

INFO EDGE (INDIA) LIMITED (Standalone)

DATASHEET	FY 2006-07					FY 2007-08					FY 2008-09					FY 2009-10					
	Q1	Q2	Q3	Q4	FY	Q1	Q2	Q3	Q4	FY	Q1	Q2	Q3	Q4	FY	Q1	Q2	Q3	Q4	FY	
As at end of during																					
Naukri.com																					
Number of resumes on Naukri.com (rounded off to nearest million)	6	7	8	9	9	10	11	12	13	13	14	15	16	17	17	18	19	20	21	21	
Average number of resumes added daily in '000	10	9	9	11	10	11	12	12	14	12	17	17	14	10	14	12	12	11	11	11	
Average number of resumes modified daily in '000	20 to 24					22	31	33	37	44	36	44	38	40	45	42	49	58	59	68	59
Number of unique customers	12,000	13,000	17,000	15,000	27,500	14,700	15,300	16,300	18,500	32,500	18,500	18,600	17,200	17,900	34,000	17,700	18,100	18,400	20,100	35,500	
% Revenue of Naukri.com from																					
- IT Services/ IES	32%	31%	31%	32%	32%	30%	32%	30%	28%	30%	27%	25%	26%	26%	26%	25%	25%	25%	26%	26%	
- BFSI					4.5%	4%	4%	4%	5%	4%	5%	5%	5%	5%	5%	5%	5%	5%	5%	5%	
- Infrastructure					20%	20%	21%	22%	22%	21%	22%	23%	23%	21%	22%	22%	22%	23%	21%	22%	
% revenue of Naukri.com from 10% of unique customers					62%					63%					61%					59%	
Jeevansathi																					
Number of profiles ever loaded in million	0.8	0.9	1.1	1.3	1.3	1.5	1.8	2.0	2.2	2.2	2.4	2.6	2.7	2.9	2.9	3.1	3.3	3.5	3.7	3.7	
Average number of profiles acquired daily	2,300	2,600	2,300	2,037	2,309	2,440	2,800	2,380	2,011	2,408	1,907	1,780	1,713	2,300	1,932	1,860	2,097	2,065	1,726	1,926	
99acres*																					
Number of listings in '000 (free+paid)	70	86	65	92	312	94	89	91	209	482	238	279	279	287	1083	246	213	178	167	804	
Number of paid listings in '000	6	8	11	15	13	20	25	24	44	113	104	237	248	255	843	216	184	150	136	687	
Net Sales in Rs million	279	317	363	436	1,395	465	526	548	650	2,189	631	654	589	577	2,451	529	552	589	653	2,323	
Recruitment Solutions	260	294	333	389	1,277	422	473	486	583	1,964	556	564	498	499	2,117	443	460	500	551	1,954	
Other Verticals	19	23	30	47	118	43	53	62	67	225	75	90	91	78	334	86	92	89	102	369	
Jeevansathi															170					199	
99acres															139					133	
Allcheckdeals (till it was a division)+Shiksha+Brij															25					37	
Operating EBITDA in Rs million	73	60	117	116	366	118	162	154	200	634	167	155	149	181	652	129	142	179	216	666	
Recruitment Solutions	101	90	138	127	456	160	192	187	276	816	242	241	199	239	922	173	175	218	240	803	
Other Verticals	(28)	(30)	(21)	(11)	(90)	(42)	(30)	(33)	(76)	(182)	(75)	(86)	(50)	(58)	(270)	(44)	(33)	(39)	(24)	(137)	
Jeevansathi															(47)					(1)	
99acres															(6)					(38)	
Allcheckdeals+Shiksha+Brij															(128)					(68)	
Headcount (including All Check Deals Pvt Ltd., a subsidiary)	951	1,030	1,095	1,205	1,205	1,267	1,379	1,501	1,656	1,656	1,798	1,794	1,723	1,676	1,676	1,562	1,494	1,536	1,555	1,555	

Recruitment Solutions comprise of Naukri.com+NaukriGulf.com+Quadangle+Job Seeker Services+Firstnaukri

Other Verticals comprised of Jeevansathi+99acres+allcheckdeals+Shiksha+Brij till FY 13-14. Brij was launched in Aug, 07, Allcheckdeals in Nov, 07 and Shiksha in May, 08

In Jeevansathi we have discontinued disclosing operating details for competitive reasons

The figures stated above, are based on data which the Company believes is reliable and representative

* the entire data for 99acres have been restated (in April, 2011) for consistency

