

Info Edge (India) Limited

India's internet classifieds company

February, 2018

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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).

All figures mentioned are for Info Edge (India) Ltd. as a standalone entity and are as of September 30, 2017 or for the quarter ended September 30, 2017, unless indicated otherwise

Q3 FY18 or Q3 FY17 - 18 means the period September 30, 2017 to December 31, 2017

FY17 or FY 16-17 or FY 2017 means the Financial Year starting April 1, 2016 and ending March 31, 2017

1 Crore = 10 Million = 100 Lakh

Our internal businesses



Dominant market leader



India's leading real estate site



Number 3 but fastest growing



India's leading education listings site



Job site focused on the Gulf market



Executive search

Strategic investments#



India's leading restaurant ratings and review site

Shareholding ~45%*[@]



India's leading insurance comparison site

Shareholding ~10%*[^]



Supplementary online learning platform for K12 and Entrance Exams

Shareholding ~66%*



(Ustraa)

Men's grooming range (Ustraa) and women's range (Happily Unmarried)

Shareholding ~47 %*

Other strategic investments include Vacation Labs (SAAS solution for tour operators, 26%); Unnati Helpers (Tech enabled employment software, 28%); Rare Media Company (Field sales force management, 35%); Diro Labs (Phonebook app, 15%); Wishbook (Catalog sharing app, 22%), Mydala (deals & discounts, 42%) NoPaperForms (Advanced enrolments management platform, 28%), Univariety (Guidance on careers, admissions and tests ,30%)

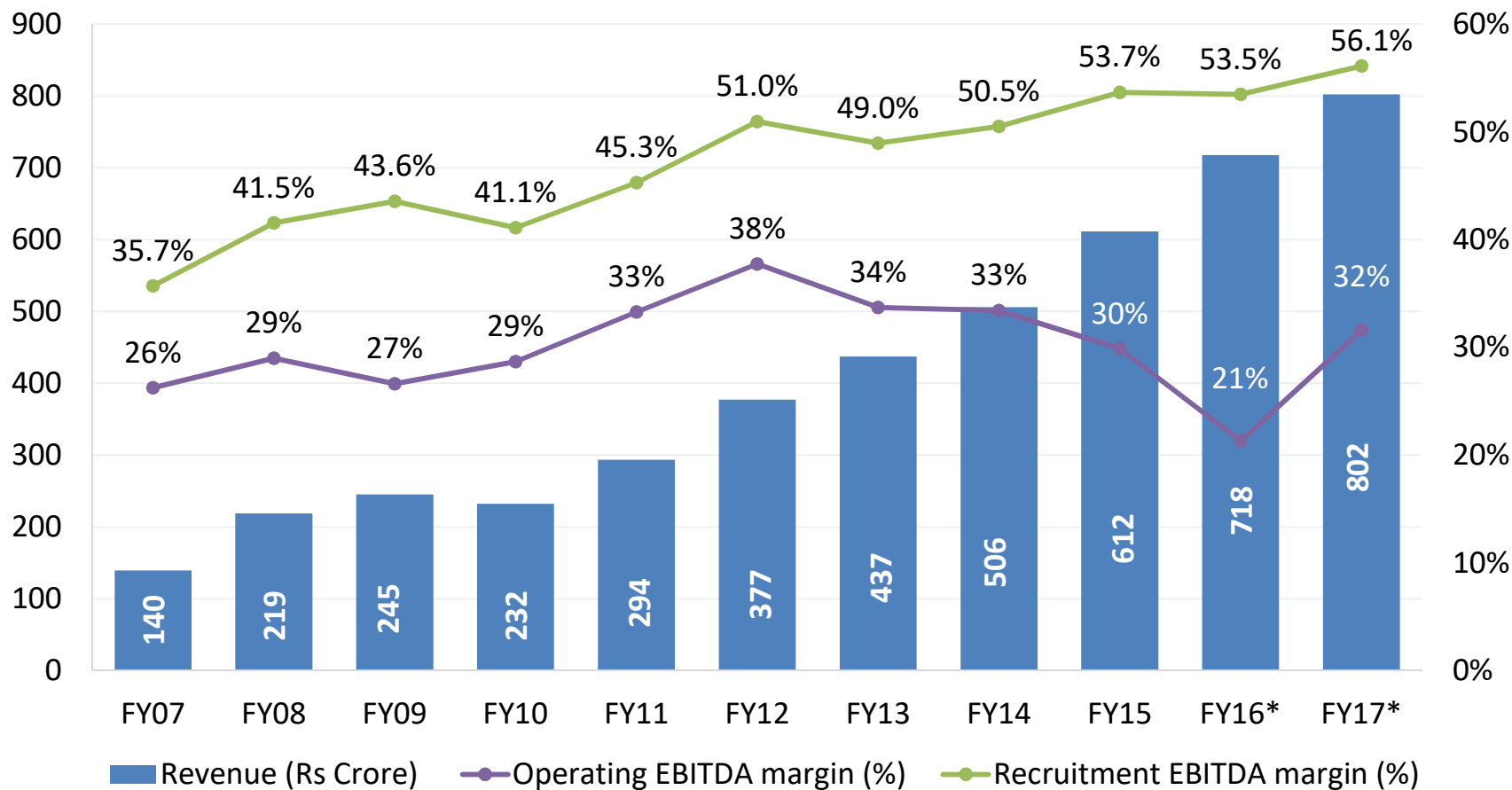
* Approximate shareholding on fully disbursed and converted basis, held directly or indirectly (through subsidiaries, associates or affiliates). The % shareholding may or may not translate into an equivalent economic interest on account of conditions in the investment/ shareholders agreements.

[@] As of 20 Jan 2018

[^] being Info Edge's proportionate share of economic interest. Info Edge's 50.01% subsidiary, Makesense holds nearly 16.4% of PolicyBazaar in association with Temasek. Temasek had infused a total of Rs 134 Crore for its 49.99% stake in Makesense in Oct, 2015. Remaining 1.6% is held through a fully owned subsidiary.

Financial performance track record

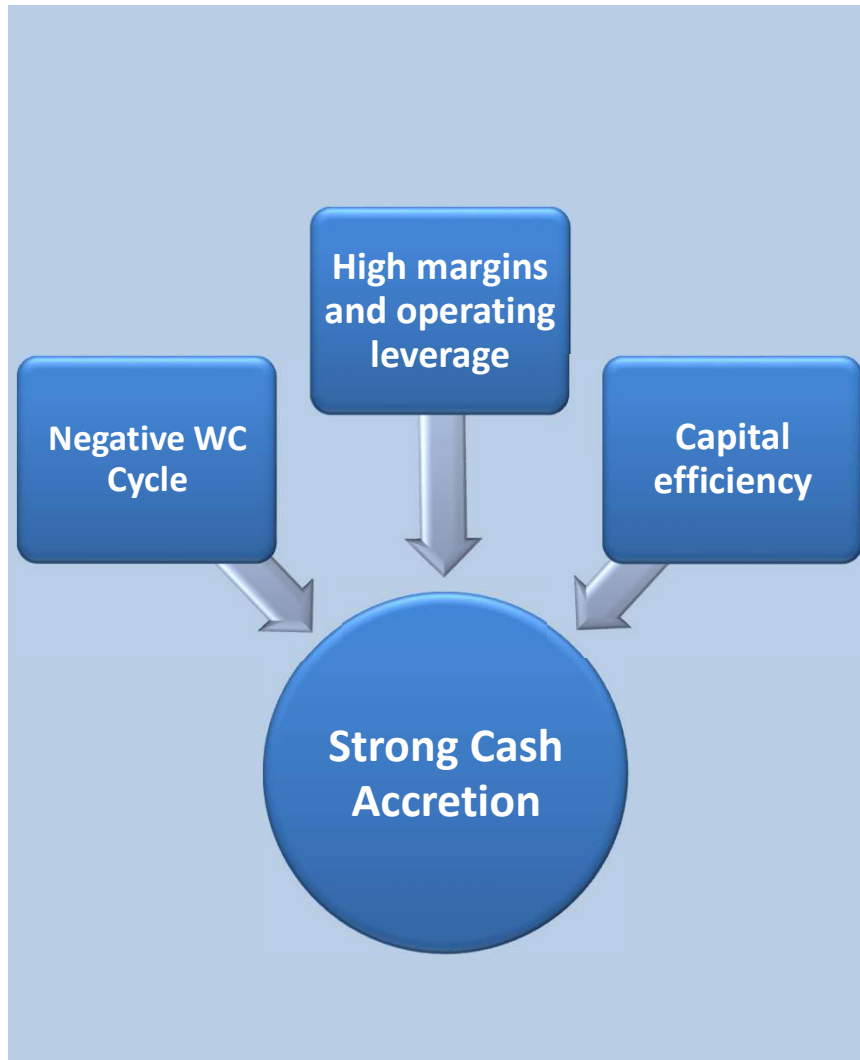
Revenue and Operating EBITDA margin for the standalone entity, 2007 – 2017



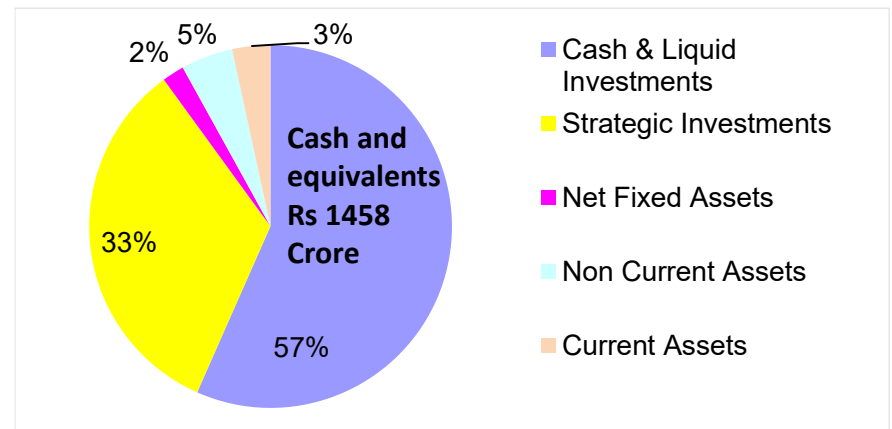
Margins declined during FY 14 -16 mainly on account of increased investments in 99acres

- IND-AS numbers for FY16 and FY17; Margins for FY16 and FY17 calculated on EBITDA adjusted for non-cash charges. Rest all years in I GAAP.

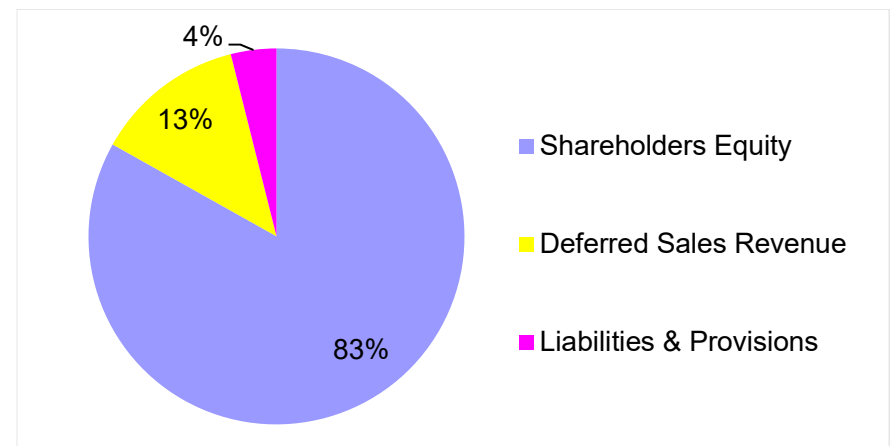
Strong balance sheet, negative working capital and negligible leverage



Assets – 57% Cash



Liabilities – Negligible leverage



As of December 31, 2017

Corporate Governance

- Independent Directors are a majority on the Board
- Separation of Chairman and CEO role
- Non Executive Chairman
- Statutory Audit performed by EY
- Internal Audit performed by an external firm
- Audit committee comprises of only Independent Directors
- Disclosure of quarterly balance sheet and cash flow statements though not mandatory in India
- Formal dividend policy (15 to 40% of standalone PAT)
- Whistle blower mechanism

Board of Directors

Whole time

Sanjeev Bikhchandani (54)

Founder and Executive Vice
Chairman

BA Econ. St. Stephen's.

PGDM IIM-A

Previously with GlaxoSmithKline

Hitesh Oberoi (45)

Managing Director and CEO

B.Tech IIT Delhi,

PGDM IIM-B

Previously with HLL (Unilever)

Chintan Thakkar (51)

Director and CFO

Chartered Accountant

Previously with Computer
Associates, India

Non Executive

Kapil Kapoor (53)

Chairman & Non Executive
Director

B.A.Econ, PGDM IIM-A

Previously COO (Global Business
Development), Timex Group

Independent

Saurabh Srivastava (71)

Independent Director

B.Tech IIT Kanpur,

M.Sc Harvard

Founder IIS Infotech

(Now Xansa)

NASSCOM, TIE, IAN, IVCA

Arun Duggal (71)

Independent Director

B.Tech IIT Delhi, PGDM IIM-A

Previously with

Bank of America &

HCL Technologies

Bala Deshpande (51)

Independent Director

MA Econ., MMS JBIMS

Sr. MD, New Enterprise

Associates (NEA)

Naresh Gupta (51)

Independent Director

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

Previously MD, Adobe India

Sharad Malik (54)

Independent Director

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

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

Ashish Gupta (51)

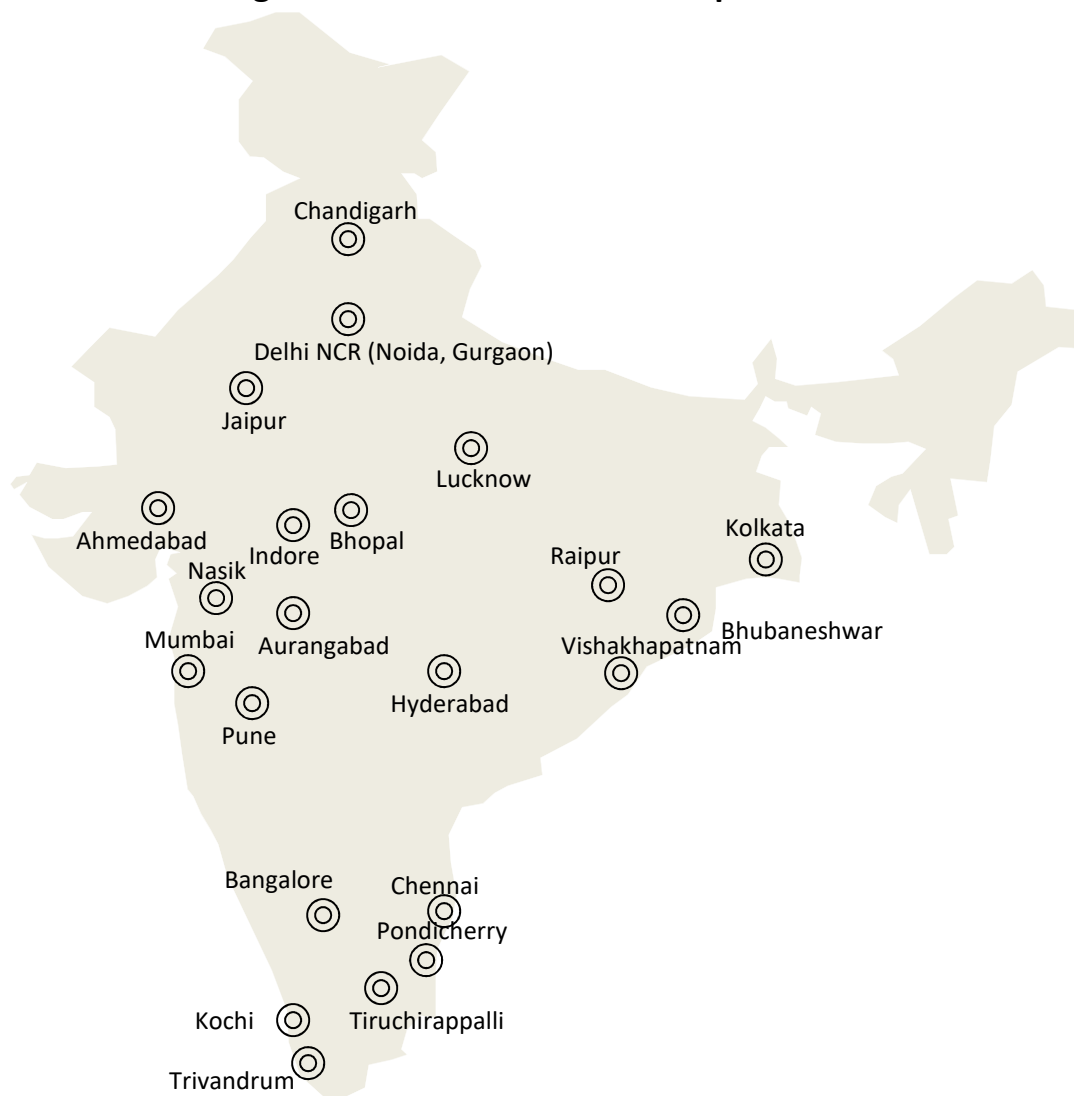
Independent Director

B Tech IIT-K, Doctorate from
Stanford University

Founder Tavant Technologies,
Jungle; Amazon

Nationwide sales/customer interface infrastructure

Info Edge sales offices illustrative map

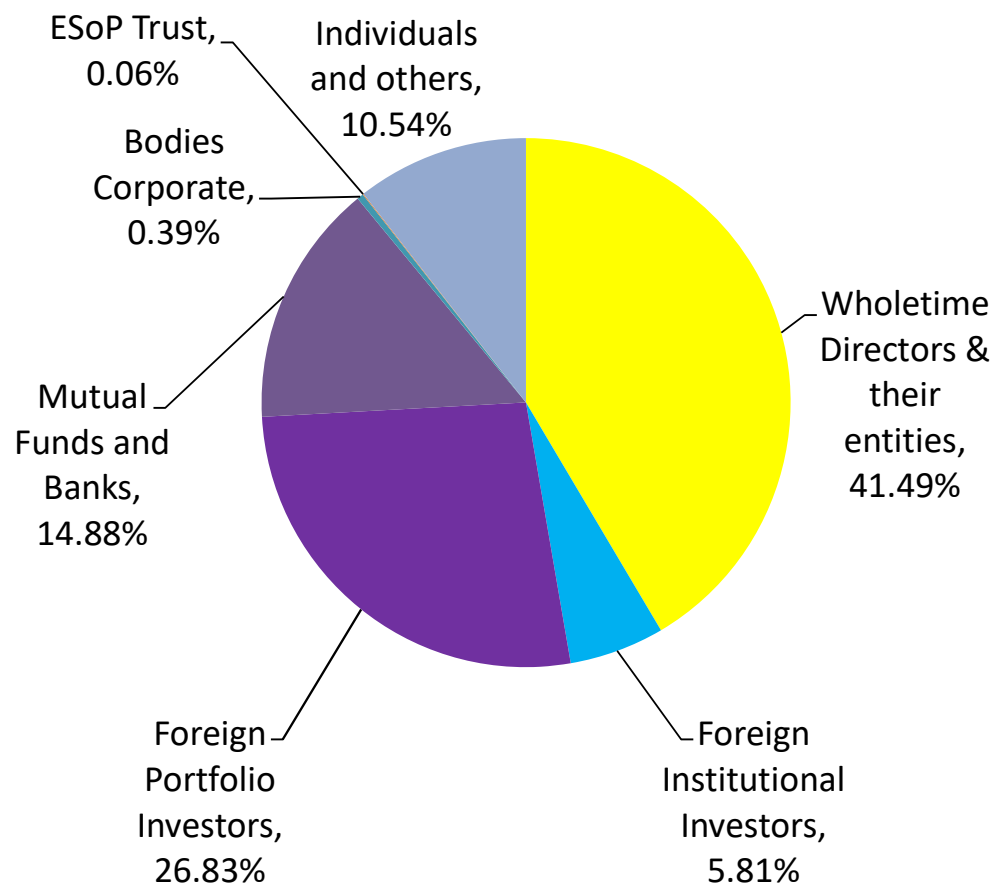


Key Observations

- Nation wide coverage through 72 company branch offices in 46 cities in India
- ~ 2,720 sales/ servicing/ client facing staff or 70% of the company's* workforce of ~3,910

* Including Allcheckdeals, a wholly owned subsidiary

Founding management group holding ~41% shareholding and ~48% is with Institutional Investors (as of Dec 31, 2017)



HDFC Mutual Fund	3.59%
Amansa Holdings	3.21%
Ward Ferry Asian Fund	3.24%
Nalanda India Equity Fund	3.17%
Matthews	2.95%
Axis Mutual Fund	2.72%
Aranda Investments (Mauritius)	2.69%
Goldman Sachs EM Fund	2.23%
Mirae Asset	2.19%
Reliance Capital	1.69%
Vanguard	1.56%
SBI Mutual Fund	1.29%
Morgan Stanley (Mauritius)	1.15%
ICICI Prudential Mutual Fund	1.09%
Capital Group	1.04%
Karst Peak	0.96%
TVF Fund	0.85%
Acacia	0.82%
FIL Investment (Mauritius)	0.60%

Total number of issued and paid up shares of Rs 10 each are 12.15 Crore (post 1:1 bonus in Sept, 2010, 1:1 bonus in Jun, 2012 and dilution (QIP) in Sept, 2014)

Naukri



Employer Zone

Notifications

Buy Online

All Jobs

IIT/IIM Jobs

Govt. Jobs

International Jobs

Search Jobs

Search

New to Naukri?

Register with us

or

Upload CV

Max 2 MB, doc, docx, rtf, pdf

We will fill your details

Get best matched Jobs on your Email. No Registration needed

CREATE JOB ALERT

APPLY NOW

BEST EMPLOYER OF THE YEAR 2017



WALK INS FOR VOICE SUPPORT

Hadoop / Big Data

Get best matched jobs on your email. No registration needed

Create a Job Alert

Top Employers

virtusa | POLARIS

LTI

Job Location : Chennai / Hyderabad / Bangalore

Best Places to Work

All Sectors

Information Technology

Manufacturing

Services

Information Technology

Intellect Design Arena

ION Trading

Jekson Vision Private Limited

Kaar Technologies

Loppy India Technology Centre

Torrent Power

Air Compressors

ELGI EQUIPMENTS LTD

ChipDsg/Semicond.

