

# Info Edge (India) Ltd.

India's Online Classified Company

Helping People & Businesses Meet

# Safe harbor

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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, disruptive technology, 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 re-sales of these equity shares.”

All Financial figures mentioned are as on March 31, 2010 or for the quarter or year ended March 31, 2010 unless indicated otherwise.

Q4 FY10 means the period January 1, 2010 to March 31, 2010

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

INR M means Indian Rupees in million.

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“Helping Businesses and People Meet”

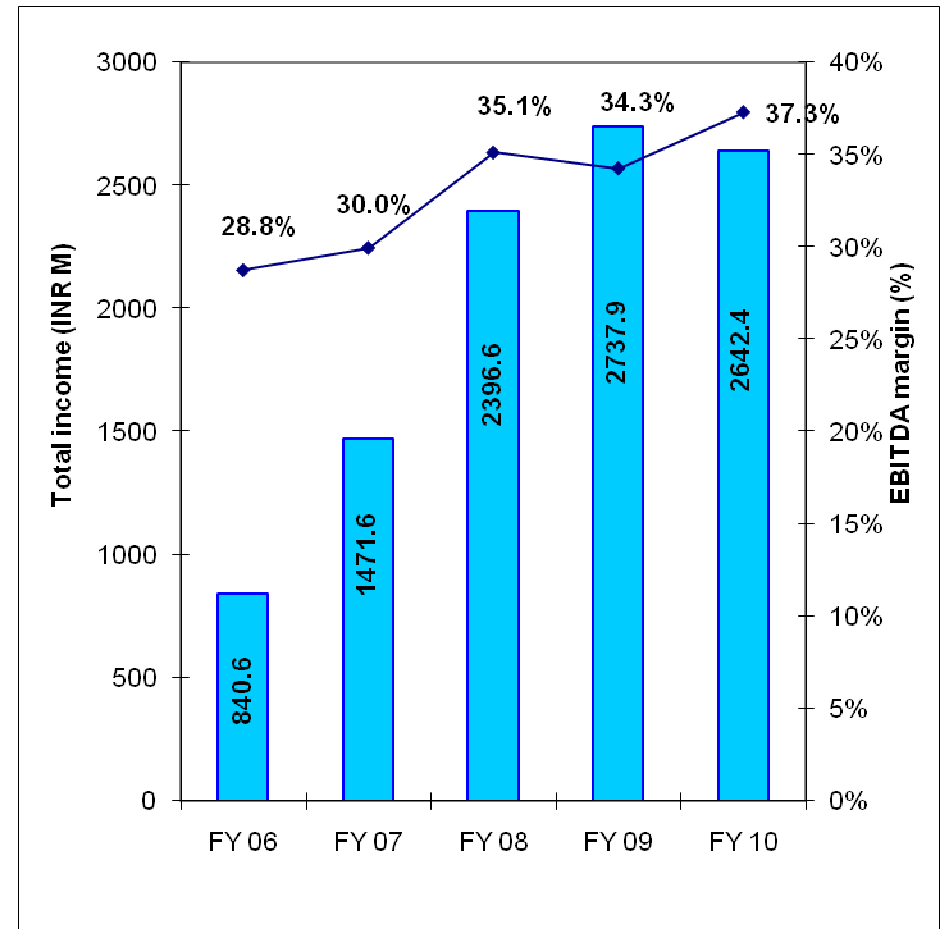
India’s premier on-line  
classifieds company in  
recruitment, matrimony, real estate and  
education

# Strong performance track record

## Highlights

- An Online Classifieds company with
  - Strong Brands
  - Experienced management team
  - Currently coming out of slowdown
- Rapid growth historically
  - Revenue CAGR of 33% over FY06-10
  - INR 2.64 Billion revenue in FY2010
- INR 23 Billion market capitalization
- Strong cash flow generation
  - Cash & Liquid Assets INR 3.75 Billion
  - Negative Working Capital
- Diversified Business Portfolio
  - Share of Revenues from Verticals other than Recruitment grown from 5% in FY06 to 16% in FY10

Info Edge Revenue and EBITDA margin  
(2006 – 2010)



# Our brands

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naukrigulf.com



**Firstnaukri.com**  
A jobsite for campus hiring!

**brijj.com**  
Bringing People

naukri.com<sup>®</sup>  
India's No.1 Job Site

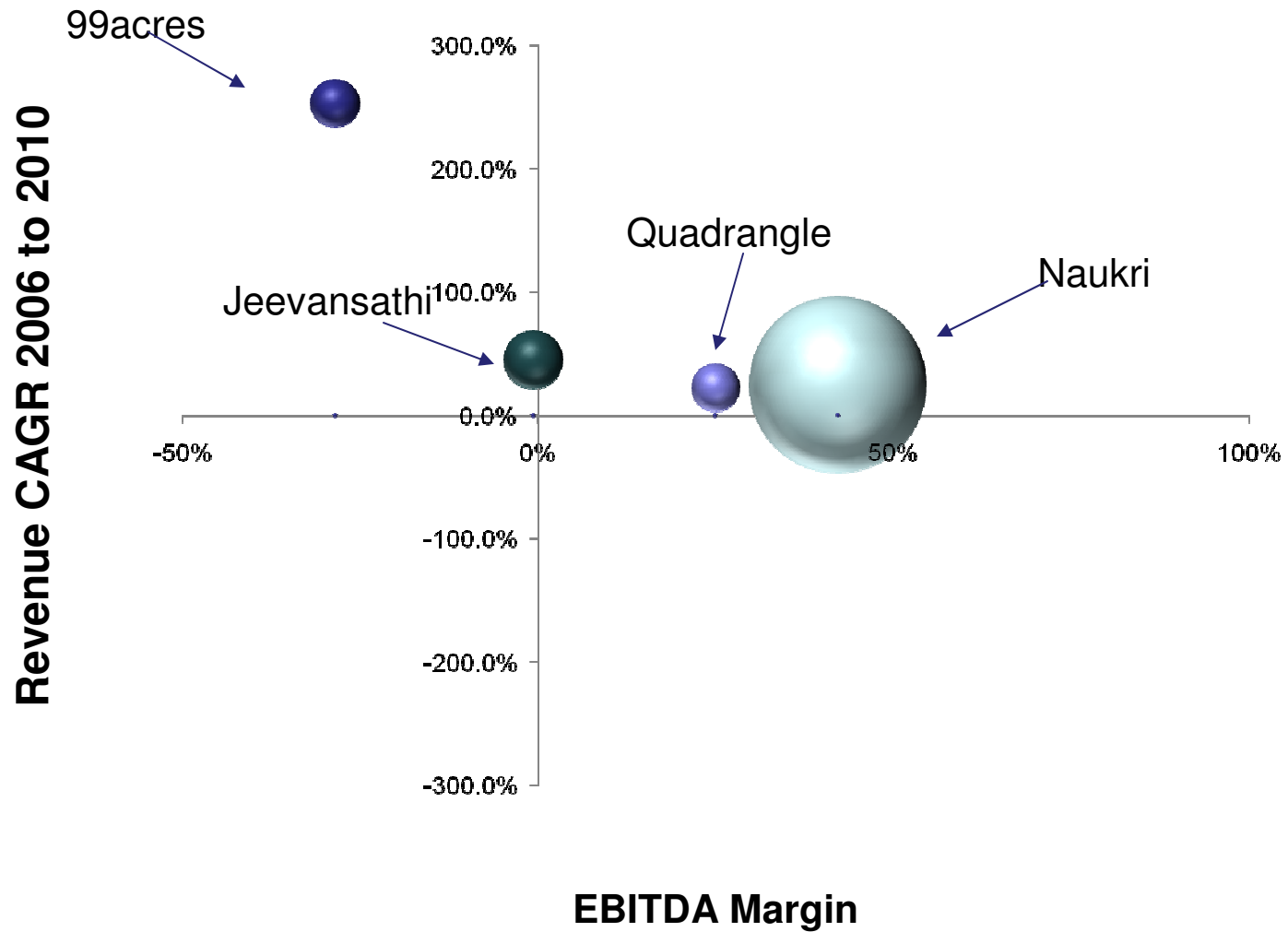
**Jeevasathi.com**  
We Match Better

**shiksha.com**

99acres.com<sup>®</sup>  
Buy, Rent, Sell

allcheckdeals.com<sup>™</sup>  
Property deals made Simple & Transparent

# Our portfolio



Note:- For FY06-FY10 the data for other brands is not relevant.

# Virtuous circle

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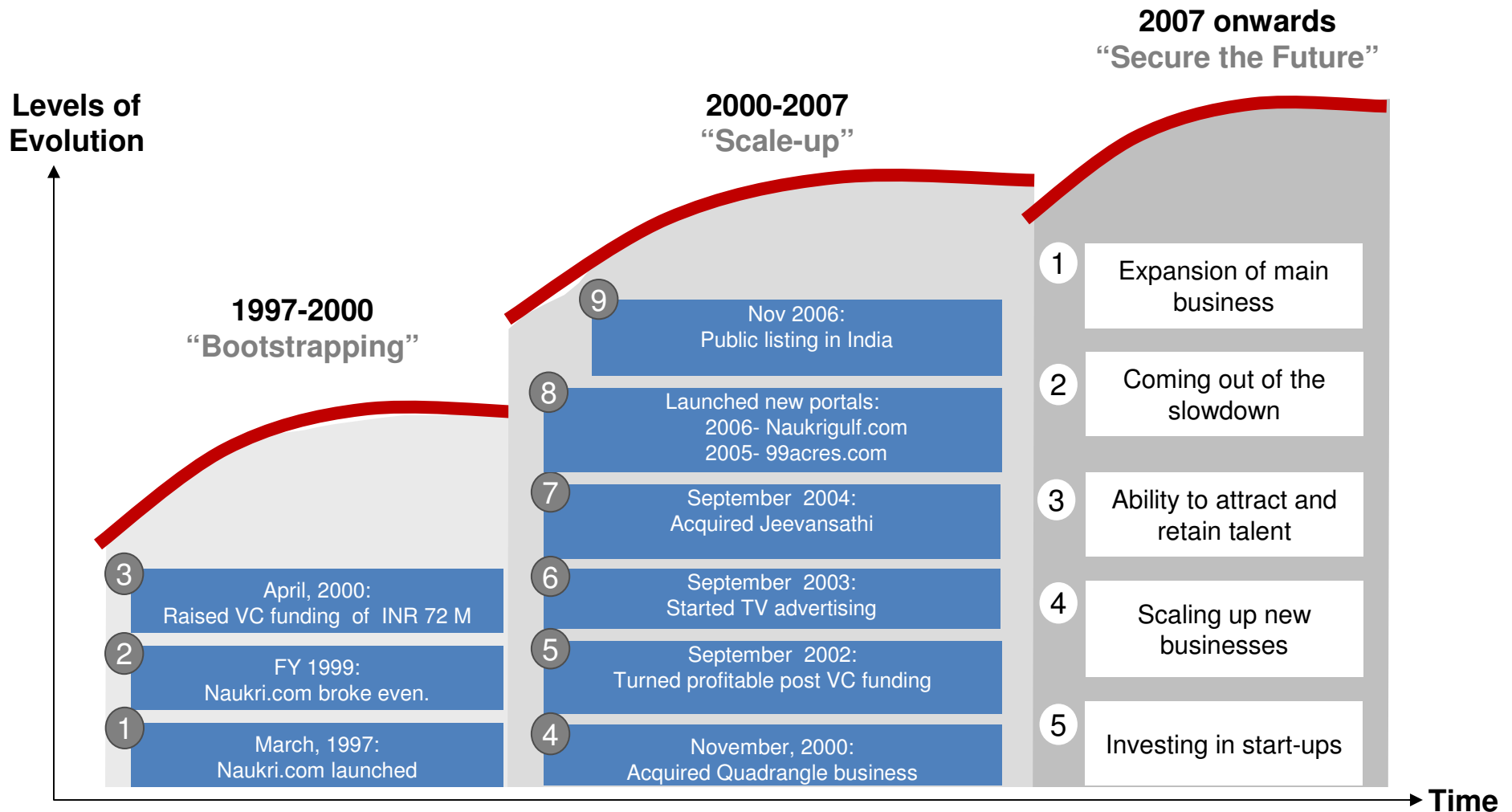
Example : Naukri.com



## Imperatives

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

# Milestones





# Key drivers of success

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## Naukri

- Consolidate traffic share gained over the last 24 months.
- Specific Product innovations to combat the threat of Linked In and Trovix from Monster.
- Reap gains from sales team efficiencies – Restructuring, ERP, Newer sales channels.
- Continue to invest in brand, sales team, customer service, tech product innovation, people.

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## Jeevansathi

- Leverage the IP built over last 3 years through increased investment in brand building
- Scale up business by increasing growth rate from current 20% in the next 3 – 5 years.
- Continued investment in analytics /algorithms.

