

 **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

September, 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 June 30, 2008 or for the quarter ended June 30, 2008 unless indicated otherwise.

Q1 FY09 means the period April 1, 2008 to June 30, 2008

FY09 means the Financial Year starting April 1, 2008 and ending March 31, 2009

All figures in USD are based on convenience translation of 1 USD = Rs 42. 92

# The company

- India's leading internet classifieds company
- Rapid growth (*but slowing in current environment*)
  - Revenue grew from USD 1 mm in FY02 to USD 59 mm in FY08
  - Profitable since FY03
  - Cash and equivalents ~ USD 75 mm (as on June 30, 2008)
- VC funding in 2000 and public listing in India in 2006
- Valuable experience
  - Over 10 years in Indian internet
- Bouquet of leading websites
  - naukri, 99acres, jeevansathi, naukrigulf, shiksha, briij, allcheckdeals
- 67 offices in 41 cities in India + 2 in Dubai + 1 in Bahrain
- 1798 employees (~ 1325 in sales)



# Our businesses

## Info Edge

### Recruitment & Careers



- Launched in March 1997.
- 88% of company's net sales in Q1 FY09
- No. 1 job portal in India – more than 50% share of page views among top 3 job sites
- Over 14 mm resumes, with 17,000 added daily in Q1 FY09, over 87,000 job listings, 18,500 clients in Q1 FY09
- Quadrangle in offline recruitment services

### Real Estate



- Launched in Sept 2005
- Leader in emerging online market
- Over 250,000 listings (120,000 paid)
- Pan India listings covering over 25 cities



- Launched in November 2007

### Matrimonials



- Acquired in September 2004
- No. 3 matrimony website in India
- 2.53 mm profiles ever registered
- Av. 1,907 profiles added daily in Q1 FY09

