

 **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

January, 2009

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 December 31, 2008 or for the quarter ended December 31, 2008 unless indicated otherwise.
Q3 FY09 means the period October 1, 2008 to December 31, 2008 and 9 mths FY09 means the period April 1, 2008 to December 30, 2008
FY09 means the Financial Year starting April 1, 2008 and ending March 31, 2009
INR mm means Indian Rupees in million
mm means million

The company

- India's leading internet classifieds company
- Rapid growth historically (*growth currently impacted by slowdown*)
 - Revenue grew from INR 38 mm in FY02 to INR 2,397 mm in FY08
 - Profitable since FY03
 - Cash and equivalents ~ INR 3,336 mm (as on Dec 31, 2008)
 - Negligible debt
- VC funding in 2000 and public listing in India in 2006
- Bouquet of leading websites
 - naukri, 99acres, jeevansathi, naukrigulf, shiksha, brijj, asknaukri, allcheckdeals, firstnaukri
- 63 offices in 41 cities in India + 2 in Dubai + 1 each in Bahrain & Riyadh
- 1723 employees (~ 1318 in sales)

Our businesses

Info Edge

Recruitment & Careers



- Launched in March 1997.
- 84% of company's net sales in Q3 FY09
- No. 1 job portal in India – more than 50% share of page views among top 3 job sites
- About 16 mm resumes, with 13,500 added daily in Q3 FY09, 70,000 job listings, 17,200 clients in Q3 FY09 and 29,100 in 9 mths FY09
- Quadrangle in offline recruitment services

Real Estate



- Launched in Sept 2005
- Leader in emerging online market
- Over 241,000 listings (209,000 paid)
- Pan India listings covering over 25 cities



- Launched in November 2007

Matrimonials



- Acquired in September 2004
- No. 3 matrimony website in India
- 2.68 mm profiles ever registered
- Av. 1,713 profiles added daily in Q3 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
- 1.6 mm profiles



- Launched January 2009
- A fresher hiring site

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

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 (37)

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,
Firstnaukri

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



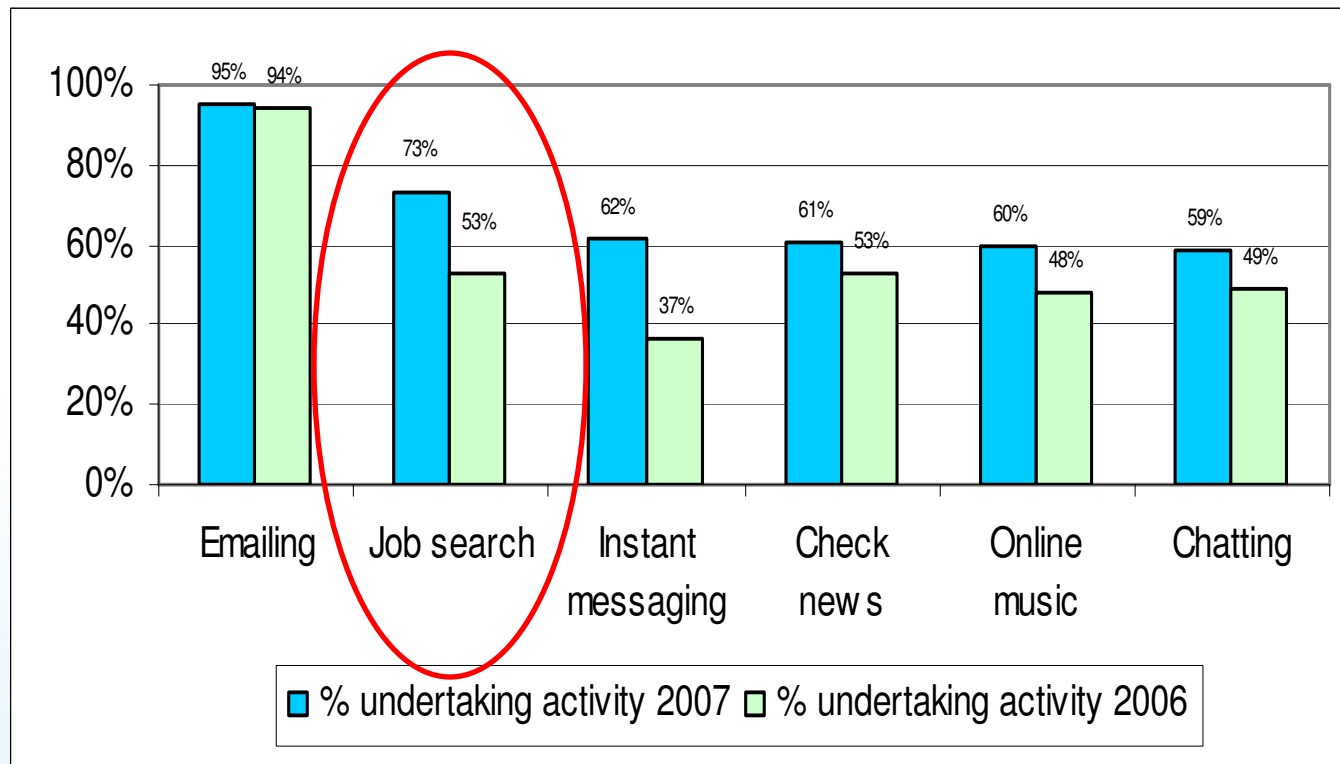
Print
Recruitment consultants
Online
Other



