

naukri.com
India's No.1 Job Site

99acres.com
Buy, Sell, Rent

Jeevansathi.com
Indian Matrimonials - We Match Better

Quadrangle

shiksha.com
Step Following Start Exploring

naukrigulf.com
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brijj.com
FastTrackers Only

Firstnaukri.com
A jobsite for campus hiring!

Info Edge (India) Ltd.

India's Leading Online Company

January, 2013

Investee
Companies

meritnation
now school is easy

zomato

mydala
We Begin, You Gain

99 labels
Start cheap, end here

policybazaar.com
Insurance compare kya?

floost beta

Canvera
preserving memories

HAPPILY UNMARRIED

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 or invest in including those factors which may affect cost advantage, wage increases, ability to attract and retain highly skilled professionals, client concentration, disruptions in telecommunication networks, disruptive technology, new business models, liability for damages on any of our contracts/ subscriptions, withdrawal of governmental fiscal incentives, political instability, regulatory changes, 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.

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All figures mentioned are for Info Edge India Ltd. as a standalone entity and are as on December 31, 2012 or for the quarter ended December 31, 2012 unless indicated otherwise

Q3 FY13 means the period Oct 1, 2012 to December 31, 2012

FY13 or FY 12-13 or FY 2013 means the Financial Year starting April 1, 2012 and ending March 31, 2013

INR M means Indian Rupees in million

Core strengths

- Strong market leading internet brands
- Product, UI, Analytics and Engineering expertise
- People
- Financial strength
 - free cash, negative working capital and negligible leverage
- Nationwide sales network
- High standards of corporate governance
 - 5 out of 9 Board members independent

Our Brands



India's no. 1 jobsite
Division of Info Edge



India's leading real estate site
Division of Info Edge



India's leading restaurant ratings
and review site
~47%* owned



India's leading education site for
school children
~49%* owned

* Approximate shareholding on fully disbursed and converted basis

Our Brands

Jeevansathi.com
We Match Better

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

policy bazaar.com®
compare kiya kya?

India's leading financial products
comparison site
~40%* owned

Canvera™
preserving memories

India's leading site for
professional photographers
~22 %* owned

shiksha.com

India's leading education listings site
Division of Info

mydala.com
We Bargain. You Gain.

Deals and discounts site with a
merchant platform
~47%* owned



Designing and selling fun products
~25 %* owned

* Approximate shareholding on fully disbursed and converted basis

Our Brands

Other owned brands



Other invested brands



A flash sale site for fashion and home products
~40%* owned



Content sharing platform
~30%* owned

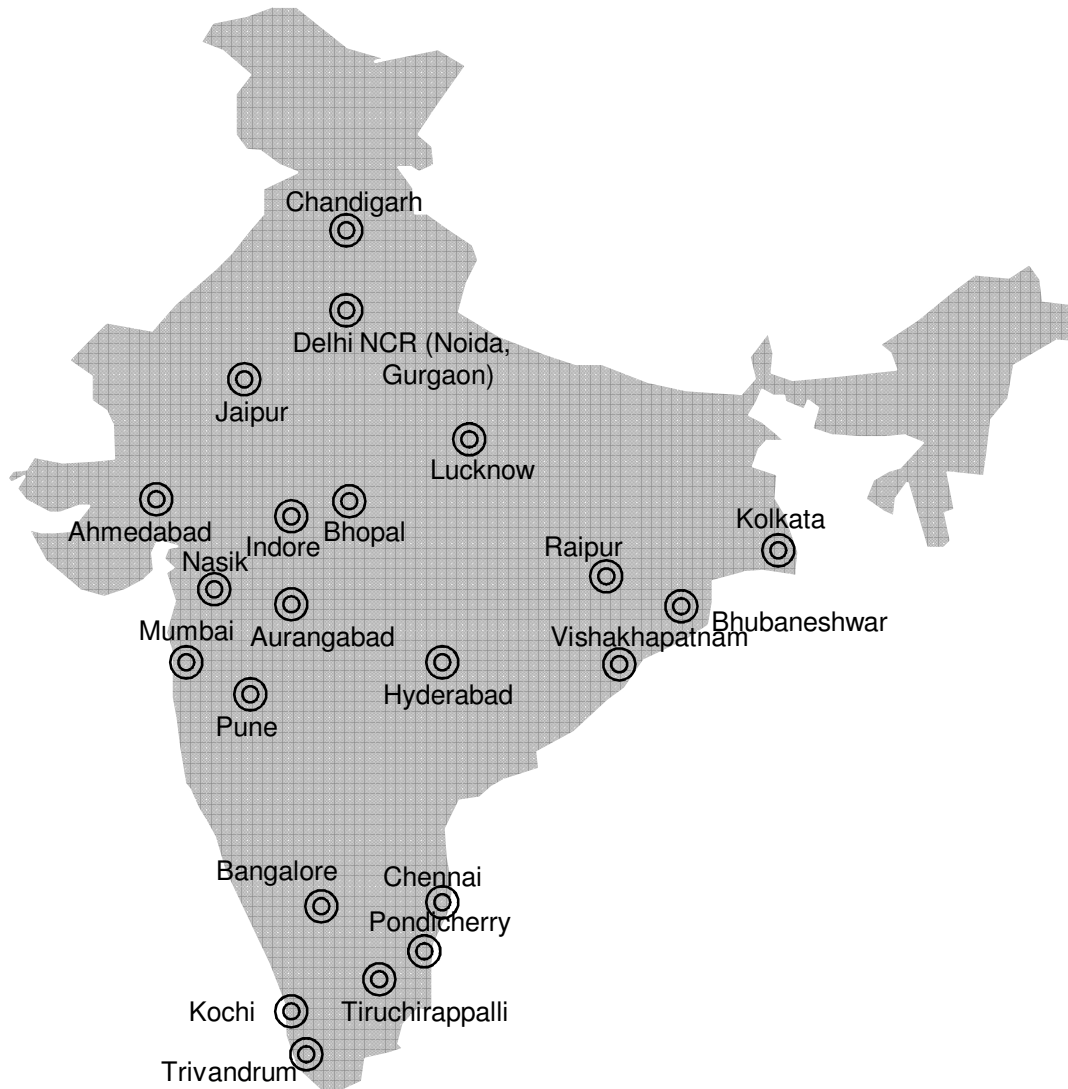
Offline brands



* Approximate shareholding on fully disbursed and converted basis

Leveragable nationwide sales/customer interface infrastructure

Info Edge sales offices illustrative map



Key Observations

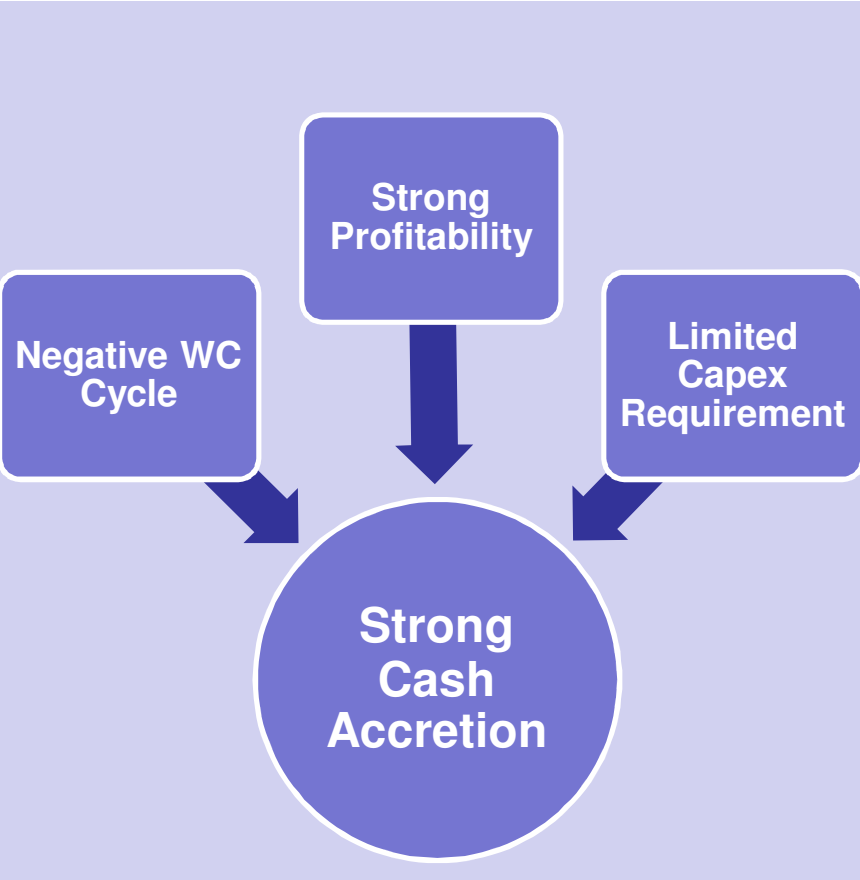
- ~ 1948 Sales/ client facing staff or 77% of the company's* workforce
- Nation wide coverage through 59 company branch offices in 35 cities in India
- Only “dot com” player with this kind of sales organization
- Sales force efficiencies playing out

Infrastructure being leveraged for growth

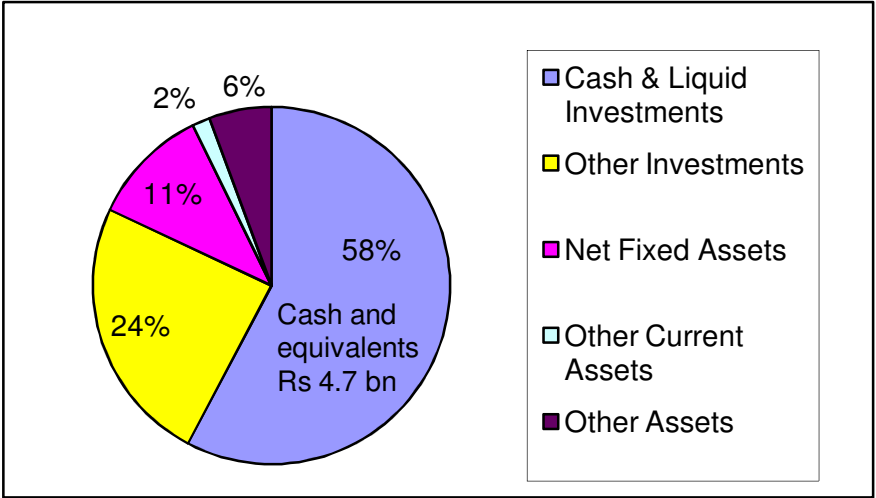
* Including allcheckdeals, a wholly owned subsidiary

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

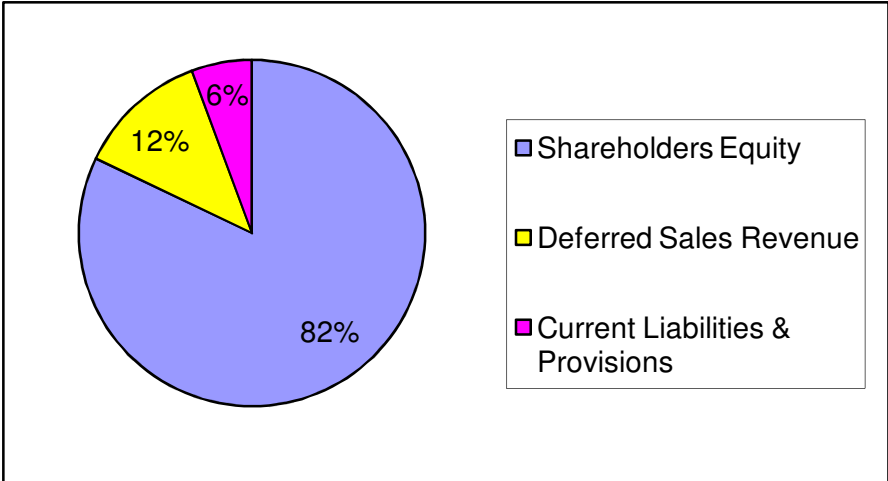
Fixed cost model and profitability has led to a strong cash accretion



Assets



Liabilities



Management Team

Name and age	Qualifications	Designation/ Role	Previously worked with	Year of joining
Sanjeev Bikhchandani, 49	BA Economics St. Stephens, PGDM IIM-A	Founder and Executive Vice Chairman	Lintas, Glaxo Smith Kline	1995
Hitesh Oberoi, 40	B Tech, IIT Delhi, PGDM, IIM-B	Managing Director & CEO	HLL (Unilever)	2000
Ambarish Raghuvanshi, 51	CA, PGDBM XLRI	Group President - Finance and CFO	Bank of America and HSBC	2000
Vivek Khare, 42	M. Sc (Physics) IIT – Kanpur, PGDBA-Birla Institute of Management Technology	EVP - Corporate Development	–	2000
Vineet Singh, 41	PGDBA – IPM	EVP and Business Head - 99acres	Xerox	2000
Deepali Singh, 39	B Sc, LLB, Delhi University, PGDBA, IPM	EVP - Firstnaukri	Aptech	2000
Arif Ismail Parker, 38	BA	SVP Sales - Naukri	ITNation.com	2000
Vibhore Sharma, 38	B Sc, IGNOU	CTO – Naukri	Pioneer	2001
V Suresh, 40	BE, Masters in Management, Sathya Sai Institute of Management	EVP and National Head Sales - Naukri	Xerox	2001
Niraj Rana, 37	BSC, MBA	SVP Sales - Naukri, 36	-	2001
Harveen Bedi, 41	PGDBA-Birla Institute of Management Technology	SVP - Quadrangle	Nestle	2002
Dinesh Padmanabh Kumar, 37	MBA	SVP Sales - 99acres	Notre Advertising	2002
Manoj. P, 39	BE- University of Mysore MBA - Xavier Institute of Management and Entrepreneurship	SVP - Sales	Indian Seamless Group	2002

Management Team contd.

