

July 15, 2020

1. **The Manager- Listing**  
**National Stock Exchange of India Limited**  
(Scrip Code: NAUKRI)
2. **The Manager- Listing**  
**BSE Limited**  
(Scrip Code: 532777)

**Sub.: Update - Advisory on disclosure of material impact of CoVID-19 pandemic on listed entities under the Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015, as amended (the "SEBI Listing Regulations").**

Dear Sir,

This is in furtherance to our earlier letter dated June 3, 2020, pursuant to Circular no. SEBI/HO/CFD/CMD1/CIR/P/2020/84 dated May 20, 2020 issued by the Securities and Exchange Board of India ("SEBI", and such circular, the "Covid-19 Impact Disclosure Circular") about the material impact of Covid-19 pandemic on the Company, and in continuation to our letter dated March 24, 2020, advising temporary closure of Company's operations due to outbreak of Covid-19.

Pursuant to Regulation 30 of the SEBI Listing Regulations, please find attached herewith a presentation giving updated information on the impact of Covid-19 on the Company as per parameters specified by the SEBI in the Covid-19 Impact Disclosure Circular.

The same has also been updated on the website of the Company at the following link:  
<http://infoedge.in/ir-corporate-presentations.asp>

Request you to take the same on record in compliance with the Covid-19 Impact Disclosure Circular and disseminate the attached information on your website.

Thanking you,

Yours faithfully,  
For **Info Edge (India) Ltd.**



**Chintan Thakkar**  
**Whole-time Director & CFO**

# Info Edge (India) Limited

India's internet classifieds company

JUNE, 2020

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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 audited financial information as at and for the financial year ending March 31, 2020 and as at and for the month ended Jun 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.

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## 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%\*<sup>@</sup>



Online insurance policies marketplace.

Shareholding ~15.1%\*<sup>^</sup>



Men's grooming range (Ustraa)

Shareholding ~42.3%\*

# Other investments include NoPaperForms (Advanced enrolments management platform, 48.10%), Univariety (Guidance on careers, admissions and tests ,39.8%), Gramophone (Agri-Inputs e-commerce, 36.%), Shoekonnnect (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 Ninjas (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.

<sup>@</sup> Net of disposal of secondary sale with proceeds of USD 50 mn; Shareholding post the latest round of investment and dilution

<sup>^</sup> 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 3 years performance

*All numbers in Rs MN except %*

Description	FY 18	FY19	FY 20	CAGR
Revenues	9,155	10,983	12,727	16.8%
Billing	9,767	11,770	12,687	16.0%
Operating EBITDA*^	3,156	3,563	4,028	16.1%
Operating Margin (%)^	34%	32%	32%	
Operating PBT ^	2,758	3,214	3,554	16.0%
Cash and Bank Bal #	15,001	15,506	15,514	
Investments in Startups **	7,785	10,374	10,927	
Head Count ( Nos)	4,036	4,330	4697	
Dividend Payout ( % of paid up capital)	55%	60%	60%	

\*IND-AS numbers for FY18-FY20; EBITDA for FY18-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"  
Info Edge standalone financials .

## Key Financials- Annual

*All numbers in Rs MN except %*

Description	FY 20	FY19	FY 18	Growth 20 Vs 19	Growth 19 Vs 18
<b>Billing</b>					
Info Edge *	12,687	11,770	9,767	7.8%	20.6%
- Recruitment	9,156	8,475	7,079	8.0%	19.6%
- 99Acres	2,139	2,067	1,571	3.5%	31.8%
<b>Revenue</b>					
Info Edge *	12,727	10,983	9,155	15.9%	20.0%
- Recruitment	9,068	7,858	6,688	15.4%	17.5%
- 99Acres	2,280	1,920	1,354	18.8%	42.2%
<b>Operating EBITDA</b>					
Info Edge *	3,774	3,413	2,973	10.6%	14.8%
- Recruitment	4,914	4,295	3,759	14.4%	14.1%
- 99Acres	9	(222)	(303)		
<b>Operating EBITDA %</b>					
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 MN except

%Q3'20  
Apr &  
May'20

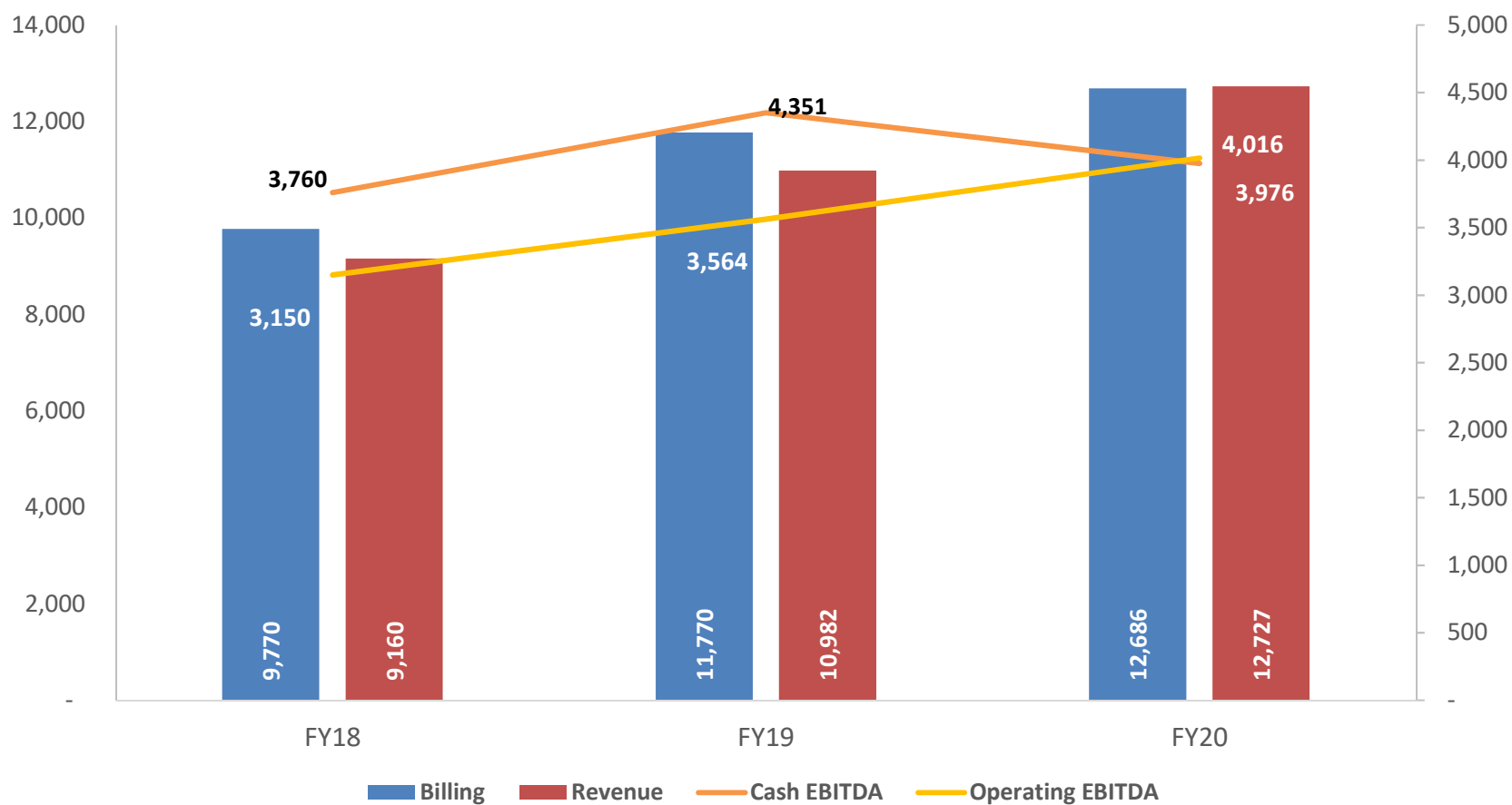
Description	Q4'20	Q4'19	YOY	%Q3'20	Apr & May'20
<b>Billing</b>					
Info Edge *	3,319	3,608	(8.0)%	2,999	1,047
- Recruitment	2,440	2,597	(6.0)%	2,100	800
- 99Acres	507	667	(24.0)%	543	37
- JS	238	198	20.4%	224	147
- Shiksha	134	146	(8.5)%	133	53
<b>Revenue</b>					
Info Edge *	3,228	2,926	10.3%	3,205	
- Recruitment	2,307	2,073	11.3%	2,303	
- 99Acres	563	544	3.6%	582	
- JS	226	181	25.3%	214	
- Shiksha	132	129	2.8%	107	
<b>Operating EBITDA %</b>					
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

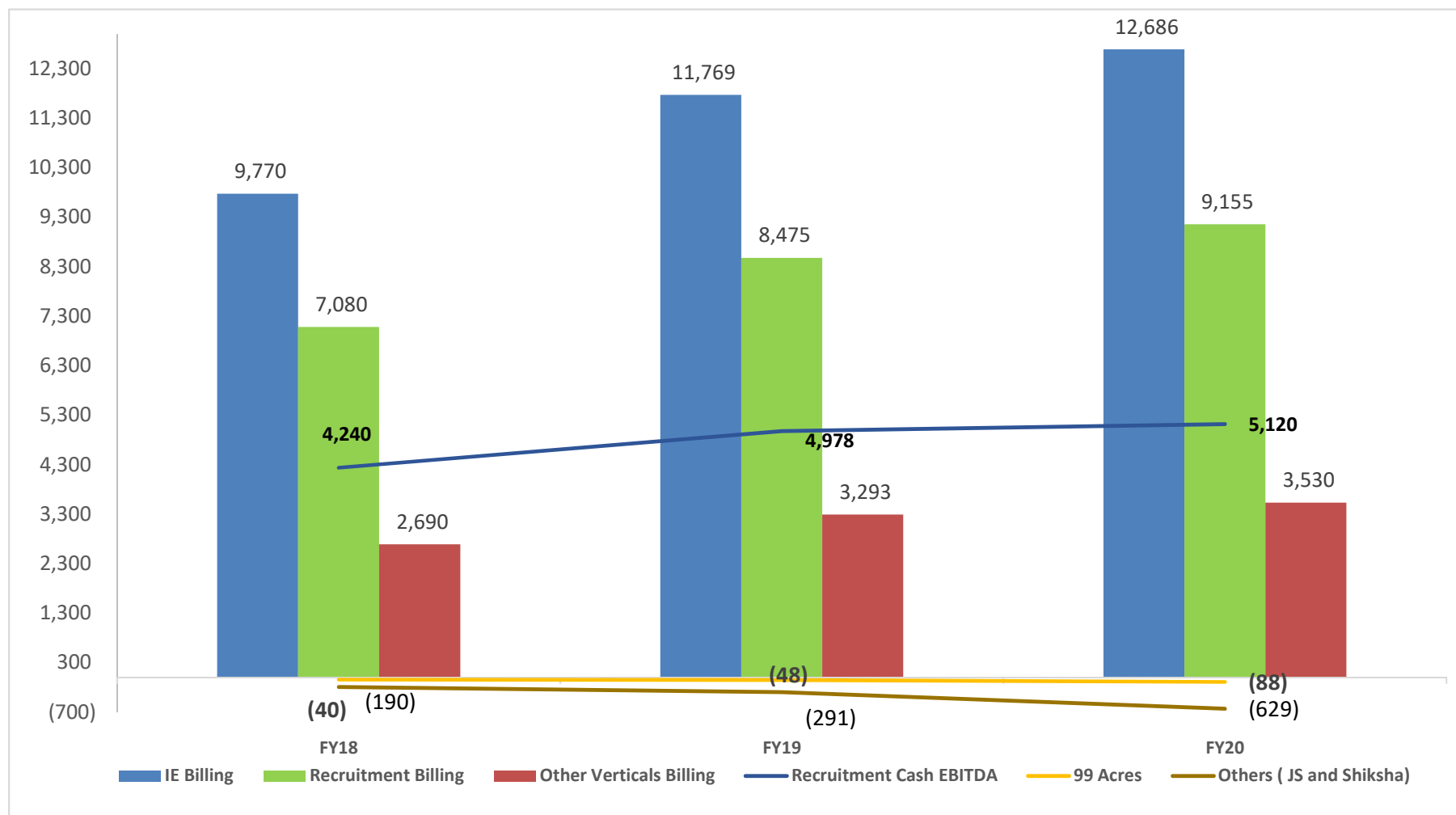
Info Edge Billing and Cash EBITDA\*\* (Rs Mn) trend



- IND-AS numbers for FY18-FY20;
  - \*\* Cash EBITDA: Billing – Operating expenses adjusted for non-cash ESOP charges
- Info Edge standalone financials .*

