

 **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

February, 2007

# 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.”

## Key takeaways

- Rapid growth in Indian internet market
- Clear and sustainable market leadership in online classifieds
- Strong innovation pipeline for continuous differentiation
- Robust financials with blue chip investors
- Management depth for continued growth



# Three lines of business

## Info Edge

### Recruitment



- Launched in March 1997. Contributes more than 85% of company sales
- No. 1 job portal in India – more than 50% page view share among top 3 sites
- Over 8 mm resumes with 10,000 added daily, 82,000 job listings, 22,000 clients.
- Quadrangle in offline recruitment services

### Matrimonials



- Acquired in September 2004
- No. 3 matrimony website in India
- 1.3 mm registrations
- Av. 2,300 profiles added daily

### Real Estate



- Launched in Sept 2005
- Leader in emerging online market
- Over 42,000 listings
- Pan India listings covering 23 cities

# Business environment

## Macro Trends

Sustainable  
Economic Growth

Burgeoning  
Middle Class  
Buying Power

Favorable  
Demographics  
(54% < 25 years)

## Outcomes

Strong Job Creation

Rapid Urbanization

Mobile work force,  
nuclear families

Changing values  
and lifestyles

Adoption of  
Technology

## Beneficiaries

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

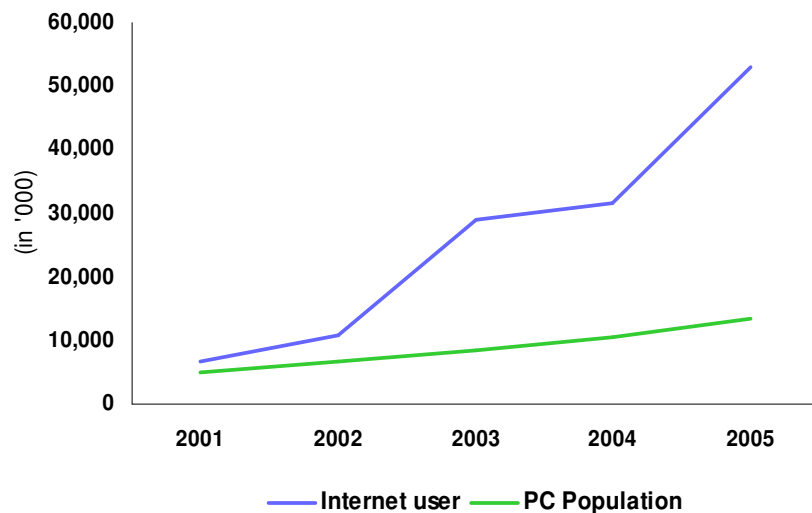
 **Quadrangle**

**Jeevansathi.com**

 **99acres.com**<sup>™</sup>  
India's Property Bazaar

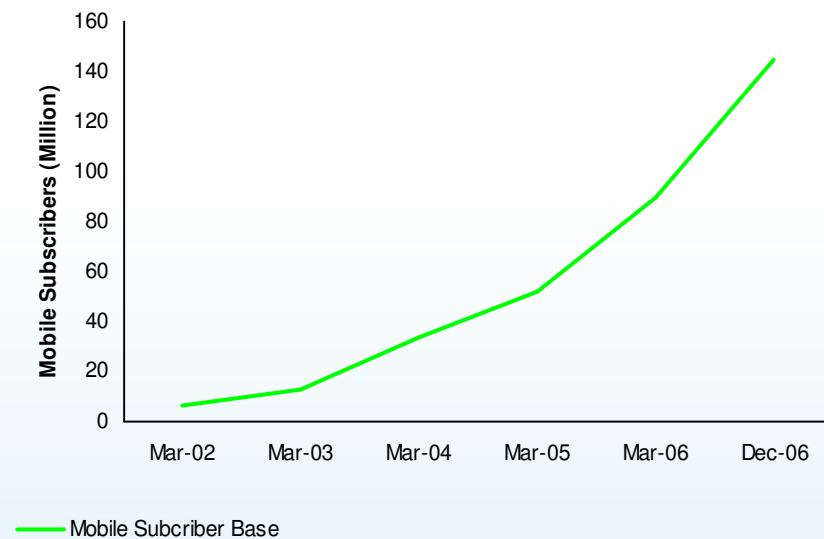
# Addressable market growing

## Internet and PC population



Source: NASSCOM

## Mobile users



Source: Cris Infac

**Opportunity in platforms other than the PC**

# Company overview

- VC investment from ICICI Venture, Kleiner Perkins and Sherpalo
- 45 offices in 31 cities in India + 1 in Dubai
- 1100 employees (over 700 in sales)
- Financials (9 months ended Dec 06)
  - Revenue (71% YOY growth) - USD 22.0 mm
  - Net Profit - USD 3.8 mm
- Listed in India in November 2006