Calsoft Labs, An Alten Company

Lifebinc

naukri FASTFORWARD

Naukri Resume Score - Free Get your FREE resume feedback report and know the improvement areas in your

Key business metrics for Naukri

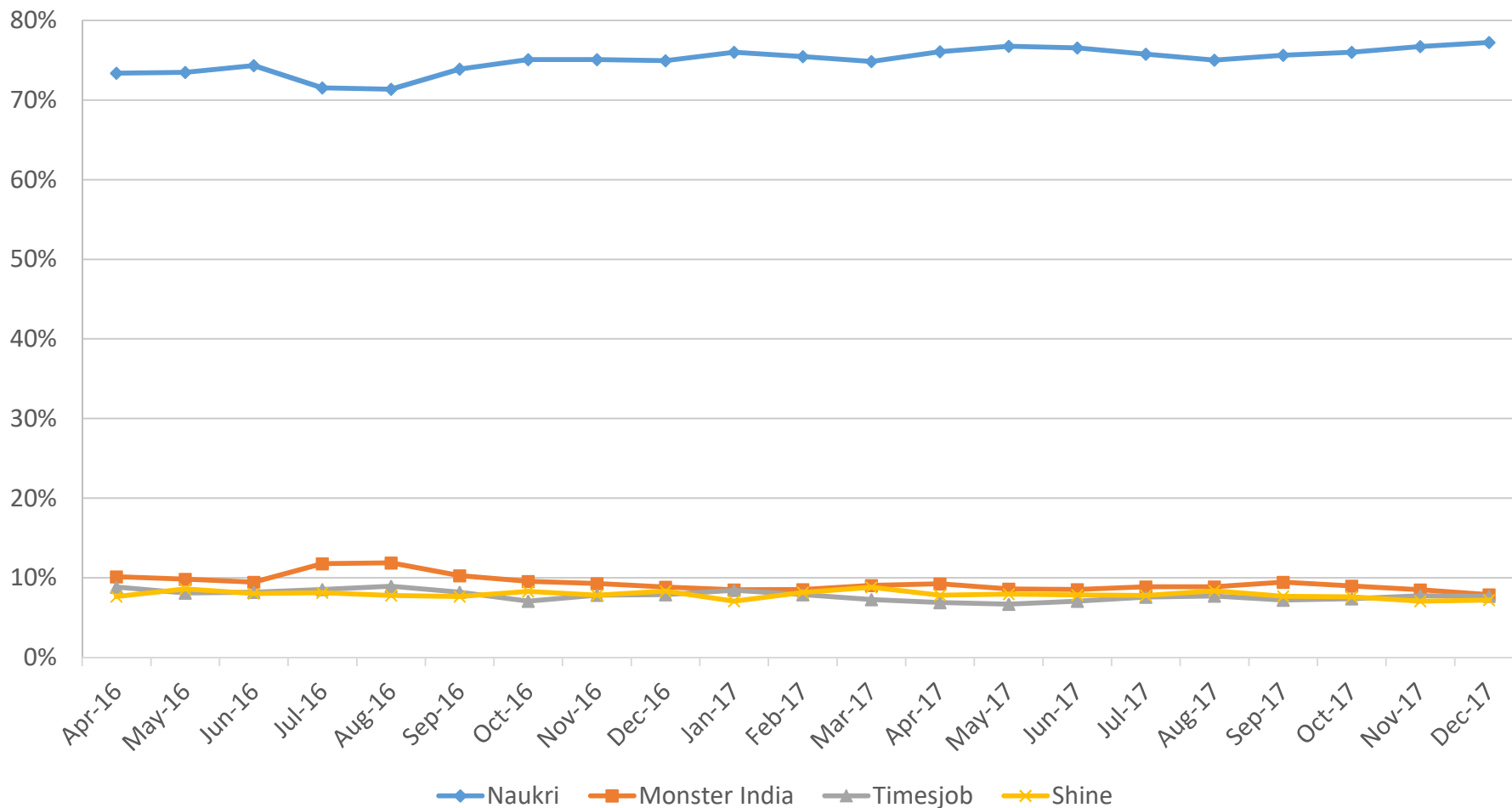
- During or end of, Q3 FY 17-18
 - 72% traffic share* in December, 2017 (Source : SimilarWeb)
 - 455,000 avg. job listings on a given day
 - ~5.6 Crore resumes
 - 14,600 avg. resumes added daily
 - 294,000+ resumes modified daily
 - 800,000 to 970,000 resume searches daily
 - 60 to 90 lakh resume contacts by recruiters daily
 - 41,000 job seekers availed premium services
- 48,300 unique clients in Q3FY18 vs 43,600 in Q3FY17 (based on IND-AS revenue)

* From desktop and mobile web combined

* Comparison among job-boards excludes LinkedIn and Indeed

Naukri has dominant traffic share

Traffic from desktops and laptops based on time spent

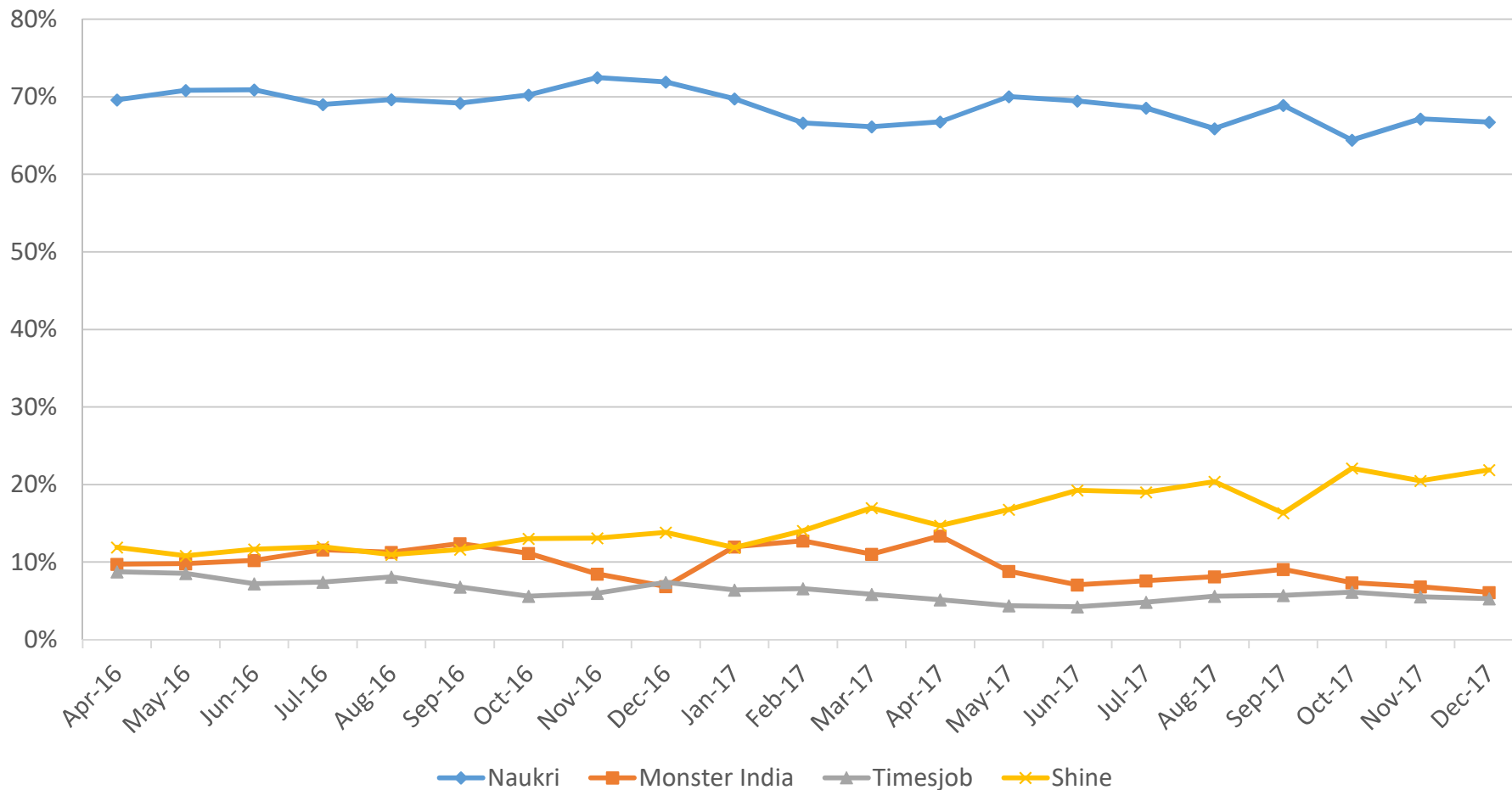


Source: SimilarWeb

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

Naukri has dominant traffic share

Traffic from mobile web based on time spent

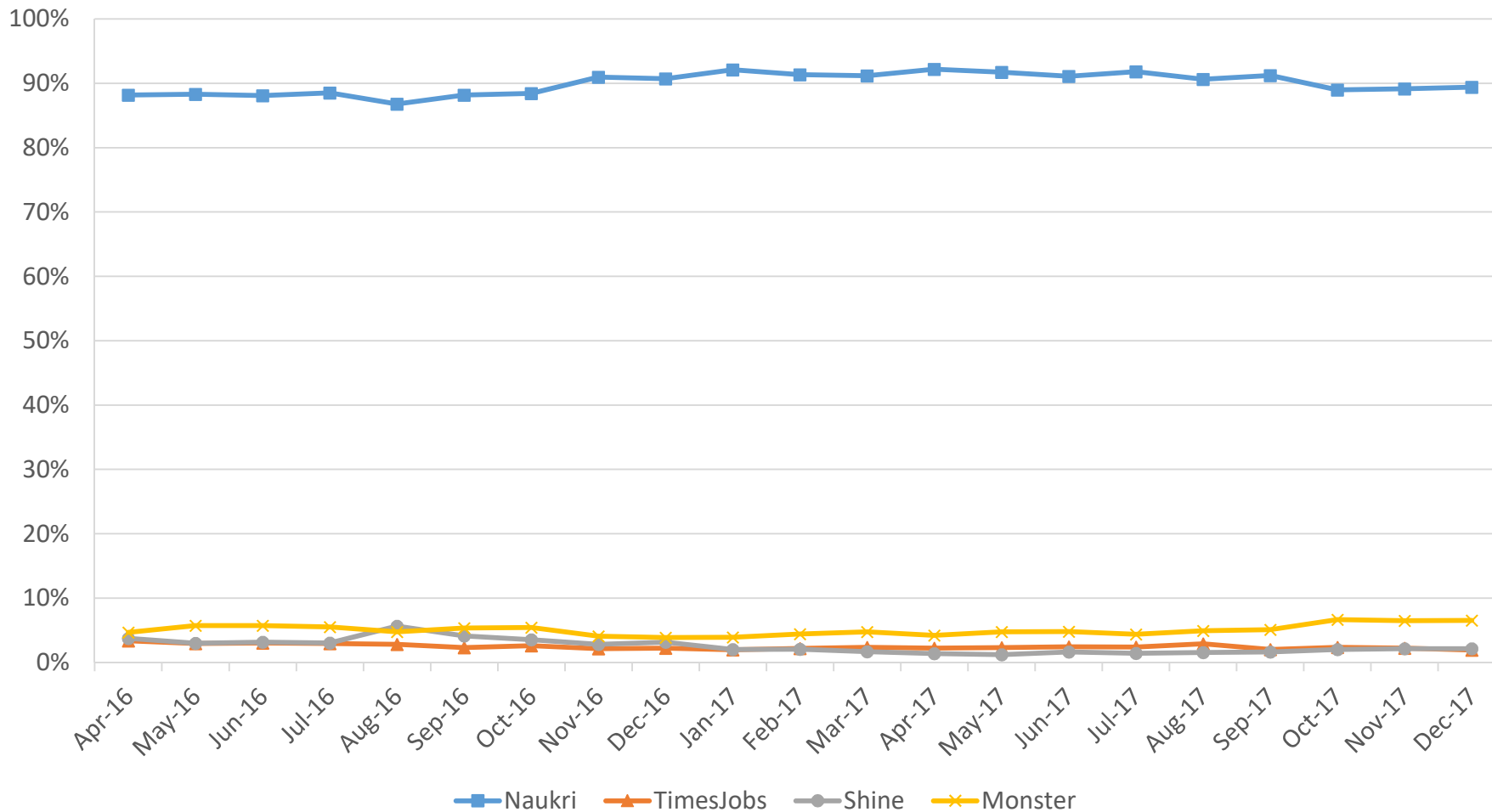


Source: SimilarWeb

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

Naukri has dominant traffic share

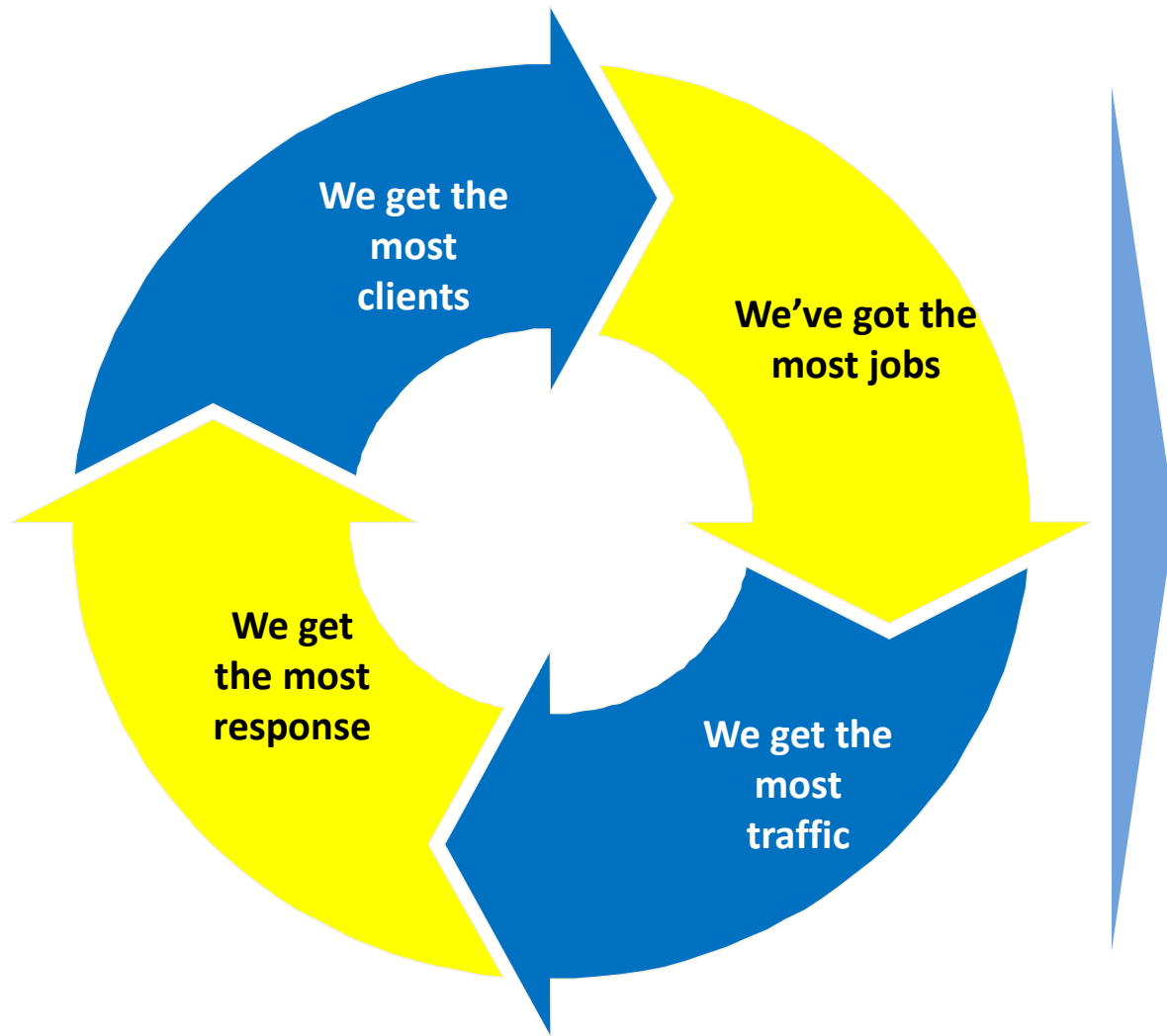
Android App traffic share based on time spent



Source: SimilarWeb

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

Naukri is a business of the virtuous circle infoedge



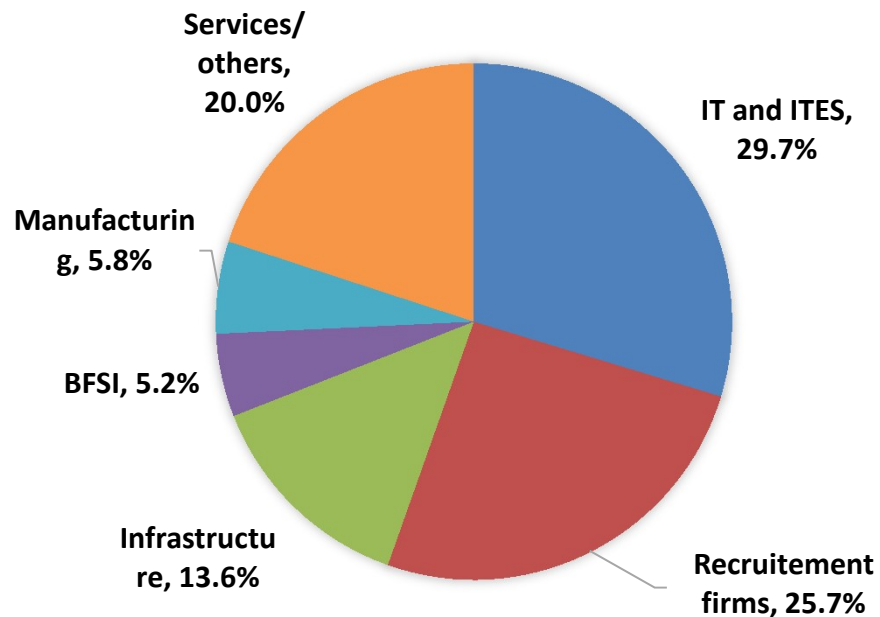
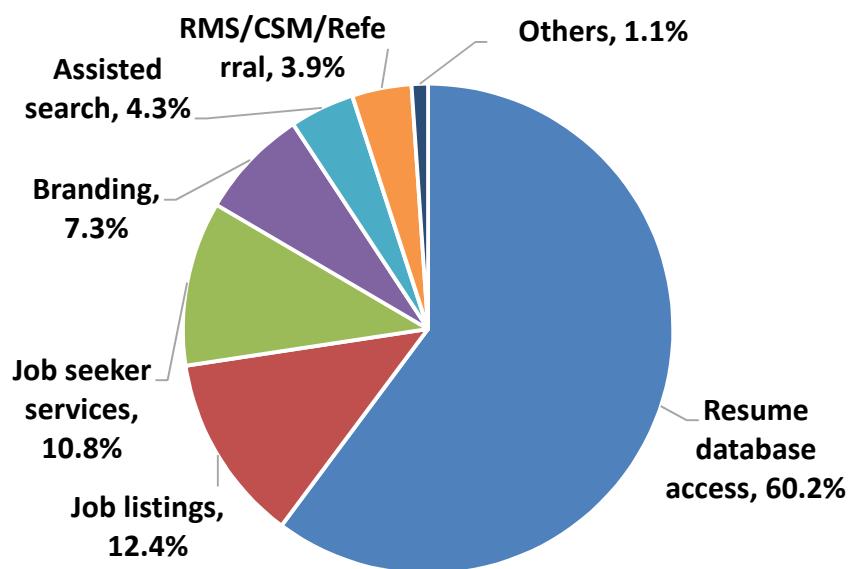
Benefits

- 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

- B2B revenues comprise 89% 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

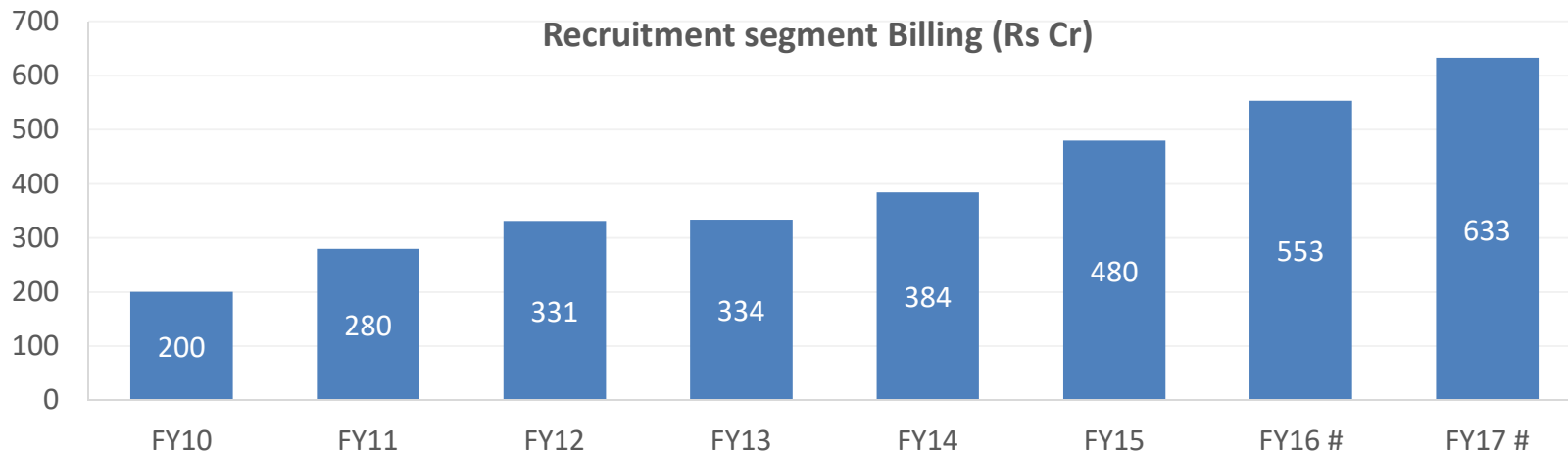
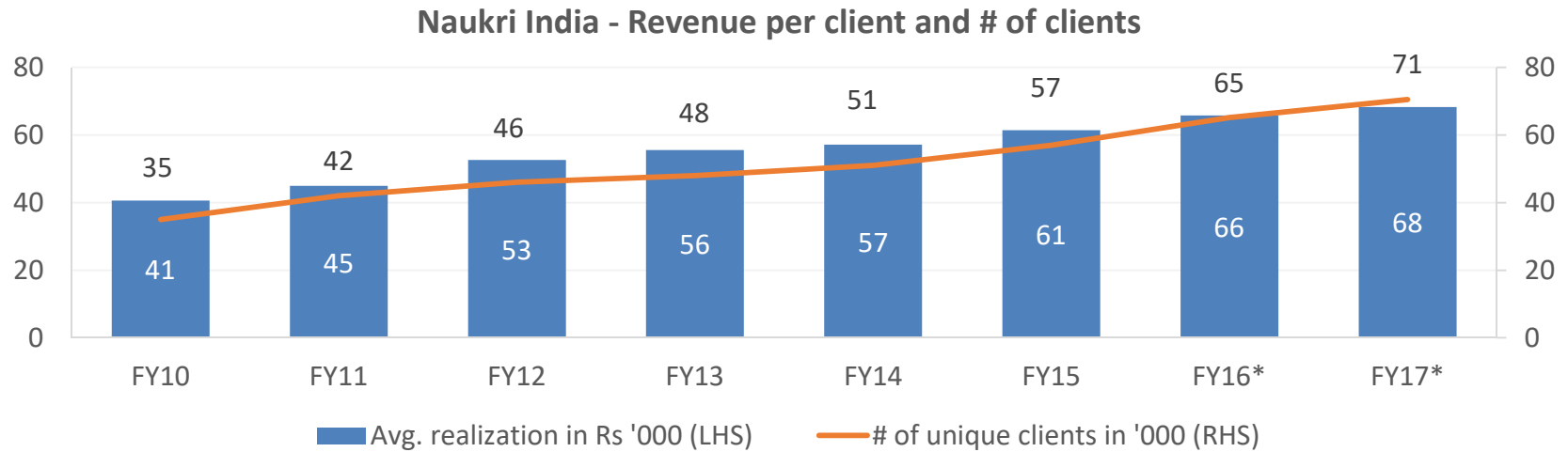
Breakup of revenue by product type and industry in 12 months ending Dec 31 2017



From our interaction with recruitment firms, we believe 50% of their revenues come from IT industry; Accordingly, IT and ITeS contributes ~42% of overall revenues.