### Education



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



- Launched July 2006



- Launched July 2007
- Career & guidance site



- Launched August 2007
- Professional networking

# Our team

**Sanjeev Bikhchandani (45)**

*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 (36)**

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

**Harveen Bedi (36)**

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

**Sudhir Bhargava (39)**

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

**Manish Gulati (33)**

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

**Sharmeen Khalid (37)**

*Sr. 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 (36)**

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

**Vibhore Sharma (34)**

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

**Vineet Singh (36)**

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

**Deepali Singh (34)**

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

**V.Suresh (36)**

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

# Recruitment classifieds and services

Naukri, Quadrangle, Naukrigulf, Asknaukri, Brijj



# The recruitment market



Over 330 universities and 17,600 colleges

Over 3 mm graduates every year

Over 120,000 IT professionals every year



Over 1 mm employed by IT & ITES

High attrition rates in the IT services sector range between 25-40%



35 cities > 1 mm population

Source: Nasscom, Department of Higher Education

Recruitment solutions

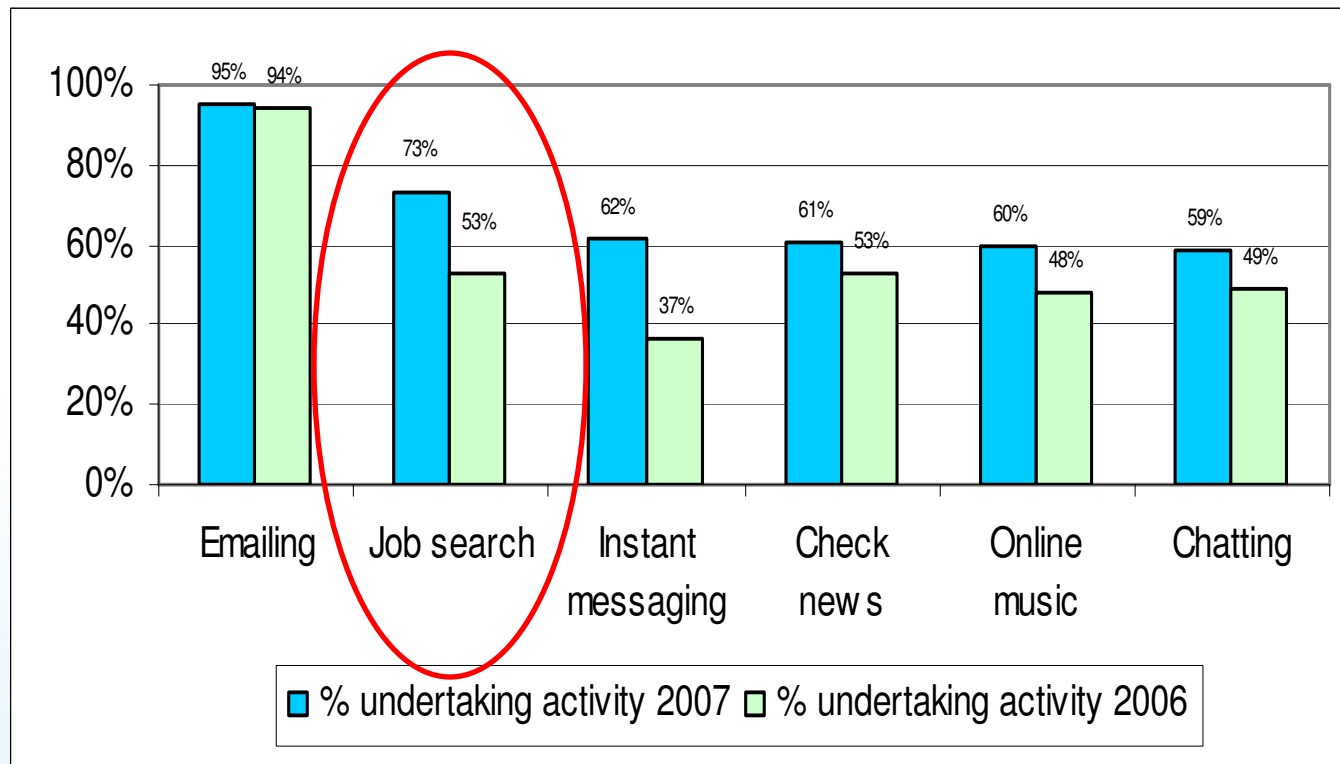


Print  
Recruitment consultants  
Online  
Other



***Naukri is the hub***

# Job search is popular



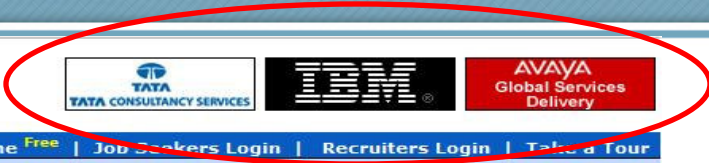
Source : Juxtconsult India Online Report May 2008, Population surveyed ~ 26,000

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



## Two major revenue streams

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



Banner Ad

Search all Jobs Register your Resume Free Job Seekers Login Recruiters Login Take a Tour

Keywords:  Criteria: All Words Experience: Exp. Locations:  Functional Area: Select Search

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

Browse Jobs: Call Centre, Operations; Engineering Design, R&D; HR, Admin; IT- Software; Manufacturing; Marketing, Advertising; Sales, BD; Site Enqg., Project Mgmt. Show All Categories

Panels

Top Employers

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

Best Places to Work

<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.
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POST YOUR RESUME

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

Register Free

Registered Job Seekers: Login | Update Resume

Job Seeker Services

Asset base of US \$6 billion

Resume Services

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

Mobile Revenues

Recruiters

naukri INSTA hire  
From hiring online to Hiring on mobile

Receive the most relevant resumes

Search resumes for FREE

Select Functional Area:

Location:

Exp  to  yrs Go

hot vacancies

Quality jobs from Quality Companies

FirstTek  
Riding Technologies

Job Gallery

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

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

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

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

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

Job Listings

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

Results Displayed 1-50 of 336

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

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

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

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Free Whitepapers on Partner Development Best Practices.  
AmazonConsulting.com-/ManagePartners
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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

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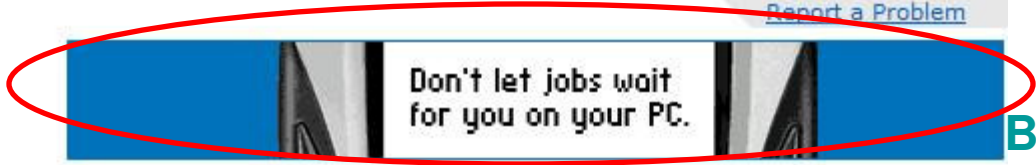
- Employee/Corporate Gifts  
Circuit City gift programs. Perfect for any business.  
www.circuitcity.com
- Corporate Marketing  
Gain Industry Knowledge. Register for Free Microsoft Small Biz Summit  
www.Microsoft.com
- Custom Bags & Accessories  
Embroidery, printing, & debossing. Volume Discounts 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

[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 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



### 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 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"> <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> <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>	<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><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>

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



## Build business Prospects

Open doors to innumerable opportunities

- Find key decision makers
- Reach prospects through your contacts
- Open up new sales channels

[Join Now](#)



### 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 1 mm registrations.

# Brijj



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

- Home
- My Profile
- My Contacts
- My Messages
- Ask & Answer <sup>NEW</sup>
- 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](#)

**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?

**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

**Ask Question**

Write question in above textbox

Profile is 43% Complete

**Make it 100% Complete**

A professional networking site with about 1 mm registrations.

# Real estate

## 99acres, Allcheckdeals



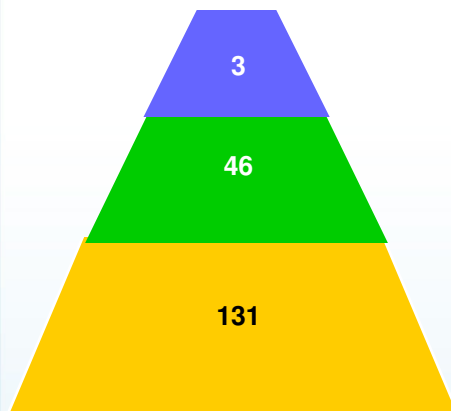
# Surge in demand during 2004 to 2007 for real estate

## Market characteristics

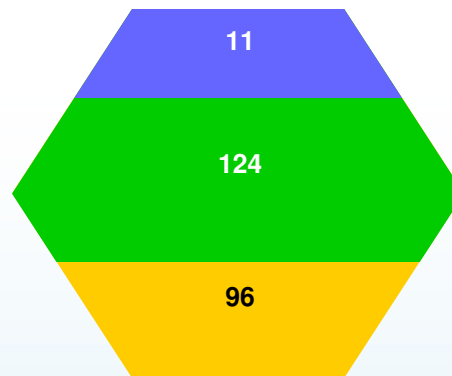
## Reasons for boom

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

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Panels

Property Gallery

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*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
Bhavyas Prasad - Flats/Houses/Plots - Hitech City	Canopy Calyx - Hebbal	GT Cholayil Residency - Koyambedu
Caven Fields - MRR Avenues - Bangalore	Canopy Grace - Hennur Road	Guru Homes - Velachery
	Canterbury Castles - Nandi Hills	Harmony - OMR - IT Corridor
	Chartered Samskruti - Bannerghatta Road	Jain Housing - Velachery
	Citilights - Rustique -	Mettupakkam Foundation -

