

Info Edge (India) Limited

India's internet classifieds company

August, 2017

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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 June 30, 2017 or for the quarter ended June 30, 2017, unless indicated otherwise

Q1 FY18 or Q1 FY17 - 18 means the period Mar 31, 2017 to Jun 30, 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[#]



zomato.com

India's leading restaurant ratings and review site

Shareholding ~46%*



meritnation.com
school made easy

Supplementary online learning platform for K12 and Entrance Exams

Shareholding ~59%*



BigStylist
STAY HOME, BEAUTIFUL!

On demand, at home, beauty related services

Shareholding ~49%*



policybazaar.com[®]
compare kiya kya?

India's leading insurance comparison site

Shareholding ~10%*[^]



Canvera[™]
preserving memories

India's leading site for prints and photobooks

Shareholding ~57%*



Men's grooming range (Ustreaa) and creative/fun products

Shareholding ~48 %*

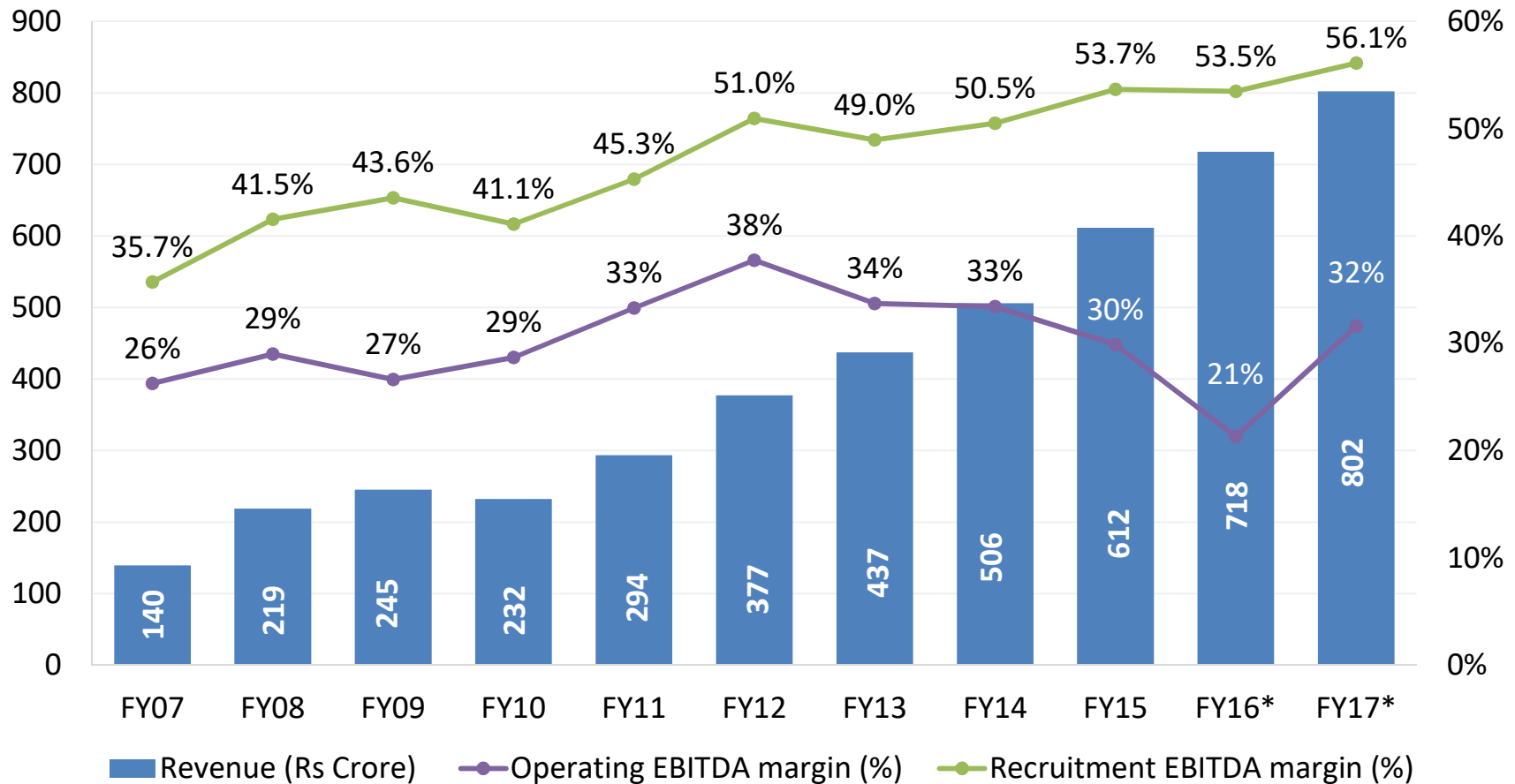
Other strategic investments include Vacation Labs (SAAS solution for tour operators, 26%); Unnati Helpers (Tech enabled employment software, 28%); Rare Media Company (Field sales force management, 35%); Diro Labs (Phonebook app, 15%); Wishbook (Catalog sharing app, 22%), Mydala (deals & discounts, 42%)

* 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.

[^] being Info Edge's proportionate share of economic interest. Info Edge's 50.01% subsidiary, Makesense holds nearly 20% of PolicyBazaar in association with Temasek. Temasek had infused a total of Rs 134 Crore for its 49.99% stake in Oct, 2015

Financial performance track record

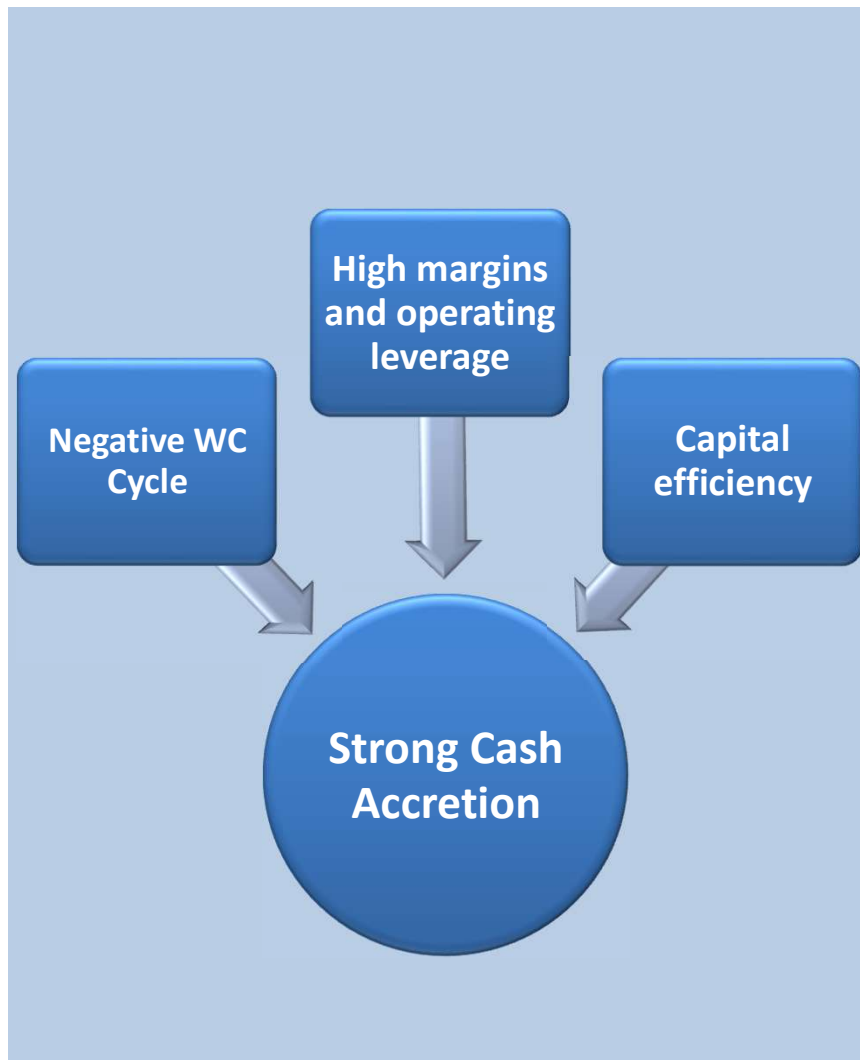
Revenue and Operating EBITDA margin for the standalone entity, 2007 – 2017



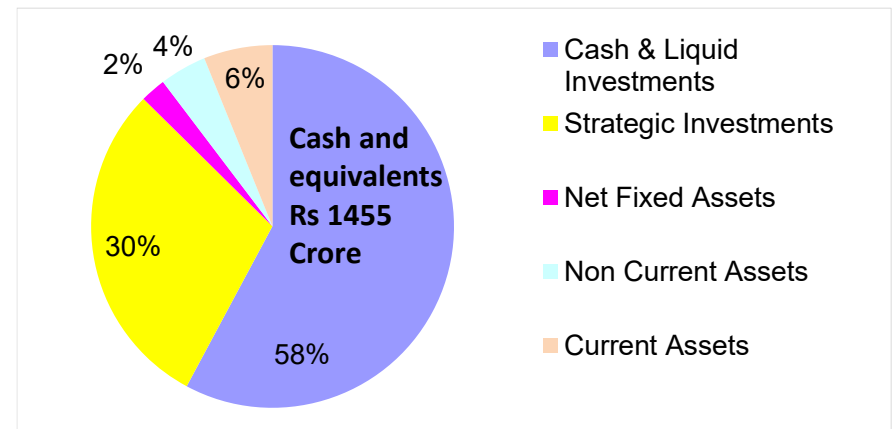
Margins declined during FY 14 -16 mainly on account of increased investments in 99acres

- 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.
- Please note that as per IGAAP, the FY16 and FY17 Op. EBITDA margins were at 22% and 33% respectively, while the recruitment EBITDA margins were at 54% and 56% respectively

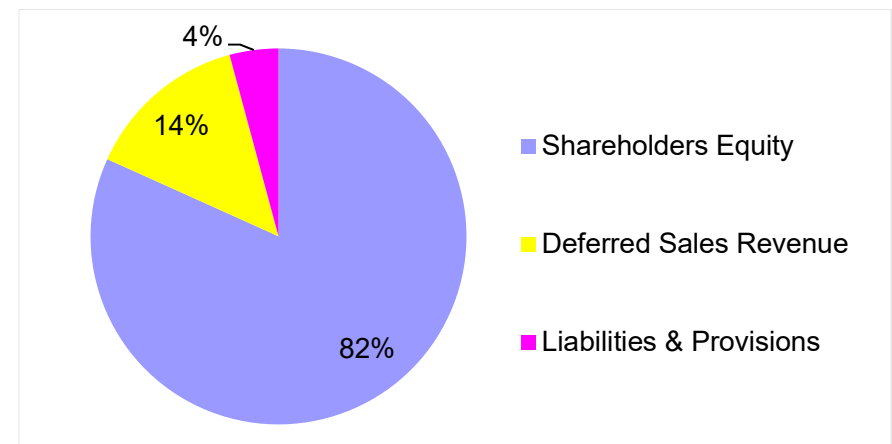
Strong balance sheet, negative working capital and negligible leverage



Assets – 58% Cash



Liabilities – Negligible leverage



As of June 30, 2017 (as per IND-AS)

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 adjusted for non-cash charges / income)
- 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 (50)

Director and CFO

Chartered Accountant
Previously with Computer
Associates, India

Non Executive

Kapil Kapoor (52)

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 (70)

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 (50)

Independent Director

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

Previously MD, Adobe India

Sharad Malik (53)

Independent Director

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

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

Ashish Gupta (50)

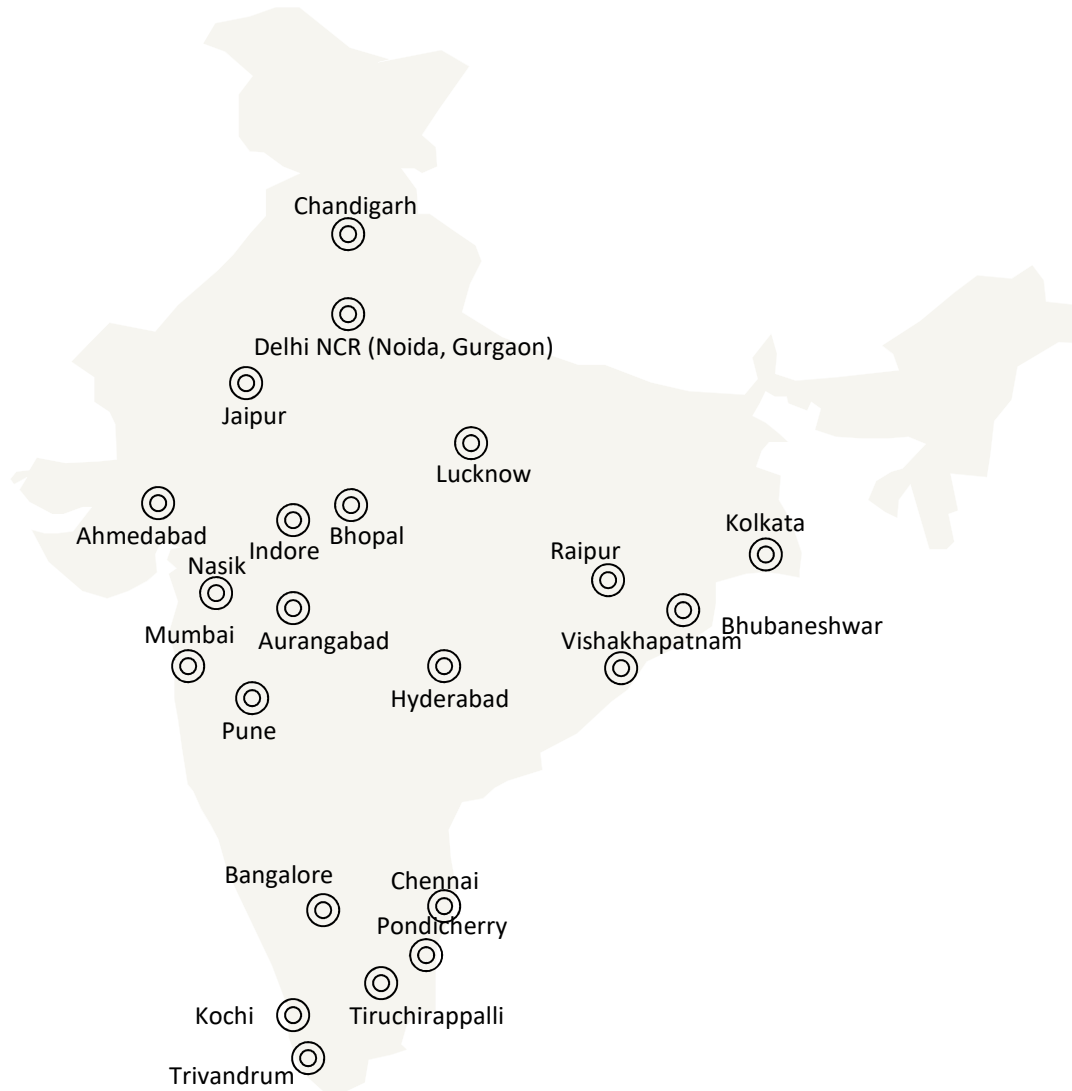
Independent Director

B Tech IIT-K, Doctorate from
Stanford University

Founder Tavant Technologies,
Jungle; Amazon

Nationwide sales/customer interface infrastructure

Info Edge sales offices illustrative map

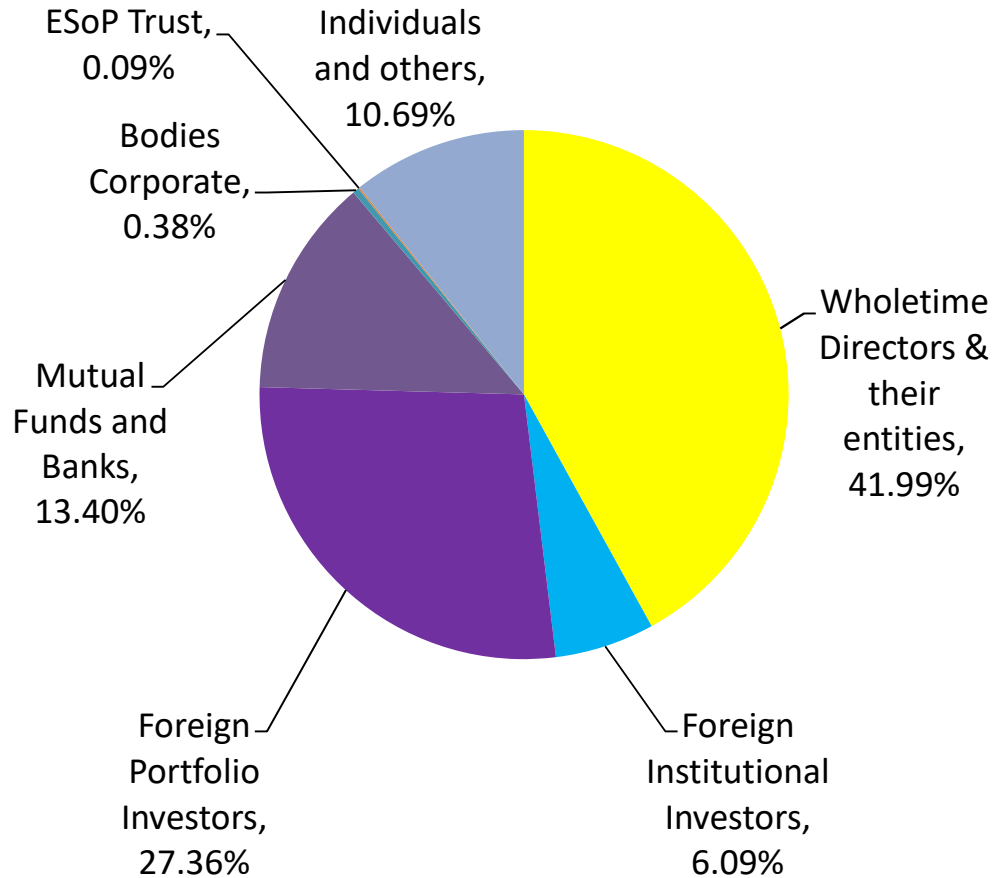


Key Observations

- Nation wide coverage through 76 company branch offices in 46 cities in India
- ~ 2,745 sales/ servicing/ client facing staff or 70% of the company's* workforce of ~3,970

* Including Allcheckdeals, a wholly owned subsidiary

~42% shareholding is with the Founding management group and ~47% with Institutional Investors (as of June 30, 2017)



HDFC Mutual Fund	3.61%
Amansa Holdings	3.30%
Ward Ferry Asian Fund	3.25%
Nalanda India Equity Fund	3.18%
Matthews	2.97%
Aranda Investments (Mauritius)	2.70%
Acacia	2.48%
Goldman Sachs EM Fund	2.08%
Axis Mutual Fund	2.07%
ICICI Prudential Mutual Fund	1.80%
Mirae Asset	1.50%
Vanguard	1.47%
SBI Mutual Fund	1.27%
Morgan Stanley (Mauritius)	1.17%
Capital Group	1.07%
FIL Investment (Mauritius)	0.60%

Total number of issued and paid up shares of Rs 10 each are 12.11 Crore (post 1:1 bonus in Sept, 2010, 1:1 bonus in Jun, 2012 and dilution (QIP) in Sept, 2014)

Naukri

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

Larsen & Toubro Technology Centre

Torrent Power

Air Compressors

ELGI EQUIPMENTS LTD

ChipDsg/Semicond.