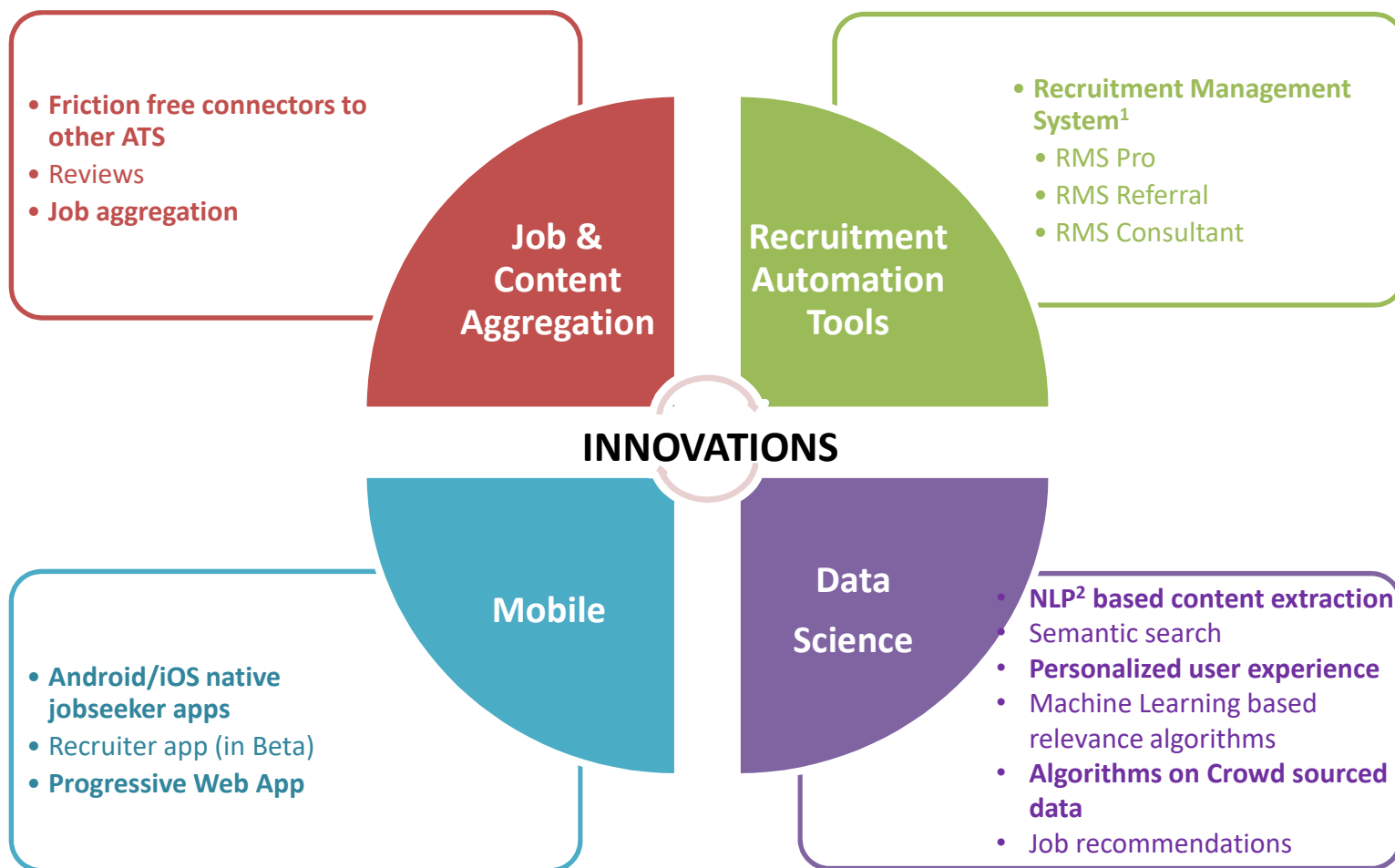
BFSI is Banking, Financial Services and Insurance

Average Revenue per unique client growing with increasing number of clients*



* # FY16 and FY17 numbers in IND-AS, rest all periods in IGAAP.

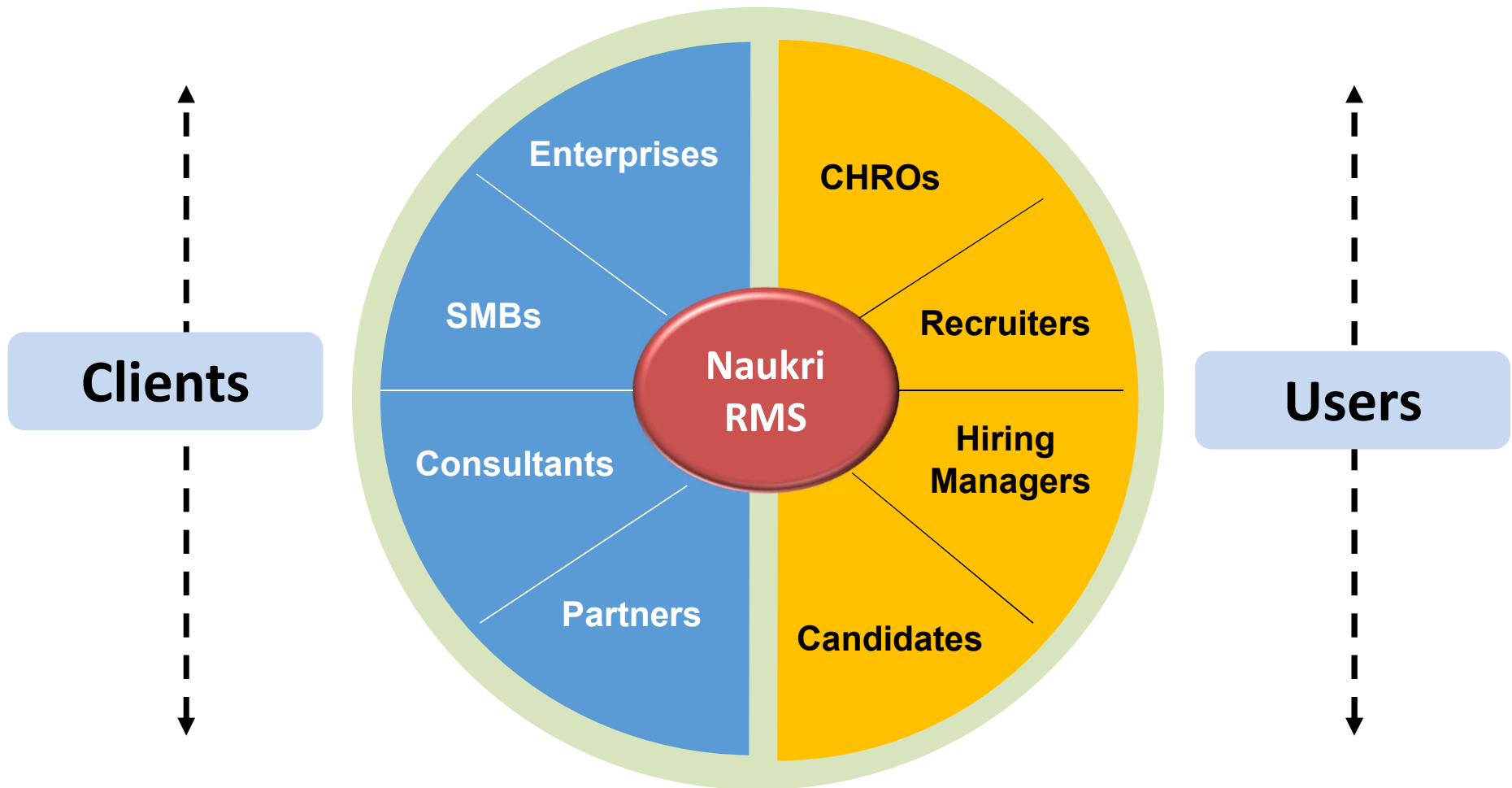
Product Innovation is the cornerstone of our strategy



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

² NLP = Natural Language Processing

RMS – Empowering recruitment ecosystem



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

Naukri RMS



naukri
RMS | RECRUITMENT
MANAGEMENT
SYSTEM

EVOLVE
TO A NEW AGE
RECRUITMENT SOLUTION

Automates hiring process, right from
requisition to offer

naukri
RMS | ENTERPRISE

naukri
RMS | CONSULTANT

naukri
RMS | REFERRAL

Recruiter profile

Platform for public profiles of HR professionals and recruitment consultants



Jobseekers can
'FOLLOW'
Recruiter Updates

Keep jobseekers
informed of recruiter's
Active Jobs

Help Build recruiter's
personal database

Over 150,000 jobs have Recruiter Profile details, 50% of these jobs have Recruiter Photographs
40% more applies for jobs with a recruiter profile and a photograph attached
Jobseekers can search from over 275,000 recruiter profiles and follow them for updates

Mobile - an important source of traffic

About 70% of the sessions in Q3 FY 17-18 (vs 63% sessions in Q3 FY 16-17) accessed from mobile

Android app

35% of total Naukri sessions

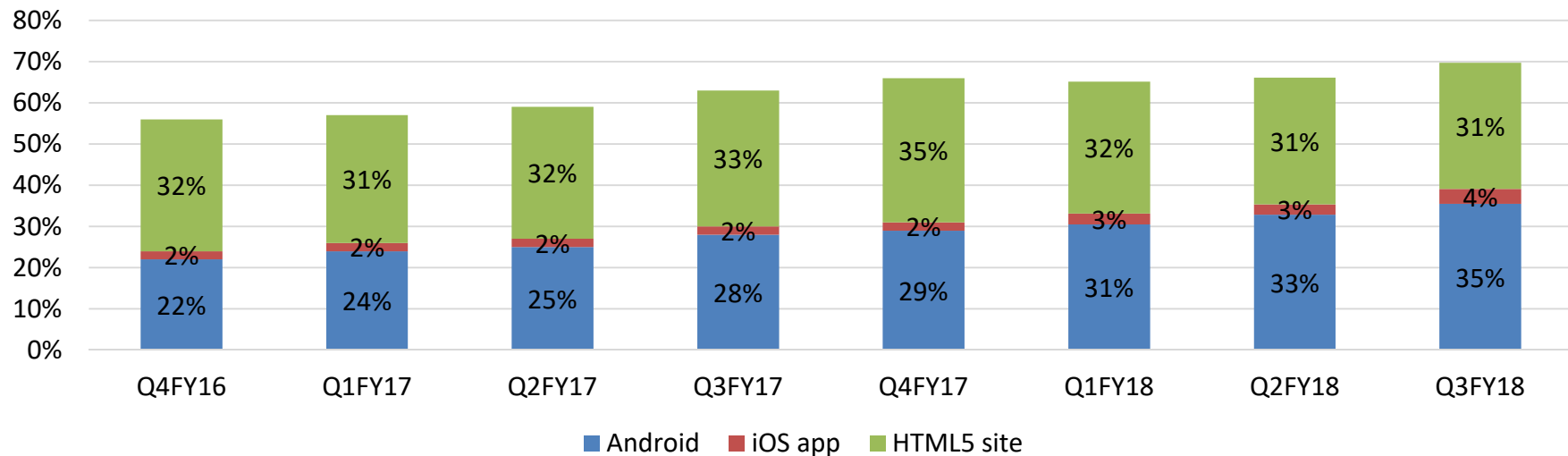
iOS app

4% of total Naukri sessions

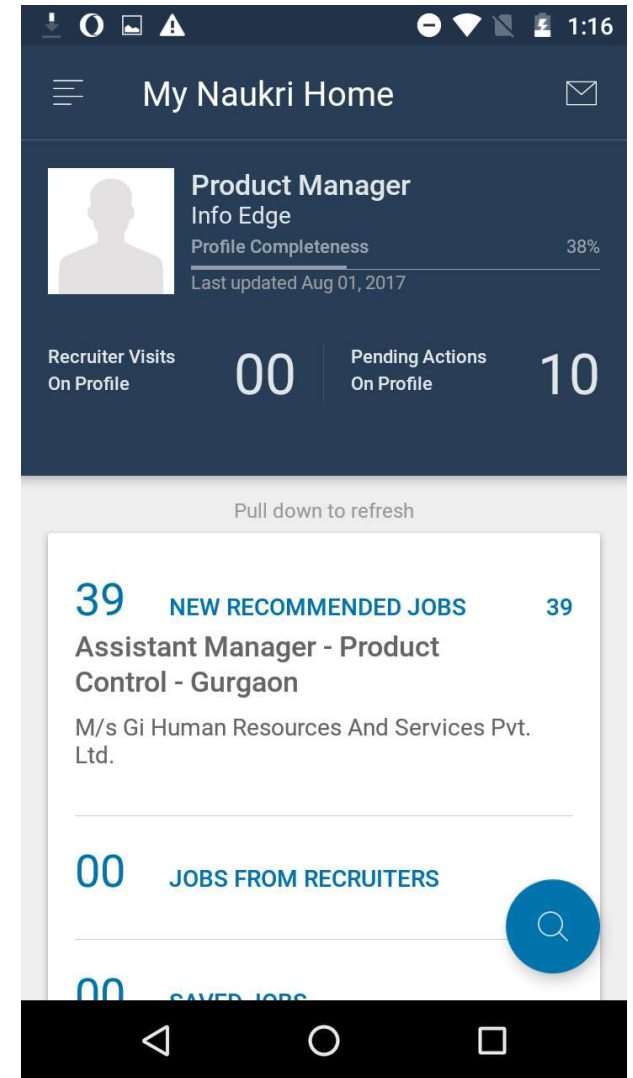
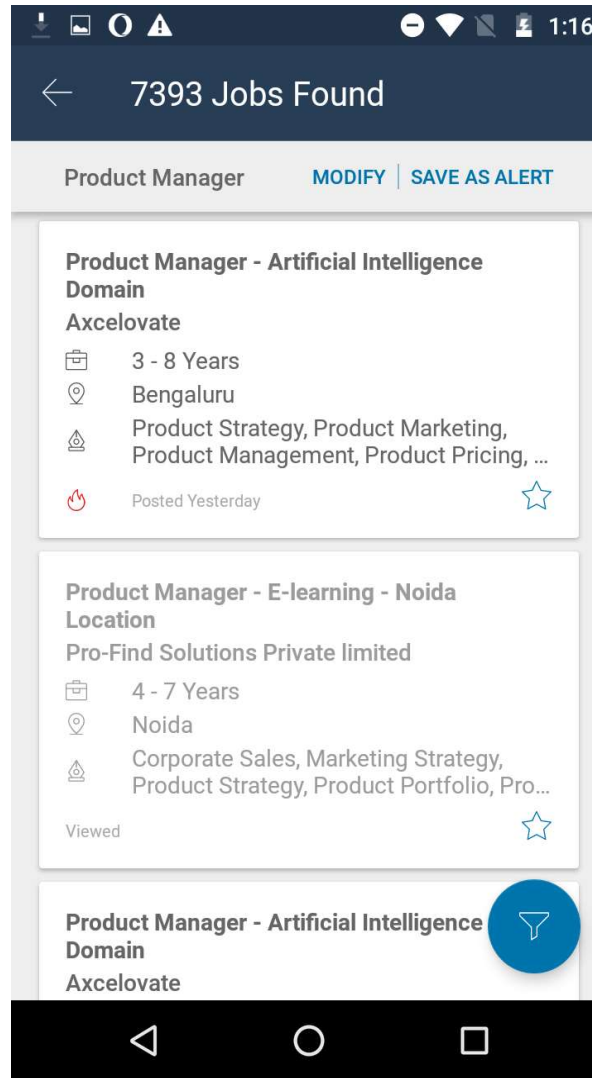
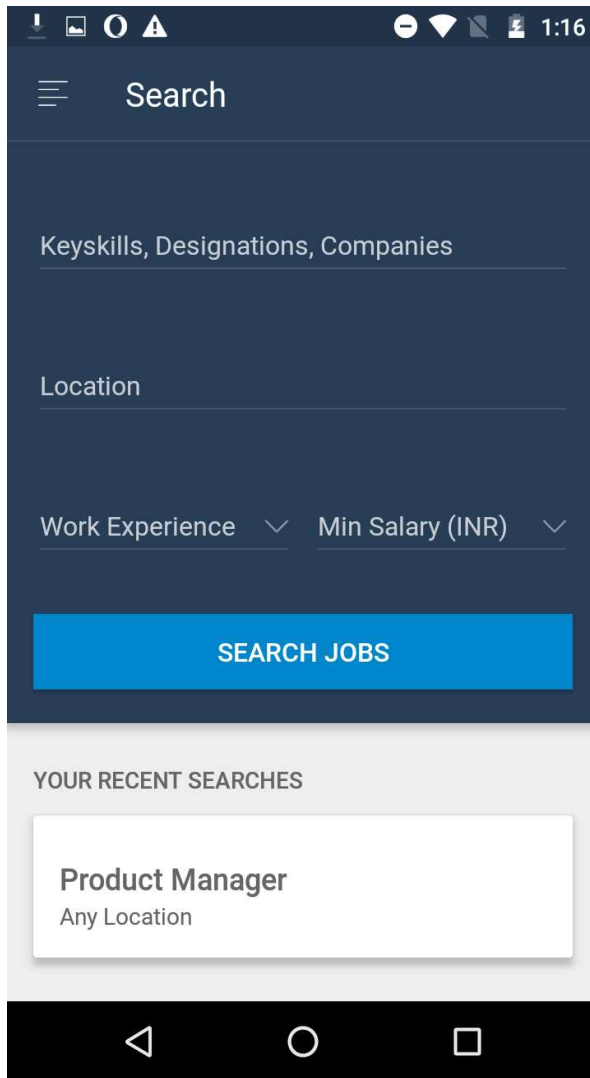
HTML5 site

31% of total Naukri sessions

Trend since Q4FY16



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)	353	103	460,000	4.21
Seek.com^ (Australia)	284	5.5	613,000	5.32
Recruit# (Japan)	3,660	-	-	42.71
Info Edge**	94	51	70,500	2.64

* Annual report/ presentation for year ended December 31, 2016

^ Domestic revenue from Australia New Zealand as per annual report / presentation for year ended June 30, 2017

financial nos./ corporate presentation for year ended March 31, 2017, total revenue of Recruit is USD 16.5 bn of which 3.6 bn (mentioned above) is HR media

** As per annual report for period ending March 2017

*** as of January 23, 2018

*** Some of the companies may be operating in other businesses, so the market cap numbers are not necessarily comparable

@ Revenue converted basis 1 USD = 1.26 AUD = 110.7 JPY = INR 63.8 being exchange rates as of January 23, 2018

