

 **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

May, 2008

Safe harbor

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

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

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

All figures mentioned are as on March 31, 2008 or for the quarter ended March 31, 2008 unless indicated otherwise.

Q4 FY08 means the period January 1, 2008 to March 31, 2008

FY08 means the Financial Year starting April 1, 2007 and ending March 31, 2008

All figures in USD are based on convenience translation of 1 USD = Rs 40.45

The company

- India's leading internet classifieds company
- Fast growth
 - Revenue grew from USD 1 mm in FY02 to USD 59 mm in FY08
 - Profitable since FY03
- VC funding in 2000 and public listing in 2006
- Valuable experience
 - Over 10 years in Indian internet
- Bouquet of leading websites
 - Naukri, naukri.gulf, jeevansathi, 99acres, brijj, allcheckdeals
- 67 offices in 41 cities in India + 2 in Dubai + 1 in Bahrain
- 1650 employees (~ 1225 in sales)

Our businesses

Info Edge

Recruitment & Careers



- Launched in March 1997.
- 89.7% of company's net sales in FY08
- No. 1 job portal in India – more than 50% share of page views among top 3 job sites
- Over 13 mm resumes, with 10,000 added daily in FY08, over 87,000 job listings, 32,500 clients in FY08
- Quadrangle in offline recruitment services

Matrimonials



- Acquired in September 2004
- No. 3 matrimony website in India
- 2.36 mm profiles ever registered
- Av. 2,400 profiles added daily in FY08

Real Estate



- Launched in Sept 2005
- Leader in emerging online market
- Over 200,000 listings (54,000 paid)
- Pan India listings covering over 25 cities



- Launched in November 2007

Education



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



- Launched July 2006



- Launched July 2007
- Career & guidance site



- Launched August 2007
- Professional networking

Our team

Sanjeev Bikhchandani (44)

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

Ambarish Raghuvanshi (46)

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

Hitesh Oberoi (35)

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

Harveen Bedi (36)

Head - Quadrangle
PGDBA, Birla Institute of Management
Technology
Previously with Nestle

Sudhir Bhargava (38)

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

Manish Gulati (33)

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

Sharmeen Khalid (36)

VP - Human Resources
MBA IRMA
Previously with Polaris

Vivek Khare (37)

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

Shalabh Nigam (35)

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

Vibhore Sharma (33)

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

Vineet Singh (36)

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

Deepali Singh (34)

Head - New Project
Bachelor of Science, Law Degree, Delhi
University. PGDBA, IPM
Previously with Aptech

V.Suresh (36)

