



Info Edge (India) Ltd.

India's Online Classifieds Company

Helping People & Businesses Meet

Investee
Companies



August, 2009

Safe harbor

Statements contained in this presentation concerning our growth prospects may constitute forward-looking statements. The Company believes that its expectations are reasonable and are based on reasonable assumptions. However, such forward looking statements by their nature involve a number of risks, and uncertainties that could cause actual results to differ materially from those in such forward-looking statements. The risks and uncertainties relating to these statements include, but are not limited to, risks and uncertainties regarding fluctuations in earnings, our ability to manage growth, intense competition in the businesses we operate in including those factors which may affect our cost advantage, wage increases, our ability to attract and retain highly skilled professionals, client concentration, disruptions in telecommunication networks, liability for damages on any of our contracts/ subscriptions, withdrawal of governmental fiscal incentives, political instability, unauthorized use of our intellectual property and general economic conditions affecting our industry. The Company does not undertake to update any forward-looking statement that may be made from time to time by or on behalf of the company.

The equity shares of the company are regulated by the laws of India. Please refer to the applicable laws of your jurisdictions before dealing in equity shares of the company.

"The equity shares of the company have not been and will not be registered under the U.S. Securities Act of 1933, as amended (the "Securities Act") or with any securities regulatory authority of any state or other jurisdiction of the United States and may not be offered, sold, pledged or otherwise transferred except (1) in accordance with Rule 144A under the Securities Act to a person that the holder and any person acting on its behalf reasonably believes is a Qualified Institutional Buyer within the meaning of Rule 144A purchasing for its own account or for the account of a Qualified Institutional Buyer in a transaction meeting the requirements of Rule 144A, (2) in an offshore transaction in accordance with Rule 903 or Rule 904 of regulations under the Securities Act, (3) pursuant to an exemption from registration under the Securities Act provided by Rule 144 thereunder (if available) or (4) pursuant to an effective registration statement under the Securities Act, in each case in accordance with any applicable securities laws of the states of the United States. No representation can be made as to the availability of the exemption provided by Rule 144 under the Securities Act for resales of these equity shares."

All figures mentioned are as on June 30, 2009 or for the quarter ended June 30, 2009 unless indicated otherwise.

Q1 FY10 means the period April 1, 2009 to June 30, 2009

FY10 or FY 09-10 or FY 2010 means the Financial Year starting April 1, 2009 and ending March 31, 2010

INR mm means Indian Rupees in million

mm means million

The company

- India's leading internet classifieds company
- Bouquet of leading websites
 - *Recruitment* : Naukri, Naukrigulf, Asknaukri, Brijj, Firstnaukri
 - *Real estate* : 99acres, Allcheckdeals
 - *Matrimonial* : Jeevansathi
 - *Education* : Shiksha
- Rapid growth historically (*growth currently impacted by slowdown*)
 - Revenue grew from INR 38 mm in FY02 to INR 2,737 mm in FY09
 - Profitable since FY03
 - Cash in bank fixed deposits and debt mutual funds ~ INR 3,309 mm (as on June 30, 2009)
 - Negligible debt
- VC funding in 2000 and public listing in India in 2006
- 53 offices in 34 cities in India + 2 in Dubai + 1 each in Bahrain & Riyadh
- 1,562 employees (~ 1,164 in sales)

Our businesses

Info Edge

Recruitment & Careers



- Launched in March 1997
- 83.6% of company's net sales in Q1 FY10 vs 88.2% in FY 09
- No. 1 job portal in India – more than 50% share of page views among top 3 job sites
- 17.6 mm resumes, 12,000 added daily in Q1 FY10
- About 65,000 job listings, 17,700 clients in Q1 FY10
- Quadrangle in offline recruitment services

Real Estate



- Launched in Sept 2005
- Leader in emerging online market
- Over 271,000 listings (241,000 paid)
- Pan India listings covering over 25 cities
- Launched in November 2007
- Offline brokerage services

Matrimonials



- Acquired in September 2004
- No. 3 matrimony website in India
- 3.1 mm profiles ever registered
- Av. 1,860 profiles added daily in Q1 FY10

Education



- Launched in May 2008
- To be the hub for educational classifieds
- Large market
 - Advertising
 - Lead generation
- Some initial revenue traction



- Launched July 2006



- Launched July 2007
- Career & guidance site



- Launched August 2007
- Professional networking
- 2 mm profiles



- Launched January 2009
- A fresher hiring site

Our team

Sanjeev Bikhchandani (46)

Managing Director and CEO
 BA Econ. St. Stephen's. PGDM IIM-A
 Previously with Glaxo SmithKline

Ambarish Raghuvanshi (47)

*Whole Time Director and Chief
 Financial Officer*
 CA, PGDBM XLRI
 Previously with Bank of America & HSBC

Hitesh Oberoi (37)

*Whole Time Director and Chief
 Operating Officer*
 B.Tech IIT - Delhi, PGDM IIM-B
 Previously with HLL (Unilever)

Harveen Bedi (37)

Sr. VP - Quadrangle
 PGDBA, Birla Institute of Management
 Technology
 Previously with Nestle

Sudhir Bhargava (40)

Sr. VP - Corporate Finance
 B.E., MBA (FMS, Delhi University)
 Previously with HSBC, ICICI Bank

Sharmeen Khalid (38)

Sr. VP - Human Resources
 MBA IRMA
 Previously with Polaris

Vivek Khare (38)

Sr. VP - Jeevansathi
 M.Sc (Physics) IIT - Kanpur. PGDBA,
 Birla Institute of Management
 Technology

Shalabh Nigam (37)

*Sr. VP - Technology - Brijji, Shiksha,
 99acres*
 B Tech IIT - Kanpur
 Previously with Baypackets

Vibhore Sharma (35)

*Sr. VP - Technology - Naukri,
 Firstnaukri*
 B.Sc IGNOU
 Previously with Pioneer

Vineet Singh (37)

Sr. VP - 99acres, Naukrigulf
 PGDBA, IPM
 Previously with Xerox

Deepali Singh (35)

Sr. VP - Firstnaukri
 Bachelor of Science, Law Degree, Delhi
 University. PGDBA, IPM
 Previously with Aptech

V.Suresh (37)

Sr. VP - Naukri
 B.E. (Instr. and Control). Masters in Mgmt,
 Sathya Sai Institute of Management.
 Previously with Xerox

Recruitment classifieds and services

Naukri, Quadrangle, Naukrigulf

Asknaukri, Brijj, Firstnaukri

The recruitment market



Over 330 universities and 17,600 colleges

Over 3 mm graduates every year

Over 120,000 IT professionals every year



Over 1 mm employed by IT & ITES

35 cities > 1 mm population



Source: Nasscom, Department of Higher Education

Recruitment solutions



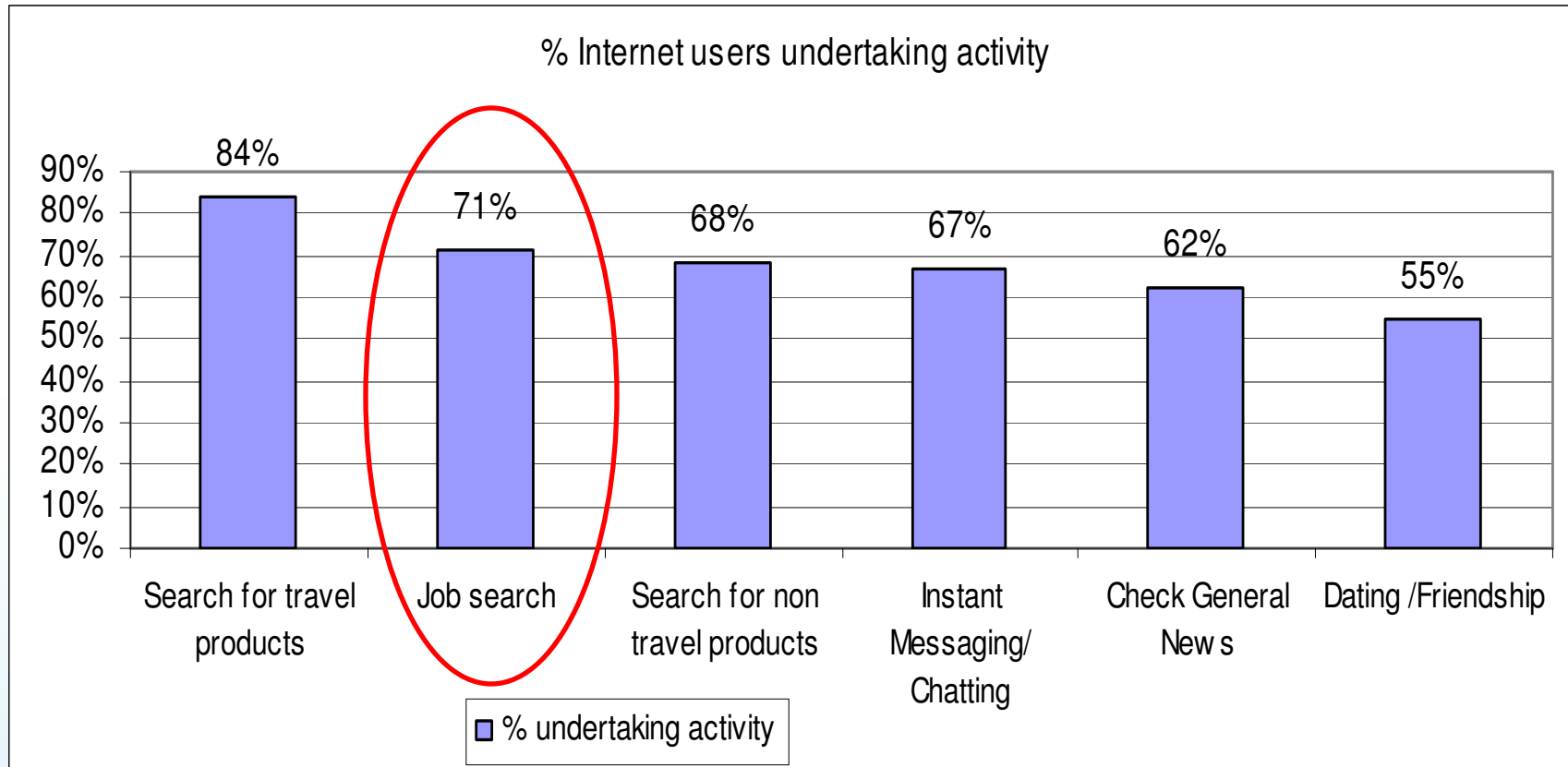
Print
Recruitment consultants
Online
Other



