

Info Edge (India) Limited

India's internet classifieds company

May, 2015

Disclaimer

This presentation has been prepared by Info Edge (India) Limited (the "Company") solely for information purposes without any regard to any specific objectives, financial situations or information needs of any particular person. This presentation and its contents are confidential and should not be copied, distributed, disseminated, published or reproduced, in whole or part, or disclosed by recipients directly or indirectly to any other person. By reviewing this presentation, you agree to be bound by the trailing restrictions regarding the information disclosed in these materials.

This presentation contains statements that constitute forward-looking statements. These statements include descriptions regarding the intent, belief or current expectations of the Company or its directors and officers with respect to the results of operations and financial condition of the Company. These statements can be recognized by the use of words such as "expects," "plans," "will," "estimates," "projects," or other words of similar meaning. Such forward-looking statements are not guarantees of future performance and involve risks and uncertainties, and actual results may differ from those in such forward-looking statements as a result of various factors and assumptions which the Company believes to be reasonable in light of its operating experience in recent years. The risks and uncertainties relating to these statements include, but not limited to, risks and uncertainties, regarding fluctuations in earnings, our ability to manage growth and competition, among others. The Company does not undertake any obligation to revise or update any forward-looking statement that may be made from time to time by or on behalf of the Company. Given these risks, uncertainties and other factors, viewers of this presentation are cautioned not to place undue reliance on these forward-looking statements.

No representation, warranty, guarantee or undertaking, express or implied, is or will be made as to, and no reliance should be placed on, the accuracy, completeness, correctness or fairness of the information, estimates, projections and opinions contained in this presentation. Potential investors must make their own assessment of the relevance, accuracy and adequacy of the information contained in this presentation and must make such independent investigation as they may consider necessary or appropriate for such purpose. Such information and opinions are in all events not current after the date of this presentation. Further, past performance of the Company is not necessarily indicative of its future results. Any opinions expressed in this presentation or the contents of this presentation are subject to change without notice. This presentation should not be construed as legal, tax, investment or other advice.

Neither the Company nor any placement agent, promoters or any other persons that may participate in any offering of any securities of the Company shall have any responsibility or liability whatsoever for any loss howsoever arising from this presentation or its contents or otherwise arising in connection therewith.

This presentation does not constitute or form part of and should not be construed as, directly or indirectly, any offer or invitation or inducement to sell or issue, or any solicitation of any offer to purchase or subscribe for, any securities of the Company by any person in any jurisdiction, including in India, the United States, Australia, Canada or Japan, nor shall it or any part of it or the fact of its distribution form the basis of, or be relied on in connection with, any investment decision or any contract or commitment therefore.

Securities of the Company may not be offered or sold in the United States absent registration or an applicable exemption from registration under the United States Securities Act of 1933, as amended.

This presentation is not a prospectus, a statement in lieu of a prospectus, an offering circular, an advertisement or an offer document under the Companies Act, 2013, the Securities and Exchange Board of India (Issue of Capital and Disclosure Requirements) Regulations, 2009, as amended, or any other applicable law in India

All figures mentioned are for Info Edge (India) Ltd. as a standalone entity and are as on March 31, 2015 or for the quarter ended March 31, 2015, unless indicated otherwise

Q4 FY15 or Q4 FY14 - 15 means the period Jan 1, 2015 to March 31, 2015

FY15 or FY 14-15 or FY 2015 means the Financial Year starting April 1, 2014 and ending March 31, 2015

INR M means Indian Rupees in million

Our online businesses



India's no. 1 jobsite
Division of Info Edge



India's no. 3 matrimonial site
Division of Info Edge



Job site focused on the
Gulf market



India's leading real estate site
Division of Info Edge



India's leading education listings site
Division of Info Edge

Strategic investments

The logo for Zomato, featuring the word "zomato" in a bold, black, sans-serif font, with ".com" in a smaller font to the right.

India's leading restaurant ratings and review site
Shareholding ~50%*

The logo for Meritnation, featuring a green butterfly icon to the left of the word "meritnation" in a colorful, sans-serif font, with ".com" in blue to the right. Below it, the tagline "school made easy" is written in a smaller, grey font.

India's leading education site for school children
Shareholding ~56%*

The logo for Mydala, featuring the word "mydala" in a stylized, pink and blue font, with ".com" in blue to the right. Below it, the tagline "We Bargain. You Gain." is written in a smaller, pink font.

Deals and discounts site with a merchant platform
Shareholding ~45%*

The logo for Policybazaar, featuring the word "policybazaar" in a blue, sans-serif font, with ".com" in a blue circle to the right. Below it, the tagline "compare kiya kya?" is written in a smaller, black font.

India's leading financial products comparison site
Shareholding ~18%*

The logo for Canvera, featuring the word "Canvera" in a blue, sans-serif font, with a green and orange graphic element above the "v". Below it, the tagline "preserving memories" is written in a smaller, grey font.

India's leading site for professional photographers
Shareholding ~36 %*



Designing and selling fun products
Shareholding ~34 %*

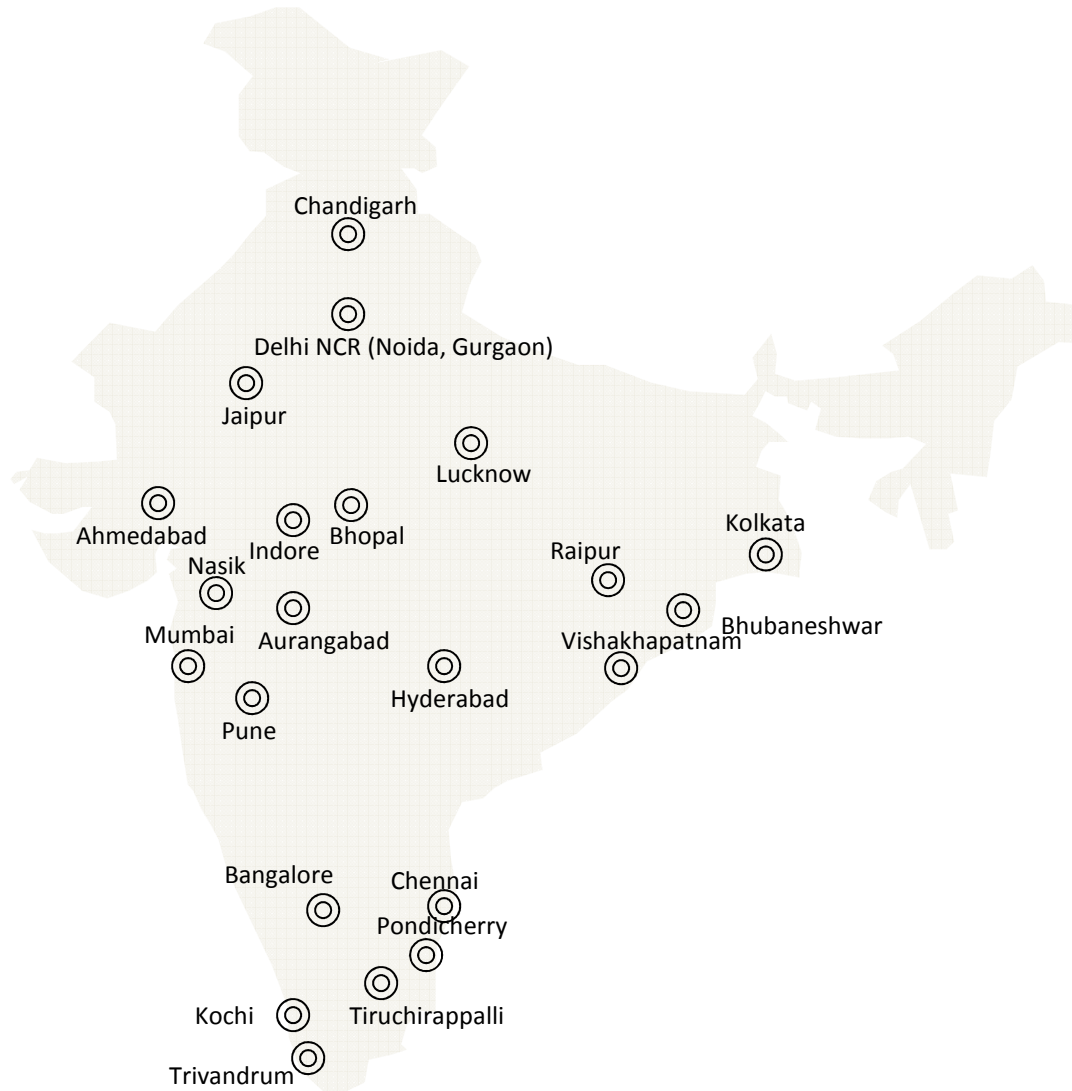
* Approximate shareholding on fully disbursed and converted basis, held directly or indirectly (through subsidiaries, associates or affiliates) as of May 15, 2015

Our brands are market leaders

- Internal businesses
 - Naukri
 - 99acres
 - Shiksha
- Strategic investments
 - Zomato
 - Policybazaar
 - Meritnation
 - Canvera
 - Mydala

Nationwide sales/customer interface infrastructure

Info Edge sales offices illustrative map



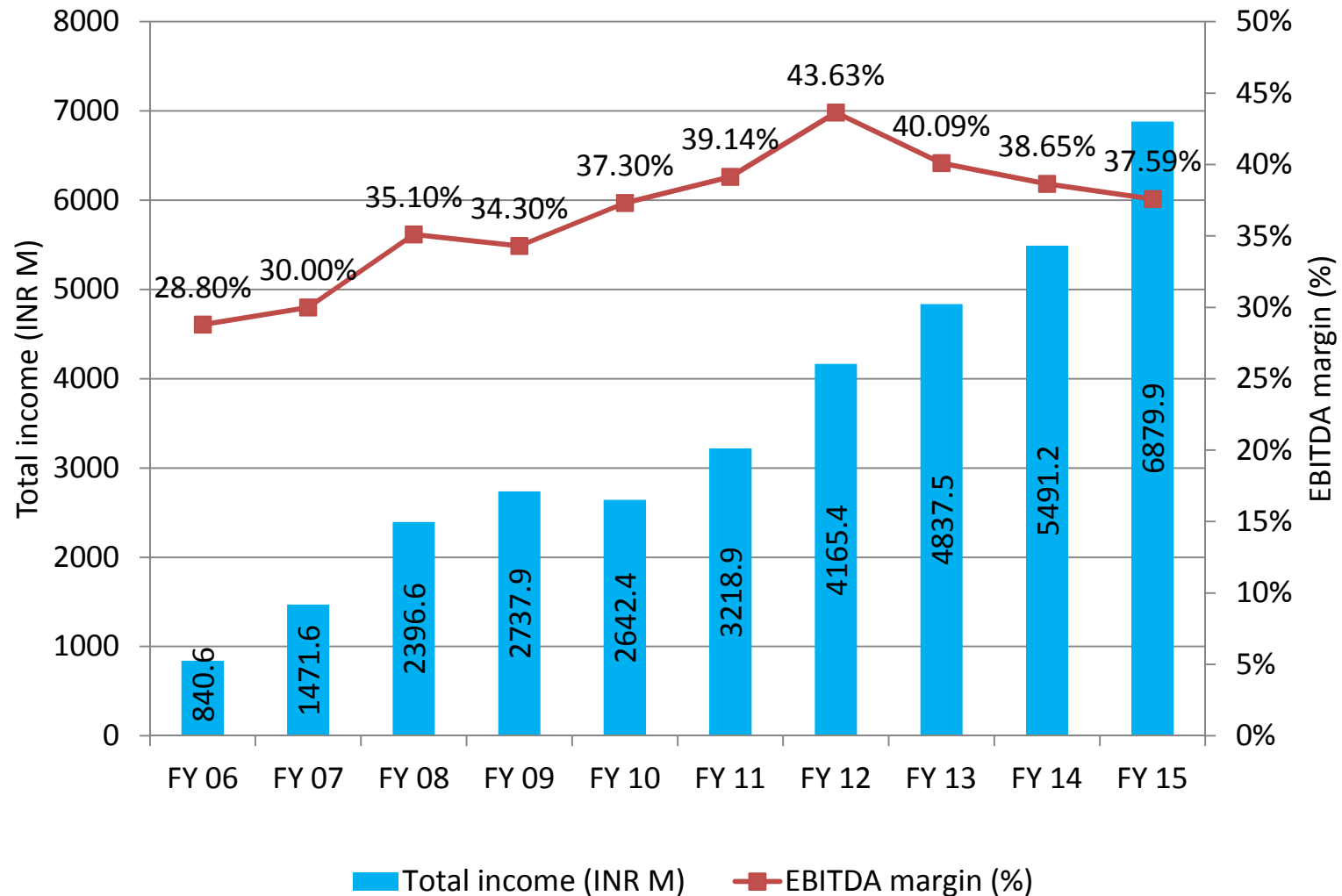
Key Observations

- Nation wide coverage through 63 company branch offices in 43 cities in India
- ~ 2726 sales/ servicing/ client facing staff or 71% of the company's* workforce of ~3800
- Only "dot com" player with this kind of sales organization

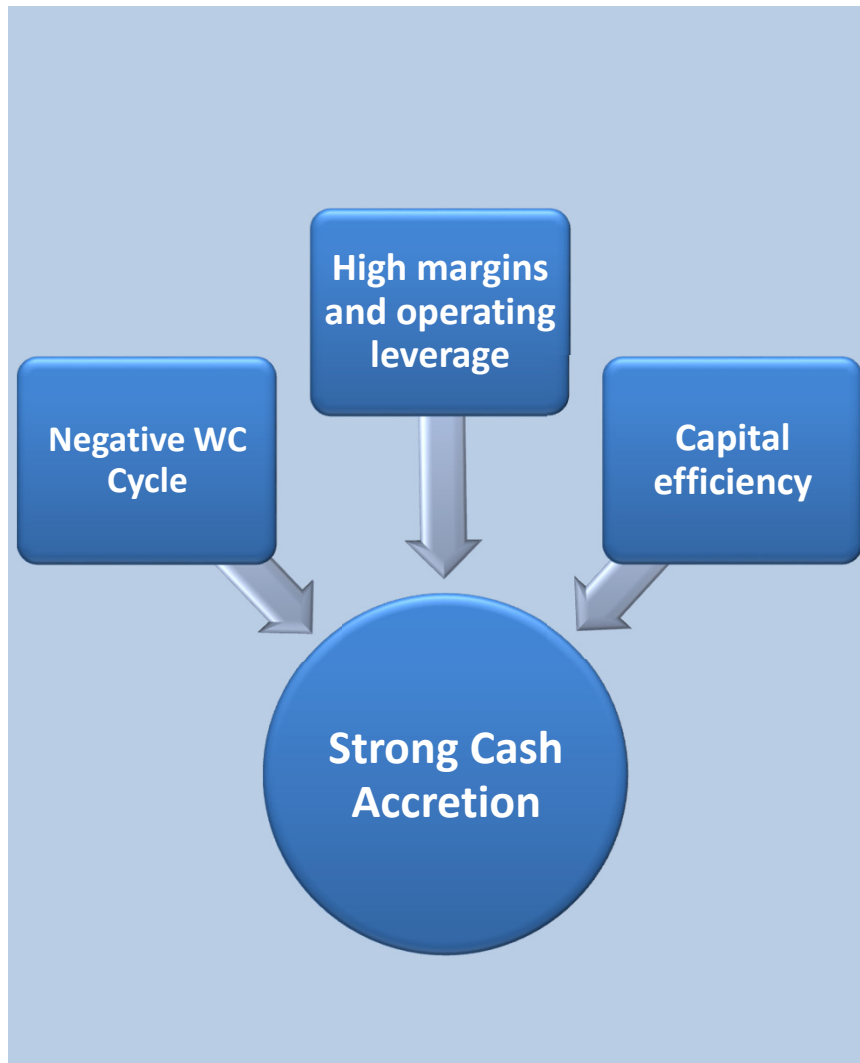
* Including allcheckdeals, a wholly owned subsidiary

Strong financial performance track record

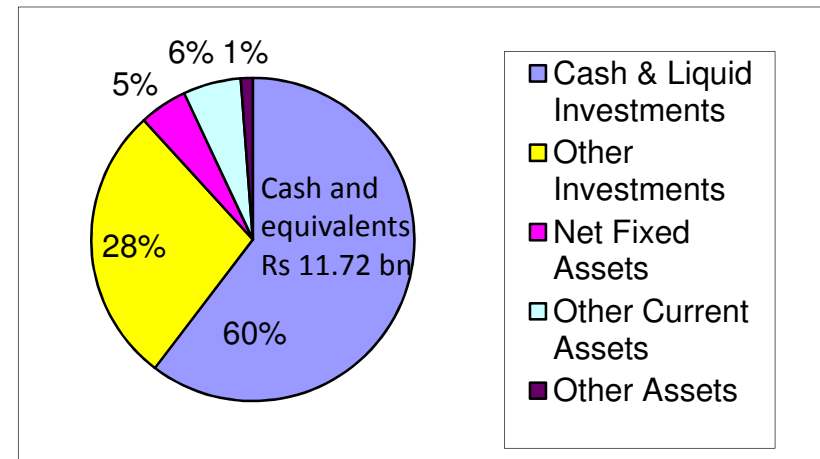
Total Income and EBITDA margin for the standalone entity, 2006 – 2015



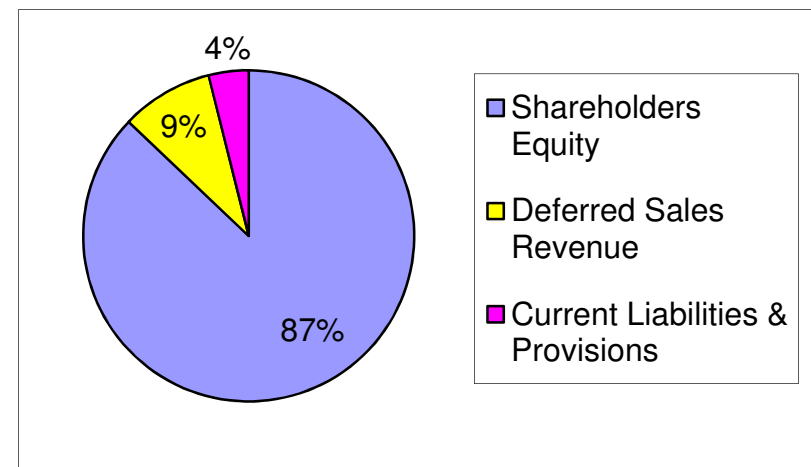
Capital efficiency, high EBITDA margins and negative working capital have led to a strong balance sheet



Assets



Liabilities



As of March 31, 2015

Board of Directors

Whole time

Sanjeev Bikhchandani (51)

Founder and Executive Vice
Chairman

BA Econ. St. Stephen's.
PGDM IIM-A

Previously with GlaxoSmithKline

Hitesh Oberoi (42)

Managing Director and CEO

B.Tech IIT Delhi,
PGDM IIM-B

Previously with HLL (Unilever)

Chintan Thakkar (48)

Director and CFO

Chartered Accountant
Previously with Computer
Associates, India

Non Executive

Kapil Kapoor (50)

Chairman & Non Executive
Director

B.A.Econ, PGDM IIM-A

Previously COO (Global Business
Development), Timex Group

Independent

Saurabh Srivastava (69)

