

naukri.com
India's No.1 Job Site

99acres.com
Buy, Sell, Rent

Jeevansathi.com
Indian Matrimonials - We Match Better

Quadrangle

shiksha.com
Step Following Start Exploring

naukrigulf.com
أسرع موقع للتوظيف بموا في الخليج

brijj.com
FastTrackers Only

Firstnaukri.com
A jobsite for campus hiring!

Info Edge (India) Ltd.

India's Leading Online Company

Oct, 2013

Investee
Companies

meritnation
new school is easy

zomato

mydala
We begin, You Gain

policybazaar.com
Insurance compare kya?

Canvera
preserving memories

HAPPILY UNMARRIED

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 or invest in including those factors which may affect cost advantage, wage increases, ability to attract and retain highly skilled professionals, client concentration, disruptions in telecommunication networks, disruptive technology, new business models, liability for damages on any of our contracts/ subscriptions, withdrawal of governmental fiscal incentives, political instability, regulatory changes, 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 re-sales of these equity shares.”

All figures mentioned are for Info Edge (India) Ltd. as a standalone entity and are as on Sept 30, 2013 or for the quarter ended Sept 30, 2013, unless indicated otherwise

Q2 FY14 means the period July 1, 2013 to Sept 30, 2013

FY14 or FY 13-14 or FY 2014 means the Financial Year starting April 1, 2013 and ending March 31, 2014

INR M means Indian Rupees in million

Core strengths

- Strong market leading internet brands
- Product, UI, Analytics and Engineering expertise
- People
- Financial strength
 - free cash, negative working capital and negligible leverage
- Nationwide sales network
- High standards of corporate governance
 - 5 out of 9 Board members independent

Our Brands



India's no. 1 jobsite
Division of Info Edge



India's leading real estate site
Division of Info Edge



India's leading restaurant ratings
and review site
~58%* owned



India's leading education site for
school children
~54%* owned

* Approximate shareholding on fully disbursed and converted basis

Our Brands

Jeevansathi.com
We Match Better

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

policy bazaar.com®
compare kiya kya?

India's leading financial products
comparison site
~32%* owned

Canvera™
preserving memories

India's leading site for
professional photographers
~25 %* owned

shiksha.com

India's leading education listings site
Division of Info Edge

mydala.com
We Bargain. You Gain.

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



Designing and selling fun products
~25 %* owned

* Approximate shareholding on fully disbursed and converted basis

Our Brands

Other owned brands

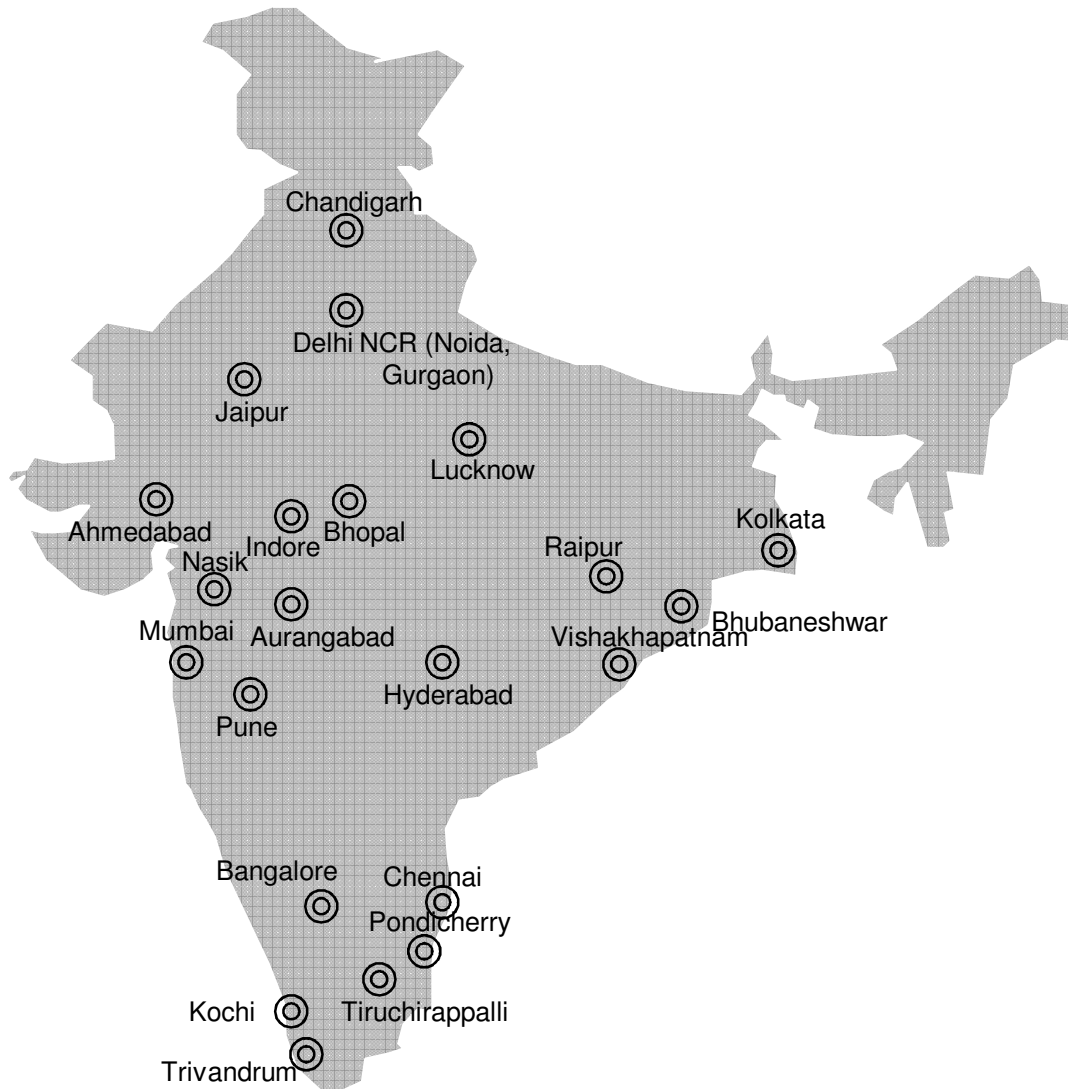


Offline brands



Leverage nationwide sales/customer interface infrastructure

Info Edge sales offices illustrative map



Key Observations

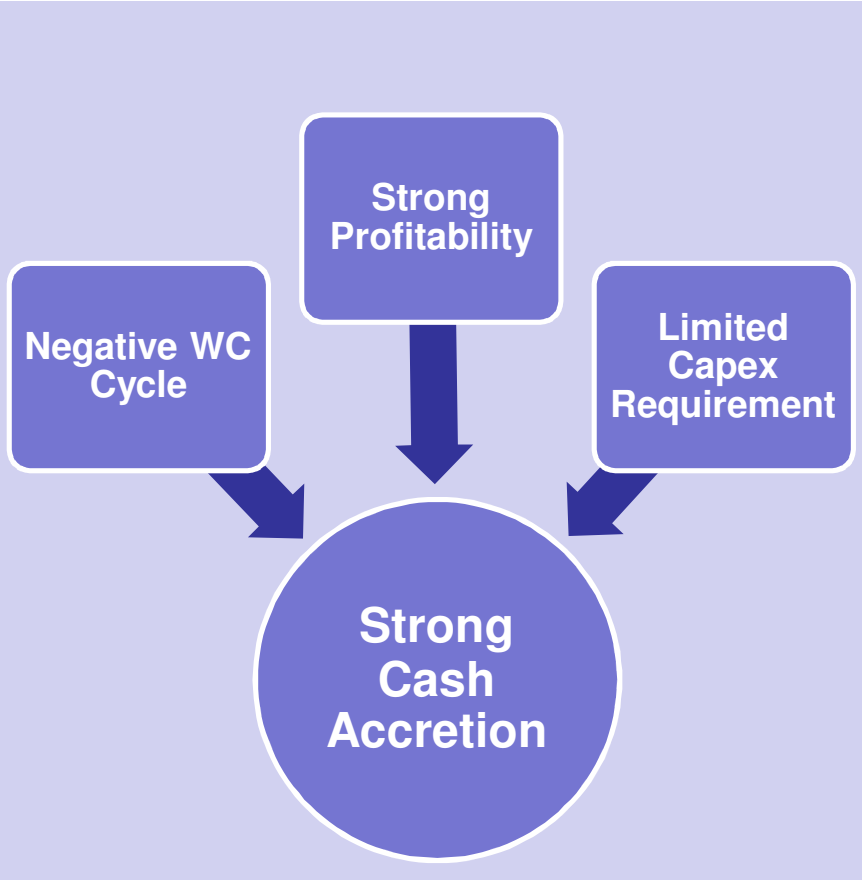
- ~ 2059* Sales/ client facing staff or 76% of the company's* workforce
- Nation wide coverage through 54 company branch offices in 38 cities in India
- Only “dot com” player with this kind of sales organization
- Sales force efficiencies playing out

Infrastructure being leveraged for growth

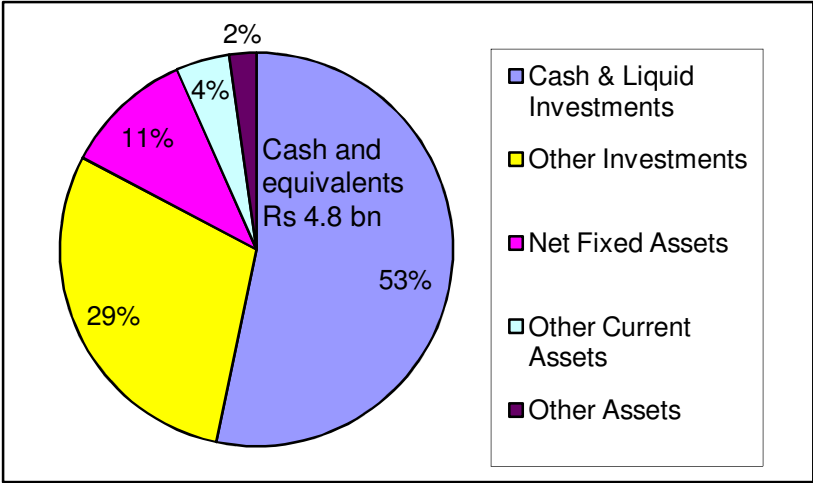
* Including allcheckdeals, a wholly owned subsidiary

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

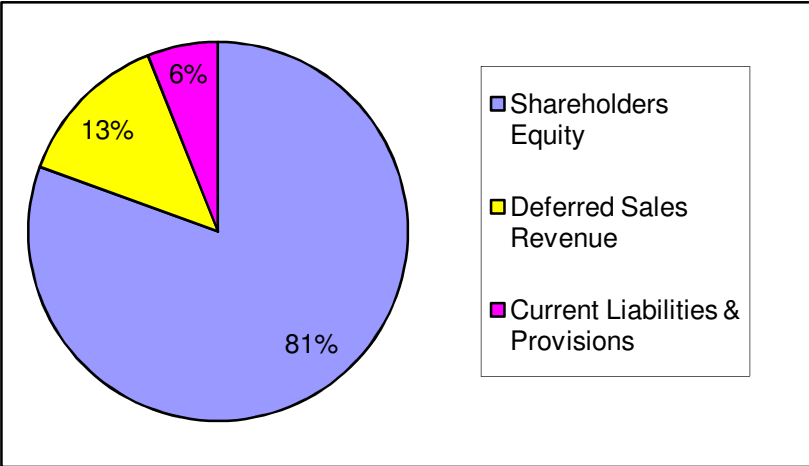
Fixed cost model and profitability has led to a strong cash accretion



Assets



Liabilities



Management Team

Name and age	Qualifications	Designation/ Role	Previously worked with	Year of joining
Sanjeev Bikhchandani, 50	BA Economics St. Stephens, PGDM IIM-A	Founder and Executive Vice Chairman	Lintas, Glaxo Smith Kline	1995
Hitesh Oberoi, 41	B Tech, IIT Delhi, PGDM, IIM-B	Managing Director & CEO	HLL (Unilever)	2000
Ambarish Raghuvanshi, 52	CA, PGDBM XLRI	Group President - Finance and CFO	Bank of America and HSBC	2000
Vivek Khare, 43	M. Sc (Physics) IIT – Kanpur, PGDBA-Birla Institute of Management Technology	EVP - Corporate Development	–	2000
Vineet Singh, 41	PGDBA – IPM	EVP and Business Head - 99acres	Xerox	2000
Deepali Singh, 40	B Sc, LLB, Delhi University, PGDBA, IPM	EVP - Firstnaukri	Aptech	2000
Arif Ismail Parker, 38	BA	SVP Sales - Naukri	ITNation.com	2000
Vibhore Sharma, 38	B Sc, IGNOU	CTO – Naukri	Pioneer	2001
V Suresh, 41	BE, Masters in Management, Sathya Sai Institute of Management	EVP and National Head Sales - Naukri	Xerox	2001
Niraj Rana, 37	BSC, MBA	SVP Sales - Naukri, 36	-	2001
Harveen Bedi, 42	PGDBA-Birla Institute of Management Technology	SVP - Quadrangle	Nestle	2002
Dinesh Padmanabh Kumar, 38	MBA	SVP Sales - 99acres	Notre Advertising	2002
Manoj. P, 39	BE- University of Mysore MBA - Xavier Institute of Management and Entrepreneurship	SVP - Sales	Indian Seamless Group	2002

Management Team contd.