99acres

99acres
India's No.1 Property Portal

ALL INDIA ▾

DOWNLOAD APP CUSTOMER SERVICE SELL / RENT PROPERTY HOME LOANS

BUY RENT PROJECTS COMMERCIAL DEALERS

All Residential ▾ Type Location or Project/Society or Keyword SEARCH MAP SEARCH

Get personalized property suggestions on a single tap

GET IT ON Google Play Download on the App Store

The GSF Mobile Appies Awards Winner 2015
REAL ESTATE CATEGORY

99acres
India's No.1 Property Portal
Get the App

Al Seeb
REAL ESTATE DEVELOPMENT

BOOK YOUR DREAM ADOBE IN THE HEART of Dubai
Pay After Handover

AZIZI

INVEST IN DUBAI FOR LUXURY APARTMENTS
for Prices contact : 971562998939

Spring Valley DEW

SPRING VALLEY DEW KATARA HILLS
Bhopal
@ 18.26 lakhs onwards

avinash NEW COUNTY 1
Naya Raipur
279 Bungalows / 416 Apartments

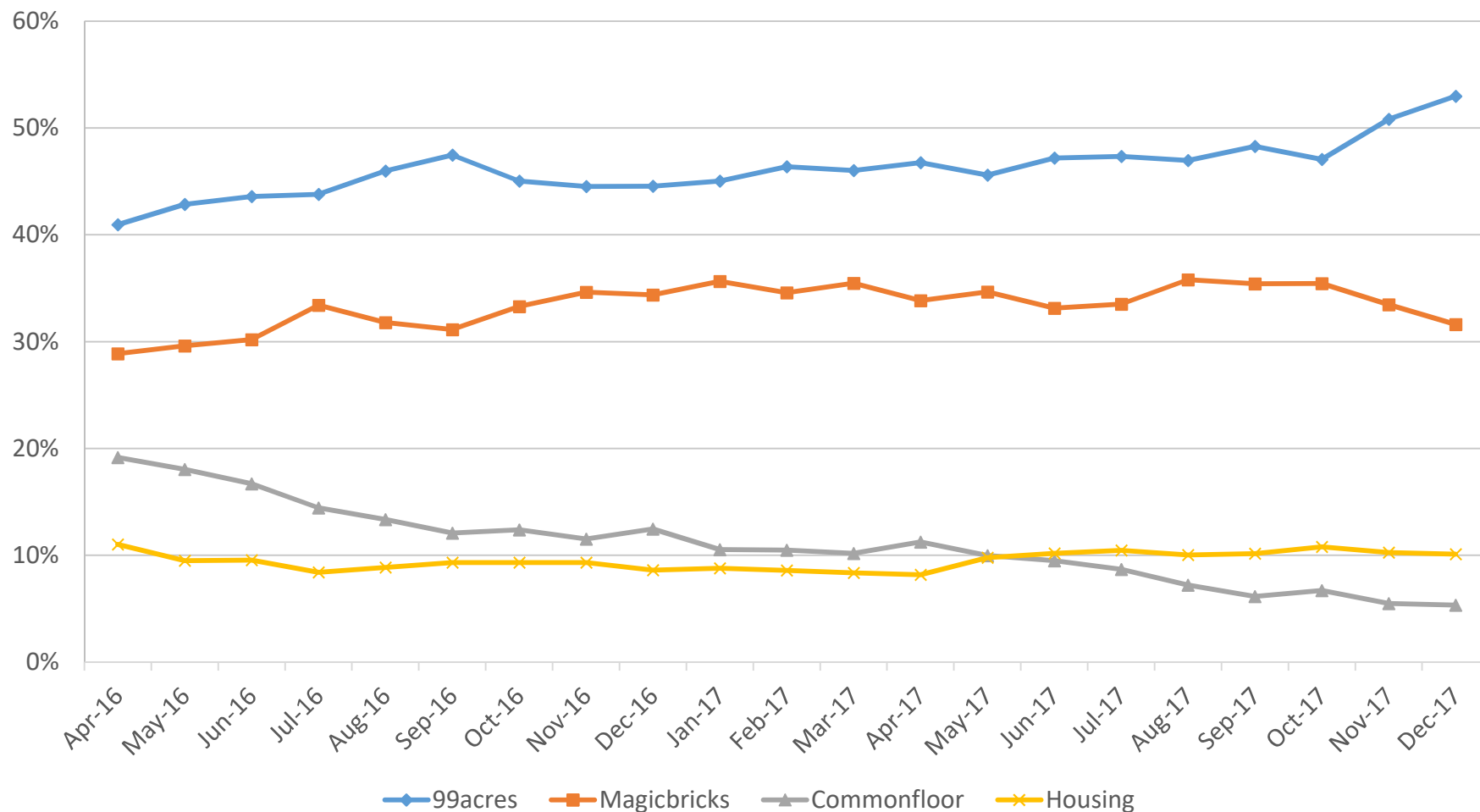
AVINASH NAYA RA
Ready to r
Apartment

Online real estate business - India

- Real estate is one of the largest spender on advertising in print media (~Rs 2000 Crore in FY 16-17)
- Our estimate of spend on online real estate portals was about Rs 350 Crore in FY 16-17 (excluding Google and Facebook)
- 99acres, a leader in this category
 - Google and local classifieds sites (like Olx and Quikr) also compete for this market
- Access through mobile increasing consistently

Time share of 99acres vs. competitors

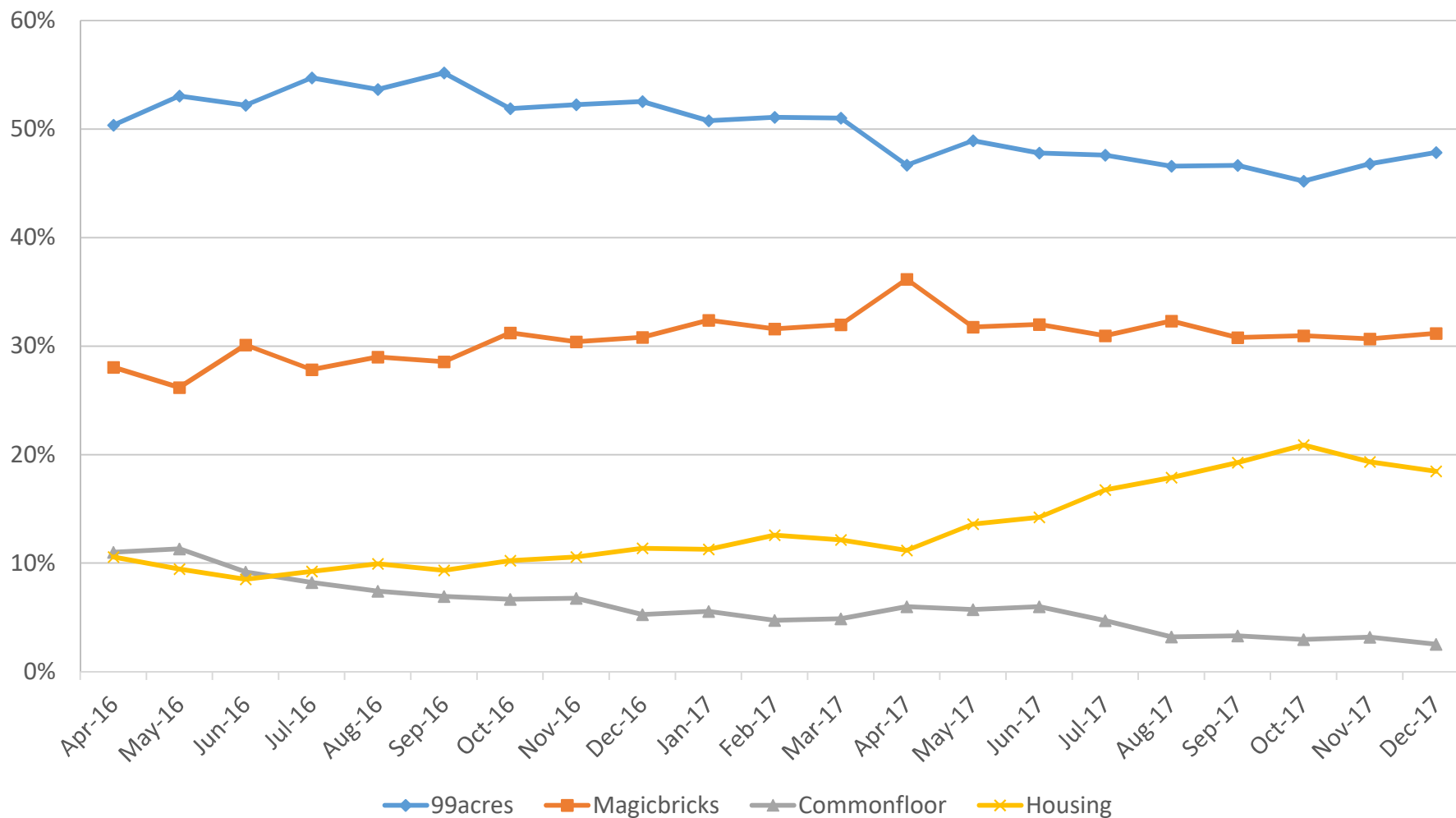
Traffic from desktops and laptops based on time spent



Source: SimilarWeb

Time share of 99acres vs. competitors

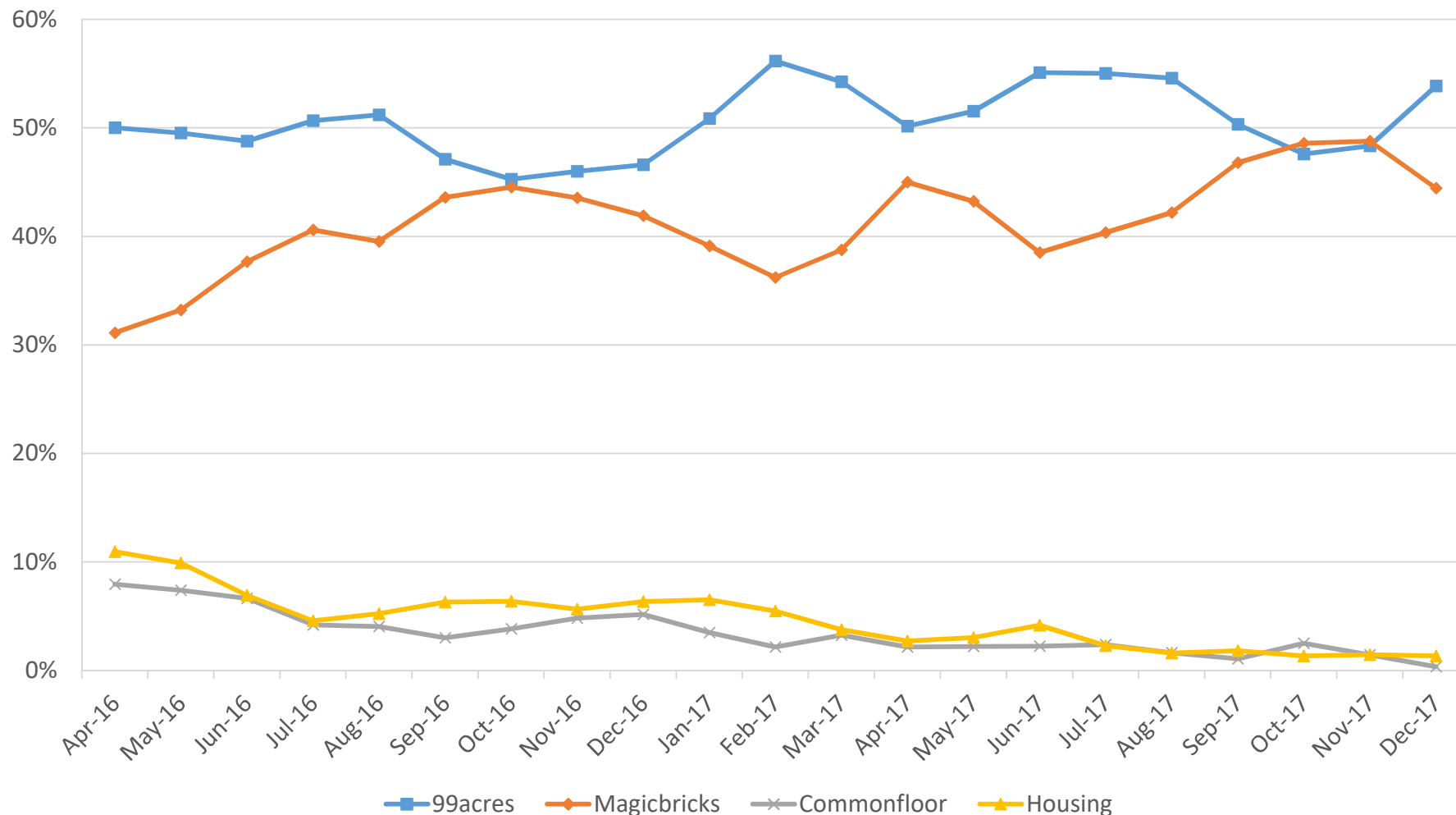
Traffic from mobile web based on time spent



Source: SimilarWeb

Time share of 99acres vs. competitors

Android app traffic based on time spent



Source: SimilarWeb

Status of competition

- 99acres and Magicbricks are the two major players in online real estate classifieds business
- Housing was taken over by Proptiger (an agency) and REA Group is one of the shareholders in the company
- Indiahomes is currently dormant in the market
- Commonfloor was taken over by Quikr

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 99 acres

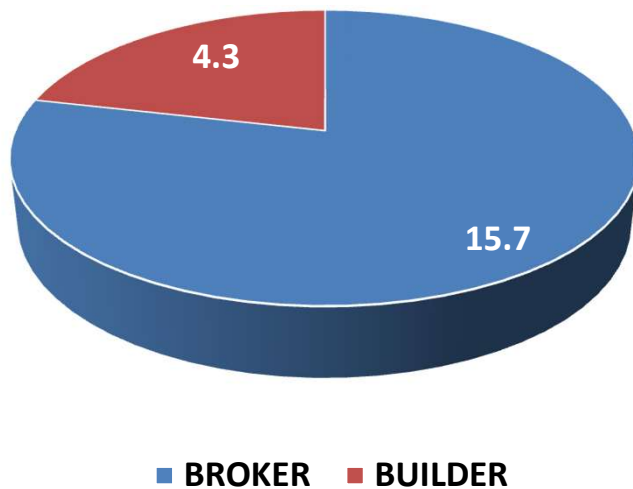
- As of December 31, 2017
 - Total projects 1.49 lakh* (under construction or ready to move in)
 - Total listings** 7.47 lakh (including 2.86 lakhs of owner listings)
 - Residential 6.31 lakh
 - Commercial 1.15 lakh

*1 lakh = 100,000

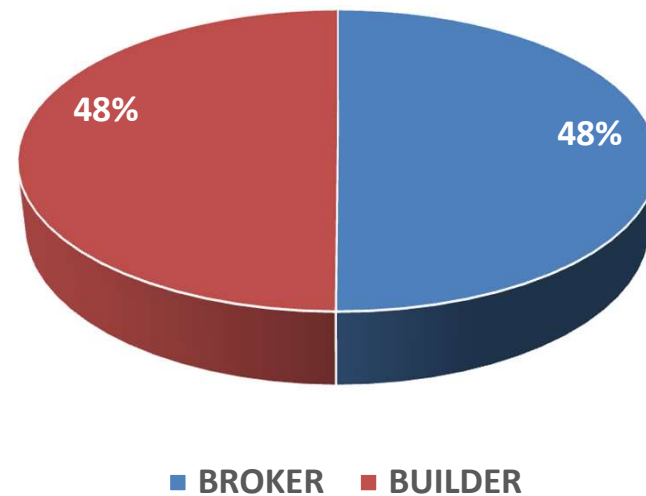
**Typically, listings stay live for 2 months

Break-up of customers and billing in 12 months ending Dec 31, 2017

No. of customers in '000



Billing breakup by customer type



99acres –strategy



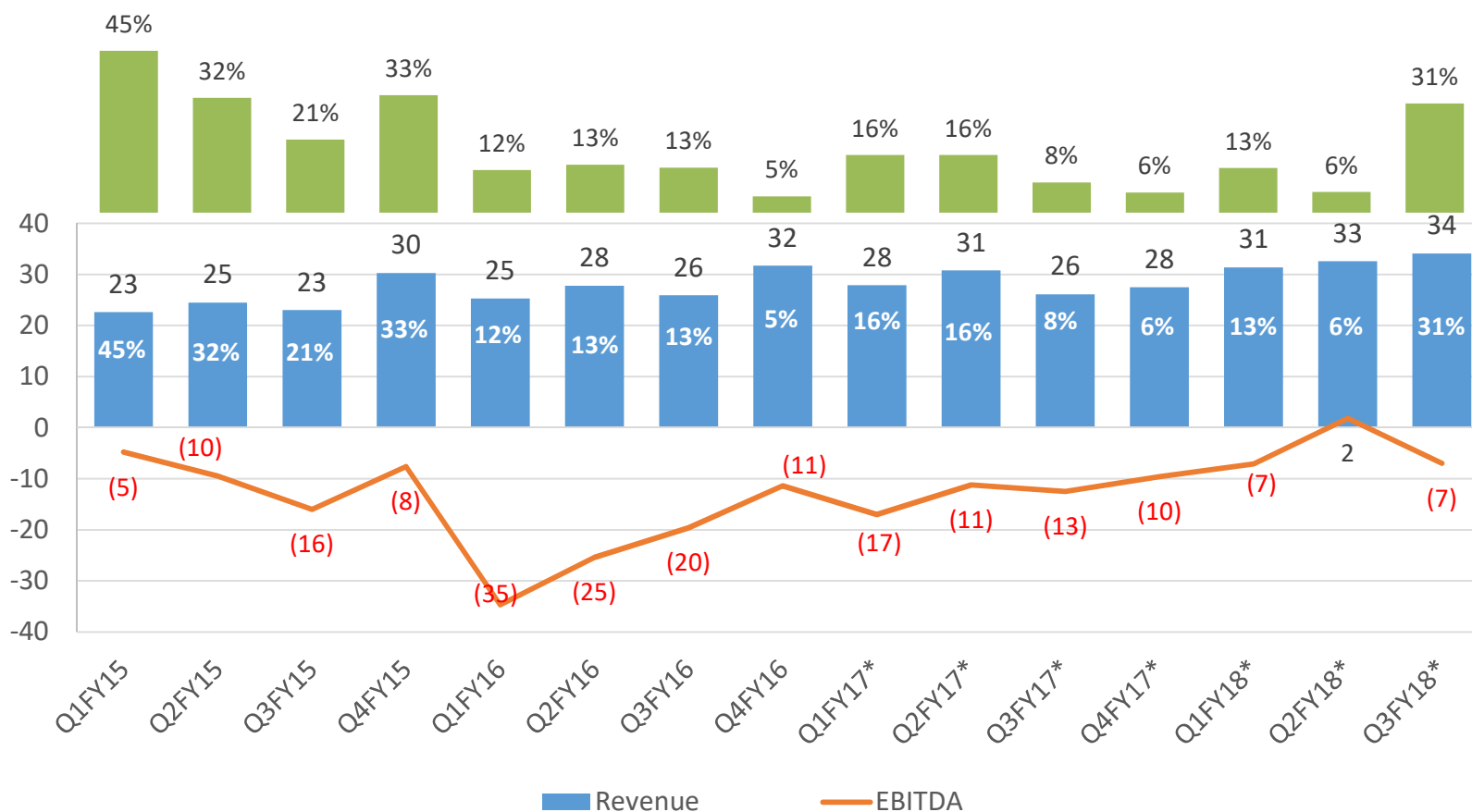
Focus on improving traffic share by improving customer experience on the site

99acres – position in the classifieds market

- **Leadership position** maintained – we have maintained highest traffic share for 99acres for past several quarters
 - **Increased investments** in product aesthetics/data quality/marketing ensuring quality and innovation and customer retention
- **Listings growth** intact amidst poor markets
 - During FY17, real estate industry continued to be weak and listings declined during Nov and Dec, 2016 as a result of demonetization
 - This was followed by GST implementation and RERA notification which impacted the real estate classifieds market and hence H1FY18 this year
 - Currently as many states have progressed in terms of RERA implementation, we now see the impact abating as more clarity is emerging around RERA. Underlying real estate market however continues to be sluggish.
- **Competition has not invested in past 6 quarters**
 - PE-backed competition facing funding constraints
 - No capital raise in last ~6 quarters
 - With significantly less inventory, competition is finding difficult to convert traffic
- The company continues to have a **war chest** for investment into 99acres and would use it when 99acres requires aggressive investments

99acres Quarterly Financials

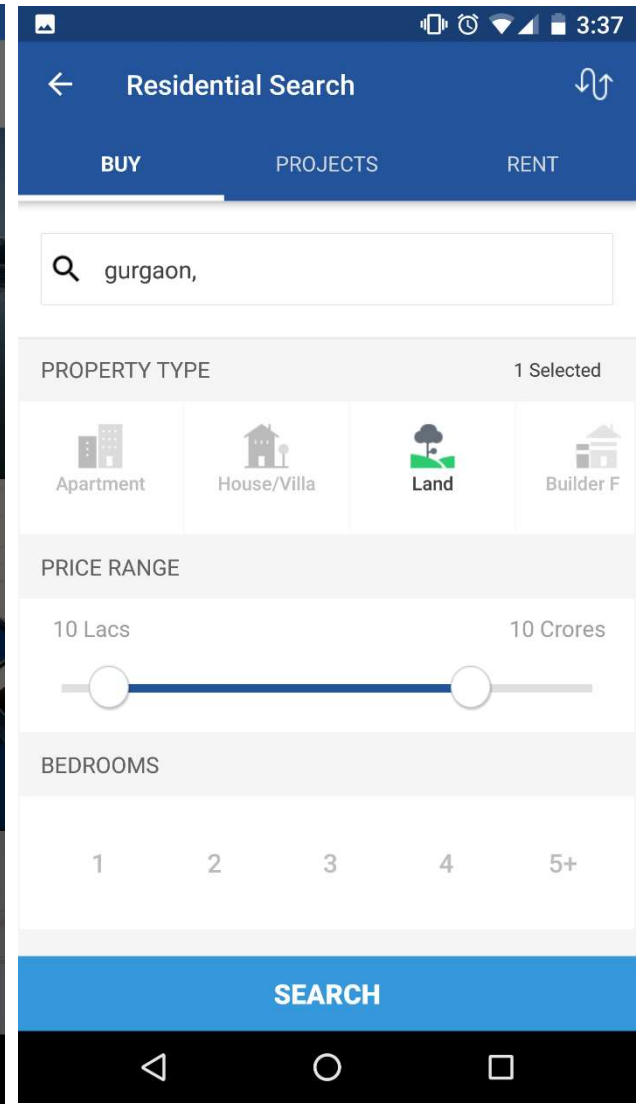
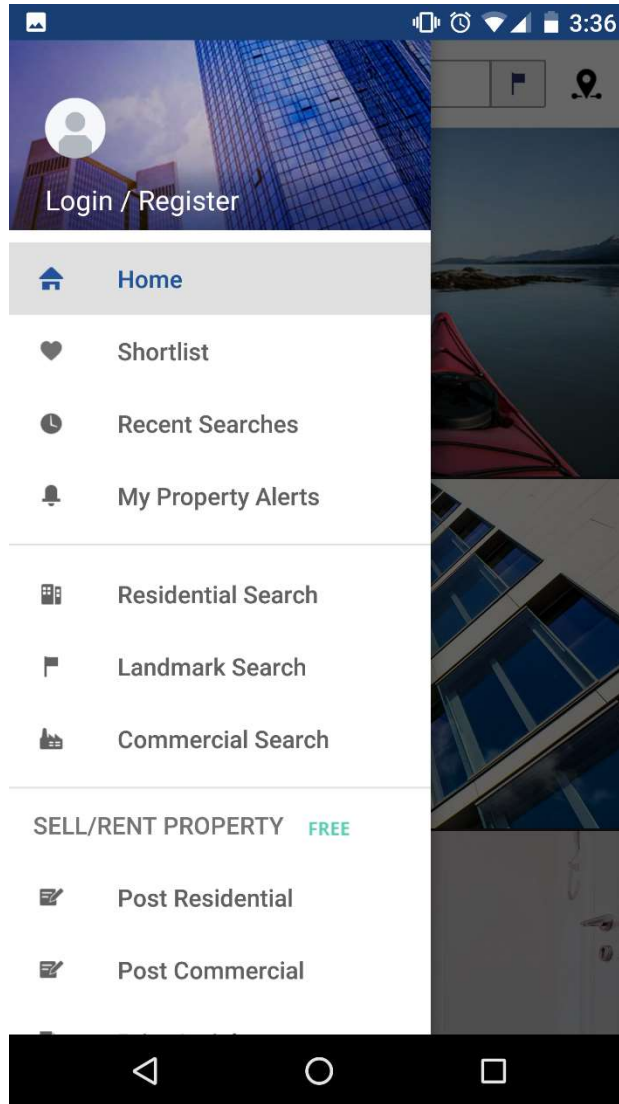
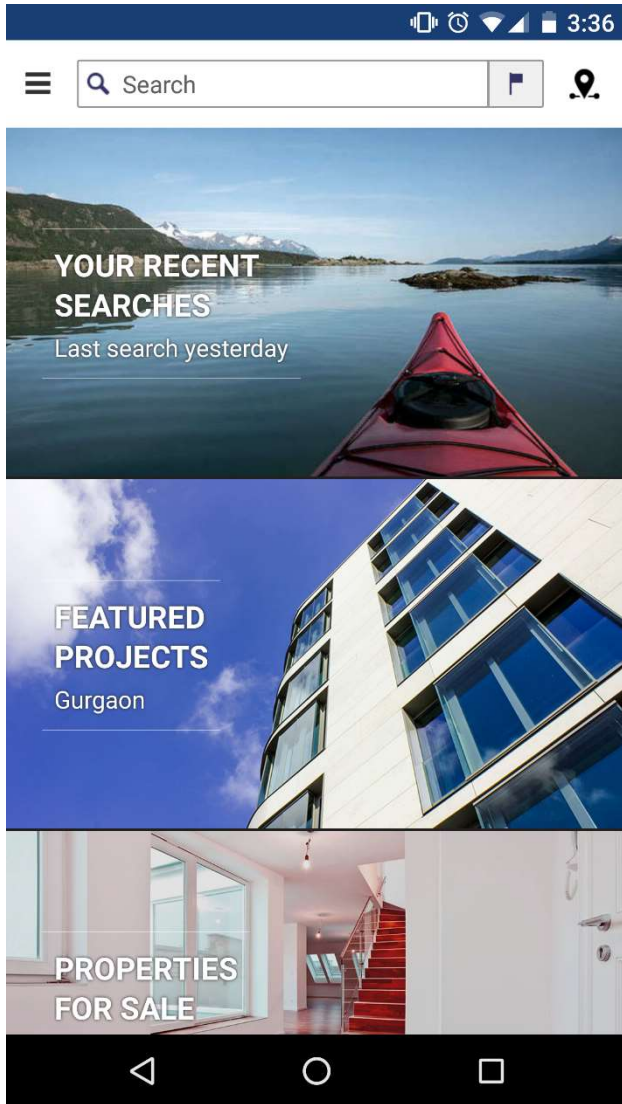
Revenue (and revenue growth) and EBITDA trend for 99acres (Rs Crore)



