

# Info Edge (India) Ltd.

India's Online Classified Company

Helping People & Businesses Meet

# Safe harbor

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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, disruptive technology, 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.

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All Financial figures mentioned are as on December 31, 2010 or for the quarter ended December 31, 2010 unless indicated otherwise

Q3 FY11 means the period Oct 1, 2010 to December 31, 2010

FY11 or FY 10-11 or FY 2011 means the Financial Year starting April 1, 2010 and ending March 31, 2011

INR M means Indian Rupees in million

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“Helping Businesses and People Meet”

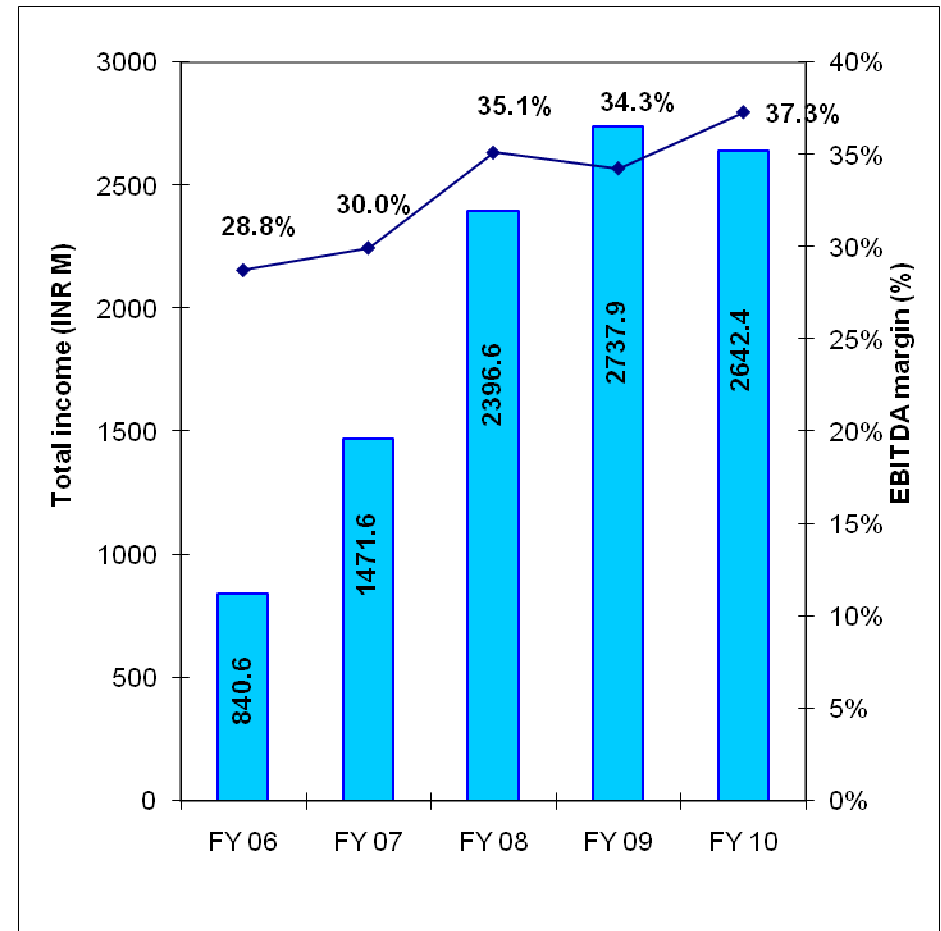
India's premier on-line  
classifieds company in  
recruitment, matrimony, real estate and  
education

# Strong performance track record

## Highlights

- An online classifieds company with
  - Strong brands
  - Experienced management team
  - Growth coming back
- Rapid growth historically
  - Revenue CAGR of 33% over FY06-10
  - INR 2.64 billion revenue in FY2010
- ~ INR 30 billion market capitalization
- Strong cash flow generation
  - Cash & liquid assets INR 4 Billion
  - Negative working capital
- Diversified business portfolio
  - Share of revenues from verticals other than recruitment grown from 5% in FY06 to 16% in FY10

Info Edge Revenue and EBITDA margin  
(2006 – 2010)



# Our brands

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naukrigulf.com



**Firstnaukri.com**  
A jobsite for campus hiring!

**brijj.com**  
Bringing People

naukri.com<sup>®</sup>  
India's No.1 Job Site

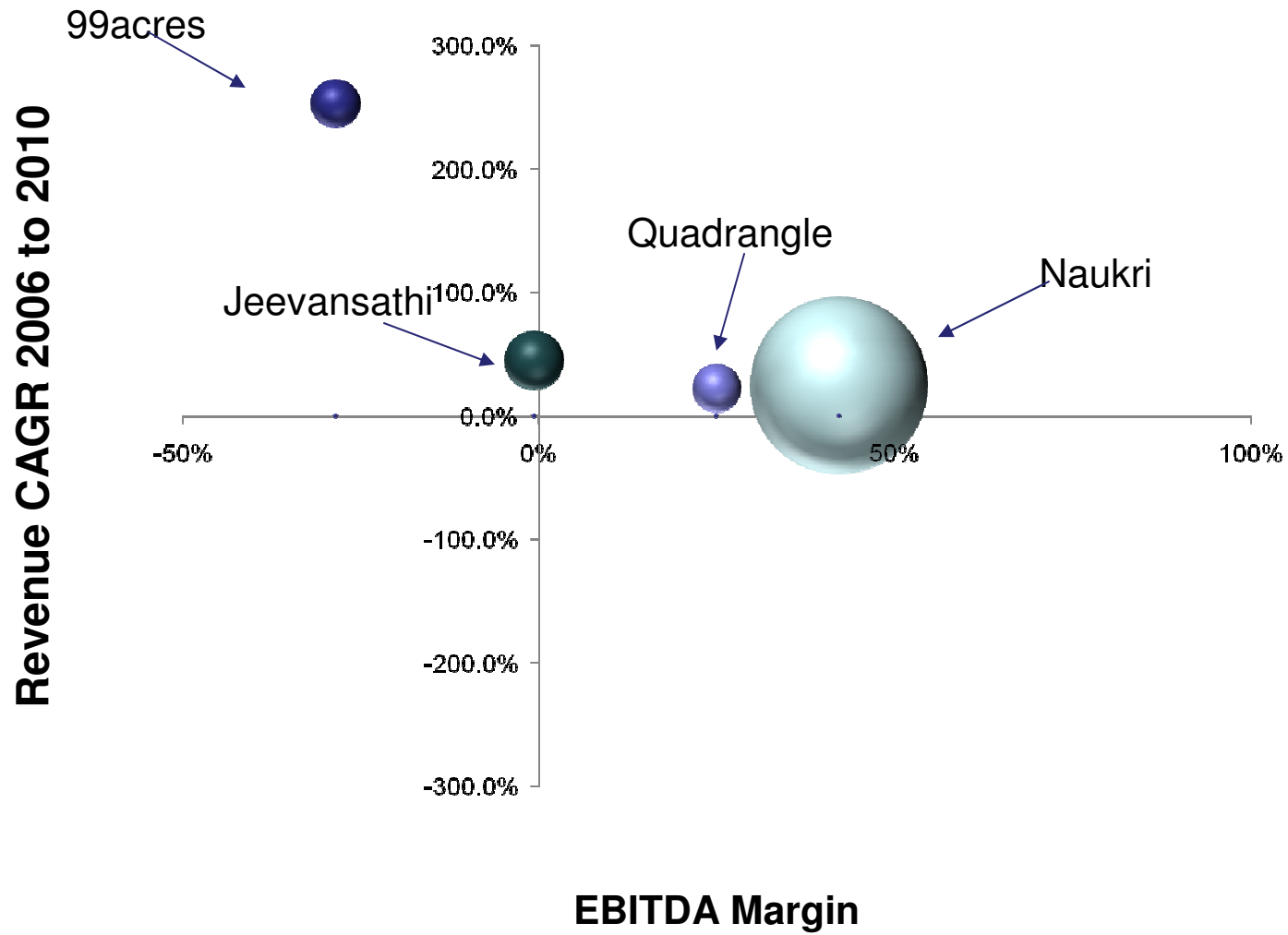
**Jeevasathi.com**  
We Match Better

**shiksha.com**

99acres.com<sup>®</sup>  
Buy, Rent, Sell

allcheckdeals.com<sup>™</sup>  
Property deals made Simple & Transparent

# Our portfolio



Note:- For FY06-FY10 the data for other brands is not relevant.

# Virtuous circle

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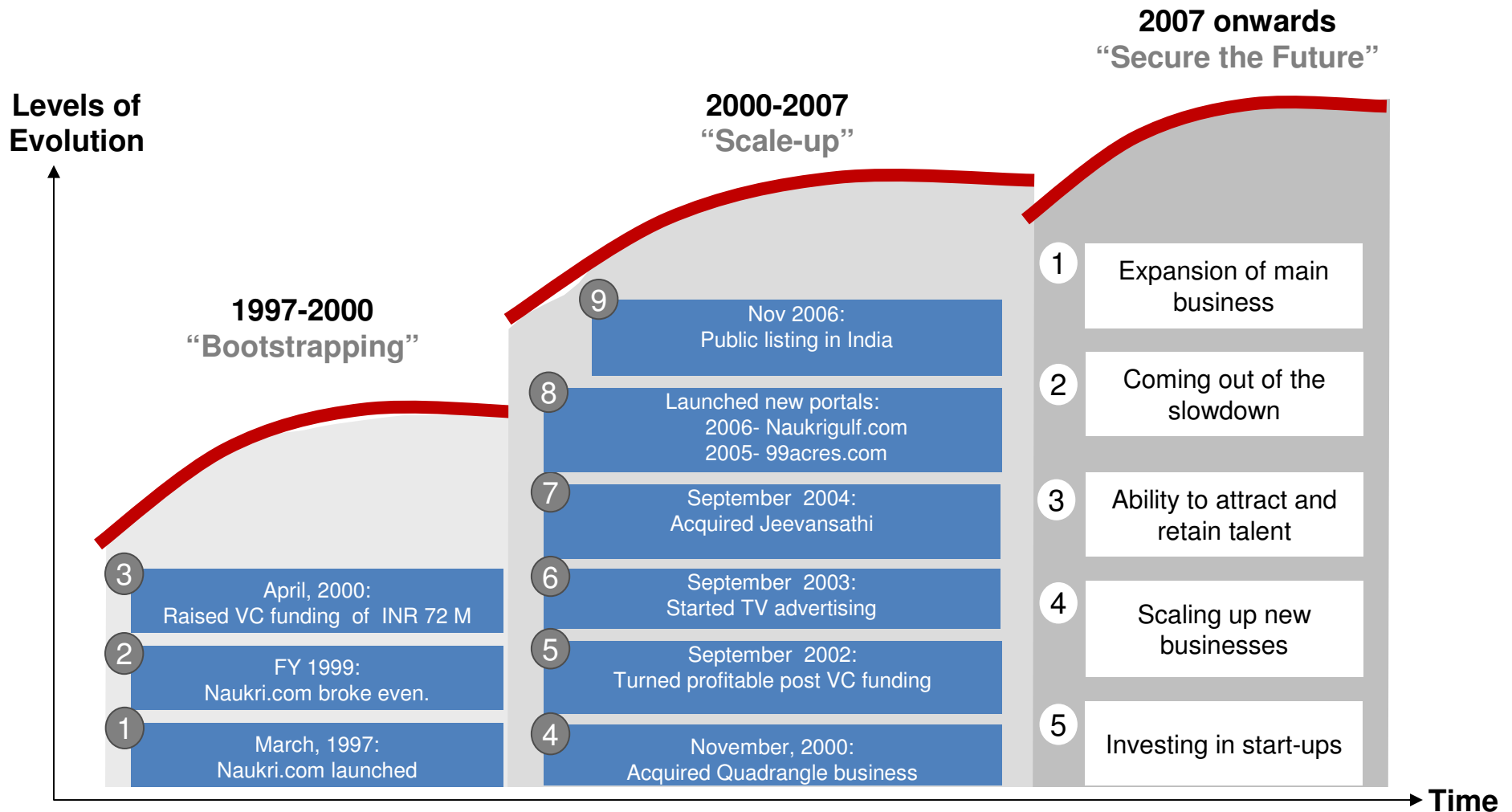
Example : Naukri.com



## Imperatives

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

# Milestones





# Key drivers of success

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## Naukri

- Consolidate traffic share gained over the last 24 months
  - Garner higher market share as growth comes back
  - Specific product innovations to combat the threat of Linked In and semantic search (Trovix) from Monster
  - Reap gains from sales team efficiencies – Restructuring, ERP, Newer sales channels
  - Develop and leverage social media and mobile apps
  - Continue to invest in brand, sales team, customer service, tech product innovation, people
- 

## Jeevansathi

- Leverage the IP built over last 3 years through increased investment in brand building
  - Scale up business by increasing growth rate from current 10-15% in the next 3 – 5 years
  - Continued investment in analytics /algorithms
- 

## 99acres

- Market witnessing growth – activity in most real estate clusters
  - Product innovation and evangelizing the space concept
  - Increase traffic share and monetize traffic share gains of last 2 years
  - Continue to improve the user experience
- 

## New brands

- Establish and evangelize the value proposition of Shiksha & FirstNaukri
  - Naukrigulf- Ride after the meltdown in the Middle East
  - Invest in potential big businesses for the future - Meritnation, Allcheckdeals, Policy Bazaar
  - Explore more opportunities (startups, M&A) actively
  - Improve traction and engagement on Brijj.com
-

# Leveragable sales/customer interface infrastructure

## Info Edge Sales Offices illustrative Map



### Key Observations










- ~ 1380 Sales staff or 76% of the company's workforce
- Nation wide coverage through 48 company branch offices in 31 cities in India
- Only "dot com" player with this kind of sales organization
- Sales force efficiencies playing out ....