Name and age	Qualifications	Designation/ Role	Previously worked with	Year of joining
Satyajit Tripathi, 39	BSc ,PGDBM	SVP Sales and Business Head – Allcheckdeals	-	2002
Sudhir Bhargava, 43	BE, MBA, FMS, Delhi University	EVP - Corporate Finance	HSBC, ICICI Bank	2006
Sharmeen Khalid, 41	MBA, IRMA	EVP - HR	Polaris	2006
Amit Gupta, 37	CS, LLB	Company Secretary	Indraprastha Gas Ltd	2006
Shalabh Nigam, 40	B Tech, IIT Kanpur	CTO - 99acres, Jeevansathi, Shiksha, Brijj	Baypackets	2007
Rajesh Khetarpal, 40	CA	SVP – Finance	Bharti	2007
Sumeet Singh, 39	BBA, MBA	SVP – Marketing, Corporate Communications and Alliances	CII	2007
Prakash Sangam, 36	BE, PGDM - IIM C	EVP and Business Head – Shiksha and Ad Sales	Bharti, HLL (Unilever)	2008
Nishant Pandey, 37	B Tech IIT, MBA ISB	SVP Product Development - Naukri	Schlumberger	2008
Vivek Jain, 39	B Tech, IIT Delhi, PGDM IIM – B	EVP – Naukri Product and Analytics	Isoft, Adobe, IBM, ICICI Securities	2010
Rohit Manghnani, 37	B Com, MBA, FMS, Delhi University	SVP and Business Head - Jeevansathi	Home Shop 18	2010
Maneesh Upadhaya, 34	B Sc, MBA, FMS, Delhi University	SVP and Business Head – Naukri FastForward	Bain & Co.	2010

Key features of corporate governance

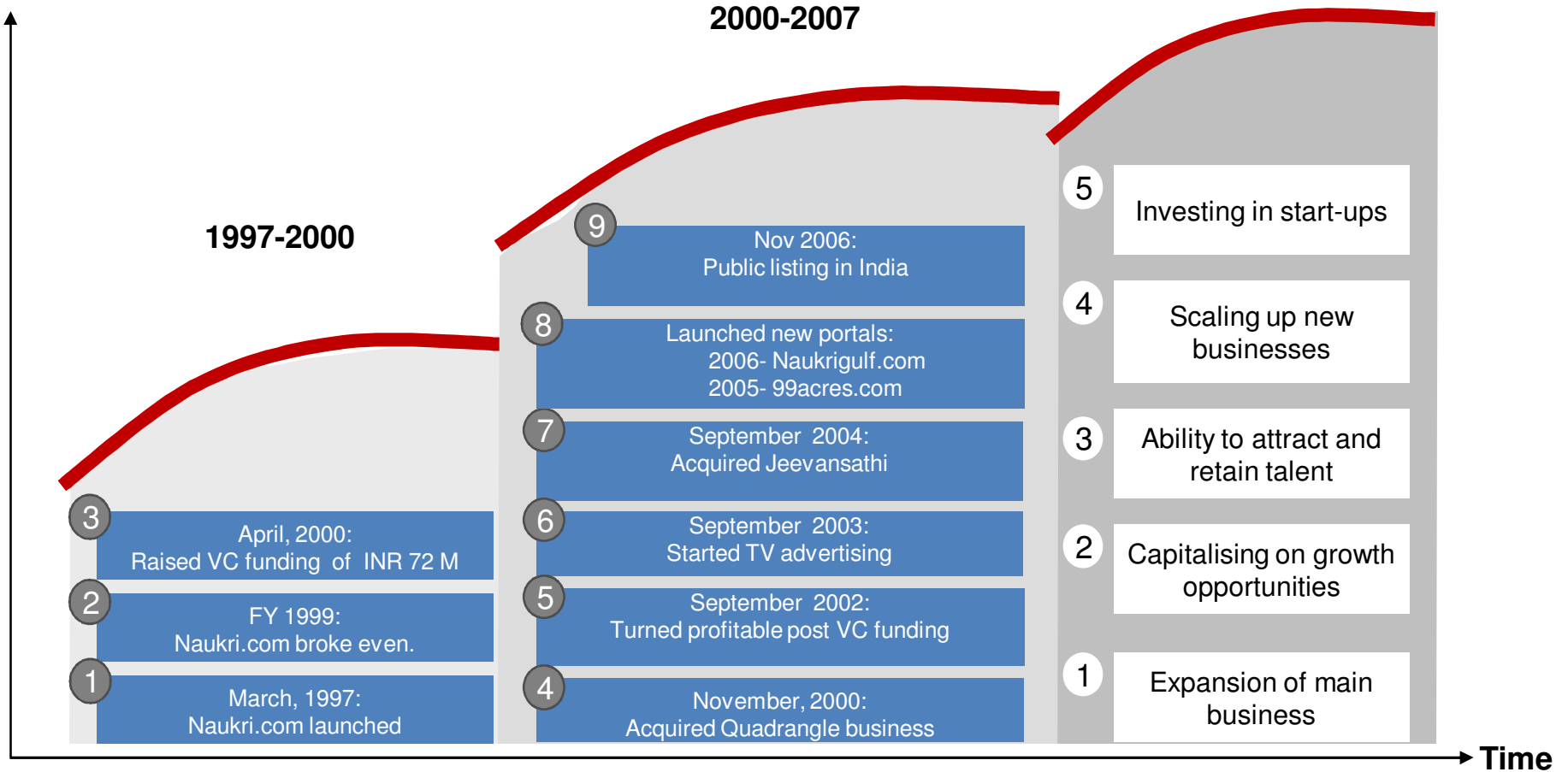
- Separation of Chairman and CEO role
- Non Executive Chairman
- Statutory Audit performed by PWC
- Internal Audit performed by an external firm
- 5 Independent Directors out of 9 Directors
- Audit committee comprises of only Independent Directors
- Disclosure of financial statements viz. balance sheet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

About Info Edge

Milestones

Levels of Evolution

2007 onwards

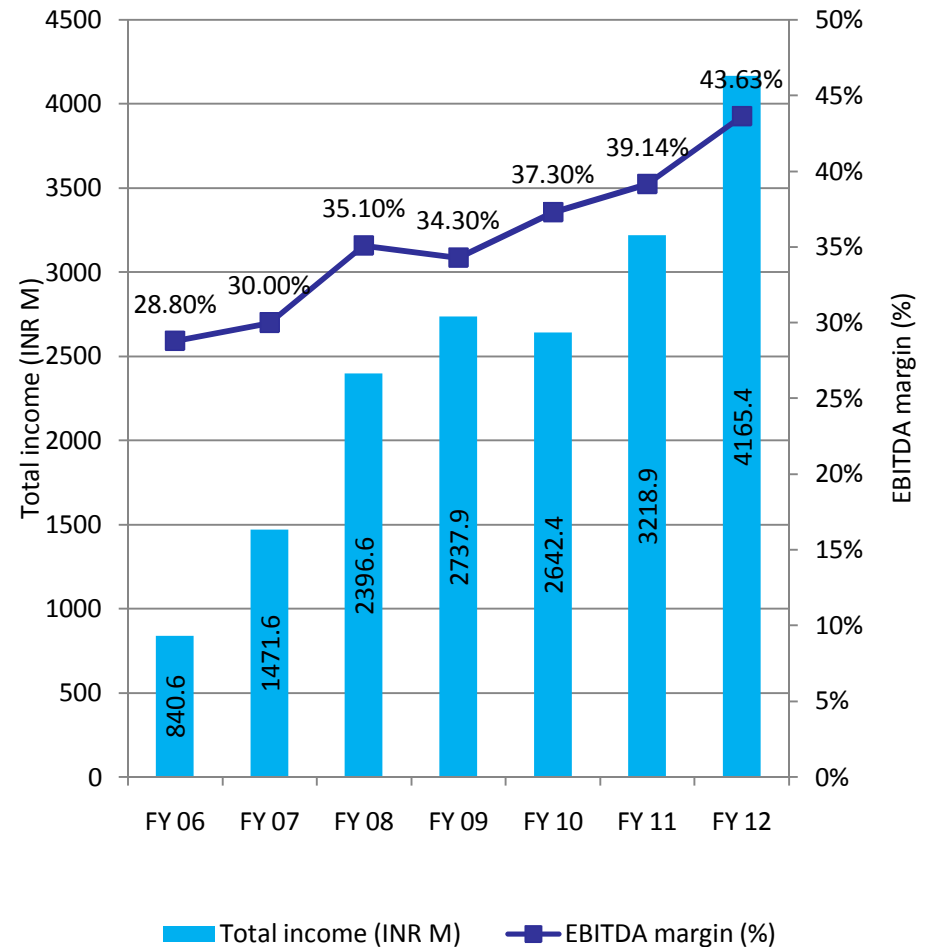


Strong performance track record

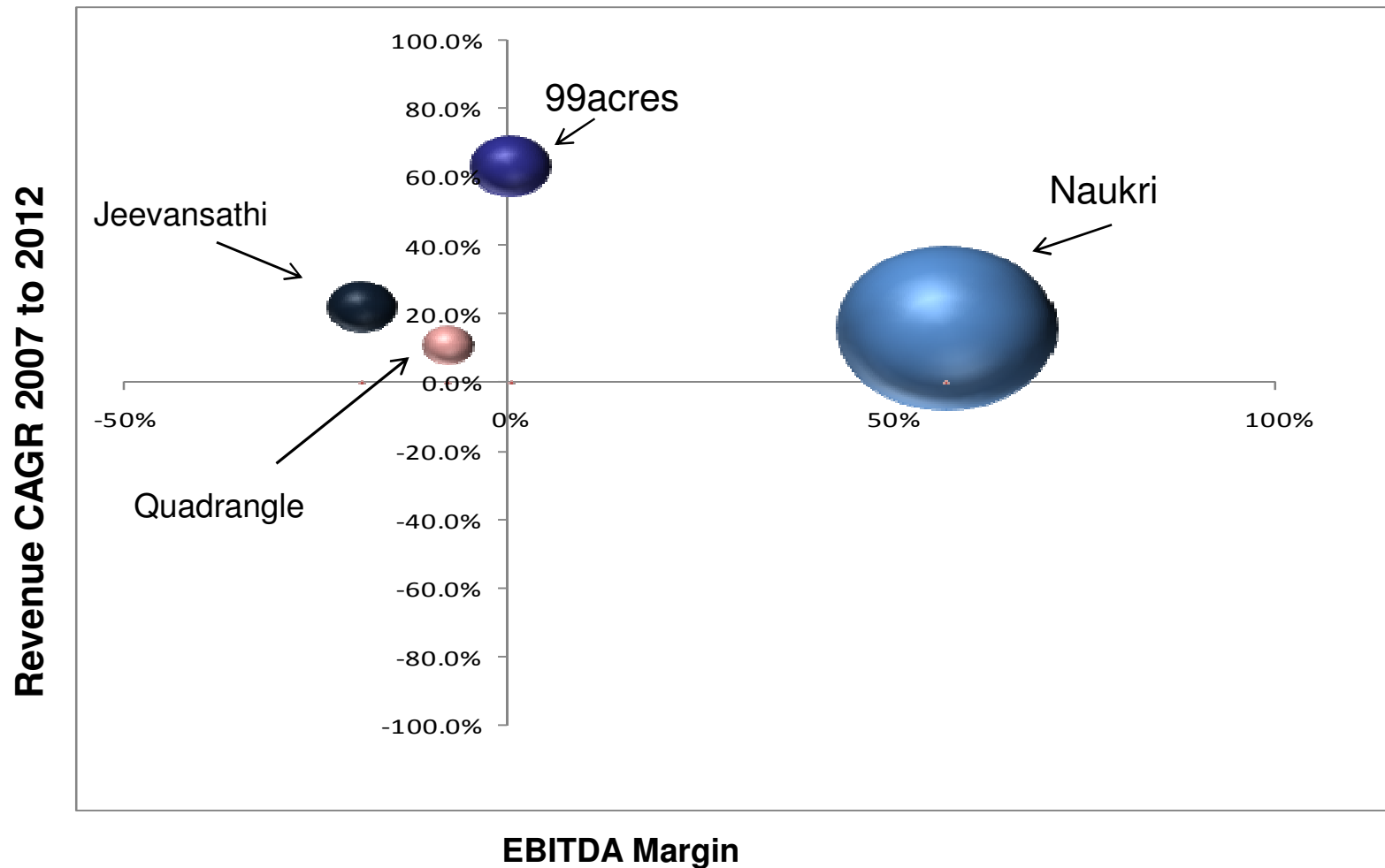
Highlights

- India's leading online company with
 - Strong brands
 - Growing businesses
 - Experienced management team
 - Investments in internet startup ventures
- Rapid growth historically
 - Revenue CAGR of 31% over FY06-12
 - INR 4.16 billion revenue in FY2012
- ~ INR 37.6 billion market capitalization
- Strong cash flow generation
 - Cash & liquid assets INR 4.7 billion
 - Negative working capital
- Diversified business portfolio within the company
 - Share of revenues from verticals other than recruitment has grown from 5% in FY06 to 19% in FY12

**Info Edge Revenue and EBITDA margin
(Standalone entity, 2006 – 2012)**



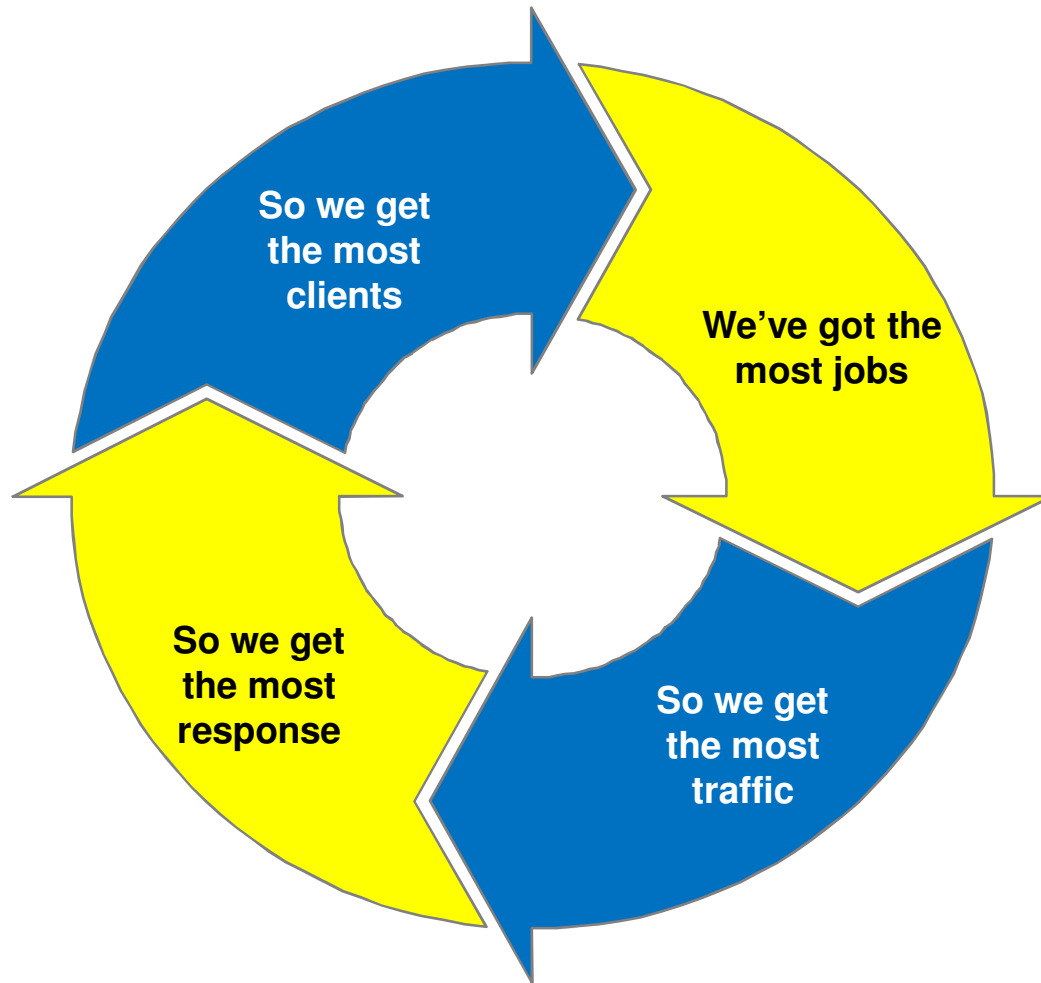
Our in house business portfolio



Note:- For FY07-FY12 the data for other brands has not been considered.

