



Info Edge (India) Ltd.

India's Online Classifieds Company

Helping People & Businesses Meet

Investee
Companies



February, 2010

Safe harbor

Statements contained in this presentation concerning our growth prospects may constitute forward-looking statements. The Company believes that its expectations are reasonable and are based on reasonable assumptions. However, such forward looking statements by their nature involve a number of risks, and uncertainties that could cause actual results to differ materially from those in such forward-looking statements. The risks and uncertainties relating to these statements include, but are not limited to, risks and uncertainties regarding fluctuations in earnings, our ability to manage growth, intense competition in the businesses we operate in including those factors which may affect our cost advantage, wage increases, our ability to attract and retain highly skilled professionals, client concentration, disruptions in telecommunication networks, liability for damages on any of our contracts/ subscriptions, withdrawal of governmental fiscal incentives, political instability, unauthorized use of our intellectual property and general economic conditions affecting our industry. The Company does not undertake to update any forward-looking statement that may be made from time to time by or on behalf of the company.

The equity shares of the company are regulated by the laws of India. Please refer to the applicable laws of your jurisdictions before dealing in equity shares of the company.

“The equity shares of the company have not been and will not be registered under the U.S. Securities Act of 1933, as amended (the “Securities Act”) or with any securities regulatory authority of any state or other jurisdiction of the United States and may not be offered, sold, pledged or otherwise transferred except (1) in accordance with Rule 144A under the Securities Act to a person that the holder and any person acting on its behalf reasonably believes is a Qualified Institutional Buyer within the meaning of Rule 144A purchasing for its own account or for the account of a Qualified Institutional Buyer in a transaction meeting the requirements of Rule 144A, (2) in an offshore transaction in accordance with Rule 903 or Rule 904 of regulations under the Securities Act, (3) pursuant to an exemption from registration under the Securities Act provided by Rule 144 thereunder (if available) or (4) pursuant to an effective registration statement under the Securities Act, in each case in accordance with any applicable securities laws of the states of the United States. No representation can be made as to the availability of the exemption provided by Rule 144 under the Securities Act for resales of these equity shares.”

All figures mentioned are as on December 31, 2009 or for the quarter ended December 31, 2009 unless indicated otherwise.

Q3 FY10 means the period October 1, 2009 to December 31, 2009

FY10 or FY 09-10 or FY 2010 means the Financial Year starting April 1, 2009 and ending March 31, 2010

INR mm means Indian Rupees in million

mm means million

The company

- India's leading internet classifieds company
- Bouquet of leading websites
 - *Recruitment* : Naukri, Naukrigulf, Brijj, Firstnaukri
 - *Real estate* : 99acres, Allcheckdeals
 - *Matrimonial* : Jeevansathi
 - *Education* : Shiksha
- Rapid growth historically (*growth currently impacted by slowdown*)
 - Revenue grew from INR 38 mm in FY02 to INR 2,737 mm in FY09
 - Profitable since FY03
 - Cash in bank fixed deposits and debt mutual funds ~ INR 3,495 mm (as on December 31, 2009)
 - Negligible debt
- VC funding in 2000 and public listing in India in 2006
- 49 offices in 32 cities in India + 2 in Dubai + 1 each in Bahrain & Riyadh
- 1,536 employees (~ 1,188 in sales)

Our businesses

Info Edge

Recruitment & Careers



- Launched in March 1997
- 85% of company's net sales in Q3 FY10 vs 88% in FY 09
- No. 1 job portal in India
- 19.7 mm resumes, 10,500 added daily in Q3 FY10
- About 68,000 job listings, 18.400 clients in Q3 FY10
- Quadrangle in offline recruitment services

Real Estate



- Launched in Sept 2005
- Leader in emerging online market
- Over 164,000 listings (135,000 paid)
- Pan India listings covering over 25 cities



- Launched in November 2007
- Offline brokerage services

Matrimonials



- Acquired in September 2004
- No. 3 matrimony website in India
- 3.5 mm profiles ever registered
- Av. 2,065 profiles added daily in Q3 FY10

Education



- Launched in May 2008
- To be the hub for educational classifieds
- Large market
 - Advertising
 - Lead generation
- Some initial revenue traction



- Launched July 2006



- Launched August 2007
- Professional networking
- 2.7 mm profiles



- Launched January 2009
- A fresher hiring site

Our team

Sanjeev Bikhchandani (46)

Managing Director and CEO
BA Econ. St. Stephen's. PGDM IIM-A
Previously with Glaxo SmithKline

Ambarish Raghuvanshi (48)

*Whole Time Director and Chief
Financial Officer*
CA, PGDBM XLRI
Previously with Bank of America & HSBC

Hitesh Oberoi (37)

*Whole Time Director and Chief
Operating Officer*
B.Tech IIT - Delhi, PGDM IIM-B
Previously with HLL (Unilever)

Harveen Bedi (38)

Sr. VP - Quadrangle
PGDBA, Birla Institute of Management
Technology
Previously with Nestle

Sudhir Bhargava (40)

Sr. VP - Corporate Finance
B.E., MBA (FMS, Delhi University)
Previously with HSBC, ICICI Bank

Sharmeen Khalid (38)

Sr. VP - Human Resources
MBA IRMA
Previously with Polaris

Vivek Khare (39)

Sr. VP - Jeevansathi
M.Sc (Physics) IIT - Kanpur. PGDBA,
Birla Institute of Management
Technology

Shalabh Nigam (37)

*Sr. VP - Technology - Brijji, Shiksha,
99acres*
B Tech IIT - Kanpur
Previously with Baypackets

Vibhore Sharma (35)

*Sr. VP - Technology - Naukri,
Firstnaukri*
B.Sc IGNOU
Previously with Pioneer

Vineet Singh (38)

Sr. VP - 99acres, Naukri
gulf
PGDBA, IPM
Previously with Xerox

Deepali Singh (36)

Sr. VP - Firstnaukri
Bachelor of Science, Law Degree, Delhi
University. PGDBA, IPM
Previously with Aptech

V.Suresh (37)

Sr. VP - Naukri
B.E. (Instr. and Control). Masters in Mgmt,
Sathya Sai Institute of Management.
Previously with Xerox