# Billing and Cash EBITDA

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

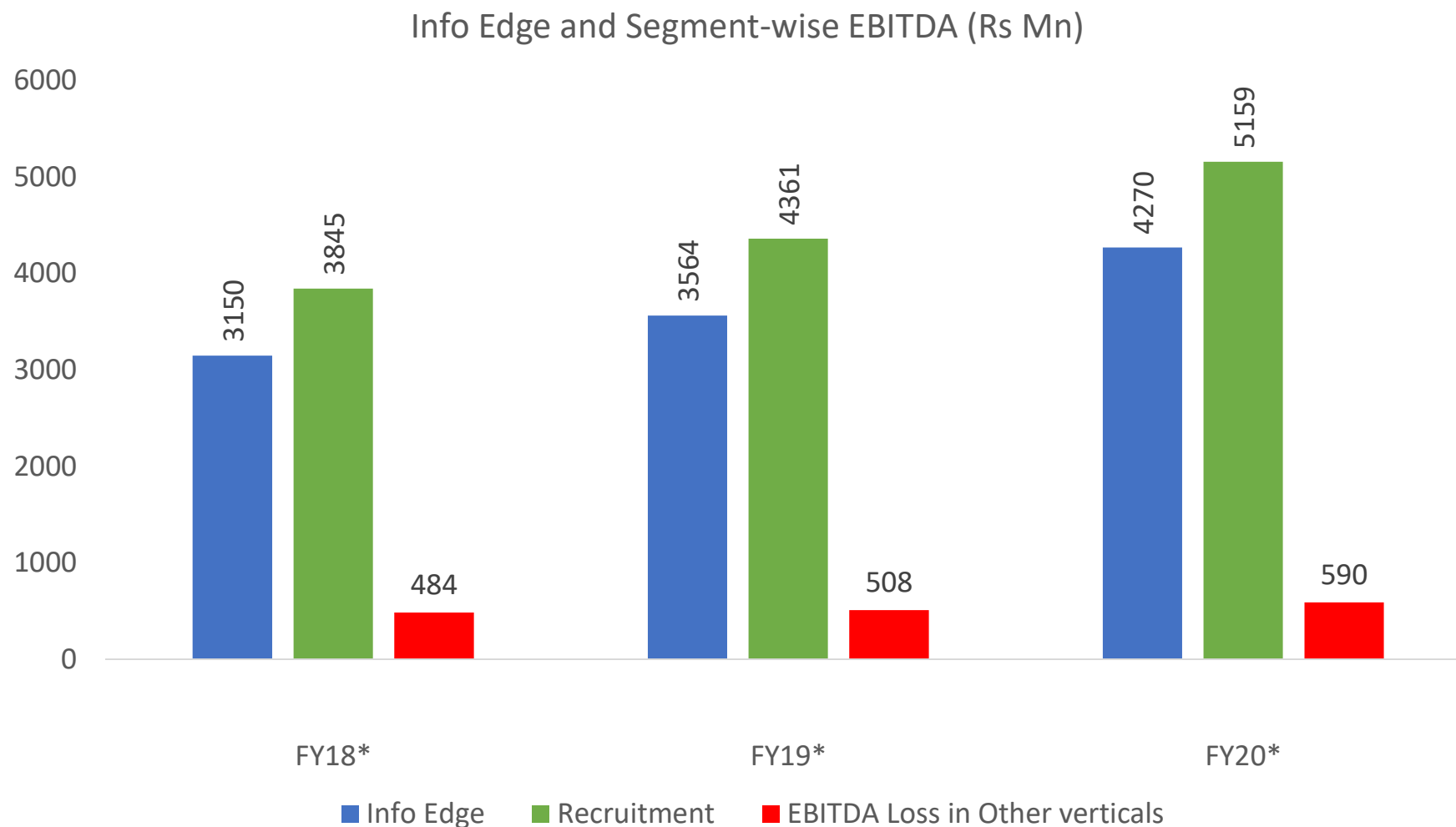


\* IND-AS numbers for FY18-FY20; Segmental data for Naukri and other verticals

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

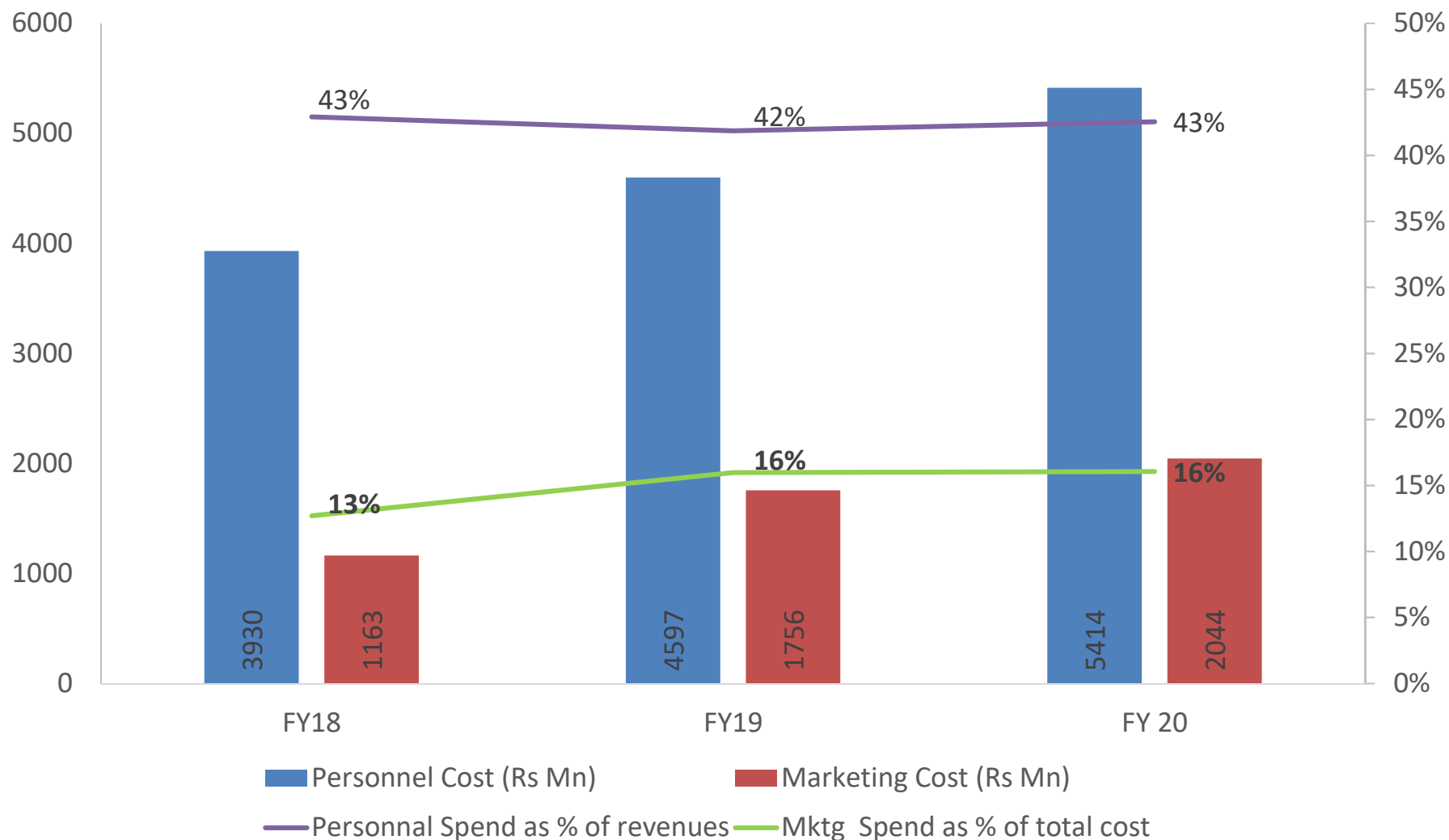
Info Edge standalone financials

# Operating EBITDA



- \* FY18– 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 FY18-FY20 adjusted for non-cash charges
- *Info Edge standalone financials.*

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

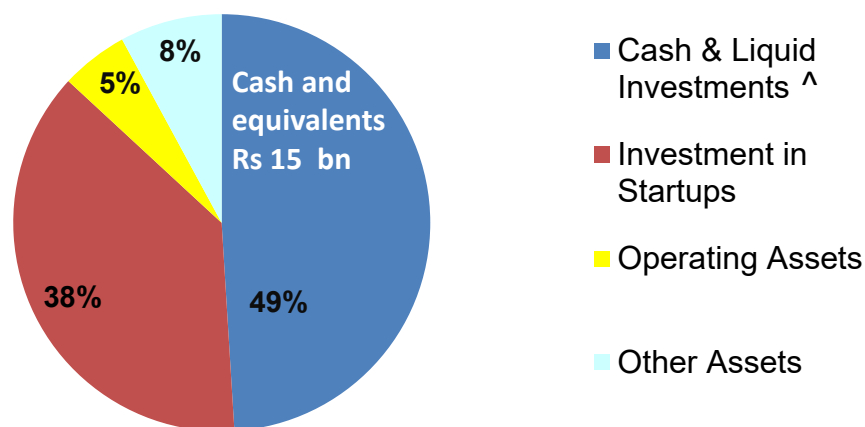


- Manpower and marketing constitute ~84% of our total standalone expenses
- Consistent investment in marketing efforts and IP creation leading to a strong network effect , platform and brand presence for Info Edge across verticals.
- *Info Edge standalone financials*

# Assets and funds Allocation

As of March 31, 2020 #

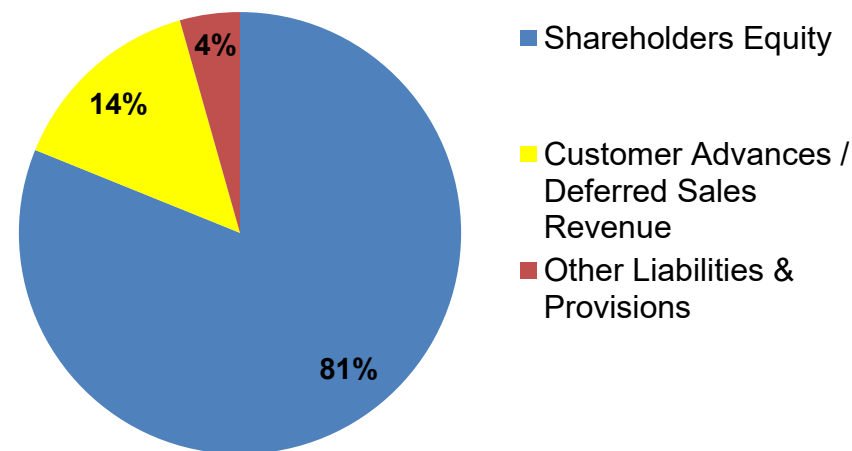
## Assets



Total: 31,110 Mn

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

## Liabilities



Total: 31,110 Mn #

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

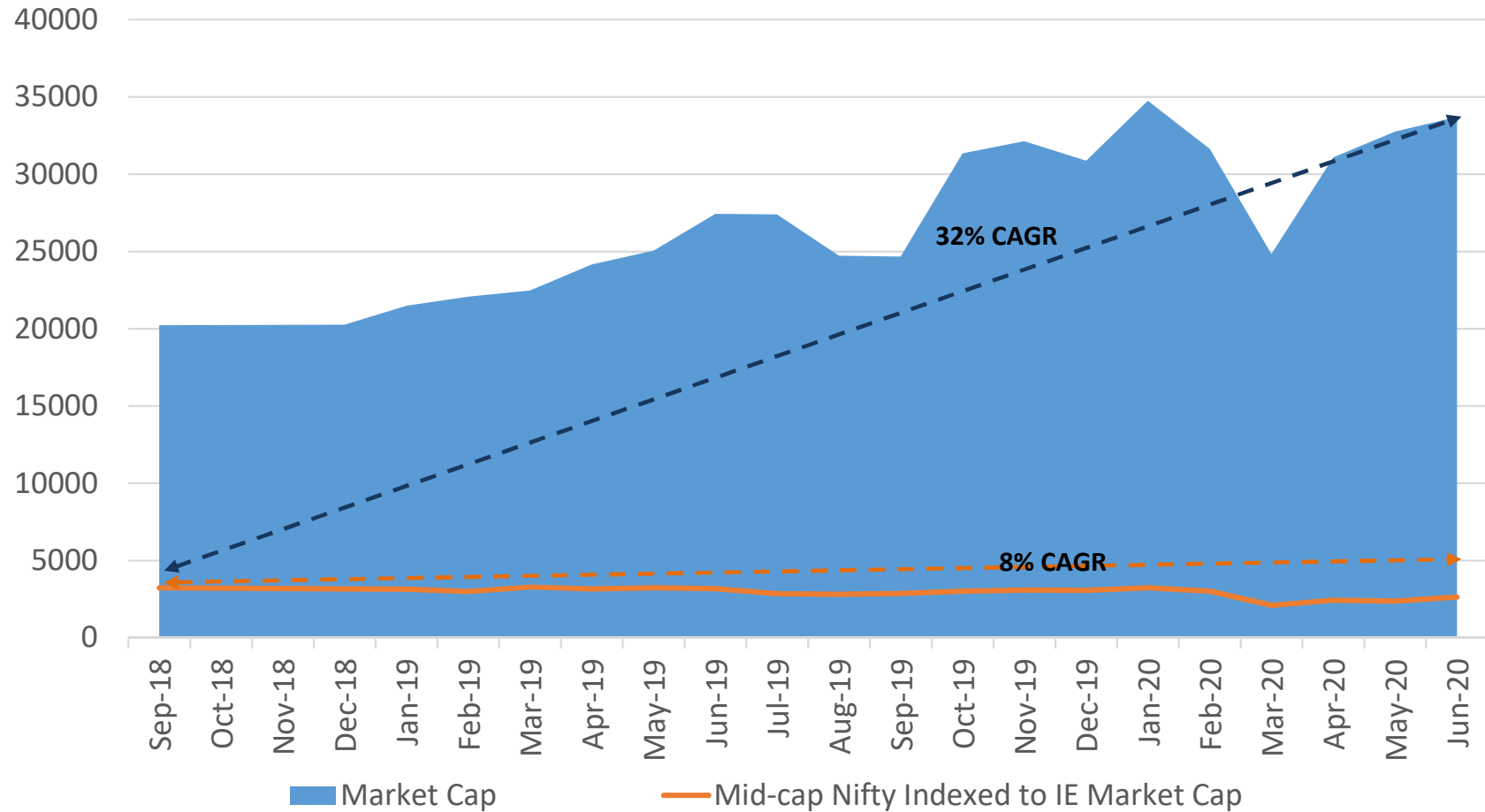
<sup>^</sup>Cash and Liquid Investments include Cash / bank balance with WOS & AIF.  
Investments in startup include IIM Jobs

# IE Venture Fund - AIF

- Floated an AIF Class II Fund, on 20<sup>th</sup> 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 7500 MN ( around USD 100Mn). IEIL and its WOS in their capacity as LP, committed 3500 MN and out of this has already disbursed Rs 1500 MN till date.
- Investments through the fund
  - Dotpe Pvt Ltd – Rs 104 MN.
  - Qyuki Digital Media Pvt Ltd – Rs 252 MN.
  - Intellihealth Solutions Pvt Ltd – ~Rs 37 MN
  - Fanbuff Esports India Pvt Ltd – ~Rs 35 MN
- Pipeline of non binding signed term sheet for around Rs 1100 MN.
- WOS of IEIL are the GP to this fund.

# Market cap performance

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





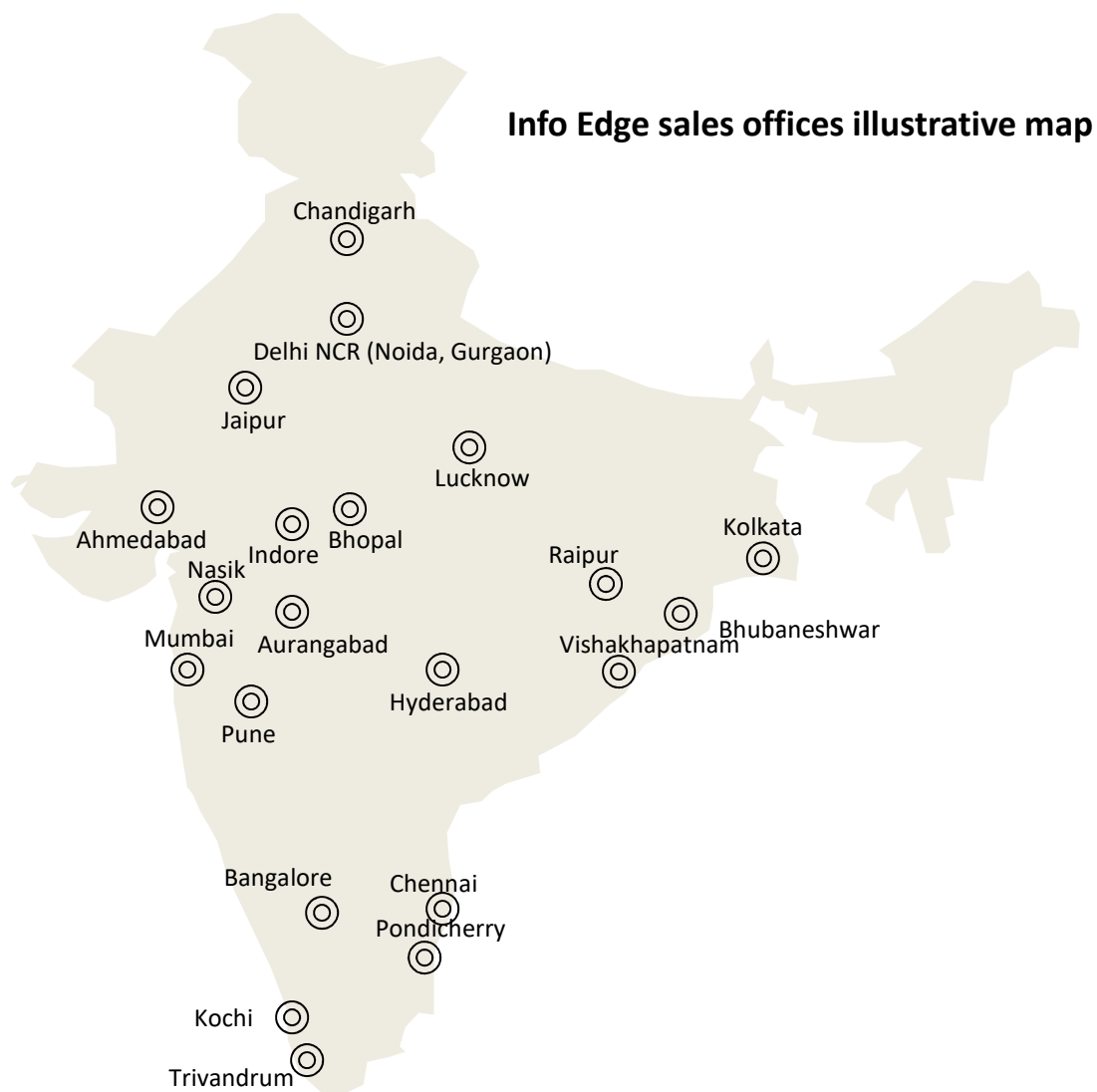
## Corporate Governance- Cornerstone to our value system

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

# Nationwide sales/customer interface infrastructure



## Geographical Spread as on date

- 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

## 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....

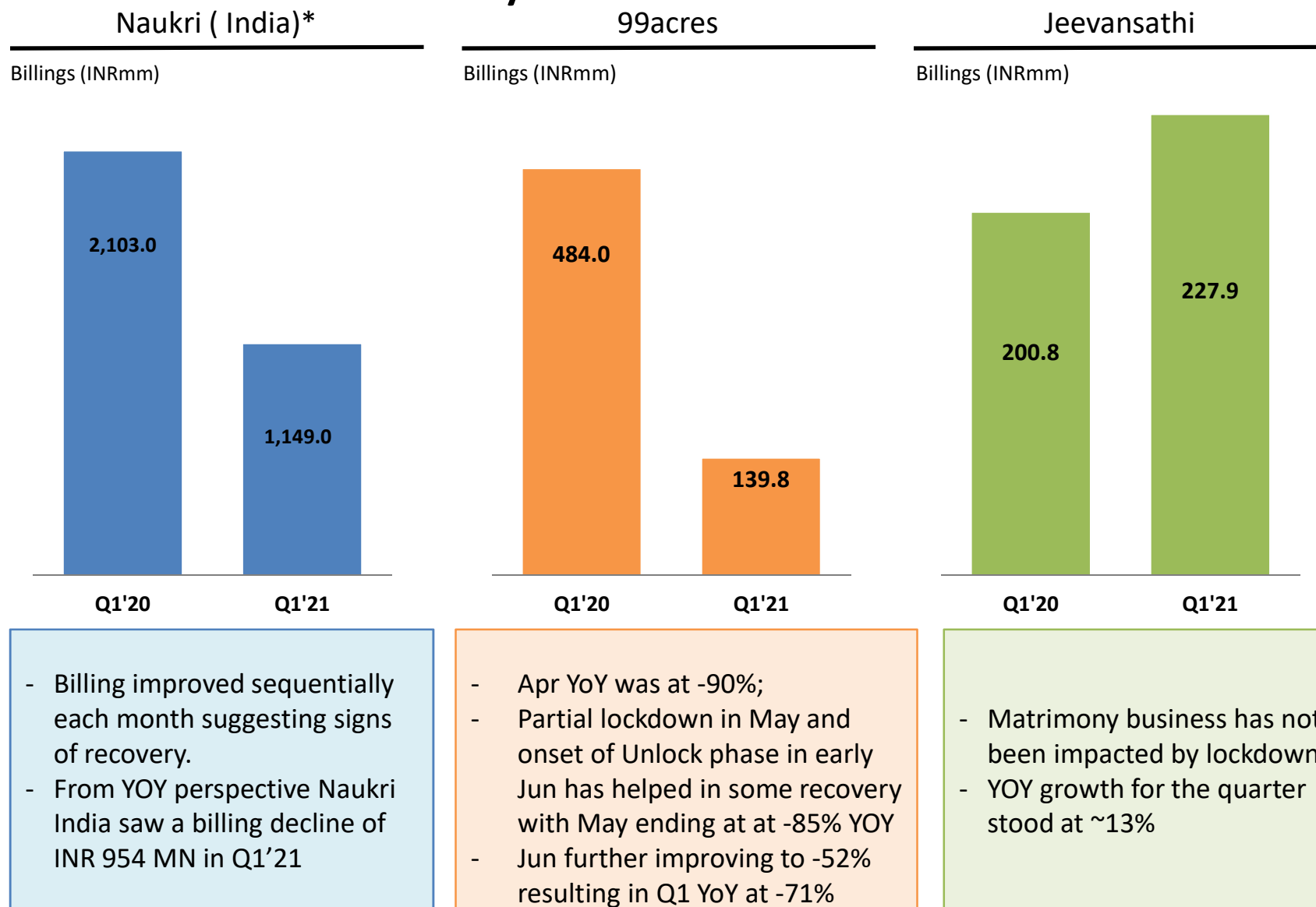
### Impact on operating business and estimation of future impact on operations

- 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

# Performance of Key Business Verticals



- *Naukri India excludes other businesses like Quadrangle, IIMjobs, etc.*
- *Q1'21 Numbers are unaudited and subject to change during 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 ~ Rs 15500 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. 6000 MN. 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", "NOTIFICATIONS", "Employer Zone", and "Buy Online". Below this is a secondary navigation bar with categories: "All Jobs", "IIT/IIM Jobs", "Govt. Jobs", "International Jobs", and "Walk-in Jobs".

