sale



INFO EDGE

Q2 revenue grew 37% YoY, outperforming consensus, with broad-

Strong real estate and recruitment business pickup

based uptick across Naukri, 99acres and other verticals

Technology & Internet

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# Reiterate BUY on buoyant outlook for Naukri and 99acres; TP revised to Rs 7,700 (vs. Rs 6,530) on rollover

PAT surged 163x YoY due to gains flowing through from Zomato stake

**Robust revenue growth:** INFOE reported Q2FY22 sales growth of 37% YoY, beating consensus estimates of ~36%. Growth was broad-based across segments, with Naukri/99acres/Jeevansaathi up 41%/33%/25% YoY. The number of resumes uploaded on Naukri increased 10% YoY and IT services formed the highest share (35.9%) of the recruitment platform's revenues.

EBITDA margin stood at 30.2%, up 10pps YoY. Advertisement and employee expenses were down 200/760bps YoY. Billing for Naukri.com/ 99acres/ Other verticals was up 74%/ 46%/ 21%, YoY. PAT jumped 163x YoY because of mark -to-market unrealized gains of Rs92.9bn from Zomato stake sale and 67.5% growth in other income. Deferred sale was up 55%/43%/ 21% for recruitment, 99acres and other verticals, respectively signaling strong future revenue growth.

**Real estate sector pickup:** While 99acres' revenue growth did recover in Q1FY22, the rebound has been pronounced this quarter. Lockdowns hit the real estate market hard in April and May, particularly in two prominent locations of Mumbai and Bengaluru. While the top metros in the south and west are recovering, Delhi remains an area of concern. The NCR real estate market has started to revive only recently. The recovery stems from an increase in affordability, rise in demand for bigger homes post pandemic and stamp duty incentives in certain parts of India.

**Recruitment market buzzing:** Naukri saw 22% YoY growth in the daily number of resumes added in Q2FY22 and IIMJobs posted 110% revenue growth. Post Covid, demand for talent has risen sharply across sectors. While this will help revenue growth, employee cost will increase for INFOE as well, impacting its margin. Besides IT, demand for talent has picked up in the retail, travel and banking sectors. Management is focusing on a strategy to monetise the recruitment platform.

**Maintain BUY:** We expect demand for INFOE's recruitment, real estate and educational portals to keep growing, but anticipate a YoY slowdown in Q3FY22 due to the base effect. We raise EPS estimates post Q2, update the latest valuations of Zomato and PolicyBazaar, and roll over to a new SOTP-based TP of Rs 7,700. BUY.

BOB Capital Markets Ltd is a wholly owned subsidiary of Bank of Baroda Important disclosures, including any required research certifications, are provided at the end of this report.

### Key changes

	Target	Rating				
	<b>A</b>	<►				
Ticke	er/Price	INFOE IN/Rs 6,343				
Mark	et cap	US\$ 11.0bn				
Free	float	62%				
3M A	NDV	US\$ 38.2mn				
52wk high/low		Rs 7,465/Rs 3,784				
Prom	noter/FPI/DII	38%/38%/24%				

Source: NSE | Price as of 15 Nov 2021

### Key financials

Y/E 31 Mar	FY21A	FY22E	FY23E
Total revenue (Rs mn)	10,986	14,107	16,964
EBITDA (Rs mn)	2,772	4,742	5,749
Adj. net profit (Rs mn)	2,739	4,585	5,342
Adj. EPS (Rs)	21.3	35.6	41.5
Consensus EPS (Rs)	21.3	28.5	34.4
Adj. ROAE (%)	7.8	6.2	5.2
Adj. P/E (x)	298.0	178.0	152.8
EV/EBITDA (x)	293.5	171.0	135.9
Adj. EPS growth (%)	(16.7)	67.4	16.5

Source: Company, Bloomberg, BOBCAPS Research

### Stock performance



Source: NSE





# **Other highlights**

- Demand for IT professionals continued to gather momentum and the sector witnessed 85% YoY growth in recruitment numbers in Oct'21. Hiring activity has also grown in retail (by 51% YoY), hospitality/travel (48%), education (41%) and banking/financial services (39%), per Naukri's Oct'21 Jobspeak index.
- JobHai.com, INFOE's blue collar hiring platform, is being tested in the Delhi-NCR market.
- IIMJobs, the company's premium hiring platform, showed robust revenue growth (110% YoY) as well as profitability in Q2FY22, albeit on a small base.
- Traffic on property portal 99acres has started recovering from July onwards.
- INFOE will continue to spend on Jeevansaathi's marketing, especially in the Hindispeaking belt.

