

 **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

October, 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.”

All figures mentioned are as on September 30, 2007 or for the quarter ended September 30, 2007 unless indicated otherwise.  
Q2 FY08 means the period July 1, 2007 to September 30, 2007 and Q2 FY07 means the period July 1, 2006 to September 30, 2006.

## 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
- Related diversifications
- External risks :
  - Rupee appreciation – may effect IT Services sector
  - Interest rate



# Six lines of business

## Info Edge

### Recruitment & Careers



- Launched in March 1997. 90% of company's net sales in Q2 FY08
- No. 1 job portal in India – more than 50% share of page views among top 3 sites
- Over 11 mm resumes with 11,600 added daily, over 80,000 job listings, over 15,000 clients.
- Quadrangle in offline recruitment services

### Matrimonials



- Acquired in September 2004
- No. 3 matrimony website in India
- 1.96 mm profiles ever registered
- Av. 2,700 profiles added daily in Q2 FY08

### Real Estate



- Launched in Sept 2005
- Leader in emerging online market
- Over 60,000 listings
- Pan India listings covering over 25 cities



- Launched July 2006



- Launched July 2007
- Career & guidance site



- Launched August 2007
- Professional networking

# 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

  
India's No.1 Job Site

 Quadrangle

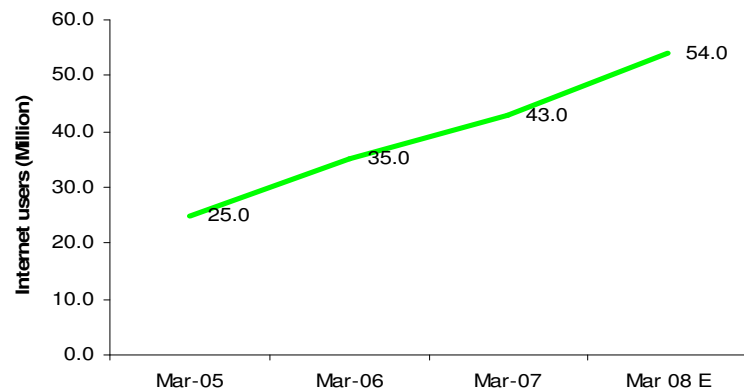
 **Jeevasathi.com**

  
99acres.com™  
India's Property Bazaar

  
Brijj People **brijj.com**

# Addressable market growing

## Internet population



Source: NASSCOM/ IAMA/ Industry

## Mobile users



Source: Cris Infac/ Websites of GSM & CDMA association's

Opportunity in other platforms – mobile phones

# Company overview

- VC investment from
  - ICICI Venture in 2000
  - Kleiner Perkins Caufield & Byers and Sherpalo in 2006 (Secondary)
- 75 offices in 38 cities in India + 2 in Dubai
- 1350 employees (~ 1000 in sales)
- Financials (Quarter ended September 30, 2007)
  - Revenue (up 80% YoY) – USD\* 14.7 mm
  - Net Profit (up 326% YoY) – USD 3.8 mm
  - Operating level
    - Revenue (up 66% YoY) – USD 13.2 mm
    - Net Profit (up 286% YoY) – USD 2.7 mm
- Listed in India in November 2006

