

January 12, 2024

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

Dear Sirs,

Sub: Investor presentation on Unaudited Financial Results for the quarter ended December 31, 2023

The presentation to analysts / investors on the financial performance of the Company for Unaudited Financial Results of the Company for the quarter ended December 31, 2023 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

January 2024



DISCLAIMER

This Presentation has been prepared by Just Dial Limited ("Just Dial") for investors, shareholders, analysts and other relevant stakeholders, solely for informational purposes. The information set out in this Presentation, including business overview, traffic related numbers, products related information, historical financial performance and any forecasts should not be considered as advice or a recommendation to investors or potential investors in relation to holding, purchasing or selling securities or other financial products. Before acting on any information, you should consider the appropriateness of the information having regard to these matters, any relevant offer document and in particular, you should seek independent financial advice.

This presentation may contain forecasts/ forward looking statements based on facts, expectations, and/or past figures relating to the business, financial performance and results of the Company. As with all forward-looking statements, forecasts are connected with known and unknown risks, uncertainties and other factors that may cause the actual results to deviate significantly from the forecast. Readers are cautioned not to place undue reliance on these forward looking statements. Forecasts prepared by the third parties, or data or evaluations used by third parties and mentioned in this communication, may be inappropriate, incomplete, or falsified. Neither the Company or any of its subsidiaries or any of its Directors, officers or employees thereof, provide any assurance that the assumptions underlying such forward-looking statements are fully free from errors nor do any of them accept any responsibility for the future accuracy of the opinions expressed in the Presentation or the actual occurrence of the forecasted developments. Neither the Company nor its Directors or officers assume any obligation to update any forward - looking statements or to confirm these forward-looking statements to the Company's actual results.

The contents of this presentation are confidential, and they must not be copied, distributed, disseminated, published or reproduced, in whole or in part, or disclosed by recipients directly or indirectly to any other person. Just Dial makes no representation or warranty as to the accuracy or completeness of this information and shall not have any liability for any representations (expressed or implied) regarding information contained in, or for any omissions from, this information or any other written or oral communications transmitted to the recipient in the course of its evaluation of the Company.

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

Q3 FY24 means the period Oct 1, 2023 to Dec 31, 2023

FY24 or FY 23-24 or FY 2024 means the Financial Year starting Apr 1, 2023 and ending Mar 31, 2024



BUSINESS OVERVIEW



COMPANY OVERVIEW

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



High user engagement, 147.0 million ratings & reviews



165.9 million quarterly unique visitors in Q3-FY24



Database of 41.6 million listings



Scalable and profitable business model



566,955 active paid campaigns



Figures as on Dec 31, 2023

KEY STRENGTHS

- ❑ First Mover Advantage in Indian Local Search Market
- ❑ Strong Brand Recognition with 165.9 million unique quarterly visitors^ in Q3 FY24 (171.7 million in Q2 FY24)
- ❑ Comprehensive database of 41.6 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



4,714 employees in tele-sales, 6,192 feet-on-street salesforce



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

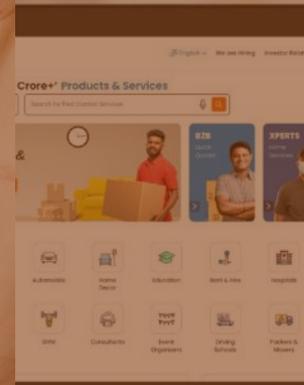
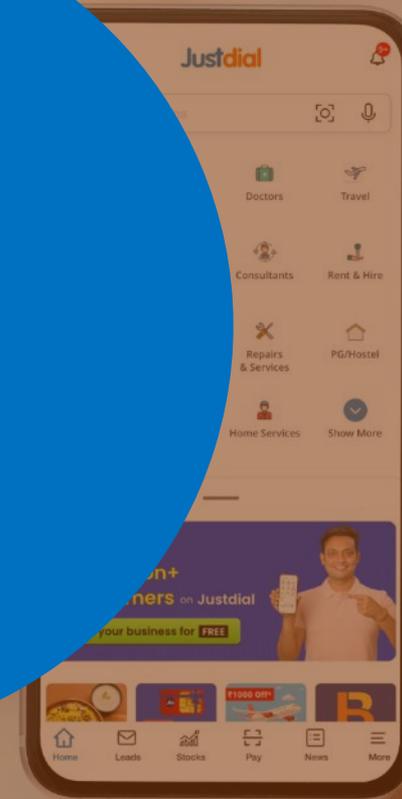
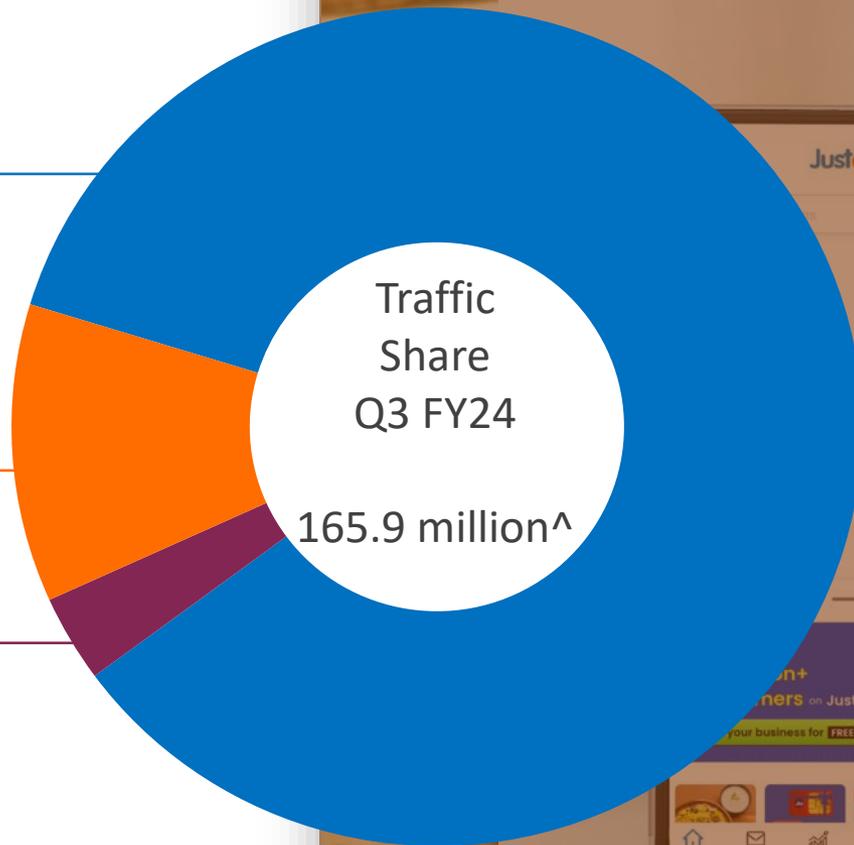


PLATFORMS

 **85.2%**
MOBILE
Mobile Site & Apps

 **11.4%**
DESKTOP/ PC
www.justdial.com

 **3.4%**
VOICE
88888-88888



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

MOBILE



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

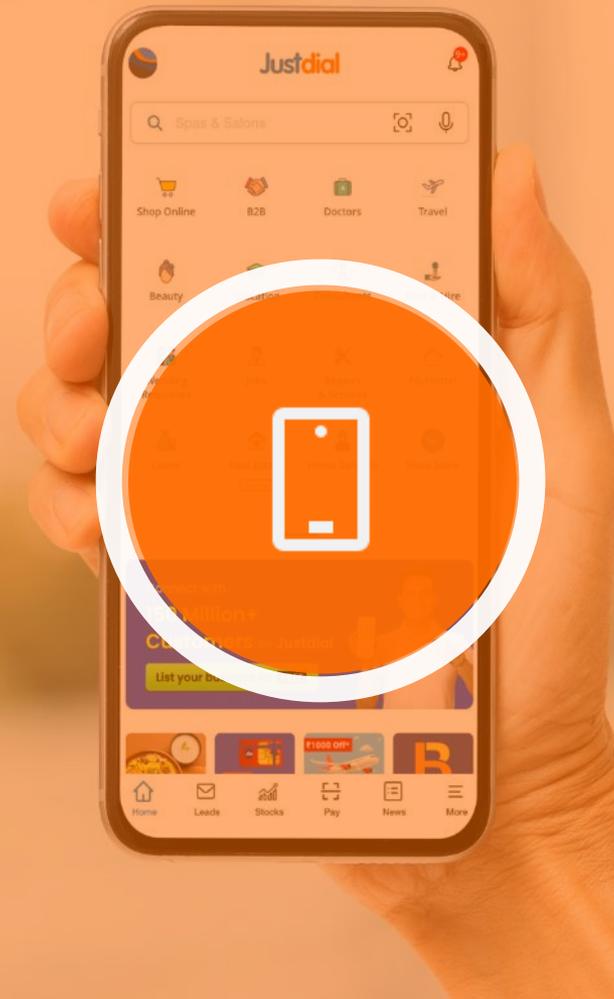
Ratings & Reviews

Friends' Ratings

Real-time Performance tags for listings

Favorites

Search Plus



WEBSITE

Predictive Auto-Suggest

Company, Category, Product Search

Location Detection

Maps & directions

Operating hours

Business logos

Pictures & videos

Ratings & reviews

Friends' Ratings

Favorites

Search Plus

Popular Category Searches



VOICE

 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

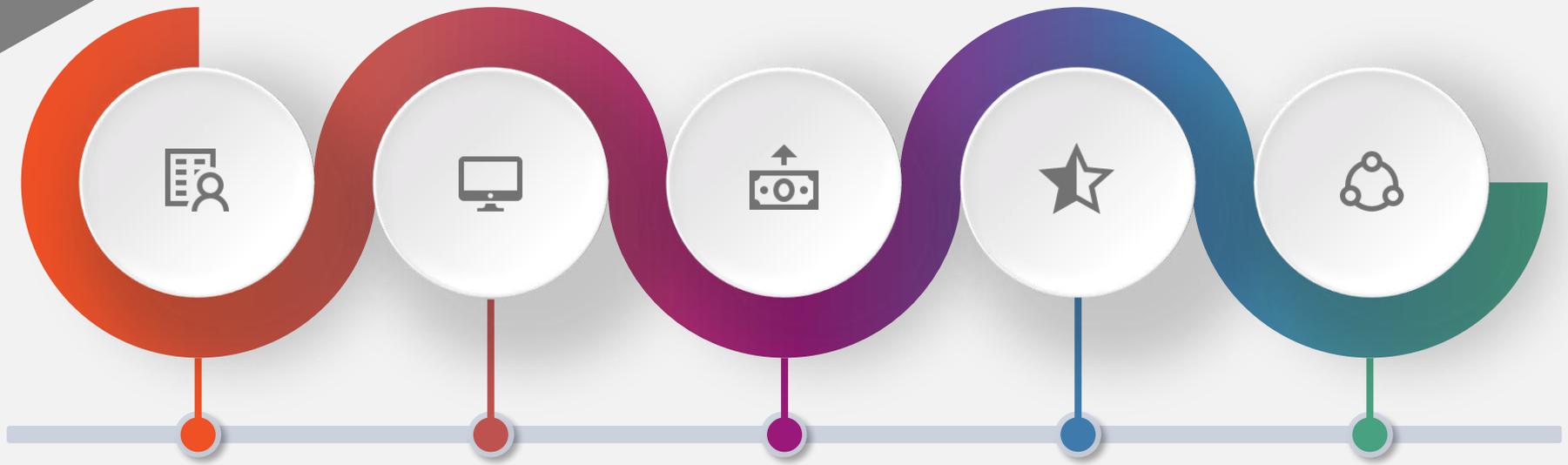
Personalized Greeting

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



147.0 million Ratings & Reviews

Mobile-verified, unbiased ratings

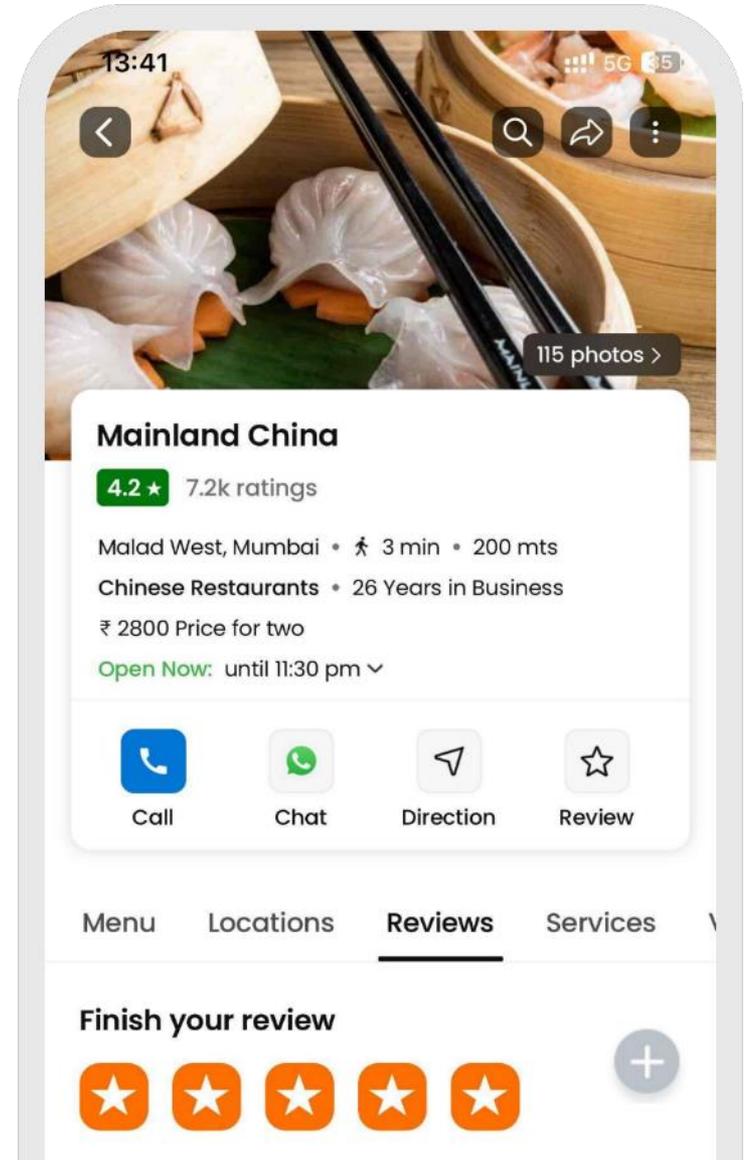
Intelligent tags to capture experiences

Friends' Ratings

5-Point Rating Scale

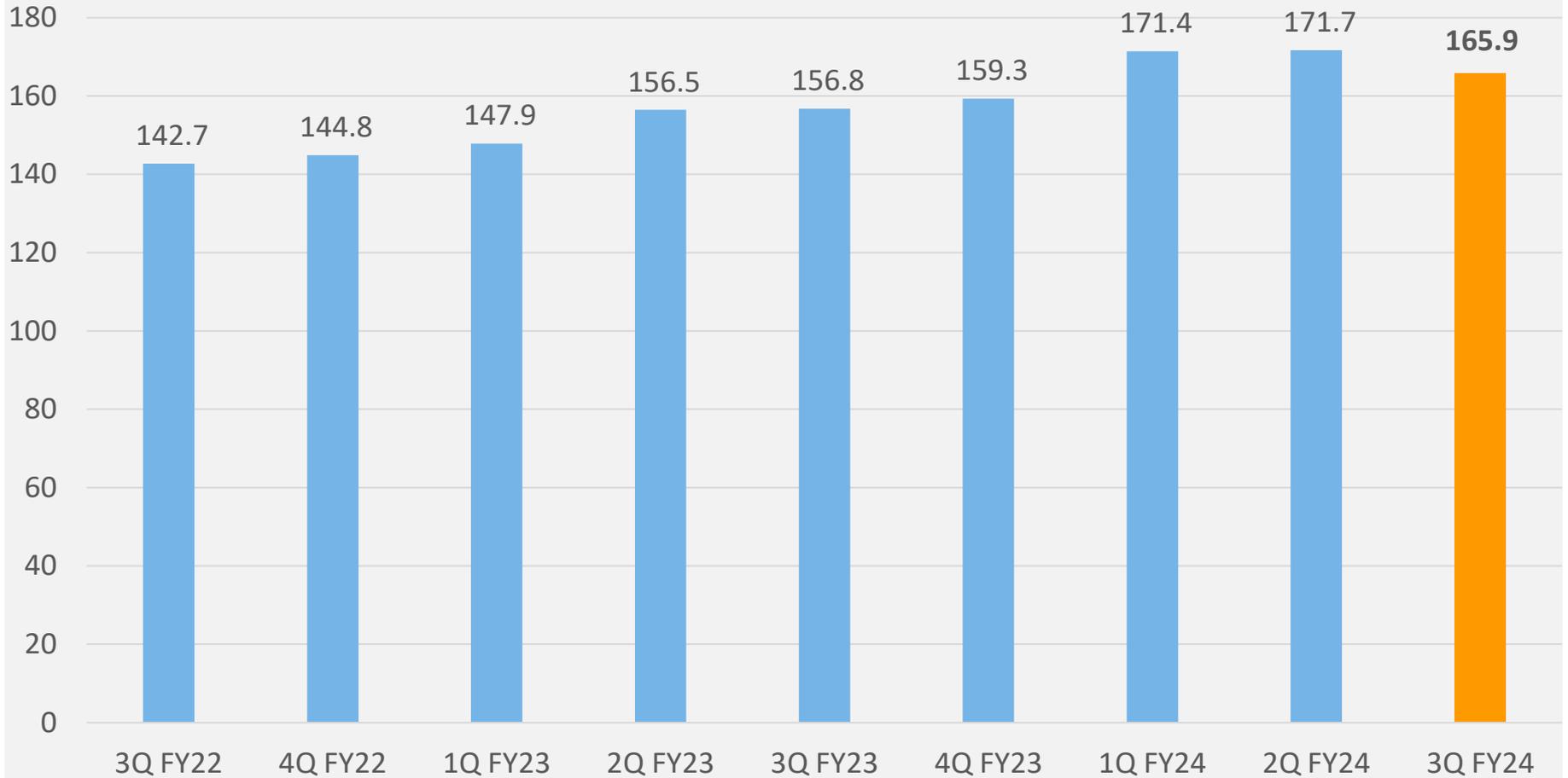
Photos Upload with Review

Robust Audit Mechanism



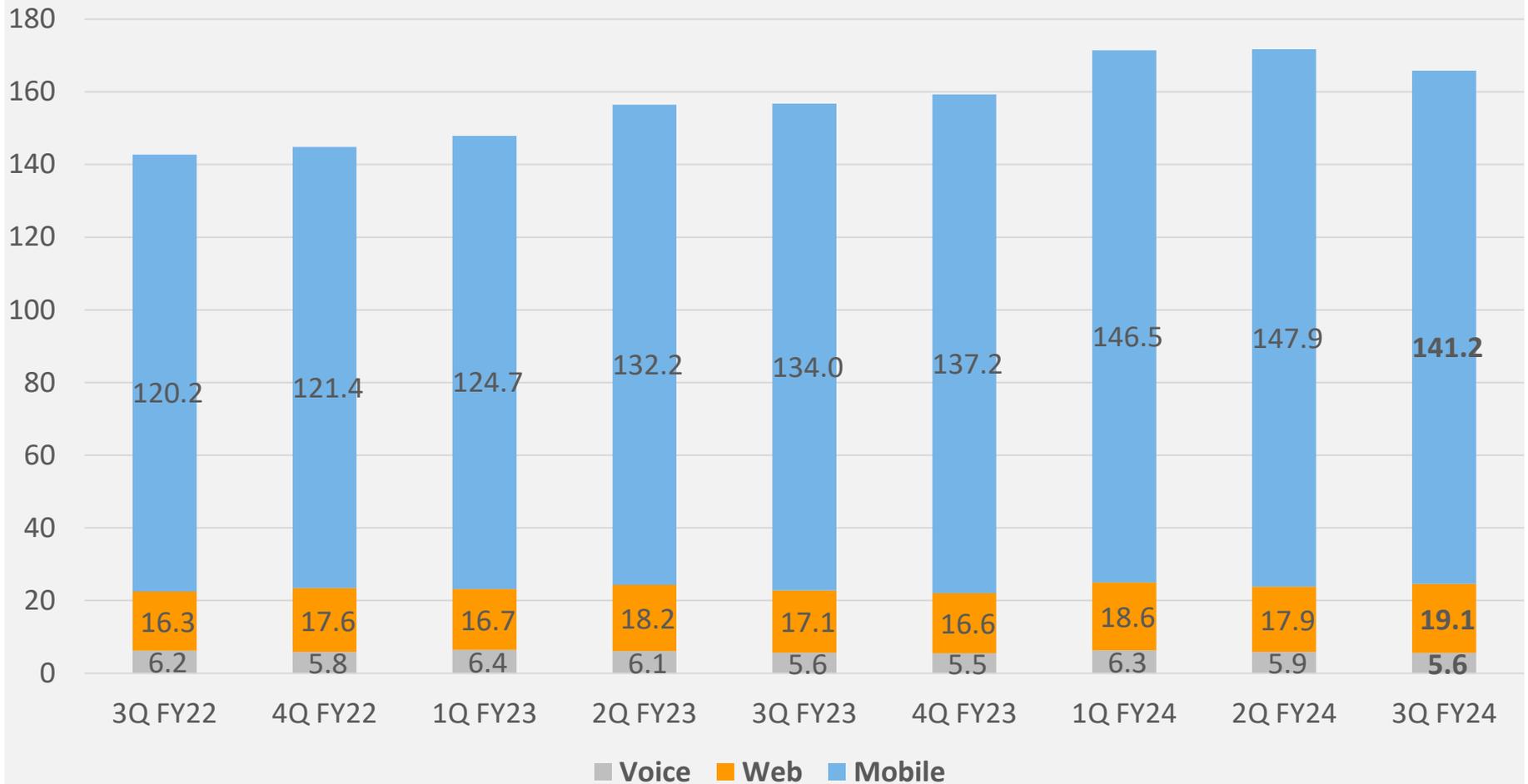
TRAFFIC/ VISITORS

Quarterly Unique Visitors (million)



TRAFFIC/ VISITORS

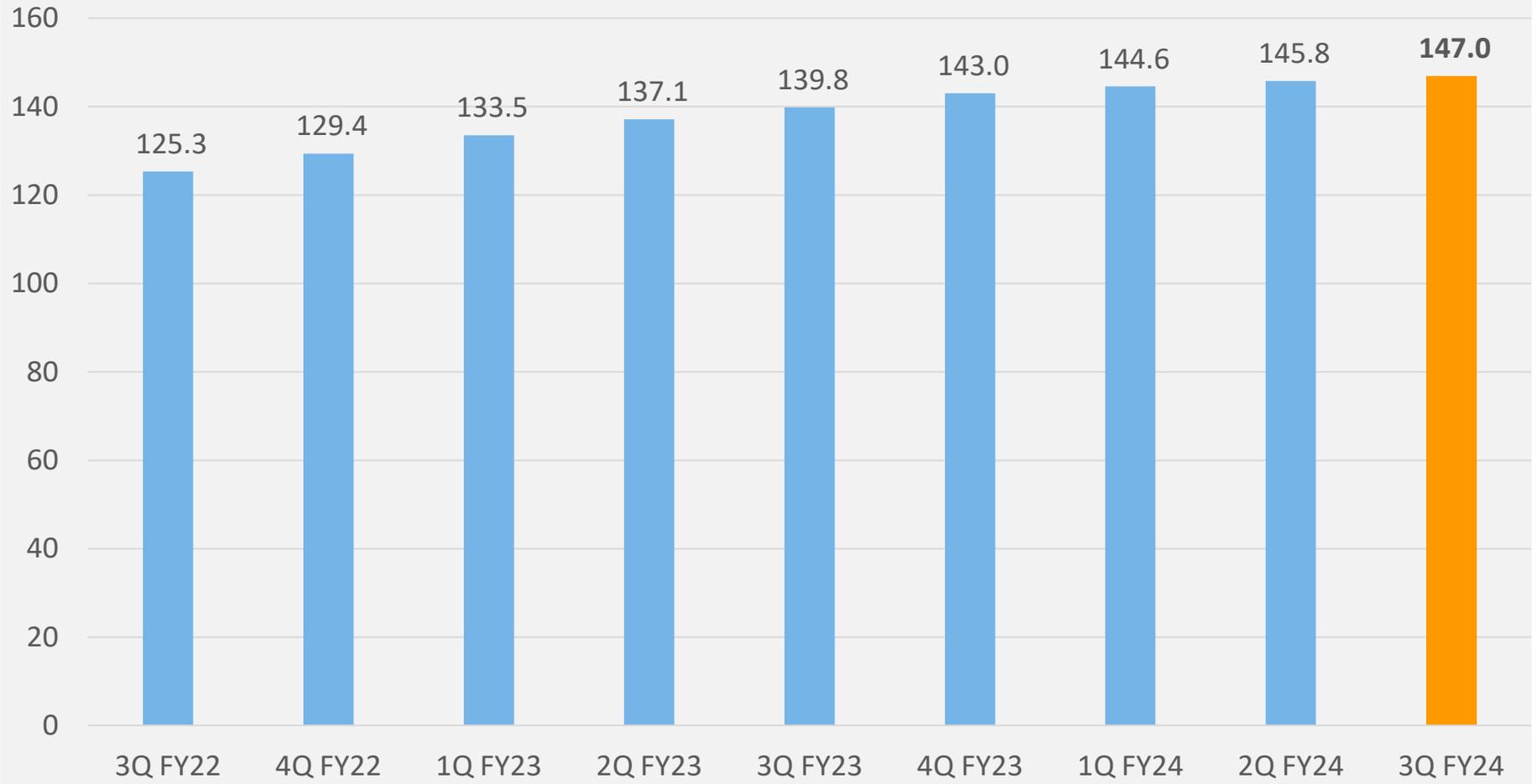
Quarterly Unique Visitors split (million)