(Rs mn)	Q2FY22	Q2FY21	YoY (%)	Q1FY22	QoQ (%)	H1FY22	H1FY21	YoY (%)
Revenue	3,517	2,561	37.3	3197	10.0	6,714	5,363	25.2
Operating Expenditure	2,454	2,046	20.0	2200	11.5	4,654	3,801	22.4
Cost of revenues	1,837	1,544	19.0	1,742	5.5	3,578	3,044	17.6
as % of sales	52.2	60.3	-	54.5	-	53.3	56.8	(6.1)
SG&A expenses	617	502	23.0	459	34.6	1,076	757	42.0
as % of sales	17.5	19.6	-	14.3	-	16.0	14.1	13.4
EBITDA	1,063	516	106.2	997	6.6	2,060	1,561	31.9
Depreciation	99	110	(9.8)	103	(3.9)	202	221	(8.5)
EBIT	964	406	137.7	894	7.9	1,858	1,340	38.6
Other Income	440	263	67.5	410	7.5	850	466	82.5
Extraordinary items	92,938	-	-	-	-	92,938	0	-
PBT	94,330	654	14,324.0	1,290	7,211.0	95,620	1,776	5,285.0
Total Tax	10,773	142	7,464.0	280	3,747.0	11,053	432	2,459.0
Adjusted PAT	83,557	512	16,235.0	1,010	8,172.0	84,567	1,344	6,193.0
(Profit)/loss from JV's/Ass/MI	-	-	-	-	-	-	-	-
Reported PAT	83,557	512	16,235.0	1,010	8,172.0	84,567	1,344	6,193.0
Reported EPS	649.5	4.2	15,506.0	8	8,172.0	657	11	5,852.0
Margins (%)								
EBITDA	30.2	20.1	1,010.0	31.2	(100.0)	30.7	29.1	160.0
EBIT	27.4	15.8	1,160.0	28.0	(50.0)	27.7	25.0	270.0
EBT	2,682.3	25.5	265,670.0	40.4	264,190.0	1,424.2	33.1	139,110.0
PAT	2,375.9	20.0	235,600.0	31.6	234,430.0	1,259.6	25.1	123,450.0
Effective Tax rate	11.4	21.8	(10.0)	21.7	0	11.6	24.3	(1,280.0)

## Fig 1 – Quarterly performance

Source: BOBCAPS Research, Company



# Valuation methodology

Baking in extraordinary income flow-through from mark-to-market gains on the Zomato stake sale, higher revenue growth and operating margin leverage at jobs portal Naukri, we raise our FY22/FY23/FY24 EPS estimates by 1582%/5%/5%. On factoring in the revised estimates, updating the latest valuations for Zomato and PolicyBazaar and rolling forward to Sep'23E valuations, we arrive at a revised SOTP-based TP of Rs 7,700 for INFOE (vs. Rs 6,530).

Our SOTP method values (1) Naukri.com at 110.6x Sep'23E P/E, based on the average one-year forward post Covid multiple of INFOE sans Zomato and PolicyBazaar valuation, and (2) 99acres/Jeevansaathi.com at an unchanged 18x/12x sales. Zomato is valued at US\$ 16.9bn and PolicyBazaar at US\$ 8.8bn, both per current market valuations.

