

**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	
<b>Naukri.com</b>																					
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	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	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	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	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%	26%
- BFSI					4-5%	4%	4%	4%	5%	4%	5%	5%	5%	5%	5%	5%	5%	5%	5%	5%	5%
- Infrastructure					20%	20%	21%	22%	22%	21%	22%	23%	23%	21%	22%	22%	23%	23%	21%	22%	22%
% revenue of Naukri.com from 10% of unique customers					62%					63%					61%						59%
<b>Jeevansathi</b>																					
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	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	1,926
Number of unique paid customers	16,745	17,500	19,000	19,200	60,424	20,000	21,700	21,500	24,800	73,552	22,600	23,800	24,300	25,300	80,005	23,370	22,955	23,132	23,669	79,051	79,051
Average amount realised in Rs	1,085	1,272	1,319	1,400	1,459	1,379	1,428	1,396	1,490	1,711	1,649	1,636	1,640	1,710	1,994	1,864	2,069	2,095	2,140	2,409	2,409
<b>99acres*</b>																					
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	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	687
Number of paid transactions in '000	2.4	2.9	4.0	4.0	13.3	4.9	3.5	2.8	5.5	16.7	5.3	5.0	4.4	4.6	19.4	4.9	5.1	4.5	5.2	19.8	19.8
<b>Net Sales in Rs million</b>	279	317	363	436	1,395	465	526	548	650	2,189	631	654	589	577	2,451	529	552	589	653	2,323	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	1,954
Other Verticals	19	23	30	47	118	43	53	62	67	225	75	90	91	78	334	86	92	89	102	369	369
<i>Jeevansathi</i>															170						199
<i>99acres</i>															139						133
<i>Allcheckdeals (till it was a division)+Shiksha+Brij</i>															25						37
<b>Operating EBITDA in Rs million</b>	73	60	117	116	366	118	162	154	200	634	167	155	149	181	652	129	142	179	216	666	666
Recruitment Solutions	101	90	138	127	456	160	192	187	276	816	242	241	199	239	922	173	175	218	240	803	803
Other Verticals	(28)	(30)	(21)	(11)	(90)	(42)	(30)	(33)	(76)	(182)	(75)	(86)	(50)	(58)	(270)	(44)	(33)	(39)	(24)	(137)	(137)
<i>Jeevansathi</i>															(47)						(1)
<i>99acres</i>															(95)						(38)
<i>Allcheckdeals+Shiksha+Brij</i>															(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	1,555

Recruitment Solutions comprise of Naukri.com+NaukriGulf.com+Quadrangle+Job Seeker Services+Firstnaukri  
 Other Verticals comprise of Jeevansathi+99acres+allcheckdeals+Shiksha+Brij. Brij was launched in Aug, 07, Allcheckdeals in Nov, 07 and Shiksha in May, 08  
 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 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
<b>Naukri.com</b>																				
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	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%	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%
<b>Jeevansathi</b>																				
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
Number of unique paid customers	22,674	23,660	22,495	22,738	78,158	23,304	23,004	23,282	23,109	78,369	24,664	26,420	22,781	29,900	87,052	26,000	24,000	24,700	26,030	86,467
Average amount realised in Rs	2,252	2,309	2,375	2,441	2,722	2,491	2,513	2,660	2,887	3,120	3,001	3,075	3,203	2,953	3,636	3,339	3,632	3,535	3,555	4,100
<b>99acres*</b>																				
Number of listings in '000 (free+paid)	160	179	201	234	774	253	314	320	389	1,278	419	483	488	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	408	410	428	1,590	427	561	546	532	2,067
Number of paid transactions in '000	5.5	5.5	5.9	6.8	23.7	6.9	7.9	8.3	10.2	33.2	11.3	12.3	12.6	12.5	48.8	12.9	17.1	14.0	17.2	61.2
<b>Net Sales in Rs million</b>	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
<i>Jeevansathi</i>					221					254					323					360
<i>99acres</i>					228					347					516					759
<i>Allcheckdeals (till it was a division)+Shiksha+Brij</i>					63					113					142					220
<b>Operating EBITDA in Rs million</b>	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)
<i>Jeevansathi</i>					(41)					(49)					(75)					(67)
<i>99acres</i>					4					1					(8)					(48)
<i>Allcheckdeals+Shiksha+Brij</i>					(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 comprise of Jeevansathi+99acres+allcheckdeals+Shiksha+Brij. Brij was launched in Aug, 07, Allcheckdeals in Nov, 07 and Shiksha in May, 08  
 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  
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Q1 means the period April 1 to June 30  
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**INFO EDGE (INDIA) LIMITED (Standalone)**