We are a business of the virtuous circle

Example : Naukri.com



Imperatives

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

Business drivers - internal

Naukri

- Sustaining traffic share (gained in the 2008 – 2010 slowdown)
- Garner higher market share as slowdown hits
- Share of internet in recruitment spend growing
- Specific product innovations to combat the threat of LinkedIn.com and semantic search (Trovix) from Monster
- Reap gains from sales team efficiencies – Restructuring, ERP, newer sales channels
- Develop and leverage social media and mobile apps
- Continue to invest in brand, sales team, customer service, tech product innovation, people
- Make small acquisitions to strengthen offering ,like Toostep (acquired in Q2 FY13)

99acres

- Benefit from increasing share of internet in the real estate advertising market
- Product innovation and site improvements
- Improve sales coverage across cities
- Increase traffic share
- Continue to improve the user experience










Jeevansathi

- Leverage the IP built over last 5 years through increased investment in brand building
- Tweak the business model to scale up business by increasing growth rate over the next 3 – 4 years
- Continued investment in analytics /algorithms

New brands

- Evangelize the value proposition of Shiksha & FirstNaukri
- Naukrigulf- Ride the gradual recovery in the Middle East
- Invested in potential big businesses for the future - Meritnation, Zomato, Policybazaar, Mydala, 99labels, Canvera, Happily Unmarried, Allcheckdeals
- Actively explore more opportunities (startups, M&A)
- Brijj.com being remodeled around skills

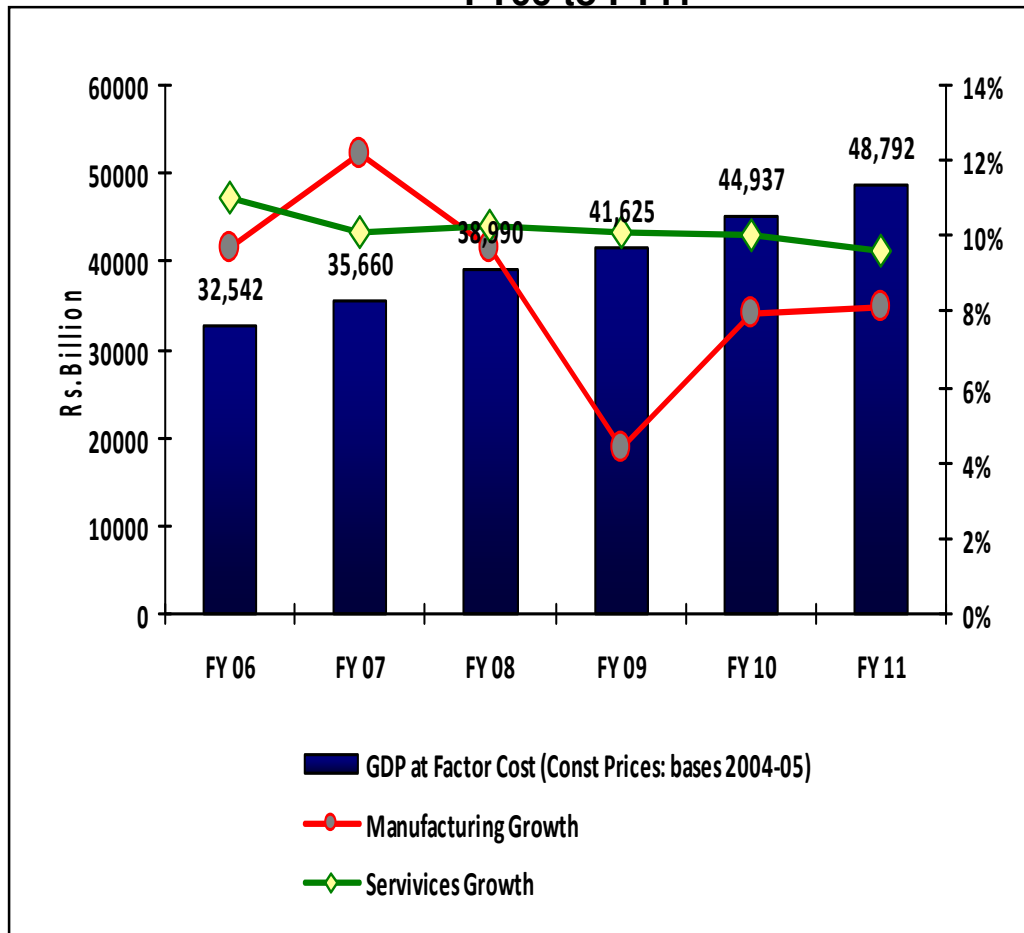
Business drivers - external

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

Environment

Business cycle and economic environment

India's GDP grew at a CAGR of ~8% from FY06 to FY11



Highlights

- Indian economy slowed to 6.5% GDP growth in FY11-12.
- Estimates for FY12-13 lower at 5.5 to 6%
- Service sector has in the past grown fast, however it may witness some slowdown due to lower growth in IT services
- IT services witnessing headwinds due to slowdown in US/ Europe
- India had staged a faster recovery in 2010-11 post the meltdown of 2008-10 versus rest of the world
- India estimated to be a \$4 trillion economy by 2019

Demographics

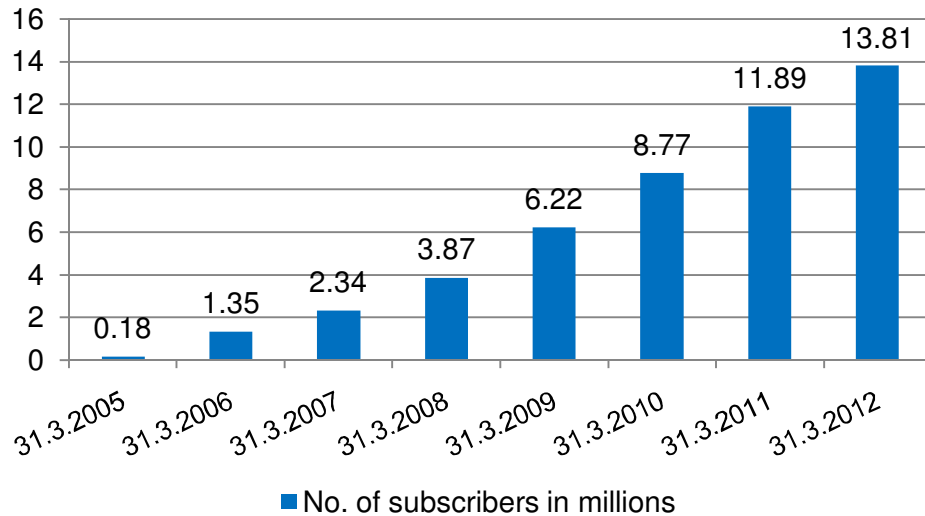


Highlights

- India is among the world's youngest nations with a median age of 26 years.
- 65% of Indian population estimated to be below 35 years of age
- Youth population (15-35) of India is growing at a rapid rate
- According to the World Fact Book, India is projected to have 70% of its population in the working class category by 2030.
- India will see 70 million new entrants to its workforce over the next 5 years.

Internet penetration (1/2)

Growth of broadband in India

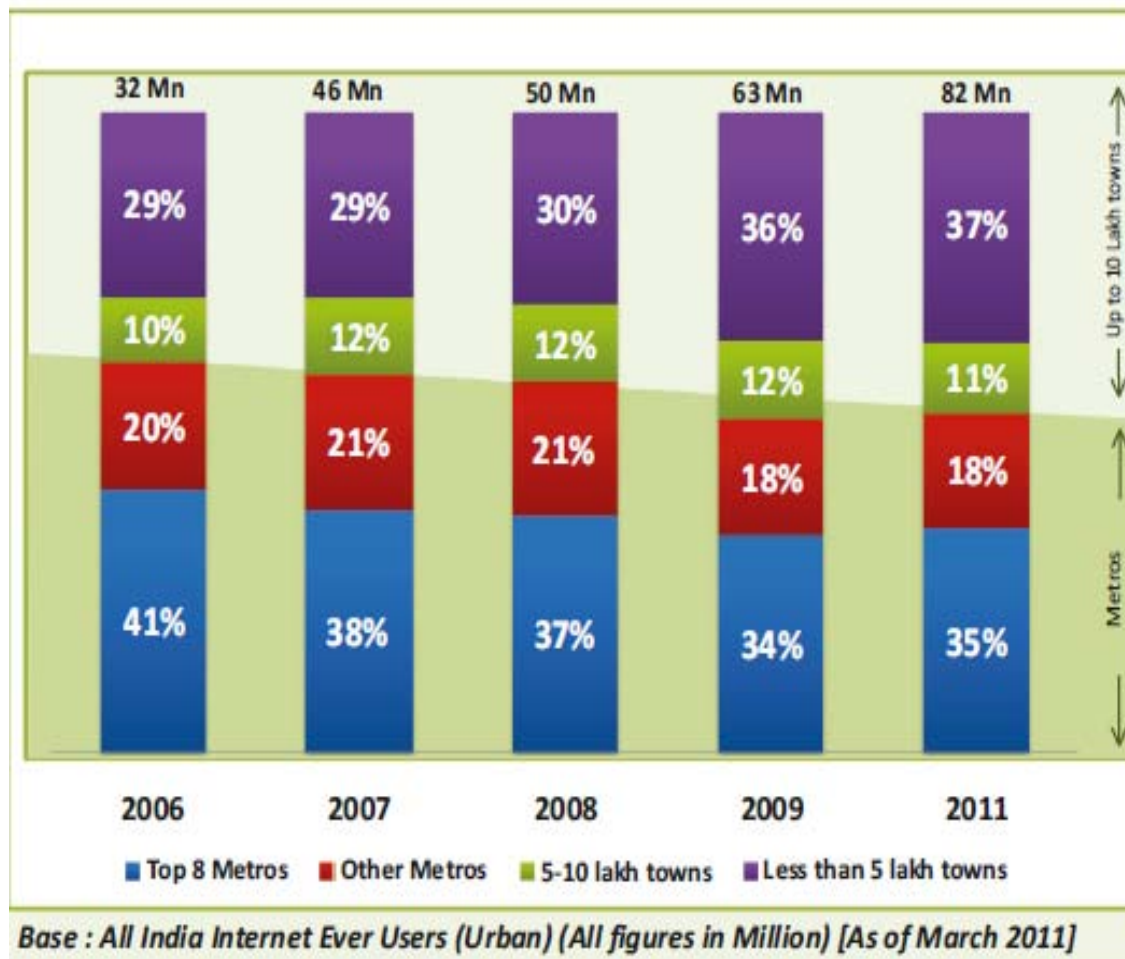


- India's Internet consumer profile mix is changing to broadband and heavier usage
- About 1.92 mn subscribers added in 2011-12, a growth rate of 16%
- Multiple internet users may access the internet through a single broadband connection

Growing market for Info Edge

- Internet users estimated at over 120 million
- Significant user base coupled with headroom for growth
- Penetration of broadband increasing
- Mobile phone connections exceed 900 M
- Broadband users engage in multiple internet activities on a daily basis
- Penetration of wireless in telecom has enabled a growth of 0.06 per cent of the GDP in India whereas it has contributed 0.04 per cent of GDP in China

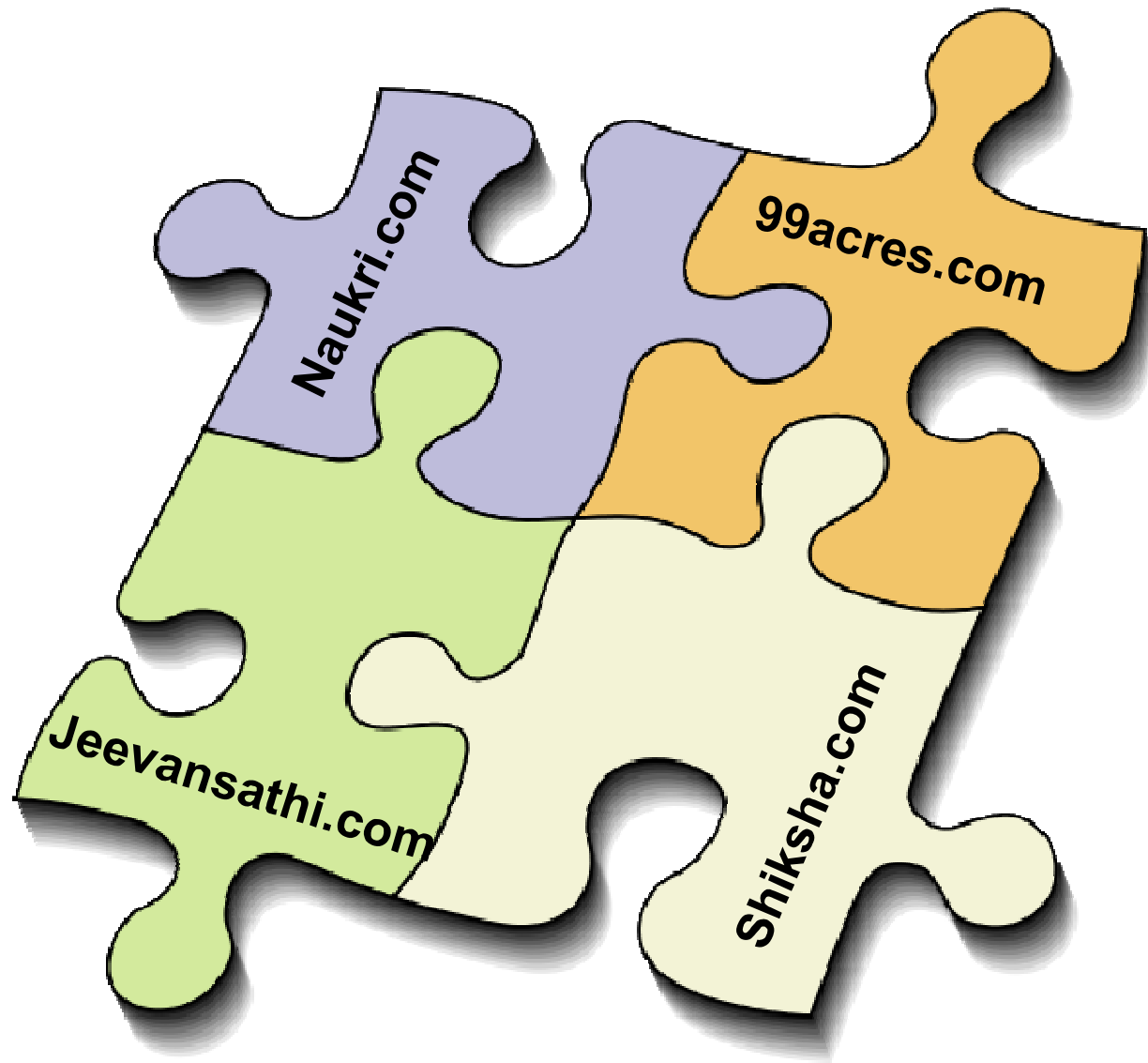
Internet penetration (2/2)



