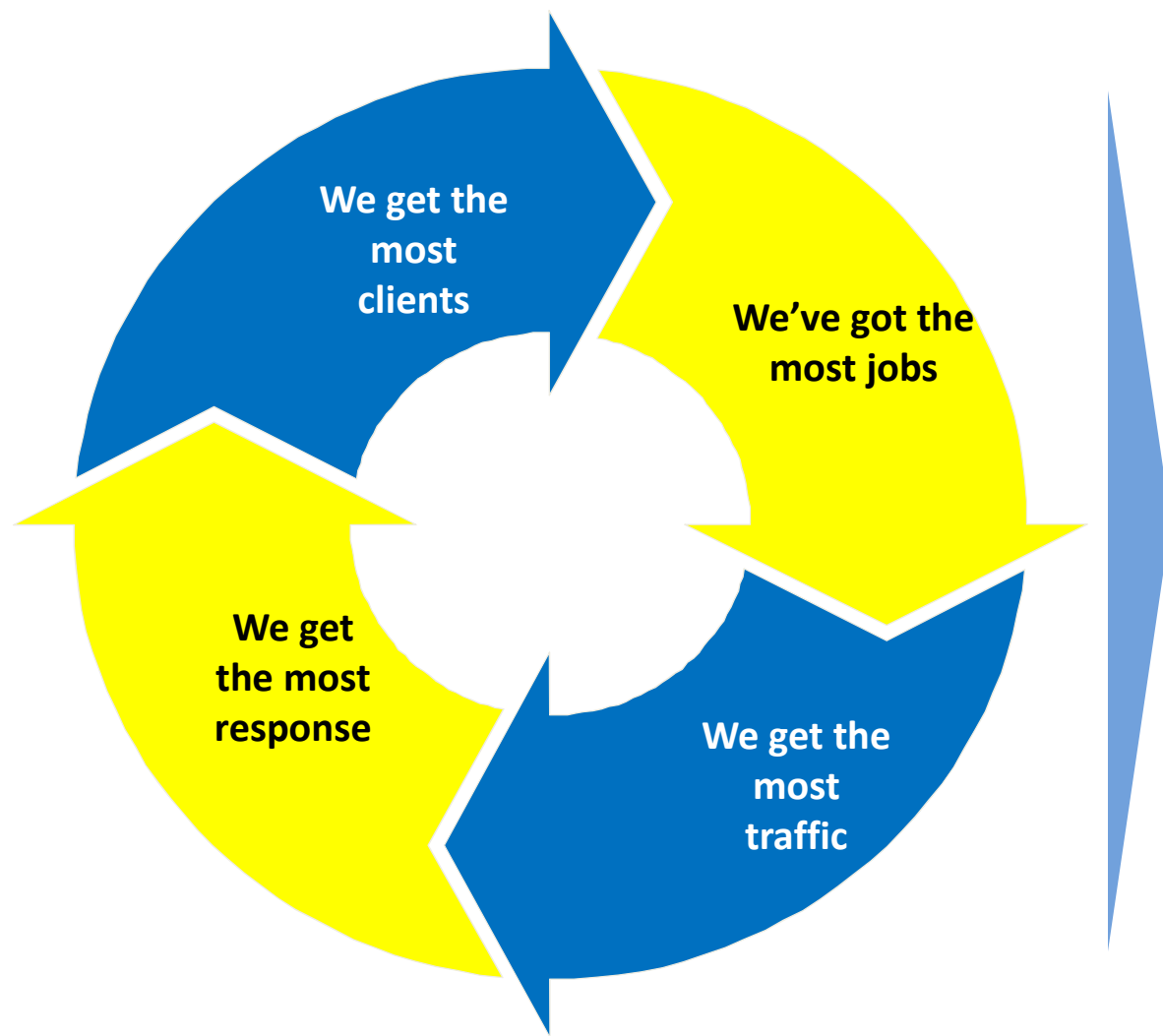


Source: SimilarWeb

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

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

# Naukri is a business of the virtuous circle



## Benefits

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

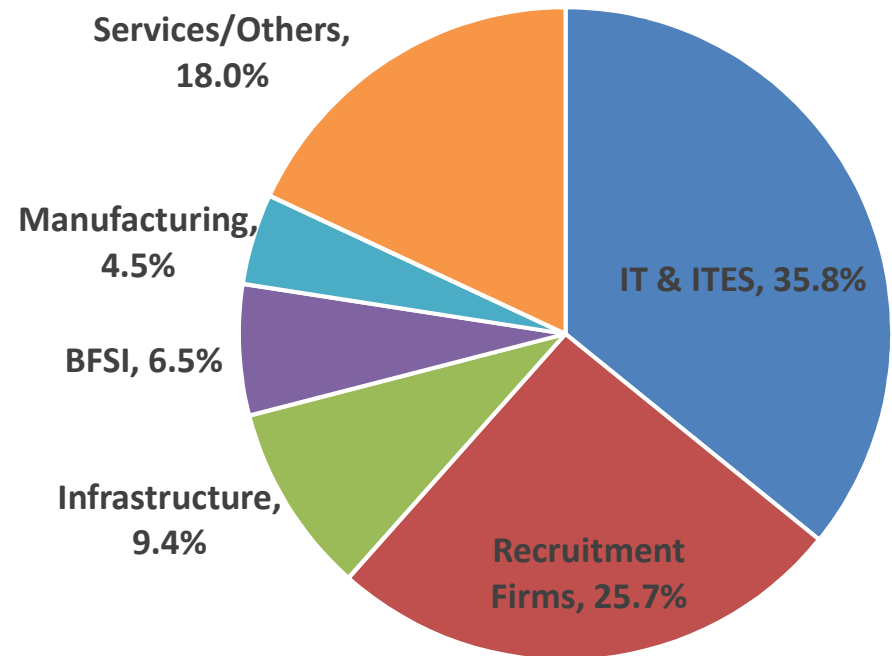
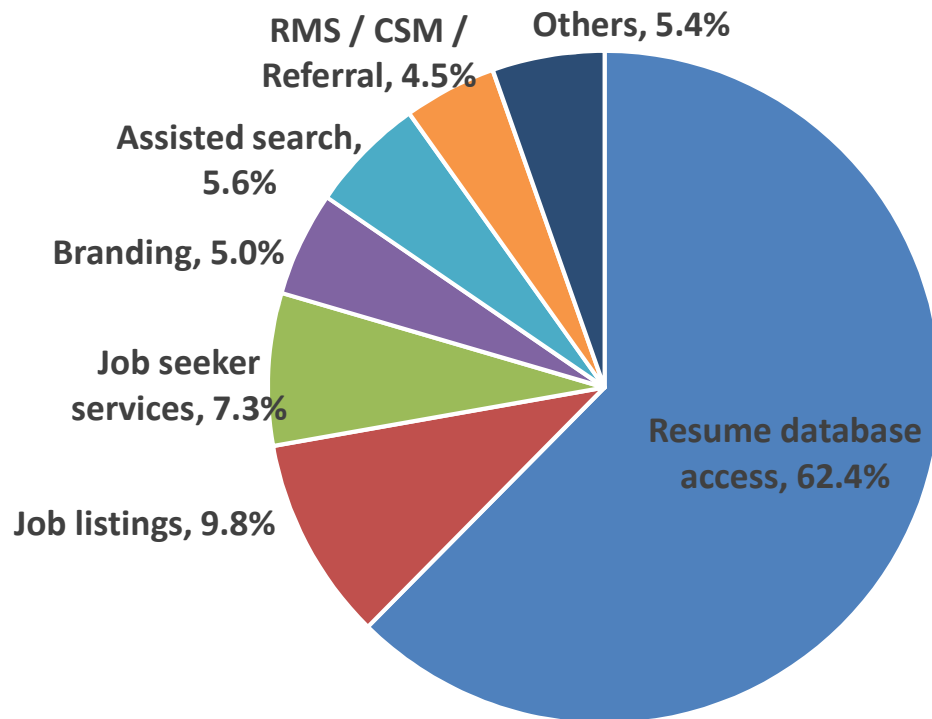
# Revenue sources for Naukri

