

Info Edge (India) Limited

India's internet classifieds company

JUNE, 2020

Disclaimer

By attending the meeting/telephonic call where this presentation is made, you agree to be bound by the trailing restrictions regarding the information disclosed in this presentation. This presentation has been prepared by Info Edge (India) Limited (the “**Company**”) solely for information purposes without any regard to any specific objectives, financial situations or information needs of any particular person and does not constitute a recommendation regarding the securities of the Company.

This presentation, its contents and any oral information provided in connection with this presentation are strictly confidential and should not be copied, published or reproduced in any form or distributed, disseminated or disclosed, in whole or part, by recipients directly or indirectly to any other person. Failure to comply with this restriction may constitute a violation of applicable securities laws.

This presentation contains certain statements that are or may be forward-looking statements. These statements include descriptions regarding the intent, belief or current expectations of the Company or its directors and officers with respect to the results of operations and financial condition of the Company. These statements can be recognized by the use of words such as “expects,” “plans,” “will,” “estimates,” “projects,” or other words of similar meaning. Such forward-looking statements are not guarantees of future performance and involve risks and uncertainties, and actual results may differ from those in such forward-looking statements as a result of various factors and assumptions which the Company believes to be reasonable in light of its operating experience in recent years. The risks and uncertainties relating to these statements include, but not limited to, risks and uncertainties, regarding fluctuations in earnings, our ability to manage growth and competition, among others. The Company does not undertake any obligation to revise or update any forward-looking statement that may be made from time to time by or on behalf of the Company. Any investment in securities issued by the Company will also involve certain risks. There may be additional material risks that are currently not considered to be material or of which the Company, its promoters, any placement agent, their respective advisers or representatives are unaware. Against the background of these risks, uncertainties and other factors, viewers of this presentation are cautioned not to place undue reliance on these forward-looking statements. The Company, its promoters, any placement agent, their respective advisers or representatives assume no responsibility to update forward-looking statements or to adapt them to future events or developments. Accordingly, any reliance you place on such forward-looking statements will be at your sole risk.

The information contained in this presentation has not been independently verified. The information in this presentation is in summary form and does not purport to be complete. No representation, warranty, guarantee or undertaking, express or implied, is or will be made as to, and no reliance should be placed on, the accuracy, completeness, correctness or fairness of the information, estimates, projections and opinions contained in this presentation. Potential investors must make their own assessment of the relevance, accuracy and adequacy of the information contained in this presentation and must make such independent investigation as they may consider necessary or appropriate for such purpose. Such information and opinions are in all events not current after the date of this presentation. Further, past performance of the Company is not necessarily indicative of its future results. Any opinions expressed in this presentation or the contents of this presentation are subject to change without notice. This presentation should not be construed as legal, tax, investment or other advice. Neither the Company or its promoters, nor any placement agent or their respective advisers or representatives shall have any responsibility or liability whatsoever (for negligence or otherwise) for any loss howsoever arising from this presentation or its contents or otherwise arising in connection therewith. The information set out herein may be subject to updating, completion, revision, verification and amendment and such information may change materially. Neither the Company, its promoters, any placement agent, nor any of their respective advisers or representatives is under any obligation to update or keep current the information contained herein.

This presentation does not constitute or form part of and should not be construed as, directly or indirectly, any advertisement, offer or invitation or inducement to sell or issue, or any solicitation of any offer to purchase or subscribe for, any securities of the Company by any person whether by way of private placement or to the public, in any jurisdiction, including in India, the United States, Australia, Canada or Japan, nor shall it or any part of it or the fact of its distribution form the basis of, or be relied on in connection with, any investment decision or any contract or commitment therefor. Investing in securities involves certain risks and potential investors should note that the value of the securities may go down or up. Accordingly, potential investors should obtain and must conduct their own investigation and analysis of the relevant information carefully before investing.

Securities of the Company may not be offered or sold in the United States, except pursuant to an applicable exemption from, or in a transaction not subject to, the registration requirements under the United States Securities Act of 1933, as amended (the “**Securities Act**”). By reviewing this presentation, you are deemed to have represented and agreed that you and any person you represent are not a U.S. person (as defined in Regulation S under the Securities Act) and are outside of the United States and not acting for the account or benefit of a U.S. person.

This presentation is not a prospectus, a statement in lieu of a prospectus, an offering circular, an advertisement or an offer document under the Companies Act, 2013, the Securities and Exchange Board of India (Issue of Capital and Disclosure Requirements) Regulations, 2018, each as amended, or any other applicable law in India.

This presentation contains the Company’s unaudited financial information as at and for the financial year ending March 31, 2020 and as at and for the month ended April 30, 2020. 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 March 31, 2020 or for the quarter ended March 31, 2020, unless indicated otherwise.
- Q4 FY20 or Q4FY19-20 means the period commencing on Jan 01, 2020 and ending on March 31, 2020.
- FY20 or FY 19-20 or FY 2020 means the Financial Year starting April 1, 2019 and ending March 31, 2020.
- 1 Crore = 10 Million = 100 Lakh.

Index

About Info Edge	4
Financials	6
Governance at Info Edge	17
<i>Naukri</i>	29
<i>99acres</i>	44
<i>Jeevansathi</i>	57
<i>Shiksha</i>	63
Investments	70
Data Security at IEIL	82
People Development	83
Contribution to Environment	84
Corporate Social Responsibility	85
Team and contact	87
Annexures	95

Info Edge – Leading Online Classified Businesses in India



Online Recruitment Search engine



Online Real Estate Search Portal



Online Match making (Matrimony) Portal



Online Education Classified Portal

Investments in Technology-based Startups



Online restaurant search engine and food delivery site.

Shareholding ~22.71%*[@]



Online insurance policies marketplace.

Shareholding ~15.1%*[^]



Men's grooming range (Ustraa)

Shareholding ~42.3%*

Other investments include Unnati Helpers (Tech enabled employment software, 31.6%); Wishbook (Catalog sharing app, 34.9%), NoPaperForms (Advanced enrolments management platform, 48.10%), Univariety (Guidance on careers, admissions and tests ,39.8%), Zippserv (Online real estate intelligence platform, 45.31%), Gramophone (Agri-Inputs e-commerce, 36.%), Shoekconnect (B2B footwear marketplace, 35.9%), Printo (Retail chain providing print and document services, 27.85%), Medcords (Health care Tech Platform, 17.2%), Shopkirana (B2B grocery delivery platform, 25.3%), Adda (Govt Job Preparation Platform, 16.97%), Shippy (Digital Logistics ecosystem, 10.00%), Legitquest (SaaS Product for intersection of Tech and Legal utilizing Machine Learning, 19.8%), GreytHR (HR & Payroll SaaS Company 20.25%), Teal (Platform for real Estate intelligence and analytics, 20.00%) and Coding Ninga (25%)

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 able to complete such investments / asset monetization opportunities on commercial terms acceptable to us , or at all.

No definitive documentation in connection with such investment/ montization has been executed as of date.

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

[@] Net of disposal of secondary sale with proceeds of USD 50 mn; Shareholding post the latest round of investment and dilution

[^] Represents effective economic interest held by Info Edge directly (7.59%) and indirectly through subsidiary companies – in partnership with Temasek (8.26%)

Key Financials- Past 7 years performance

All numbers in Rs Cr except %

Description	FY 14	FY 15	FY 16	FY 17	FY 18	FY19	FY 20	CAGR
Revenues	505	611	717	802	916	1098	1273	16.8%
Billing	524	653	753	861	977	1177	1269	16.0%
Operating EBITDA*^	164	180	159	254	315	356	403	16.1%
Operating Margin (%)^	32%	29%	22%	32%	34%	32%	32%	
Operating PBT ^	147	162	137	203	276	321	355	16.0%
Cash and Bank Bal #	478	1,172	1,114	1,309	1,500	1550	1551	
Investments in Startups **	336	692	766	732	778	1037	1108	
Head Count (Nos)	3,016	3,826	4,214	3,999	4,036	4330	4697	
Dividend Payout (% of paid up capital)	25%	30%	30%	45%	55%	60%	60%	

*IND-AS numbers for FY16-FY20; EBITDA for FY16-FY20 adjusted for non-cash charges.

** This amount represents net investment in investee companies.

^ Operating EBITDA/ Margin / PBT excludes the impact of other income , non operating and exceptional items.

Balance at group 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 Cr except %

Description	FY 20	FY19	FY 18	Growth 20 Vs 19	Growth 19 Vs 18
Billing					
Info Edge *	1269	1177	976	7.8%	20.6%
- Recruitment	916	848	708	8.0%	19.6%
- 99Acres	214	207	157	3.5%	31.8%
Revenue					
Info Edge *	1273	1098	915	15.9%	20.0%
- Recruitment	907	786	669	15.4%	17.5%
- 99Acres	228	192	135	18.8%	42.2%
Operating EBITDA					
Info Edge *	377	341	297	10.6%	14.8%
- Recruitment	491	430	376	14.4%	14.1%
- 99Acres	8.9	(22)	(30)		
Operating EBITDA %					
Info Edge *	29.7%	31%	33%		
- Recruitment	54%	55%	56%		

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

Above EBITDA numbers for FY 19-20 have been readjusted for IND AS 116 to ensure comparison with FY 2018-19 numbers. Accordingly it may differ from reported numbers to that extent.

Key Financials- Qtrly Update

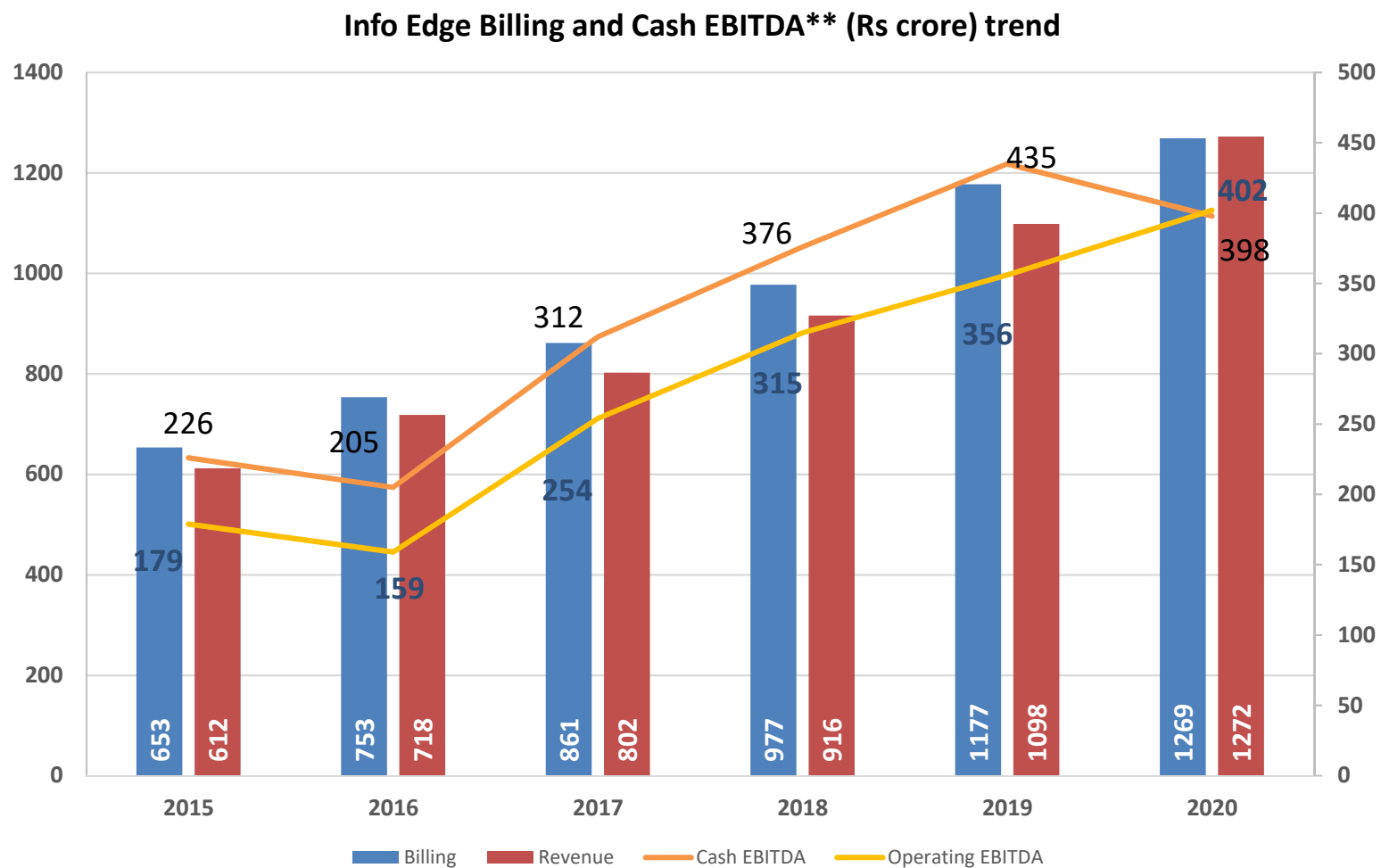
All numbers in Rs Cr except %

Description	Q4'20	Q4'19	YOY	Q3'20	Apr & May'20
Billing					
Info Edge *	331.9	360.8	(8.0)%	299.9	104.7
- Recruitment	244.0	259.7	(6.0)%	210.0	80.0
- 99Acres	50.7	66.7	(24.0)%	54.3	3.7
- JS	23.8	19.8	20.4%	22.4	14.7
- Shiksha	13.4	14.6	(8.5)%	13.3	5.3
Revenue					
Info Edge *	322.8	292.6	10.3%	320.5	
- Recruitment	230.7	207.3	11.3%	230.3	
- 99Acres	56.3	54.4	3.6%	58.2	
- JS	22.6	18.1	25.3%	21.4	
- Shiksha	13.2	12.9	2.8%	10.7	
Operating EBITDA %					
Info Edge *	28%	31.1%		31%	
- Recruitment	56%	53%		58%	

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

Above EBITDA numbers for FY 19-20 have been readjusted for IND AS 116 to ensure comparison with FY 2018-19 numbers. Accordingly it may differ from reported numbers to that extent.

Financial performance

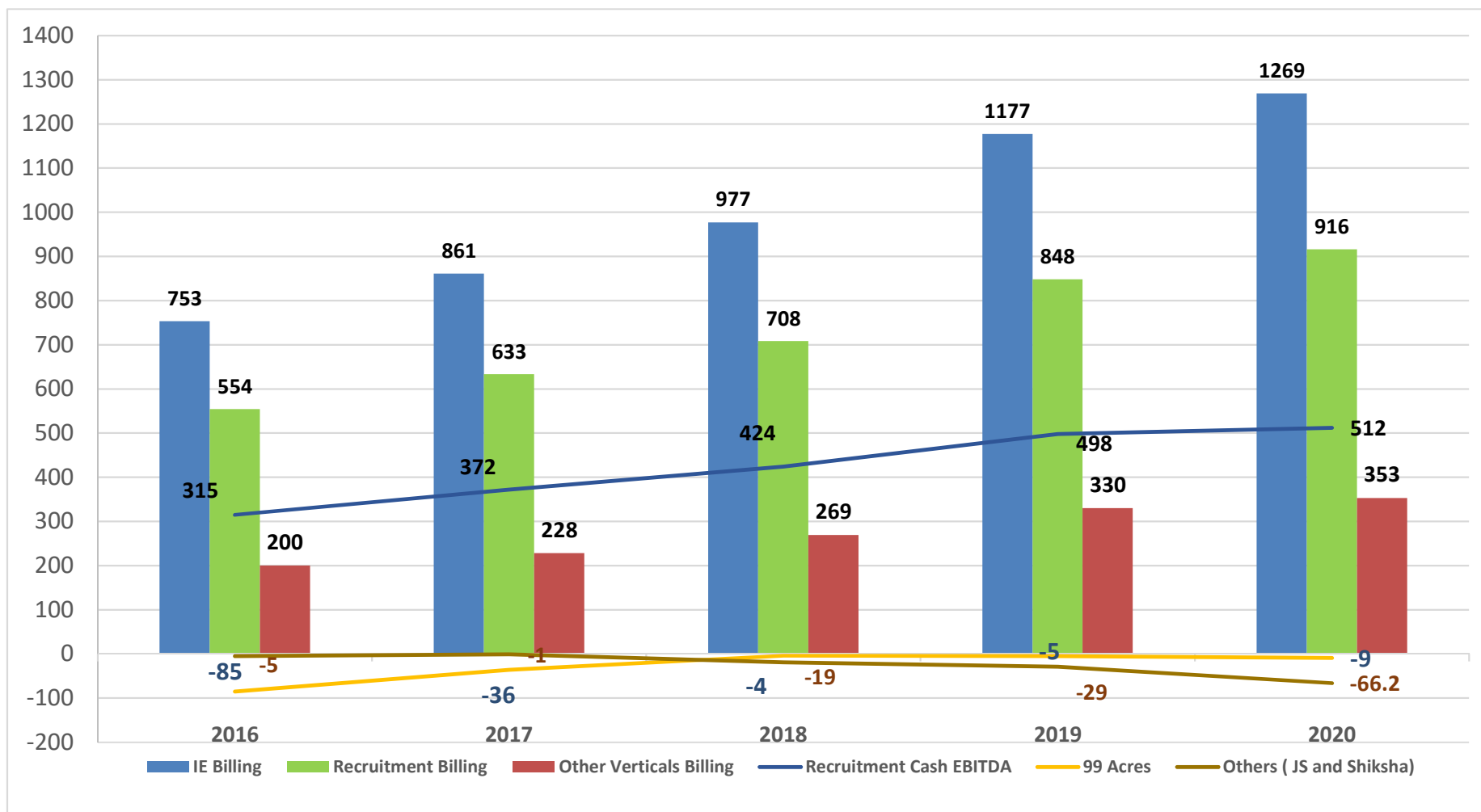


• IND-AS numbers for FY16-FY20;

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

Billing and Cash EBITDA

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

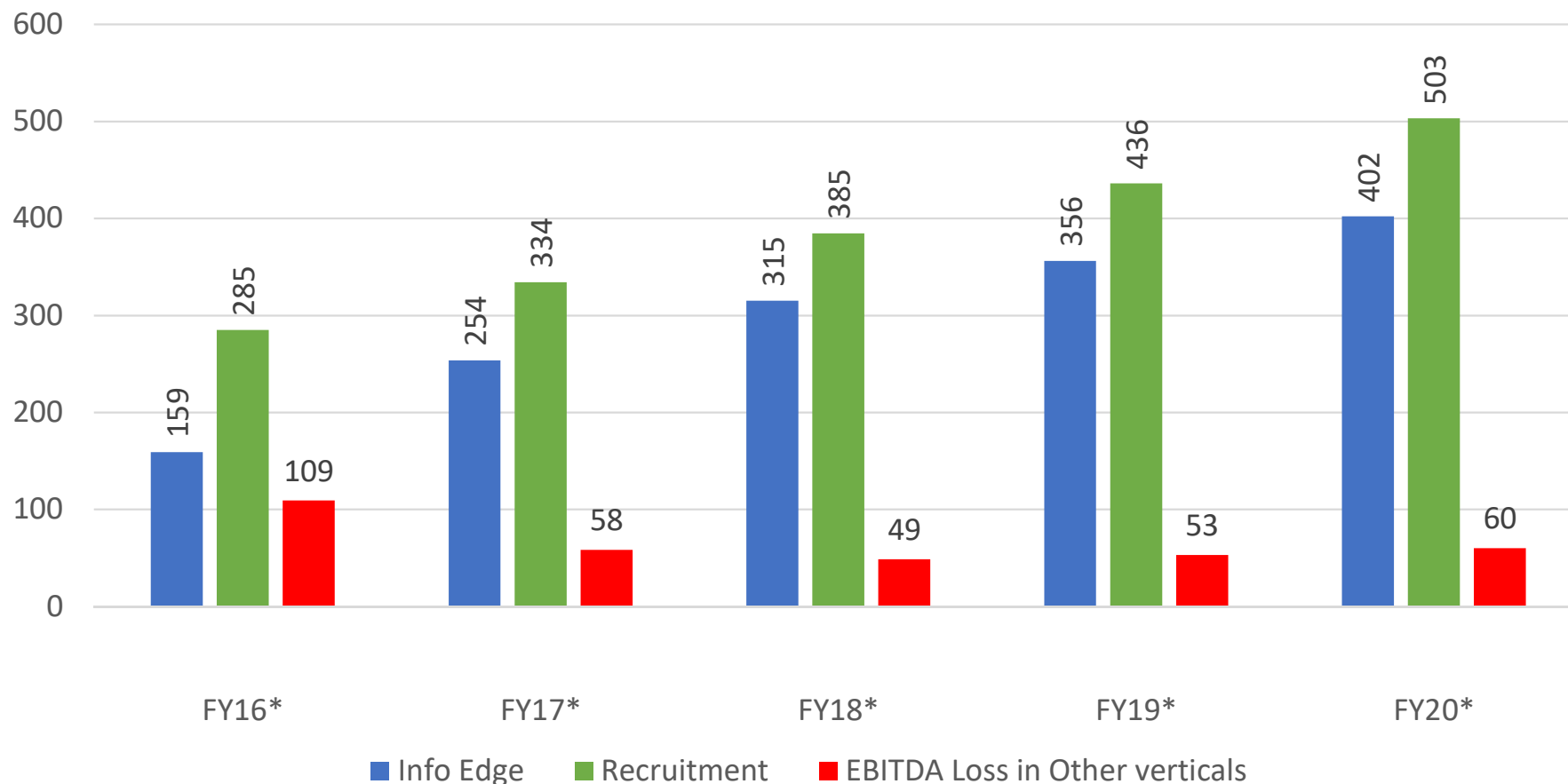


* IND-AS numbers for FY16-FY20; Segmental data for Naukri and other verticals

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

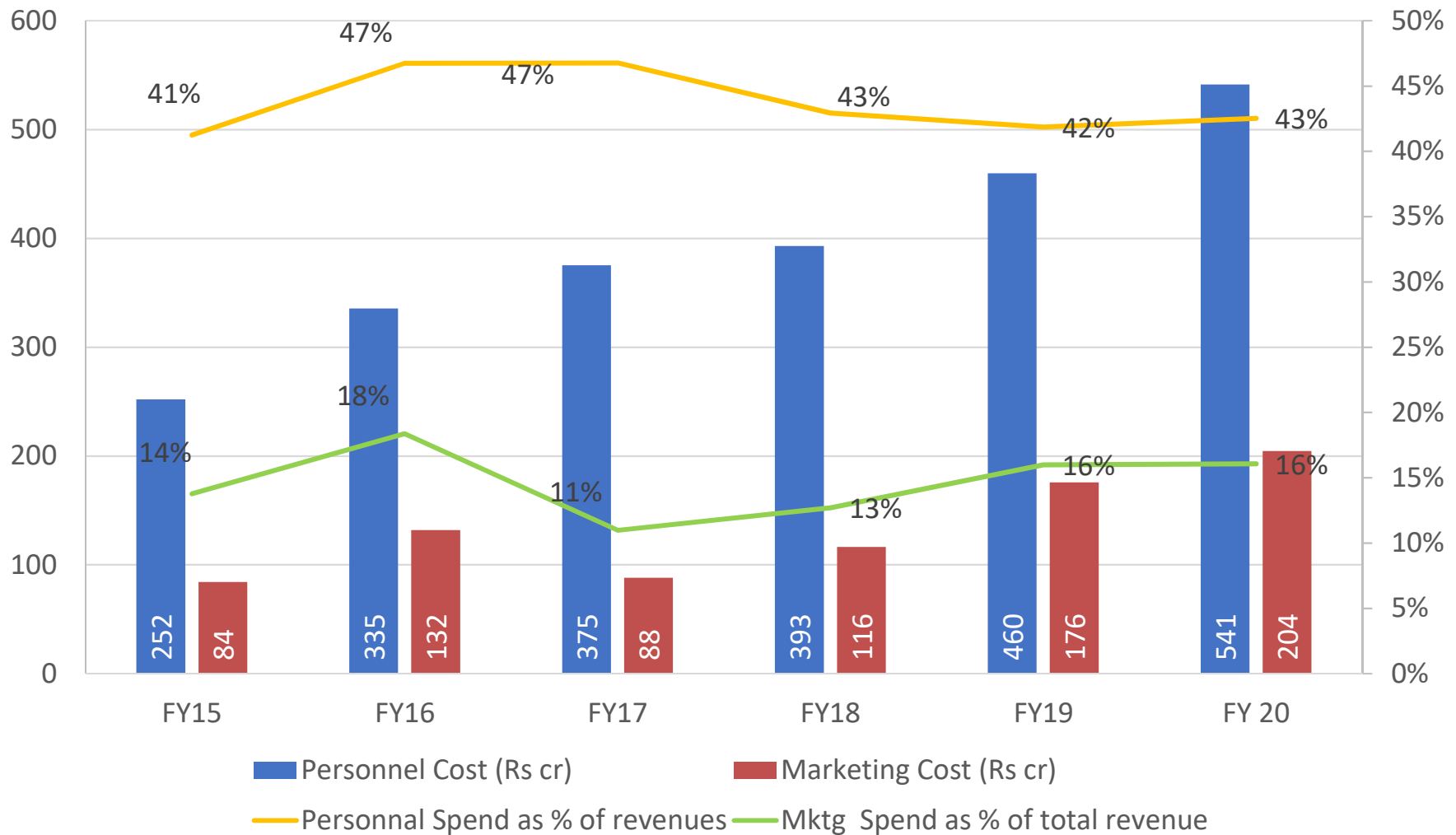
Operating EBITDA

Info Edge and Segment-wise EBITDA (Rs crore)



- * FY16 – FY20 in the charts above are based on IND-AS numbers; rest all years which are as per I GAAP
- Above EBITDA numbers for FY 19-20 have been readjusted for IND AS 116 to ensure comparison with FY 2018-19 numbers. Accordingly it may differ from reported numbers to that extent.
- EBITDA for FY16-FY20 adjusted for non-cash charges

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

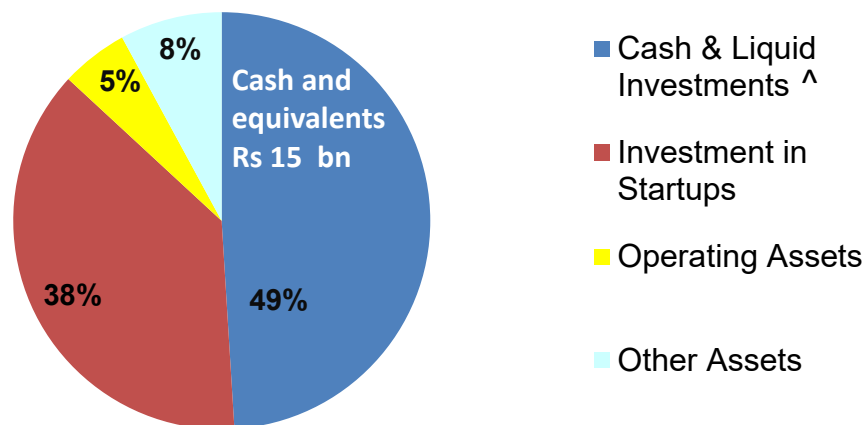


- Manpower and marketing constitute ~84% of our total standalone expenses
- Consistent investment in marketing efforts and IP creation leading to a strong network effect , platform and brand presence for Info Edge across verticals.

