

INFO EDGE (INDIA) LIMITED

DATASHEET	FY 2006-07					FY 2007-08					FY 2008-09					FY 2009-10					
	Q1	Q2	Q3	Q4	FY	Q1	Q2	Q3	Q4	FY	Q1	Q2	Q3	Q4	FY	Q1	Q2	Q3	Q4	FY	
Naukri.com																					
Number of resumes on Naukri.com (rounded off to nearest million)	6	7	8	9	9	10	11	12	13	13	14	15	16	17	17	18	19	20	21	21	21
Average number of resumes added daily in '000	10	9	9	11	10	11	12	12	14	12	17	17	14	10	14	12	12	11	11	11	11
Average number of resumes modified daily in '000	20 to 24				22	31	33	37	44	36	44	38	40	45	42	49	58	59	68	68	59
Number of unique customers	12,000	13,000	17,000	15,000	27,500	14,700	15,300	16,300	18,500	32,500	18,500	18,600	17,200	17,900	34,000	17,700	18,100	18,400	20,100	35,500	35,500
% Revenue of Naukri.com from																					
- IT Services/ ITES	32%	31%	31%	32%	32%	30%	32%	30%	28%	30%	27%	25%	26%	26%	26%	25%	25%	25%	26%	26%	26%
- BFSI					4-5%	4%	4%	4%	5%	4%	5%	5%	5%	5%	5%	5%	5%	5%	5%	5%	5%
- Infrastructure					20%	20%	21%	22%	22%	21%	22%	23%	23%	21%	22%	22%	22%	23%	21%	22%	22%
% revenue of Naukri.com from 10% of unique customers					62%					63%					61%						59%
Jeevansathi																					
Number of profiles ever loaded in million	0.8	0.9	1.1	1.3	1.3	1.5	1.8	2.0	2.2	2.2	2.4	2.6	2.7	2.9	2.9	3.1	3.3	3.5	3.7	3.7	3.7
Average number of profiles acquired daily	2,300	2,600	2,300	2,037	2,309	2,440	2,800	2,380	2,011	2,408	1,907	1,780	1,713	2,300	1,932	1,860	2,097	2,065	1,726	1,926	1,926
Number of unique paid customers	16,745	17,500	19,000	19,200	60,424	20,000	21,700	21,500	24,800	73,552	22,600	23,800	24,300	25,300	80,005	23,370	22,955	23,132	23,669	79,051	79,051
Average amount realised in Rs	1,085	1,272	1,319	1,400	1,459	1,379	1,428	1,396	1,490	1,711	1,649	1,636	1,640	1,710	1,994	1,864	2,069	2,095	2,140	2,409	2,409
99acres*																					
Number of listings in '000 (free+paid)	70	86	65	92	312	94	89	91	209	482	238	279	279	287	1083	246	213	178	167	804	804
Number of paid listings in '000	6	8	11	15	13	20	25	24	44	113	104	237	248	255	843	216	184	150	136	687	687
Number of paid transactions in '000	2.4	2.9	4.0	4.0	13.3	4.9	3.5	2.8	5.5	16.7	5.3	5.0	4.4	4.6	19.4	4.9	5.1	4.5	5.2	19.8	19.8
Net Sales in Rs million	279	317	363	436	1,395	465	526	548	650	2,189	631	654	589	577	2,451	529	552	589	653	2,323	2,323
Recruitment Solutions	260	294	333	389	1,277	422	473	486	583	1,964	556	564	498	499	2,117	443	460	500	551	1,954	1,954
Other Verticals	19	23	30	47	118	43	53	62	67	225	75	90	91	78	334	86	92	89	102	369	369
<i>Jeevansathi</i>															170					199	199
<i>99acres</i>															139					133	133
<i>Allcheckdeals (till it was a division)+Shiksha+Brijj</i>															25					37	37
Operating EBITDA in Rs million	73	60	117	116	366	118	162	154	200	634	167	155	149	181	652	129	142	179	216	666	666
Recruitment Solutions	101	90	138	127	456	160	192	187	276	816	242	241	199	239	922	173	175	218	240	803	803
Other Verticals	(28)	(30)	(21)	(11)	(90)	(42)	(30)	(33)	(76)	(182)	(75)	(86)	(50)	(58)	(270)	(44)	(33)	(39)	(24)	(137)	(137)
<i>Jeevansathi</i>															(47)					(1)	(1)
<i>99acres</i>															(95)					(38)	(38)
<i>Allcheckdeals+Shiksha+Brijj</i>															(128)					(98)	(98)
Headcount (including All Check Deals Pvt Ltd., a subsidiary)	951	1,030	1,095	1,205	1,205	1,267	1,379	1,501	1,656	1,656	1,798	1,794	1,723	1,676	1,676	1,562	1,494	1,536	1,555	1,555	1,555

