

October 11, 2024

To,

<b>BSE Limited</b> Department of Corporate Services Listing Department P J Tower, Dalal Street, Mumbai - 400001 <i>Scrip Code: 535648</i>	<b>National Stock Exchange of India Limited</b> Listing Department Exchange Plaza, Plot no. C/1, G Block, Bandra-Kurla Complex, Bandra (East), Mumbai - 400051 <i>Scrip Symbol: JUSTDIAL</i>	<b>Metropolitan Stock Exchange of India Limited</b> 205(A), 2 <sup>nd</sup> Floor, Piramal Agastya Corporate Park, L.B.S Road, Kurla (West), Mumbai - 400070 <i>Scrip Symbol: JUSTDIAL</i>
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Dear Sir/Madam,

**Sub: Investor presentation on Unaudited Financial Results for the quarter ended  
September 30, 2024**

The presentation to analysts / investors on the financial performance of the Company for Financial Results of the Company for the quarter ended September 30, 2024 is enclosed herewith.

Kindly take the same on record.

Thanking you,

Yours truly,

For **Just Dial Limited**

**Manan Udani**  
**Company Secretary**

Encl: as above

**Just Dial Limited**

CIN NO: L74140MH1993PLC150054

Registered & Corporate Office : Palm Court Building M, 501/B, 5th Floor, New Link Road, Besides Goregaon Sports Complex, Malad West, Mumbai - 400064

Tel.: 022-28884060 E-mail : investors@justdial.com

Mumbai, Delhi, Kolkata, Chennai, Bangalore, Pune, Hyderabad, Ahmedabad, Coimbatore, Jaipur and Chandigarh

☎ 088888-88888 | www.justdial.com

# CORPORATE PRESENTATION

October 2024



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Any information provided in this presentation is subject to change without notice.

Q2 FY25 means the period Jul 1, 2024 to Sep 30, 2024

FY25 or FY 24-25 or FY 2025 means the Financial Year starting Apr 1, 2024 and ending Mar 31, 2025



# BUSINESS OVERVIEW



# COMPANY OVERVIEW

Justdial's services connect sellers of products & services with potential buyers/ users



High user engagement, 150.3 million ratings & reviews



198.0 million quarterly unique visitors in Q2-FY25



Database of 46.2 million listings



Scalable and profitable business model



598,430 active paid campaigns



Figures as on Sep 30, 2024

## KEY STRENGTHS

- ❑ First Mover Advantage in Indian Local Search Market
- ❑ Strong Brand Recognition with 198.0 million unique quarterly visitors^ in Q2 FY25 (181.3 million in Q1 FY25)
- ❑ Comprehensive database of 46.2 million listings
- ❑ Attractive Value Proposition For Local SMEs
- ❑ Experience and Expertise in Local Indian Market
- ❑ Advanced and Scalable Technology Platform
- ❑ Efficient & Profitable Business Model
- ❑ Strong & Experienced Management Team
- ❑ Strong Financial Profile, Prepaid Model

^ Unique visitors are aggregated across various mediums – Voice, Desktop/ PC, Mobile; these may not necessarily be mutually exclusive



# NATIONWIDE PRESENCE



Nationwide coverage, branches in 11 cities across India



Corporate Headquarters in Mumbai, Technology operations in Bengaluru



4,744 employees in tele-sales, 5,440 feet-on-street salesforce



On-the-ground presence in 250+ cities pan India, covering 11,000+ pin codes




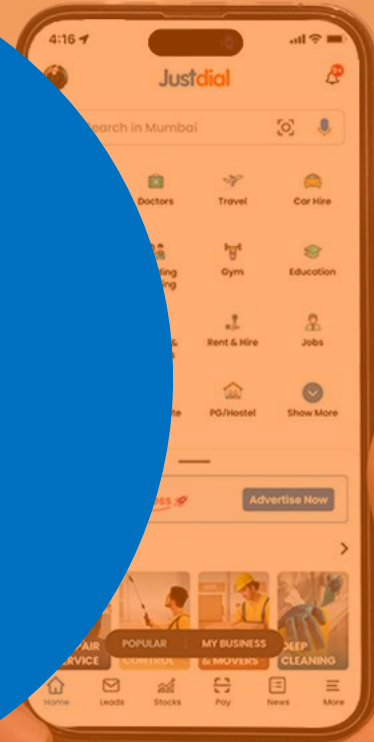
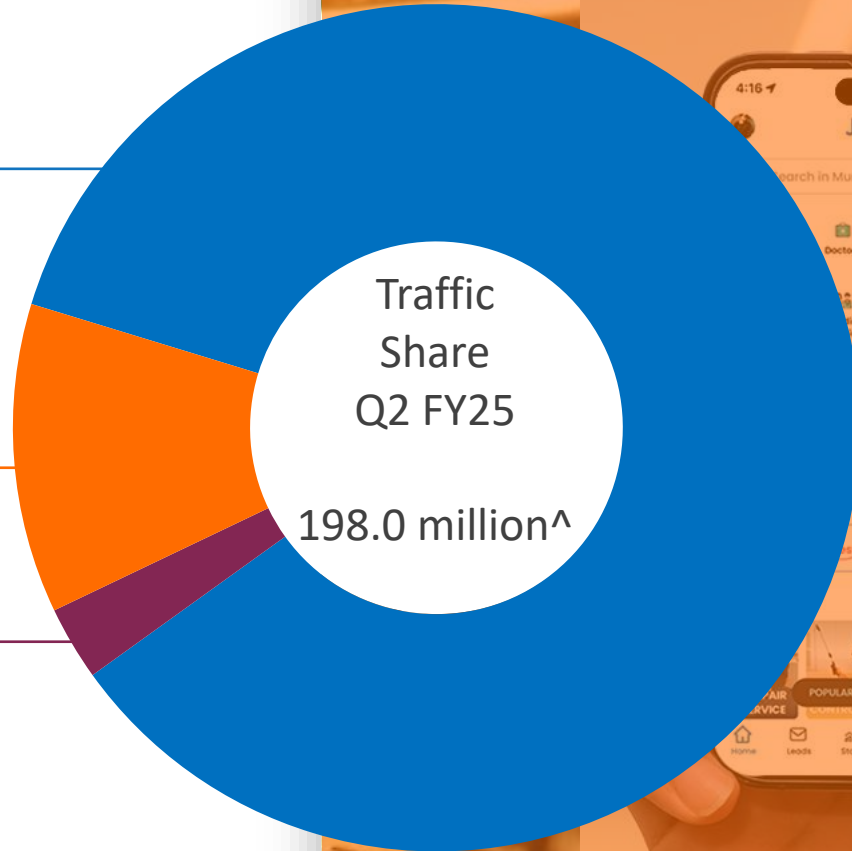


# PLATFORMS

 **85.4%**  
MOBILE  
Mobile Site & Apps

 **11.8%**  
DESKTOP/ PC  
www.justdial.com

 **2.8%**  
VOICE  
88888-88888



^ Unique visitors are aggregated across various mediums – Voice, Desktop/ PC, Mobile; these may not necessarily be mutually exclusive



# MOBILE

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Android & iOS Apps

Predictive Auto-Suggest

Company, Category, Product Search

Map View of Category Search

Location Detection

Voice Search

App Notifications

JD Pay

Maps & directions

Location-based search service

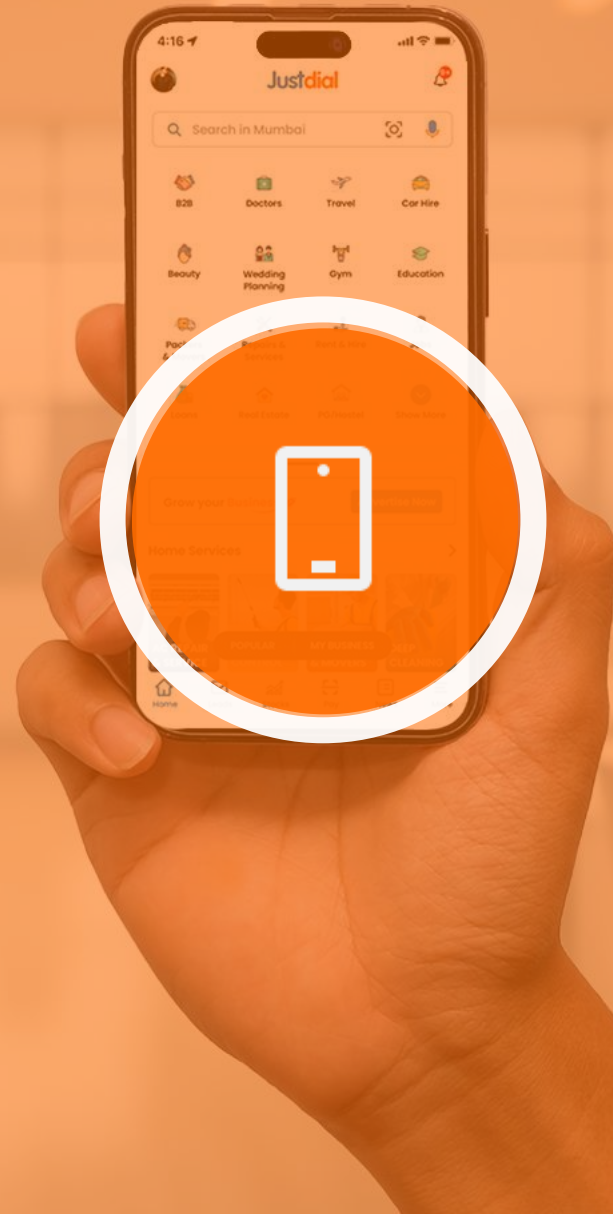
Ratings & Reviews

Friends' Ratings

Real-time Performance tags for listings

Catalogues

Search Plus



# WEBSITE

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Predictive Auto-Suggest

Company, Category, Product Search

Location Detection

Maps & directions

Operating hours

Business logos

Pictures & videos

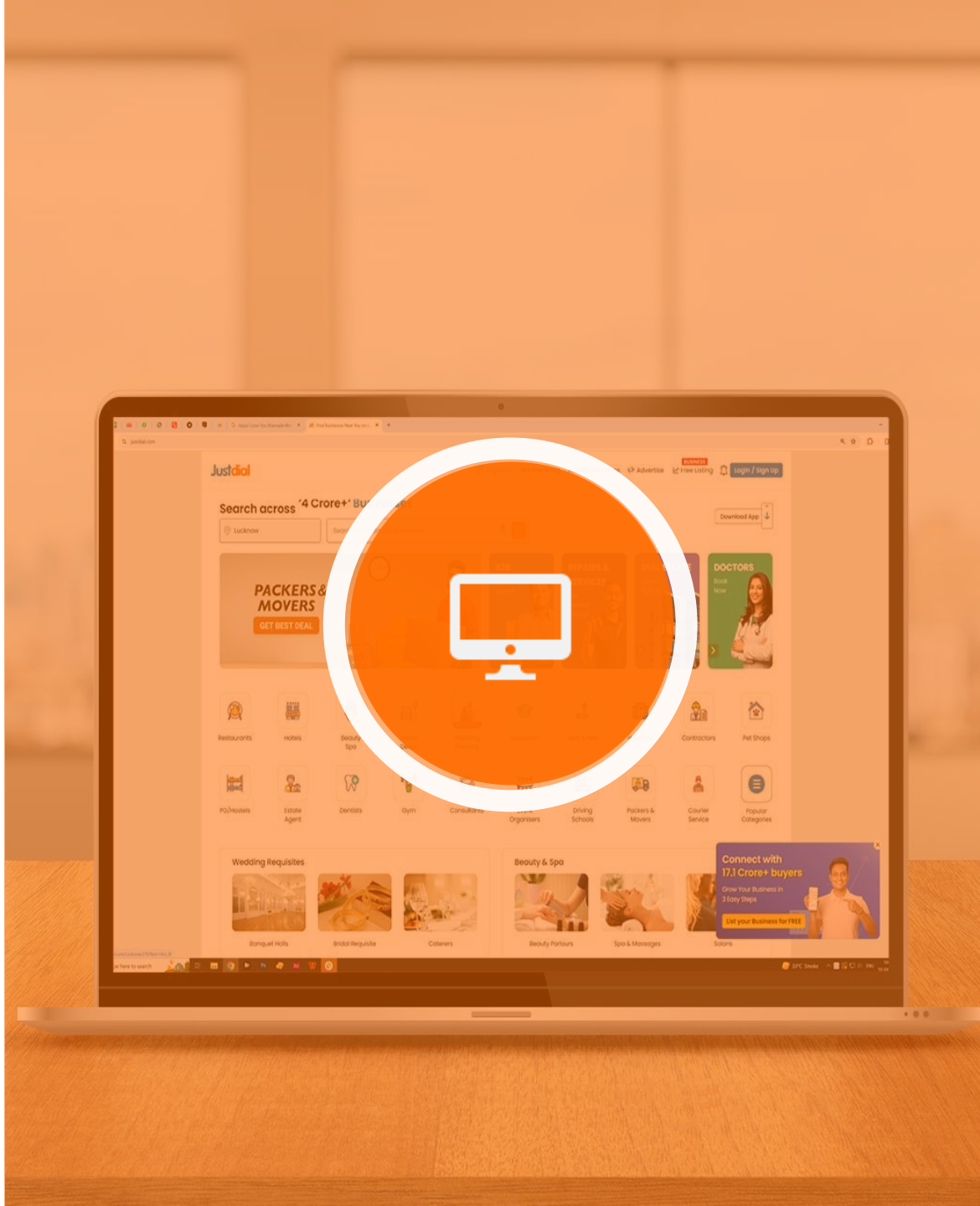
Ratings & reviews

Friends' Ratings

Catalogues

Search Plus

Popular Category Searches



# VOICE

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 888888-888888

Operator-assisted Hotline Number

One number across India

24 Hours a day x 7 Days a week

Multi-lingual support

Zero-ring Pickup

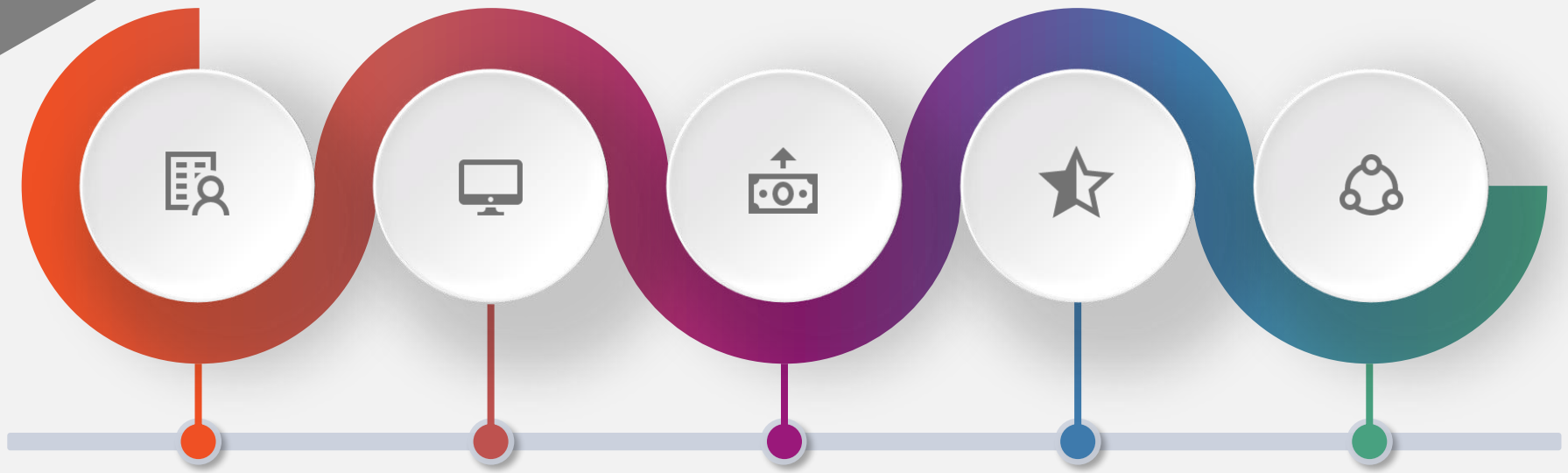
Personalized Greeting

Multiple queries in one call

Instant WhatsApp, SMS & Email



# VALUE PROPOSITION FOR SMEs



## LISTING

Every SME should be listed on Justdial - India's leading local search engine & online marketplace

## OWN WEBSITE

Justdial can create websites for SMEs instantly, which are mobile-ready, dynamic & have transactional capabilities

## PAYMENTS

SMEs can accept digital payments from their customers - via JD Pay, an online payment mechanism

## RATINGS

Ratings are key to users' decision-making, JD Ratings tool helps SMEs gather more ratings & reviews

## REACH

With curated content including Cataloguing, Deals & Vouchers, Service Cards and Analytics, JD platform provides great visibility to businesses

