Info Edge (India) Limited

India's internet classifieds company

May, 2016

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

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

Q4 FY16 or Q4 FY15 - 16 means the period Jan 1, 2016 to Mar 31, 2016

FY16 or FY 15-16 or FY 2016 means the Financial Year starting April 1, 2015 and ending March 31, 2016

INR M means Indian Rupees in million

Our online businesses

naukri.com
India's No.1 Job Site

India's no. 1 jobsite
Division of Info Edge

99acres.com®

India's leading real estate site
Division of Info Edge

Jeevansathi.com
We Match Better

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

shiksha

India's leading education listings site
Division of Info Edge

naukrigulf.com
أسرع موقع للتوظيف نموا في الخليج

Job site focused on the
Gulf market

Strategic investments

India's leading restaurant ratings and review site
Shareholding ~47%*

India's leading financial products comparison site
Shareholding ~10%*^

India's leading education site for school children
Shareholding ~59%*

India's leading site for professional photographers
Shareholding ~49%*

Deals and discounts site with a merchant platform
Shareholding ~42%*

Designing and selling fun products
Shareholding ~44 %*

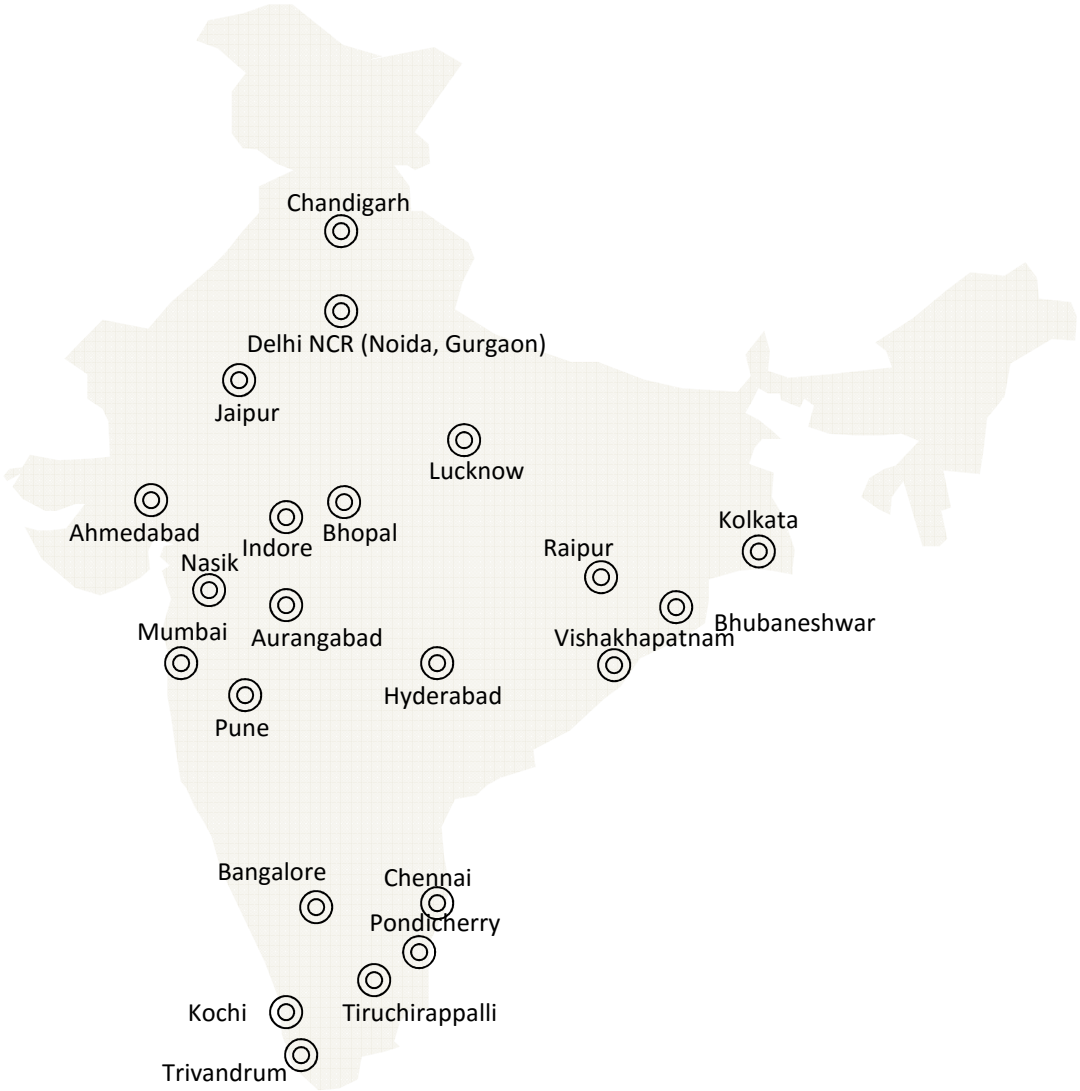
* Approximate shareholding on fully disbursed and converted basis, held directly or indirectly (through subsidiaries, associates or affiliates). The % shareholding may or may not translate into an equivalent economic interest on account of conditions in the investment/ shareholders agreements.
^ being 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 1.34 bn for its 49.99% stake in Oct, 2015

Our brands are market leaders

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

Nationwide sales/customer interface infrastructure

Info Edge sales offices illustrative map



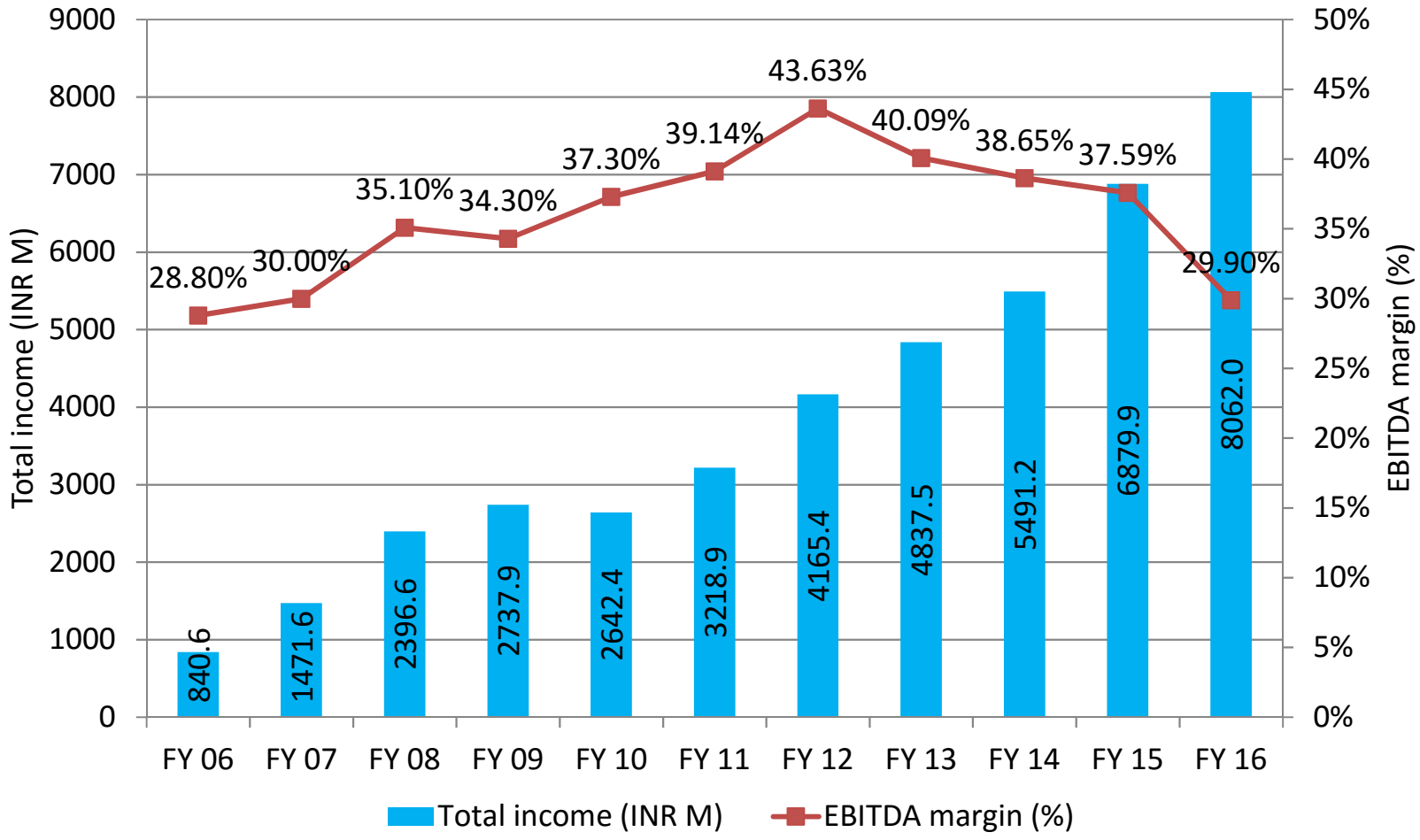
Key Observations

- Nation wide coverage through 64 company branch offices in 44 cities in India
- ~ 2866 sales/ servicing/ client facing staff or 68% of the company's* workforce of ~4195
- Only "dot com" player with this kind of sales organization

* Including allcheckdeals, a wholly owned subsidiary

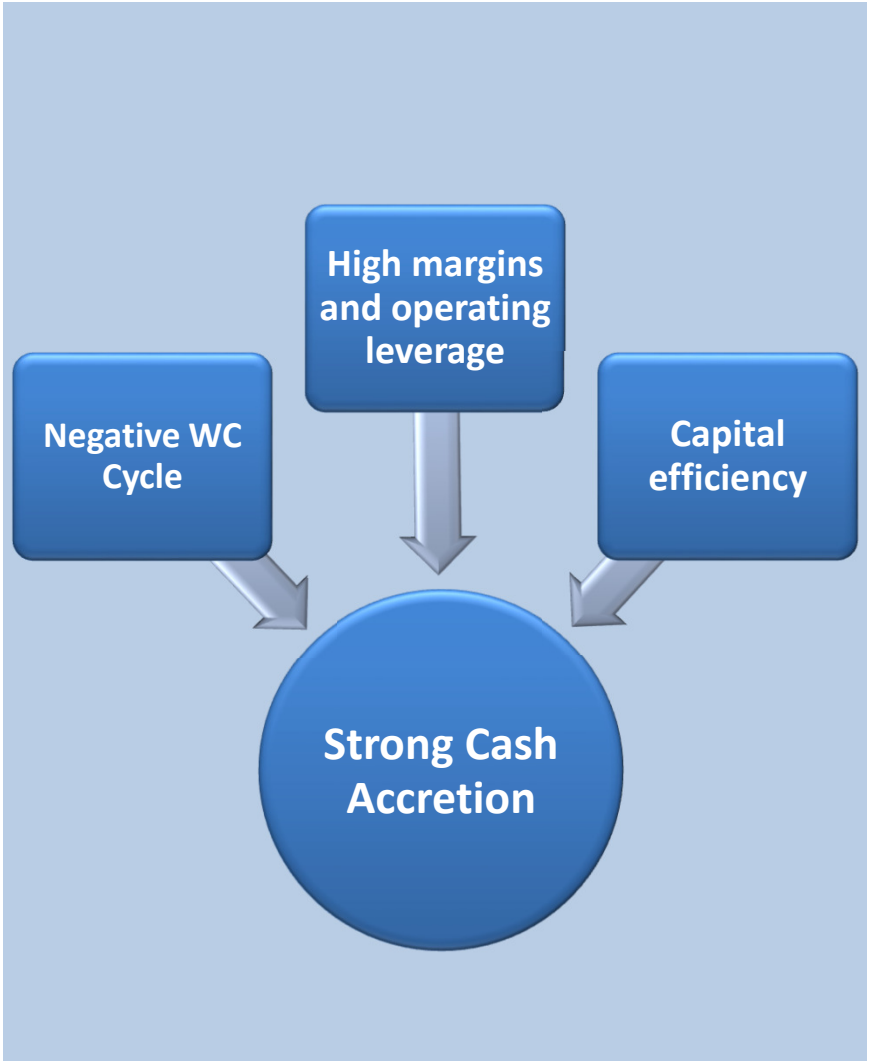
Strong financial performance track record

Total Income and EBITDA margin for the standalone entity, 2006 – 2016

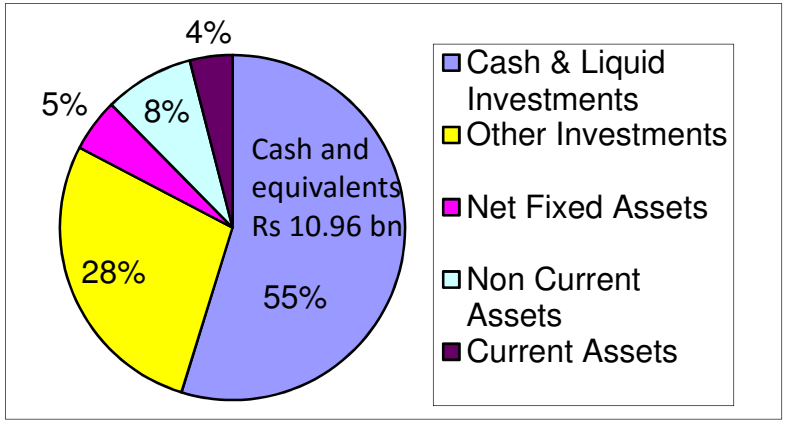


Margins declined in FY 16 mainly on account of increased investments in 99acres

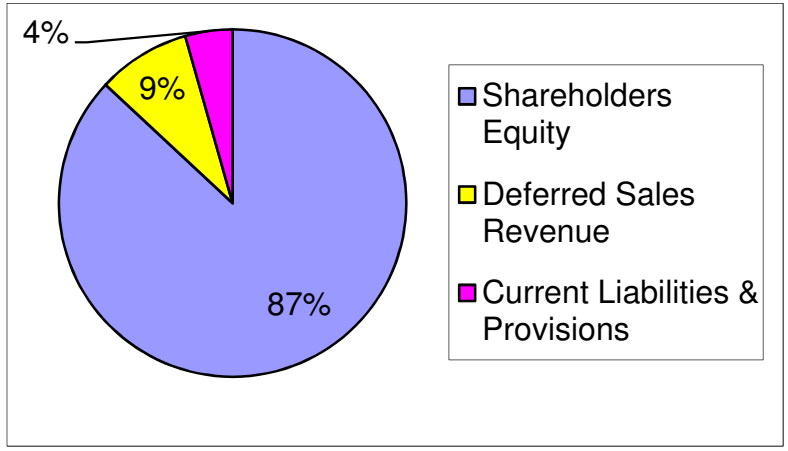
Capital efficiency, high EBITDA margins and negative working capital have led to a strong balance sheet



Assets



Liabilities



As of March 31, 2016

Board of Directors

Whole time

Sanjeev Bikhchandani (52)

Founder and Executive Vice Chairman

BA Econ. St. Stephen's.

PGDM IIM-A

Previously with GlaxoSmithKline

Hitesh Oberoi (43)

Managing Director and CEO

B.Tech IIT Delhi,
PGDM IIM-B
Previously with HLL (Unilever)

Chintan Thakkar (49)

Director and CFO

Chartered Accountant
Previously with Computer Associates, India

Non Executive

Kapil Kapoor (51)

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 (69)

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

Bala Deshpande (49)

Independent Director

MA Econ., MMS JBIMS

Sr. MD, New Enterprise Associates (NEA)

Naresh Gupta (49)

Independent Director

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

Previously MD, Adobe India

Sharad Malik (52)

Independent Director

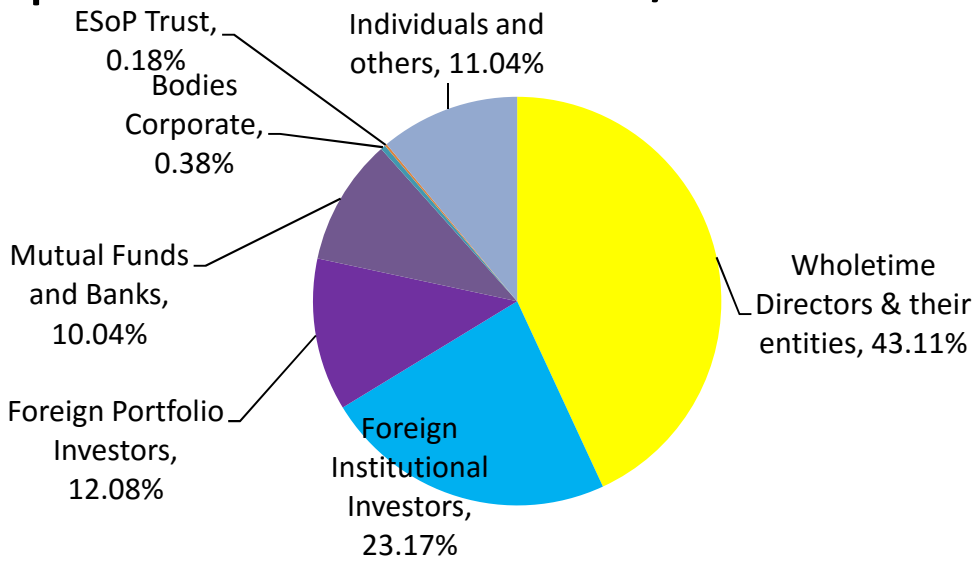
B Tech IIT-D, MS, PhD, University of California

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

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

~43% shareholding is with the Founding management group and ~35% with FIIs/ FPIs (as of Mar 31, 2016)

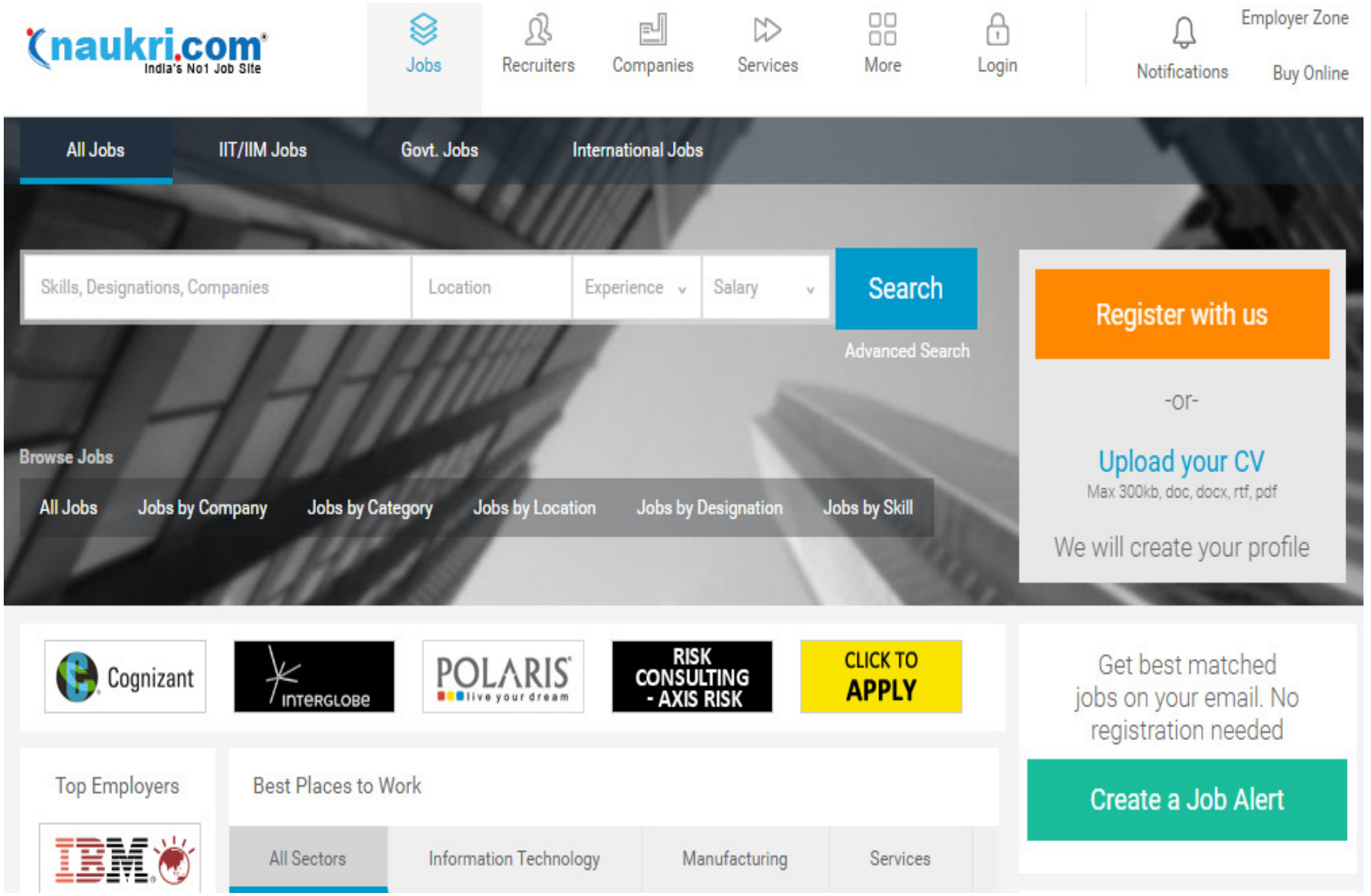


Matthews	3.33%
HDFC Mutual Fund	3.32%
Nalanda India Equity Fund	3.19%
Amansa Holdings Pvt Ltd.	3.01%
Aranda Investments (Mauritius) Ltd.	2.71%
WF Asian Smaller Companies Fund	1.57%
Axis Mutual Fund	1.34%
Reliance Mutual Fund	1.31%
Emerging Markets Growth Fund Inc	1.11%
WF Asian Reconnaisance Fund	1.06%
Capital Group	1.02%
FIL Investment (Mauritius) Ltd.	0.98%

Founders committed to growing the company

Total number of issued and paid up shares of Rs 10 each are 120.91 million (post 1:1 bonus in Sept, 2010, 1:1 bonus in Jun, 2012 and dilution (QIP) in Sept, 2014)

