

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	#####	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/ITES	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 (init was a division)+Shiksha+Brijj															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															(95)					(38)	
Allcheckdeals+Shiksha+Brijj															(128)					(98)	
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+Quadrangle+Job Seeker Services+Firshaukri

Other Verticals comprised of Jeevansathi+99acres+allcheckdeals+Shiksha+Brijj till FY 13-14. Brijj 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	FY2010-11					FY2011-12					FY2012-13					FY2013-14									
	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	115	129	107	112	116	136	139	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	#####	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/ITES	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	1278	419	483	488	515	1906	524	685	671	673	2554					
Number of paid listings in '000	127	146	161	197	632	211	259	265	324	1060	343	408	410	428	1590	427	561	546	532	2067					
Net Sales in Rs million	659	712	751	815	2,937	867	911	920	1,059	3,756	1,060	1,078	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	885	3,387	901	903	911	1,005	3,720					
Other Verticals	111	122	131	148	512	167	163	174	211	714	226	232	242	285	985	307	333	323	377	1,340					
Jeevansathi					221					254					323					360					
99acres					228					347					516					759					
Allcheckdeals (till it was a division)+Shiksha+Brijj					63					113					142					220					
Operating EBITDA in Rs million	204	214	274	284	977	316	322	349	435	1,423	369	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	418	417	388	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)					(75)					(67)					
99acres					4					1					(8)					(48)					
Allcheckdeals+Shiksha+Brijj					(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	2,798	3,168	3,168					

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

Other Verticals comprised of Jeevansathi+99acres+allcheckdeals+Shiksha+Brijj till FY 13-14. Brijj 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 2014-15					FY 2015-16					FY 2016-17				
	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)	38	39	40	41	41	42	44	45	46	46	47	49	50	51	51
Average number of resumes added daily in '000	12	13	9	10	11	13	13	11	13	12	15	15	13	16	15
Average number of resumes modified daily in '000	116	135	124	133	128	166	185	163	195	177	238	248	211	245	235
Number of unique customers	30,800	31,000	31,000	32,800	57,000	33,700	34,000	33,900	36,300	####	37,000	37,500	38,800	39,000	65,500
% Revenue of Naukri.com from															
- IT Services/ITES	28%	29%	28%	31%	29%	29%	29%	30%	30%	30%	30%	29%	30%	31%	30%
- BFSI	5%	5%	5%	5%	5%	5%	5%	4%	5%	5%	5%	5%	5%	5%	5%
- Infrastructure	17%	17%	17%	16%	17%	16%	15%	15%	15%	15%	15%	14%	14%	13%	14%
% revenue of Naukri.com from 10% of unique customers					59%					65%					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	8.5	8.5
Average number of profiles acquired daily	1,486	1,849	1,872	2,050	1,814	2,131	2,455	2,241	1,925	2,184	1,780	2,280	2,455	3,045	2,390
99acres*															
Number of listings in '000 (free+paid)	772	834	852	964	3423	900	1042	1095	1098	4135	1,146	1,104	984	1,038	4,273
Number of paid listings in '000	603	609	588	663	2464	623	728	748	747	2846	771	770	678	686	2,906

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

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

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

The Q1 to Q4 FY 16-17 and the full FY 16-17 financial nos. are based on IGAAP (previous Indian GAAP) vs Ind AS

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 2014-15					FY 2015-16					FY 2016-17				
	Q1	Q2	Q3	Q4	FY	Q1	Q2	Q3	Q4	FY	Q1	Q2	Q3	Q4	FY
As at end of/during															
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	1,626	6,004
99acres (real estate)	226	245	230	303	1,004	253	278	259	317	1,107	294	323	281	335	1,233
Others	183	158	143	178	662	218	181	181	236	816	259	227	208	278	972
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	2,239	8,208
Deferred Sales Revenue (IGAAP) in Rs million															
Recruitment Solutions						1,599	1,447	1,446	1,702	1,702	1,895	1,726	1,680	1,998	1,998
99acres (real estate)						131	138	134	177	177	159	184	150	207	207
Others						146	140	156	185	185	148	145	171	218	218
Total						1,876	1,725	1,736	2,063	2,063	2,202	2,056	2,001	2,423	2,423
Deferred Sales Revenue (Ind AS) in Rs million															
Recruitment Solutions						2,068	1,910	1,888	2,210	2,210	2,425	2,150	2,168	2,556	2,556
99acres (real estate)						273	289	279	359	359	358	398	384	501	501
Others						193	187	205	244	244	211	199	238	310	310
Total						2,533	2,385	2,373	2,814	2,814	2,993	2,747	2,790	3,367	3,367
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	947	3,264
99acres (real estate)	(48)	(105)	(150)	(76)	(379)	(363)	(272)	(213)	(134)	(981)	(179)	(120)	(136)	(51)	(486)
Others (Jeevansathi and Shiksha)	(3)	(29)	(41)	(36)	(109)	(35)	(83)	(48)	(9)	(175)	(9)	(12)	(56)	(8)	(85)
Total	487	404	343	583	1,817	242	327	380	647	1,596	559	644	602	888	2,693
Less unallocatable expenses					200	50	44	50	84	228	56	50	58	91	255
Add unallocated income					766	213	195	216	203	827	221	228	229	252	930
Exceptional item					292			(115)		(115)					
Profit Before Tax	487	404	343	583	2,675	405	478	431	767	2,081	724	822	773	1,049	3,368
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	4,012	4,012

Recruitment Solutions comprise of Naukri.com+NaukriGulf.com+Quadrangle+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

From 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 to Q4 FY 16-17 and the full FY 16-17 financial nos. are based on IGAAP (previous Indian GAAP) vs Ind AS

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