# USER ENGAGEMENT



150.3 million Ratings & Reviews

Mobile-verified, unbiased ratings

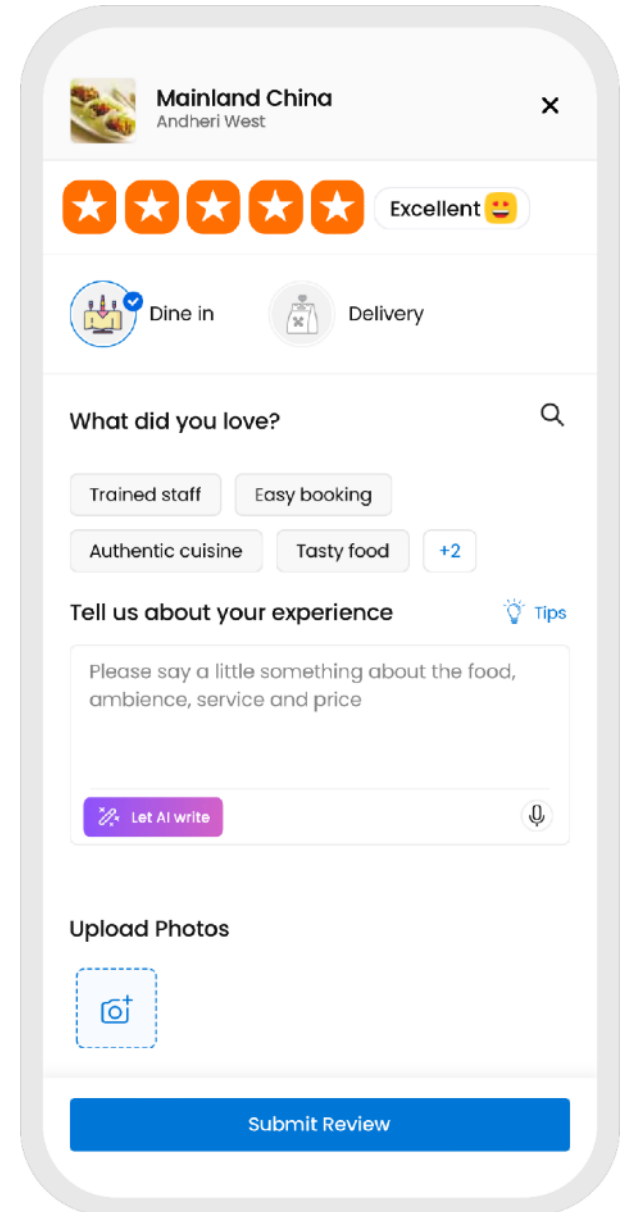
Intelligent tags to capture experiences

Friends' Ratings

5-Point Rating Scale

Photos Upload with Review

Robust Audit Mechanism

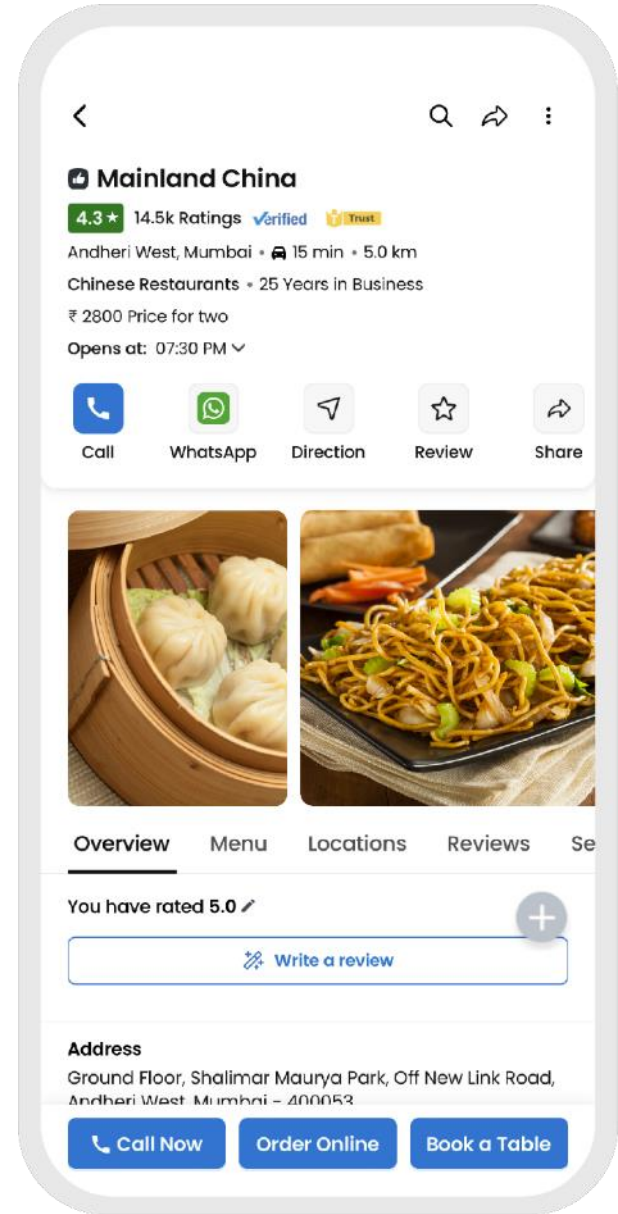
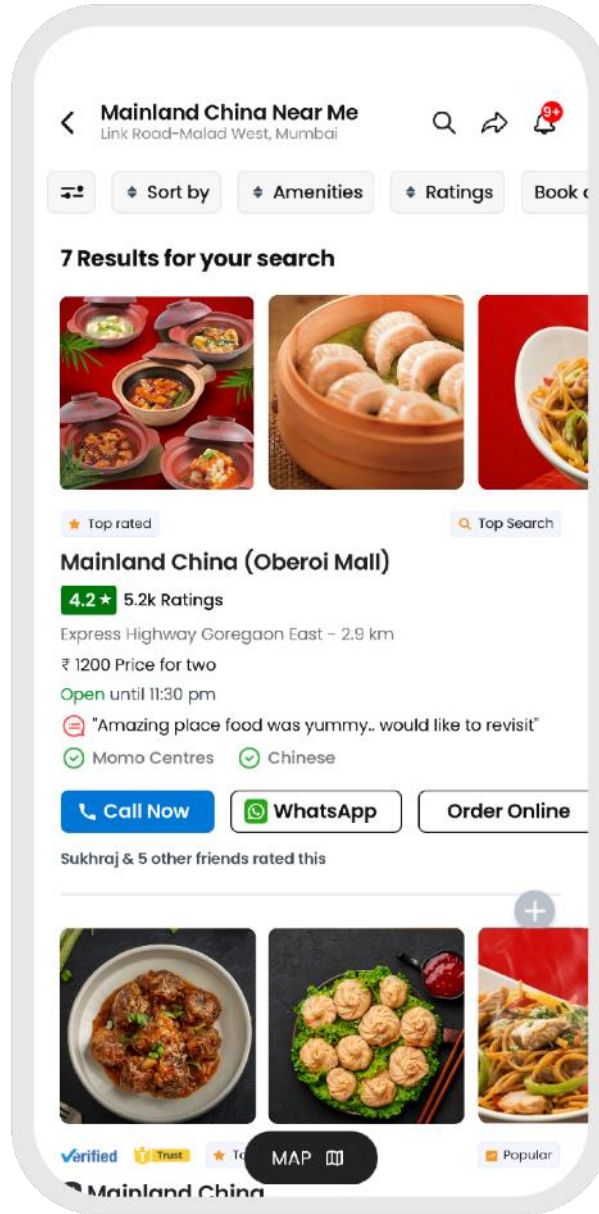
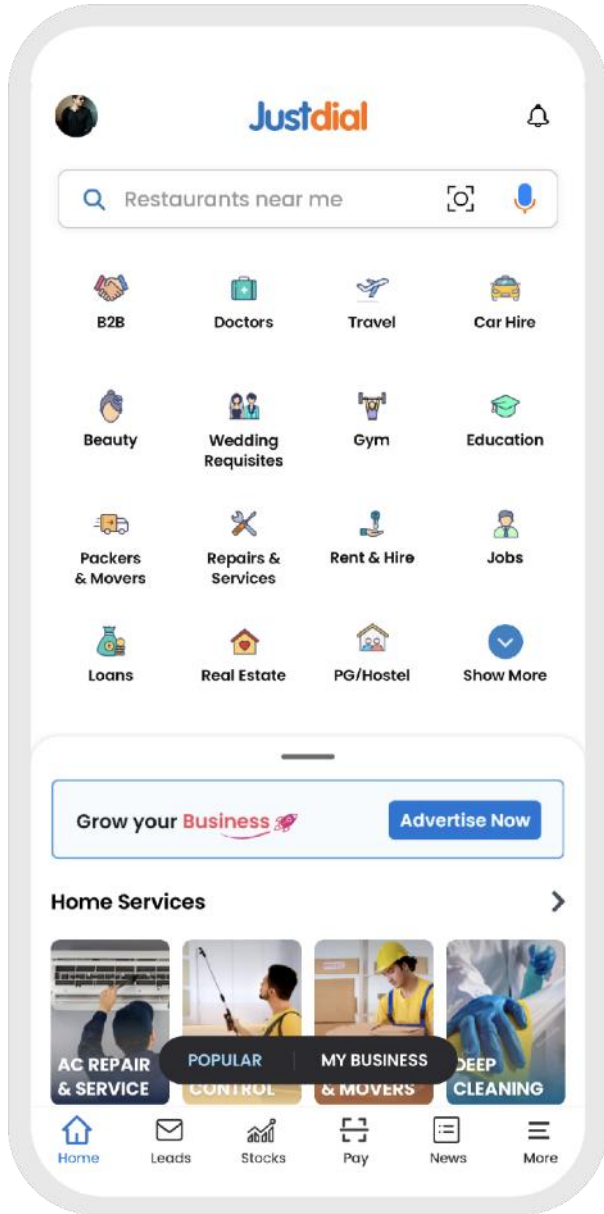






## PRODUCT OVERVIEW





General Physician Doctors  
Link Road-Malad West, Mumbai

Dr. Asmita D Chaturvedi Call

Sort by Book Appointment Available Now

26.9k Results for your search

**Rich & Famous Celebrity Clinic**  
4.1 ★ 10 Ratings  
1st Cross Road Anaheri West - 5.1 km  
Opens at 10:00 am tomorrow  
"Rich & Famous Celebrity Clinic is an excellent choice for an..."  
Responds in 2 hrs • 175 Enquiries

Call Now WhatsApp Send Enquiry

Rahul Shukla Ios & 2 other friends rated this

**Healthholistic Wellness Simo...**  
4.5 ★ 100 Ratings  
New Link Road Anaheri West - 5.7 km  
4 Years in Healthcare  
Opens at 10:00 am tomorrow  
"Experience top-notch holistic wellness at Healthholistic Wel..."  
44 Enquiries

Call Now MAP Send Enquiry

Dr. Ashish Agrawal The Heart Clinic  
4.5 ★ 134 Ratings Verified  
Bhandup West, Mumbai • 35 min • 11.6 km  
Service Provider • 17 Years in Healthcare  
Response time: 5 mins • 27 enquiries answered

Call WhatsApp Direction Review Share

Do you recommend this business?  
Yes No Maybe

Overview Health Packages Reviews Serv

**Health Packages**

CBC Test ₹188 - ₹200	Thyroid Profile Test ₹380 - ₹400
-------------------------	-------------------------------------

View All

Photos Upload Photos

Call Now Enquire Now WhatsApp

Dr. Sangeeta Gomes (Fortis Hospital)  
4.7 ★ 1.4k Ratings  
Bannerghatta Road, Bangalore  
Gynaecologist & Obstetrician Doctors  
MD (Obstetrics & Gynecology) • 23 Years in Healthcare  
Available Now: until 8:30 pm  
Practicing at: 4 Locations

Call Message Direction Review Share

Overview Locations Reviews Services

You have rated 5.0 Write a review

**Business Summary**  
Gynaecologist & obstetrician offering comprehensive healthcare services and compassionate patient care for women's health.

**Address**  
No.154/9, Bannerghatta Road, Bangalore - 560076 (Opposite IIMB)  
Direction Copy

Call Now Enquire Now

# JD Mobile



## The Neha Salon & Academy

4.7 ★ 2.1k Ratings Verified Trust

Goregaon West, Mumbai • 8 min • 2.7 km

Service Provider • 35 Years in Business

128 enquiries answered

Open Now: until 8:30 pm



Call



WhatsApp



Book Now



Direction



Review



Overview Catalogue Reviews Services

You have rated 5.0



Write a review

### Business Summary

Beauty parlour offering services such as hair styling, hair cut, hair spa, basic makeup and party makeup.

Call Now

Enquire Now

WhatsApp

The Neha Salon & Academy

Overview Catalogue Reviews Services



Search catalogue

### Hair Colour Services (3)

Colour Highlights For Women

₹6,000

Session

View Details

Crown Highlights For Women

₹3,500

Session

View Details

Loreal Global Hair Colour (Any Length) + Hair Wash + Blow Dry For Women

₹6,000

Session

View Details

### Nail Art Services (2)

Gel Polish For Women

₹650

Call Now

Enquire Now

Chat



Catalogue

Enrich Salon

Overview Locations Reviews Services

### Services

- Mehendi
- Home Services Offered
- Ear Piercing
- Bridal Mehandi
- Basic Mehandi

View All Services

### Highlights from the Business



Nail Art



Manicure



Pedicure



Facial

### Key Insights

What users liked

- Many customers praised the service and professionalism of the staff, especially senior stylists like Rakesh, Yuvraj, and Irfan.
- The salon is clean and hygienic with a pleasant ambiance.
- Some users appreciated the complimentary coffee and water provided by the salon.

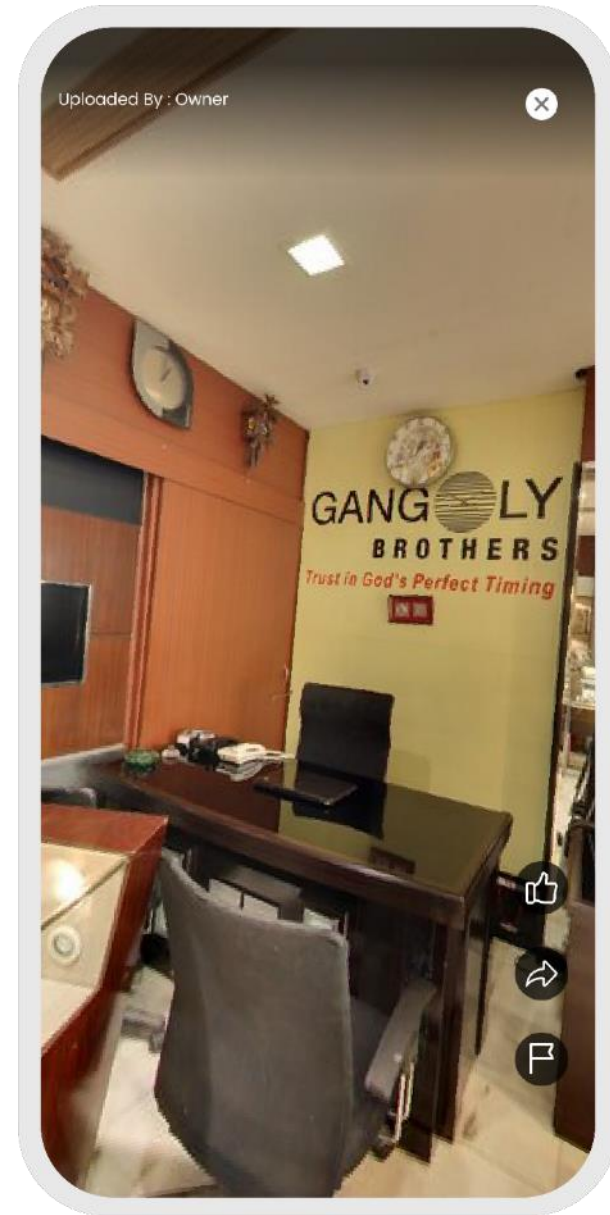
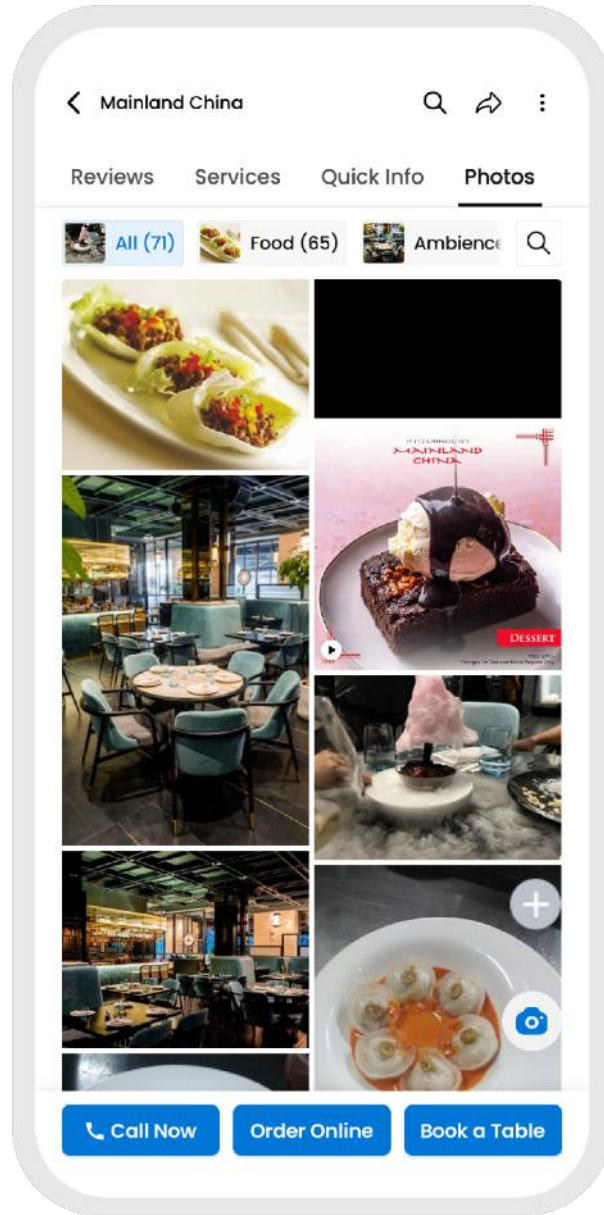
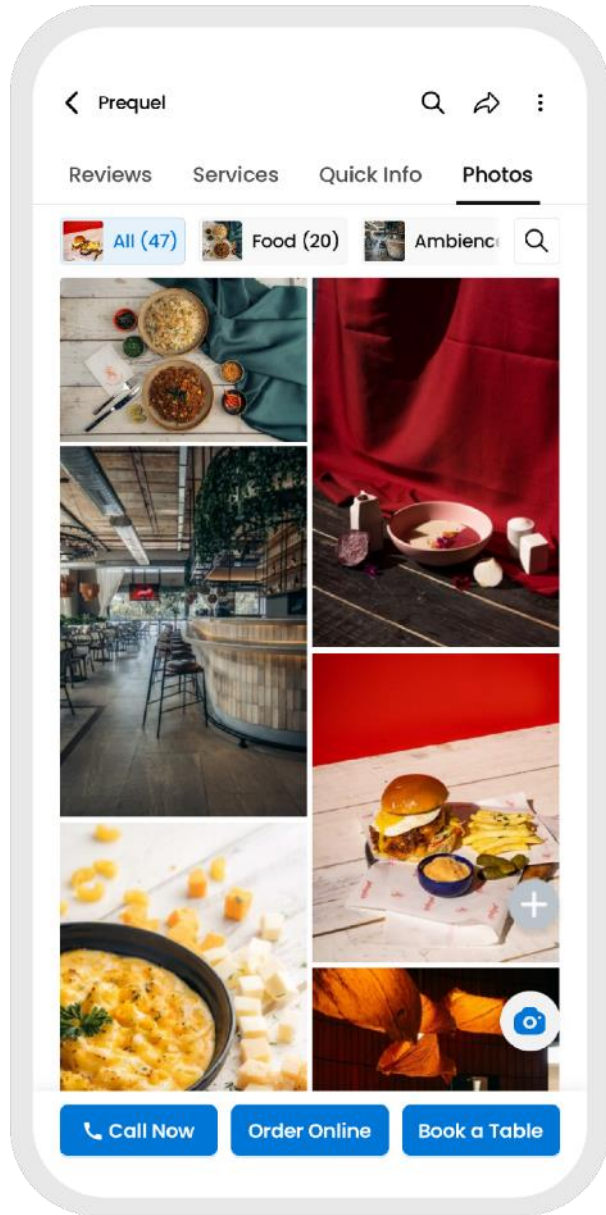
Call Now

Enquire Now

Chat



# JD Mobile



# Voice Search

Listening.....

