



# Info Edge (India) Ltd.

## India's Online Classifieds Company

Helping People & Businesses Meet

Investee  
Companies



October, 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 September 30, 2009 or for the quarter ended September 30, 2009 unless indicated otherwise.

Q2 FY10 means the period July 1, 2009 to September 30, 2009

FY10 or FY 09-10 or FY 2010 means the Financial Year starting April 1, 2009 and ending March 31, 2010

INR mm means Indian Rupees in million

mm means million

# The company

- India's leading internet classifieds company
- Bouquet of leading websites
  - *Recruitment* : Naukri, Naukrigulf, Asknaukri, Brijj, Firstnaukri
  - *Real estate* : 99acres, Allcheckdeals
  - *Matrimonial* : Jeevansathi
  - *Education* : Shiksha
- Rapid growth historically (*growth currently impacted by slowdown*)
  - Revenue grew from INR 38 mm in FY02 to INR 2,737 mm in FY09
  - Profitable since FY03
  - Cash in bank fixed deposits and debt mutual funds ~ INR 3,294 mm (as on September 30, 2009)
  - Negligible debt
- VC funding in 2000 and public listing in India in 2006
- 52 offices in 34 cities in India + 2 in Dubai + 1 each in Bahrain & Riyadh
- 1,494 employees (~ 1,130 in sales)

# Our businesses

## Info Edge

### Recruitment & Careers



- Launched in March 1997
- 83% of company's net sales in Q2 FY10 vs 88% in FY 09
- No. 1 job portal in India – more than 50% share of page views amongst top 3 job sites
- 18.7 mm resumes, 11,500 added daily in Q2 FY10
- About 68,000 job listings, 18.100 clients in Q2 FY10
- Quadrangle in offline recruitment services

### Real Estate



- Launched in Sept 2005
- Leader in emerging online market
- Over 199,000 listings (178,000 paid)
- Pan India listings covering over 25 cities
- Launched in November 2007
- Offline brokerage services

### Matrimonials



- Acquired in September 2004
- No. 3 matrimony website in India
- 3.3 mm profiles ever registered
- Av. 2,097 profiles added daily in Q2 FY10

### Education



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



- Launched July 2006



- Launched July 2007
- Career & guidance site



- Launched August 2007
- Professional networking
- 2 mm profiles



- Launched January 2009
- A fresher hiring site

# Our team

## Sanjeev Bikhchandani (46)

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

## Ambarish Raghuvanshi (48)

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

## Hitesh Oberoi (37)

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

## Harveen Bedi (38)

*Sr. VP - Quadrangle*  
PGDBA, Birla Institute of Management  
Technology  
Previously with Nestle

## Sudhir Bhargava (40)

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

## Sharmeen Khalid (38)

*Sr. VP - Human Resources*  
MBA IRMA  
Previously with Polaris

## Vivek Khare (39)

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

## Shalabh Nigam (37)

*Sr. VP - Technology - Brijji, Shiksha,  
99acres*  
B Tech IIT - Kanpur  
Previously with Baypackets

## Vibhore Sharma (35)

*Sr. VP - Technology - Naukri,  
Firstnaukri*  
B.Sc IGNOU  
Previously with Pioneer

## Vineet Singh (37)

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

## Deepali Singh (36)

*Sr. VP - Firstnaukri*  
Bachelor of Science, Law Degree, Delhi  
University. PGDBA, IPM  
Previously with Aptech

## V.Suresh (37)

*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

35 cities > 1 mm population



Source: Nasscom, Department of Higher Education

Recruitment solutions



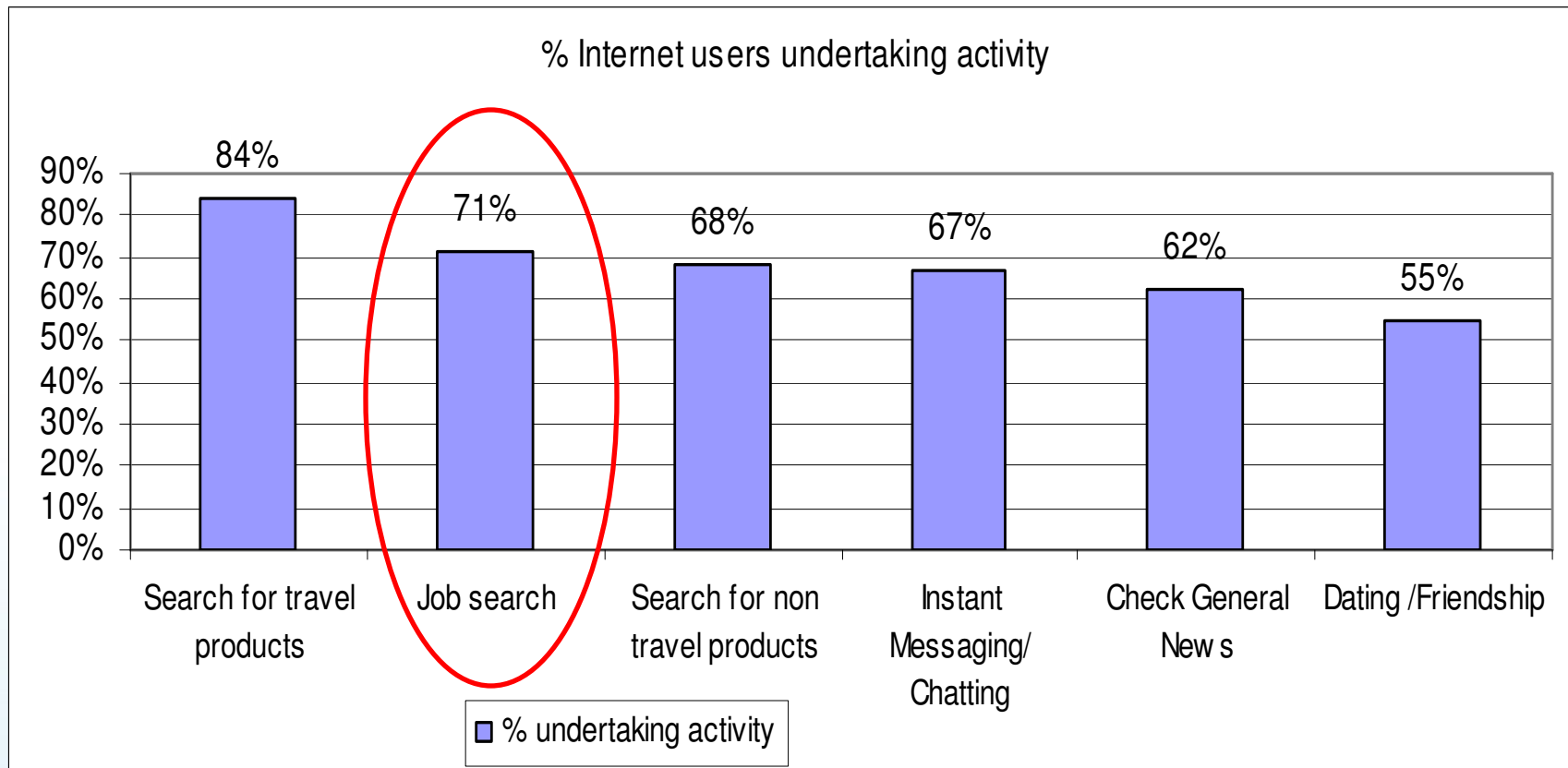
Print  
Recruitment consultants  
Online  
Other

Logos of various companies and organizations associated with recruitment solutions, including:

- CISCO SYSTEMS
- IBM
- GE
- HP invent
- Microsoft
- patni
- AREVA
- Fidelity
- JPMorgan
- Juniper NETWORKS
- NOVARTIS
- TOYOTA Continuous Improvement
- i-flex
- NIIT technologies
- TATA TATA CONSULTANCY SERVICES
- Kanbay
- WIPRO Apply the Thought
- Cognizant Technology Solutions
- POLARIS
- TATA
- FLEXTRONICS
- YAHOO! RESEARCH & DEVELOPMENT INDIA
- Others

***Naukri is the hub  
Market recovering slowly***

# Job search is popular



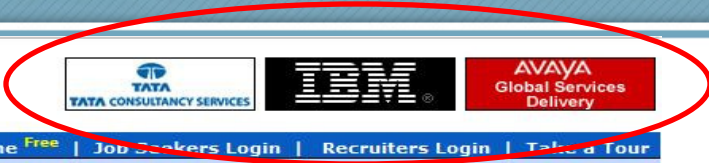
Source : Juxtconsult's India Online 2009 Report, Sample size ~ 28,000 households