# Recruitment classifieds and services



# 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%



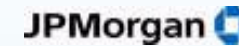
35 cities > 1 mm population

Source: Nasscom, Department of Higher Education

Recruitment solutions



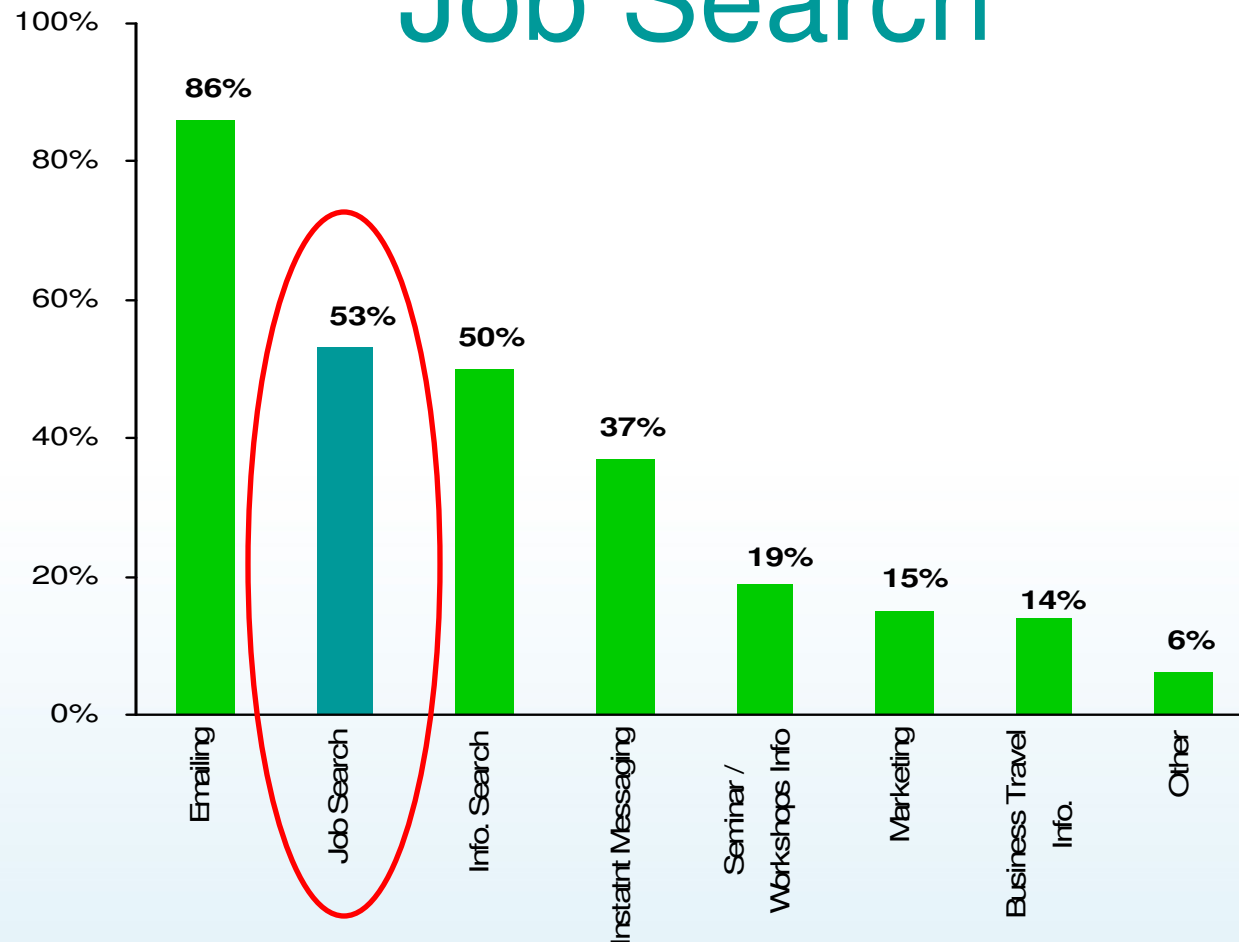
Print  
Recruitment consultants  
Online  
Other



