

# Info Edge (India) Limited

India's internet classifieds company

Nov, 2016

# Disclaimer

This presentation has been prepared by Info Edge (India) Limited (the "Company") solely for information purposes without any regard to any specific objectives, financial situations or information needs of any particular person. This presentation and its contents are confidential and should not be copied, distributed, disseminated, published or reproduced, in whole or part, or disclosed by recipients directly or indirectly to any other person. By reviewing this presentation, you agree to be bound by the trailing restrictions regarding the information disclosed in these materials.

This presentation contains statements that constitute forward-looking statements. These statements include descriptions regarding the intent, belief or current expectations of the Company or its directors and officers with respect to the results of operations and financial condition of the Company. These statements can be recognized by the use of words such as "expects," "plans," "will," "estimates," "projects," or other words of similar meaning. Such forward-looking statements are not guarantees of future performance and involve risks and uncertainties, and actual results may differ from those in such forward-looking statements as a result of various factors and assumptions which the Company believes to be reasonable in light of its operating experience in recent years. The risks and uncertainties relating to these statements include, but not limited to, risks and uncertainties, regarding fluctuations in earnings, our ability to manage growth and competition, among others. The Company does not undertake any obligation to revise or update any forward-looking statement that may be made from time to time by or on behalf of the Company. Given these risks, uncertainties and other factors, viewers of this presentation are cautioned not to place undue reliance on these forward-looking statements.

No representation, warranty, guarantee or undertaking, express or implied, is or will be made as to, and no reliance should be placed on, the accuracy, completeness, correctness or fairness of the information, estimates, projections and opinions contained in this presentation. Potential investors must make their own assessment of the relevance, accuracy and adequacy of the information contained in this presentation and must make such independent investigation as they may consider necessary or appropriate for such purpose. Such information and opinions are in all events not current after the date of this presentation. Further, past performance of the Company is not necessarily indicative of its future results. Any opinions expressed in this presentation or the contents of this presentation are subject to change without notice. This presentation should not be construed as legal, tax, investment or other advice.

Neither the Company nor any placement agent, promoters or any other persons that may participate in any offering of any securities of the Company shall have any responsibility or liability whatsoever for any loss howsoever arising from this presentation or its contents or otherwise arising in connection therewith.

This presentation does not constitute or form part of and should not be construed as, directly or indirectly, any offer or invitation or inducement to sell or issue, or any solicitation of any offer to purchase or subscribe for, any securities of the Company by any person in any jurisdiction, including in India, the United States, Australia, Canada or Japan, nor shall it or any part of it or the fact of its distribution form the basis of, or be relied on in connection with, any investment decision or any contract or commitment therefore.

Securities of the Company may not be offered or sold in the United States absent registration or an applicable exemption from registration under the United States Securities Act of 1933, as amended.

This presentation is not a prospectus, a statement in lieu of a prospectus, an offering circular, an advertisement or an offer document under the Companies Act, 2013, the Securities and Exchange Board of India (Issue of Capital and Disclosure Requirements) Regulations, 2009, as amended, or any other applicable law in India.

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

---

All figures mentioned are for Info Edge (India) Ltd. as a standalone entity and are as of Sept 30, 2016 or for the quarter ended Sept 30, 2016, unless indicated otherwise

Q2 FY17 or Q2 FY16 - 17 means the period July 1, 2016 to Sept 30, 2016

FY17 or FY 16-17 or FY 2017 means the Financial Year starting April 1, 2016 and ending March 31, 2017

1 Crore = 10 Million = 100 Lakh

# Our online businesses



India's no. 1 job site  
Division of Info Edge



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



Job site focused on the Gulf  
market



India's leading real estate site  
Division of Info Edge



India's leading education listings site  
Division of Info Edge

# Strategic investments



**zomato**.com

India's leading restaurant ratings and review site

Shareholding ~46%\*



**meritnation**.com  
school made easy

India's leading education site for school children

Shareholding ~59%\*



**mydala**.com  
We Bargain. You Gain.

Deals and discounts site with a merchant platform

Shareholding ~42%\*



**policybazaar**.com<sup>®</sup>  
compare kiya kya?

India's leading financial products comparison site

Shareholding ~10%\*<sup>^</sup>



**Canvera**™  
preserving memories

India's leading site for professional photographers

Shareholding ~58%\*



Designing and selling fun products

Shareholding ~48 %\*

\* 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.  
<sup>^</sup> 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 134 Crore for its 49.99% stake in Oct, 2015

# Strategic investments contd.



STAY HOME, BEAUTIFUL!

On demand, at home, beauty related services

Shareholding ~39%\*



SAAS based solutions for tour and activity operators

Shareholding ~26%\*



Technology enabled employment solutions for informal sector workers

Shareholding ~29%\*



Field sales force management solutions for enterprises

Shareholding ~35%\*



Cross platform sharable collaborative phonebook app

Shareholding ~12%\*

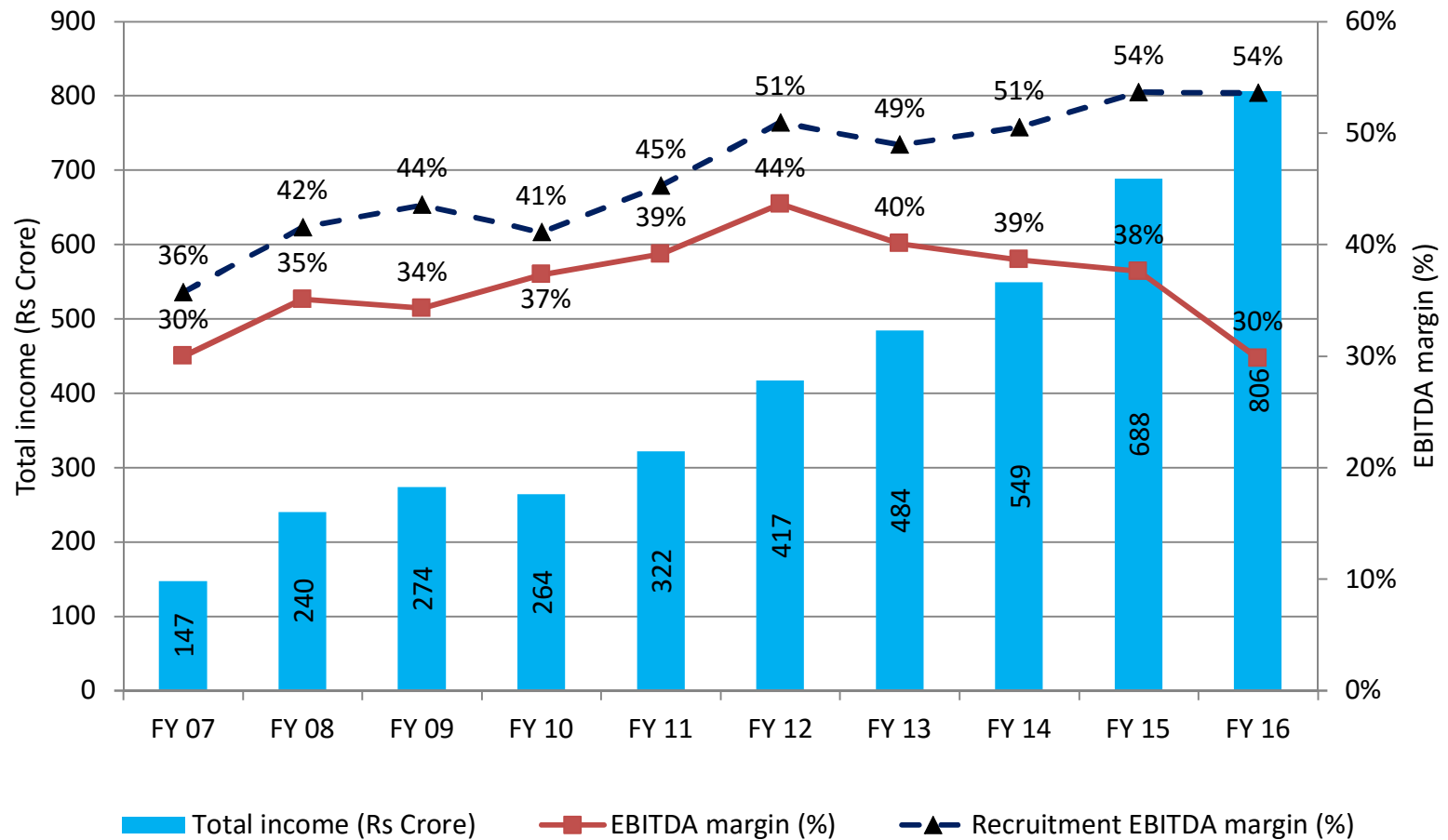
\* Approximate shareholding on fully disbursed and converted basis, held directly or indirectly (through subsidiaries, associates or affiliates).

# Our brands are market leaders

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

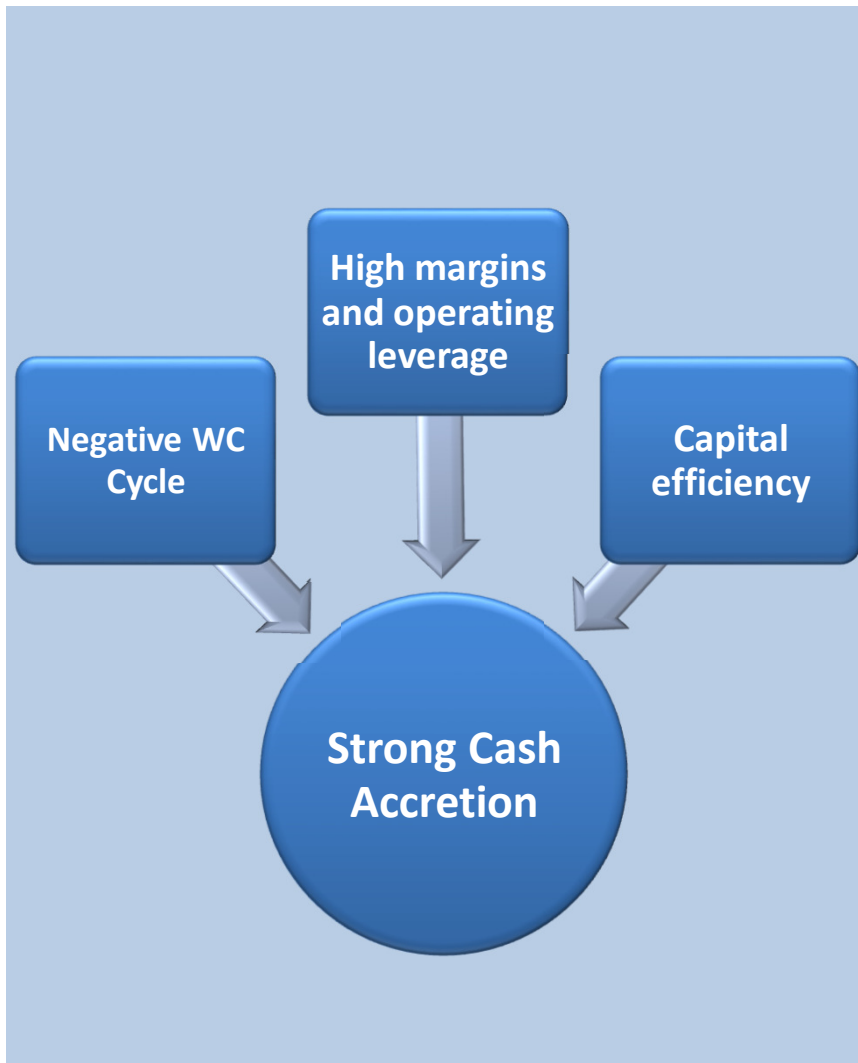
# Strong financial performance track record

Total Income and EBITDA margin for the standalone entity, 2007 – 2016

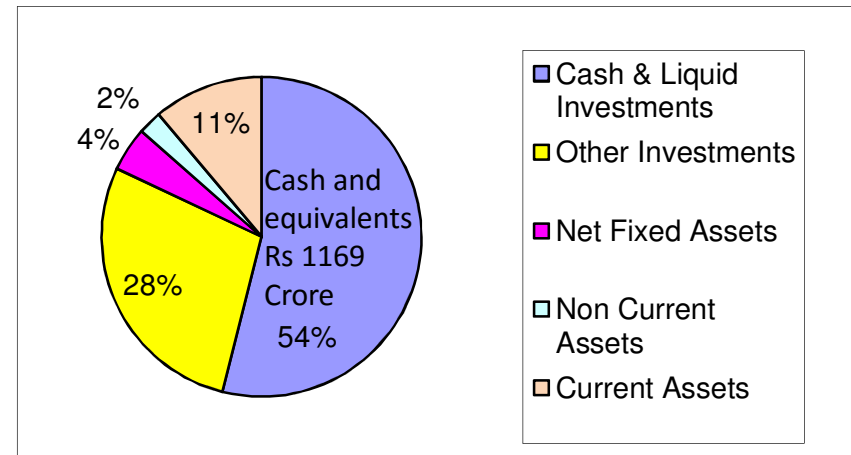


Margins declined during FY 14 -16 mainly on account of increased investments in 99acres

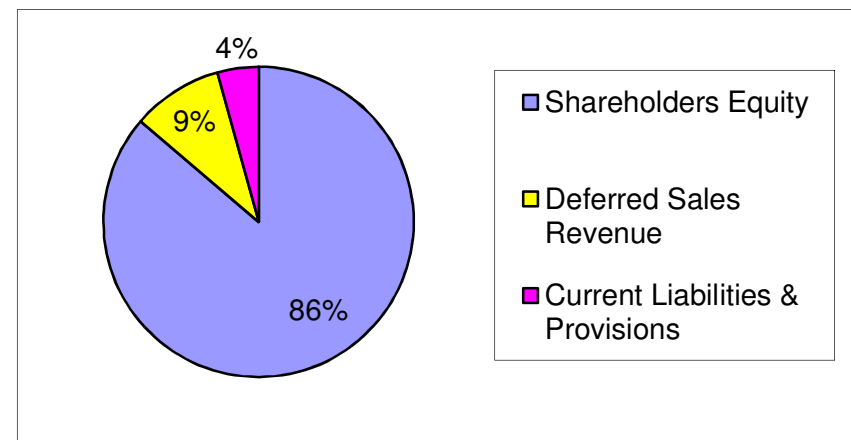
# Capital efficiency, high EBITDA margins and negative working capital have led to a strong balance sheet



**Assets**



**Liabilities**



As of Sept 30, 2016



# 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

# Board of Directors

## Whole time

### **Sanjeev Bikhchandani (53)**

Founder and Executive Vice  
Chairman

BA Econ. St. Stephen's.  
PGDM IIM-A

Previously with GlaxoSmithKline

### **Hitesh Oberoi (44)**

Managing Director and CEO

B.Tech IIT Delhi,  
PGDM IIM-B

Previously with HLL (Unilever)

### **Chintan Thakkar (50)**

Director and CFO

Chartered Accountant  
Previously with Computer  
Associates, India

## Non Executive

### **Kapil Kapoor (52)**

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 (50)**

Independent Director

MA Econ., MMS JBIMS

Sr. MD, New Enterprise  
Associates (NEA)

### **Naresh Gupta (50)**

Independent Director

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

Previously MD, Adobe India

### **Sharad Malik (52)**

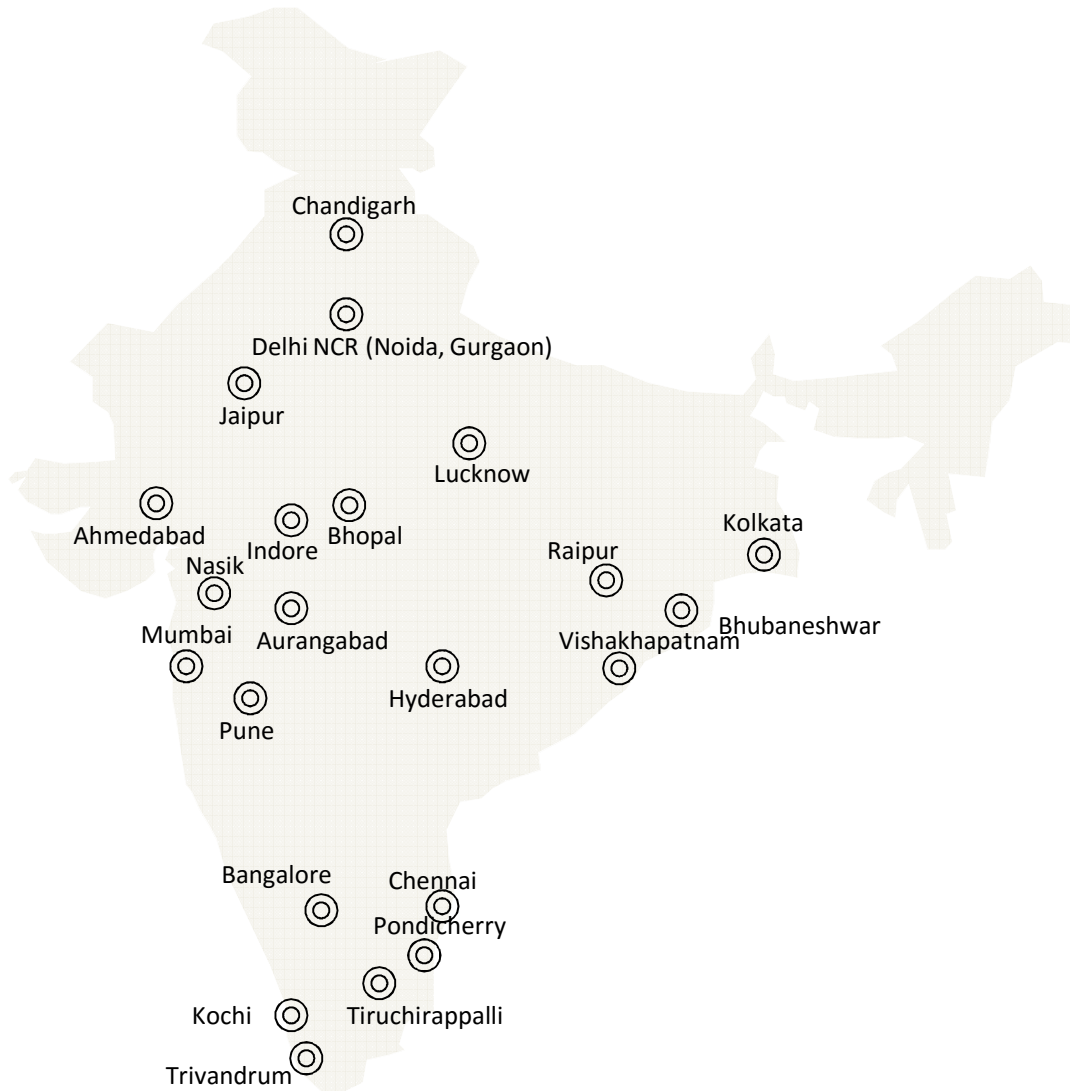
Independent Director

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

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

# Nationwide sales/customer interface infrastructure

Info Edge sales offices illustrative map

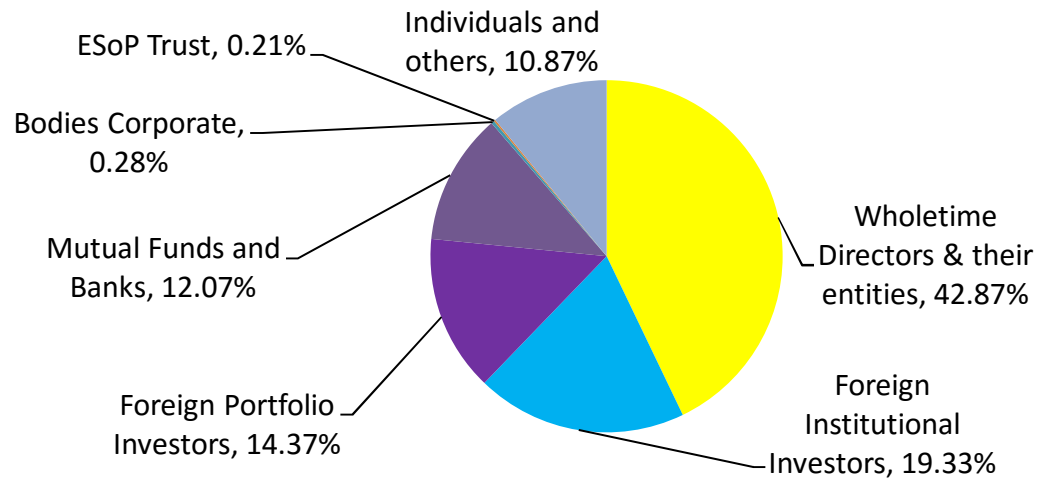


## Key Observations

- Nation wide coverage through 71 company branch offices in 44 cities in India
- ~ 2858 sales/ servicing/ client facing staff or 70% of the company's\* workforce of ~4087
- Only "dot com" player with this kind of sales organization

\* Including allcheckdeals, a wholly owned subsidiary

~43% shareholding is with the Founding management group and ~34% with FIIs/ FPIs (as of Sept 30, 2016)



Amansa Holdings	3.38%
Matthews	3.36%
HDFC Trustee	3.36%
WF Asian	3.25%
Nalanda India Equity Fund	3.18%
Aranda Investments	2.70%
Acacia Partners	2.48%
ICICI Prudential MF	2.04%
Axis MF	1.83%
Capital Group	1.41%
Reliance MF	1.32%
SBI Magnum MF	1.27%
Fidelity	1.21%
Mirae Asset	0.80%

Total number of issued and paid up shares of Rs 10 each are 12.11 Crore (post 1:1 bonus in Sept, 2010, 1:1 bonus in Jun, 2012 and dilution (QIP) in Sept, 2014)

# Naukri

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



CLICK TO  
APPLY

Get best matched jobs on your email. No registration needed

Create a Job Alert

Top Employers



Best Places to Work

All Sectors

Information Technology

Manufacturing

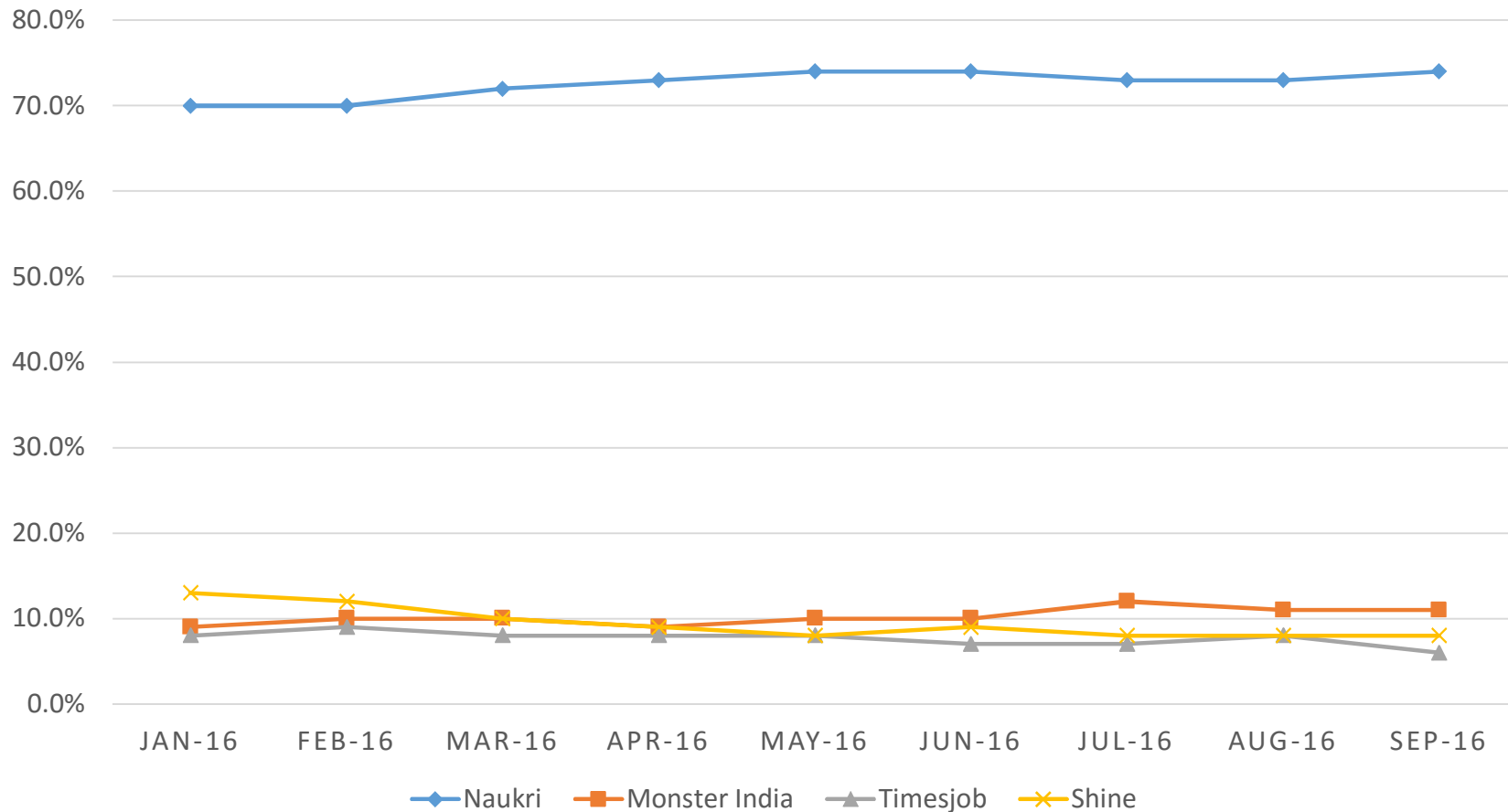
Services

# Naukri is the dominant leader in the online job market

- During or end of, Q2 FY 16-17
  - ~77% traffic share (Source : SimilarWeb)
  - 325,000 to 355,000 job listings (on a given day)
  - ~4.9 Crore resumes
  - 15,300+ avg. resumes added daily
  - 248,000+ resumes modified daily
  - 700,000 to 930,000 resume searches daily
  - 70 to 110 lakh resume contacts by recruiters daily
  - About 32,000 job seekers availed premium services
- 37,500 clients in Q2 FY 16-17 vs 34,000 in Q2 FY 15-16
- 48,000 clients in H1 FY 16-17 vs 44,000 in H1 FY 15-16