Calsoft Labs, An Alten Company

Infocision

naukri
FASTFORWARD
Speed up Your Career

Naukri Resume Score - Free

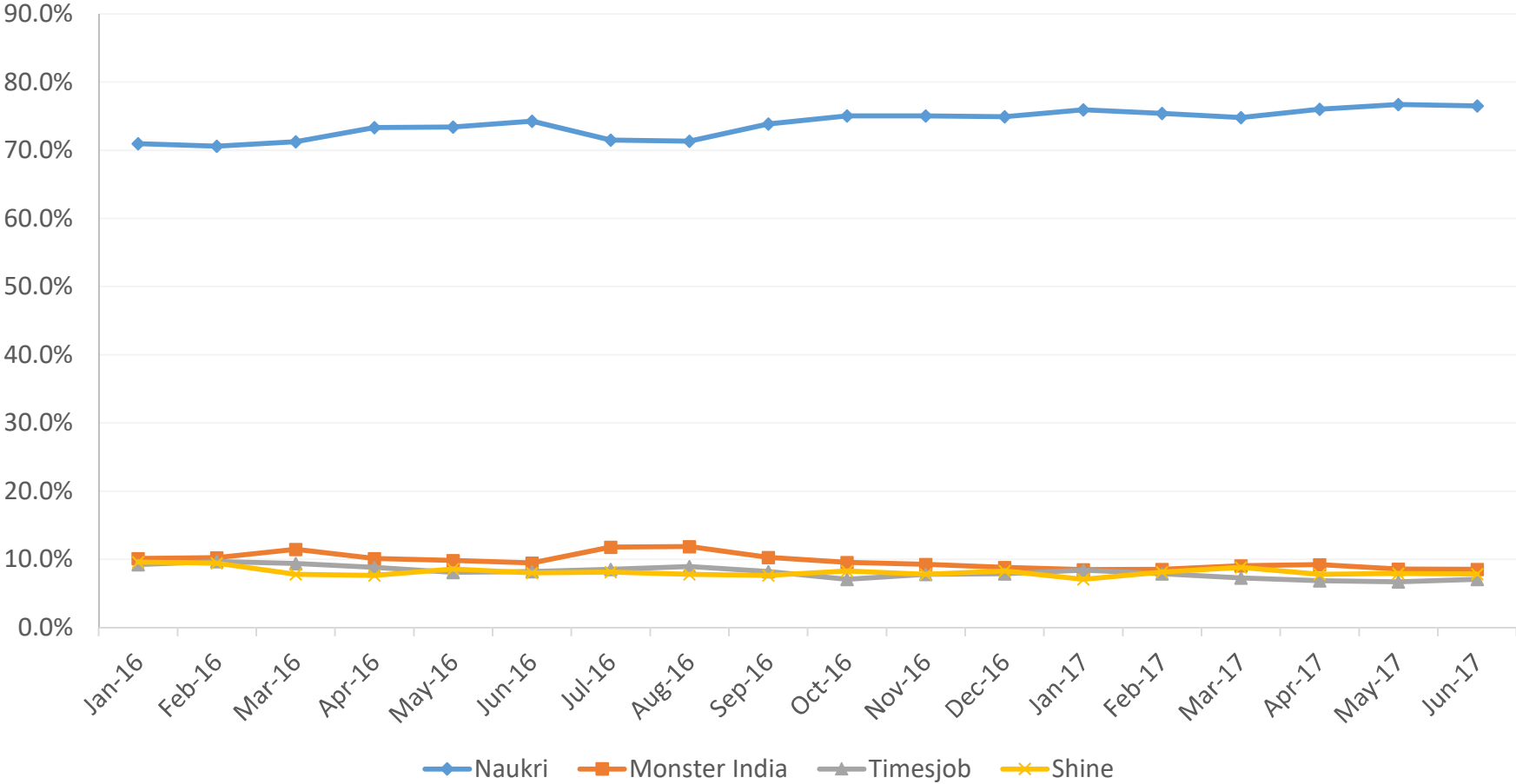
Get your FREE resume feedback report and know the improvement areas in your

Naukri is the dominant leader in the online job market

- During or end of, Q1 FY 17-18
 - ~74% traffic share in June, 2017 (Source : SimilarWeb)
 - 375,000 avg. job listings on a given day
 - ~5.3 Crore resumes
 - 17,700+ avg. resumes added daily
 - 264,000+ resumes modified daily
 - 800,000 to 1,000,000 resume searches daily
 - 70 to 100 lakh resume contacts by recruiters daily
 - 40,000+ job seekers availed premium services
- 47,200+ unique clients in Q1FY18 vs 43,800+ in Q1FY17 (based on IND-AS revenue)

Naukri has dominant traffic share

Traffic from desktops and laptops based on time spent



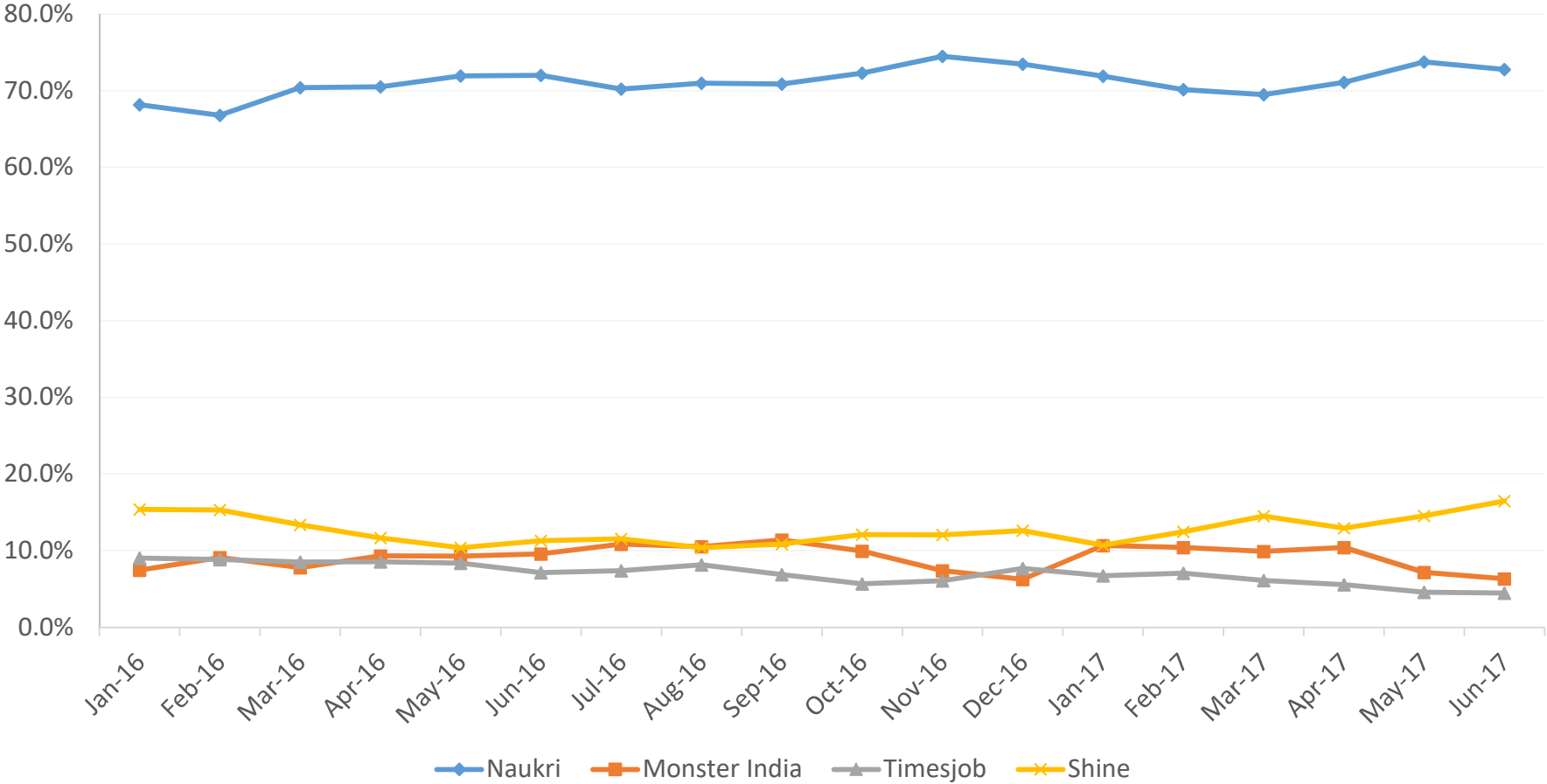
Source: SimilarWeb

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

~66% of the total sessions for Naukri, in Q1 FY 17-18, through mobile, Source : Google Analytics

Naukri has dominant traffic share

Traffic from mobile web based on time spent



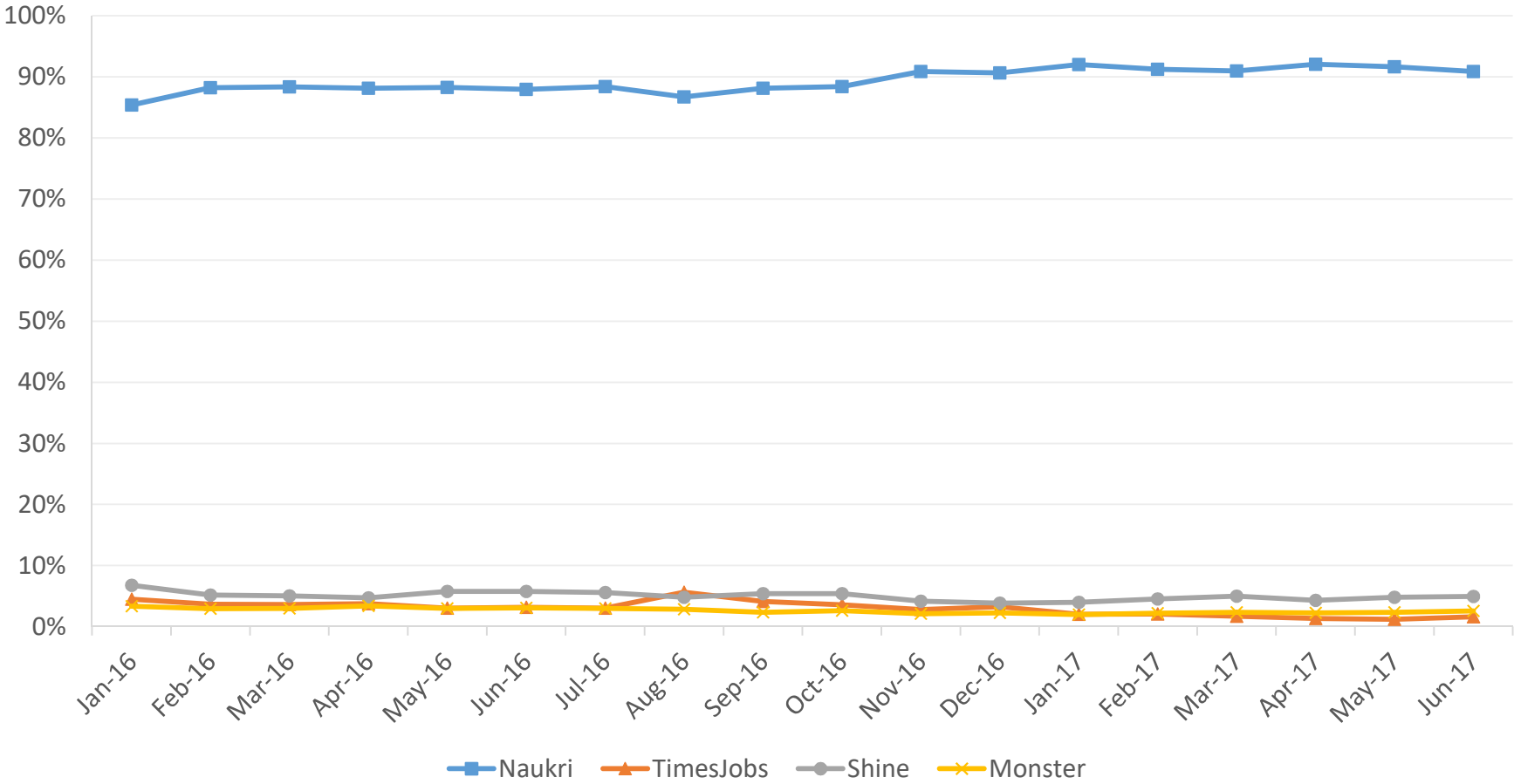
Source: SimilarWeb

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~66% of the total sessions for Naukri, in Q1 FY 17-18, through mobile, Source : Google Analytics

Naukri has dominant traffic share

Android App traffic share based on time spent

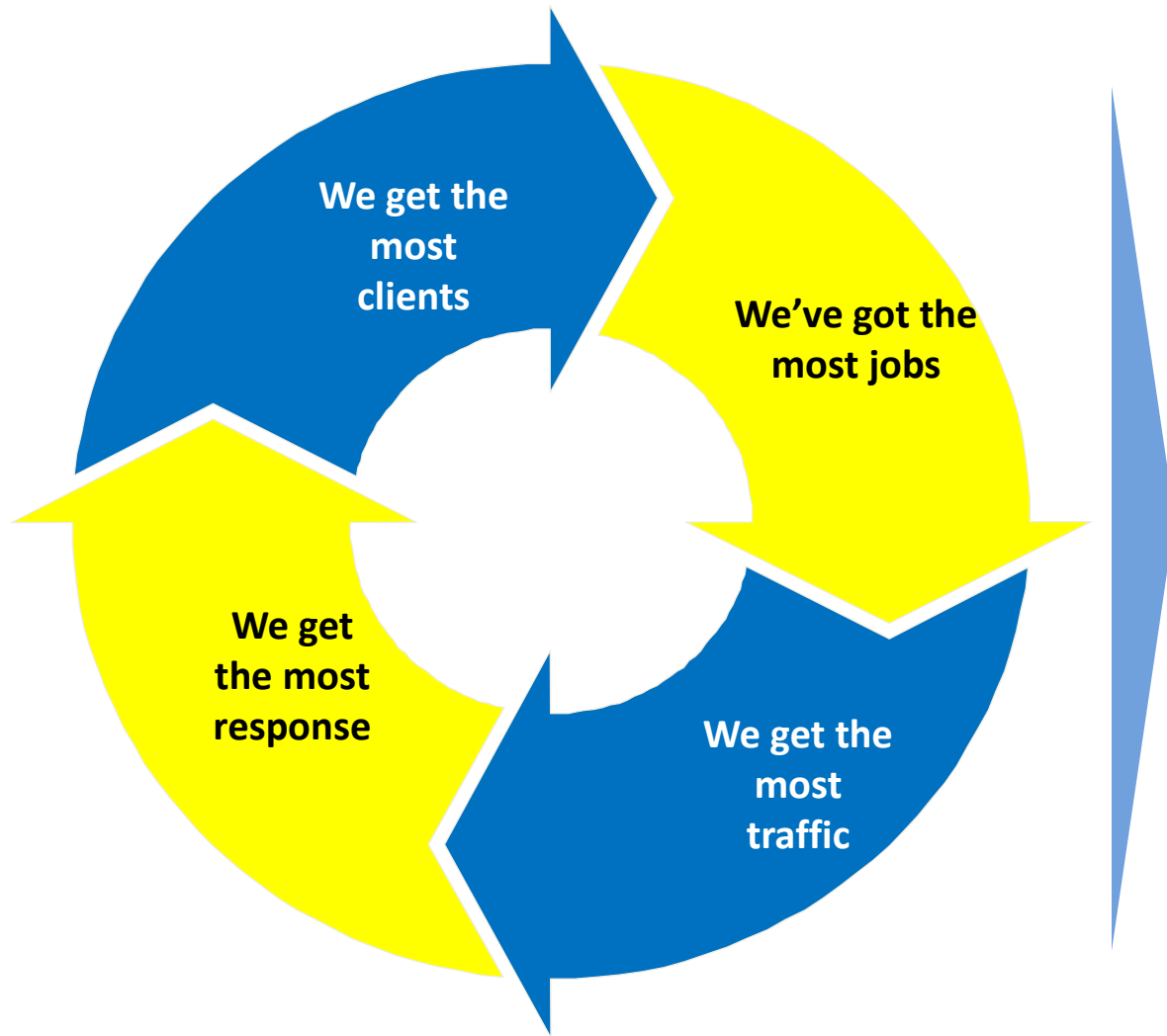


Source: SimilarWeb

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

~66% of the total sessions for Naukri, in Q1 FY 17-18, through mobile, Source : Google Analytics

Naukri is a business of the virtuous circle



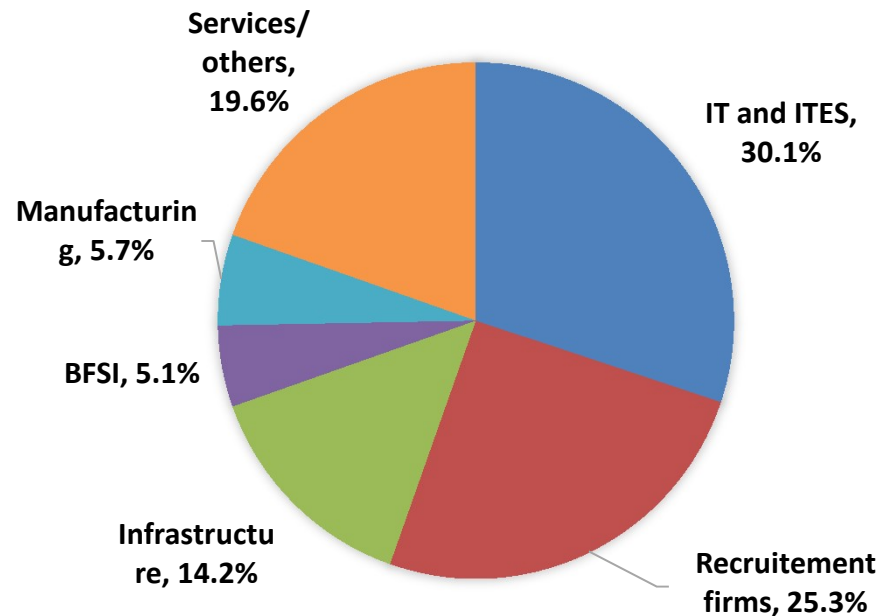
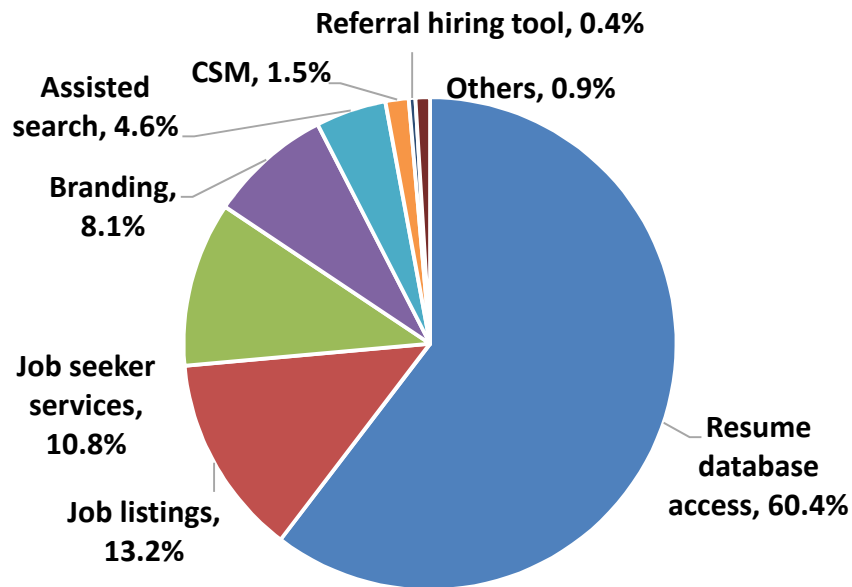
Benefits

- 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

- B2B revenues about 90% (from Recruiters)
 - 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 about 10%
 - Job seeker services

Breakup of revenue by product type and industry in FY 16-17*



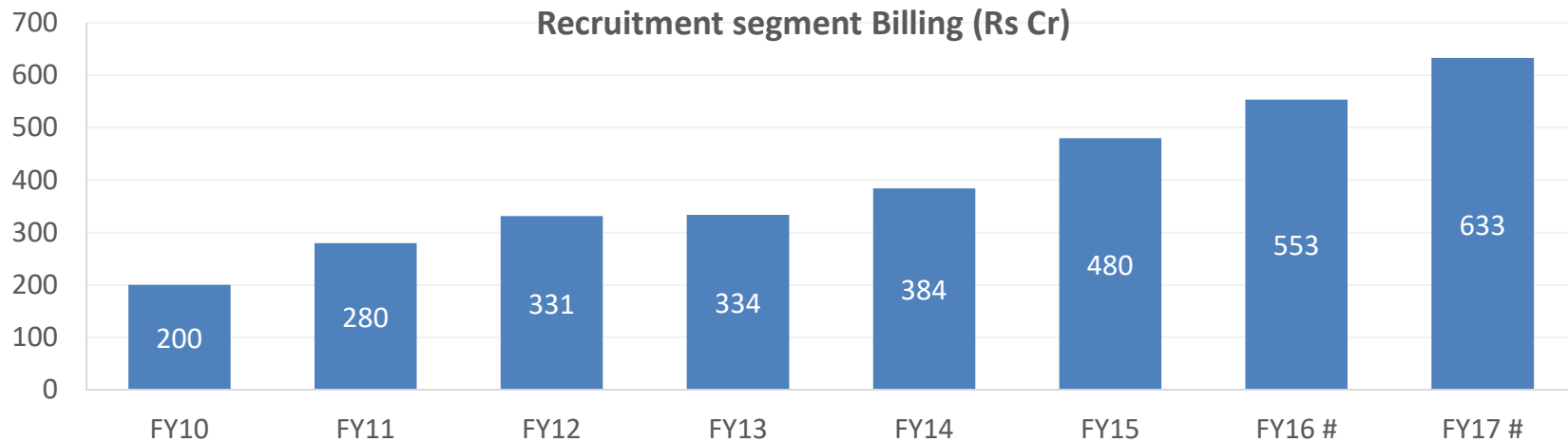
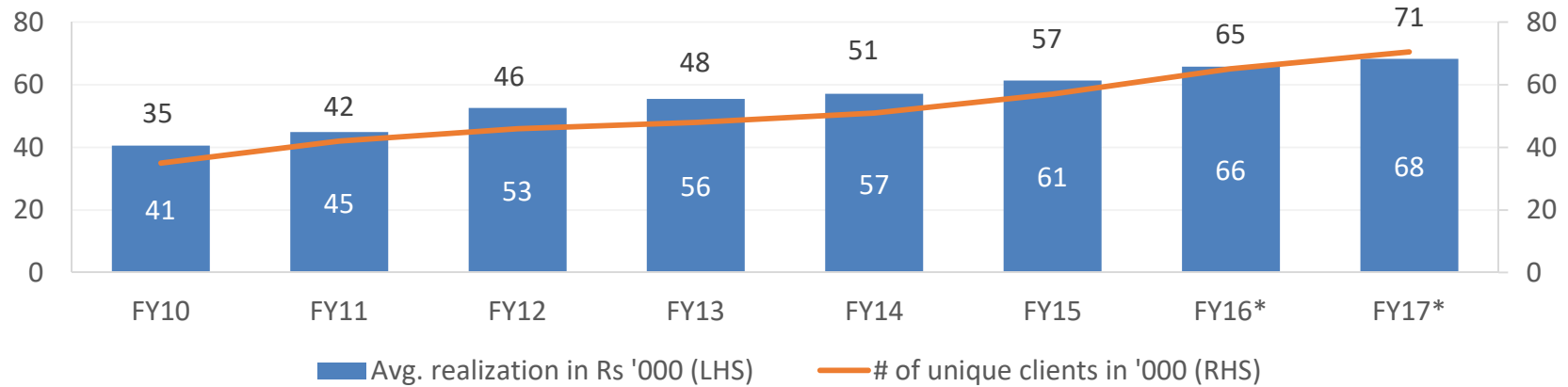
Assuming 50% of the revenue from Recruitment firms is from IT industry, then IT and ITeS is about 42%