Others

***Naukri is the hub
Market currently impacted by slowdown***

Job search is popular

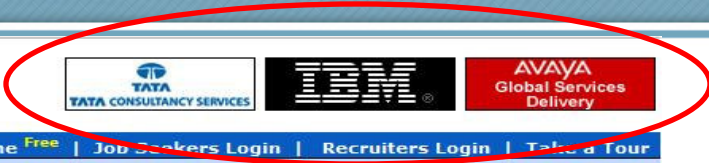


Source : Juxtconsult India Online Report May 2008, Population surveyed ~ 26,000

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
------------------------------------------------------------	--------------------------------------------------	-----------------------------------



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

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Wipro Infotech

Featured Company

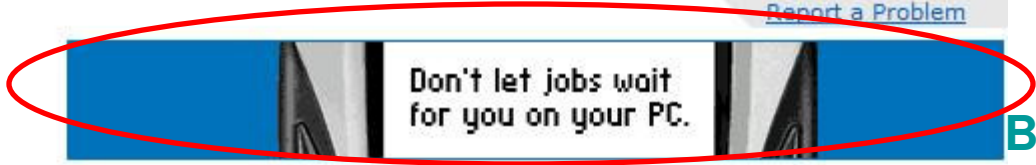
- Sponsored Links
- Corporate Sales
Free Whitepapers on Partner Development Best Practices.
AmazonConsulting.com-/ManagePartners
 - Sales Coaching
Maximize your sales productivity w/ sales coaching!
Face-to-face/phone.
www.fulllifecenters.-com
 - Forms To Sell A Business
Complete set of contracts to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

Google Ad Sense

- 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



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[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 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.

Coping with slowdown

- Improve sales force efficiency
- Utilize telesales more effectively
- Product innovation
- Better marketing / focused ad spend
- Gradually bringing head count down
- Cost control

Naukrigulf



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Keyword
 Criteria
 Location
 Select Functional Area
 Exp.
 Sort by

Browse Jobs By Category

- 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
- [more >](#)

Browse Jobs by Location

- UAE
 - Dubai
 - Saudi Arabia
 - Qatar
 - Kuwait
 - Oman
 - Bahrain
 - India
- [more >](#)

Job Seekers

Register Your CV free!

- Give your CV greater visibility
- Get hired by Top Employers
- Apply to over 10,000 Jobs
- Maintain Confidentiality

[Already Registered? Login](#)

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

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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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- **Discover** new career opportunities
- **Reach** prospects through your contacts

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[Search](#)



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Popular Featured Groups

Effective presentation skills



How to prepare for a job interview



Sales Training and methods



Innovation



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A professional networking site with about 1.6 mm registrations.

Firstnaukri


Firstnaukri.com BETA


Enter Keyword

e.g. Java, Wipro, Sales Intern

Enter Cities

Comma separated. e.g. Delhi, Bangalore

Search 

Search Tips 



Launch your career with Firstnaukri!

Over 3000 entry level openings in more than 200 companies

Browse through Internships and Trainee positions

Showcase your academic achievements

Upload your photo and video profile

Attach Marksheets, Certificates & Degrees

 **Register Free !**

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Date & Timings:

16th Jan'09 to 31st Jan'09
between
12:00 PM to 6:00 PM
(No walk-in on Sunday)

[Click Here](#)

First Employers



Agilis International
Convergys
Cybernet Slash support



Everest
IBM India Pvt. Limited
Infiniti Retail Ltd. /Croma



Infosearch BPO Services
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Protechsoft
Sutherland

Jobseeker's Login

You can also sign in with Naukri Id


Your email address


Your password

Login

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Career Tools & Advice

 **ask** Firstnaukri: Get your queries answered by our Panel of experts.

 **Higher Education:** Get detailed information and free counselling for your career.

- [Interview Tips](#)
- [Resume Tips](#)

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Video Resume

Upload your video resume! [Learn more](#)



A site for fresher hiring

Real estate 99acres, Allcheckdeals

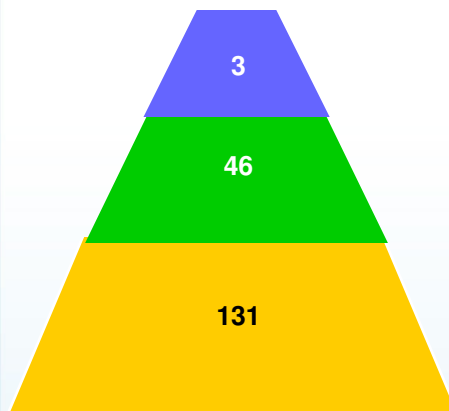
Surge in demand during 2004 to 2007 for real estate

Market characteristics

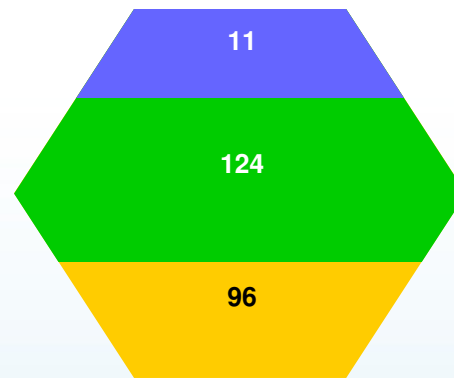
Reasons for boom

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.
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Property Gallery