Infrastructure being leveraged for Growth

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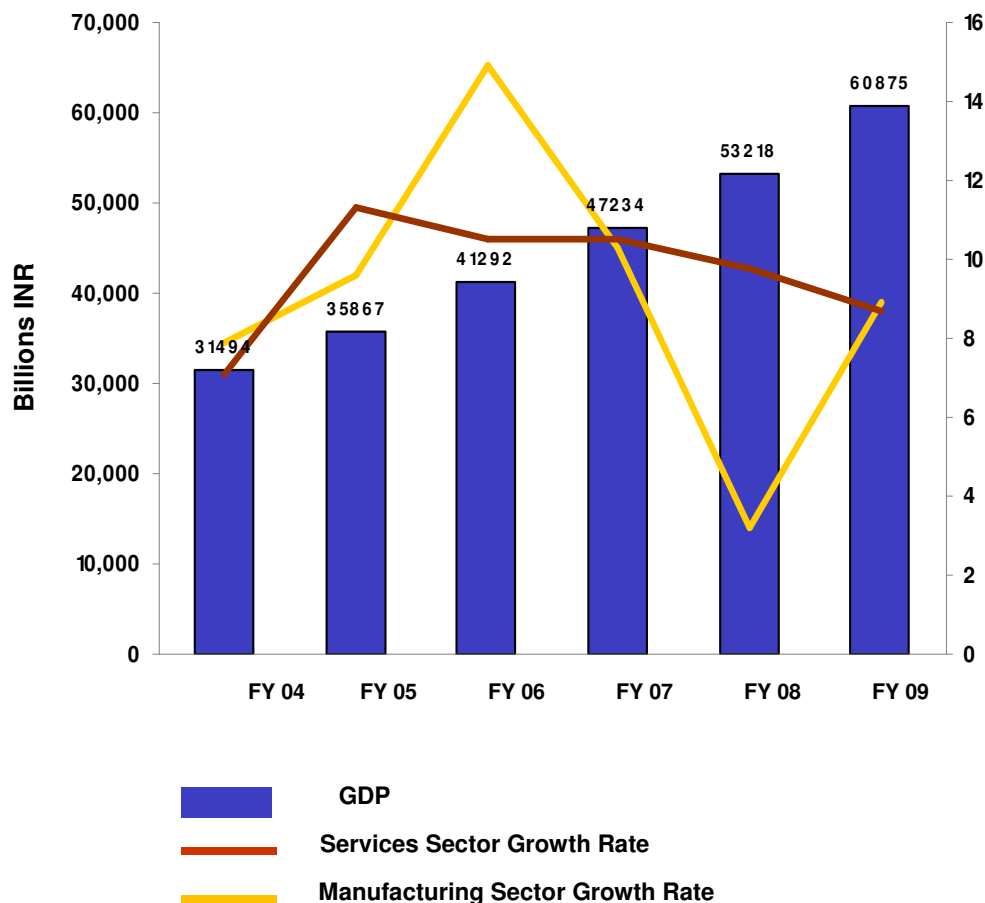
# Environment

# Environment overview

|  | Business cycle and Economic Environment | Demographics and GDP per capita | Internet penetration | Competition |
|--|---|---------------------------------|----------------------|-------------|
|  <b>naukri.com</b><br>India's No. 1 Job Site                            | ✓                                       |                                 | ✓                    | ✓           |
|  <b>Quadrangle</b>  | ✓                                       |                                 | ✓                    | ✓           |
|  <b>naukri gulf.com</b>   | ✓                                       |                                 |                      | ✓           |
|  <b>brijj.com</b><br>BETA<br>Bringing People                            |   |                                 | ✓                    | ✓           |
|  <b>Firstnaukri.com</b><br>A jobsite for campus hiring!                |   | ✓                               | ✓                    | ✓           |
|  <b>Jeevansathi.com</b><br>We Match Better                            |   | ✓                               | ✓                    | ✓           |
|  <b>99acres.com</b><br>Buy, Rent, Sell                                | ✓                                       |                                 | ✓                    | ✓           |
|  <b>allcheckdeals.com</b><br>Property deals made Simple & Transparent | ✓                                       |                                 | ✓                    | ✓           |
|  <b>shiksha.com</b>   |   | ✓                               | ✓                    | ✓           |

# Business cycle and economic environment

## India's GDP growth ~8%



### Highlights

- India less impacted by the meltdown.
- Indian recovery faster than rest of the world.
- India's GDP CAGR(%) of 6.2% from 1991-2008, in sharp contrast to the developed world
- Indian economy expected to clock ~8.5% GDP growth this fiscal year
- India estimated to be a \$4 trillion economy by 2019.
- Government planning to pump \$100 billion into infrastructure development, thereby creating a cascade of jobs

# Demographics

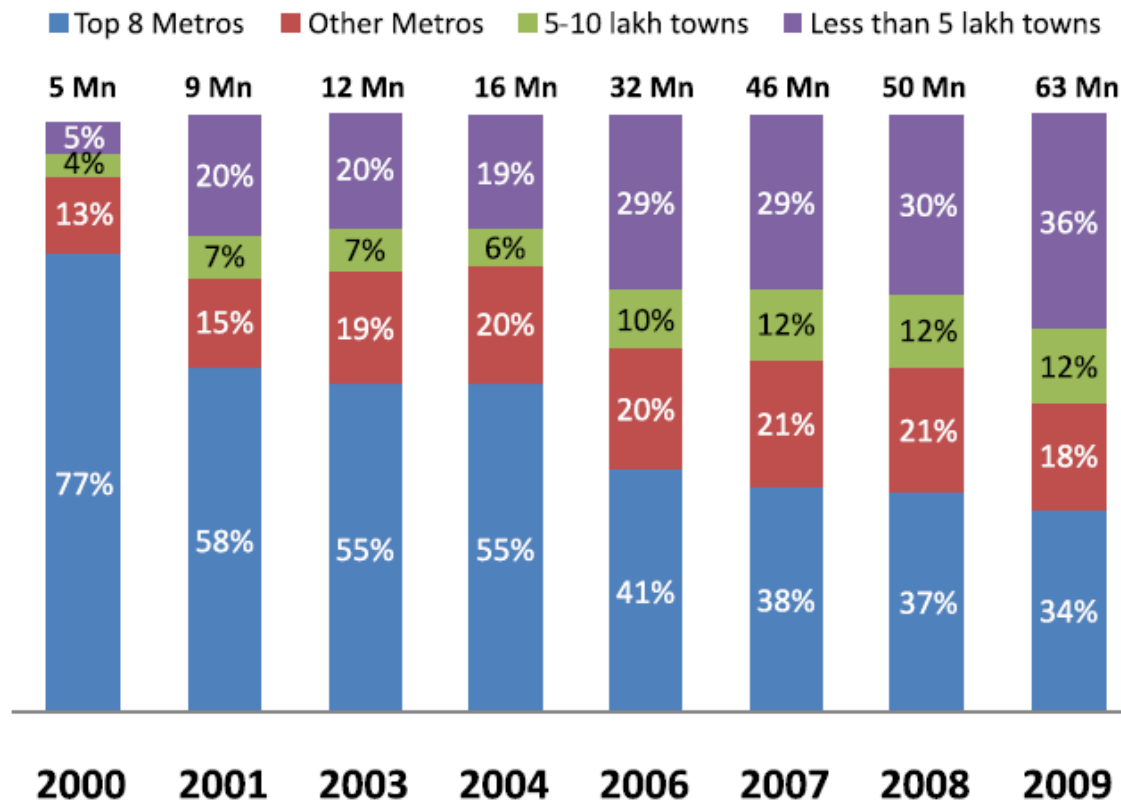


## Highlights

- India is among the world's youngest nations with a median age of 25 years.
- 65% of Indian population estimated to be below 35 years of age
- Youth population (15-35) of India is growing at a rate of almost 37.9%.
- According to the World Fact Book, India is projected to have 70% of its population in the working class category by 2030.
- India will see 70 million new entrants to its workforce over the next 5 years.

# Internet penetration (1/2)

Base: All India Internet Ever Users (Urban)  
(All figures in Million)

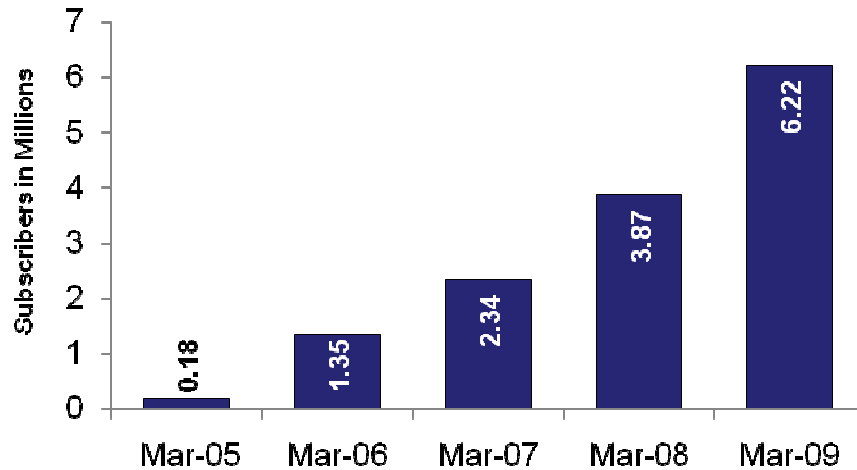


## Highlights

- From 5% in 2000 to 36% in 2009, internet has made an impact in lives of small towns.
- Given the continuous growth of internet users over the years, the smaller towns have overtaken Top 8 Metros in Internet Usage (indicates that internet has reached to rural masses in India).
- Government initiatives of e-kiosks and increasing number of cyber cafes has created interest among small town people.

# Internet penetration (2/2)

**Growth Picture of Broadband in India**



- India's Internet consumer profile mix is changing to broadband and heavier usage
- About 2.35 subscribers added in 2008-09 with growth rate of 60.72%
- Government of India plans 250 M broadband connections by 2012

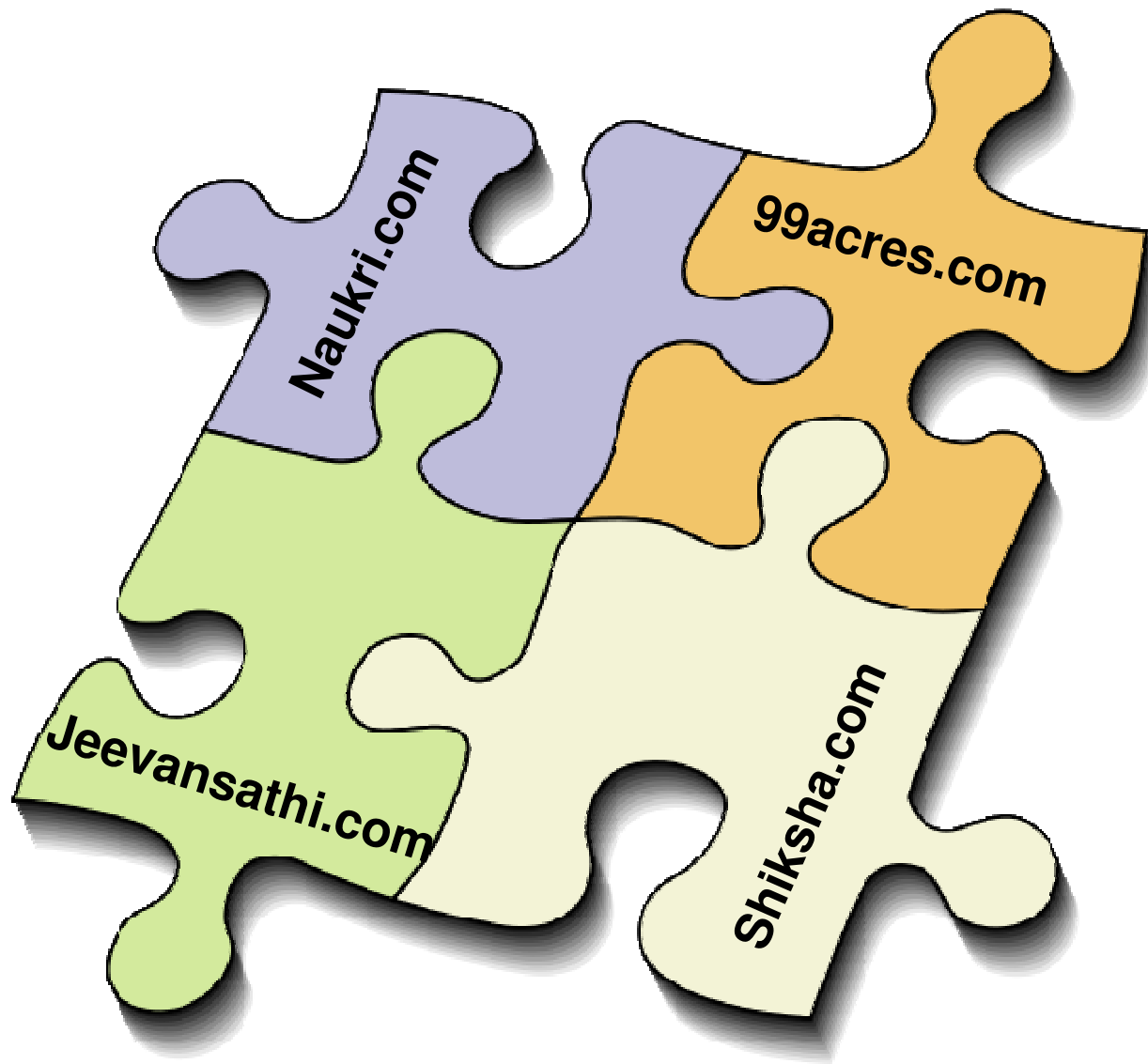
## Implications for Info Edge

- Significant user base coupled with headroom for growth.
- Penetration of broadband increasing.
- 3G and wireless broadband being launched.
- Mobile phone penetration already exceeds 600M – with 3G expected to explode for high end applications.
- Broadband Users engage in multiple internet activities on a daily basis & their consumption behavior.
- Penetration of wireless in telecom has enabled a growth of 0.06 per cent of the GDP in India whereas it has contributed 0.04 per cent of GDP in China.