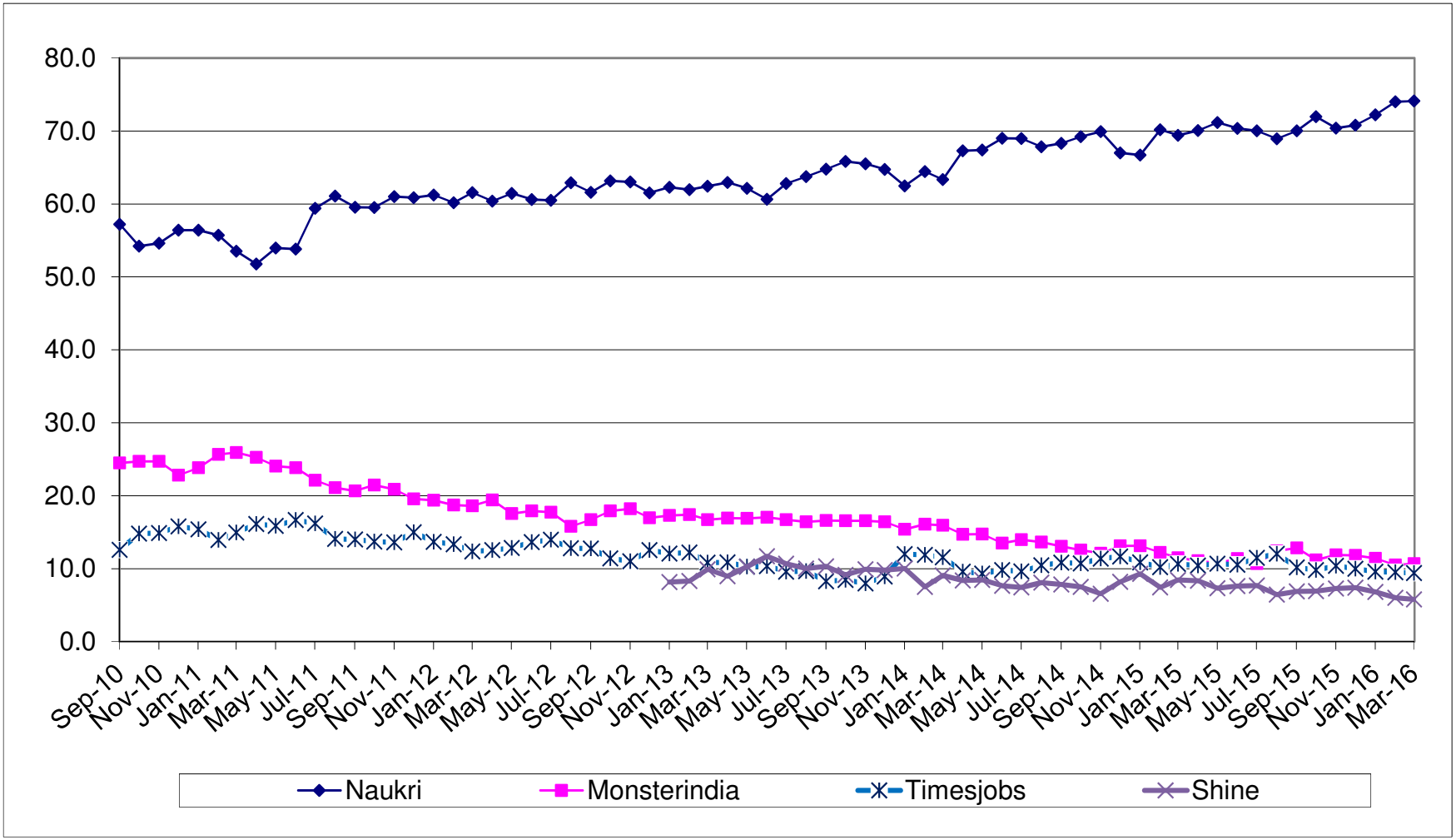
Naukri


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
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
Cognizant
INTERGLOBE
POLARIS
live your dream
RISK CONSULTING - AXIS RISK
CLICK TO APPLY
Get best matched jobs on your email. No registration needed
Create a Job Alert
Top Employers
IBM
Best Places to Work
All Sectors
Information Technology
Manufacturing
Services

Naukri is the dominant leader in the online job market

- During or end of, Q4 FY 15-16
  - ~72% traffic share (Source : comScore)
  - 260,000 to 340,000 jobs on a day
  - ~46 million resumes
  - 12,700+ avg. resumes added daily
  - 195,000+ resumes modified daily
  - 650,000 to 850,000 resume searches daily
  - 7.5 to 10.2 million resume contacts by recruiters daily
  - Over 29,900 job seekers availed premium services
- 36,300 clients in Q4 FY 15-16 vs 32,800 in Q4 FY 14-15
- 61,000 clients in FY 15-16 vs 57,000 in FY 14-15

Dominant traffic share

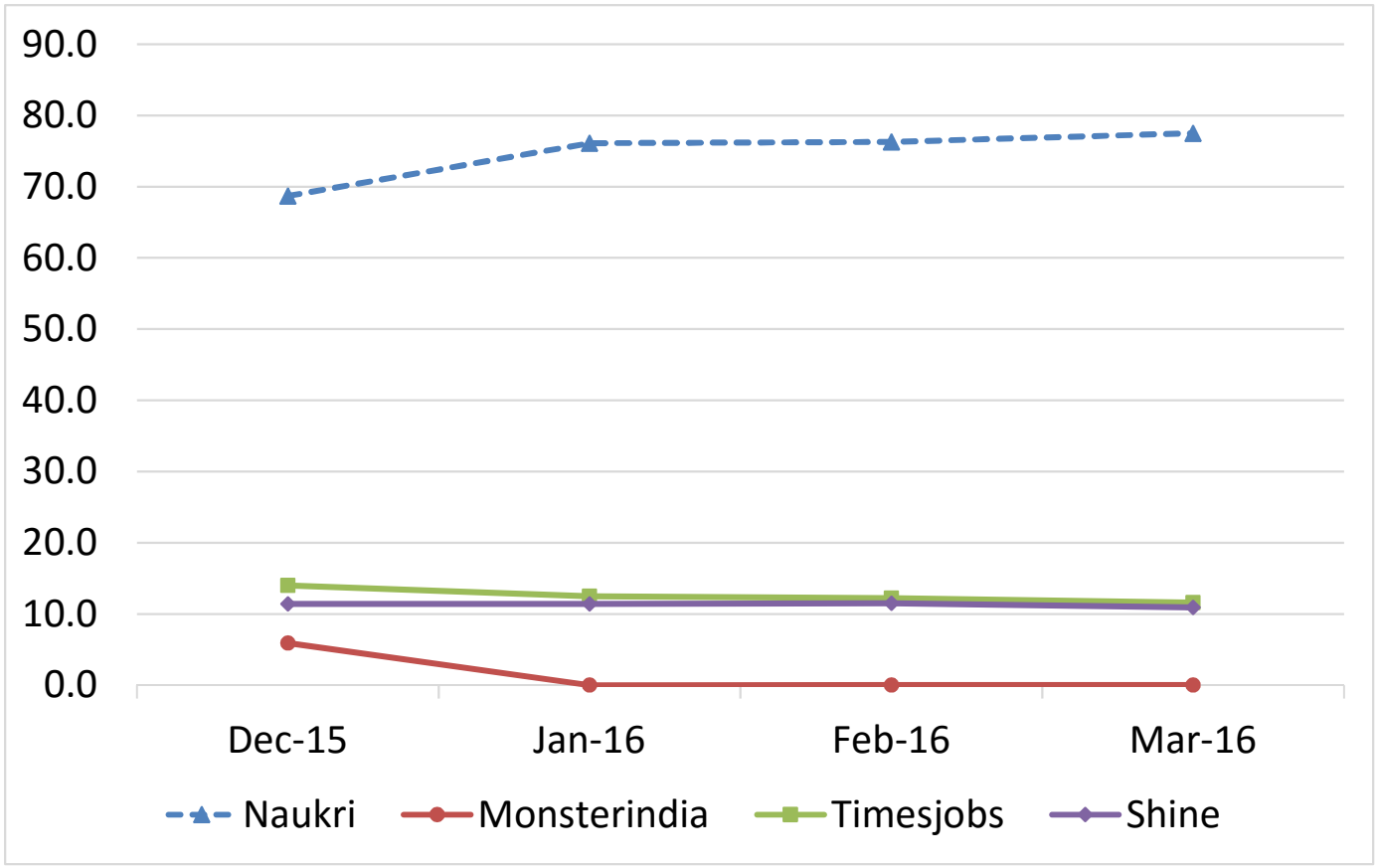


Source: comScore (excludes traffic from mobile and tablets)

Above chart excludes Linkedin since traffic may not pertain to jobs

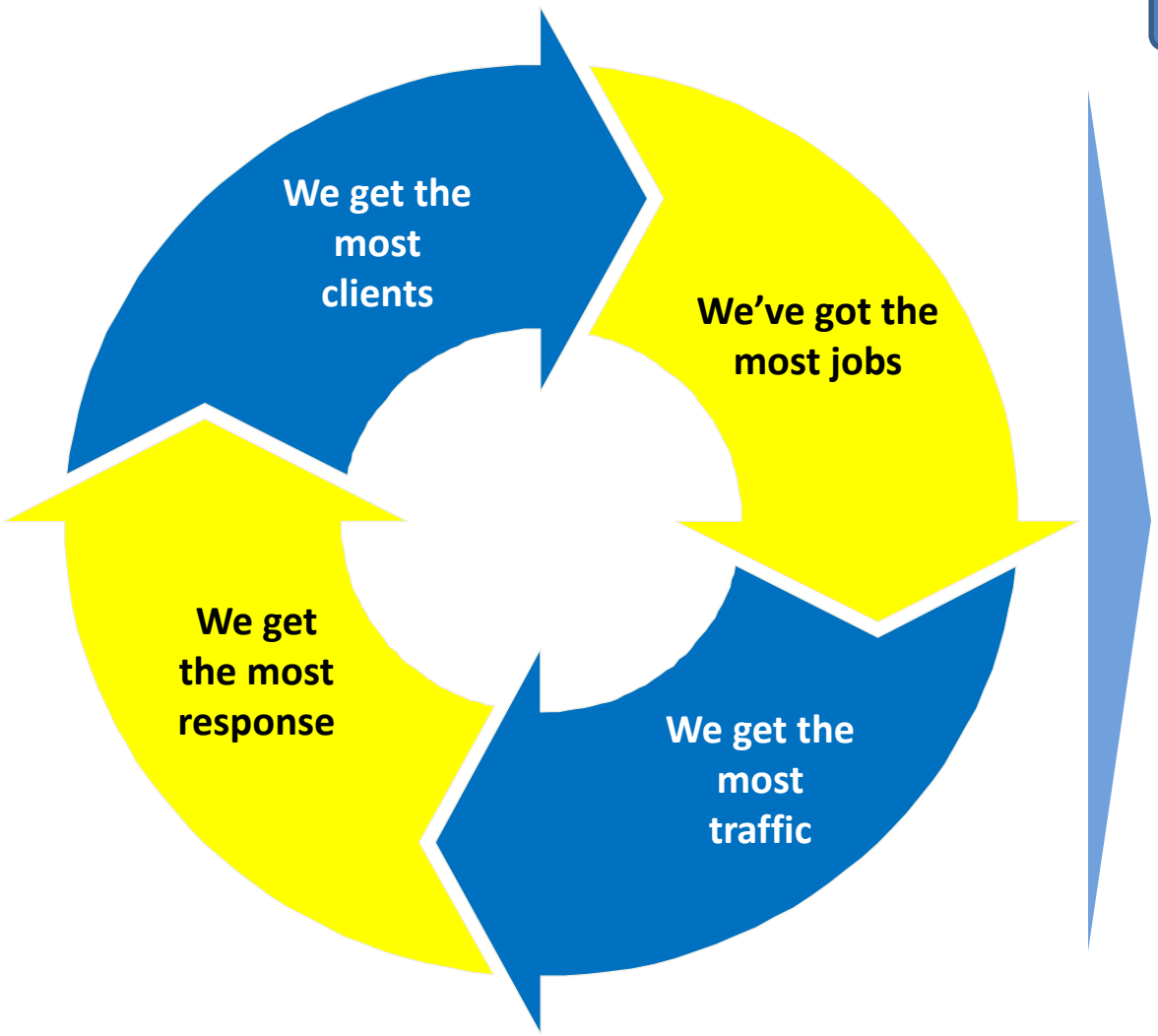
~56% of the total sessions for Naukri, in Q4 FY 15-16, through mobile, Source : Google Analytics

Traffic share based on traffic from mobile phones



Source : comScore

Naukri is a business of the virtuous circle



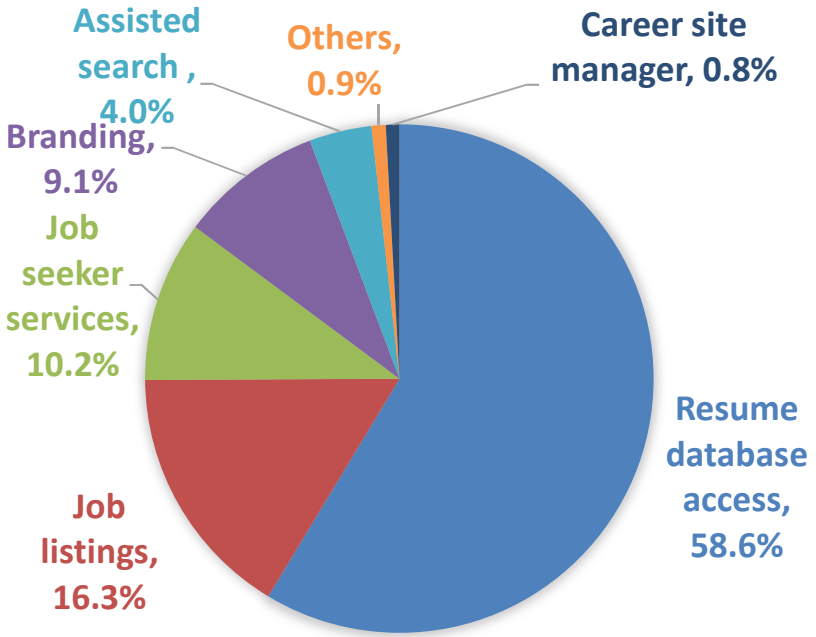
Benefits

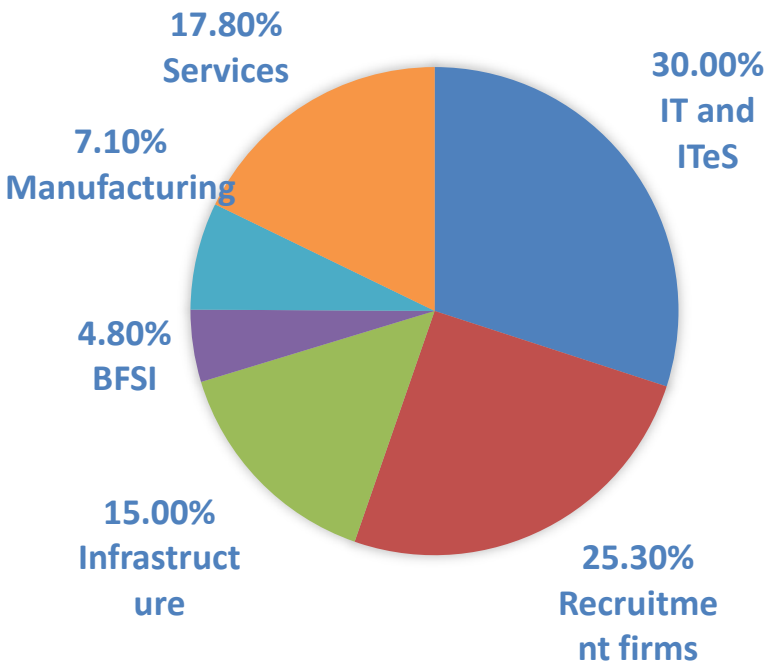
- Naukri has over 100% of industry profits enabling greater investment in
  - Product innovation
  - Engineering
  - Brand support
  - Sales network
  - Servicing back office
  - Superior talent

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

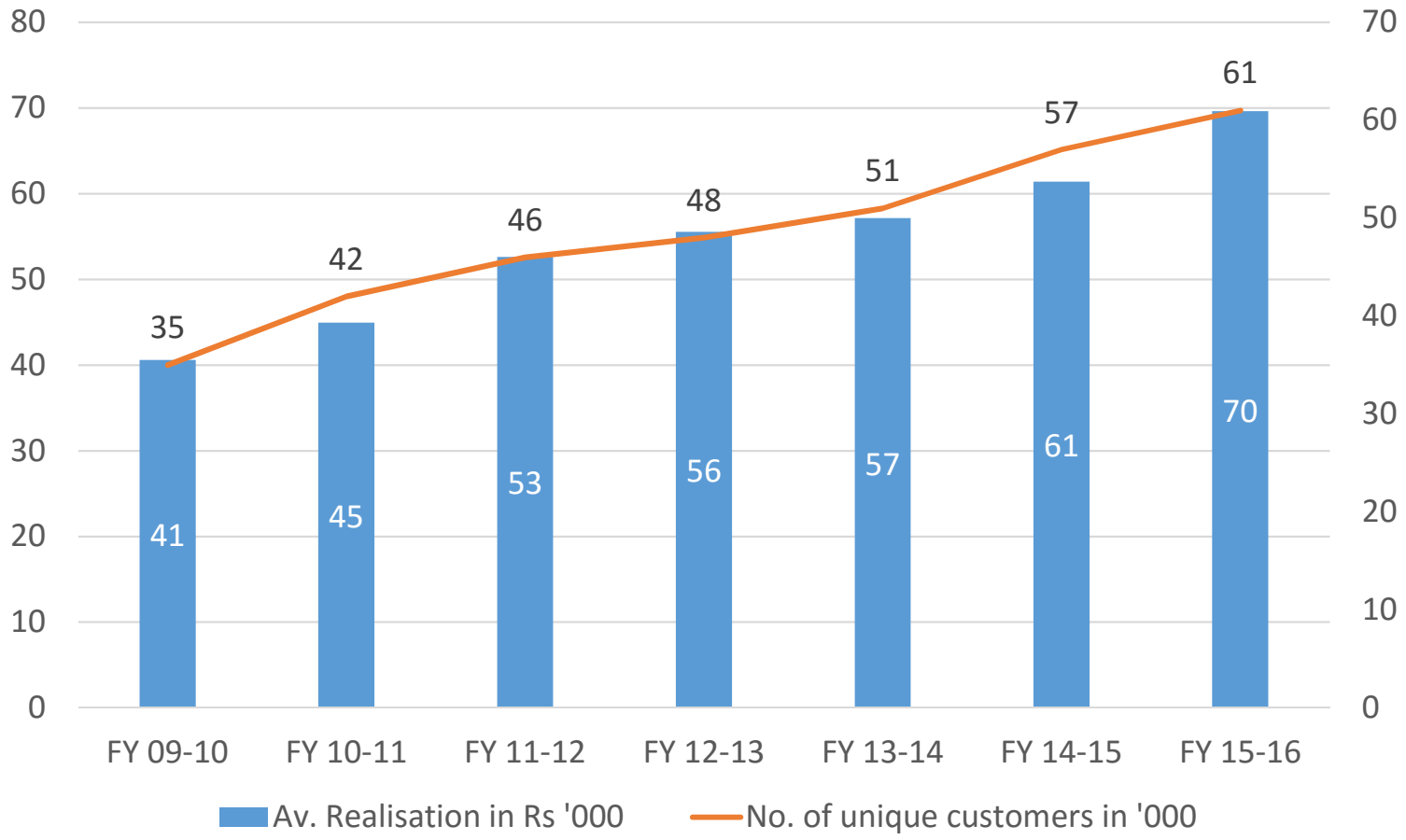
Breakup of revenue by product type and industry in FY 15-16





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

Revenue per client



Strategy

Newer products for recruiters	• Career site manager, response management tools and applicant tracking system • Employee referral tool • Recruiter profile
Mobile	• App for Android, iOS • HTML5 site
Superior search	• Semantic search • Job seeker and recruiter experience better and faster • Use of analytics to improve matching
Customer service	• Responsive customer service • Solution based approach

Products and features being focused on

Career site and Response management	• Powers career site for recruiters and corporates • Helps manage responses from various sources
Recruiter profile	• A Recruiter can create a personal profile on Naukri website • Job seekers can choose to follow him/ her
Referral hiring	• Power employee referral portal for corporates • Employees can submit direct or social media referrals and track their status
Semantic search	• Better search results for job seekers and recruiters • Improved and optimized based on searches by recruiters

Career site manager (CSM)

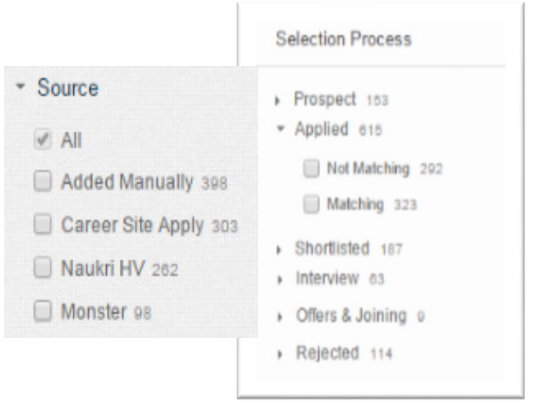
Powers a recruiters end-to-end recruitment process

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

Mobile an important source of traffic

About 56% of the sessions in Q4 FY 15-16 (vs 55% sessions in Q3 FY 15-16) from mobile