Sell/Rent Out

Advertise your Property

> Sell > Rent-Out > PG

[New User Register](#)

[Existing User Login](#)

Buyer Search

Search our database of buyers for your property

Post Your Property Requirement

Get contacted by 99acres clients & get Property Alerts

Buy  Rent

Email:

Phone:

Buyer Database





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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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

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

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# 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

## Positive impact of slowdown

- Slowdown has led to builders/ developers/ brokers working harder to get customers
- Marketing expenditure has become more accountable
- Sharper focus on cost per lead acquired
- Internet gaining acceptance



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## Sell your Property

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Phone \*

Fill up the form to use our services to sell your property.

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**Post Now**

## Search All Properties on Map (New / Resale)

Select your City \*  No. of Bedrooms

Your Estimated Price \*  **Search**

## Hot Resale Deals

Property	Location	Type	Area(sq.ft.)	Price
Unitech-Uniworld City	Gurgaon	3BR -3T	2368	1,55,00,000
Eros-Wembley Estate	Gurgaon	3BR -3T	1376	57,00,000

## How it Works

**BROWSE** 1  
Find comprehensive information on all properties...

**SELECT** 2  
Talk / Chat with Property Advisor & shortlist your property...

**BUY** 3  
We assist you in booking, home loan, documentation, to buy the... [Know how to buy](#)

## Live Chat

Broking services. Success based revenue model. Over 300 transactions closed in last 12 months

# 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

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

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

 **Live Help**

Looking For:  Community:  City:

Age:  to  Religion, Caste:   Photo

Height:  to  Marital Status:   [Members Online](#)  
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100% Screening of Profiles,  
Exclusive Privacy Features,  
Intelligent matching,  
Millions of Profiles



"I would like to take this opportunity to thank jeevansathi for helping me to find my perfect life partner."

Existing User - Login Now

Email ID/User ID

Password

Remember me

[Forgot Password?](#)

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

<p><b>1 Register</b> Create your matrimonial profile to receive matches</p>	<p><b>2 Search</b> By your criteria of Caste, Religion, Manglik status</p>	<p><b>3 Contact</b> View contact details &amp; contact by mail, Chat, SMS</p>	<input type="button" value="Register Free"/>
---	--	---	--

# Revenue model

## Website

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

## Offline centres

- Walk in sales for matching services

# Key metrics

## Website

- Daily profile acquisition rate
- Cost per profile acquired
- Percentage conversion from free to paid
- Average bill per paying customer
- Important to nudge key metrics in the right direction through smart brand building and superior product experience

## Offline centres (Jeevansathi Matchpoint)

- Footfall
- Monetisation



# Competition

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

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Bangalore, 6<sup>th</sup> Feb., 09
- ISN Expo 2009  
Goa, 5<sup>th</sup> Feb., 09
- ISN Expo 2009  
Ahmedabad, 3<sup>rd</sup> Feb., 09
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
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# Educational classifieds

- [www.shiksha.com](http://www.shiksha.com) launched May 19, 2008
- Over 100,000 listings aggregated
- Product feedback encouraging
- Market receptive
  - Offices opened in 15 cities
- Large market dominated by print
  - One of the weekly supplements in English dailies
  - Three categories of advertisers
    - Indian education players (universities and institutes)
    - test prep and coaching institutes, and
    - overseas universities/ colleges targeting Indian students
- Spend on TV, radio and outdoor increasing
- Advertising spend as big as real estate

# Board of Directors & Auditors

## Board of Directors

### Board of Directors

**Sanjeev Bikhchandani (45)**  
*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 (36)**  
*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 Gupta (41)**  
*Non-Executive Director*  
B Tech IIT Kanpur, Ph. D  
MD Adobe India

