

















# Info Edge (India) Ltd.

India's Online Classifieds Company

Helping People & Businesses Meet









### Safe harbor

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

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

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

All figures mentioned are as on March 31, 2009 or for the quarter ended March 31, 2009 unless indicated otherwise. Q4 FY09 means the period January 1, 2009 to March 31, 2009 FY09 or FY 08-09 or FY 2009 means the Financial Year starting April 1, 2008 and ending March 31, 2009

INR mm means Indian Rupees in million mm means million

# The company

- India's leading internet classifieds company
- 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 and equivalents ~ INR 3,413 mm (as on March 31, 2009)
  - Negligible debt
- VC funding in 2000 and public listing in India in 2006
- 60 offices in 40 cities in India + 2 in Dubai + 1 each in Bahrain & Riyadh
- 1676 employees (~ 1260 in sales)

### Our businesses

### Info Edge

#### **Recruitment & Careers**

### (naukri.com®



- Launched in March 1997
- > 86.4% of company's net sales in Q4 FY09 and 86.2% in FY 09
- No. 1 job portal in India more than 50% share of page views among top 3 job sites
- About 17 mm resumes, 10,000 added daily in Q4 FY09
- ~70,000 job listings, 17,900 clients in Q4 FY09 and 34,000 in FY09
- Quadrangle in offline recruitment services

#### **Real Estate**



- Launched in Sept 2005
- Leader in emerging online market
- Over 287,000 listings (227,000 paid)
- Pan India listings covering over 25 cities



Launched in November 2007

#### **Matrimonials**

### *Jeevansathi.*com

- Acquired in September 2004
- No. 3 matrimony website in India
- 2.9 mm profiles ever registered
- Av. 2,300 profiles added daily in Q4 FY09

#### **Education**



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

### (naukri,com

موقع الوظائف الشاغرة في الخليع

Launched July 2006



- Launched July 2007
- Career & guidance site



- Launched August 2007
- Professional networking
- > 1.8 mm profiles



- ➤ Launched January 2009
- > A fresher hiring site

4

### Our team

#### Sanjeev Bikhchandani (45)

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

#### Ambarish Raghuvanshi (47)

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

#### Hitesh Oberoi (36)

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

#### Harveen Bedi (37)

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

#### Sudhir Bhargava (39)

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

#### Sharmeen Khalid (37)

Sr. VP – Human Resources MBA IRMA Previously with Polaris

#### Vivek Khare (38)

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

#### Shalabh Nigam (36)

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

#### Vibhore Sharma (34)

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

#### Vineet Singh (37)

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

#### Deepali Singh (35)

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

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### 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



**Recruitment solutions** 

Print
Recruitment
consultants
Online
Other







(iflex)















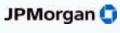






















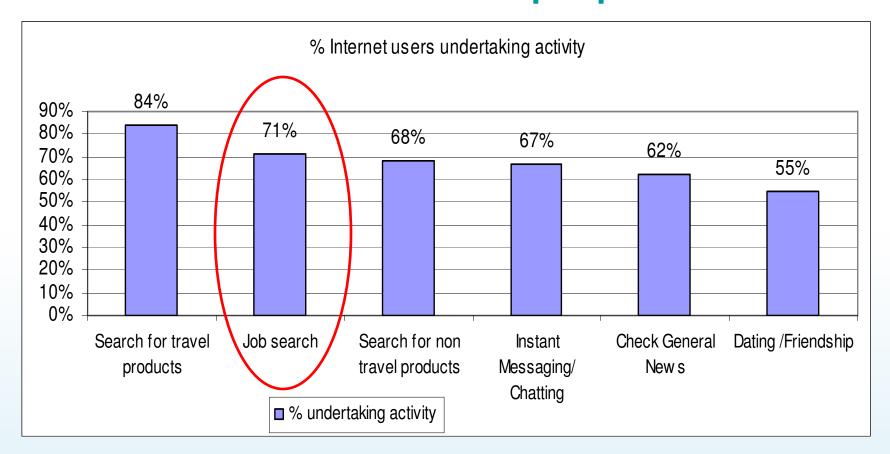


**Others** 



Naukri is the hub
Market currently impacted by slowdown. Recalibrating itself.

# Job search is popular



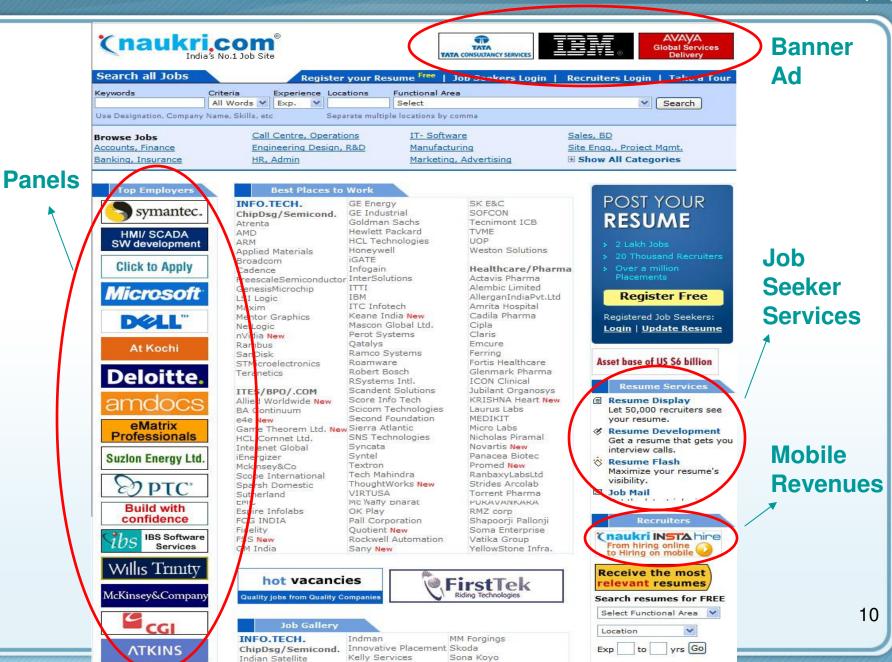
Source: Juxtconsult's India Online 2009 Report, Sample size ~ 28,000 households