Others

***Naukri is the hub
Market currently impacted by slowdown.***

Job search is popular

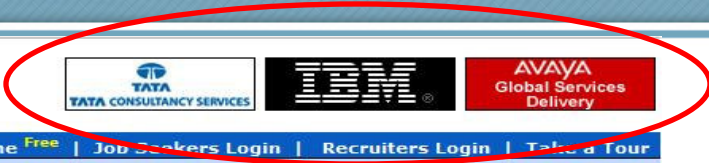


Source : Juxtconsult's India Online 2009 Report, Sample size ~ 28,000 households

Job Search the second most popular activity of Internet Users

Two major revenue streams

- Major
 - Job listing and Employer Branding / Visibility
 - Resume Database Access
- Others
 - Job Seeker services
 - Google Ad Sense
 - Advertising other than for jobs
 - Mobile revenues
 - Resume short listing and screening



Banner Ad

Search all Jobs Register your Resume Free Job Seekers Login Recruiters Login Take a Tour

Keywords: Criteria: All Words Experience: Exp. Locations: Functional Area: Select Search

Use Designation, Company Name, Skills, etc Separate multiple locations by comma

Browse Jobs: Call Centre, Operations; Engineering Design, R&D; HR, Admin; IT- Software; Manufacturing; Marketing, Advertising; Sales, BD; Site Enqg., Project Mgmt. Show All Categories

Panels

Top Employers

- symantec.
- HMI/ SCADA SW development
- Click to Apply
- Microsoft
- DELL™
- At Kochi
- Deloitte.
- amdocs
- eMatrix Professionals
- Suzlon Energy Ltd.
- PTC™
- Build with confidence
- ibs IBS Software Services
- Willis Trinity
- McKinsey&Company
- CGI
- ATKINS

Best Places to Work

INFO.TECH. ChipDsg/Semicond. Atrenta AMD ARM Applied Materials Broadcom Cadence FreescaleSemiconductor GenesisMicrochip LTI Logic Maxim Mentor Graphics NetLogic nVidia New Rambus SanDisk STMicroelectronics Teranetics	IT-Software GE Energy GE Industrial Goldman Sachs Hewlett Packard HCL Technologies Honeywell iGATE Infogain InterSolutions ITTI IBM ITC Infotech Keane India New Mascon Global Ltd. Perot Systems Qatalys Ramco Systems Roamware Robert Bosch RSystems Intl. Scandent Solutions Score Info Tech Scicom Technologies Second Foundation Sierra Atlantic SNS Technologies Syncata Syntel Textron Tech Mahindra ThoughtWorks New VIRTUSA Vic Vally Bharat OK Play Pall Corporation Quotient New Rockwell Automation Sany New	Healthcare/Pharma SK E&C SOFCON Tecnimont ICB TVME UOP Weston Solutions Actavis Pharma Alembic Limited AllerganIndiaPvt.Ltd Amrita Hospital Cadila Pharma Cipla Claris Emcure Ferring Fortis Healthcare Glenmark Pharma ICON Clinical Jubilant Organosys KRISHNA Heart New Laurus Labs MEDIKIT Micro Labs Nicholas Piramal Novartis New Panacea Biotec Promed New RanbaxyLabsLtd Strides Arcolab Torrent Pharma FUKAVANKAKA RMZ corp Shapoorji Pallonji Soma Enterprise Vatika Group YellowStone Infra.
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POST YOUR RESUME

- 2 Lakh Jobs
- 20 Thousand Recruiters
- Over a million Placements

Register Free

Registered Job Seekers: Login | Update Resume

Job Seeker Services

Resume Services

- Resume Display: Let 50,000 recruiters see your resume.
- Resume Development: Get a resume that gets you interview calls.
- Resume Flash: Maximize your resume's visibility.
- Job Mail

Mobile Revenues

Recruiters

naukri INSTA hire
From hiring online to Hiring on mobile

hot vacancies

Quality jobs from Quality Companies

FirstTek
Riding Technologies

Job Gallery

INFO.TECH. ChipDsg/Semicond. Indian Satellite	Indman Innovative Placement Kelly Services	MM Forgings Skoda Sona Koyo
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Receive the most relevant resumes

Search resumes for FREE

Select Functional Area:

Location:

Exp: to yrs Go



Banner Ad

Job Search | Job Applications | Post/Update CV | Job Messenger | Career Tools | Employers

Quick Job Search | Role Job Search | Advanced Job Search | Browse Jobs By Category

Keywords: corporate sales | Criteria: All Words | Experience: 5 | Locations: Delhi | Functional Area: Select | Search

Use Designation, Company Name, Skills, etc | Separate multiple locations by comma

Job Listings

- Refine Your Search
- Jobs by Role/Designation
 - Retail Sales
 - Sales / BD Mgr (58)
 - Sales Exec. / Officer (11)
 - Corporate Sales
 - Sales / BD Mgr (57)
 - Client Servicing / Key Account Mgr (20)
 - Sales Exec. / Officer (17)
 - Institutional Sales
 - Sales / BD Mgr (18)
 - Mktg
 - Mktg Mgr (14)
 - Life (Insurance / Financial Services)
 - Sales / BD-Mgr (11)

Results Displayed 1-50 of 336

Save Search | Modify Search | Sort by: Date | Relevance

Apply Now → Registered Users | New Users | Save & Apply Later

- Sales Manager-Corporate Sales (5-10 yrs.)
HCL Infosystems Ltd.
Delhi/NCR
Entire gamut of account management - account assessment, segmentation, profiling, mapping, business development, planning and recievabl ...
View similar jobs | View all jobs by this Advertiser | 01 Mar
- Manager/Executive (Corporate Sales & Marketing) - Art (1-5 yrs.)
Sears International Pvt. Ltd./Art Elements
Delhi
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www.fulllifecenters.-com
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Complete set of contracts to buy & sell a business.
Immediate access

Featured Company

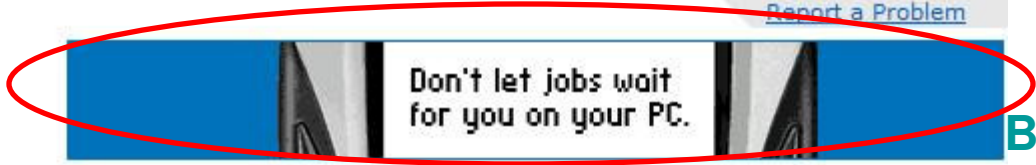
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- Corporate Marketing
Gain Industry Knowledge. Register for Free Microsoft Small Biz Summit
www.Microsoft.com
- Custom Bags & Accessories
Embroidery, printing, & debossing. Volume Discounts on 20+ Pieces.
www.eBagsCorporate.com
- Corporate Video Marketing
Innovative, Efficient Video Solutions for Sales and Marketing
www.starcaststudios.net
- Sharper Image Gifts
Unique Corporate Gifts. Save Up to 30% on volume Orders.
www.sharperimage.com

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[Job Seeker Click here](#)

From USA: Call us toll free at 1-866-557-3340 From UAE : Call 04-3602838

Resdex

Recruiters Login

Please enter your username & password to access your **eApps, Resdex, INSTAhire and/or Job Posting account.**

Username

Password

[Forgot Username / Password](#)

[Submit](#)

New Clients [Register here](#)

RESDEX
Resume Database Access **Search Resumes**
» Reach over 8 million Job Seekers today.

RESDEX

INSTAhire SMS Candidates

- » Innovative recruitment solutions now on mobile.
- » Hire the right, relevant candidates instantly through SMS.

Post Jobs

- » Over 2 Lakh Jobs attracting the maximum traffic.
- » Tie ups with leading publications for increased response.

eAppsPRO Manage Resumes

- » Manage thousands of resumes and filter out junk in minutes.
- » Increase recruiter productivity by 400%.

Recruiter Blogs *new*

- » Speak directly to candidates about your organization and processes.

