

Info Edge (India) Limited

India's internet classifieds company

Feb, 2017

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Data, numbers and statements made are what the company or investee company believes are a reasonable representation of the respective business(es).

All figures mentioned are for Info Edge (India) Ltd. as a standalone entity and are as of Dec 31, 2016 or for the quarter ended Dec 31, 2016, unless indicated otherwise

Q3 FY17 or Q3 FY16 - 17 means the period Oct 1, 2016 to Dec 31, 2016

FY17 or FY 16-17 or FY 2017 means the Financial Year starting April 1, 2016 and ending March 31, 2017

1 Crore = 10 Million = 100 Lakh

Our online businesses



India's no. 1 job site
Division of Info Edge



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



Job site focused on the Gulf
market



India's leading real estate site
Division of Info Edge



India's leading education listings site
Division of Info Edge

Strategic investments

zomato.com

India's leading restaurant ratings and review site

Shareholding ~46%*

meritnation.com
school made easy

India's leading education site for school children

Shareholding ~59%*

mydala.com
We Bargain. You Gain.

Deals and discounts site with a merchant platform

Shareholding ~42%*

policybazaar.com®
compare kiya kya?

India's leading financial products comparison site

Shareholding ~10%*^

Canvera™
preserving memories

India's leading site for professional photographers

Shareholding ~58%*



Designing and selling fun products

Shareholding ~48 %*

* Approximate shareholding on fully disbursed and converted basis, held directly or indirectly (through subsidiaries, associates or affiliates). The % shareholding may or may not translate into an equivalent economic interest on account of conditions in the investment/ shareholders agreements.
^ being Info Edge's proportionate share of economic interest. Info Edge's 50.01% subsidiary, Makesense holds nearly 20% of Policybazaar in association with Temasek. Temasek had infused a total of Rs 134 Crore for its 49.99% stake in Oct, 2015

Strategic investments contd.



STAY HOME, BEAUTIFUL!

On demand, at home, beauty related services

Shareholding ~39%*



SAAS based solutions for tour and activity operators

Shareholding ~26%*



Technology enabled employment solutions for informal sector workers

Shareholding ~29%*



Rare Media Company

Field sales force management solutions for enterprises

Shareholding ~35%*



Cross platform sharable collaborative phonebook app

Shareholding ~15%*

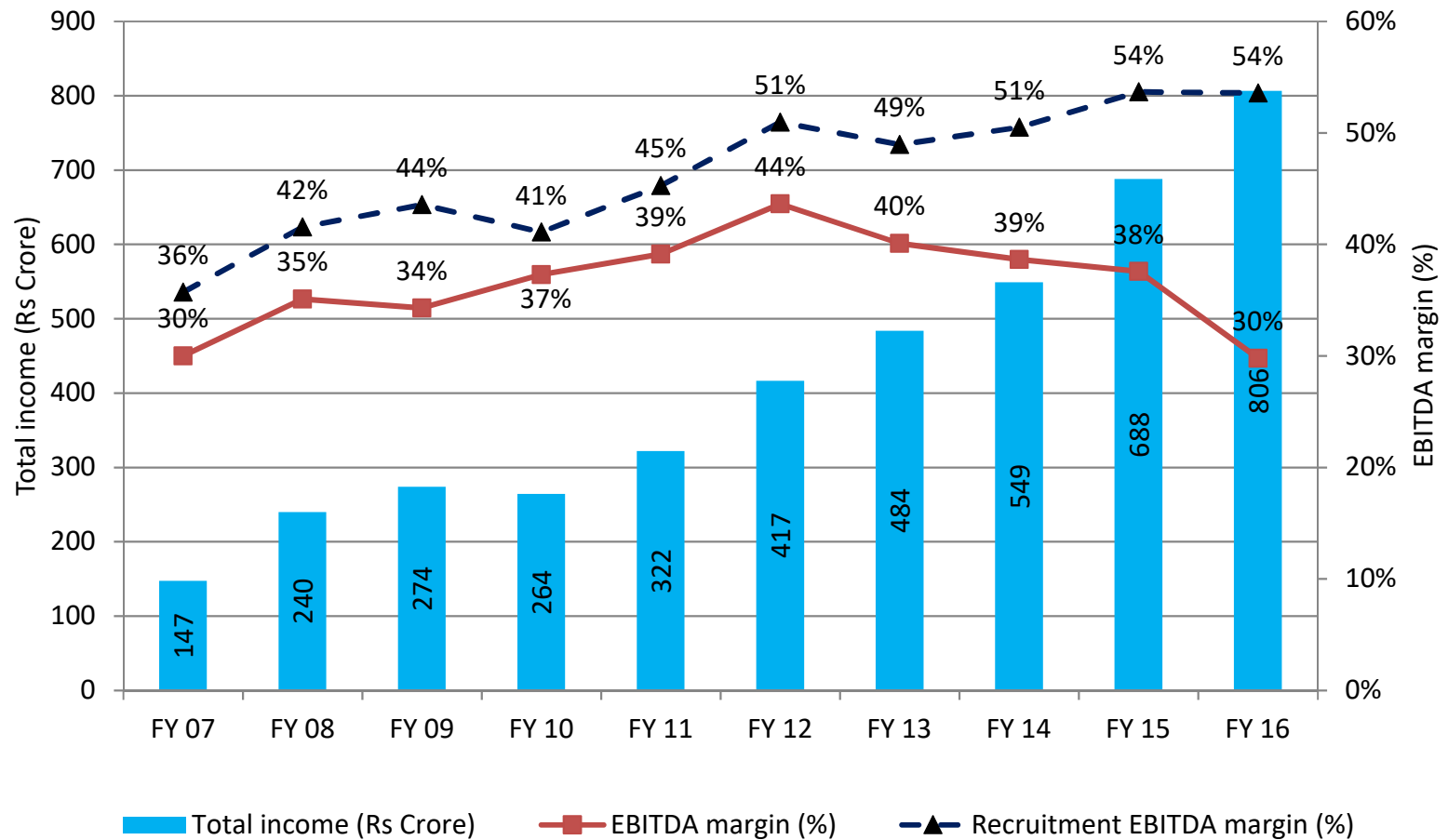
* Approximate shareholding on fully disbursed and converted basis, held directly or indirectly (through subsidiaries, associates or affiliates).

Our brands are market leaders

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

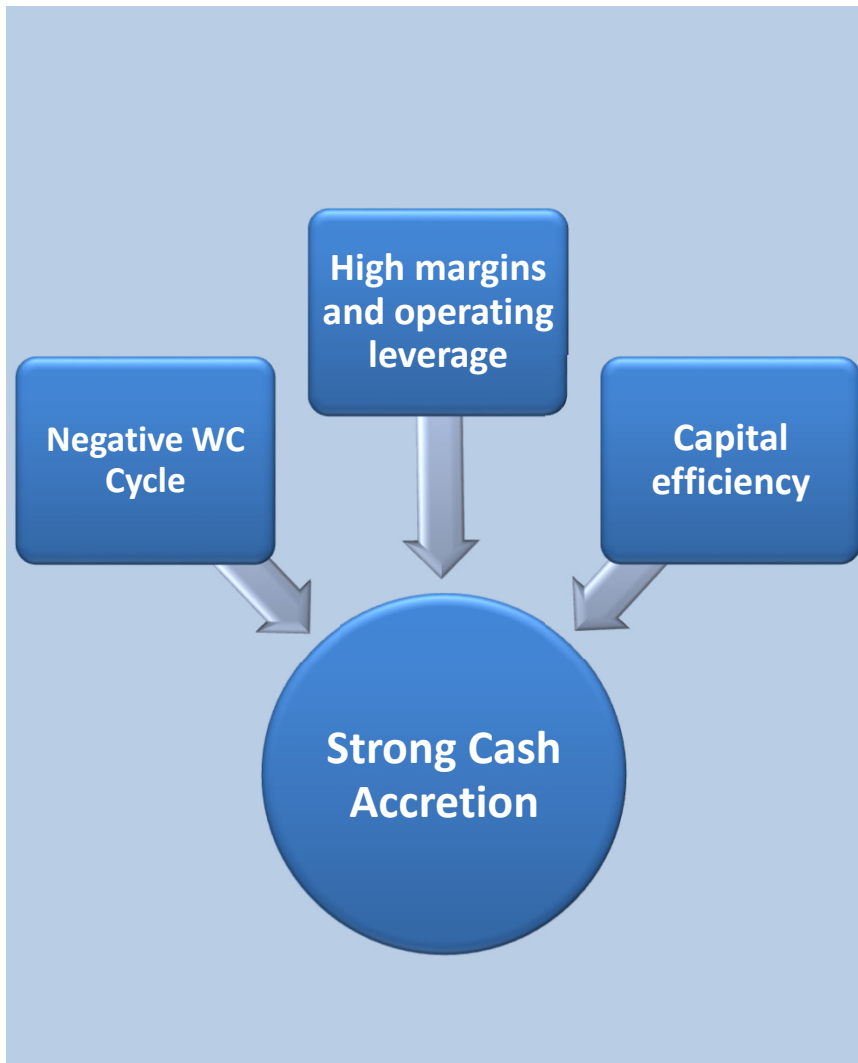
Strong financial performance track record

Total Income and EBITDA margin for the standalone entity, 2007 – 2016

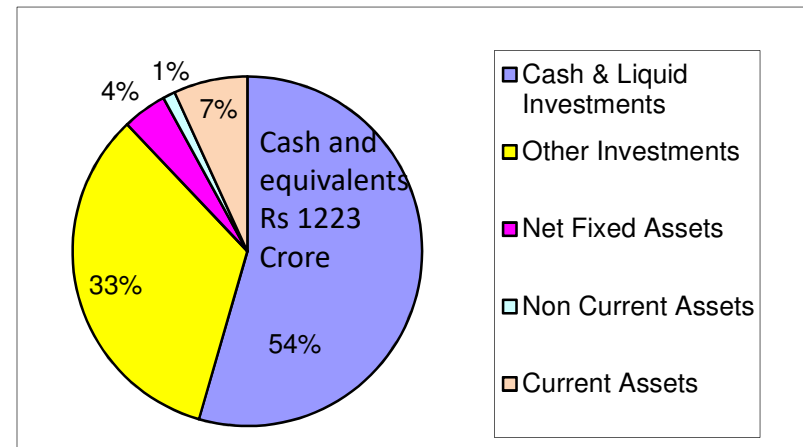


Margins declined during FY 14 -16 mainly on account of increased investments in 99acres

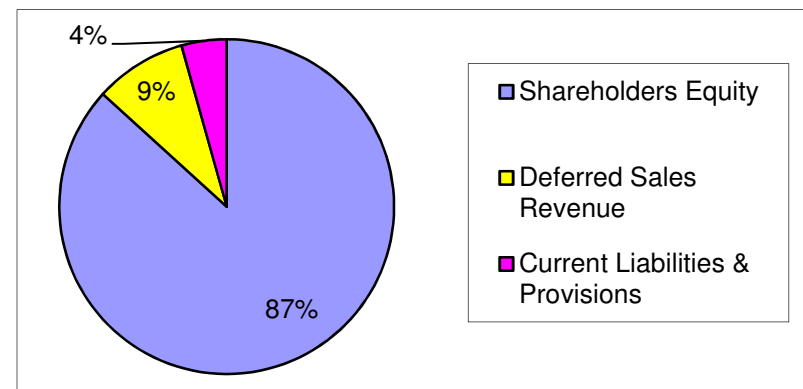
Capital efficiency, high EBITDA margins and negative working capital have led to a strong balance sheet



Assets



Liabilities



As of Dec 31, 2016

Corporate governance

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

Board of Directors

Whole time

Sanjeev Bikhchandani (53)

Founder and Executive Vice
Chairman

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

Previously with GlaxoSmithKline

Hitesh Oberoi (44)

Managing Director and CEO

B.Tech IIT Delhi,
PGDM IIM-B

Previously with HLL (Unilever)

Chintan Thakkar (50)

Director and CFO

Chartered Accountant
Previously with Computer
Associates, India

Non Executive

Kapil Kapoor (52)

Chairman & Non Executive
Director

B.A.Econ, PGDM IIM-A

Previously COO (Global Business
Development), Timex Group

Independent

Saurabh Srivastava (70)

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

Arun Duggal (70)

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

Bala Deshpande (50)

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

Naresh Gupta (50)

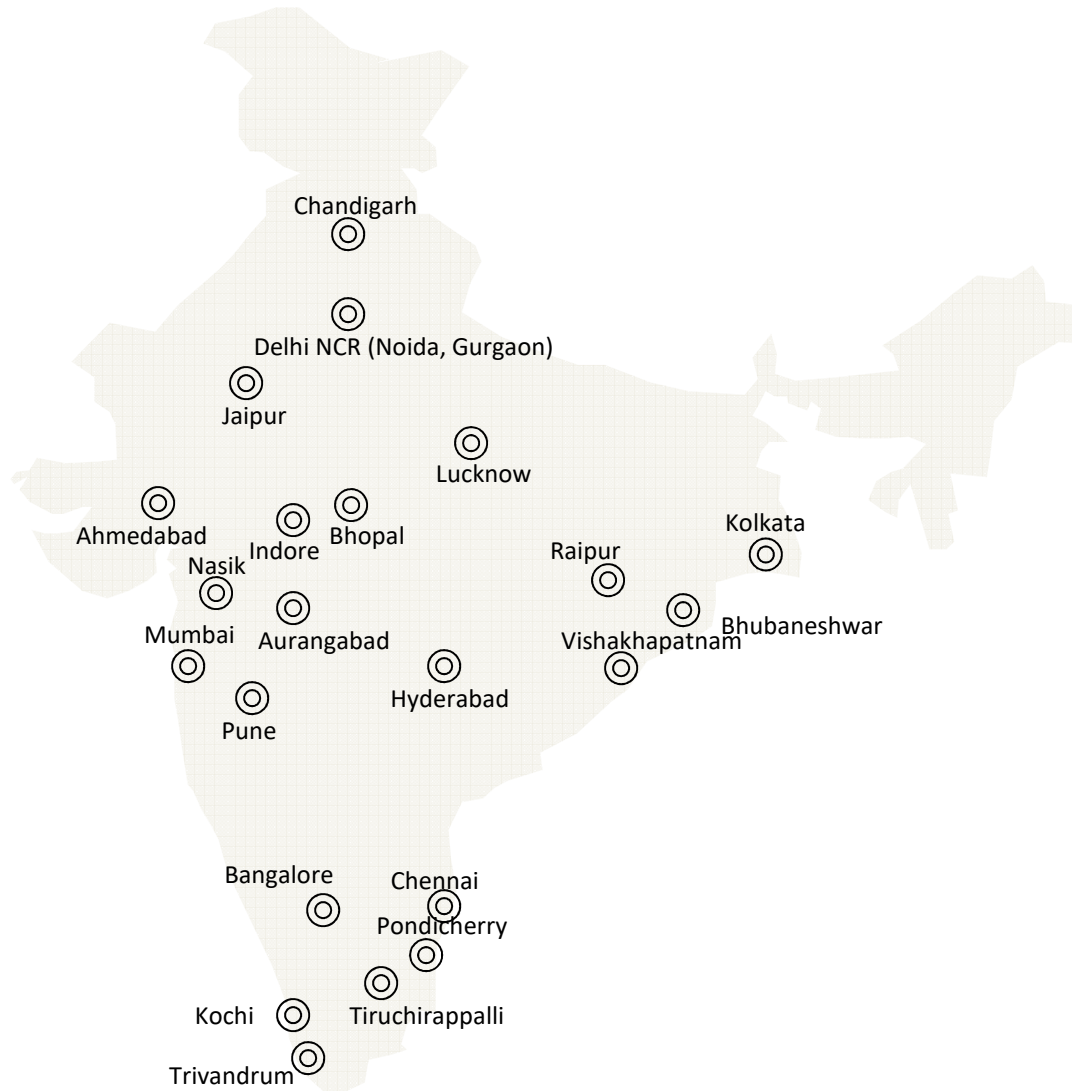
Independent Director
B Tech IIT Kanpur, Ph.D, University
of Maryland
Previously MD, Adobe India

Sharad Malik (53)

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

Nationwide sales/customer interface infrastructure

Info Edge sales offices illustrative map

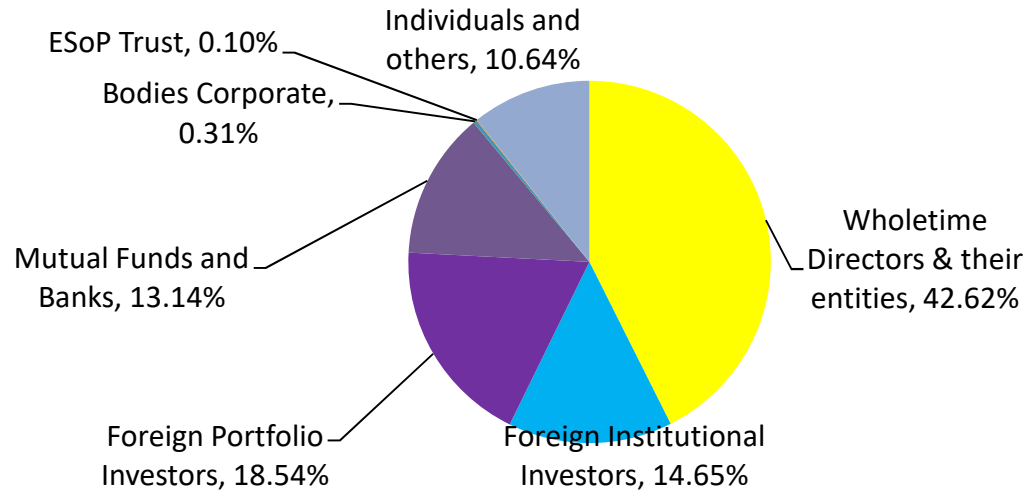


Key Observations

- Nation wide coverage through 71 company branch offices in 44 cities in India
- ~ 2823 sales/ servicing/ client facing staff or 70% of the company's* workforce of ~4063
- Only “dot com” player with this kind of sales organization

* Including allcheckdeals, a wholly owned subsidiary

~43% shareholding is with the Founding management group and ~33% with FIIs/ FPIs (as of Dec 31, 2016)



HDFC Mutual Fund	3.61%
Amansa Holdings	3.38%
WF Asian	3.25%
Nalanda India Equity Fund	3.18%
Matthews	3.11%
Aranda Investments (Mauritius) Ltd.	2.70%
Acacia Partners	2.48%
Axis Mutual Fund	2.14%
ICICI Prudential Mutual Fund	1.84%
Goldman Sachs EM Funds	1.75%
Vanguard	1.32%
SBI Mutual Fund	1.27%
Capital Group	1.12%
Reliance Mutual Fund	1.09%
FIL Investment (Mauritius) Ltd.	0.90%

Total number of issued and paid up shares of Rs 10 each are 12.11 Crore (post 1:1 bonus in Sept, 2010, 1:1 bonus in Jun, 2012 and dilution (QIP) in Sept, 2014)

Naukri

All Jobs

IIT/IIM Jobs

Govt. Jobs

International Jobs

Skills, Designations, Companies

Location

Experience ▾

Salary ▾

Search

Advanced Search

Register with us

-OR-

Upload your CV

Max 300kb, doc, docx, rtf, pdf

We will create your profile

Browse Jobs

All Jobs

Jobs by Company

Jobs by Category

Jobs by Location

Jobs by Designation

Jobs by Skill



Get best matched jobs on your email. No registration needed

Create a Job Alert

Top Employers



Best Places to Work

All Sectors

Information Technology

Manufacturing

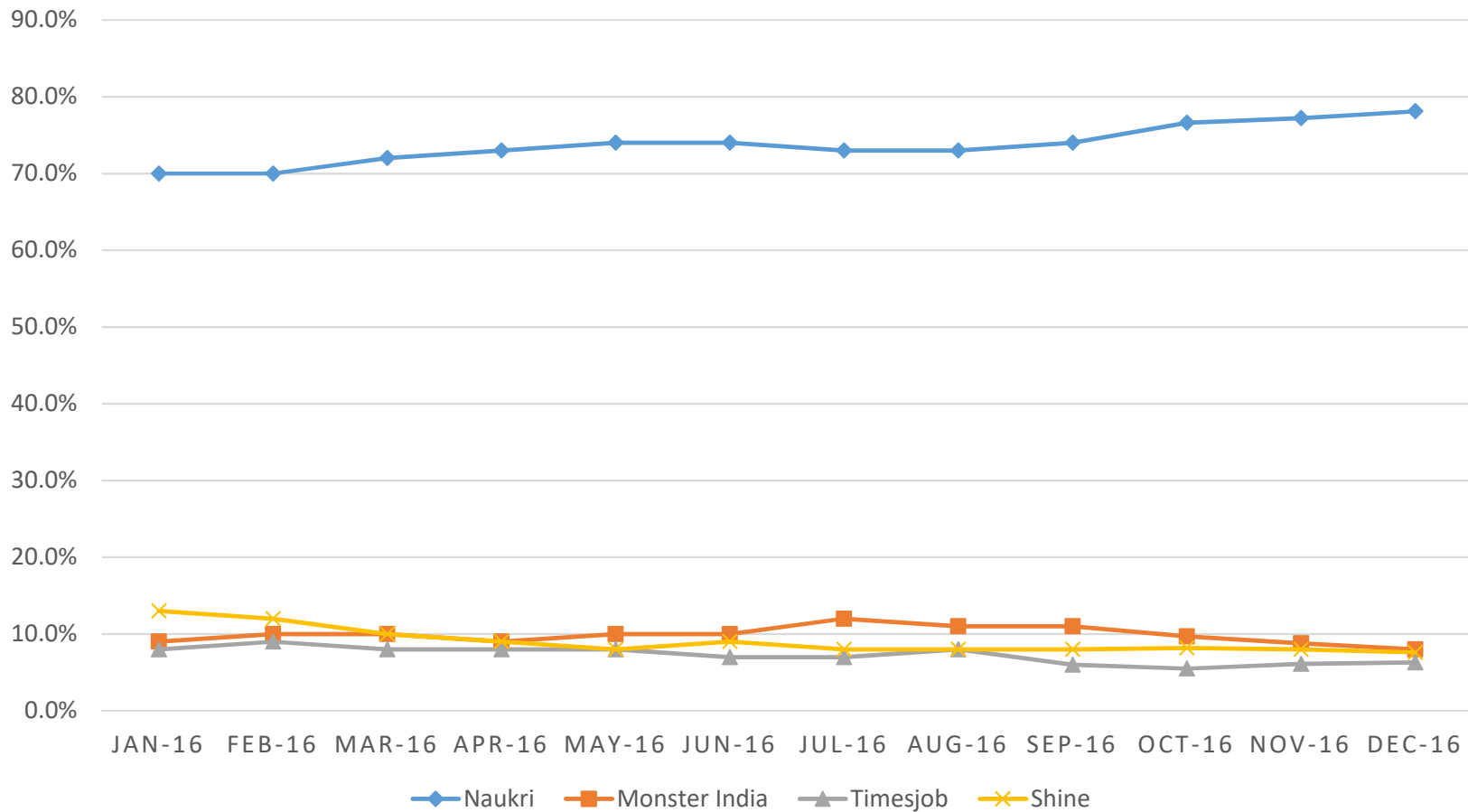
Services

Naukri is the dominant leader in the online job market

- During or end of, Q3 FY 16-17
 - ~77% traffic share (Source : SimilarWeb)
 - 310,000 to 355,000 job listings (on a given day)
 - ~5 Crore resumes
 - 12,900+ avg. resumes added daily
 - 211,000+ resumes modified daily
 - 700,000 to 920,000 resume searches daily
 - 80 to 110 lakh resume contacts by recruiters daily
 - About 29,300 job seekers availed premium services
- 38,800 clients in Q3 FY 16-17 vs 33,900 in Q3 FY 15-16
- 56,900 clients in 9 months FY 16-17 vs 52,400 in 9 months FY 15-16