BFSI is banking, financial services and insurance

* All percentages calculated as per IND-AS

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

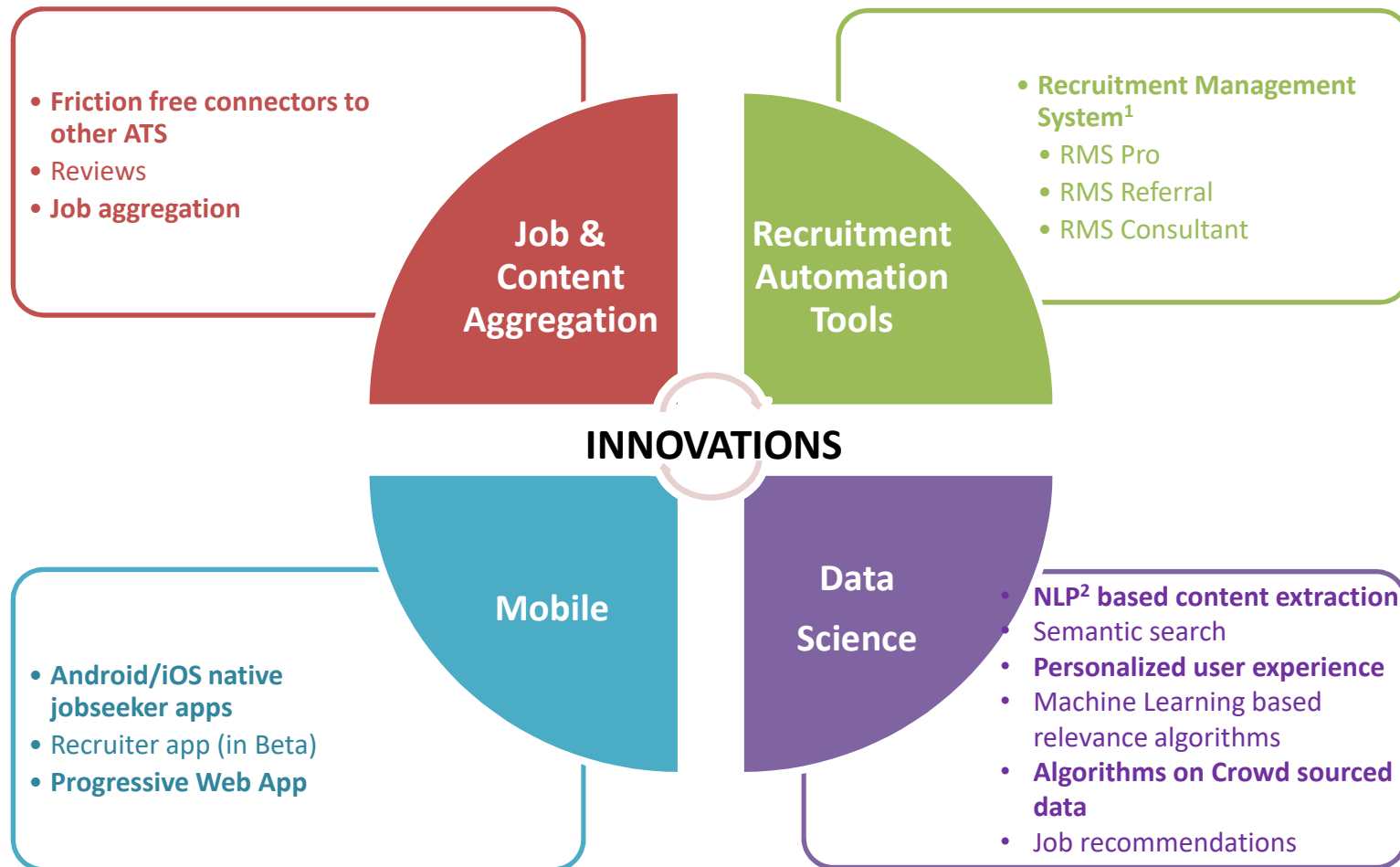
Naukri India - Revenue per client and # of clients



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

FY16 and FY17 numbers in IND-AS, rest in I GAAP

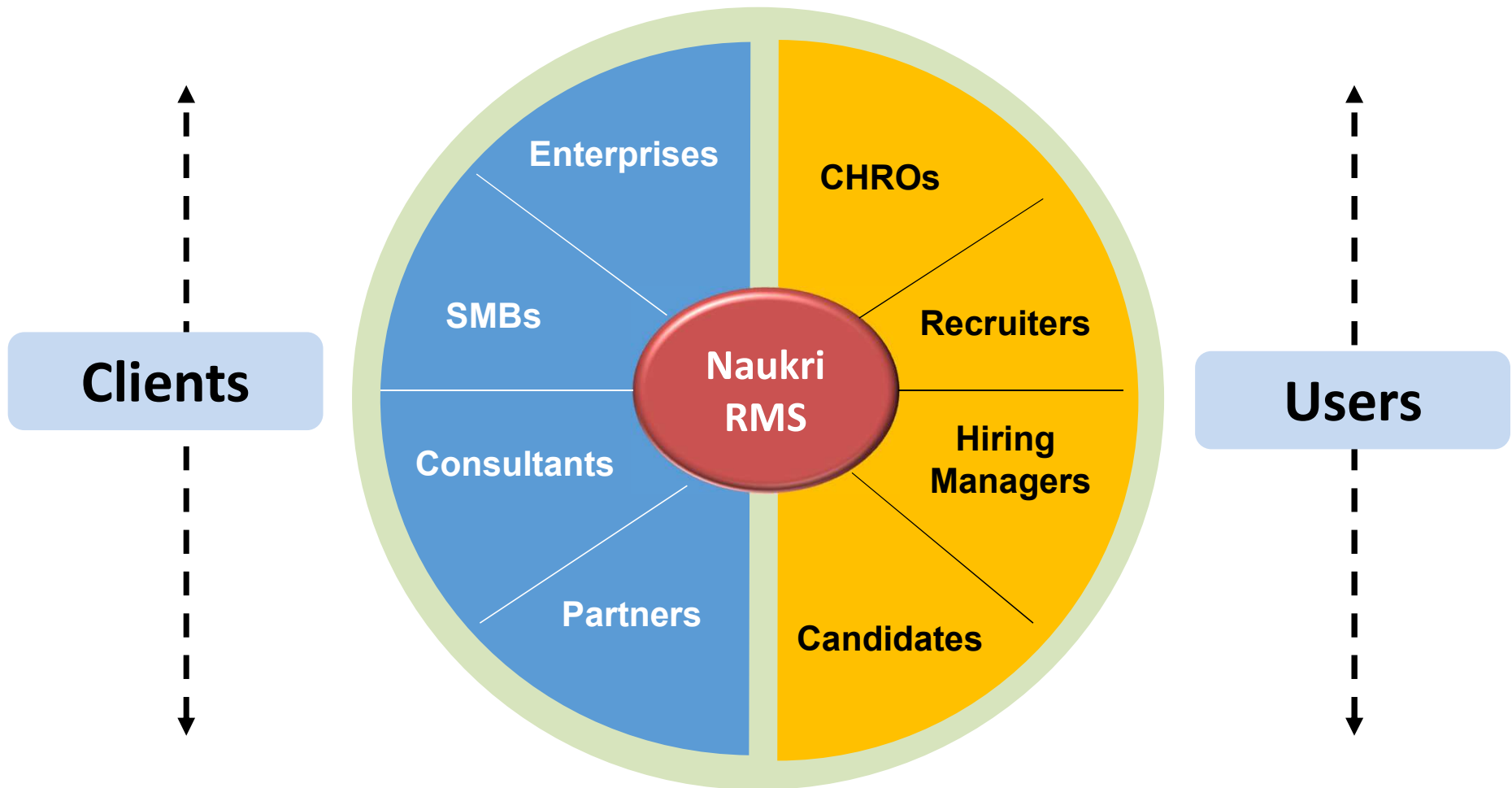
Product Innovation is the cornerstone of our strategy



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 will power the recruitment ecosystem with other recruitment stakeholders also benefitting from it



- *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 250,000 recruiter profiles and follow them for updates

Mobile an important source of traffic

About 66% of the sessions in Q1 FY 17-18 (vs 57% sessions in Q1 FY 16-17) from mobile

Android app

31% of total Naukri sessions

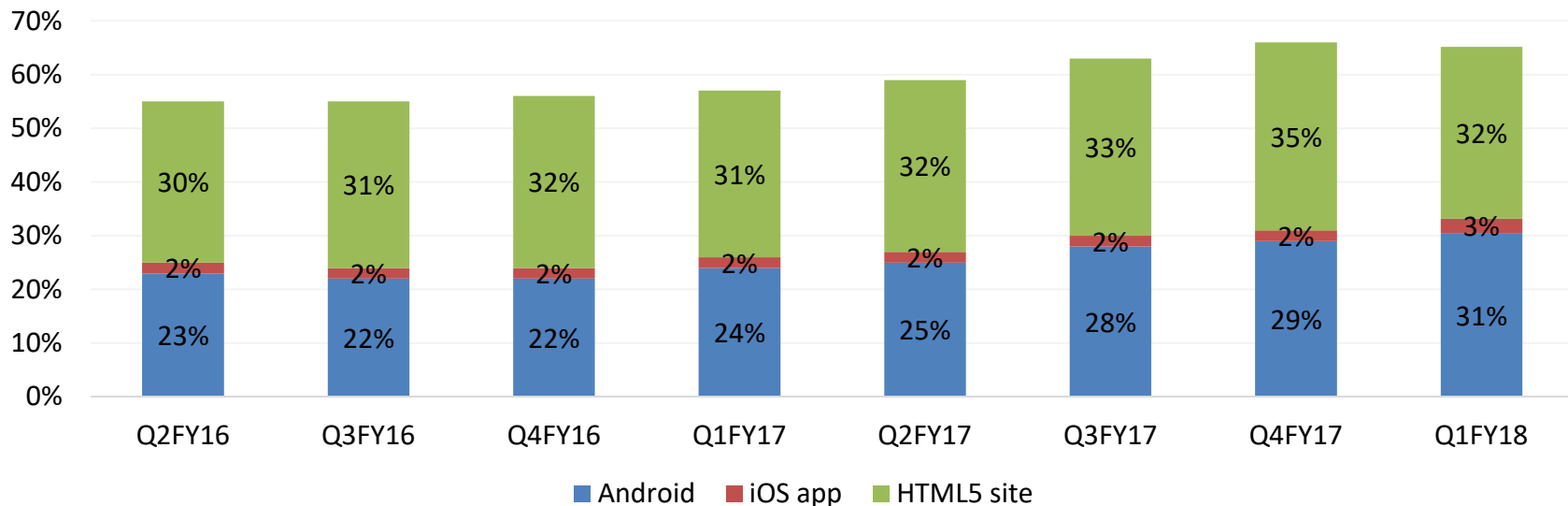
iOS app

3% of total Naukri sessions

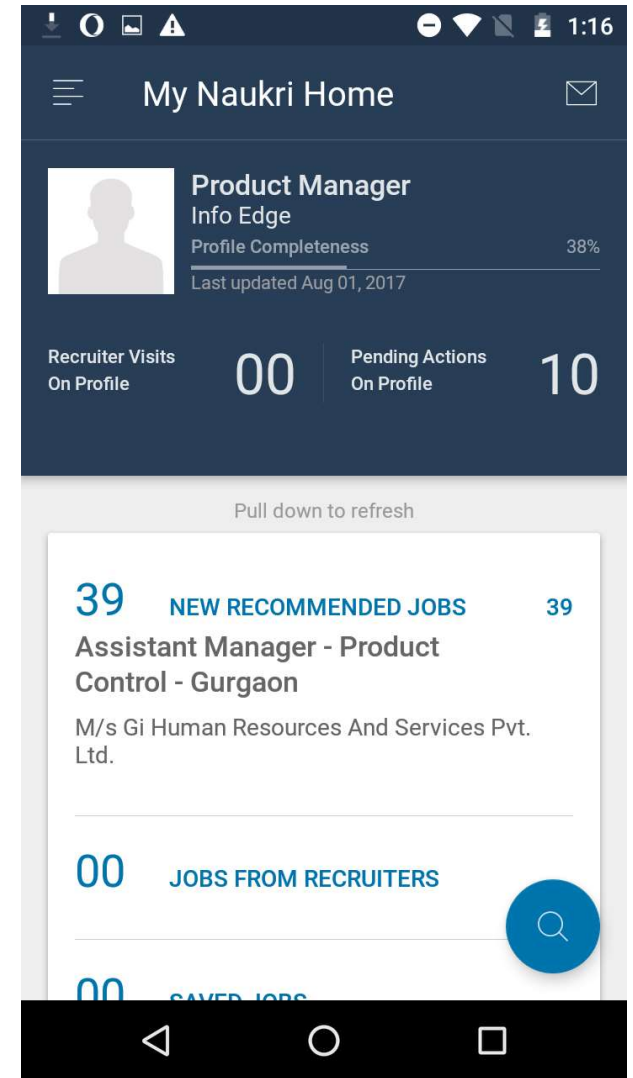
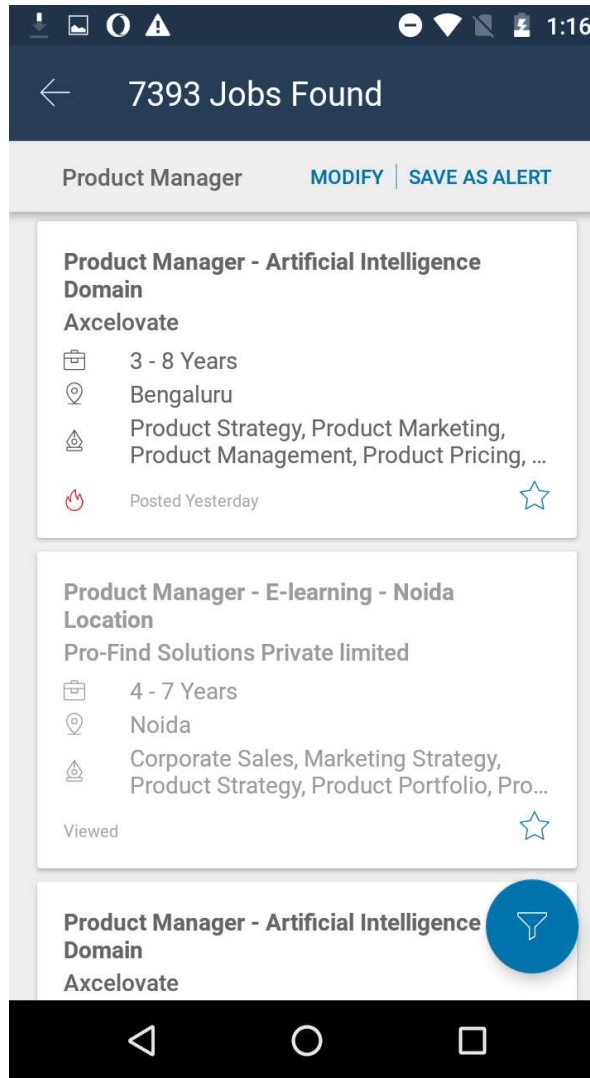
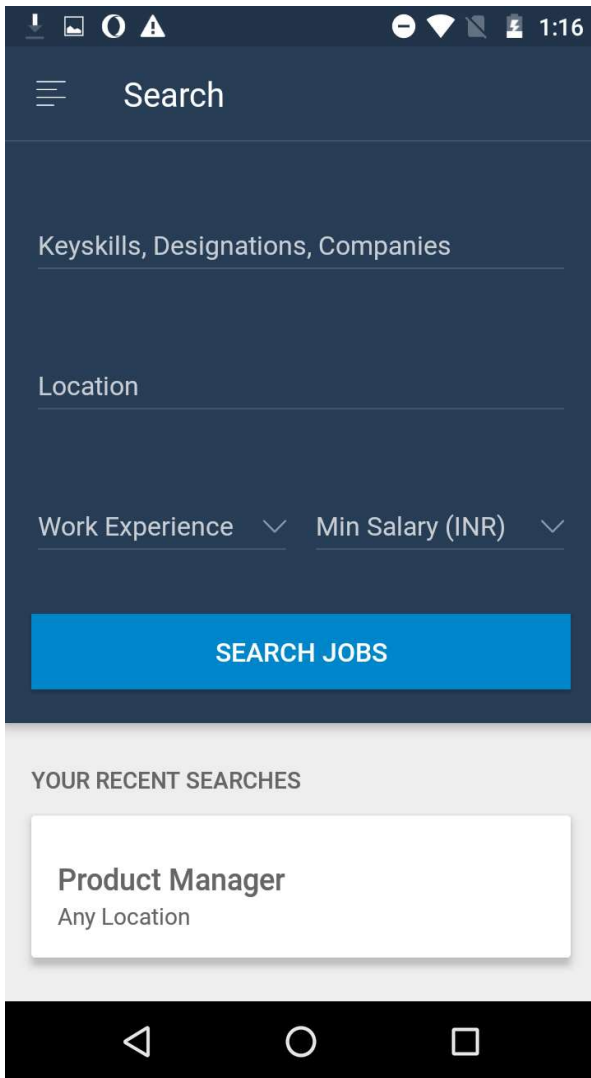
HTML5 site

32% of total Naukri sessions

Trend since Q1FY16



The App and HTML5 site



Competition

- Local job boards
 - Indeed.co.in
 - Monsterindia.com
 - Timesjobs.com
 - Shine.com
- LinkedIn
 - Solves a different problem
- Continuous innovation and improvements in product and service is the key to counter competition

Some international comparisons

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)	341	103	460,000	2.88
Seek.com^ (Australia)	250	5	-	4.82
Recruit# (Japan)	3,616	-	-	30.51
Info Edge	93	51	65,500	1.94

* 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, 2016

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 of July 20, 2017

@ Revenue converted basis 1 USD = 1.26 AUD = 112.1 JPY = INR 64.4 being exchange rates as of July 20, 2017

99acres

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



REAL ESTATE CATEGORY

99acres
India's No.1 Property Portal

Get the App



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



INVEST IN DUBAI FOR LUXURY APARTMENTS
for Prices contact :
971562998939



SPRING VALLEY DEW KATARA HILLS
Bhopal
@ 18.26 lakhs onwards



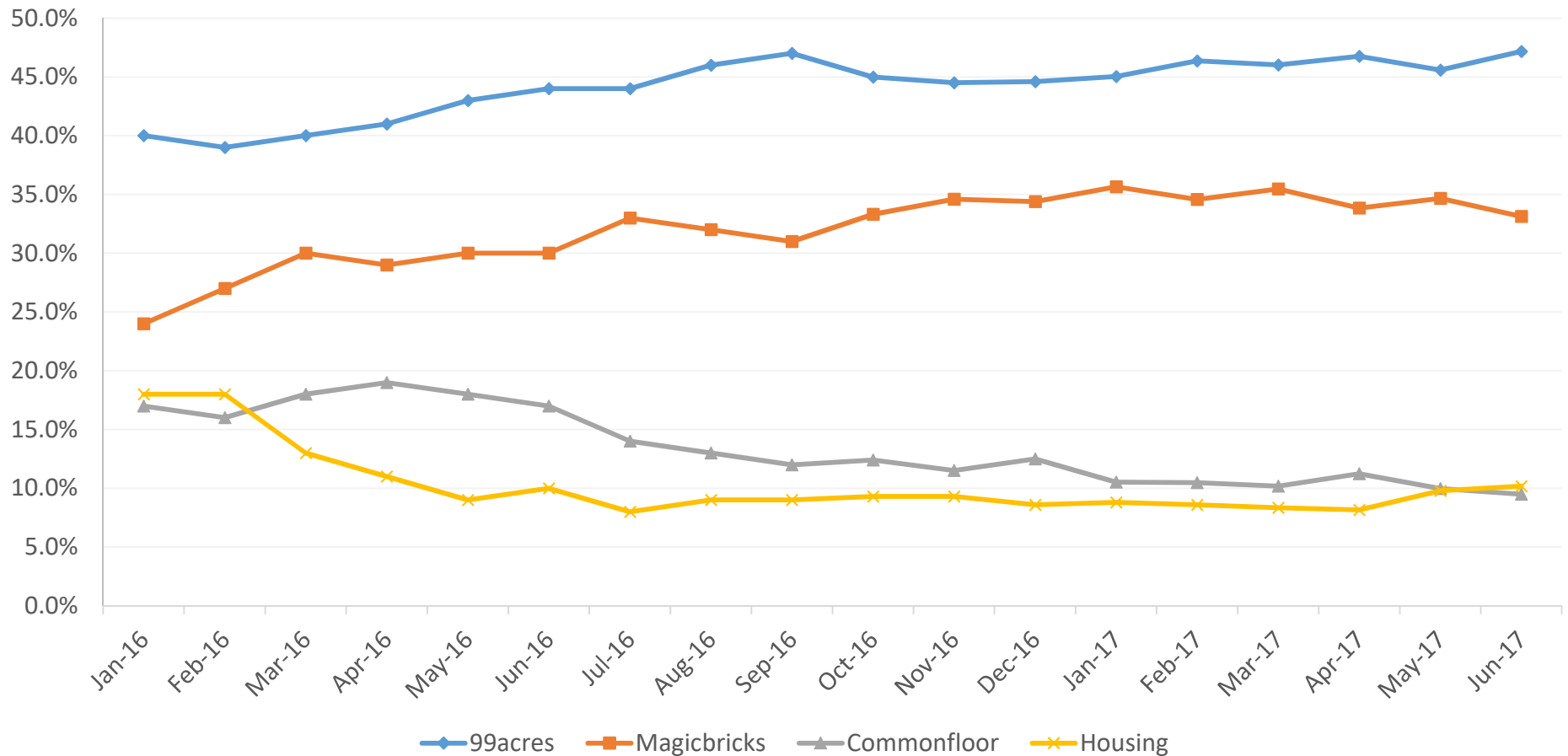
AVINASH NAYA RA
Ready to r
Apartment

Online real estate business - India

- Real estate estimated to be one of the large advertising category in print (~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 amongst 6 players
 - Google and local classifieds sites (like Olx and Quikr) also compete for this market
- Access through mobile increasing (nearly 65% of the sessions in Q1 through mobile vs 53% in Q1 last year)

99acres traffic share pulling ahead

Traffic from desktops and laptops based on time spent

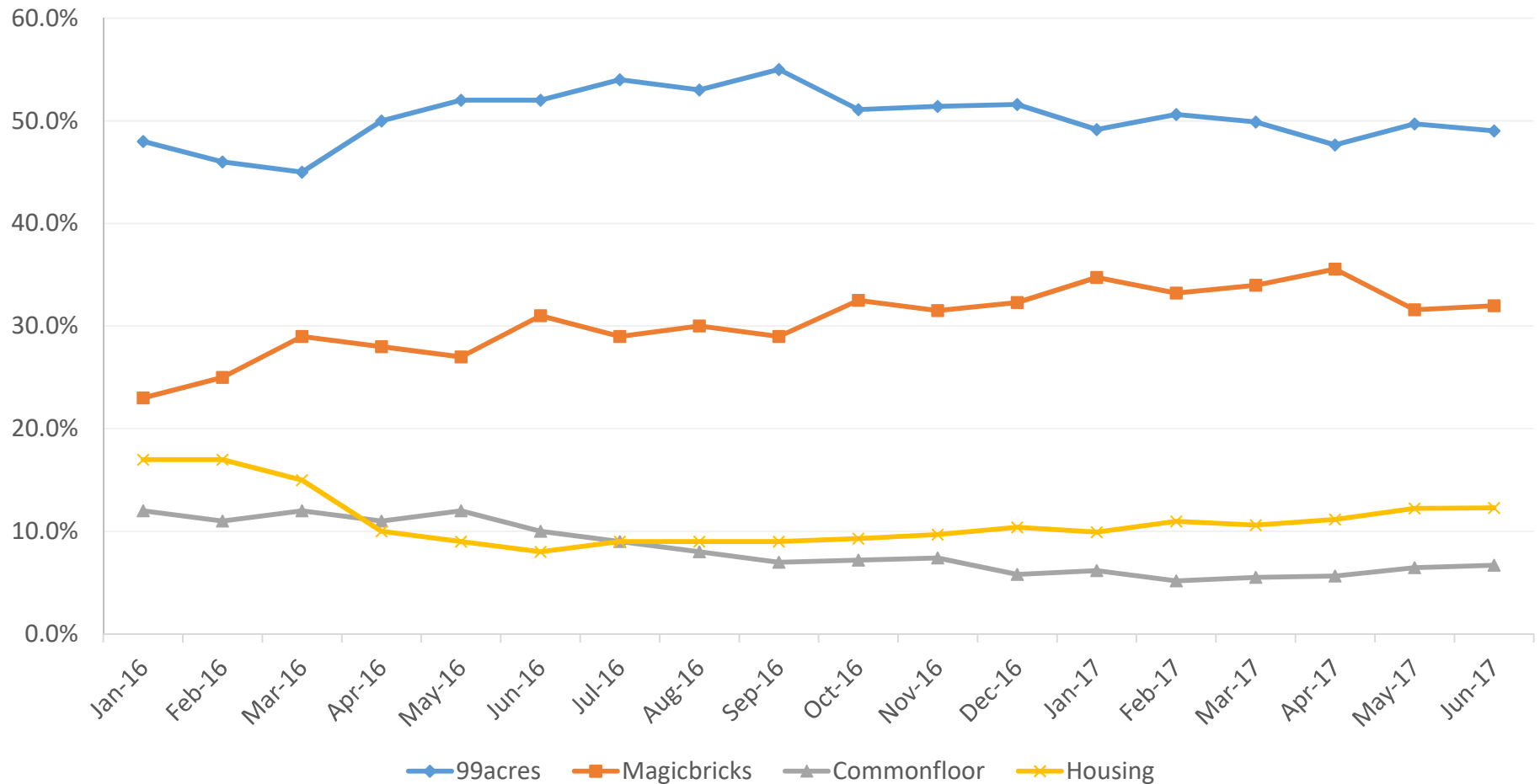


Source: SimilarWeb

~65% of the total sessions for 99acres, in Q1 FY17-18, through mobile. Source: Google Analytics