Others

***Naukri is the hub***

# Job Search



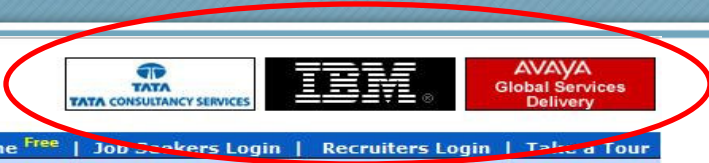
Source : Juxtconsult India Report May 2006, Population surveyed – 17,275

**Job Search is the second most popular professional activity of Internet Users**

# Revenue streams

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





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

<b>INFO.TECH.</b> ChipDsg/Semicond. Atrenta AMD ARM Applied Materials Broadcom Cadence FreescaleSemiconductor GenesisMicrochip LTI Logic Maxim Mentor Graphics NetLogic nVidia New Rambus SanDisk STMicroelectronics Teranetics	<b>ITES/BPO/.COM</b> Allied Worldwide New BA Continuum e4e New Game Theorem Ltd. New HCL Comnet Ltd. Internet Global iEnergizer Mckhsey&Co Scope International Spersh Domestic Sutherland EMC Esquire Infolabs FGS INDIA Flexility FSS New GM India	<b>GE Energy</b> 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	<b>SK E&amp;C</b> SOFCON Tecnimont ICB TVME UOP Weston Solutions	<b>Healthcare/Pharma</b> 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 HUKAVANKAKA 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

<b>INFO.TECH.</b> 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

Sponsored Links

- Corporate Sales  
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

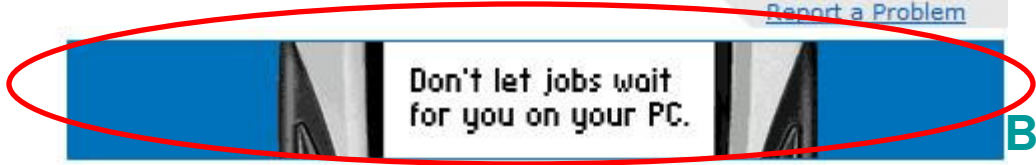
Sponsored Links

- 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.

### eApps PRO 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



# Competition has resulted in market expansion

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



# Naukrigulf.com

- Launched in 2006
- Nascent business but site getting traction
- Competition – Bayt.com, Monstergulf, Timesjobs

# Matrimonial classifieds & services

# 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



**Jeevansathi.com**

Indian Matrimonials - We Match Better

A Naukri.com group company | 30 Offices across India

Live Help

**Home** Search My Jeevansathi Memberships Success Stories Chat Online

Explore Jeevansathi.com

You have the power to search within : • 254 Castes • 34 Communities • More than 2 Lakh Photo Profiles **Get Started**

Looking For:  Community:  Marital Status:

Age:  to  Religion, Caste:

Height:  to  City:

New User

Join Jeevansathi

Direct benefits of Joining !!

- ✓ Create Matrimonial Profile to Find your Jeevansathi
- ✓ Receive Marriage Proposals
- ✓ Search and Express Interest
- ✓ Chat with Online Members

Jeevansathi.com

Join Free

Existing Members

Logon to Jeevansathi

User Id / Email

Password

## A Platform to Meet Your Life Partner

Lakhs of Active Matrimonial Profiles | 100% Screening of Profiles | Exclusive Privacy Features

Brides Grooms

TV3129



I am very caring, understanding & loyal as a friend, will be more so as a spouse.

Love to cook & travel to different places. A little more about me I am a silver medal holder in MBA, have been a very bright student through out my academics (always among the first three ). A all rounder, have won [Read More](#)

**Age:** 26 **Height:** 5' 4" **Caste:** Brahmin **Community:** Bengali **Education:** MBA/PGDM **Occupation:** Banking/Teaching City: Kolkata

TV5708



my dad is manager in FCI department & mom is housewife.my

two elder sisters got married and well settled in india & my lovely brother is in usa for ms (electronic eng.) i did b.sc (nursing).i am in london at the moment.i came here in dec.2004. we r three sisters ans and one brother.my two elder si [Read More](#)

**Age:** 28 **Height:** 5' 3" **Caste:** Brahmin **Community:** Punjabi **Education:** B.Sc **Occupation:** Medical/ Healthcare **City:** United Kingdom

SV7698



She is kind hearted, ambitious, family person with broad outlook.