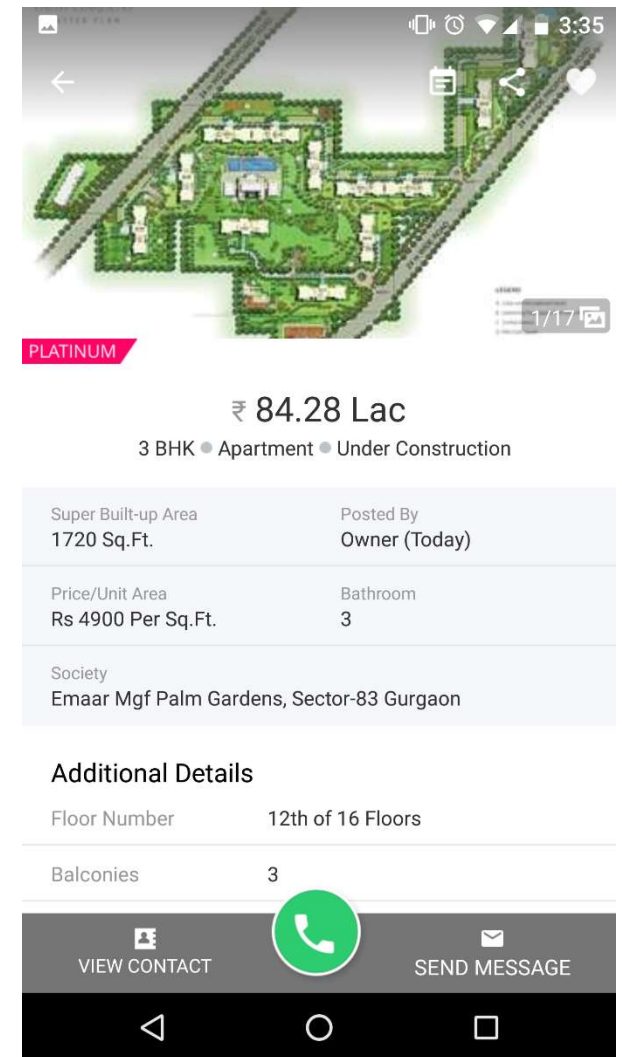
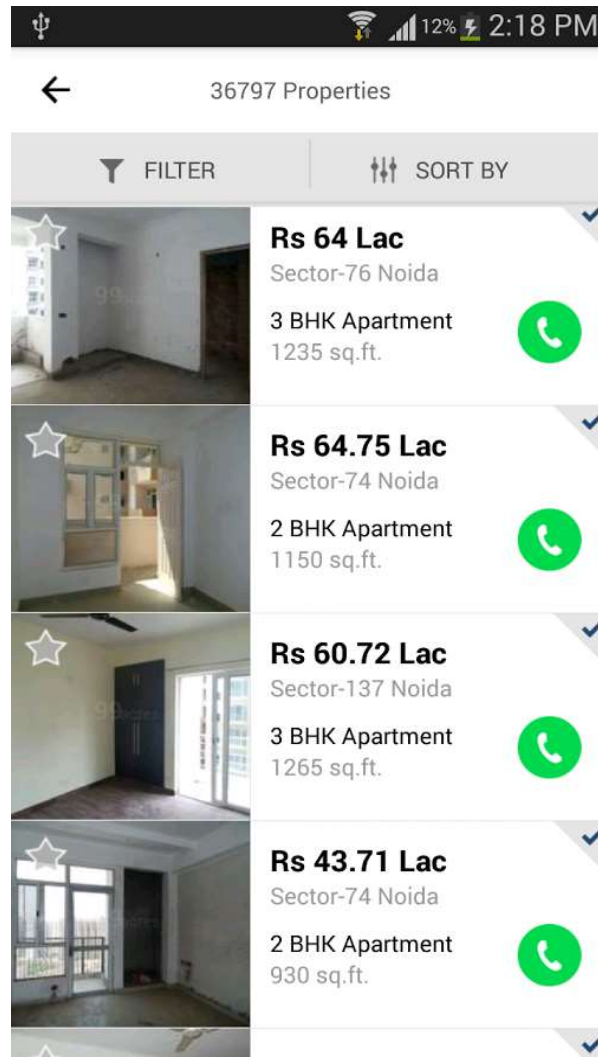
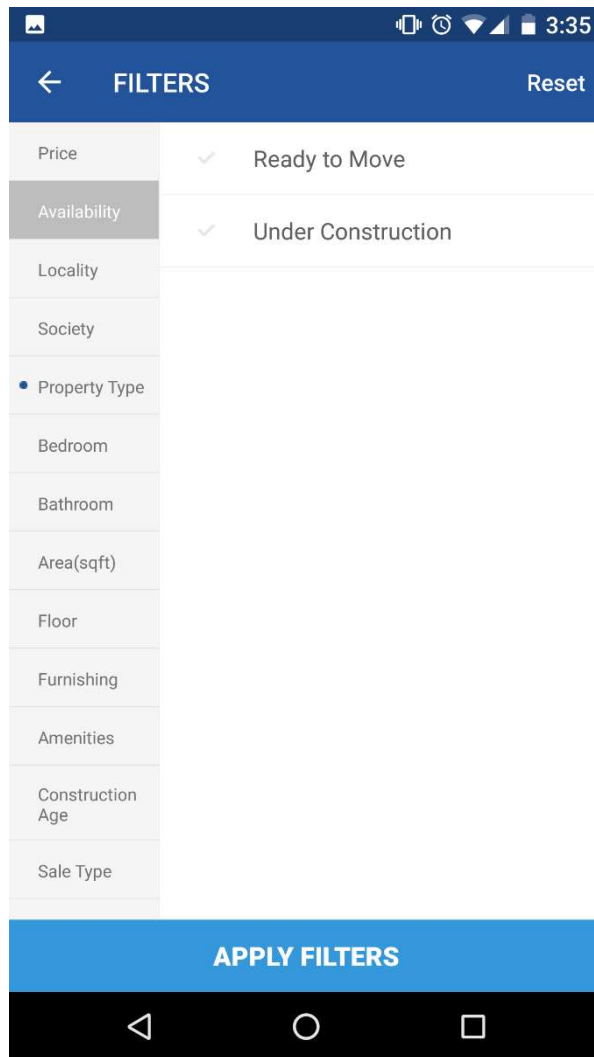
99acres cumulative cash loss (management estimate) at Rs 217 Crore

* Q1FY17-Q3FY18 numbers are EBITDA numbers (adjusted for non-cash ESOP charges) as per IND-AS; All others in I GAAP

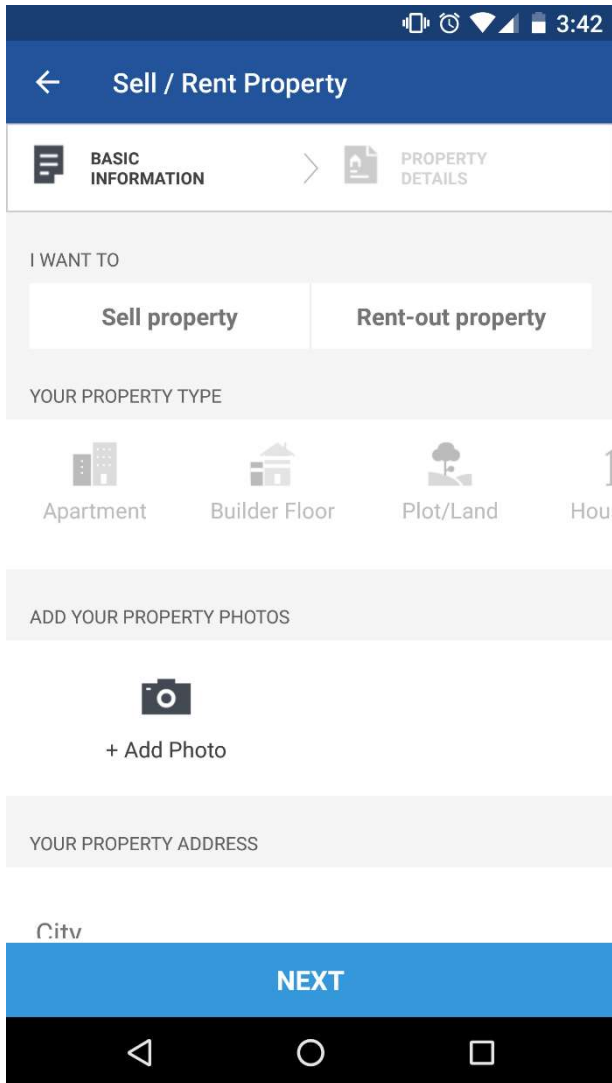
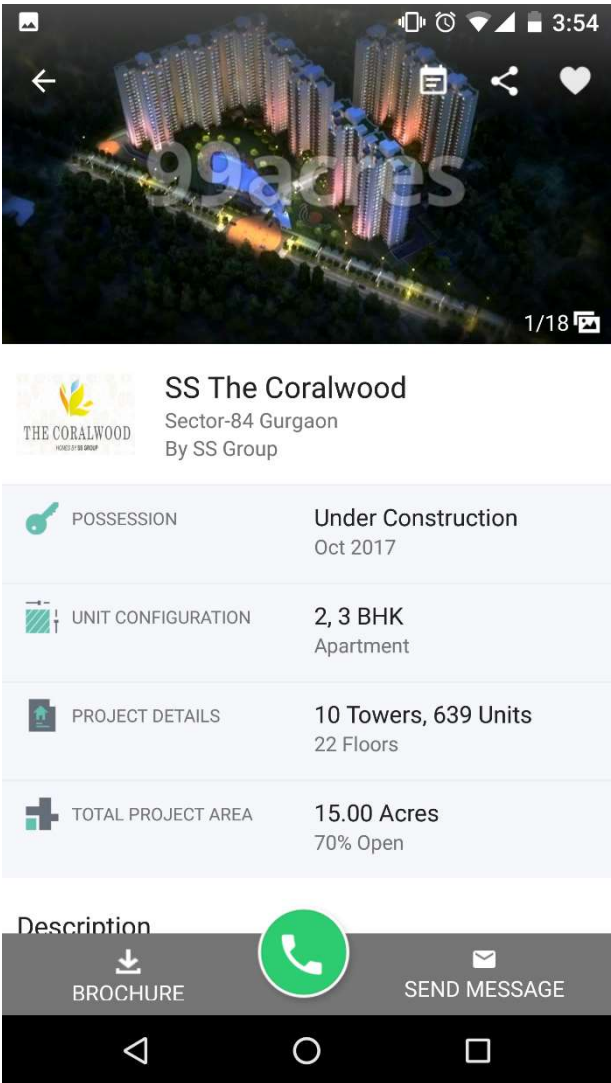
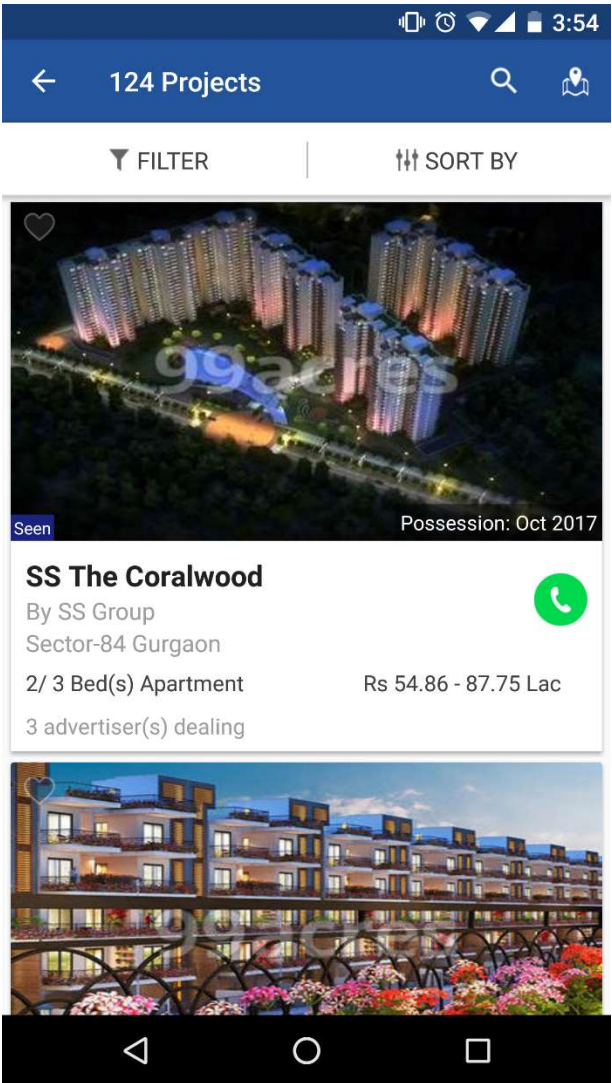
Mobile app – home screen, navigation and search page



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



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



Mobile - an important source of traffic

About 73% of the sessions in Q3 FY 17-18 (vs 59% of the sessions in Q3 FY 16-17) accessed from mobile

Android app

28% of total

99acres sessions

iOS app

3% of total

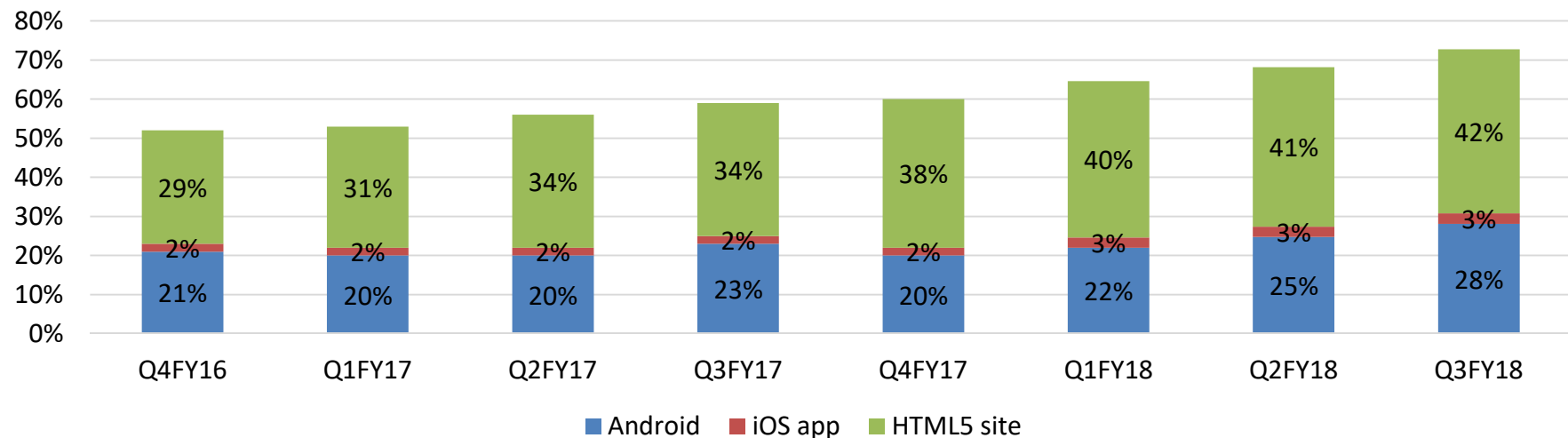
99acres sessions

HTML5 site

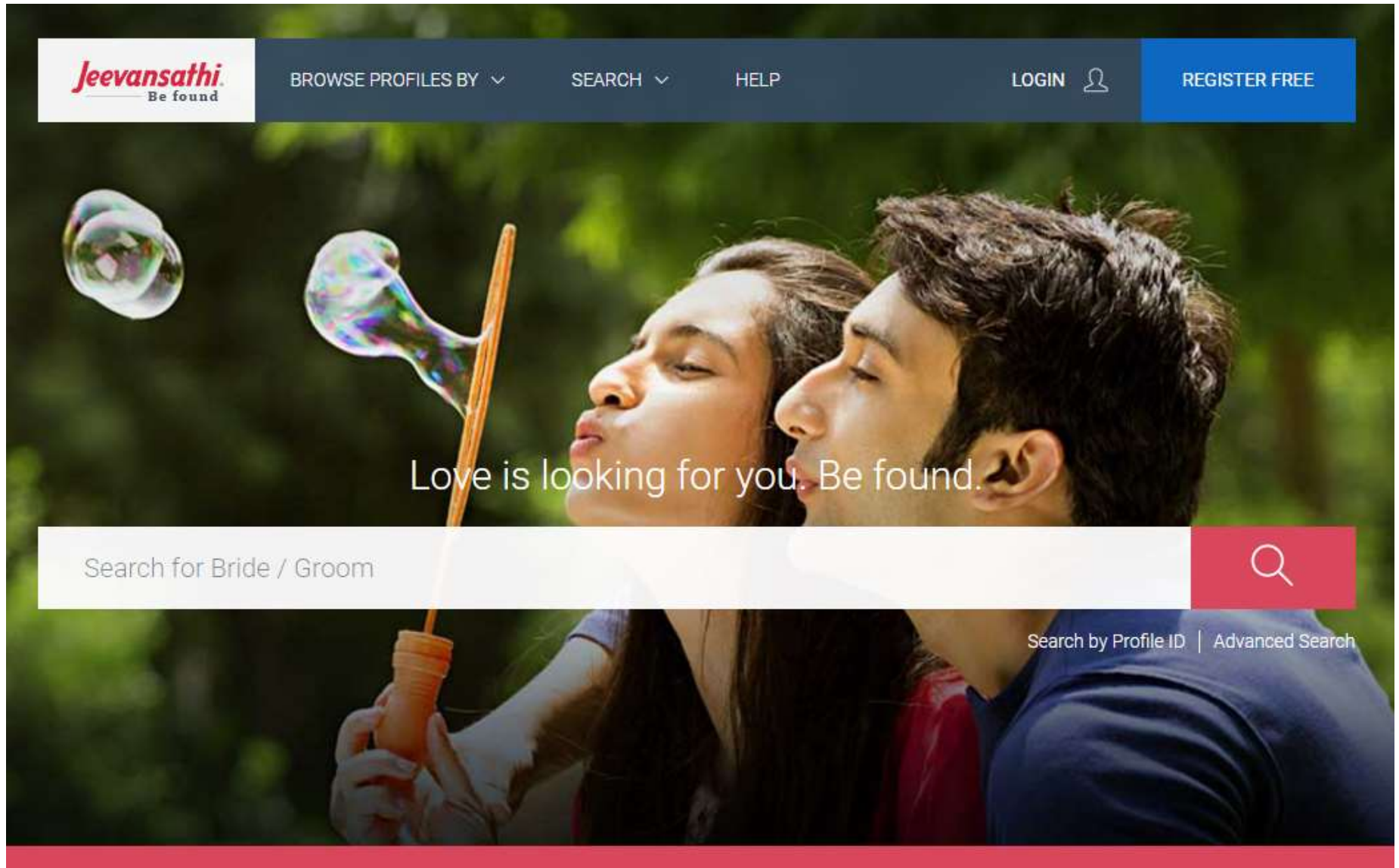
42% of total

99acres sessions


Trend since Q3FY16




Jeevansathi



Jeevansathi
Be found

BROWSE PROFILES BY ▾ SEARCH ▾ HELP LOGIN  REGISTER FREE

Love is looking for you. Be found.