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

Recruitment classifieds and services

Naukri, Quadrangle, Naukrigulf, Asknaukri, Brijj

The recruitment market is busy



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



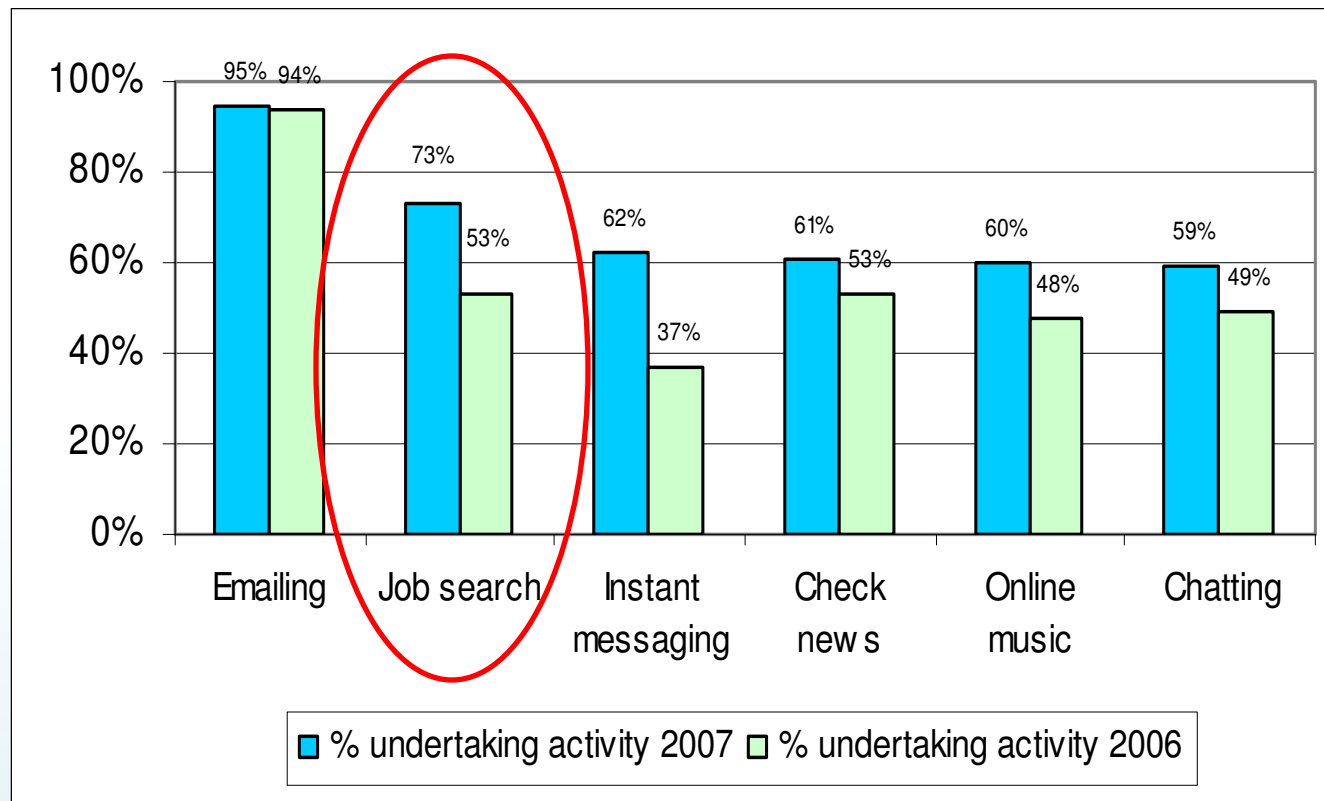
Print
Recruitment consultants
Online
Other



Others

Naukri is the hub

Job search is popular

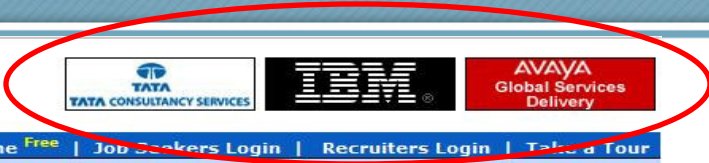


Source : Juxtconsult India Online Report May 2007, Population surveyed ~ 26,000

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
 - 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

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

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

Register Free

Registered Job Seekers: Login | Update Resume

Job Seeker Services

Asset base of US \$6 billion

Resume Services

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

Mobile Revenues

Recruiters

naukri INSTA hire
From hiring online to Hiring on mobile

Receive the most relevant resumes

Search resumes for FREE

Select Functional Area:

Location:

Exp: to yrs Go

hot vacancies

Quality jobs from Quality Companies

FirstTek
Riding Technologies

Job Gallery

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

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

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

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

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

Job Listings

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

Results Displayed 1-50 of 336

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

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

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

Jobs from Featured Companies

Wipro Infotech

Featured Company

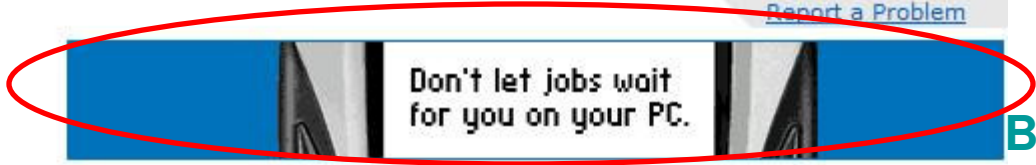
- Sponsored Links
- Corporate Sales
Free Whitepapers on Partner Development Best Practices.
AmazonConsulting.com-/ManagePartners
 - Sales Coaching
Maximize your sales productivity w/ sales coaching!
Face-to-face/phone.
www.fulllifecenters.-com
 - Forms To Sell A Business
Complete set of contracts to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