Recruitment Solutions comprise of Naukri.com+NaukriGulf.com+Quadrangle+Job Seeker Services+Firstnaukri
 Other Verticals comprise of Jeevansathi+99acres+allcheckdeals+Shiksha+Brijj. Brijj was launched in Aug, 07, Allcheckdeals in Nov, 07 and Shiksha in May, 08
 The figures stated above, are based on data which the Company believes is reliable and representative
 * the entire data for 99acres have been restated (in April, 2011) for consistency
The figures are neither audited nor verified by any external agency

Q1 means the period April 1 to June 30
 FY means the financial year starting April 1 and ending March 31 of the subsequent year
 e.g. FY 2010-11 means the period April 1, 2010 to March 31, 2011

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DATASHEET	FY 2010-11					FY 2011-12		
	Q1	Q2	Q3	Q4	FY	Q1	Q2	Q3
As at end of/ during								
Naukri.com								
Number of resumes on Naukri.com (rounded off to nearest million)	22	23	24	25	25	26	27	28
Average number of resumes added daily in '000	13	13	10	11	12	12	12	11
Average number of resumes modified daily in '000	70	75	70	73	72	79	99	86
Number of unique customers	20,900	21,100	21,000	22,700	42,000	22,900	23,500	23,500
% Revenue of Naukri.com from								
- IT Services/ ITES	27%	26%	27%	25%	26%	25%	25%	25%
- BFSI	5%	5%	5%	5%	5%	5%	5%	5%
- Infrastructure	21%	20%	22%	22%	22%	21%	21%	21%
% revenue of Naukri.com from 10% of unique customers					59%			
Jeevansathi								
Number of profiles ever loaded in million	3.8	3.9	4.1	4.3	4.3	4.5	4.7	4.9
Average number of profiles acquired daily	1,646	1,860	1,750	1,980	1,809	2,122	1,991	2,131
Number of unique paid customers	22,674	23,660	22,495	22,738	78,158	23,304	23,004	23,282
Average amount realised in Rs	2,252	2,309	2,375	2,441	2,722	2,491	2,513	2,754
99acres*								
Number of listings in '000 (free+paid)	160	179	201	234	774	253	314	320
Number of paid listings in '000	127	146	161	197	632	211	259	265
Number of paid transactions in '000	5.5	5.5	5.9	6.8	23.7	6.9	7.9	8.3
Net Sales in Rs million	659	712	751	815	2,937	867	911	920
Recruitment Solutions	548	590	620	667	2,425	700	747	746
Other Verticals	111	122	131	148	512	167	163	174
<i>Jeevansathi</i>					221			
<i>99acres</i>					228			
<i>Allcheckdeals (till it was a division)+Shiksha+Brijj</i>					63			
Operating EBITDA in Rs million	204	214	274	284	977	316	322	349
Recruitment Solutions	230	273	302	293	1,098	343	363	378
Other Verticals	(25)	(59)	(27)	(9)	(120)	(27)	(41)	(29)
<i>Jeevansathi</i>					(41)			
<i>99acres</i>					4			
<i>Allcheckdeals+Shiksha+Brijj</i>					(83)			
Headcount (including All Check Deals Pvt Ltd., a subsidiary)	1,635	1,761	1,816	1,901	1,901	2,024	2,126	2,180

Recruitment Solutions comprise of Naukri.com+NaukriGulf.com+Quadrangle+Job Seeker Services+Firstnaukri

Other Verticals comprise of Jeevansathi+99acres+allcheckdeals+Shiksha+Brijj. Brijj was launched in Aug, 07, Allcheckdeals in Nov, 07 and Shiksha in May, 08

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