Naukri has dominant traffic share

Overall traffic (including mobile) based on page views



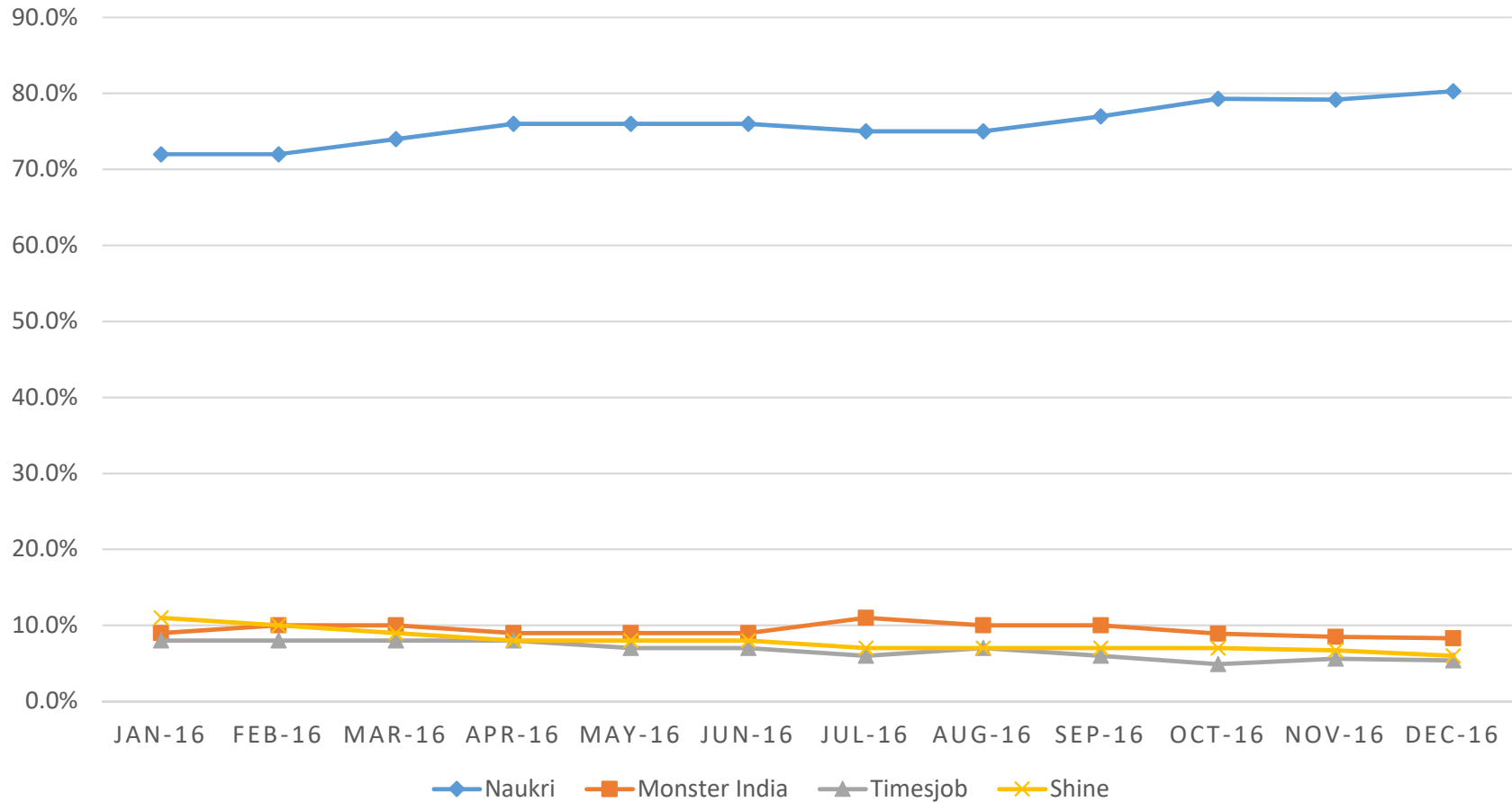
Source: SimilarWeb

Above chart excludes LinkedIn since much of the traffic may not pertain to jobs

~63% of the total sessions for Naukri, in Q3 FY 16-17, through mobile, Source : Google Analytics

Naukri has dominant traffic share

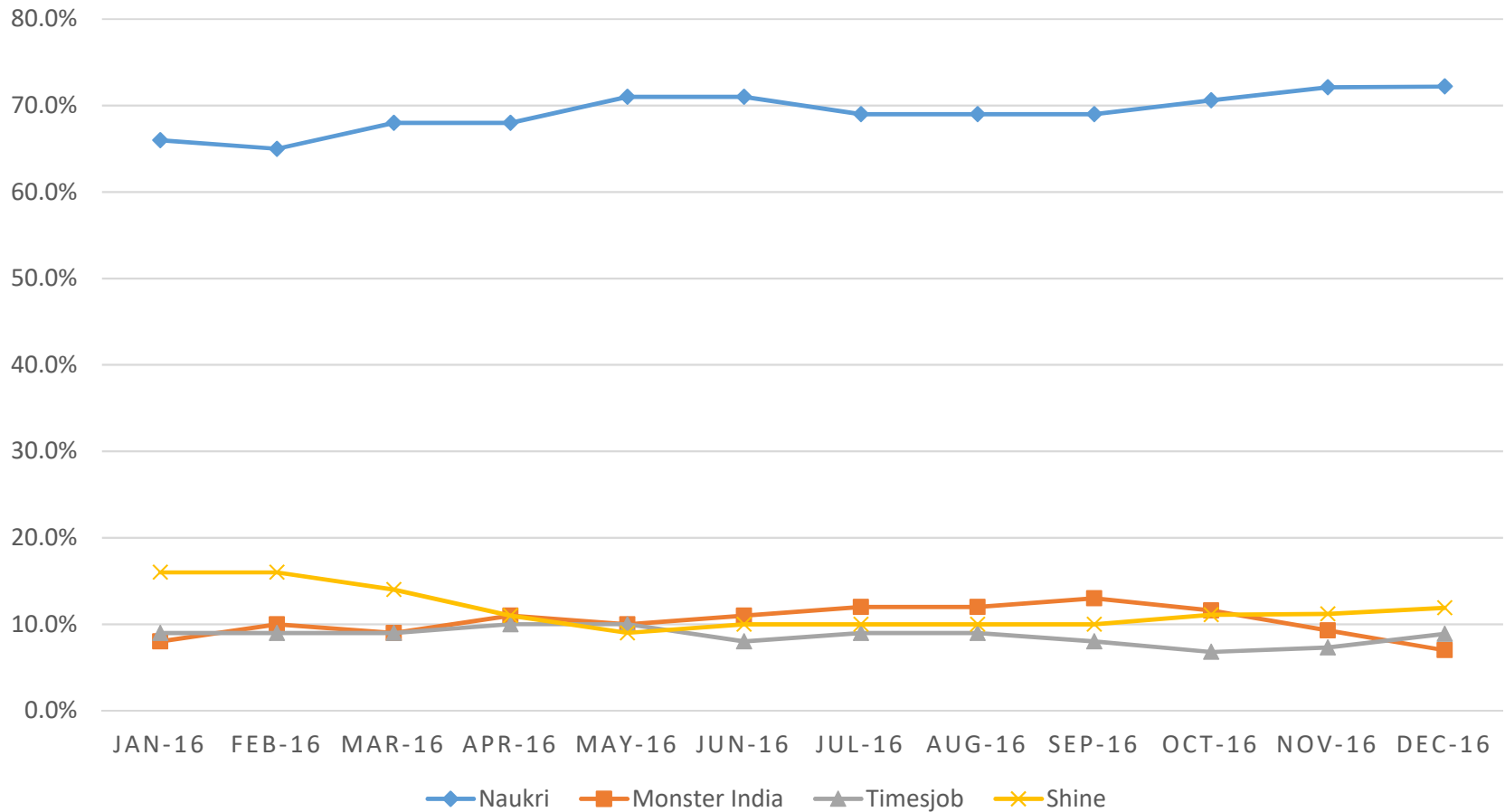
Traffic from desktops and laptops (excl. mobile) based on page views



Source: SimilarWeb

Naukri has dominant traffic share

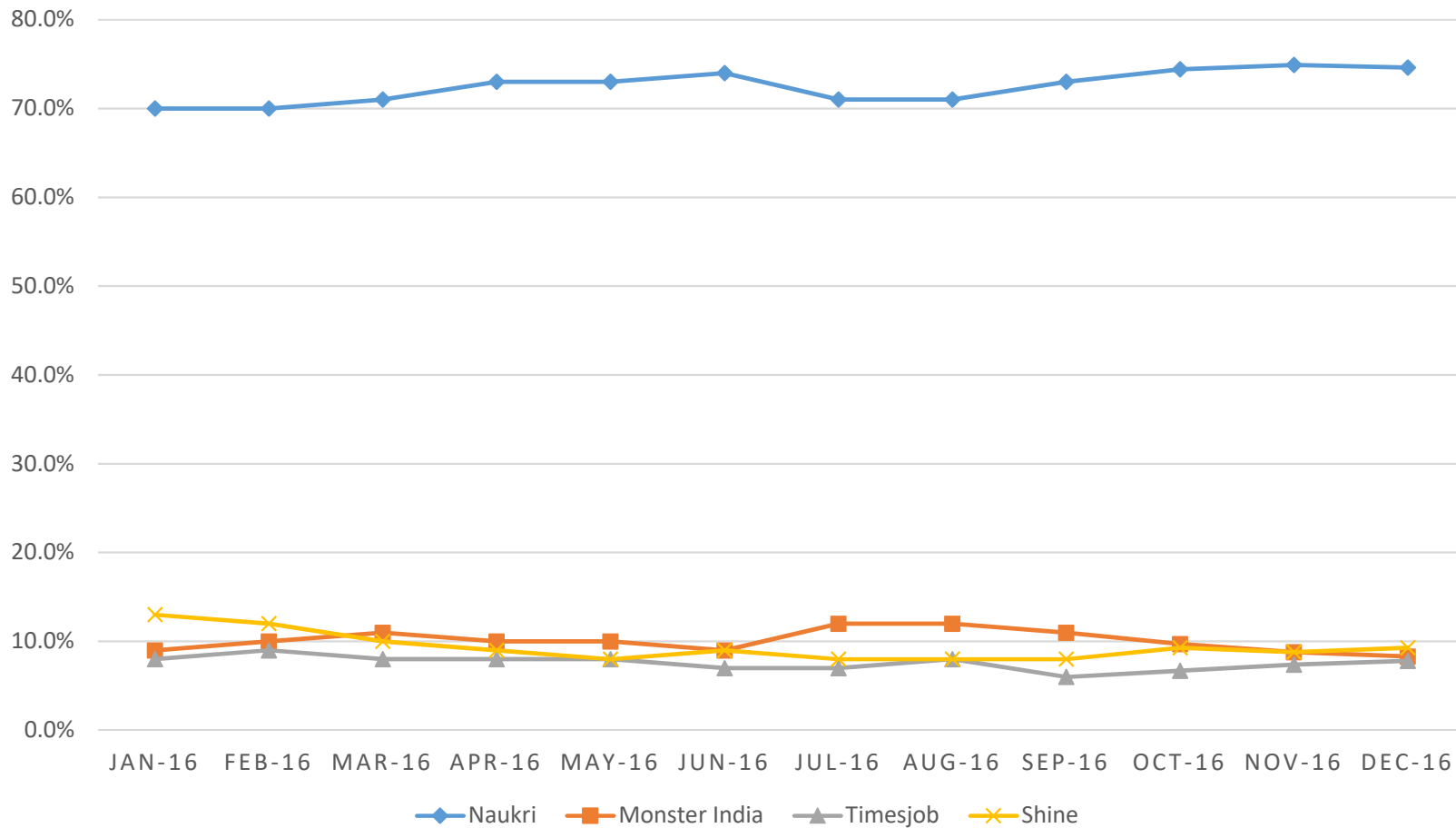
Traffic from mobile (excl. app) based on page views



Source: SimilarWeb

Naukri has dominant traffic share

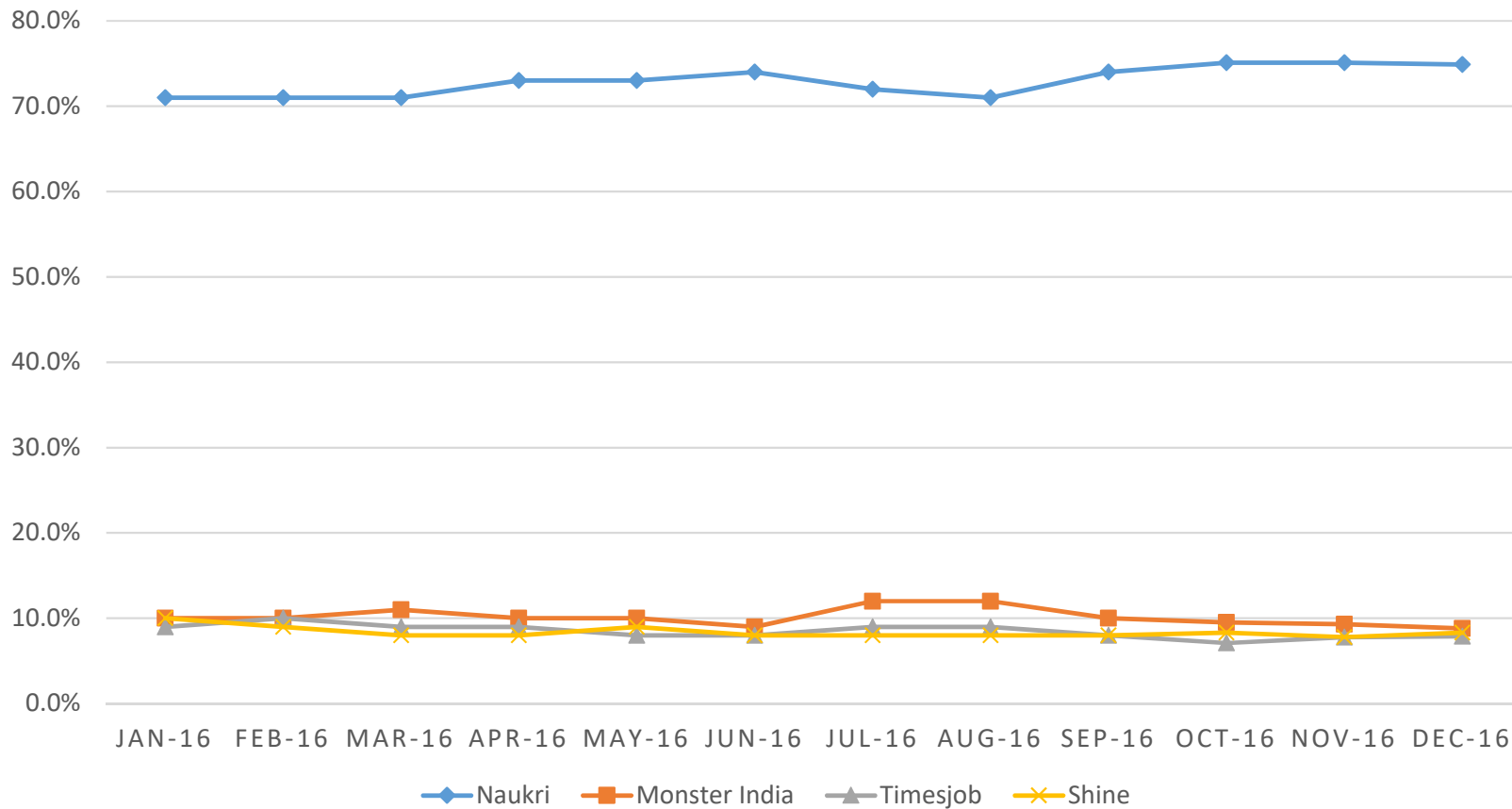
Overall traffic (including mobile) based on time spent



Source: SimilarWeb

Naukri has dominant traffic share

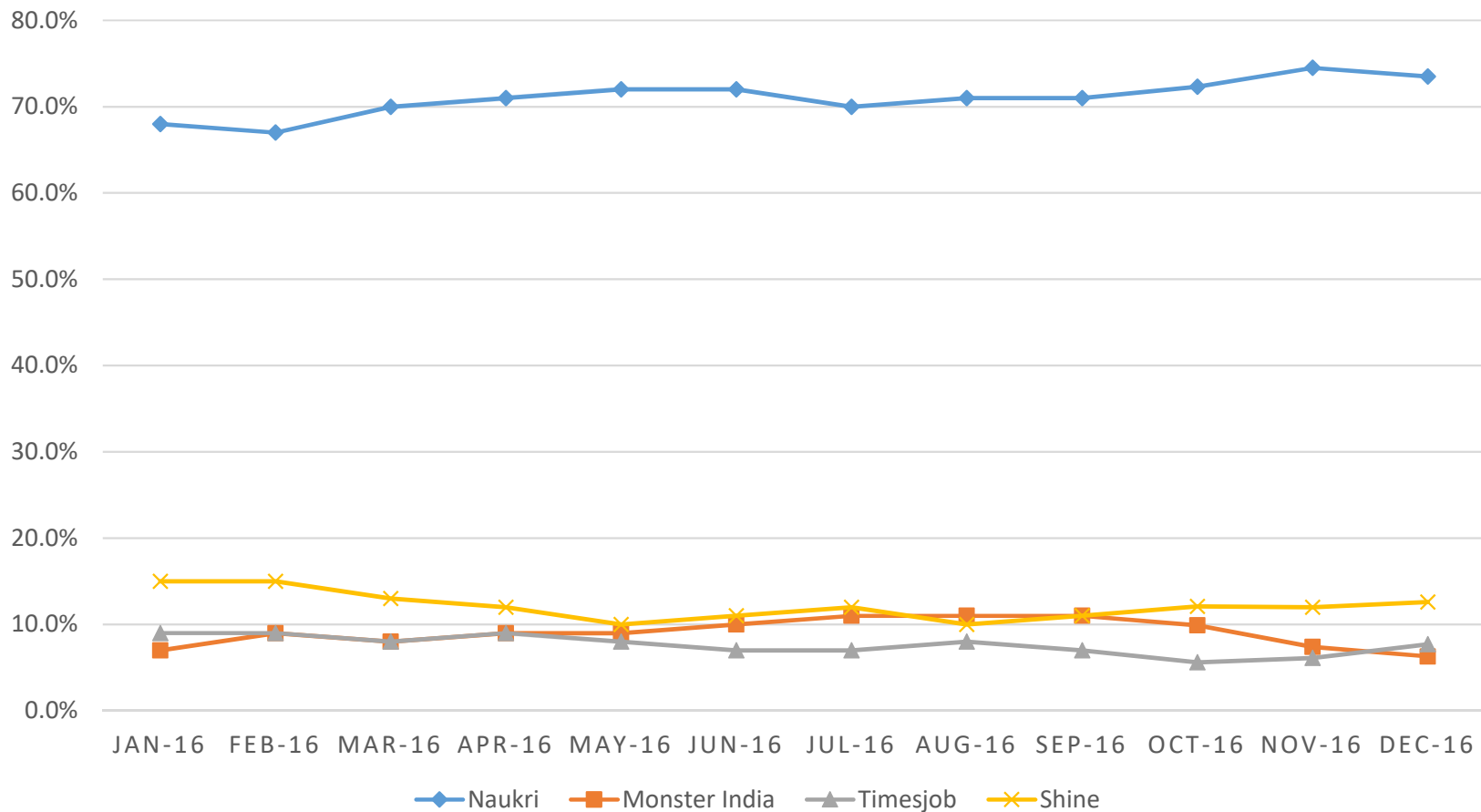
Traffic from desktops and laptops (excl. mobile) based on time spent



