

June 3, 2020

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

Sub.: Advisory on disclosure of material impact of CoVID 19 pandemic on listed entities under SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015-Re.

Dear Sir,

This is with reference to SEBI Circular no. SEBI/HO/CFD/CMD1/CIR/P/2020/84 dated May 20, 2020 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 Obligations & Disclosure Requirements) Regulations, 2015 (LODR), attached herewith please find the Covid-19 Impact presentation duly updated for the disclosures parameters specified by SEBI in aforesaid Circular about the material impact of Covid-19 pandemic on the Company.

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.

Thanking you,

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



Chintan Thakkar
Whole-time Director & CFO

Info Edge (India) Limited

June 3, 2020

❖ This document is meant for



Disclaimer

Company

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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

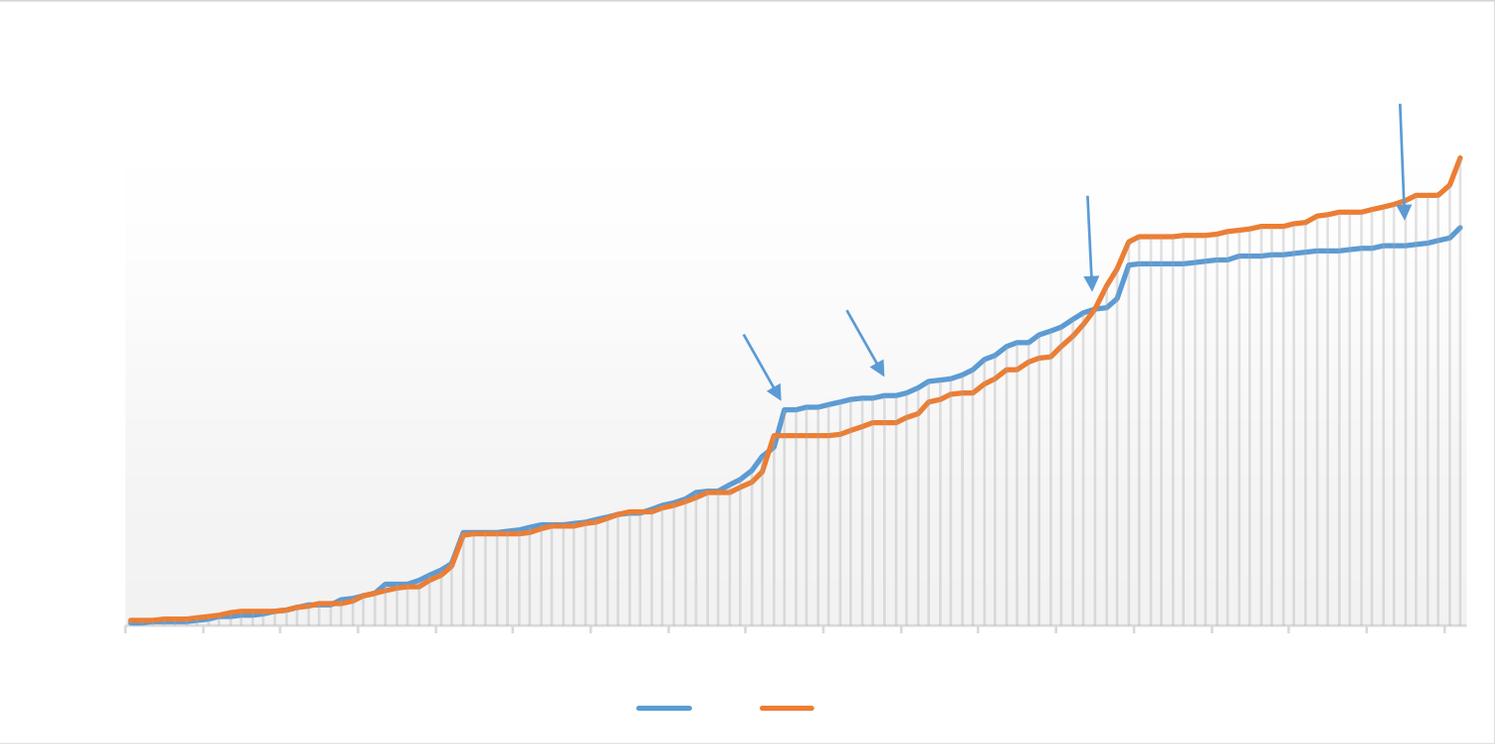
Impact on operating business and estimation of future impact on operations