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



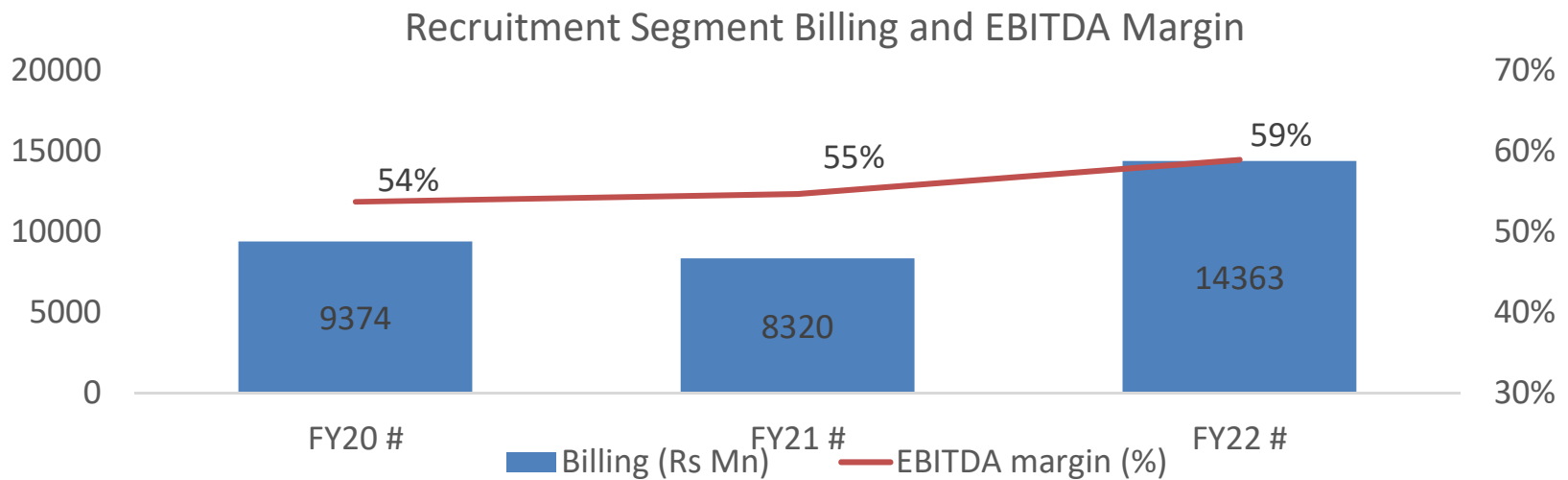
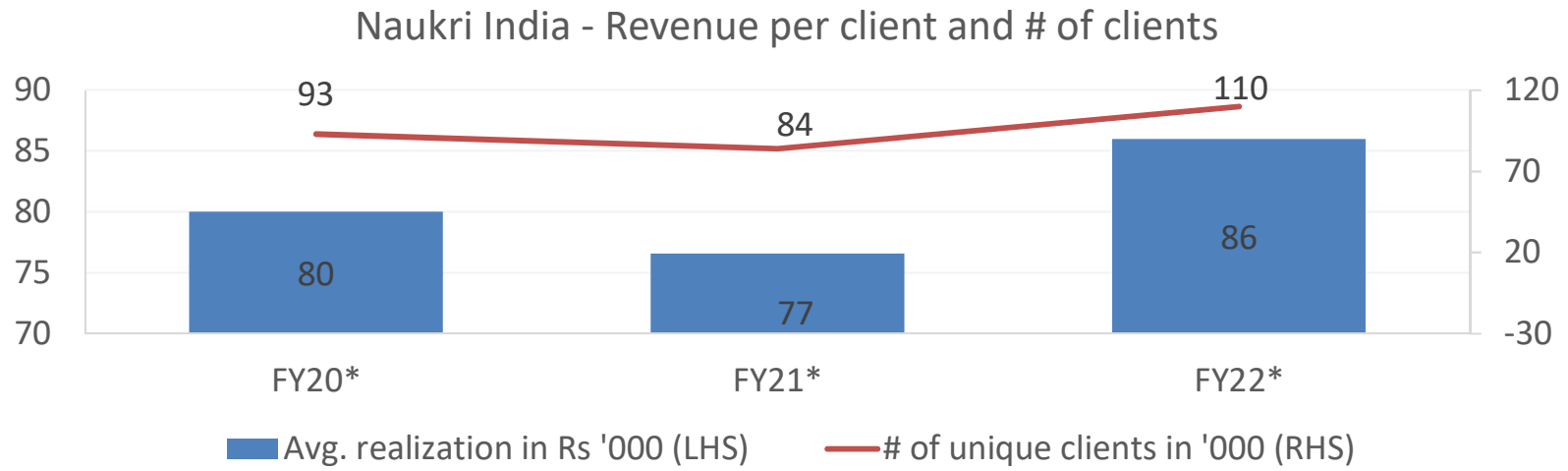
# Breakdown of revenue by Product and Industry

Data for trailing 12 months to March 2022



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

# Increasing realization per unique client with increasing number of customers



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

# Naukri Investment strategy



# Our recent Acquisitions in recruitment space

## **iimjobs.com and hirist.com**

iimjobs.com is India's leading recruitment platform for management professionals. Hirist.com is an exclusive recruitment platform for premium technology talent.

## **Zwayam**

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

## **Do Select**

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

## New GTM approach for Naukri.

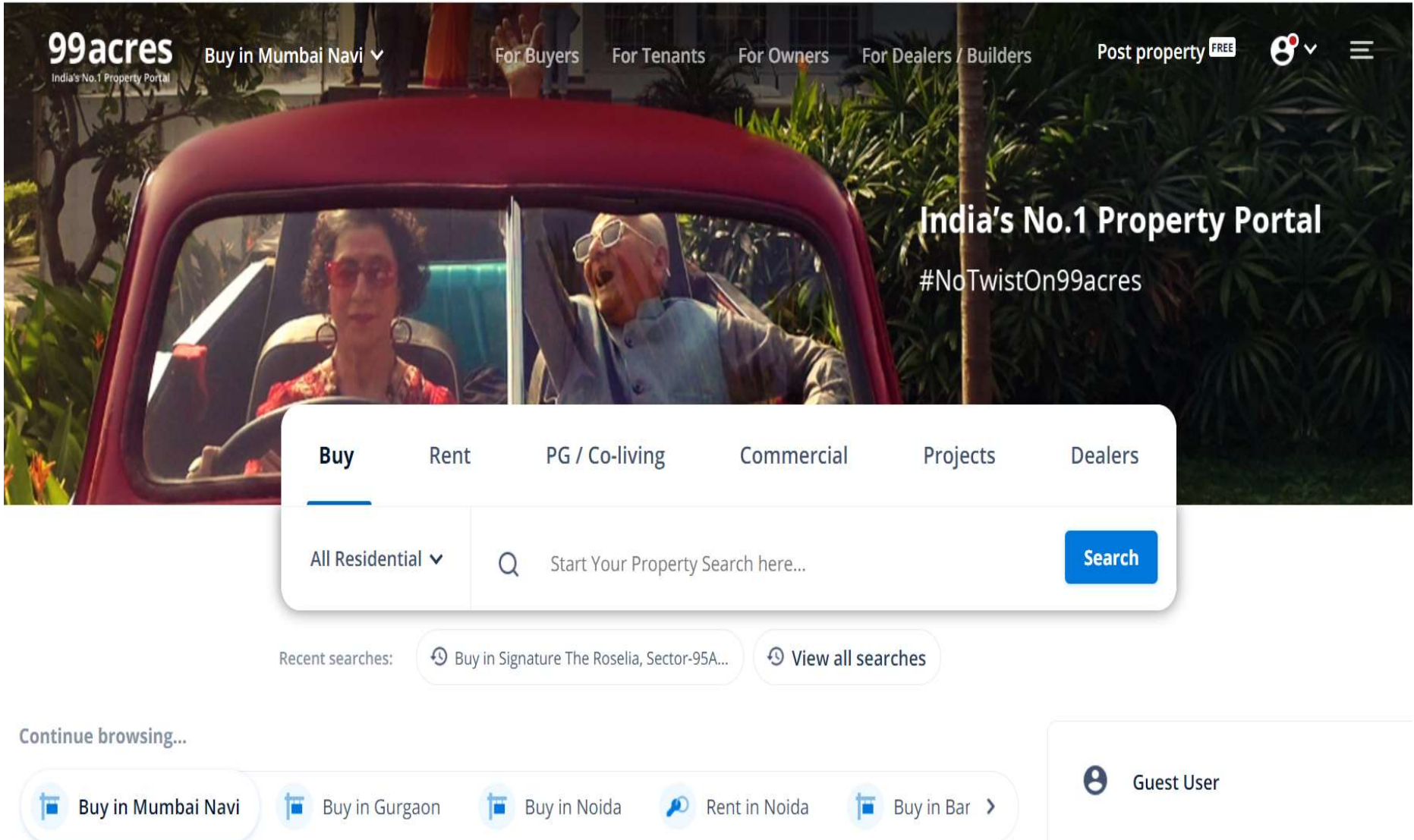


**naukri**  
hiring suite

*Evolve* to new age recruitment solutions

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

Resdex | Job Posting | RMS | eHire |  
Employer Branding | Firstnaukri | iimjobs | hirst



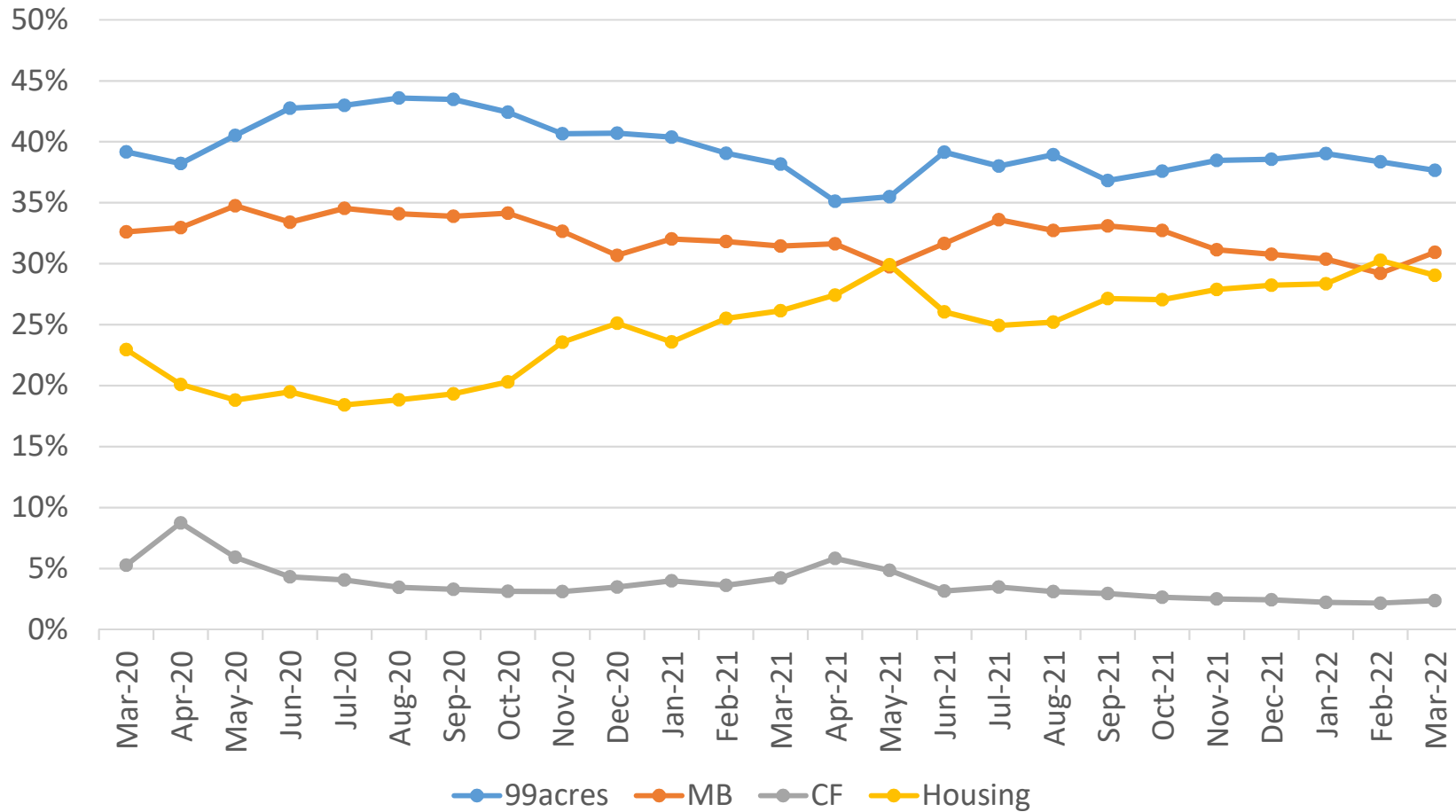
The image shows the top section of the 99acres website. At the top left is the 99acres logo with the tagline "India's No.1 Property Portal". To its right are navigation links: "Buy in Mumbai Navi", "For Buyers", "For Tenants", "For Owners", "For Dealers / Builders", "Post property FREE", a user profile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

