

Info Edge (India) Limited

India's internet classifieds company

February, 2015

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All figures mentioned are for Info Edge (India) Ltd. as a standalone entity and are as on Dec 31, 2014 or for the quarter ended Dec 31, 2014, unless indicated otherwise

Q3 FY15 or Q3 FY14 - 15 means the period Oct 1, 2014 to Dec 31, 2014

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



zomato.com

India's leading restaurant ratings and review site
Shareholding ~48%*



meritnation.com
school made easy

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



mydala.com
We Bargain. You Gain.

Deals and discounts site with a merchant platform
Shareholding ~47%*



policybazaar.com®
compare kiya kya?

India's leading financial products comparison site
Shareholding ~23%*



Canvera™
preserving memories

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



Designing and selling fun products
Shareholding ~34 %*

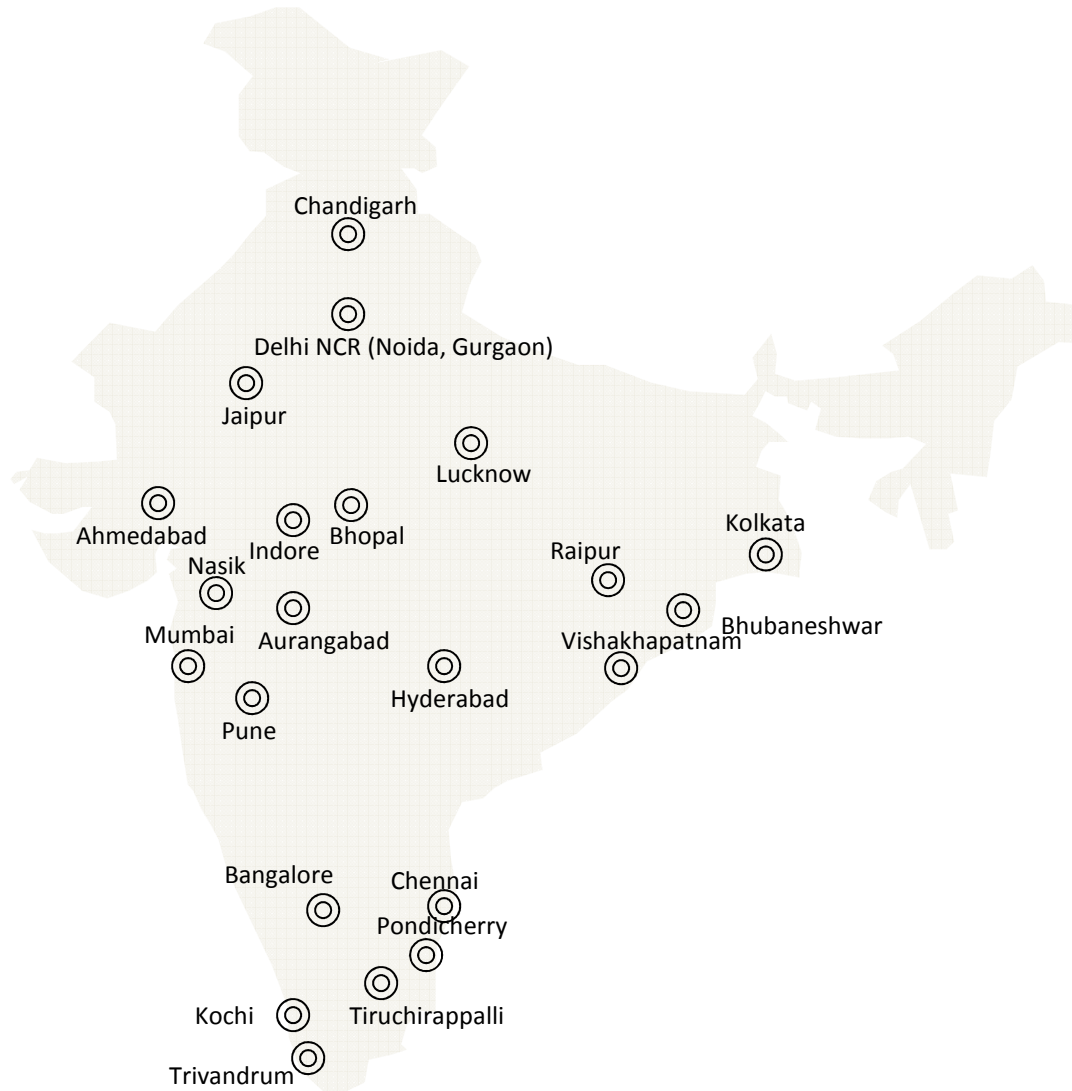
* Approximate shareholding on fully disbursed and converted basis

Our brands are market leaders

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

Nationwide sales/customer interface infrastructure

Info Edge sales offices illustrative map



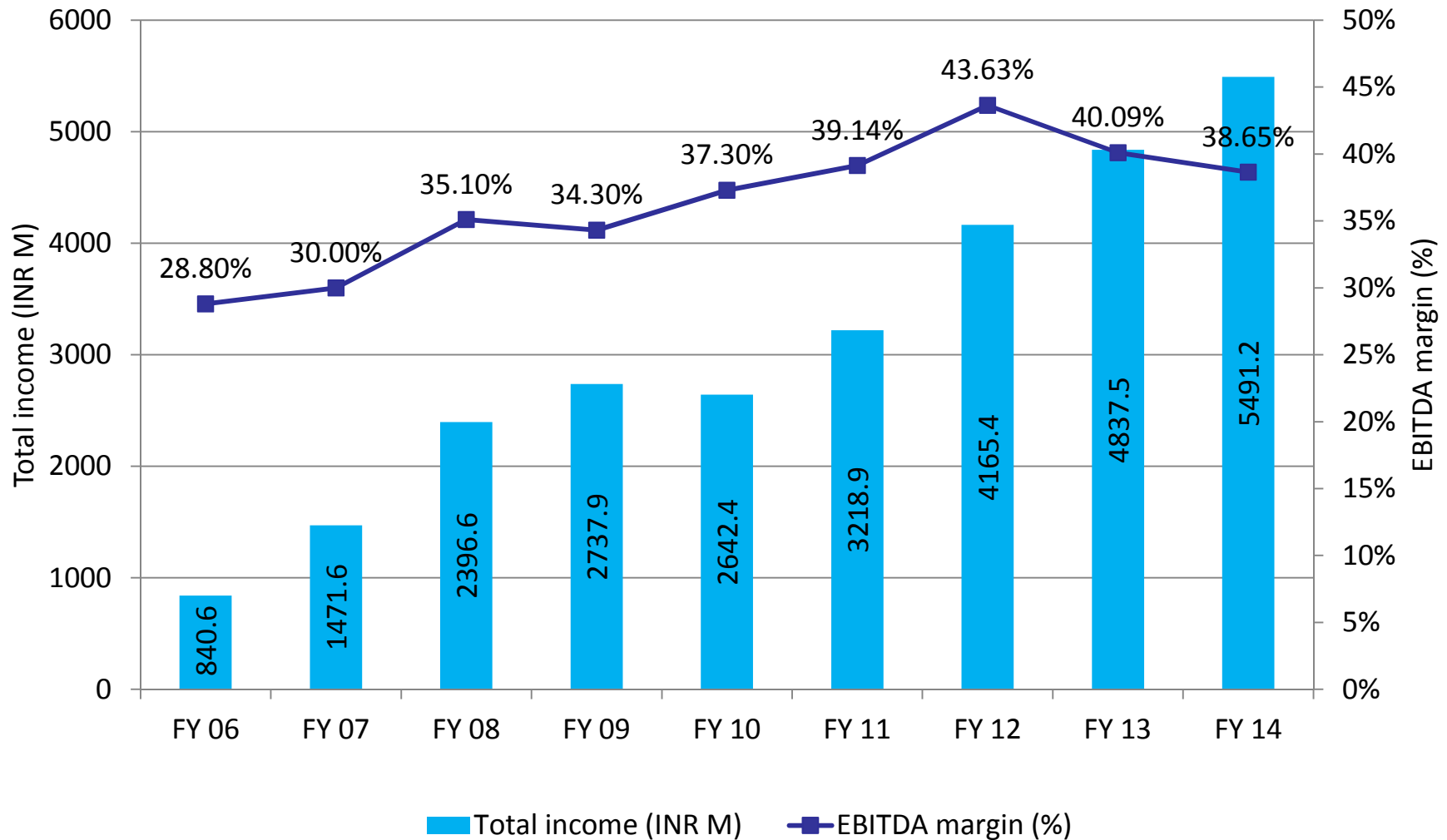
Key Observations

- Nation wide coverage through 60 company branch offices in 42 cities in India
- ~ 2650 sales/ servicing/ client facing staff or 72% of the company's* workforce of ~3700
- Only "dot com" player with this kind of sales organization

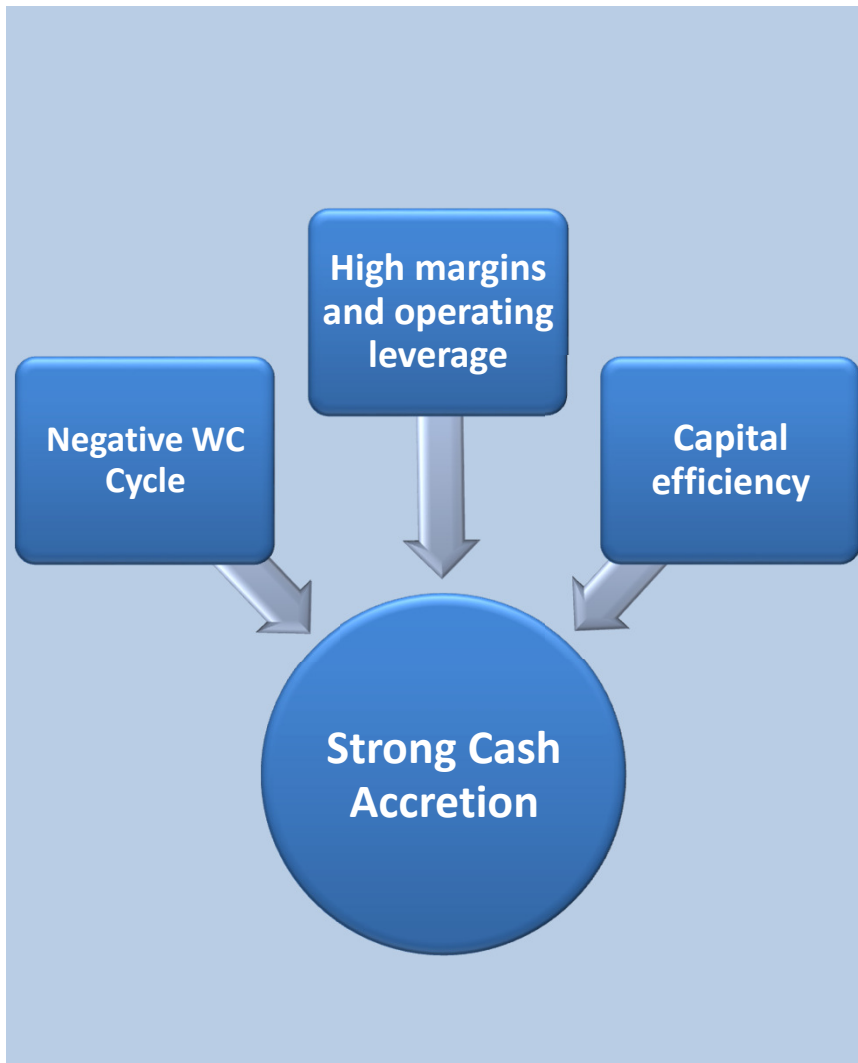
* Including allcheckdeals, a wholly owned subsidiary

Strong financial performance track record

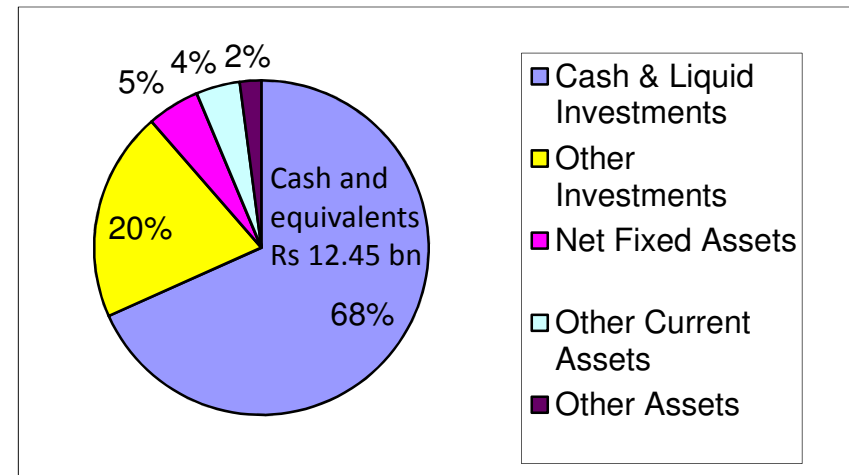
Total Income and EBITDA margin for the standalone entity, 2006 – 2014