Name and age	Qualifications	Designation/ Role	Previously worked with	Year of joining
Satyajit Tripathi, 40	BSc ,PGDBM	SVP Sales and Business Head – Allcheckdeals	-	2002
Sudhir Bhargava, 44	BE, MBA, FMS, Delhi University	EVP - Corporate Finance	HSBC, ICICI Bank	2006
Sharmeen Khalid, 42	MBA, IRMA	EVP - HR	Polaris	2006
Shalabh Nigam, 41	B Tech, IIT Kanpur	CTO - 99acres, Jeevansathi, Shiksha, Brijj	Baypackets	2007
Rajesh Khetarpal, 40	CA	SVP – Finance	Bharti	2007
Sumeet Singh, 40	BBA, MBA	SVP – Marketing, Corporate Communications and Alliances	CII	2007
Prakash Sangam, 37	BE, PGDM - IIM C	EVP and Business Head – Shiksha and Ad Sales	Bharti, HLL (Unilever)	2008
Nishant Pandey, 38	B Tech, IIT Delhi, MBA ISB	SVP Product Development - Naukri	Schlumberger	2008
Vivek Jain, 40	B Tech, IIT Delhi, PGDM IIM – B	EVP – Naukri Product and Analytics	Isoft, Adobe, IBM, ICICI Securities	2010
Maneesh Upadhaya, 35	B Sc, MBA, FMS, Delhi University	SVP and Business Head – Naukri FastForward	Bain & Co.	2010

Key features of corporate governance

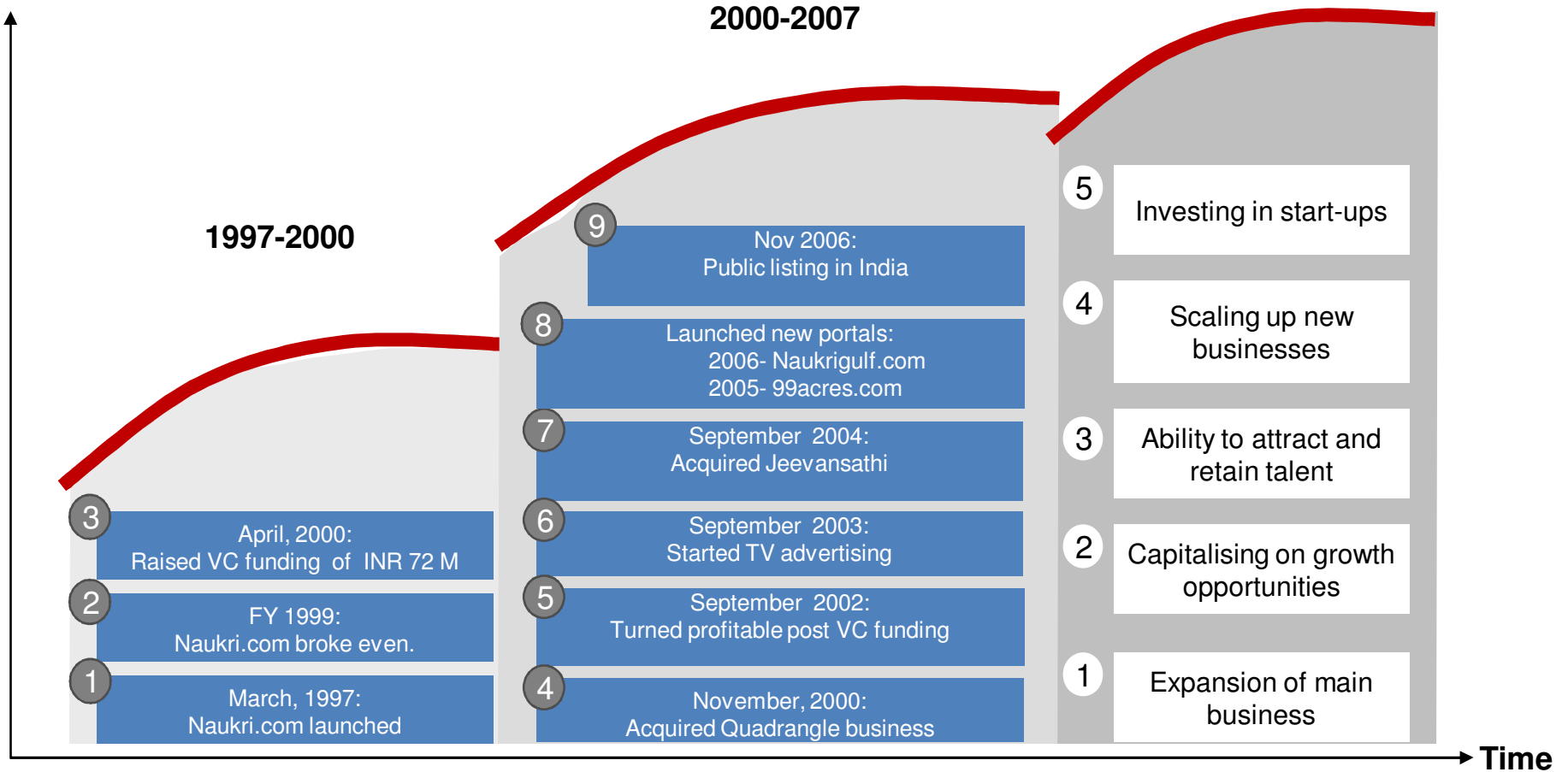
- Separation of Chairman and CEO role
- Non Executive Chairman
- Statutory Audit performed by PWC
- Internal Audit performed by an external firm
- 5 Independent Directors out of 9 Directors
- Audit committee comprises of only Independent Directors
- Disclosure of financial statements viz. balance sheet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

About Info Edge

Milestones

Levels of Evolution

2007 onwards

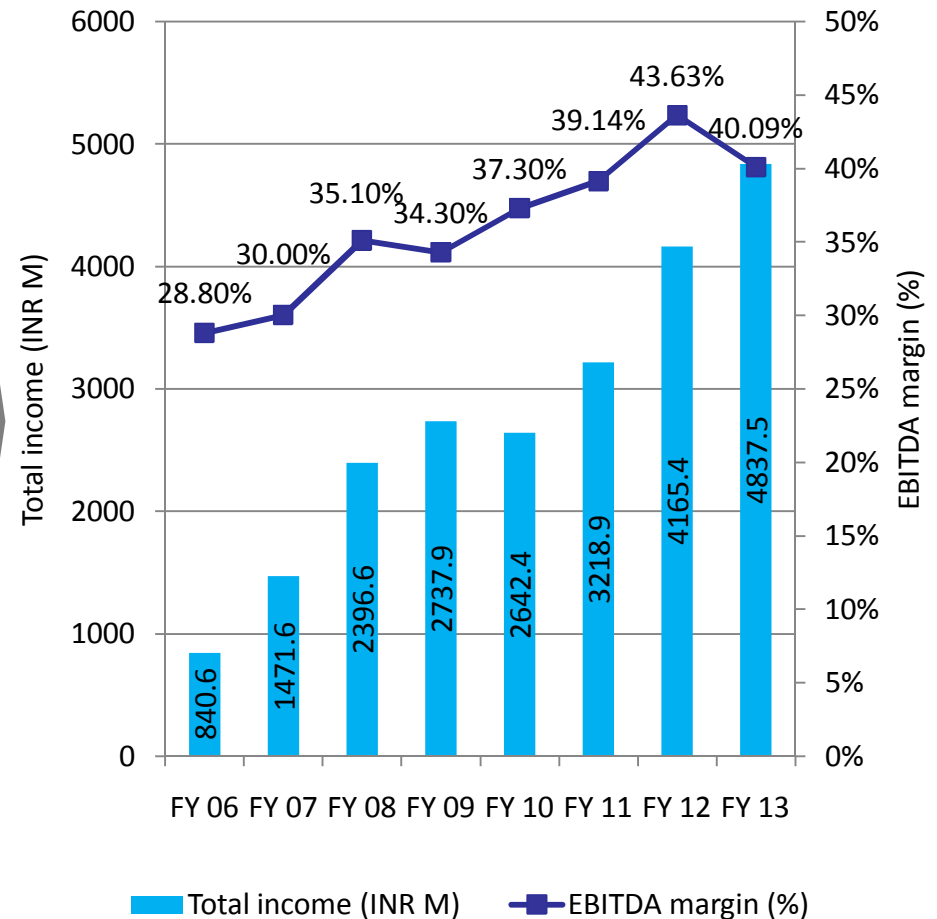


Strong performance track record

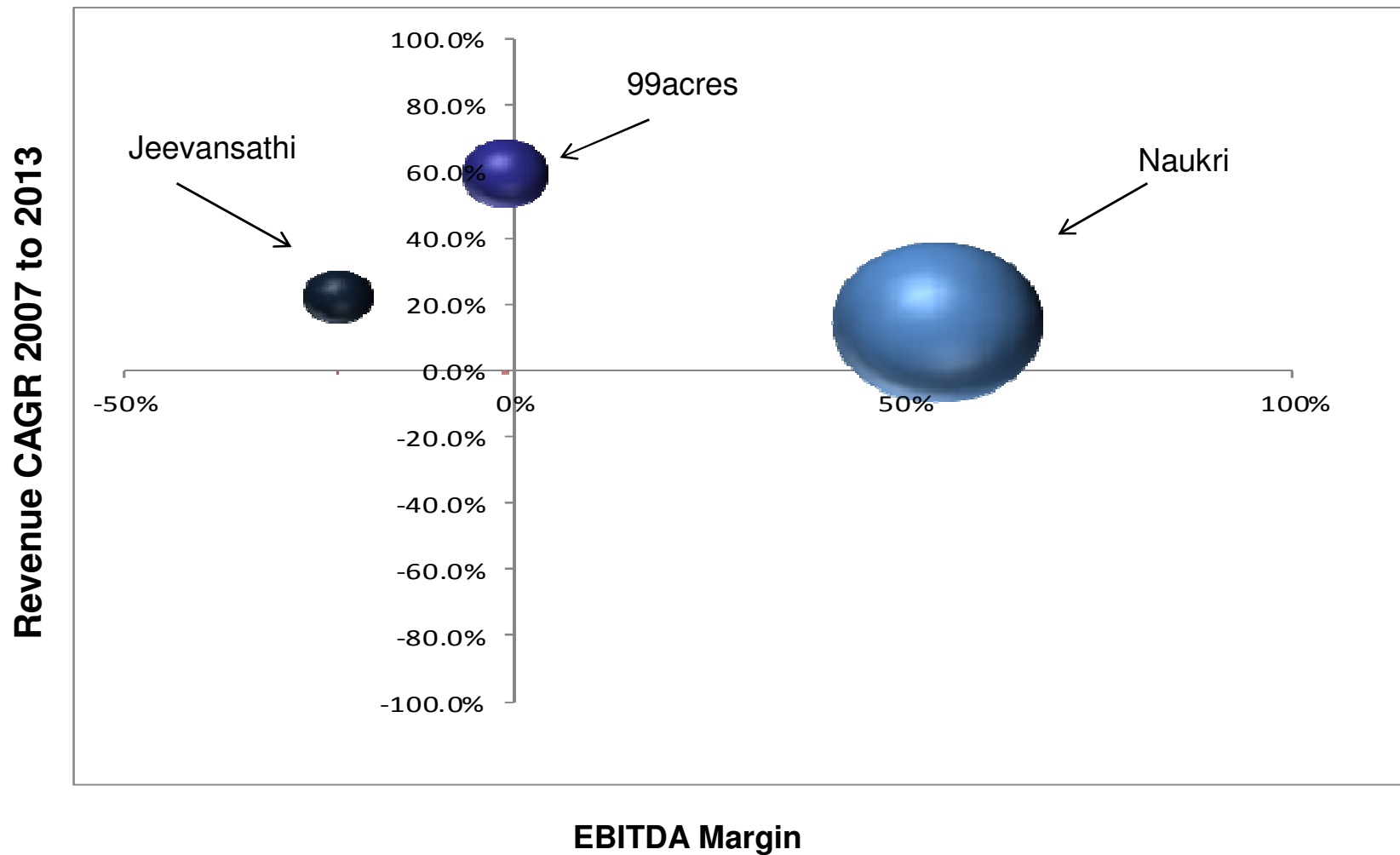
Highlights

- India's leading online company with
 - Strong brands
 - Growing businesses
 - Experienced management team
 - Investments in internet startup ventures
- Rapid growth historically
 - Revenue CAGR of 28% over FY06-13
 - INR 4.83 billion revenue in FY 13
- ~ INR 34.5 billion market capitalization
- Strong cash flow generation
 - Cash & liquid assets INR 4.8 billion
 - Negative working capital
- Diversified business portfolio within the company
 - Share of revenues from verticals other than recruitment has grown from 5% in FY06 to 22.5% in FY13

**Info Edge Revenue and EBITDA margin
(Standalone entity, 2006 – 2013)**



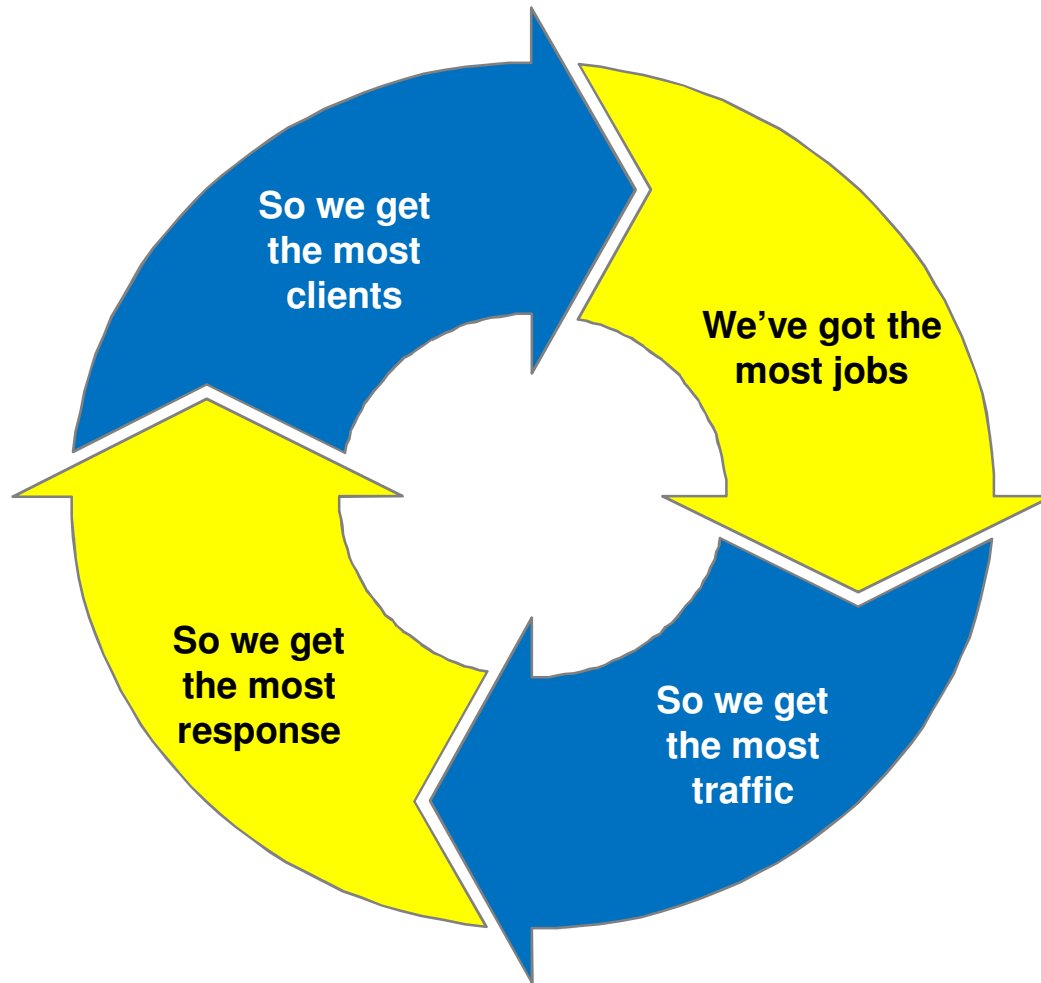
Our in house business portfolio



Note:- For FY07-FY13 the data for other brands has not been considered.