Recruitment classifieds and services

Naukri, Quadrangle, Naukrigulf

Brijj, Firstnaukri

The recruitment market



Over 470 universities and 22,000 colleges

Over 3.5 mm graduates every year

Over 180,000 IT professionals every year



Over 2.2 mm employed by IT & ITES

35 cities > 1 mm population



Source: Nasscom, Department of Higher Education

Recruitment solutions



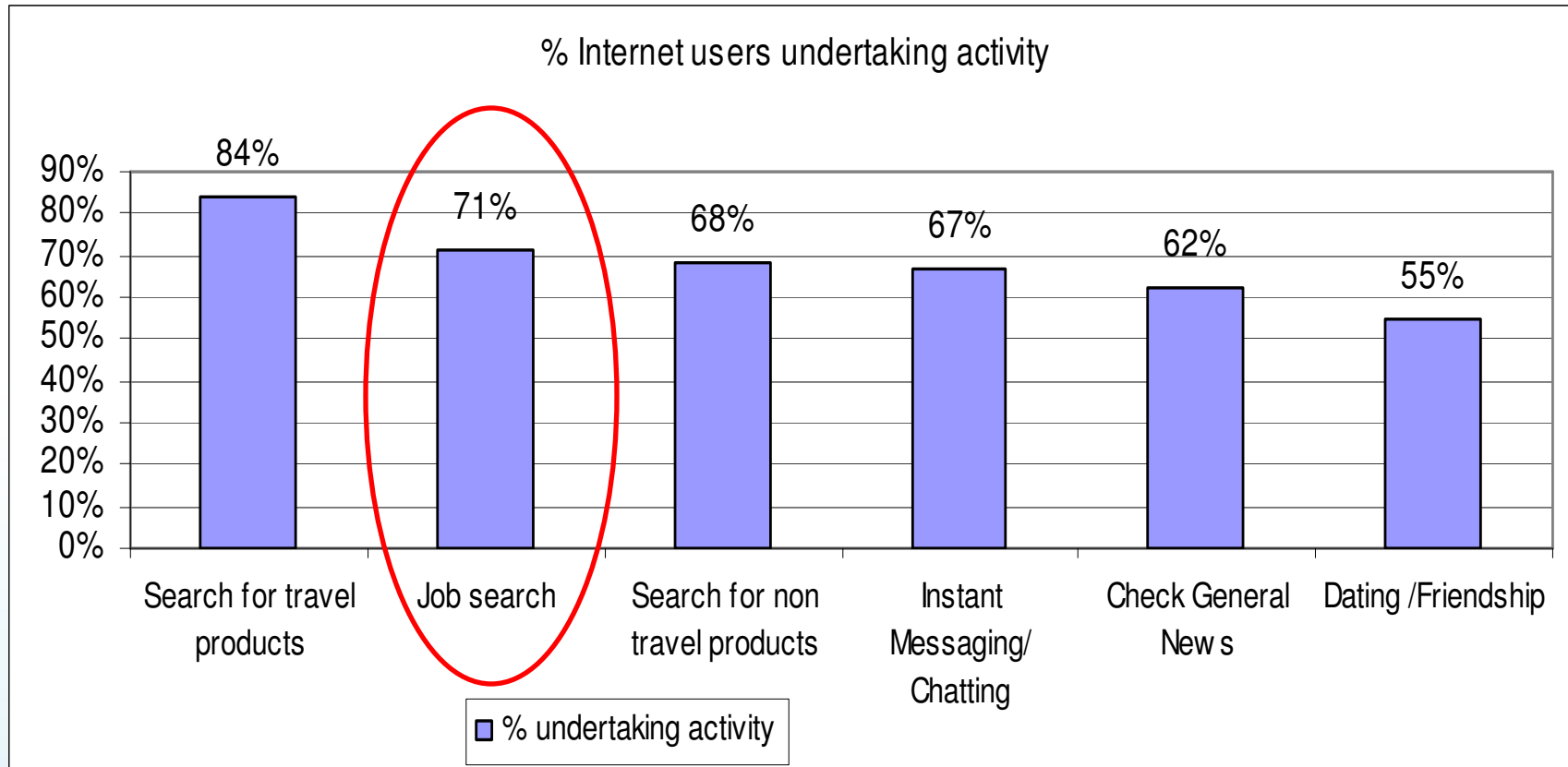
Print
Recruitment consultants
Online
Other



Others

***Naukri is the hub
Market recovering***

Job search is popular



Source : Juxtconsult's India Online 2009 Report, Sample size ~ 28,000 households

Job Search the second most popular activity of Internet Users

Two major revenue streams

- Major
 - Job listing and Employer Branding / Visibility
 - Resume Database Access
- Others
 - Job Seeker services
 - Google Ad Sense
 - Advertising other than for jobs
 - Mobile revenues
 - Resume short listing and screening



Banner Ad

Search all Jobs Register your Resume Free | Job Seekers Login | Recruiters Login | Take a Tour

Keywords: Criteria: All Words Experience: Exp. Locations: Functional Area: Select Search

Use Designation, Company Name, Skills, etc Separate multiple locations by comma

Browse Jobs: Call Centre, Operations; Engineering Design, R&D; HR, Admin; IT- Software; Manufacturing; Marketing, Advertising; Sales, BD; Site Enqg., Project Mgmt. Show All Categories

Panels

Top Employers

- symantec.
- HMI/ SCADA SW development
- Click to Apply
- Microsoft
- DELL™
- At Kochi
- Deloitte.
- amdocs
- eMatrix Professionals
- Suzlon Energy Ltd.
- PTC™
- Build with confidence
- ibs IBS Software Services
- Willis Trinity
- McKinsey&Company
- CGI
- ATKINS

Best Places to Work

INFO.TECH. ChipDsg/Semicond. Atrenta AMD ARM Applied Materials Broadcom Cadence FreescaleSemiconductor GenesisMicrochip LTI Logic Maxim Mentor Graphics NewLogic nVidia New Rambus SanDisk STMicroelectronics Teranetics	ITES/BPO/.COM Allied Worldwide New BA Continuum e4e New Game Theorem Ltd. New HCL Comnet Ltd. Internet Global iEnergizer Mckhsey&Co Scope International Spersh Domestic Sutherland EMC Esquire Infolabs FGS INDIA Fidelity FGS New GM India	GE Energy GE Industrial Goldman Sachs Hewlett Packard HCL Technologies Honeywell iGATE Infogain InterSolutions ITTI IBM ITC Infotech Keane India New Mascon Global Ltd. Perot Systems Qatalys Ramco Systems Roamware Robert Bosch RSystems Intl. Scandent Solutions Score Info Tech Scicom Technologies Second Foundation Sierra Atlantic SNS Technologies Syncata Syntel Textron Tech Mahindra ThoughtWorks New VIRTUSA Mc Wafy Bharat OK Play Pall Corporation Quotient New Rockwell Automation Sany New	SK E&C SOFCON Tecnimont ICB TVME UOP Weston Solutions	Healthcare/Pharma Actavis Pharma Alembic Limited AllerganIndiaPvt.Ltd Amrita Hospital Cadila Pharma Cipla Claris Emcure Ferring Fortis Healthcare Glenmark Pharma ICON Clinical Jubilant Organosys KRISHNA Heart New Laurus Labs MEDIKIT Micro Labs Nicholas Piramal Novartis New Panacea Biotec Promed New RanbaxyLabsLtd Strides Arcolab Torrent Pharma FUKAVANKAKA RMZ corp Shapoorji Pallonji Soma Enterprise Vatika Group YellowStone Infra.
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POST YOUR RESUME

- 2 Lakh Jobs
- 20 Thousand Recruiters
- Over a million Placements

Register Free

Registered Job Seekers: Login | Update Resume

Job Seeker Services

Asset base of US \$6 billion

Resume Services

- Resume Display: Let 50,000 recruiters see your resume.
- Resume Development: Get a resume that gets you interview calls.
- Resume Flash: Maximize your resume's visibility.
- Job Mail

Mobile Revenues

Recruiters

naukri INSTA hire
From hiring online to Hiring on mobile

Receive the most relevant resumes

Search resumes for FREE

Select Functional Area:

Location:

Exp: to yrs Go

hot vacancies

Quality jobs from Quality Companies

FirstTek
Riding Technologies

Job Gallery

INFO.TECH. ChipDsg/Semicond. Indian Satellite	Indman Innovative Placement Kelly Services	MM Forgings Skoda Sona Koyo
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Banner Ad

Job Search | Job Applications | Post/Update CV | Job Messenger | Career Tools | Employers

Quick Job Search | Role Job Search | Advanced Job Search | Browse Jobs By Category

Keywords: corporate sales | Criteria: All Words | Experience: 5 | Locations: Delhi | Functional Area: Select | Search

Use Designation, Company Name, Skills, etc | Separate multiple locations by comma

Job Listings

- Refine Your Search
- Jobs by Role/Designation
 - Retail Sales
Sales / BD Mgr (58)
Sales Exec. / Officer (11)
 - Corporate Sales
Sales / BD Mgr (57)
Client Servicing / Key Account Mgr (20)
Sales Exec. / Officer (17)
 - Institutional Sales
Sales / BD Mgr (18)
 - Mktg
Mktg Mgr (14)
 - Life (Insurance / Financial Services)
Sales / BD-Mgr (11)

Results Displayed 1-50 of 336

Save Search | Modify Search | Sort by: Date | Relevance

Apply Now → Registered Users | New Users | Save & Apply Later

- Sales Manager-Corporate Sales (5-10 yrs.)
HCL Infosystems Ltd.
Delhi/NCR
Entire gamut of account management - account assessment, segmentation, profiling, mapping, business development, planning and recievabl ...
View similar jobs | View all jobs by this Advertiser | 01 Mar
- Manager/Executive (Corporate Sales & Marketing) - Art (1-5 yrs.)
Sears International Pvt. Ltd./Art Elements
Delhi
Sales of Luxury Goods/ Painting to Bluechip Cos., Hotels, Institutions, Architects, Builders. Independently manage sales to Corporates. ...
View similar jobs | View all jobs by this Advertiser | 01 Mar

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Featured Company

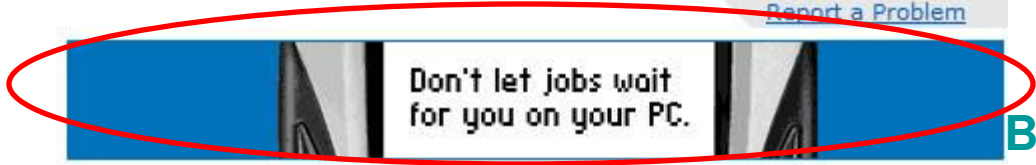
- Sponsored Links
- Corporate Sales
Free Whitepapers on Partner Development Best Practices.
AmazonConsulting.com-/ManagePartners
 - Sales Coaching
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Face-to-face/phone.
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Immediate access

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www.circuitcity.com
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Username

Password

[Forgot Username / Password](#)

Submit

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RESDEX

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- » Innovative recruitment solutions now on mobile.
- » Hire the right, relevant candidates instantly through SMS.

