

Info Edge (India) Limited

India's internet classifieds company

May , 2023

Index

| | |
|--|----|
| <i>About Info Edge</i> | 5 |
| <i>Financials</i> | 7 |
| <i>Governance at Info Edge</i> | 16 |
| - <i>Naukri</i> | 21 |
| - <i>99 Acres</i> | 31 |
| - <i>Shiksha</i> | 43 |
| - <i>Jeevansathi</i> | 47 |
| <i>Investments</i> | 52 |
| <i>Data Security at IEIL</i> | 56 |
| <i>People Development</i> | 57 |
| <i>Contribution to Environment</i> | 58 |
| <i>Corporate Social Responsibility</i> | 59 |
| <i>Team</i> | 61 |
| <i>Brokerages that cover us</i> | 64 |

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This presentation contains the Company’s audited financial information as at and for the financial year ending March 31, 2023 and as at and for the month ended Mar 31, 2023. Investors should be aware that such financial information may be subject to certain adjustments during the course of audit/review and the audited/reviewed financial statements of the Company, when announced, may differ from those contained in this presentation.

In this presentation:

- All figures mentioned are for the Company as a standalone entity and are as of Mar 31, 2023 or for the quarter ended Mar 31, 2023, unless indicated otherwise.
- Q4 FY23 or Q4 FY 22-23 means the period commencing on Jan 01, 2023 and ending on Mar 31, 2023.
- FY23 or FY 22-23 or FY 2023 means the Financial Year starting April 1, 2022 and ending March 31, 2023.
- 1 Crore = 10 Million = 100 Lakh.

Info Edge Businesses

infoedge

*Core Operating
Businesses.*



*Acquisitions
and Strategic
Investments*



*Financial
Investments*



Financial Investments in Technology-based Startups

Investments in Listed Entities.



Online restaurant search engine and food delivery site.
Shareholding :14.03%



Online insurance policies marketplace.
Shareholding: 12.77%

Balance sheet investments in Unlisted Entities.

20 active investments in the portfolio.
Total books value of Rs. 643.4 Cr
Major investee companies- Shopkirana, Shopsy, Gramophone, adda247 etc.

InfoEdge- AIFs.

(Around 50:50 partnership with MacRitchie Investment Pte Limited (Indirectly wholly owned Subsidiary of Temasek Holdings Pvt Ltd))

Info Edge Venture fund.-

First Scheme – USD100 Mn

Primary Focus- Consumer Tech Companies

Follow on Scheme- USD 100 Mn, Focus- Winners of Fund 1.

Info Edge Capital Corpus USD 150Mn

Primary Focus- Consumer Tech Companies.

Capital 2B Corpus USD 75Mn

Primary Focus- Companies leveraging deep tech/ patents etc

Key Financials- Past 4 years performance

All numbers in Rs MN except %

| Description | FY20 | FY21 | FY 22 | FY 23 |
|---|--------|--------|--------|--------|
| Revenues | 12,727 | 11,280 | 15,625 | 21,586 |
| Billing | 12,687 | 11,758 | 18,660 | 23,663 |
| Operating EBITDA [^] | 4,027 | 2,881 | 4,637 | 7,842 |
| Operating Margin (%) [^] | 31.6% | 25.5% | 29.7% | 36.3% |
| Cash and Bank Bal # | 12,613 | 33,828 | 35,032 | 31,379 |
| Head Count (Nos) | 4,698 | 4,464 | 4,805 | 5,311 |
| Dividend Payout (% of paid up capital) | 60% | 80% | 130% | 90% |

[^] Operating EBITDA/ Margin / PBT excludes the impact of other income and exceptional items.

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

Key Financials- Annual

All numbers in Rs MN except %

| Description | FY 23 | FY22 | FY 21 | Growth FY23 Vs 22 | Growth FY22 Vs 21 |
|---------------------------|---------|--------|--------|----------------------|----------------------|
| Billing | | | | | |
| Info Edge * | 23,663 | 18,660 | 11,758 | 26.8% | 58.7% |
| - Recruitment | 18,587 | 14,364 | 8,320 | 29.3% | 72.6% |
| - 99Acres | 3,116 | 2,312 | 1,848 | 34.7% | 25.1% |
| Revenue | | | | | |
| Info Edge * | 21,586 | 15,625 | 11,280 | 38.1% | 38.5% |
| - Recruitment | 16,796 | 11,542 | 8,004 | 45.5% | 44.2% |
| - 99Acres | 2,845 | 2,173 | 1,738 | 30.9% | 25% |
| Operating EBITDA | | | | | |
| Info Edge * | 7,842 | 4,637 | 2,881 | 69% | 60.9% |
| - Recruitment | 10,309 | 6,798 | 4,375 | 51.6% | 55.3% |
| - 99Acres | (1,074) | (782) | (222) | (37.5)% | (252.2)% |
| Operating EBITDA % | | | | | |
| Info Edge * | 36.3% | 29.7% | 25.5% | 6.6% | 4.2% |
| - Recruitment | 61% | 59% | 55% | 2% | 4% |

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

Key Financials- Qtrly Update

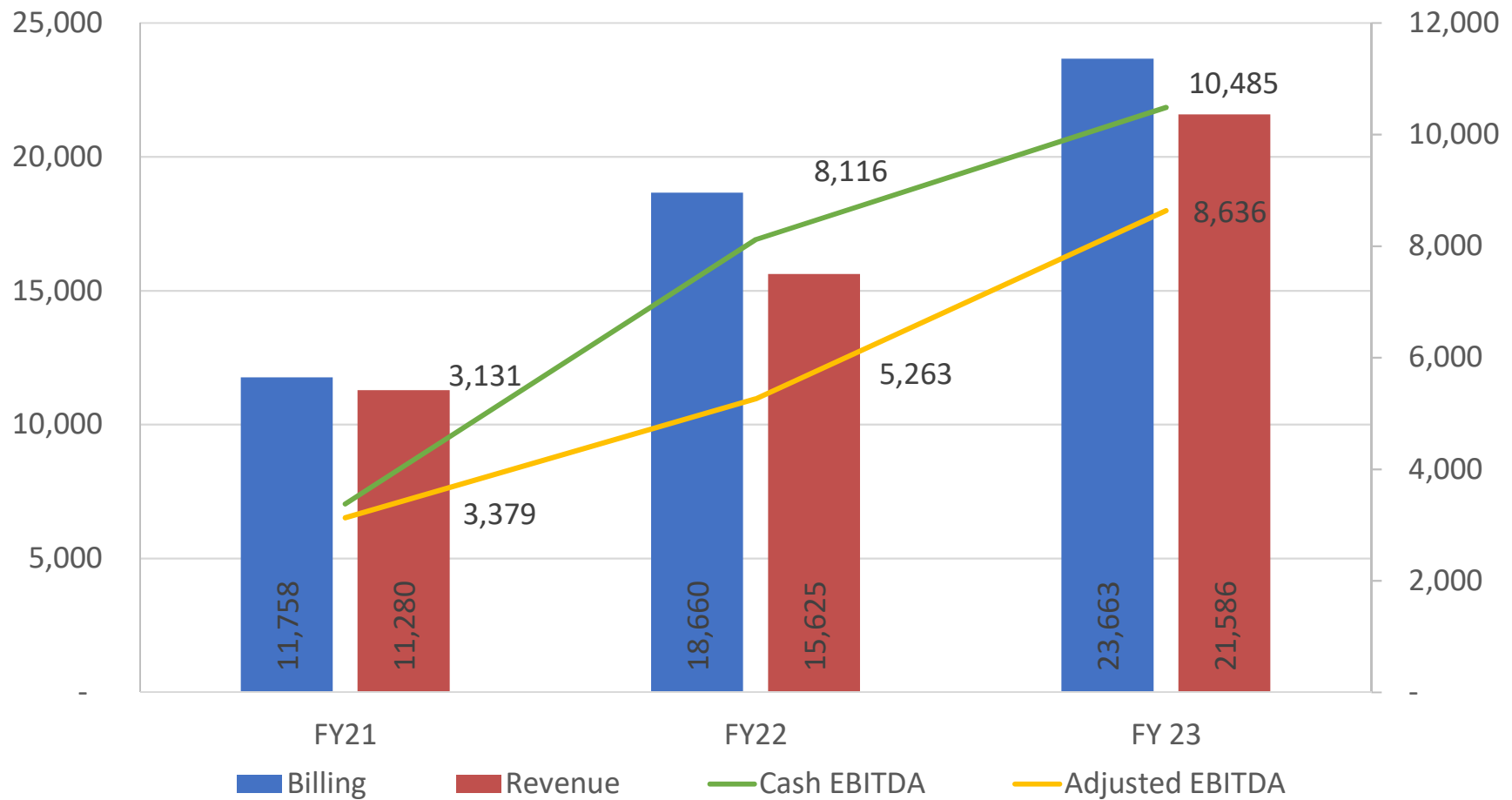
All numbers in Rs MN except %

| Description | Q4'23 | Q4'22 | YOY | Q3'23 | QoQ |
|---------------------------|-------|-------|---------|-------|-------|
| Billing | | | | | |
| Info Edge * | 7,486 | 6,493 | 15.2% | 5,507 | 35.9% |
| - Recruitment | 5,835 | 5,133 | 13.6% | 4,346 | 34.2% |
| - 99Acres | 1,037 | 793 | 30.7% | 711 | 45.8% |
| - JS | 205 | 281 | (27)% | 171 | 19.8% |
| - Shiksha | 409 | 287 | 42.5% | 278 | 47.1% |
| Revenues | | | | | |
| Info Edge * | 5,640 | 4,555 | 23.8% | 5,552 | 1.5% |
| - Recruitment | 4,376 | 3,444 | 27% | 4,368 | 0.1% |
| - 99Acres | 756 | 613 | 23.3% | 729 | 3.7% |
| - JS | 188 | 254 | (25.9)% | 179 | 5% |
| - Shiksha | 320 | 244 | 31.1% | 277 | 15% |
| Operating EBITDA % | | | | | |
| Info Edge * | 39% | 28% | 11% | 39% | - |
| - Recruitment | 62% | 60% | 2% | 63% | (1)% |

* Info Edge standalone financials

Financial performance

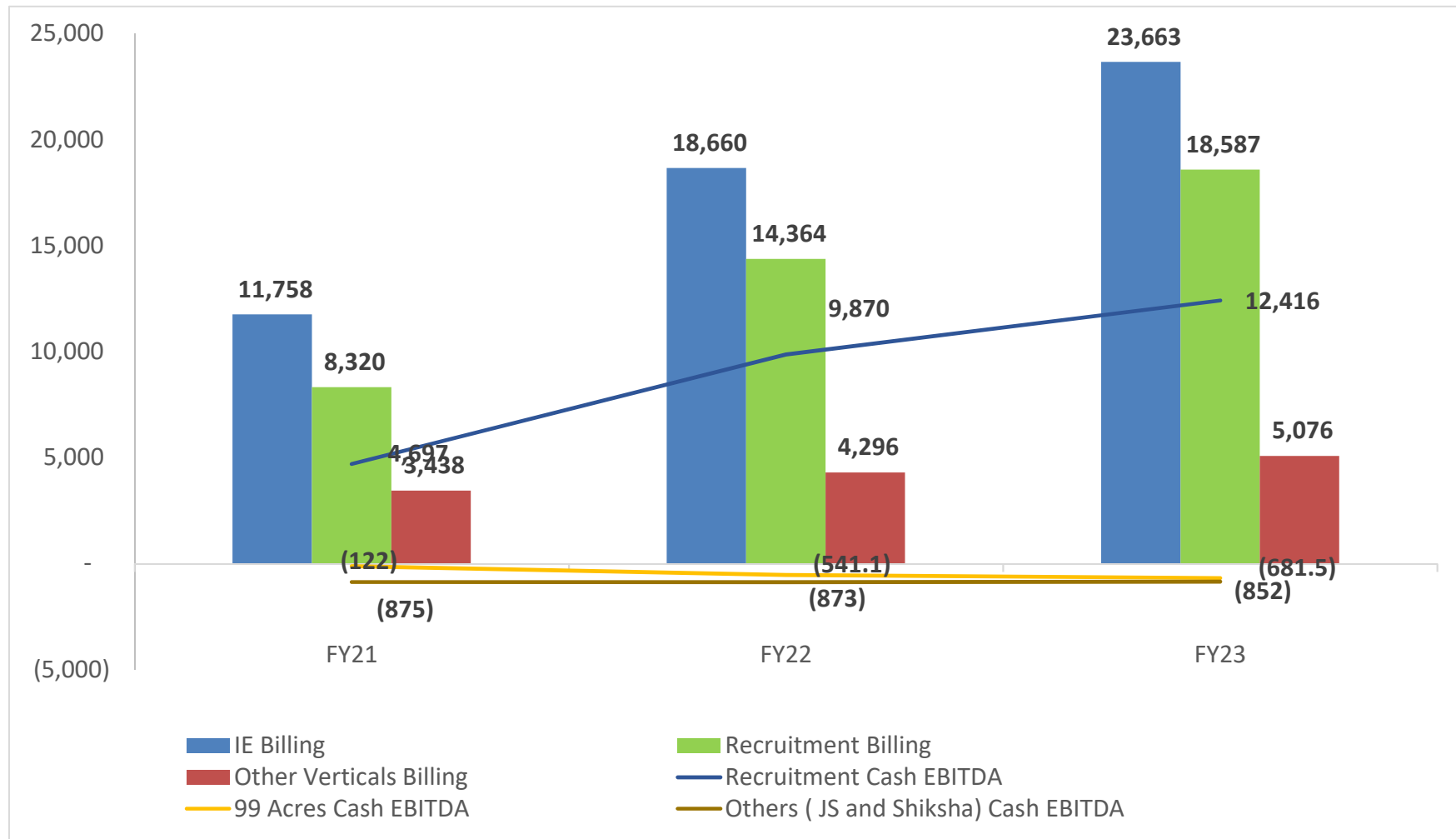
Info Edge Billing and Cash EBITDA** (Rs Mn) trend