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



## 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; IT- Software; Sales, BD; Accounts, Finance; Engineering Design, R&D; Manufacturing; Site Enqg., Project Mgmt.; Banking, Insurance; HR, Admin; Marketing, Advertising; Show All Categories

Panels

Top Employers

- symantec.
- HMI/ SCADA SW development
- Click to Apply
- Microsoft
- DELL™
- At Kochi
- Deloitte.
- amdocs
- eMatrix Professionals
- Suzlon Energy Ltd.
- PTC™
- Build with confidence
- ibs IBS Software Services
- Willis Trinity
- McKinsey&Company
- CGI
- ATKINS

Best Places to Work

<b>INFO. TECH.</b> ChipDsg/Semicond. Atrenta AMD ARM Applied Materials Broadcom Cadence FreescaleSemiconductor GenesisMicrochip LTI Logic Maxim Mentor Graphics NetLogic nVidia New Rambus SanDisk STMicroelectronics Teranetics	<b>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

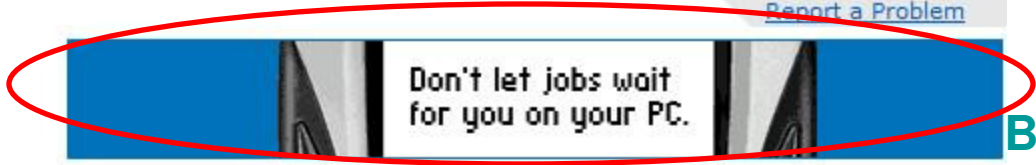
Sponsored Links

- [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.

### eApps PRO Manage Resumes

- » Manage thousands of resumes and filter out junk in minutes.
- » Increase recruiter productivity by 400%.

### Recruiter Blogs *new*

- » Speak directly to candidates about your organization and processes.

# Strategy – strengthen virtuous circle

Naukri.com benefiting from a virtuous cycle



Imperatives

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

## 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

# Coming out of slowdown

- Benefit from
  - Improving traffic share
    - Consistently above 60% as per Comscore for 5 consecutive months
  - Improved sales force efficiency
  - Improved telesales efficiency
  - Product innovations
- Revive lapsed accounts
- Increase ad spend
  - TV advertising done after a gap of 4 quarters in Q2
- Head count right sized
- Cost consciousness continues

# Quadrangle



[Home](#) [Contact](#) [Site Map](#)

[About us](#) [Our leadership team](#) [Recent Assignments](#) [Our Offices](#) [Job Opportunities](#) [Careers with Quadrangle](#)

## Executive Search



## Management Search



## IT Search



## International Search



## KPO/BPO



 **quest** for strong partnerships



### WELCOME TO QUADRANGLE India's Leading Executive Search and Selection Firm

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 business. Success based revenue model.



# Naukrigulf



[Search Jobs](#) | [Register Your CV](#) | [Jobseekers Login](#) | [Career Tools](#) | [Employers](#) | [Visit Naukri India](#)

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

**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 opportunities 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



[Join Now](#) | [Take a Tour](#) | [Help](#)

**Build a trusted online network and power your professional relationship for life.**



### Create & Join Work Groups

A fabulous way to connect, collaborate & communicate

- **Send** group emails and chat
- **Share** videos, files
- **Plan** & schedule events



### Build your Network

Be a part of Brijj Business Networking Community

- Get **access** to people you could not reach
- **Discover** new career opportunities
- **Reach** prospects through your contacts

[Join Now](#)

### Search for People

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

[Search](#)



Existing brijj member

Email Id:

Password:

[Login](#)

[Forgot Password](#)

### Popular Featured Groups

Effective presentation skills



How to prepare for a job interview



Sales Training and methods



Innovation



[View All Featured Groups »](#)

A professional networking site with about 2 mm registrations.

# Firstnaukri

A [naukri.com](#) Group Portal [Register](#) | [Sign-In](#)

[Feedback](#)

**Firstnaukri.com** BETA  
A jobsite for campus hiring!

Search: **All Jobs** Internships

[Campus Gallery](#) | [Employer Login](#)

Enter Keyword

e.g. Java, Wipro, Sales Intern

Enter Cities

Comma separated, e.g. Delhi, Bangalore

Search 



## Get your first job on campus with Firstnaukri

Registrations now open for 2010 batch onwards

Engineering and Management Jobs from over 2000 companies

Thousands of Internships

Showcase your achievements

Upload your photo / video profile

**Register Free !**

### Featured Walk-In



**Walk-in for  
an exciting career  
(Fresher/  
experienced)**

### First Employers




BA Continuum Solutions Pvt. Ltd.





Agilis International  
Ajuba  
Convergys  
Cybernet Slash support






Everest  
Futuronix  
HDFC Securities  
IBM India Pvt. Limited






India's No.1 Job Site

Mercer  
Mphasis  
Perot Systems  
Provogue (India) Ltd






Sutherland  
SMC Investment  
United Health Group  
WNS Global Services

### Jobseeker Login

You can also sign in with Naukri Id

Your email address

Your password

Login

[Forgot Password ?](#)

[New User ?](#)

### Campus Gallery

Connecting employers to campuses.

Employers reach out to more colleges.

Fast track your campus hiring.

[Visit Campus Gallery](#) 

### Career Tools & Advice

**Entry Level Job Profiles:** Detailed description of various entry level jobs like sales, finance, HR...

**Interview Tips:** Advice on preparing for interviews...

**Resume Tips:** On how to make a winning entry level resume...

**Assessment Test:** Give assessment test online for your First Job...

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

A site for fresher hiring

# Real estate

## 99acres, Allcheckdeals

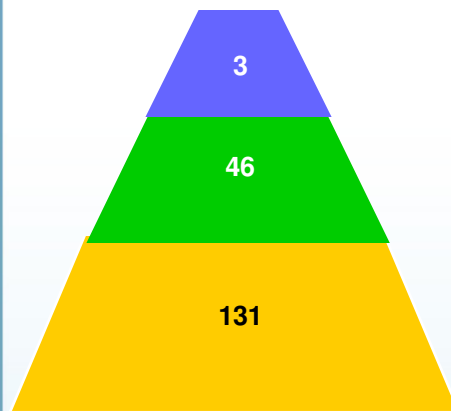
# Surge in demand during 2004 to 2007 for real estate

## Market characteristics

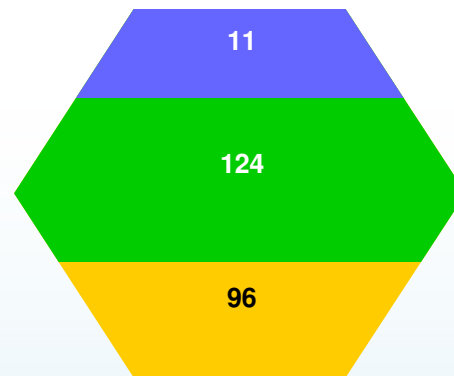
## Reasons for boom

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. 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

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: 93121408209, 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

Google AdSense

Sponsored Links

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

# 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
  - Some traction in economy housing segment / buyers beginning to show interest
- Continuing to reach out to builders/ developers/ brokers
  - They are working harder to get customers
  - Internet a cost effective media
    - More evangelizing needed
- Product innovation
  - Improved display of results
  - SEO
- Site revamp
- Investment to continue through the slowdown
  - Emerge stronger as market rebounds
  - Increase in traffic share being witnessed (as per Comscore)
  - Competition is severely impacted

# Allcheckdeals



[Home](#) | [About Us](#) | [Site Map](#) | [Contact Us](#) | [Live Chat](#)



India : 09999998663  
1860 500 5559  
USA : 1-646-367-2921  
UK : 44-208-819-3959

A [naukri.com](#) Group Ver

allcheckdeals.com is India's first and only Online Real Estate Broker that offers full Check (Cheque) property transactions.

