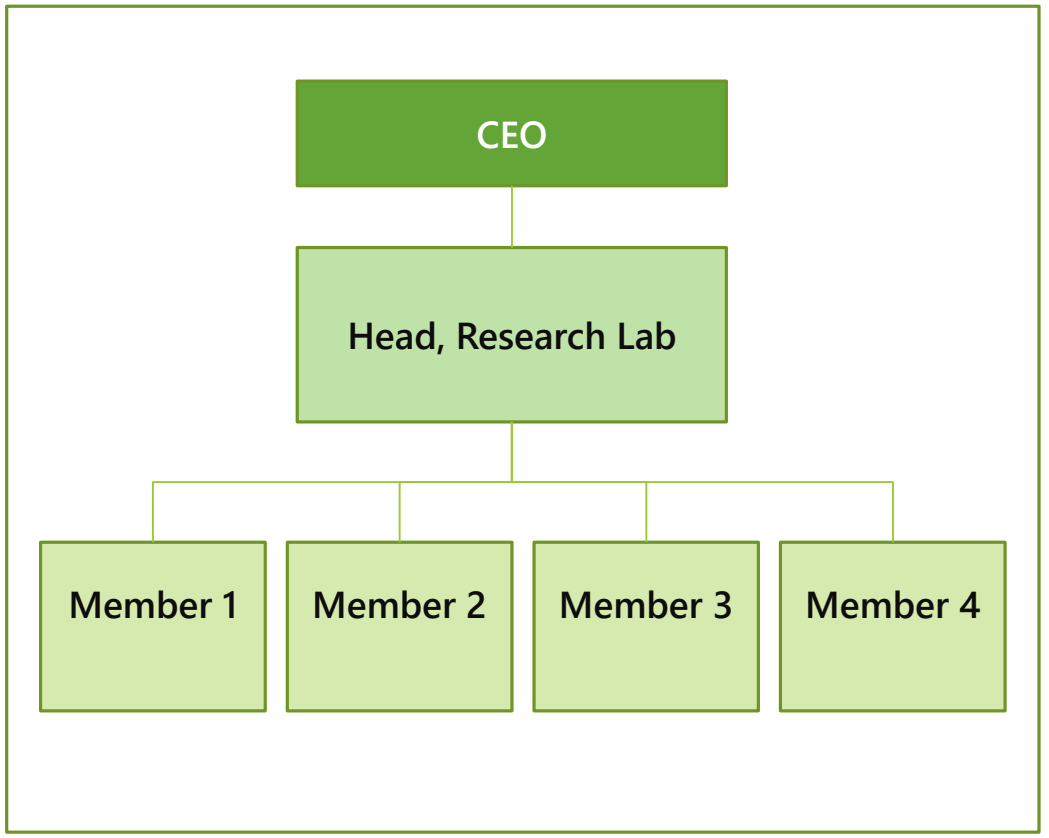
NEXT GENERATION RESEARCH LAB

CURRENT CAPABILITY AND THE WAY FORWARD

CROSSING NEW FRONTIERS WITH THE NEXT GENERATION RESEARCH LAB @INFOEDGE

- The research lab will be set-up to build capability within the organization to **solve large complex problems which can be game changer**
- The research lab will define its **2-3 year road map to identify key areas of focus and impact**
- The Research Lab team will be **insulated from daily operational challenges** and will continue to work closely with the business, product and engineering team



RESEARCH LAB SPONSORSHIP

Dr. Sharad Malik

Independent Director & George Van Ness Lothrop Professor of Engineering at Princeton University

(B. Tech IIT-D (CS); PhD Computer Science – University of Berkley-California)

Dr. Naresh Gupta

Independent Director and erstwhile Managing Director of Adobe's India Research and Development Center

(B. Tech IIT-Kanpur (CS); PhD Computer Science – University of Maryland College Park

Hitesh Oberoi

Co-Promoter, Managing Director and CEO

(B.Tech IIT –D (CS) ; PGDM IIM Bangalore)

Sanjeev Bikhchandani

Founder and Executive Vice Chairman

(PGDM -IIMA)

OUR CHARTER FOR THE RESEARCH LAB

Tools & Technologies

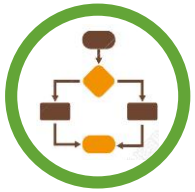
Develop in-house expertise in -

- Machine Learning
- Deep Learning
- Artificial Intelligence

New Product & Features

Leverage Data Science to -

- Innovate, disrupt and solve for key business problems
- Lay foundation for next-gen products



Superior Algorithms

Develop complex, scalable search and matching algorithms leveraging the vast amount of available user data

OPPORTUNITIES FOR IMPACT AS A PART OF RESEARCH LAB

Career & Skill Development Products

Algorithm Personalization for Enhanced Relevance

Superior Monetization through Pricing Analytics

Intelligent Chat Bots for assisted search across jobs, real estate, education etc.