# Online Real Estate marketing business in India

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

# 99acres traffic share

Overall traffic (from desktops & laptops, web mobile)



Source: SimilarWeb

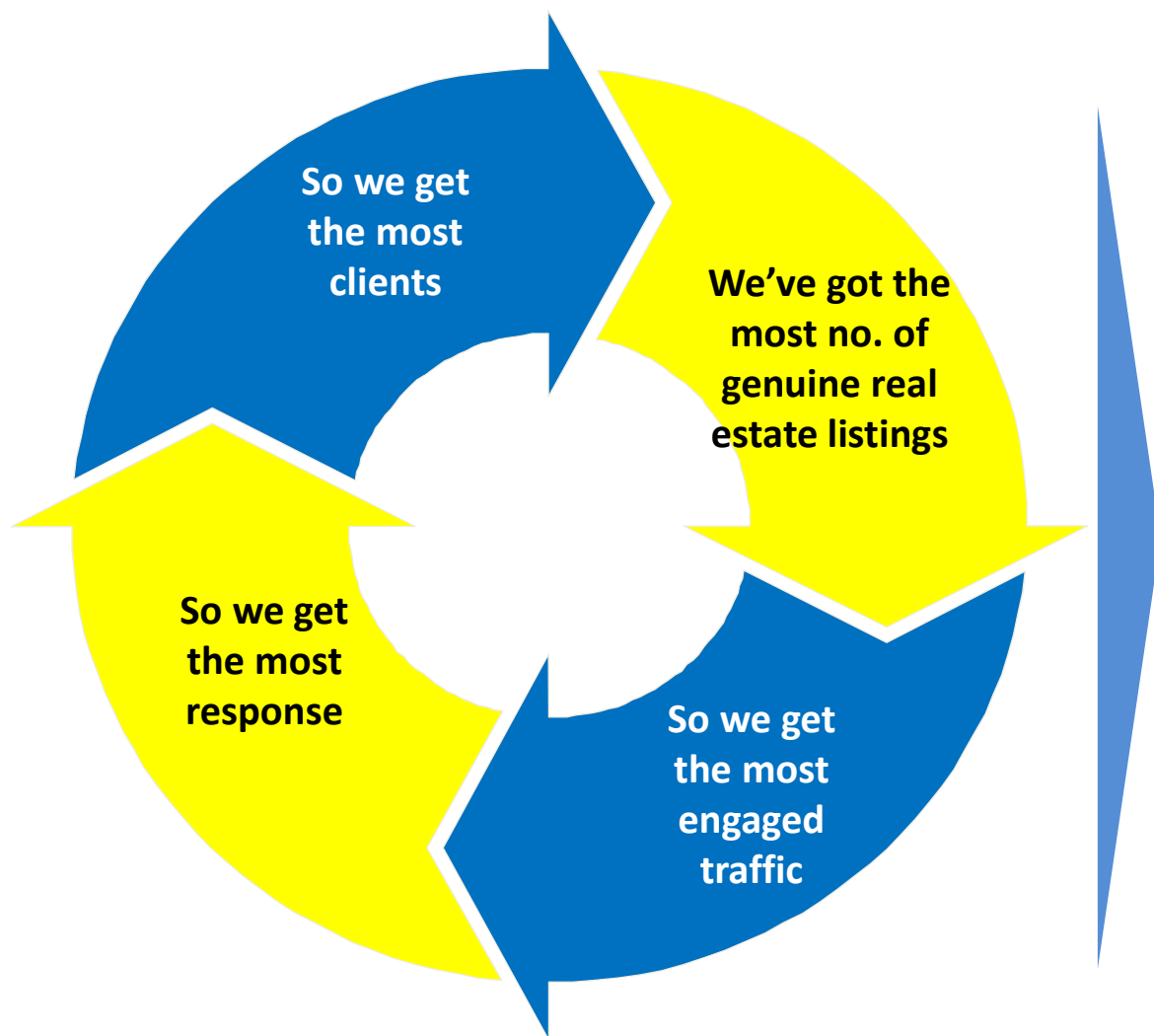
Similarweb stopped reporting the traffic data generated from mobile app since Q3'21.



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



# 99acres business model



## Revenue Model\*

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

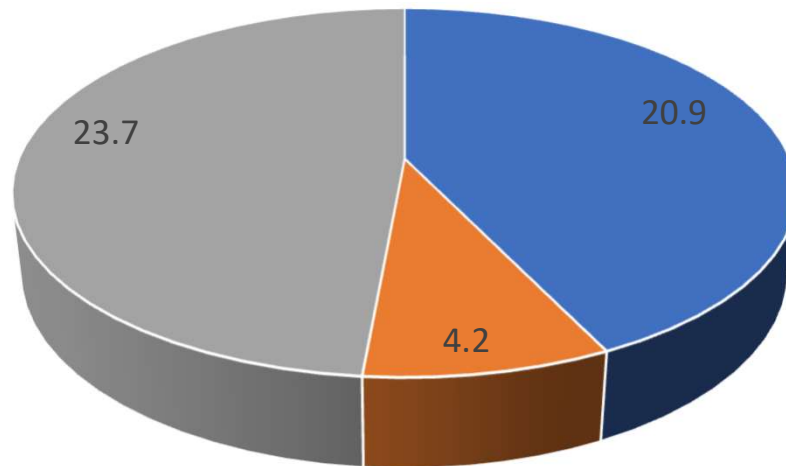
\*Residential & Commercial, including land/plots

## Key business metrics for 99acres (Q4)

- **As of March 31, 2022**
  - Total projects 1,77,639 + (under construction or ready-to-move-in)
  - Total listings 9,28,140 (including 5,25,924 owner listings)
    - Residential 7,33,675
    - Commercial 1,94,465

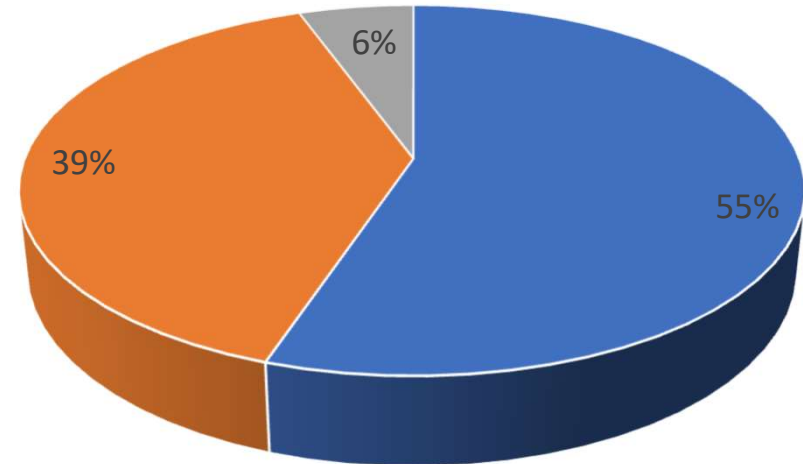
# Break-down of Customers and Billing

No. of customers in '000



■ BROKER ■ BUILDER ■ OWNER

Billing breakdown by customer type



■ BROKER ■ BUILDER ■ OWNER

*Data for trailing 12 months to March 2022*

# 99acres –strategy



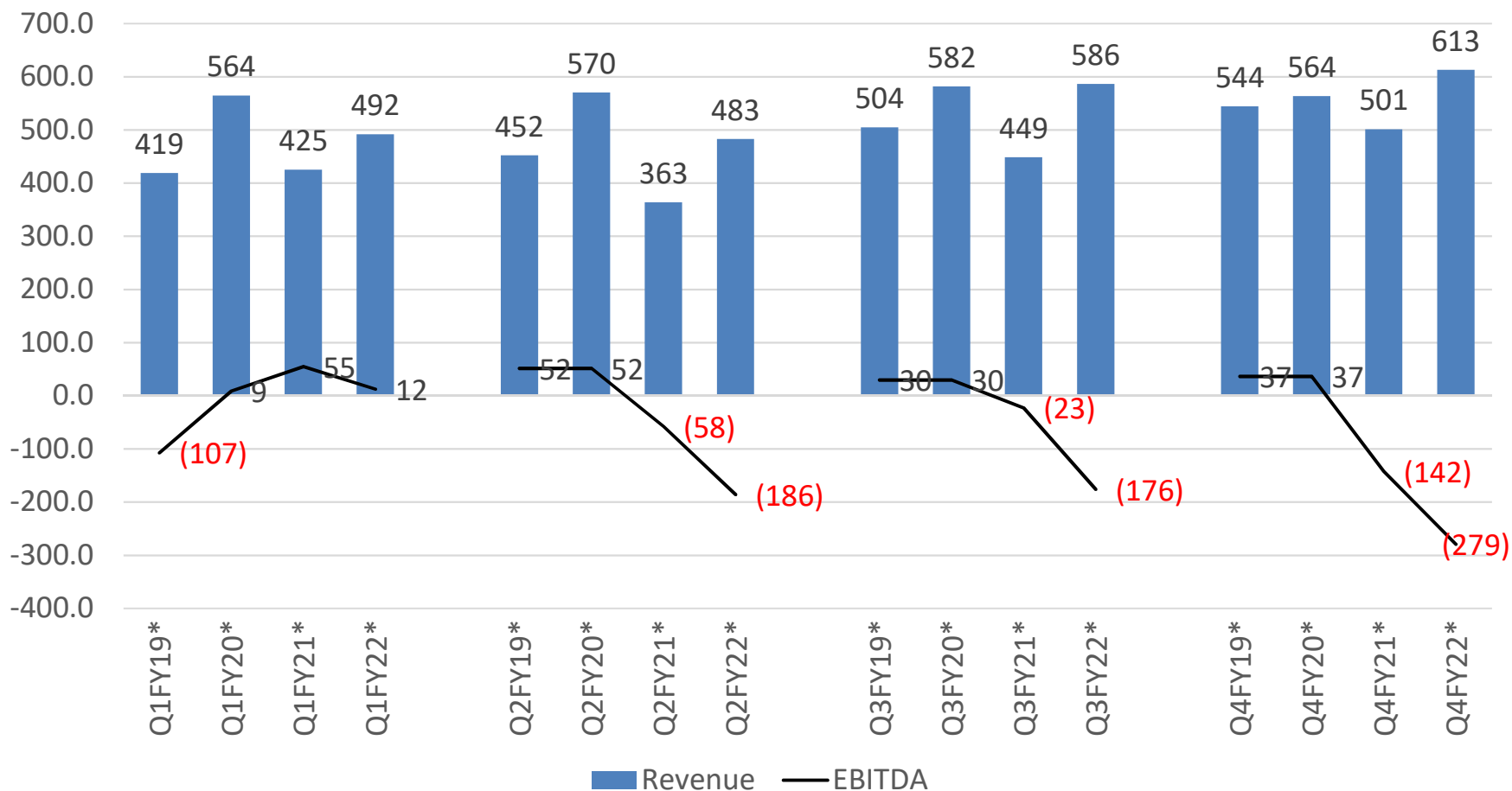
Focus on improving traffic share by improving customer experience on the site