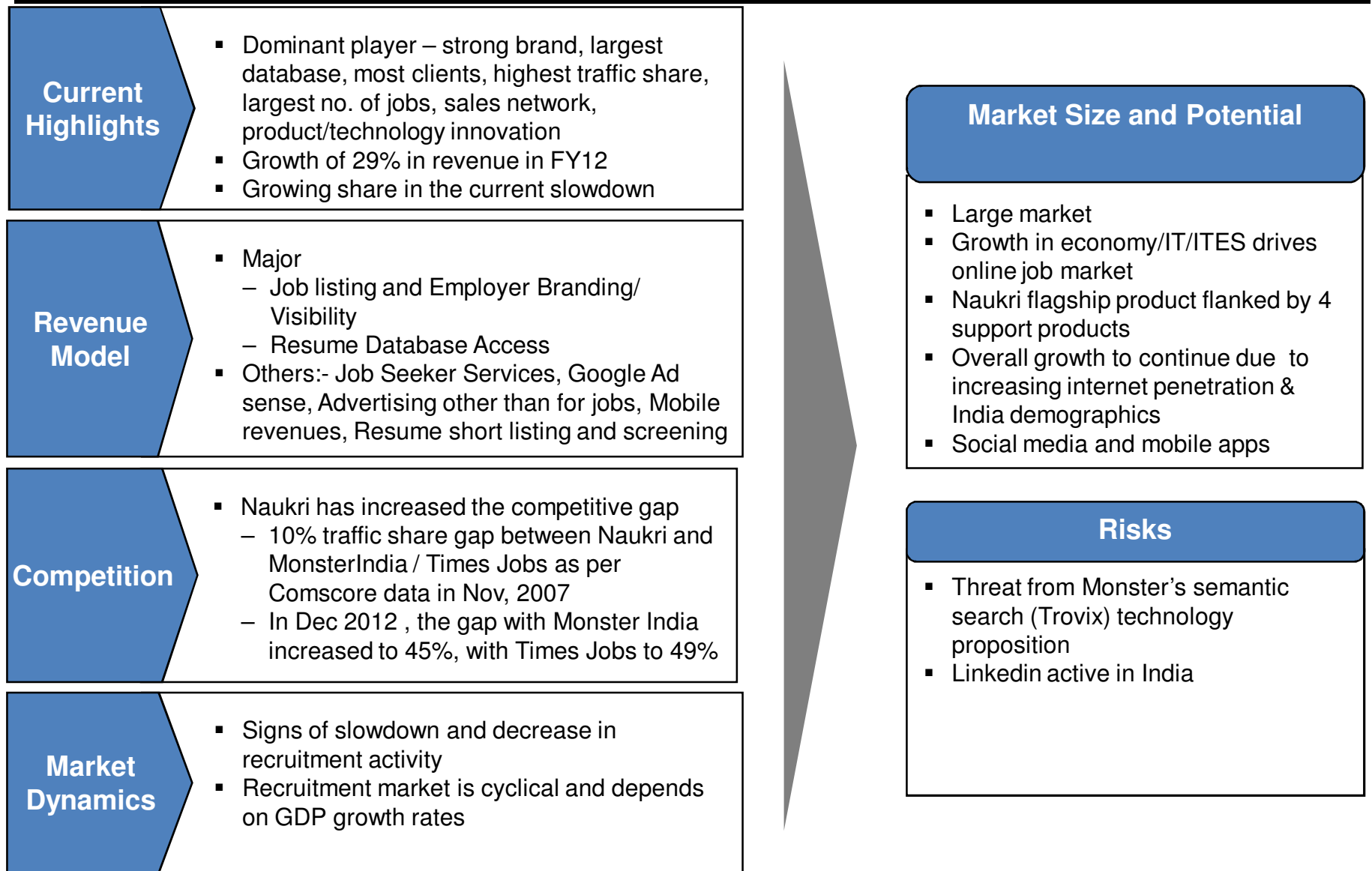
Spread of the internet increasing

- From 5% in 2000 to 37% in 2011, internet has made an impact in lives of small towns
- Given the continuous growth of internet users over the years, the smaller towns have overtaken Top 8 Metros in internet usage (indicates that internet is reaching to rural masses in India)
- Government initiatives of e-kiosks and increasing number of cyber cafes has created interest among small town people

In house businesses

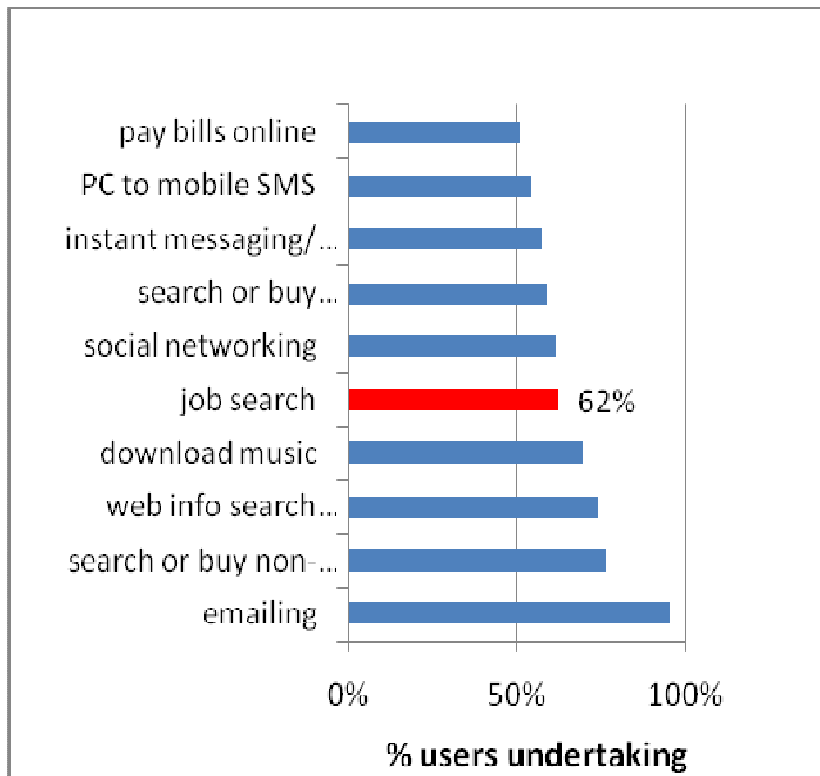


Naukri - Overview



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

A popular online activity



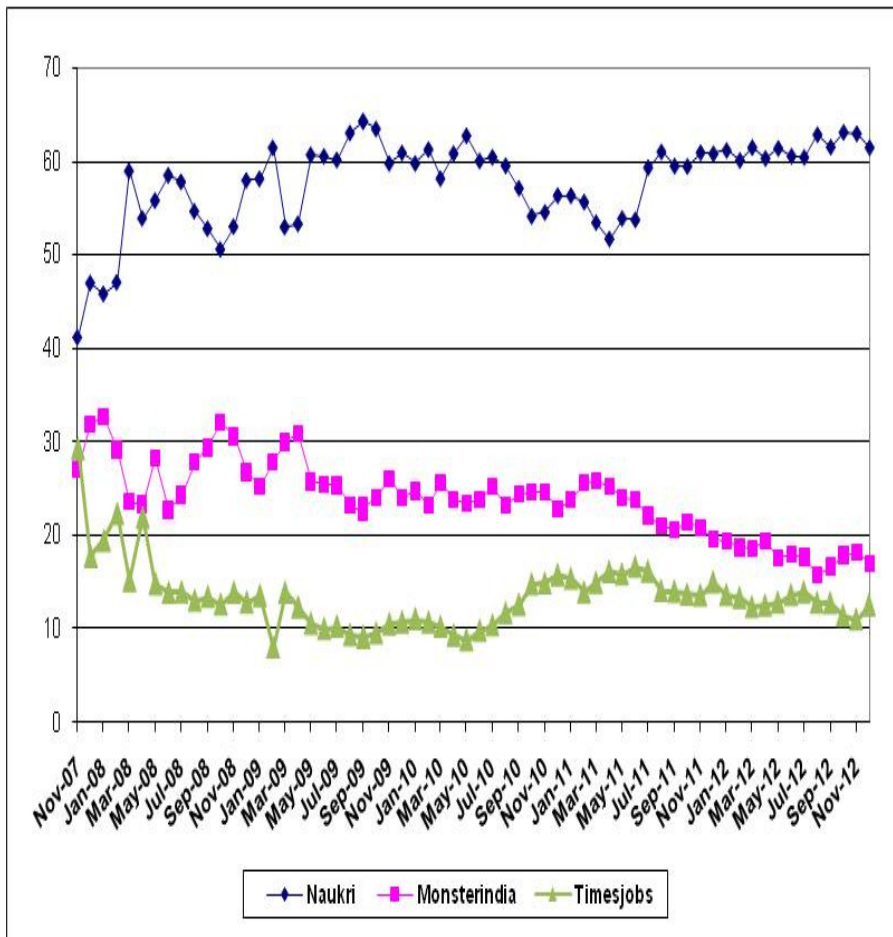
Some of the most used websites in India



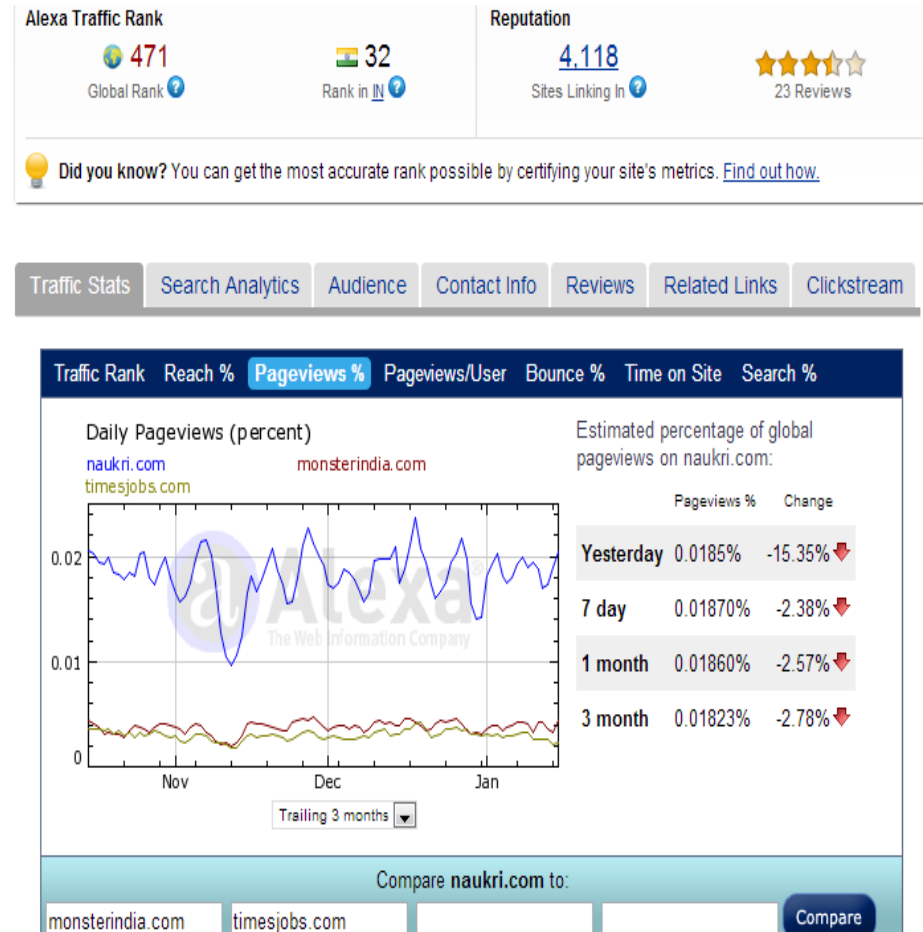
- Job Search is a popular activity on the Internet in India
- Naukri is one of India's most used websites

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

Traffic share of various recruitment sites based on data from Comscore



Traffic share of various recruitment sites from Alexa.com



Source: Comscore.com, Alexa.com

Hiring growth rate has slowed in current slowdown

Naukri Job Speak Index

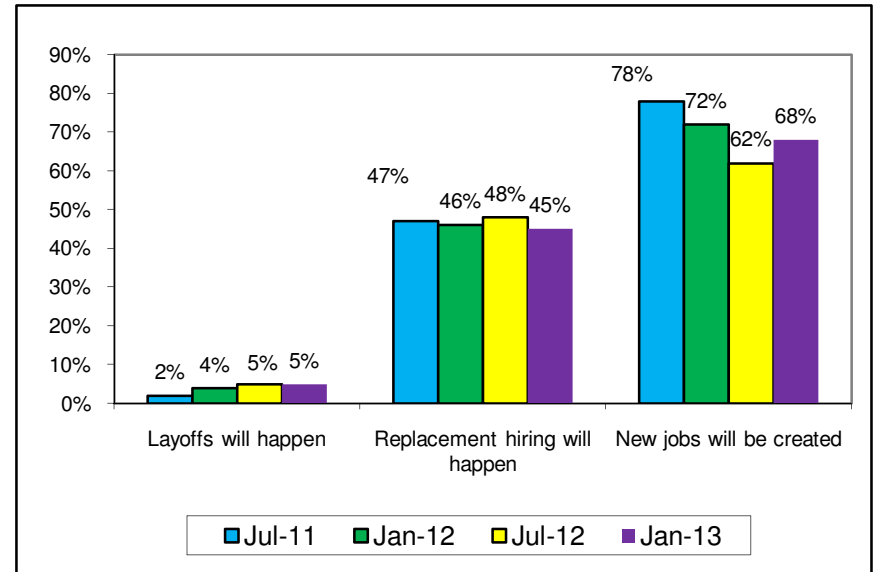


Total no. of new jobs posted in July 2008 was scaled to 1000. Index for subsequent months is relative to Jul 08.