We are a business of the virtuous circle

Example : Naukri.com



Imperatives

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

Business drivers - internal

Naukri

- Sustaining traffic share (gained in the 2008 – 2010 slowdown)
- Garner higher market share in this slowdown
- Share of internet in recruitment spend growing
- Specific product innovations to combat the threat of LinkedIn.com and semantic search (Trovix) from Monster – made small acquisitions (Toostep and Makesense) in FY 13 with competent teams to improve offering. Rollouts expected over 6 to 12 months.
- 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

99acres

- Benefit from increasing share of internet in the real estate advertising market
- Product innovation and site improvements
- Improve sales coverage across cities
- Increase traffic share
- Continue to improve the user experience










Jeevansathi

- Leverage the IP built over last 5 years through increased investment in brand building
- Tweaking the business model to scale up business by increasing growth rate over the next 3 – 4 years
- Continued investment in analytics /algorithms

New brands

- Grow Shiksha & FirstNaukri
- Naukrigulf- Ride the gradual recovery in the Middle East
- Invested in potential big businesses for the future - Zomato, Meritnation, Policybazaar, Mydala, Canvera, Happily Unmarried, Allcheckdeals
 - Majority stake taken in Meritnation and Zomato in Q4 FY 13
- Actively explore more opportunities (startups, M&A)

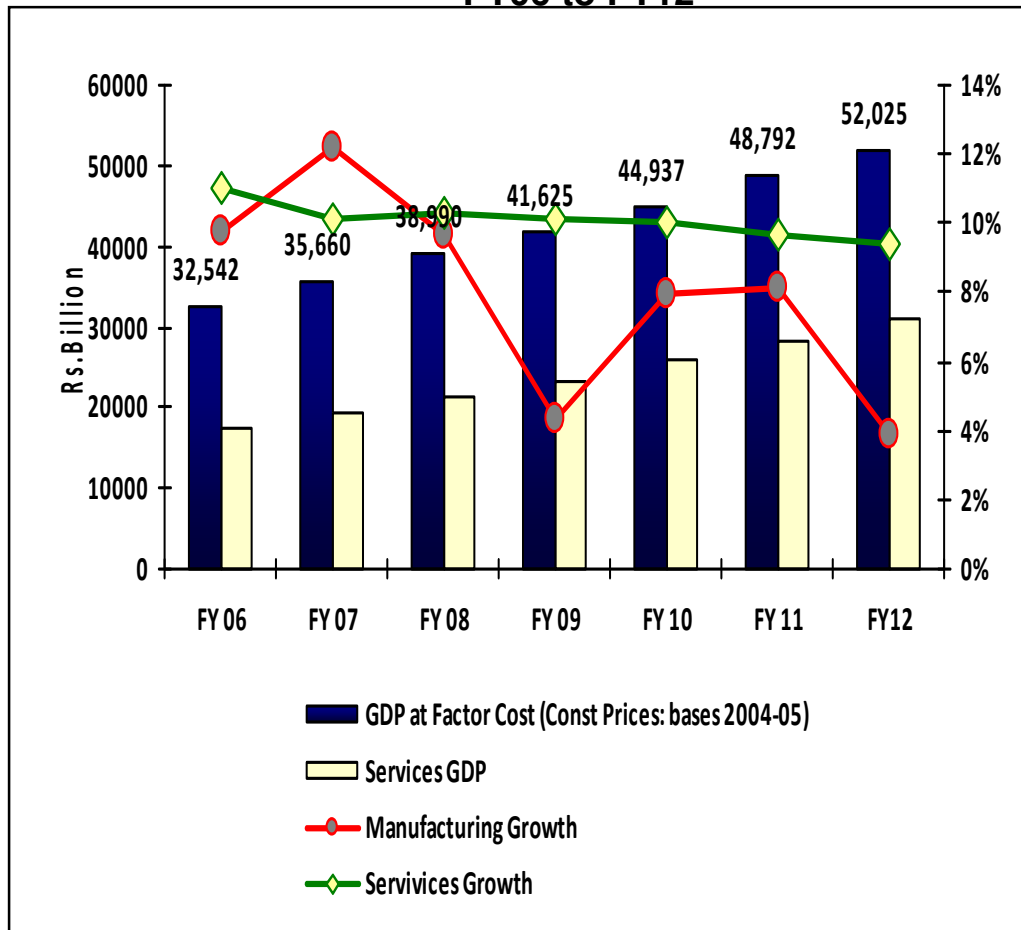
Business drivers - external

	Business cycle and Economic Environment	Demographics and GDP per capita	Internet penetration	Competition
 naukri.com India's No. 1 Job Site	✓		✓	✓
 Quadrangle	✓		✓	✓
 naukrigulf.com أسرع موقع للتوظيف نموًا في الخليج	✓			✓
 brijj.com BETA Bringing People			✓	✓
 Firstnaukri.com A jobsite for campus hiring!		✓	✓	✓
 Jeevansathi.com We Match Better		✓	✓	✓
 99acres.com Buy, Rent, Sell	✓		✓	✓
 allcheckdeals.com Property deals made Simple & Transparent	✓		✓	✓
 shiksha.com		✓	✓	✓

Environment

Business cycle and economic environment

India's GDP grew at a CAGR of ~8% from FY06 to FY12

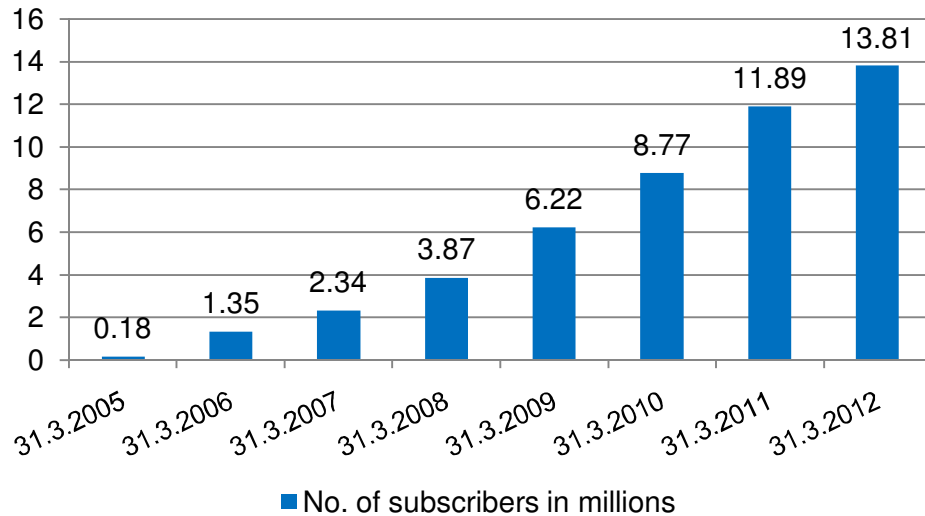


Highlights

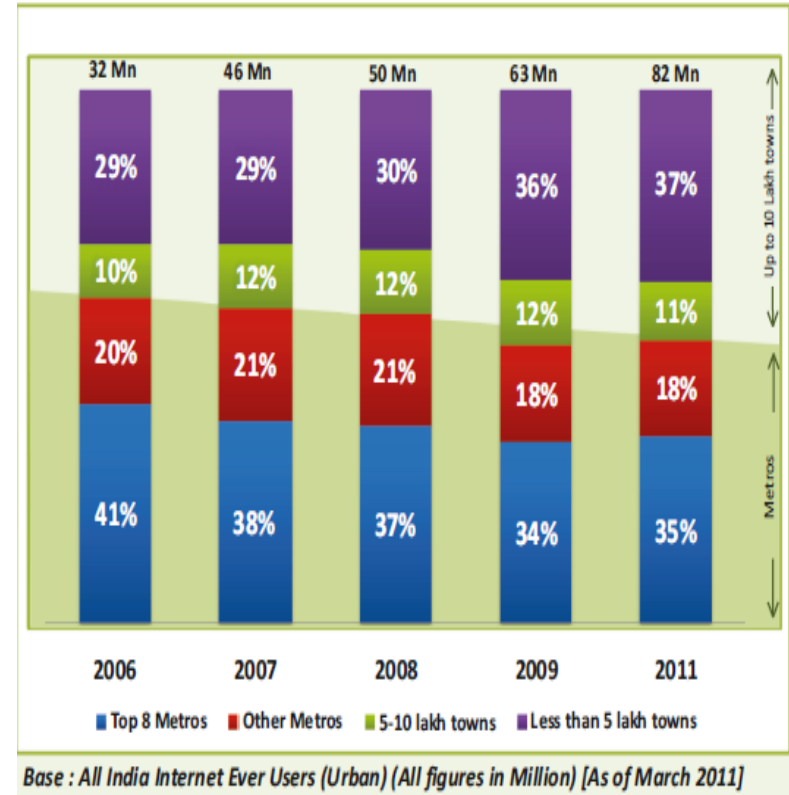
- Indian economy slowed to 6.5% GDP growth in FY11-12.
- Estimates for FY12-13 at 5.5% and for FY 13-14 at ~5%
- Service sector has in the past grown fast, however it may witness some slowdown due to lower growth in IT services
- IT services witnessing headwinds due to slowdown in US/ Europe
- India had staged a faster recovery in 2010-11 post the meltdown of 2008-10 versus rest of the world
- India estimated to be a \$4 trillion economy by 2019

Internet penetration

Growth of broadband in India



- India's Internet consumer profile mix is changing to broadband and heavier usage
- About 1.92 mn subscribers added in 2011-12, a growth rate of 16%
- Multiple internet users may access the internet through a single broadband connection



Spread of the internet increasing

- From 5% in 2000 to 37% in 2011, internet has made an impact in lives of small towns
- Smaller towns have overtaken Top 8 Metros in internet usage (indicates that internet's reach is spreading to smaller towns)

Internet Impact on Young India

India is among the world's youngest nations with a median age of 26 years

- 65% of Indian population estimated to be below 35 years of age
- India will see 70 million new entrants to its workforce over the next 5 years

India currently has about 120 million internet users- third largest in the world

Likely to have 330 million to 370 million internet users in 2015- second largest and the largest in terms of incremental growth

- Declining costs of Internet access and mobile devices
- 55% of aggregate user base in 2015 expected to access internet from a mobile or tablet device

Economic contribution from Internet in India can be potentially doubled from 1.6% of GDP currently to 2.8 to 3.3% by 2015

- Internet-related economy expected to be bigger than education and as big as healthcare sector in terms of current GDP share

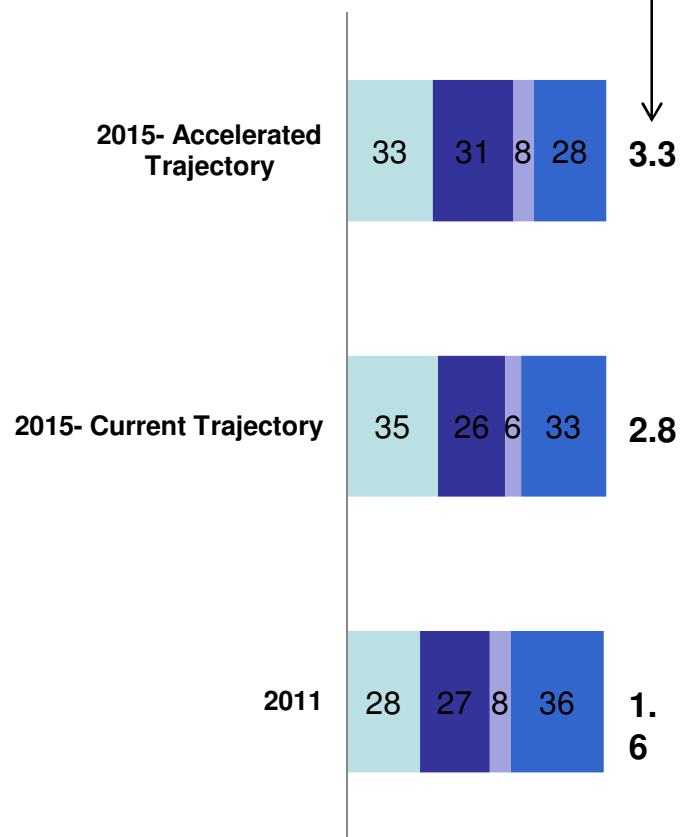
Internet's effect on the Indian economy goes well beyond iGDP

- Current levels of internet-related expenditure estimated to create about 6 million direct and indirect jobs
- As the direct impact of the internet on India's GDP has the potential to treble by 2015, an additional 16 million jobs could be created

India has the potential to treble its iGDP to \$100bn in 2015 from \$30bn today

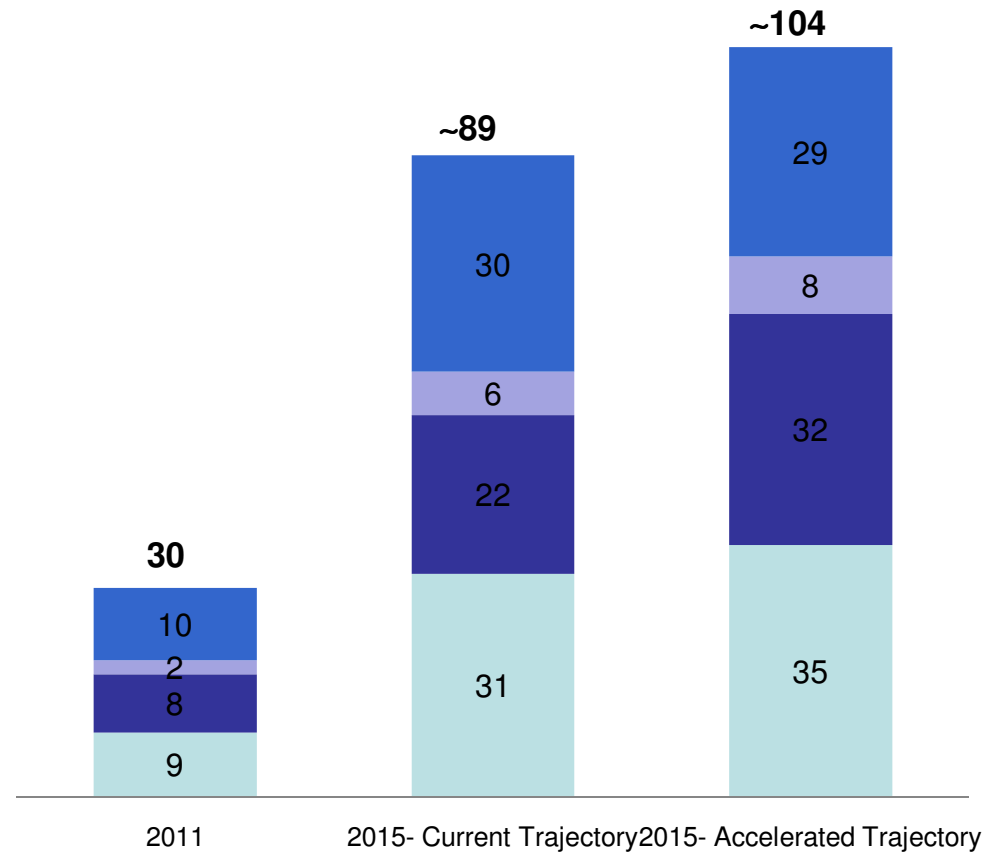
% of total Internet contribution to India's GDP