Residential

Commercial

Corporate Leasing

## Browse New Projects

[Gurgaon](#) [Noida](#) [Delhi](#) [Mumbai](#) [Bangalore](#) [Chennai](#) [Kolkata](#) [Pune](#)  
[Hyderabad](#) [Goa](#) [Kochi](#)

[More Cities](#)

## Search all Properties on map (New / Resale)

City\*  Bedrooms

Budget\*   New Projects Only

## Hot Properties

[Gurgaon](#) [Noida](#) [Delhi](#) [Mumbai](#) [Bangalore](#) [Chennai](#) [Kolkata](#) [Pune](#) [Hyderabad](#) [Goa](#) [More Cities](#)

 **Carnation Residency**  
Gurgaon



 **Emerald Floors**  
Gurgaon




 **Unitech The Villas**  
Gurgaon



## Developer Gallery

 **Indiabulls Riverside** - Ahmedabad  
**Indiabulls Greens** - Chennai,  
**Castlewood** - Delhi, [more.projects..](#)

 **The Vilas** - Gurgaon, [more.projects...](#)

 **Corona** - Gurgaon, [more.projects..](#)

Broking services. Success based revenue model. Over 350 transactions closed in Q2 FY 10

# 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
- Improve reach through **Jeevansathi Match Points**
  - 14 outlets in 6 cities

[Live Help](#) | [Membership Options](#) | [Success Stories](#) | [Register Now](#)

**Jeevansathi.com**

Indian Matrimonials - We Match Better

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

Quick Search

Bride  Hindu  Select a Caste   Photo profiles only

21 Yrs  to 35 Yrs  Select a Community  Select a Marital Status  **Search**

[Search By display name](#) | [Advanced Search](#)



Existing User - Login Now

Email ID/User ID

Password

Remember me

**Login** [Forgot Password?](#)

[New User? Register Now!](#)

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

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

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

**Register Free**

Matched by Jeevansathi.com



Browse Matrimonial Profiles by **Community** Caste Religion Country City

[Bihari](#) | [Bengali](#) | [Delhi](#) | [Gujarati](#) | [Kannada](#) | [Kerala](#) | [Marathi](#) | [Oriya](#) | [Punjabi](#) | [Rajasthani](#) | [Sindhi](#) | [Tamil](#) | [Telugu](#) | [UP](#) | [More communities...](#)

Advertisement

**Get Jeevansathi.com**  
We Match Better  
*on Your Mobile*

**SMS JS to 56300 or Type Your Mobile Number**

+91

**Go!**

# 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 (14 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

# Education Shiksha

# Shiksha

shiksha.com BETA

Confused about which course  
& institutes to join?

Ask Shiksha experts and members

Add your course and institutes  
to shiksha.com

[Add Now](#)

- Home
- Groups
- Ask & Answer
- Important Dates
- Study Abroad ▾
- Test Preparation ▾
- Career Options ▾
- Alerts
- Messages

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

## Search Institutes by

- Career Options
- Countries
- Test Preparation

- Animation, Multimedia
- 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



## Ask & Answer



Got questions about higher education? Get answers from Shiksha experts and members

## Join Shiksha for Free



Name: \*

Login Email Id: \*

Password: \*

Contact Number: \*


Education Interest: \*

Highest Education: \*

Residence Location: \*

Age: \*  Gender:  F  M

Type in the characters you see in the picture below



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

[Join Now](#)

# Educational classifieds

- [www.shiksha.com](http://www.shiksha.com) launched May, 2008
- Over 110,000 listings aggregated
- Product feedback encouraging
- Market receptive
  - Offices in 10 cities
- Large market dominated by print
  - Weekly supplement in English dailies
  - Three categories of advertisers
    - Indian education players (universities and institutes)
    - Test prep and coaching institutes, and
    - Overseas universities/ colleges targeting Indian students
- 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 continues in
    - Sales force
    - Product
  - Key deliverables
    - Traffic share
    - Customer acquisition
    - Consumer experience

# Investee Companies

# Applect

- Launched [www.meritnation.com](http://www.meritnation.com)
  - Commenced paid services for online educational assessment
  - Also providing free solutions for mathematics and science for standard 6 to 12 of a popular curriculum (CBSE) and 6 to 8 for another (ICSE)
- Large addressable market
- Team experienced in development of education content, assessment modules and delivery
- Propose to invest INR 65 mn, in tranches, for a 40% stake
  - Invested ~ INR 49 mn as on September 30, 2009





Home Study Center Purchase My Profile Personality Zone Ask & Answer **NEW** Blog

Home Login Register

• Videos • Animations • Practice Tests • Puzzles & more...

### Register now! FREE

Username\*   
Password\*   
Email\*   
Board\*   
Class\*   
Mobile\*

I agree to [terms and conditions](#)

### Reasons to Register

- ✓ **FREE** NCERT Solutions
- ✓ Learn from experts
- ✓ Gain new insights
- ✓ Train through Sample Tests
- ✓ Study anytime, anywhere

### Features & Benefits

 <a href="#">Intelligent Learning System</a>	<b>FREE</b>  <a href="#">NCERT Solutions</a>	 <a href="#">Interactive Puzzles</a>
 <a href="#">Test Papers</a>	 <a href="#">Videos &amp; Animations</a>	 <a href="#">Revision Notes</a>

### Login

Username \*   
Password \*

[Forgot password>](#) [New user sign up>](#)

# Etechaces

- Comparison shopping of financial products
- Currently selling insurance online through [www.policybazaar.com](http://www.policybazaar.com)
  - Loan products added (home, personal, car, education)
- Experienced team
- Large market with annuity income
- Propose to invest INR 200 mm, in tranches, for a 49% stake
  - Invested INR 75 mm as on September 30, 2009

A [naukri.com](#) group venture

News & Community ▾ Agents Registration FAQs ▾ Contact Us

**policybazaar.com**<sup>TM</sup>  
Insurance compare kiya?

Get Free Health Check Up Coupon\*

\*Conditions Apply

[icicilombard.com](#)

ICICI Lombard General Insurance Company Limited. Insurance is the subject matter of solicitation. IRDA Reg No. 115/Mic/24E

Home

Insurance

Loans

Credit Cards

*'Your service is great and I loved the convenience value'*

Varun Bhatia, Hyderabad

**INSURANCE**

- Car Insurance
- Health Insurance
- Life Insurance
- Travel Insurance
- Corporate Insurance

**LOANS**

- Home Loans
- Personal Loans
- Car Loans
- Education Loans
- Loans Against Property

**Our Promise**

- Wide Choice
- Lowest Prices
- Zero Charges
- Comprehensive Information
- Impartial Advice

[Read our full promise](#)

**PRODUCT OF THE MONTH**

**SPECIAL OFFERS**



TATA Maha Life Gold

Health cover for your family  
Less than Rs 2\* per person per day

Kotak Health

**Health Insurance with no paperwork!**

Instant Policy  No Paperwork

[icicilombard.com](#)

**With Fraudulent Charges Policy.**

Insurance. For the way you live.

[Click Now](#)

**TATA AIG INSURANCE**

WITH YOU ALWAYS

Insurance is the subject matter of solicitation. Applicable only for transactions by debit/credit card. Product underwritten by TATA AIG General Insurance Company Ltd.

**FASTER CAR INSURANCE IN JUST 10 MINUTES.**

**TATA AIG INSURANCE**

WITH YOU ALWAYS

Insurance is the subject matter of solicitation. Applicable only for transactions by debit/credit card. Product underwritten by TATA AIG General Insurance Company Ltd.

**yatra.com**

smarter way to travel

T&C apply

**41 Insurers 41 Rates Compare & Save 55%\***

[Compare Now](#)

**policybazaar.com**<sup>TM</sup>  
Insurance compare kiya?

A naukri.com group venture

**PolicyBazaar.com**, Your one stop shop for all insurance related services

Whether you are looking for free insurance quotes for Car Insurance, Health Insurance or Mediclaim Insurance, Life Insurance, Travel Insurance or information on these products, PolicyBazaar is your one step destination for a variety of free, reliable and cheapest insurance quotes.

**Compare Insurance Quotes with PolicyBazaar**

Save upto 40% on your insurance premiums by comparing insurance quotes from all the leading insurance companies. Just follow 3 steps to get the cheapest and best insurance

1. **Enter your details** . 2 minutes to enter basic details required for insurance quotes. No irrelevant questions asked.
2. **Compare**. Get free quotes and product features from all the leading insurance companies. Choose the best suitable cover
3. **Buy Online**. Instant Purchase with complete transparency, no extra or hidden charges. Buy with confidence.

Simple & Smart. You will be saving time and money, you will get the same cheap insurance quotes if you went directly to insurers. Our service is absolutely free to use. Why go anywhere else?

# Studyplaces

- Online education information site
- Large addressable market
  - Education a path for upward mobility
- Experienced promoter
- Invested INR ~ 40 mn for a minority stake



USA, UK or Australia!



Sign in | **New User?** Register Now!

- Home
- Explore | ▾
- Counseling | ▾
- Prepare | ▾
- Community | ▾
- Find Colleges new
- TOEFL® new

## Careers and Destinations

Search for colleges offering course of your choice:



- ▶ MBA
- ▶ Medicine
- ▶ Law
- ▶ Engineering
- ▶ Professional Certifications
- ▶ Vocational Courses

## StudyPlaces Community: Forums

### MBA admission for 2009

I am a BBA graduate and want to do MBA from a decent mB-School. Although I did not do so well in CAT, I am not keen on dropping off a year and prepare again. Anyone please tell me if there are good B-Schools still offering admissions for 2009. Please get back soon.