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Malancha

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SEA SHELLS - GOA

BUY
UK LAND

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in **Chennai**

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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](#)

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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
Bhavayas 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



Banner Ads

Property Listings

Residential Commercial My 99acres NRI Services New Home Finance
Quick Search Mode City Type Budget Bedroom
Buy Delhi / NCR (All) All Residential INR 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

Sponsored Links

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

Google AdSense

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

Coping with slowdown

- Growth impacted due to market conditions
- Continue to reach out to builders/ developers/ brokers
 - They are working harder to get customers
 - Internet a cost effective media
- Product innovation
 - Improved display of results
 - SEO
 - Pilot on buyer validations ongoing
- Site revamp
- Investment to continue through the slowdown
 - Emerge stronger when market rebounds

Allcheckdeals



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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 110 transactions closed in Q3

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
 - A steady growth market
- 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

Jeevansathi.com

Indian Matrimonials - We Match Better

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

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

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Looking For: Community: City:

Age: to Religion, Caste:

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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."

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

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

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 (10 centres operational)

- 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

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Eg. XLRI, MCA, or GMAT Eg. Australia, Karnataka or Delhi

Search Institutes by

- Career Options
- Countries
- Test Preparation

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- 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

- Admissions
- Exams
- Results
- Scholarships
- Events

- ✓ Mar-13 (Fri) : Admission to 2 Years "Post Graduate Course in Tool Design & Manufacture, Delhi
- ✓ Jan-15 (Thu) : Admissions open for March 09 Batch at IIMT Varanasi, Varanasi
- Jan-25 (Sun) : DESIGN YOUR RANK IN IITJEE,AIEEE & WBJEE, Calcutta
- Jan-25 (Sun) : DEMO CLASSES FOR CAT 2009, Kolkata

MBA Learning Options

- Distance Learning MBA
- Part-Time MBA
- Executive MBA



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Age: * Gender: F M

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Educational classifieds

- www.shiksha.com launched May, 2008
- Over 85,000 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 bigger than real estate
 - likely to be less affected in current slowdown

Coping with the slowdown

- A startup business
 - Investment to continue in
 - Sales force
 - Product
 - Key deliverables
 - Traffic share
 - Customer acquisition
 - Consumer experience

Investee Companies

Applect

- Launched www.meritnation.com
 - Currently providing free solutions for mathematics and science for standard 6 to 10 of a popular curriculum (NCERT)
 - To commence paid online educational assessment
- Large addressable market
- Experienced team
- Propose to invest INR 65 mm, in tranches, for a 40% stake
 - Invested ~ INR 29 mn as on December 31, 2008



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Features & Benefits



Practice Tests



NCERT Solutions

All solved problems for Maths & Science textbooks



Interactive Puzzles



Videos & Animations



Revision Notes

For Classes VI to X



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 40 mm as on December 31, 2008



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Current Insurance News

- 05 January , 2009
 Ceiling on insurance cos' management expenses may go [up](#)
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- 02 January , 2009
 United India launches 'Top Up' health insurance policies [up](#)

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I think this is very convenient. For years we have believed this one person who does insurance for us. Its only after getting onto the Policy Bazaar website, did I realize I could have saved so much over the years. Its fantastic that we finally have all insurance companies at one place. The ease of picking up a policy is the cream on the cake.
- Col. V.K. Mathur, Retired Army Officer.

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Studyplaces

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



Loan for Indian Students going Abroad
The Australian educational system is considered as among the best in the world....

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Studyplaces Community

Share
Interact
Get Informed

- > Blogs
- > Forum
- > Speakout

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<input type="checkbox"/> India	<input type="checkbox"/> Law
<input type="checkbox"/> Singapore	<input type="checkbox"/> Engineering
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CIIS

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Nominee KPCB and Sherpalo

Whole time

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

Hitesh Oberoi (36)

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

Ambarish Raghuvanshi (47)

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

Corporate Governance

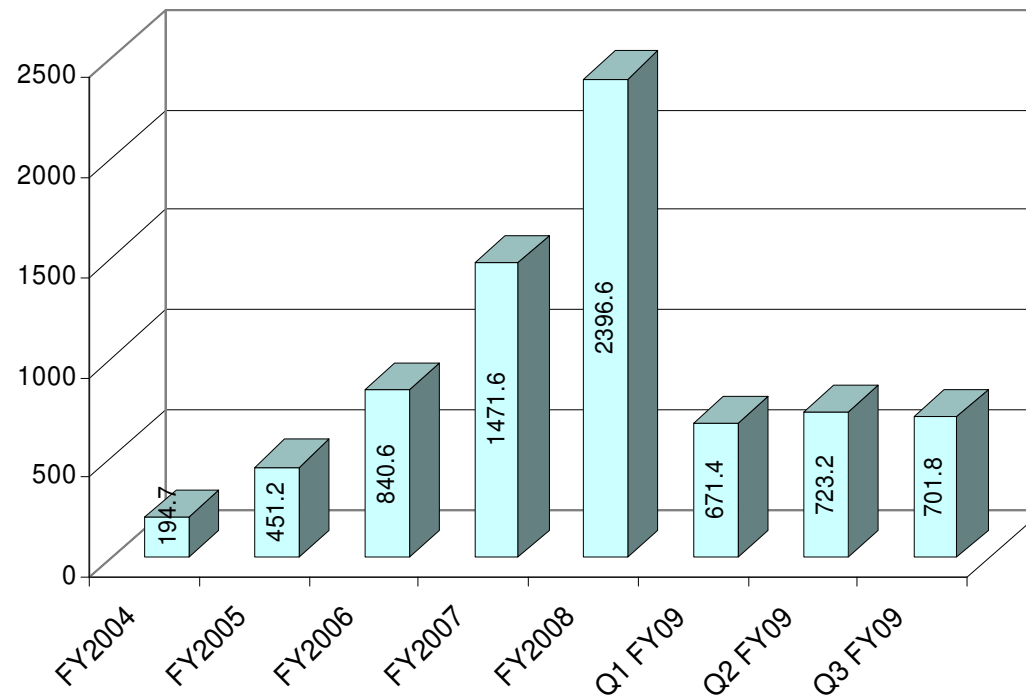
- 5 independent Director's out of a total of 10
- Disclosure of balance sheet and cash flow statements every quarter even though not mandatory
- Verification of cash & bank balances and investments as of December 31, 2008 done by a 3rd party audit firm – TR Chadha & Co.