\* 1 USD = Rs 39.75



# 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

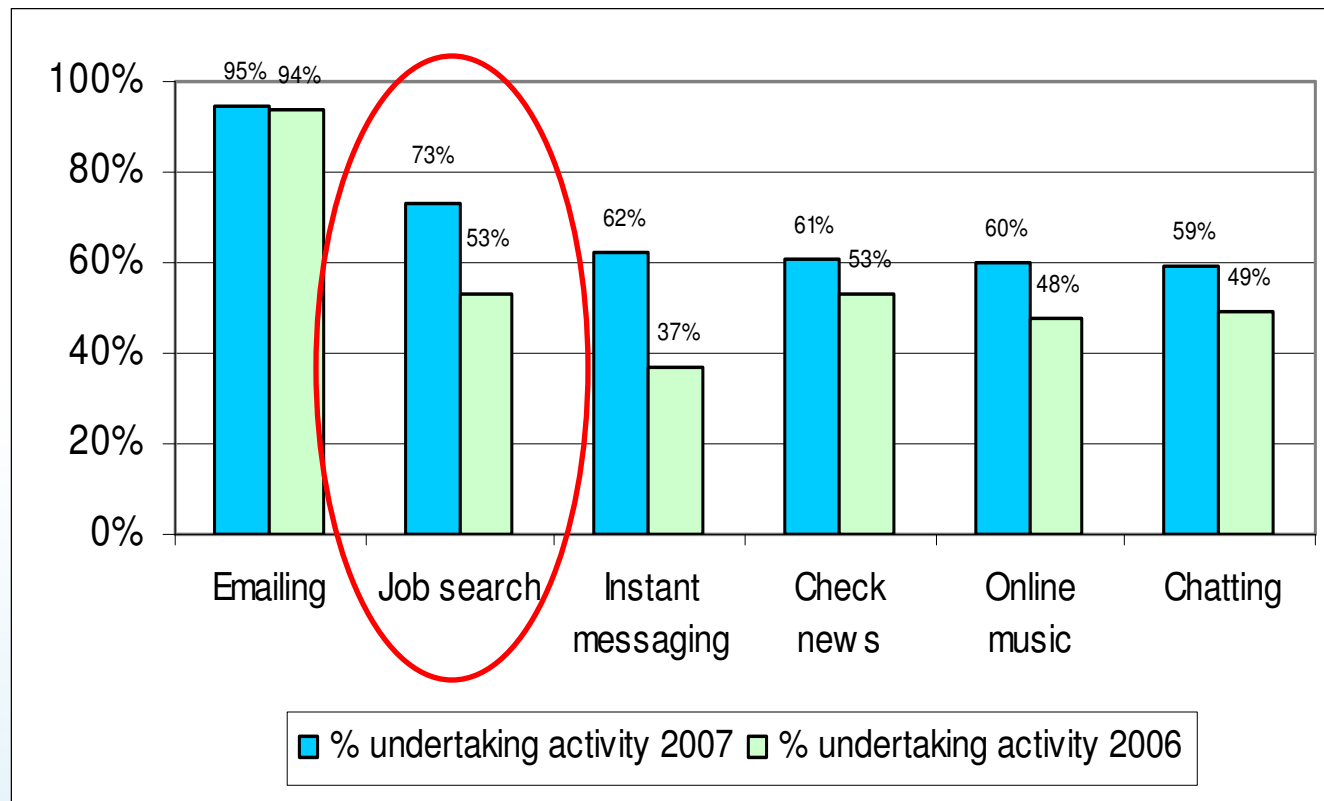


Print  
Recruitment consultants  
Online  
Other



***Naukri is the hub***

# Job Search



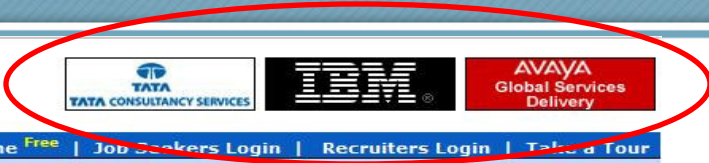
Source : Juxtconsult India Online Report May 2007, Population surveyed ~ 26,000

**Job Search continues to be the second most popular professional activity of Internet Users and its popularity has increased**

# 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 NeLogic nVidia New Rambus SanDisk STMicroelectronics Teranetics	<b>IT- Software</b> 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	<b>Healthcare/Pharma</b> 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.
---	--	--

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





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

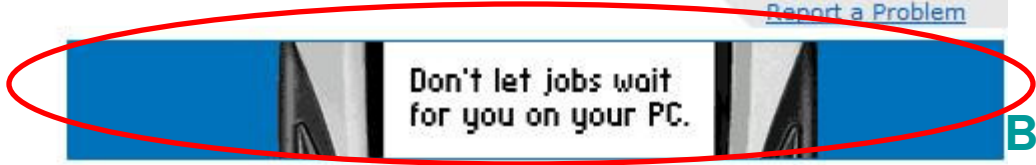
Sponsored Links

- 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.