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

Billing and Cash EBITDA

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

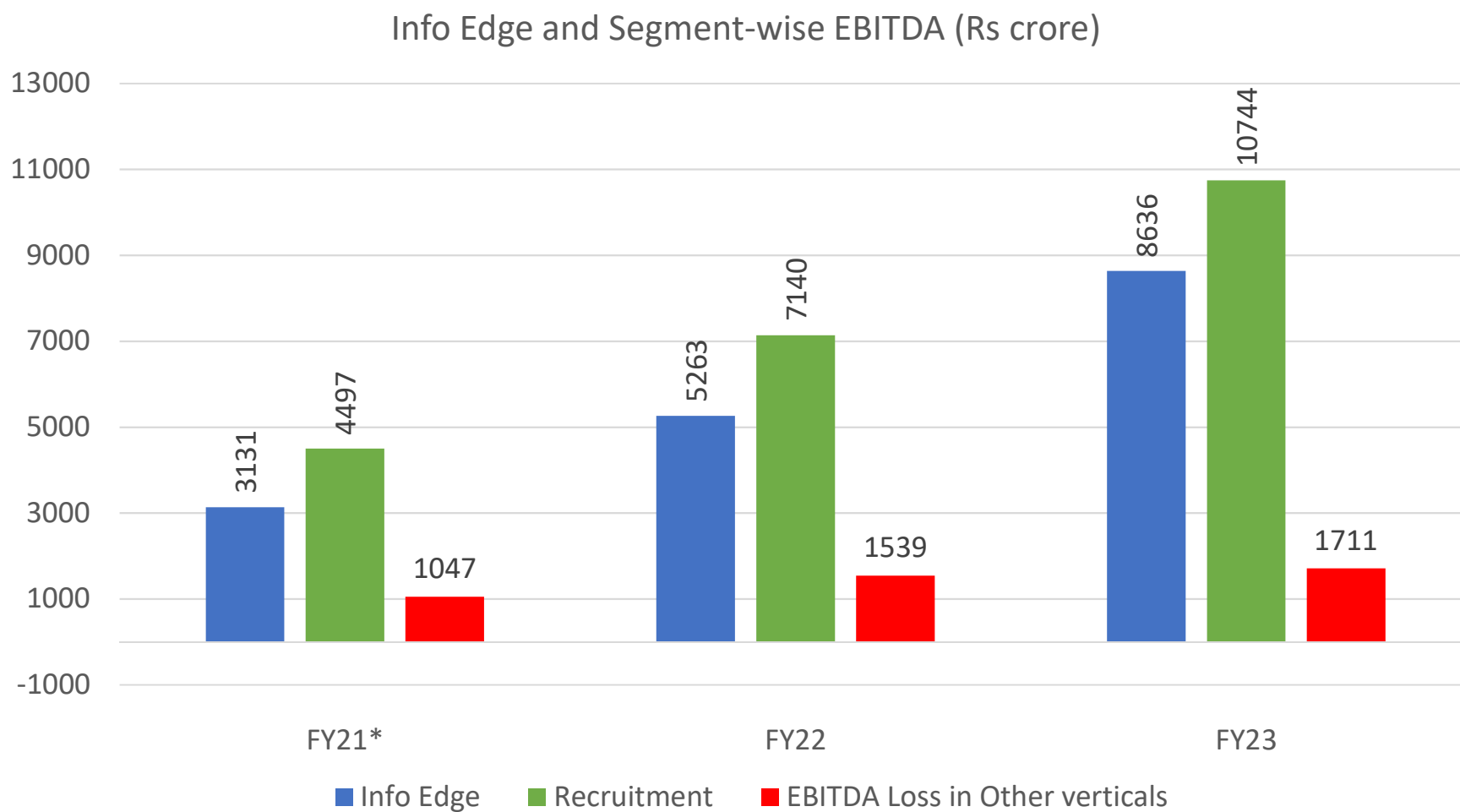


* Segmental data for Naukri and other verticals

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

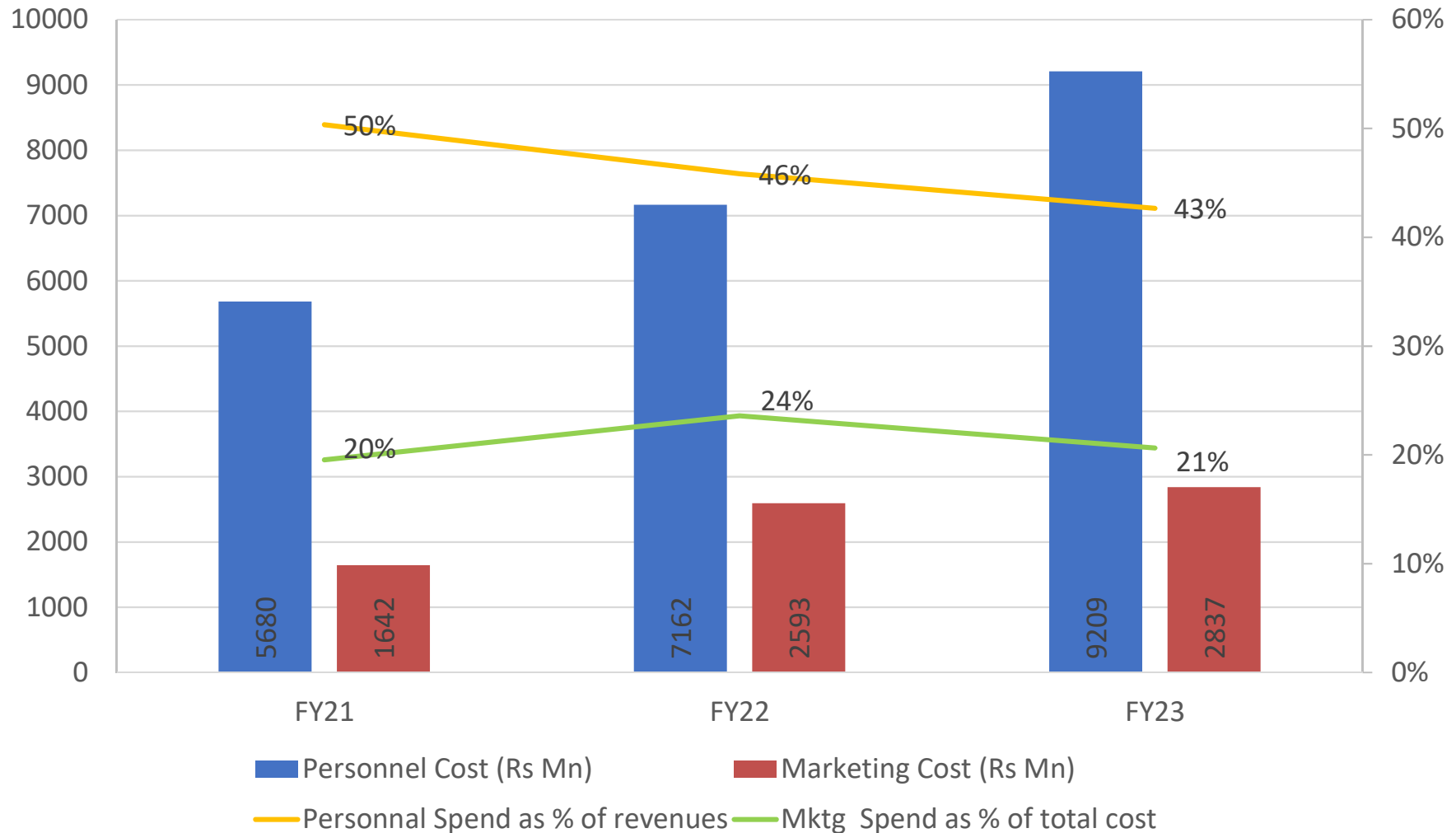
Info Edge standalone financials

Operating EBITDA



- EBITDA for FY20-FY23 adjusted for non-cash charges
- *Info Edge standalone financials.*

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

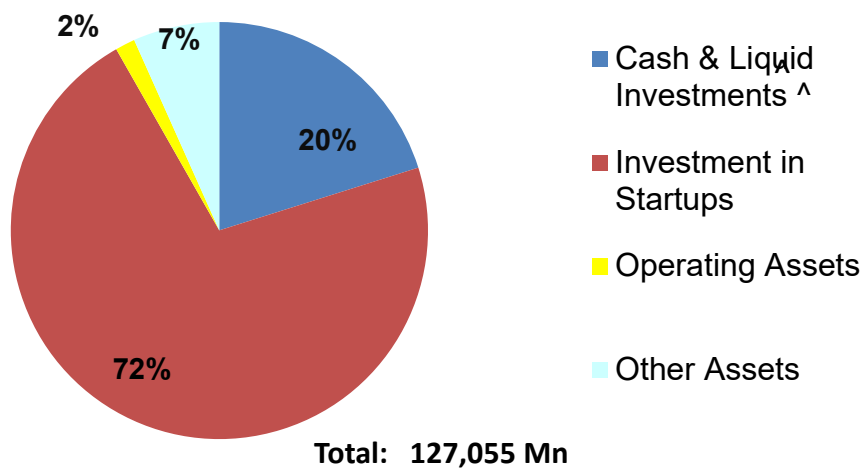


- Manpower and marketing constitute 88% of our total standalone expenses
- *Info Edge standalone financials*

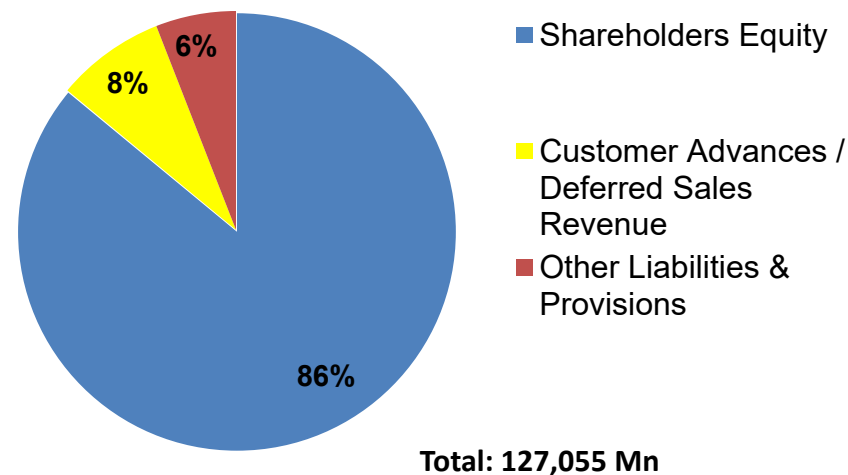
Assets and funds Allocation

As of Mar 31, 2023

Assets



Liabilities

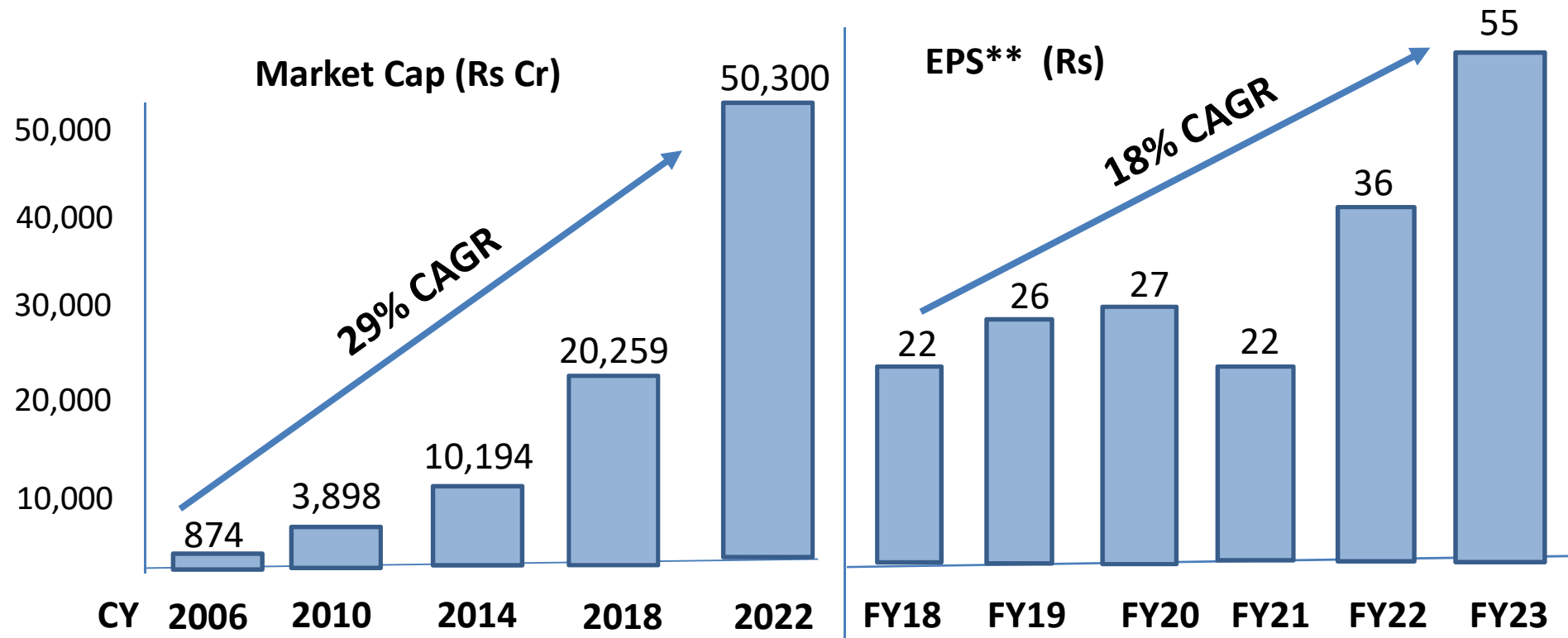


- Negative working capital in operating business with negligible operating assets.

^Cash and Liquid Investments (valued at M2M) include Cash / bank balance with WOS & AIF investment.

High Compounding rate of Returns

infoedge



- Doubling of market cap every 4 years.
- 24% CAGR in market cap in USD.
- Consistent annual dividend payout. Rs 801 Cr (28% of operating PAT) paid out as dividend since IPO
- Total fund raise since inception Rs 2,752 Cr

** EPS before exceptional items

Corporate Governance- Cornerstone to our value system infoedge

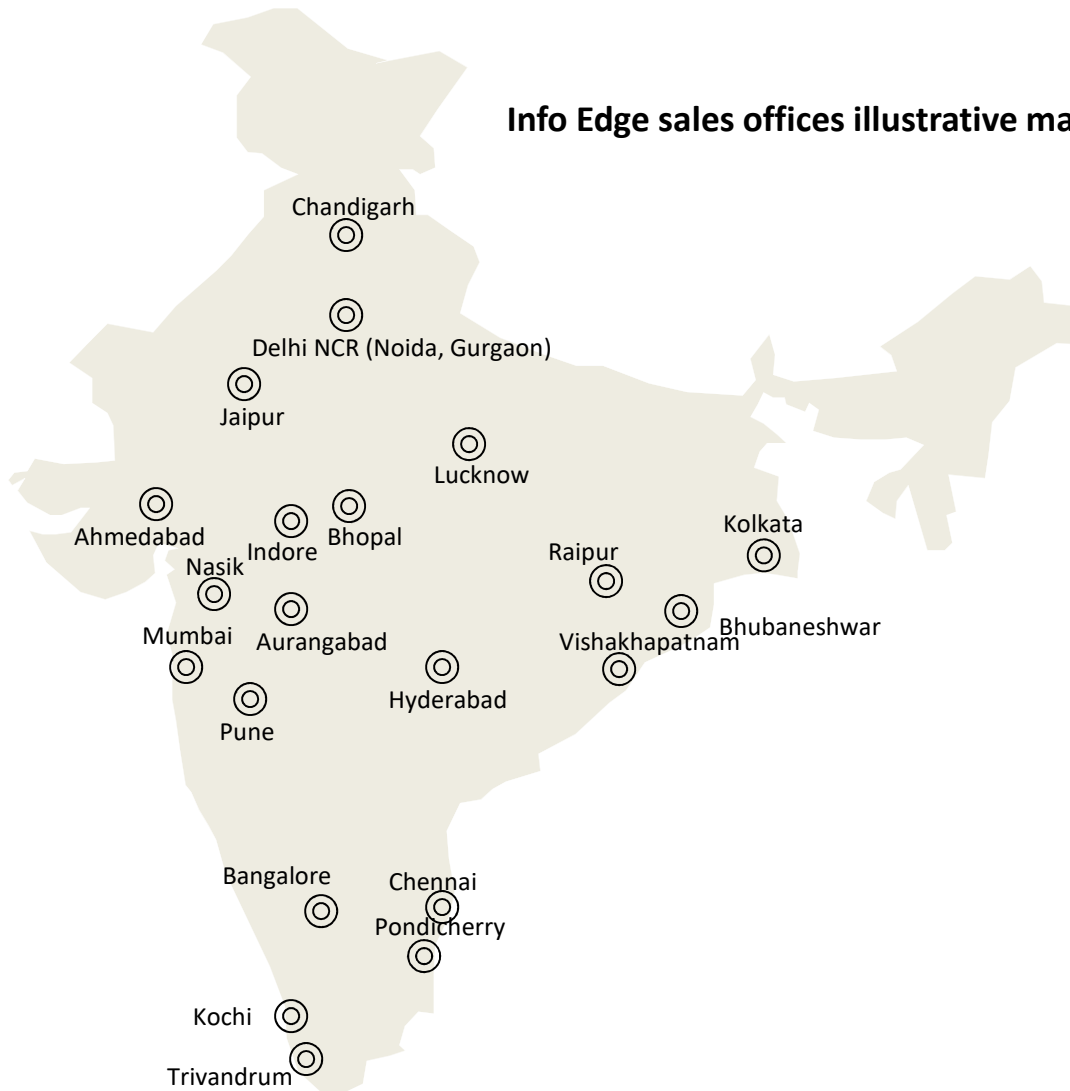
- Half of the Board comprises of Independent Directors
- Non- Executive Chairman
- Statutory Audit performed by EY
- Internal Audit performed by an external firm
- Audit committee comprises only of Independent Directors
- Formal dividend policy (25% to 40% of standalone PAT)
- Whistle blower mechanism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

Board of Directors

| Whole time | Non Executive | Independent | |
|--|---|--|--|
| <p>Sanjeev Bikhchandani (59) Promoter and Executive Vice Chairman BA Econ. St. Stephen's. PGDM IIM-A</p> | <p>Kapil Kapoor (58) Chairman & Non Executive Director B.A.Econ, PGDM IIM-A Former COO (Global Business Development), Timex Group</p> | <p>Sharad Malik (59) B Tech IIT-D, MS, PhD, University of California Chair-(Deptt. of Electrical Engineering), Princeton University</p> | <p>Ashish Gupta (56) B Tech IIT-K, Doctorate from Stanford University Founder Tavant Technologies, Jungle;</p> |
| <p>Hitesh Oberoi (50) Co Founder ,Managing Director and CEO B.Tech IIT Delhi, PGDM IIM-B</p> | <p>Bala Deshpande (56) Non Executive Director MA Econ., MMS JBIMS Sr. MD, New Enterprise Associates (NEA)</p> | <p>Geeta Mathur (56) Chairman, Audit Committee Chartered Accountant Previously worked with ICICI Bank, Helpage India, IPE Global.</p> | <p>Aruna Sundararajan (63) Post graduate degree in Arts from University of Madras Retired officer of the Indian Administrative Service</p> |
| <p>Chintan Thakkar (56) Whole-time Director and CFO Chartered Accountant Previously worked with Computer Associates, India</p> | <p>Saurabh Srivastava (76) Independent Director B.Tech IIT Kanpur, M.Sc Harvard Founder IIS Infotech (Now Xansa)</p> | <p>Arindam Kumar Bhattacharya (60) PhD Engineering from University of Warwick, UK Former Senior Partner and Director of the Boston Consulting Group, India</p> | |
| <p>Pawan Goyal (52) (w.e.f. April 30, 2023) B.Tech IIT M.Sc THE UNIVERSITY OF TEXAS Previously worked with Adobe Systems</p> | <p>Naresh Gupta (56) B Tech IIT Kanpur, Ph.D, University of Maryland Former MD, Adobe India</p> | | |

Nationwide sales/customer interface infrastructure

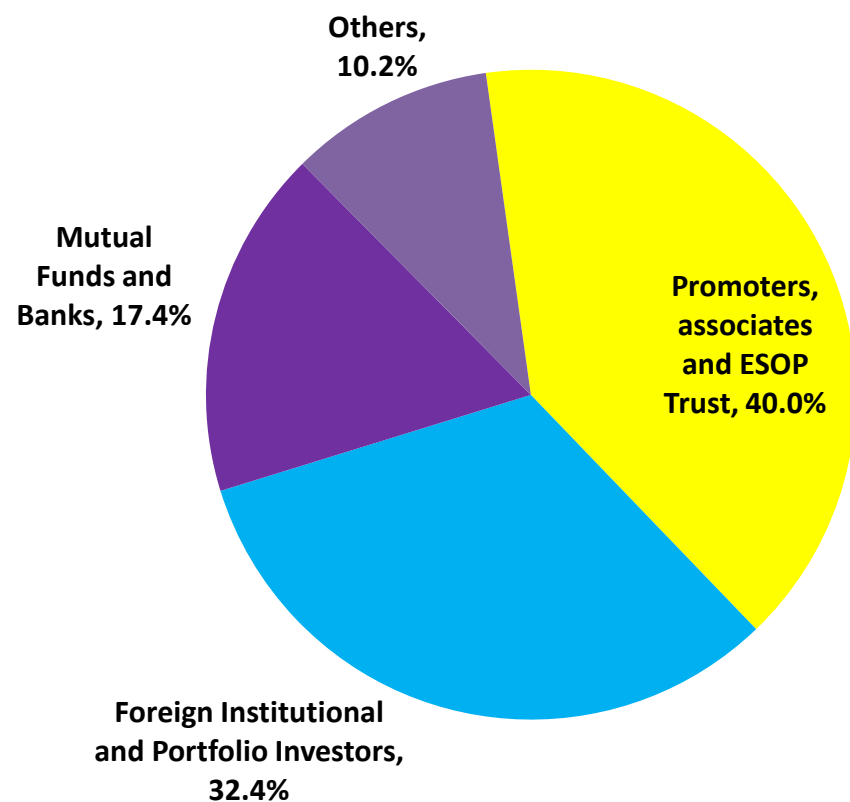
Info Edge sales offices illustrative map



Geographical Spread as on date

- Nation wide coverage through 75 company branch offices in 55 cities in India
- 3,344 sales/ servicing/ client facing staff or 63% of the company's workforce of 5,311.