[Read more »](#)

Posted by Vriti Singh on 27 July 2009 at 1:17 PM.

### search UK colleges

Hi, I am a BA student and wish to go to UK for my graduate studies. I have given my TOEFL. I need to know when is the right time to start applying for UK colleges for the 2010 session. Also can you guide me about colleges in which I can apply?

[Read more »](#)

Posted by rakesh Jain on 27 July 2009 at 1:52 PM.

[Visit Forum »](#)



StudyPlaces.com on Facebook

[Become a Fan](#)

**StudyPlaces.com** StudyPlaces.com Active Discussion: When to start applying for the 2010 January session in UK. View the Discussion, Post your Comments.

### Discussion Board

Source: www.studyplaces.com

Yesterday at 12:10am

**StudyPlaces.com** Endeavour Research Fellowships for Post Graduate - Doctoral students. Avail financial-aid for short-term research in any subject - by Australian Government

[Here's what you should know](#)

## Colleges and Courses

Category

Destination

Level



## Information Center: Articles



### Benefits of Australian Education

Australia is one of the most incredible places to live in. More and more people seem to realise this as thousands of men and women move to Australia to start a new life. In addition, the country has also become the number one choice of many students pursuing quality education. Several other countries...

[Read more »](#)



### MBA - Your roadmap to a Rewarding

With the Indian economy hovering at a growth rate of 8-9%, the demand for management graduates is increasing exponentially. A management graduate from a good institute is open to a wide variety of opportunities across industries. Every industry needs good and skilled managers to run their operations...

[Read more »](#)

## Find Colleges by Specialization

- ▶ MBA
- ▶ Science and Engineering
- ▶ Health and Medicine
- ▶ Aviation, Hotel and Hospitality
- ▶ Animation, Multimedia and Web Design
- ▶ Business Management and Studies
- ▶ Coaching for Entrance Exams

[More Career Options »](#)

## Ask an Expert @ StudyPlaces

- I have b.tech in computer science with above 65%,and...  
Dear Vivek, AUT is popular university to look at the course, you can check the course as per your...



Now apply for Education loan online...  
Get in principle sanction of loan in 48 hours.

Win Free tickets to US every fortnight. Offer valid until July 31, 2009

[book now](#)



IIM and IIT alumni run institute APPLY NOW!



# Governance

# Board of Directors

## Independent

### Saurabh Srivastava (63)

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

### Arun Duggal (62)

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

### Ashish Gupta (42)

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

### Naresh Gupta (43)

*Independent Director*  
B Tech IIT Kanpur, Ph. D  
MD Adobe India

### Bala Deshpande (43)

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

## Non Executive

### Kapil Kapoor (45)

*Chairman & Non-Executive  
Director*  
B.A.Econ, PGDM IIM-A  
MD Timex Group India Ltd.

### Sandeep Murthy (32)

*Non-Executive Director*  
M.B.A. Wharton School  
Nominee KPCB and Sherpalo

## Whole time

### Sanjeev Bikhchandani (46)

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

### Hitesh Oberoi (37)

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

### Ambarish Raghuvanshi (48)

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

# Corporate Governance

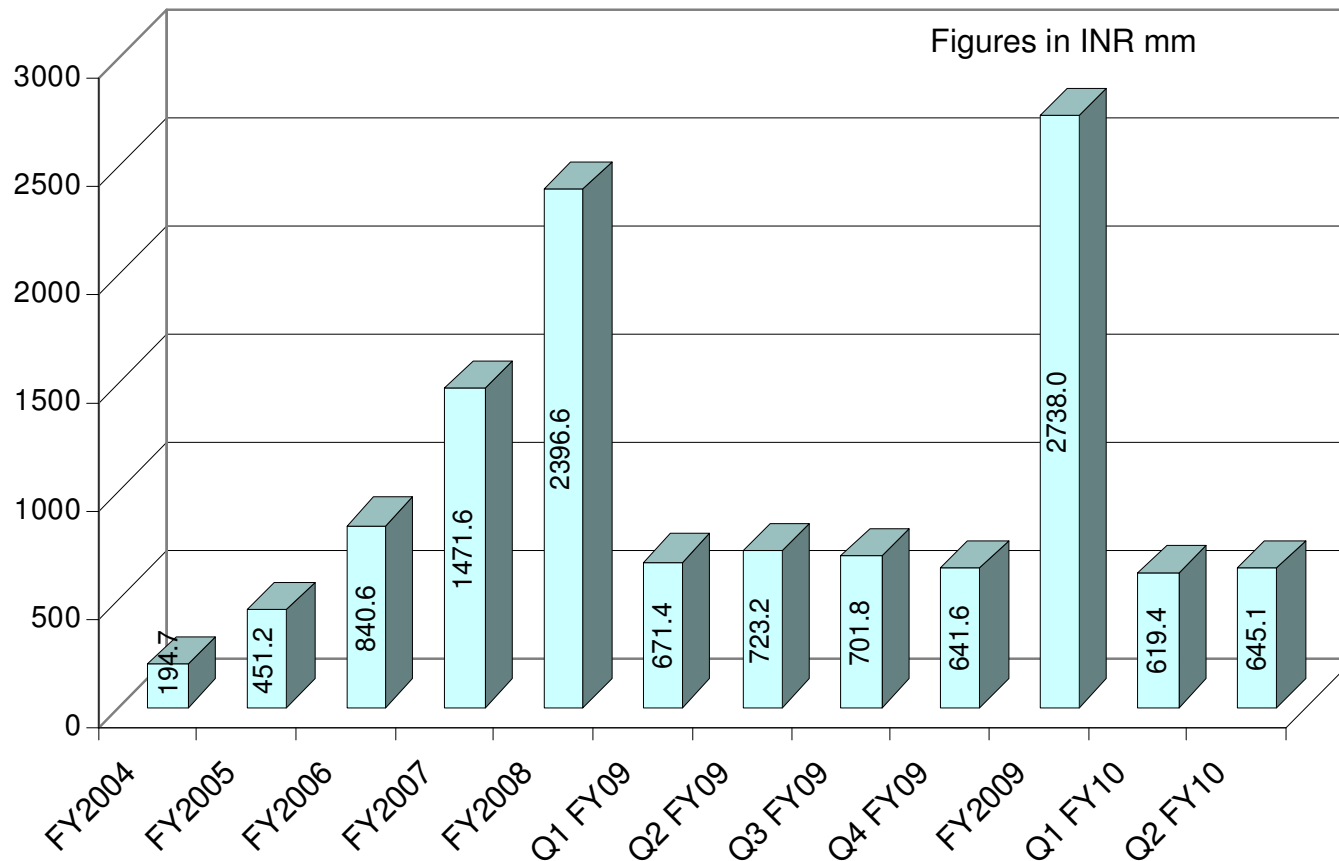
- Separation of Chairman and CEO role
- Five independent Directors out of a total of ten
- Disclosure of balance sheet and cash flow statements every quarter even though not mandatory
- Internal audit performed by an external firm
- Audit Committee comprises Independent Directors only



