



Investor Presentation

February 2017



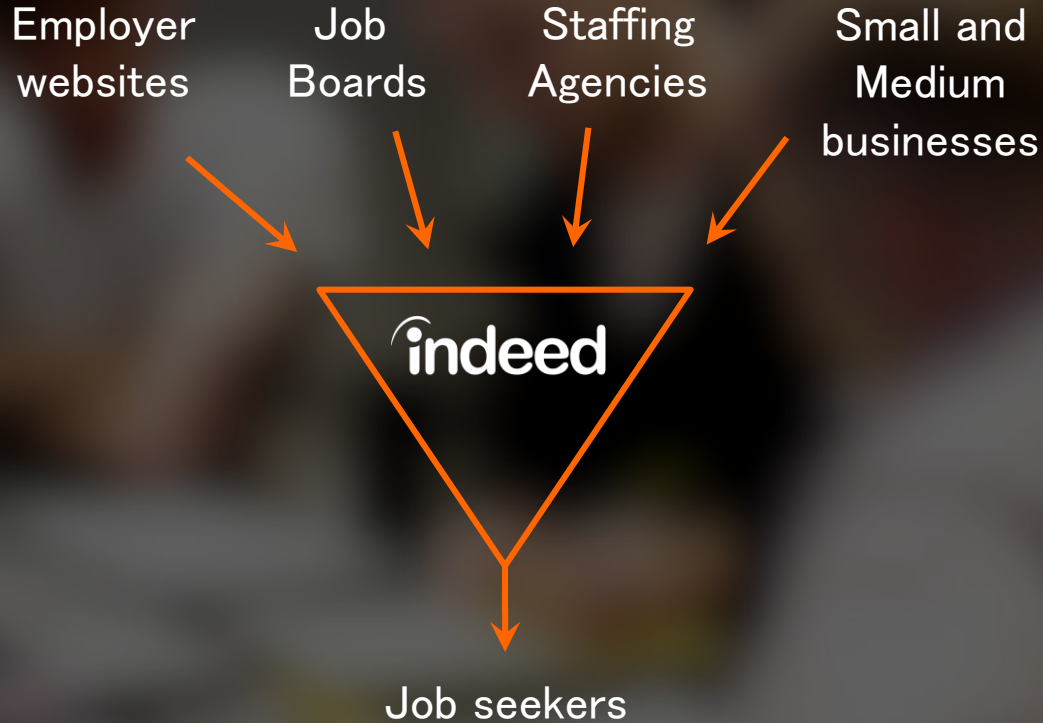
# Hisayuki Idekoba

CEO, Indeed Inc.