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

- Naukri Job Speak Index is an in-house index based on utilisation of listings on the site
- The index went past the July, 2008 base of 1,000 in Q4 FY11 and has continued at those levels in Q3 FY13

Naukri hiring survey



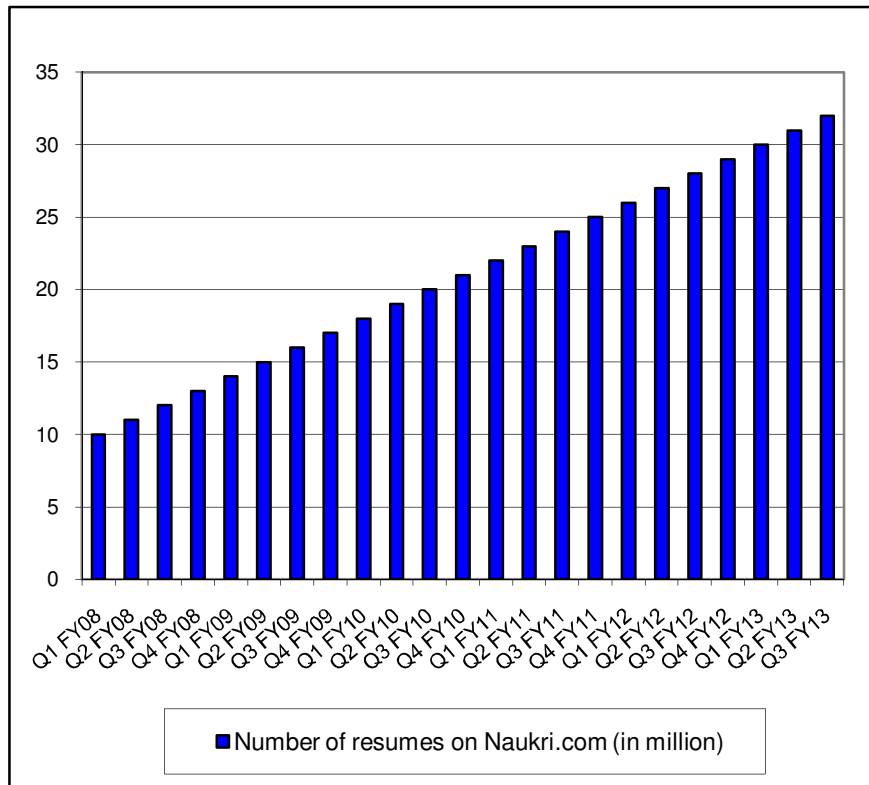
- Survey of recruiters conducted by Info Edge India Limited:

- ✓ January 2013 (sample size ~1100)
- ✓ July, 2012 (sample size ~ 1000)
- ✓ January 2012 (sample size ~1000)
- ✓ July 2011 (sample size ~950)

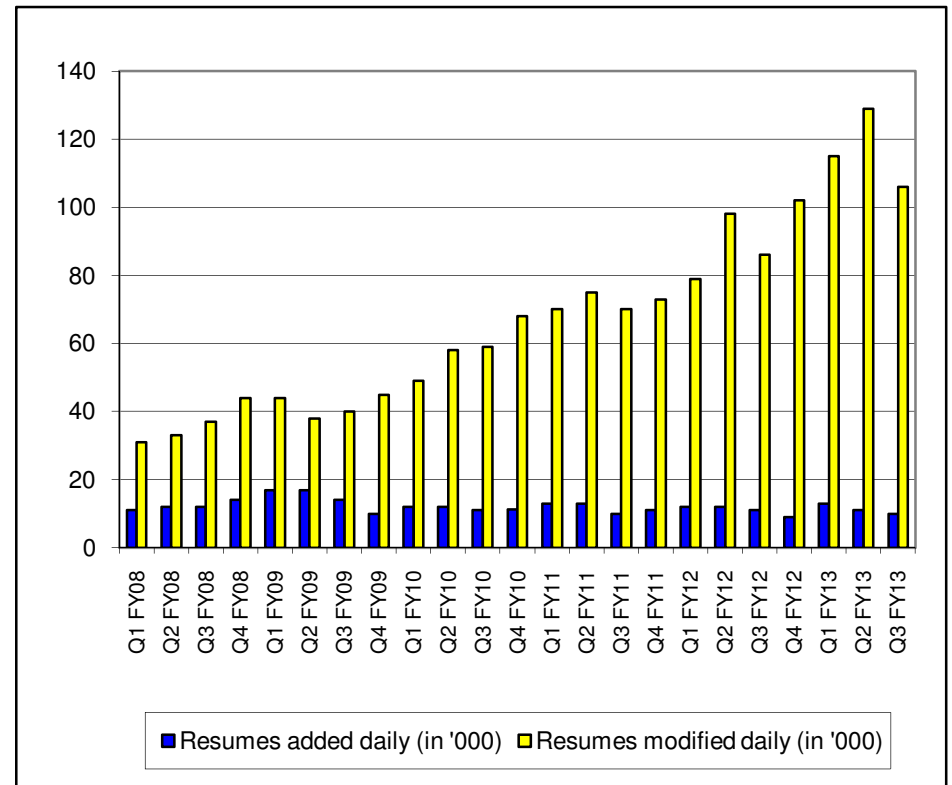
Slowdown in the hiring market – Naukri gaining share – competitive position improving

Naukri.com has performed on key-metrics

Number of candidate resumes has grown consistently



Average daily resumes added and modified



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



- Offline placement services for middle & senior management
- Revenues based on success fee model
- Complements online model



- Focuses on hiring of fresher graduates from campus
- Launched commercially in FY 10-11
- Campus hiring is a fast growing segment in India
- Potential seen for shift from offline to online



- Focus on jobs in the Middle-East market
- Used by job seekers from various nationalities
- Large addressable market currently using print medium
- Supported by office in Dubai, Bahrain, Riyadh and Abu Dhabi



- Professional networking site
- Site being re-positioned based on skill groups

99acres

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 - ORS Royal Residency - Sec-89 - Faridabad
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 - Crossings Republik (Ready To Move) - Ghaziabad
 - KDP Grand Savanna - Ghaziabad
 - DesignArch eHomes - Greater Noida
 - Jaypee Sports City - Greater Noida
 - Jaypee Sports City - Greater Noida
- Residential Apartment Contd.**
 - Supertech Eco Village - Noida Ext. **New**
 - Amrapali Smart City - Noida Extension
 - Amrapali Smart City - Noida Extension **New**
 - Casa Royale - Noida Extension
 - Supertech Eco Village - Noida Extension
 - Prateek Laurel - Noida Sec 120
 - Jaypee Kensington Heights - Noida Sec 131
 - Eldeco Sharanam - Noida sector 107
 - Eldeco Sharanam - Noida sector 107 **New**
 - Amrapali Silicon City - Noida - Sector 76

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Banner Ad
Panels

Banner Ad

99acres : Overview

Current Highlights	<ul style="list-style-type: none">▪ Favorable macroeconomics for the housing market:<ul style="list-style-type: none">– Increase in middle income/high income households, Increasing urbanization, availability of finance
Revenue Model	<ul style="list-style-type: none">▪ Most revenue from developers, builders and brokers▪ Revenue from:- Property listings, builders/brokers branding and visibility – Microsites, home page links, banners, others like buyer database access, international listings▪ Site has traction for residential, primary & secondary, sale and purchase and rental<ul style="list-style-type: none">▪ To be developed further for commercial
Competition	<ul style="list-style-type: none">▪ Head to head competition with Magicbricks.com<ul style="list-style-type: none">– Indiaproperty.com, makaan.com impacted during FY09 and FY10 slowdown– 99acres establishing lead in traffic share
Market Dynamics	<ul style="list-style-type: none">▪ Market likely to slowdown except certain clusters▪ Comscore traffic share data to stabilise post changes made by Comscore to the methodology▪ Share of internet growing in real estate advertising in a slowing GDP

Opportunities & Market Potential

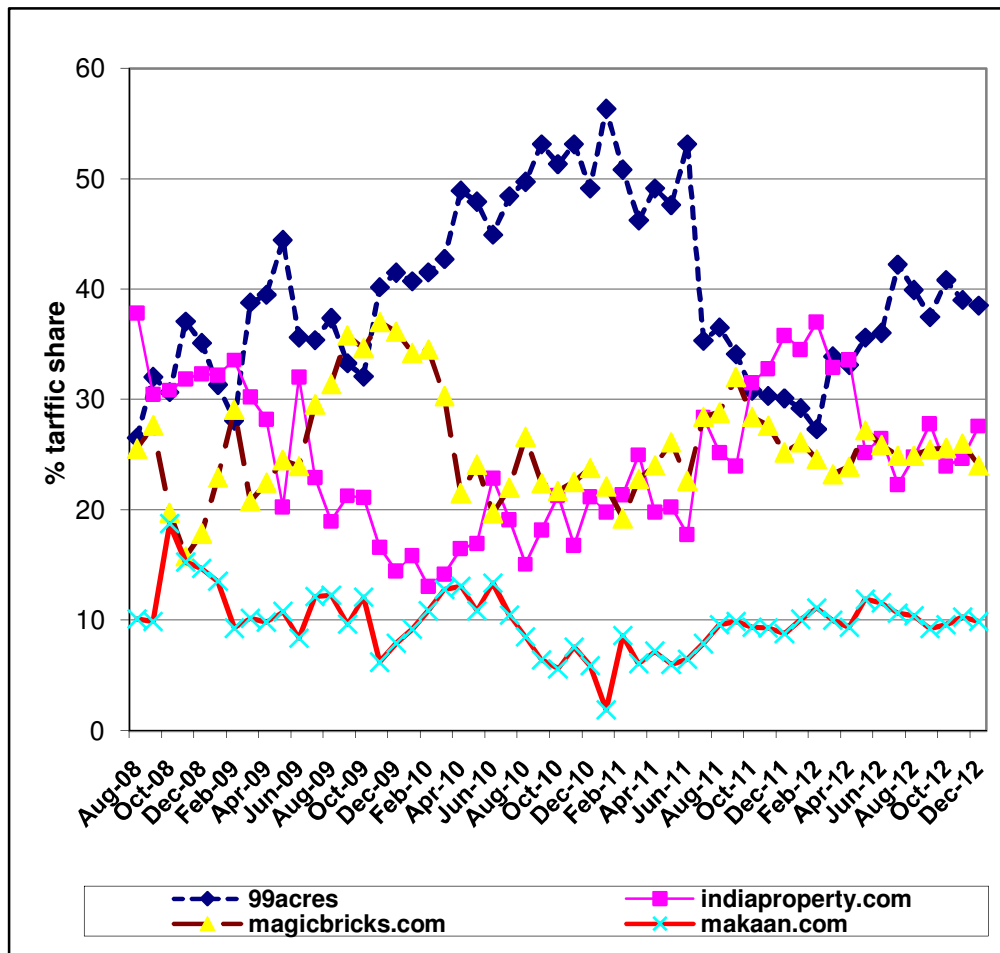
- Significant potential to gain from non housing market / commercial real estate as well
- Opportunity in the primary property market.
 - Indian cities and suburbs witnessing lot of construction

Risks

- Quality of listings

99acres is a leading brand in its segment

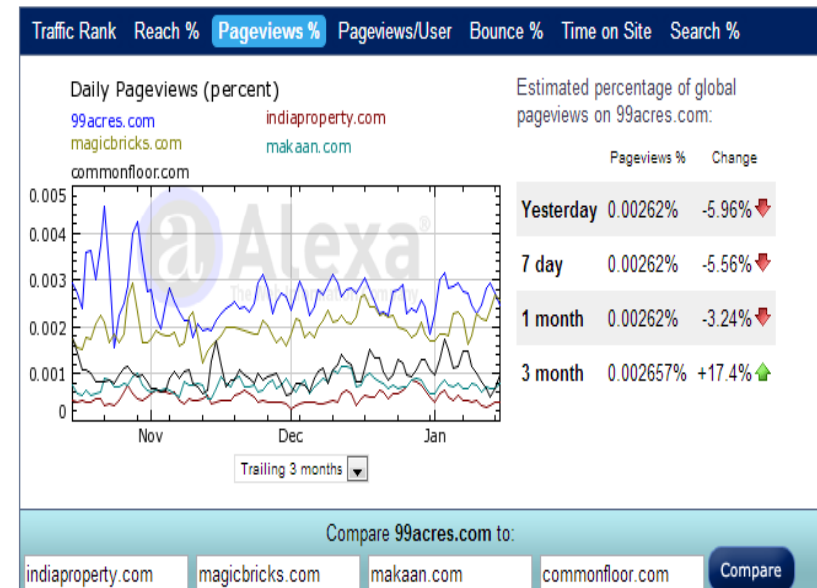
Traffic share of various real estate sites based on Comscore data*



Traffic share of various real estate sites from Alexa



Traffic Stats Search Analytics Audience Contact Info Reviews Related Links Clickstream



* Change in traffic share on account of tagging of site/ change in methodology by Comscore


99acres addresses a growing market

Market drivers


- Rising disposable incomes, financing terms and growing population
- Powerful demographic impetus, infrastructural development, IT/ITES Industry, increasing urbanisation
- Growing economy, increased commercial activity
- Growing middle class, consumerism, macro economic policy decisions such as allowing FDI

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Gurgaon Noida **Delhi** Mumbai Bangalore Chennai Kolkata Pune
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City* Budget* Bedrooms
 New Projects only

Refine Results You can select Multiple Options


<p>Locality:</p> <p><input type="checkbox"/> Vasant Vihar (3) <input type="checkbox"/> Shivaji Marg (3) <input type="checkbox"/> Defence Colony (2)</p> <p><input type="checkbox"/> Golf Links (2) <input type="checkbox"/> Subash Nagar (1) <input type="checkbox"/> Civil Lines (1)</p> <p><input type="checkbox"/> Okhla (1) <input type="checkbox"/> NH-24 (1) More Localities</p>	<p>Budget:</p> <p><input type="checkbox"/> 0 - 25 Lac <input type="checkbox"/> 25 - 40 Lac</p> <p><input type="checkbox"/> 40 - 60 Lac <input type="checkbox"/> 60 - 90 Lac</p> <p><input type="checkbox"/> 90 Lac - 1.5 Cr <input type="checkbox"/> > 1.5 Cr</p>	<p>Bedrooms:</p> <p><input type="checkbox"/> 2 BR <input type="checkbox"/> 3 BR</p> <p><input type="checkbox"/> 4 BR <input type="checkbox"/> 5 BR</p> <p><input type="checkbox"/> > 5 BR</p>
---	---	---

New Residential Projects in Delhi (19) See on Map

Showing results for: Locality: All Budget: All Bedroom: All [Clear All](#)

« Previous **1** 2 Next »


DLF Capital Green - III
Delhi



Location : Shivaji Marg
Plans : 4 Bedroom Apartments


Commonwealth Games Village
Delhi

Hot Deal



Location : National Highway - 24
Plans : 2, 3, 4 & 5 bedroom apartments

Vasant Vihar Builder Floor
Delhi



Location : Vasant Vihar
Plans : 5 Bedroom

Enquiry Form

Thanks for showing your interest in **Delhi**.
Please register in the form below and our Sales Team will contact you shortly.

Name*:

Email*:

EXCLUSIVE PROPERTY EXCLUSIVELY FOR YOU

Download PDF

- Real estate brokerage business
 - A subsidiary of Info Edge (India) Limited
- Commission based revenue model
 - Determined on transaction value
- Focus on primary residential market
 - Large parts of Indian cities/ suburbs getting built
- Growing middle class and higher disposable income
 - Need for transactional ease
- 400 transactions closed in Q3 FY13
- Coverage in 12 cities

Jeevansathi

Search

Live Help | Membership Options | Success Stories | Register Now

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

Jeevansathi.com
Indian Matrimonials - We Match Better

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

Existing User - Login Now

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

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

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

Register Free

Matched by Jeevansathi.com

Shivali weds VYX1665 | Deepa weds Kaustubh | XVA9874 weds Abhishek | Flavian Quadros weds Savio D'souza

JS Home Page

Hi Guest, Login | Register | Live Help | Home | Membership | Success Stories | Contact us

Jeevansathi.com
Indian Matrimonials - We Match Better

My Jeevansathi | My Contacts | My Profile | Membership

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

Membership Options

Choose Service → Choose Payment Mode → Secure Payment

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

Services | eVidya | Value

JS Membership Options page

Jeevansathi : Overview

Current Highlights

- The matrimonial market in India is highly fragmented
- It presents a fundamentally large opportunity, unlike the West the dominant form continues to be “arranged” marriages by parental consent

Revenue Model

- Website
 - Free to list
 - Free to search
 - Free to express interest
 - Free to express others expression of interest
 - Pay to get contact details
- Offline centres (14 centres operational)
 - Walk in sales for matching services

Competition

- Bharatmatrimony.com leads the market
- Jeevansathi is #3
- Competition with Shaadi, Simplymarry and lot of small players online.