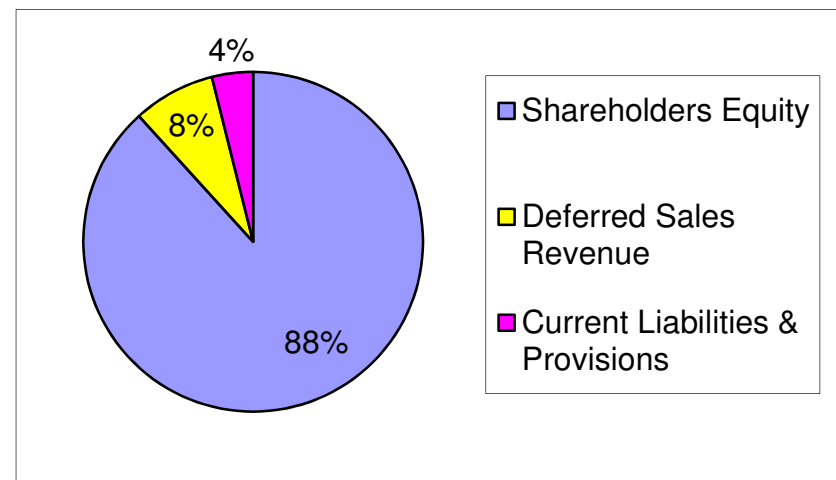
Capital efficiency, high EBITDA margins and negative working capital have led to a strong balance sheet



Assets



Liabilities



As of Dec 31, 2014

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 (68)

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

MD, Adobe India

Sharad Malik (51)

Independent Director

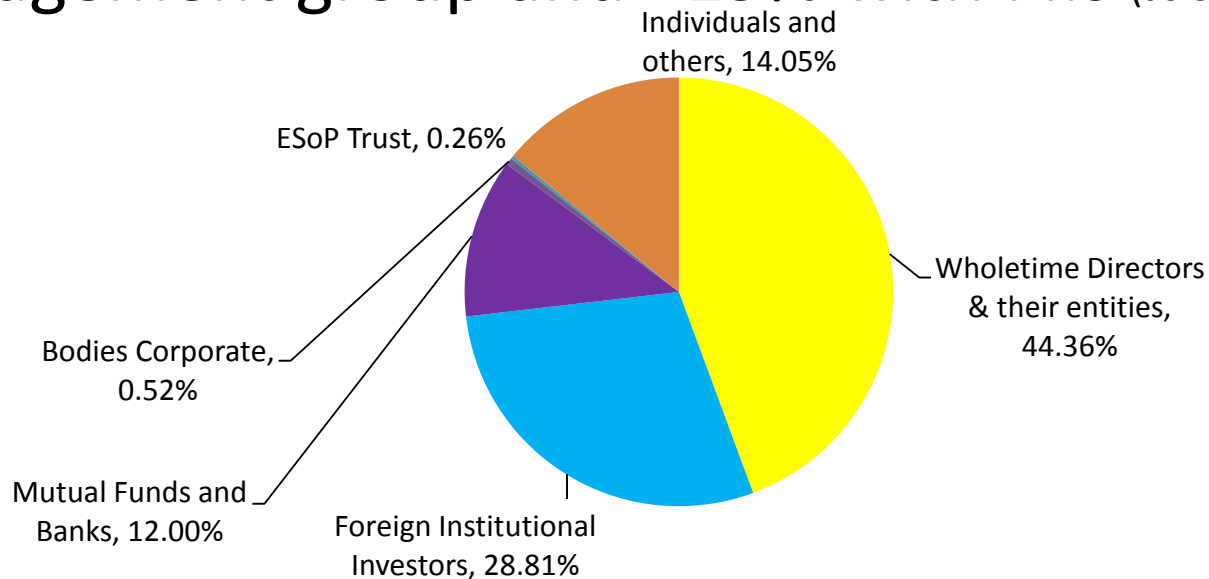
B Tech IIT-D, MS, PhD, University
of California

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

~44% shareholding is with the Founding management group and ~29% with FIIs (as of Dec 31, 2014)



HDFC Mutual Fund	5.38%
Nalanda India Equity Fund	3.21%
Reliance Mutual Fund	2.96%
Aranda Investments (Mauritius) Ltd.	2.72%
T Rowe Price	1.09%
ICICI Prudential	1.18%
FIL Investment (Mauritius) Ltd.	1.36%
Fidelity Investment Trust Fidelity International Discovery Fund	1.34%
Matthews	1.34%
Emerging Markets Growth Fund Inc	1.07%

Founders committed to growing the company

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

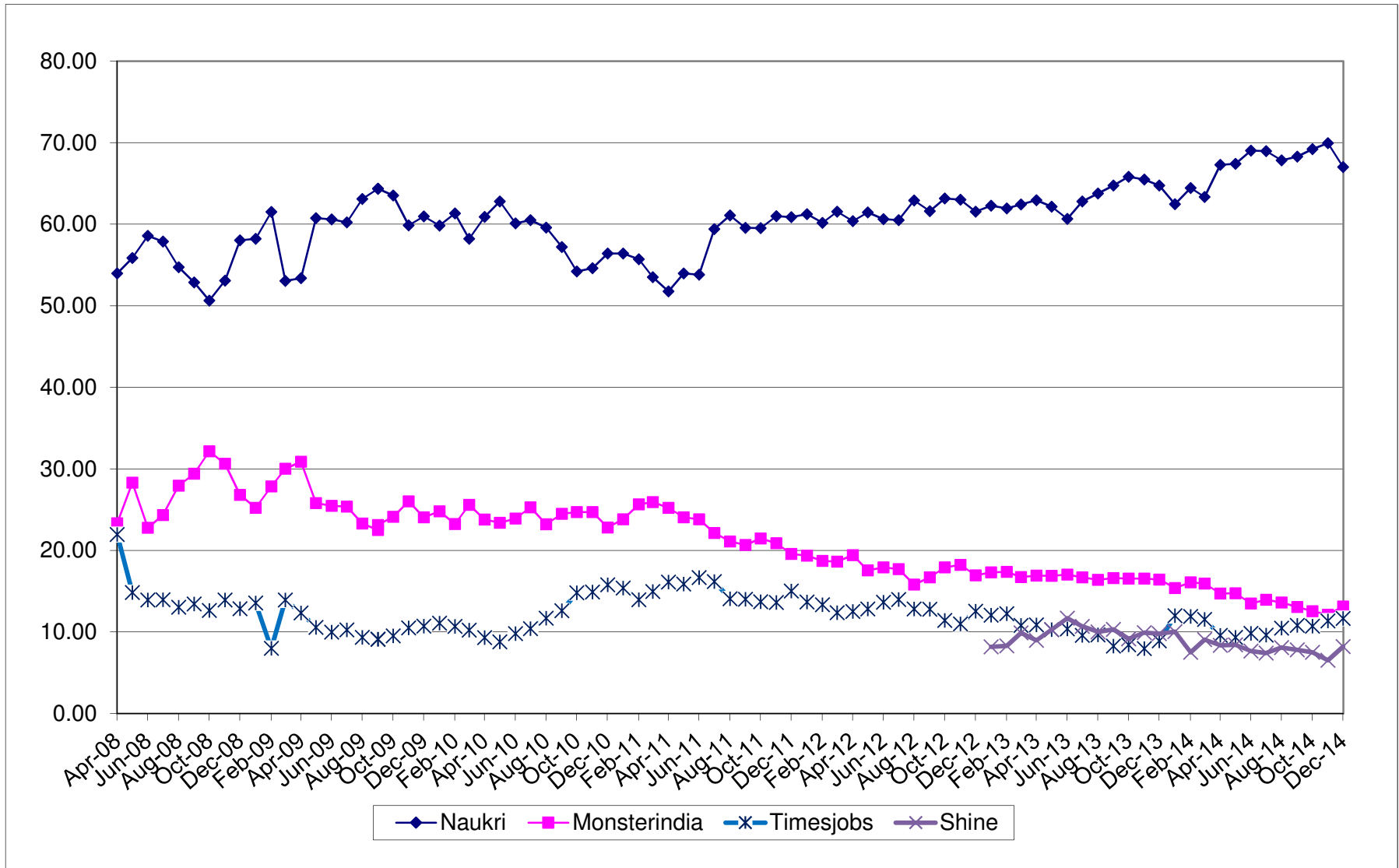
SRL Limited

naukri
FASTFORWARD
Speed Up Your Career

Naukri is the dominant leader in the online job market

- Approximately 68% traffic share (Source comScore)
- Over 120,000 job listings and 40 million resumes on the site
- 9,400+ avg. resumes added daily in Q3 FY 14-15
- Over 124,000 resumes modified daily in Q3 FY 14-15
- Between 600,000 and 800,000 resume searches and 5 to 7 million resume contacts by recruiters daily
- Over 22,000 job seekers availed premium services in Q3 FY 14-15 (95,000 in FY 13-14)
- 31,000 clients in Q3 FY 14-15 vs 27,000 in Q3 FY 13-14
- 49,000 clients in 9 months FY 14-15 vs 43,000 clients in 9 months FY 13-14

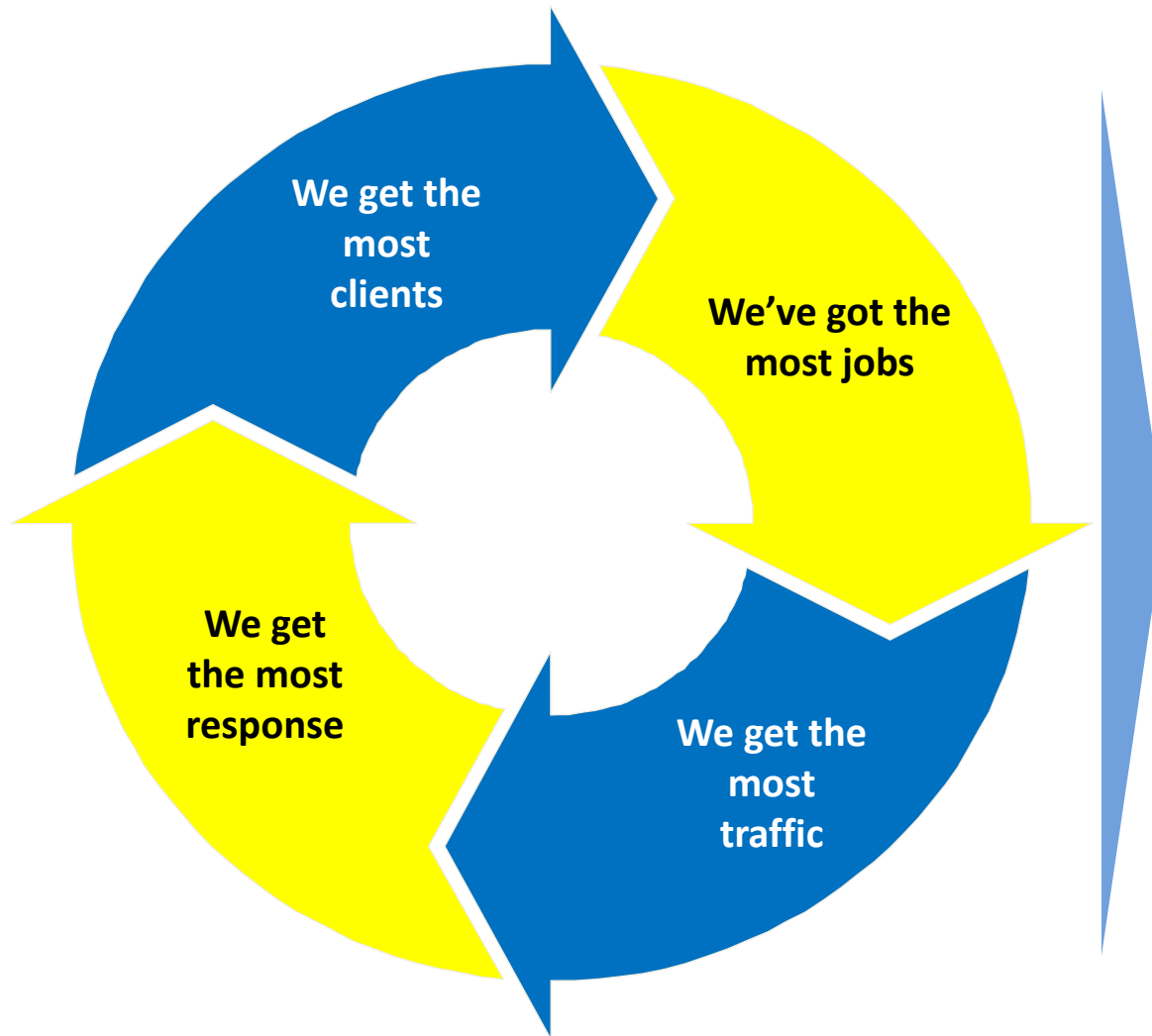
Dominant traffic share



~39% of the total sessions, in Q3 FY 14-15, through mobile (however, above data is for traffic only from desktops and laptops)
 Excludes LinkedIn since traffic may not pertain to jobs