- Private consumption
- Private investment
- Public expenditure

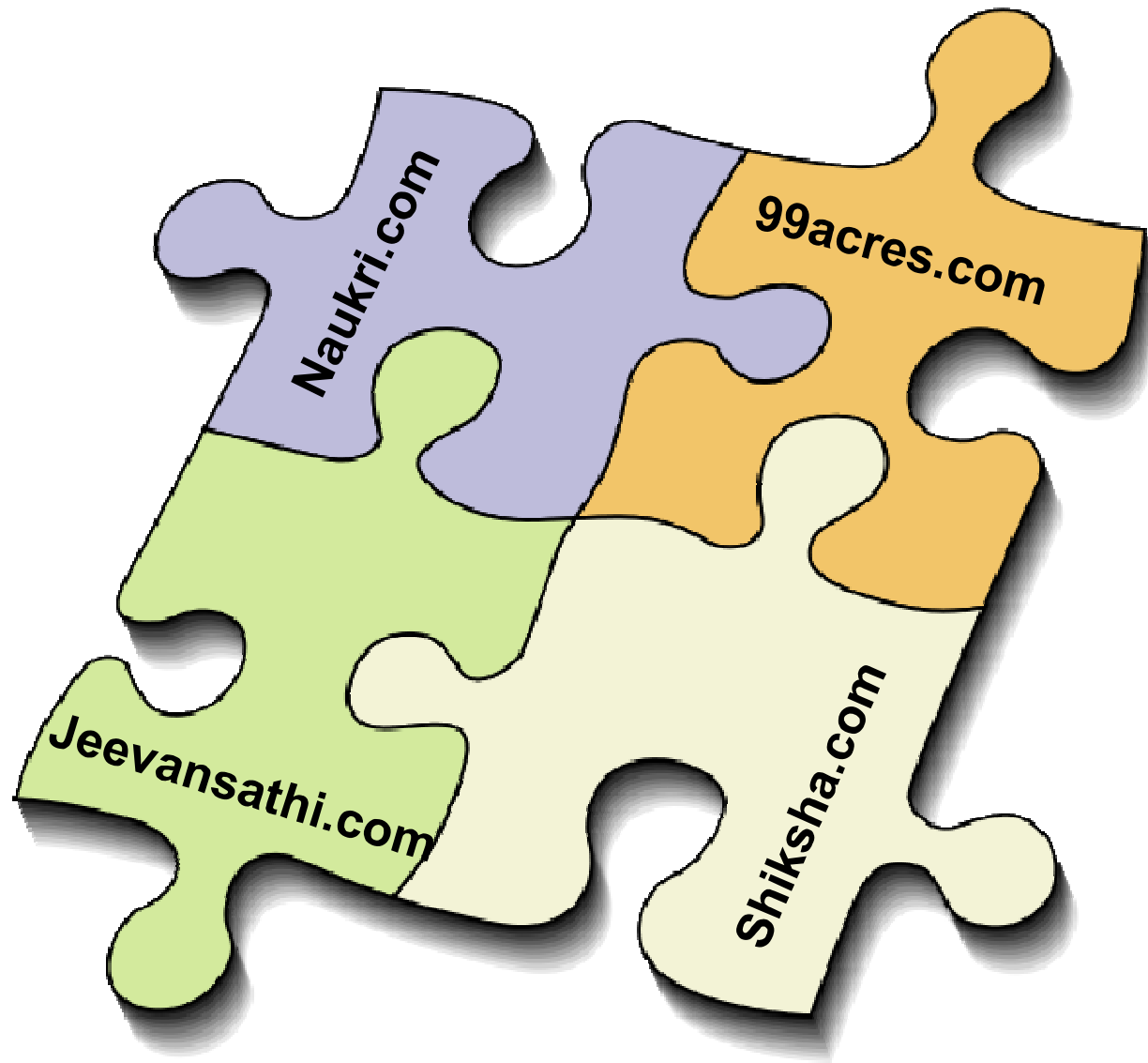


Internet's Contribution to India's GDP (in \$ bn)

- Private Consumption
- Private Investment
- Public Expenditure
- Trade Balance



In house businesses



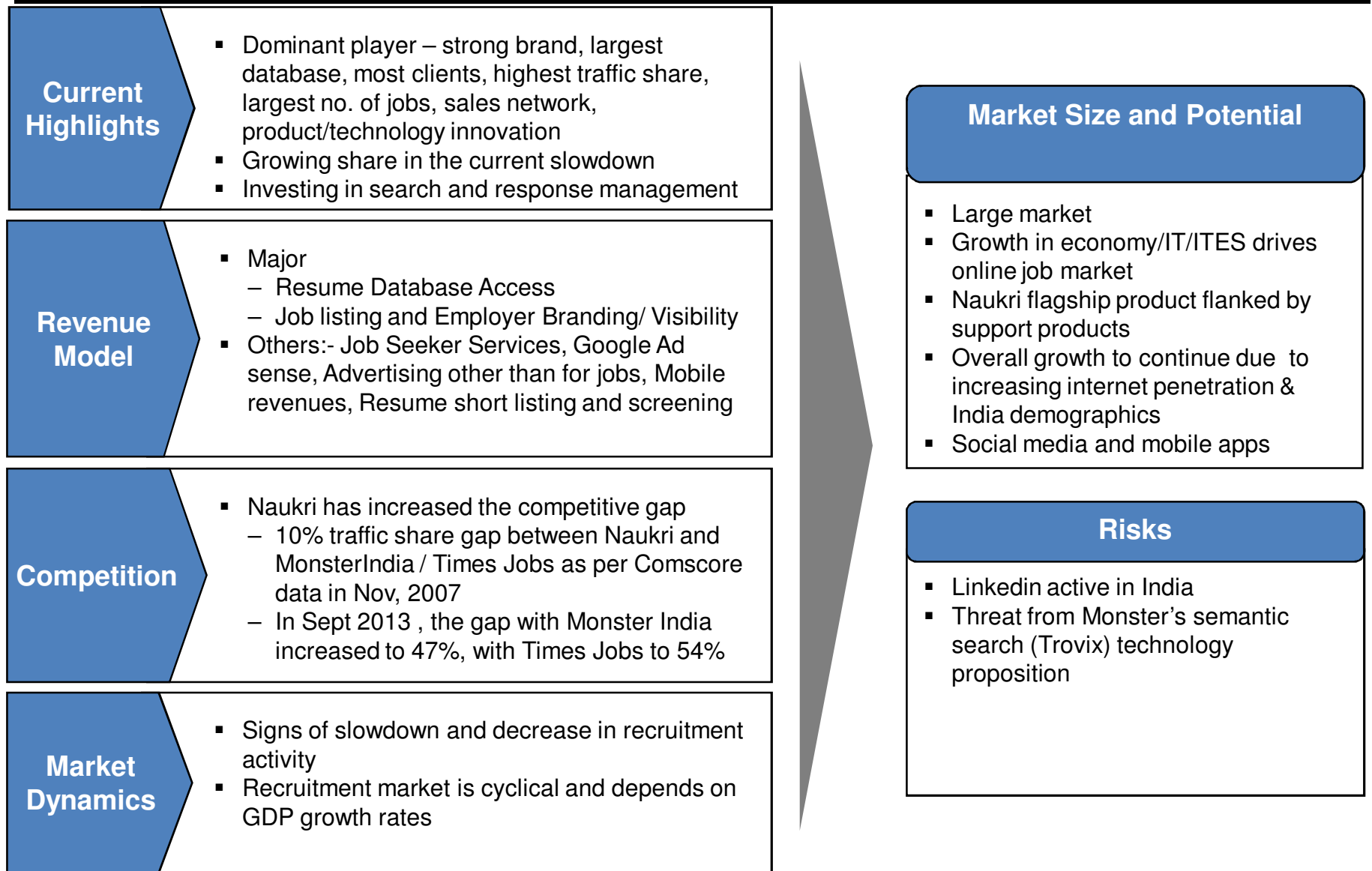
Naukri

The screenshot shows the Naukri.com homepage with several key areas highlighted:

- Panels:** A blue arrow points to the top navigation bar and search filters.
- Job Seeker Services:** A blue arrow points to the 'New Job Seeker?' section, which includes a 'Post your Resume' button and a list of benefits like reaching out to 35,000+ recruiters.
- Resume Database:** A blue arrow points to the 'Resume Services' section, which lists 'Resume Display', 'Resume Development', and 'Resume Flash'.
- Banner Ad:** A blue arrow points to a banner advertisement for 'Plarman HR' with the text 'When it comes to HR, We complete the Circle'.
- Job Listings:** A blue arrow points to a search result for 'Sr. Executive - Conference Sales' at 'Franchise India Holdings Limited'.

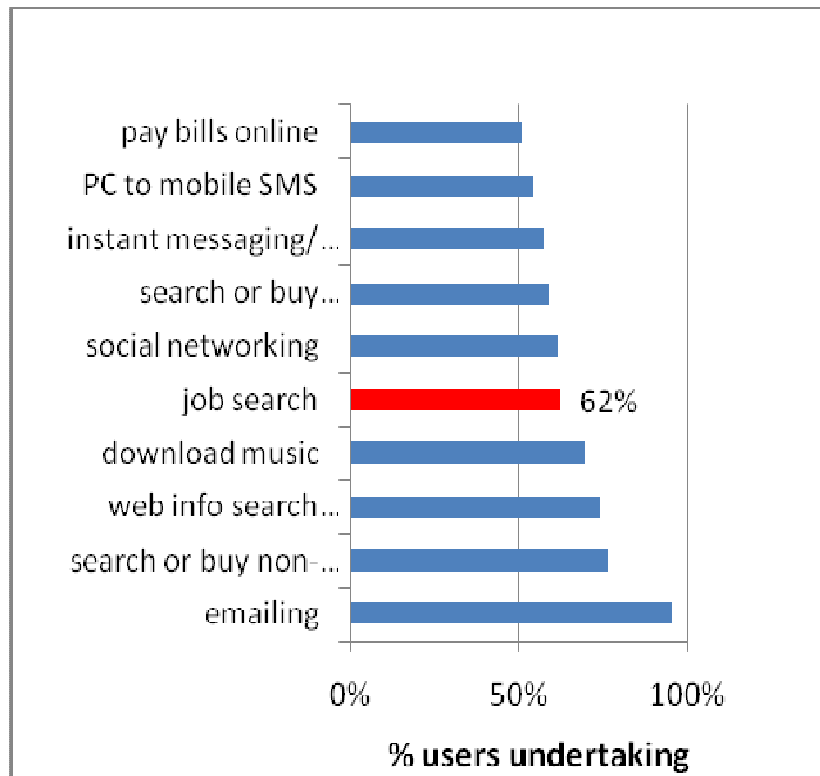
The website layout includes a top navigation bar with links for Search Jobs, Post Resume, Jobseeker Login, Resume Services, Education, and More. Below this is a search bar with filters for salary (Rs. 15 Lakh + Jobs New) and a 'Fraud Alert' link. The main content area is divided into sections for 'Top Employers' (listing companies like Patni, Larsen & Toubro, Sungard, Deloitte, and Novartis), 'Best Places to Work' (listing various IT and manufacturing companies), and 'Resume Services'. A 'New Job Seeker?' box is prominently displayed on the right side. At the bottom, there are sections for 'Job Listings' and 'Employer's Login'.