Developing real estate pricing indices

& More

WHAT ARE WE LOOKING FOR – RESEARCH LAB HEAD

- A **Passionate and energetic individual** with a **desire to make an impact** through use of technology and data
- A **collaborator and influencer** who can work with **business, product and engineering teams to drive the agenda** from data science perspective
- A **nurturer who is passionate about people** and can build a **strong team of data scientists under him/her**
- **Should be a PhD with 8-10 years of experience in leading a high quality research team to deliver results**
- Is recognized in the industry as an expert in the area of **machine learning, deep learning, artificial intelligence** and other technologies in data science

WHAT ARE WE LOOKING FOR – RESEARCHER DATA SCIENCE

- **Ability to think creatively and critically** and thrive in a **fast-paced, dynamic, and often ambiguous** work environment
- **Relevant background in computer science, statistics, or operations research** or related technical discipline – **Btech/M Tech /PHDs from top rated institutes**
- Deep knowledge of **machine learning, statistics, optimization** or related field
- Fluent in one or more **object-oriented languages like Java, Scala, C#, C++**
- Experienced with **statistical programming environments like R, Matlab, Python**
- Experience with **handling large datasets and map-reduce architectures like Hadoop, and open source data mining tools**

OUR INTERNAL BUSINESSES

naukri.com
India's No.1 Job Site

Dominant market leader

99acres.com®

India's leading real estate site

Jeevansathi.com
We Match Better

Number 3 but fastest growing

shiksha

Leading education advisory site

naukrigulf.com
أسرع موقع للتوظيف نموا في الخليج

Gulf market focussed Job site

KEY STRATEGIC INVESTMENTS

Shareholding ~46%*

India's leading restaurant ratings and review site

Shareholding ~10%*^

India's leading insurance comparison site

Shareholding ~59%*

Supplementary online learning for K12 and Entrance Exams

BOARD OF DIRECTORS

Whole time

Sanjeev Bikhchandani (53)

Founder and Executive Vice Chairman

BA Eco. St. Stephen's.

PGDM IIM-A

Previously with GlaxoSmithKline

Hitesh Oberoi (45)

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. Eco. PGDM IIM-A

Previously COO (Global Business Development), Timex Group

Independent

Saurabh Srivastava (71)

Independent Director

B.Tech. IIT Kanpur,

M.Sc. Harvard

Founder IIS Infotech (Now Xansa)

NASSCOM, TIE, IAN, IVCA

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

Naresh Gupta (50)

Independent Director

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

Previously MD, Adobe India

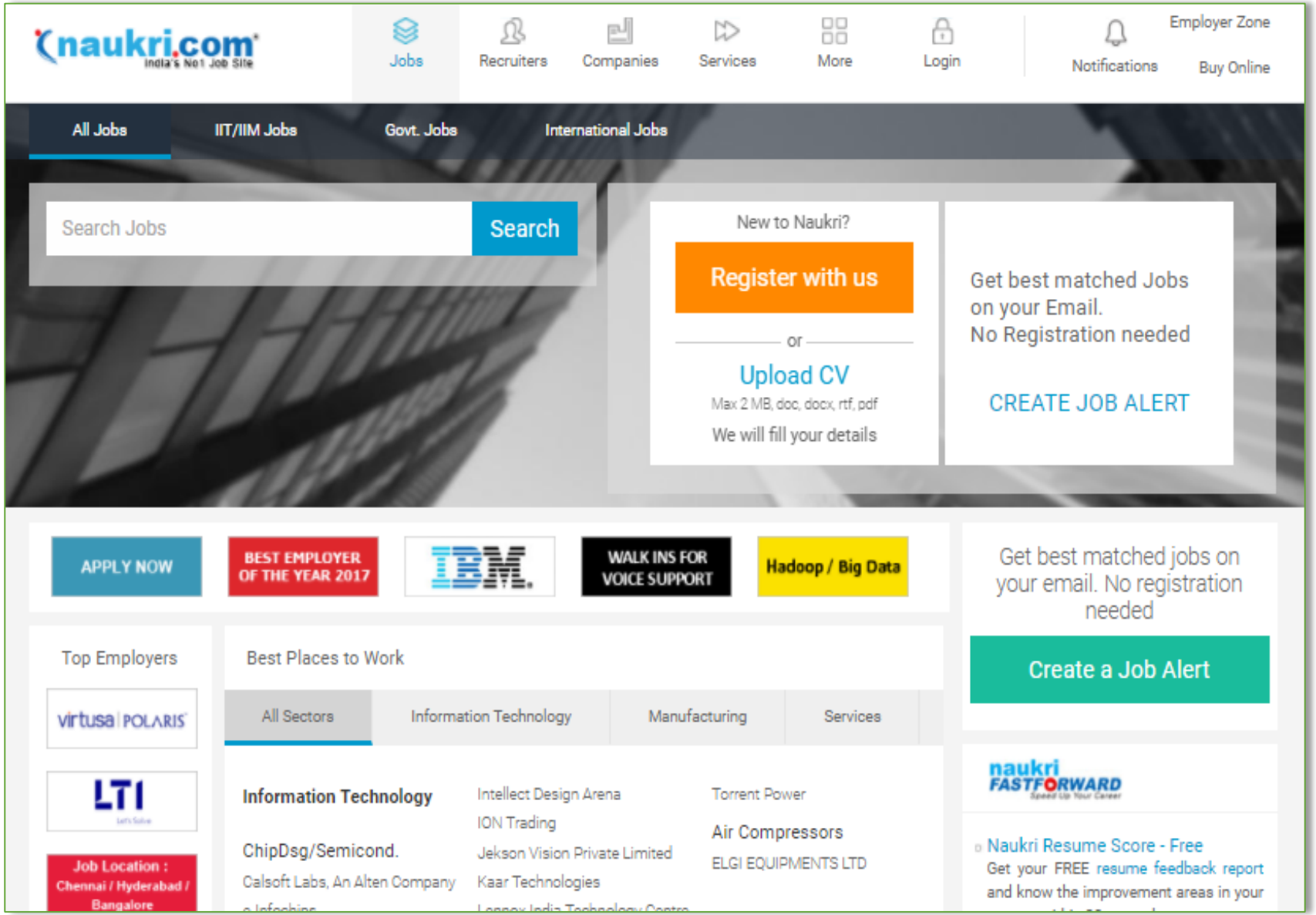
Sharad Malik (53)