Source: comScore

Naukri is a business of the virtuous circle



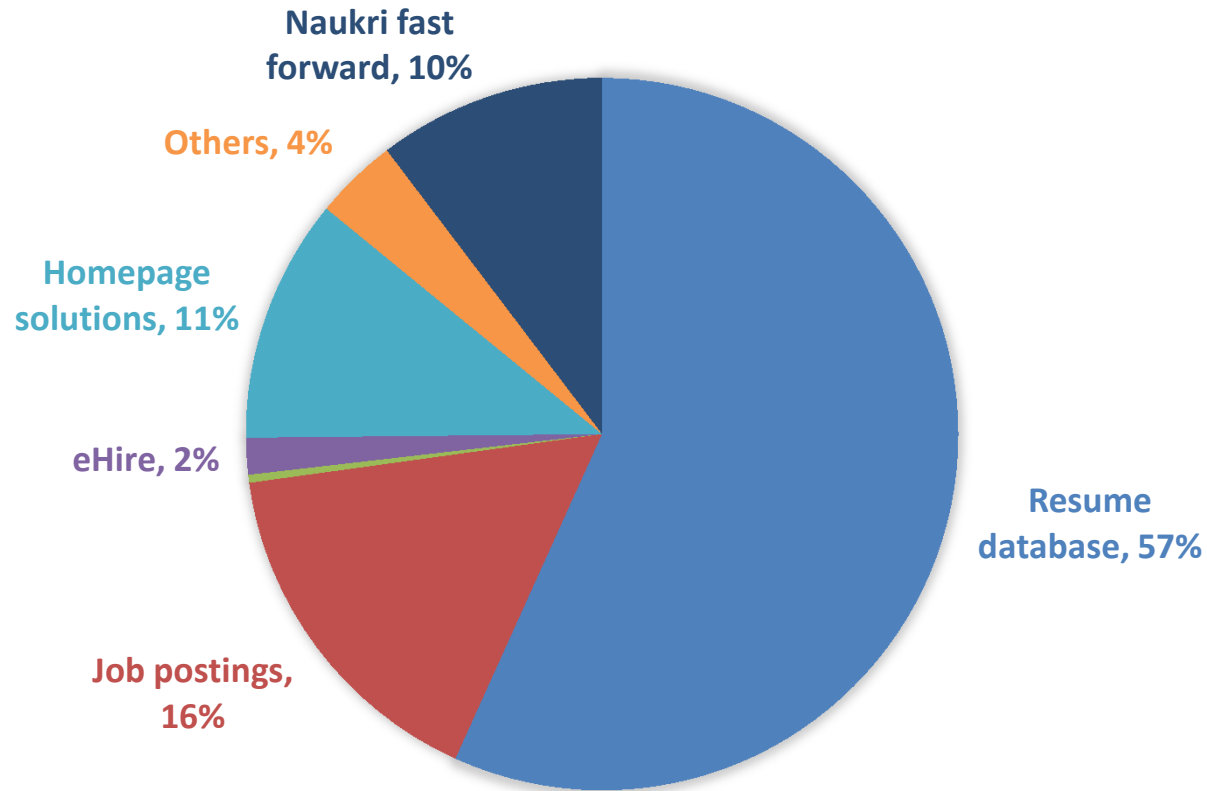
Benefits

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

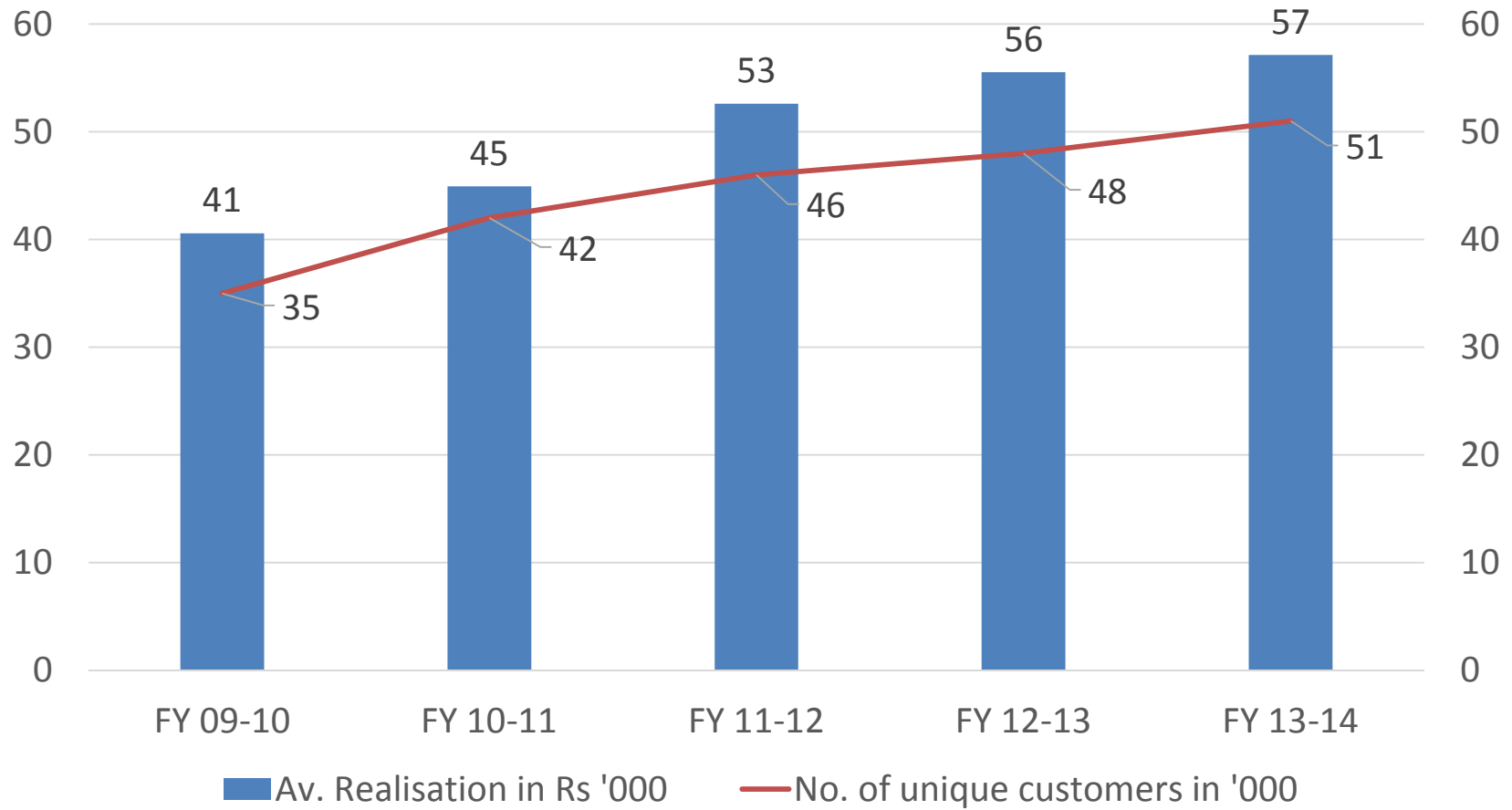
Revenue sources in FY 13-14

- B2B revenues (from Recruiters 90%)
 - Resume Database Access
 - Job listing/ response management
 - Employer Branding/ Visibility
 - Other - Resume short listing and screening, career site manager, campus recruitment
 - Non recruitment advertising other than for jobs
- B2C about 10%
 - Job Seeker Services

Breakup of revenue by product type in FY 13-14



Revenue per client



Strategy

New products for recruiters

- Career site manager and response management tools
- 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

Recent products/ features launched

Career site and Response management

- Powers career site for recruiters and corporates
- Develop response / recruitment management

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

Screenshot of Career Site Manager

The screenshot shows a web browser window with the URL `careers.sourcivity.com/jobs/`. The page features the SOURCIVITY logo and a navigation menu with links for Home, Why join us?, Jobs, Life, Contact Us, and Sourcivity.com. Below the navigation is a search bar with four main filters: Keyskills, Designation; Desired Location; Experience; and Expected Salary. The search bar includes input fields for each filter and a blue Search button. The main content area is divided into two columns. The left column, titled 'Jobs (1-11 out of 11)', lists three job openings: 'Senior Php Developer' (06 Feb, 2-4 yrs, Bengaluru/Bangalore), 'Urgent Opening for Senior B2B Outbound IT Sales Executive' (05 Feb, 2-4 yrs, Bengaluru/Bangalore), and 'Receptionist' (05 Feb, 2-4 yrs, Ahmedabad). The right column contains two sections: 'Jobs by Location' with buttons for Bangalore (8), Ahmedabad (1), Delhi (1), and Hyderabad (1); and 'Jobs by Role' with buttons for Datawarehousing Technician (3), Software Developer (2), Sales Executive/Officer (1), and Features Content Developer (1).

Mobile an important source of traffic

About 39% sessions in Q3 FY 14-15 (vs 35% in Q2 FY 14-15) from mobile

Android app

21% of total Naukri sessions

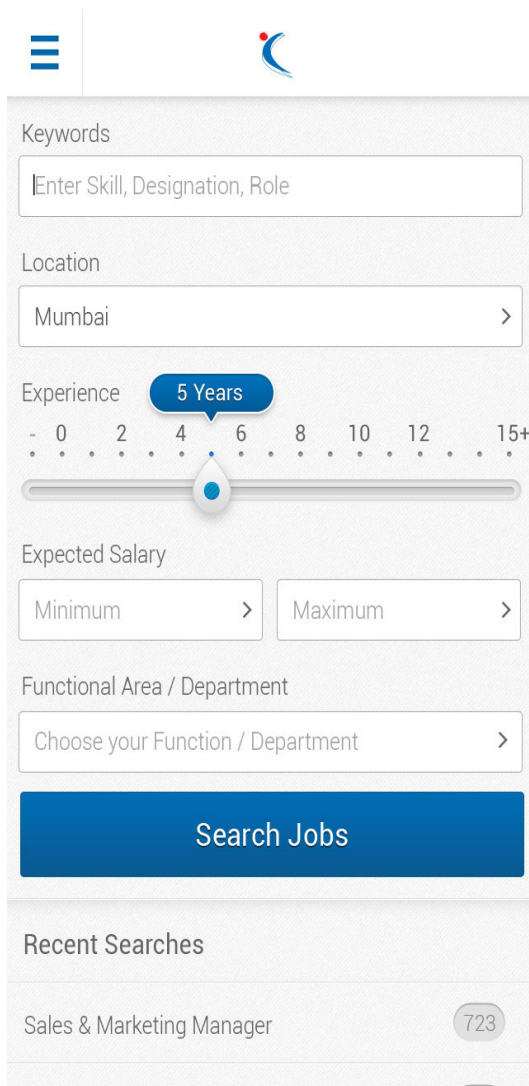
iOS app

1% of total Naukri sessions

HTML5 site

17% of total Naukri sessions

The App and HTML5 site



Keywords
Enter Skill, Designation, Role

Location
Mumbai

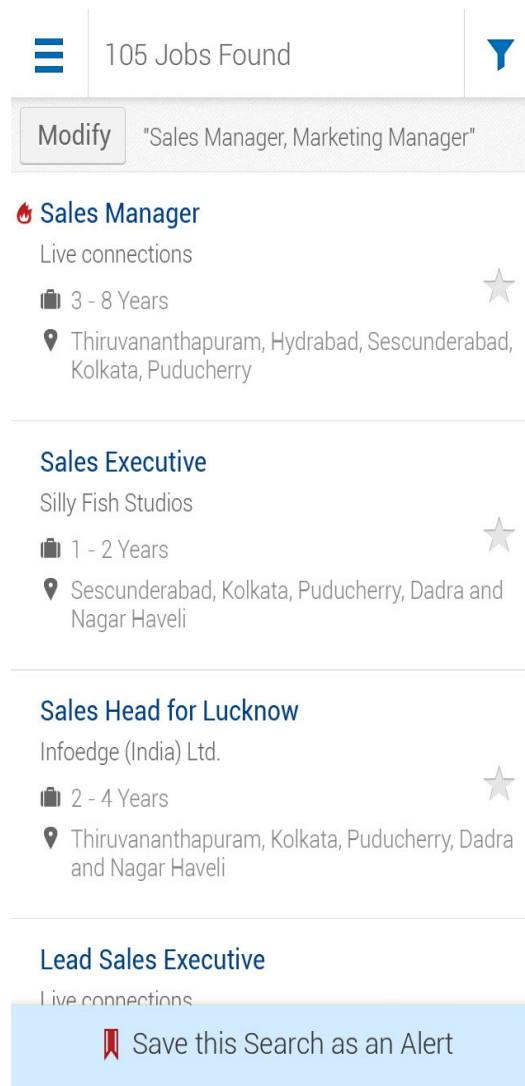
Experience
5 Years
- 0 2 4 6 8 10 12 15+

