

Info Edge (India) Limited

India's internet classifieds company

Nov , 2023

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This presentation contains the Company’s audited financial information as at and for the period ending Sep 30, 2023 and as at and for the quarter ended Sep 30, 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 Sep 30, 2023 or for the quarter ended Sep 30, 2023, unless indicated otherwise.
- Q2 FY24 or Q2 FY 23-24 means the period commencing on July 01, 2023 and ending on Sep 30, 2023.
- FY24 or FY 23-24 or FY 2024 means the Financial Year starting April 1, 2023 and ending March 31, 2024.
- 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 :13.94%



Online insurance policies marketplace.
Shareholding: 12.77%

Balance sheet investments in Unlisted Entities.

20 active investments in the portfolio.
Total books value of Rs. 596Cr
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	FY 23	FY 22	FY21	FY20
Revenues	21,586	15,625	11,280	12,727
Billing	23,663	18,660	11,758	12,687
Operating PBT [^]	7,356	4,190	2,380	3,547
Operating PBT Margin (%) [^]	34.1%	26.8%	21.1%	27.9%
Cash and Bank Bal #	31,379	35,032	33,828	12,613
Head Count (Nos)	5,311	4,805	4,464	4,697
Dividend Payout (% of paid up capital)	190%	130%	80%	60%

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

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	29.4%	72.6%
- 99Acres	3,116	2,312	1,848	34.8%	25.1%
Revenue					
Info Edge *	21,586	15,625	11,280	38.2%	38.5%
- Recruitment	16,796	11,542	8,004	45.5%	44.2%
- 99Acres	2,845	2,173	1,738	30.9%	25.1%
Operating PBT					
Info Edge *	7,356	4,190	2,380	75.6%	76.1%
- Recruitment	10,060	6,573	4,127	53.1%	59.3%
- 99Acres	(1,185)	(896)	(357)	-	-
Operating PBT %					
Info Edge *	34.1%	26.8%	21.1%	7.3%	5.7%
- Recruitment	60%	57%	52%	3%	5%

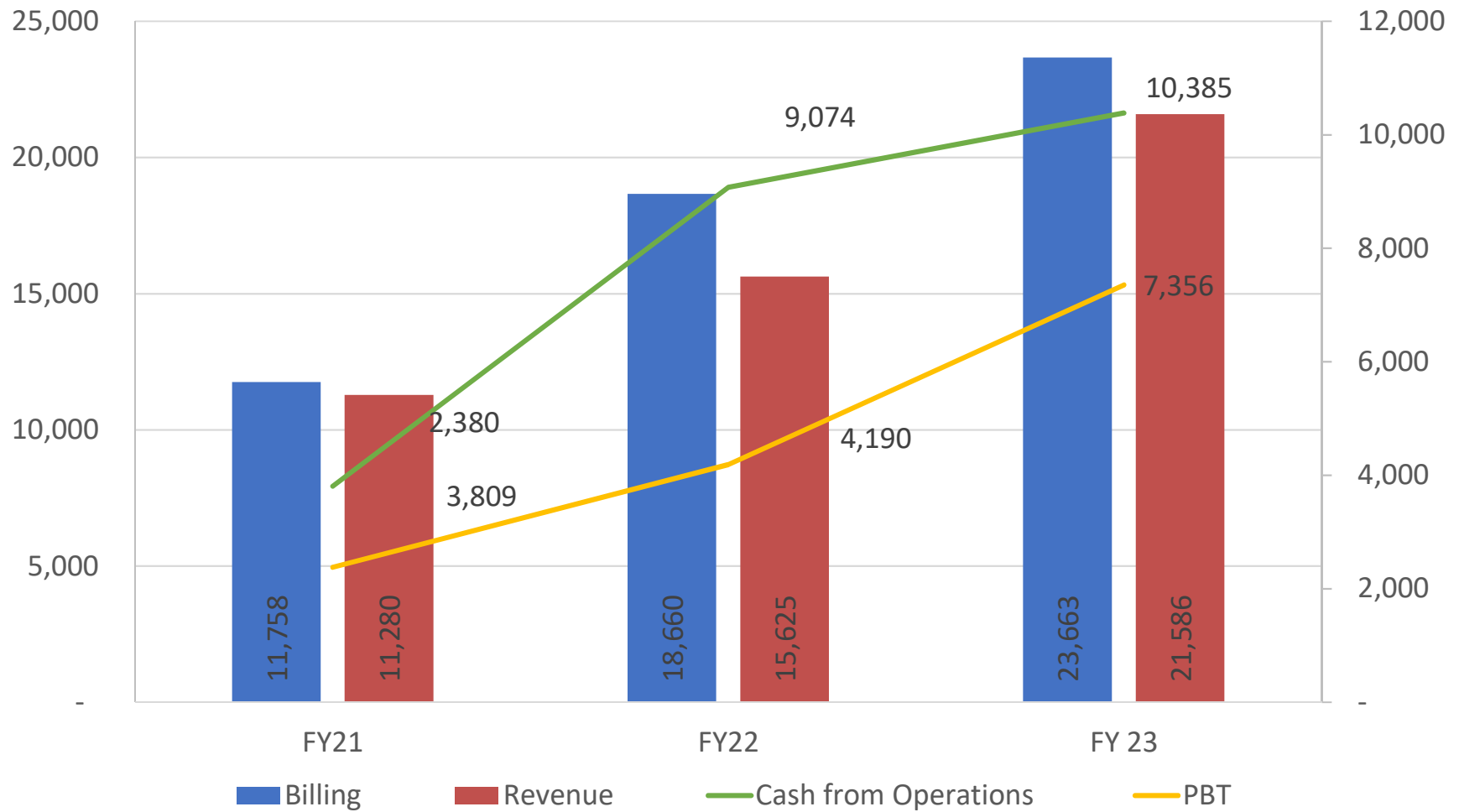
Key Financials- Qtrly Update

All numbers in Rs MN except %

Description	Q2'24	Q2'23	YOY	Q1'24	QoQ
Billing					
Info Edge *	5,690	5,429	4.8%	5,230	8.8%
- Recruitment	4,314	4,256	1.4%	3,975	8.5%
- 99Acres	922	757	21.9%	734	25.7%
- JS	197	169	16.7%	188	5.1%
- Shiksha	257	248	3.7%	333	-23%
Revenues					
Info Edge *	5,930	5,318	11.5%	5,843	1.5%
- Recruitment	4,560	4,464	9.1%	4,464	2.2%
- 99Acres	873	697	25.2%	827	5.6%
- JS	197	181	8.6%	194	1.2%
- Shiksha	300	259	15.9%	358	-16.2%
Operating PBT %					
Info Edge *	37%	32%	4.5%	36%	1.2%
- Recruitment	59%	59%	0.1%	59%	0.2%

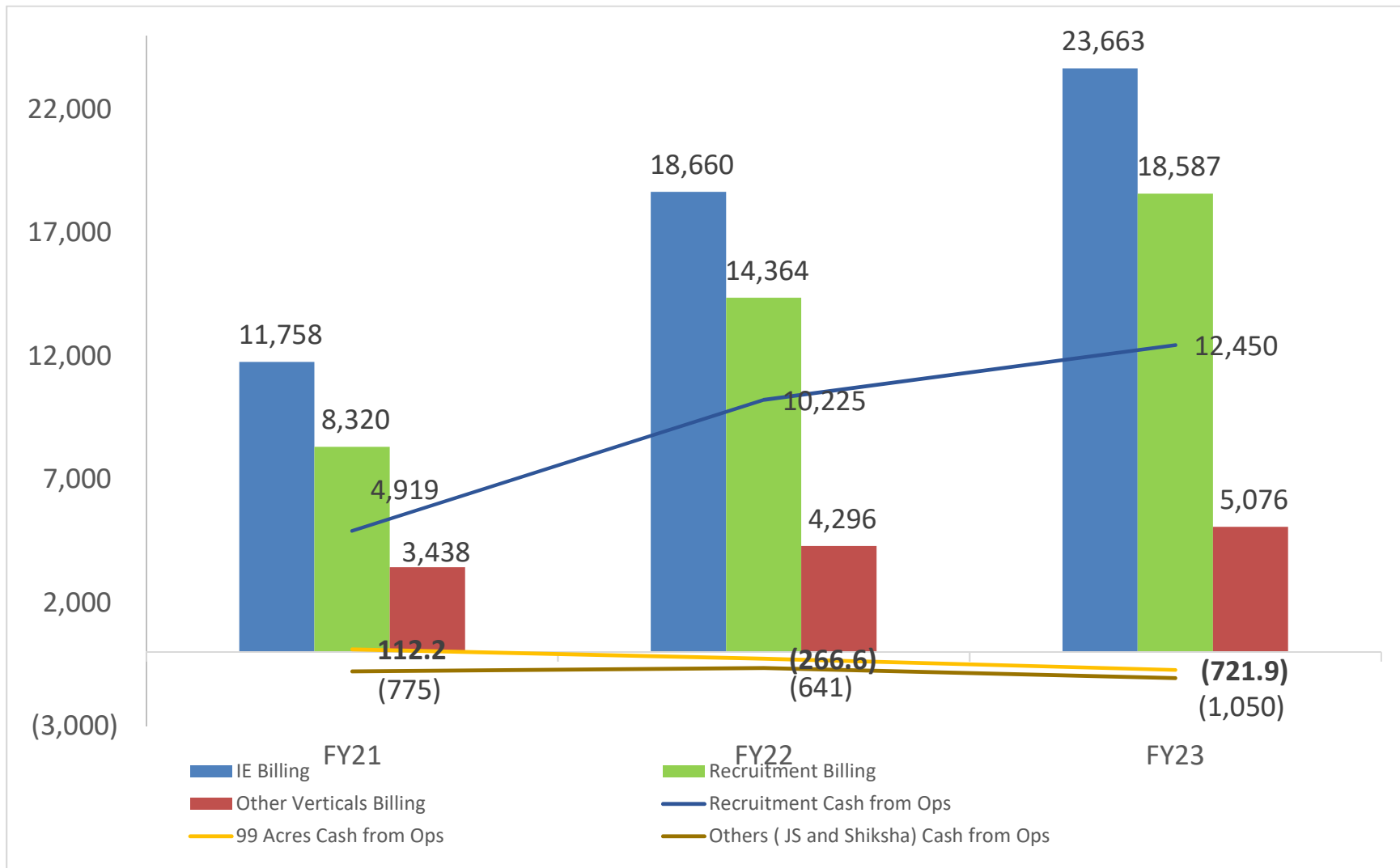
Financial performance

Info Edge Billing and Cash from Operations (Rs Mn) trend



Billing and Cash from Operations

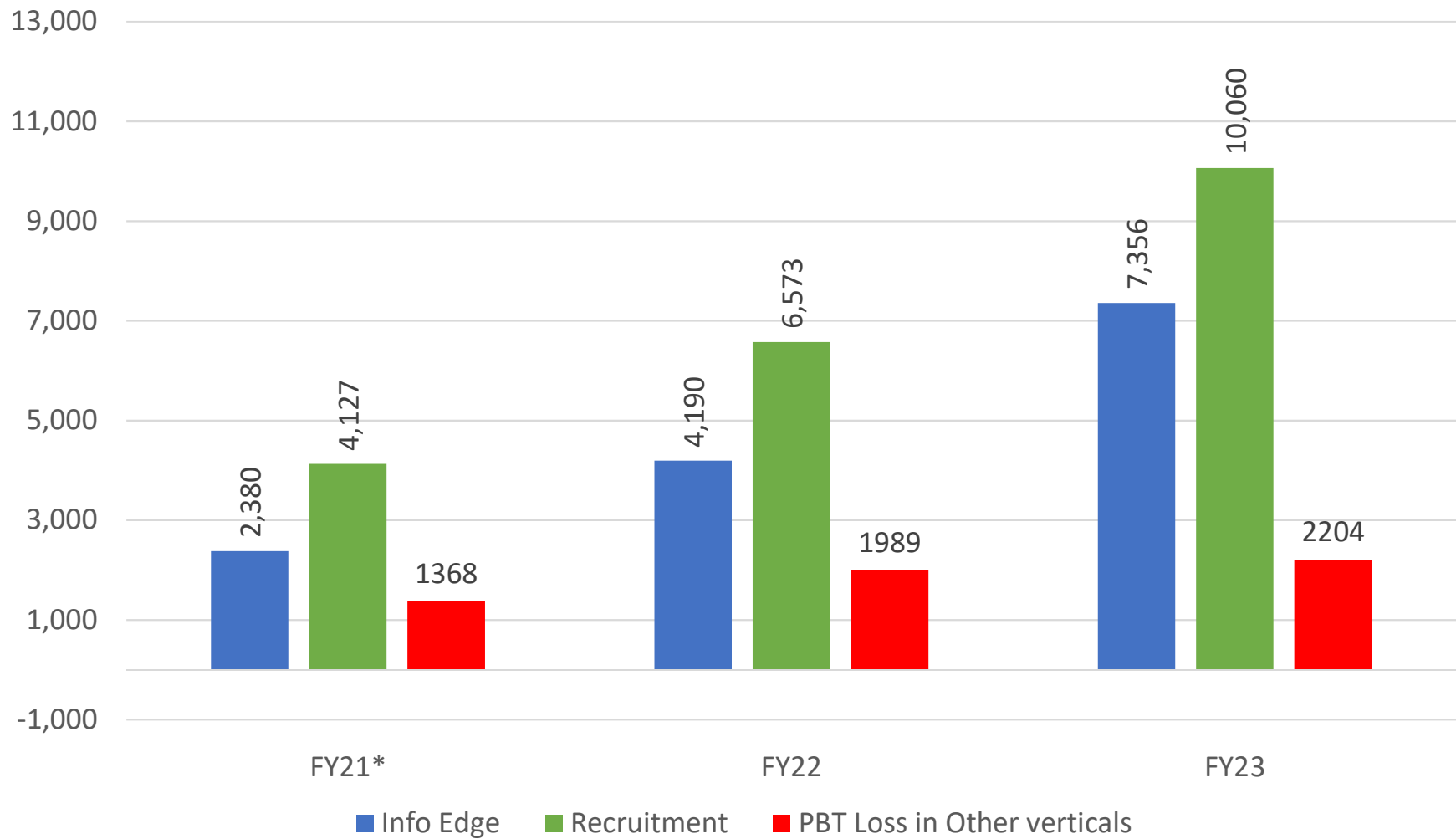
Segmental Billing and Cash from Operations (Rs Mn) trend