Independent Director

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

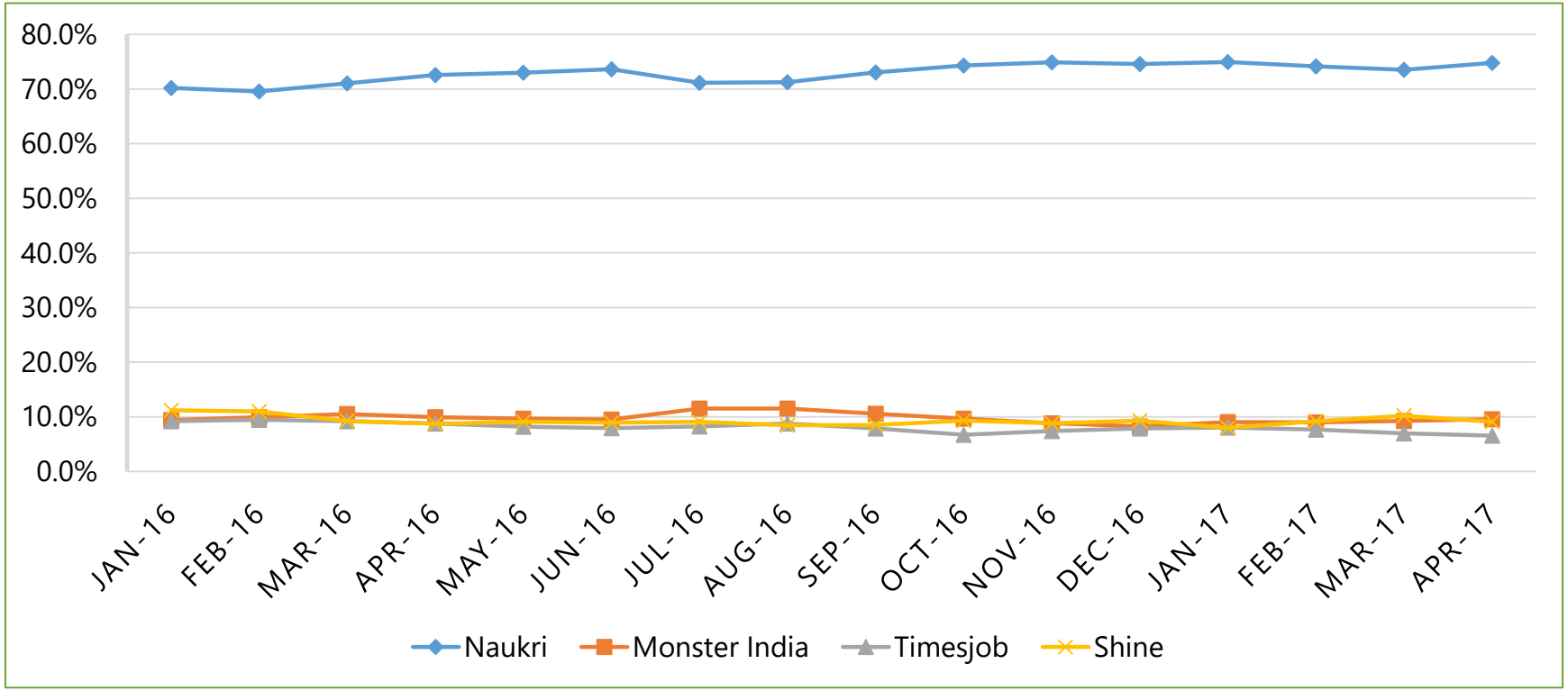
Chair-(Deptt. of Electrical Engineering), Princeton University

NAUKRI.COM


naukri.com
India's No1 Job Site
Jobs
Recruiters
Companies
Services
More
Login
Notifications
Employer Zone
Buy Online
All Jobs
IIT/IIM Jobs
Govt. Jobs
International Jobs
Search Jobs
Search
New to Naukri?
Register with us
or
Upload CV
Max 2 MB, doc, docx, rtf, pdf
We will fill your details
Get best matched Jobs on your Email.
No Registration needed
CREATE JOB ALERT
APPLY NOW
BEST EMPLOYER OF THE YEAR 2017
IBM
WALK INS FOR VOICE SUPPORT
Hadoop / Big Data
Top Employers
virtusa | POLARIS
LTI
Job Location : Chennai / Hyderabad / Bangalore
Best Places to Work
All Sectors
Information Technology
Manufacturing
Services
Information Technology
ChipDsg/Semicond.
Calsoft Labs, An Alten Company
Intellect Design Arena
ION Trading
Jekson Vision Private Limited
Kaar Technologies
Torrent Power
Air Compressors
ELGI EQUIPMENTS LTD
Get best matched jobs on your email. No registration needed
Create a Job Alert
naukri FASTFORWARD
Naukri Resume Score - Free
Get your FREE resume feedback report and know the improvement areas in your

NAUKRI HAS DOMINANT TRAFFIC SHARE

Overall traffic (including mobile but not app) based on time spent



Source: SimilarWeb

- Above chart excludes Linkedin since much of the traffic may not pertain to jobs
- ~66% of the total sessions for Naukri, in Q4 FY 16-17, through mobile, Source : Google Analytics

12

NAUKRI IS INDIA'S NO. 1 JOB SITE, WITH OVER 75% TRAFFIC SHARE. MOST REVENUE COMES FROM RECRUITERS – COMPANIES/CONSULTANTS

50+ million
Number of jobseekers registered with Naukri.com

1.5mn
Average applies on Naukri Jobs

65%
Sessions are accessed from a mobile device; more than half of them from the apps

4.4+
Naukri Android App Rating on Play Store – one of the highest rated Apps in its category