99acres traffic share pulling ahead

Traffic from mobile web based on time spent

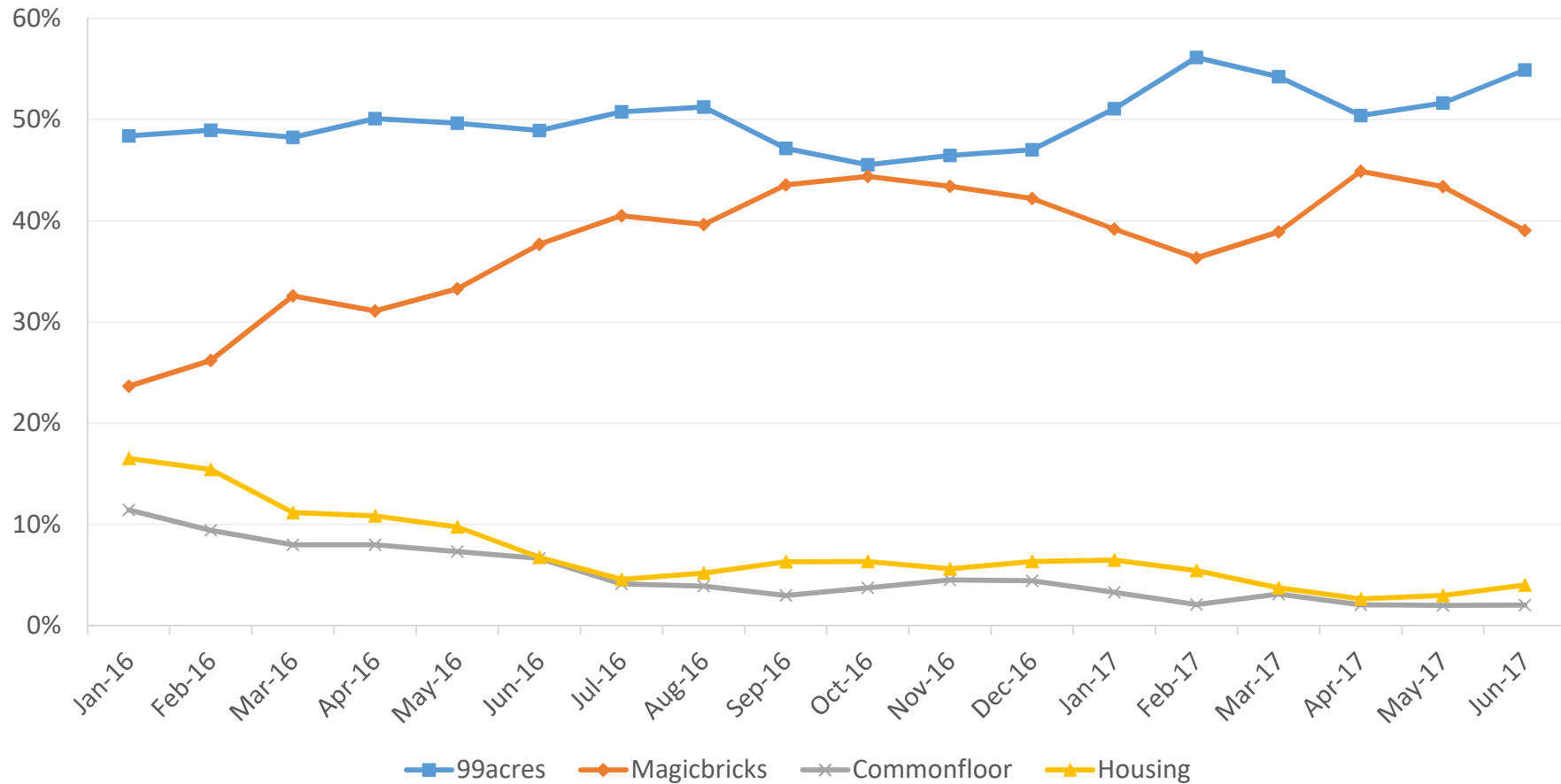


Source: SimilarWeb

~65% of the total sessions for 99acres, in Q1 FY17-18, through mobile. Source: Google Analytics

Traffic share – 99acres pulling ahead

Android app traffic based on time spent



Source: SimilarWeb

~65% of the total sessions for 99acres, in Q1 FY17-18, through mobile. Source: Google Analytics

Status of competition

- 99acres and Magicbricks are the two serious players in classifieds sites category
- Housing was taken over by Proptiger (an agency) and REA Group reportedly invested in the company
- Indiahomes saw a management and investor exit, not much activity
- Commonfloor was taken over by Quikr

Post 2015, competitive activity has declined significantly. No substantial impact / activity yet post above mentioned consolidations.

99acres business model



Revenue Model

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

Some approx. numbers for 99 acres

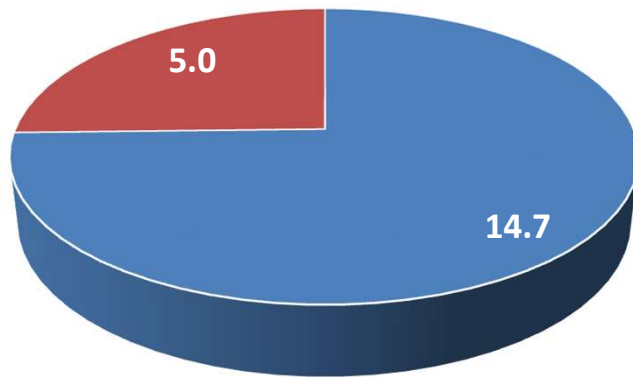
- As of June 30, 2017
 - Total projects 1.39 lakh* (under construction or ready to move in)
 - Total listings** 7.28 lakh of which owner listings were 2.73 lakh
 - Residential 6.12 lakh
 - Commercial 1.16 lakh

*1 lakh = 100,000

**Typically, listings stay live for 2 months

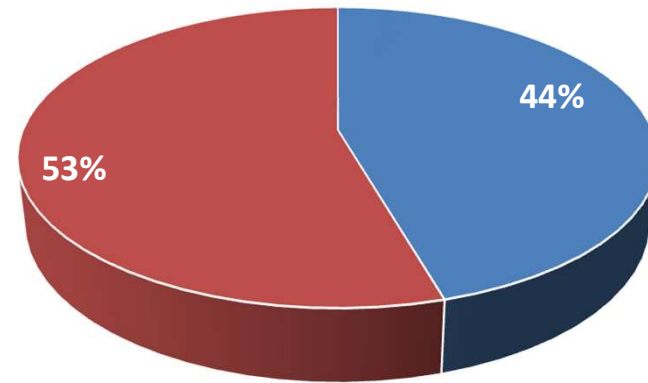
In FY 16-17*

No. of customers in '000



■ BROKER ■ BUILDER

Revenue breakup by customer type



■ BROKER ■ BUILDER

* Based on Billings data

99acres –strategy



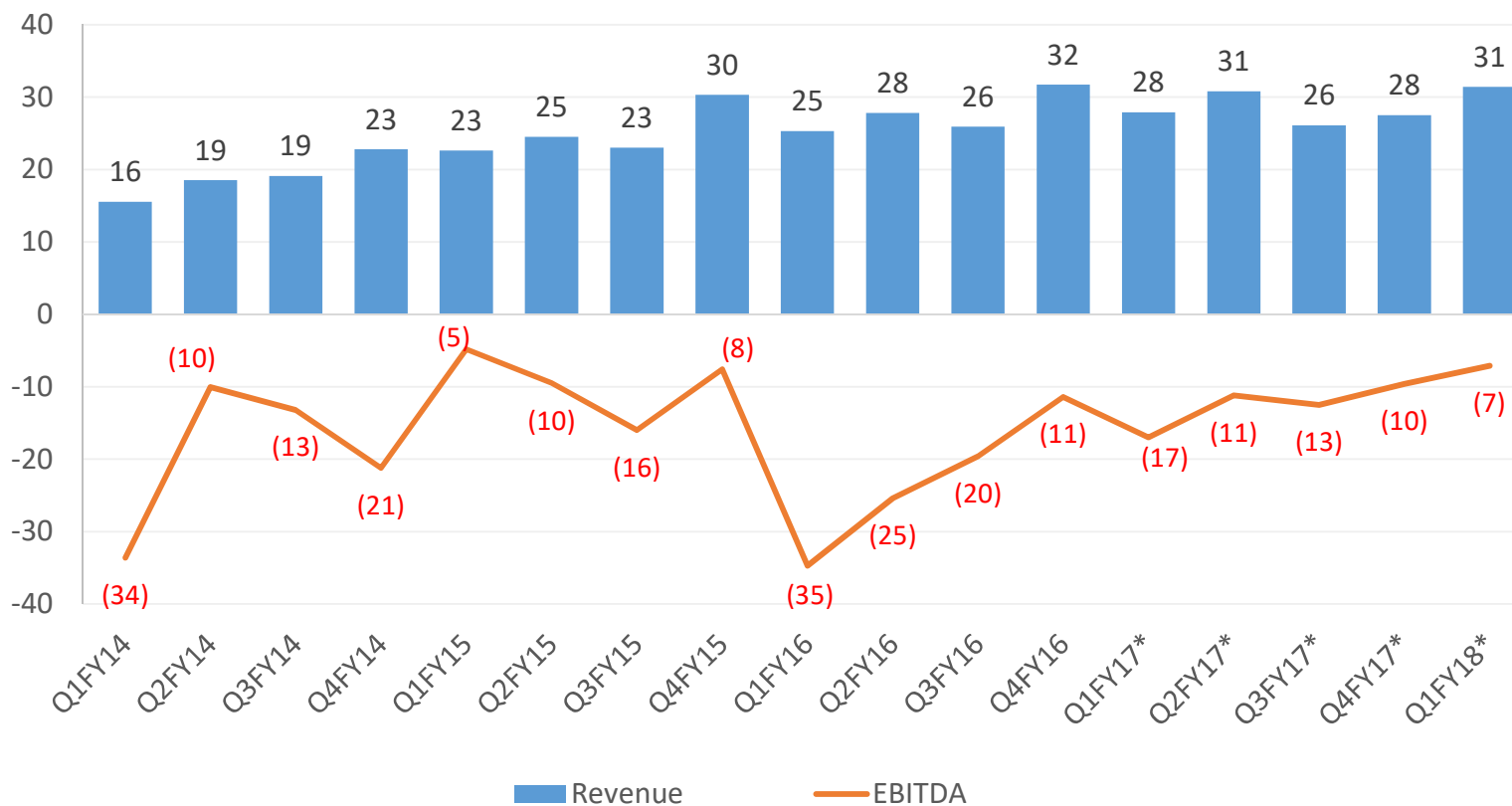
Strategic Focus – Keep taking traffic share from other players, maintain high top-line growth

What is working well for 99acres

- **Leadership position** maintained - traffic share for 99acres has started to further improve in last one year
 - **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 due to demonetization (of high denomination notes)
 - Traffic which had declined in Nov, 2016 was restored by Mar, 2017
 - We are however witnessing slower growth now as RERA implementation is underway by various states
- **Competition finding difficult to invest**
 - PE-backed competition facing funding constraints
 - No capital raise in last 15-18 months (as per publicly available sources) except reported infusion of funds by REA in Proptiger upon acquisition of Housing
 - With significantly less inventory, these players are finding it difficult to convert the traffic
- The company has a **war chest** for investment into 99acres and would use it when 99acres requires aggressive investments

99acres Financials

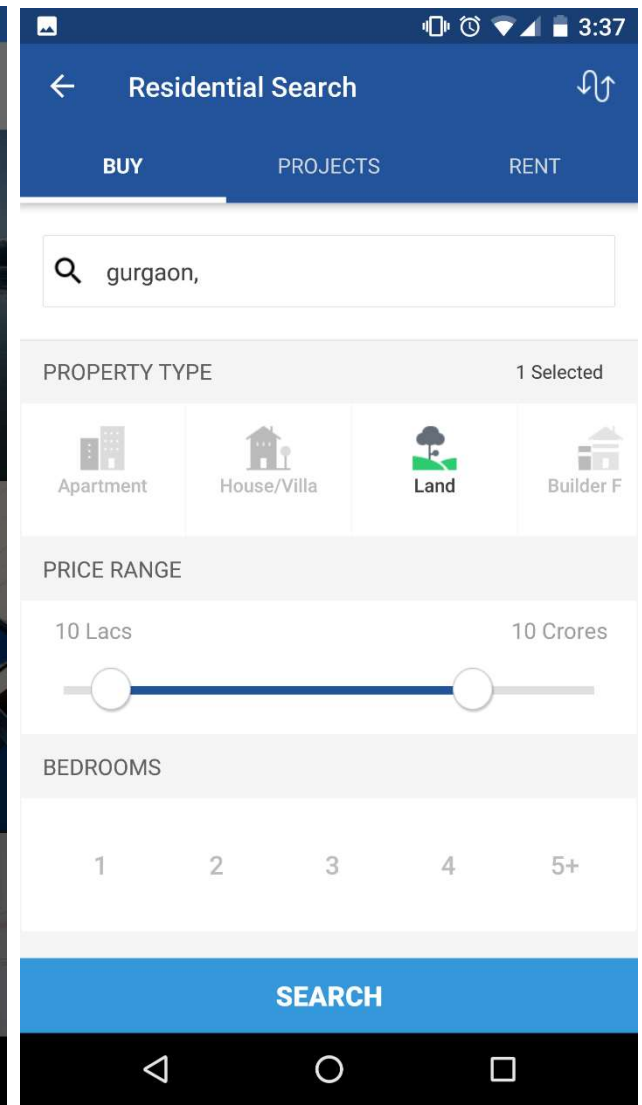
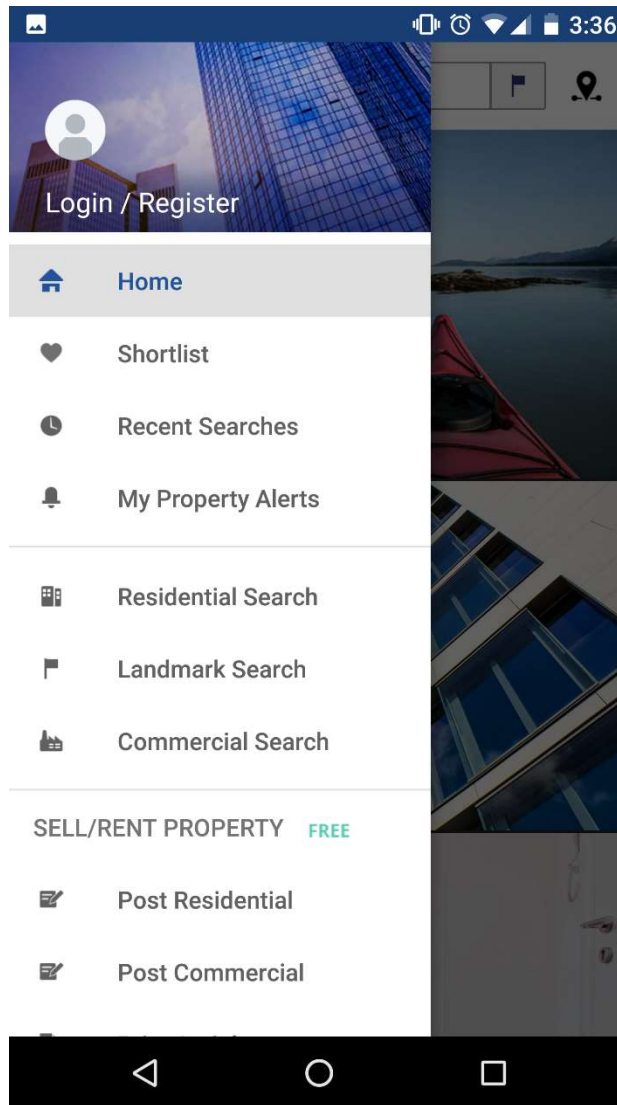
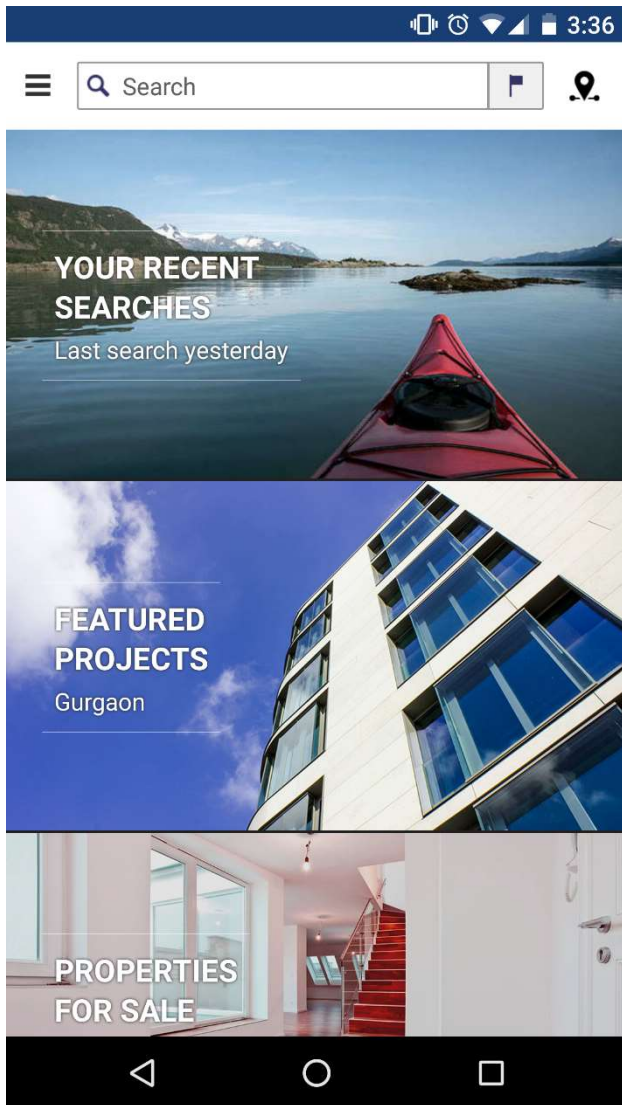
Revenue and EBITDA trend for 99acres (Rs Crore)