Mainland China restaurant



## Mainland China

4.3★ 14.5k Ratings Verified Trust

Andheri West, Mumbai • 15 min • 5.0 km

Chinese Restaurants • 25 Years in Business

₹ 2800 Price for two

Opens at: 07:30 PM



Call



WhatsApp



Direction



Review



Share



Overview

Menu

Locations

Reviews

Se

You have rated 5.0



[Write a review](#)

### Address

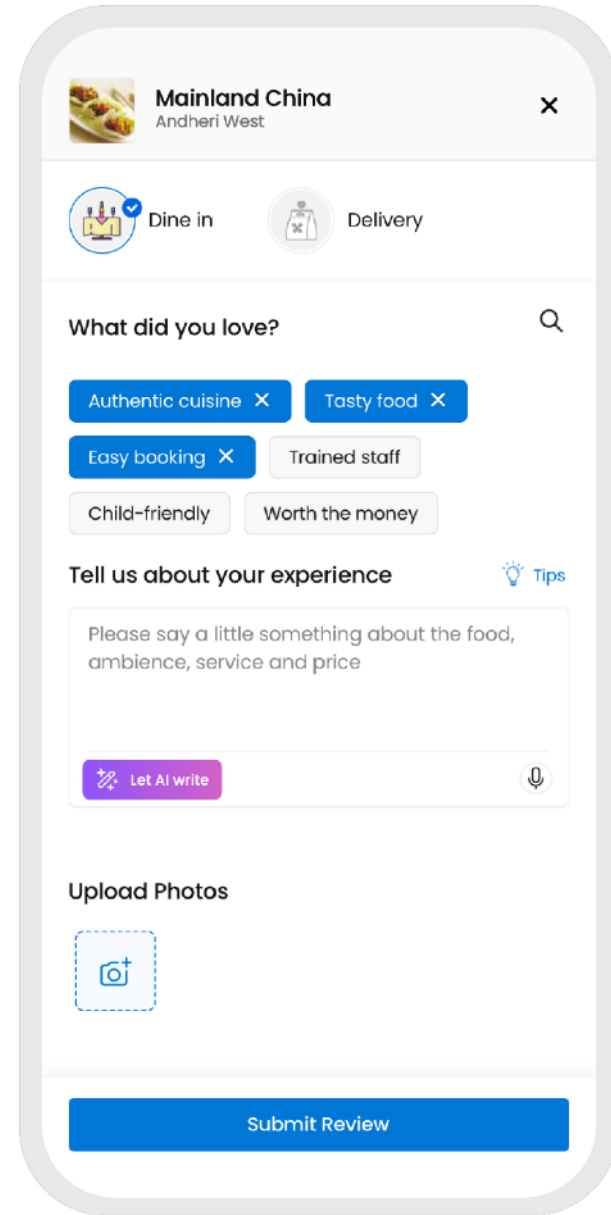
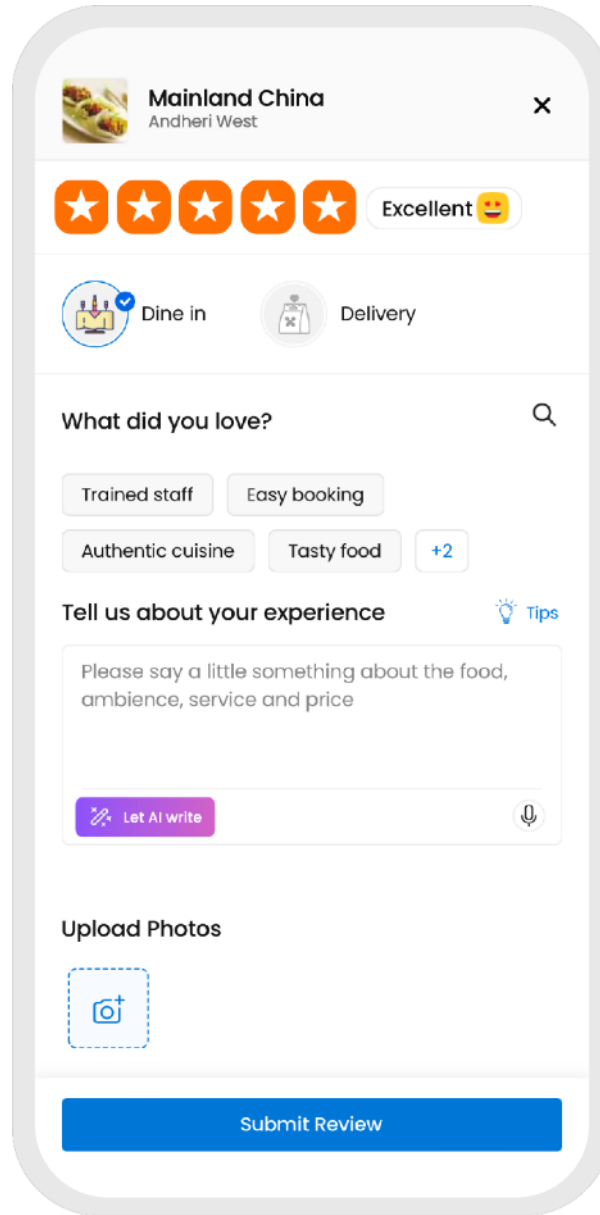
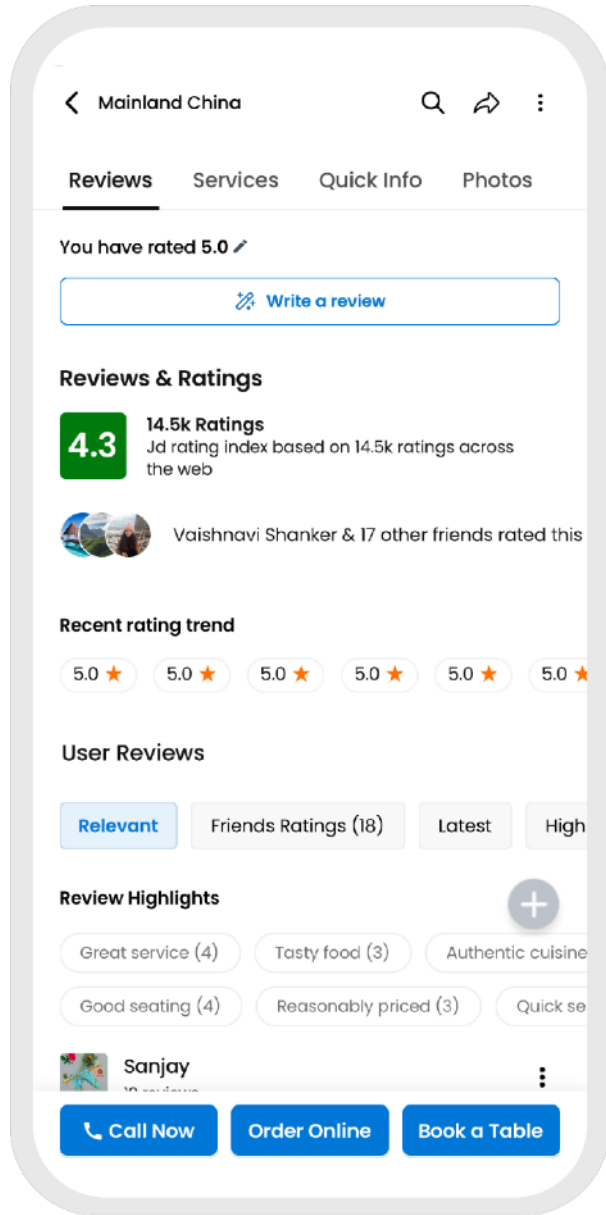
Ground Floor, Shalimar Maurya Park, Off New Link Road,  
Andheri West, Mumbai - 400053

Call Now

Order Online

Book a Table

# Enhanced Ratings & Reviews System





# Review Insights

## Key Insights

### What users liked

- Many customers mentioned that the food at Persian Darbar is delicious and offers a good variety of Mughlai cuisine.
- Some reviews highlighted the friendly staff and good service at the restaurant.
- The ambiance of the restaurant was praised by several reviewers, with mentions of it being grand and royal.

[More](#)

### What can be improved

- The limited space in the washroom was a drawback for some customers.
- A few reviews expressed dissatisfaction with slow service or high prices in relation to food quality.
- Parking space near the restaurant was not available due to its location on a main road.

\*BETA VERSION - Likes and suggested improvements are based on the reviews across the web

## Reviews & Ratings

**4.1** 14,246 Rating

Jd rating index based on 14246 ratings across the web

### Start your Review



### Recent rating trend



### User Reviews

Relevant Latest High to Low

 **Kashish Narula**  
27 reviews

02 Feb 2023



< Leopold Cafe & Bar   

Overview Menu Reviews Services Qui

### Key Insights

#### What users liked

- The cafe has a great and pleasant ambiance
- The staff is friendly and attentive
- The food is delicious and flavorful, with a variety of options


[More](#)

#### What can be improved

- Some customers mentioned that the customer service was disappointing, with arrogant and careless staff members
- Another review mentioned that the prices were high, although portion sizes were good

Likes and suggested improvements are based on the reviews across the web

### Reviews & Ratings

**4.3** 45.2k Ratings  
Jd rating index based on 45.2k ratings across the web 

 Mansi Jd & 1 other friends rated this

### Recent rating trend

[Call Now](#) [Order Online](#) [Book a Table](#)

## Search across '4.4 Crore+' Businesses

Mumbai

Search in Panchmahal



Download App



**Manage & Pay bills In One Click**

Pay Now

Mobile Recharge  
Start your payments

Electricity Bill  
Start your payments

**B2B**  
Quick Quotes

**REPAIRS & SERVICES**  
Get Nearest Vendor

**REAL ESTATE**  
Finest Agents

**DOCTORS**  
Book Now



Restaurants



Hotels



Beauty Spa



Home Decor



Wedding Planning



Education



Rent & Hire



Hospitals



Contractors



Pet Shops



PG/Hostels



Estate Agent



Dentists



Gym



Loans



Event Organisers



Driving Schools



Packers & Movers



Courier Service



Popular Categories

### Wedding Requisites



Banquet Halls



Bridal Requisite



Caterers

### Beauty & Spa



Beauty Parlours



Spa & Massages



Salons

### Repairs & Services



### Daily Needs



Bangalore > Restaurants in Bangalore > Restaurants in Hebbal > Prequel



## Prequel

4.3 ★ 1,474 Rating - [Claim this business](#)

📍 Hebbal, Bangalore - **Open** until 1:00 am - ₹ 1400 Price for two

- Show Number
- Order Online
- Book a Table
- WhatsApp
- 📍
- ✎

Restaurants Fast Food

Click to Review



- Overview
- Menu
- Quick Info
- Services
- Photos
- Key Insights
- Reviews

### Menu

[View all](#)

- All (150)
- Bar Nibbles (4)
- Burgers And Sando (6)
- Dimsum (2)
- Hand Tossed Artisanal Pizza (4)
- Indian Breads (8)
- Large >

 Shrimp Popcorn ₹ 565	 Pull Apart Garlic Cheese Bread ₹ 335	 House Spiced Masala Peanuts ₹ 335	
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### Contact

Show Number

### Address

1st Floor, Umiya Velocity, Hebbal, Bangalore - 560024

Get Directions Copy

Open until 1:00 am

Suggest new hours

Get info via SMS/Email

Share this

Tap to rate

Visit our Website

# JD Mart – Exclusive B2B Platform

Location **Mumbai** ▾

Search B2B products

**Autofurnish Automotive Accessories**  
Style Your Drive  
Source Now

All Categories Post Requirement

- B2B Events
- Automobiles Accessories
- Construction & Real Estate
- Food & Beverage
- Home & Garden
- Apparel & Fashion
- Electronics
- Furniture

Categories Similar To Your Search >

Home Leads Stocks Pay News More

**Powder Coating Mac...**  
Mumbai

Products Suppliers

**Red Line Industries Ltd**  
Prabhadevi, Mumbai  
4.7★ 10 Ratings  
Call

Mumbai ▾ Business Type ▾ Brands ▾

**The Red Line NC301D**  
28 yrs Popular  
Red Line Industries Ltd  
Mumbai Manufacturer  
82 Enquiries

Call Now WhatsApp Get Best Price

**Semi Automatic Powder Coating Machine**  
19 yrs  
Hitesh Enterprises  
Thane Dealer  
Also Serves Mumbai  
8 Enquiries

Call Now WhatsApp Get Best Price

**Mitsuba Systems India LLP (Factory Outlet)**  
4.1★ 626 Ratings Verified  
Andheri West, Mumbai  
Manufacturer • 45 Years in Business  
Opens at: 9:30 am tomorrow ▾

Call WhatsApp Direction Review Share

Overview Products Reviews Quick Info

Start a review

Popular Products

- Dual Series 700 Supreme Large... ₹ 1 K - ₹ 20 K
- Supreme Electrostatic Lar... ₹ 1 K - ₹ 20 K
- Twin Series 7 Supreme Po... ₹ 1 K - ₹ 20 K

Call Now Send Enquiry WhatsApp



# JD Mart – Exclusive B2B Platform



2/2

## Industrial Powder Coating Machine

**Dinesh Machine Tools**

Faridabad – Faridabad [more](#)

Manufacturer

Quantity

sq.in

[Ask for Price >](#)

### Specifications

Temperature Range	200 C
Type	Electrostatic Powder Coating Machine
Body Material	Stainless Steel
Frequency	50 Hz

### Description >

[Call Now](#)

[Get Best Price](#)

[Chat](#)



2/5

## Powder Coating Machine

**Blow AIR Equipment System**

Begum Pur – Delhi [more](#)

Manufacturer

₹ 35,000 – ₹ 95,000 / Unit

Quantity

Unit(s)

[Get Quote >>](#)

### Specifications

Body Material	Mild Steel
Type	Electrostatic Powder Coating Machine
Output Current	Others
Temperature Range	Others
Automation Grade	Semi-Automatic

[Call Now](#)

[Get Best Price](#)

[Chat](#)

< [Gema Optiflex Pro Fe Designed...](#) [Q](#)

Seller Brochure

[Share](#)



More from this seller



Gema Powder Recovery Syste...



Gema Optiflex Pro Cf



Gema Optiflex 2 Bn Special Desi...

[Get Quote](#)

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Gema Optiflex Pro F Quality An...



Gema Optiflex Pro L / C



Gema Powder Coating Machi...

[Call Now](#)

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# JD Mart – Exclusive B2B Platform

Justdial

Mumbai

Search "Roofing Sheets"



Advertise

LIST FOR FREE

Become a Seller

Login / Sign Up

All Categories

B2B Events

Packaging & Printing

Construction & Real Estate

Food & Beverage

Home & Garden

Have a long bucket list? 🛒

Let us help you get verified sellers



J.K. Enterprises  
Threaded Rods



3M Adhesive  
Tape



Adhesive

Get Verified Sellers >

Have a business ?

Start selling with us in  
just 40 secs for free!

Register Now >

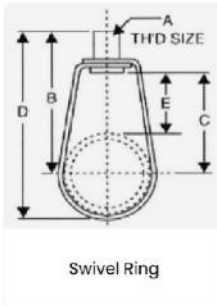


## Categories Similar To Your Search

View all



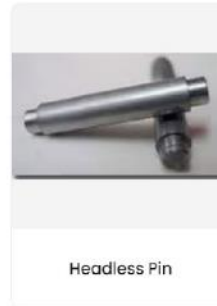
Threaded Rods



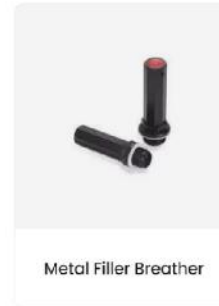
Swivel Ring



Carbide Shim



Headless Pin



Metal Filler Breather



Threaded Spacer

## Top-Ranked Categories For You

View all



Tube Flange



Concave Milling Cutter



Hose Protector



Ceramic Saw Blade



TG Collet



Bimetallic Barrel



# JD Mart – Exclusive B2B Platform

Justdial

Mumbai

Twin Series 700 Supreme Powder Coating MachL

Advertise

LIST FOR FREE  
Become a Seller

All Categories

B2B Events

Food & Beverage

Industrial Machinery

Apparel & Fashion

Electronics

Mumbai > Construction & Real Estate > Construction & Real Estate > Construction in Mumbai > Building & Construction Ma... > Paint & Allied Products in M... > Paint Accessories in Mumb... > Spray Painting Equipment L... > Powder Coating Equipmen... > Powder Coating Machine L... > Twin Series 700 Supreme P...



## Twin Series 700 Supreme Powder Coating Machine

₹ 4,000 – ₹ 80,000 / Pc

1 Pc (MOQ)

Quantity

sq.in

Get Quote

### Specification

[View Details](#)

Brand	Mitsuba Systems
Body Material	Stainless Steel
Type	Electrostatic Powder Coating Machine
Output Current	Others,100 Micro Amp
Temperature Range	Others,+2 Deg C To 50 Deg C
Automation Grade	Semi-Automatic With PLC Control
Coating Material	Others

### Description

[View Details](#)

Powder coating system designed for conveyerised powder coating plants, where two operators spray powder on objects moving on a conveyor. This equipment comes with an 'Infiniti' powder spray gun, a special 'twin' control panel with a performance monitor and many other features to ensure the coated object gets perfect powder coverage.

Benefits...

#### Seller information



Mitsuba Systems India  
LLP (Factory Outlet)

IND | Mumbai

Manufacturer

4.1 ★★★★★ 626 Ratings

Trust Verified 45 Years

Show Number

Get Best Price

WhatsApp

Register Your Business for FREE

Get access to 17.1 Cr+  
Buyers and Free Leads



#### Similar Businesses



Yosh Paper Cutting...

Delhi

More from this seller

# JD Mart – Exclusive B2B Platform

Justdial

Mumbai

mitsuba system india LLP

Advertise **LIST FOR FREE** Become a Seller [Login / Sign Up](#)

Mumbai > Mitsuba Systems India LLP (Factory Outlet) in Andhari West, Mumbai > Products offered by Mitsuba Systems India LLP (Factory Outlet) in Mumbai



## Mitsuba Systems India LLP (Factory Outlet)

4.1 ★ 626 Rating **Verified** Manufacturer • [Claim this business](#)

IND Andheri West, Mumbai • Opens at 9:30 am tomorrow • 45 Years in Business

[Show Number](#) [WhatsApp](#) [Send Enquiry](#)

Powder Coating Equipment Manufacturers

[Click to Rate](#)



[Overview](#) [Products](#) [Catalogue](#) [Business Details](#) [Photos](#) [Videos](#) [Q&A's](#) [Reviews](#)

### Popular Products



Dual Series 700 Supreme Large Electrostatic Powder...

₹ 4 K - ₹ 80 K /Pc  
(MOQ) : 1 Pc

[Get Best Price](#)



Supreme Electrostatic Large Powder Coating Machine...

₹ 4 K - ₹ 80 K /Pc  
(MOQ) : 1 Pc

[Get Best Price](#)



Twin Series 700 Supreme Powder Coating Machine

₹ 4 K - ₹ 80 K /Pc  
(MOQ) : 1 Pc

[Get Best Price](#)



Range Of Hoppers

₹ 20 - ₹ 800 /Pc  
(MOQ) : 1 Pc

[Get Best Price](#)

### Contact

[Show Number](#)

### Address

34/H, Laxmi Industrial Estate, New Link Road, Andheri West, Mumbai - 400053 (Opposite Shabri Hotel)

[Get Directions](#) [Copy Address](#)

[Sms / Email](#)

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### Company Catalogue

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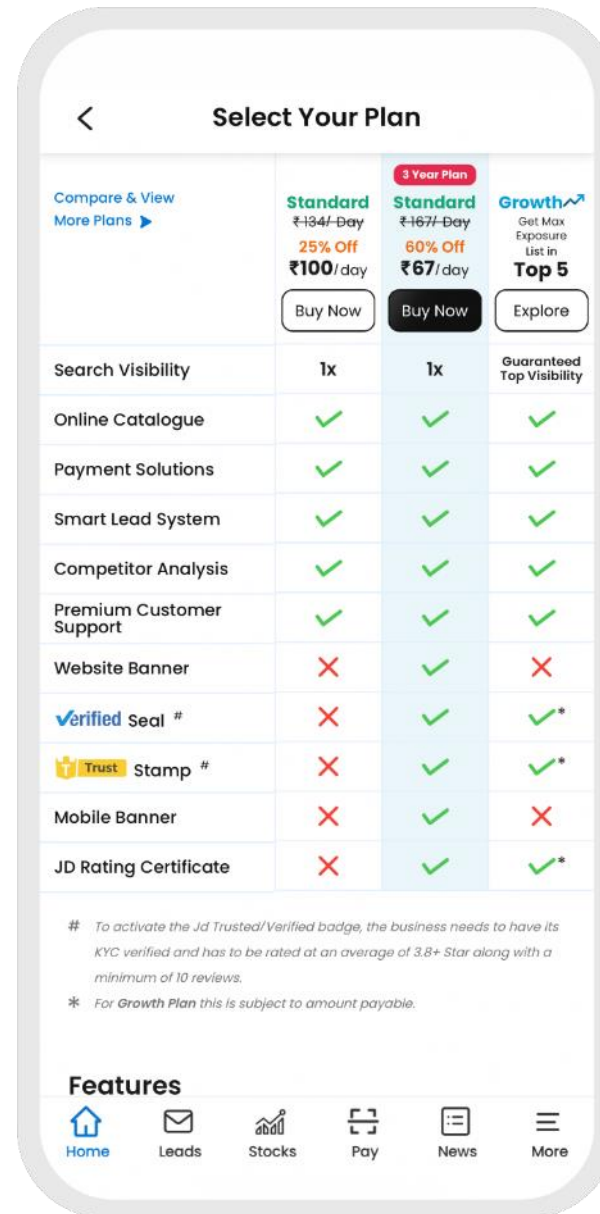
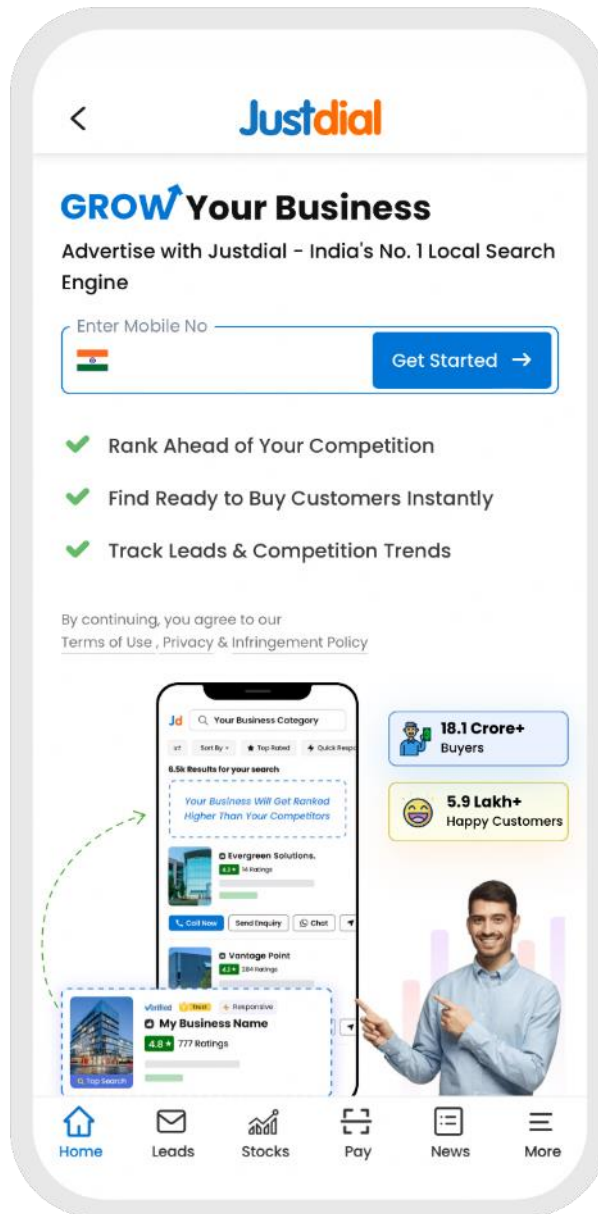