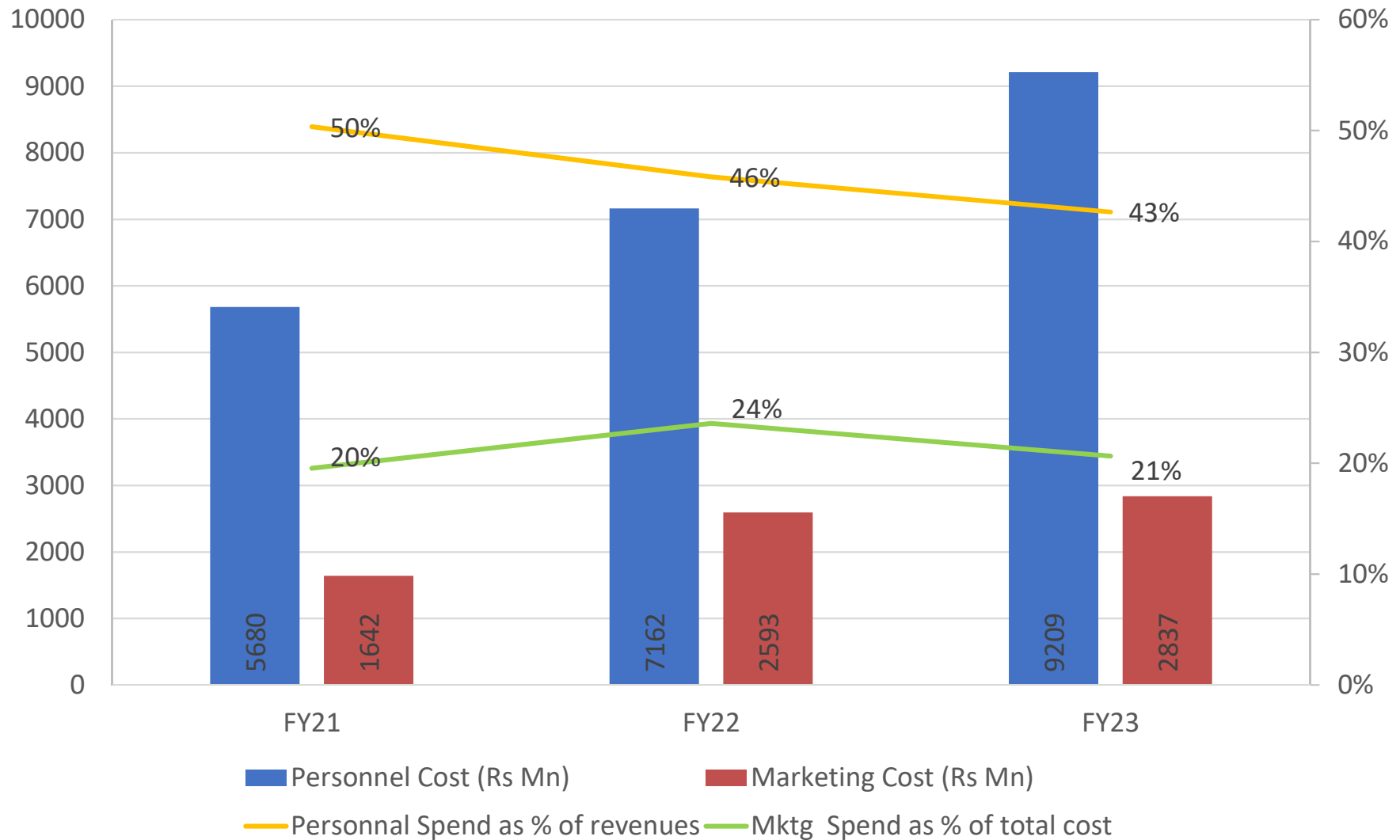
* Segmental data for Naukri and other verticals

Operating PBT

Info Edge and Segment-wise PBT (Rs Mn)



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

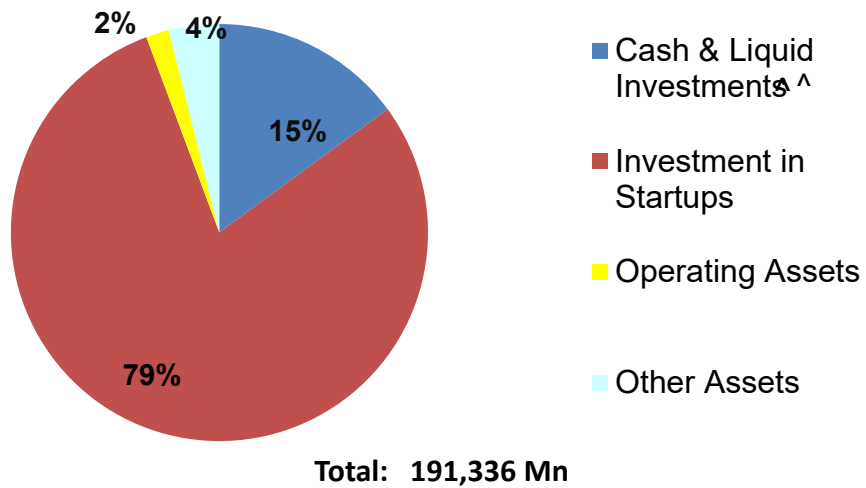


- Manpower and marketing constitute 88% of our total standalone expenses

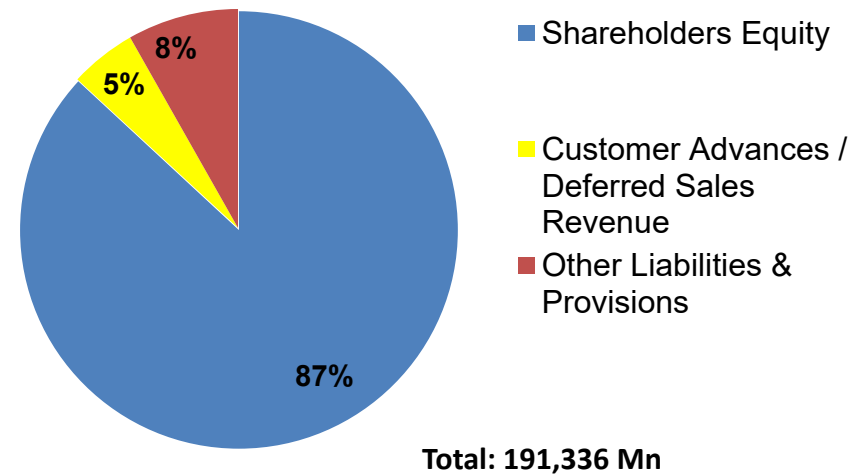
Assets and funds Allocation

As of Sep 30, 2023

Assets



Liabilities

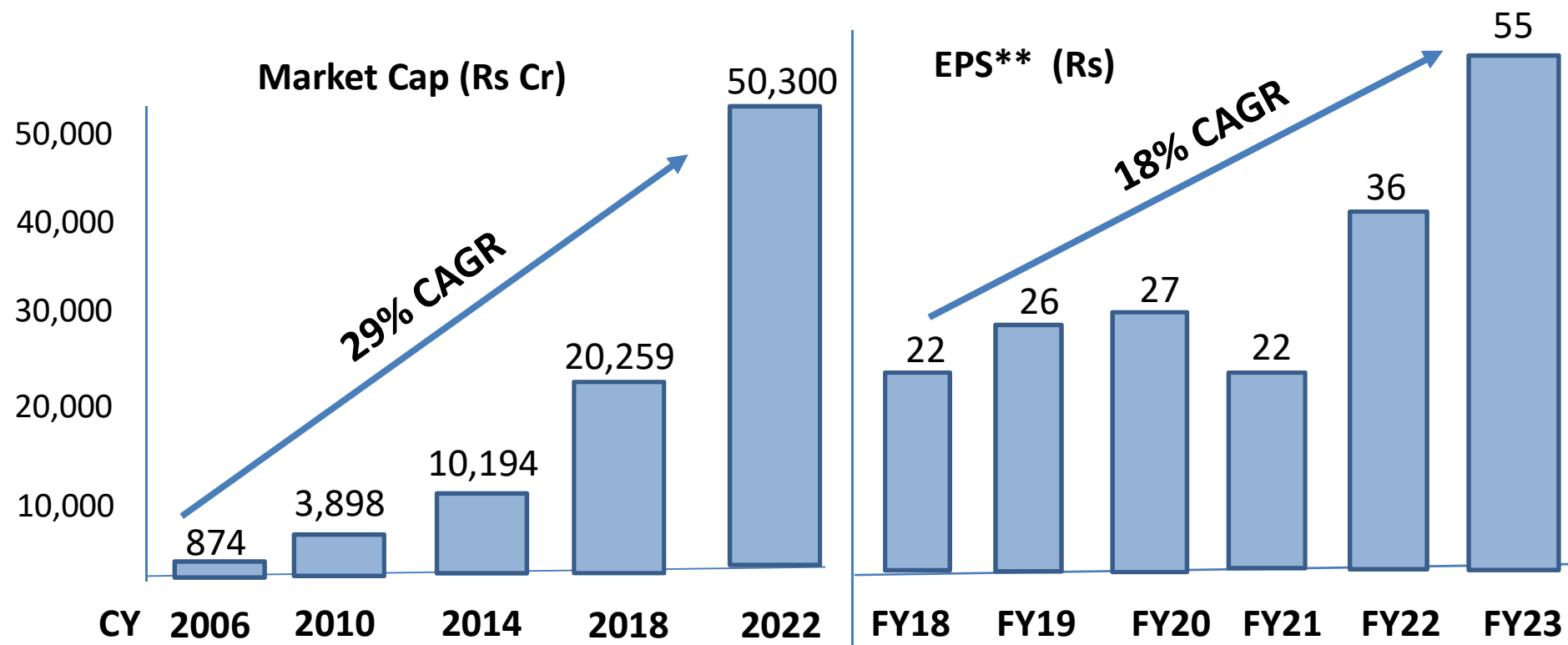


- Negative working capital in operating business with negligible operating assets.

^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 915 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

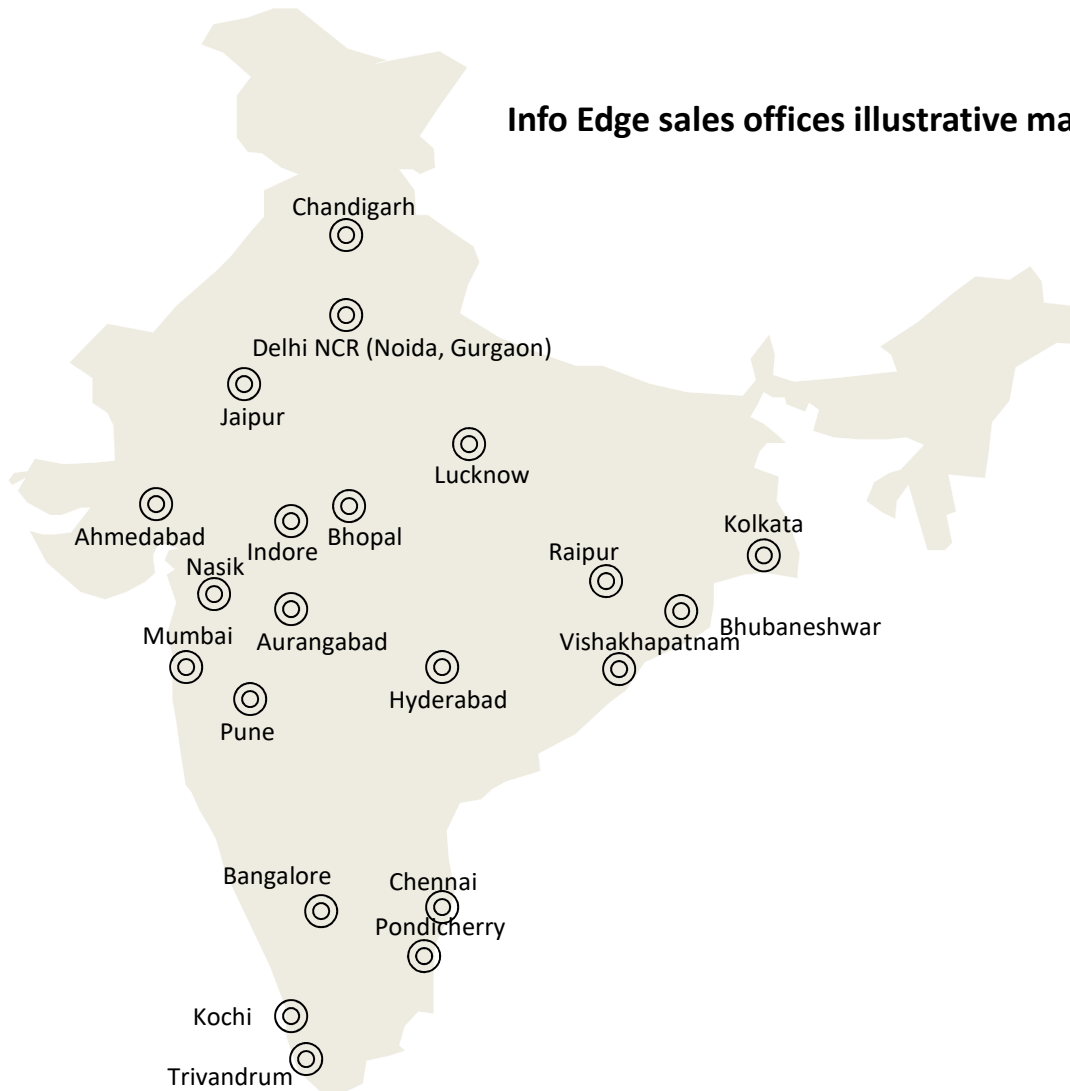
- Half of the Board comprises of Independent Directors
- Non- Executive Chairman
- Statutory Audit performed by EY
- Internal Audit performed by an external firm
- Audit committee comprises only of Independent Directors
- Formal dividend policy (25% to 40% of standalone PAT)
- Whistle blower mechanism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

Board of Directors

Whole time	Non Executive	Independent	
<p>Sanjeev Bikhchandani (60) Promoter and Executive Vice Chairman BA Econ. St. Stephen's. PGDM IIM-A</p>	<p>Kapil Kapoor (59) 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, Junglee;</p>
<p>Hitesh Oberoi (51) Co Promotor ,Managing Director and CEO B.Tech IIT Delhi, PGDM IIM-B</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>Sanjiv Sachar (65) Degree in Economics from DU and Chartered Accountant Previously worked with Egon Zehnder as Senior Part</p>	<p>Arindam Kumar Bhattacharya (61) PhD Engineering from University of Warwick, UK Former Senior Partner and Director of the Boston Consulting Group, India</p>
<p>Pawan Goyal (52) Whole-time Director B.Tech IIT M.Sc The University of Texas Previously worked with Adobe Systems</p>			

Nationwide sales/customer interface infrastructure

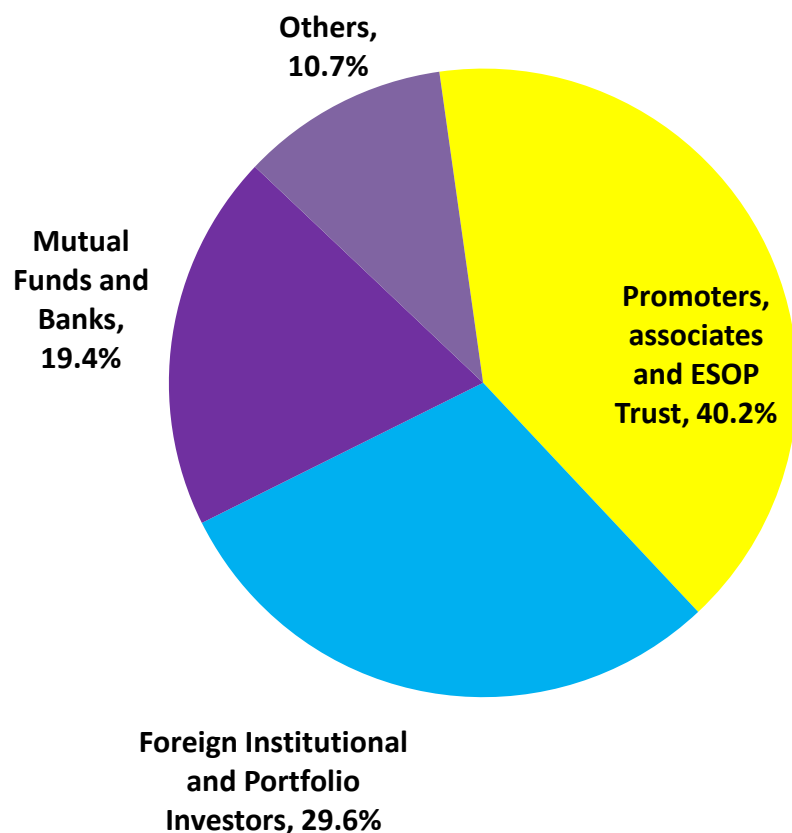
Info Edge sales offices illustrative map



Geographical Spread as on date

- Nation wide coverage through 79 company branch offices in 60 cities in India
- 3394 sales/ servicing/ client facing staff or 60.6% of the company's workforce of 5594.