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

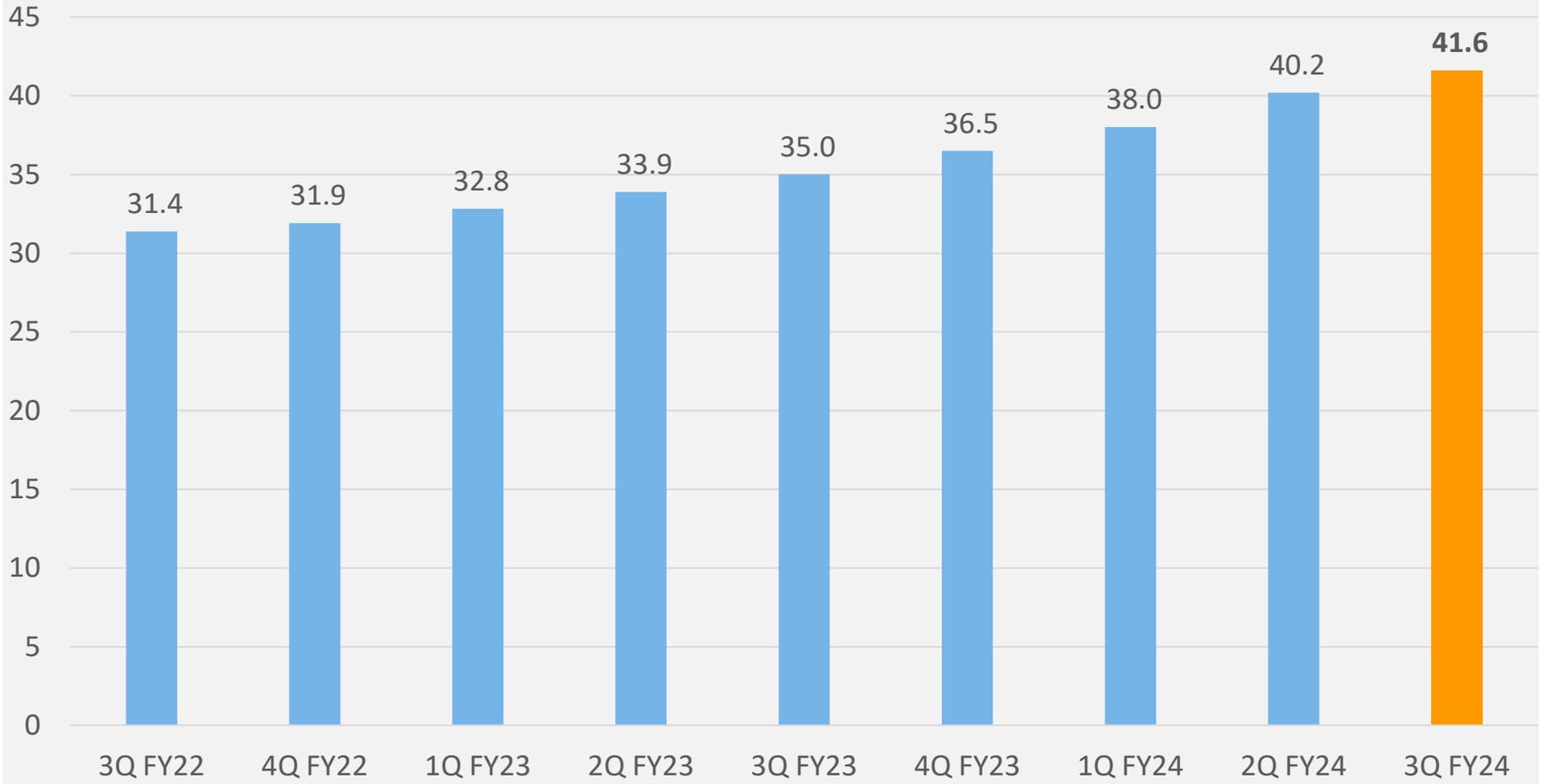
USER ENGAGEMENT

Ratings & Reviews (million)



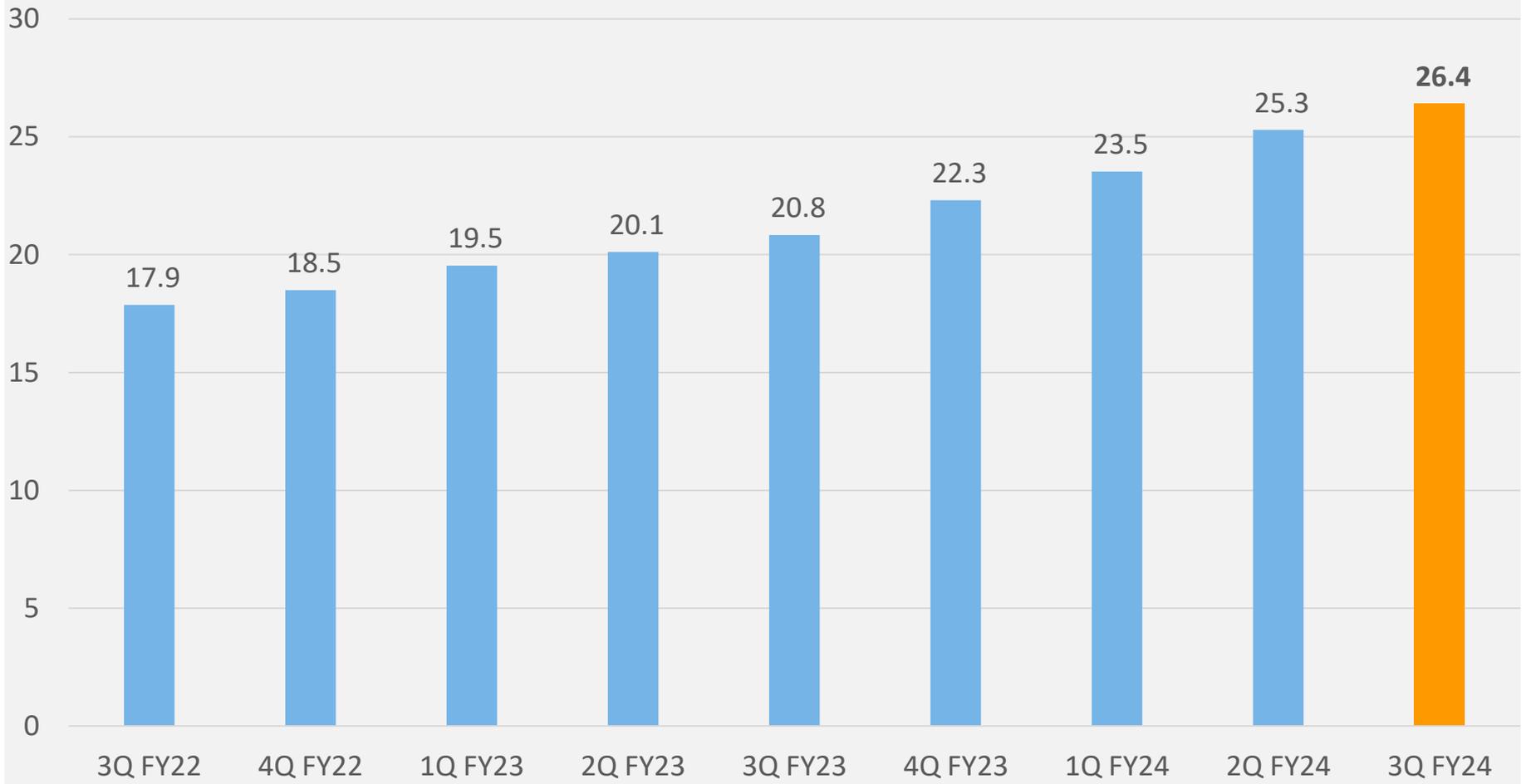
DATA ENRICHMENT

Active Listings - period end (million)



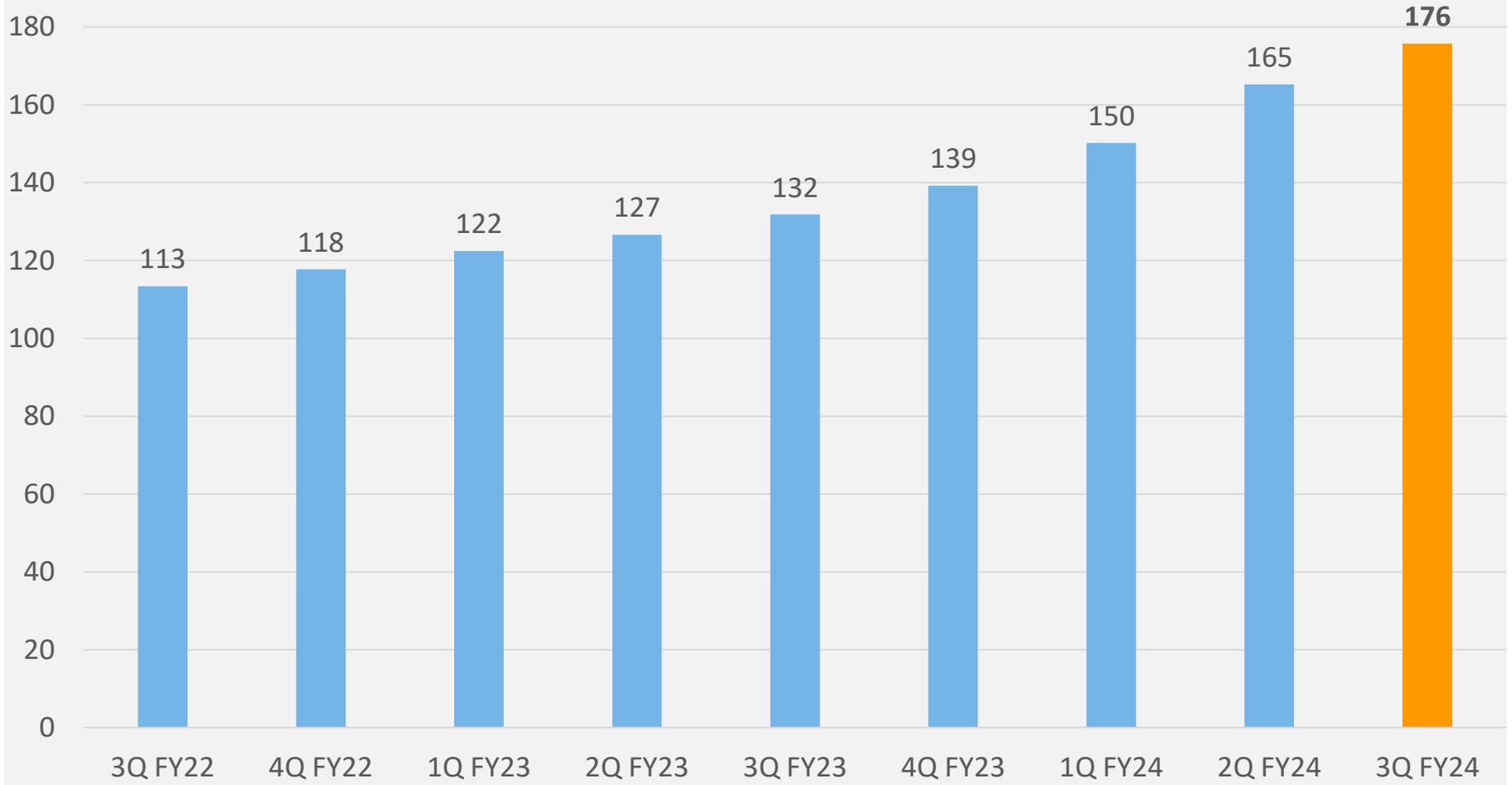
DATA ENRICHMENT

Listings with Geocodes (million)



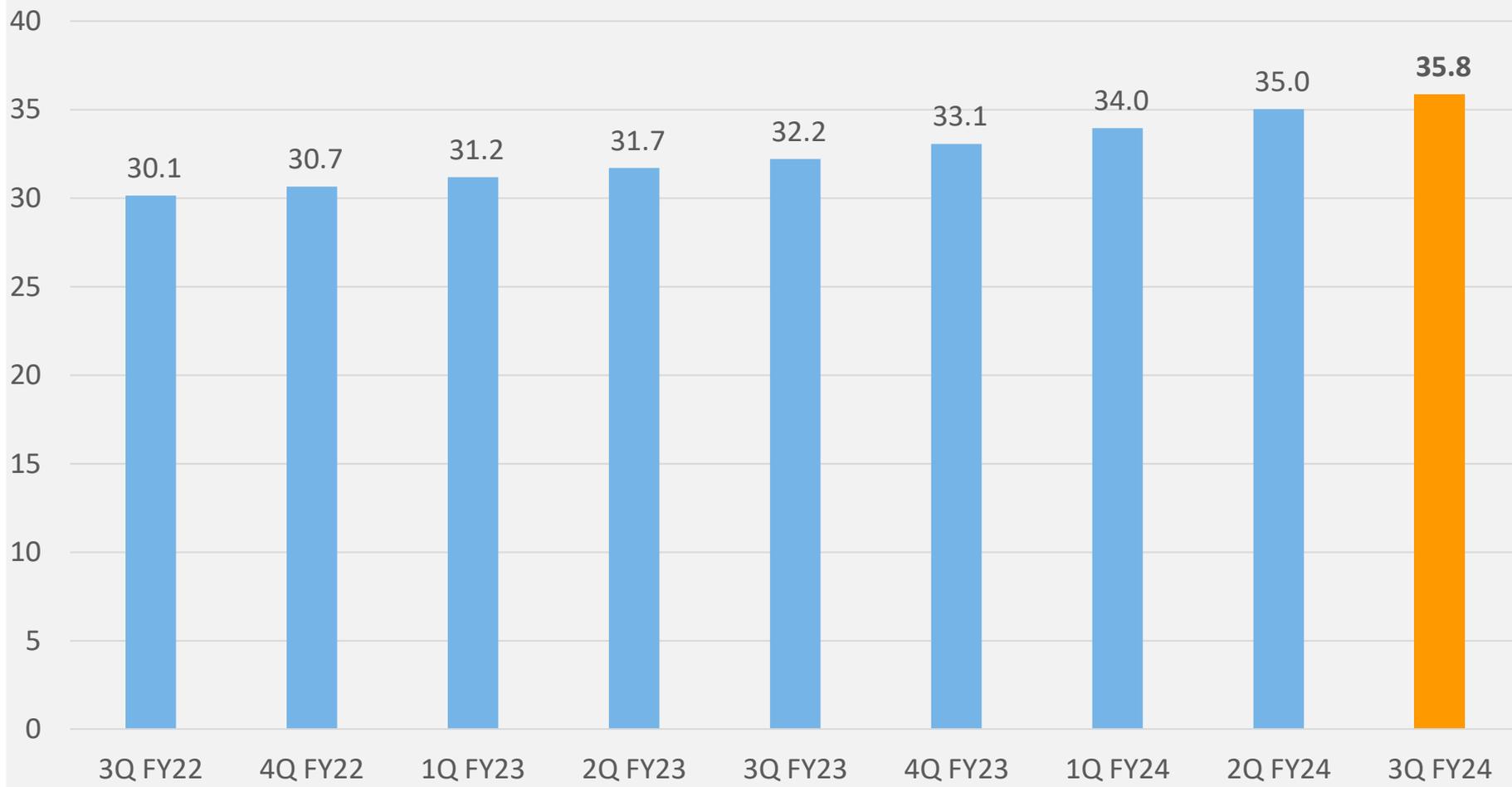
DATA ENRICHMENT

Images in Active Listings (million)



MOBILE APPS

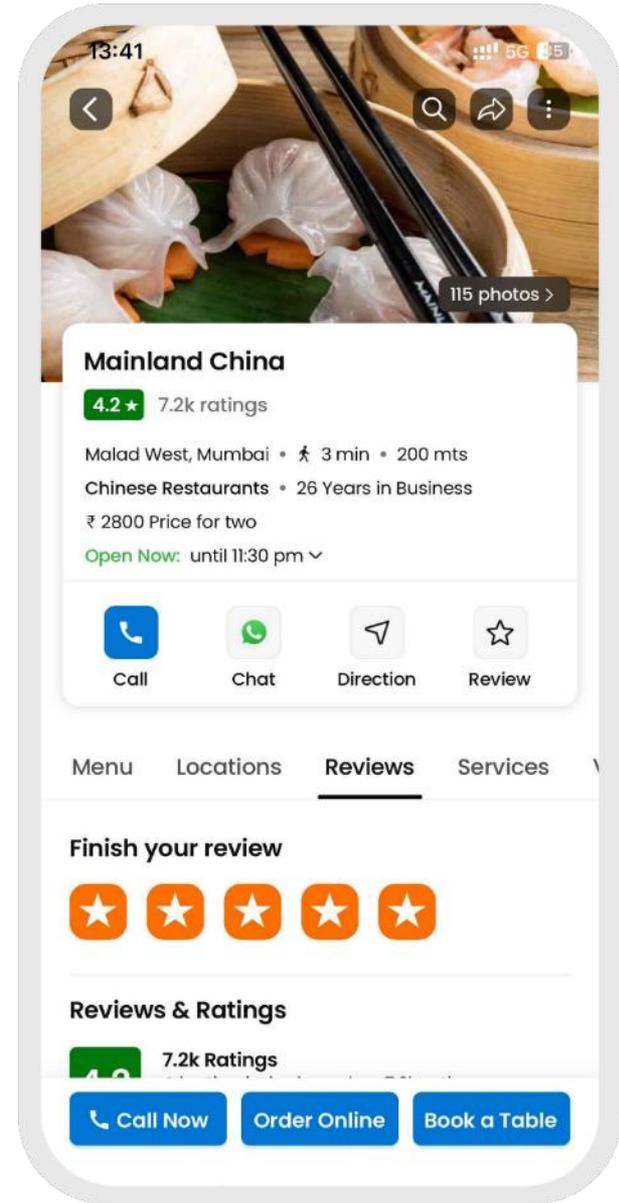
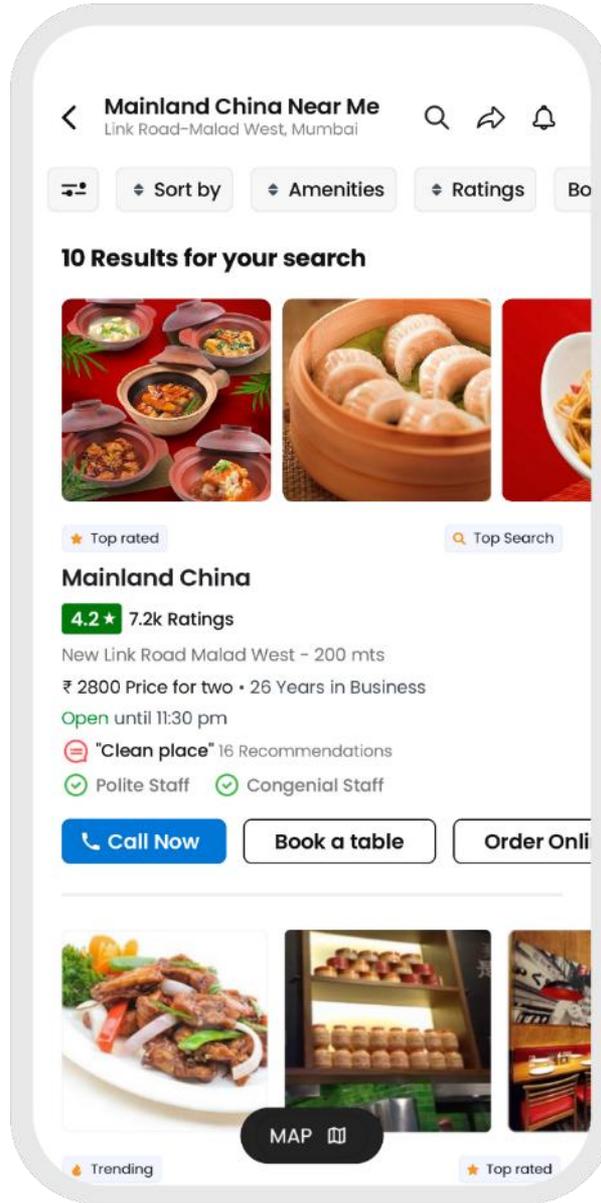
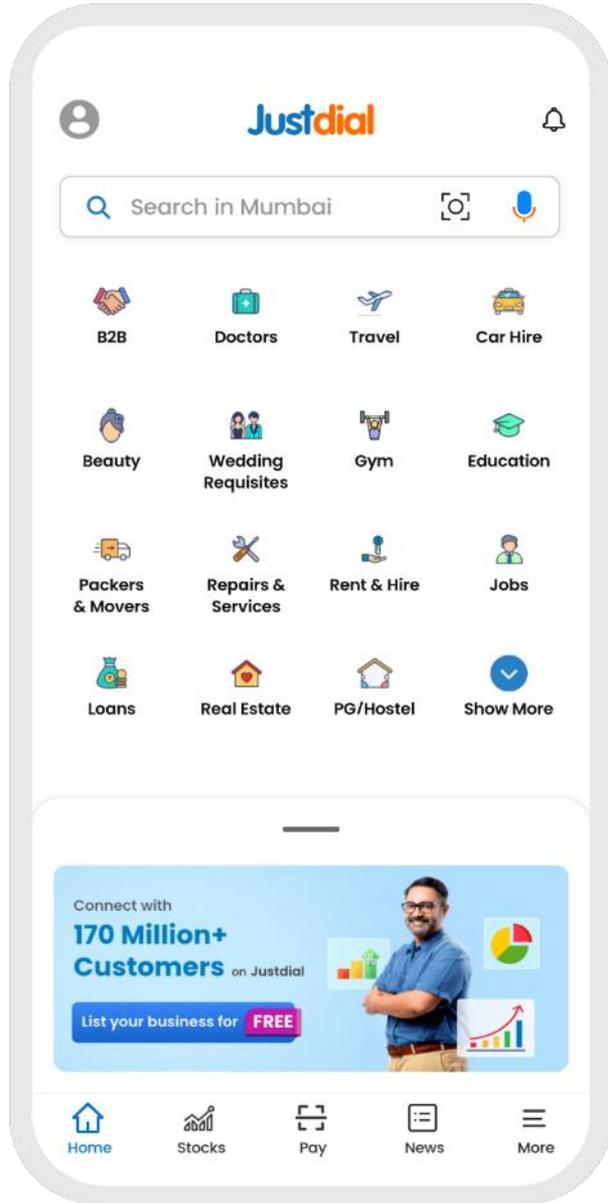
Cumulative JD App Downloads (million)





PRODUCT OVERVIEW

JD - MOBILE



JD - MOBILE

Interior Designers
Colaba, Mumbai

Pooja Plywood and Fabrication [Call](#)

Rating Designer Top Rated

11.6k Results for your search

Bhartik Interiors
5.0★ 337 Ratings
Sankalp Phase Mira Road Eas... - 12.3 km
19 Years in Business
Open until 9:30 pm
"Quick service" 44 Recommendations
41 Enquiries
On Site Services

[Call Now](#) [Send Enquiry](#) [Chat](#)