Shareholding



As of 30th April, 2023

| <i>MF/ FPI/FII/Banks/ Insurance Companies</i> | <i>% Shareholding</i> |
|--|------------------------------|
| Axis Mutual Fund + Schroders | 7.87% |
| Life Insurance Corporation | 5.18% |
| Nalanda | 2.99% |
| UTI -various | 2.45% |
| Vanguard | 2.26% |
| Ishares- Various funds | 1.95% |
| Arisaig | 1.57% |
| Govt Pension Fund Global | 1.14% |
| Stewart Investors Asia | 0.95% |
| Ward Ferry | 0.89% |
| Goldman Sachs EM Fund | 0.80% |
| Government of Singapore | 0.57% |
| SBI Life Insurance Co | 0.53% |
| Nordea | 0.52% |
| ICICI Prudential | 0.52% |
| HDFC Life | 0.51% |
| People Bank of China | 0.45% |
| Stitching Deposit- APG Emerging Markets | 0.43% |

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

Cash Flows and Capital Allocation.

Strong operating businesses

- Strong Operating Cash generation year with a run-rate of c1000 Cr plus (pre Tax) annually and growing.
- Negative working capital due to advance subscription fees (Rs 1,018 cr as on 31/03/23)
- Asset-light business models
- “Zero” Debt.

Well Defined approach towards Financial Investments

- AIF structure for eventual and self-sustained independent financial investment business.
- Partnered with reputed Sovereign Fund (Temasek Holdings).
- AIF contribution commitment is currently pegged at ~USD 212.5m
- Funds created with a term of 12-14 years.

Established Dividend payout track record.

- Formal dividend policy of paying 25%-40% of standalone cash PAT .
- Track record of consistent dividend payout for last 16 years. Paid 28% of cash PAT as dividend till date.

Find your dream job now

5 lakh+ jobs for you to explore

🔍 Enter skills / designations / companies

Select experience ▾

Enter location

Search

🏠 Remote >

🏢 MNC >

👤 Project Mg... >

🏆 Fortune 500 >

📊 Data Science >

🎓 Fresher >

🚀 Startup >

🏦 Banking & Fi... >

🏠 Temp WFH >

💻 Software & IT >

👤 Sales >

Top companies hiring now

MNCs >

1.3K+ are actively hiring



Edtech >

137 are actively hiring



Healthcare >

107 are actively hiring



Unicorns >

89 are actively hiring

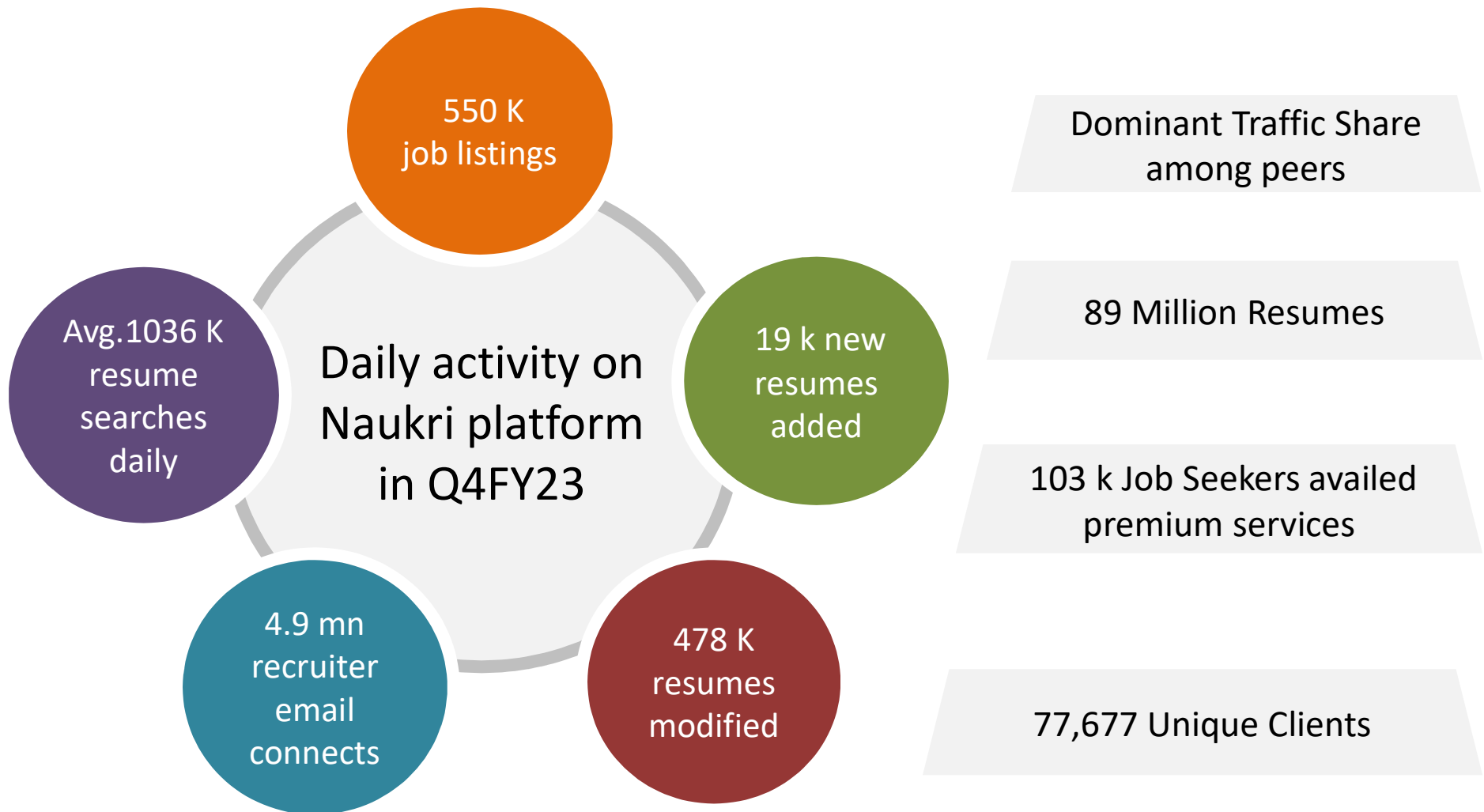


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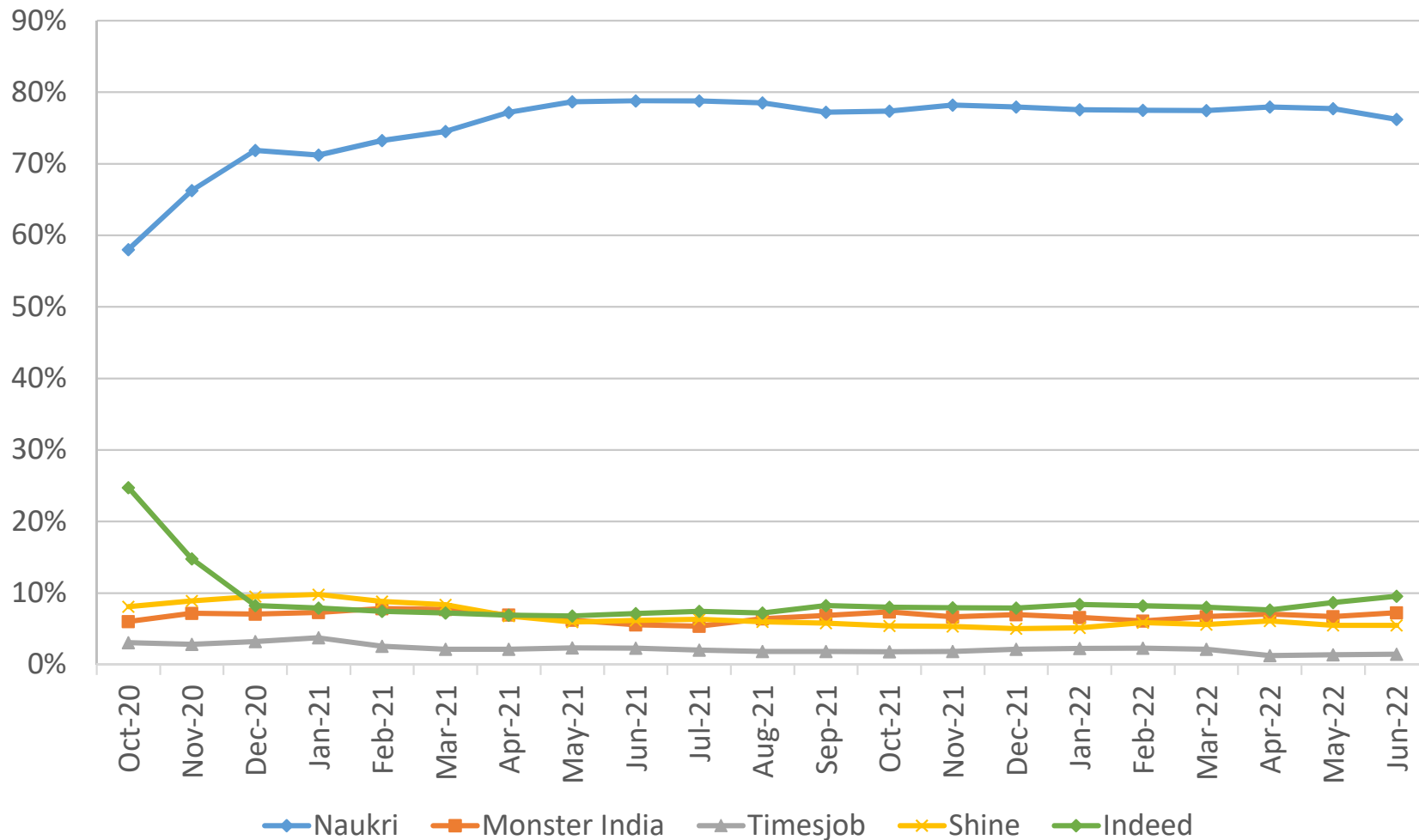


Key operating metrics for Naukri



Naukri traffic share among traditional job sites

Overall traffic (from desktops, laptops and web mobile)

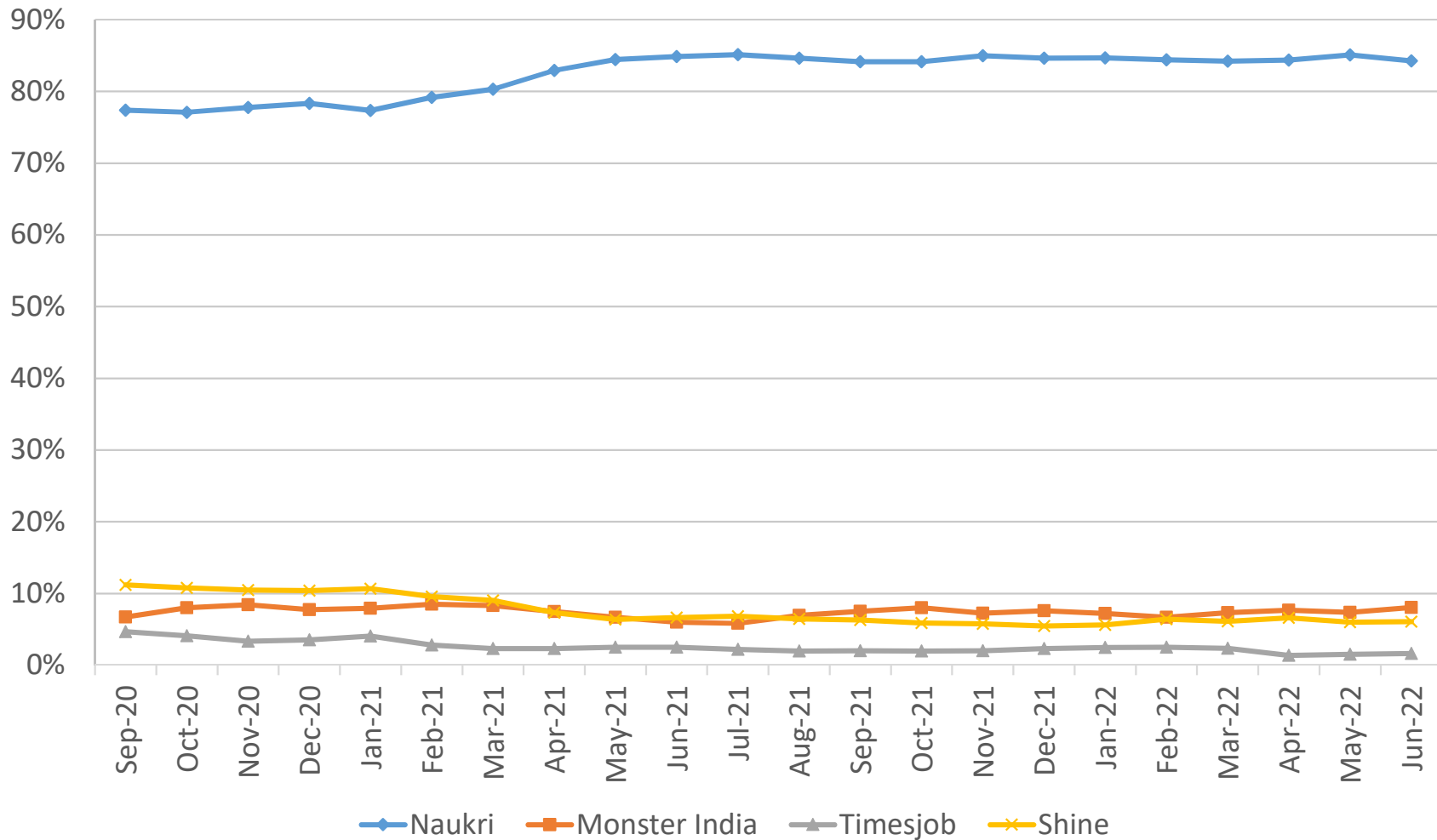


Source: SimilarWeb

Above chart excludes LinkedIn.

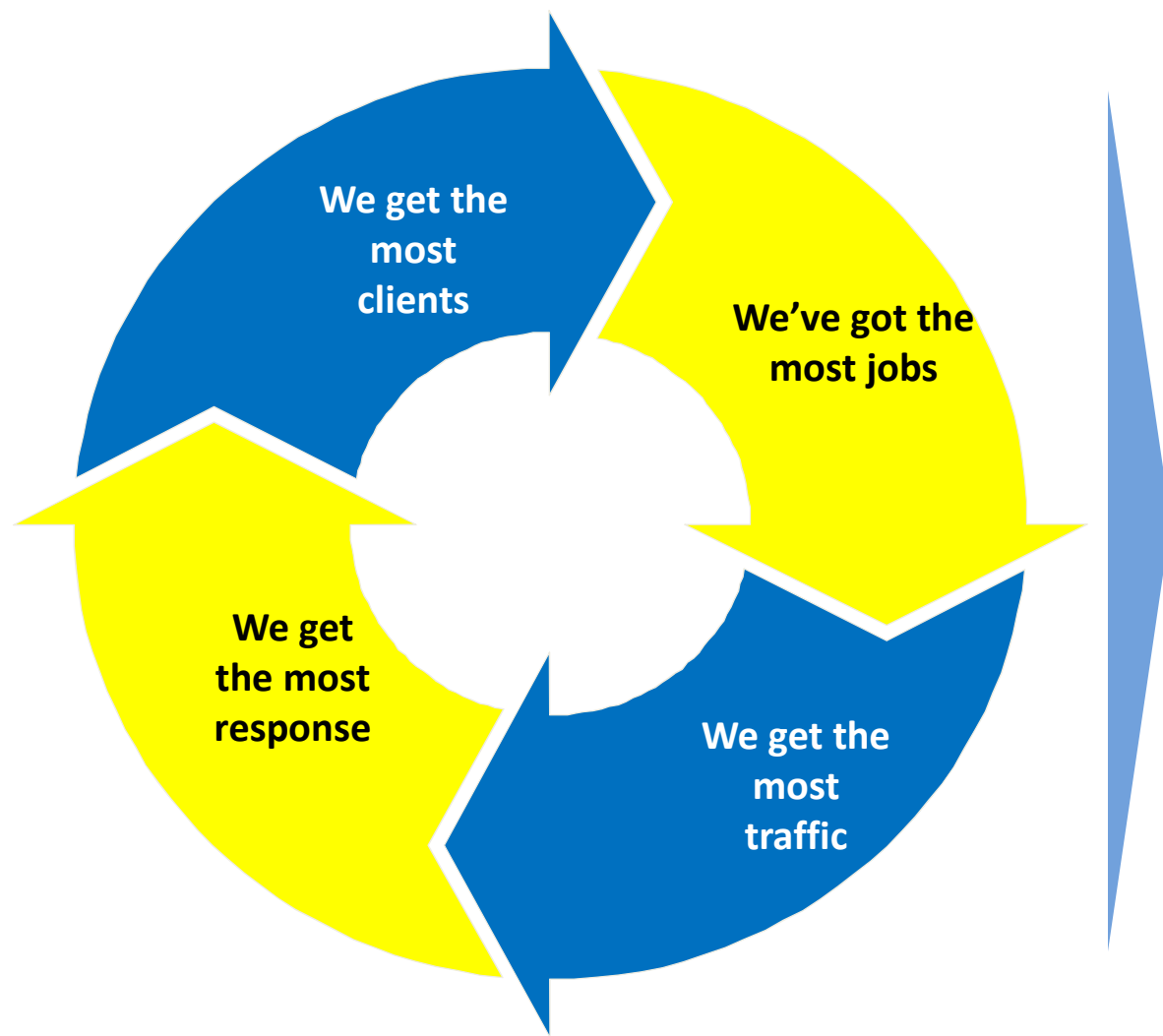
Naukri traffic share among traditional job sites

Overall traffic (from desktops, laptops & web mobile)



Source: SimilarWeb
Above chart excludes LinkedIn.