Shareholding



As on 22nd Oct, 2023

<u>MF/ FPI/FII/ Banks/ Insurance Companies</u>	<u>% Shareholding</u>
Axis Mutual Fund + Schroders	6.24%
Life Insurance Corporation	5.17%
Nalanda	2.98%
Vanguard	2.28%
UTI -various	2.04%
Govt Pension Fund Global	1.71%
Ishares	1.68%
SBI Life Insurance Co	1.10%
Arisaig	0.97%
Stewart	0.92%
Goldman Sachs EM Fund	0.88%
ICICI Prudential	0.75%
JP Morgan Funds	0.75%
Nippon Mutual Fund	0.67%
HDFC Life	0.54%
SBI	0.51%
Nordea	0.49%
Ashoka India Opportunities fund	0.46%
Abu Dhabi Investment Authority	0.44%
People Bank of China	0.43%
Government of Singapore	0.43%
T Rowe Price	0.42%

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 936 cr as on 30/09/23)
- 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

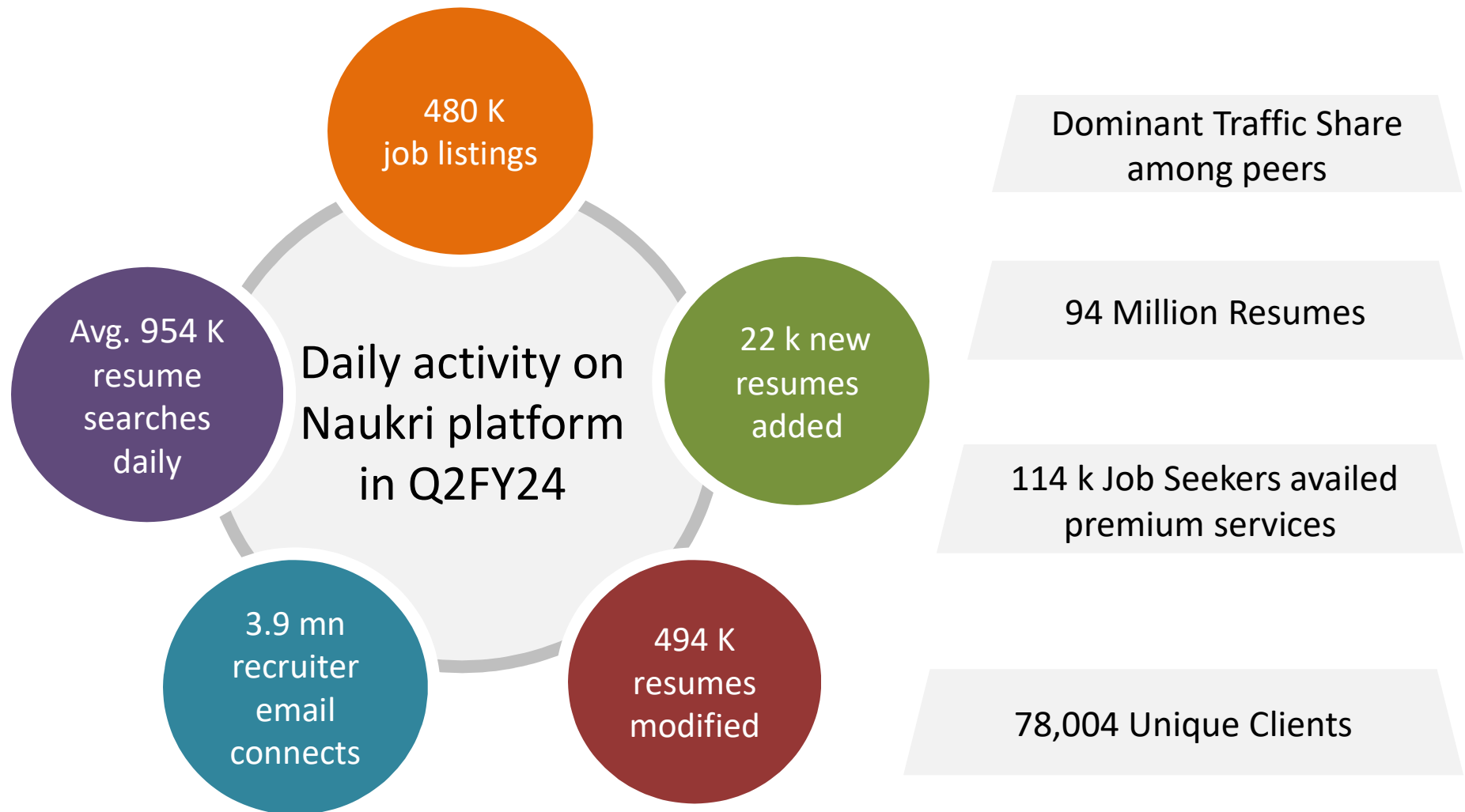


Inter... >

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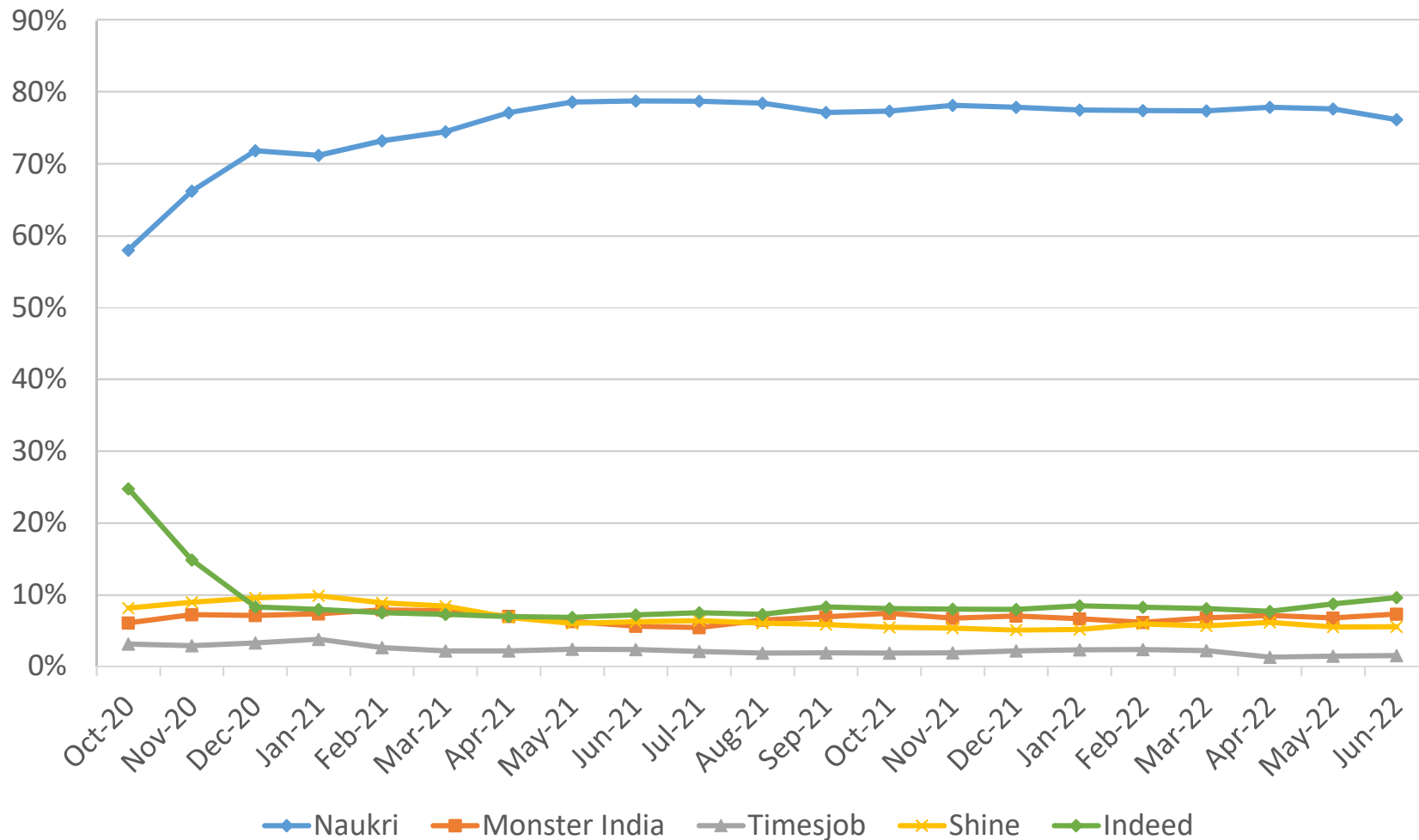


Key operating metrics for Naukri



Naukri traffic share among traditional job sites

Overall traffic (from desktops, laptops and web mobile)

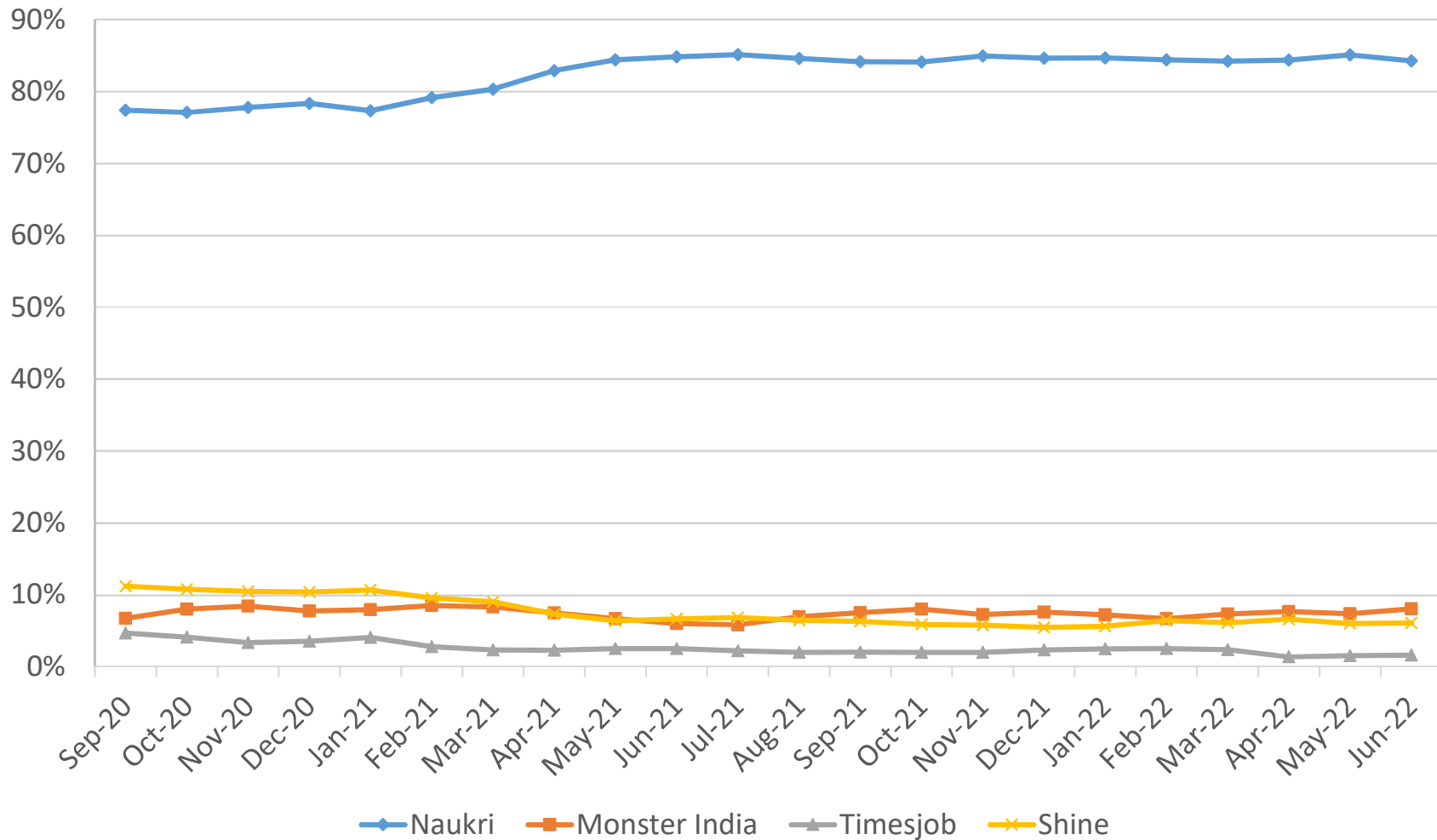


Source: SimilarWeb

Above chart excludes LinkedIn.