# Financials

# Financial performance

## Revenues

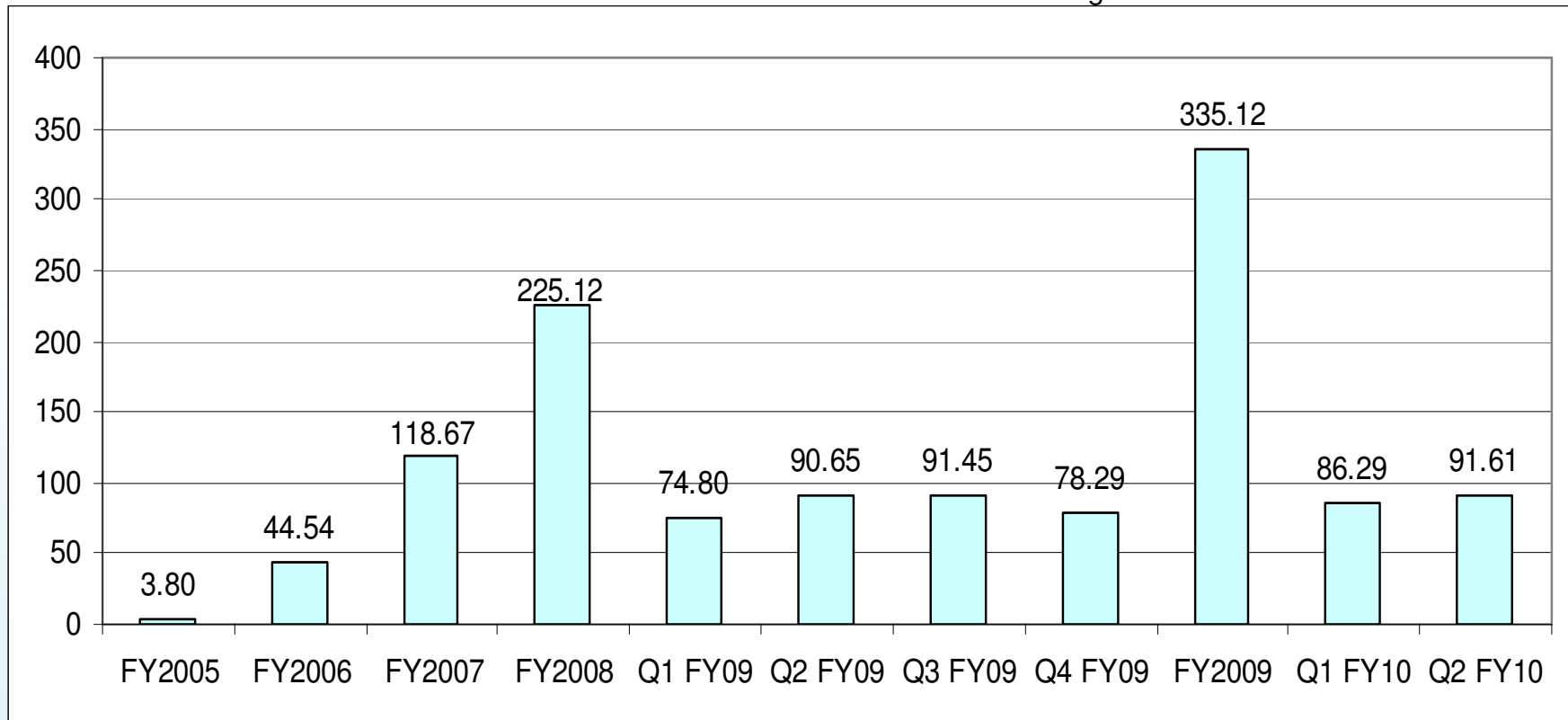


Q2 FY 10 over Q2 FY 09 : 10.8% decline in revenue and 15.6% decline in net sales

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

### Revenues

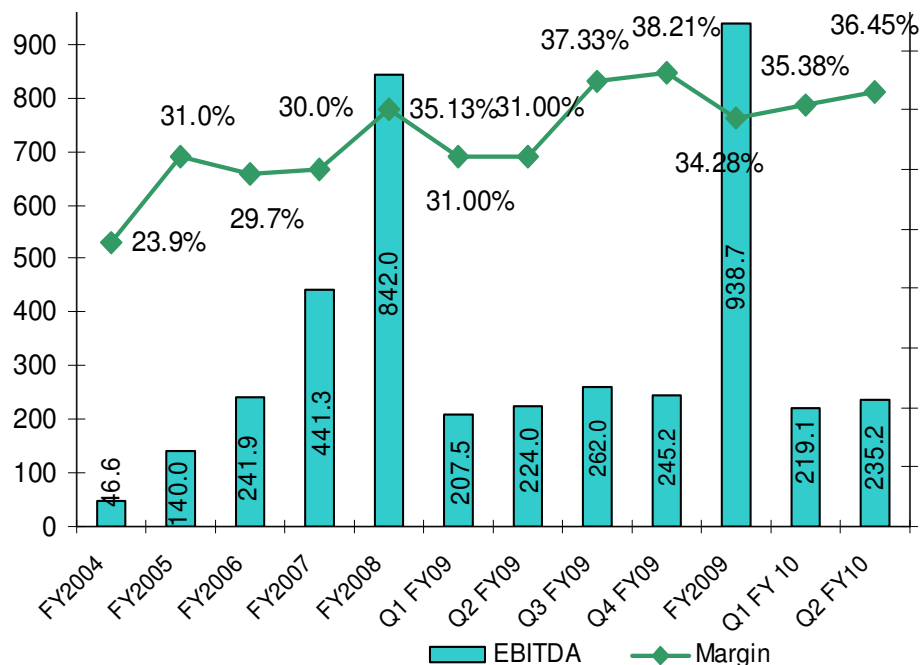
Figures in INR mm



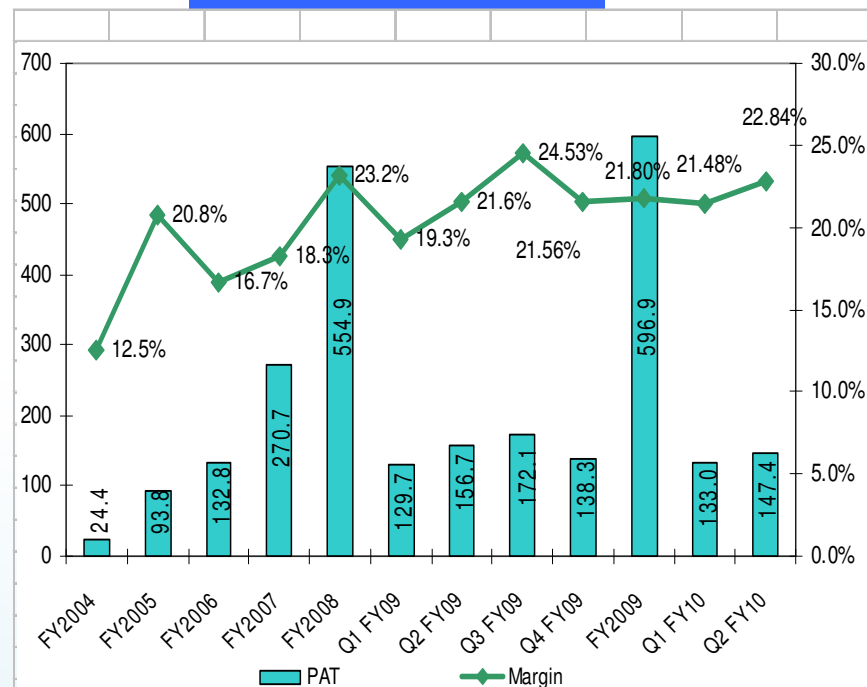
# Financial performance

Figures in INR mm

## EBITDA



## Net Profit

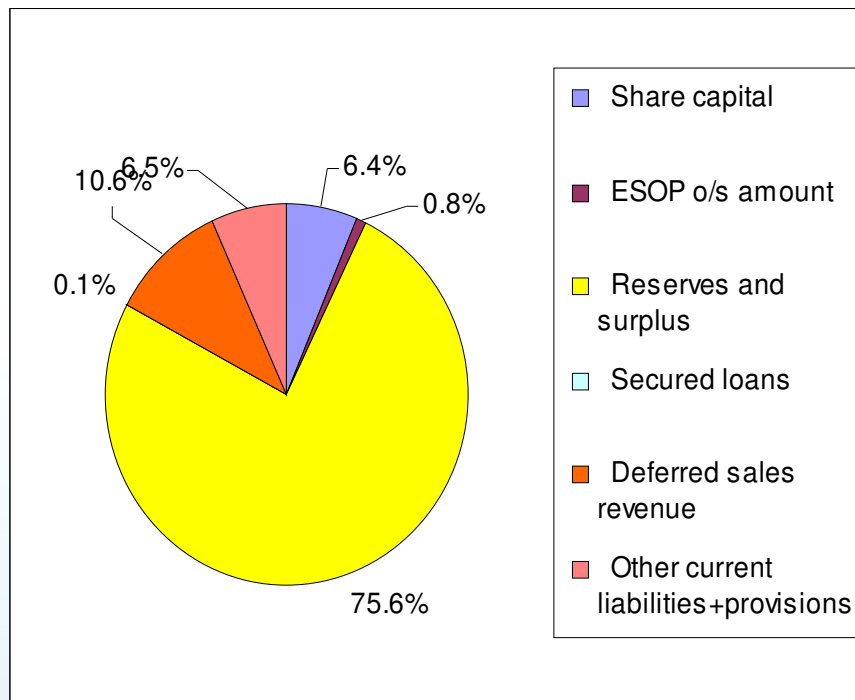


	Q2 FY10	Q2 FY09	Change YoY
Operating EBITDA	151.6	155.0	-2.2%
Operating EBITDA margin	27.5%	23.7%	3.8%
Operating PAT	91.9	103.6	-11.4%
Operating PAT margin	16.6%	15.8%	0.8%
EBITDA Loss in other verticals	-33.2	-86.3	61.5%