Strategy – strengthen virtuous circle

Naukri.com benefiting from a virtuous cycle



Imperatives

- Hire and retain quality talent
- Product and technology innovation
- Superior sales and service execution
- Build the brand

Competitive activity resulted in market expansion

- Online
 - Monsterindia and Jobsahead
 - Timesjobs – from Times of India, India's leading newspaper group
 - Others – Jobstreet, Clickjobs, Ndtvjobs, Shine
- Print
 - Times of India, Hindustan Times, Hindu, others
- Recruitment consultants and search firms
 - Highly fragmented
 - Many are our clients

Coping with slowdown

- Improved sales force efficiency
- Utilize telesales more effectively
- Product innovation
- Better marketing / focused ad spend
- Gradually bringing head count down
- Cost control continues

Quadrangle



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Executive Search



Management Search



IT Search



International Search



KPO/BPO



 **quest** for strong partnerships



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The Quadrangle Brand

Quadrangle's logo is synonymous to the philosophy of our

TESTIMONIALS



We are delighted that team Quadrangle has been accomplishing our Mission Critical Requirements at global scale & locations, fully up to our expectations. I wish them Higher Grounds

Michael Joseph
Head - Resourcing
Olam International Ltd.

Offline head hunting business. Success based revenue model.

Naukrigulf



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Keyword Criteria Location Select Functional Area Exp. Sort by

Browse Jobs By Category	Browse Jobs by Location	Job Seekers
<ul style="list-style-type: none"> • Top Management • Accounts/Tax/CS/Audit • Banking/Financial Services • Chemicals/Petrochemicals • Construction/Civil Engg • Hotels/Restaurants • HR/Industrial Relations • IT - Hardware • IT - Software • Medical/Healthcare • Petroleum/Oil & Gas • Production/Manufacturing • Purchase/Logistics • Retailing • Sales • Secretary/Front Office • Site Engg/Projects 	<ul style="list-style-type: none"> UAE Dubai Saudi Arabia Qatar Kuwait Oman Bahrain India 	<p>Register Your CV free!</p> <ul style="list-style-type: none"> • Give your CV greater visibility • Get hired by Top Employers • Apply to over 10,000 Jobs • Maintain Confidentiality <p>Already Registered? Login</p>

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Career Tools

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Get a professional CV written by experts that gets you interview calls
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- Resume Flash**
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[more](#)

يوجد عند naukrigulf.com كثير من الوظائف لجميع الانواع.

Asknaukri

Partner sites : Naukri.com | Jeevansathi.com | 99acres.com | brijj.com

ask Beta
naukri.com

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Type your career related question here and find an immediate answer using our smart search. Search

1000 Characters Left

Browse by Category

- Students
- Early Career
- Mid Career
- Late Career Moves
- Entrepreneurs

Most Recent Questions

Question : sir i'm jagadeesh. i finished my diploma in mechanical engineering in this year(april 2008).i hv speacial knowledge in production and industrial management. i like to be an entrepreneur. can u pls tell me the oppurtunities to start bussiness? thanking u.
Asked By: phoenixjack | May 4, 2008, 5:14 PM

Answer : Jagadeesh, To get into business you should have a business idea which can form the basis of a business plan. The business you wish to do should be in ac.....
See Full Answer | Comment (0) | (0 Rating)

Question : I would like to start a medical shop, what are the requirement of the same, like licensing, inventory, etc
Asked By: dellu | May 4, 2008, 11:49 AM

Answer : Hi, You have a business idea but before you action it you need to also have a business plan in place. We would not be able to provide you the expert adv.....
See Full Answer | Comment (0) | (0 Rating)

Question : HI... I WANT TO KNOW WHAT IS THE DIFFERENCE BETWEEN RESUME AND CV?

How to get an answer

- Browse by Categories and Sub Categories on the left of the screen
- You can also use search bar on top to find the exact answers

[Click here for details](#)

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A career guidance site. To develop a repository of questions and answers.

Brijj



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A professional networking site with about 2 mm registrations.

Firstnaukri

A  Group Portal [Register](#) | [Sign-In](#)

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A jobsite for campus hiring!

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Enter Keyword

e.g. Java, Wipro, Sales Intern

Enter Cities

Comma separated, e.g. Delhi, Bangalore

Search 



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Upload your photo / video profile

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Walk-in for
an exciting career
(Fresher/
experienced)

First Employers



BA Continuum Solutions Pvt. Ltd.



India's No.1 Job Site



Agilis International
Ajuba
Convergys
Cybernet Slash support

Everest
Futuronix
HDFC Securities
IBM India Pvt. Limited

Mercer
Mphasis
Perot Systems
Provogue (India) Ltd

Sutherland
SMC Investment
United Health Group
WNS Global Services

Jobseeker Login

You can also sign in with Naukri Id

Your email address

Your password

Login

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Entry level Job Profiles: Detailed description of various entry level jobs like sales, finance, HR...

Interview Tips: Advice on preparing for interviews...

Resume Tips: On how to make a winning entry level resume...

Assessment Test: Give assessment test online for your First Job...

Higher Education: Get free detailed information and counselling for your career.

A site for fresher hiring

Real estate

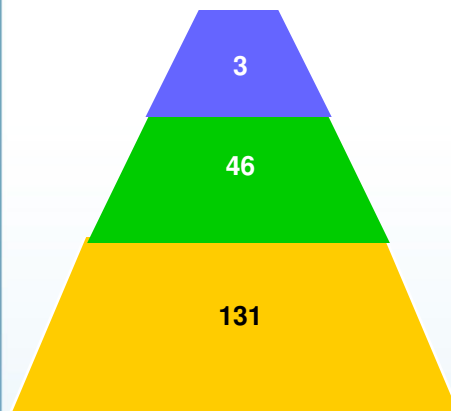
99acres, Allcheckdeals

Surge in demand during 2004 to 2007 for real estate

Market characteristics

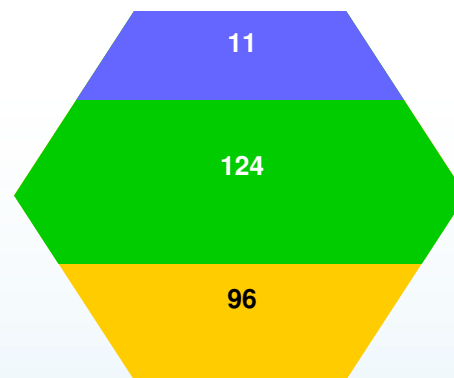
Reasons for boom

181 mm Hhlds



2003

231 mm Hhlds



2013

Strivers; <US\$975pa
 Aspirers; US\$975–4,675 pa
 Rich; >US\$4,675pa

- Home ownership valued in India
- Increasing incomes
- Growing middle class
- Nuclear families
- Urbanization
- Easier home finance
- Supply creation with aggressive marketing

Revenue streams

- Most revenue from developers, builders and brokers
- Site has traction for residential, primary & secondary, sale and purchase
 - To develop for commercial and rental markets
- Revenue from
 - Property listings
 - Builders/Brokers Branding & Visibility – Microsites, home page links, banners
 - Others – buyer database access
 - International listings

Banner Ads



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Residential Commercial

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Type: All Residential Budget: INR

City: Select Bedroom: Select

Show Properties from All Owner Broker New Projects [Search](#)

Featured Projects

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Aliens Space Station - Aliens Group - Gachibowli	Aakruti Amity - Electronic City	Annai Builders - Madipakkam
AparnaCyberCounty - Resale Villas - Gopannapalli	Arun Shelters - Hebbal	Citilights Blessings - Kelambakkam New
Ashoka A'la - Maison - Kompally	August Edifice - Whitefield	Devi Builders - Ambattur
Bhavayas Prasad - Flats/Houses/Plots - Hitech City	Canopy Calyx - Hebbal	GT Cholayil Residency - Koyambedu
Caven Fields - MRR Avenues - Bangalore	Canopy Grace - Hennur Road	Guru Homes - Velachery
	Canterbury Castles - Nandi Hills	Harmony - OMR - IT Corridor
	Chartered Samskruti - Bannerghatta Road	Jain Housing - Velachery
	Citilights - Rustique -	Mettupakkam Foundation -

Sell/Rent Out

Advertise your Property

> Sell > Rent-Out > PG

[New User Register](#)

[Existing User Login](#)

Buyer Search

Search our database of buyers for your property

Post Your Property Requirement

Get contacted by 99acres clients & get Property Alerts

Buy Rent

Email

Phone

Buyer Database



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Property Listings

Residential Commercial My 99acres NRI Services New Home Finance
Quick Search Mode City Type Budget Bedroom
Buy Delhi / NCR (All) All Residential INR Select Go

- Refine Search Results
- Browse By Locality
- Rohini (866)
 - Indrapuram (480)
 - Dwarka (306)
 - Vasundhara (228)
 - Sector 80 - 89 (216)
 - Vaishali (204)
 - Sohna Road (195)
 - Sushant Lok (150)
 - Sector-50 (144)
 - Gurgaon (132)
 - More... (5464)

Save this Search as
Property Alert
& get contacted by our clients
Email Contact No. Get Alert

Search Criteria is: Buy; Delhi / NCR (All); All Residential
Displaying 1 - 50 of 9025 results
Sort by: Price | Date

Location	Property Specs	Price	Contact Details
Residential Apartment D4 Sector-82, Noida	Bedroom: 2 Area:590 Sq. feet (54.87 Sq. Meter)	Rs. 16,00,000	ANIL Company: Laxmi Properties Property Code: F426398 Date: 03/ 03/ 2007 View properties from this company Mobile: 9213108644 Send Email

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PROJECTS IN NORTH INDIA
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Sponsored Properties

