

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

 **99acres.com**
India's Property Bazaar

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

 **Quadrangle**

Info Edge (India) Ltd.

India's Online Classifieds Company

Helping People & Businesses Meet

October, 2008

Safe harbor

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

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

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

All figures mentioned are as on September 30, 2008 or for the quarter ended September 30, 2008 unless indicated otherwise.
Q2 FY09 means the period July 1, 2008 to September 30, 2008 and H1 FY09 means the period April 1, 2008 to September 30, 2008
FY09 means the Financial Year starting April 1, 2008 and ending March 31, 2009
INR mm means Indian Rupees in million

The company

- India's leading internet classifieds company
- Rapid growth (*but slowing in current environment*)
 - Revenue grew from INR 38 mm in FY02 to INR 2,397 mm in FY08
 - Profitable since FY03
 - Cash and equivalents ~ INR 3,141 mm (as on Sep 30, 2008)
 - Negligible debt
- VC funding in 2000 and public listing in India in 2006
- Valuable experience
 - Over 10 years in Indian internet
- Bouquet of leading websites
 - naukri, 99acres, jeevansathi, naukrigulf, shiksha, brijj, asknaukri, allcheckdeals
- 66 offices in 42 cities in India + 2 in Dubai + 1 each in Bahrain & Riyadh
- 1794 employees (~ 1325 in sales)

Our businesses

Info Edge

Recruitment & Careers



- Launched in March 1997.
- 86% of company's net sales in Q2FY09
- No. 1 job portal in India – more than 50% share of page views among top 3 job sites
- Over 15 mm resumes, with 16,500 added daily in Q2 FY09, over 85,000 job listings, 18,600 clients in Q2 FY09 and 24,900 in H1 FY09
- Quadrangle in offline recruitment services

Real Estate



- Launched in Sept 2005
- Leader in emerging online market
- Over 153,000 listings (128,000 paid)
- Pan India listings covering over 25 cities



- Launched in November 2007

Matrimonials



- Acquired in September 2004
- No. 3 matrimony website in India
- 2.58 mm profiles ever registered
- Av. 1,780 profiles added daily in Q2 FY09

Education



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



- Launched July 2006



- Launched July 2007
- Career & guidance site



- Launched August 2007
- Professional networking

Our team

Sanjeev Bikhchandani (45)

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

Ambarish Raghuvanshi (47)

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

Hitesh Oberoi (36)

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

Harveen Bedi (37)

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

Sudhir Bhargava (39)

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

Manish Gulati (34)

VP - Product and Technology
B.E. DIT - Delhi
Previously with Yahoo India / USA

Sharmeen Khalid (37)

Sr. VP - Human Resources
MBA IRMA
Previously with Polaris

Vivek Khare (38)

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

Shalabh Nigam (36)

Sr. VP - Brijj
B Tech IIT - Kanpur
Previously with Baypackets

Vibhore Sharma (34)

Sr. VP - Technology
B.Sc IGNOU
Previously with Pioneer

Vineet Singh (36)

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

Deepali Singh (35)

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

V.Suresh (36)

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

Recruitment classifieds and services

Naukri, Quadrangle, Naukrigulf, Asknaukri, Brijj

The recruitment market



Over 330 universities and 17,600 colleges

Over 3 mm graduates every year

Over 120,000 IT professionals every year



Over 1 mm employed by IT & ITES

High attrition rates in the IT services sector range between 25-40%



35 cities > 1 mm population

Source: Nasscom, Department of Higher Education

Recruitment solutions

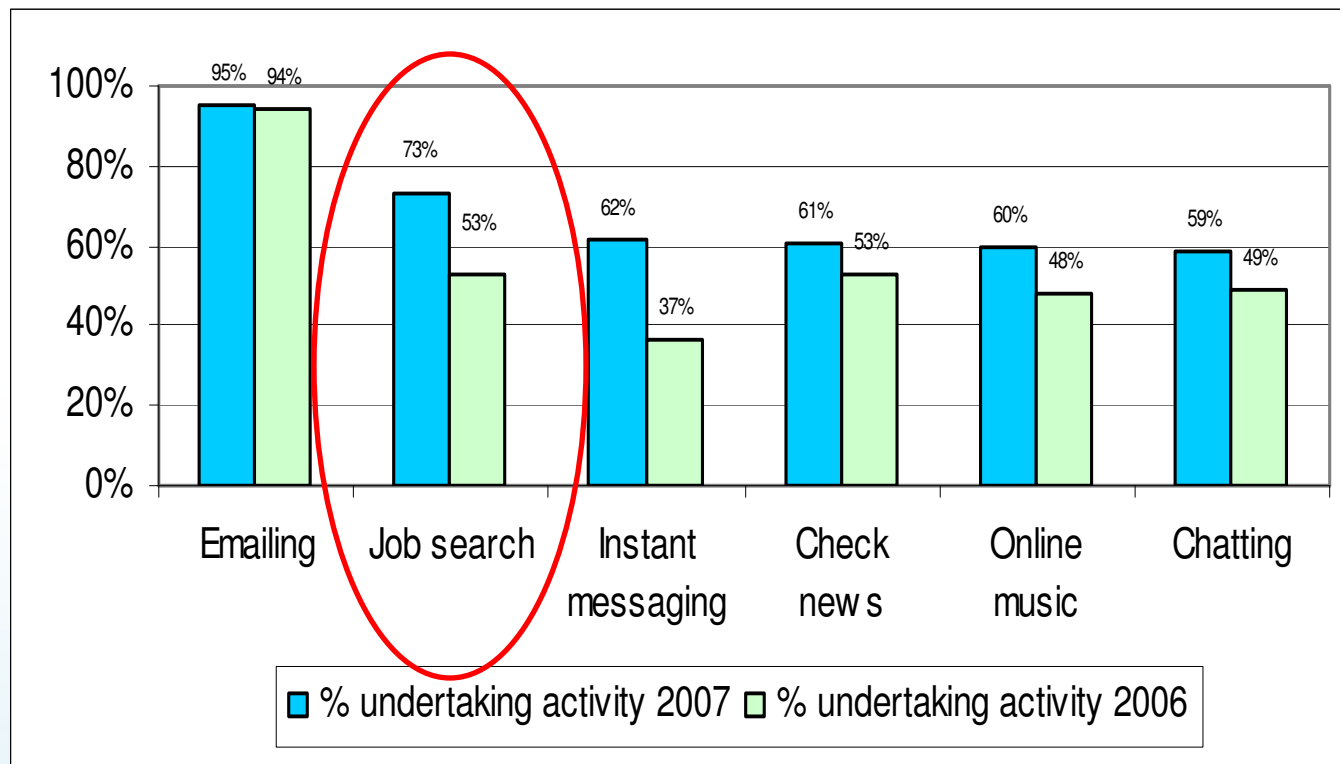


Print
Recruitment consultants
Online
Other



Naukri is the hub

Job search is popular

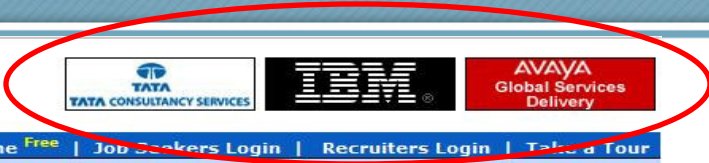


Source : Juxtconsult India Online Report May 2008, Population surveyed ~ 26,000

Job Search continues to be the second most popular professional activity of Internet Users and its popularity has increased