# 99 acres Peer Comparison

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

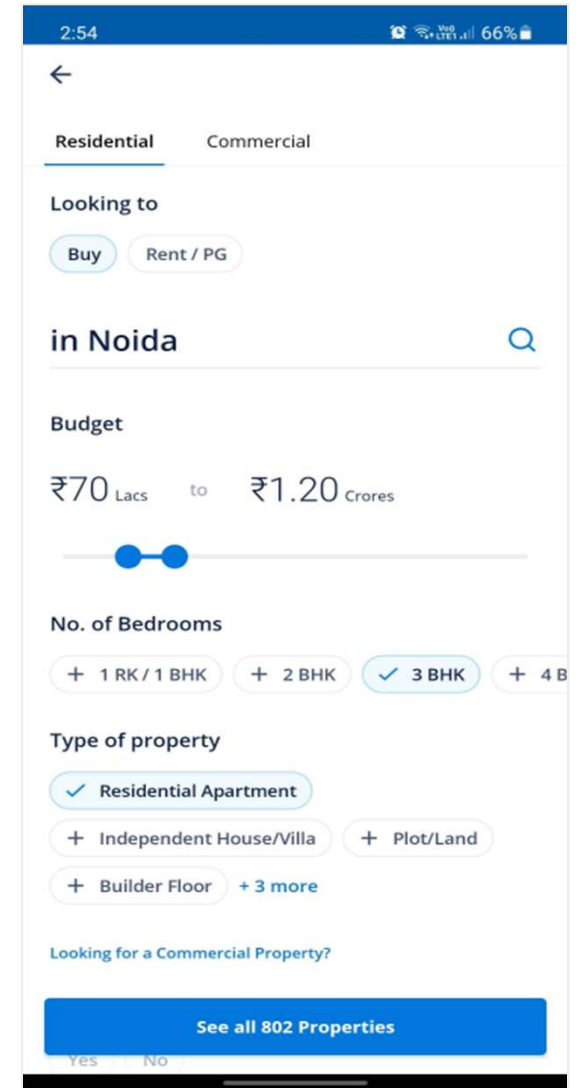
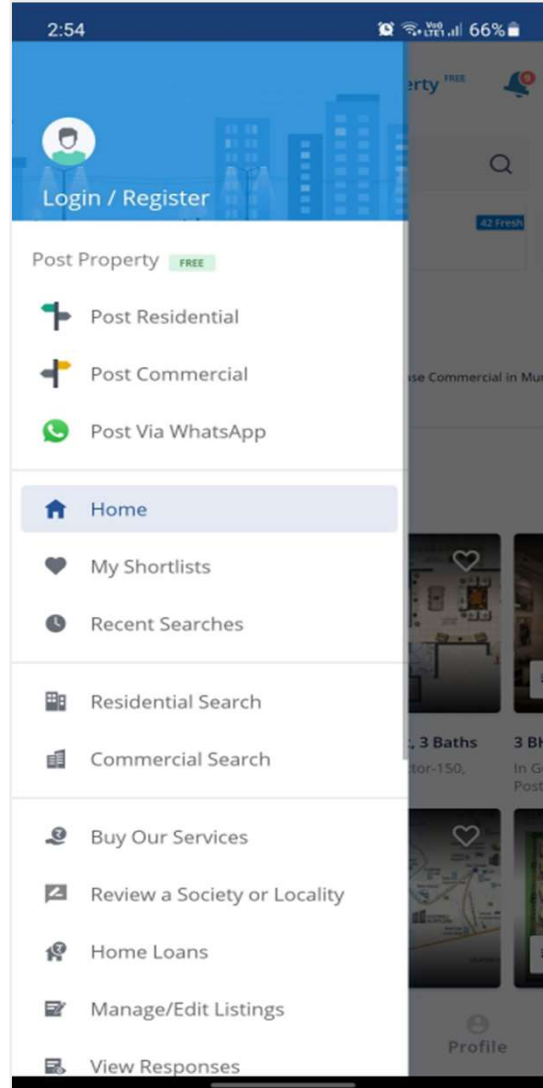
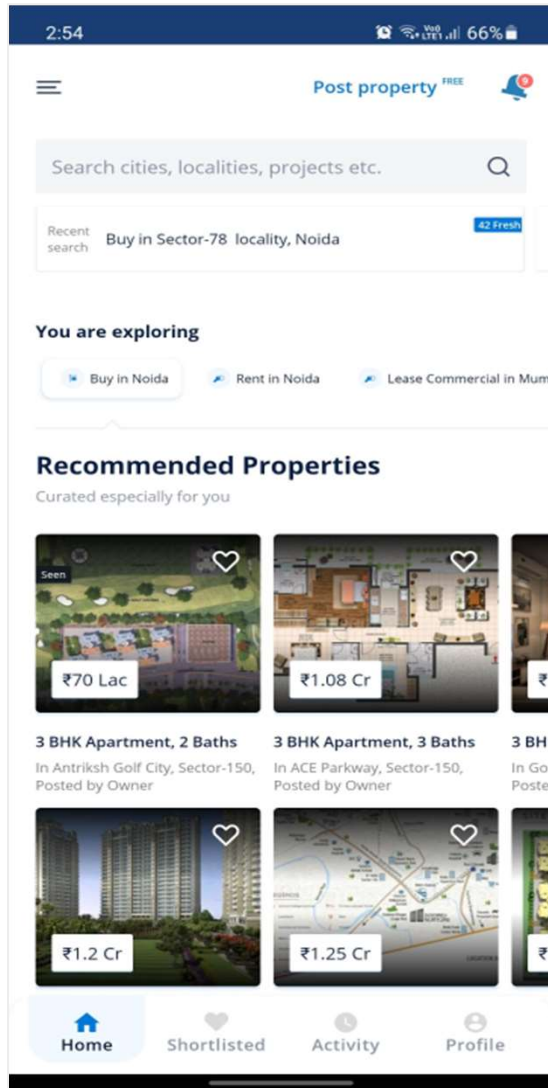
# 99 acres – Quarterly Financials