Naukri is a business of the virtuous circle



Benefits

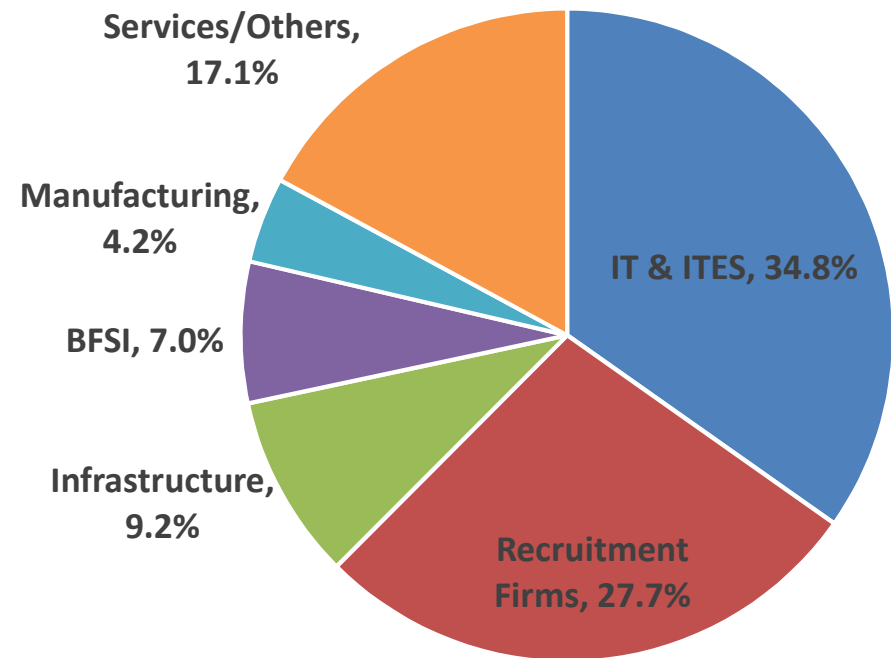
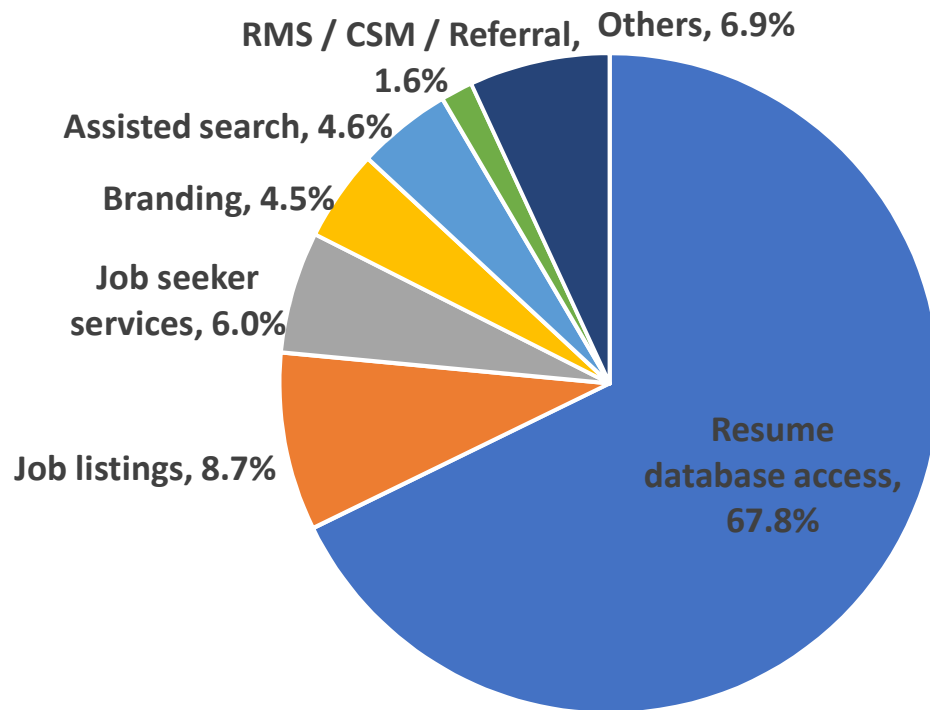
- Naukri has over 100% of industry profits enabling greater investment in
 - Product innovation
 - Engineering
 - Brand support
 - Sales network
 - Servicing back office
 - Superior talent

Revenue sources for Naukri

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

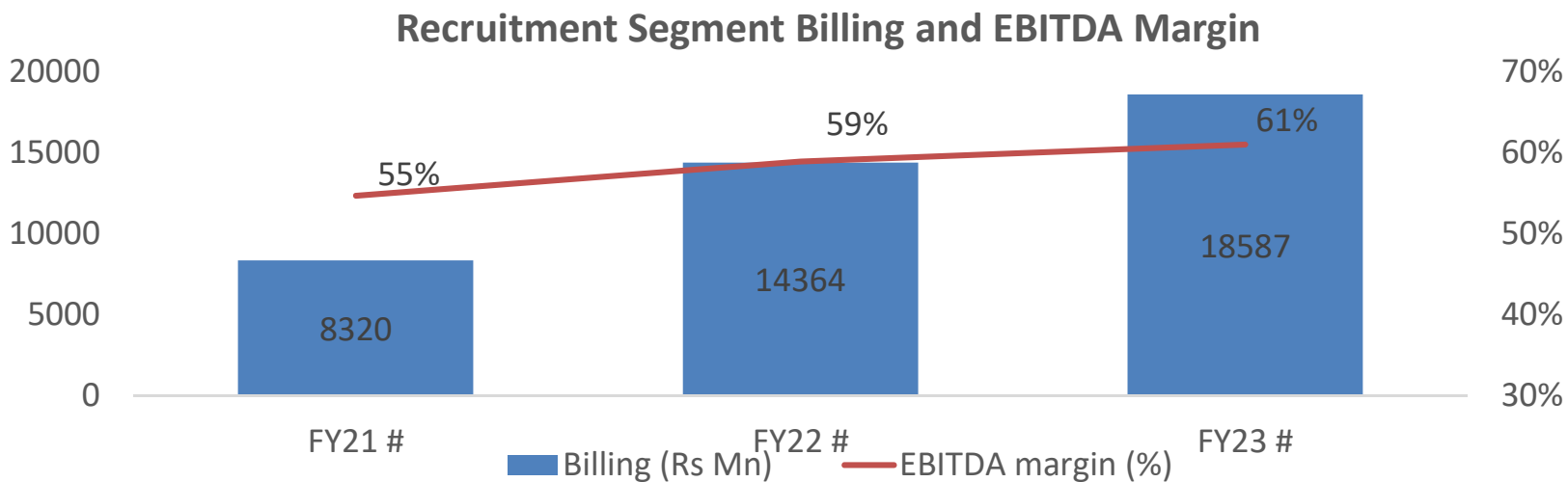
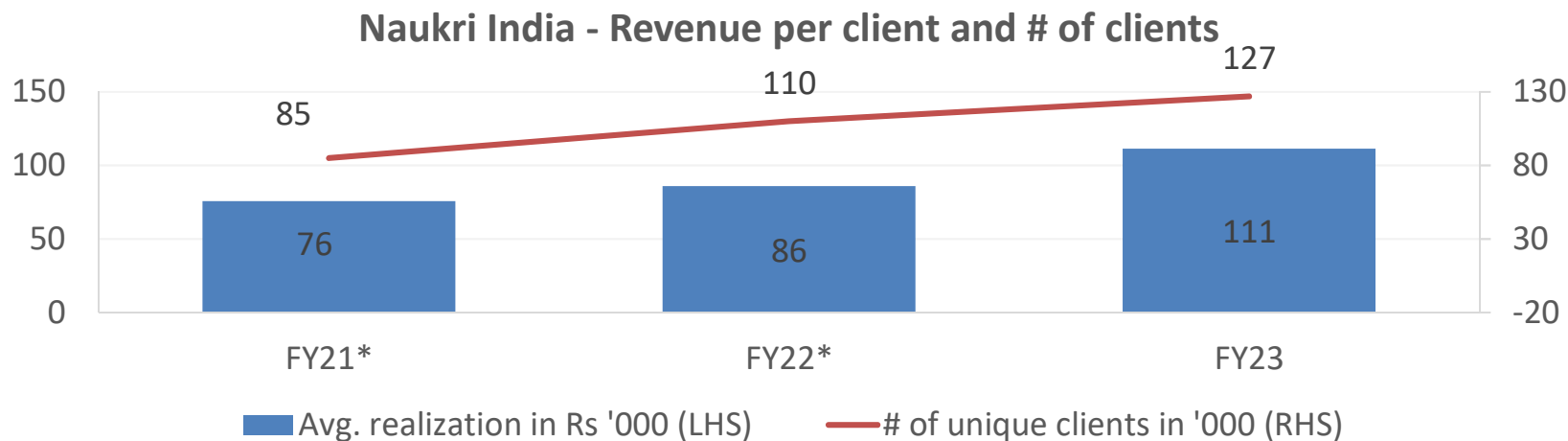
Breakdown of revenue by Product and Industry

Data for trailing 12 months to Mar 2023



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

Increasing realization per unique client with increasing number of customers



• # FY20 – FY23 numbers as per IND-AS. Above numbers are segmental business numbers for Naukri..

Multipronged strategy for business growth.



Our acquisitions in recruitment space

iimjobs
.com

An job portal exclusively for mid and senior level hiring.

hirist
.com

A job portal exclusively for engineers and technicians.

 **AmbitionBox**

India's number 1 platform for company review and insights.

 **zwayam**

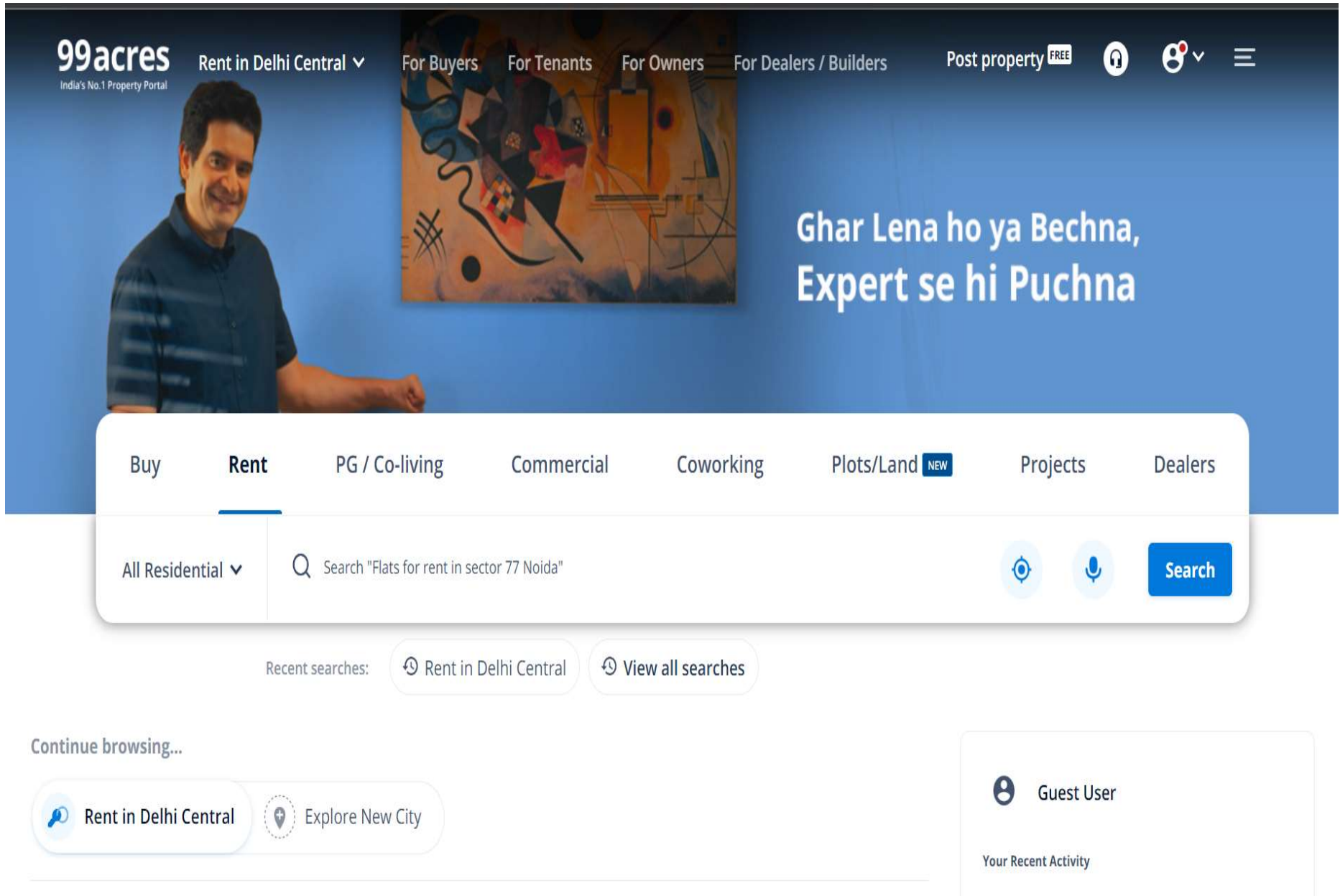
End to End recruitment automation software to manage entire hiring process from screening to selection.

 **doselect**

A skill assessment SAAS platform that helps identify talent efficiently.

 **CODING
NINJAS**

Indias most recommended code learning platform.



The image shows the top section of the 99acres website. At the top left is the 99acres logo with the tagline "India's No.1 Property Portal". To its right is a dropdown menu currently showing "Rent in Delhi Central". Further right are navigation links: "For Buyers", "For Tenants", "For Owners", and "For Dealers / Builders". On the far right of the top bar are icons for "Post property FREE", a home icon, a user profile icon, and a hamburger menu icon.

The main banner features a smiling man in a dark blue shirt on the left and a colorful abstract painting in the center. To the right of the painting is the text: "Ghar Lena ho ya Bechna, Expert se hi Puchna".

Below the banner is a white navigation bar with the following categories: "Buy", "Rent" (which is underlined), "PG / Co-living", "Commercial", "Coworking", "Plots/Land" (with a "NEW" badge), "Projects", and "Dealers".

Below the navigation bar is a search bar. On the left, there is a dropdown menu for "All Residential". The search input field contains the text "Search 'Flats for rent in sector 77 Noida'". To the right of the search bar are icons for location services and voice search, followed by a blue "Search" button.

Below the search bar is a "Recent searches" section with two buttons: "Rent in Delhi Central" and "View all searches".

At the bottom left, there is a "Continue browsing..." section with two buttons: "Rent in Delhi Central" and "Explore New City".