# Businesses

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# Naukri

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**Functional Area**     **Exp.**     **Salary Expectation**

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| Information Tech.   | Manufacturing  | Services  |
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| ChipDsg/Semicond.<br>Maxim<br>NVIDIA<br>Rambus <b>New</b><br>SanDisk<br>ST ERICSSON <b>New</b><br>XILINK<br>ITES/BPO/COM<br>ACS of India<br>Datamatics Financial<br>Encore Capital Group<br>iEnergizer<br>Respondz <b>New</b><br>Shell Business Service Centre <b>New</b> | Infogain<br>ITC Infotech<br>KPIT Cummins<br>Ness Technologies <b>New</b><br>Nihilent Technologies <b>New</b><br>Patni<br>Persistent Systems<br>Polaris<br>Pyxis Systems <b>New</b><br>Q3 Technologies<br>Quickstart Global<br>Rawabit Technology Limited <b>New</b><br>RBS India Dev. Centre<br>Robert Bosch<br>R Systems <b>New</b><br>SAIC <b>New</b><br>Sapient | Emcure <b>New</b><br>INTAS Pharma<br>Jubilant Organosys<br>Lupin Limited<br>Manipal Healthcare <b>New</b><br>MICRO LABS<br>Panacea Biotec<br>Piramal Healthcare<br>Quest Diagnostics<br>RanbaxyLabsLtd<br>Strides Arcolab<br>Sun Pharma<br>Surya Pharma<br>USV Limited<br>Zydus Cadila <b>New</b><br>Petroleum/Energy<br>Adani Group <b>New</b> |

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Let 50,000 recruiters see your resume
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Get a resume that gets you interview calls
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Get the best Jobs matching your search preferences delivered in your inbox for free!


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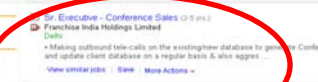
**PayCheck**

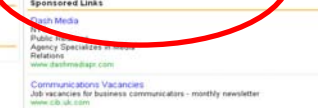
Job Listings


Banner Ad


Resume Database






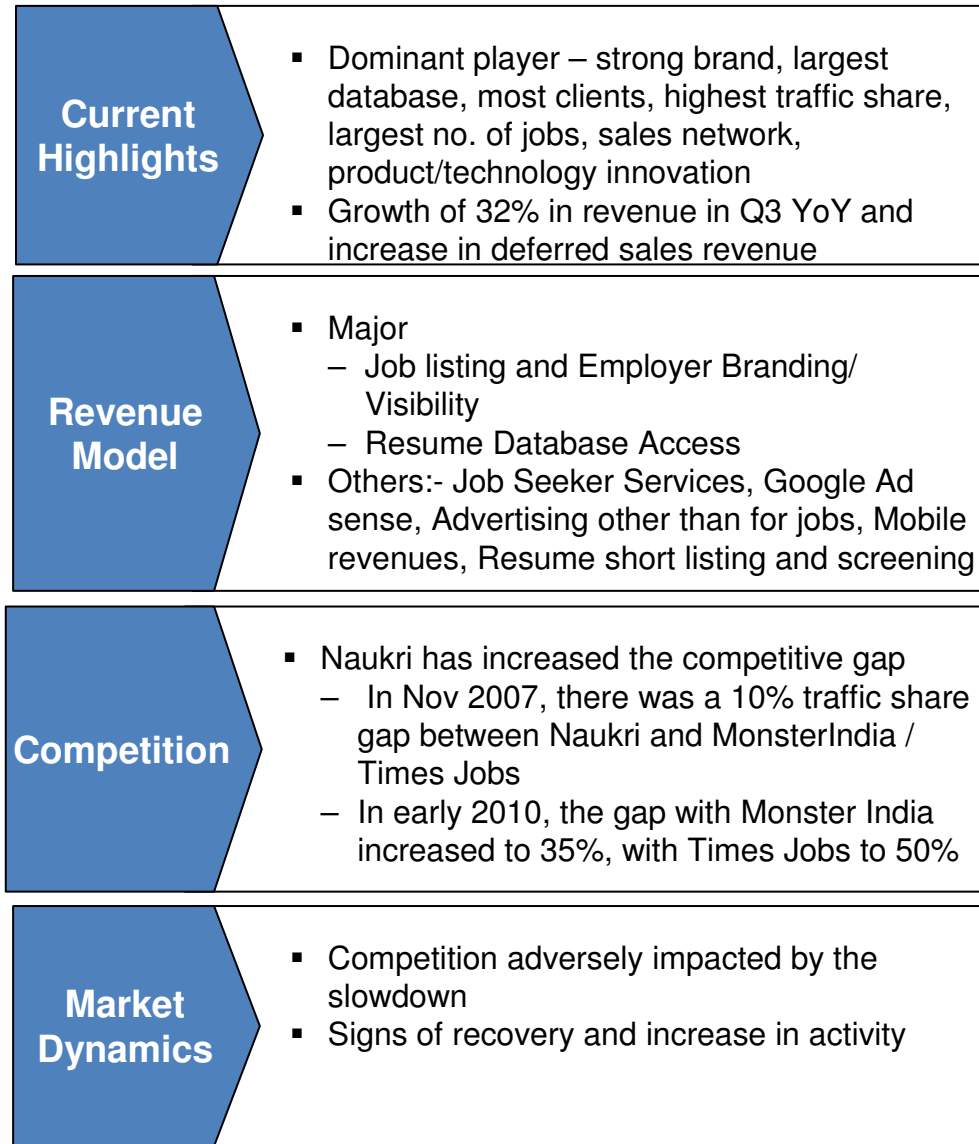








# Naukri - Overview



## Market Size and Potential

- Large market
- Growth in economy/IT/ITES to drive online job market
- Naukri flagship product flanked by 4 support products
- Overall growth to continue due to internet penetration & India demographics
- Social media and mobile apps

## Risks

- Threat from Monster's semantic search (Trovix) technology proposition and LinkedIn becoming active in India.

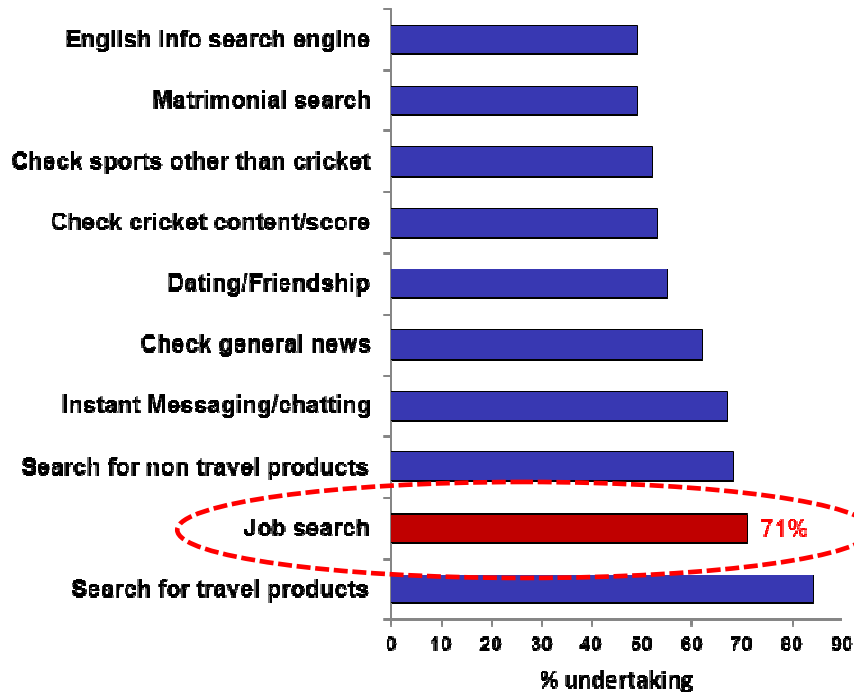
# The Indian job market is a US\$ 1 billion opportunity

## Indian job search market overview

| Key Components  | Trends and Outlook   | Sectoral Employment Trends   | E-recruitment Trends  |
|---|--|--|---|
| <ul style="list-style-type: none"> <li>▪ Types of Recruitment Channels:               <ul style="list-style-type: none"> <li>- Employee referrals</li> <li>- Recruitment Agencies</li> <li>- Print</li> <li>- E-recruitment</li> <li>- Others</li> </ul> </li> <li>▪ Largest Market share ⇔ Recruitment Agencies</li> <li>▪ Market share of Print is declining while that of E-recruitment is growing</li> <li>▪ 10-12% jobs are generated online of which 75% can be found in other distribution channels ~ Print, Recruitment Agencies</li> </ul> | <ul style="list-style-type: none"> <li>▪ Stimulus Packages generated 20% new jobs (white collar and blue collar) in Oct'09-Jan'10.</li> <li>▪ Net Employment Outlook one of the highest in the world</li> <li>▪ India has over 350 universities and 17,600 colleges</li> <li>▪ Over 2 Mn Graduates every year</li> </ul> | <ul style="list-style-type: none"> <li>▪ Top 5 sectors which recorded highest growth in job-creation (white collar and blue collar) in Oct'09-Jan'10:               <ul style="list-style-type: none"> <li>- Academics</li> <li>- Advertising/Event Management</li> <li>- IT/Hardware</li> <li>- Research/ Consultancy</li> <li>- Engineering</li> </ul> </li> </ul> | <ul style="list-style-type: none"> <li>▪ The estimated Market-size had increased from INR 1450 M (2005-06) to INR 5060 M (2008-09), a 36% CAGR</li> <li>▪ The online job-seeking population has logged an increase of a 39% CAGR, from 6 M ( 2005-06) to 23 M (2008-09)</li> <li>▪ Significant usage and contribution comes from Recruitment Consultants</li> <li>▪ IT / ITeS Sectors have the largest job-listings &gt; 24%</li> </ul> |