# Naukri has dominant traffic share

Overall traffic (including mobile) based on page views



Source: SimilarWeb

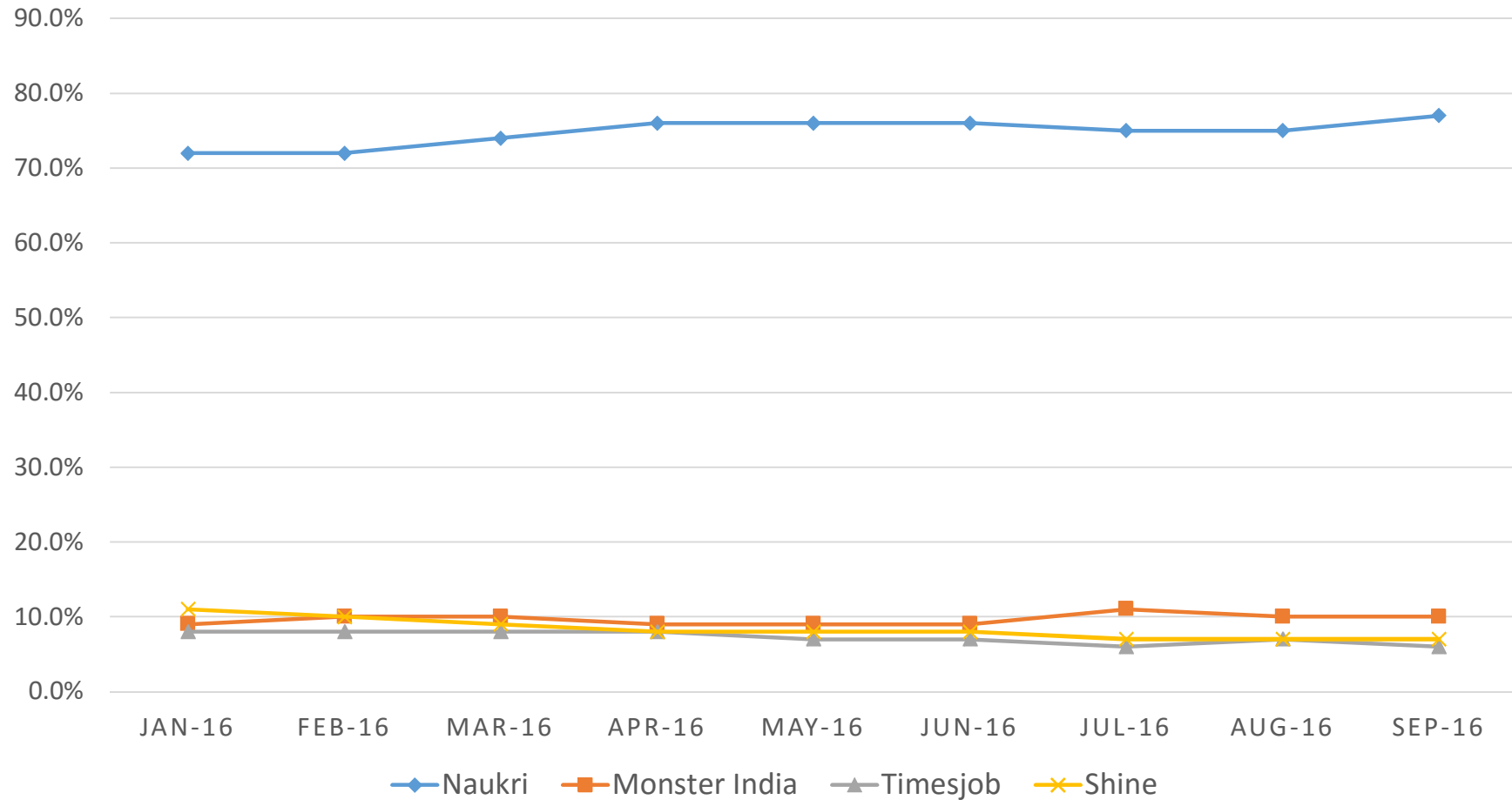
Above chart excludes LinkedIn since much of the traffic may not pertain to jobs

~59% of the total sessions for Naukri, in Q2 FY 16-17, through mobile, Source : Google Analytics



# Naukri has dominant traffic share

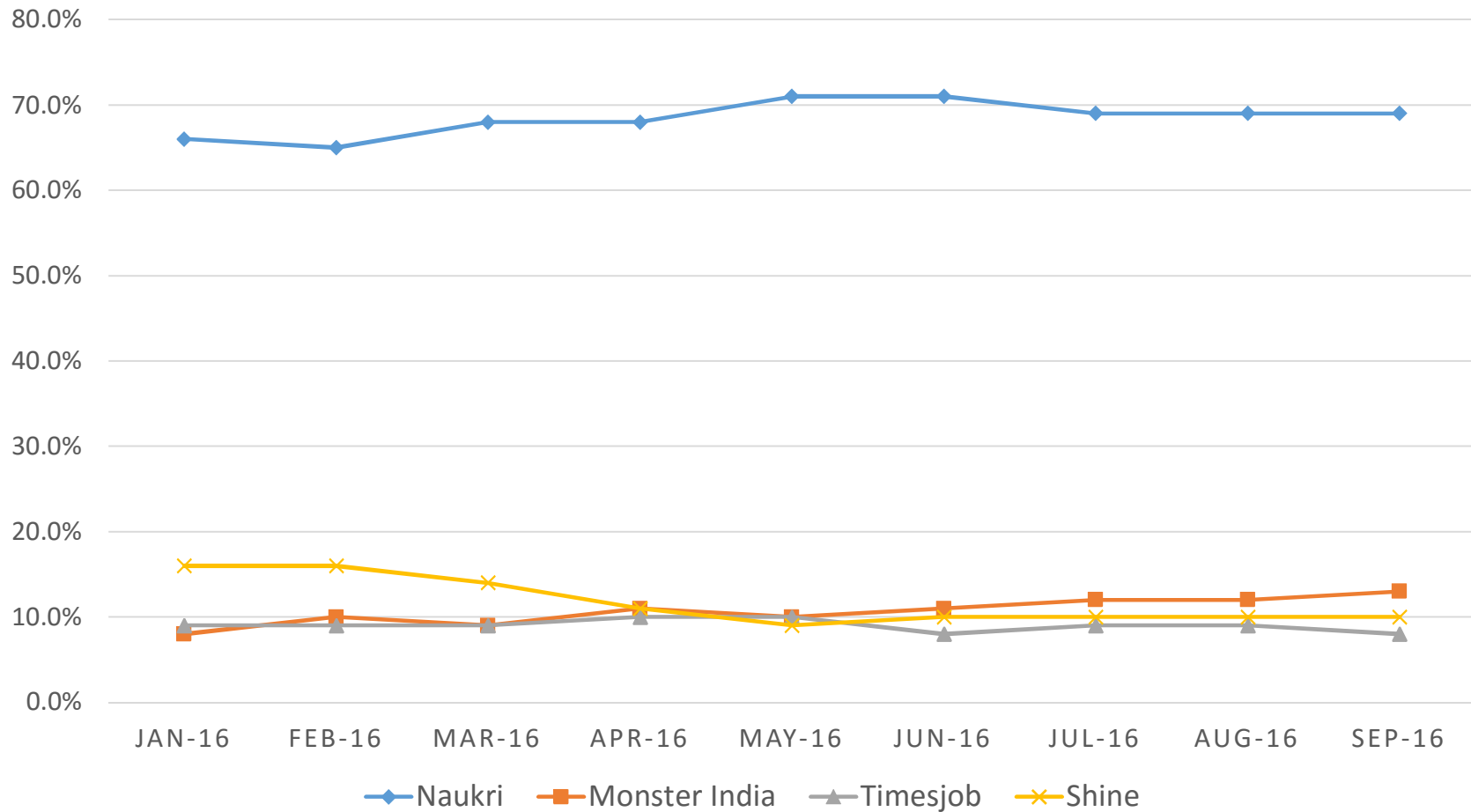
Traffic from desktops and laptops (excl. mobile) based on page views



Source: SimilarWeb

# Naukri has dominant traffic share

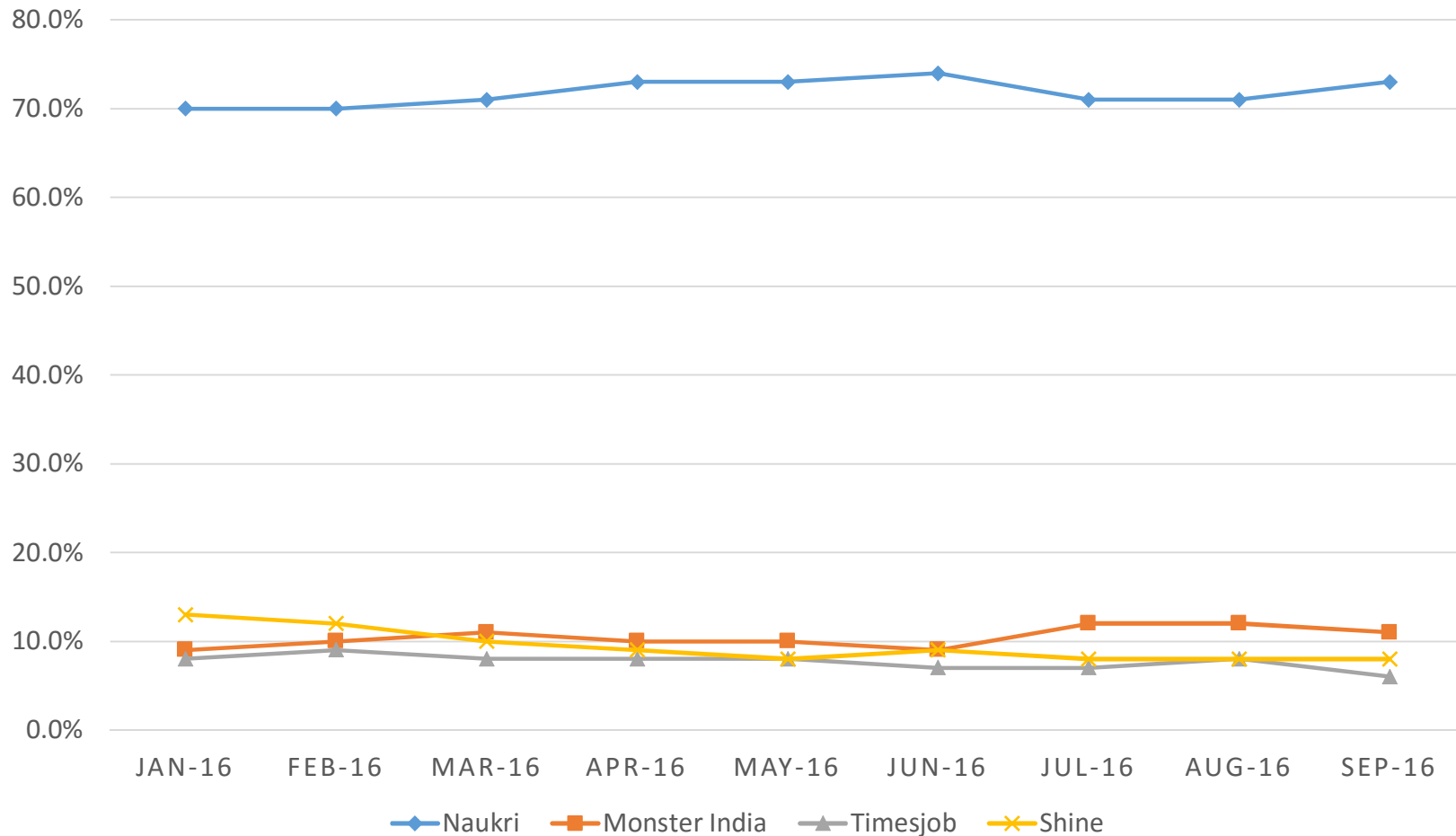
Traffic from mobile (excl. app) based on page views



Source: SimilarWeb

# Naukri has dominant traffic share

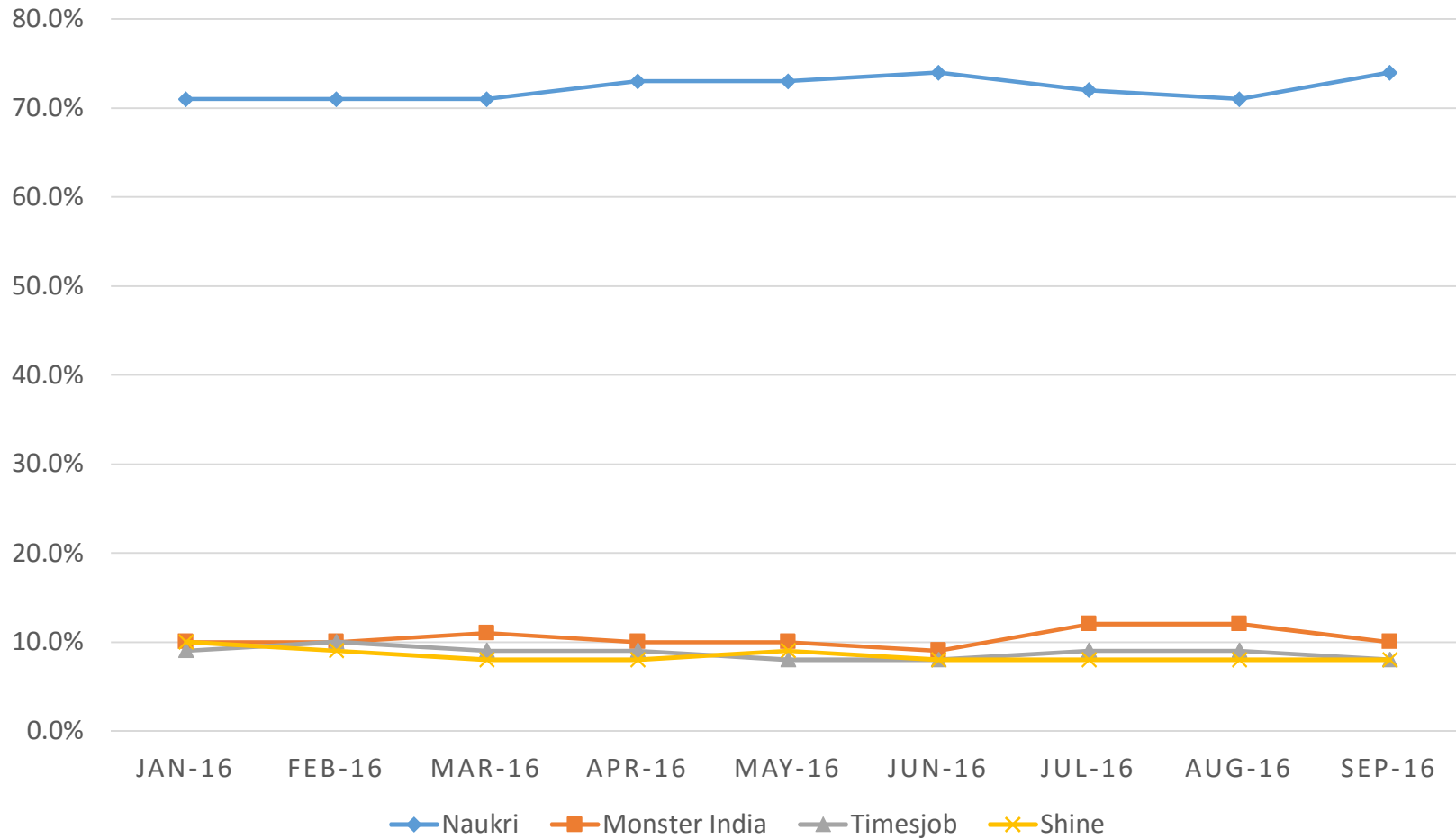
Overall traffic (including mobile) based on time spent



Source: SimilarWeb

# Naukri has dominant traffic share

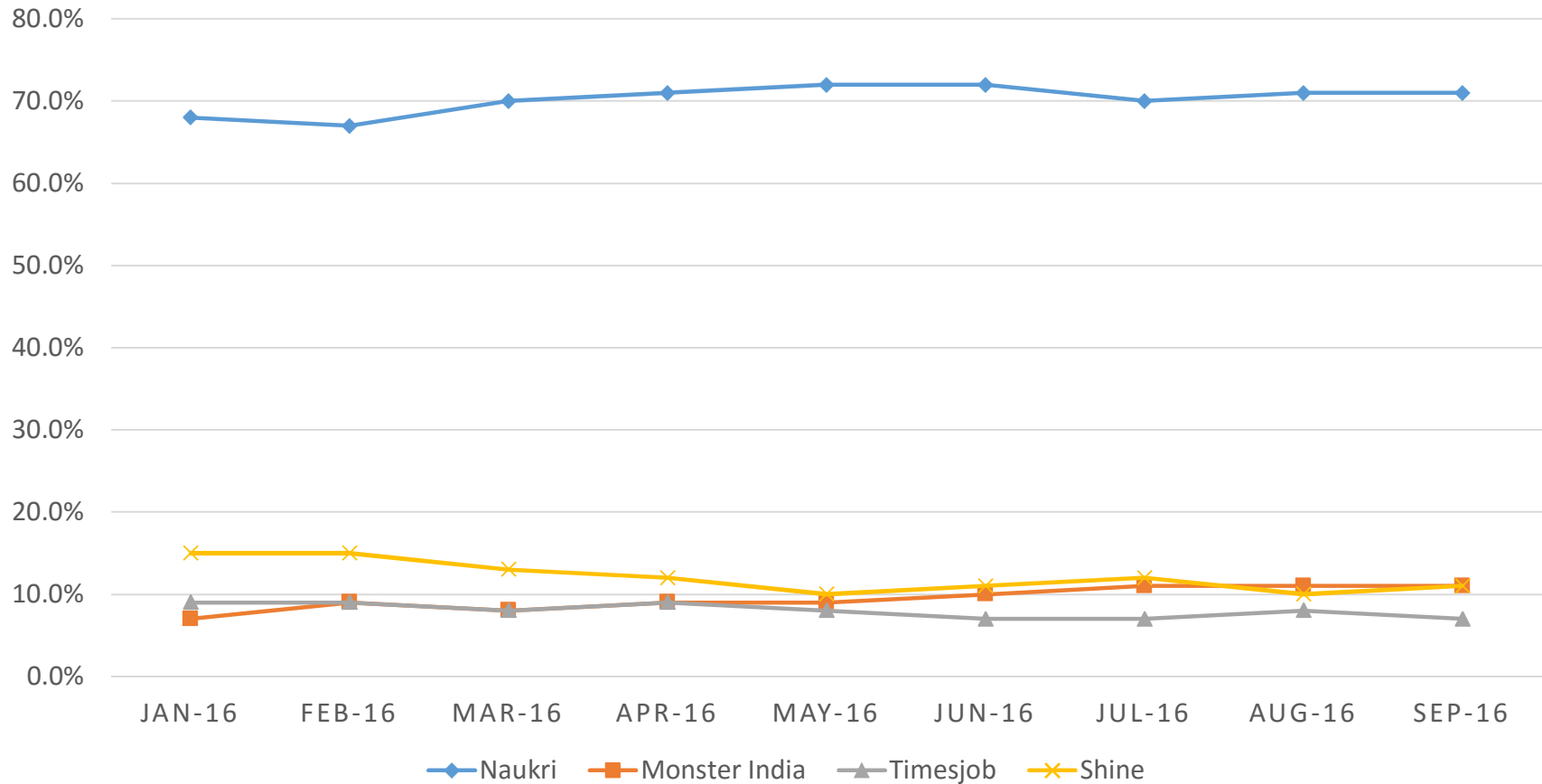
Traffic from desktops and laptops (excl. mobile) based on time spent