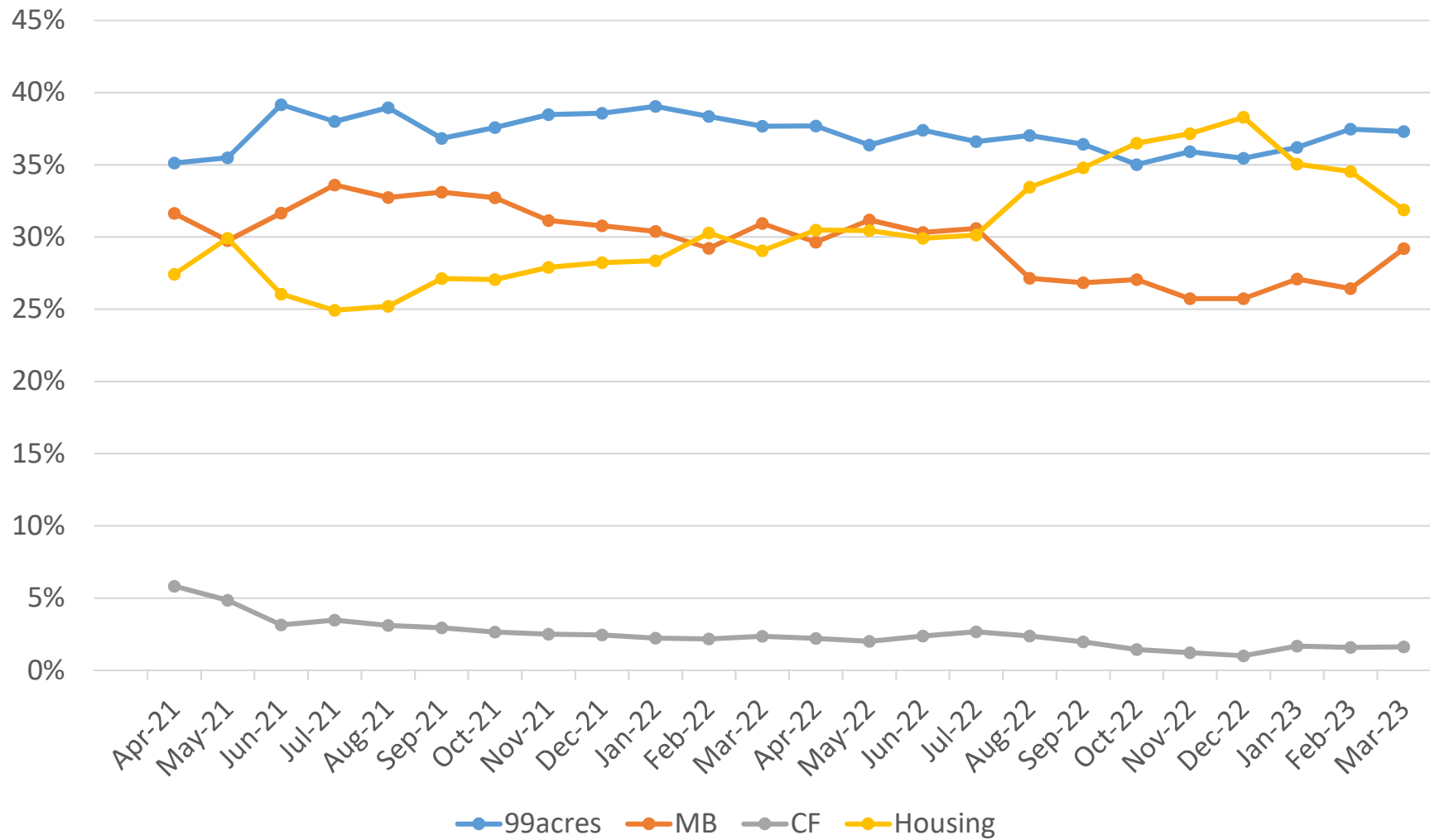
At the bottom right, there is a user profile section for "Guest User" with a sub-section for "Your Recent Activity".

Online Real Estate marketing business in India

- Real estate is one of the largest spender on advertising in print media
- Our estimate of spend on online real estate portals is about Rs 7.0-7.5 bn in FY 21-22 (excluding Google and Facebook)
- 99acres, a leader in this category
 - Google, Facebook and local classifieds sites (like Olx and Quikr) also compete for this market
- Since Covid, share of digital in total real estate marketing by builders has gone up (with print & outdoor reducing)

99acres traffic share

Overall traffic (from desktops & laptops, web mobile)

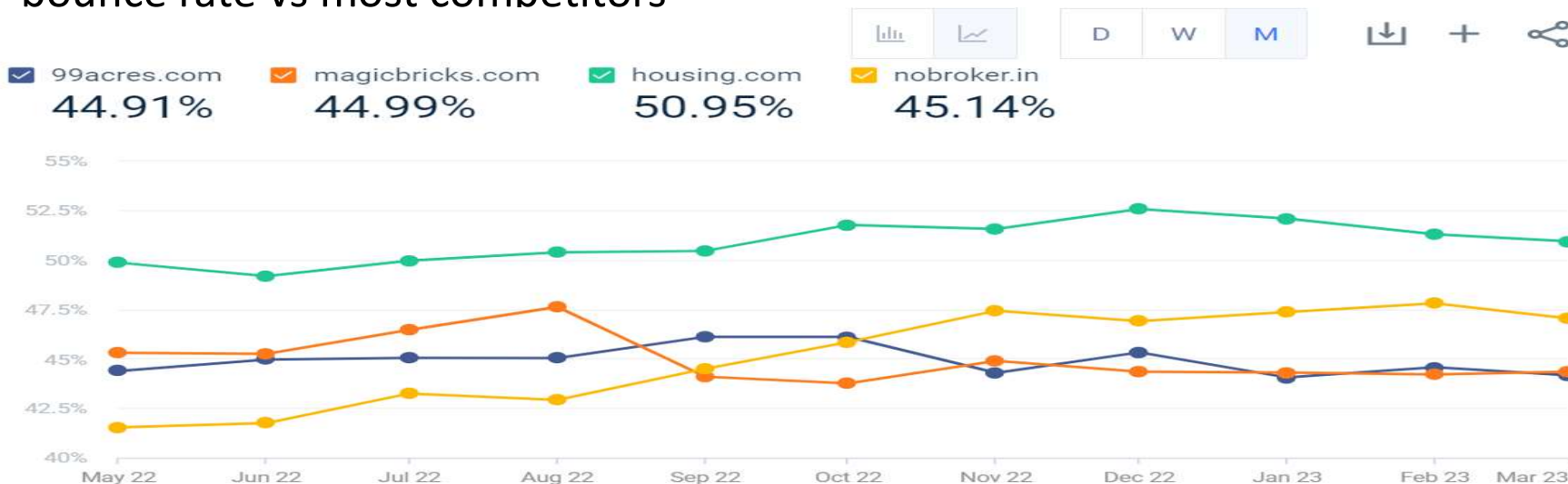


Source: SimilarWeb

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

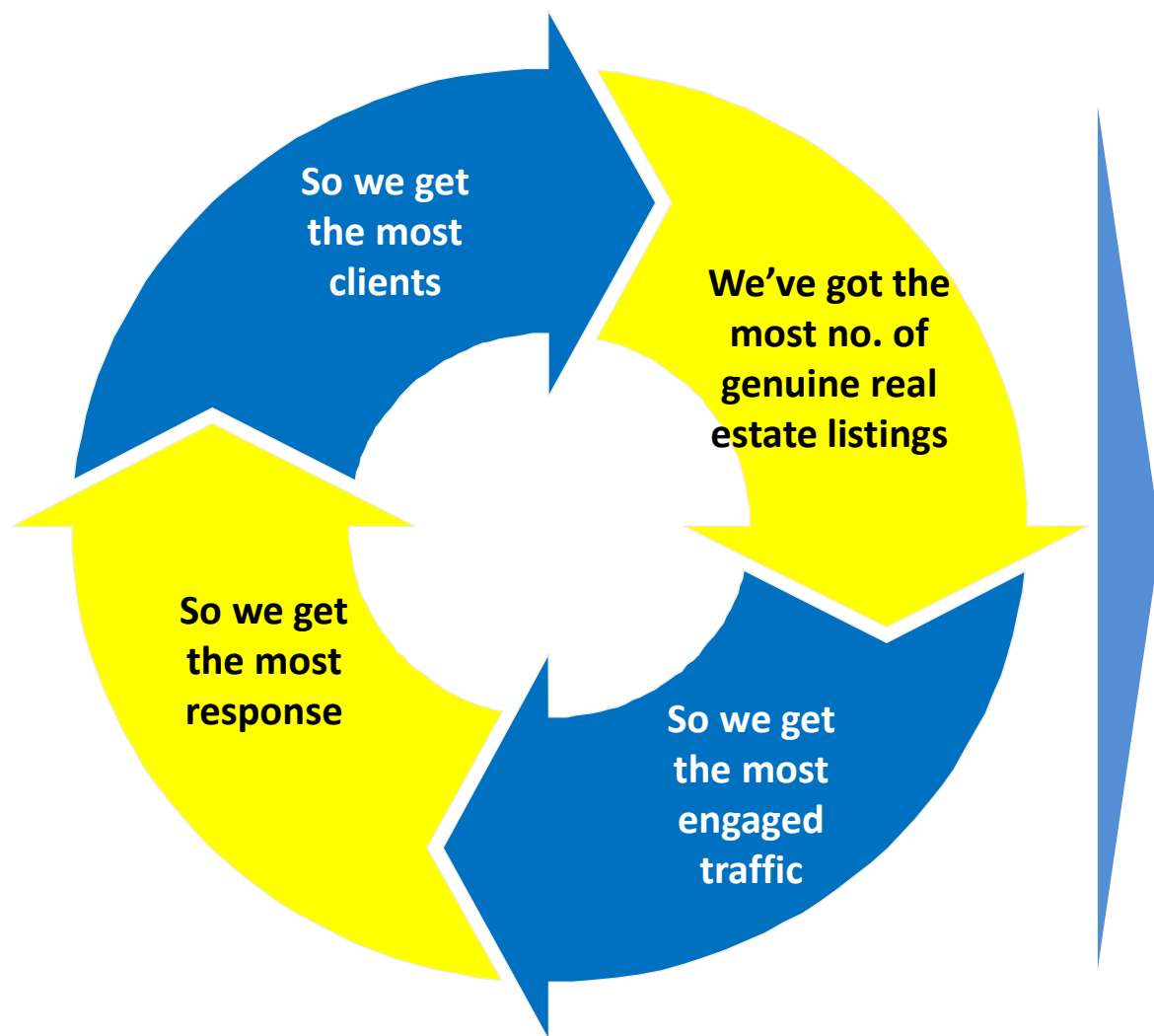


Buyers & Tenants spend more time on 99acres with lower/similar bounce rate vs most competitors



Source: SimilarWeb, Desktop + Mobile Web

99acres business model



Revenue Model*

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

*Residential & Commercial, including land/plots

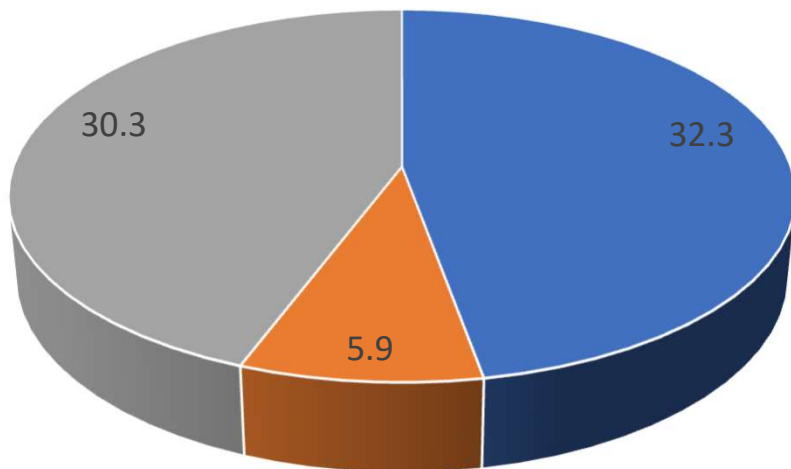
Key business metrics for 99acres (Q4)

- **As of March 31, 2023**

- Total projects 165,429 + (under construction or ready-to-move-in)
- Total listings 924,583 (including 476,399 owner listings)
 - Residential 751,570
 - Commercial 173,013