# Online job search is a popular activity and Naukri has the dominant position

**Most Popular Online Activities  
( other than e-mails )**



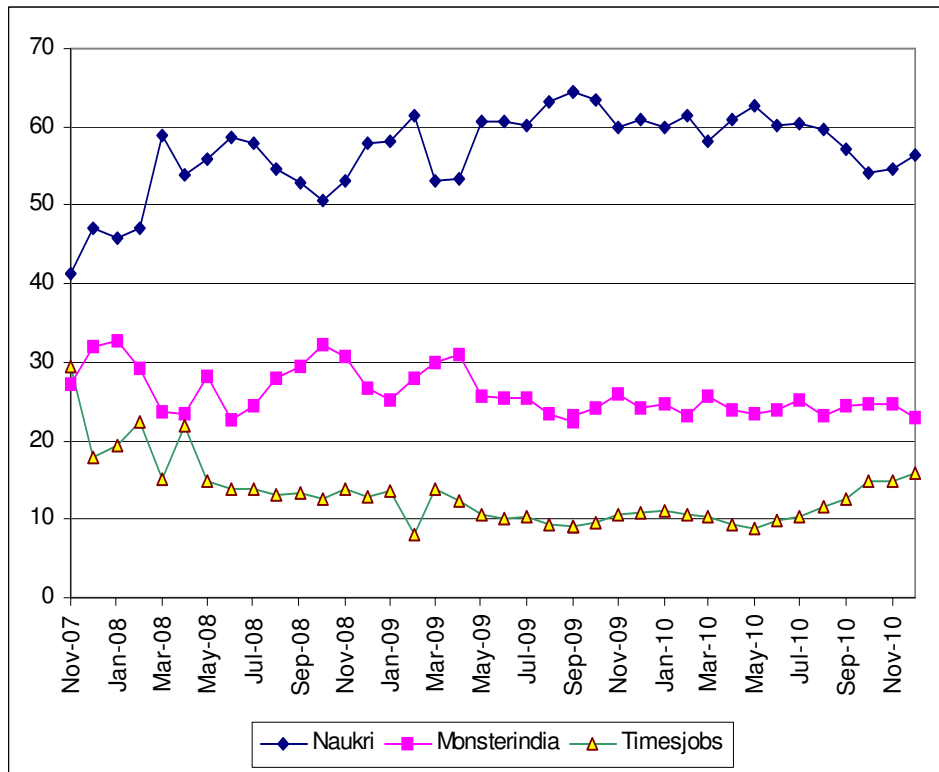
**Most used websites in India**



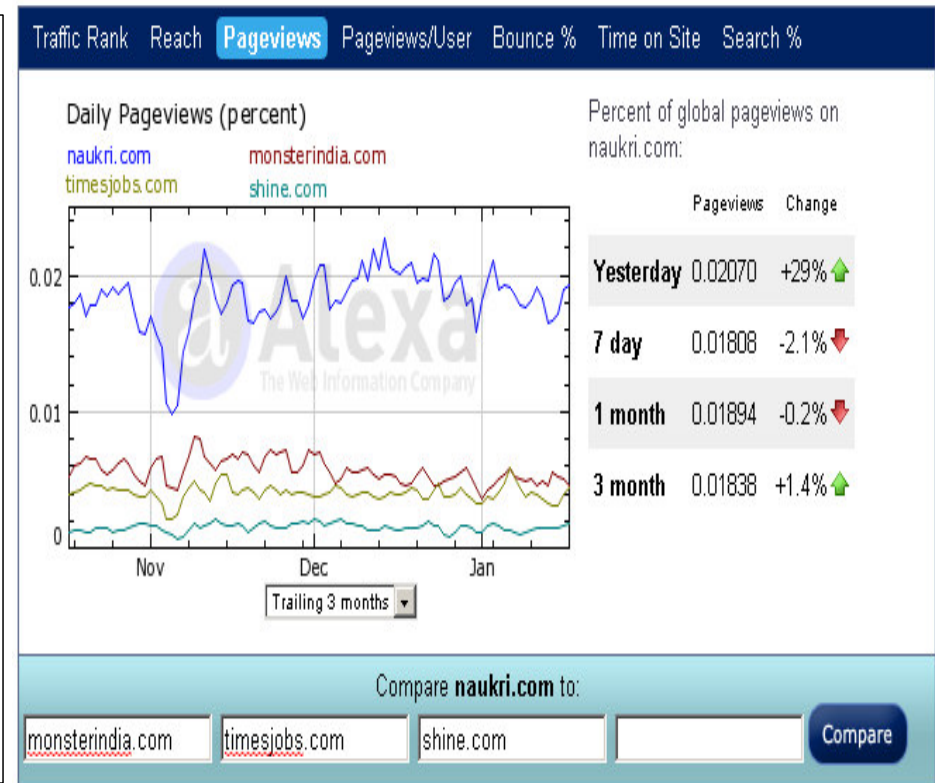
- Job Search is second popular activity on the Internet in India
- Naukri is one of India's most used websites

# Naukri has gained market-share and is a clear # 1 with 60% traffic-share

Traffic share of various recruitment sites from Comscore



Traffic share of various recruitment sites from Alexa.com



# Hiring is back

## Naukri Job Speak Index ( New Jobs)

|       | Aug-09 | Sep-09 | Oct-09 | Dec-09 | Oct-10 | Nov-10 | Dec-10 |
|-------|--------|--------|--------|--------|--------|--------|--------|
| Index | 743    | 773    | 749    | 776    | 949    | 922    | 928    |

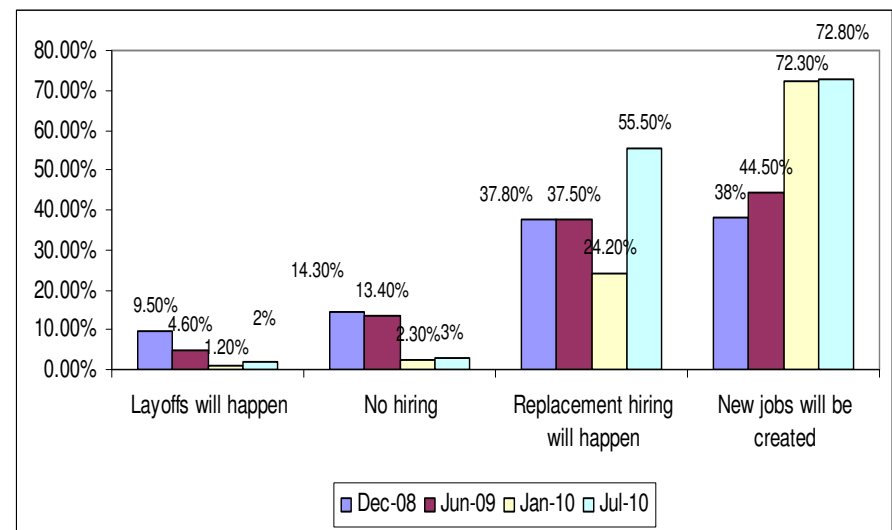


Total no. of new jobs posted in July 2008 was scaled to 1000. Index for subsequent months is relative to July 08.

Total no. of new jobs posted in July 2008 was scaled to 1000. Index for subsequent months is relative to July 08.

- Naukri Job Speak Index is an in-house index based on utilisation of listings on the site
- The index has been steady at around 930 levels indicating sustained demand

## Naukri hiring survey

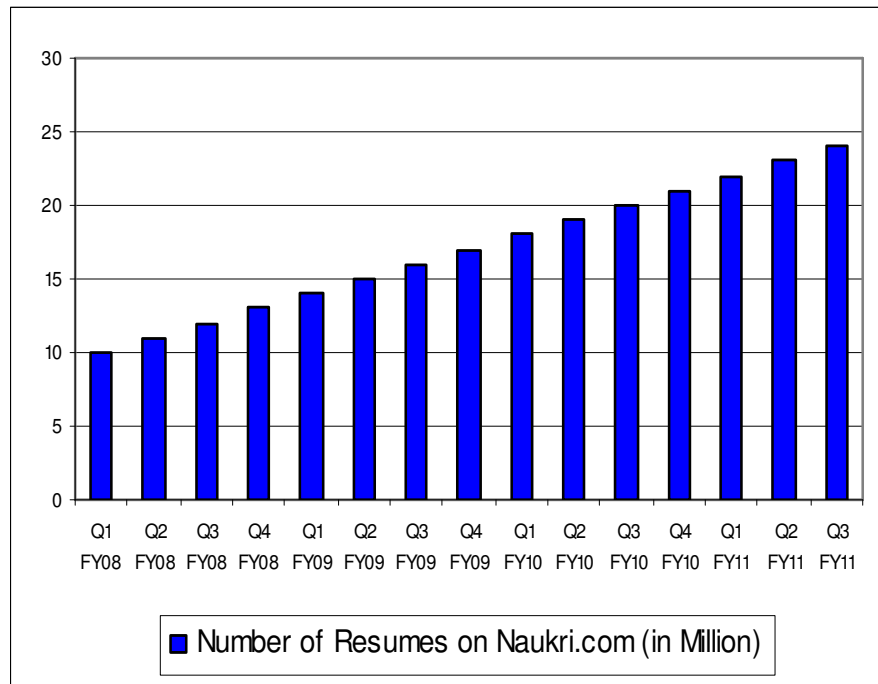


- Survey of recruiters conducted by Info Edge India Limited:-

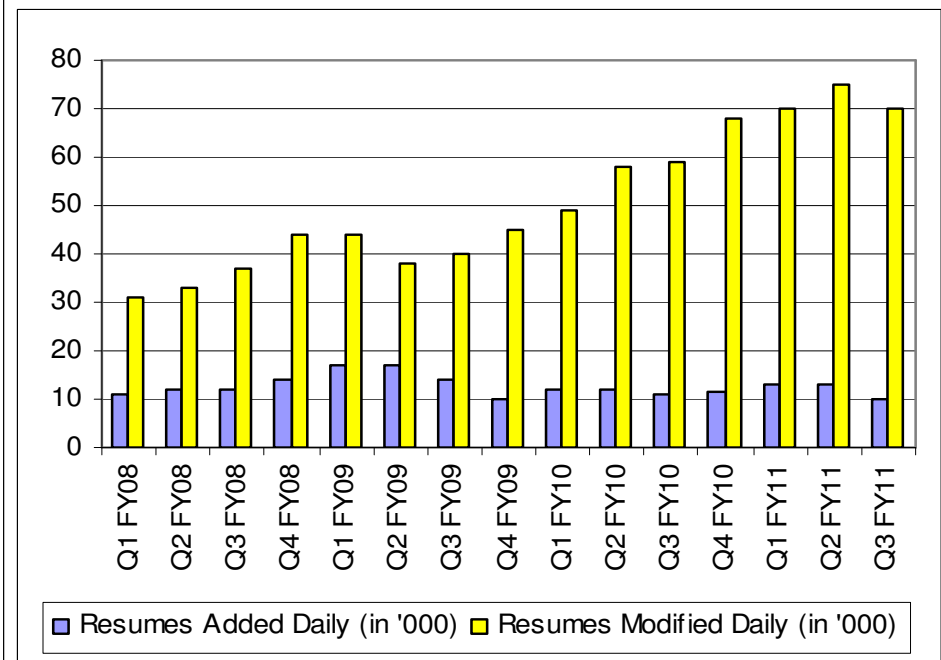
- ✓ January 2010 (sample size of 900)
- ✓ June 2009 (sample size of 922)
- ✓ December, 2008 (sample size of 1600) on hiring outlook for calendar year 2009.
- ✓ July, 2010 (sample size of 698)

# Naukri.com has performed on key-metrics

**Number of candidate resumes has grown consistently**



**Average daily resumes added and modified**





# Naukri is supported by four recruitment offerings thereby creating a full service in the jobs space



- Offline placement services for middle & senior management
- Revenues based on success fee model
- Complements online model



- Focuses on hiring of fresher graduates from campus
- Launched commercially in last quarter
- Campus hiring is a fast growing segment in India
- Potential seen for shift from offline to online



- Focus on jobs in the Middle-East market
- Used by job seekers from various nationalities
- Large addressable market currently using print medium
- Supported by office in Dubai, Bahrain and Riyadh, Saudi Arabia
- To open office in Abu Dhabi



- Professional networking site
- 3.8 Million registered profiles

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  - KDP Grand Savanna - Ghaziabad
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  - Jaypee Sports City - Greater Noida
- Residential Apartment Contd.**
  - Supertech Eco Village - Noida Ext. **New**
  - Amrapali Smart City - Noida Extension
  - Amrapali Smart City - Noida Extension **New**
  - Casa Royale - Noida Extension
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  - Prateek Laurel - Noida Sec 120
  - Jaypee Kensington Heights - Noida Sec 131
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  - Eldeco Sharanam - Noida sector 107 **New**
  - Amrapali Silicon City - Noida - Sector 76

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Banner Ad  
Panels

Banner Ad

# 99acres : Overview

## Current Highlights

- Favorable macroeconomics for the housing market:
  - Increase in middle income/high income households, Increasing urbanization, availability of easy finance
- Increase in traction in all real estate clusters

## Revenue Model

- Most revenue from developers, builders and brokers
- Revenue from:- Property listings, builders/brokers branding and visibility – Microsites, home page links, banners, others like buyer database access, international listings
- Site has traction for residential, primary & secondary, sale and purchase
  - To develop for commercial and rental markets

## Competition

- Head to head competition with Magicbricks.com
  - Indiaproperty.com, makaan.com impacted during slowdown

## Market Dynamics

- Competition adversely impacted by the slowdown
- 99acres now near 50% in traffic share as per Comscore data
  - gap widening vis-à-vis competition (Comscore data)

## Opportunities & Market Potential

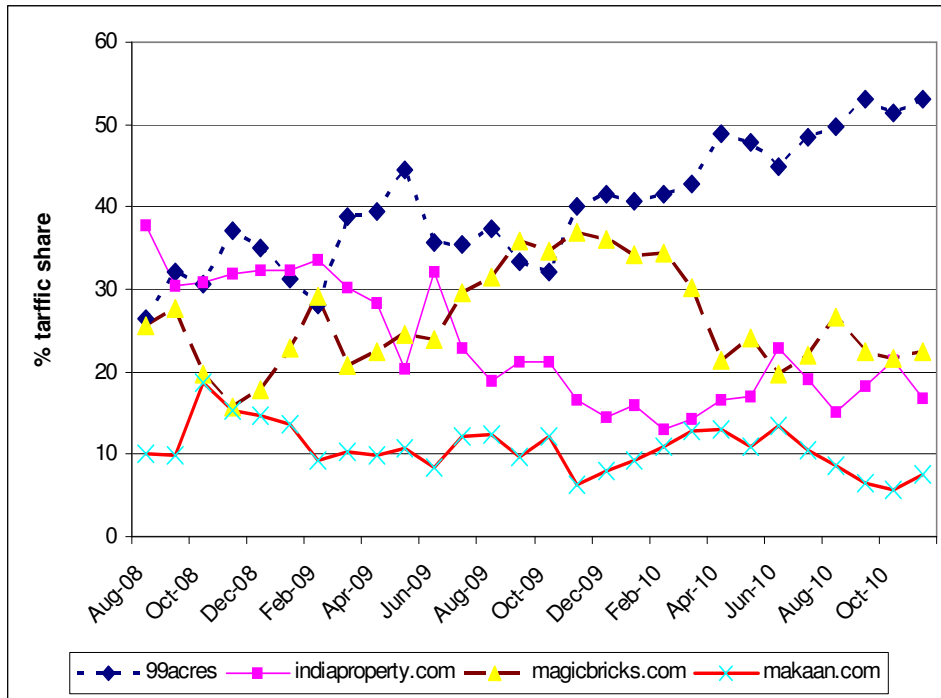
- Significant potential to gain from non housing market / commercial real estate
- Opportunity in the primary property market.
  - Indian cities and suburbs witnessing lot of construction