Assets and funds Allocation

As of March 31, 2020 #

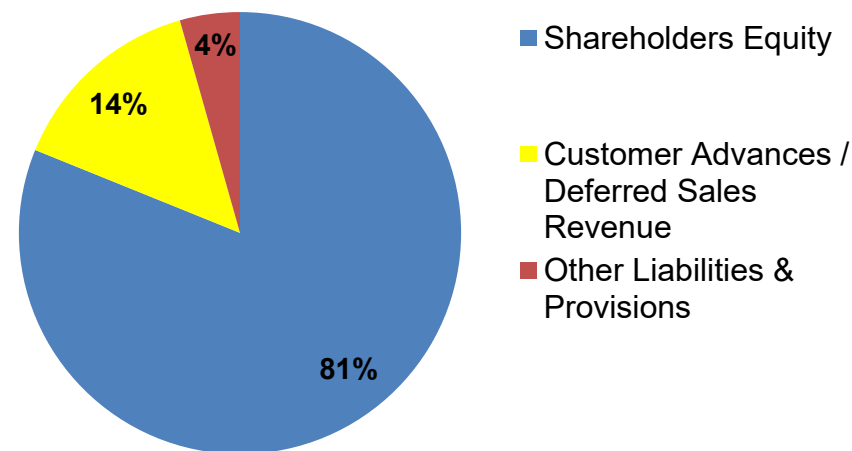
Assets



Total: 3,111 crore

- High margins due to operational leverage
- Strong cash generation due to high margins.

Liabilities



Total: 3,111 crore #

- Upfront payments in subscription model results in negative working capital
- Negative working capital many times more than operating fixed assets

[^]Cash and Liquid Investments include Cash / bank balance with WOS & AIF. Investments in startup include IIM Jobs

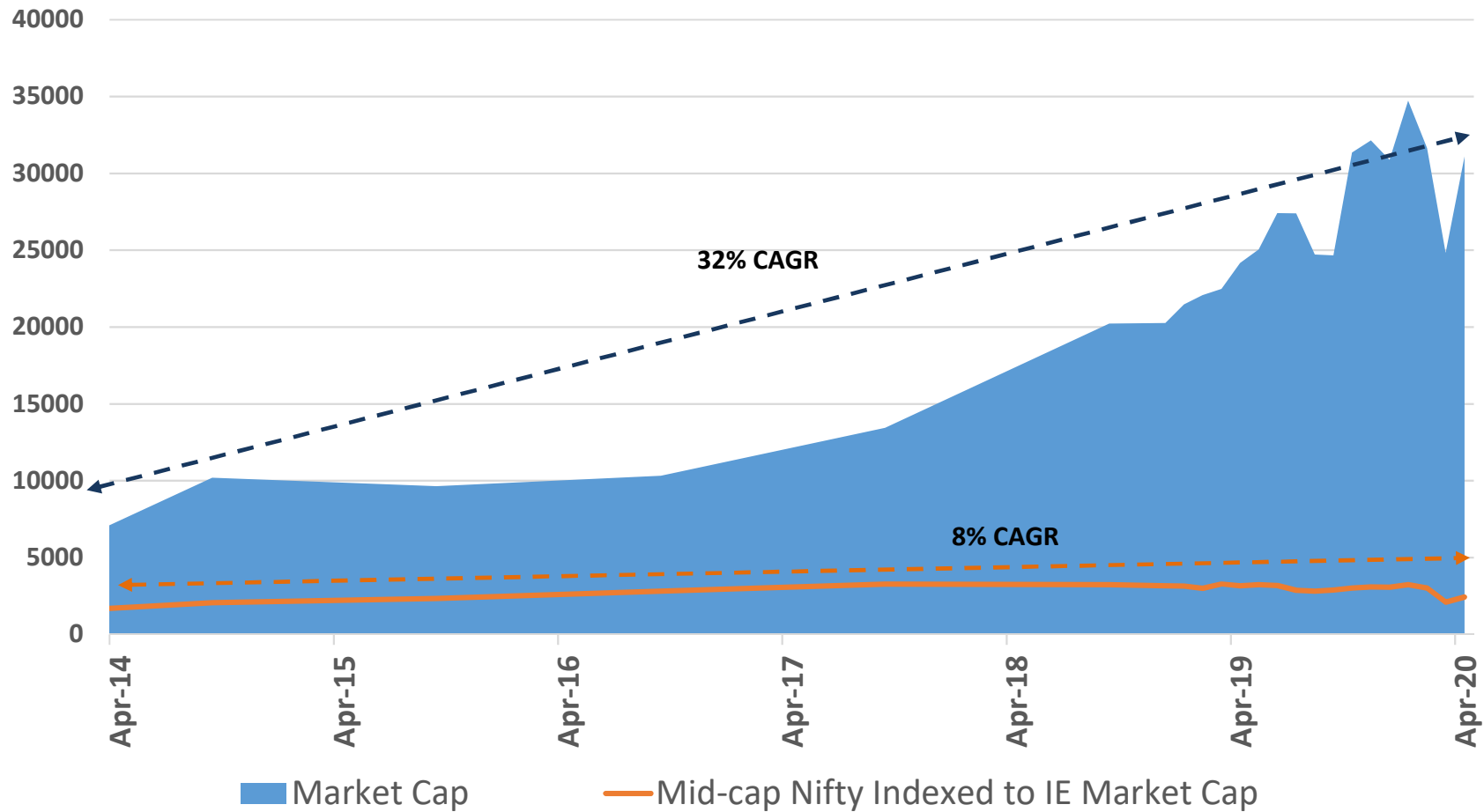
IE Venture Fund - AIF

- Floated an AIF Class II Fund, on 20th Jan'20 duly registered by SEBI, to fund investments unrelated to the core operating entity.
- An efficient setup for future fund raising and regulatory standpoint.
- Proposed corpus of the fund is Rs 750 Cr (around USD 100Mn). IEIL and its WOS in their capacity as LP, committed 350 Cr and out of this has already disbursed Rs 150 Cr till date.
- Investments through the fund
 - Dotpe Pvt Ltd – Rs 10.4 Cr.
 - Qyuki Digital Media Pvt Ltd – Rs 25 Cr.
 - Intellihealth Solutions Pvt Ltd – ~Rs 3.7 Cr
 - Fanbuff Esports India Pvt Ltd – ~Rs 3.5 Cr
- Pipeline of non binding signed term sheet for around Rs 110 cr.
- We are in exploratory talks for raising of USD 50 Mn from LPs outside IEIL group.#
- WOS of IEIL are the GP to this fund.

There can be no assurance that we would be able to complete this transaction on expected commercial terms, or at all.

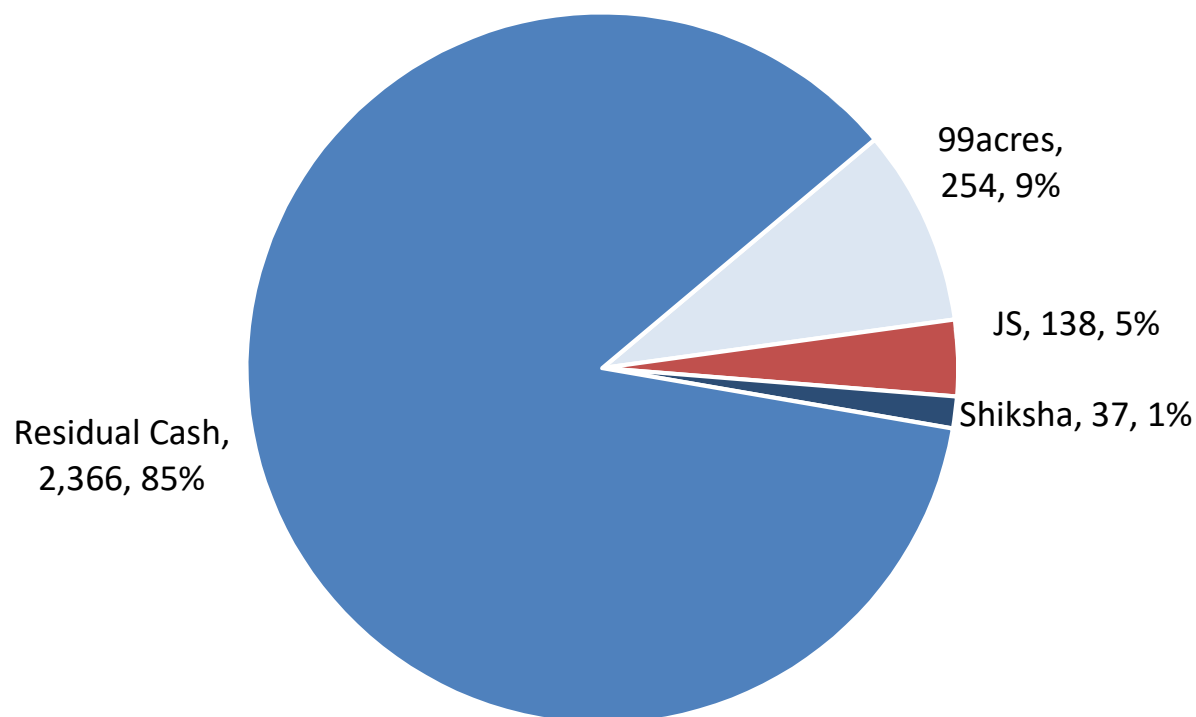
Market cap performance

Info Edge historical market cap trend (Rs crore) and Nifty Mid-cap relative trend



Recruitment profits ploughed back to build 99acres, Jeevansathi and Shiksha

Total EBITDA generated from Recruitment business since 2015- Rs 2795 (Rs crore)



15% of the cash generated by recruitment has been used to fund other operating businesses (99acres, JS and Shiskha) till FY20

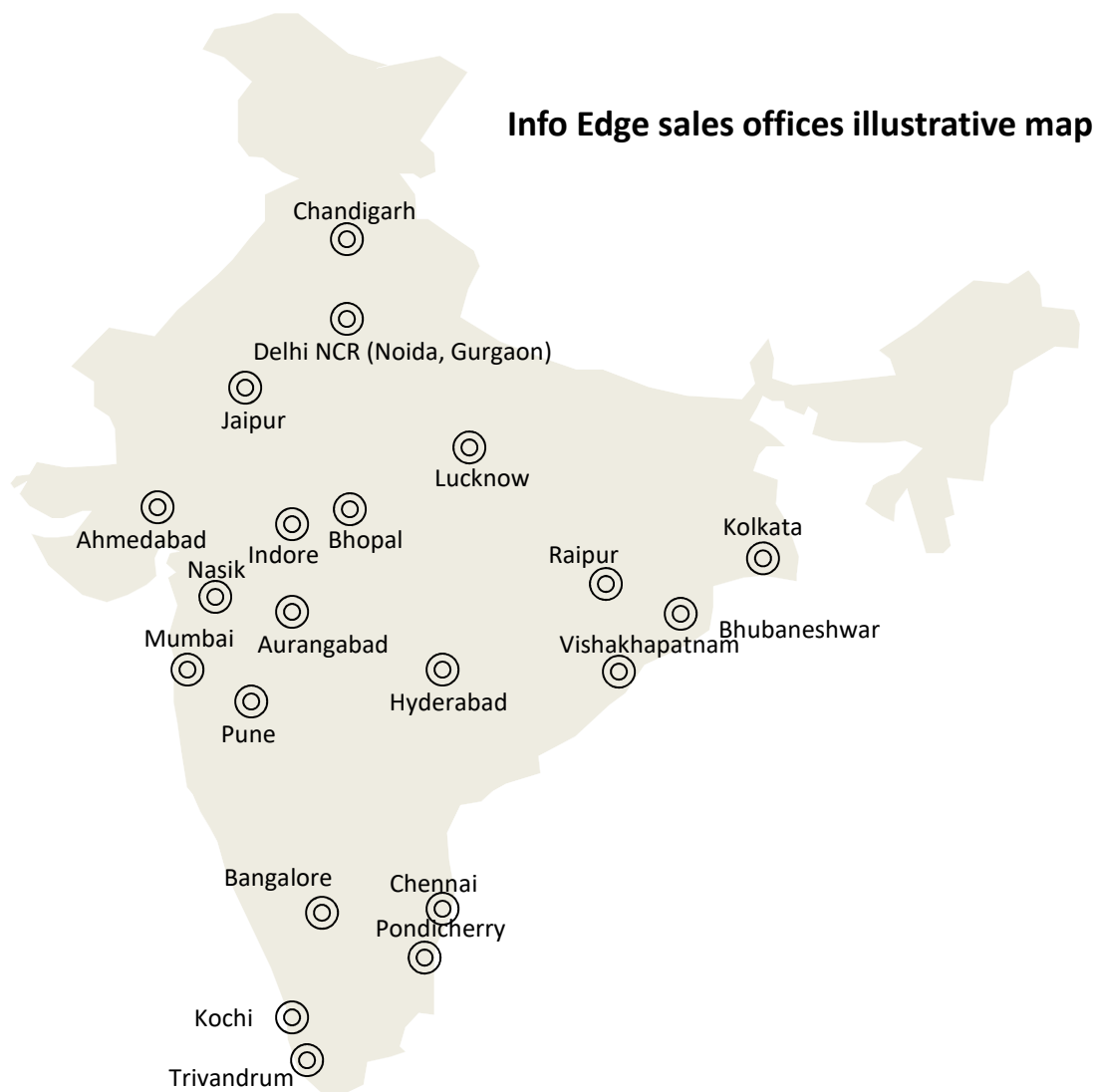
Corporate Governance- Cornerstone to our value system

- Independent Directors forms majority of the Board
- 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 (15% to 40% of standalone PAT)
- Whistle blower mechanism through an Independent External Ombudsman
- Proactive on all disclosures to Stock Exchanges

Board of Directors

Whole time	Non Executive	Independent	
<p>Sanjeev Bikhchandani (56) Founder and Executive Vice Chairman BA Econ. St. Stephen's. PGDM IIM-A Previously with GlaxoSmithKline</p>	<p>Kapil Kapoor (55) Chairman & Non Executive Director B.A.Econ, PGDM IIM-A Previously COO (Global Business Development), Timex Group</p>	<p>Saurabh Srivastava (73) Non Executive Director B.Tech IIT Kanpur, M.Sc Harvard Founder IIS Infotech (Now Xansa) NASSCOM, TIE, IAN, IVCA</p>	<p>Naresh Gupta (53) Independent Director B Tech IIT Kanpur, Ph.D, University of Maryland Previously MD, Adobe India</p>
<p>Hitesh Oberoi (47) Managing Director and CEO B.Tech IIT Delhi, PGDM IIM-B Previously with HLL (Unilever)</p>		<p>Bala Deshpande (53) Independent Director MA Econ., MMS JBIMS Sr. MD, New Enterprise Associates (NEA)</p>	<p>Ashish Gupta (53) Independent Director B Tech IIT-K, Doctorate from Stanford University Founder Tavant Technologies, Junglee; Amazon</p>
<p>Chintan Thakkar (53) Whole-time Director and CFO Chartered Accountant Previously with Computer Associates, India</p>		<p>Sharad Malik (56) Independent Director B Tech IIT-D, MS, PhD, University of California Chair-(Deptt. of Electrical Engineering), Princeton University</p>	
		<p>Geeta Mathur (53) Independent Director Chatered Accountant Associated with ICICI Bank, Helpage India, IPE Global.</p>	

Nationwide sales/customer interface infrastructure

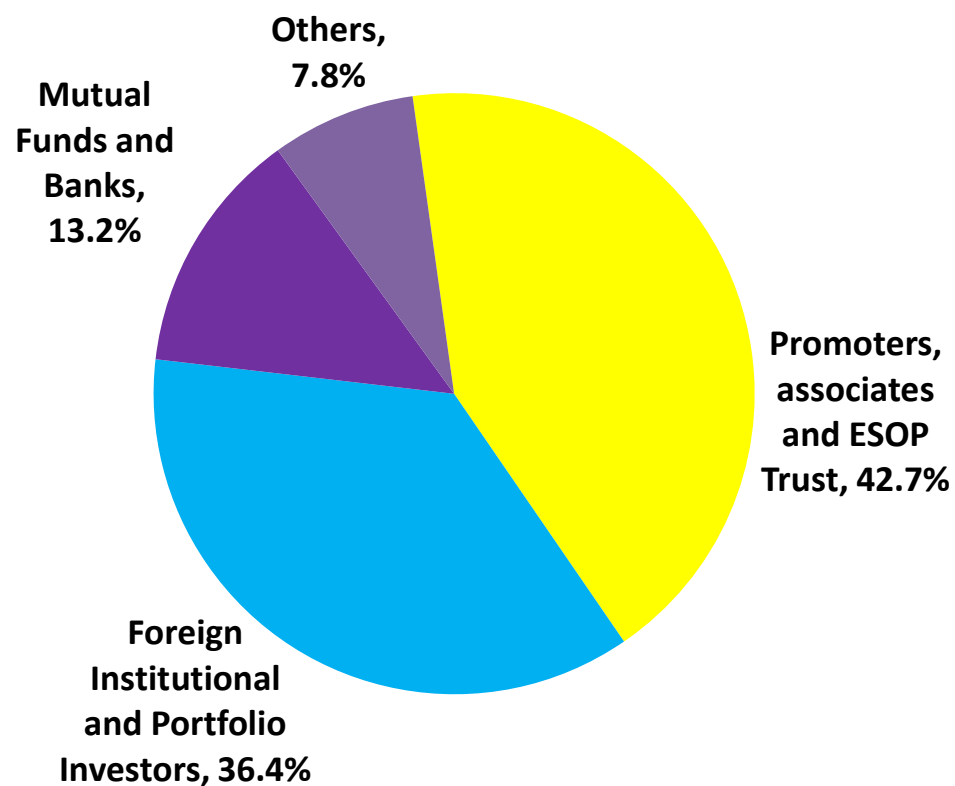


Key Observations

- Nation wide coverage through 77 company branch offices in 47 cities in India
- ~ 3098 sales/ servicing/ client facing staff or 66% of the company's* workforce of ~4697

Shareholding

As of 7th May, 2020



Mutual Funds/ FPIs/ FIIs/ Banks	% of Shares
Axis Mutual Fund + Schroders	5.77%
Ward Ferry	3.48%
Nalanda	3.15%
Amansa	2.03%
Vanguard	1.70%
UTI -various	1.67%
Goldman Sachs EM Fund	1.47%
Ishares	1.33%
Wasatch - various	1.05%
SBI	1.02%
Arisaig	1.01%
Matthews	0.89%
HDFC	0.84%
Postal Life Insurance Fund	0.60%
TVF Fund	0.60%
ICICI Prudential	0.59%
Cartica Capital Ltd	0.59%
People Bank of China	0.52%
Franklin Templeton MF	0.51%
Fidelity	0.50%

Total number of issued and paid up shares of Rs 10 each are 121.5 million (post 1:1 bonus in Sept, 2010, 1:1 bonus in Jun, 2012 and dilution (QIP) in Sept, 2014)

COVID-19: The Impact and the Response so far....

Steps taken to ensure smooth functioning of operations

- We moved to “work from home” model by mid-March before the lockdown was announced in India
- We believe the health, safety and well-being of employees are paramount. The Company stays committed to pay special attention to, and invest in health of, its employees and related safety initiatives
- Our HR Business Partners and Team Facilities are in constant touch with all the employees to provide support, as required. Various webinars are being held to engage and help employees stay strong and optimistic

Business continuity and ability to maintain operations

- All key processes such as billings, collections, vendor payments, payroll, servicing customers continue to run effectively in “work from home” environment
- Our websites, digital platforms and customer-facing apps have been running smoothly
- The internal control and financial reporting environment has been maintained effectively
- Our offices are prepared to be in a ready-to-move position as we continue to monitor the evolving situation

COVID-19: The Impact and the Response so far....

Impact on operating business and estimation of future impact on operations

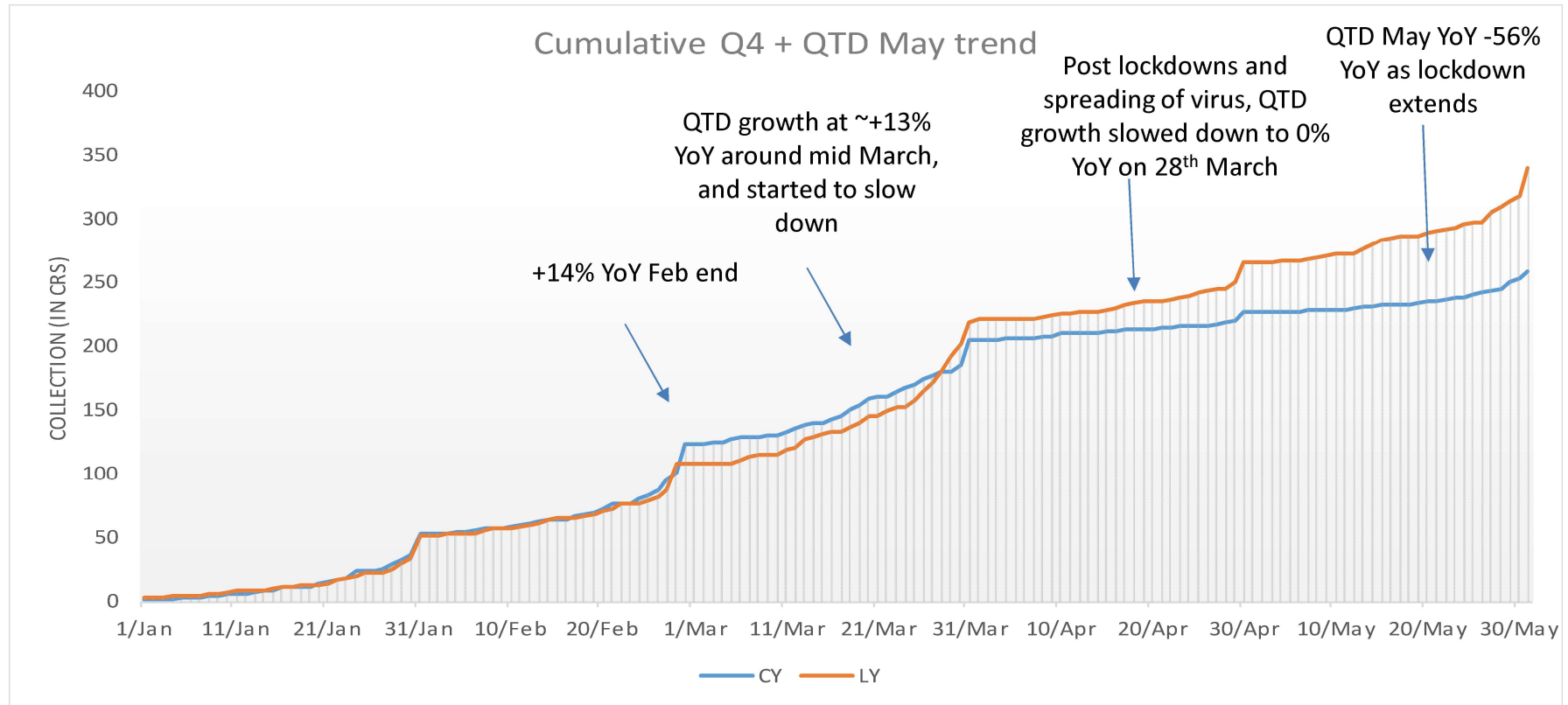
- Different segments in the core operating businesses may experience a different level of stress in the business due to disruption and the rebound of normalcy would evolve over time
- B2B markets are more indexed to global and domestic economy, and particularly the job market and the property markets
- B2C market for businesses such as “Jeevansathi” are expected to be relatively less impacted
- As a response to the current disruption caused by the health crisis, businesses are expected to become more digital than ever before. We therefore intend to continue to invest in technology and innovation for long-term value creation

Impact on operating business and estimation of future impact on operations (Cont'd)

- With most of our vendors continuing to service the provision of essential goods and services during the lockdown period, we did not face any disruption from supply chain or a technology continuity standpoint
- The level of our services to our customers has been managed through effective business continuity plans with least disruption
- There have been a few and sporadic requests from customers for the extension of the subscription period. The impact of such requests received so far is not considered material

COVID-19: The Impact and the Response so far....