Chanda Electrical
5.0★ 230 Ratings
Mumbai and Navi Mumbai Parv... - 37.5...
9 Years in Business
Open 24 Hrs
"Excellent service" 97

[MAP](#)

General Physicians
Colaba, Mumbai

Fees - High to Low Book Appointment

3.3k Results for your search

Dr. Vishal Sawant (MINDCAR...)
3.0★ 29 Ratings
Maharashtra Bandra West
Available until 9:00 pm
Practicing at 3 Locations
Schizophrenia Treatment

[Share](#) [Send Enquiry](#)

Dr. Muffazal Lakdawala (Dig...)
4.3★ 25 Ratings
Pandurang Budhkar Marg Worl... - 20.1 k...
32 Years in Healthcare
Opens at 03:00 PM
Practicing at 3 Locations
Laproscopy Consultation

[Call Now](#) [Send Enquiry](#) [Chat](#)

Dr. Tanna D D (Lotus Clinic)
3.0★ 29 Ratings
New Queens Road Opera House - 25.8 k...
MAP

7:00

Dr. Sameer Pagad (Bombay Hospital And Medical Research Centre)
4.9★ 18 ratings
Marine Lines, Mumbai • 82 min • 27.3 km
Cardiologists • DNB (Cardiology)
Available Now: until 5:00 am

[Call](#) [Chat](#) [Direction](#) [Review](#)

Overview Reviews Services Quick Info

Finish your review

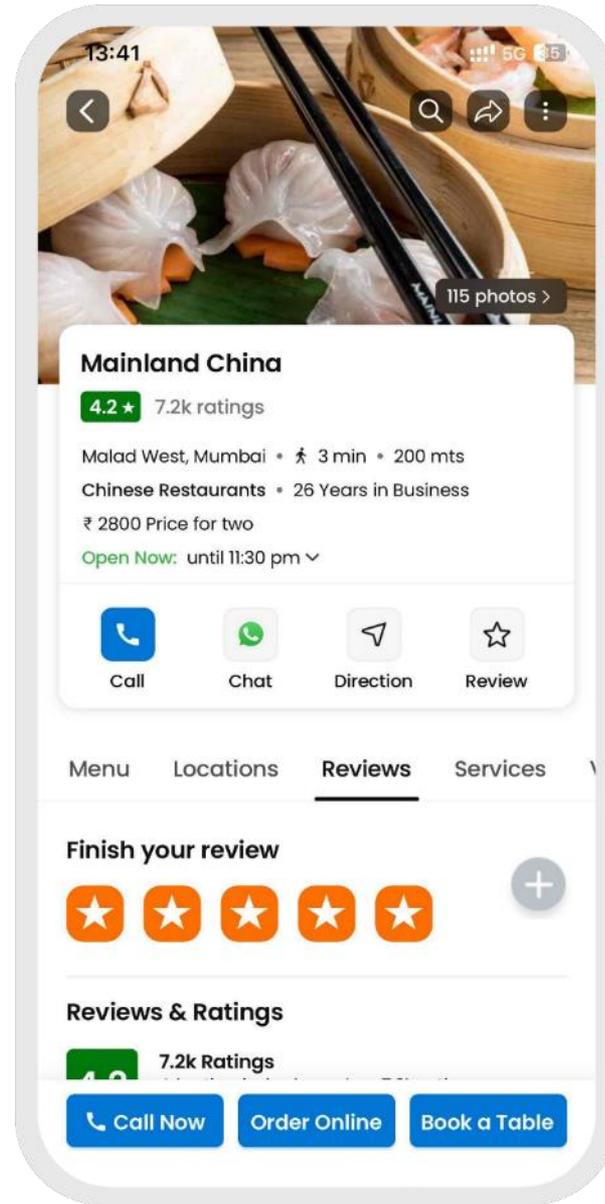
Business Summary
Cardiology services for optimal heart health and wellness in Marine Lines.

[Call Now](#) [Enquire Now](#) [Chat](#)

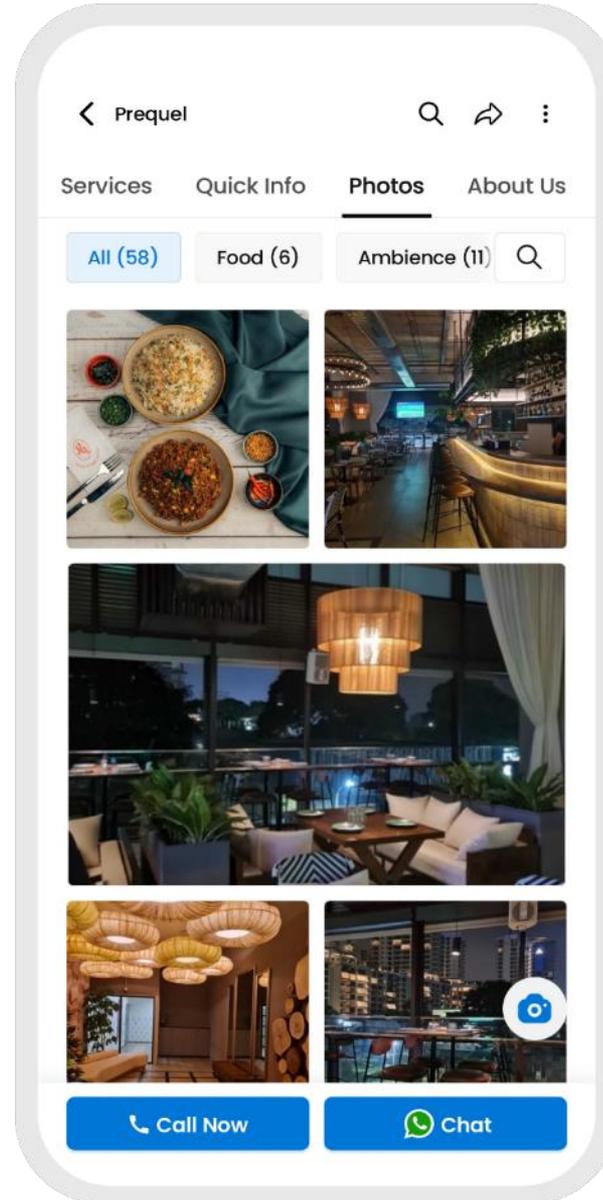
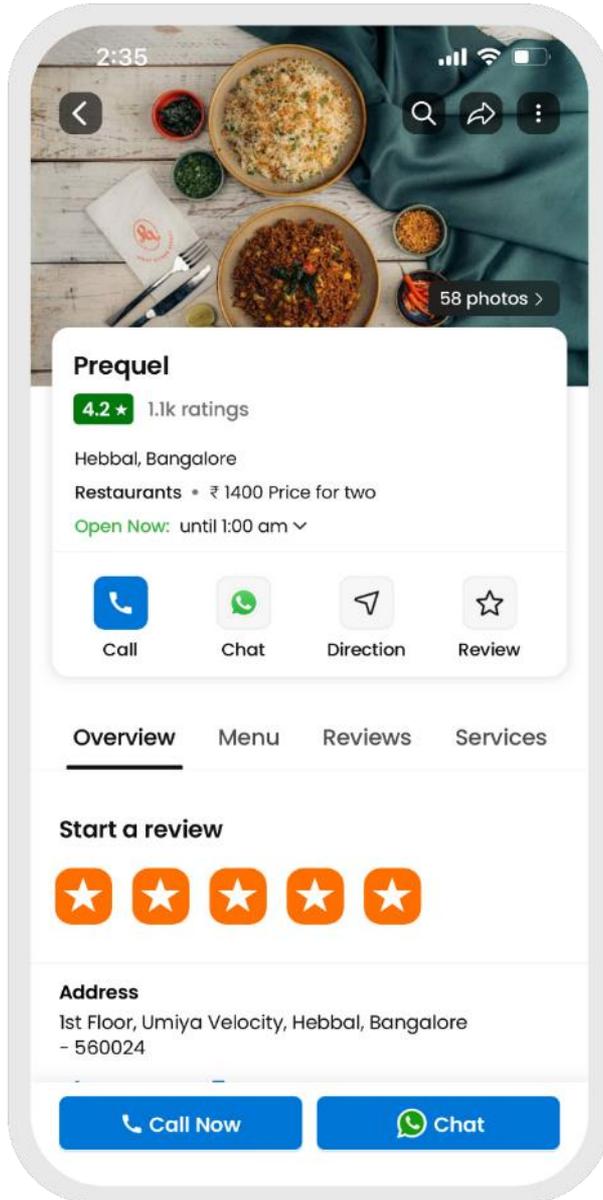
VOICE SEARCH

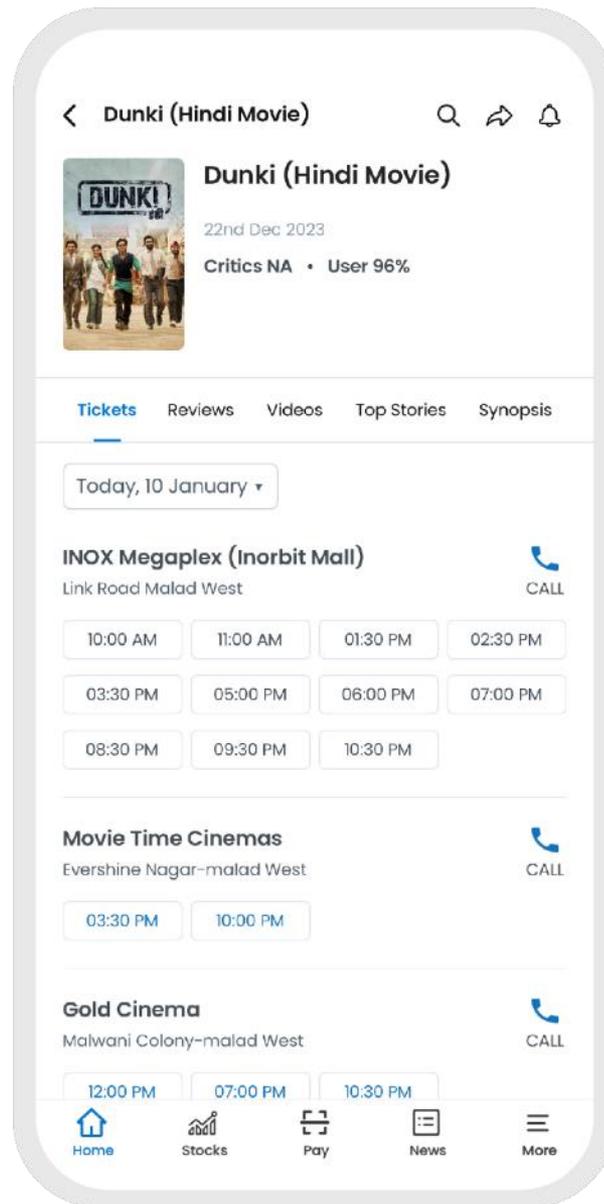
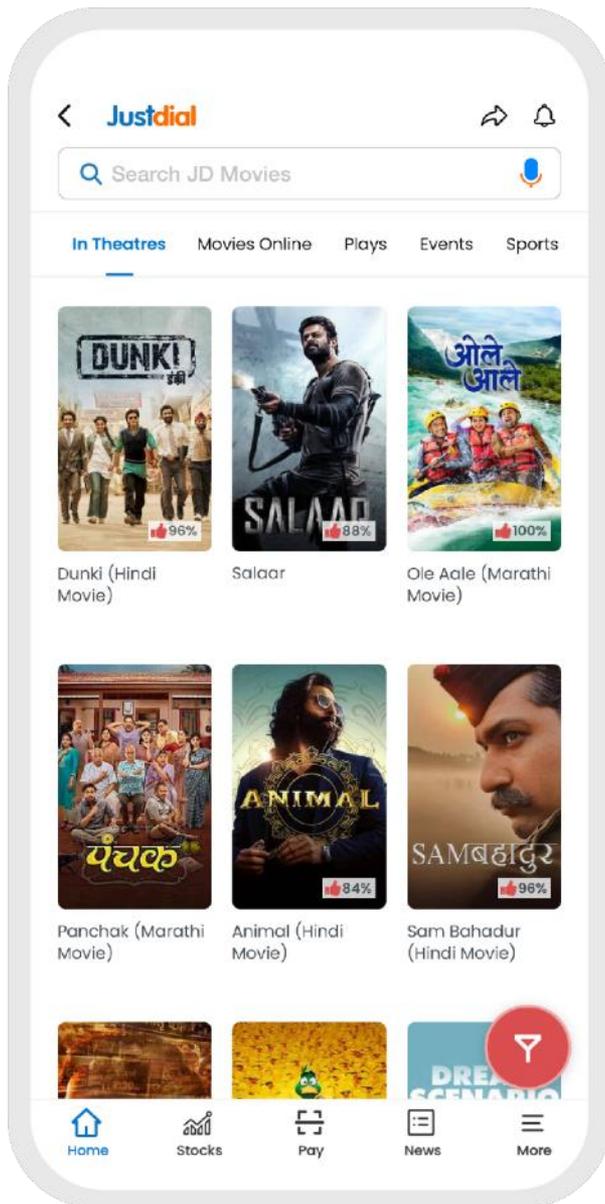
Listening.....

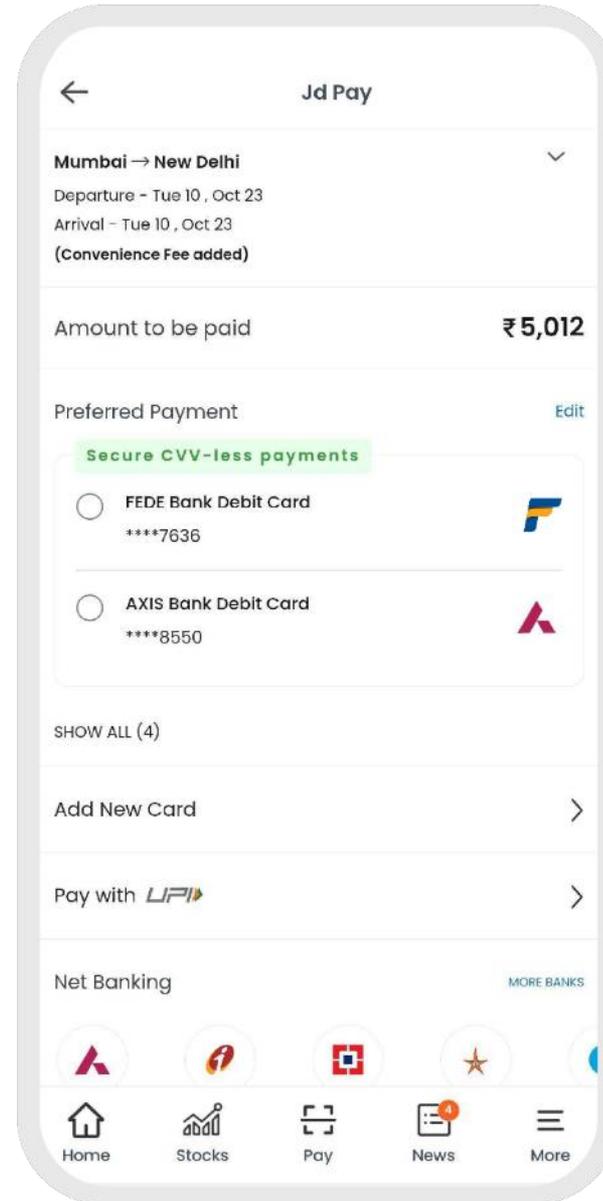
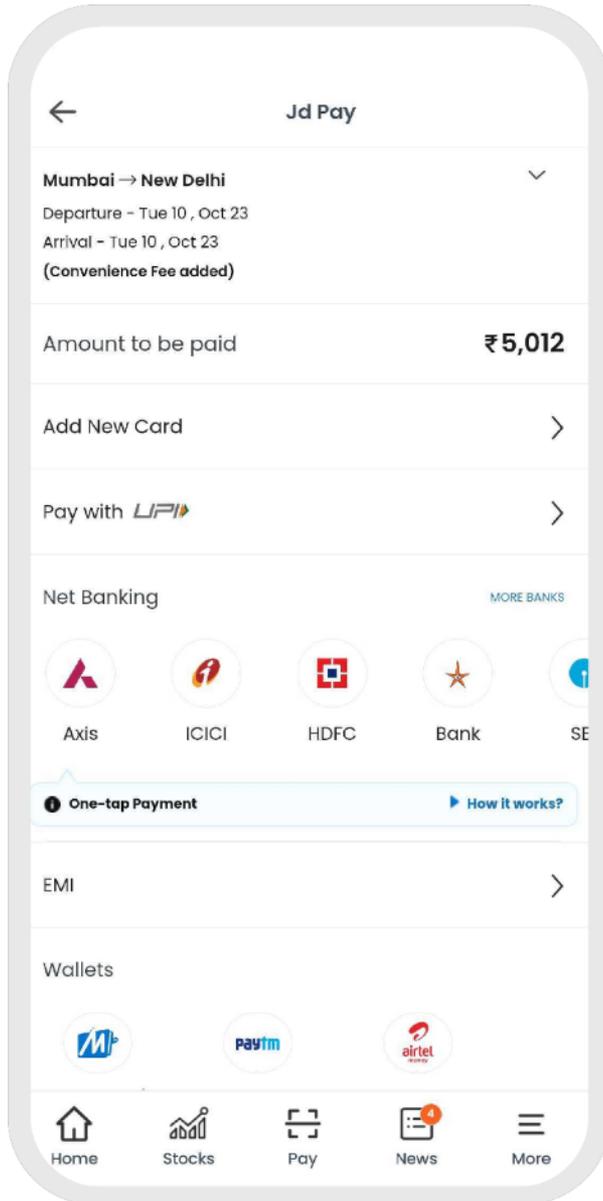
Mainland China restaurant



ENHANCED MOBILE PAGE







BEYOND SEARCH

JD Shopping

Flight Tickets

Bus Tickets

Hotel Bookings

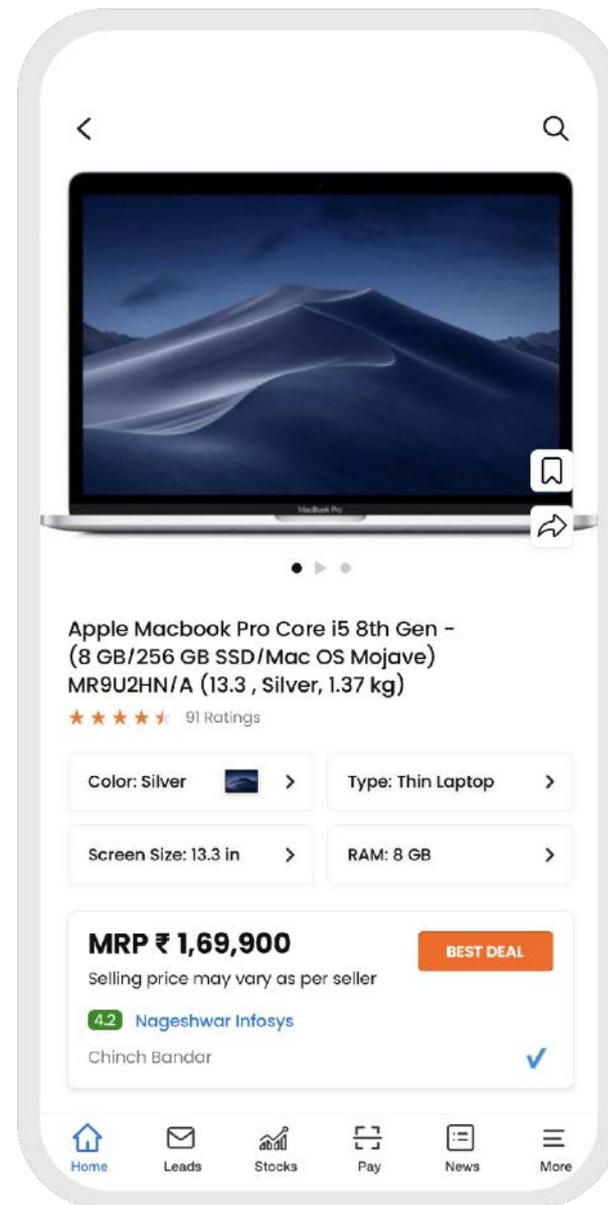
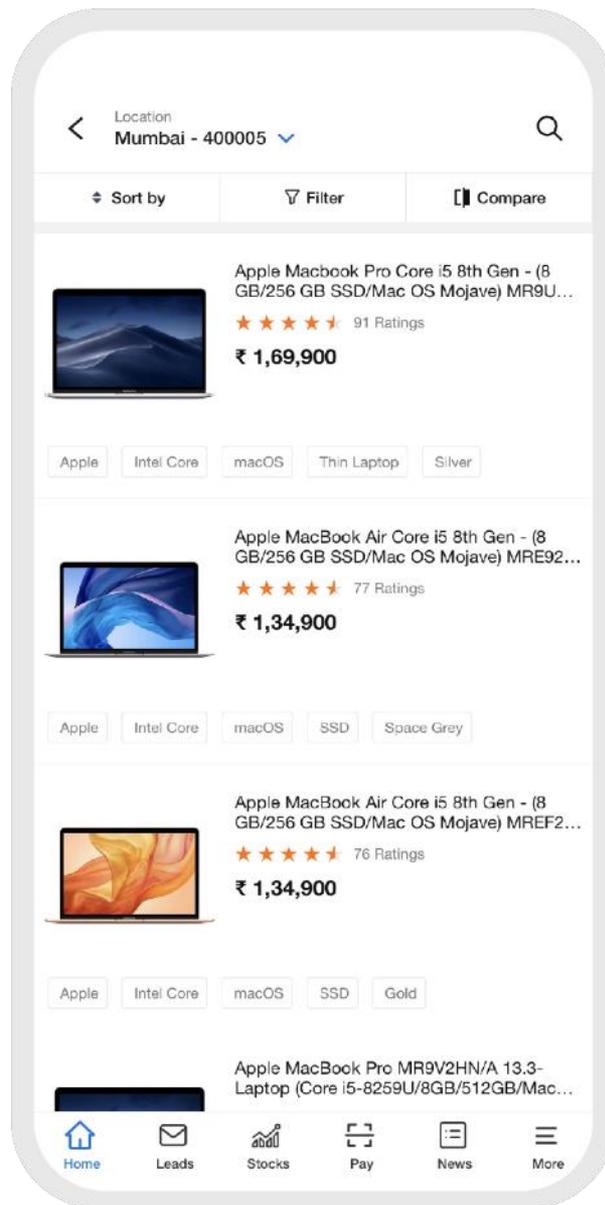
Bills & Recharge

Stocks

Logistics

Augmented Reality

... and many more.