The figures are neither audited nor verified by any external agency

Q1 means the period April 1 to June 30

FY means the financial year starting April 1 and ending March 31 of the subsequent year

e.g. FY 2010-11 means the period April 1, 2010 to March 31, 2011

INFO EDGE (INDIA) LIMITED (Standalone)

DATASHEET	FY 2010-11					FY 2011-12					FY 2012-13					FY 2013-14									
	Q1	Q2	Q3	Q4	FY	Q1	Q2	Q3	Q4	FY	Q1	Q2	Q3	Q4	FY	Q1	Q2	Q3	Q4	FY					
As at end of / during																									
Naukri.com																									
Number of resumes on Naukri.com (rounded off to nearest million)	22	23	24	25	25	26	27	28	29	29	30	31	32	33	33	34	35	36	37	37					
Average number of resumes added daily in '000	13	13	10	11	12	12	12	11	9	11	13	11	10	12	12	12	11	10	10	11					
Average number of resumes modified daily in '000	70	75	70	73	72	79	99	86	102	91	119	129	107	112	116	136	138	121	127	131					
Number of unique customers	20,900	21,100	21,000	22,700	42,000	22,900	23,500	23,500	25,000	46,000	25,000	25,000	25,000	26,000	48,000	27,000	27,000	27,000	29,000	51,000					
% Revenue of Naukri.com from																									
- IT Services/ IES	27%	26%	27%	25%	26%	25%	25%	25%	26%	25%	25%	25%	26%	26%	26%	26%	27%	27%	28%	27%					
- BFSI	5%	5%	5%	5%	5%	5%	5%	5%	5%	5%	4%	4%	4%	5%	5%	5%	5%	5%	5%	5%					
- Infrastructure	21%	20%	22%	22%	22%	21%	21%	21%	20%	21%	20%	20%	20%	19%	20%	19%	18%	18%	18%	18%					
% revenue of Naukri.com from 10% of unique customers					59%					61%					61%					62%					
Jeevansathi																									
Number of profiles ever loaded in million	3.8	3.9	4.1	4.3	4.3	4.5	4.7	4.9	5.0	5.0	5.2	5.4	5.5	5.6	5.6	5.7	5.9	6.0	6.1	6.1					
Average number of profiles acquired daily	1,646	1,860	1,750	1,980	1,809	2,122	1,991	2,131	1,899	2,036	1,747	1,622	1,374	1,318	1,516	1,464	1,411	1,574	1,553	1,501					
99acres*																									
Number of listings in '000 (free+paid)	160	179	201	234	774	253	314	320	389	1,276	416	483	486	515	1,906	524	685	671	673	2,554					
Number of paid listings in '000	127	146	161	197	632	211	259	265	324	1,060	343	406	410	428	1,590	427	561	546	532	2,067					
Net Sales in Rs million	659	712	751	815	2,937	867	911	920	1,059	3,756	1,060	1,076	1,064	1,170	4,372	1,208	1,236	1,234	1,382	5,060					
Recruitment Solutions	548	590	620	667	2,425	700	747	746	848	3,042	834	846	822	895	3,387	901	903	911	1,005	3,720					
Other Verticals	111	122	131	148	512	167	163	174	211	714	226	230	242	285	985	307	333	323	377	1,340					
Jeevansathi					221					254					323					360					
99acres					238					347					516					759					
Allcheckdeals (till it was a division)+Shiksha+Brij					63					119					142					220					
Operating EBITDA in Rs million	204	214	274	284	977	316	322	349	435	1,423	366	364	351	391	1,475	363	436	417	473	1,689					
Recruitment Solutions	230	273	302	293	1,098	343	363	378	466	1,550	416	417	398	435	1,658	453	458	449	519	1,879					
Other Verticals	(25)	(59)	(27)	(9)	(120)	(27)	(41)	(29)	(31)	(127)	(49)	(53)	(37)	(44)	(183)	(90)	(22)	(32)	(46)	(190)					
Jeevansathi					(41)					(49)					(73)					(67)					
99acres					4					1					(6)					(48)					
Allcheckdeals+Shiksha+Brij					(83)					(79)					(101)					(74)					
Headcount (including All Check Deals Pvt Ltd., a subsidiary)	1,635	1,761	1,816	1,901	1,901	2,024	2,126	2,180	2,315	2,315	2,453	2,497	2,521	2,678	2,678	2,781	2,722	2,796	3,168	3,168					