Naukri - Overview



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

A popular online activity



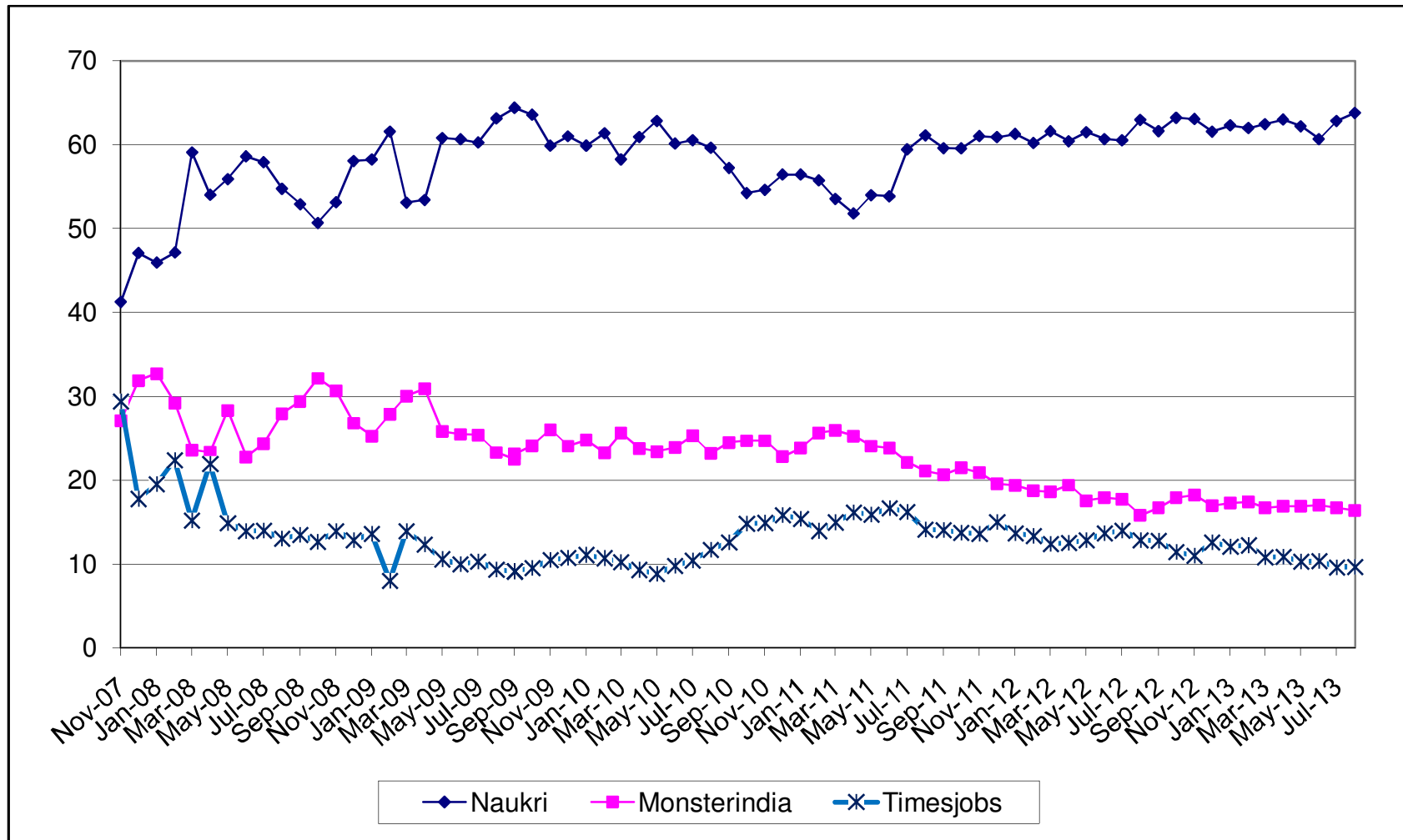
Some of the most used websites in India



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

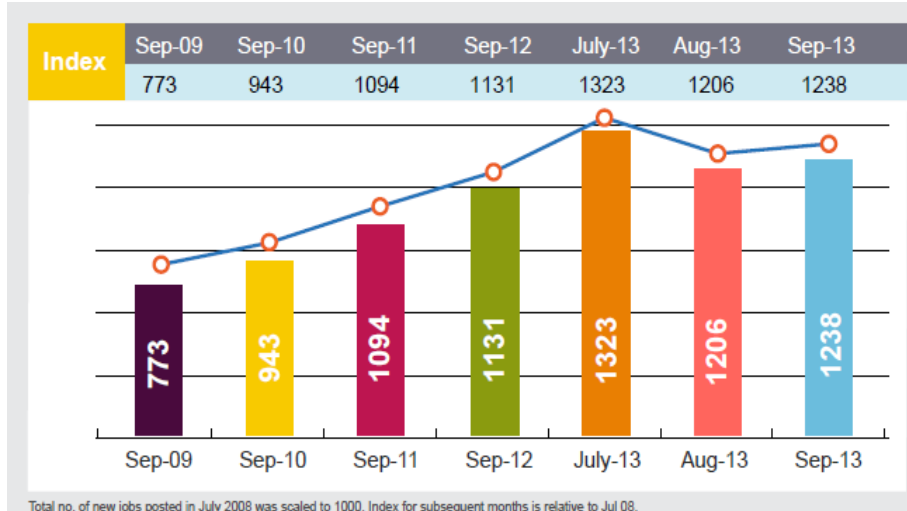
Naukri is a clear # 1 with ~60% traffic-share for over 10 consecutive quarters

Traffic share of various recruitment sites based on data from Comscore



Hiring growth rate has slowed in current slowdown

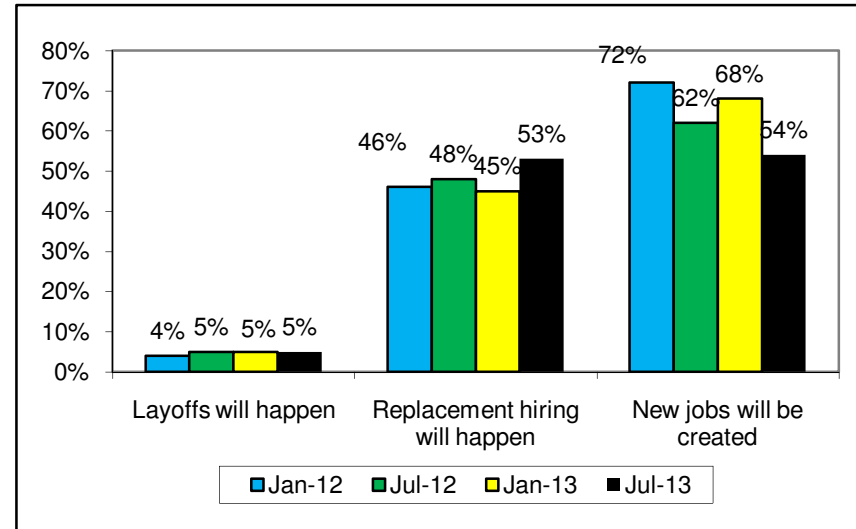
Naukri Job Speak Index



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 went past the July, 2008 base of 1,000 in Q4 FY11 and has continued at those levels in Q2 FY14

Naukri hiring survey



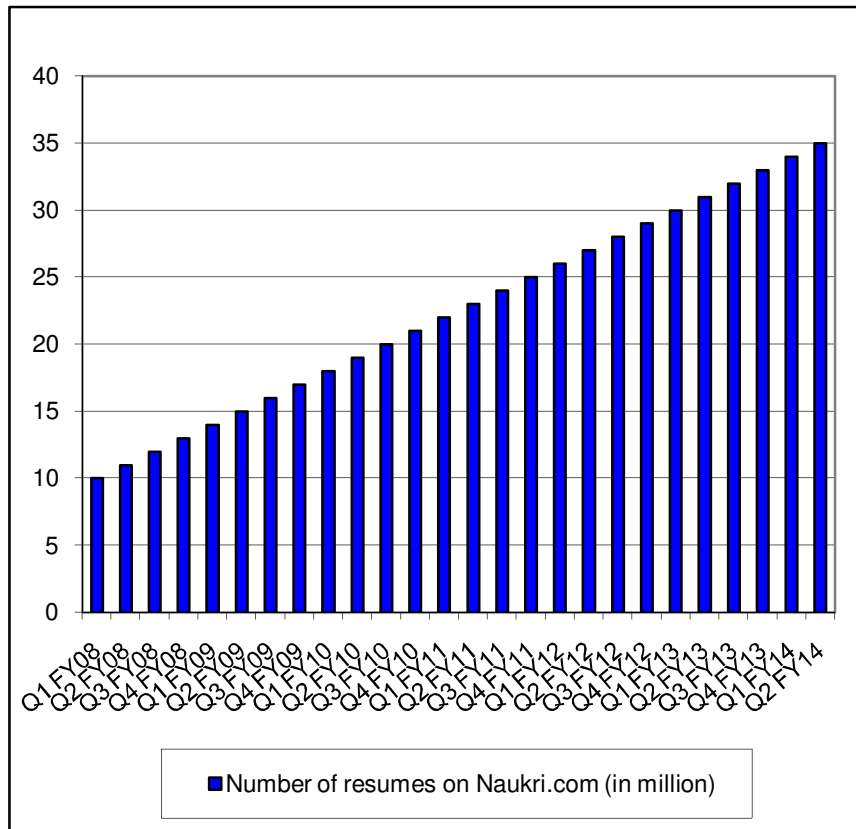
- Survey of recruiters conducted by Info Edge India Limited:

- ✓ July, 2013 (sample size ~1100)
- ✓ January 2013 (sample size ~1100)
- ✓ July, 2012 (sample size ~1000)
- ✓ January 2012 (sample size ~1000)

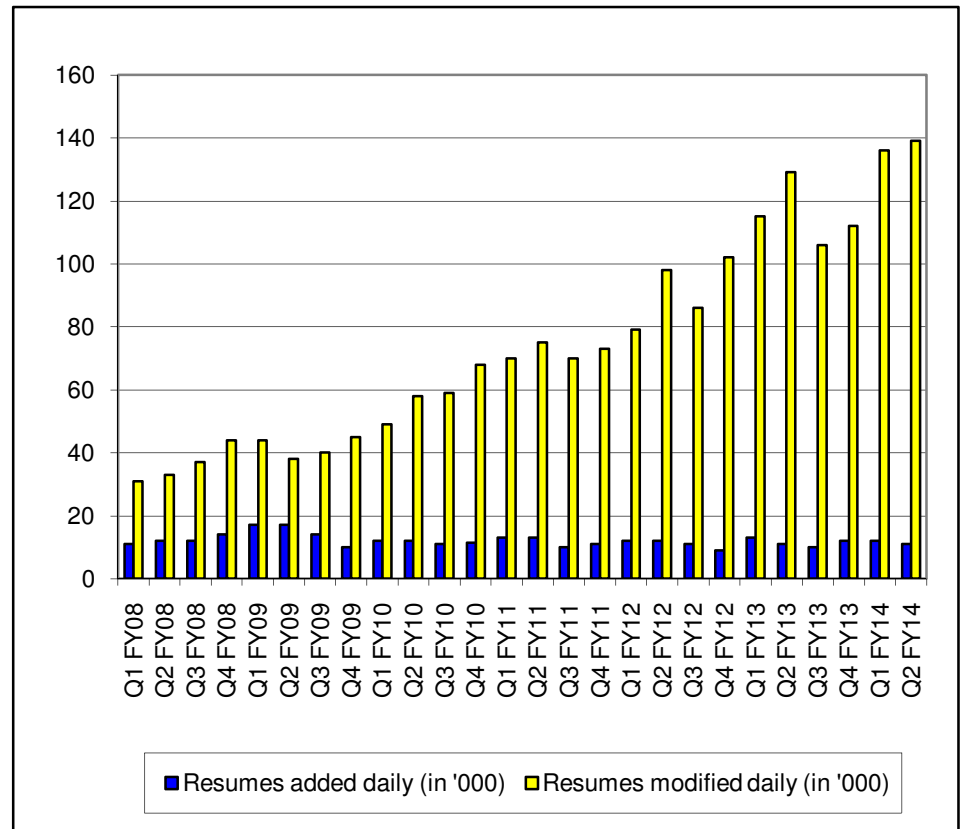
Slowdown in the hiring market – Naukri gaining share – competitive position improving

Naukri.com has performed on operational 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 FY 10-11
- 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, Riyadh and Abu Dhabi



- Professional networking site
- Site re-positioned based on skill groups

99acres

Welcome Guest, [Sign in](#) to manage account

[Home](#) | [Ahmedabad](#) | [Bangalore](#) | [Chandigarh](#) | [Chennai](#) | [Coimbatore](#) | **Delhi / NCR** | [Goa](#) | [Hyderabad](#) | [Jaipur](#) | [Kochi](#) | [Kolkata](#) | [Mumbai](#) | [Nagpur](#) | [Pune](#)

Residential Commercial | I am: Builder Dealer Individual

[New Projects](#) [Advertise Property](#) [Search Dealers](#) [Post Requirements](#) [Buy Our Services](#) [Home Finance](#) [My99Acres](#)

Search Properties To: Buy Rent PG

Property Type: All Residential **Price Range (Rs.):** INR **Bedroom:** Select

City: Delhi / NCR (All) **Keyword:** Eg: Locality, Builder, Project

Posted By: All Dealer Builder Individual

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Hot Investment Opportunity starting @ 58 Lacs*

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Call: 9650772299 / 9650833337

Property Gallery

- ELDECO SHARANAM**
Sumangalam Propmart
Sector-107, Noida
- KDP Infrastructure**
Sector 6, Noida

Featured Projects - Delhi / NCR

- Residential Apartment**
 - Hansmukhi Garden Estate - Dehradun
 - Era Divine Court - Faridabad
 - ORS Royal Residency - Sec-89 - Faridabad
 - Sai Vatika - Faridabad
 - Crossings Republik (Ready To Move) - Ghaziabad
 - KDP Grand Savanna - Ghaziabad
 - DesignArch eHomes - Greater Noida
 - Jaypee Sports City - Greater Noida
 - 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
 - Supertech Eco Village - Noida Extension
 - Prateek Laurel - Noida Sec 120
 - Jaypee Kensington Heights - Noida Sec 131
 - Eldeco Sharanam - Noida sector 107
 - Eldeco Sharanam - Noida sector 107 **New**
 - Amrapali Silicon City - Noida - Sector 76

99acres Exclusive Property

JAYPEE GREENS @ SEC 131 / 133, NOIDA

Hurry!! Last Chance to Book Prime Plots

HOT INVESTMENT OPPURTUNITY STARTING @ 58 LACS*

10% Down Payment Discount

MKT. by Better Option Propmart

9650772299 / 9650833337

Real Estate in India: Ahmedabad, Bangalore, Chandigarh, Chennai, Coimbatore, Delhi / NCR, Goa, Hyderabad, Jaipur, Kochi, Kolkata, Mumbai, Nagpur, Pune

99acres Links: National Home, Residential Property, Commercial Property, Services in India, New Projects, Advertise your property, Search Dealers, Get Alerts

Buy Our Services: Home Finance, Search Buyers, Browse Properties in India, Archived Properties, Top Real Estate Searches, Search Dealers, Useful Links

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Banner Ad
Panels

Banner Ad

99acres : Overview

Current Highlights

- Favorable macroeconomics for the housing market:
 - Large market
 - Increase in middle income/high income households, increasing urbanization, availability of finance

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 and rental
 - To be developed further for commercial

Competition

- Head to head competition with Magicbricks.com
 - Indiaproperty.com, makaan.com impacted during FY09 and FY10 slowdown
 - New entrants like commonfloor.com and housing.co.in

Market Dynamics

- Market likely to slowdown except certain clusters
- Comscore traffic share data to stabilise post changes made by Comscore to the methodology
- Share of internet growing in real estate advertising in a slowing GDP