Job Search the second most popular activity of Internet Users

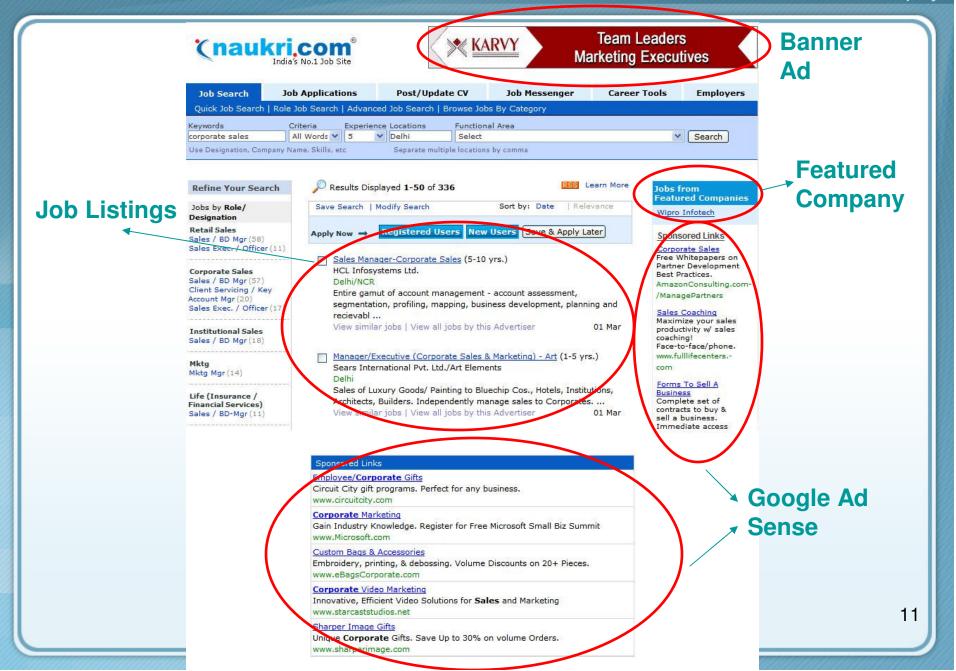
# Two major revenue streams

- 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

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Don't let jobs wait for you on your PC.



Recruitment Solutions HR Zone eLearning Center - Take a Tutorial Now

From USA: Call us toll free at 1-866-557-3340 From UAE: Call 04-3602838

Job Seeker Click here

Resdex

#### RecruitersLogin

Please enter your username & password to access your eApps, Resdex, INSTAhire and/or Job Posting account.

| Username |  |
|----------|--|
|          |  |

Forgot Username / Password

Submit

New Clients Register here

Password



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.

### Copps 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 So we get the most clients We've got the most jobs (naukri.com So we get the most response So we get the most traffic

#### **Imperatives**

- Hire and retain quality talent
- Product and technology innovation
- Superior sales and service execution
- o 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

# Coping with slowdown

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

# Quadrangle









About us

Our leadership team

Recent Assignments

Our Offices

Job Opportunities

Careers with Quadrangle



















#### 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

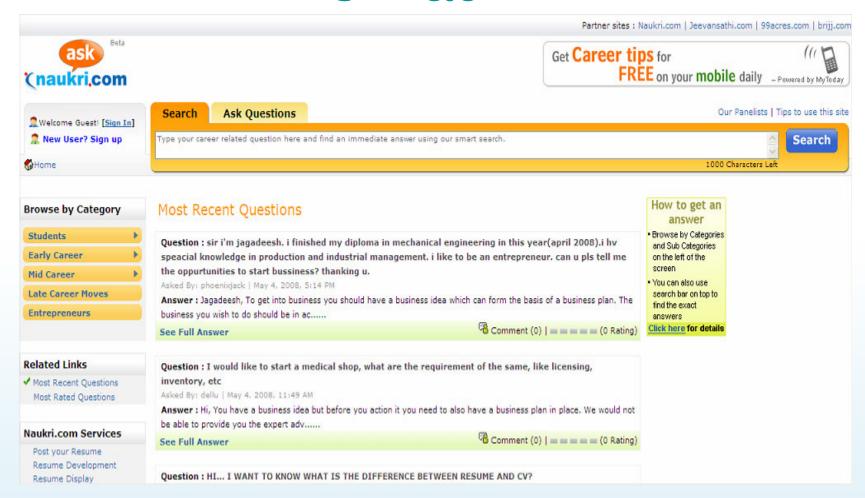
> Michael Joseph Head - Resourcing Olam International Ltd.