Independent Director
B.Tech IIT Kanpur,
M.Sc Harvard
Founder IIS Infotech
(Now Xansa)
NASSCOM, TIE

Arun Duggal (68)

Independent Director
B.Tech IIT Delhi,
PGDM IIM-A
Previously with
Bank of America &
HCL Technologies

Bala Deshpande (48)

Independent Director
MA Econ., MMS JBIMS
Sr. MD, New Enterprise
Associates (NEA)

Naresh Gupta (48)

Independent Director
B Tech IIT Kanpur, Ph.D, University
of Maryland
Previously MD, Adobe India

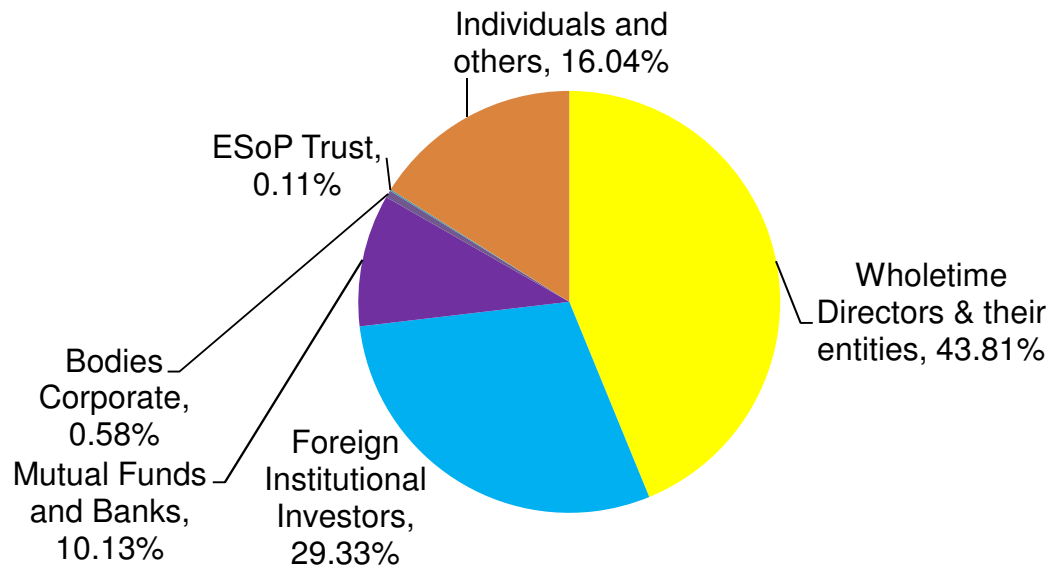
Sharad Malik (51)

Independent Director
B Tech IIT-D, MS, PhD, University
of California
Chair-(Deptt. of Electrical
Engineering), Princeton University

Corporate governance

- Independent Directors are a majority on the Board
- Separation of Chairman and CEO role
- Non Executive Chairman
- Statutory Audit performed by PWC
- Internal Audit performed by an external firm
- Audit committee comprises of only Independent Directors
- Disclosure of quarterly balance sheet and cash flow statements though not mandatory in India
- Formal dividend policy
- Whistle blower mechanism

~44% shareholding is with the Founding management group and ~29% with FIIs (as of Mar 31, 2015)



HDFC Mutual Fund	4.30%
Nalanda India Equity Fund	3.21%
Aranda Investments (Mauritius) Ltd.	2.72%
Reliance Mutual Fund	2.51%
Matthews	2.49%
FIL Investment (Mauritius) Ltd.	1.36%
Fidelity Investment Trust Fidelity International Discovery Fund	1.34%
Amansa Holdings Pvt Ltd.	1.23%
WF Asian Smaller Companies Fund	1.14%
Emerging Markets Growth Fund Inc	1.07%

Founders committed to growing the company

Total number of issued and paid up shares of Rs 10 each are 120.21 million (post 1:1 bonus in Sept, 2010, 1:1 bonus in Jun, 2012 and dilution (QIP) in Sept, 2014)

Naukri

All Jobs

IIT/IIM Jobs

Govt. Jobs

International Jobs

Skills, Designations, Companies

Location

Experience

Salary

Search

Advanced Search

Enter Email ID to Register

Create Password

I agree to the [Terms and Conditions](#)

Post your CV

Browse Jobs

All Jobs

Jobs by Company

Jobs by Category

Jobs by Location

Jobs by Designation

Jobs by Skill

JOIN HCL

VIVO

Cognizant

IndiGo IGT ITQ
IGH IGAT

click to apply

Get best matched jobs on your email. No registration needed

Create a Job Alert

Top Employers



Best Places to Work

All Sectors

Information Technology

Manufacturing

Services

Information Technology

ION Trading

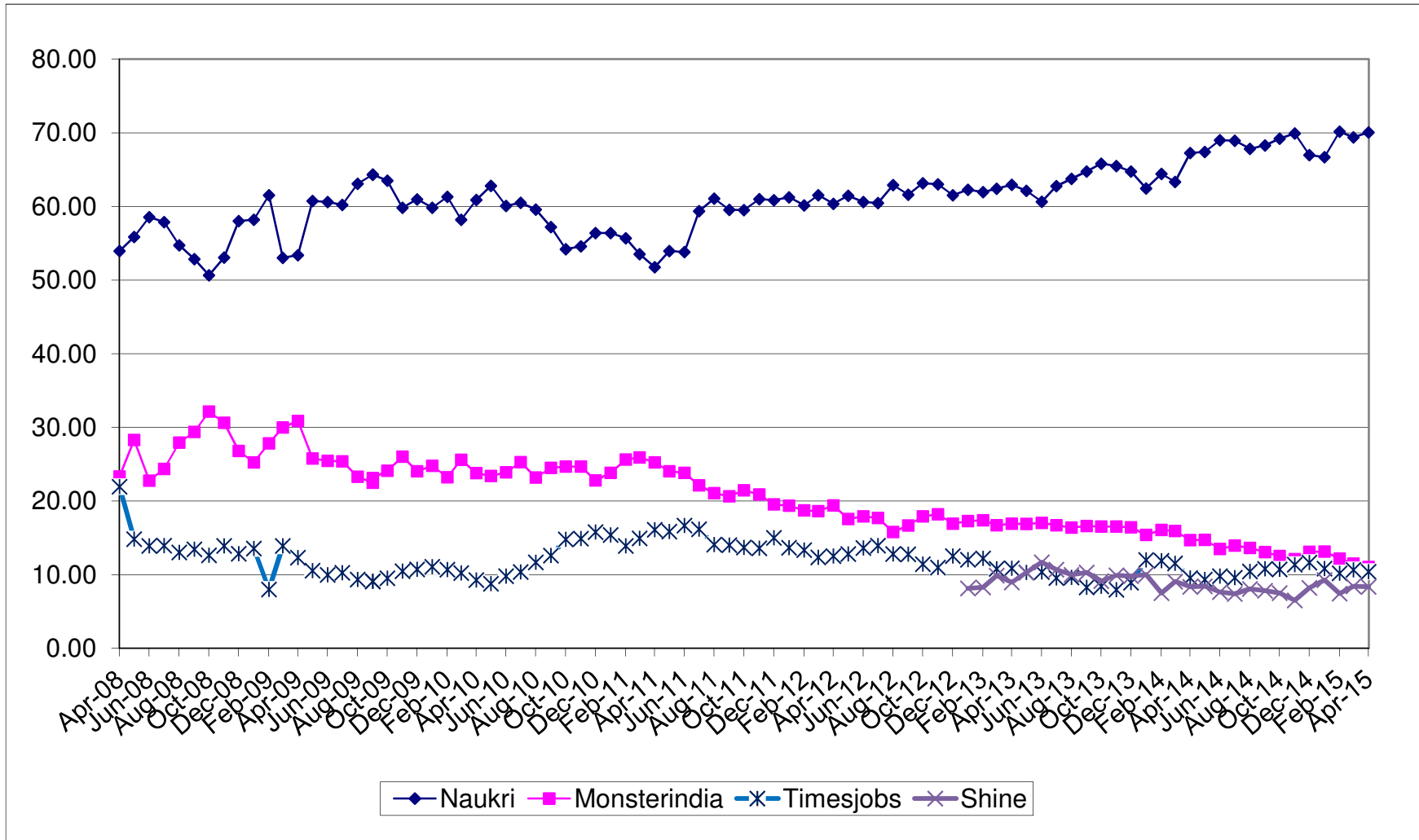
SRL Limited

naukri
FASTFORWARD
Speed Up Your Career

Naukri is the dominant leader in the online job market

- Approximately 70% traffic share in April, 2015 (Source : comScore)
- 150,000+ jobs and 41 million resumes on the site
- In Q4 FY 14-15
 - 10,400+ avg. resumes added daily
 - 133,000+ resumes modified daily
 - Between 650,000 and 850,000 resume searches
 - 6 to 8 million resume contacts by recruiters daily
 - Over 27,700 job seekers availed premium services
- 32,800 clients in Q4 FY 14-15 vs 29,000 in Q4 FY 13-14
- 57,500 clients in FY 14-15 vs 51,000 clients in FY 13-14

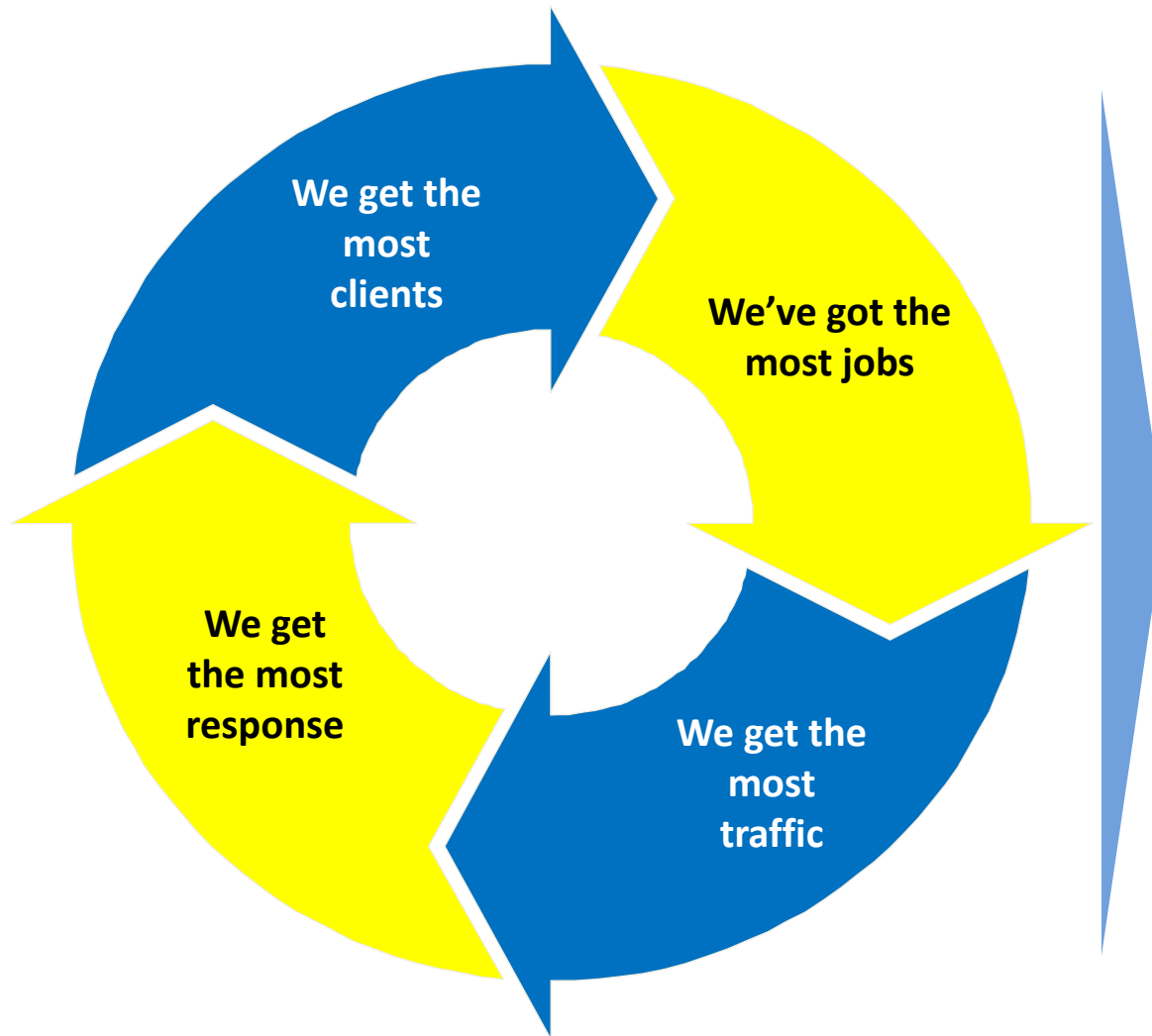
Dominant traffic share



Source: comScore (above data is for traffic from desktops and laptops only)
 Above chart excludes LinkedIn since traffic may not pertain to jobs

~50% of the total sessions, in Q4 FY 14-15, through mobile, Source : Google Analytics

Naukri is a business of the virtuous circle



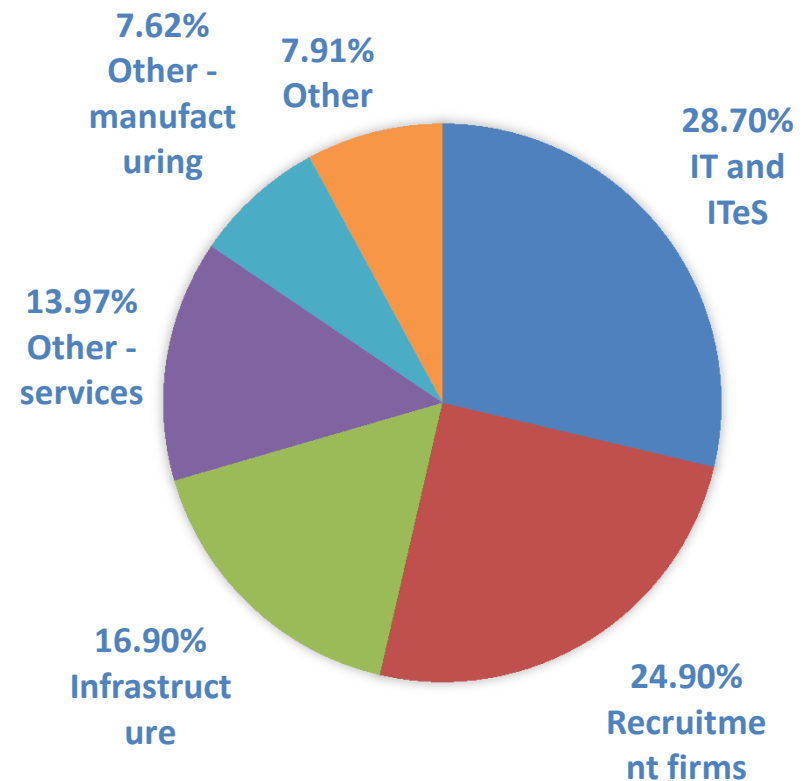
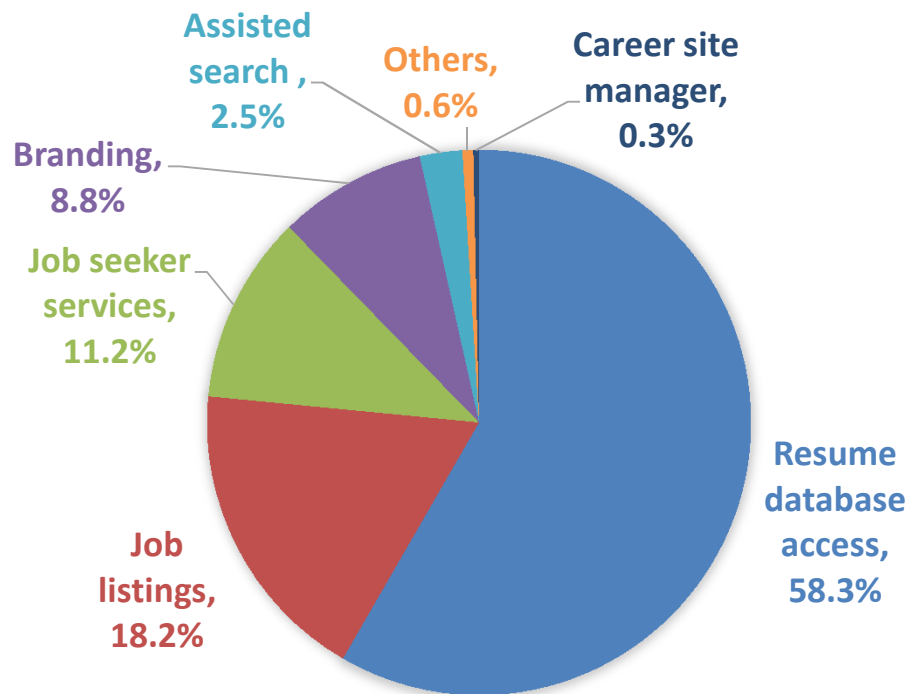
Benefits

- Naukri has over 100% of industry profits enabling greater investment in
 - Product innovation
 - Engineering
 - Brand support
 - Sales network
 - Servicing back office
 - Superior talent