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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

Intense competition has resulted in market expansion

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

Quadrangle



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Executive Search



Management Search



IT Search



International Search



KPO/BPO



 **Quest** for strong partnerships



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

The Quadrangle Brand

Quadrangle's logo is synonymous to the philosophy of our

TESTIMONIALS



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

Michael Joseph
Head - Resourcing
Olam International Ltd.

Offline head hunting firm. Success based revenue model.

Naukrigulf



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Keyword Criteria Location Select Functional Area Exp. Sort by

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

Featured Companies

Career Tools

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

يوجد عند naukrigulf.com كثير من الوظائف لجميع الانواع.

Asknaukri

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

ask Beta
naukri.com

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

Home

Search Ask Questions

Our Panelists | Tips to use this site

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

1000 Characters Left

Browse by Category

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

Related Links

- Most Recent Questions
- Most Rated Questions

Naukri.com Services

- Post your Resume
- Resume Development
- Resume Display

Most Recent Questions

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

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

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

How to get an answer

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

[Click here for details](#)

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

Brijj



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Search for People

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

[Search](#)



Email Id:

Password:

[Login](#)

[Forgot Password](#)

A professional networking site with about 600,000 registrations.

Brijj



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

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

Invite Contacts
from address books

From mail addressbook

From Communities

People

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

Network News

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

- gauri shankar is now test, airtel india com.

[View all](#)

Brijj Suggests:

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

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

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

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

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

Send Quick Invite

Name

Email

Associated as

[Customize this invitation](#)

[Send multiple invitations](#)

New Messages that need your attention

2 Invitations awaiting your acceptance :

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

4 New questions for you to answer.

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

Ask Question

Write question in above textbox

Profile is 43% Complete

Make it 100% Complete

A professional networking site with about 600,000 registrations.