Expected Salary
Minimum Maximum

Functional Area / Department
Choose your Function / Department

Search Jobs

Recent Searches
Sales & Marketing Manager (723)



105 Jobs Found

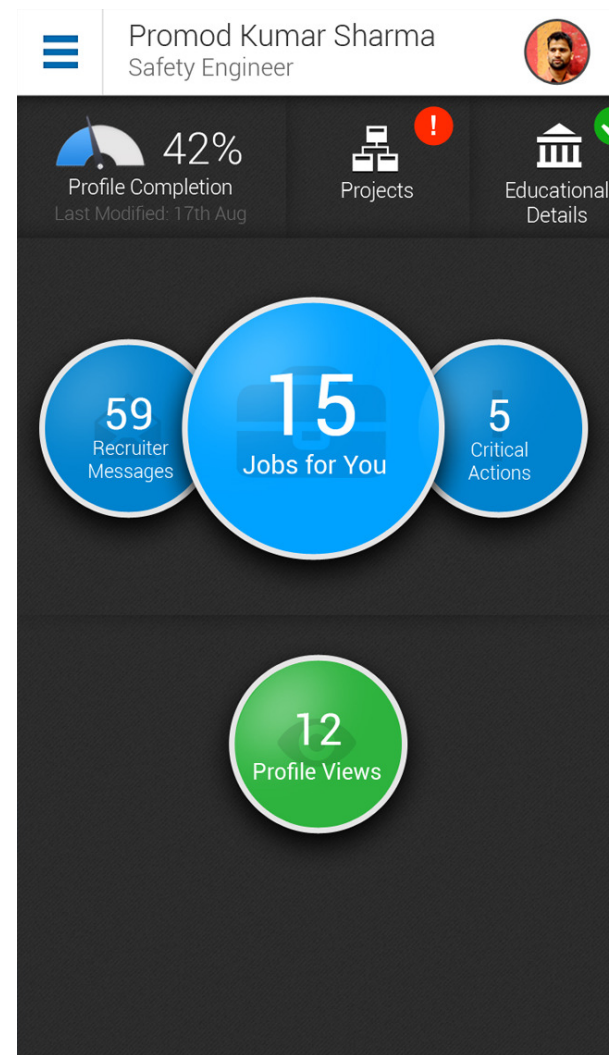
Modify "Sales Manager, Marketing Manager"

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 277 mn	64	334,000	USD 2.07 bn
Seek.com^ (Australia)	AUD 241 mn	4.2	-	AUD 5.52 bn
Recruit# (Japan)	@JPY 10,492 (in 100 million)	-	-	JPY 2.17 tn
Info Edge# (Recruitment)	INR 3720 mn	37	51,000	INR 102 bn

* Annual report/ presentation for year ended December 31, 2013

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

financial nos./ presentation for year ended March 31, 2014

@ of which 18% from recruitment

As of Dec 31, 2014, 1 USD = 1.22 AUD = 119.76 JPY = INR 63.19

99 acres

<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>NOW OPEN: PREMIUM VIEWS AT HIGHER FLOORS</p>  <p>PROVIDENT® Provident Sunworth, Bangalore 2 3 BHK Starting from ₹ 40* Lacs</p>	 <p>Today HOMES AND INFRASTRUCTURE Solutions for tomorrow. Today</p> <p>Royal Elegancia, Sec-73, Sohna Rd., Gurgaon 4 BHK Starting from ₹ 7480* per Sq.Ft.</p>	<p>PROVIDENT®</p>  <p>The Tree, Off Magadi Road, Bangalore 1 BHK Starting from ₹ 32* Lacs</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</p>
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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

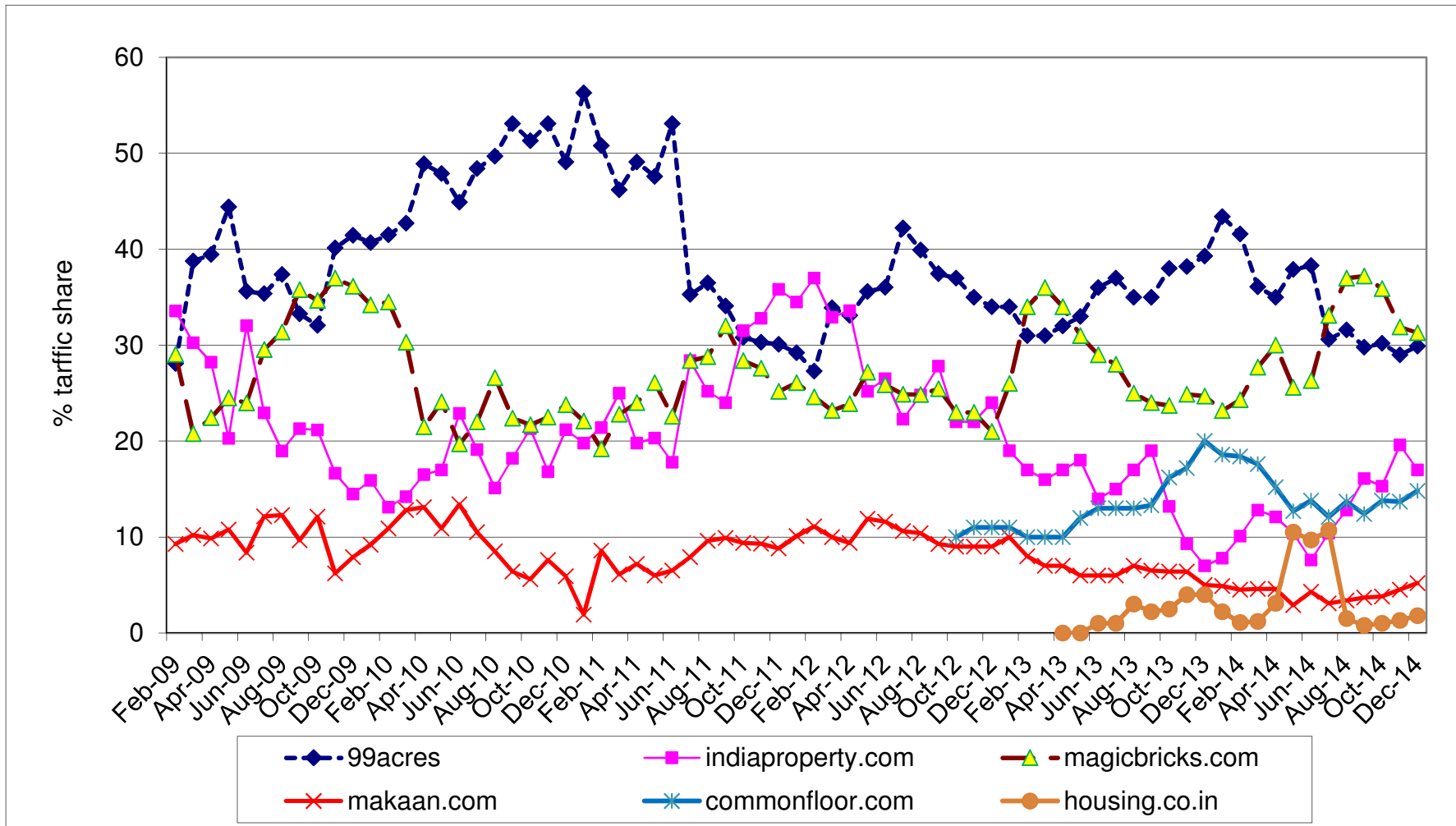
Featured New Projects

Online real estate business - India

- Real estate estimated to be the largest advertising category in print
- Our estimate for spend in online is INR 2.5 to 3.0 bn in FY 13-14
- 99acres a leader amongst 6 players
 - Google and local classifieds sites (like olx and quikr) also compete for this market
- Access through mobile will increase rapidly

Traffic share – Online real estate listing sites

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



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

~30% of the total sessions, in Q3 FY14-15, through mobile (however, above data is for traffic only from desktops and laptops)

99acres business model



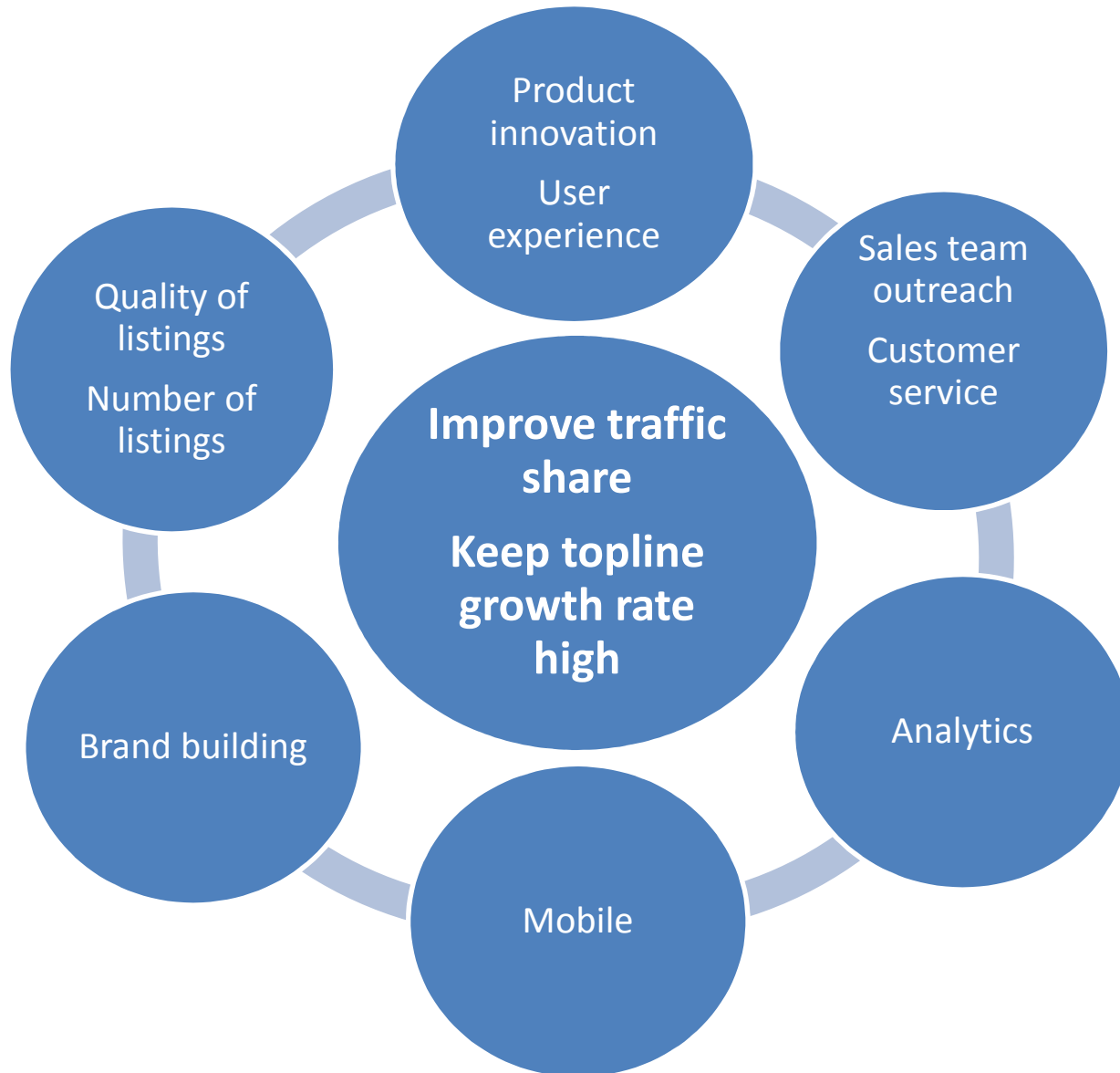
Revenue Model

- 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

99 acres important metrics

- About 30% traffic share in Dec, 2014 (Source comScore)
- In FY 13-14, over
 - 18,000 paying agents
 - 4,000 paying developers
 - 0.54 million paid listings
-And growing