BEYOND SEARCH

JD Shopping

 Flight Tickets

Bus Tickets

Hotel Bookings

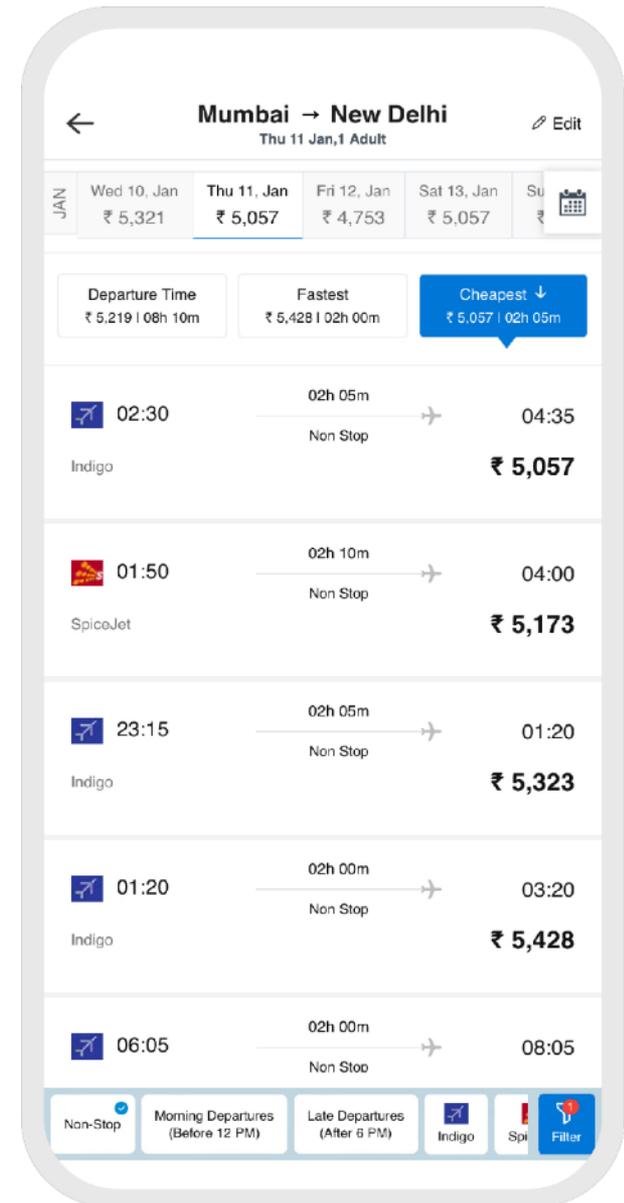
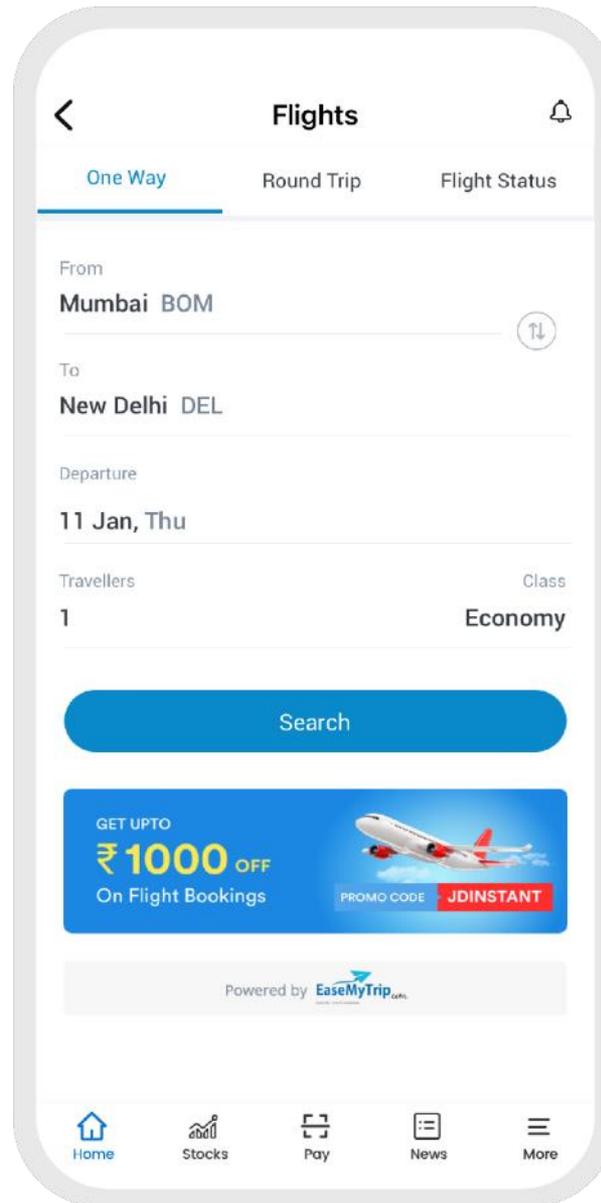
Bills & Recharge

Stocks

Logistics

Augmented Reality

... and many more.



BEYOND SEARCH

JD Shopping

Flight Tickets

 **Bus Tickets**

Hotel Bookings

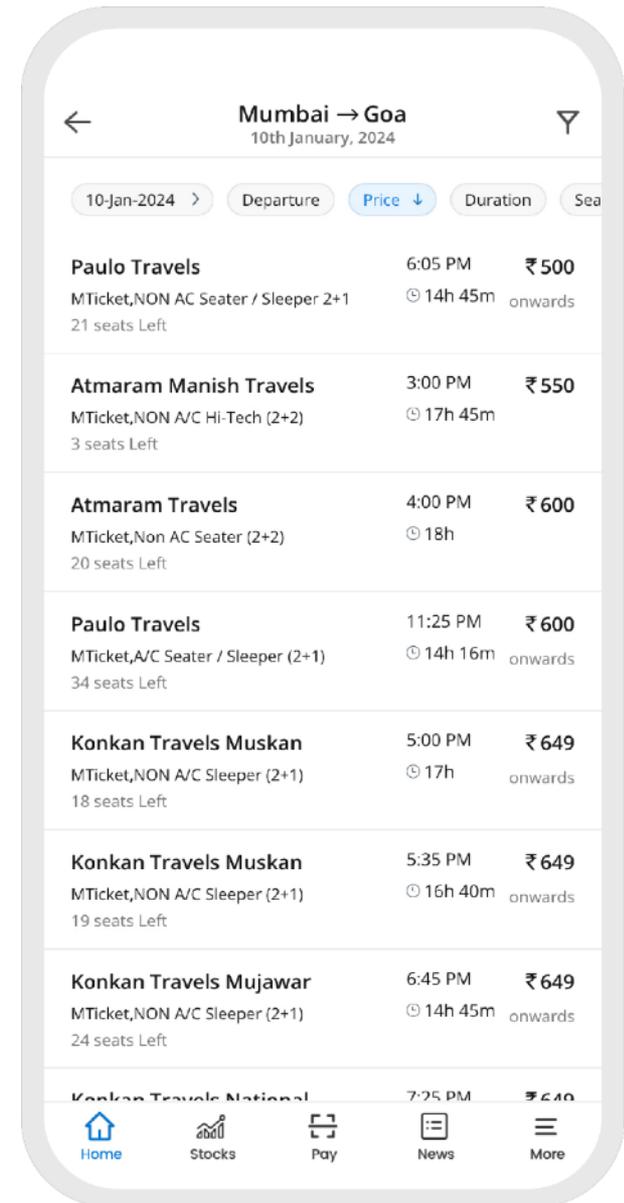
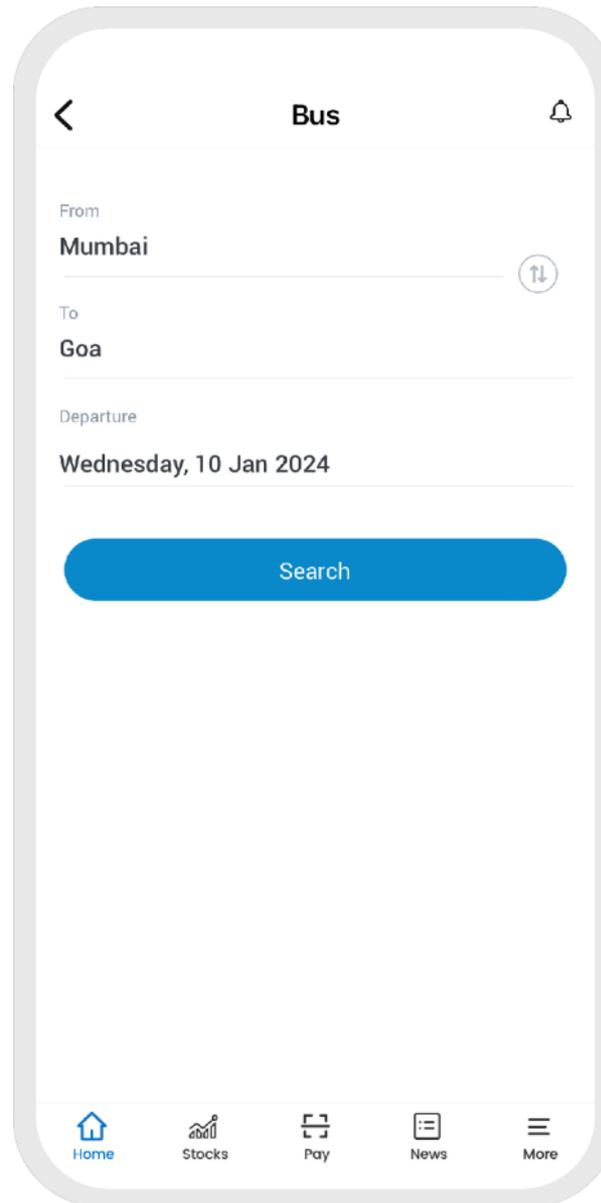
Bills & Recharge

Stocks

Logistics

Augmented Reality

... and many more.



BEYOND SEARCH

JD Shopping

Flight Tickets

Bus Tickets

 Hotel Bookings

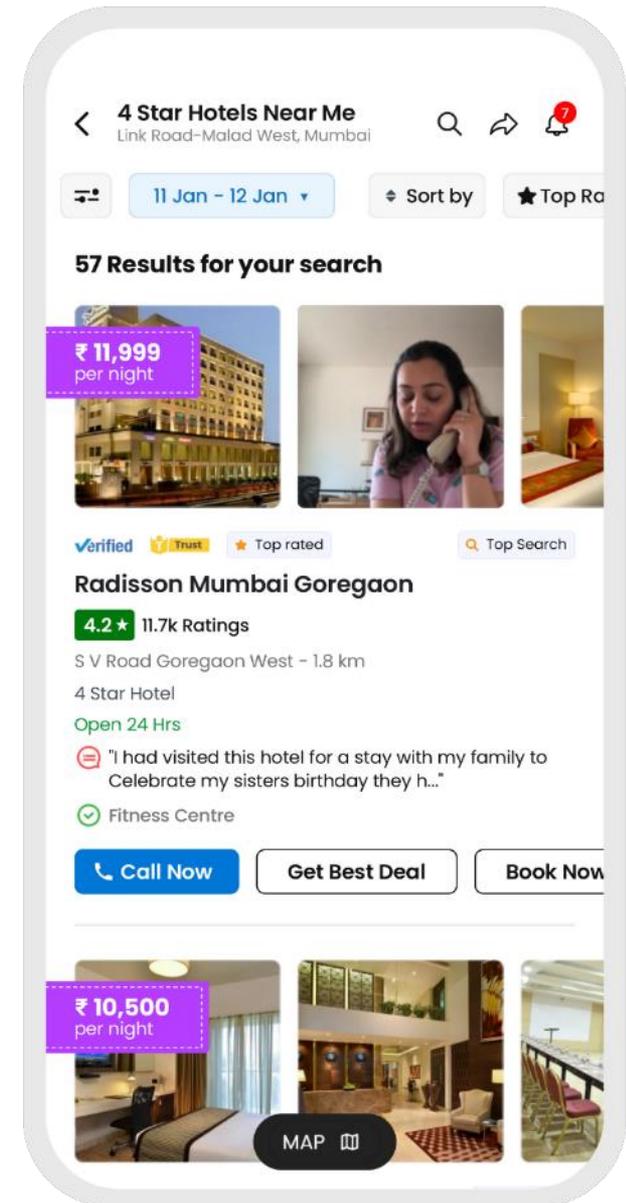
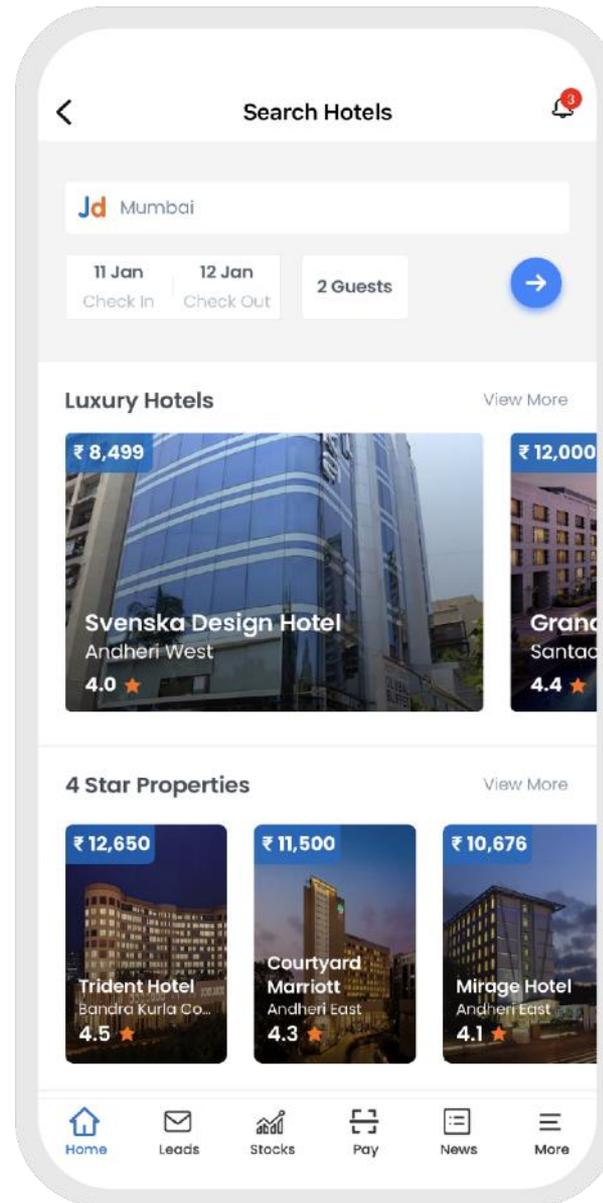
Bills & Recharge

Stocks

Logistics

Augmented Reality

... and many more.



BEYOND SEARCH

JD Shopping

Flight Tickets

Bus Tickets

Hotel Bookings

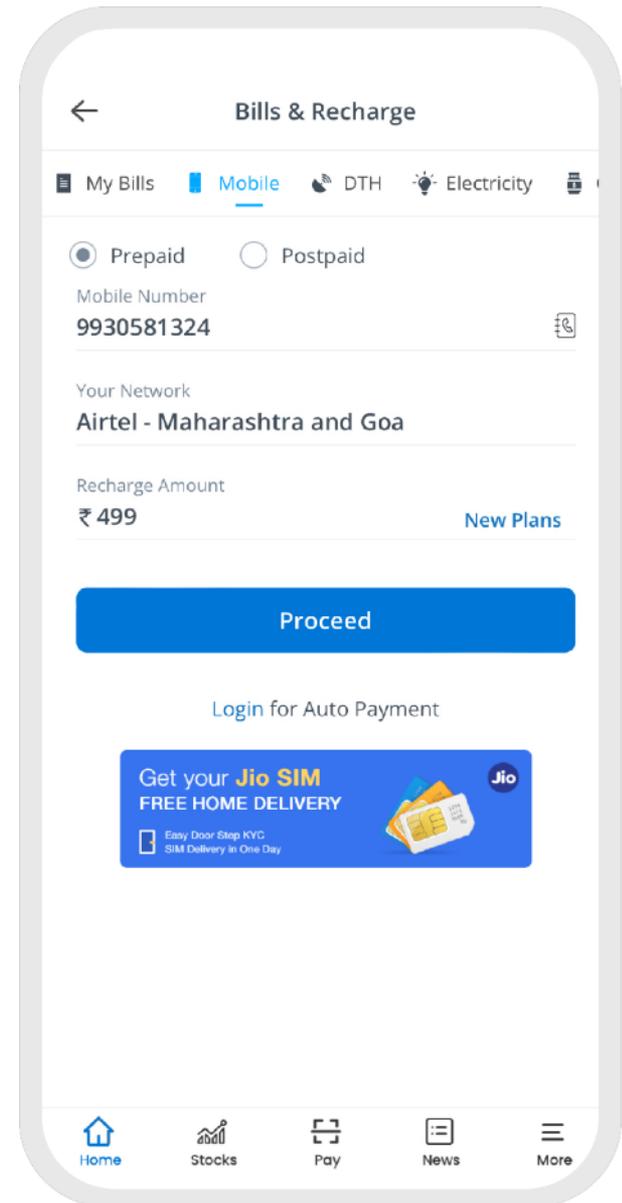
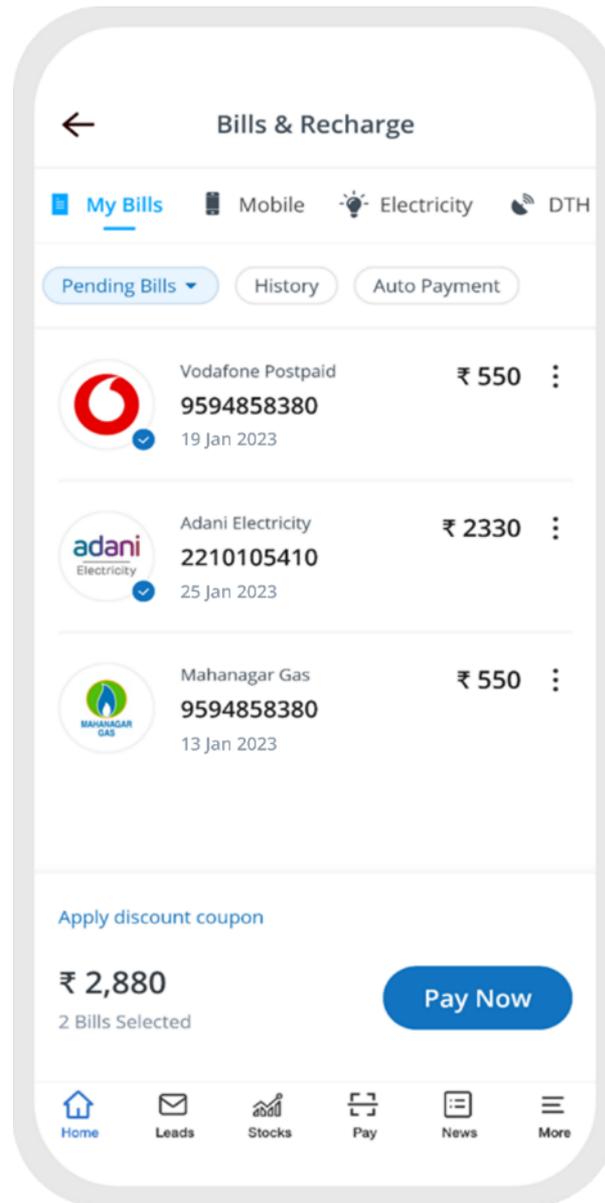
 Bills & Recharge

Stocks

Logistics

Augmented Reality

... and many more.



BEYOND SEARCH

JD Shopping

Flight Tickets

Bus Tickets

Hotel Bookings

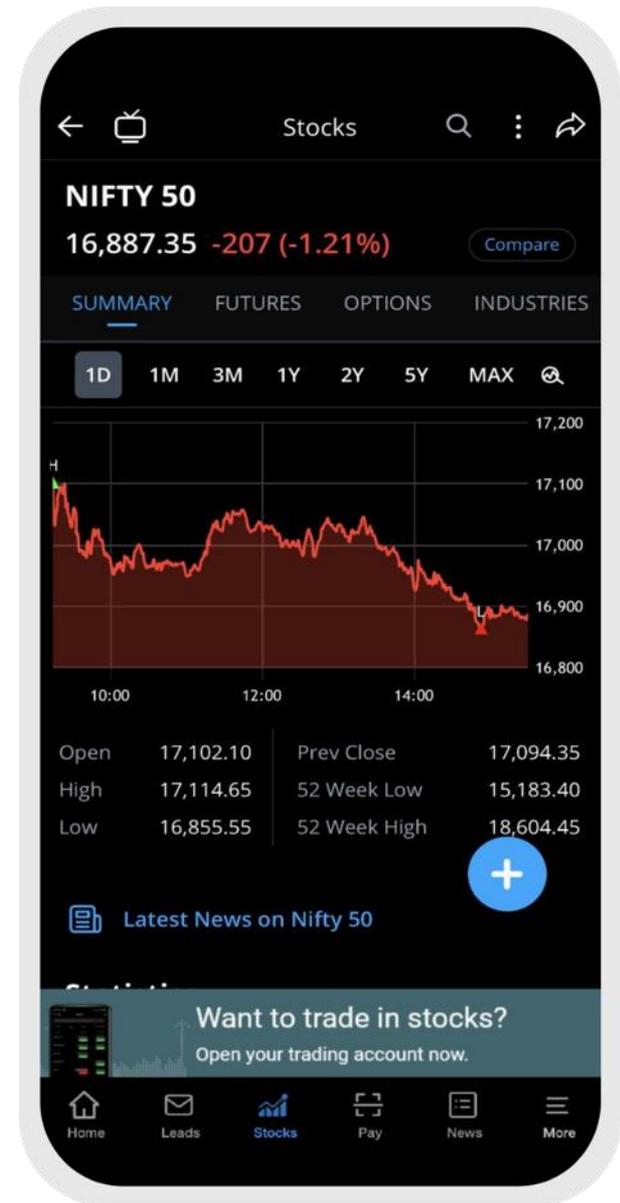
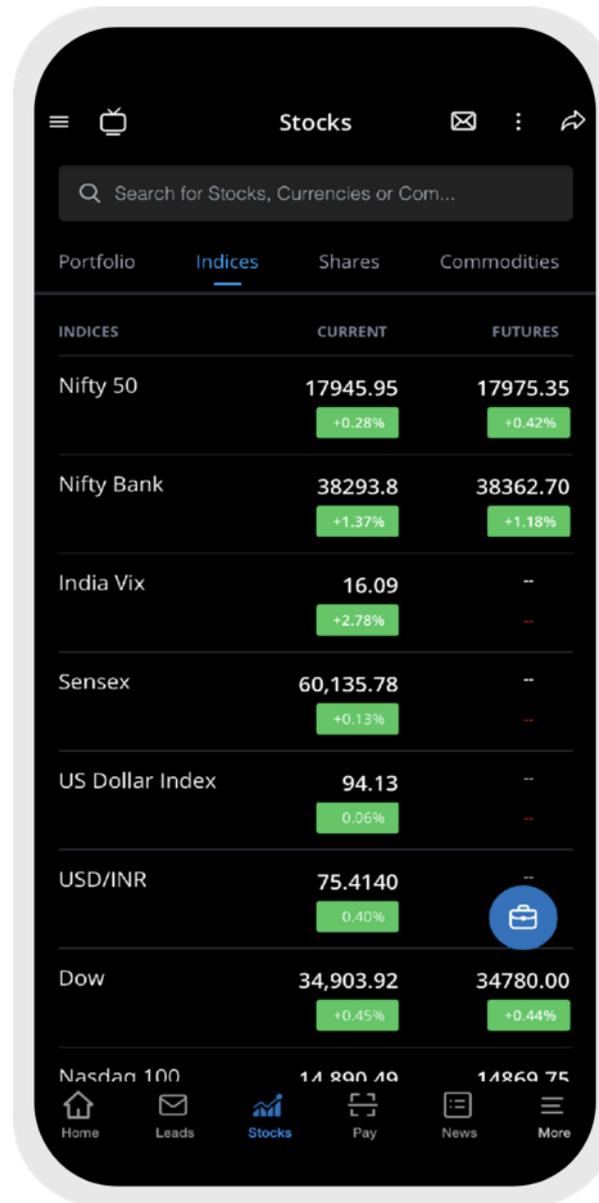
Bills & Recharge

 Stocks

Logistics

Augmented Reality

... and many more.