Post Jobs

- » Over 2 Lakh Jobs attracting the maximum traffic.
- » Tie ups with leading publications for increased response.

eApps PRO Manage Resumes

- » Manage thousands of resumes and filter out junk in minutes.
- » Increase recruiter productivity by 400%.

Recruiter Blogs *new*

- » Speak directly to candidates about your organization and processes.

Strategy – strengthen virtuous circle

Naukri.com benefiting from a virtuous cycle



Imperatives

- Hire and retain quality talent
- Product and technology innovation
- Superior sales and service execution
- Build the brand

Competition

- Online
 - Monsterindia
 - Timesjobs – from Times of India, India's leading newspaper group
 - Others – Jobstreet, Clickjobs, Ndtvjobs, Shine
- Print
 - Times of India, Hindustan Times, Hindu, others
- Recruitment consultants and search firms
 - Highly fragmented
 - Many are our clients

Coming out of the slowdown

- Benefit from
 - Improving traffic share
 - Consistently above 60% as per Comscore for 8 consecutive months
 - Improved sales force efficiency
 - Improved telesales efficiency
 - Product innovations
- Increase ad spend
 - New TV commercial launched in Q4
- Head count right sized
- Cost control continues

Quadrangle



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Executive Search



Management Search



IT Search



International Search



KPO/BPO



 **Quest** for strong partnerships



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The Quadrangle Brand

Quadrangle's logo is synonymous to the philosophy of our

TESTIMONIALS



We are delighted that team Quadrangle has been accomplishing our Mission Critical Requirements at global scale & locations, fully up to our expectations. I wish them Higher Grounds

Michael Joseph
Head - Resourcing
Olam International Ltd.

Offline head hunting business. Success based revenue model.

Naukrigulf



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Keyword Criteria Location Select Functional Area Exp. Sort by

Browse Jobs By Category	Browse Jobs by Location	Job Seekers
<ul style="list-style-type: none"> • Top Management • Accounts/Tax/CS/Audit • Banking/Financial Services • Chemicals/Petrochemicals • Construction/Civil Engg • Hotels/Restaurants • HR/Industrial Relations • IT - Hardware • IT - Software 	<ul style="list-style-type: none"> • Medical/Healthcare • Petroleum/Oil & Gas • Production/Manufacturing • Purchase/Logistics • Retailing • Sales • Secretary/Front Office • Site Engg/Projects 	<p>Register Your CV free!</p> <ul style="list-style-type: none"> • Give your CV greater visibility • Get hired by Top Employers • Apply to over 10,000 Jobs • Maintain Confidentiality <p>Already Registered? Login</p>
<ul style="list-style-type: none"> • UAE • Dubai • Saudi Arabia • Qatar • Kuwait • Oman • Bahrain • India 	<p>more ></p>	<p>more ></p>

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 Get a professional CV written by experts that gets you interview calls
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- Resume Flash**
 Send your CV to top 100 consultants in gulf in just 4 working days.
[more >](#)

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- **Discover** new career opportunities
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Enter Keyword

e.g. Java, Wipro, Sales Intern

Enter Cities

Comma separated, e.g. Delhi, Bangalore

Search



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(Fresher/
experienced)**

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Ajuba
Convergys
Cybernet Slash support

Everest
Futuronix
HDFC Securities
IBM India Pvt. Limited

Mercer
Mphasis
Perot Systems
Provogue (India) Ltd

Sutherland
SMC Investment
United Health Group
WNS Global Services

Jobseeker Login

You can also sign in with Naukri Id

Your email address

Your password

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Career Tools & Advice

Entry Level Job Profiles: Detailed description of various entry level jobs like sales, finance, HR...

Interview Tips: Advice on preparing for interviews...

Resume Tips: On how to make a winning entry level resume...

Assessment Test: Give assessment test online for your First Job...

Higher Education: Get free detailed information and counselling for your career.

A site for fresher hiring

Real estate

99acres, Allcheckdeals

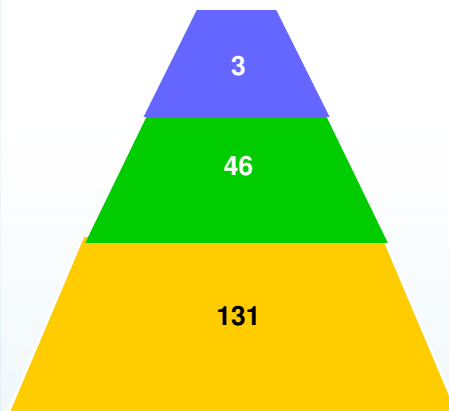
Secular growth market – currently emerging from a crash

Market characteristics

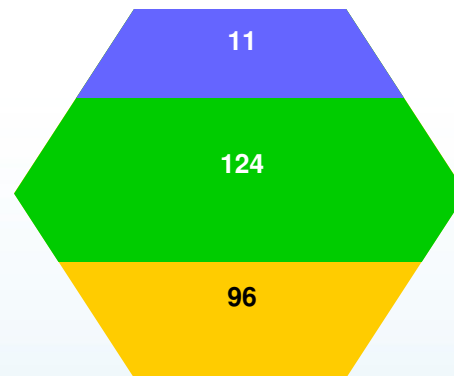
Reasons for growth

181 mm Hhlds

231 mm Hhlds



2003



2013

Strivers; <US\$975pa Aspirers; US\$975–4,675 pa Rich; >US\$4,675pa

- Home ownership valued in India
- Increasing incomes
- Growing middle class
- Nuclear families
- Urbanization
- Easier home finance
- Supply creation with aggressive marketing

Revenue streams

- Most revenue from developers, builders and brokers
- Site has traction for residential, primary & secondary, sale and purchase
 - To develop for commercial and rental markets
- Revenue from
 - Property listings
 - Builders/Brokers Branding & Visibility – Microsites, home page links, banners
 - Others – buyer database access
 - International listings

Banner Ads



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Residential Commercial

Property Quick Search

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Type: All Residential Budget: INR

City: Select Bedroom: Select

Show Properties from
 All Owner Broker New Projects [Search](#)

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Hyderabad	Bangalore	Chennai
Aliens Space Station - Aliens Group - Gachibowli	Aakruti Amity - Electronic City	Annai Builders - Madipakkam
AparnaCyberCounty - Resale Villas - Gopannapalli	Arun Shelters - Hebbal	Citilights Blessings - Kelambakkam New
Ashoka A'la - Maison - Kompally	August Edifice - Whitefield	Devi Builders - Ambattur
Bhavayas Prasad - Flats/Houses/Plots - Hitech City	Canopy Calyx - Hebbal	GT Cholayil Residency - Koyambedu
Caven Fields - MRR Avenues - Bangalore	Canopy Grace - Hennur Road	Guru Homes - Velachery
	Canterbury Castles - Nandi Hills	Harmony - OMR - IT Corridor
	Chartered Samskruti - Bannerghatta Road	Jain Housing - Velachery
	Citilights - Rustique -	Mettupakkam Foundation -

Sell/Rent Out

Advertise your Property

> Sell > Rent-Out > PG

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Buy Rent

Email

Phone

Buyer Database



Banner Ads

Property Listings

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Quick Search Mode City Type Budget Bedroom
Buy Delhi / NCR (All) All Residential INR Select Go

- Refine Search Results
- Browse By Locality
- Rohini (866)
 - Indrapuram (480)
 - Dwarka (306)
 - Vasundhara (228)
 - Sector 80 - 89 (216)
 - Vaishali (204)
 - Sohna Road (195)
 - Sushant Lok (150)
 - Sector-50 (144)
 - Gurgaon (132)
 - More... (5464)

Save this Search as Property Alert & get contacted by our clients

Search Criteria is: Buy; Delhi / NCR (All); All Residential
Displaying 1 - 50 of 9025 results