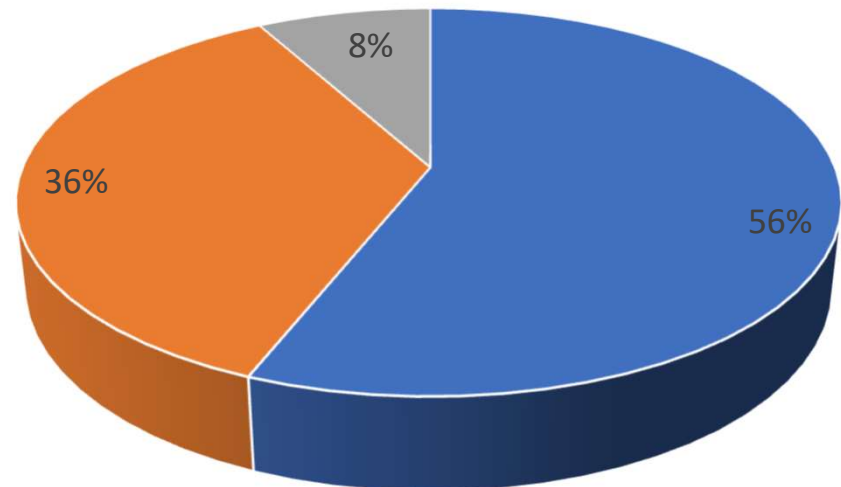
Break-down of Customers and Billing

No. of customers in '000



■ BROKER ■ BUILDER ■ OWNER

Billing breakdown by customer type



■ BROKER ■ BUILDER ■ OWNER

Data for trailing 12 months to Mar 2023

Source: ERP

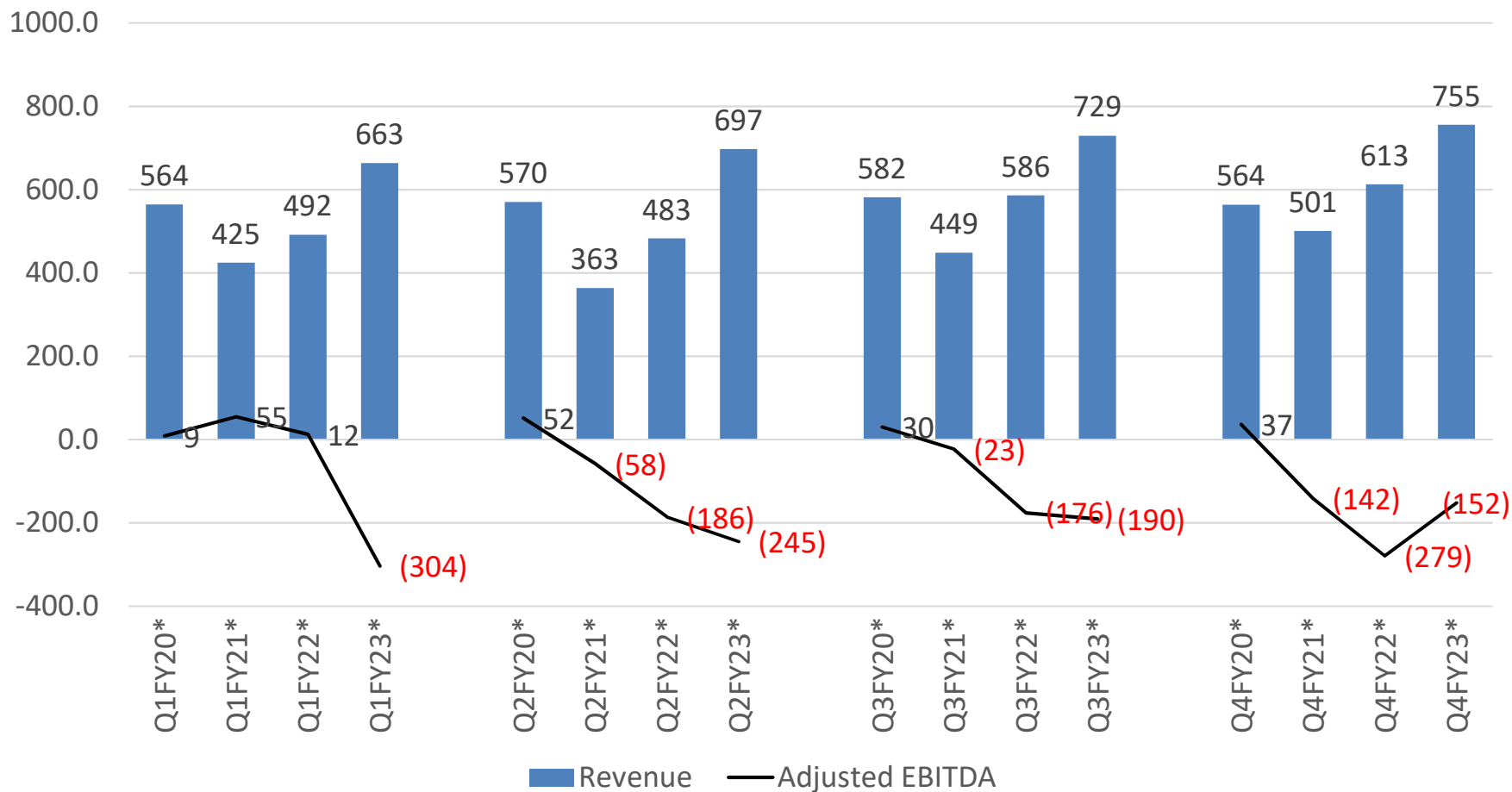
99acres –strategy



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

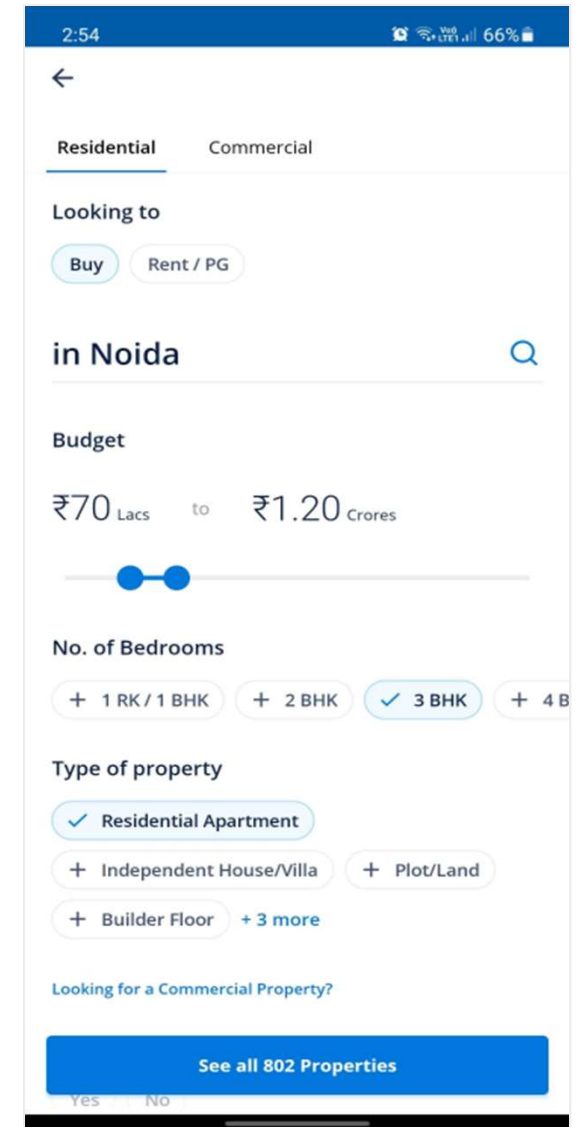
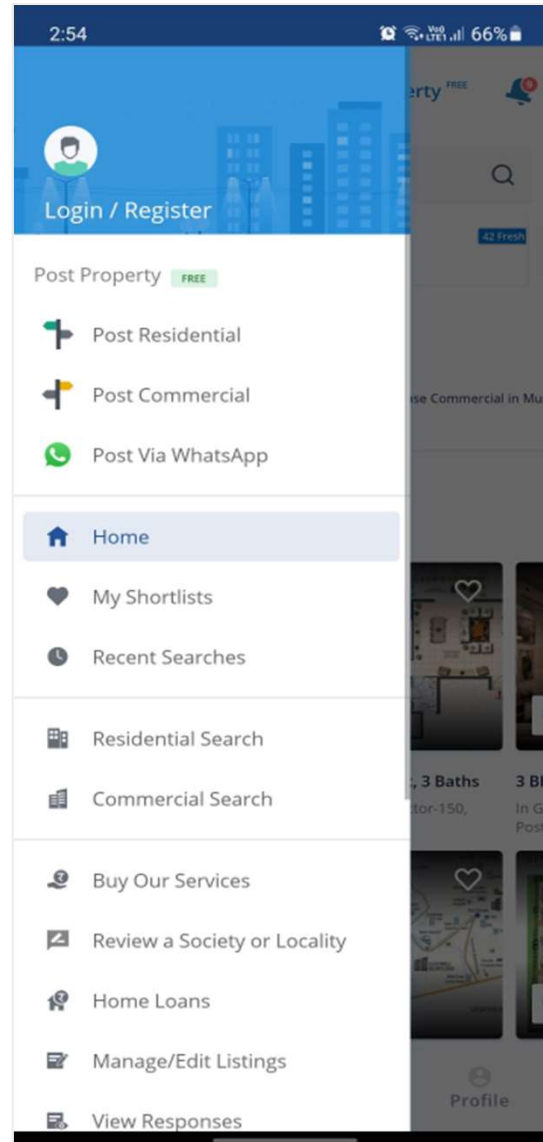
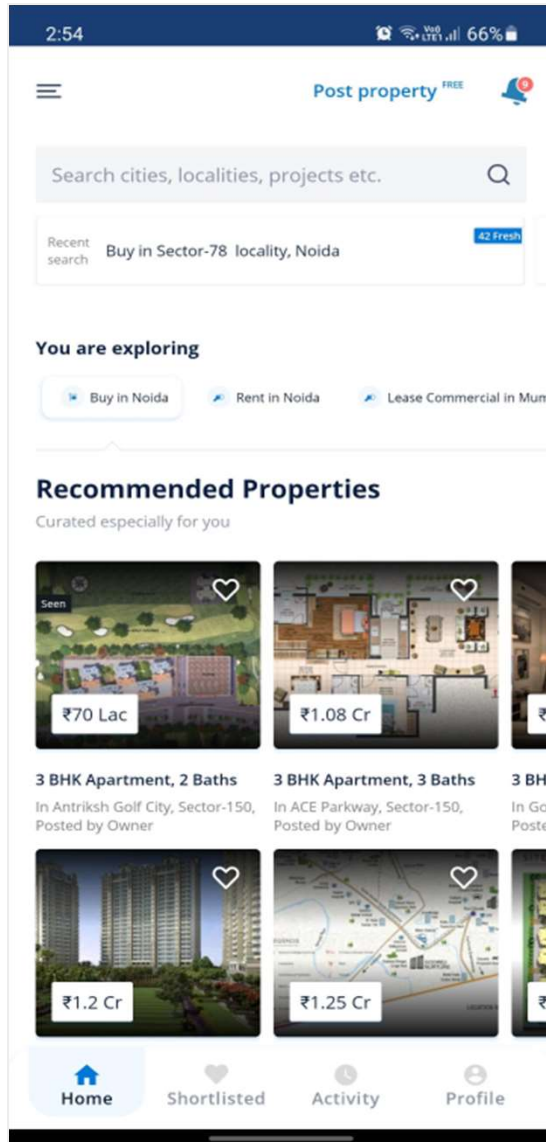
99 acres – Quarterly Financials

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



- FY20 onwards EBITDA numbers includes the impact of IND AS 116. Above numbers are segmental business numbers for 99Acres

Mobile app – home screen, navigation & search



Locality Reviews

8:49 VoLTE 52%

g Developments Popular Builders **Ratings & Reviews**

Ratings & Reviews

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

4.4 / 5

Average Rating (118 Total Reviews)

Ratings by Features

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

What are the positives

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

Most Helpful Reviews

[View all](#)

4.3 ★

POSITIVES

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

- Safe at Night
- Well Lit Streets
- Frequent Police Patrolling

[View All properties in this locality](#)

8:56 VoLTE 49%

Environment Safety & Security Lifestyle & Facilities

4 ★

POSITIVES

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

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

NEGATIVES

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

Owner of Property
15 days ago

Was this helpful? Yes [Report](#)

4.8 ★

POSITIVES

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

- No Power Cuts
- Low Pollution
- Well Lit Streets
- Clean & Hygienic
- No Water Shortage

[Write a review](#)

8:56 VoLTE 49%

Ratings & Reviews

All Lifestyle & Facilities Connectivity & Comm

3.8 ★

Former Resident | 22 days ago

Was this helpful? Yes [Report](#)

POSITIVES

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

- Good Schools are nearby
- Markets at a walkable distance

NEGATIVES

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

Former Resident
23 days ago

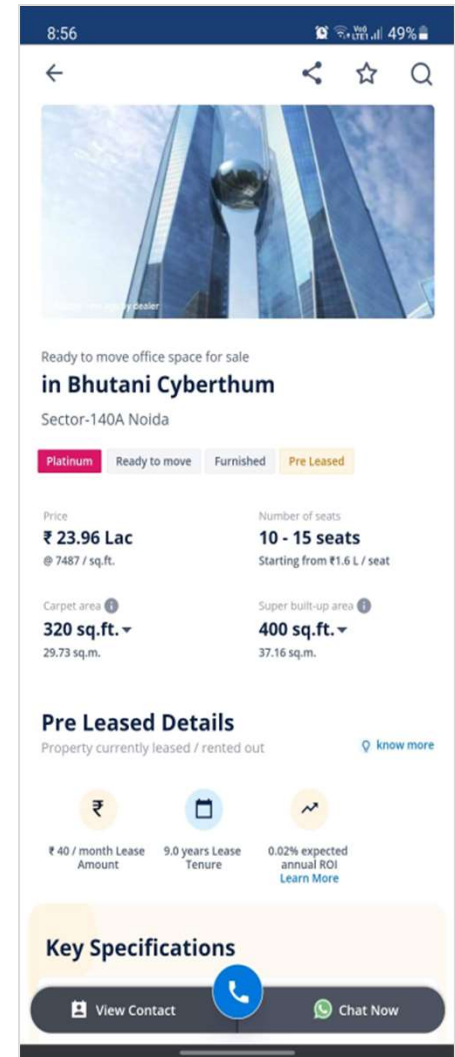
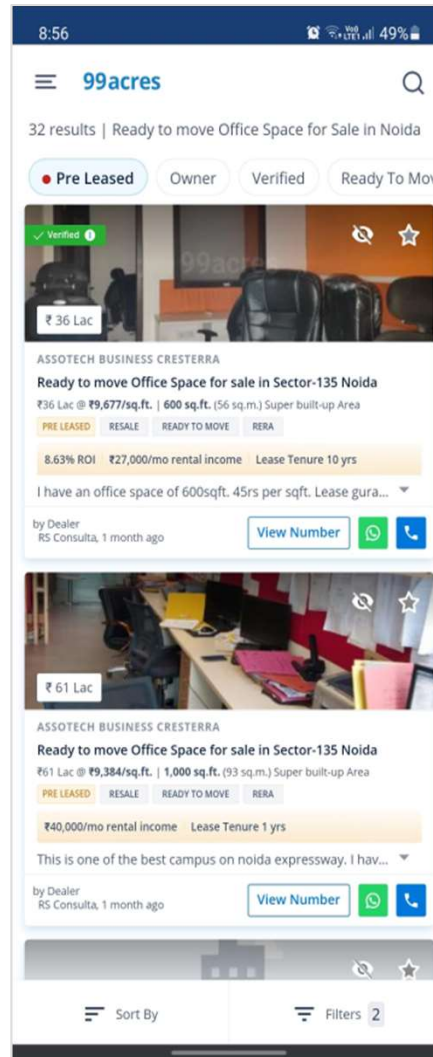
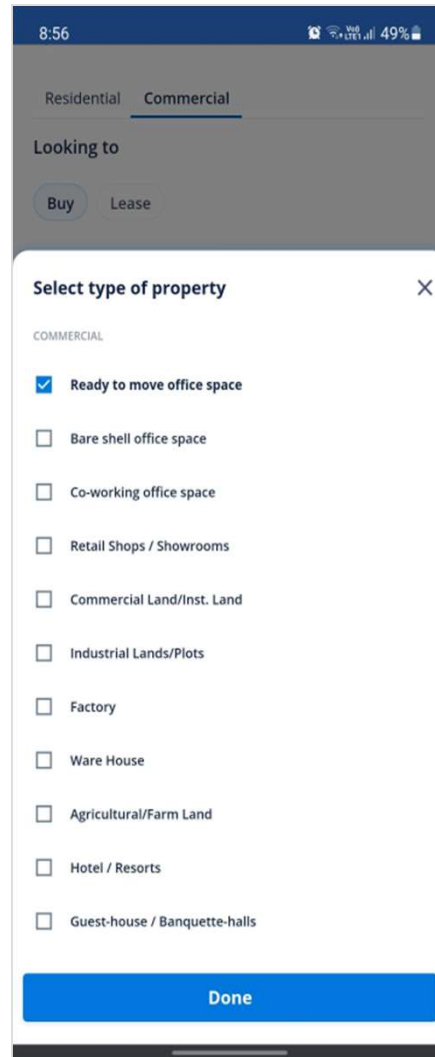
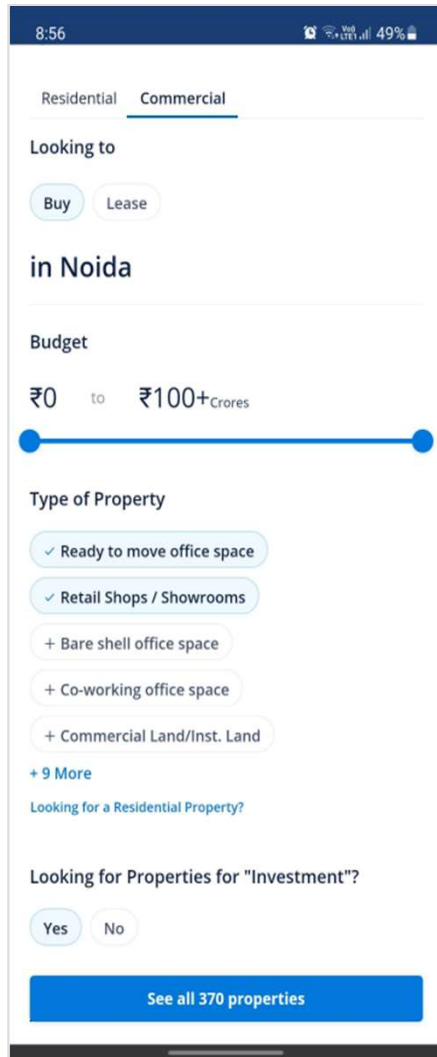
Was this helpful? Yes [Report](#)

4.4 ★

POSITIVES

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

Support for various commercial properties & pre-leased options



shiksha Search Colleges, Courses, Exams, QnA, & Articles Search Ask a query on 8826978461

MBA ENGINEERING MEDICAL DESIGN MORE STUDY ABROAD COUNSELING **NEW** CAREER TESTS Login Sign Up

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Search Colleges, Courses, Exams, Questions and Articles Search

JIMS Rohini, Delhi (view details)

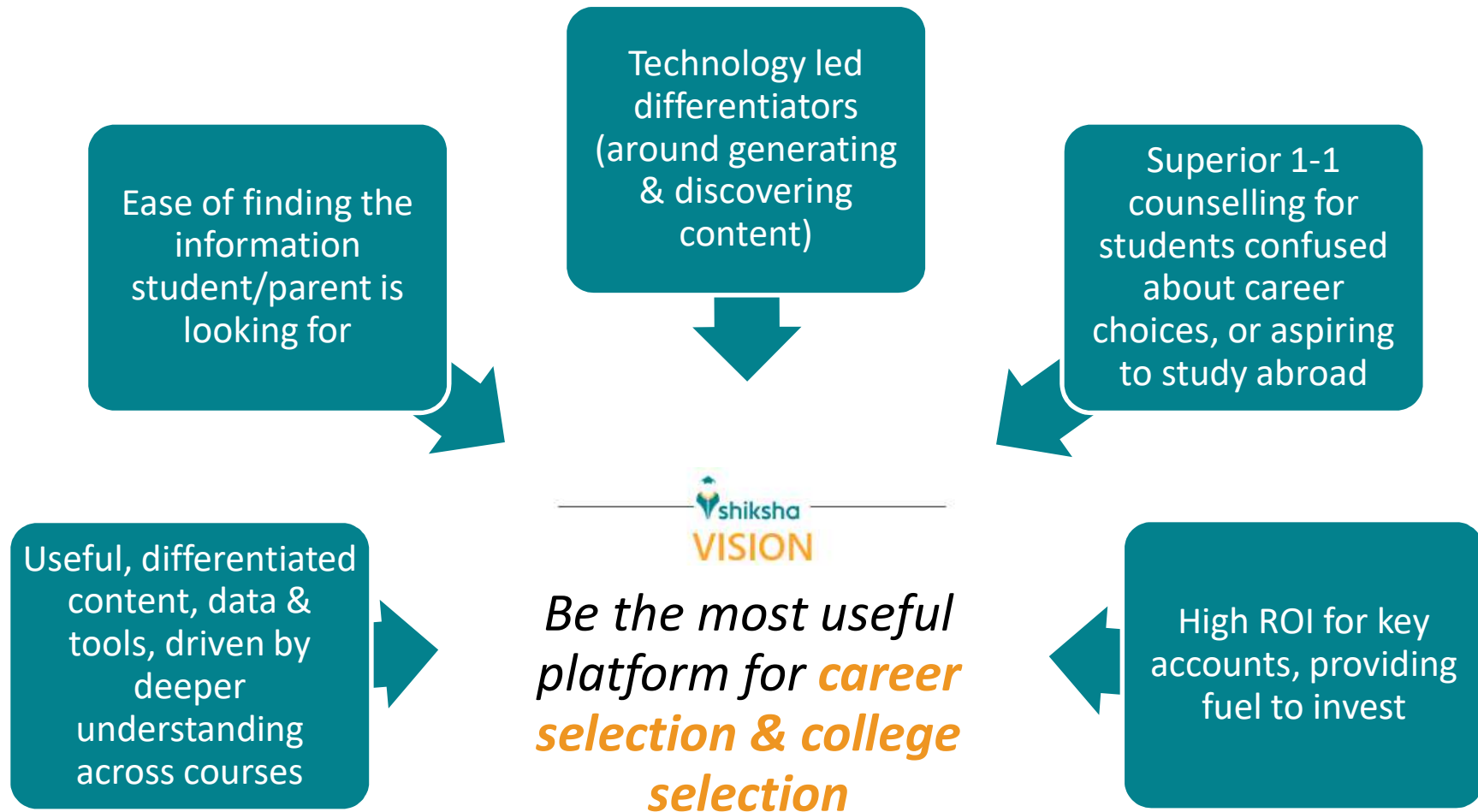
FEATURED

- GIBS BUSINESS SCHOOL** Bangalore Learn More
Ranked 5th Best B-School - Times of India (TOI) 2022 | PGDM/BBA Admission Open 2023
- K J Somaiya Institute of Management** Mumbai Learn More
Admissions Open for MBA | 2 year full-time Programmes | Highest Salary: 26.50 LPA, Average Salary: 15.81 LPA
- NDIM DELHI** Delhi Learn More
1st Position in AICTE-CII survey for 3 years in a row
- IIM Indore - Indian Institute of Management** Indore
Ranked 4 for IIMs by