BEYOND SEARCH

JD Shopping

Flight Tickets

Bus Tickets

Hotel Bookings

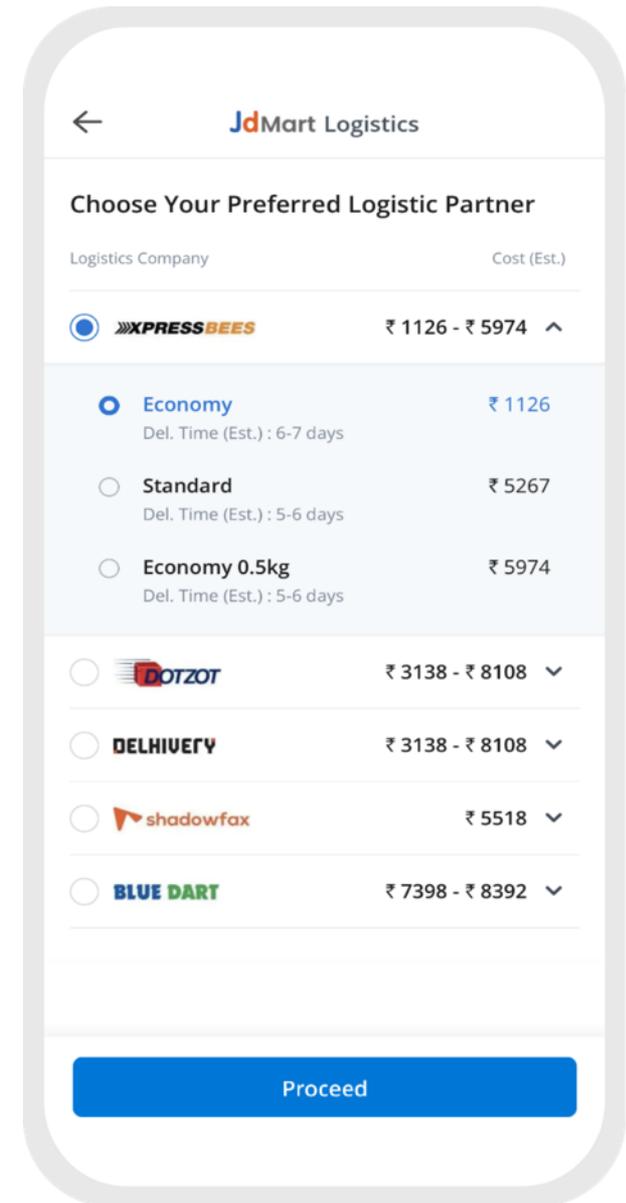
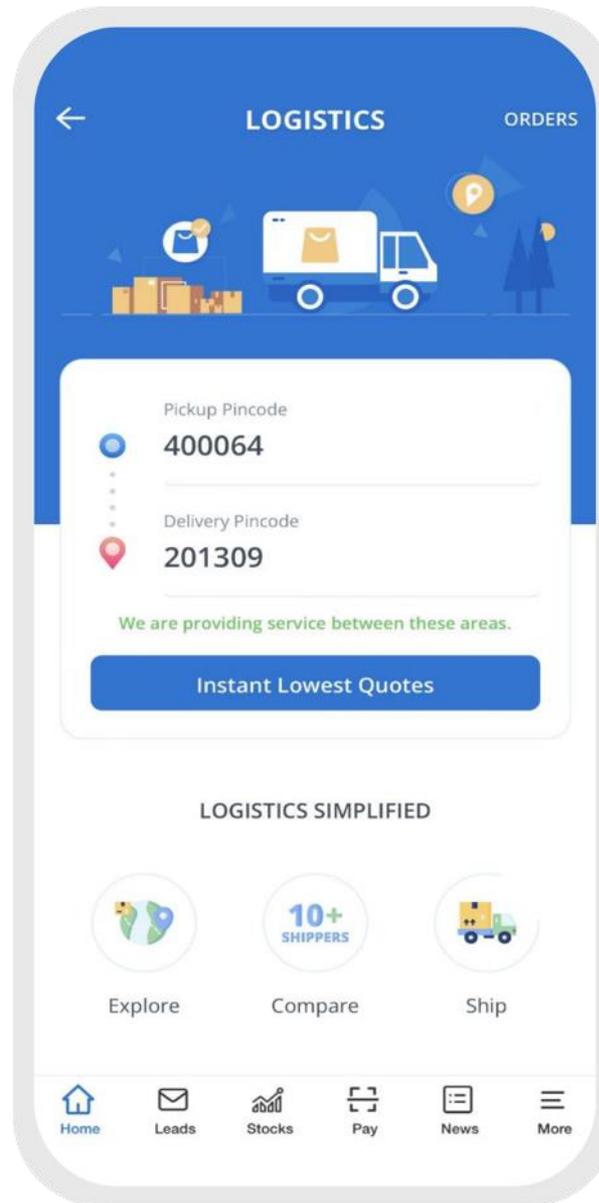
Bills & Recharge

Stocks

 **Logistics**

Augmented Reality

... and many more.



BEYOND SEARCH

JD Shopping

Flight Tickets

Bus Tickets

Hotel Bookings

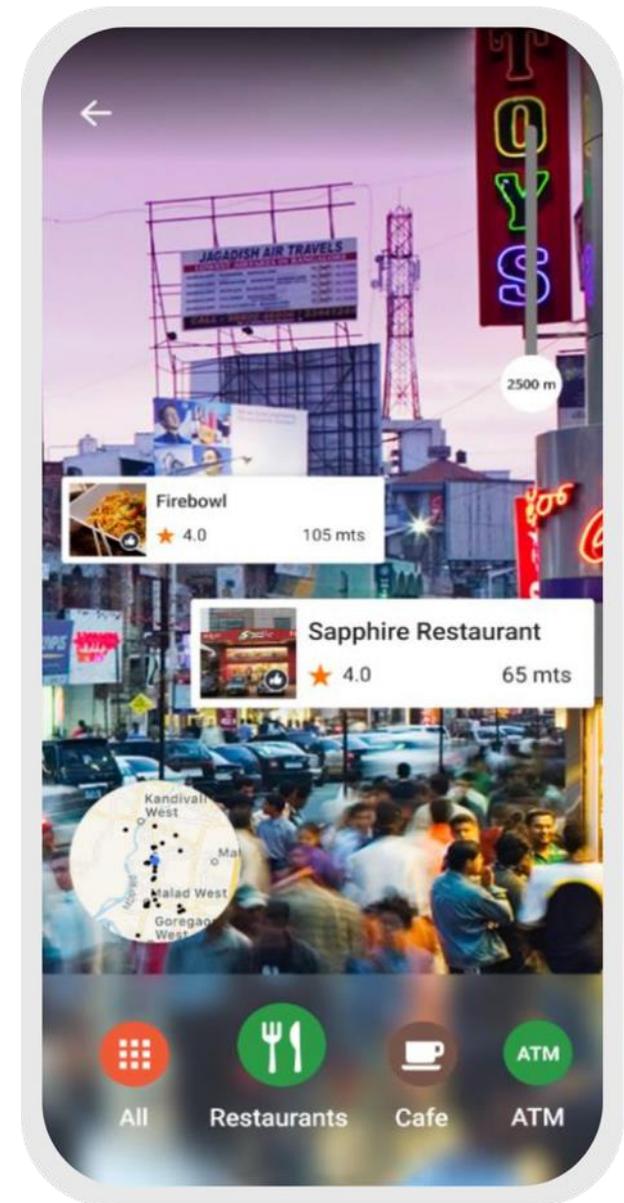
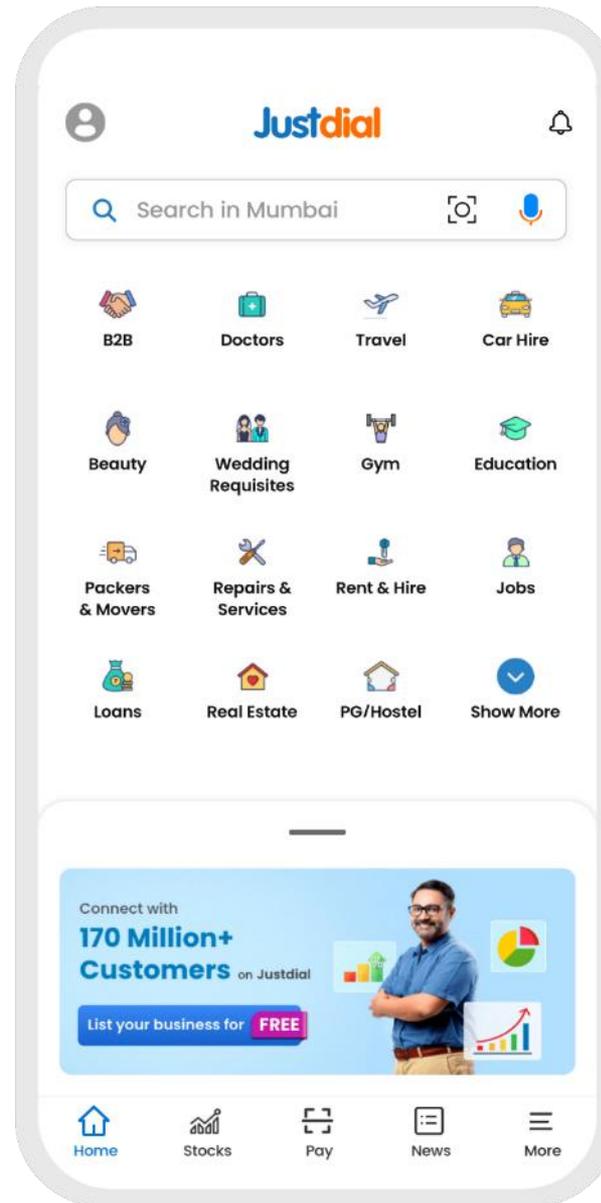
Bills & Recharge

Stocks

Logistics

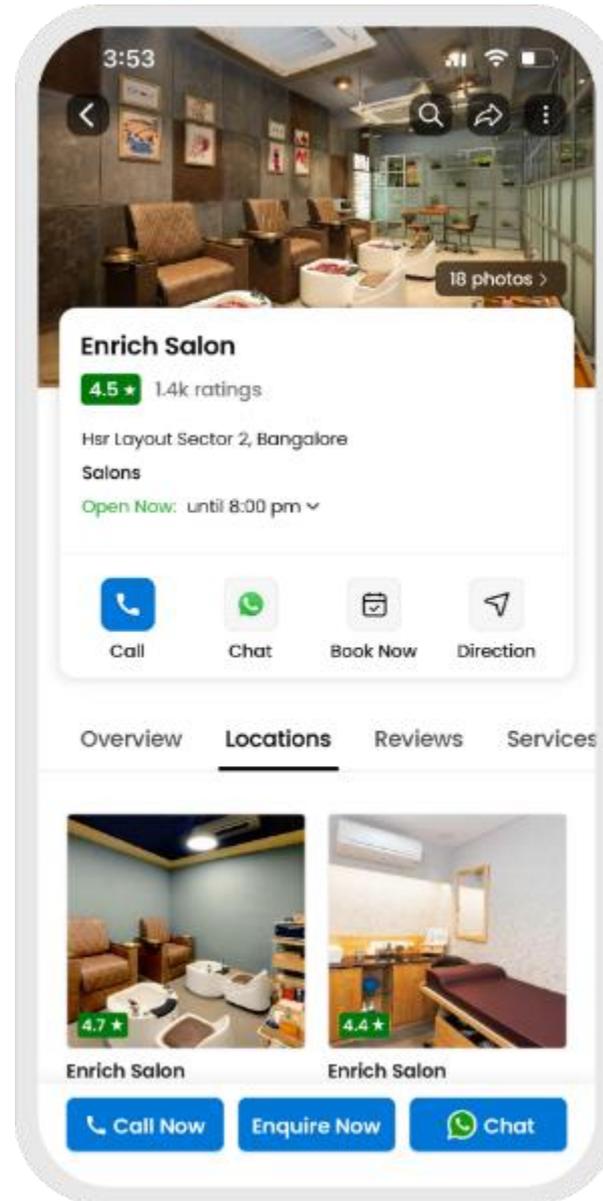
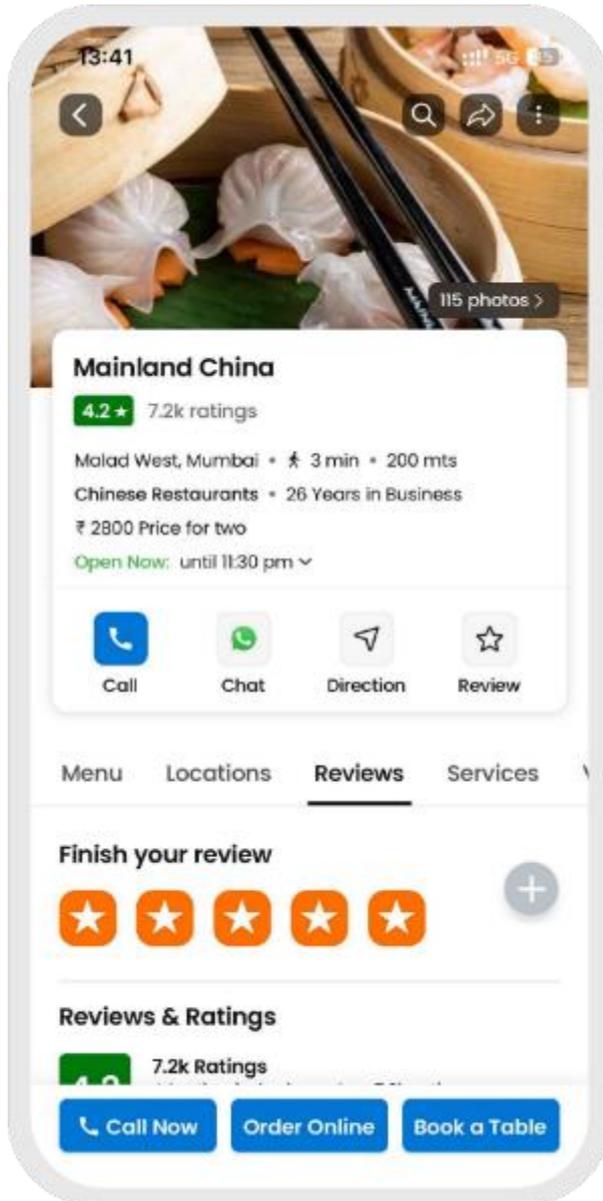
 **Augmented Reality**

... and many more.

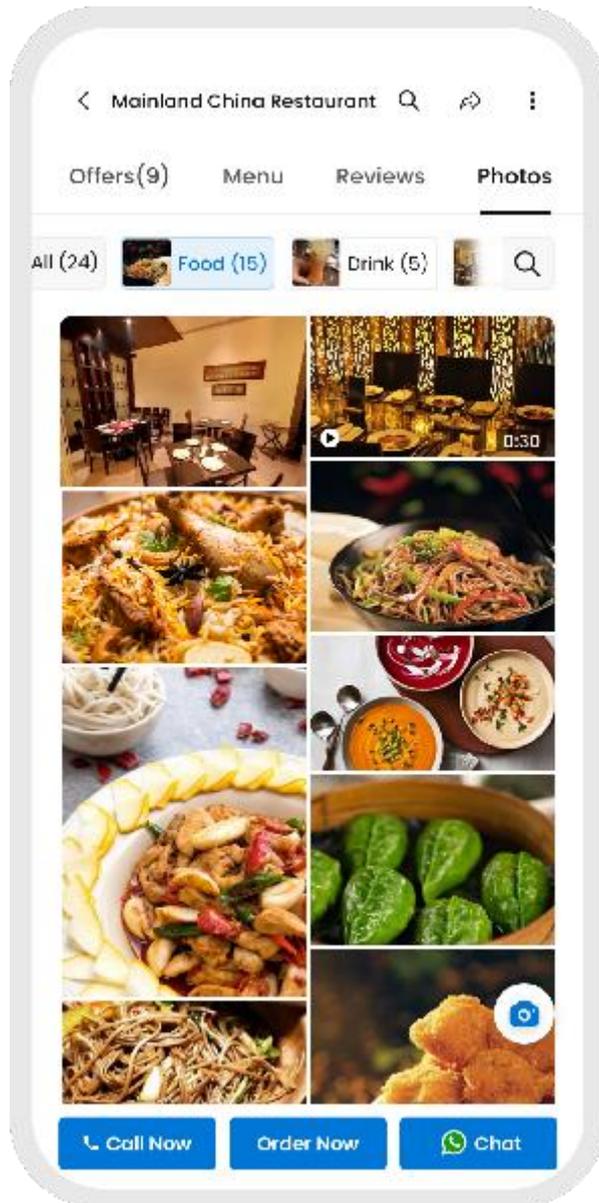




NEW INITIATIVES



JD Mobile



Enhanced Ratings & Reviews System

← Mainland China 🔍 📍 ⋮

Overview Menu Locations **Reviews**

Start a review

★ ★ ★ ★ ★

Reviews & Ratings

4.2 7221 Ratings
Jd rating index based on 7.2k ratings across the web

Recent rating trend

5.0 ★ 5.0 ★ 4.0 ★ 4.0 ★ 3.0 ★ 5.0 ★

User Reviews

Relevant Latest High to Low

Review Highlights

Clean place (16) Fresh food (9) Great ambience (8)
Well sanitised (10) Tasty food (8) Good seating (7)

 Prashant 10 months ago
72 reviews 89 followers

Call Now Order Online Book a Table

 Mainland China Malad West ✕

★★★★★ Excellent 😄

 Dine in  Delivery

What did you love?

Authentic cuisine ✕
Good presentation ✕ Friendly staff ✕
Romantic ambience ✕
Reasonably priced ✕

🔍 Search tag or select from below

Tasty food Well sanitised
Quick service Child-friendly

Tell us about your experience

💡 Tips

Please say a little something about the food,

Submit Review

 Mainland China Malad West ✕

What did you love?

Authentic cuisine ✕ Friendly staff ✕
Good presentation ✕
Romantic ambience ✕

🔍 Search tag or select from below

Great service Friendly staff
Clean place Fresh food
Reasonably priced Good seating

Tell us about your experience

💡 Tips

Mainland China is one of the finest Chinese restaurants in the city, offering a wide range of authentic dishes from various regions of China. The ambience

127 characters

Upload Photos

Submit Review

Review Insights

Key Insights

What users liked

- Some customers appreciated the taste and quality of the food, specifically mentioning dishes like dumplings and the 10-course lunch menu.
- The ambience of the restaurant was praised by a few customers for its Chinese decor and comfortable seating.
- A customer liked that Mainland China offered wheat noodles and Jain food options.

[More](#)

What can be improved

- Several customers complained about poor service, including rude staff members, slow delivery time, and difficulty getting attention from staff for ordering or billing.
- Some customers mentioned issues with pricing, including high prices for drinks/alcohol, service charges equivalent to tips added to bills without notification, and rates increasing while quantity decreased.
- Customers expressed disappointment with some aspects of the food quality such as bland taste or stale food. One customer found a hair in their dish.

[More](#)

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

Reviews & Ratings

4.2

9,067 Rating

4d rating index based on 9,067 rating across the web

Start your Review



Recent rating trend



Mansi rated 4/5 & 1 other friends rated this

User Reviews

Relevant Friends Ratings (2) Latest High to Low

Search reviews



Somsuraj

1249 reviews, 85 followers

19 Dec 2022



Mainland China

Overview Menu Locations Reviews

What users liked

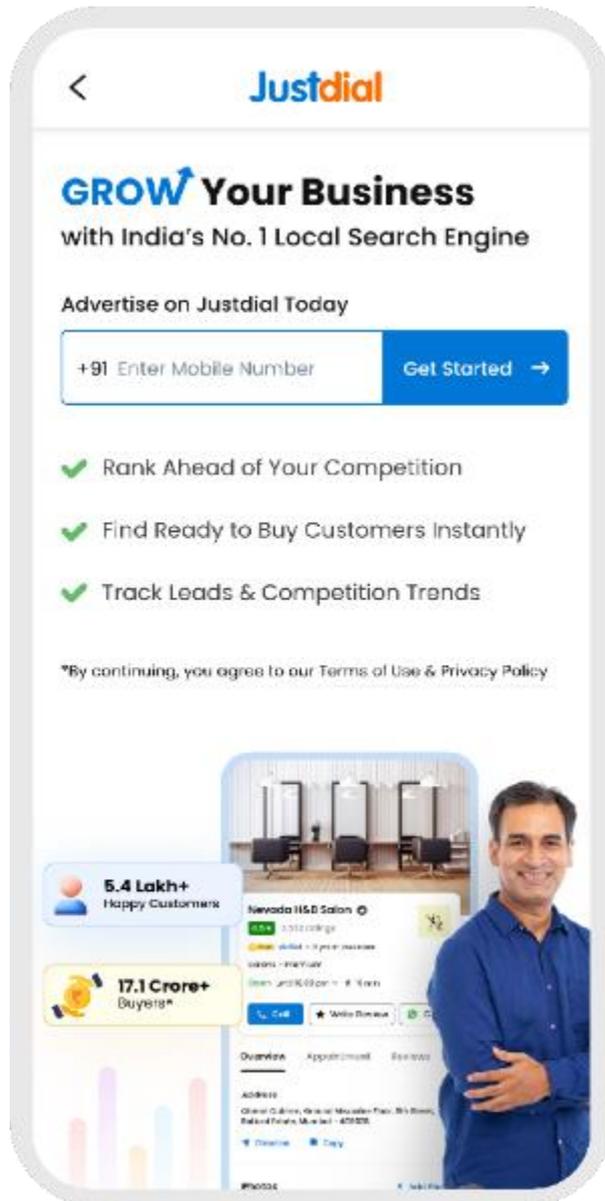
- Some customers appreciated the taste and quality of the food, specifically mentioning dishes like dumplings and the 10-course lunch menu.
- The ambience of the restaurant was praised by a few customers for its Chinese decor and comfortable seating.
- A customer liked that Mainland China offered wheat noodles and Jain food options.

[More](#)

What can be improved

- Several customers complained about poor service, including rude staff members, slow delivery time, and difficulty getting attention from staff for ordering or billing.
- Some customers mentioned issues with pricing, including high prices for drinks/alcohol, service charges equivalent to tips added to bills without notification, and rates increasing while quantity decreased.
- Customers expressed disappointment with some aspects of the food quality such as bland taste or stale food. One customer found a hair in their dish.

Self-Sign-up for SMEs to start paid campaign



Justdial

GROW Your Business

with India's No. 1 Local Search Engine

Advertise on Justdial Today

+91 Enter Mobile Number **Get Started** →

- ✓ Rank Ahead of Your Competition
- ✓ Find Ready to Buy Customers Instantly
- ✓ Track Leads & Competition Trends

*By continuing, you agree to our Terms of Use & Privacy Policy

5.4 Lakh+ Happy Customers

17.1 Crore+ Buyers*

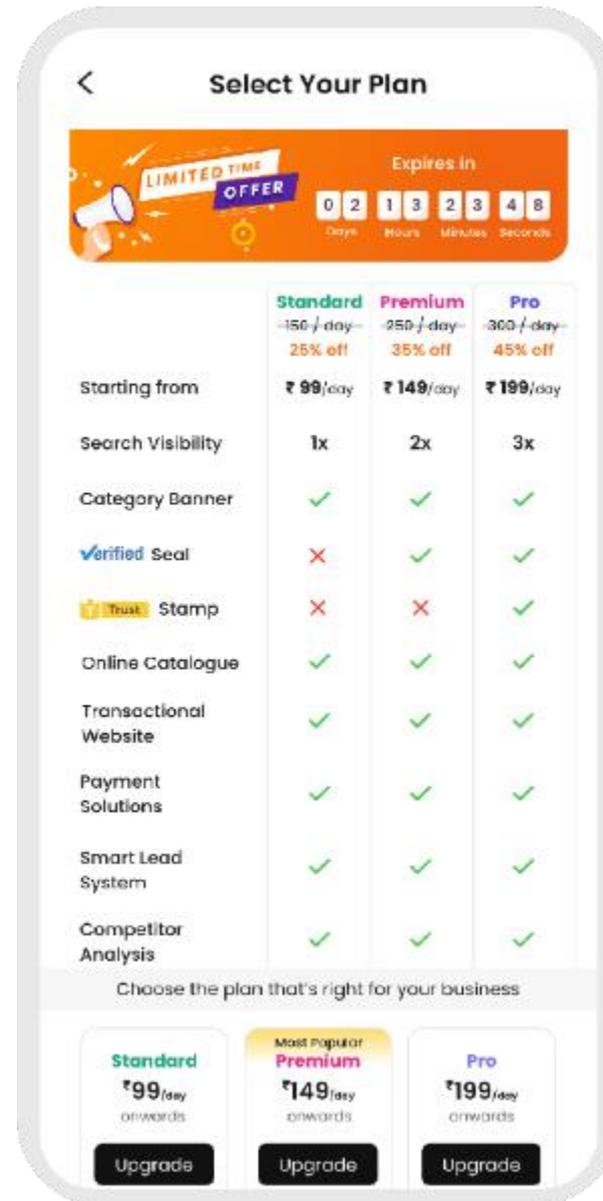
Nevada H&B Salon

Overview Appointment Reviews

Address: Chhatra G. Bhatt, Greater Kailash-1, New Delhi, National Capital Region - 110025

Phone: +91 11 2610 1111

PHOTO: + Add Photo



Select Your Plan

LIMITED TIME OFFER Expires In 02 13 23 48 Days Hours Minutes Seconds

	Standard	Premium	Pro
Starting from	₹ 99/day	₹ 149/day	₹ 199/day
Search Visibility	1x	2x	3x
Category Banner	✓	✓	✓
Verified Seal	✗	✓	✓
Trust Stamp	✗	✗	✓
Online Catalogue	✓	✓	✓
Transactional Website	✓	✓	✓
Payment Solutions	✓	✓	✓
Smart Lead System	✓	✓	✓
Competitor Analysis	✓	✓	✓

Choose the plan that's right for your business

Standard ₹99/day onwards **Upgrade**

Most Popular Premium ₹149/day onwards **Upgrade**

Pro ₹199/day onwards **Upgrade**

Jd Business – Dashboard for SMEs to manage campaigns

Perfect Cargo Packe...
Malad West

Support

My Leads

- 5 Today's Lead
- 12 Yesterday's Lead
- 20 Hot Lead
- 12 RFQ

- 12.1K All Leads
- Analytics Dashboard
- Competition Trends

Increase Business Profile Score
Reach out to more customers

76%

[INCREASE SCORE →](#)