- Naukri is free for candidates (paid services available to help them), most revenue comes from recruiters
- Free candidates are allowed to
  - Create profile & upload photos
  - Search and apply to Jobs
  - Candidates can apply to emails received from recruiters
  - View the details of recruiters who viewed their CVs
- Recruiters need to buy subscription plans for
  - Posting jobs on Naukri
  - Searching and viewing CVs, contacting candidates
  - Referral hiring and Application Tracking System
  - Branding presence on Naukri job site

NAUKRI.COM- KEY STRATEGIC PRIORITIES

Job Acquisition

- Make Naukri the single largest source of jobs in India across different verticals and locations
- Enable easy and seamless apply for all jobs existing wherever available

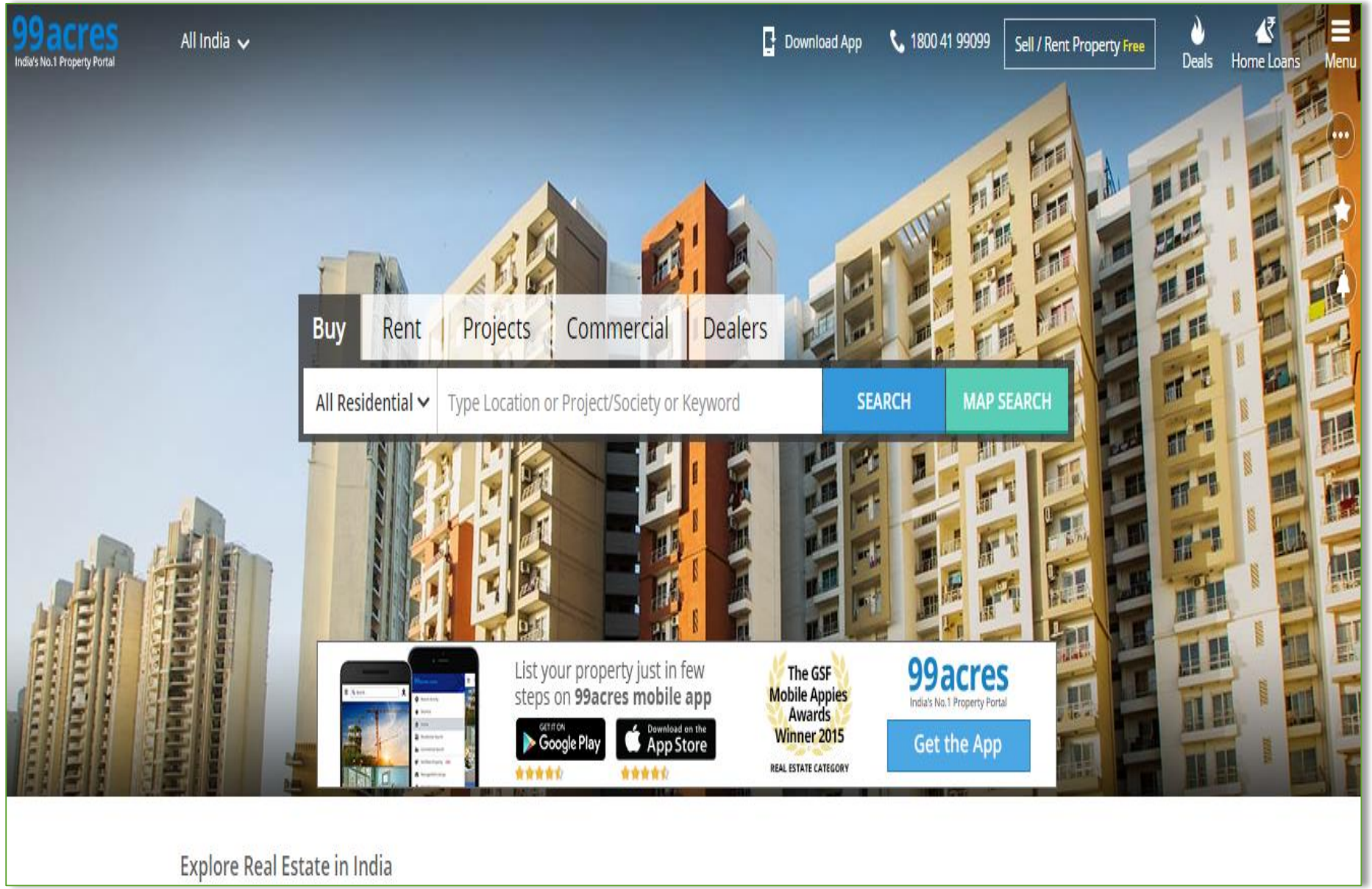
Recruitment Management Solution

- Provide an integrated recruitment management system for recruiters and hiring managers to collaborate
- Enable all workflows including requisition approval, shortlisting of candidates, interview scheduling and offer management

Relevance Improvement

- Improvements in jobs recommendation engine by exploring Deep Learning concepts to increase user engagement
- Build and expand libraries for skills, designations, companies and institutes
- Build algorithms which match the preferences for both the candidates and the recruiters, so as to maximize the number of hiring decisions made by Naukri clients.
- Build a new solution to recommend CVs to recruiters based on their preferences as exhibited by their search or hiring preferences.
- Enable an easy way for recruiters to manage applies – define preferences and receive only matching CVs

99ACRES.COM


99acres
India's No.1 Property Portal
All India
Download App
1800 41 99099
Sell / Rent Property Free
Deals
Home Loans
Menu
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
GET IT ON Google Play
Download on the App Store
The GSF Mobile Appies Awards Winner 2015
REAL ESTATE CATEGORY
99acres
India's No.1 Property Portal
Get the App
Explore Real Estate in India