Android app

22% of total Naukri sessions

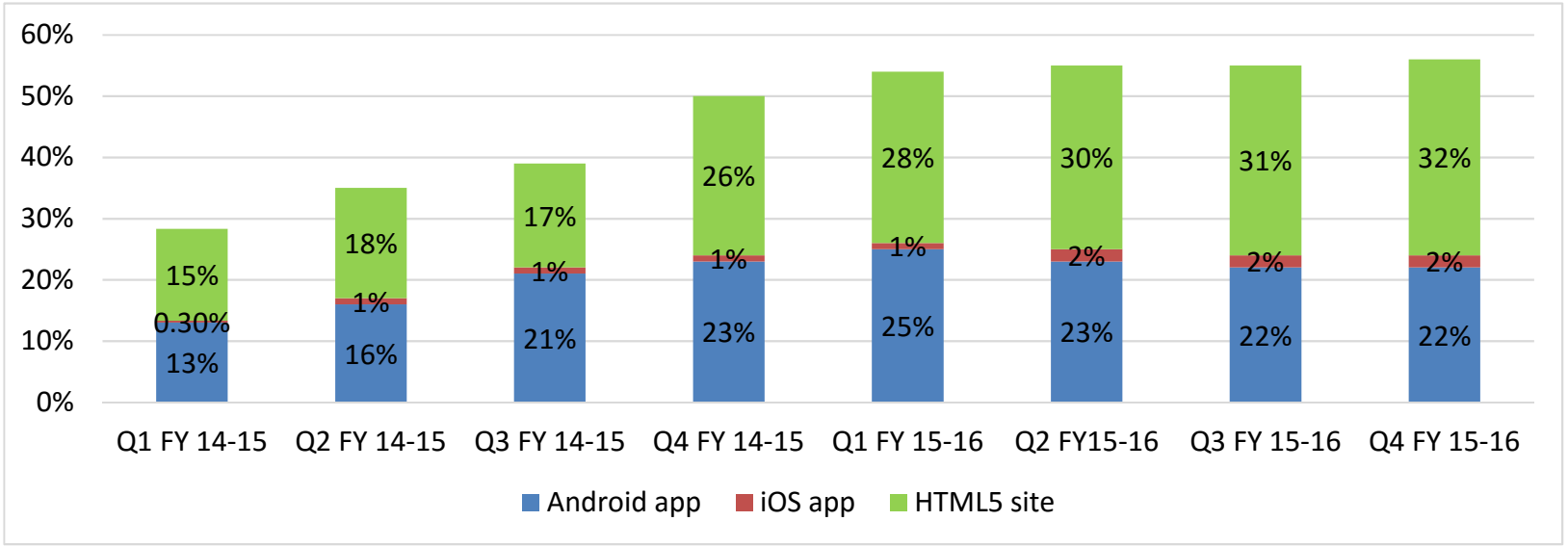
iOS app

2% of total Naukri sessions

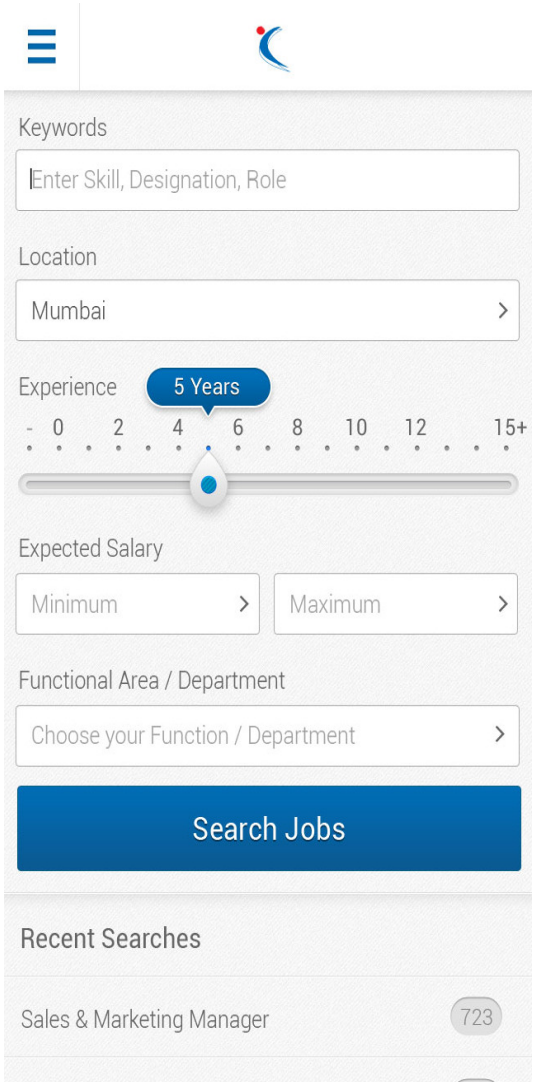
HTML5 site

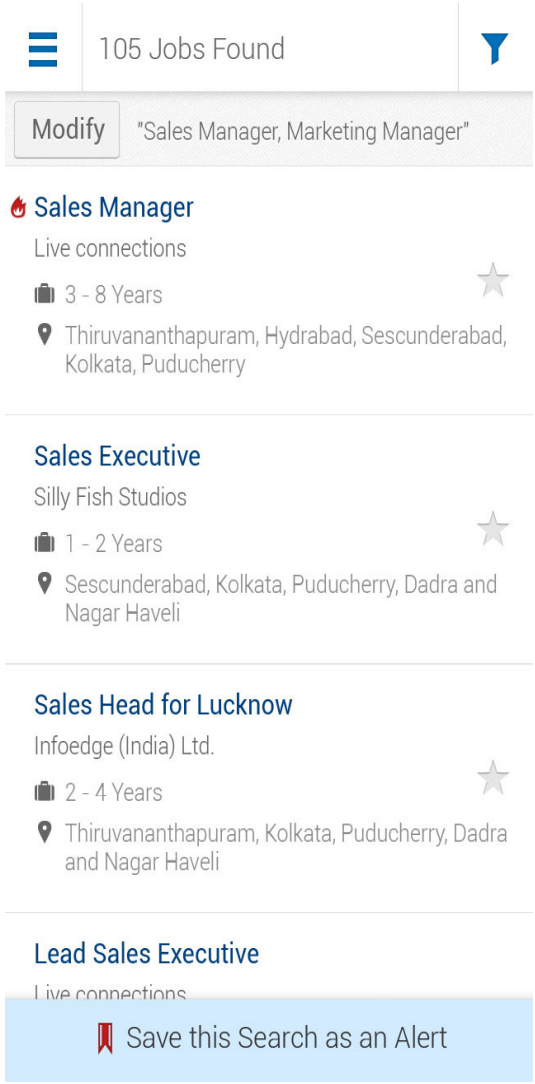
32% of total Naukri sessions

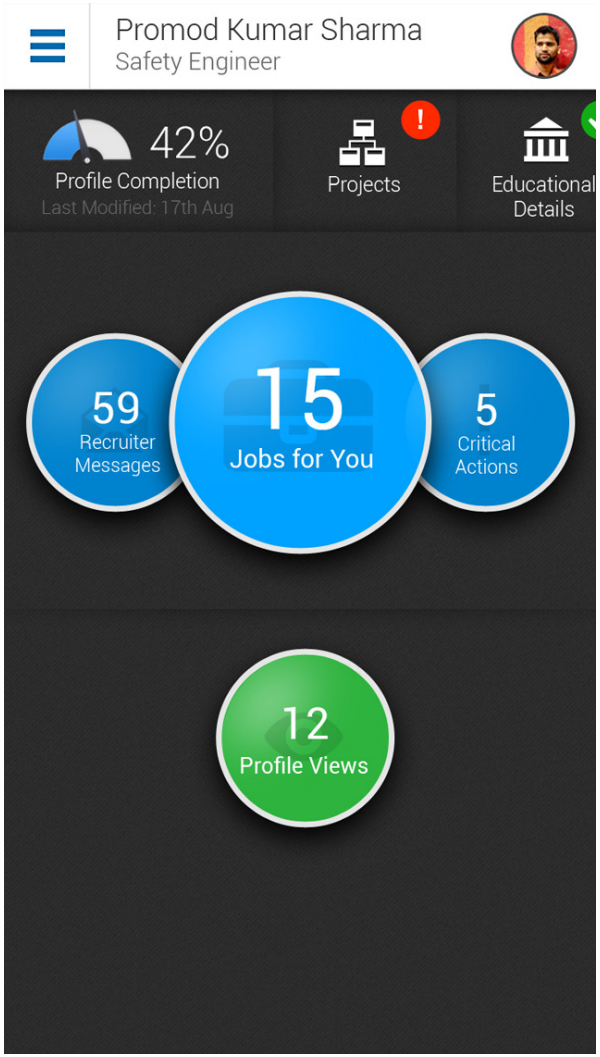
Trend over eight quarters



The App and HTML5 site







Competition

- Local job boards
  - Monsterindia.com
  - Timesjobs.com
  - Shine.com
- Linkedin
  - Solves a different problem

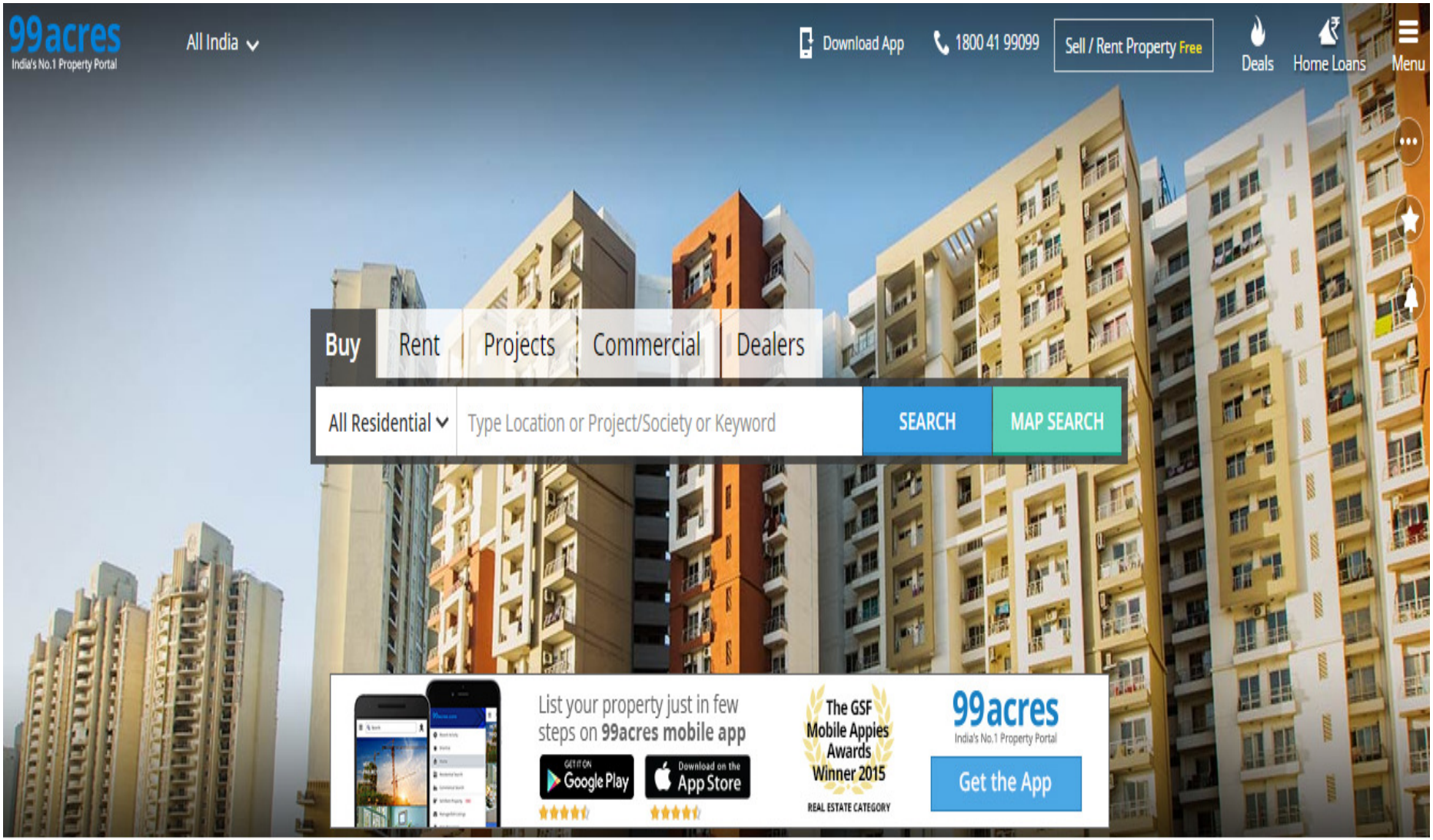
- Continuous innovation and improvements in product and service is the key to counter competition

Some international job sites

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 1.61 bn
Seek.com^ (Australia)	AUD 277 mn	6.1	-	AUD 5.70 bn
Recruit# (Japan)	@JPY 15.88 (in bn)	-	-	JPY 1.97 tn
Info Edge# (Recruitment)	INR 5312 mn	46	61,000	INR 91.09 bn (for the company)

* Annual report/ presentation for year ended December 31, 2015
^ Domestic revenue from Australia as per annual report / presentation for year ended June 30, 2015
# financial nos./ corporate presentation for year ended March 31, 2016
@ of which about 22.6% from HR media
** As of May 10, 2016, 1 USD = 1.36 AUD = 109.07 JPY = INR 66.68

99acres

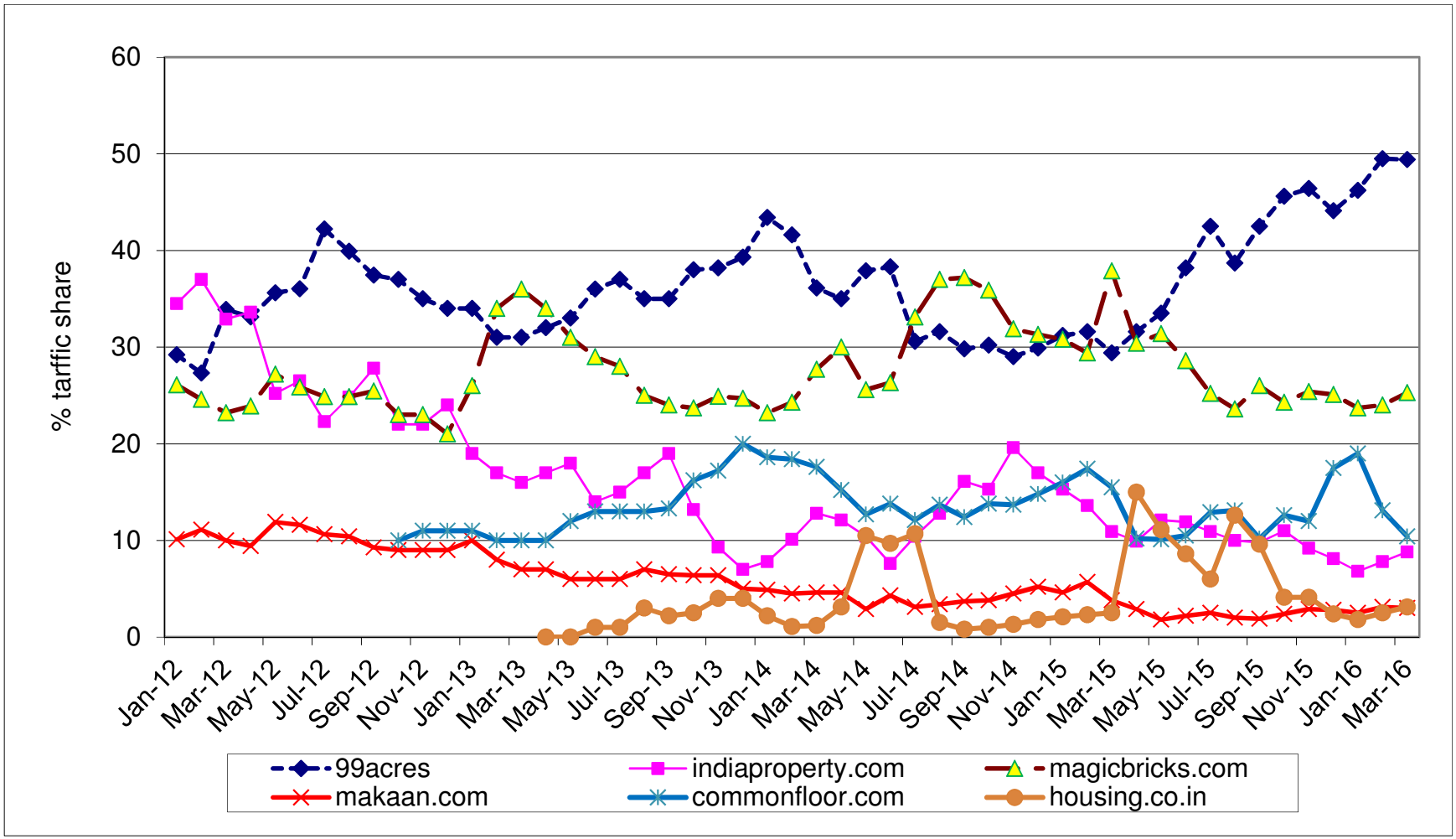


Explore Real Estate in India

Online real estate business - India

- Real estate estimated to be the largest advertising category in print
- Our estimate of spend on online real estate portals was INR 3.2 to 3.3 bn in FY 15-16
- 99acres, a leader amongst 6 players
  - Google and local classifieds sites (like olx and quikr) also compete for this market
- Access through mobile increasing

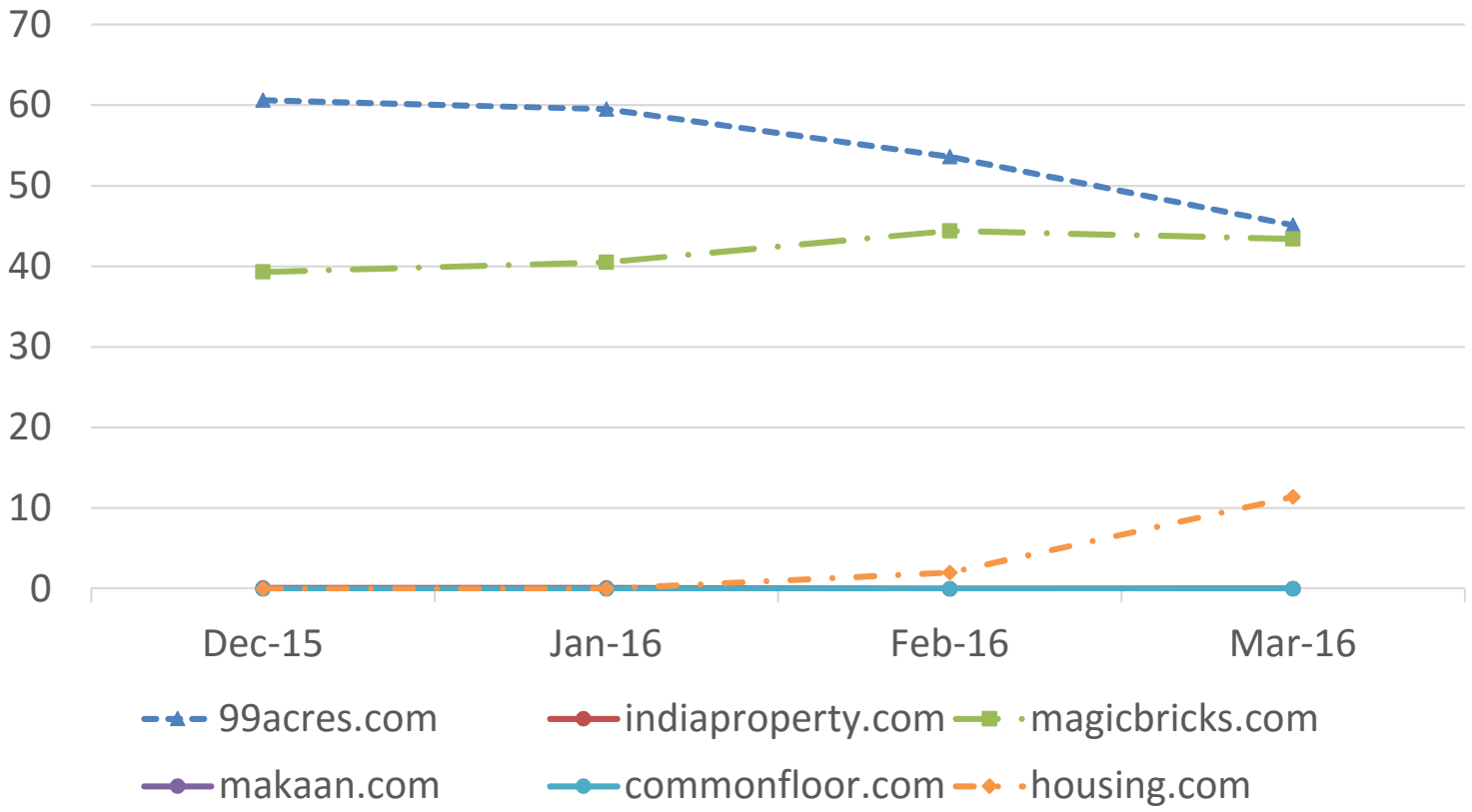
Traffic share – Evolving in to a two horse race



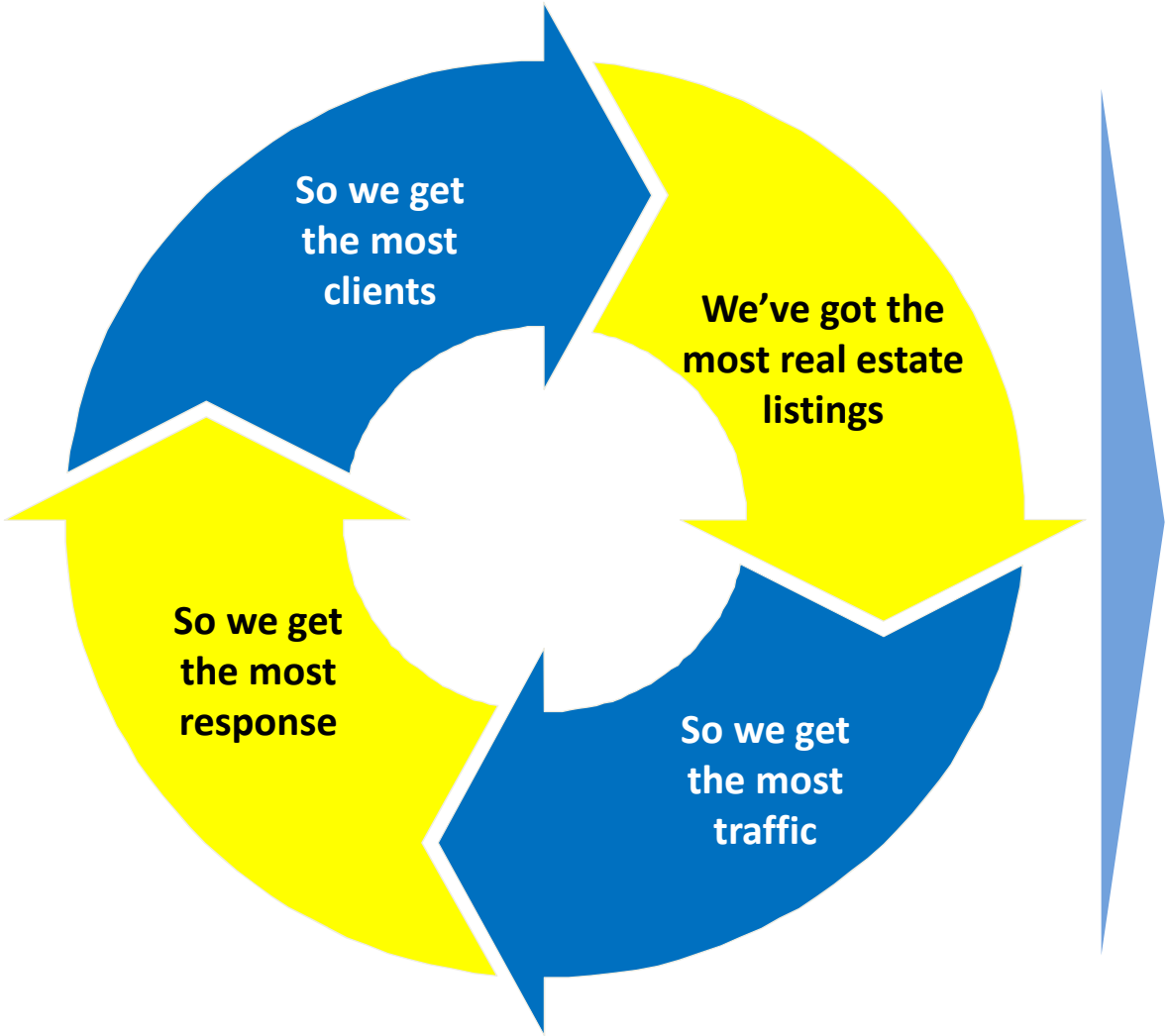
Source : comScore.com (excludes traffic from mobile and tablets)