Get Instant Answer to your queries **Ask Now**

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

Shiksha Vision & Key Enablers



Shiksha's Strengths

Shiksha is India's largest Higher Education Classified platform

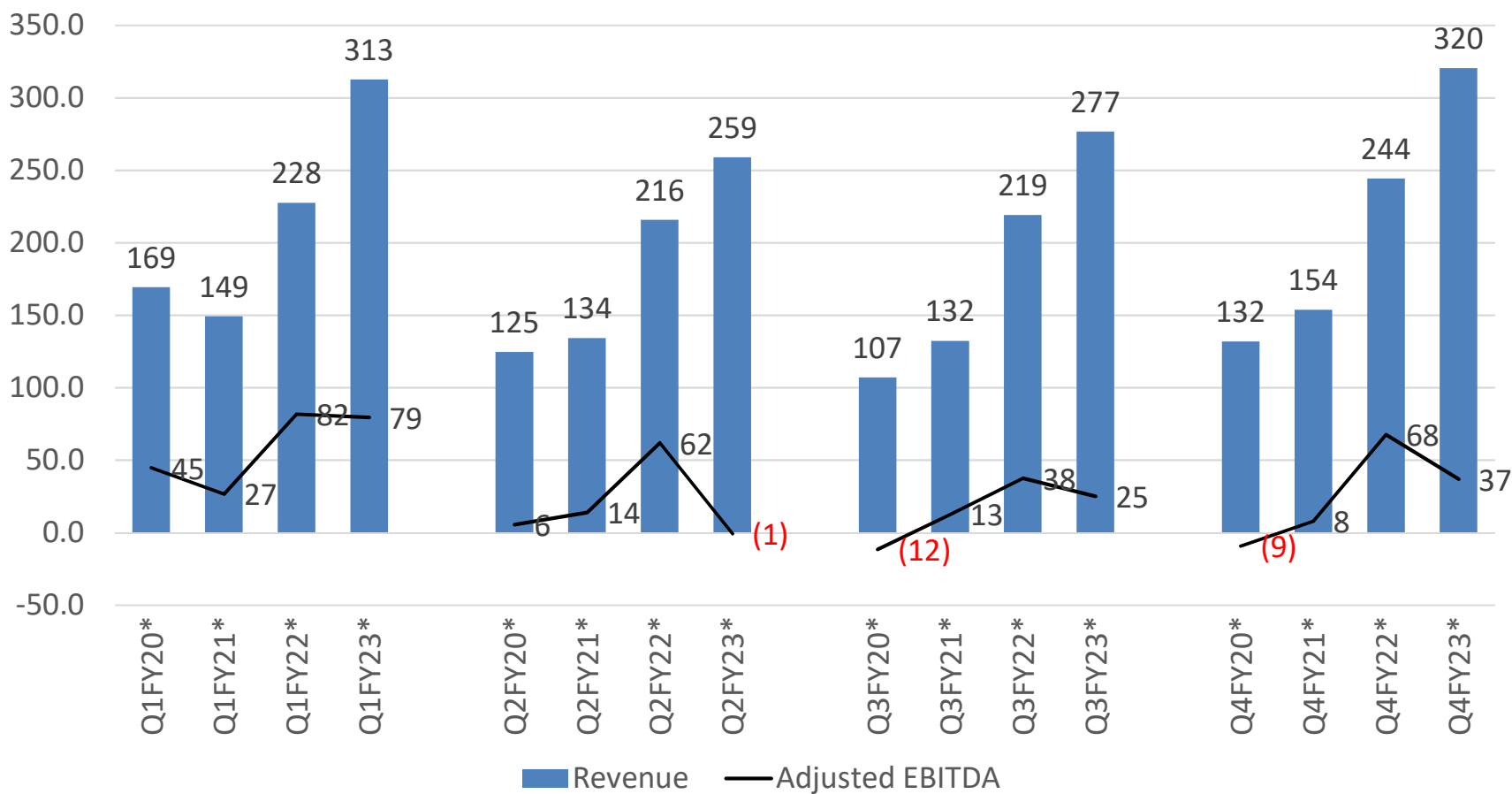


Competitors

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

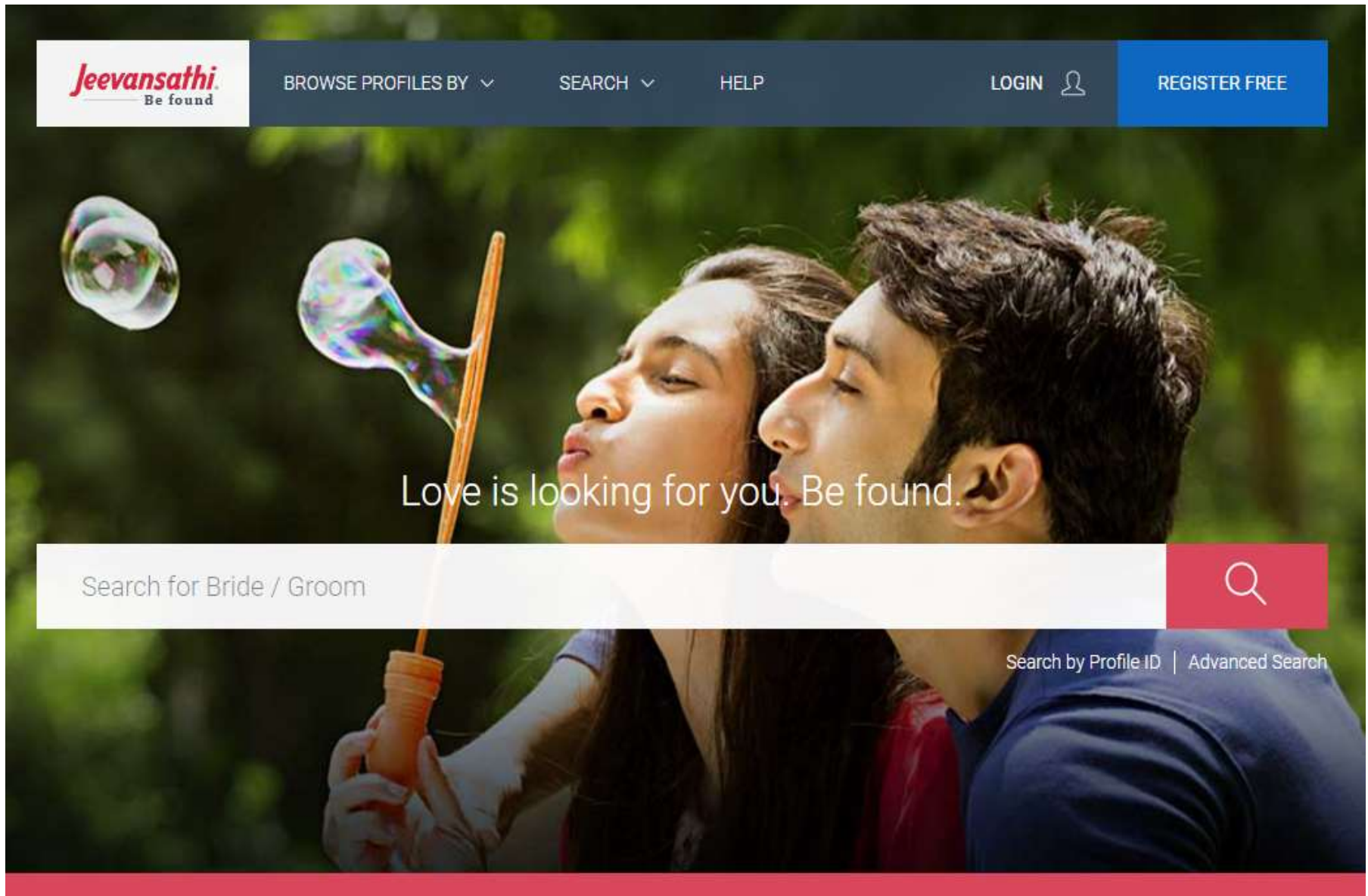
Shiksha – Quarterly financials

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

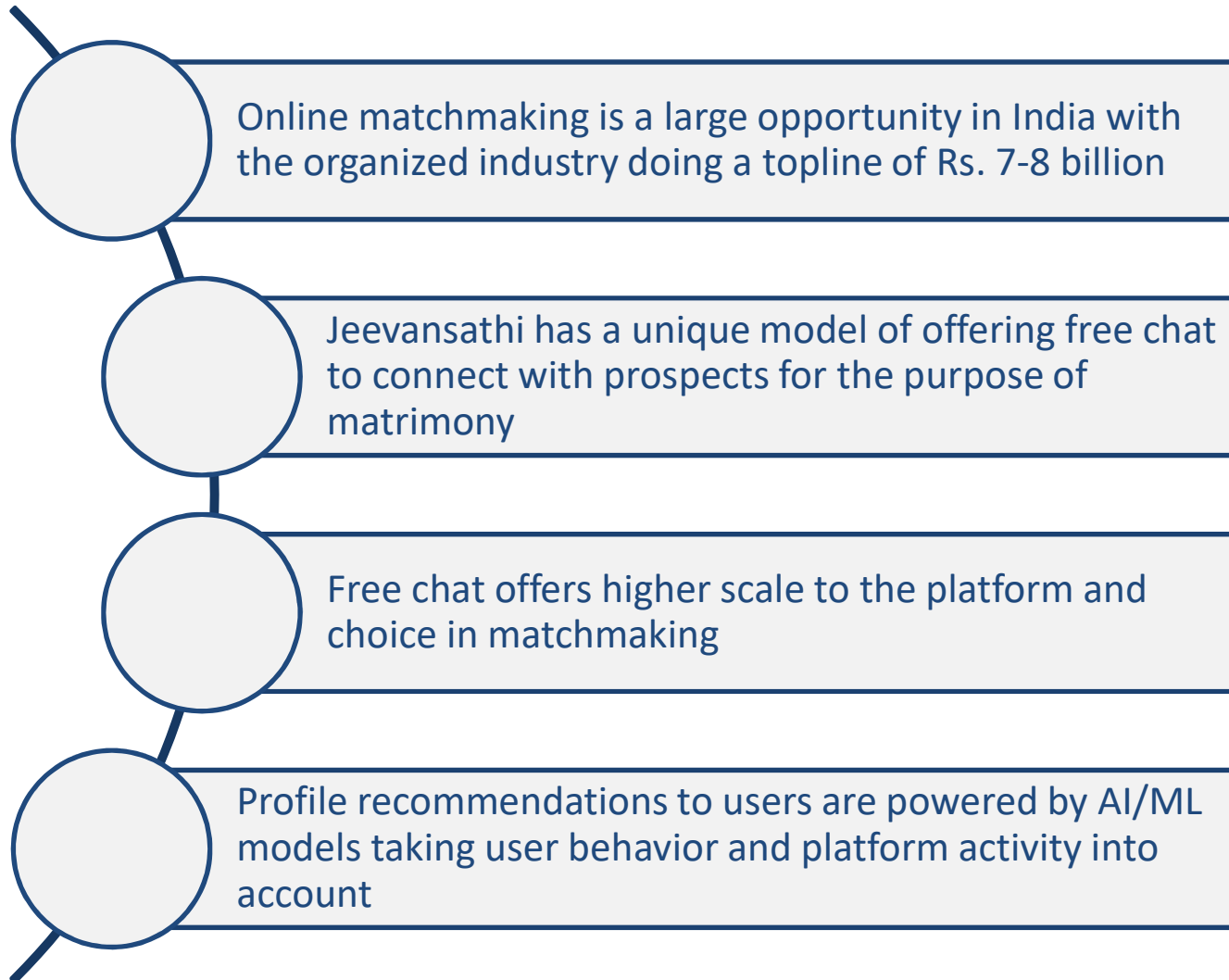
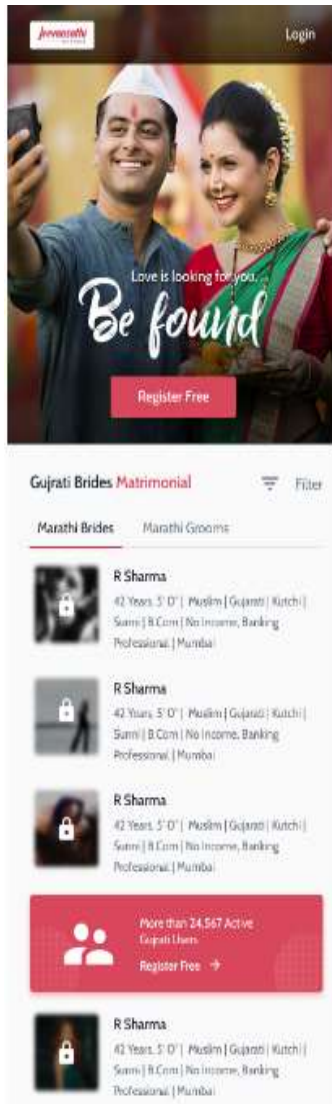


FY20 onwards EBITDA numbers includes the impact of IND AS 116. Above numbers are segmental business numbers for Shiksha

Jeevansathi



Online matchmaking in India and the Jeevansathi Free chat Model



Jeevansathi leads innovation in the category



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

Jeevansathi's strengths

Leadership in the North markets

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

Capital Efficient Business

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

Innovation-led Product

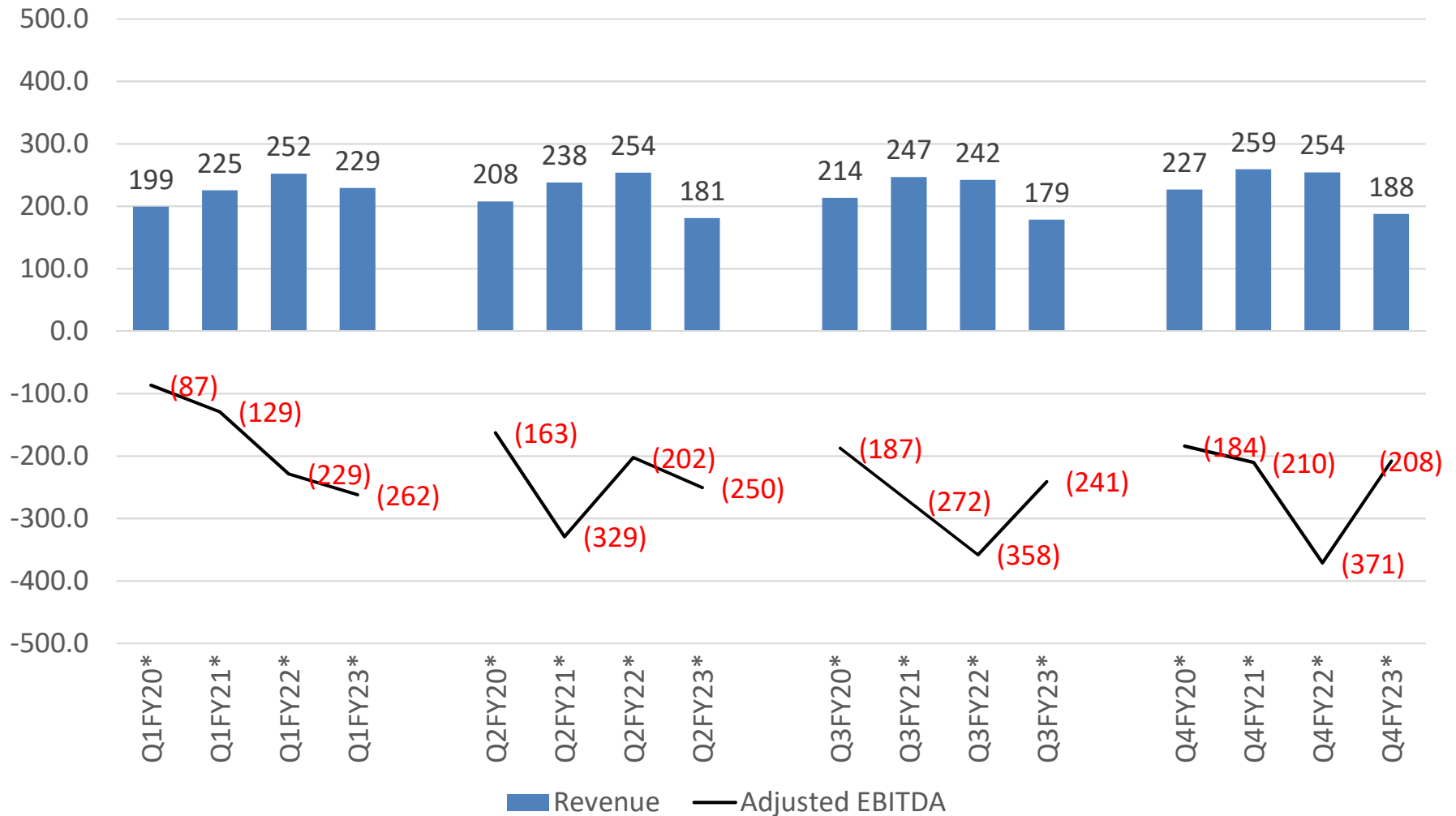
- Industry leading features launched in the last couple of years to maintain product leadership
- Free chat is a strong differentiated offering, which allows the platform to attract a lot of users at lower marketing investment
- Sophisticated recommendation engine based on millions of daily interactions on the platform

High App Usage

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

Jeevansathi – Quarterly financials

Jeevansathi Quarterly Revenue (Rs Mn) and Adjusted EBITDA (Rs Mn)