**Bala Deshpande (42)**  
*Non-Executive Director*  
MA Econ.,MMS JBIMS  
ICICI Ventures

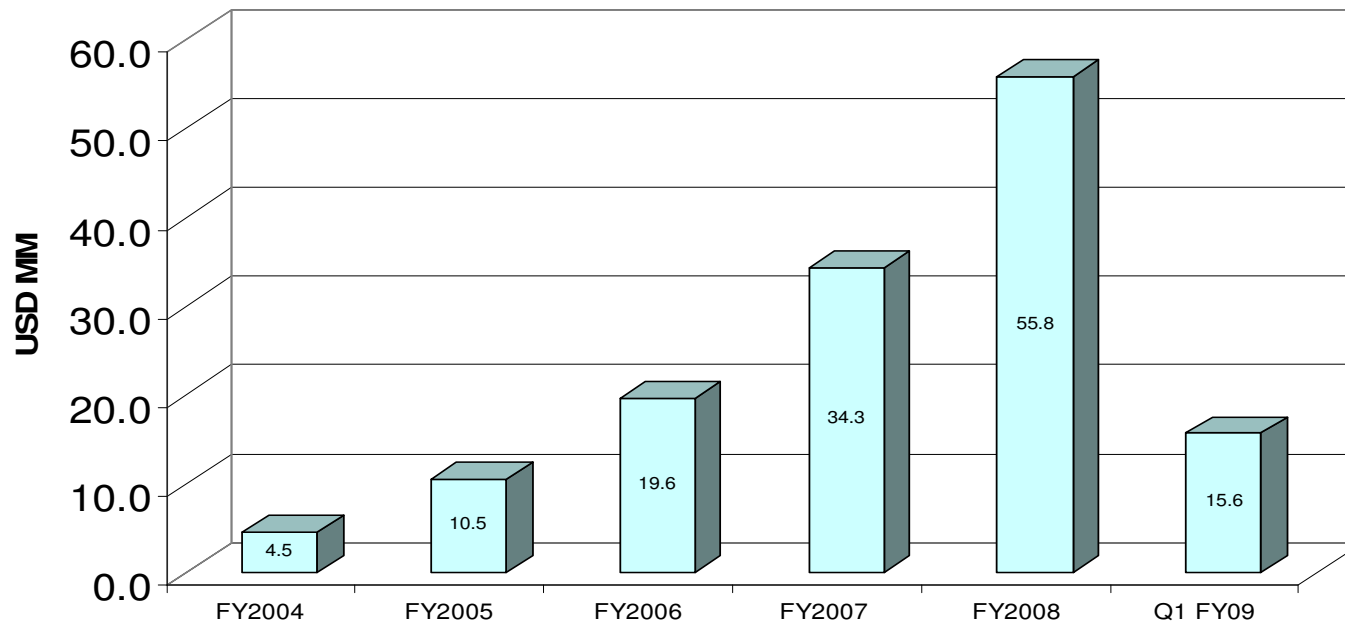
Auditors : Price Waterhouse



# Financials

# Financial performance

## Revenues

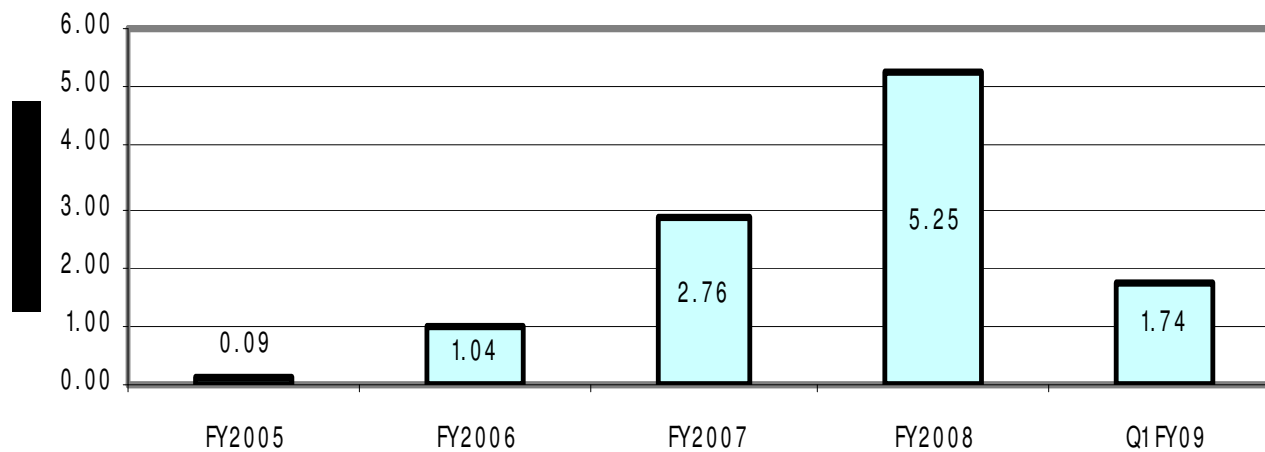


Q1 FY 09 over Q1 FY 08 : 29% growth in revenue and 36% growth in net sales

1 USD = Rs 42.92

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

## Revenues



Q 1 FY 09 vs Q1 FY 08 growth of 72%

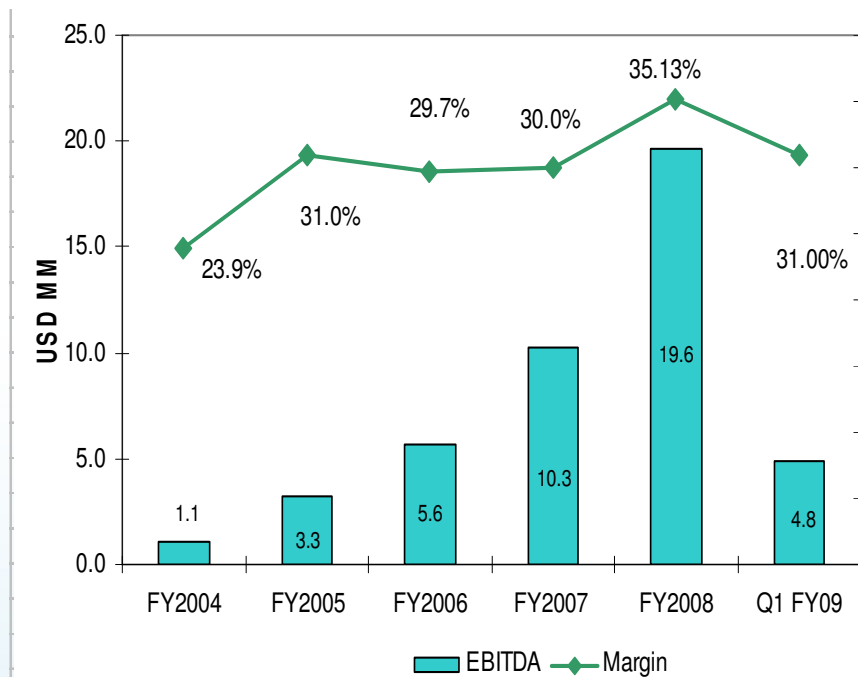
FY 05 to FY 08 CAGR of 296%

1 USD = Rs 42.92