~51% of the total sessions for 99acres, in Q3 FY15-16, through mobile. Source : Google Analytics

Traffic share based on traffic from mobile phones



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

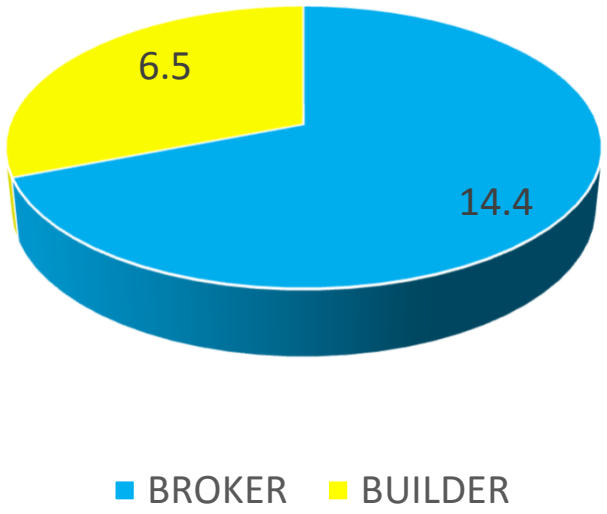
Some approx. numbers for 99acres

- Total projects 1,34,200 (under construction or ready to move in, as of March 11, 2016)
- Total listings 7.74 lac of which owner listings were 2.61 lac (as of May 11, 2016)
  - Residential 6.53 lac
  - Commercial 1.21 lac

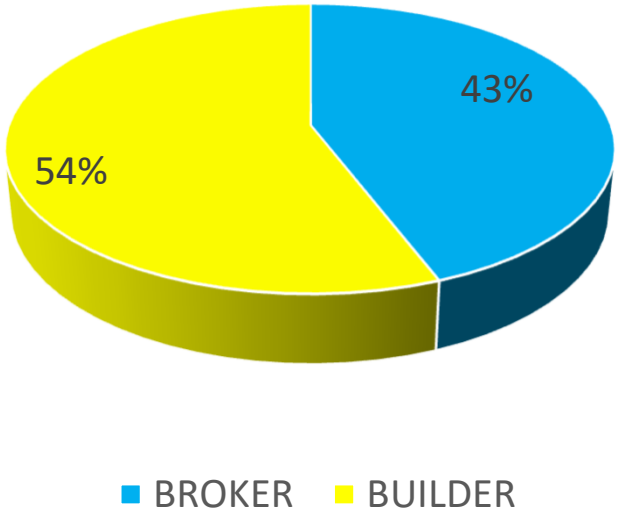
Since Jan 4, 2016 projects listings have reverted to being live for 2 months (vs 4 months) resulting in drop in total no. of listings vs January, 2016

In FY 15-16

No. of customers in ‘000



Revenue breakup by customer type

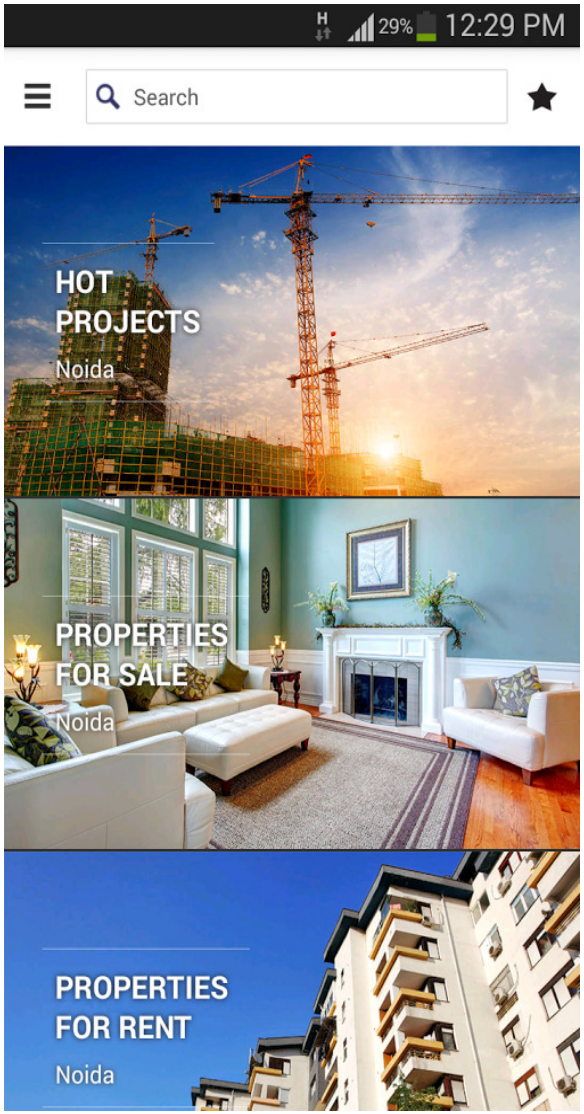


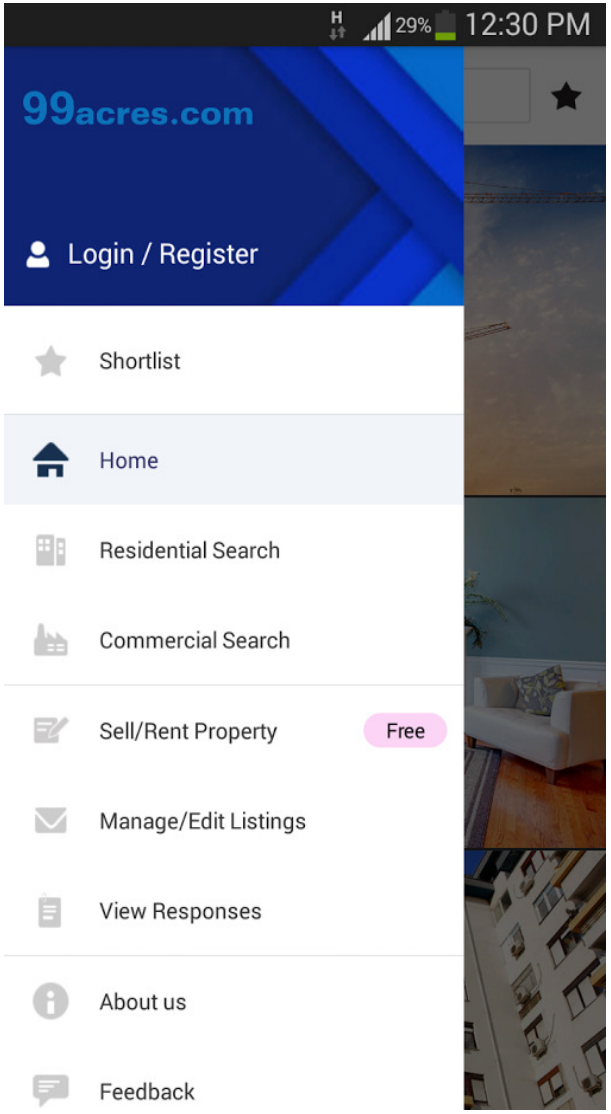
99acres's strategy

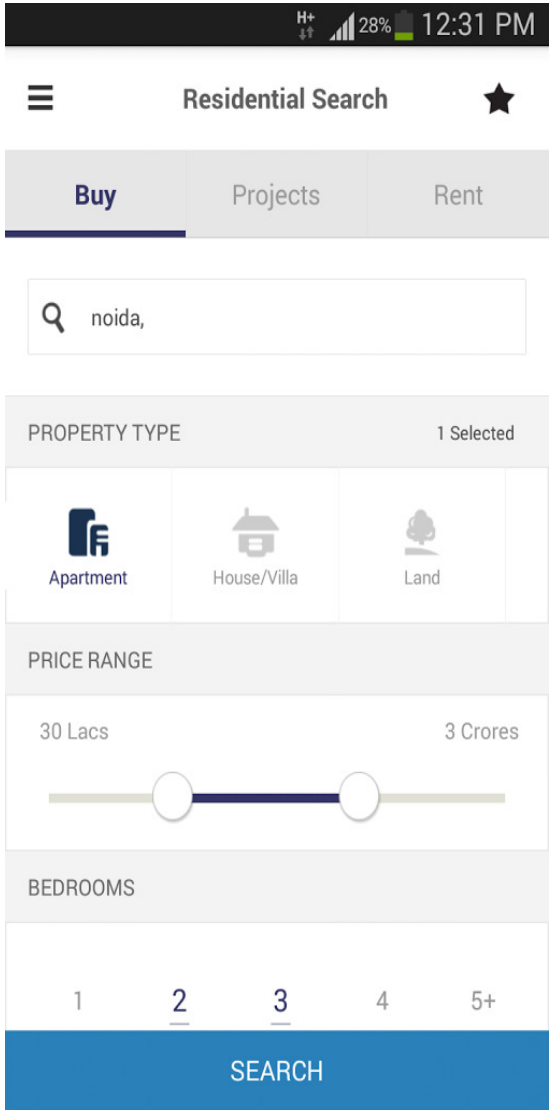
Products/ features being focused on

Quality of information	• Photos, videos, spam detection and reduction
New projects platform	• Improved user experience on site and app • New offerings for builders • Comparison with similar projects, payment plans, construction status updates
Mobile app	• For android and iOS • Personalisation
Verified listings	• Verification of listings to improve quality of data
Lead management system	• Lead optimization and monetisation

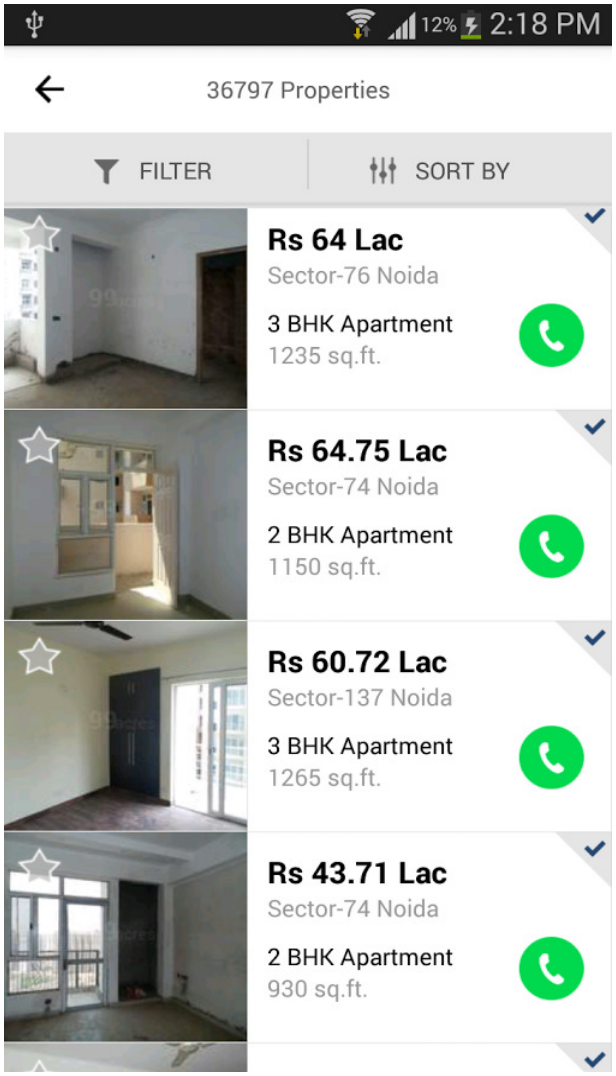
Mobile app – home screen, navigation and search page

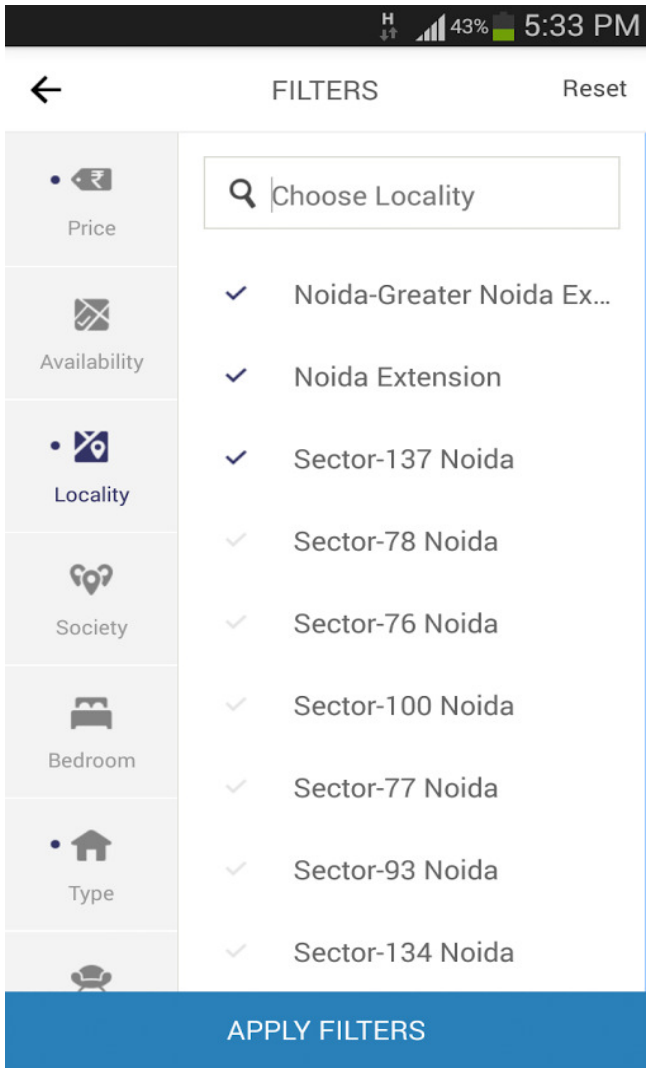


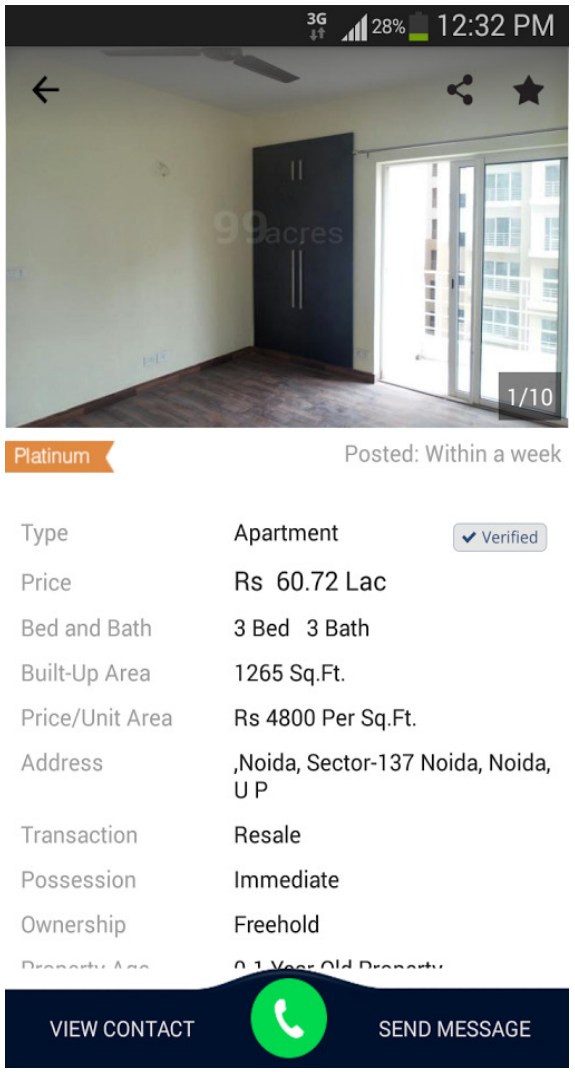




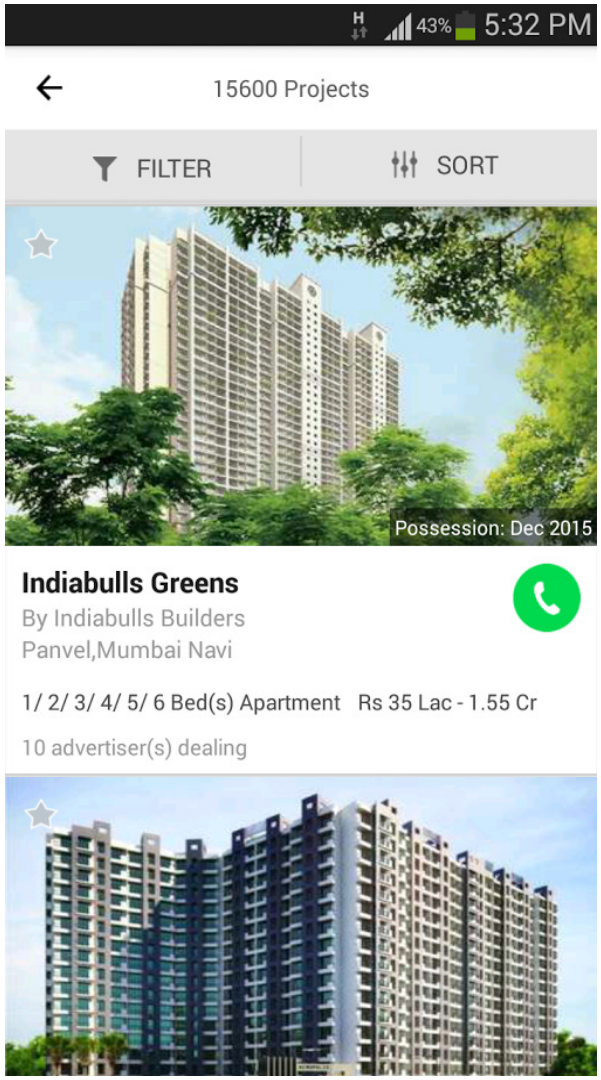
Mobile app - Property search results page, filter page, property detail page

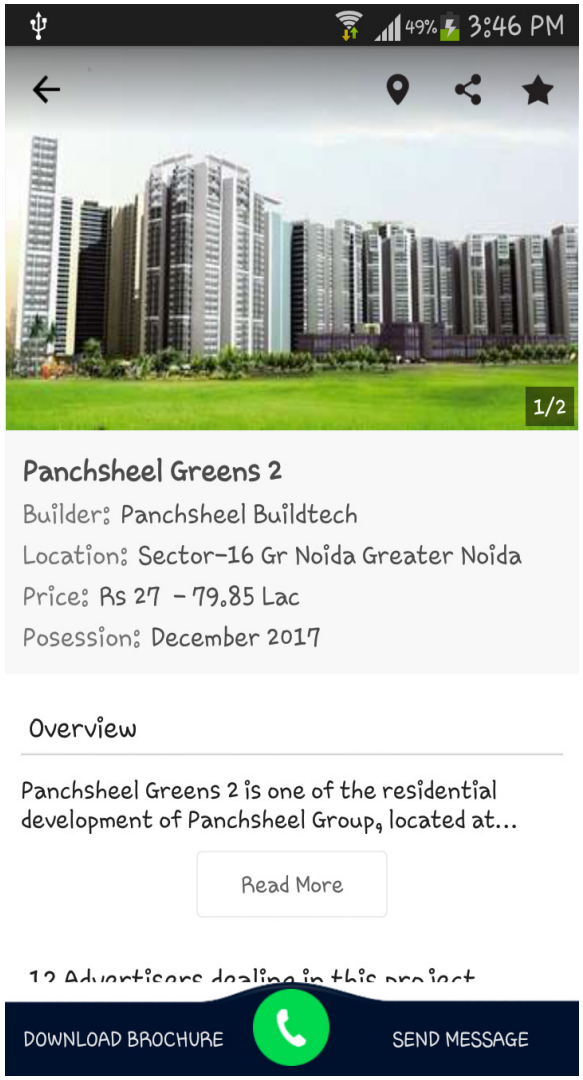


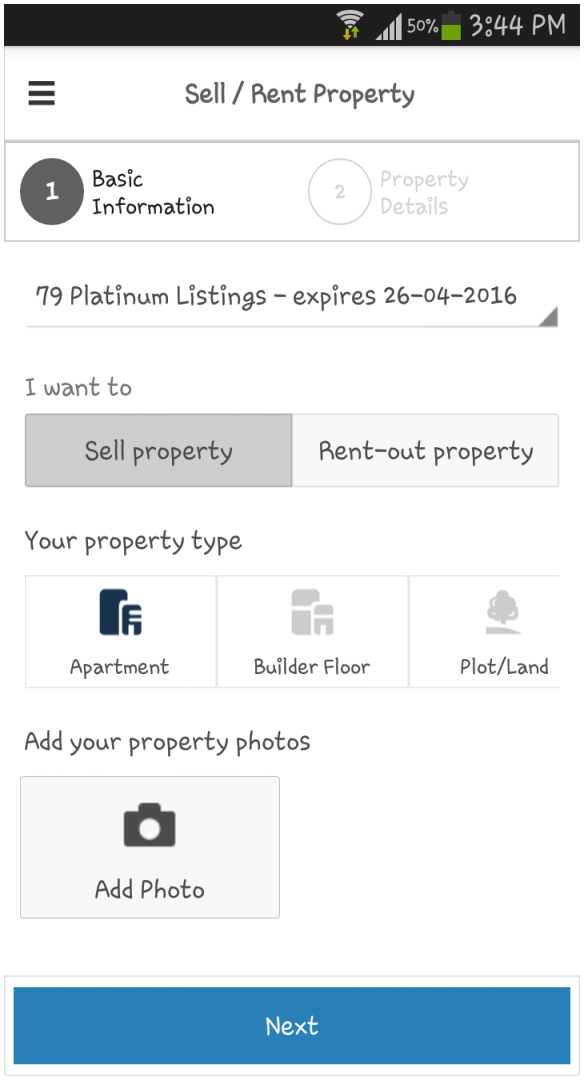




Mobile app – project search results page, project detail page and property posting form