Two major revenue streams

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



Banner Ad

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

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

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

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

Panels

Top Employers

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

Best Places to Work

INFO.TECH. ChipDsg/Semicond. Atrenta AMD ARM Applied Materials Broadcom Cadence FreescaleSemiconductor GenesisMicrochip LTI Logic Maxim Mentor Graphics NetLogic nVidia New Rambus SanDisk STMicroelectronics Teranetics	IT-Software GE Energy GE Industrial Goldman Sachs Hewlett Packard HCL Technologies Honeywell iGATE Infogain InterSolutions ITTI IBM ITC Infotech Keane India New Mascon Global Ltd. Perot Systems Qatalys Ramco Systems Roamware Robert Bosch RSystems Intl. Scandent Solutions Score Info Tech Scicom Technologies Second Foundation Sierra Atlantic SNS Technologies Syncata Syntel Textron Tech Mahindra ThoughtWorks New VIRTUSA Vic Vally Bharat OK Play Pall Corporation Quotient New Rockwell Automation Sany New	Healthcare/Pharma SK E&C SOFCON Tecnimont ICB TVME UOP Weston Solutions Actavis Pharma Alembic Limited AllerganIndiaPvt.Ltd Amrita Hospital Cadila Pharma Cipla Claris Emcure Ferring Fortis Healthcare Glenmark Pharma ICON Clinical Jubilant Organosys KRISHNA Heart New Laurus Labs MEDIKIT Micro Labs Nicholas Piramal Novartis New Panacea Biotec Promed New RanbaxyLabsLtd Strides Arcolab Torrent Pharma FUKAVANKAKA RMZ corp Shapoorji Pallonji Soma Enterprise Vatika Group YellowStone Infra.
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POST YOUR RESUME

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

Register Free

Registered Job Seekers: Login | Update Resume

Job Seeker Services

Asset base of US \$6 billion

Resume Services

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

Mobile Revenues

Recruiters

naukri INSTA hire
From hiring online to Hiring on mobile

Receive the most relevant resumes

Search resumes for FREE

Select Functional Area:

Location:

Exp to yrs Go

hot vacancies

Quality jobs from Quality Companies

FirstTek
Riding Technologies

Job Gallery

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

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

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

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

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

Job Listings

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

Results Displayed 1-50 of 336

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

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

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

Jobs from Featured Companies

Wipro Infotech

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Free Whitepapers on Partner Development Best Practices.
AmazonConsulting.com-/ManagePartners
- Sales Coaching
Maximize your sales productivity w/ sales coaching!
Face-to-face/phone.
www.fulllifecenters.-com
- Forms To Sell A Business
Complete set of contracts to buy & sell a business.
Immediate access

Featured Company

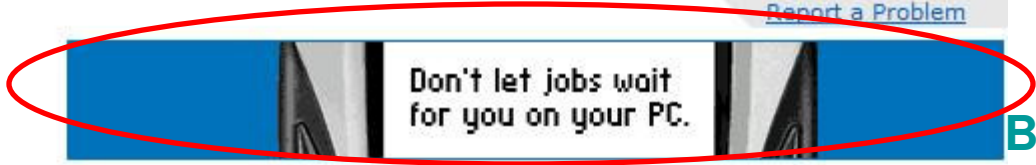
Sponsored Links

- Employee/Corporate Gifts
Circuit City gift programs. Perfect for any business.
www.circuitcity.com
- Corporate Marketing
Gain Industry Knowledge. Register for Free Microsoft Small Biz Summit
www.Microsoft.com
- Custom Bags & Accessories
Embroidery, printing, & debossing. Volume Discounts on 20+ Pieces.
www.eBagsCorporate.com
- Corporate Video Marketing
Innovative, Efficient Video Solutions for Sales and Marketing
www.starcaststudios.net
- Sharper Image Gifts
Unique Corporate Gifts. Save Up to 30% on volume Orders.
www.sharperimage.com

Google Ad Sense



[Report a Problem](#)



Banner Ad

[Recruitment Solutions](#) [HR Zone](#) [eLearning Center - Take a Tutorial Now](#)

[Job Seeker Click here](#)

From USA: Call us toll free at 1-866-557-3340 From UAE : Call 04-3602838

Resdex

Recruiters Login

Please enter your username & password to access your **eApps, Resdex, INSTAhire and/or Job Posting account.**

Username

Password

[Forgot Username / Password](#)

Submit

New Clients [Register here](#)

RESDEX Resume Database Access **Search Resumes**
» Reach over 8 million Job Seekers today.

RESDEX

INSTAhire SMS Candidates

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

Post Jobs

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

Manage Resumes

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

Recruiter Blogs *new*

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

Strategy – strengthen virtuous circle

Naukri.com benefiting from a virtuous cycle



Imperatives

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

Competitive activity has resulted in market expansion

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

Quadrangle



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Executive Search



Management Search



IT Search



International Search



KPO/BPO



 **quest** for strong partnerships



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Quadrangle provides expert and innovative recruitment services to leading global and Indian organizations through its network of offices in major cities across India.

We have been servicing executive talent requirements of corporate clients across the globe for over a decade now. With highly qualified recruitment professionals in every industry and virtually every functional discipline, we provide global clients with high-quality, seamless service. We have built and sustained a reputation of excellence in all our verticals - executive search, management search, IT search, international search and KPO/BPO vertical. **Read more..**

The Quadrangle Brand

Quadrangle's logo is synonymous to the philosophy of our

TESTIMONIALS



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

Michael Joseph
Head - Resourcing
Olam International Ltd.

Offline head hunting firm. Success based revenue model.

Naukrigulf



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Keyword Criteria Location Select Functional Area Exp. Sort by

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

Featured Companies

Career Tools

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

يوجد عند naukrigulf.com كثير من الوظائف لجميع الانواع.

Asknaukri

Partner sites : Naukri.com | Jeevansathi.com | 99acres.com | brijj.com

ask Beta
naukri.com

Welcome Guest! [Sign In]
New User? Sign up

Home

Search Ask Questions

Our Panelists | Tips to use this site

Type your career related question here and find an immediate answer using our smart search. Search

1000 Characters Left

Browse by Category

- Students
- Early Career
- Mid Career
- Late Career Moves
- Entrepreneurs

Related Links

- Most Recent Questions
- Most Rated Questions

Naukri.com Services

- Post your Resume
- Resume Development
- Resume Display

Most Recent Questions

Question : sir i'm jagadeesh. i finished my diploma in mechanical engineering in this year(april 2008).i hv speacial knowledge in production and industrial management. i like to be an entrepreneur. can u pls tell me the oppurtunities to start bussiness? thanking u.
Asked By: phoenixjack | May 4, 2008, 5:14 PM
Answer : Jagadeesh, To get into business you should have a business idea which can form the basis of a business plan. The business you wish to do should be in ac.....
See Full Answer | Comment (0) | (0 Rating)

Question : I would like to start a medical shop, what are the requirement of the same, like licensing, inventory, etc
Asked By: dellu | May 4, 2008, 11:49 AM
Answer : Hi, You have a business idea but before you action it you need to also have a business plan in place. We would not be able to provide you the expert adv.....
See Full Answer | Comment (0) | (0 Rating)

Question : HI... I WANT TO KNOW WHAT IS THE DIFFERENCE BETWEEN RESUME AND CV?