Financials

Financial performance

Revenues

Figures in INR mm

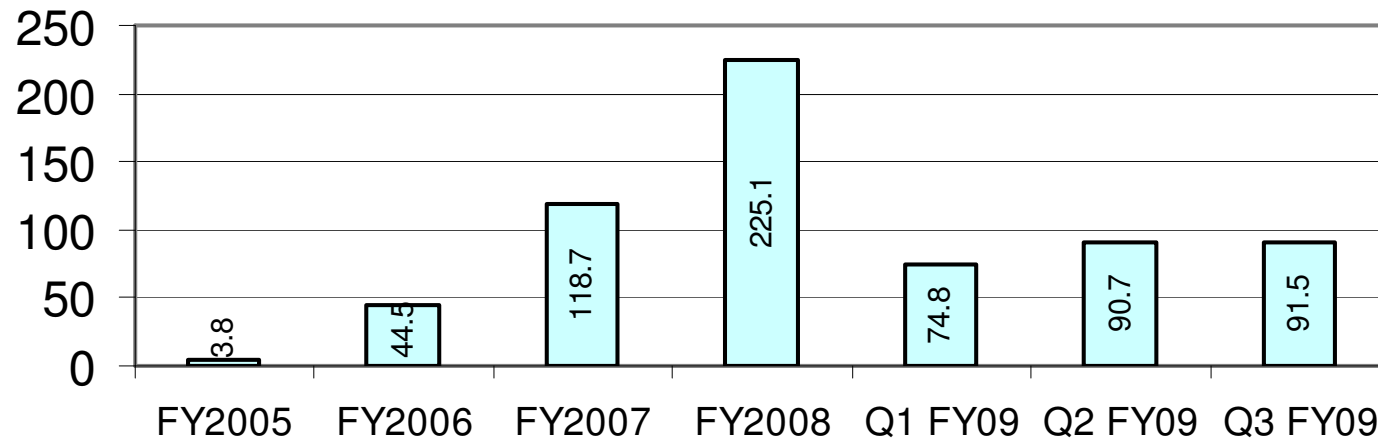


Q3 FY 09 over Q3 FY 08 : 16.7% growth in revenue and 7.5% growth in net sales

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

Revenues

Figures in INR mm



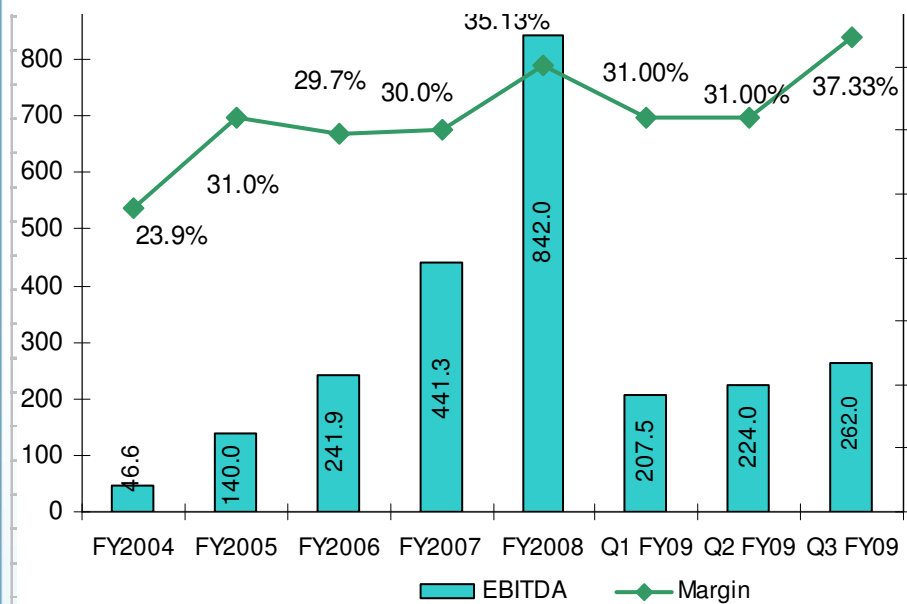
Q3 FY 09 vs Q3 FY 08 growth of 49%

FY 05 to FY 08 CAGR of 296%

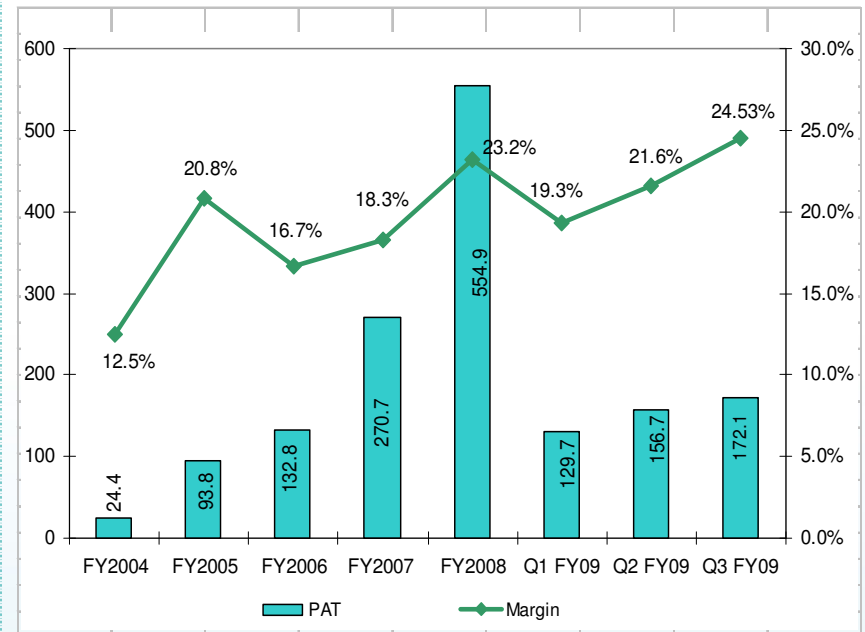
Financial performance

Figures in INR mm

EBITDA