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



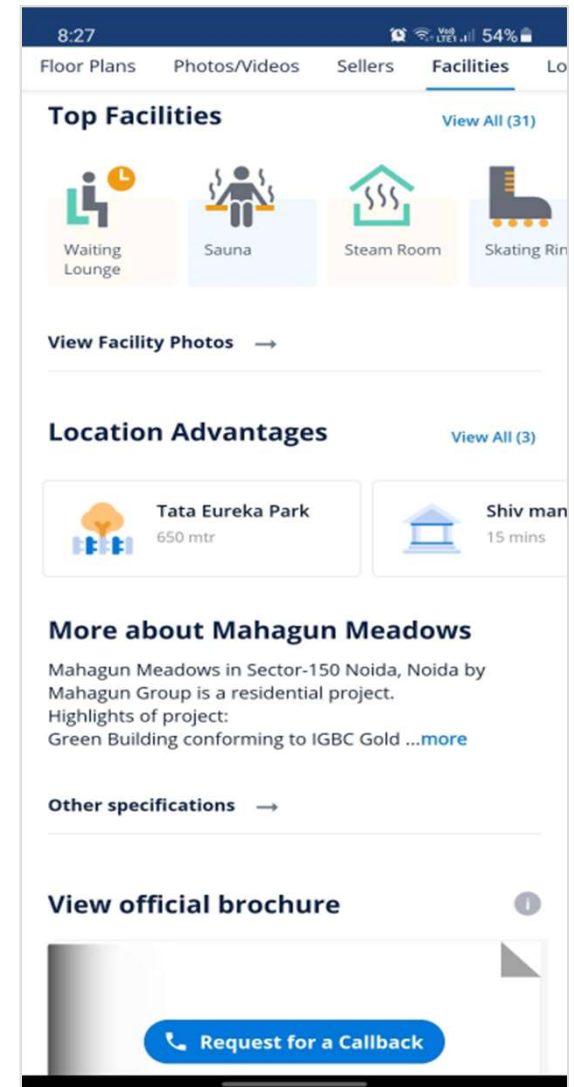
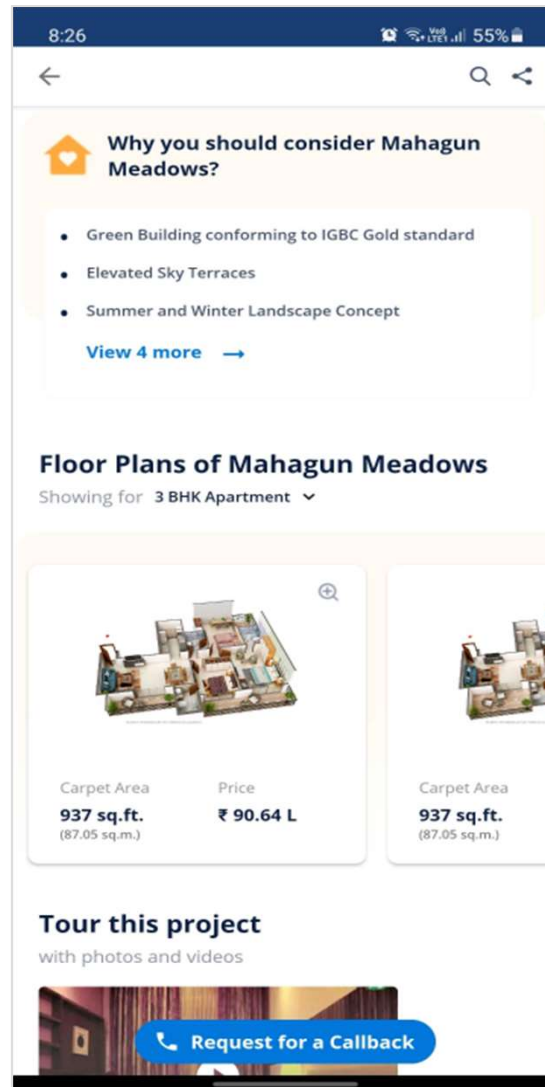
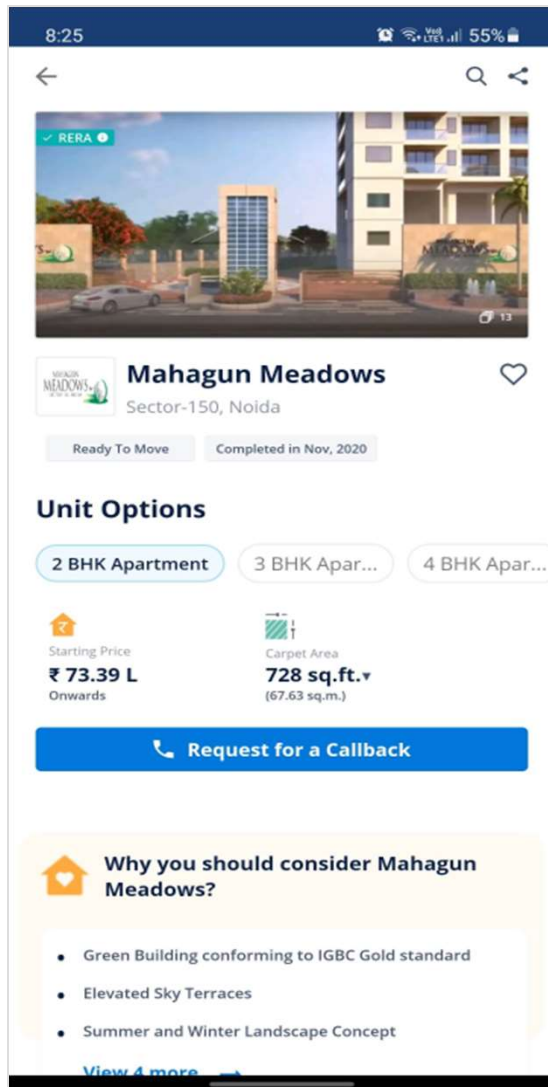
- FY20 onwards EBITDA numbers includes the impact of IND AS 116.

# Mobile app – home screen, navigation & search infoedge





# Mobile app – Project detail page



# Locality Reviews

8:49 VoLTE 52%

g Developments Popular Builders **Ratings & Reviews**

## Ratings & Reviews

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

**4.4 / 5**

★★★★☆

Average Rating  
(118 Total Reviews)

### Ratings by Features

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

### What are the positives

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

### Most Helpful Reviews

[View all](#)

**4.3 ★**

POSITIVES

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

Safe at Night
Well Lit Streets
Frequent Police Patrolling

Rare C
No We

Eno

No Water Shortage
Ample Parking Space

NEGAT

[View All properties in this locality](#)

8:56 VoLTE 49%

Environment Safety & Security Lifestyle & Facilities

**4 ★**

POSITIVES

The Hospital,Grocery are within 5 km The market are avialable in walking distance and there you can easily get the private cabs or public transportation it is safe in night there is no water shortage and all basic amenities like schools, colleges are available near by and it is very good locality [Show Less](#)

Good Public Transport
Good Hospitals are nearby
Easy Cab/Auto Availability
Safe at Night
Markets at a walkable distance
Metro Connectivity nearby
No Water Shortage

NEGATIVES

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

Owner of Property  
15 days ago

Was this helpful? Yes [Report](#)

**4.8 ★**

POSITIVES

Sector 78 is very nice locality and also it is not very populated and polluted. ... [Show More](#)

No Power Cuts
Low Pollution
Well Lit Streets

Clean & Hygienic
No Water Shortage

[Write a review](#)

8:56 VoLTE 49%

**Ratings & Reviews**

All Lifestyle & Facilities Connectivity & Comm

**4 ★**

Former Resident | 22 days ago

Was this helpful? Yes [Report](#)

**3.8 ★**

POSITIVES

Hospital are nearby at my home. And no traffic jam and easily cab/auto available nearby at my home. And metro station are 1km away at my home. And also big and light streets. And police patrolling also available at night. And low pollution in my colony. And no water shortage.

Good Schools are nearby
Markets at a walkable distance

NEGATIVES

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

Former Resident  
23 days ago

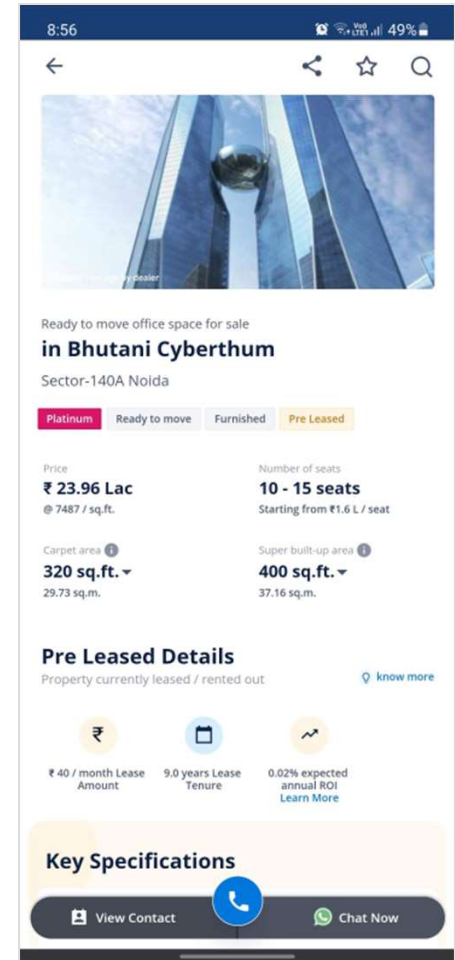
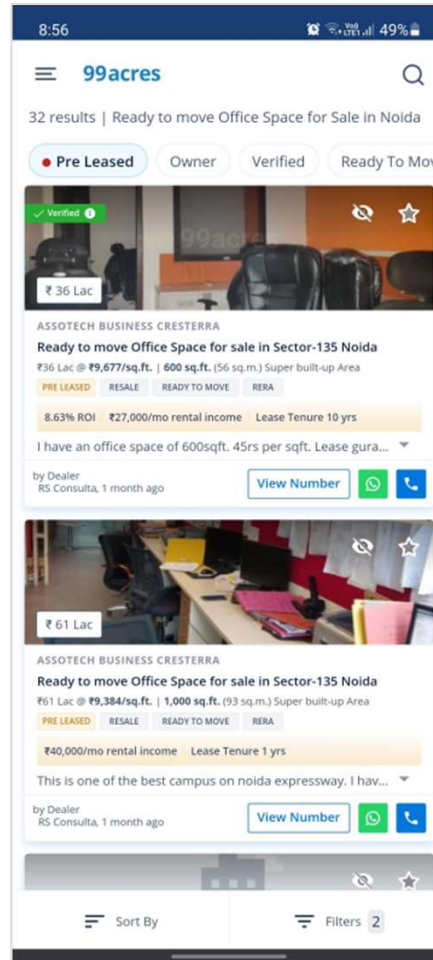
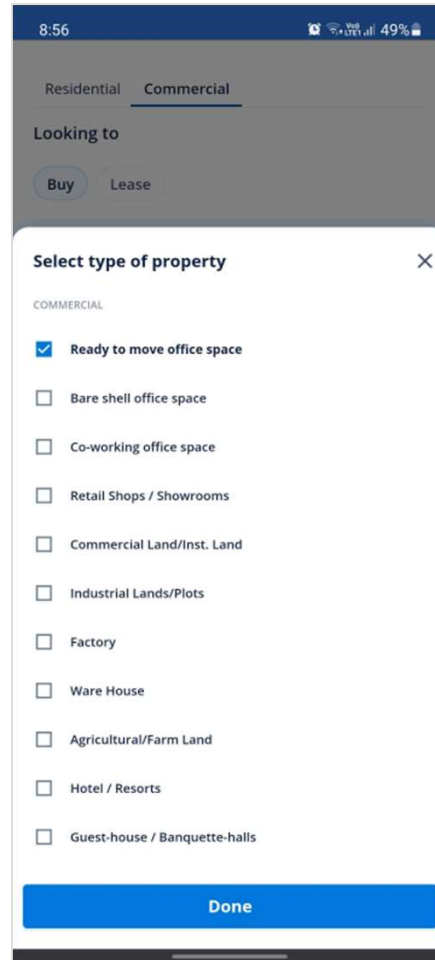
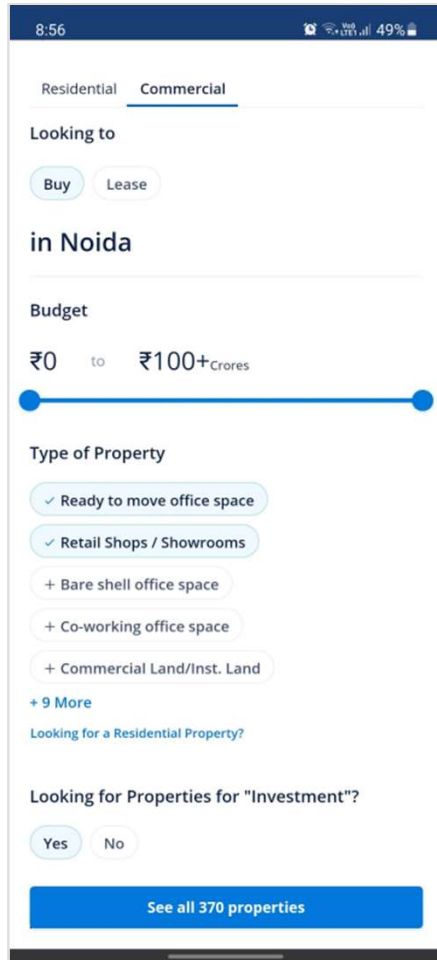
Was this helpful? Yes [Report](#)