### Similar Businesses


[View More](#)





# Self-Sign-up for SMEs to start paid campaign




# JD Business – Dashboard for SMEs to manage campaigns



**Justdial**  
Business

 **Elite Luxury Spa**  
Thane West

**5** Today's Lead

**12** Yesterday's Lead

**20** Hot Lead

**12** Booking

**12.1K** All Leads

Analytics Dashboard

Competition Trends

**76%** Increase Business Profile Score  
Reach out to more customers

**INCREASE SCORE** →


**Edit Profile** **Complete KYC** **Add GST** **Add Photos**

[View More](#)

**Improve your Ratings**  
Download Software QR code


**POPULAR** **MY BUSINESS**

**Elite Luxury Spa**  
Thane West

 Customer Support

**9,135** Enquiries Received >

**8,124** Enquiries Responded >

 **NEW**  
WhatsApp Business  
**Connect Now** >

**87% (Good)** Profile Score >

[View More](#)

**New Enquiries** **5**

**Yesterday Enquiries** **12**

**Hot Enquiries** **5**

**Recent Enquiries** [View All](#) >

**NEW**

**Padma Jain**  
Malad West, Mumbai  
Today, 05:35 PM


[Details](#)

**HOT Enquiry**

**Amit Chauhan**  
Vile Parle East, Mumbai  
Today, 05:35 PM

[Details](#)

**Elite Luxury S...**  
Thane West

 Customer Support

**All Leads (1200)** **Hot Leads** **New** **Missed**

**Date** **Starred** **Booking** **Filter**

**HOT LEAD** 02:35 PM

**Padma Jain**  
Thane West, Mumbai  
Spa  
18 Jun 2024, 02:35 PM

**Add Note** **Add Reminder** **Ask Rating**

Padma Jain has a requirement in the category you deal with.

[Hide Details](#)

**HOT LEAD** **FOLLOW UP** 01:45 PM

**Amit Kumar**  
Thane West, Mumbai  
Spa  
18 Jun 2024, 02:35 PM

**Add Note** **Add Reminder** **Ask Rating**

Amit Vadagamapuri has a requirement in the category you deal with.

[Hide Details](#) Connected 1 hour ago **4** ★

**HOT LEAD** 20 May

**Deepti Sharma**  
Thane West, Mumbai

# Beyond Search

## JD Shopping

Location: Mumbai - 400005

Sort by | Filter | Compare

- Apple MacBook Pro Core i5 8th Gen - (8 GB/256 GB SSD/Mac OS Mojave) MR9U...  
★★★★★ 91 Ratings  
₹ 1,69,900  
Apple | Intel Core | macOS | Thin Laptop | Silver
- Apple MacBook Air Core i5 8th Gen - (8 GB/256 GB SSD/Mac OS Mojave) MRE92...  
★★★★★ 77 Ratings  
₹ 1,34,900  
Apple | Intel Core | macOS | SSD | Space Grey
- Apple MacBook Air Core i5 8th Gen - (8 GB/256 GB SSD/Mac OS Mojave) MREF2...  
★★★★★ 76 Ratings  
₹ 1,34,900  
Apple | Intel Core | macOS | SSD | Gold
- Apple MacBook Pro MR9V2HN/A 13.3-Laptop (Core i5-8259U/8GB/512GB/Mac...

Home | Leads | Stocks | Pay | News | More

## Get quotes on Products

Apple MacBook Pro Core i5 8th Gen - (8 GB/256 GB SSD/Mac OS Mojave) MR9U2HN/A (13.3, Silver, 1.37 kg)  
★★★★★ 91 Ratings

Color: Silver | Type: Thin Laptop  
Screen Size: 13.3 in | RAM: 8 GB

MRP ₹ 1,69,900 **BEST DEAL**  
Selling price may vary as per seller  
4.2 Nageshwar Infosys  
Chinch Bandar

Home | Leads | Stocks | Pay | News | More

## Travel

Travel

- Flights | Bus | Trains | Car Rentals | Tempo Travellers
- Hotels | Resorts | Home Stays | Forex | Visa

Popular Destinations

- Mumbai (34 Deals)
- Delhi (71 Deals)
- Bangalore (44 Deals)

Hotel Suggestions [View More](#)

- ₹ 10,999 Radisson Mumbai Gor...
- ₹ 3,615 Hotel Lucky
- ₹ 4,762 Treebo Olive Nest

Home | Leads | Stocks | Pay | News | More



# Beyond Search

## Flights

< Flights 6

One Way Round Trip Flight Status

From  
Mumbai BOM

To  
New Delhi DEL

Departure  
2 July Tue

Travellers  
1

Class  
Economy

Search

GET UPTO  
**₹ 1000 OFF**  
On Flight Bookings  
PROMO CODE JDINSTANT

Powered by EaseMyTrip.com

Home Leads Stocks Pay News More

## Bills & Recharge

< Bills & Recharge

My Bills Mobile Electricity DTH

Pending Bills History Auto Payment

Vodafone Postpaid ₹ 550  
9594858380  
3 July 2024

Adani Electricity ₹ 2330  
2210105410  
6 July 2024

Mahanagar Gas ₹ 550  
9594858380  
4 July 2024

Apply discount coupon

₹ 2,880  
2 Bills Selected

Pay Now

Home Leads Stocks Pay News More

## Jd Pay

☰ JD Pay

Send Money Receive Money Scan JD QR Account Passbook Settings

Travel, Bills & Recharge

Credit Card Gift Card Loan Repayment Fastag Flight

Bus Recharge Postpaid DTH Electricity

Landline Gas Broadband Insurance Water

Businesses

Style Lit... Chaska...

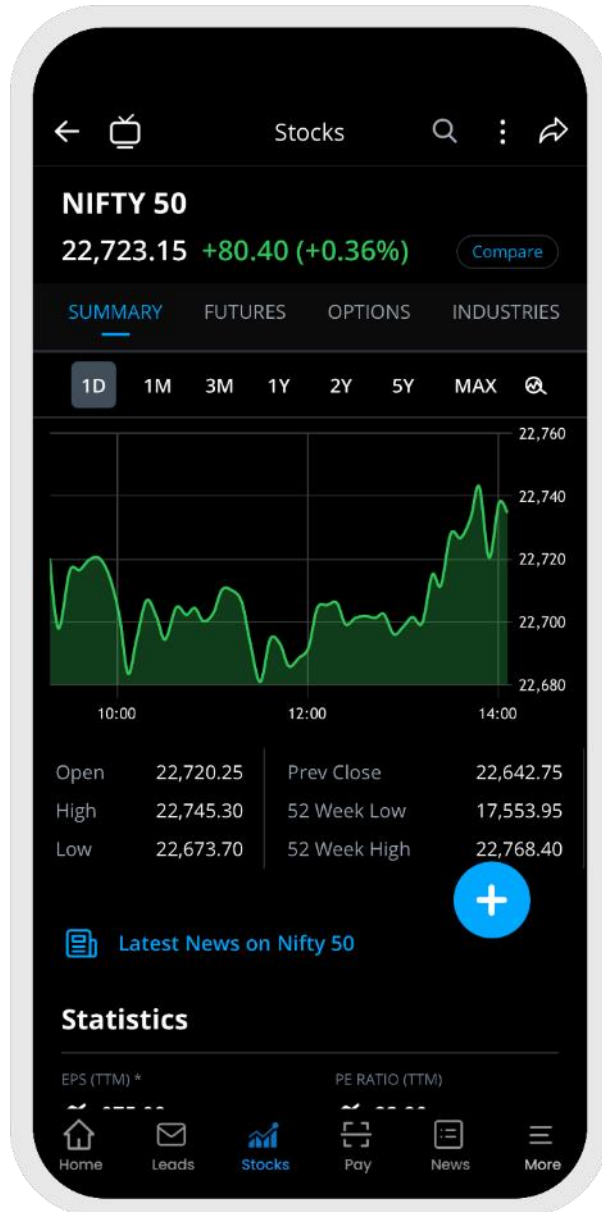
Account Passbook

Home Leads Stocks Pay News More



# Beyond Search

## Stocks



## Logistics

The screenshot shows a logistics quote request form with pickup and delivery pin codes, a 'Instant Lowest Quotes' button, and a bottom navigation bar.

Pickup Pincode: 400064  
Delivery Pincode: 201309

We are providing service between these areas.

Instant Lowest Quotes

LOGISTICS SIMPLIFIED

- Explore
- Compare (10+ SHIPPERS)
- Ship

Navigation bar: Home, Leads, Stocks, Pay, News, More

## Get quotes

The screenshot displays a list of logistics partners with their respective cost estimates and delivery times. A 'Proceed' button is at the bottom.

Choose Your Preferred Logistic Partner

Logistics Company	Cost (Est.)
<input checked="" type="radio"/> XpressBees	₹ 1126 - ₹ 5974
<input checked="" type="radio"/> Economy	₹ 1126
<input type="radio"/> Standard	₹ 5267
<input type="radio"/> Economy 0.5kg	₹ 5974
<input type="radio"/> DOTZOT	₹ 3138 - ₹ 8108
<input type="radio"/> DELHIVERY	₹ 3138 - ₹ 8108
<input type="radio"/> shadowfax	₹ 5518
<input type="radio"/> BLUE DART	₹ 7398 - ₹ 8392

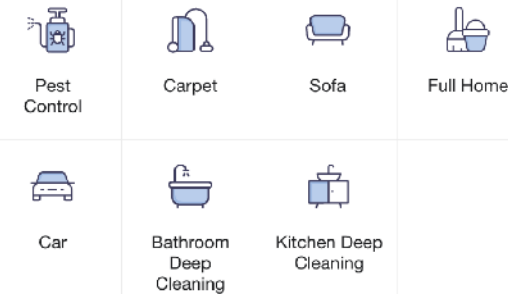
Proceed

# JD Xperts – One Stop Solution for On-Demand Services

## Repair & Services



## Pest Control & Cleaning Service



## Quick Home Service NEW



📄 1,03,59,866 enquires in Delhi this Month

## AC Repair & Service

**Service** >  
Added: 2 Split AC Service

**Repair** >  
Added: 1 Split AC Repair, 1 Window AC Repair

**Install/Un-installation** >

Guarantee

Happiness Guaranteed

**Service** Repair Installation/Un-installation

## Service

### Split AC Service

₹399 ~~₹399~~

🕒 60 min 25% off, 2nd AC Onwards

- Recommended for maintenance and optimum performance of your AC
- Split AC Servicing for all major brands

[View Details >](#)

### Window AC Service

**ADD +**

₹499 ~~₹499~~

🕒 60 min 25% off, 2nd AC Onwards

- Recommended for maintenance and optimum performance of your AC
- Window AC Servicing for all major brands

[View Details >](#)

**NOTE :** Repair cost is given post inspection

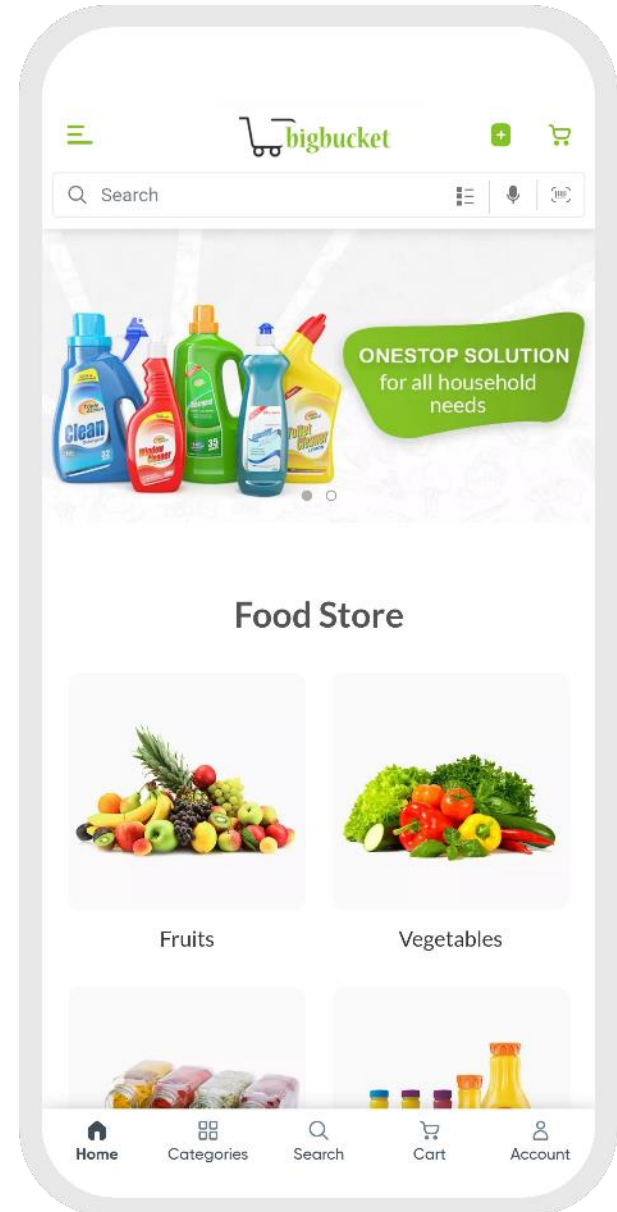
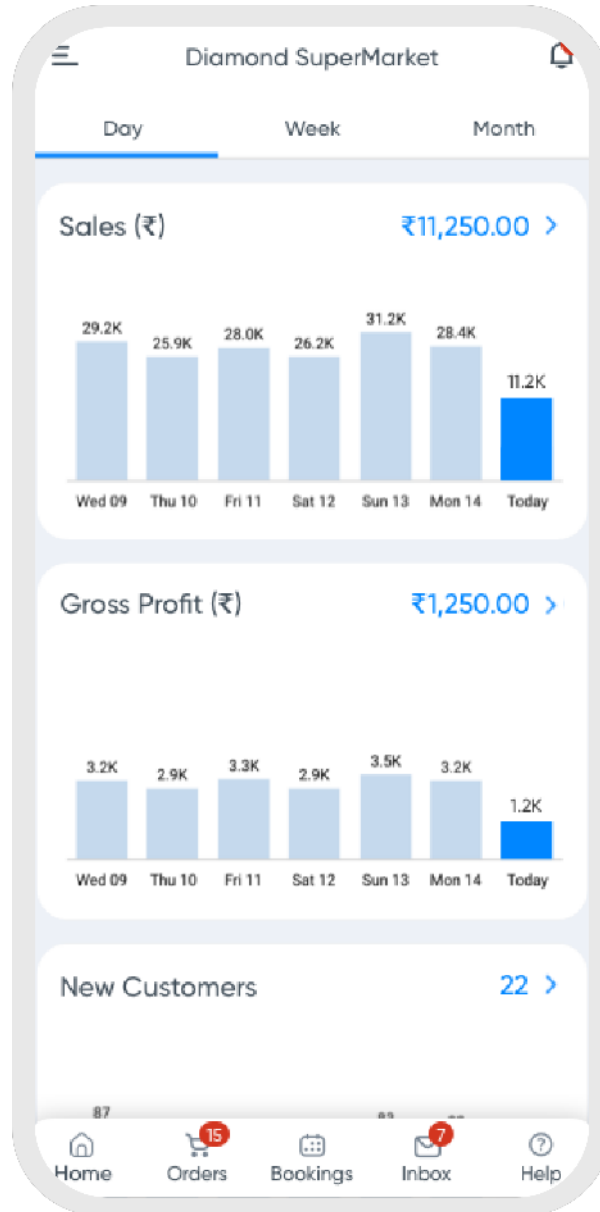
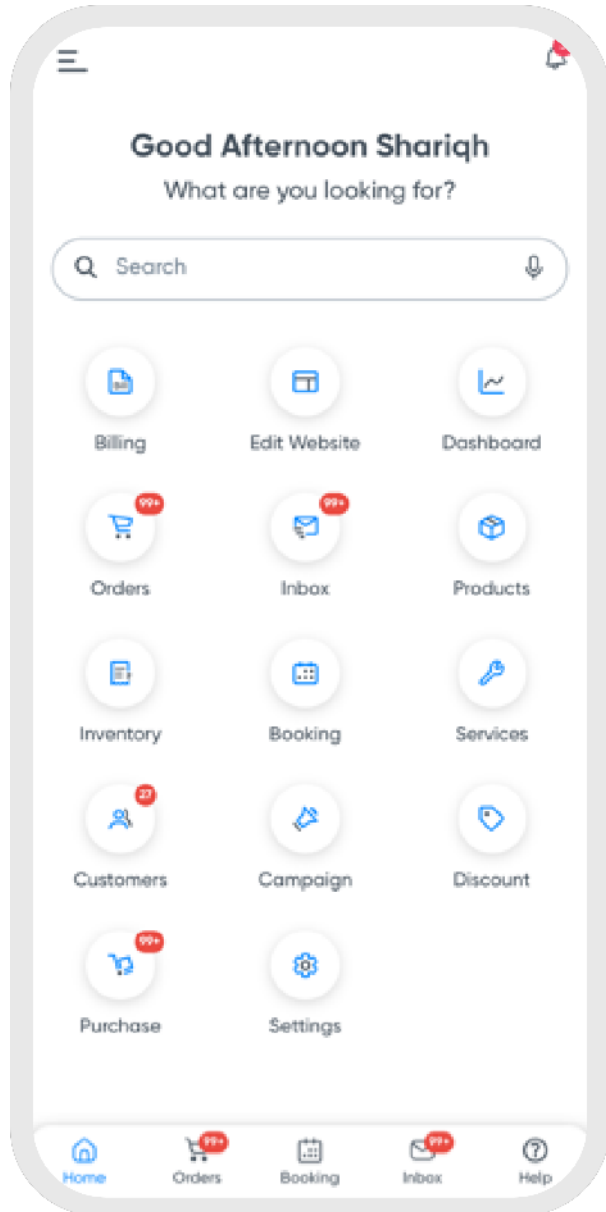
[Rate Card](#)