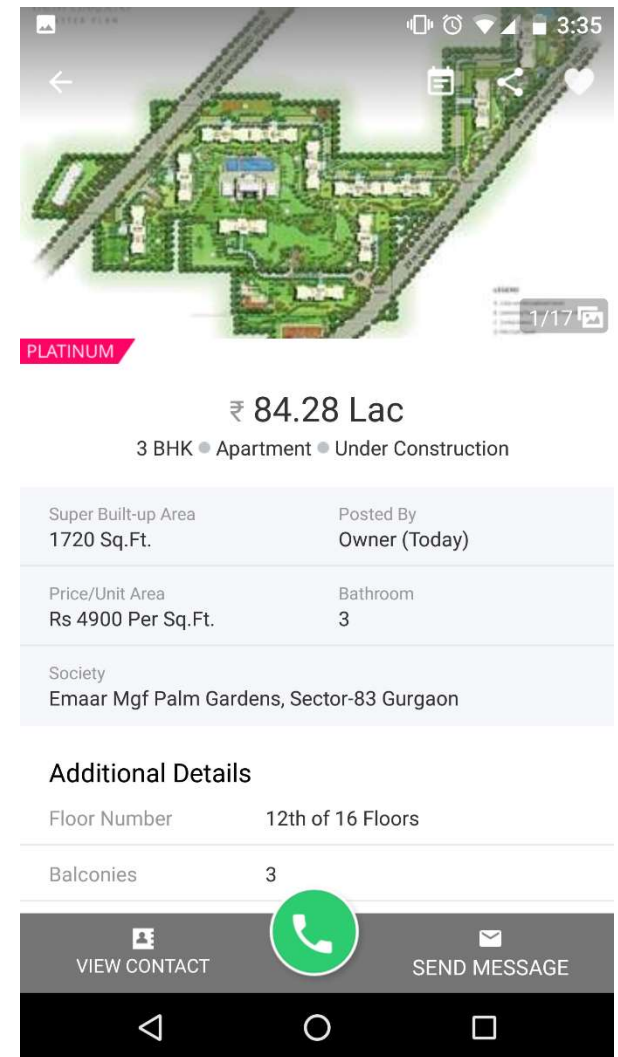
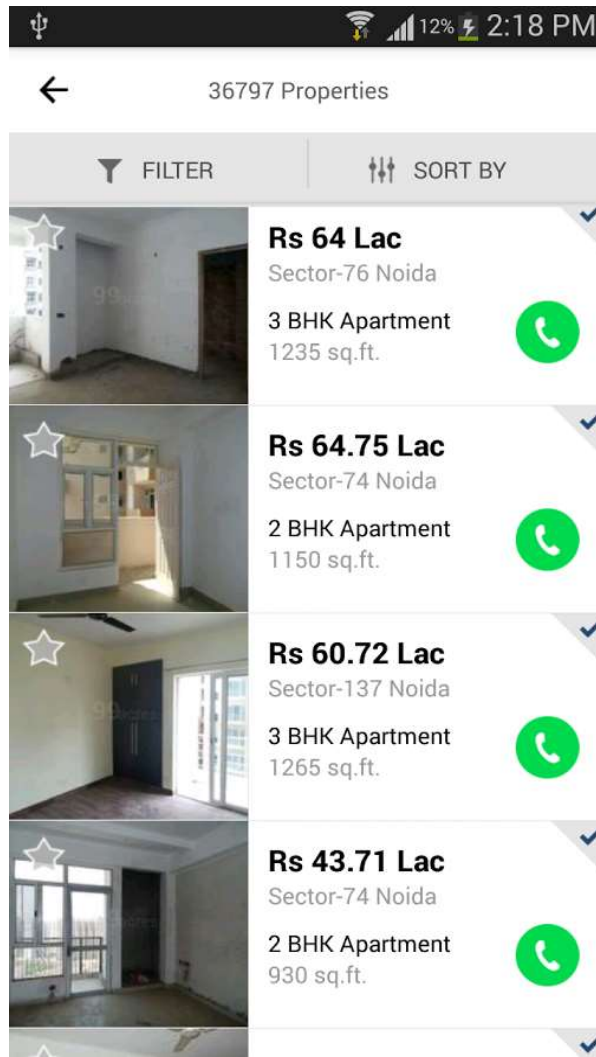
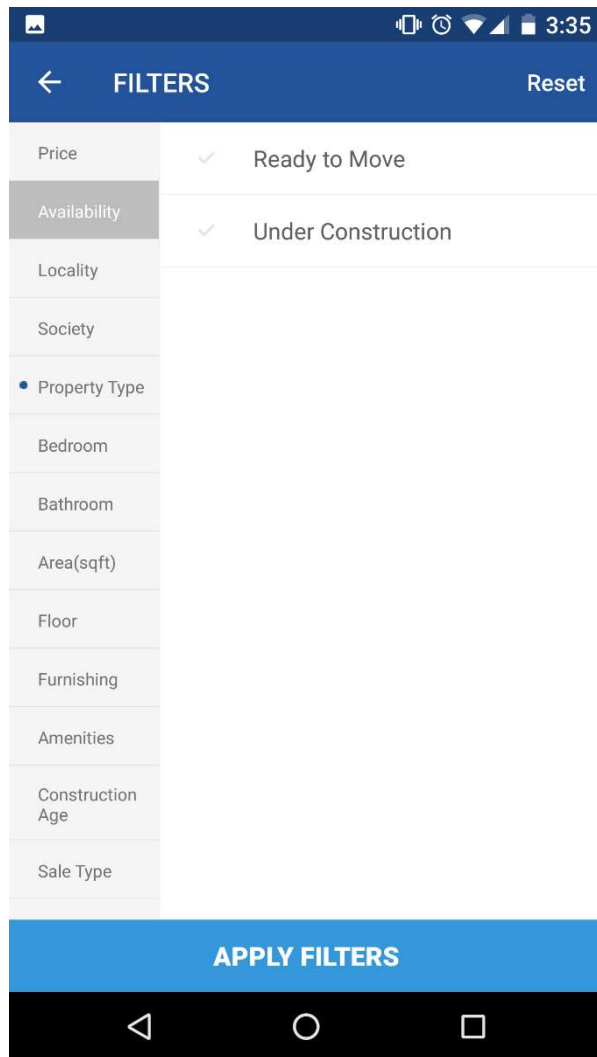
99acres cumulative cash loss (management estimate) at Rs 212 Crore

* Q1FY17-Q1FY18 numbers are EBITDA numbers (adjusted for non-cash ESOP charges) as per IND-AS; All others in I GAAP

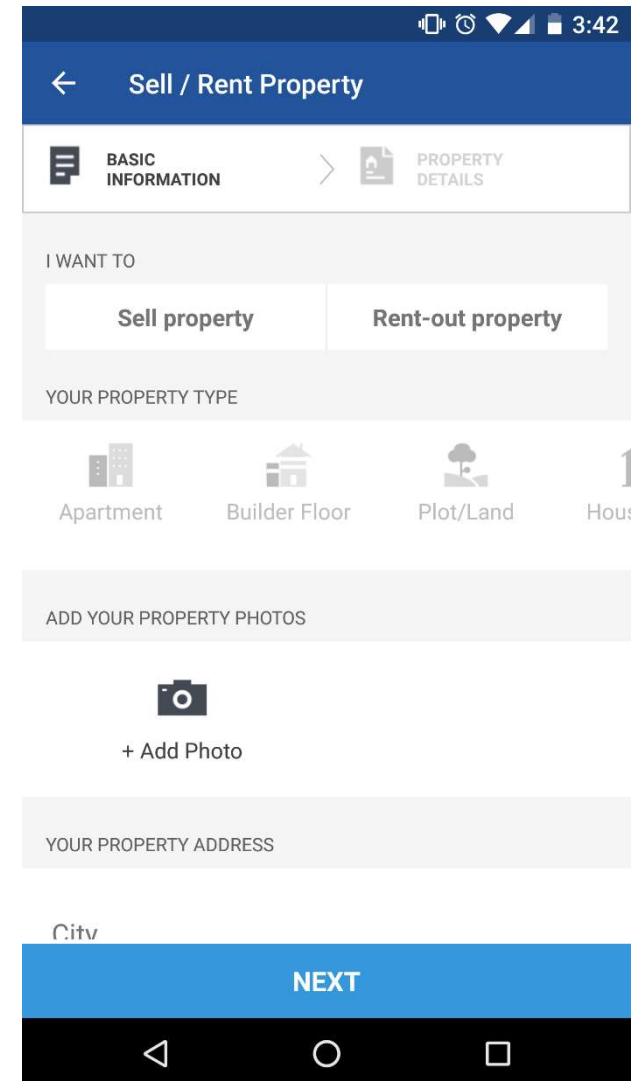
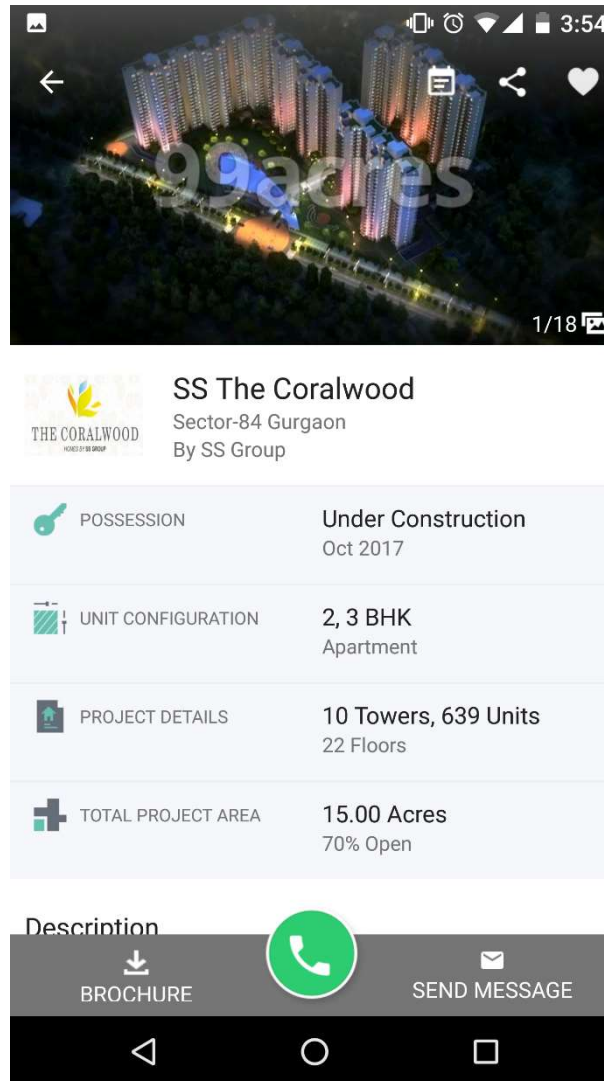
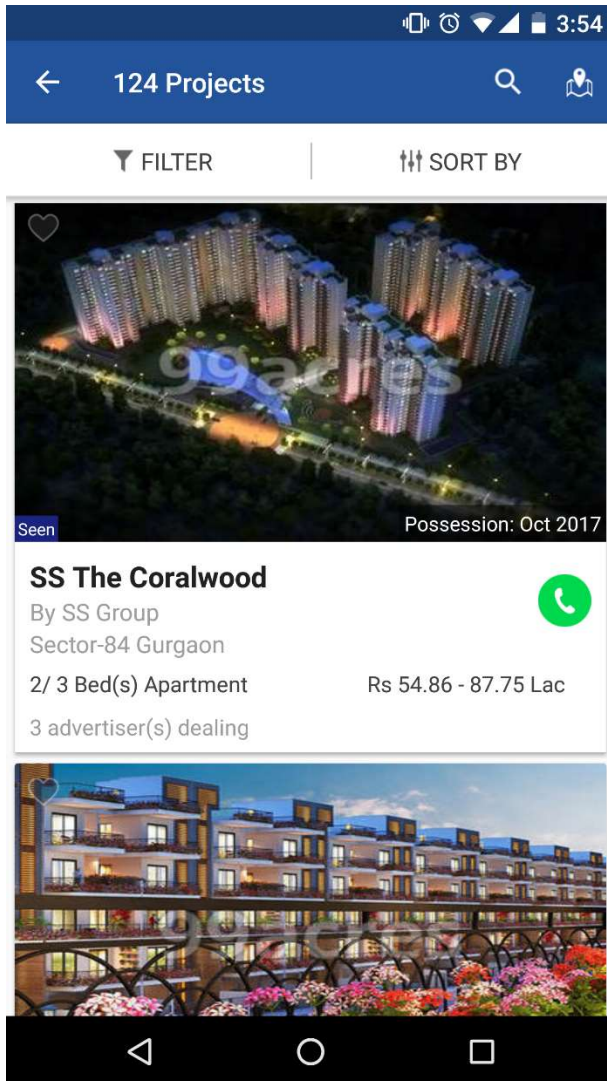
Mobile app – home screen, navigation and search page



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 65% of the sessions in Q1 FY 17-18 (vs 53% of the sessions in Q1 FY 16-17) from mobile

Android app

22% of total

99acres sessions

iOS app

3% of total

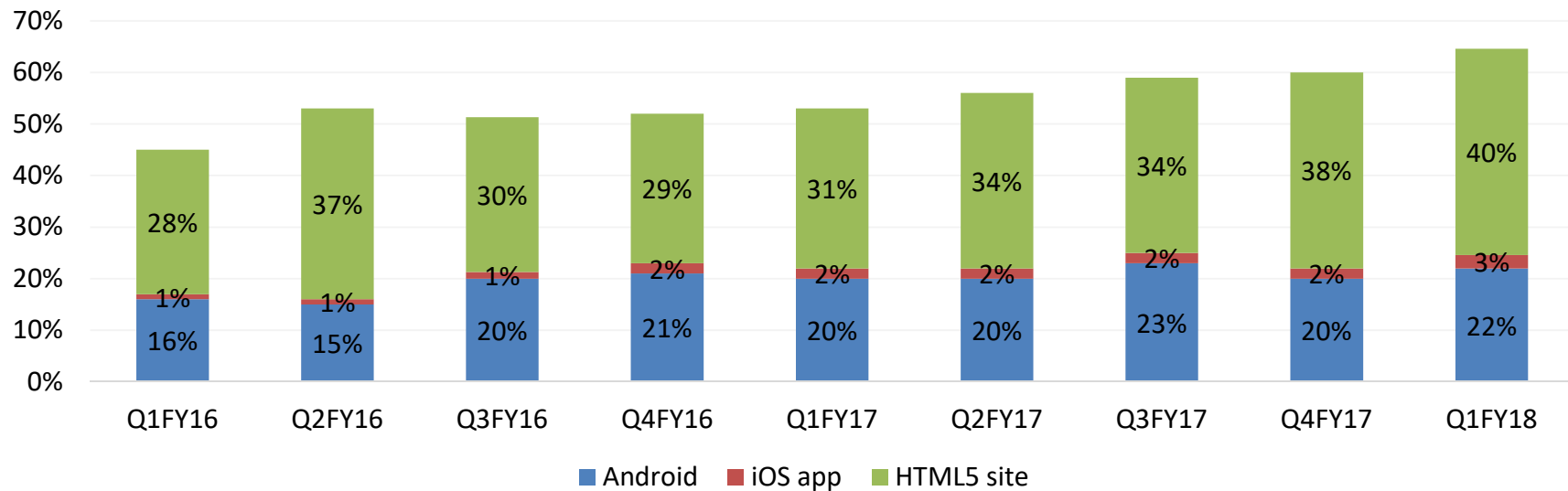
99acres sessions

HTML5 site

40% of total

99acres sessions

Trend since Q1FY16



Jeevansathi

Love is looking for you. Be found.

Search for Bride / Groom



Search by Profile ID | Advanced Search

Online matrimonial business - India

- Online market estimated to be Rs 600 to 650 crore in FY 16-17
- Three main players – Bharat matrimony, Shaadi and Jeevansathi
- Used by
 - Those disconnected from mother communities
 - Youngsters wanting choice
- In many instances process is driven by family
- Fragmented market
 - Basis geography
 - Communities (religion, caste, sub castes)

Jeevansathi business model

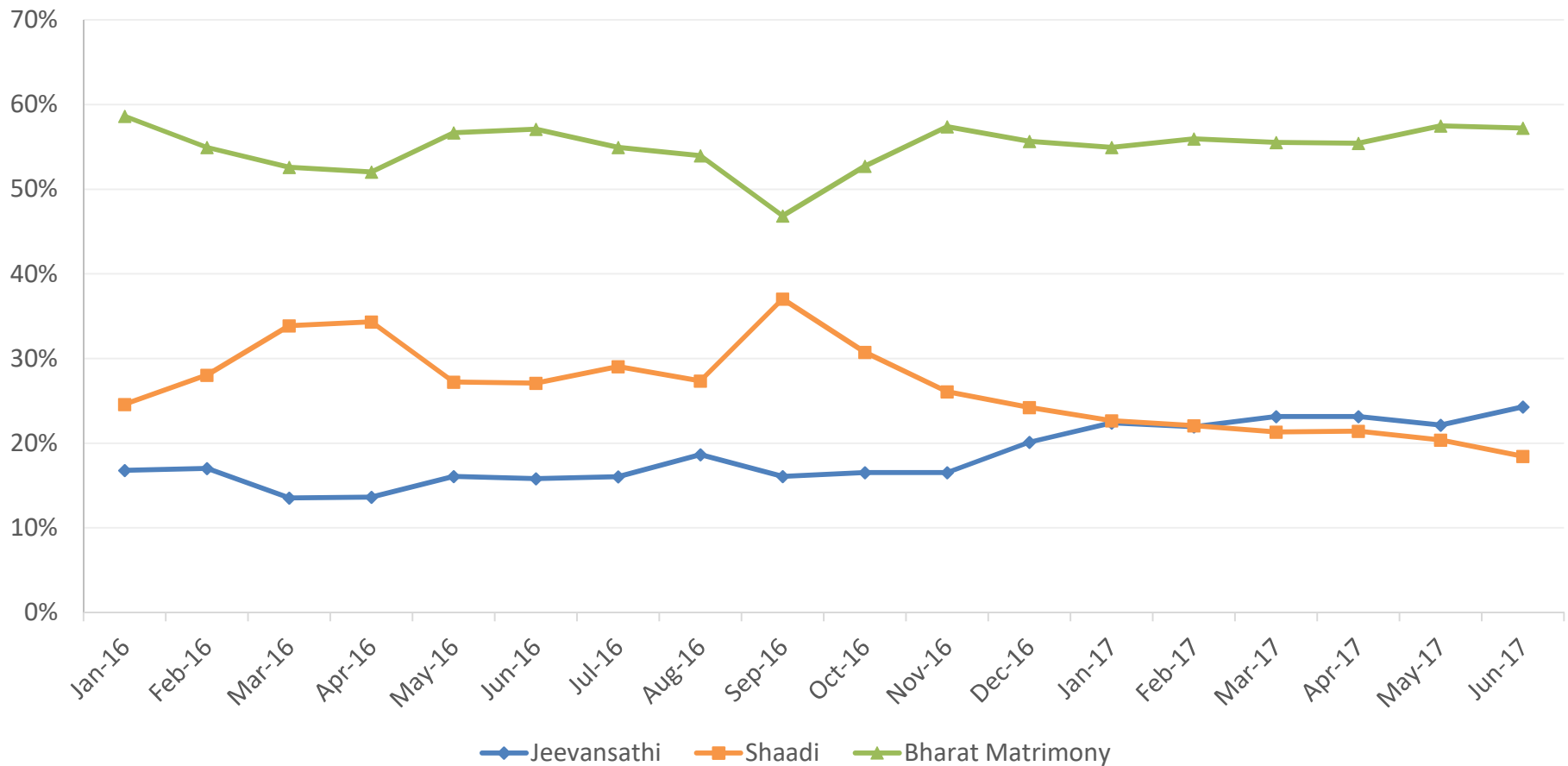
- **Website**
 - Free to list
 - Free to search
 - Free to express interest
 - Free to accept others expression of interest
 - Pay to get contact details
- **Offline centres** (10 centres operational)
 - Walk in sales for matching services
- **Franchise** - walk in centers

Competition

- Three main players
 - Bharat Matrimony is the leader
 - Shaadi is no. 2
 - Jeevansathi no. 3
- 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 amongst sites

Time share – Jeevansathi gaining market share

Desktop traffic (including laptops) based on time spent



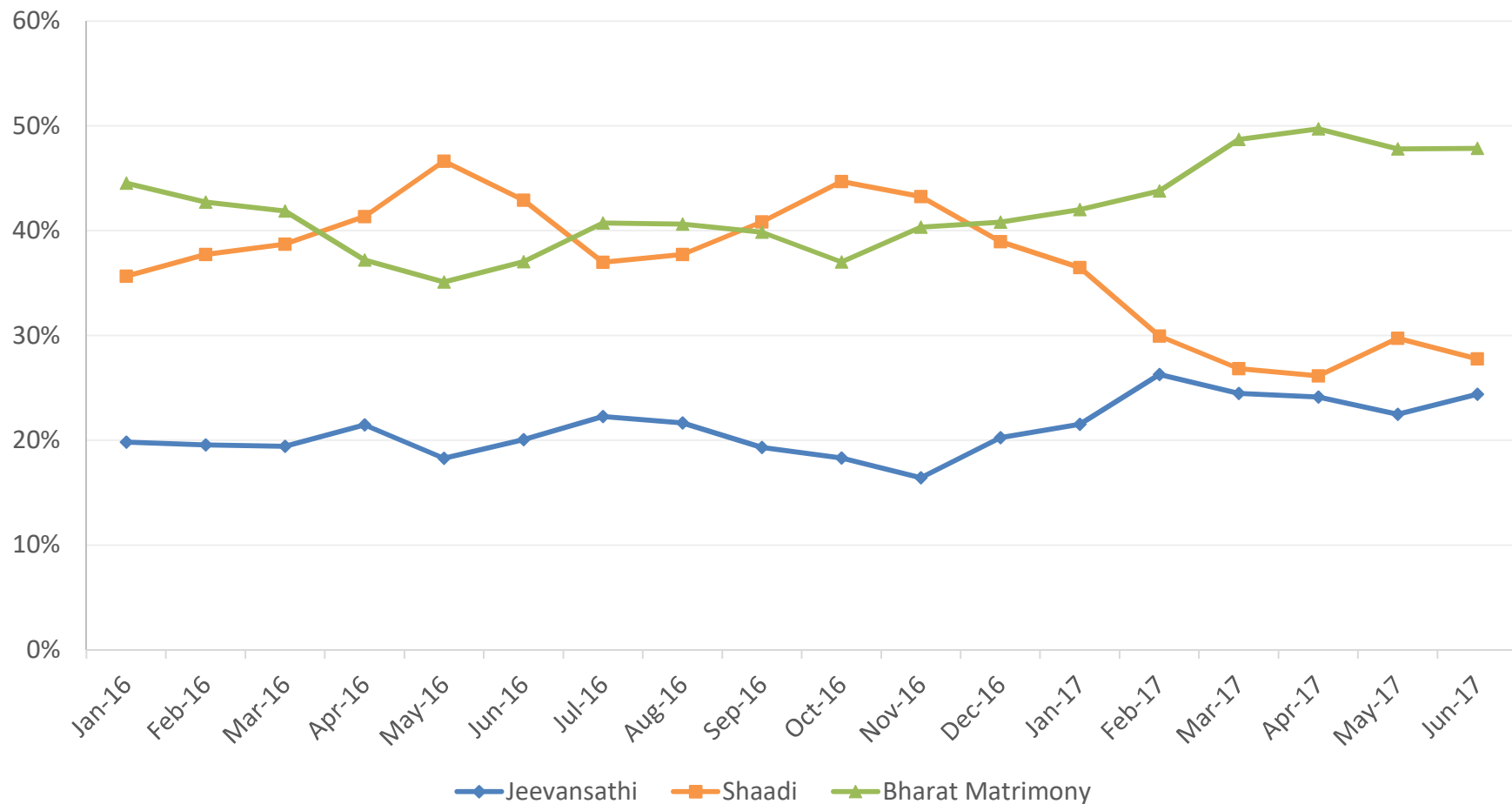
Source: SimilarWeb

Websites considered for Shaadi – Shaadi, Marathi, Bengali, Telugu, Punjabi, Tamil, Kannada, Odia

Websites considered for BM – BM, Hindi, Marathi, Bengali, Telugu, Punjabi, Tamil, Kannada, Oriya, Elite, Community, Christian, Muslim, SC, Brahmin, Divorce