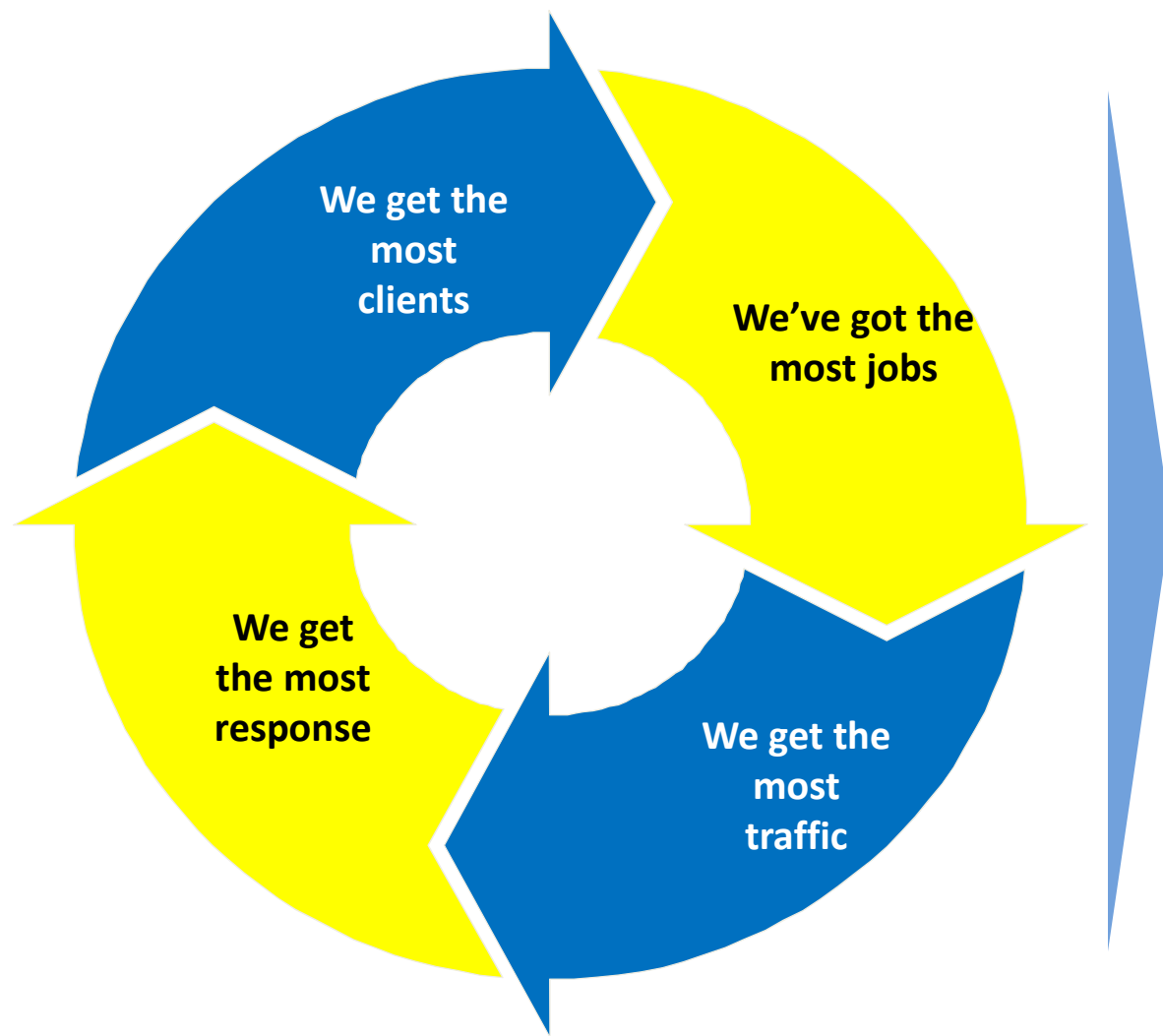
Naukri traffic share among traditional job sites

Overall traffic (from desktops, laptops & web mobile)



Source: SimilarWeb
Above chart excludes LinkedIn.

Naukri is a business of the virtuous circle



Benefits

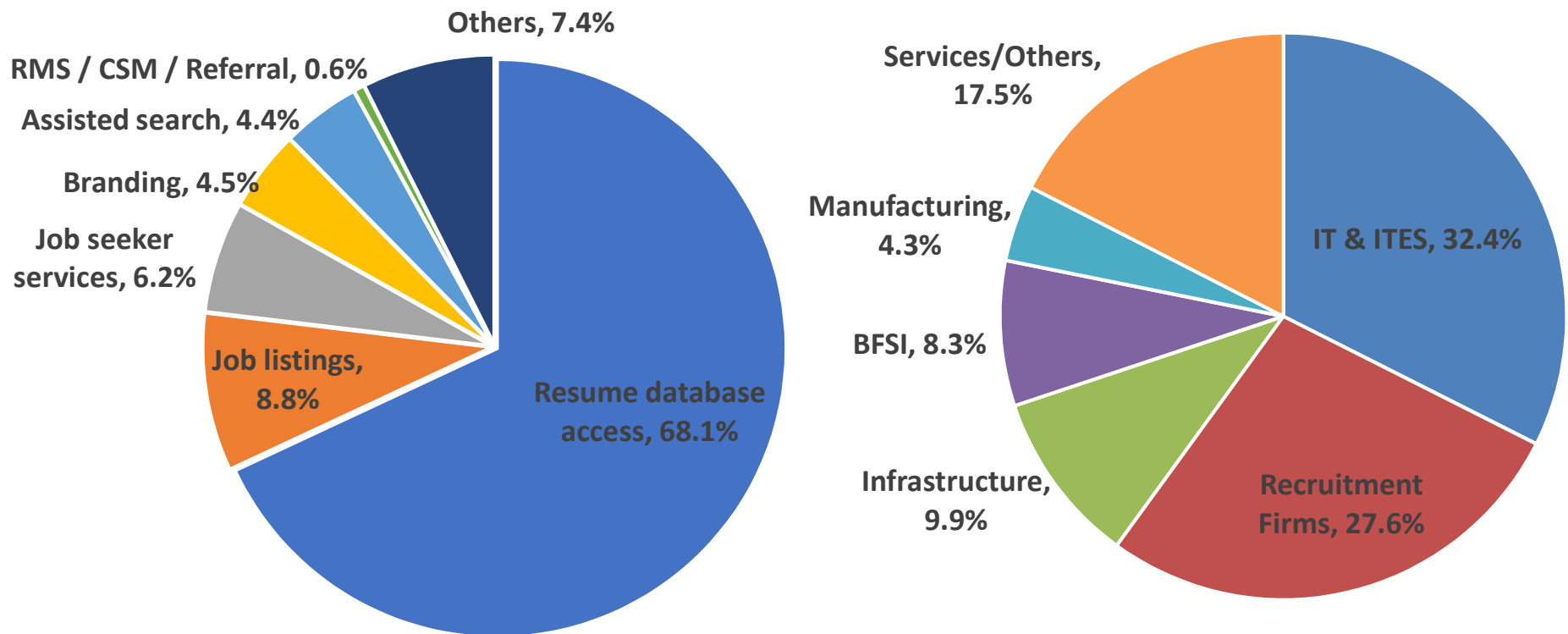
- Naukri has over 100% of industry profits enabling greater investment in
 - Product innovation
 - Engineering
 - Brand support
 - Sales network
 - Servicing back office
 - Superior talent

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)

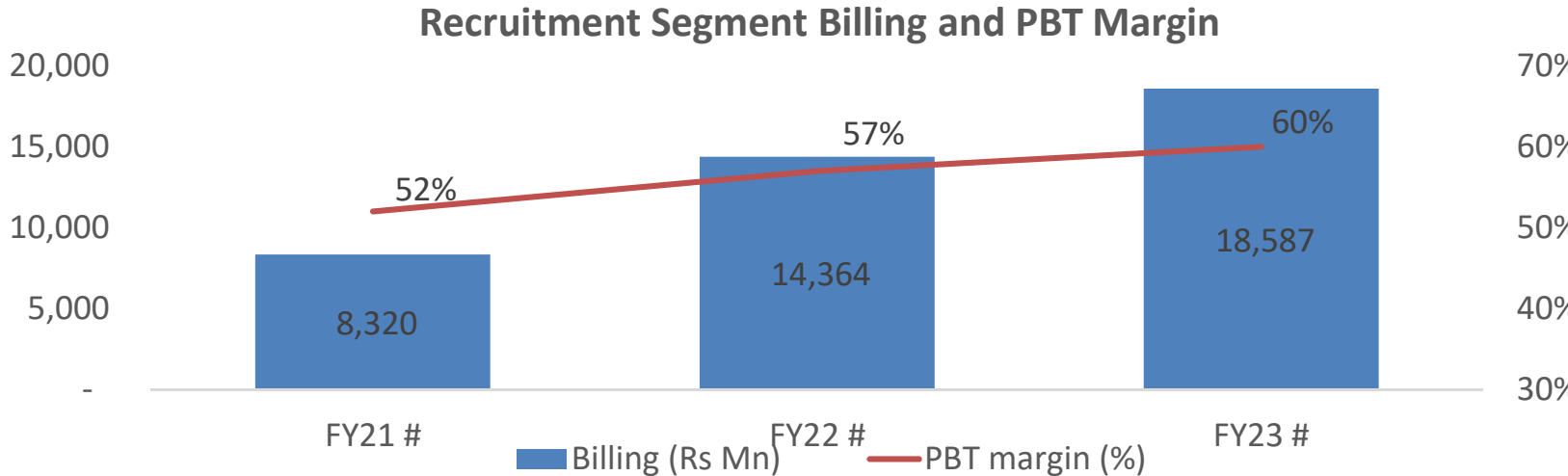
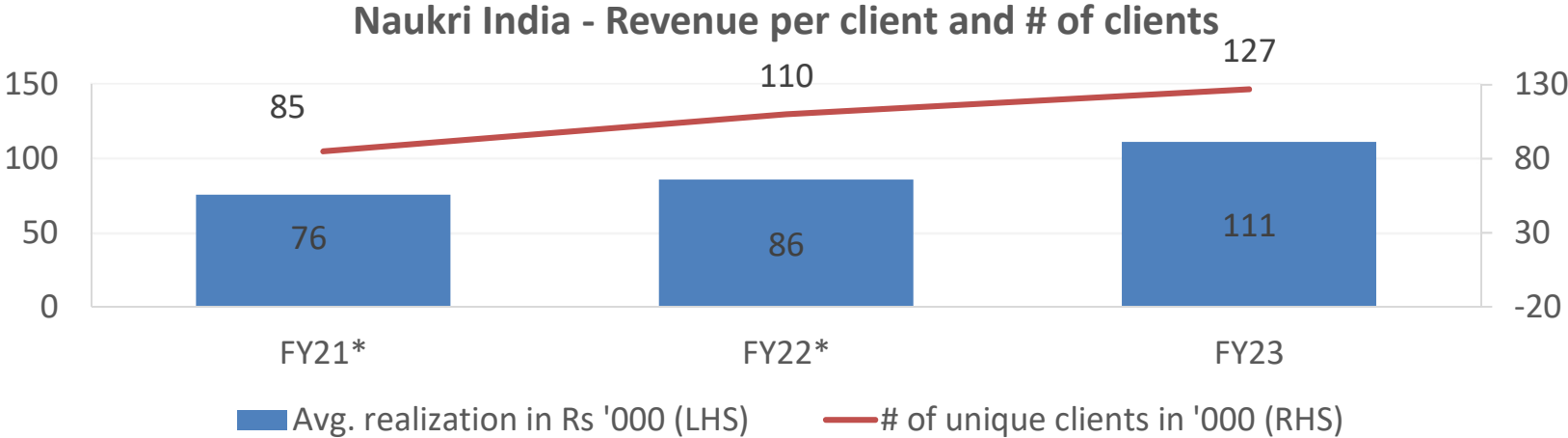
Breakdown of revenue by Product and Industry

Data for trailing 12 months to Sep 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**

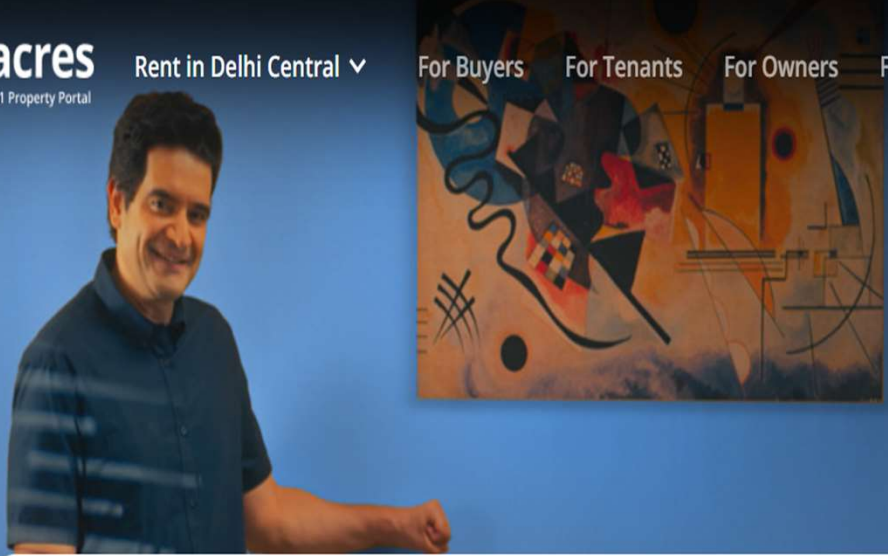
A skill assessment SAAS platform that helps identify talent efficiently.

 **CODING
NINJAS**

Indias most recommended code learning platform.



99acres India's No.1 Property Portal



Rent in Delhi Central ▾ For Buyers For Tenants For Owners For Dealers / Builders Post property **FREE**   ▾ 





Ghar Lena ho ya Bechna, Expert se hi Puchna


Buy **Rent** PG / Co-living Commercial Coworking Plots/Land **NEW** Projects Dealers

All Residential ▾   **Search**

Recent searches:  Rent in Delhi Central  View all searches

Continue browsing...

 Rent in Delhi Central  Explore New City

 Guest User

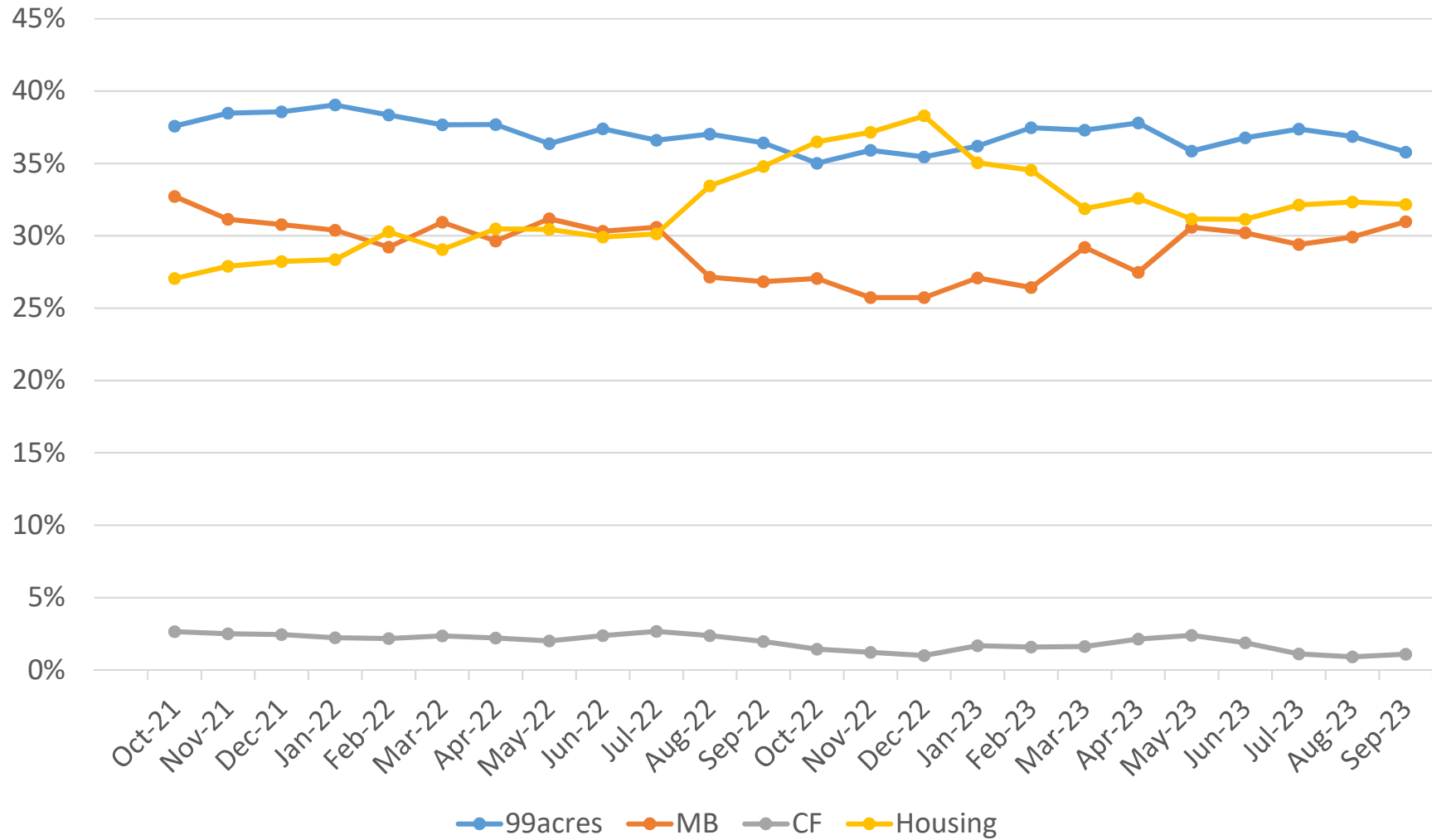
Your Recent Activity

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

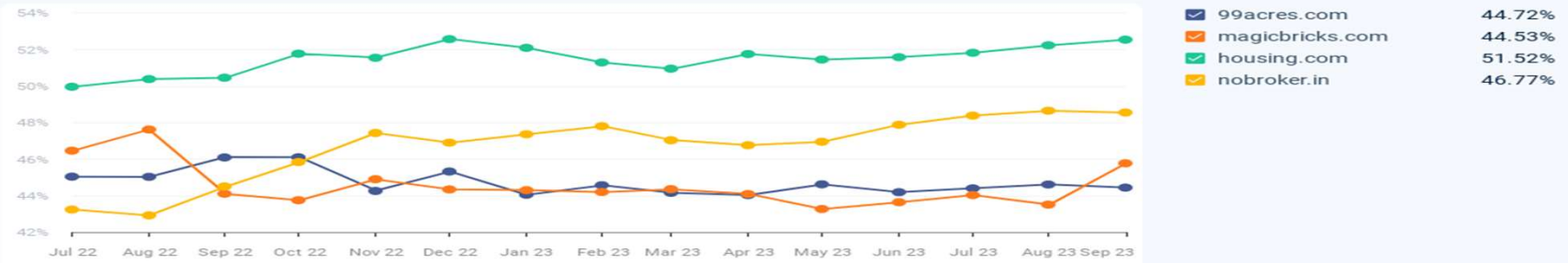
Overall traffic (from desktops & laptops, web mobile)