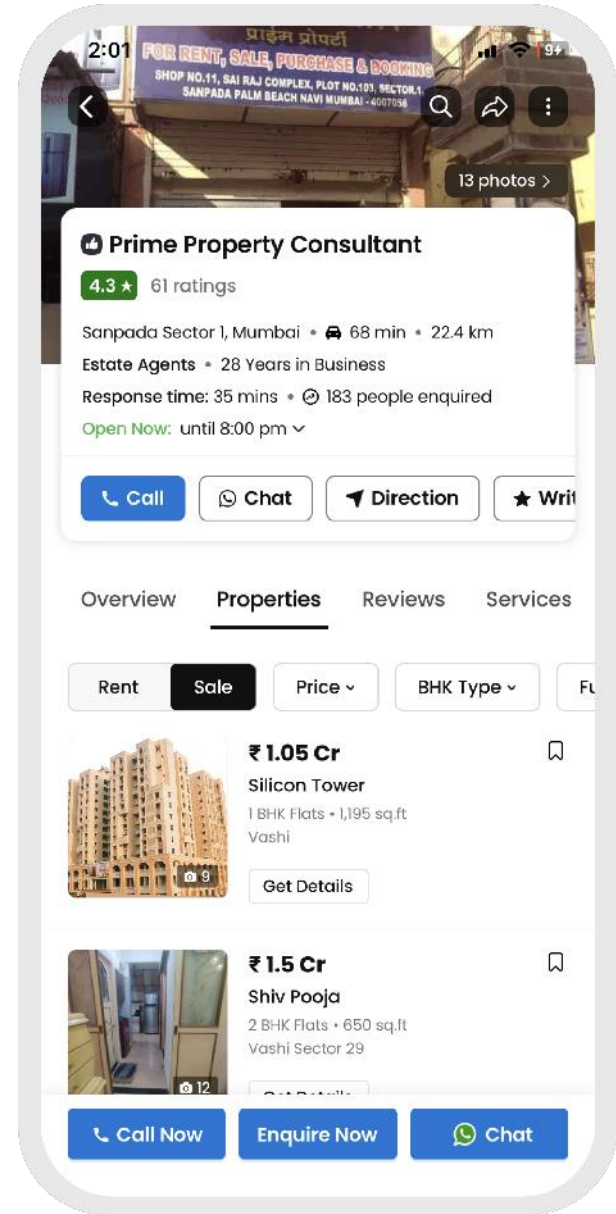
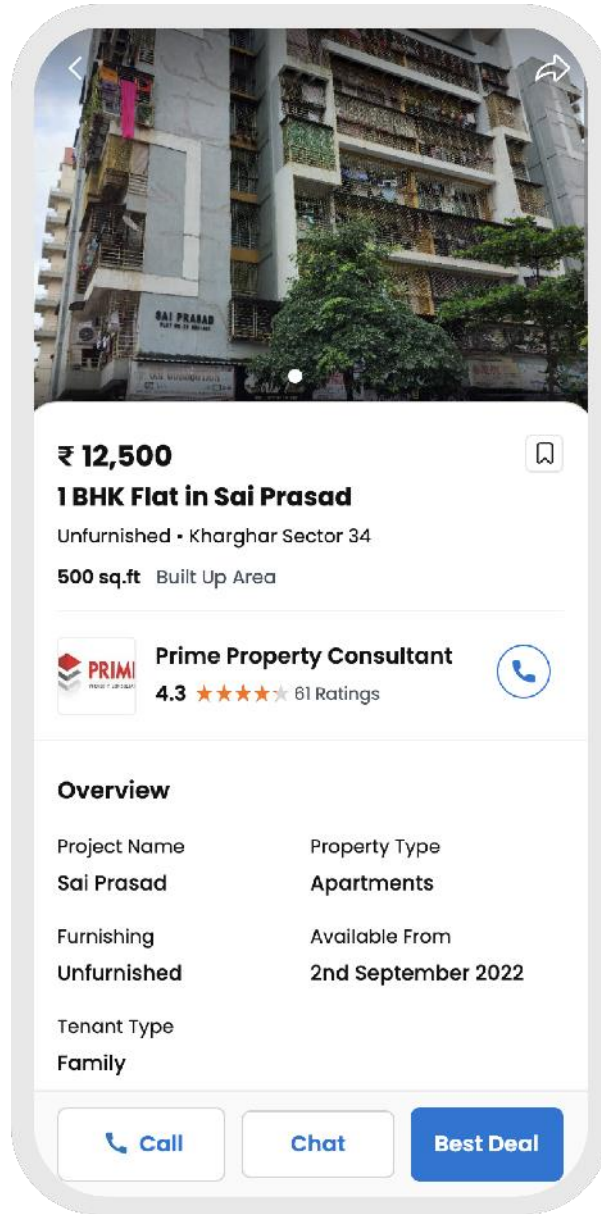
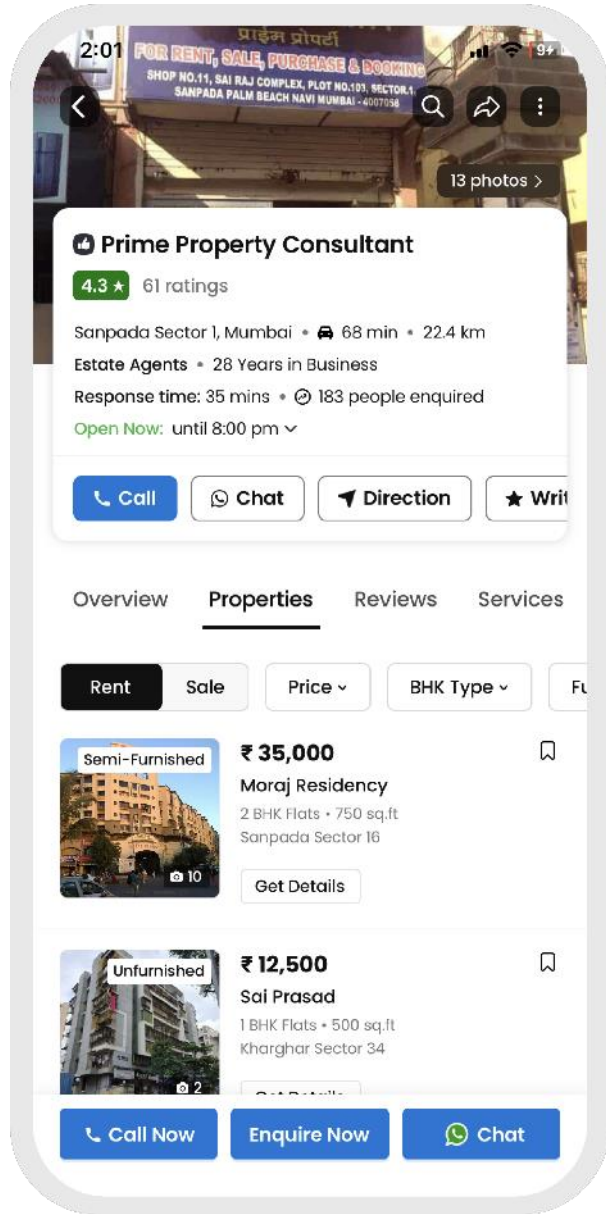
Add one more service, Get 25% off on 2nd AC onwards

**1** ₹1,399

[Continue >](#)

# JD Omni – Cloud-Hosted Solution for Digitalizing Businesses







OPERATIONAL & FINANCIAL  
OVERVIEW



# EFFICIENT & PROFITABLE BUSINESS MODEL

---

- Paid Advertisers pay a fixed fee to run searched advertising campaigns for their businesses on Justdial's platforms
- Various premium & non-premium listing packages available which determine placements in search results
- Multiple factors determine pricing, such as business categories of advertiser, geographies targeted, type of package
- Add-on products such as banners, own website, JD Pay, JD Ratings, etc. available
- Advertisers can pay amounts either upfront or through monthly payment plans, with ability to manage campaigns online
- Justdial also runs multi-city/ national campaigns for pan-India advertisers
- Sales team comprises of 4,744 employees in tele-sales, 1,574 feet-on-street (marketing), and 3,866 feet-on-street (Cold Calling & Others) as on Q2 FY25

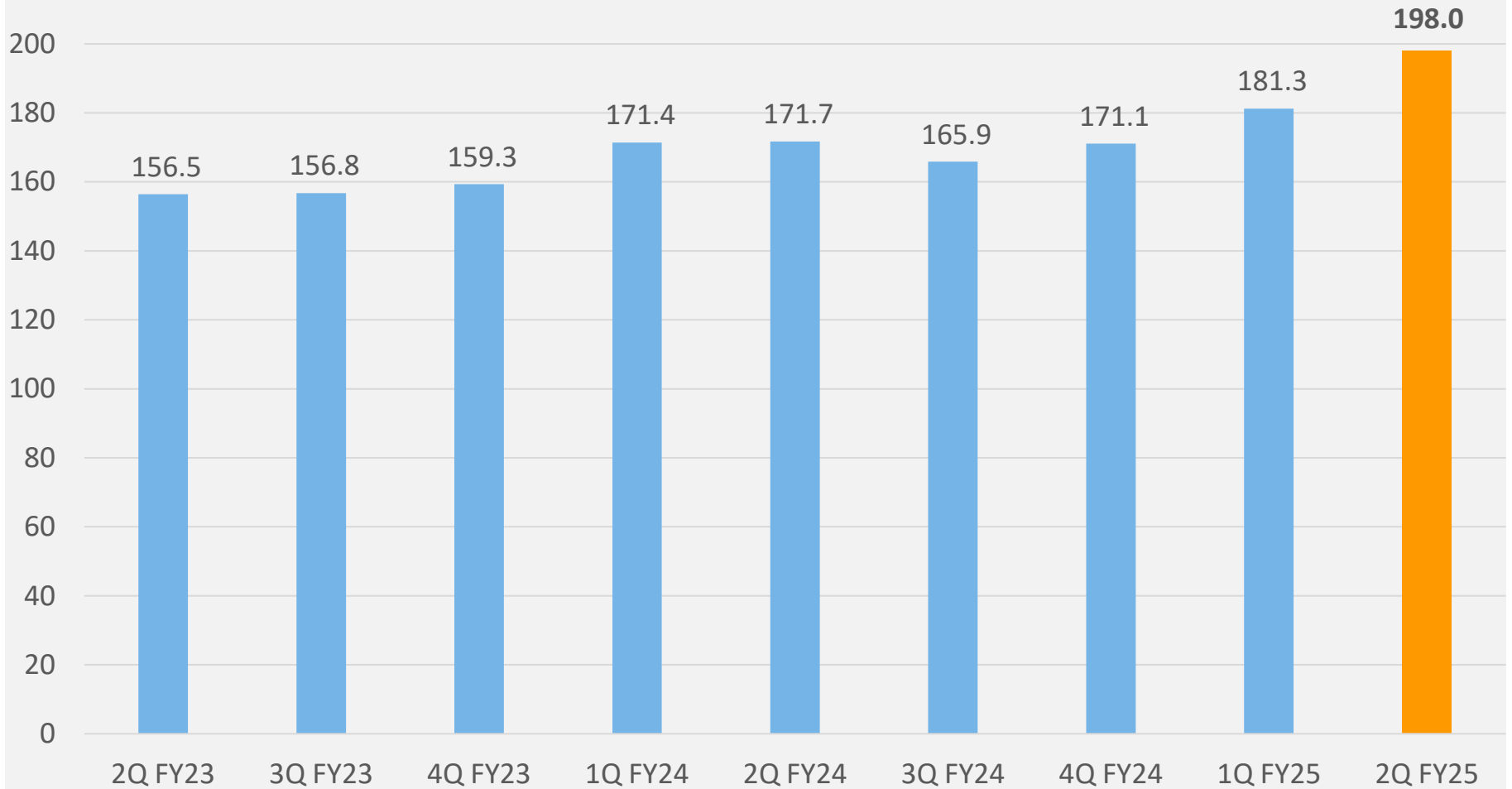


KEY  
BUSINESS  
ATTRIBUTES



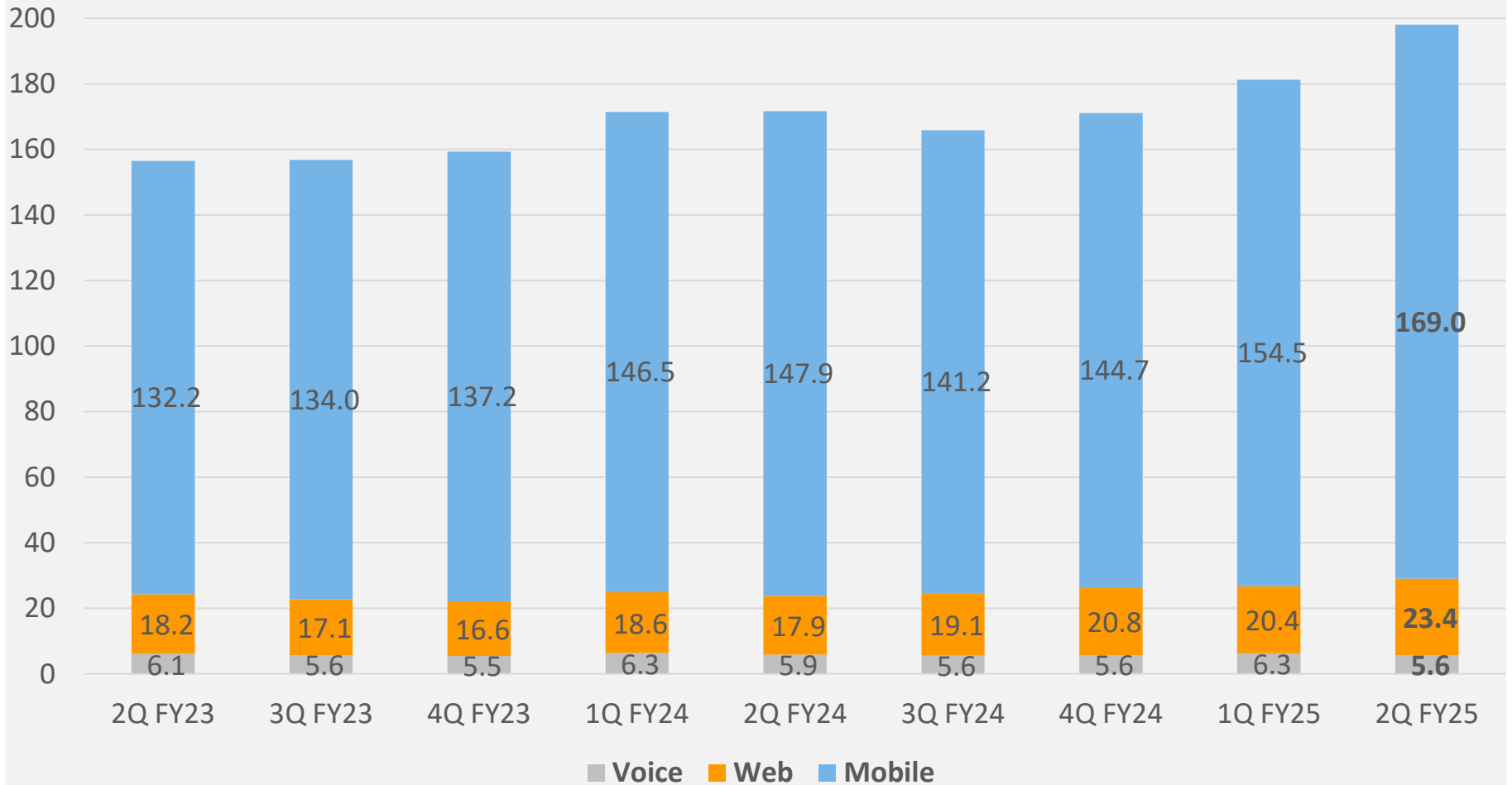
# TRAFFIC/ VISITORS

## Quarterly Unique Visitors (million)



# TRAFFIC/ VISITORS

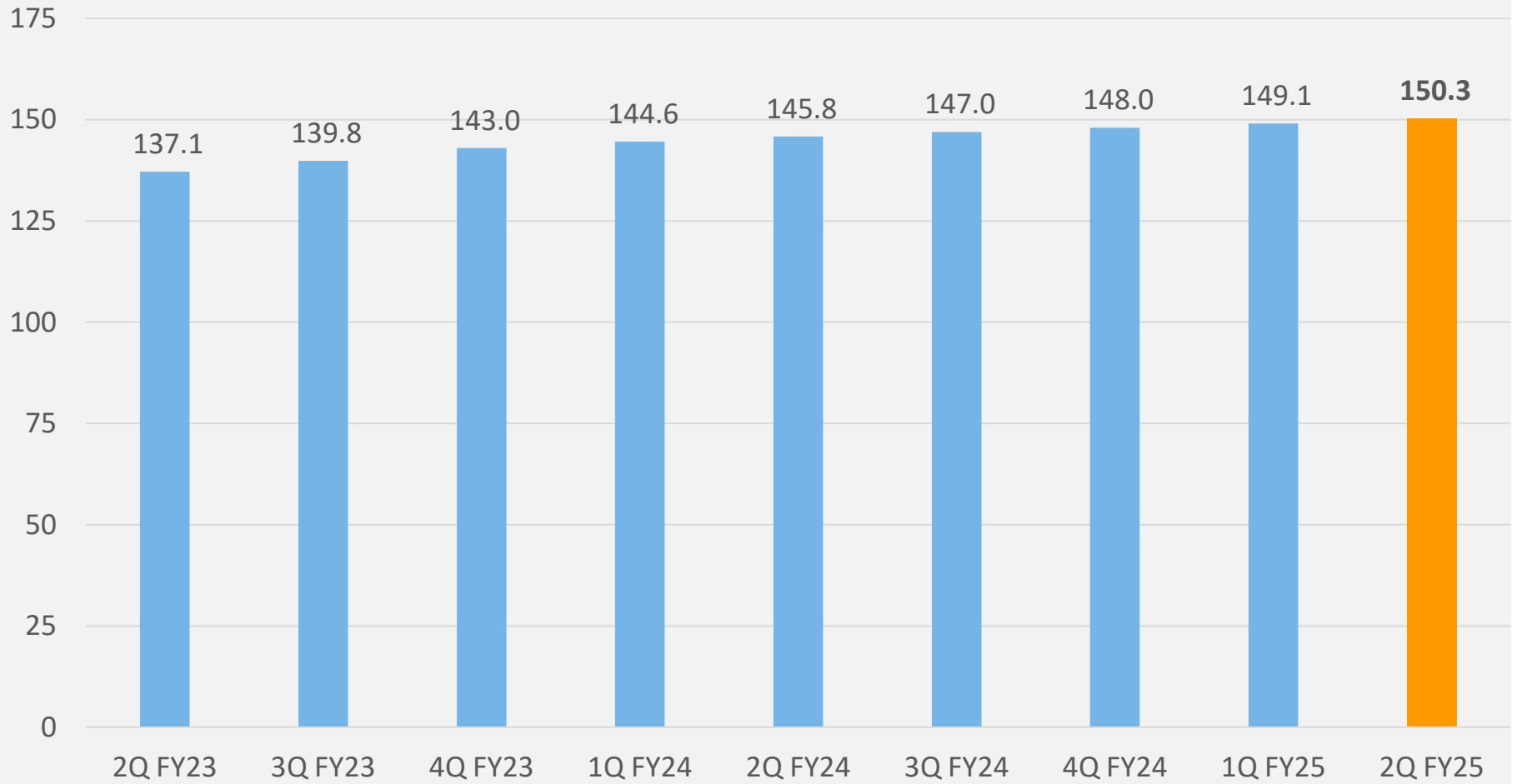
## Quarterly Unique Visitors split (million)



Unique visitors are aggregated across various mediums – Voice, Desktop/ PC, Mobile; these may not necessarily be mutually exclusive