Opportunities & Market Potential

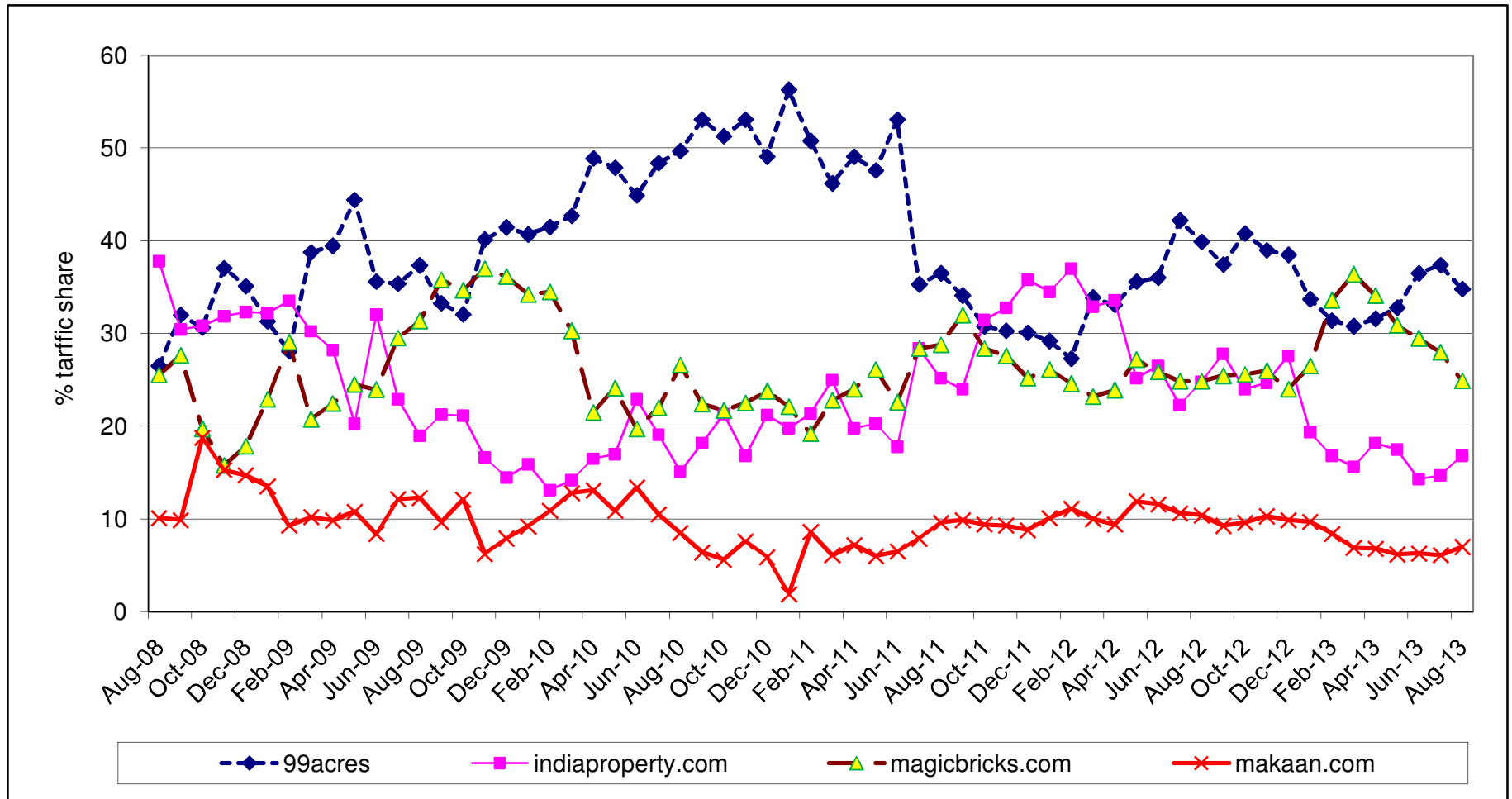
- Significant potential to gain from non housing market / commercial real estate as well
- Opportunity in the primary property market.
 - Indian cities and suburbs witnessing lot of construction

Risks

- Quality of listings

99acres is a leading brand in its segment

Traffic share of various real estate sites based on Comscore data*



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

99acres addresses a growing market

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

Allcheckdeals.com

Delhi Property, Delhi Real Estate Home | About Us | Contact Us | Site Map | Live Chat



Property deals made Simple & Transparent
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starting 3.5 Cr onwards

India : 0999999 8663
1860 500 5559
USA : 1-646-367-2921
UK : 44-208-819-3959

Residential Commercial Corporate Leasing
Refer & Win Rewards Scheme

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>Locality:</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) More Localities ▾</p>	<p>Budget:</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"/> > 1.5 Cr</p>	<p>Bedrooms:</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"/> > 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

MGF 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
- 160 transactions closed in Q2 FY14
- Coverage in 12 cities

Jeevansathi

Search

Live Help | Membership Options | Success Stories | Register Now

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

Jeevansathi.com
Indian Matrimonials - We Match Better

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

Existing User - Login 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 Kaustubh, XVA9874 weds Abhishek, Flavian Quadros weds Savio D'souza

Prospective Matches: Call, Chat, E-mail

JS Home Page

Hi Guest, Login | Register | Live Help | Home | Membership | Success Stories | Contact us

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

Membership Options

Choose Service → Choose Payment Mode → Secure Payment

Benefits	Free Member	eVidya	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: eVidya, 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

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

Market Dynamics

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

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

Institutes outside India: Call Toll Free #1800-717-1094

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- Science and Engineering
- Information Technology
- Arts, Law and Languages
- Hospitality, Tourism, Aviation
- Medicine and Health Care
- Retail

Featured Institutes

- Shree Chanakya Education Society's Indira Group of Institutes
- Indian School of Business Management & Administration
- IPE INSTITUTE OF PUBLIC ENTERPRISE
- BIMM, BITM, BIIB, BIMHRD Courses Apvd by AICTE Sri Balaji Society

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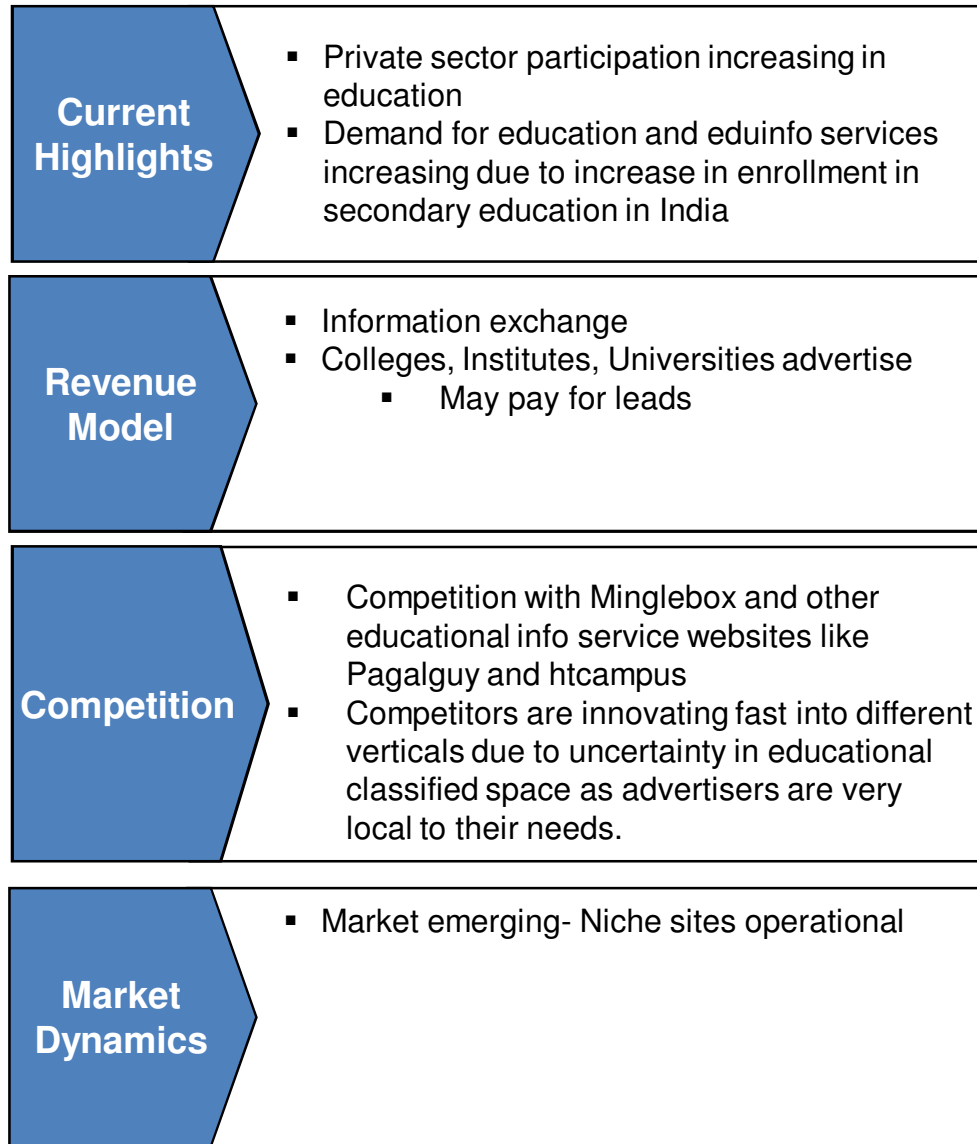
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0 out of 140 characters Make sure your question follows [Community Guidelines](#)

Cafe Buzz! Latest from Shiksha Cafe

- sayona gupta** asked a question an hour ago
i am an average indian student studying b-tech (ece) in calcutta under wbut.is there any way i can get in MIT for masters??
- aru.chopra** answered **AnkitaSachan2102's** question an hour ago
Hi Anu, b.tech is a good choice as there are various opportunities for the degree holder both in india and abroad.They can find managerial positions in private and public
- aru.chopra** answered **sajeev28286's** question 2 hours ago
Hi, Travel and Tourism one of the world's largest foreign exchange earner among industries, provides employment directly to millions of people worldwide and indirectly
- Manmeet Kaur50173** answered **anuj46634's** question 2 hours ago
Hi Anuj, Shiksha is an education portal and believes in providing guidance regarding education sector. If you have any concern then you may post any query regarding that.

Shiksha : Overview



Opportunities & Market Potential

- Total spend on online classifieds, by Education, in India is estimated at Rs. 700 M while total advertisement spend is estimated at ~ Rs. 25 Bn.
- Largest category in print advertising

Risks

- Adoption of the medium

Shiksha : Key features

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

Opportunity:

- 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

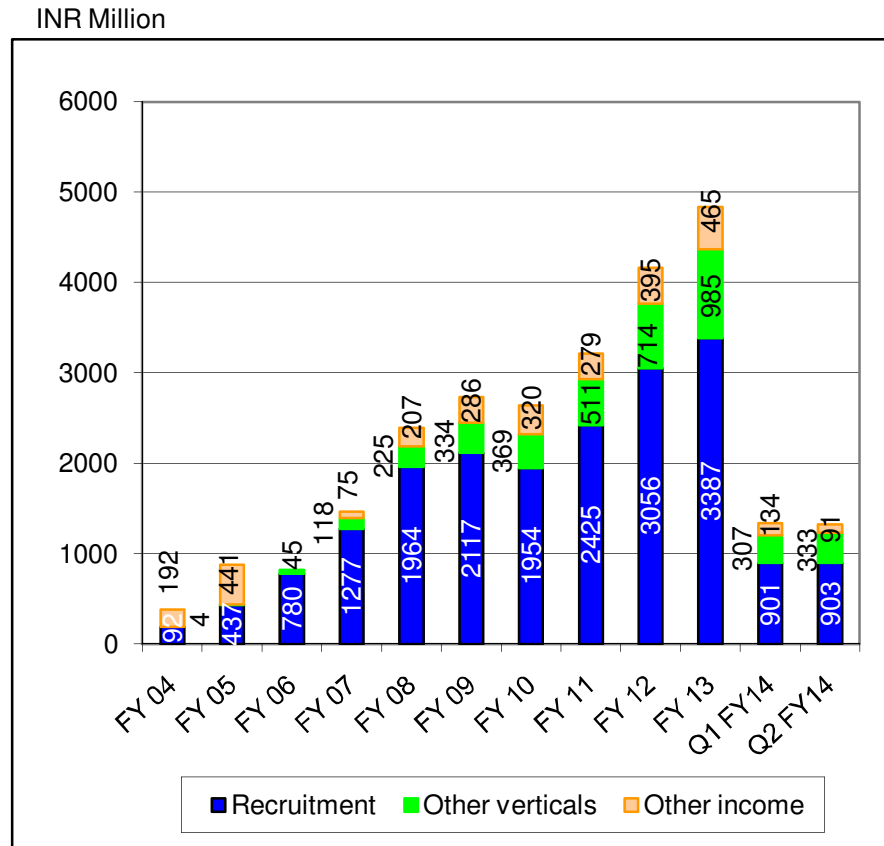
Advantages:

- Advertising spend in print bigger than real estate
- Unlikely to be affected in a slowdown

Company Financials (Standalone)

Consistent long-term growth in Revenue / Profitability

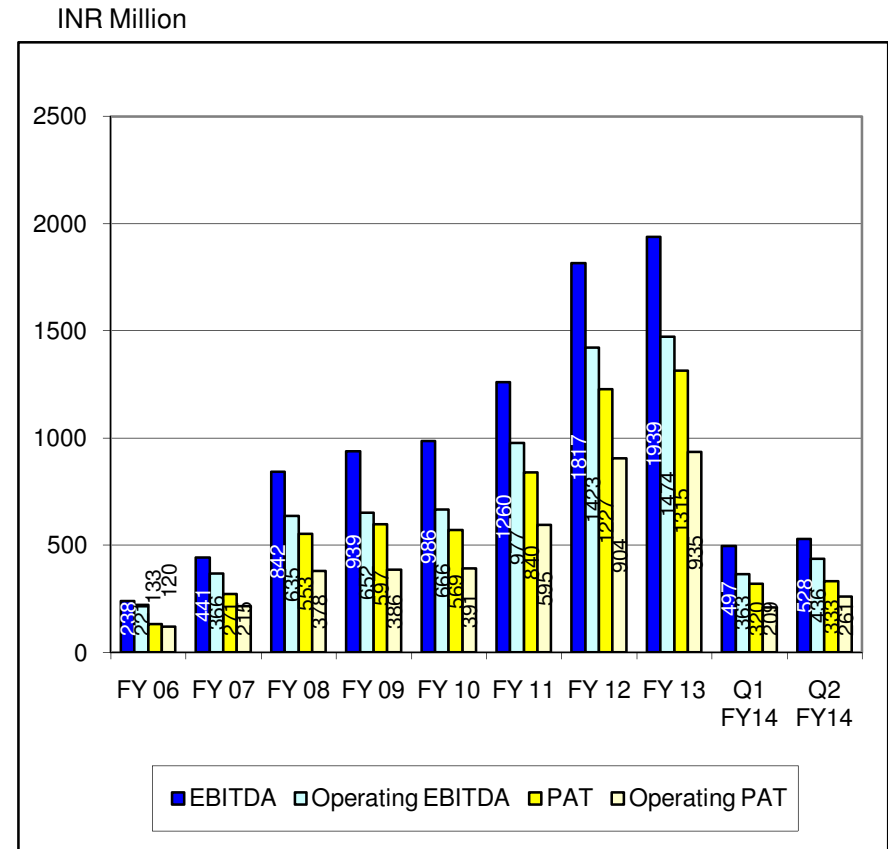
Revenue trend



In Q2 FY 14, Recruitment was 73% and Other Verticals 27% of the standalone Operating Revenue of Rs 1,237 mn