Q4 and Apr Collections and COVID-19 Impact – Naukri (India) Sales BU

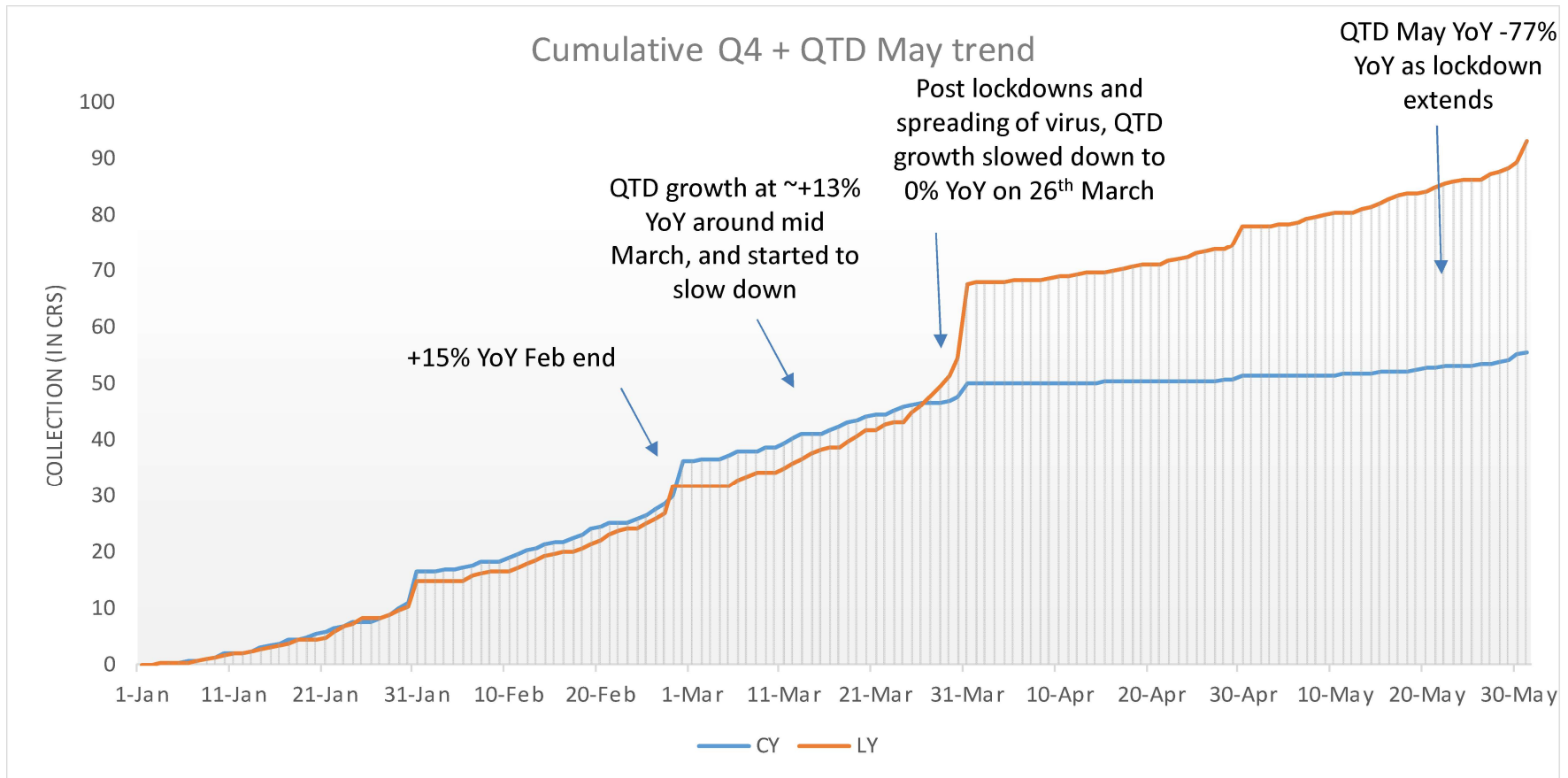


- Naukri (India) collections were growing in Q4 at around 13% until mid March
- Naukri (India) had a decline of collection by INR 14 Cr in Q4'20 YOY and INR 69 Cr in QTD May'20 YOY
- For Q4'20 , Pre- Covid - 19 growth was 13%, the lockdown had slowed down the growth to 0%, **leading to a shortfall of collection of INR 40-44 Cr (had the business grew at Pre Covid Growth rate for the whole Qtr).**

Q1'21 numbers are unaudited, subject to adjustments in the course of audit.

COVID-19: The Impact and the Response so far....

Q4 and Apr Collections and COVID-19 Impact – 99acres

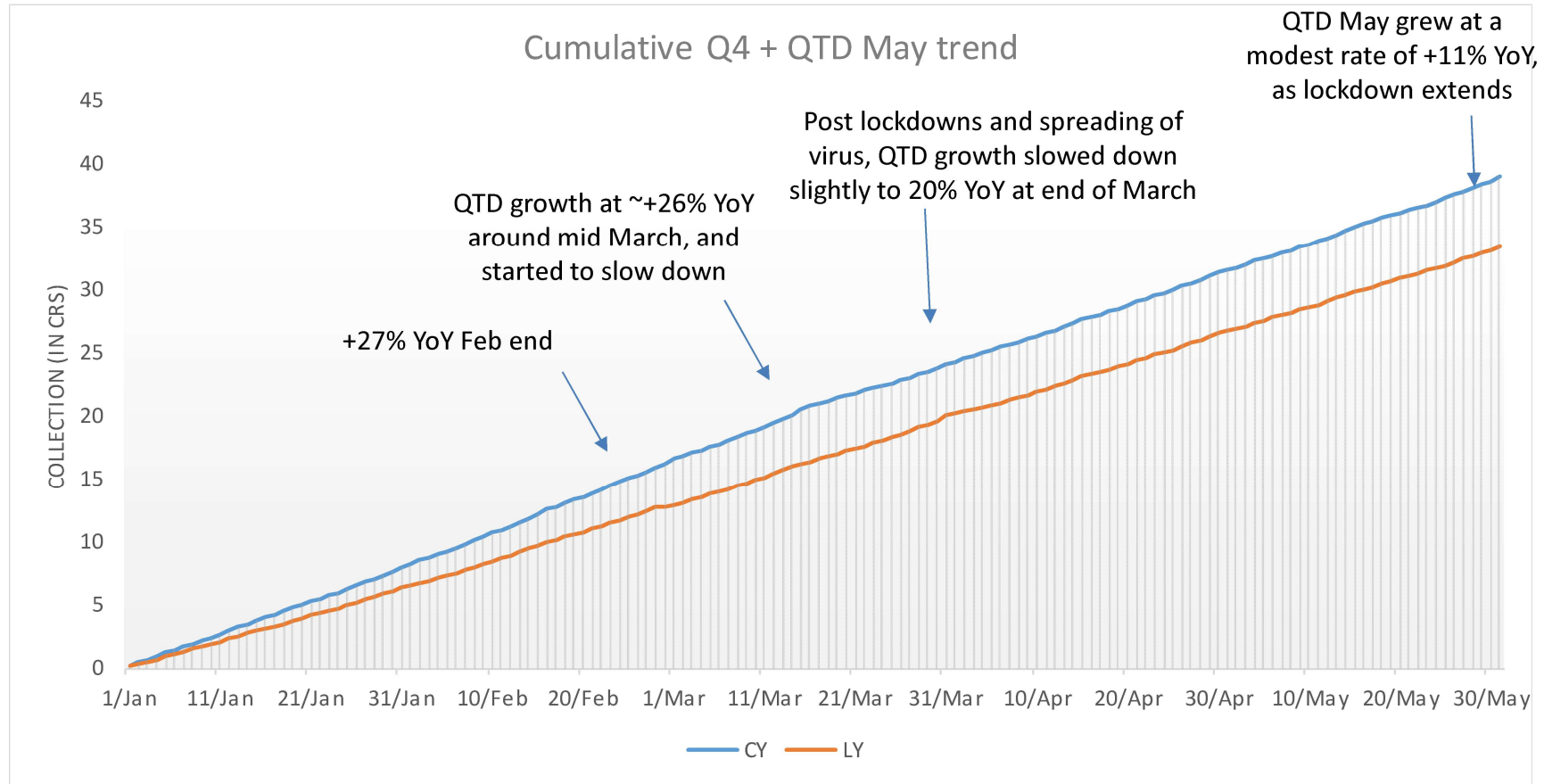


- 99acres collections were growing in Q4 at around 13% until mid March
- 99acres had a decline of collection by INR 18 Cr in Q4'20 YOY and INR 20 Cr by QTD May'20 YOY
- For Q4'20 Pre - Covid-19 growth was 13% , the lockdown had slowed down the growth to 0%, **leading to a shortfall of collection of INR 25-30 cr (had the business grew at Pre Covid Growth rate for the whole Qtr).**

Q1'21 numbers are unaudited, subject to adjustments in the course of audit.

COVID-19: The Impact and the Response so far....

Q4 and Apr Collections and COVID-19 Impact – Jeevansathi.com



- Jeevansathi collections were growing in Q4 at around 26% until mid March
- JS collections grew around INR 4 Cr in Q4'20 and INR 2 Cr by QTD May'20
- For Q4, Covid-19 and related lockdown slowed down the growth slightly for Q4 to end +20% YoY; the lockdown had a nominal impact on growth rate of JS for the Qtr.

Q1'21 numbers are unaudited, subject to adjustments in the course of audit.

COVID-19: The impact and the Response so far....

Liquidity, Investments and Cost Structure

- **Capital and Financial Resources:** In a challenging business environment due to the global pandemic, we believe in conserving our resources, accordingly we have restrained our discretionary spends and at the same time we are preserving the long-term value of assets. This includes key tangible and intangible assets such as brand, people, platform, IP, network effect, technology innovation, etc.
- **Ability to Service Debt:** We are a zero-debt company, with a negative working capital cycle in a “business-as-usual” environment
- **Liquidity Position:** We have cash and cash equivalents of approximately USD 200 mn at an overall IE group level (includes WoS, AIF and ESOP Trust). We are well positioned to fulfil our existing contractual obligations
- **Assets:** We own sizeable investments in start-ups and other companies, which can potentially be monetized under certain circumstances and we may also explore options to raise equity capital from external investors for our investment activities.

COVID-19: The impact and the Response so far....

Liquidity, Investments and Cost Structure

- Our fixed and committed costs for FY'20 were approximately in the range of Rs. 600 Cr. This includes fixed salary, facilities and technology running expenses
- We believe there would be more opportunities to invest in certain strategic areas of our core operating business and other areas of expansion. This could include M&A activities and strategic stakes in certain areas of interest
- We see growth opportunities through investments in technology-oriented and innovation-oriented start-ups.

Naukri

The screenshot displays the Naukri.com website interface. At the top left is the Naukri.com logo with the tagline "India's No.1 Job Site". The main navigation bar includes "JOBS" (highlighted), "RECRUITERS", "COMPANIES", "SERVICES", "MORE", "LOGIN", and "NOTIFICATIONS". On the right side, there are links for "Employer Zone" and "Buy Online".

Below the navigation bar, there are tabs for "All Jobs", "IIT/IIM Jobs", "Govt. Jobs", "International Jobs", and "Walk-in Jobs". The "All Jobs" tab is selected.

The main content area is divided into several sections:

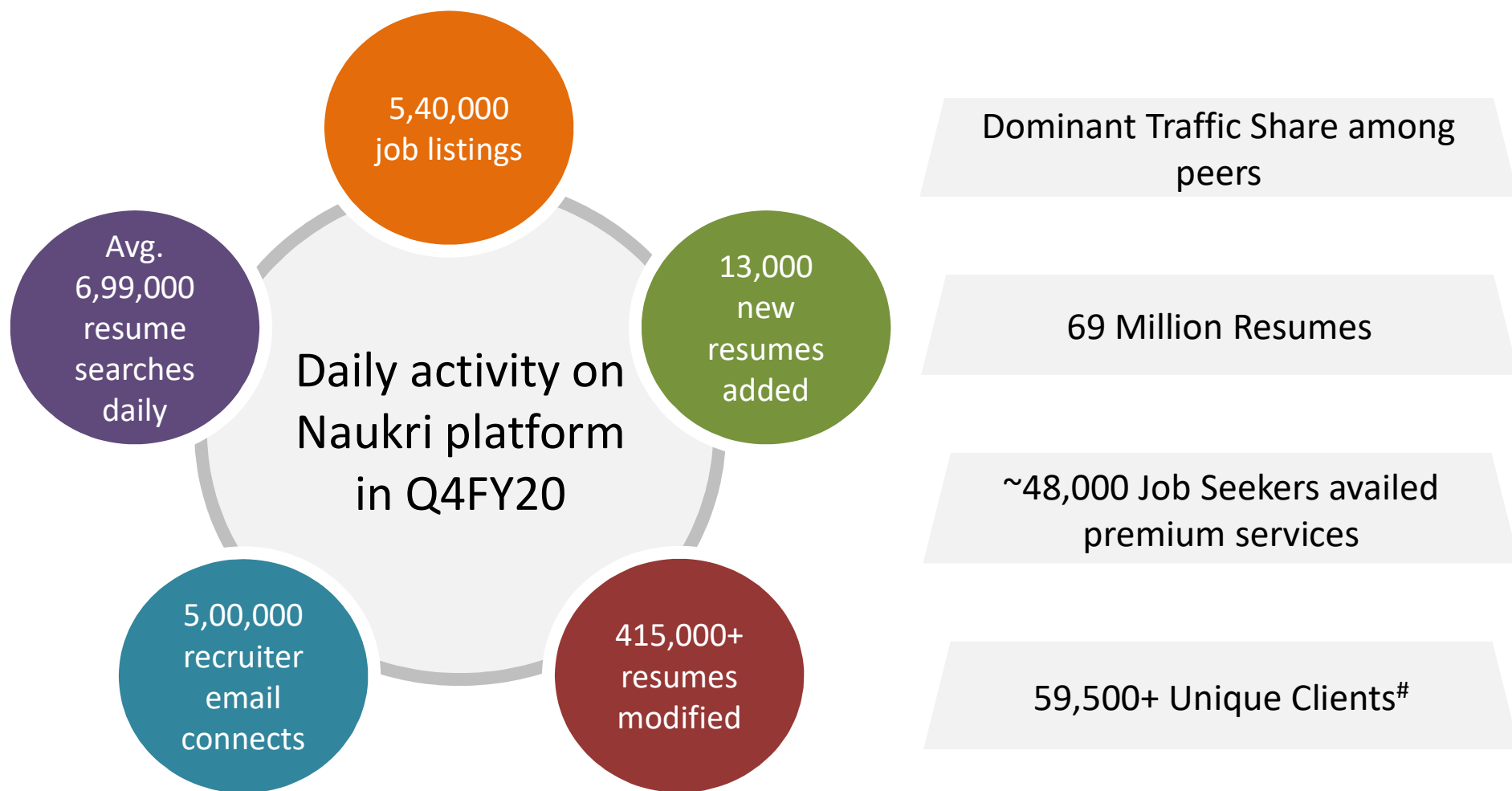
- Search Jobs:** A search bar with the text "Search Jobs" and a blue "Search" button.
- Recent Searches:** A list of recent searches including "java programmer- 186 new jobs" and "investor relation- 135 new jobs".
- Recommended Jobs:** A section showing 27 recommended jobs. One job is highlighted: "Head Public Relations - Technology - MNC PR Firm, Bangalore" with requirements "12-18 Years" and "Bengaluru/Bangalore". A "View All Jobs" link is provided.
- New to Naukri?:** A section with an orange "Register with us" button, an "or" separator, and a blue "Upload CV" button. Below "Upload CV" are the specifications "Max 2 MB, doc, docx, rtf, pdf" and the text "We will fill your details".

Below the main content area, there are several promotional banners:

- HIRING:** A green button.
- APPLY NOW:** A green button.
- Shell:** The Shell logo.
- genpact:** The Genpact logo.
- Synechron:** The Synechron logo.
- Get best matched jobs on your email. No registration needed:** A text-based banner with a green "Create a Job Alert" button below it.

At the bottom, there are sections for "Top Employers" (featuring the Virtusa logo) and "Best Places to Work" with tabs for "All Sectors", "Information Technology", "Manufacturing", and "Services".

Key operating metrics for Naukri

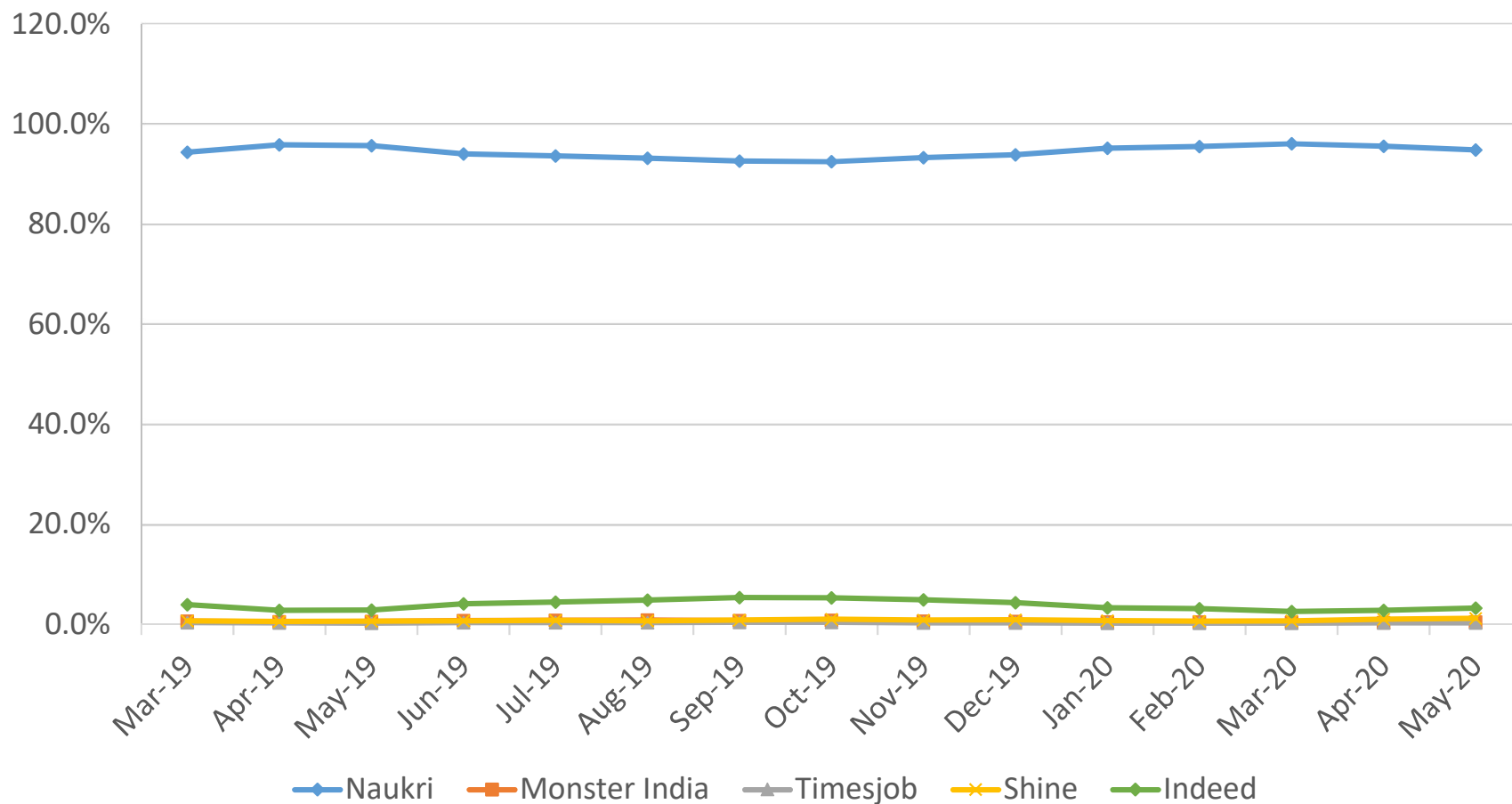


* Comparison among traditional job-boards (excludes LinkedIn and Indeed)

Based on IND-AS revenue

Naukri traffic share among traditional job sites

Overall traffic (from desktops, web mobile& app) on time spent

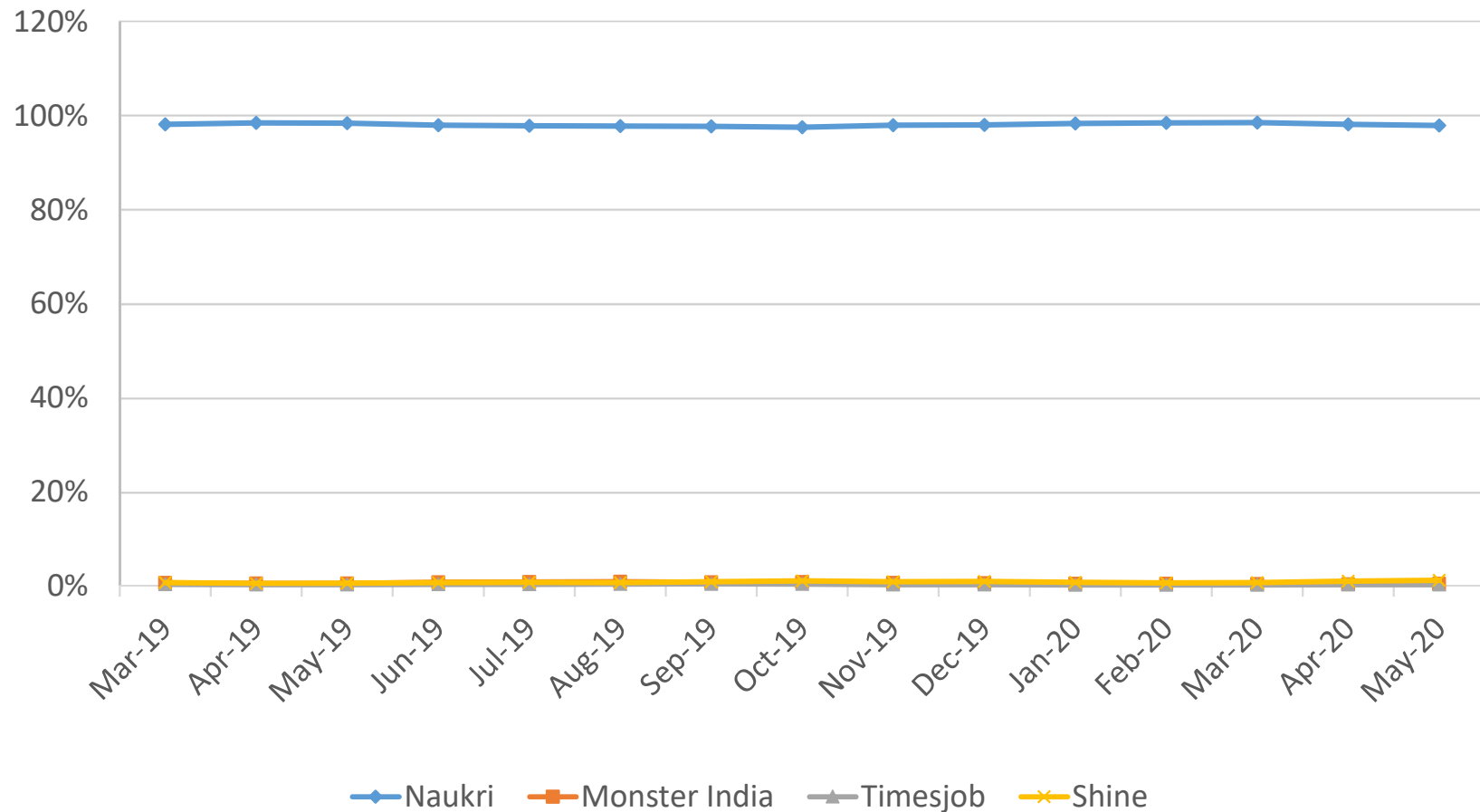


Source: SimilarWeb

Above chart excludes LinkedIn since much of the traffic may not pertain to jobs
 Similarweb revised the algorithm for calculating time share through app in Q3'20

