

INFO EDGE (INDIA) LIMITED (Standalone)

DATASHEET As at end of/ during	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
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/ 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%
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															(95)					(38)
- Allcheckdeals+Shiksha+Brij															(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
Headcount in client facing roles (mainly Sales)																				

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

As at end of/ during	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
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	12	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	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/ 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%	4%	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%
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	1060	1078	1064	1170	4,372	1208	1236	1234	1382	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	1005	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+Brij					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	363	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+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	2,798	3,168	3,168

Recruitment Solutions comprise of Naukri.com+NaukriGulf.com+Quadrangle+Job Seeker Services+Firstnaukri
 Other Verticals comprised of 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
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As at end of/ during	FY 2014-15					FY 2015-16					FY 2016-17					FY 2017-18					
	Q1	Q2	Q3	Q4	FY	Q1	Q2	Q3	Q4	FY	Q1	Q2	Q3	Q4	FY	Q1	Q2	Q3	Q4	FY	
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	53	54	56	57	57	57
Average number of resumes added daily in '000	12	13	9	10	11	13	13	11	13	12	15	15	13	16	15	18	17	15	16	17	17
Average number of resumes modified daily in '000	116	135	124	133	128	166	185	163	195	177	238	248	211	245	235	264	287	294	330	294	294
Number of unique customers (IGAAP)-Revenue	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	39,000	65,500	38,903	-	-	-	-	-
% Revenue of Naukri.com from																					
- IT Services/ ITES	28%	29%	28%	31%	29%	29%	29%	30%	30%	30%	30%	29%	30%	31%	30%	29%	-	-	-	-	0%
- BFSI	5%	5%	5%	5%	5%	5%	5%	4%	5%	5%	5%	5%	5%	5%	5%	5%	-	-	-	-	0%
- Infrastructure	17%	17%	17%	16%	17%	16%	15%	15%	15%	15%	15%	14%	14%	13%	14%	14%	-	-	-	-	0%
% revenue of Naukri.com from 10% of unique customers					59%					65%					65%					-	0%
Number of unique customers (Ind AS)-Revenue						40,045	40,663	40,362	42,395	65,147	43,801	44,317	43,614	46,335	70,517	47,216	47,420	48,297	50,567	75,974	75,974
% Revenue of Naukri.com from																					
- IT Services/ ITES						30%	29%	29%	31%	30%	30%	30%	30%	31%	30%	30%	29%	29%	30.6%	30%	30%
- BFSI						5%	5%	5%	5%	5%	5%	5%	5%	5%	5%	5%	5%	5%	5.5%	5%	5%
- Infrastructure						16%	16%	15%	14%	15%	15%	15%	14%	14%	14%	14%	14%	14%	13.3%	14%	14%
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	1,032	1,070	1,036	1,081	4,219	4,219
Number of paid listings in '000	603	609	588	663	2464	623	728	748	747	2846	771	770	678	686	2,906	666	693	652	677	2,687	2,687