Revenue sources in FY 14-15

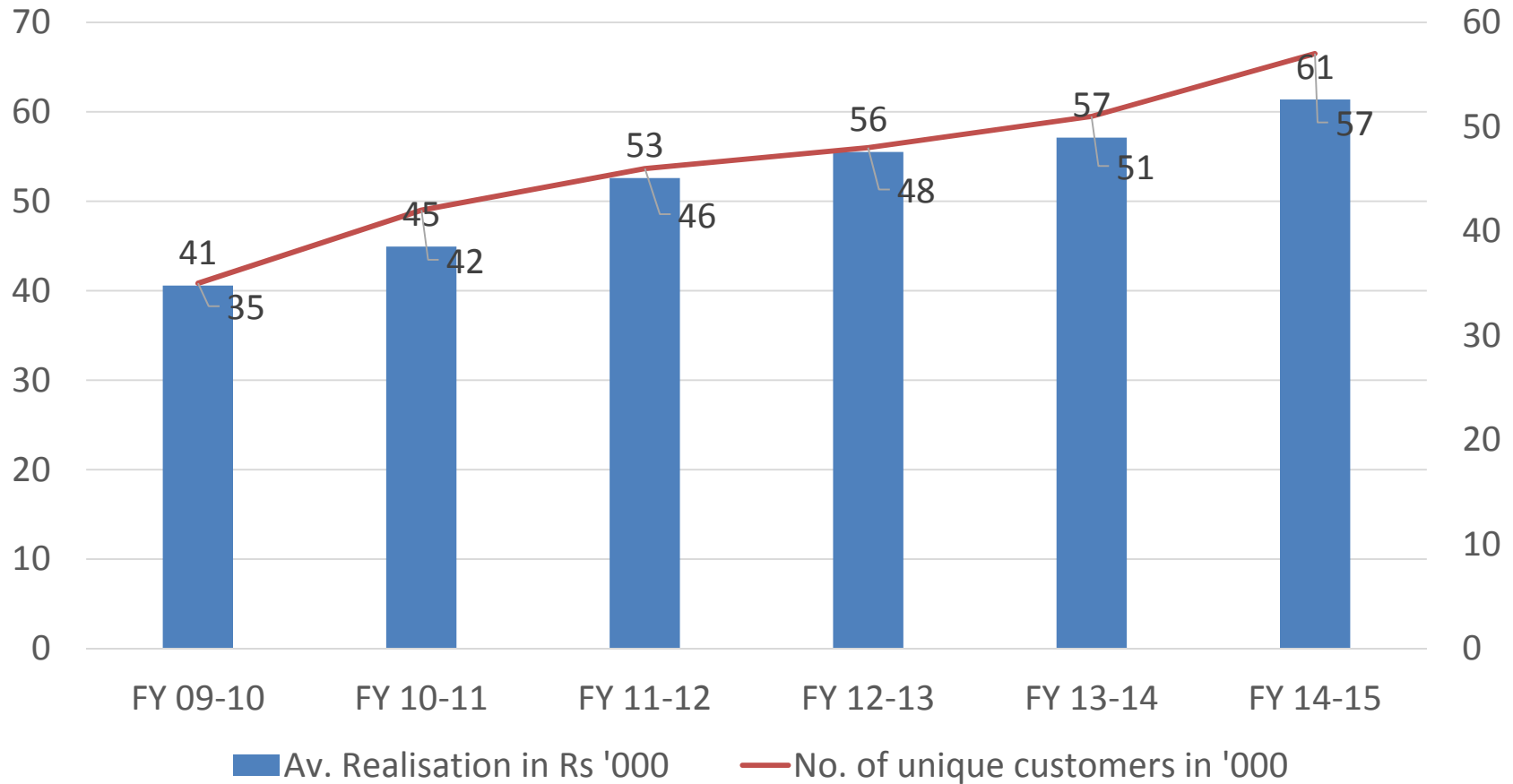
- B2B revenues about 90% (from Recruiters)
 - Resume database access
 - Job listing (response management)
 - Employer branding (visibility)
 - Career site manager
 - Others - Resume short listing and screening, campus recruitment
 - Non recruitment advertising (other than for jobs)
- B2C about 10%
 - Job seeker services

Breakup of revenue by product type and industry in FY 14-15



Assuming 50% of the revenue from Recruitment firms is from IT industry, then IT and ITeS is about 40%

Revenue per client



Strategy

New products for recruiters

- Career site manager, response management tools and applicant tracking system
- Employee referral tool
- Recruiter profile

Mobile

- App for Android, iOS
- HTML5 site

Superior search

- Semantic search
- Job seeker experience better and faster
- Use of analytics to improve matching

Customer service

- Responsive customer service
- Solution based approach

Products/ features launched in FY 14-15

Career site and Response management

- Powers career site for recruiters and corporates
- Helps manage responses from various sources

Recruiter profile

- A Recruiter can create a personal profile on Naukri website
- Job seekers can choose to follow him/ her

Referral hiring

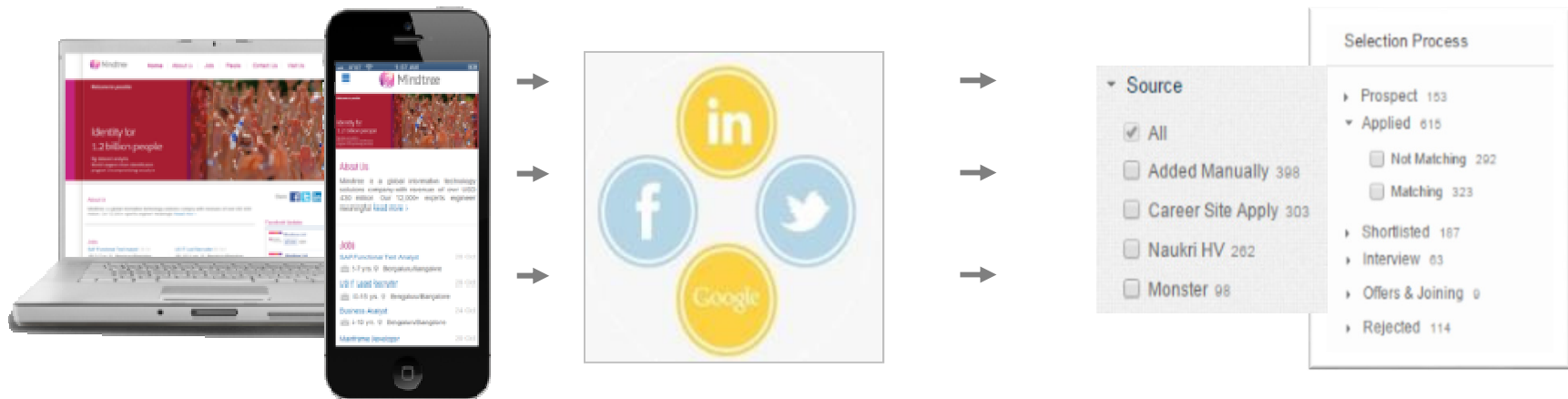
- A job posted on Naukri can be propagated to a employee's social networks
- Employee has to merely click buttons in a mail

Semantic search

- Better search results for job seekers
- Improved and optimized based on searches by recruiters

Career site manager (CSM)

Helps power the career tab of a corporate website and manage response



Career Link on website

+ Mobile ready career site

Social Recruiting

+ Search Engine Optimization

Application Tracking System

+ Searchable CV database

Sold to over 1300 recruiters (including corporates) in FY 14-15

Additional capabilities and features being added and variants launched

Few clients of CSM

MARKS &
SPENCER

 **IKYA**
THE POWER OF BEING ONE

 **XL Dynamics**
Solutions Unlimited



 **CareerNet**
CONSULTING

MetricStream

NIIT


INVESTORS CLINIC
Property • Peace • Prosperity



JUBILANT
FOODWORKS

 **alp consulting**
Happy people. Better productivity.

Network **18**

PAYU

 **Fortis**

 **MSN**
LABORATORIES LTD.

 **MAX**
LIFE
INSURANCE

 **BRITANNIA**
Eat Healthy. Think Better

 **HDFC**
STANDARD LIFE

 **tsi**
GLOBAL COMPANIES

Tech
Mahindra

BAJAJ | Allianz

 **Mindtree**

 **Adecco**

AON Hewitt

 **NH**

 **lifestyle**
YOUR STYLE. YOUR STORE.

 **Dabur**

Mobile an important source of traffic

About 50% sessions in Q4 FY 14-15 (vs 39% sessions in Q3 FY 14-15) from mobile

Android app

23% of total Naukri sessions

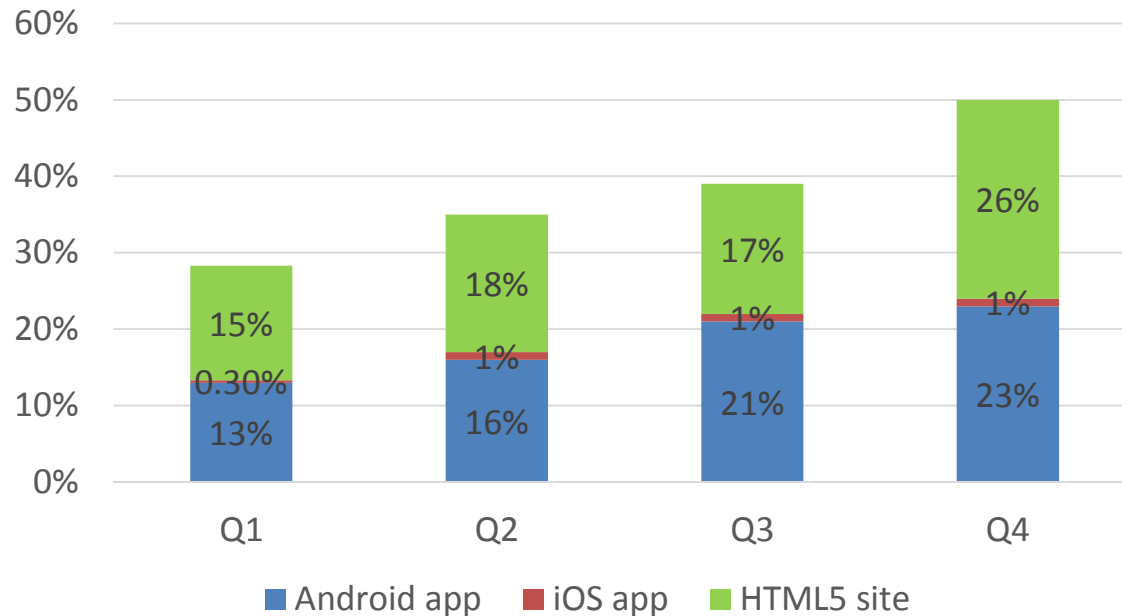
iOS app

1% of total Naukri sessions

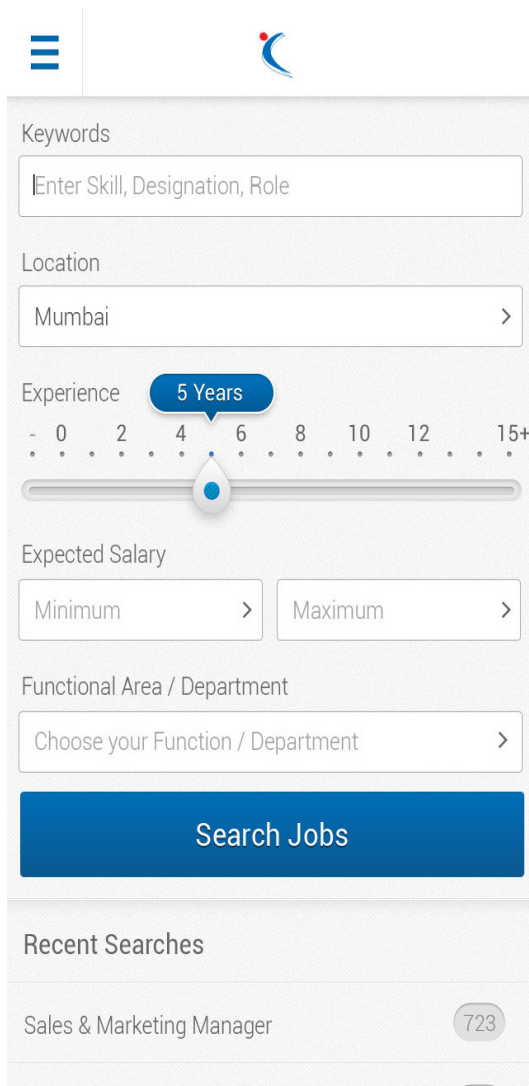
HTML5 site

26% of total Naukri sessions

Trend over four quarters



The App and HTML5 site



Keywords
Enter Skill, Designation, Role

Location
Mumbai

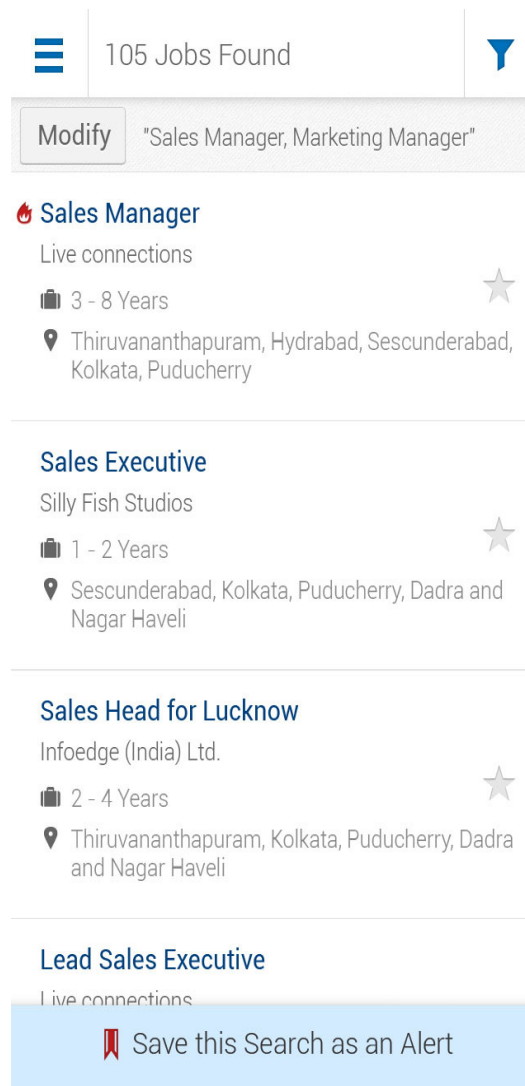
Experience
5 Years

Expected Salary
Minimum Maximum

Functional Area / Department
Choose your Function / Department

Search Jobs

Recent Searches
Sales & Marketing Manager (723)



105 Jobs Found

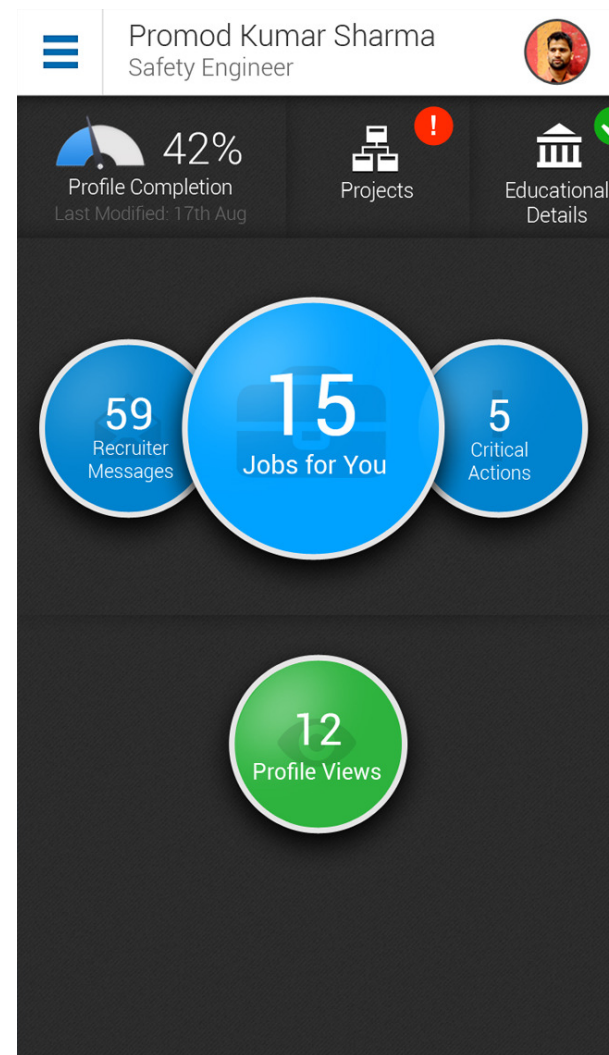
Modify "Sales Manager, Marketing Manager"

Sales Manager
Live connections
3 - 8 Years
Thiruvananthapuram, Hyderabad, Secunderabad, Kolkata, Puducherry

Sales Executive
Silly Fish Studios
1 - 2 Years
Secunderabad, Kolkata, Puducherry, Dadra and Nagar Haveli

Sales Head for Lucknow
Infoedge (India) Ltd.
2 - 4 Years
Thiruvananthapuram, Kolkata, Puducherry, Dadra and Nagar Haveli

Lead Sales Executive
Live connections
Save this Search as an Alert



Promod Kumar Sharma
Safety Engineer

Profile Completion 42%
Last Modified: 17th Aug

Projects

Educational Details

59 Recruiter Messages

15 Jobs for You

5 Critical Actions

12 Profile Views

Competition

- Local job boards
 - Monsterindia.com
 - Timesjobs.com
 - Shine.com
- LinkedIn in India
 - Solves a different problem
- Continuous innovation in product and service the key to counter competition

Some international job site's

Name of the website	Revenue	No. of profiles/ resumes in mn	No. of unique clients	Approx Market Cap
51job.com* (China)	USD 305 mn	75	338,000	USD 1.90 bn
Seek.com^ (Australia)	AUD 241 mn	4.2	-	AUD 5.52 bn
Recruit# (Japan)	@JPY 12,999 (in 100 million)	-	-	JPY 2.21 tn
Info Edge# (Recruitment)	INR 4448 mn	41	57,000	INR 100 bn (for the company)

* Annual report/ presentation for year ended December 31, 2014

^ Domestic revenue from Australia as per annual report / presentation for year ended June 30, 2014

financial nos./ presentation for year ended March 31, 2015

@ of which about 23% from recruitment

As of March 31, 2015, 1 USD = 1.31 AUD = 119.96 JPY = INR 62.33

99 acres

<p>ENJOY THE BENEFITS OF A PREMIUM APARTMENT Starting Rs. 22.16 Lac ALL INCLUSIVE</p>		<p>NOW OPEN: PREMIUM VIEWS AT HIGHER FLOORS</p> <p>PROVIDENT®</p>	<p>Today HOMES AND INFRASTRUCTURE Solutions for tomorrow. Today</p>	<p>PROVIDENT®</p>	<p>ENJOY THE BENEFITS OF A PREMIUM APARTMENT Starting Rs. 22.16 Lac ALL INCLUSIVE</p>	
<p>Provident GreenPark, Selvapuram, Coimbatore Starting from ₹ 22.16* Lacs</p>	<p>Vessella Meadows Nr. Gachibowli, Hyderabad 4 BHK Prestigious Villas Starting from ₹ 2 Crores</p>	<p>Provident Sunworth, Bangalore 2 3 BHK Starting from ₹ 40* Lacs</p>	<p>Royal Elegancia, Sec-73, Sohna Rd., Gurgaon 4 BHK Starting from ₹ 7480* per Sq.Ft.</p>	<p>The Tree, Off Magadi Road, Bangalore 1 BHK Starting from ₹ 32* Lacs</p>	<p>Provident GreenPark, Selvapuram, Coimbatore Starting from ₹ 22.16* Lacs</p>	<p>Vessella Meadows Nr. Gachibowli, Hyderabad 4 BHK Prestigious Villas</p>