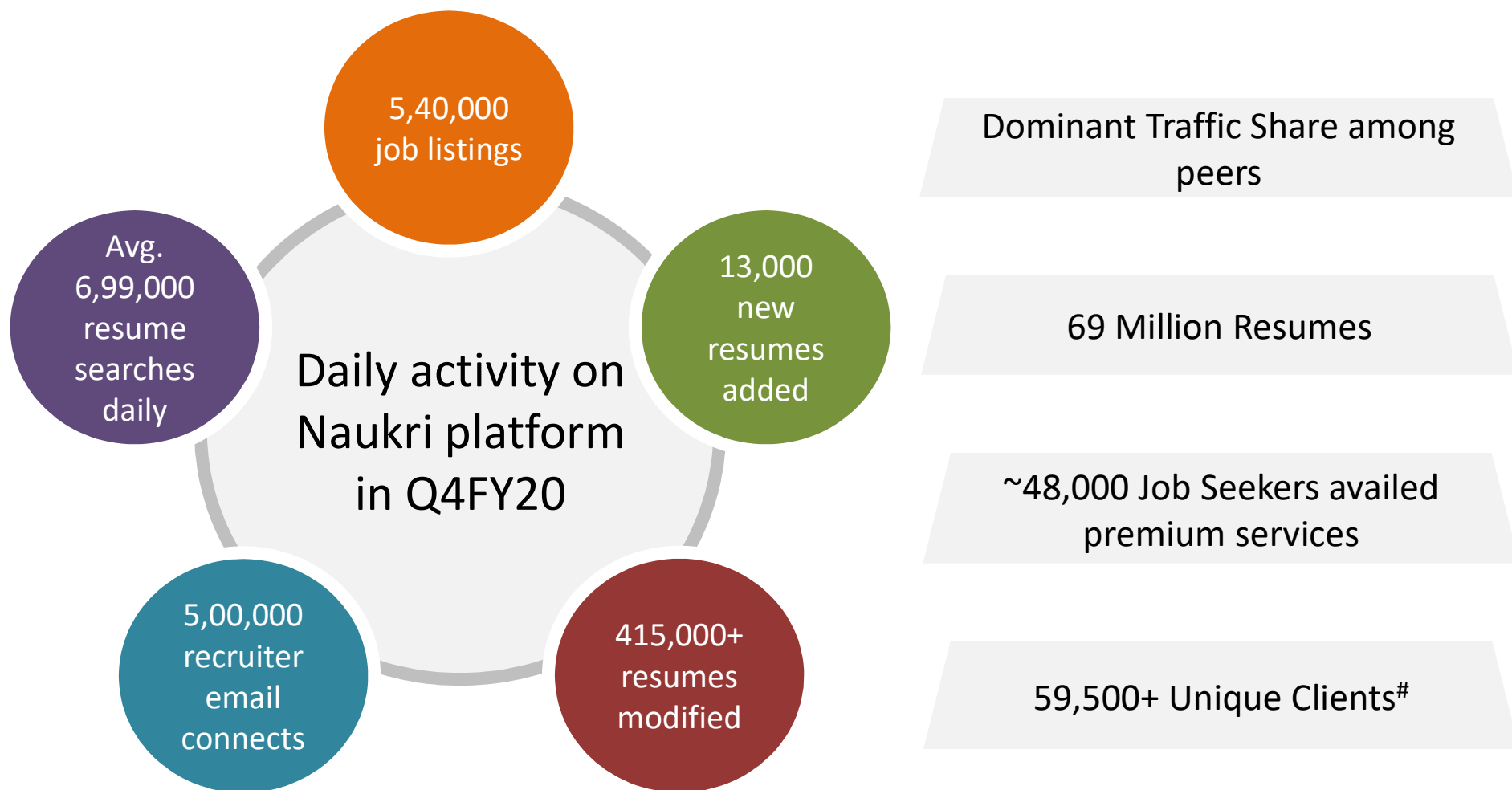
The main content area is divided into several sections:

- 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 titled "Recommended Jobs 27" featuring a job listing for "Head Public Relations - Technology - MNC PR Firm, Bangalore" with 12-18 years of experience in Bengaluru/Bangalore. A "View All Jobs" link is provided.
- New to Naukri?:** A section with a prominent orange "Register with us" button, an "or" separator, and a blue "Upload CV" button. Below the CV upload button, it specifies "Max 2 MB, doc, docx, rtf, pdf" and "We will fill your details".

At the bottom of the page, there is a horizontal bar with several elements:

- Buttons for "HIRING" and "APPLY NOW".
- Logos for Shell, genpact, and Synchro.
- A section for "Top Employers" featuring the logo for virtusa.
- A section for "Best Places to Work" with tabs for "All Sectors", "Information Technology", "Manufacturing", and "Services".
- A box on the right with the text "Get best matched jobs on your email. No registration needed" and a green "Create a Job Alert" button.

# Key operating metrics for Naukri

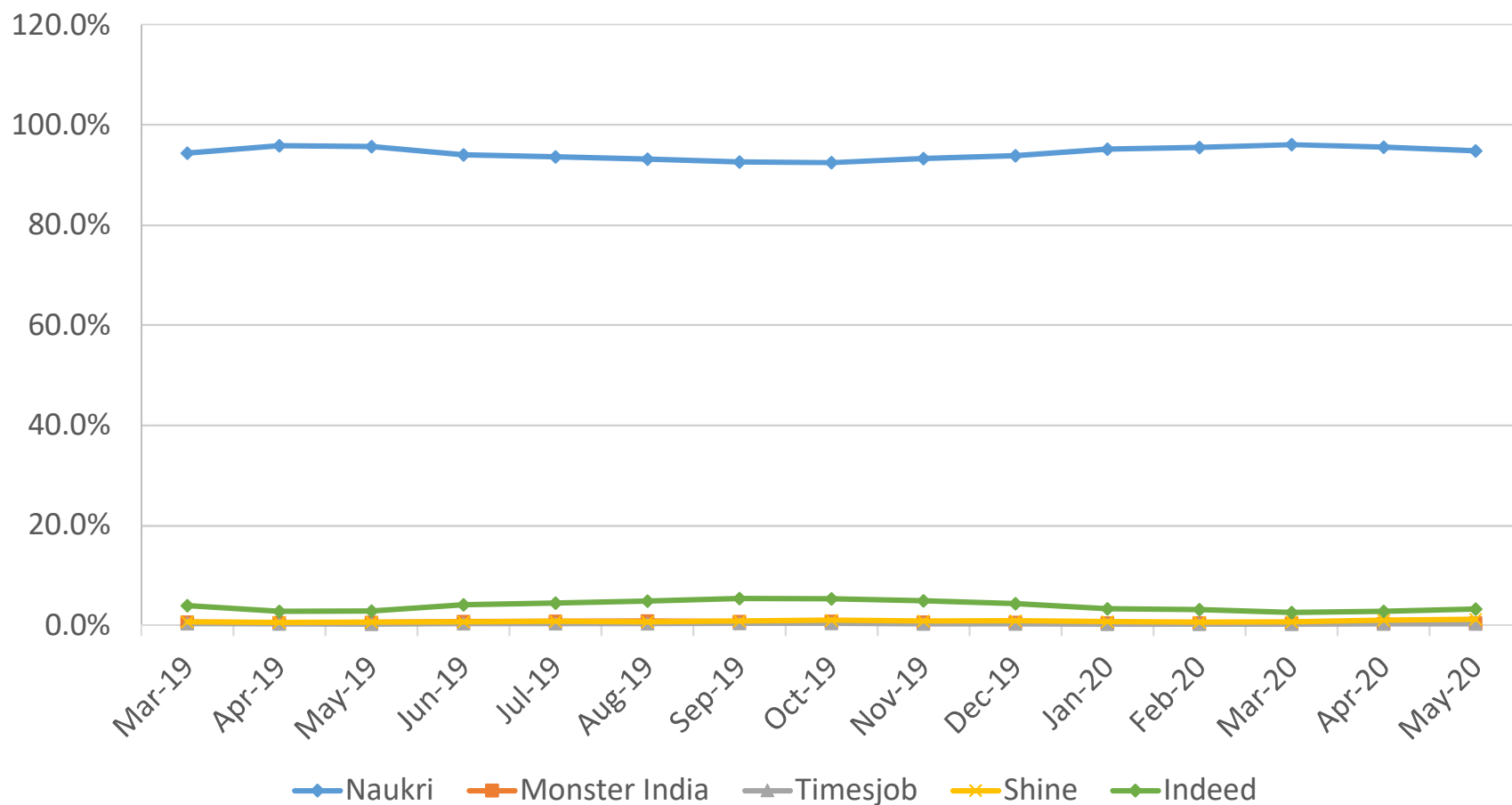


\* Comparison among traditional job-boards (excludes LinkedIn and Indeed)

# Based on IND-AS revenue

# Naukri traffic share among traditional job sites

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

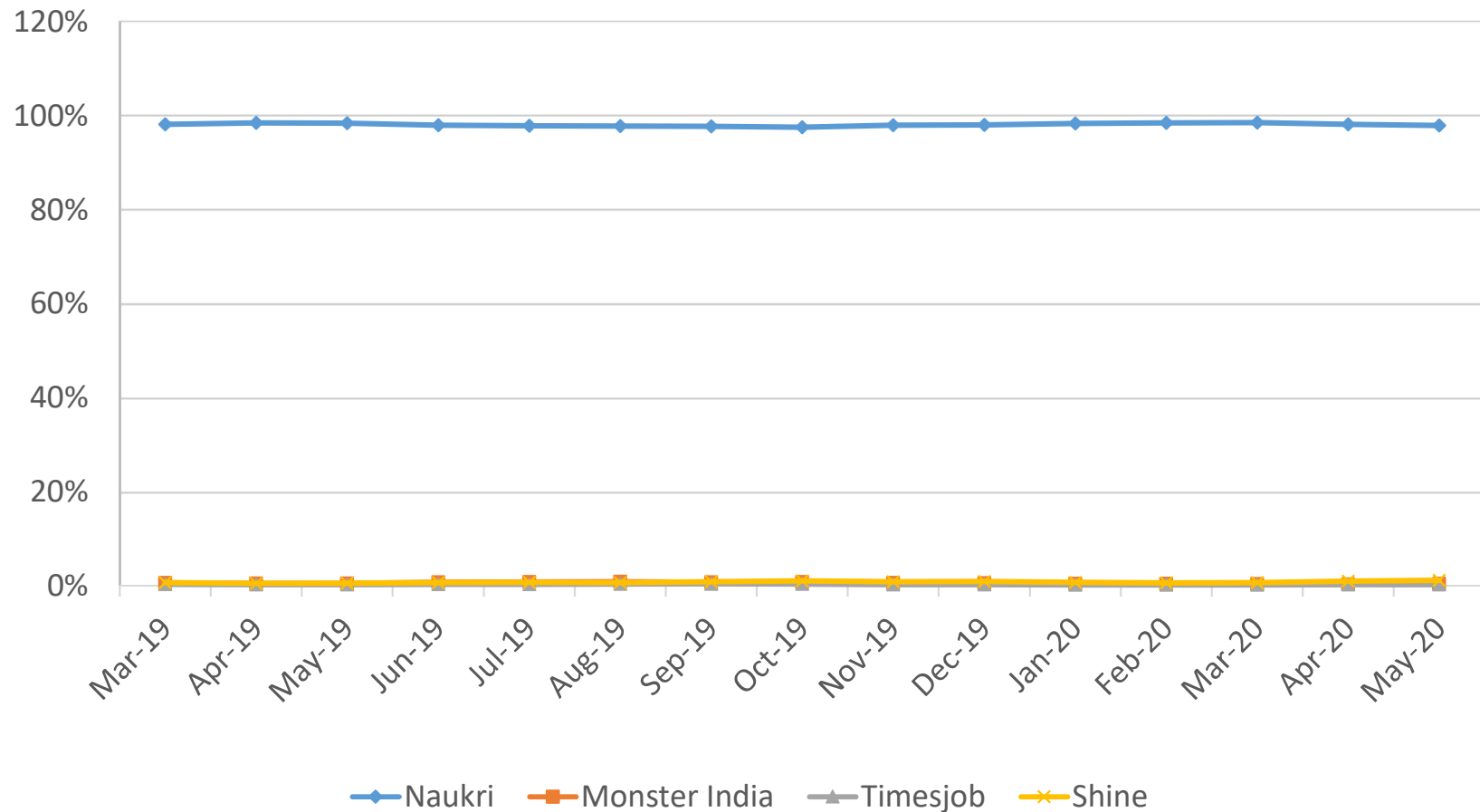


Source: SimilarWeb

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

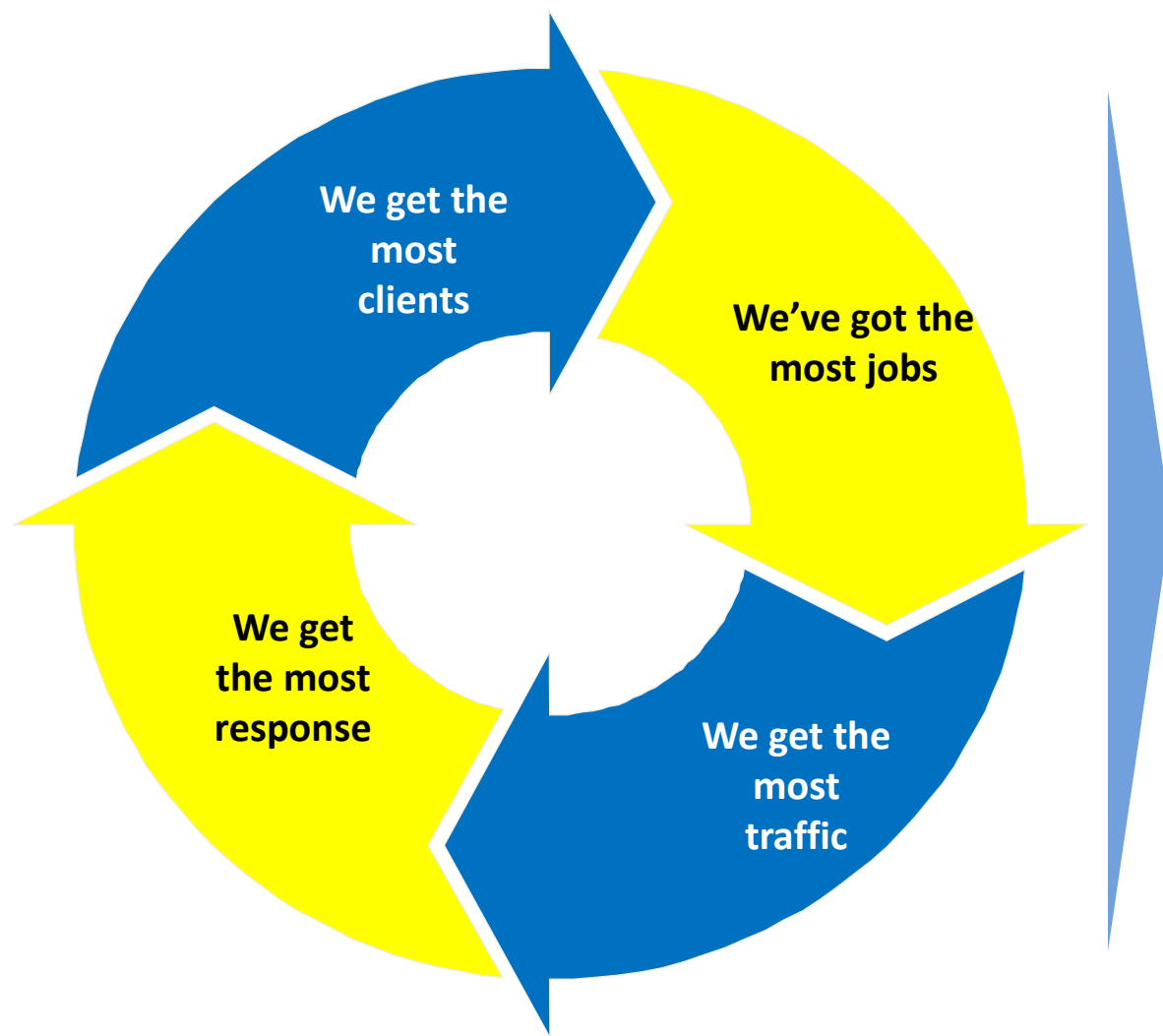
Overall traffic (from desktops, web mobile& app) on time spent