How to get an answer

- Browse by Categories and Sub Categories on the left of the screen
- You can also use search bar on top to find the exact answers

[Click here for details](#)

A career guidance site. To develop a repository of questions and answers.

Brijj



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opportunities

- Find key decision makers
- Reach prospects through your contacts
- Open up new sales channels

[Join Now](#)



Search for People

Looking for someone? Enter
name/company name/institute name
to search

[Search](#)



Email Id:

Password:

[Login](#)

[Forgot Password](#)

A professional networking site with about 1 mm registrations.

Brijj



Welcome, shalabh nigam [Settings](#) | [Help](#) | [Logout](#)

- Home
- My Profile
- My Contacts
- My Messages
- Ask & Answer ^{NEW}
- Search
- Membership

Invite Contacts
from address books

From mail addressbook

From Communities

People

Enter name, designation, company or institute to find people quickly.

Network News

- shwet kamal is now a contact of [sunil sharma](#) and [hitesh obero.](#)
- vikram verma is now a contact of [sunil sharma](#) and [shobha kumari](#).
- ashwini kamble is now a contact of [sunil sharma](#) and [hitesh obero.](#)

- gauri shankar is now test, airtel india com.

[View all](#)

Brijj Suggests:

[Dr rahul khare](#) **Invite**
Orthopaedic Surgeon, DR RML HOSPITAL

[Anil rustagi](#) **Invite**
Company Secretary, Minda Investmetns Limited

[Puneet chawla](#) **Invite**
Assistant Manager, Info Edge India Ltd.

[Kavita gupta malhotra](#) **Invite**
AGM-marketing Internet busines, Hindustan Times

[Ayesha kapur](#) **Invite**
Business Head, Yatra Online Pvt. Ltd

Send Quick Invite

Name

Email

Associated as

[Customize this invitation](#)

[Send multiple invitations](#)

New Messages that need your attention

2 Invitations awaiting your acceptance :

- [Pushpraj dhar dwivedi](#), Manager- Corporate Sales , Info Edge India Private Limited(99Acres.com) [Read](#) | [Accept](#) | [Decline](#)
- [Shwet kamal](#), Area Manager corporate Sales , Info Edge India Ltd. [Read](#) | [Accept](#) | [Decline](#)

4 New questions for you to answer.

- When is the right time to start a business venture of your own? a) Ample knowledge about a particular field and have ideas which are not explored. b) Fresh out of college...brimming with ideas that can change the world. c) Never!
- Work from home - How effective is it? Would love to hear everyone's views on this - employees as well as the employers.
- How can Brijj help me reach my professional goals? How can I use my network on Brijj?

Ask Question

Write question in above textbox

Profile is 43% Complete

Make it 100% Complete

A professional networking site with about 1 mm registrations.

Real estate

99acres, Allcheckdeals

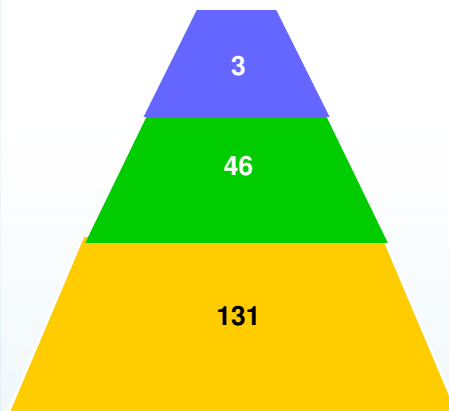
Surge in demand during 2004 to 2007 for real estate

Market characteristics

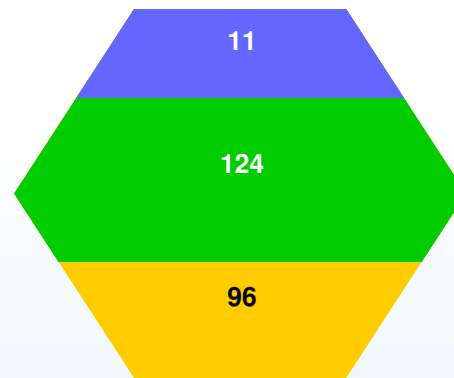
Reasons for boom

181 mm Hhlds

231 mm Hhlds



2003



2013

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

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

Revenue streams

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

Banner Ads



Pan India Presence. Over 100 Projects in 45 Cities Spread Over 16 States. For Bookings Call 24x7 at +91-11-32616357

Investment Land in UK For as low as Rs. 11.2 Lacs +91 (0) 11 3041 6116

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Panels

Property Gallery

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Malancha

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29 Residential Projects all over Bangalore

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Residential Commercial

Property Quick Search

Want to Buy Rent PG [Advanced Search](#)

Type: All Residential Budget: INR

City: Select Bedroom: Select

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

Featured Projects

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

Sell/Rent Out

Advertise your Property

> Sell > Rent-Out > PG

[New User Register](#)

[Existing User Login](#)

Buyer Search

Search our database of buyers for your property

Post Your Property Requirement

Get contacted by 99acres clients & get Property Alerts

Buy Rent

Email:

Phone:

Buyer Database



Property Listings

Banner Ads

Residential Commercial My 99acres NRI Services New Home Finance

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

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

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

Search Criteria is: Buy; Delhi / NCR (All); All Residential

Displaying 1 - 50 of 9025 results

Sort by: Price Date

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

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INDIAN REAL ESTATE EXPO 2007 LONDON (UK)

Sheraton Skyline

Banner Ads

Featured Gallery

Featured Gallery

- SWARAN LAND PROMOTERS FLATS IN HIMACHAL
- AMRAPALI GROUP PROJECTS IN NORTH INDIA
- MAHIMA GROUP
- MANTRI DEVELOPERS FOUNDATION OF TRUST

Sponsored Properties

Sponsored Properties

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

Google AdSense

Sponsored Links

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

Competition

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

Positive impact of slowdown

- Slowdown has led to builders/ developers/ brokers working harder to get customers
- Marketing expenditure has become more accountable
- Sharper focus on cost per lead acquired
- Internet gaining acceptance

Allcheckdeals



Home | About Us | Contact Us

SMS : ACD<cityname> to 56070
eg., ACD noida to 56070
Our executive will contact you

India : 1860 500 5559
(Airtel, Vodafone, MTNL, BSNL, etc.
Local Charges apply)
USA : 1-646-367-2921
UK : 44-208-819-3959

allcheckdeals.com is India's first and only Online Real Estate Broker that offers full Check (Cheque) property transactions.

A [naukri.com](#) Group Company

Browse New Properties

Delhi/NCR | Bangalore | Chandigarh | Chennai | Kochi | Goa | Kolkata | Mysore

New Projects from Top Developers:

Hot Properties

Emaar MGF-The Villas
The Villas at Mohali Hills are not just a perfect blend of s [more](#)

Emaar MGF-Esplanade
Imagine a new world created just for you. Where the comfor [more](#)

1 2 3 4 5 ||

Sell your Property

Name *

Email *

Phone *

Fill up the form to use our services to sell your property.

[Know how to sell](#)

Post Now

Search All Properties on Map (New / Resale)

Select your City * No. of Bedrooms

Your Estimated Price *

Search

Hot Resale Deals

Property	Location	Type	Area(sq.ft.)	Price
Unitech-Uniworld City	Gurgaon	3BR -3T	2368	1,55,00,000
Eros-Wembley Estate	Gurgaon	3BR -3T	1376	57,00,000

How it Works

BROWSE 1
Find comprehensive information on all properties...