- 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

Q4 and Apr Collections and COVID-19 Impact – Naukri (India) Sales BU

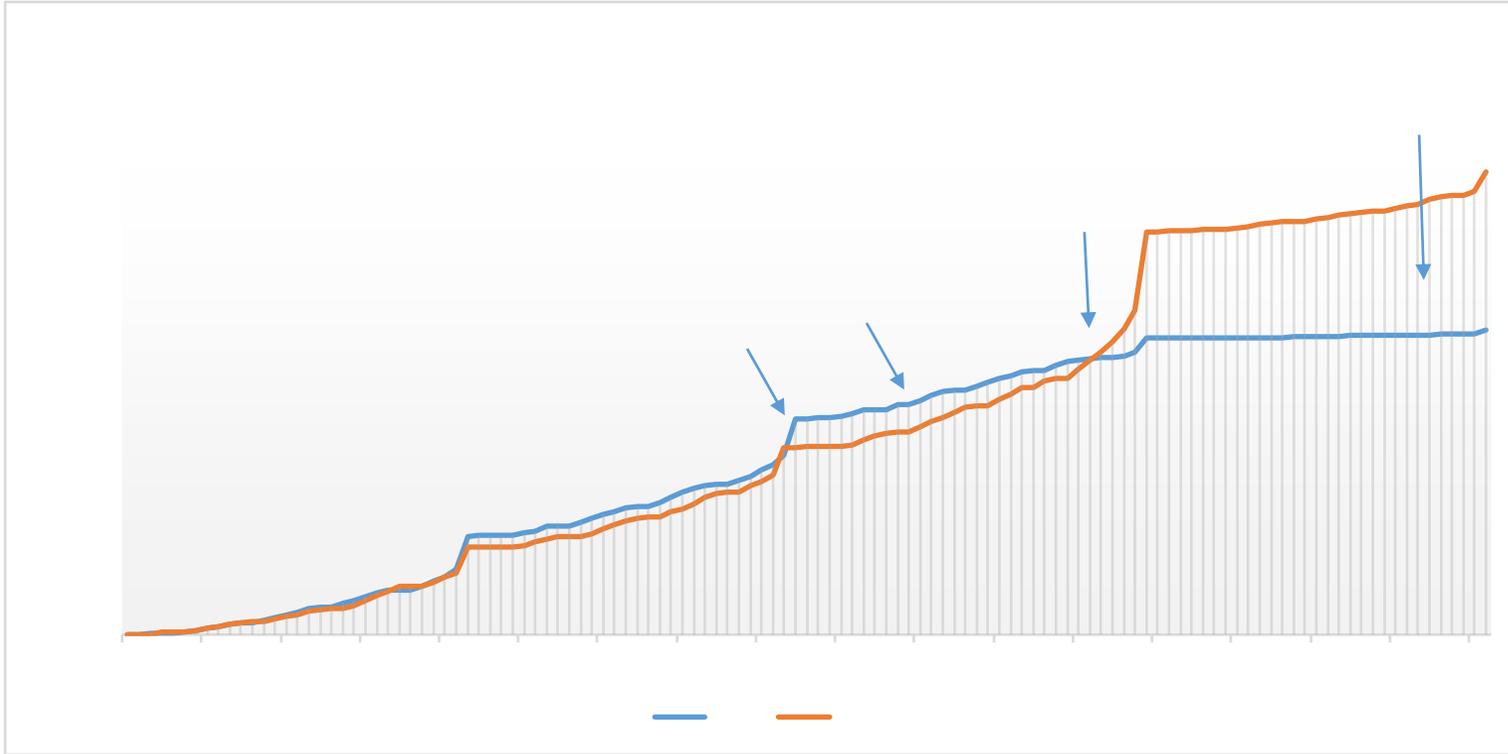


leading to a shortfall of collection of INR 40-44 Cr (had the business

grew at Pre Covid Growth rate for the whole Qtr)

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Q4 and Apr Collections and COVID-19 Impact – 99acres