99acres's strategy



New products launched

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

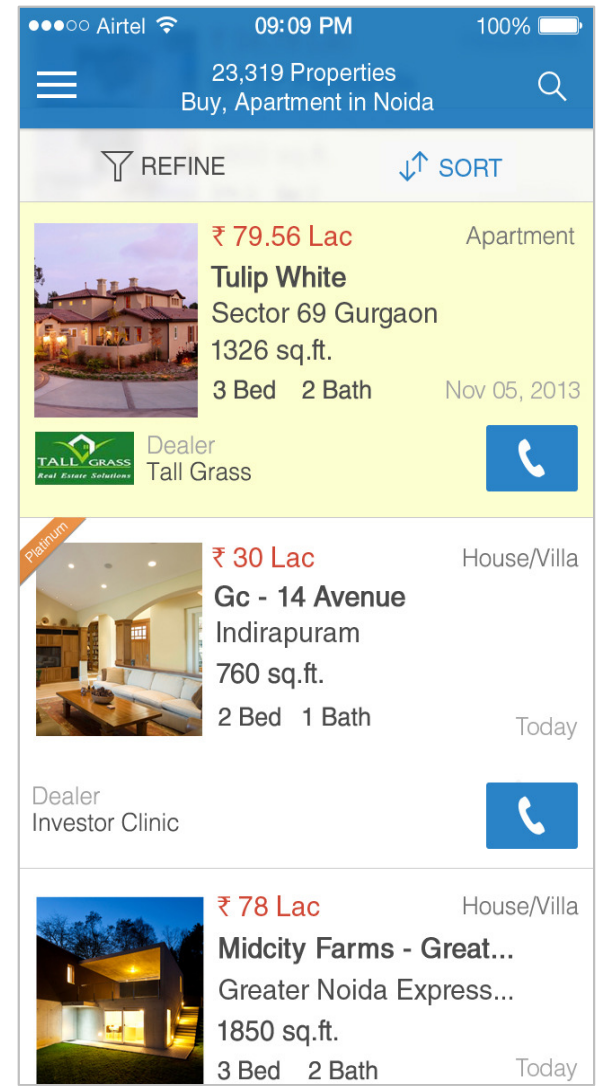
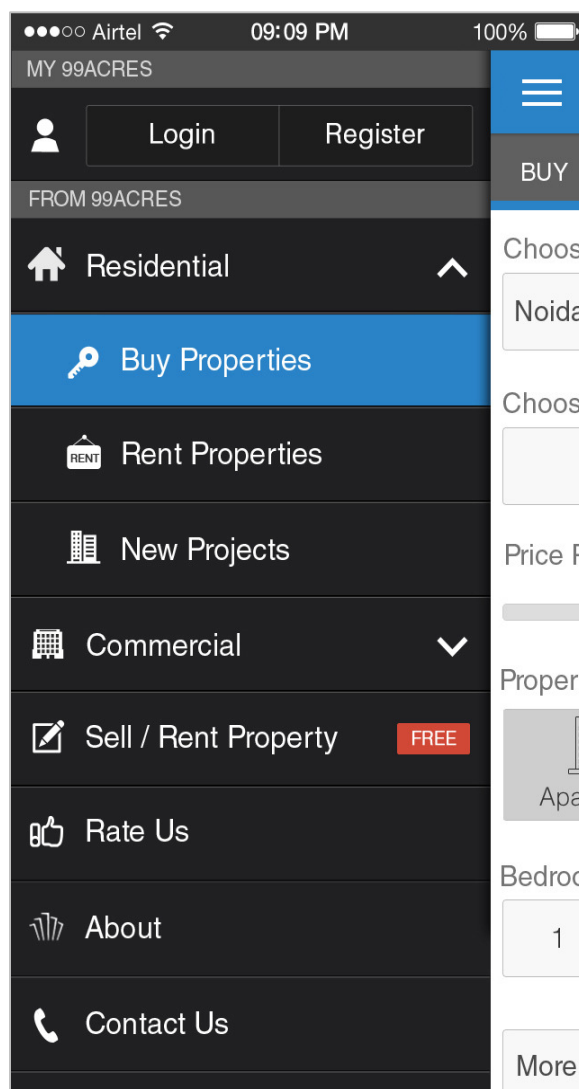
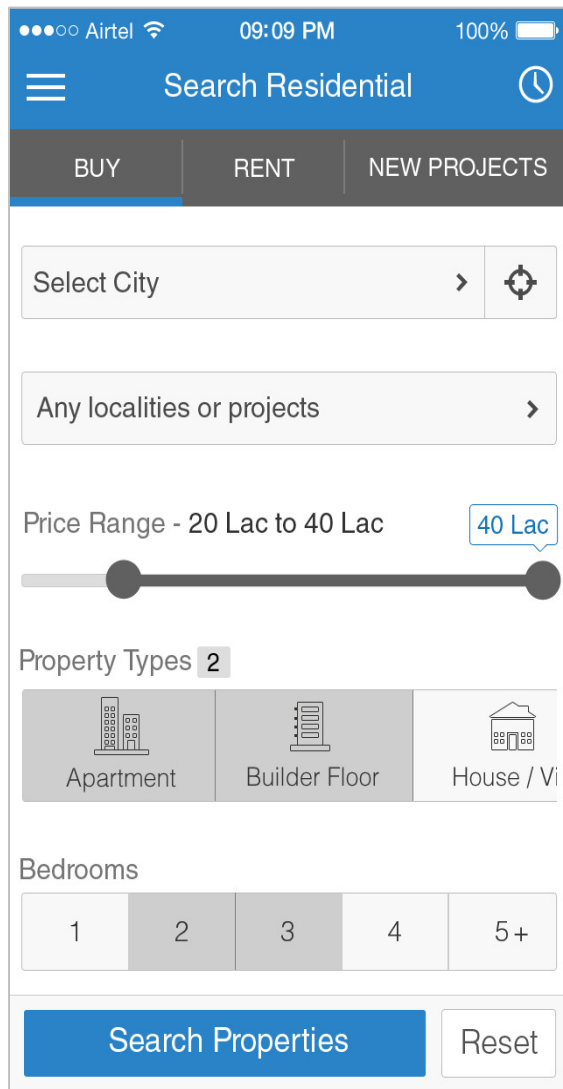
Verified listings

- Verification of listings to improve quality of data

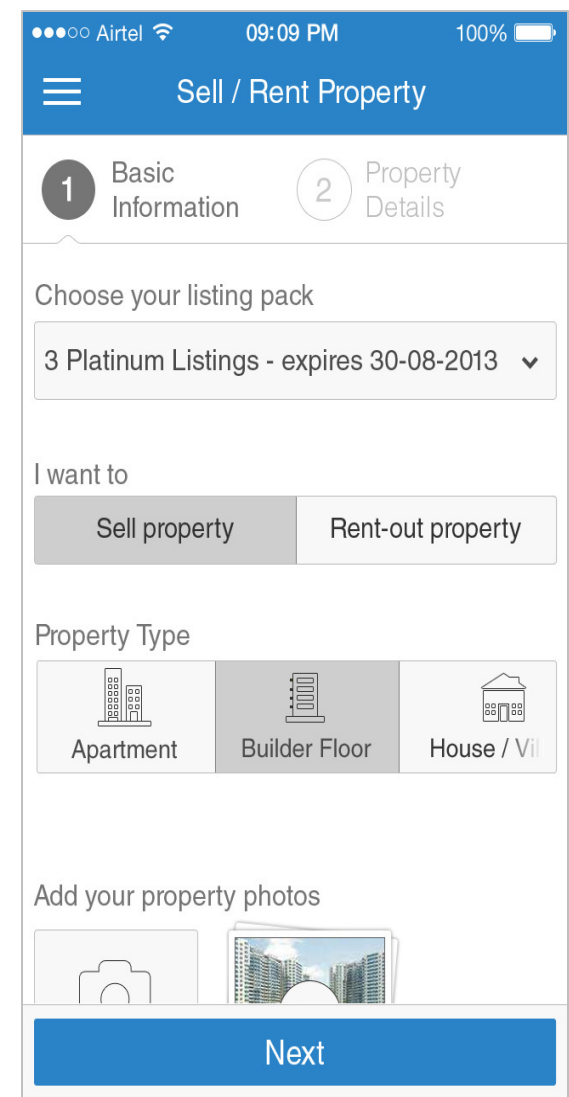
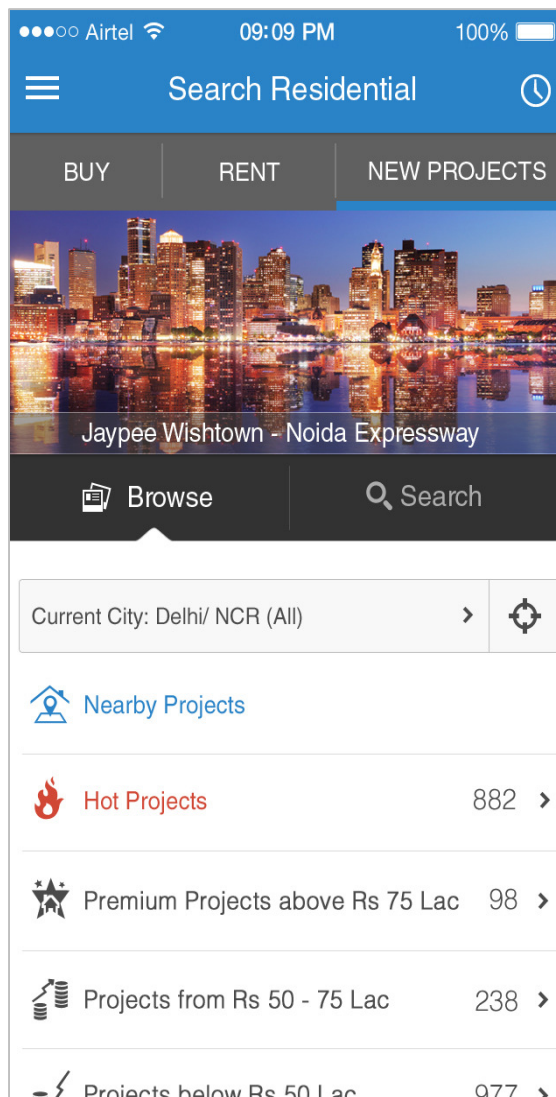
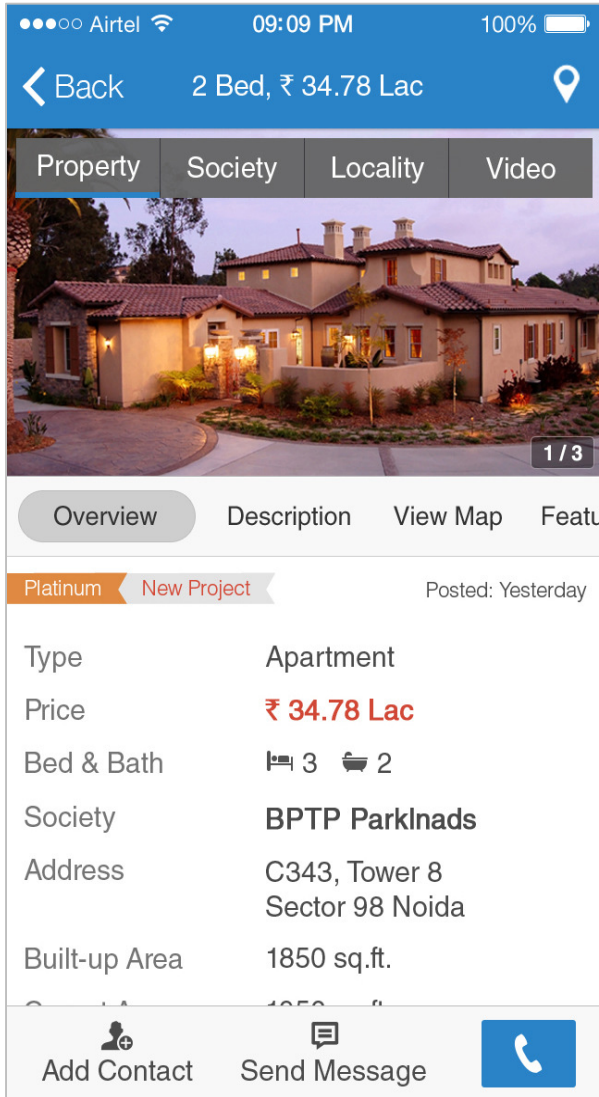
Map based search