Quick Links

- Edit Profile
- Complete KYC
- Add GST
- Add Photos
- Add Contact
- Add WhatsApp
- Business Timings
- Edit Catalogue

[View More](#)

Elite Luxury S...
Thane West

Customer Support

- Leads Received **380**
[Increase Leads >](#)
- Photos **6**
[Upload Photos >](#)
- Profile Score **88% Good**
[Increase Score >](#)
- Leads Responded **335/380**
[Respond Now >](#)

[View More](#)

- Today Leads **5**
- Yesterday Leads **2**
- Hot Leads **2**

New Feature Available
Add Reminder

[Check it out!](#)

Recent Leads

[View all >](#)

- Amit**
Cawasji Patel Tank, Mumbai
Yesterday 05:03 pm
[Details](#)
- Johnny**

Elite Luxury S...
Thane West

Customer Support

New Missed Hot Leads **All Leads**

Leads **380** [Clear All](#) [Filters](#)

[Date](#) [Starred](#) [Notes](#) [Hot Lead](#)

MISSED LEAD

Spa
Cawasji Patel Tank, Mumbai - 08 Jan 2024, 05:19 pm

Amit connected with you via WhatsApp

Lead Source
Direct Inquiry - Chat

User Info
Amit

[Call](#) [WhatsApp](#) [Add Note](#)

[+ Add Reminder](#)

MISSED LEAD

Spa
Cawasji Patel Tank, Mumbai - 08 Jan 2024, 05:03 pm

Amit connected with you via WhatsApp

Lead Source
Direct Inquiry - Chat

Search across '4 Crore+' Businesses

Bangalore

Search in Bangalore



PACKERS & MOVERS

GET BEST DEAL

B2B

Quick Quotes

REPAIRS & SERVICES

Get Nearest Vendor

REAL ESTATE

Finest Agents

DOCTORS

Book Now



Restaurants



Hotels



Beauty Spa



Home Decor



Education



Rent & Hire



Hospitals



Contractors



Pet Shops



PG/Hostels



Estate Agent



Dentists



Gym



Consultants



Event Organisers



Driving Schools



Packers & Movers



Courier Service



Travel



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

4.2 ★★★★★ 1,108 Rating

📍 Hebbal, Bangalore • 🕒 Open until 1:00 am • ₹ 1400 Price for two

📞 Show Number

💬 Chat

👍 Tap to Rate

🔗 Share

✍ Edit

❤

Restaurants Fast Food

Menu



Quick Information

Cuisines

Desserts, Multicuisine, North Indian, Italian, Indian, Continental, Japanese, Pan Asian, Asian

Average Cost

Price For Two: ₹ 1400

Type

Delivery, Fine Dining, Cocktail Bar, Lounge Bars, Take Away, Full Bar

Mode of Payment

Cash, Debit Cards, Credit Card, Paytm, BHIM, UPI, Master Card, Am...
[more](#)

Timings

Mon - Sun 12:00 pm - 1:00 am

[Suggest new hours](#)

Address

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

📍 [Get Directions](#)

📄 [Copy](#)

📧 [Get info via SMS/Email](#)

🔗 [Share this](#)

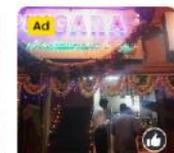
★ [Tap to rate](#)

🌐 [Visit our Website](#)

✍ [Edit this](#)

Similar Restaurants

[View More](#)

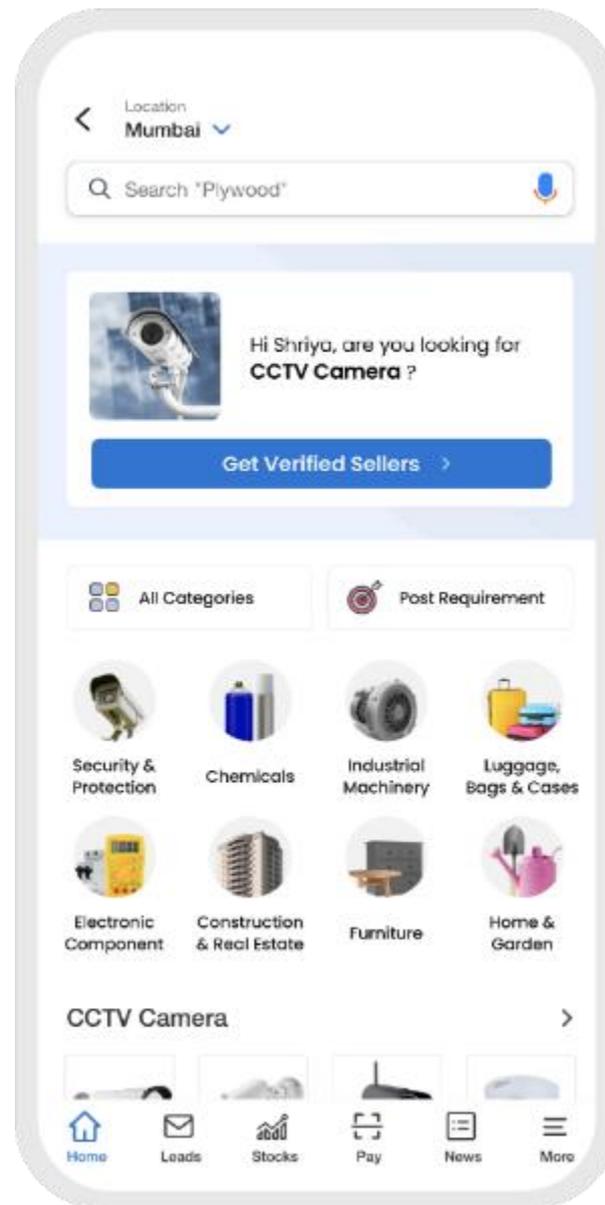
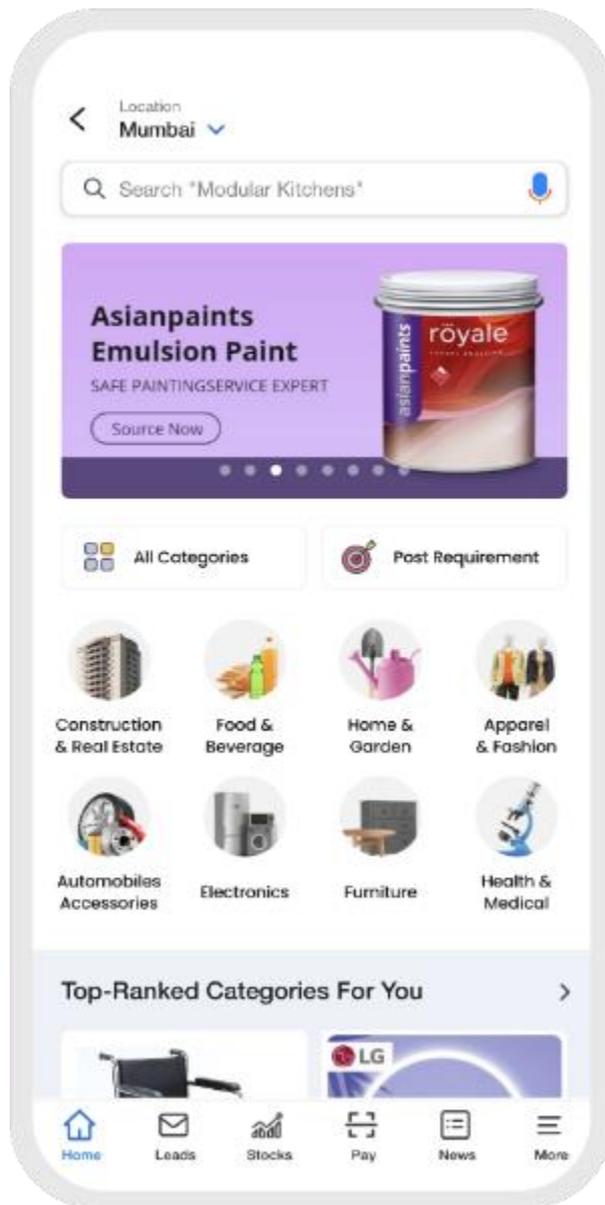


Alcohol

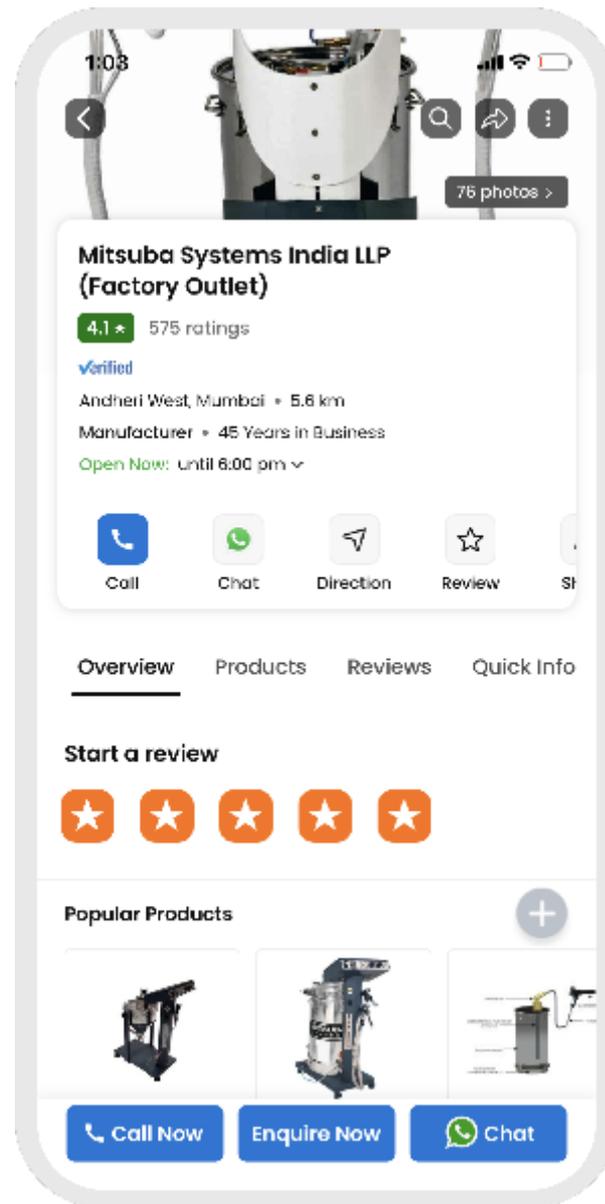
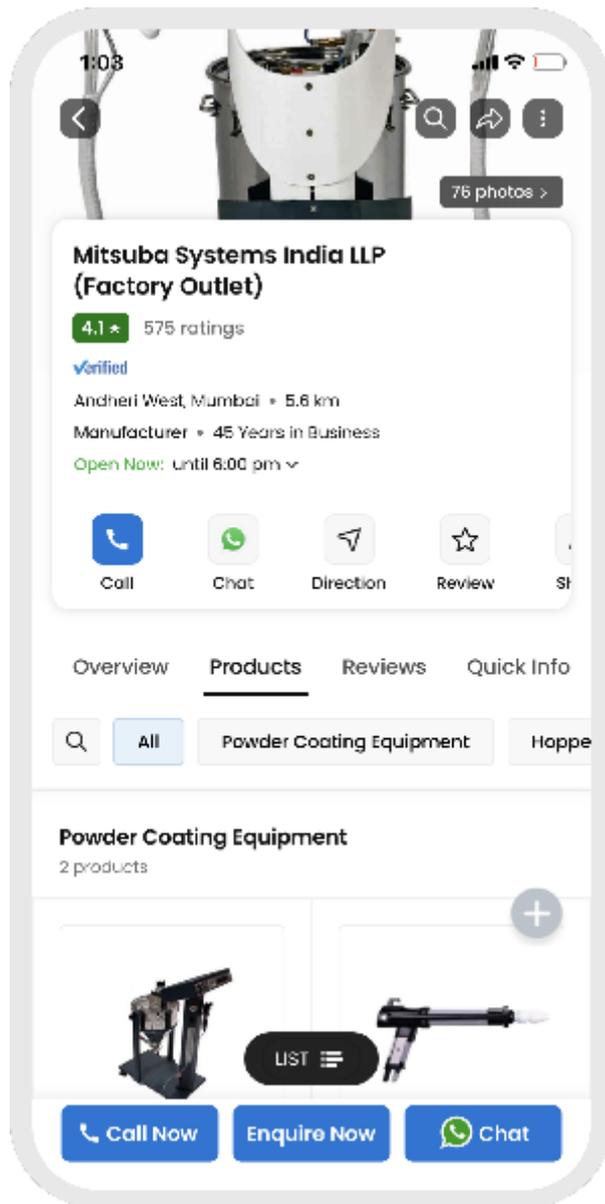
Amenities

Services

JD Mart – Exclusive B2B Platform



JD Mart – Exclusive B2B Platform



JD Mart – Exclusive B2B Platform



4:38

00:01 00:56

Twin Series 700 Supreme Powder Coating Machine

Mitsuba Systems India LLP (Factory Outlet)
Andheri West - Mumbai [more](#) **Manufacturer**

Quantity units [Ask for Price >>](#)

Description >

Powder coating system designed for conveyors. Powder coating system designed for conveyors powder objects moving on a conveyor. It 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.

 **Mitsuba Systems India LLP** [Verified](#) [Trust](#) 45 yrs

[Call Now](#) [Get Best Price](#) [Chat](#)



1/24

Corona Classic Powder Coating Attachment

Nisha Sales
Ganesh Peth - Pune [more](#) **Wholesaler**

Quantity Units [Ask for Price >](#)

 **Nisha Sales** [Verified](#) [Trust](#) 15 yrs
4.5★ 110 Ratings
Ganesh Peth - Pune **Wholesaler** [Call](#)

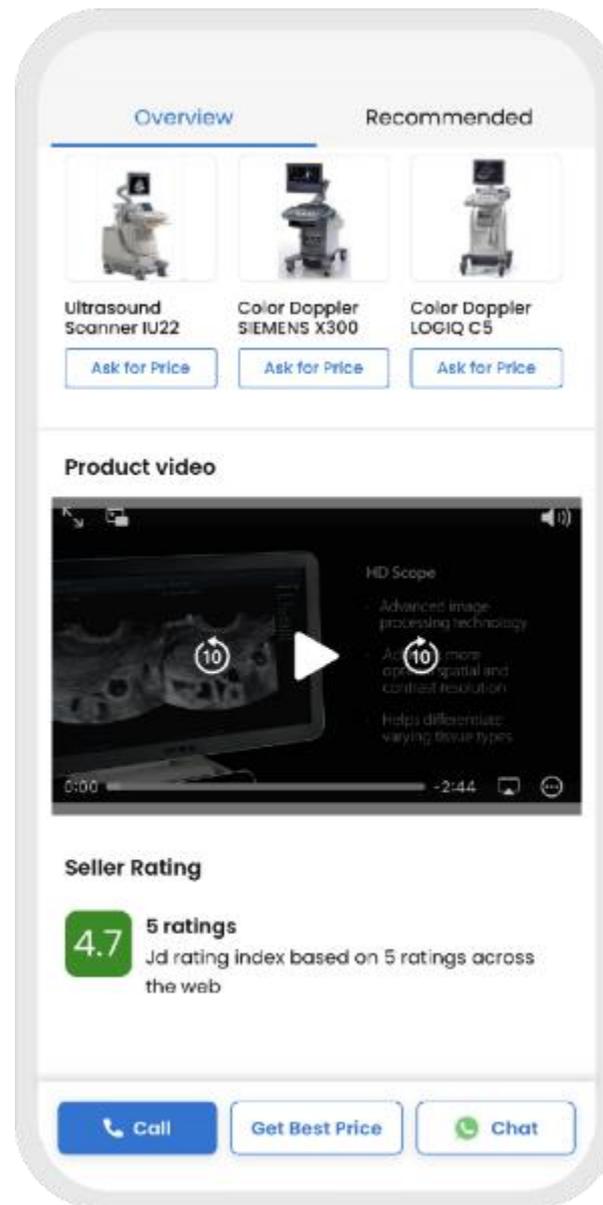
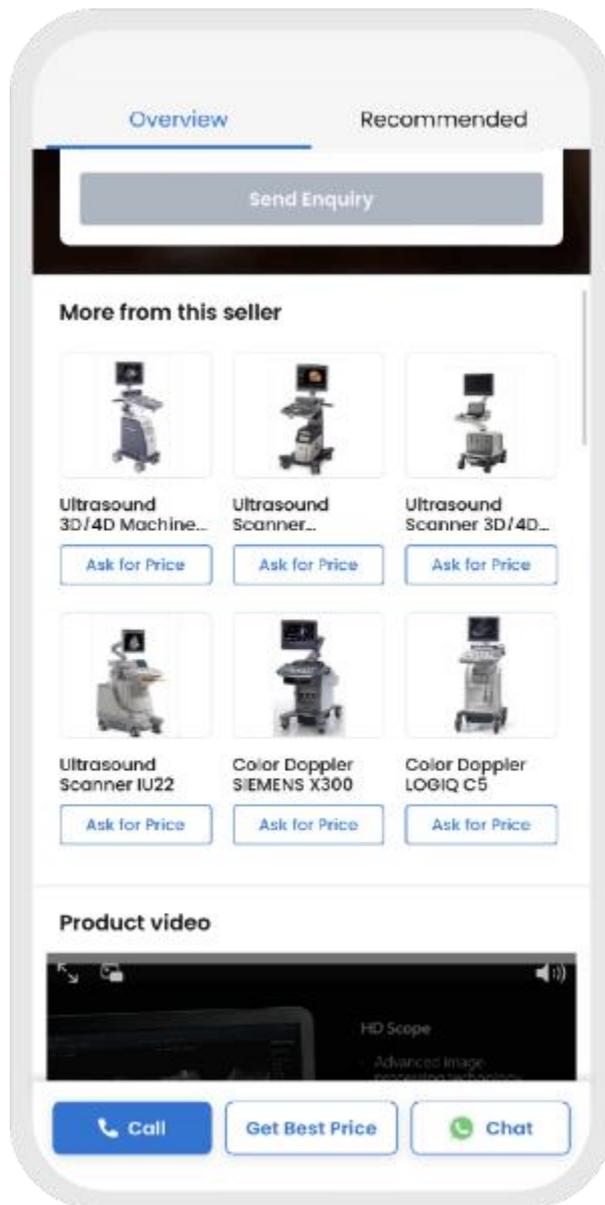
[View more seller info >](#)

More from this seller



[Call Now](#) [Get Best Price](#) [Chat](#)

JD Mart – Exclusive B2B Platform



JD Mart – Exclusive B2B Platform

The screenshot displays the Justdial B2B platform interface. At the top, the Justdial logo is on the left, followed by a location dropdown set to 'Bangalore' and a search bar containing 'Chemicals'. On the right, there are links for 'Advertise', 'Become a Seller' (with a 'LIST FOR FREE' badge), and 'Login / Sign Up'. Below the navigation bar, a horizontal menu lists categories: 'All Categories', 'Automobiles Accessories', 'Construction & Real Estate', 'Electronic Component', 'Health & Medical', and 'Industrial Machinery'.

Two promotional banners are featured. The left banner, titled 'Have a long bucket list?', encourages users to get verified sellers for products like 'Allopathic Vitamin Supplements', 'Tocopherol', and 'Mobile'. The right banner, titled 'Have a business?', offers to help users start selling in 'just 40 secs for free!' with a 'Register Now' button.

The main content area is divided into two sections. The first is 'Vitamin Supplements', which includes a 'View all' link and a grid of six product listings. Each listing shows a product image, the brand name, and a logo. The second section is 'Top-Ranked Categories For You', also with a 'View all' link, featuring a grid of six product listings with their respective images and labels.

Product Name	Brand
Allopathic Vitamin Supplements	Urban Platter
Tocopherol	Delta Lab
Mobile	Alex
Allopathic Vitamin Supplements	KM
Allopathic Vitamin Supplements	Vital Care
Allopathic Vitamin Supplements	Dr. Morepen

Product Name	Image Description
Carnitine	White powder in a bowl with a spoon
Healthcare Supplements	Box of Yoga Care supplements
Immune Booster	White powder in a jar on a blue base
Sodium Glycerophosph...	White powder in a bowl
Energy Drink	Small bottle of energy drink
Energy Drink Powder	Large jar of energy drink powder with a glass of drink

JD Mart – Exclusive B2B Platform

AllahabadLoom Solar Panel 20 watt 12 volt for Small Battery..Advertise **LIST FOR FREE** Become a Seller Login / Sign Up

All Categories Automobiles Accessories Construction & Real Estate Electronic Component Health & Medical Industrial Machinery

Allahabad > Energy in Allahabad > Solar Energy Products in Allahabad > Solar Panel in Allahabad > Loom Solar Panel 20 watt ..



Loom Solar Panel 20 Watt - 12 Volt For Small Battery Charging

₹ 1,650 / Unit
1 Unit (MOQ)

Quantity units [Get Quote](#)

Specification

Brand	Loom
Purification Technology	Poly Crystalline
Warranty	25 Years
Operating Voltage	12 Volt
Power	20 Watts
Cell Conversion Efficiency	Greater Than 16 Percent

Description

Loom Solar has launched a mini solar panel of 20-watt for a 12-volt battery that is charged with the help of sunlight. Being light in weight, this portable solar panel finds many applications or uses. The panel is specially designed to charge small batteries up to 10 AH or 10,000 mAh. Loom Solar is India's premium solar brand that manufactures and sells solar systems of various capacities including small solar panels. In the family of solar panels, mini solar panels are defined by their size..