Source: SimilarWeb

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

Bounce rate Jul 2022 - Sep 2023 | India | All Traffic



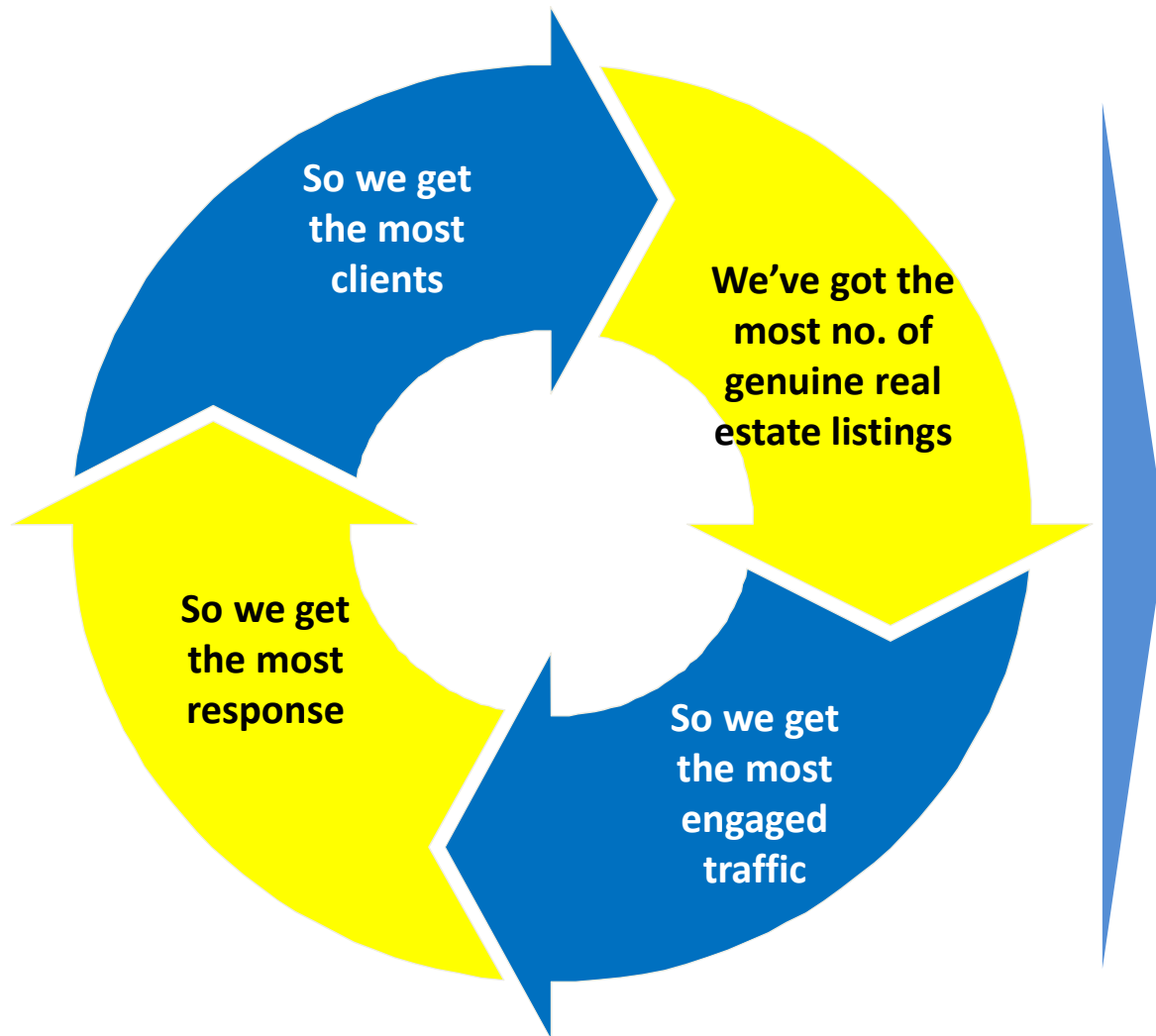
Buyers & Tenants spend more time on 99acres with lower/similar bounce rate vs most competitors

Visit duration Jul 2022 - Sep 2023 | India | All Traffic



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

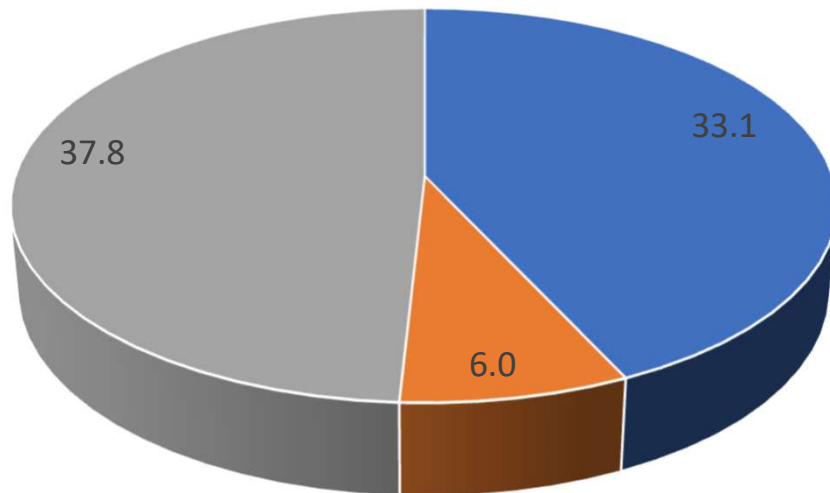
Key business metrics for 99acres (Q2)

- **As of Sep 30, 2023**

- Total projects 174,743+ (under construction or ready-to-move-in)
- Total listings 840,728 (including 423,215 owner listings)
 - Residential 672,668
 - Commercial 168,060