- Across many cities in India

Mobile app – navigation, search box and search results screenshots



Mobile app - property detail, new project search and property listing posting



Mobile an important source of traffic

About 30% sessions in Q3 FY 14-15 (vs 29% in Q2 FY 14-15) from mobile

Android app

9% of total 99acres sessions

iOS app

0.8% of total 99acres sessions

HTML5 site

20% of total 99acres sessions

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 4.5 bn in FY 13-14
- 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

☰ Search your Match

Bride Groom

18 years > ⌂ 25 years >

Religion >

Mother Tongue >

Caste >

City >

Only with Photo All Profiles


SEARCH


☰ ☰ ☰

65% Profile Completion photos lifestyle

74⁰⁶ Members Accepted Me 99¹² Members I Accepted






Interests Recieved 05

 **Marketing Professional**
27 Years 5' 4" Brahmin Brahchar
Gujrati/Kutchi Rs 5 - 7.5 lac


 **Marketing Professional**
27 Years 5' 4" Brahmin Brahchar
Gujrati/Kutchi Rs 5 - 7.5 lac


View All

Recent Profile Visitors

     +5

My Matches

 **Marketing Professional**
27 Years 5' 4" Brahmin Brahchar
Gujrati/Kutchi Rs 5 - 7.5 lac

 **Marketing Professional**
27 Years 5' 4" Brahmin Brahchar
Gujrati/Kutchi Rs 5 - 7.5 lac

View All

Mobile an important source of traffic

About 56% sessions in Q3 FY 14-15 (vs 52% in Q2 FY 14-15) from mobile

Android app

23% of total

Jeevansathi sessions

HTML5 site

33% of total

Jeevansathi sessions

Shiksha

shiksha.com
Stop Following. Start Exploring.



World Class faculty from IIMs, Harvard, Berkley etc
100% Placements
Highest Salary - 20.75 Lakhs

21+ years of thought leadership

Trained 10,000+ corporate executives

100+ recruiters recruiting every year

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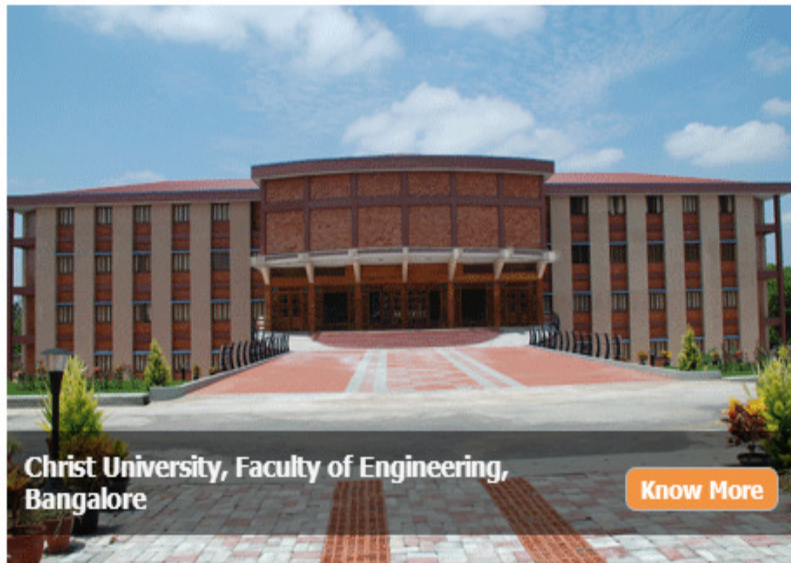
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shiksha
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Educational classifieds business - India

- Spend in print estimated to be over INR 2.0 bn for under graduate, post graduate and executive education market
- Few online players

Shiksha business model

- **Advertising**
 - By colleges and universities to attract applicants
 - Both Indian and foreign entities (and their agents) advertise
- **Lead sales**
 - Bought by colleges and their agents
 - A large number of Indian students go overseas for education
 - Estimated at 100,000 to 150,000 every year
 - Highly monetisable category

Shiksha strategy

Leverage leadership

- Strengthen the brand
- Improve information on colleges and courses
- Promote user generated content

Provide quality customer experience

- Assist students in exploring
- Become the default for information on education in India and overseas
- Ask and answer

New products and features

- App for mobile (Android) to be launched

Competition

- HTcampus
- Careers360
- Pagalguy (a MBA aspirant community)

Investee companies

Portfolio status

As of Dec 31, 2014

INR Million

Investee Company	Website	Total amount invested	Approx. diluted and converted shareholding %	% of total portfolio
Active				
Zomato Media Pvt Ltd.	www.zomato.com	1441	*48%	37%
Etechaces Marketing and Consulting Pvt Ltd.	www.policybazaar.com	325	23%	8%
Applect Learning Systems Pvt Ltd.	www.meritnation.com	718	56%	19%
Canvera Digital Technologies Pvt Ltd.	www.canvera.com	671	36%	17%
Kinobeo Software Pvt Ltd.	www.mydala.com	270	47%	7%
Happily Unmarried Marketing Pvt Ltd.	www.happilyunmarried.com	94	34%	2%
Sub Total	-	3519		91%
Written off/ provisioned for/ exited				
Studyplaces, Inc.	www.studyplaces.com	45	13%	1%
Ninety Nine Labels Pvt Ltd.	www.99labels.com	285	47%	7%
Nogle Technologies Pvt Ltd.	www.floost.com	26	31%	1%
Sub Total		356		9%
Total		3875		100%

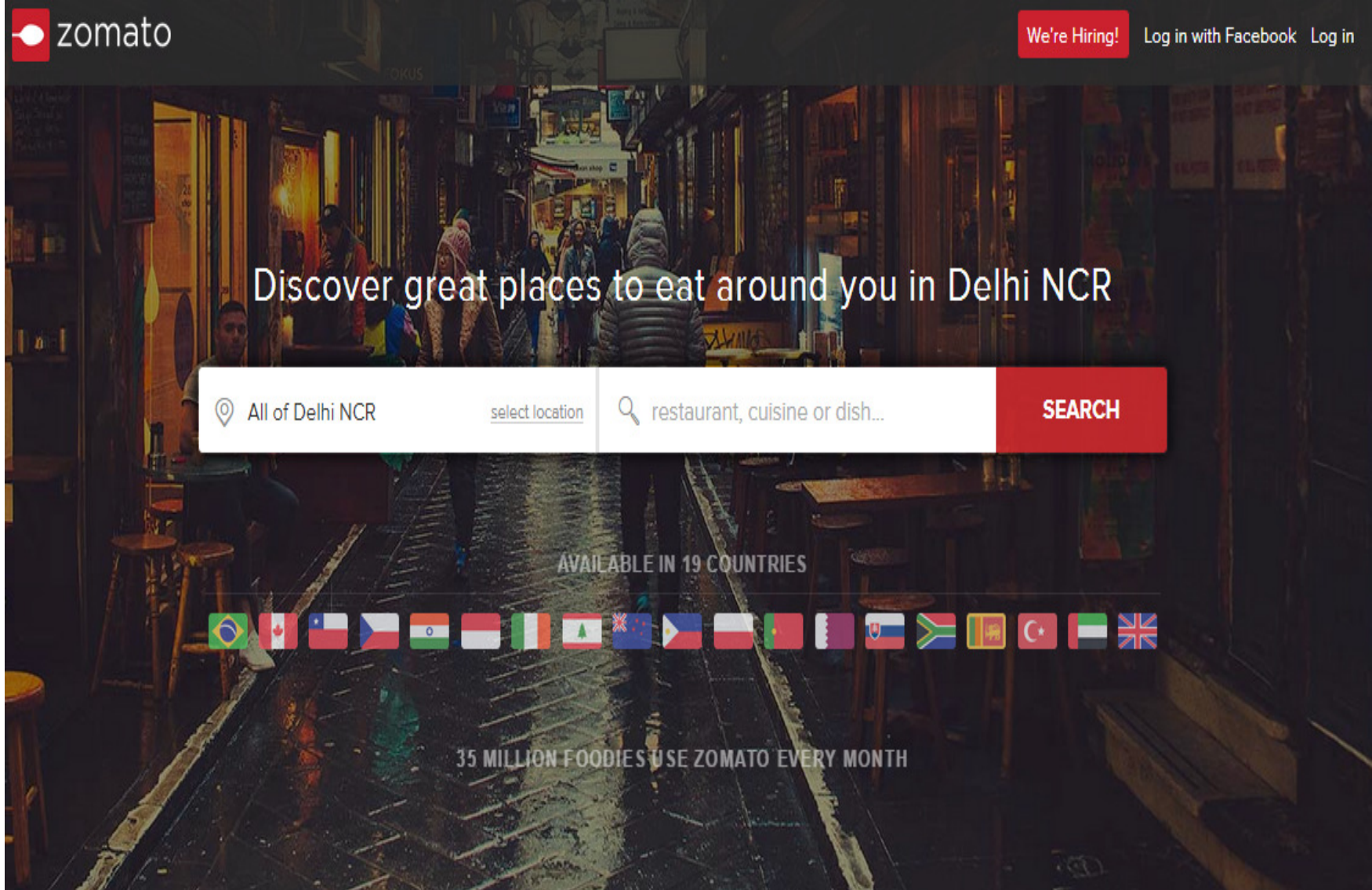
* Disbursement of Rs 1842 mn made in January, 2015, post which it is back to 50.1%. Post this, Zomato comprises 57.4% of the total portfolio

Investee companies financials

INR million

Investee Company	Website	Total amount invested	Approx. diluted and converted shareholding %	Operating revenue			Operating EBITDA		
				FY11-12	FY 12-13	FY 13-14	FY11-12	FY 12-13	FY 13-14
Partly owned subsidiary									
Zomato Media Pvt Ltd.	www.zomato.com	1441	48%	20.4	113.8	306.0	(72.2)	(100.3)	(413.9)
Applect Learning Systems Pvt Ltd.	www.meritnation.com	718	56%	40.7	98.2	202.8	(54.4)	(214.3)	(285.3)
Associate									
Etechaces Marketing and Consulting Pvt Ltd.	www.policybazaar.com	325	23%	537.0	868.0	1398.6	(287.6)	(490.0)	(461.5)
Canvera Digital Technologies Pvt Ltd.	www.canvera.com	671	36%						
Kinobeo Software Pvt Ltd.	www.mydala.com	270	47%						
Happily Unmarried Marketing Pvt Ltd.	www.happilyunmarried.com	94	34%						
Total		3519		598.1	1080.0	1907.4	(414.2)	(804.6)	(1160.7)

Zomato



The image shows the Zomato website landing page for Delhi NCR. The background is a dark, atmospheric photograph of a narrow street in a city at night, with people walking and lights from shops and street lamps. The Zomato logo is in the top left corner. 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. Underneath the search bar, it says 'AVAILABLE IN 19 COUNTRIES' followed by a row of 19 country 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