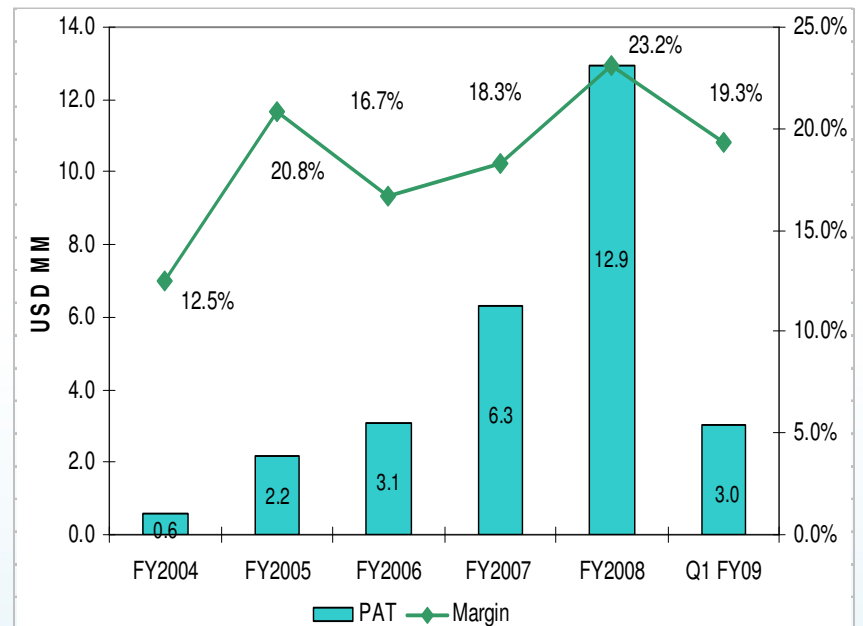


# Financial performance

## EBITDA



## Net Profit



Operational EBITDA at USD 3.89 mm up 41% YoY (Operating EBITDA margin 26.5% in Q1 FY 09 vs 25.5% in Q1 FY 08)

Operational PAT at USD 2.25 mm up 40% YoY (Operating PAT margin 15.3% in Q1 FY 09 vs 14.8% in Q1 FY 08)

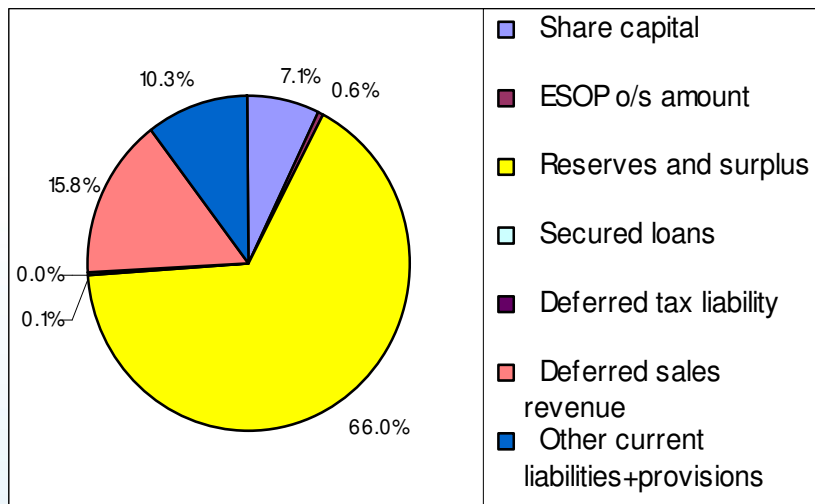
EBITDA loss in Other verticals in Q1 FY09 was USD 1.73 mm vs USD 0.98 mm in Q1 FY08 (total in FY 08 was USD 4.25 mm)

1 USD = Rs 42.92

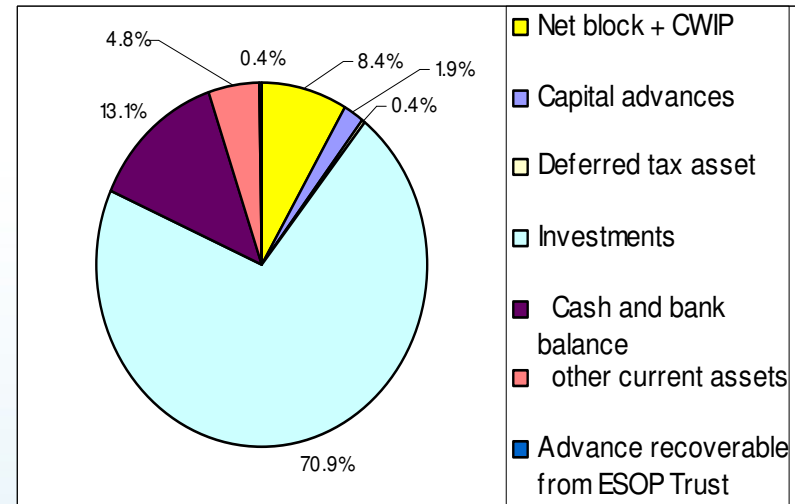
# Balance sheet

(as on 30.06.08)