### 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, Dice, Ndtvjobs
- Print
  - Times of India, Hindustan Times, Hindu, others
- Recruitment consultants and search firms
  - Highly fragmented industry
  - Many are our clients



## Business and market – Q2 FY08

- Accounted for 90% of net sales in Q2 FY08 vs 93% in Q2 FY07
- High growth continues - Revenue up 61% from USD 7.39 mm in Q2 FY 07 to USD 11.90 mm in Q2 FY08
- Naukri.com continues to be the No. 1 jobsite in India
  - Over 11 million resumes as on 30.9.07 vs over 7 mm as on 30.9.06
  - 15,000 corporate customers in Q2 FY08 vs 13,000 in Q2 FY07
- Competitive pressure intense
  - Price competition at bottom end of the market
  - Advertising spend levels moderate
  - More entrants expected
- Hiring by IT companies may be adversely effected by currency appreciation and wage inflation
  - About 40% of recruitment revenue from IT clients
  - 7-8% export income

# Initiatives

- Naukri
  - Site redesigned - positive response
  - Leadership through better products, user Interface and algorithms - ongoing process - results encouraging
  - Realignment in sales – separate team for Key Accounts
  - Job Fairs launched successfully
  - Expansion proposed in Middle East operations
- Sites launched in Q2 FY08
  - [asknaukri.com](http://asknaukri.com) – career guidance
    - Create stickiness with users
    - May provide advertising revenue later
  - [briij.com](http://briij.com) – professional networking
    - To address the passive job seeker
    - Revenue model - pay per contact
    - Critical mass needed for monetisation

# 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
  - A discovery led process



**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:    Photo

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

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

# 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 presence – sustainability not established
- Print classifieds
  - Times of India, Hindustan Times, others
- Marriage Bureaus and pundits
  - Community focused, fragmented, unorganized, geographically constrained

## Jeevansathi – Q2 FY08

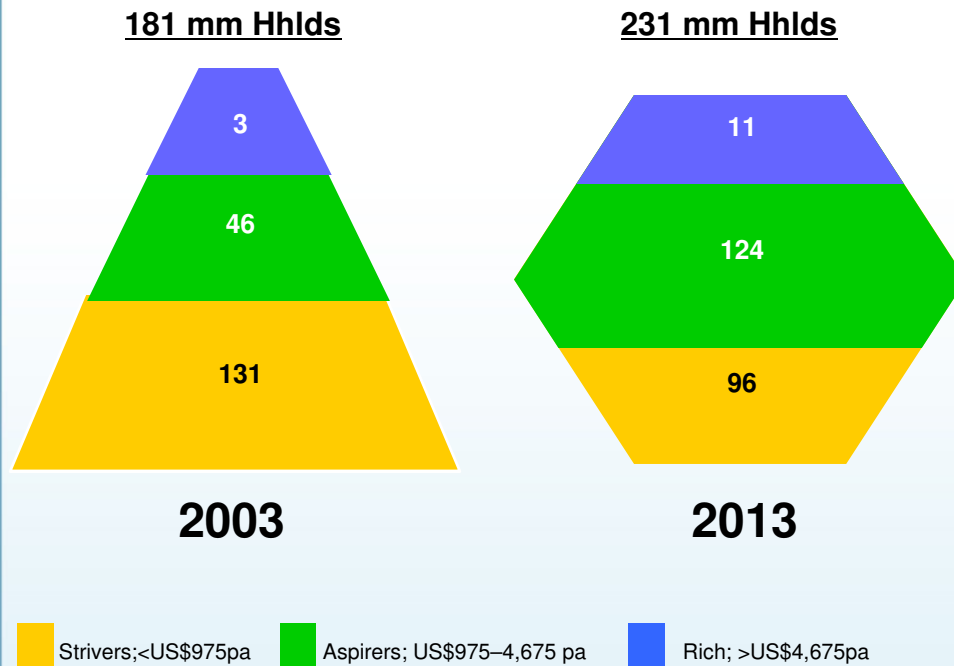
- Maintained traffic share in Q2 FY08
  - Over 1.96 mm profiles as on 30.9.07 vs 1.08 mm as on 30.9.06
  - Profiles added daily up from 2450 in H1 FY07 to 2600 in H1 FY08
- Revenue growth in line with market
  - Average realisation improved to Rs 1428 per transaction in Q2 FY08 vs Rs 1272 in Q2 FY07
- Continue focus on North and West Indian market