After doing graduation from Lady Irwin College Delhi, she did PG Diploma (two yrs) in Merchandising & Production Mgt from Pearl Academy of Fashion. She then started her professional career with one of the leading buying houses in Delh [Read More](#)

**Age:** 28 **Height:** 5' 3" **Caste:** Khatri **Community:** Punjabi **Education:** MBA/PGDM **Occupation:** Others **City:** Delhi



# Sources of revenue

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

# Key metrics

- 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

# Competition

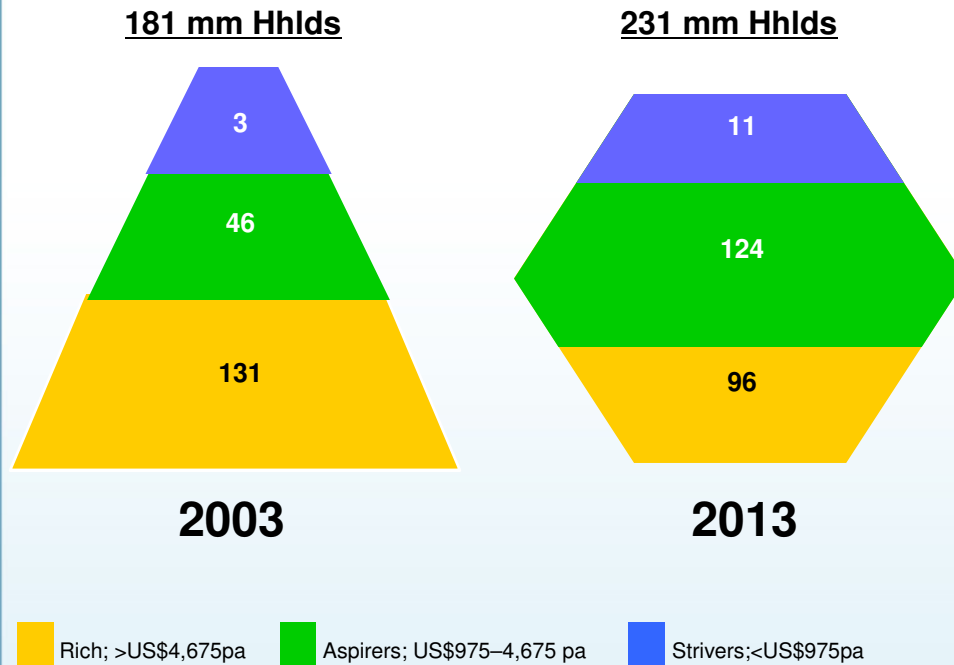
- Online
  - Shaadi, Bharatmatrimony, Simplymarry
- Print classifieds
  - Times of India, Hindustan Times, others
- Marriage Bureaus and pundits
  - Community focussed, fragmented, unorganized, geographically constrained

# Real estate classifieds



# Surge in demand for real estate

## Market characteristics



## Reasons for boom

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

# Revenue streams

- Most revenue from developers, builders and brokers
- Site has traction for residential, primary, sale and purchase
- Revenue from
  - Property listings - 42,000 listings
  - Builders/Brokers Branding & Visibility – Microsites, home page links, banners
  - Others – Buyer database access

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  
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Advertise With Us Home Finance Property News NRI Services **New** Testimonials

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Property Gallery

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*Malancha*

KOT FARMS - KOTPUTLI  
SEA SHELLS - GOA

BUY  
UK LAND

Luxury Apartments  
in **Chennai**

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29 Residential Projects  
all over Bangalore

**VXL**

**ansal HOUSING**

Homes from Rs 7 lakhs  
to Rs 2 crores

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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 <b>New</b>
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





Inviting The Visionaries of Indian Real Estate Business to Expand Their Horizon!  
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Banner Ads

Property Listings

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)