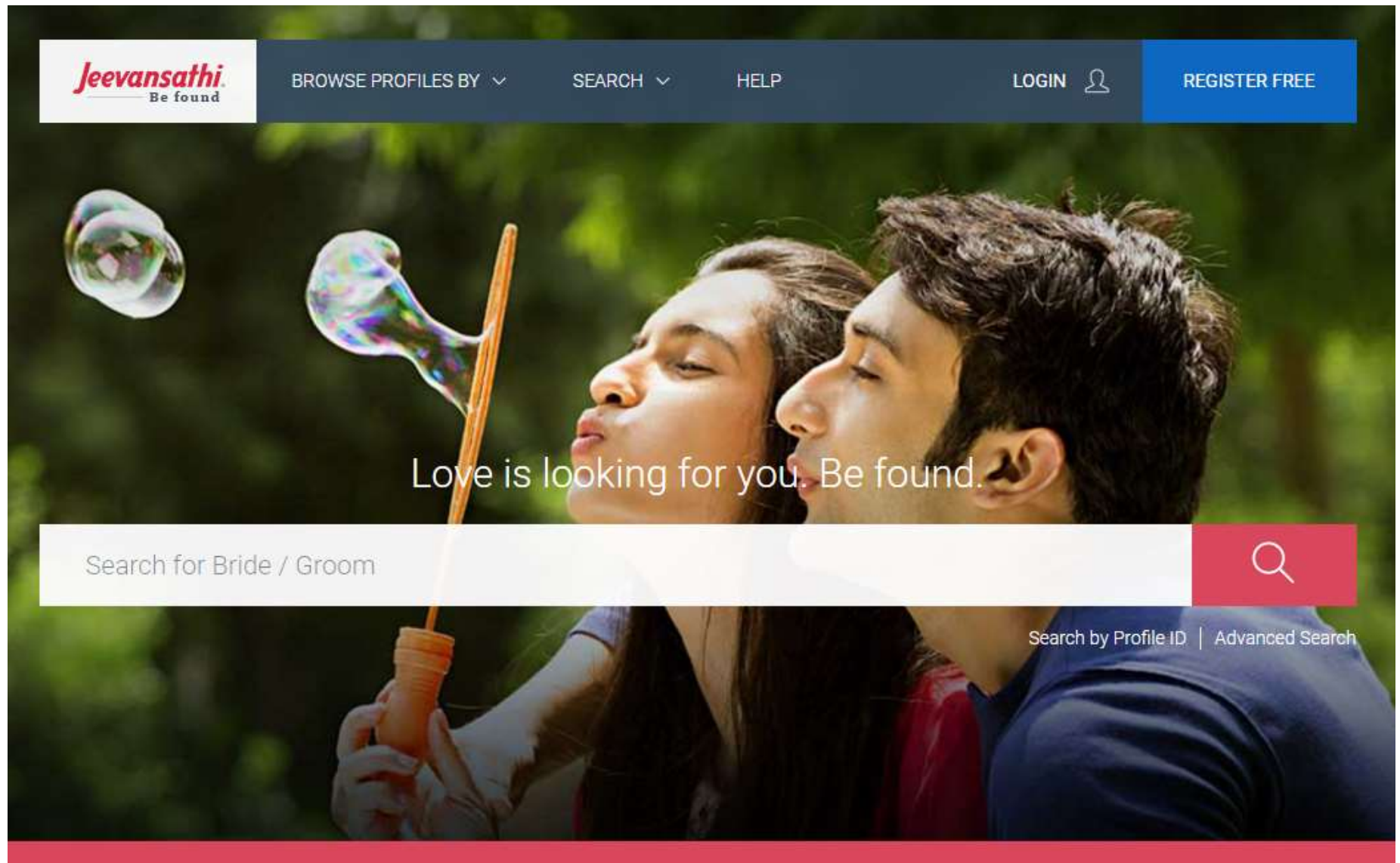
**4.4 ★**

POSITIVES

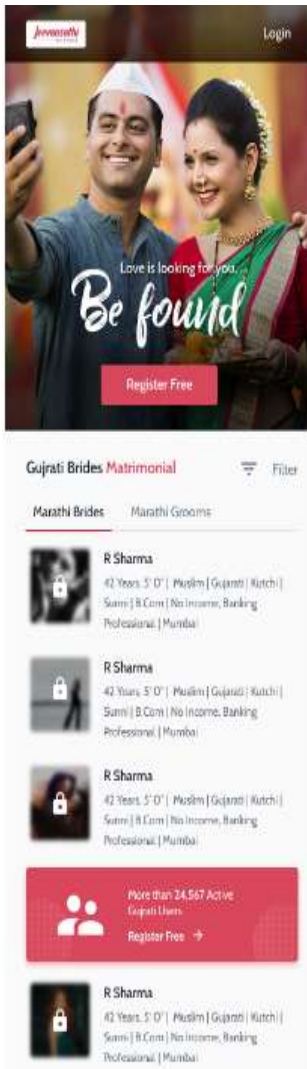
Good water facility, transportation is very good, all works good, living conditions are good , metro station is nearby and buses are available per 10 minutes.

# Support for various commercial properties & pre-leased options





# Online matchmaking in India and the Jeevansathi Business Model



Online matchmaking is a large opportunity in India with the organized industry doing a topline of Rs. 7-8 billion

Jeevansathi has a subscription-based platform to connect prospects for the purpose of matrimony

Platform offers much higher scale and choice in matchmaking compared to traditional reference networks

User experience and matching is customized based on demographic and geographic preferences