Market Dynamics

- Online payments can be made only via credit cards – Credit card penetration issue
- The moment user finds a partner, he or she has no reason to visit the site again - One time transaction
- Tweaking the model may change the dynamics

Opportunities & Market Potential

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

Risks

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

Shiksha

Space for education providers

Banner Ad

Institutes outside India: Call Toll Free #1800-717-1094

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Career Options | Study Abroad | Test Preparation

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

Featured Institutes

- Shree Chanakya Education Society's Indira Group of Institutes
- Indian School of Business Management & Administration
- IPE INSTITUTE OF PUBLIC ENTERPRISE
- BIMM, BITM, BIIB, BIMHRD Courses Apvd by AICTE Sri Balaji Society

Let us find an Institute for you
We need a few details from you to suggest you relevant institutes & create your free Shiksha account.

Study Preference: India Abroad

Education Interest: Select Category

Desired Course: Select

When do you plan to start?: Select

Your Name:

Email:

Mobile No:

Residence Location: Select City

Type in the character you see in the picture below

I agree to the [terms of services](#) and [privacy policy](#)

Shiksha Cafe
Interact with experts or simply hang out with fellow students!

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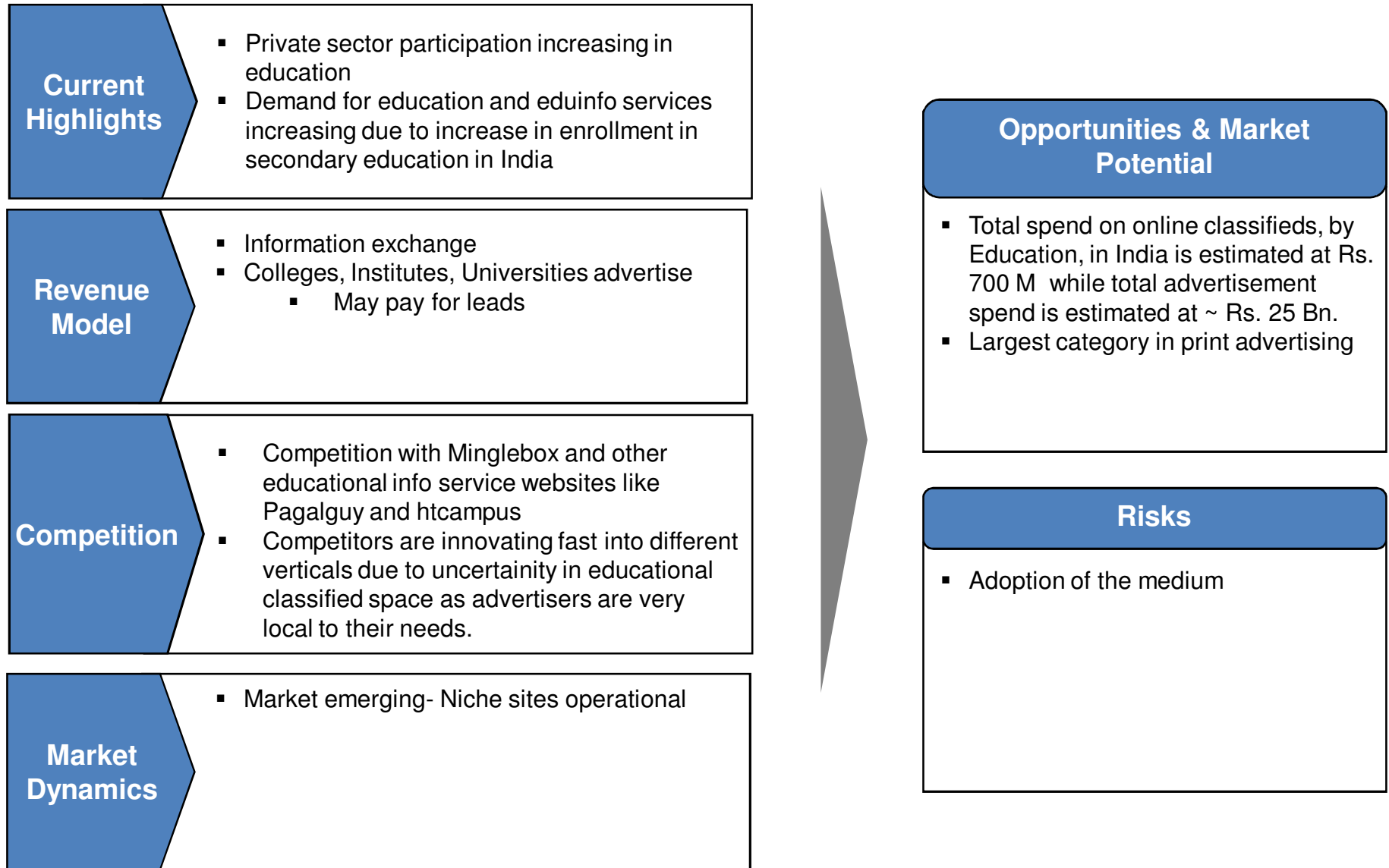
Need expert guidance on education or career? Ask our experts here.

0 out of 140 characters Make sure your question follows [Community Guidelines](#)

Cafe Buzz! Latest from Shiksha Cafe

- sayona gupta** asked a question an hour ago
i am an average indian student studying b-tech (ece) in calcutta under wbut.is there any way i can get in MIT for masters??
- aru.chopra** answered **AnkitaSachan2102's** question an hour ago
Hi Anu, b.tech is a good choice as there are various opportunities for the degree holder both in india and abroad.They can find managerial positions in private and public
- aru.chopra** answered **sajeev28286's** question 2 hours ago
Hi, Travel and Tourism one of the world's largest foreign exchange earner among industries, provides employment directly to millions of people worldwide and indirectly
- Manmeet Kaur50173** answered **anuj46634's** question 2 hours ago
Hi Anuj, Shiksha is an education portal and believes in providing guidance regarding education sector. If you have any concern then you may post any query regarding that.

Shiksha : Overview



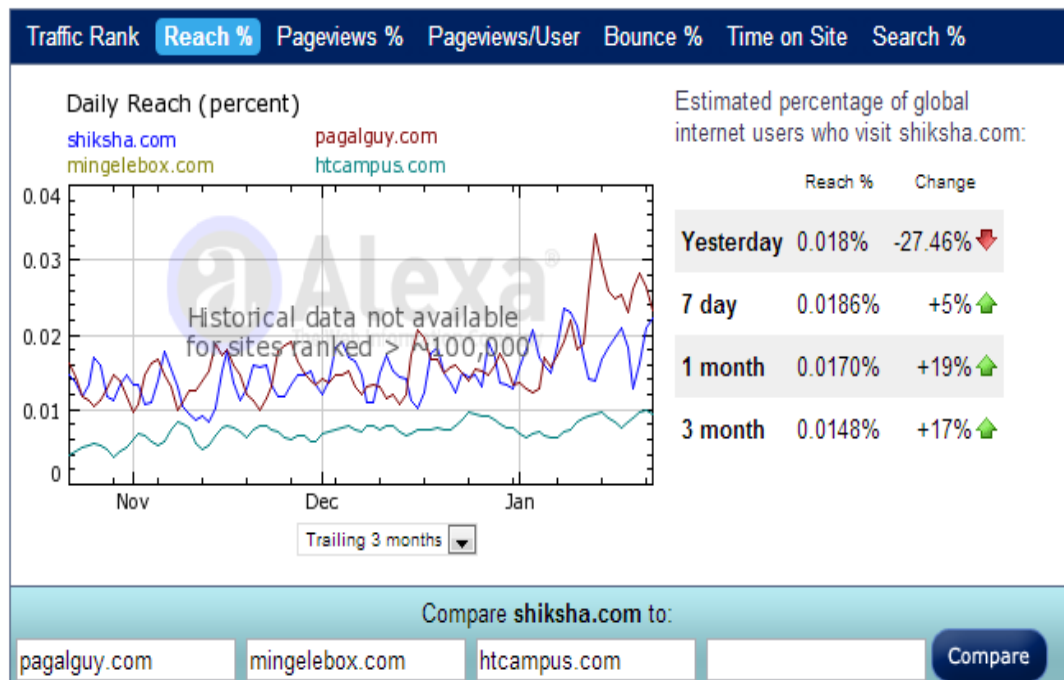
Shiksha : Competitive scenario and traffic share

Traffic comparison

Alexa Traffic Rank 8,642 <small>Global Rank</small>	573 <small>Rank in IN</small>	Reputation 1,907 <small>Sites Linking In</small>	 <small>(No reviews yet)</small>
---	---	--	-------------------------------------

Did you know? You can get the most accurate rank possible by certifying your site's metrics. [Find out how.](#)

Traffic Stats | Search Analytics | Audience | Contact Info | Reviews | Related Links | Clickstream



Key Features of Shiksha

- Launched in May 2008
- Over 110,000 listings aggregated
- Product feedback encouraging
- Offices in 12 cities

Opportunity:

- Large market dominated by Print
- Weekly supplement in English dailies
- Three categories of Advertisers
 - Indian education players (Universities and Institutes)
 - Test Prep and Coaching institutes and
 - Overseas Universities/Colleges targeting Indian students

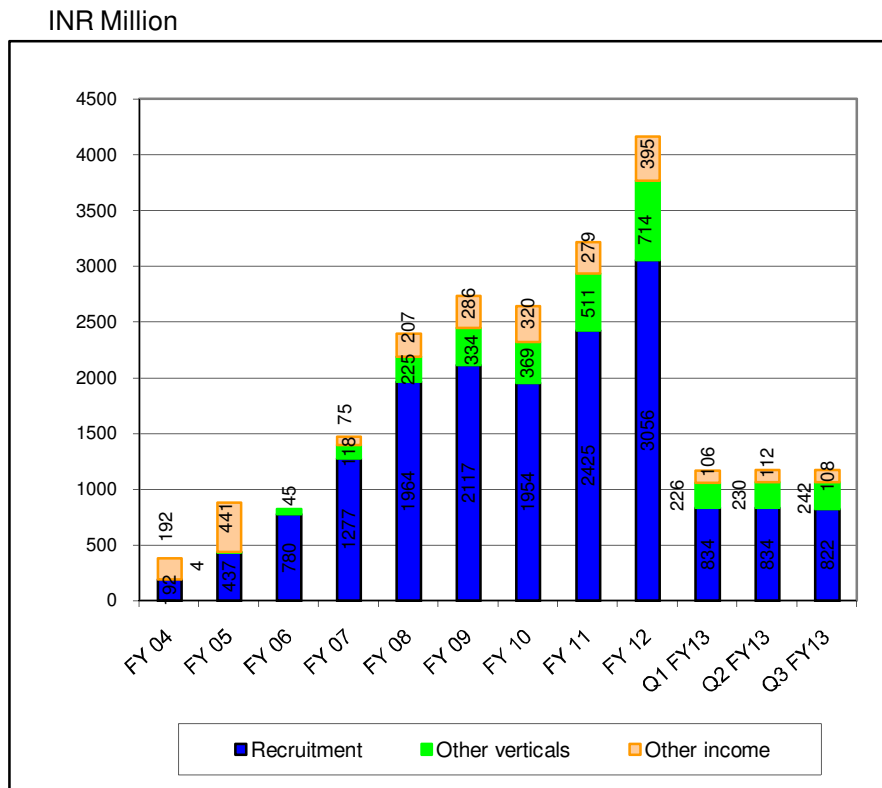
Advantages:

- Advertising spend in print bigger than real estate
- Unlikely to be affected in a slowdown

Company Financials (Standalone)

Consistent long-term growth in Revenue / Profitability

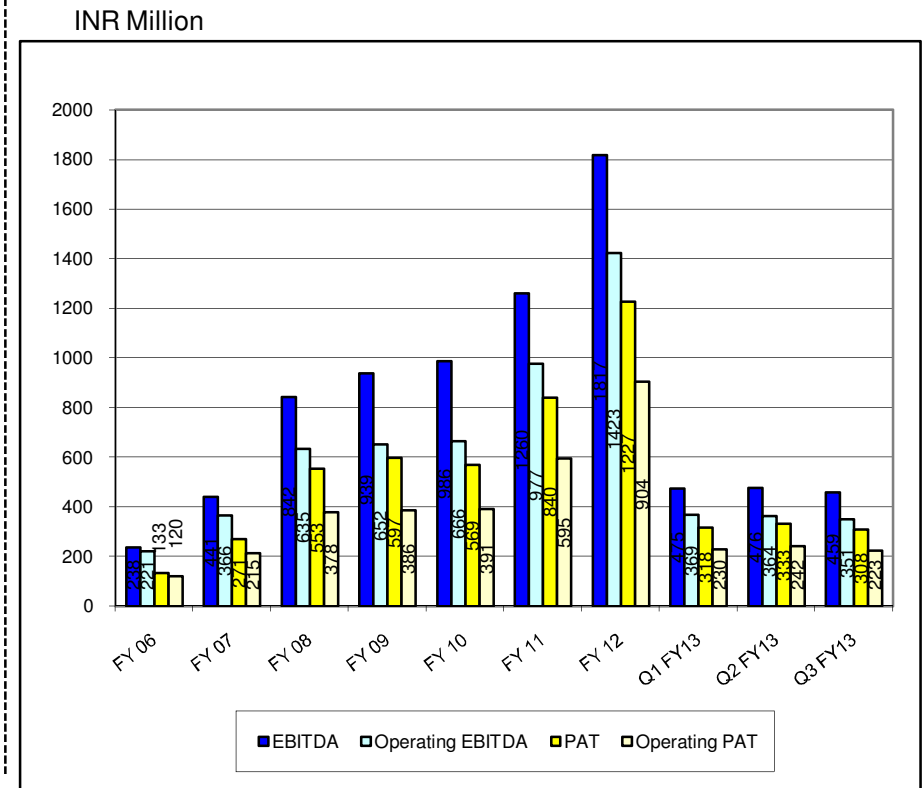
Revenue trend



In FY 12, Recruitment was 81% and Other Verticals 19% of the standalone Operating Revenue of Rs 3,756 mn

In FY 12, on a consolidated basis, Operating Revenue was Rs 3,918 mn (Rs 3,756 mn on standalone basis) and PAT Rs 1,033 mn (Rs 1,227 mn on standalone basis) on account of losses in investee companies