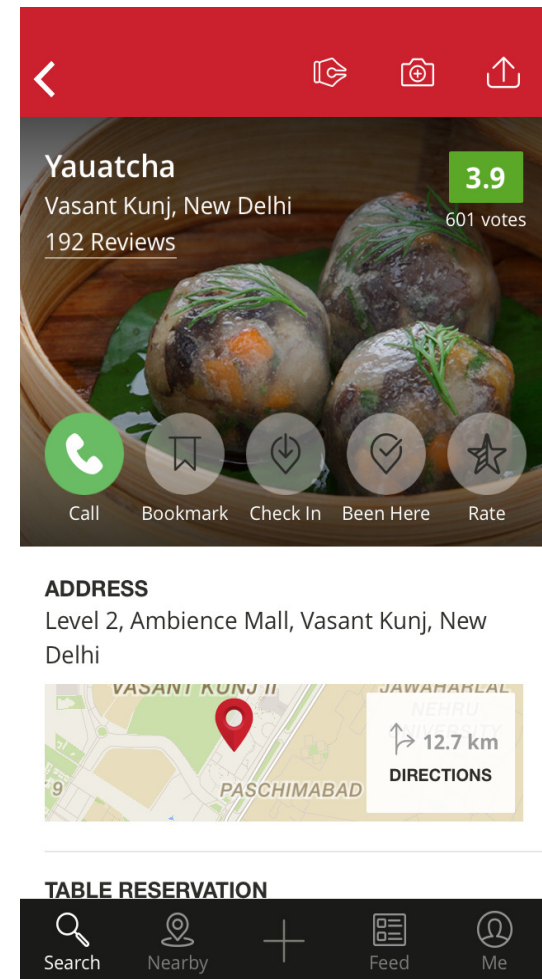
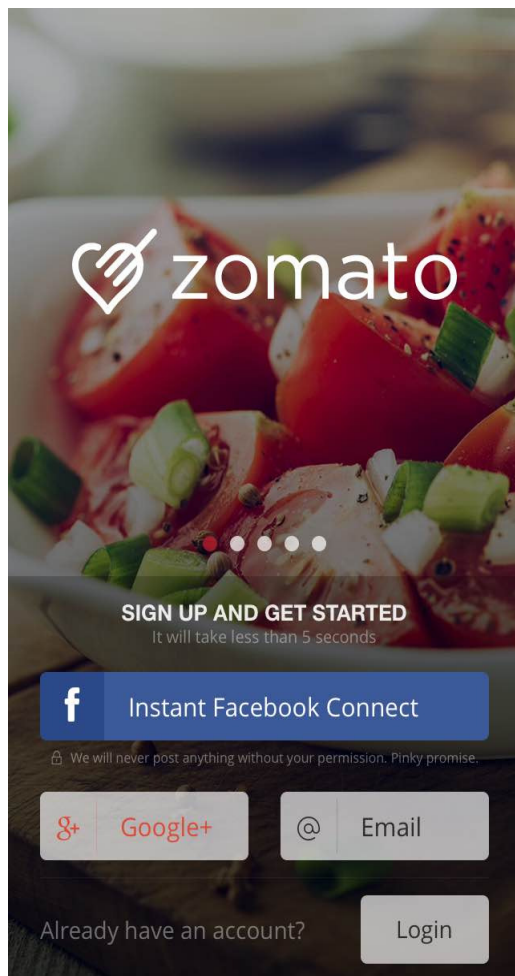
Zomato

- A clear leader in the restaurant category
 - In January, 2015 announced acquisition of
 - Urbanspoon (presence in US, Australia and Canada) and
 - Mekanist (presence in Turkey)
 - Coverage of
 - 40 Indian cities
 - 90+ cities in 18 countries (apart from India) including UK, Canada, Czech Republic, Poland, Portugal, UAE, NZ, South Africa, Turkey, Philippines
 - A leader in most cities
 - Planning to launch in 30+ cities across 15 more countries over the next 2 to 3 years
- Over 40% sessions through mobile
 - Over 5 million app downloads
 - About 50% active
- 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 by restaurants
 - New monetization sources proposed – advertising on mobile, subscription product, cashless payments, table reservations, food ordering

Zomato – mobile app



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Term Insurance



Health Insurance



Car Insurance



Investment



Two Wheeler



Critical Illness



Personal Accident



Home Insurance



Travel Insurance



Loans & Cards



Policybazaar

- Online price comparison site for financial products
 - Mainly for insurance
 - A clear value add to individuals
- A leader in its category
- Regulated by the insurance regulator, IRDA
- A large untapped and growing market
 - A fraction (about 2%) of the Indian population is insured

Meritnation



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011-40705070 or Call Me

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School made easy! Join now for FREE

FREE

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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 - update

- 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...

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Find a Photographer

Please select a category or location to search

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Top Categories



Photographers In Focus



Experts Speak

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

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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 (new offering, explore monetization possibility)
- Expertise in digital imaging and printing

Canvera

- Business model
 - Photographers pay to order printed albums or photographs
 - Additional sources of monetization possible
 - Micro site
- Sales presence in 200+ cities
- New launches
 - Every printed book has a unique URL
 - Authenticity check
 - ebook readily available
 - Photographers directory basis city and location
 - May be monetisable

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

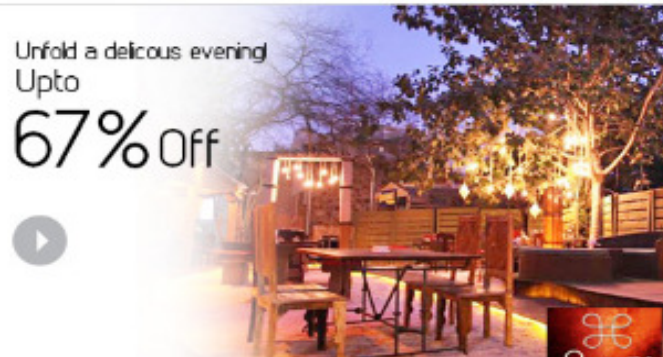
Top Selling Deals

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!



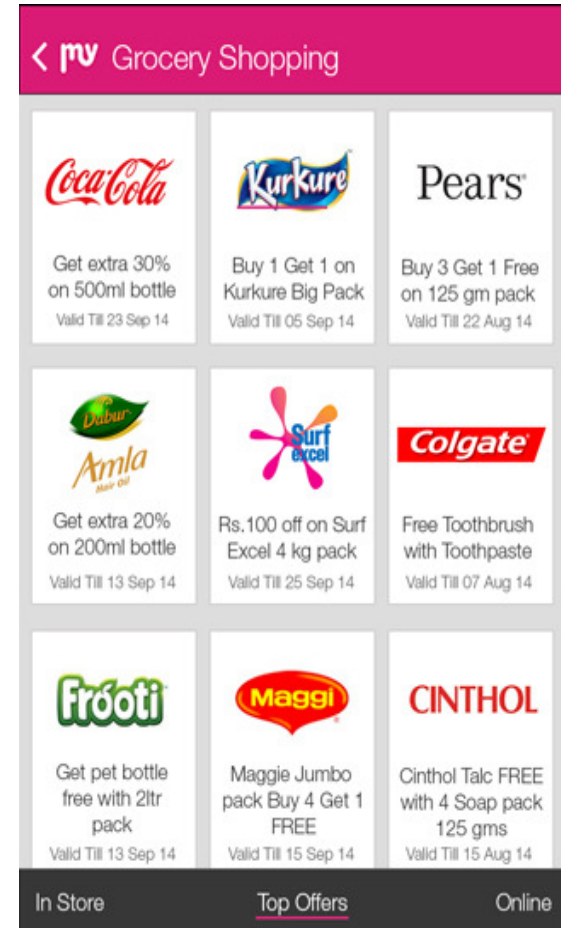
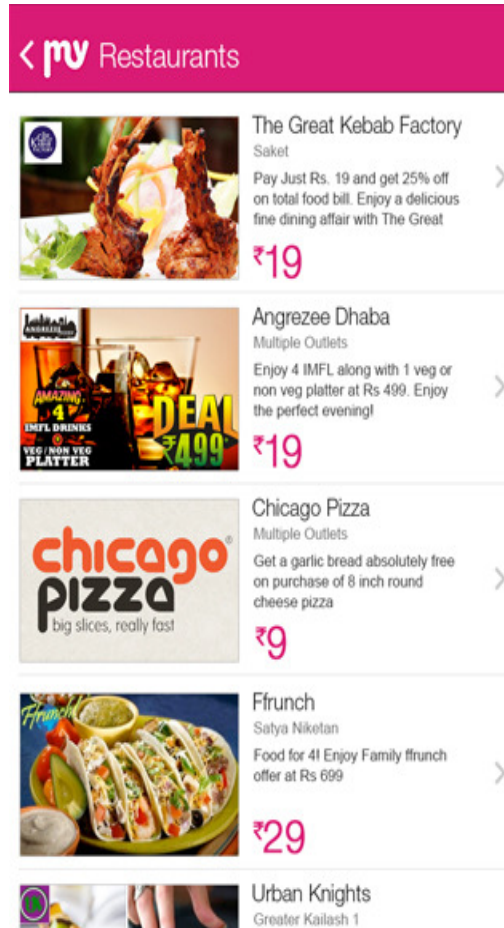
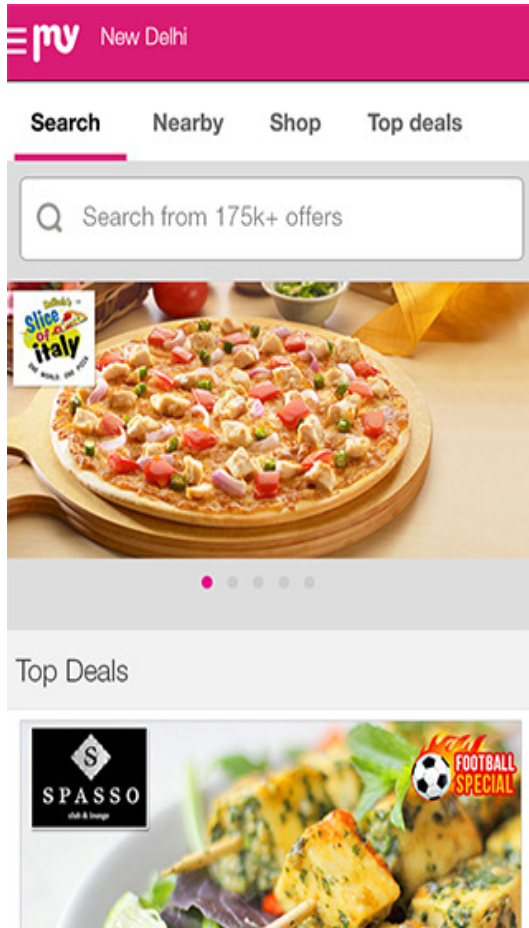
Promote
your
Business



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



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 (PROSE/POE)
SMITHING BOTTLED AND CREATED BY HAPPY UNMARRIED

FEELING BLUE

LOVE
KE LIFE BUCH BI BANGA

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

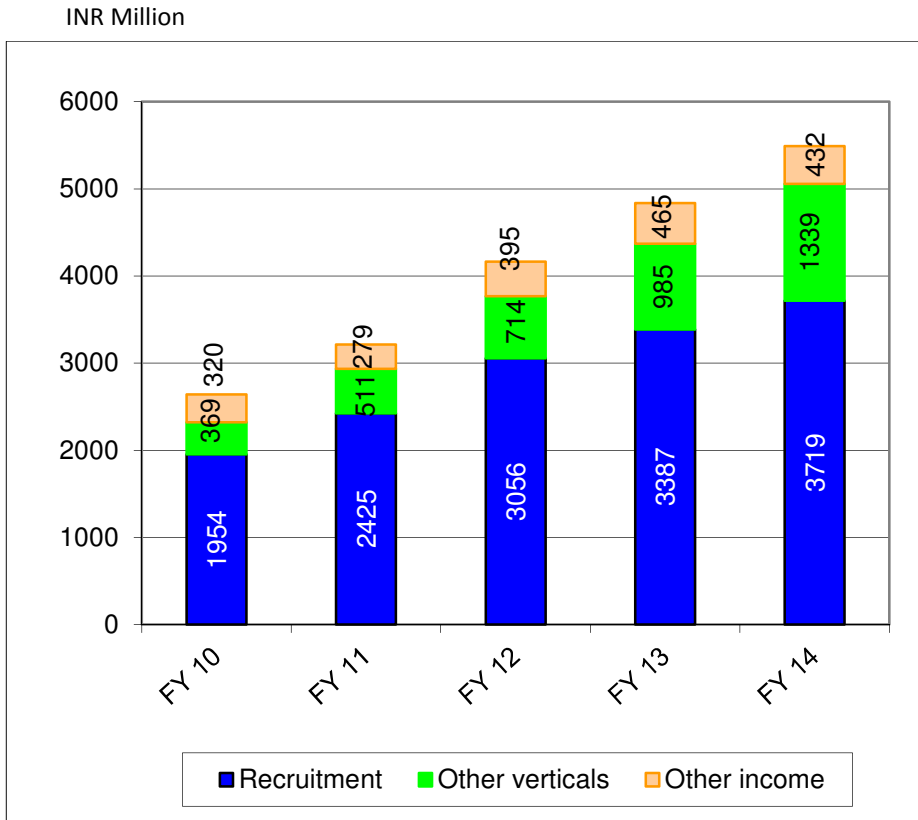
- Designs and sells fun quirky products
 - With an Indian touch
- Mainly offline sales as of now
 - Online scaling gradually