Source: SimilarWeb

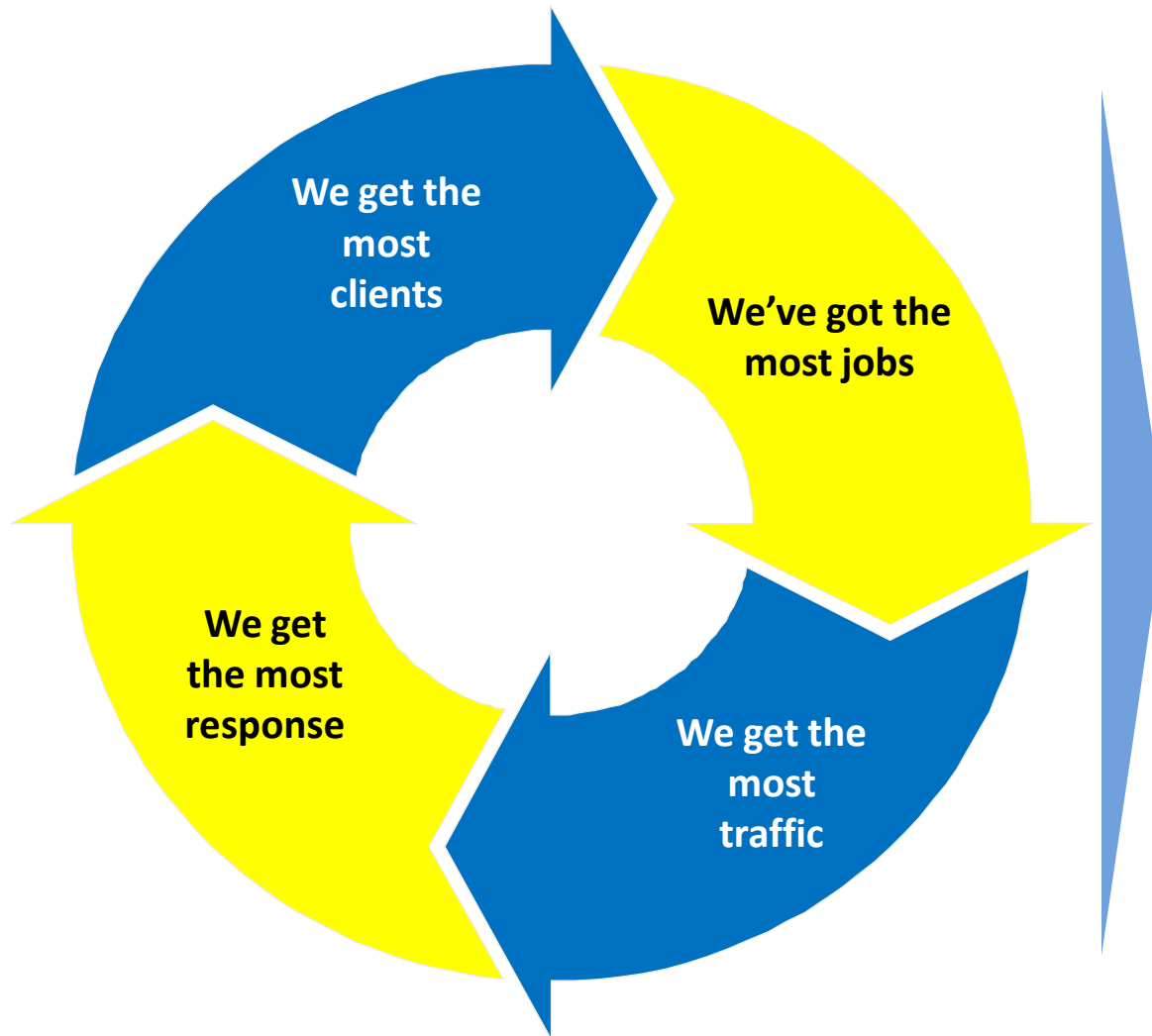
# Naukri has dominant traffic share

Traffic from mobile (excl. app) based on time spent



Source: SimilarWeb

# Naukri is a business of the virtuous circle



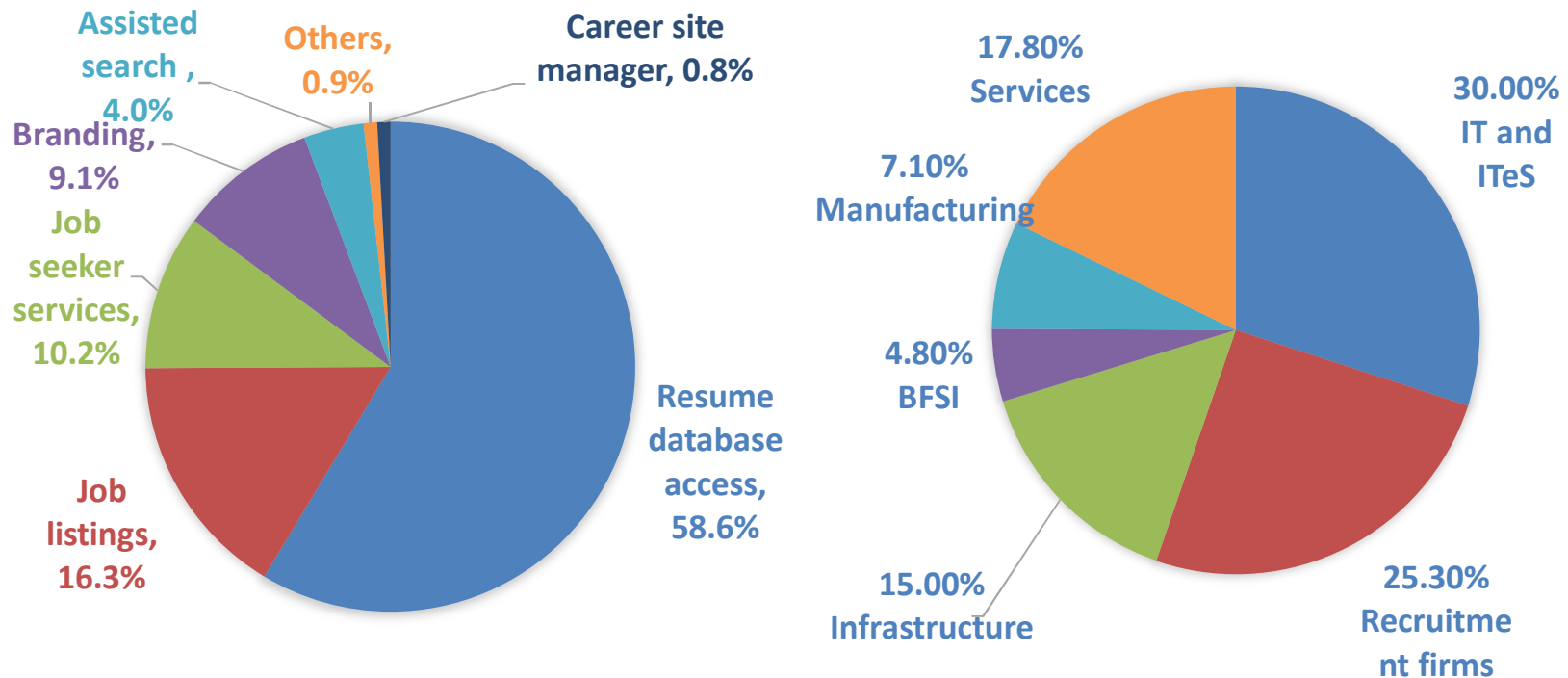
## Benefits

- 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

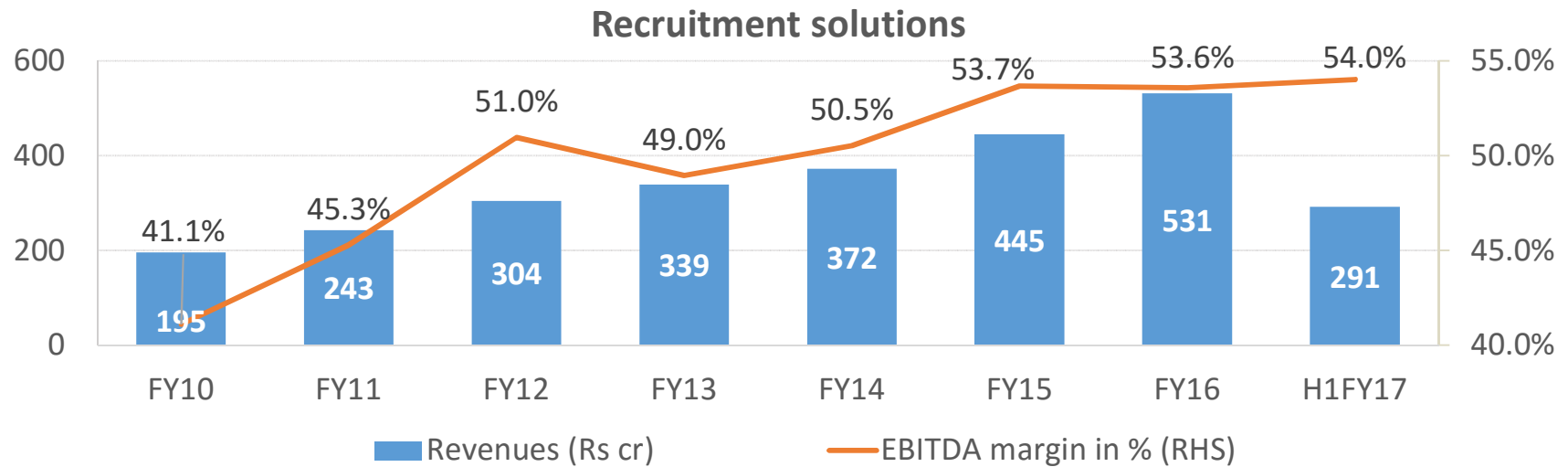
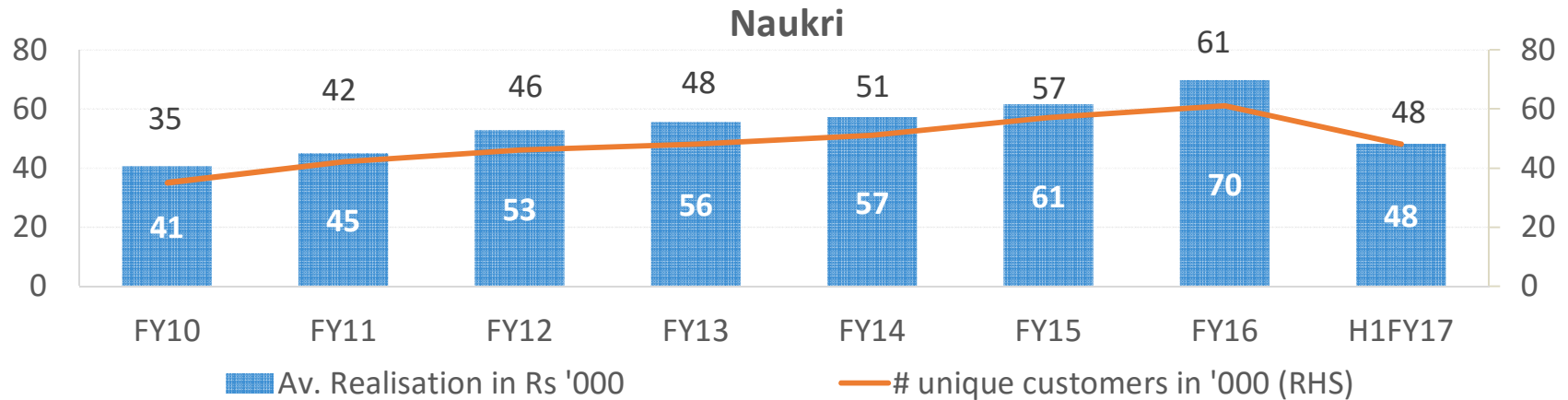
# Breakup of revenue by product type and industry in FY 15-16



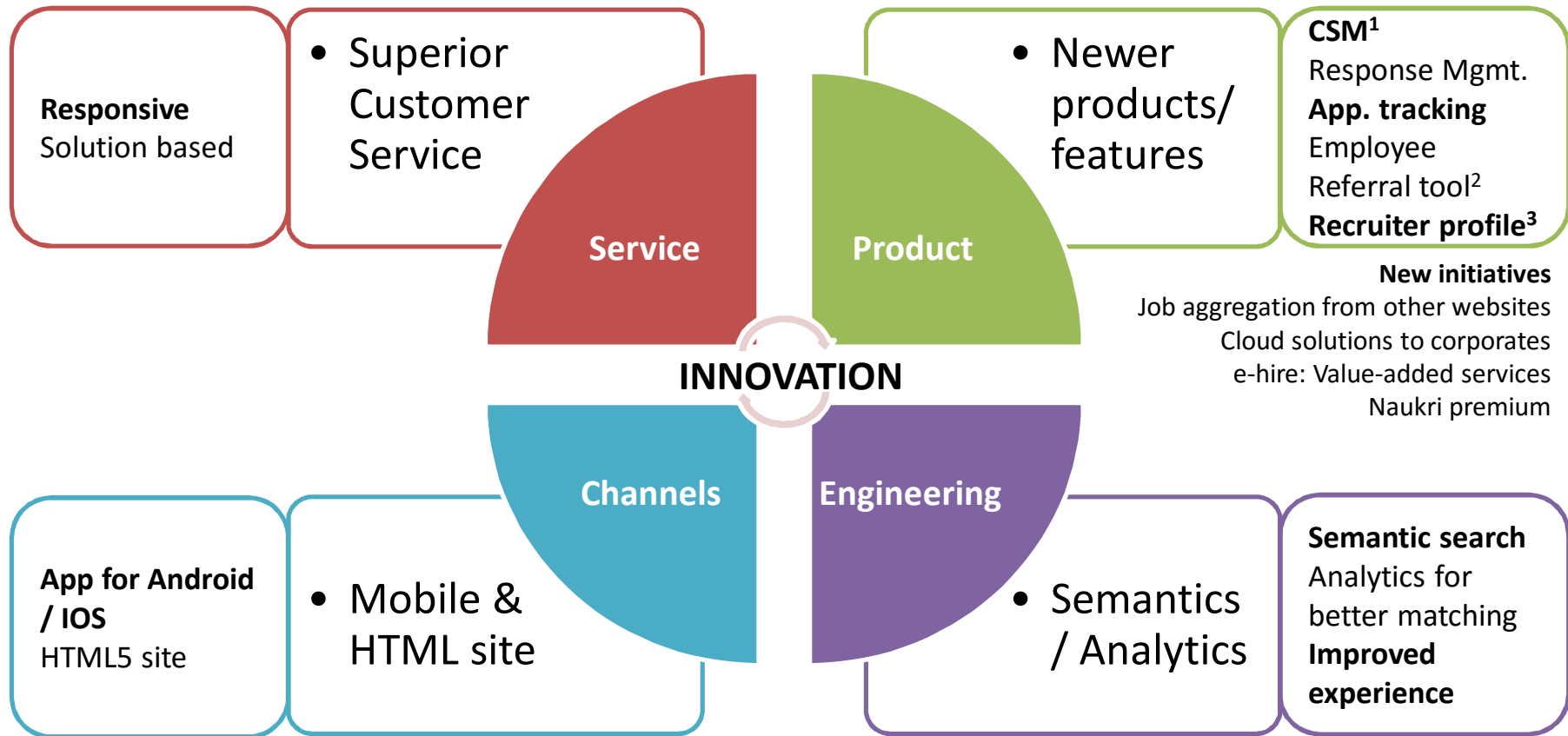
Assuming 50% of the revenue from Recruitment firms is from IT industry, then IT and ITeS is about 42%  
 BFSI is banking, financial services and insurance



# Robust revenue growth with increasing number of clients & healthy and improving recruitment margins



# 4-pronged strategy for Naukri.com



1 Career Site Manager, 1,600 clients in FY15-16

2 Employees can submit direct or social media referrals; Over 150,000 employees registered

3 Over 150,000 profiles already exist

# 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



# Recruiter profile

Platform for public profiles of HR professionals and recruitment consultants



Jobseekers can  
**'FOLLOW'**  
Recruiter Updates

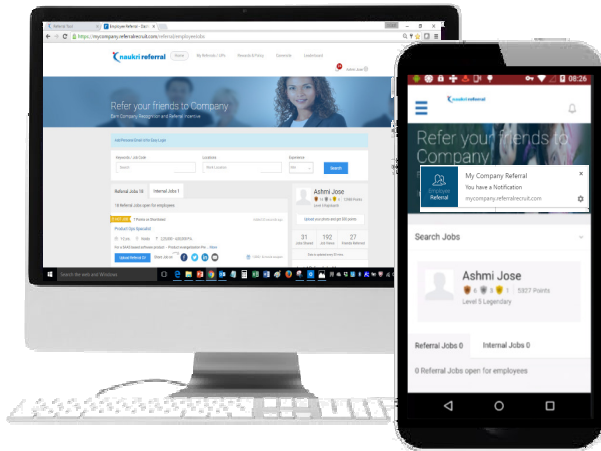
Keep jobseekers  
informed of recruiter's  
Active Jobs

Help Build recruiter's  
personal database

Over 150,000 recruiter profiles on [www.naukri.com](http://www.naukri.com)

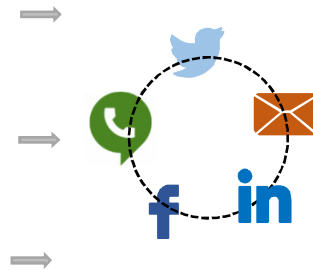
# Naukri Referral Hiring Tool

End to end employee referral management and automation



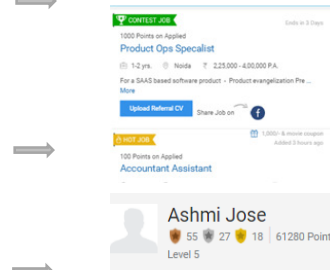
## Mobile Ready Employee Referral Site

- + Referral Mobile app
- + Internal Job Postings



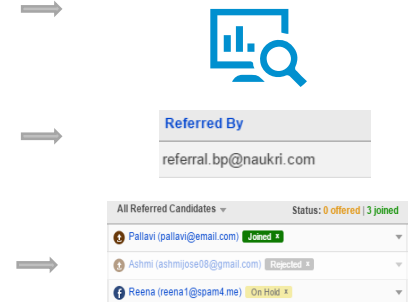
## Social Media Referrals

- + Referrals from Employees' networks



## Employee Engagement - Gamification

- + Real Time Notifications to Employees



## Integrated Referral Tracking

- + Automated Job Postings & Payout Reporting

Sold to 350+ clients in FY 15-16  
150,000+ employees registered as of Sept 30, 2016

# Mobile an important source of traffic

About 59% of the sessions in Q2 FY 16-17 (vs 54% sessions in Q2 FY 15-16) from mobile

## Android app

25% of total Naukri sessions

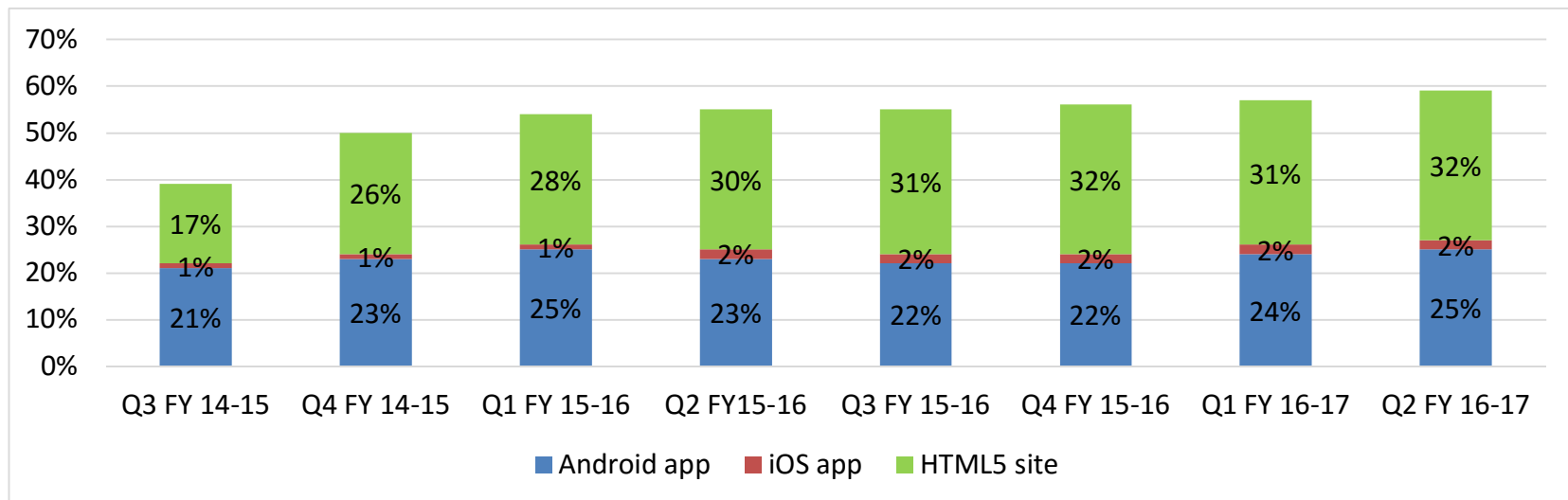
## iOS app

2% of total Naukri sessions

## HTML5 site

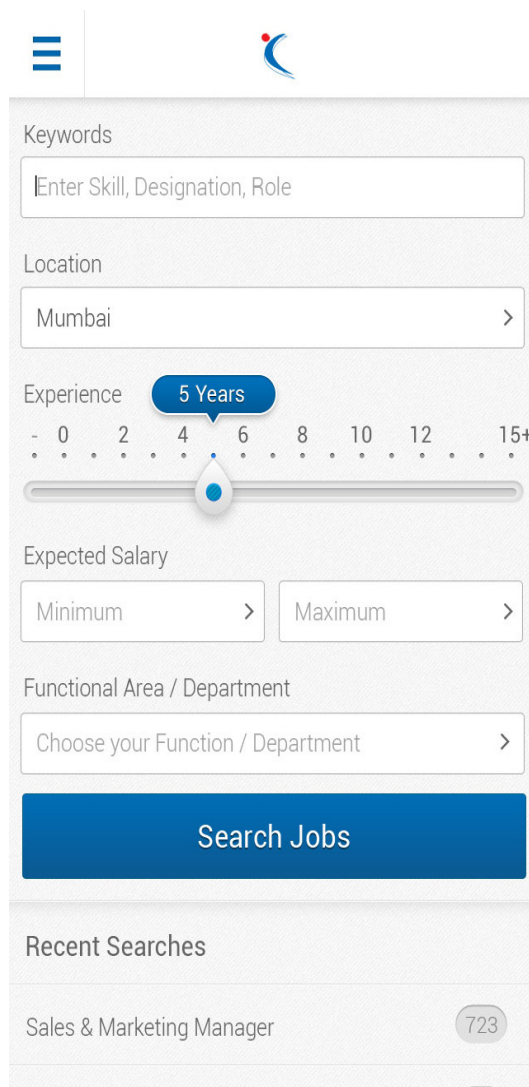
32% of total Naukri sessions

Trend over eight quarters





# The App and HTML5 site



Keywords  
Enter Skill, Designation, Role

Location  
Mumbai

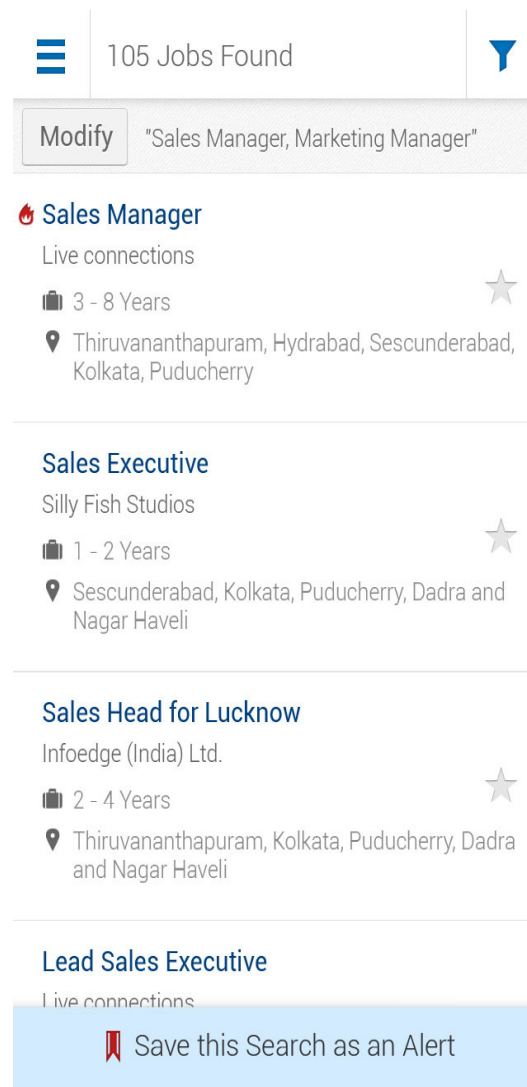
Experience  
5 Years  
- 0 2 4 6 8 10 12 15+

Expected Salary  
Minimum Maximum

Functional Area / Department  
Choose your Function / Department

**Search Jobs**

Recent Searches  
Sales & Marketing Manager (723)



105 Jobs Found

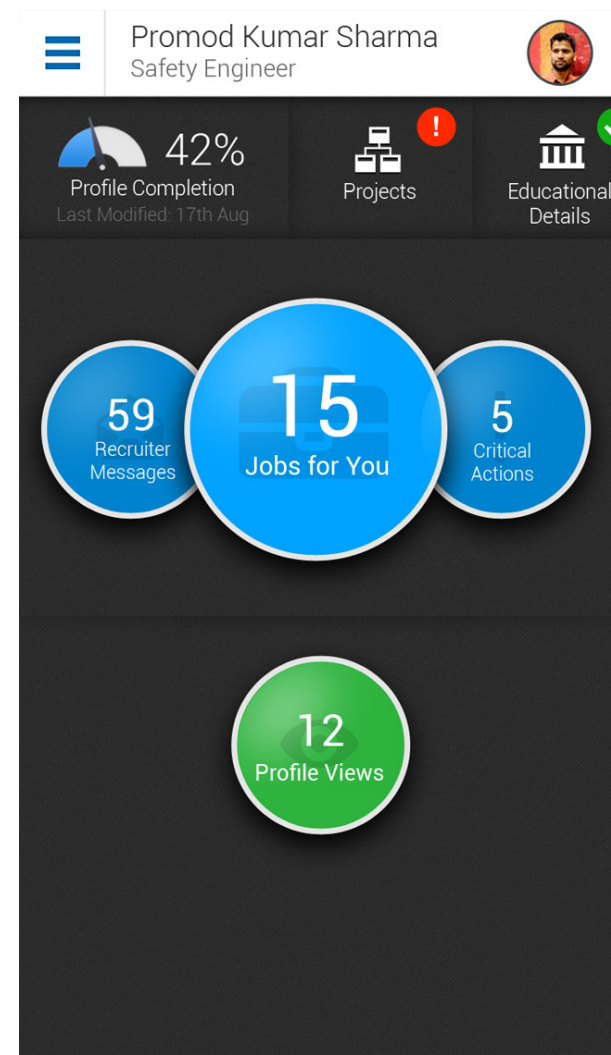
Modify "Sales Manager, Marketing Manager"