Source: SimilarWeb

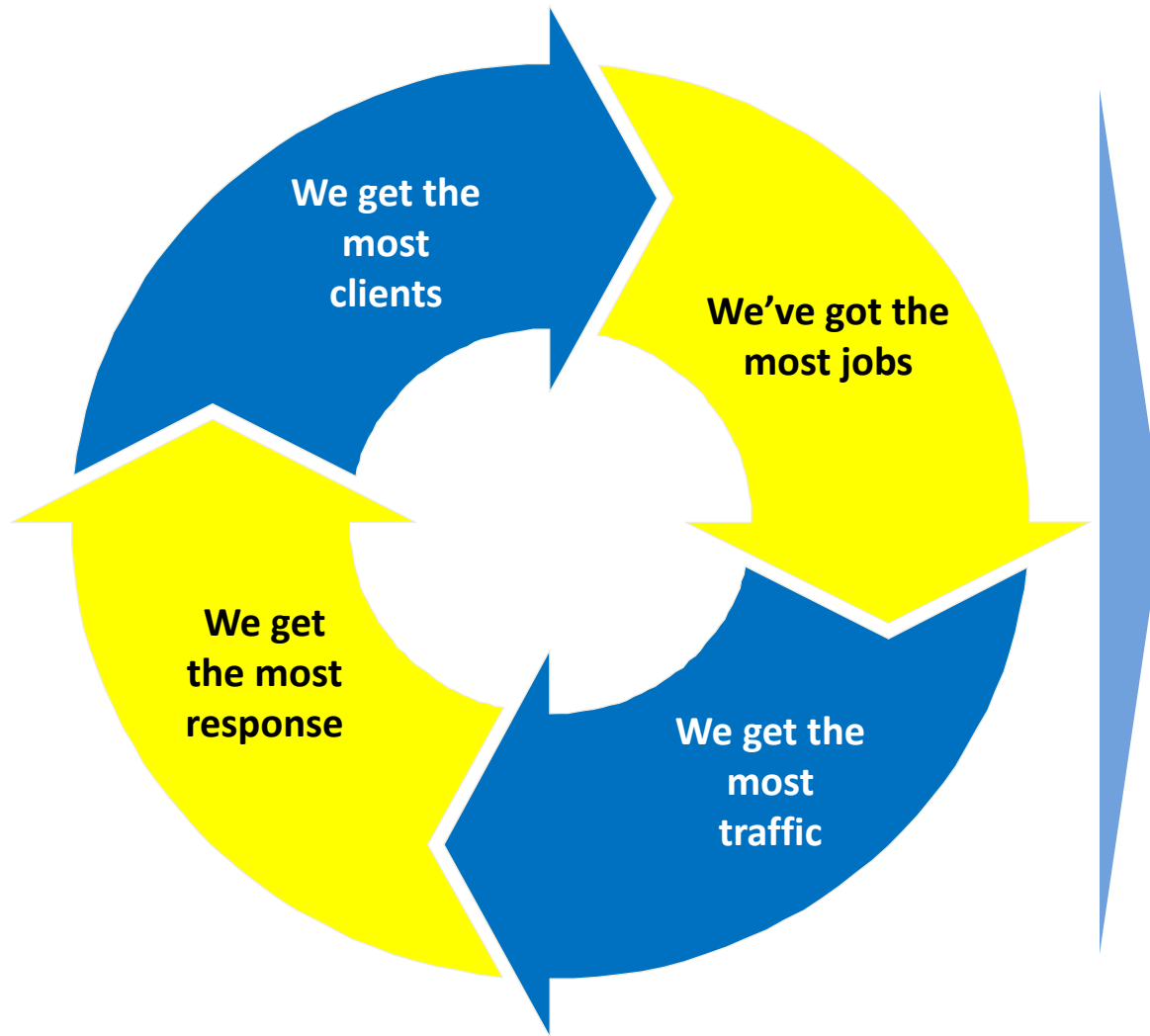
Naukri has dominant traffic share

Traffic from mobile (excl. app) based on time spent



Source: SimilarWeb

Naukri is a business of the virtuous circle



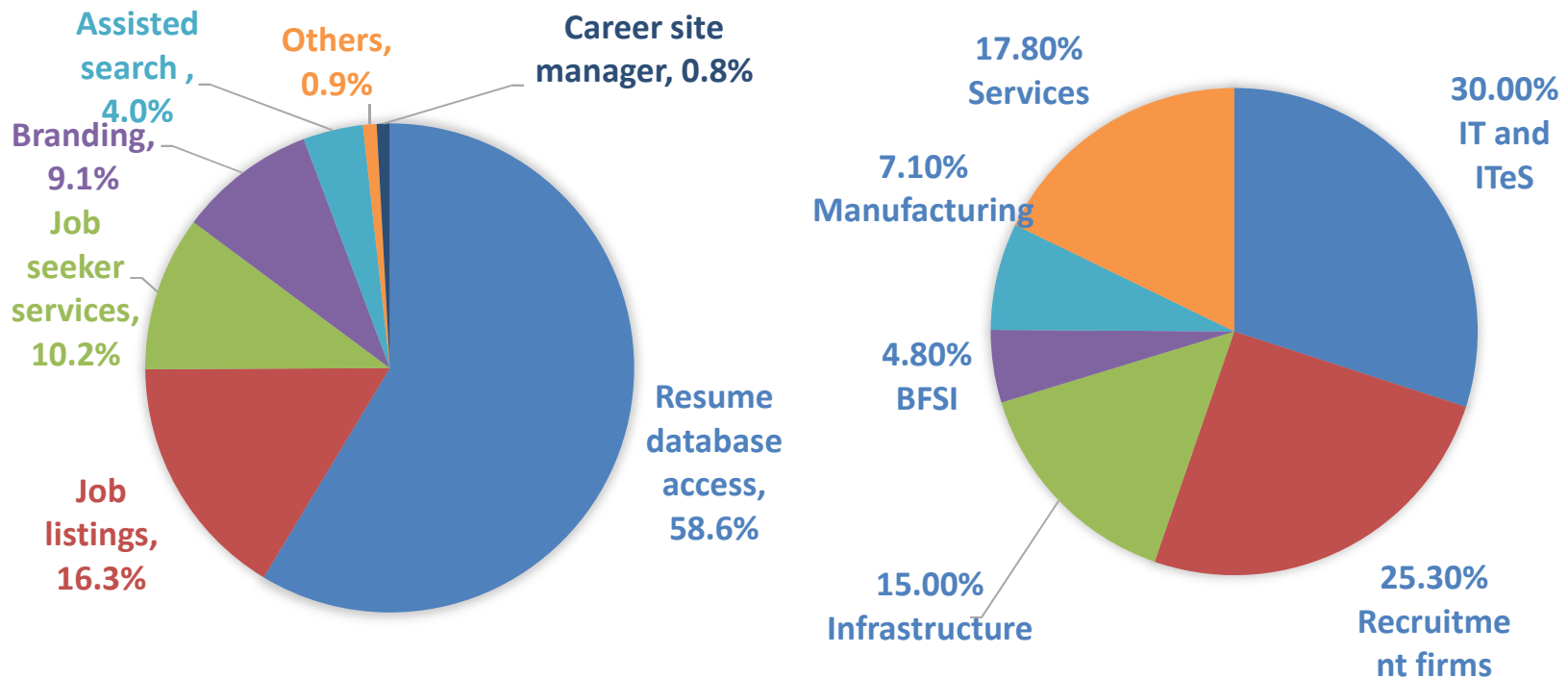
Benefits

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

Revenue sources in FY 15-16

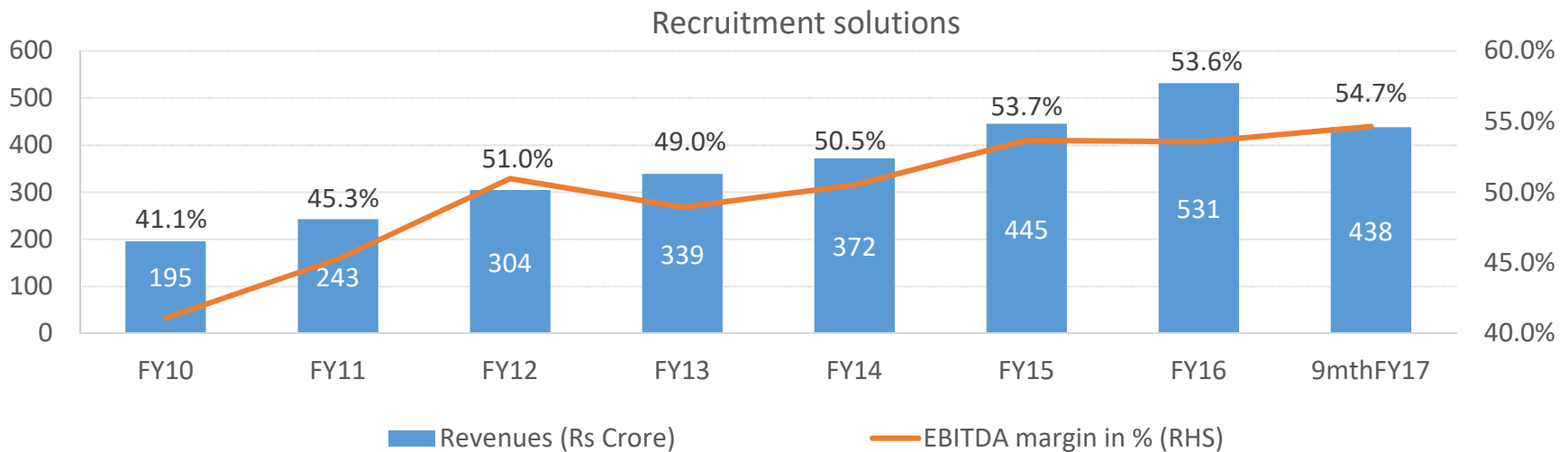
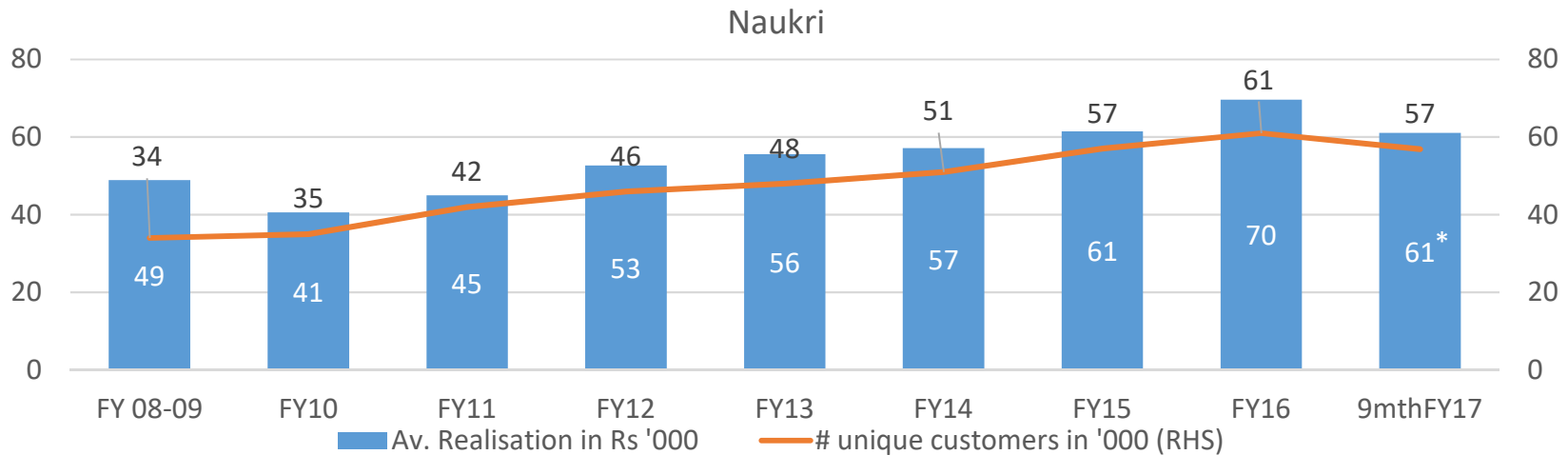
- B2B revenues about 90% (from Recruiters)
 - Resume database access
 - Job listing (response management)
 - Employer branding (visibility)
 - Career site manager
 - Others - Resume short listing and screening, campus recruitment
 - Non recruitment advertising (other than for jobs)
- B2C about 10%
 -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

Breakup of revenue by product type and industry in FY 15-16



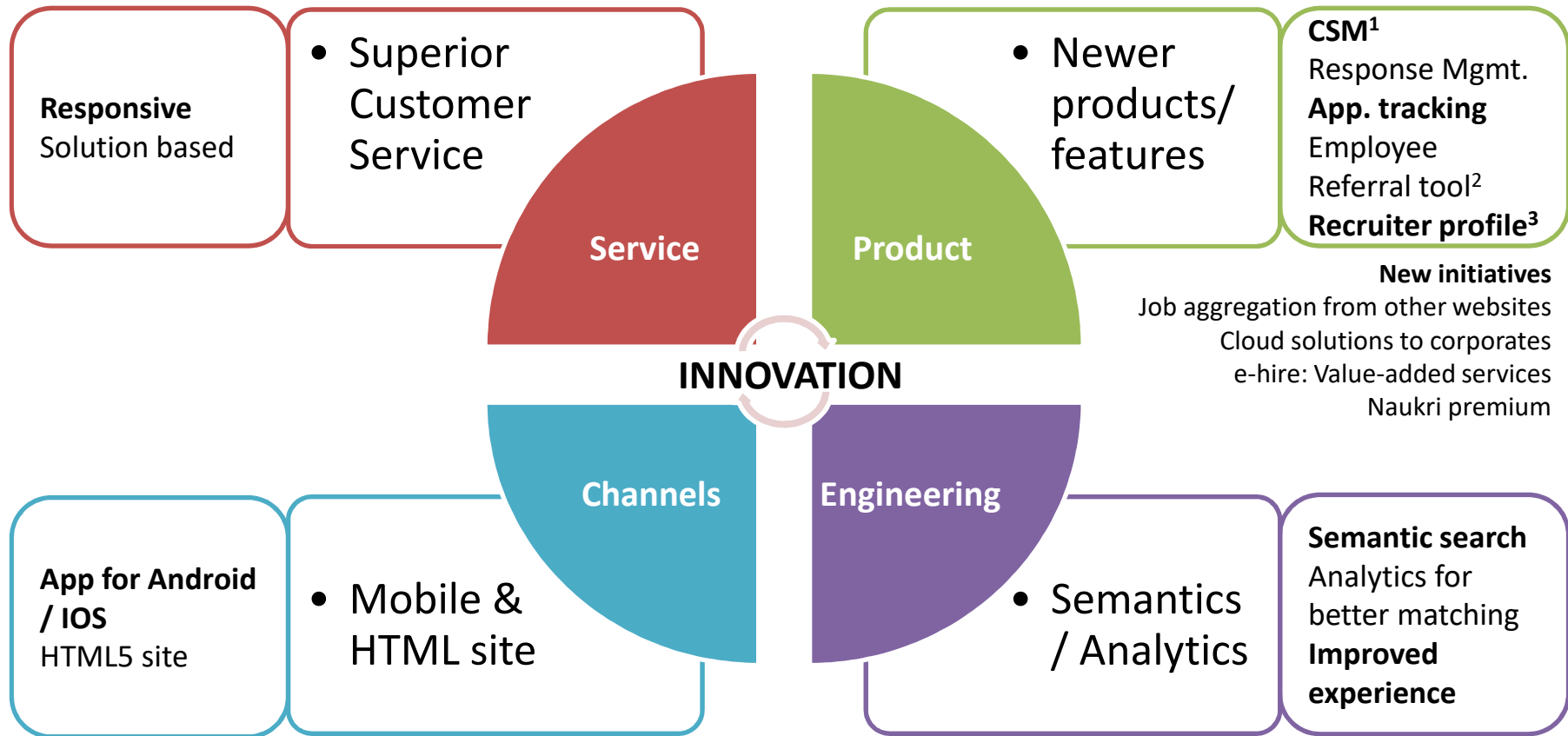
Assuming 50% of the revenue from Recruitment firms is from IT industry, then IT and ITeS is about 42%
 BFSI is banking, financial services and insurance

Robust revenue growth with increasing number of clients & healthy and improving recruitment margins



* Absolute for 9M ended December 2016

4-pronged strategy for Naukri.com



1 Career Site Manager, 1,600 clients in FY15-16

2 Employees can submit direct or social media referrals; Over 150,000 employees registered

3 Over 150,000 profiles already exist

Career site manager (CSM)

Powers a recruiters end-to-end recruitment process



Career Link on website

+ Mobile ready career site

Social Recruiting

+ Search Engine Optimization

Application Tracking System

+ Searchable CV database

Sold to over 1600 recruiters (including corporates) in FY 15-16
Additional capabilities & features added and variants being launched

Few clients of CSM



Recruiter profile

Platform for public profiles of HR professionals and recruitment consultants



Jobseekers can
'FOLLOW'
Recruiter Updates

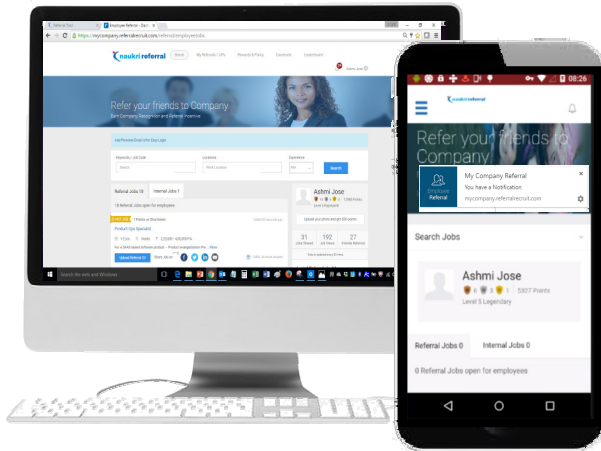
Keep jobseekers
informed of recruiter's
Active Jobs

Help Build recruiter's
personal database

Over 175,000 recruiter profiles on www.naukri.com

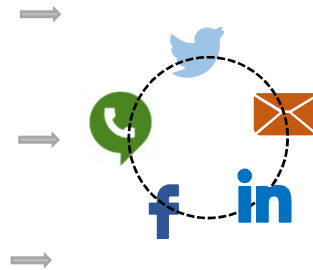
Naukri Referral Hiring Tool

End to end employee referral management and automation



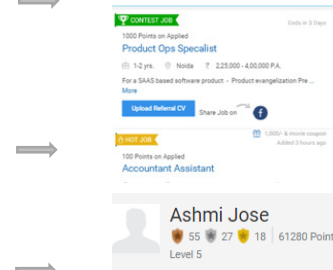
Mobile Ready Employee Referral Site

- + Referral Mobile app
- + Internal Job Postings



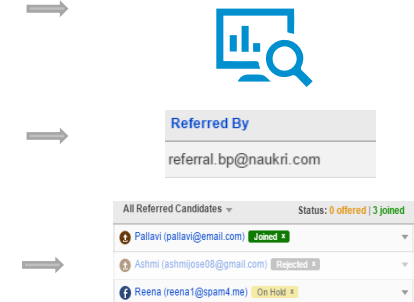
Social Media Referrals

- + Referrals from Employees' networks



Employee Engagement - Gamification

- + Real Time Notifications to Employees



Integrated Referral Tracking

- + Automated Job Postings & Payout Reporting

Sold to 350+ clients in FY 15-16
175,000+ employees registered as of Dec 31, 2016

Mobile an important source of traffic

About 63% of the sessions in Q3 FY 16-17 (vs 55% sessions in Q3 FY 15-16) from mobile

Android app

28% of total Naukri sessions

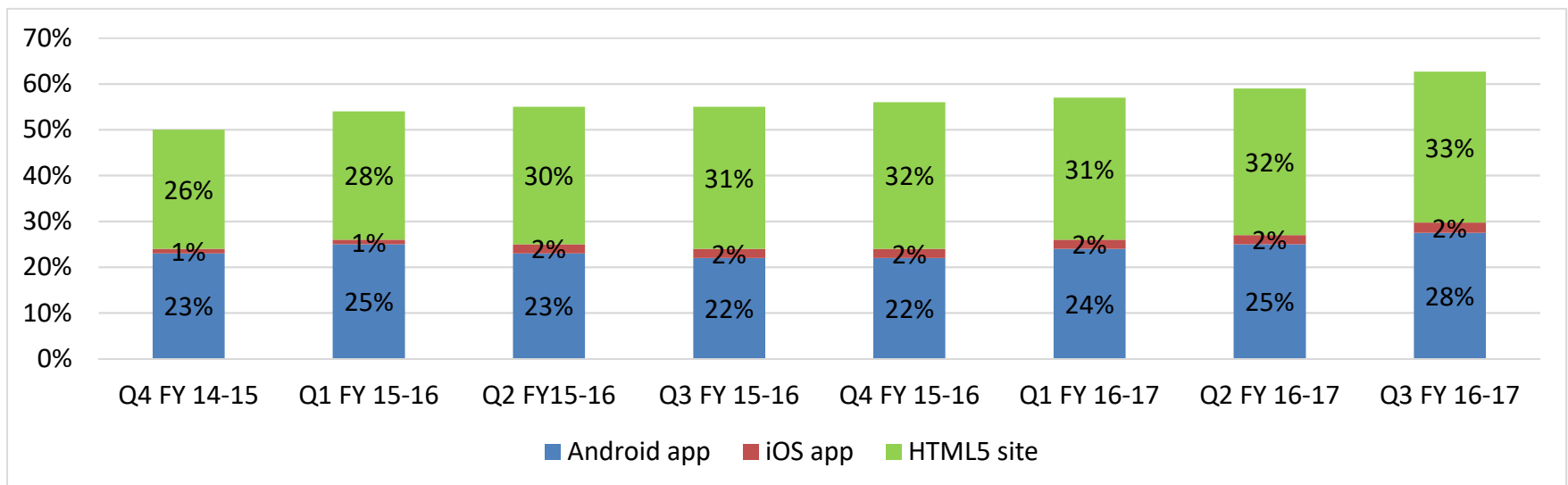
iOS app

2% of total Naukri sessions

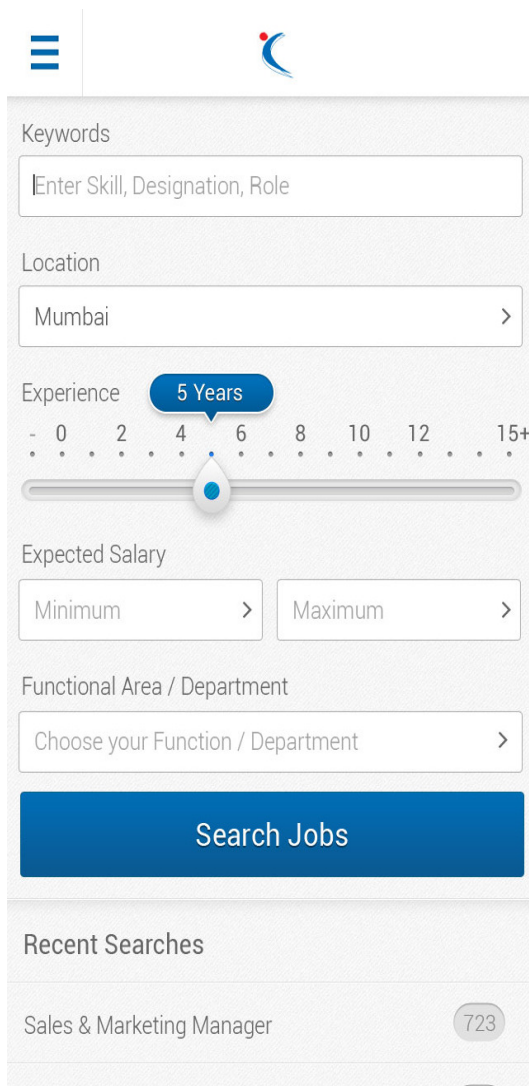
HTML5 site

33% of total Naukri sessions

Trend over eight quarters



The App and HTML5 site



Keywords
Enter Skill, Designation, Role

Location
Mumbai

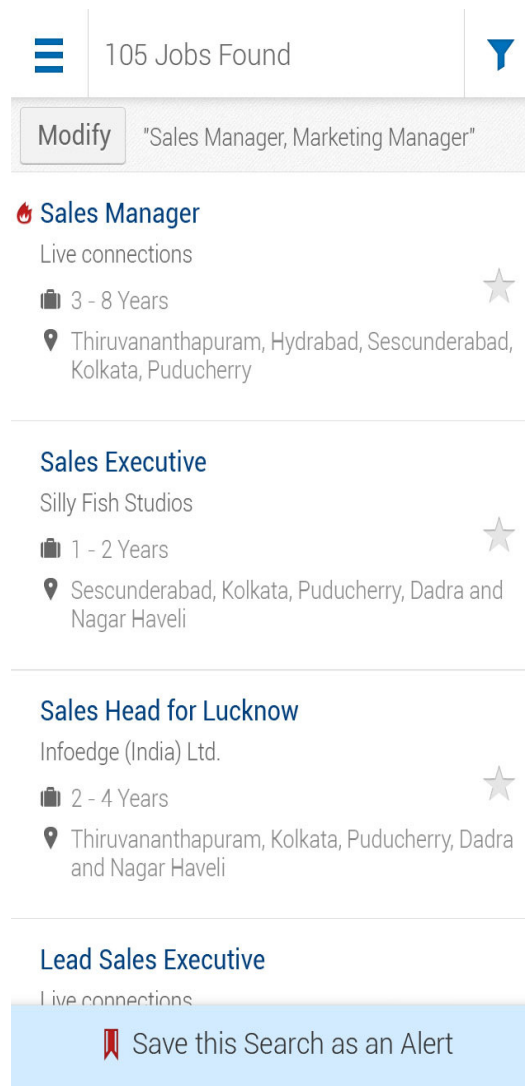
Experience
5 Years
- 0 2 4 6 8 10 12 15+

Expected Salary
Minimum Maximum

Functional Area / Department
Choose your Function / Department

Search Jobs

Recent Searches
Sales & Marketing Manager (723)



105 Jobs Found

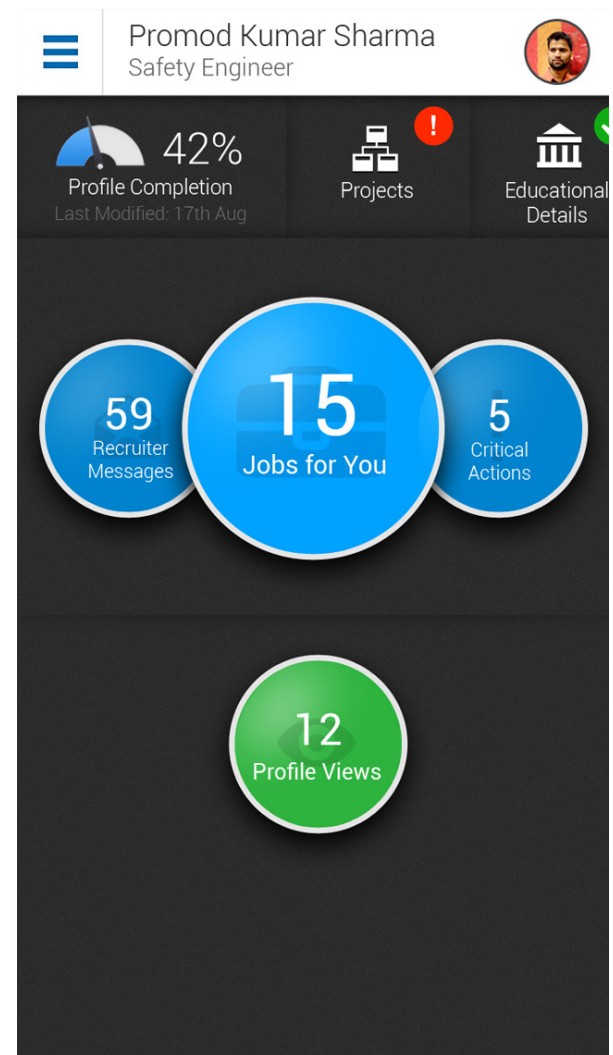
Modify "Sales Manager, Marketing Manager"

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

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

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

Lead Sales Executive
Live connections
Save this Search as an Alert



Promod Kumar Sharma
Safety Engineer

Profile Completion 42%
Last Modified: 17th Aug

Projects

Educational Details

59 Recruiter Messages

15 Jobs for You

5 Critical Actions

12 Profile Views

Competition

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

Some international comparisons

Name of the website	Revenue	No. of profiles/resumes in mn	No. of unique clients	Approx. Market Cap **
51job.com* (China)	USD 317 mn	90	406,000	USD 2.13 bn
Seek.com^ (Australia)	AUD 313 mn	5	-	AUD 5.02bn
Recruit# (Japan)	@JPY 15.88 (in bn)	-	-	JPY 2.87 tn
Info Edge# (Recruitment)	INR 5313 mn	46	61,000	INR 101.03 bn (for the company)