Search for Bride / Groom 

Search by Profile ID | Advanced Search

Online matrimonial business - India

- Online spend by users estimated to be Rs 600-650 crore in FY 16-17
- Three main players – Bharat matrimony, Shaadi and Jeevansathi
- Used primarily by
 - Those disconnected from mother communities
 - Youngsters wanting choice
 - Families for match-making
- Fragmented market
 - Basis geography
 - Communities (religion, caste, sub castes)

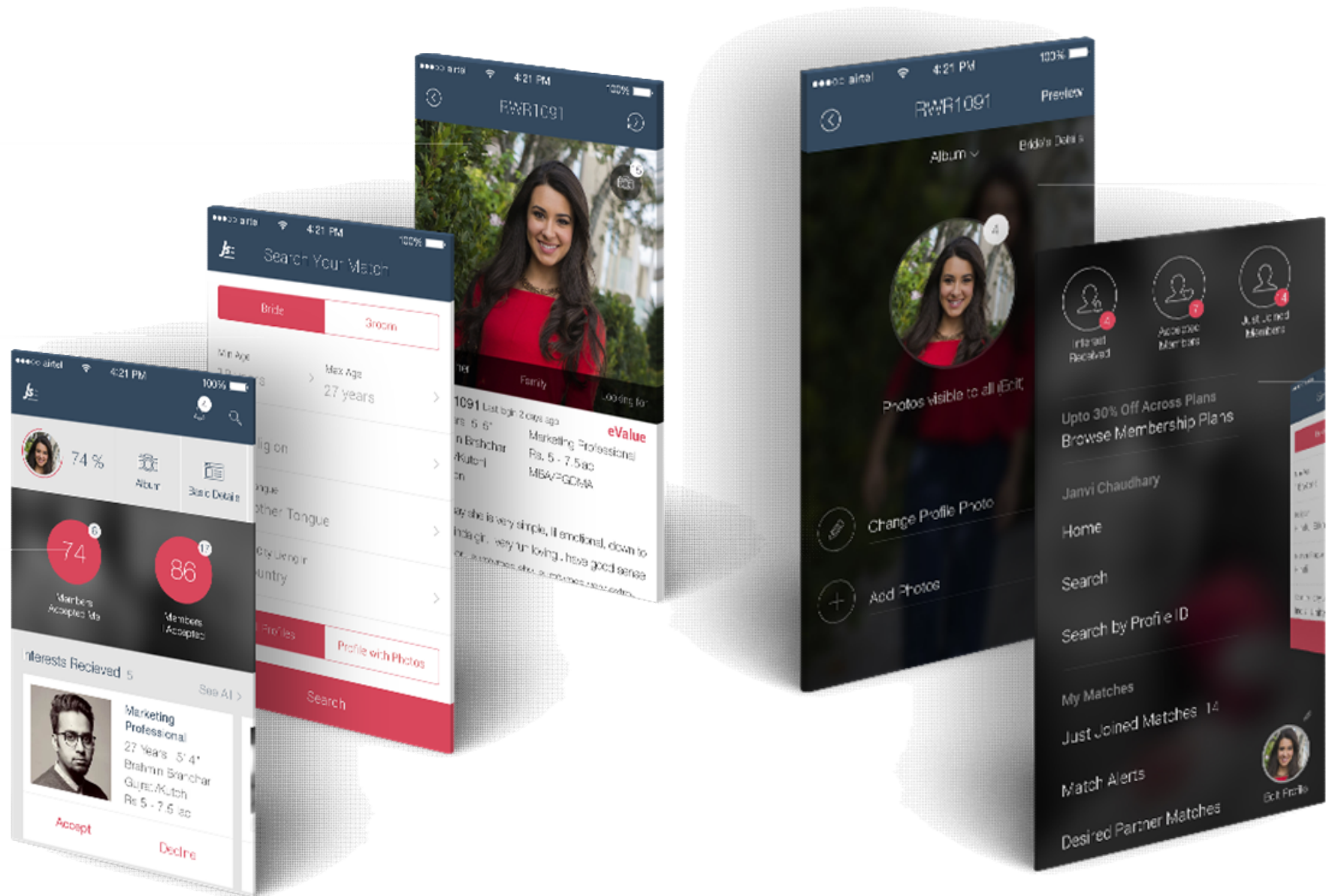
Jeevansathi business model

- **Website**
 - Free to list
 - Free to search
 - Free to express interest
 - Free to accept others expression of interest
 - Pay to get contact details
- **Offline centres** (10 centres operational)
 - Walk in sales for matching services
- **Franchise** - walk in centers

Competition

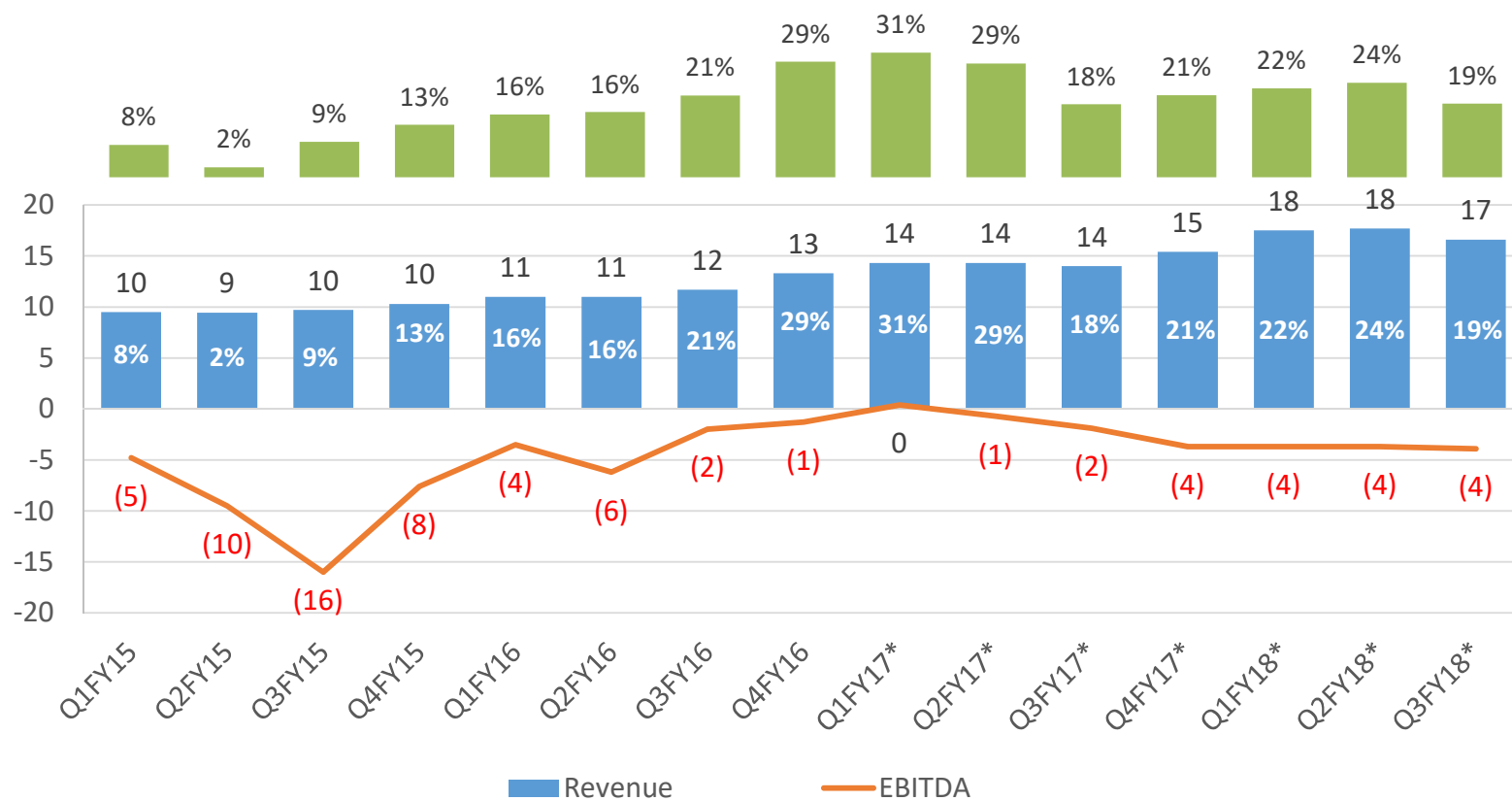
- Three main players – Bharat Matrimony is the leader, followed by Shaadi and then Jeevansathi
- Bharat Matrimony dominates states in south India and non resident Indians from these states
- Shaadi leads in Gujarat and Punjab and non resident Indians from these states
- Jeevansathi leads in certain north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

Mobile app



Jeevansathi quarterly financials¹

Revenue (and revenue growth) and EBITDA trend for Jeevansathi (Rs Crore)



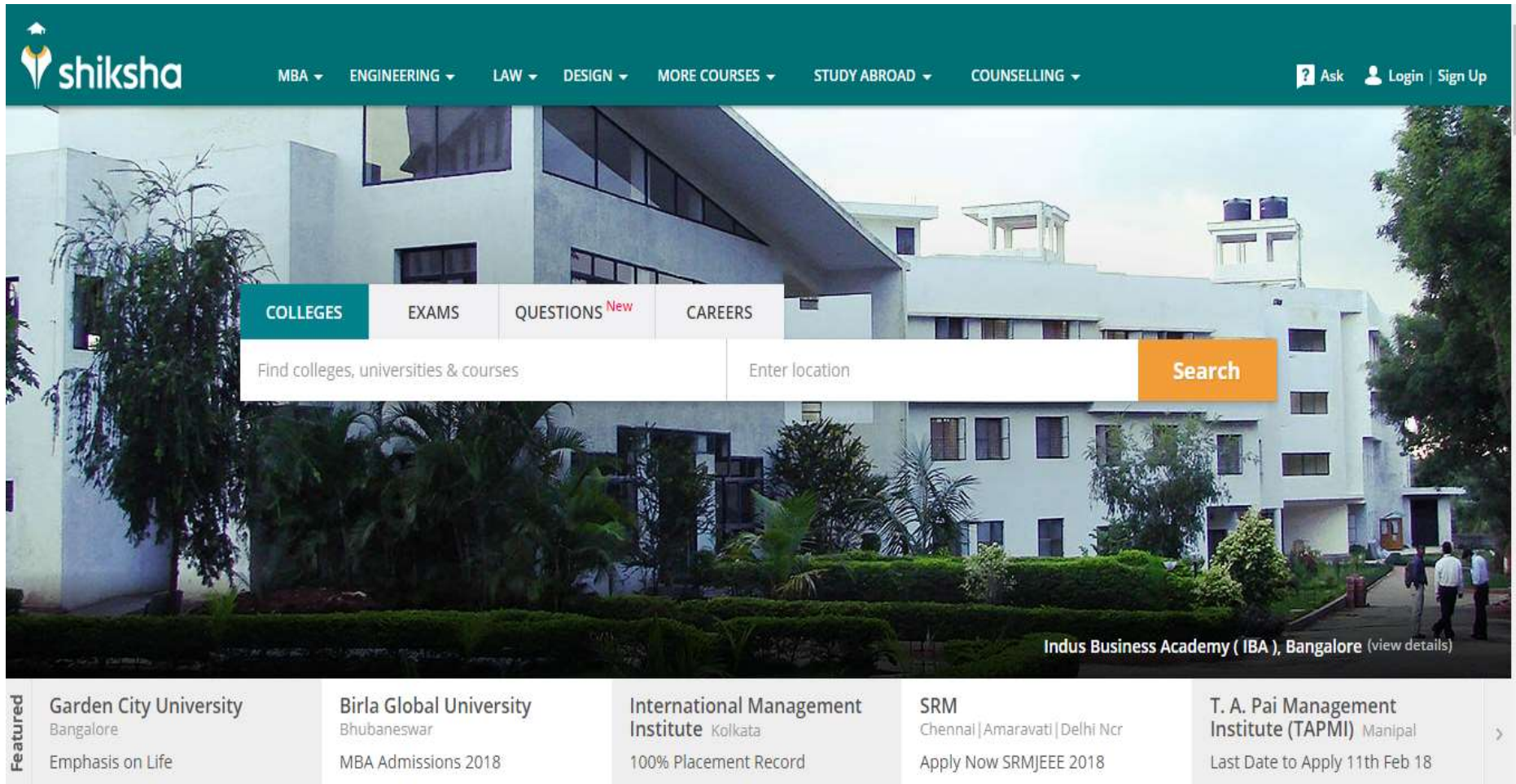
¹ Jeevansathi has grown at an average 23% YoY in the past nine quarters

Jeevansathi cumulative cash loss (management estimate) at Rs 71 Crore

* Q1FY17-Q3FY18 numbers are EBITDA numbers (adjusted for non-cash ESOP charges) as per IND-AS; All others in I GAAP

Shiksha

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COLLEGES EXAMS QUESTIONS ^{New} CAREERS

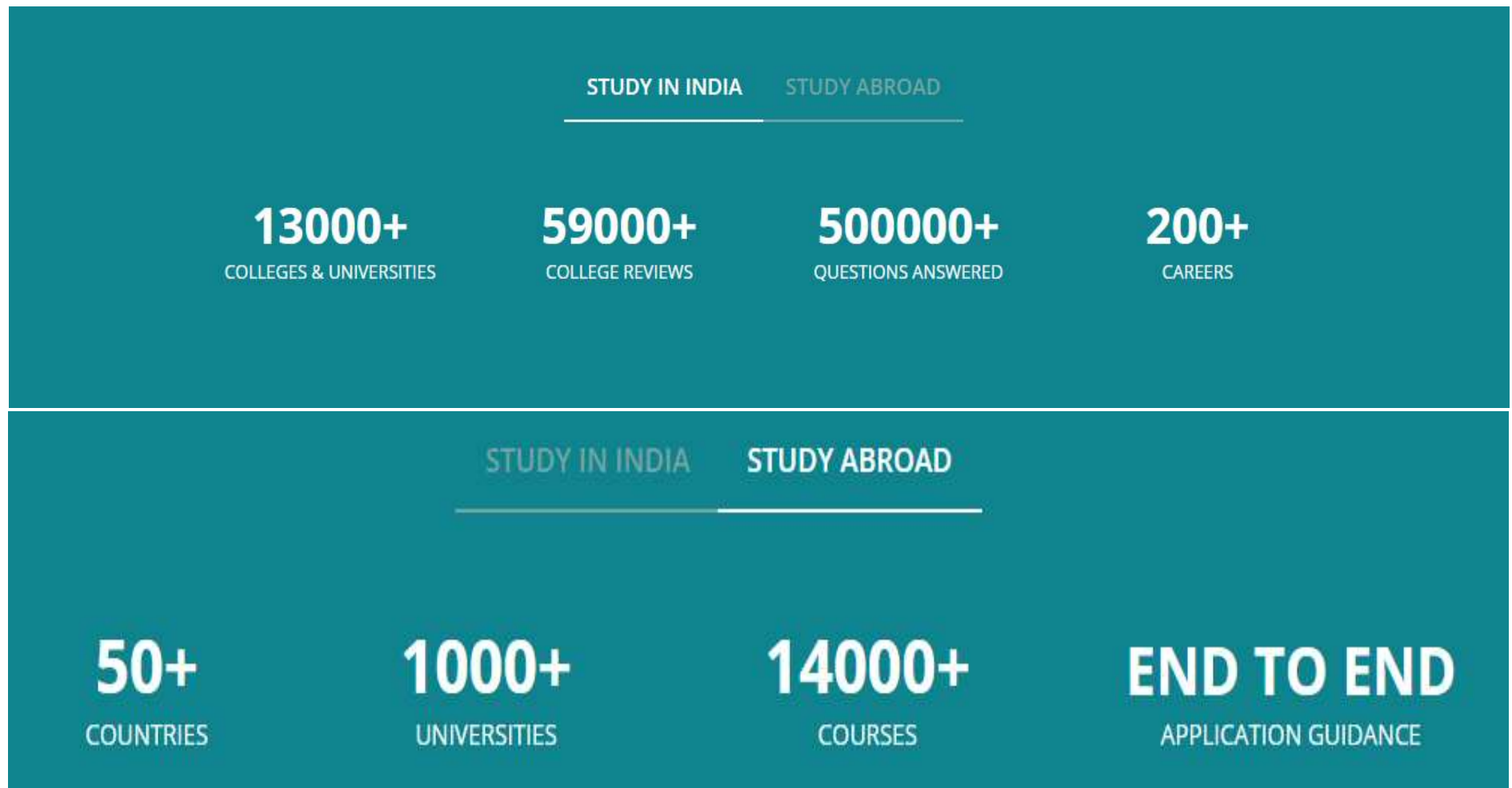
Find colleges, universities & courses Enter location **Search**

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

Featured

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

Shiksha – some approx. nos.



Educational classifieds business - India

- Education institutions / foreign universities are big spenders on marketing on print media
- Online , School/College contact programs, Consultant commissions & fairs form bulk of remaining marketing spends by colleges and Universities
- Growing number of online players

Shiksha

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

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IIMs consider a lot more than just the CAT score



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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?

Shiksha business model

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

Authentic College Reviews

National Institute of Technology, Tiruchirappalli - Reviews (57)

Established 1964 | UGC Approved ⓘ | Deemed University ⓘ

☆ Shortlist

Filter the results

Select course



Add To Compare

Download Brochure

Sort by

Year of graduation

Sai | Batch of 2019 | Rating 4.6/5

Recommends this course

Course reviewed : B.Tech. in Civil Engineering

Good college with nice placements.

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

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

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

Is this review helpful [YES](#) | [NO](#)

Posted: 09 Nov 2016

Mallikarjun | Batch of 2018 | Rating 3.2/5

Doesn't recommend this course

Course reviewed : B.Arch

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You may be interested in reviews on

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Search similar college reviews

College Name



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Shiksha Ask & Answer
India's largest education community



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

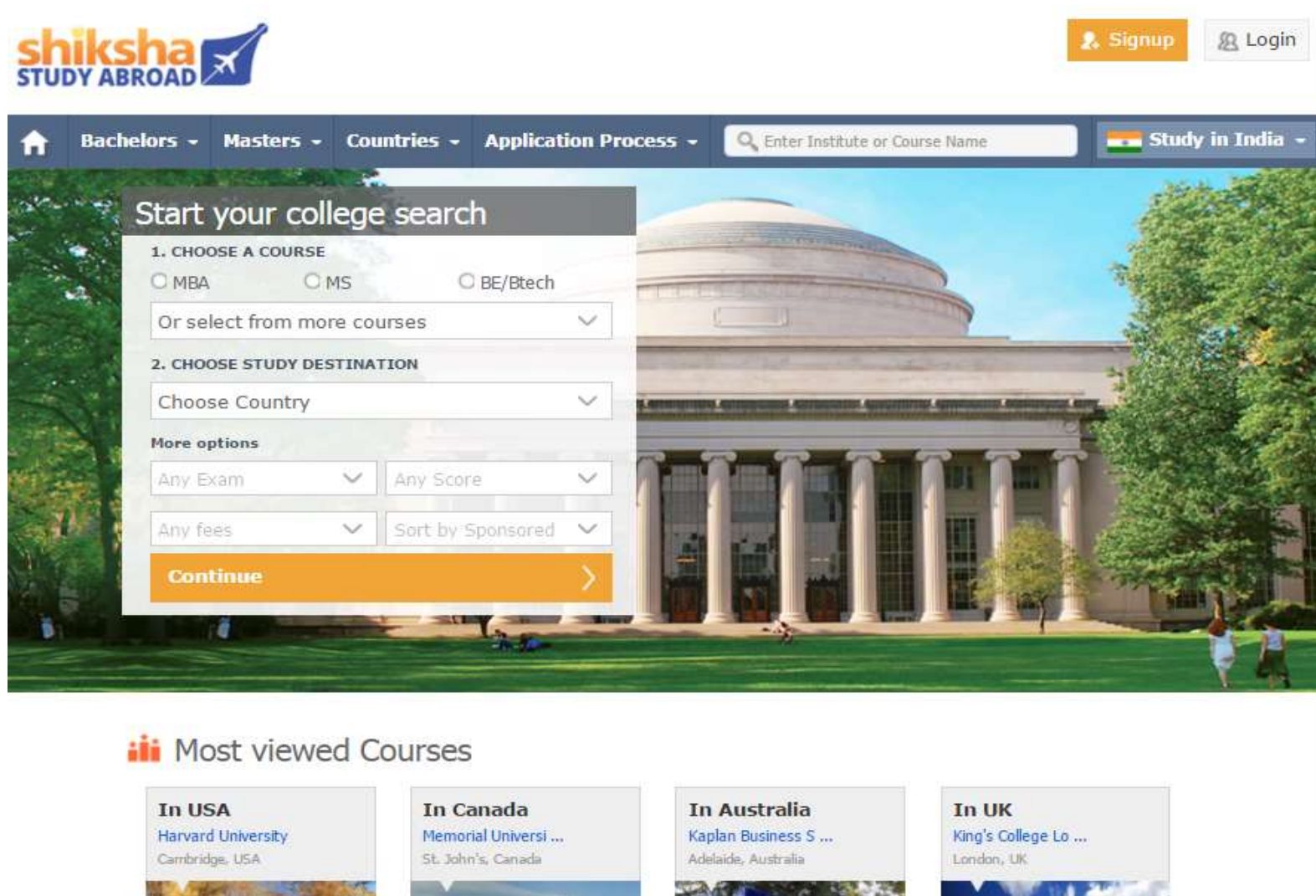
A banner image featuring a group of diverse college students smiling. Overlaid on the image are two columns of text and a search bar.

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

Home page for Overseas Education



shiksha
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2. CHOOSE STUDY DESTINATION

Choose Country

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Harvard University Cambridge, USA	Memorial University St. John's, Canada	Kaplan Business School Adelaide, Australia	King's College London London, UK

Comprehensive Scholarship information for study abroad

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Home Bachelors Masters Countries Application Process Enter Institute or Course Name Study In India

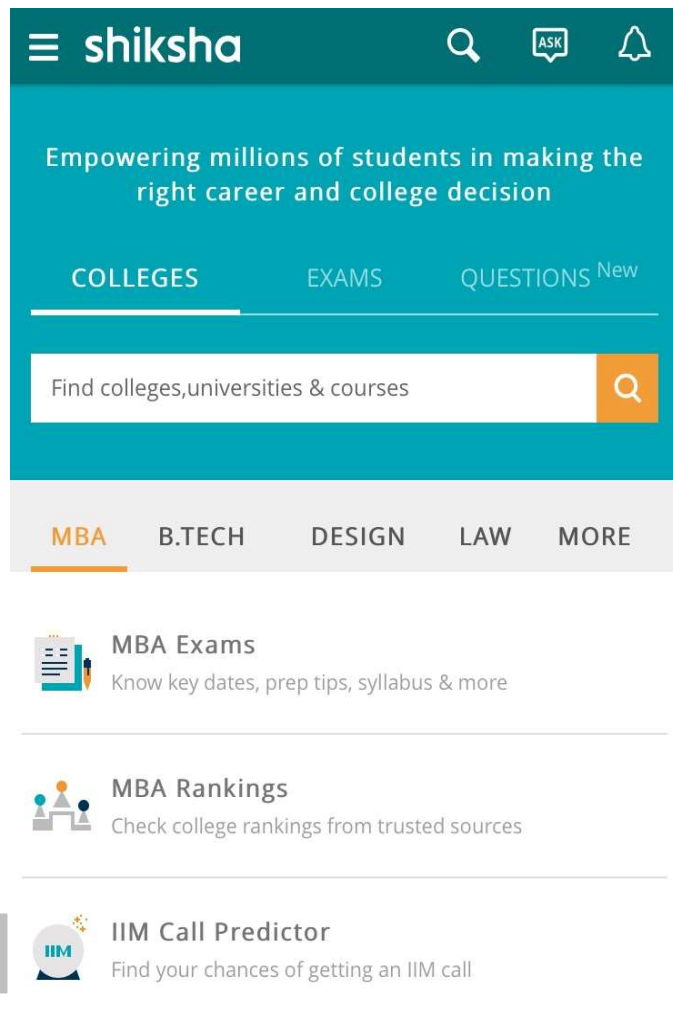
The most comprehensive study abroad scholarships
1766 Scholarships, 11 Countries, Rs 3063 crores in total amount

Course Level Course Stream Study Destination Find Scholarships

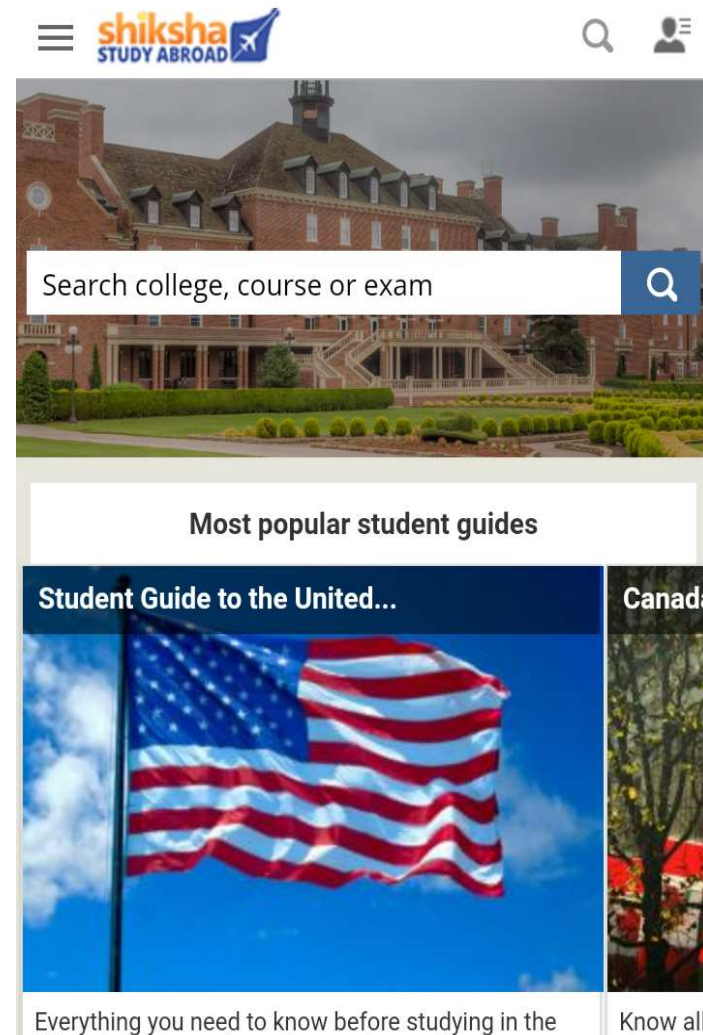
Suggest a missing scholarship, win Rs 500!