Offline head hunting business. Success based revenue model.

# Naukrigulf



# Asknaukri



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

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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, collabrate & 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



| Exis      | sting brijj member |
|-----------|--------------------|
| Email Id: |                    |
| Password: |                    |
|           | Login              |
|           | Forgot Password    |

#### Popular Featured Groups

How to prepare for a job interview





Innovation



View All Featured Groups »

Effective presentation



A professional networking site with about 1.8 mm registrations.

## Firstnaukri



Enter Keyword

e.g. Java, Wipro, Sales Intern

**Enter Cities** 

Comma separated, e.g. Delhi, Bangalore

Search 5

Search Tips ▼



#### Launch your career with Firstnaukri!

Over 3000 entry level openings in more than 200 companies

Browse through Internships and Trainee positions

Showcase your academic achievements

Upload your photo and video profile

Attach Marksheets, Certificates & Degrees

Register Free

### Featured Walk-In



#### Date & Timings:

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

**Click Here** 

#### First Employers





Agilis International Convergys Cybernet Slash support





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





Infosearch BPO Services Protechsoft KRT Marketing

**DLF** Pramerica

Sutherland

#### Jobseeker's Login

You can also sign in with Naukri Id

Your email address

Your password

Login

#### Career Tools & Advice

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

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

- · Interview Tips
- · Resume Tips

more.

Video Resume Upload your video resume! Learn more



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# Real estate 99acres, Allcheckdeals















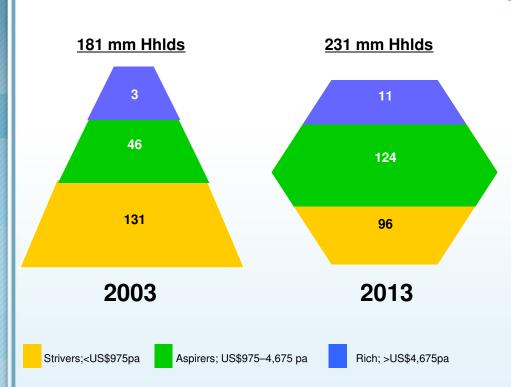




# Surge in demand during 2004 to 2007 for real estate

#### **Market characteristics**

#### Reasons for boom

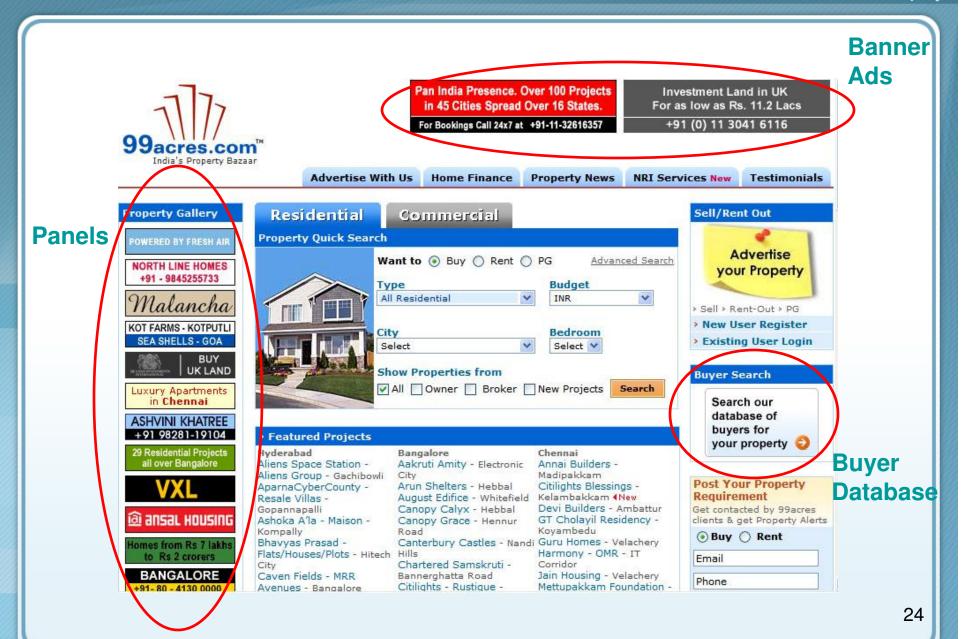


- Home ownership valued in India
- Increasing incomes
- Growing middle class
- Nuclear families
- Urbanization
- Easier home finance
- Supply creation with aggressive marketing