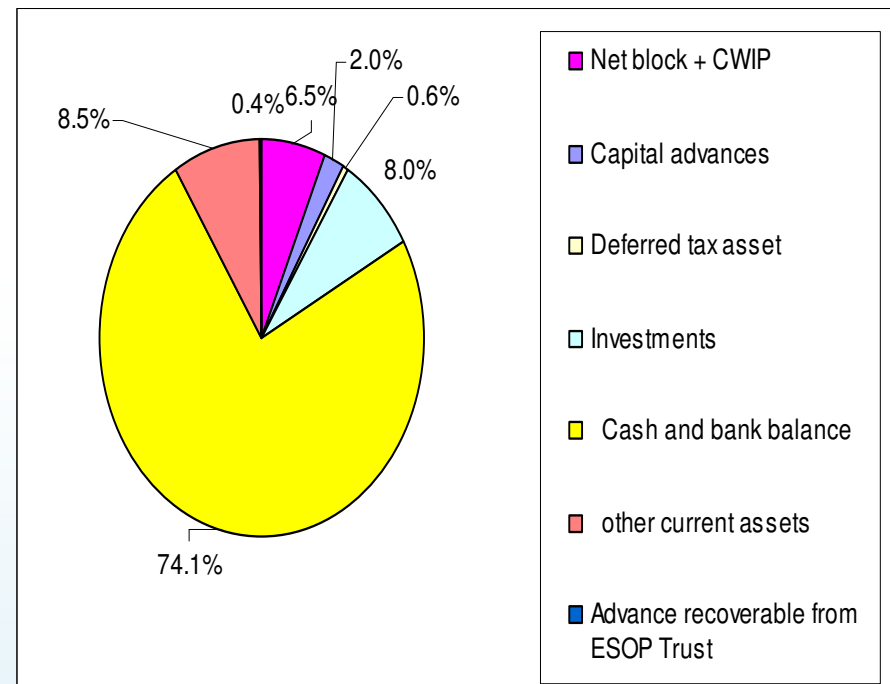
# Balance sheet

(as on 30.09.09)

## Liabilities



## Assets

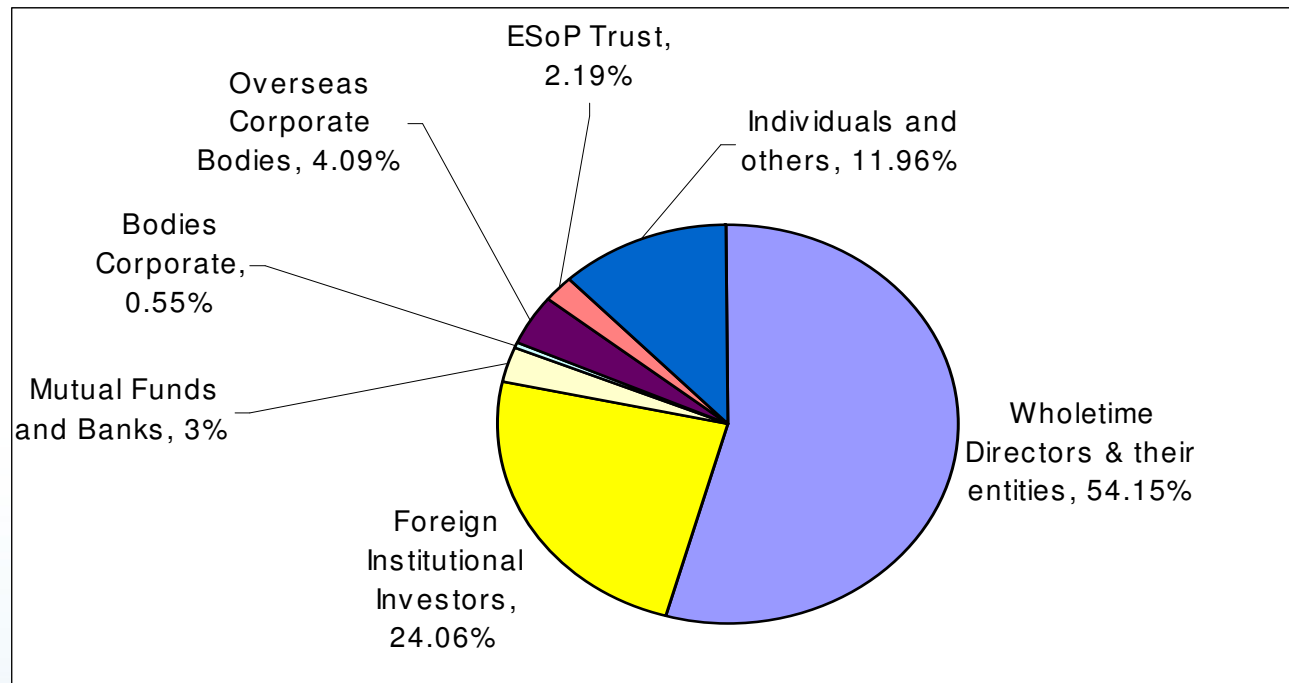


**Balance sheet size as of 30.09.2009 ~ INR 4,294 mm**

**Fixed deposits in banks and debt mutual funds ~ INR 3,294 mm (excluding accrued interest on fixed deposits in banks of Rs 194.7 mm)**

# Shareholding pattern

(as on 30.09.09)



Equinox	5.68%
Fidelity Funds	5.61%
KPCB and Sherpalo	4.09%
T Rowe Price	3.32%
Matthews	2.19%
Acacia Parttners	1.03%

Total issued and paid up shares of Rs 10 each were 27.29 mm as on 30.09.09

# Update Q2 FY 10

# Recruitment solutions

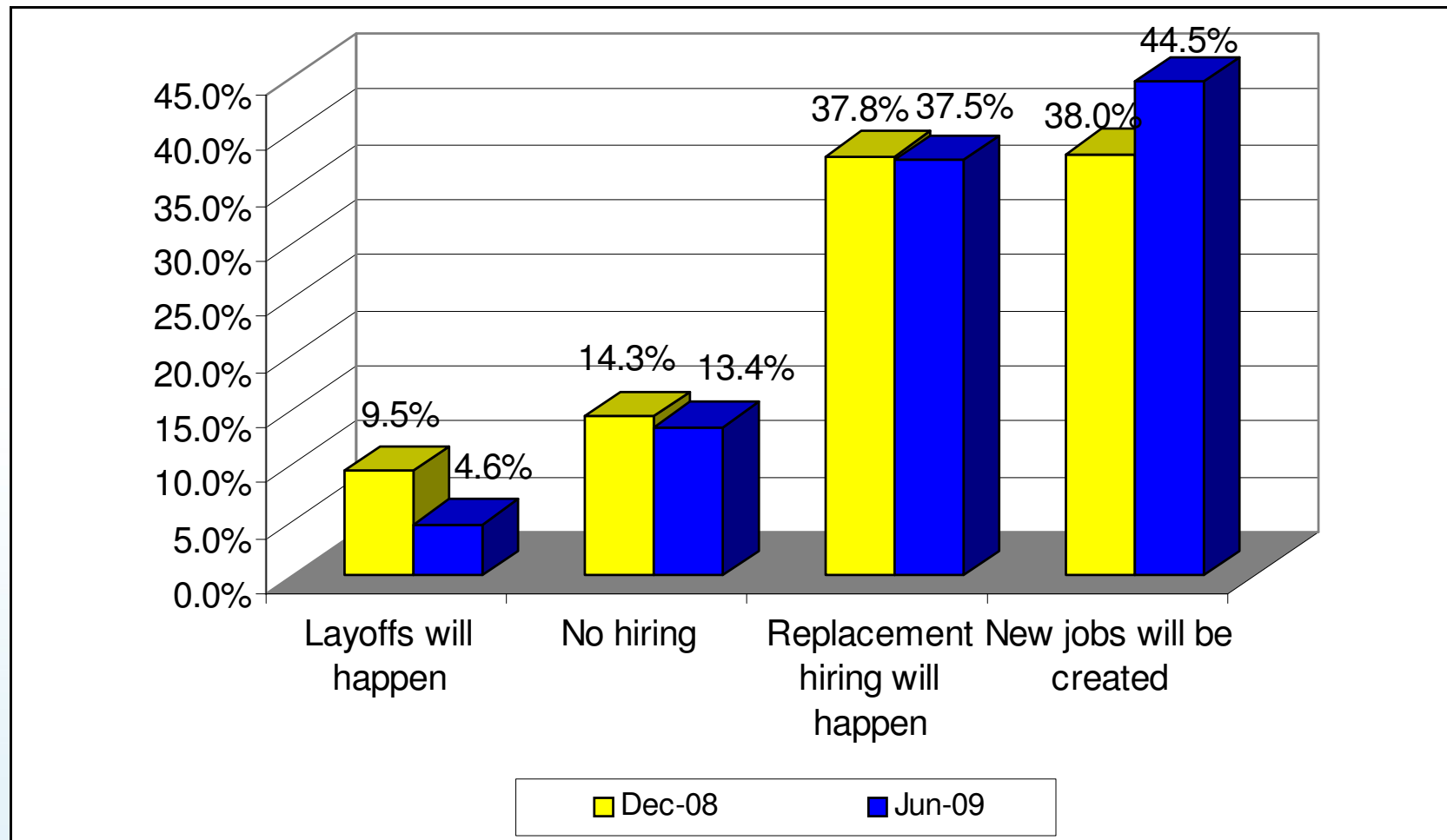
Rs in million

	Q2 FY10	Q2 FY09	Change YoY
Net Sales from Recruitment	460	563	-18%
% to Company Net Sales	83.4%	86.1%	-2.7%
EBITDA	175	241	-27%
EBITDA margin Recruitment	38.1%	42.8%	-4.7%