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
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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
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As at end of/ during	FY 2014-15					FY 2015-16					FY 2016-17					FY 2017-18					
	Q1	Q2	Q3	Q4	FY	Q1	Q2	Q3	Q4	FY	Q1	Q2	Q3	Q4	FY	Q1	Q2	Q3	Q4	FY	
Segment Billing in Rs million																					
Recruitment Solutions	1,201	981	1,048	1,570	4,798	1,337	1,156	1,284	1,757	5,535	1,622	1,284	1,442	1,982	6,329	1,821	1,464	1,632	2,163	7,079	7,079
99acres (real estate)	237	258	212	342	1,049	251	284	254	361	1,151	277	349	246	392	1,263	298	333	378	562	1,571	1,571
Others	174	153	156	200	683	208	175	199	267	848	225	225	235	328	1,014	297	228	274	318	1,117	1,117
Total Billing	1,612	1,391	1,415	2,112	6,531	1,796	1,616	1,737	2,386	7,534	2,123	1,857	1,923	2,703	8,606	2,416	2,025	2,283	3,042	9,767	9,767
Segment Revenue in Rs million (Ind AS)																					
Recruitment Solutions					1,263	1,289	1,314	1,423	5,290	1,440	1,555	1,404	1,555	5,953	1,598	1,648	1,690	1,752	6,687	6,687	6,687
99acres (real estate)					271	268	264	280	1,083	279	308	261	275	1,122	314	326	341	373	1,354	1,354	1,354
Others					213	183	180	228	804	258	237	196	254	945	313	278	240	282	1,113	1,113	1,113
Total Net Sales/ Income from Operations					1,747	1,740	1,758	1,930	7,176	1,976	2,100	1,861	2,084	8,021	2,225	2,252	2,272	2,407	9,155	9,155	9,155
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	2,762	2,618	2,537	2,939	2,939	2,939	2,939
99acres (real estate)					273	289	279	359	359	358	398	384	501	501	485	485	518	705	705	705	705
Others					193	187	205	244	244	211	199	238	310	310	290	245	276	313	313	313	313
Total					2,533	2,385	2,373	2,814	2,814	2,993	2,747	2,790	3,367	3,367	3,537	3,348	3,331	3,956	3,956	3,956	3,956
Profit/ (Loss) Before Tax (Segment) in Rs million (Ind AS)**																					
Recruitment Solutions					640	669	643	704	2,656	708	849	712	844	3,112	853	953	946	908	3,660	3,660	3,660
99acres (real estate)					(356)	(298)	(221)	(186)	(1,061)	(206)	(148)	(161)	(125)	(640)	(112)	(10)	(89)	(149)	(360)	(360)	(360)
Others (Jeevansathi and Shiksha)					(44)	(90)	(55)	(26)	(215)	(18)	(76)	(42)	(141)	(30)	(37)	(61)	(120)	(248)	(248)	(248)	(248)
Total					240	281	367	491	1,379	484	677	2,331	712	906	795	640	795	640	3,052	3,052	3,052
Less unallocatable expenses					51	45	52	87	234	67	62	67	102	298	63	71	60	102	295	295	295
Add unallocated income					193	189	306	97	785	243	18	250	113	625	264	262	220	225	971	971	971
Exceptional Item					-	-	(115)	-	(115)	-	-	-	(40)	(40)	-	(41)	(169)	(703)	(913)	(913)	(913)
Profit Before Tax					381	425	507	502	1,815	661	651	658	649	2,619	913	1,056	786	60	2,814	2,814	2,814
Headcount (including All Check Deals Pvt Ltd., a subsidiary)					4,049	4,124	4,082	4,195	4,195	4,284	4,091	4,063	4,012	4,012	3,970	3,886	3,910	4,038	4,038	4,038	4,038

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** The segment results as per Ind AS w.e.f Q1FY17 have been revised while incorporating higher accuracy level by changing the basis for expense allocation for "Share based compensation cost" from allocation based on segment average head count to actual segment employee wise basis. The change made effective in Q1FY18 has primary increased results for 99acres and Other segment with a corresponding change in unallocated cost respectively. There is no change in the total segment result but only in the inter-se split between the three segments in quarters of FY16-17.

As at end of/ during	FY 2018-19				
	Q1	Q2	Q3	Q4	FY
Naukri.com					
Number of resumes on Naukri.com (rounded off to nearest million)	59	60	61	63	63
Average number of resumes added daily in '000	18	15	12	14	15
Average number of resumes modified daily in '000	350	354	301	340	336
Number of unique customers - Revenue	52,663	53,205	53,569	55,689	84,645
% Revenue of Naukri.com from					
- IT Services/ ITES	30.3%	29.6%	30.5%	30.4%	30.8%
- BFSI	5.6%	5.5%	5.4%	5.6%	5.6%
- Infrastructure	13.7%	13.8%	13.1%	12.9%	13.5%
99acres					
Number of listings in '000 (free+paid)	1040	1,083	1142	1266	4532
Number of paid listings in '000	658	724	753	837	2972

As at end of/ during	FY 2018-19				
	Q1	Q2	Q3	Q4	FY
Segment Billing in Rs million					
Recruitment Solutions	2,101	1,841	1,936	2,598	8,475
99acres (real estate)	409	501	490	667	2,067
Others	324	265	295	344	1,227
Total Billing	2,834	2,607	2,720	3,609	11,770
Segment Revenue in Rs million					
Recruitment Solutions	1,841	1,907	2,037	2,074	7,858
99acres (real estate)	419	452	504	544	1,920
Others	335	291	269	309	1,204
Total Net Sales/ Income from Operations	2,595	2,650	2,811	2,927	10,983
Deferred Sales Revenue in Rs million					
Recruitment Solutions	3,203	3,133	3,023	3,559	3,559
99acres (real estate)	693	737	719	849	849
Others	302	276	303	336	336
Total	4,198	4,146	4,046	4,744	4,744
Profit/ (Loss) Before Tax (Segment) in Rs million					
Recruitment Solutions	1,020	1,013	1,091	1,074	4,198
99acres (real estate)	(129)	(59)	(45)	(43)	(276)
Others (Jeevansathi and Shiksha)	(34)	(84)	(185)	(60)	(364)
Total	858	870	860	971	3,559
Less unallocatable expenses	(68)	(97)	(78)	(107)	(350)
Add unallocated income	236	275	296	304	1,112
Exceptional item	(160)	-	-	(174)	(334)
Profit Before Tax	866	1,048	1,079	994	3,986
Headcount (including All Check Deals Pvt Ltd., a subsidiary)	4,133	4,075	4,135	4,331	4,331