Mobile an important source of traffic

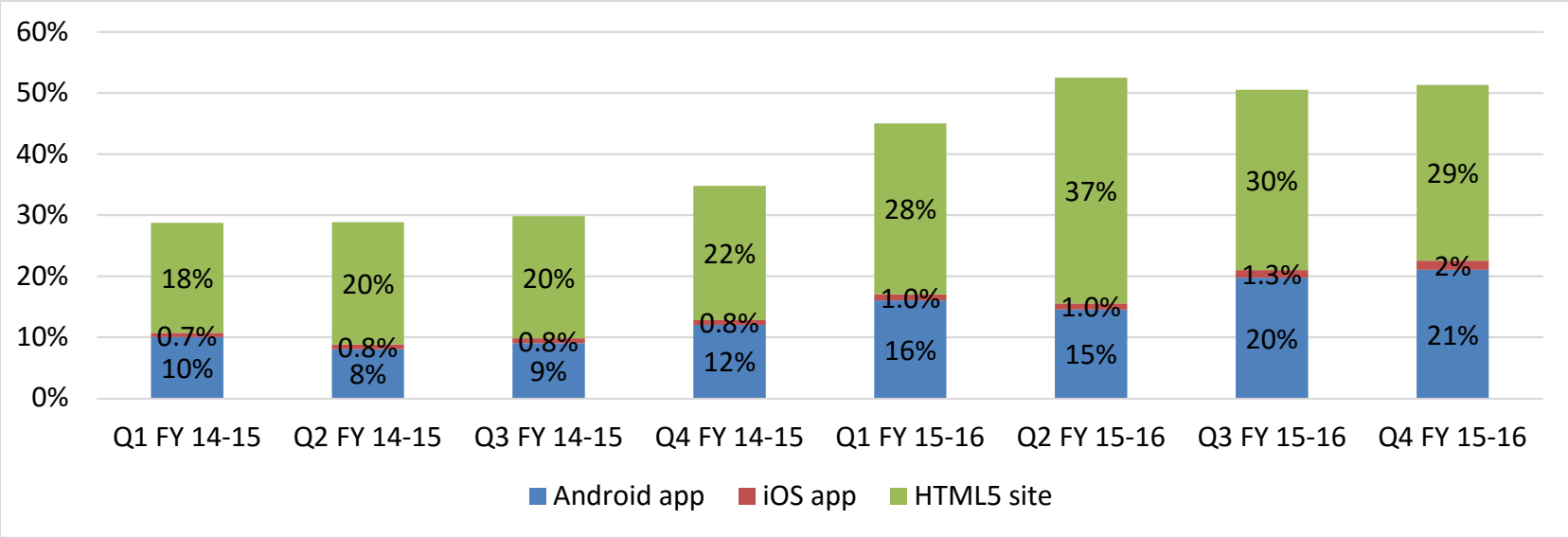
About 52% of the sessions in Q4 FY 15-16 (vs 51% of the sessions in Q3 FY 15-16) from mobile

Android app
21% of total
99acres sessions

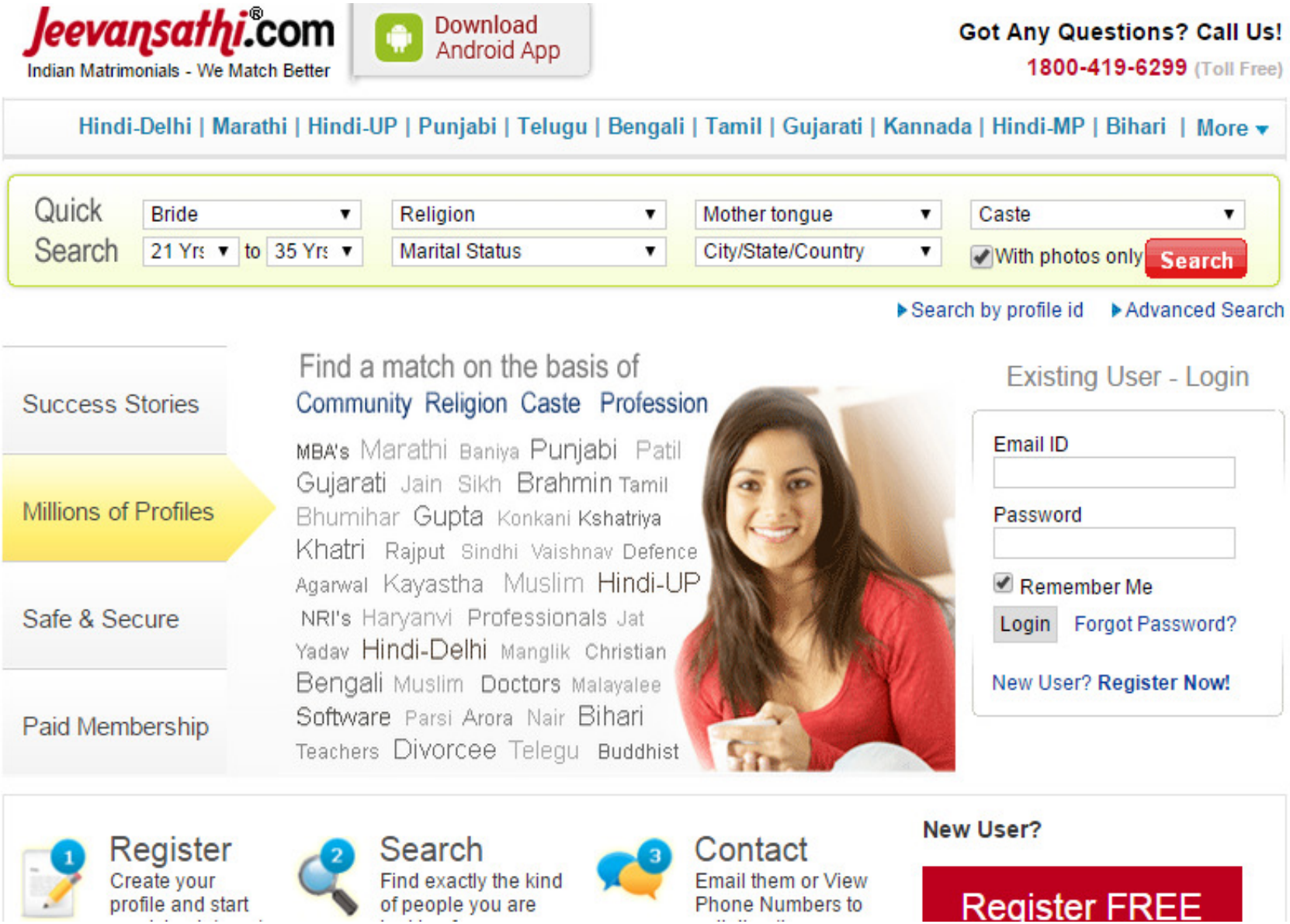
iOS app
2% of total
99acres sessions

HTML5 site
29% of total
99acres sessions

Trend over seven quarters



Jeevansathi


Jeevansathi.com
Indian Matrimonials - We Match Better
Download Android App
Got Any Questions? Call Us!
1800-419-6299 (Toll Free)
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
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 INR 5.5 to 6 bn 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

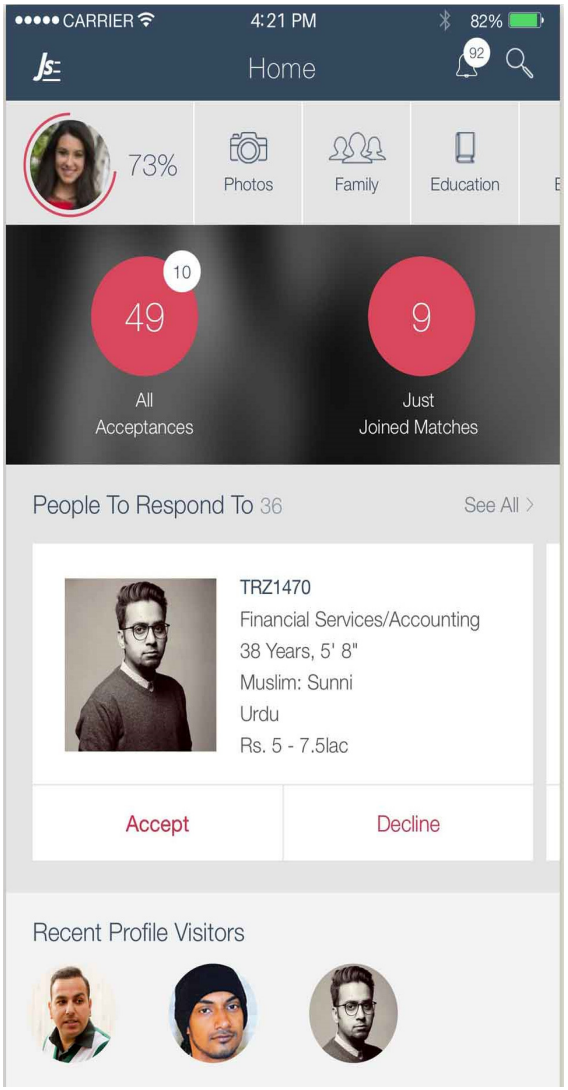
Jeevansathi imperatives

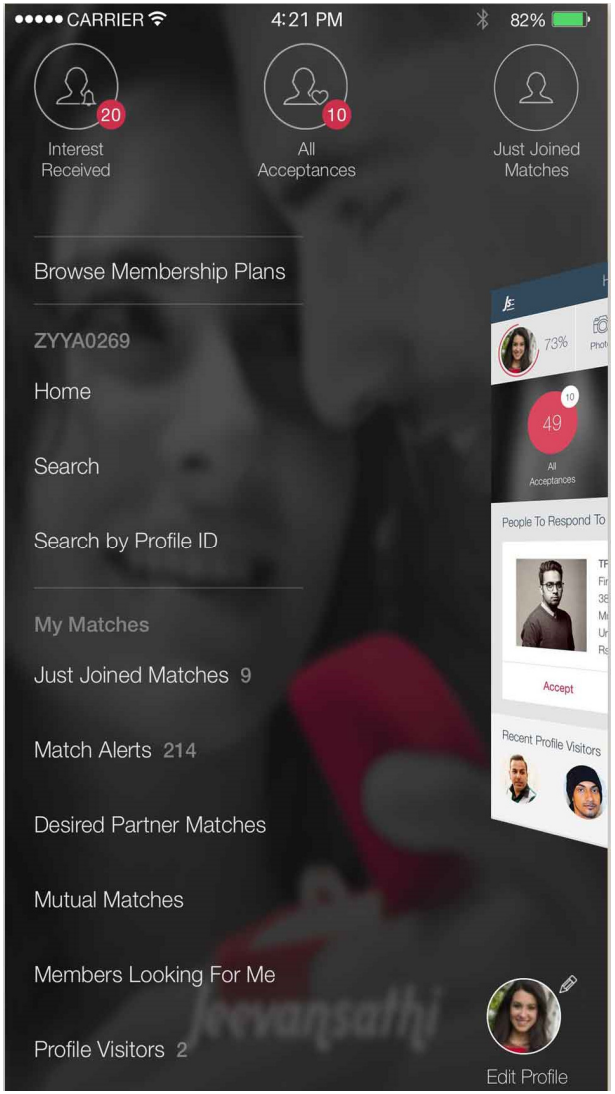
- Improve free to paid conversion rate
- Improve revenue growth rates
- Increase profile acquisitions
- Focus on key identified communities
- Leverage mobile

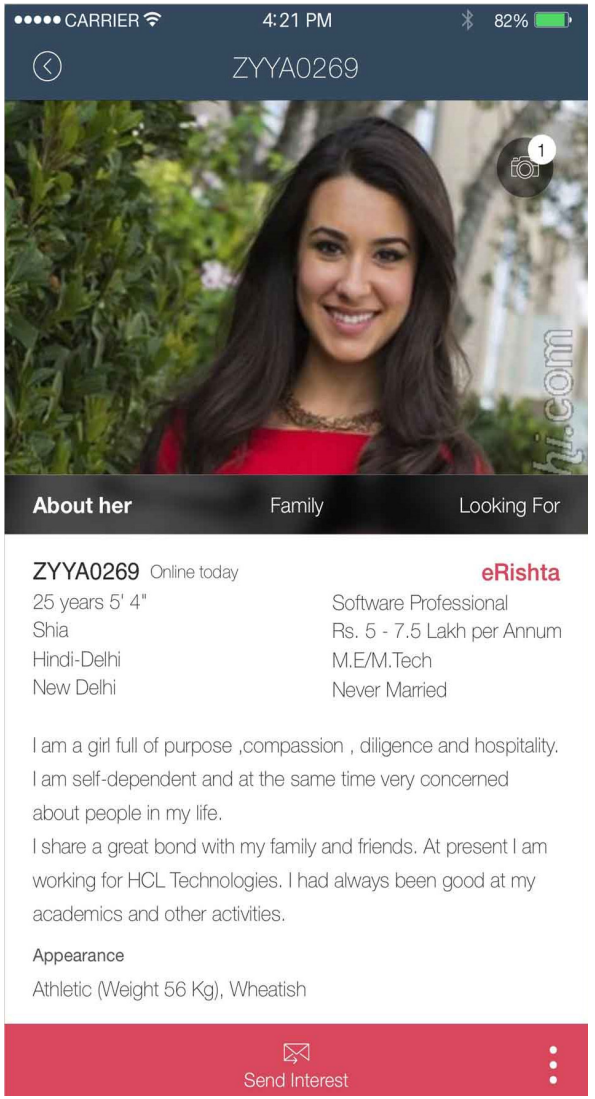
Competition

- 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


CARRIER
4:21 PM
82%
Home
92
73%
Photos
Family
Education
10
49
All
Acceptances
9
Just
Joined Matches
People To Respond To 36
See All
TRZ1470
Financial Services/Accounting
38 Years, 5' 8"
Muslim: Sunni
Urdu
Rs. 5 - 7.5lac
Accept
Decline
Recent Profile Visitors


CARRIER
4:21 PM
82%
20
Interest
Received
10
All
Acceptances
Just Joined
Matches
Browse Membership Plans
ZYYA0269
Home
Search
Search by Profile ID
My Matches
Just Joined Matches 9
Match Alerts 214
Desired Partner Matches
Mutual Matches
Members Looking For Me
Profile Visitors 2
Edit Profile


CARRIER
4:21 PM
82%
ZYYA0269
About her
Family
Looking For
ZYYA0269 Online today
25 years 5' 4"
Shia
Hindi-Delhi
New Delhi
eRishta
Software Professional
Rs. 5 - 7.5 Lakh per Annum
M.E/M.Tech
Never Married
I am a girl full of purpose ,compassion , diligence and hospitality.
I am self-dependent and at the same time very concerned about people in my life.
I share a great bond with my family and friends. At present I am working for HCL Technologies. I had always been good at my academics and other activities.
Appearance
Athletic (Weight 56 Kg), Wheatish
Send Interest

Mobile an important source of traffic

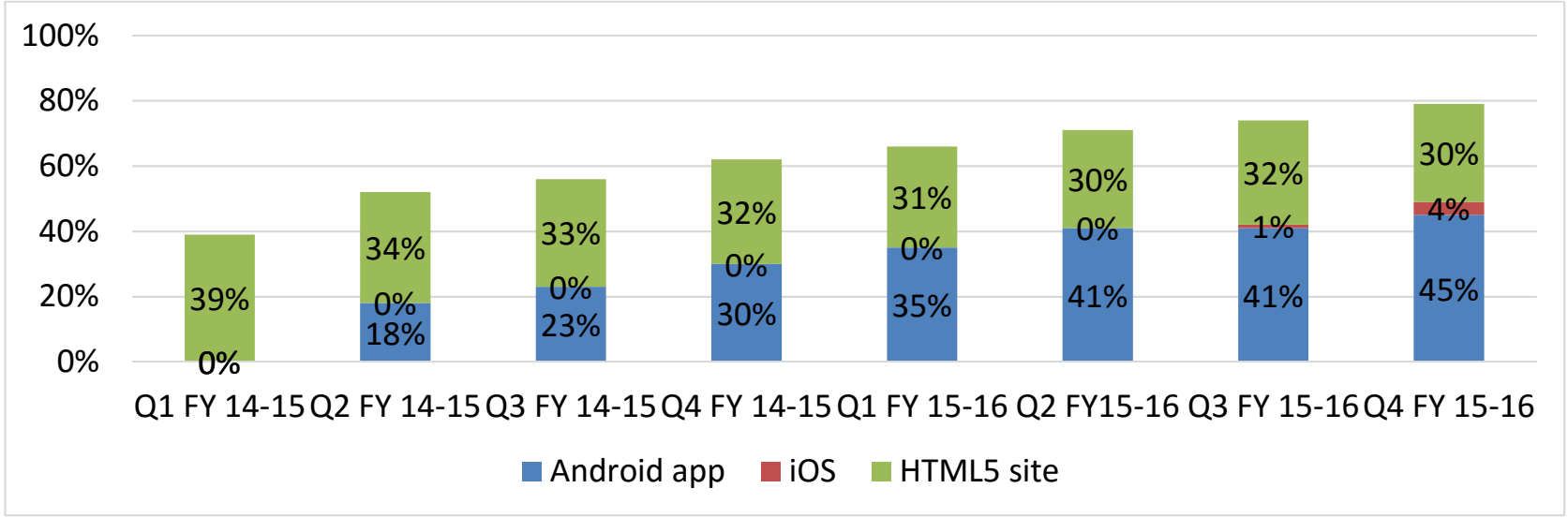
About 79% sessions in Q4 FY 15-16 (vs 74% sessions in Q3 FY 15-16) from mobile

Android app
45% of total Jeevansathi sessions

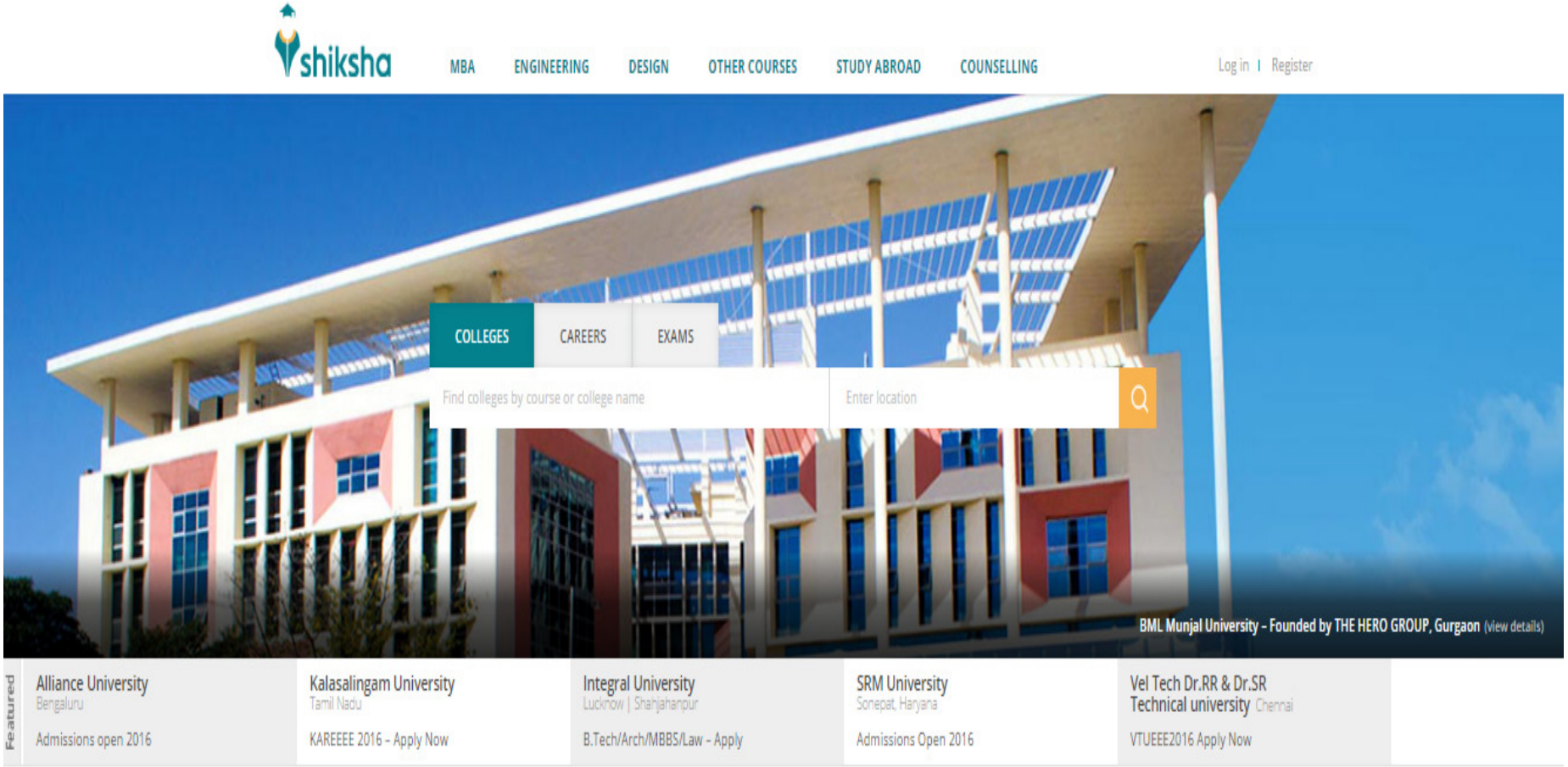
iOS app (launched on Nov 13, 2015)
4% of total Jeevansathi sessions

HTML5 site
30% of total Jeevansathi sessions

Trend over eight quarters

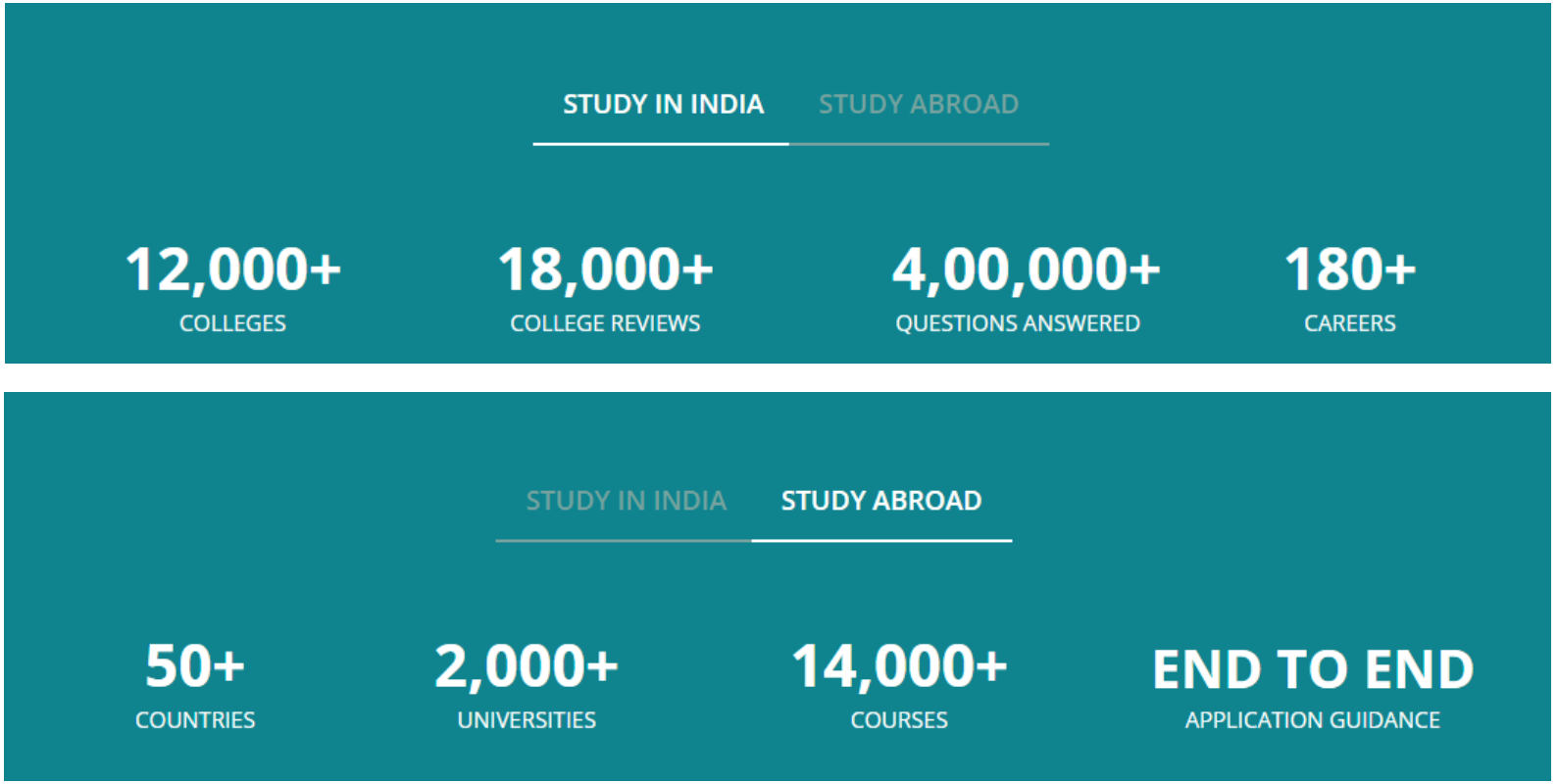


Shiksha



Empowering millions of students in making the right career and college decision

Shiksha – some approx. nos.



