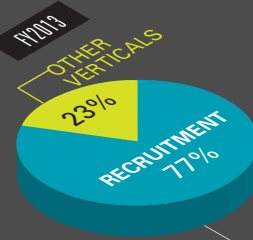
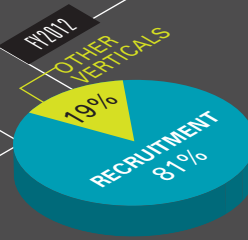


HIGHLIGHTS



FIVE YEAR PERFORMANCE: STAND ALONE

₹ MILLION

	FY2009	FY2010	FY2011	FY2012	FY2013	CAGR
NET SALES	2,452	2,322	2,936	3,756	4,349	15.4%
TOTAL INCOME	2,738	2,642	3,219	4,165	4,838	15.3%
OPERATING EBITDA	652	666	981	1,423	1,474	22.6%
OPERATING EBITDA MARGIN	26.6%	28.7%	33.4%	37.9%	33.9%	
EBITDA	939	986	1,260	1,818	1,939	19.9%
EBITDA MARGIN	34.3%	37.3%	39.14%	43.6%	40.1%	
PBT	867	887	1,240	1,737	1,551	15.6%
PAT	597	569	840	1,226	1,022*	14.4%
EPS	21.87	20.86	15.38	22.46	18.72	
CASH & EQUIVALENTS (FD IN BANKS, INVESTMENT IN DEBT MF & FMP)	3,205	3,746	4,546	4,818	4,252	7.3%
NET WORTH	3,267	3,820	4,630	5,744	6,654	19.5%
HEAD COUNT	1,675	1,452	1,768	2,150	2,464	10.1%

* After exceptional item

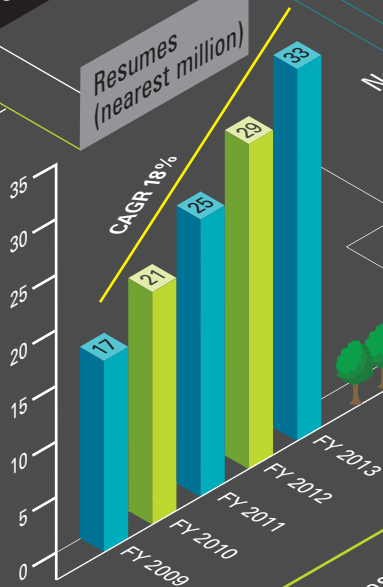
FIVE YEAR PERFORMANCE: BUSINESS VERTICALS

₹ MILLION

	FY2009	FY2010	FY2011	FY2012	FY2013	CAGR
NET SALES						
RECRUITMENT	2,117	1,954	2,425	3,042	3,368	12.3%
MATRIMONIAL	170	199	221	254	323	14%
REAL ESTATE	139	133	228	347	516	38.8%
VERTICAL PROFITS						
RECRUITMENT	922	803	1,098	1,550	1,658	17%
MATRIMONIAL	(47)	(1)	(41)	(49)	(75)	NA
REAL ESTATE	(95)	(38)	4	1	(8)	NA

maukri.com

Resumes (nearest million)



Maukri.com continues to witness improvements in customer base and portal usage

No. of unique customers



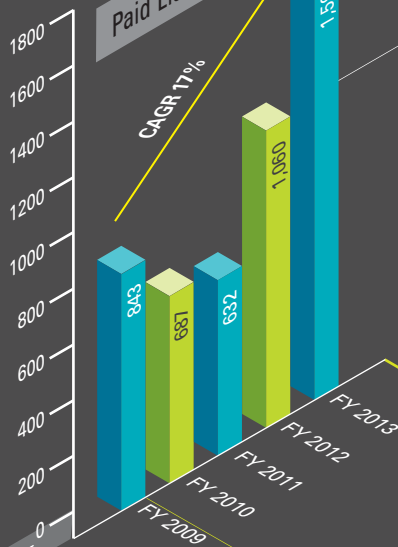
99acres.com

Strong revival in growth of listings



Increased focus on developing paid traffic

Paid Listings ('000)



Translates into growing paid transactions

Paid Transactions



jeevansathi.com

Steady traction in jeevansathi.com

Profiles ever loaded (million)



Average Sales Realisation (₹)