* Annual report/ presentation for year ended December 31, 2015

^ Domestic revenue from Australia New Zealand as per annual report / presentation for year ended June 30, 2016

financial nos./ corporate presentation for year ended March 31, 2016

@ of which about 22.6% from HR media

** As of Feb 2, 2017, 1 USD = 1.31 AUD = 112.78 JPY = INR 67.42

99acres

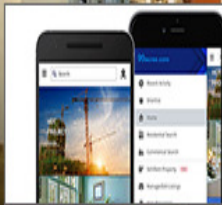
Buy Rent Projects Commercial Dealers

All Residential ▾

Type Location or Project/Society or Keyword

SEARCH

MAP SEARCH



List your property just in few steps on **99acres mobile app**



★★★★★

★★★★★



REAL ESTATE CATEGORY

99acres
India's No.1 Property Portal

Get the App

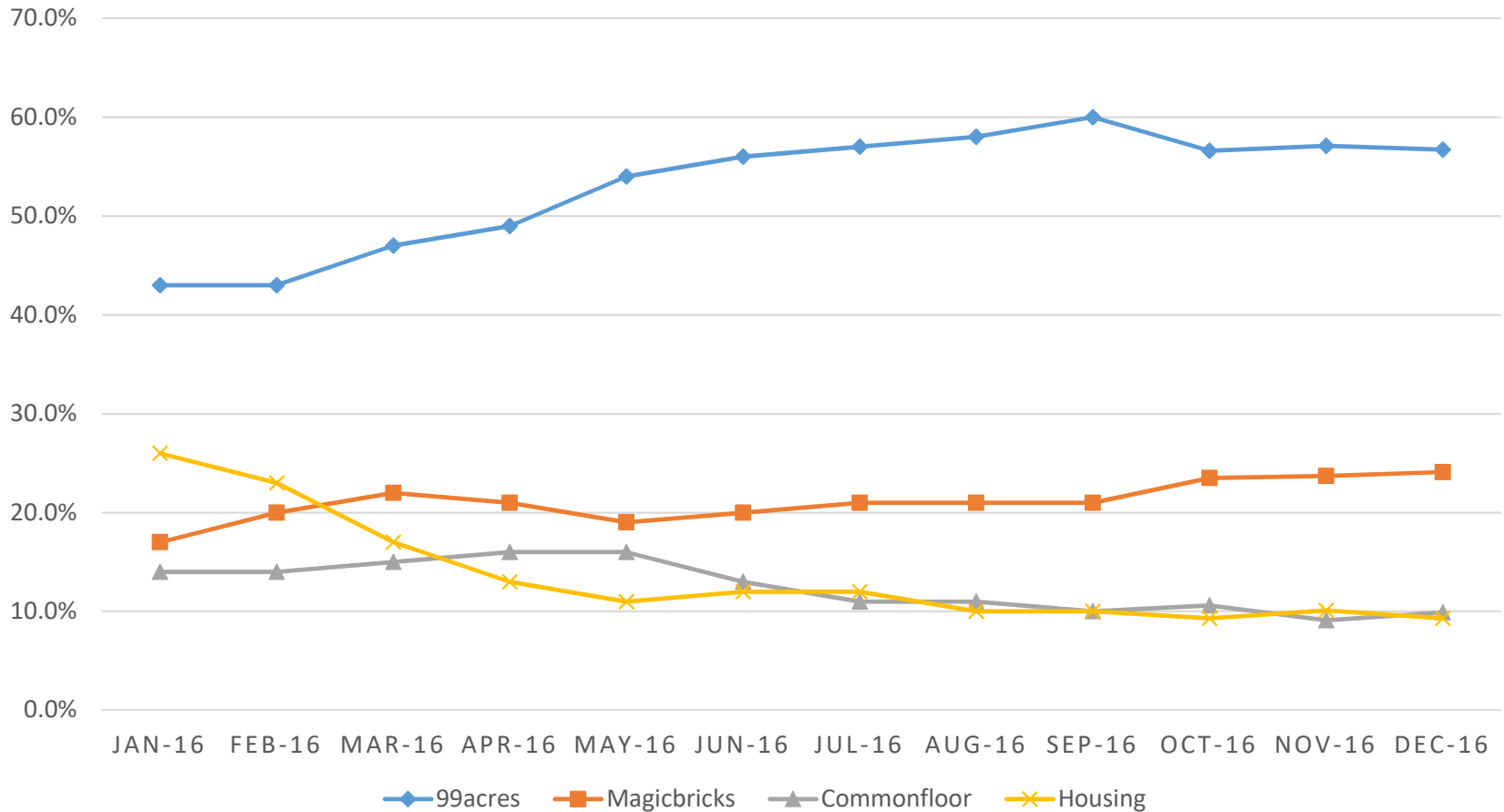
Explore Real Estate in India

Online real estate business - India

- Real estate estimated to be one of the large advertising category in print (~Rs 1500 to 2000 Crore in FY 15-16)
- Our estimate of spend on online real estate portals was Rs 320 to 330 Crore in FY 15-16 (excluding Google)
- 99acres, a leader amongst 6 players
 - Google and local classifieds sites (like olx and quikr) also compete for this market
- Access through mobile increasing (nearly 59% of the sessions in Q3 through mobile vs 51% in Q3 last year)

Traffic share – 99acres pulling ahead

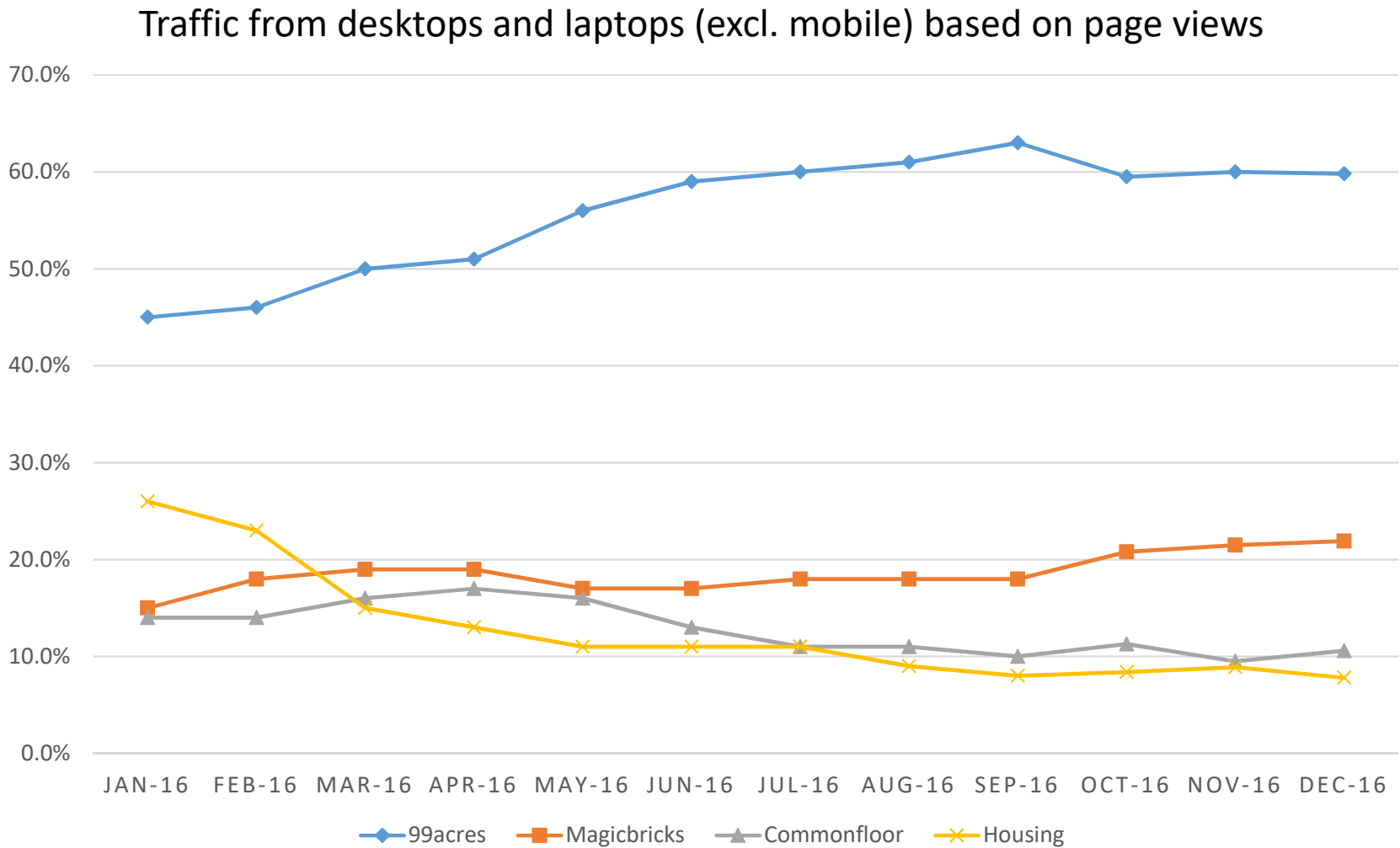
Overall traffic (including mobile) based on page views



Source: SimilarWeb

~59% of the total sessions for 99acres, in Q3 FY16-17, through mobile. Source : Google Analytics

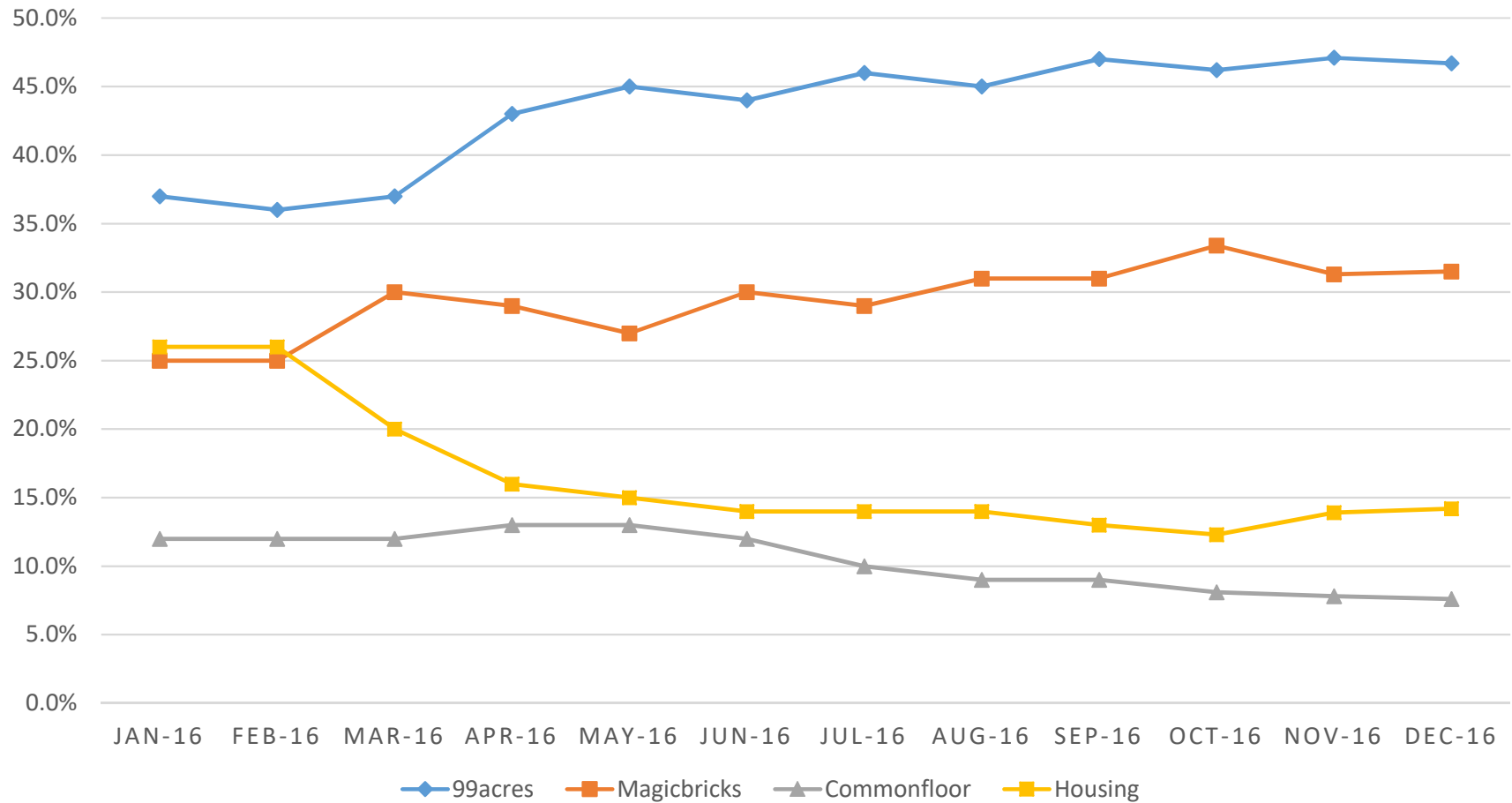
Traffic share – 99acres pulling ahead



Source: SimilarWeb

Traffic share – 99acres pulling ahead

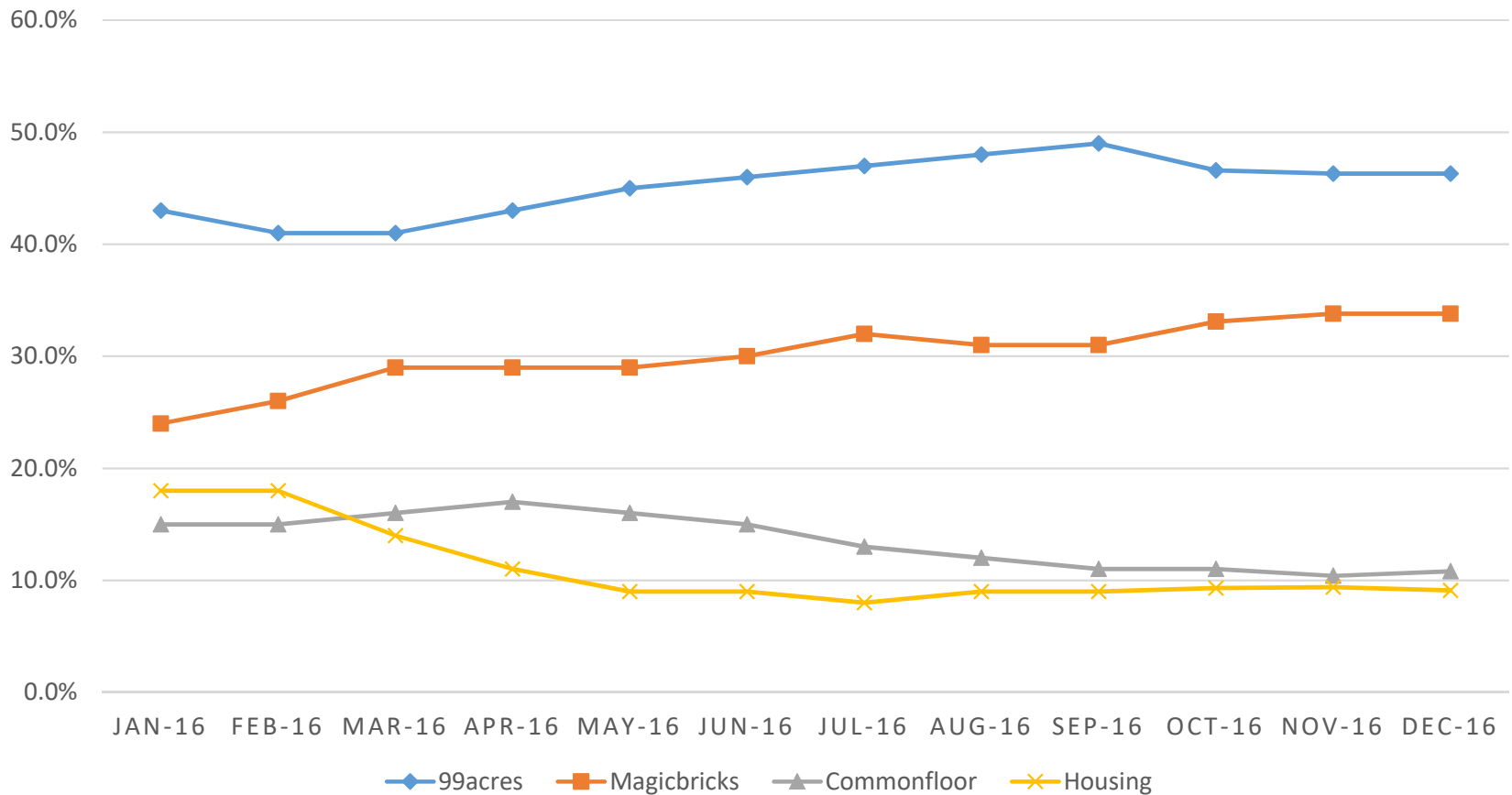
Traffic from mobile (excl. app) based on page views



Source: SimilarWeb

Traffic share – 99acres pulling ahead

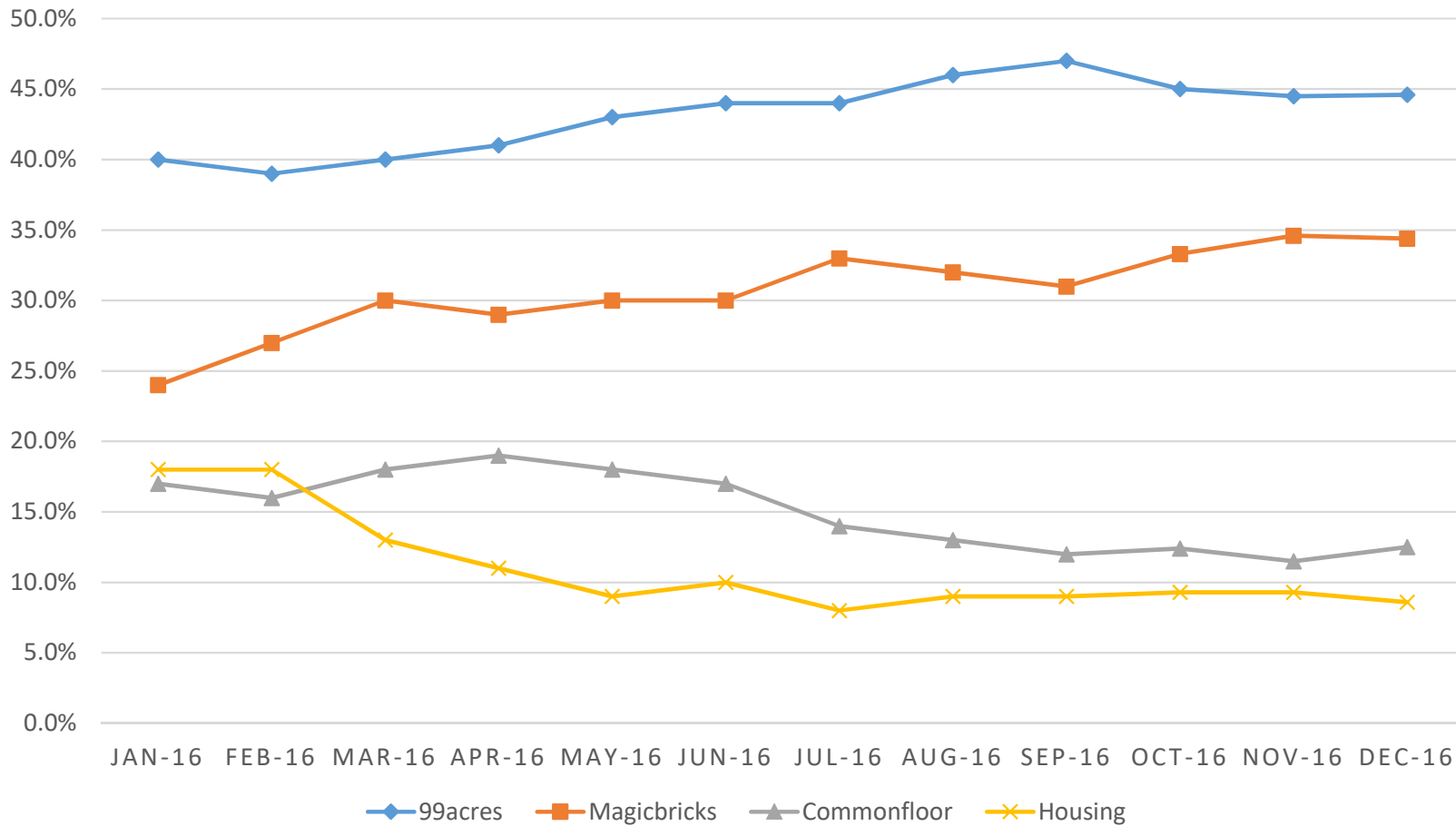
Overall traffic (including mobile) based on time spent



Source: SimilarWeb

Traffic share – 99acres pulling ahead

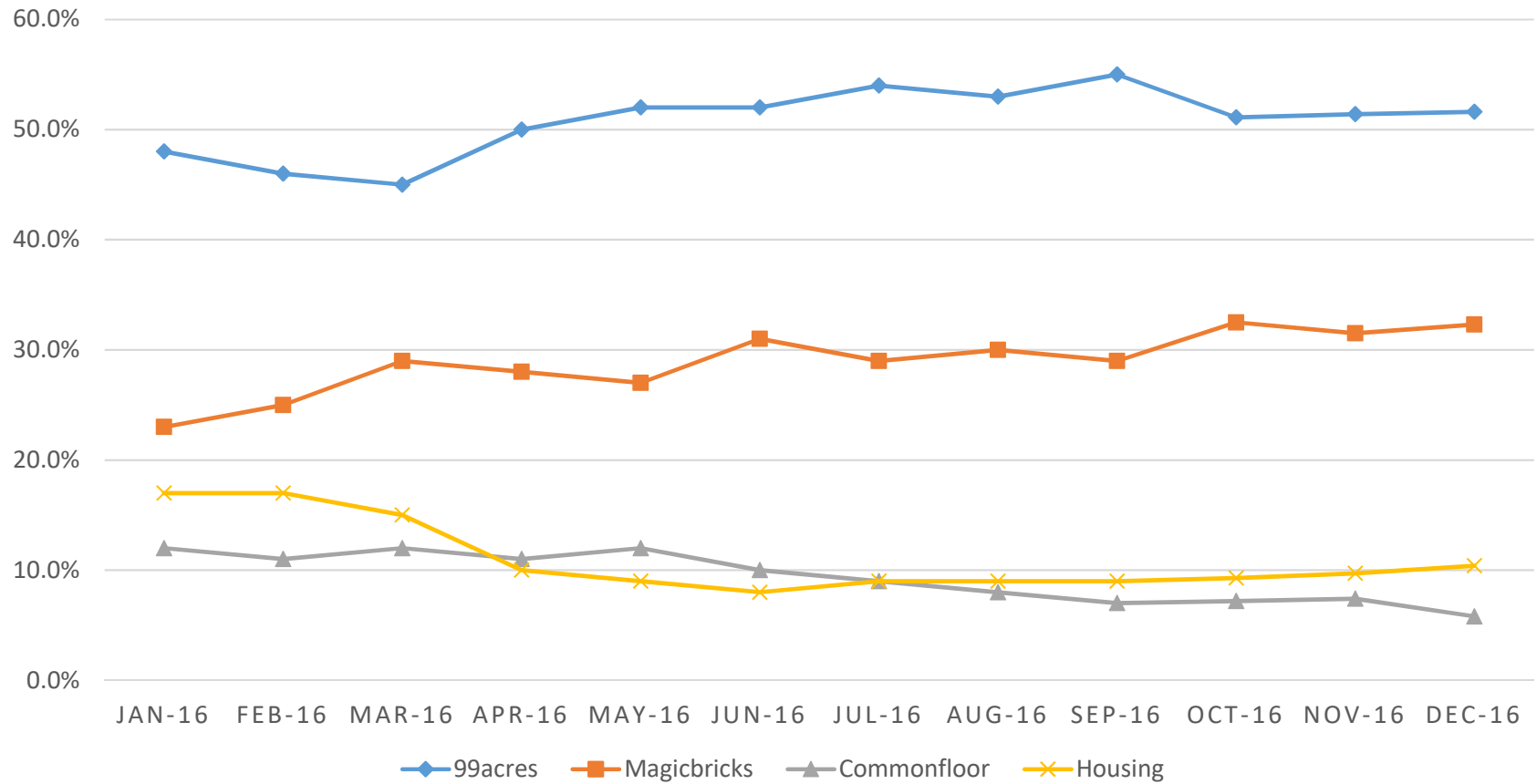
Traffic from desktops and laptops (excl. mobile) based on time spent



Source: SimilarWeb

Traffic share – 99acres pulling ahead

Traffic from mobile (excl. app) based on time spent



Source: SimilarWeb

Status of competition

- Housing – taken over by Proptiger
- Indiahomes – management and investor exit
- Commonfloor – taken over by Quikr
- 99acres and Magicbricks likely to remain the two serious players in classifieds sites category

99acres business model



Revenue Model

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

Some approx. numbers for 99 acres

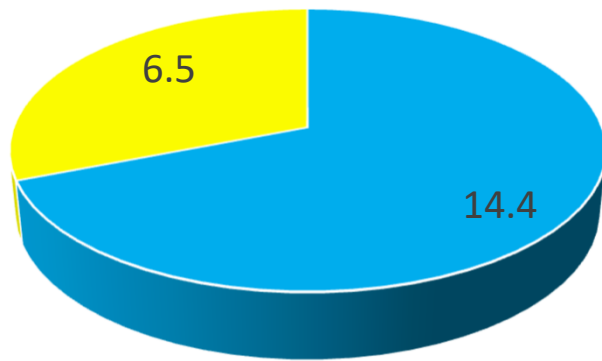
- As of Jan 19, 2017
 - Total projects 1.36 lakh (under construction or ready to move in)
 - Total listings 6.89 lakh of which owner listings were 2.42 lakh
 - Residential 5.85 lakh
 - Commercial 1.04 lakh

Since Jan 4, 2016 projects listings have reverted to being live for 2 months (vs 4 months) resulting in drop in total no. of listings vs January, 2016