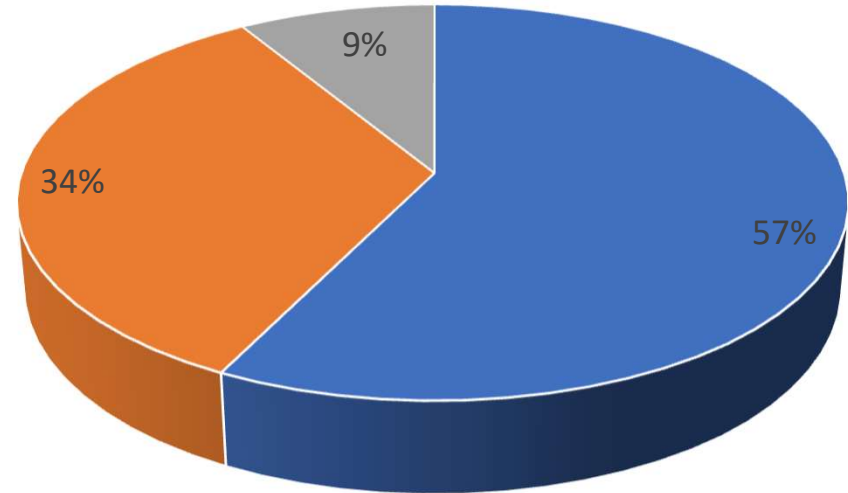
Break-down of Customers and Billing

No. of customers in '000



■ BROKER ■ BUILDER ■ OWNER

Billing breakdown by customer type



■ BROKER ■ BUILDER ■ OWNER

Data for trailing 12 months to Sep 2023

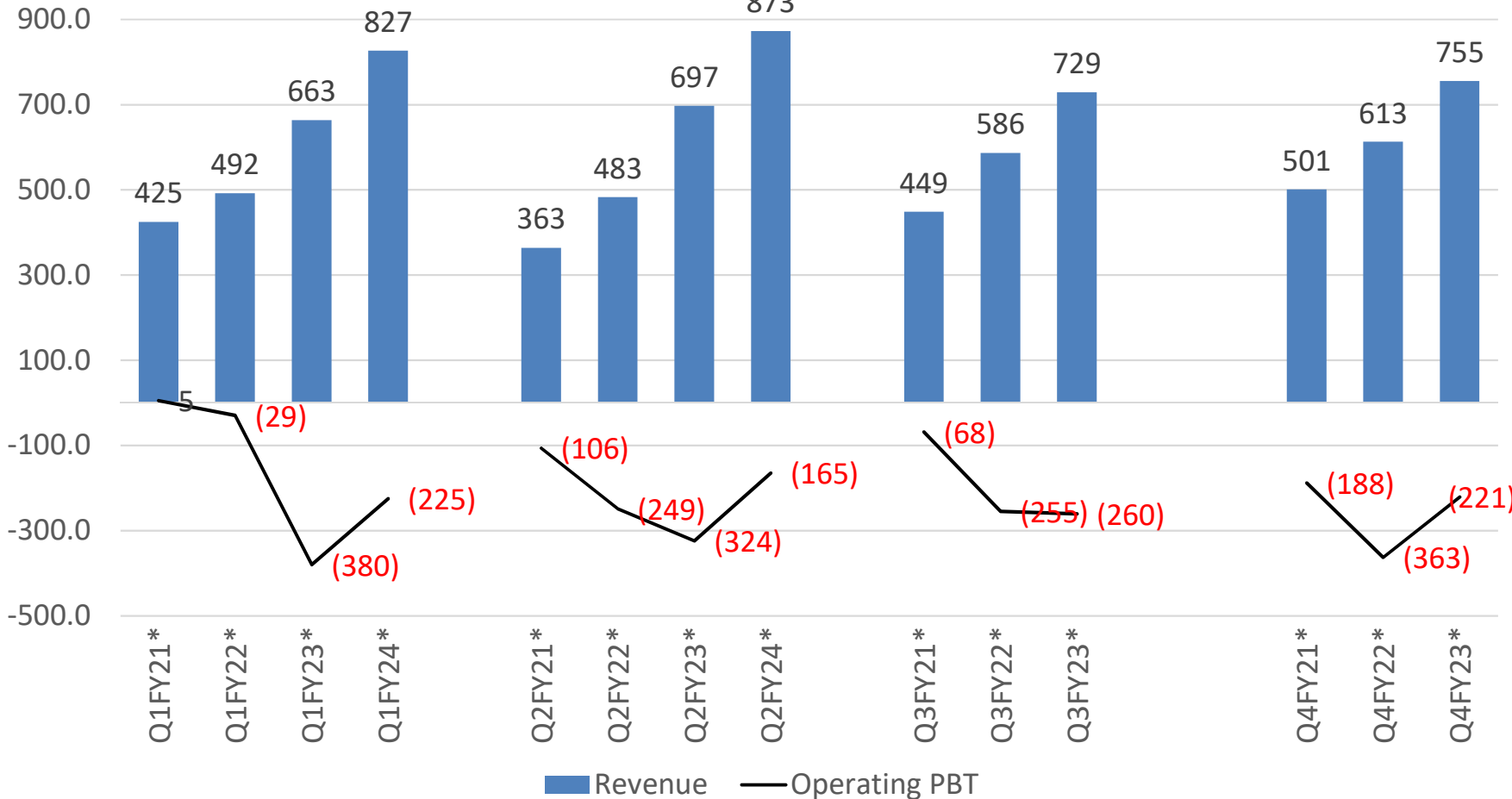
99acres –strategy



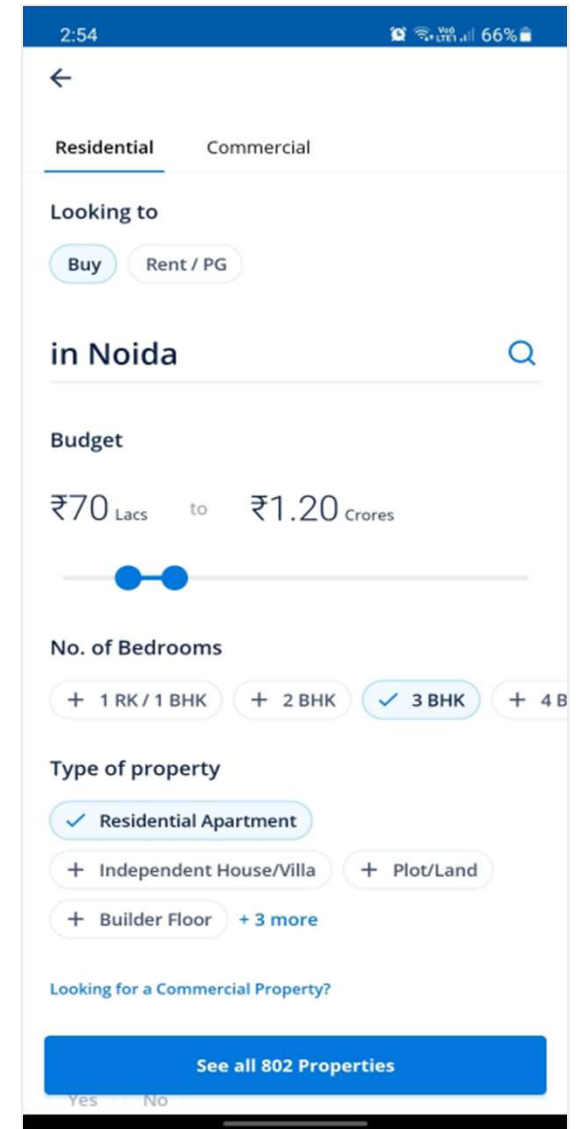
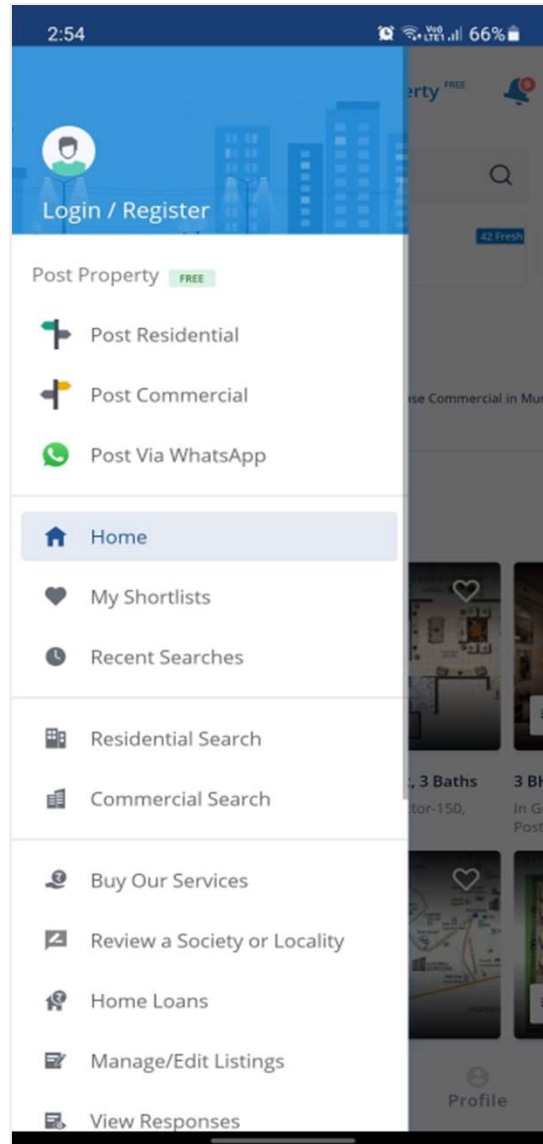
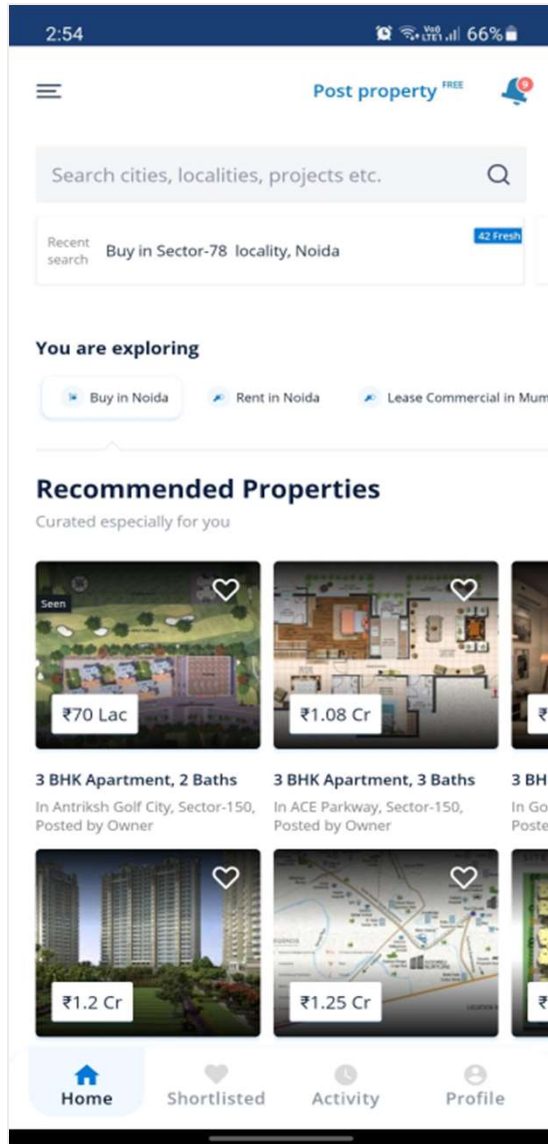
Focus on improving traffic share by improving customer experience on the site

99 acres – Quarterly Financials

99acres Quarterly Revenue (Rs Mn) and Operating PBT (Rs Mn)



Mobile app – home screen, navigation & search



Locality Reviews

8:49 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 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 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

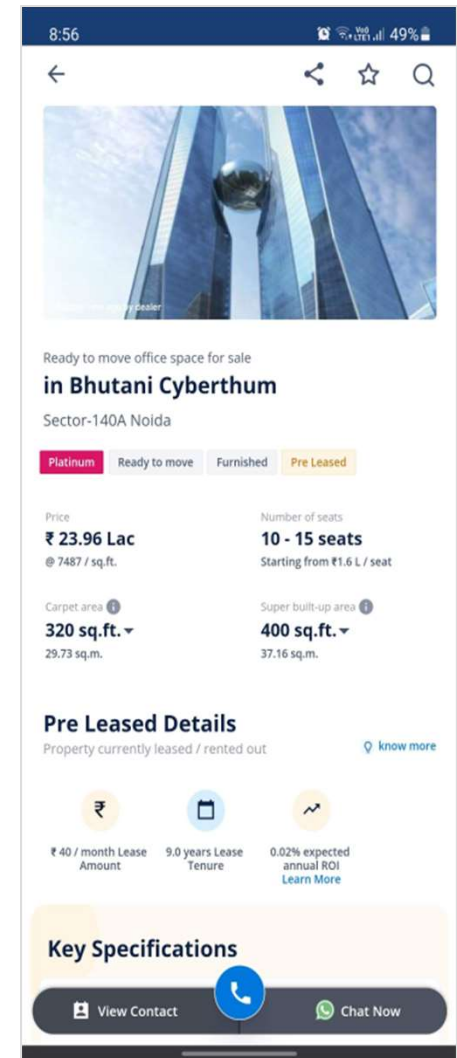
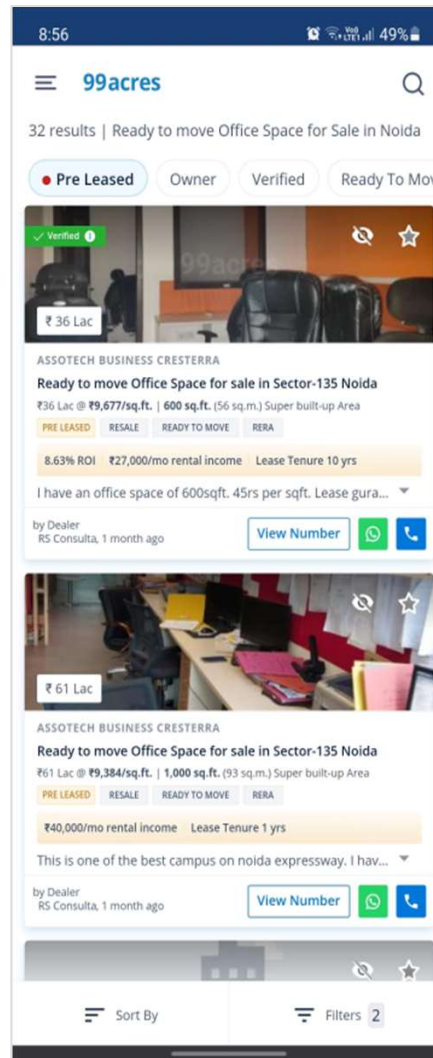
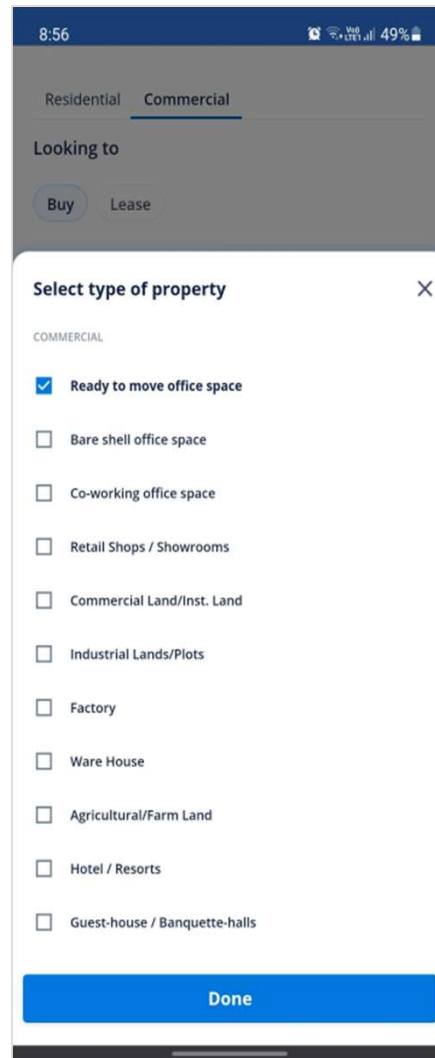
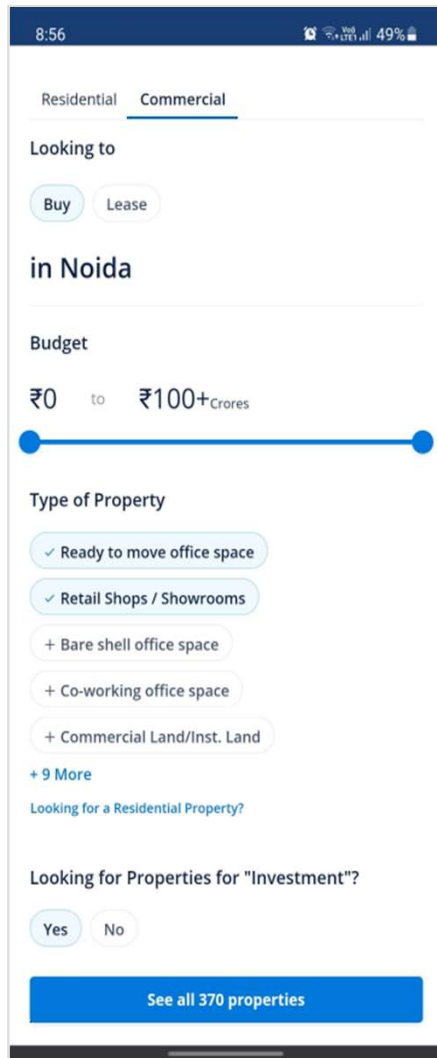
Was this helpful? Yes [Report](#)

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

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Amity University, Noida (view details)

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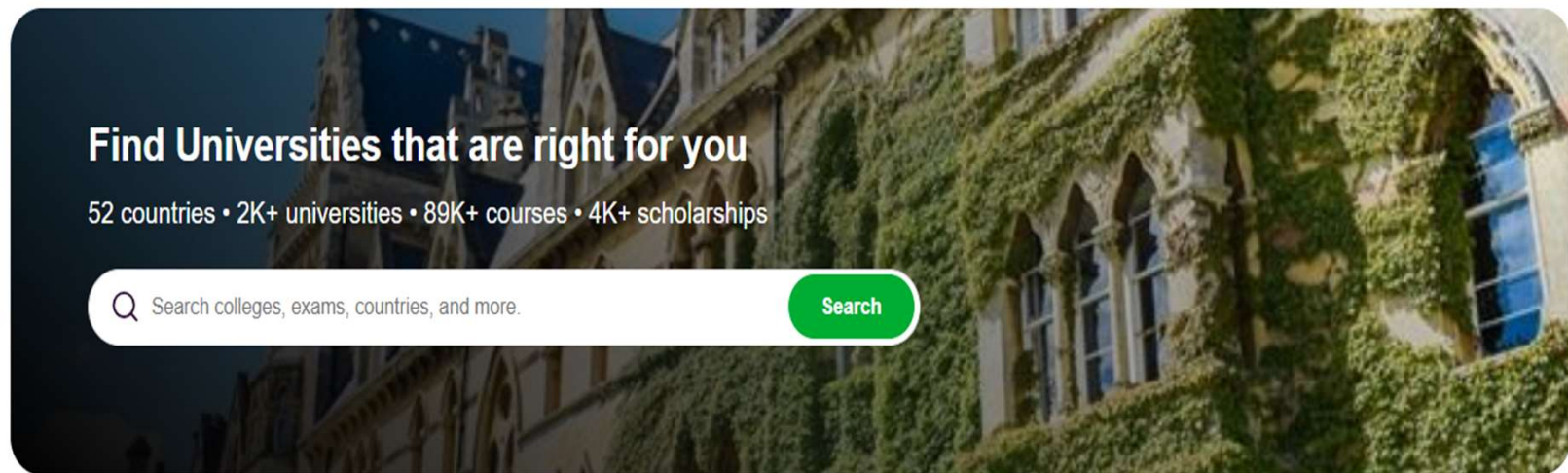
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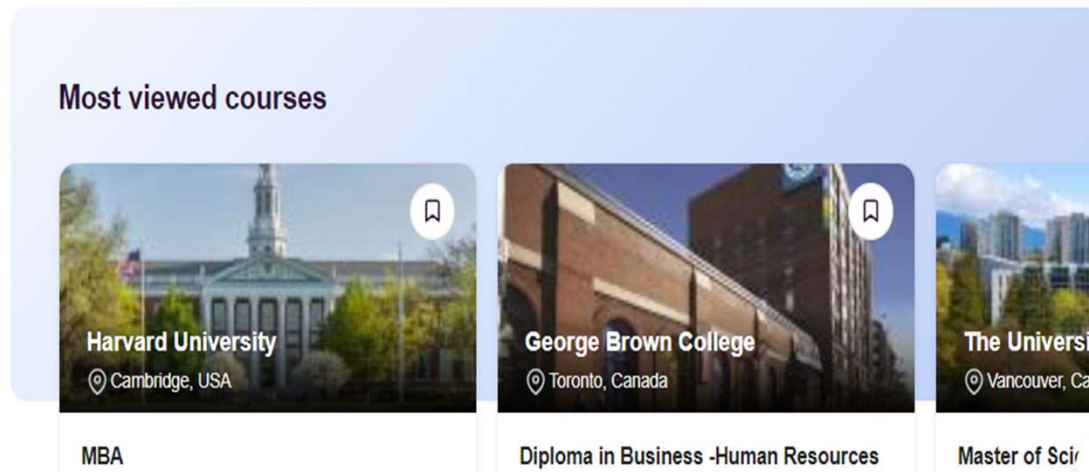


The navigation bar features the 'shiksha STUDY ABROAD' logo on the left. A search input field with the placeholder text 'Enter course, college, country or exam' and an orange 'Search' button is positioned in the center. On the right, there are dropdown menus for 'COUNTRIES', 'EXAMS', 'COLLEGES', 'FINANCES', 'APPLY', and 'STUDY IN INDIA'. Further right are links for 'Contact Us', 'Login', and 'Sign Up'.



