

**INFO EDGE (INDIA) LIMITED**  
**Standalone Financials**

**Summary Financials**

Rs in million

Particulars	FY 03-04	FY 04-05*	FY 05-06	FY 06-07 <sup>A</sup>	FY 07-08	FY 08-09	FY 09-10	FY 10-11	FY 11-12	FY 12-13	FY 13-14	FY 14-15
Recruitment Solutions	192	437	780	1,277	1,964	2,116	1,954	2,425	3,042	3,367	3,713	4,449
Real Estate @	-	4	45	119	225	335	368	511	714	982	1,338	1,004
Other Verticals	-	-	-	-	-	-	14	4	14	24	7	662
Other operating income	-	-	-	-	-	-	-	-	-	-	-	-
<b>Net sales</b>	<b>192</b>	<b>441</b>	<b>824</b>	<b>1,396</b>	<b>2,189</b>	<b>2,452</b>	<b>2,337</b>	<b>2,940</b>	<b>3,771</b>	<b>4,373</b>	<b>5,059</b>	<b>6,115</b>
Increase Y o Y		130%	87%	69%	57%	12%	-5%	26%	28%	16%	16%	21%
Other income	3.09	10.63	16.50	76	207	286	306	279	395	465	432	764
<b>Total income</b>	<b>194.72</b>	<b>451.17</b>	<b>840.55</b>	<b>1,472</b>	<b>2,397</b>	<b>2,738</b>	<b>2,642</b>	<b>3,219</b>	<b>4,165</b>	<b>4,838</b>	<b>5,491</b>	<b>6,879</b>
Increase Y o Y		132%	86%	75%	63%	14%	-3%	22%	29%	16%	14%	25%
<b>Costs</b>												
a) Network & Other Charges	31.78	52.78	30.11	59	61	90	89	100	93	139	160	196
b) Staff Cost	62.88	111.10	280.43	492	746	934	871	1,137	1,370	1,672	1,966	2,520
c) Advertising and Promotion Cost	19.95	93.24	184.24	298	481	433	374	380	516	577	662	841
d) Administration and Other Expenses	32.41	55.59	108.03	181	267	342	322	341	369	510	626	765
<b>Total costs</b>	<b>147.02</b>	<b>312.71</b>	<b>602.81</b>	<b>1,030</b>	<b>1,555</b>	<b>1,799</b>	<b>1,656</b>	<b>1,959</b>	<b>2,348</b>	<b>2,896</b>	<b>3,415</b>	<b>4,322</b>
Increase Y o Y		113%	93%	71%	51%	16%	-8%	18%	20%	23%	18%	27%
<b>EBIDTA</b>	<b>47.70</b>	<b>138.47</b>	<b>237.74</b>	<b>441</b>	<b>842</b>	<b>939</b>	<b>986</b>	<b>1,260</b>	<b>1,818</b>	<b>1,939</b>	<b>2,077</b>	<b>2,557</b>
% EBIDTA	24.5%	30.7%	28.3%	30.0%	35.1%	34.3%	37.3%	39.1%	43.6%	40.1%	37.8%	37.2%
Increase Y o Y		190%	72%	86%	91%	11%	5%	28%	44%	7%	7%	23%
Operating EBIDTA	44.61	127.84	221.24	365	635	652	666	981	1,423	1,474	1,644	1,793
% Operating EBIDTA to Net Sales	23.3%	29.0%	26.8%	26.2%	29.0%	26.6%	28.7%	33.4%	37.7%	33.7%	32.5%	29.3%
Increase Y o Y		187%	73%	65%	74%	3%	2%	47%	45%	4%	12%	9%
Depreciation	7.20	11.13	27.56	46	56	71	61	71	77	94	174	173
Interest	0.10	0.10	0.12	0	0	0	1	1	1	1	1	1
Amorisation	1.57	-	-	-	-	-	-	-	-	-	-	-
Exceptional item	-	-	-	-	-	-	38	4	4	293	26	(291)
<b>PBT</b>	<b>38.83</b>	<b>127.24</b>	<b>210.07</b>	<b>395</b>	<b>786</b>	<b>867</b>	<b>887</b>	<b>1,184</b>	<b>1,737</b>	<b>1,551</b>	<b>1,876</b>	<b>2,675</b>
% PBT	19.9%	28.2%	25.0%	26.8%	32.8%	31.7%	33.6%	36.8%	41.7%	32.1%	34.2%	38.9%
Increase Y o Y		228%	65%	88%	99%	10%	2%	34%	47%	-11%	21%	43%
Operating PBT	35.74	116.62	193.57	319	579	581	581	905	1,342	1,086	1,443	1,911
% Operating PBT to Net Sales	18.7%	26.5%	23.5%	22.8%	26.4%	23.7%	24.9%	30.8%	35.6%	24.8%	28.5%	31.3%
Increase Y o Y		226%	66%	65%	82%	0%	0%	56%	48%	-19%	33%	32%
Tax	14.47	33.41	77.25	124	231	270	317	381	511	528	591	736
Exceptional item	-	-	-	-	-	-	-	(37.06)	0.00	0.00	0.00	0.00
<b>PAT</b>	<b>24.36</b>	<b>93.84</b>	<b>132.82</b>	<b>271</b>	<b>555</b>	<b>597</b>	<b>569</b>	<b>840</b>	<b>1,226</b>	<b>1,022</b>	<b>1,285</b>	<b>1,939</b>
% PAT	12.5%	20.8%	15.8%	18.4%	23.2%	21.8%	21.5%	26.1%	29.4%	21.1%	23.4%	28.2%
Increase Y o Y		285%	42%	104%	105%	8%	-5%	48%	46%	-17%	26%	51%
<b>EPS in Rs (Basic &amp; Diluted)</b>	<b>1.18</b>	<b>1.50</b>	<b>6.08</b>	<b>11.31</b>	<b>20.33</b>	<b>21.87</b>	<b>20.86</b>	<b>15.38</b>	<b>22.46</b>	<b>9.36</b>	<b>11.77</b>	<b>16.59</b>
No. of Equity shares	20,796,395	62,389,185	21,836,202	27,295,256	27,295,256	27,295,256	27,295,256	54,590,512	54,590,512	109,181,024	109,181,024	120,216,000
Face value of Equity share (INR)	1	1	1	10	10	10	10	10	10	10	10	10