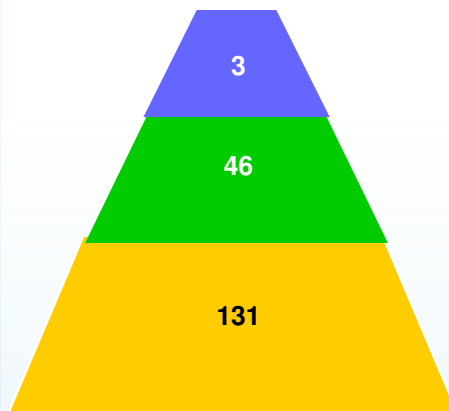
Real estate classifieds

99acres, Allcheckdeals

Surge in demand for real estate

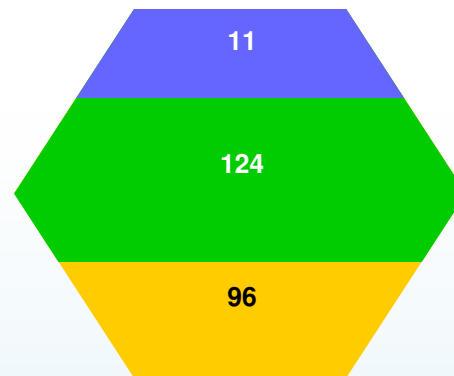
Market characteristics

181 mm Hhlds



2003

231 mm Hhlds



2013

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

Reasons for boom

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

Revenue streams

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

Banner Ads



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

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

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Panels

Property Gallery

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Malancha

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SEA SHELLS - GOA

BUY UK LAND

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VXL

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Residential Commercial

Property Quick Search

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

Type: All Residential Budget: INR

City: Select Bedroom: Select

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

Featured Projects

Hyderabad	Bangalore	Chennai
Aliens Space Station - Aliens Group - Gachibowli	Aakruti Amity - Electronic City	Annai Builders - Madipakkam
AparnaCyberCounty - Resale Villas - Gopannapalli	Arun Shelters - Hebbal	Citilights Blessings - Kelambakkam New
Ashoka A'la - Maison - Kompally	August Edifice - Whitefield	Devi Builders - Ambattur
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

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

Allcheckdeals



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SMS : ACD<cityname> to 56070
eg., ACD noida to 56070
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Broking services. Success based revenue model.

Matrimonial classifieds & services Jeevansathi

Large market with many segments

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

Jeevansathi.com

Indian Matrimonials - We Match Better

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

Looking For: Community: Marital Status:

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- ✓ Receive Marriage Proposals
- ✓ Search and Express Interest
- ✓ Chat with Online Members

Jeevansathi.com

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Password

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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

Revenue model

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

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- Information Technology
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- Management and Business
- Medicine and Health Care
- Retail

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- ✗ ISN Expo 2009
Bangalore, 6th Feb, 09
- ✗ ISN Expo 2009
Goa, 5th Feb, 09
- ✗ ISN Expo 2009
Ahmedabad, 3rd Feb, 09
- ✗ ISN Expo 2009
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Educational classifieds

- Large market dominated by print
 - One of the weekly supplements in English dailies
 - Three categories of advertisers
 - Indian education players (universities and institutes)
 - test prep and coaching institutes, and
 - overseas universities/ colleges targeting Indian students
- Spend on TV, radio and outdoor increasing
- Advertising spend as big as real estate

Board of Directors & Auditors

Board of Directors

Board of Directors

Sanjeev Bikhchandani (44)
Managing Director and CEO
BA Econ. St. Stephen's. PGDM IIM-A
Previously with Glaxo SmithKline

Ambarish Raghuvanshi (46)
*Whole Time Director and Chief
Financial Officer*
CA, PGDBM XLRI
Previously with Bank of America & HSBC

Kapil Kapoor (43)
*Chairman & Non-Executive
Director*
B.A.Econ, PGDM IIM-A
MD Timex Watches

Hitesh Oberoi (35)
*Whole Time Director and Chief
Operating Officer*
B.Tech IIT Delhi, PGDM IIM-B
Previously with HLL (Unilever)

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

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

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

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

Naresh C Gupta (41)
Non-Executive Director
B Tech IIT Kanpur, Ph. D
MD Adobe India