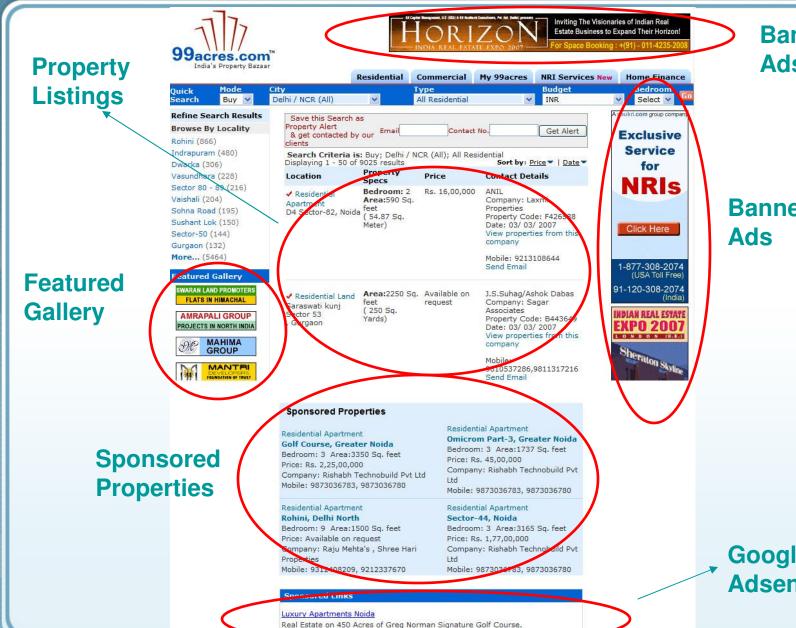
### Revenue streams

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

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avpeeGreens.com

**Banner** Ads

Banner

Google **Adsense** 

# Competition

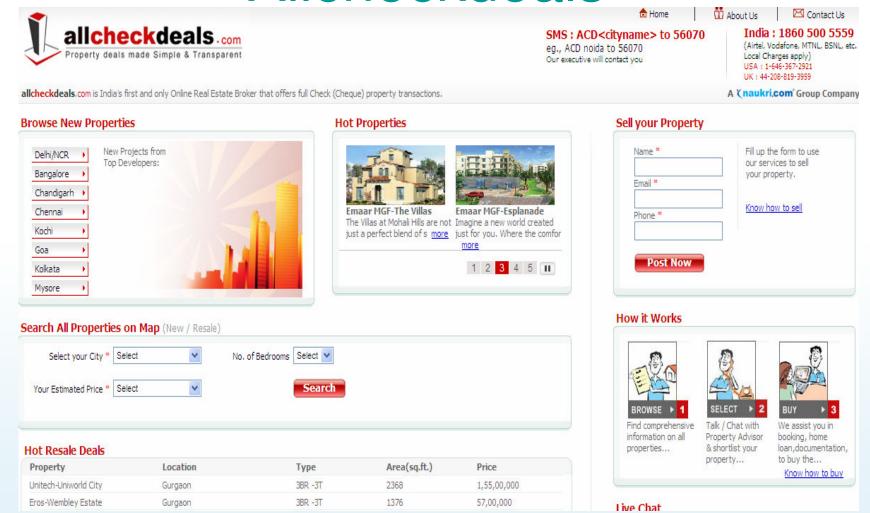
- Online
  - Magicbricks, Indiaproperty, makaan
- Print
  - Times of India, Hindustan Times, Hindu, others
- Other mass media TV, Radio, Outdoor
- Real estate brokers
  - Large population, highly fragmented, no license requirements, unregulated
  - Many are our clients

# Coping with slowdown

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

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## Allcheckdeals



Broking services. Success based revenue model. Over 250 transactions closed in Q4 FY 09

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### Matrimonial classifieds & services Jeevansathi















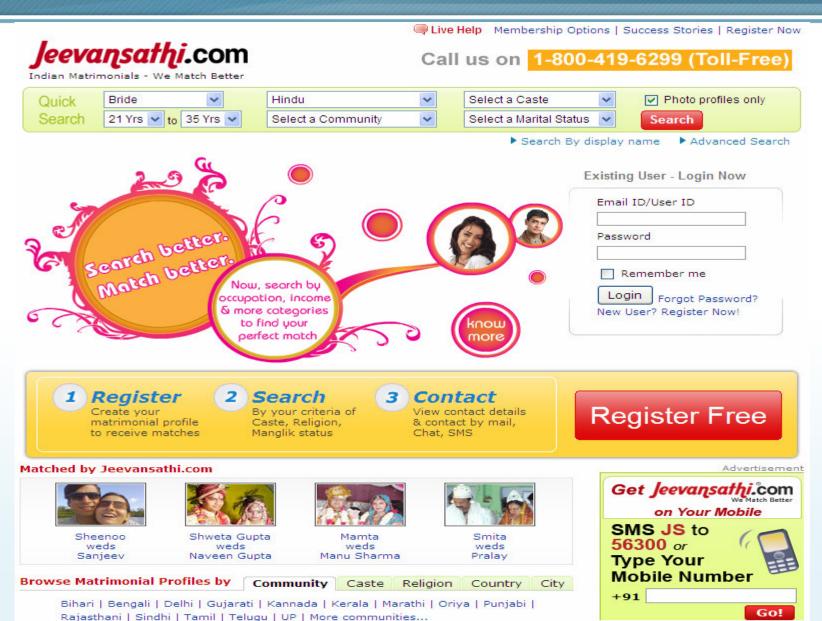




# Large market with many segments

- 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
  - Outlets in select cities

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# 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