Sort by: Price | Date

Location	Property Specs	Price	Contact Details
Residential Apartment D4 Sector-82, Noida	Bedroom: 2 Area:590 Sq. feet (54.87 Sq. Meter)	Rs. 16,00,000	ANIL Company: Laxmi Properties Property Code: F426398 Date: 03/ 03/ 2007 View properties from this company Mobile: 9213108644 Send Email

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Sheraton Skyline

Banner Ads

Featured Gallery

Featured Gallery

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- AMRAPALI GROUP PROJECTS IN NORTH INDIA
- MAHIMA GROUP
- MANTRI DEVELOPERS FOUNDATION OF TRUST

Sponsored Properties

Sponsored Properties

Residential Apartment Golf Course, Greater Noida Bedroom: 3 Area:3350 Sq. feet Price: Rs. 2,25,00,000 Company: Rishabh Technobuild Pvt Ltd Mobile: 9873036783, 9873036780	Residential Apartment Omicrom Part-3, Greater Noida Bedroom: 3 Area:1737 Sq. feet Price: Rs. 45,00,000 Company: Rishabh Technobuild Pvt Ltd Mobile: 9873036783, 9873036780
Residential Apartment Rohini, Delhi North Bedroom: 9 Area:1500 Sq. feet Price: Available on request Company: Raju Mehta's , Shree Hari Properties Mobile: 9312108209, 9212337670	Residential Apartment Sector-44, Noida Bedroom: 3 Area:3165 Sq. feet Price: Rs. 1,77,00,000 Company: Rishabh Technobuild Pvt Ltd Mobile: 9873036783, 9873036780

Sponsored Links

[Luxury Apartments Noida](#)
Real Estate on 450 Acres of Greg Norman Signature Golf Course.
JaypeeGreens.com

Google AdSense

Competition

- Online
 - Magicbricks, Indiaproperty, Makaan
- Print
 - Times of India, Hindustan Times, Hindu, others
- Other mass media – TV, Radio, Outdoor
- Real estate brokers
 - Large population, highly fragmented, no license requirements, unregulated
 - Many are our clients

Emerging from the slowdown

- Growth impacted in H1 due to market conditions
- In Q3 real estate market witnessed more traction especially in economy housing segment
 - New projects launched in North and West India
 - Buyers beginning to show interest
 - 99acres.com witnessing sequential growth (Q3 revenue up 8.6% over Q2)
- Reaching out to builders/ developers/ brokers
 - They are working harder to get customers
 - Internet a cost effective media
 - More evangelizing needed
- Site revamp – good response so far
- Product innovation
 - Improved display of results
 - SEO
- Investment to continue
 - Emerge stronger as market rebounds
 - Increase in traffic share being witnessed (as per Comscore)
 - Competition is severely impacted

Allcheckdeals



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Residential

Commercial

Corporate Leasing

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Search all Properties on map (New / Resale)

City* Bedrooms

Budget* New Projects Only

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Broking services. Success based revenue model. Over 440 transactions closed in Q3 FY 10

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Secular growth market with many segments

- Over 300 mm people estimated to be in 10 to 30 years age bracket over next 10 years
 - A steady growth market
- Urbanization and increased economic activity
 - increased mobility of work force
 - nuclear families
 - breakdown of traditional networks
- Arranged marriages are mostly within castes and communities
- Important to segment the market and focus
 - A discovery led process
- Improve reach through **Jeevansathi Match Points**
 - 14 outlets in 6 cities
- Continued to grow during the slowdown (18.6% growth in revenue in 9 months ended December 31, 2009 over 9 months ended December 31, 2009)

Revenue 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 (14 centres operational)

- Walk in sales for matching services

Key metrics

Website

- Daily profile acquisition rate
- Cost per profile acquired
- Percentage conversion from free to paid
- Average bill per paying customer
- Important to nudge key metrics in the right direction through smart brand building and superior product experience

Offline centres (Jeevansathi Matchpoint)

- Footfall
- Monetisation

Competition

- Online players
 - Shaadi, Bharatmatrimony, Simplymarry
 - Offline centres
- Print classifieds
 - Times of India, Hindustan Times, others
- Marriage Bureaus and matchmakers
 - Community focused, fragmented, unorganized, geographically constrained

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0 out of 1000 characters

Ask

Featured Answers in **Management and Business**

Educational classifieds

- www.shiksha.com launched May, 2008
- Over 110,000 listings aggregated
- Product feedback encouraging
- Market receptive
 - Offices in 11 cities
- Large market dominated by print
 - Weekly supplement in English dailies
 - Three categories of advertisers
 - Indian education players (universities and institutes)
 - Test prep and coaching institutes, and
 - Overseas universities/ colleges targeting Indian students
- Spend on TV, radio and outdoor increasing
- Advertising spend bigger than real estate
 - likely to be less affected in current slowdown

Coping with the slowdown

- A startup business
 - Investment continues in
 - Sales force
 - Product
 - Key deliverables
 - Traffic share
 - Customer acquisition
 - Consumer experience

Investee Companies

Applect

- Launched www.meritnation.com
 - Commenced paid services for online educational assessment
 - Provides free solutions mainly for mathematics and science for standard 6 to 12 of popular curriculum's viz. CBSE and ICSE
 - Some State Board's curriculum added
- Large addressable market
- Team experienced in development of education content, assessment modules and delivery
- Propose to invest INR 65 mn, in tranches, for a 40% stake
 - Invested ~ INR 49 mn as on December 31, 2009



A [naukri.com](#) Group Venture

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- Currently selling insurance online through www.policybazaar.com
 - Loan products added (home, personal, car, education)
- Experienced team
- Large market with annuity income
- Propose to invest INR 200 mm, in tranches, for a 49% stake
 - Invested INR 90 mm as on December 31, 2009

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Studyplaces

- Online education information site
- Large addressable market
 - Education a path for upward mobility
- Experienced promoter
- Invested INR ~ 40 mn for a minority stake



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MBA admission for 2009

I am a BBA graduate and want to do MBA from a decent mB-School. Although I did not do so well in CAT, I am not keen on dropping off a year and prepare again. Anyone please tell me if there are good B-Schools still offering admissions for 2009. Please get back soon.

[Read more »](#)

Posted by Vriti Singh on 27 July 2009 at 1:17 PM.

search UK colleges

Hi, I am a BA student and wish to go to UK for my graduate studies. I have given my TOEFL. I need to know when is the right time to start applying for UK colleges for the 2010 session. Also can you guide me about colleges in which I can apply?

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Posted by rakesh Jain on 27 July 2009 at 1:52 PM.

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Hitesh Oberoi (37)

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

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*Whole Time Director and Chief
Financial Officer*
CA, PGDBM XLRI
Previously with Bank of America & HSBC