99acres.com
India's No.1 Property Portal

All India

Advice

Sell/Rent Property ^{FREE}

Set Alerts

Login | Register

HOT PROJECTS

HOT AREAS

HOME LOAN ^{BETA}

DEALS

BUY OUR SERVICES

TOLL FREE: 1800 41 99099
MON-SAT | 9.30AM-6.00PM

BUY RENT ⁵⁰¹⁹¹ PROJECTS COMMERCIAL DEALERS

All Residential ▾ Type Location or Project/Society or Keyword

SEARCH MAP SEARCH

ENJOY THE BENEFITS OF A PREMIUM APARTMENT
Starting Rs. 22.16 Lac ALL INCLUSIVE

A PURAVANKARA Company any **PROVIDENT®**

WHY APARTMENTS?
24 hour security Power back-up

PROVIDENT

Property Gallery

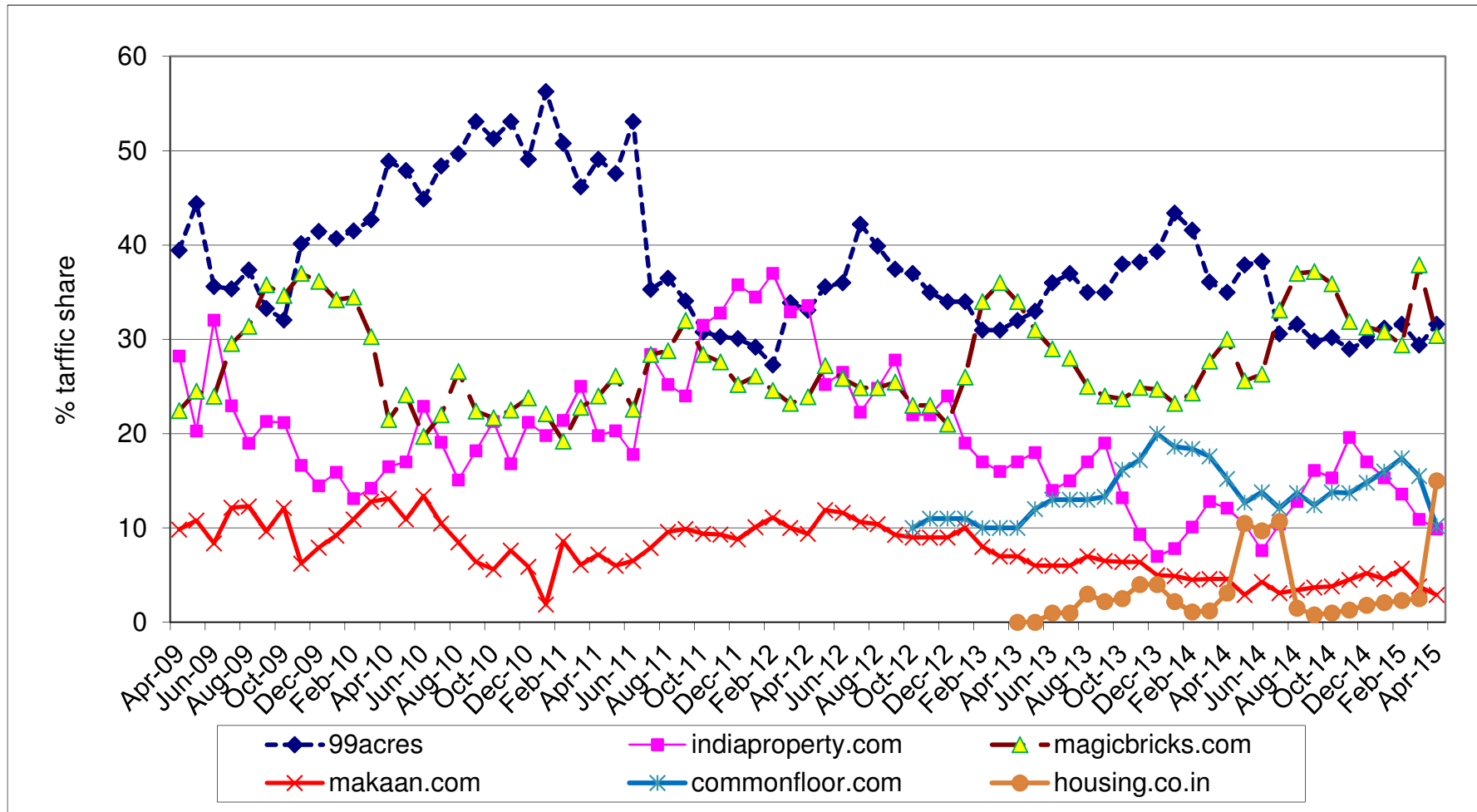
Featured New Projects

Online real estate business - India

- Real estate estimated to be the largest advertising category in print
- Our estimate of spend on online real estate portals is INR 3.0 bn in FY 14-15
- 99acres, a leader amongst 6 players
 - Google and local classifieds sites (like olx and quikr) also compete for this market
- Access through mobile increasing

Traffic share – Online real estate listing sites

Traffic share of various real estate sites based on data from comScore



Source : comScore.com (data is for traffic only from desktops and laptops)

* Change in traffic share on account of tagging of site/ change in methodology by comScore

~35% of the total sessions, in Q4 FY14-15, through mobile. Source : Google Analytics

99acres business model



Revenue Model

- Listing and Branding/ Visibility advertisements
 - Paid by agents and developers
 - Currently free to individuals
- Others:- Microsites, home page links, Google Ad sense, advertising other than for real estate, buyer database access, international listings

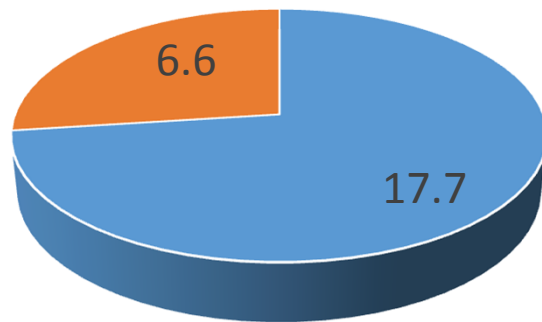
Some approx. numbers (as of May 27, 2015)

- Total projects 90,000 (under construction or ready to move in)
- Total listings were 8.40 lac of which owner listings were 2.60 lac
 - Residential 7.38 lac
 - Commercial 1.02 lac
- Listings added (on May 27, 2015)
 - Residential 6580
 - Commercial 850
 - Of the above about 50% are ready to move in, of which about 25% were verified

Since end April/ early May, 2015 project listing stays live for 4 months (vs 2 months earlier) and rental listing for 2 months

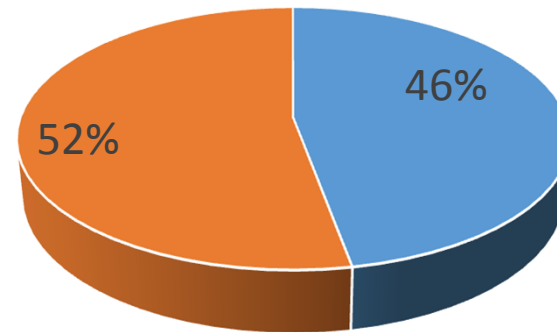
In FY 14-15

No. of customers in '000



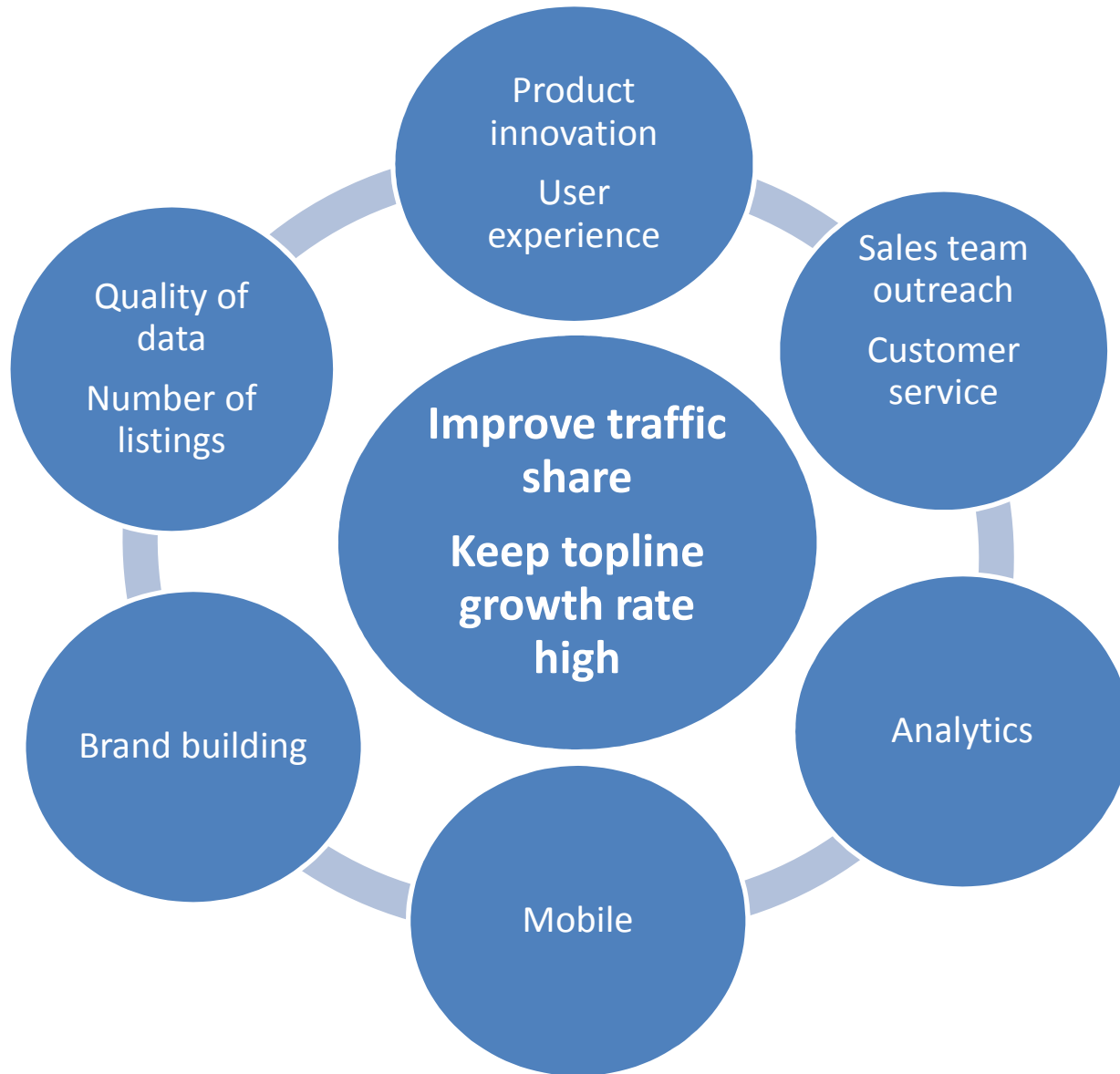
■ Agent/Broker ■ Builder

Revenue breakup by customer type



■ Agent/Broker ■ Builder

99acres's strategy



Products/ features launched in FY 14-15

Price trends

- Price trends launched basis listings data on the site

New projects platform launched

- Showcasing new projects which is a large market

Mobile app launched

- For android and iOS

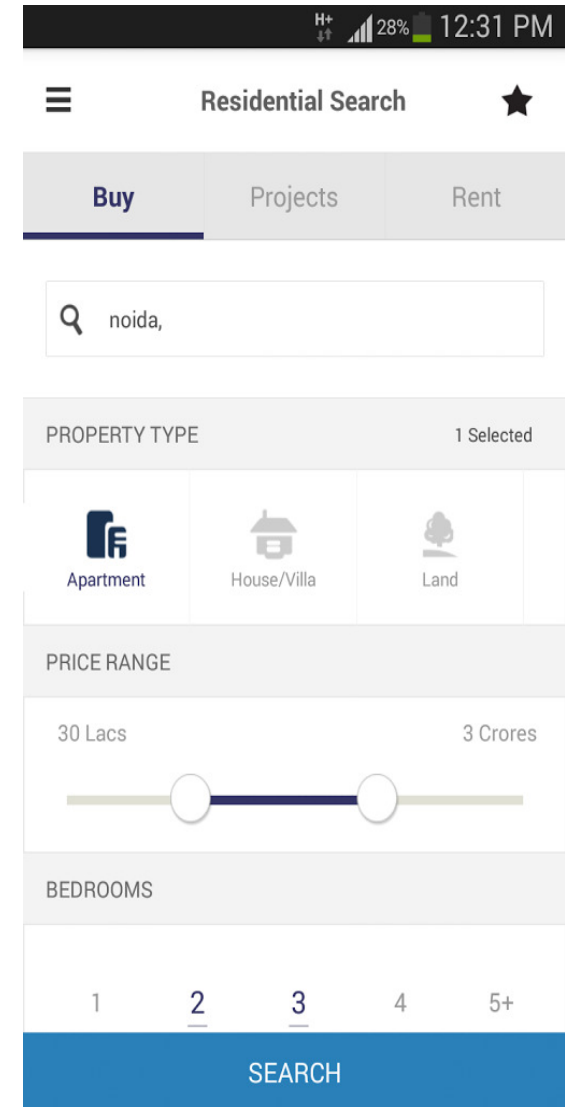
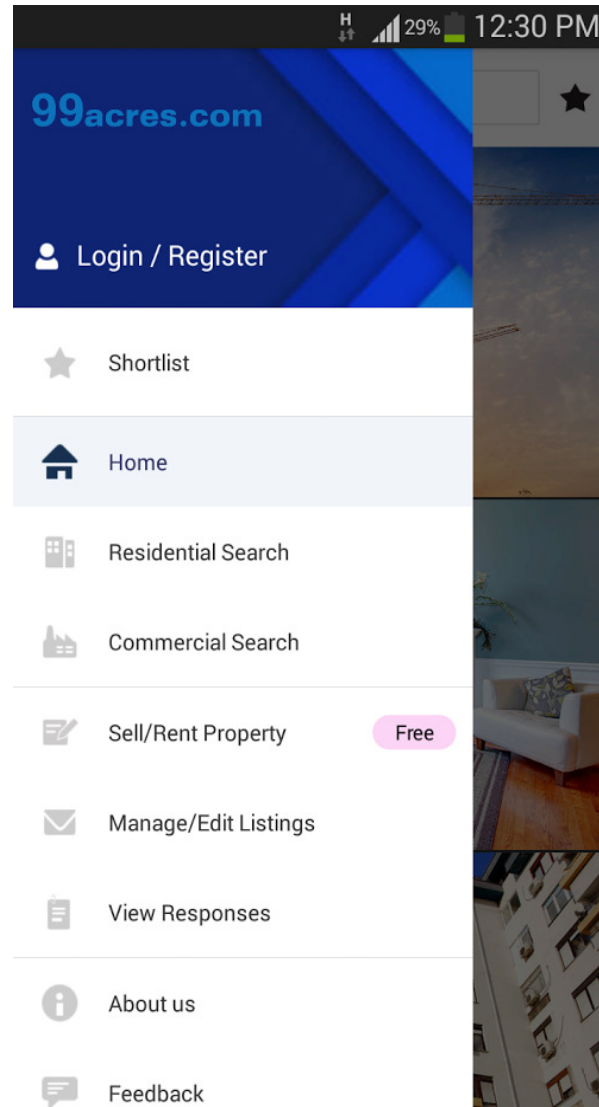
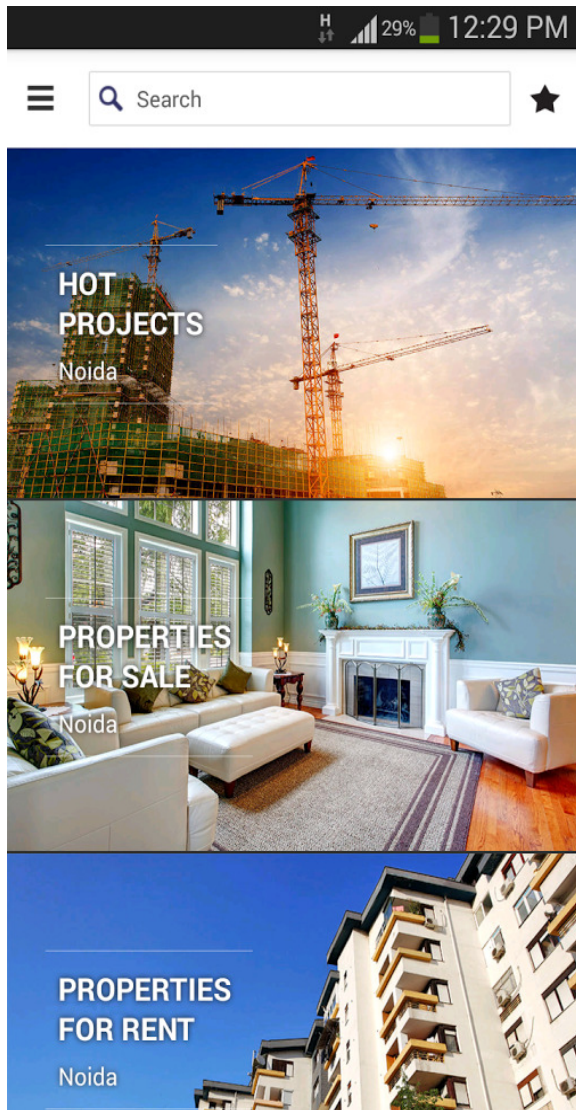
Verified listings