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# Education Shiksha



















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### Shiksha

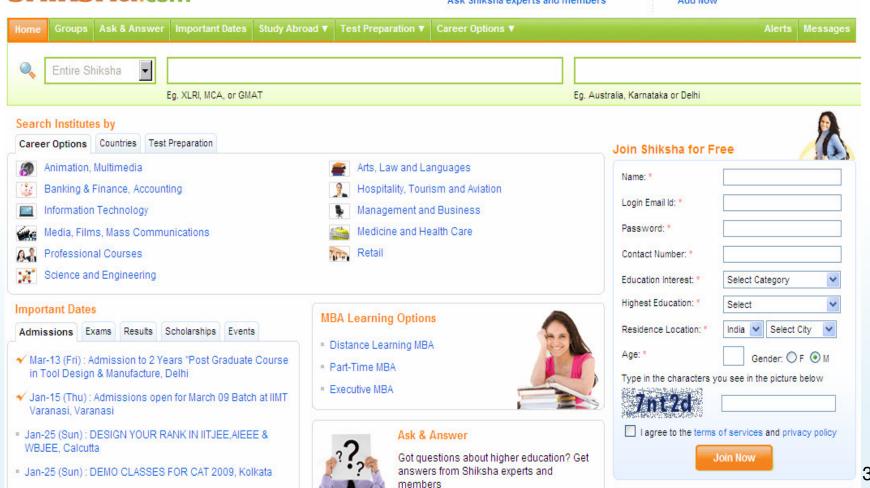
shiksha.com

Confused about which course & institutes to join?

Ask Shiksha experts and members

Add your course and institutes to shiksha.com

Add Now



### Educational classifieds

- www.shiksha.com launched May, 2008
- Over 85,000 listings aggregated
- Product feedback encouraging
- Market receptive
  - Offices in 15 cities
- Large market dominated by print
  - One of the weekly supplements in English dailies
  - Three categories of advertisers
    - Indian education players (universities and institutes)
    - · Test prep and coaching institutes, and
    - Overseas universities/ colleges targeting Indian students
- Spend on TV, radio and outdoor increasing
- Advertising spend bigger than real estate
  - likely to be less affected in current slowdown

# Coping with the slowdown

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

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# **Investee Companies**

















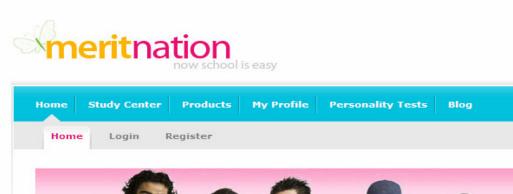


# **Applect**

- Launched www.meritnation.com
  - Commenced paid services for online educational assessment
  - Also providing free solutions for mathematics and science for standard 6 to 10 of a popular curriculum (NCERT)
- Large addressable market
- Experienced team
- Propose to invest INR 65 mm, in tranches, for a 40% stake
  - Invested ~ INR 29 mn as on March 31, 2009

#### Info Edge India

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#### Features & Benefits



#### Reasons to signup

- FREE NCERT Solutions
- Learn from experts
- Gain new insights
- Train through mock Tests
- Study anytime, anywhere
- Only Rs. 999 per year

Sign up now!

#### Login

Login

Forgot password > New user sign up >

Science **CBSE X 2009** paper solved

Click to register now »



### Etechaces

- Comparison shopping of financial products
- Currently selling insurance online through www.policybazaar.com
- Experienced team
- Large market with annuity income
- Propose to invest INR 200 mm, in tranches, for a 49% stake
  - Invested INR 50 mm as on March 31, 2009

#### Info Edge India

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A (naukri.com° Group Venture

Home

Car Insurance

Health Insurance

Life Insurance

Travel Insurance

Knowledge Base

Insurance Agents



20 Insurers 20 Quotes

Compare & Save 40%\*

Approximate price variance (Highest is this % more than lowest in car 90%, Health 250%

#### Insurance News • 05 January , 2009

Ceiling on insurance cos' management expenses may go @

02 January , 2009 Salaried class prefer life insurance most &

\_ 02 January , 2009 United India launches 'Top Up' health insurance policies 🗗

#### **COMPARE QUOTES**

- Health Insurance
- O Car Insurance
- O Life Insurance O Travel Insurance

**GET QUOTES** 

#### **CUSTOMERS TESTIMONIALS**

This is so convenient and I do not have to keep listening to those telemarketing calls promising to get the best deal in the market. I like to see the real picture and choose for myself. Its ingenious.

- Banita Negi, Car owner

#### Welcome to the Future of Insurance

If you're thinking about insurance, you have come to the right place. We cover all your insurance needs, be it finding the right insurer or getting the best insurance deal; we are always there for you. With so many insurance companies and products in the market it is absolutely mind boggling to make an informed decision... Don't worry any more because PolicyBazaar is here to put you back in control.

#### Policybazaar.com in Media Economic Times(Hindi) April 17, 2009 Economic Slowdown.... more.

Boon for aging buyers- Indian

April 06, 2009

IRDA's directive stipulating that insurers ...

**Hindustan Times** April 04, 2009

Insuring your vehicle? ... more..

Read More...

and we will go to many insurance companies to get you the best possible deal. Our world class support system and technology will help you manage all your insurance transactions. You can choose right product with complete information, and save upto 40% or more of your hard earned money simply by choosing from a list of policies. We are the one stop shop for all your insurance needs.

# You need to provide us some basic details

#### Our Partners



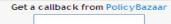








We are waiting to assist you 24°7 because we understand that you might need us at anytime, anywhere. Staying abreast with advancements in technology and powered by a team of insurance experts, we are always a step ahead in the insurance marketplace. You can rely on us. Our belief is to befriend you, be dependable and take care of you.