In FY 13, on a consolidated basis, Operating Revenue was Rs 4,723 mn (Rs 4,372 mn on standalone basis) and PAT Rs 915 mn (Rs 1,315 mn on standalone basis excluding the write off of Rs 293 mn) on account of losses in investee companies

Profitability

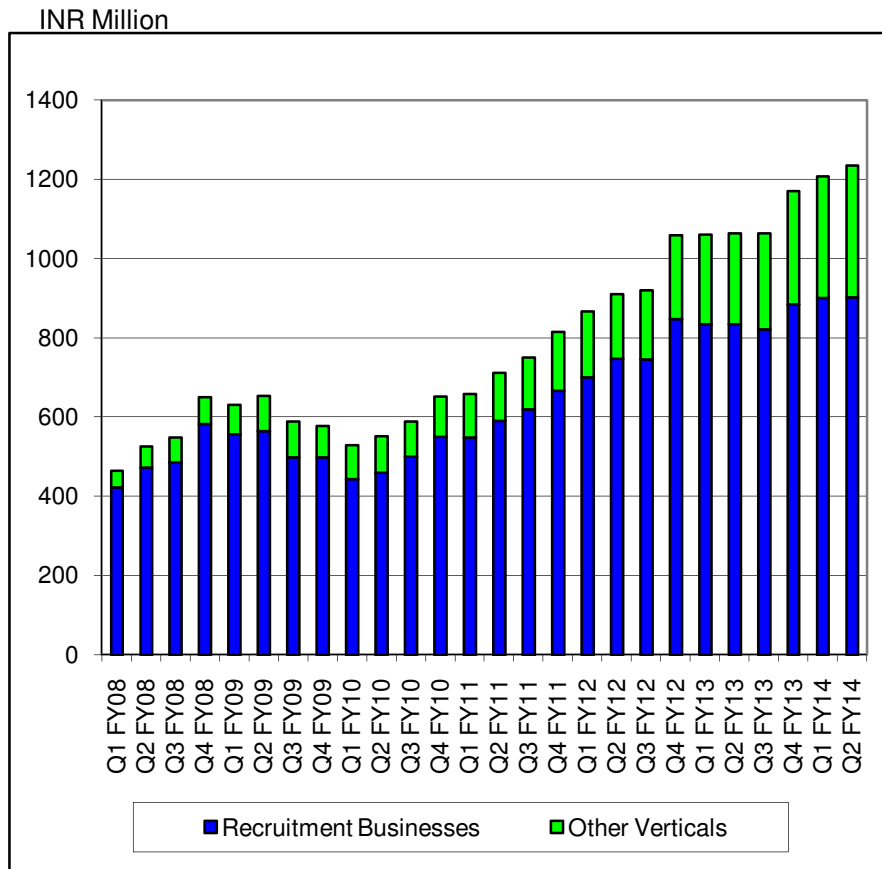


PAT and Operating PAT in Q1 FY 14 above, exclude the write off of Rs 26 mn

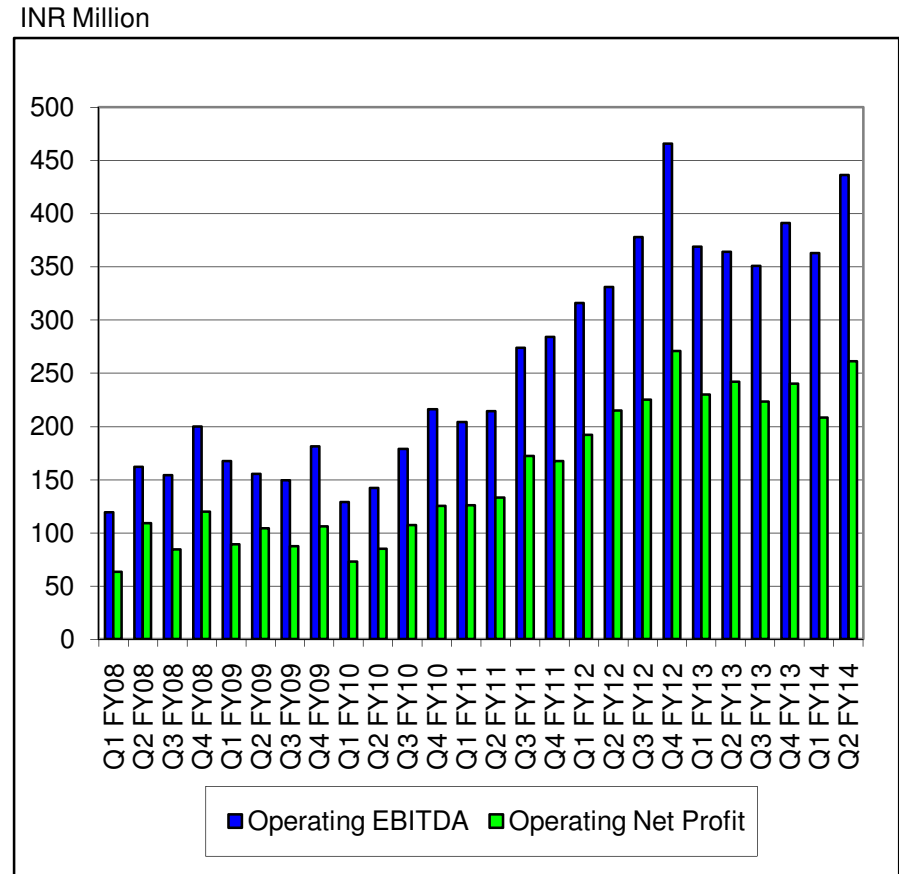
Other Income in the above chart is treasury income

Growth momentum had rebounded post 2008-09; reasonable YoY revenue growth in Q2 FY14 in a slow growth economy

Quarterly Operating Revenue trend last 6 years

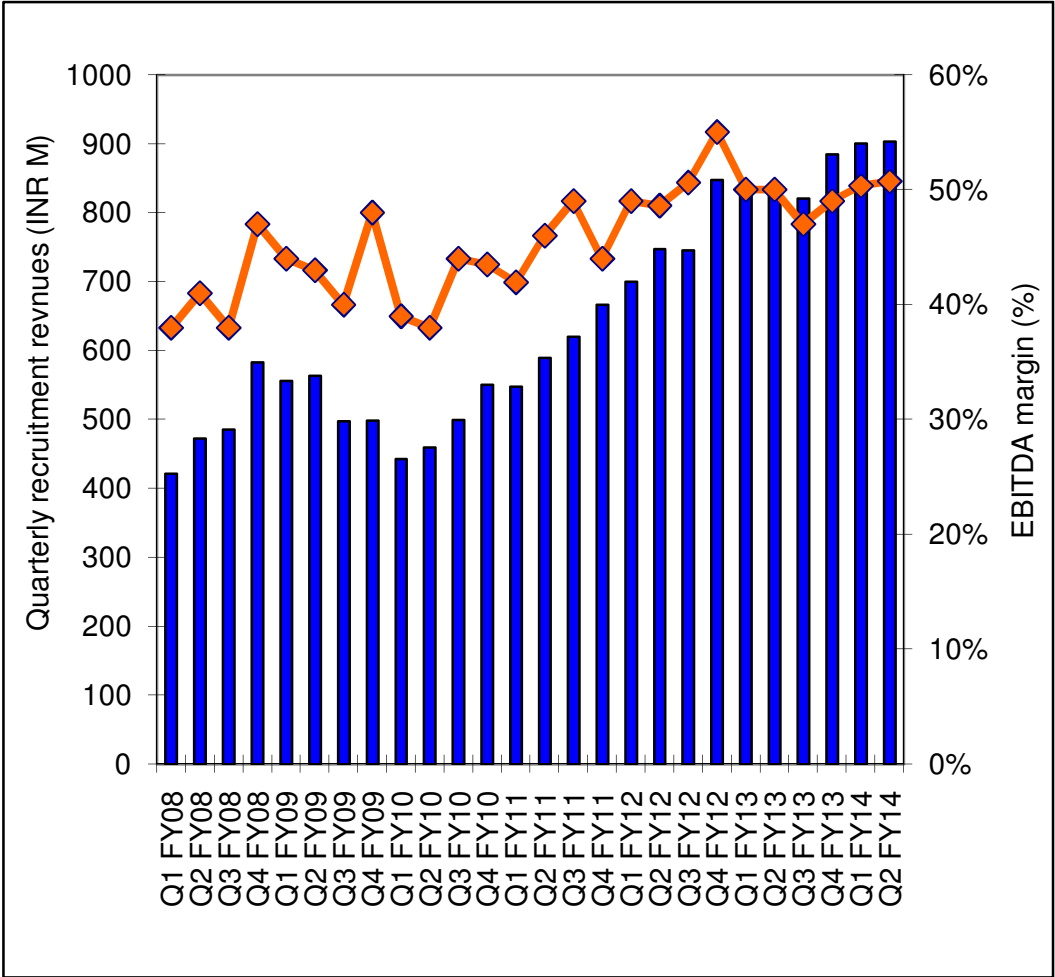


Quarterly Operating Profitability



Margins sustained during the downturn and improved with the upturn. Impacted due to ongoing investments and slowdown

Recruitment: Profitability had improved post 2008-09 slowdown



Highlights

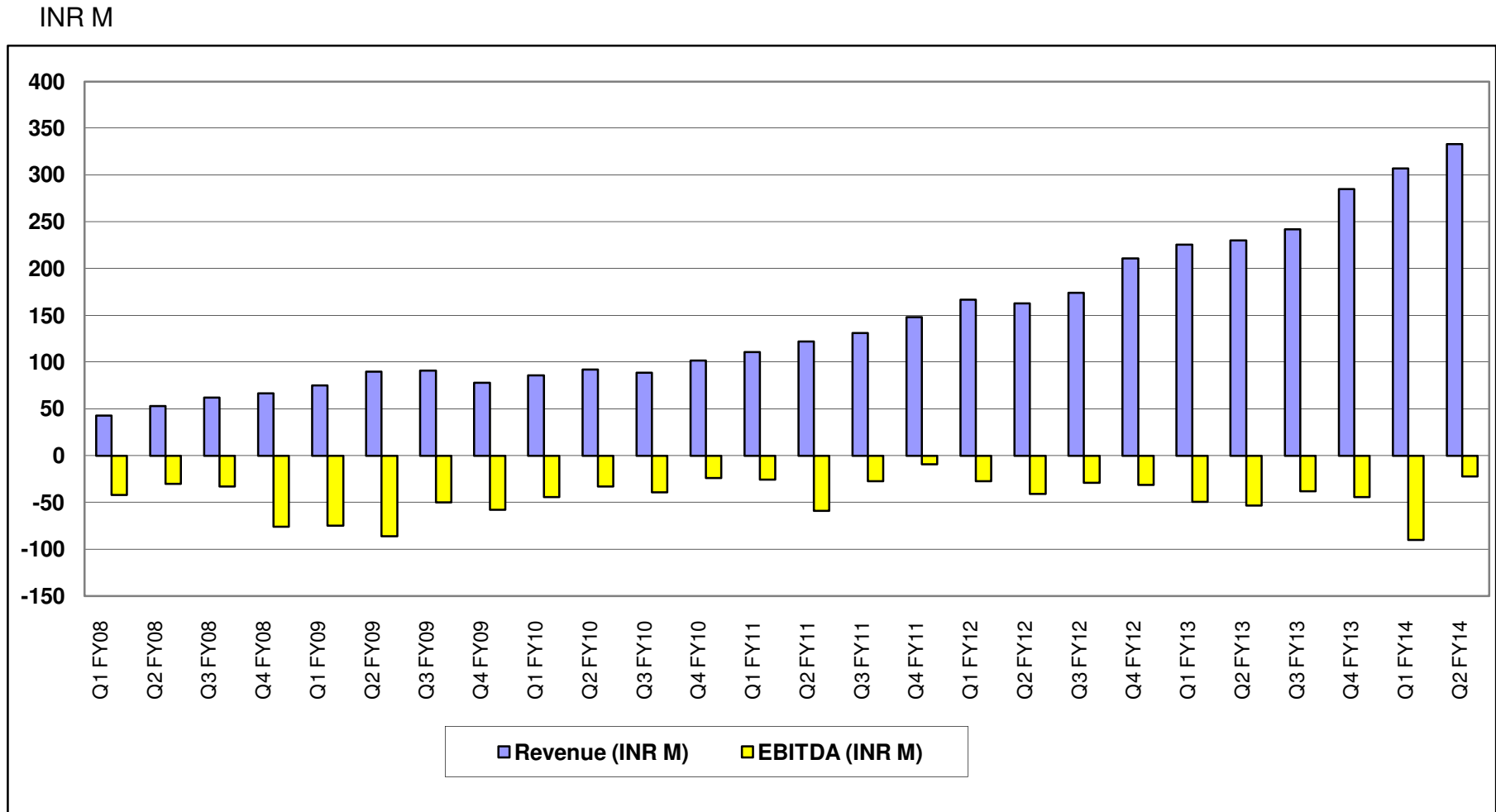
- Growth in recruitment revenue for last 12 quarters.
 - Slowdown in GDP in FY13 has impacted recruitment growth rate

- Revenues & margins which were impacted by economic slowdown in FY 09 were back on growth track from FY 10

- However, have declined in current slowdown

- Investments in product, technology and brand to continue

Improving financial performance of Non Recruitment businesses



Losses had decreased in Q2 FY 14 vs Q1 FY14 mainly on account of decreased advertising spend