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## 99acres

- Product innovation and evangelizing the space concept
- Increase traffic share and monetize traffic share gains of last 2 years
- Continue to improve the user experience

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## New brands

- Establish and evangelize the value proposition of Shiksha & FirstNaukri.
- Naukrigulf- Ride after the meltdown in the Middle East.
- Invest in potential big businesses for the future - Meritnation, Allcheckdeals, Policy Bazaar.
- Continue to explore investment opportunities.
- Improve traction and engagement on Brijj.com.

# Leveragable Sales/Customer Interface Infrastructure

## Indo Edge Sales Offices illustrative Map



### Key Observations










- ~ 1200 Sales staff or 75% of the company's workforce
- Nation wide coverage through 49 company branch offices in 32 cities in India
- Only "dot com" player with this kind of sales organization
- Sales force currently under – leveraged....

**Infrastructure to be leveraged for Growth**

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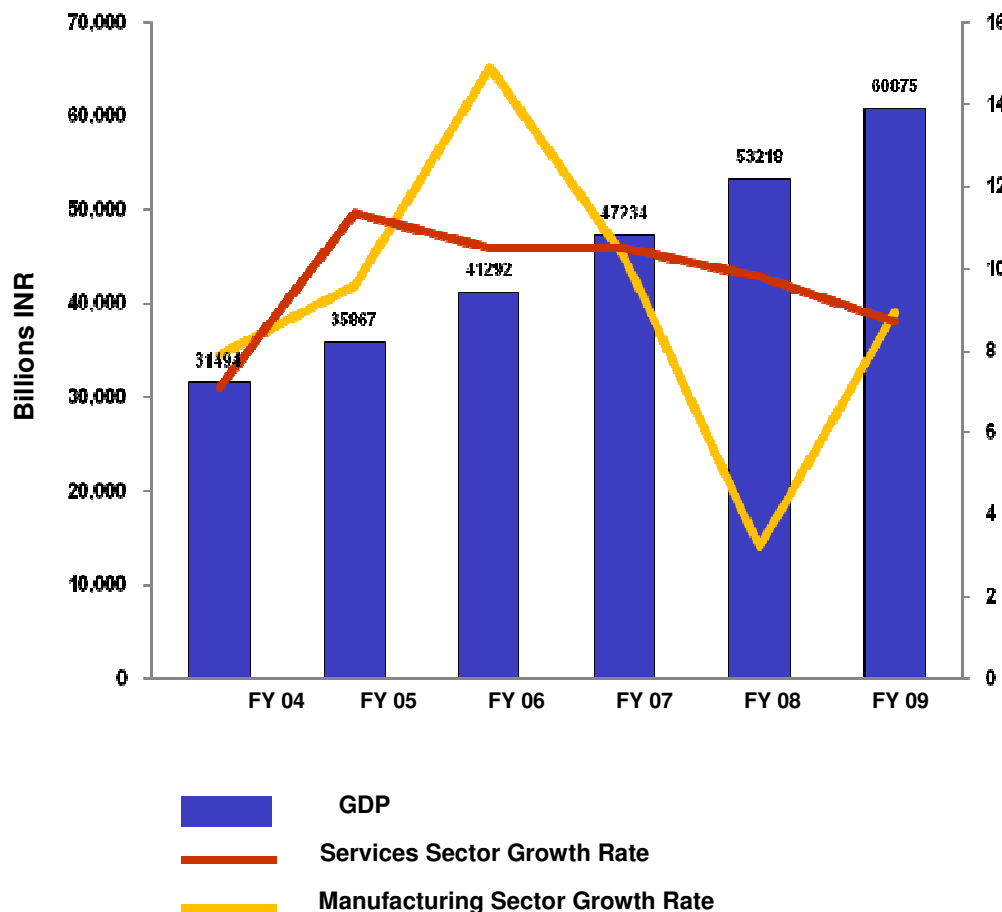
# Environment

# Environment overview

	Business cycle and Economic Environment	Demographics and GDP per capita	Internet penetration	Competition
 <b>naukri.com</b> India's No. 1 Job Site	✓		✓	✓
 <b>Quadrangle</b>	✓		✓	✓
 <b>naukri.gulf.com</b>	✓			✓
 <b>brijj.com</b> BETA Bringing People			✓	✓
 <b>Firstnaukri.com</b> A jobsite for campus hiring!		✓	✓	✓
 <b>Jeevansathi.com</b> We Match Better		✓	✓	✓
 <b>99acres.com</b> Buy, Rent, Sell	✓		✓	✓
 <b>allcheckdeals.com</b> Property deals made Simple & Transparent	✓		✓	✓
 <b>shiksha.com</b>		✓	✓	✓

# Business cycle and Economic Environment

India's GDP growth ~8%



## Highlights

- India less impacted by the meltdown.
- Indian recovery faster than rest of the world.
- India's GDP CAGR(%) of 6.2% from 1991-2008, in sharp contrast to the developed world
- With Indian economy expected to clock >7.5% GDP growth this fiscal year, India estimated to be a \$4 trillion economy by 2019.
- Government planning to pump \$100 billion into infrastructure development, thereby creating a cascade of jobs

# Demographics

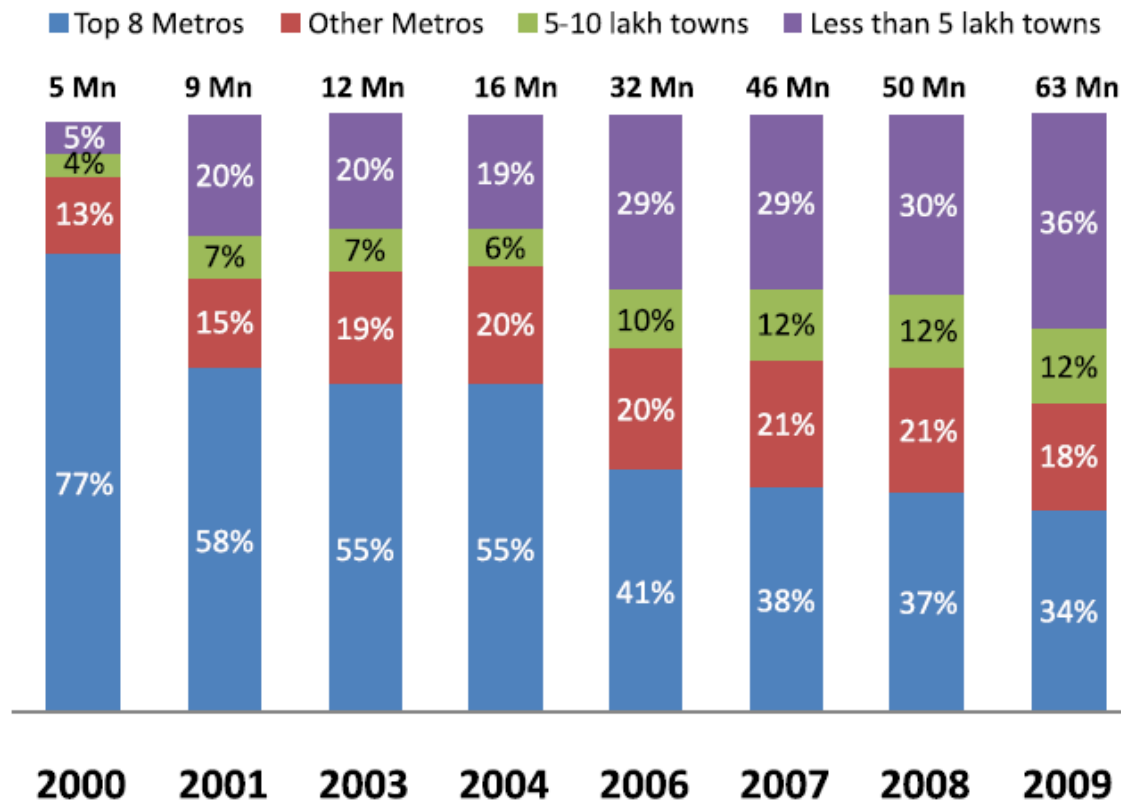


## Highlights

- India is among the world's youngest nations with a median age of 25 years.
- Youth population (15-35) of India is growing at a rate of almost 37.9%.
- According to the World Fact Book, India is projected to have 70% of its population in the working class category by 2030.
- India will see 70 million new entrants to its workforce over the next 5 years.

# Internet penetration (1/2)

Base: All India Internet Ever Users (Urban)  
(All figures in Million)

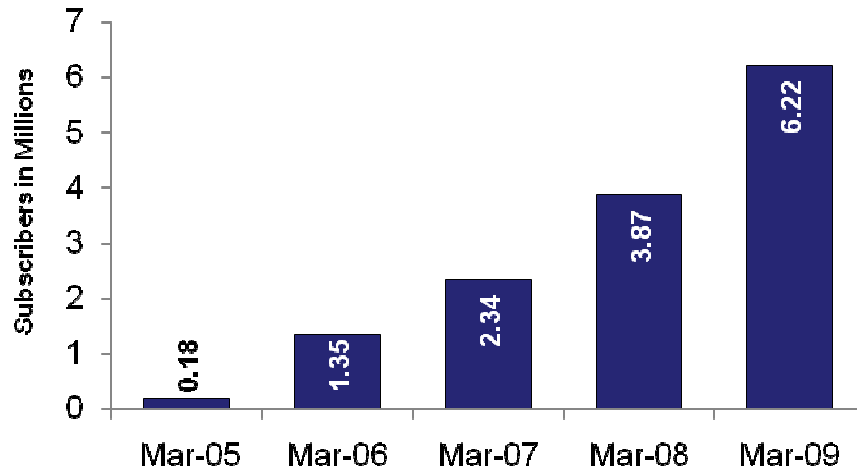


## Highlights

- From 5% in 2000 to 36% in 2009, internet has made an impact in lives of small town.
- Given the continuous growth of internet users over the years, the smaller town have overtaken Top 8 Metros in Internet Usage (indicates that internet has reached to rural masses in India).
- Government initiatives of e-kiosks and increasing number of cyber cafes has created interest among small town people.

# Internet penetration (2/2)

**Growth Picture of Broadband in India**



- India's Internet consumer profile mix is changing to broadband and heavier usage
- About 2.35 subscribers added in 2008-09 with growth rate of 60.72%
- Government of India plans 250 M broadband connections by 2012

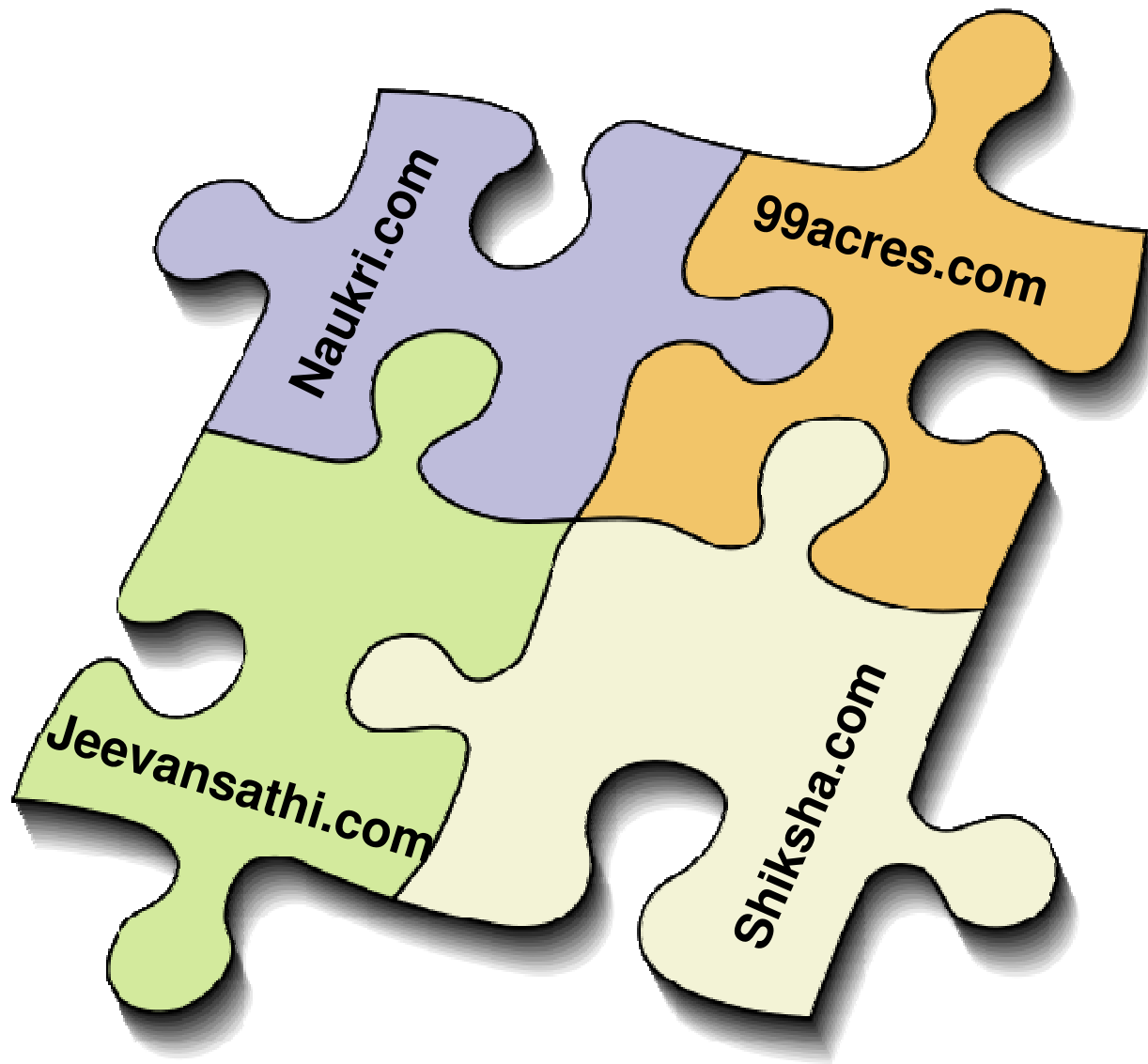
## Implications for Info Edge

- Significant user base coupled with headroom for growth.
- Penetration of broadband increasing.
- 3G and wireless broadband expected to go live within the next few months.
- Mobile phone penetration already exceeds 500M – with 3G expected to explode for high end applications.
- Broadband Users engage in multiple internet activities on a daily basis & their consumption behavior.
- Penetration of wireless in telecom has enabled a growth of 0.06 per cent of the GDP in India whereas it has contributed 0.04 per cent of GDP in China.