Featured Gallery

SWARAN LAND PROMOTERS  
FLATS IN HIMACHAL

AMRAPALI GROUP  
PROJECTS IN NORTH INDIA

MAHIMA GROUP

MANTRI DEVELOPERS FOUNDATION OF TRUST

Featured Gallery

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

Email  Contact No.  Get Alert

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
Residential Land Sarawati kunj Sector 53 Gurgaon	Area:2250 Sq. feet ( 250 Sq. Yards)	Available on request	J.S.Suhag/Ashok Dabas Company: Sagar Associates Property Code: B443649 Date: 03/ 03/ 2007 View properties from this company Mobile: 9810537286,9811317216 Send Email

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Sponsored Properties

Sponsored Properties

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

Sponsored Links

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

Google Adsense

# Competition

- Online
  - Magicbricks, Indiaproperty
- Print
  - Times of India, Hindustan Times, Hindu, others
- Other mass media – TV, radio, outdoor
- Real Estate Brokers
  - Large population, highly fragmented, no license requirements, deregulated,
  - Many are our clients

# Management



# Qualified and experienced management team

## Board of Directors

**Sanjeev Bikhchandani (43)**  
*Managing Director and CEO*  
BA Econ. St. Stephen's. PGDM IIM-A  
Previously with Glaxo SmithKline

**Kapil Kapoor (41)**  
*Chairman & Non-Executive Director*  
B.A.Econ, PGDM IIM-A  
MD Timex Watches

**Arun Duggal (59)**  
*Non-Executive Director*  
B.Tech IITD, PGDM IIM-A  
Previously with Bank of America & HCL  
Technologies

**Ashish Gupta (39)**  
*Non-Executive Director*  
B.Tech IIT Kanpur, Ph.D. Stanford Univ.  
Partner, Helion Venture Partners

**Saurabh Srivastava (60)**  
*Non-Executive Director*  
B.Tech IIT Kanpur, M.Sc Harvard Univ.  
Founder IIS Infotech (Now Xansa),  
NASSCOM, TIE

**Ambarish Raghuvanshi (45)**  
*Whole Time Director and Chief  
Financial Officer*  
CA, PGDBM XLRI  
Previously with Bank of America & HSBC

**Hitesh Oberoi (34)**  
*Whole Time Director and Chief  
Operating Officer*  
B.Tech IIT Delhi, PGDM IIM-B  
Previously with HLL (Unilever)

**Sandeep Murthy (29)**  
*Non-Executive Director*  
M.B.A. Wharton School  
Nominee KPCB and Sherpalo

**Bala Deshpande (39)**  
*Non-Executive Director*  
MA Econ.,MMS JBIMS  
Nominee ICICI Ventures

## Key Management

**Sudhir Bhargava (37)**  
*Sr. VP, Corporate Finance*  
B.E, MBA (FMS)  
Previously with HSBC, ICICI Bank

**Vibhore Sharma (32)**  
*Sr. VP, Technology*  
B.Sc IGNOU  
Previously with Pioneer

**Vivek Khare (36)**  
*Sr. VP, Jeevansaathi.com*  
M.Sc (Physics), IIT Kanpur. PGDBA,  
Birla Institute of Management  
technology

**Vineet Singh (35)**  
*Sr. V.P. for Domestic (North, East &  
West) and International Sales*  
PGDBA, IPM.  
Previously with Xerox

**Deepali Singh (33)**  
*Head 99acres.com*  
Bachelor of Science, Law Degree, Delhi  
University. MBA, IPM.  
Previously with Aptech

**V.Suresh (35)**  
*Sr. V.P., Sales – South & West India,*  
B.E.(Instr. and Control). Masters in Mgmt,  
Sathya Sai Institute of Management.  
Previously with Xerox