With Fraudulent Charges Policy







icicilombard.com

#### **Looking to Buy/Sell**

magicbricks.com - India's No. 1 Property Site -







# Studyplaces

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

### Info Edge India

#### India's Online Classifieds Company

| Study Places.com  | Search                   |                                     | Advance  | ed Search  | Sign in   Ne | w User? Register Now!  |
|---|--------------------------|-------------------------------------|--|--|--------------|--|
| Home Explore   ▼  | Counseling   <b>▼</b>    | Prepare   ▼                         | Community  | Find College   | es T         | OEFL <sup>®</sup>  |
| Prepare: Take free online p  Take free online practice tests score instantly.   | ractice tests.           | Au   Ca   In   Si   Ui   Us         | anada  | MBA Medicine Law Engineering Professional Certifications Vocational Cour |              | TRIPURA  360° Flexible Learning Programs Know more>>  Aakash IIT-JEE Your Gateway to IIT-JEE   AIEEE   AIPMT |
| Tests - Study in India BITSAT, AIEEE, IITJEE, CAT, MA LSAT-2009 NEW Tests - Study Abroad TOEFL, SAT, GMAT, IELTS, GRE | T, JMET, SNAP, FMS, PMT, | Level  Commu                        | nity : Share. Interact.  | Get Informed Speak Out   | Q            | World Famous  Raffles Design International  Fashion Design Product Design Multimedia Design  Now in India    |
| Counselling:Take expert her<br>Events & Seminars : Import<br>Results : What next after ex                             | ant dates                | The Ir                              | hikes fees by Rs 5 Lac,<br>thikes fees by Rs 5 Lac,<br>than doubled its fees to R  | nent, Calcutta (IIM-C  | ) has        | RAI BUSINESS SCHOOL realising ambitions Ranked among the   |
| Studyplaces<br>Community<br>Share   | > Blogs                  | Maha     The D     Mahar     studer | d by: Arti, On 23rd Feb 09 rashtra to Scrap PG Me epartment of Medical Edu ashtra has mooted a prop ts aspiring for d by: Arti, On 21st Feb 09 | dical Entrance Test<br>cation and Research,<br>posal in which Medical    |              | Top pvt. B-schools in India  INISM School of Business A+ Category Business School                            |
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|   |                          |                                     |  |  |              | IIM and IIT alumni run institute APPLY NOW!  HIERANK EDUCATION Takaning Communication                        |

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## 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 (42)

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

#### Bala Deshpande (42)

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

#### Non Executive

#### Kapil Kapoor (44)

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 (45)

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

#### Hitesh Oberoi (36)

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

#### Ambarish Raghuvanshi (47)

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

# Corporate Governance

- Separation of Chairman and CEO role
- Five independent Director's 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

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# Financials











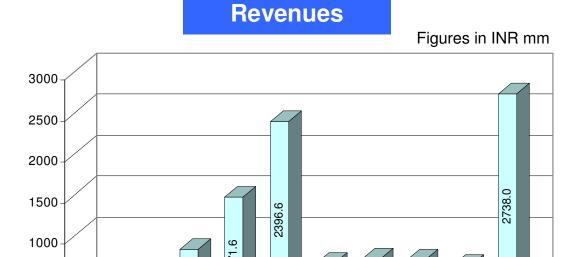








# Financial performance



Q4 FY 09 over Q4 FY 08: 7.3% decline in revenue and 11.2% decline in net sales

5450g 5450g 5450g, 5450g, 1540g, 1540g, 1540g, 1540g, 1540g

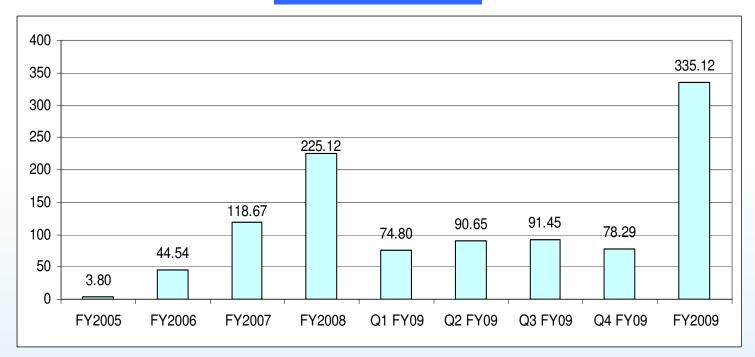
FY 09 over FY 08: 14.2% growth in revenue and 11.9% growth in net sales