# 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
- 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 - 60,000 listings (few paid)
  - 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

Advertise With Us Home Finance Property News NRI Services New Testimonials

Panels

Property Gallery

POWERED BY FRESH AIR

**NORTH LINE HOMES**  
+91 - 9845255733

*Malancha*

KOT FARMS - KOTPUTLI  
SEA SHELLS - GOA

BUY UK LAND

Luxury Apartments in **Chennai**

**ASHVINI KHATREE**  
+91 98281-19104

29 Residential Projects all over Bangalore

**VXL**

**ansal HOUSING**

Homes from Rs 7 lakhs to Rs 2 crores

**BANGALORE**  
+91- 80 - 4130 0000

**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
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  
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

Exclusive Service for NRIs

Click Here

1-877-308-2074 (USA Toll Free)  
91-120-308-2074 (India)

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 <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, makaan, 2bhk
- 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

## 99acres – Q2 FY08

- Improvement in traction
  - Property listings at 60,000 as on 30.9.07 vs 50,000 as on 30.9.06
  - Increase in paid listings
- Revenue growth robust albeit on a small base
  - Over 5X in Q2 FY08 over Q2FY07
- Market for online classifieds expected to grow
  - Large advertising spend on print and outdoor
  - Increased real estate activity
- Credit to real estate sector tightened



# Management

# Qualified and experienced management team

## Board of Directors

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

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

**Saurabh Srivastava (61)**  
*Non-Executive Director*  
B.Tech IIT Kanpur, M.Sc Harvard Univ.  
Founder IIS Infotech (Now Xansa),  
NASSCOM, TiE

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

**Ashish Gupta (40)**  
*Non-Executive Director*  
B.Tech IIT Kanpur, Ph.D. Stanford Univ.  
Partner, Helion Venture Partners

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

**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)

**Sandeep Murthy (30)**  
*Non-Executive Director*  
M.B.A. Wharton School  
Nominee KPCB and Sherpalo

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

## Key Management

**Sudhir Bhargava (38)**  
*Sr. VP, Corporate Finance*  
B.E, MBA (FMS, Delhi University)  
Previously with HSBC, ICICI Bank

**Vibhore Sharma (33)**  
*Sr. VP, Technology*  
B.Sc IGNOU  
Previously with Pioneer

**Vivek Khare (37)**  
*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 (34)**  
*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 (36)**  
*Head Quadrangle*  
MBA, Birla Institute of Management  
Technology  
Previously with Nestle