**Sales Manager**  
Live connections  
3 - 8 Years  
Thiruvananthapuram, Hyderabad, Secunderabad, Kolkata, Puducherry

**Sales Executive**  
Silly Fish Studios  
1 - 2 Years  
Secunderabad, Kolkata, Puducherry, Dadra and Nagar Haveli

**Sales Head for Lucknow**  
Infoedge (India) Ltd.  
2 - 4 Years  
Thiruvananthapuram, Kolkata, Puducherry, Dadra and Nagar Haveli

**Lead Sales Executive**  
Live connections  
**Save this Search as an Alert**



Promod Kumar Sharma  
Safety Engineer

Profile Completion 42%  
Last Modified: 17th Aug

Projects

Educational Details

59 Recruiter Messages

15 Jobs for You

5 Critical Actions

12 Profile Views



# 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 comparisons

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 5313 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

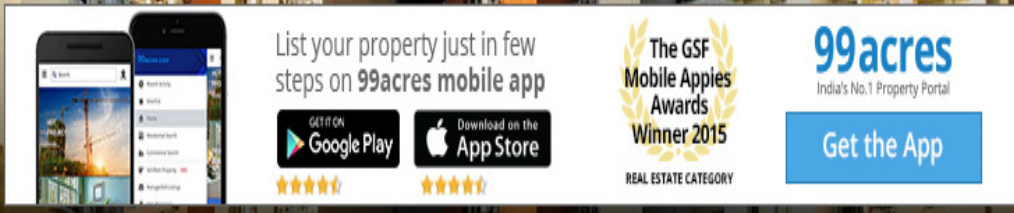
99 acres

Buy Rent Projects Commercial Dealers

All Residential ▾ Type Location or Project/Society or Keyword

SEARCH

MAP SEARCH



List your property just in few steps on 99acres mobile app

GET IT ON Google Play

Download on the App Store

★★★★★

★★★★★

The GSF Mobile Apples Awards Winner 2015

REAL ESTATE CATEGORY

**99acres**  
India's No.1 Property Portal

Get the App

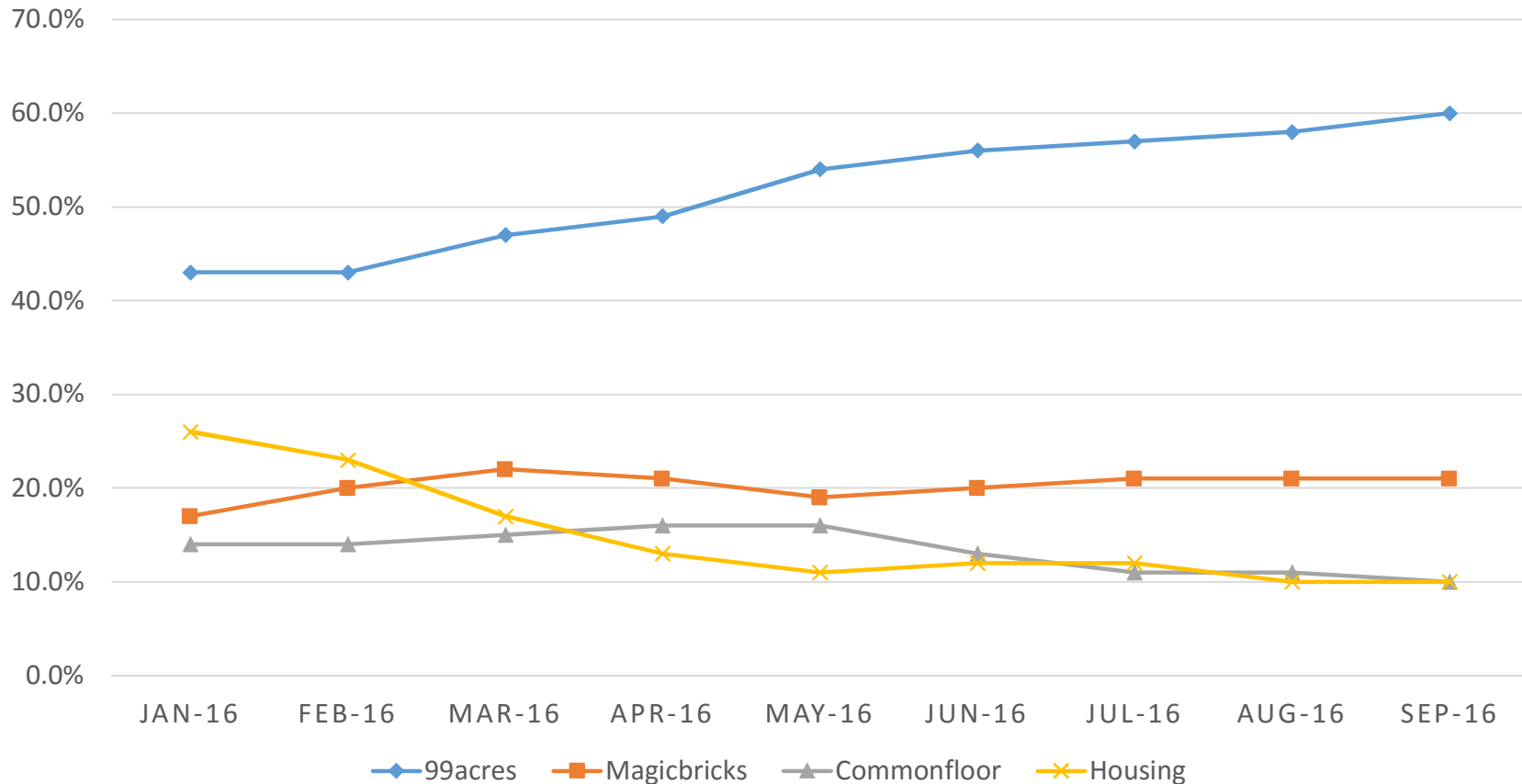
Explore Real Estate in India

# Online real estate business - India

- Real estate estimated to be one of the large advertising category in print (~Rs 1500 to 2000 Crore in FY 15-16)
- Our estimate of spend on online real estate portals was Rs 320 to 330 Crore in FY 15-16 (excluding Google)
- 99acres, a leader amongst 6 players
  - Google and local classifieds sites (like olx and quikr) also compete for this market
- Access through mobile increasing (nearly 56% of the sessions in Q2 through mobile vs 53% in Q2 last year)

# Traffic share – 99acres pulling ahead

Overall traffic (including mobile) based on page views

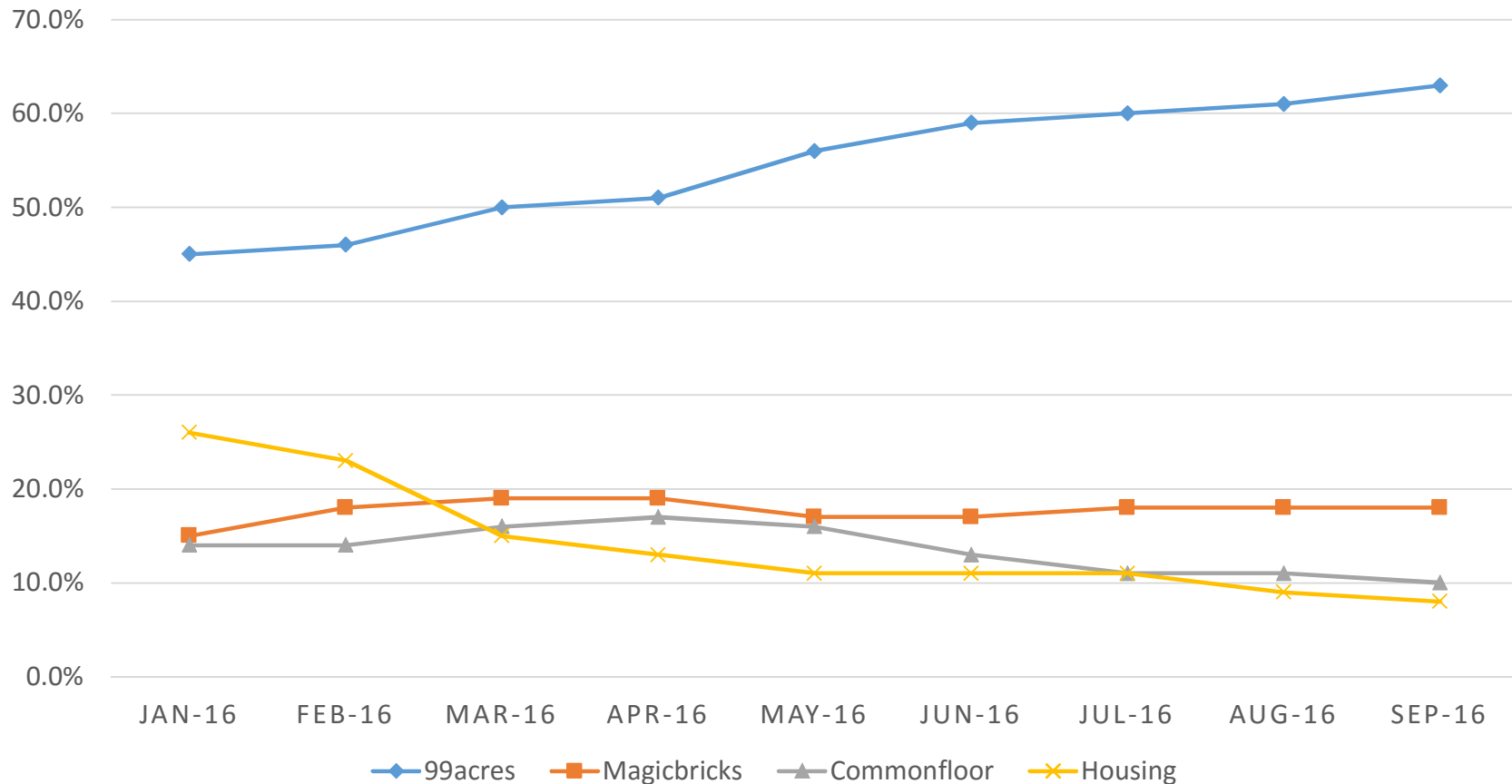


Source: SimilarWeb

~56% of the total sessions for 99acres, in Q2 FY16-17, through mobile. Source : Google Analytics

# Traffic share – 99acres pulling ahead

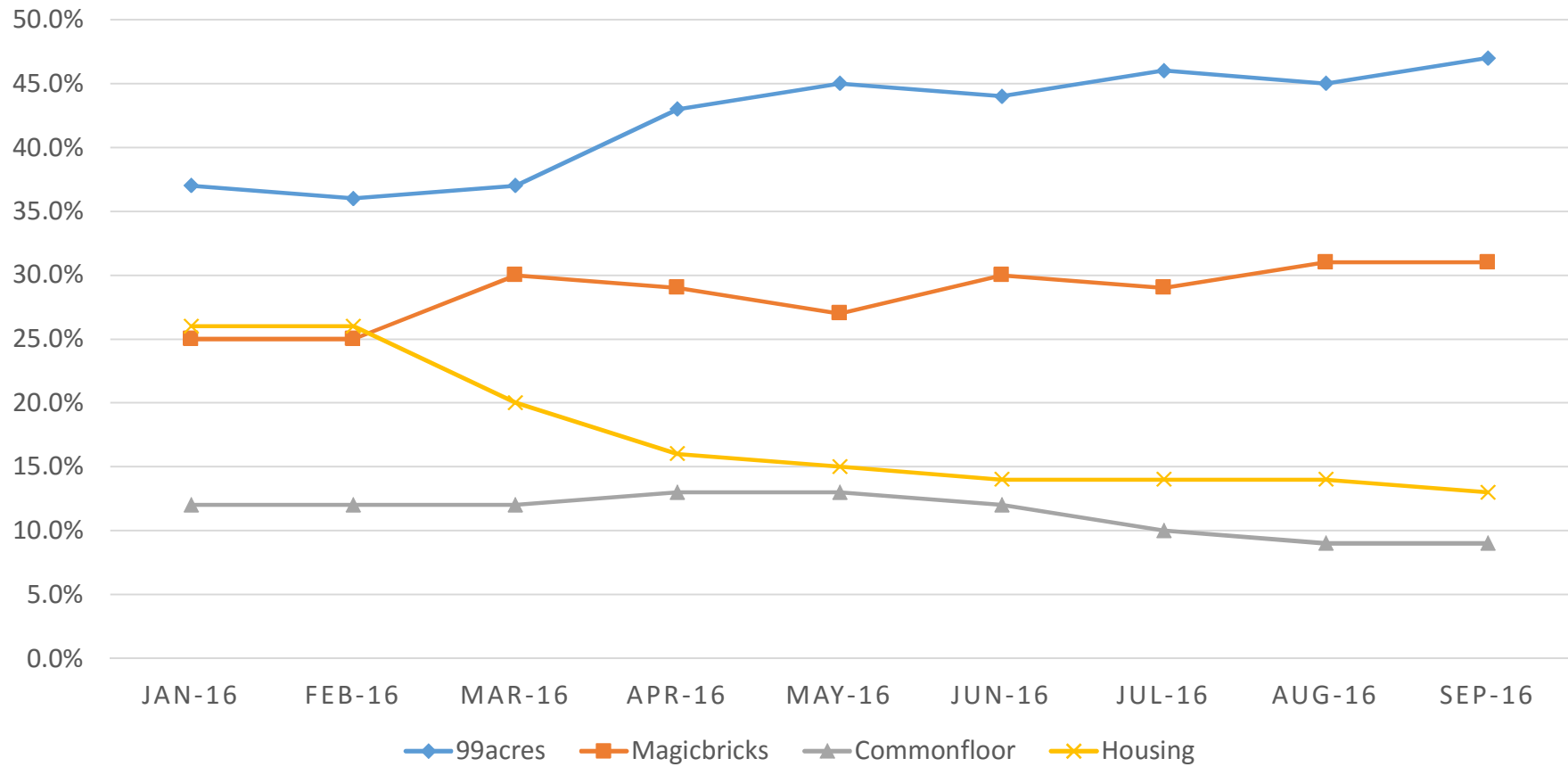
Traffic from desktops and laptops (excl. mobile) based on page views



Source: SimilarWeb

# Traffic share – 99acres pulling ahead

Traffic from mobile (excl. app) based on page views

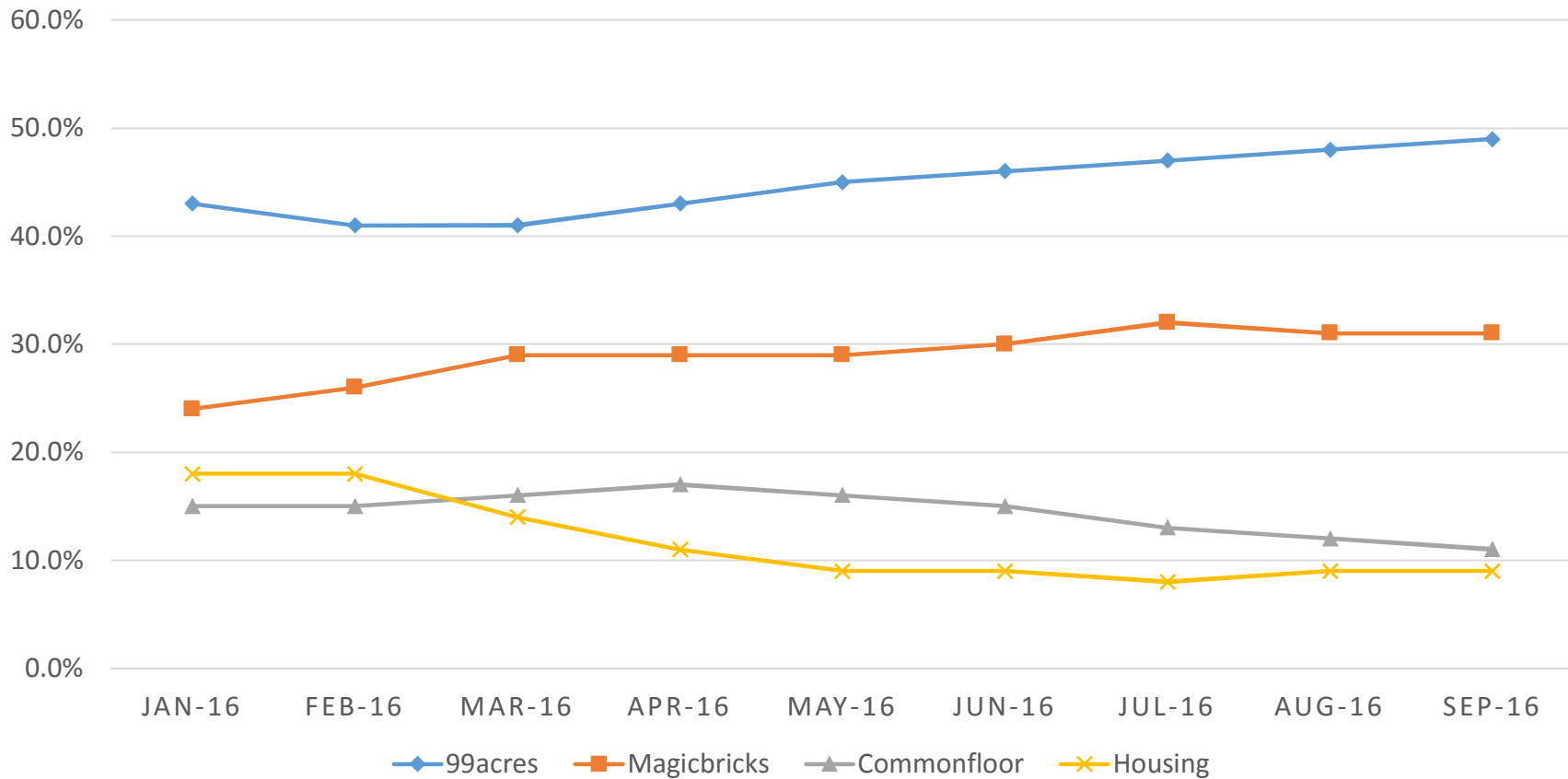


Source: SimilarWeb



# Traffic share – 99acres pulling ahead

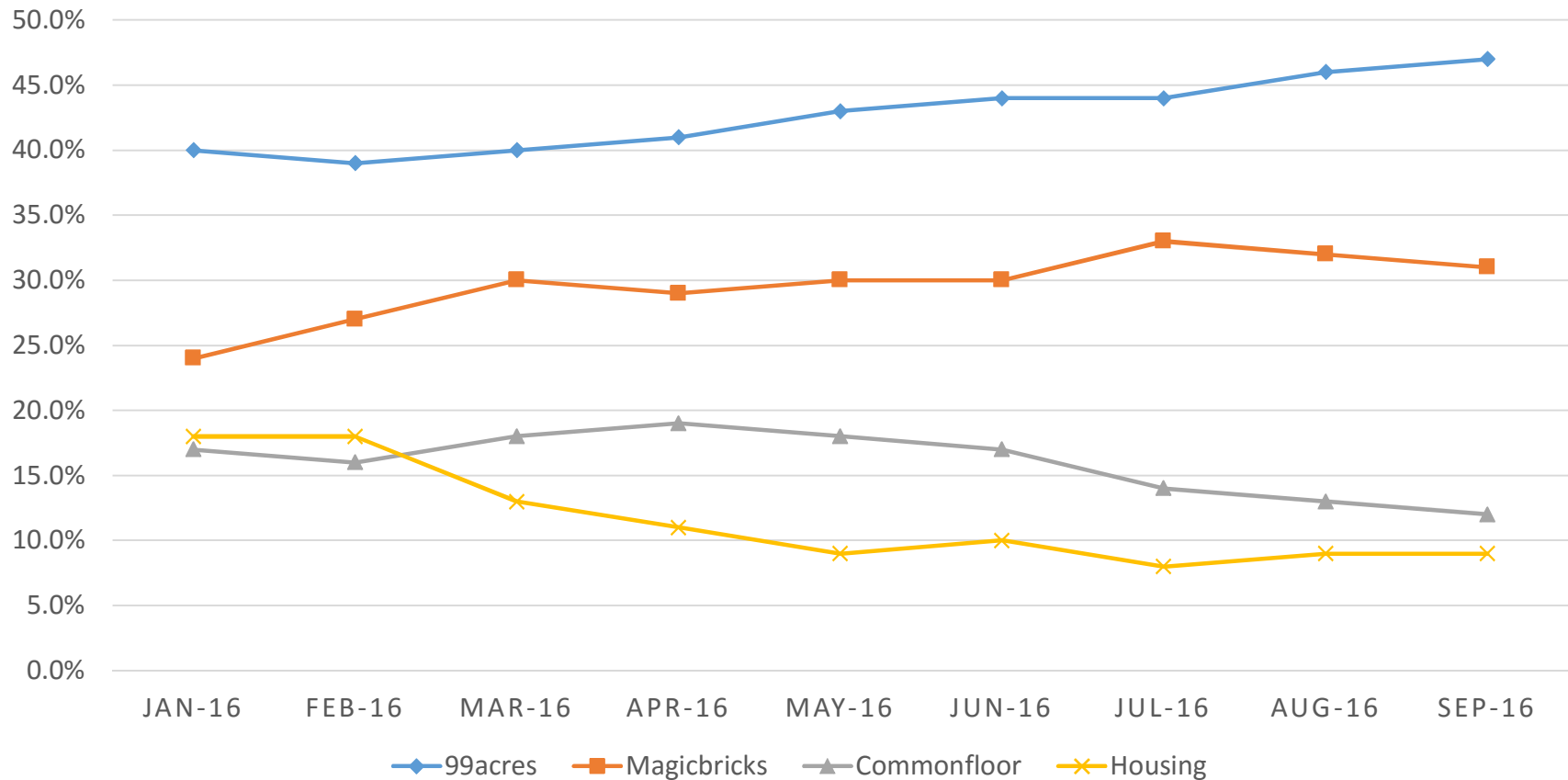
Overall traffic (including mobile) based on time spent



Source: SimilarWeb

# Traffic share – 99acres pulling ahead

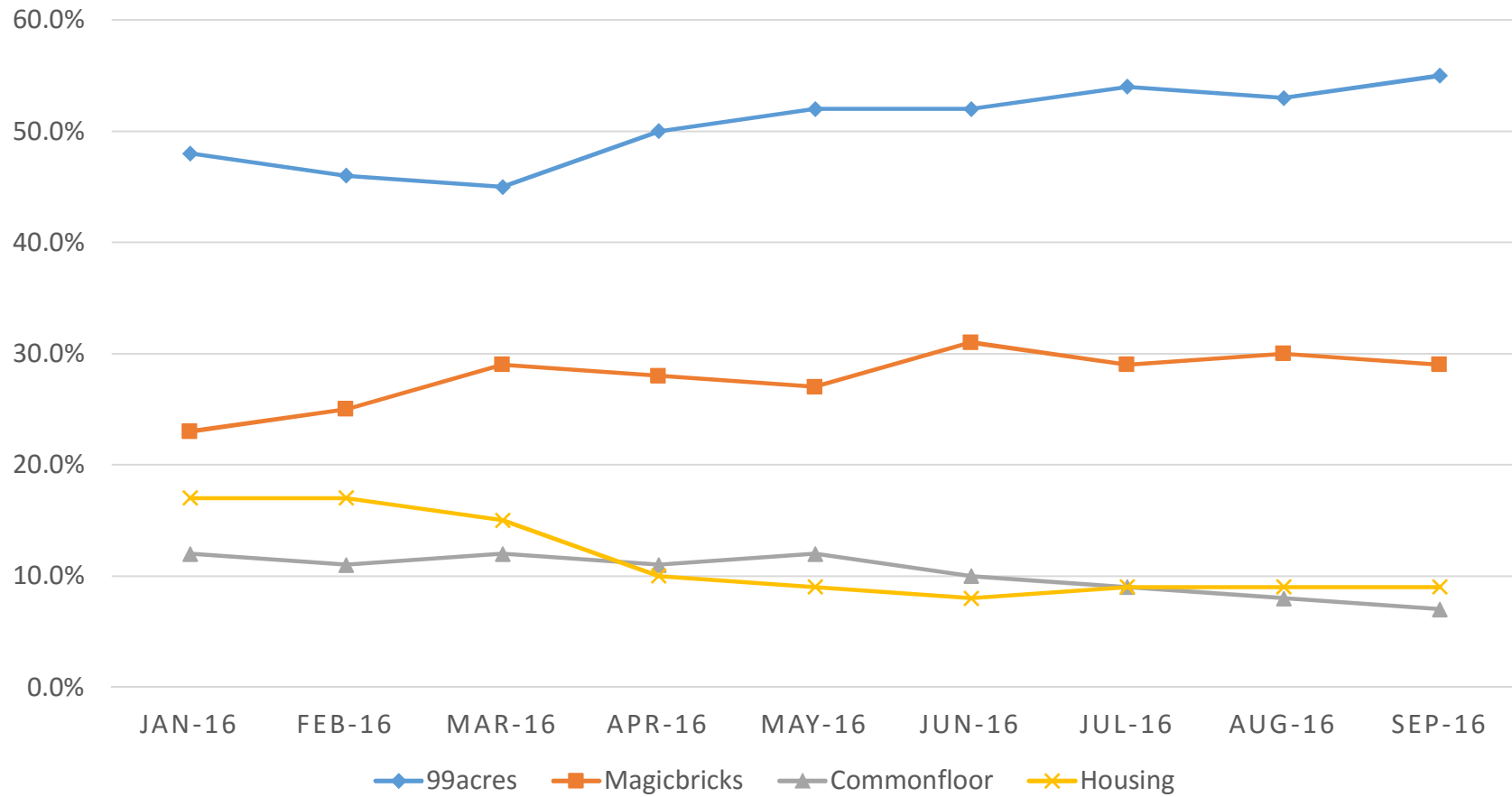
Traffic from desktops and laptops (excl. mobile) based on time spent