Financials

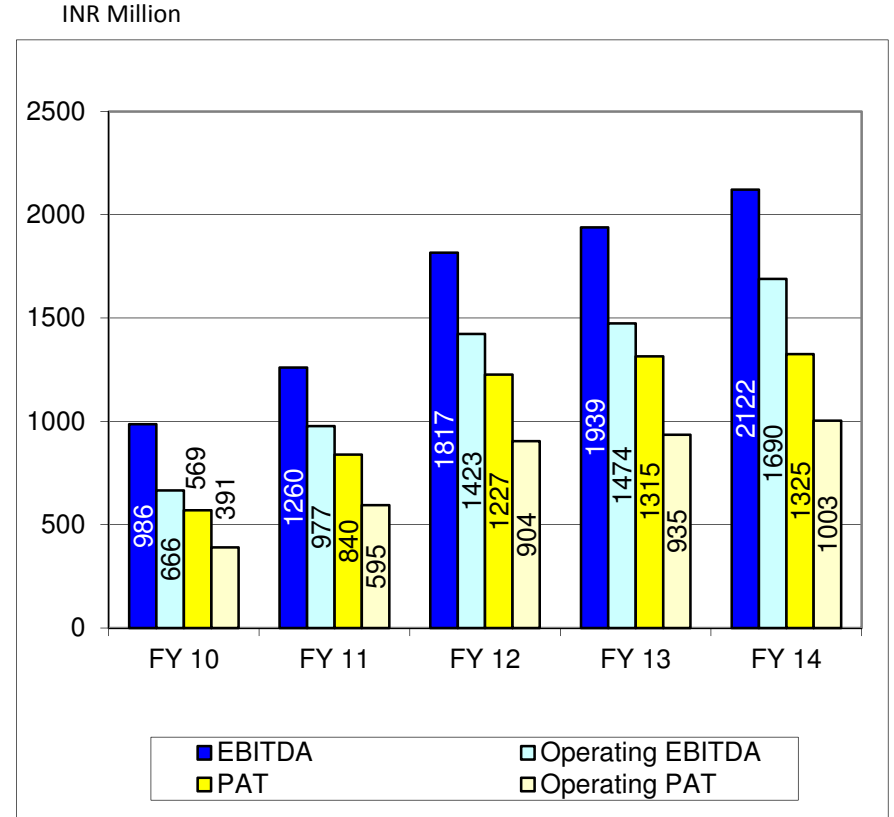
(Standalone)

Consistent long-term growth in Revenue & Profitability

Revenue



Profitability



In FY 14, Recruitment was 73.5% and Other Verticals 26.5% of the standalone Operating Revenue of Rs 5,058 mn

In FY 14, on a consolidated basis, Operating Revenue was Rs 5,672 mn (Rs 5,058 mn on standalone basis) and PAT Rs 897 mn (Rs 1,325 mn on standalone basis) excluding the write off of Rs 26 mn and lease equalization charge of Rs 61 mn) on account of losses in investee companies

Other Income in the above chart is treasury income

PAT and Operating PAT in FY 14 above, excludes the write off of Rs 26 mn and non cash lease equalisation charge of Rs 61 mn

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, 42	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, 41	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
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, 40	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

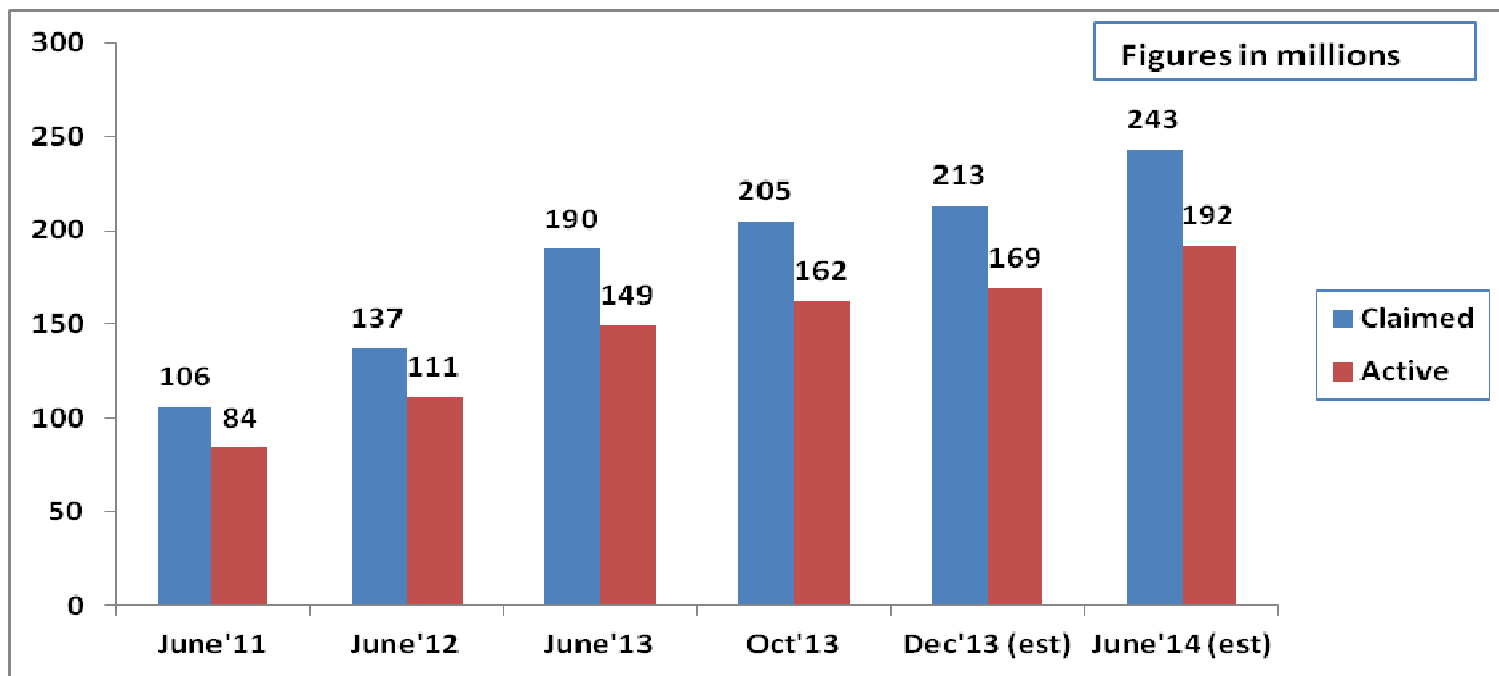
About 10% of the employees are covered under ESOP

Internet in India

Rapidly growing and access through wireless/ mobile increasing

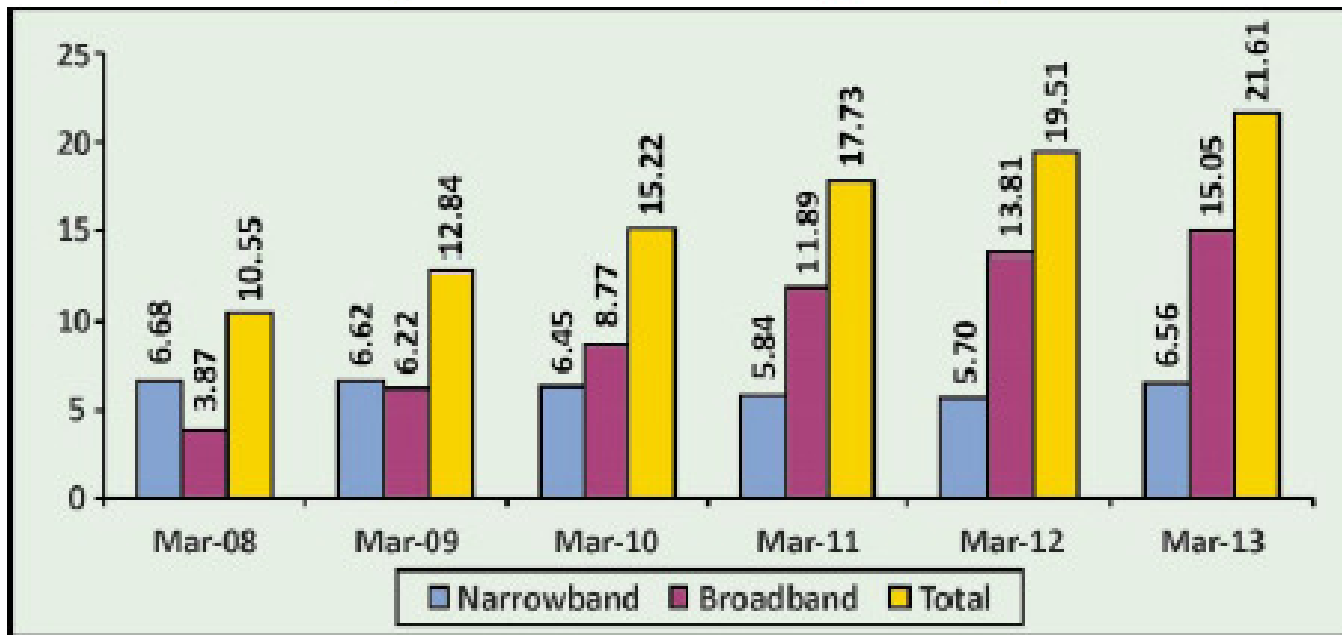
Rapidly growing internet user base

- About 200 million internet users as of Oct, 2013
 - Internet users grew at a CAGR of 32% between 2000-2012



Source : www.iamai.in

Growing broadband user base



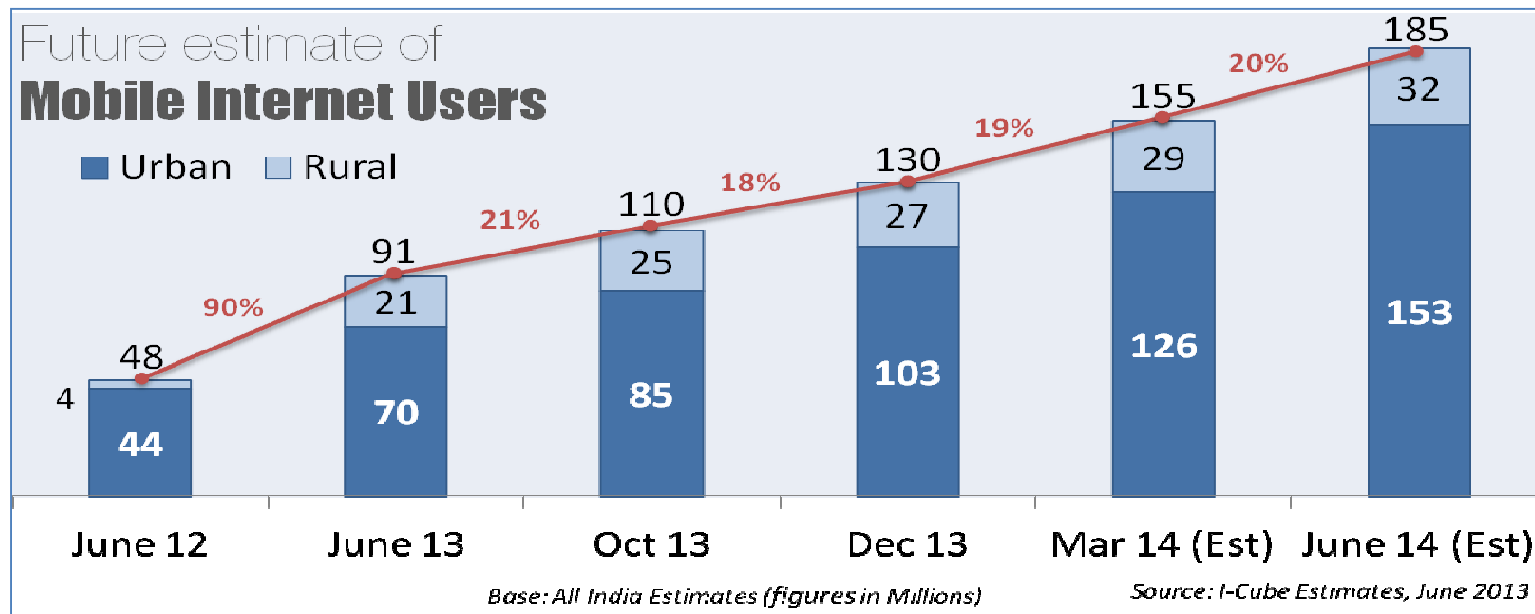
Source : TRAI annual report 2012-13

Narrowband defined as speeds < 256 kbps and Broadband defined as speeds > 256 kbps

- As per the TRAI (Telecom Regulator) data there were 164.81 million internet subscribers as of March, 2013
 - 143.20 accessing through wireless

Mobile presents a large opportunity

- Over 900 million mobile connections
 - An estimated 100 million internet users have been added through mobile in the last 24 months
 - Affordable smartphones expanding market
 - Mobile a focus of our strategy
 - HTML5 site
 - Apps



Banks that cover us

Firm	Analyst	Phone Number	E-mail
Ambit Capital	Nitin Jain	+91 22 3043 3291	nitinjain@ambitcapital.com
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
CIMB	Srinivas Sheshadri	+91.22.6602 5160	srinivas.seshadri@cimb.com
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	Sagar Rastogi	+91 22 6777 3851	sagar.rastogi@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
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
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Indicative list, subject to change

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