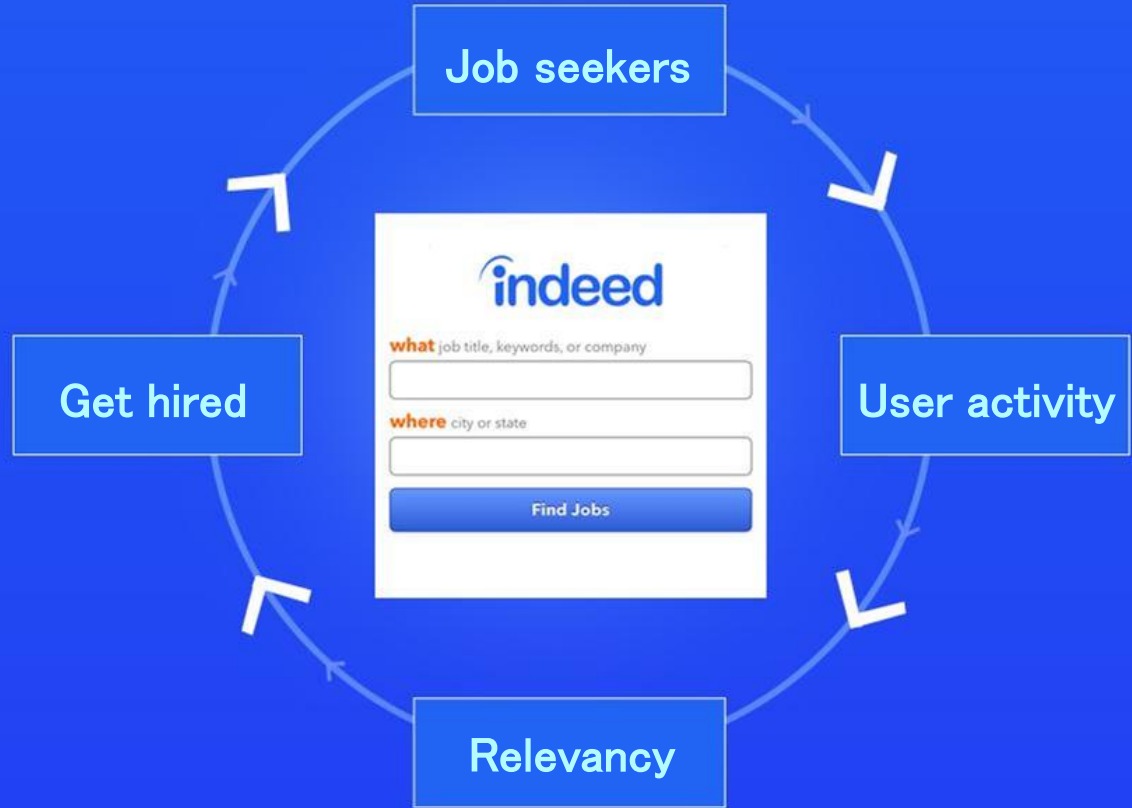


# Job Aggregation: “one search, all jobs”



**We help  
people  
get  
jobs.**

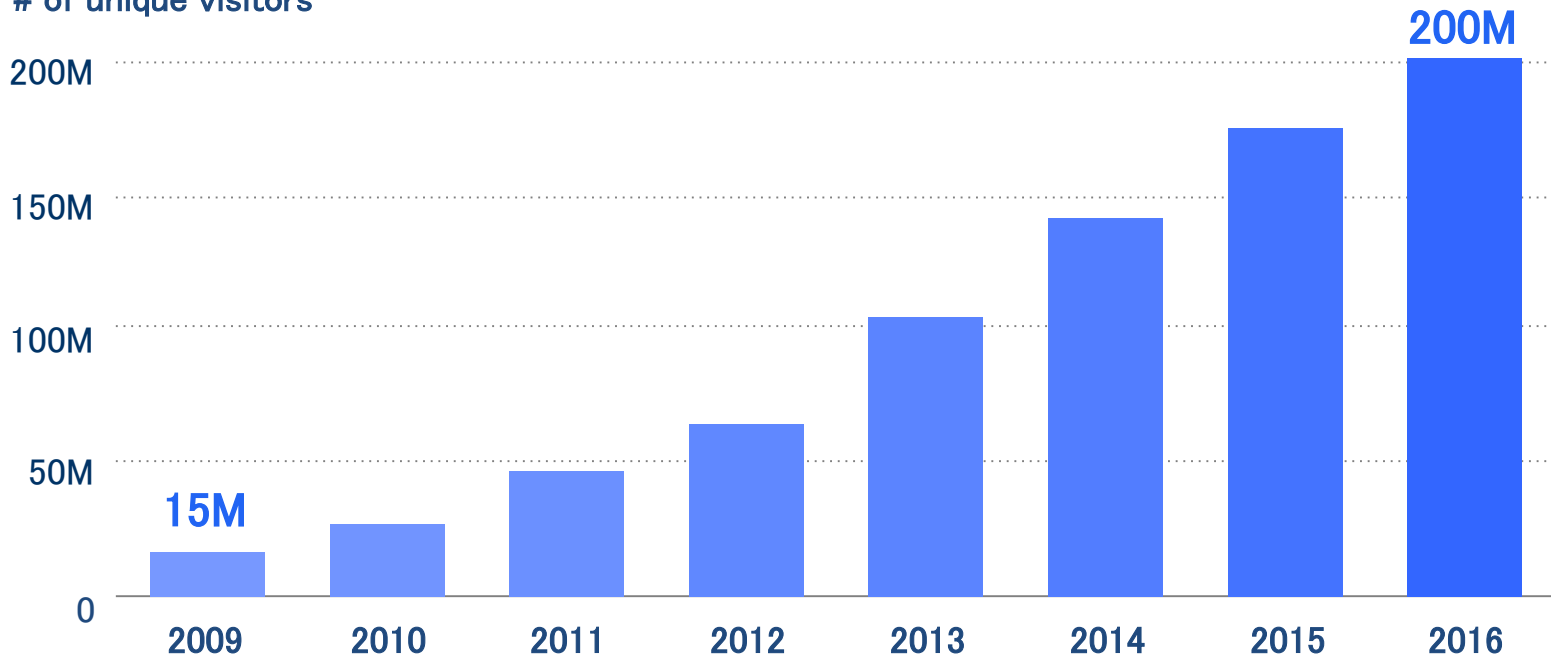
Job seekers trust  
Indeed to find the  
most relevant jobs for  
them