SELECT 2
Talk / Chat with Property Advisor & shortlist your property...

BUY 3
We assist you in booking, home loan, documentation, to buy the...
[Know how to buy](#)

Live Chat

Broking services. Success based revenue model. Over 300 transactions closed in last 12 months

Matrimonial classifieds & services Jeevansathi

Large market with many segments

- Over 300 mm people estimated to be in 10 to 30 years age bracket over next 10 years
- Urbanization and increased economic activity
 - increased mobility of work force
 - nuclear families
 - breakdown of traditional networks
- Arranged marriages are mostly within castes and communities
- Important to segment the market and focus
 - A discovery led process

[Membership Options](#) | [Success Stories](#) | [Contact Us](#)

Jeevansathi.com

Indian Matrimonials - We Match Better

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

 **Live Help**

Looking For: Community: City:

Age: to Religion, Caste: Photo

Height: to Marital Status: [Members Online](#)
[Advanced Search](#)

100% Screening of Profiles,
Exclusive Privacy Features,
Intelligent matching,
Millions of Profiles



"I would like to take this opportunity to thank jeevansathi for helping me to find my perfect life partner."

Existing User - Login Now

Email ID/User ID

Password

Remember me

[Forgot Password?](#)

India's most trusted site , Easy to use for parents too...

<p>1 Register Create your matrimonial profile to receive matches</p>	<p>2 Search By your criteria of Caste, Religion, Manglik status</p>	<p>3 Contact View contact details & contact by mail, Chat, SMS</p>	<input type="button" value="Register Free"/>
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Revenue model

Website

- Free to list
- Free to search
- Free to express interest
- Free to accept others expression of interest
- Pay to get contact details

Offline centres

- Walk in sales for matching services

Key metrics

Website

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

Offline centres (Jeevansathi Matchpoint)

- Footfall
- Monetisation

Competition

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

Education Shiksha

Shiksha

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Explore Colleges by

Career Options | **Countries**

- Animation, Multimedia
- Banking & Finance, Accounting
- Information Technology
- Media, Films, Mass Communications
- Professional Courses
- Science and Engineering
- Arts, Law and Languages
- Hospitality, Tourism and Aviation
- Management and Business
- Medicine and Health Care
- Retail

Important Dates

Events | **Admissions** | **Results** | **Scholarships**

- ✓ Maharashtra Examination Results SSC -...
Mumbai, 26th Jun, 08
- ✗ ISN Expo 2009
Bangalore, 6th Feb, 09
- ✗ ISN Expo 2009
Goa, 5th Feb, 09
- ✗ ISN Expo 2009
Ahmedabad, 3rd Feb, 09
- ✗ ISN Expo 2009
Mumbai, 1st Feb, 09

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✓ Verified Dates

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Management | **IT** | **Retail** | **Hospitality** | **Banking** | **Medical** | **Engineering** | **Media** | **Arts** | **Animation** | **Professional Courses**

- Birla Institute Of Managemen...**
Noida, India
Courses: Post Graduate Diploma in Ma...
- Xavier Labour Relations Ins...**
Jamshedpur, India
Courses: Personnel Management & ...
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- Web Designing - Nature of Work
- Information Technology - Career...
- Selection to IIT for BE, B.Tec...
- Airlines Technical and Enginee...

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Educational classifieds

- www.shiksha.com launched May 19, 2008
- Over 100,000 listings aggregated
- Product feedback encouraging
- Market receptive
 - Offices opened in 15 cities
- Large market dominated by print
 - One of the weekly supplements in English dailies
 - Three categories of advertisers
 - Indian education players (universities and institutes)
 - test prep and coaching institutes, and
 - overseas universities/ colleges targeting Indian students
- Spend on TV, radio and outdoor increasing
- Advertising spend as big as real estate

Investee Companies

Applect

- Online educational assessment site to be launched in the K 12 segment
 - Students pay for subscription
 - Login to assess their understanding of subjects
- Large addressable market
- Experienced team
- Propose to invest INR 65 mn, in tranches, for a 40% stake
 - Invested ~ INR 20 mn as on September 30, 2008

Etechaces

- Comparison shopping of financial products
- Currently selling insurance online through www.policybazaar.com
- Experienced team
- Large market with annuity income
- Propose to invest INR 200 mm, in tranches, for a 49% stake
 - Invested INR 10 mm as on September 30, 2008

Studyplaces

- Online education information site
- Large addressable market
 - Education a path for upward mobility
- Experienced promoter
- Invested INR 47 mn for a minority stake

Board of Directors & Auditors

Board of Directors

Board of Directors

Sanjeev Bikhchandani (45)
Managing Director and CEO
BA Econ. St. Stephen's. PGDM IIM-A
Previously with Glaxo SmithKline

Ambarish Raghuvanshi (47)
*Whole Time Director and Chief
Financial Officer*
CA, PGDBM XLRI
Previously with Bank of America & HSBC

Kapil Kapoor (44)
*Chairman & Non-Executive
Director*
B.A.Econ, PGDM IIM-A
MD Timex Group India Ltd.

Hitesh Oberoi (36)
*Whole Time Director and Chief
Operating Officer*
B.Tech IIT Delhi, PGDM IIM-B
Previously with HLL (Unilever)

Saurabh Srivastava (62)
Non-Executive Director
B.Tech IIT Kanpur, M.Sc Harvard Univ.
Founder IIS Infotech (Now Xansa),
NASSCOM, TiE

Ashish Gupta (41)
Non-Executive Director
B.Tech IIT Kanpur, Ph.D. Stanford Univ.
Partner, Helion Venture Partners

Sandeep Murthy (31)
Non-Executive Director
M.B.A. Wharton School
Nominee KPCB and Sherpalo

Arun Duggal (61)
Non-Executive Director
B.Tech IIT Delhi, PGDM IIM-A
Previously with Bank of America &
HCL Technologies

Naresh Gupta (42)
Non-Executive Director
B Tech IIT Kanpur, Ph. D
MD Adobe India

Bala Deshpande (42)
Non-Executive Director
MA Econ.,MMS JBIMS
New Enterprise Associates (NEA)