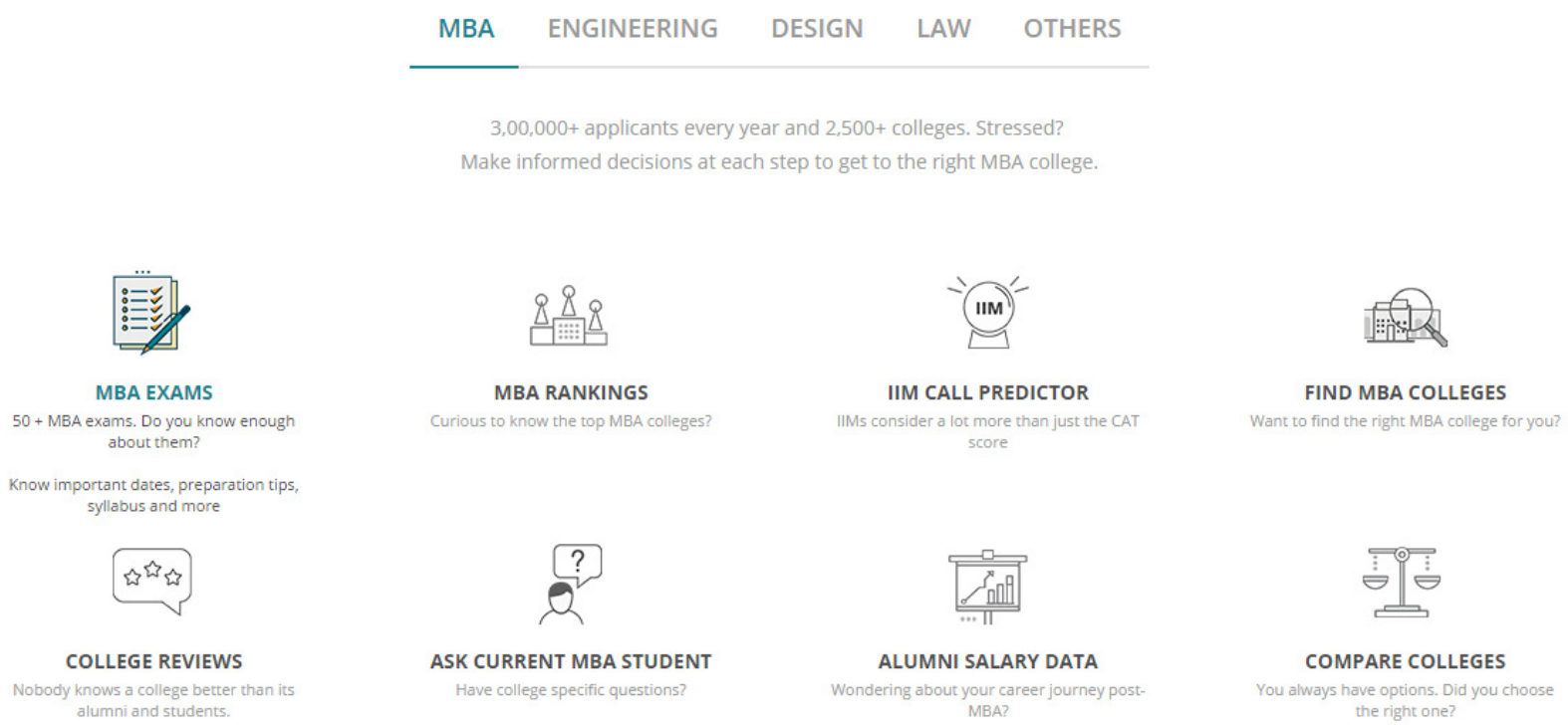
As of end March, 2016

Educational classifieds business - India

- Education as a category spends amongst the highest in print
  - ~ INR 3.8 bn (Source TAM Adex) in FY 14-15
  - 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



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

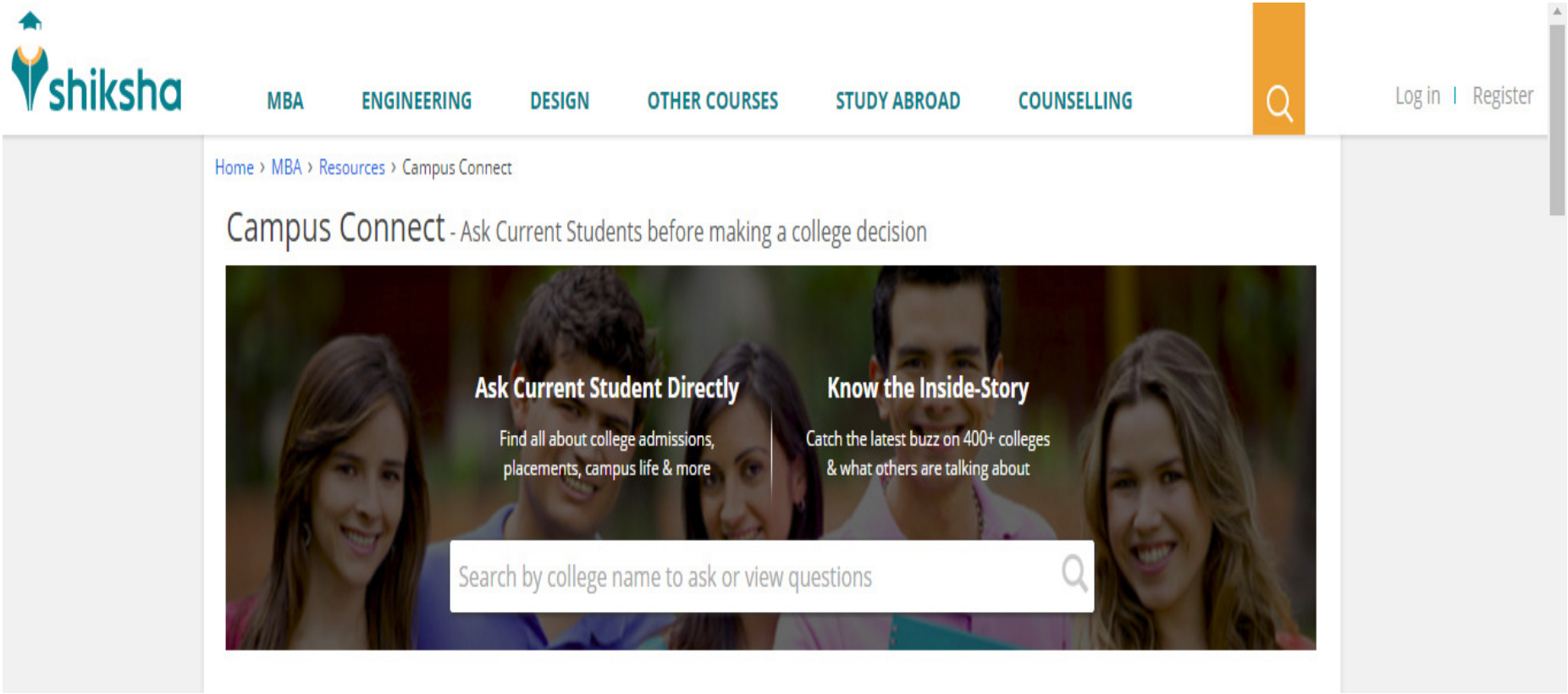
- **Lead generation**
  - Potential student/applicants details bought by colleges and their agents
  - Full counselling service for international university partners

- **Prospective students have free access** to all information on the site (some post registration)

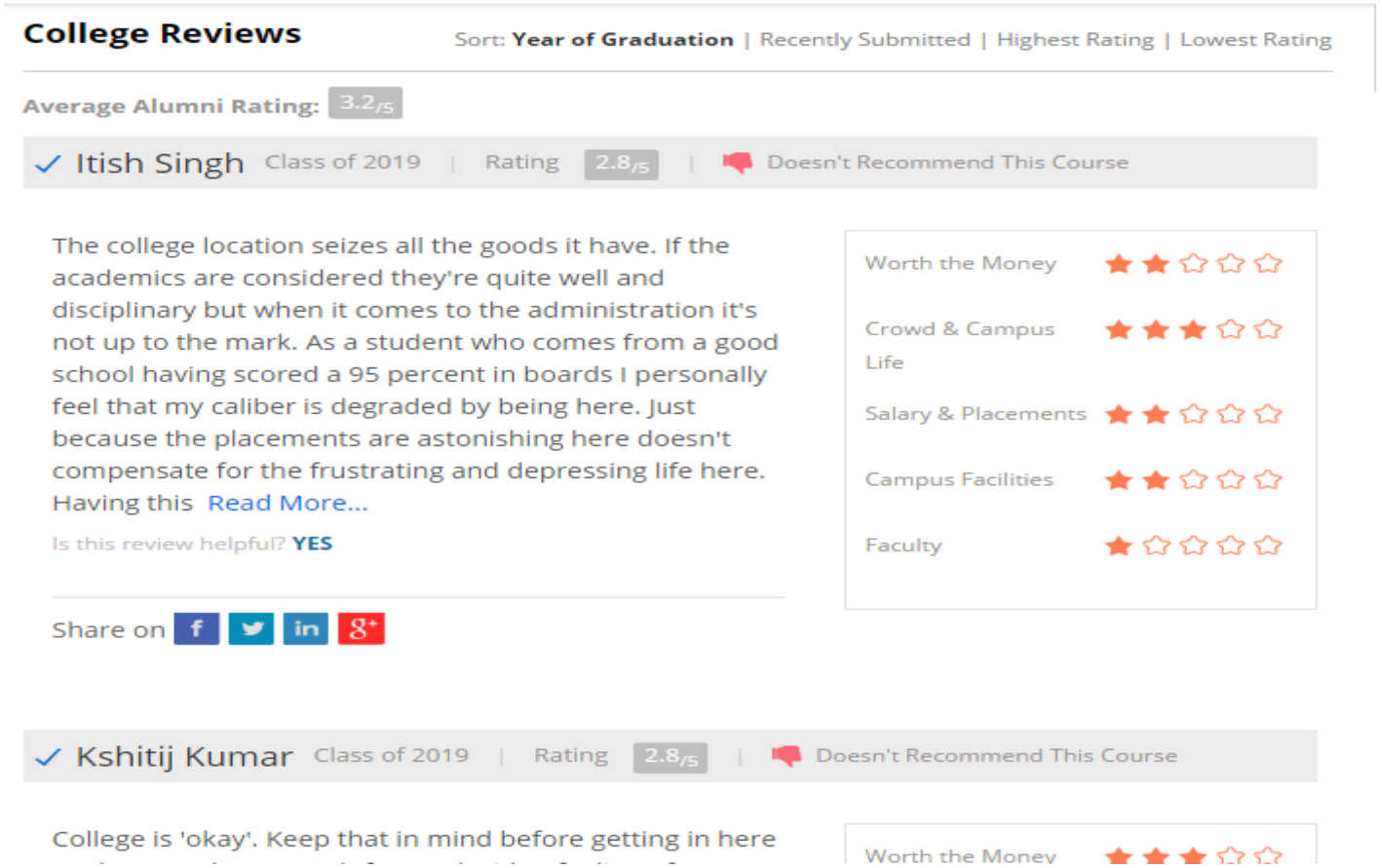
Shiksha strategy

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



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	★☆☆☆☆

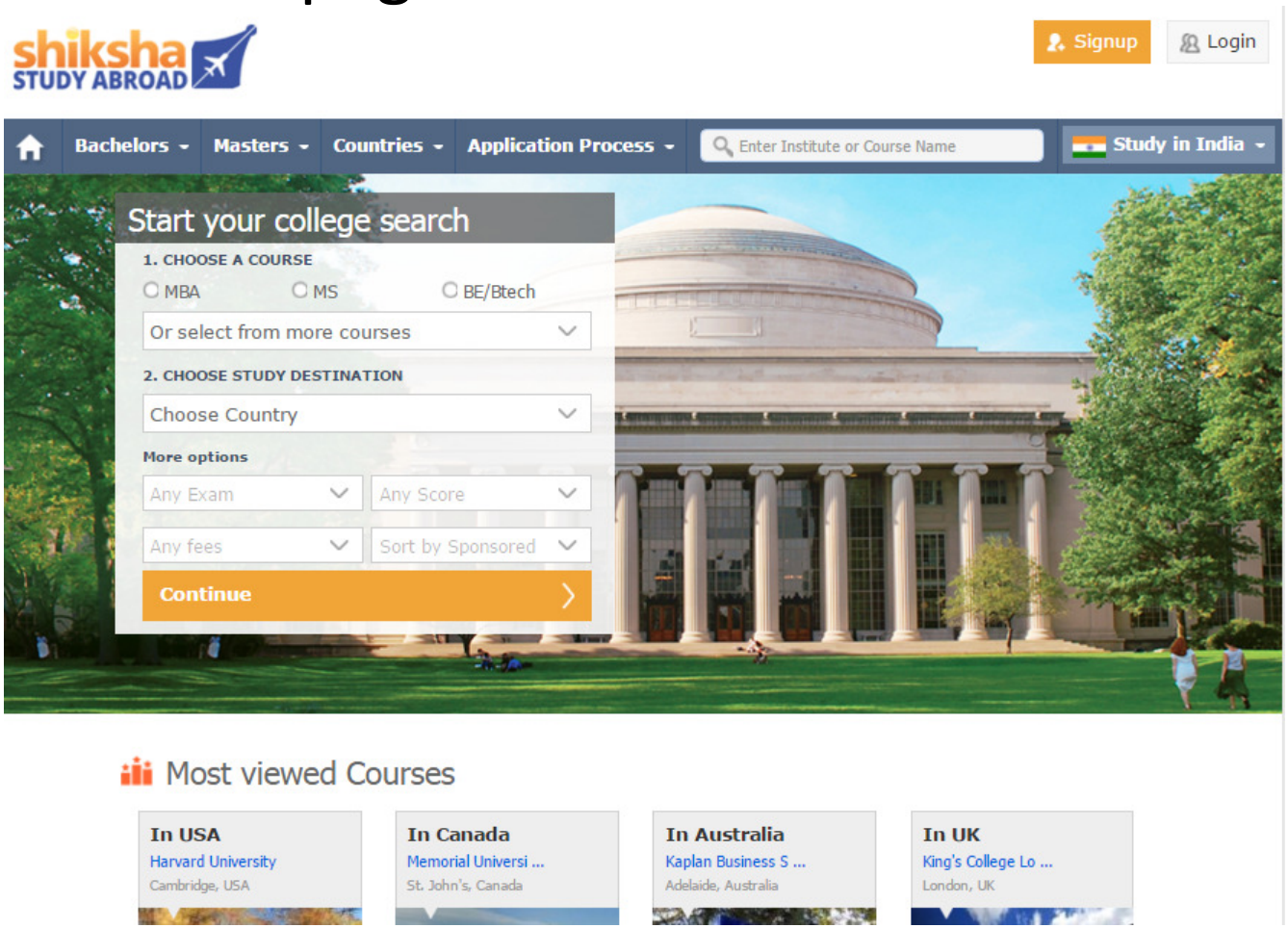
✓ Kshitij Kumar Class of 2019 | Rating 2.8/5 | Doesn't Recommend This Course

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

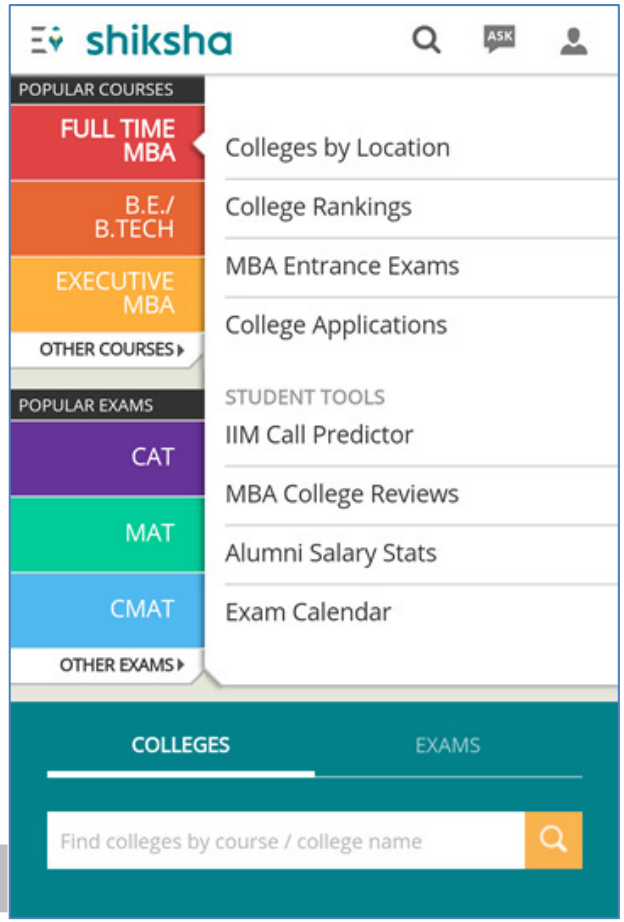
Worth the Money ★★★☆☆

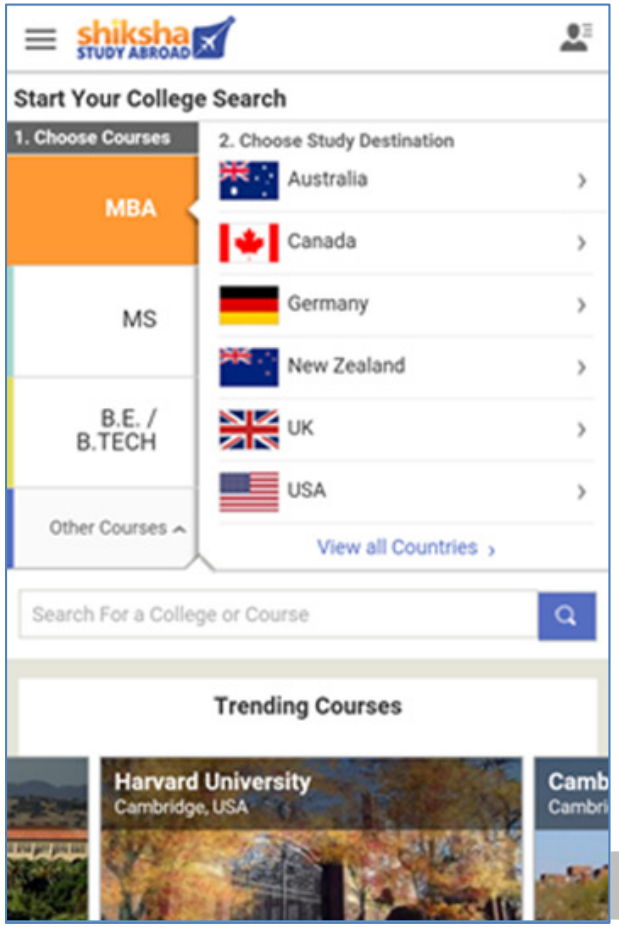
Q&A mobile app for expert advice

Home page for Overseas Education



Mobile sites





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

Investee companies

Portfolio status

As of May 15, 2016

Rs in million

Investee Company	Website	Total amount invested	% Holding on fully diluted basis *	% of Total
Active				
Zomato Media Pvt Ltd.	www.zomato.com	4,838	46%	60%
Applect Learning Systems Pvt Ltd.	www.meritnation.com	968	59%	12%
Etechaces Marketing and Consulting Pvt Ltd.	www.policybazaar.com	325	^10%	4%
Kinobeo Software Pvt Ltd.	www.mydala.com	270	42%	3%
Canvera Digital Technologies Pvt Ltd.	www.canvera.com	901	49%	11%
Happily Unmarried Marketing Pvt Ltd.	www.happilyunmarried.com	163	44%	2%
Mint Bird Technologies Pvt. Ltd.	www.vacationlabs.com	60	26%	1%
Green Leaves Consumer Services Pvt. Ltd.	www.bigstylist.com	64	25%	1%
Rare Media Company Pvt Ltd.	www.bluedolph.in	74	35%	1%
Sub Total		**7,663**		**96%**
Written off/ provisioned for/ exited				
Studyplaces, Inc.	www.studyplaces.com	45	13%	1%
Ninety Nine Labels Pvt Ltd.	www.99labels.com	285	47%	4%
Nogle Technologies Pvt Ltd.	www.floost.com	26	31%	0%
Sub Total		**356**		**4%**
Total		**8,019**		**100%**

* 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 1.34 bn for its 49.99% stake in Oct, 2015