99 ACRES POISED FOR GROWTH

INR 123 CR

Net of collections during the year

+48%

Time share of market.
More than double on page view share from competition

60%+

Sessions are accessed from a mobile device

+100%

More than 100% growth in responses

Online established as marketing medium of choice. Market moving from Print to Online
Builders across the country – eager to partner with 99acres

RERA to cleanse real estate market in India
Inefficient and unorganized market

⇓

Transparent and regulated market

PMAY – Pradhan Mantri Awas Yojna
Govt support for affordable housing

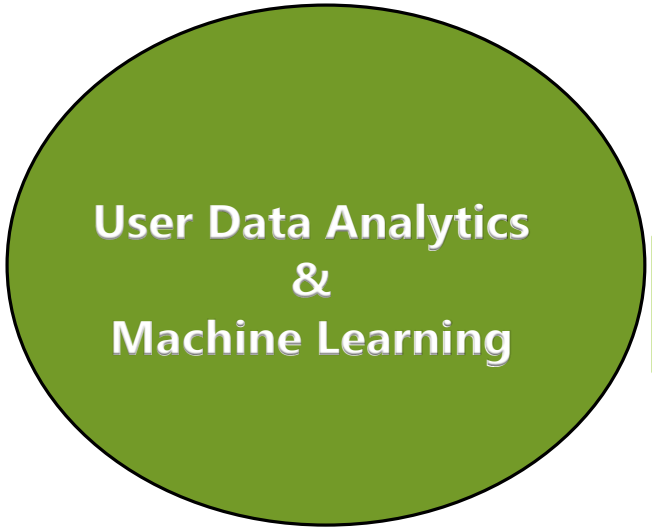
Huge opportunity to integrate with credit rating agencies, FIs and Banks to bring end to end solutions for consumers with

Mobile much more dominant in Tier 2 and emerging cities with higher growth

OPPORTUNITIES AT 99 ACRES

Search behaviour data analytics for need gap analytics and recommendation for un-discovered real estate

Platform consumption data + usage pattern (online + offline) to understand lead analytics for advertisers and best place to reach the consumer



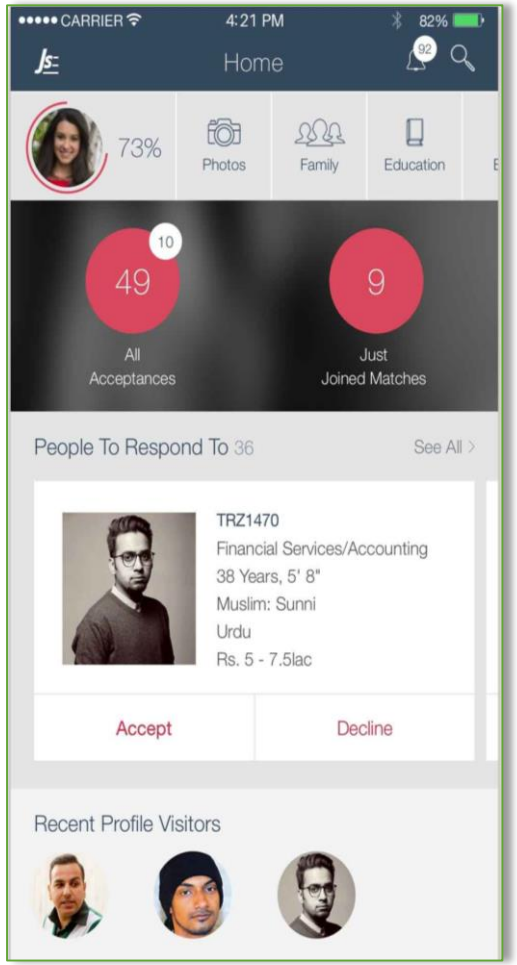
Analytics to help buyer discover properties via trends

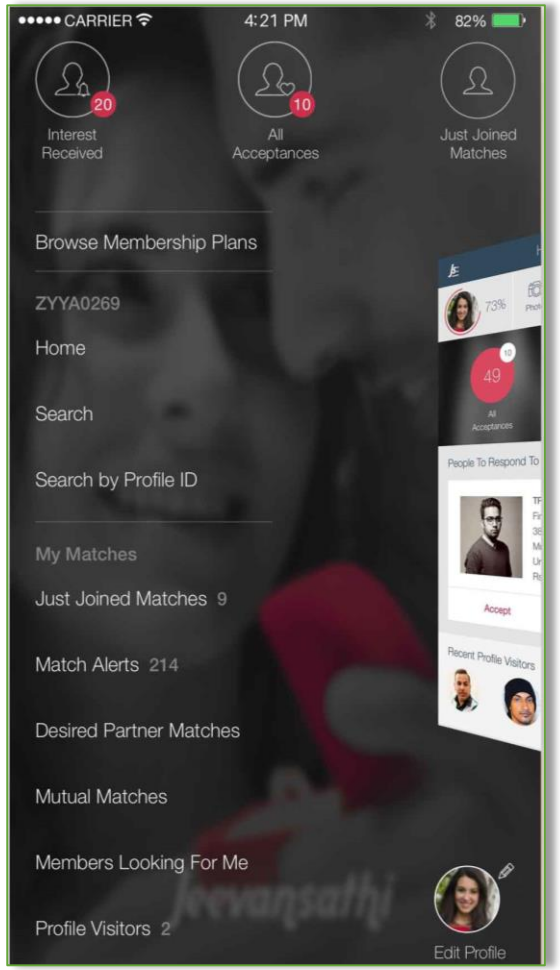
Consumer feedback analytics to identify SPAM through machine learning