# More people find jobs on Indeed than anywhere else

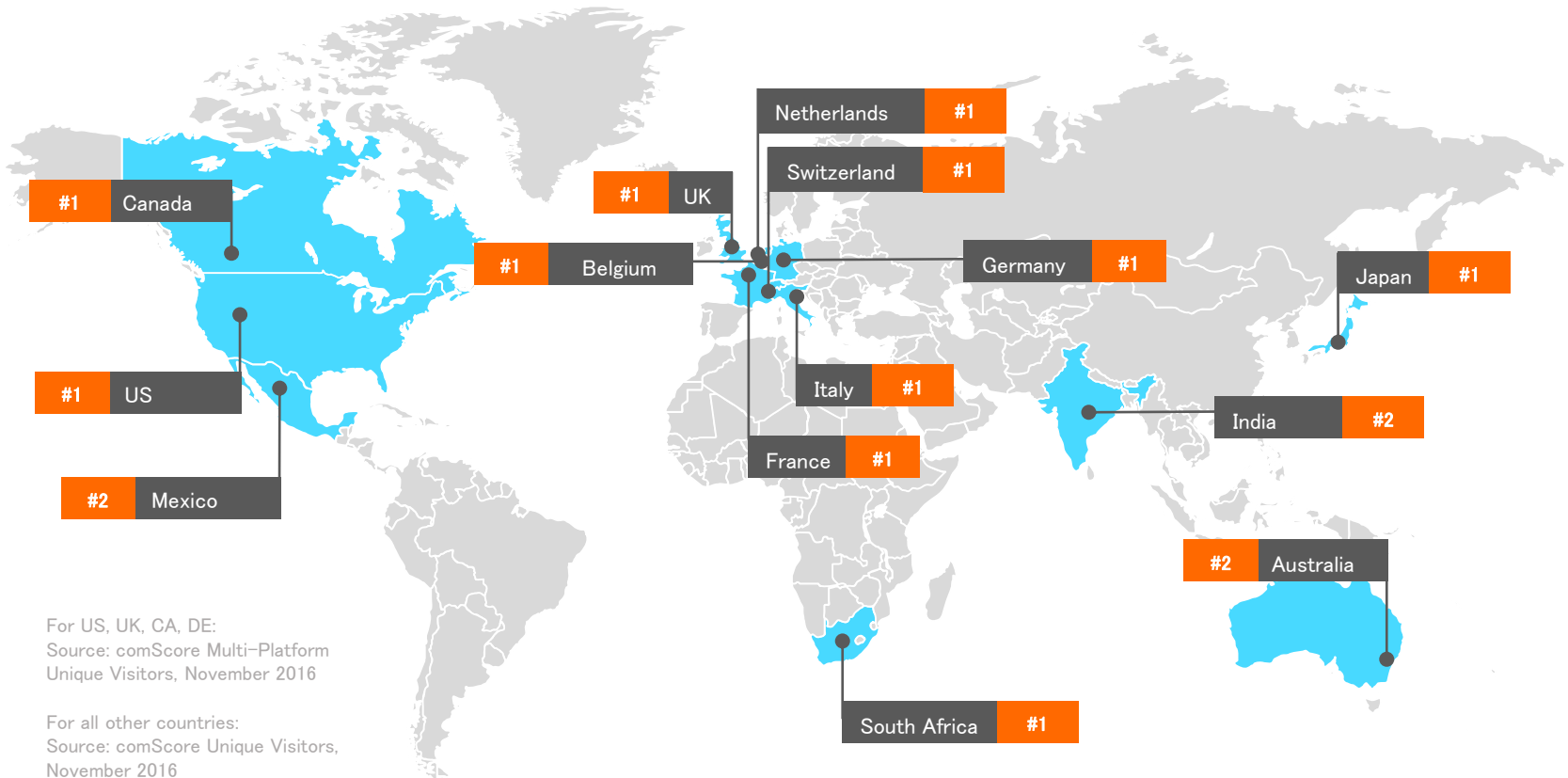
Indeed monthly unique visitors <sup>(1)</sup>

# of unique visitors



(1) Unique Visitors is the number of visitors per month excluding duplicate users in the counted period. Numbers listed represent peak calendar-month periods in each year. Source: Google Analytics