1 lakh = 100,000

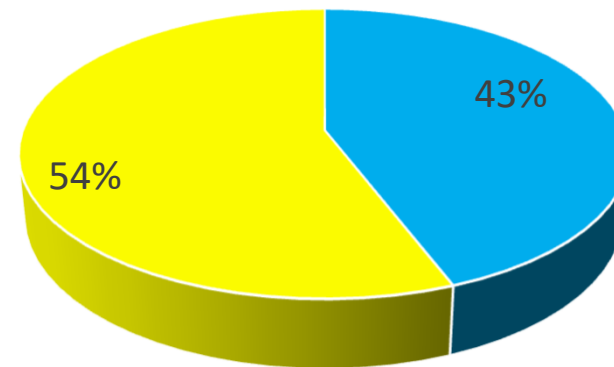
In FY 15-16

No. of customers in '000



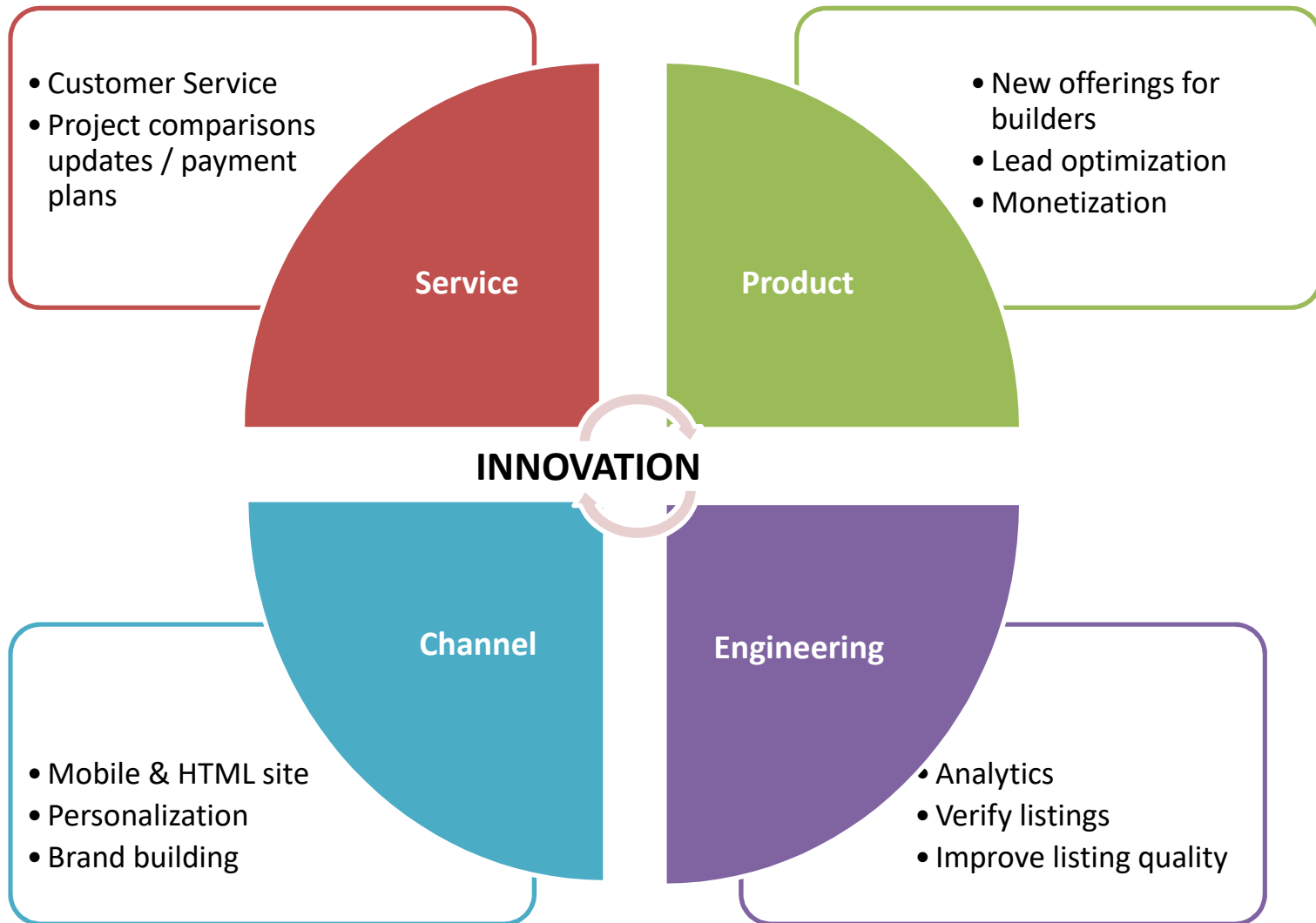
■ BROKER ■ BUILDER

Revenue breakup by customer type



■ BROKER ■ BUILDER

99acres –strategy



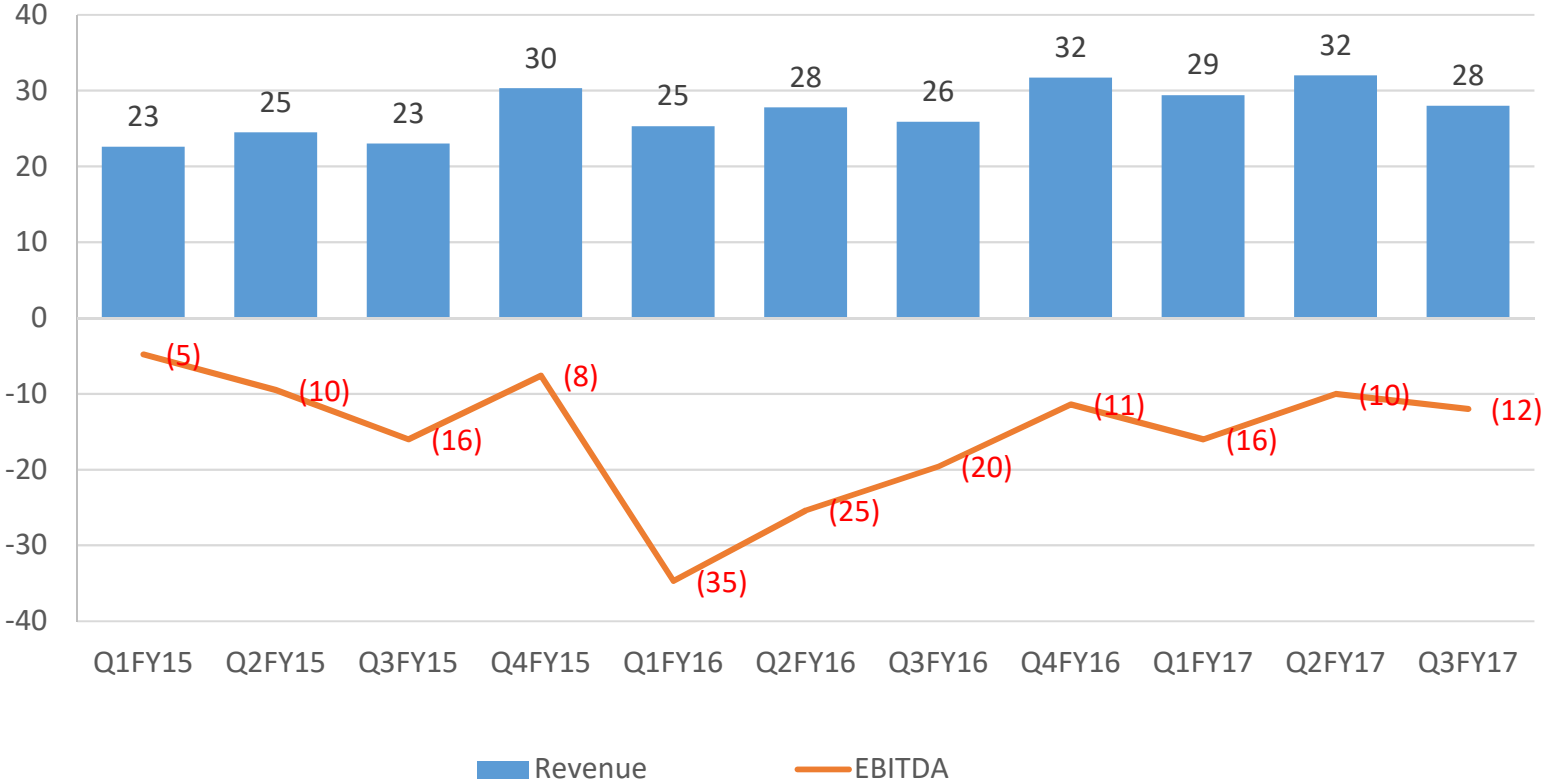
Strategic Focus – Keep taking traffic share from other players, maintain high top-line growth high

What is working well for 99acres

- **Leadership position** maintained - traffic share for 99acres has started to further improve in last one year
 - **Increased investments** in product aesthetics/data quality/marketing ensuring quality and innovation and customer retention
- **Listings growth** intact amidst poor markets
 - During FY16, even as the weak real estate industry led to lower revenue growth, number of paid listings grew at a robust growth rate
 - Listings declined during Nov and Dec, 2016 due to demonetization (of high denomination notes)
- **Competition finding difficult to invest**
 - PE-backed competition facing funding constraints
 - No capital raise in last 9-11 months (as per publicly available sources) except reported infusion of funds in Proptiger upon acquisition of Housing
 - With significantly less inventory, these players are likely finding difficult to convert the traffic
- The company has created a **war chest** of Rs750 Crore for investment into 99acres and would use it when 99acres requires aggressive investments

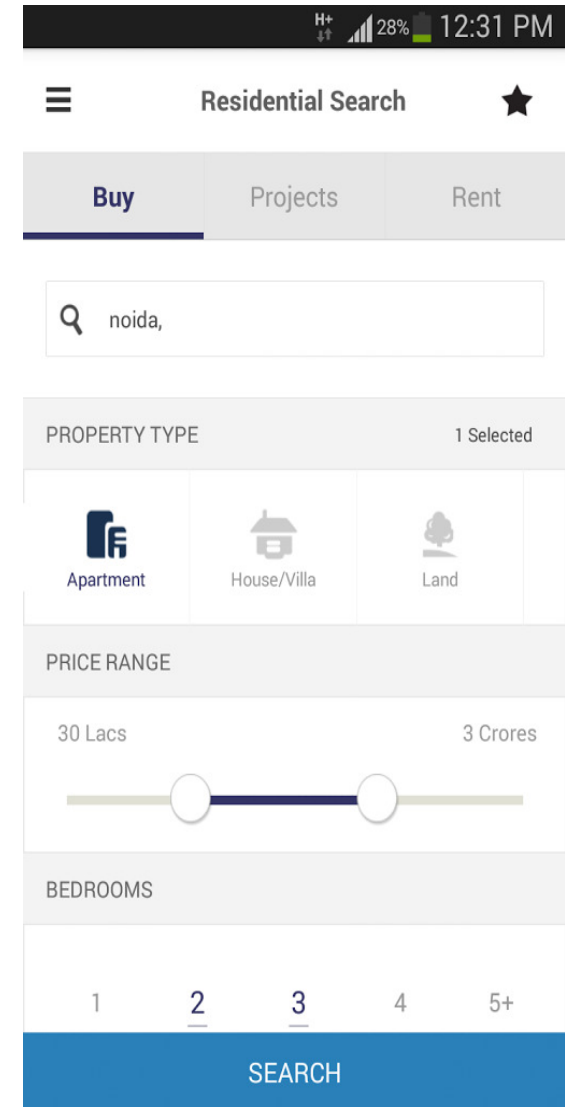
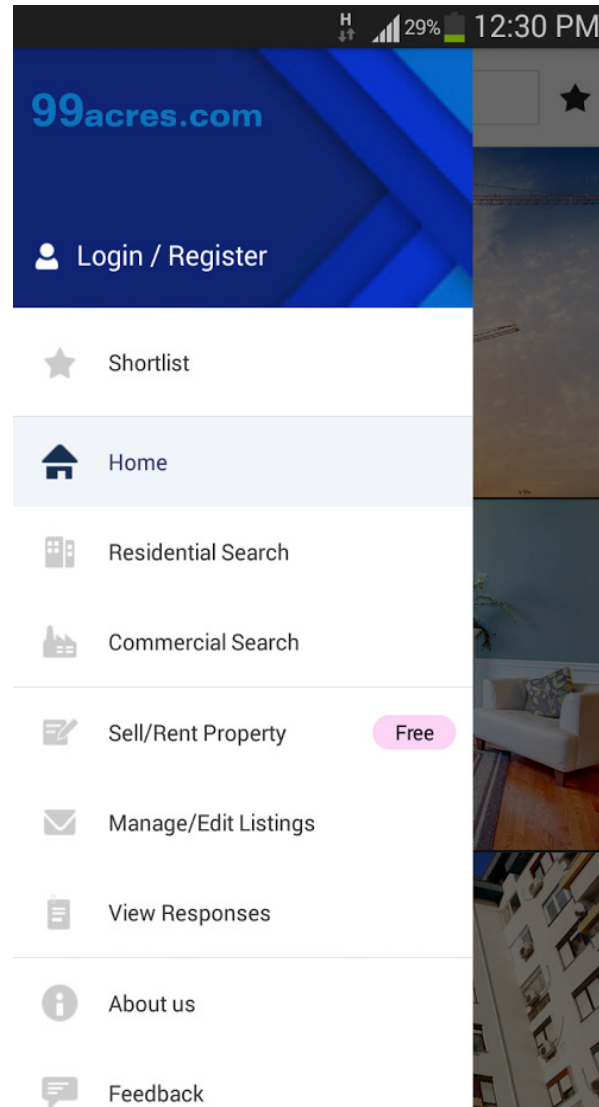
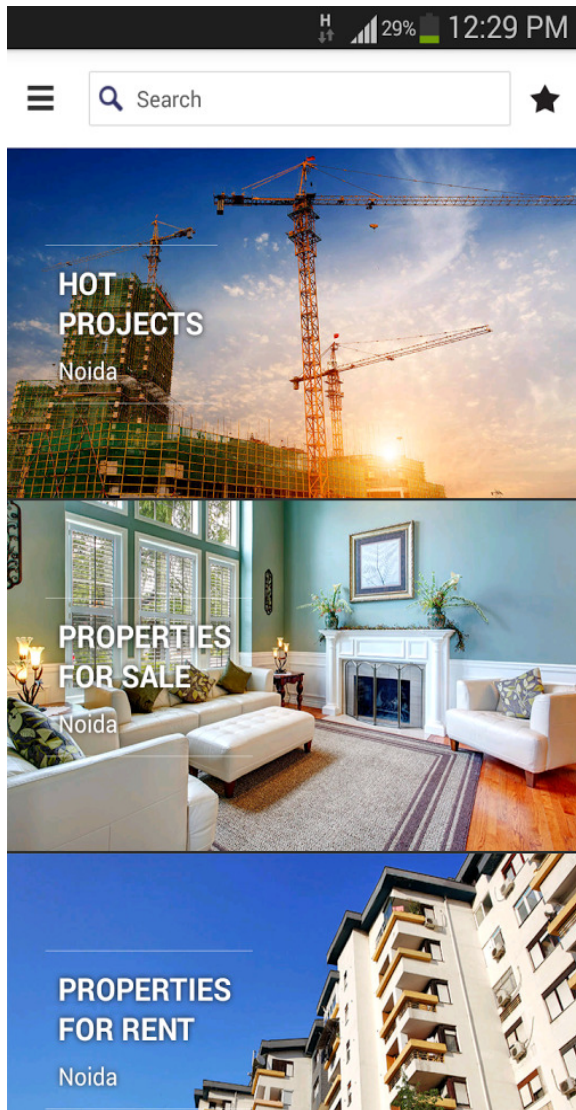
99acres Financials

Revenue and EBITDA trend for 99acres (Rs Crore)

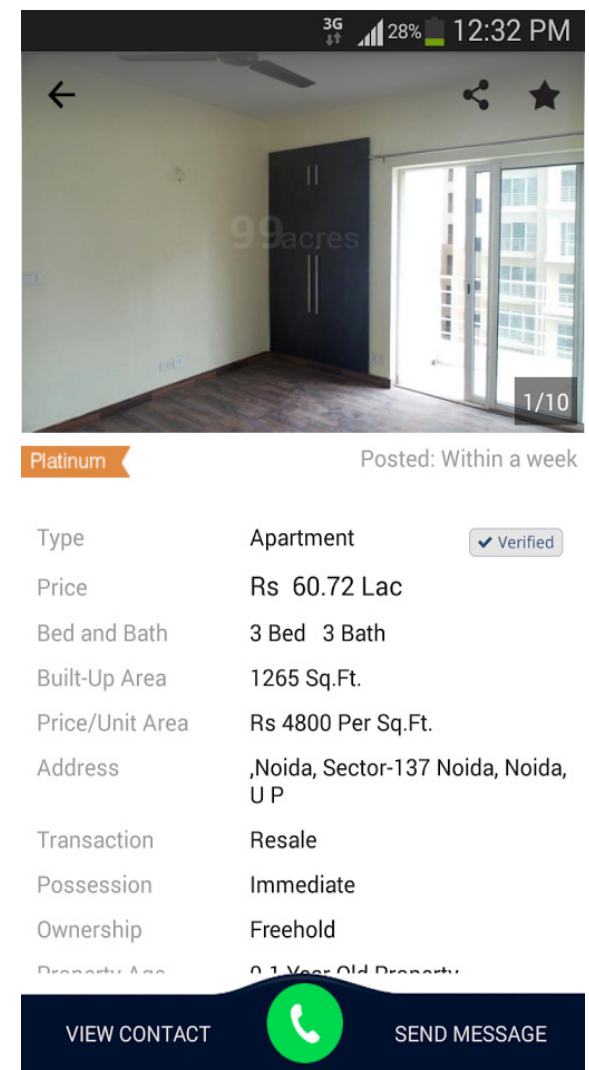
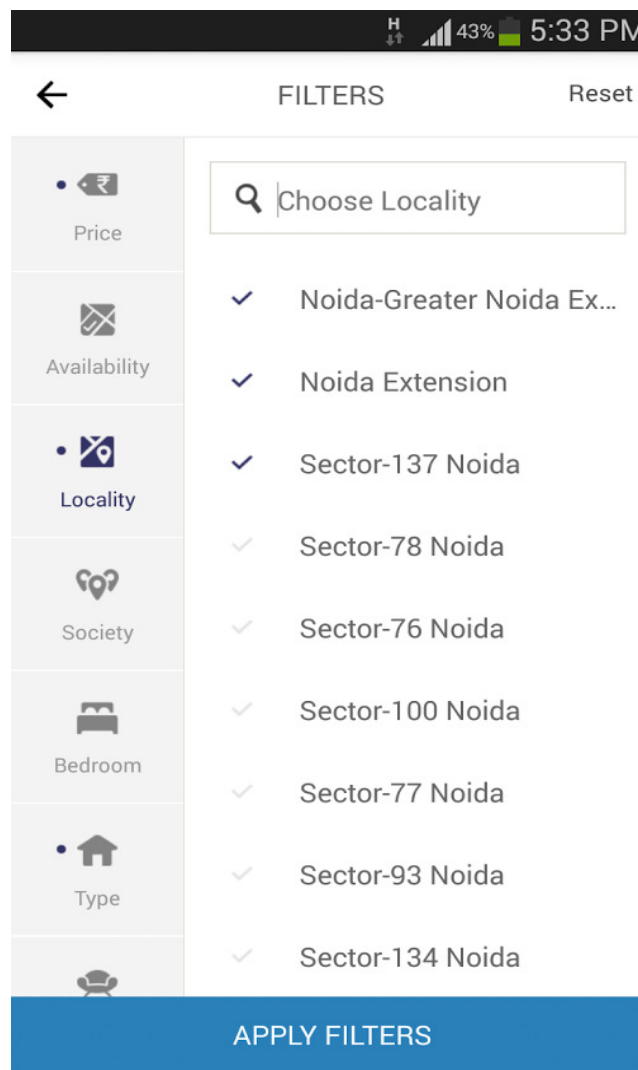
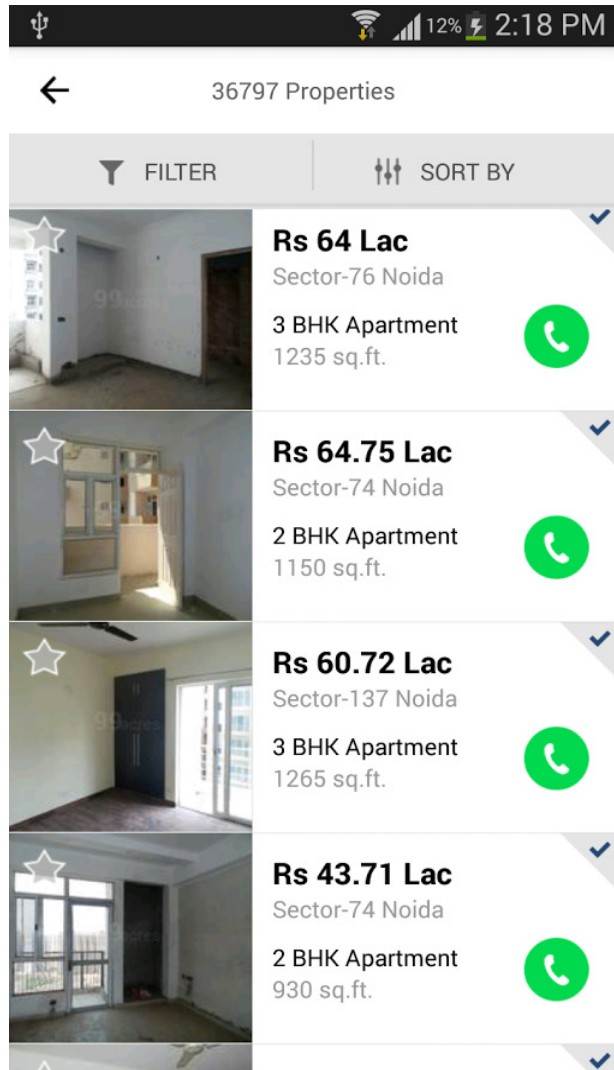


99acres cumulative EBITDA loss (management estimate) at Rs 199 Crore

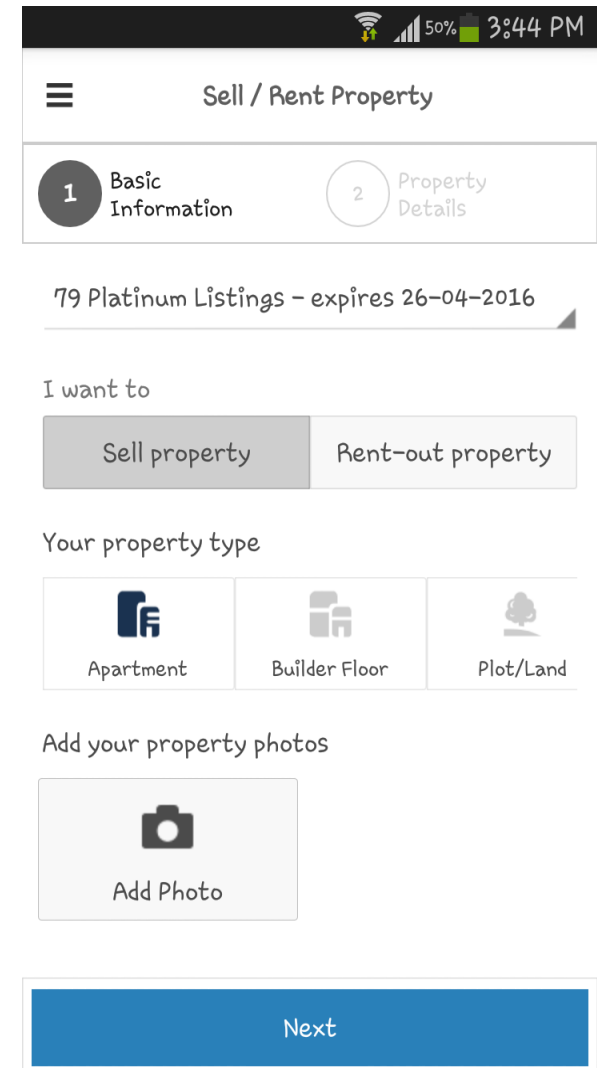
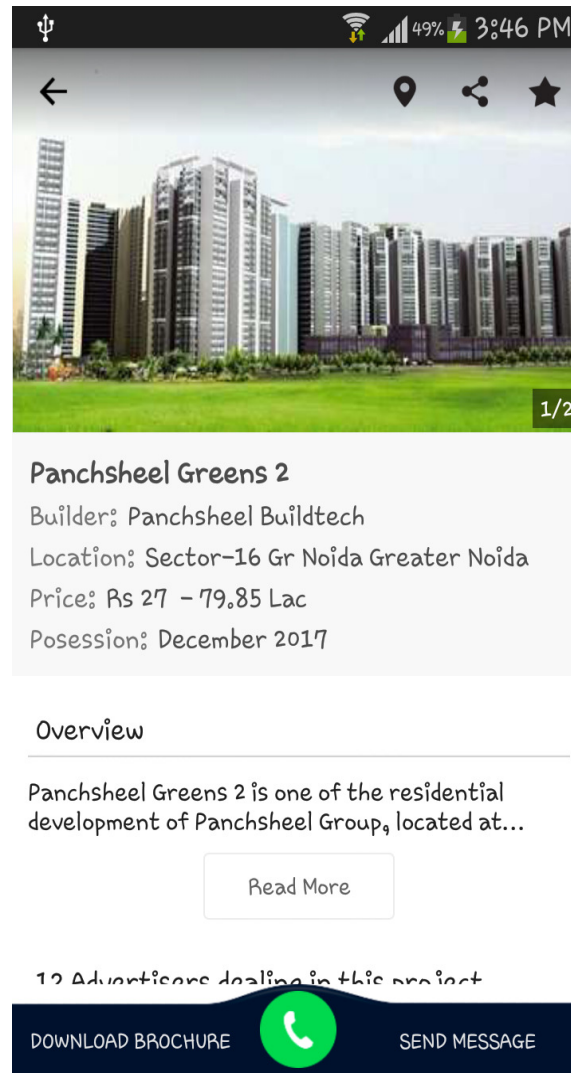
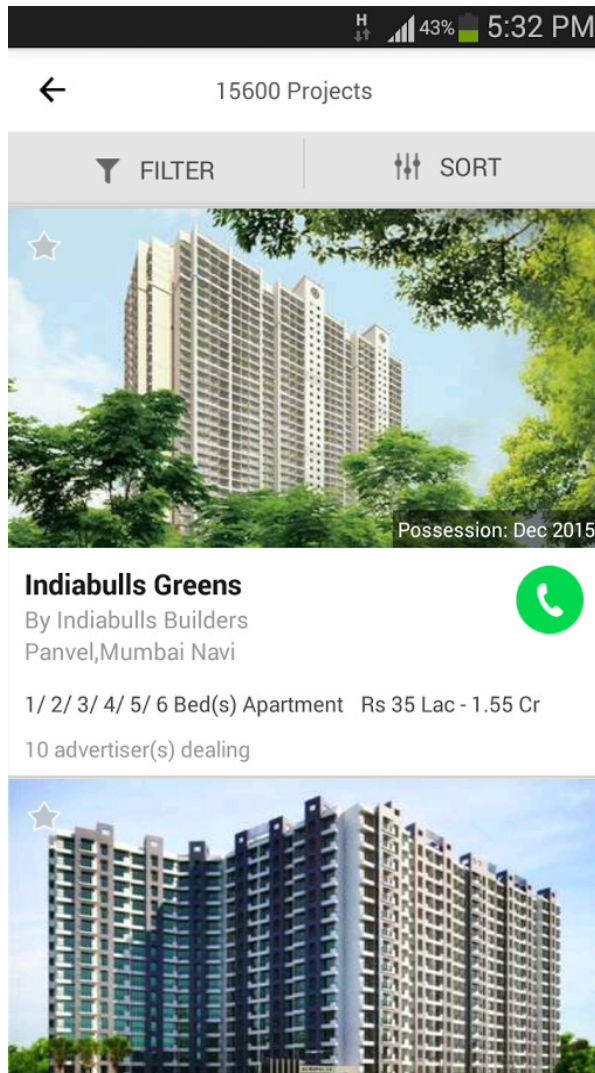
Mobile app – home screen, navigation and search page