Investee companies financials

INR million

INFO EDGE (INDIA) LIMITED

Investee Company Financials

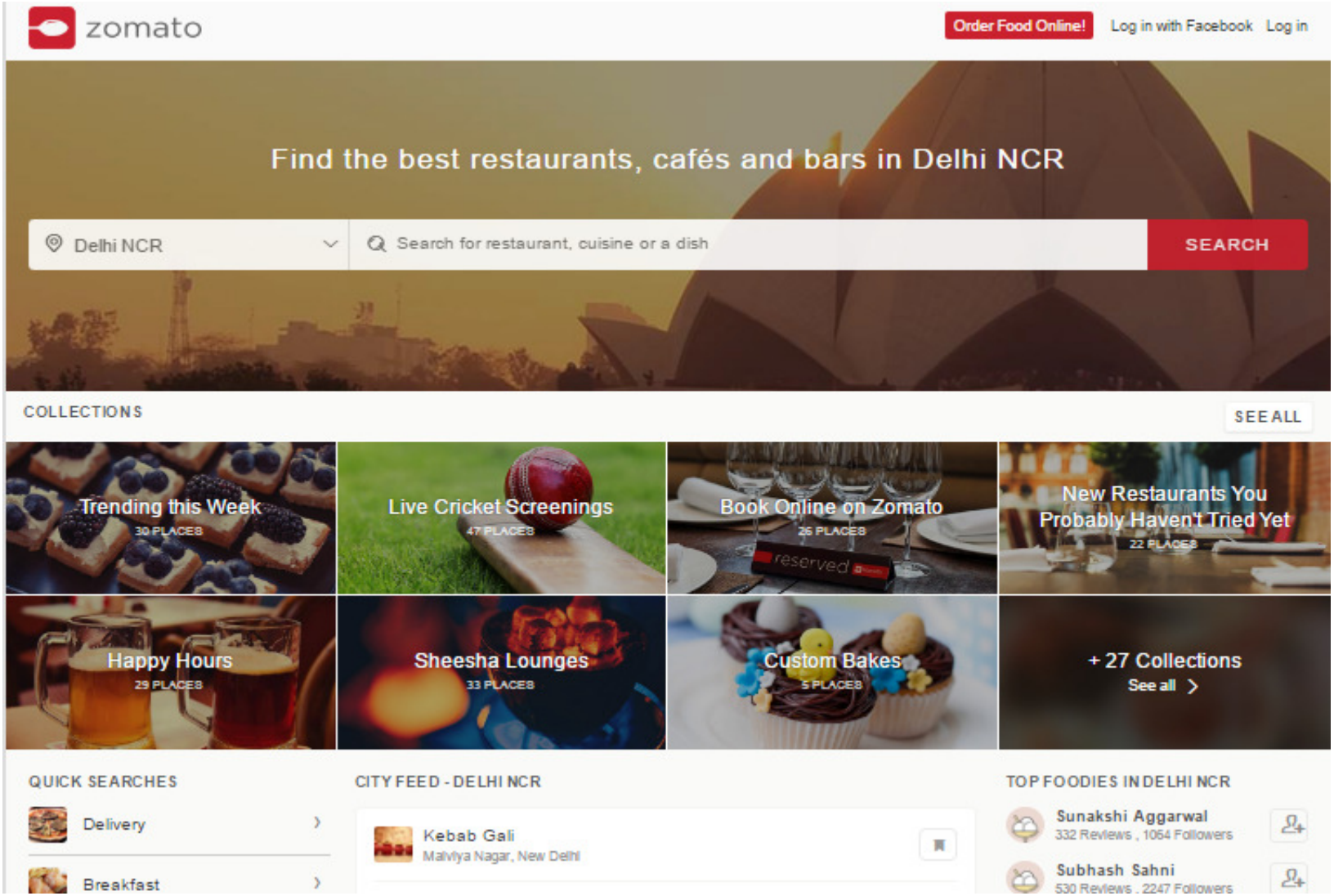
As of March 31, 2016

Rs in million

Investee Company	Website	Total amount invested	Approx. diluted and converted shareholding %	Operating revenue					Operating EBITDA				
				FY11-12	FY 12-13	FY 13-14	FY 14-15	FY 15-16	FY11-12	FY 12-13	FY 13-14	FY 14-15	FY 15-16
Partly owned subsidiary													
Zomato Media Pvt Ltd.	www.zomato.com	4838	46%	20.4	113.8	306.0	967.3	1849.7	(72.2)	(100.3)	(413.9)	(1360.0)	(4409.6)
Applect Learning Systems Pvt Ltd.	www.meritnation.com	968	59%	40.7	98.2	202.8	215.9	287.1	(54.4)	(214.3)	(285.3)	(227.2)	(414.2)
Associate													
Etechaces Marketing and Consulting Pvt Ltd.	www.policybazaar.com	325	^10%	537.0	868.0	1398.6	2117.5	2708.6	(287.6)	(490.0)	(461.5)	(745.2)	(1647.8)
Kinobeo Software Pvt Ltd.	www.mydala.com	270	42%										
Canvera Digital Technologies Pvt Ltd.	www.canvera.com	901	49%										
Happily Unmarried Marketing Pvt Ltd.	www.happilyunmarried.com	163	44%										
Mint Bird Technologies Pvt. Ltd.	www.vacationlabs.com	60	26%										
Green Leaves Consumer Services Pvt. Ltd.	www.bigstylist.com	64	25%										
Rare Media Company Pvt Ltd.	www.bluedolph.in	74	35%										
Total		**7663**		**598.1**	**1080.0**	**1907.4**	**3300.7**	**4845.4**	**(414.2)**	**(804.6)**	**(1160.7)**	**(2332.4)**	**(6471.6)**

* 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 1.34 bn for its 49.99% stake in Oct, 2015

Zomato


zomato
Order Food Online!
Log in with Facebook
Log in
Find the best restaurants, cafés and bars in Delhi NCR
Delhi NCR
Search for restaurant, cuisine or a dish
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
29 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 , 1064 Followers
Subhash Sahni
530 Reviews , 2247 Followers

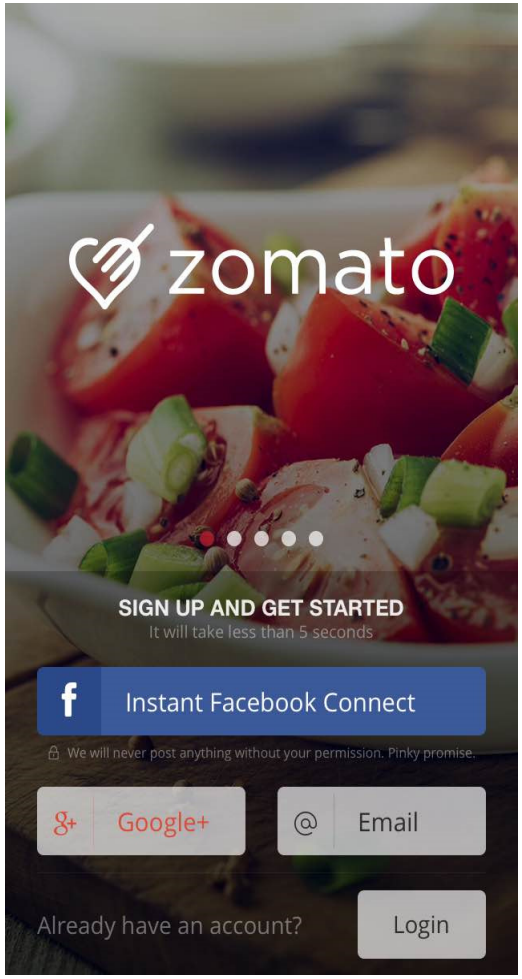
Zomato – business model

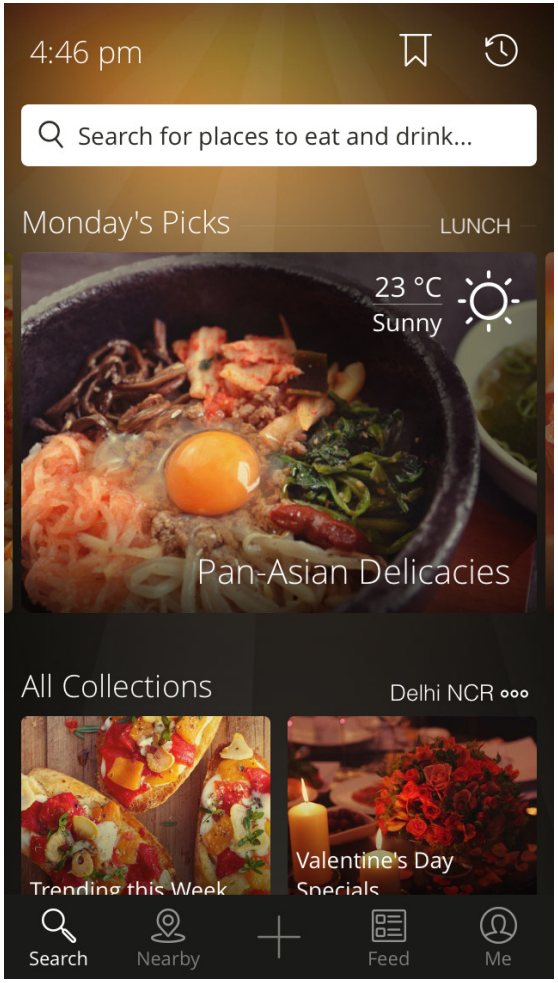
- A clear leader in the restaurant category in India and several other countries
- Presence in 23 countries
  - India, UK, Canada, Czech Republic, Slovakia, Poland, Portugal, UAE, NZ, South Africa, Turkey, Philippines, Indonesia, Italy, Brazil, Ireland, Qatar, Sri Lanka, Chile, Australia, US, Lebanon and Malaysia
  - ~71 million sessions in March, 2016 across web and mobile
  - ~70% sessions through mobile (web and app)
  - Database of 1.1 mn restaurants across the world
- Monetisation growing well

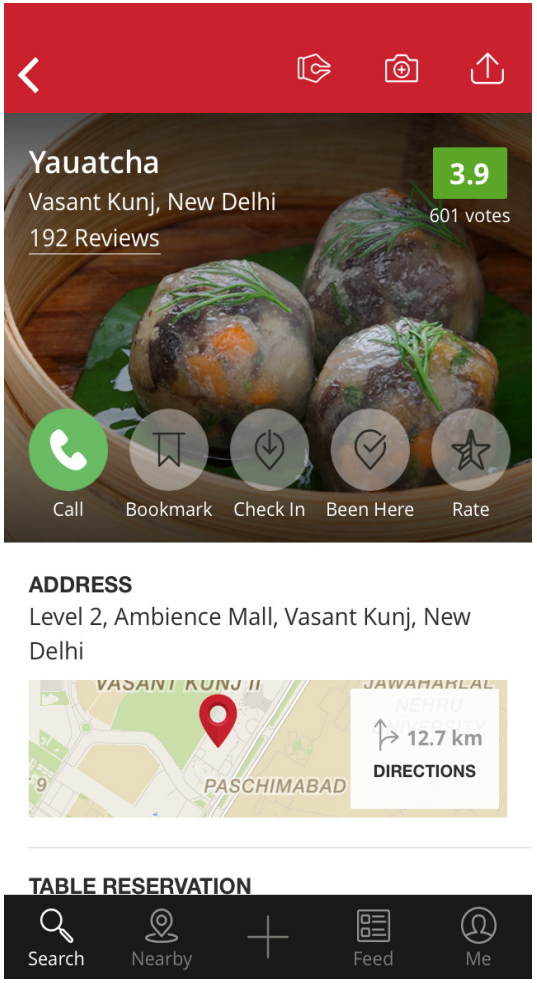
Zomato – business model

- 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 up-dation 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
      - 2 mn plus orders processed in FY 16
  - Table reservations (Zomato Book) active in 8 cities globally

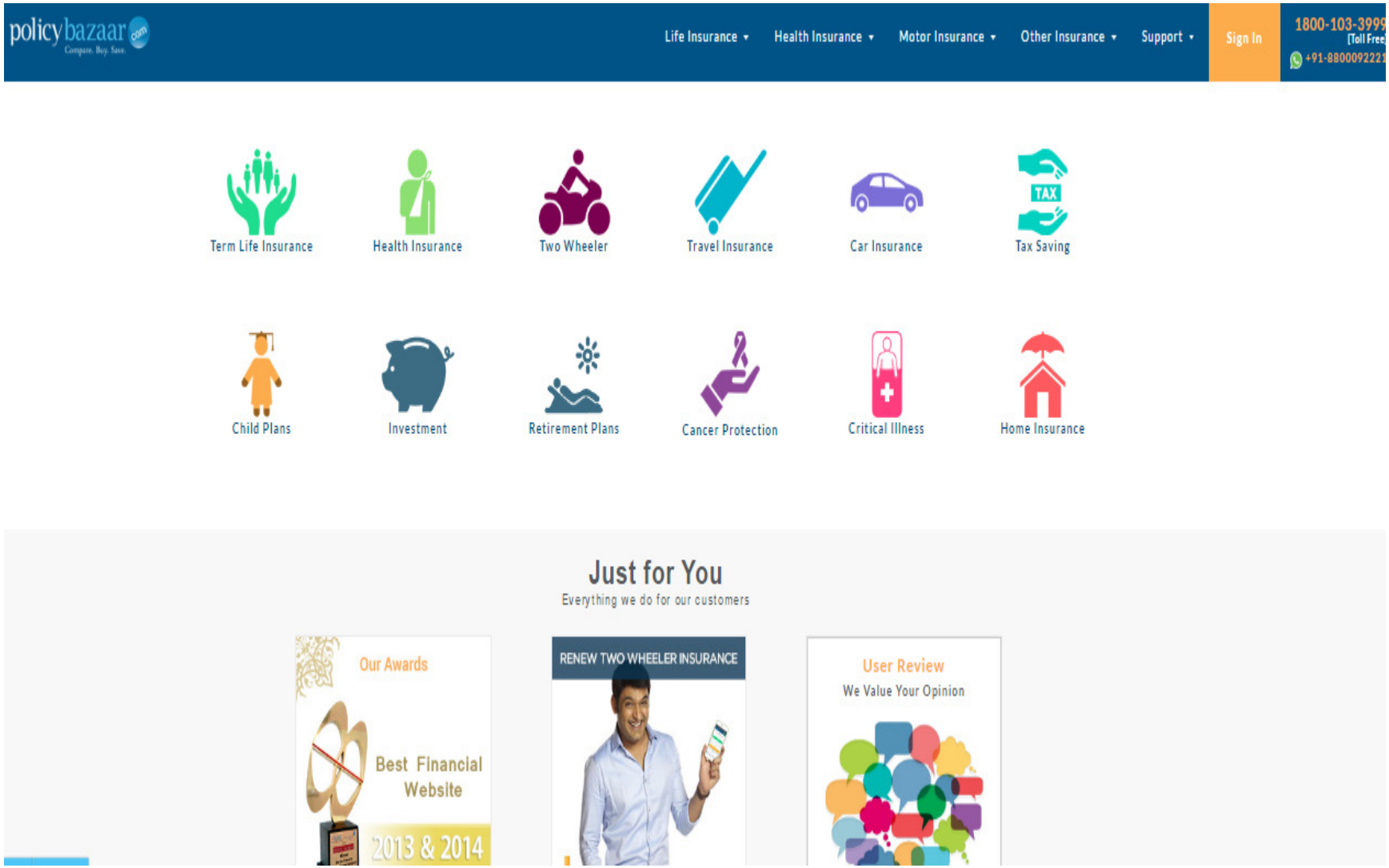
Zomato – mobile app







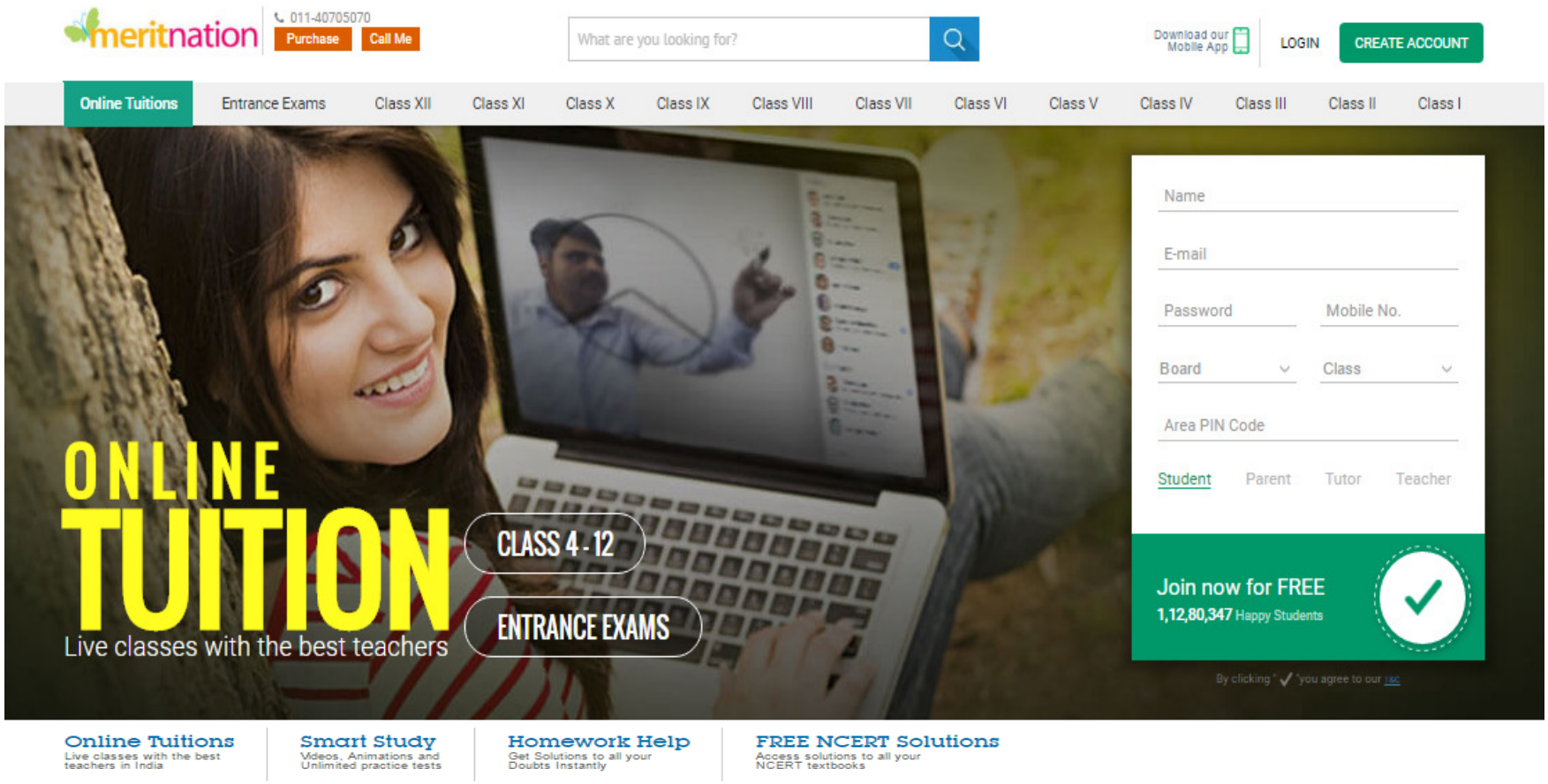
Policybazaar



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



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
- Expanding offline centres
- Test prep product for engineering and medical entrance examinations

Meritnation contd.

- Over 10 million registered users
- Over 3 million visitors every month
- ~55-60% of sessions through mobile

Canvera

Canvera
preserving memories
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
SEARCH BY CATEGORY
SEARCH
All locations
All categories
Popular Categories
WEDDING
KIDS
Photographers In Focus

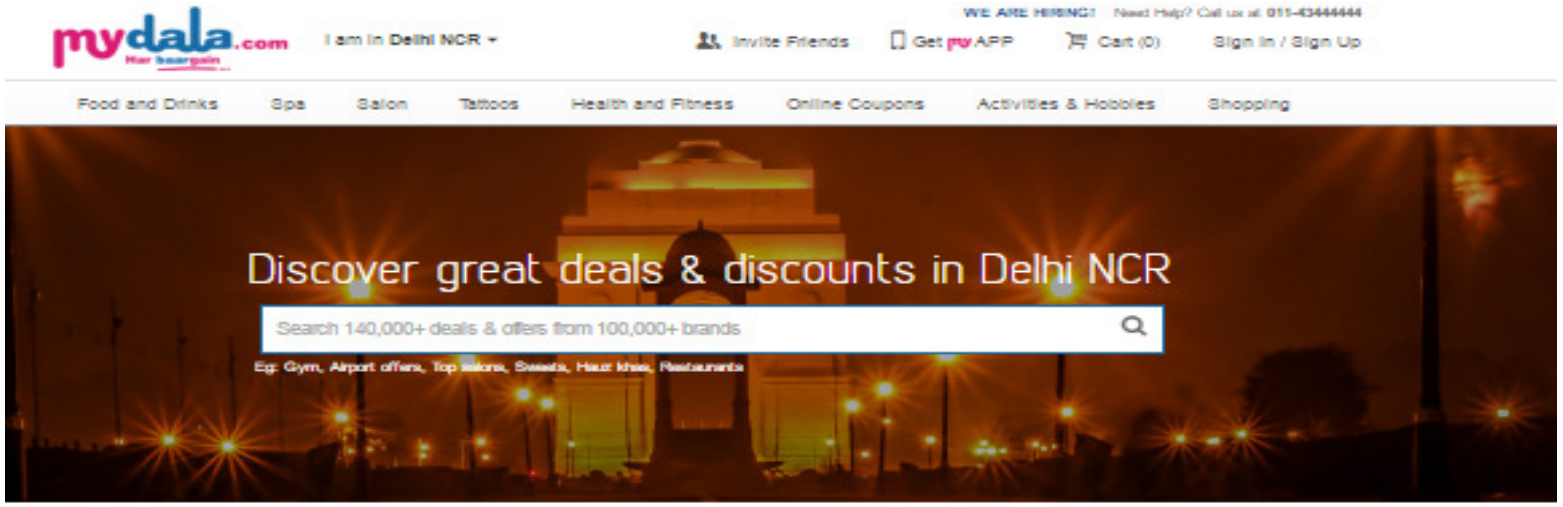
Canvera

- 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

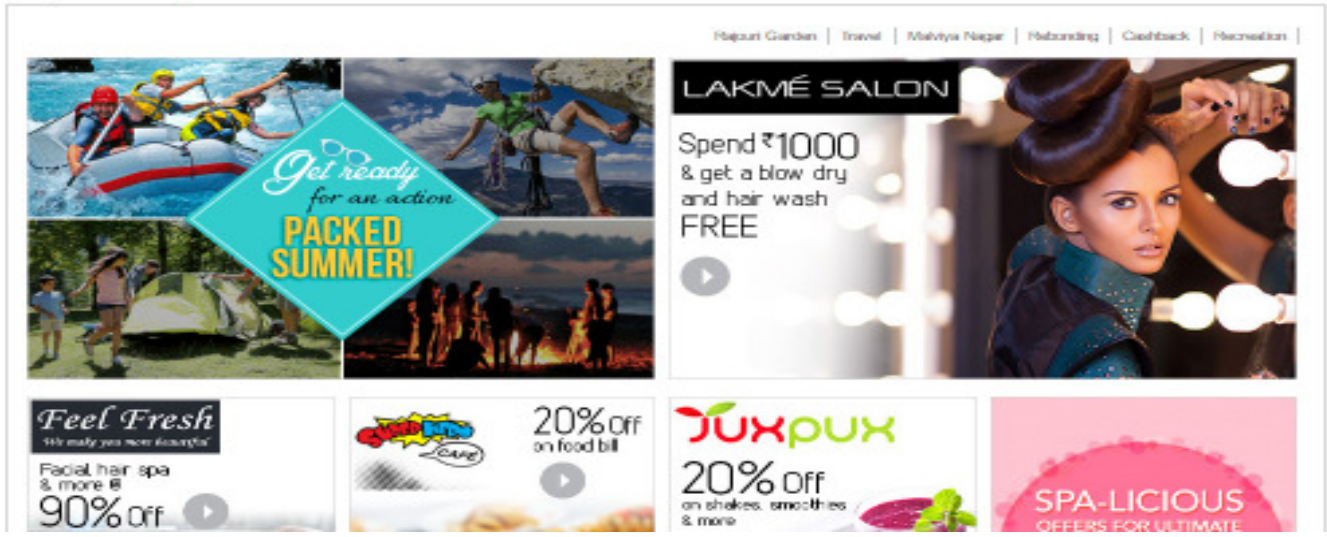
Canvera contd.