- EBITDA margin in Naukri declined from 45.2% in Q2 FY 09 to 36.9% in Q2 FY 10
- **Jobspeak**, an index of job listings added on Naukri.com, increased 4.1% in September 09 to 729 over 701 in August 09 (664 in May, 09)

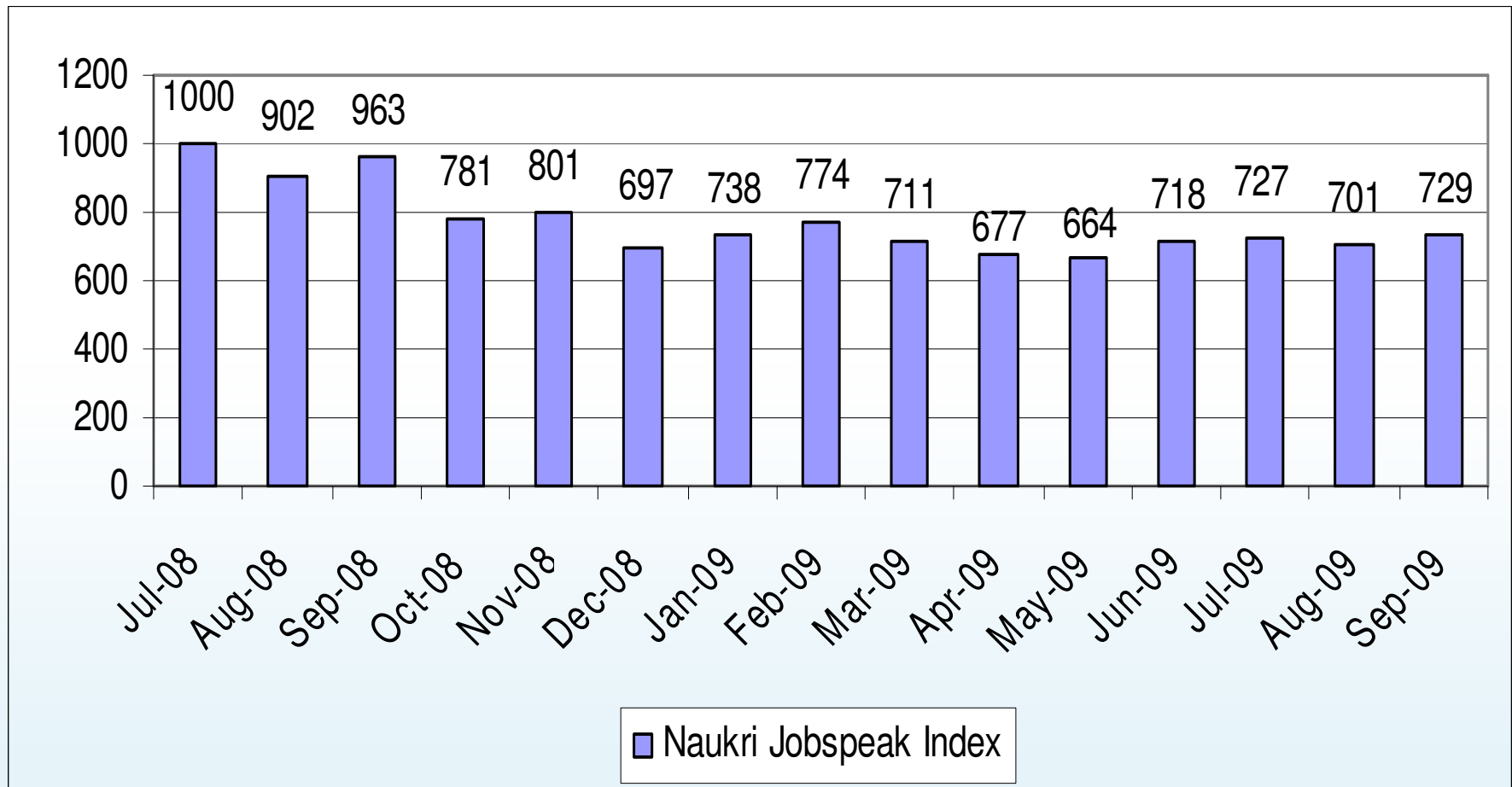


# Hiring Survey



Survey of recruiters conducted by Info Edge India Limited in December 2008 (sample size of 1600) and May/ June 2009 (922) on hiring outlook for calendar year 2009

# Naukri Jobspeak Index



Naukri Jobspeak Index is an index of job listings added to the site by recruiters who are clients of [www.naukri.com](http://www.naukri.com)

# Naukri

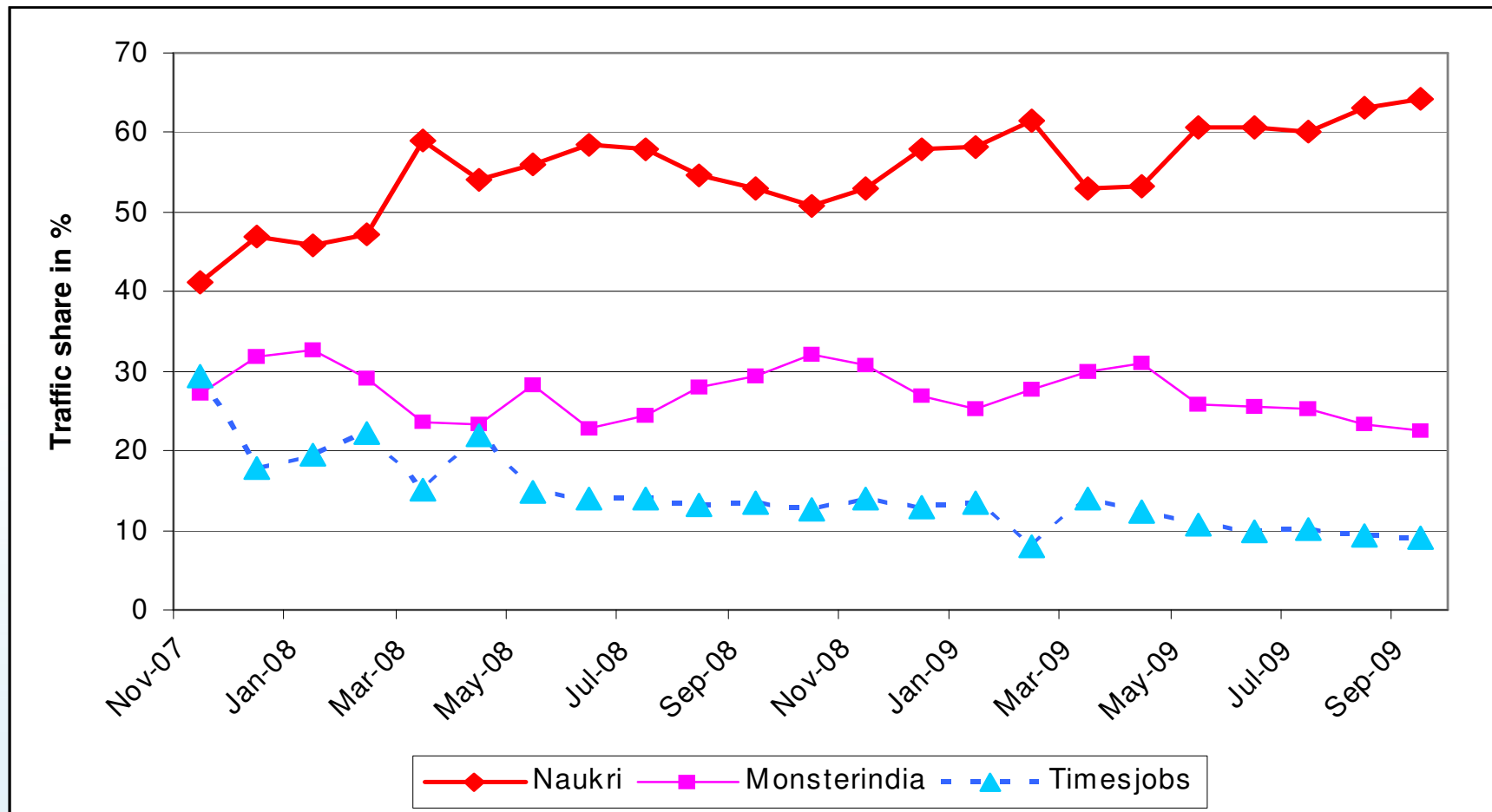
	Q2 FY10	Q2FY09	Change YoY
No. of resumes in mm	18.7	14.9	25%
No. of resumes added daily in '000	12	17	-29%
No. of resumes modified daily in '000	58	38	53%
No. of corporate customers in '000	18.1	18.6	-3%