Time share – Jeevansathi gaining market share

Mobile traffic (excluding app) based on time spent

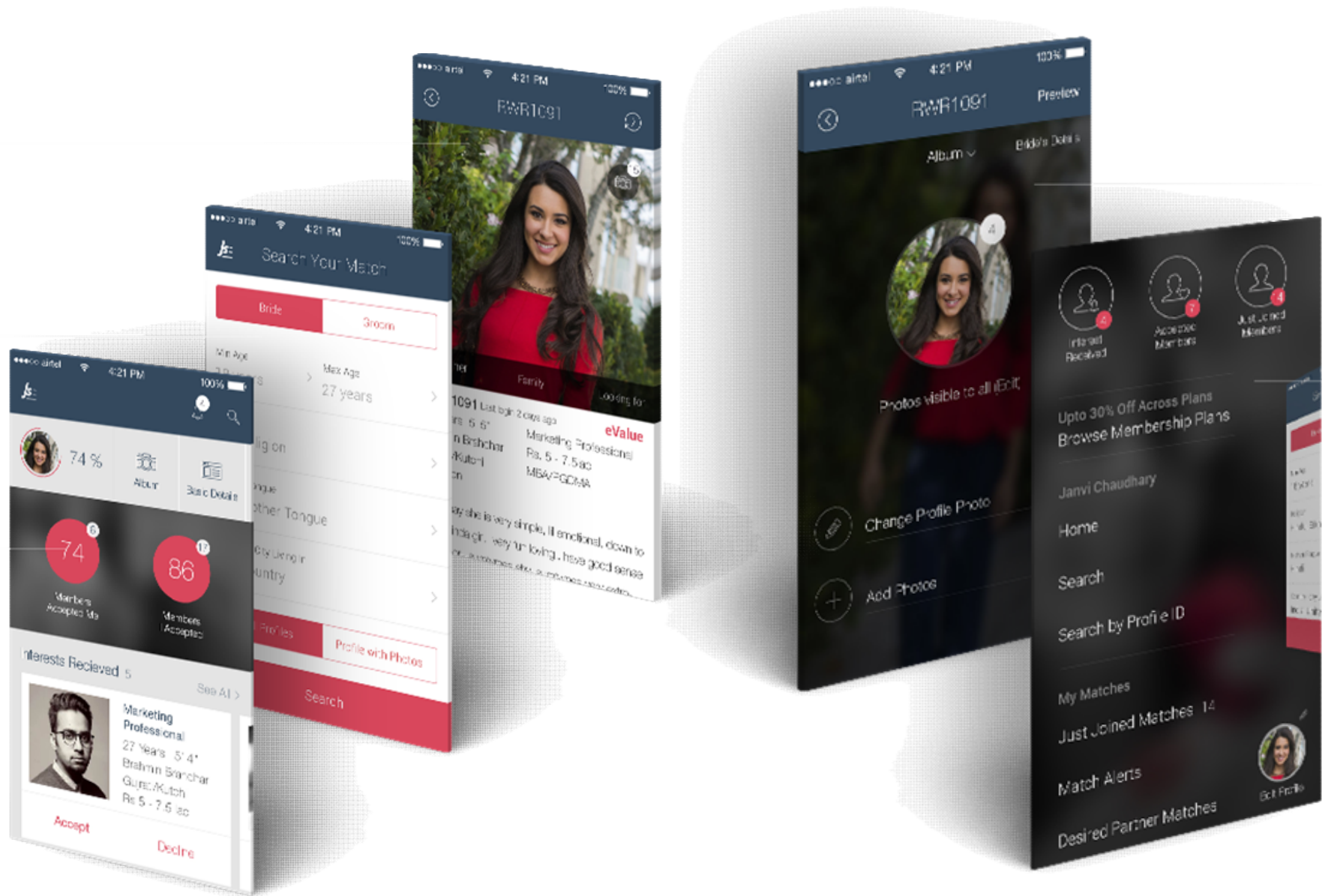


Source: SimilarWeb

Websites considered for Shaadi – Shaadi, Marathi, Bengali, Telugu, Punjabi, Tamil, Kannada, Odia

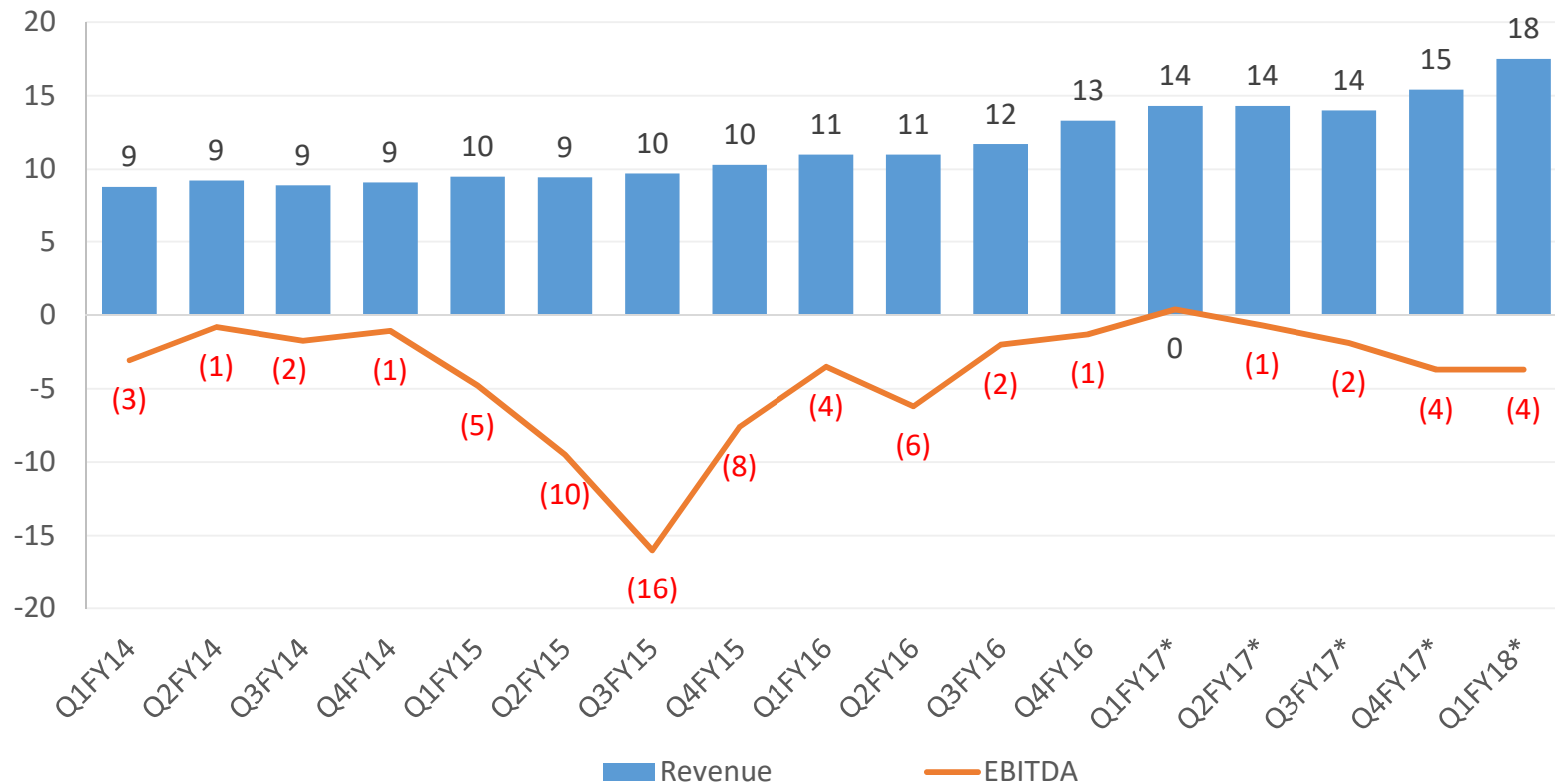
Websites considered for BM – BM, Hindi, Marathi, Bengali, Telugu, Punjabi, Tamil, Kannada, Oriya, Elite, Community, Christian, Muslim, SC, Brahmin, Divorce

Mobile app



Jeevansathi growing faster and has demonstrated break-even¹

Revenue and EBITDA trend for Jeevansathi (Rs Crore)



¹ Jeevansathi has grown at an average 24% YoY in the past eight quarters

Jeevansathi cumulative cash loss (management estimate) at Rs 62 Crore

* Q1FY17-Q1FY18 numbers are EBITDA numbers (adjusted for non-cash ESOP charges) as per IND-AS; All others in I GAAP

Mobile an important source of traffic

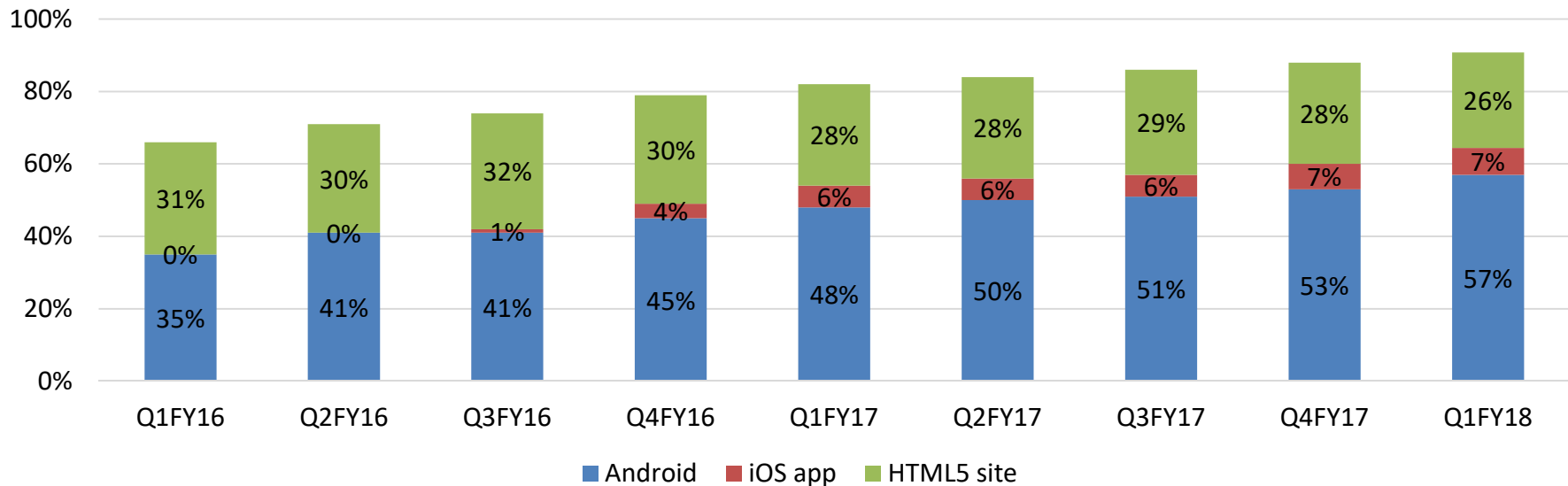
About 90% sessions in Q1 FY 17-18 (vs 82% sessions in Q1 FY 16-17) from mobile

Android app
57% of total
Jeevansathi sessions

iOS app (launched on Nov 13, 2015)
7% of total
Jeevansathi sessions

HTML5 site
26% of total
Jeevansathi sessions

Trend since Q1FY16



Shiksha

COLLEGES

CAREERS

EXAMS

Find colleges, universities & courses

Enter location

Search

Want to ask questions to current MBA Students?

REVA University
Yelhanka, Bangalore
Redefining Engineering

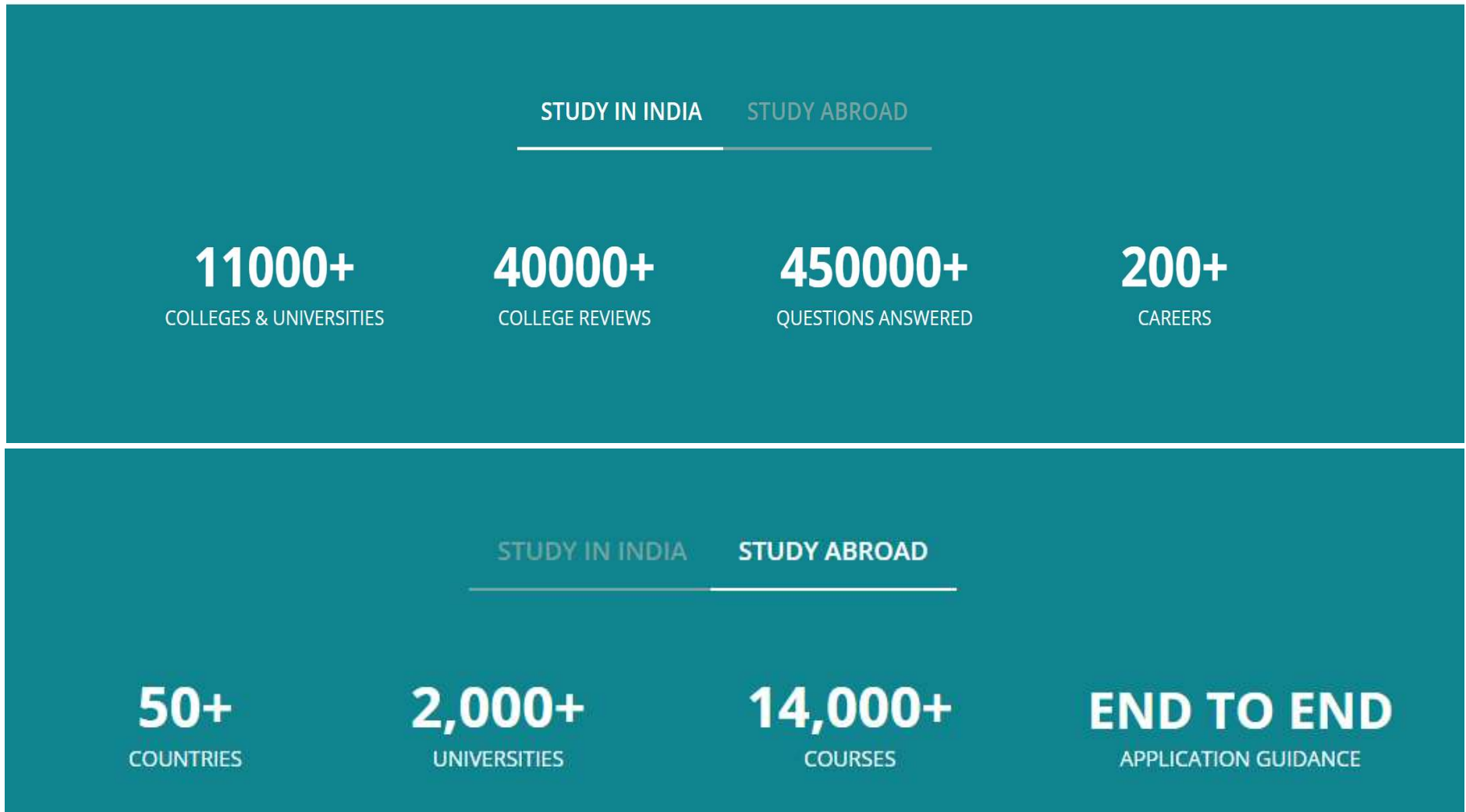
Sanskriti University
Mathura
Admissions Open for 2017

Presidency University
Bangalore
B.Tech | MBA | Law

Uttaranchal (P.G.) College
Dehradun
Bio-Medical Sciences and Hospital

SRM University AP
Amaravati
Apply Now

Shiksha – some approx. nos.



Educational classifieds business - India

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

Shiksha

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

MBA ENGINEERING DESIGN LAW OTHERS

3,00,000+ applicants every year and 2,500+ colleges. Stressed?
Make informed decisions at each step to get to the right MBA college.



MBA EXAMS

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

Know important dates, preparation tips, syllabus and more



MBA RANKINGS

Curious to know the top MBA colleges?



IIM CALL PREDICTOR

IIMs consider a lot more than just the CAT score



FIND MBA COLLEGES

Want to find the right MBA college for you?



COLLEGE REVIEWS

Nobody knows a college better than its alumni and students.



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

Related university links

[Courses Offered](#)

[Admission Process](#)

[Questions & Discussions](#)

[News & Articles](#)

You may be interested in reviews on

[National Institute of Technology, Warangal](#)

[Indian Institute of Technology, Madras](#)

[National Institute of Technology, Surathkal](#)

[National Institute of Technology \(NITC\)](#)

[Birla Institute of Technology, Mesra](#)

Search similar college reviews

College Name



Are you a student or an alumni of this university?

Compare

Q&A mobile app for expert advice

Shiksha Ask & Answer
India's largest education community

ASK
any question related to careers and education

JOIN
discussions on career choices, exam prep, college selection & more

FOLLOW EXPERTS
to never miss reliable guidance from people who matter

FOLLOW TAGS
to see latest questions and discussions basis your interest

ASK questions

JOIN discussions

FOLLOW tags & experts

SEARCH information & people

JAGADISH BHATIA
Contributor - Level 14 | 1943 points
10 years of experience in teaching LAW
Professor at National Law University
LL.B.,LL.M from Symbiotic Law College

ELECTRICAL ENGINEERING
132 FOLLOWERS

Campus representatives from colleges for credible advice



MBA

ENGINEERING

DESIGN

OTHER COURSES

STUDY ABROAD

COUNSELLING



Log in | Register

Home > MBA > Resources > Campus Connect

Campus Connect - Ask Current Students before making a college decision

A banner image showing a group of diverse college students smiling and talking. The image is slightly blurred to make the text overlay stand out.

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

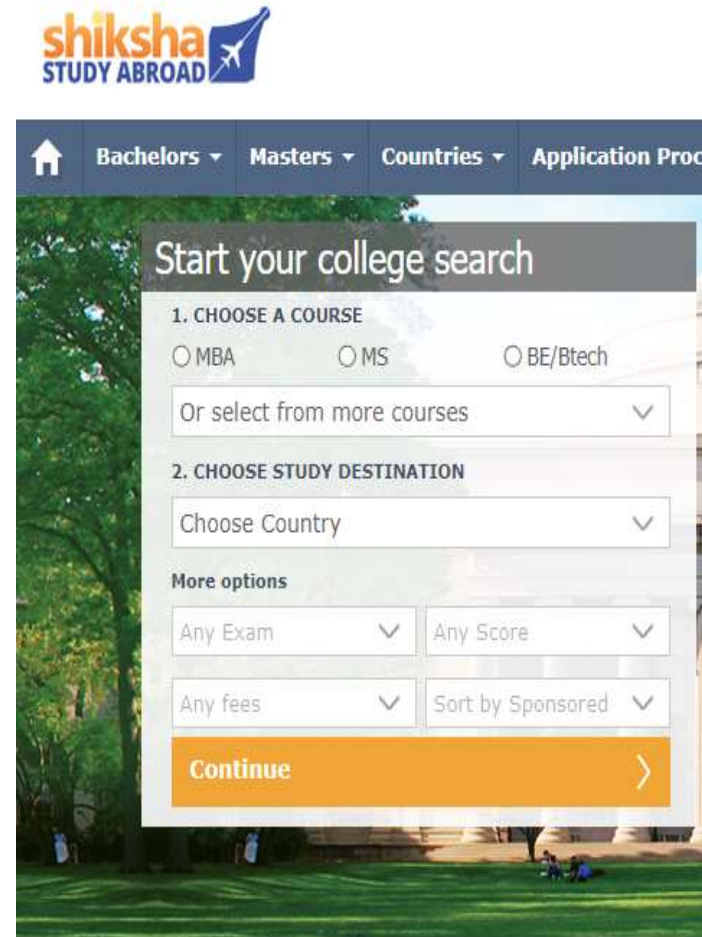
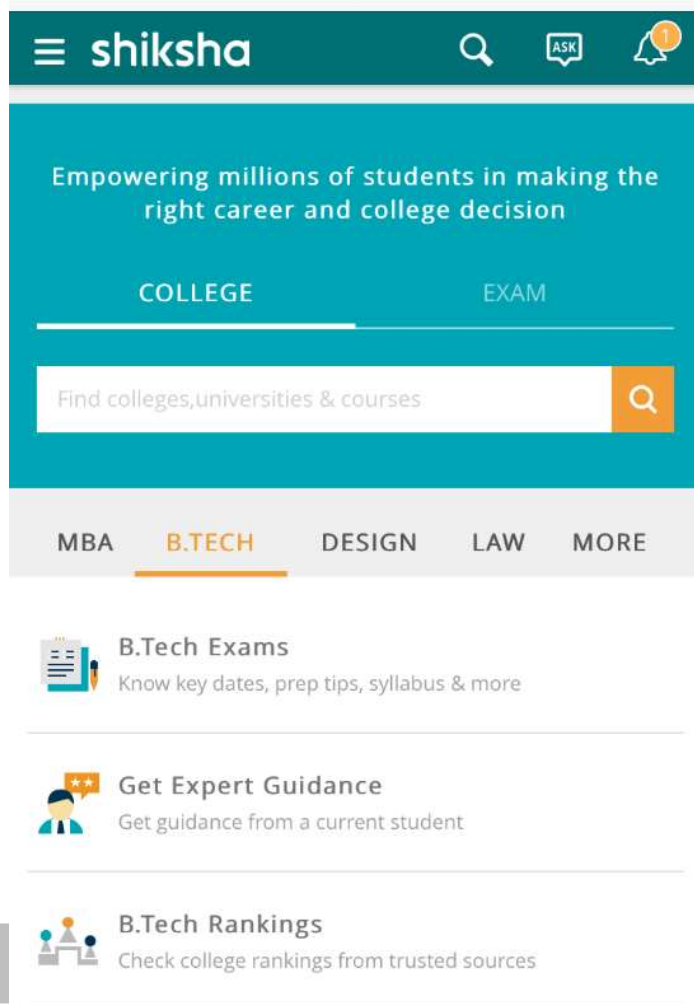
Know the Inside-Story
Catch the latest buzz on 400+ colleges & what others are talking about

Search by college name to ask or view questions

Home page for Overseas Education

The screenshot shows the home page of the Shiksha Study Abroad website. At the top left is the logo for 'shiksha STUDY ABROAD' with a blue flag icon. To the right are 'Signup' and 'Login' buttons. Below the logo is a navigation bar with a home icon, 'Bachelors', 'Masters', 'Countries', and 'Application Process' dropdown menus. A search bar contains the text 'Enter Institute or Course Name' and a 'Study in India' button with the Indian flag. The main content area features a large background image of a university building with a dome. Overlaid on this is a search form titled 'Start your college search'. The form has two main sections: '1. CHOOSE A COURSE' with radio buttons for 'MBA', 'MS', and 'BE/Btech', and a dropdown for 'Or select from more courses'; and '2. CHOOSE STUDY DESTINATION' with a dropdown for 'Choose Country'. Below these are 'More options' with dropdowns for 'Any Exam', 'Any Score', 'Any fees', and 'Sort by Sponsored'. An orange 'Continue' button is at the bottom of the form. Below the search form is a section titled 'Most viewed Courses' with four cards: 'In USA' (Harvard University, Cambridge, USA), 'In Canada' (Memorial University, St. John's, Canada), 'In Australia' (Kaplan Business School, Adelaide, Australia), and 'In UK' (King's College London, London, UK).