## Risks

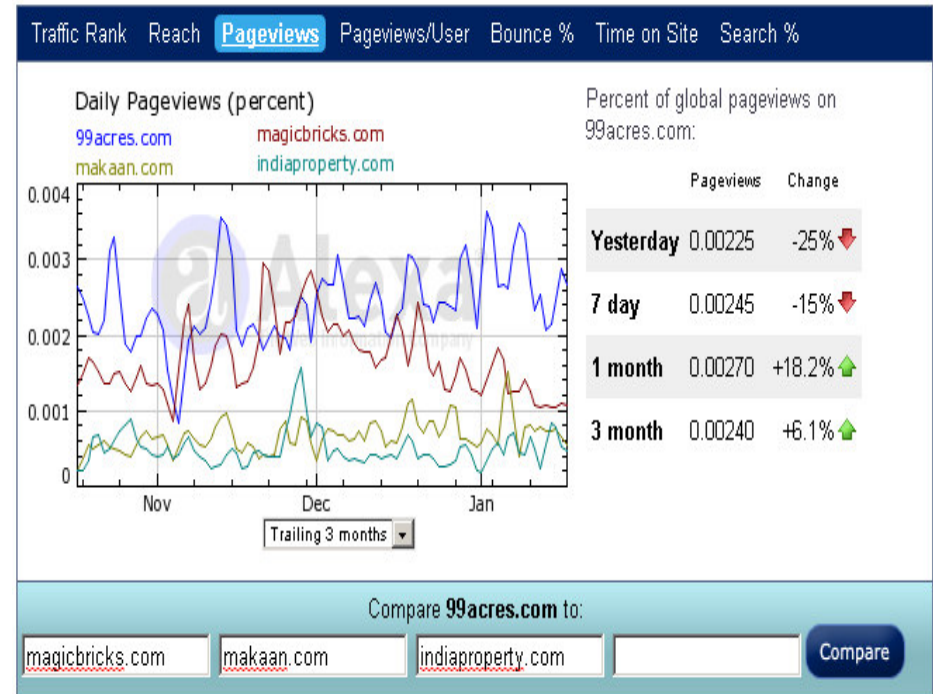
- Quality of listings

# 99acres is emerging to be the largest brand in its segment

Traffic share of various Real estate sites based on Comscore data



Traffic share of various Real estate sites from Alexa



Highest traffic share amongst all the real estate sites

# 99acres is currently gaining traffic share


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## Market drivers

- Rising disposable incomes, financing terms and growing population
- Powerful demographic impetus, infrastructural development, IT/ITES Industry, increasing urbanisation
- Growing economy, increased commercial activity
- Growing middle class, consumerism, macro economic policy decisions such as allowing FDI

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**Browse New Projects** Search Properties on Map (New / Resale)

Gurgaon Noida **Delhi** Mumbai Bangalore Chennai Kolkata Pune  
Hyderabad Goa Kochi Chandigarh More Cities ▾

City\* Budget\* Bedrooms  
      New Projects only

**Refine Results** You can select Multiple Options


|   |   |   |
|---|---|---|
| <p><b>Locality:</b></p> <p><input type="checkbox"/> Vasant Vihar (3) <input type="checkbox"/> Shivaji Marg (3) <input type="checkbox"/> Defence Colony (2)</p> <p><input type="checkbox"/> Golf Links (2) <input type="checkbox"/> Subash Nagar (1) <input type="checkbox"/> Civil Lines (1)</p> <p><input type="checkbox"/> Okhla (1) <input type="checkbox"/> NH-24 (1) <a href="#">More Localities ▾</a></p> | <p><b>Budget:</b></p> <p><input type="checkbox"/> 0 - 25 Lac <input type="checkbox"/> 25 - 40 Lac</p> <p><input type="checkbox"/> 40 - 60 Lac <input type="checkbox"/> 60 - 90 Lac</p> <p><input type="checkbox"/> 90 Lac - 1.5 Cr <input type="checkbox"/> &gt; 1.5 Cr</p> | <p><b>Bedrooms:</b></p> <p><input type="checkbox"/> 2 BR <input type="checkbox"/> 3 BR</p> <p><input type="checkbox"/> 4 BR <input type="checkbox"/> 5 BR</p> <p><input type="checkbox"/> &gt; 5 BR</p> |
|---|---|---|

**New Residential Projects in Delhi (19)** See on Map

Showing results for: Locality: All Budget: All Bedroom: All [\[ Clear All \]](#)

« Previous 1 2 Next »


**DLF Capital Green - III**  
Delhi



**Location :** Shivaji Marg  
**Plans :** 4 Bedroom Apartments


**Commonwealth Games Village**  
Delhi

**Hot Deal**



**Location :** National Highway - 24  
**Plans :** 2, 3, 4 & 5 bedroom apartments

**Vasant Vihar** Builder Floor  
Delhi



**Location :** Vasant Vihar  
**Plans :** 5 Bedroom

Enquiry Form

Thanks for showing your interest in **Delhi**.  
Please register in the form below and our Sales Team will contact you shortly.

Name\*:

Email\*:

EXCLUSIVE PROPERTY EXCLUSIVELY FOR YOU

7 star

Download PDF

- Real estate brokerage business
  - A subsidiary of Info Edge India Limited
- Commission based revenue model
  - Determined on transaction value
- Focus on primary residential market
  - Large parts of Indian cities/ suburbs getting built
- Growing middle class and higher disposable income
  - Need for transactional ease
- Coverage in 12 cities

# Jeevansathi

Search

**Jeevansathi.com**  
Indian Matrimonials - We Match Better

Call us on **1-800-419-6299 (Toll-Free)**

Quick Search: Bride, 21 Yrs to 35 Yrs, Select a Religion, Select a Mother tongue, Select a Caste, Select a Marital Status, Select a City/Country,  With photos only, Search

Exclusive Privacy Features, Intelligent matching, Millions of Profiles

Existing User - Login Now  
Email ID/User ID  
Password  
 Remember me  
Login Forgot Password?  
New User? Register Now!

1 Register: Create your matrimonial profile to receive matches  
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

Shivali weds VYX1665  
Deepa weds Kaushtubh  
XVA9874 weds Abhishek  
Flavian Quadros weds Savio D'Souza

Advertisement: Call Chat E-mail Prospective Matches

JS Home Page

Hi Guest, Login | Register

**Jeevansathi.com**  
Indian Matrimonials - We Match Better

My Jeevansathi My Contacts My Profile Membership

Quick Search: Bride, 21 Yrs to 35 Yrs, Select a Religion, Select a Mother tongue, Select a Caste, Select a Marital Status, Select a City/Country,  With photos only, Search

Membership Options

Choose Service → Choose Payment Mode → Secure Payment

| Benefits  | Free Member | eVista | Value |
|---|-------------|--------|-------|
| Create Profile, Create Album, Define Partner Profile, Search and Express Interest | ✓           | ✓      | ✓     |
| Contact Members   | X           | ✓      | ✓     |
| View Contact Details of accepted members  | X           | ✓      | ✓     |
| Send Messages along with your Contact Details                                     | X           | ✓      | ✓     |
| Start Online Chat   | X           | ✓      | ✓     |
| Contact instantly with Direct Calls   | X           | ✓      | ✓     |
| Let others see your contact details   | X           | X      | ✓     |
| Feature in special searches for members with contact details visible              | X           | X      | ✓     |

Services: eVista, Value

JS Membership Options page

# Jeevansathi : Overview

## Current Highlights

- The matrimonial market in India is highly fragmented
- It presents a fundamentally large opportunity, unlike the West the dominant form continues to be “arranged” marriages by parental consent

## Revenue Model

- Website
  - Free to list
  - Free to search
  - Free to express interest
  - Free to express others expression of interest
  - Pay to get contact details
- Offline centres (14 centres operational)
  - Walk in sales for matching services

## Competition

- Shaadi.com leads the market
- Jeevansathi is #3
- Competition with Bharatmatrimony , Simplymarry and lot of small players online.

## Market Dynamics

- Online payments can be made only via credit cards – Credit card penetration issue
- The moment user finds a partner, he or she has no reason to visit the site again - One time transaction

## Opportunities & Market Potential

- Around 450 million people in India are below the age of 21 – Young Population
- The dominant tradition is that of arranged marriages– Socio-Cultural factors
- Rapid Internet growth and broadband penetration

## Risks

- Lot of players entering market with specific focus on communities in India
- More players depend on traditional sources like marriage houses, print and relatives contacts.