Naukri traffic share among traditional job sites

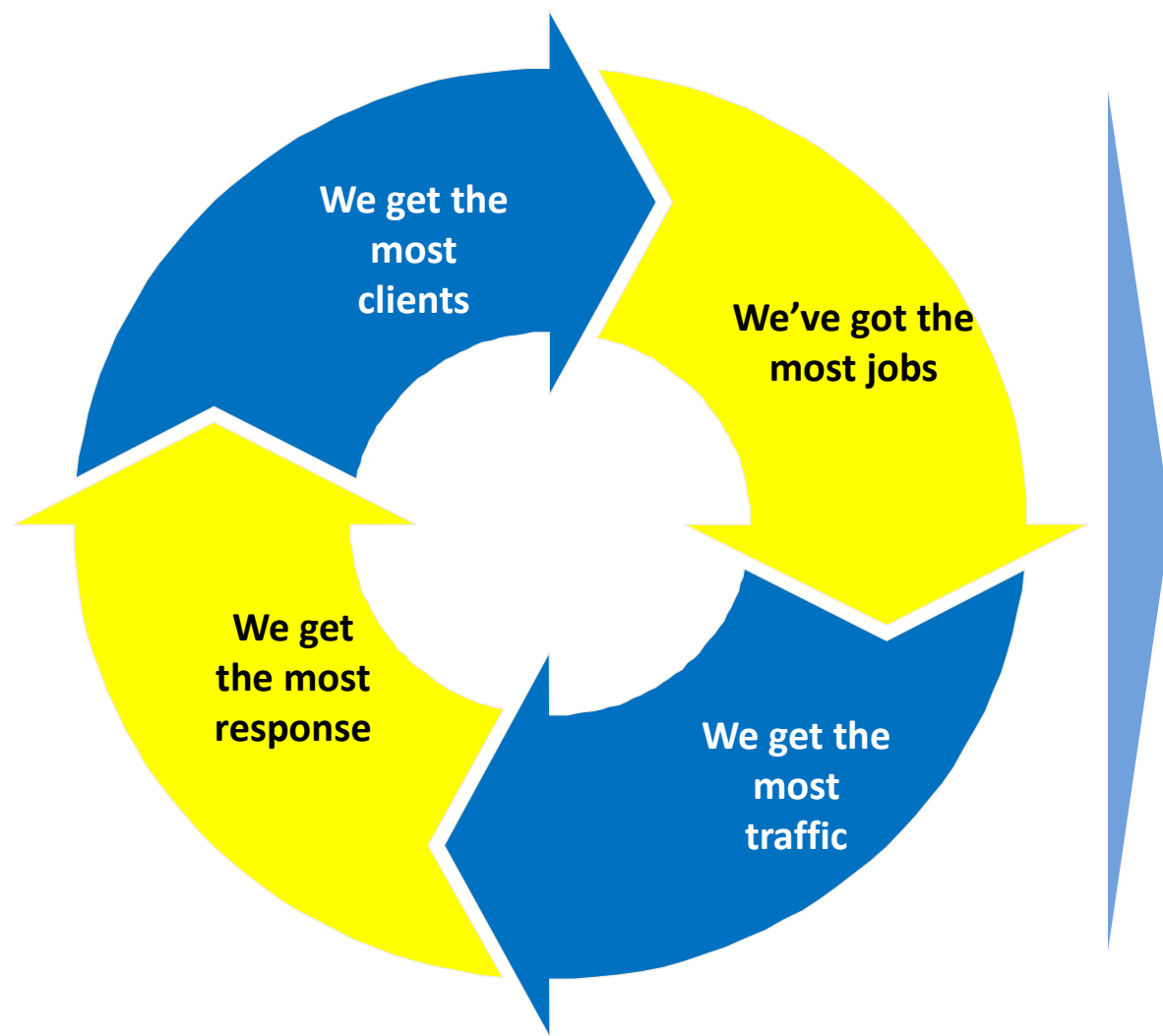
Overall traffic (from desktops, web mobile& app) on time spent



Source: SimilarWeb

Above chart excludes LinkedIn since much of the traffic may not pertain to jobs
Similarweb revised the algorithm for calculating time share through app in Q3'20

Naukri is a business of the virtuous circle



Benefits

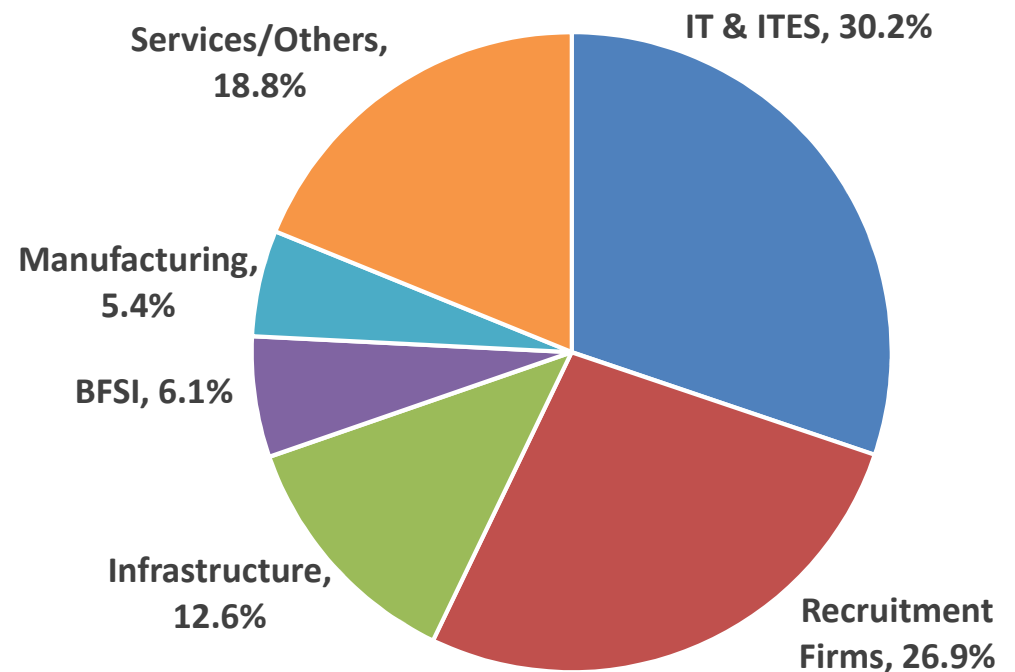
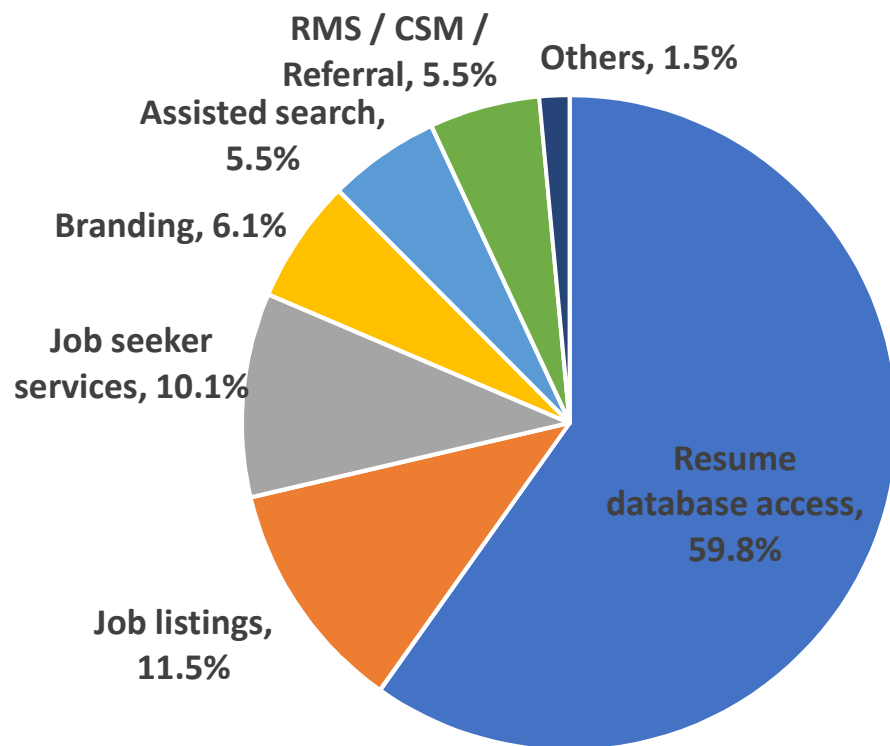
- Naukri has over 100% of industry profits enabling greater investment in
 - Product innovation
 - Engineering
 - Brand support
 - Sales network
 - Servicing back office
 - Superior talent

Revenue sources for Naukri

- B2B revenues comprise ~90% of overall Naukri revenue and includes:
 - Resume database access
 - Job listing (response management)
 - Employer branding (visibility)
 - Career site manager
 - Others - Resume short listing and screening, campus recruitment
 - Non recruitment advertising (other than for jobs)
- B2C includes revenue from
 - Job seeker services

Breakdown of revenue by Product and Industry

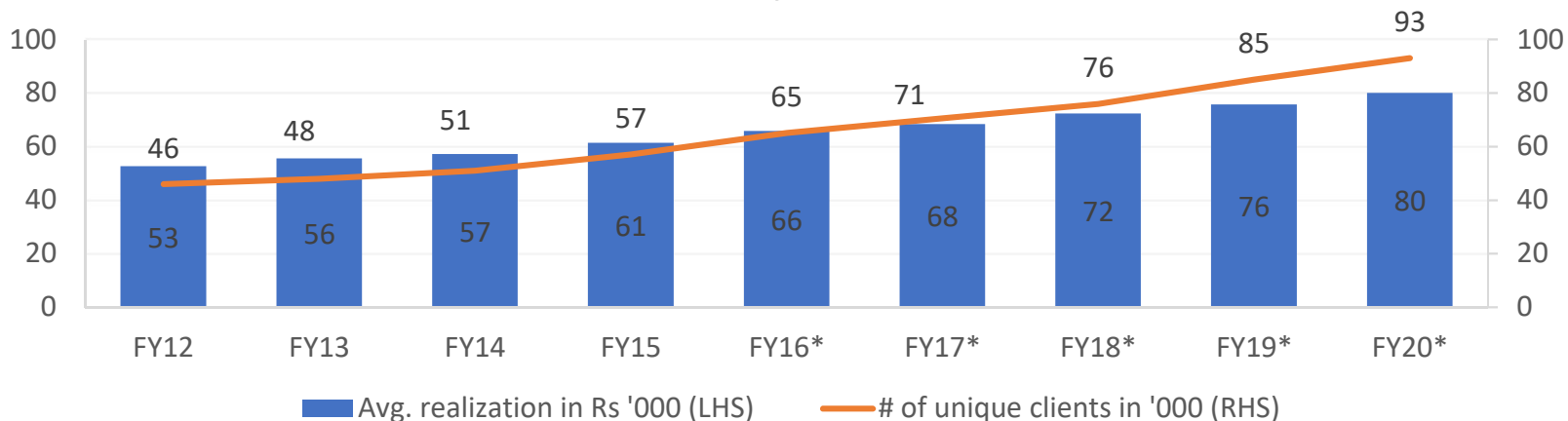
Data for trailing 12 months to March 2020



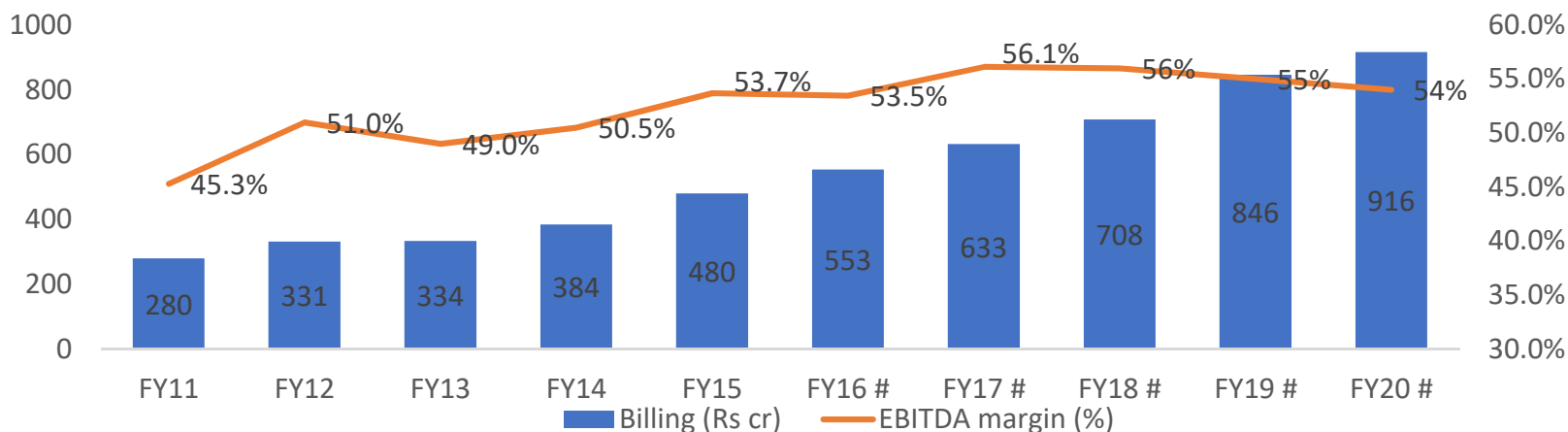
~50% of consultants caters to IT/ ITES industry. Accordingly, IT and ITes contributes ~42-44% of overall revenues.

Increasing realization per unique client with increasing number of customers

Naukri India - Revenue per client and # of clients



Recruitment Segment Billing and EBITDA Margin



• # FY16 – FY20 numbers as per IND-AS. Above numbers are segmental business numbers for Naukri..

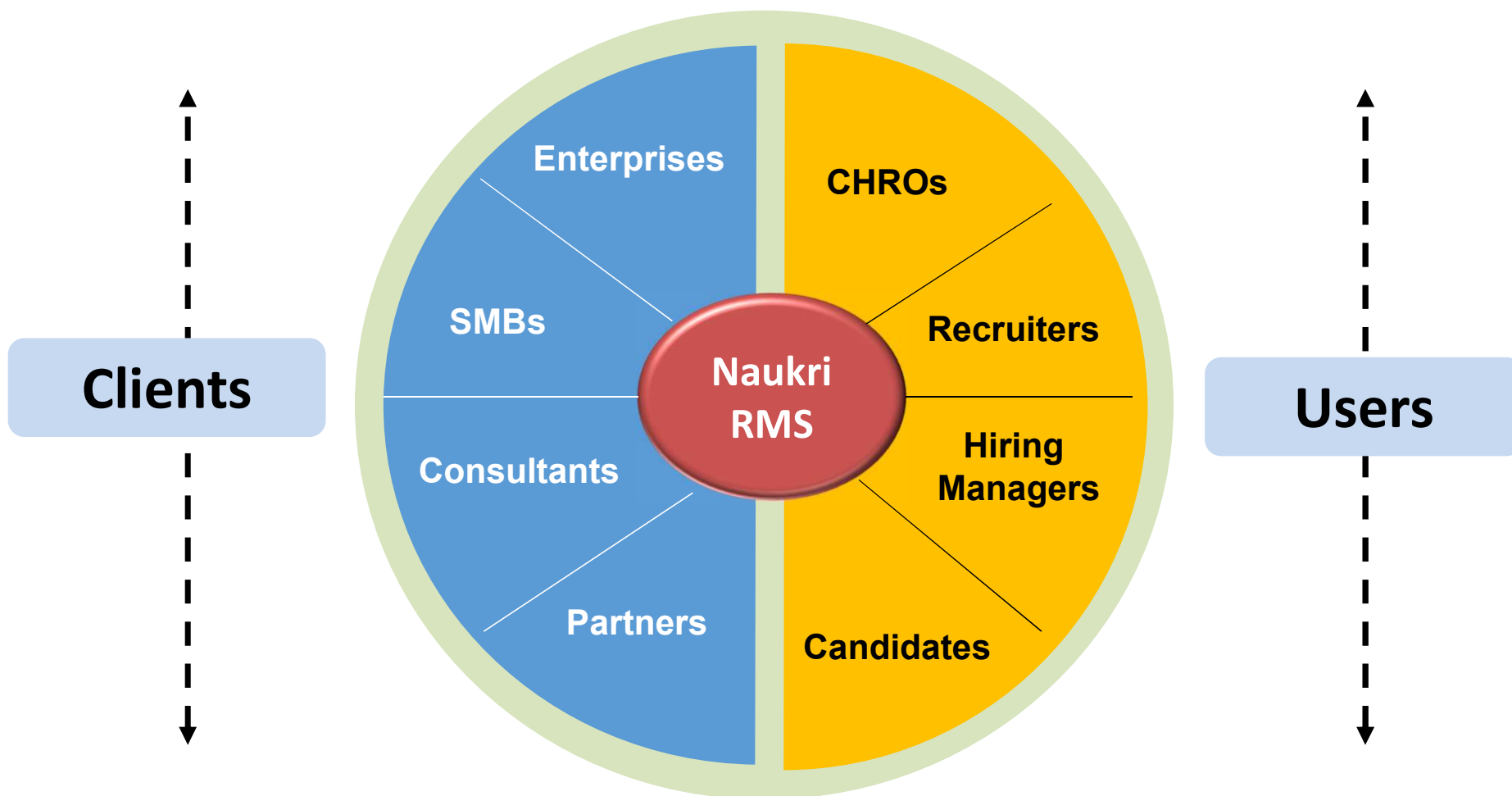
Naukri Investment strategy



iimjobs.com

- IEIL acquired 100% stake of High Orbit Careers Pvt Ltd (Domain: iimjobs.com) in all cash deal.
- iimjobs.com is India's leading recruitment platform for management professionals
- Catering to 400+ Corporate Customers – American Express, Amazon, Cognizant, GSK, Credit Suisse, Capgemini, HSBC, Goldman Sachs, IBM, Gap Inc, JPMC, etc
- Consistent billing growth of 20% for last 4 FY.
 - FY'17 – Rs 112 Mn
 - FY'18 – Rs 149 Mn
 - FY'19 – Rs 182 Mn
 - FY'20 billing – Rs 218.0 Mn up by 20% YOY.

RMS – empowering recruitment ecosystem



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

Naukri RMS



naukri
RMS | RECRUITMENT
MANAGEMENT
SYSTEM

EVOLVE
TO A NEW AGE
RECRUITMENT SOLUTION

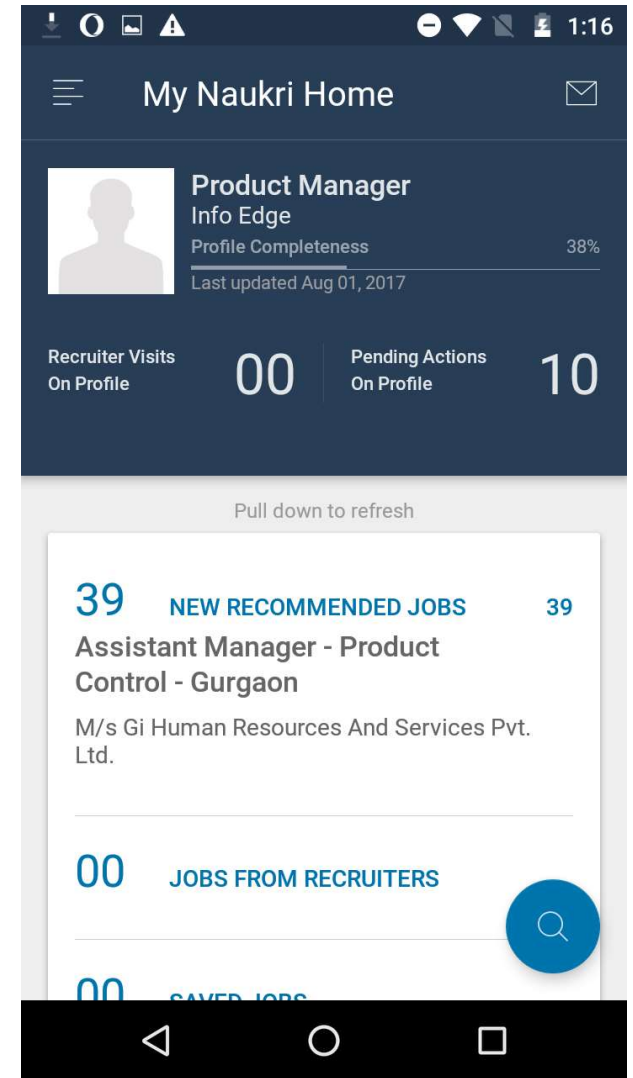
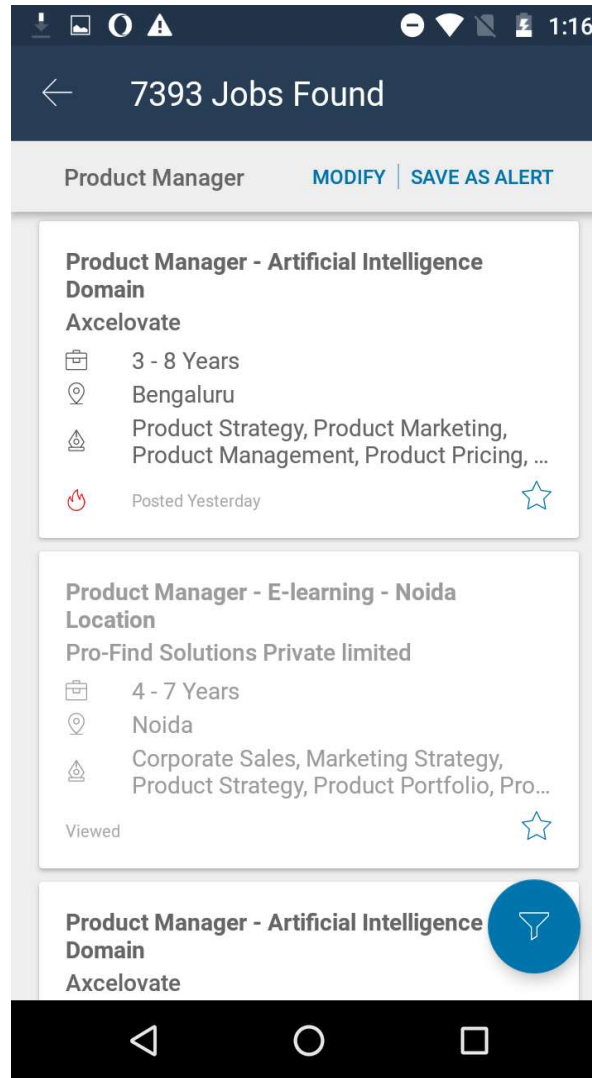
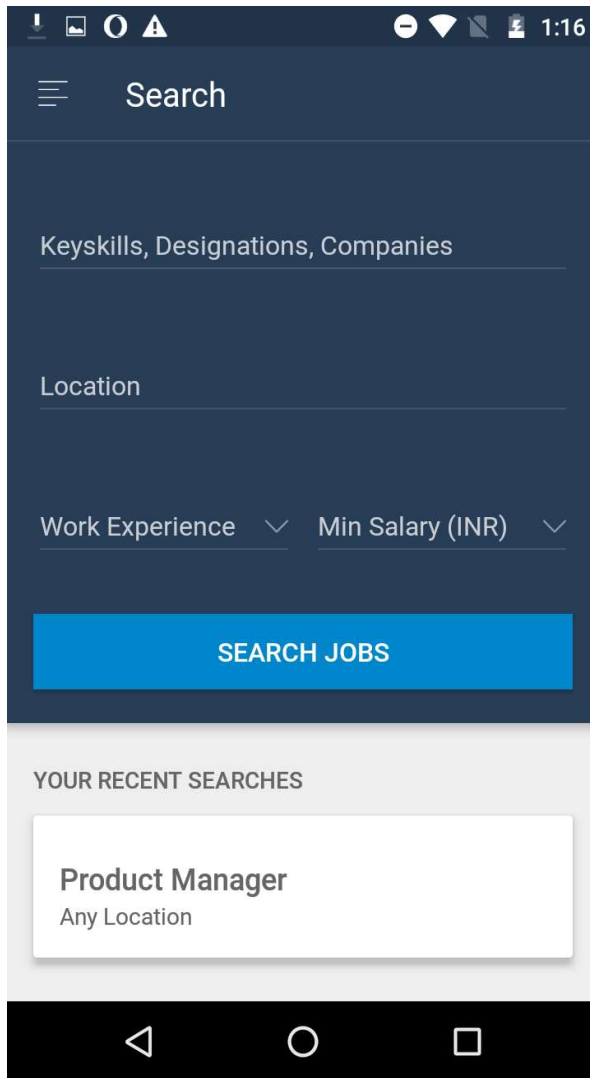
Automates hiring process, right from
requisition to offer

naukri
RMS | ENTERPRISE

naukri
RMS | CONSULTANT

naukri
RMS | REFERRAL

The App and HTML5 site



Competition

- Local job boards
 - Indeed.co.in
 - Monsterindia.com
 - Timesjobs.com
 - Shine.com
- LinkedIn
 - Caters to a different segment / requirement