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

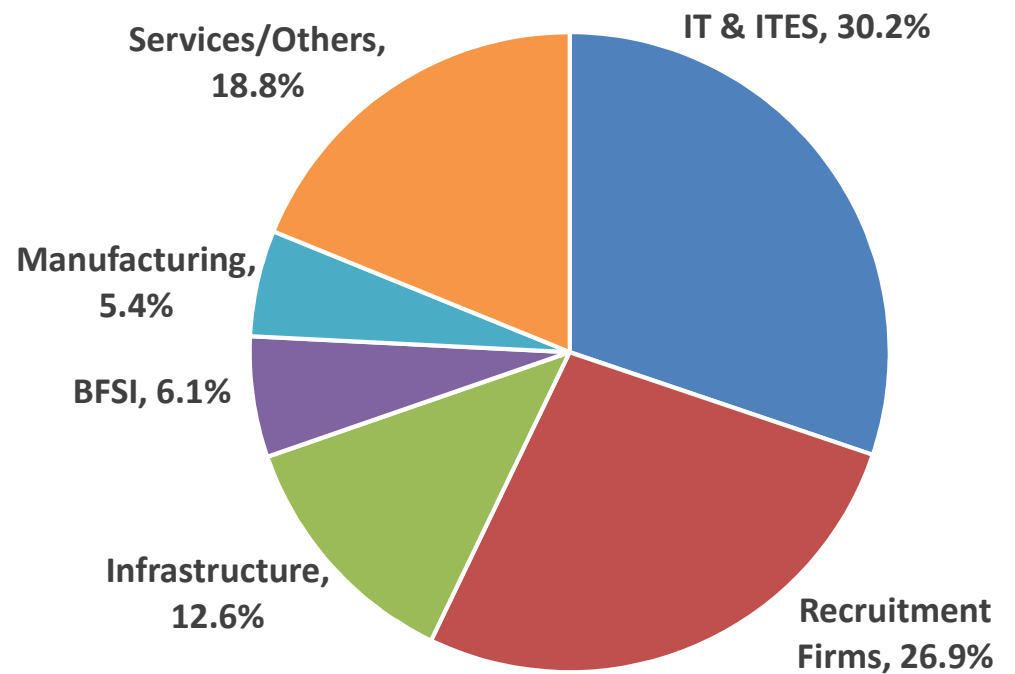
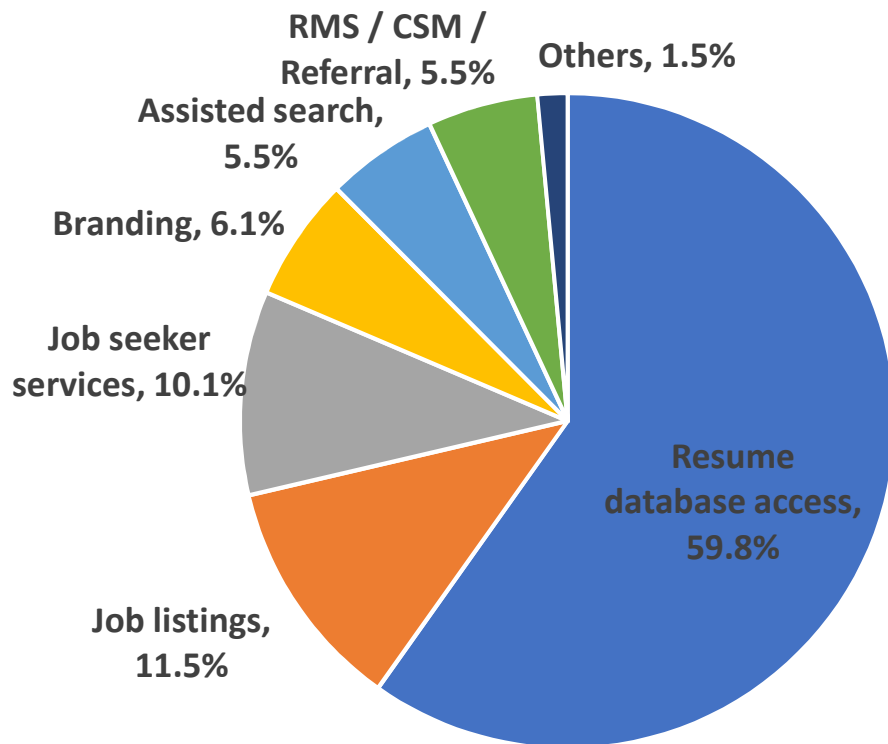
- Naukri has over 100% of industry profits enabling greater investment in
  - Product innovation
  - Engineering
  - Brand support
  - Sales network
  - Servicing back office
  - Superior talent

# Revenue sources for Naukri

- B2B revenues ( as on date) 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

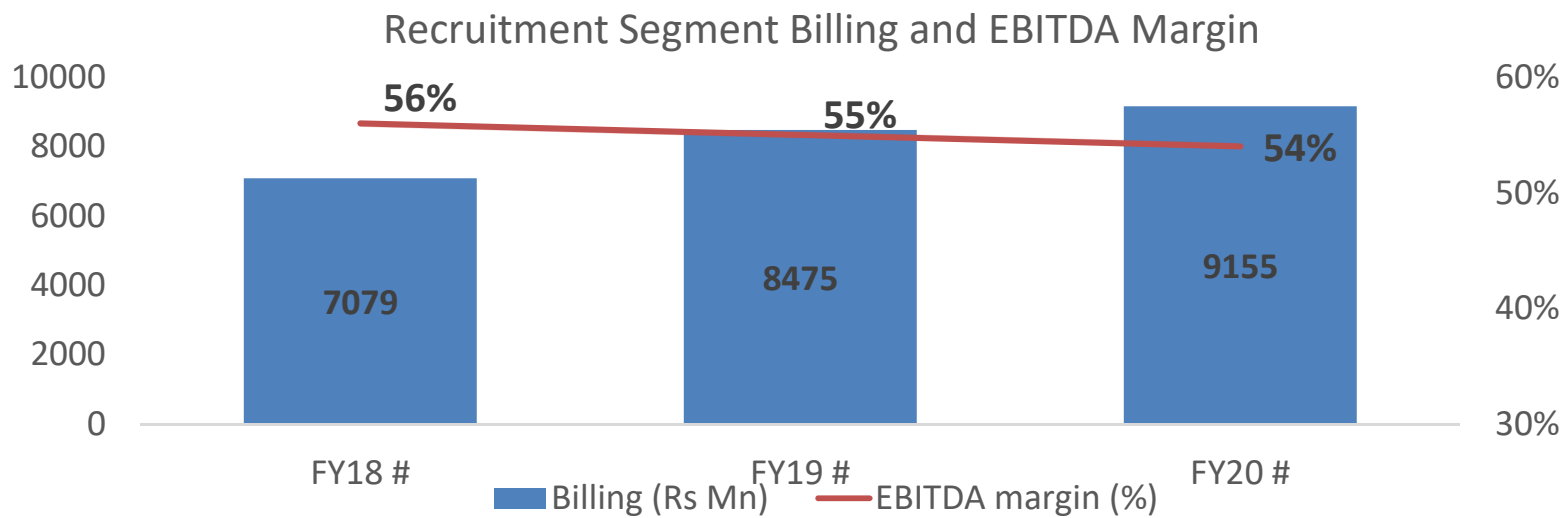
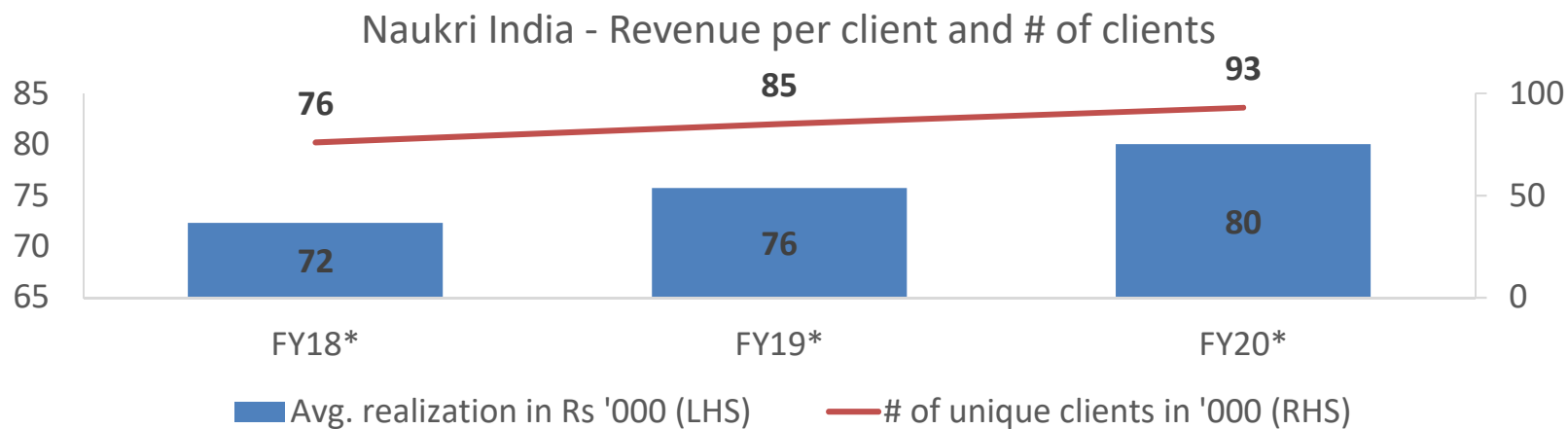
Data for trailing 12 months to March 2020



~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



• # FY18 – FY20 numbers as per IND-AS. Above numbers are segmental business numbers for Naukri..

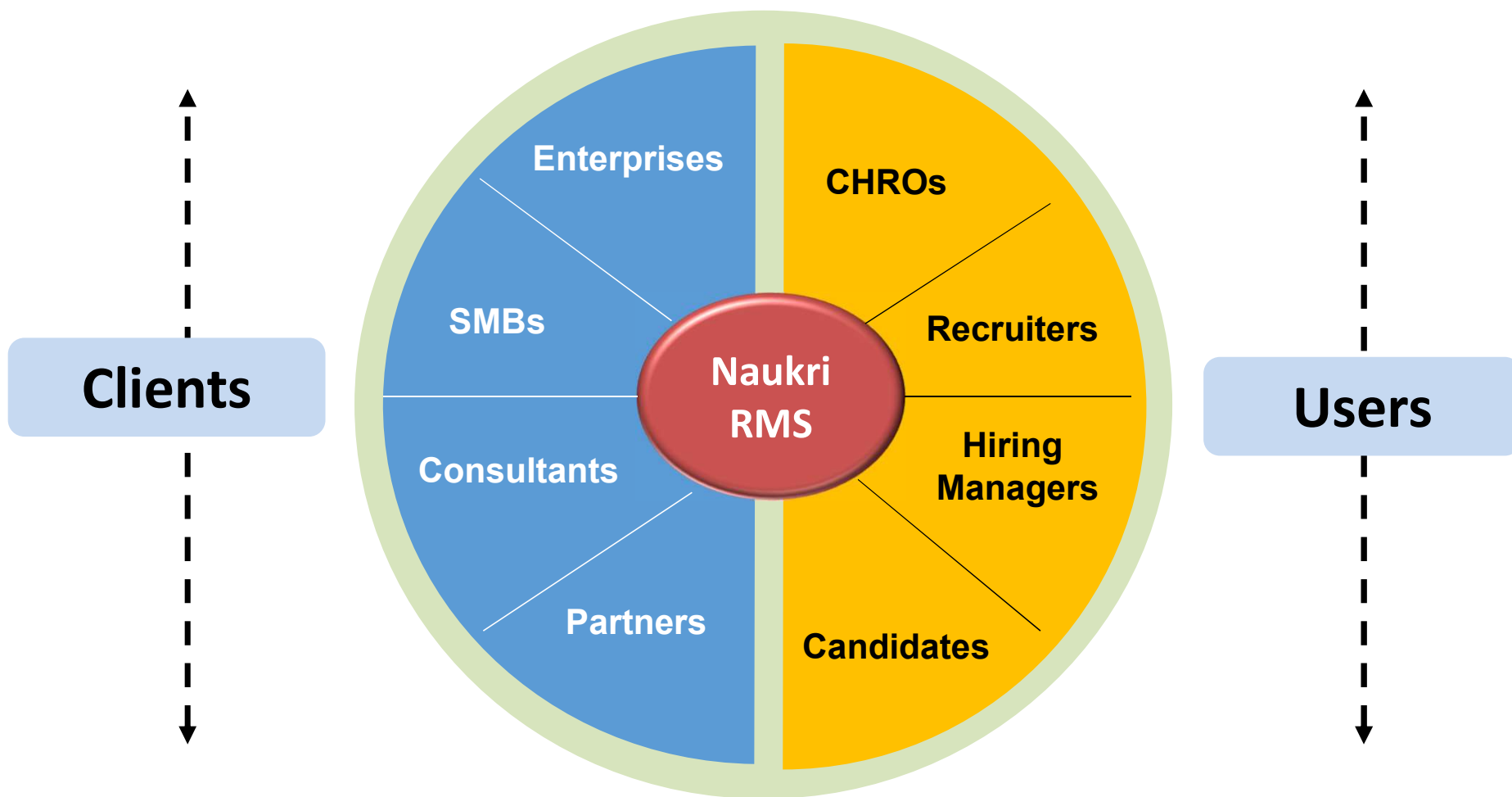
# Naukri Investment strategy



# iimjobs.com

- IEIL acquired 100% stake of High Orbit Careers Pvt Ltd (Domain: iimjobs.com) in all cash deal in June'19.
- iimjobs.com is India's leading recruitment platform for management professionals
- Catering to 400+ Corporate Customers – across various industries.
- Consistent billing growth of 20% for last 3 FY.
  - FY'18 – Rs 149 Mn
  - FY'19 – Rs 182 Mn
  - FY'20 – Rs 218 Mn.

# 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**

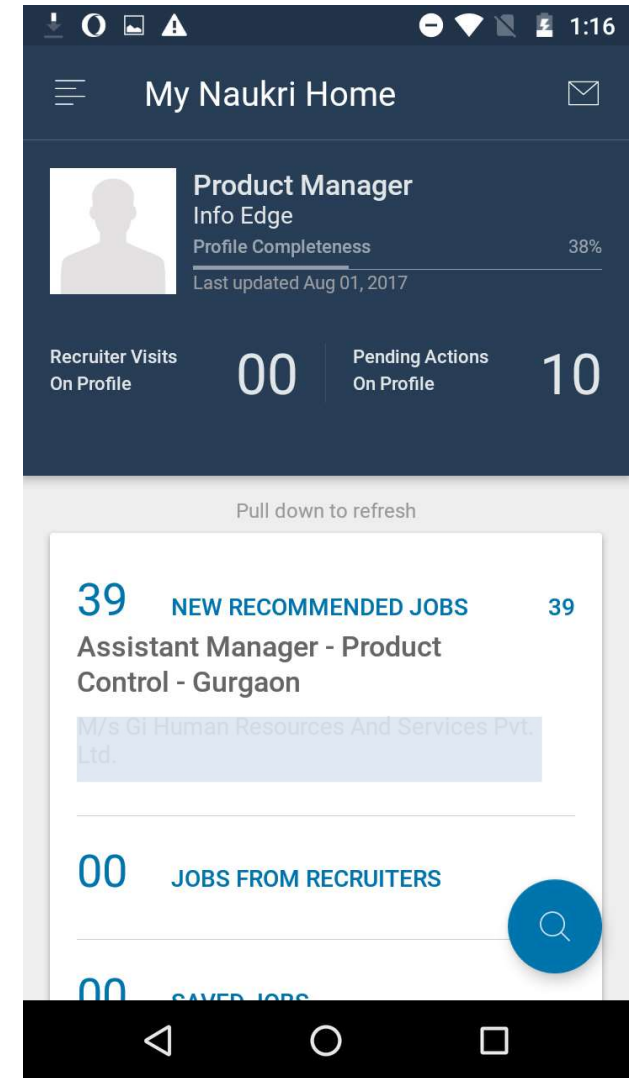
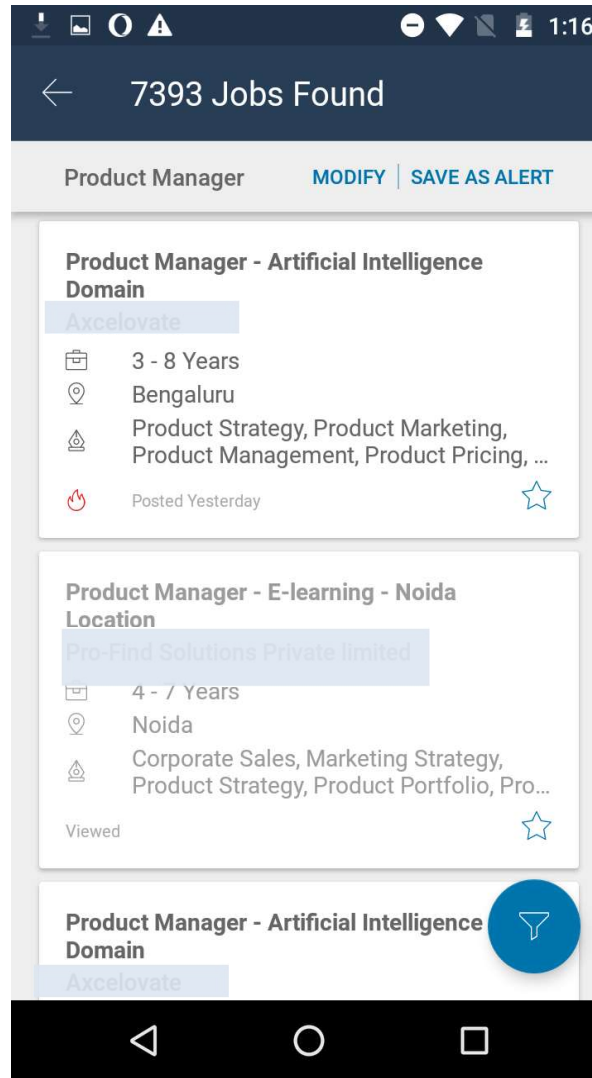
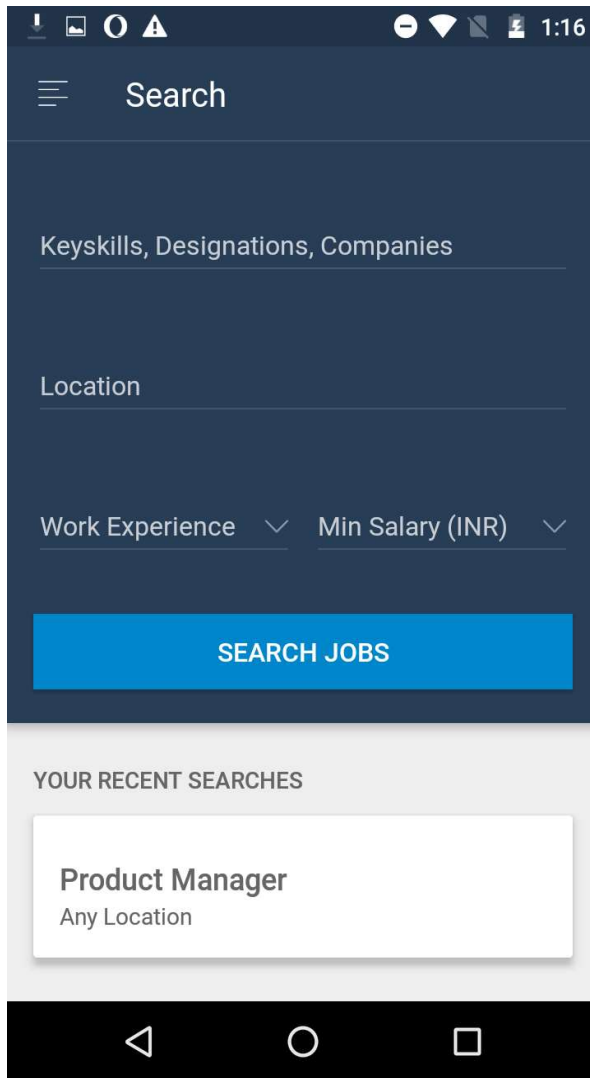
Automates hiring process, right from  
requisition to offer