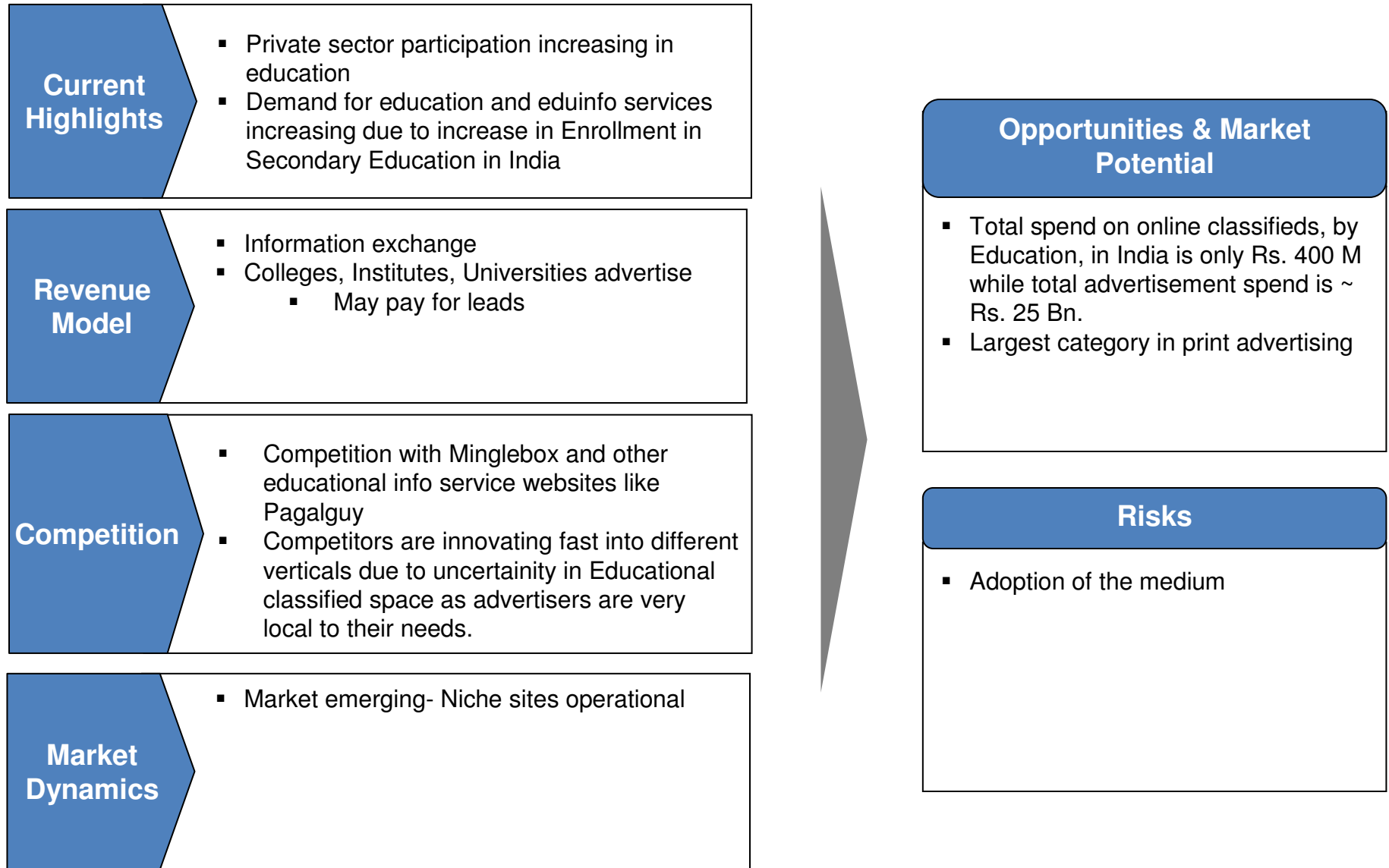
# Shiksha

Space for education providers

Banner Ad

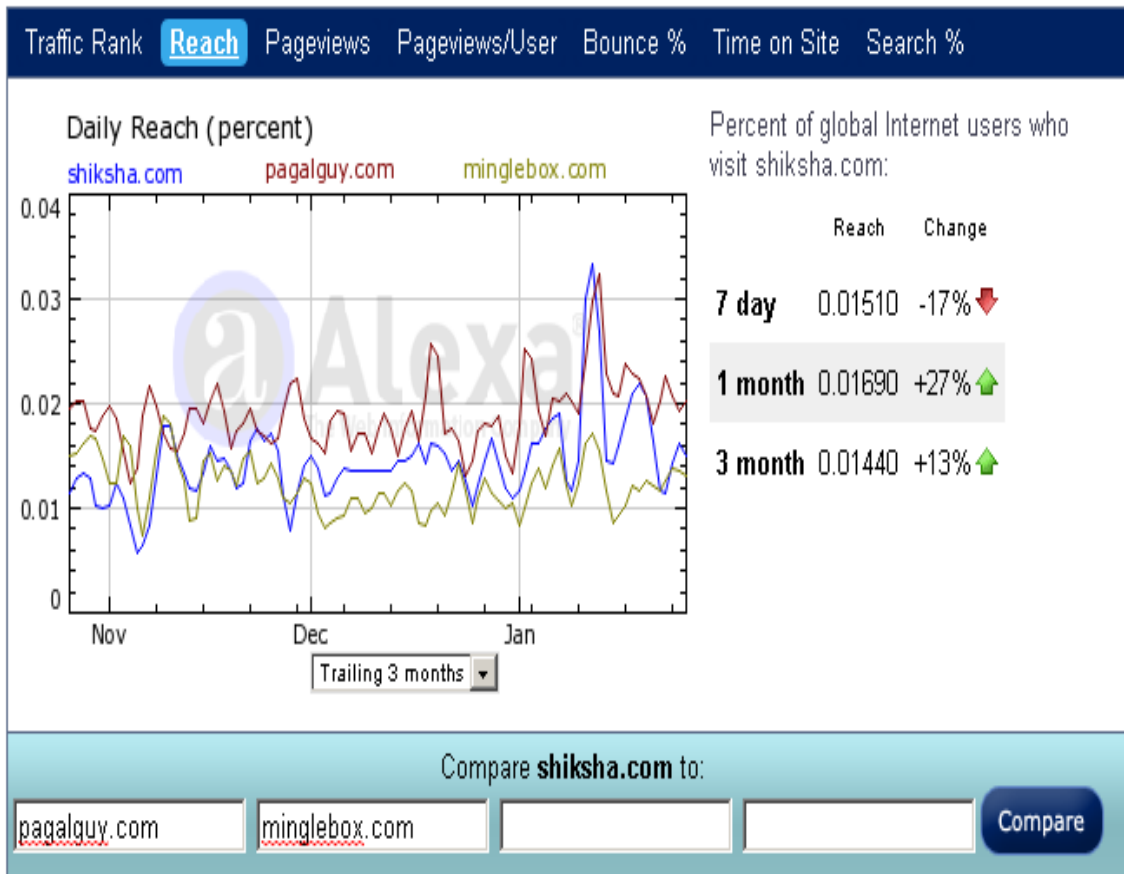
The screenshot displays the Shiksha.com website interface. At the top, there is a navigation bar with links for Home, Ask & Answer, Admission Deadlines, Study Abroad, and Career Options. A search bar is prominently featured, with the text 'Institutes & Courses' and 'fashion designing' entered. The search results show a total of 25 institutes and 160 courses. A red circle highlights the search bar area, and another red circle highlights the search results list, which includes entries like 'Delhi Institute of Fashion and Technology - New Delhi' and 'Delhi Institute of Fashion and Technology - Old Delhi'. A blue arrow points from the 'College Database' text to the search results list. The page also features a 'Spotlight on Shiksha.com' section for 'Top Cop - Indian Police Services' and an 'Ask & Answer' section for user questions.

# Shiksha : Overview



# Shiksha : Competitive scenario and traffic share

## Traffic Comparison between Shiksha and Minglebox, a close competitor



### Key Features of Shiksha

- Launched in May 2008
- Overall 110,000 listings aggregated
- Product feedback encouraging
- Offices in 12 cities

#### Challenges :

- Large market dominated by Print
- Weekly supplement 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

#### Advantages:

- Advertising spend bigger than real estate
- Likely to be affected in current slowdown

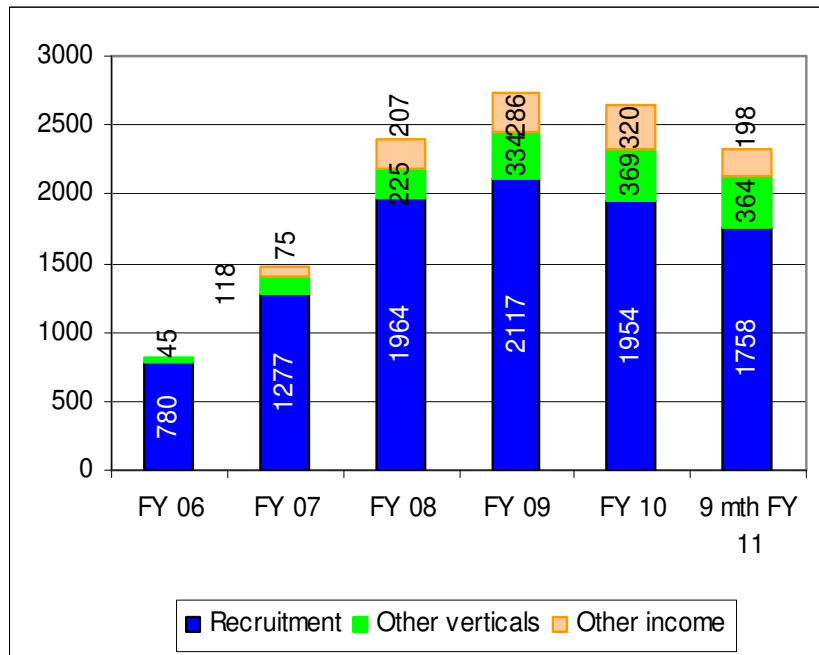
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# Company Financials

# Consistent long-term growth in Revenue / Profitability

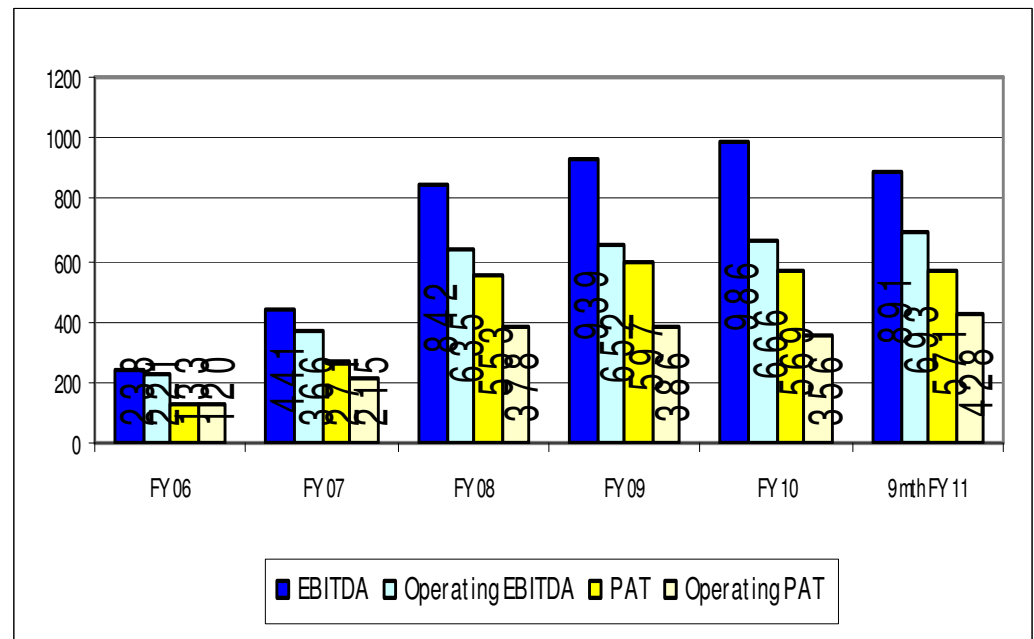
## Revenue trend

INR Million



## Profitability

INR Million



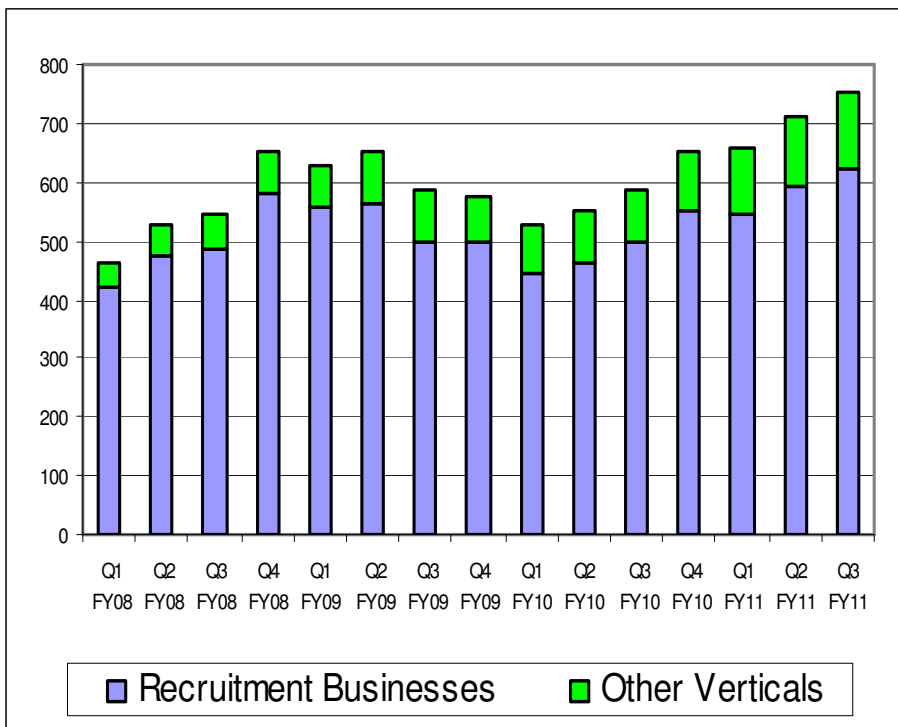
In FY 10 Recruitment was 85% of Operating Revenue and Other Verticals 15%

Other Income is treasury income

# Growth momentum interrupted by slowdown; Clear signs of recovery in last 3 quarters

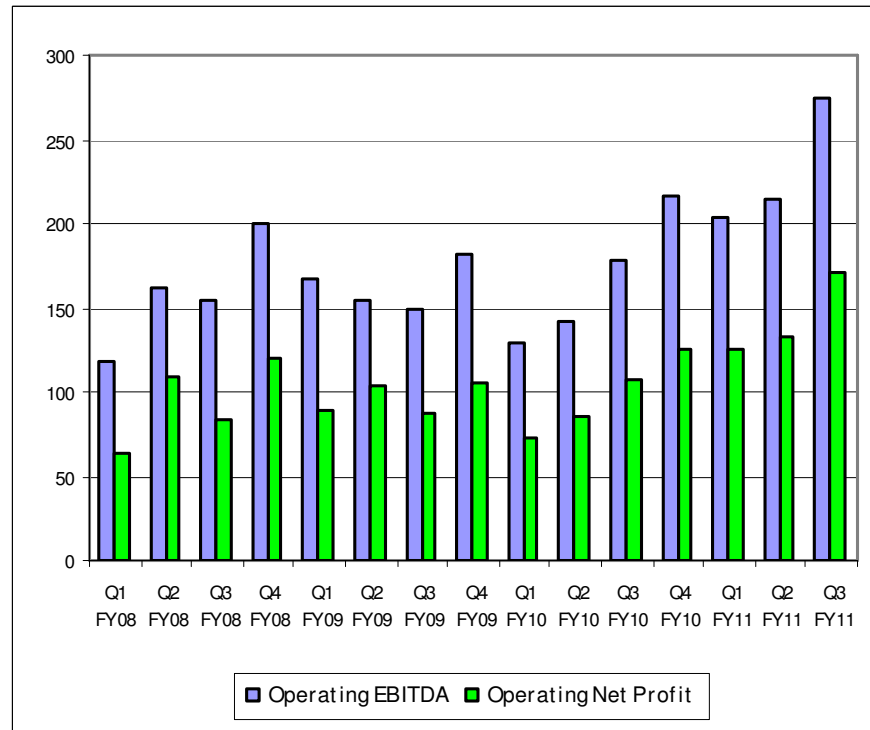
**Quarterly Operating Revenue  
Trend Last 3 Years**

