



United Business Media

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UBM appoints Sanjeev Khaira to its Indian publishing and online business

Advances UBM's Indian growth ambitions with senior appointment

United Business Media Limited announces that Sanjeev Khaira has been appointed Managing Director (Print, Data & Online) of UBM's publishing and online operations in India. In his new role, Sanjeev Khaira will lead UBM's efforts to build a leading position for UBM in India's rapidly growing business-to-business media market, a market with enormous growth potential. The role is complementary to UBM's existing successful and fast-growing businesses in India - UBM India's exhibition business, CMPMedica's pharmaceutical and medical media business and PR Newswire's (news distribution) newly-established Mumbai operations.

Sanjeev Khaira is currently Publishing Director of Property Week and the Building Services Portfolio, one of UBM's most significant UK-based media businesses. He will transfer to UBM India's Head Office in Mumbai to take up his new role from 1 September 2008.

Sanjeev Khaira will report to CMP Asia, UBM's Hong Kong-based subsidiary. Announcing the appointment, Jimé Essink, Chief Executive Officer of CMP Asia said:

"UBM India is now one of UBM's fastest-growing revenue contributors, alongside our China business. UBM opened its first office in Mumbai back in April 2006 to support CMP Asia's first exhibition there and we now have offices in New Delhi, Bangalore and Chennai. In just two years, we have grown and invested in UBM's businesses in India substantially – we are now the country's largest commercial trade fair organiser. India continues to provide us with great opportunities for the future and we look forward to taking our Indian business forward in print and in online media, building on our strong local market presence and customer base, our innovative team and by harnessing our global talents and capabilities. I am confident that Sanjeev will make a great success of advancing our focused growth in India."

Sanjeev's success has been widely recognised by his peers in the UK publishing market and in the last two years, both Property Week and Building Services Portfolio have both been named as the PPA weekly and monthly magazines of year; Sanjeev was also recognised in this year's awards as the UK's B2B Publisher of the year. Under his leadership, Property Week has secured its position as one of the leading B2B brands in the UK and has spawned a number of highly profitable and creative brand extensions.

In his new role, Sanjeev will report into Michael Duck, Senior Vice-President of CMP Asia. Sanjeev's brief will include organic launches, acquisitions as well as geo-cloning and brand extensions of appropriate UBM brands into this market – print, online, data, conferences and awards. He will work closely together with M. Gandhi, Managing Director for UBM India