Overseas peer comparison

Name of the website	Approx. revenue from recruitment (in USD mn) @	No. of profiles/resumes in mn	No. of unique clients	Approx. Market Cap of the company (in USD bn)***
51job.com* (China)	574	142	~485,000	4.35
Seek ANZ^	310	13.2	200,000 (AP&A)	5.0
Recruit# (Japan)	3,062	-	-	50.1
Info Edge**	121	67	93,000	2.2

* Annual report/ presentation for year ended December 31, 2018

^ Domestic revenue from Australia & New Zealand as per presentation for year ended June 30, 2019. AP&A – Asia Pacific & Americas
financial nos./ corporate presentation for year ended March 31, 2019, total revenue of Recruit is ~USD 22 bn of which ~14% (mentioned above) is from HR technology SBU

** As per latest annual numbers

*** Some of the companies may be operating in other businesses, so the market cap numbers are not necessarily comparable. The number for Info Edge represents Recruitment business average valuation as per analysts covering the stock

99acres

99acres India's No.1 Property Portal

ALL INDIA ▾

DOWNLOAD APP CUSTOMER SERVICE SELL / RENT PROPERTY HOME LOANS

BUY RENT PROJECTS COMMERCIAL DEALERS

All Residential ▾ Type Location or Project/Society or Keyword

SEARCH MAP SEARCH

Get personalized property suggestions on a single tap

GET IT ON Google Play Download on the App Store

The GSF Mobile Appies Awards Winner 2015 REAL ESTATE CATEGORY

99acres India's No.1 Property Portal

Get the App

Al Seeb
REAL ESTATE DEVELOPMENT

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

استثمار العقارات الفاخرة
AZIZI

INVEST IN DUBAI FOR LUXURY APARTMENTS
for Prices contact :
971562998939

Spring Valley
DEW

SPRING VALLEY DEW KATARA HILLS
Bhopal
@ 18.26 lakhs onwards

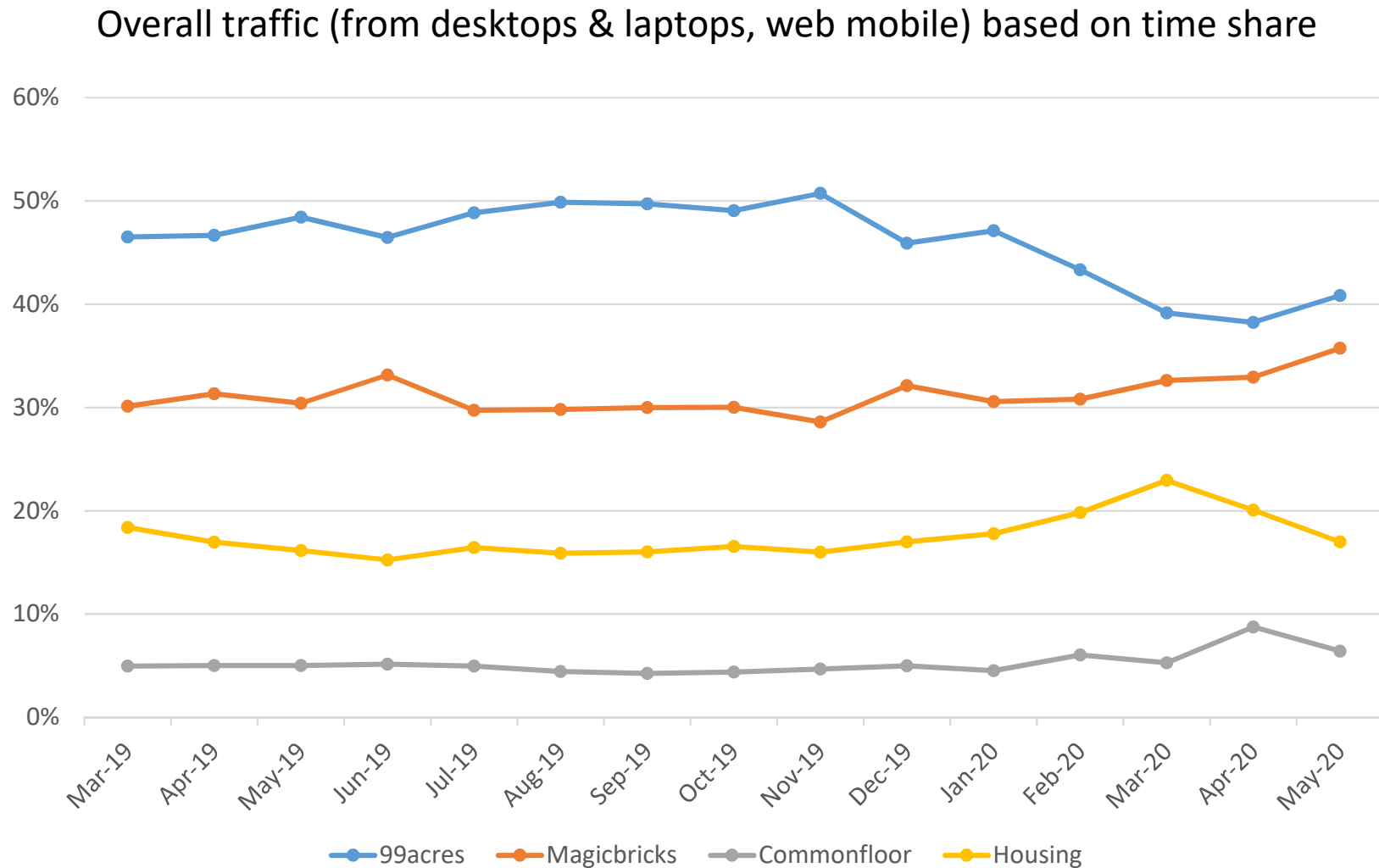
avinash
NEWCOUNTY
Naya Raipur
279 Bungalows / 416 Apartments

AVINASH NAYA RAIPUR
Ready to r
Apartment

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 6.0-7.0 bn in FY 19-20 (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
- Access through mobile app increasing consistently

99acres traffic share

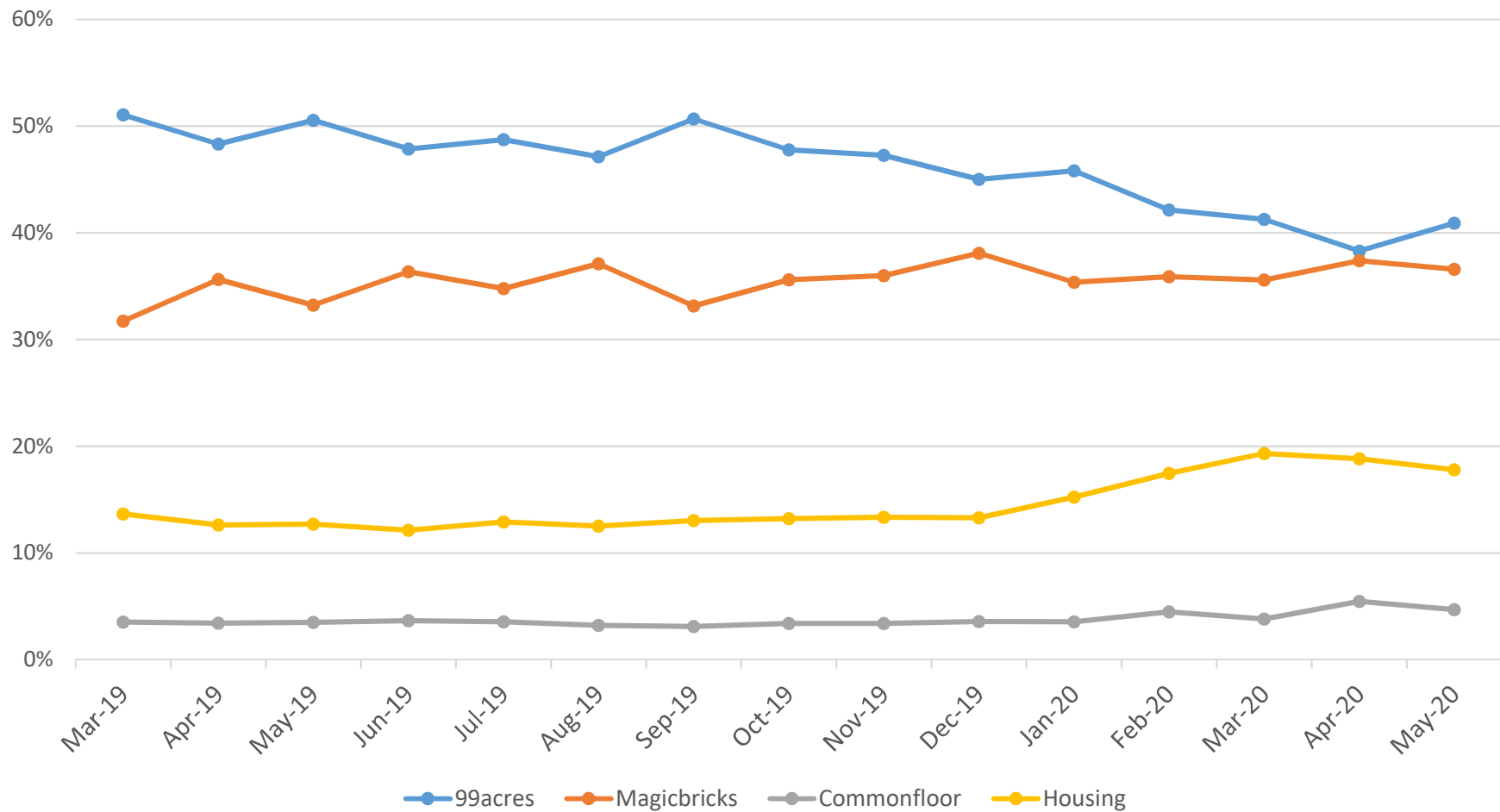


Source: SimilarWeb

Similarweb revised the algorithm for calculating time share through app in Q3'20

99acres traffic share

Overall traffic (from desktops & laptops, web mobile and App) based on time share



Source: SimilarWeb

Similarweb revised the algorithm for calculating time share through app in Q3'20

99acres business model



Revenue Model

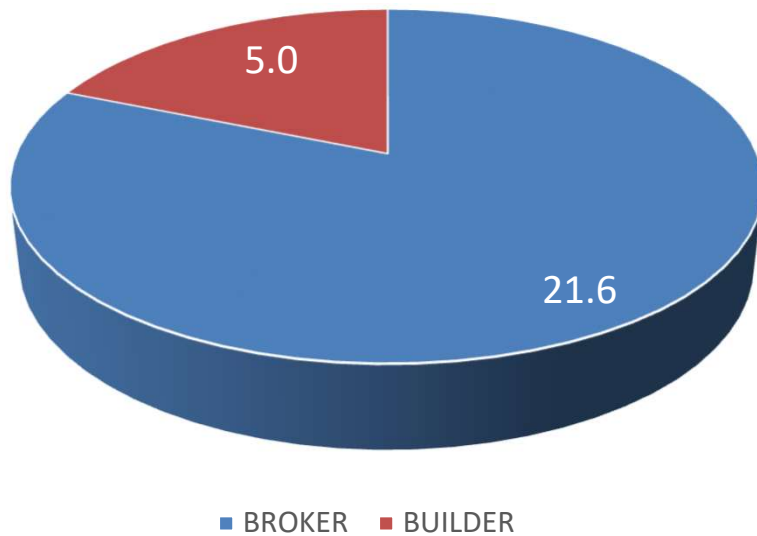
- Projects
 - Listings
 - Featured listings
 - Microsites
 - Email campaigns
 - Banner Ads
- Re-sale
 - Listings
 - Featured listings
- Rental
 - Listings
 - Featured listings

Key business metrics for 99acres (Q4)

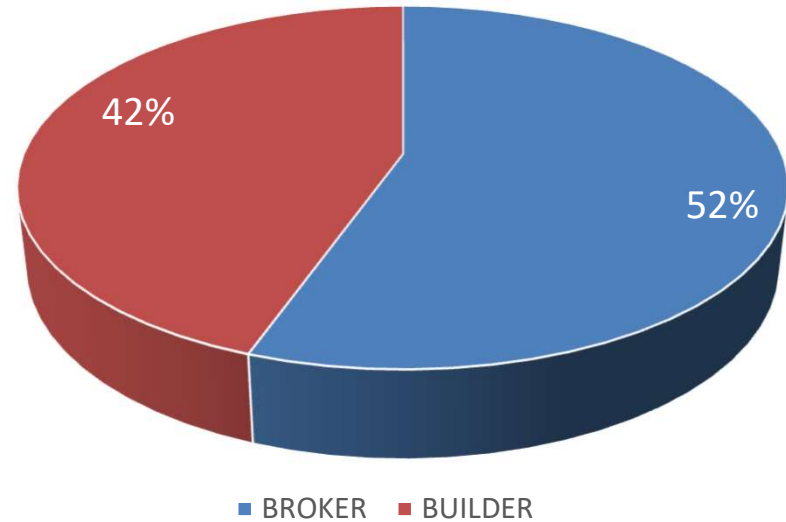
- **As of March 31, 2020**
 - Total projects 1,70,633 + (under construction or ready-to-move-in)
 - Total listings 9,41,850 (including 4,21,384 owner listings)
 - Residential 7,86,067
 - Commercial 1,55,783

Break-down of Customers and Billing

No. of customers in '000

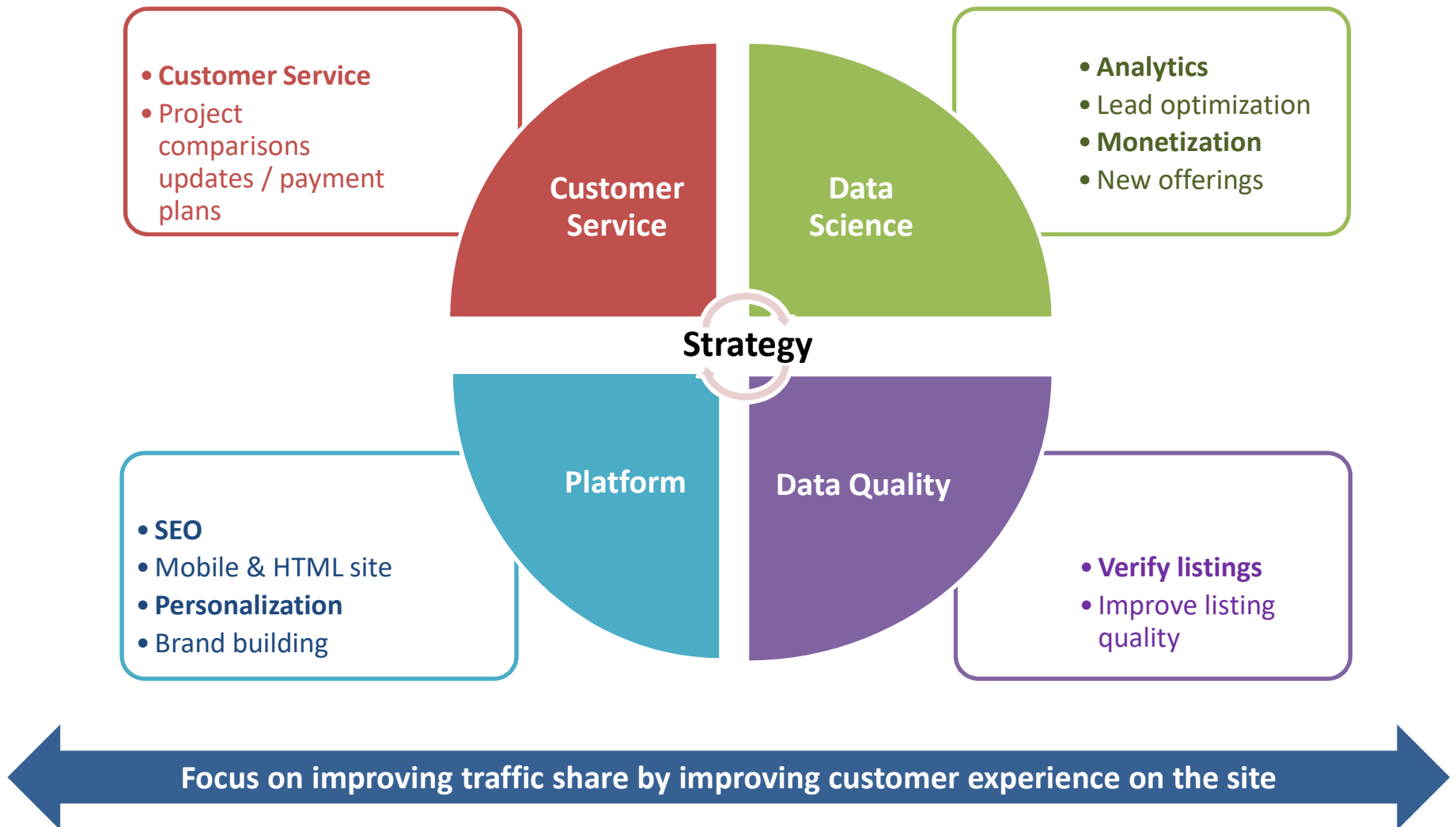


Billing breakdown by customer type



Data for trailing 12 months to March 2020

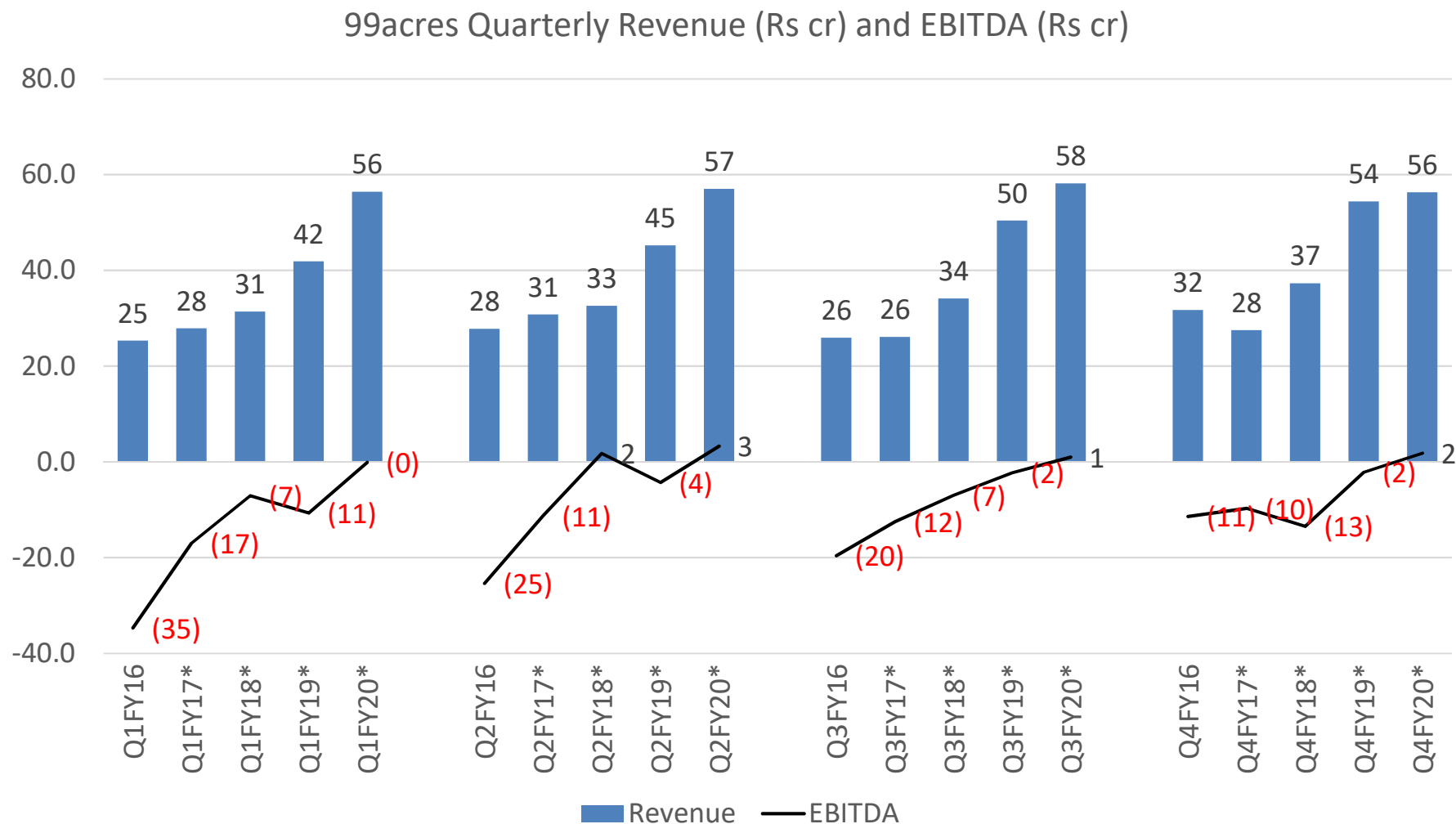
99acres –strategy



99 acres Peer Comparison

- **Leadership position maintained**
 - We have maintained highest traffic share for 99acres for past several quarters
 - To ensure data quality, innovation and customer retention, we have increased our investments in product / data quality / marketing
- **Listings growth intact**
 - Listings growth on 99acres has remained intact, primarily driven by broker segment.
- **Aggressive marketing spends by competitors**
 - Significant increase in marketing spends by competitors Magicbrick and Housing.