# Businesses

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# Naukri

Login to view recommended jobs for you Recruiters from USA, call Toll Free # 866-557-3340

**naukri.com**  
India's No.1 Job Site

With 1.6 to 5 years exp. Pune/Gurgaon **Passing out in 2010** **Work with India's No.1 Job Site**

Search Jobs Post Resume Jobseeker Login Resume Services Education More Employer's Zone Buy Online

Search All Jobs Rs. 15 Lakh + Jobs **New** Fraud Alert!

**Keywords**  
Type your Skills, Designation etc.

**Location**  
Type City name where you want to work

**Functional Area** Exp. **Salary Expectation**  
Select Exp. Min - Max

Browse jobs by: [Public Sector](#), [Company](#), [Pharma/Biotech](#), [Construction/Engg, IT, HR, BPO/KPO, Telecom](#), More...

**New Job Seeker?**

- Reach out to more than 35000 recruiters
- Get relevant jobs in your inbox
- Privacy features ensure confidential job search

Login to view recommended jobs for you

Username   Use email ID as Username  
Password   [Forgot Password /Username?](#)

**Top Employer**

10th & 11th April

**LARSEN & TOUBRO**

**SUNGARD**

**Deloitte.**

**NOVARTIS**

**Best Places to Work**

All Sectors | [Information Technology](#) | [Manufacturing](#) | [Services](#)

**Information Tech.**

ChipDsg/Semicond.	Infogain	Emcure <b>New</b>
Maxim	ITC Infotech	INTAS Pharma
NVIDIA	KPIT Cummins	Jubilant Organosys
Rambus <b>New</b>	Ness Technologies <b>New</b>	Lupin Limited
SanDisk	Nihilent Technologies <b>New</b>	Manipal Healthcare <b>New</b>
ST ERICSSON <b>New</b>	Patni	MICRO LABS
XILINK	Persistent Systems	Panacea Biotech
<a href="#">ITES/BPO/COM</a>	Polaris	Piramal Healthcare
ACS of India	Pyxis Systems <b>New</b>	Quest Diagnostics
Datamatics Financial	Q3 Technologies	RanbaxyLabsLtd
Encore Capital Group	Quickstart Global	Strides Arcolab
iEnergizer	Rawabit Technology Limited <b>New</b>	Sun Pharma
Respondz <b>New</b>	RBS India Dev. Centre	Surya Pharma
Shell Business Service Centre	Robert Bosch	USV Limited
<b>New</b>	R Systems <b>New</b>	Zydus Cadila <b>New</b>
	SAJC <b>New</b>	<a href="#">Petroleum/Energy</a>
	Sapient	Adani Group <b>New</b>

**Resume Services** [Sample CV](#)

- 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

**Get jobs in your inbox**

Get the best Jobs matching your search preferences delivered in your inbox for free!

**PayCheck**

Panels

Job Seeker Services

Job Listings

Banner Ad

Resume Database

**naukri.com**  
India's No.1 Job Site

Search All Jobs Rs. 15 Lakh + Jobs **New** Fraud Alert!

**Keywords**  
Skill

**Location**  
City

**Functional Area** Exp. **Salary Expectation**  
Select Exp. Min - Max

1-1 of 1 Jobs Found

By Posted Date: 15 Dec 2011 (1)

By Role: Sr. Executive - Conference Sales (2-5 yrs.)  
Franchise India Holdings Limited  
Delhi

Corporate Sales: Sales Exec. / Offic.

By Industry: Advertising/PR/MR/Events(1)

By Employer: Public Private Agency Specializes in Media Relations  
www.dashmedapr.com

**Sponsored Links**

[Communications Vacancies](#)  
Job vacancies for business communicators - monthly newsletter  
www.cb.uk.com

**Resume Services**

**Appraisal Tip #4**

**Match to UK HR:** See 1 No. with no. No. Results in one-click  
www.AccessToJobs.co.uk

**naukri.com**  
India's No.1 Job Site

Try Recruitment Software for FREE

- Source the best talent from a database of over 10 million searchable resumes.
- Enhance your reach by publishing your jobs in leading print publications who we have partnered with.
- Automate and simplify your recruitment process using our response management tools.

**Employer's Login**

Username   
Password

Contact us or Request Information

From US: 1 866 557 3340, Ext 9 (Toll Free)  
From IN: +91 886 626 2323, Ext 9 (Toll Free)  
From BSNL: 886 590 5556, 91 120 4041700

**Post a Job**

- Post a job in easy steps and start receiving applications the same day
- Save time and receive most relevant response using our intelligent filter technology.

**Manage Responses**

- Create your very own centralized database of resumes, accessible from anywhere.
- Shortlisting made easier. See the most relevant resumes first.

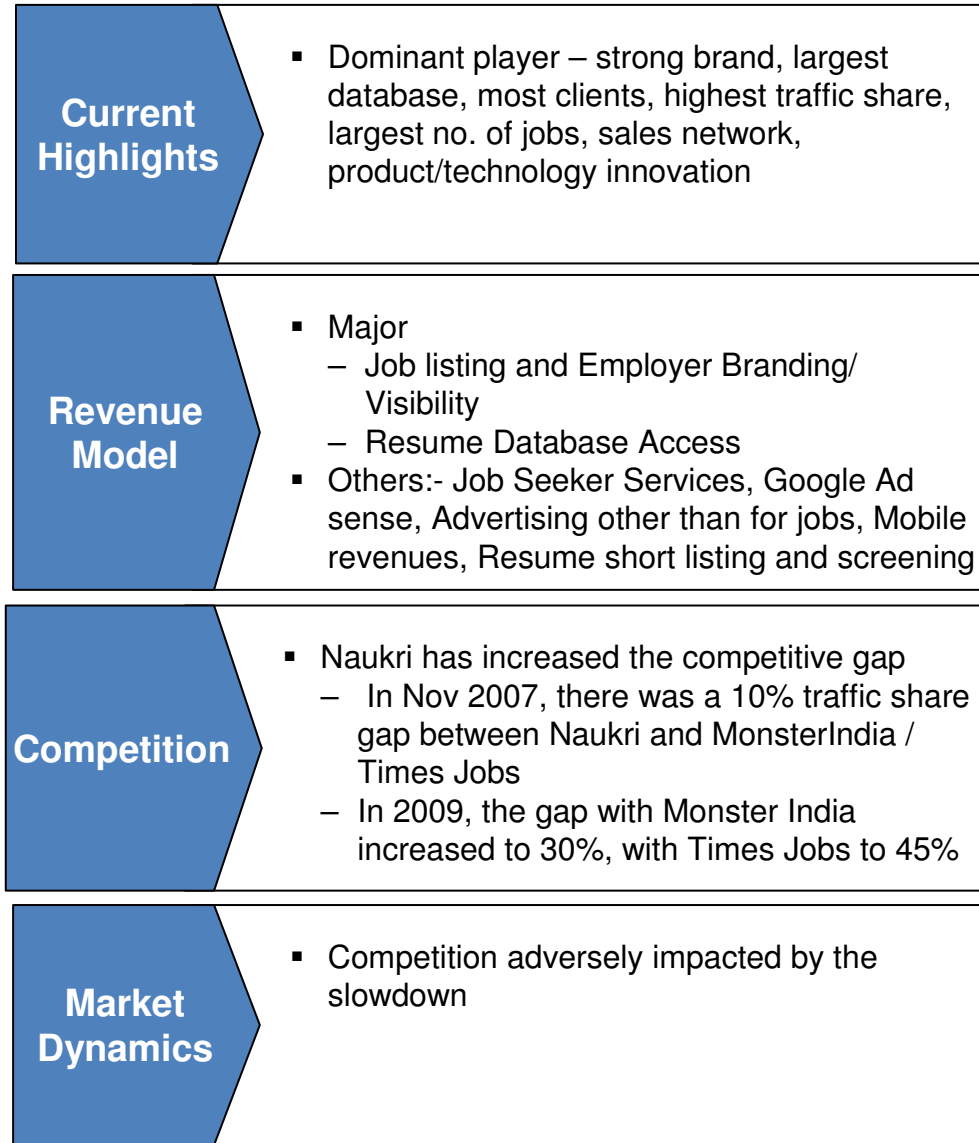
**Search Our database**

- Largest online database with more than 10 million searchable resumes.
- Find the right candidates easily and quickly through our powerful Search Engine.

**Mobile Solutions**

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

# Naukri - Overview



## Market Size and Potential

- Large market
- Growth in economy/IT/ITES to drive online job market
- Naukri flagship product flanked by 4 support products
- Overall growth to continue due to internet penetration & India demographics

## Risks

- Threat from Monster's Trovix technology proposition and LinkedIn becoming active in India.

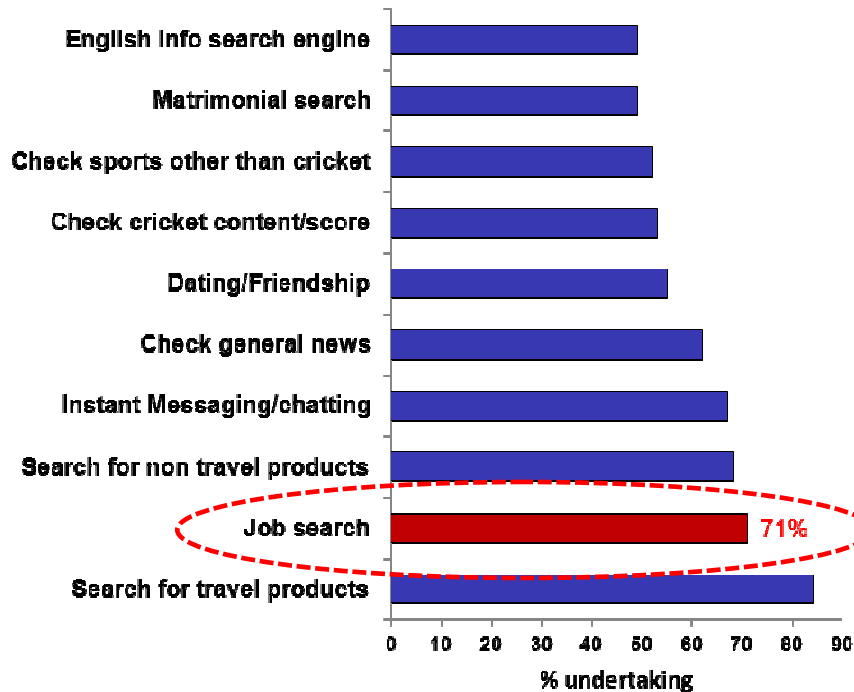
# The Indian Job Market is a US\$ 1 Billion Opportunity

## Indian job search market overview

Key Components	Trends and Outlook	Sectoral Employment Trends	E-recruitment Trends
<ul style="list-style-type: none"> <li>▪ Types of Recruitment Channels:               <ul style="list-style-type: none"> <li>- Employee referrals</li> <li>- Recruitment Agencies</li> <li>- Print</li> <li>- E-recruitment</li> <li>- Others</li> </ul> </li> <li>▪ Largest Market share ⇔ Recruitment Agencies</li> <li>▪ Market share of Print is declining while that of E-recruitment is growing</li> <li>▪ 10-12% jobs are generated online of which 75% can be found in other distribution channels ~ Print, Recruitment Agencies</li> </ul>	<ul style="list-style-type: none"> <li>▪ Stimulus Packages generated 20% new jobs (white collar and blue collar) in Oct'09-Jan'10.</li> <li>▪ Net Employment Outlook in Q1 2010 is 36%. One of the highest in the world</li> <li>▪ India has over 350 universities and 17,600 colleges</li> <li>▪ Over 2 Mn Graduates every year</li> </ul>	<ul style="list-style-type: none"> <li>▪ Top 5 sectors which recorded highest growth in job-creation (white collar and blue collar) in Oct'09-Jan'10:               <ul style="list-style-type: none"> <li>- Academics</li> <li>- Advertising/Event Management</li> <li>- IT/Hardware</li> <li>- Research/ Consultancy</li> <li>- Engineering</li> </ul> </li> </ul>	<ul style="list-style-type: none"> <li>▪ The estimated Market-size had increased from INR 1450 M (2005-06) to INR 5060 M (2008-09), a 36% CAGR</li> <li>▪ The online job-seeking population has logged an increase of a 39% CAGR, from 6 M ( 2005-06) to 23 M (2008-09)</li> <li>▪ More than 50% contribution comes from Recruitment Consultants</li> <li>▪ IT / ITeS Sectors have the largest job-listings ~ &gt; 24%</li> </ul>