Please refer to the annual report and audited financial statements for details and explanations

<sup>A</sup> The Company had made an Initial Public Offering of its equity shares in FY06-07 and did a 1:1 bonus in September, 2010, a 1:1 bonus in June, 2012 and a dilution (QIP) in Sept, 2014

\* In FY 04-05 there was an exceptional charge of Rs 90.57 million pertaining to ESOPs.

If adjusted for the above, the PAT in FY04-05 would be Rs 3.27 million and the EPS, Rs 0.05

@ Real Estate nos. included in Other Verticals till FY 13-14

Rs in million

BALANCE SHEET	31-Mar-04	31-Mar-05	31-Mar-06	31-Mar-07	31-Mar-08	31-Mar-09	31-Mar-10	31-Mar-11	31-Mar-12	31-Mar-13	31-Mar-14	31-Mar-15
<b>As on</b>												
<b>LIABILITIES</b>												
Equity Share Capital	20.80	62.39	218.36	273	273	273	273	546	546	1,092	1,092	1,202
ESOP Outstanding	-	1.58	6.25	5	18	28	27	31	41	54	28	15
Reserves and Surplus	58.66	61.94	22.72	1,857	2,391	2,966	3,521	4,053	5,158	5,509	6,502	15,407
<b>Sub Total</b>	<b>79.46</b>	<b>125.91</b>	<b>247.33</b>	<b>2,135</b>	<b>2,682</b>	<b>3,267</b>	<b>3,820</b>	<b>4,630</b>	<b>5,744</b>	<b>6,654</b>	<b>7,622</b>	<b>16,624</b>
Secured Loans	0.74	0.76	1.81	4	4	3	6	7	7	9	10	3
<b>Current Liabilities</b>												
Deferred Sales	47.32	119.05	255.10	478	628	495	533	895	1,189	1,212	1,395	1,728
Other Current Liabilities	24.34	51.16	102.89	348	348	210	259	321	373	459	546	612
Provisions	2.19	14.16	24.63	39	45	88	88	142	162	171	242	452
<b>Sub Total</b>	<b>73.85</b>	<b>184.37</b>	<b>382.62</b>	<b>704</b>	<b>1,021</b>	<b>766</b>	<b>880</b>	<b>1,358</b>	<b>1,724</b>	<b>1,842</b>	<b>2,183</b>	<b>2,792</b>
<b>Total</b>	<b>154.05</b>	<b>311.04</b>	<b>631.77</b>	<b>2,842</b>	<b>3,707</b>	<b>4,037</b>	<b>4,706</b>	<b>5,994</b>	<b>7,474</b>	<b>8,506</b>	<b>9,815</b>	<b>19,419</b>
<b>ASSETS</b>												
Net Block	15.63	58.78	94.88	102	318	301	288	539	531	908	854	839
Capital Advances	0.77	1.27	-	2	63	83	69	154	159	157	158	95
Deferred Tax Asset	0.83	(1.72)	(2.37)	7	11	19	34	41	42	45	64	64
Investments	5.18	20.76	126.02	2,180	2,654	195	1,276	2,969	3,814	4,247	6,152	15,048
Advance recoverable from Esop Trust	-	-	16.29	16	13	16	20	13	(0)	(0)	(0)	-
<b>Current Assets</b>												
Sundry Debtors	6.66	8.72	12.22	23	36	38	60	39	36	45	50	98
Cash and Bank balances	114.42	156.22	321.00	415	485	3,218	2,777	2,037	2,662	2,801	2,311	3,007
Loans and Advances	10.57	67.00	63.42	98	126	166	163	202	231	304	226	268
<b>Sub Total</b>	<b>131.65</b>	<b>231.94</b>	<b>396.65</b>	<b>536</b>	<b>647</b>	<b>3,422</b>	<b>3,019</b>	<b>2,279</b>	<b>2,928</b>	<b>3,150</b>	<b>2,588</b>	<b>3,373</b>
Miscellaneous Expenditure	-	-	0.30	-	-	-	-	-	-	-	-	-
<b>Total</b>	<b>154.05</b>	<b>311.04</b>	<b>631.77</b>	<b>2,842</b>	<b>3,707</b>	<b>4,037</b>	<b>4,706</b>	<b>5,994</b>	<b>7,474</b>	<b>8,506</b>	<b>9,815</b>	<b>19,419</b>