Explore Scholarships by Country

Mobile sites



India



Study Abroad

Competition

Domestic

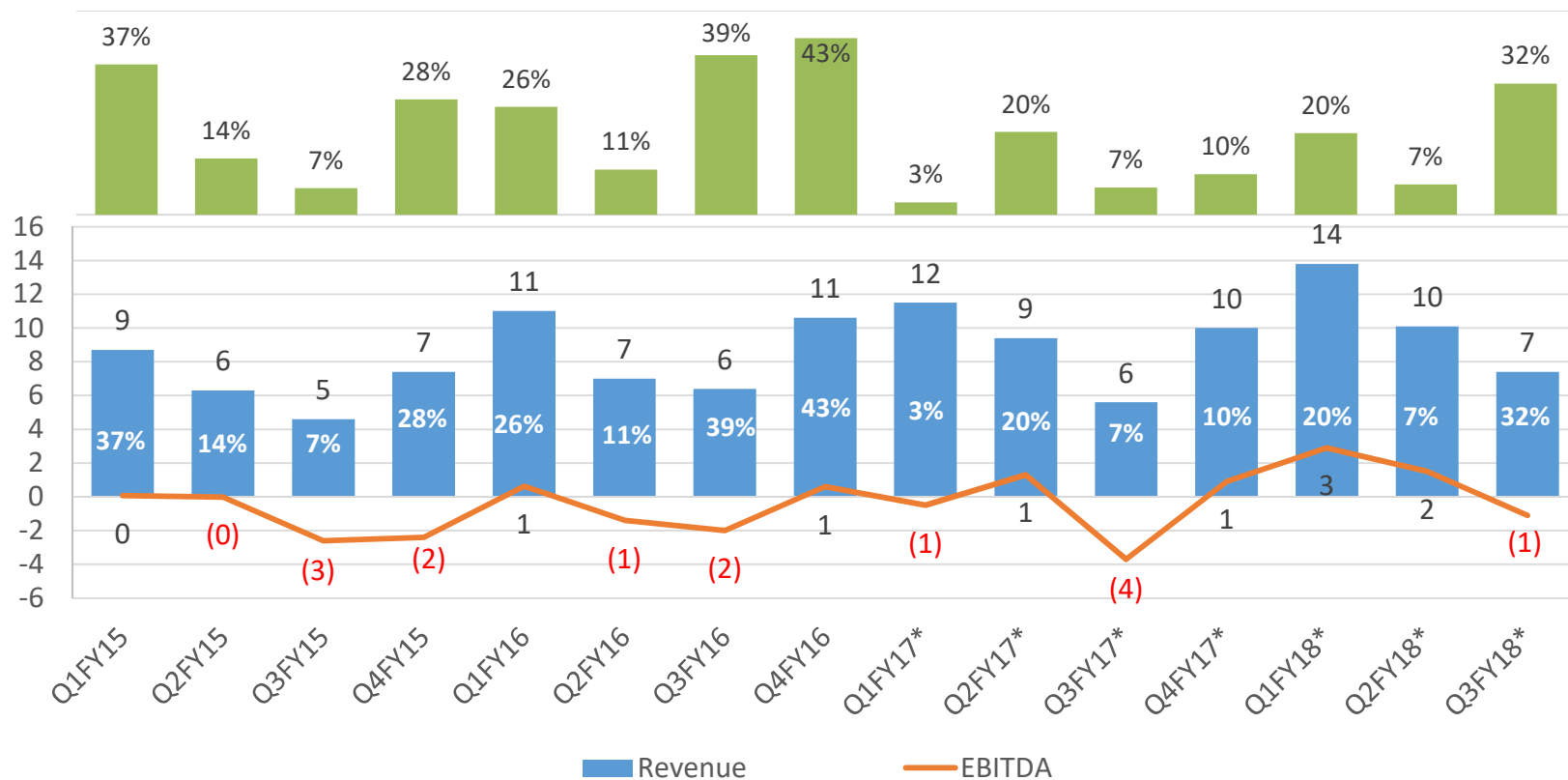
- Print Media
- Online
 - Google
 - Pagalguy
 - HTcampus
 - Minglebox
 - Careers360
 - MBA Universe
 - CollegeDekho
 - CollegeDunia
 - Sarvgyan
 - Aglasem
 - Others

Study abroad

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

Shiksha quarterly financials

Revenue (and revenue growth) and EBITDA trend for Shiksha (Rs Crore)



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

* Q1FY17-Q3FY18 numbers are EBITDA numbers (adjusted for non-cash ESOP charges) as per IND-AS; All others in I GAAP

Investee companies

Portfolio status

infoedge

As of Jan 20, 2018

Investee Company	Website	Aggregate amount invested (Rs Crore)	% Holding on fully diluted basis*
Active			
Zomato Media Pvt Ltd.	www.zomato.com	484	45%
Applect Learning Systems Pvt Ltd.	www.meritnation.com	**135	66%
Etechaces Marketing and Consulting Pvt Ltd.	www.policybazaar.com	^^67	^10%
Canvera Digital Technologies Pvt Ltd.	www.canvera.com	37	62%
Happily Unmarried Marketing Pvt Ltd.	www.happilyunmarried.com	26	47%
Mint Bird Technologies Pvt Ltd.	www.vacationlabs.com	6	26%
Rare Media Company Pvt Ltd.	www.bluedolph.in	7	35%
Unnati Online Pvt Ltd	www.unnatihelpers.com	4	28%
VCare Technologies Pvt Ltd.	www.diolabs.com	4	15%
Wishbook Infoservices Pvt. Ltd.	www.wishbooks.io	4	22%
NoPaperForms Solutions Pvt.Ltd.	www.nopaperforms.com	6	28%
International Educational Gateway Pvt. Ltd	www.univariety.com	13	30%
Sub Total		792	
Written off/ exited/ provisioned			
Studyplaces, Inc.	www.studyplaces.com	5	13%
Ninety Nine Labels Pvt Ltd.	www.99labels.com	28	47%
Nogle Technologies Pvt Ltd.	www.floost.com	3	31%
Canvera Digital Technologies Pvt Ltd.	www.canvera.com	78	-
Kinobeo Software Pvt Ltd.	www.mydala.com	27	42%
Green Leaves Consumer Services Pvt Ltd.	www.bigstylist.com	17	49%
Sub Total		159	
Total		951	

* 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.

** including Rs 26 Crore of loan

^^ excluding Rs 16 Crore monetized in Nov, 2015

^ being Info Edge's share of economic interest. IE's 50.01% subsidiary, Makesense holds nearly 16.4% of PolicyBazaar in association with Temasek which infused a total of Rs 134 Crore for its 49.99% stake in Makesense in Oct, 2015. Remaining 1.6% is held through a fully owned subsidiary.

Investee companies financials

Rs. Crore

Investee Company	Operating revenue					Operating EBITDA				
	FY13	FY14	FY15	FY16	FY17	FY13	FY14	FY15	FY16*	FY17*
Partly owned subsidiary										
Meritnation	10	20	22	29	36	(21)	(29)	(23)	(42)	(23)
Canvera	30	44	54	56	49	(21)	(33)	(22)	(33)	(27)
Associate Companies										
Zomato										
PolicyBazaar										
Mydala										
Happily Unmarried										
Vacation Labs	68	127	255	390	579	(38)	(55)	(189)	(607)	(213)
BigStylist										
Rare Media										
Unnati										
Diro Labs										
Total	108	191	330	474	664	(80)	(116)	(233)	(682)	(263)

* FY16 and FY17 numbers are based on IND AS vs. I GAAP earlier

Zomato

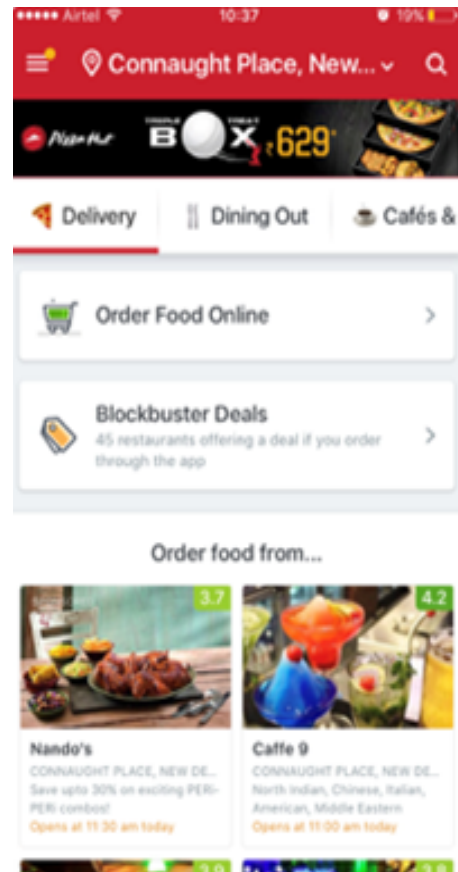


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Zomato

- Zomato is the largest restaurant search & discovery platform globally with presence in 24 countries
 - Food ordering service is available in India, UAE and Lebanon and is growing strongly
- Unique tech enabled, low cost feet-on-street model ensures exhaustive listings in a particular city and rich content ensures users are able to discover restaurants of their choice
- High volume of user generated content results in strong network effects
- Key metrics:
 - 1.3 mn restaurant listings across the world
 - ~3.6 mn orders processed in Dec '17

Rich content ensures that users are able to discover restaurants of their choice



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

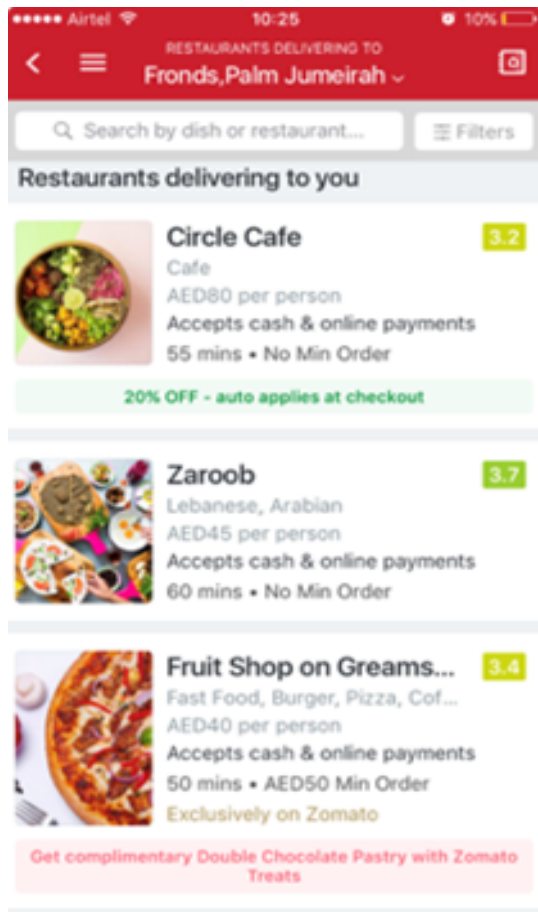
Customized Collections

Trend-based, curated group of restaurants

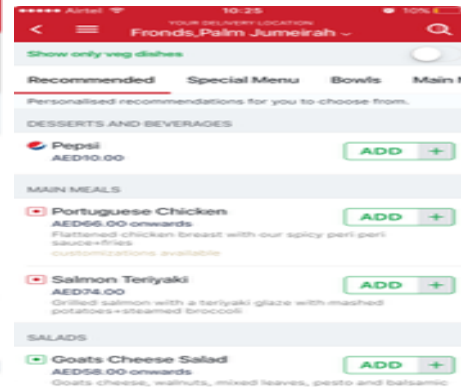
Advanced Search

Multi-dimensional filters for targeted search

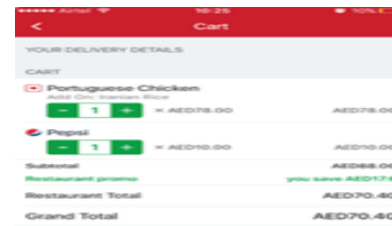
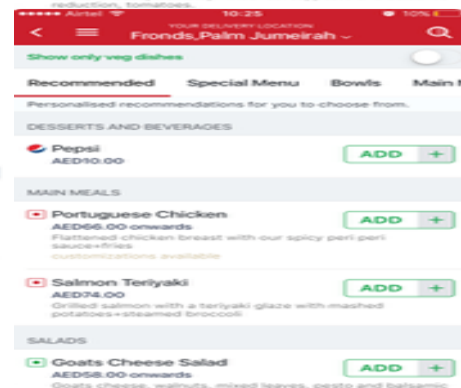
Food ordering at the click of a button helps users order-in with ease



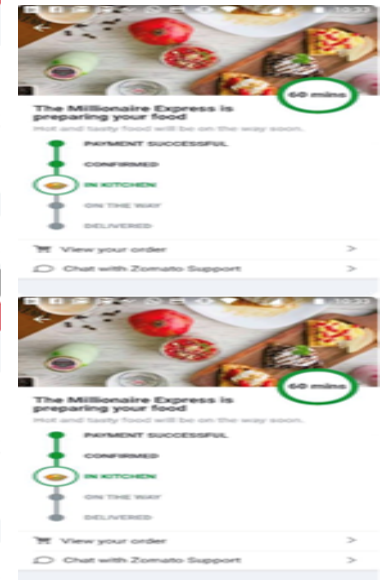
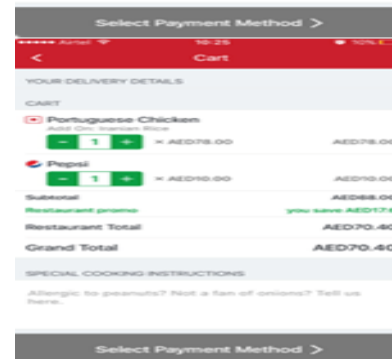
Choose from a list of delivery restaurants nearby



Select your favorite dishes & beverages



Pick your preferred payment method, and your food is on its way



Track your order status with real-time notifications

Table Reservations platform ensures users never have to wait again



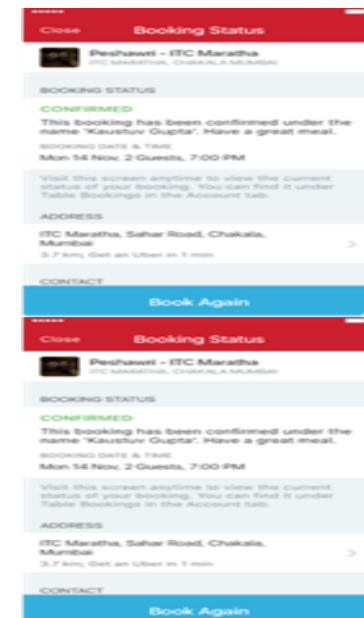
Pick your favorite place to dine out



Select date, time and no. of guests



Enter your details



Get a confirmation message and your booking is done

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policybazaar.com Compare. Buy. Save.

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2013 & 2014

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User Review

We Value Your Opinion

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 95% share of insurance comparison & 50% of online Insurance transactions
- Huge potential in the market
 - Currently less than 4% of the Indian population is insured

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Sanchita Verma, Class X
Apeejay School



“ It gives me immense pleasure to inform you that I have got 96.5% in Class 12 Board Exams(Science). Meritnation has helped me a lot in getting 97 in Maths and 99 in economics, not to forget chemistry and english, in which I got 95 marks. From ... [Read more](#) ”

Joyjit Chatterjee, Class XII



“ I find it really easy and interesting to study on meritnation. The animations help me in enjoying what I study, which has made my study routine really interesting! ”

Swapnil Lohani, IITJEE Advanced Qualified

Meritnation

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

Happily Unmarried



Happily Unmarried

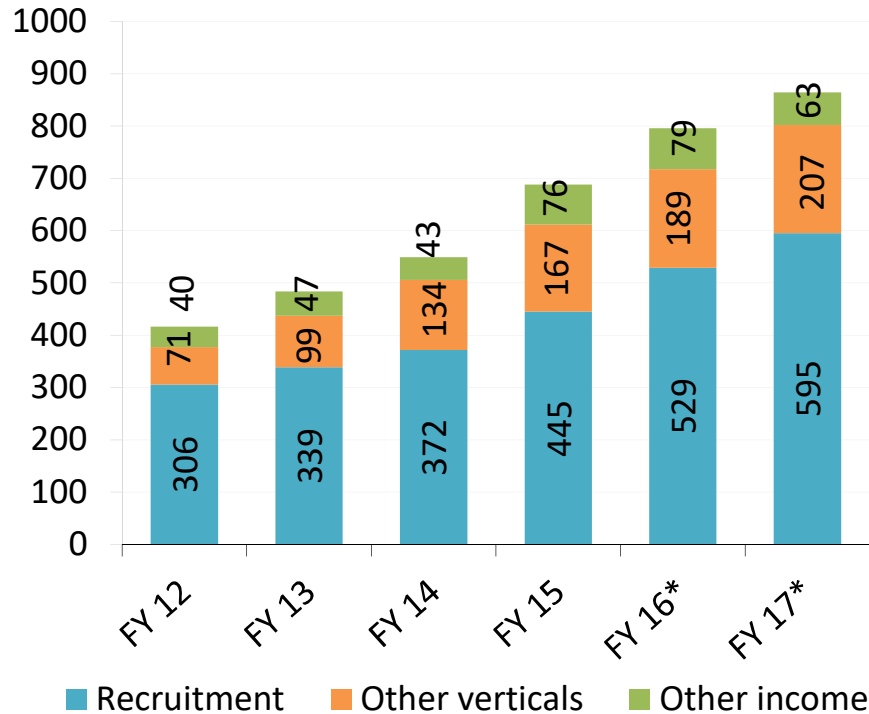
- Grooming range for men “Ustraa”
- Focus on online sales
- Have introduced a women’s range under brand name ‘Happily Unmarried’
- Received funding from Wipro Consumer during the quarter

Financials

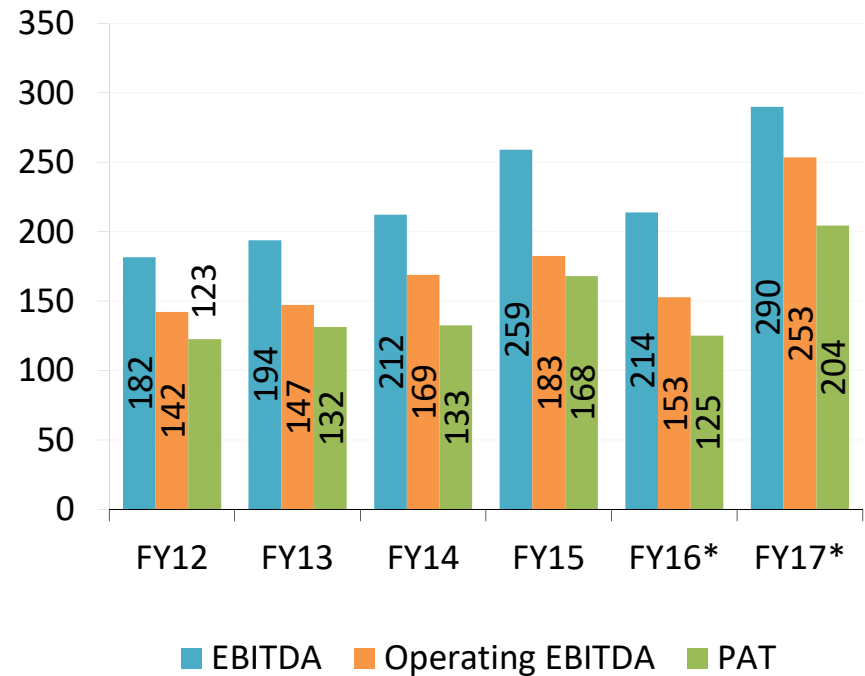
(Standalone)

Standalone Financials - Consistent growth in Revenue & Profitability

Revenue (Rs Crore)



Profitability (Rs Crore)