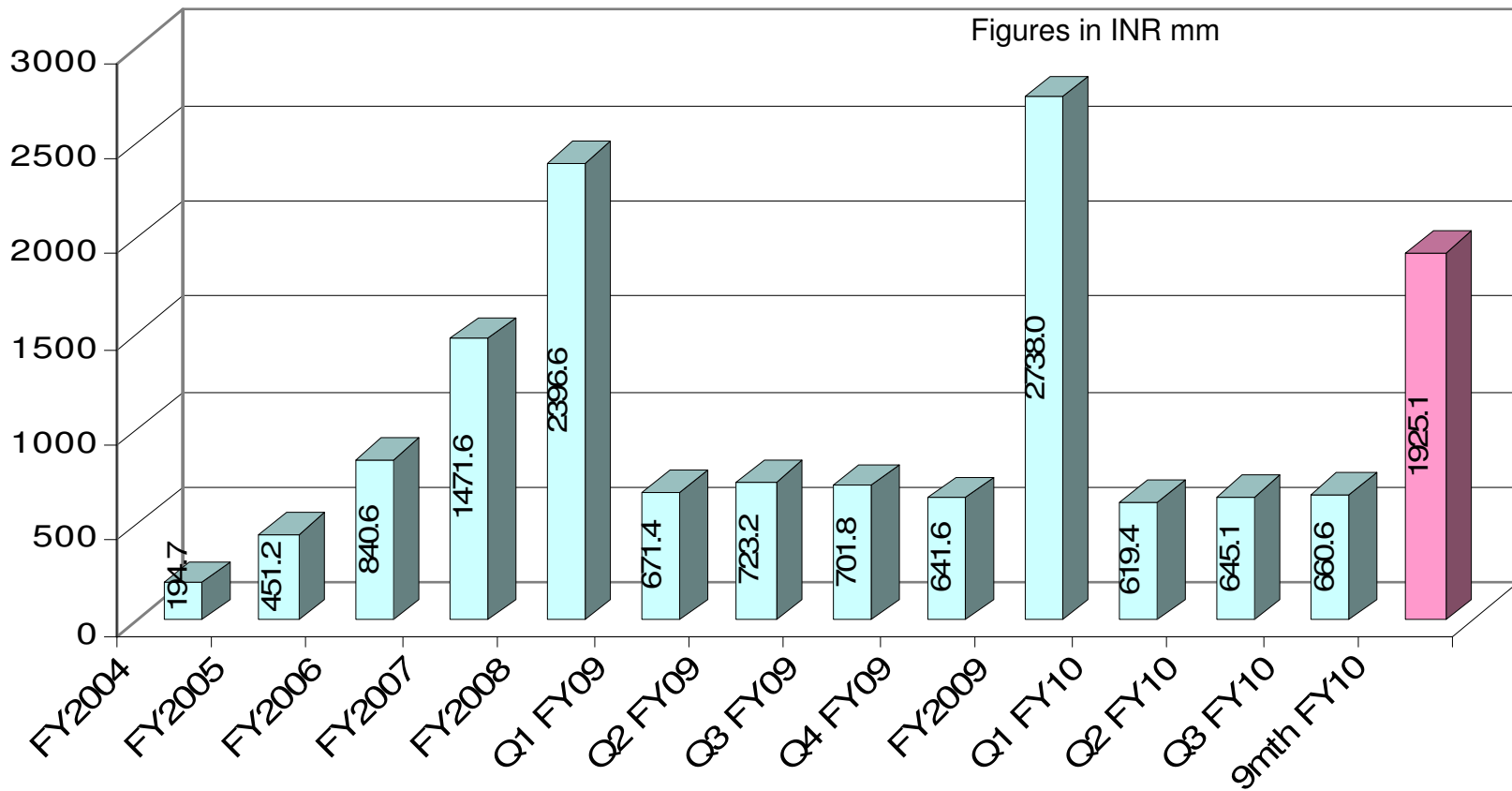
Corporate Governance

- Separation of Chairman and CEO role
- Five Independent Directors out of a total of ten
- Disclosure of balance sheet and cash flow statements every quarter even though not mandatory
- Internal audit performed by an external firm
- Audit Committee comprises Independent Directors only

Financials

Financial performance

Revenues

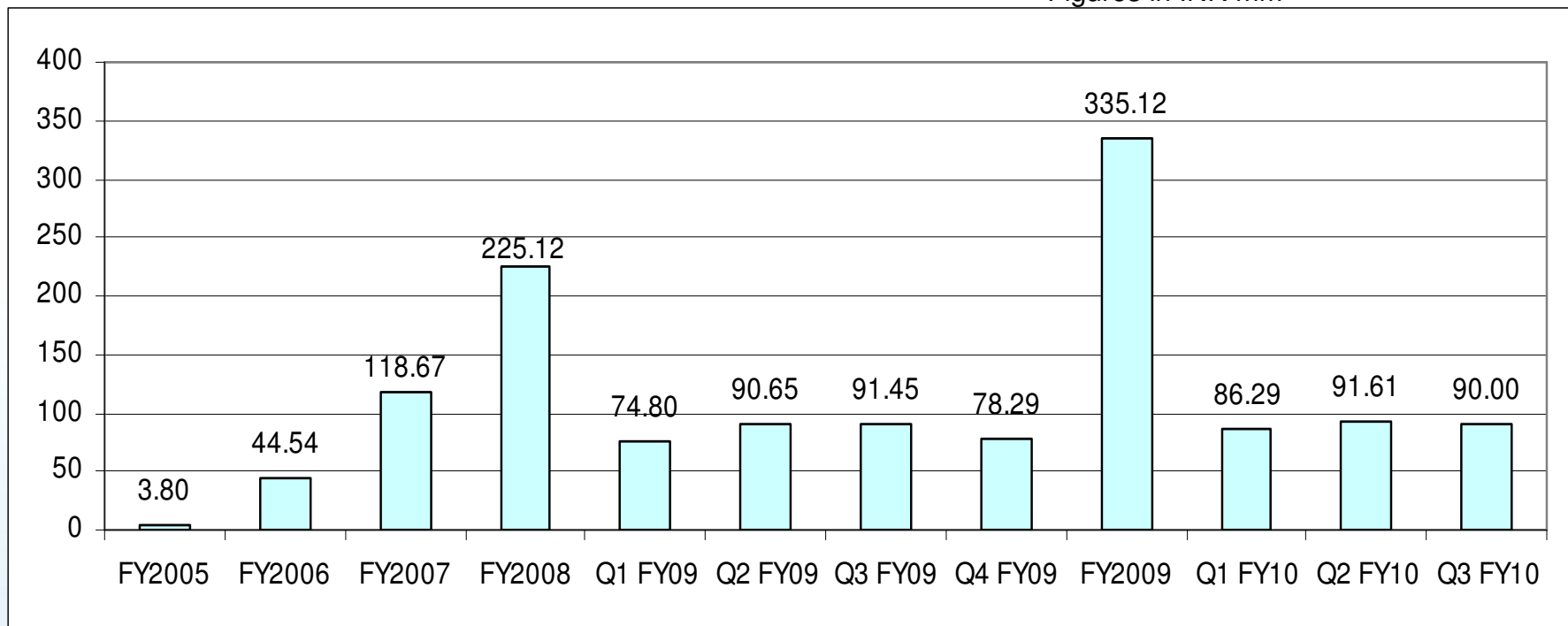


Q3 FY 10 over Q3 FY 09 : 6% decline in revenue and flat on net sales

Financial performance – Other verticals (mainly Jeevansathi and 99acres)

Revenues

Figures in INR mm



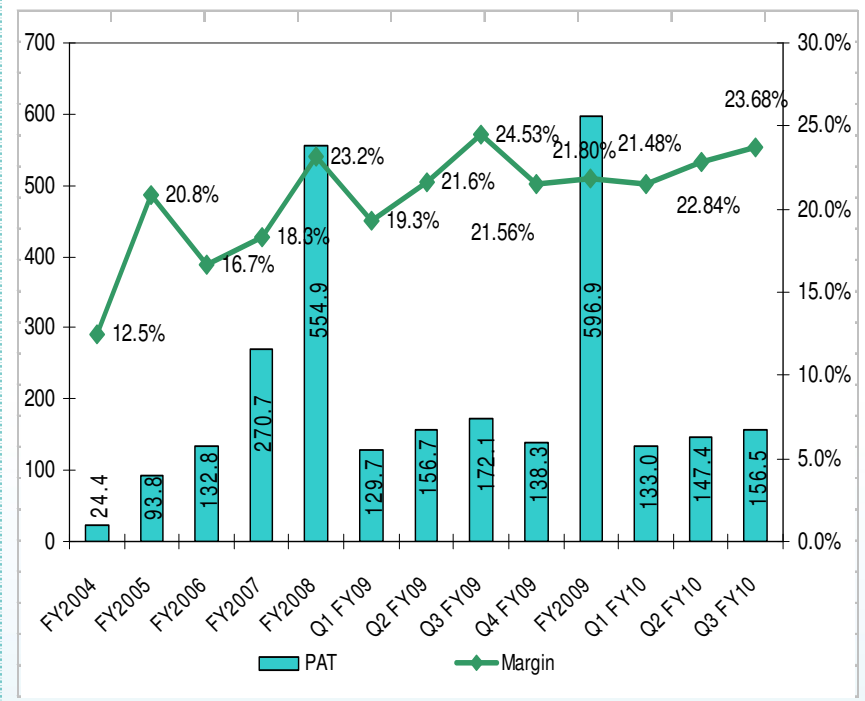
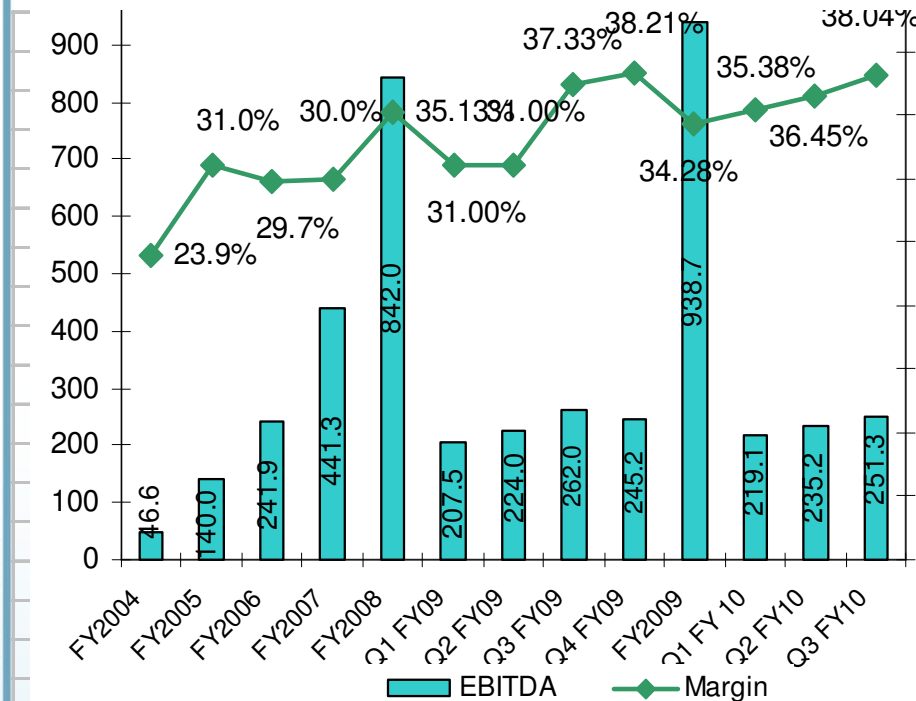
FY 10 numbers do not include revenue of allcheckdeals.com, which is now a subsidiary of the company