- Verification of listings to improve quality of data

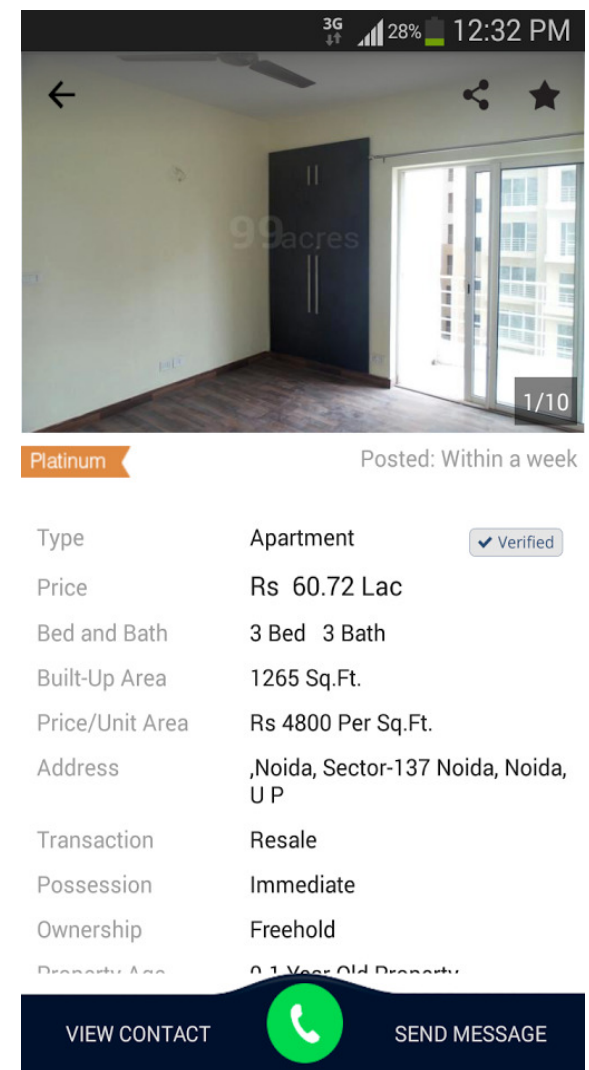
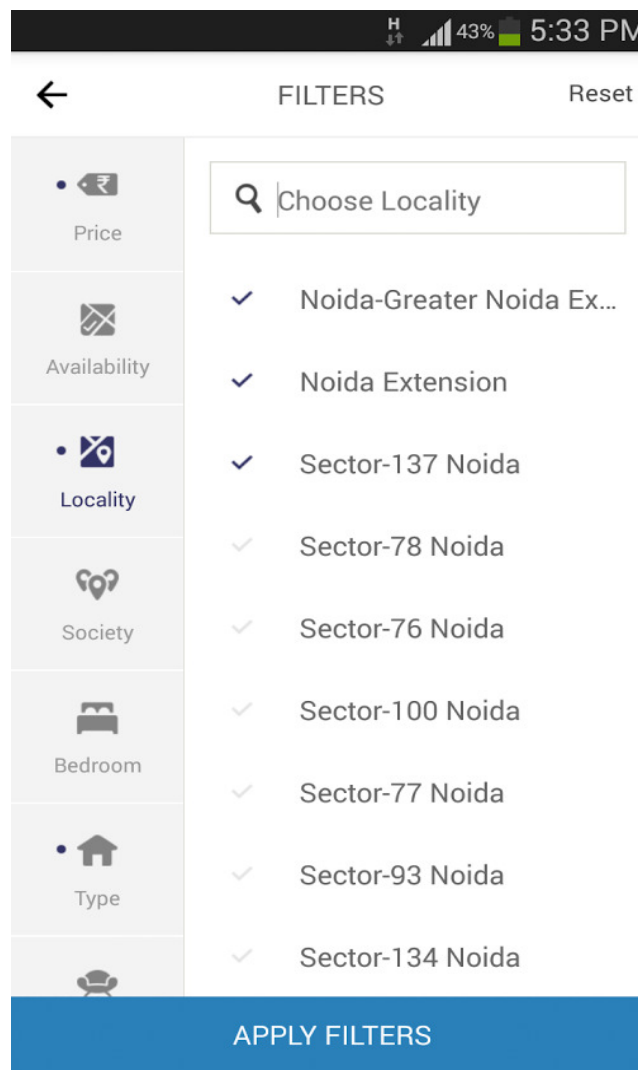
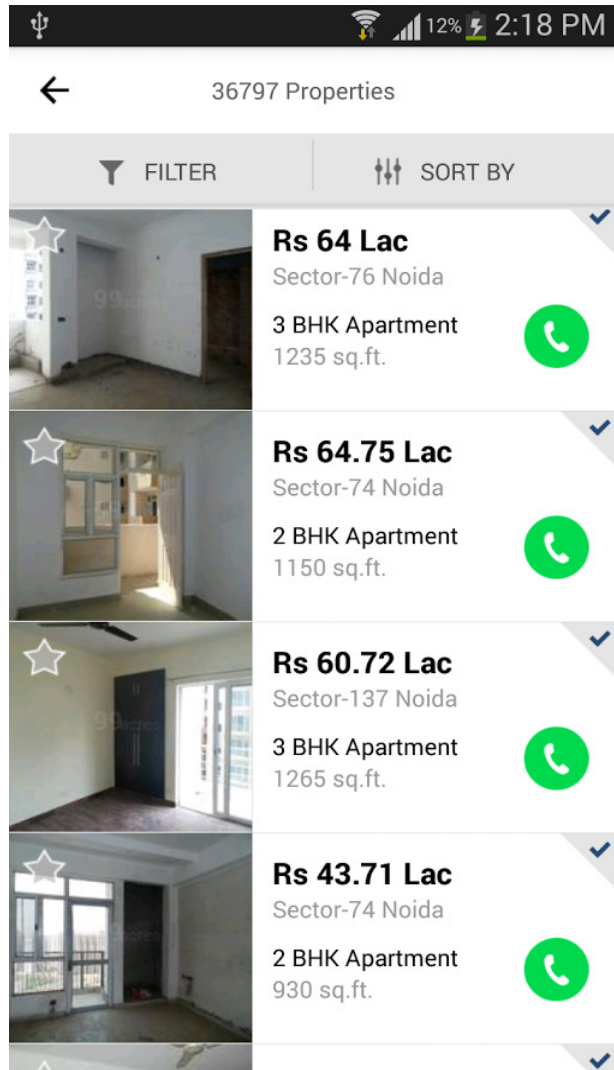
Map based search

- Across many cities in India

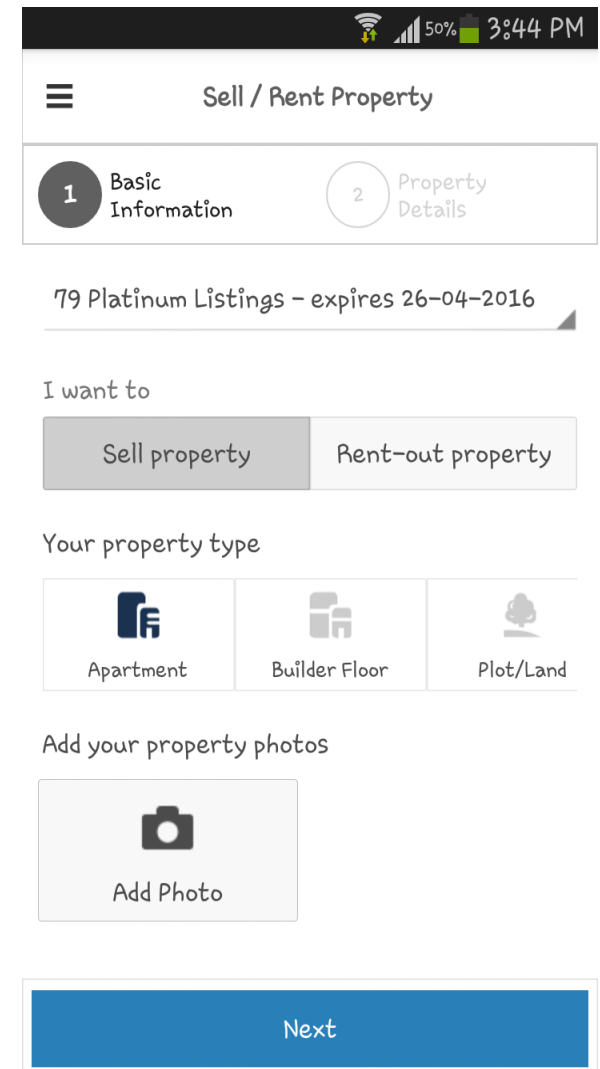
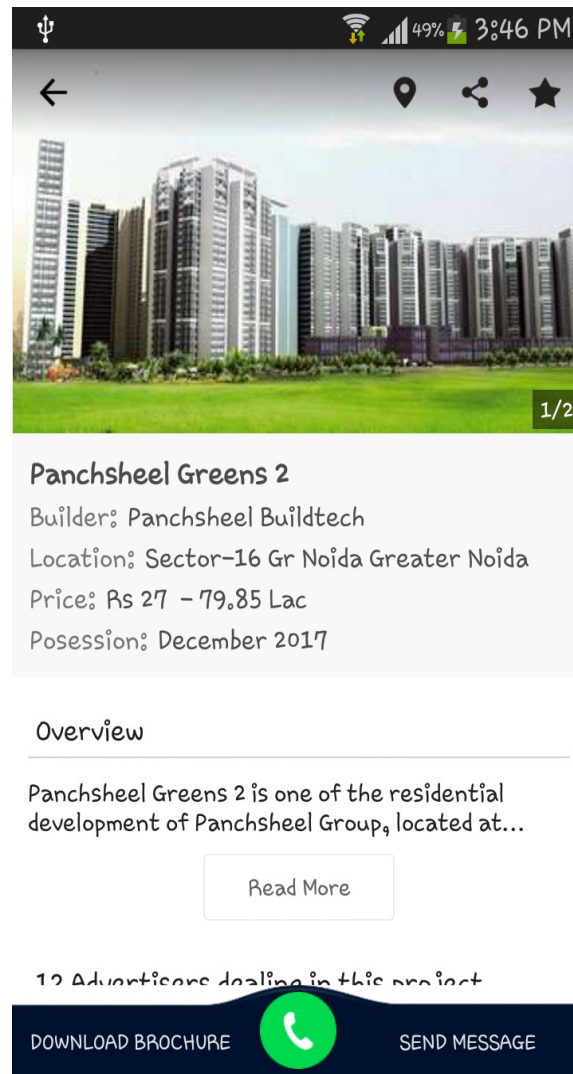
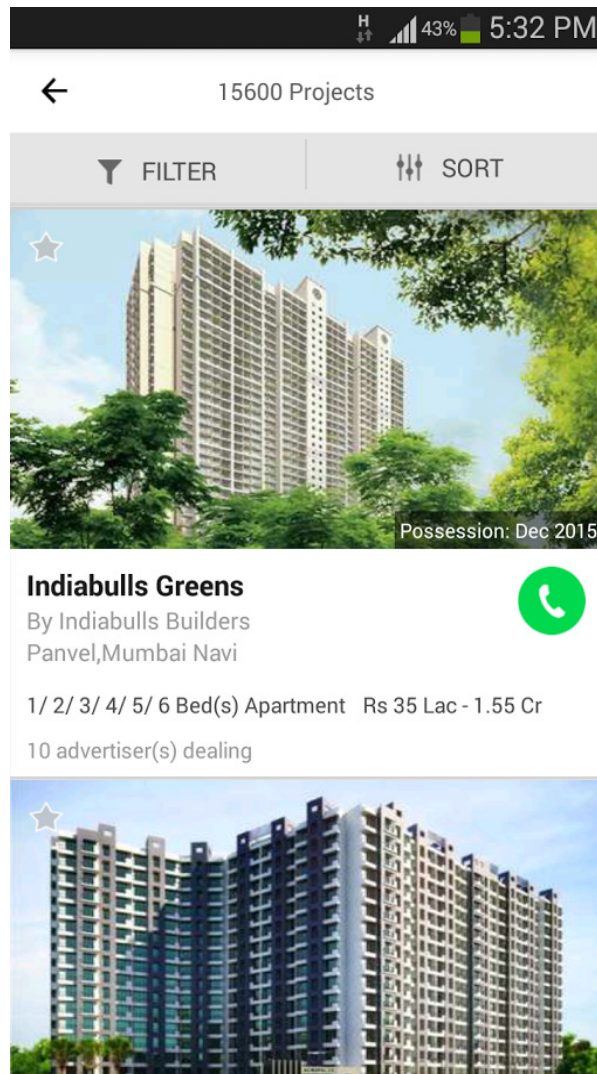
Mobile app – home screen, navigation and search page



Mobile app - Property search results page, filter page, property detail page



Mobile app – project search results page, project detail page and property posting form



Mobile an important source of traffic

About 35% sessions in Q4 FY 14-15 (vs 30% in Q3 FY 14-15) from mobile

Android app

12% of total

99acres sessions

iOS app

0.8% of total

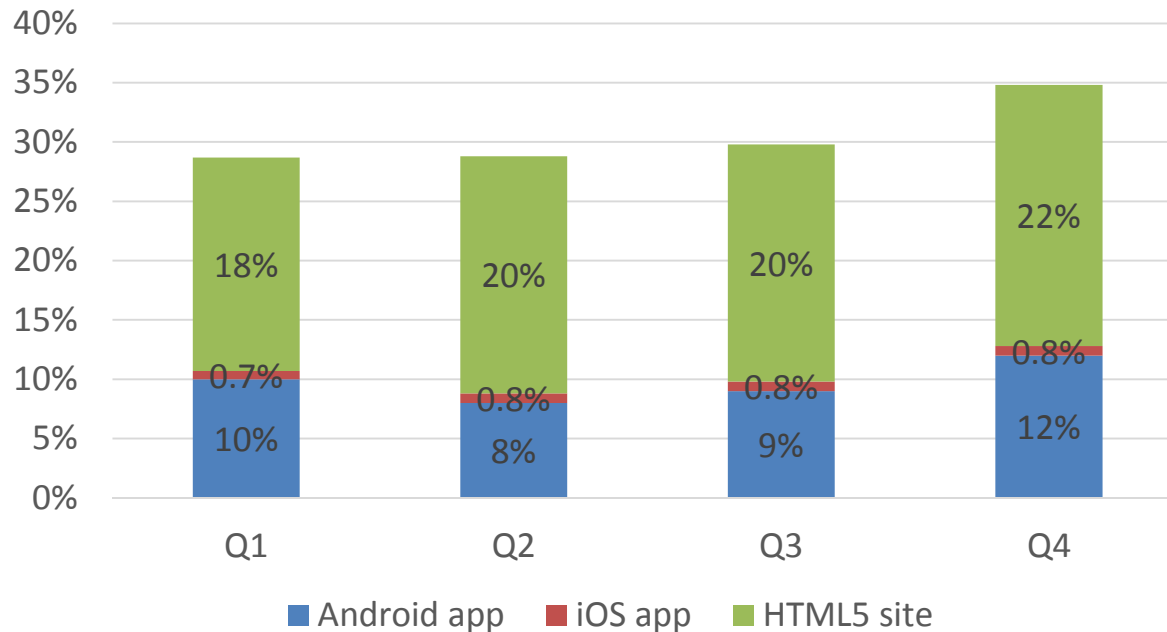
99acres sessions

HTML5 site

22% of total

99acres sessions

Trend over four quarters



Jeevansathi



[Hindi-Delhi](#) | [Marathi](#) | [Hindi-UP](#) | [Punjabi](#) | [Telugu](#) | [Bengali](#) | [Tamil](#) | [Gujarati](#) | [Kannada](#) | [Hindi-MP](#) | [Bihari](#) | [More](#) ▼

Quick
Search

Bride ▼

Religion ▼

Mother tongue ▼

Caste ▼

21 Yrs ▼

to

35 Yrs ▼

Marital Status ▼

City/State/Country ▼

With photos only

Search

[▶ Search by profile id](#) | [▶ Advanced Search](#)

Success Stories

Millions of Profiles

Safe & Secure

Paid Membership

Find a match on the basis of
Community Religion Caste Profession

MBA's Marathi Baniya Punjabi Patil
Gujarati Jain Sikh Brahmin Tamil
Bhumihar Gupta Konkani Kshatriya
Khatri Rajput Sindhi Vaishnav Defence
Agarwal Kayastha Muslim Hindi-UP
NRI's Haryanvi Professionals Jat
Yadav Hindi-Delhi Manglik Christian
Bengali Muslim Doctors Malayalee
Software Parsi Arora Nair Bihari
Teachers Divorcee Telegu Buddhist



Existing User - Login

Email ID

Password

Remember Me

Login

[Forgot Password?](#)

[New User? Register Now!](#)



1 Register

Create your
profile and start



2 Search

Find exactly the kind
of people you are



3 Contact

Email them or View
Phone Numbers to

New User?

Register FREE

Online matrimonial business - India

- Online market estimated to be INR 5 bn in FY 14-15
- Three main players – Bharat matrimony, Shaadi and Jeevansathi
- Used by
 - Those disconnected from mother communities
 - Youngsters wanting choice
- In many instances process is driven by family
- Fragmented market
 - Basis geography
 - Communities (religion, caste, sub castes)

Jeevansathi business model

- **Website**
 - Free to list
 - Free to search
 - Free to express interest
 - Free to accept others expression of interest
 - Pay to get contact details
- **Offline centres** (10 centres operational)
 - Walk in sales for matching services
- **Franchise** - walk in centres
- Being a C2C model difficult to monetize and earn profits
 - A good job done – customer is gone forever !

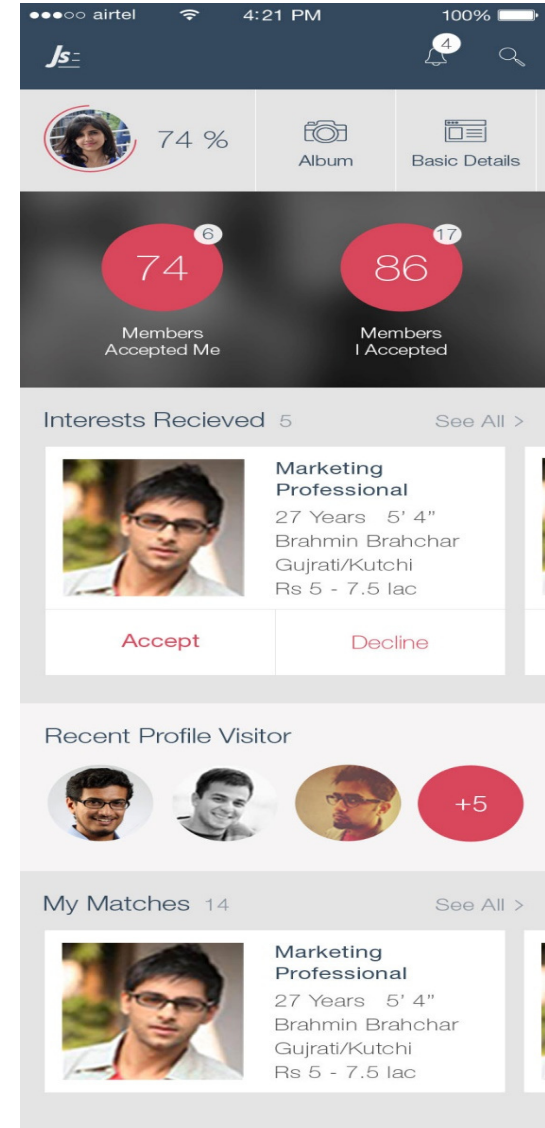
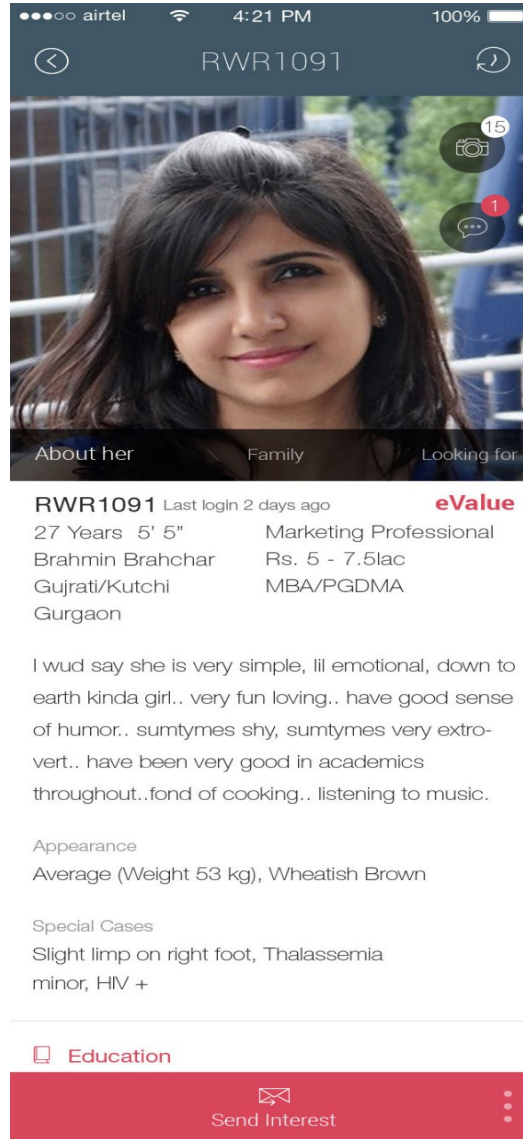
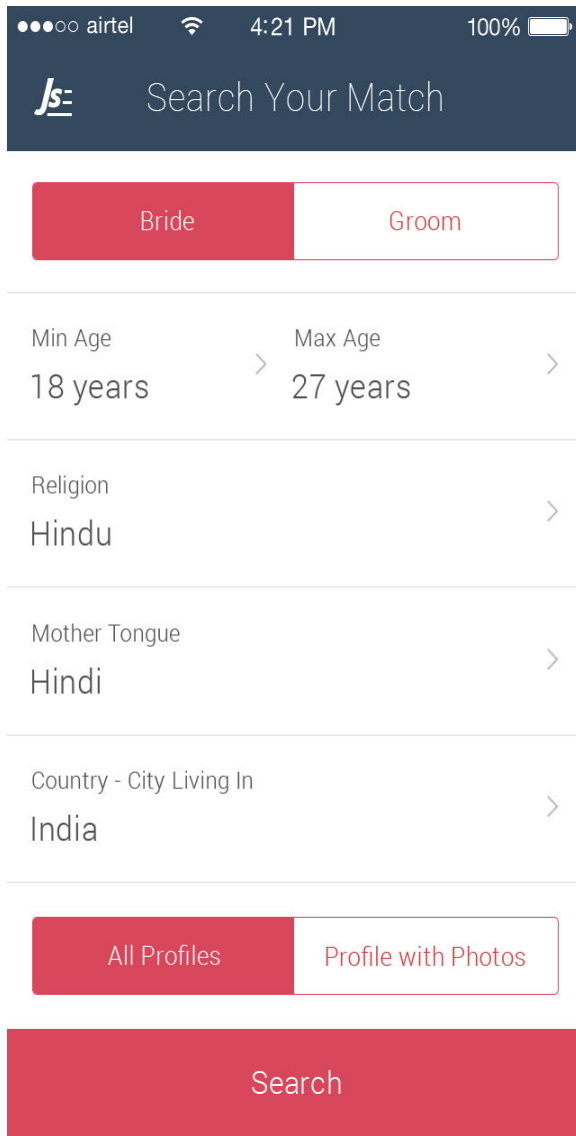
Jeevansathi imperatives