# Indeed is the leader in key markets around the world





# Technology is changing how people find jobs



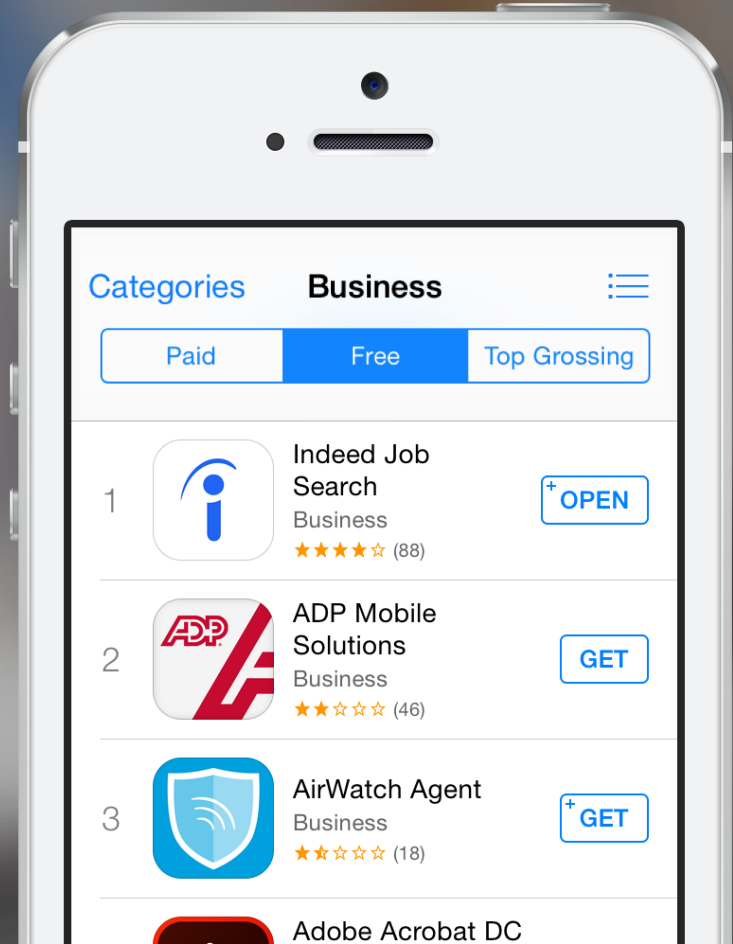
~100M+ downloads <sup>(1)</sup>



**#1** mobile job search app  
in **30+** countries <sup>(2)</sup>

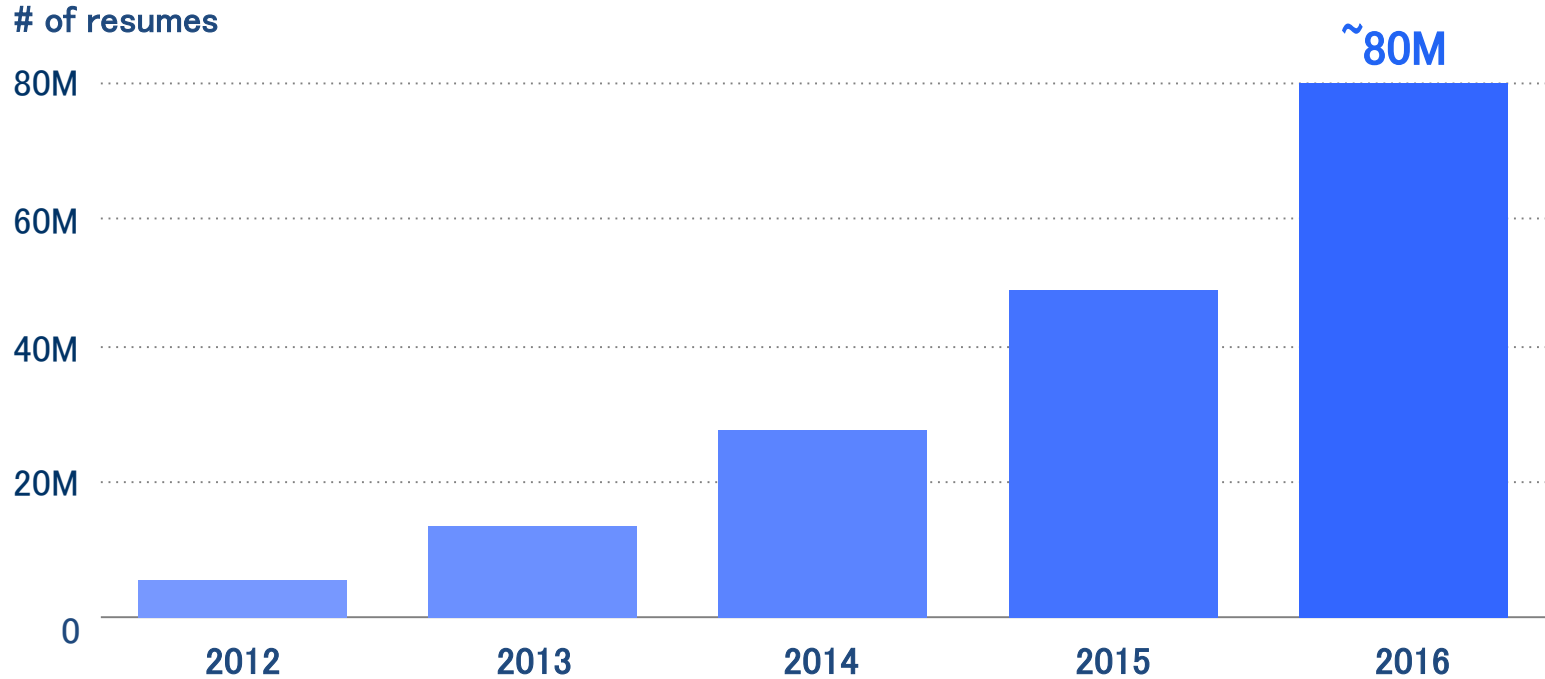
(1) Indeed data, Jan 2017

(2) Source: Business category, SimilarWeb, January 2017



# More people want to be found online

## Indeed Resume<sup>(1)</sup> growth

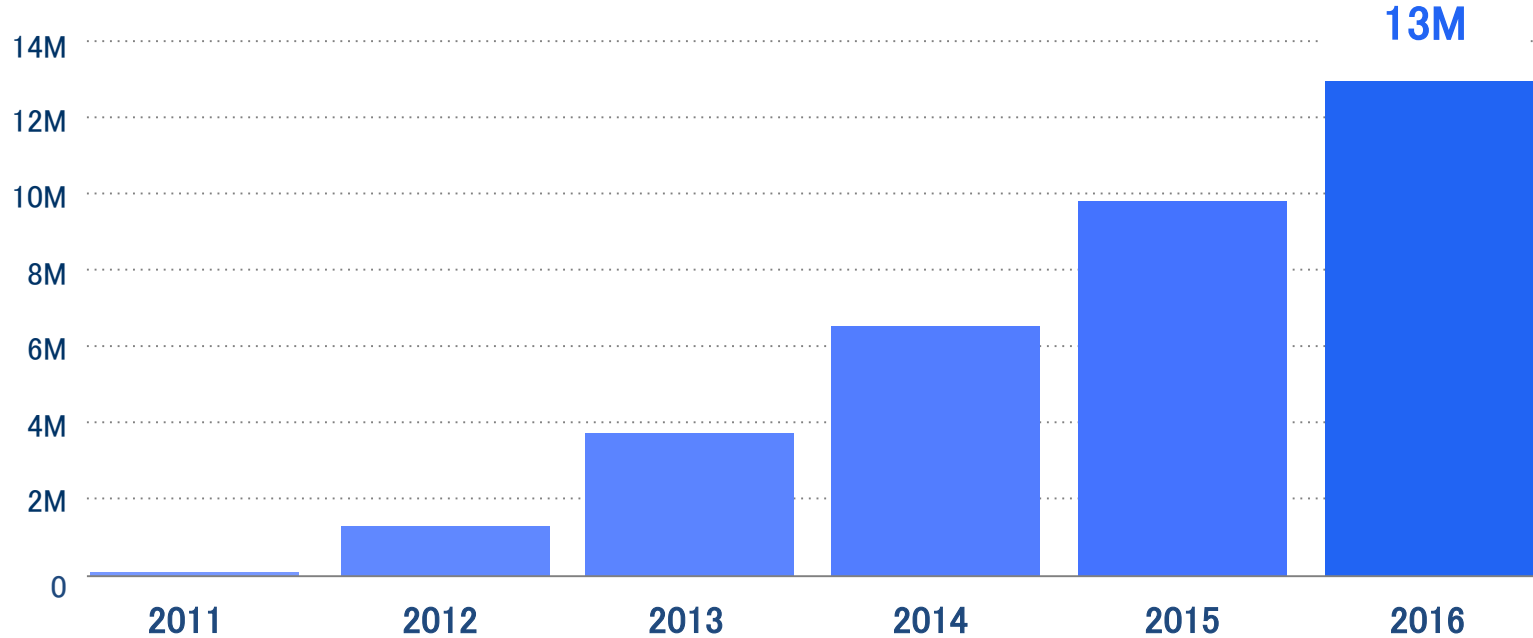


(1) Total number of searchable resumes on Indeed. Source: Indeed data, Dec 2016