- 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
- Photographers directory basis city and location

Mydala



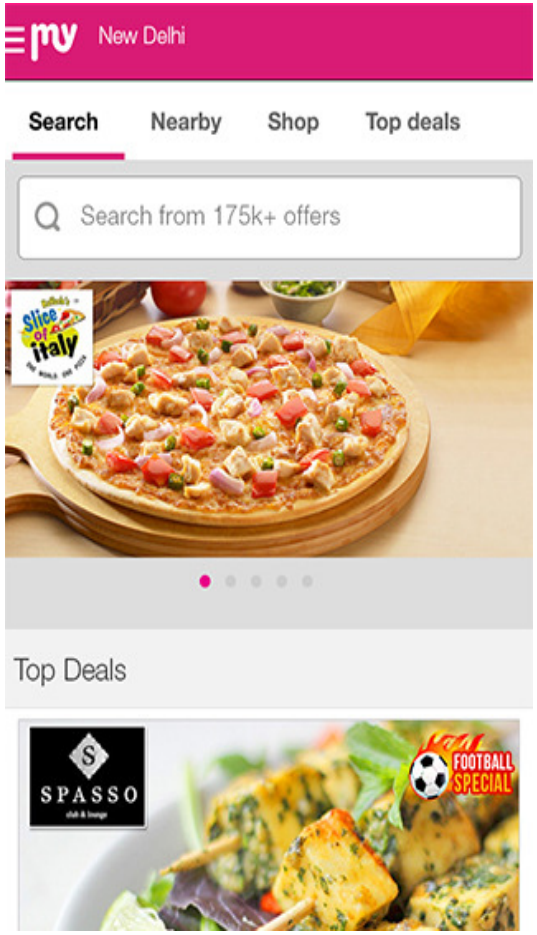
Top Selling Deals in Delhi

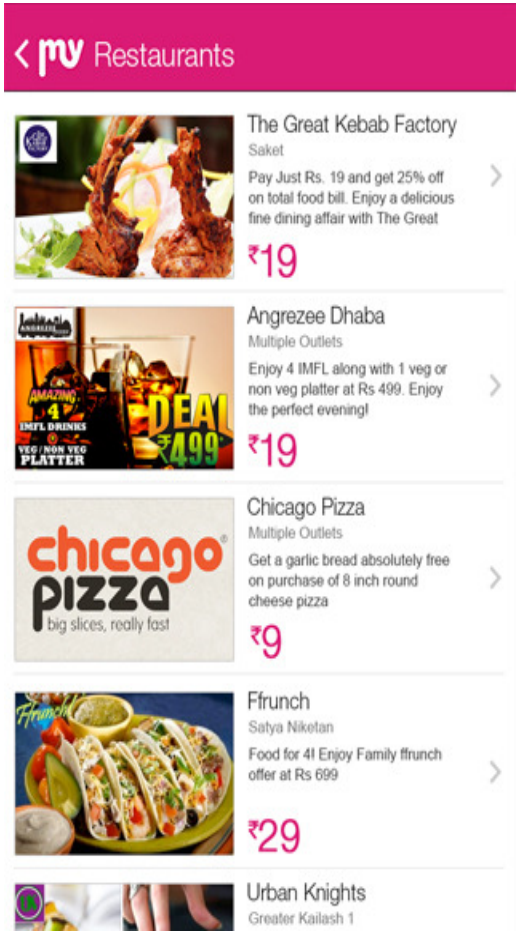


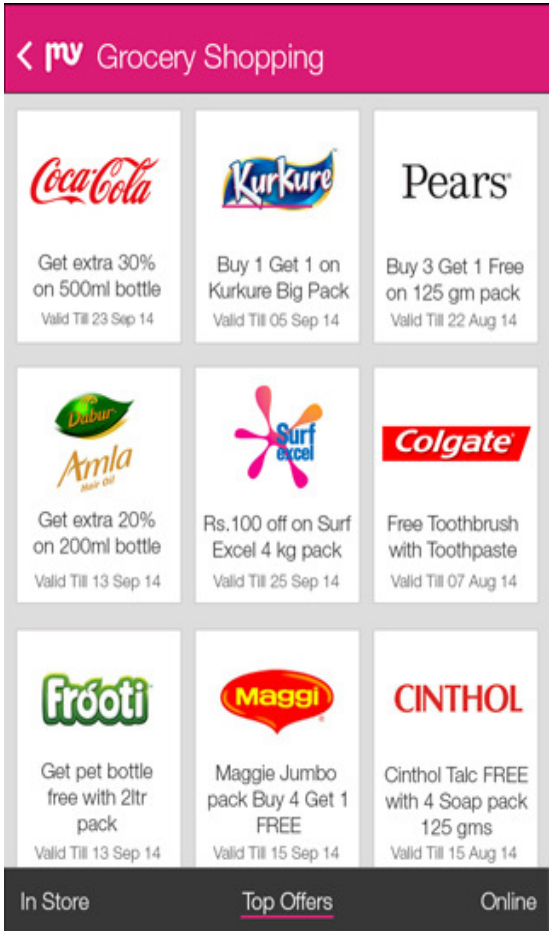
Mydala

- 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

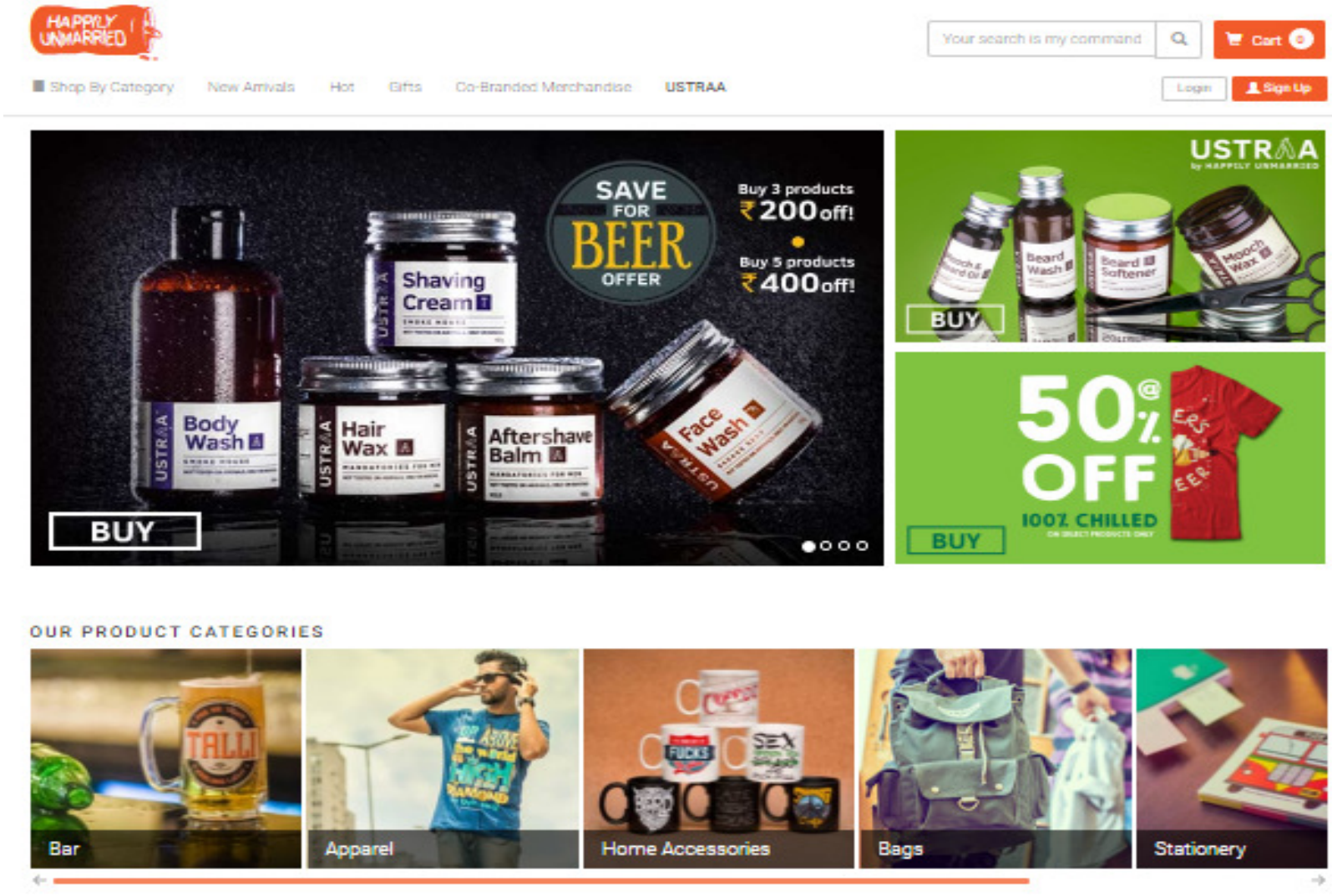
Mydala app


New Delhi
Search
Nearby
Shop
Top deals
Search from 175k+ offers
Slice of Italy
Top Deals
SPASSO
FOOTBALL SPECIAL


Restaurants
The Great Kebab Factory
Saket
Pay Just Rs. 19 and get 25% off on total food bill. Enjoy a delicious fine dining affair with The Great
₹19
Angrezee Dhaba
Multiple Outlets
Enjoy 4 IMFL along with 1 veg or non veg platter at Rs 499. Enjoy the perfect evening!
₹19
Chicago Pizza
Multiple Outlets
Get a garlic bread absolutely free on purchase of 8 inch round cheese pizza
₹9
Ffrunch
Satya Niketan
Food for 4! Enjoy Family ffrunch offer at Rs 699
₹29
Urban Knights
Greater Kailash 1


Grocery Shopping
Get extra 30% on 500ml bottle
Valid Till 23 Sep 14
Buy 1 Get 1 on Kurkure Big Pack
Valid Till 05 Sep 14
Buy 3 Get 1 Free on 125 gm pack
Valid Till 22 Aug 14
Get extra 20% on 200ml bottle
Valid Till 13 Sep 14
Rs.100 off on Surf Excel 4 kg pack
Valid Till 25 Sep 14
Free Toothbrush with Toothpaste
Valid Till 07 Aug 14
Get pet bottle free with 2ltr pack
Valid Till 13 Sep 14
Maggie Jumbo pack Buy 4 Get 1 FREE
Valid Till 15 Sep 14
Cinthol Talc FREE with 4 Soap pack 125 gms
Valid Till 15 Aug 14
In Store
Top Offers
Online

Happily unmarried



Happily Unmarried

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

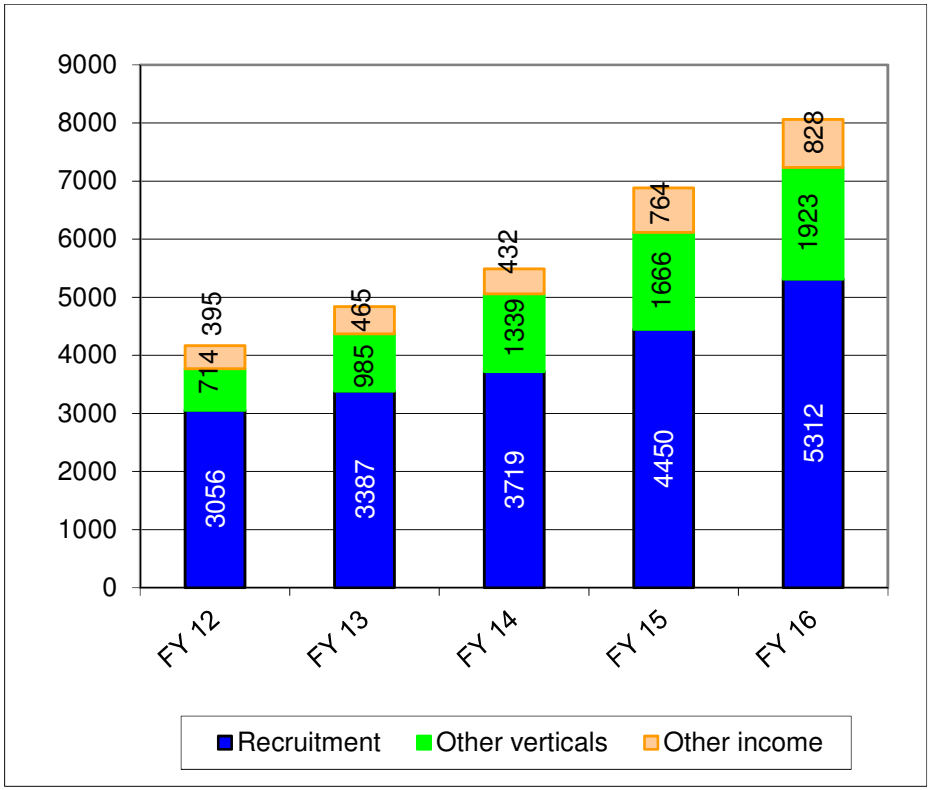
Financials

(Standalone)

Consistent long-term growth in Revenue & Profitability

INR Million

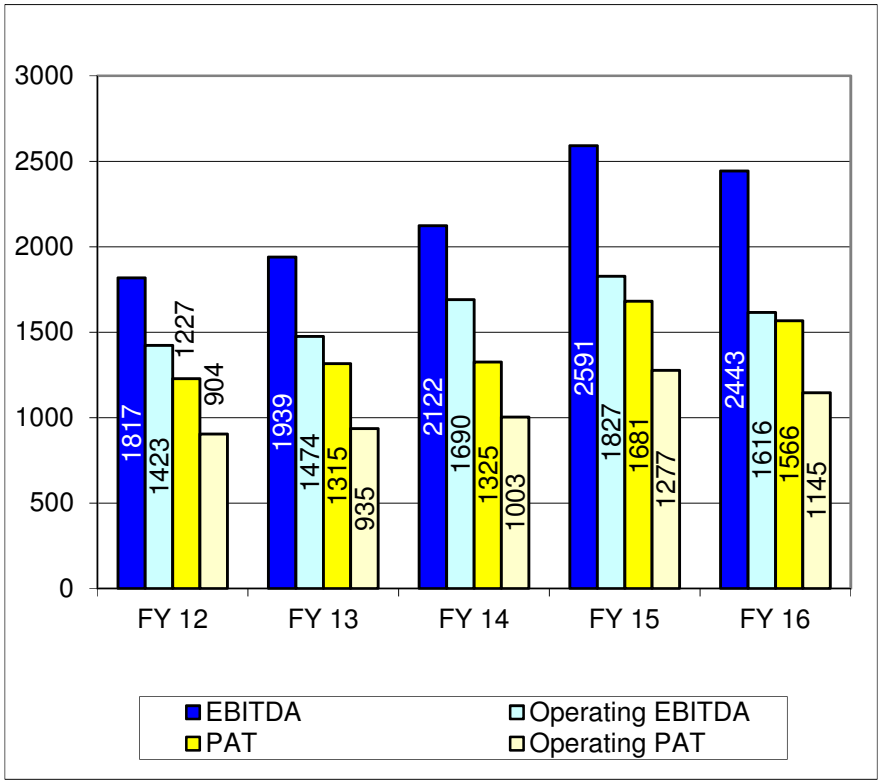
Revenue



In FY 16, Recruitment was 73.4% and Other Verticals 26.6% of the standalone Operating Revenue of Rs 7,235 mn

INR Million

Profitability



EBITDA and PAT nos. above exclude the CSR expense of about Rs 36.0 million in FY 16

In FY 16, on a consolidated basis, Operating Revenue was Rs 9,382.02 mn (Rs 7,235 mn on standalone basis) and PAT Rs (2518) mn (Rs 1,647 mn on standalone basis) on account of losses in investee companies

Other Income in the above chart is treasury income

Investment in 99acres has compressed margins in FY 16

Team

Management Team

Name	Age	Qualifications	Designation/ Role	Previously worked with	Year of joining
Sanjeev Bikhchandani	52	BA Economics St. Stephens, PGDM IIM-A	Founder and Executive Vice Chairman	Lintas, Glaxo Smith Kline	1995
Hitesh Oberoi	43	B Tech, IIT Delhi, PGDM, IIM-B	Managing Director and CEO	HLL (Unilever)	2000
Vivek Khare	45	M. Sc (Physics) IIT – Kanpur, PGDBA-Birla Institute of Management Technology	Executive Vice President	_	2000
Deepali Singh	42	B Sc, LLB, Delhi University, PGDBA, IPM	Executive Vice President Firstnaukri	Aptech	2000
Arif Ismail Parker	41	BA	Executive Vice President- Sales	ITNation.com	2000
Vibhore Sharma	41	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	RPG Group	2001
Niraj Kumar Rana	40	BSC, MBA	Executive Vice President- Sales	-	2001
Manoj P	41	BE- University of Mysore MBA - Xavier Institute of Management and Entrepreneurship	Executive Vice President- Sales	Indian Seamless Group	2002
Harveen Singh Bedi	44	PGDBA-Birla Institute of Management Technology	Executive Vice President Quadrangle & Ehire	Nestle	2002
Dinesh P Kumar	40	MBA	Executive Vice President- Sales	Notre Advertising	2002
Satyajit Tripathi	42	BSc ,PGDBM	Executive Vice President- Sales	-	2002
Ambrish Kumar Singh	42	Btech, MBA	Senior Vice President and Head Sales and Customer Delivery Shiksha	LSI Software, Pentasoft Tech	2003
Sudhir Bhargava	46	BE, MBA, FMS, Delhi University	Executive Vice President Corporate Finance	HSBC, ICICI Bank	2006
Sharmeen Khalid	44	MBA, IRMA	Chief Human Resources Officer	Polaris	2006
Shalabh Nigam	43	B Tech, IIT Kanpur	Chief Technology Officer - Jeevansathi, 99acres, Shiksha	Baypackets	2007
Rajesh Khetarpal	43	CA	Executive Vice President- Finance	Bharti	2007
Sumeet Singh	42	BBA, MBA	Chief Marketing Officer	CII	2007

Management Team contd.

Name	Age	Qualifications	Designation/ Role	Previously worked with	Year of joining
Nishant Pandey	40	B Tech, IIT Delhi, MBA ISB	Executive Vice President- Product Development	Schlumberger	2008
Rinchan Gupta	37	BE - Comp Science	Senior Vice President Interaction Design	HP India	2008
Vivek Jain	42	B Tech, IIT Delhi, PGDM, IIM – B	Chief Product Officer-Naukri & Head-Naukri FF	Isoft, Adobe, IBM, ICICI Securities	2010
Maneesh Upadhyaya	37	B Sc, St Stephens, MBA, FMS, Delhi University	EVP & Business Head - Shiksha	HUL, Bain & Co.	2010
Tarun Aggarwal	41	B Tech, MBA IIM - A	Executive Vice President and Business Head- Naukri Gulf	HT Media, Tech Mahindra, HCL Technologies	2010
Amit Kumar Singh	39	B Tech - IIT Kanpur, PGDBM - IIM - C	Executive Vice President - Product Development	Adobe Systems, Citibank	2011
Manav Rajkumar Gupta	38	B.Tech , MBA - European School of Management and Technology, Berlin	Senior Vice President Product Development	Toostep, TCS, Mittal Steels	2012
Manish Gupta	36	PhD (Mathematics) - IIT Delhi	Senior Vice President	DRDO, Innovation Labs, Citi	2012
Murlee Manohar Jain	38	Bcom, CS	Associate Vice President-Secretarial & CS	Apollo Tyres	2013
Anurag Jain	38	MBA- ISB Hyderabad, MS - Wright State University	Sr. Vice President and Product Head Shiksha	Microsoft, Nokia, Dassault Systemes	2013
Chintan Arvind Thakkar	49	CA	CFO	Computer Associates	2014
Pankaj Jain	41	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
Sanjay Suri	43	MS- University of California	Executive Vice President- Engineering	Tradus, Clearsenses, Videocrux, Amazon, Oracle	2014
Narasimha Jayakumar	42	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	41	MSc Corp & Int'l Finance, Durham University, MBA (IMI), BA (Hons) Economics, St.Stephen's	Executive Vice President Corporate Development	Kotak Investment Banking, Ernst & Young, JPMorgan	2015

About 10% of the total employees are covered under ESOP

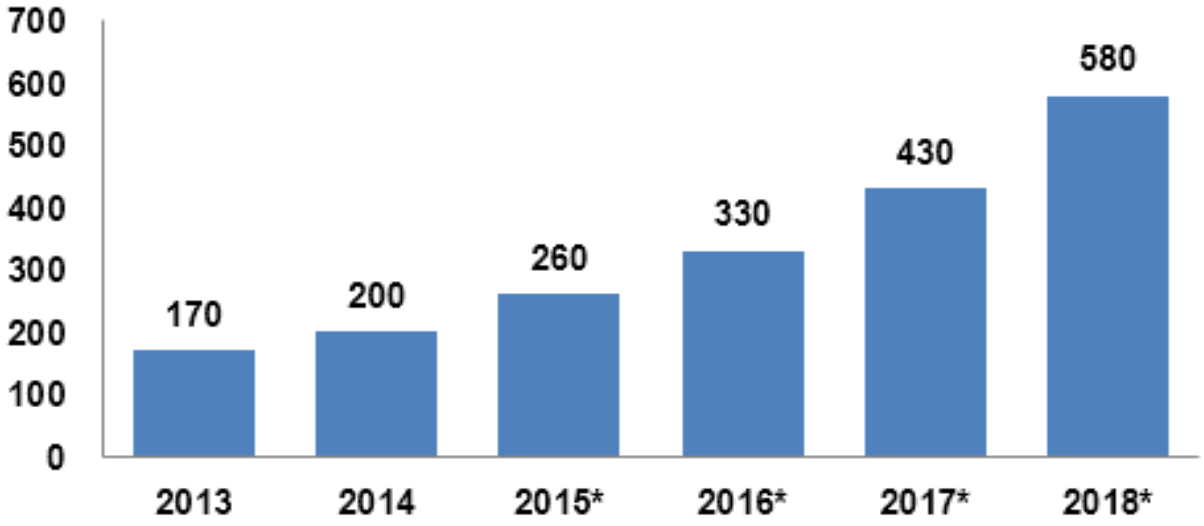
Internet in India

No. of internet users

- As per TRAI, number of internet subscribers were
  - 324.95 million as of 30.9.2015
  - 254.40 million as of 30.9.2014

Source : http://www.trai.gov.in/WriteReadData/PIRReport/Documents/Indicator_Reports.pdf

- Rapid growth expected (nos. in millions)



Note: * Forecasts. *Source*: BCG.

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