More from this seller



Seller Information



Vaishno Enterprise
(Closed Down)
IND Allahabad

4.0 ★★★★★ 4 Ratings
1 Year

[Show Number](#)

[Get Best Price](#)

[Chat](#)

Similar Businesses [View More](#)



Epicsun Power...
Allahabad

4.7 ★



D Tech Power...
Allahabad

4.8 ★



R K Associates
Allahabad

4.3 ★



Magic Home Solar
Allahabad

5.0 ★

JD MART - PRODUCT STACK

Product



Marketplace



Logistics



Lending

Buyers



Retailers



Business



Industrial
Buyers



Turnkey Project
Managers

Explore



Search



Discover



RFQ By
Bulk Upload



RFQ By
Product Name

Search



Auto
Complete



Voice
Search



Barcode
Scan



Image
Search

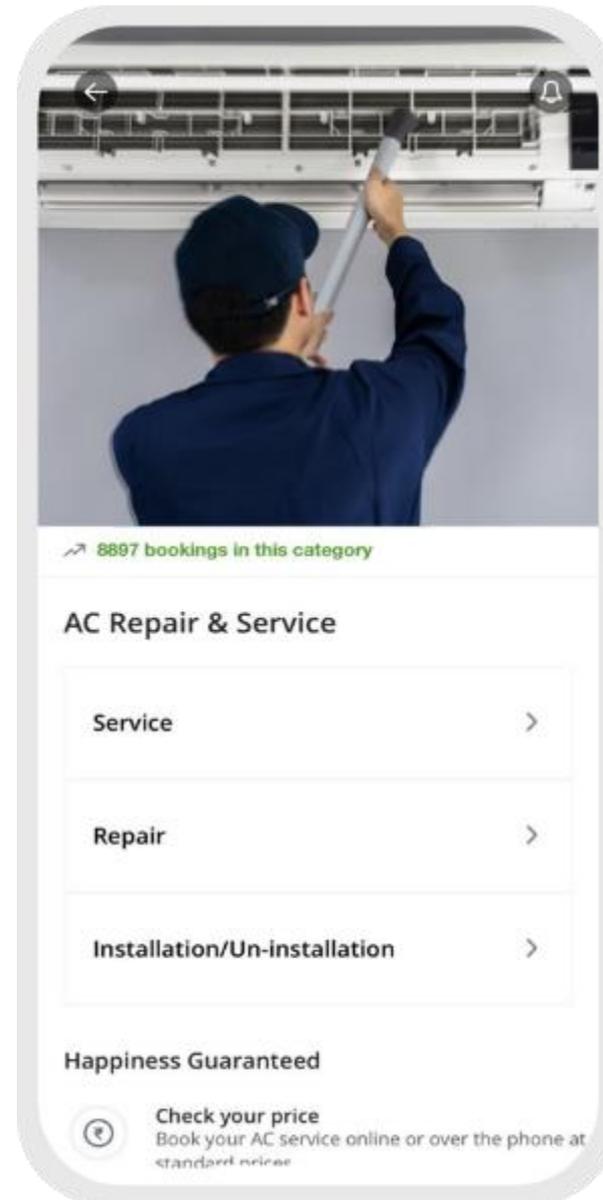
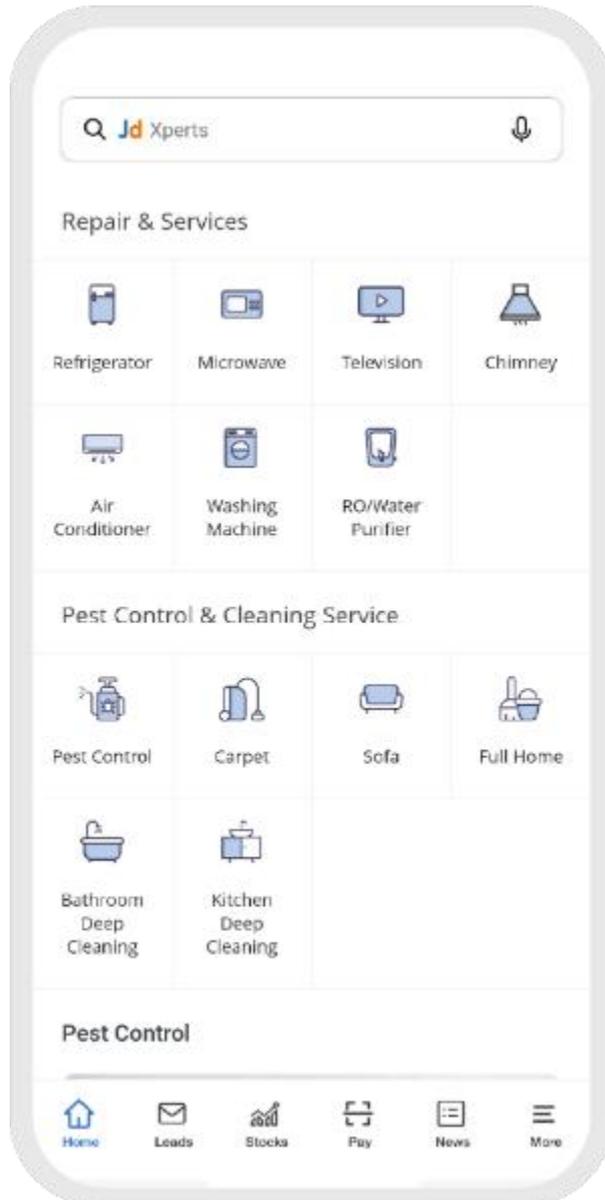
JD MART - PRODUCT STACK

Content	 Product Catalogue	 Images	 Videos	 Specification	 Description	 Price	 MOQ	 Years in Business
Transact	 RFQ	 Buy Online	 Send Enquiry	 Call	 Chat	 Reverse Auction	 Web & App Notification	
Protection & Certification	 Jd Pay Escrow	 Verified	 Trust	 Trade Assurance				
Seller Tools	 Catalogue Management (Mobile & Desktop)	 Real Time Lead Management	 Manage RFQ	 Chat With Buyers				

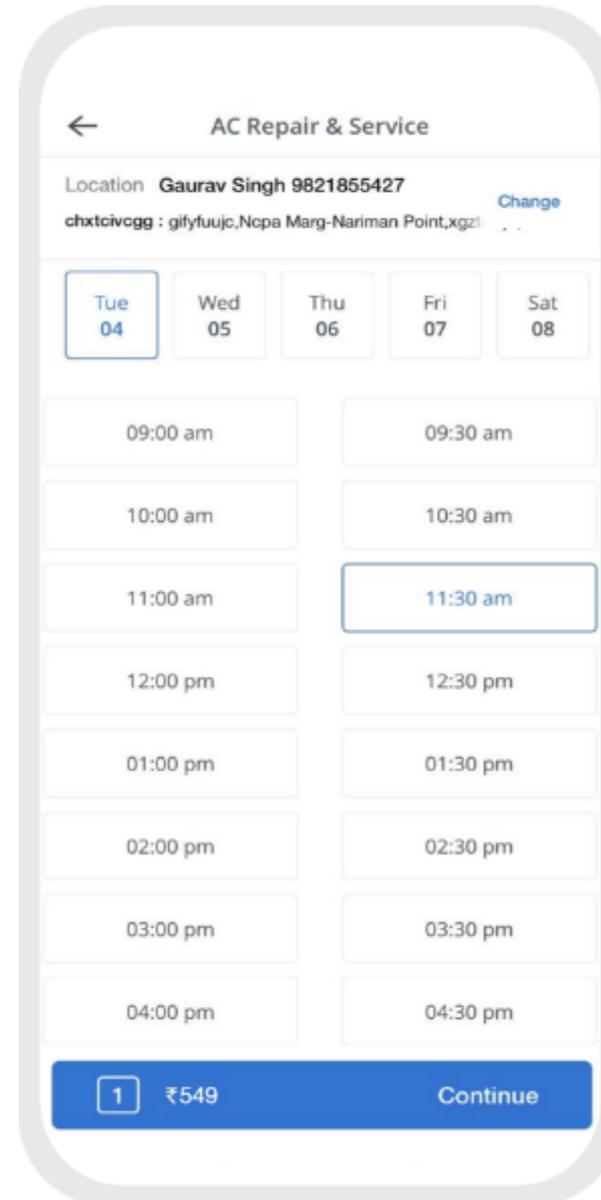
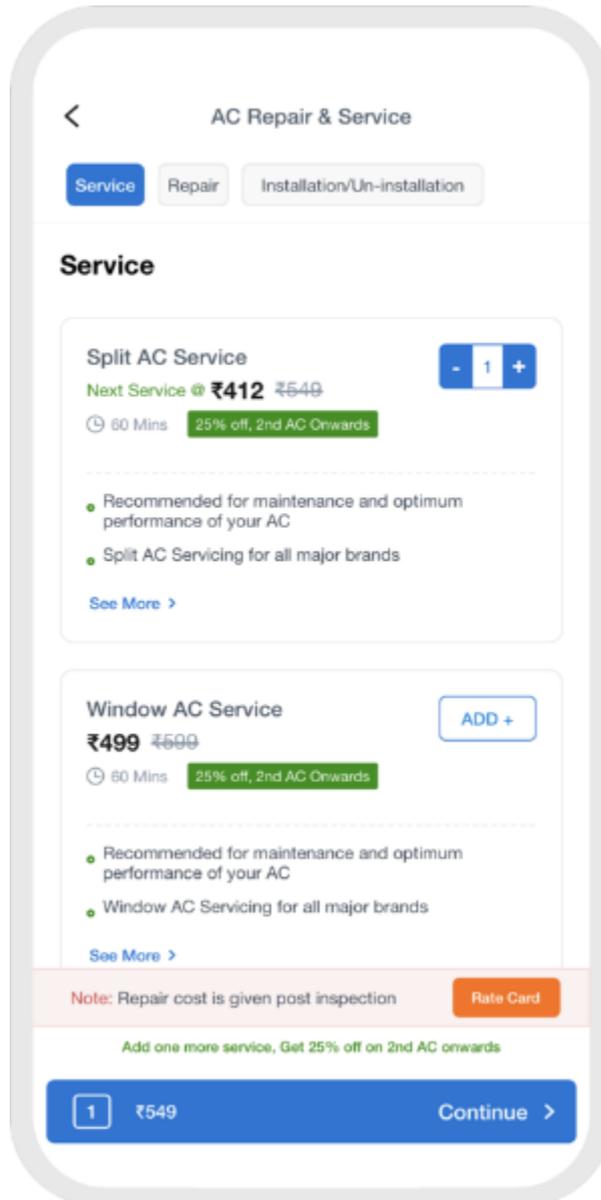
JD MART - PRODUCT STACK

Analytics	 Real Time Dashboard	 Lead Management	 Grab Lead	
Support	 Logistics Integration	 Payment Escrow	 Complaint Redressal	
Platform Availability	 iPhone App	 Android App	 Website	 Mobile Site

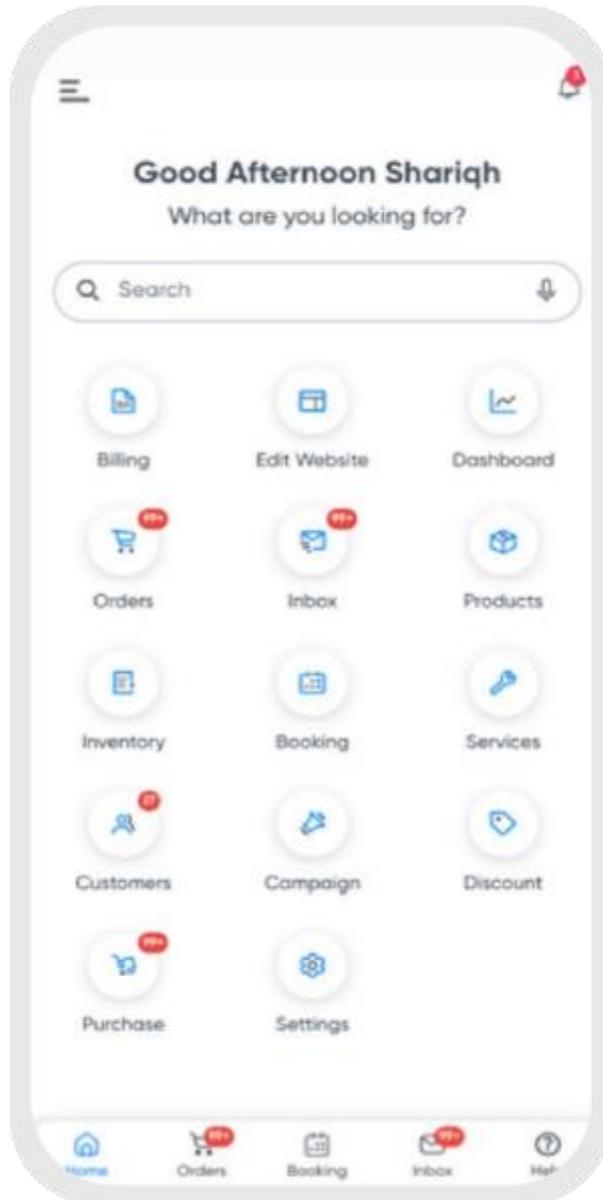
JD XPERTS – ONE STOP SOLUTION FOR ON-DEMAND SERVICES



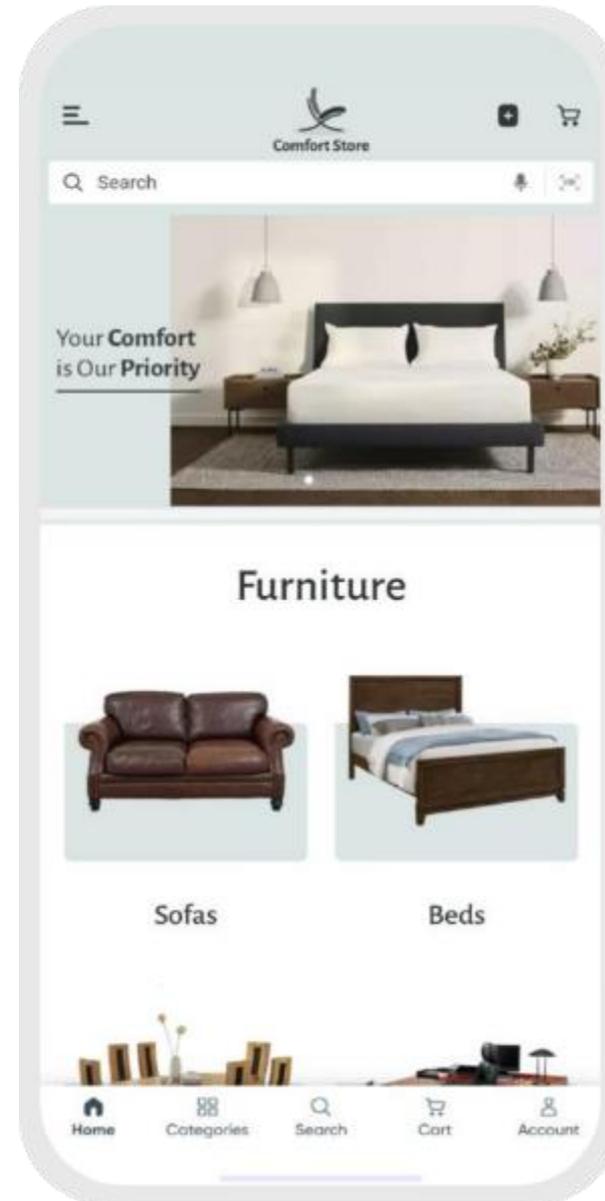
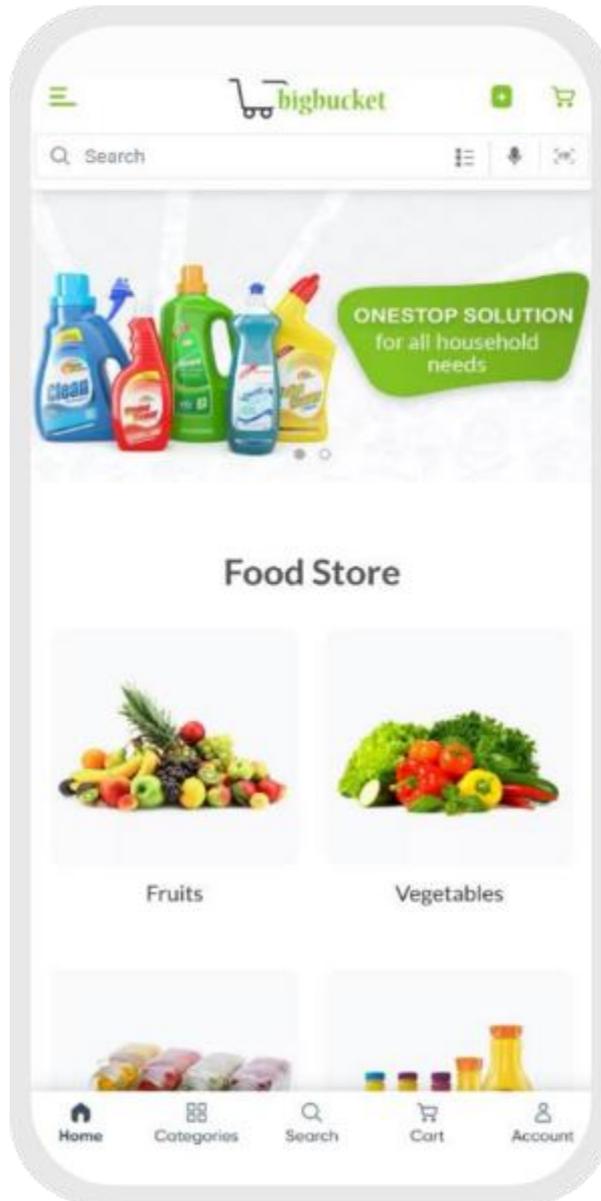
JD XPERTS – ONE STOP SOLUTION FOR ON-DEMAND SERVICES



JD OMNI – Cloud-Hosted Solution for Digitalizing Businesses



JD OMNI – Cloud-Hosted Solution for Digitalizing Businesses



2:01

FOR RENT, SALE, PURCHASE & WORKING

SHOP NO.11, SAI RAJ COMPLEX, PLOT NO.181, VICTOR, I, SANPADA PALM BEACH NAVY MUMBAI - 401116

13 photos >

Prime Property Consultant

4.3 ★ 61 ratings

Sanpada Sector 1, Mumbai • 🚗 68 min • 22.4 km

Estate Agents • 28 Years in Business

Response time: 35 mins • 🗨️ 183 people enquired

Open Now: until 8:00 pm ▾

Call Chat Direction Write

Overview **Properties** Reviews Services

Rent **Sale** Price ▾ BHK Type ▾ FL

₹ 1.05 Cr

Silicon Tower

1 BHK Flats • 1195 sq.ft

Vashi

Get Details

₹ 1.5 Cr

Shiv Pooja

2 BHK Flats • 650 sq.ft

Vashi Sector 29

Call Now Enquire Now Chat

2:01

FOR RENT, SALE, PURCHASE & WORKING

SHOP NO.11, SAI RAJ COMPLEX, PLOT NO.181, VICTOR, I, SANPADA PALM BEACH NAVY MUMBAI - 401116

13 photos >

Prime Property Consultant

4.3 ★ 61 ratings

Sanpada Sector 1, Mumbai • 🚗 68 min • 22.4 km

Estate Agents • 28 Years in Business

Response time: 35 mins • 🗨️ 183 people enquired

Open Now: until 8:00 pm ▾

Call Chat Direction Write

Overview **Properties** Reviews Services

Rent **Sale** Price ▾ BHK Type ▾ FL

Semi-Furnished

₹ 35,000

Moraj Residency

2 BHK Flats • 750 sq.ft

Sanpada Sector 1B

Get Details

Unfurnished

₹ 12,500

Sai Prasad

1 BHK Flats • 500 sq.ft

Kharghar Sector 34

Call Now Enquire Now Chat

FOR RENT, SALE, PURCHASE & WORKING

SHOP NO.11, SAI RAJ COMPLEX, PLOT NO.181, VICTOR, I, SANPADA PALM BEACH NAVY MUMBAI - 401116

13 photos >

₹ 12,500

1 BHK Flat in Sai Prasad

Unfurnished • Kharghar Sector 34

500 sq.ft Built Up Area

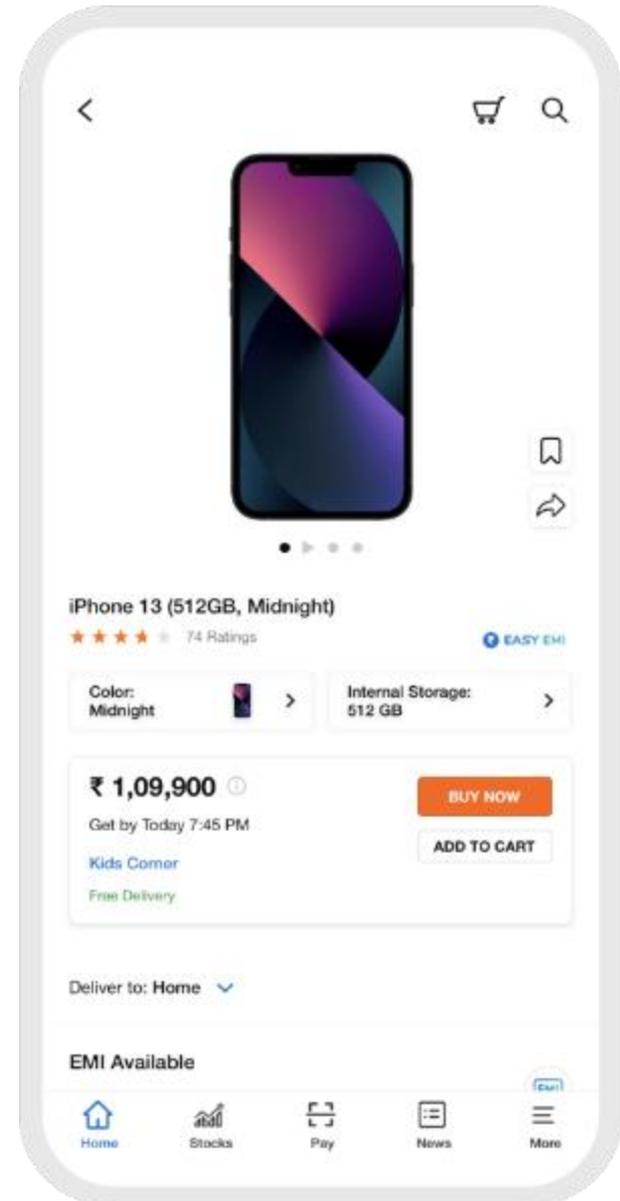
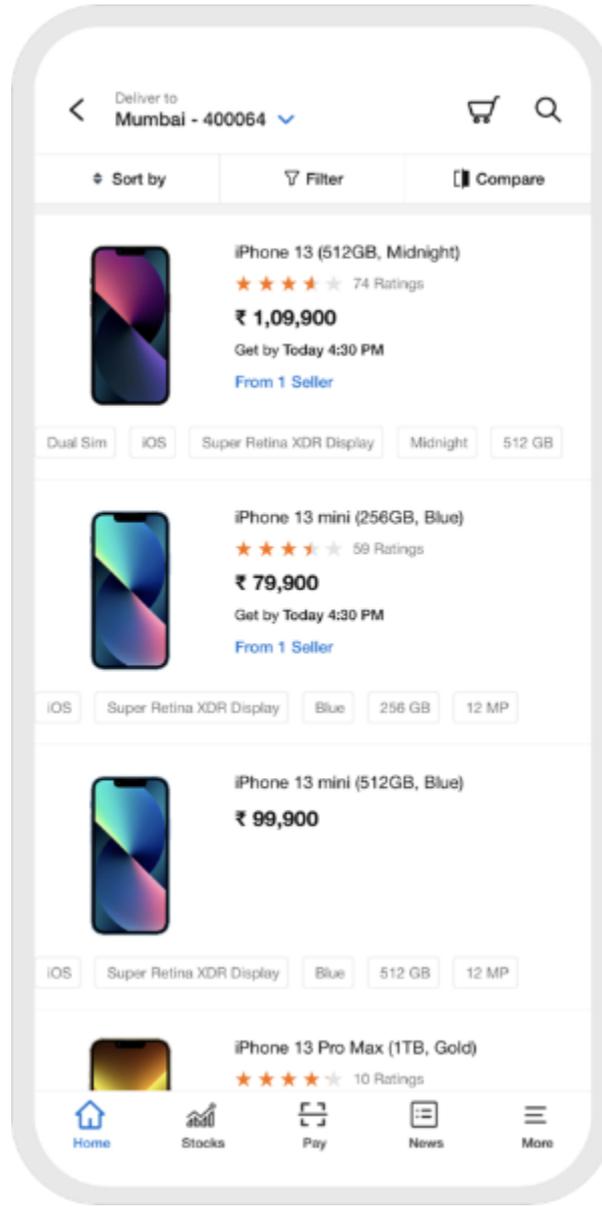
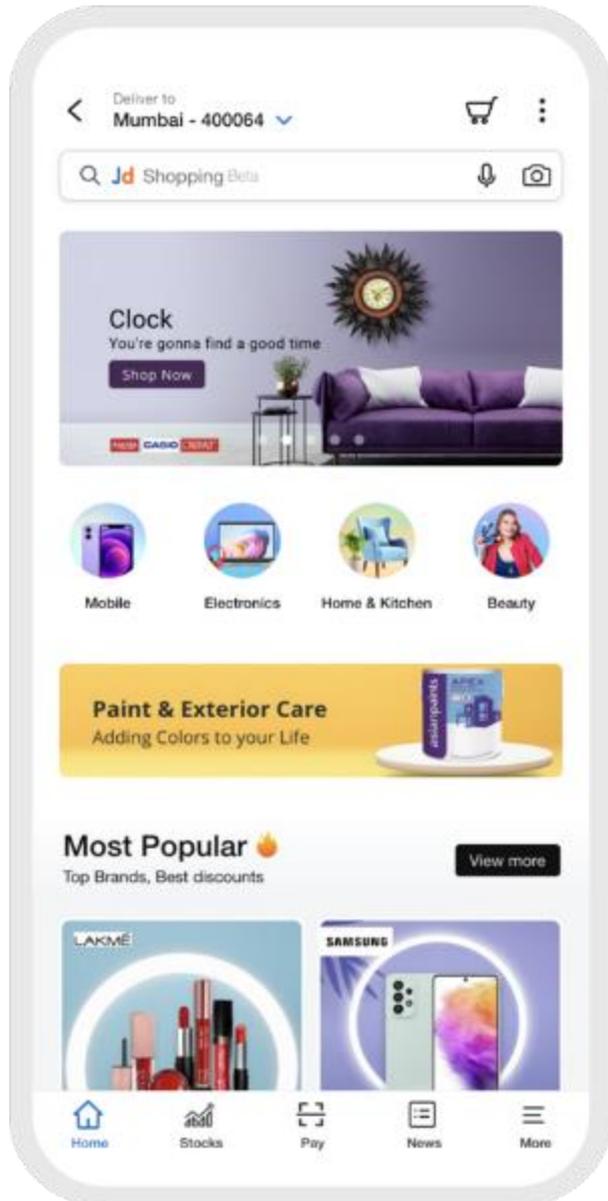
Prime Property Consultant