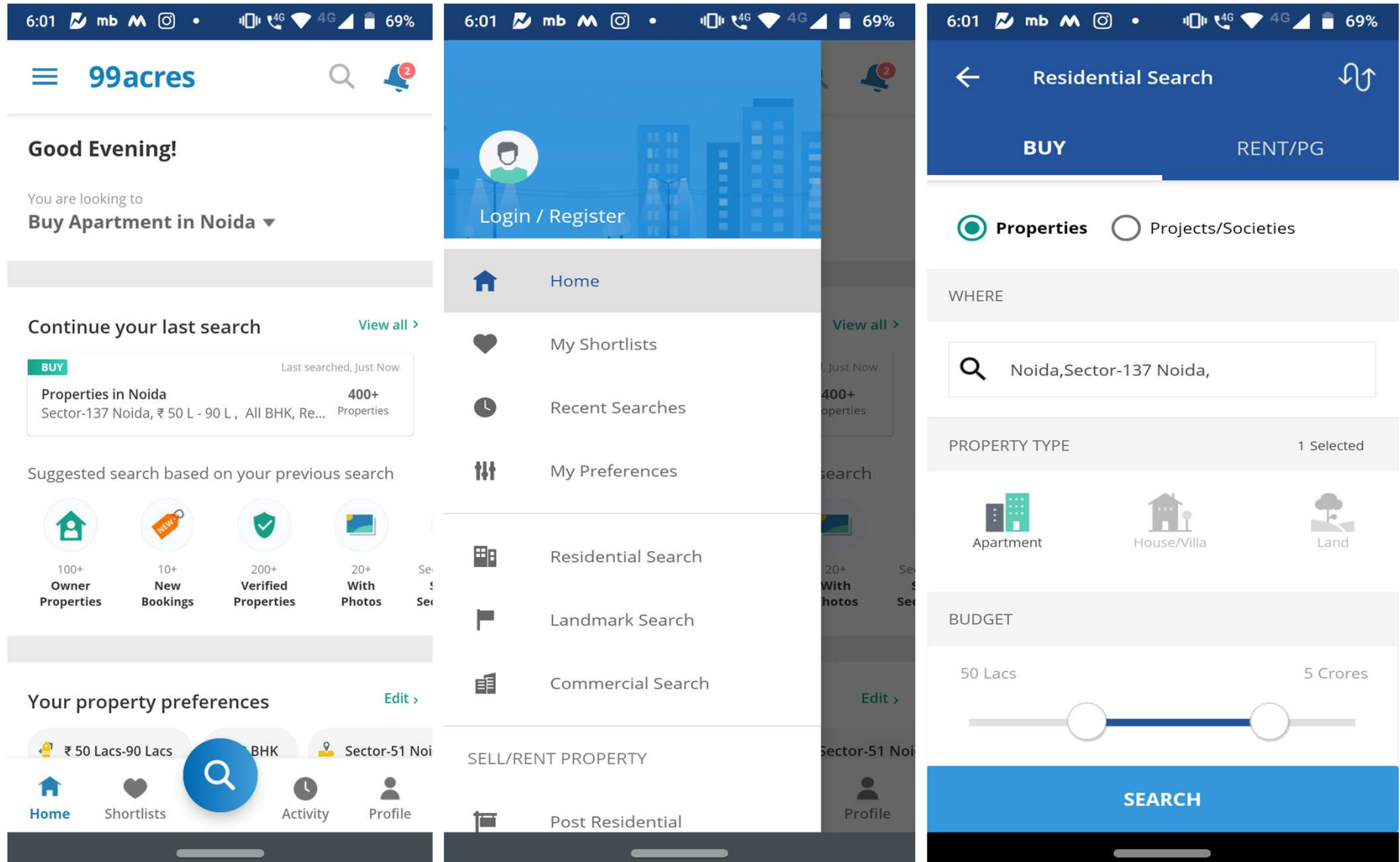
99 acres Quarterly Financials



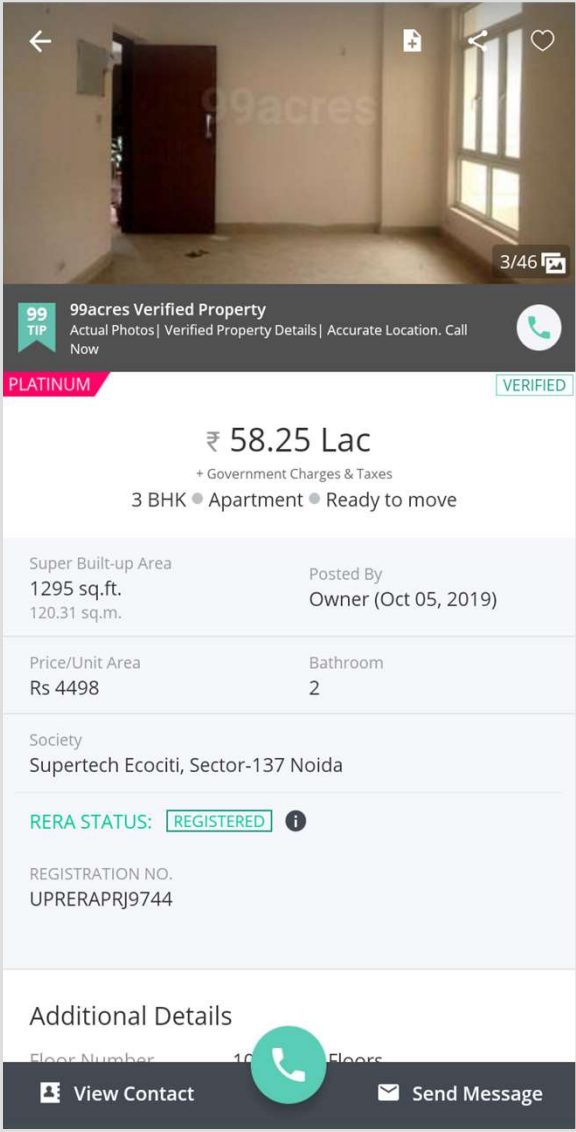
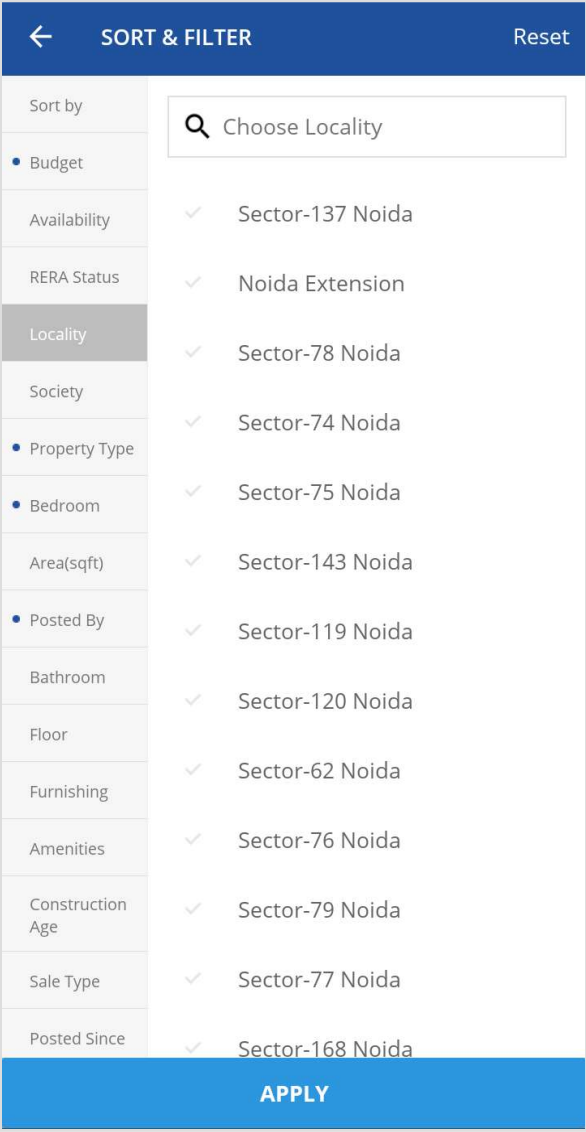
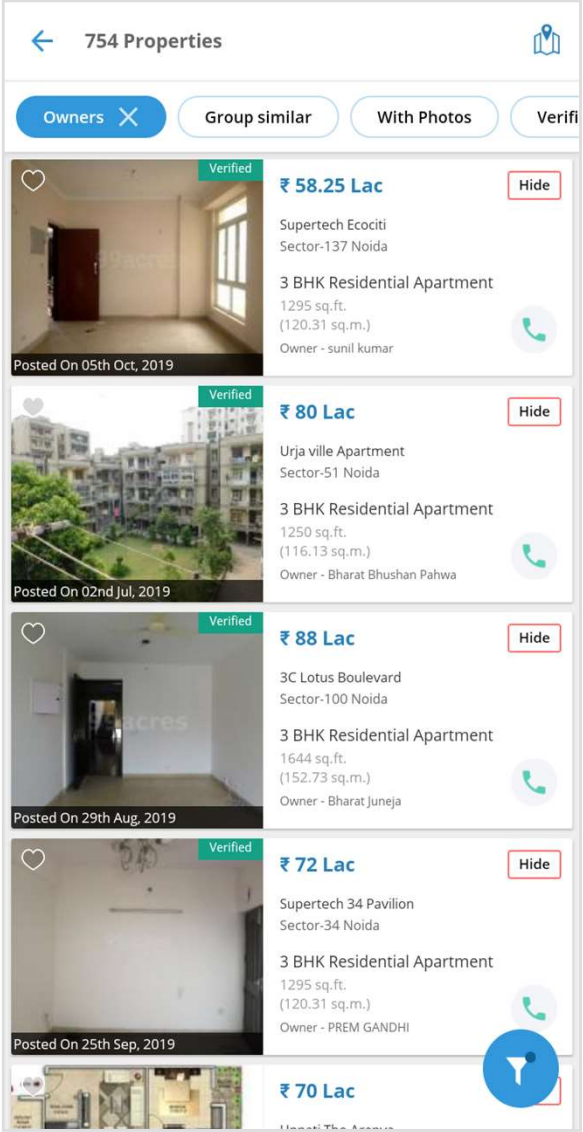
99acres cumulative cash loss (management estimate) at Rs 259 cr. Above numbers are segmental financials for 99 Acres business.

- Q1FY17 onwards numbers are EBITDA numbers (adjusted for non-cash ESOP charges) as per IND-AS; All others in I GAAP
- Q1 FY20 onwards EBITDA numbers are adjusted for IND AS 116 impact. And hence will be different from reported numbers.


Mobile app – home screen, navigation and search infoedge




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



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

← 232 Projects 


RERA REGISTERED




ATS Pious Hideaways
Sector-150, Noida

₹ 63 - 79.56 Lac
₹4500/Sq.Ft. Onwards

Mar 2026

3 BHK Apartment 


RERA REGISTERED




TATA Eureka Park
Sector-150, Noida

₹ 59.5 - 85.19 Lac
₹5289/Sq.Ft. Onwards

Mar 2023

2,3 BHK Apartment 


RERA REGISTERED



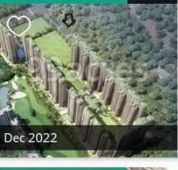
ATS Picturesque Reprieves
Sector-152, Noida

₹ 87.88 Lac - 1.52 Crore
₹4750/Sq.Ft. Onwards

Oct 2024

3,4 BHK Apartment 


RERA REGISTERED Seen



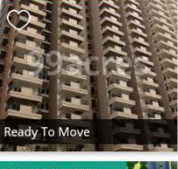
ATS Le Grandiose
Sector-150, Noida

₹ 74.75 Lac - 1.52 Crore
₹4600/Sq.Ft. Onwards

Dec 2022

3,4 BHK Apartment 


RERA REGISTERED




Gaur City 2 14th Avenue
Noida Extension, Noida

₹ 23.1 - 53.52 Lac
₹3100/Sq.Ft. Onwards


Ready To Move




1,2,3 BHK Apartment 


RERA REGISTERED



ACE Parkway
Sector-150, Noida

 Sort & Filter


←   





ATS Pious Hideaways
Sector-150 Noida


Construction status
Under Construction
Mar 2026


Builder Name
ATS Builders

 Unit Configuration
3 BHK Apartment

 Project Details
**12 Towers, 749 Units
32 Floors**


 Total Project Area
17.80 Acres
(72034.1 sq.m.) **80% Open**


 Rera Status
REGISTERED


 Rera Details
UPRERAPRJ442430
<http://up-rera.in/>


Floor Plans

3 BHK Apartment 1400 sq.ft.(130.1 sq.m.)	3 BHK Apartment 1615 sq.ft.(150 sq.m.)	3 BHK Apartment 1675 sq.ft.(155.6 sq.m.)
--	--	--





 Brochure



 Send Message

← **Sell / Rent Property**

 **BASIC INFORMATION**


 **PROPERTY DETAILS**


I WANT TO


Sell property


Rent-out property

YOUR PROPERTY TYPE


 Apartment

 Builder Floor

 Plot/Land


 House

ADD YOUR PROPERTY PHOTOS



+ Add Photo

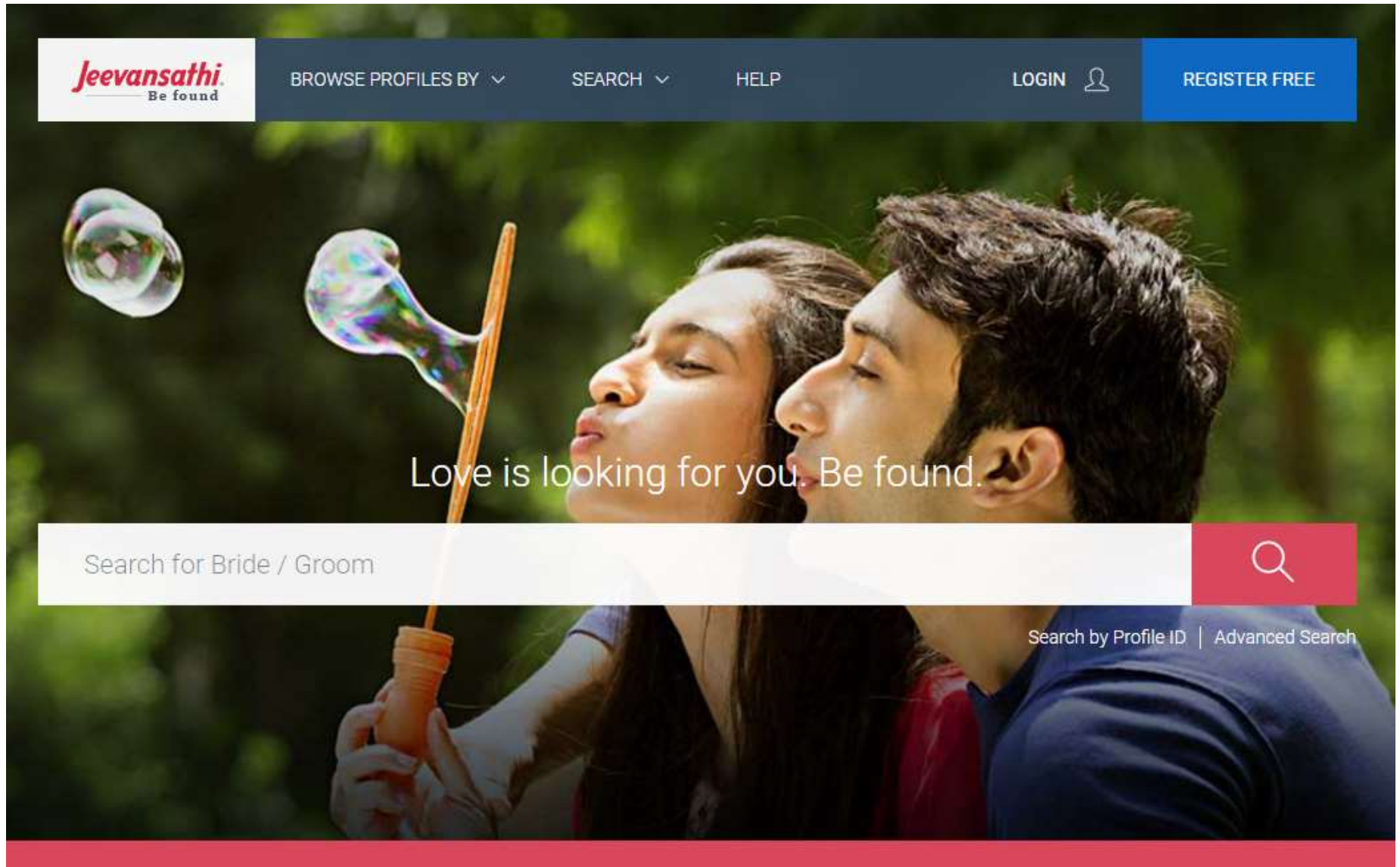
YOUR PROPERTY ADDRESS

 **Detect my location**

City

Locality

NEXT



Online matrimonial business - India

- Online spend by users estimated to be ~Rs 7-8 bn in FY '19-20.
- Three main players – Bharat matrimony, Shaadi and Jeevansathi
- Used primarily by
 - Those disconnected from mother community
 - Youngsters looking for choices
 - Families for match-making
- Fragmented market basis
 - Geography
 - Communities (religion, caste, sub castes)

Jeevansathi business model

- **Jeevansathi is a freemium model, wherein**
 - Users do not pay for listing, searching, expressing interest and accepting others' expression of interest
 - Payment is required to contact the other person
- **Offline centres**
 - Walk in sales for matching services
- **Franchise - walk in centers**

Competition Scenario

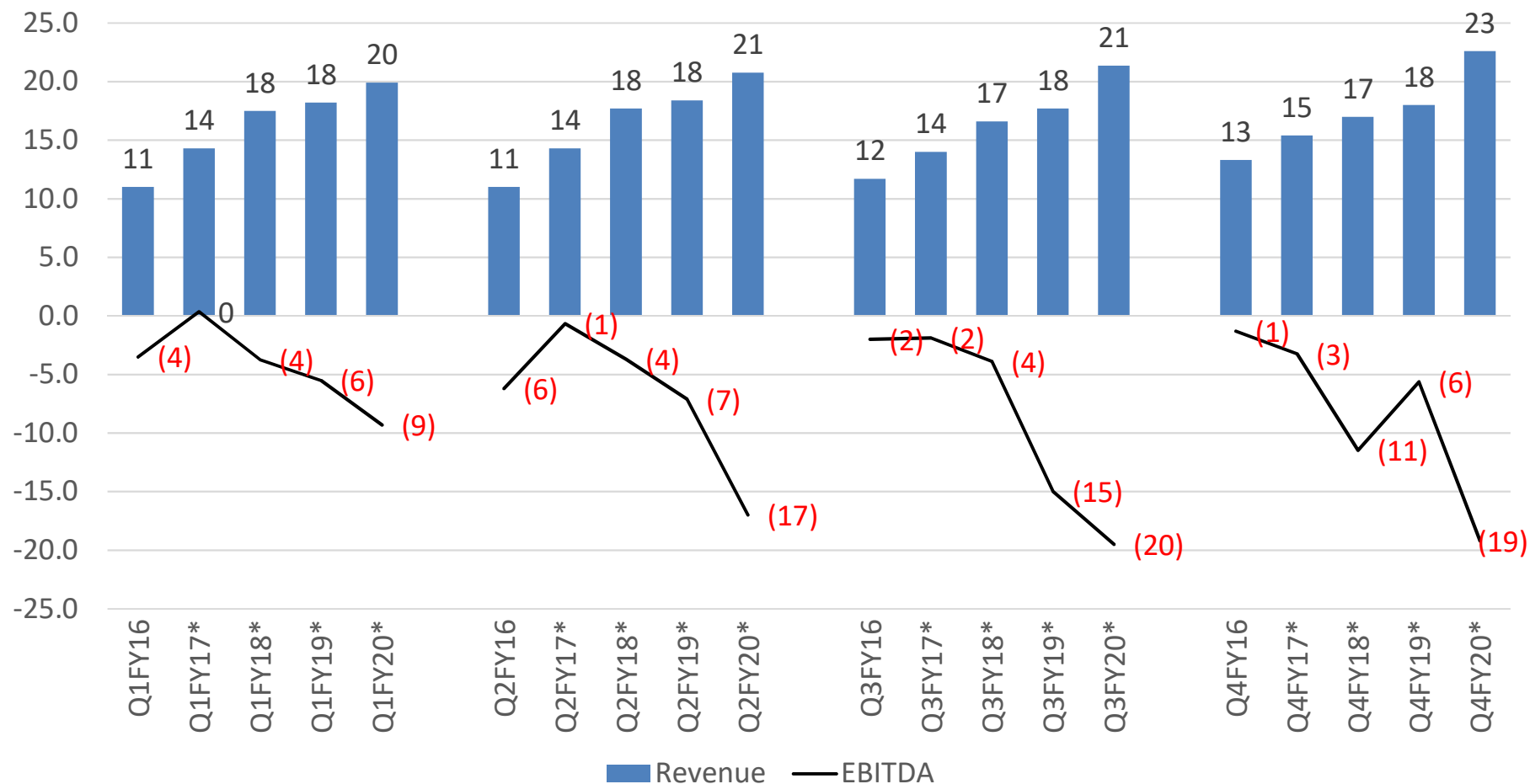
- Three main players – Bharat Matrimony is the leader, followed by Shaadi and then Jeevansathi
- Bharat Matrimony dominates states in south India and non resident Indians from these states
- Shaadi leads in Gujarat and Punjab and non resident Indians from these states
- Jeevansathi leads in certain North Indian communities and states
- We are investing aggressively in this business to capture market share.

Mobile app



Jeevansathi quarterly financials

Jeevansathi Quarterly Revenue (Rs cr) and EBITDA (Rs cr)



Jeevansathi cumulative cash loss (management estimate) at Rs 139 cr. Above numbers are segmental financials for JS business.

- Q1FY17 onwards numbers are EBITDA numbers (adjusted for non-cash ESOP charges) as per IND-AS; All others in I GAAP
- Q1 FY20 onwards EBITDA numbers are adjusted for IND AS 116 impact. And hence will be different from reported numbers.

Shiksha

The screenshot shows the Shiksha website interface. The header is dark green with the 'shiksha' logo and navigation links for MBA, ENGINEERING, LAW, DESIGN, MORE COURSES, STUDY ABROAD, and COUNSELLING. A search bar is present with 'Ask', 'Login', and 'Sign Up' options. The main content area features a large image of a modern white building (Indus Business Academy) with a search overlay. Below the image is a carousel of featured institutions.

	COLLEGES	EXAMS	QUESTIONS <small>New</small>	CAREERS	
	Find colleges, universities & courses		Enter location	Search	
	Indus Business Academy (IBA), Bangalore (view details)				
Featured	Garden City University Bangalore Emphasis on Life	Birla Global University Bhubaneswar MBA Admissions 2018	International Management Institute Kolkata 100% Placement Record	SRM Chennai Amaravati Delhi Ncr Apply Now SRMJEEE 2018	T. A. Pai Management Institute (TAPMI) Manipal Last Date to Apply 11th Feb 18

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

Educational classifieds business - India

Industry Highlights

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

Business Model

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

Shiksha – Business Statistics

- Domestic Colleges – 30000, Courses – 215000+, #Reviews – 180,000+, Exams – 600+
- Study Abroad Universities – 1864 from 52 countries, Courses – 21452, Scholarships - 2240



MBA EXAMS

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

Know important dates, preparation tips, syllabus and more



COLLEGE REVIEWS

Nobody knows a college better than its alumni and students.



MBA RANKINGS

Curious to know the top MBA colleges?



IIM CALL PREDICTOR

IIMs consider a lot more than just the CAT score



FIND MBA COLLEGES

Want to find the right MBA college for you?



ASK CURRENT MBA STUDENT

Have college specific questions?



ALUMNI SALARY DATA

Wondering about your career journey post-MBA?



COMPARE COLLEGES

You always have options. Did you choose the right one?

Authentic College Reviews

Manipal Academy of Higher Education, Manipal - Reviews (378)

Filter by :

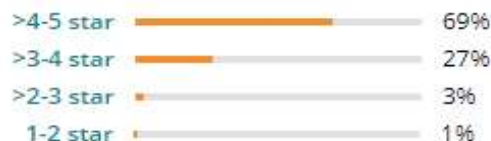
Select college

Select course

4.3



Based on 378 Reviews



4.0	Placements
4.7	Infrastructure
3.9	Faculty & Course Curriculum
4.8	Crowd & Campus Life
4.0	Worth the Money



All 378 reviews have been published only after ensuring that the reviewers are **bona fide students** of this college.

Sort By :

Recency

Year of Graduation ↓

Highest Rating

Lowest Rating

Relevance

5.0 ★★★★★ One of the best dental colleges of our country that's define it all.

by Sourabh, 17 May 2018 | Bachelor of Dental Surgery - Batch of 2022

Placements 5/5

Infrastructure 5/5

Faculty & Course Curriculum 5/5

Crowd & Campus Life 5/5

Worth the Money 5/5

Placements : According to the senior batches the placements are great. Nearly 70-75 percentage of students were placed (not so sure). No idea about the salary but they get a good sum of money. They have foreign collaborations with many companies. MS, professor etc. Various roles are offered.

Infrastructure : 24 hours Wi-Fi, Library is great with ample amount of books, Classrooms are neat and mainly smart classes are held. Quantity of labs are great. Quality of food is also good. Hostel rooms are great. Medical Facilities are

Campus representatives from colleges for credible advice

[MBA](#)[ENGINEERING](#)[DESIGN](#)[OTHER COURSES](#)[STUDY ABROAD](#)[COUNSELLING](#)[Log in](#) | [Register](#)

[Home](#) > [MBA](#) > [Resources](#) > [Campus Connect](#)

Campus Connect - Ask Current Students before making a college decision

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

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

Search by college name to ask or view questions

The banner features a background image of five diverse college students smiling. A white search bar is overlaid at the bottom of the banner.