Financial performance

Figures in INR mm

EBITDA

Net Profit

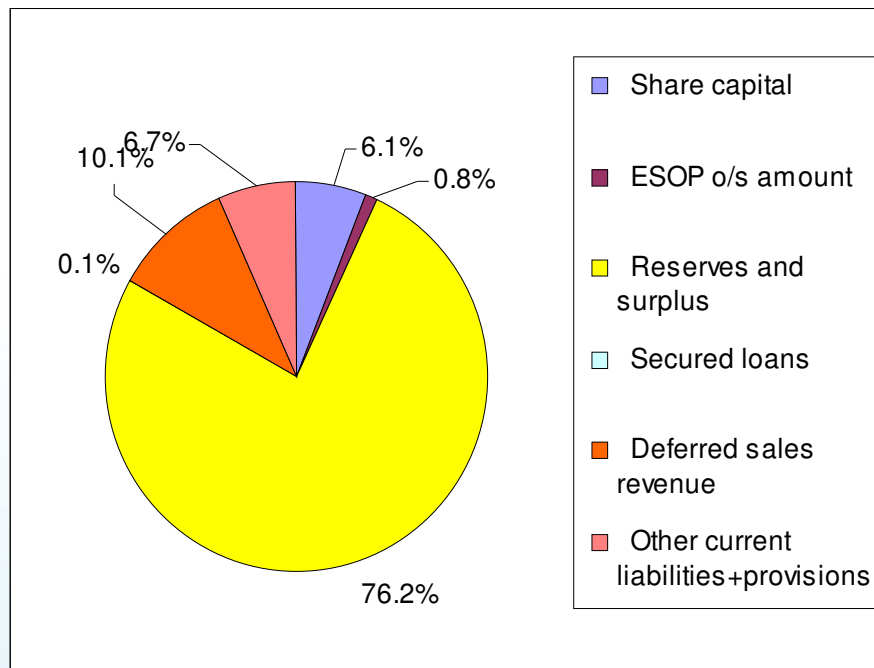


	Q3 FY10	Q3 FY09	Change YoY
Operating EBITDA	179.4	149.4	20.1%
Operating EBITDA margin	30.5%	25.4%	5.1%
Operating PAT	107.5	85.7	25.4%
Operating PAT margin	18.3%	14.5%	3.7%
EBITDA Loss in other verticals	(38.1)	(49.4)	-22.9%

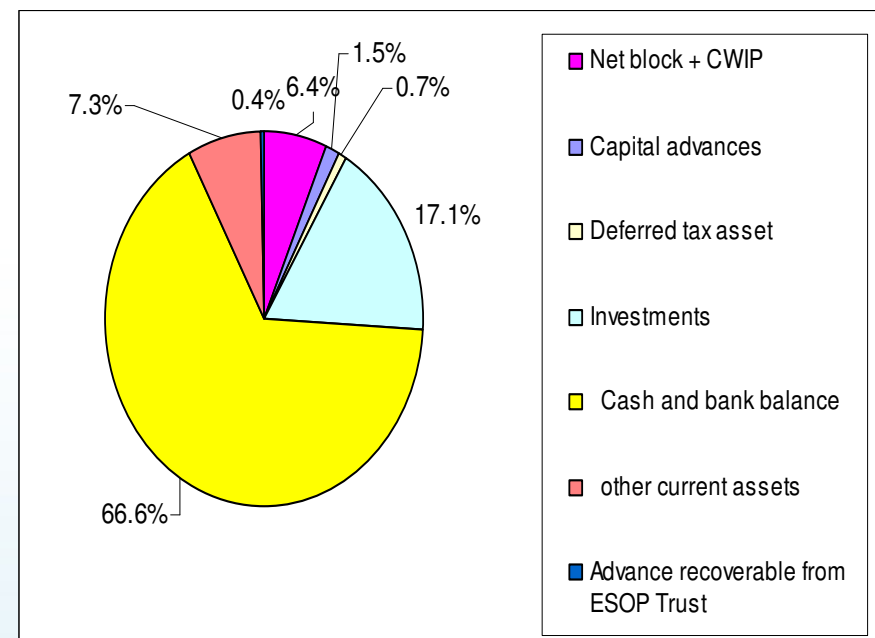
Balance sheet

(as on 31.12.09)

Liabilities



Assets

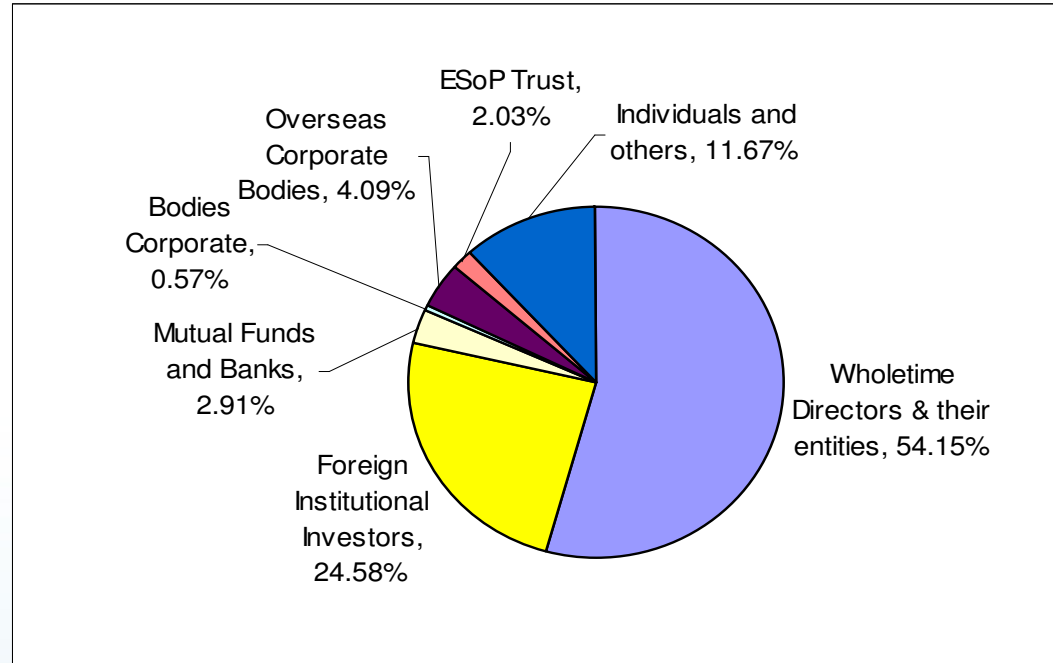


Balance sheet size as of 31.12.2009 ~ INR 4,467 mm

Fixed deposits in banks and debt mutual funds ~ INR 3,495 mm (excluding accrued interest on fixed deposits in banks of Rs 158.6 mm)