- Improve free to paid conversion rate
- Reduce EBITDA losses while maintaining growth rates
- Focus on key identified communities

Competition

- 3 main players
 - Bharatmatrimony is the leader
 - Shaadi is no. 2
 - Jeevansathi no. 3
- Bharatmatrimony dominates states in south India and non resident Indians from these states
- Shaadi leads in Gujarat and Punjab and non resident Indians from these states
- Jeevansathi leads in certain north India communities and states
- However, there are overlaps amongst sites

Mobile app



Mobile an important source of traffic

About 62% sessions in Q4 FY 14-15 (vs 56% in Q3 FY 14-15) from mobile

Android app

30% of total

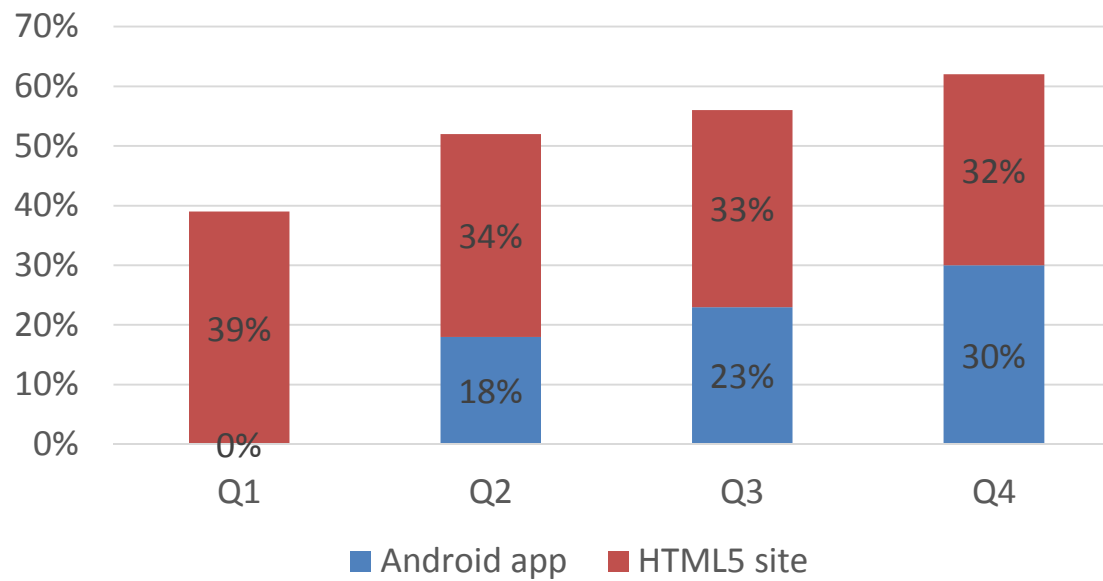
Jeevansathi sessions

HTML5 site

32% of total

Jeevansathi sessions

Trend over four quarters



Shiksha

Home page of Shiksha (Desktop)

shiksha.com
Stop Following. Start Exploring.

MANAV RACHNA
vidyanatariksha
UNIVERSITY · COLLEGES · SCHOOLS

Home | MBA | After 12th | All Courses | **Study Abroad** | Entrance Exams | Top Colleges | Shiksha Café | Application Forms

Enter College or Course Name **Search**

Study in India **Study Abroad**

Management
Full Time MBA | Part Time MBA | Distance MBA | BBA

Science & Engineering
BE/BTech | MTech | Agriculture & Forestry

Banking & Finance
Accounting | Banking | CA related | Commerce

Information Technology
BCA | MCA | Part Time MCA | Distance MCA | Networking

Test Preparation
Govt. Sector Examinations | Medical Exams | Engineering Exams

MBA College Reviews and Ratings
By Alumni and Current Students

Search Reviews by College Name

Popular Review Collection
Top 5 IIMs
Top 8 MBA Colleges - Mumbai [View All](#)

Shiksha Café
Connect with over 1265 experts

Make an informed career choice, ask the expert now!

Ask your question now 0 out of 140 characters

College Signup

Featured Colleges

Educatus expo 2015
The Professional Education Fair

Meet over 75 Top Universities/Colleges under one roof


Home page of Engineering

Engineering in India

🔍

[🏠 Home](#) [🏫 Institutes](#) [📄 FAQ](#) [💬 Q & A](#) [🏆 Rankings](#) [🛠️ Tools ▾](#) [📄 Exams ▾](#)

Featured Colleges for Engineering



DIT University, Dehradun [Know More](#)

View by Location

- Colleges in Delhi-NCR
- Colleges in Mumbai
- Colleges in Bangalore
- Colleges in Pune

View by entrance exams


- Colleges accepting JEE Main
- Colleges accepting JEE Adv
- Colleges accepting EAMCET
- Colleges accepting MT-CET

Predict your rank and find colleges that you can apply to:

Rank Predictors:
[JEE MAIN 2015 Rank predictor](#) [COMEDK 2015 Rank predictor](#)
[JEE Advanced 2015 Rank predictor](#)

College Predictors:
[JEE MAIN 2015 College predictor](#) [KCET 2015 College predictor](#)
[COMEDK 2015 College predictor](#) [KEAM 2015 College predictor](#)
[WBJEE 2015 College predictor](#) [MPPET 2015 College predictor](#)
[CGPET 2015 College predictor](#) [TNEA 2015 College predictor](#)

Recent Articles on Engineering



BITSAT 2015 Results: Check exam scores online

BITSAT 2015 Results: Aspirants who have taken BITSAT 2015 can now check their scores on...


Home page of MBA

MBA in India

🔍


[🏠 Home](#) [🏫 Institutes](#) [🔧 Tools](#) [🏆 Rankings](#) [📄 Exams](#) [📄 Apply Online](#) [New 0 My Shortlist](#)

Featured Colleges for MBA



Alliance School of Business - Alliance University, Bangalore [Know More](#)

Recent Articles on MBA



Reasons to move to the biggest North India campus
Lovely Professional University boasts of being the largest single campus university in...
Added 4 days ago, 68 views

- [Why did I score low in CAT even after preparing hard for it?](#)
Added 1 day ago, 255 views
- [ATMA May 2015: Download admit cards from today](#)
Added 3 days ago, 114 views
- [Development sector calls for a dynamic and diverse workforce](#)
Added 1 day ago, 30 views
- [Reasons to move to the biggest North India campus](#)
Added 4 days ago, 68 views

[View all MBA Articles »](#)

View by Location

- [Colleges in Delhi-NCR](#)
- [Colleges in Mumbai](#)
- [Colleges in Bangalore](#)
- [Colleges in Pune](#)

View by Entrance Exams

- [Colleges accepting CAT](#)
- [Colleges accepting MAT](#)
- [Colleges accepting XAT](#)
- [Colleges accepting CMAT](#)

Find the best MBA college for yourself!

We need a few details from you to suggest you relevant colleges & create your free Shiksha account.

Home page for Overseas Education

shiksha
STUDY ABROAD
Stop Following. Start Exploring.

Signup Login

Home Bachelors Masters Top Countries Exams Enter Institute or Course Name Study in India

Start your college search

1. CHOOSE A COURSE

MBA MS BE/Btech

Or select from more courses

2. CHOOSE STUDY DESTINATION

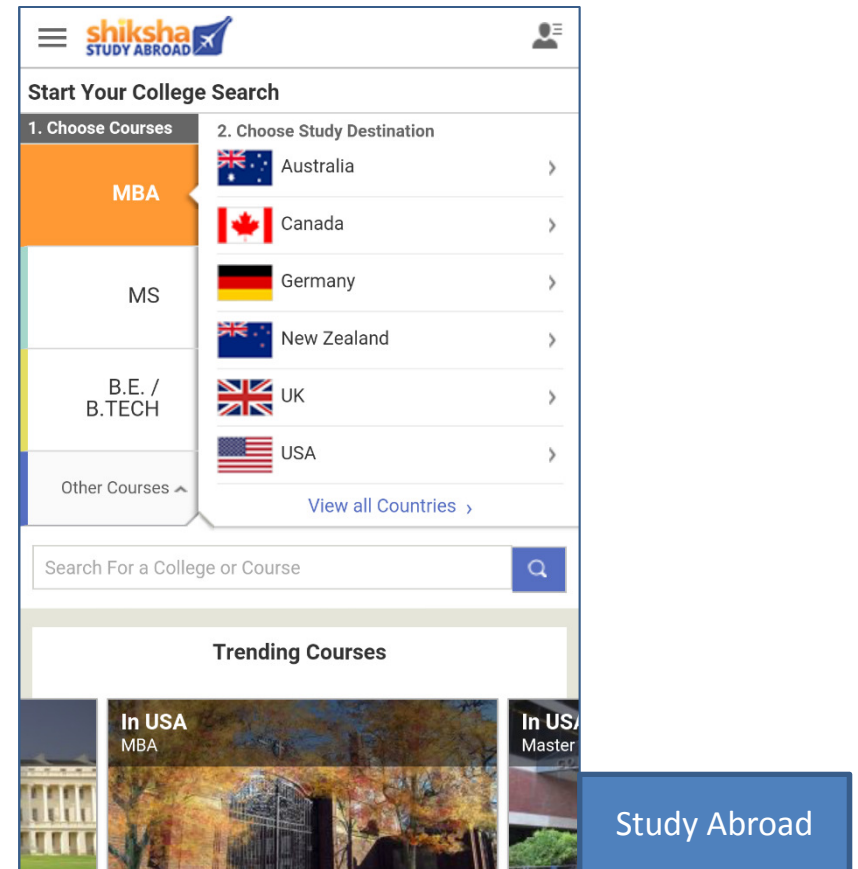
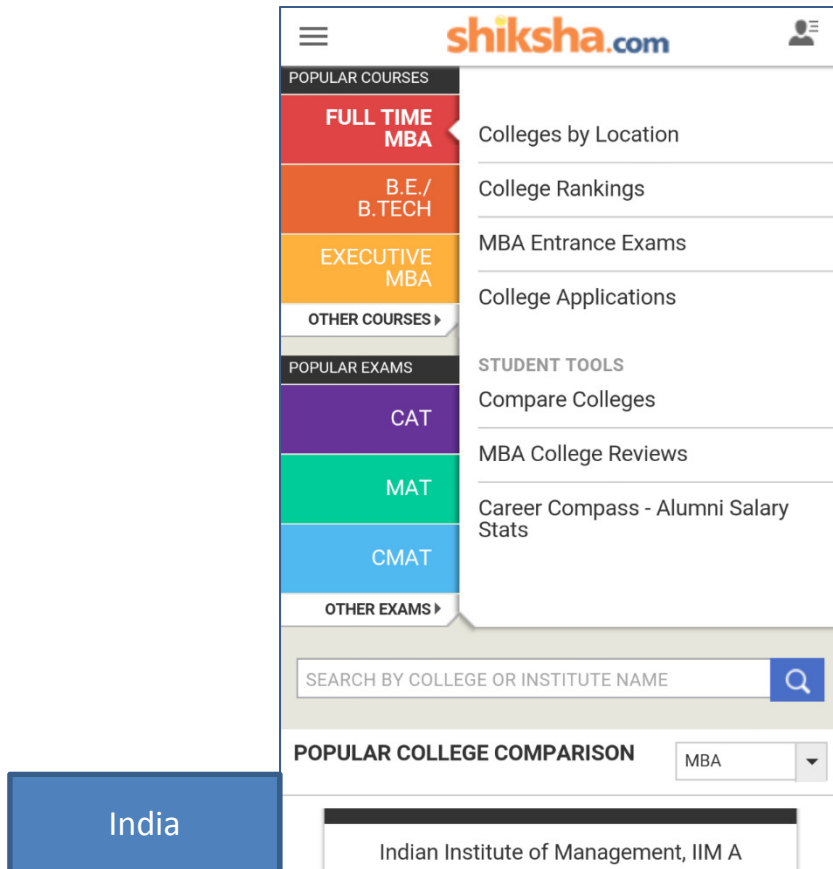
Choose Country

Continue

Quick links

Hospitality Management in Australia & Singapore | Fashion Courses in Italy | Creative Arts in UK | Nursing Courses in Canada

Mobile site



Campus Representatives from Institutes

Home Institutes Tools Rankings Exams Apply Online **New 0 My Shortlist**

Campus Connect - Ask Current Students before making a college decision

Shortlist colleges to make an informed decision

Ask Current Student Directly
Find all about college admissions, placements, campus life & more

Know the Inside-Story
Catch the latest buzz on 400+ colleges & what others are talking about

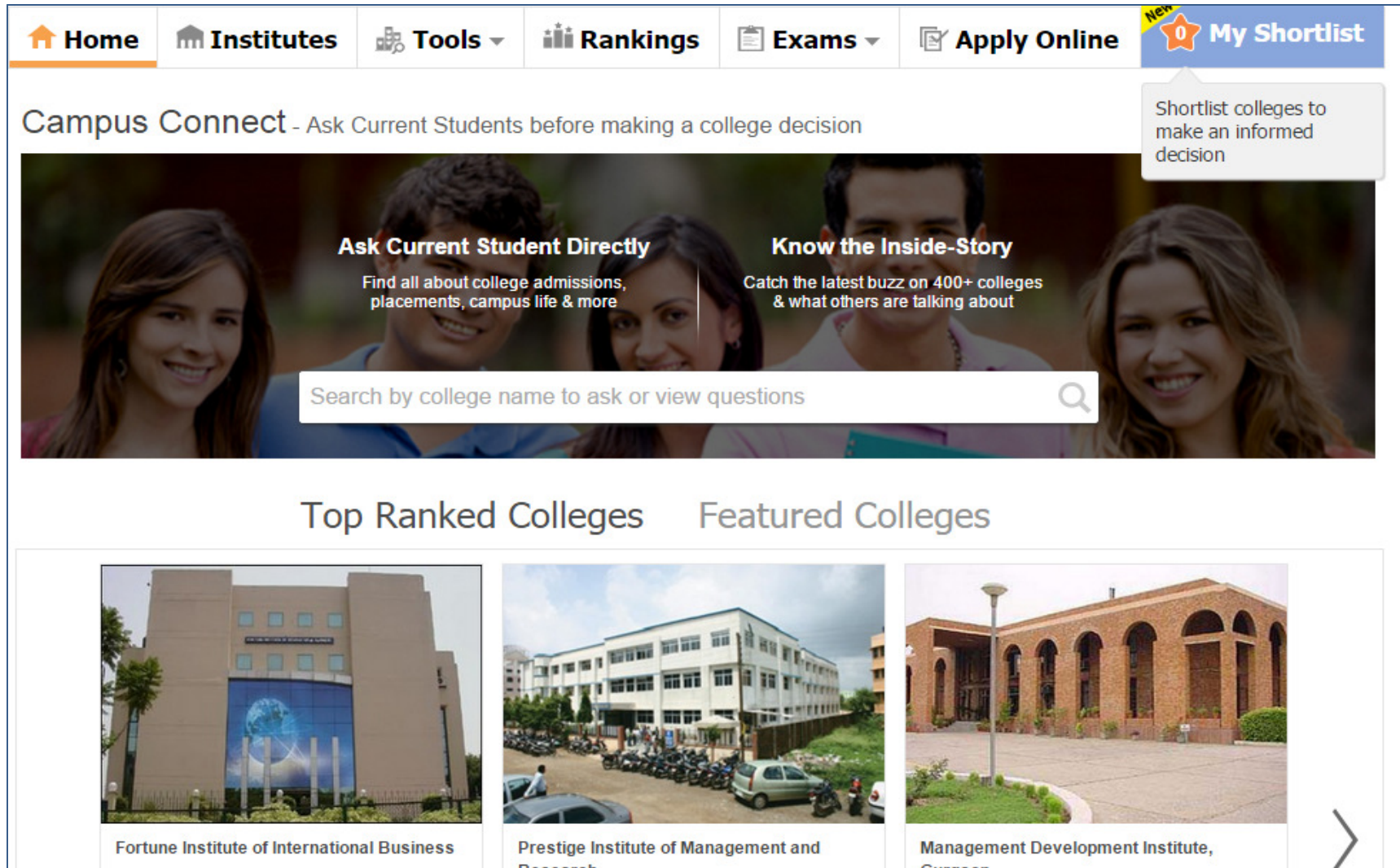
Search by college name to ask or view questions

Top Ranked Colleges Featured Colleges

Fortune Institute of International Business

Prestige Institute of Management and Research

Management Development Institute, Gurgaon



College Reviews

College Reviews

Sort: **Year of Graduation** | Recently Submitted | Highest Rating | Lowest Rating

Average Alumni Rating: **4.6/5** | **6 Students Recommend This Course**

Anonymous Class of 2016 | Rating **5/5** | Recommends This Course

The Curriculum at IIM Calcutta is best suited for people wanting to pursue career in Finance, but word of caution: You don't buy your right to have a career in Finance once you enter the college, you have to earn it. The Professors are the best in their respective fields. In short time you disbelievably gain many skills. It is a rare to find a top league school which treats you more like adults rather than students at a Boarding School.

Is this review helpful? **YES**

Worth the money	
Crowd & Campus life	
Salary & Placements	
Campus facilities	
Faculty	

Arun Class of 2014 | Rating **4.8/5** | Recommends This Course

Best place to be in for management. Best infrastructure for studies; library and sightseeing within the campus; lovely hostels and insanely good academic building. Best B school in India and is fast trending to be one of the most reputed institute in the world.