**naukri**  
**RMS** | ENTERPRISE

**naukri**  
**RMS** | CONSULTANT

**naukri**  
**RMS** | REFERRAL

# The App and HTML5 site





# 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

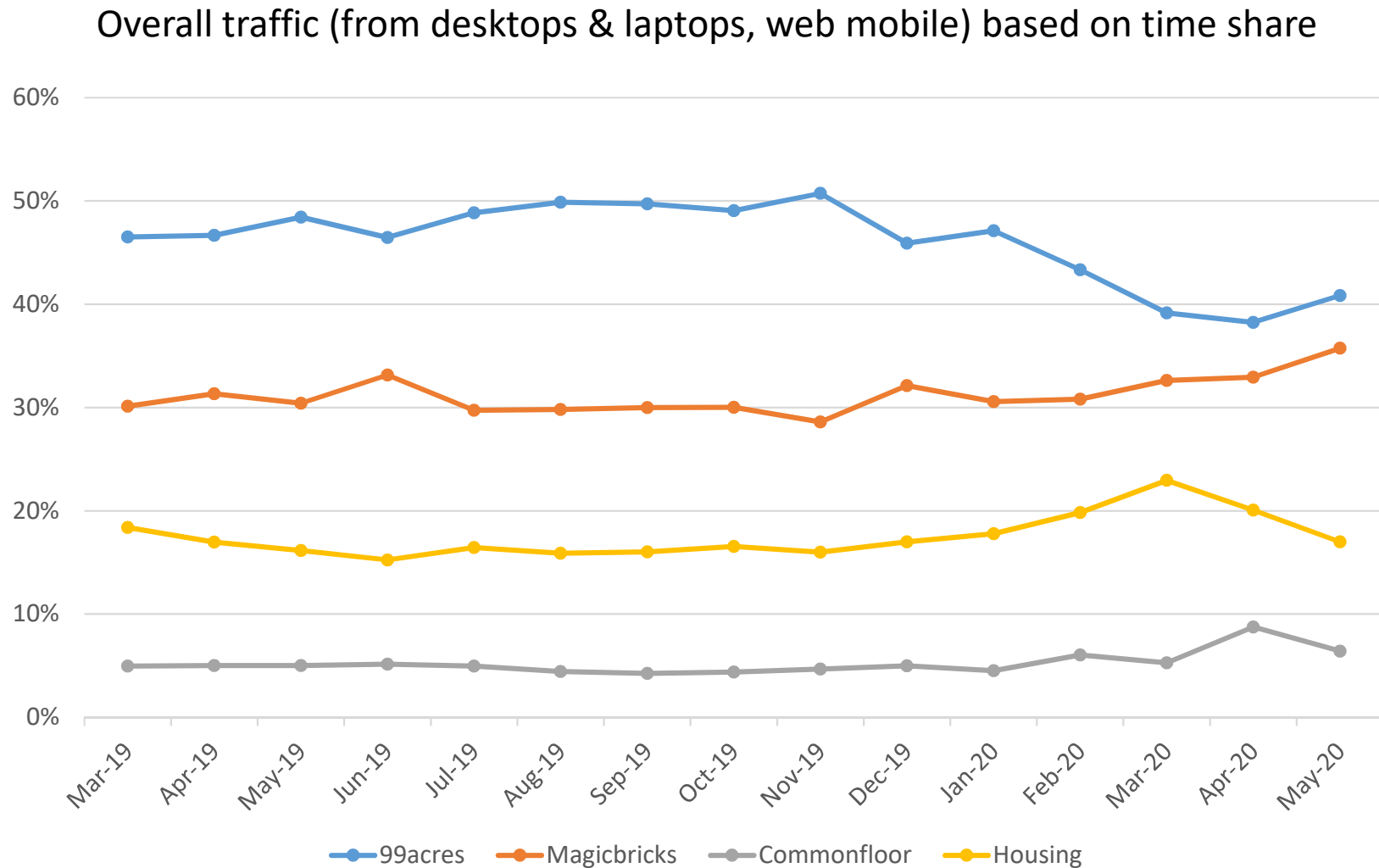
	<p><b>BOOK YOUR DREAM ADOBE IN THE HEART</b> of Dubai Pay After Handover</p>	<p><b>INVEST IN DUBAI FOR LUXURY APARTMENTS</b> for Prices contact 971562998939</p>	<p><b>SPRING VALLEY DEW KATARA HILLS</b> Bhopal @ 18.26 lakhs onwards</p>	<p><b>AVINASI NAYA RA</b> Ready to r Apartment</p>
--	--	---	---	--

# 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

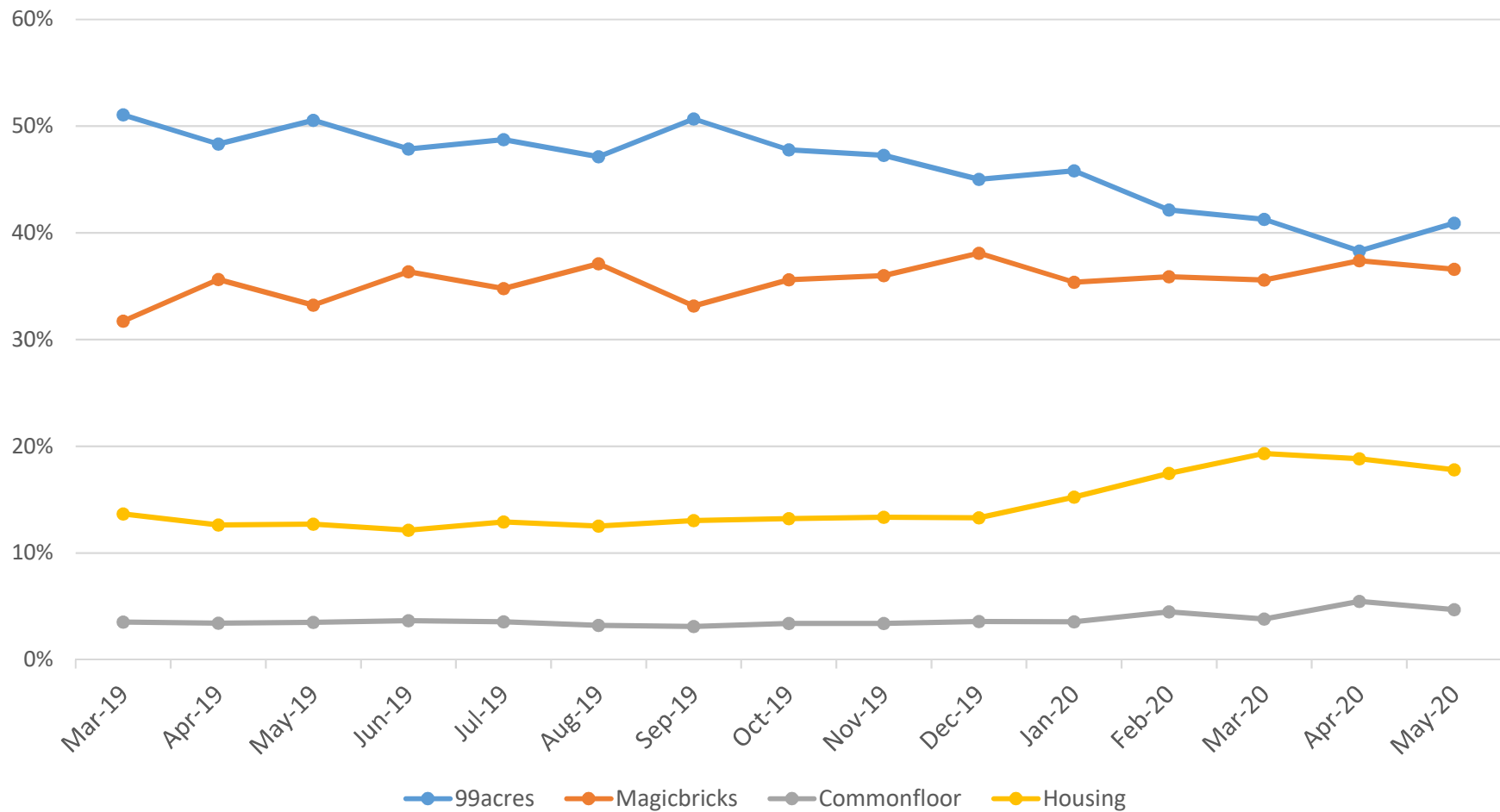


Source: SimilarWeb

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

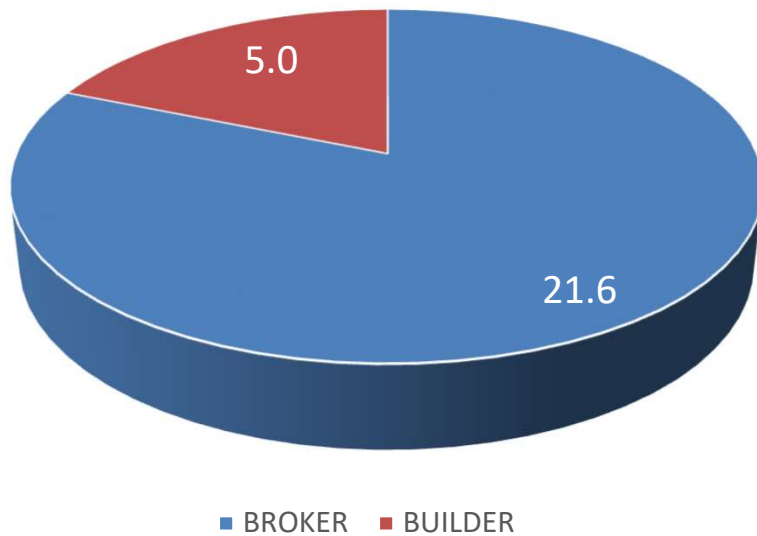
- Projects
  - Listings
  - Featured listings
  - Microsites
  - Email campaigns
  - Banner Ads
- Re-sale
  - Listings
  - Featured listings
- Rental
  - Listings
  - Featured listings

## Key business metrics for 99acres (Q4)

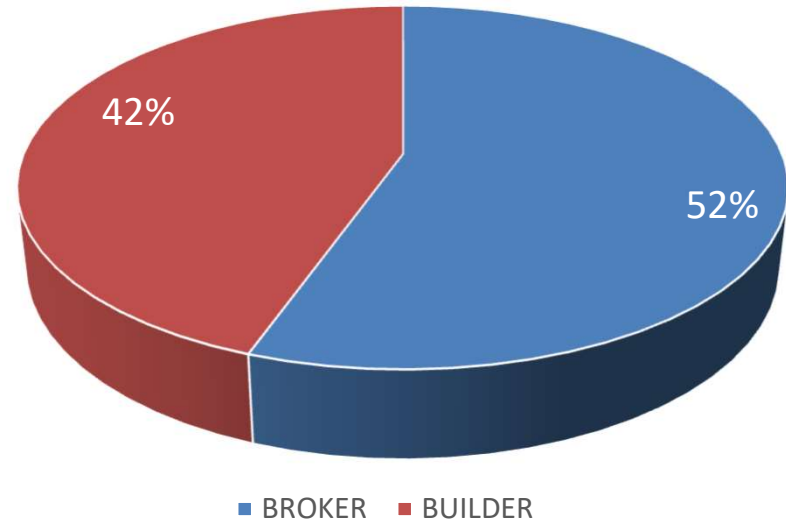
- **As of March 31, 2020**
  - Total projects 1,70,633 + (under construction or ready-to-move-in)
  - Total listings 9,41,850 (including 4,21,384 owner listings)
    - Residential 7,86,067
    - Commercial 1,55,783