Sponsored Properties

Residential Apartment Golf Course, Greater Noida Bedroom: 3 Area:3350 Sq. feet Price: Rs. 2,25,00,000 Company: Rishabh Technobuild Pvt Ltd Mobile: 9873036783, 9873036780	Residential Apartment Omicrom Part-3, Greater Noida Bedroom: 3 Area:1737 Sq. feet Price: Rs. 45,00,000 Company: Rishabh Technobuild Pvt Ltd Mobile: 9873036783, 9873036780
Residential Apartment Rohini, Delhi North Bedroom: 9 Area:1500 Sq. feet Price: Available on request Company: Raju Mehta's , Shree Hari Properties Mobile: 9312108209, 9212337670	Residential Apartment Sector-44, Noida Bedroom: 3 Area:3165 Sq. feet Price: Rs. 1,77,00,000 Company: Rishabh Technobuild Pvt Ltd Mobile: 9873036783, 9873036780

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Real Estate on 450 Acres of Greg Norman Signature Golf Course.
JaypeeGreens.com

Google Adsense

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 - Magicbricks, Indiaproperty, makaan
- Print
 - Times of India, Hindustan Times, Hindu, others
- Other mass media – TV, Radio, Outdoor
- Real estate brokers
 - Large population, highly fragmented, no license requirements, unregulated
 - Many are our clients

Coping with slowdown

- Growth impacted due to market conditions
 - Some traction in economy housing segment
- Continue to reach out to builders/ developers/ brokers
 - They are working harder to get customers
 - Internet a cost effective media
 - More evangelizing needed
- Product innovation
 - Improved display of results
 - SEO
- Site revamp
- Investment to continue through the slowdown
 - Emerge stronger when market rebounds
 - Increase in traffic share as competition is severely impacted

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A [naukri.com](#) Group Ver

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 **Carnation Residency**
Gurgaon



 **Emerald Floors**
Gurgaon




 **Unitech The Villas**
Gurgaon



Developer Gallery

 **Indiabulls Riverside** - Ahmedabad
Indiabulls Greens - Chennai,
Castlewood - Delhi, [more.projects..](#)

 **The Vilas** - Gurgaon, [more.projects...](#)

 **Corona** - Gurgaon, [more.projects..](#)

Broking services. Success based revenue model. Over 300 transactions closed in Q1 FY 10

Matrimonial classifieds & services Jeevansathi

Large market with many segments

- Over 300 mm people estimated to be in 10 to 30 years age bracket over next 10 years
 - A steady growth market
- Urbanization and increased economic activity
 - increased mobility of work force
 - nuclear families
 - breakdown of traditional networks
- Arranged marriages are mostly within castes and communities
- Important to segment the market and focus
 - A discovery led process
- Improve reach through **Jeevansathi Match Points**
 - Outlets in select cities

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Jeevansathi.com

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2 Search By your criteria of Caste, Religion, Manglik status

3 Contact View contact details & contact by mail, Chat, SMS

Register Free

Matched by Jeevansathi.com



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Go!

Revenue 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 (14 centres operational)

- Walk in sales for matching services

Key metrics

Website

- Daily profile acquisition rate
- Cost per profile acquired
- Percentage conversion from free to paid
- Average bill per paying customer
- Important to nudge key metrics in the right direction through smart brand building and superior product experience

Offline centres (Jeevansathi Matchpoint)

- Footfall
- Monetisation

Competition

- Online players
 - Shaadi, Bharatmatrimony, Simplymarry
 - Offline centres
- Print classifieds
 - Times of India, Hindustan Times, others
- Marriage Bureaus and matchmakers
 - Community focused, fragmented, unorganized, geographically constrained

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- Test Preparation

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- Media, Films, Mass Communications
- Professional Courses
- Science and Engineering
- Arts, Law and Languages
- Hospitality, Tourism and Aviation
- Management and Business
- Medicine and Health Care
- Retail

Important Dates

- Admissions
- Exams
- Results
- Scholarships
- Events

- ✓ Mar-13 (Fri) : Admission to 2 Years "Post Graduate Course in Tool Design & Manufacture, Delhi
- ✓ Jan-15 (Thu) : Admissions open for March 09 Batch at IIMT Varanasi, Varanasi
- Jan-25 (Sun) : DESIGN YOUR RANK IN IITJEE, AIEEE & WBJEE, Calcutta
- Jan-25 (Sun) : DEMO CLASSES FOR CAT 2009, Kolkata

MBA Learning Options

- Distance Learning MBA
- Part-Time MBA
- Executive MBA



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Educational classifieds

- www.shiksha.com launched May, 2008
- Over 85,000 listings aggregated
- Product feedback encouraging
- Market receptive
 - Offices in 15 cities
- Large market dominated by print
 - One of the weekly supplements in English dailies
 - Three categories of advertisers
 - Indian education players (universities and institutes)
 - Test prep and coaching institutes, and
 - Overseas universities/ colleges targeting Indian students
- Spend on TV, radio and outdoor increasing
- Advertising spend bigger than real estate
 - likely to be less affected in current slowdown

Coping with the slowdown

- A startup business
 - Investment to continue in
 - Sales force
 - Product
 - Key deliverables
 - Traffic share
 - Customer acquisition
 - Consumer experience

Investee Companies

Applect

- Launched www.meritnation.com
 - Commenced paid services for online educational assessment
 - Also providing free solutions for mathematics and science for standard 6 to 12 of a popular curriculum (CBSE) and 6 to 8 for another (ICSE)
- Large addressable market
- Experienced team
- Propose to invest INR 65 mn, in tranches, for a 40% stake
 - Invested ~ INR 39 mn as on June 30, 2009



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Etechaces

- Comparison shopping of financial products
- Currently selling insurance online through www.policybazaar.com
 - Loan products added (home, personal, car, education)
- Experienced team
- Large market with annuity income
- Propose to invest INR 200 mm, in tranches, for a 49% stake
 - Invested INR 60 mm as on June 30, 2009

A [naukri.com](#) group venture

News & Community

Agents Registration

FAQs

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policybazaar.comTM
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*Conditions Apply

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Varun Bhatia, Hyderabad

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- Large addressable market
 - Education a path for upward mobility
- Experienced promoter
- Invested INR ~ 40 mn for a minority stake



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MBA admission for 2009

I am a BBA graduate and want to do MBA from a decent mB-School. Although I did not do so well in CAT, I am not keen on dropping off a year and prepare again. Anyone please tell me if there are good B-Schools still offering admissions for 2009. Please get back soon.

[Read more »](#)

Posted by Vriti Singh on 27 July 2009 at 1:17 PM.

search UK colleges

Hi, I am a BA student and wish to go to UK for my graduate studies. I have given my TOEFL. I need to know when is the right time to start applying for UK colleges for the 2010 session. Also can you guide me about colleges in which I can apply?

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Posted by rakesh Jain on 27 July 2009 at 1:52 PM.

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Colleges and Courses

Category

Destination

Level



Information Center: Articles



Benefits of Australian Education

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Managing Director and CEO
BA Econ. St. Stephen's. PGDM IIM-A
Previously with Glaxo SmithKline

Hitesh Oberoi (37)

*Whole Time Director and Chief
Operating Officer*
B.Tech IIT Delhi, PGDM IIM-B
Previously with HLL (Unilever)

Ambarish Raghuvanshi (47)

*Whole Time Director and Chief
Financial Officer*
CA, PGDBM XLRI
Previously with Bank of America & HSBC