Source: SimilarWeb

# Traffic share – 99acres pulling ahead

Traffic from mobile (excl. app) based on time spent



Source: SimilarWeb

# Status of competition

- Housing – management and investor change
- Indiahomes – management and investor exit
- Commonfloor – taken over by Quikr
- Some others looking to get consolidated
- 99acres and Magicbricks likely to remain the two serious players in classifieds sites category

# 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 99 acres

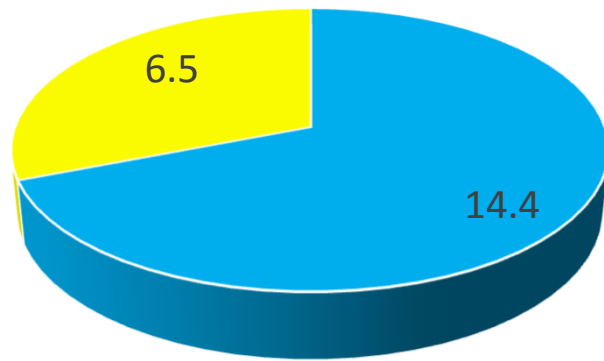
- As of Sept 30, 2016
  - Total projects 1.35 lakh (under construction or ready to move in)
  - Total listings 7.63 lakh of which owner listings were 2.44 lakh
    - Residential 6.48 lakh
    - Commercial 1.15 lakh

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

1 lakh = 100,000

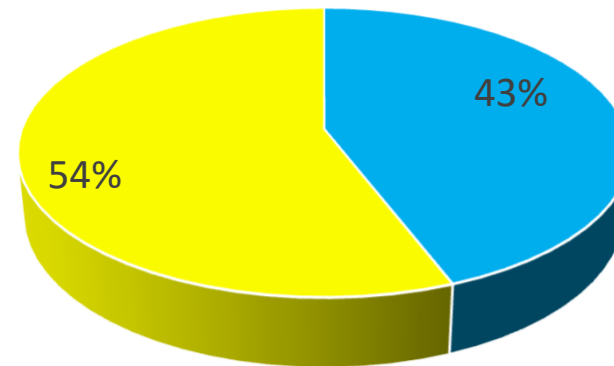
# In FY 15-16

No. of customers in '000



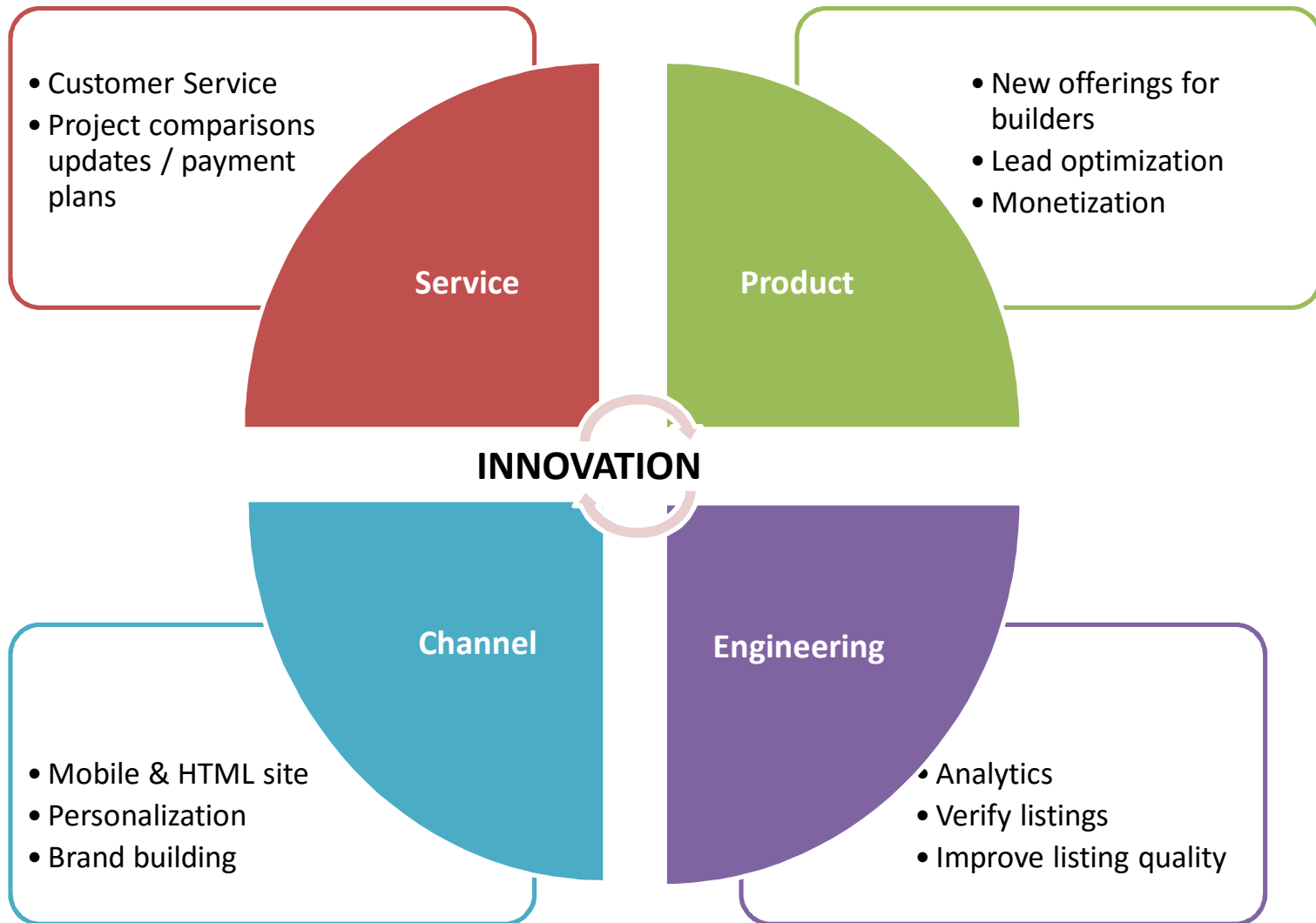
■ BROKER ■ BUILDER

Revenue breakup by customer type



■ BROKER ■ BUILDER

# 99acres –strategy



**Strategic Focus – Keep taking traffic share from other players, maintain high top-line growth high**

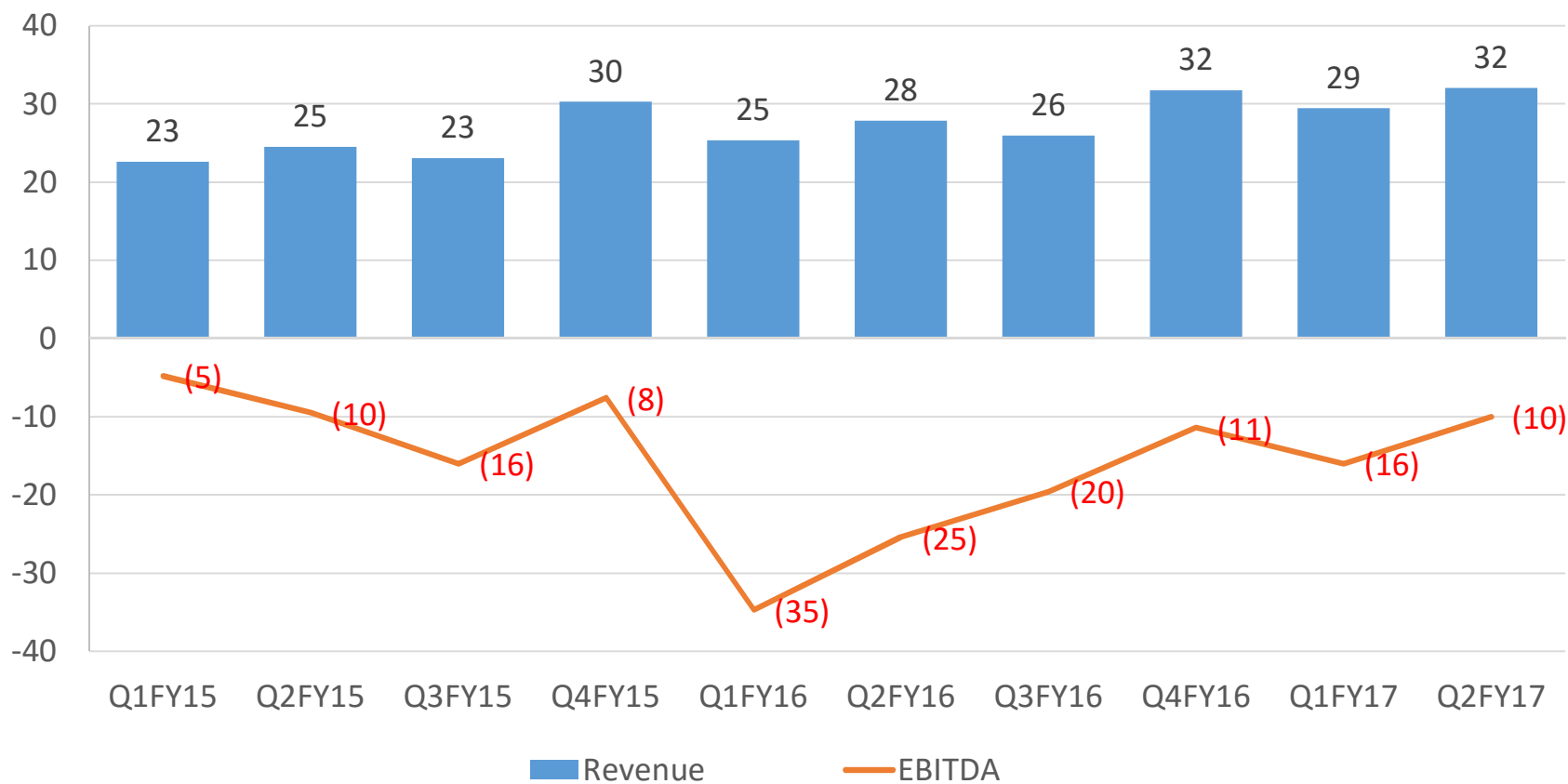


# What is working well for 99acres

- **Leadership position** maintained - traffic share for 99acres has started to further improve in last one year
  - **Increased investments** in product aesthetics/data quality/marketing ensuring quality and innovation and customer retention
- **Listings growth** intact amidst poor markets
  - During FY16, even as the weak real estate industry led to lower revenue growth, number of paid listings grew at a robust growth rate
- **Competition finding difficult to invest**
  - PE-backed competition facing funding constraints
    - No capital raise in last 7-8 months (as per publicly available sources)
  - With significantly less inventory, these players are likely finding difficult to convert the traffic
- The company has created a **war chest** of Rs750 Crore for investment into 99acres and would use it when 99acres requires aggressive investments

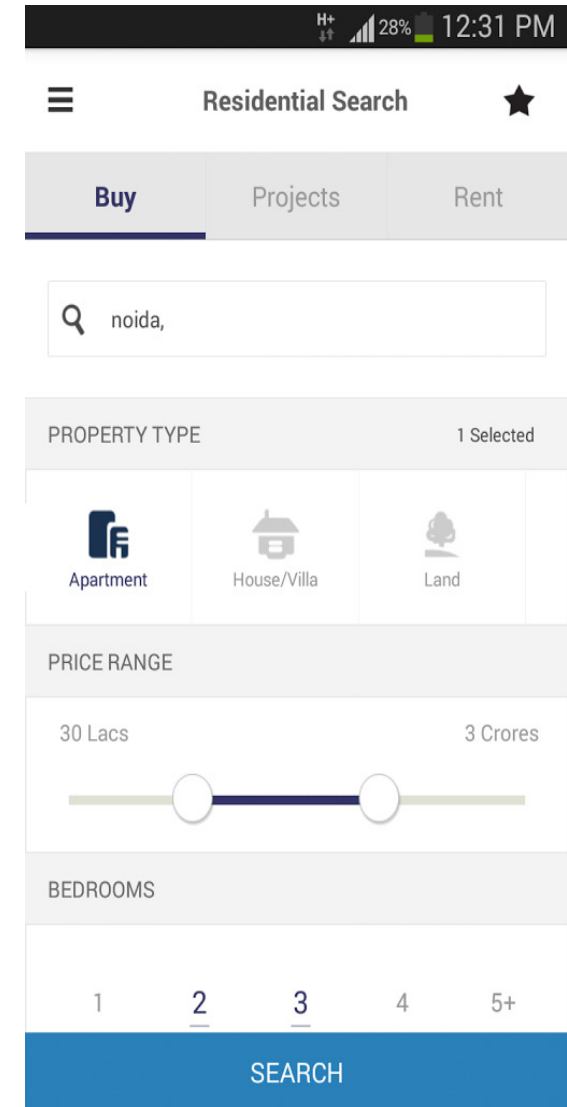
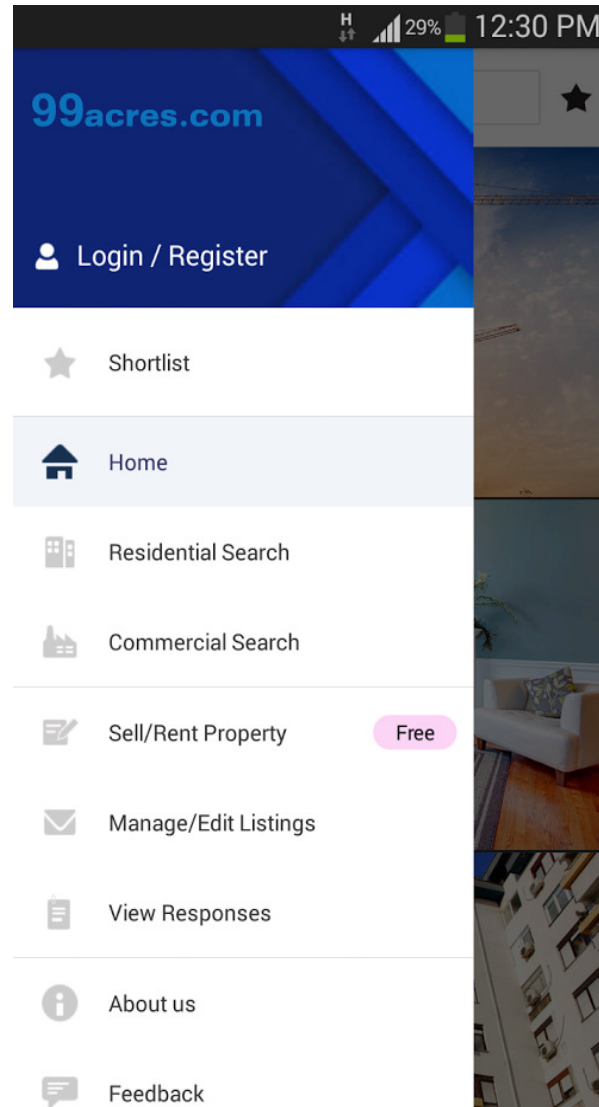
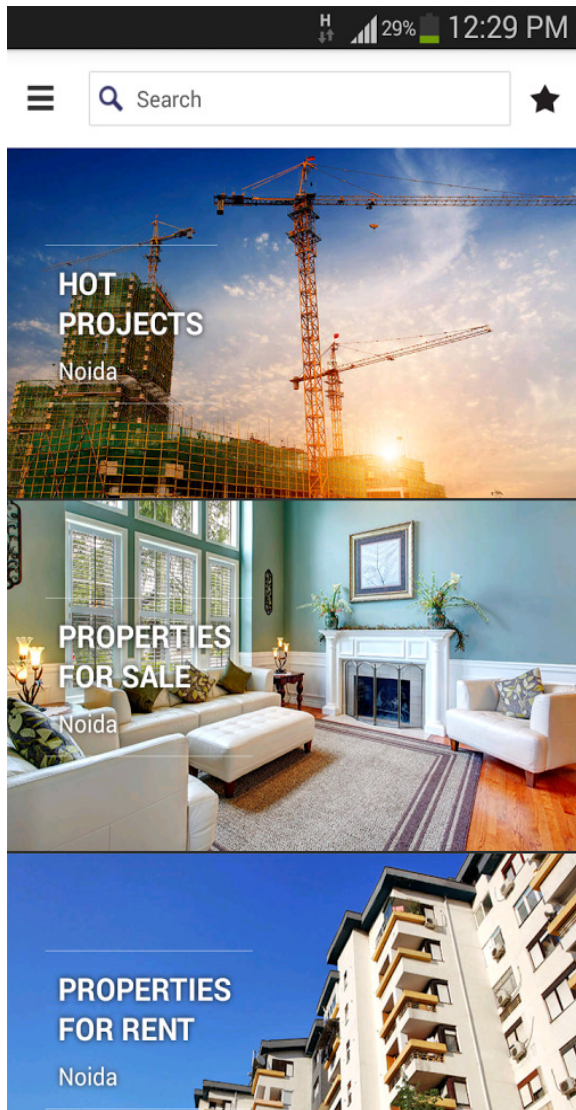
# 99acres Financials

Revenue and EBITDA trend for 99acres (Rs Crore)

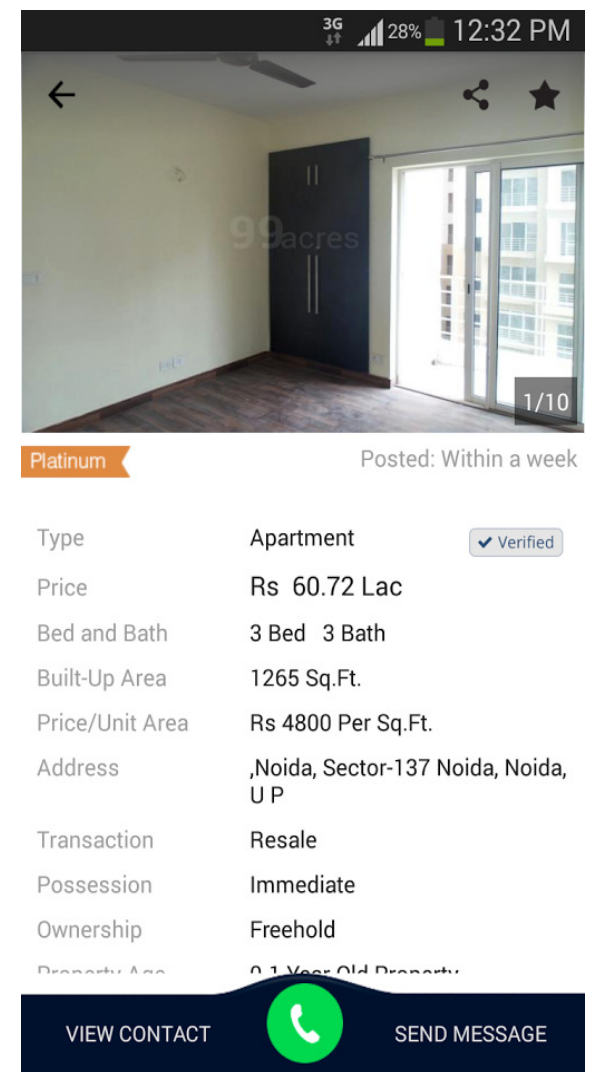
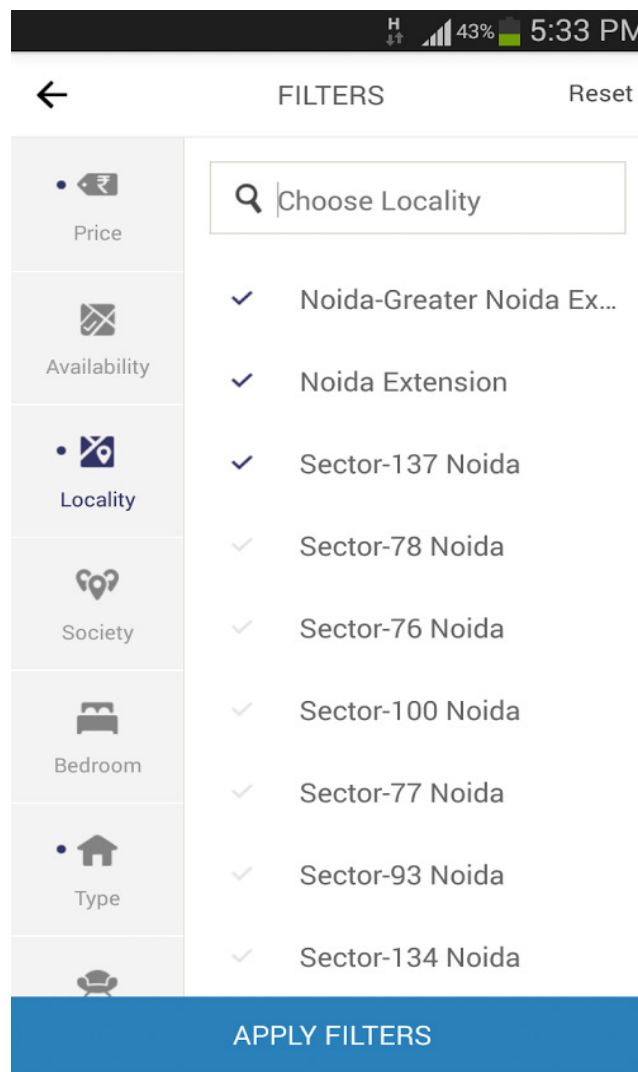
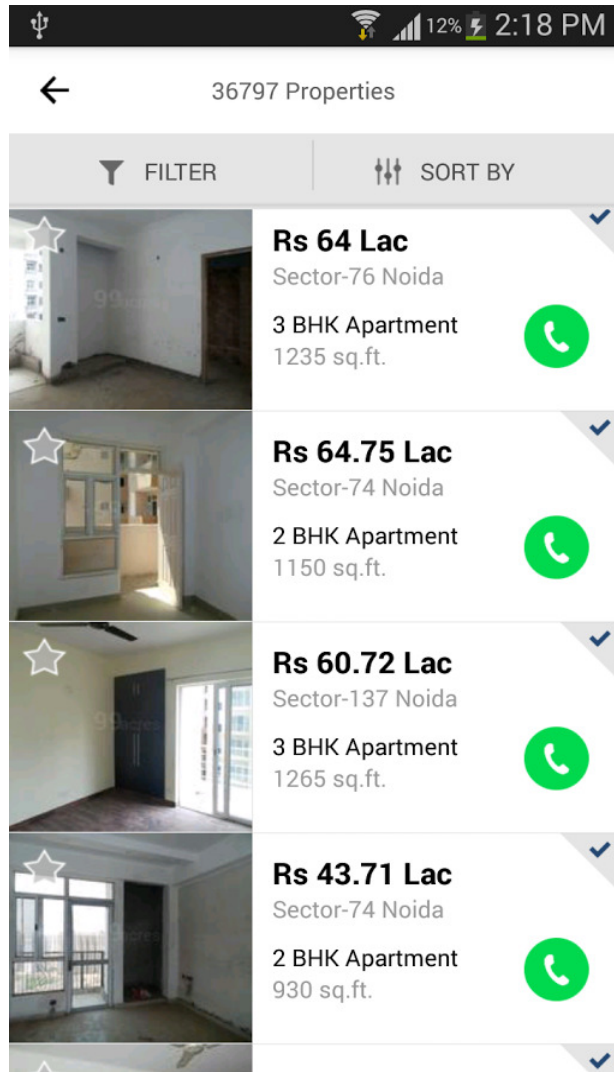