# Online job search is a popular activity and Naukri has the dominant position

**Most Popular Online Activities  
( other than e-mails )**



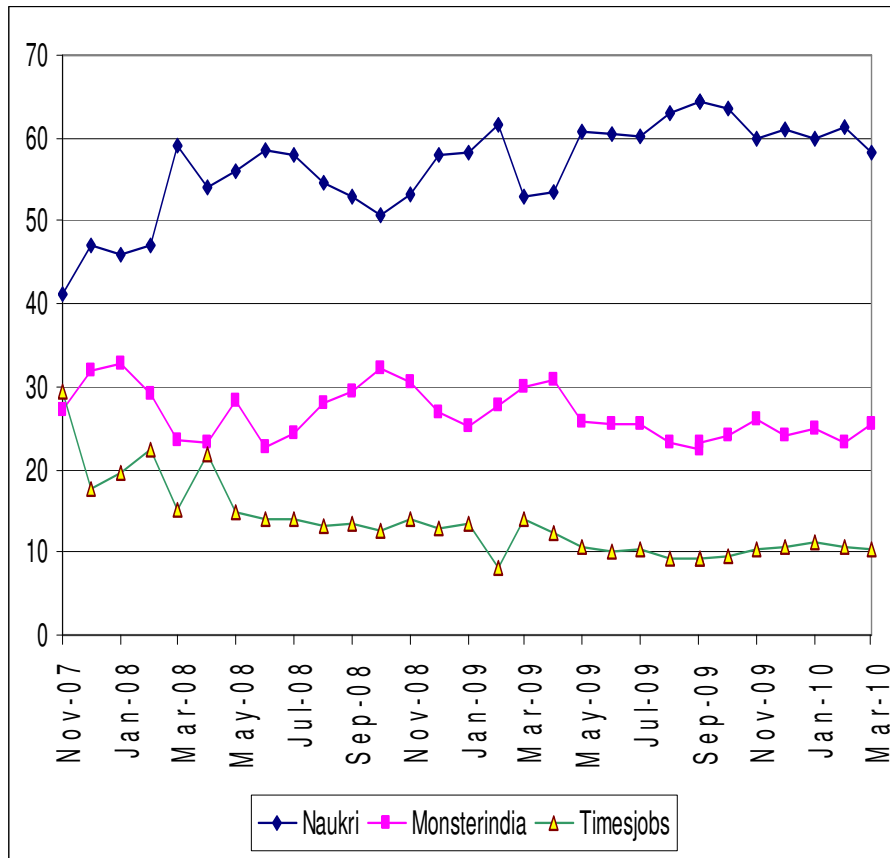
**Most used websites in India**



- Job Search is second popular activity on the Internet in India
- Naukri is one of India's most used websites

# Naukri has gained market-share and is a clear # 1 with 60% traffic-share

Traffic Share of various recruitment sites from Comscore

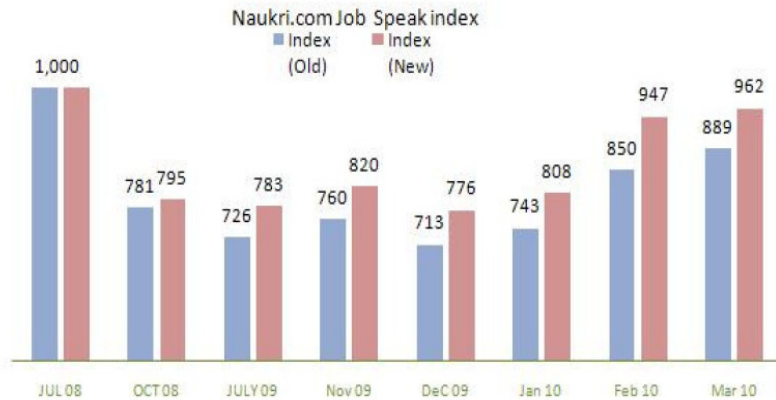


Traffic Share of various recruitment sites from Alexa



# Hiring is back

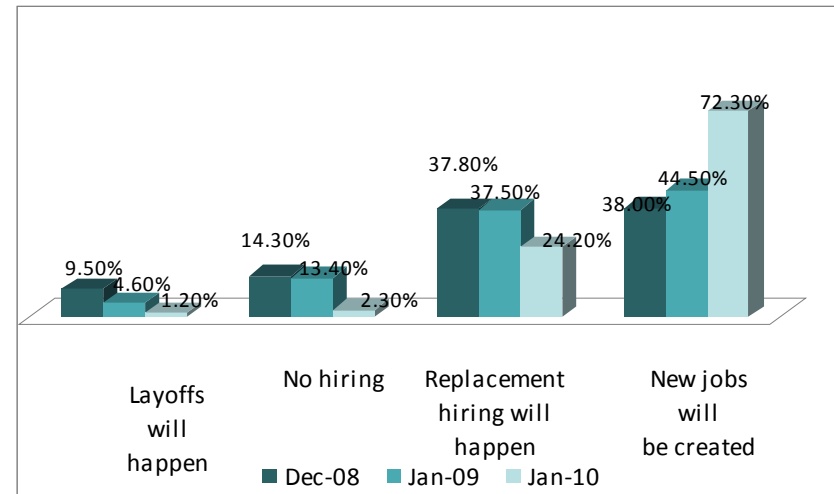
## Naukri Job Speak Index ( New Jobs)



Index Total no. of new jobs posted in July 2008 was scaled to 1000. Index for subsequent months is relative to July 08.

- Naukri created an in-house index based on utilisation of listings on its site (“Naukri Job Speak Index”)
- The index has increased sharply in February 2010 indicating increased hiring activity by Naukri customers

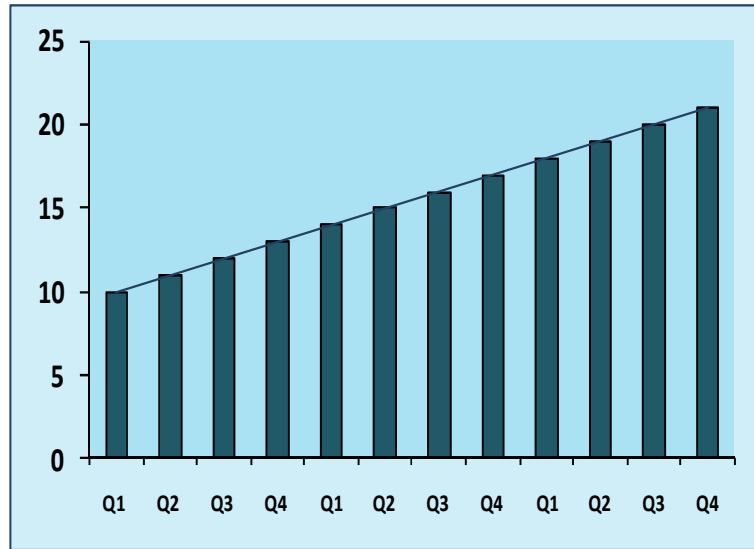
## Naukri hiring survey



- Survey of recruiters conducted by Info Edge India Limited:-
  - ✓ January 2010 (sample size of 900)
  - ✓ June 2009 (sample size of 922)
  - ✓ December, 2008 (sample size of 1600) on hiring outlook for calendar year 2009.

# Naukri.com has performed on key-metrics

## Candidate resume growth



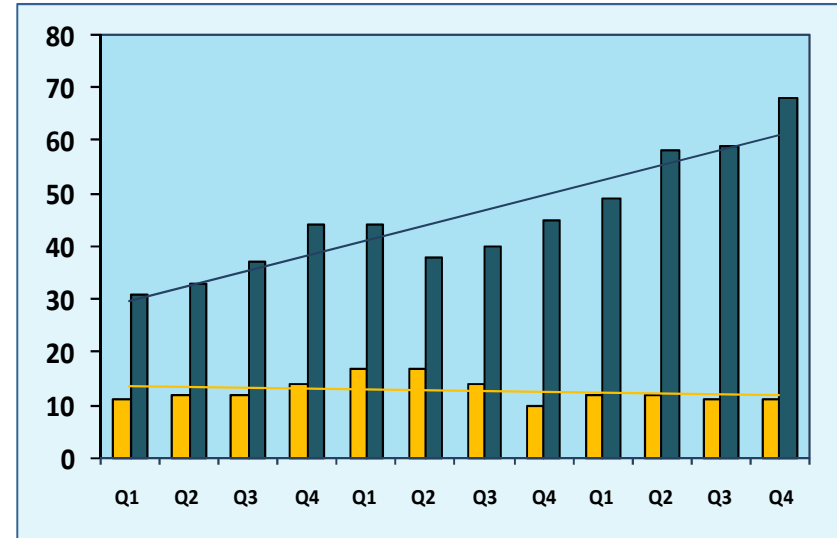
FY08

FY09

FY10

Number of Resumes on Naukri.com (in Millions)

## Average daily resumes added and modified



FY08

FY09

FY10

■ Resumes Added daily (in '000)  
■ Resumes Modified daily (in '000)



# Naukri is supported by four recruitment offerings thereby creating a full service in the jobs space



- Offline Placement Services for Middle & Senior Management
- Revenues based on Success Fee Model
- Complements Online Model



- Focuses on Hiring of Freshers from campus
- Launched commercially in last quarter
- Campus hiring is a fast growing segment in India
- Potential seen for shift from offline to online



- Focus on jobs in the Middle-East market
- Used by job seekers from various nationalities
- Large addressable market currently using print medium
- Supported by office in Riyadh, Saudi Arabia




- Professional Networking Site
- 3 Million Registered Profiles

# 99acres

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Residential | Commercial

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**Search Properties To:**  Buy  Rent  PG

**Property Type:** All Residential

**Price Range (Rs.):** INR

**Bedroom:** Select

**City:** Delhi / NCR (All)

**Keyword:** Eg: Locality, Builder, Project

**Posted By:**  All |  Dealer |  Builder |  Individual

**Search Properties**

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**ELDECO**

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**KDP**

**KDP Infrastructure**

Sector 6, Noida

**Featured Projects - Delhi / NCR**

**Residential Apartment**

- Hansmukhi Garden Estate - Dehradun
- Era Divine Court - Faridabad
- ORS Royal Residency - Sec-89 - Faridabad
- Sai Vatika - Faridabad
- Crossings Republik (Ready To Move) - Ghaziabad
- KDP Grand Savanna - Ghaziabad
- DesignArch eHomes - Greater Noida
- Jaypee Sports City - Greater Noida
- Jaypee Sports City - Greater Noida

**Residential Apartment Contd.**

- Supertech Eco Village - Noida Ext. **New**
- Amrapali Smart City - Noida Extension
- Amrapali Smart City - Noida Extension **New**
- Casa Royale - Noida Extension
- Supertech Eco Village - Noida Extension
- Prateek Laurel - Noida Sec 120
- Jaypee Kensington Heights - Noida Ext.
- Eldeco Sharanam - Noida sector 107
- Eldeco Sharanam - Noida sector 107 **New**
- Amrapali Silicon City - Noida - Sector 76

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**Kensington**  
PARK

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NOIDA

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Bangalore	Jaipur
Chandigarh	Kochi
Chennai	Kolkata
Coimbatore	Mumbai
Delhi / NCR	Nagpur
Goa	Pune

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National Home	Buy Our Services
Residential Property	Home Finance
Commercial Property	Search Buyers
Services in India	Browse Properties in India
New Projects	Archived Properties
Advertise your property	Top Real Estate Searches
Search Dealers	Storage
Get Alerts	Useful Links

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Neuvuqati.com - Jobs in middle east	Policybazaar.com - Insurance India
Jeevansathi.com - Matchmaking	Methbrain.com - Online Educational Assessment
Astnaukt - GSA on Career	
Eng.com - Professional networking	