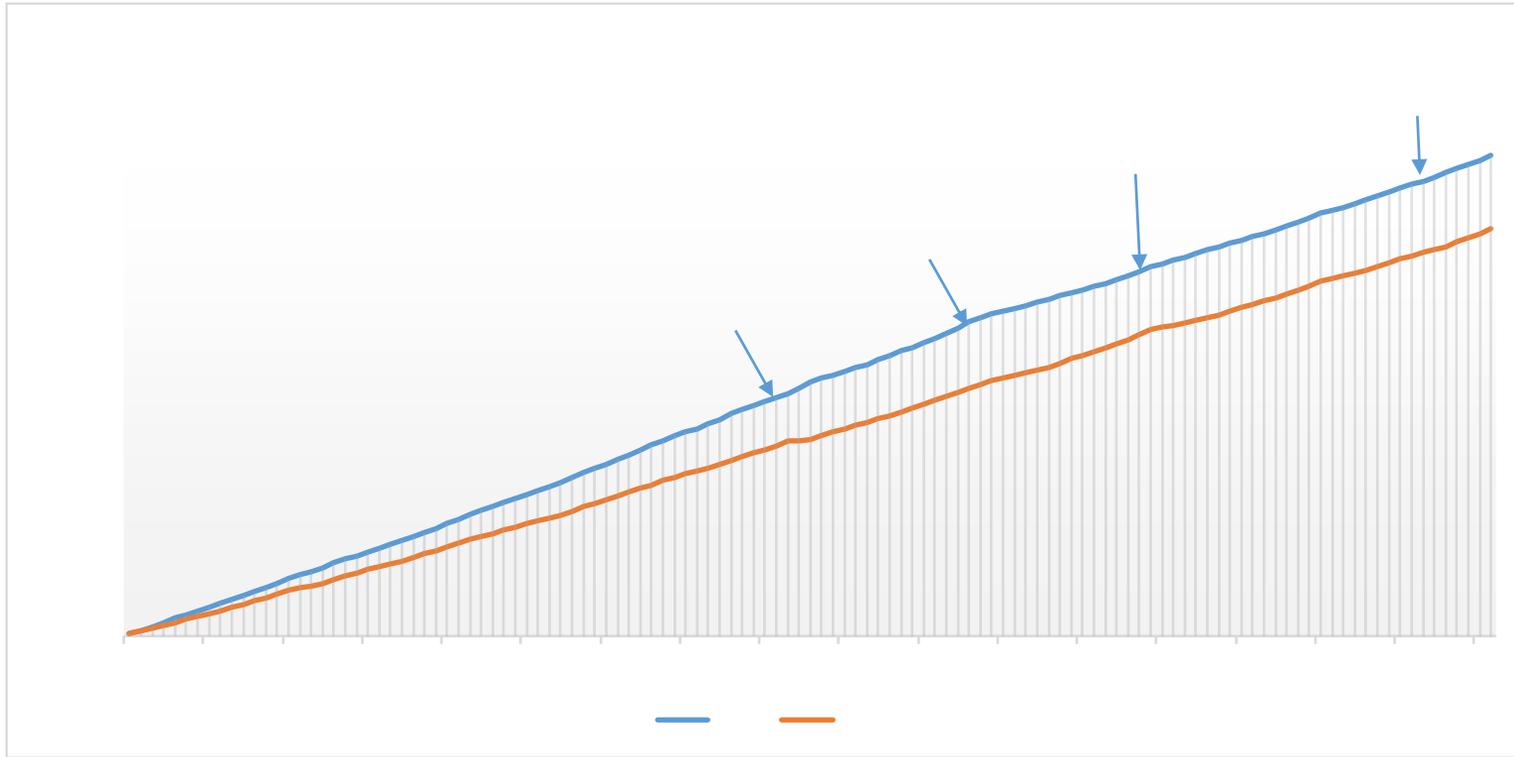
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business grew at Pre Covid Growth rate for the whole Qtr).

leading to a shortfall of collection of INR 25-30 cr (had the

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Q4 and Apr Collections and COVID-19 Impact – Jeevansathi.com



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Key Operating Business Metrics for Naukri (India) and 99acres for FY'20

- **Naukri (India)**

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- **99acres**

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Key Financials - Quarterly Update

All numbers in Rs. Cr except %

Description	Q4'20 #	Q4'19	YOY	Q3'20	Apr'20#
Billing					
Revenue					
Operating EBITDA %					

* m fft m m mnb fft m M m b
 m m M m b mv m bb mffk x m m

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 approximately USD 200 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.

Liquidity, Investments and Cost Structure

- Our fixed and committed costs for FY'20 were approximately in the range of Rs. 600 Cr. 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.

Bank and Debt Market Investments

As on 31st March'20[#]

	IEIL	WOS	ESOP Trust	AIF	Total

As on 30th April'20[#]

	IEIL	WOS	ESOP trust	AIF	Total

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IE Venture Fund I - AIF

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