## Liabilities



## Assets

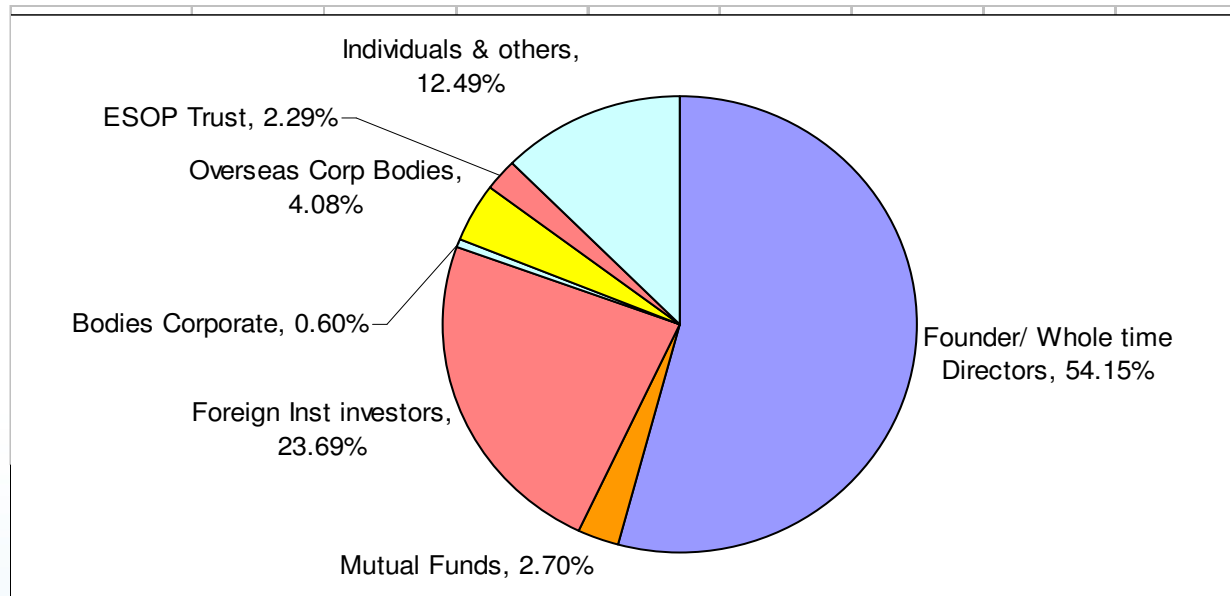


Balance sheet size as of 30.06.2008 ~ USD 89 mm (1 USD = Rs 42.92)

Cash & Bank and Investments as of 30.06.2008 ~ USD 74.7 mm

# Shareholding pattern

(as on 30.06.08)



Fidelity Funds	7.95%
Passport Capital	4.73%
KPCB and Sherpalo	4.08%
T Rowe Price	2.74%
Matthews	2.46%
Reliance Mutual Fund	1.29%
Norges Bank Govt Petroleum Fund	1.14%
Acacia Parttners	1.02%

Total issued and paid up shares of Rs 10 each were 27.29 mm as on 30.06.08



# Update Q1 FY 09

## Recruitment solutions

- Recruitment solutions accounted for
  - 88% of net sales in Q1 FY 09 vs 91% in Q1 FY 08
- Growth momentum impacted
  - Revenue up 32% to USD 12.9 mm in Q1 FY 09 from USD 9.8 mm in Q1 FY 08
  - Heightened uncertainty in Q1 due to crude oil prices, increasing interest rates and political instability affected business