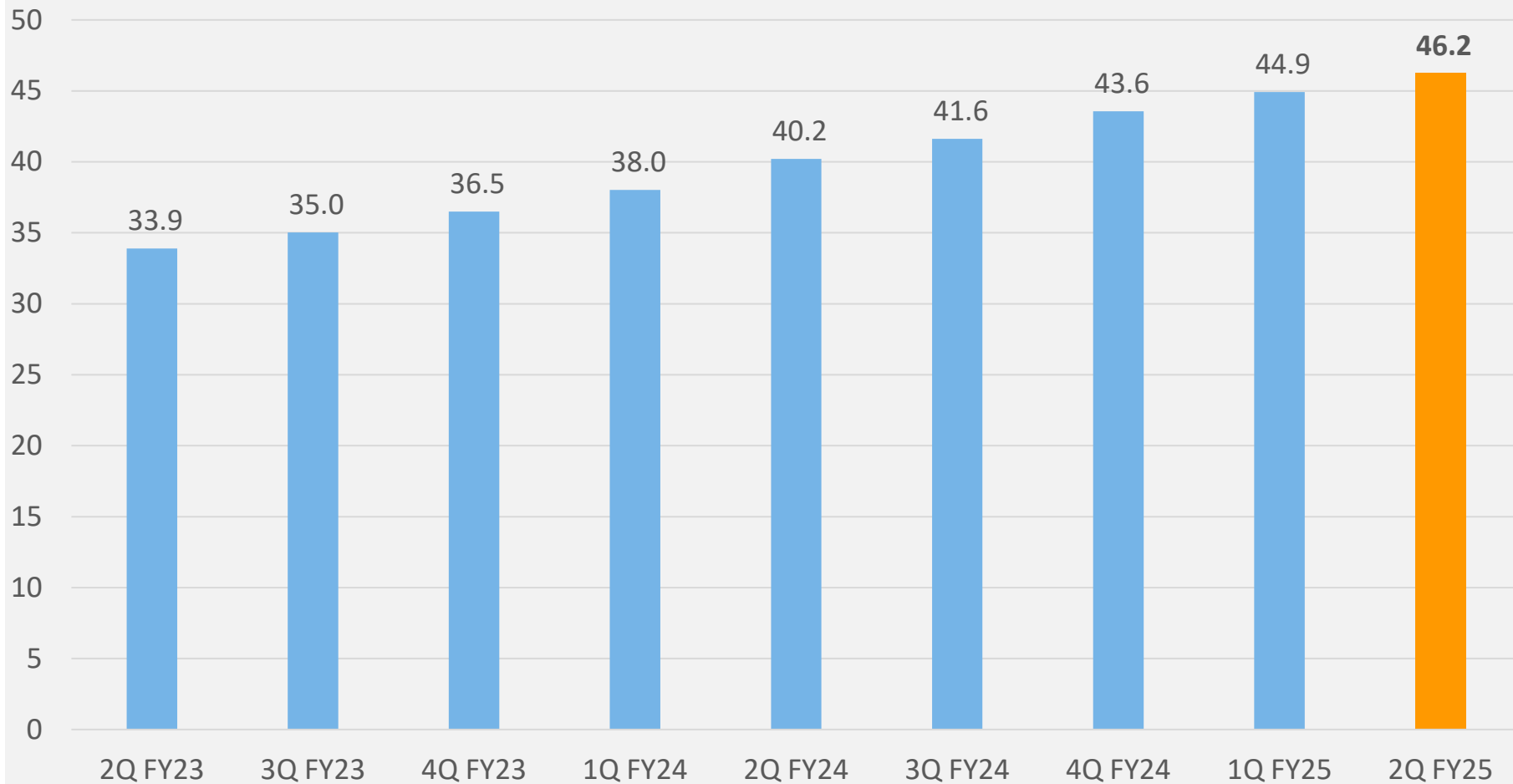
# USER ENGAGEMENT

## Ratings & Reviews (million)



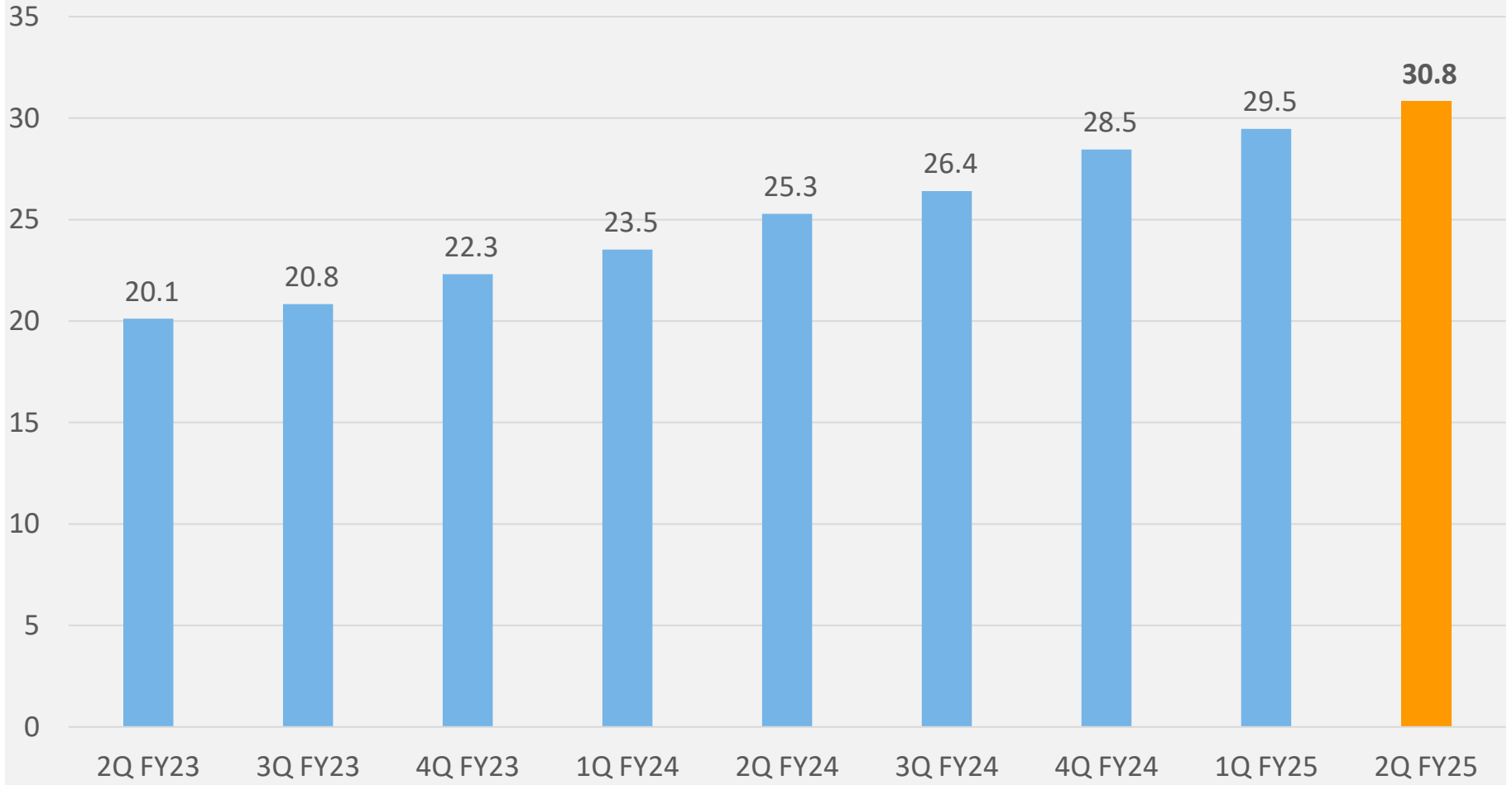
## DATA ENRICHMENT

### Active Listings - period end (million)



## DATA ENRICHMENT

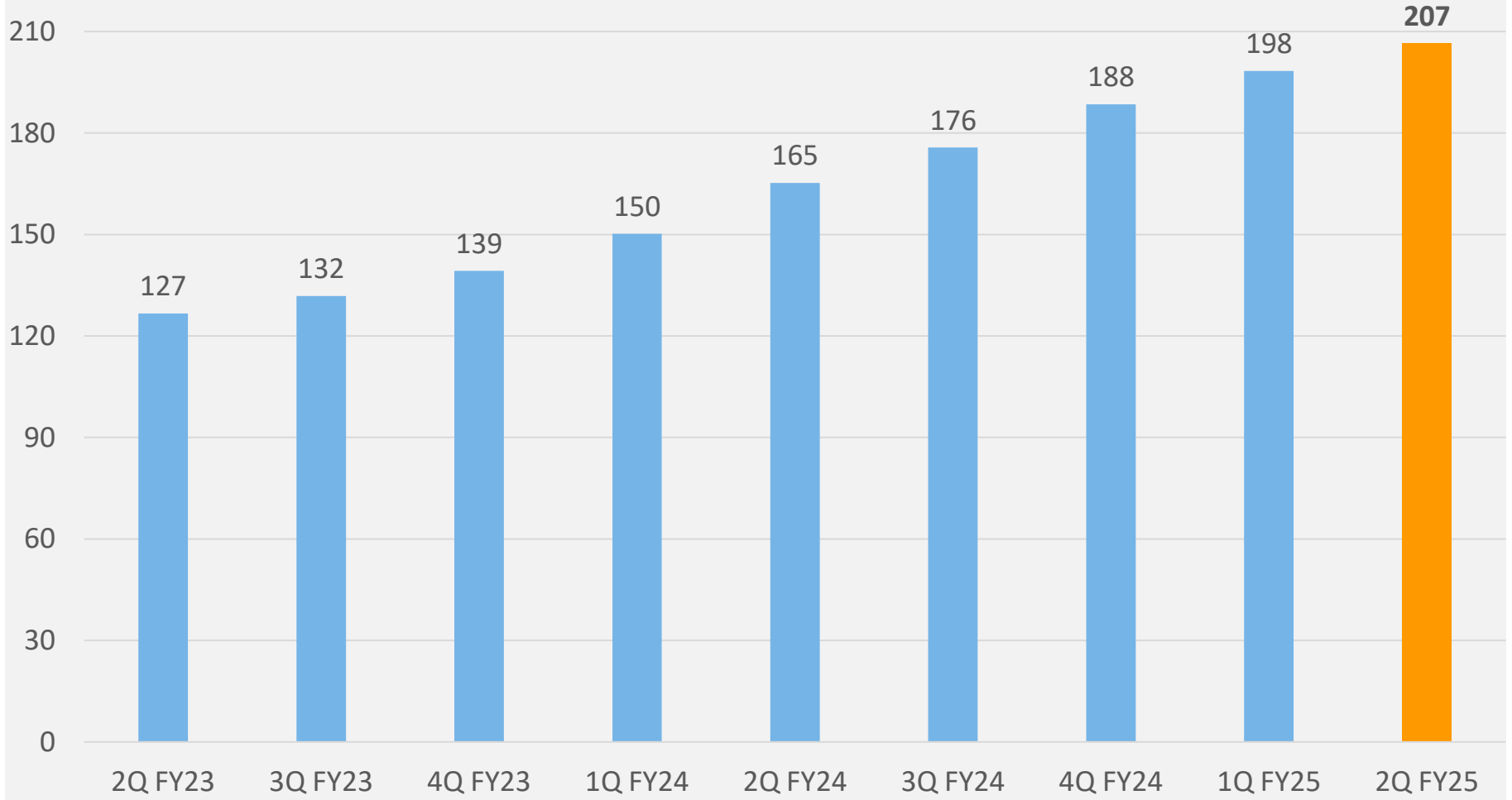
### Listings with Geocodes (million)