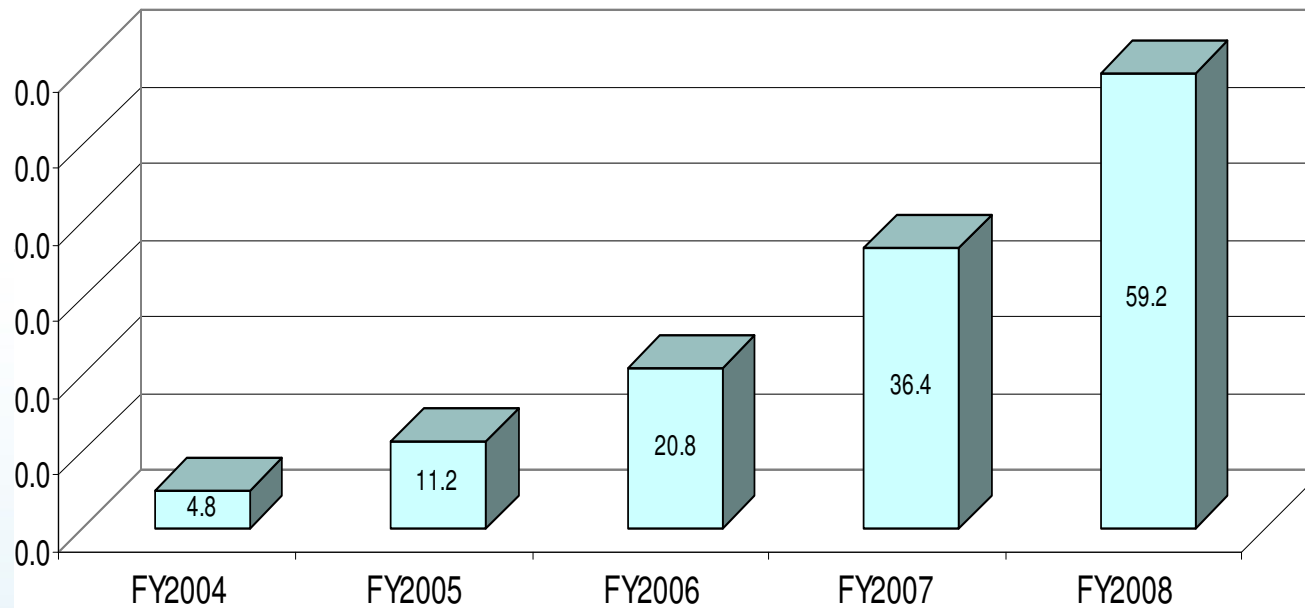
Bala Deshpande (41)
Non-Executive Director
MA Econ.,MMS JBIMS
ICICI Ventures