### Fig 2 – Revised estimates

(Rs mn)		New			Old		C	Change (%)	
(((3 1111)	FY22E	FY23E	FY24E	FY22E	FY23E	FY24E	FY22E	FY23E	FY24E
Revenue	14,107	16,964	19,784	13,804	16,488	19,225	2.2	2.9	2.9
YoY growth (%)	28.4	20.2	16.6	25.6	19.4	16.6	-	-	-
EBITDA	4,742	5,749	6,633	4,495	5,389	6,216	5.5	6.7	6.7
EBITDA, margin (%)	33.6	33.9	33.5	32.6	32.7	32.3	-	-	-
PAT	74,130	5,342	5,918	4,408	5,086	5,623	1581.6	5.0	5.3
EPS (Rs)	575.6	41.5	46.0	34.2	39.5	43.7	1581.6	5.0	5.3

Source: BOBCAPS Research

## Fig 3 – Key assumptions

FY21	FY22E	FY23E	FY24E
10,986	14,107	16,964	19,784
(13.7)	28.4	20.2	16.6
25.2	33.6	33.9	33.5
	<b>10,986</b> (13.7)	10,986         14,107           (13.7)         28.4	10,986         14,107         16,964           (13.7)         28.4         20.2

Source: Company, BOBCAPS Research

### Fig 4 – Valuation summary

SOTP valuation	Method	Value (Rs mn)	% stake	Value of the stake (Rs mn)	Value per share (Rs)	% of total value
Naukri.com	110.6x P/E	582,715	100	582,715	4,529	59
99acres	18x sales	48,684	100	48,684	378	5
Jeevansathi	12x sales	29,220	100	29,220	227	3
Zomato	Valued at US\$ 16.9bn	1,261,780	15	192,926	1,500	19
PolicyBazaar	Valued at US\$ 8.8bn as implied by latest transaction	668,800	14	92,963	723	9
Other investments	Book value	5,059	na	5,059	39	1
Cash and Cash equivalent	Book value	38,800	100	38,800	302	4
Target price (Rs/sh)		-	-	-	7,700	-
Source: BOBCAPS Research						



## Fig 5 – Peer comparison

Company	Price	Мсар	Rating	Target Price	Revenue CAGR	EPS CAGR	P/E (	x)		ROE (%)	
Company	(Rs/sh)	(Rs mn)	Rating	(Rs)	FY21-24E (%)	FY21-24E (%)	FY22	FY23	FY21	FY22	FY23
INFOE IN	6342.7	816,838	BUY	7,700	24.3	39.7	11	153	7.8	6.2	5.2
INMART IN	7662.7	232,946	BUY	8,430	21.5	18.4	67	56	30.3	19.6	19.8
AFFLE IN	1198.9	32,011	BUY	1,390	51.8	35.9	98	62	37.6	14.5	18.7
JUST IN	774.15	47,842	BUY	1,190	9.1	(0.3)	78	28	16.8	3.4	6.2

Source: BOBCAPS Research

# **Key risks**

- A key downside risk to our estimates is the real estate sector taking longer to recover post Covid 2.0.
- Delayed profitability of 99acres and other verticals.

# Sector recommendation snapshot

Company	Ticker	Market Cap (US\$ bn)	Price (Rs)	Target (Rs)	Rating
Affle (India)	AFFLE IN	0.4	1,199	1,390	BUY
Coforge	COFORGE IN	4.6	5,496	6,680	BUY
eClerx Services	ECLX IN	1.2	2,466	2,880	BUY
HCL Technologies	HCLT IN	42.7	1,171	1,440	BUY
IndiaMart InterMesh	INMART IN	3.1	7,667	8,430	BUY
Info Edge	INFOE IN	11.0	6,343	7,700	BUY
Infosys	INFO IN	102.2	1,787	2,000	BUY
Just Dial	JUST IN	0.6	774	1,190	BUY
L&T Infotech	LTI IN	17.0	7,197	7,980	BUY
Mindtree	MTCL IN	10.9	4,931	3,390	SELL
Mphasis	MPHL IN	8.6	3,423	3,510	HOLD
Persistent Systems	PSYS IN	4.6	4,256	4,170	HOLD
Tata Consultancy Services	TCS IN	179.2	3,553	4,630	BUY
Tech Mahindra	TECHM IN	18.5	1,579	1,890	BUY
Wipro	WPRO IN	48.9	659	840	BUY