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



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



Mobile an important source of traffic

About 59% of the sessions in Q3 FY 16-17 (vs 51% of the sessions in Q3 FY 15-16) from mobile

Android app

23% of total

99acres sessions

iOS app

2% of total

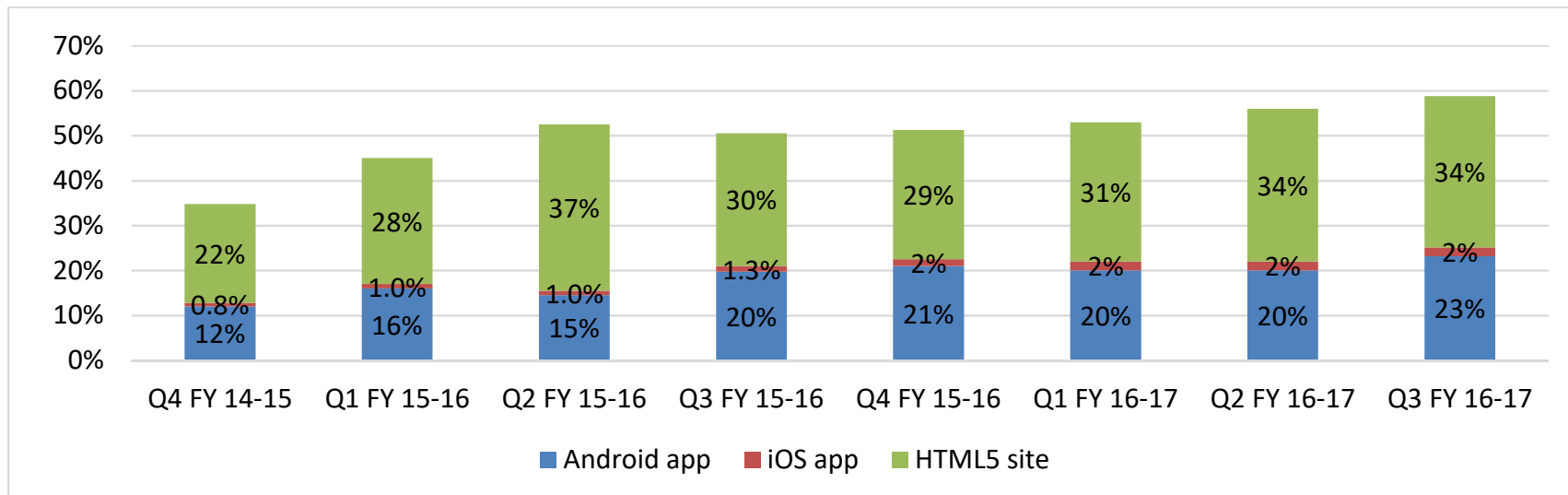
99acres sessions

HTML5 site

34% of total

99acres sessions

Trend over eight quarters



Jeevansathi

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

Quick Search

Bride ▼	Religion ▼	Mother tongue ▼	Caste ▼
21 Yrs ▼ to 35 Yrs ▼	Marital Status ▼	City/State/Country ▼	<input checked="" type="checkbox"/> With photos only Search

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

Success Stories

Millions of Profiles

Safe & Secure

Paid Membership

Find a match on the basis of
Community Religion Caste Profession

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



Existing User - Login

Email ID

Password

Remember Me

Login [Forgot Password?](#)

[New User? Register Now!](#)



1 Register
Create your profile and start



2 Search
Find exactly the kind of people you are



3 Contact
Email them or View Phone Numbers to

New User?

Register FREE

Online matrimonial business - India

- Online market estimated to be Rs 550 to 600 crore in FY 15-16
- Three main players – Bharat matrimony, Shaadi and Jeevansathi
- Used by
 - Those disconnected from mother communities
 - Youngsters wanting choice
- In many instances process is driven by family
- Fragmented market
 - Basis geography
 - Communities (religion, caste, sub castes)

Jeevansathi business model

- **Website**
 - Free to list
 - Free to search
 - Free to express interest
 - Free to accept others expression of interest
 - Pay to get contact details
- **Offline centres** (10 centres operational)
 - Walk in sales for matching services
- **Franchise** - walk in centres

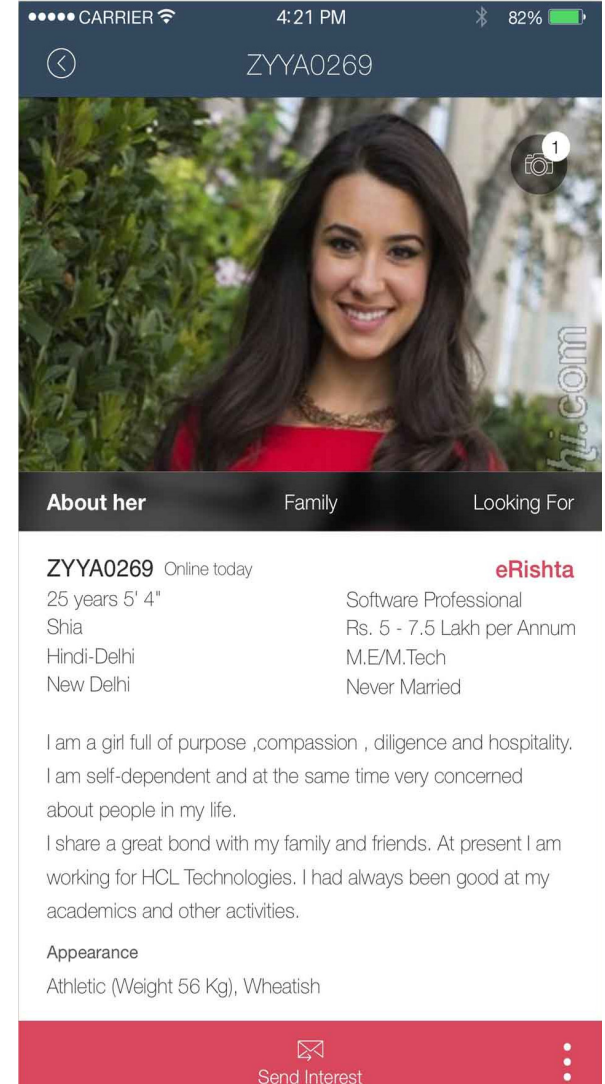
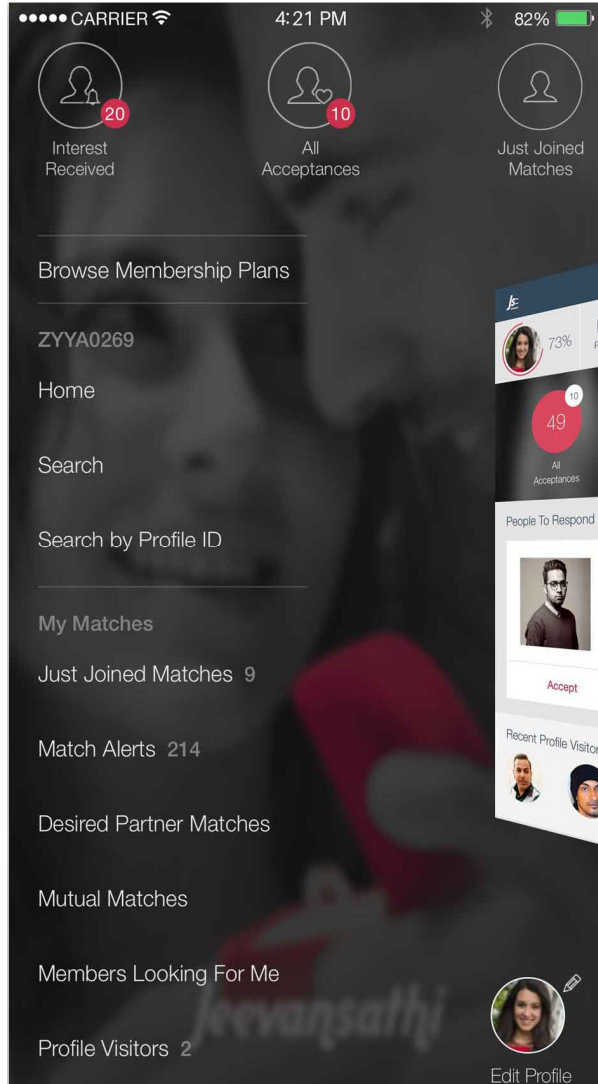
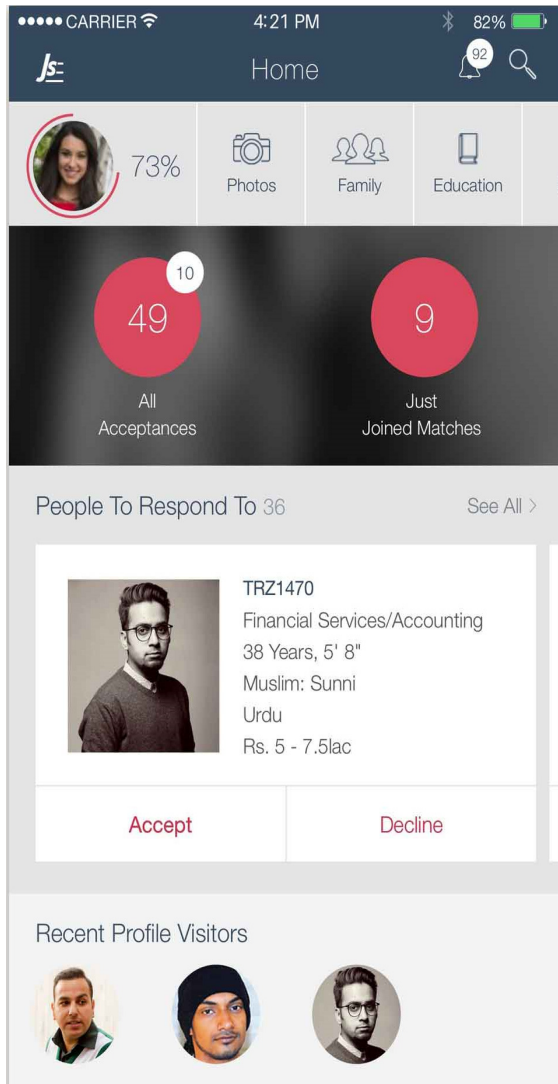
Jeevansathi imperatives

- Improve free to paid conversion rate
- Improve revenue growth rates
- Increase profile acquisitions
- Focus on key identified communities
- Leverage mobile

Competition

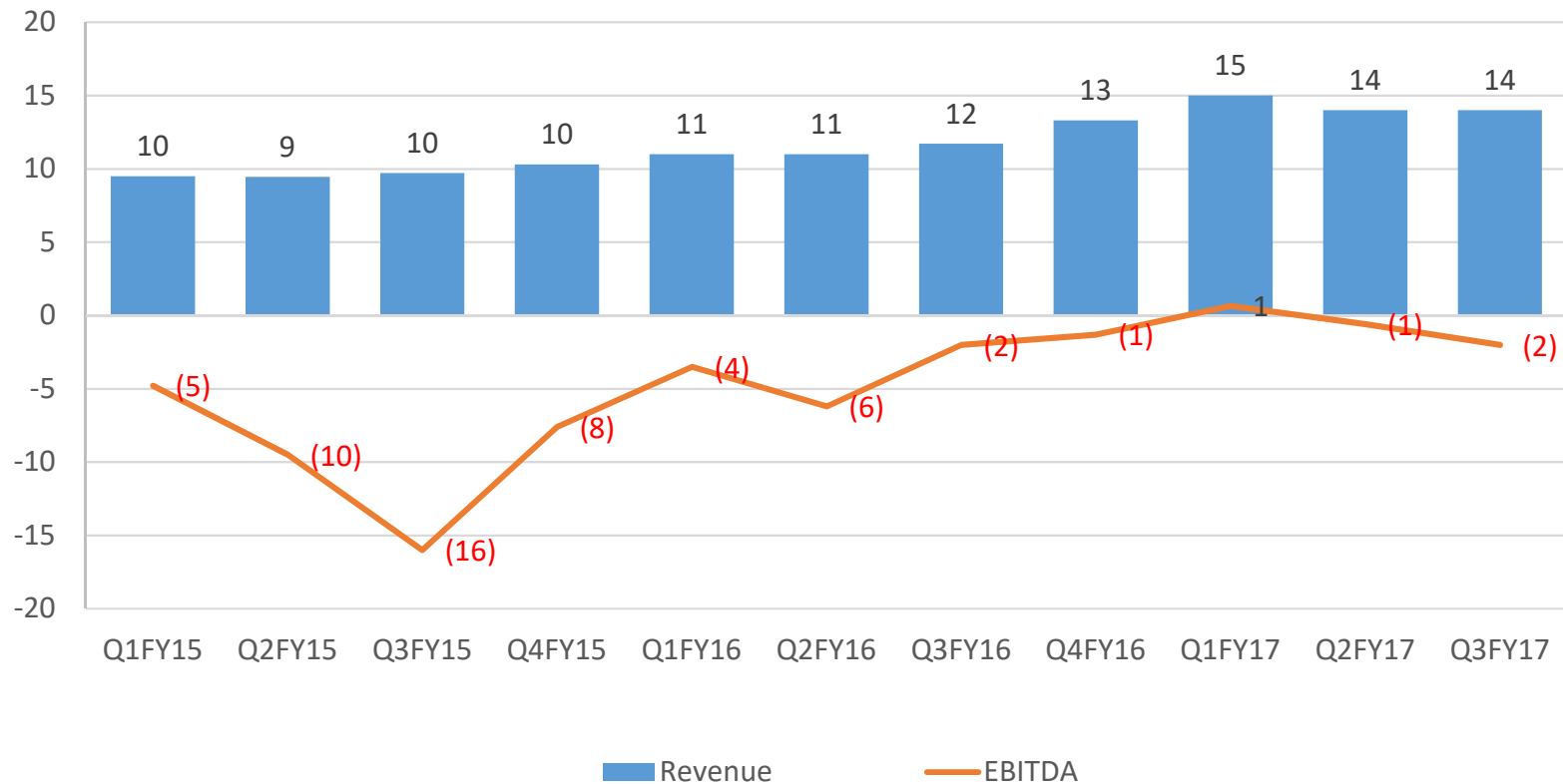
- Three main players
 - Bharatmatrimony is the leader
 - Shaadi is no. 2
 - Jeevansathi no. 3
- Bharatmatrimony dominates states in south India and non resident Indians from these states
- Shaadi leads in Gujarat and Punjab and non resident Indians from these states
- Jeevansathi leads in certain north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

Mobile app



Jeevansaathi growing faster and has demonstrated break-even

Revenue and EBITDA trend for Jeevansaathi (Rs Crore)



Jeevansaathi cumulative EBITDA loss (management estimate) at Rs 57 Crore

Mobile an important source of traffic

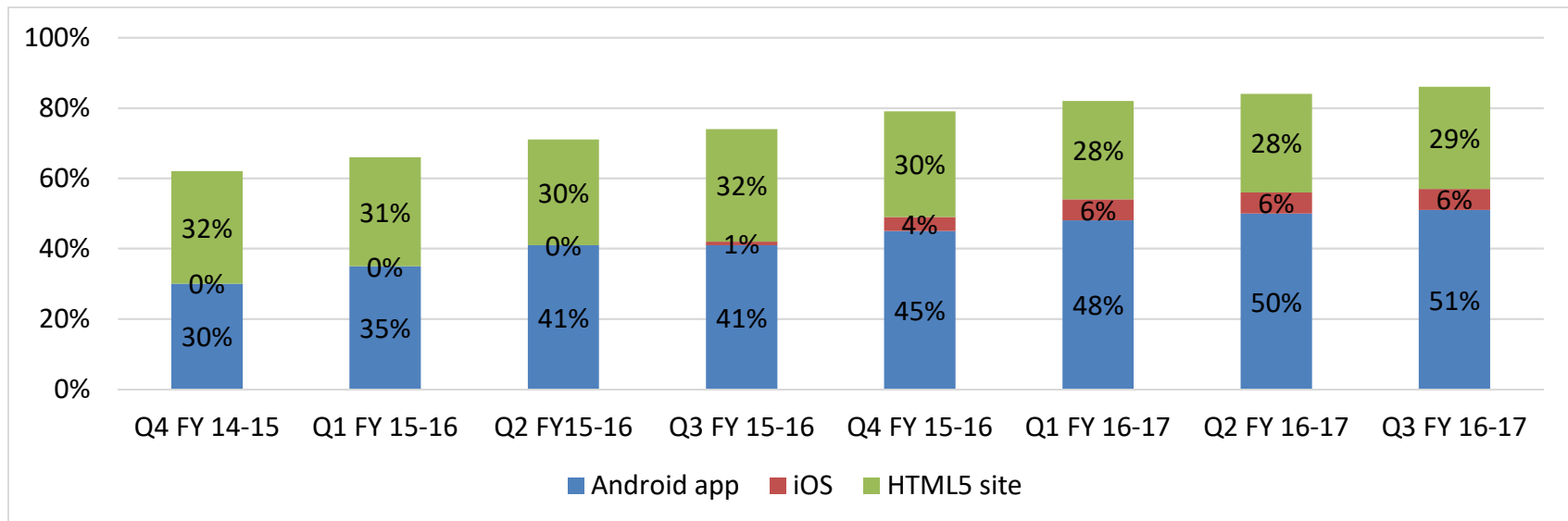
About 86% sessions in Q3 FY 16-17 (vs 74% sessions in Q3 FY 15-16) from mobile

Android app
51% of total
Jeevansathi sessions

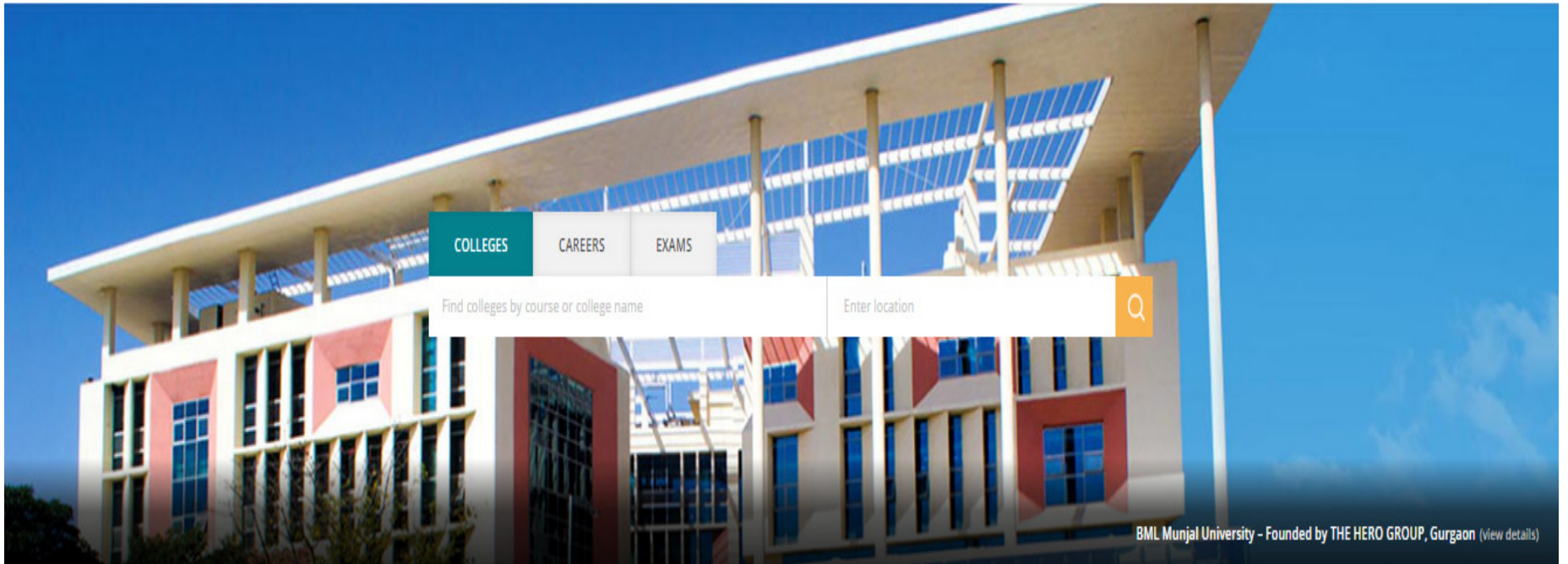
iOS app (launched on Nov 13, 2015)
6% of total
Jeevansathi sessions

HTML5 site
29% of total
Jeevansathi sessions

Trend over eight quarters



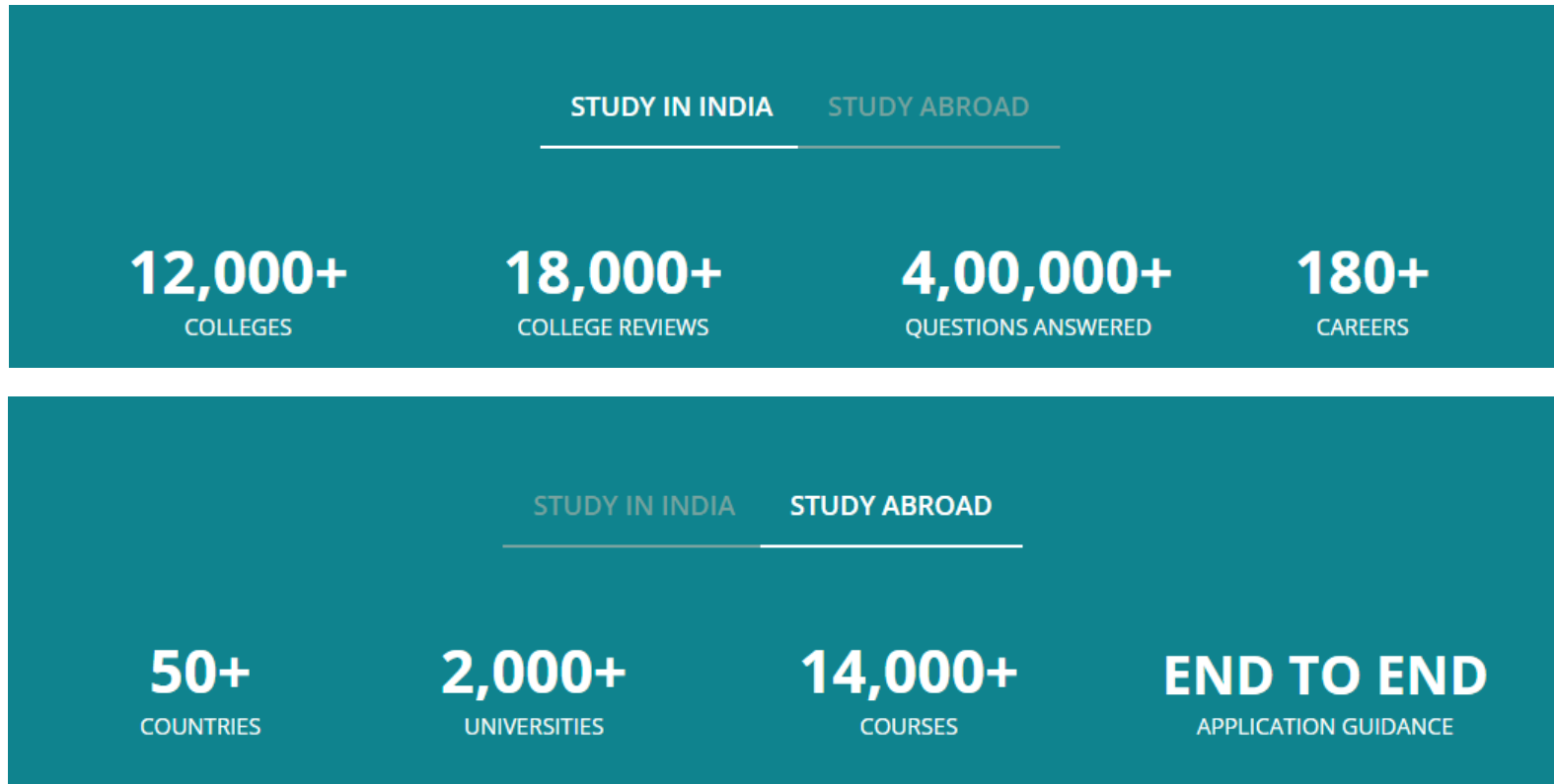
Shiksha



Featured	Alliance University Bengaluru Admissions open 2016	Kalasalingam University Tamil Nadu KAREEEE 2016 - Apply Now	Integral University Lucknow Shahjahanpur B.Tech/Arch/MBBS/Law - Apply	SRM University Sonepat, Haryana Admissions Open 2016	Vel Tech Dr.RR & Dr.SR Technical university Chennai VTUEEE2016 Apply Now
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Empowering millions of students in making the right
career and college decision

Shiksha – some approx. nos.