500

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

Revenues

Figures in INR mm

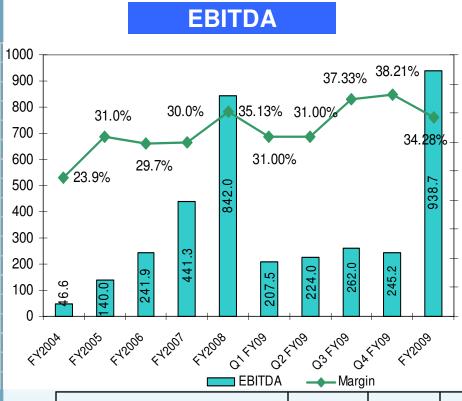


Q4 FY 09 vs Q4 FY 08 growth of 16%

FY 09 vs FY 08 growth of 49%

India's Online Classifieds Company

# Financial performance Figures in INR mm





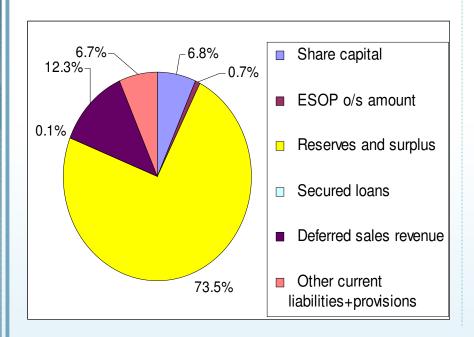
|                                | Q4 FY09 | Q4 FY08 | Change YoY | FY 09  | FY 08  | Change YoY |
|--------------------------------|---------|---------|------------|--------|--------|------------|
| Operating EBITDA               | 180.6   | 197.9   | -8.7%      | 652.3  | 634.8  | 2.8%       |
| Operating EBITDA margin        | 31.3%   | 30.4%   | 0.9%       | 26.6%  | 29.0%  | -2.4%      |
| Operating PAT                  | 107.3   | 118.1   | -9.2%      | 366.9  | 364.2  | 0.7%       |
| Operating PAT margin           | 18.6%   | 18.2%   | 0.4%       | 15.0%  | 16.6%  | -1.7%      |
| EBITDA Loss in other verticals | -58.0   | -78.7   | -26.3%     | -270.0 | -182.4 | 48.0%      |

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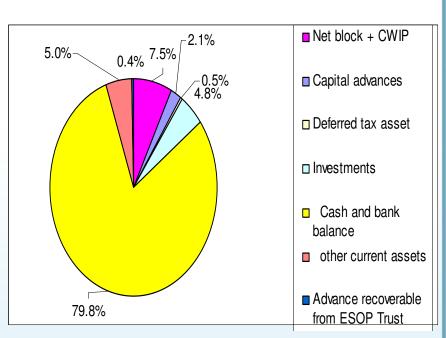
### Balance sheet

(as on 31.03.09)

#### Liabilities



#### **Assets**

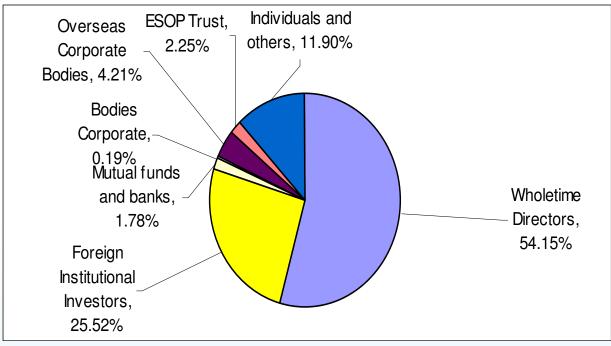


Balance sheet size as of 31.03.2009 ~ INR 4,034.20 mm

Cash & Bank and Investments as of 31.03.2009 ~ INR 3,413 mm

### Shareholding pattern

(as on 31.03.09)



| Fidelity Funds                  | 9.83% |
|---------------------------------|-------|
| Equinox                         | 4.39% |
| KPCB and Sherpalo               | 4.09% |
| T Rowe Price                    | 2.75% |
| Matthews                        | 2.08% |
| Norges Bank Govt Petroleum Fund | 1.14% |
| Acacia Parttners                | 1.03% |

Total issued and paid up shares of Rs 10 each were 27.29 mm as on 31.03.09

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# Update Q4 FY 09 & FY 09



















### Recruitment solutions

Rs in million

|                            | Q4 FY09 | Q4 FY08 | Change YoY | FY09  | FY08  | Change YoY |
|----------------------------|---------|---------|------------|-------|-------|------------|
| Net Sales from Recruitment | 499     | 583     | -14%       | 2117  | 1964  | 8%         |
| % to Company Net Sales     | 86.4%   | 89.6%   | -3.2%      | 86.3% | 89.7% | -3.4%      |
| EBITDA                     | 239     | 276     | -13%       | 922   | 816   | 13%        |
| EBITDA margin Recruitment  | 47.8%   | 47.5%   | 0.3%       | 43.6% | 41.6% | 2.0%       |

- EBITDA margin in Naukri increased from 44.3% in FY 08 to 46.8% in FY 09
- Jobspeak, an index of job listings on Naukri.com increased from a low of 697 in December, 08 to 774 in Feb, 09 but declined to 711 in March, 09
- Firstnaukri launched in January 2009 to address fresher hiring

### Naukri

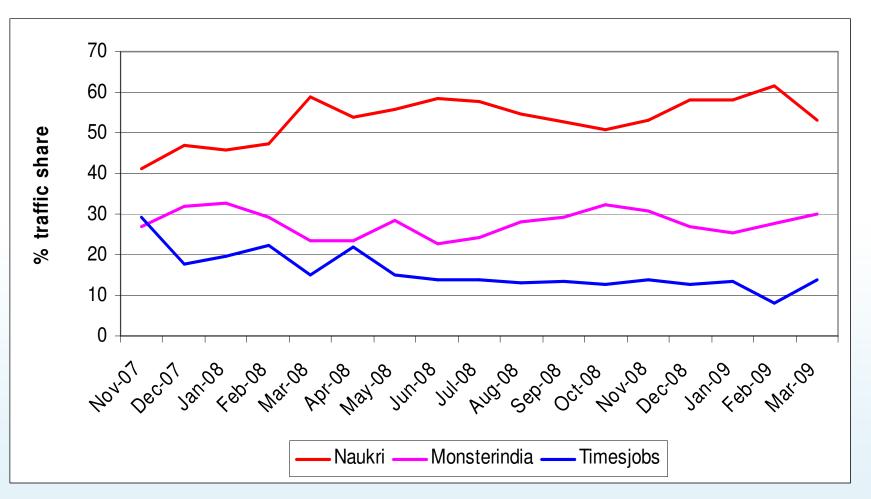
|                                       | Q4 FY09 | Q4 FY08 | Change YoY | FY09 | FY08 | Change YoY |
|---------------------------------------|---------|---------|------------|------|------|------------|
| No. of resumes in mm                  | 17      | 13      | 31%        | 17   | 13   | 31%        |
| No. of resumes added daily in '000    | 10      | 14      | -29%       | 14   | 12   | 17%        |
| No. of resumes modified daily in '000 | 45      | 44      | 2%         | 42   | 36   | 17%        |
| No. of corporate customers in '000    | 17.9    | 18.5    | -3%        | 34   | 32.5 | 5%         |