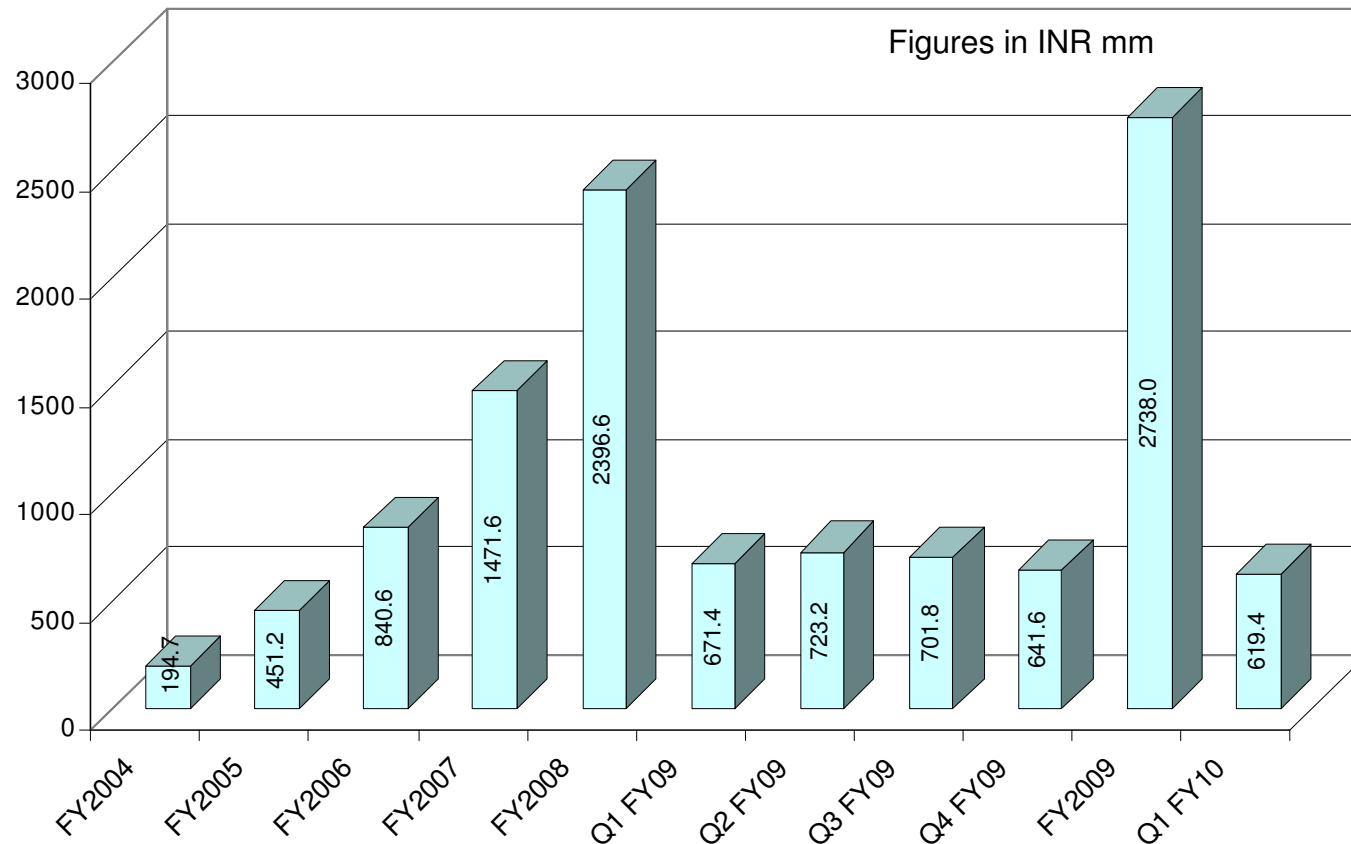
Corporate Governance

- Separation of Chairman and CEO role
- Five independent Director's out of a total of ten
- Disclosure of balance sheet and cash flow statements every quarter even though not mandatory
- Internal audit performed by an external firm
- Audit Committee comprises Independent Directors only

Financials

Financial performance

Revenues

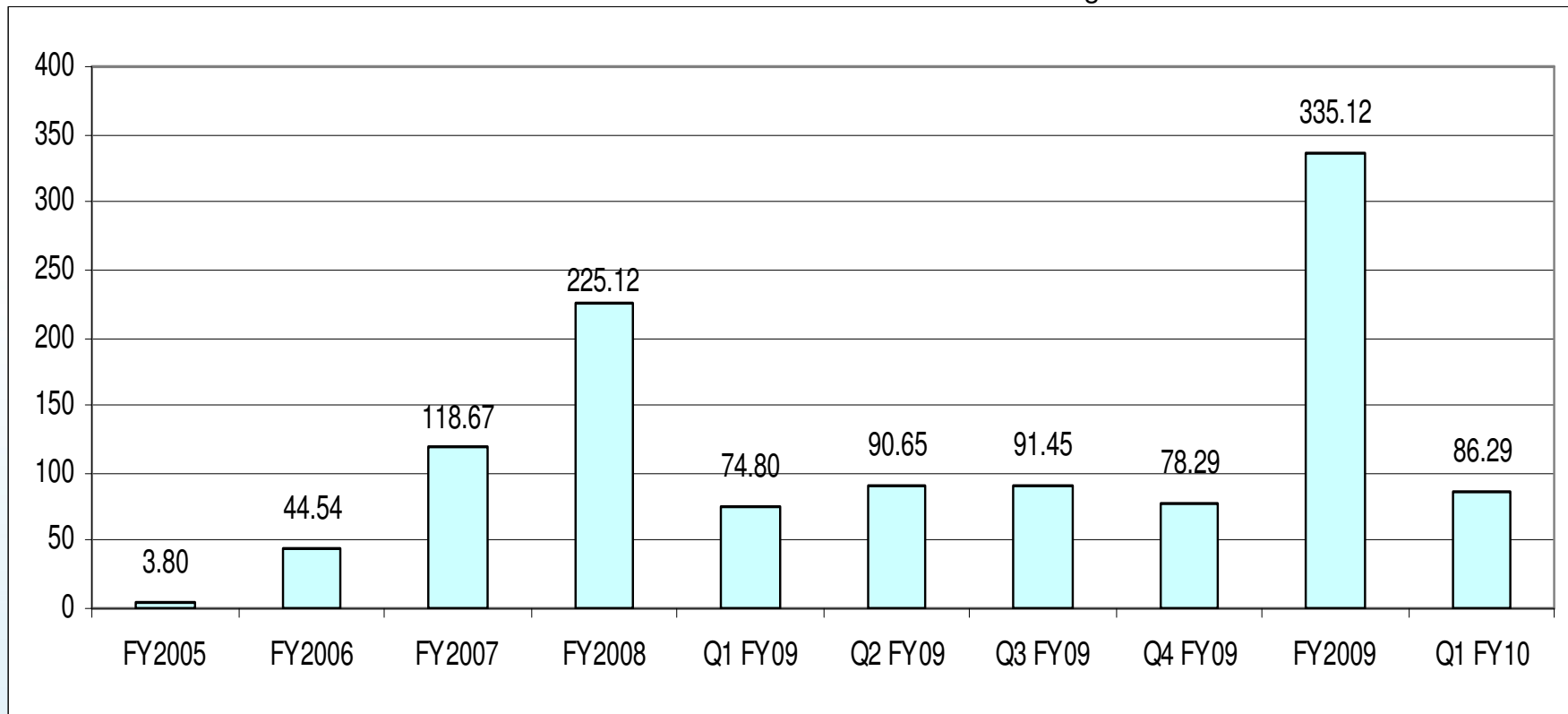


Q1 FY 10 over Q1 FY 09 : 7.75% decline in revenue and 16.19% decline in net sales

Financial performance – Other verticals (mainly Jeevansathi and 99acres)