Mobile sites



 Most popular student guides

Competition – different for India and abroad

Domestic

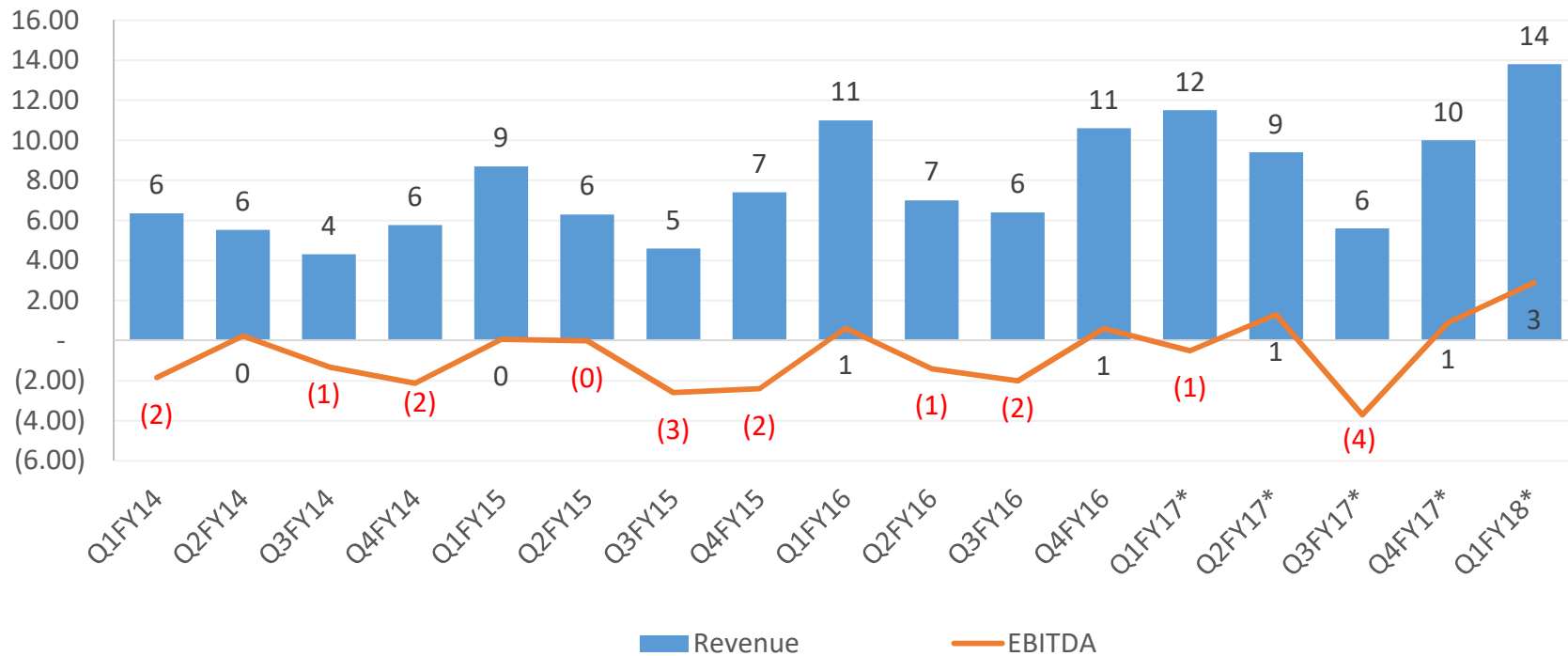
- Print Media
- Online
 - Google
 - Pagalguy
 - HTcampus
 - Minglebox
 - Careers360
 - MBA Universe
 - CollegeDekho
 - CollegeDunia
 - Sarvgyan
 - Aglasem
 - Others

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 EBITDA trend for Shiksha (Rs Crore)



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

* Q1FY17-Q1FY18 numbers are EBITDA numbers (adjusted for non-cash ESOP charges) as per IND-AS; All others in I GAAP

Investee companies

Portfolio status

As of July 31, 2017

Investee Company	Website	Aggregate amount invested (Rs Crore)	% Holding on fully diluted basis*
Active			
Zomato Media Pvt Ltd.	www.zomato.com	484	46%
Applect Learning Systems Pvt Ltd.	www.meritnation.com	**124	59%
Etechaces Marketing and Consulting Pvt Ltd.	www.policybazaar.com	^^16	^10%
Kinobeo Software Pvt Ltd.	www.mydala.com	27	42%
Canvera Digital Technologies Pvt Ltd.	www.canvera.com	29	57%
Happily Unmarried Marketing Pvt Ltd.	www.happilyunmarried.com	24	48%
Mint Bird Technologies Pvt Ltd.	www.vacationlabs.com	6	26%
Green Leaves Consumer Services Pvt Ltd.	www.bigstylist.com	17	49%
Rare Media Company Pvt Ltd.	www.bluedolph.in	7	35%
Unnati Online Pvt Ltd	www.unnatihelpers.com	4	28%
VCare Technologies Pvt Ltd.	www.dirolabs.com	4	15%
Wishbook Infoservices Pvt. Ltd.	www.wishbooks.io	4	22%
Sub Total		746	
Written off/ exited/ provisioned			
Studyplaces, Inc.	www.studyplaces.com	5	13%
Ninety Nine Labels Pvt Ltd.	www.99labels.com	29	47%
Nogle Technologies Pvt Ltd.	www.floost.com	3	31%
Canvera Digital Technologies Pvt Ltd.	www.canvera.com	78	-
Sub Total		114	
Total		860	

* 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 proportionate share of economic interest. Info Edge's 50.01% subsidiary, Makesense holds nearly 20% of PolicyBazaar in association with Temasek. Temasek had infused a total of Rs 134 Crore for its 49.99% stake in Oct, 2015. 70

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

Get the App Order Food Book a Table

Prince 2




Find the best restaurants, cafés, and bars in Delhi NCR


Delhi NCR Search

Collections

Explore curated lists of top restaurants, cafes, pubs, and bars in and around Delhi NCR, based on trends



Trending this week
The most popular restaurants in town this week



Newly opened
The best new places in town

Order Food Online

From the best restaurants delivering to your doorstep

Enter your delivery location

Detect

Order Food Online!

Zomato – brief overview

- Zomato is the largest restaurant search & discovery platform globally with presence in 24 countries
 - Food ordering service is available in India and UAE and is growing strongly
- Unique tech enabled, low cost feet-on-street model ensures exhaustive listings in a particular city and rich content
- High volume of user generated content results in strong network effects
- Key facts:
 - ~120 million sessions globally in June '17
 - >80% sessions through mobile (m-web and app)
 - 1.29 mn restaurant listings across the world
 - ~2.4 mn orders processed in June '17

Zomato – Highly interactive platform ensures high 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

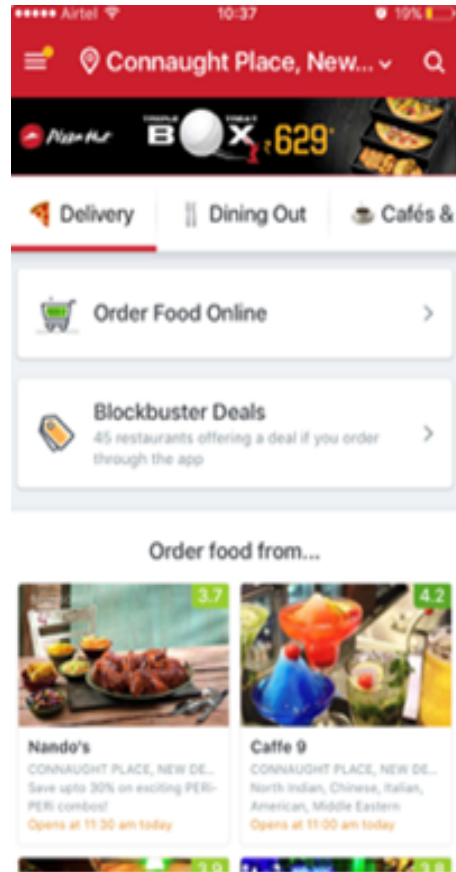
Customized Collections

Trend-based, curated group of restaurants

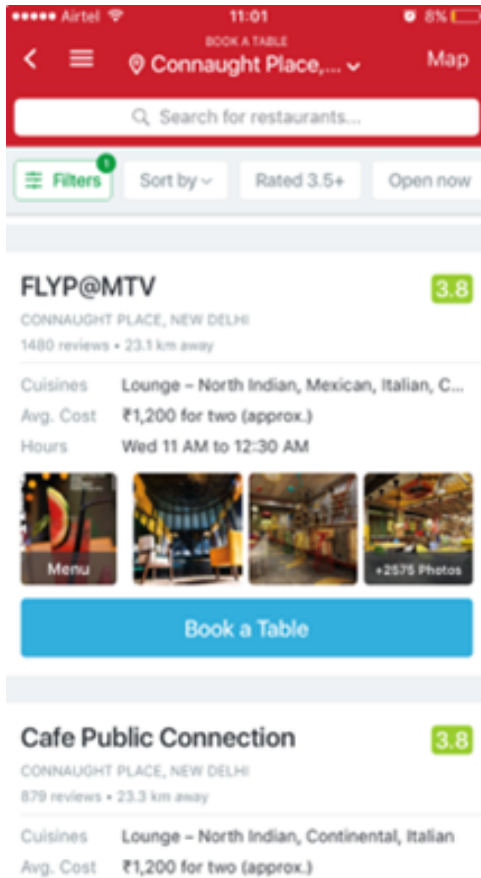
Advanced Search

Multi-dimensional filters for targeted search

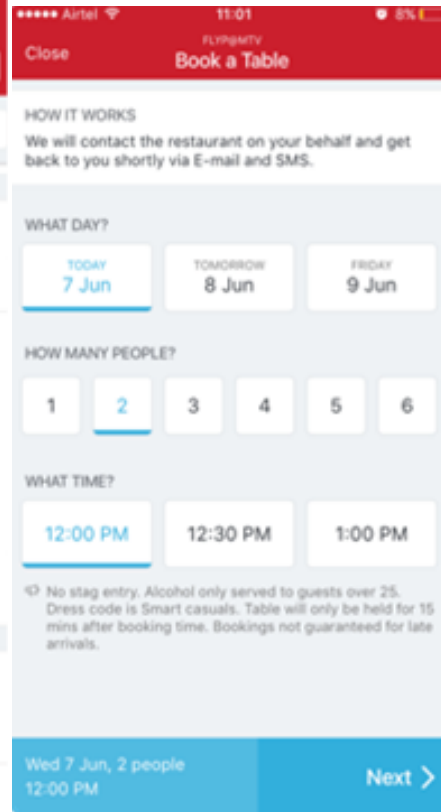
Zomato – mobile app



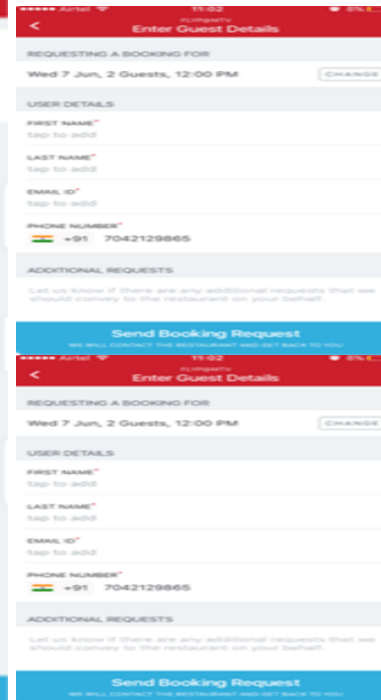
Zomato – table reservation platform



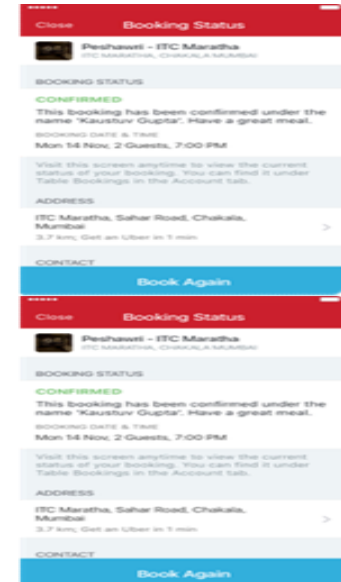
Pick your favorite place to dine out



Select date, time and no. of guests



Enter your details



Get a confirmation message and your booking is done

PolicyBazaar



Term Life Insurance



Health Insurance



Two Wheeler



Travel Insurance



Car Insurance



Tax Saving



Child Plans



Investment



Retirement Plans



Cancer Protection



Critical Illness



Home Insurance

Just for You

Everything we do for our customers

Our Awards



Best Financial Website

2013 & 2014

RENEW TWO WHEELER INSURANCE



User Review

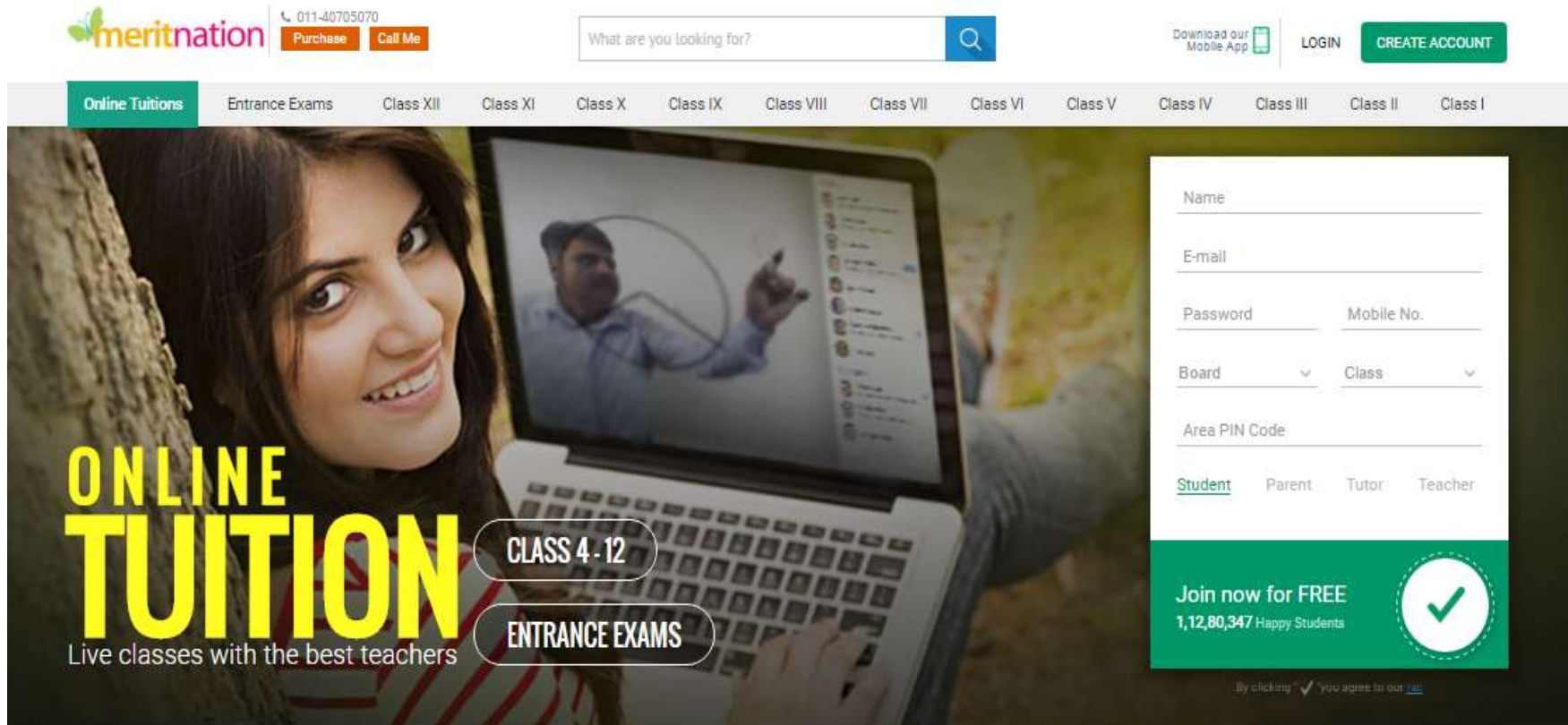
We Value Your Opinion



PolicyBazaar

- PolicyBazaar is India's online price comparison site for insurance
 - A clear value add to individuals and Financial Institutions
- A leader in its category
 - estimated 95% share of insurance comparison & 50% of online Insurance transactions
- A large untapped and growing market
 - A fraction (less than 4%) of the Indian population is insured

Meritnation



The image shows the top section of the Meritnation website. At the top left is the Meritnation logo with a phone number 011-40705070 and buttons for 'Purchase' and 'Call Me'. A search bar contains the text 'What are you looking for?'. To the right are links for 'Download our Mobile App', 'LOGIN', and 'CREATE ACCOUNT'. Below this is a navigation menu with 'Online Tutorials' highlighted and other options like 'Entrance Exams', 'Class XII', 'Class XI', 'Class X', 'Class IX', 'Class VIII', 'Class VII', 'Class VI', 'Class V', 'Class IV', 'Class III', 'Class II', and 'Class I'. The main banner features a woman smiling next to a laptop showing a live class. Text on the banner includes 'ONLINE TUITION', 'Live classes with the best teachers', 'CLASS 4 - 12', and 'ENTRANCE EXAMS'. On the right is a registration form with fields for Name, E-mail, Password, Mobile No., Board, Class, and Area PIN Code. Below the form are tabs for 'Student', 'Parent', 'Tutor', and 'Teacher'. A green button says 'Join now for FREE' with '1,12,80,347 Happy Students' and a checkmark icon. A small note at the bottom of the form says 'By clicking ✓ you agree to our [T&C](#)'.

Online Tutorials
Live classes with the best teachers in India

Smart Study
Videos, Animations and Unlimited practice tests

Homework Help
Get Solutions to all your Doubts Instantly

FREE NCERT Solutions
Access solutions to all your NCERT textbooks

Our students love us



“ Meritnation is just simply Awesome!! :) A lot of my problems get solved when i come here... greatly blessed to have this.I have now started improving in my studies now. Thank you so much! ”

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

Canvera



ARE YOU A PHOTOGRAPHER?

PRODUCTS PRO PRODUCTS BLOG CONTACT PAY NOW

Find a Photographer

Get your own Canvera Photobook

Share your Photobook

FIND A PHOTOGRAPHER

for any occasion, anywhere in India

GET RECOMMENDATIONS

SEARCH BY LOCATION



All locations

SEARCH BY CATEGORY



All categories

SEARCH

#DOUGRAPHY

Posters



Photo prints



Canvases



Display kits



Books



Shoot, upload, print. **Simple.**

EXPLORE



Canvera

- Print and design services for professional photographers for their album needs, primarily weddings
- Build brand with the consumers (Yougraphy)
- Products & services include:
 - Printed products (albums) sold to the photographer (main source of revenue)
 - Design of printed products and websites (service business that supports the product business)
 - Web solutions to help professional photographer build their website (SaaS)
 - Albums, books, prints for consumers (recently launched)
- Expertise in digital imaging and printing

Canvera contd.

- Business model
 - Photographers pay to order printed albums or photographs
 - Additional sources of monetization possible
 - Micro site and ad revenues from photographer classifieds
 - Recently introduced products for consumers
- Sales presence in 200+ cities
- New launches
 - Every printed book can now be downloaded to a mobile devices using Canvera's app and from the app shared on Facebook, WhatsApp
 - App for photographers
- Photographers directory basis city and location

Happily Unmarried



Happily Unmarried

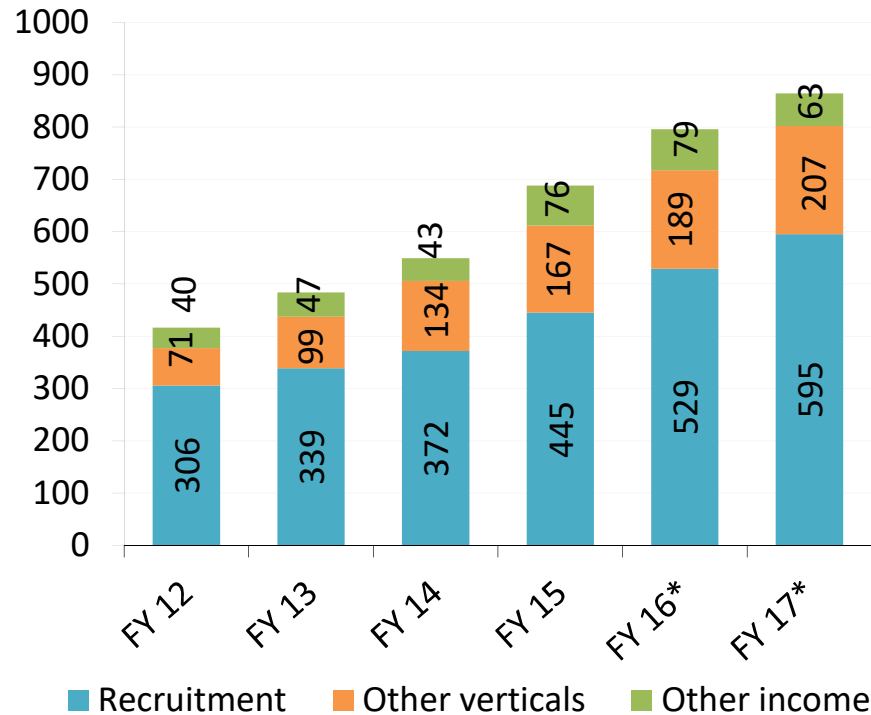
- Grooming range for men “Ustraa”
- Designs and sells fun products
 - With an Indian touch
- Proportion of online sales growing rapidly.