# Naukri

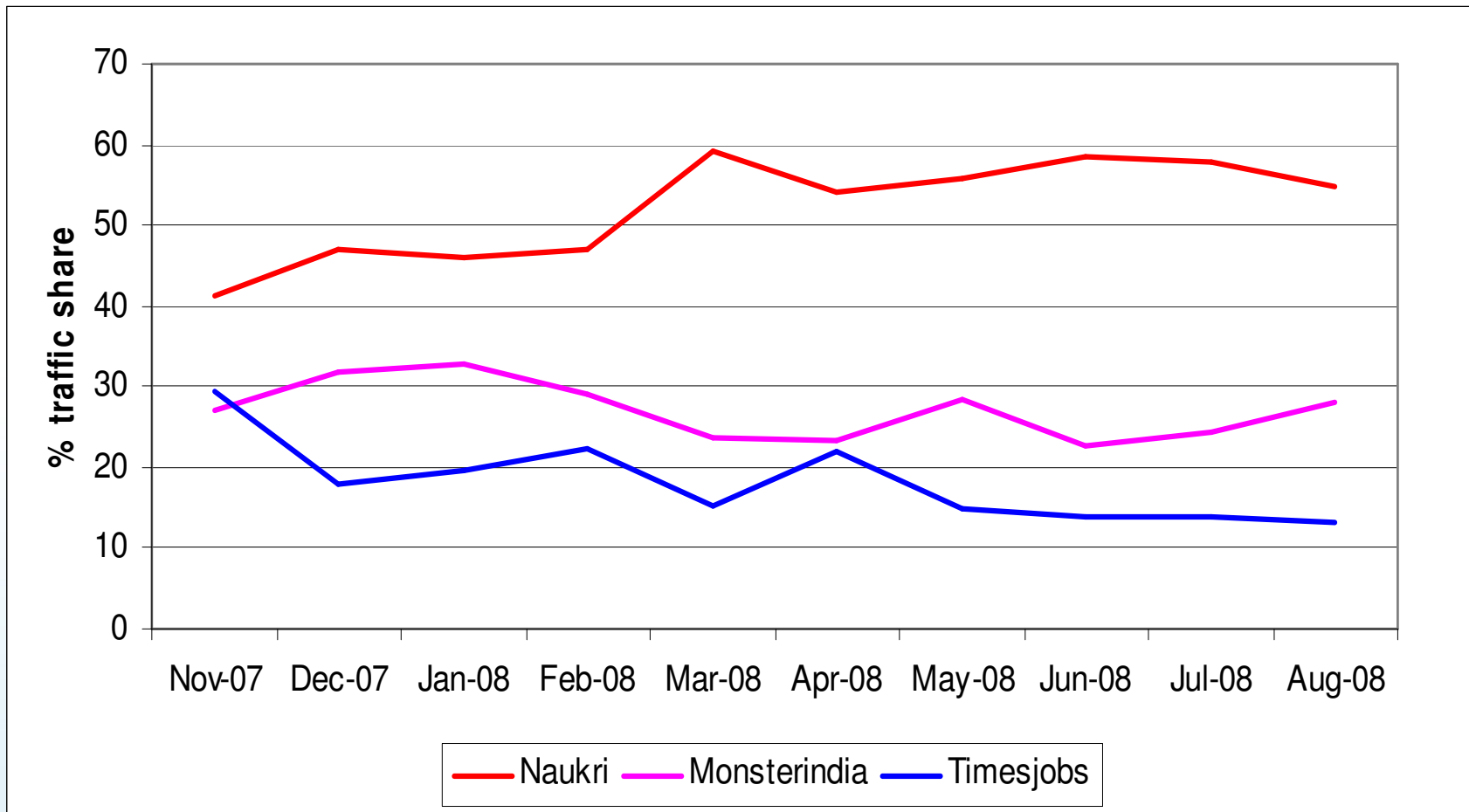
- Naukri.com continues to be the No. 1 jobsite in India
  - Over 14 mm resumes as on 30.6.08 vs about 9.6 mm as on 30.6.07
  - Over 18,500 corporate customers in Q1 FY09 (32,500 in FY08) vs 14,700 in Q1 FY08 (27,500 in FY07)
- Recruiter section of site revamped
  - Increase in database searches, candidate contacted and other operating metrics
- Work on algorithms and product bearing results
  - Encouraging response
  - Increased traction
- Hiring by companies has been affected as economic environment has become tougher
  - Growth indexed to GDP growth rates
  - Less than 40% of recruitment revenue from IT clients
  - Growth from other sectors also impacted in Q1
- Competitive pressure continues



# The slowdown is an opportunity

- Embrace the slowdown to emerge from it in a stronger competitive position
  - Continue to invest in technology
  - Product innovations
  - Operating metrics up - traffic share, applications, resume's
- Greater efficiencies from the sales system
- Strong balance sheet lends vital support
  - Potential to maximise advertising benefit
- Competition would be severely challenged

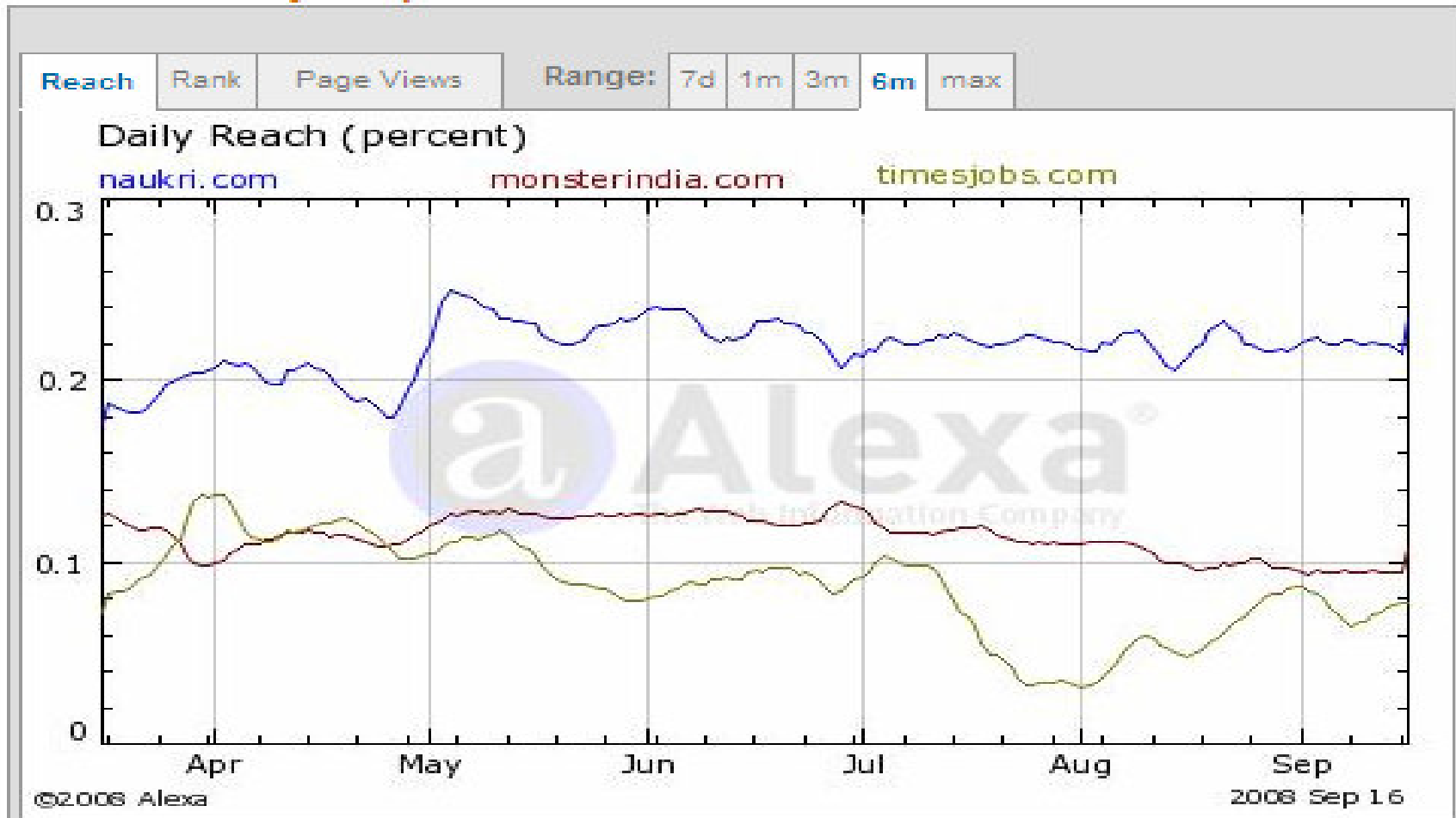
# Naukri traffic share (%)