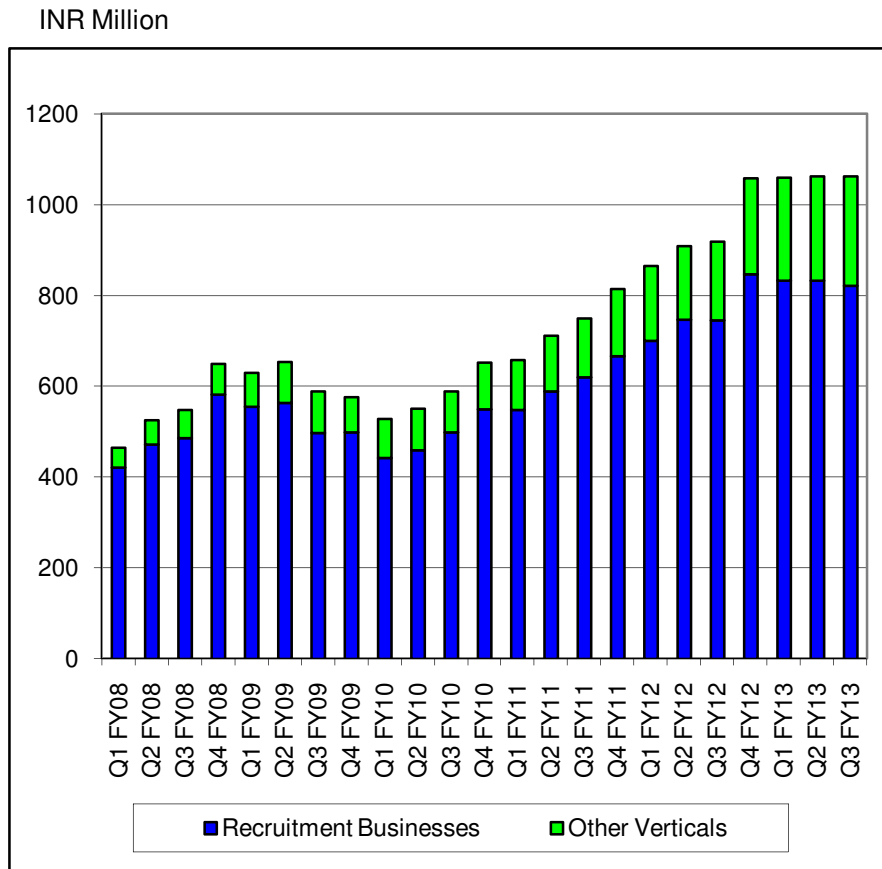
Profitability



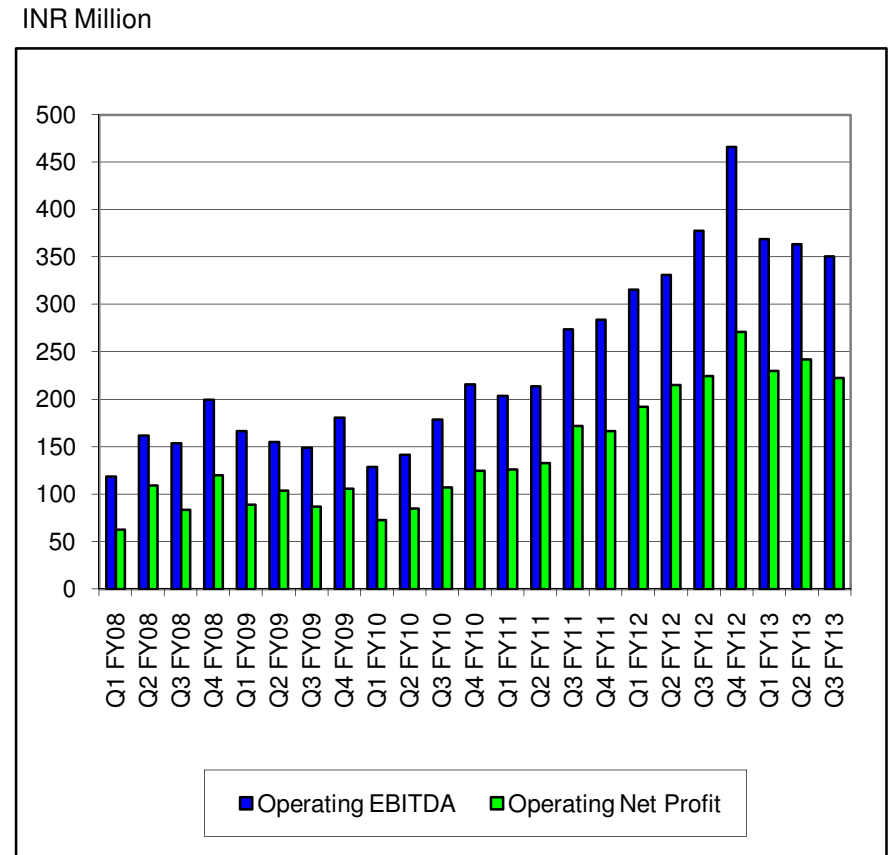
Other Income in the above chart is treasury income

Growth momentum had rebounded post 2008-09; reasonable YoY revenue growth in Q3 FY13 in a slow growth economy

Quarterly Operating Revenue trend last 5 years

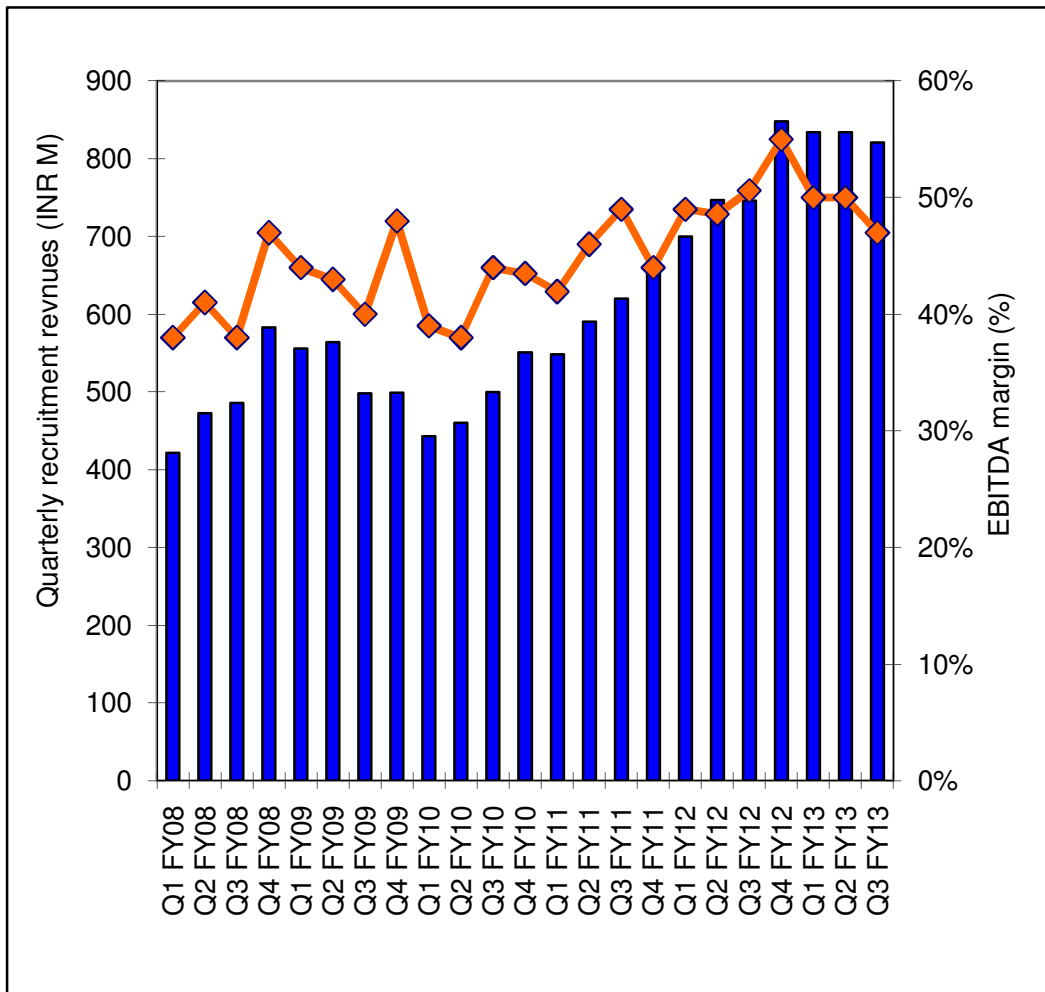


Quarterly Operating Profitability



Margins sustained during the downturn and improved with the upturn. May be impacted in this slowdown

Recruitment: Profitability had improved post 2008-09 slowdown



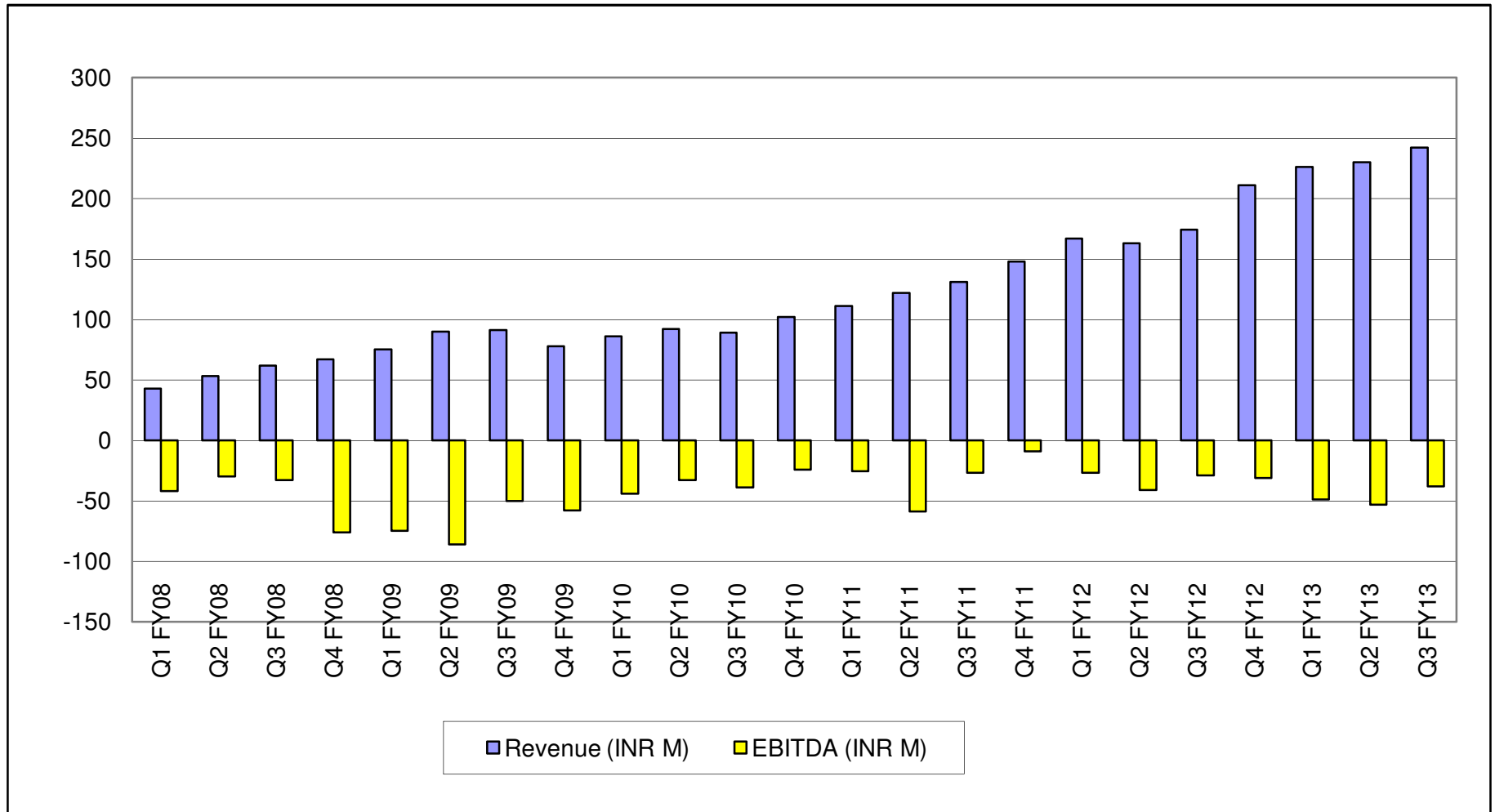
Highlights

- Growth in recruitment revenue for last 12 quarters.
 - Slight dip in 9 months
 - Slowdown in GDP in FY13 impacting recruitment growth rate
- Revenues & margins which were impacted by economic slowdown in FY 09 were back on growth track from FY 10
- However, have declined in current slowdown
- Investments in product, technology and brand to continue

Improving financial performance of Non Recruitment businesses

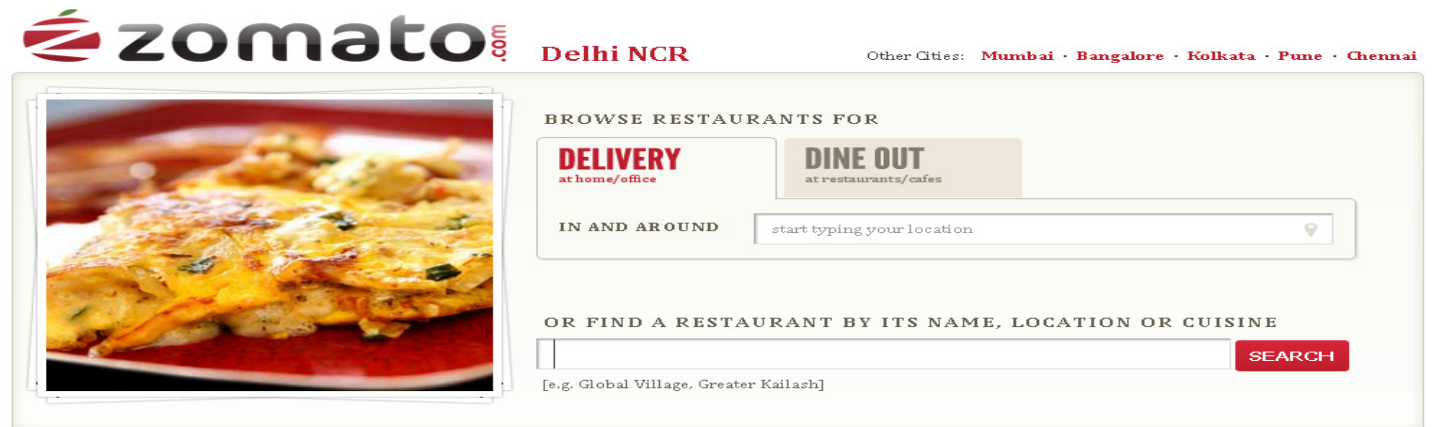
EBITDA losses contained

INR M



Investee Companies

Zomato.com



Zomato

NEWLY ADDED RESTAURANTS

Viva Hyderabad, Hauz Khas
North Indian, Biryani
Cost for two: Rs. 250

FEATURED REVIEWS

Desi Vibes, Sector 18, Noida
by **Ishan Sethi** 3 days ago



Desi Vibes is one of those restaurants I have been to many many times. The Dal Makhani is absolutely

- Website operational
 - **Restaurant menu's, ratings and reviews**
 - Coverage of over 10 cities including Delhi, Mumbai, Bangalore, Pune, Hyderabad
 - Launched in UAE, Sri Lanka, UK
 - Revenues from advertising and lead sales
 - **Events (ticketing)**

- Experienced team

- Large addressable market

- Invested ~INR 310 mn for ~ 48.5% stake

Meritnation.com

Applect

- www.meritnation.com

- Direct to consumer freemium model
- Provides free solutions mainly for mathematics and science for standard 6 to 12 of popular national curriculum's viz. CBSE and ICSE.
- Some State Board's curriculum added.
- Paid product for online assessment and teaching solutions
- Test prep product launched for engineering and medical entrance examinations

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

- Large addressable market.