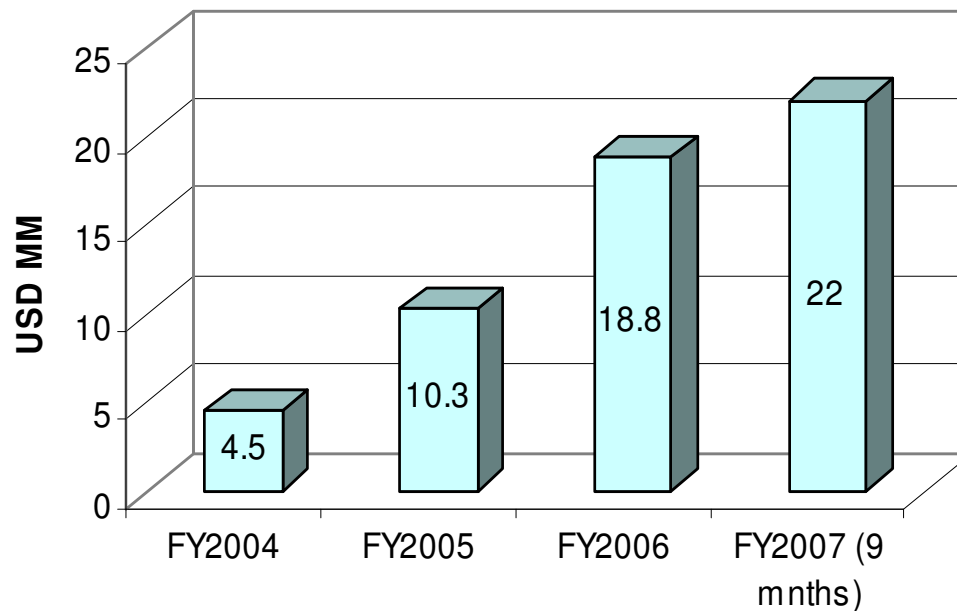
**Harveen Bedi (35)**  
*Head Quadrangle*  
MBA, Birla Institute of Management  
Technology  
Previously with Nestle

**Sharmeen Khalid (35)**  
*V.P, HR*  
MBA, IRMA  
Previously with Polaris

# Financials

# Financial performance

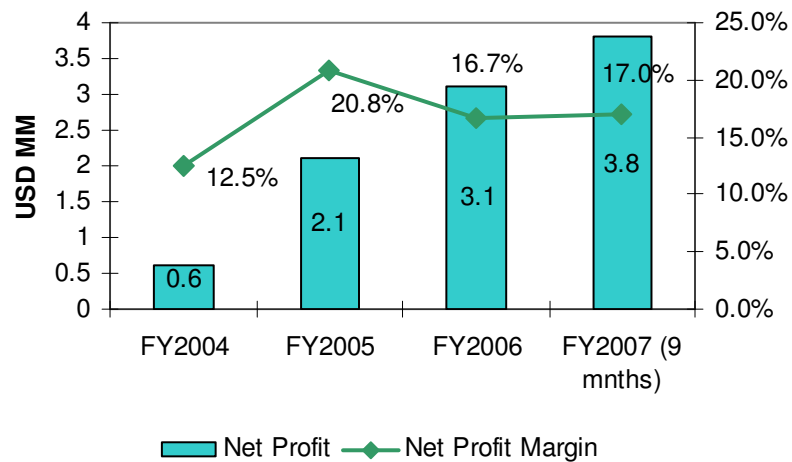
## Revenues



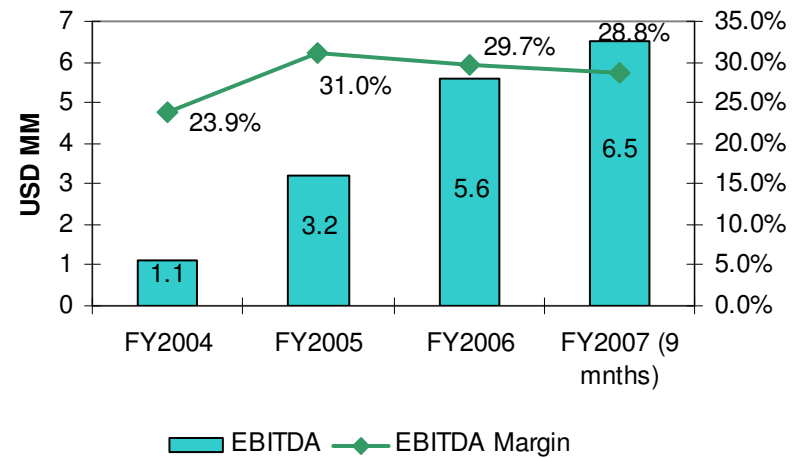


# Financial performance

## Net Profit



## EBITDA



# Robust financials

- Strong topline & bottomline growth
- Consistent track record of profitability
- High operating leverage
- Strong cash flows

# Commitment to innovation

- Market segment innovation
- Customer driven product innovation
- Technology innovation



## Key takeaways

- Rapid growth in Indian internet market
- Clear and sustainable market leadership in online classifieds
- Strong innovation pipeline for continuous differentiation
- Robust financials with blue chip investors
- Management depth for continued growth

# Info Edge India

Helping People & Businesses Meet

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