Competition

Domestic

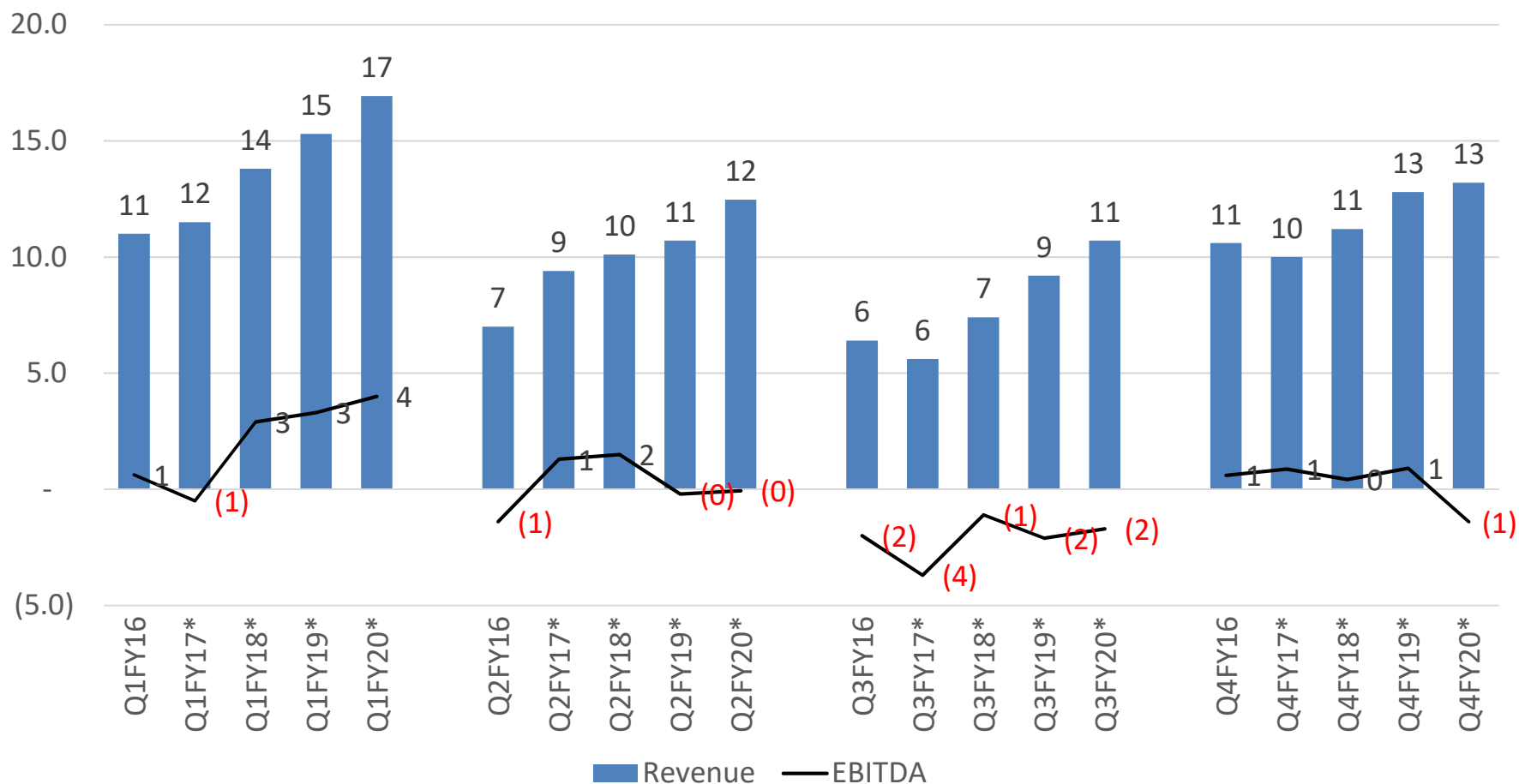
- Print Media
- Online
 - Google
 - Pagalguy
 - HTcampus
 - Minglebox
 - Careers360
 - MBA Universe
 - CollegeDekho
 - CollegeDunia
 - Sarvgyan
 - Aglasem
 - Others

Study abroad

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

Shiksha quarterly financials (Q4)

Shiksha Quarterly Revenue (Rs cr) and EBITDA (Rs cr)



Shiksha cumulative cash loss (management estimate) at Rs 39 cr . Above numbers are segmental financials for Shiksha Business.

- FY17-FY20 numbers are EBITDA numbers (adjusted for non-cash ESOP charges) as per IND-AS; All others in I GAAP
- Q1 FY20 onwards EBITDA numbers are adjusted for IND AS 116 impact. And hence will be different from reported numbers.

Investments

Investment Portfolio (Q4)

Investee Company	Website	Book value of investment as on date (Rs Mn)	Approx. diluted and converted shareholding % (Actual)
Active			
Zomato Media Pvt Ltd.	www.zomato.com	1,522	22.71%
Etechaces Marketing and Consulting Pvt Ltd.	www.policybazaar.com	5,758	15.10%
Happily Unmarried Marketing Pvt Ltd.	www.happilyunmarried.com	323	42.33%
Unnati Online Pvt Ltd	https://www.unnatihelpers.com/	40	31.64%
Ideaclicks Infolabs Private Ltd.	www.zippserv.com	54	45.31%
Wishbook Infoservices Pvt Ltd	www.wishbooks.io	59	30.20%
NoPaperForms Solutions Private Limited	www.nopaperforms.com	337	48.10%
International Educational Gateway Private Limited	https://www.university.com/	205	37.90%
Agstack Technologies Private Limited	http://www.gramophone.in/	204	33.21%
Bizcrum Infotech Private Limited	https://www.shoekonnct.com	160	32.85%
Medcords Healthcare Solutions Private Limited	http://www.medcords.com/	96	22.40%
Printo Document Services Private Limited	http://www.printo.in/	250	25.12%
Shop Kirana E Trading Private Limited	http://shopkirana.com/	604	25.36%
Greytip Software Private Limited	https://www.greythr.com/	350	20.25%
Metis Eduventures Private Limited (Adda_24*7)	https://www.adda247.com/	280	16.97%
Terralytics Analysis Private Limited (Teal)		50	20.00%
LQ Global Services Private Limited	https://www.legitquest.com/	15	16.67%
Llama Logisol Private Limited (Shipsy)	https://shipsy.in/	50	10.00%
Sunrise Mentors Private Limited (Coding Ninja)	https://www.codingninjas.com/	371	25.00%
Qyuki Digital Media Private Limited	-	252	5.36%
Dotpe Private Limited		104	7.48%
		11,085	

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.

No definitive documentation in connection with such investment has been executed as of date.

* Net of disposal of secondary sale with proceeds of USD 50 mn; Shareholding post the latest round of investment and dilution

** Represents effective economic interest held by Info Edge directly or through its wholly owned subsidiaries (7.59%) and indirectly through a JV subsidiary with Temasek (8.26%). The amount represents Info Edge's net investment.

Written off / provisioned investments – Studypalaces, 99Labels, Nogle Technologies, Canvera Digital, Kinobeo Software Pvt. Ltd. (Mydala), Green Leaves Consumer Services (Bigstylis), Rare Media Co., Vcare Technologies (Diro Labs) and Mint Bird Tech. (Vacationlabs), Applect Learning (Meritnation), - Total amount written off is Rs 2,994 Mn.

Investee companies financials

Figures in Rs Mn.

Investee Company	Website	Operating revenue			Operating EBITDA		
		FY18	FY19	FY20	FY18	FY19	FY20
Partly owned subsidiary							
Applect Learning Systems Pvt Ltd.	www.meritnation.com	308.36	347.66	245.75	(130.92)	(224.87)	(211.89)
Associate Companies	Associate Companies						
Zomato Media Pvt Ltd.	www.zomato.com						
Etechaces Marketing and Consulting Pvt Ltd.	www.policybazaar.com						
Happily Unmarried Marketing Pvt Ltd.	www.happilyunmarried.com						
Unnati Online Pvt Ltd	www.unnatihelpers.com						
VCARE Technologies Pvt. Ltd.	www.diolabs.com						
Ideaclicks Infolabs Private Ltd.	www.zippserv.com						
Kinobeo Software Pvt Ltd.	www.mydala.com						
Green Leaves Consumer Services Pvt. Ltd.	www.bigstylist.com	8,650.63			(1,492.06)		
Mint Bird Technologies Pvt. Ltd.	www.vacationlabs.com		19,775.33			(26,174.74)	
Rare Media Company Pvt. Ltd.	www.bluedolph.in						
Wishbook Infoservices Pvt Ltd	www.wishbooks.io						
NoPaperForms Solutions Private Limited	www.nopaperforms.com			38,530.19			(27,118.30)
International Educational Gateway Private Limited	www.univariety.com						
Agstack Technologies Private Limited	www.gramophone.in						
Bizcrum Infotech Private Limited	www.shoekconnect.com						
Medcords Healthcare Solutions Private Limited	www.medcords.com	N.A.					
Printo Document Services Private Limited	www.printo.in						
Shop Kirana E Trading Private Limited	www.shopkirana.com						
Greytip Software Private Limited	https://www.greythr.com/						
Metis Eduventures Private Limited	https://www.adda247.com/				N.A.		
Terralytics Analysis Private Limited	https://www.tealindia.in/						
Llama Logisol Private Limited	https://shipsy.in/		N.A.			N.A.	
LQ Global Services Private Limited	https://www.legitquest.com/						
Sunrise Mentors Private Limited	https://www.codingninjas.com/						
Total	Total	9,374.67	20,298.61	38,775.94	(1,875.13)	(26,465.59)	(27,330.19)

* FY16 - FY19 numbers are based on IND AS vs. I GAAP earlier

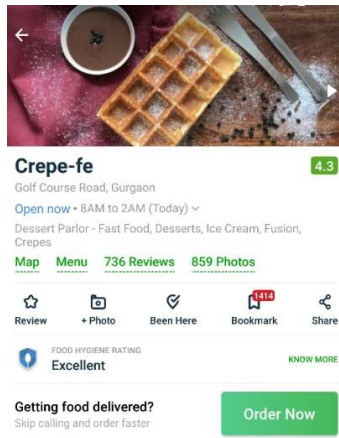
Zomato



Zomato is world's leading restaurant search, discovery and transaction platform

Zomato has three key businesses

1. Listings & Reviews



- Launched in 2008
- Present in 24 countries
- 1.5m+ high quality restaurant listings with up to date scanned menus, photos and user reviews

Largest restaurant reviews & ratings platform

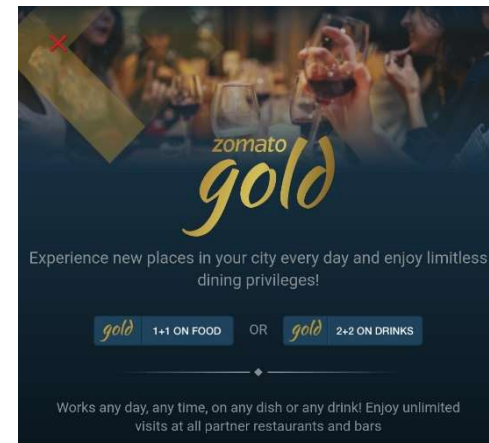
2. Food Delivery



- Launched in 2015
- Present in India
- Hybrid delivery model – combination of self fulfilled and restaurant fulfilled orders

One of the leading food delivery players

3. Subscription Programs



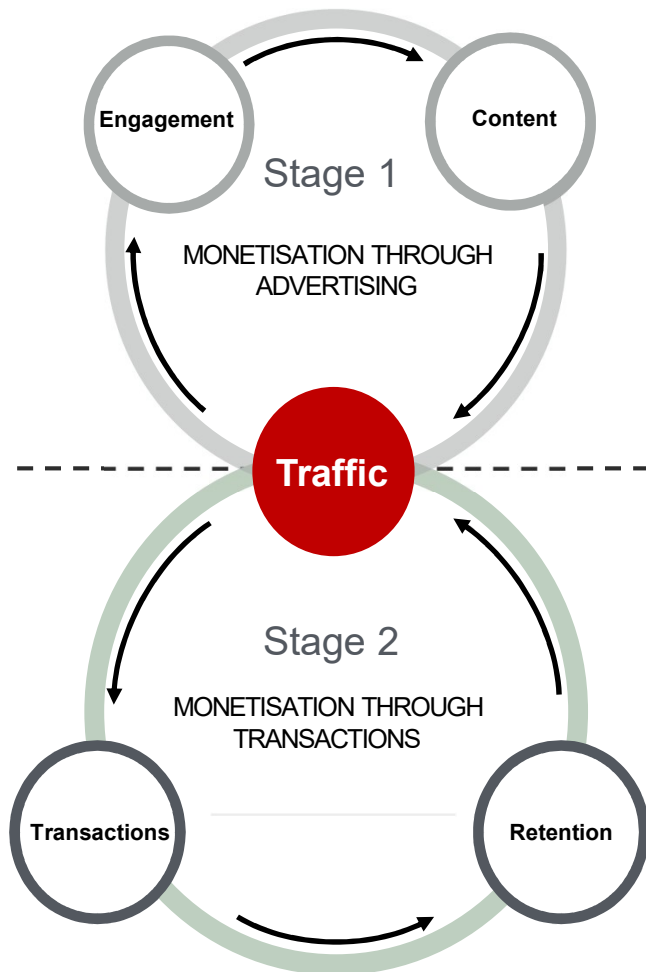
- Launched in 2017
- India and international presence
- Privileged membership programs; privileges are funded by restaurants

One of its kind, unique membership program

Other key investors in Zomato – Alipay, Sequoia, VY Capital and Temasek

Growth is fuelled by two self feeding “flywheels”, that define Zomato’s unique business model

Multiple use cases across dining-out and food delivery result in strong network effects



STAGE 1 – LISTINGS AND REVIEWS

- ✓ High quality, exhaustive restaurant listings (*using a combination of tech and human output*) yield large organic traffic
- ✓ Users engage with the platform to write reviews and upload photos - further enriching our content

STAGE 2 - TRANSACTIONS

- ✓ Traffic from search/recommendations product naturally drives transactions off-take, without having to spend on marketing and discounts
- ✓ Users who transact on Zomato visit us more often than users who don't - further increasing traffic and hence adding back to the first flywheel

Highly interactive platform ensures high user and restaurant engagement



Bookmark

Retrieval of favorite places with a single click

Social Feed

Latest updates from friends and foodies

Reviews & Ratings

Description and rating of user experiences

Photos

High quality user generated content

Menus

Comprehensive and updated menus

Customized Collections

Trend-based, curated group of restaurants

Advanced Search

Multi-dimensional filters for targeted search

Users can also order food and reserve tables at restaurants with a click of a button

PolicyBazaar

policybazaar.com
Compare. Buy. Save.
An ISO 27001:2013 certified company

LIFE INSURANCE ▾ HEALTH INSURANCE ▾ MOTOR INSURANCE ▾ OTHER INSURANCE ▾ RENEWAL SUPPORT ▾ MY ACCOUNT

India's Best Insurance Destination

- Term Life
- Health
- Life Insurance Investment
- Car
- Two Wheeler
- Travel
- Term Life 100yrs+ (New)
- Child Plans
- Retirement Solutions
- Guaranteed Plans
- Zero Commission Investment Plans
- Home Insurance

Also See : [Group Mediciam](#) [Corporate Insurance](#) [Cancer](#) Group Companies : [Free CIBIL Score \(Paisabazaar\)](#) [Etechaces](#)

PolicyBazaar

- PolicyBazaar is India's online price comparison site for insurance
 - Significant value add to individuals and Financial Institutions for policy related decision-making
- A leader in its category
 - Captures an estimated 90% share of insurance comparison & 50% of online Insurance transactions
- Huge potential in the market
 - Currently less than 4% of the Indian population is insured
- Other key investors in Policybazaar include – Softbank, Temasek, Tencent, Tiger Global

Happily Unmarried



Ustraa

- Ustraa is the largest online men's grooming brand.
- On a run rate of 9.8 cr per month on gross level. Net sale of 7cr per month.
- Have signed in Siddhant Chaturvedi as a brand ambassador to endorse Fragrances and Trimmers. Campaign to launch in Feb.
- Offline presence in over 2000 stores.
- In talks to raise around 10 million USD.

PRODUCT PORTFOLIO

Fragrances



Soaps



Data Security at IEIL

➤ Data Security and Privacy Policy

- Protects users data using end point security through Data Leakage prevention software (Websense DLP), Write restrictions by locking USB's, disk encryption complex password policies , vulnerability patching and anti-viruses.
- Denial of Service attack protection using Kona site defender from Akamai and Qradar.
- 24X7 monitoring using Security Operations Center
- Quarterly Information technology audits by external agencies
- Annual Penetration testing

➤ Data security Certifications.

- Certified ISO27001 (For Naukri and Jeevansaathi) , compliant to annual audits.
- PCIDSS (Payment Card Industry Data Security Standard) (For Naukri and Jeevansathi) compliant

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.

IEIL's Corporate Office

- Green Building
- Silver Certification
- By Indian Green Building Council (IGBC)



Improved Indoor Air Quality at Noida / NCR Offices –

- Outside PM 2.5 - 881, Inside PM 2.5 – 20.
- 73% Employees have advantage of cleanest air being at IEIL (3394 out of 4653 Employees)



Conserving Precious Natural Resource – Water

- 105 Nos. of Aerators in use
- **7,00,000 liters conserved / year**



Energy Conservation / Optimization

- 3200 Nos. LEDs and 22 Nos. VFDs in use
- **Optimized - 2,00,000 Units / Year**



Commitment for a Green Future

- **Electric Vehicle** - starting to use one electric vehicle for various within city travel needs
- **Electric Vehicle Charging Station** - One in place at IEIL's Noida office & another one to go live soon... to spread awareness and to encourage employees for use of EV's



Commitment for a Green Future

- **Solar Power** (50 KW Onsite) - under implementation stage - in 45 days
- **Plantation Drive** – to give back to nature, spread awareness & encourage employees for greener environment & future

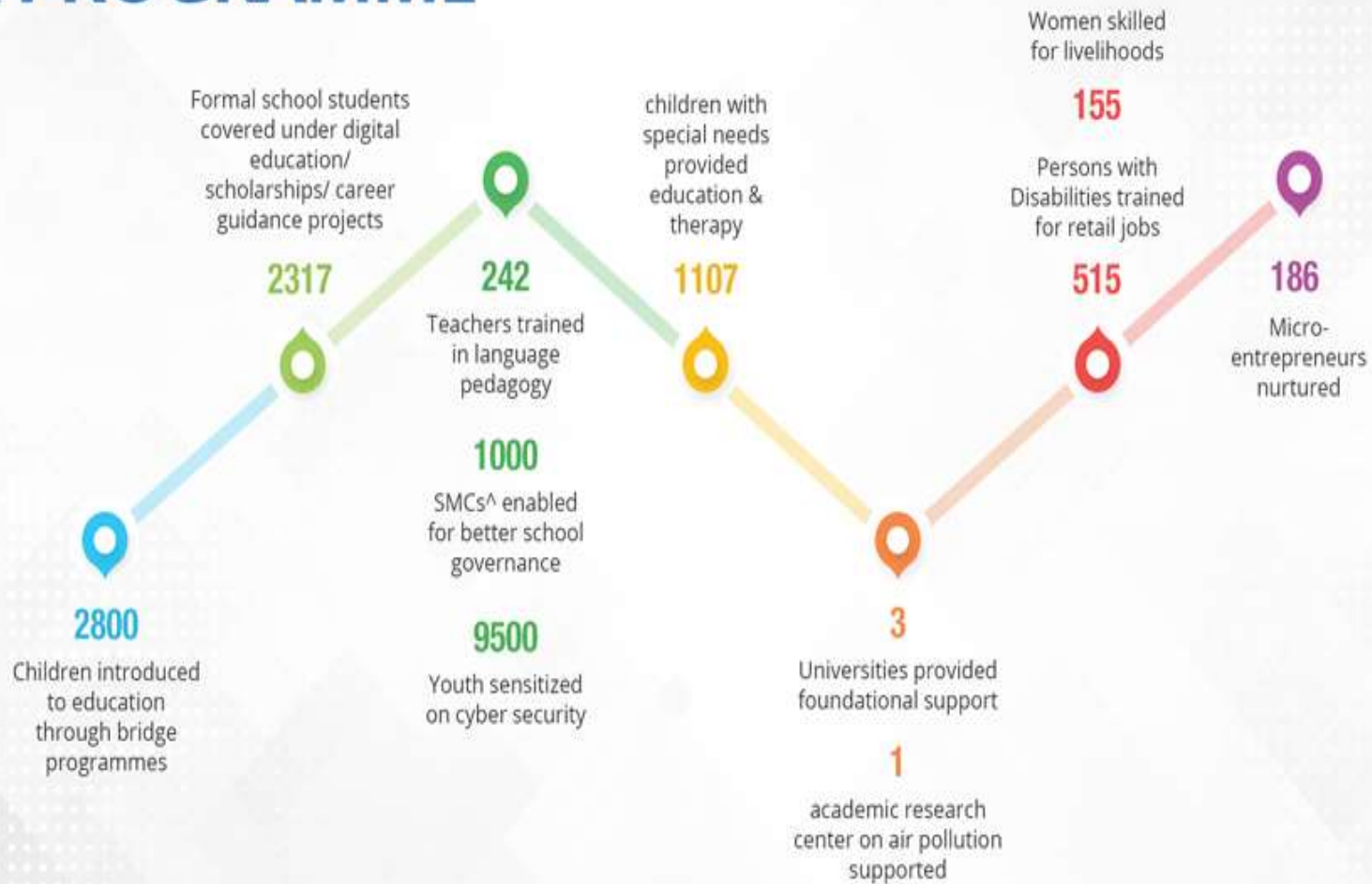


CORPORATE SOCIAL RESPONSIBILITY

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



DIRECT IMPACT OF OUR KEY CSR PROGRAMME*



Beneficiaries of grants made from FY 2014-15 to FY 2019-20 as on March 31, 2020 | ^SMCs- School Management Committees of Delhi government schools

Team

Management Team

Name	Age	Qualification	Designation/Role	Previously worked with	Year of joining
Sanjeev Bikhchandani	56	B.A Arts&Humanities M.B.A Marketing IIM Ahmedabad	Founder And Executive Vice Chairman	Lintas, Glaxo Smith Kline	1995
Hitesh Oberoi	47	B.Tech IIT, M.B.A IIM Bangalore	Managing Director And CEO	Hindustan Lever Limited	2000
Arif Ismail Parker	45	B.A Arts&Humanities	Executive Vice President- Sales	ITNation.com	2000
A A Raju	45	B.Sc M.ScChemistry	Senior Vice President Corporate Sales	Global Tele Systems Ltd	2001
Gautam Soni	40	BBM , MBA	Senior Vice President Sales	NA	2001
Neeraj Sharma	47	B.Com	Executive Vice President- Sales	BPL Sanyo	2001
Niraj Kumar Rana	44	B.Sc M.B.AMarketing	Executive Vice President- Sales	Anurag Infotech Pvt. Ltd.	2001
Swati Vashistha	42	B.B.M, M.B.A	Senior Vice President Sales Systems	Not Applicable. Infoedge is first employer	2001
Amitabh Chattopadhyay	47	B.Com	Senior Vice President Sales	Xansa India Limited	2002
Jitender Chauhan	44	B.Com M.B.A Marketing	Senior Vice President Corporate Sales	Jasubhai Media Pvt. Ltd	2002
Manish Nanik Serai	40	B.Com, M.B.A Marketing	Senior Vice President Sales	Apna Life	2002
Manoj P	46	B.Tech, M.B.A Marketing	Executive Vice President- Sales	TAAL Software Technologies Pvt. Ltd.	2002
Nandita Bandopadhyay	42	B.A Geography	Senior Vice President International Sales	Music Today- division of India Today	2002
Pallavi C Belagavi	41	B.A Arts&Humanities	Senior Vice President Corporate Sales	Oceanstar Exports Pvt. Ltd	2002
Rizwan Ahmed	44	B.Com Jamia Milia Islamia University, New Delhi	Senior Vice President	EXL Service	2002
Satyajit Yogeshchandra Tripathi	46	B.Sc Electronics Gujarat University PGDM Marketing	Executive Vice President Emerging Markets	ACCEL-ICIM Systems and Services Limited	2002
Susmitha Sam Thomas	42	B.Tech Mechanical Anna University, Chennai	Senior Vice President Corporate Sales	Xerox India	2002
Ambrish Kumar Singh	46	B.Tech	Executive Vice President and Head Sales & Customer Delivery Shiksha	LSI Software Pvt. Ltd.	2003
Liji John	45	B.Sc Physics, M.B.A Marketing	Senior Vice President Direct Sales	Botree Software	2003