DATASHEET	FY 2014-15					FY 2015-16	
	Q1	Q2	Q3	Q4	FY	Q1	Q2
<b>Naukri.com</b>							
Number of resumes on Naukri.com (rounded off to nearest million)	38	39	40	41	41	42	44
Average number of resumes added daily in '000	12	13	9	10	11	13	13
Average number of resumes modified daily in '000	116	135	124	133	128	166	185
Number of unique customers	30,800	31,000	31,000	32,800	57,000	33,700	34,000
% Revenue of Naukri.com from							
- IT Services/ ITES	28%	29%	28%	31%	29%	29%	29%
- BFSI	5%	5%	5%	5%	5%	5%	5%
- Infrastructure	17%	17%	17%	16%	17%	16%	15%
% revenue of Naukri.com from 10% of unique customers					59%		
<b>Jeevansathi</b>							
Number of profiles ever loaded in million	6.3	6.5	6.6	6.8	6.8	7.0	7.2
Average number of profiles acquired daily	1,486	1,849	1,872	2,050	1,814	2,131	2,455
Number of unique paid customers	23,922	23,599	27,556	30,692	89,514	29,734	30,951
Average amount realised in Rs	3,758	3,897	3,679	3,586	4,394	3,583	3,514
<b>99acres*</b>							
Number of listings in '000 (free+paid)	772	834	852	964	3423	900	1042
Number of paid listings in '000	603	609	588	663	2464	623	728
Number of paid transactions in '000	18.2	21.0	19.2	20.7	79.2	17.6	24.6
<b>Segment Revenue in Rs million</b>							
Recruitment Solutions	1,041	1,072	1,084	1,252	4,449	1,247	1,282
99acres for real estate	226	245	230	303	1,004	253	278
Others	183	158	143	178	662	218	181
<b>Total Net Sales/ Income from Operations</b>	<b>1,450</b>	<b>1,475</b>	<b>1,457</b>	<b>1,733</b>	<b>6,115</b>	<b>1,718</b>	<b>1,741</b>
<b>Profit/ (Loss) Before Tax (Segment) in Rs million</b>							
Recruitment Solutions	538	538	534	695	2,305	639	682
99acres for real estate	(48)	(105)	(150)	(76)	(379)	(361)	(272)
Others	(3)	(29)	(41)	(36)	(109)	(35)	(83)
<b>Total</b>	<b>487</b>	<b>404</b>	<b>343</b>	<b>583</b>	<b>1,817</b>	<b>243</b>	<b>327</b>
Less unallocatable expenses					200	50	44
Add unallocated income					766	213	195
Exceptional item					292		
<b>Profit Before Tax</b>	<b>487</b>	<b>404</b>	<b>343</b>	<b>583</b>	<b>2,675</b>	<b>406</b>	<b>478</b>
Headcount (including All Check Deals Pvt Ltd., a subsidiary)	3,406	3,681	3,701	3,817	3,817	4,049	4,124

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

Other Verticals comprise of Jeevansathi+99acres+allcheckdeals+Shiksha+Brijj. Brijj was launched in Aug, 07, Allcheckdeals in Nov, 07 and Shiksha in May, 08

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

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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**

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