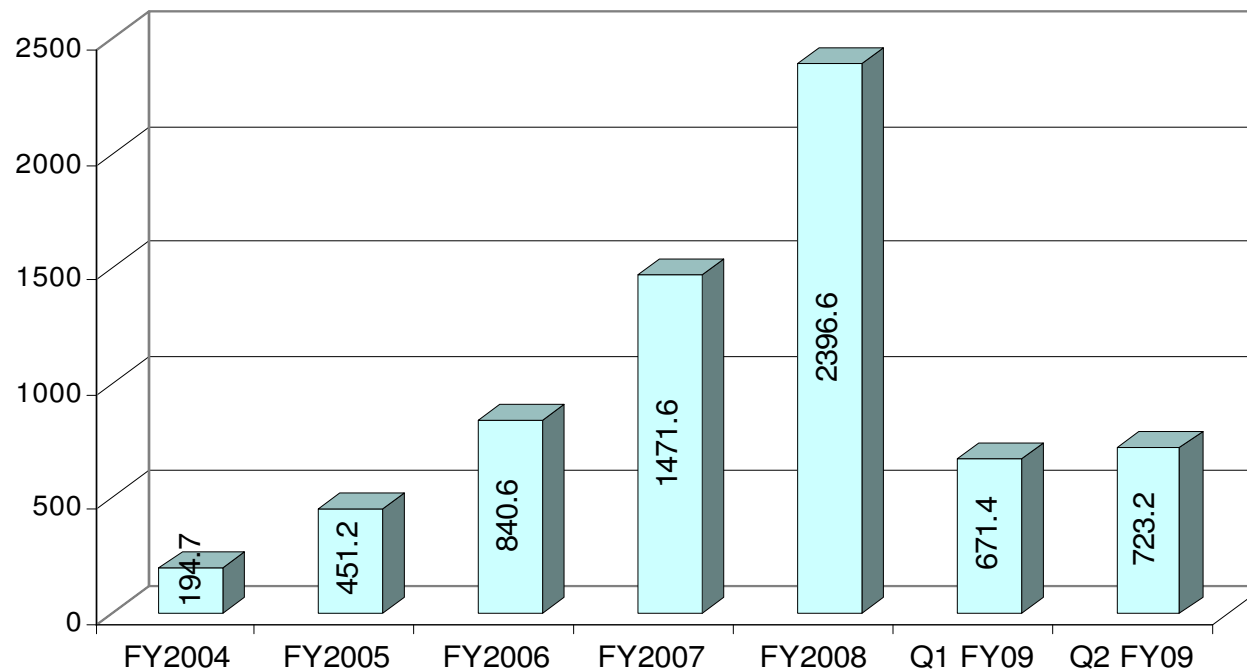
Auditors : Price Waterhouse

Financials

Financial performance

Revenues

Figures in INR mm

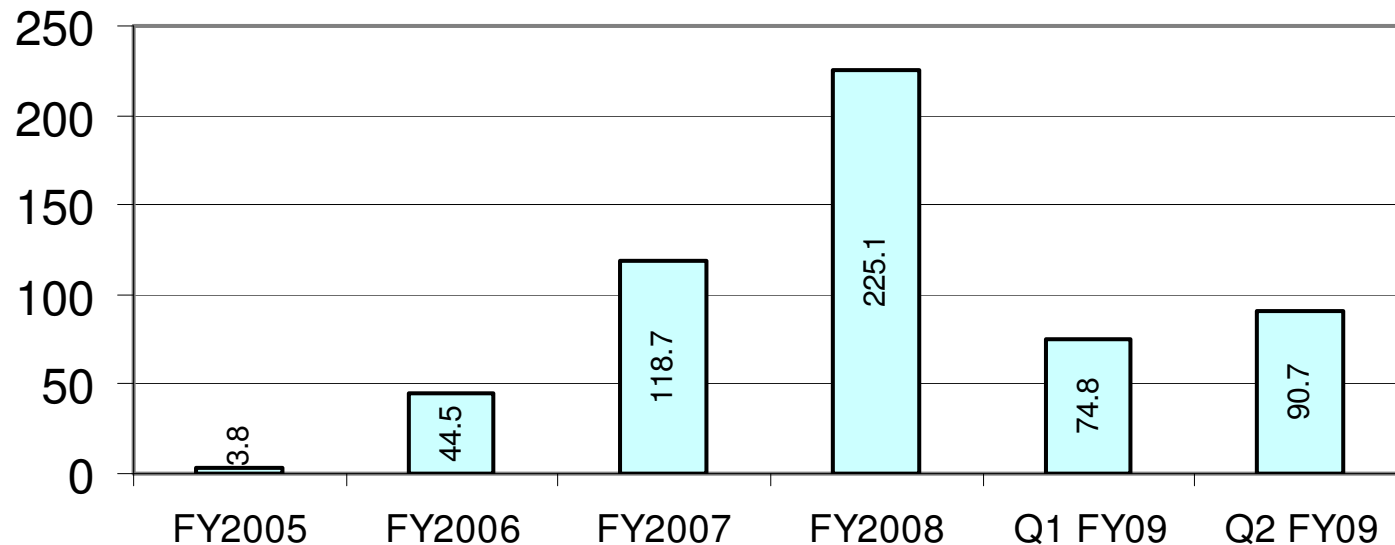


Q2 FY 09 over Q2 FY 08 : 24% growth in revenue and 19% growth in net sales

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

Revenues

Figures in INR mm



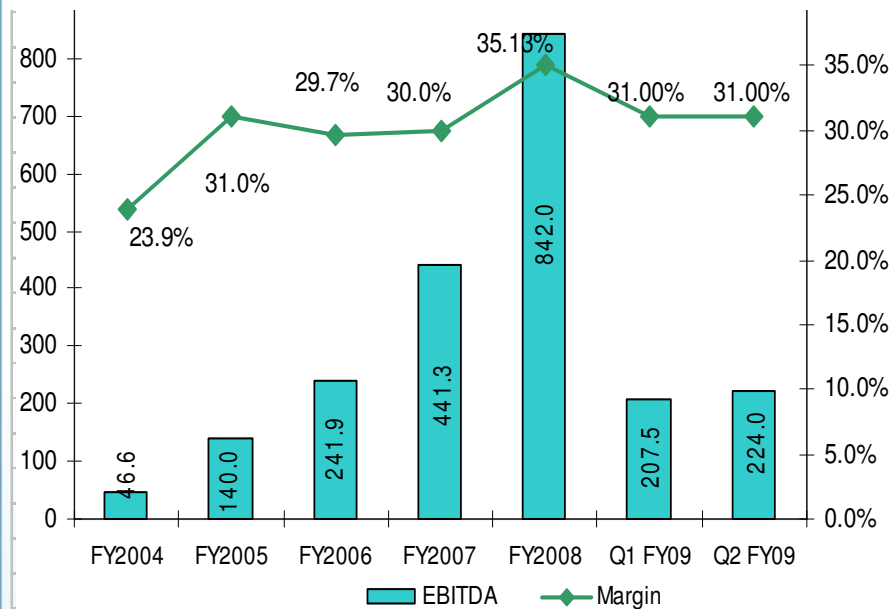
Q 2 FY 09 vs Q2 FY 08 growth of 71%

FY 05 to FY 08 CAGR of 296%

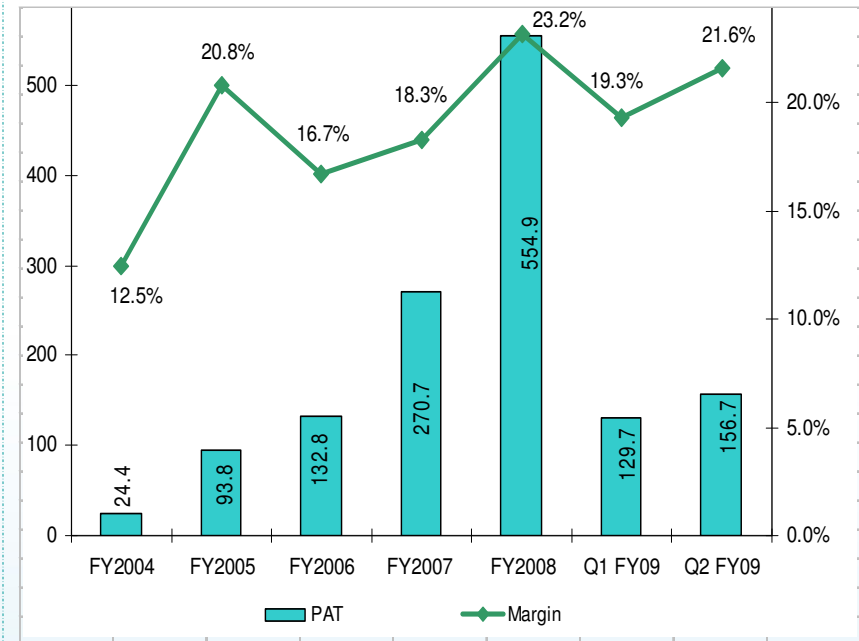
Financial performance

Figures in INR mm

EBITDA



Net Profit



Operational EBITDA at INR 155 mm down 4.8% YoY (Operating EBITDA margin 23.7% in Q2 FY 09 vs 31% in Q2 FY 08)