INR Million



**Quarterly Operating  
Profitability**

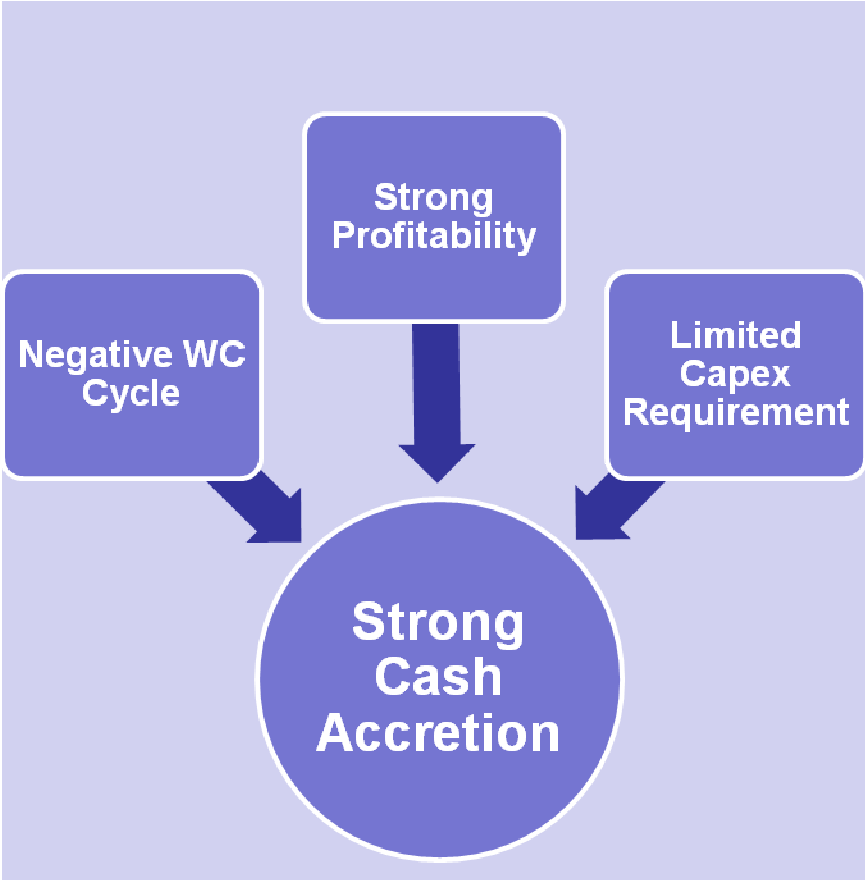
INR Million



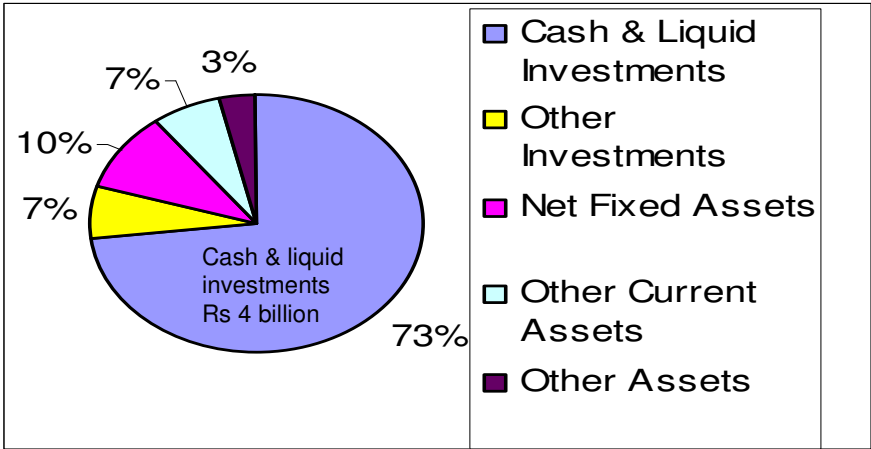
**Margins sustained during the downturn and improving with the upturn**

# Info Edge has always maintained a strong balance sheet and strong cash flows

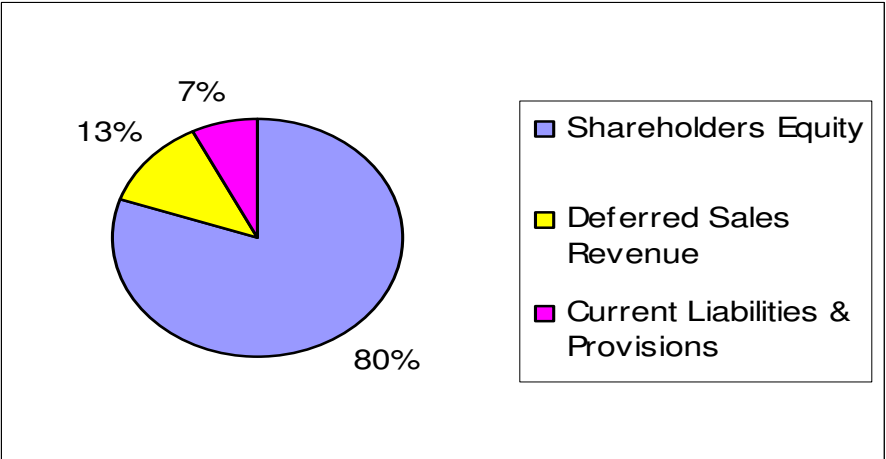
**Fixed Cost Model and Profitability has led to a strong cash accretion**



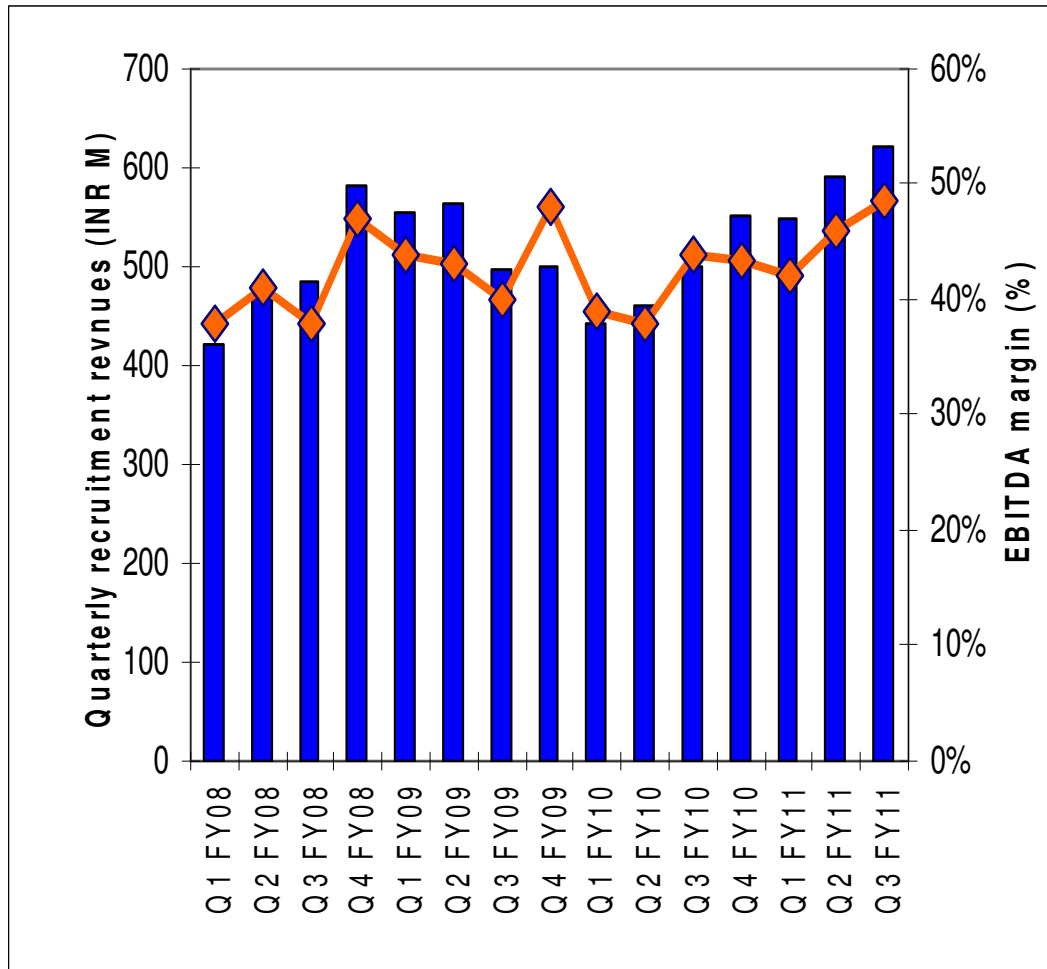
**Assets**



**Liabilities**



# Recruitment: Profitability has started improving



## Highlights

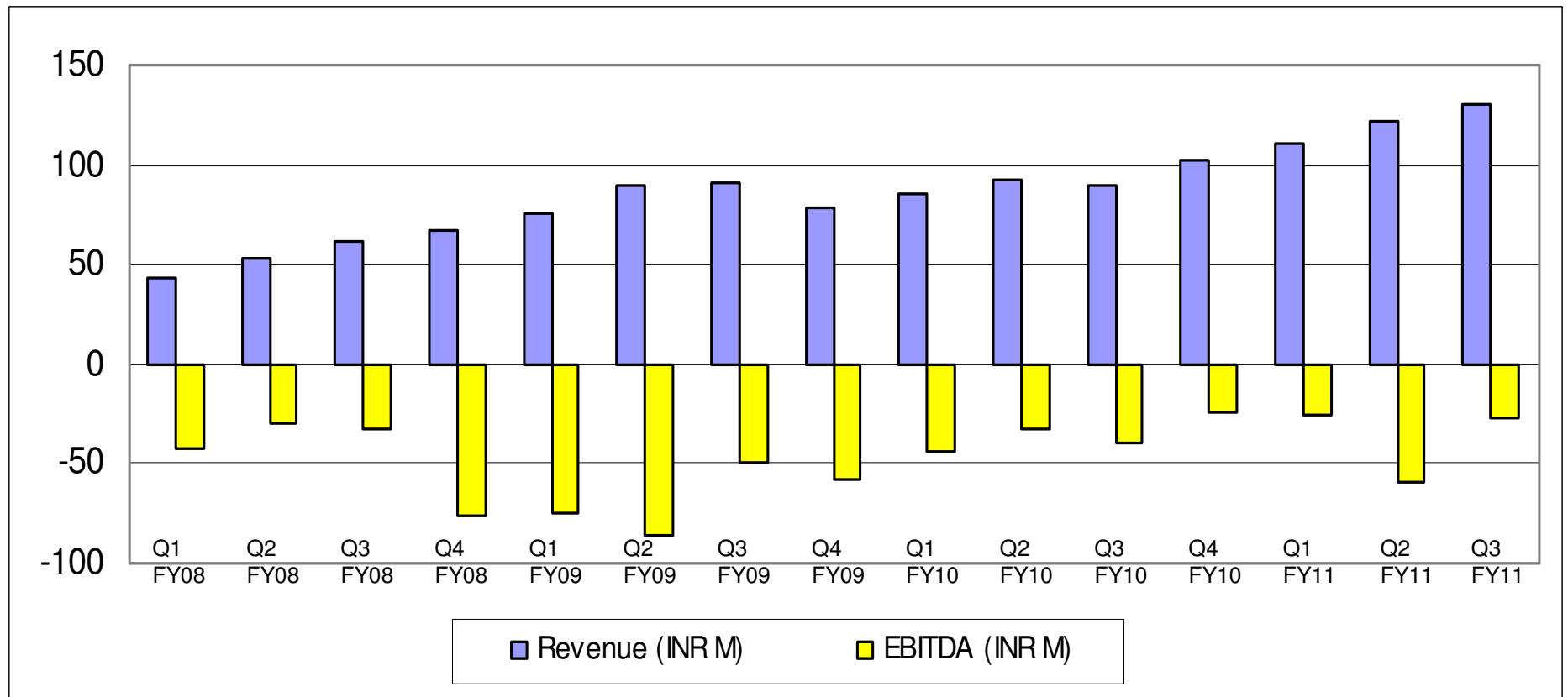
- Consistent growth in recruitment revenue for last 6 quarters.
- Revenues & margins impacted by economic slowdown in FY 09.
- Back on growth track from FY 10



# Improving financial performance of Non Recruitment Businesses

## EBITDA losses reduced in FY10

INR M



---

# Investee Companies

# Policybazaar.com

A naukri.com group venture

Hiring | Agent Registration | FAQs | Knowledge Base | Contact Us

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 HDFC Standard Life Insurance company Limited. Conditions apply. MC/05/2010/1190

## Etechaces

- An insurance comparison site  
[www.policybazaar.com](http://www.policybazaar.com)  
 – Other financial products being added (home, personal, car, education)
- Comparison shopping of financial products

- Experienced Team
- Large market with annuity income
- Committed INR 200 mm for a 49% stake  
 – Invested INR 180 mm as on December 31, 2010

# Meritnation.com

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## Applect

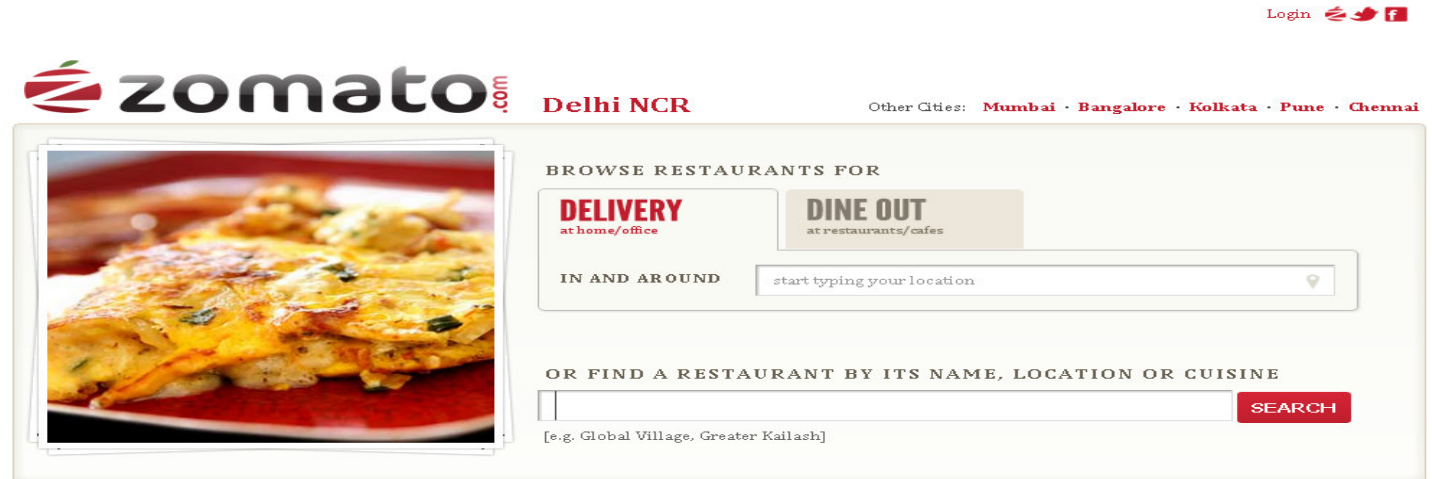
- Launched [www.meritnation.com](#)
  - Commenced paid services for online educational assessment.
  - Provides free solutions mainly for mathematics and science for standard 6 to 12 of popular curriculum's viz. CBSE and ICSE.
  - Some State Board's curriculum added.