Net Profit



Operational EBITDA at INR 149 mm down 3.7% YoY (Operating EBITDA margin 25.3% in Q3 FY 09 vs 28.3% in Q3 FY 08)

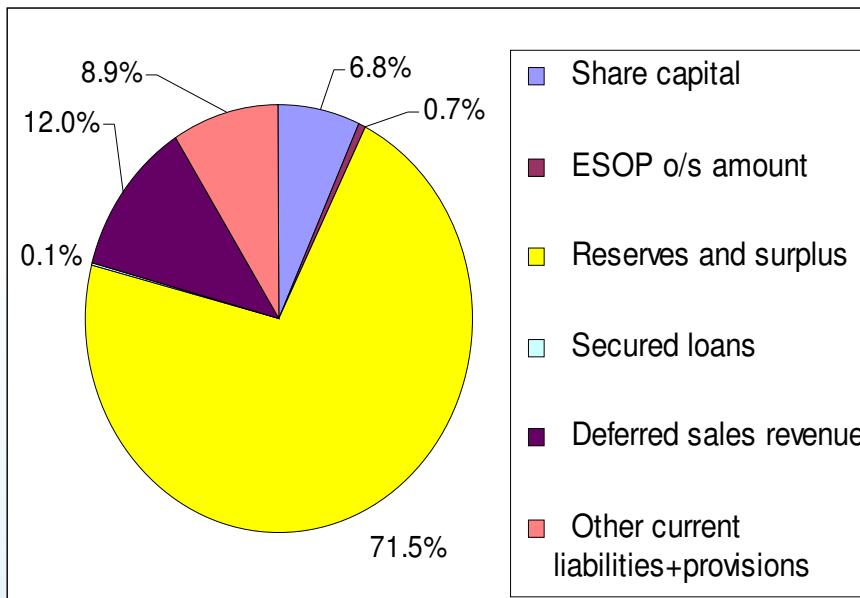
Operational PAT at INR 87 mm up 4.2% YoY (Operating PAT margin 14.8% in Q3 FY 09 vs 15.3% in Q3 FY 08)

EBITDA loss in Other Verticals in Q3 FY09 was INR 49.4 mm vs INR 32.1 mm in Q3 FY08 (total in FY 08 was INR 182.6 mm)

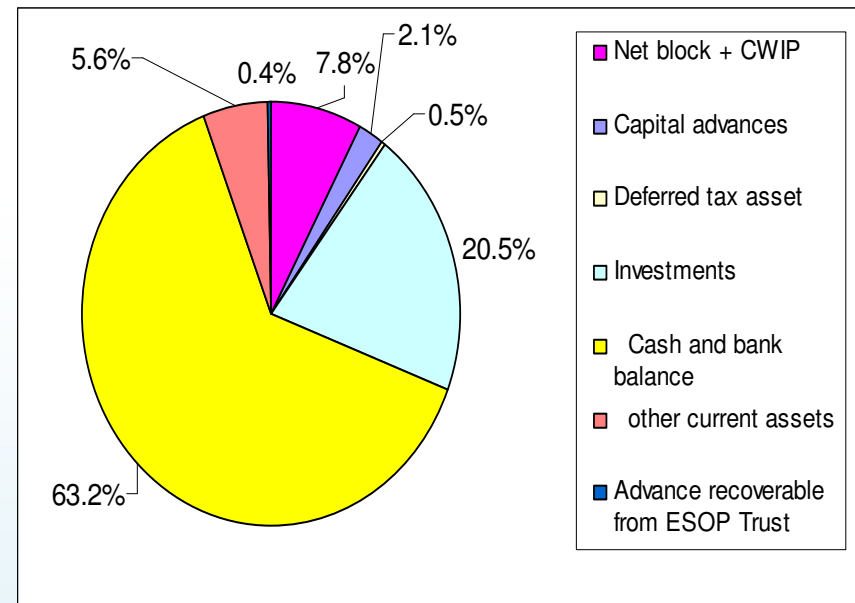
Balance sheet

(as on 31.12.08)