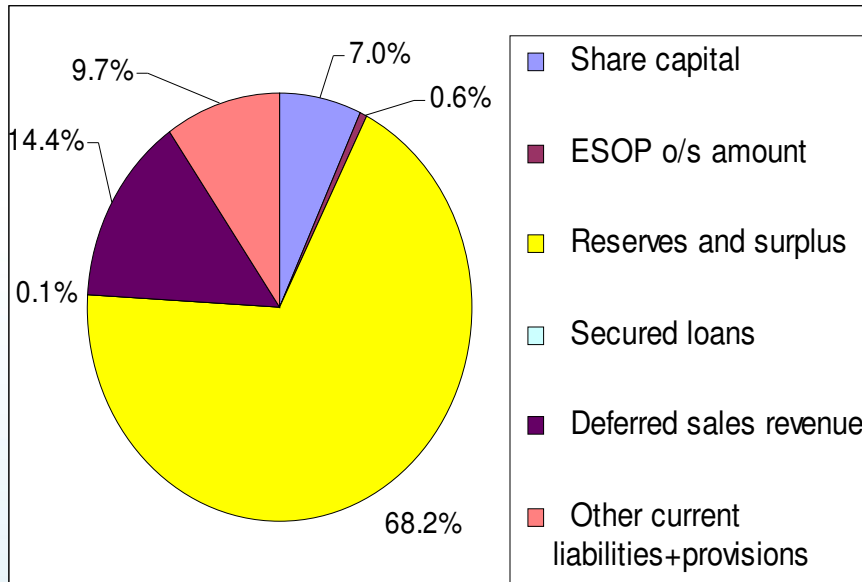
Operational PAT at INR 156.7 mm up 5.1% YoY (Operating PAT margin 15.8% in Q2 FY 09 vs 18.7% in Q2 FY 08)

EBITDA loss in Other verticals in Q2 FY09 was INR 86.3 mm vs INR 28.8 mm in Q2 FY08 (total in FY 08 was INR 182.6 mm)

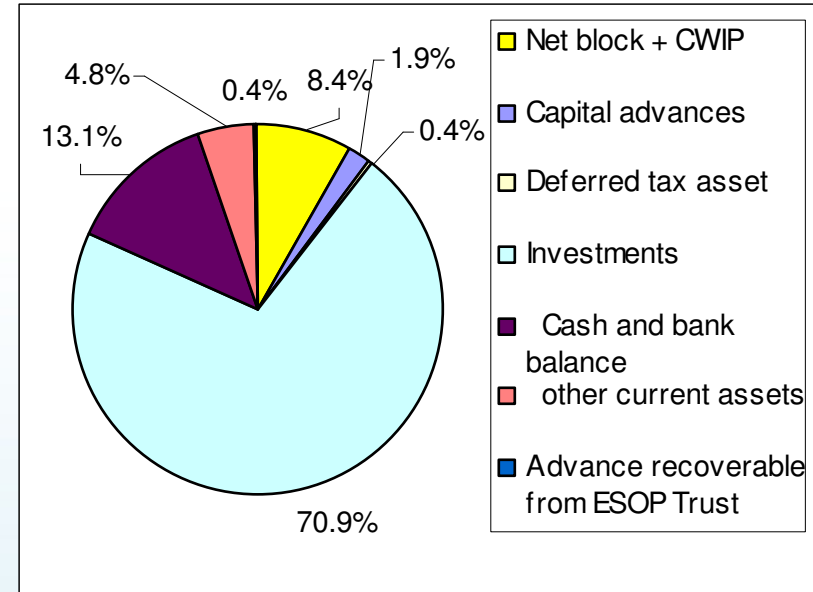
Balance sheet

(as on 30.09.08)

Liabilities



Assets

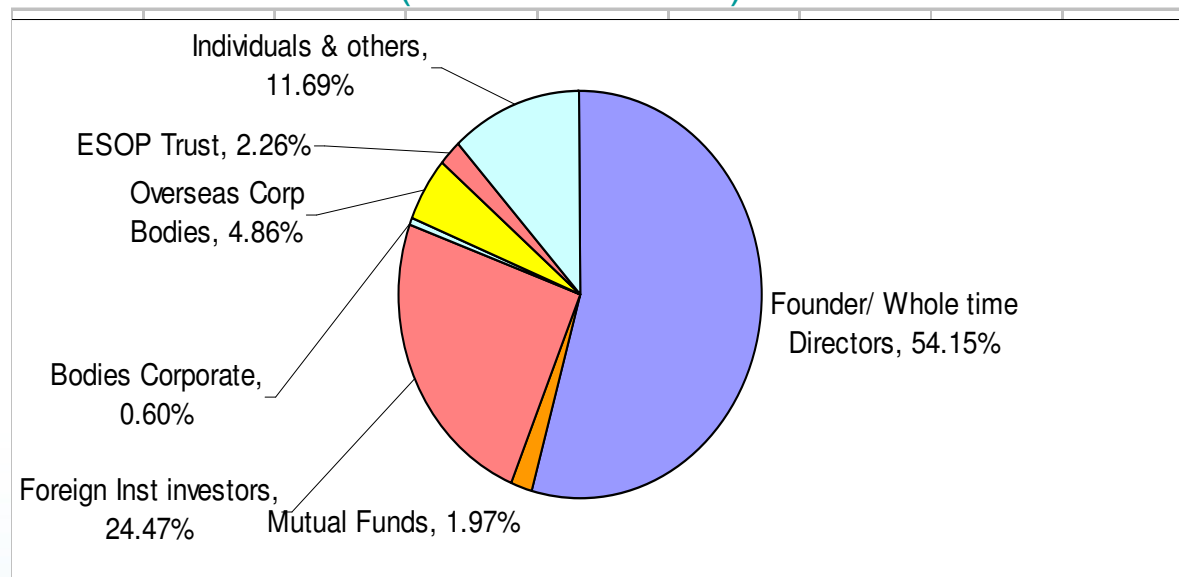


Balance sheet size as of 30.09.2008 ~ INR 3,925 mm

Cash & Bank and Investments as of 30.09.2008 ~ INR 3,211.4 mm

Shareholding pattern

(as on 30.09.08)



Fidelity Funds	8.11%
Passport Capital	5.01%
KPCB and Sherpalo	4.08%
T Rowe Price	2.75%
Matthews	2.39%
Reliance Mutual Fund	1.11%
Norges Bank Govt Petroleum Fund	1.14%
Acacia Parttners	1.03%