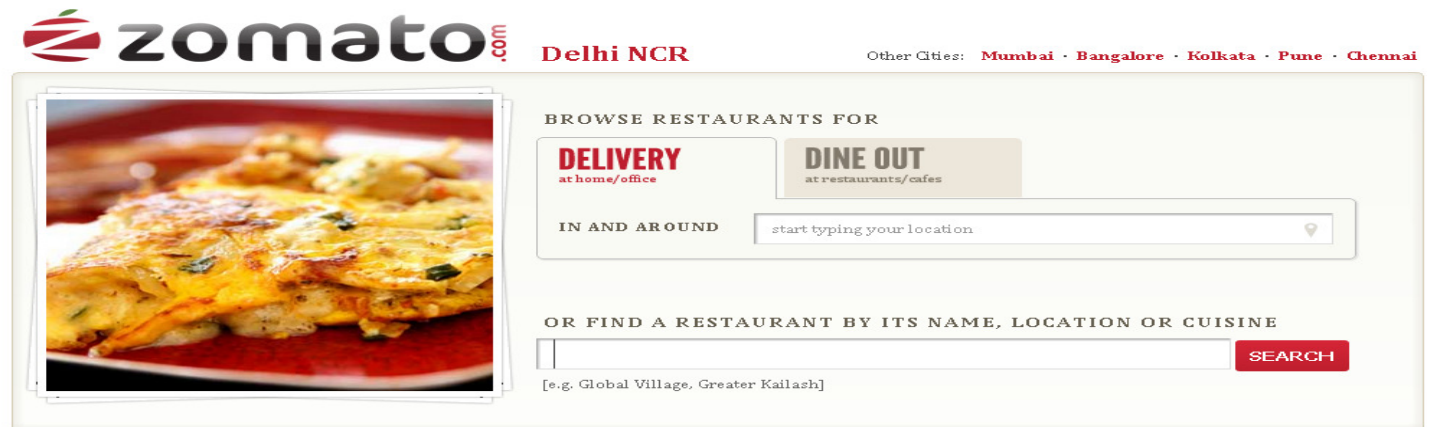
Investee Companies

Investee companies – amount invested and status

Rs in million

Investee Company	Website	Total amount invested	Approx. diluted and converted shareholding %	% of the total amount invested
Active				
Zomato Media Pvt Ltd.	www.zomato.com	860	58%	30%
Applect Learning Systems Pvt Ltd.	www.meritnation.com	615	54%	22%
Etechaces Marketing and Consulting Pvt Ltd.	www.policbazaar.com	325	32%	11%
Kinobeo Software Pvt Ltd.	www.mydala.com	270	47%	9%
Canvera Digital Technologies Pvt Ltd.	www.canvera.com	375	25%	13%
Happily Unmarried Marketing Pvt Ltd.	www.happilyunmarried.com	50	25%	2%
Sub Total		2495		88%
Written off/ provisioned for/ exited				
Studyplaces, Inc.	www.studyplaces.com	45	13%	2%
Ninety Nine Labels Pvt Ltd.	www.99labels.com	285	47%	10%
Nogle Technologies Pvt Ltd.	www.floost.com	26	31%	1%
Sub Total		356		12%
Total		2851		100%

Zomato.com



Zomato

NEWLY ADDED RESTAURANTS

Viva Hyderabad, Hauz 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
 - Restaurant menu's, ratings and reviews
 - Coverage of over 12 cities including Delhi, Mumbai, Bangalore, Pune, Hyderabad
 - Launched in UAE, Sri Lanka, UK, Qatar, Philippines, South Africa and adding more
 - Revenues from advertising and lead sales
 - Events (ticketing)

- Experienced team

- Large addressable market

- Invested ~INR 860 mn for ~ 58% stake

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- Direct to consumer freemium model
- Provides free solutions mainly for mathematics and science for standard 6 to 12 of popular national curriculum's viz. CBSE and ICSE.
- Some State Board's curriculum added.
- Paid product for online assessment and teaching solutions
- Test prep product launched for engineering and medical entrance examinations

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

- Large addressable market.

- Invested INR 615 mn for a ~54% stake

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Loans
Instant loans Personal, LAP, Home

Health Insurance
Some one pays your hospital cost

Term Life
Your family needs this

Investment Plans
Tax savings cover for life

Utilities
Broadband, Mobile DTH

PRODUCT OF THE MONTH
Anmol Jeevan
Get the best term plan
LIC

SPECIAL OFFERS
Presenting Aviva LifeShield Advantage
Protect your Family
Get back your premiums
Additional protection against Permanent Total Disability* or 18 Critical Illness*

Advertisement
iTerm
Get insured for ₹1 Crore in less than ₹8000/- * p.a.
ECON RELIGARE
3 of our plans have received a 5 star rating from Economic Times Wealth.

Advertisement
HDFC STANDARD LIFE
Sar Utha Ke Jiyo
Click here to Know more
HDFC Standard Life Insurance company Limited. Conditions apply. MC/05/2010/1190

Etechaces

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

- Experienced team
- Large market with annuity income
- Invested INR 325 mm for a ~32% stake
- Intel Capital and Inventus co-investor's

Mydala.com

mydala Daily Deals for **Mumbai**
We Bargain. You Gain.

today's deal | **new** travel deals | pan india deals | **f** Login | log in | sign up / redeem

share this deal [social icons] | **invite friends and earn money**

Pay Rs 175 for Unlimited rides & games at Orama Krazy Kingdom or Orama Carnival Street. It's time for a Krazy Carnival!!

buy now ₹ 175/-

Value	Discount	Savings
	71%	

34 bought

Deal is Live!
Deal went Live with 5 bought

time left to buy **46 : 29 : 58**

Rate this Deal

All India Deal [icons]
Pay Rs 7999 for a Black Elemente Android 701 Tablet with 1 yr warranty worth Rs 12999.

BLACK elemente 701 TABLET

7" Multi Touch
Android 2.1
WiFi Enabled
3G Support
8GB Memory
USB Slot
Expandable upto 32GB

today's side deals

Pay Rs 229 & get any laptop skin of your choice only from Topskin. Now protect your laptop from scratches &

Mydala

- Website operational

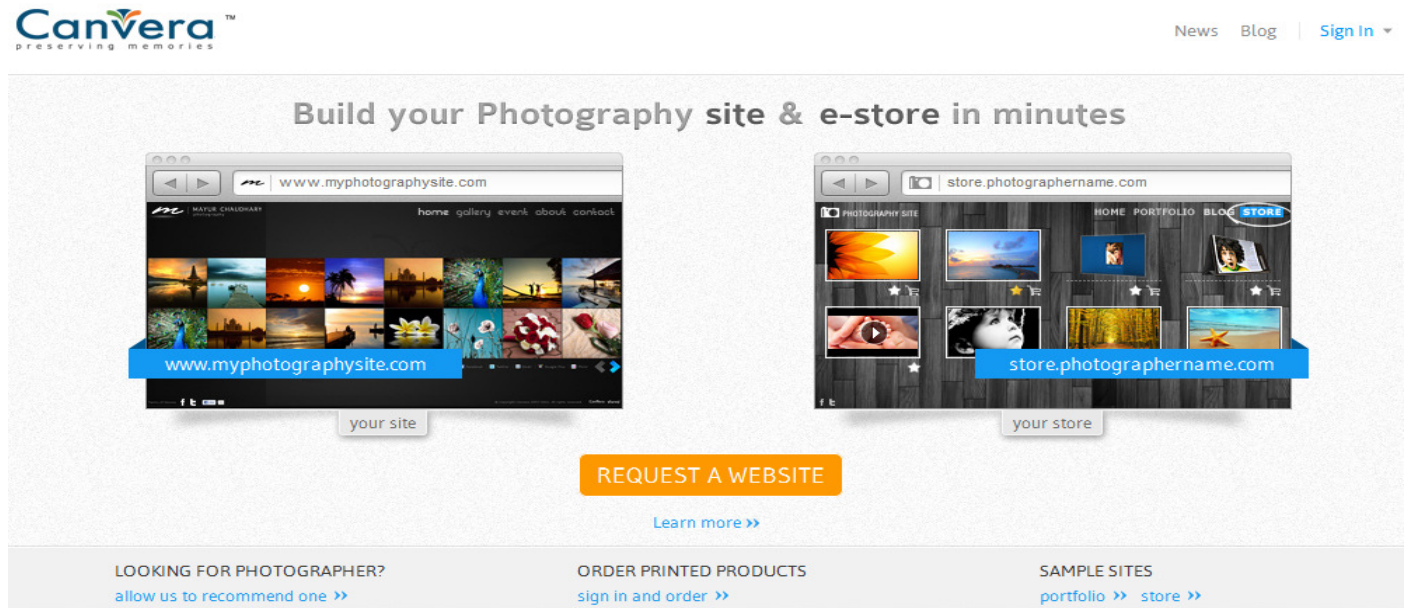
- A site offering discount offers/ deals/ do-it-yourself platform for merchants
- Revenues from commissions from merchants
- Revenues from mobile

- Experienced team

- Large addressable market

- Invested INR 270 mn for ~47% stake

Canvera.com



Canvera

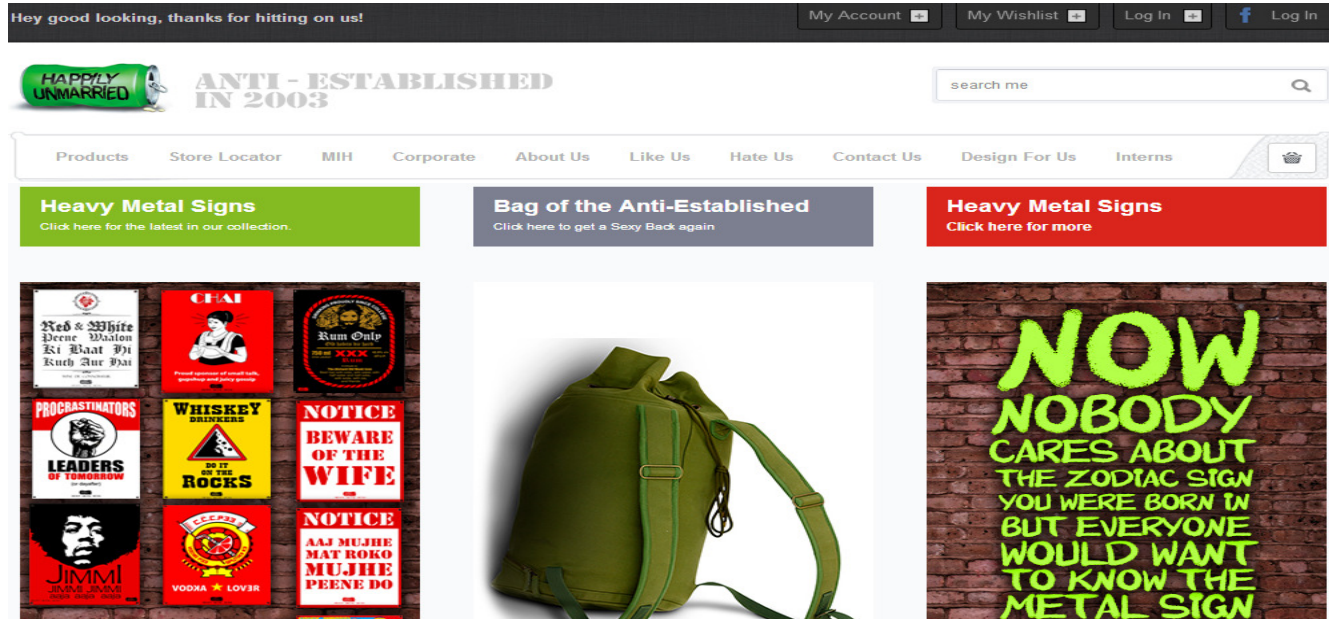
- Website operational since 2008
 - Solutions for professional photographers
 - Ready to use website, software and workflow for managing photographs, designing and printing quality photo books/ albums
 - Revenues from sale of printed photo books /albums

- Experienced team
- Expertise in digital imaging/ printing

- Large addressable market

- Invested INR 375 mn for ~25% stake
- May additionally purchase some secondary

Happilyunmarried.com



Happily
unmarried

- Website operational
 - Revenue from design and sale of fun quirky creative products

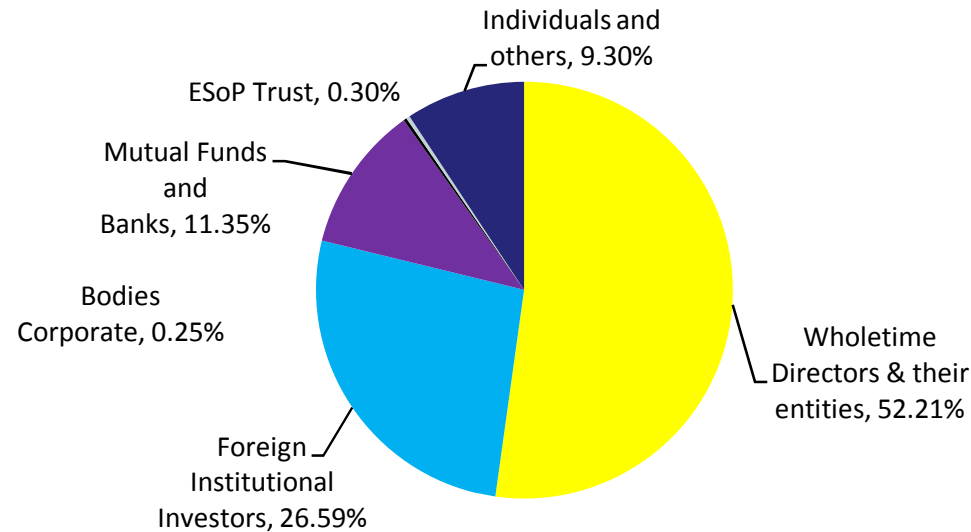
- Experienced team

- Large addressable market

- Invested INR 50 mn for ~25% stake
- May additionally purchase some secondary

Shareholding and Board

> 50% share-holding with the Founding management group and ~26% with FIIs



HDFC Mutual Fund	5.65%
Nalanda India Equity Fund	3.53%
Equinox	2.99%
Small Cap World Fund Inc (Capital Group)	2.89%
Reliance Mutual Fund	2.82%
Matthews	2.68%
First State	2.60%
T Rowe Price	2.10%
SBI Mutual Fund	1.81%
FID Funds	1.73%
Acacia	1.46%
Ward Ferry Management	1.33%
DSP Blackrock Mutual Fund	1.13%

Founders committed to growing the company

Board of Directors

Whole time

Sanjeev Bikhchandani (50)

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

Hitesh Oberoi (41)

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

Ambarish Raghuvanshi (52)

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

Non Executive

Kapil Kapoor (49)

Chairman & Non Executive
Director

B.A.Econ, PGDM IIM-A

Previously COO (Global
Business Development),
Timex Group

Independent

Saurabh Srivastava (67)

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

Arun Duggal (66)

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

Ashish Gupta (46)

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

Naresh Gupta (46)

Independent Director

B Tech IIT Kanpur, Ph.D,
University of Maryland

MD, Adobe India

Bala Deshpande (46)

Independent Director
MA Econ., MMS JBIMS

Sr. MD, New Enterprise
Associates (NEA)

Investor Relations Contacts

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