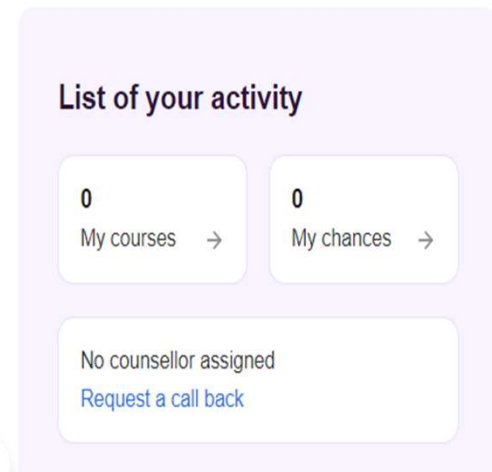
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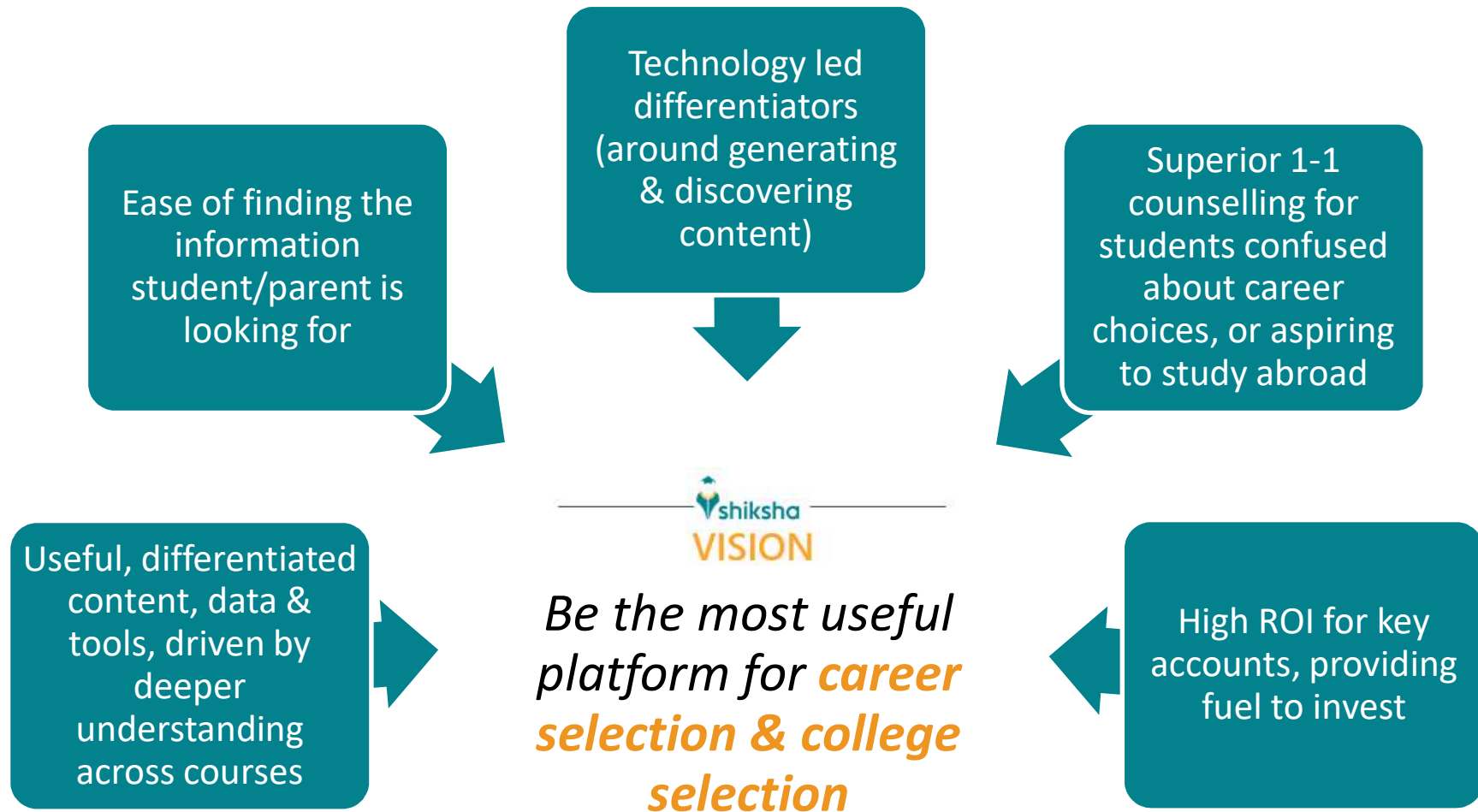


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A website which helps students decide undergraduate and post graduate options, by providing useful information on career, exams, colleges & courses

Shiksha Vision & Key Enablers



Shiksha's Strengths

Shiksha is India's largest Higher Education Classified platform

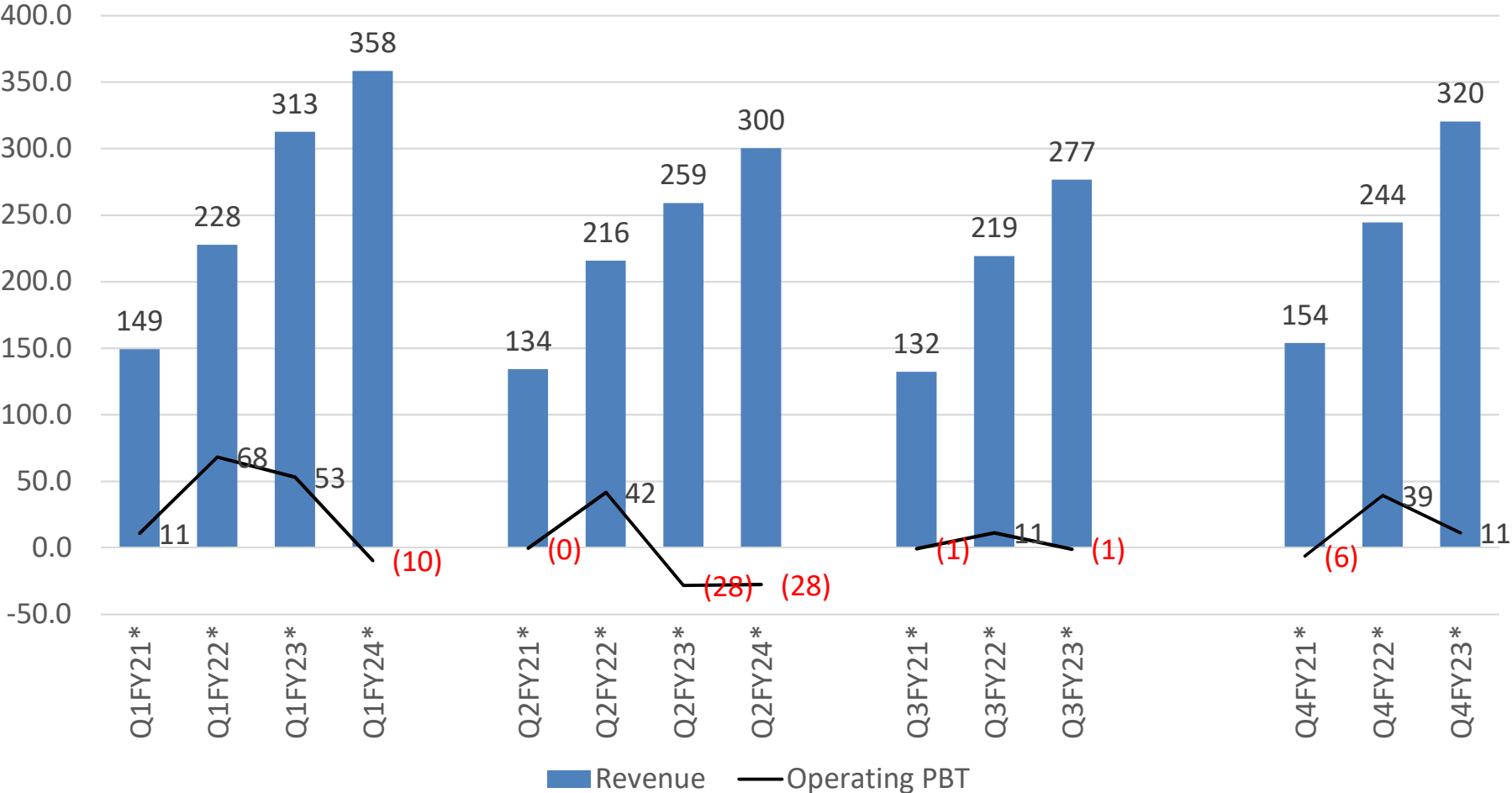


Competitors

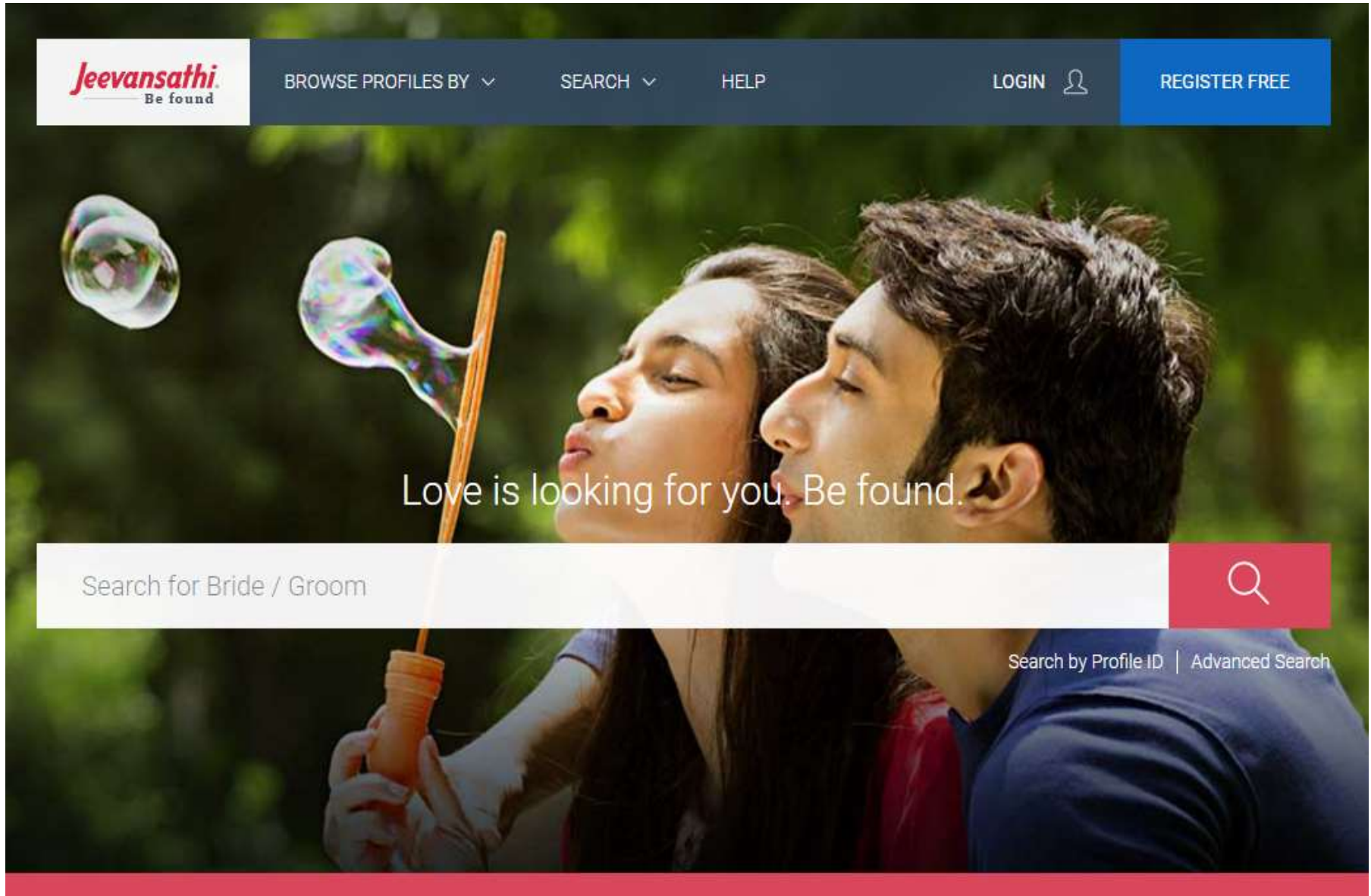
Domestic competitors include – Careers360, Collegedunia, CollegeDekho, getmyuni, Sarvgyan, Pagalguy, MBAuniverse, Aglasem
Study Abroad competitors include - Top universities (QS), IDP, Hotcourses, Yocket, LeapScholar, Study Abroad consultants

Shiksha – Quarterly financials

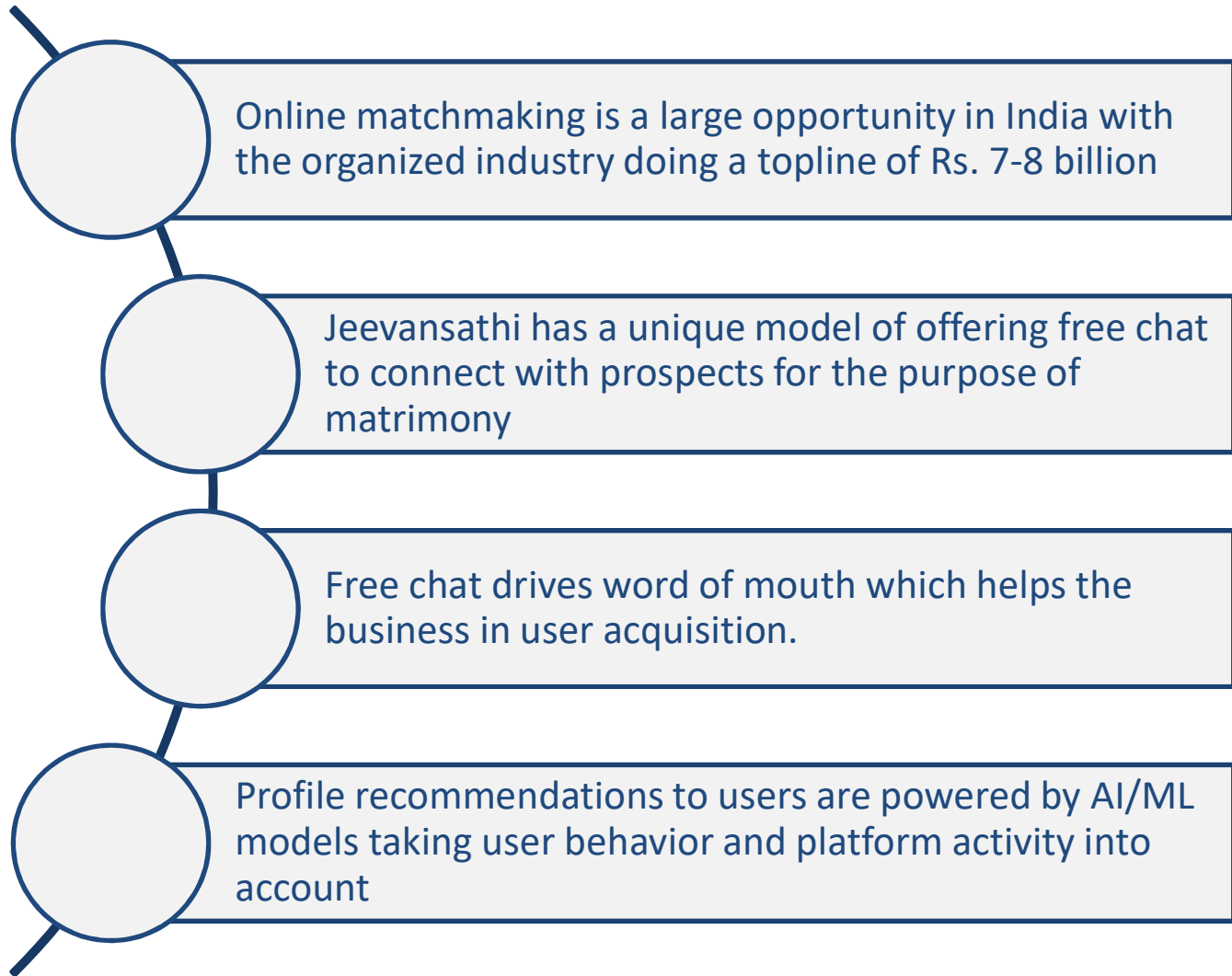
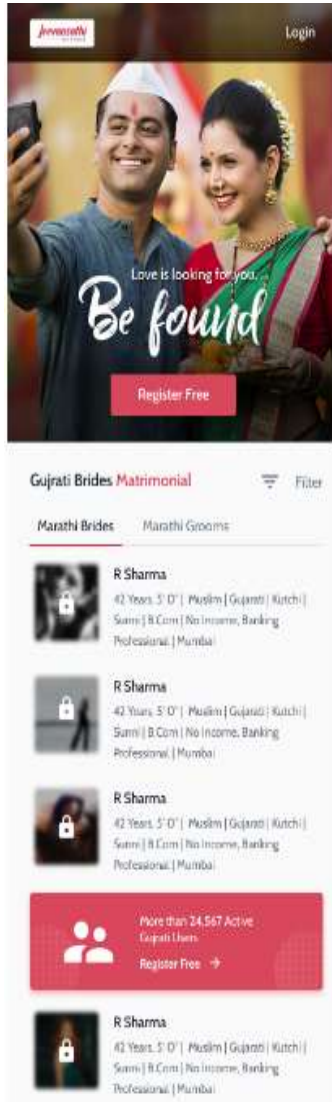
Shiksha Quarterly Revenue (Rs Mn) and Operating PBT (Rs Mn)