Revenues

Figures in INR mm

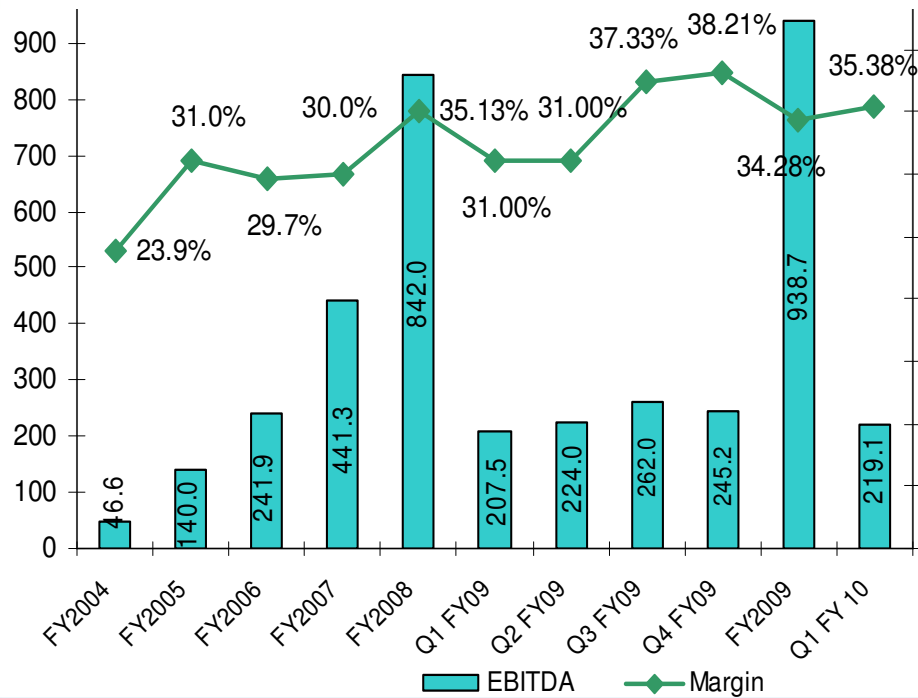


Q1 FY 10 vs Q1 FY 09 growth of 15%

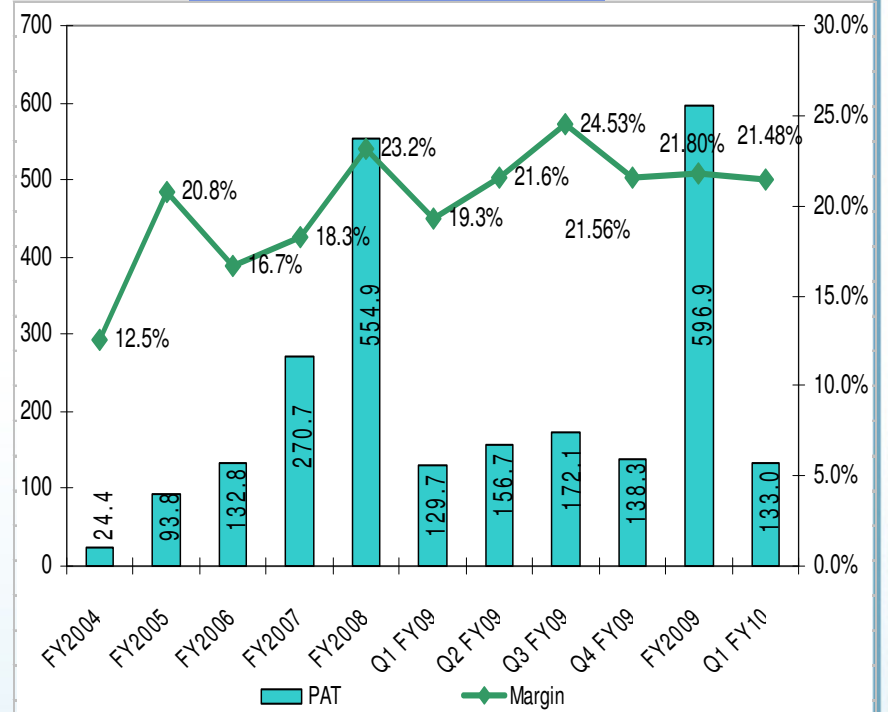
Financial performance

Figures in INR mm

EBITDA



Net Profit

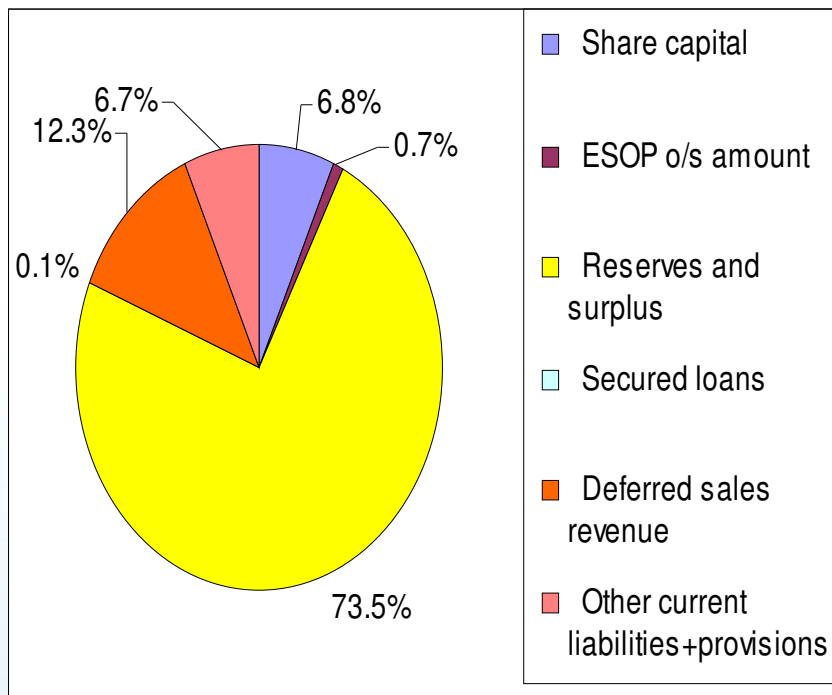


	Q1 FY10	Q1 FY09	Change YoY
Operating EBITDA	128.8	167.3	-23.0%
Operating EBITDA margin	24.3%	26.5%	-2.2%
Operating PAT	73.1	96.7	-24.4%
Operating PAT margin	13.8%	15.3%	-1.5%
EBITDA Loss in other verticals	-44.2	-76.2	42.0%

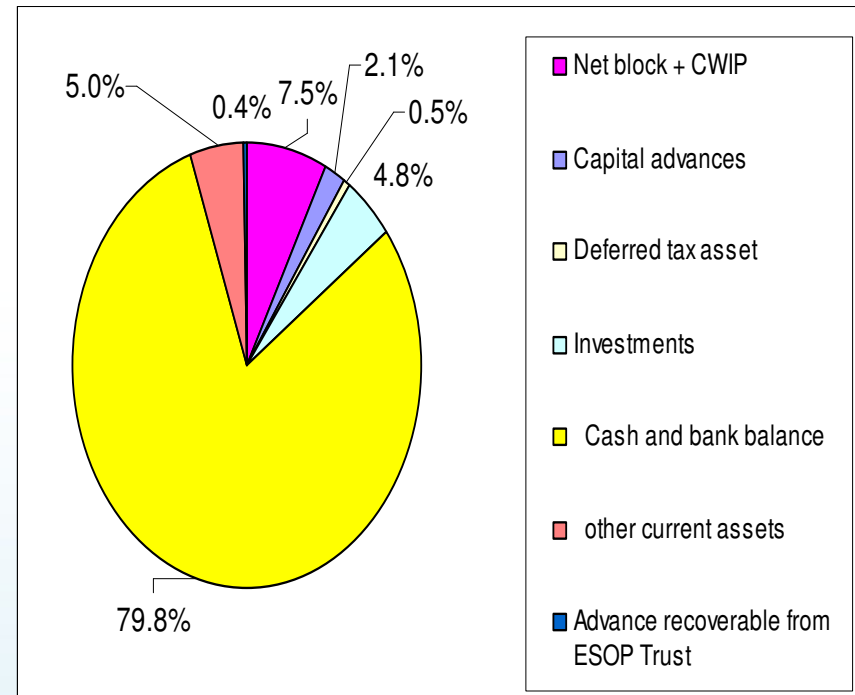
Balance sheet

(as on 30.06.09)

Liabilities



Assets

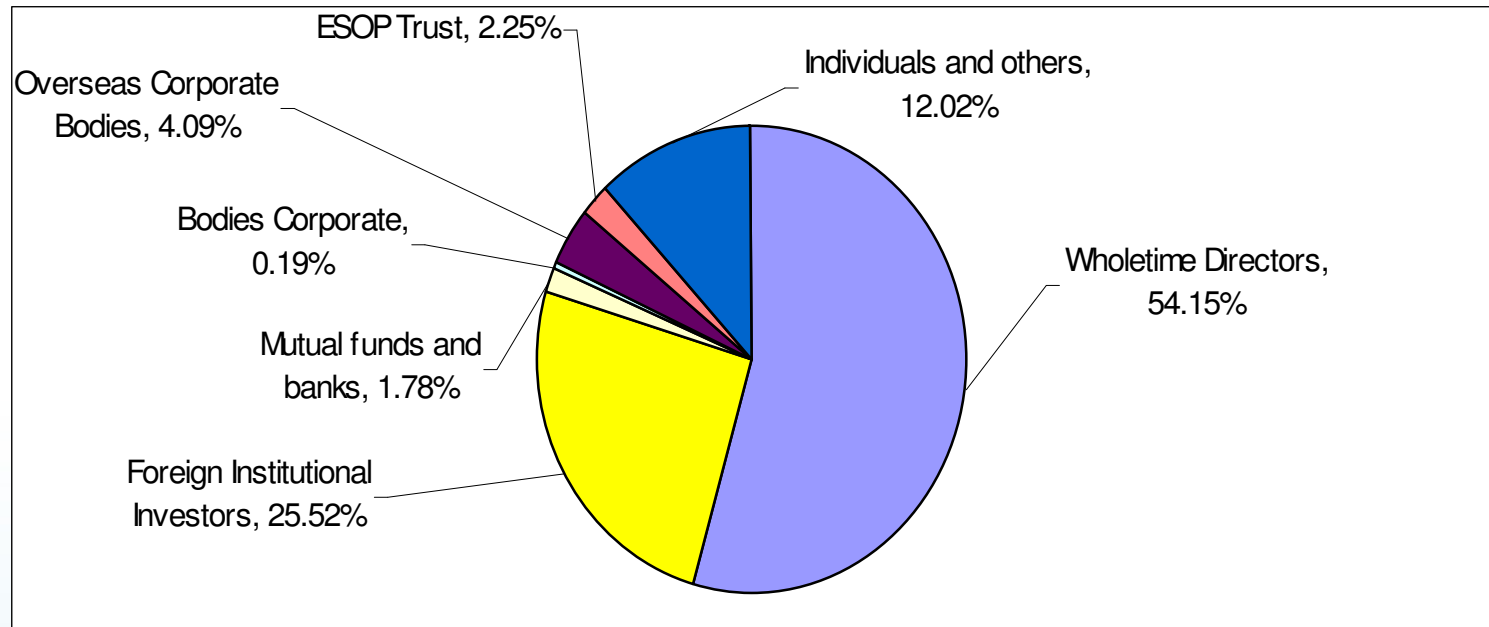


Balance sheet size as of 30.06.2009 ~ INR 4,181 mm

Fixed deposits in banks and debt mutual funds ~ INR 3,309 mm (excluding accrued interest on fixed deposits in banks of Rs 135 mm)

Shareholding pattern

(as on 30.06.09)



Fidelity Funds	6.19%
Equinox	4.99%
KPCB and Sherpalo	4.09%
T Rowe Price	3.26%
Matthews	2.08%
Norges Bank Govt Petroleum Fund	1.38%
Acacia Parttners	1.03%