# Break-down of Customers and Billing

No. of customers in '000

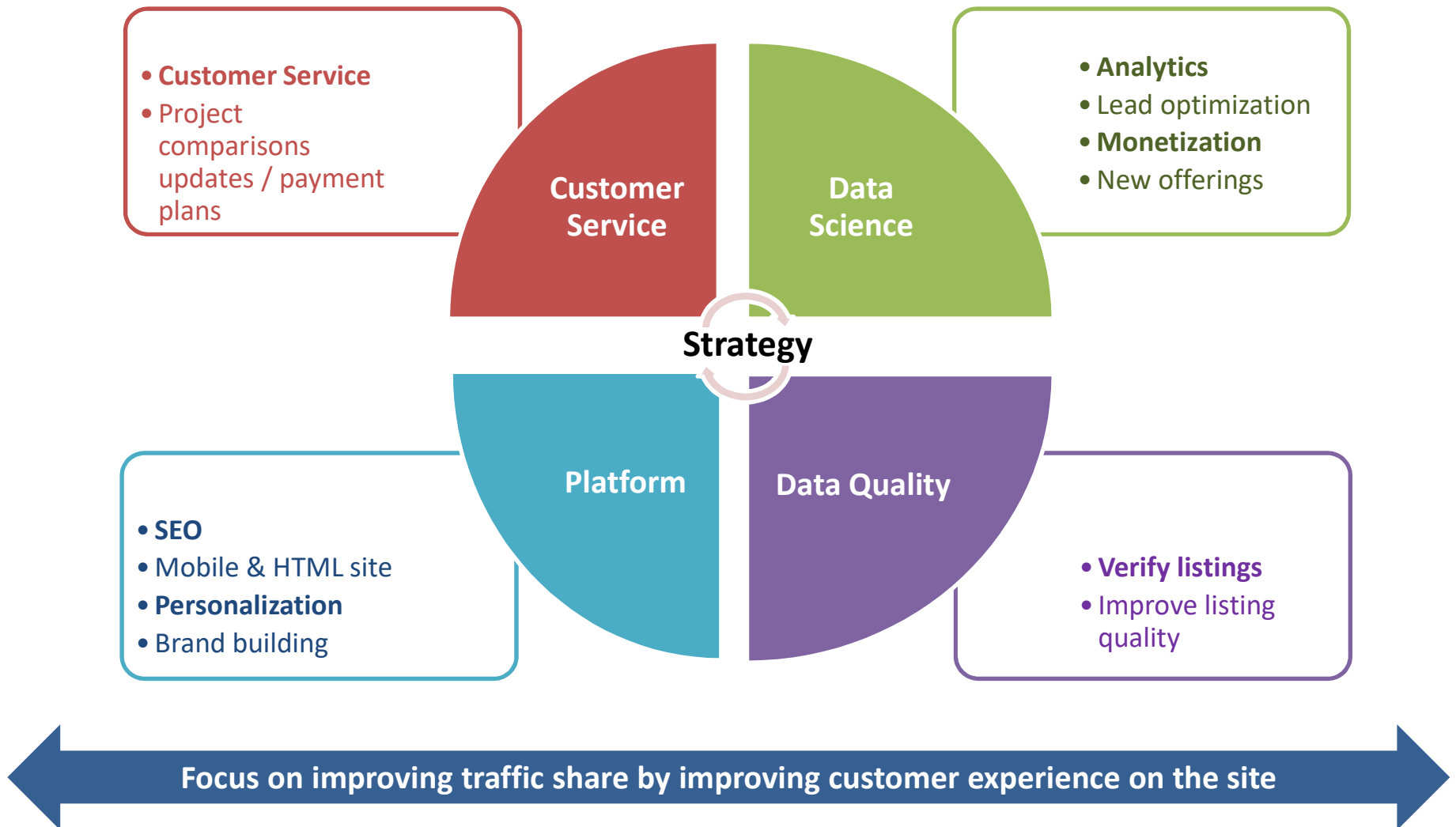


Billing breakdown by customer type



*Data for trailing 12 months to March 2020*

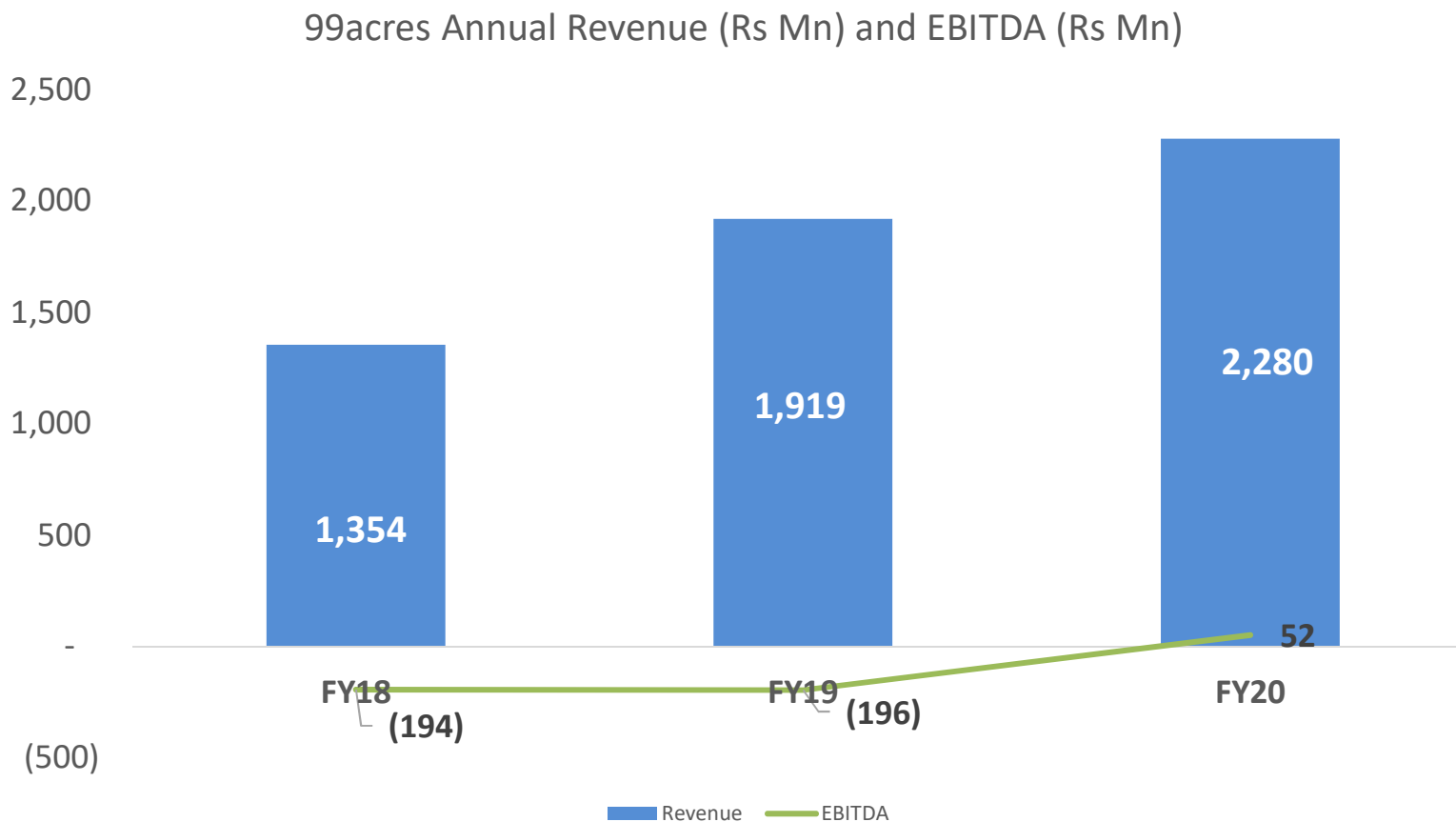
# 99acres –strategy



## 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 – Last 3 year Financials

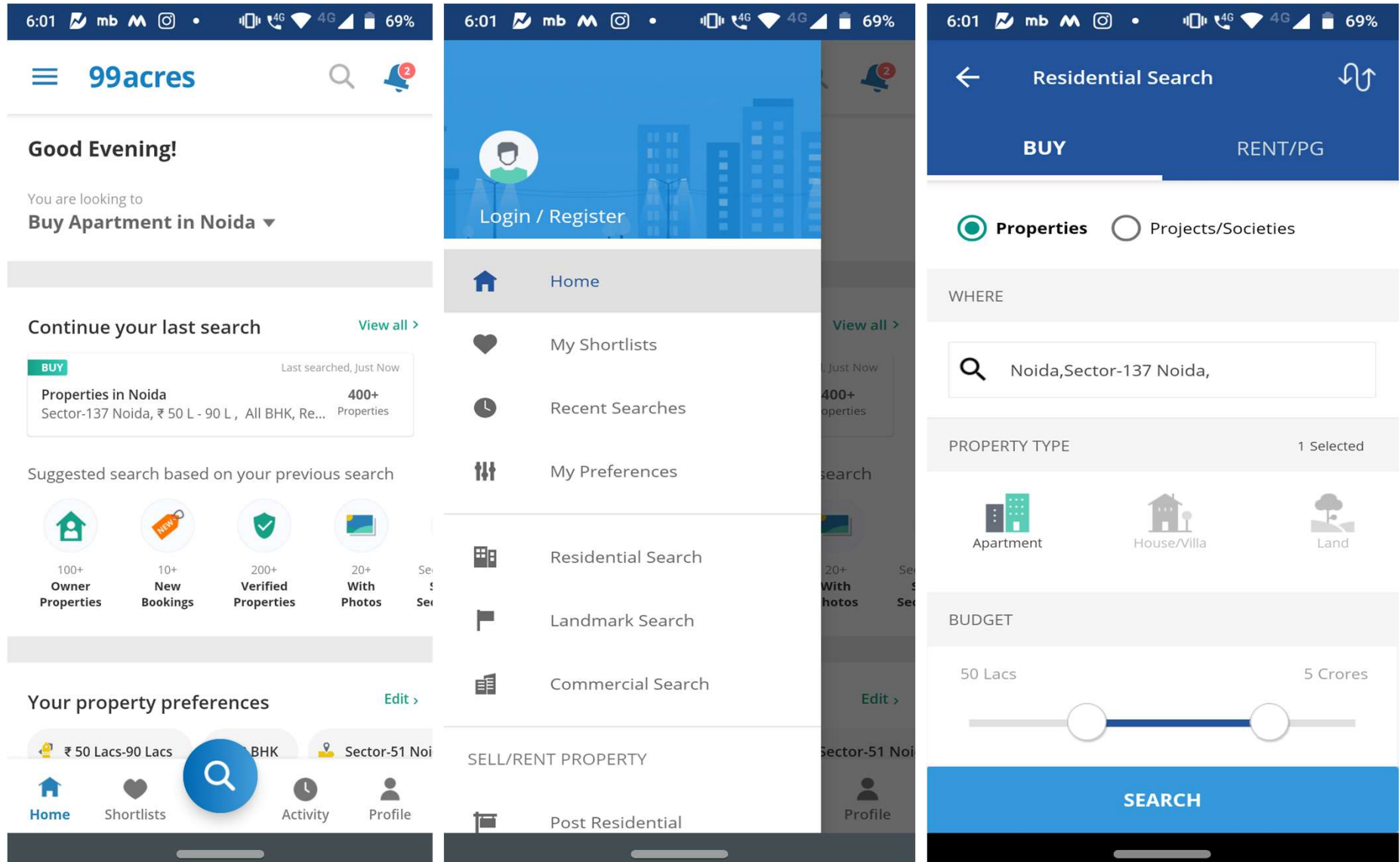


99acres cumulative cash loss (management estimate) at Rs 2596 MN. Above numbers are segmental financials for 99 Acres business.

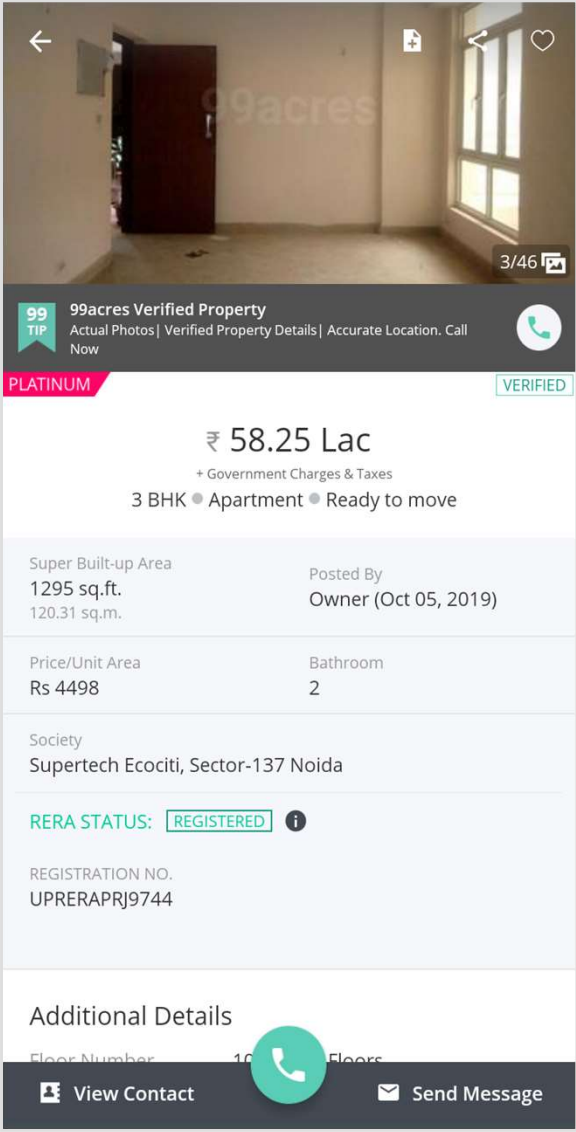
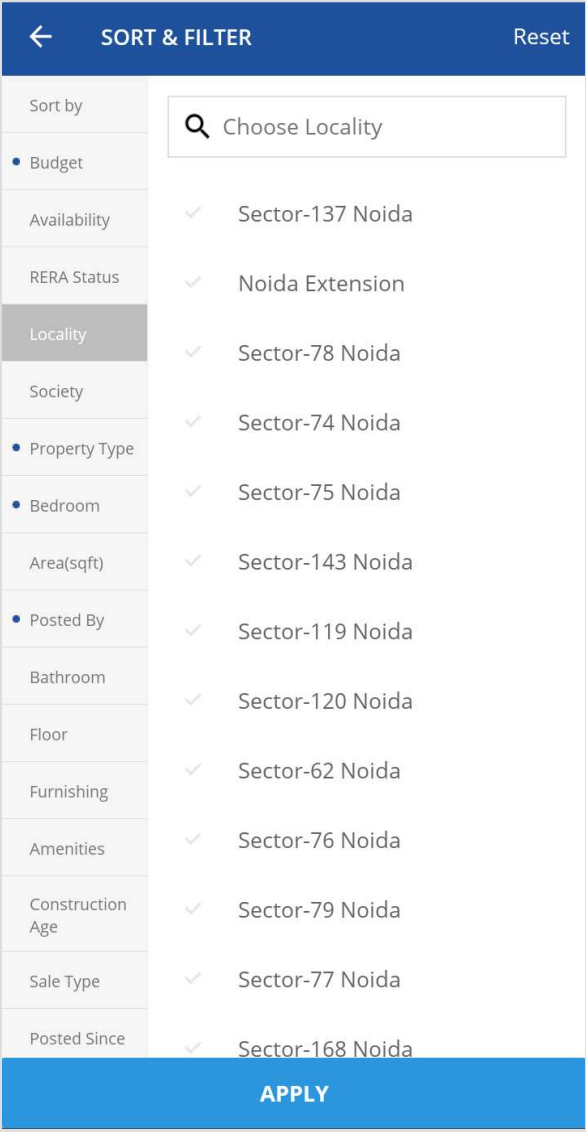
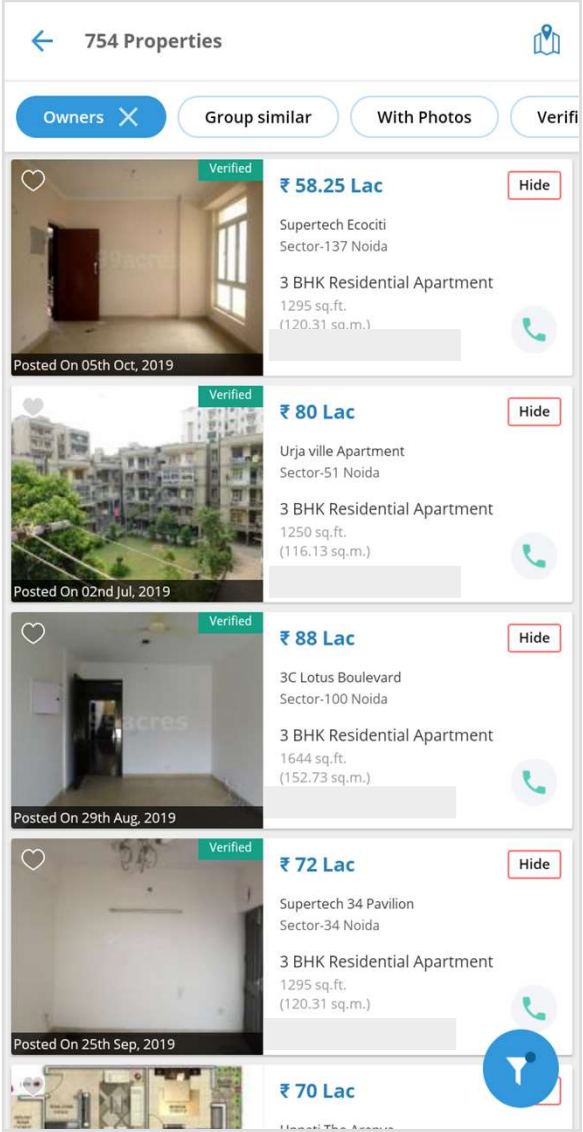
- FY18 onwards numbers are EBITDA numbers (adjusted for non-cash ESOP charges) as per IND-AS; All others in I GAAP
- FY20 EBITDA numbers are adjusted for IND AS 116 impact. And hence will be different from reported numbers.



# 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

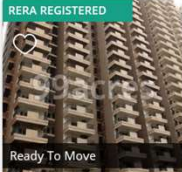


**ATS Le Grandiose**  
Sector-150, Noida

₹ 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**

<b>3 BHK Apartment</b> 1400 sq.ft.(130.1 sq.m.)	<b>3 BHK Apartment</b> 1615 sq.ft.(150 sq.m.)	<b>3 BHK Apartment</b> 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