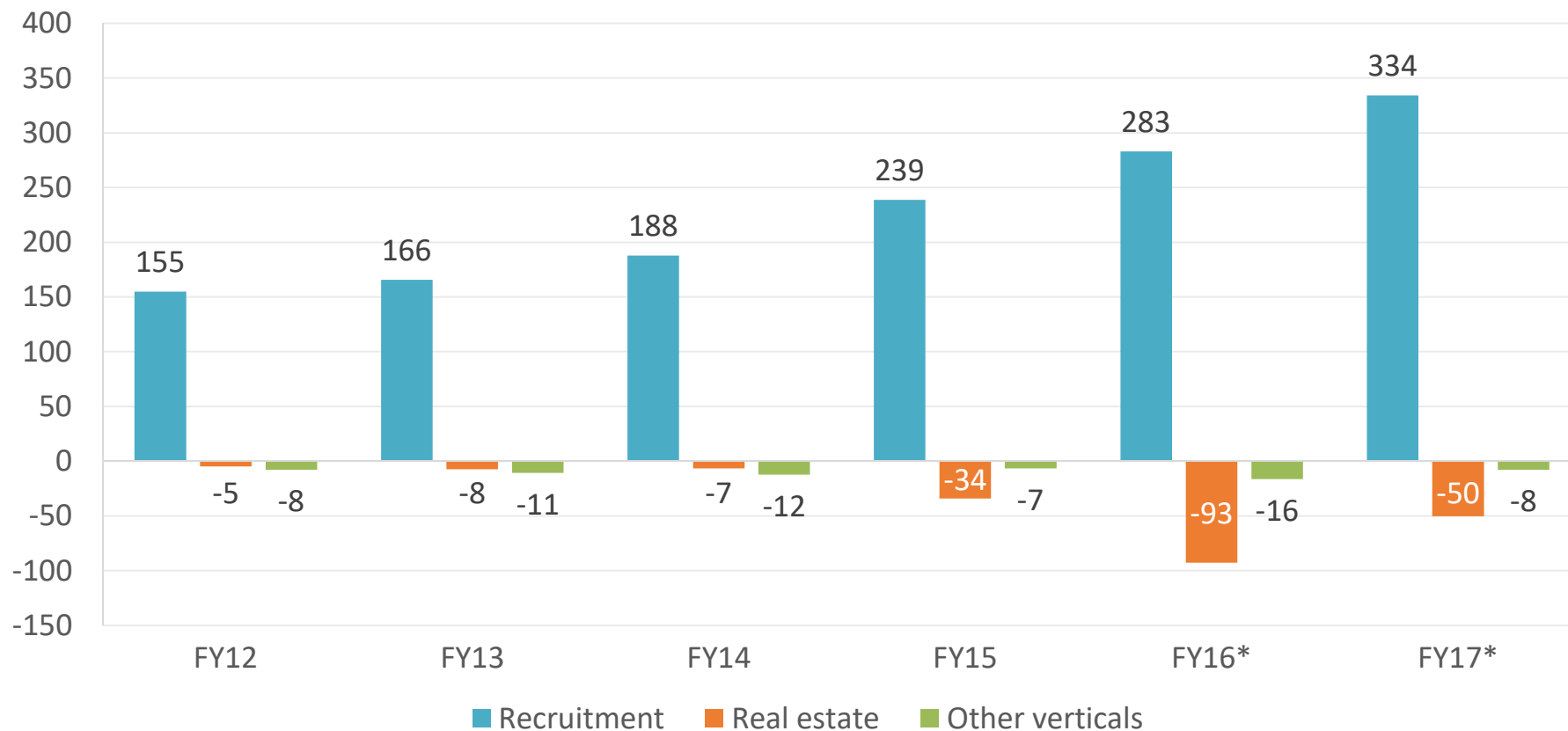


Other Income in the above chart is treasury income

* FY16 and FY17 in the charts above is IND-AS operating EBITDA adjusted for non-cash charges, rest all years as per I GAAP

Segmental operating EBITDA

Segmental Operating EBITDA (Rs Crore)



* FY16 and FY17 in the charts above are IND-AS EBITDA numbers adjusted for non-cash charges, rest all years as per I GAAP

Team

Management Team

Name	Age	Qualifications	Designation/ Role	Previously worked with	Year of joining
Sanjeev Bikhchandani	54	BA Economics St. Stephens, PGDM IIM-A	Founder and Executive Vice Chairman	Lintas, Glaxo Smith Kline	1995
Hitesh Oberoi	45	B Tech, IIT Delhi, PGDM, IIM-B	Managing Director and CEO	HLL (Unilever)	2000
Deepali Singh	44	B Sc, LLB, Delhi University, PGDBA, IPM	Executive Vice President Firstnaukri	Aptech	2000
Arif Ismail Parker	43	BA	Executive Vice President- Sales	ITNation.com	2000
Vibhore Sharma	43	B Sc, IGNOU	Chief Technology Officer Naukri	Pioneer	2001
Suresh V.	45	BE, Masters in Management, Sathya Sai Institute of Management	Chief Sales Officer - Naukri.com	Xerox	2001
Neeraj Sharma	44	B.Com , PGPM	Executive Vice President- Sales	-	2001
Niraj Kumar Rana	42	BSC, MBA	Executive Vice President- Sales	-	2001
Swati Vashistha	40	MBA	Senior Vice President Sales Systems	-	2001
Manoj P	44	BE- University of Mysore MBA - Xavier Institute of Management and Entrepreneurship	Executive Vice President- Sales	Indian Seamless Group	2002
Harveen Singh Bedi	46	PGDBA-Birla Institute of Management Technology	Executive Vice President Quadrangle & Ehire	Nestle	2002
Dinesh P Kumar	42	MBA	Executive Vice President- Sales	Notre Advertising	2002
Satyajit Yogeshchandra Tripathi	44	BSc ,PGDBM	Executive Vice President- Emerging Markets, 99acres	-	2002
Ambrish Kumar Singh	44	Btech, MBA	Executive Vice President and Head Sales & Customer Delivery Shiksha	LSI Software, Pentasoft Tech	2003
Ankur Kheterpal	44	B.Com Christ College Bengaluru	Senior Vice President IT Infrastructure	Solutions Infosystems, Wintech Education, Sunrise Consultancy	2005
Meetu Arora	39	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	46	MBA, IRMA	Chief Human Resources Officer	Polaris	2006
Shalabh Nigam	45	B Tech, IIT Kanpur	Chief Technology Officer - JS, 99acres	Baypackets	2007
Sumeet Singh	44	BBA, MBA	Chief Marketing Officer	CII	2007
Nishant Pandey	42	B Tech, IIT Delhi, MBA ISB	Executive Vice President and Product Head Shiksha	Schlumberger	2008
Rinchan Gupta	39	BE - Comp Science	Senior Vice President User experience and Design	HP India	2008
Vivek Jain	44	B Tech, IIT Delhi, PGDM, IIM – B	Chief Product Officer-Naukri & Head-Naukri Fast Forward	Isoft, Adobe, IBM, ICICI Securities	2010
Maneesh Upadhyaya	39	B Sc, MBA, FMS, Delhi University	Executive Vice President & Business Head - Shiksha	Bain & Co.	2010

About 10% of the total employees are covered under ESOP

Management Team Contd.

Name	Age	Qualifications	Designation/ Role	Previously worked with	Year of joining
Amit Kumar Singh	40	Btech - IIT Kanpur, PGDBM - IIM Calcutta	Executive Vice President - Product Development	Adobe Systems, Citibank	2011
Jai Prakash Sharma	42	MBA Sikkim Manipal University	Senior Vice President Technical Operations	AOL Online, First Advantage, Adobe Software	2011
Rohan Mathur	34	PGDM Business Management, IIM Ahmedabad	Senior Vice President & Business Head Jeevansathi	Cadence Design Systems, Mindtree	2011
Murlee Manohar Jain	40	Bcom, CS	Associate Vice President- Secretarial & CS	Apollo Tyres	2013
Chintan Arvind Thakkar	51	CA	CFO	Computer Associates	2014
Pankaj Jain	43	B.Tech - IIT Delhi, MS- Stanford University	Executive Vice President- Key Projects	Spice Online Retail, Spice Televentures, Taxila, Siebel Systems	2014
Shailesh Chandra	43	BE - Delhi College of Engg, PGDBM- IIM A	Executive Vice President	Amazon, Genpact, Indian Railways, Maruti Udyog, Indian Petrochemicals	2014
Narasimha Jayakumar	44	MBA- London Business School, PGDM- IIM-B, B Tech- NIT Karnataka	Chief Business Officer- 99acres.com	TV18 Home Shopping Network Ltd, Google, Expedia, Galileo Int., TAS	2015
Atul Kumar	41	BE – Nagpur University; MBA – FMS	SVP and Delivery Head, Naukri FF	Citibank, Whirlpool, Standard Chartered	2015
Sujith Nair	40	MCM, Pune University	Senior Vice President Engineering	Smriti Netcoms, C-Net Asset/ International	2015
Niraj Seth	47	B.Tech - IIT Kharagpur	Executive Vice President – Career Site Manager, Naukri	Intuit Inc., Cleartrip.com, Monster.com	2017
Nitin Bansal	41	Btech, Computer Science, IIT Delhi	Executive Vice President	Meritnation.com, Applect Learning Systems, Intel & Hughes Software Systems	2017
Pradeep Kumar Singh	39	Btech, IET Lucknow; Lucknow University; Mtech IIT Roorkee	Executive Vice President	Amazon, Adobe Systems, Novell Inc.	2017
Nitendra Rajput	42	BE, Govt. Engg College, Jabalpur; Rani Durgavati University	Senior Vice President Analytics	IBM Research	2017
Arvind Heda	34	BE (Honours), MREC; Rajasthan Technical University	Executive Vice President, Engineering – Tech Naukri	Snapdeal	2017
Rajesh Kumar Aggarwal	45	CA (ICAI), CS (ICSI), B.Com (Hons) from SRCC	Senior Vice President – Finance	Citigroup, Ranbaxy, E&Y, Genpact, BDO Lodha & Co.	2017
Vivek Aggarwal	39	B.Com(H) – DU, CA	Senior Vice President - Finance	Olam, Bharti Cellular, Genpact, HCL	2018

About 10% of the total employees are covered under ESOP

Banks/ brokerages that cover us

Firm	Analyst	Phone Number	E-mail
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BAML	Sachin Salgaonkar	+91 22 6632 8667	sachin.salgaonkar@baml.com
Centrum Broking	Ankit Kedia	+91.22.4215 9634	ankit.kedia@centrum.co.in
Citigroup	Gaurav Malhotra	+91.22.6631 9885	gaurav.a.malhotra@citi.com
CLSA	Ankur Rudra	+91.22.6650 5059	ankur.rudra@clsa.com
Credit Suisse	Anantha Narayan	+91 22 6777 3730	anantha.narayan@credit-suisse.com
Deutsche Bank	Aniruddha Bhosale	+91 22 7180 4037	aniruddha.bhosale@db.com
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IIFL	Rishi Jhunjunwala	+91.22.4646 4645	Rishi.jhunjunwala@iiflcap.com
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Jefferies	Arya Sen	+91.22.4224 6122	asen@jefferies.com
Kotak Securities	Kanwaljeet Saluja	+91.22.4336 0860	kanwaljeet.saluja@kotak.com
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Nomura	Ashwin Mehta	+91.22.40374465	ashwin.mehta@nomura.com
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Indicative list, subject to change

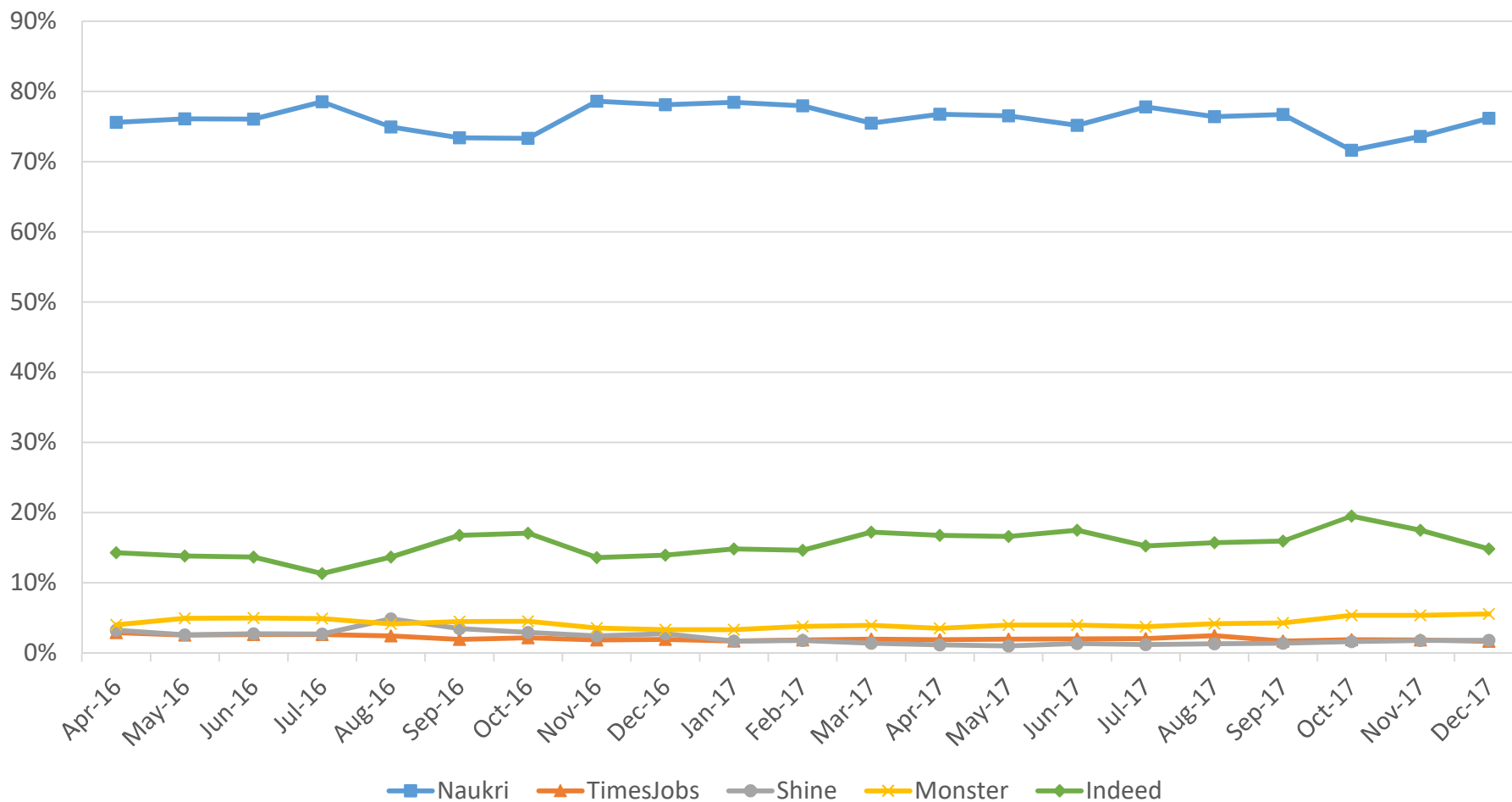
Investor relations contacts

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Website	www.infoedge.in		

Annexures

Naukri's traffic share

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

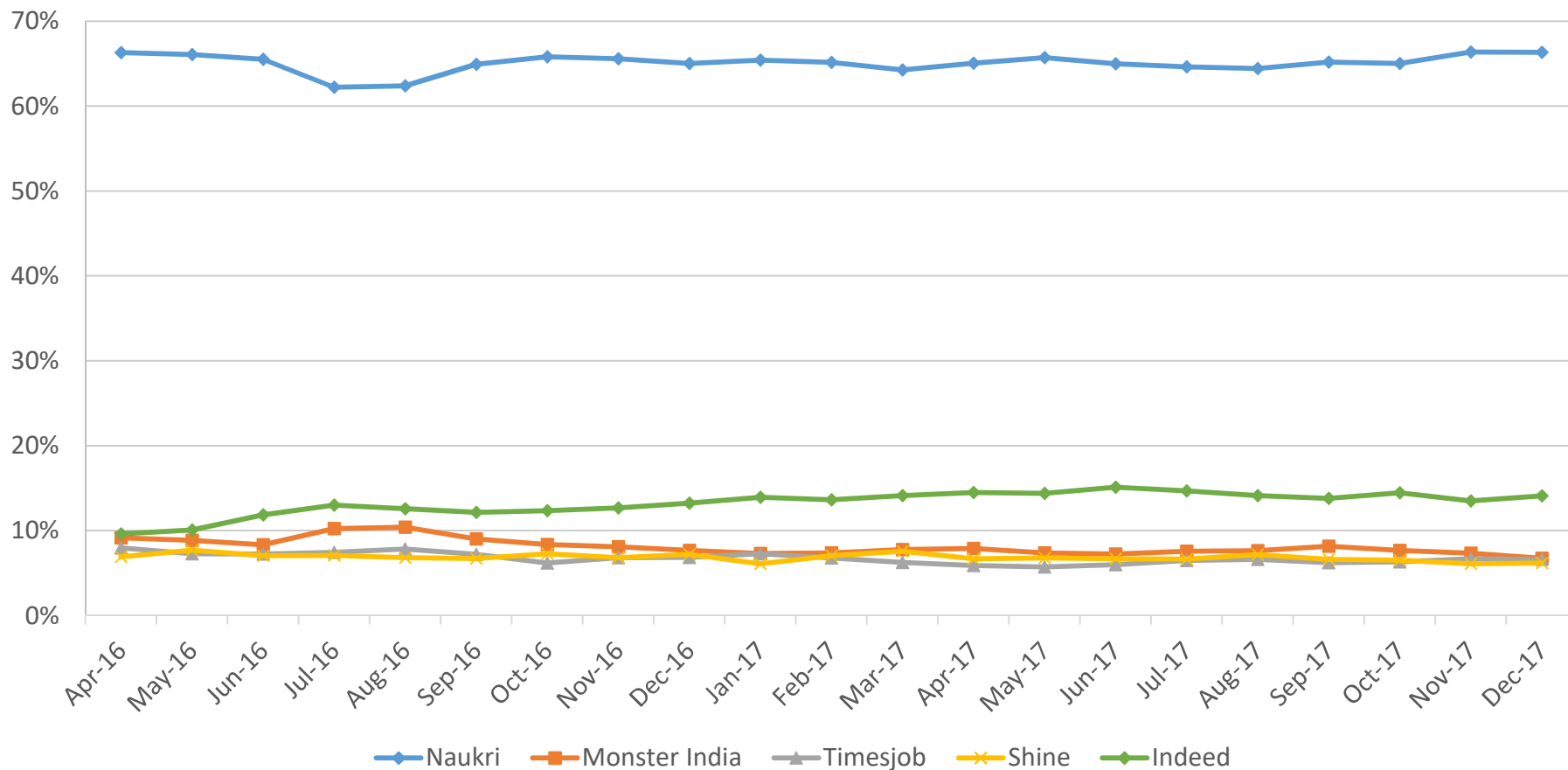


Source: SimilarWeb

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

Naukri's traffic share

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

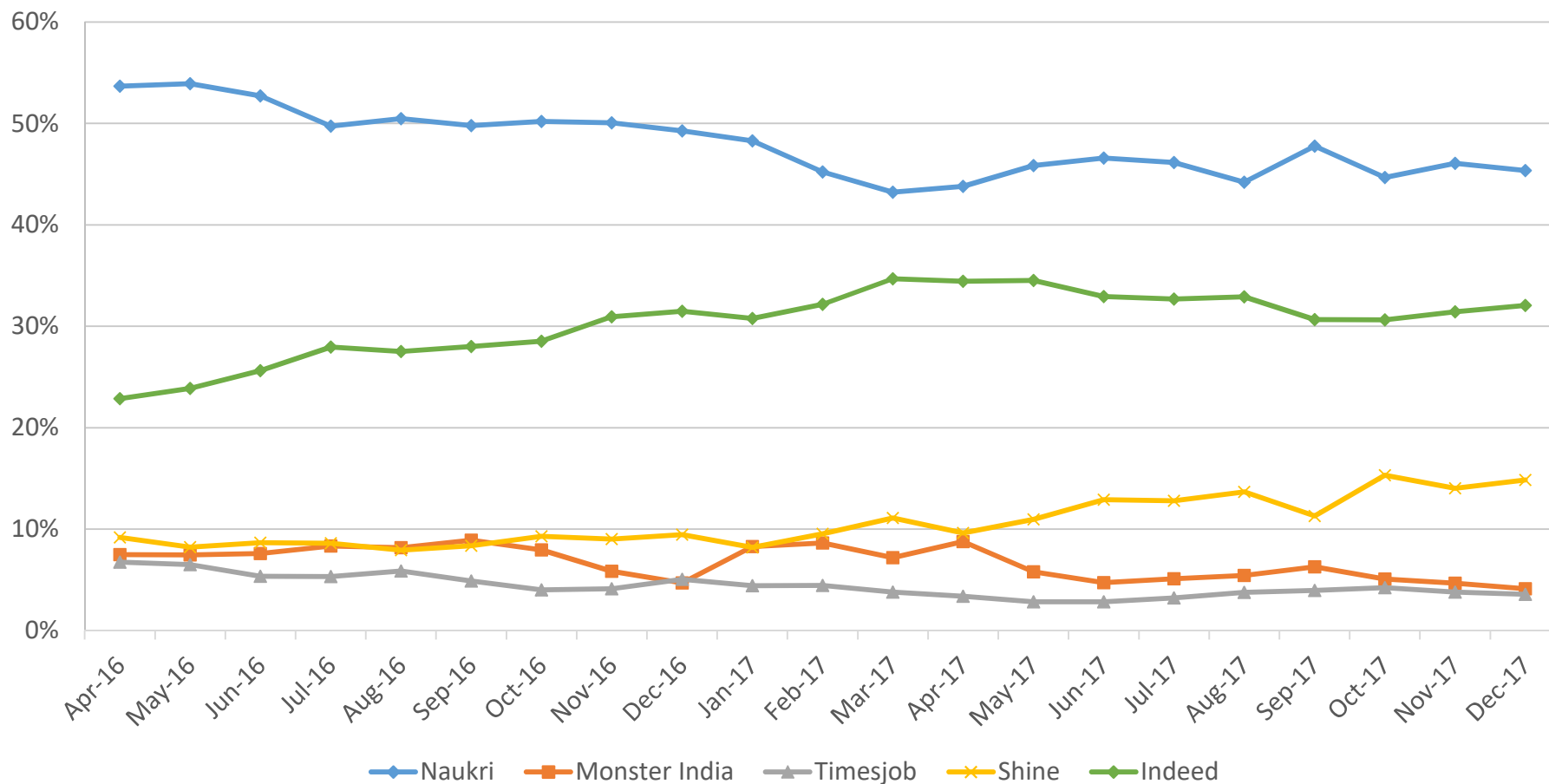


Source: SimilarWeb

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

Naukri's traffic share

Naukri's mobile web traffic based on time spent – including Indeed



Source: SimilarWeb

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