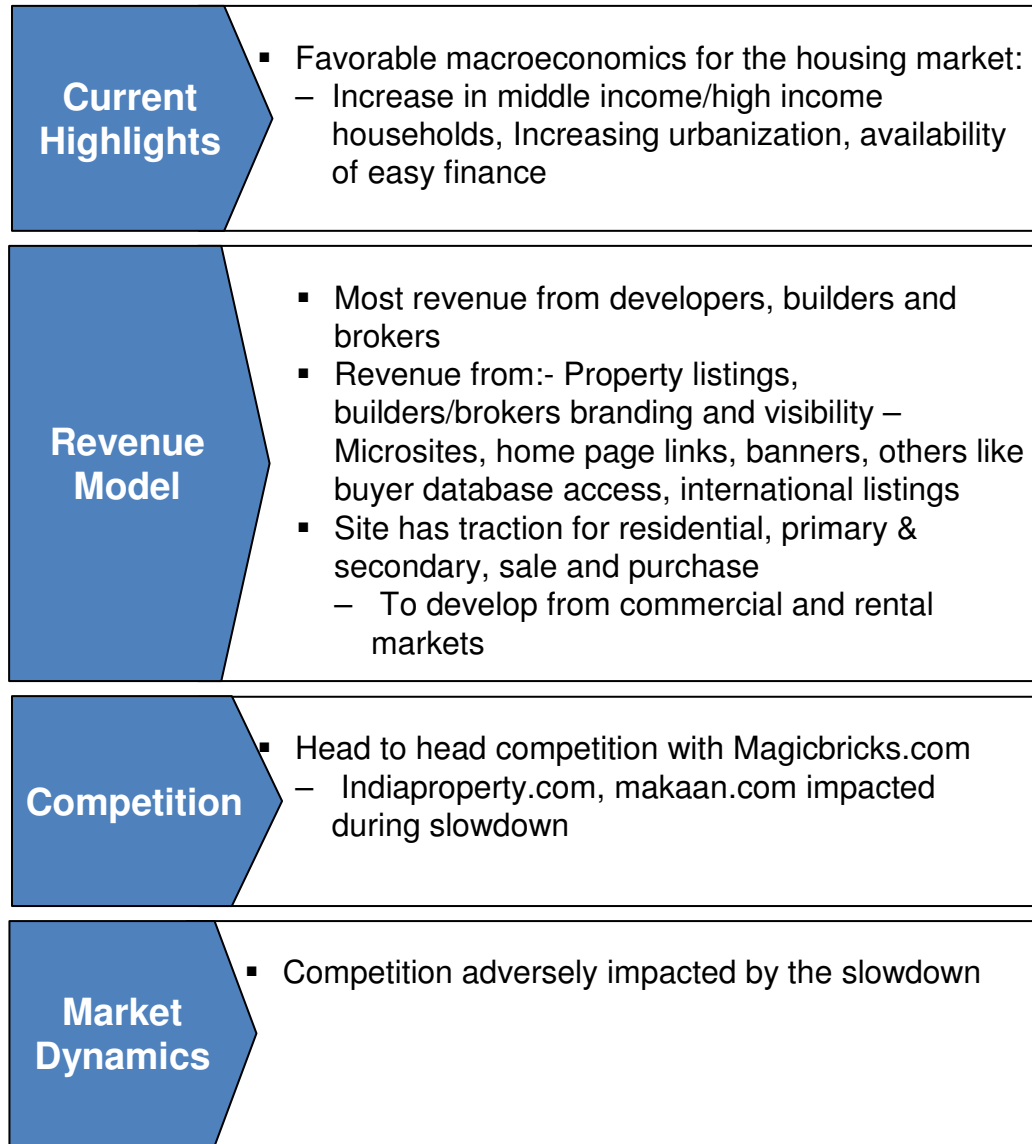
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Banner Ad  
Panels

Banner Ad

Banner Ad

# 99acres : Overview



## Opportunities & Market Potential

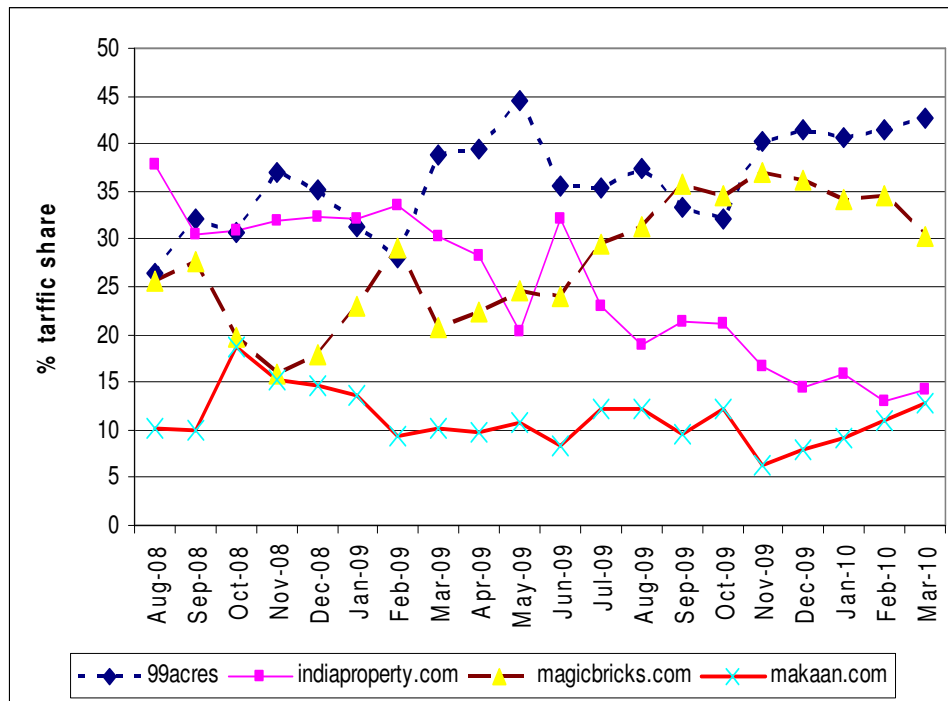
- Significant potential to gain from non housing market/commercial real estate
- Opportunity in the primary property market.

## Risks

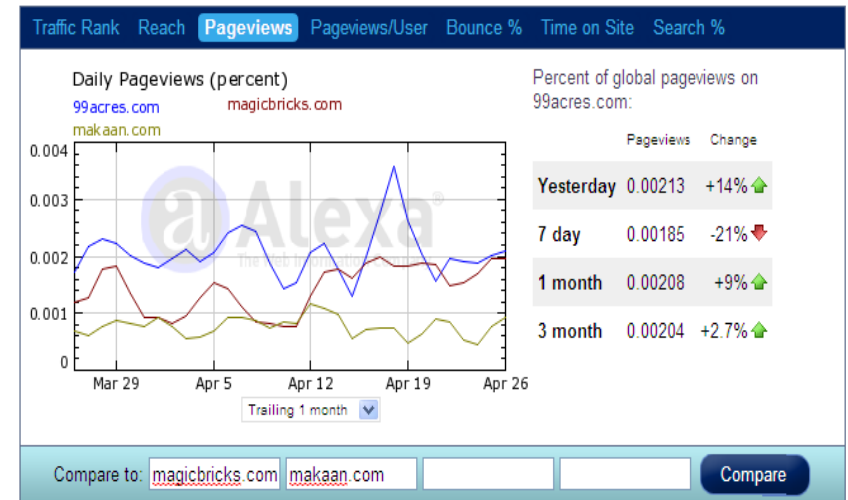
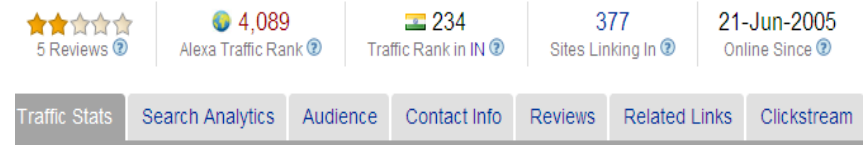
- Quality of listings

# 99acres is emerging to be the largest brand in its segment

Traffic Share of various Real estate Property sites from Comscore



Traffic Share of various Real estate Property sites from Alexa



**99acres.com: Highest traffic share amongst all the Real estate Property Sites.**

# 99acres is currently gaining traffic share

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## Market drivers

- Rising disposable incomes, financing terms and growing population.
- Powerful Demographic impetus, Infrastructural Development, IT/ITES Industry.
- Growing economy, increased commercial activity coupled with rising number of Business and leisure. Travelers.
- Growing middle class, Consumerism, Macro economic policy decisions such as allowing FDI.

# Jeevansathi

Search

**Jeevansathi.com**  
Indian Matrimonials - We Match Better

Call us on **1-800-419-6299 (Toll-Free)**

Quick Search: Bride, 21 Yrs to 35 Yrs, Select a Religion, Select a Marital Status, Select a Mother tongue, Select a City/Country, Select a Caste,  With photos only **Search**

Existing User - Login Now

1 **Register** Create your matrimonial profile to receive matches

2 **Search** By your criteria of Caste, Religion, Manglik status

3 **Contact** View contact details & contact by mail, Chat, SMS

**Register Free**

Matched by Jeevansathi.com

Shivali weds VYX1665	Deepa weds Kautubh	XVA9874 weds Abhishek	Flavian Quadros weds Savio D'Souza

JS Home Page

Hi Guest, Login | Register

**Jeevansathi.com**  
Indian Matrimonials - We Match Better

Quick Search: Bride, 21 Yrs to 35 Yrs, Select a Religion, Select a Marital Status, Select a Mother tongue, Select a City/Country, Select a Caste,  With photos only **Search**

Membership Options

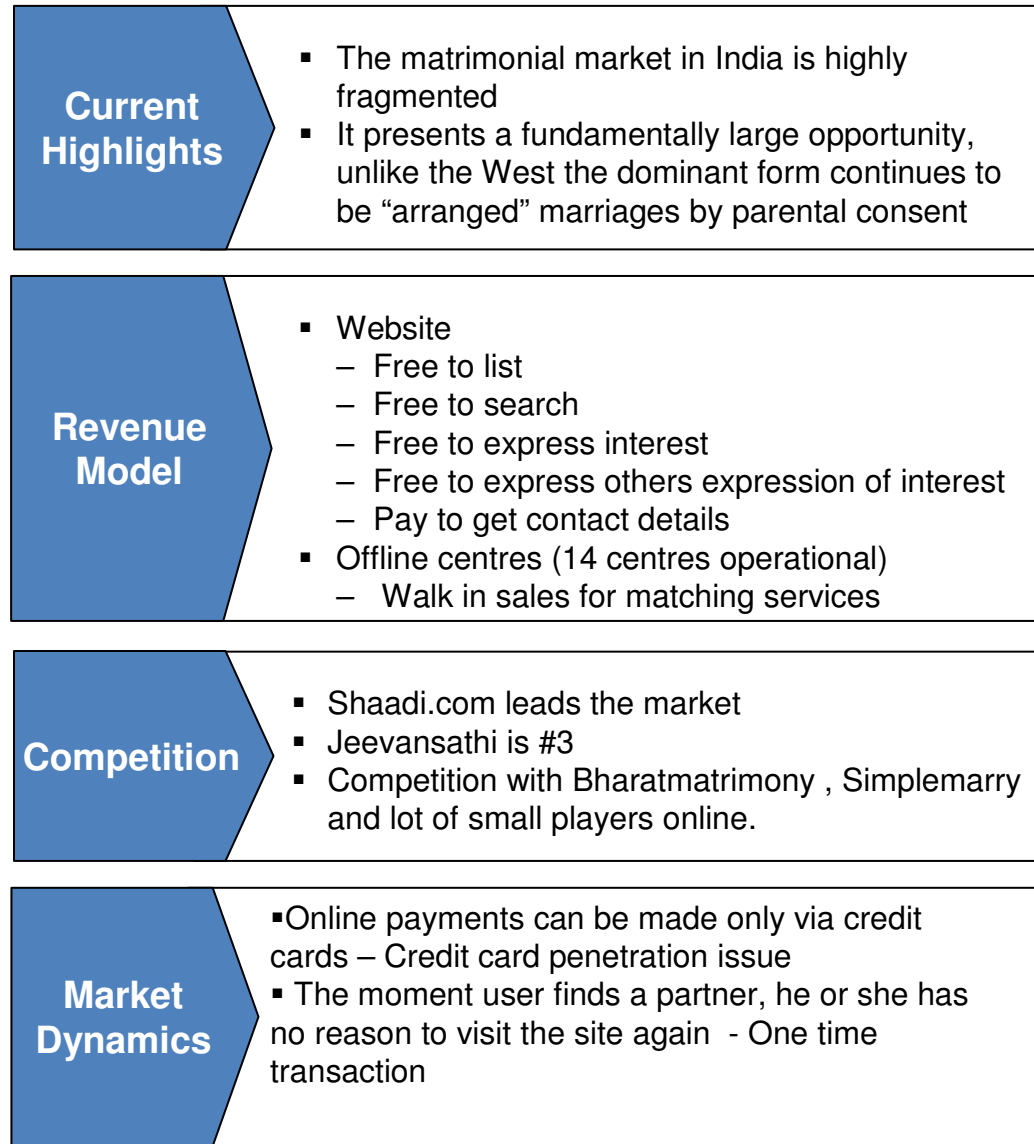
Choose Service → Choose Payment Mode → Secure Payment

Benefits	Free Member	eVista	Value
Create Profile, Create Album, Define Partner Profile, Search and Express Interest	✓	✓	✓
Contact Members	✗	✓	✓
View Contact Details of accepted members	✗	✓	✓
Send Messages along with your Contact Details	✗	✓	✓
Start Online Chat	✗	✓	✓
Contact instantly with Direct Calls	✗	✓	✓
Let others see your contact details	✗	✗	✓
Feature in special searches for members with contact details visible	✗	✗	✓

Services: eVista, Value

JS Membership Options page

# Jeevansathi : Overview



## Opportunities & Market Potential

- Around 450 million people in India are below the age of 21 – Young Population
- The dominant tradition is that of arranged marriages– Socio-Cultural factors
- Rapid Internet growth and broadband penetration

## Risks

- Lot of players entering market with specific focus on communities in India
- More players depend on traditional sources like marriage houses, print and relatives contacts.