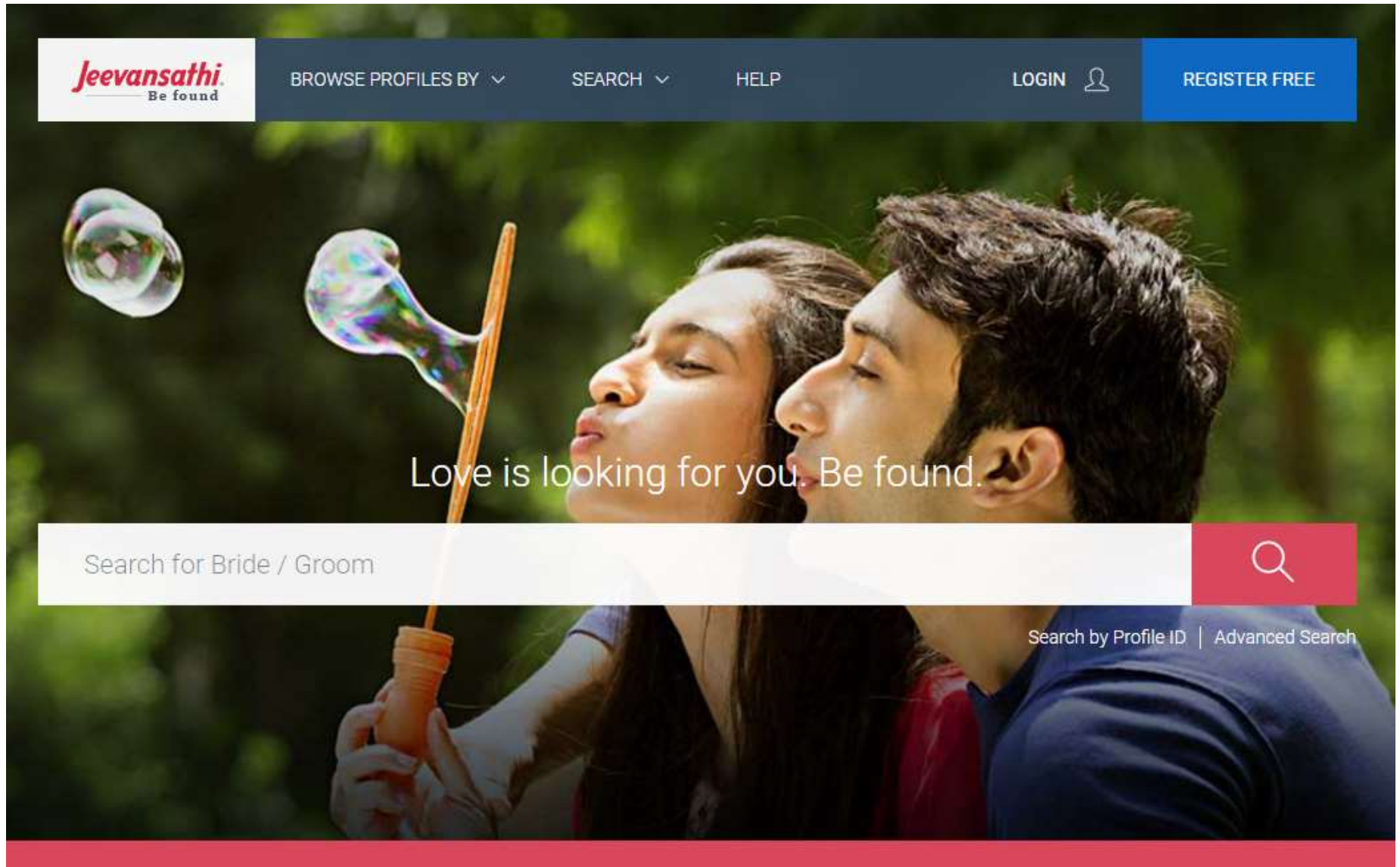
Detect my location

City

Locality

NEXT





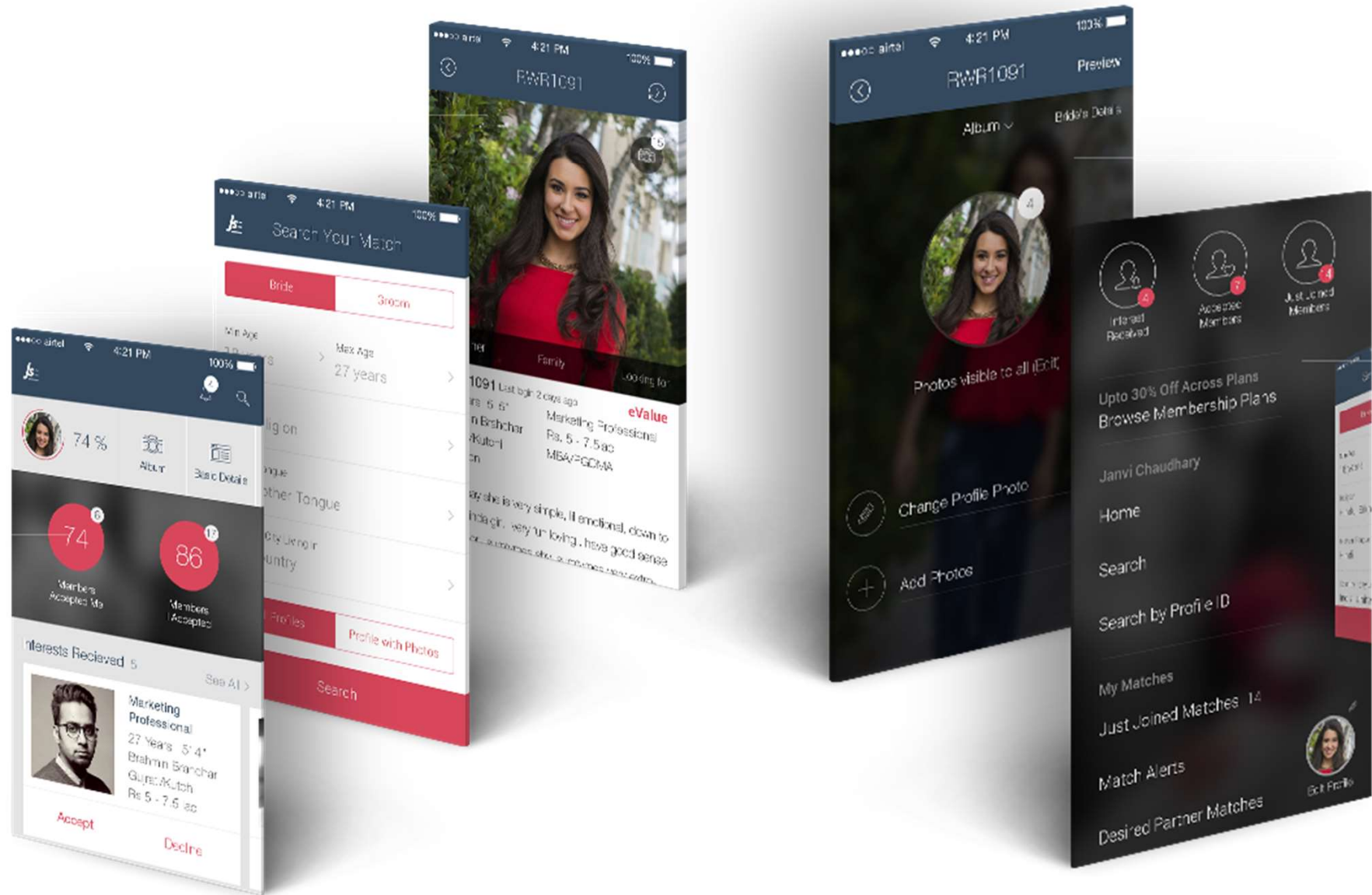
# Online matrimonial business - India

- 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)

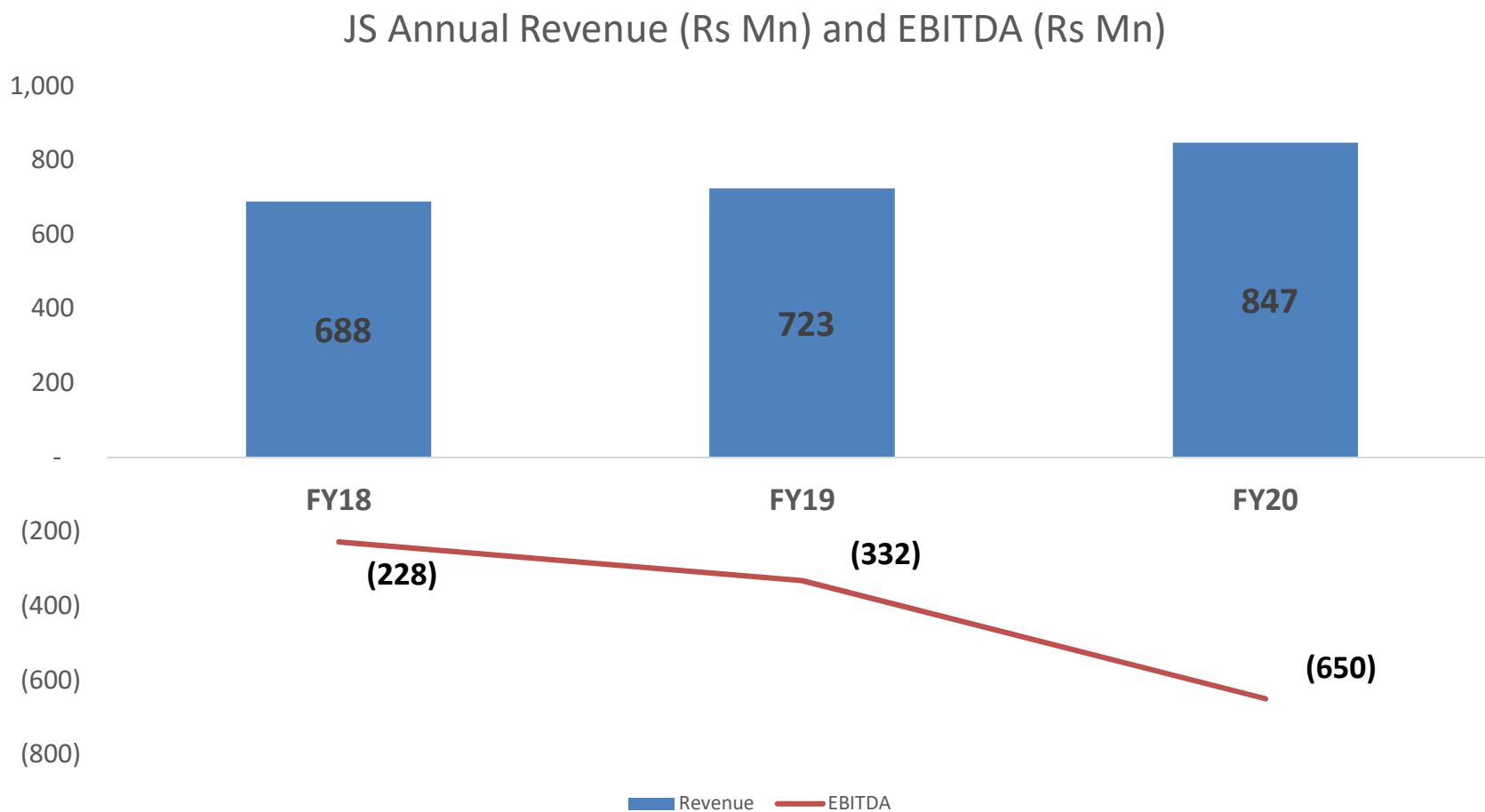
# Jeevansathi business model

- **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**

# Mobile app



# Jeevansathi – Last 3 year financials



Jeevansathi cumulative cash loss (management estimate) at Rs 1395 MN. Above numbers are segmental financials for JS business.

- FY18 onwards numbers are EBITDA numbers (adjusted for non-cash ESOP charges) as per IND-AS; All others in I GAAP
- FY20 EBITDA numbers are adjusted for IND AS 116 impact. And hence will be different from reported numbers.



# Shiksha

shiksha

MBA ▾ ENGINEERING ▾ LAW ▾ DESIGN ▾ MORE COURSES ▾ STUDY ABROAD ▾ COUNSELLING ▾

Ask Login Sign Up

COLLEGES EXAMS QUESTIONS <sup>New</sup> 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  
100% Placement Record
- SRM  
Institute of Science and Technology  
Apply Now SRMJEEE 2018
- T.A. Pai Management  
Institute (TAPMI)  
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


Filter by :

**4.3**

★★★★★  
Based on 378 Reviews

>4-5 star	<div style="width: 69%;"><div style="width: 69%;"></div></div>	69%
>3-4 star	<div style="width: 27%;"><div style="width: 27%;"></div></div>	27%
>2-3 star	<div style="width: 3%;"><div style="width: 3%;"></div></div>	3%
1-2 star	<div style="width: 1%;"><div style="width: 1%;"></div></div>	1%

- 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

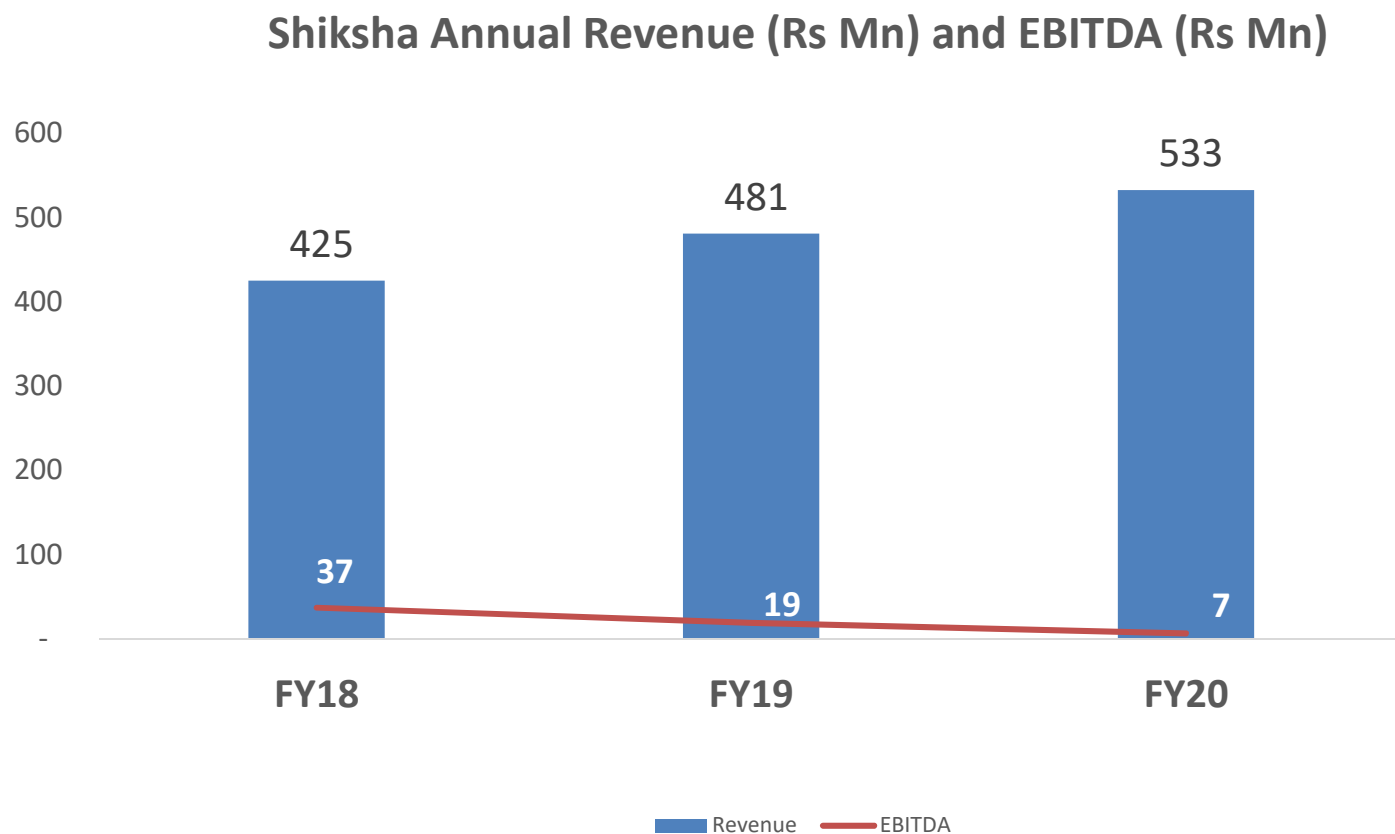
**Know the Inside-Story**  
Catch the latest buzz on 400+ colleges & what others are talking about

Search by college name to ask or view questions

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



# Shiksha – Last 3 years financials



Shiksha cumulative cash loss (management estimate) at Rs 394 MN . Above numbers are segmental financials for Shikha Business.

- FY18 onwards numbers are EBITDA numbers (adjusted for non-cash ESOP charges) as per IND-AS; All others in I GAAP
- FY20 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 30 <sup>th</sup> June'20 (Rs Mn)	Approx. diluted and converted shareholding % (Actual)
Active			
Zomato Media Pvt Ltd.	<a href="http://www.zomato.com">www.zomato.com</a>	1,522	22.71%
Etechaces Marketing and Consulting Pvt Ltd.	<a href="http://www.policybazaar.com">www.policybazaar.com</a>	5,758	15.10%
Happily Unmarried Marketing Pvt Ltd.	<a href="http://www.happilyunmarried.com">www.happilyunmarried.com</a>	333	42.33%
NoPaperForms Solutions Private Limited	<a href="http://www.nopaperforms.com">www.nopaperforms.com</a>	337	48.10%
International Educational Gateway Private Limited	<a href="https://www.univariety.com/">https://www.univariety.com/</a>	205	37.90%
Agstack Technologies Private Limited	<a href="http://www.gramophone.in/">http://www.gramophone.in/</a>	204	33.21%
Bizcrum Infotech Private Limited	<a href="https://www.shoekonnnect.com">https://www.shoekonnnect.com</a>	160	32.85%
Medcords Healthcare Solutions Private Limited	<a href="http://www.medcords.com/">http://www.medcords.com/</a>	96	22.40%
Printo Document Services Private Limited	<a href="http://www.printo.in/">http://www.printo.in/</a>	129	25.12%
Shop Kirana E Trading Private Limited	<a href="http://shopkirana.com/">http://shopkirana.com/</a>	604	25.36%
Greytip Software Private Limited	<a href="https://www.greythr.com/">https://www.greythr.com/</a>	350	20.25%
Metis Eduventures Private Limited (Adda_24*7)	<a href="https://www.adda247.com/">https://www.adda247.com/</a>	280	16.97%
Terralytics Analysis Private Limited (Teal)		50	20.00%
LQ Global Services Private Limited	<a href="https://www.legitquest.com/">https://www.legitquest.com/</a>	15	16.67%
Llama Logisol Private Limited (Shipsy)	<a href="https://shipsy.in/">https://shipsy.in/</a>	50	10.00%
Sunrise Mentors Private Limited (Coding Ninja)	<a href="https://www.codingninjas.com/">https://www.codingninjas.com/</a>	371	25.00%
Qyuki Digital Media Private Limited	<a href="http://qyuki.com/">http://qyuki.com/</a>	252	5.36%
Dotpe Private Limited	www.dotpe.in	104	7.48%
Intellihealth Solution Pvt Ltd	<a href="http://www.truemeds.in">www.truemeds.in</a>	37	17.8%
Fanbuff Esports India Pvt Limited		35	20%
Rusk Media Pvt Limited	<a href="http://www.ruskmedia.com">www.ruskmedia.com</a>	35	10%
		<b>10,927</b>	

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

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

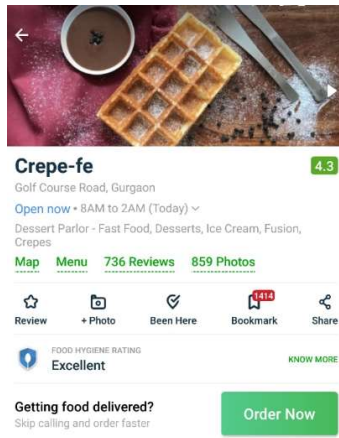
# Zomato



# 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

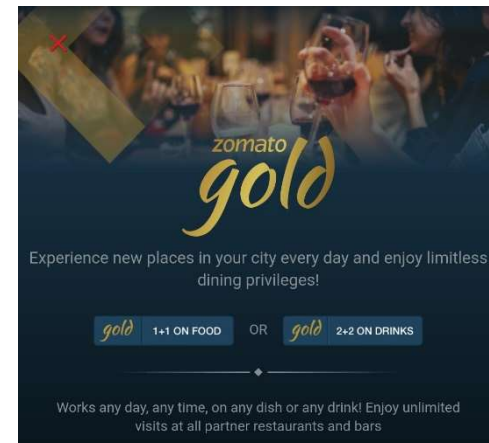
### 2. Food Delivery



- 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



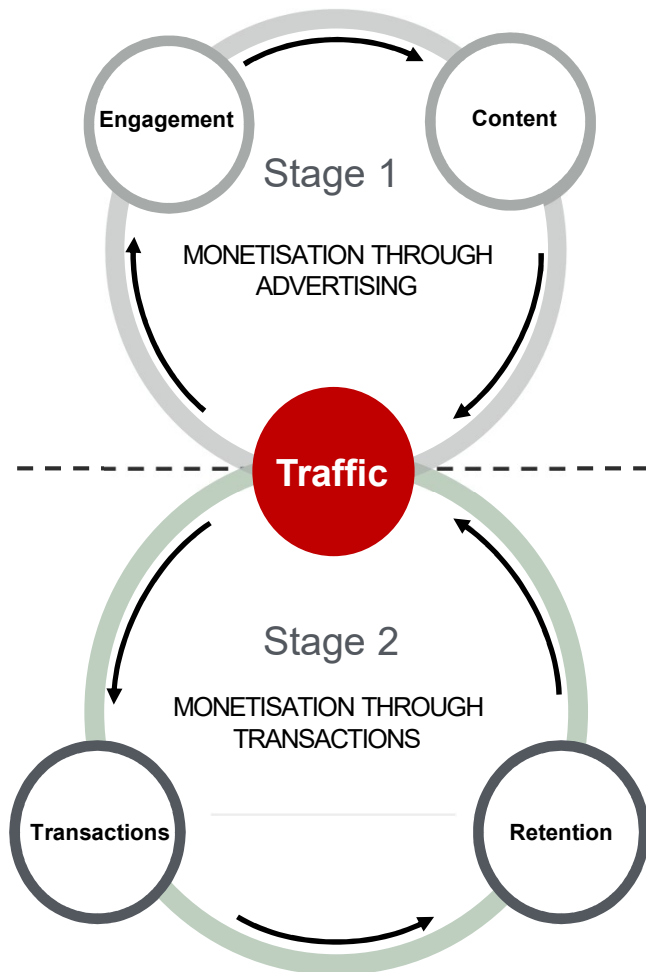
- Launched in 2017
- India and international presence
- Privileged membership programs; privileges are funded by restaurants

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 ~ 98 MN per month on gross level. Net sale of ~70MN 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.