Is this review helpful? **YES**

Worth the money	
Crowd & Campus life	
Salary & Placements	
Campus facilities	

Educational classifieds business - India

- Education as a category spends amongst the highest in print
 - ~ INR 3.8 bn (Source TAM Adex)
 - Spend in print estimated to be similar to real estate
- Online , School/College contact programs, Consultant commissions & fairs form bulk of remaining marketing spends by colleges and Universities
- Few online players

Shiksha business model

- **Branding & advertising** solution by colleges & universities (UG & PG)
 - Both Indian and foreign entities advertise
 - Large number of Indian students go overseas for higher education
 - Estimated at ~100,000 + every year. Highly monetizable
- **Lead generation**
 - Potential student/applicants details bought by colleges and their agents
 - Lead qualification service for international colleges
- Prospective **students have free access** to information on the site (some post registration)

Shiksha strategy

Build differentiated & credible content

- Improved information on colleges and courses
- User generated content (Q&A with community/experts/campus reps, reviews) & interactive student tools
- Category (course) level focus

Strong mobile experience

- Full feature mobile sites for domestic & study abroad
- App for mobile (Android) to be launched

Further develop key accounts

- Innovative branding and student engagement solutions
- Value add services like lead qualification, application help
- Deeper key account management by sales team

Competition

- Careers360
- Pagalguy (a MBA aspirant community)
- HTcampus
- Minglebox
- MBA Universe
- IndiaCollegeSearch
- HotCourses India (study abroad)
- Studypotals (study abroad)

Investee companies

Portfolio status

As of May 15, 2015

INR Million

Investee Company	Website	Total amount invested	* Approx. diluted and converted shareholding %	% of Total
Active				
Zomato Media Pvt Ltd.	www.zomato.com	4837	50%	67%
Applect Learning Systems Pvt Ltd.	www.meritnation.com	718	56%	10%
Etechaces Marketing and Consulting Pvt Ltd.	www.policybazaar.com	325	18%	4%
Kinobeo Software Pvt Ltd.	www.mydala.com	270	45%	4%
Canvera Digital Technologies Pvt Ltd.	www.canvera.com	671	36%	9%
Happily Unmarried Marketing Pvt Ltd.	www.happilyunmarried.com	94	34%	1%
Sub Total	-	6915		95%
Written off/ provisioned for/ exited				
Studyplaces, Inc.	www.studyplaces.com	45	13%	1%
Ninety Nine Labels Pvt Ltd.	www.99labels.com	285	47%	4%
Nogle Technologies Pvt Ltd.	www.floost.com	26	31%	0%
Sub Total		356		5%
Total		7271		100%

* Approximate shareholding on fully disbursed and converted basis, held directly or indirectly (through subsidiaries, associates or affiliates)

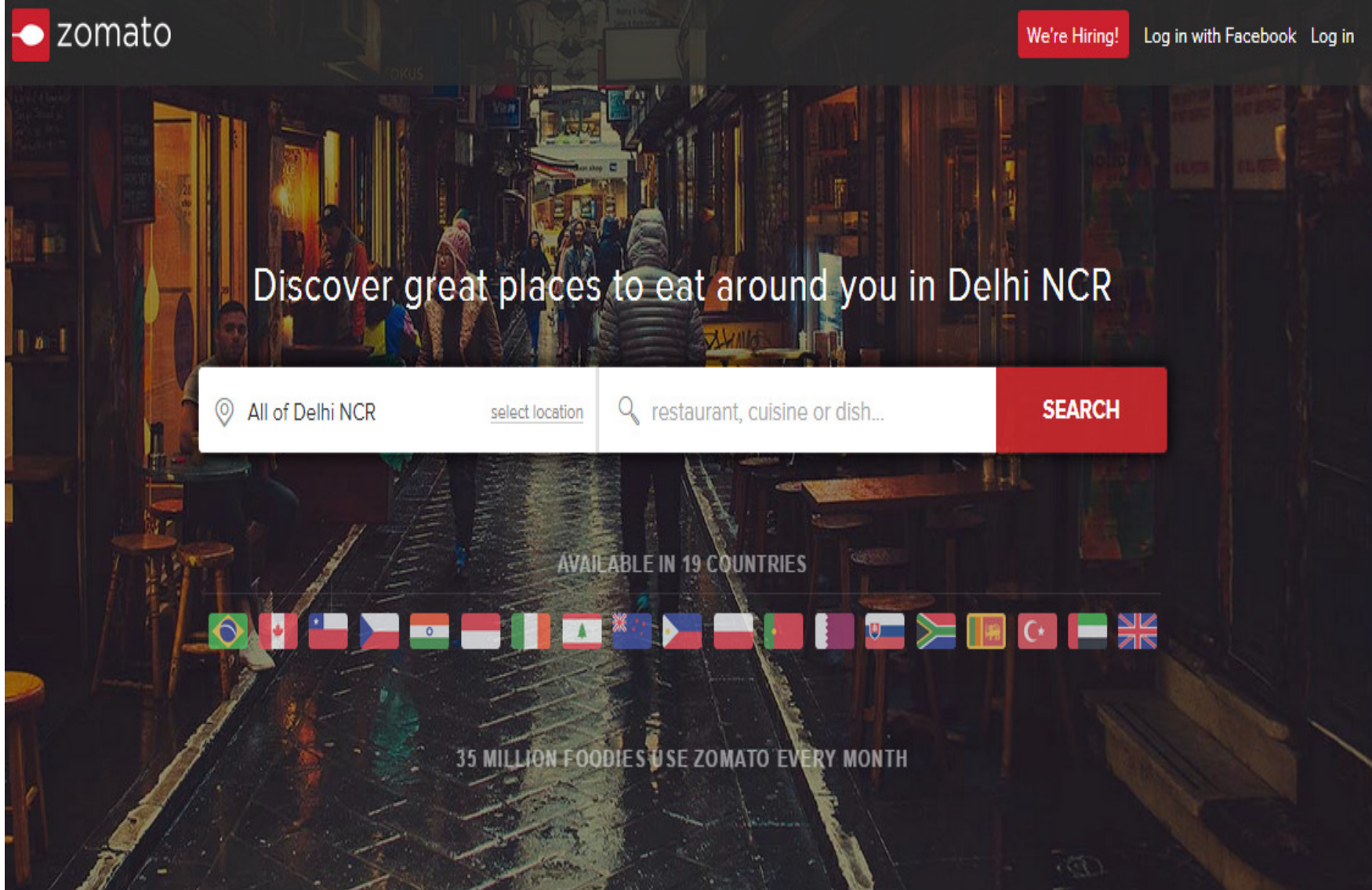
Investee companies financials

INR million

Investee Company	Website	Total amount invested	* Approx. diluted and converted shareholding % As of May 15, 2015	Operating revenue				Operating EBITDA			
				FY11-12	FY 12-13	FY 13-14	FY 14-15	FY11-12	FY 12-13	FY 13-14	FY 14-15
Partly owned subsidiary											
Zomato Media Pvt Ltd.	www.zomato.com	4837	50%	20.4	113.8	306.0	967.3	(72.2)	(100.3)	(413.9)	(1360.0)
Applet Learning Systems Pvt Ltd.	www.meritnation.com	718	56%	40.7	98.2	202.8	215.9	(54.4)	(214.3)	(285.3)	(227.2)
Associate											
Etechaces Marketing and Consulting Pvt Ltd.	www.policybazaar.com	325	18%								
Kinobeo Software Pvt Ltd.	www.mydala.com	270	45%	537.0	868.0	1398.6	2117.5	(287.6)	(490.0)	(461.5)	(745.2)
Canvera Digital Technologies Pvt Ltd.	www.canvera.com	671	36%								
Happily Unmarried Marketing Pvt Ltd.	www.happilyunmarried.com	94	34%								
Total		6915		598.1	1080.0	1907.4	3300.7	(414.2)	(804.6)	(1160.7)	(2332.4)

* Approximate shareholding on fully disbursed and converted basis, held directly or indirectly (through subsidiaries, associates or affiliates)

Zomato



The image shows the Zomato website landing page for Delhi NCR. The background is a dark, atmospheric street scene at night with people walking. The Zomato logo is in the top left. In the top right, there are links for 'We're Hiring!', 'Log in with Facebook', and 'Log in'. The main headline reads 'Discover great places to eat around you in Delhi NCR'. Below this is a search bar with a location dropdown set to 'All of Delhi NCR', a search input field containing 'restaurant, cuisine or dish...', and a red 'SEARCH' button. Further down, it says 'AVAILABLE IN 19 COUNTRIES' followed by a row of 19 national flags. At the bottom, it states '35 MILLION FOODIES USE ZOMATO EVERY MONTH'.

zomato

We're Hiring! Log in with Facebook Log in

Discover great places to eat around you in Delhi NCR

All of Delhi NCR [select location](#) restaurant, cuisine or dish... **SEARCH**

AVAILABLE IN 19 COUNTRIES

35 MILLION FOODIES USE ZOMATO EVERY MONTH

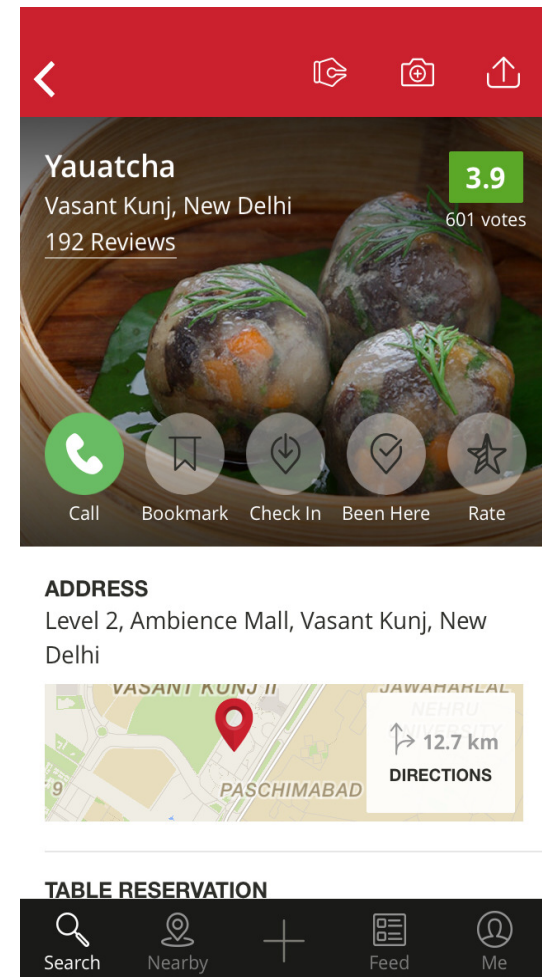
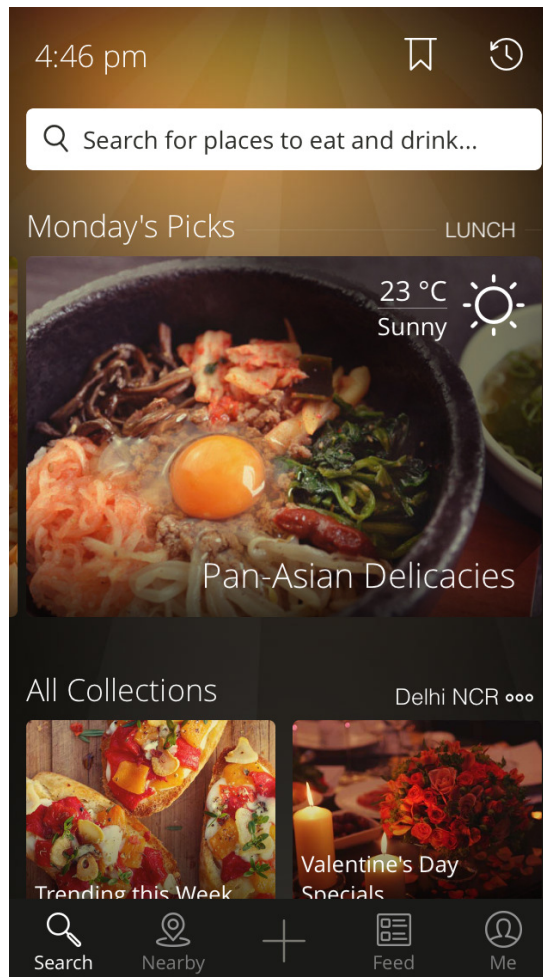
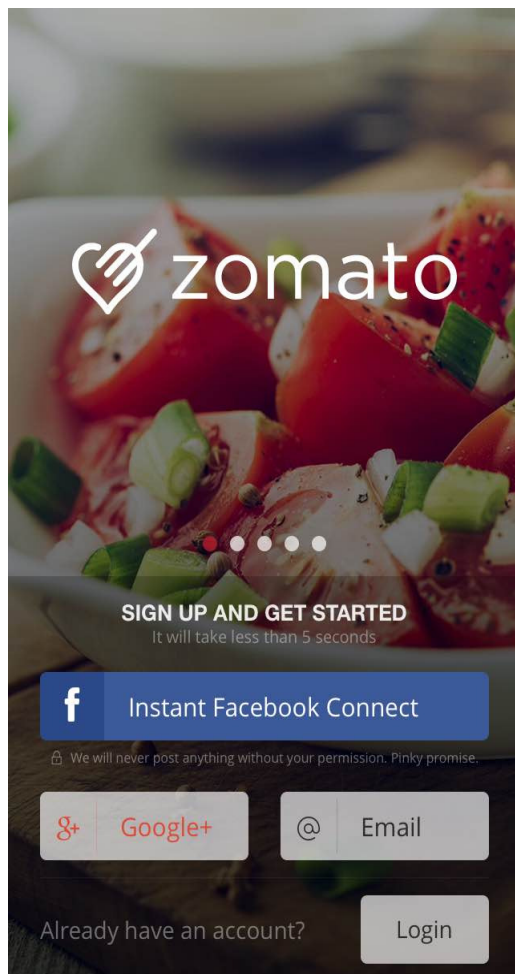
Zomato

- A clear leader in the restaurant category
 - In Q4 FY15 announced the acquisitions of:
 - Urbanspoon (presence in US, Australia and Canada)
 - Mekanist (presence in Turkey)
 - Cibando (Italy)
 - NexTable for Table Reservations
 - In Apr '15, acquired Maple POS - Android based POS system with custom hardware to enable decision making for restaurant owners
- Presence in 22 countries
 - India, UK, Canada, Czech Republic, Slovakia, Poland, Portugal, UAE, NZ, South Africa, Turkey, Philippines, Indonesia, Italy, Brazil, Ireland, Qatar, Sri Lanka, Chile, Australia, US and Lebanon
- Over 36 million visits in Apr '15 across web and mobile
 - Over 40% sessions through mobile
- Monetisation growing well
 - Profitable in India and Dubai

Zomato – business model

- Business model
 - Digitise restaurant menus, provide relevant information (including map coordinates, pictures etc)
 - Regular updation through feet on street beats
 - Generate ratings and reviews and enable picture uploads from users
 - Provide a wow user experience
 - search capabilities by location, cuisine, dish names
 - convenience through a high quality mobile app
 - Monetise through advertising on the web and mobile app
 - Introduced a subscription product in FY 15
 - enables restaurants to upload promos, daily menus and create rich listings
 - Launched online ordering (April to May) in Delhi NCR, Mumbai and Bangalore
 - Dine in payments (Zomato cashless) launched in Dubai in Feb, 15
 - Integration of NexTable in progress, to launch table reservations in India and Dubai

Zomato – mobile app



Policybazaar



[About](#)

[Insurance](#) ▾

[Loans](#) ▾

[Help](#) ▾

[Sign In](#)



1800-103-3999
[24x7 Toll Free]



Term Insurance



Health Insurance



Car Insurance



Investment



Two Wheeler



Critical Illness



Personal Accident



Home Insurance



Travel Insurance



Loans & Cards



Policybazaar

- Policybazaar is India's financial online supermarket
- Online price comparison site for financial products
 - Mainly for insurance, expanding fast into other financial products (Paisabazaar)
 - A clear value add to individuals and Financial Institutions
- A leader in its category
 - estimated 90% share of Insurance comparison & 40% of online Insurance transactions
- A large untapped and growing market
 - A fraction (less than 4%) of the Indian population is insured

Meritnation



Like 275k Purchase
011-40705070 or Call Me

What are you looking for?

Download our Mobile App

Explore

Log In

Register

- Live Classes
- CA-CPT
- IITJEE | AIPMT
- Class XII
- Class XI
- Class X
- Class IX
- Class VIII
- Class VII
- Class VI
- Class V
- Class IV
- Class III
- Class II
- Class I



Crack your exams with the best tuitions, now at your home!

- ✓ Live Classes
- ✓ Best Teachers in India
- ✓ Classes VI-X

LEARN MORE

Join now for FREE

Name

E-mail

Password Mobile

Select Board Select Class

Student Parent Tutor Teacher

JOIN NOW

By clicking on "JOIN NOW" you agree to our T&C

Join 8319597 happy students at Meritnation

India's largest online education portal for students from Classes I to XII

Study

Videos, Animations and Interactive Activities

Test

Unlimited Practice tests

Homework Help

Get Solutions to all your Doubts Instantly

Subjects

Math, Science, English, Hindi & more...

Boards

CBSE, ICSE, Maharashtra & more...

Entrance Exams

IITJEE, AIPMT, CPT & more...

OUR RESULTS

Meritnation Wall of Success

School made easy! Join now for FREE

FREE

access to all NCERT Solutions

Meritnation

- Freemium model
- Direct to consumer
- Provides free solutions mainly for
 - mathematics and science for K12 of popular national Indian curriculum's viz. CBSE and ICSE
 - Some State Board's curriculum added
- Paid product for online assessment and teaching solutions
 - provides resources to kids for self study after school
- Test prep product for engineering and medical entrance examinations

Meritnation contd.

- Over 3 million visitors every month
- Increase engagement
 - practice questions
 - school pages
- Increase no. of paid users
 - tele calling
 - demo at home
 - web based video to explain benefits
- Improved
 - search
 - ask and answer
- Mobile app
- Offline model

Canvera

Cherish your joyous moments forever with Canvera...

[Find a Photographer](#)

[Get your own Canvera Photobook](#)

[Share your Photobook on Facebook](#)

Find a Photographer

Please select a category or location to search

[All locations](#)

[All categories](#)

Top Categories



Wedding Photography



Fashion Photography



Kids Photography



Commercial Photography

Photographers In Focus



Lakshya Manwani Photography

Experts Speak

Indian Wedding Photography...costs HOW MUCH?
By Arjun Kartha

[Read More](#)



Canvera Photobooks

EASY TO ORDER | DURABLE | BEAUTIFUL

Our stringent quality check ensures that each handcrafted Canvera Photobook surpasses your expectations. With a three layered packaging and shipping within a safety box, a bag and a tertiary shipping box, your memories will reach you safely and remain fresh forever.

You can select from ten different types of Photobooks with options for paper and size for every book.