**Sharmeen Khalid (36)**  
*V.P, HR*  
MBA, IRMA  
Previously with Polaris

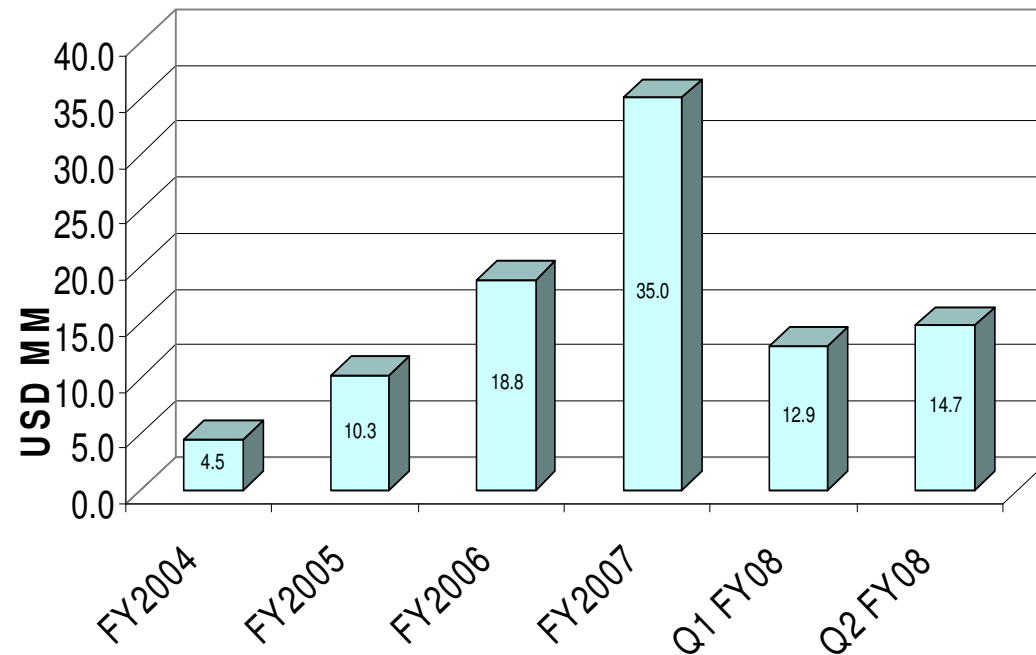


# Financials



# Financial performance

## Revenues

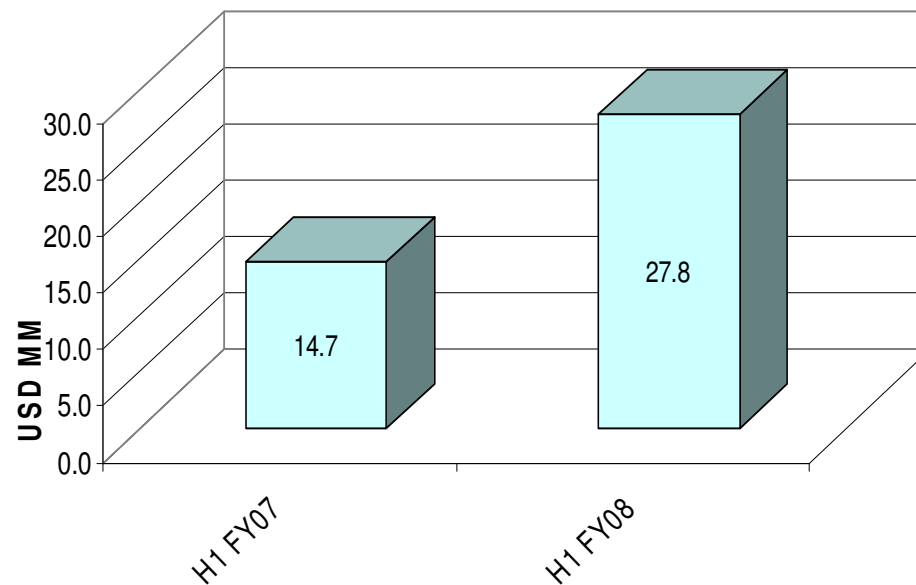


Q2 FY08 over Q2 FY07 : 80% growth in revenue and 66% growth in net sales in Rupee terms

Exchange rate as of that year end or quarter end

# Financial performance

## Revenues : H1 FY08 vs H1 FY07



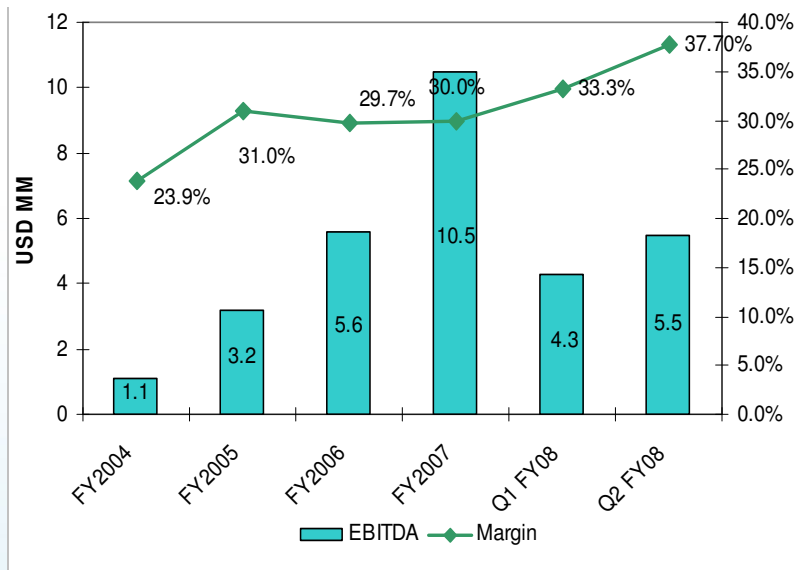
79% growth in revenue and 66% in net sales in Rupee terms