- Hiring by companies has been affected as economic environment has become tougher
  - Growth indexed to GDP growth rates
  - Decreasing recruitment revenue from IT clients
  - Growth from other sectors also continues to be impacted
- Work on algorithms and product bearing results
  - Encouraging response
  - Increased traction
- Competitive pressure continues
  - Competition likely impacted more

# The slowdown is an opportunity

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

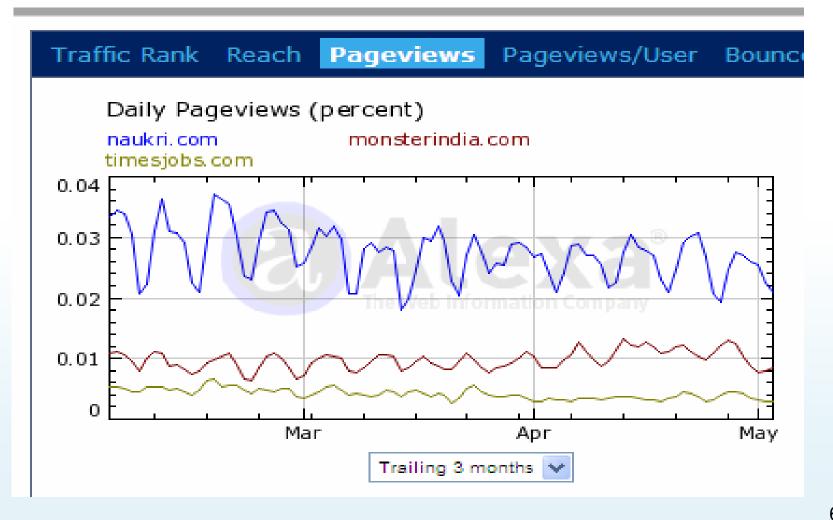
# Naukri traffic share (%)



Source: Comscore

The traffic share for Naukri reached an all time high of 61.5% in February, 2009

### Naukri traffic share



Source : <u>www.alexa.com</u>

## Naukri traffic share



naukri.com, monsterindia.com, timesjobs.com

Search Trends

Tip: Use commas to compare multiple websites.



Source : <a href="http://trends.google.com/">http://trends.google.com/</a>

# Naukrigulf

- 1 office each in Riyadh & Bahrain and 2 in Dubai
- Expecting slowdown

### Other verticals (mainly 99acres & Jeevansathi)

Rs in million

|                                | Q4 FY09 | Q4 FY08 | Change YoY | FY09  | FY08  | Change YoY |
|--------------------------------|---------|---------|------------|-------|-------|------------|
| Net Sales from Other Verticals | 78      | 67      | 16%        | 334   | 225   | 48%        |
| % to Company Net Sales         | 13.5%   | 10.3%   | 3.2%       | 13.6% | 10.3% | 3.3%       |
| EBITDA                         | -58     | -76     | -24%       | -270  | -182  | 48%        |

- Net Sales in FY 09 comprised
  - Jeevansathi INR 170 mm
  - 99acres INR 139 mm
  - Others INR 25 mm
- EBITDA loss comprised
  - Jeevansathi INR 47 mm in FY 09 vs INR 45 mm in FY 08
  - 99acres INR 95 mm in FY 09 vs INR 108 mm in FY 08
  - balance INR 128 mm in FY 09 from brijj, allcheckdeals, shiksha vs INR 29 mm in FY 08

### 99acres

- Increase in listings
  - Property listings at over 287,000 in Q4 FY09 vs 212,000 in Q4 FY 08
  - Increase in paid listings to 256,000 in Q4 FY 09 vs 54,500 in Q4 FY08
- Site revamp UI/ search algorithm
- Revenue growth impacted
  - real estate sector one of the possibly 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.
- Softening in demand for real estate may help our business in the medium term

### Jeevansathi

- Investment in growth continues
  - Brand building to continue
  - 14 domestic offline centres (Jeevansathi Match Point) operational
- About 2.9 mm profiles as on 31.03.09 vs 2.2 mm profiles as on 31.03.08
  - Continue focus on Northern and Western Indian market
- Explore non resident Indian market
- Site revamp work completed
- Jeevansathi may possibly breakeven on a month to month basis towards end FY 09-10

# Investor relations

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# Info Edge (India) Ltd.

India's Online Classifieds Company

Helping People & Businesses Meet