# Shiksha

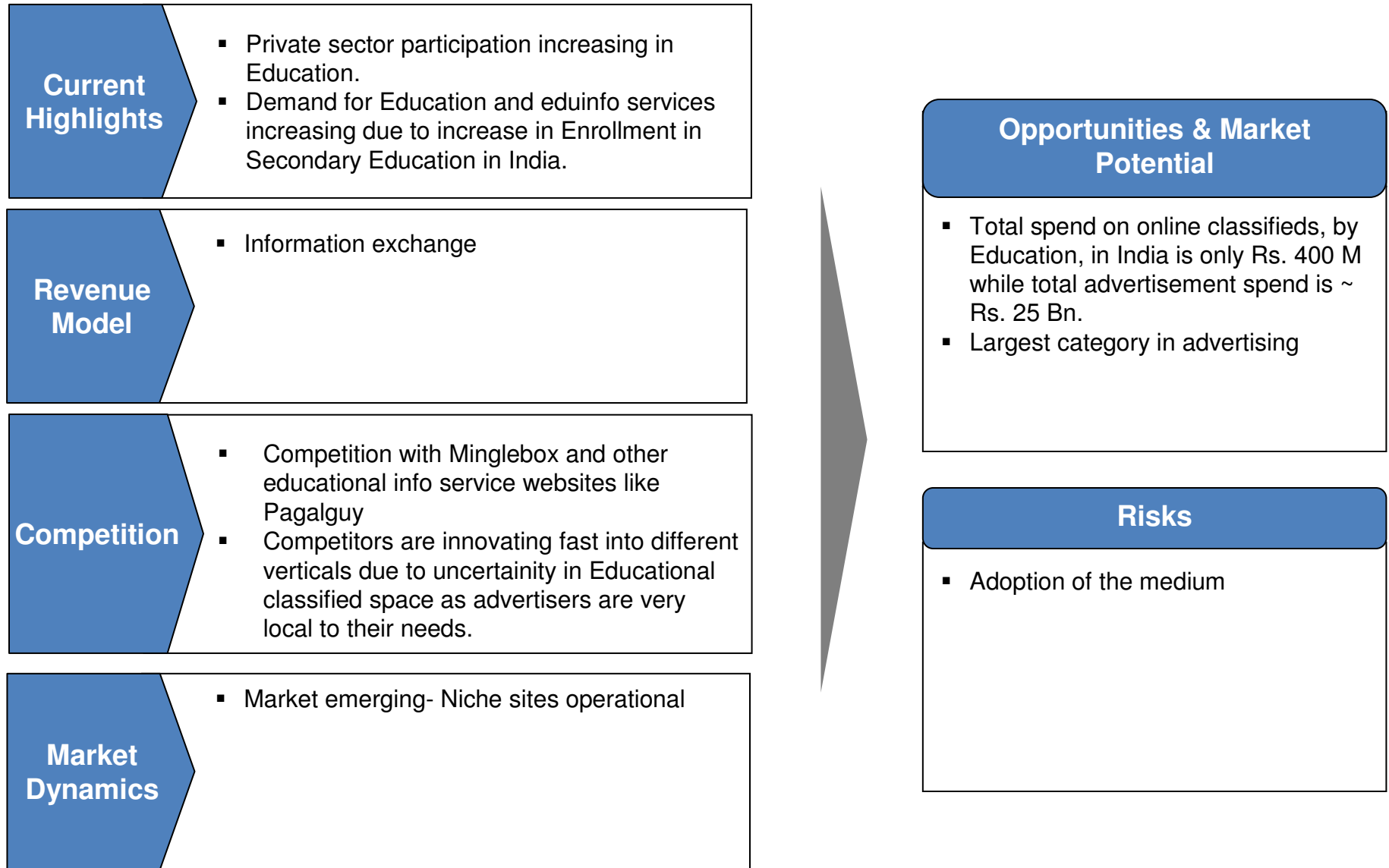
Space for education providers

Banner Ad

The screenshot displays the Shiksha.com website interface. At the top, there is a navigation bar with a search bar containing the text "courses and institutes here" (circled in red). Below the navigation bar, the main content area is divided into several sections. On the left, there is a "Spotlight on Shiksha.com" section featuring a "Top Cop - Indian Police Services" advertisement. The central part of the page is a search results page for "fashion designing" in "delhi-NCR". The search bar shows "fashion designing" and "delhi-NCR" with a "Search" button. Below the search bar, there are filters for "Mode of Learning" and "Course Level". The search results show "Total 25 Institutes found offering 160 Courses". A red circle highlights the search results, and an arrow labeled "College Database" points to this area. The "Ask & Answer" section is visible at the bottom left, and the "Featured Answers in Management and Business" section is at the bottom right.

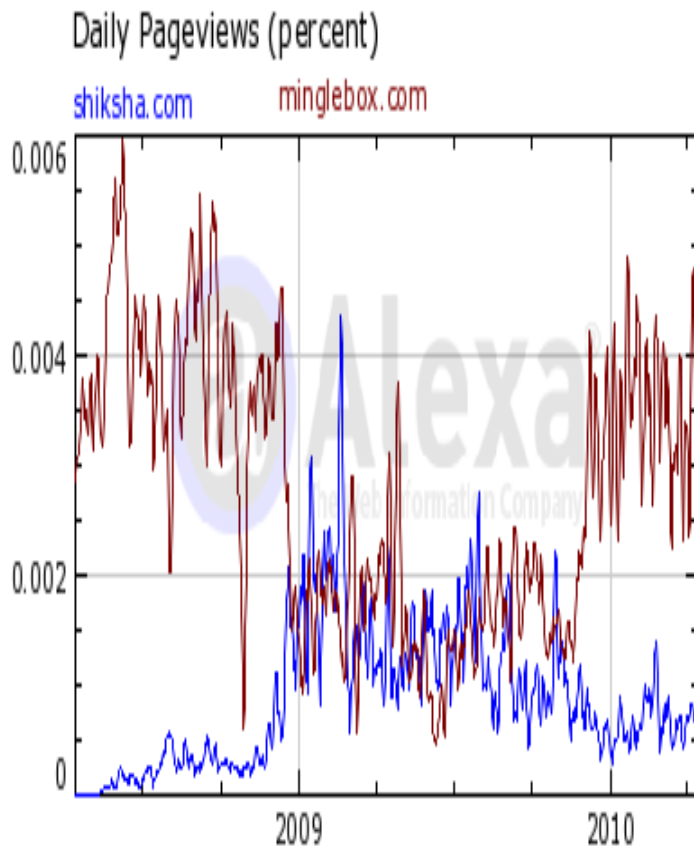


# Shiksha : Overview



# Shiksha : Competitive Scenario and Traffic Share

## Traffic Comparison between Shiksha and Minglebox, a close competitor



Percent of global pageviews on shiksha.com:

	Pageviews	Change
Yesterday	0.00095	+32% ↑
7 day	0.0007	-8% ↓
1 month	0.00063	-24% ↓
3 month	0.00069	-10.9% ↓

### Key Features of Shiksha

- Launched in May 2008
- Overall 110,000 listings aggregated
- Product feedback encouraging
- Offices in 11 cities

#### Challenges :

- 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

#### Advantages:

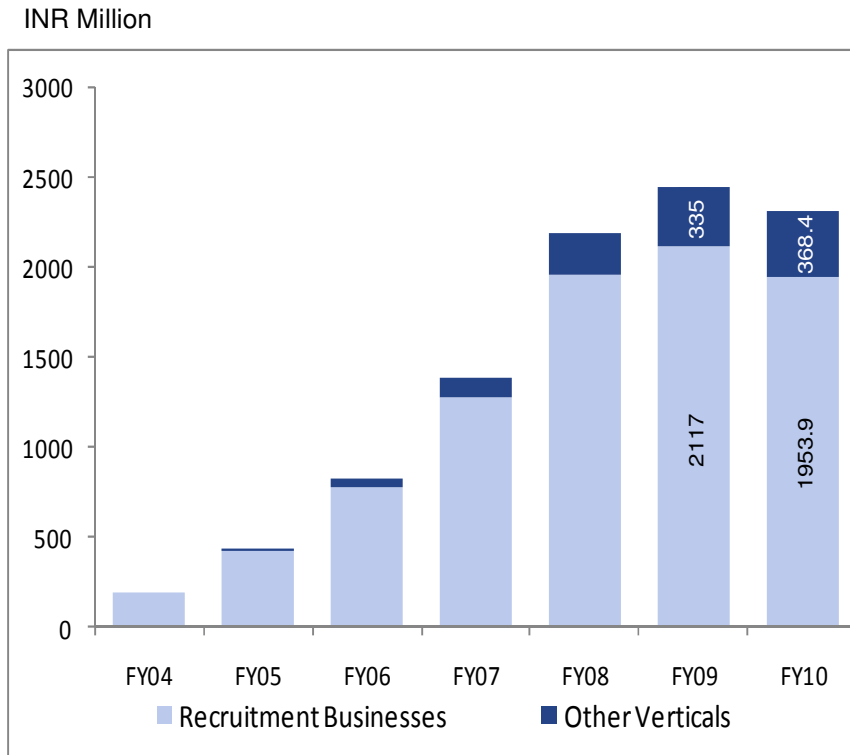
- Advertising spend bigger than real estate
- Likely to be affected in current slowdown

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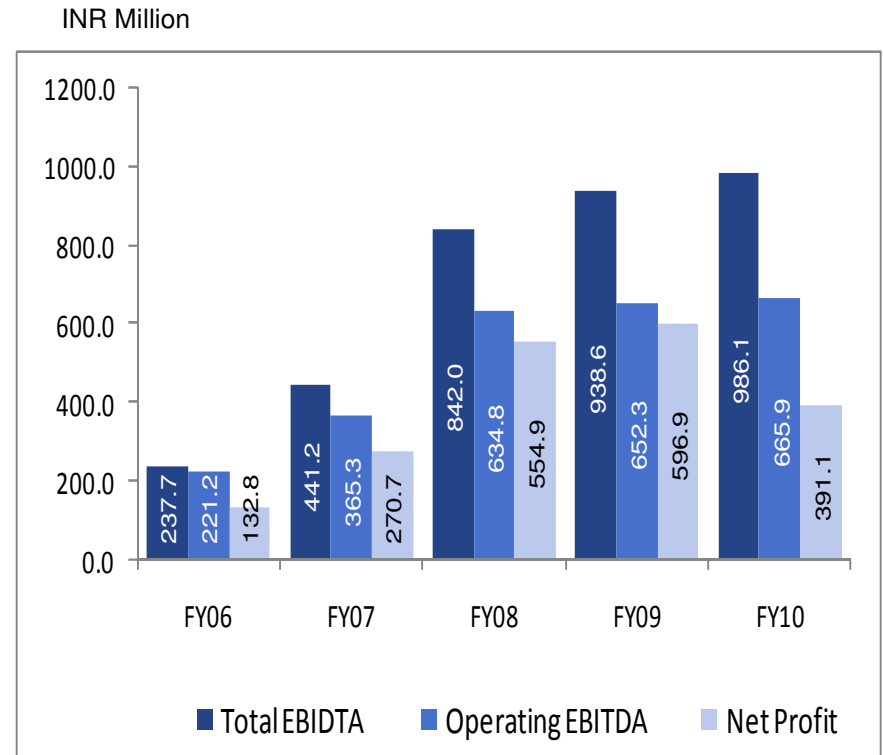
# Company Financials