1 USD = Rs 42 (H1 FY07)

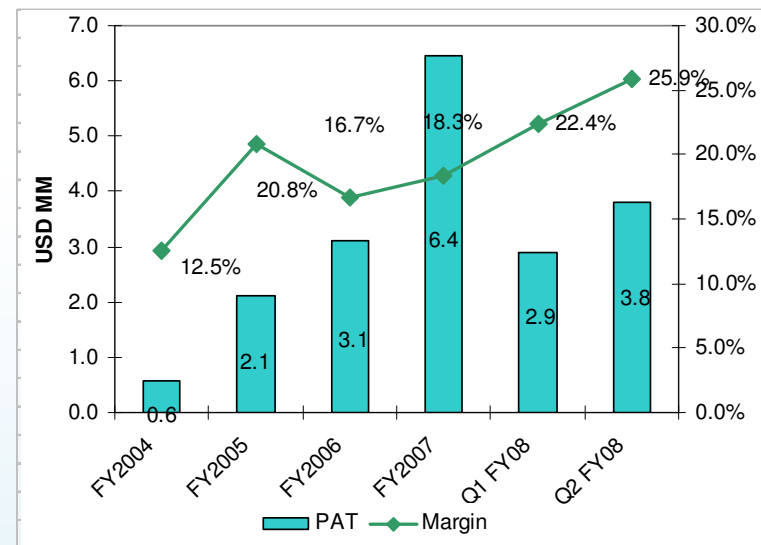
1 USD = Rs 39.75 (H1 FY08)

# Financial performance

## EBITDA



## Net Profit



Q2 FY08 over Q2 FY07 : Operational EBITDA at USD 4.1 mm up 171% and Operational net profit at USD 2.7 mm up 286% in rupee terms

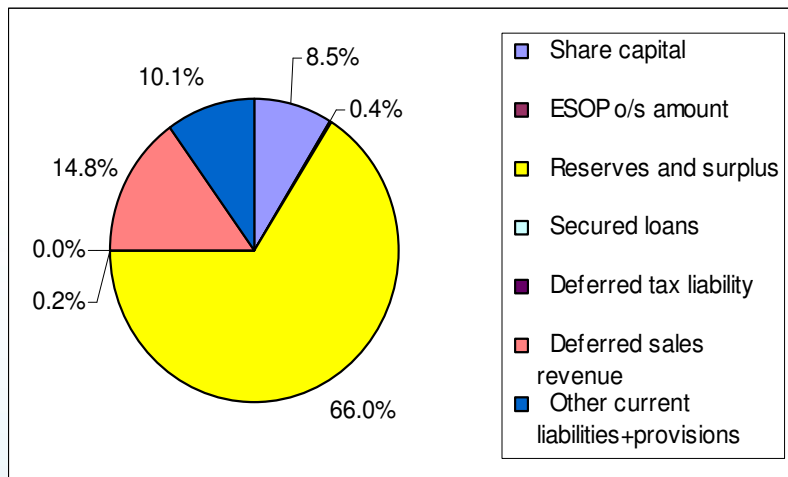
Exchange rate as of that year end or quarter end



