

Highlights



Recruitment - Over 50% of the company's topline and 10% of the bottomline

Naukri a clear leader at around 60% traffic share amongst job sites

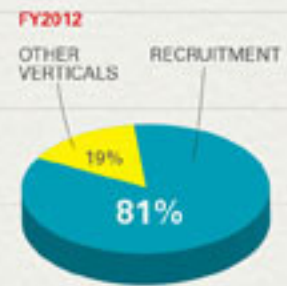
29 million CV database

FIVE YEAR PERFORMANCE: STAND ALONE

	FY2008	FY2009	FY2010	FY2011	FY2012	CAGR
NET SALES	2,189	2,452	2,322	2,936	3,756	15%
TOTAL INCOME	2,397	2,738	2,642	3,219	4,165	15%
OPERATING EBITDA	635	652	668	981	1,423	22%
OPERATING EBITDA MARGIN	29.0%	26.6%	28.7%	33.4%	37.9%	
EBITDA	842	939	986	1,260	1,818	21%
EBITDA MARGIN	35.1%	34.3%	37.3%	39.1%	43.6%	
PBT	786	867	887	1,240	1,737	22%
PAT	555	597	569	840	1,226	22%
EPS	20.33	21.87	20.86	15.38	22.46	3%
CASH & EQUIVALENTS (FD IN BANKS, INVESTMENT IN DEBT MF & FMP)	2,981	3,205	3,748	4,546	4,818	13%
NET WORTH	2,682	3,267	3,820	4,630	5,744	21%
HEAD COUNT	1,656	1,675	1,452	1,768	2,150	7%

FIVE YEAR PERFORMANCE: BUSINESS SEGMENTS

	FY2008	FY2009	FY2010	FY2011	FY2012	CAGR
NET SALES						
RECRUITMENT	1,864	2,117	1,954	2,425	3,042	12%
MATRIMONIAL		170	199	221	254	14%
REAL ESTATE		139	133	228	347	36%
SEGMENT PROFITS						
RECRUITMENT	816	922	803	1,098	1,550	17%
MATRIMONIAL		(47)	(1)	(41)	(49)	-
REAL ESTATE		(95)	(38)	4	1	-



Naukri Premium - is lakhs CTC & above

naukri.com

leader

No. of resumes increased

Unique customers

Apps for mobile and a HTML5 site



naukri.com

Naukri.com continues to witness improvements in customer base and portal usage

NAUKRI: Resumes (Nearest Million)



NAUKRI: Unique Customers



99acres.com

Strong revival in growth of listings

99ACRES.COM: Listings ('000)



Increased focus on developing paid traffic

99ACRES.COM: Paid Listings ('000)



Translates into growing paid transactions

99ACRES.COM: Paid Transactions



Steady traction in jeevansaathi.com

JEEVANSAAATHI.COM: Profiles ever loaded



JEEVANSAAATHI.COM: Avg realisation ()



jeevansaathi.com

Steady growth over the years

Leader in parts of a segmented market

No. 2 player in a well established online category

steady traction



Breaking Even

Gaining unique visitors

Top 2 category in advertising (print, outdoor)

99acres.com

It lists new and existing property