# Consistent Long-Term growth in Revenue / Profitability

## Revenue Trend for Recruitment & Other Verticals



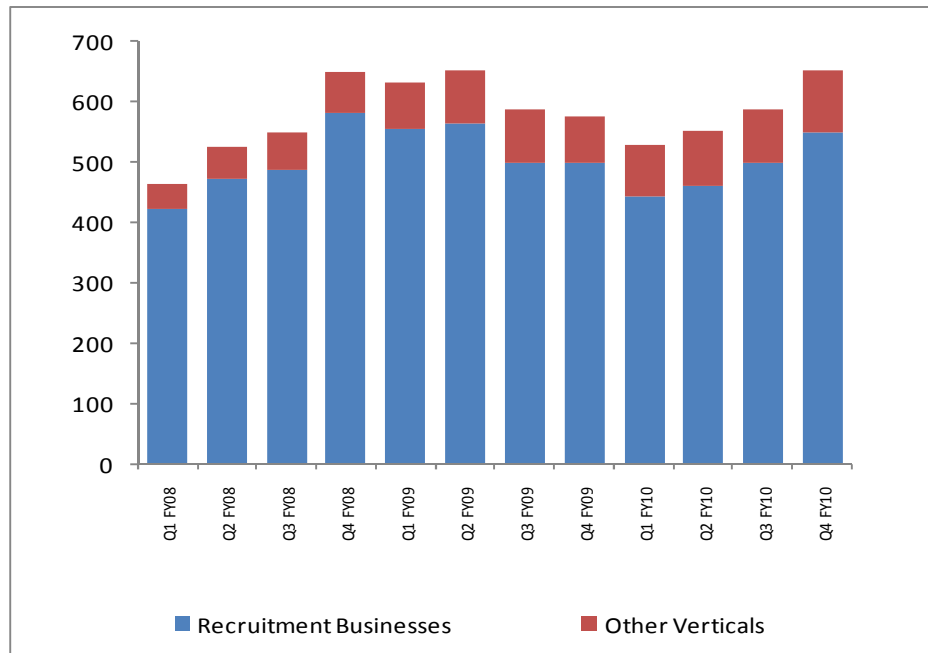
## Profitability



# Growth Momentum interrupted by slowdown; Clear signs of recovery in last 2 Quarters

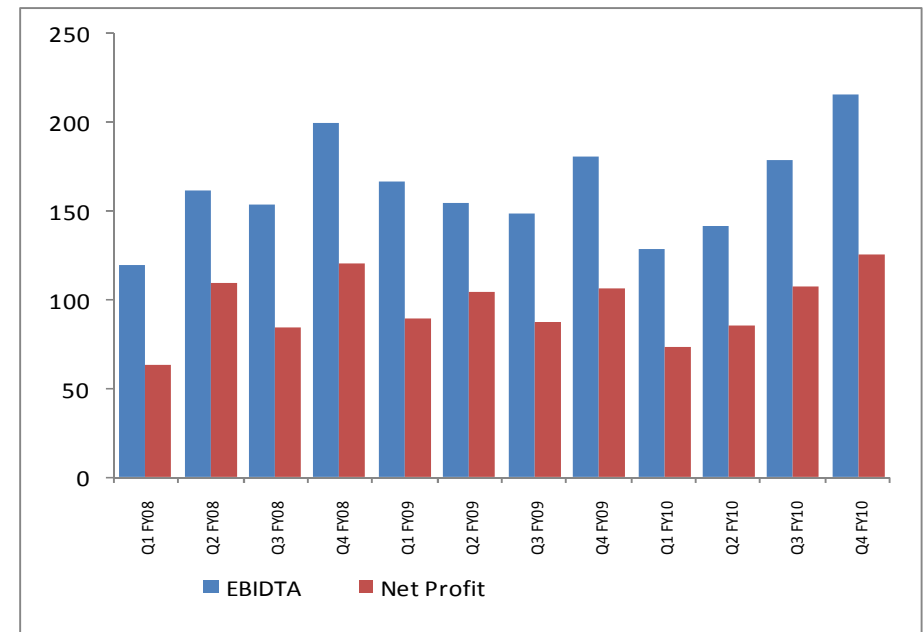
## Quarterly Operating Revenue Trend Last 3 Years

INR Million



## Quarterly Operating Profitability

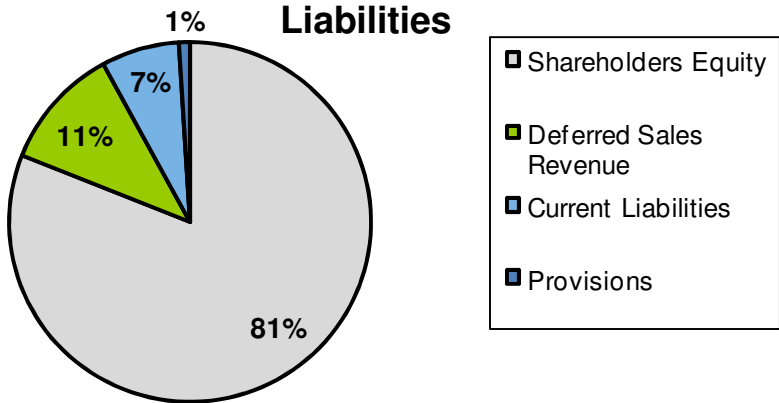
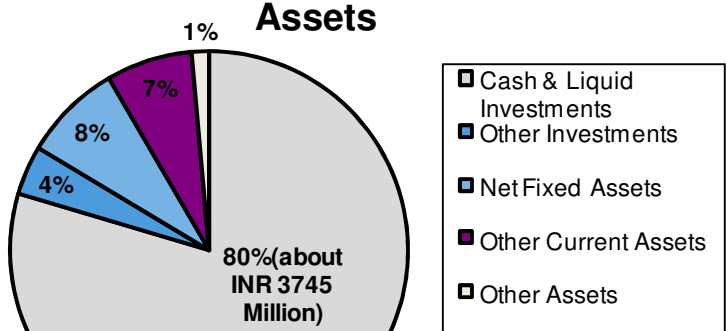
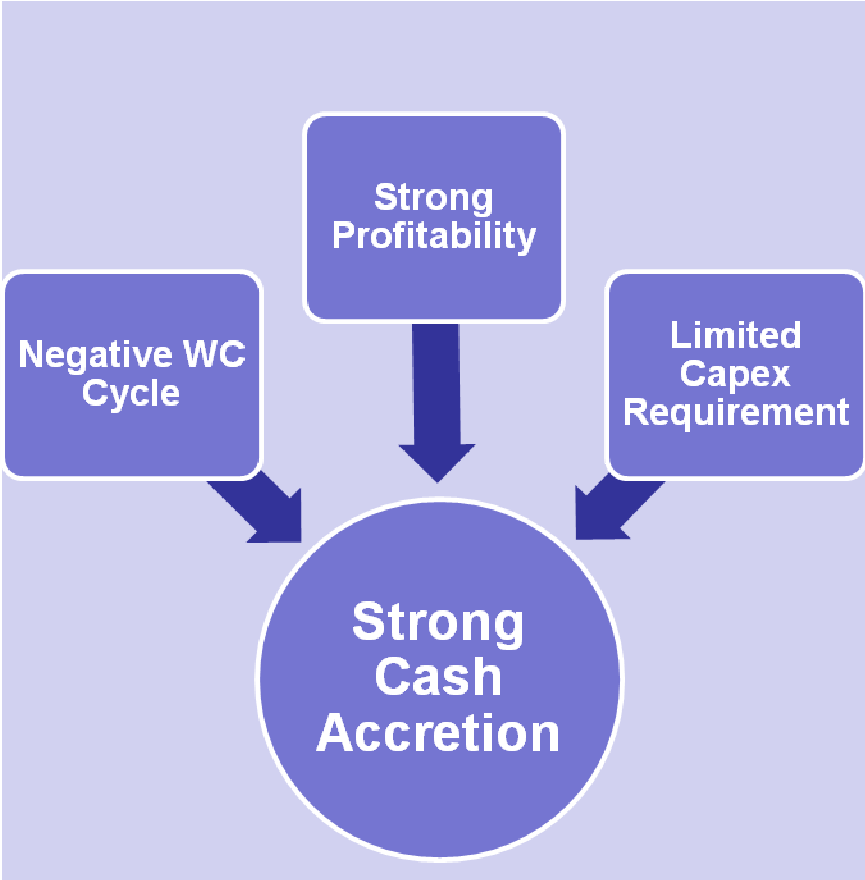
INR Million



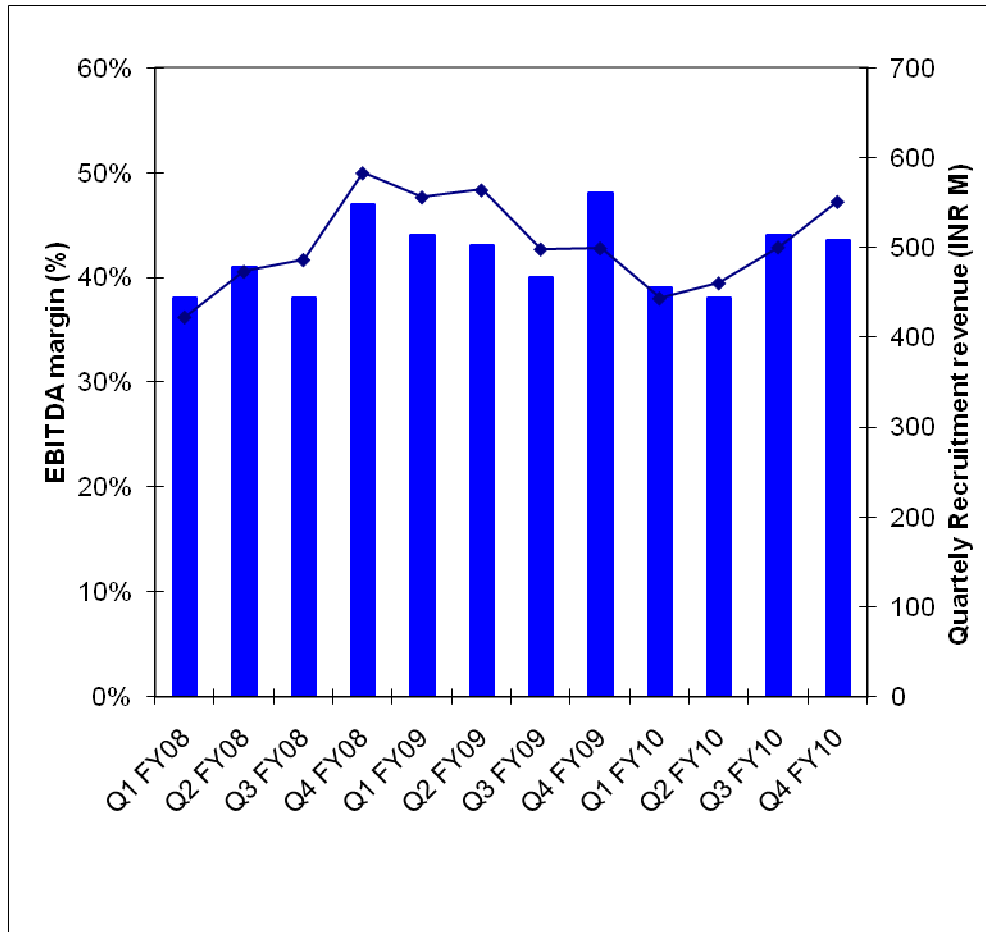
**Margins were sustained during the downturn**

# Info Edge has always maintained a strong balance sheet and strong cash flows

**Fixed Cost Model and Profitability has led to a strong cash accretion**



# Recruitment: Uptrend on profitability is back



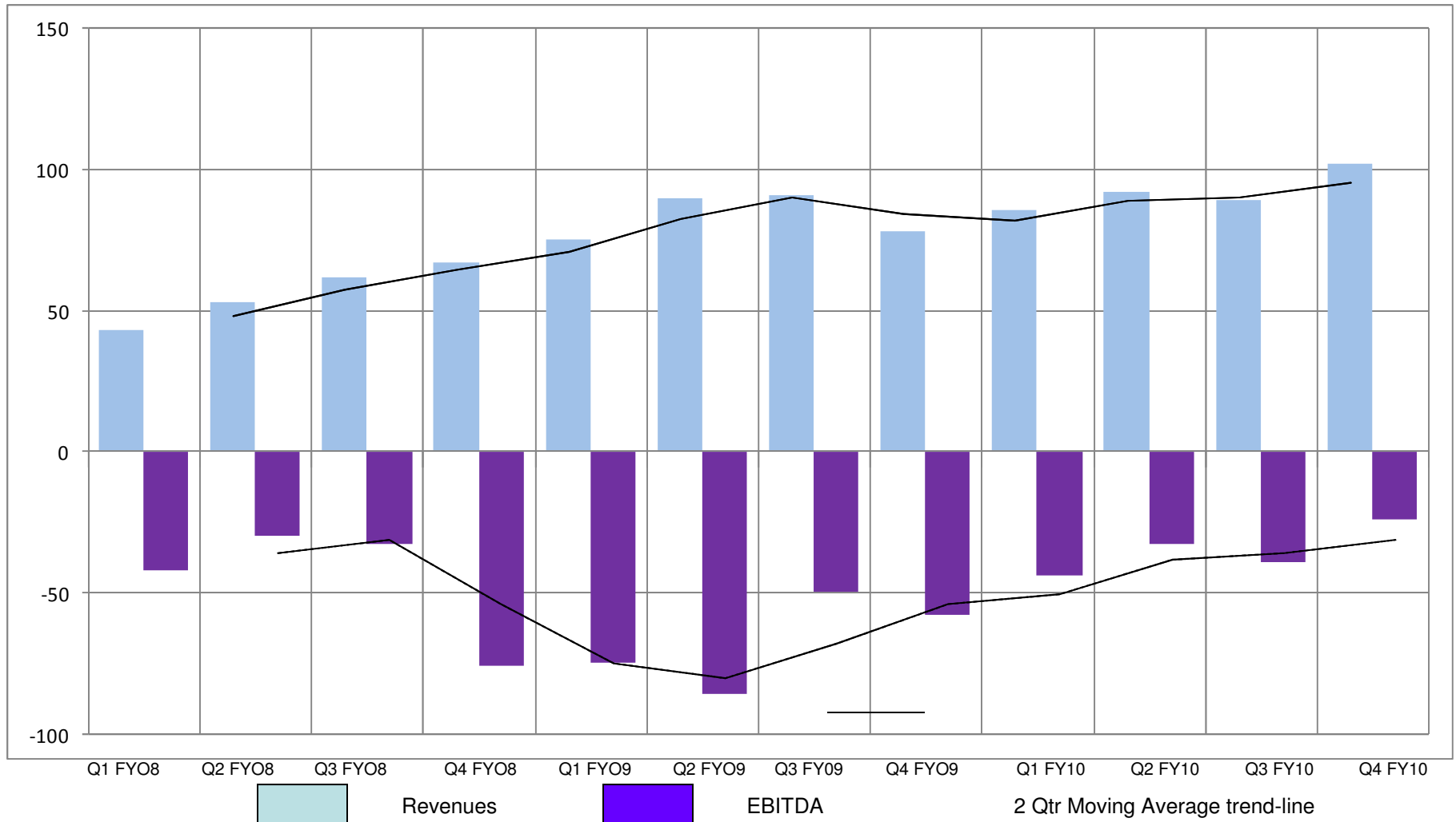
## Highlights

- Consistent growth in recruitment revenue in FY 08.
- Revenues & Margins impacted by economic slowdown in FY 09.
- Back on Growth track in FY 10