# 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



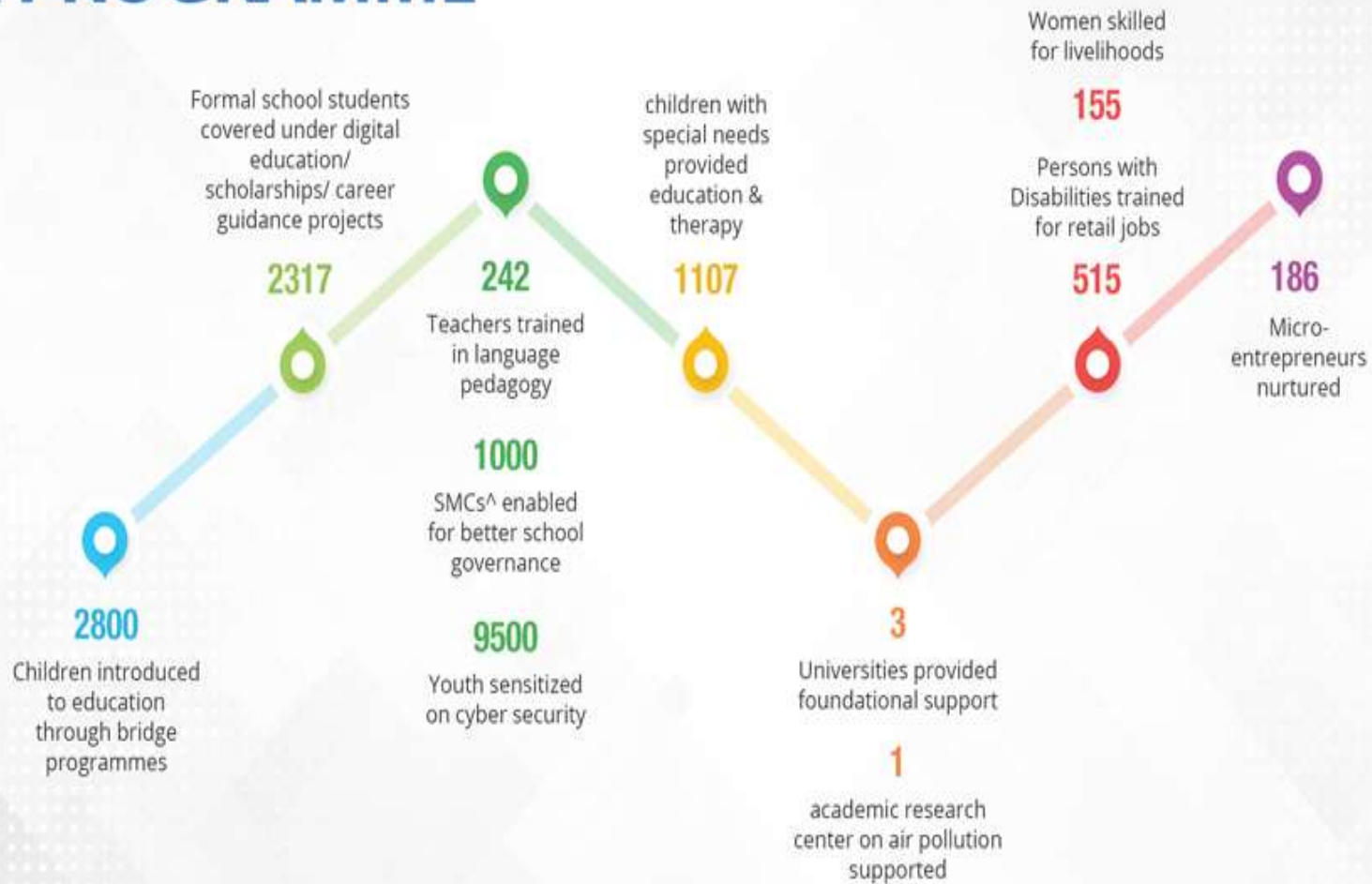
# CORPORATE SOCIAL RESPONSIBILITY

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

# Investor relations contacts

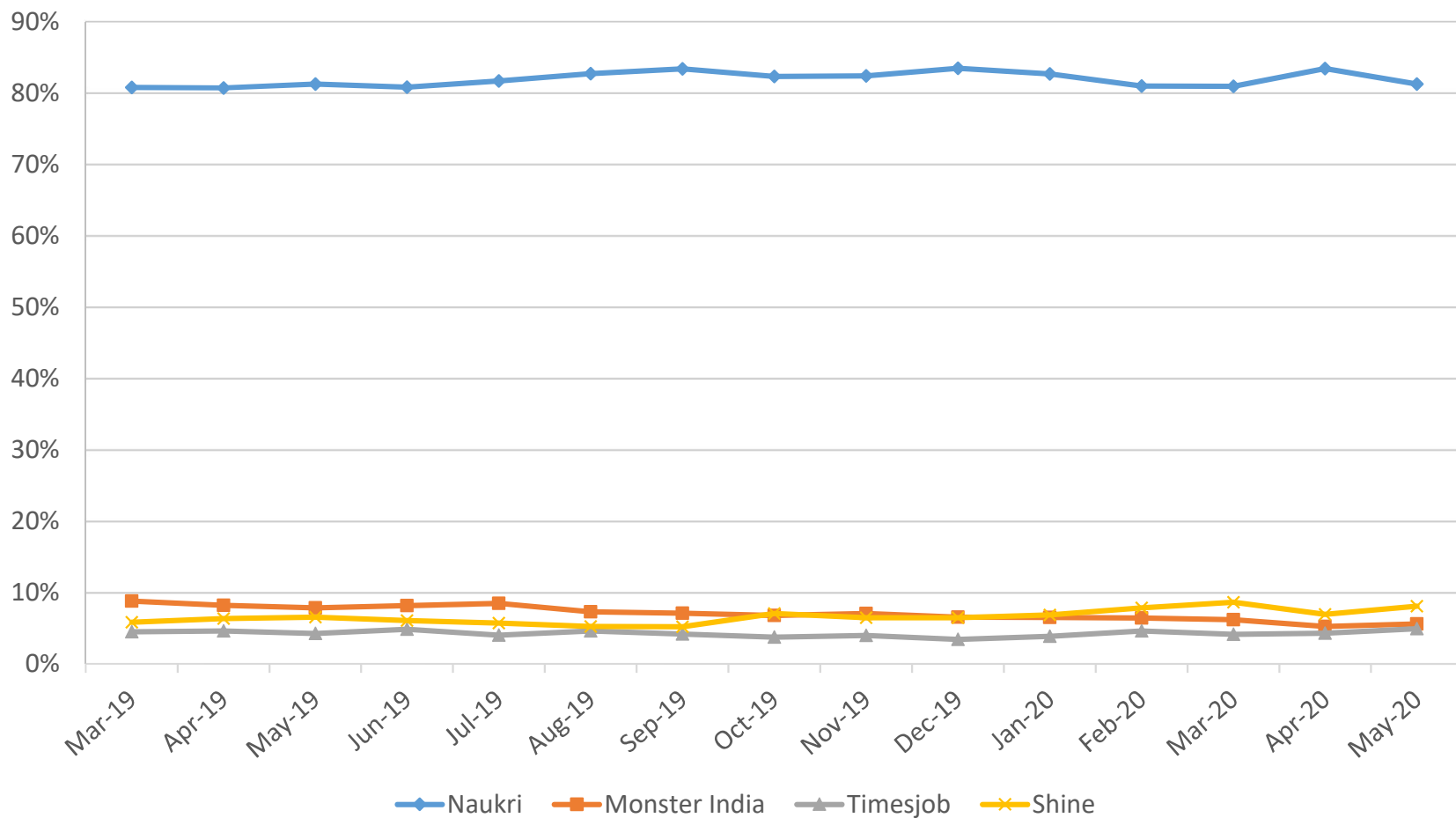
Name	Chintan Thakkar	Vivek Aggarwal
Designation	CFO	EVP – Finance
e mail	<a href="mailto:chintan.thakkar@naukri.com">chintan.thakkar@naukri.com</a>	<a href="mailto:vivek.aggarwal@naukri.com">vivek.aggarwal@naukri.com</a>
Telephone	+91 120 3082137	+91 120 3082007
Fax	+91 120 3082095	
Address	Info Edge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



# Annexures

# Naukri has dominant traffic share

Traffic from desktops based on time spent – excluding indeed

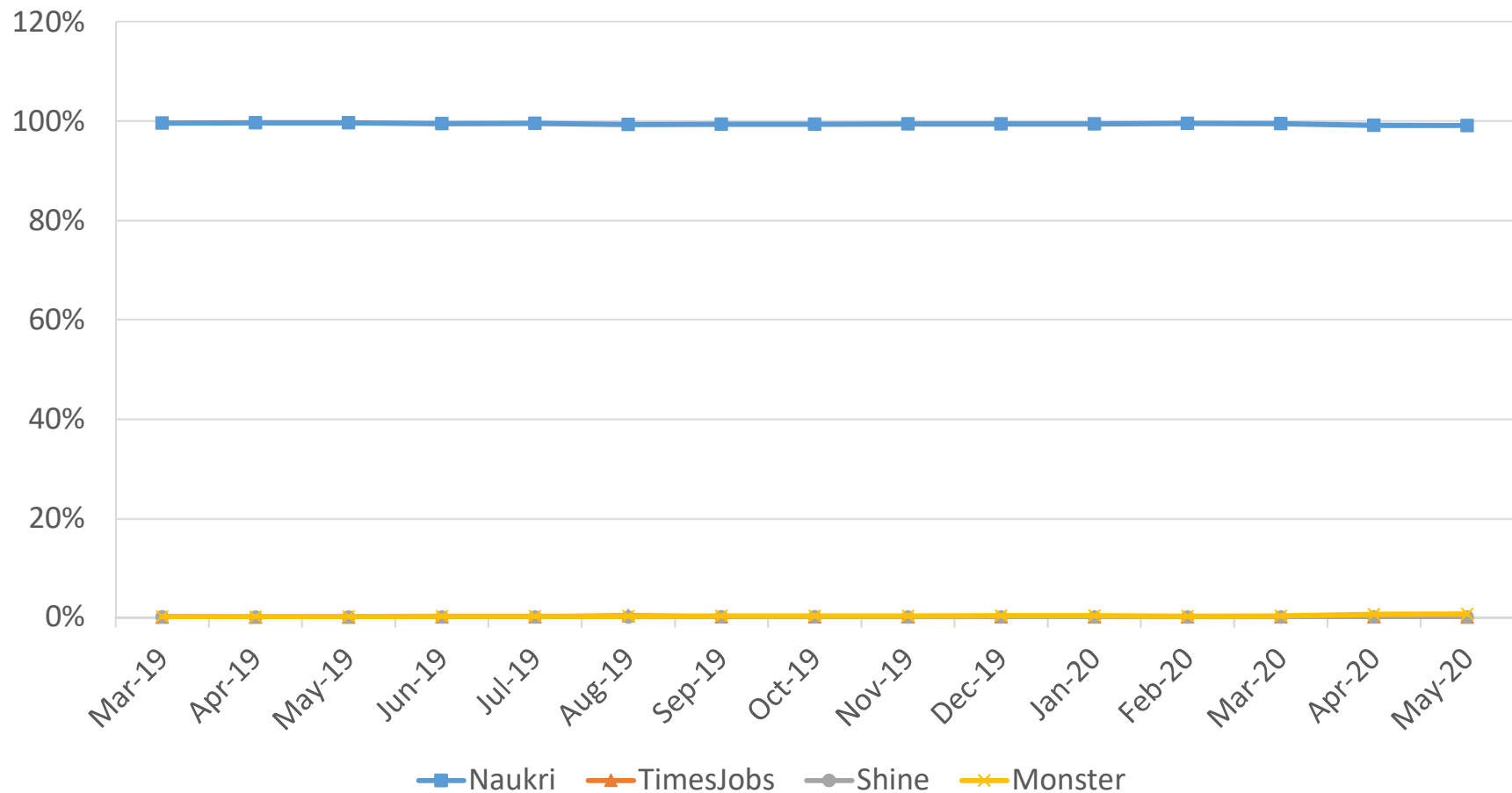


Source: SimilarWeb

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



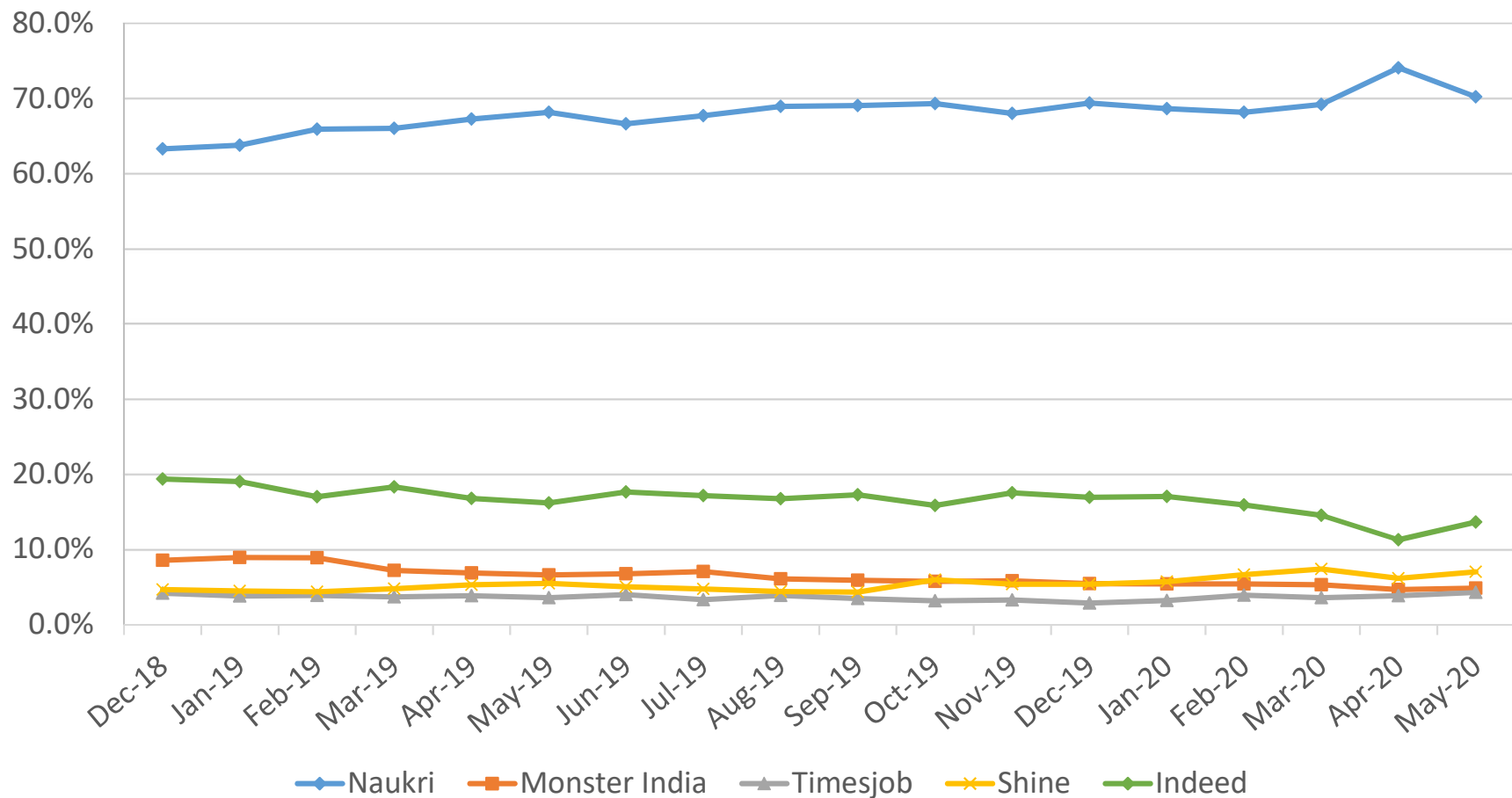
## Source: SimilarWeb

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