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

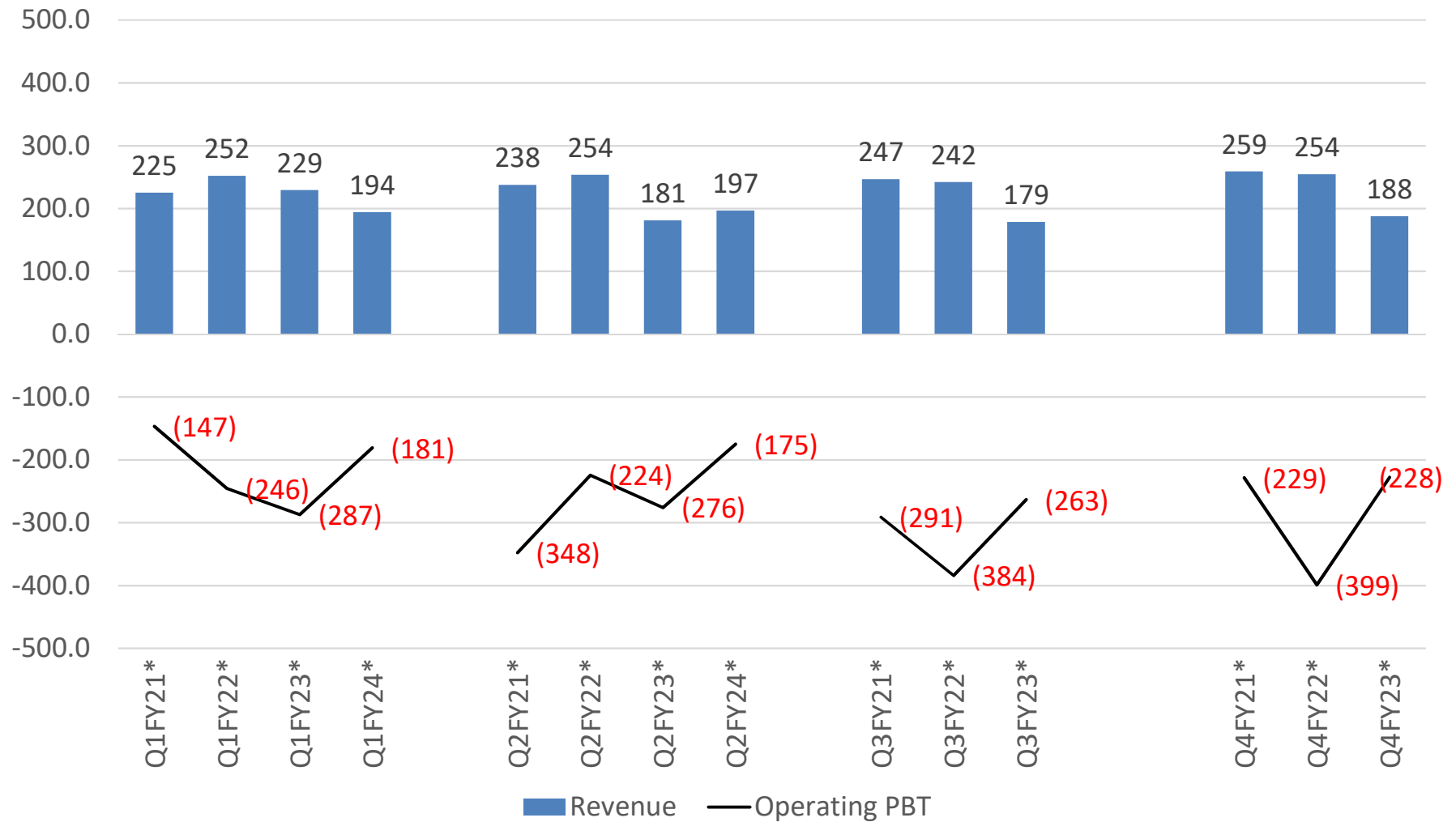
- Industry leading features launched in the last couple of years to maintain product leadership
- Free chat is a strong differentiated offering, which allows the platform to attract a lot of users at lower marketing investment
- Sophisticated recommendation engine based on millions of daily interactions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



Investments

Financial Investment Portfolio

Financial Investment-Listed Companies			
Investee Company	Prominent Domain names	Cost of investment as of Sep '30, 2023 (Rs Million)	Approx. diluted and converted shareholding %(Actual)
Zomato		1,465	13.94%
Policyabazaar		5,758	12.77%
		7,223	

Financial Investment-Unlisted Companies			
Investee Company	Prominent Domain names	Cost of investment as of Sep '30, 2023 (Rs Million)	Approx. diluted and converted shareholding %(Actual)
Agstack Technologies Private Limited	http://www.gramophone.in/	624.94	34.40%
Bizcrum Infotech Private Limited	https://www.shoekonnnect.com	-	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	3.06%
Brainsight technology private limited	https://www.brainsightai.com/	20.85	4.00%
Ray IOT Solutions Inc	https://www.rayiot.org/	35.36	4.14%
Skylark Drones Private Limited	https://skylarkdrones.com/	6.00	1.13%
String Bio Private Limited	https://www.stringbio.com/	165.00	0.85%
PSILA TECH PTE. LTD	https://www.flippyfinance.com/	57.30	13.38%
Aarogyaaai Innovations Pvt Ltd	https://aarogya.ai/	22.50	4.17%
Sploot Private Limited		89.48	26.81%
Vyuti Systems Private Limited		22.50	2.06%
Ubifly Technologies Private Limited		44.39	2.86%
WSO2 Inc		231.75	0.55%
VLCC		537.85	1.24%
Total		5,961.55	

Strategic Investment Portfolio

<u>Strategic Investments</u>			
Investee Company	Prominent Domain name	Cost of investment as of Sep '30, 2023 (Rs Million)	Approx. diluted and converted shareholding %(Actual)
Aisle Network Private Limited	www.aisle.co	909.93	79.80%
Zwayam Digital Private Limited	https://www.zwayam.com/	864.11	100.00%
Axilly Labs Private Limited	https://doselect.com/	229.61	100.00%
Greytip Software Private Limited	https://www.greythr.com/	650.00	24.90%
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	47.90%
International Educational Gateway Private Limited	https://www.university.com/	305.01	53.55%
Juno Learning Private Limited		112.50	25.00%
Total		5,289.66	

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, Bizcram 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.		
Sploot 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

- **Customer Data Protected** by implementing robust security measures that ensures **confidentiality, integrity and respect for privacy**. This includes employing **encryption, access controls, and regular security audits** to safeguard sensitive information.
- Deployment of **state-of-the-art technologies, industry best practices, and comprehensive security measures** to protect customer data from unauthorized access, breaches, or misuse.
- Investments in **regular security audits, vulnerability assessments, and penetration testing** to identify and address any potential vulnerabilities proactively.
- **Education of our employees** about the importance of data security and privacy. **Regular training programs** ensure that our workforce remains vigilant and up-to-date on emerging threats, privacy regulations, and best practices.
- In the event of a data breach or security incident, we have a **comprehensive incident response plan in place**. We believe in **prompt communication with affected parties**, including our investors.

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	60	B.A Arts&Humanities M.B.A Marketing IIM Ahmedabad	Founder And Executive Vice Chairman	Lintas, Glaxo Smith Kline	1995
Hitesh Oberoi	51	B.Tech IIT, M.B.A IIM Bangalore	Managing Director And CEO	Hindustan Lever Limited	2000
Maneesh Upadhyaya	45	MBA	Chief Business Officer- 99Acres.Com	HUL	2010
Shantanu Mathur	44	MBA	Executive Vice President New Business	Knowlarity Communications India Pvt Ltd	2018
Harpuneet Singh Rekhi	43	M.Sc	Executive Vice President Engineering	Nettcan International	2006
Roushan Bharti	32	PGDM	Executive Vice President - Blue Ocean	Engineers India Ltd	2017
Sumeet Singh	50	MBA	Chief Marketing Officer	NIIT Ltd.	2007
Alok Vij	46	B.Com	Executive Vice President & Head-IT	Mobileum Technologies Pvt Ltd	2019
Rinchan Gupta	45	B.Tech	Executive Vice President-User Experience & Design	H.P	2008
Nitin Bansal	47	PGD	Executive Vice President	One 97 Communication (Paytm)	2017
Shailesh Chandra	49	PGDM	Executive Vice President	Amazon	2014
Rishi Gupta	42	B.E	Executive Vice President Engineering - Jeevansathi	One 97 Communication (Paytm)	2018
Sumit Kumar Jaiswal	36	MBA	Executive Vice President Corporate Development	Accenture	2018
Sharmeen Khalid	52	MBA	Chief Human Resources Officer	Freelance Consultant	2006
Vivek Jain	49	MBA	Chief Business Officer-Shiksha	Sel-Employed Riverbridge	2010
Pawan Goyal	52	PHD	Chief Business Officer - Naukri.com	Microsoft India Pvt Ltd	2019
Rohan Mathur	39	PGDM	EVP & Business Head Jeevansathi.com	Cadence Design System	2011
Chintan Arvind Thakkar	56	CA	Director & CFO	CA(Ind) Technologies	2014
Divakar Gupta	39	PGDBM	Executive Vice President - Product Development	Expedia Group	2023
Amrisha Kumar Singh	49	PGDM	Executive Vice President and Head Sales & Customer	Pentasoftware Technologies Ltd	2003
Simrandeep Singh Parmar	40	MBA	Executive Vice President Study Abroad	Ajnoha Web Technologies Pvt. Ltd.(Empl	2013
Nishant Pandey	47	MBA	Executive Vice President & Product Head Shiksha	Schlumberger Asia Services	2008
Amit Kumar Singh	46	MBA	Executive Vice President & Head Commercial	Citibank NA	2011
Niraj Kumar Rana	47	MBA	Executive Vice President & Head of Sales Naukri In	Bismark Advertising Pvt. Ltd.	2001
Manoj P	49	MBA	Executive Vice President & Head Strategic Business	Indian Seamless Group	2002
Joseph P John	47	MCA	Co-Founder & Business Head - Zwayam	Wipro Technologies	2015
Niraj Seth	52	B.Tech	Executive Vice President Go To Market and Business	Cleartrip	2017
Nimish Kulshrestha	36	MBA	Executive Vice President Product Development	Snapdeal.com	2017
Jatin Thukral	41	M.S	Executive Vice President & Head - Data Science	Flipkart Internet Pvt Ltd	2020
Shail Gaurav	40	MBA	Executive Vice President, Marketing	PepsiCo India	2022

Management Team

Name	Age	Qualification	Designation/Role	Previously worked with	Year of joining
Esha Arora	36	B.Com	Senior Vice President - Media	Mudra Communications Pvt. Ltd	2011
Samir Puri	49	B.Com	Senior Vice President	GE CBPMSL	2009
Rizwan Ahmed	47	B.Com	Senior Vice President	EXL Service.com (India) Pvt Ltd	2002
Arvind Heda	46	B.E	Chief Technology Officer Naukri	Snapdeal.com	2017
Amit Kumar	43	MBA	Senior Vice President Human Resources	Guavus	2017
Vishal Singh	49	MBA	Senior Vice President	Profiles Placement	2003
Pallavi Gupta	45	MBA	Senior Vice President Human Resources	New Holland Tractors	2014
Rajesh Kumar Aggarwal	51	CA	Executive Vice President - Finance	Lodha Group	2017
M Prabin Meitei	41	B.Tech	Executive Vice President Engineering	Toostep Consultancy Pvt. Ltd.	2012
Niharika Jain	33	MBA	Senior Vice President Human Resources	Nestle India Private Limited	2021
Ankur Kheterpal	50	B.Com	Senior Vice President It Infrastructure	Solutions Infosystems Pvt Ltd	2005
Jai Prakash Sharma	48	MBA	Executive Vice President Technical Operations	First Advantage Offshore	2011
Rajiv Gidla	37	MBA	Senior Vice President Product Development	AIRTEL	2021
Mayank Bhardwaj	39	MBA	Sr. VP Growth & Analytics	marketRx India (Cognizant Group)	2021
Abhishek Srivastava	35	B.Tech	Senior Vice President Real Estate Intelligence	Kickstart Jobs	2019
Kumar Sonal	33	MBA	Executive Vice President- Sales	Reliance Communication	2017
Kamesh Kumar Gunupur	47	PG Diploma	Senior Vice President Information Systems	Samsung Data Systems India Pvt Ltd	2011
Mayur Satish Mundada	32	B.Tech+M.Tech Integrated	Founder & Business Head - AmbitionBox	JP Morgan	2016
Sharad Sindhwani	46	PGDBM	EVP, Business and Product Head-Naukrigulf	Panacea Biotec Ltd	2006
Ajjay Malhotra	42	MBA	Executive Vice President Human Resources	Future Group India	2021
Rajesh Vashista	49	MCA	EVP and Head of Product & Technology	U2opia Mobile Pvt Ltd.	2016
Vivek Aggarwal	45	CA	Executive Vice President - Finance	HCL	2018
Bhisham Dhingra	42	MBA	Head - Sales and Customer Delivery	Nokia India	2020
Arif Ismail Parkar	48	B.A	Executive Vice President & Head Emerging Markets	ITNation.com	2000
Rohit Agrawal	44	MBA	Co-Founder - Doselect & Business Head - First Nau	Walmart Global Technology Services	2022
Anand Prakash Bansal	49	PGDM	Executive Vice President Administration And Facilities	Max Healthcare	2008
Goldy Arora	40	B.Com	Senior Vice President Owner Sales and Product Op	EXL Service.com (India) Pvt Ltd	2011

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			
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
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