# People want to share their experiences with employers

13 million reviews written

# of employer reviews



Source: Indeed data

# Indeed is the leading job site globally

**#1**

job site worldwide <sup>(1)</sup>

**200 million**

unique visitors per month <sup>(2)</sup>

**Ranked #1**

in 11 countries <sup>(3)</sup>

**~100 million+**

app downloads <sup>(4)</sup>

**#1**

external source of hires <sup>(5)</sup>

**80 million**

resumes <sup>(4)</sup>

**#1**

job search application <sup>(6)</sup>

**13 million**

employer reviews <sup>(4)</sup>

**60** countries,

**28** languages <sup>(4)</sup>



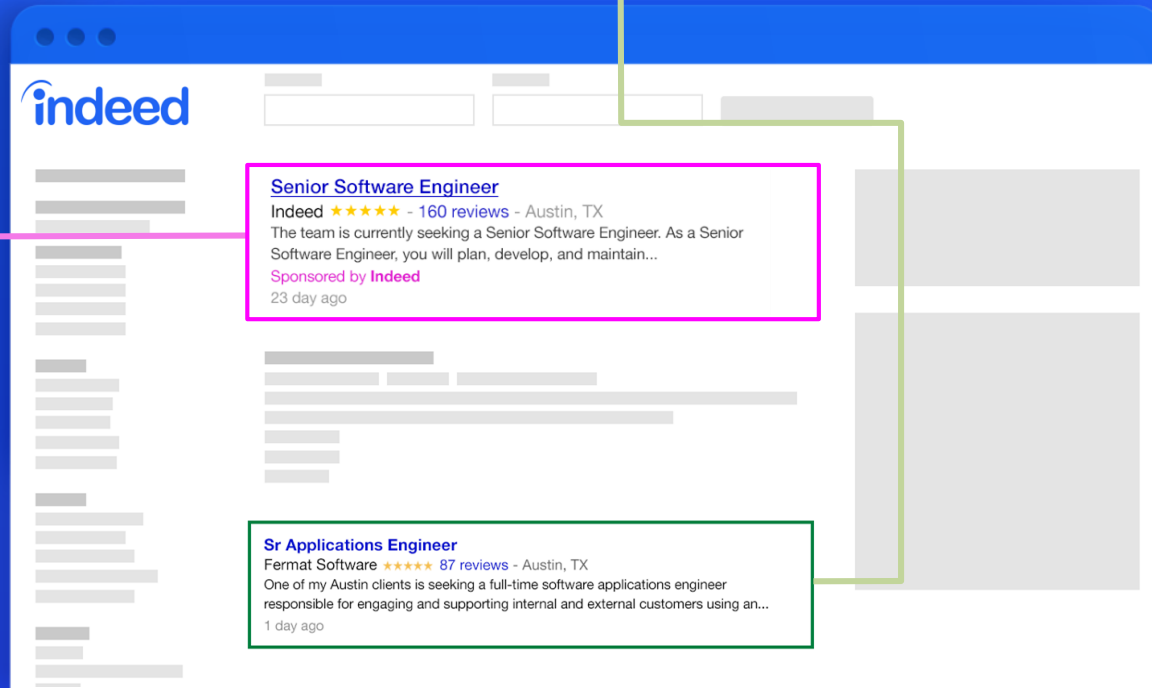