Shareholding pattern

(as on 31.12.09)



Equinox	5.68%
Fidelity Funds	5.52%
KPCB and Sherpalo	4.09%
T Rowe Price	3.33%
Matthews	2.65%
Acacia Parttners	1.03%

Total issued and paid up shares of Rs 10 each were 27.29 mm as on 31.12.09

Update Q3 FY 10

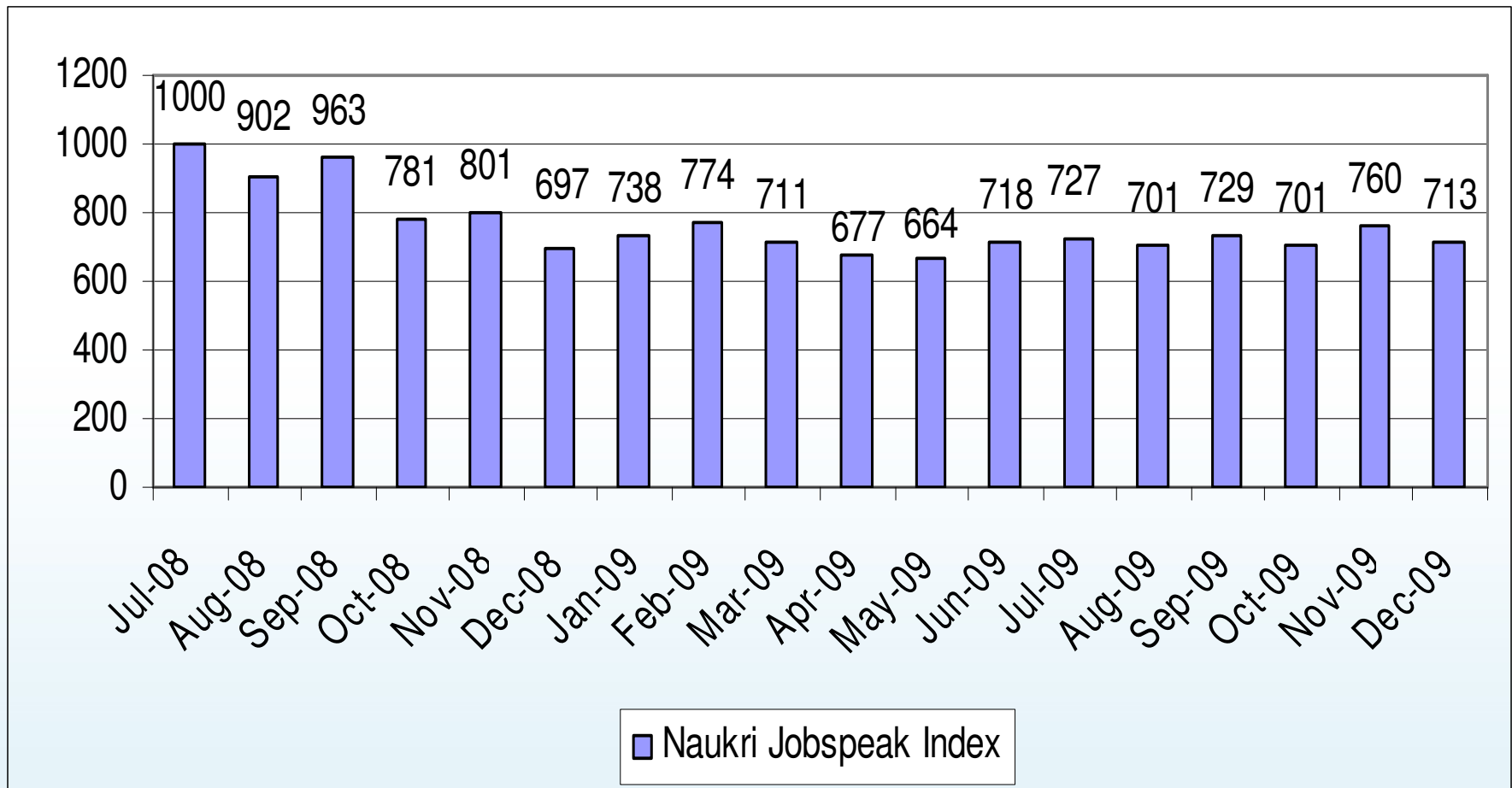
Recruitment solutions

Rs in million

	Q3 FY10	Q3 FY09	Change YoY
Net Sales from Recruitment	500	498	0.4%
% to Company Net Sales	84.9%	84.5%	0.4%
EBITDA	217	199	19%
EBITDA margin Recruitment	43.4%	39.9%	3.6%

- EBITDA margin in Naukri was at 44.05% in Q3 FY 10 vs 45.8% in Q3 FY 09 and 36.9% in Q2 FY 10
- **Jobspeak**, an index of job listings added on Naukri.com, was at 713 in December, 09 vs 729 in September 09. It had reached 760 in November, 09

Naukri Jobspeak Index



Naukri Jobspeak Index is an index of job listings added to the site by recruiters who are clients of www.naukri.com

Naukri

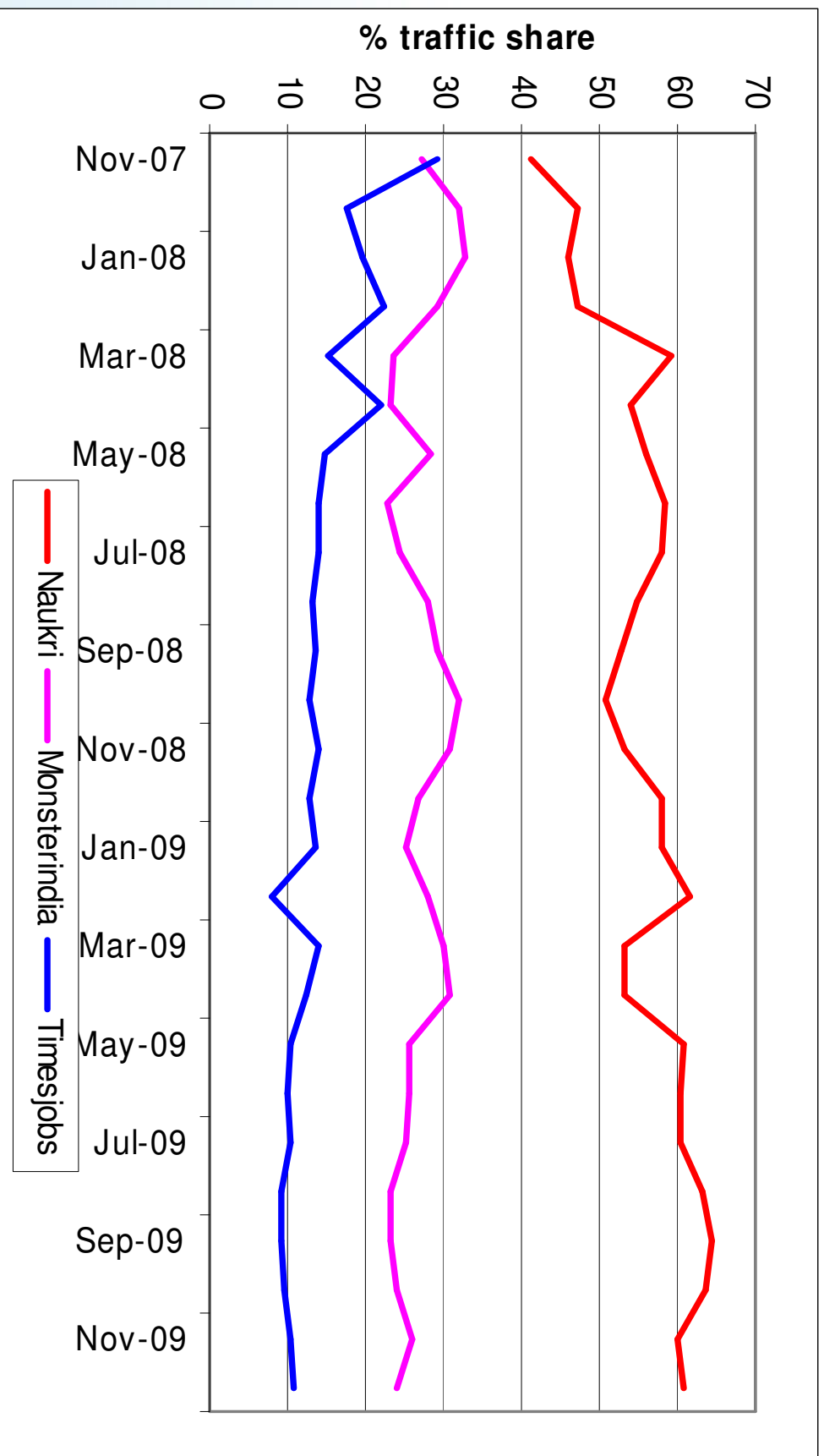
	Q3 FY10	Q3 FY09	Change YoY
No. of resumes in mm	19.7	15.9	24%
No. of resumes added daily in '000	10.5	14.0	-25%
No. of resumes modified daily in '000	59	40	47%
No. of corporate customers in '000	18.4	17.2	7%