# Jeevansathi leads innovation



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

# Jeevansathi's strengths

## Leadership in the North markets

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

## Capital Efficient Business

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

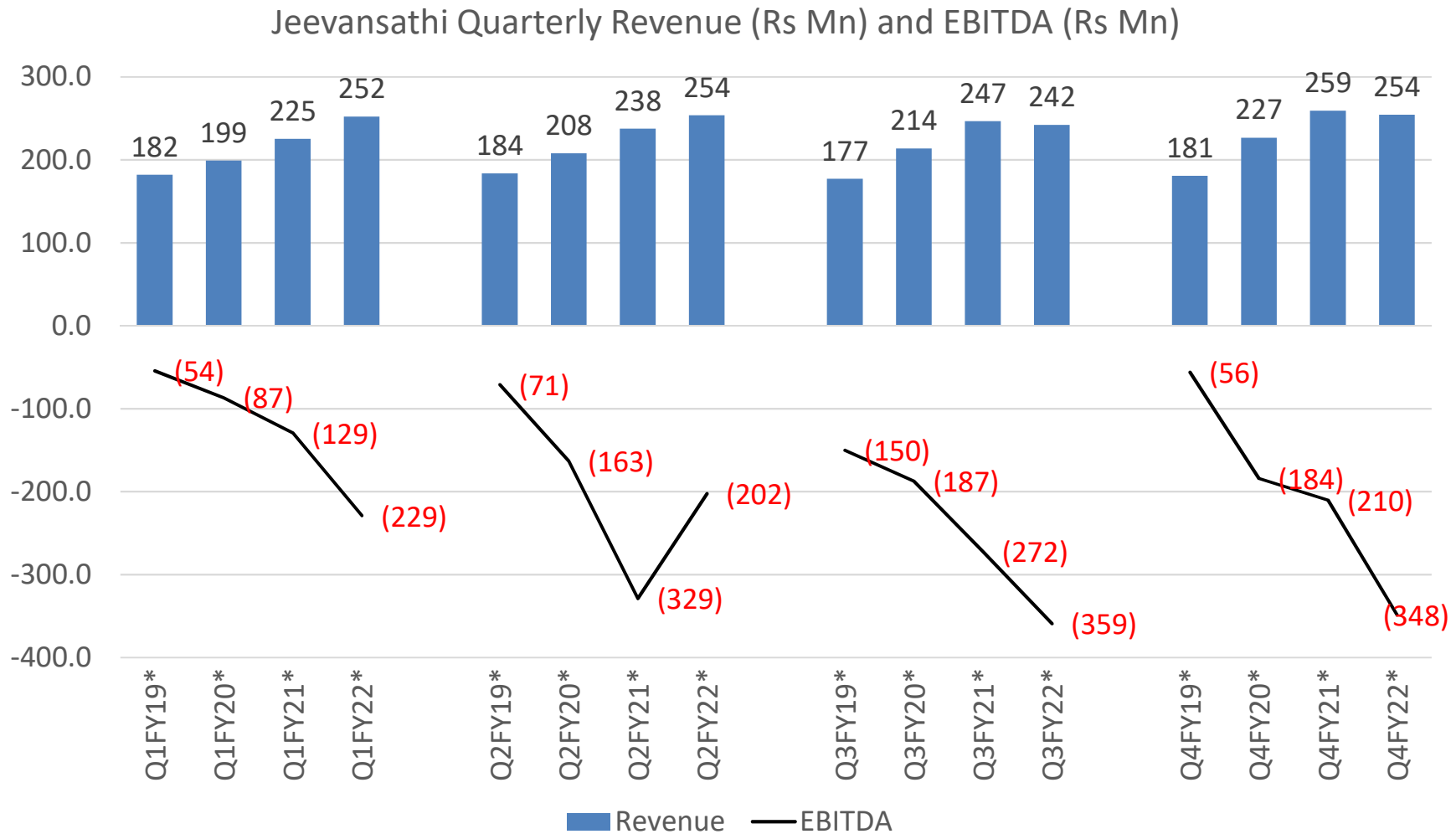
## Innovation-led Product

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

## High App Usage

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

# Jeevansathi – Quarterly financials



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



shiksha

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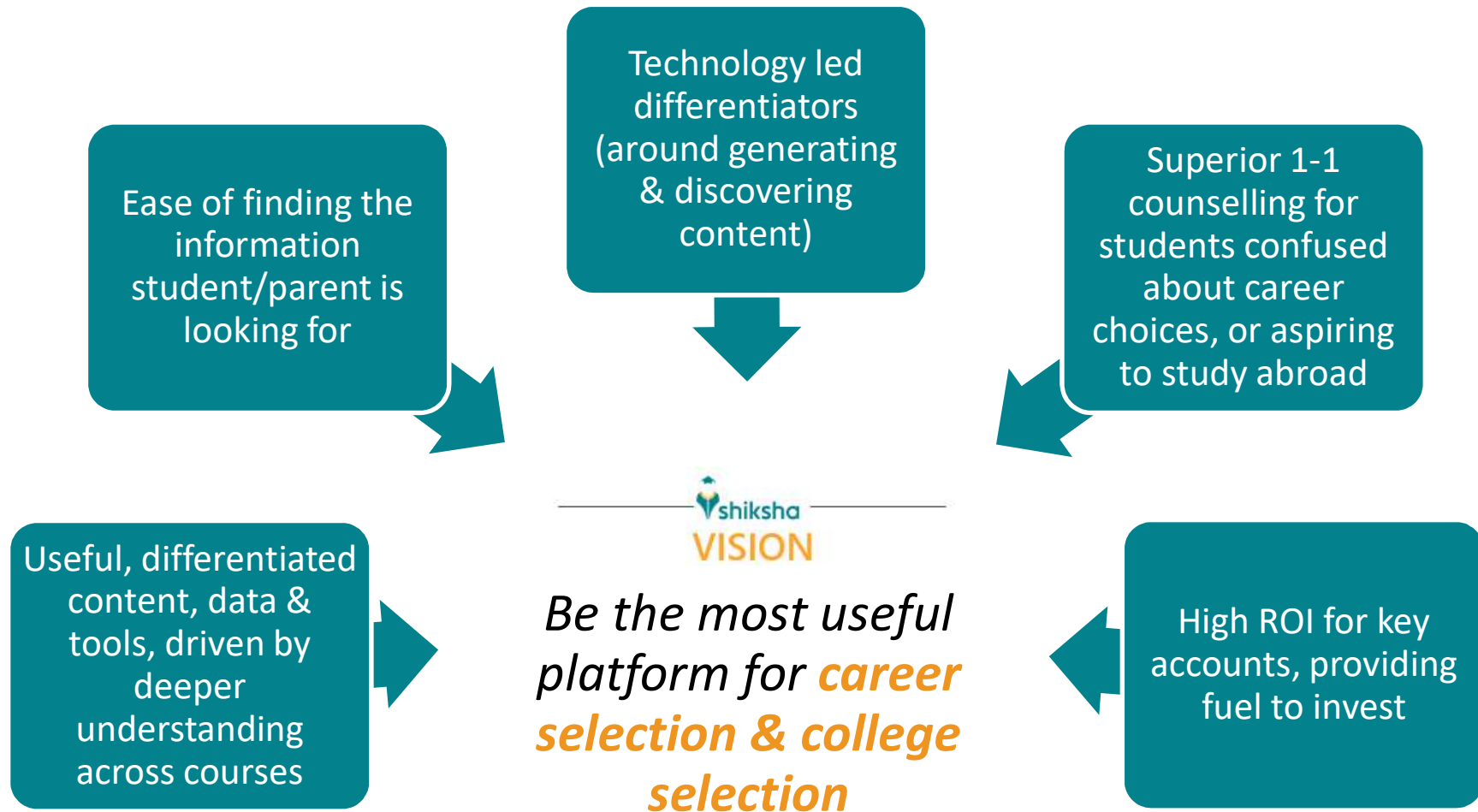
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<b>WOXXEN UNIVERSITY</b> Hyderabad <a href="#">Learn More</a> Ranks All India 4 in Top Private University – TIMES B School Ranking-2021	<b>Pearl Academy</b> New Delhi <a href="#">Learn More</a> No.1 Fashion College in India. Design   Fashion   Media – Admission 2022	<b>IIM Calcutta - Indian Institute of Management</b> Kolkata <a href="#">Learn More</a> Ranked 3 for MBA by NIRF 2020	Get Instant Answer to your queries <b>Ask Now</b> <a href="#">Learn More</a>
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A website which helps students decide undergraduate and post graduate options, by providing useful information on career, exams, colleges & courses

# Shiksha Vision & Key Enablers

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# Shiksha's Strengths

Shiksha is India's largest Higher Education Classified platform

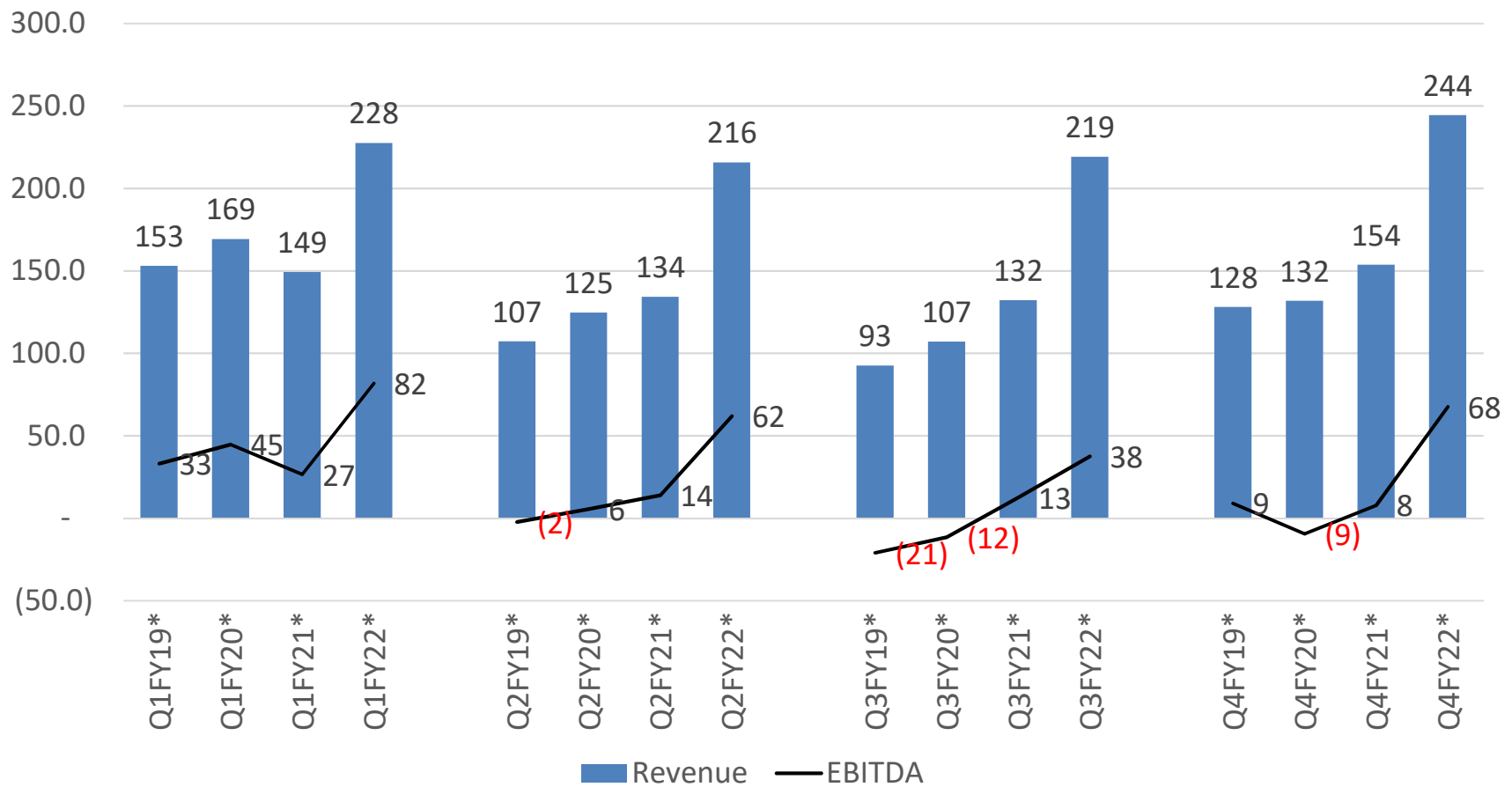


## Competitors

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

# Shiksha – Quarterly financials

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



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

# Investments

# Investment Portfolio

Investee Company	Website	Book value of investment as of March'31, 2021 ( Rs Mn)	Approx. diluted and converted shareholding %(Actual)
Zomato Media Pvt Ltd.	<a href="http://www.zomato.com">www.zomato.com</a>	1,465	15.29%
Etechaces Marketing and Consulting Pvt Ltd.	<a href="http://www.policybazaar.com">www.policybazaar.com</a>	5,758	12.79%
Happily Unmarried Marketing Pvt Ltd.	<a href="http://www.happilyunmarried.com">www.happilyunmarried.com</a>	323	29.88%
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.univariety.com/">https://www.univariety.com/</a>	220	47.12%
Agstack Technologies Private Limited	<a href="http://www.gramophone.in/">http://www.gramophone.in/</a>	532	32.89%
Bizcrum Infotech Private Limited	<a href="https://www.shoekonnct.com">https://www.shoekonnct.com</a>	636	26.27%
Medcords Healthcare Solutions Private Limited	<a href="http://www.medcords.com/">http://www.medcords.com/</a>	96	15.56%
Printo Document Services Private Limited	<a href="http://www.printo.in/">http://www.printo.in/</a>	350	27.42%
Shop Kirana E Trading Private Limited	<a href="http://shopkirana.com/">http://shopkirana.com/</a>	1,138	26.39%
Greytip Software Private Limited	<a href="https://www.greythr.com/">https://www.greythr.com/</a>	650	28.73%
Metis Eduventures Private Limited (Adda_247)	<a href="https://www.adda247.com/">https://www.adda247.com/</a>	692	24.49%
Terralytics Analysis Private Limited (Teal)	<a href="https://www.tealindia.in/">https://www.tealindia.in/</a>	50	20.50%
LQ Global Services Private Limited	<a href="https://www.legitquest.com/">https://www.legitquest.com/</a>	40	21.45%
Llama Logisol Private Limited (Shipsy)	<a href="https://shipsy.in/">https://shipsy.in/</a>	661	22.58%
Sunrise Mentors Pvt Ltd (Coding Ninja)	<a href="https://www.codingninjas.com/">https://www.codingninjas.com/</a>	371	25.00%
Juno Learning Private Limited	<a href="https://www.junoschool.org/">https://www.junoschool.org/</a>	113	25.00%