(1) comScore, Unique Visitors, Sept 2016; (2) Google Analytics, Unique Visitors, Sept 2016; (3) comScore, Unique Visitors, Nov 2016

(4) Indeed data Jan 2017; (5) Silkroad; (6) Business category, SimilarWeb

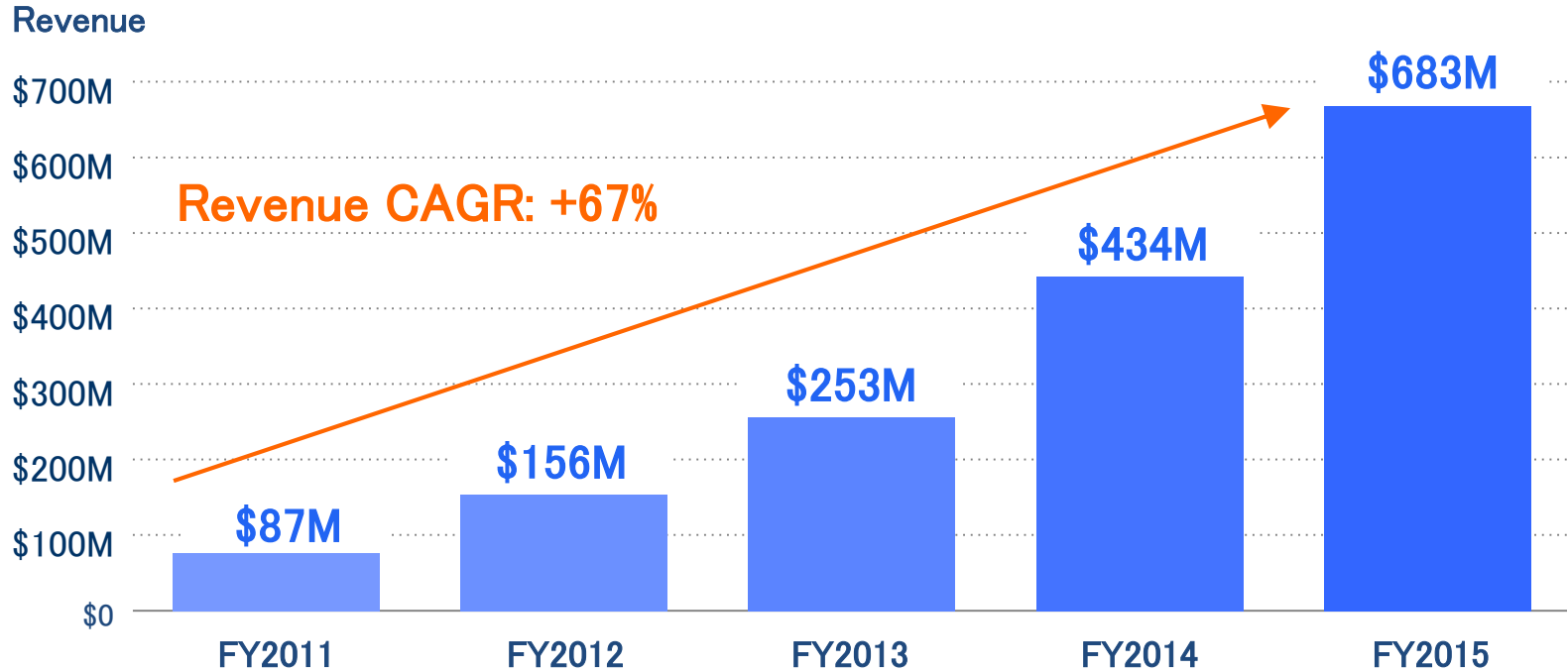
# Pay for results

Sponsored Jobs

General search results



# Revenue growth



Note: Differences in consolidation methodologies result in nominal differences between Indeed's indicated revenue and the reported Overseas Recruiting Operations revenue in the HR segment of Recruit Holdings Co., Ltd. consolidated results.