Total issued and paid up shares of Rs 10 each were 27.29 mm as on 30.06.09

Update Q1 FY 10

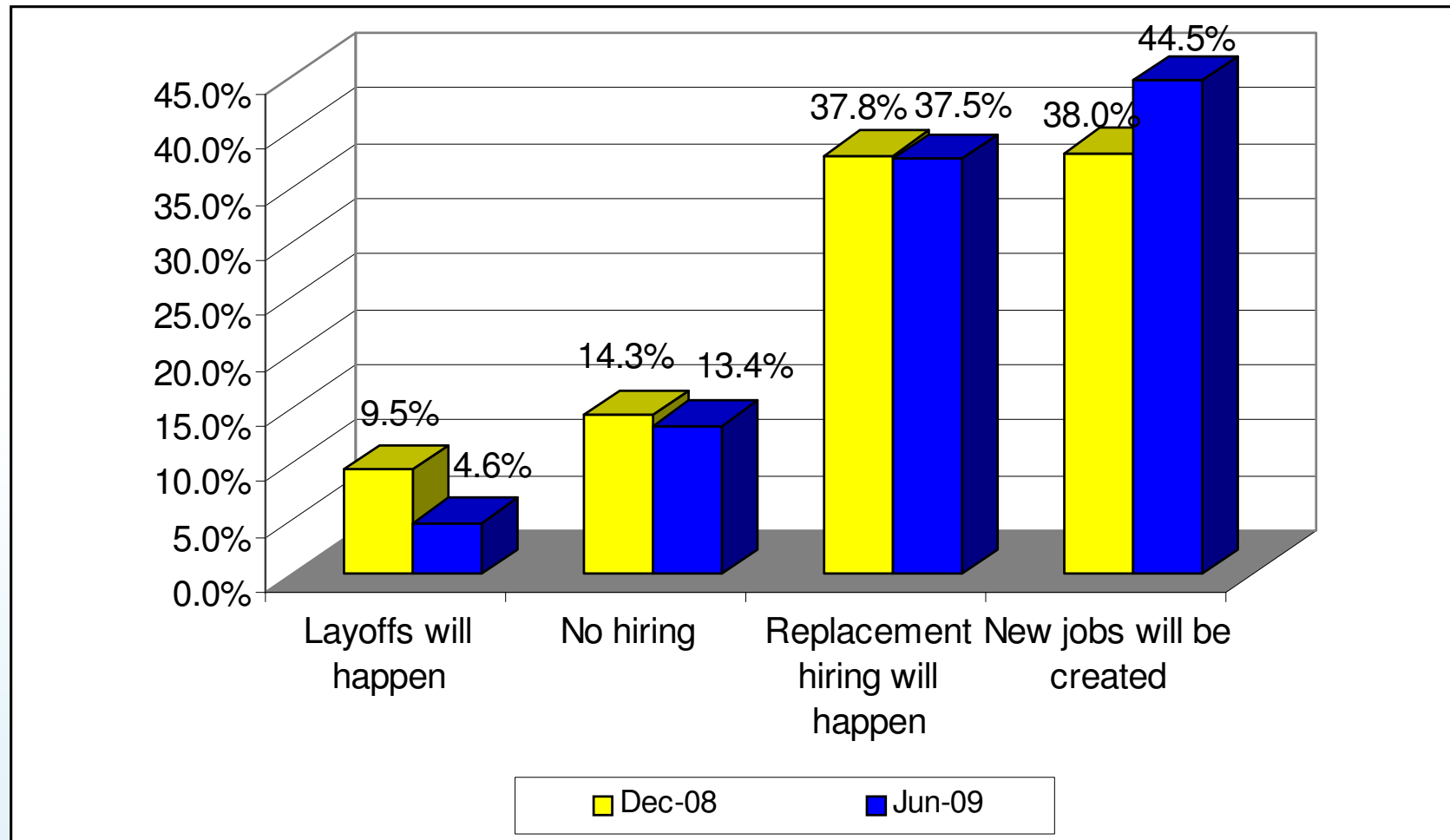
Recruitment solutions

Rs in million

	Q1 FY10	Q1 FY09	Change YoY
Net Sales from Recruitment	443	556	-20%
% to Company Net Sales	83.6%	88.2%	-4.4%
EBITDA	173	243	-29%
EBITDA margin Recruitment	39.1%	43.7%	-4.7%

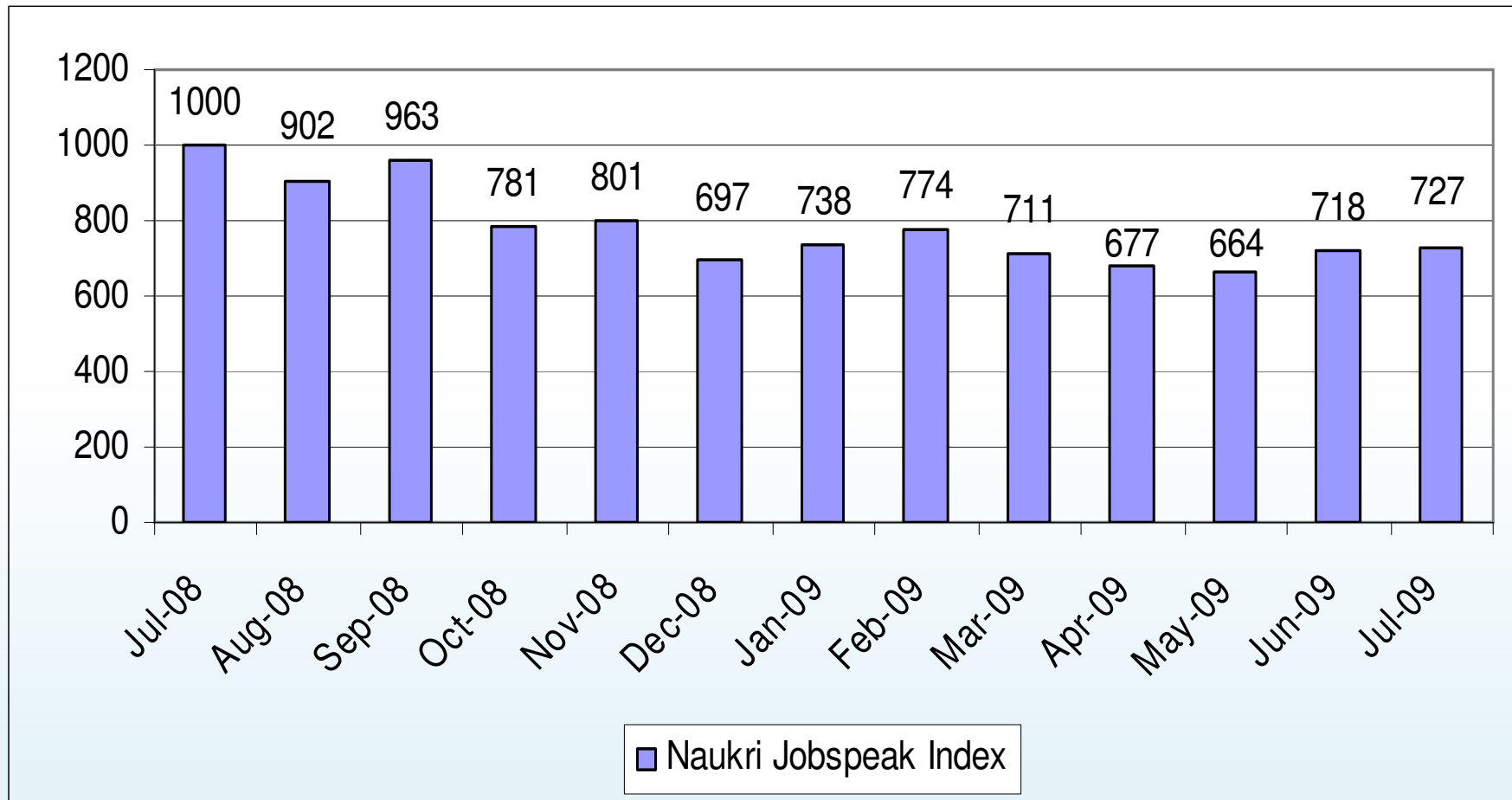
- EBITDA margin in Naukri declined from 47.1% in Q1 FY 09 to 41.8% in Q1 FY 10
- **Jobspeak**, an index of job listings added on Naukri.com, increased 1.3% in July 09 to 727 over 718 in June 09 (664 in May, 09)

Hiring Survey



Survey of recruiters conducted by Info Edge India Limited in December 2008 (sample size of 1600) and May/ June 2009 (922) on hiring outlook for calendar year 2009

Naukri Jobspeak Index



Naukri Jobspeak Index is an index of job listings added to the site by recruiters who are clients of www.naukri.com

Naukri

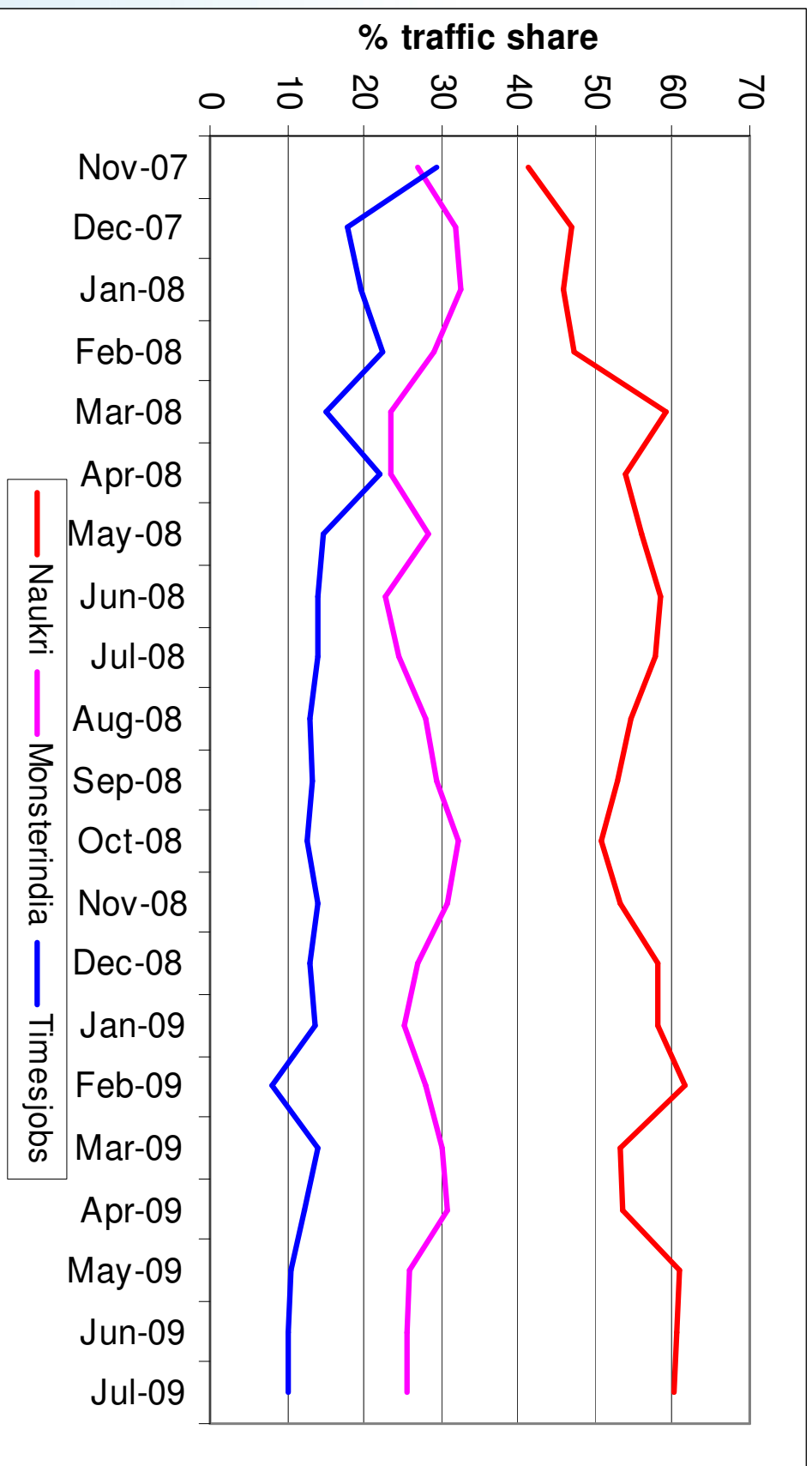
	Q1 FY10	Q1 FY09	Change YoY
No. of resumes in mm	17.6	14	26%
No. of resumes added daily in '000	12	17	-29%
No. of resumes modified daily in '000	49	44	11%
No. of corporate customers in '000	17.7	18.5	-4%