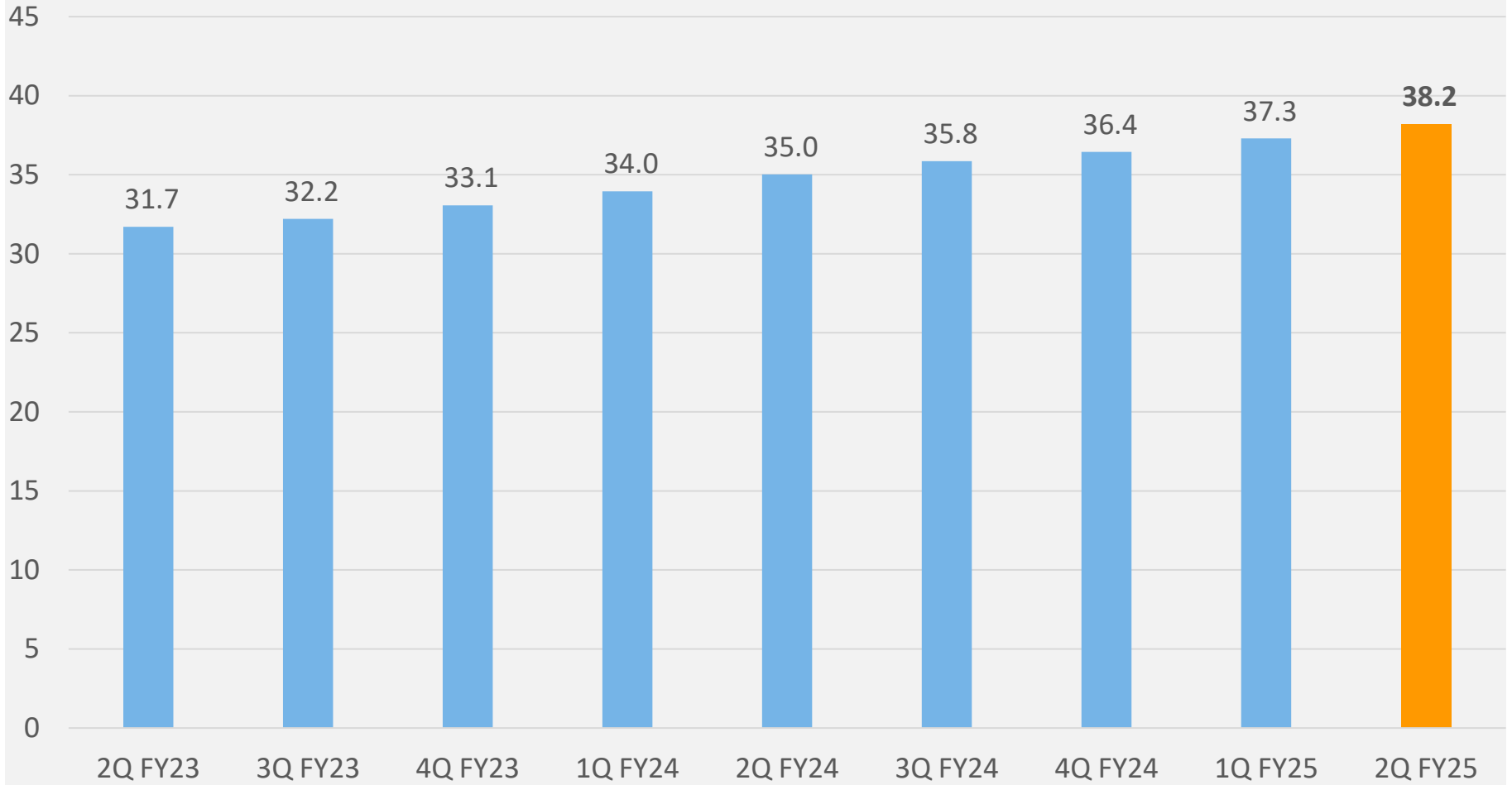
## DATA ENRICHMENT

### Images in Active Listings (million)



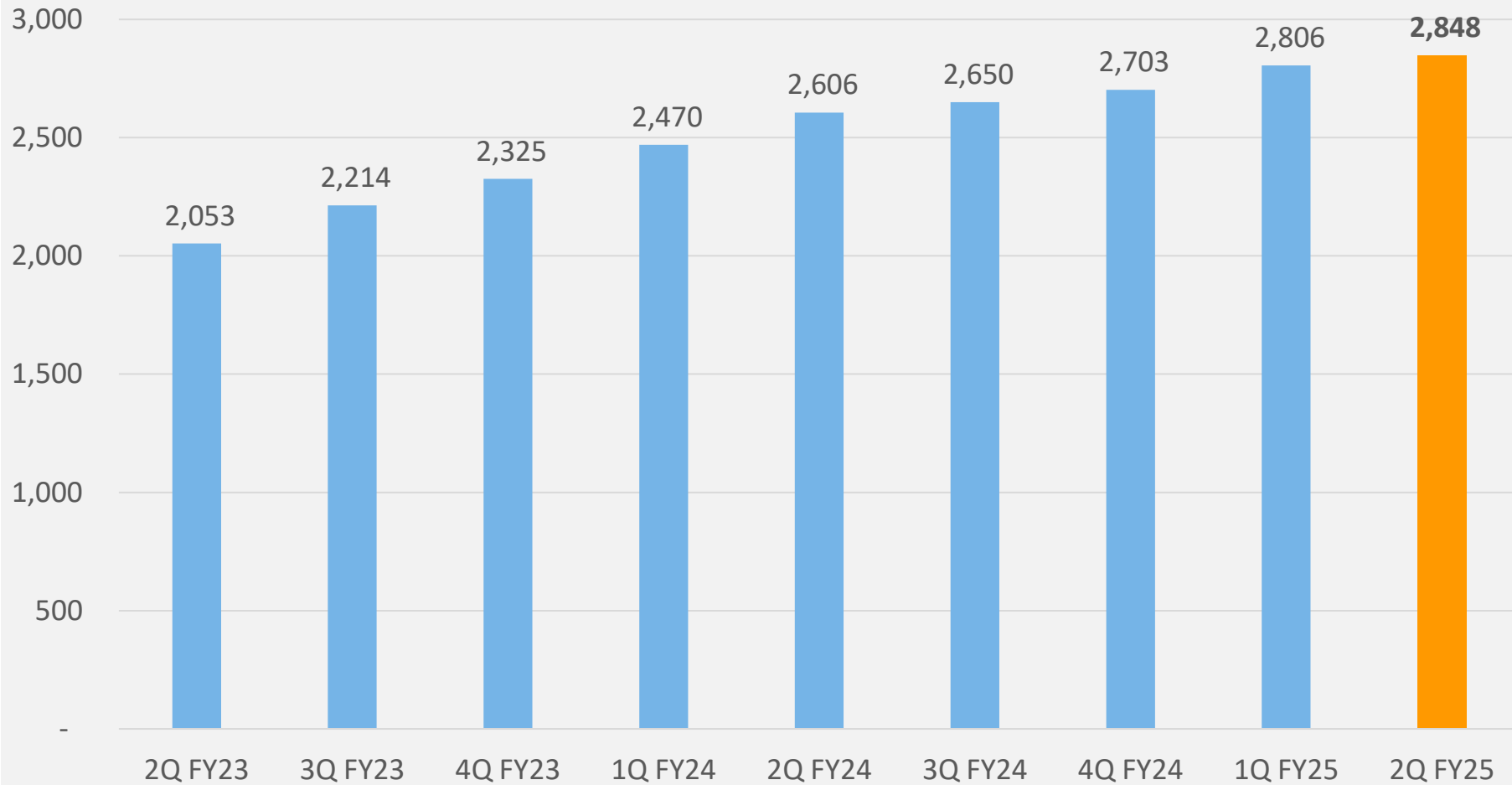
# MOBILE APPS

## Cumulative JD App Downloads (million)



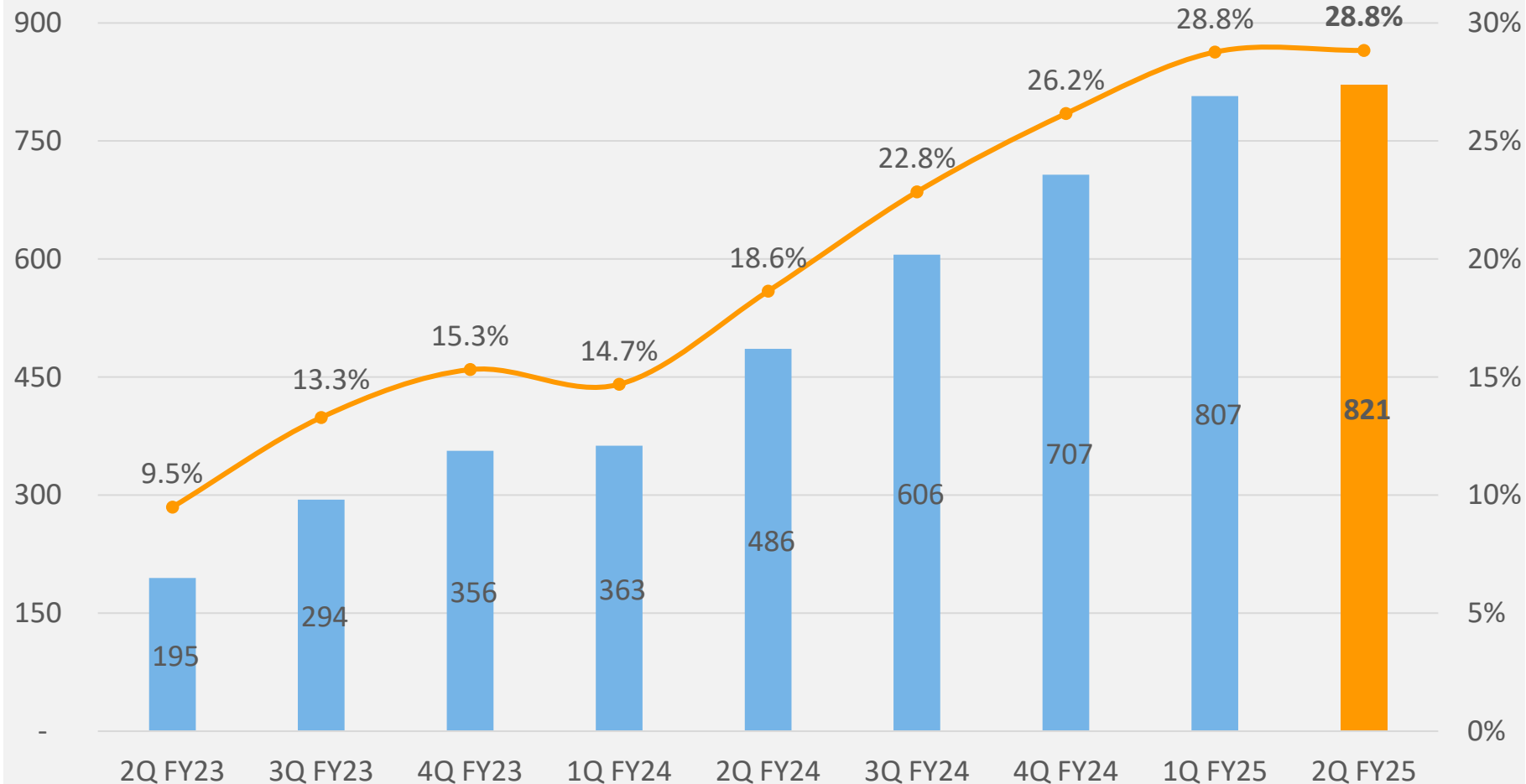
# REVENUE

## Operating Revenue (Rs million)



# OPERATING MARGIN

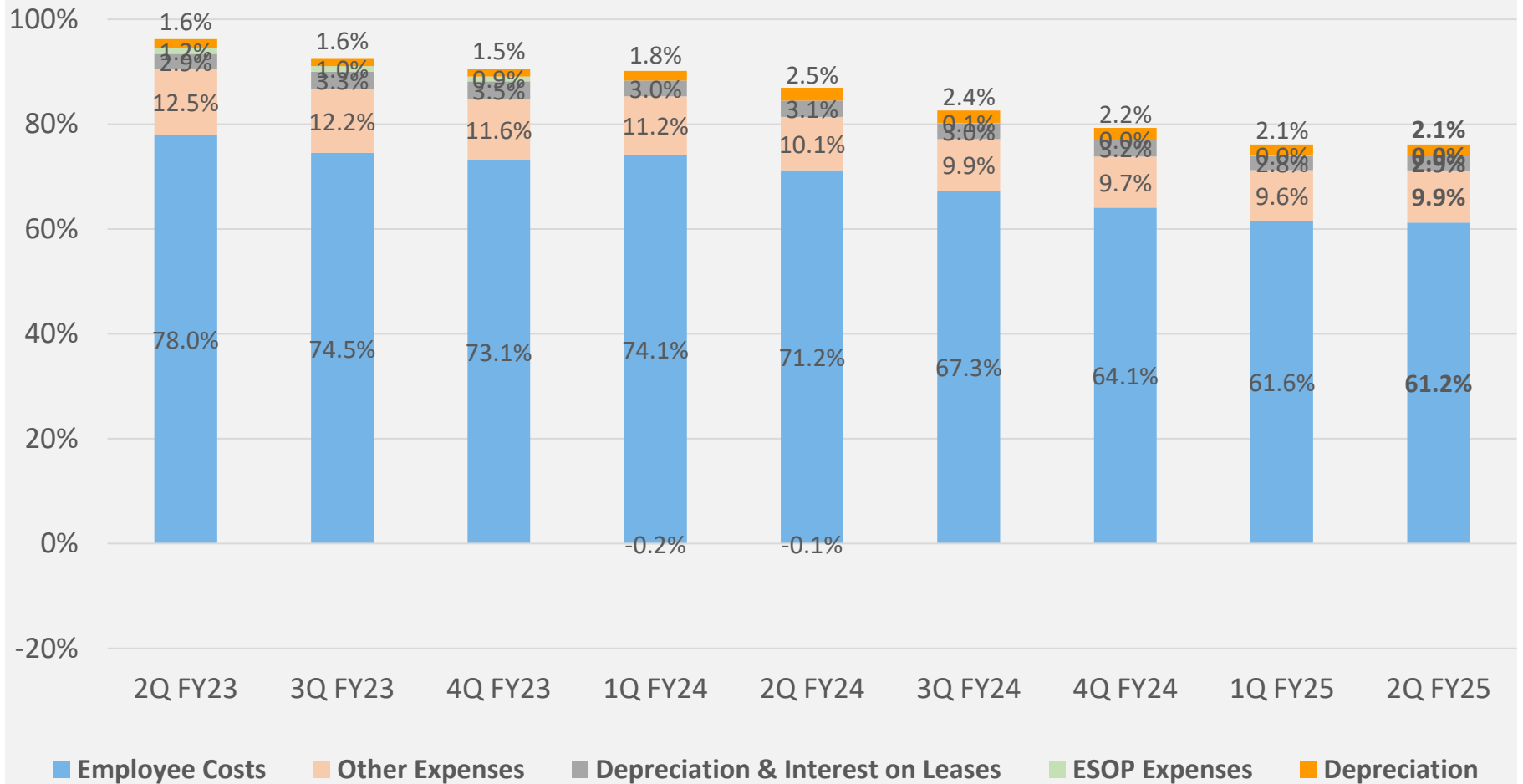
## Adjusted EBITDA (Rs million) & Margin %



Note: Adjusted EBITDA calculated after excluding non-cash ESOP Expenses from reported EBITDA

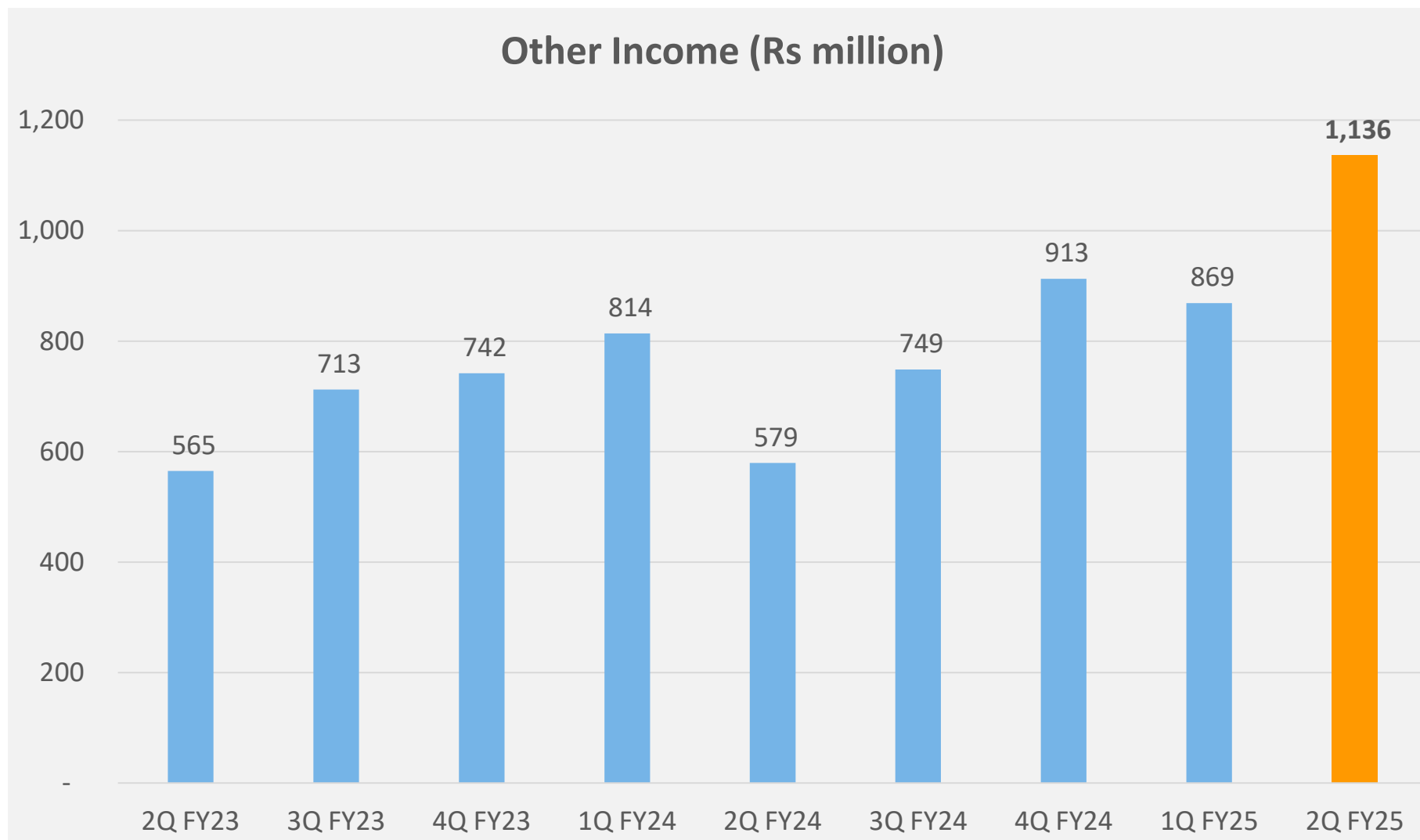
# COST STRUCTURE

## Expenses as % of Operating Revenue





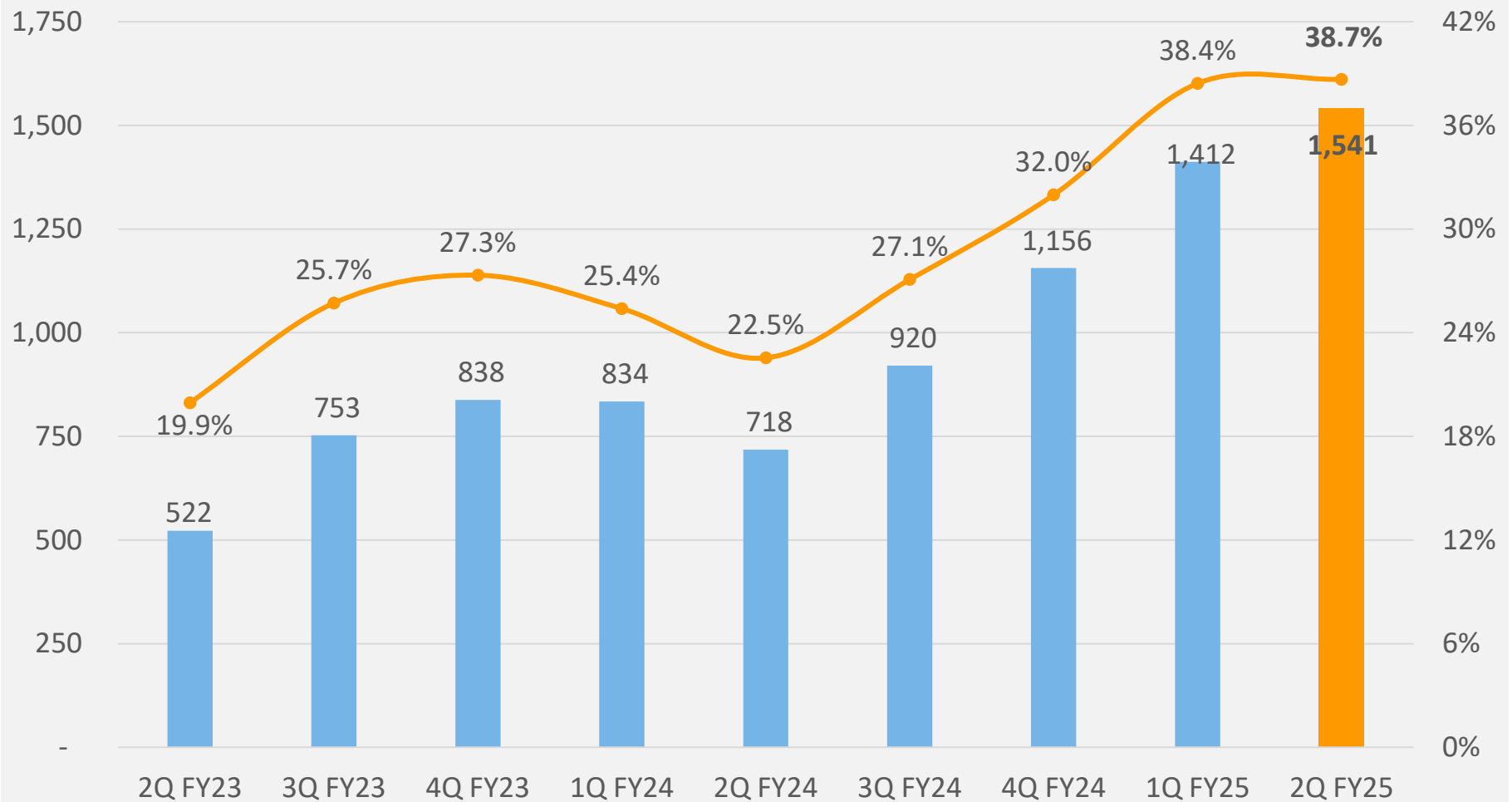
## OTHER INCOME



Note: Other Income in 2Q FY25 sequentially higher due to higher mark-to-market (MTM) gains on treasury portfolio owing to decrease in bond yields during the quarter.

# NET PROFIT MARGIN

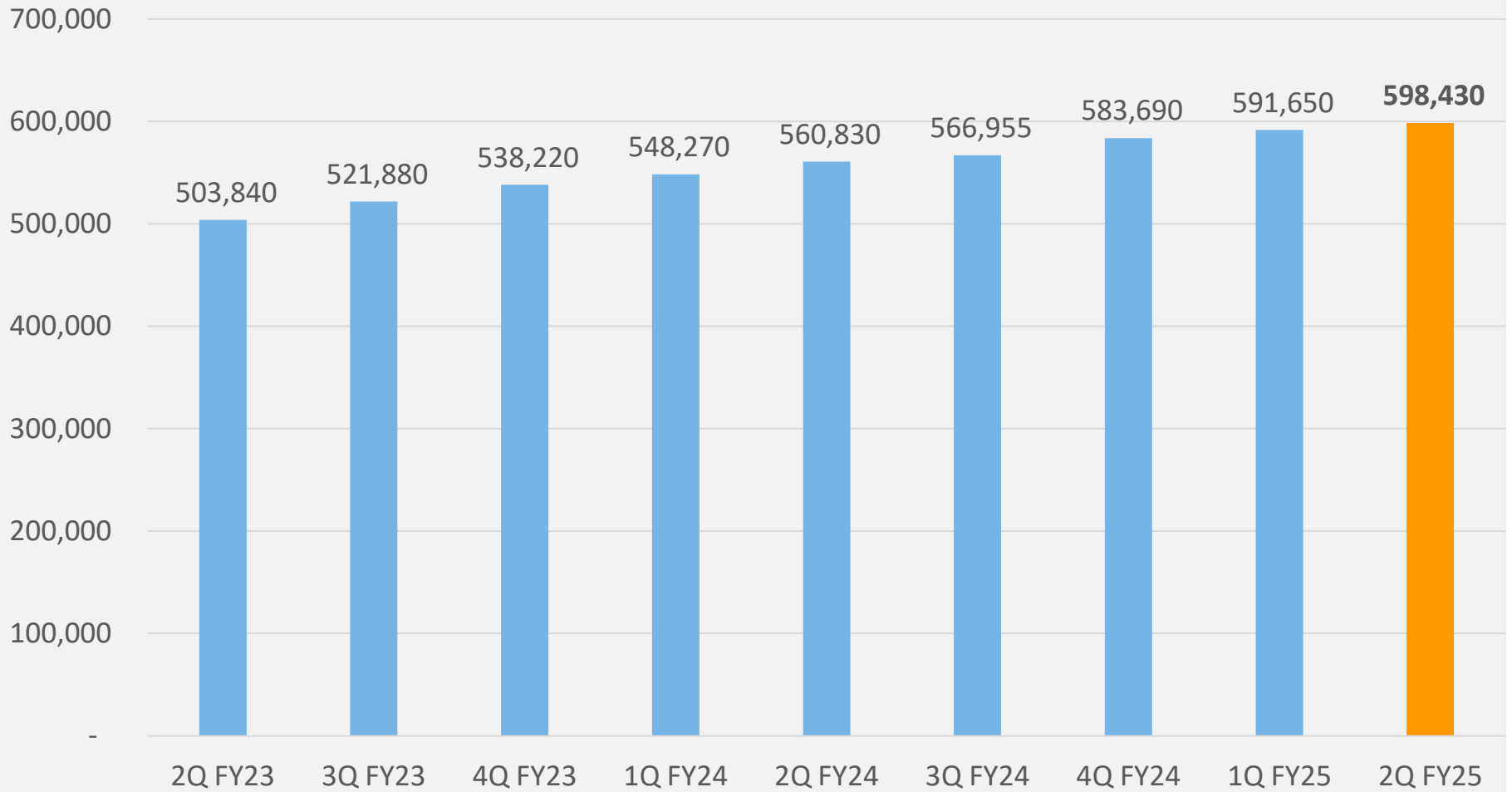
## Net Profit (Rs million) & PAT Margin %



Note: Net Profit Margin is calculated as Net Profit (Profit After Taxes) as a percentage of Total Revenue (Operating Revenue + Other Income) for the period.