## Why employers love Indeed

**\$245 CPH**  
on Indeed compared to  
\$2,000 on traditional  
job boards



**74% lower CPH**  
Lowest cost-per-hire  
than the company  
average

**NOKIA**

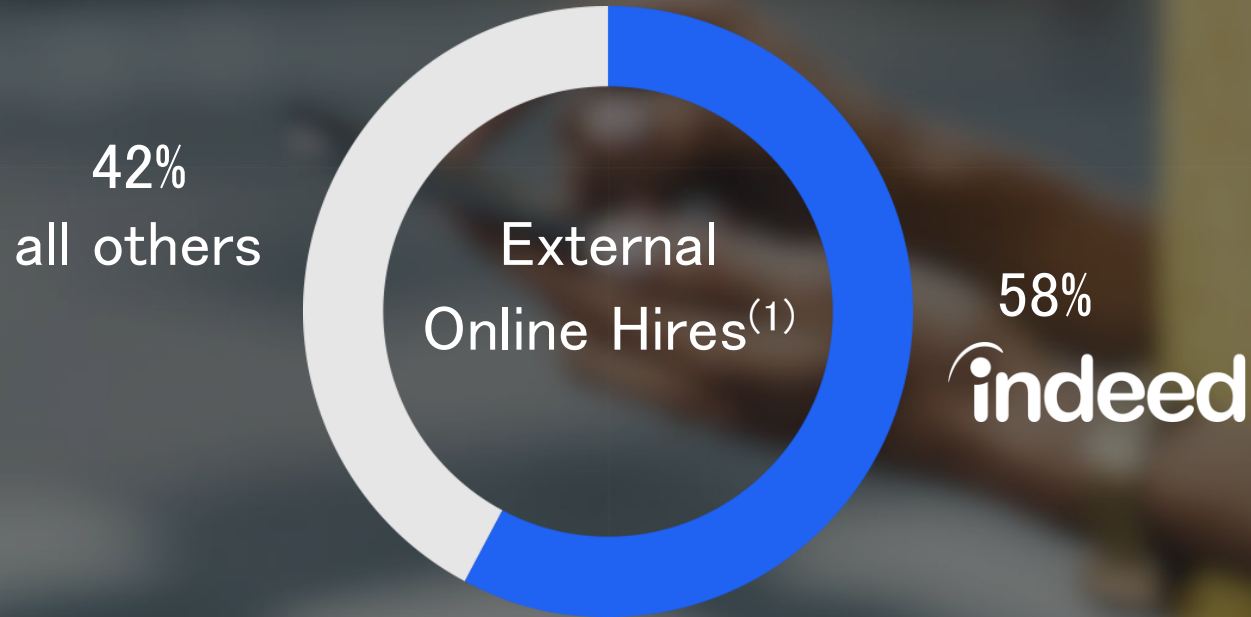
**938% increase**  
in click-through rates to  
jobs after sponsoring

**EQUIFAX**

**5 software engineer  
positions filled** in first  
3 months using  
sponsored jobs on Indeed

**GENERAL DYNAMICS**

# Success is measured in hires

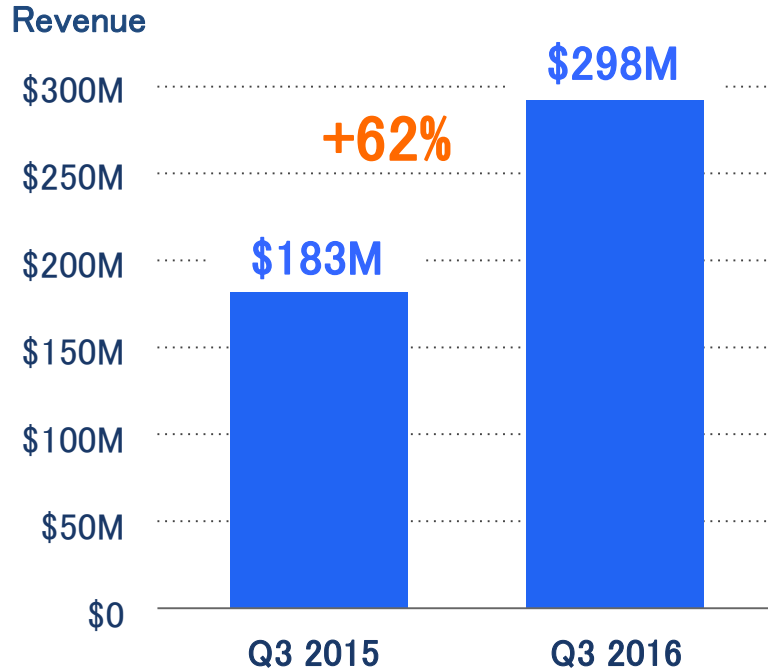


Competitors: CareerBuilder, Unspecified Job Board, Craigslist, LinkedIn, Monster, Glassdoor, SimplyHired, Seek.