Source: BOBCAPS Research, NSE | Price as of 15 Nov 2021



# Financials (Standalone)

## Income Statement

FY20A	FY21A	FY22E	FY23E	FY24E
12,727	10,986	14,107	16,964	19,784
4,027	2,772	4,742	5,749	6,633
414	436	494	594	692
3,614	2,336	4,249	5,155	5,940
(67)	(57)	(73)	(88)	(103)
876	1,188	1,951	2,071	2,071
(1,233)	(32)	92,938	0	0
3,190	3,434	99,065	7,139	7,909
1,133	728	24,935	1,797	1,991
0	0	0	0	0
0	0	0	0	0
2,057	2,706	74,130	5,342	5,918
1,233	32	(92,938)	0	0
3,290	2,739	4,585	5,342	5,918
	<b>12,727</b> 4,027 414 3,614 (67) 876 (1,233) 3,190 1,133 0 0 0 <b>2,057</b> 1,233	12,727         10,986           4,027         2,772           414         436           3,614         2,336           (67)         (57)           876         1,188           (1,233)         (32)           3,190         3,434           1,133         728           0         0           0         0           2,057         2,706           1,233         32	12,727         10,986         14,107           4,027         2,772         4,742           414         436         494           3,614         2,336         4,249           (67)         (57)         (73)           876         1,188         1,951           (1,233)         (32)         92,938           3,190         3,434         99,065           1,133         728         24,935           0         0         0           0         0         0           1,233         32         (92,938)	12,727         10,986         14,107         16,964           4,027         2,772         4,742         5,749           414         436         494         594           3,614         2,336         4,249         5,155           (67)         (57)         (73)         (88)           876         1,188         1,951         2,071           (1,233)         (32)         92,938         0           3,190         3,434         99,065         7,139           1,133         728         24,935         1,797           0         0         0         0           0         0         0         0           0         0         0         0           1,233         32         (92,938)         0

## Balance Sheet

Y/E 31 Mar (Rs mn)	FY20A	FY21A	FY22E	FY23E	FY24E
Accounts payables	592	601	773	930	1,084
Other current liabilities	4,890	5,501	6,379	7,670	8,945
Provisions	549	662	662	662	662
Debt funds	2	1	1	1	1
Other liabilities	761	652	652	652	652
Equity capital	1,223	1,285	1,285	1,285	1,285
Reserves & surplus	23,094	44,357	99,936	103,941	108,378
Shareholders' fund	24,317	45,642	101,221	105,226	109,663
Total liab. and equities	31,110	53,059	109,688	115,141	121,008
Cash and cash eq.	4,254	6,332	62,896	68,282	74,074
Accounts receivables	70	54	77	93	108
Inventories	0	0	0	0	0
Other current assets	8,722	23,545	23,545	23,545	23,545
Investments	14,672	15,000	15,000	15,000	15,000
Net fixed assets	434	318	361	412	471
CWIP	0	0	0	0	0
Intangible assets	41	37	37	37	37
Deferred tax assets, net	335	363	363	363	363
Other assets	2,582	7,410	7,410	7,410	7,410
Total assets	31,110	53,059	109,688	115,141	121,008

### Cash Flows

04011110110					
Y/E 31 Mar (Rs mn)	FY20A	FY21A	FY22E	FY23E	FY24E
Cash flow from operations	3,256	2,828	75,578	7,280	7,922
Capital expenditures	(237)	(81)	(536)	(645)	(752)
Change in investments	907	2,560	0	0	0
Other investing cash flows	819	(21,981)	73	88	103
Cash flow from investing	1,489	(19,502)	(463)	(557)	(649)
Equities issued/Others	3	18,752	0	0	0
Debt raised/repaid	0	0	0	0	0
Interest expenses	(199)	0	0	0	0
Dividends paid	(978)	0	(18,551)	(1,337)	(1,481)
Other financing cash flows	0	0	0	0	0
Cash flow from financing	(1,174)	18,752	(18,551)	(1,337)	(1,481)
Chg in cash & cash eq.	3,571	2,077	56,564	5,386	5,792
Closing cash & cash eq.	4,253	6,332	62,896	68,282	74,074