Auditors : Price Waterhouse

Financials

Financial performance

Revenues

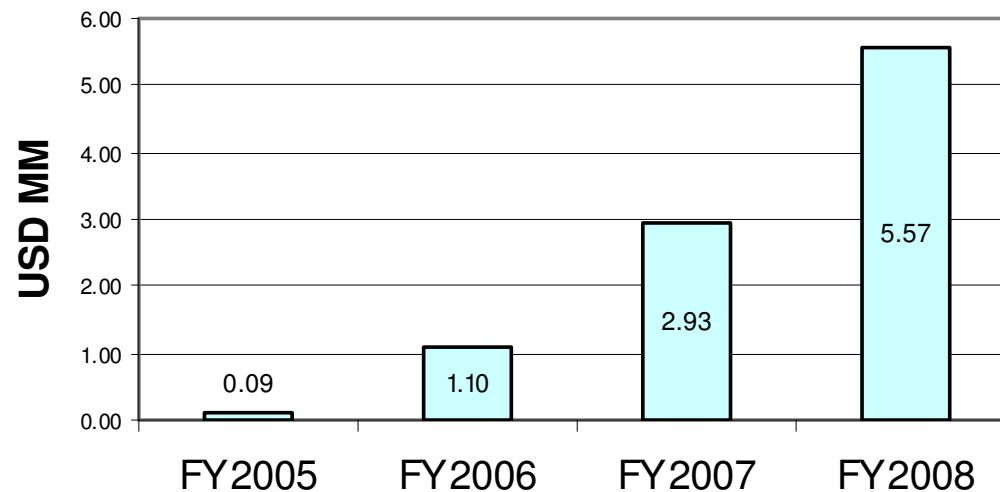


FY 08 over FY 07 : 62% growth in revenue and 57% growth in net sales

1 USD = Rs 40.45

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

Revenues



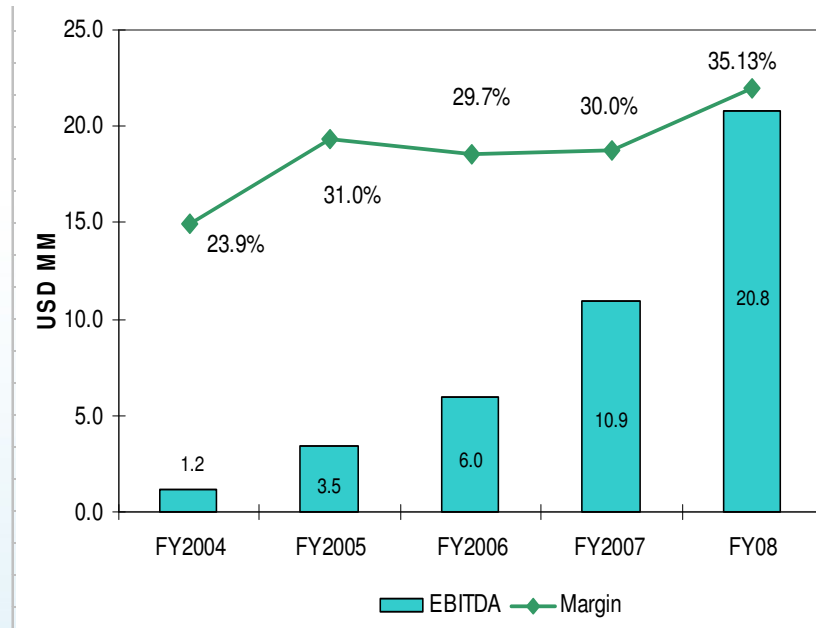
FY 05 to FY 08 CAGR of 296%

FY 07 to FY 08 growth of 90%

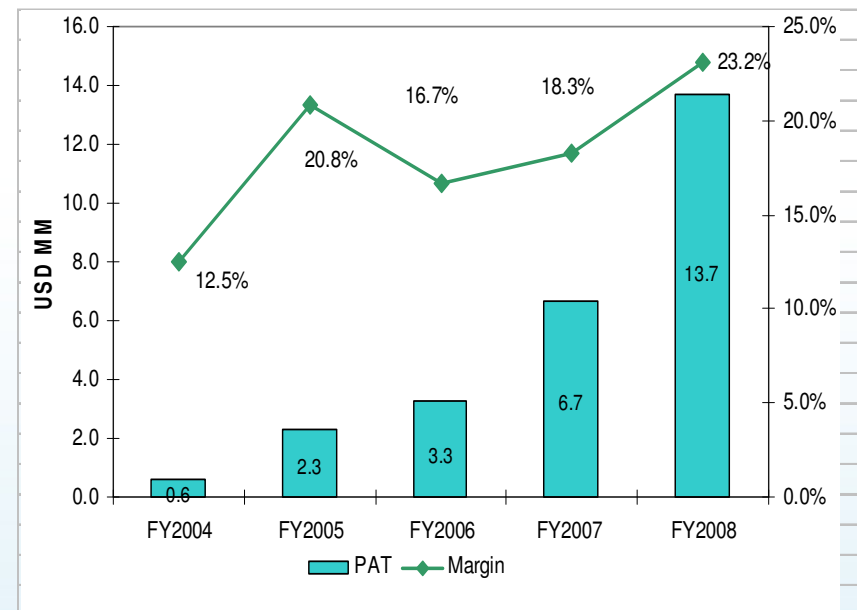
1 USD = Rs 40.45

Financial performance

EBITDA



Net Profit



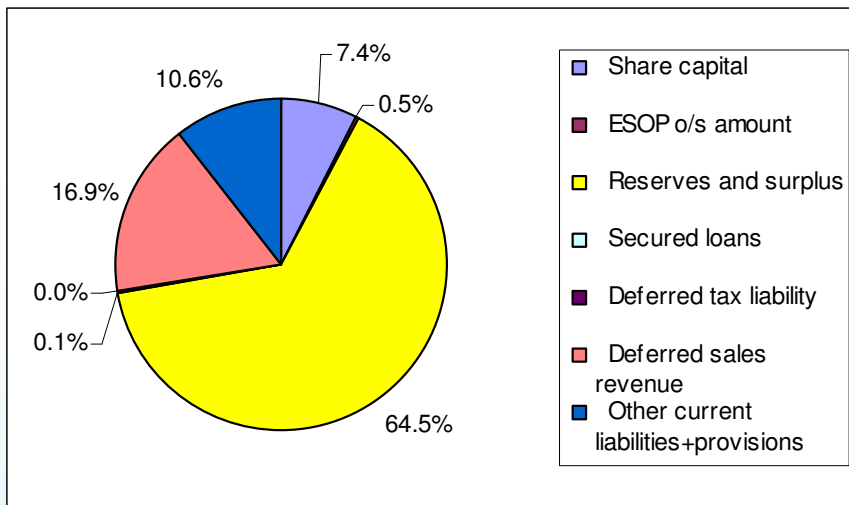
EBITDA loss in Other verticals in FY 08 was USD 4.44 mm vs USD 2.47 mm in FY 07