As of end March, 2016

Educational classifieds business - India

- Education as a category spends amongst the highest in print
 - Spend in print estimated to be similar to real estate
- Online , School/College contact programs, Consultant commissions & fairs form bulk of remaining marketing spends by colleges and Universities
- Growing number of online players

Shiksha

A website which helps students decide undergraduate and post graduate options, by providing useful information on careers, exams, colleges & courses

MBA ENGINEERING DESIGN LAW OTHERS

3,00,000+ applicants every year and 2,500+ colleges. Stressed?
Make informed decisions at each step to get to the right MBA college.



MBA EXAMS

50 + MBA exams. Do you know enough about them?

Know important dates, preparation tips, syllabus and more



COLLEGE REVIEWS

Nobody knows a college better than its alumni and students.



MBA RANKINGS

Curious to know the top MBA colleges?



ASK CURRENT MBA STUDENT

Have college specific questions?



IIM CALL PREDICTOR

IIMs consider a lot more than just the CAT score



ALUMNI SALARY DATA

Wondering about your career journey post-MBA?



FIND MBA COLLEGES

Want to find the right MBA college for you?



COMPARE COLLEGES

You always have options. Did you choose the right one?

Shiksha business model

- **Branding & advertising** solution for colleges & universities (UG, PG, post PG)
 - Both Indian and foreign entities advertise
 - Large number of Indian students go overseas for higher education
 - Estimated at ~125,000 + every year
- **Lead generation**
 - Potential student/applicants details bought by colleges and their agents
 - Full counselling service for international university partners
- **Prospective students have free access** to all information on the site (some post registration)

Shiksha strategy

Build differentiated & useful content

- Improved information on colleges & courses for different streams
- User generated content (Q&A with community/experts/campus reps, college reviews) & interactive student tools

Strong mobile experience

- Full feature mobile sites for domestic & study abroad
- Full version App (Android) with personalized experience

New User growth

- Updated course architecture
- For courses beyond B Tech, MBA & Study Abroad

Key Account development

- Innovative branding & student engagement solutions
- Applications for International clients
- Deeper key account management by sales team

Campus Representatives from Colleges for credible advice

The screenshot shows the Shiksha website's navigation bar with categories: MBA, ENGINEERING, DESIGN, OTHER COURSES, STUDY ABROAD, and COUNSELLING. A search icon is present on the right. Below the navigation bar, the breadcrumb trail reads: Home > MBA > Resources > Campus Connect. The main heading is "Campus Connect - Ask Current Students before making a college decision". Below this is a large banner image featuring a group of diverse students. The banner contains two columns of text: "Ask Current Student Directly" with the subtext "Find all about college admissions, placements, campus life & more", and "Know the Inside-Story" with the subtext "Catch the latest buzz on 400+ colleges & what others are talking about". At the bottom of the banner is a search bar with the placeholder text "Search by college name to ask or view questions" and a search icon.

shiksha

MBA ENGINEERING DESIGN OTHER COURSES STUDY ABROAD COUNSELLING

Log in | Register

Home > MBA > Resources > Campus Connect

Campus Connect - Ask Current Students before making a college decision

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

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

Search by college name to ask or view questions

Authentic College Reviews

College Reviews

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

Average Alumni Rating: **3.2/5**

✓ **Itish Singh** Class of 2019 | Rating **2.8/5** | Doesn't Recommend This Course

The college location seizes all the goods it have. If the academics are considered they're quite well and disciplinary but when it comes to the administration it's not up to the mark. As a student who comes from a good school having scored a 95 percent in boards I personally feel that my caliber is degraded by being here. Just because the placements are astonishing here doesn't compensate for the frustrating and depressing life here. Having this [Read More...](#)

Is this review helpful? **YES**

Share on

Worth the Money	
Crowd & Campus Life	
Salary & Placements	
Campus Facilities	
Faculty	

✓ **Kshitij Kumar** Class of 2019 | Rating **2.8/5** | Doesn't Recommend This Course

College is 'okay'. Keep that in mind before getting in here

Worth the Money	
-----------------	--

Q&A mobile app for expert advice

Shiksha Ask & Answer
India's largest education community

ASK
any question related to careers and education

JOIN
discussions on career choices, exam prep, college selection & more

FOLLOW EXPERTS
to never miss reliable guidance from people who matter

FOLLOW TAGS
to see latest questions and discussions basis your interest

ASK questions

JOIN discussions

FOLLOW tags & experts

SEARCH information & people

JAGADISH BHATIA
Contributor - level 14 | 1947 points
10 years of experience in teaching LAW
Professor at National Law University
LL.B., LL.M from Symbiotic Law College

ELECTRICAL ENGINEERING
132 FOLLOWERS

Engineering
Which is a better college between Manipal and VIT for Engineering?
3 Answers - 24 Followers - 988 Views

Home page for Overseas Education



shiksha
STUDY ABROAD

Signup Login

Home Bachelors Masters Countries Application Process Enter Institute or Course Name Study in India

Start your college search

1. CHOOSE A COURSE

MBA MS BE/Btech

Or select from more courses

2. CHOOSE STUDY DESTINATION

Choose Country

More options

Any Exam Any Score

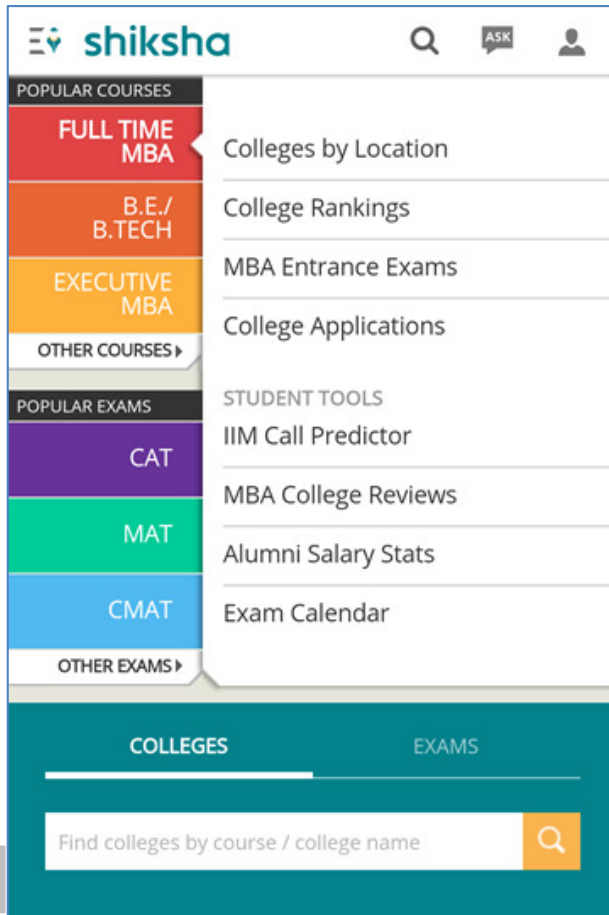
Any fees Sort by Sponsored

Continue

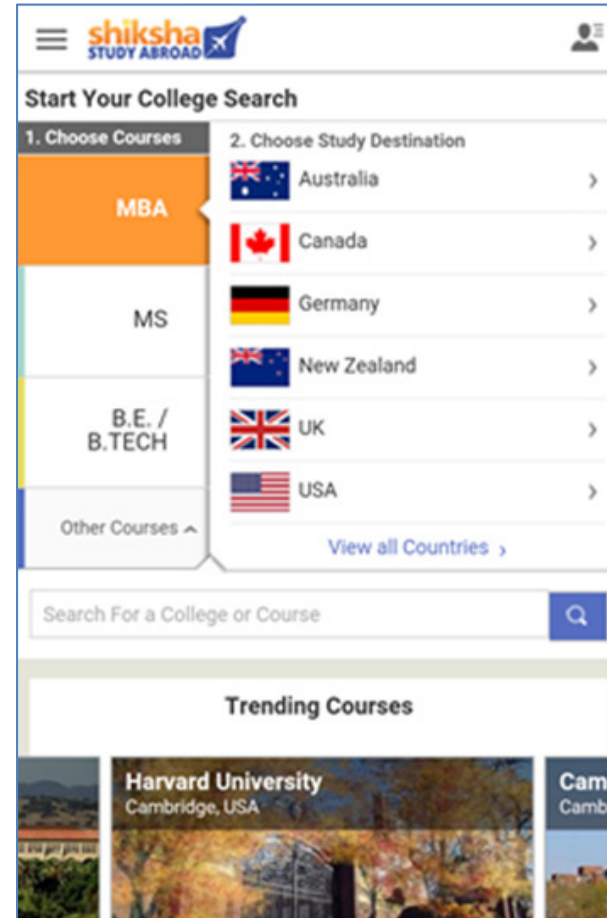
Most viewed Courses

In USA	In Canada	In Australia	In UK
Harvard University Cambridge, USA	Memorial Universi ... St. John's, Canada	Kaplan Business S ... Adelaide, Australia	King's College Lo ... London, UK

Mobile sites



India



Study Abroad

Competition – different for India and abroad

Domestic

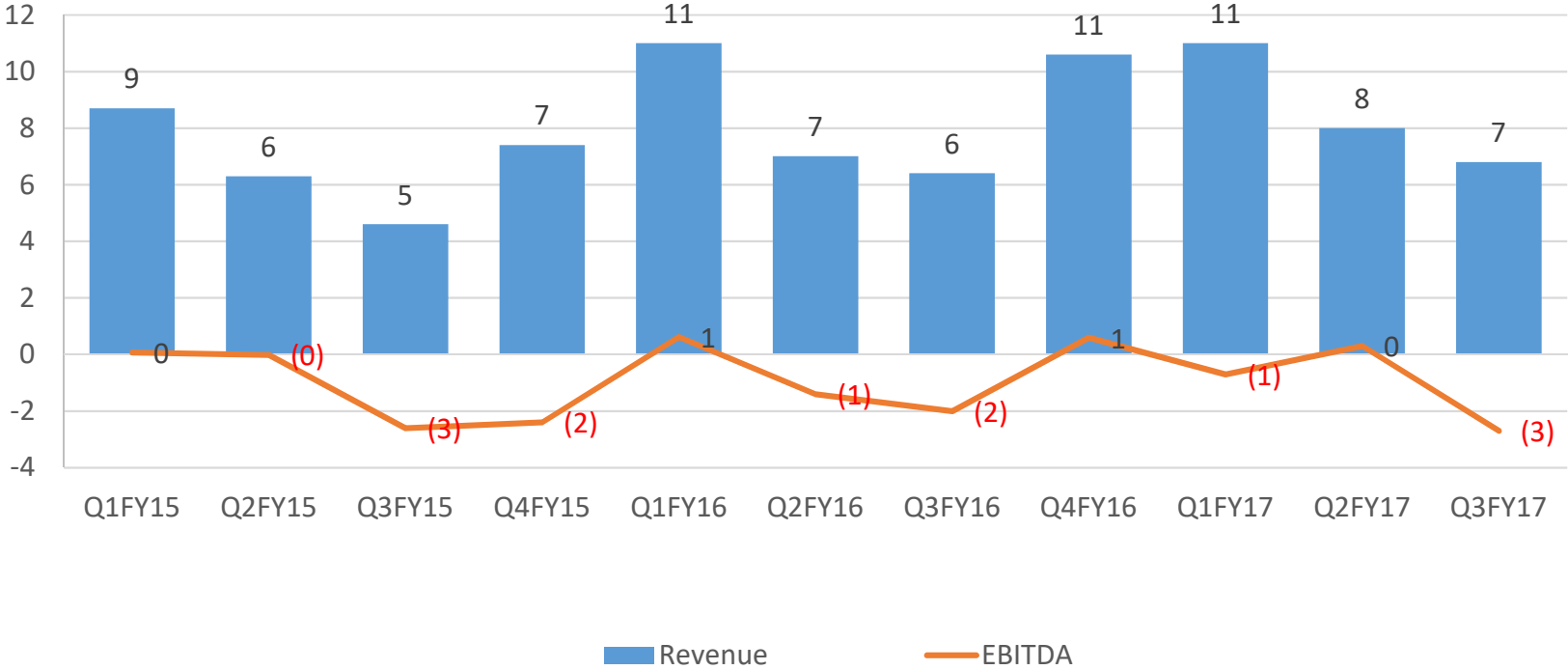
- Print
- Online
 - Google
 - Pagalguy
 - Careers360
 - HTcampus
 - Minglebox
 - MBA Universe
 - CollegeDekho
 - CollegeSearch
 - CollegeDunia

Studyabroad

- Online
 - HotCourses India
 - Studyportals
 - Masterstudies
 - Top mba / Top universities (QS)
 - Multiple Emerging start-ups
- Study Abroad consultants

Shiksha quarterly financials

Revenue and EBITDA trend for Shiksha (Rs Crore)



Shiksha cumulative EBITDA loss (management estimate) at Rs 47 Crore

Investee companies

Portfolio status

As of Jan 30, 2017

Investee Company	Website	Aggregate amount invested (Rs Crore)	% Holding on fully diluted basis*
Active			
Zomato Media Pvt Ltd.	www.zomato.com	484	46%
Applect Learning Systems Pvt Ltd.	www.meritnation.com	**120	59%
Etechaces Marketing and Consulting Pvt Ltd.	www.policybazaar.com	^^16	^10%
Kinobeo Software Pvt Ltd.	www.mydala.com	27	42%
Canvera Digital Technologies Pvt Ltd.	www.canvera.com	61	58%
Happily Unmarried Marketing Pvt Ltd.	www.happilyunmarried.com	21	48%
Mint Bird Technologies Pvt Ltd.	www.vacationlabs.com	6	26%
Green Leaves Consumer Services Pvt Ltd.	www.bigstylist.com	12	39%
Rare Media Company Pvt Ltd.	www.bluedolph.in	7	35%
Unnati Online Pvt Ltd	www.unnatihelpers.com	4	29%
VCare Technologies Pvt Ltd.	www.dirolabs.com	4	15%
Sub Total		762	
Written off/ exited/ provisioned			
Studyplaces, Inc.	www.studyplaces.com	5	13%
Ninety Nine Labels Pvt Ltd.	www.99labels.com	29	47%
Nogle Technologies Pvt Ltd.	www.floost.com	3	31%
Canvera Digital Technologies Pvt Ltd.	www.canvera.com	46	-
Sub Total		83	
Total		845	

* Approximate shareholding on fully disbursed and converted basis, held directly or indirectly (through subsidiaries, associates or affiliates). The % shareholding may or may not translate into an equivalent economic interest on account of conditions in the investment/ shareholders agreements.

** including Rs 22.9 Crore of loan

^^ excluding Rs 16 Crore monetized in Nov, 2015

^ being Info Edge's proportionate share of economic interest. Info Edge's 50.01% subsidiary, Makesense holds nearly 20% of Policybazaar in association with Temasek. Temasek had infused a total of Rs 134 Crore for its 49.99% stake in Oct, 2015.

Investee companies financials

Rs Crore

Investee Company	Operating revenue				Operating EBITDA			
	FY13	FY14	FY15	FY16	FY13	FY14	FY15	FY16
Partly owned subsidiary								
Zomato	11	31	97	185	(10)	(41)	(136)	(441)
Meritnation	10	20	22	29	(21)	(29)	(23)	(41)
Associate companies								
Policybazaar	87	140	212	271	(49)	(46)	(75)	(1,65)
Mydala								
Canvera								
Happily Unmarried								
Vacation Labs								
BigStylist								
Rare Media								
Unnati								
DIRO Labs								
Total	108	191	330	485	(80)	(116)	(233)	(647)

Zomato

The screenshot shows the Zomato website interface. At the top left is the Zomato logo. To the right, there are links for "Order Food Online!", "Log in with Facebook", and "Log in". The main heading reads "Find the best restaurants, cafés and bars in Delhi NCR". Below this is a search bar with "Delhi NCR" selected in a dropdown and a search input field containing "Search for restaurant, cuisine or a dish". A red "SEARCH" button is on the right. Underneath is a "COLLECTIONS" section with a "SEE ALL" button. The collections are displayed in a grid of eight cards: "Trending this Week" (30 PLACES), "Live Cricket Screenings" (47 PLACES), "Book Online on Zomato" (26 PLACES), "New Restaurants You Probably Haven't Tried Yet" (22 PLACES), "Happy Hours" (25 PLACES), "Sheesha Lounges" (33 PLACES), "Custom Bakes" (5 PLACES), and "+ 27 Collections See all >". Below the collections are three sections: "QUICK SEARCHES" with "Delivery" and "Breakfast" options; "CITY FEED - DELHI NCR" featuring a card for "Kebab Gali" in Malviya Nagar, New Delhi; and "TOP FOODIES IN DELHI NCR" listing "Sunakshi Aggarwal" (332 Reviews, 1054 Followers) and "Subhash Sahnii" (530 Reviews, 2247 Followers).

zomato Order Food Online! Log in with Facebook Log in

Find the best restaurants, cafés and bars in Delhi NCR

Delhi NCR **SEARCH**

COLLECTIONS SEE ALL

- Trending this Week (30 PLACES)
- Live Cricket Screenings (47 PLACES)
- Book Online on Zomato (26 PLACES)
- New Restaurants You Probably Haven't Tried Yet (22 PLACES)
- Happy Hours (25 PLACES)
- Sheesha Lounges (33 PLACES)
- Custom Bakes (5 PLACES)
- + 27 Collections See all >

QUICK SEARCHES

- Delivery >
- Breakfast >

CITY FEED - DELHI NCR

- Kebab Gali**
Malviya Nagar, New Delhi

TOP FOODIES IN DELHI NCR

- Sunakshi Aggarwal**
332 Reviews, 1054 Followers
- Subhash Sahnii**
530 Reviews, 2247 Followers

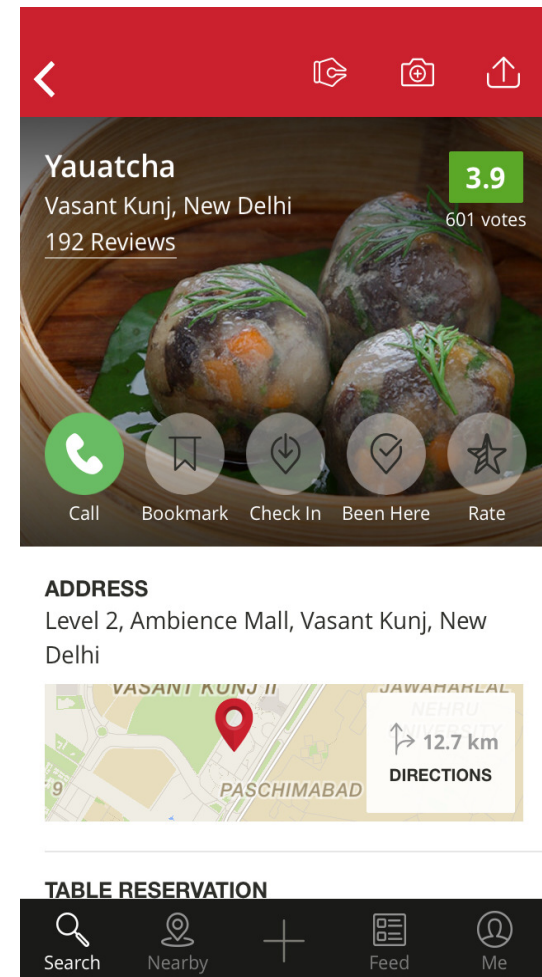
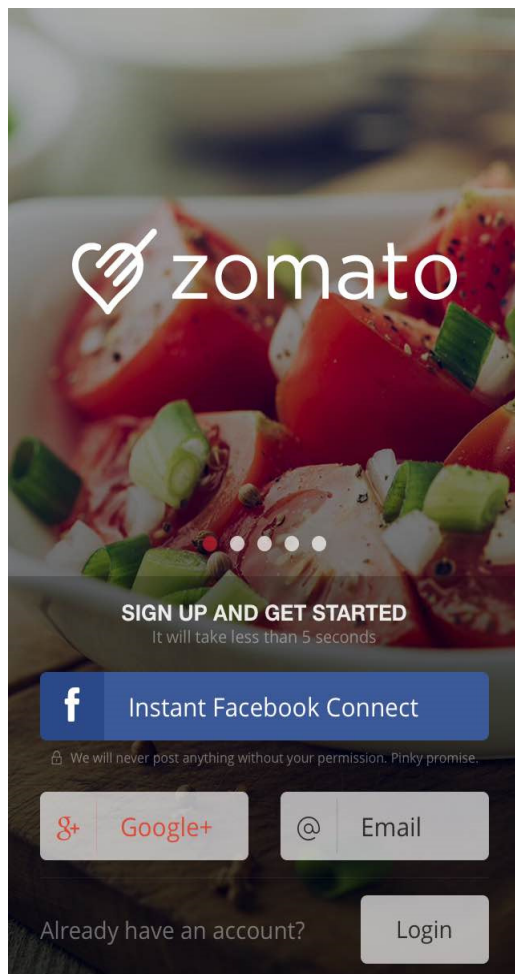
Zomato – business model

- A clear leader in the restaurant category in India and several other countries
- Presence in 23 countries
 - India, UK, Canada, Czech Republic, Slovakia, Poland, Portugal, UAE, NZ, South Africa, Turkey, Philippines, Indonesia, Italy, Brazil, Ireland, Qatar, Sri Lanka, Chile, Australia, US, Lebanon and Malaysia
 - ~96 million sessions in Dec, 2016 across web and mobile
 - >70% sessions through mobile (web and app)
 - Database of 1.2 mn restaurants across the world
- Monetisation growing well

Zomato – business model

- Business model
 - Advertising
 - Banner ads on web and mobile apps relevant to a user's search of restaurants in an area
 - Events, sponsored spots in collections and corporate tie ups
 - Digitise restaurant menus, provide relevant information (including map coordinates, pictures etc)
 - Regular updating through feet on street beats
 - Generate ratings and reviews and enable picture uploads from users
 - Provide a wow user experience
 - search capabilities by location, cuisine, dish names
 - convenience through a high quality mobile app
 - Food ordering on the web and mobile app
 - Online food ordering launched in India and UAE (Dubai & Abu Dhabi) in FY 15-16
 - Delivery done by restaurant or by Zomato's logistics partner Grab and Delhivery
 - ~1.6 mn orders processed in Dec, 2016
 - Table reservations active in 10 cities in India, UAE and Australia
 - Table reservations (Zomato Book) active in 8 cities globally

Zomato – mobile app



Policybazaar



Term Life Insurance



Health Insurance



Two Wheeler



Travel Insurance



Car Insurance



Tax Saving



Child Plans



Investment



Retirement Plans



Cancer Protection



Critical Illness



Home Insurance

Just for You

Everything we do for our customers

Our Awards



Best Financial Website

2013 & 2014

RENEW TWO WHEELER INSURANCE



User Review

We Value Your Opinion



Policybazaar

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

Meritnation



011-40705070

Purchase

Call Me

What are you looking for?



Download our Mobile App

LOGIN

CREATE ACCOUNT

Online Tutorials

Entrance Exams

Class XII

Class XI

Class X

Class IX

Class VIII

Class VII

Class VI

Class V

Class IV

Class III

Class II

Class I

ONLINE TUITION

Live classes with the best teachers

CLASS 4 - 12

ENTRANCE EXAMS

Name

E-mail

Password

Mobile No.