- Hiring by companies has been affected as economic environment has become tougher
 - Growth indexed to GDP growth rates
 - Decreasing recruitment revenue from IT clients
 - Growth from other sectors also continues to be impacted
- Work on algorithms and product bearing results
 - Encouraging response
 - Increased traction
- Competitive pressure continues
 - Competition likely impacted more

The slowdown is an opportunity

- Embrace the slowdown to emerge from it in a stronger competitive position
 - Continue to invest in technology
 - Product innovation
 - Operating metrics up - traffic share, applications, resume's
- Greater efficiencies from the sales system
- Strong balance sheet lends vital support
 - Potential to maximise advertising benefit
- Competition is severely challenged

Naukri traffic share (%)



Source : Comscore

Naukri traffic share

Traffic Stats

Contact Info

Reviews

Related Links

Keywords

Clickstream

Demographics

Traffic Rank

Reach

Pageviews

Pageviews/User

Bounce %

Time on Site

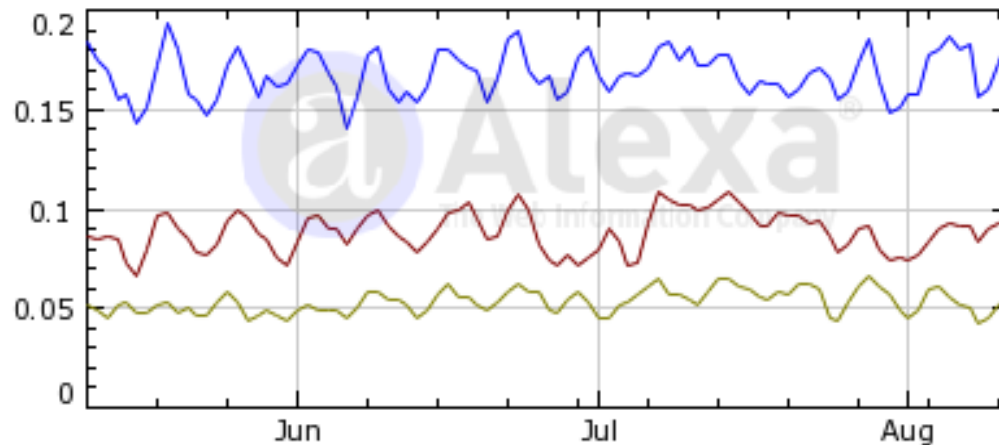
Search %

Daily Reach (percent)

naukri.com

monsterindia.com

timesjobs.com



Percent of global Internet users who visit naukri.com:

Yesterday	0.184%
7 day avg	0.173%
1 month avg	0.1672%
3 month avg	0.1675%
3 month change	5.6% ▲

Trailing 3 months ▼

Compare to:

monsterindia.com

timesjobs.com

Compare

Source : www.alexacom

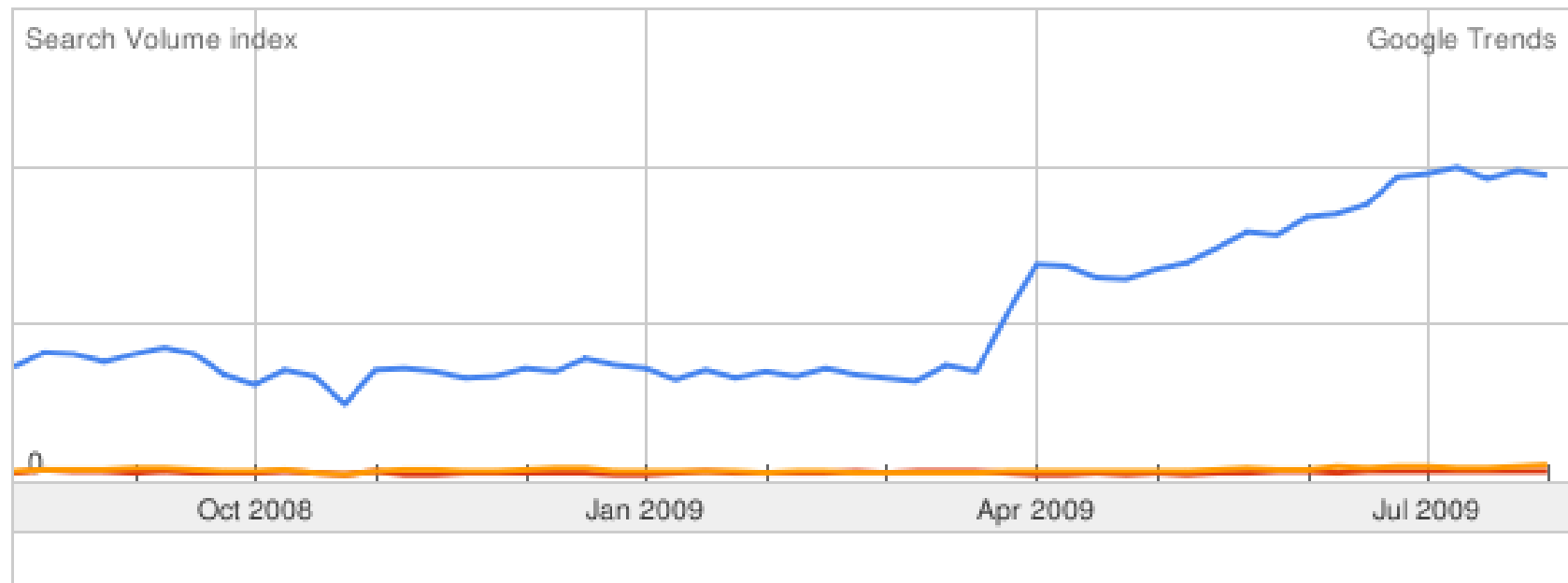
Naukri traffic share



labs Tip: Use commas to compare multiple search terms.

Searches Websites

● naukri.com ● monsterindia.com ● timesjobs.com



Source : <http://trends.google.com/>

Naukrigulf

- 1 office each in Riyadh & Bahrain and 2 in Dubai
- Slowdown has set in

Other verticals (mainly 99acres & Jeevansathi)

Rs in million

	Q1 FY10	Q1 FY09	Change YoY
Net Sales from Other Verticals	86	75	15%
% to Company Net Sales	16%	12%	4%
EBITDA	-44	-76	42%

- EBITDA loss comprised
 - Jeevansathi INR 3 mm in Q1 FY 10
 - 99acres INR 15 mm in Q1 FY 10
 - balance INR 26 mm in Q1 FY 10 from brijj, allcheckdeals, shiksha

99acres

- Increase in listings
 - Property listings at over 271,000 in Q1 FY 10 vs 250,000 in Q1 FY 09
 - Increase in paid listings to 241,000 in Q1 FY 10 vs 120,000 in Q1 FY 09
- Site revamp – UI/ search algorithm
- Revenue growth impacted
 - real estate sector one of the possibly worst effected due to credit squeeze
- Market for online classifieds expected to grow
 - Cost effective medium like internet will be preferred
 - Spend on print and outdoor sizeable
 - Some new lower priced projects announced by Realty Cos.
- Softening in demand for real estate may help our business in the medium term

Jeevansathi

- Investment in growth continues
 - Brand building to continue
 - 14 domestic offline centres (Jeevansathi Match Point) operational
- About 3.1 mm profiles as on 30.06.09 vs 2.3 mm profiles as on 30.06.08
 - Continue focus on Northern and Western Indian market
- Explore non resident Indian market
- Site revamp work completed
- *Jeevansathi may possibly breakeven on a month to month basis towards end FY 09-10*

Investor relations

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Telephone	+91 120 3082007	+91 120 3082006
Fax	+91 120 3082095	
Address	Info Edge (India) Limited, A 88 Sector 2, Noida - 201301, U.P., India	
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