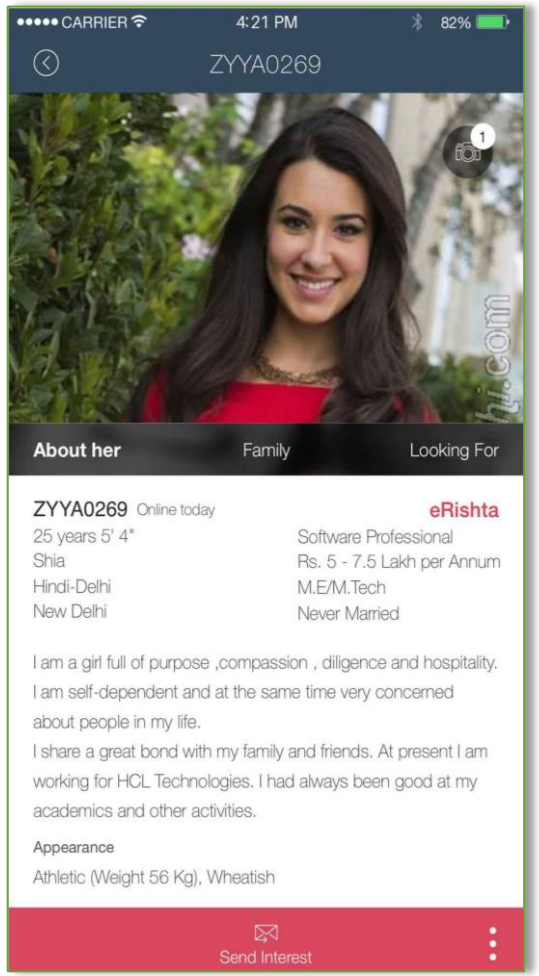
Consumer search insights to develop dynamics of local real estate markets to bring transparency for buyers

Tools to assist buyers – Property worth, right market price of a property, price trends, estimated rental yields, investor tools for investment ROI, investment options across new launches and others

JEEVANSATHI MOBILE APP







JEEVANSATHI IS THE FASTEST GROWING MATRIMONY SITE IN INDIA AND MOST OF THE SALES COME FROM SUBSCRIPTIONS PLANS

INR 605 million

Net of tax sales collections during the year

+27%

Year-On-Year Sales Collection Growth

82%

Sessions are accessed from a mobile device; more than half of them from the apps

+22%

Increase in sales productivity y-o-y through sales automation projects; it is the highest in the industry

- Jeevansathi has a freemium model
- Free users are allowed to
  - Create profile & upload photos
  - Search
  - Express interest
  - Accept interests from other users
- Users need to buy subscription plans for
  - Viewing contact details of other users
  - Chat with other users
  - Boost responses

JEEVANSATHI-KEY STRATEGIC PRIORITIES

Marketing

- Grow user acquisition faster and build leadership in Hindi-speaking communities
- Improve market position in non-Hindi communities
- Invest in 'Talkability' of Jeevansathi brand