1 USD = Rs 40.45

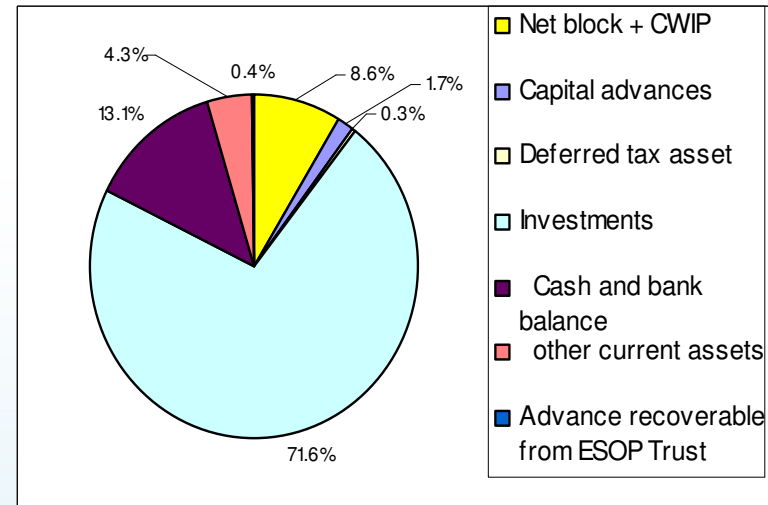
Balance sheet

(as on 31.03.08)

Liabilities



Assets

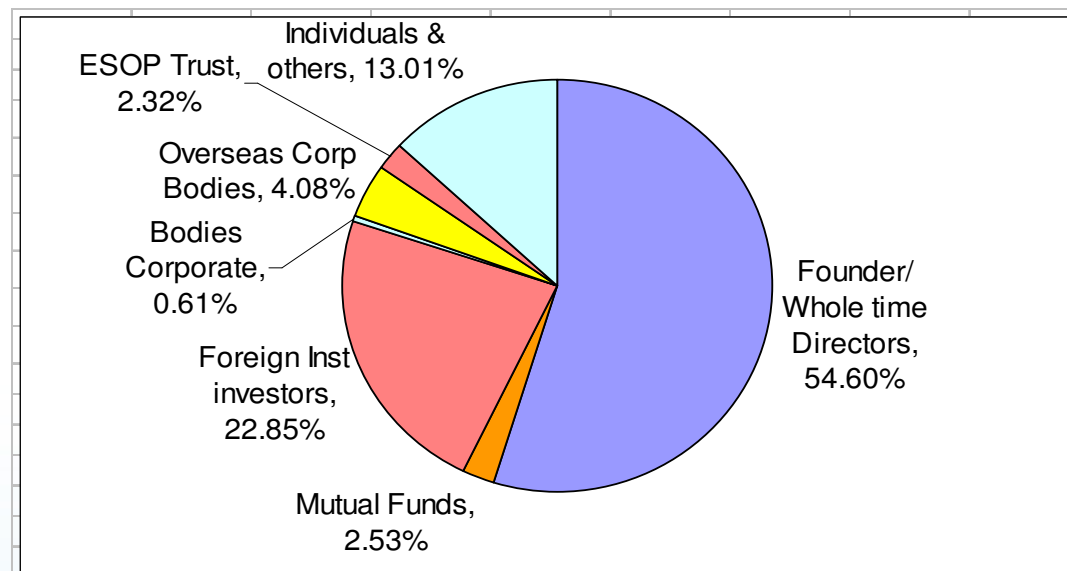


Balance sheet size as of 31.03.2008 ~ USD 91.63 mm (1 USD = Rs 40.45)