- Hiring by companies picking up though slowly
 - Growth indexed to GDP growth rates
 - Recruitment revenue from IT clients stabilising
- Work on algorithms and product bearing results
 - Encouraging response
 - Increased traction
- Competitive pressure continues
 - Competition likely impacted more

Coming out of the slowdown

- We are emerging in a stronger competitive position
 - Continued to invest in
 - technology
 - product innovation
 - Operating metrics up
 - traffic share
 - consistently above 60% for 8 consecutive months as per Comscore data
 - applications made through the site
 - resume database
- Greater efficiencies from the sales system
 - Workforce right sized
- Strong balance sheet lends vital support
 - Potential to maximise advertising benefit
- Competition is severely challenged

Naukri traffic share (%)



Source : Comscore

Naukri traffic share



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Naukri.com

Get Info

About Naukri.com (naukri.com): India's No. 1 job site.

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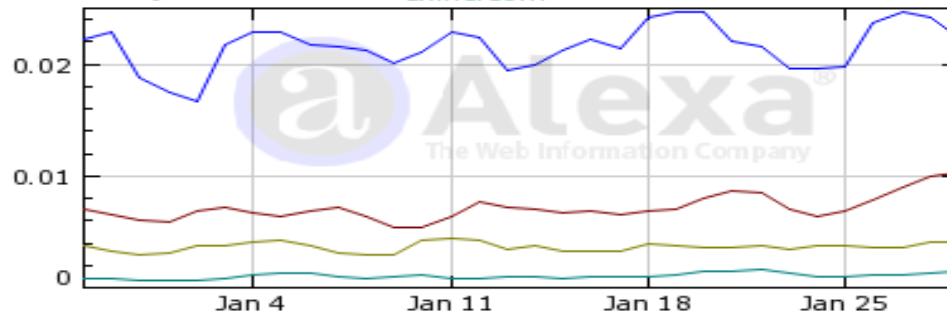
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Clickstream

Traffic Rank Reach **Pageviews** Pageviews/User Bounce % Time on Site Search %

Daily Pageviews (percent)

naukri.com monsterindia.com
timesjobs.com shine.com



Percent of global pageviews on naukri.com:

	Pageviews	Change
Yesterday	0.0229	-0.4% ↓
7 day	0.02221	-2% ↓
1 month	0.02163	+3.4% ↑
3 month	0.02179	+26.7% ↑

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Naukri traffic share

Google trends

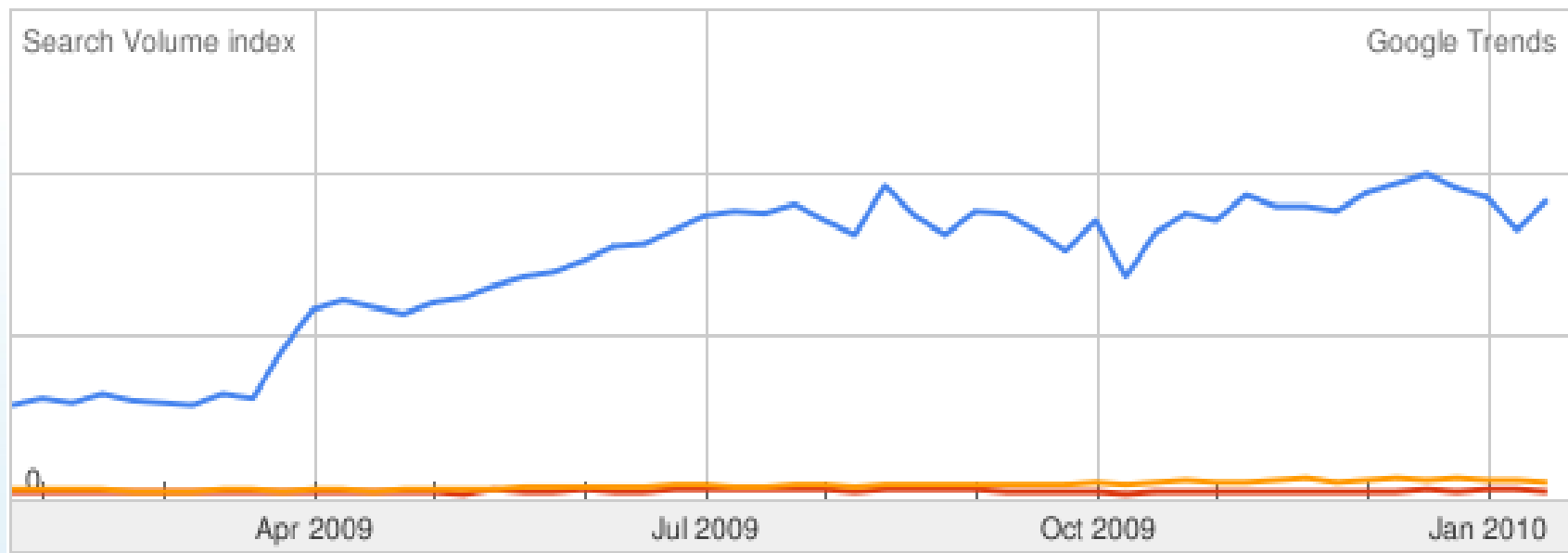
naukri.com, monsterindia.com, timesjobs.com

Search Trends

Tip: Use commas to compare multiple search terms.

Searches Websites

● naukri.com ● monsterindia.com ● timesjobs.com



Source : <http://trends.google.com/>

Naukrigulf

- 1 office each in Riyadh & Bahrain and 2 in Dubai
- Slowdown had set in but we were not impacted too much
 - pricing an advantage for us
 - business may however take a little longer to witness growth

Other verticals (mainly 99acres & Jeevansathi)

Rs in million

	Q3 FY10	Q3 FY09	Change YoY
Net Sales from Other Verticals	89	91	-2.7%
% to Company Net Sales	15.1%	15.5%	-0.4%
EBITDA	(38.1)	(49.4)	-22.9%

- EBITDA loss in Q3 FY10 comprised
 - Jeevansathi INR 1.6 mm
 - 99acres INR 10.9 mm
 - balance INR 25.5 mm from brijj, allcheckdeals and shiksha
- FY 10 numbers do not include revenue of allcheckdeals.com, now a subsidiary of the company

99acres

- Real estate sector possibly one of the worst affected due to credit squeeze
- Revenue impacted in slowdown but now recovering
 - sequential (Q3 over Q2) growth of 8.6%
- Site revamp – UI/ search algorithm
- Market for online classifieds expected to grow
 - Cost effective medium like internet will be preferred
 - Spend on print and outdoor sizeable
 - more and more new lower priced projects being announced by Realty Cos. on North and West India

Jeevansathi

- Continued to grow during the slowdown
 - 18.6% growth in revenue in 9 months ended December 31, 2009 over 9 months ended December 31, 2008
- Investment in growth continues
 - Brand building to continue
 - 14 domestic offline centres (Jeevansathi Match Point) operational
- About 3.5 mm profiles as on 31.12.09 vs 2.7 mm profiles as on 31.12.08
 - Continue focus on Northern and Western Indian market
- Site revamp work completed
- Explore non resident Indian market
- May consider investing more for a larger share
- *Jeevansathi may possibly breakeven for full FY 09-10*

Investor relations

Name	Ambarish Raghuvanshi	Sudhir Bhargava
Designation	Director and CFO	SVP - Corporate Finance
e mail	ambarish@naukri.com	sudhir.bhargava@naukri.com
Telephone	+91 120 308 2007	+91 120 308 2006
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