99acres cumulative EBITDA loss (management estimate) at Rs 187 Crore

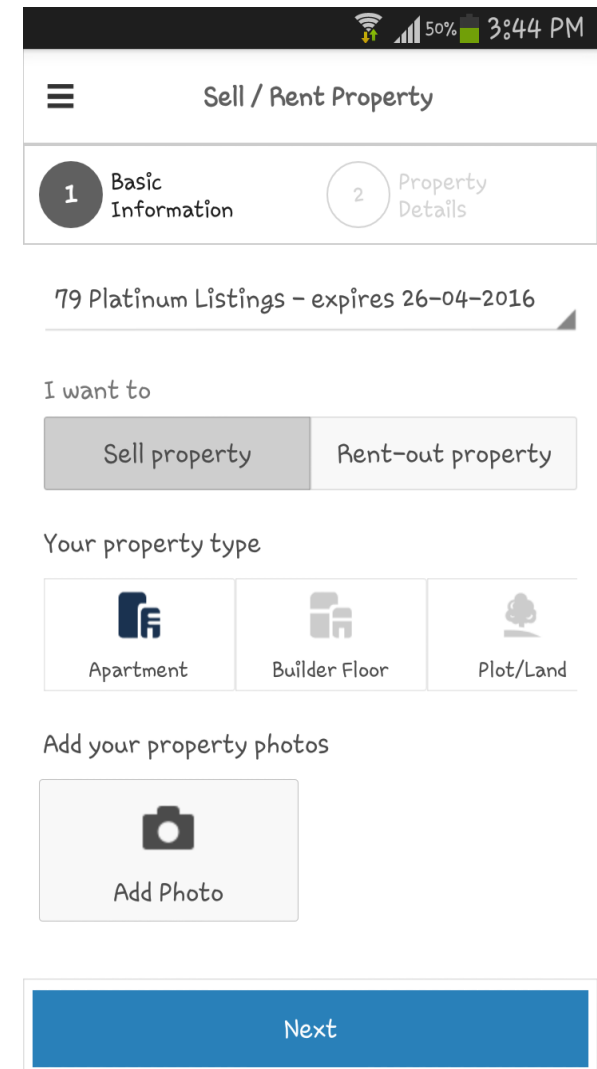
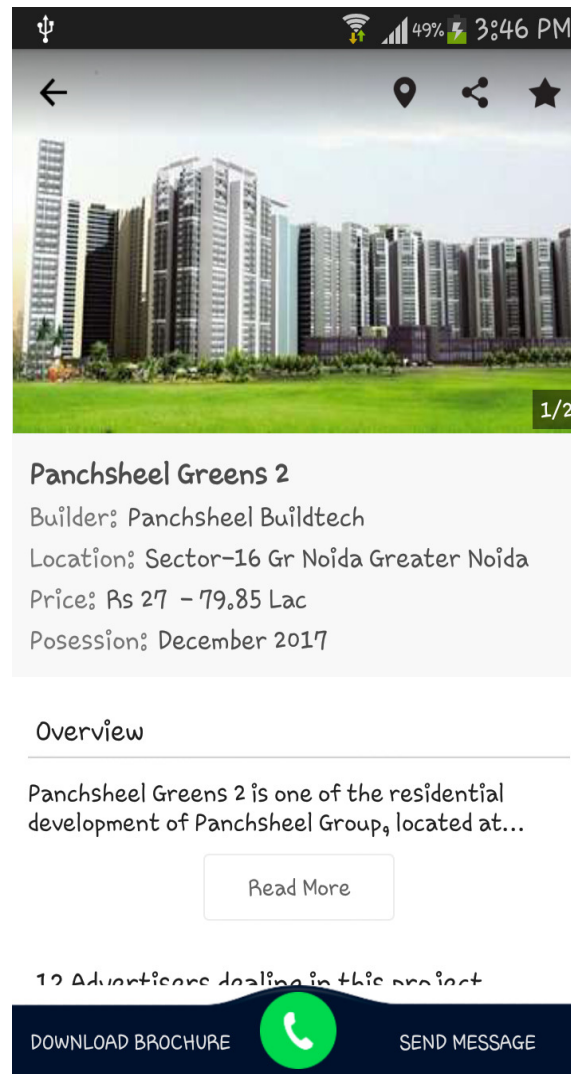
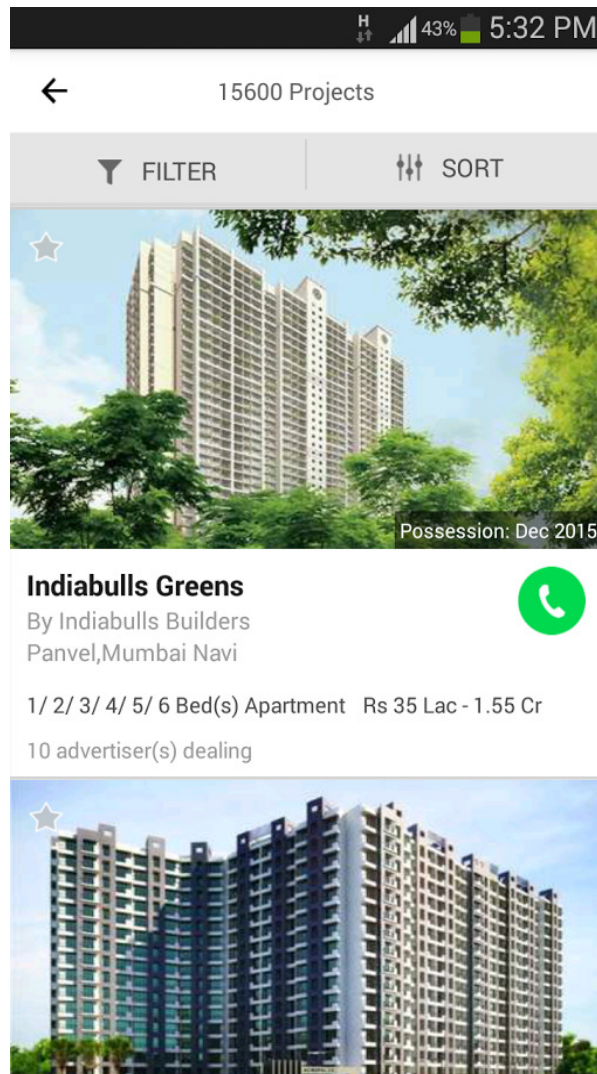
# Mobile app – home screen, navigation and search page



# 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 56% of the sessions in Q2 FY 16-17 (vs 53% of the sessions in Q2 FY 15-16) from mobile

**Android app**

20% of total

99acres sessions

**iOS app**

2% of total

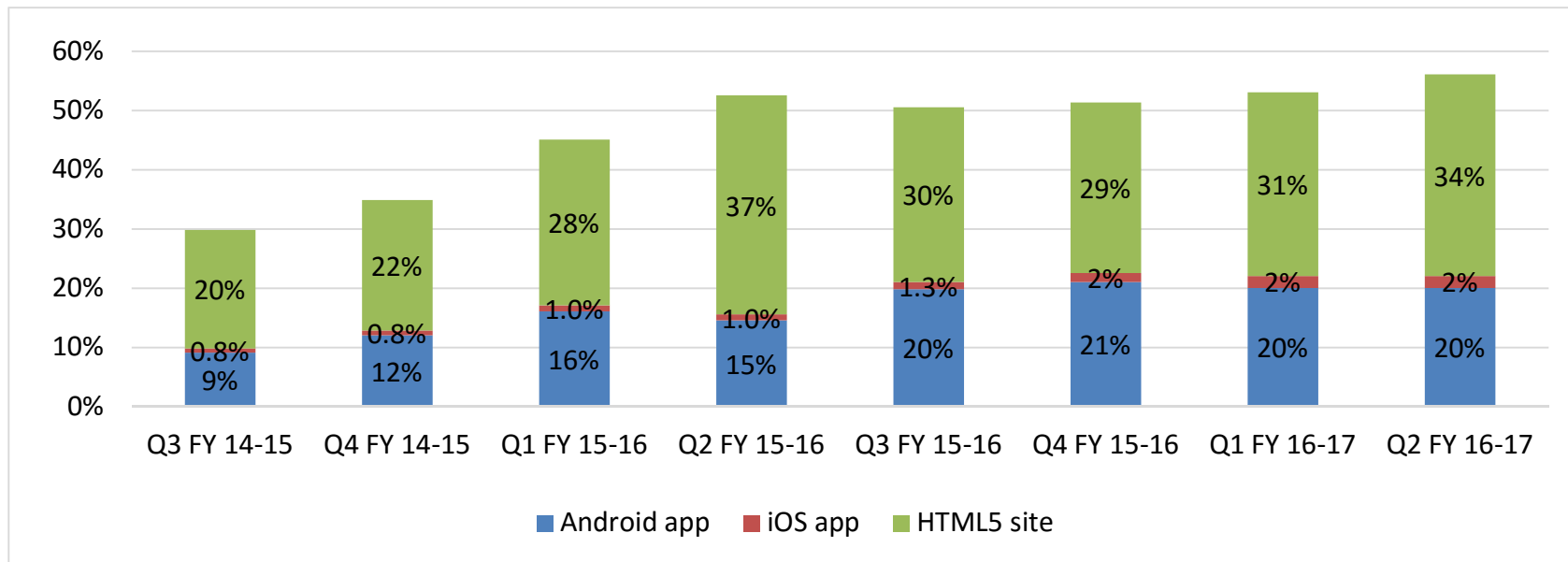
99acres sessions

**HTML5 site**

34% of total

99acres sessions

Trend over eight quarters



# Jeevansathi



[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 Rs 550 to 600 crore 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

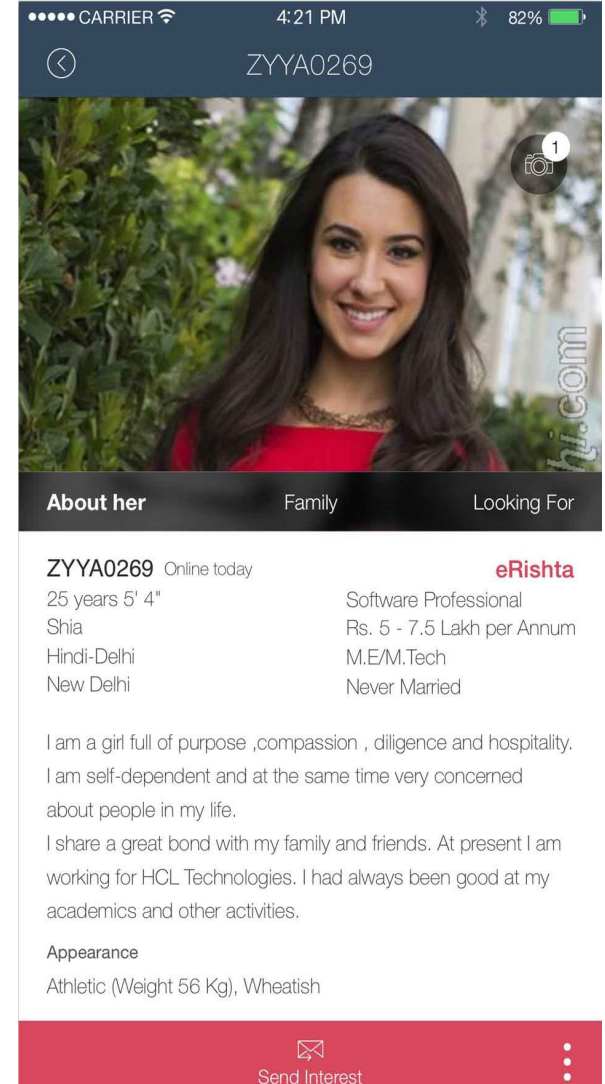
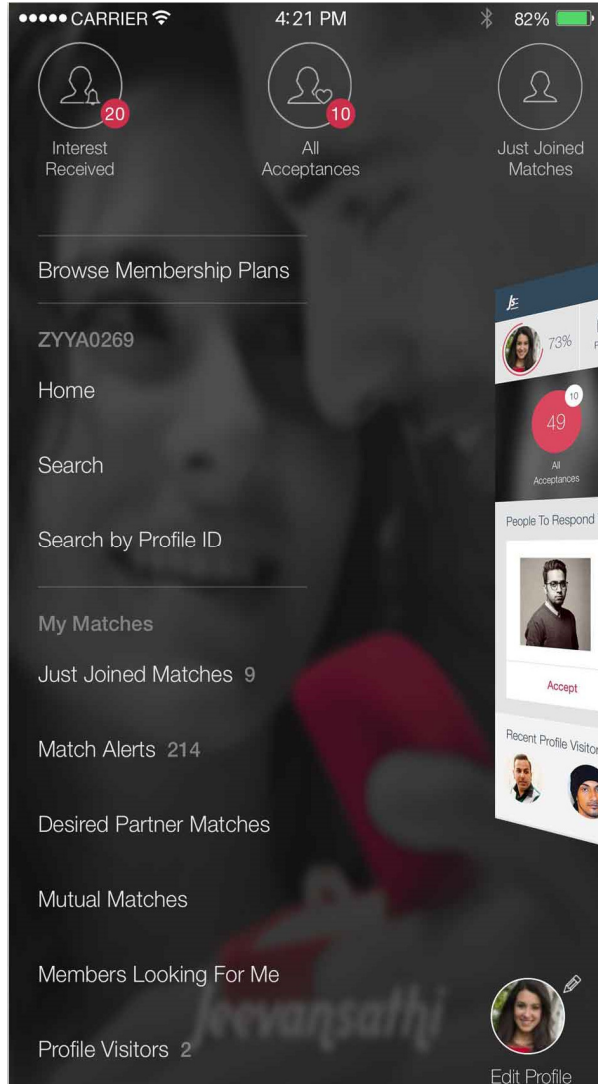
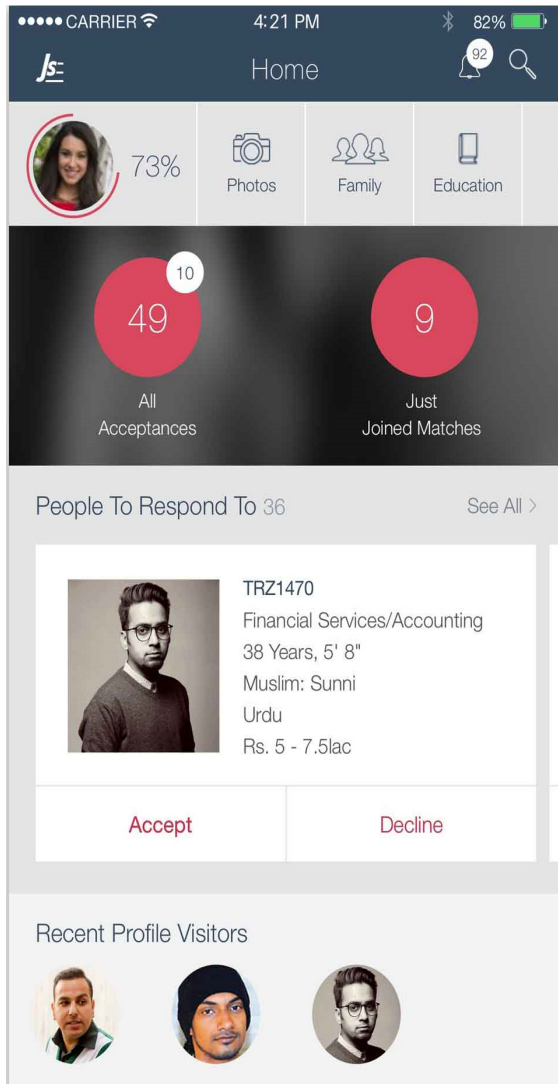
# Jeevansathi imperatives

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

# Competition

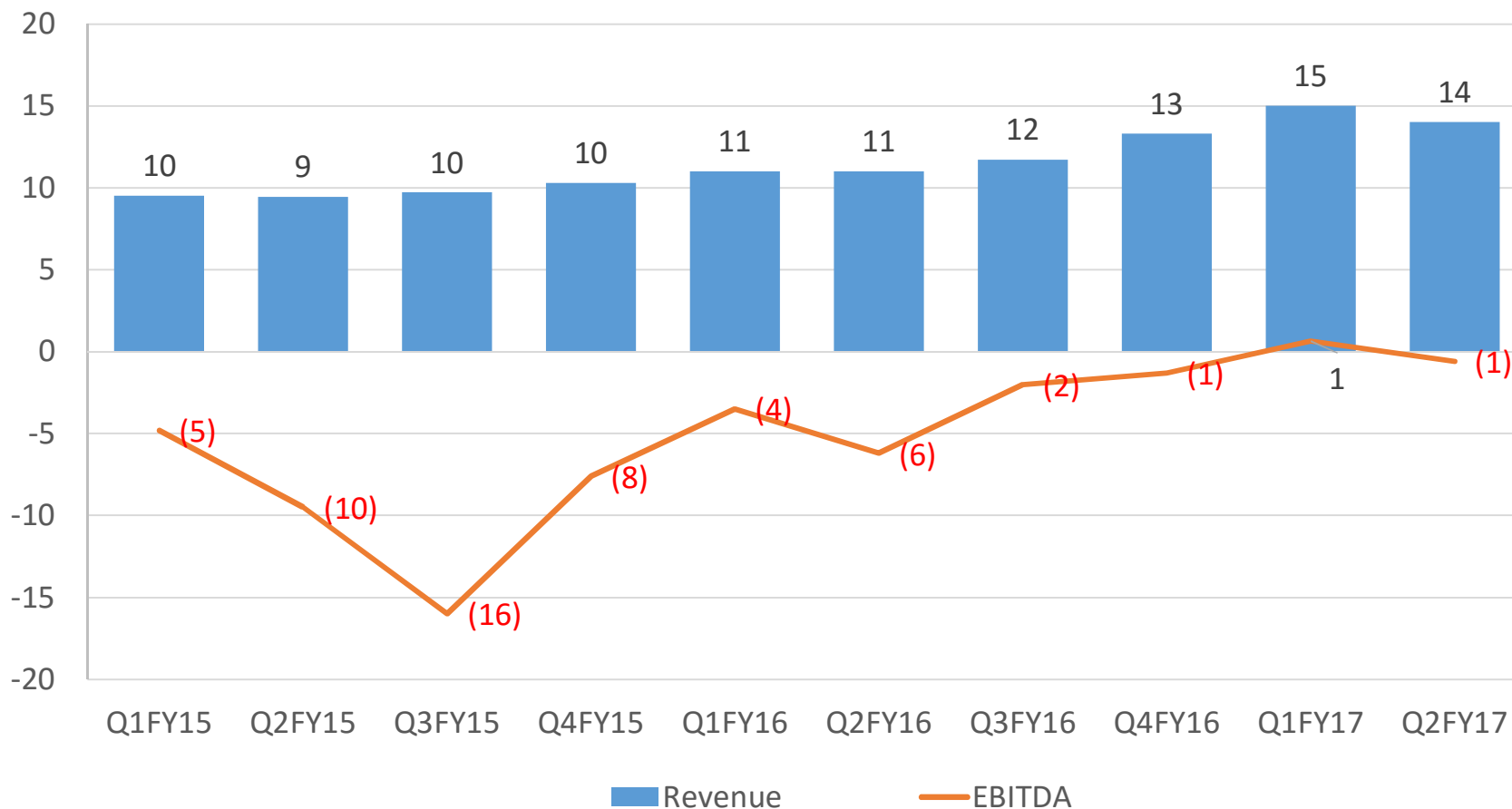
- Three main players
  - Bharatmatrimony is the leader
  - Shaadi is no. 2
  - Jeevansathi no. 3
- Bharatmatrimony dominates states in south India and non resident Indians from these states
- Shaadi leads in Gujarat and Punjab and non resident Indians from these states
- Jeevansathi leads in certain north India communities and states
- However, there are overlaps amongst sites

# Mobile app



# Jeevansaathi growing faster and has demonstrated break-even

Revenue and EBITDA trend for Jeevansaathi (Rs Crore)



Jeevansaathi cumulative EBITDA loss (management estimate) at Rs 55 Crore

# Mobile an important source of traffic

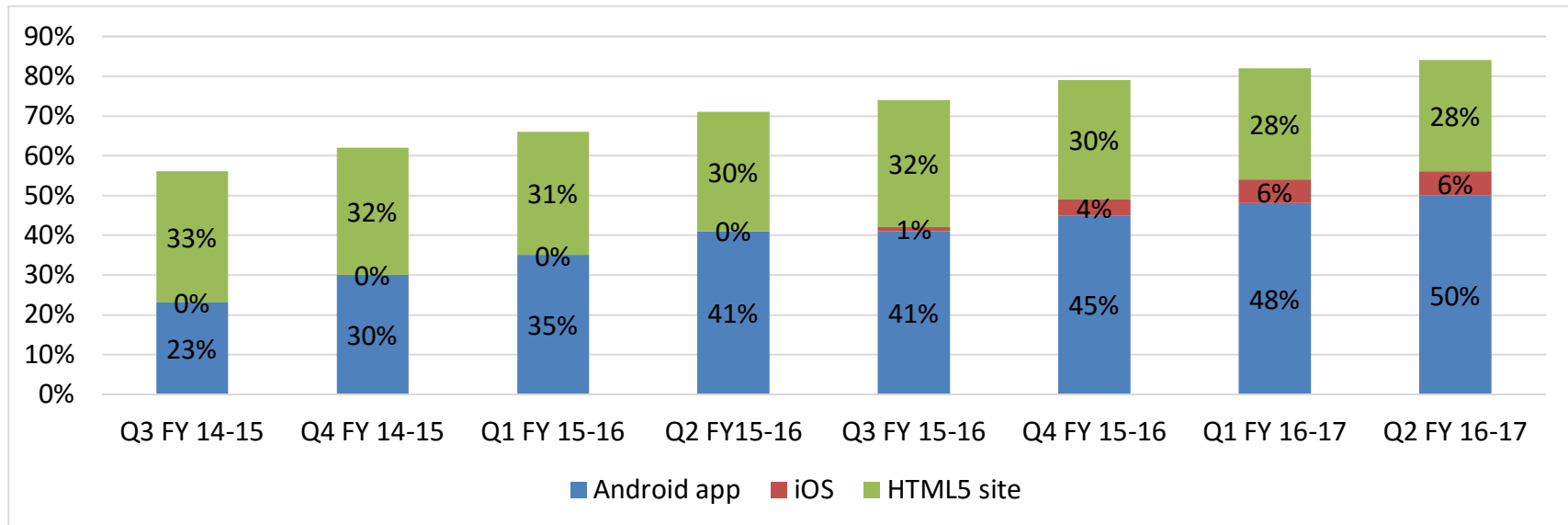
About 84% sessions in Q2 FY 16-17 (vs 71% sessions in Q2 FY 15-16) from mobile