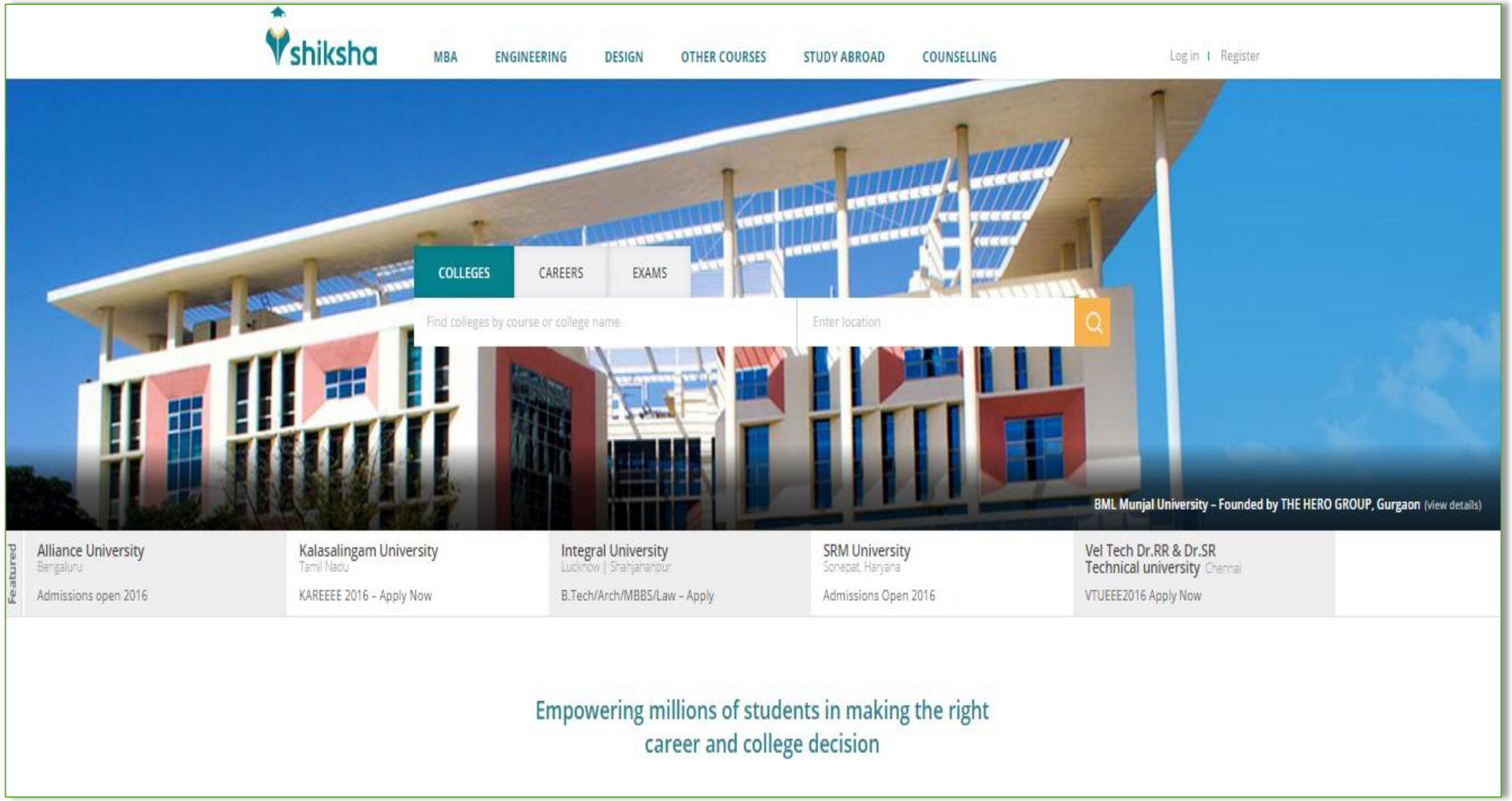
Sales

- Invest in sales automation leveraging technology to save costs and grow revenues at a faster rate
- Improve affordability of paid plans to increase paid user-base

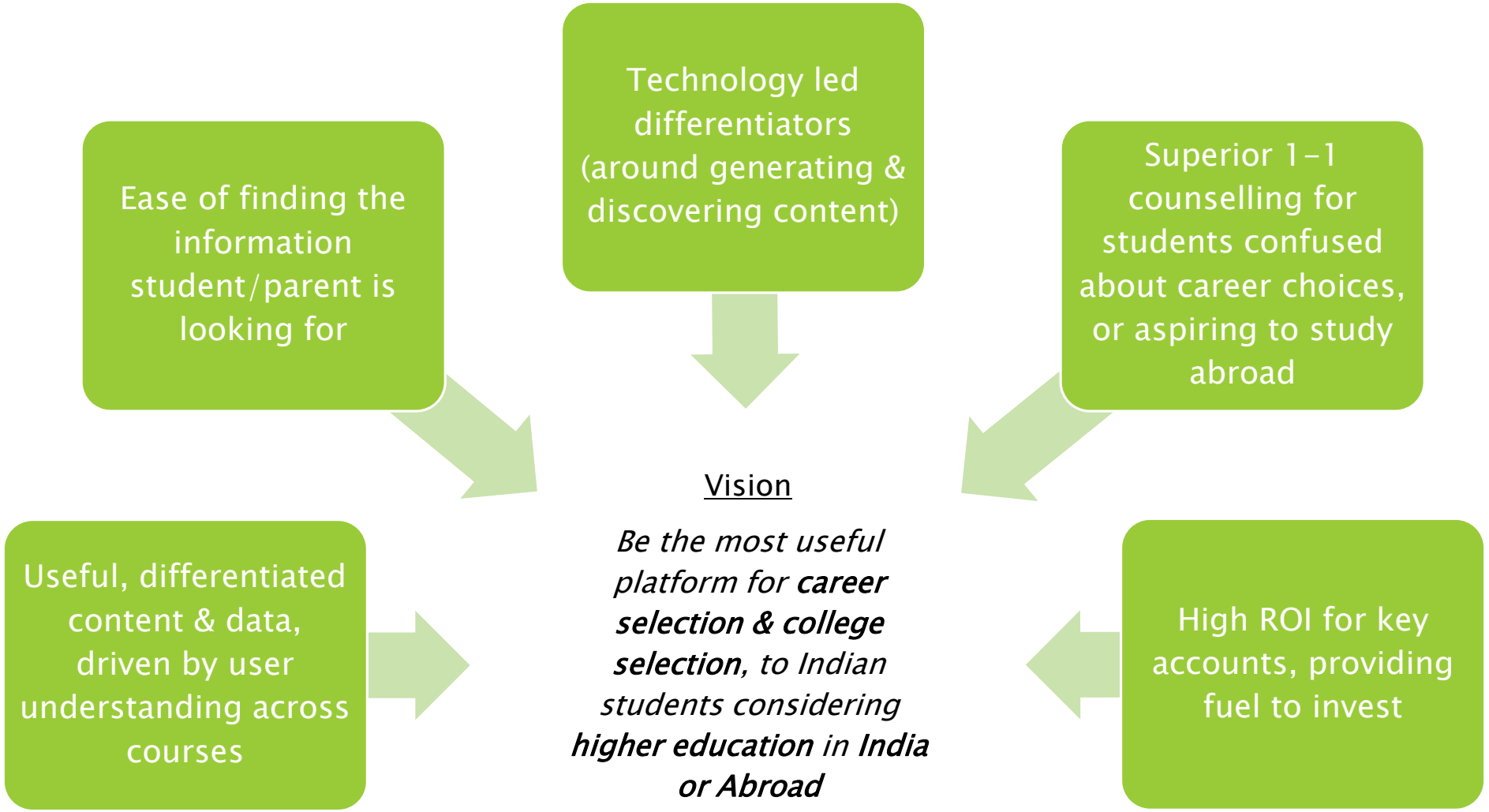
Product, Technology & Design

- Improvements in recommendation engine by exploring ML concepts to increase user engagement
- Improve capabilities for detection of fake profiles/spam on the platform
- Introduce features using social plugins to enrich user profiles
- Investment in process automation to eliminate manual screening/reviewing processes making for seamless user experience across customer service touchpoints
- Mobile site re-development to improve user experience across critical workflows using Single Page Application (SPA) & Accelerated Mobile Pages (AMP)

SHIKSHA.COM


shiksha
MBA
ENGINEERING
DESIGN
OTHER COURSES
STUDY ABROAD
COUNSELLING
Log in | Register
COLLEGES
CAREERS
EXAMS
Find colleges by course or college name
Enter location
BML Munjal University – Founded by THE HERO GROUP, Gurgaon (view details)
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
Empowering millions of students in making the right career and college decision