Canvera

- Produces printed wedding albums for professional photographers
- Build brand with the consumer but monetise through the professional photographer
- Products & services include:
 - Printed products (albums) sold to the photographer (main source of revenue)
 - Design of printed products and websites (service business that supports the product business)
 - Web solutions to help professional photographer build their website (SaaS)
 - Lead generation through photographer classifieds (started monetization through ads in Nov, 2014)
- Expertise in digital imaging and printing

Canvera

- Business model
 - Photographers pay to order printed albums or photographs
 - Additional sources of monetization possible
 - Micro site and ad revenues from photographer classifieds
- Sales presence in 200+ cities
- New launches
 - Every printed book can now be downloaded to a mobile devices using Canvera's app and from the app shared on Facebook, WhatsApp
- Photographers directory basis city and location
 - Monetisation started Nov, 2014

Mydala



I am in Delhi NCR ▾

Invite Friends

Get my APP

Cart (0)

Log In

Need Help? Call us at 011-43444444

Discover great deals & discounts in Delhi NCR

Search 175,000+ deals & offers from 100,000+ brands



Eg. salon, gym, restaurant, tattoo, vico, flipkart coupons, saket, andheri

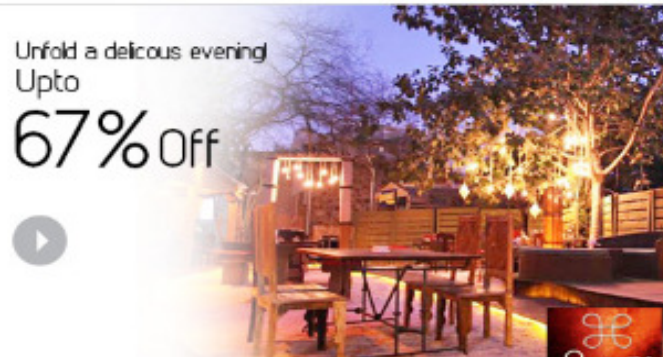
Top Selling Deals

Food and Drinks | Beauty | Health and Fitness | Tattoos | Travel | Grocery Shopping | Online Coupons | Other Categories ▾

25% Off
chinese. european &
continental food



Unfold a delicious evening
Upto
67% Off



ONLY ON APP

Starbucks
gift vouchers!



Promote
your
Business



Mydala


- A deals and couponing site
 - Large sales team which sources deals
 - Power deals on mobile (partner with telecom operators)
- Evolving in to a merchant marketing platform on web and mobile
 - Majority revenues from mobile
- Large addressable market

Mydala app


mv New Delhi

Search Nearby Shop Top deals

Search from 175k+ offers



Top Deals



< mv Restaurants

The Great Kebab Factory
Saket
Pay Just Rs. 19 and get 25% off on total food bill. Enjoy a delicious fine dining affair with The Great
₹19










Angrezee Dhaba
Multiple Outlets
Enjoy 4 IMFL along with 1 veg or non veg platter at Rs 499. Enjoy the perfect evening!
₹19

Chicago Pizza
Multiple Outlets
Get a garlic bread absolutely free on purchase of 8 inch round cheese pizza
₹9

Ffrunch
Satya Niketan
Food for 4! Enjoy Family ffrunch offer at Rs 699
₹29

Urban Knights
Greater Kailash 1

< mv Grocery Shopping

 Get extra 30% on 500ml bottle Valid Till 23 Sep 14	 Buy 1 Get 1 on Kurkure Big Pack Valid Till 05 Sep 14	 Buy 3 Get 1 Free on 125 gm pack Valid Till 22 Aug 14
 Get extra 20% on 200ml bottle Valid Till 13 Sep 14	 Rs.100 off on Surf Excel 4 kg pack Valid Till 25 Sep 14	 Free Toothbrush with Toothpaste Valid Till 07 Aug 14
 Get pet bottle free with 2ltr pack Valid Till 13 Sep 14	 Maggie Jumbo pack Buy 4 Get 1 FREE Valid Till 15 Sep 14	 Cinthol Talc FREE with 4 Soap pack 125 gms Valid Till 15 Aug 14

In Store Top Offers Online

Happily unmarried

HAPPILY UNMARRIED

Interns | Blog | Track Order | Store Locator | Contact Us

Your search is my command! **SEARCH**

Cart **Login**

- Shop by category
- Hot
 - Valentine Gifts
 - Bar
 - Apparel
 - Phone Covers
 - Home
 - Bags
 - Gift Packs
 - Stationery
 - UFO
 - Office

Kaho Na Jar Hai

I LOVE YOU
WASTING MY WEEKENDS WITH
52 WEEKS IN A YEAR THINGS TO DO
(PROSELYTIZE)

FEELING BLUE

LOVE
KE LIFE BUCH BI BANDA

I'M FEELING LUCKY

CHECKOUT

Awesome Valentine Gifts | Introducing new bags | Perfect device to serve your shots in.

PHONE COVERS
make your phone a superstar

BAR ACCESSORIES
the true spirit of drinking

TEE SHIRTS

Hey Good looking! Thanks for hittin on us!



Happily Unmarried

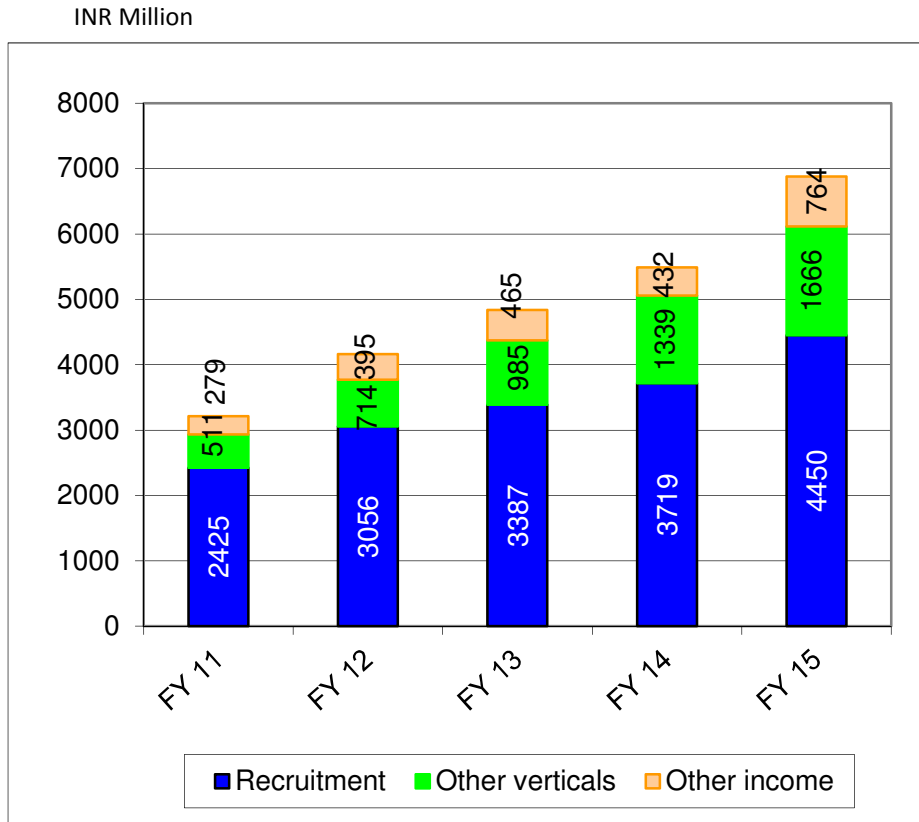
- Designs and sells fun quirky products
 - With an Indian touch
- Mainly offline sales as of now
 - Online scaling gradually

Financials

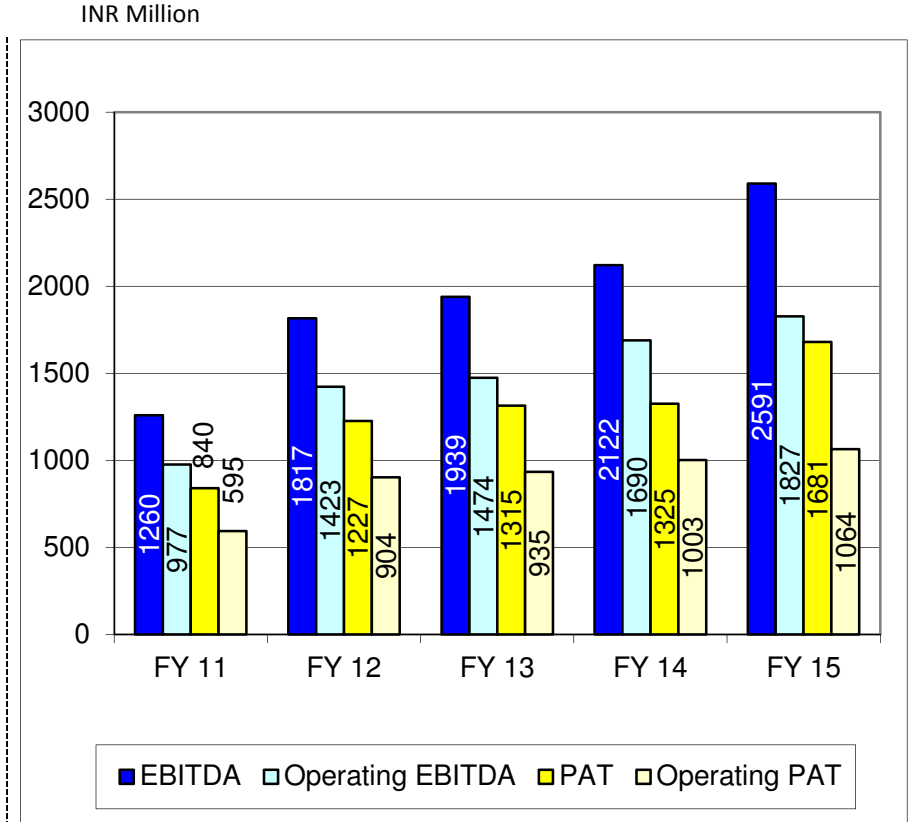
(Standalone)

Consistent long-term growth in Revenue & Profitability

Revenue



Profitability



In FY 15, Recruitment was 72.7% and Other Verticals 27.3% of the standalone Operating Revenue of Rs 5,058 mn

In FY 15, on a consolidated basis, Operating Revenue was Rs 7,332 mn (Rs 6,116 mn on standalone basis) and PAT Rs 242 mn (Rs 1,647 mn on standalone basis) on account of losses in investee companies

Other Income in the above chart is treasury income

EBITDA and PAT nos. above exclude the CSR expense of about Rs 33.8 million

Team

Management Team

Name and age	Qualifications	Designation/ Role	Previously worked with	Year of joining
Sanjeev Bikhchandani, 51	BA Economics St. Stephens, PGDM IIM-A	Founder and Executive Vice Chairman	Lintas, Glaxo Smith Kline	1995
Hitesh Oberoi, 42	B Tech, IIT Delhi, PGDM, IIM-B	Managing Director & CEO	HLL (Unilever)	2000
Vivek Khare, 44	M. Sc (Physics) IIT – Kanpur, PGDBA-Birla Institute of Management Technology	EVP - Corporate Development	–	2000
Deepali Singh, 41	B Sc, LLB, Delhi University, PGDBA, IPM	EVP - Firstnaukri	Aptech	2000
Arif Ismail Parker, 40	BA	SVP Sales - Naukri	ITNation.com	2000
Vibhore Sharma, 40	B Sc, IGNOU	CTO – Naukri	Pioneer	2001
V Suresh, 43	BE, Masters in Management, Sathya Sai Institute of Mgmt	EVP and Chief Sales Officer - Naukri	Xerox	2001
Niraj Rana, 39	BSC, MBA	SVP Sales - Naukri	-	2001
Neeraj Sharma, 42	BSc, PGPM	SVP Sales – 99acres	RPG Group	2001
Harveen Bedi, 43	PGDBA-Birla Institute of Management Technology	SVP - Quadrangle	Nestle	2002
Dinesh P Kumar, 39	MBA	SVP Sales - 99acres	Notre Advertising	2002
Manoj. P, 41	BE- University of Mysore MBA - XIME	SVP – Sales	Indian Seamless Group	2002
Satyajit Tripathi, 41	BSc ,PGDBM	SVP Sales and Business Head – Allcheckdeals	-	2002
Ambrish Kr Singh, 41	B Tech, MBA	SVP and Head Sales – Shiksha	Pentasoft Tech	2003
Sudhir Bhargava, 45	BE, MBA, FMS, Delhi University	EVP - Corporate Finance	HSBC, ICICI Bank	2006
Sharmeen Khalid, 43	MBA, IRMA	Chief Human Resources Officer	Polaris	2006
Shalabh Nigam, 42	B Tech, IIT Kanpur	CTO - 99acres, Jeevansathi, Shiksha	Baypackets	2007
Rajesh Khetarpal, 42	CA	SVP – Finance	Bharti	2007
Sumeet Singh, 41	BBA, MBA	SVP – Marketing, Corporate Communications and Alliances	CII	2007

Management Team contd.

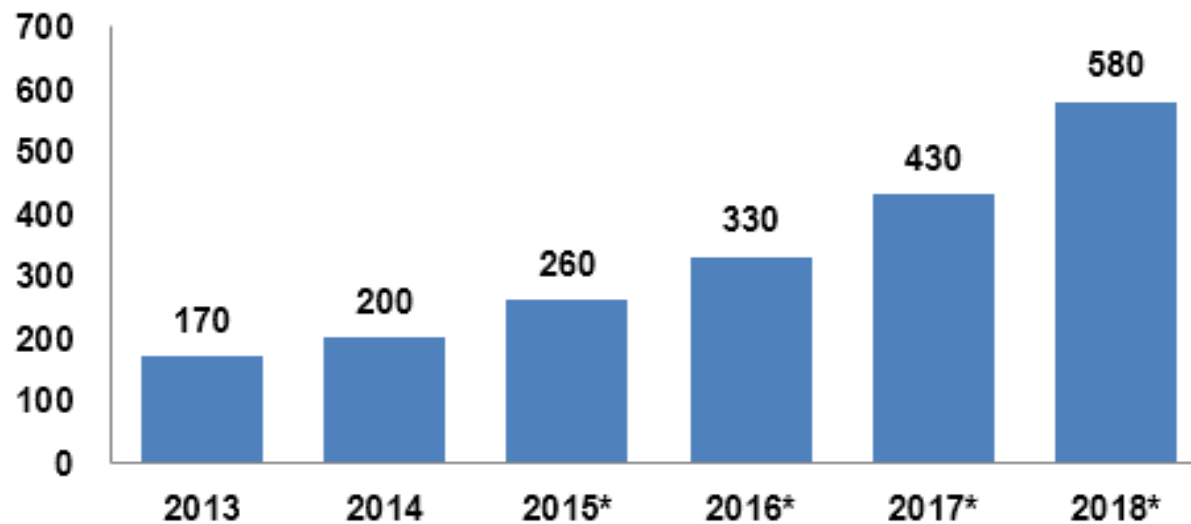
Name and age	Qualifications	Designation/ Role	Previously worked with	Year of joining
Nishant Pandey, 39	B Tech, IIT Delhi, MBA ISB	SVP Product Development - Naukri	Schlumberger	2008
Vivek Jain, 41	B Tech, IIT Delhi, PGDM IIM – B	Chief Product Officer - Naukri & Head-Naukri Fast Forward	Isoft, Adobe, IBM, ICICI Securities	2010
Maneesh Upadhaya, 36	B Sc, MBA, FMS, Delhi University	SVP and Business Head – Naukri FastForward	Bain & Co.	2010
Tarun Aggarwal, 40	B Tech, PGDBM – IIM - A	SVP and Business Head - Naukrigulf	HT Media, Tech Mahindra, HCL Technologies	2010
Amit Kumar Singh. 37	B Tech - IIT Kanpur, PGDBM - IIM Calcutta	SVP and Product Head 99acres	Adobe Systems, Citibank	2011
Ravi Pratap, 37	B.Tech - BIT Mesra, PGDBM - IIM – B	SVP - Product Development	Toostep, Headstrong, Iflex	2012
Manav Rajkumar Gupta, 37	B.Tech , MBA – ESMT, Berlin	SVP - Product Development	Toostep, TCS, Mittal Steels	2012
Murlee M Jain, 37	CS, LLB	AVP – Secretarial Company Secretary	Apollo Tyres	2013
Chintan Thakkar, 48	CA	CFO	Computer Associates	2014
Pankaj Jain, 40	B.Tech - IIT Delhi, MS- Stanford University	EVP - New Projects	Spice Online Retail, Spice Televentures, Taxila, Siebel Systems	2014
Shailesh Chandra, 41	BE - Delhi College of Engg, PGDBM- IIM A	SVP	Amazon, Genpact, Indian Railways, Maruti Udyog, Indian Petrochemicals	2014
Sanjay Suri, 42	MS - University of California	EVP - Engineering	Tradus, ClearSenses, Videocrux, Amazon, Oracle	2014
Narasimha Jayakumar, 41	MBA- London Business School, PGDM - IIM B, B Tech- NIT Karnataka	CBO – 99acres	TV18 Home Shopping Network Ltd, Google, Expedia, Galileo Int., TAS	2014

About 10% of the employees are covered under ESOP

Internet in India

No. of internet users

- As per TRAI, Annual Report 2013-14
 - 251.59 million as of 31.3.2014 (up 52.6%)
 - 164.81 million as of 31.3.2013
- Rapid growth expected (nos. in millions)



Note: * Forecasts. Source: BCG.

Banks that cover us

Firm	Analyst	Phone Number	E-mail
Anand Rathi	Mohit Jain	+91.22.6626 6531	mohitjain@anandrathi.com
Axis Capital	Nivedan Reddy	+ 91.22.4325 2525	nivedan.reddy@axiscap.in
B&K Securities	Sushil Sharma	+91.22.4031 7117	sushil.sharma@bksec.com
Centrum Broking	Ankit Kedia	+91.22.4215 9634	ankit.kedia@centrum.co.in
Citigroup	Gaurav Malhotra	+91.22.6631 9885	gaurav.a.malhotra@citi.com
CLSA	Rohit Kadam	+91.22.6650 5037	rohit.kadam@clsa.com
Credit Suisse	Anantha Narayan	+91 22 6777 3730	anantha.narayan@credit-suisse.com
Edelweiss	Omkar Hadkar	+91.22.6620 3147	omkar.hadkar@edelweissfin.com
ICICI Direct	Abhishek Shindadkar	+91.22.4084 0412	abhishek.shindadkar@icicisecurities.com
ICICI Securities	Kuldeep Koul	+91.22.6637 7573	kuldeep.koul@icicisecurities.com
IIFL	Sandeep Muthangi	+91.22.4646 4686	sandeep.muthangi@iiflcap.com
JP Morgan	Viju K George	+91.22.6157 3597	viju.k.george@jpmorgan.com
Jefferies	Arya Sen	+91.22.4224 6122	asen@jefferies.com
Kotak Securities	Lokesh Garg	+91.22.4336 0884	lokesh.Garg@kotak.com
Morgan Stanley	Parag Gupta	+91.22.6118 2230	Parag.Gupta@Morganstanley.com
Oppenheimer & Co.	Manish Hemrajani	+1 212 667-5407	Manish.Hemrajani@opco.com
Spark Capital	Srivathsan Ramachandran	+91.44.4344 0399	srivathsan@sparkcapital.com
Trust Capital	Mohit Jain	+91.22.4224 5124	mohit.jain@trustgroup.co.in
UBS	Gautam Chhaochharia	+91.22.6155 6080	gautam.chhaochharia@ubs.com
Yes Securities	Abhishek Kumar	+91.22.3347 7623	abhishek.kumar@yessecuritiesltd.in

Indicative list, subject to change

Investor relations contacts

Name	Chintan Thakkar	Sudhir Bhargava
Designation	CFO	EVP - Corporate Finance
e mail	chintan.thakkar@naukri.com	sudhir.bhargava@naukri.com
Telephone	+91 120 3082137	+91 120 3082006
Fax	+91 120 3082095	
Address	Info Edge (India) Limited, B 8, Sector 132, Noida – 201 301, Uttar Pradesh, India	
Website	www.infoedge.in	