Liabilities



Assets

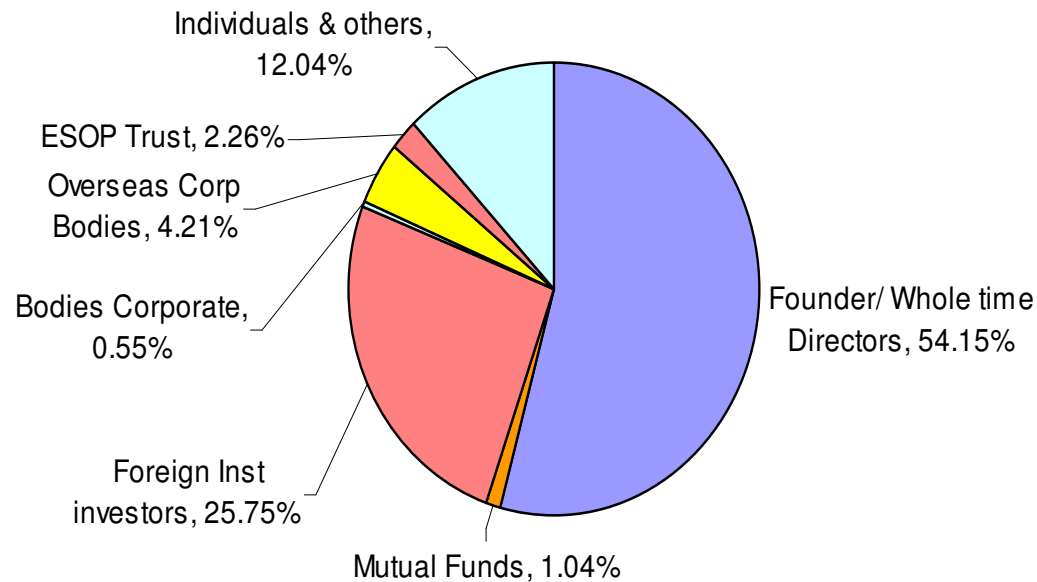


Balance sheet size as of 31.12.2008 ~ INR 3,987 mm

Cash & Bank and Investments as of 31.12.2008 ~ INR 3,336 mm

Shareholding pattern

(as on 31.12.08)



Fidelity Funds	8.17%
Equinox	4.39%
KPCB and Sherpalo	4.09%
T Rowe Price	3.49%
Matthews	2.62%
Passport	1.41%
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 31.12.08

Update Q3 FY 09

Recruitment solutions

- Recruitment solutions accounted for 84% of net sales in Q3 FY 09 vs 89% in Q3 FY 08
- Growth momentum impacted
 - Revenue up 2.3% to INR 497.77 mm in Q3 FY 09 from INR 486.70 mm in Q3 FY 08
 - Uncertainty in Q3 continued
 - Clients reaction to slowdown varies
 - Buying deferred
 - Lower price product
 - Lower volume
 - Lower tenor