Total issued and paid up shares of Rs 10 each were 27.29 mm as on 30.09.08

Update Q2 FY 09

Recruitment solutions

- Recruitment solutions accounted for 86% of net sales in Q2 FY 09 vs 90% in Q2 FY 08
- Growth momentum impacted
 - Revenue up 19% to INR 563.5 mm in Q2 FY 09 from INR 471.1 mm in Q2 FY 08
 - Heightened uncertainty in Q2

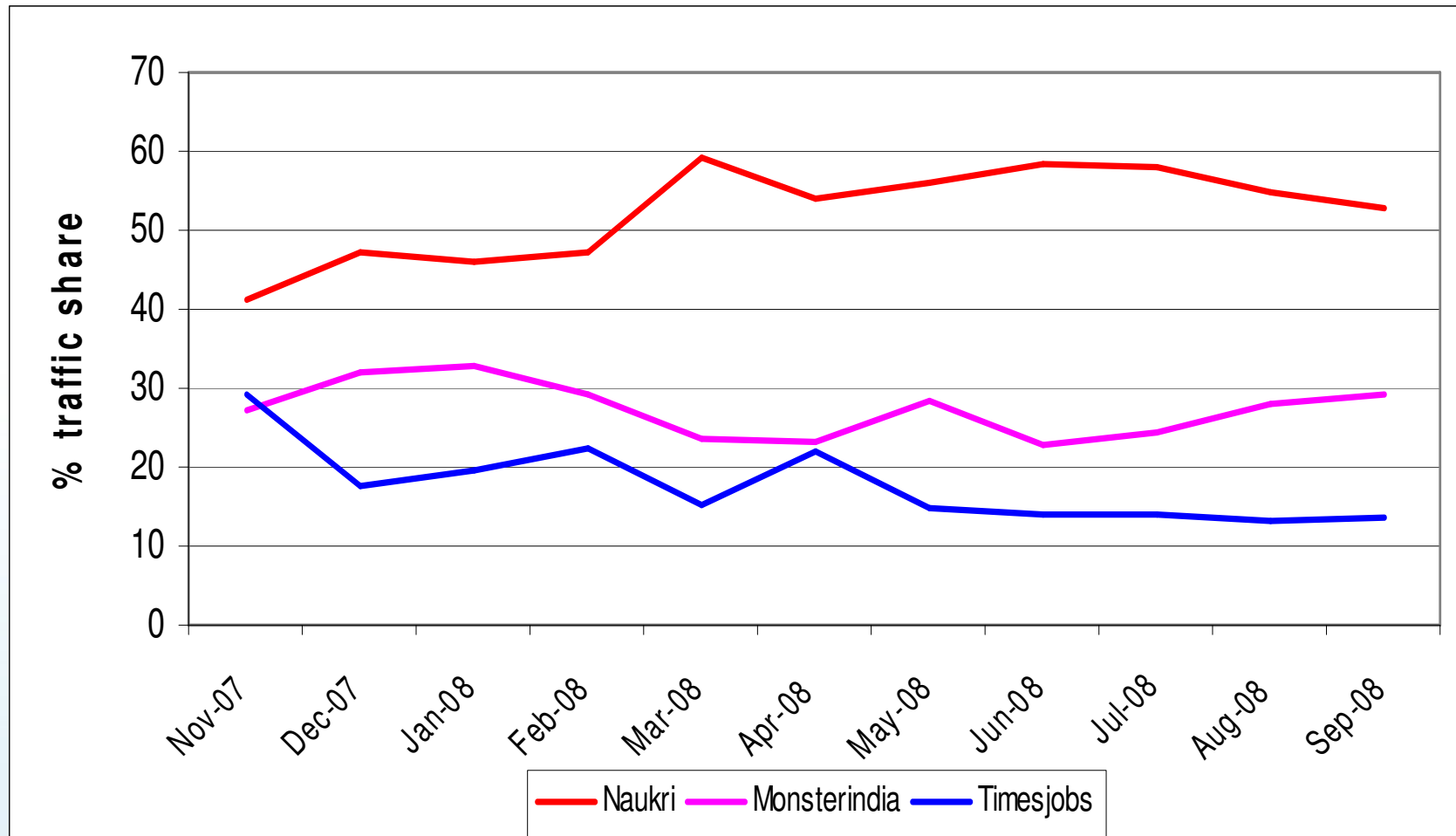
Naukri

- Naukri.com continues to be the No. 1 jobsite in India
 - Over 15 mm resumes as on 30.9.08 vs about 10.69 mm as on 30.9.07
 - Over 18,600 corporate customers in Q2 FY09 (32,500 in FY08) vs 15,400 in Q2 FY08 (27,500 in FY07)
 - About 24,900 corporate customers in H1 FY09 vs 20,500 in H1 FY08
- Recruiter section of site revamped
 - Increase in database searches, candidate contacted and other operating metrics
- Work on algorithms and product bearing results
 - Encouraging response
 - Increased traction
- Hiring by companies has been affected as economic environment has become tougher
 - Growth indexed to GDP growth rates
 - Less than 40% of recruitment revenue from IT clients
 - Growth from other sectors also impacted in Q2
- Competitive pressure continues

The slowdown is an opportunity

- Embrace the slowdown to emerge from it in a stronger competitive position
 - Continue to invest in technology
 - Product innovations
 - Operating metrics up - traffic share, applications, resume's
- Greater efficiencies from the sales system
- Strong balance sheet lends vital support
 - Potential to maximise advertising benefit
- Competition would be severely challenged