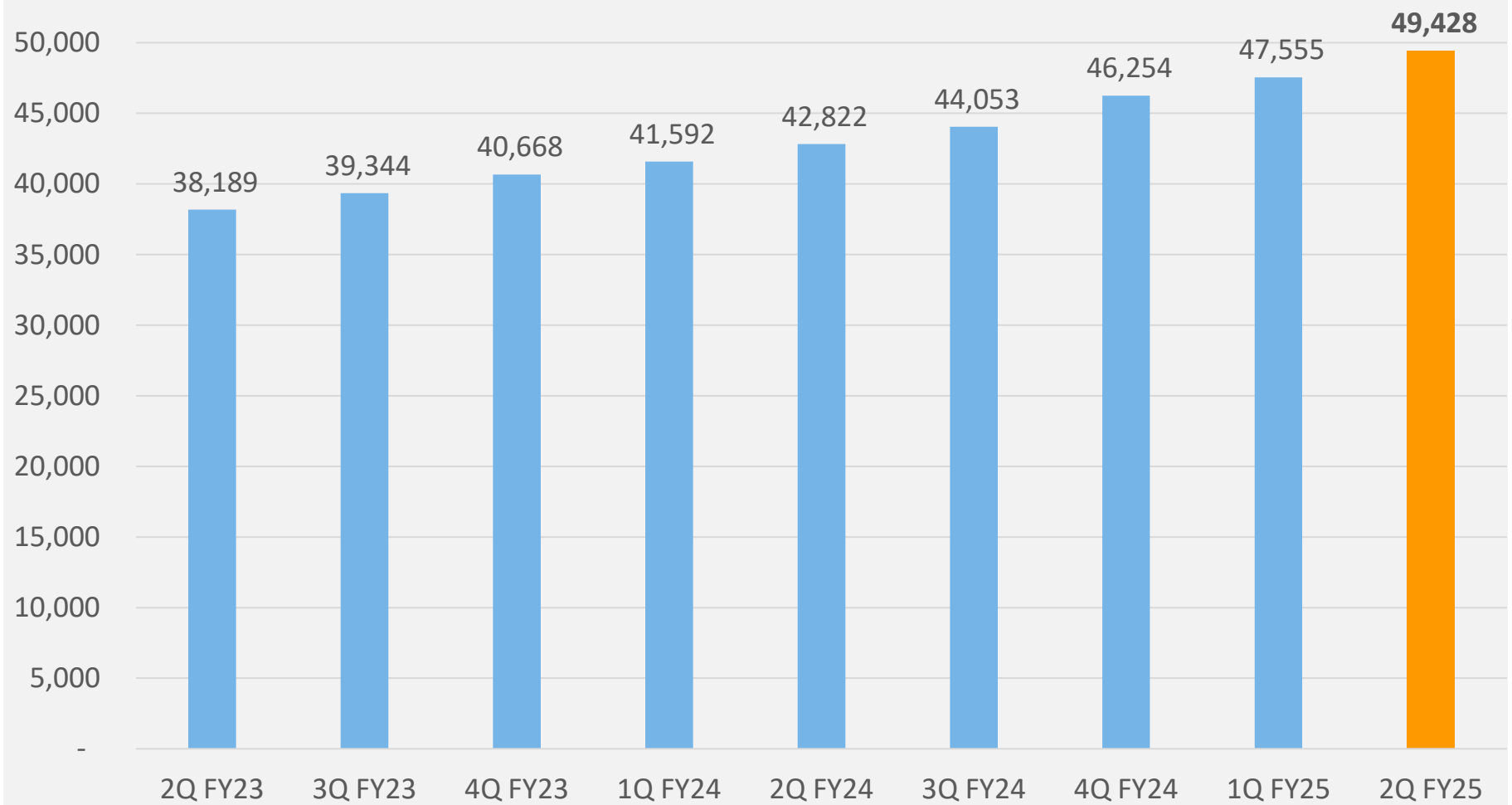
# PAID CAMPAIGNS

## Active Paid Campaigns - period end



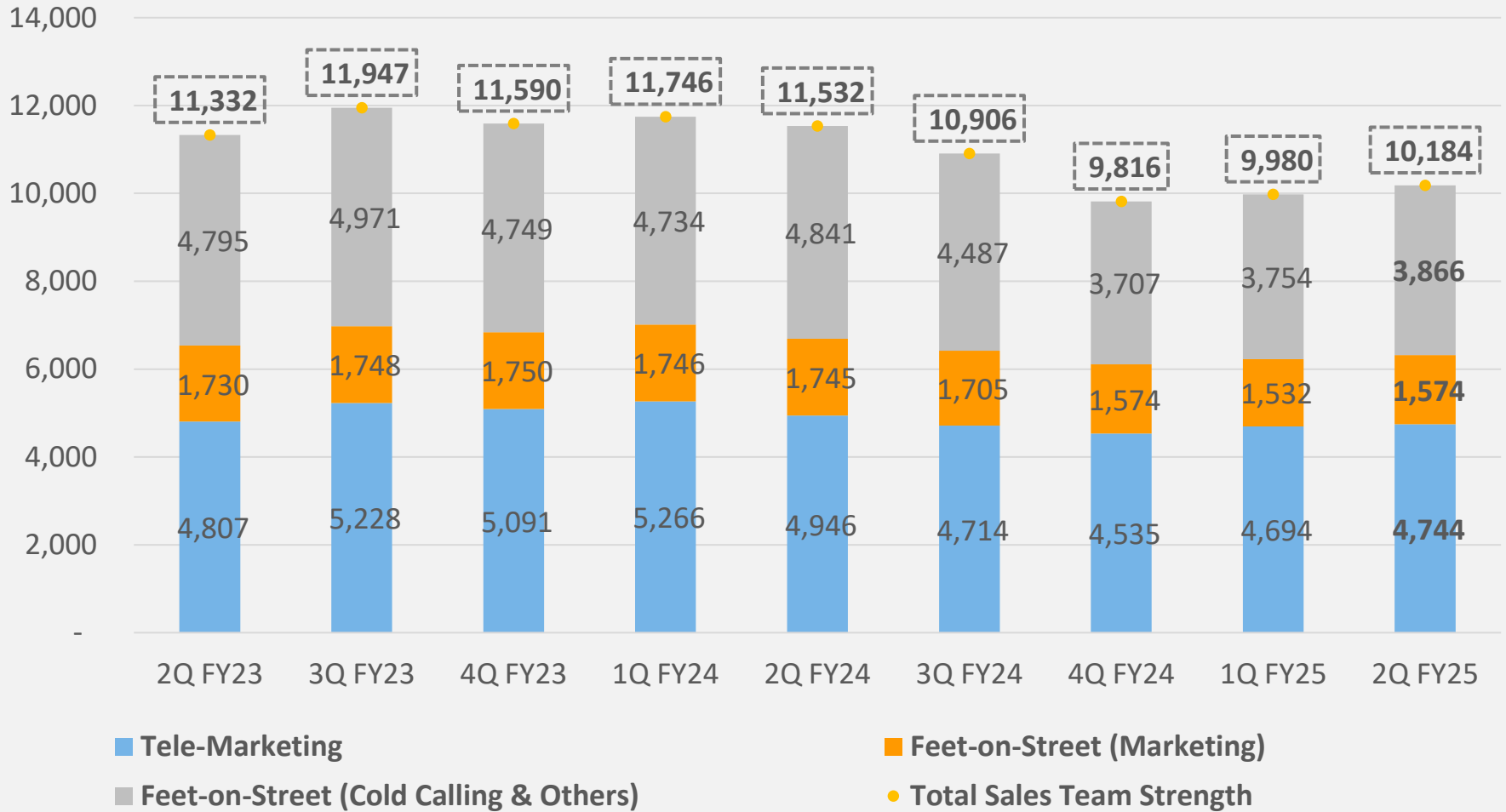
# CASH AND INVESTMENTS

## Cash & Investments - period end (Rs million)



# SALES FORCE

## Sales Strength - Period End





JUST DIAL LTD - 2Q FY25 (Quarter ended September 30, 2024) PERFORMANCE SUMMARY						
Metric	Unit	2Q FY25	2Q FY24	YoY change	1Q FY25	QoQ change
Operating Revenue	(₹ million)	2,848	2,606	9.3%	2,806	1.5%
Operating EBITDA	(₹ million)	821	488	68.2%	806	1.8%
Operating EBITDA Margin	%	28.8%	18.7%	1,009 bps	28.7%	7 bps
Adjusted EBITDA (excl. ESOP expenses)	(₹ million)	821	486	69.1%	807	1.8%
Adjusted EBITDA Margin (excl. ESOP expenses)	%	28.8%	18.6%	1,020 bps	28.8%	7 bps
Other Income	(₹ million)	1136	579	96.1%	869	30.8%
Profit Before Taxes	(₹ million)	1816	921	97.1%	1,539	18.0%
Net Profit	(₹ million)	1,541	718	114.6%	1,412	9.1%
Net Profit Margin	%	38.7%	22.5%	1,613 bps	38.4%	24 bps
Deferred Revenue (period end)	(₹ million)	5,155	4,680	10.1%	5,001	3.1%
Cash & Investments (period end)	(₹ million)	49,428	42,822	15.4%	47,555	3.9%

Note: Net Profit Margin is calculated as Net Profit (Profit After Taxes) as a percentage of Total Revenue (Operating Revenue + Other Income) for the period.

JUST DIAL LTD - 2Q FY25 (Quarter ended September 30, 2024) PERFORMANCE SUMMARY						
Metric	Unit	2Q FY25	2Q FY24	YoY change	1Q FY25	QoQ change
Unique Visitors	(million)	198.0	171.7	15.3%	181.3	9.3%
- Mobile	(million)	169.0	147.9	14.3%	154.5	9.4%
- Desktop/ PC	(million)	23.4	17.9	30.4%	20.4	14.5%
- Voice	(million)	5.6	5.9	-4.4%	6.3	-10.9%
- Mobile	% share	85.4%	86.1%	-78 bps	85.3%	10 bps
- Desktop/ PC	% share	11.8%	10.5%	137 bps	11.3%	54 bps
- Voice	% share	2.8%	3.4%	-59 bps	3.4%	-64 bps
Total Listings (period end)	(million)	46.2	40.2	15.0%	44.9	2.9%
Net Listings Addition		1,305,226	2,192,436	-40.5%	1,373,563	-5.0%
Total Images in Listings (period end)	(million)	206.5	165.2	25.0%	198.3	4.1%
Listings with Geocodes (period end)	(million)	30.8	25.3	21.9%	29.5	4.6%
Ratings & Reviews	(million)	150.3	145.8	3.0%	149.1	0.8%
Paid campaigns (period end)		598,430	560,830	6.7%	591,650	1.1%
Total App Downloads (period end)	(million)	38.2	35.0	9.0%	37.3	2.4%
App Downloads per day		7,377	8,237	-10.4%	6,937	6.4%
Total Employees (period end)		13,147	14,888	-11.7%	13,112	0.3%
- Sales Employees (period end)		10,184	11,532	-11.7%	9,980	2.0%

# BOARD OF DIRECTORS

## EXECUTIVE DIRECTOR

### V S S Mani

V.S.S. Mani is the Founder, Managing Director and Chief Executive Officer of Justdial. With over 36 years of experience in the field of media and local search services, he has successfully steered and kept our business on the growth track, driven by technological innovation.

## INDEPENDENT DIRECTORS

### Krishnan Sudarshan (Chairman)

Mr. Krishnan Sudarshan is an Engineering graduate from the National Institute of Technology, Kurukshetra. He leads EMA Partners across India, Singapore & the Middle East and is part of the global firm's executive board responsible for the Marketing & Communications portfolio. Operating from Mumbai & Singapore, he has over 25 years of experience in Executive search and has led successful engagements for both Indian and multinational corporations across industry sectors and functional disciplines. He also leads the Board and CEO practice for the firm in India. He is widely networked and recognized as an industry thought leader in India. He has also written several articles in leading business media across a variety of issues encompassing general management, human resources, and academics.

### Ranjit V. Pandit

Ranjit V. Pandit served as the Managing Director at General Atlantic, LLC, between 2007 and 2012 where he was the head of the firm's growth investment activities across India. He has served as an Advisory Director of General Atlantic LLC in 2013. Prior to General Atlantic, he served as the Managing Director and Chairman of McKinsey & Company in India. He has an MBA from the Wharton School at the University of Pennsylvania (USA) and holds a BE Degree in Electrical Engineering from VJTI, University of Bombay.

### Bhama Krishnamurthy

Bhama Krishnamurthy was Country Head and Chief General Manager, SIDBI. She has a career spanning over 35 years in IDBI (now IDBI Bank) and SIDBI, an Apex Development Bank for micro, small and medium enterprises in India covering all areas of development in banking operations both from policy perspectives and relating to implementation aspects. Her areas of specialisation include resource raising and management, integrated treasury operations, credit dispensation & management and risk management. She has done her Masters in Science (M.Sc.) from Mumbai University.

### Prof. Dipak C. Jain

Professor Dipak C. Jain earned his M.Sc in Mathematical Statistics from Guwahati University and his Ph.D. in Marketing from the University of Texas at Dallas, USA. He holds a distinguished reputation as both an educator and a scholar. He assumed the role of Dean at the Kellogg School of Management, Northwestern University USA, from 2001 to 2009, and later served as Dean at INSEAD, a prominent business school located in Fontainebleau (Paris), France. Following this, he served as Director at the SASIN Graduate Institute of Business Administration, Chulalongkorn University in Bangkok, Thailand. Presently, Professor Jain holds the title of Professor of Marketing at the China Europe International Business School (CEIBS), bringing with him over 40 years of expertise in management education. He has published several articles in esteemed international journals focusing on marketing and related disciplines. Additionally, he served as the President (European) of China Europe International Business School from 2017 to 2022.

# BOARD OF DIRECTORS

## NON-EXECUTIVE DIRECTORS

### V. Subramaniam

V. Subramaniam is a Chartered Accountant and Cost Accountant. He has over 25 years of experience in the fields of finance, accounts, taxation and business management. He has over the years served at various leadership positions in industries ranging from consumer products, petrochemicals, refining to automobiles and retail during his corporate tenure. He is currently serving as the Managing Director of Reliance Retail Ventures Limited (RRVL) as well as Whole-time Director of Reliance Retail Limited, subsidiary of RRVL.

### Ashwin Khasgiwala

Ashwin Khasgiwala presently serves as the Chief Business Operations Controller for Retail Business and has been associated with Reliance Group for more than 18 years. He is a Chartered Accountant and has over two decades of experience in the fields of finance, compliance and accounting.

### Geeta Fulwadaya

Geeta Fulwadaya has been associated with Reliance Group for over 15 years and has extensive experience in the field of corporate laws and allied matters. She is also on the Board of several companies, including Den Networks Limited and Hathway Cable & Datacom Limited. She is a commerce graduate and also holds a law degree from Government Law College. She is a member of the Institute of Company Secretaries of India.

### Anshuman Thakur

Anshuman Thakur has completed his graduation in Economics and MBA from IIM Ahmedabad. He has 25 years of experience in corporate strategy and investment banking and has worked across diverse industries. He is currently Senior Vice President at Jio Platforms Limited and responsible for strategy and planning functions. He joined the Reliance Group in 2014 and has ever since been closely involved with the Jio and retail businesses. Prior to joining Reliance, he worked with Morgan Stanley as Head of Mergers & Acquisitions in India. He was a TMT coverage banker at Rothschild prior to his stint at Morgan Stanley. He has also worked with Arthur Andersen and Ernst & Young in the areas of corporate finance and strategy.

### Dinesh Taluja

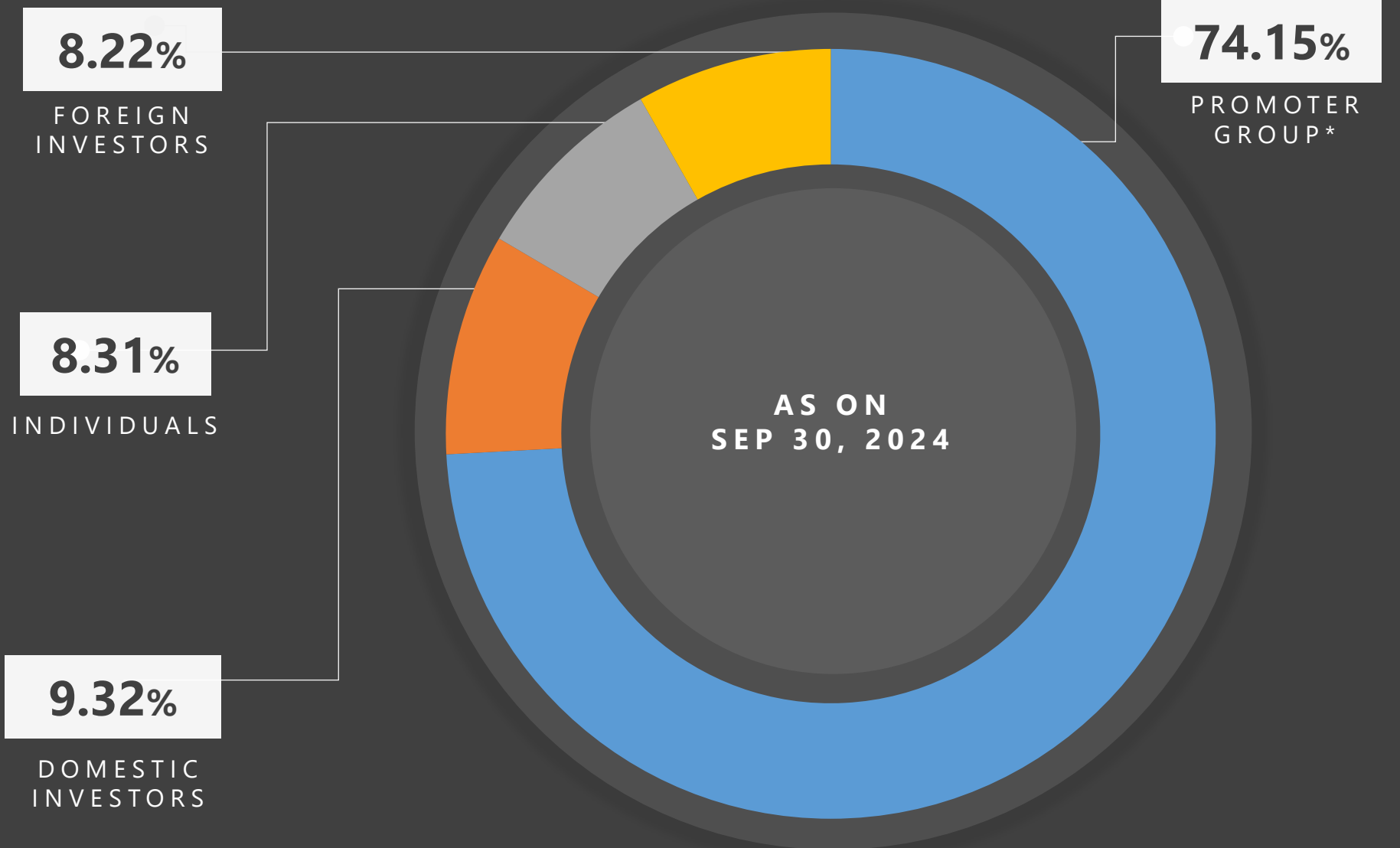
Dinesh Taluja has completed his B. Tech. from IIT Delhi and MBA from IIM Ahmedabad. He has over 18 years of experience across Investment Banking, Management Consulting & Private Equity and has worked in various roles across Credit Suisse, Standard Chartered Bank, McKinsey & Company and Peepul Capital. He was associated with Credit Suisse where he was leading their India's M&A practice. He is currently serving as the Chief Financial Officer of Reliance Retail Limited and Dy. Chief Financial Officer of Reliance Retail Ventures Limited.

# LEADERSHIP TEAM

Name	Designation	Experience	Functional Areas
V S S Mani	Managing Director & CEO	36 Years	Overall growth strategy, planning, execution & management
V Krishnan	Group President	31 Years	Growth Strategy and Business Development
Abhishek Bansal	Chief Financial Officer	16 Years	Finance, Strategy, Accounting, Treasury, Audit, Legal, Compliance & Investor Relations
Vishal Parikh	Chief Product Officer	24 Years	Leads Product, Design & Technology teams, IT Infra and Voice Operations
Shwetank Dixit	Chief Growth Officer	13 Years	Strategy, Marketing, Business Analytics, Traffic and Revenue Growth, Content Augmentation & SEO
Rakesh Ojha	Chief Business Officer (West & South)	29 Years	Sales & Expansion (West & South Region)
Prashant Nagar	Chief Business Officer (North & East)	25 Years	Sales & Expansion (North & East Region)
Ajay Mohan	Chief Business Officer	29 Years	Sales platform management, Strategic alliances, Corporate partnerships & Business expansion
Rajesh Madhavan	Chief People Officer	30 Years	Human Resource Functions
Bandan Karkidholy	Vice President & General Counsel	20 Years	Legal, Regulatory Compliances, Intellectual Property
Manan Udani	Company Secretary & Compliance Officer	16 Years	Company Secretarial and Compliances



# SHAREHOLDING PATTERN



\*Stake held by Promoter - Reliance Retail Ventures Limited (RRVL) = 63.84%

End of Presentation

Registered & Corporate Office:

Just Dial Limited, Palm Court Building M, 501/B, 5th Floor, New Link Road, Malad (W), Mumbai - 400064.

For any queries, please contact us at [investors@justdial.com](mailto:investors@justdial.com)