- Hiring by companies picking up though slowly
  - Growth indexed to GDP growth rates
  - Decreased recruitment revenue from IT clients
- Work on algorithms and product bearing results
  - Encouraging response
  - Increased traction
- Competitive pressure continues
  - Competition likely impacted more

# Coming out of the slowdown

- We are emerging in a stronger competitive position
  - Continued to invest in
    - technology
    - product innovation
  - Operating metrics up - traffic share, applications, resume's
- Greater efficiencies from the sales system
  - Workforce right sized
- Strong balance sheet lends vital support
  - Potential to maximise advertising benefit
- Competition is severely challenged

# Naukri traffic share (%)



Source : Comscore

# Naukri traffic share



naukri.com  
Naukri.com

Get Info

About Naukri.com (naukri.com): India's No. 1 job site.

★★★★☆  
16 Reviews

407  
Alexa Traffic Rank

21  
Traffic Rank in IN

913  
Sites Linking In

27-Mar-1997  
Online Since

Traffic Stats

Contact Info

Reviews

Related Links

Keywords

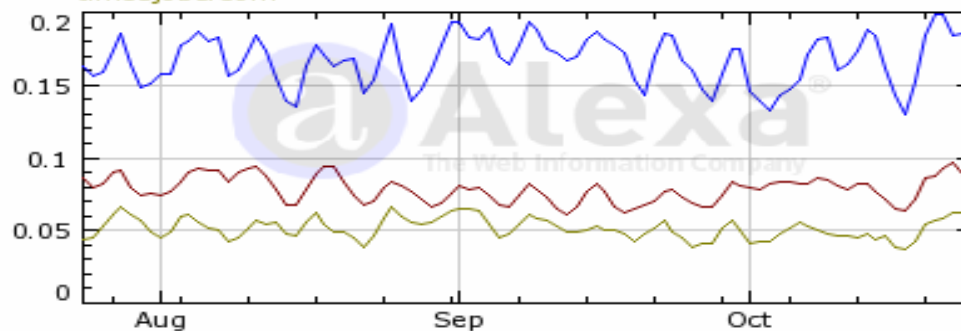
Clickstream

Demographics

Traffic Rank **Reach** Pageviews Pageviews/User Bounce % Time on Site Search %

Daily Reach (percent)

naukri.com  
monsterindia.com  
timesjobs.com



Percent of global Internet users who visit naukri.com:

Yesterday	0.169%
7 day avg	0.176%
1 month avg	0.1641%
3 month avg	0.1676%
3 month change	2.7% ↑

Compare to:

Compare

Source : [www.alexa.com](http://www.alexa.com)

# Naukri traffic share

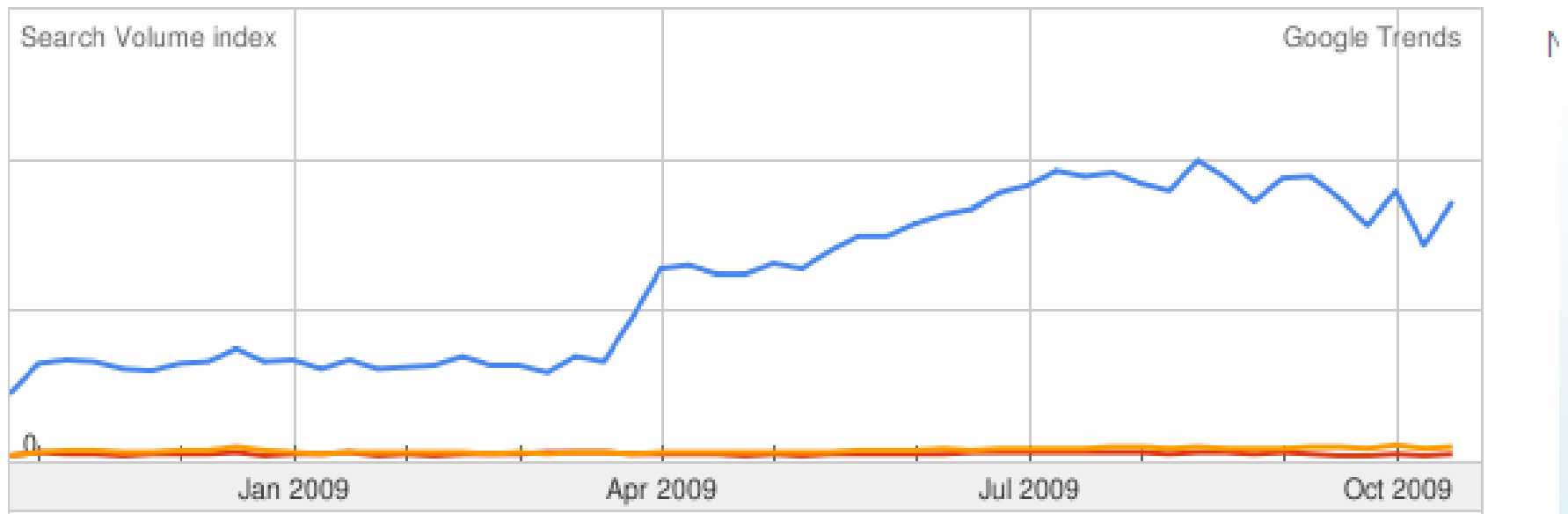


labs

Tip: Use commas to compare multiple search terms.

Searches Websites

● naukri.com ● monsterindia.com ● timesjobs.com



Source : <http://trends.google.com/>

# Naukrigulf

- 1 office each in Riyadh & Bahrain and 2 in Dubai
- Slowdown has set in and business will take a little longer to revive



## Other verticals (mainly 99acres & Jeevansathi)

Rs in million

	Q2 FY10	Q2 FY09	Change YoY
Net Sales from Other Verticals	92	91	1%
% to Company Net Sales	16.6%	13.9%	2.7%
EBITDA	-33	-86	42%

- EBITDA loss in Q2 FY10 comprised
  - Jeevansathi profit INR 2 mm
  - 99acres INR 9 mm
  - balance INR 26 mm from brijj, allcheckdeals, shiksha

# 99acres

- Increase in listings
  - Property listings at over 199,000 in Q2 FY 10 vs 153,000 in Q2 FY 09
  - Increase in paid listings to 170,000 in Q2 FY 10 vs 128,000 in Q2 FY 09
- Site revamp – UI/ search algorithm
- Revenue growth impacted
  - real estate sector possibly one of the worst effected due to credit squeeze
- Market for online classifieds expected to grow
  - Cost effective medium like internet will be preferred
  - Spend on print and outdoor sizeable
  - Some new lower priced projects announced by Realty Cos.

# Jeevansathi

- Investment in growth continues
  - Brand building to continue
  - 14 domestic offline centres (Jeevansathi Match Point) operational
- About 3.3 mm profiles as on 30.09.09 vs 2.5 mm profiles as on 30.09.08
  - Continue focus on Northern and Western Indian market
- Explore non resident Indian market
- Site revamp work completed
- *Jeevansathi may possibly breakeven for full FY 09-10*

# Investor relations

Name	Ambarish Raghuvanshi	Sudhir Bhargava
Designation	Director and CFO	SVP - Corporate Finance
e mail	<a href="mailto:ambarish@naukri.com">ambarish@naukri.com</a>	<a href="mailto:sudhir.bhargava@naukri.com">sudhir.bhargava@naukri.com</a>
Telephone	+91 120 3082007	+91 120 3082006
Fax	+91 120 3082095	
Address	Info Edge (India) Limited, A 88 Sector 2, Noida - 201301, U.P., India	
Website	<a href="http://www.infoedge.in">www.infoedge.in</a>	



# Info Edge (India) Ltd.

## India's Online Classifieds Company

Helping People & Businesses Meet

Investee  
Companies



October, 2009