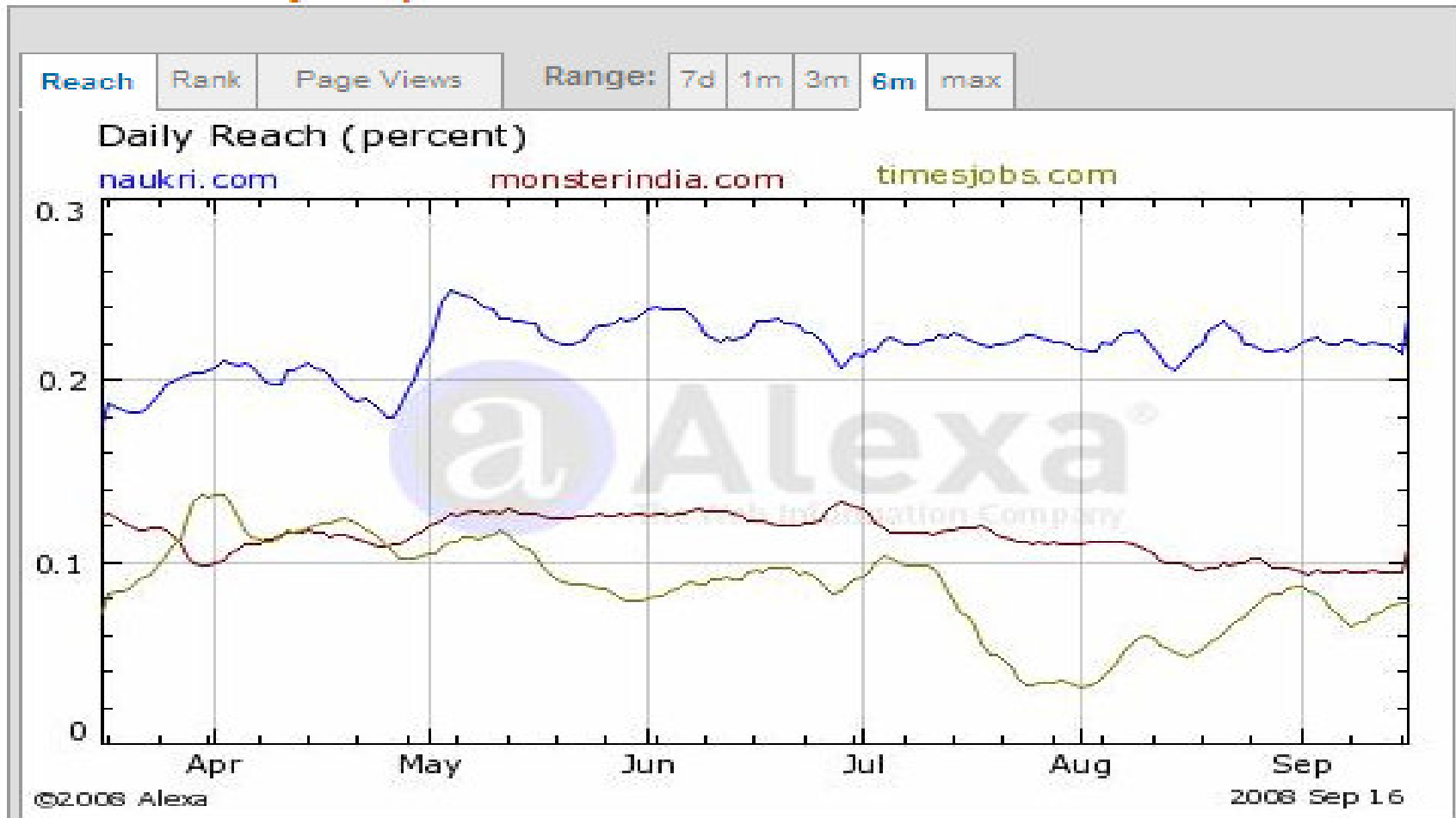
Naukri traffic share (%)



Source : Comscore

Naukri traffic share

Traffic History Graph for naukri.com



Source : www.alexacom

Naukri traffic share

jobsite	traffic share in %*
naukri	62.26
monsterindia+ jobsahead	24.85
timesjobs	9.10
others	3.79

* 3 month average as on September 19, 2008

Source : www.alexa.com

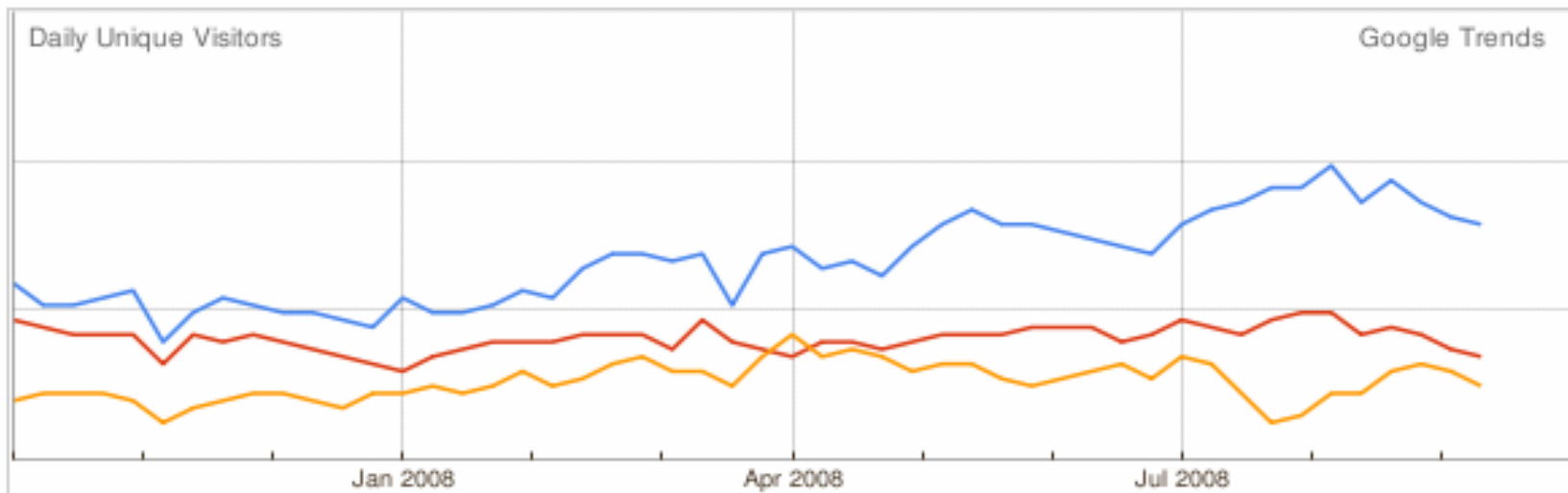
Naukri traffic share



Tip: Use commas to compare multiple websites.

[Searches](#) **Websites**

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



Ranked by: [Learn more](#)

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

Naukrigulf

- 1 office each in Riyadh & Bahrain and 2 in Dubai
- Encouraging traction
- Offices likely to be opened in other Gulf countries
- Continue to entrench

Other verticals (99acres & Jeevansathi)

- Revenue accounted for
 - 13.8% of net sales in Q2 FY 09 vs 10% in Q2 FY 08
- Growth momentum continues
 - Revenue up 71% to INR 90.6 mm in Q2 FY 09 from INR 52.9 mm in Q2 FY 08
- Investment continues
 - Loss at EBITDA level in Q2 FY 09 at INR 86.3 mm up from INR 28.8 mm in Q2 FY 08
 - Jeevansathi INR 18.7 mm vs INR 11.1 mm
 - 99acres INR 31.9 mm vs INR 15.3 mm
 - balance from brijj, allcheckdeals, shiksha which were non existent/ small in Q2 FY 08

99acres

- Increase in listings
 - Property listings at over 153,900 as on 30.9.08 vs 60,900 as on 30.9.07
 - Increase in paid listings to 128,500 in Q2 FY 09 vs 27,000 in Q2 FY08
- Site revamp – UI/ search algorithm
- Revenue growth robust albeit on a small base
- Market for online classifieds expected to grow
 - Large advertising spend on print and outdoor
 - Sustained real estate activity
- Softening in demand for real estate may help our business in the medium term

Jeevansathi

- Investment in growth continues
 - Brand building to continue
 - More domestic offline centres (Jeevansathi Matchpoint) being launched
 - 1 in Lucknow and 3 in Delhi operational
- Maintained traffic share in Q2 FY09
 - Over 2.58 mm profiles as on 30.9.08 vs 1.84 mm profiles as on 30.9.07
- Continue focus on Northern and Western Indian market
- Explore non resident Indian market
- Site revamp work ongoing

Investor relations

Name	Ambarish Raghuvanshi	Sudhir Bhargava
Designation	Director and CFO	SVP - Corporate Finance
e mail	ambarish@naukri.com	sudhir.bhargava@naukri.com
Telephone	+91 120 3082007	+91 120 3082006
Fax	+91 120 3082095	
Address	Info Edge (India) Limited, A 88 Sector 2, Noida - 201301, U.P., India	
Website	www.infoedge.in	

Info Edge India

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