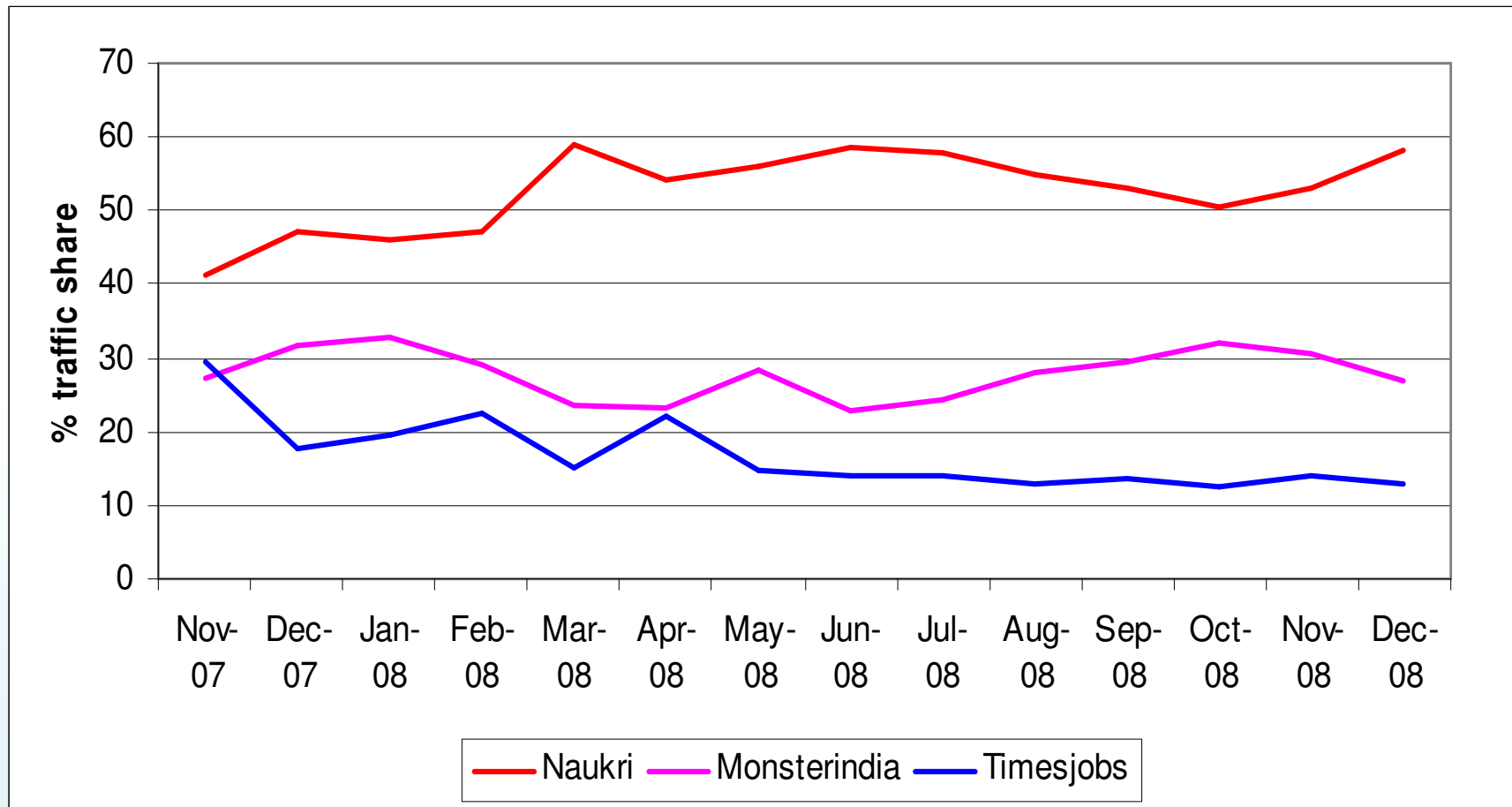
Naukri

- Naukri.com continues to be the No. 1 jobsite in India
 - 15.87 mm resumes as on 31.12.08 vs about 11.55 mm as on 31.12.07
 - Over 17,200 corporate customers in Q3 FY09 (32,500 in FY08) vs 16,300 in Q2 FY08 (27,500 in FY07)
 - 29,100 corporate customers in 9 mth FY 09 vs 26,000 in 9 mth FY 08
- Recruiter section of site revamped in Q2 FY09
 - Continue to witness encouraging results - increase in database searches, candidate contacted and other operating metrics
- Work on algorithms and product bearing results
 - Encouraging response
 - Increased traction
- **Jobspeak**, an index of job listings on Naukri.com launched
- 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 impacted in Q3
- Competitive pressure continues
 - Competition most likely impacted more

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 is severely challenged

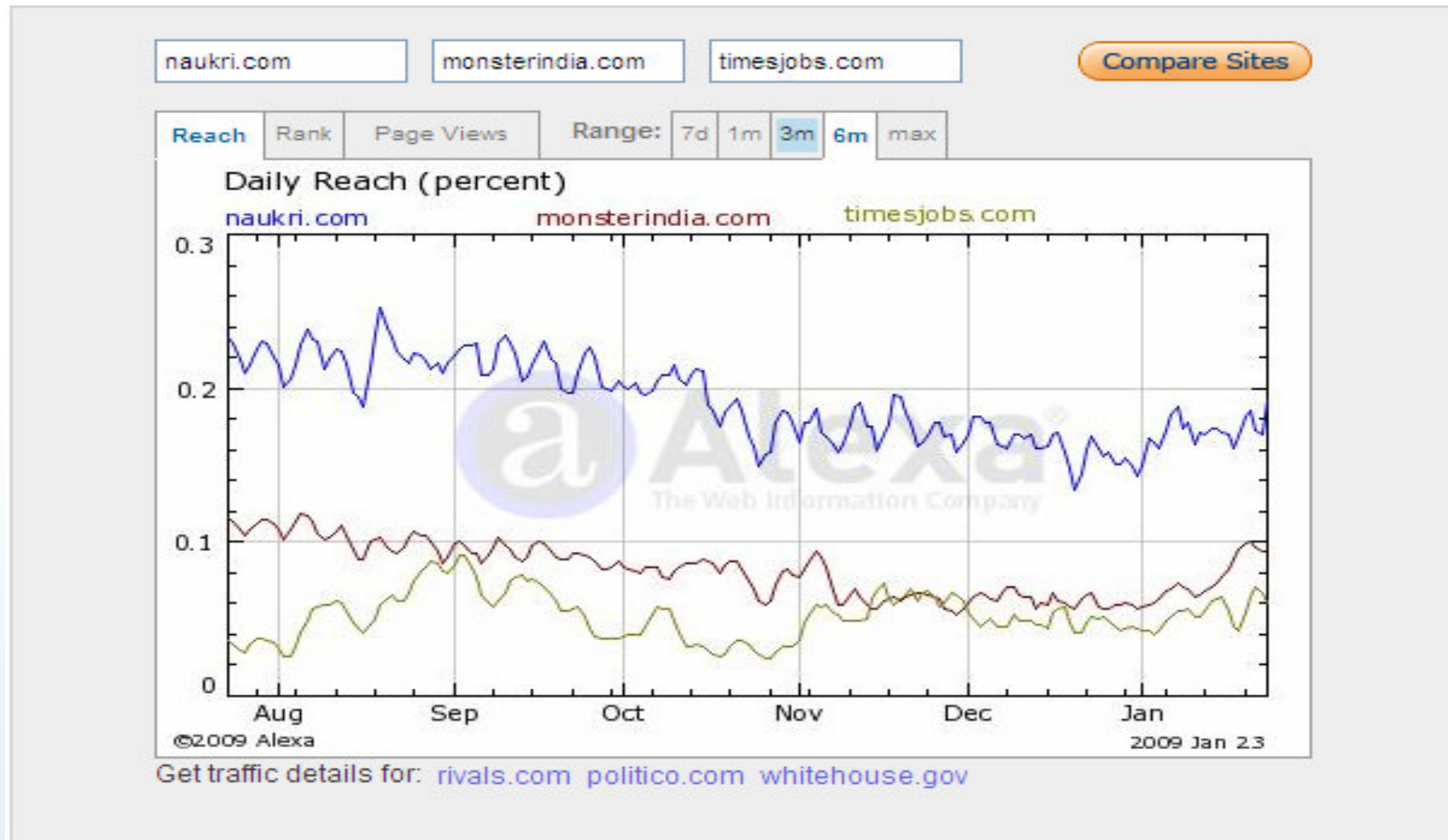
Naukri traffic share (%)