(1) Source: SilkRoad 2016



# Third quarter 2016 financial performance

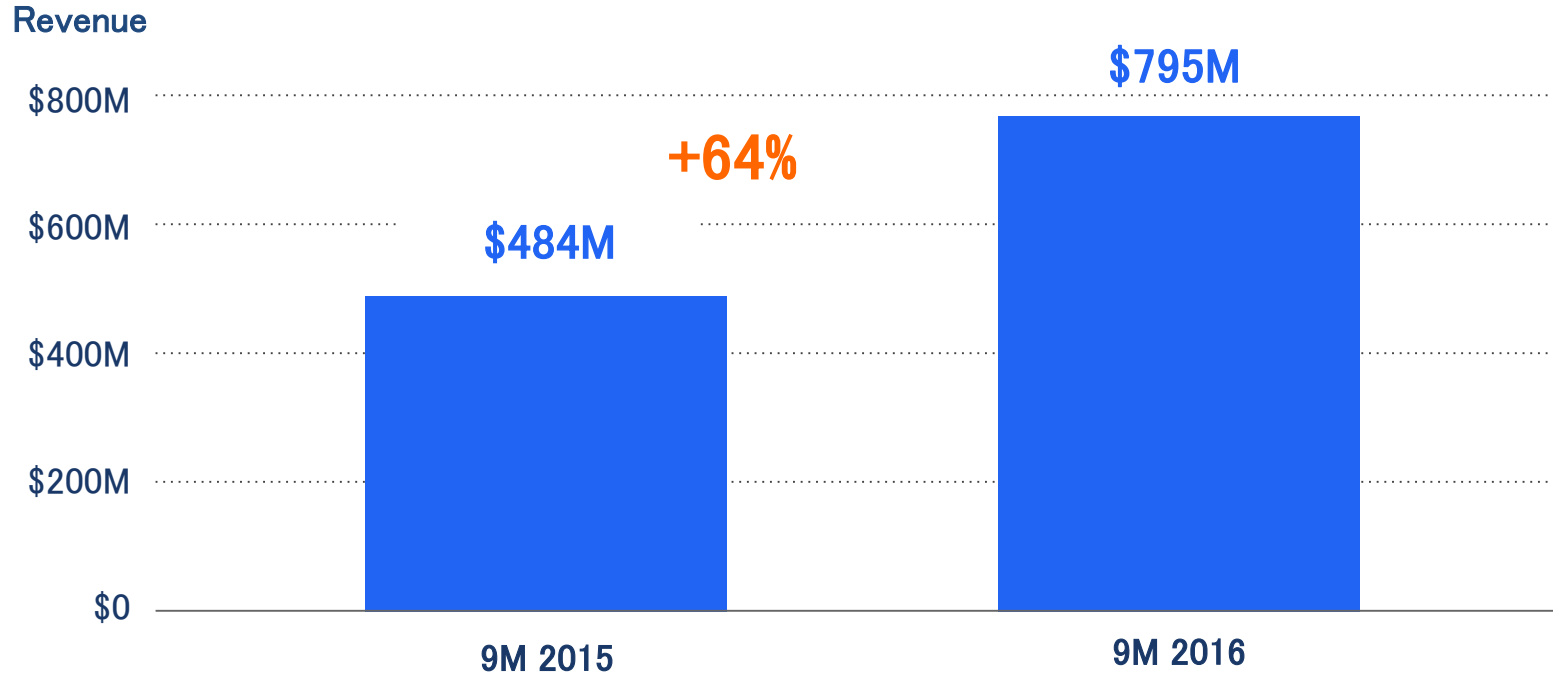


## Q3 2016 highlights

- Revenue +62% year over year
- New client acquisition and increased Non US revenue
- Growth in sales headcount

Note: Differences in consolidation methodologies result in nominal differences between Indeed's indicated revenue and the reported Overseas Recruiting Operations revenue in the HR segment of Recruit Holdings Co., Ltd. consolidated results.

# Nine month 2016 financial performance



Note: Differences in consolidation methodologies result in nominal differences between Indeed's indicated revenue and the reported Overseas Recruiting Operations revenue in the HR segment of Recruit Holdings Co., Ltd. consolidated results.

# Global reach

21 offices, 4,000+ employees



Source: Indeed data, Dec 2016

**We help  
people  
get  
jobs.**