Recruitment Solutions comprise of Naukri.com+NaukriGulf.com+Quadangle+Job Seeker Services+Firstnaukri

Other Verticals comprised of Jeevansathi+99acres+allcheckdeals+Shiksha+Brij till FY 13-14. Brij was launched in Aug, 07. Allcheckdeals in Nov, 07 and Shiksha in May, 08

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INFO EDGE (INDIA) LIMITED (Standalone)

DATASHEET	FY 2014-15					FY 2015-16					FY 2016-17		
	Q1	Q2	Q3	Q4	FY	Q1	Q2	Q3	Q4	FY	Q1	Q2	Q3
As at end of during													
Naukri.com													
Number of resumes on Naukri.com (rounded off to nearest million)	38	39	40	41	41	42	44	45	46	46	47	49	50
Average number of resumes added daily in '000	12	13	9	10	11	13	13	11	13	12	15	15	13
Average number of resumes modified daily in '000	116	135	124	133	126	166	185	163	195	177	238	248	211
Number of unique customers	30,800	31,000	31,000	32,800	57,000	33,700	34,000	33,900	36,300	61,000	37,000	37,500	38,800
% Revenue of Naukri.com from													
- IT Services/ITES	28%	29%	28%	31%	29%	29%	29%	30%	30%	30%	30%	29%	30%
- BFSI	5%	5%	5%	5%	5%	5%	5%	4%	5%	5%	5%	5%	5%
- Infrastructure	17%	17%	17%	16%	17%	16%	15%	15%	15%	15%	15%	14%	14%
% revenue of Naukri.com from 10% of unique customers					59%					65%			
Jeevansathi													
Number of profiles ever loaded in million	6.3	6.5	6.6	6.8	6.8	7.0	7.2	7.4	7.6	7.6	7.8	8.0	8.2
Average number of profiles acquired daily	1,496	1,849	1,872	2,050	1,814	2,131	2,455	2,241	1,925	2,184	1,780	2,280	2,455
99acres													
Number of listings in '000 (free-paid)	772	834	852	964	3422	900	1042	1055	1098	4135	1,146	1,104	984
Number of paid listings in '000	603	609	588	663	2464	623	728	748	747	2846	771	770	678
Segment Revenue in Rs million													
Recruitment Solutions	1,041	1,072	1,084	1,252	4,449	1,247	1,282	1,294	1,489	5,312	1,461	1,449	1,468
99acres (real estate)	226	245	230	303	1,004	253	278	259	317	1,107	294	323	281
Others	183	158	143	178	662	218	181	181	236	816	259	227	208
Total Net Sales/ Income from Operations	1,450	1,475	1,457	1,733	6,115	1,718	1,741	1,734	2,042	7,235	2,014	1,998	1,957
Profit/ (Loss) Before Tax (Segment) in Rs million													
Recruitment Solutions	538	538	534	695	2,305	640	682	641	789	2,752	747	776	794
99acres (real estate)	(48)	(105)	(150)	(76)	(379)	(363)	(272)	(213)	(134)	(981)	(179)	(120)	(136)
Others (Jeevansathi and Shiksha)	(3)	(29)	(41)	(36)	(109)	(35)	(83)	(48)	(9)	(175)	(9)	(12)	(56)
Total	487	404	343	583	1,817	242	327	380	647	1,596	559	644	602
Less unallocatable expenses					200	50	44	50	84	228	56	50	58
Add unallocated income					766	213	195	216	203	827	221	228	229
Exceptional item					292			(115)		(115)			
Profit Before Tax	487	404	343	583	2,675	405	478	431	767	2,061	724	822	773
Headcount (including All Check Deals Pvt Ltd., a subsidiary)	3,406	3,681	3,701	3,817	3,817	4,049	4,124	4,082	4,195	4,195	4,284	4,091	4,063

Recruitment Solutions comprise of Naukri.com+NaukriGulf.com+Quadrangle+Job Seeker Services+Firstnaukri

Other Verticals comprised of Jeevansathi+99acres+allcheckdeals+Shiksha+Brijji till FY 13-14. Brijji was launched in Aug, 07. Allcheckdeals in Nov, 07 and Shiksha in May, 08

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In Q1 FY 15-16 we have started reporting segment wise results. Accordingly numbers for FY 14-15 (including each quarter of FY 14-15) have been recast basis best estimates

The Q1 FY 16-17 financial nos. are based on previous Indian GAAP (vs Ind AS)

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