Board

Class

Area PIN Code

Student

Parent

Tutor

Teacher

Join now for FREE

1,12,80,347 Happy Students



By clicking "✓" you agree to our [T&C](#)

Online Tutorials

Live classes with the best teachers in India

Smart Study

Videos, Animations and Unlimited practice tests

Homework Help

Get Solutions to all your Doubts Instantly

FREE NCERT Solutions

Access solutions to all your NCERT textbooks

Our students love us



“ Meritnation is just simply Awesome!! :) A lot of my problems get solved when i come here... greatly blessed to have this.I have now started improving in my studies now. Thank you so much! ”

Sanchita Verma, Class X
Apeejay School



“ It gives me immense pleasure to inform you that I have got 96.5% in Class 12 Board Exams(Science). Meritnation has helped me a lot in getting 97 in Maths and 99 in economics, not to forget chemistry and english, in which I got 95 marks. From ... [Read more](#) ”

Joyjit Chatterjee, Class XII



“ I find it really easy and interesting to study on meritnation. The animations help me in enjoying what I study, which has made my study routine really interesting! ”

Swapnil Lohani, IITJEE Advanced Qualified

Meritnation

- Supplementary online learning platform for K12 and Entrance Exams
 - Proprietary content
 - Freemium model
 - Direct to consumer
- Provides free solutions mainly for
 - mathematics and science for K12 of popular national Indian curriculum's viz. CBSE and ICSE and some State Boards
 - free solutions restricted to popular text books and user generated content
- Paid product for online assessment and teaching solutions
 - provides resources to kids for self study after school
 - Option for live online tuition classes
- Test prep product for engineering and medical entrance examinations
- Over 10 million registered users
- ~55-60% sessions through mobile

Canvera



ARE YOU A PHOTOGRAPHER?

PRODUCTS NEWS BLOG ABOUT CONTACT SIGN IN PAY NOW

Find a Photographer

Get your own Canvera Photobook

Share your Photobook

FIND A PHOTOGRAPHER

for any occasion, anywhere in India

[GET RECOMMENDATIONS](#)

SEARCH BY LOCATION



[All locations](#)

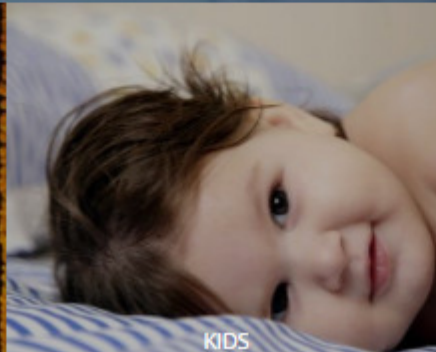
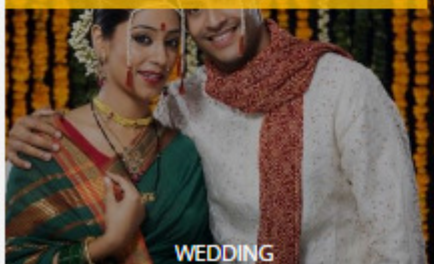
SEARCH BY CATEGORY



[All categories](#)

SEARCH

Popular Categories



Photographers In Focus



Canvera

- Focusses on Professional Photographers for their album needs, primarily weddings
- Build brand with the consumer but monetise through the professional photographer
- Products & services include:
 - Printed products (albums) sold to the photographer (main source of revenue)
 - Design of printed products and websites (service business that supports the product business)
 - Web solutions to help professional photographer build their website (SaaS)
- Expertise in digital imaging and printing

Canvera contd.

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

Mydala

mydala.com More Savings I am in Delhi NCR WE ARE HIRING! Need Help? Call us at: 011-43444444

Invite Friends Get my APP Cart (0) Sign In / Sign Up

Food and Drinks Spas Salons Tattoos Health and Fitness Online Coupons Activities & Hobbies Shopping

Discover great deals & discounts in Delhi NCR

Search 140,000+ deals & offers from 100,000+ brands

Eg: Gym, Airport offers, Top Salons, Snacks, Hair Salons, Restaurants

Top Selling Deals in Delhi

Rajouri Garden | Travel | Malviya Nagar | Pahandiq | Cashback | Recreation |

Get ready for an action PACKED SUMMER!

LAKMÉ SALON

Spend ₹1000 & get a blow dry and hair wash FREE

Promote your Business

THE BUZZ STARTS HERE!

REVIEW A DEAL

Win FREE Gift Vouchers!

Feel Fresh

Facial, hair spa & more @ 90% off

20% off on food bill

JUXPUX

20% off on shakes, smoothies & more

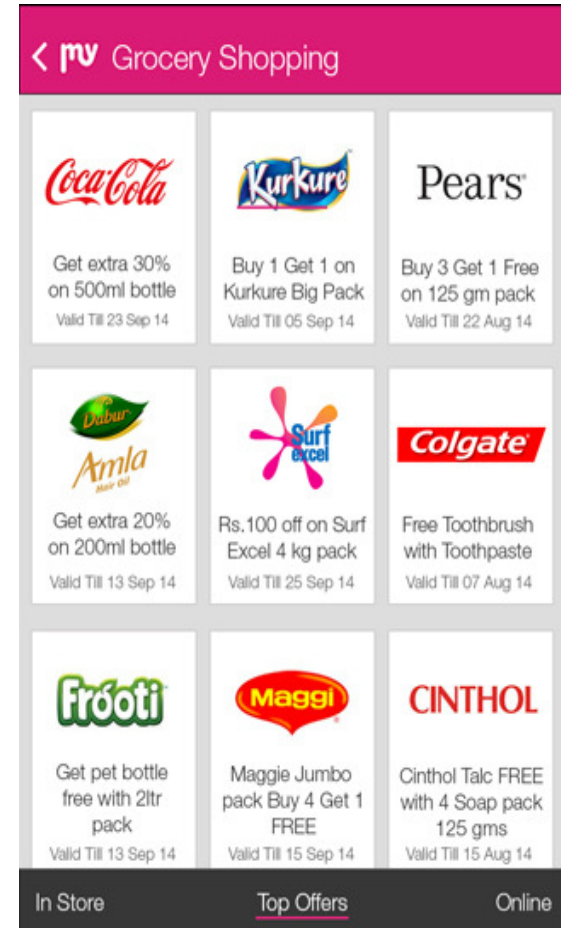
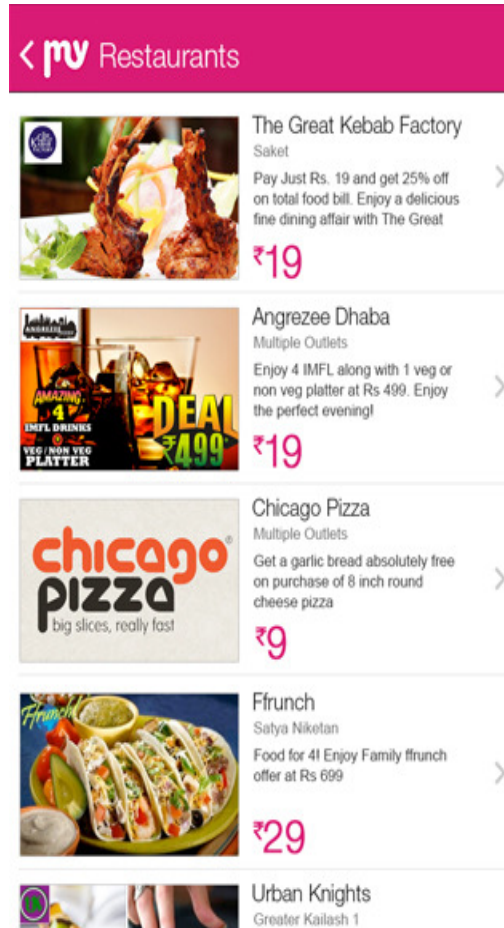
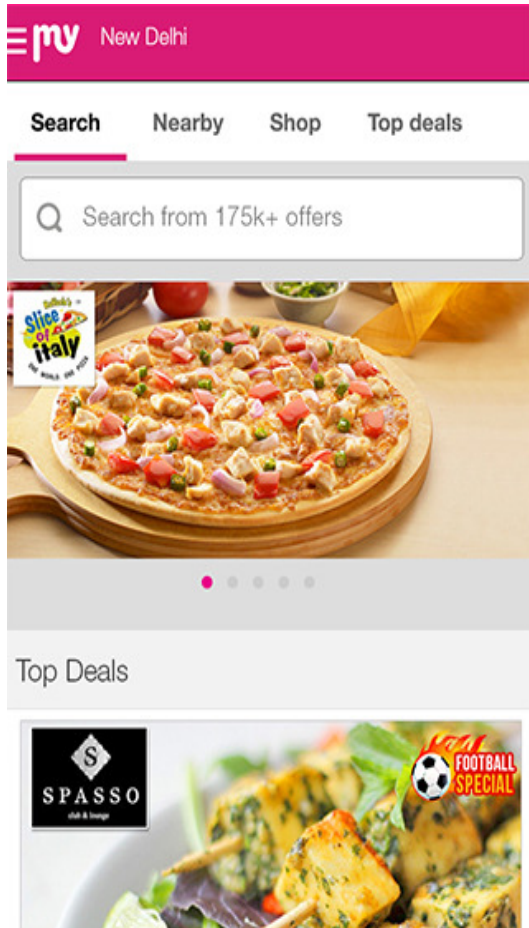
SPA-LICIOUS

OFFERS FOR ULTIMATE

Mydala

- India's largest promotion led local services marketing platform
- Vision is to make it a daily habit with consumers and businesses
- About 50 mn visitors and 5 mn transacting customers every month
- One of the largest mobile commerce platforms in India
- Large addressable market

Mydala app



Happily unmarried

SAVE FOR BEER OFFER

Buy 3 products ₹ 200 off!
Buy 5 products ₹ 400 off!

BUY

Products shown: Body Wash, Shaving Cream, Hair Wax, Aftershave Balm, Face Wash.

USTRAA
by HAPPILY UNMARRIED

Products shown: Moch & Beard Oil, Beard Wash, Beard Softener, Moch Wax.

BUY

50% OFF

100% CHILLED
ON SELECT PRODUCTS ONLY

BUY

Product shown: Red t-shirt with 'BEER' text.

OUR PRODUCT CATEGORIES

Bar | Apparel | Home Accessories | Bags | Stationery

Happily Unmarried

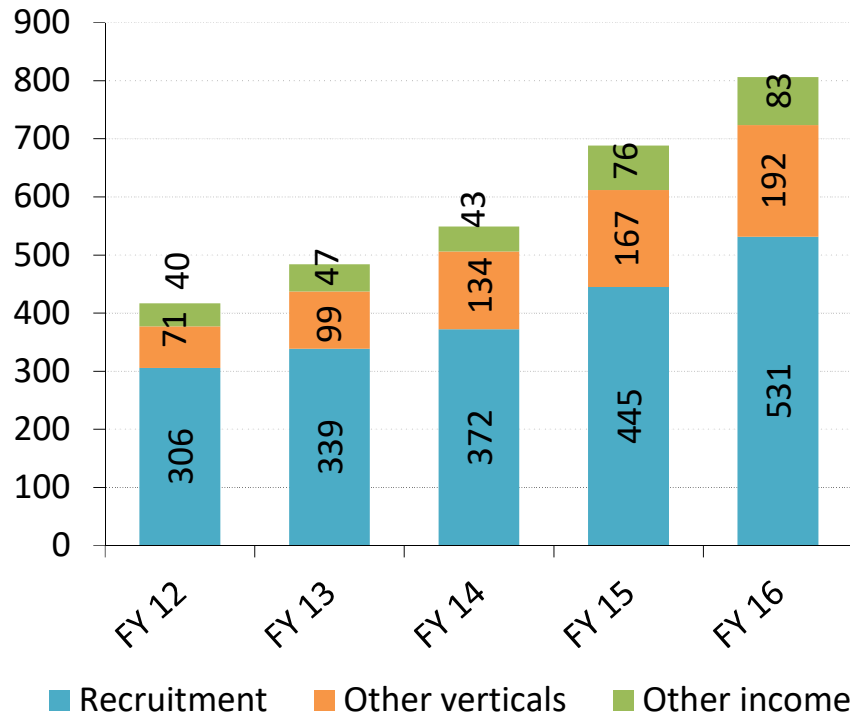
- Grooming range for men “Ustraa”
- Designs and sells fun products
 - With an Indian touch
- Proportion of online sales growing rapidly

Financials

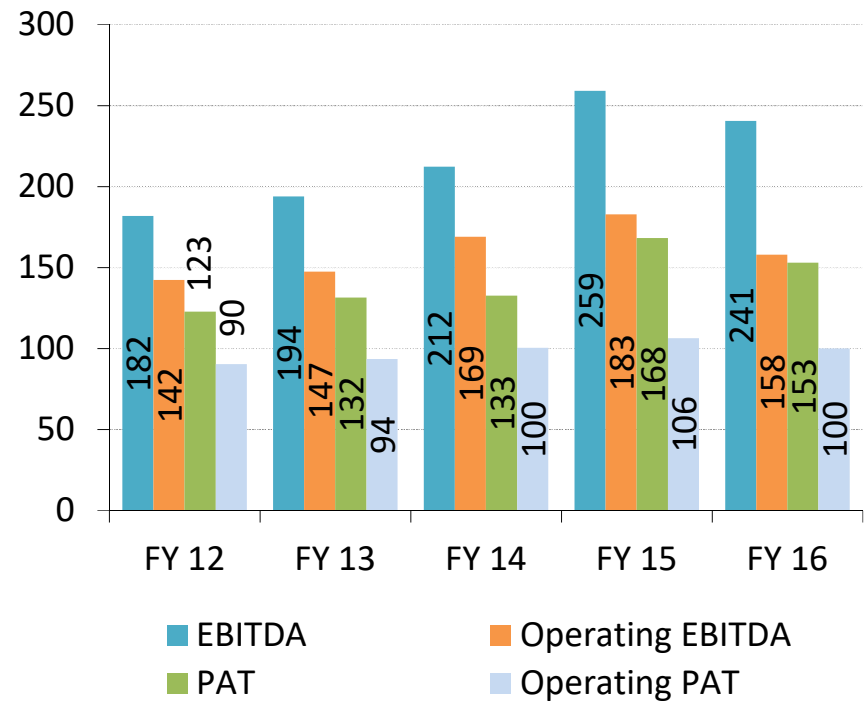
(Standalone)

Standalone Financials - Consistent long-term growth in Revenue & Profitability

Revenue (Rs Crore)



Profitability (Rs Crore)



EBITDA and PAT nos. above exclude the CSR expense of about Rs 3.6 Crore in FY 16

Other Income in the above chart is treasury income

Investment in 99acres has compressed margins in FY 14 to 16

Team

Management Team

Name	Age	Qualifications	Designation/ Role	Previously worked with	Year of joining
Sanjeev Bikhchandani	53	BA Economics St. Stephens, PGDM IIM-A	Founder and Executive Vice Chairman	Lintas, Glaxo Smith Kline	1995
Hitesh Oberoi	44	B Tech, IIT Delhi, PGDM, IIM-B	Managing Director and CEO	HLL (Unilever)	2000
Vivek Khare	46	M. Sc (Physics) IIT – Kanpur, PGDBA-Birla Institute of Management Technology	Executive Vice President	-	2000
Deepali Singh	43	B Sc, LLB, Delhi University, PGDBA, IPM	Executive Vice President Firstnaukri	Aptech	2000
Arif Ismail Parker	42	BA	Executive Vice President- Sales	ITNation.com	2000
Vibhore Sharma	42	B Sc, IGNOU	Chief Technology Officer Naukri	Pioneer	2001
Suresh V.	44	BE, Masters in Management, Sathya Sai Institute of Management	Chief Sales Officer - Naukri.com	Xerox	2001
Neeraj Sharma	43	B.Com , PGPM	Executive Vice President- Sales	-	2001
Niraj Kumar Rana	41	BSC, MBA	Executive Vice President- Sales	-	2001
Swati Vashistha	39	MBA	Senior Vice President Sales Systems	-	2001
Manoj P	43	BE- University of Mysore MBA - Xavier Institute of Management and Entrepreneurship	Executive Vice President- Sales	Indian Seamless Group	2002
Harveen Singh Bedi	45	PGDBA-Birla Institute of Management Technology	Executive Vice President Quadrangle & Ehire	Nestle	2002
Dinesh P Kumar	41	MBA	Executive Vice President- Sales	Notre Advertising	2002
Satyajit Tripathi	43	BSc , PGDBM	Executive Vice President- Sales	-	2002
Ambrish Kumar Singh	43	Btech, MBA	Executive Vice President and Head Sales & Customer Delivery Shiksha, Sales Shiksha	LSI Software, Pentasoft Tech	2003
Ankur Kheterpal	43	B.Com Christ College Bengaluru	Senior Vice President IT Infrastructure	Solutions Infosystems Pvt. Ltd. , Wintech Education, Sunrise Consultancy	2005
Meetu Arora	38	PG Diploma, Computer Applications - Acharya Narendra Dev College - New Delhi	Senior Vice President Quality Assurance	Induslogic India Pvt. Ltd. , IBM Global Services, Magic Software Pvt. Ltd.	2006
Sudhir Bhargava	47	BE, MBA, FMS, Delhi University	Executive Vice President Corporate Finance	HSBC, ICICI Bank	2006
Sharmeen Khalid	45	MBA, IRMA	Chief Human Resources Officer	Polaris	2006
Shalabh Nigam	44	B Tech, IIT Kanpur	Chief Technology Officer JSB9	Baypackets	2007
Rajesh Khetarpal	44	CA	Executive Vice President- Finance	Bharti	2007
Sumeet Singh	43	BBA, MBA	Executive Vice President- Marketing, Corporate Communication and Strategic Alliances	CII	2007
Nishant Pandey	41	B Tech, IIT Delhi, MBA ISB	Executive Vice President- Product Development	Schlumberger	2008
Rinchan Gupta	38	BE - Comp Science	Senior Vice President Interaction Design	HP India	2008

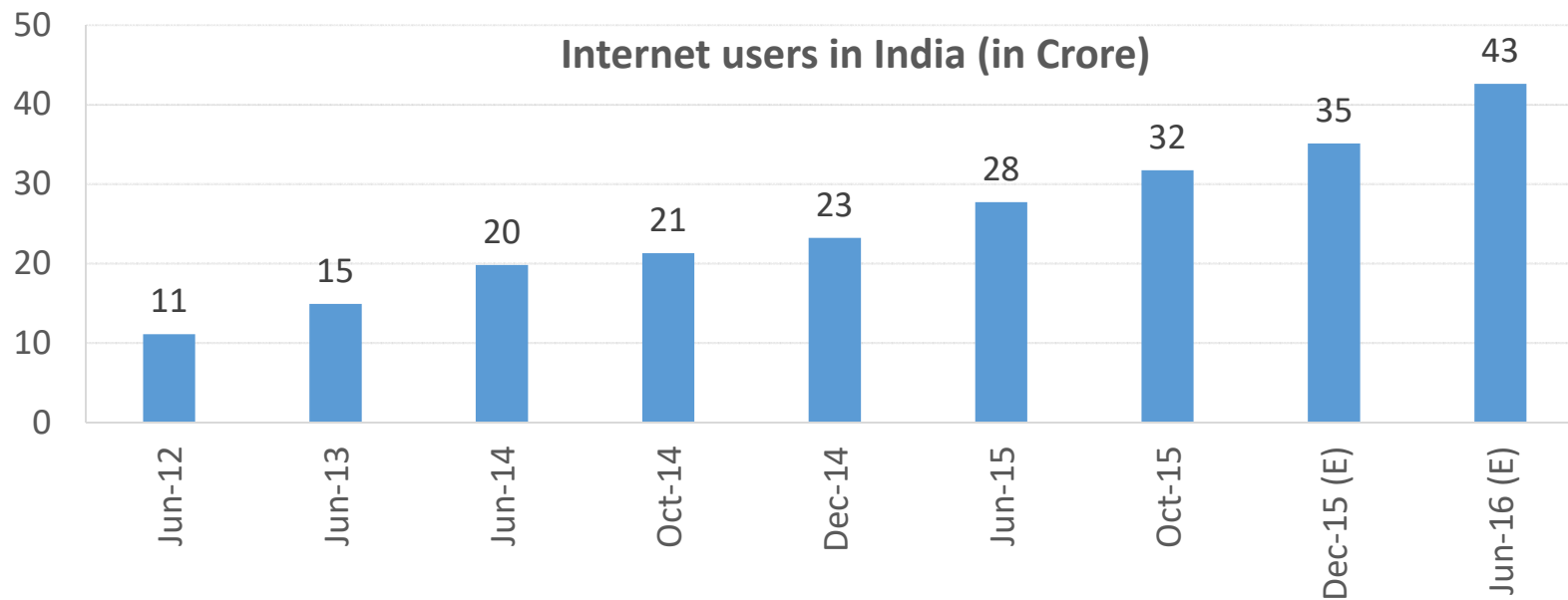
Management Team contd.

Name	Age	Qualifications	Designation/ Role	Previously worked with	Year of joining
Vivek Jain	43	B Tech, IIT Delhi, PGDM, IIM – B	Chief Product Officer-Naukri & Head-Naukri FF	Isoft, Adobe, IBM, ICICI Securities	2010
Maneesh Upadhyaya	38	B Sc, MBA, FMS, Delhi University	EVP & Business Head - Shiksha	Bain & Co.	2010
Tarun Aggarwal	42	Btech, MBA IIM Ahemedabad	Executive Vice President and Business Head- Naukri Gulf	HT Media, Tech Mahindra, HCL Technologies	2010
Amit Kumar Singh	39	Btech - IIT Kanpur, PGDBM - IIM Calcutta	Executive Vice President - Product Development	Adobe Systems, Citibank	2011
Jai Prakash Sharma	41	MBA Sikkim Manipal University	Senior Vice President Technical Operations	AOL Online, First Advantage, Adobe Software	2011
Rohan Mathur	33	PGDM Business Management, IIM Ahmedabad	Senior Vice President & Head Jeevansathi	Cadence Design Systems, Mindtree	2011
Manav Rajkumar Gupta	39	B.Tech , MBA - European School of Management and Technology, Berlin	Senior Vice President Product Development	Toostep, TCS, Mittal Steels	2012
Manish Gupta	37	PhD (Mathematics) - IIT Delhi	Senior Vice President	DRDO, Innovation Labs, Citi	2012
Murlee Manohar Jain	39	Bcom, CS	Associate Vice President-Secretarial & CS	Apollo Tyres	2013
Anurag Jain	39	MBA- ISB Hyderabad, MS - Wright State University	Sr. Vice President and Product Head Shiksha	Microsoft, Nokia, Dassault Systemes	2013
Chintan Arvind Thakkar	50	CA	CFO	Computer Associates	2014
Pankaj Jain	42	B.Tech - IIT Delhi, MS- Stanford University	Executive Vice President- New Projects	Spice Online Retail, Spice Televentures, Taxila, Siebel Systems	2014
Shailesh Chandra	42	BE - Delhi College of Engg, PGDBM- IIM A	Executive Vice President	Amazon, Genpact, Indian Railways, Maruti Udyog, Indian Petrochemicals	2014
Narasimha Jayakumar	43	MBA- London Business School, PGDM- IIM-B, B Tech- NIT Karnataka	Chief Business Officer- 99acres.com	TV18 Home Shopping Network Ltd, Google, Expedia, Galileo Int., TAS	2015
Jatin Bery	42	MSc Corp & Int'l Finance (Durham University), MBA (IMI), BA (Hons) Economics (St.Stephen's College)	Executive Vice President Corporate Development	Kotak Investment Banking, Ernst & Young, JPMorgan	2015
Sujith Nair	39	MCM, Pune University	Senior Vice President Engineering	Smriti Netcoms, C-Net Asset/ International	2015

About 10% of the total employees are covered under ESOP

Internet in India

Internet in India – growing at a very rapid pace and stands only behind China in number of users



Source: IAMAI

- As per an IAMAI report, the number of internet users in India as of Oct 2015 stands at 31.7 Crore and is expected to have risen to over 42.5 Crore by June 2016
- Of these 32% are college going students, 26% are young men and 11% are working women and the remaining 31% are non-working women, other men and school kids

Banks/ brokerages that cover us

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BAML	Sachin Salgaonkar	+91 22 6632 8667	sachin.salgaonkar@baml.com
Centrum Broking	Ankit Kedia	+91.22.4215 9634	ankit.kedia@centrum.co.in
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CLSA	Ankur Rudra	+91.22.6650 5059	ankur.rudra@clsa.com
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Jefferies	Arya Sen	+91.22.4224 6122	asen@jefferies.com
Kotak Securities	Kanwaljeet Saluja	+91.22.4336 0860	kanwaljeet.saluja@kotak.com
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Morgan Stanley	Parag Gupta	+91.22.6118 2230	parag.gupta@morganstanley.com
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Nomura	Ashwin Mehta	+91 22 40374465	ashwin.mehta@nomura.com
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UBS	Gautam Chhaochharia	+91.22.6155 6080	gautam.chhaochharia@ubs.com
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Indicative list, subject to change

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