Cash & Bank and Investments as of 31.03.2008 ~ USD 77.6 mm

Shareholding pattern

(as on 31.03.08)



Fidelity Funds	8.41%
Passport Capital	4.71%
KPCB and Sherpalo	4.08%
T Rowe Price	2.74%
Matthews	2.38%
Reliance Mutual Fund	1.46%
Norges Bank Govt Petroleum Fund	1.14%

Total issued and paid up shares of Rs 10 each were 27.29 mm as on 31.03.08

Update Q4 FY 08 & FY 08

Recruitment solutions

- Recruitment solutions accounted for
 - 90% of net sales in FY 08 vs 92% in FY 07
- Growth momentum intact
 - Revenue up 54% to USD 48.6 mm in FY 08 from USD 31.5 mm in FY 07

Naukri

- Naukri.com continues to be the No. 1 jobsite in India
 - Over 13 mm resumes as on 31.3.08 vs about 9 mm as on 31.3.07
 - Over 18,500 corporate customers in Q4 FY08 (32,500 in FY08) vs 15,000 in Q4 FY07 (27,500 in FY07)
- Competitive pressure continues
 - Price competition at bottom end of the market – suitable products launched
 - Advertising spend levels increased
- Hiring by IT companies adversely effected by currency appreciation and wage inflation
 - About 40% of recruitment revenue from IT clients
 - 7-8% export income
- Other sectors growing fast
 - Infrastructure (accounting for 20% of FY 08 revenue growing at 65%)
 - Logistics
 - Education
 - Real Estate
- Work on algorithms bearing results
 - Encouraging response
 - Increased traction

Naukrigulf

- Office opened in Bahrain
 - 2 offices in Dubai
- Encouraging traction
- Offices likely to be opened in other Gulf countries
- Continue to entrench

Other verticals (99acres & Jeevansathi)

- Revenue accounted for
 - 10% of net sales in FY 08 vs 8% in FY 07
- Growth continues
 - Revenue up 90% to USD 5.5 mm in FY 08 from USD 2.9 mm in FY 07
- Investment continues
 - Loss at EBITDA level in FY 08 at USD 4.4 mm up from USD 2.5 mm in FY 07

99acres

- Extensive trial programme undertaken
 - Property listings at over 200,000 as on 31.3.08 vs 65,000 as on 31.3.07
 - Increase in paid listings to 55,000 in Q4 FY 08 vs 15,000 in Q4 FY07
- Site revamp – UI/ search algorithm
- Revenue growth robust albeit on a small base
- Market for online classifieds expected to grow
 - Large advertising spend on print and outdoor
 - Sustained real estate activity
- Softening in demand for real estate helping our business

Jeevansathi

- Investment in growth continues
 - Higher ad spend in Q4
 - Domestic offline outlets to be launched
 - First opened at Lucknow in April
 - Brand building to continue
- Maintained traffic share in Q4 FY08
 - Over 2.38 mm profiles as on 31.3.08 vs 1.48 mm profiles as on 31.3.07
- Continue focus on Northern and Western Indian market
- Explore non resident Indian market
- Site revamp work ongoing

Other developments in Q4 FY08

- Development work on education site www.shiksha.com in progress
 - Launch in Q1 FY09
- Land acquired in Noida
 - Cost of about USD 5 mm
 - Building to be built at a cost estimate of about USD 10 mm
- Capital raising to be requirement based

Investor relations

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