- FY20 onwards EBITDA numbers includes the impact of IND AS 116. Above numbers are segmental business numbers for Jeevansathi

Investments

Financial Investment Portfolio

| Financial Investment-Listed Companies | | | |
|--|---|---|---|
| Investee Company | Prominent Domain names | Cost of investment as of Mar '31, 2023 (Rs Million) | Approx. diluted and converted shareholding %(Actual) |
| Zomato Media Pvt Ltd | www.zomato.com | 1,465 | 14.02% |
| Policyabazaar | www.policybazaar.com | 5,758 | 12.77% |
| Total | | 7,223 | |
| Financial Investment-Unlisted Companies | | | |
| Investee Company | Prominent Domain names | Cost of investment as of Mar '31, 2023 (Rs Million) | Approx. diluted and converted shareholding %(Actual) |
| Happily Unmarried Marketing Pvt Ltd. | www.happilyunmarried.com | 398.46 | 30.48% |
| Agstack Technologies Private Limited | http://www.gramophone.in/ | 624.94 | 34.40% |
| Bizcrum Infotech Private Limited | https://www.shoekconnect.com | 635.58 | 27.58% |
| Medcords Healthcare Solutions Private Limited | http://www.medcords.com/ | 96.38 | 14.24% |
| Printo Document Services Private Limited | http://www.printo.in/ | 399.72 | 33.63% |
| Shop Kirana E Trading Private Limited | http://shopkirana.com/ | 1,271.72 | 26.41% |
| Metis Eduventures Private Limited (Adda_247) | https://www.adda247.com/ | 1,441.88 | 25.88% |
| LQ Global Services Private Limited | https://www.legitquest.com/ | 40.00 | 23.07% |
| Llama Logisol Private Limited (Shipsy) | https://shipsy.in/ | 683.87 | 22.58% |
| Crisp Analytics Pvt Ltd | https://lumiq.ai/ | 26.98 | 2.50% |
| Unbox robotics Labs Private Limited | https://unboxrobotics.com/ | 105.98 | 6.12% |
| Attentive ai solutions pvt ltd | https://attentive.ai/ | 37.10 | 4.43% |
| Brainsight technology private limited | https://www.brainsightai.com/ | 10.95 | 4.00% |
| Ray IOT Solutions Inc | https://www.rayiot.org/ | 22.36 | 4.14% |
| Skylark Drones Private Limited | https://skylarkdrones.com/ | 6.00 | 1.20% |
| String Bio Private Limited | https://www.stringbio.com/ | 165.00 | 0.93% |
| PSILA TECH PTE. LTD | https://www.flippyfinance.com/ | 57.30 | 13.38% |
| Aarogyaa Innovations Pvt Ltd | https://aarogyaa.ai/ | 22.50 | 4.17% |
| Sploot Private Limited | | 89.48 | 27.65% |
| Vyuti Systems Private Limited | | 22.50 | 2.06% |
| Ubifly Technologies Private Limited | | 44.39 | 2.86% |
| WSO2 Inc | | 231.75 | 0.55% |
| Total | | 6434.84 | |

Strategic Investment Portfolio

| <u>Strategic Investments</u> | | | |
|---|--|---|---|
| Investee Company | Prominent Domain name | Cost of investment as of Mar '31, 2023 (Rs Million) | Approx. diluted and converted shareholding %(Actual) |
| Aisle Network Private Limited | www.aisle.co | 909.93 | 79.62% |
| Zwayam Digital Private Limited | https://www.zwayam.com/ | 764.11 | 100.00% |
| Axilly Labs Private Limited | https://doselect.com/ | 229.61 | 100.00% |
| Greytip Software Private Limited | https://www.greythr.com/ | 650.00 | 30.38% |
| Terralytics Analysis Private Limited | https://www.tealindia.in/ | 86.98 | 23.03% |
| Sunrise Mentors Private Limited | https://www.codingninjas.com/ | 1,794.88 | 54.64% |
| NoPaperForms Solutions Private Limited | www.nopaperforms.com | 336.64 | 48.10% |
| International Educational Gateway Private Limited | https://www.university.com/ | 305.01 | 53.55% |
| Juno Learning Private Limited | | 112.50 | 25.00% |
| Total | | 5189.66 | |

Written off / provisioned investments (fully/ partially) –Studyplaces, Inc. , Ninety Nine Labels Pvt Ltd, Nogle Technologies Pvt Ltd, Applect Learning Systems Pvt Ltd, Canvera Digital Technologies Pvt Ltd, Kinobeo Software Pvt Ltd., Green Leaves Consumer Services Pvt. Ltd, Mint Bird Technologies Pvt. Ltd, Rare Media Company Pvt. Ltd, VCARE Technologies Pvt. Ltd, Unnati Online Pvt Ltd, Ideaclicks Infolabs Private Ltd, Wishbook Infoservices Pvt Ltd, 4B Networks Pvt Ltd, Bizcrum Infotech Pvt. Ltd- Total amount written off is Rs 6,738 Mn.

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

Investee companies financials

Figures in Rs Mn.

| Investee Company | Website | Operating revenue | | | Operating EBITDA | | |
|--|---|-------------------|------------------|------------------|-------------------|-------------------|-------------------|
| | | FY21 | FY22 | FY23 | FY21 | FY22 | FY23 |
| Partly owned subsidiary | | | | | | | |
| 4b Networks Private Limited | www.brokernetwork.app | - | 178.10 | - | (28.98) | (554.26) | - |
| Aisle Network Private Limited | www.aisle.co | N.A. | 141.07 | 314.59 | N.A. | (61.36) | (196.82) |
| Sunrise Mentors Private Limited | https://www.codingninjas.com/ | - | - | 589.08 | - | - | (323.70) |
| Associate Companies | Associate Companies | | | | | | |
| Zomato Limited* | www.zomato.com | | | | | | |
| PB Fintech Limited** | www.policybazaar.com | | | | | | |
| Happily Unmarried Marketing Pvt Ltd. | www.happilyunmarried.com | | | | | | |
| NoPaperForms Solutions Private Limited | www.nopaperforms.com | | | | | | |
| International Educational Gateway Private Limited | www.university.com | | | | | | |
| Agstack Technologies Private Limited | www.gramophone.in | | | | | | |
| Bizcrum Infotech Private Limited | www.shoekonnnect.com | | | | | | |
| Medcords Healthcare Solutions Private Limited | www.medcords.com | 35,630.93 | | | | | |
| Printo Document Services Private Limited | www.printo.in | | 10,003.99 | 15,434.03 | (7,606.25) | | |
| Shop Kirana E Trading Private Limited | www.shopkirana.com | | | | | (2,737.99) | (4,374.86) |
| Greytip Software Private Limited | https://www.greythr.com/ | | | | | | |
| Metis Eduventures Private Limited | https://www.adda247.com/ | | | | | | |
| Terralytics Analysis Private Limited | https://www.tealindia.in/ | | | | | | |
| Llama Logisol Private Limited | https://shipsy.in/ | | | | | | |
| LQ Global Services Private Limited | https://www.legitquest.com/ | | | | | | |
| Sunrise Mentors Private Limited | https://www.codingninjas.com/ | | | | | | |
| Juno Learning Private Limited (w.e.f February 11,2022) | | N.A. | | | N.A. | | |
| Splot Private Limited | | | | | | | |
| Total | Total | 35,630.93 | 10,323.16 | 16,337.70 | (7,635.23) | (3,353.61) | (4,895.37) |

* ceased to exist our Joint venture w.e.f.23rd July, 2021, hence revenue & EBITDA not considered for FY 22

** ceased to exist our associate w.e.f. 15th November, 2021, hence revenue & EBITDA not considered for FY 22

Investment entities fully written off not covered in above table (current year column)

Data Security at IEIL

➤ Data Security and Privacy

- Protects users data using **end point security** through Data Leakage Prevention software (**Forcepoint DLP**)
- Denial of Service attack protection using Kona site defender(WAF) from Akamai and DDoS scrubbing service
- **SentilOne EDR** (End-point Detection and Response) agent installed on end-points for **Ransomware protection**
- Application vulnerability reporting and mitigation (Secure Development Lifecycle Process)
- 24X7 monitoring (SOC) Security Incidents for proactive detection and response of security incident
- Implemented BOT protection and Security to avoid any potential application attacks
- Hardened and Secured the Operating System Images to avoid any security vulnerability
- Regular external audits (ITGC) performed by certified partners (TRC)
- Annual Application Security Assessment performed by Security partner

➤ Data security Certifications

- **ISO27001** Security Certification for multiple businesses across Infoedge
- **SOC2** Type2 Security Compliance certification for Naukri and Zwayam
- **PCI-DSS** (For Naukri and Jeevansathi) compliant to avoid any financial risk

People Development

➤ Assessment

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

➤ Learning and Development

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

➤ Talent Pipeline

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

➤ ESOPs

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

Contribution to Environment.

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

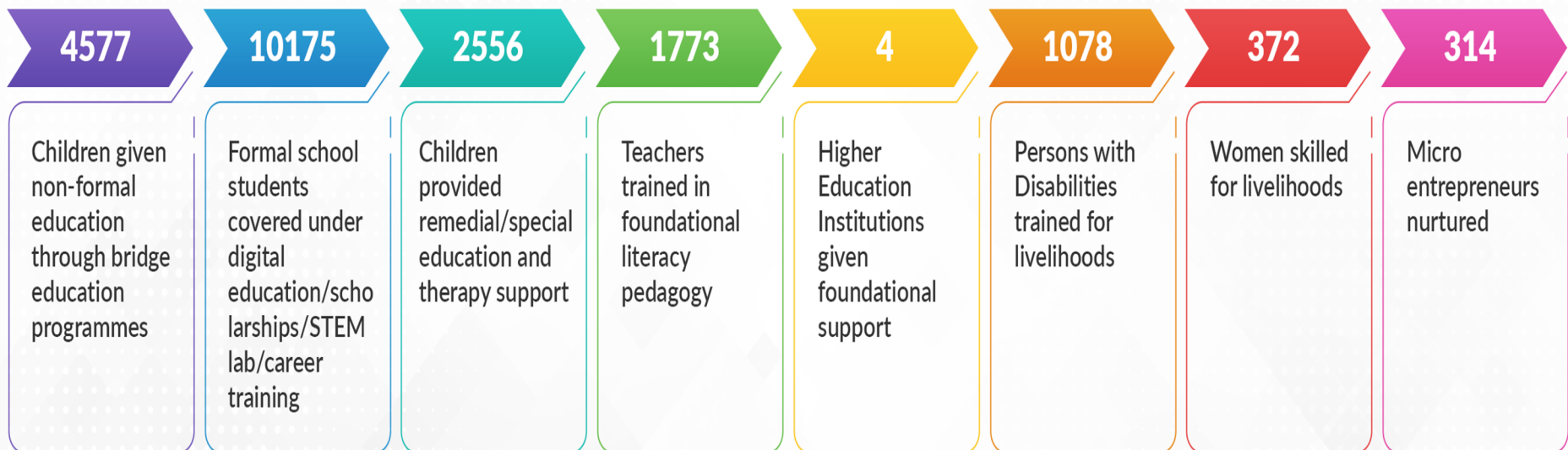
CORPORATE SOCIAL RESPONSIBILITY AT INFO EDGE

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



DIRECT IMPACT OF OUR KEY CSR PROJECTS*

Education and Livelihoods



Team

Management Team

| Name | Age | Qualification | Designation/Role | Previously worked with | Year of joining |
|------------------------|-----|---|--|------------------------------------|-----------------|
| Sanjeev Bikhchandani | 59 | B.A Arts&Humanities M.B.A Marketing IIM Ahmedabad | Founder And Executive Vice Chairman | Lintas, Glaxo Smith Kline | 1995 |
| Hitesh Oberoi | 50 | B.Tech IIT, M.B.A IIM Bangalore | Managing Director And CEO | Hindustan Lever Limited | 2000 |
| Harpuneet Singh Rekhi | 42 | B.Com, M.Sc Information Technology | Executive Vice President Engineering | Aspen Communications | 2006 |
| Sharmeen Khalid | 51 | B.Sc Biology M.B.A Marketing | Chief Human Resources Officer | Freelance Consultant | 2006 |
| Shalabh Nigam | 50 | B.Tech Electronics and Communication | Executive Vice President- New Projects | Baypackets Technologies | 2007 |
| Sumeet Singh | 49 | B.B.M, M.B.A | Chief Marketing Officer | Indian Venture Capital Association | 2007 |
| Anand Prakash Bansal | 48 | B.Com | Execuitve Vice President Administration And Facilities | ICICI Prudential | 2008 |
| Rinchan Gupta | 44 | B.Tech Computer Science | Executive Vice President-User Experience & Design | HP | 2008 |
| Maneesh Upadhyaya | 44 | B.Sc St Stephens College, New Delhi | Chief Business Officer- 99Acres.Com | Bain & Company India Pvt Limited | 2010 |
| Vivek Jain | 49 | B.Tech IIT, New Delhi M.B.A (IIM), Bengaluru | Chief Business Officer- Shiksha & FF | Sel-Employed Riverbridge | 2010 |
| Rohan Mathur | 39 | B.Tech Information and Communication Technology (DA-IICT) | EVP & Business Head Jeevansathi.com | Cadence Design Systems | 2011 |
| Chintan Arvind Thakkar | 56 | CA | Director & CFO | Computer Associates | 2014 |

Management Team

| Name | Age | Qualification | Designation/Role | Previously worked with | Year of joining |
|-----------------------|-----|---|--|---|-----------------|
| Abhinav Katiyar | 40 | B.Tech | Executive Vice President Engineering - Shiksha | Healcon.com | 2014 |
| Pankaj Jain | 47 | B.Tech IIT Delhi MS Stanford University | Executive Vice President - Key Projects | Spice Online Retail | 2014 |
| Shailesh Chandra | 48 | B.E Electrical Delhi College of Engineering | Executive Vice President | Amazon | 2014 |
| Nitin Bansal | 46 | B.Tech Computer Science IIT Delhi | Executive Vice President | One 97 Communication (PAYTM) | 2017 |
| Rajesh Kumar Aggarwal | 50 | CA (ICAI), CS (ICSI), B.Com (Hons) from SRCC | Executive Vice President - Finance | CITICORP FINANCE INDIA LTD | 2017 |
| Rishi Gupta | 41 | B.E Punjab University | Executive Vice President Engineering -Jeevansathi | AUGUST JEWELLERY PVT LTD | 2018 |
| Shantanu Mathur | 43 | B.Tech IIT M.B.A Dartmouth University | Executive Vice President – New Business | Knowlarity Communications India Pvt Ltd | 2018 |
| Vivek Aggarwal | 44 | B.Com(Honours) Delhi University, CA ICAI | Executive Vice President - Finance | NA | 2018 |
| Alok Vij | 46 | B.Com, Chaudhary Charan Singh University | Executive Vice President & Head-IT | KRONOS SOLUTIONS INDIA PRIVATE LIMITED | 2019 |
| Pawan Goyal | 51 | B.Tech IIT M.Sc THE UNIVERSITY OF TEXAS AT AUSTIN | Chief Business Officer - Naukri.com | adobe systems | 2019 |

Brokerages that cover us

| Firm | Analyst | Phone Number | E-mail |
|------------------|-----------------------|------------------|--|
| Ambit | Vivekanand Subbaraman | +91.22.3043 3261 | vivekanand.s@ambit.co |
| B&K Securities | Deep Shah | +91.22.4031 7117 | deep.shah@bksec.com |
| BAML | Sachin Salgaonkar | +91 22 6632 8667 | sachin.salgaonkar@baml.com |
| Citi Research | Vijit Jain | +91.22.6175 9887 | vijit.jain@citi.com |
| CLSA | Pankaj Kapoor | +91.98925 18266 | pankaj.kapoor@clsa.com |
| Deutsche Bank | B Srinivas Rao | +65 6423 4114 | srini.rao@db.com |
| Nuvama | Nikhil Choudhary | +91.22.6623 3474 | Nikhil.Choudhary@nuvama.com |
| IIFL | Rishi Jhunjunwala | +91.22.4646 4645 | rishi.jhunjunwala@iiflcap.com |
| JP Morgan | Ankur Rudra | +91.22.6157 3597 | ankur.rudra@jpmorgan.com |
| Jefferies | Akshat Agarwal | +91.22.4224 6122 | Akshat.agarwal@Jefferies.com |
| Kotak Securities | Kanwaljeet Saluja | +91.22.4336 0860 | kanwaljeet.saluja@kotak.com |
| Macquarie | Aditya Suresh | +91.22.6720 4328 | Aditya.suresh@Macquarie.com |
| Morgan Stanley | Gaurav Rateria | +91.22.6118 2230 | gaurav.rateria@morganstanley.com |
| Motilal Oswal | Mukul Garg | +91.22.3982 5424 | mukul.garg@motilaloswal.com |
| Spark Capital | Soumitra Chatterjee | +91.44.4228 8151 | soumitra@sparkcapital.com |
| UBS | Shaleen Kumar | +91.22.6155 6080 | shaleen.kumar@ubs.com |
| Goldman Sachs | Manish Adukia | +91 22 66169049 | manish.adukia@gs.com |
| HSBC | Yogesh Aggarwal | +91 97693 62811 | yogeshaggarwal@hsbc.in |
| Nomura | Abhishek Bhandari | +91 82912 05936 | abhishek.bhandari@nomura.com |

Investor relations contacts

| Name | Chintan Thakkar | Vivek Aggarwal |
|-------------|---|--|
| Designation | CFO | EVP – Finance |
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