- Invested INR 315 mn for a ~49% stake

Policybazaar.com

A naukri.com group venture

Hiring | Agent Registration | FAQs | Knowledge Base | Contact Us

Happy Republic Day
policybazaar.com
Insurance compare kiya?

To Book your Policy
Call 0124 457 67 77

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'Your service is great and I loved the convenience value'
Varun Bhatia, Hyderabad

Car Insurance
Compare & save upto 55%
Compare

Investments / Pension
Cash in hand on maturity
Compare

Child Plans
Education Marriage Plan!!
Compare

Loans
Instant loans Personal, LAP, Home
Compare

Health Insurance
Some one pays your hospital cost
Compare

Term Life
Your family needs this
Compare

Investment Plans
Tax savings cover for life
Compare

Utilities
Broadband, Mobile DTH
Compare

PRODUCT OF THE MONTH
Anmol Jeevan
Get the best term plan
LIC

SPECIAL OFFERS
Presenting Aviva LifeShield Advantage
Protect your Family
Get back your premiums
Additional protection against Permanent Total Disability* or 18 Critical Illness*
know more
AVIVA Life Insurance

Advertisement
iTerm
Get insured for ₹1 Crore in less than ₹8000/- * p.a.
ECON RELIGARE
3 of our plans have received a 5 star rating from Economic Times Wealth.

Advertisement
HDFC STANDARD LIFE
Sar Utha Ke Jiyo
Click here to Know more
HDFC Standard Life Insurance company Limited. Conditions apply. MC/05/2010/1190

Etechaces

- An insurance comparison site
www.policybazaar.com
– Other financial products being added (home, personal, car, education)
- Comparison shopping of financial products

- Experienced team
- Large market with annuity income
- Invested INR 300 mm for a ~40% stake
- Intel Capital a co-investor

Mydala.com

The screenshot shows the Mydala.com website interface. At the top, the logo 'mydala' is displayed with the tagline 'Daily Deals for Mumbai' and 'We Bargain. You Gain.' Below the logo is a search bar and a 'Search' button. A navigation bar contains links for 'today's deal', 'travel deals', 'pan india deals', 'Login', 'log in', and 'sign up / redeem'. A secondary navigation bar includes 'share this deal' with social media icons and 'invite friends and earn money'. The main content area features a deal for 'Pay Rs 175 for Unlimited rides & games at Orama Krazy Kingdom or Orama Carnival Street. It's time for a Krazy Carnival!!'. The deal is accompanied by images of the amusement park. A 'buy now ₹ 175/-' button is prominent. Below the button, a table shows the deal's value, discount, and savings. A progress bar indicates that 34 deals have been bought. A countdown timer shows 'time left to buy 46 : 29 : 58'. To the right, there is an 'All India Deal' for a Black Elemente Android 701 Tablet. Below that, a section for 'today's side deals' offers a laptop skin for Rs 229.

mydala Daily Deals for Mumbai We Bargain. You Gain.

today's deal | travel deals | pan india deals | Login | log in | sign up / redeem

share this deal | invite friends and earn money

Pay Rs 175 for Unlimited rides & games at Orama Krazy Kingdom or Orama Carnival Street. It's time for a Krazy Carnival!!

buy now ₹ 175/-

Value	Discount	Savings
	71%	

34 bought

Deal is Live!
Deal went Live with 5 bought

time left to buy 46 : 29 : 58

Rate this Deal

All India Deal

Pay Rs 7999 for a Black Elemente Android 701 Tablet with 1 yr warranty worth Rs 12999.

BLACK elemente 701 TABLET

7" Multi Touch
Android 2.1
WiFi Enabled
3G Support
8GB Memory
USB Slot
Expandable upto 32GB

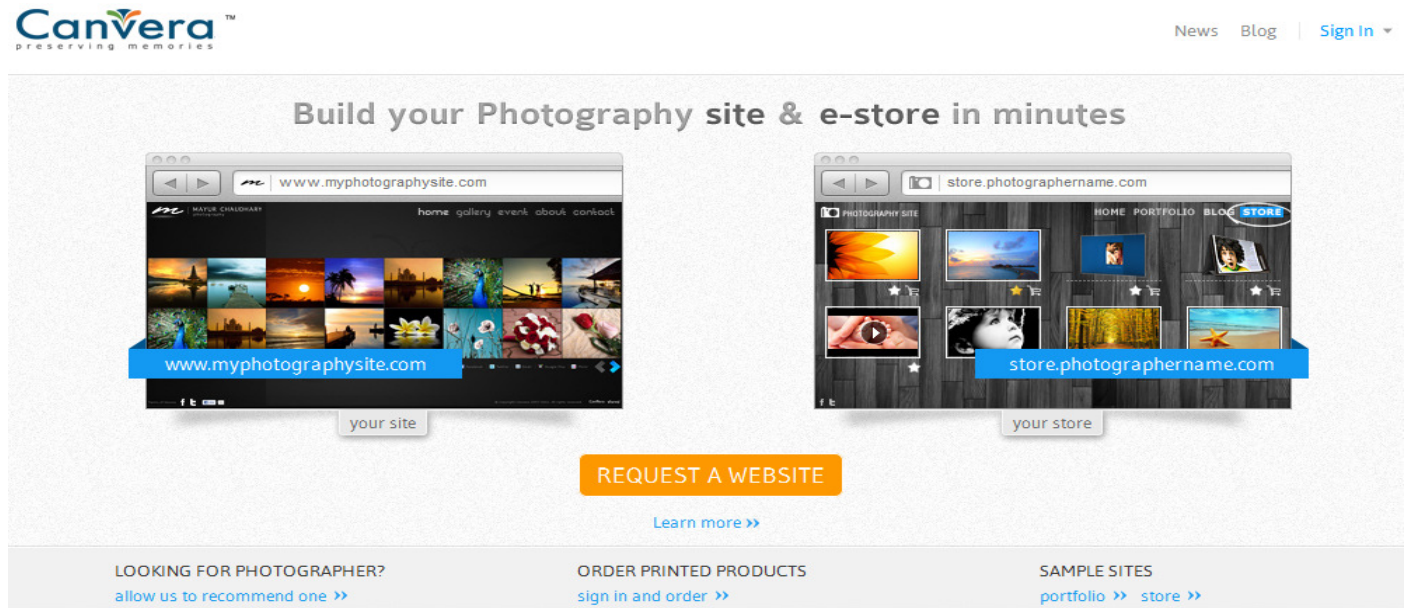
today's side deals

Pay Rs 229 & get any laptop skin of your choice only from Topskin. Now protect your laptop from scratches &

Mydala

- Website operational
 - A site offering discount offers/ deals/ do-it-yourself platform for merchants
 - Revenues from commissions from merchants
 - Revenues from mobile
- Experienced team
- Large addressable market
- Invested INR 270 mn for ~47% stake

Canvera.com



Canvera

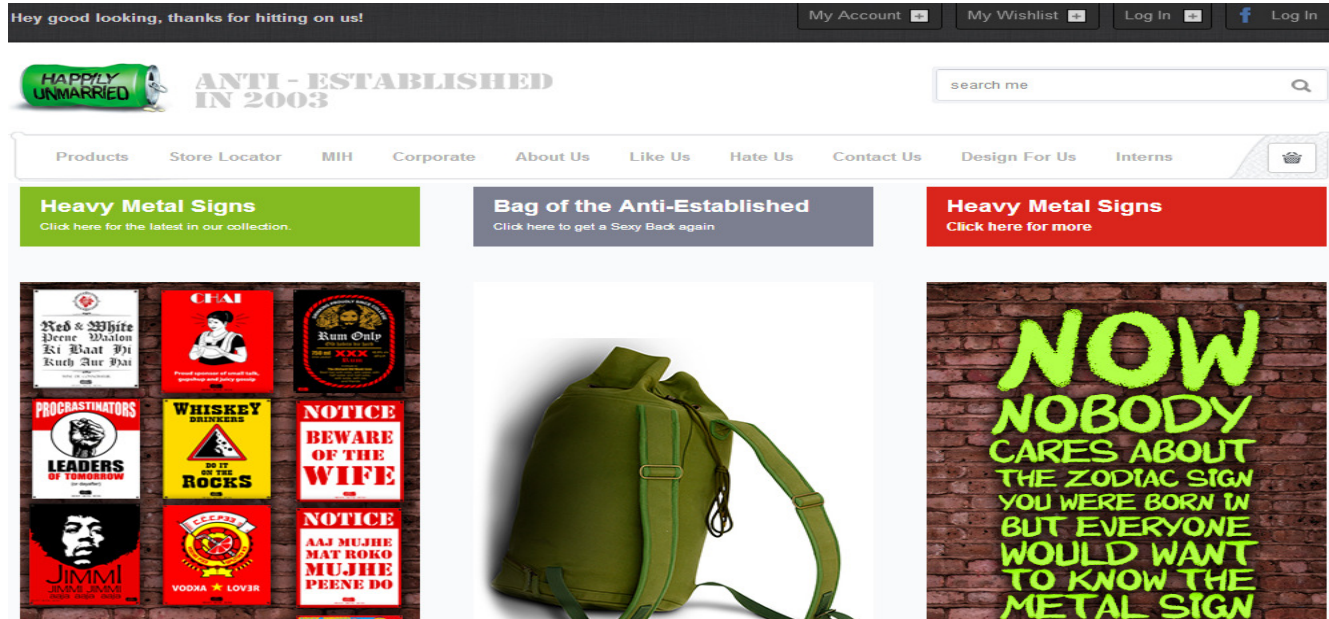
- Website operational since 2008
 - Solutions for professional photographers
 - Ready to use website, software and workflow for managing photographs, designing and printing quality photo books/ albums
 - Revenues from sale of printed photo books /albums

- Experienced team
- Expertise in digital imaging/ printing

- Large addressable market

- Invested INR 350 mn for ~22% stake
- May additionally purchase some secondary

Happilyunmarried.com



Happily
unmarried

- Website operational
 - Revenue from design and sale of fun quirky creative products

- Experienced team

- Large addressable market

- Invested INR 50 mn for ~25% stake

- May additionally purchase some secondary

99labels.com

Home Blog Offers Club99 Member Login | Get Your Free Account

99 labels

Welcome **Guest**
The Indian pioneer in online event based sales
Register to Shop [click here](#)

ALL SALES WOMEN MEN KIDS/HOME JEWELLERY/WATCHES FRAGRANCES GIFTS RAKHI SPECIAL

Current Sales

Tommy Hilfiger - Apparel
Women And Kids
Closes in 03 Days
Upto 75% Off

W-Kurtas and Dupattas
Women
Closes in 03 Days
Upto 50% Off

Fragrance & Deodorants
Upto 80% off
7 Day Delivery
Fresh Stock
Best Prices
[Shop Now](#)

99labels

- Website operational
 - E-commerce site offering fashion merchandise and accessories through flash sales
 - Revenues from sale of products

- Experienced team
- Expertise in sourcing
- Large addressable market
- Invested INR 280 mn (including secondary) for ~40% stake (excluding convertible debt)

Floost.com



Floost

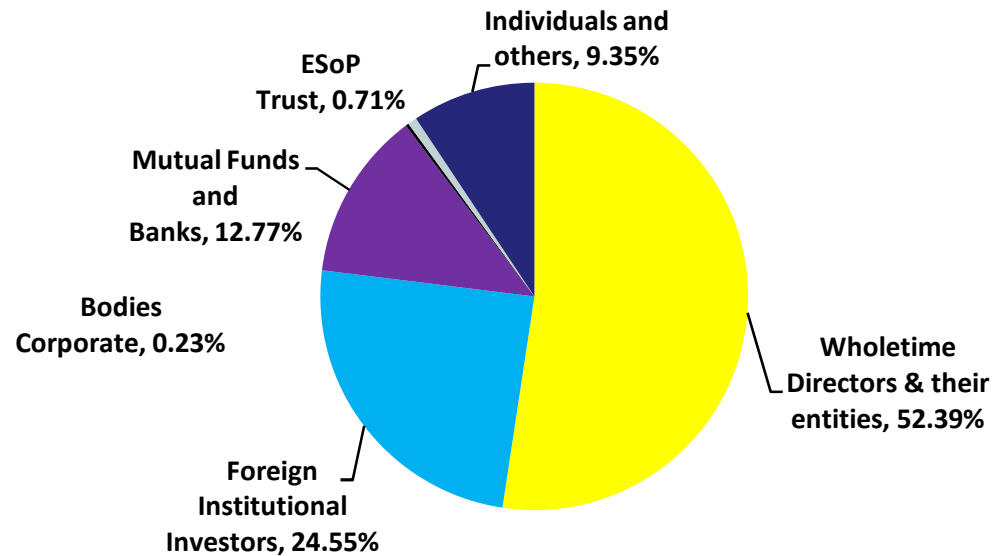
- Website operational
 - A content sharing platform

- Experienced team

- Invested INR 22 mn for ~30% stake

Shareholding and Board

> 50% share-holding with the Founding management group and >24% with FIIs



HDFC Mutual Fund	4.70%
Reliance Mutual Fund	3.90%
Equinox	3.83%
Matthews	3.53%
Fidelity	3.11%
Small Cap World Fund Inc (Capital Group)	2.89%
SBI Magnum	2.01%
DSP Blackrock Mutual Fund	1.77%
First State Asia Pacific Fund	1.45%
Ward Ferry Management	1.32%
T Rowe Price	1.23%
Acacia	1.03%
Government Pension Fund	0.98%

Founders committed to growing the company

Board of Directors

Whole time

Sanjeev Bikhchandani (49)

Founder and Executive Vice
Chairman
BA Econ. St. Stephen's.
PGDM IIM-A
Previously with GlaxoSmithKline

Hitesh Oberoi (40)

Managing Director and CEO
B.Tech IIT Delhi,
PGDM IIM-B
Previously with HLL (Unilever)

Ambarish Raghuvanshi (51)

Group President - Finance
and Chief Financial Officer
CA, PGDBM XLRI
Previously with Bank of
America and HSBC

Non Executive

Kapil Kapoor (48)

Chairman & Non Executive
Director

B.A.Econ, PGDM IIM-A

COO (Global Business
Development), Timex Group

Independent

Saurabh Srivastava (66)

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

Arun Duggal (66)

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

Ashish Gupta (45)

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

Naresh Gupta (46)

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

Bala Deshpande (46)

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

Investor Relations Contacts

Name	Ambarish Raghuvanshi	Sudhir Bhargava
Designation	Group President - Finance and CFO	EVP - 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	