Per Share					
Y/E 31 Mar (Rs)	FY20A	FY21A	FY22E	FY23E	FY24E
Reported EPS	16.0	21.0	576.2	41.5	46.0
Adjusted EPS	25.6	21.3	35.6	41.5	46.0
Dividend per share	6.0	0.0	144.0	10.4	11.5
Book value per share	189.0	354.8	786.8	817.9	852.4
Valuations Ratios					
Y/E 31 Mar (x)	FY20A	FY21A	FY22E	FY23E	FY24E
EV/Sales	64.1	74.1	57.5	46.1	37.9
EV/EBITDA	202.5	293.5	171.0	135.9	113.1
Adjusted P/E	248.1	298.0	178.0	152.8	137.9
P/BV	33.6	17.9	8.1	7.8	7.4
DuDont Analysis					
DuPont Analysis Y/E 31 Mar (%)	FY20A	FY21A	FY22E	FY23E	FY24E
Tax burden (Net profit/PBT)	103.1	79.7	4.6	74.8	74.8
Interest burden (PBT/EBIT)	88.3	147.0	2331.7	138.5	133.
EBIT margin (EBIT/Revenue)	28.4	21.3	30.1	30.4	30.
Asset turnover (Rev./Avg TA)	42.1	26.1	17.3	15.1	16.8
Leverage (Avg TA/Avg Equity)	1.3	1.2	1.1	1.1	10.
Adjusted ROAE	13.8	7.8	6.2	5.2	5.5
Ratio Analysis			EVOOE	EVONE	EV04
Y/E 31 Mar	FY20A	FY21A	FY22E	FY23E	FY24E
YoY growth (%)	15.0	(10.7)	20.4	20.2	16 (
Revenue	15.9	(13.7)	28.4	20.2	16.6
EBITDA	18.0	(31.2)	71.1	21.2	15.4
Adjusted EPS	4.4	(16.7)	67.4	16.5	10.8
Profitability & Return ratios (%)	04.0	05.0	00.0	00.0	
EBITDA margin	31.6	25.2	33.6	33.9	33.
EBIT margin	28.4	21.3	30.1	30.4	30.0
Adjusted profit margin	25.8	24.9	32.5	31.5	29.9
Adjusted ROAE	13.8	7.8	6.2	5.2	5.
,					5.4
ROCE	8.3	7.5	99.2	5.1	•.
ROCE Working capital days (days)					
ROCE Working capital days (days) Receivables	2	2	2	2	:
ROCE Working capital days (days) Receivables Inventory	2 0	2 0	2 0	2 0	:
ROCE Working capital days (days) Receivables Inventory Payables	2	2	2	2	:
ROCE Working capital days (days) Receivables Inventory Payables Ratios (x)	2 0 17	2 0 20	2 0 18	2 0 18	1
ROCE Working capital days (days) Receivables Inventory Payables Ratios (x) Gross asset turnover	2 0 17 27.3	2 0 20 29.2	2 0 18 41.6	2 0 18 43.9	2 ( 19 44.8
ROCE Working capital days (days) Receivables Inventory Payables Ratios (x) Gross asset turnover Current ratio	2 0 17 27.3 2.2	2 0 20 29.2 4.4	2 0 18 41.6 11.1	2 0 18 43.9 9.9	19 44.8 9.1
ROCE Working capital days (days) Receivables Inventory Payables Ratios (x) Gross asset turnover	2 0 17 27.3	2 0 20 29.2	2 0 18 41.6	2 0 18 43.9	2 ( 19

Adjusted debt/equity Source: Company, BOBCAPS Research | Note: TA = Total Assets

(0.2)

(0.1)

(0.6)

(0.6)

(0.7)



# Disclaimer

Recommendation scale: Recommendations and Absolute returns (%) over 12 months

BUY - Expected return >+15%

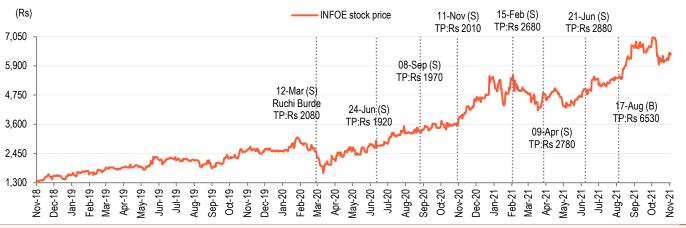
HOLD - Expected return from -6% to +15%

SELL - Expected return <-6%

Note: Recommendation structure changed with effect from 21 June 2021

Our recommendation scale does not factor in short-term stock price volatility related to market fluctuations. Thus, our recommendations may not always be strictly in line with the recommendation scale as shown above.

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B - Buy, H - Hold, S - Sell, A - Add, R - Reduce

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