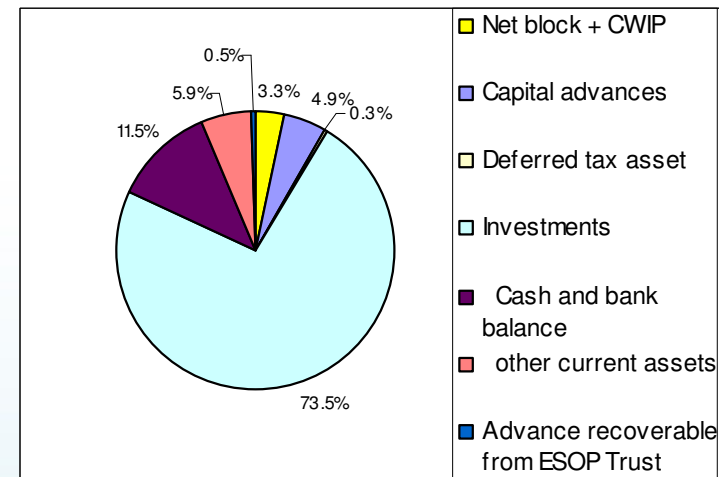
# Balance sheet

(as on 30.9.07)

## Liabilities



## Assets



**Balance sheet size as of 30.9.2007 USD 81 mm (1 USD = Rs 39.75)**

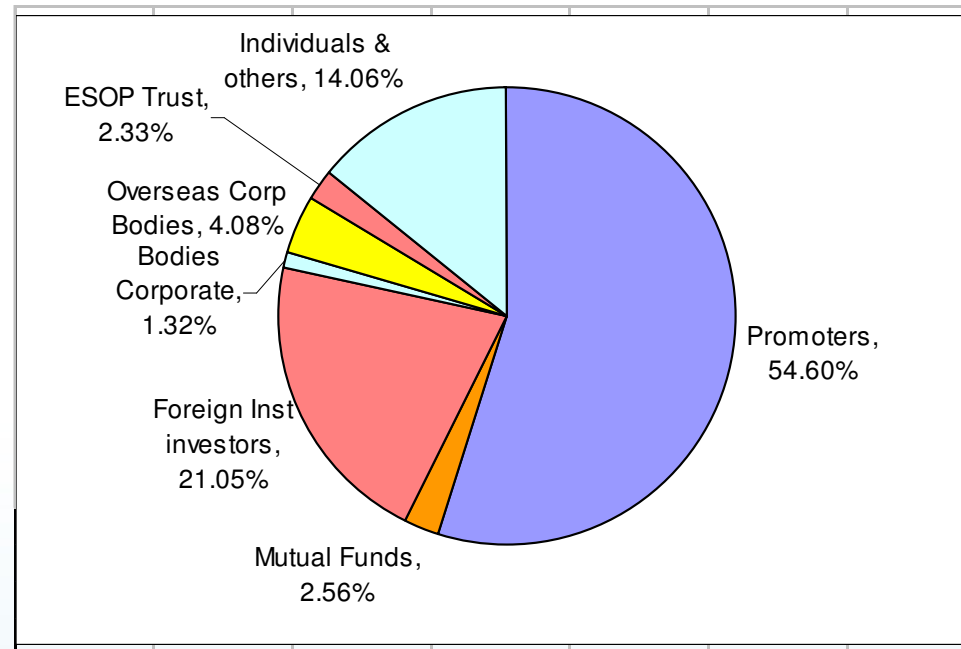
**Cash & Bank and Investments as of 30.9.2007 ~ USD 69 mm**

## Robust financials

- Strong topline & bottomline growth
- Consistent track record of profitability
- High operating leverage
- Strong cash flows
- High treasury income due to larger corpus (including IPO proceeds)
- Interest rate and liquidity tightening may effect our operational performance adversely in some markets

# Shareholding pattern

(as on 30.9.07)



Fidelity Funds	7.45%
KPCB and Sheralo	4.08%
Passport Capital	2.44%
Carlson Fund (DnB Nor)	2.36%
Matthews	2.26%
Reliance Mutual Fund	1.39%
T Rowe Price	1.13%

Total issued and paid up shares of Rs 10 each were 27.29 mm as on 30.9.07



## 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
- Related diversifications

# Info Edge India

Helping People & Businesses Meet

October, 2007