**Android app**  
50% of total  
Jeevansathi sessions

**iOS app** (launched on Nov 13, 2015)  
6% of total  
Jeevansathi sessions

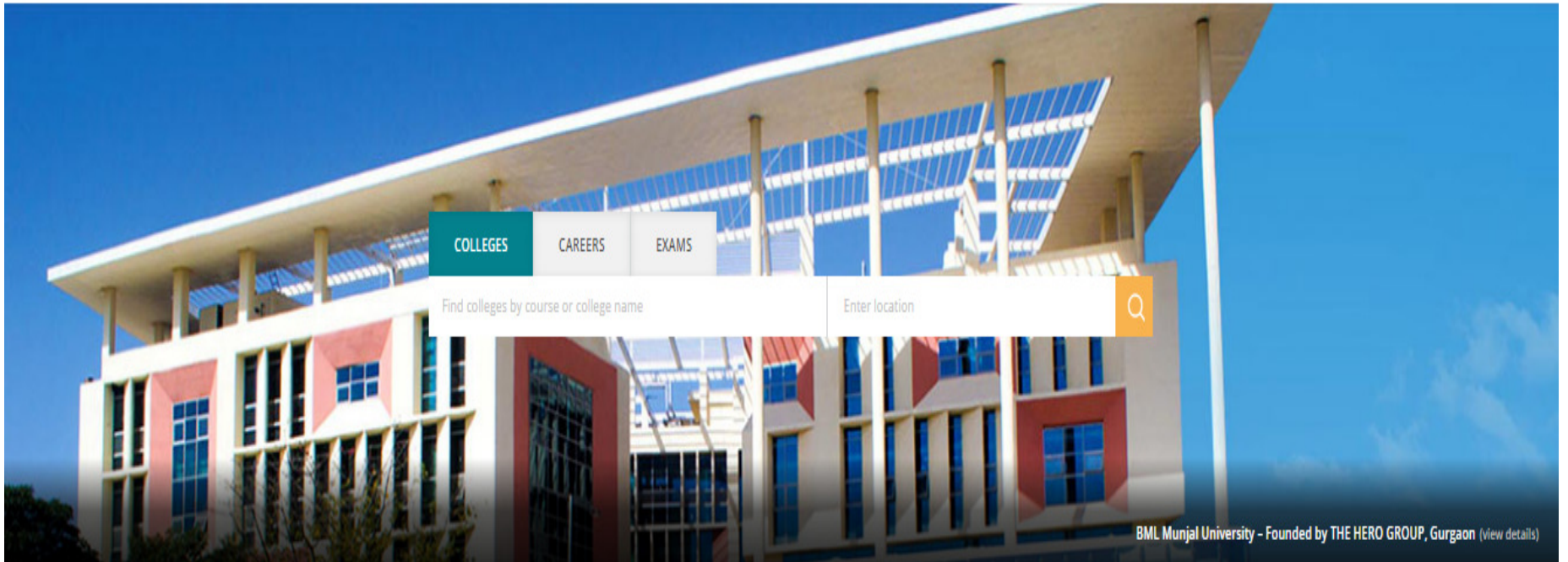
**HTML5 site**  
28% of total  
Jeevansathi sessions

Trend over eight quarters



# Shiksha





Featured

**Alliance University**  
Bengaluru  
Admissions open 2016

**Kalasalingam University**  
Tamil Nadu  
KAREEEE 2016 - Apply Now

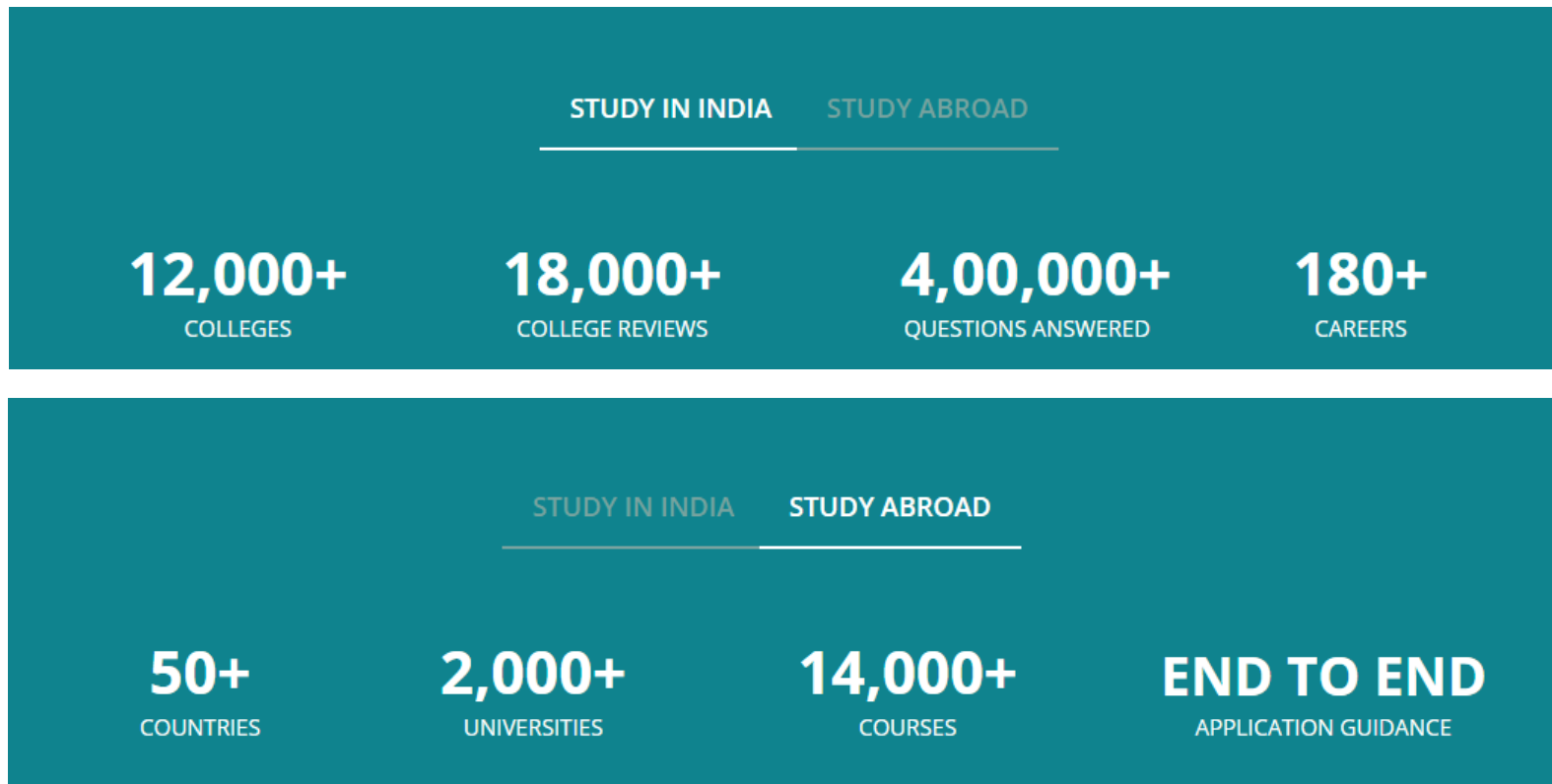
**Integral University**  
Lucknow | Shahjahanpur  
B.Tech/Arch/MBBS/Law - Apply

**SRM University**  
Sonepat, Haryana  
Admissions Open 2016

**Vel Tech Dr.RR & Dr.SR  
Technical university** Chennai  
VTUEEE2016 Apply Now

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
  - 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

**MBA** ENGINEERING DESIGN LAW OTHERS

3,00,000+ applicants every year and 2,500+ colleges. Stressed?  
Make informed decisions at each step to get to the right MBA college.



## MBA EXAMS

50 + MBA exams. Do you know enough about them?

Know important dates, preparation tips, syllabus and more



## COLLEGE REVIEWS

Nobody knows a college better than its alumni and students.



## MBA RANKINGS

Curious to know the top MBA colleges?



## IIM CALL PREDICTOR

IIMs consider a lot more than just the CAT score



## FIND MBA COLLEGES

Want to find the right MBA college for you?



## ASK CURRENT MBA STUDENT

Have college specific questions?



## ALUMNI SALARY DATA

Wondering about your career journey post-MBA?



## COMPARE COLLEGES

You always have options. Did you choose the right one?

# 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



MBA

ENGINEERING

DESIGN

OTHER COURSES

STUDY ABROAD

COUNSELLING



Log in | Register

[Home](#) > [MBA](#) > [Resources](#) > [Campus Connect](#)

## Campus Connect - Ask Current Students before making a college decision

**Ask Current Student Directly**  
Find all about college admissions, placements, campus life & more

**Know the Inside-Story**  
Catch the latest buzz on 400+ colleges & what others are talking about

Search by college name to ask or view questions

The banner features a background image of five diverse college students smiling. The text is overlaid on this image. A search bar is positioned at the bottom of the banner area.

# 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

Shiksha Ask & Answer  
India's largest education community

**ASK**  
any question related to careers and education

**JOIN**  
discussions on career choices, exam prep, college selection & more

**FOLLOW EXPERTS**  
to never miss reliable guidance from people who matter

**FOLLOW TAGS**  
to see latest questions and discussions basis your interest

**ASK questions**

**JOIN discussions**

**FOLLOW tags & experts**

**SEARCH information & people**

**JAGADISH BHATIA**  
Contributor - level 14 | 1947 points  
10 years of experience in teaching LAW  
Professor at National Law University  
LL.B., LL.M from Symbiotic Law College

**ELECTRICAL ENGINEERING**  
132 FOLLOWERS

**Engineering**  
Which is a better college between Manipal and VIT for Engineering?  
3 Answers - 24 Followers - 988 Views

# Home page for Overseas Education



**shiksha**  
STUDY ABROAD

Signup Login

Home Bachelors Masters Countries Application Process Enter Institute or Course Name Study in India

### Start your college search

**1. CHOOSE A COURSE**

MBA  MS  BE/Btech

Or select from more courses

**2. CHOOSE STUDY DESTINATION**

Choose Country

**More options**

Any Exam Any Score

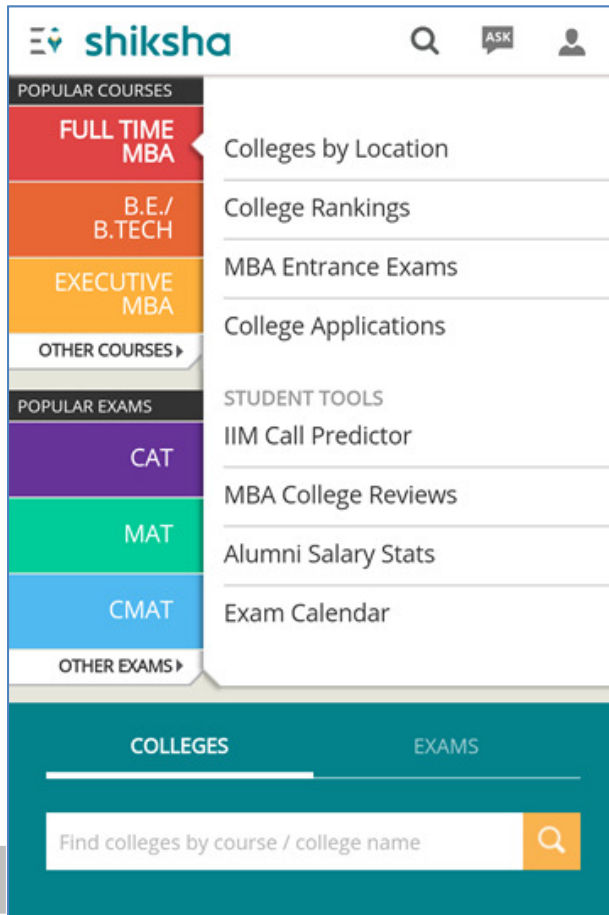
Any fees Sort by Sponsored

Continue

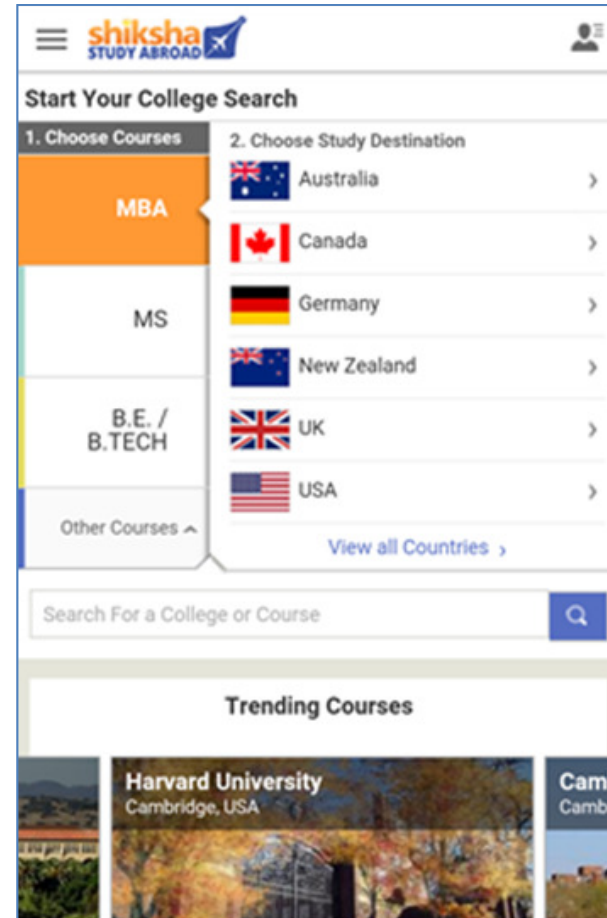
### Most viewed Courses

In USA	In Canada	In Australia	In UK
Harvard University Cambridge, USA	Memorial Universi ... St. John's, Canada	Kaplan Business S ... Adelaide, Australia	King's College Lo ... London, UK

# Mobile sites



India



Study Abroad

# Competition – different for India and abroad

## Domestic

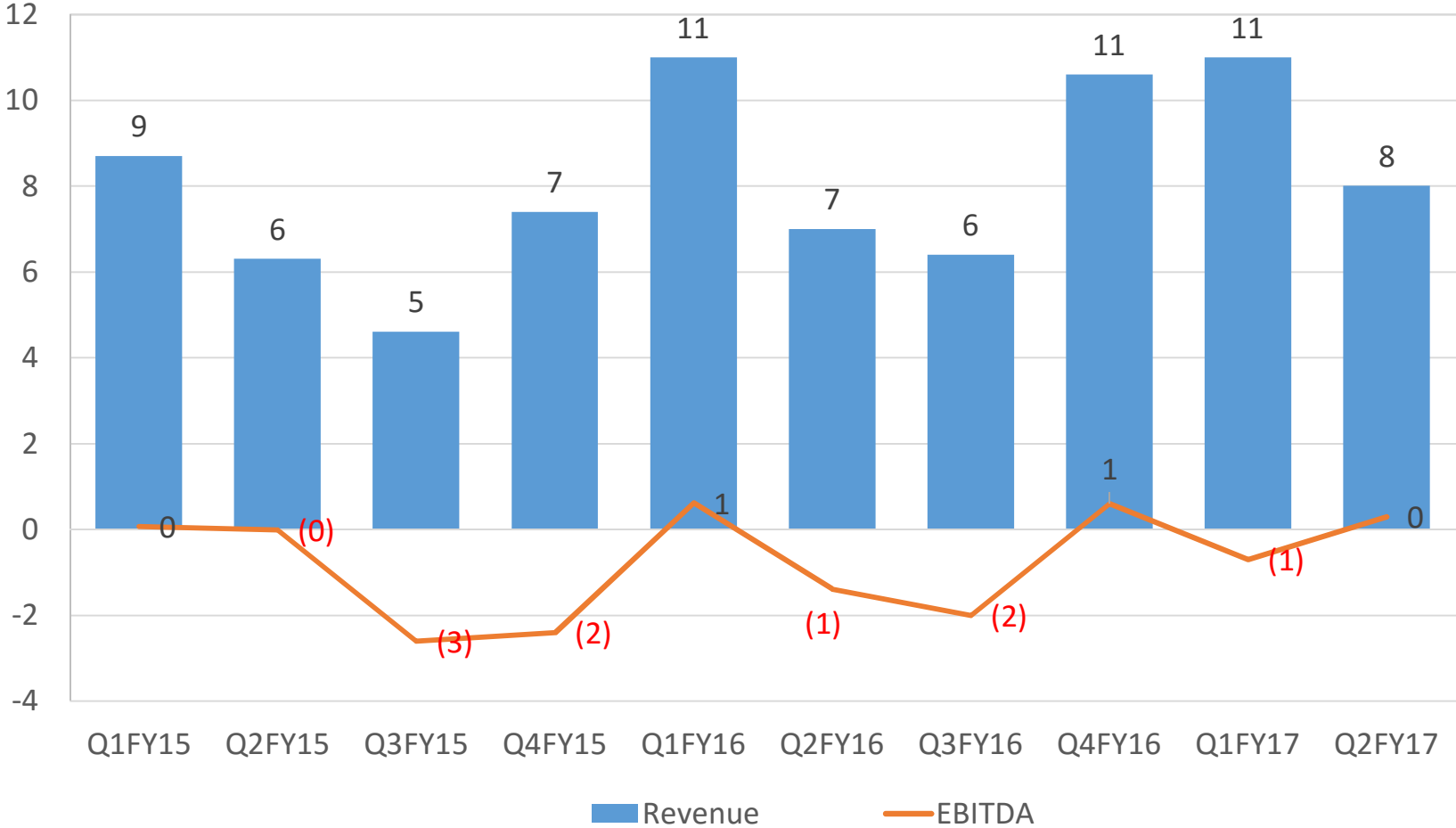
- Print
- Online
  - Google
  - Pagalguy
  - Careers360
  - HTcampus
  - Minglebox
  - MBA Universe
  - CollegeDekho
  - CollegeSearch
  - CollegeDunia

## Studyabroad

- Online
  - HotCourses India
  - Studyportals
  - Masterstudies
  - Top mba / Top universities (QS)
  - Multiple Emerging start-ups
- Study Abroad consultants

# Shiksha quarterly financials

Revenue and EBITDA trend for Shiksha (Rs Crore)



Shiksha cumulative EBITDA loss (management estimate) at Rs 45 Crore

# Investee companies

# Portfolio status

As of Nov 11, 2016

Investee Company	Website	Aggregate amount invested (Rs Crore)	% Holding on fully diluted basis*
<b>Active</b>			
Zomato Media Pvt Ltd.	<a href="http://www.zomato.com">www.zomato.com</a>	484	46%
Applect Learning Systems Pvt Ltd.	<a href="http://www.meritnation.com">www.meritnation.com</a>	**116	59%
Etechaces Marketing and Consulting Pvt Ltd.	<a href="http://www.policybazaar.com">www.policybazaar.com</a>	^^16	^10%
Kinobeo Software Pvt Ltd.	<a href="http://www.mydala.com">www.mydala.com</a>	27	42%
Canvera Digital Technologies Pvt Ltd.	<a href="http://www.canvera.com">www.canvera.com</a>	#107	58%
Happily Unmarried Marketing Pvt Ltd.	<a href="http://www.happilyunmarried.com">www.happilyunmarried.com</a>	21	48%
Mint Bird Technologies Pvt Ltd.	<a href="http://www.vacationlabs.com">www.vacationlabs.com</a>	6	26%
Green Leaves Consumer Services Pvt Ltd.	<a href="http://www.bigstylist.com">www.bigstylist.com</a>	12	39%
Rare Media Company Pvt Ltd.	<a href="http://www.bluedolph.in">www.bluedolph.in</a>	7	35%
Unnati Online Pvt Ltd	<a href="http://www.unnatihelpers.com">www.unnatihelpers.com</a>	4	29%
VCare Technologies Pvt Ltd.	<a href="http://www.diolabs.com">www.diolabs.com</a>	3	12%
<b>Sub Total</b>		<b>804</b>	
<b>Written off/ exited</b>			
Studyplaces, Inc.	<a href="http://www.studyplaces.com">www.studyplaces.com</a>	5	13%
Ninety Nine Labels Pvt Ltd.	<a href="http://www.99labels.com">www.99labels.com</a>	29	47%
Nogle Technologies Pvt Ltd.	<a href="http://www.floost.com">www.floost.com</a>	3	31%
<b>Sub Total</b>		<b>36</b>	
<b>Total</b>		<b>840</b>	

\* 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.

\*\* including Rs 18.8 Crore of loan

^^ excluding Rs 16 Crore monetized in Nov, 2015

^ 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 134 Crore for its 49.99% stake in Oct, 2015.

# of which Rs 46.3 crore provisioned in Dec, 2015

# Investee companies financials

Rs Crore

Investee Company	Operating revenue				Operating EBITDA			
	FY13	FY14	FY15	FY16	FY13	FY14	FY15	FY16
<b>Partly owned subsidiary</b>								
Zomato	11	31	97	185	(10)	(41)	(136)	(441)
Meritnation	10	20	22	29	(21)	(29)	(23)	(41)
<b>Associate companies</b>								
Policybazaar								
Mydala								
Canvera								
Happily Unmarried								
Vacation Labs	87	140	212	271	(49)	(46)	(75)	(1,65)
BigStylist								
Rare Media								
Unnati								
DIRO Labs								
<b>Total</b>	<b>108</b>	<b>191</b>	<b>330</b>	<b>485</b>	<b>(80)</b>	<b>(116)</b>	<b>(233)</b>	<b>(647)</b>



# Zomato

The screenshot shows the Zomato website interface for Delhi NCR. At the top left is the Zomato logo. On the top right, there are links for "Order Food Online!", "Log in with Facebook", and "Log in". The main heading reads "Find the best restaurants, cafés and bars in Delhi NCR". Below this is a search bar with "Delhi NCR" selected in a dropdown menu and a search input field containing the text "Search for restaurant, cuisine or a dish". A red "SEARCH" button is to the right of the search bar. Below the search bar is a "COLLECTIONS" section with a "SEE ALL" button. This section contains eight collection cards: "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" (25 PLACES), "Sheesha Lounges" (33 PLACES), "Custom Bakes" (5 PLACES), and "+ 27 Collections See all >". Below the collections are three sections: "QUICK SEARCHES" with "Delivery" and "Breakfast" options; "CITY FEED - DELHI NCR" featuring a restaurant card for "Kebab Gali" in Malviya Nagar, New Delhi; and "TOP FOODIES IN DELHI NCR" listing "Sunakshi Aggarwal" (332 Reviews, 1054 Followers) and "Subhash Sahnii" (530 Reviews, 2247 Followers).

**zomato** Order Food Online! [Log in with Facebook](#) [Log in](#)

Find the best restaurants, cafés and bars in Delhi NCR

Delhi NCR  **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** 25 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 , 1054 Followers
- Subhash Sahnii**  
530 Reviews , 2247 Followers

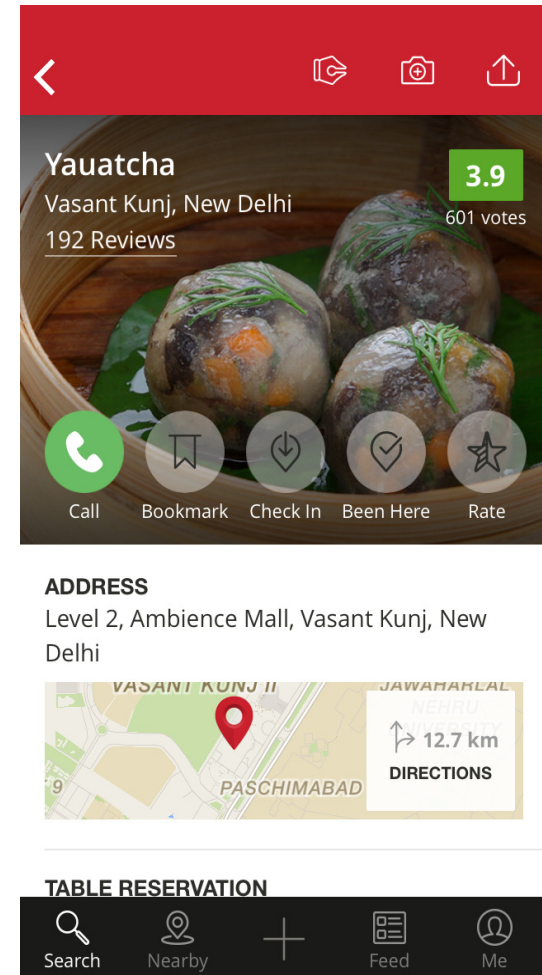
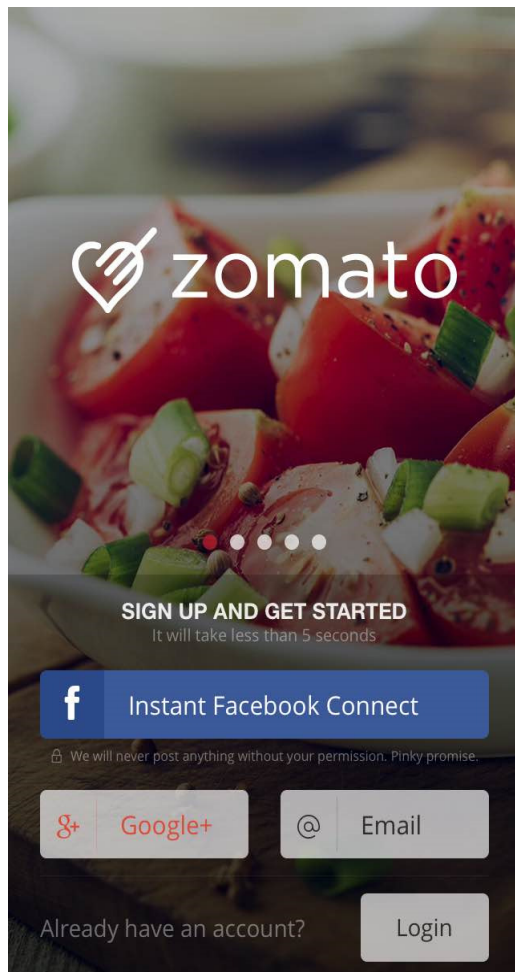
# Zomato – business model

- 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
  - ~84 million sessions in Sept, 2016 across web and mobile
  - >70% sessions through mobile (web and app)
  - Database of 1.2 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 updation 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
      - ~1.5 mn orders processed in Oct, 2016
  - Table reservations active in 4 cities in India
  - Table reservations (Zomato Book) active in 8 cities globally

# Zomato – mobile app



# Policybazaar



Term Life Insurance



Health Insurance



Two Wheeler



Travel Insurance



Car Insurance



Tax Saving



Child Plans



Investment



Retirement Plans



Cancer Protection



Critical Illness



Home Insurance

## Just for You

Everything we do for our customers

### Our Awards



Best Financial Website

2013 & 2014

### RENEW TWO WHEELER INSURANCE



### User Review

We Value Your Opinion



# 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



011-40705070

Purchase

Call Me

What are you looking for?