# Improving financial performance of Non Recruitment Businesses

~ EBITDA Losses reduced in FY10

INR M





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# Investee Companies

# Policybazaar.com

A naukri.com group venture

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The website is fantastic. Will definitely come back again'  
James Ramya Rajan, Delhi

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Citi

PRODUCT OF THE MONTH

SPECIAL OFFERS

Replay

Use your Visa to pay your Insurance premium and earn bonus reward points on it.

## Etechaces

- Currently selling insurance online through [www. policybazaar.com](http://www.policybazaar.com)
  - Loan products added (home, personal, car, education)

- Comparison shopping of financial products

- Experienced Team

- Large market with annuity income

- Propose to invest INR 200 mm, in tranches, for a 49% stake
  - Invested INR 99 mm as on March 31, 2010

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Maths Science

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## 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.

- Team experienced in development of education content, assessment modules and delivery.

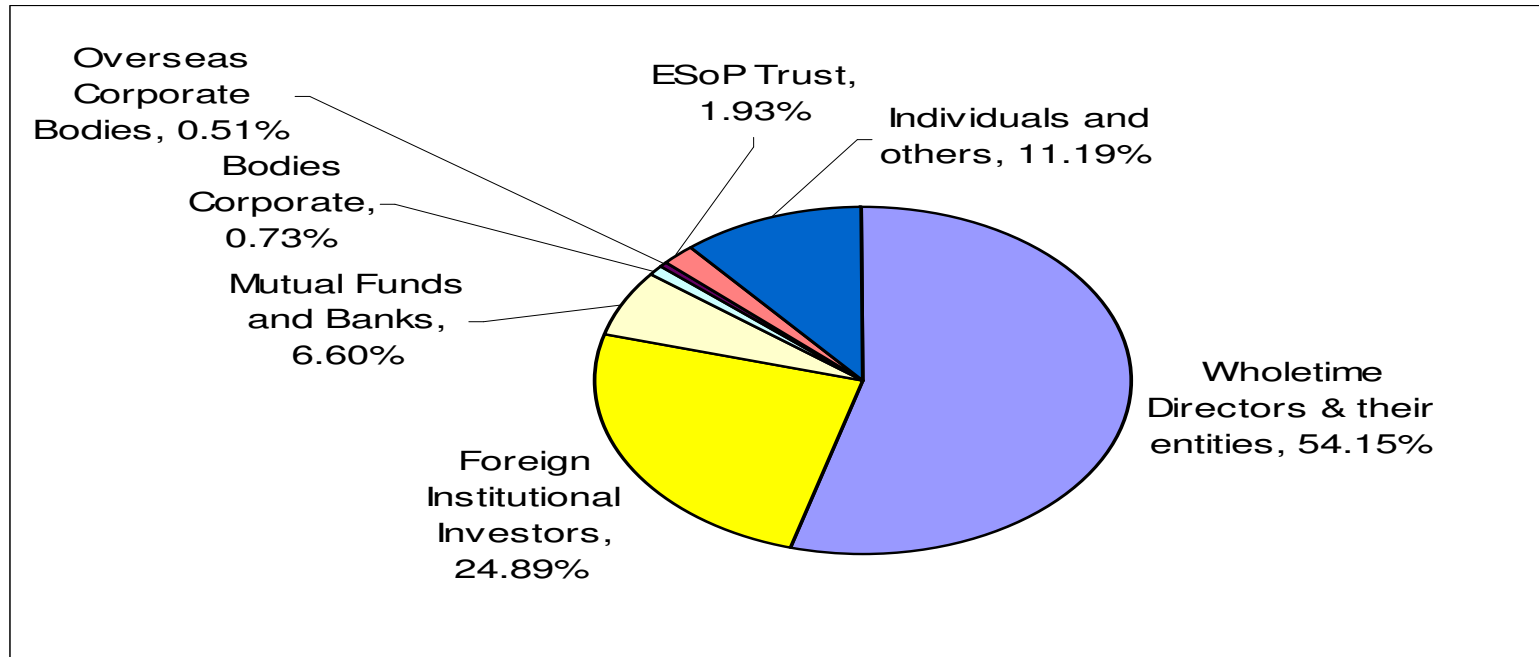
- Large addressable market.

- Invested Rs 65 mn for a 40% stake
- Propose to invest an additional Rs 50 million
-

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# Team and Governance

# > 50% share-holding with the Founding management group and ~25% with FIIs



Equinox	5.68%
Fidelity Funds	5.32%
Reliance Mutual Fund	3.76%
T Rowe Price	3.19%
Matthews	2.72%
DSP Blackrock Mutual Fund	1.19%
Acacia Parttners	0.94%

Total issued and paid up shares of Rs 10 each were 27.29 mm as on 31.3.10

**Founders committed to growing the company**

# Board of Directors

## Whole time

### Sanjeev Bikhchandani (46)

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

### Hitesh Oberoi (37)

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

### Ambarish Raghuvanshi (48)

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

## Non Executive

### Kapil Kapoor (45)

Chairman & Non Executive  
Director

B.A.Econ, PGDM IIM-A

Global COO, Timex Group

## Independent

### Saurabh Srivastava (64)

Independent Director  
B.Tech IIT Kanpur,  
M.Sc Harvard  
Founder IIS Infotech  
(Now Xansa)  
NASSCOM, TIE

### Arun Duggal (63)

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

### Ashish Gupta (43)

Independent Director  
B.Tech IIT Kanpur,  
Ph.D. Stanford Partner,  
Helion Venture Partners

### Naresh Gupta (43)

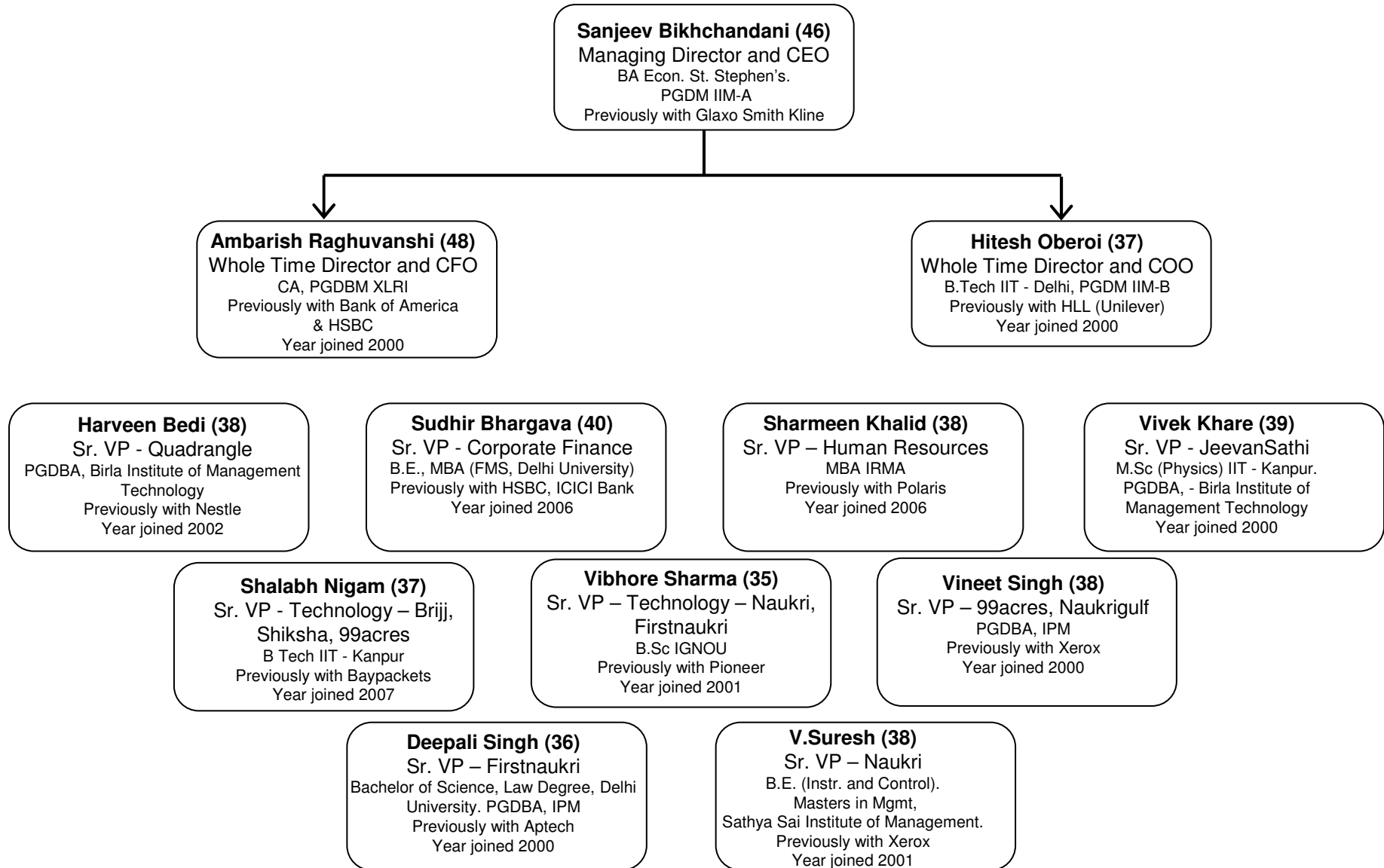
Independent Director  
B Tech IIT Kanpur, Ph.D  
MD Adobe India

### Bala Deshpande (43)

Independent Director  
MA Econ., MMS JBIMS  
New Enterprise Associates  
(NEA)

As of May 15, 2010

# Management Team



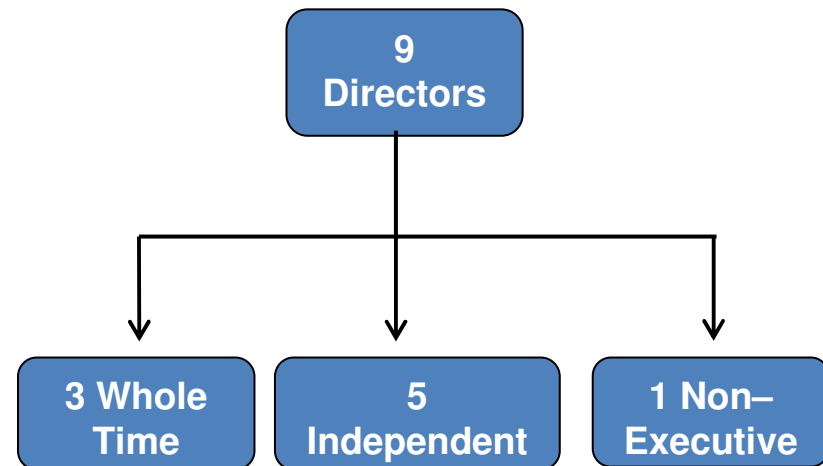
# Corporate Governance

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## Key Features of Governance

- Separation of Chairman and CEO role.
- Statutory Audit performed by PWC
- Internal audit performed by an external firm
- 5 Independent Directors out of 9 directors.
- Audit committee comprises of only Independent Directors.
- Disclosure of balance sheet and cash flow statements every quarter even though not mandatory.

## Governance at Info Edge





# Investor Relations Contacts

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Designation	Director and CFO	SVP - Corporate Finance
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Fax	+91 120 3082095	
Address	Info Edge (India) Limited, A 88 Sector 2, Noida - 201301, U.P., India	
Website	<a href="http://www.infoedge.in">www.infoedge.in</a>	