- Team experienced in development of education content, assessment modules and delivery.

- Large addressable market.

- Invested Rs 65 mn for a 40% stake
- Invested Rs 50 million by way of optionally convertible debenture

# Zomato.com



## Zomato

### NEWLY ADDED RESTAURANTS

**Viva Hyderabadi, Hanz Khas**  
North Indian, Biryani  
Cost for two: Rs. 250

### FEATURED REVIEWS

**Desi Vibes, Sector 18, Noida**  
by **Ishan Sethi**, 3 days ago



Desi Vibes is one of those restaurants I have been to many many times. The Dal Makhani is absolutely

- Website operational
  - Commenced coverage in Delhi and adding cities like Mumbai, Bangalore, Pune etc
  - Revenues from advertising and lead sales

- Experienced team

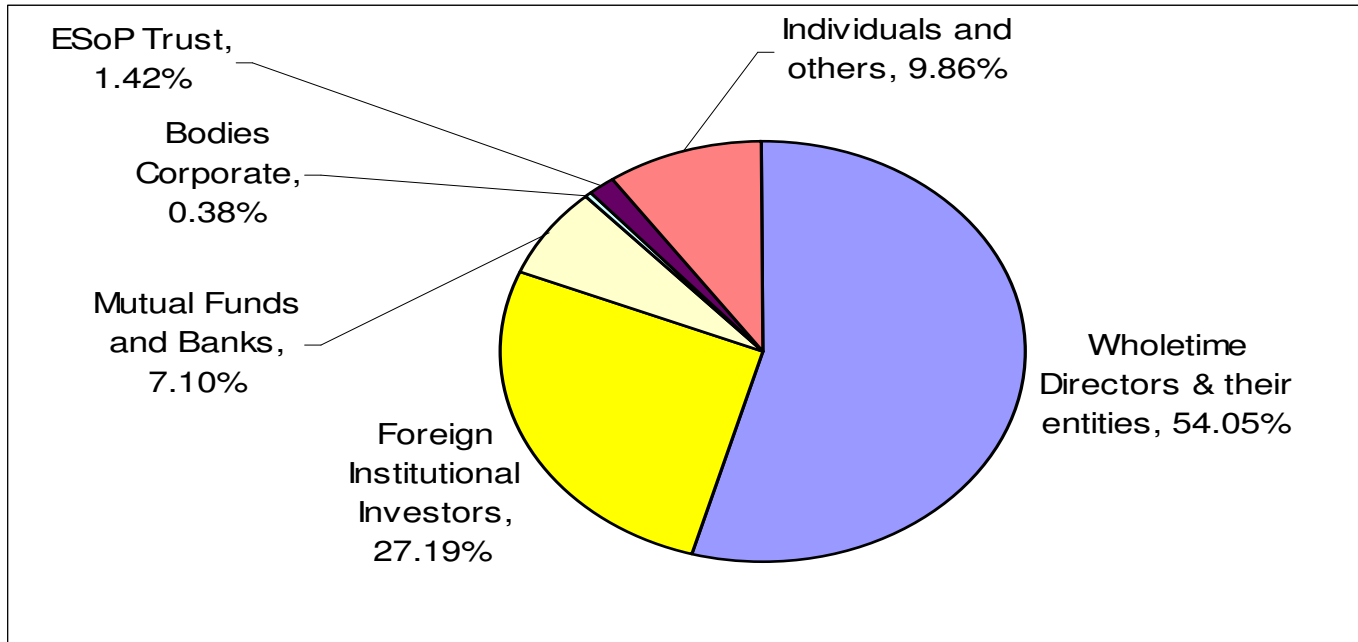
- Large addressable market

- Committed Rs 47 mn
  - Rs 16 million disbursed

---

# **Team and Governance**

# > 50% share-holding with the Founding management group and ~27% with FIIs



|                           |       |
|---------------------------|-------|
| Fidelity Funds            | 5.42% |
| Reliance Mutual Fund      | 4.62% |
| Equinox                   | 4.07% |
| Matthews                  | 4.02% |
| T Rowe Price              | 2.33% |
| DSP Blackrock Mutual Fund | 2.33% |
| Acacia Partners           | 1.03% |

**Founders committed to growing the company**

# Board of Directors

## Whole time

### **Sanjeev Bikhchandani (47)**

Founder and Executive Vice  
Chairman  
BA Econ. St. Stephen's.  
PGDM IIM-A  
Previously with GlaxoSmithKline

### **Hitesh Oberoi (38)**

Managing Director and CEO  
B.Tech IIT Delhi,  
PGDM IIM-B  
Previously with HLL (Unilever)

### **Ambarish Raghuvanshi (49)**

Group President - Finance  
and Chief Financial Officer  
CA, PGDBM XLRI  
Previously with Bank of  
America and HSBC

## Non Executive

### **Kapil Kapoor (46)**

Chairman & Non Executive  
Director  
  
B.A.Econ, PGDM IIM-A  
  
Global COO, Timex Group

## Independent

### **Saurabh Srivastava (64)**

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

### **Arun Duggal (64)**

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

### **Ashish Gupta (44)**

Independent Director  
B.Tech IIT Kanpur,  
Ph.D. Stanford  
Partner, Helion Venture  
Partners

### **Naresh Gupta (44)**

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

### **Bala Deshpande (44)**

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



# Management Team

---

- ❖ **Sanjeev Bikhchandani**, 47, **Founder and Executive Vice Chairman**, BA Economics St. Stephens, PGDM IIM-A. Previously with Glaxo Smith Kline. Year of joining 1995
- ❖ **Hitesh Oberoi**, 38, **Managing Director & CEO**, B Tech, IIT Delhi PGDM, IIM-B. Previously with HLL (Unilever). Year of joining 2000
- ❖ **Ambarish Raghuvanshi**, 49, **Group President - Finance and CFO**, CA, PGDBM XLRI, Previously with Bank of America and HSBC. Year of joining 2000
- ❖ **Sudhir Bhargava**, 41, **EVP - Corporate Finance**, BE, MBA, FMS, Delhi University. Previously with HSBC, ICICI Bank. Year of joining 2006
- ❖ **Vivek Khare**, 40, **EVP - Corporate Development**, M. Sc (Physics) IIT – Kanpur, PGDBA-Birla Institute of Management Technology. Year of joining 2000
- ❖ **Shalabh Nigam**, 38, **EVP - Technology - 99acres, Jeevansathi, Shiksha, Brijj**, B Tech, IIT Kanpur. Previously with Baypackets. Joined in 2007
- ❖ **Vibhore Sharma**, 36, **EVP - Technology and Product Development - Naukri, Firstnaukri**, B Sc, IGNOU. Previously with Pioneer. Year of joining 2001
- ❖ **Vineet Singh**, 39, **EVP and Business Head - 99acres, Naurkigulf**, PGDBA – IPM. Previously with Xerox. Year of joining 2000
- ❖ **V Suresh**, 38, **EVP and National Head Sales - Naukri**, BE, Masters in Management, Sathya Sai Institute of Management. Previously with Xerox. Year of joining 2001
- ❖ **Harveen Bedi**, 39, **SVP - Quadrangle**, PGDBA-Birla Institute of Management Technology. Previously with Nestle. Year of joining 2002
- ❖ **Vivek Jain**, 37, **SVP – Analytics and Algorithms**, B Tech, IIT Delhi, PGDM IIM – B. Previously with Isoft, Adobe, IBM, ICICI Securities. Year of joining 2010
- ❖ **Sharmeen Khalid**, 39, **SVP - HR**, MBA, IRMA. Previously with Polaris. Year of joining 2006

# Management Team contd.

---

- ❖ **Rajesh Khetarpal**, 38, **SVP - Finance**, CA. Previously with Bharti. Year of joining 2007
- ❖ **Rohit Manghnani**, 35, **SVP and Business Head - Jeevansathi**, B Com, MBA, FMS, Delhi University. Previously with Home Shop 18. Year of joining 2010
- ❖ **Manoj. P**, 37, **SVP - Sales Naukri**, MBA - Xavier Institute of Management and Technology, Bangalore. Previously with Taal Software. Year of joining 2002
- ❖ **Dinesh Padmanabh Kumar**, 35, **SVP Sales - 99acres**, MBA. Previously with Notre Advtg, Year of joining 2002
- ❖ **Nishant Pandey**, 35, **SVP Product Development - Naukri**, B Tech IIT, MBA ISB. Previously with Schlumberger. Year of joining 2008
- ❖ **Arif Ismail Parker**, 36, **SVP Sales - Naukri**, BA. Previously with ITNation.com. Year of joining 2000
- ❖ **Prakash Sangam**, 34, **SVP and Business Head – Shiksha, Ad Sales and Mobility**, BE, PGDM - IIM C. Previously with Bharti, HLL (Unilever). Year of joining 2008
- ❖ **Deepali Singh**, 37, **SVP - Firstnaukri**, B Sc, LLB, Delhi University, PGDBA, IPM. Previously with Aptech, Year of joining 2000
- ❖ **Sumeet Singh**, 37, **SVP – Marketing, Corporate Communications and Alliances**, BBA, MBA. Previously with CII. Year of joining 2007
- ❖ **Maneesh Upadhaya**, 32, **SVP and Business Head – Resume Services**, B Sc, MBA, FMS, Delhi University. Previously with Bain & Co. Year of joining 2010
  
- ❖ **Amit Gupta**, 35, **Company Secretary**, CS, LLB, Previously with Indraprastha Gas Ltd. Year of joining 2006

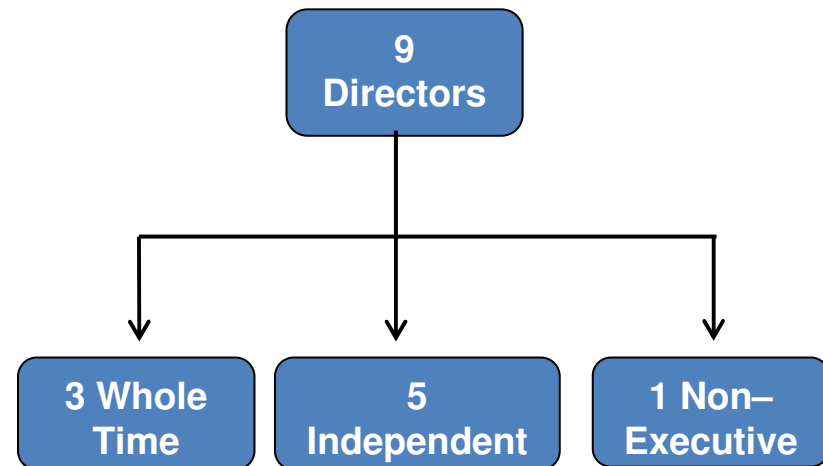
# Corporate Governance

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## Key Features of Governance

- Separation of Chairman and CEO role.
- Statutory Audit performed by PWC
- Internal audit performed by an external firm
- 5 Independent Directors out of 9 Directors.
- Audit committee comprises of only Independent Directors.
- Disclosure of financial statements viz. balance sheet and cash flow statements every quarter even though not mandatory.

## Governance at Info Edge



# Investor Relations Contacts

---

|             |   |  |
|-------------|---|--|
| Name        | Ambarish Raghuvanshi  | Sudhir Bhargava  |
| Designation | Group President - Finance and CFO                                     | EVP - Corporate Finance  |
| e mail      | <a href="mailto:ambarish@naukri.com">ambarish@naukri.com</a>          | <a href="mailto:sudhir.bhargava@naukri.com">sudhir.bhargava@naukri.com</a> |
| 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 |  |
| Website     | <a href="http://www.infoedge.in">www.infoedge.in</a>                  |  |