Download our Mobile App

LOGIN

CREATE ACCOUNT

Online Tutorials

Entrance Exams

Class XII

Class XI

Class X

Class IX

Class VIII

Class VII

Class VI

Class V

Class IV

Class III

Class II

Class I

# ONLINE TUITION

Live classes with the best teachers

CLASS 4 - 12

ENTRANCE EXAMS

Name

E-mail

Password

Mobile No.

Board

Class

Area PIN Code

Student

Parent

Tutor

Teacher

Join now for FREE

1,12,80,347 Happy Students



By clicking "✓" you agree to our [T&C](#)

## Online Tutorials

Live classes with the best teachers in India

## Smart Study

Videos, Animations and Unlimited practice tests

## Homework Help

Get Solutions to all your Doubts Instantly

## FREE NCERT Solutions

Access solutions to all your NCERT textbooks

## Our students love us



“ Meritnation is just simply Awesome!! :) A lot of my problems get solved when i come here... greatly blessed to have this.I have now started improving in my studies now. Thank you so much! ”

Sanchita Verma, Class X  
Apeejay School



“ It gives me immense pleasure to inform you that I have got 96.5% in Class 12 Board Exams(Science). Meritnation has helped me a lot in getting 97 in Maths and 99 in economics, not to forget chemistry and english, in which I got 95 marks. From ... [Read more](#) ”

Joyjit Chatterjee, Class XII



“ I find it really easy and interesting to study on meritnation. The animations help me in enjoying what I study, which has made my study routine really interesting! ”

Swapnil Lohani, IITJEE Advanced Qualified

# 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
- Test prep product for engineering and medical entrance examinations
- Over 10 million registered users
- ~55-60% sessions through mobile



# Canvera



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



[All locations](#)

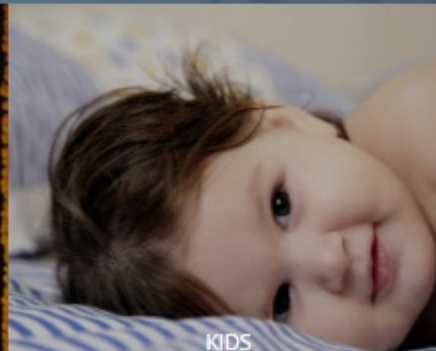
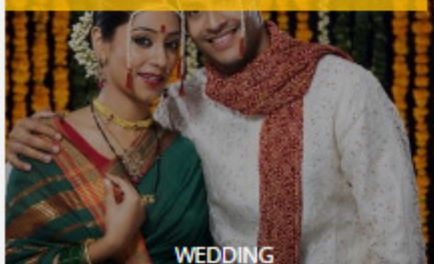
SEARCH BY CATEGORY



[All categories](#)

SEARCH

Popular Categories



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
  - App for photographers
- Photographers directory basis city and location

# Mydala

mydala.com Har Har gain I am in Delhi NCR WE ARE HIRING! Need Help? Call us at: 011-4344444

Invite Friends Get my APP Cart (0) Sign In / Sign Up

Food and Drinks Spas Salon Tattoos Health and Fitness Online Coupons Activities & Hobbies Shopping

## Discover great deals & discounts in Delhi NCR

Search 140,000+ deals & offers from 100,000+ brands

Eg: Gym, Airport offers, Top Salons, Sweets, Hair Salons, Restaurants

## Top Selling Deals in Delhi

Regeni Garden | Travel | Malviya Nagar | Palam | Connaught Place | Connaught Place | Recreation |

### Get ready for an action PACKED SUMMER!

### LAKMÉ SALON

Spend ₹1000 & get a blow dry and hair wash FREE

Promote your Business

### THE BUZZ STARTS HERE!

REVIEW A DEAL

Win FREE Gift Vouchers!

### Feel Fresh

Facial, hair spa & more @ 90% off

### 20% off on food bill

### JUXPUX

20% off on shakes, smoothies & more

### SPA-LICIOUS

OFFERS FOR ULTIMATE

# 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


mv New Delhi

Search Nearby Shop Top deals

Search from 175k+ offers



Top Deals



< mv 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**

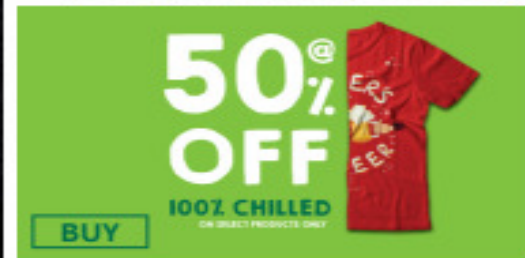
**Urban Knights**  
Greater Kailash 1

< mv Grocery Shopping

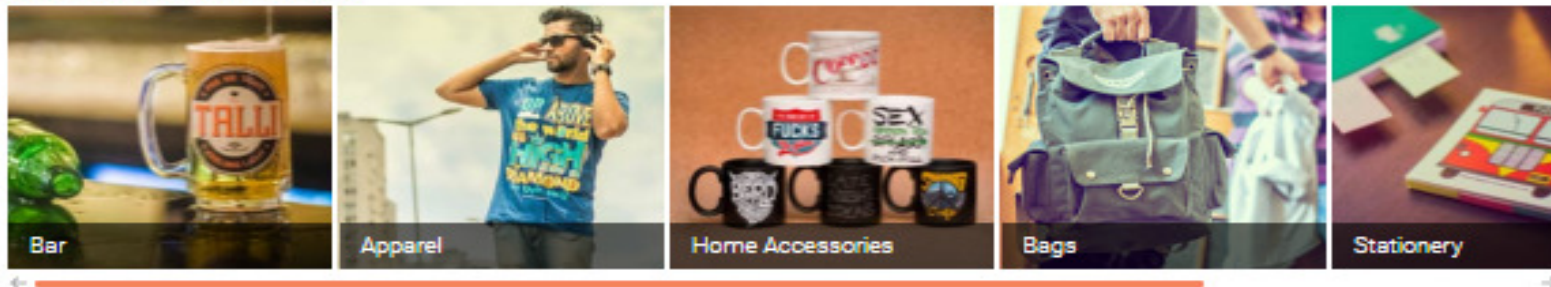
 Get extra 30% on 500ml bottle Valid Till 23 Sep 14	 Buy 1 Get 1 on Kurkure Big Pack Valid Till 05 Sep 14	 Buy 3 Get 1 Free on 125 gm pack Valid Till 22 Aug 14
 Get extra 20% on 200ml bottle Valid Till 13 Sep 14	 Rs.100 off on Surf Excel 4 kg pack Valid Till 25 Sep 14	 Free Toothbrush with Toothpaste 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



## OUR PRODUCT CATEGORIES



# Happily Unmarried

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

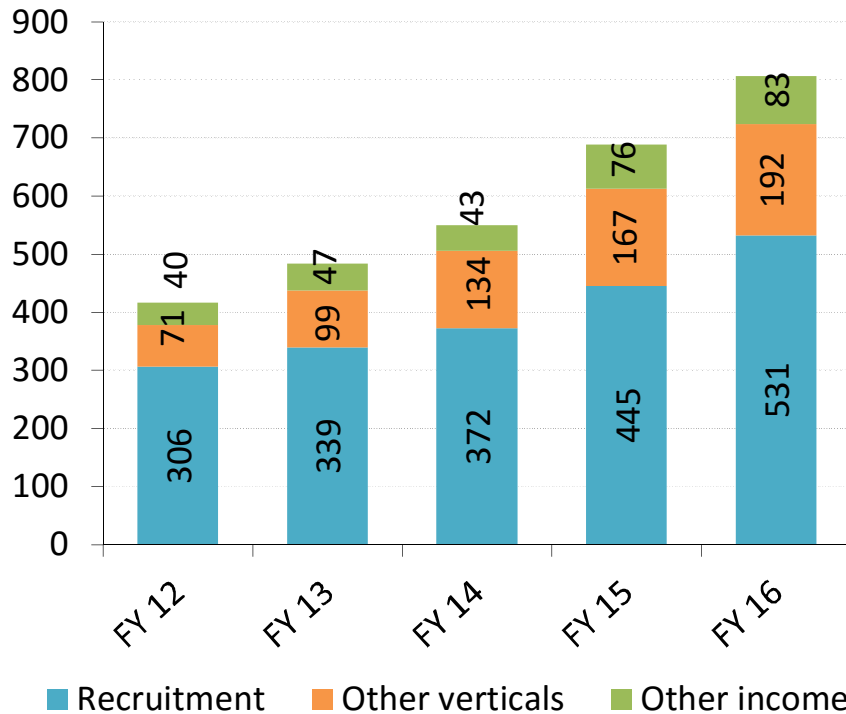


# Financials

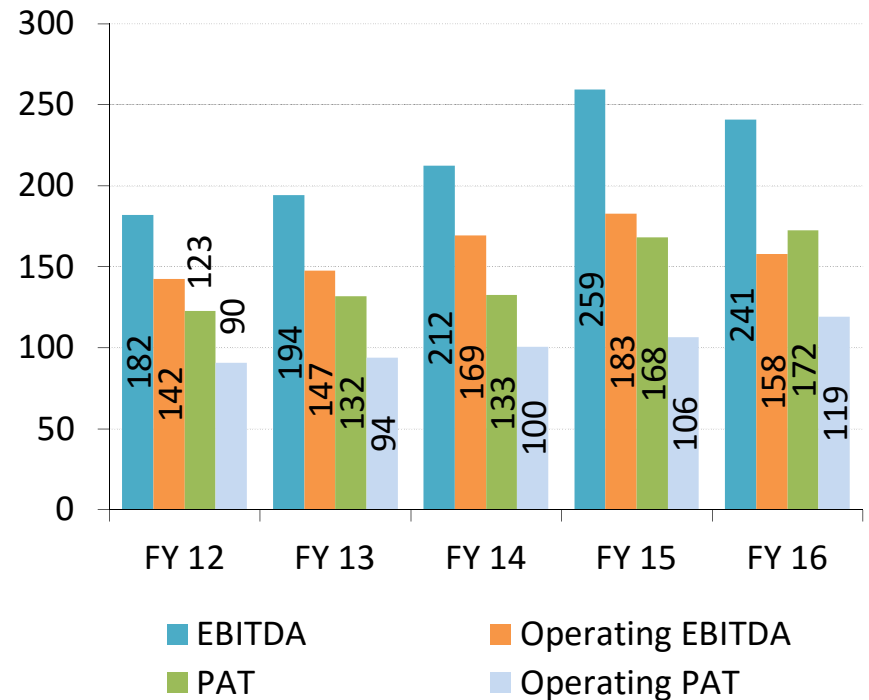
(Standalone)

# Standalone Financials - Consistent long-term growth in Revenue & Profitability

### Revenue (Rs Crore)



### Profitability (Rs Crore)



EBITDA and PAT nos. above exclude the CSR expense of about Rs 3.6 Crore in FY 16

Other Income in the above chart is treasury income

Investment in 99acres has compressed margins in FY 14 to 16

# Team

# Management Team

Name	Age	Qualifications	Designation/ Role	Previously worked with	Year of joining
Sanjeev Bikhchandani	53	BA Economics St. Stephens, PGDM IIM-A	Founder and Executive Vice Chairman	Lintas, Glaxo Smith Kline	1995
Hitesh Oberoi	44	B Tech, IIT Delhi, PGDM, IIM-B	Managing Director and CEO	HLL (Unilever)	2000
Vivek Khare	46	M. Sc (Physics) IIT – Kanpur, PGDBA-Birla Institute of Management Technology	Executive Vice President	-	2000
Deepali Singh	43	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	42	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	-	2001
Niraj Kumar Rana	40	BSC, MBA	Executive Vice President- Sales	-	2001
Swati Vashistha	39	MBA	Senior Vice President Sales Systems	-	2001
Manoj P	42	BE- University of Mysore MBA - Xavier Institute of Management and Entrepreneurship	Executive Vice President- Sales	Indian Seamless Group	2002
Harveen Singh Bedi	45	PGDBA-Birla Institute of Management Technology	Executive Vice President Quadrangle & Ehire	Nestle	2002
Dinesh P Kumar	41	MBA	Executive Vice President- Sales	Notre Advertising	2002
Satyajit Tripathi	43	BSc ,PGDBM	Executive Vice President- Sales	-	2002
Ambrish Kumar Singh	42	Btech, MBA	Senior Vice President and Head Sales Shiksha	LSI Software, Pentasoft Tech	2003
Ankur Kheterpal	43	B.Com Christ College Bengaluru	Senior Vice President IT Infrastructure	Solutions Infosystems Pvt. Ltd. , Wintech Education, Sunrise Consultancy	2005
Meetu Arora	38	PG Diploma, Computer Applications - Acharya Narendra Dev College - New Delhi	Senior Vice President Quality Assurance	Induslogic India Pvt. Ltd. , IBM Global Services, Magic Software Pvt. Ltd.	2006
Sudhir Bhargava	47	BE, MBA, FMS, Delhi University	Executive Vice President Corporate Finance	HSBC, ICICI Bank	2006
Sharmeen Khalid	45	MBA, IRMA	Chief Human Resources Officer	Polaris	2006
Shalabh Nigam	44	B Tech, IIT Kanpur	Chief Technology Officer JSB9	Baypackets	2007
Rajesh Khetarpal	43	CA	Executive Vice President- Finance	Bharti	2007
Sumeet Singh	43	BBA, MBA	Executive Vice President- Marketing, Corporate Communication and Strategic Alliances	CII	2007
Nishant Pandey	41	B Tech, IIT Delhi, MBA ISB	Executive Vice President- Product Development	Schlumberger	2008
Rinchan Gupta	38	BE - Comp Science	Senior Vice President Interaction Design	HP India	2008

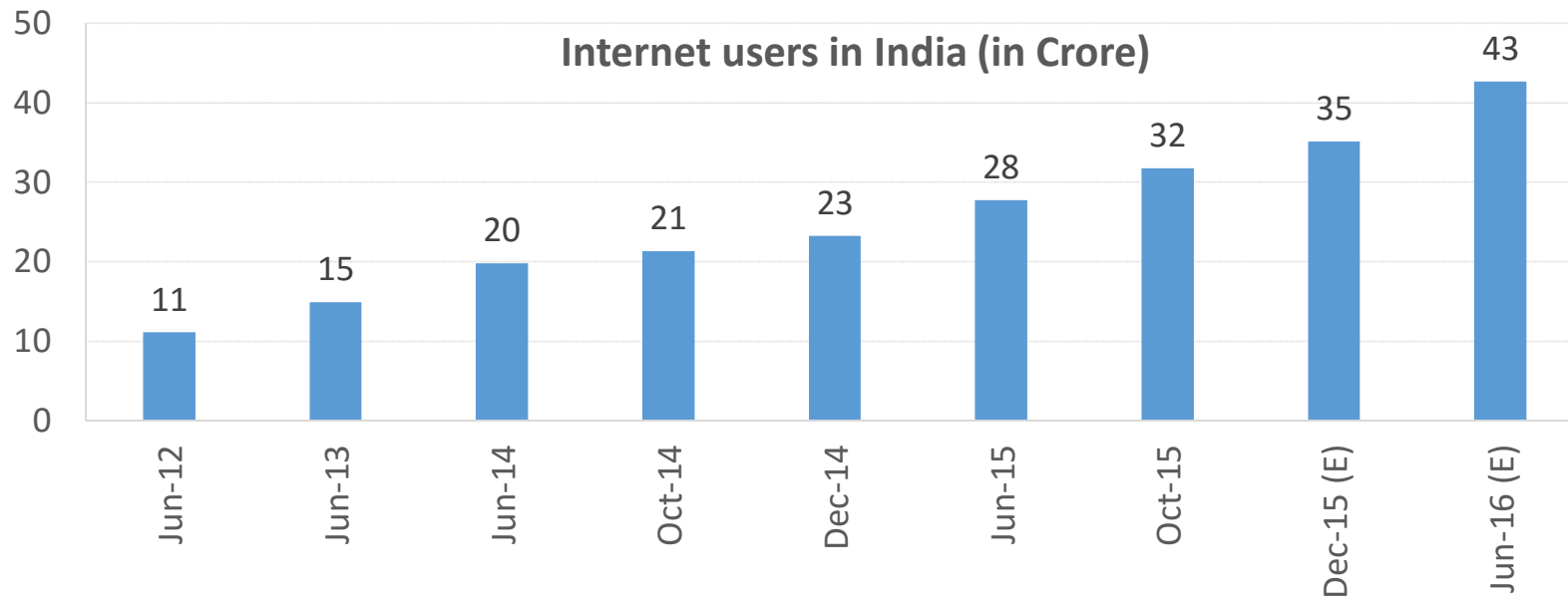
## Management Team contd.

Name	Age	Qualifications	Designation/ Role	Previously worked with	Year of joining
Vivek Jain	43	B Tech, IIT Delhi, PGDM, IIM – B	Chief Product Officer-Naukri & Head-Naukri FF	Isoft, Adobe, IBM, ICICI Securities	2010
Maneesh Upadhyaya	38	B Sc, MBA, FMS, Delhi University	EVP & Business Head - Shiksha	Bain & Co.	2010
Tarun Aggarwal	41	Btech, MBA IIM Ahemedabad	Executive Vice President and Business Head- Naukri Gulf	HT Media, Tech Mahindra, HCL Technologies	2010
Amit Kumar Singh	39	Btech - IIT Kanpur, PGDBM - IIM Calcutta	Executive Vice President - Product Development	Adobe Systems, Citibank	2011
Jai Prakash Sharma	41	MBA Sikkim Manipal University	Senior Vice President Technical Operations	AOL Online, First Advantage, Adobe Software	2011
Rohan Mathur	33	PGDM Business Management, IIM Ahmedabad	Senior Vice President & Head Jeevansathi	Cadence Design Systems, Mindtree	2011
Manav Rajkumar Gupta	39	B.Tech, MBA - European School of Management and Technology, Berlin	Senior Vice President Product Development	Toostep, TCS, Mittal Steels	2012
Manish Gupta	37	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	39	MBA- ISB Hyderabad, MS - Wright State University	Sr. Vice President and Product Head Shiksha	Microsoft, Nokia, Dassault Systemes	2013
Chintan Arvind Thakkar	50	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
Narasimha Jayakumar	43	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	42	MSc Corp & Int'l Finance (Durham University), MBA (IMI), BA (Hons) Economics (St.Stephen's College)	Executive Vice President Corporate Development	Kotak Investment Banking, Ernst & Young, JPMorgan	2015
Sujith Nair	39	MCM, Pune University	Senior Vice President Engineering	Smriti Netcoms, C-Net Asset/ International	2015

About 10% of the total employees are covered under ESOP

# Internet in India

# Internet in India – growing at a very rapid pace and stands only behind China in number of users



Source: IAMAI

- As per an IAMAI report, the number of internet users in India as of Oct 2015 stands at 31.7 Crore and is expected to have risen to over 42.5 Crore by June 2016
- Of these 32% are college going students, 26% are young men and 11% are working women and the remaining 31% are non-working women, other men and school kids

# Banks/ brokerages that cover us

Firm	Analyst	Phone Number	E-mail
Axis Capital	Sahil Desai	+ 91.22.4325 1121	<a href="mailto:Sahil.desai@axiscap.in">Sahil.desai@axiscap.in</a>
B&K Securities	Sushil Sharma	+91.22.4031 7117	<a href="mailto:sushil.sharma@bksec.com">sushil.sharma@bksec.com</a>
BAML	Sachin Salgaonkar	+91 22 6632 8667	<a href="mailto:sachin.salgaonkar@baml.com">sachin.salgaonkar@baml.com</a>
Centrum Broking	Ankit Kedia	+91.22.4215 9634	<a href="mailto:ankit.kedia@centrum.co.in">ankit.kedia@centrum.co.in</a>
Citigroup	Gaurav Malhotra	+91.22.6631 9885	<a href="mailto:gaurav.a.malhotra@citi.com">gaurav.a.malhotra@citi.com</a>
CLSA	Ankur Rudra	+91.22.6650 5059	<a href="mailto:ankur.rudra@clsa.com">ankur.rudra@clsa.com</a>
Credit Suisse	Anantha Narayan	+91 22 6777 3730	<a href="mailto:anantha.narayan@credit-suisse.com">anantha.narayan@credit-suisse.com</a>
Deutsche Bank	Aniruddh Bhosale	+91 22 7180 4037	<a href="mailto:aniruddh.bhosale@db.com">aniruddh.bhosale@db.com</a>
Edelweiss	Sandip Agarwal	+91.22.6623 3474	<a href="mailto:sandip.agarwal@edelweissfin.com">sandip.agarwal@edelweissfin.com</a>
ICICI Direct	Abhishek Shindadkar	+91.22.4084 0412	<a href="mailto:abhishek.shindadkar@icicisecurities.com">abhishek.shindadkar@icicisecurities.com</a>
ICICI Securities	Kuldeep Koul	+91.22.6637 7573	<a href="mailto:kuldeep.koul@icicisecurities.com">kuldeep.koul@icicisecurities.com</a>
IIFL	Sandeep Muthangi	+91.22.4646 4686	<a href="mailto:sandeep.muthangi@iiflcap.com">sandeep.muthangi@iiflcap.com</a>
JP Morgan	Viju K George	+91.22.6157 3597	<a href="mailto:viju.k.george@jpmorgan.com">viju.k.george@jpmorgan.com</a>
Jefferies	Arya Sen	+91.22.4224 6122	<a href="mailto:asen@jefferies.com">asen@jefferies.com</a>
Kotak Securities	Kanwaljeet Saluja	+91.22.4336 0860	<a href="mailto:kanwaljeet.saluja@kotak.com">kanwaljeet.saluja@kotak.com</a>
Macquarie	Nitin Mohta	+91.22.6720 4090	<a href="mailto:nitin.mohta@macquarie.com">nitin.mohta@macquarie.com</a>
Morgan Stanley	Parag Gupta	+91.22.6118 2230	<a href="mailto:parag.gupta@morganstanley.com">parag.gupta@morganstanley.com</a>
Motilal Oswal	Ashish Chopra	+91.22.3982 5424	<a href="mailto:ashish.chopra@motilaloswal.com">ashish.chopra@motilaloswal.com</a>
Nomura	Ashwin Mehta	+91 22 40374465	<a href="mailto:ashwin.mehta@nomura.com">ashwin.mehta@nomura.com</a>
Spark Capital	Soumitra Chatterjee	+91.44.4228 8151	<a href="mailto:soumitra@sparkcapital.com">soumitra@sparkcapital.com</a>
UBS	Gautam Chhaochharia	+91.22.6155 6080	<a href="mailto:gautam.chhaochharia@ubs.com">gautam.chhaochharia@ubs.com</a>
Yes Securities	Abhishek Kumar	+91.22.3347 7623	<a href="mailto:abhishek.kumar@yesecuritiesltd.in">abhishek.kumar@yesecuritiesltd.in</a>

Indicative list, subject to change



# Investor relations contacts

Name	Chintan Thakkar	Sudhir Bhargava
Designation	CFO	EVP - Corporate Finance
e mail	<a href="mailto:chintan.thakkar@naukri.com">chintan.thakkar@naukri.com</a>	<a href="mailto:sudhir.bhargava@naukri.com">sudhir.bhargava@naukri.com</a>
Telephone	+91 120 3082137	+91 120 3082006
Fax	+91 120 3082095	
Address	Info Edge (India) Limited, B 8, Sector 132, Noida – 201 301, Uttar Pradesh, India	
Website	<a href="http://www.infoedge.in">www.infoedge.in</a>	