Source : Comscore

Naukri traffic share

Website Traffic Comparisons



Source : www.alexacom

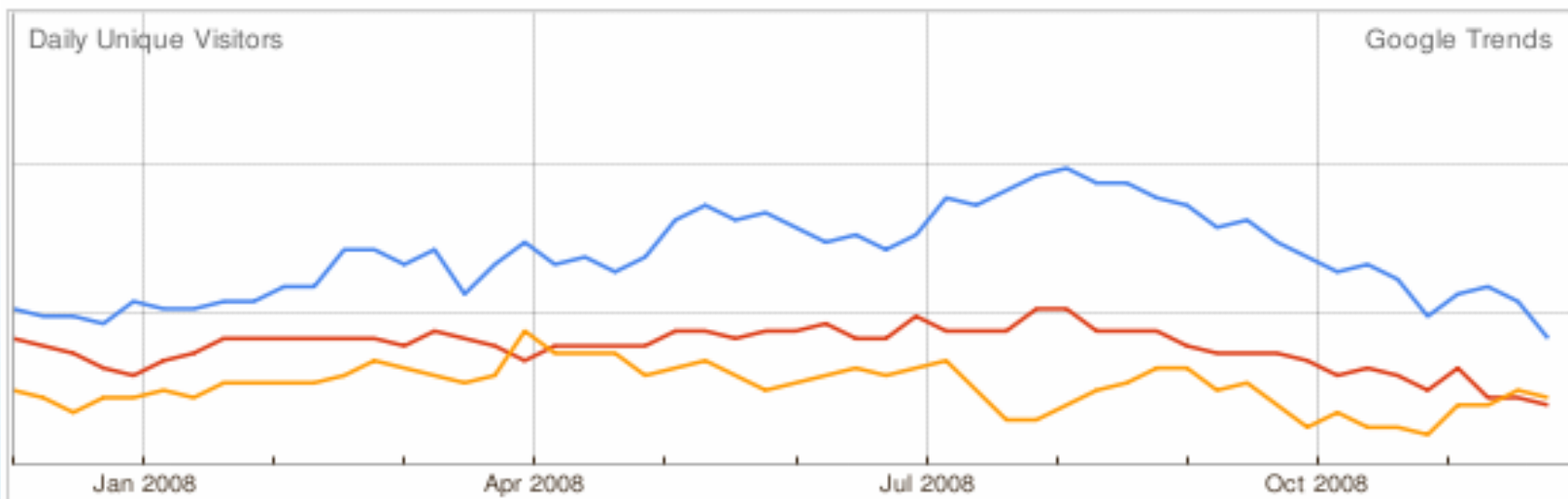
Naukri traffic share



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
 - 16% of net sales in Q3 FY 09 vs 11% in Q3 FY 08
- Growth momentum continues
 - Revenue up 49.4% to INR 91.45 mm in Q3 FY 09 from INR 61.22 mm in Q3 FY 08
- Investment continues
 - Loss at EBITDA level in Q3 FY 09 at INR 49.44 mm up from INR 32.11 mm in Q3 FY 08
 - Jeevansathi INR 3.1 mm vs profit of INR 0.64 mm
 - 99acres INR 17.32 mm vs INR 23.96 mm
 - balance from brijj, allcheckdeals, shiksha which were non existent/ small in Q3 FY 08

99acres

- Increase in listings
 - Property listings at over 241,000 in Q3 FY09 vs 100,000 in Q3 FY 08
 - Increase in paid listings to 209,000 in Q3 FY 09 vs 29,700 in Q3 FY08
- Site revamp – UI/ search algorithm
- Revenue growth continues
 - slackness in real estate sector has resulted in lower growth
- 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) launched
 - Currently 1 in Lucknow, 5 in Delhi and 4 in Mumbai operational
- Maintained traffic share in Q3 FY09
 - Over 2.68 mm profiles as on 31.12.08 vs 2.18 mm profiles as on 31.12.07
- Continue focus on Northern and Western Indian market
- Explore non resident Indian market
- Site revamp work ongoing

Investor relations

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Website	www.infoedge.in	

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