# Investment Portfolio

Investee Company	Website	Book value of investment as of March'31, 2021 ( Rs Mn)	Approx. diluted and converted shareholding %(Actual)
4B Networks Pvt. Ltd.	<a href="http://www.brokernetwork.app/">http://www.brokernetwork.app/</a>	1,860	57.16%
Aisle Network Private Limited		910	76%
Crisp Analytics Pvt Ltd		15	2.50%
Unbox robotics Labs Private Limited		106	6.12%
Attentive ai solutions pvt ltd		37	4.43%
Brainsight technology private limited		11	4.00%
Ray IOT Solutions Inc		22	4.91%
Skylark Drones Private Limited		6	1.19%
String Bio Private Limited		15	1.19%
Beatoven Private Ltd		38	10.71%
PSILA TECH PTE. LTD		57	13.38%
FINARKEIN ANALYTICS PRIVATE LIMITED		23	4.27%
Aarogyaa Innovations Pvt Ltd		23	
<b>Sub Total</b>		<b>16,555</b>	

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

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

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

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

Written off / provisioned investments ( fully/ partially) – Studyplaces, 99Labels, Nogle Technologies, Canvera Digital, Kinobeo Software Pvt. Ltd. (Mydala), Green Leaves Consumer Services (Bigstylist), Rare Media Co., Vcare TechNologies ( Diro Labs) and Mint Bird Tech. (Vacationlabs), Aplect Learning (Meritnation), Wishbook, Unnati , Ideaclick ( Zipserve) and 5  
Printo Document services and Pvt Limited ( Partial Provision)- Total amount written off is Rs 3,339 Mn.

# Investee companies financials

Figures in Rs Mn.

Investee Company	Website	Operating revenue		Operating EBITDA	
		FY21	Q1 FY22	FY21	Q1 FY22
<b>Partly owned subsidiary</b>					
Info Edge Venutre Fund	<a href="http://www.infoedgeventures.in">www.infoedgeventures.in</a>	-	-	(89.04)	(44.50)
<b>Associate Companies</b>	<b>Associate Companies</b>				
Zomato Media Pvt Ltd.	<a href="http://www.zomato.com">www.zomato.com</a>				
Etechaces Marketing and Consulting Pvt Ltd.	<a href="http://www.policybazaar.com">www.policybazaar.com</a>				
Happily Unmarried Marketing Pvt Ltd.	<a href="http://www.happilyunmarried.com">www.happilyunmarried.com</a>				
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>				
Ideaclinks Infolabs Private Ltd.	<a href="http://www.zippserv.com">www.zippserv.com</a>				
Kinobeo Software Pvt Ltd.	<a href="http://www.mydala.com">www.mydala.com</a>				
Green Leaves Consumer Services Pvt. Ltd.	<a href="http://www.bigstylist.com">www.bigstylist.com</a>				
Mint Bird Technologies Pvt. Ltd.	<a href="http://www.vacationlabs.com">www.vacationlabs.com</a>				
Rare Media Company Pvt. Ltd.	<a href="http://www.bluedolph.in">www.bluedolph.in</a>				
Wishbook Infoservices Pvt Ltd	<a href="http://www.wishbooks.io">www.wishbooks.io</a>				
NoPaperForms Solutions Private Limited	<a href="http://www.nopaperforms.com">www.nopaperforms.com</a>	35,630.93	12,800.11	(7,635.23)	(5,436.31)
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>				
Bizcrum Infotech Private Limited	<a href="http://www.shoekonnnect.com">www.shoekonnnect.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>				
Shop Kirana E Trading Private Limited	<a href="http://www.shopkirana.com">www.shopkirana.com</a>				
Greytip Software Private Limited	<a href="https://www.greythr.com/">https://www.greythr.com/</a>				
Metis Eduventures Private Limited	<a href="https://www.adda247.com/">https://www.adda247.com/</a>				
Terralytics Analysis Private Limited	<a href="https://www.tealindia.in/">https://www.tealindia.in/</a>				
Llama Logisol Private Limited	<a href="https://shipsy.in/">https://shipsy.in/</a>				
LQ Global Services Private Limited	<a href="https://www.legitquest.com/">https://www.legitquest.com/</a>				
Sunrise Mentors Private Limited	<a href="https://www.codingninjas.com/">https://www.codingninjas.com/</a>				
4b Network Private Limited					
<b>Total</b>	<b>Total</b>	<b>35,630.93</b>	<b>12,800.11</b>	<b>(7,724.27)</b>	<b>(5,480.81)</b>



# Data Security at IEIL

## ➤ Data Security and Privacy Policy

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

## ➤ Data security Certifications.

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

# People Development

## ➤ Assessment

- Defined Performance Management process which includes KRA Settings , Quarterly goal setting , mid year and full year assessments
- Established practices to capture employee concerns through annual surveys.

## ➤ Learning and Development

- Advanced education policy that allows Nano Degree, distance learning, E learning courses from recognized schools to eligible employees.
- 6 Months+ Online certificates and diplomas available from universities like Columbia, MIT etc.
- Short term courses designed for specific leadership needs by IIMs/ ISBs

## ➤ Talent Pipeline

- Campus Hire Program and Internship Programs for new hires from all premium institutes.
- Partnered with External L&D partner for need based management skill and capability development programs.

## ➤ ESOPs

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

# Contribution to Environment.

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

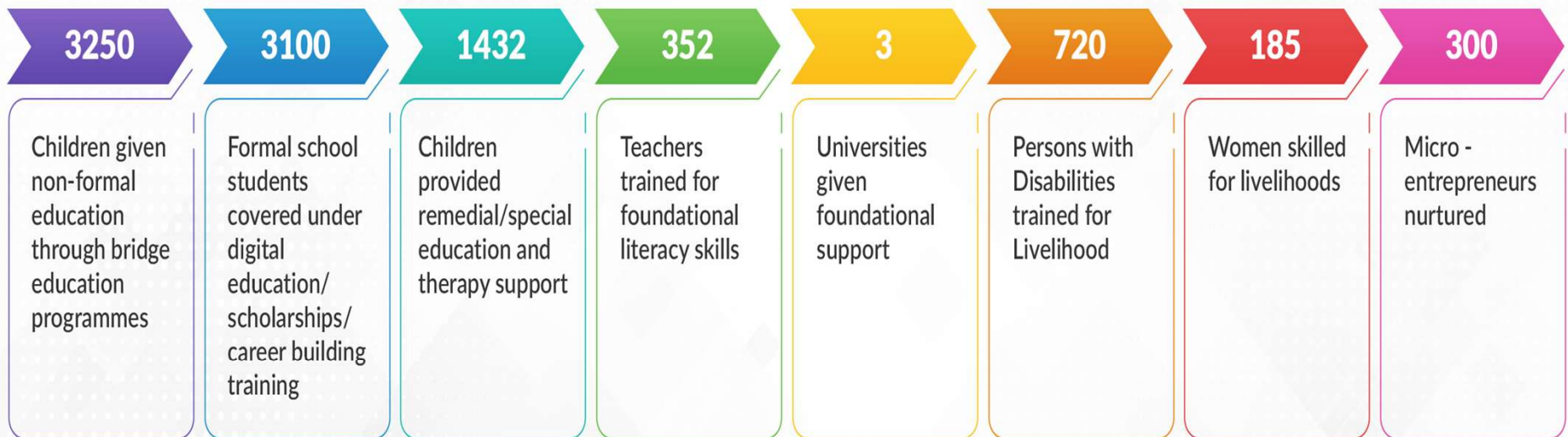
# CORPORATE SOCIAL RESPONSIBILITY

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



# DIRECT IMPACT OF OUR KEY CSR PROJECTS\*

## Education and Livelihoods



# Team

# Management Team

Name	Age	Qualification	Designation/Role	Previously worked with	Year of joining
Sanjeev Bikhchandani	58	B.A Arts&Humanities M.B.A Marketing IIM Ahmedabad	Founder And Executive Vice Chairman	Lintas, Glaxo Smith Kline	1995
Hitesh Oberoi	49	B.Tech IIT, M.B.A IIM Bangalore	Managing Director And CEO	Hindustan Lever Limited	2000
Harpuneet Singh Rekhi	42	B.Com, M.Sc Information Technology	Executive Vice President Engineering	Aspen Communications	2006
Sharmeen Khalid	51	B.Sc Biology M.B.A Marketing	Chief Human Resources Officer	Freelance Consultant	2006
Shalabh Nigam	50	B.Tech Electronics and Communication	Executive Vice President- New Projects	Baypackets Technologies	2007
Sumeet Singh	48	B.B.M, M.B.A	Chief Marketing Officer	Indian Venture Capital Association	2007
Anand Prakash Bansal	48	B.Com	Execuitve Vice President Administration And Facilities	ICICI Prudential	2008
Rinchan Gupta	43	B.Tech Computer Science	Executive Vice President-User Experience & Design	HP	2008
Maneesh Upadhyaya	44	B.Sc St Stephens College, New Delhi	Chief Business Officer- 99Acres.Com	Bain & Company India Pvt Limited	2010
Vivek Jain	48	B.Tech IIT, New Delhi M.B.A (IIM), Bengaluru	Chief Business Officer- Shiksha & FF	Sel-Employed Riverbridge	2010
Rohan Mathur	38	B.Tech Information and Communication Technology (DA-IICT)	EVP & Business Head Jeevansathi.com	Cadence Design Systems	2011
Chintan Arvind Thakkar	55	CA	Director & CFO	Computer Associates	2014

# Management Team

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



# 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>
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