Financials

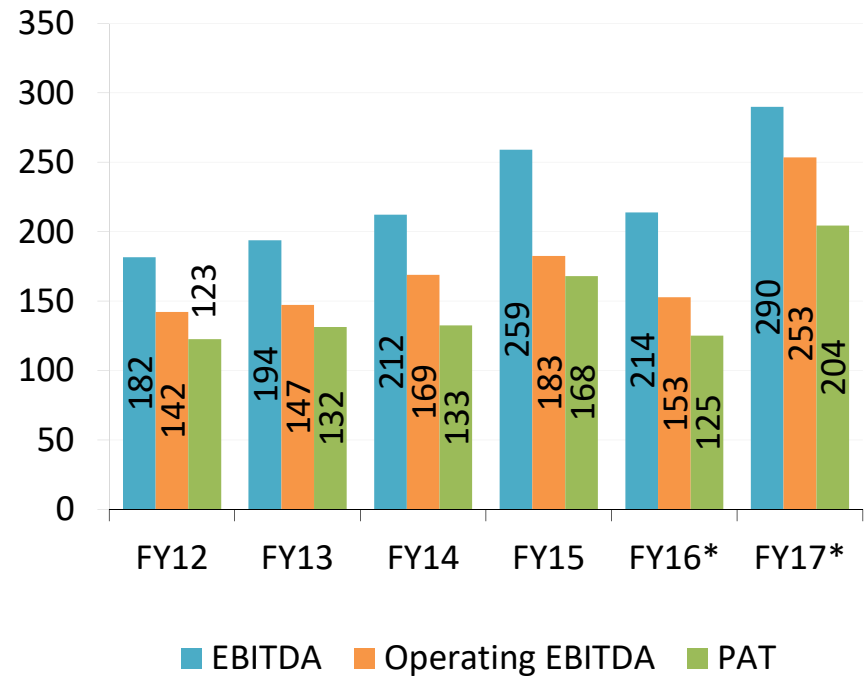
(Standalone)

Standalone Financials - Consistent long-term growth in Revenue & Profitability

Revenue (Rs Crore)



Profitability (Rs Crore)

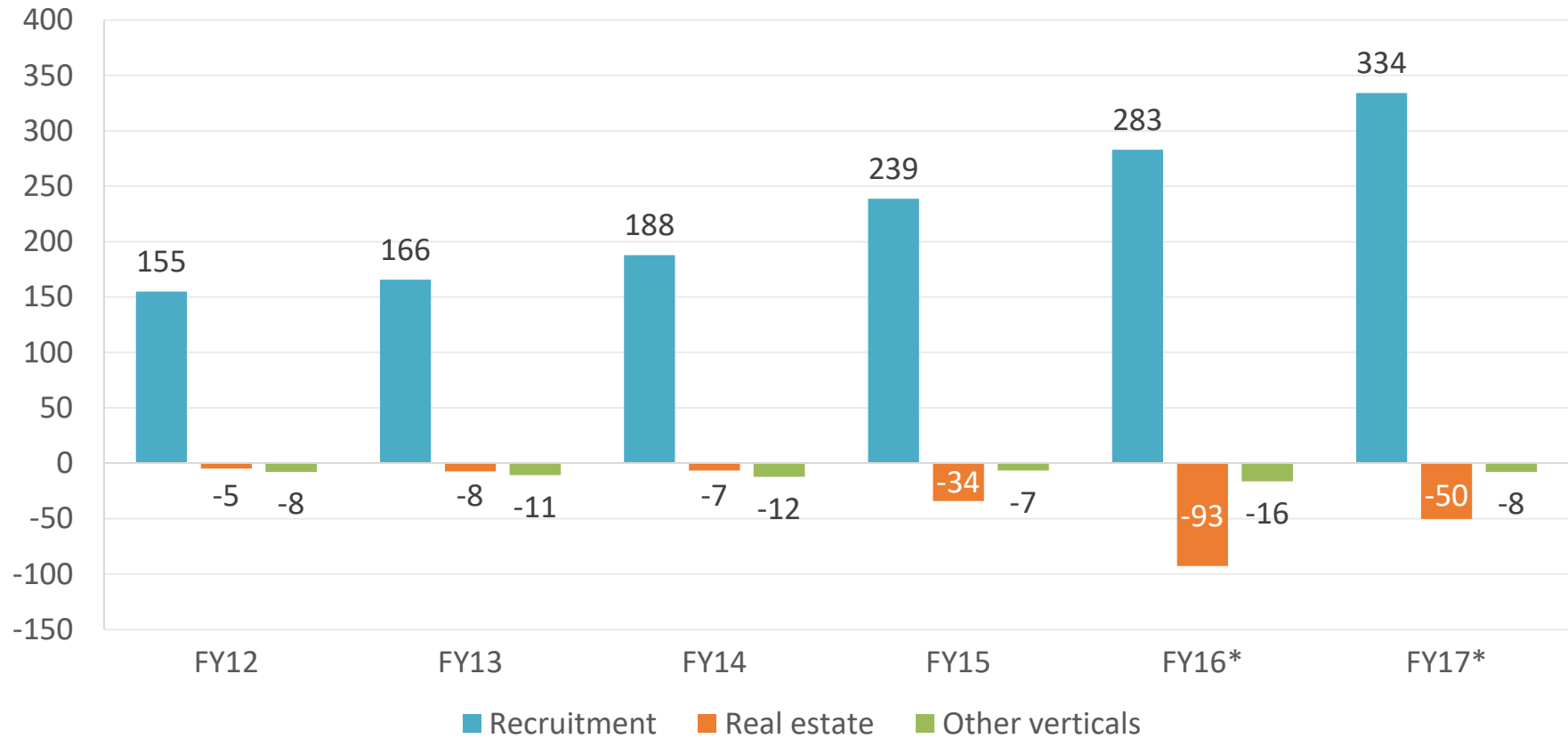


Other Income in the above chart is treasury income

* 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

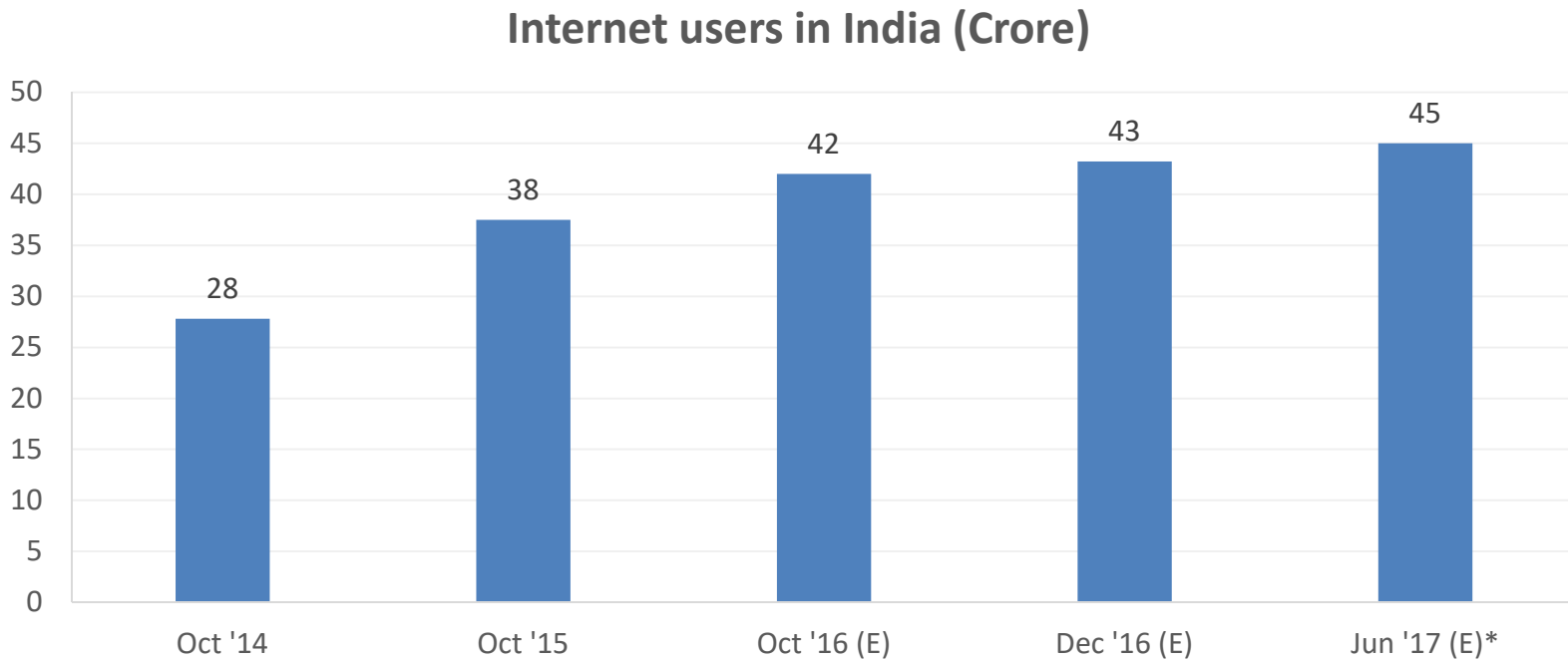
Management Team

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	43	B Sc, LLB, Delhi University, PGDBA, IPM	Executive Vice President Firstnaukri	Aptech	2000
Arif Ismail Parker	42	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	41	BSC, MBA	Executive Vice President- Sales	-	2001
Swati Vashistha	40	MBA	Senior Vice President Sales Systems	-	2001
Manoj P	43	BE- University of Mysore MBA - Xavier Institute of Management and Entrepreneurship	Executive Vice President- Sales	Indian Seamless Group	2002
Harveen Singh Bedi	45	PGDBA-Birla Institute of Management Technology	Executive Vice President Quadrangle & Ehire	Nestle	2002
Dinesh P Kumar	41	MBA	Executive Vice President- Sales	Notre Advertising	2002
Satyajit Yogeshchandra Tripathi	44	BSc ,PGDBM	Executive Vice President- Emerging Markets, 99acres	-	2002
Ambrish Kumar Singh	43	Btech, MBA	Executive Vice President and Head Sales & Customer Delivery Shiksha	LSI Software, Pentasoft Tech	2003
Ankur Kheterpal	43	B.Com Christ College Bengaluru	Senior Vice President IT Infrastructure	Solutions Infosystems Pvt. Ltd. , 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
Rajesh Khetarpal	44	CA	Executive Vice President- Finance	Bharti	2007
Sumeet Singh	43	BBA, MBA	Chief Marketing Officer	CII	2007
Nishant Pandey	41	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	43	B Tech, IIT Delhi, PGDM, IIM – B	Chief Product Officer-Naukri & Head-Naukri Fast Forward	Isoft, Adobe, IBM, ICICI Securities	2010

Management Team Contd.

Name	Age	Qualifications	Designation/ Role	Previously worked with	Year of joining
Maneesh Upadhyaya	39	B Sc, MBA, FMS, Delhi University	Executive Vice President & Business Head - Shiksha	Bain & Co.	2010
Tarun Aggarwal	42	Btech, MBA IIM Ahemedabad	Executive Vice President and Business Head- Naukri Gulf	HT Media, Tech Mahindra, HCL Technologies	2010
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	33	PGDM Business Management, IIM Ahmedabad	Senior Vice President & Business Head Jeevansathi	Cadence Design Systems, Mindtree	2011
Murlee Manohar Jain	39	Bcom, CS	Associate Vice President-Secretarial & CS	Apollo Tyres	2013
Chintan Arvind Thakkar	50	CA	CFO	Computer Associates	2014
Pankaj Jain	42	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
Jatin Bery	43	MSc Corp & Int'l Finance (Durham University), MBA (IMI), BA (Hons) Economics (St.Stephen's College)	Executive Vice President Corporate Development	Kotak Investment Banking, Ernst & Young, JPMorgan	2015
Sujith Nair	40	MCM, Pune University	Senior Vice President Engineering	Smriti Netcoms, C-Net Asset/ International	2015
Niraj Seth	46	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

Internet in India – growing at a rapid pace



Source: IAMAI, IMRB

Banks/ brokerages that cover us

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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
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Nomura	Ashwin Mehta	+91.22.40374465	ashwin.mehta@nomura.com
Spark Capital	Soumitra Chatterjee	+91.44.4228 8151	soumitra@sparkcapital.com
UBS	Gautam Chhaochharia	+91.22.6155 6080	gautam.chhaochharia@ubs.com

Indicative list, subject to change

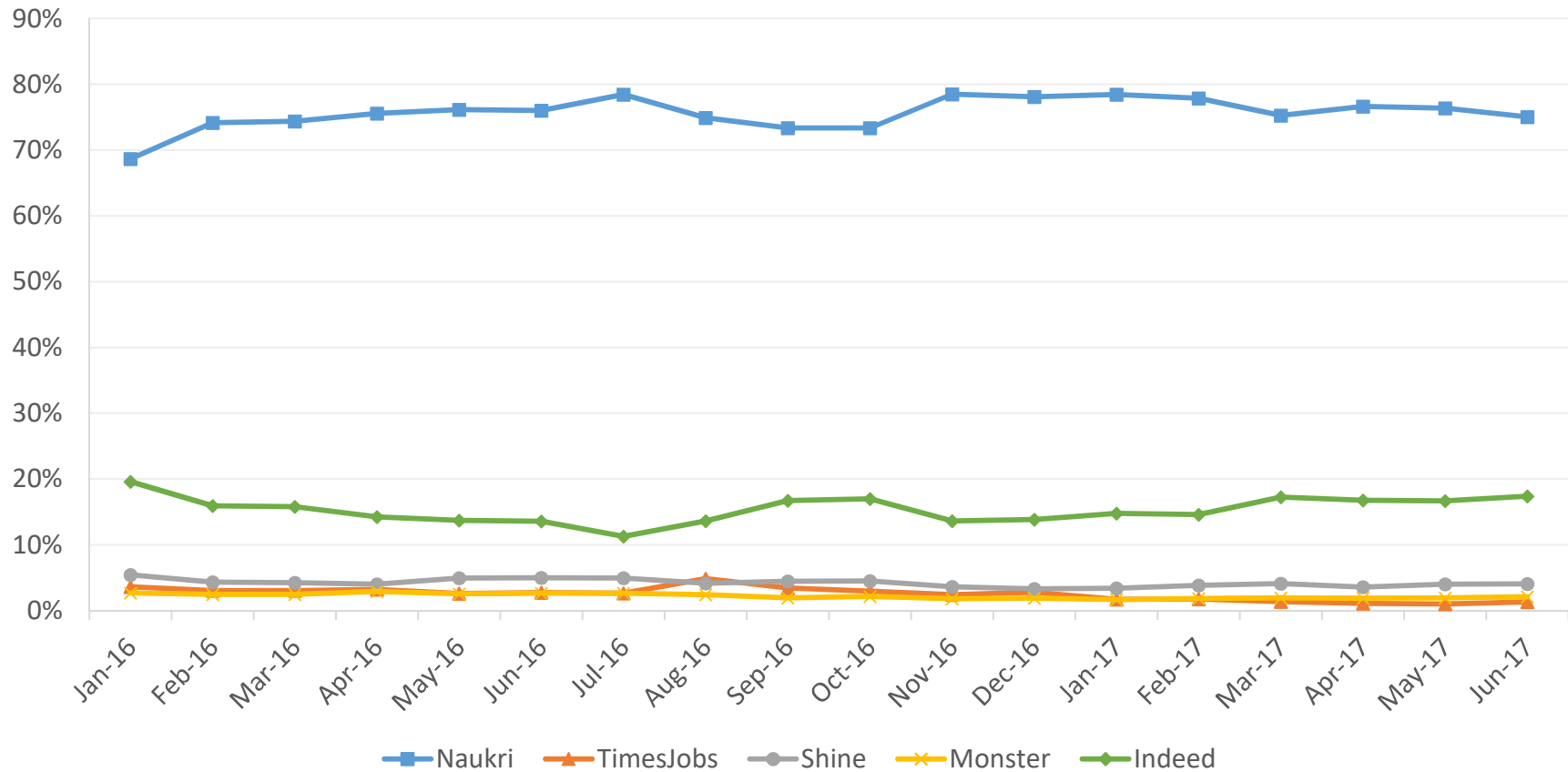
Investor relations contacts

Name	Chintan Thakkar	Prince Poddar
Designation	CFO	Investor Relations
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Telephone	+91 120 3082137	+91 120 3082091
Fax	+91 120 3082095	
Address	Info Edge (India) Limited, B 8, Sector 132, Noida – 201 301, Uttar Pradesh, India	
Website	www.infoedge.in	

Annexures

Naukri's traffic share

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



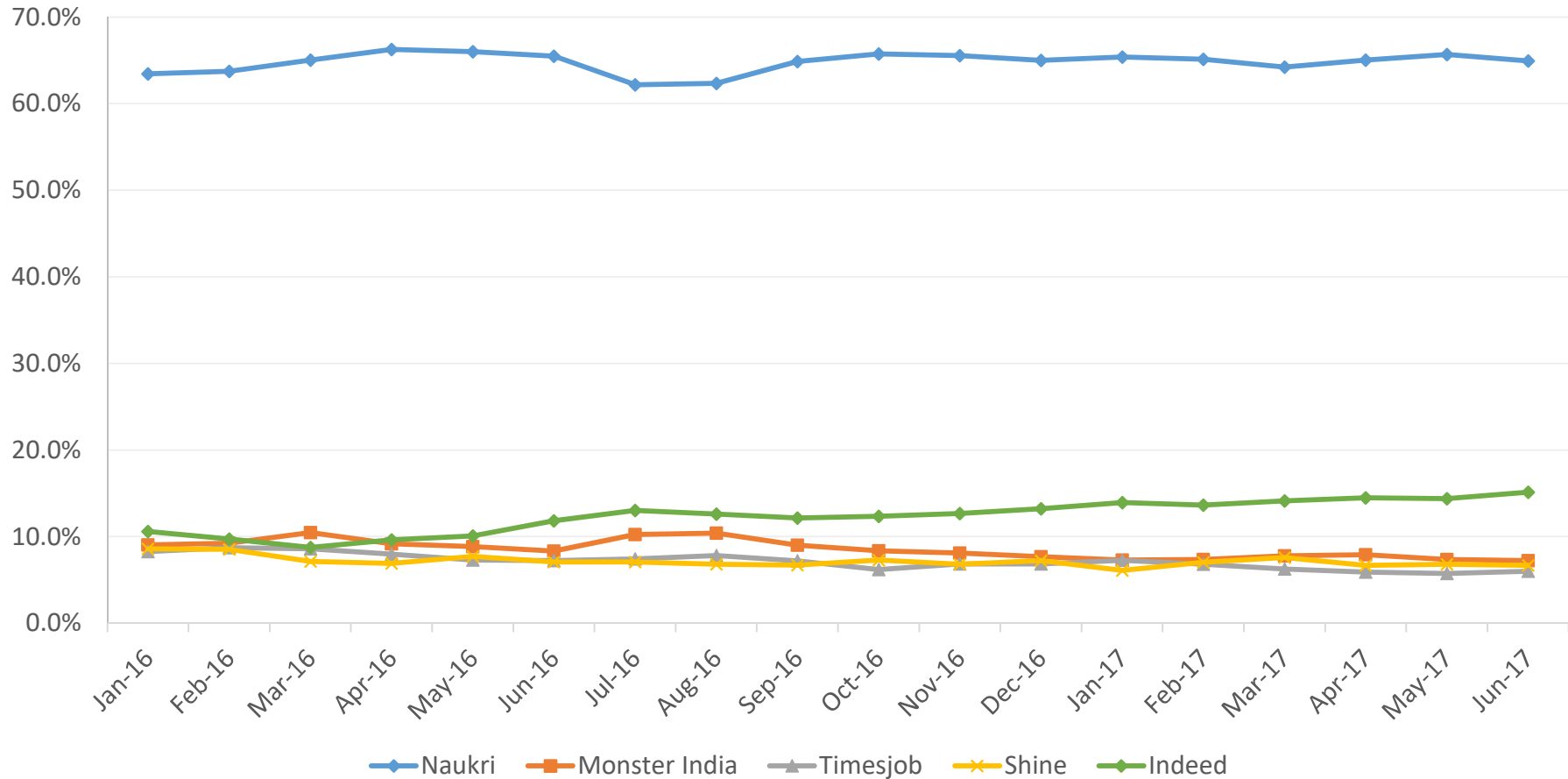
Source: SimilarWeb

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

~66% of the total sessions for Naukri, in Q1 FY 17-18, through mobile, Source : Google Analytics

Naukri's traffic share

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



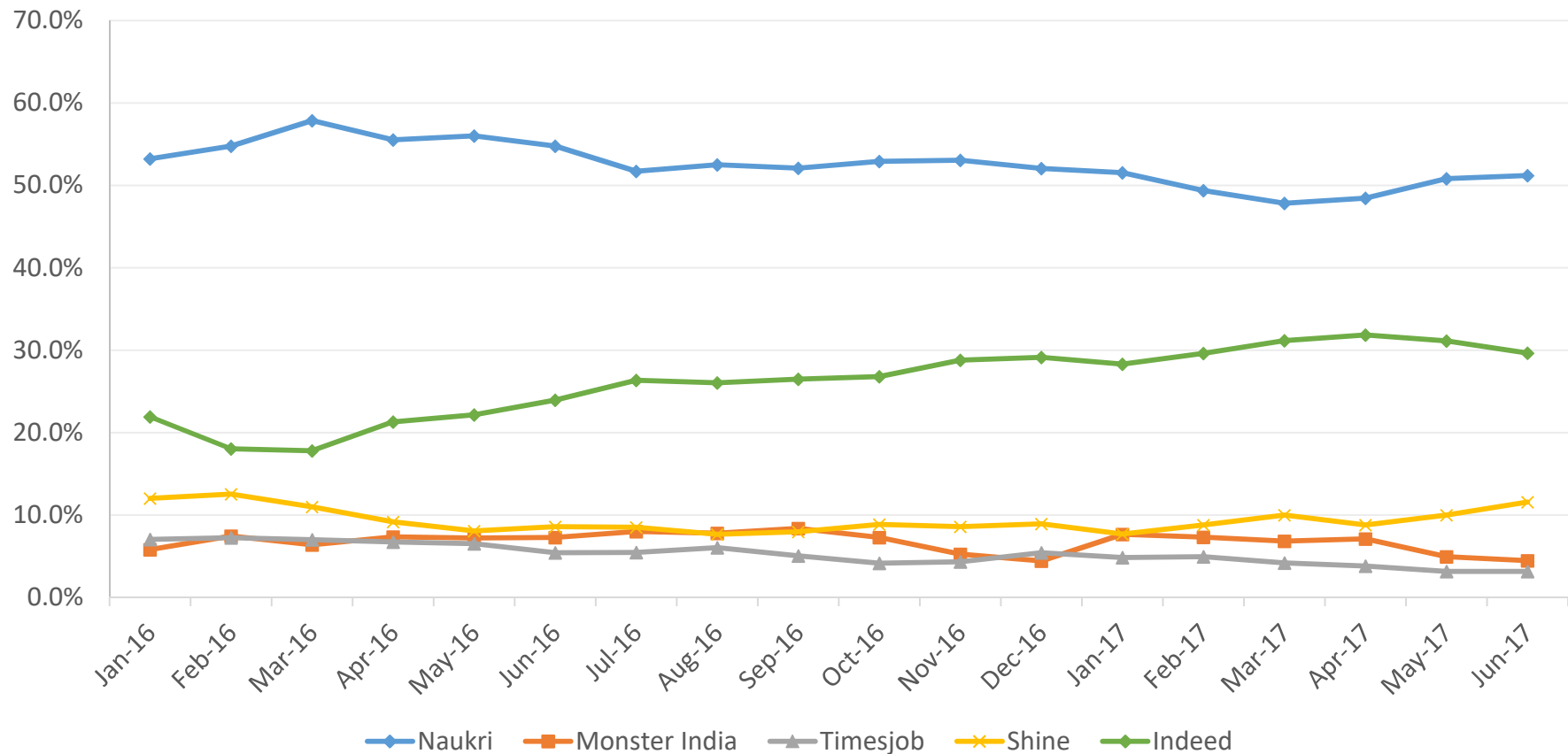
Source: SimilarWeb

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

~66% of the total sessions for Naukri, in Q1 FY 17-18, through mobile, Source : Google Analytics

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

~66% of the total sessions for Naukri, in Q1 FY 17-18, through mobile, Source : Google Analytics