Management Team

Name	Age	Qualification	Designation/Role	Previously worked with	Year of joining
Vishal Singh	46	B.Com Mohan Lal Sukhadia University, Udaipur M.B.A Marketing	Senior Vice President	Profiles Placement	2003
Nitin Sharma	39	B.Com Commerce - M.B.A Marketing	Senior Vice President Corporate Sales	NA	2004
Saurabh Ajay Shrivastava	40	B.Com GS College of Commerce & Economics Department of Management Science & Research, Nagpur M.B.A Tirpude College of Social Work, Nagpur	Senior Vice President	Micropro Software Solutions Pvt Ltd	2004
Abhishek Shyngle	37	B.I.T Delhi University	Senior Vice President Engineering	Agilent Technologies Pvt Ltd	2005
Amitendra Singh Antal	44	B.A Delhi University	Senior Vice President-Legal	Manupatra Information Solutions Pvt. Ltd.	2005
Ankur Kheterpal	46	B.Com	Senior Vice President It Infrastructure	Solutions Infosystems Pvt Ltd	2005
Praveen Kesarkar	42	BHM Hotel Management The Oxford Educational Institutions, Bengaluru	Senior Vice President Sales	The Park Hotels	2005
Harpuneet Singh Rekhi	40	B.Com, M.Sc Information Technology	Senior Vice President Engineering	Aspen Communications	2006
Meetu Arora	42	B.A Maths, PG Diploma Computer Applications	Senior Vice President Quality Assurance	Induslogic India Pvt Ltd	2006
Pradeep Kumar	45	B.Sc Zoology M.B.A Marketing	SVP & Head Quadrangle	Manpower Services India Pvt. Limited	2006
Sharad Sindhvani	42	B.A Fine Arts M.B.A Jaipur National University	Senior Vice President & Product Head - Naukrigulf	Amkette	2006
Sharmeen Khalid	48	B.Sc Biology M.B.A Marketing	Chief Human Resources Officer	Freelance Consultant	2006
Shalabh Nigam	48	B.Tech Electronics and Communication	Executive Vice President- New Projects	Baypackets Technologies	2007
Sumeet Singh	46	B.B.M, M.B.A	Chief Marketing Officer	Indian Venture Capital Association	2007
Anand Prakash Bansal	46	B.Com	Sr. Vice President Administration And Facilities	ICICI Prudential	2008
Nishant Pandey	44	B.Tech IIT, New Delhi, M.B.A Finance, Indian School of Business, Hyderabad	Executive Vice President & Product Head Shiksha	Schlumberger Asia Services	2008
Rinchan Gupta	41	B.Tech Computer Science	Executive Vice President-User Experience & Design	HP	2008
Rakesh Varma	42	B.Com Pandit Ravishankar Shukla University, M.B.A Marketing	Senior Vice President	Nimbus Communications	2009
Samir Puri	46	B.Com Delhi University	Senior Vice President	RBS	2009
Surabhi Bikhchandani	54	B.A Economics St Stephens College	Partner Quadrangle Executive Research		2009

About 10% of the total employees are covered under ESOP

Management Team

Name	Age	Qualification	Designation/Role	Previously worked with	Year of joining
Maneesh Upadhyaya	42	B.Sc St Stephens College, New Delhi	Chief Business Officer- 99Acres.Com	Bain & Company India Pvt Limited	2010
Vivek Jain	46	B.Tech IIT, New Delhi M.B.A (IIM), Bengaluru	Chief Business Officer- Shiksha & FF	Sel-Employed Riverbridge	2010
Amit Kumar Singh	43	B.Tech, M.B.A IIM Calcutta	Executive Vice President - Product Development	Adobe Systems	2011
Goldy Arora	37	B.Com Delhi University	Senior Vice President Owner Sales and Product Operations	EXL.Com (I). Pvt. Ltd.	2011
Jai Prakash Sharma	44	B.Sc, M.B.A Information Technology Sikkim Manipal University	Executive Vice President Technical Operations	AOL Online India Pvt Ltd	2011
Kiran Chhabra	39	Bachelor of Information Science, M.S. Software Birla Institute of Technology and Science, Pilani	Senior Vice President Engineering	Digital Management Services Pvt Ltd	2011
Rohan Mathur	36	B.Tech Information and Communication Technology (DA-IICT)	EVP & Business Head Jeevansathi.com	Cadence Design Systems	2011
Vijay Bhaskar Mantiri	36	B.Tech Production/Industrial - M.B.A IIM Ahmedabad	Senior Vice President	Alcatel Lucent	2011
M Prabin Meitei	38	B.Tech Electronics and Communication	Senior Vice President Engineering	Toostep Consultancy Pvt. Ltd.	2012
Murlee Manohar Jain	42	B.Com, ICSI The Institute of Company Secretaries, Mumbai ICSI PGDBM	Senior Vice President - Secretarial & CS	APOLLO TYRES LTD	2013
Rahul Khar	39	B.Sc Devi Ahilya Vishwavidyalayaore, PG Diploma International Business	Senior Vice President Corporate Sales	Authbridge Research	2013
Simrandeep Singh Parmar	36	B.Tech Computer Science M.B.A Others ISB HYDERABAD	Senior Vice President Product Development	Ajnoha Web Technologies Pvt. Ltd. (EmployeeStreet.com)	2013
Chintan Arvind Thakkar	53	As per old data	Director & CFO	Computer Associates	2014
Abhinav Katiyar	38	B.Tech	Senior Vice President Engineering	Healcon.com	2014
B P Prem Kumar	49	B.Tech IT Bangalore Institute of Technology	Senior Vice President	Interactive Visual Solutions Pvt Ltd	2014
Pallavi Gupta	42	B.Com, M.B.A Amity University	Senior Vice President Human Resources	New Holland Tractors	2014
Pankaj Jain	45	B.Tech IIT Delhi MS Stanford University	Executive Vice President - Key Projects	Spice Online Retail	2014
Shailesh Chandra	46	B.E Electrical Delhi College of Engineering	Executive Vice President	Amazon	2014
Atul Kumar	43	B.Tech M.B.A FMS Delhi	Executive Vice President and Delivery Head	Citibank N.A.	2015
Deepti Gupta	39	B.Sc, Lucknow University, M.B.A HR MDI Gurgaon	Executive Vice President Human Resources	Airtel India	2015

About 10% of the total employees are covered under ESOP

Management Team

Name	Age	Qualification	Designation/Role	Previously worked with	Year of joining
Pankaj Soni	35	B.Tech Engineering Maluna Azad National Institute of Technology	Senior Vice President	Snapdeal	2015
Adhish Prasoon	39	B.Tech, M.Tech IIT Bombay, Phd University of Copenhegan	Senior Vice President Analytics	Mobileum	2016
Santosh Vasudevan	40	B.Com Delhi University	Senior Vice President	Harpar Collins	2016
Shruti Maheshwari	42	B.A Journalism Delhi University M.B.A	Sr. Vice President Content Shiksha	Times Internet	2016
Tirthankar Dutta	39	B.Tech IT West Bengal University of Technology	Senior Vice President Information Security	Expedia	2016
Amit Kumar	39	B.Tech Delhi University Masters Delhi School Of Economics	Senior Vice President Human Resources	CLICKABLE INDIA PVT LTD	2017
Arvind Heda	42	B.E(Honours) Rajasthan Technical University	Executive Vice President- Engineering	Snapdeal.com	2017
Kumar Sonal	30	B.Tech Electronics & Communication AICTE M.B.A General IIM Ahmedabad	Senior Vice President Sales	reliance communication	2017
Nimish Kulshrestha	33	B.Tech IIT, M.B.A IIM Ahmedabad	Senior Vice President Product Development	Snapdeal.com	2017
Niraj Seth	49	B.Tech, IIT Kharagpur	EVP & Enterprise Head, Naukri.com	Intuit	2017
Nitin Bansal	43	B.Tech Computer Science IIT Delhi	Executive Vice President	One 97 Communication (PAYTM)	2017
Pradeep Kumar Singh	42	B.Tech Lucknow University M.Tech IIT Roorkee	Executive Vice President	AMZAON SOFTWARE DEVELOPMENT	2017
Rajesh Kumar Aggarwal	47	As per old data	Executive Vice President - Finance	CITICORP FINANCE INDIA LTD	2017
Vaibhav Goel	36	B.Tech Delhi University M.B.A ISB	Senior Vice President Product Development	NDTV	2017
Abhimanyu Sharma	36	B.E, M.B.A IMT, Ghaziabad.	Senior Vice President	RELIANCE RETAIL	2018
Aditya Kumar Agrawal	39	B.Sc Delhi University M.C.A IIT Roorkee	Senior Vice President Engineering	EROSNOW.COM	2018
Himani Bahuguna	39	B.Sc, M.B.A IIM Indore	Senior Vice President	Kohler India Pvt Ltd	2018
Nimish Agrawal	35	B.E, M.B.A IMT, Ghaziabad.	Senior Vice President	AKZONOBEL	2018
Rishi Gupta	39	B.E Punjab University	Senior Vice President & Head Technology-Jeevansathi	AUGUST JEWELLERY PVT LTD	2018
Shantanu Mathur	41	B.Tech IIT M.B.A Dartmouth University	Executive Vice President – New Business	Knowlarity Communications India Pvt Ltd	2018

About 10% of the total employees are covered under ESOP

Management Team

Name	Age	Qualification	Designation/Role	Previously worked with	Year of joining
Vivek Aggarwal	42	B.Com(Honours) Delhi University, CA ICAI	Executive Vice President - Finance	NA	2018
Alok Vij	43	B.Com, Chaudhary Charan Singh University	Executive Vice President & Head-IT	KRONOS SOLUTIONS INDIA PRIVATE LIMITED	2019
Pawan Goyal	49	B.Tech IIT M.Sc THE UNIVERSITY OF TEXAS AT AUSTIN	Chief Business Officer - Naukri.com	adobe systems	2019
Raghavendra Kulkarni	36	B.E Arts Pune University M.B.A Purdue University	Executive Vice President	Amazon	2019
Tarun Sharma	43	B.E Computers Burdwan University, M.B.A IIM Ahmedabad	Executive Vice President- Product Development	WM GLOBAL TECHNOLOGY SERVICES INDIA PVT LTD	2019
Tarun Verma	36	B.E, Delhi University M.B.A	Senior Vice President Product Development	LAVA INTERNATIONAL LTD	2019
Alok Srivastava	38	B.Tech IIT Delhi M.B.A Indian Institute of Management Calcutta	Senior Vice President	ORAVEL STAYS PVT LTD	2020
Bhisham Dhingra	39	B.Com, Delhi University M.B.A Symbiosis Centre for Management and Human Resource Development,Pune	Executive Vice President & Sales Head	KOHLER INDIA	2020
Vaibhav Pandey	33	B.E Delhi University M.B.A IIM Calcutta	Senior Vice President – Naukri Learning	Grade Stack Learning Pvt Ltd.	2020
Vibhore Sharma	45		Head Tech Investments	PIONEER O LTD	2020

Banks/ brokerages that cover us

Firm	Analyst	Phone Number	E-mail
Ambit	Vivekanand Subbaraman	+91.22.3043 3261	vivekanand.s@ambit.co
B&K Securities	Sushil Sharma	+91.22.4031 7117	sushil.sharma@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	Anurag Agrawal	+91.22.6650 5059	Anurag.agrawal@clsa.com
Deutsche Bank	B Srinivas Rao	+65 6423 4114	srini.rao@db.com
Edelweiss	Sandip Agarwal	+91.22.6623 3474	sandip.agarwal@edelweissfin.com
Haitong Securities	Mukul Garg	+91.22.4315 6831	mukul.garg@htisec.com
ICICI Securities	Kuldeep Koul	+91.22.6637 7573	kuldeep.koul@icicisecurities.com
IIFL	Rishi Jhunjhunwala	+91.22.4646 4645	Rishi.jhunjhunwala@iiflcap.com
JP Morgan	Viju K George	+91.22.6157 3597	viju.k.george@jpmorgan.com
Jefferies	Arya Sen	+91.22.4224 6122	asen@jefferies.com
Kotak Securities	Kanwaljeet Saluja	+91.22.4336 0860	kanwaljeet.saluja@kotak.com
Macquarie	Alankar Garude	+91.22.6720 4328	alankar.garude@macquarie.com
Morgan Stanley	Parag Gupta	+91.22.6118 2230	parag.gupta@morganstanley.com
Motilal Oswal	Anmol Garg	+91.22.3982 5424	anmol.garg@motilaloswal.com
Nomura	Rishit Parekh	+91.22.40374465	rishit.parekh@nomura.com
Spark Capital	Soumitra Chatterjee	+91.44.4228 8151	soumitra@sparkcapital.com
UBS	Gautam Chhaochharia	+91.22.6155 6080	gautam.chhaochharia@ubs.com
Goldman Sachs	Manish Adukia	+91 22 66169049	manish.adukia@gs.com
HSBC	Darpan Thakkar	+91 88794 19452	darpan.thakkar@hsbc.in

Indicative list, subject to change

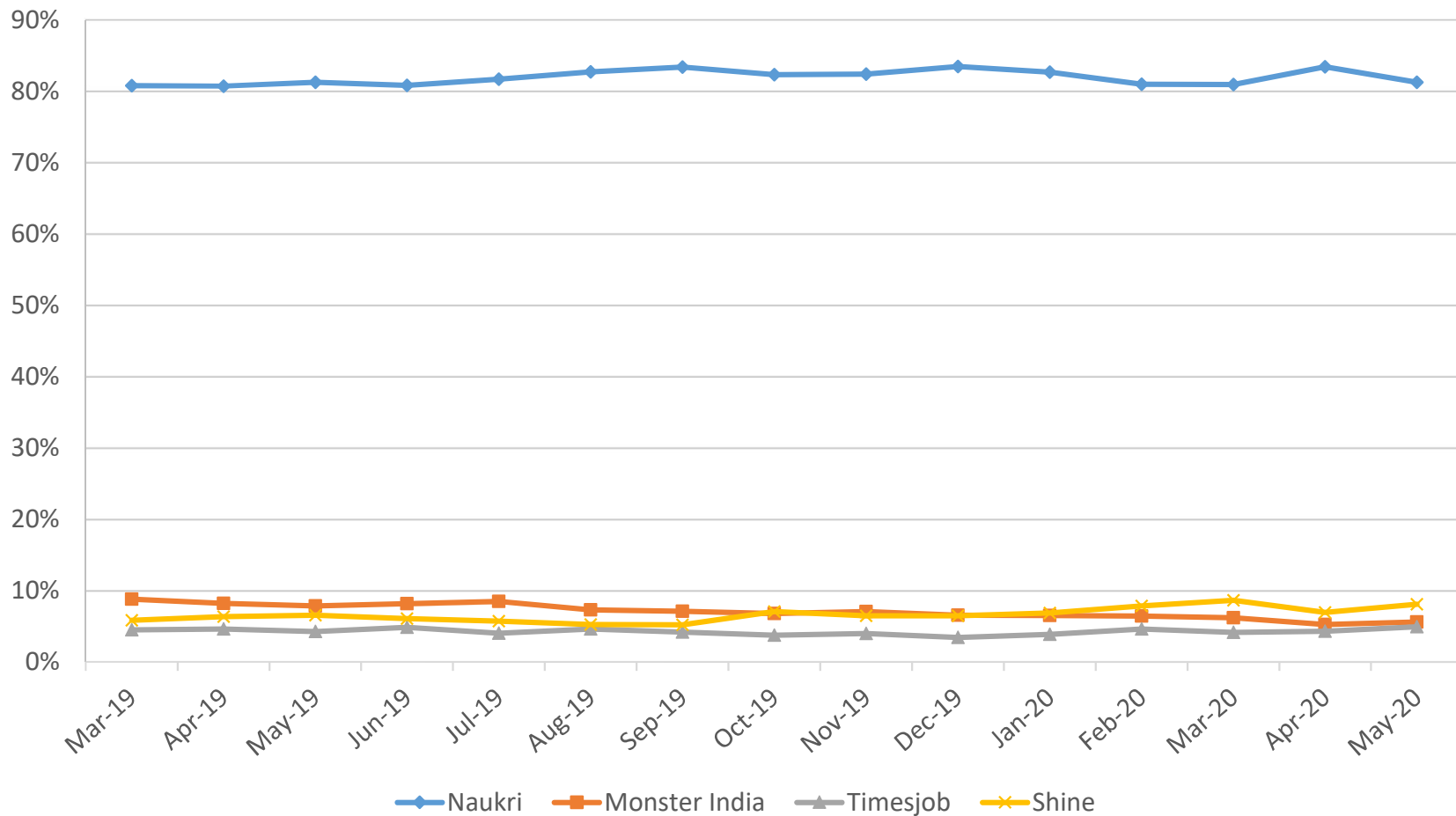
Investor relations contacts

Name	Chintan Thakkar	Vivek Aggarwal
Designation	CFO	EVP – Finance
e mail	chintan.thakkar@naukri.com	vivek.aggarwal@naukri.com
Telephone	+91 120 3082137	+91 120 3082007
Fax	+91 120 3082095	
Address	Info Edge (India) Limited, B 8, Sector 132, Noida – 201 301, Uttar Pradesh, India	
Website	www.infoedge.in	

Annexures

Naukri has dominant traffic share

Traffic from desktops based on time spent – excluding indeed

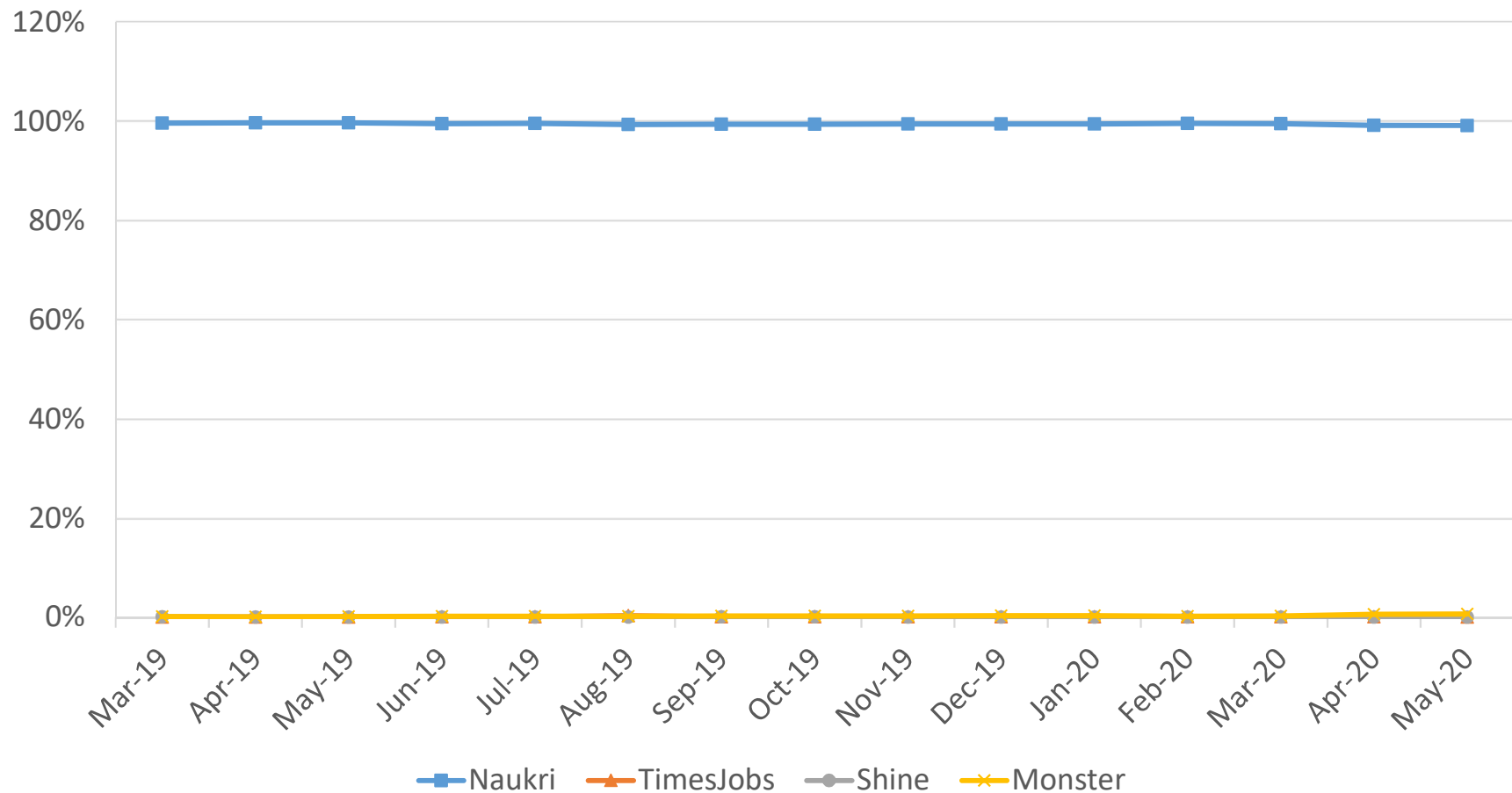


Source: SimilarWeb

Above chart excludes LinkedIn since much of the traffic may not pertain to job
 Similarweb revised the algorithm for calculating time share through app in Q3'20

Naukri has dominant traffic share

Android App traffic share based on time spent – excluding indeed



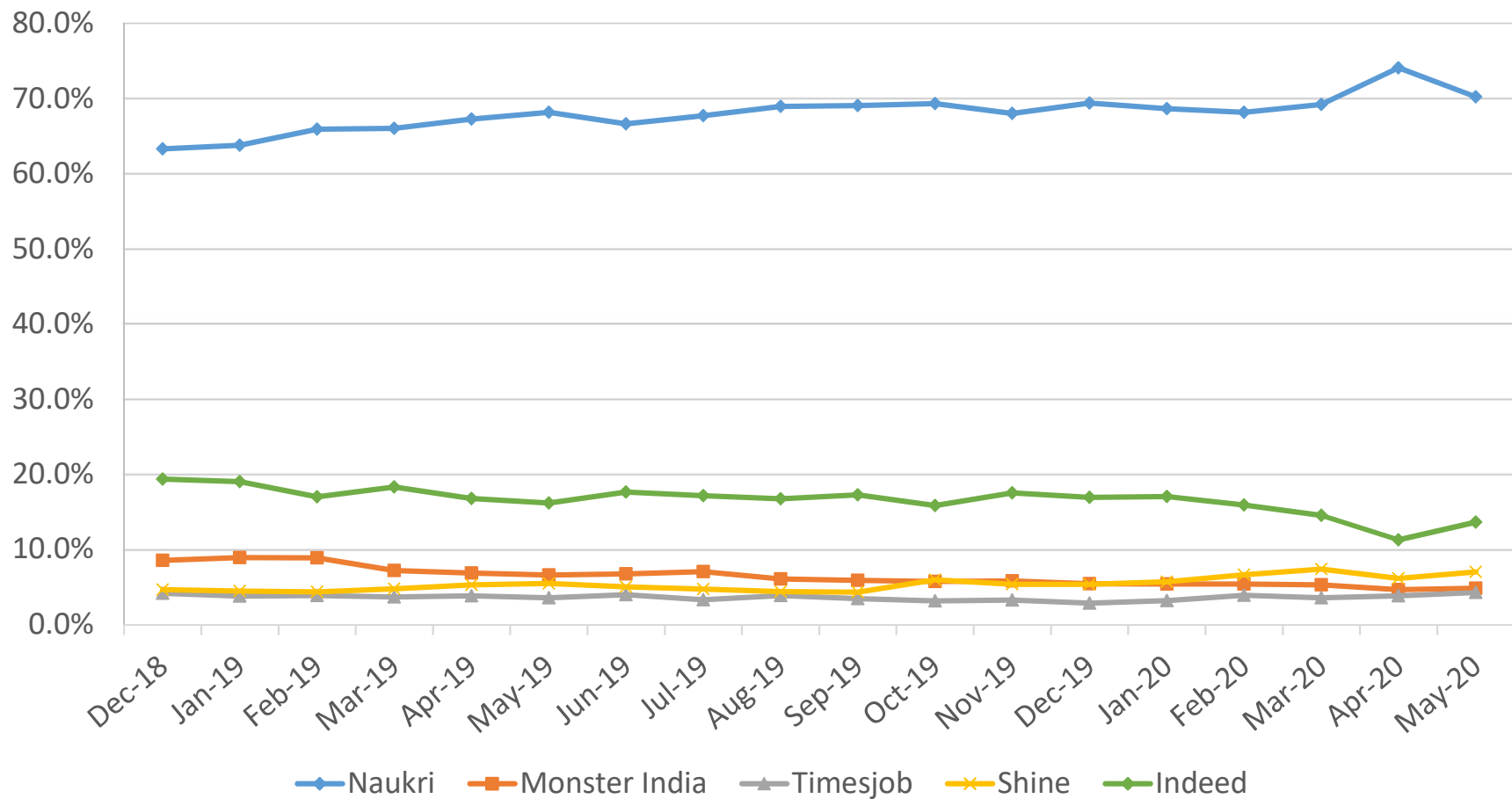
Source: SimilarWeb

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

- ~70% of Naukri's traffic comes through Android / iOS apps and mobile site
- Similarweb revised the algorithm for calculating time share through app in Q3'20

Naukri's traffic share

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



Source: SimilarWeb

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

Similarweb revised the algorithm for calculating time share through app in Q3'20