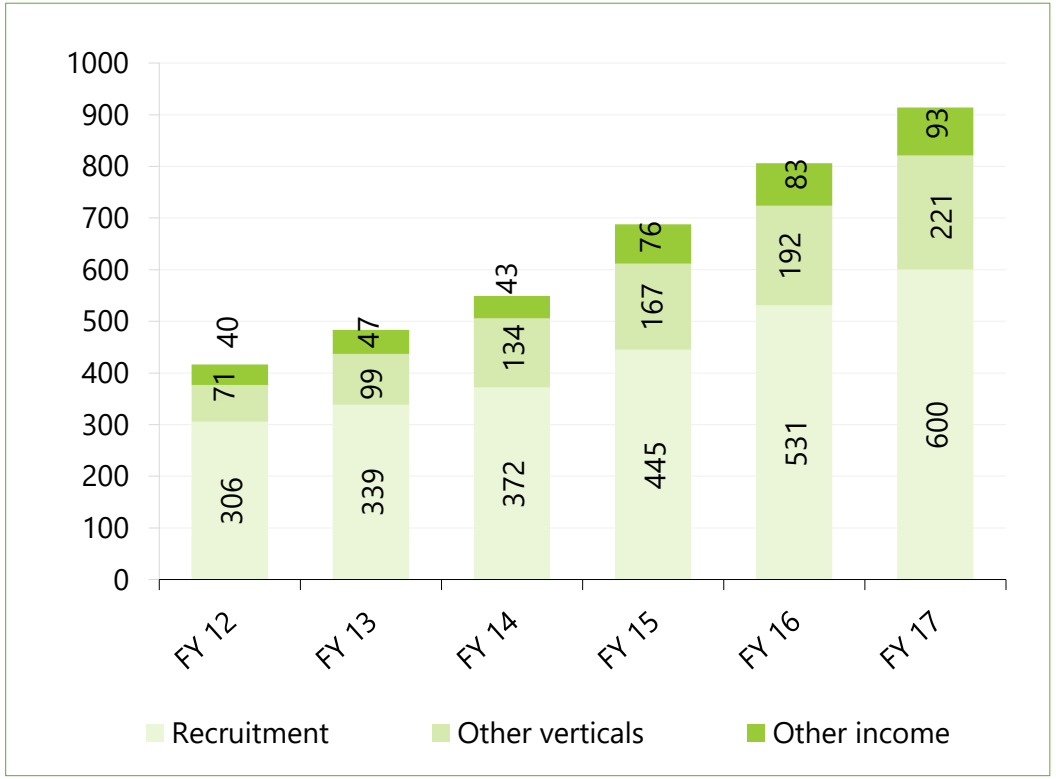
SHIKSHA.COM- KEY STRATEGIC PRIORITIES



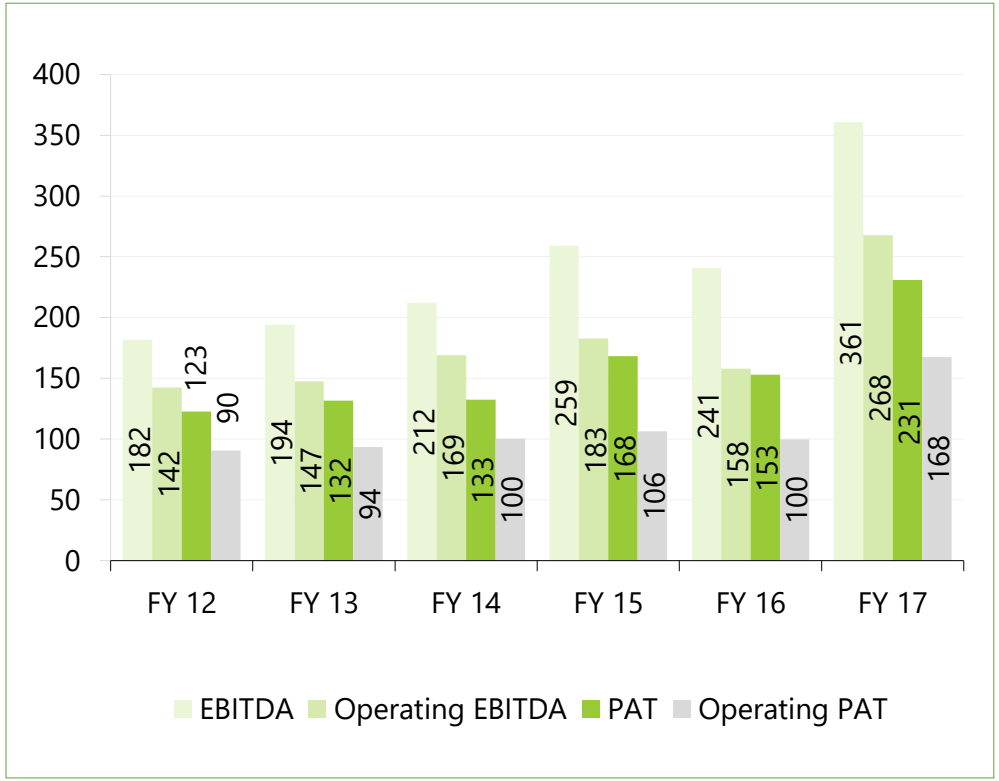
SECTION 2 | FINANCIALS

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 3.8 Crore in FY 17
- Other Income in the above chart is treasury income
- Investment in 99acres has compressed margins in FY 14 to 16
- All numbers in charts as per I GAAP

THANK YOU