

INFO EDGE (INDIA) LIMITED

DATASHEET As at end of/ during	FY 2006-07					FY 2007-08					FY 2008-09					FY 2009-10					FY 10-11		
	Q1	Q2	Q3	Q4	FY	Q1	Q2	Q3	Q4	FY	Q1	Q2	Q3	Q4	FY	Q1	Q2	Q3	Q4	FY	Q1	Q2	
Naukri.com																							
Number of resumes on Naukri.com (rounded off to nearest million)	6	7	8	9	9	10	11	12	13	13	14	15	16	17	17	18	19	20	21	21	22	23	
Average number of resumes added daily in '000	10	9	9	11	10	11	12	12	14	12	17	17	14	10	14	12	12	11	11	11	13	13	
Average number of resumes modified daily in '000		20 to 24			22	31	33	37	44	36	44	38	40	45	42	49	58	59	68	59	70	75	
Number of unique customers	12,000	13,000	17,000	15,000	27,500	14,700	15,300	16,300	18,500	32,500	18,500	18,600	17,200	17,900	34,000	17,700	18,100	18,400	20,100	35,500	20,900	21,100	
% Revenue of Naukri.com from																							
- IT Services/ ITES	32%	31%	31%	32%	32%	30%	32%	30%	28%	30%	27%	25%	26%	26%	26%	25%	25%	25%	26%	26%	27%	26%	
- BFSI					4-5%	4%	4%	4%	5%	4%	5%	5%	5%	5%	5%	5%	5%	5%	5%	5%	5%	5%	
- Infrastructure					20%	20%	21%	22%	22%	21%	22%	23%	23%	21%	22%	22%	22%	23%	21%	22%	21%	20%	
% revenue of Naukri.com from 10% of unique customers					62%					63%					61%					59%			
Jeevansathi																							
Number of profiles ever loaded in million	0.8	0.9	1.1	1.3	1.3	1.5	1.8	2.0	2.2	2.2	2.4	2.6	2.7	2.9	2.9	3.1	3.3	3.5	3.7	3.7	3.8	3.9	
Average number of profiles acquired daily	2,300	2,600	2,300	2,037	2,309	2,440	2,800	2,380	2,011	2,408	1,907	1,780	1,713	2,300	1,932	1,860	2,097	2,065	1,726	1,926	1,646	1,860	
Number of unique paid customers	16,745	17,500	19,000	19,200	60,424	20,000	21,700	21,500	24,800	73,552	22,600	23,800	24,300	25,300	80,005	23,370	22,955	23,132	23,669	79,051	22,674	23,660	
Average amount realised in Rs	1,085	1,272	1,319	1,400	1,459	1,379	1,428	1,396	1,490	1,711	1,649	1,636	1,640	1,710	1,994	1,864	2,069	2,095	2,140	2,409	2,252	2,309	
99acres																							
Number of listings in '000	40	50	55	60	60	55	60	69	200	200	250	153	242	287	248	271	199	164	151	724	160	177	
Number of paid transactions in '000						1.7	1.6	1.7	2.4	7.5	2.3	5.0	4.4	4.9	16.6	4.9	4.6	4.4	4.7	18.3	5.1	4.9	
Brij																							
Number of profiles in million											1	1.2	1.6	1.8	1.8	2.0	2.4	2.7	3.0	3.0	3.3	3.6	
Average number of profiles added daily											5,000	5,000	3,000	2,000	3,750	2,440	3,650	3,400	3,100	3,148	3,200	3,210	
Net Sales in Rs million	279	317	363	436	1,395	465	526	548	650	2,189	631	654	589	577	2,451	529	552	589	653	2,323	659	712	
Recruitment Solutions	260	294	333	389	1,277	422	473	486	583	1,964	556	564	498	499	2,117	443	460	500	551	1,954	548	590	
Other Verticals	19	23	30	47	118	43	53	62	67	225	75	90	91	78	334	86	92	89	102	369	111	122	
<i>Jeevansathi</i>															170					199			
<i>99acres</i>															139					133			
<i>Allcheckdeals+Shiksha+Brij</i>															25					37			
Operating EBITDA in Rs million	73	60	117	116	366	118	162	154	200	634	167	155	149	181	652	129	142	179	216	666	204	214	
Recruitment Solutions	101	90	138	127	456	160	192	187	276	816	242	241	199	239	922	173	175	218	240	803	230	273	
Other Verticals	(28)	(30)	(21)	(11)	(90)	(42)	(30)	(33)	(76)	(182)	(75)	(86)	(50)	(58)	(270)	(44)	(33)	(39)	(24)	(137)	(25)	(59)	
<i>Jeevansathi</i>															(47)					(1)			
<i>99acres</i>															(95)					(38)			
<i>Allcheckdeals+Shiksha+Brij</i>															(128)					(98)			
Headcount	951	1,030	1,095	1,205	1,205	1,267	1,379	1,501	1,656	1,656	1,798	1,794	1,723	1,676	1,676	1,562	1,494	1,536	1,555	1,555	1,635	1,761	

Recruitment Solutions comprise of Naukri.com+NaukriGulf.com+Quadrangle+Job Seeker Services+Firstnaukri
 Other Verticals comprise of Jeevansathi+99acres+allcheckdeals+Shiksha+Brij. Brij was launched in Aug, 07, Allcheckdeals in Nov, 07 and Shiksha in May, 08
 The figures stated above, are based on data which the Company believes is reliable and representative
 The figures are not audited or verified by any external agency.
 Q1 means the period April 1 to June 30
 FY means the financial year starting April 1 and ending March 31 of the subsequent year
 e.g. FY 2006-07 means the period April 1, 2006 to March 31, 2007