Source : Comscore

# Naukri traffic share

## Traffic History Graph for naukri.com



Source : [www.alexacom](http://www.alexacom)



# Naukri traffic share

jobsite	traffic share in %*
<b>naukri</b>	<b>62.26</b>
monsterindia+ jobsahead	24.85
timesjobs	9.10
others	3.79

\* 3 month average as on September 19, 2008

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

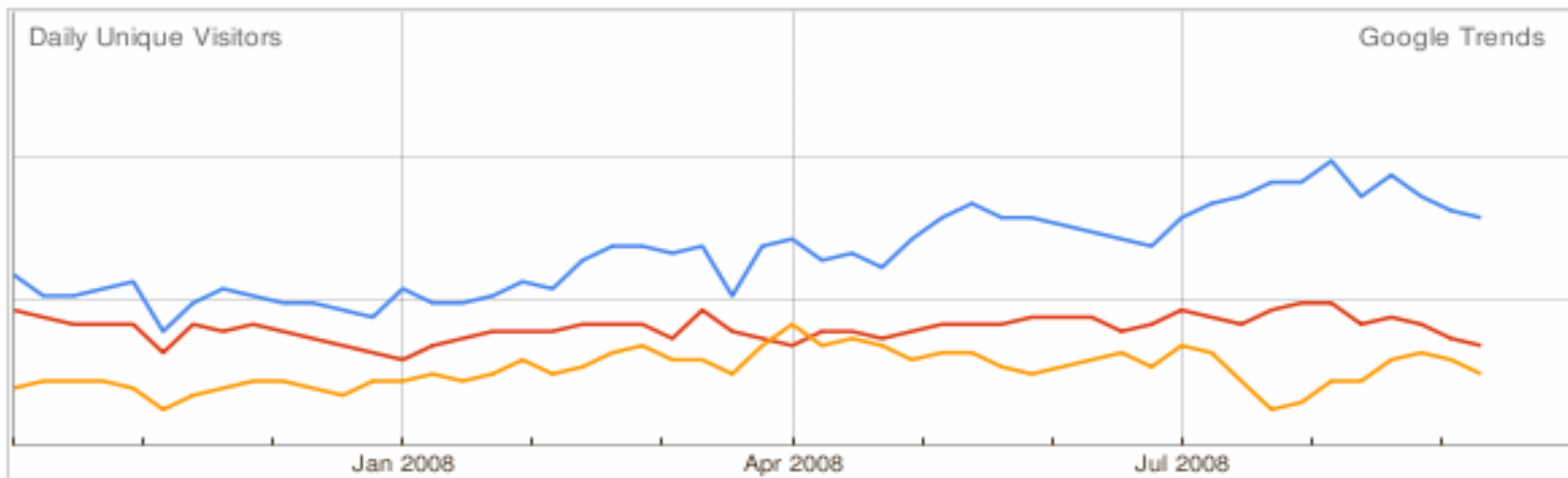
# Naukri traffic share



Tip: Use commas to compare multiple websites.

Searches Websites

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



Ranked by:   [Learn more](#)

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

# Naukrigulf

- 1 new office opened in Riyadh
  - 1 office 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
  - 12% of net sales in Q1 FY 09 vs 9% in Q1 FY 08
- Growth momentum continues
  - Revenue up 71% to USD 1.7 mm in Q1 FY 09 from USD 1.0 mm in Q1 FY 08
- Investment continues
  - Loss at EBITDA level in Q1 FY 09 at USD 1.7 mm up from USD 0.9 mm in Q1 FY 08
    - Jeevansathi USD 0.4 mm vs USD 0.3 mm
    - 99acres USD 0.7 mm vs USD 0.6 mm
    - balance from brijj, allcheckdeals, shiksha which were non existent/ small in Q1 FY 08

# 99acres

- Increase in listings
  - Property listings at over 250,000 as on 30.6.08 vs 55,000 as on 30.6.07
  - Increase in paid listings to 120,000 in Q1 FY 09 vs 21,000 in Q1 FY08
- 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 may help our business in the medium term

# Jeevansathi

- Investment in growth continues
  - Brand building to continue
  - More domestic offline centres (Jeevansathi Matchpoint) being launched
    - 1 in Lucknow and 3 in Delhi operational
- Maintained traffic share in Q1 FY09
  - Over 2.53 mm profiles as on 30.6.08 vs 1.71 mm profiles as on 30.6.07
- Continue focus on Northern and Western Indian market
- Explore non resident Indian market
- Site revamp work ongoing



# Investor relations

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