4.3 ★★★★★ 61 Ratings

Overview

Project Name	Property Type
Sai Prasad	Apartments
Furnishing	Available From
Unfurnished	2nd September 2022
Tenant Type	
Family	

Call Chat **Best Deal**





FINANCIAL OVERVIEW

EFFICIENT & PROFITABLE BUSINESS MODEL

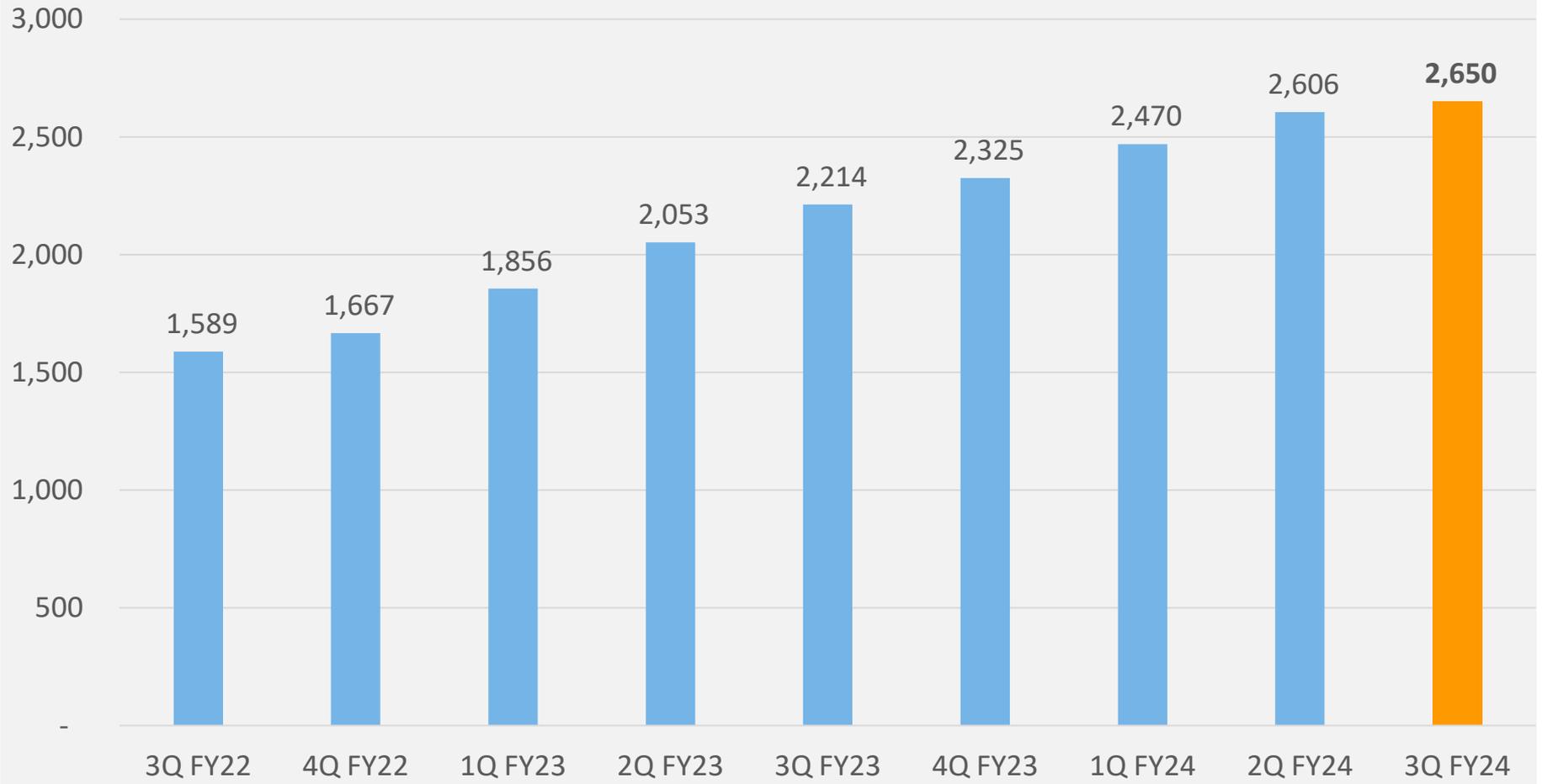
- Paid Advertisers pay a fixed fee to run searched advertising campaigns for their businesses on Justdial's platforms
- Various premium & non-premium listing packages available which determine placements in search results
- Multiple factors determine pricing, such as business categories of advertiser, 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 4,714 employees in tele-sales, 1,705 feet-on-street (marketing), and 4,487 feet-on-street (Cold Calling & Others) as on Q3 FY24



KEY
BUSINESS
ATTRIBUTES

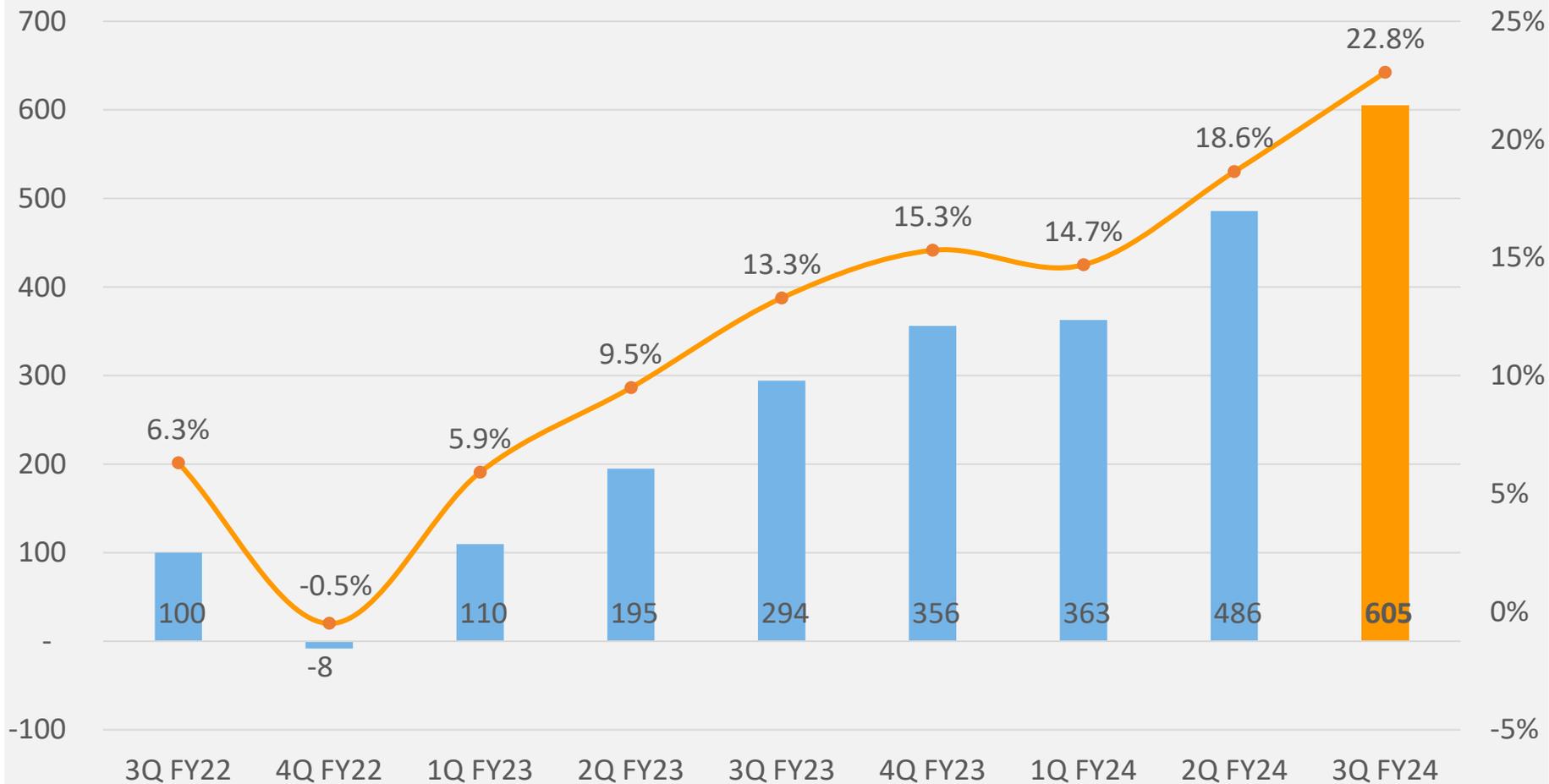
REVENUE

Operating Revenue (Rs million)



OPERATING MARGIN

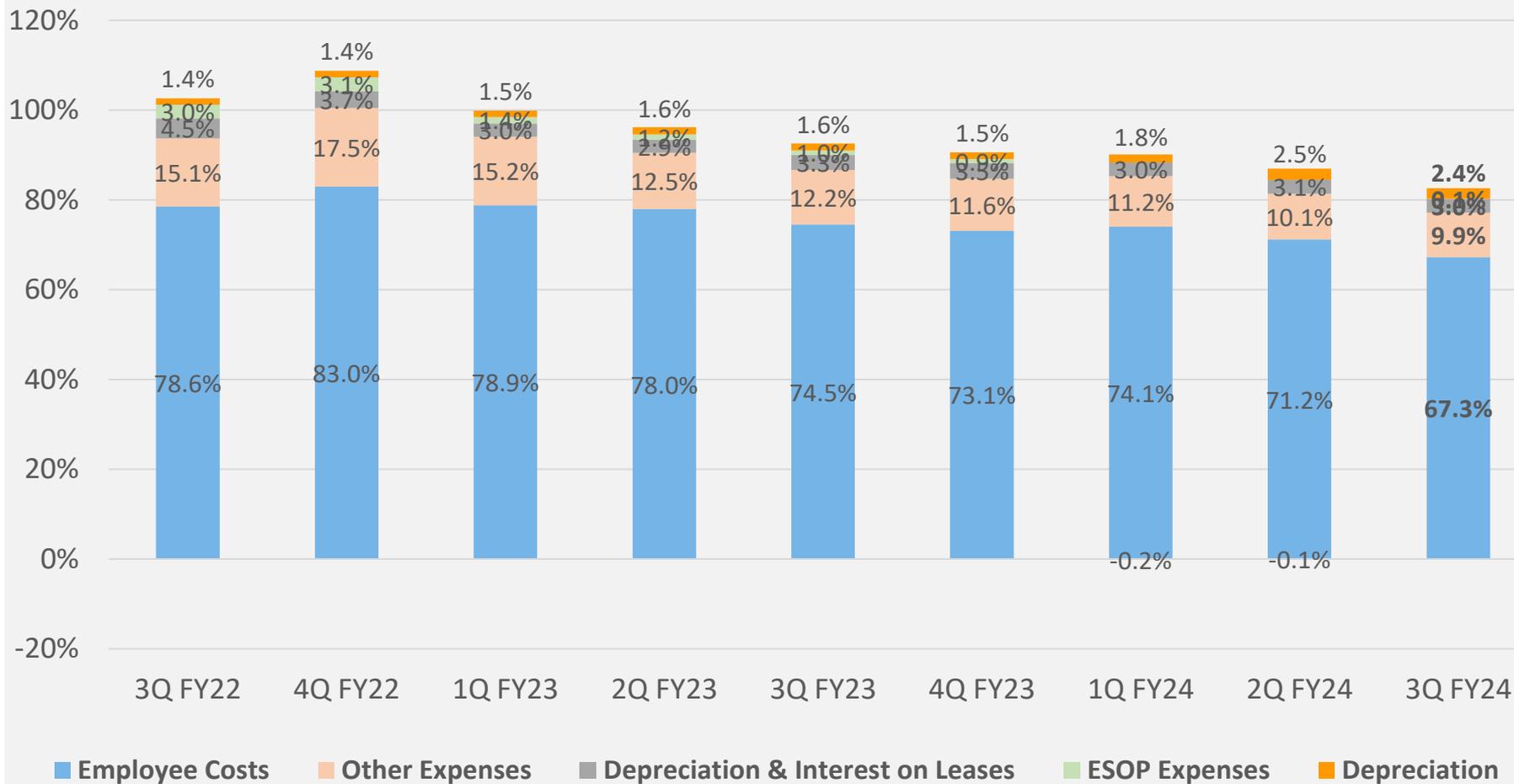
Adjusted EBITDA (Rs million) & Margin %



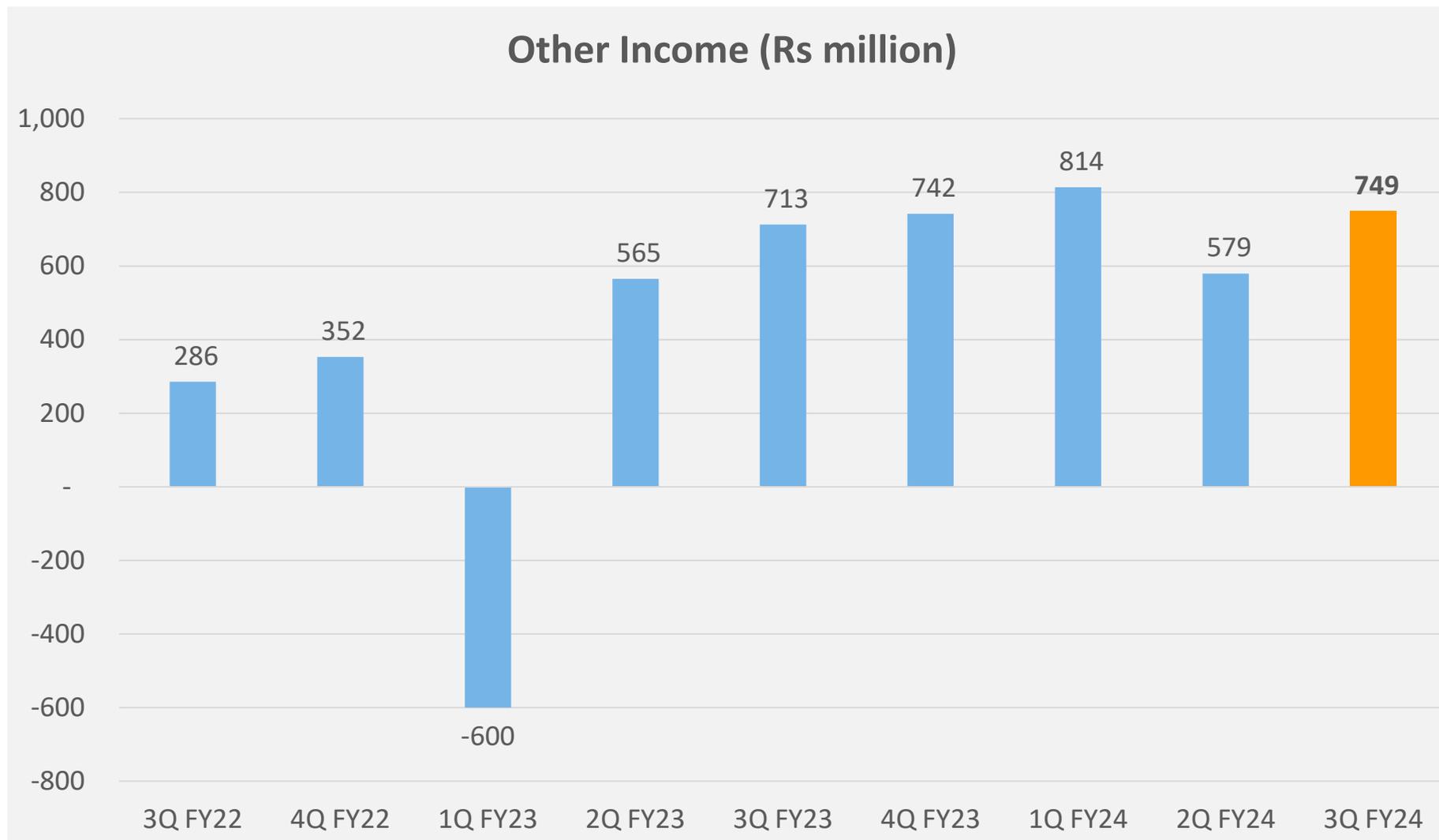
Note: Adjusted EBITDA calculated after excluding non-cash ESOP Expenses from reported EBITDA

COST STRUCTURE

Expenses as % of Operating Revenue



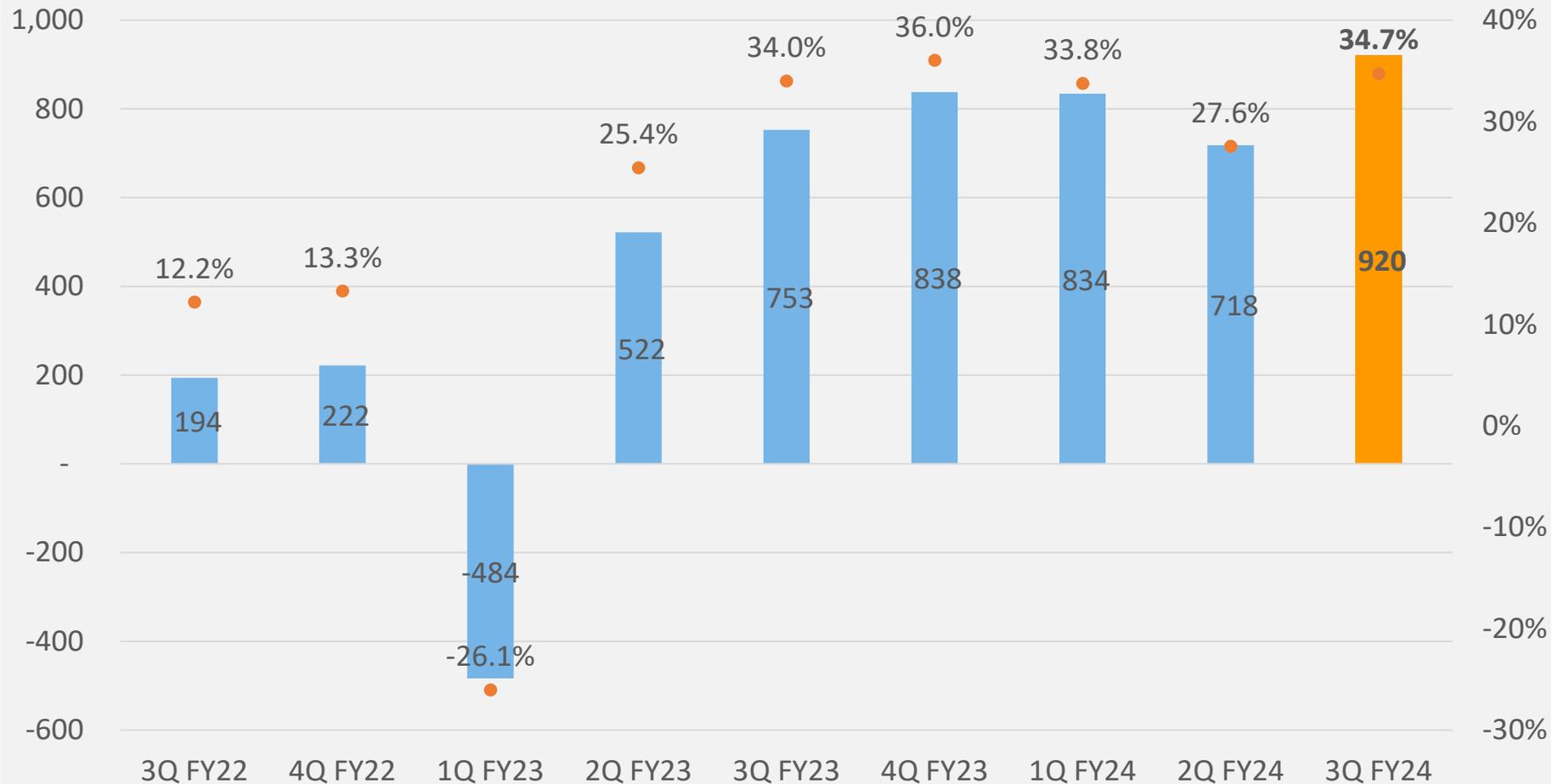
OTHER INCOME



Note: Other Income in 1Q FY23 was impacted due to mark-to-market (MTM) losses on treasury portfolio owing to significant increase in bond yields during that quarter.

NET PROFIT MARGIN

Net Profit (Rs million) & PAT Margin %



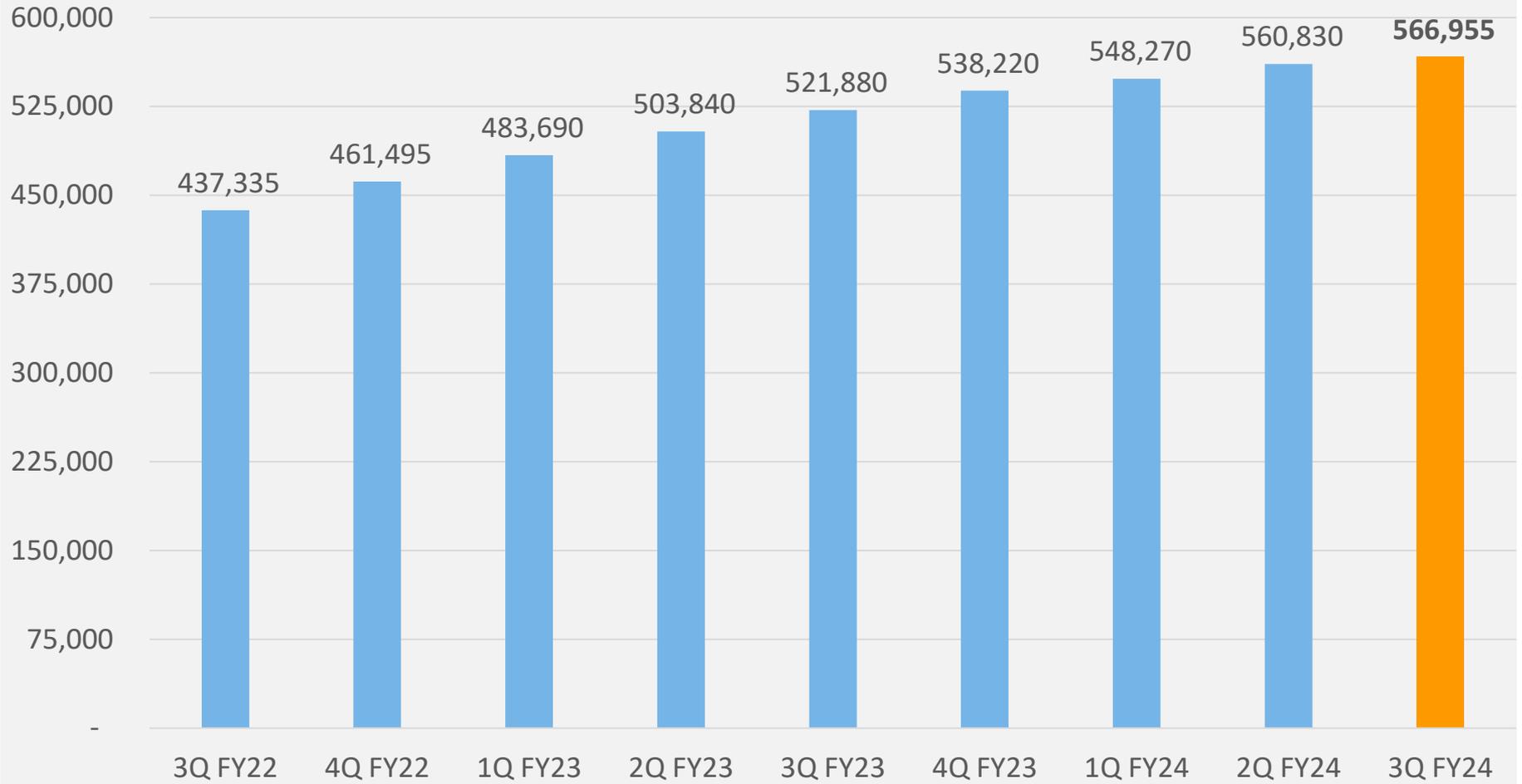
Note:

1) PAT Margin is calculated as Net Profit (Profit After Taxes) as a percentage of Operating Revenue for the quarter.

2) Loss during 1Q FY23 was driven by negative other income due to mark-to-market (MTM) losses on treasury portfolio owing to significant increase in bond yields during that quarter.

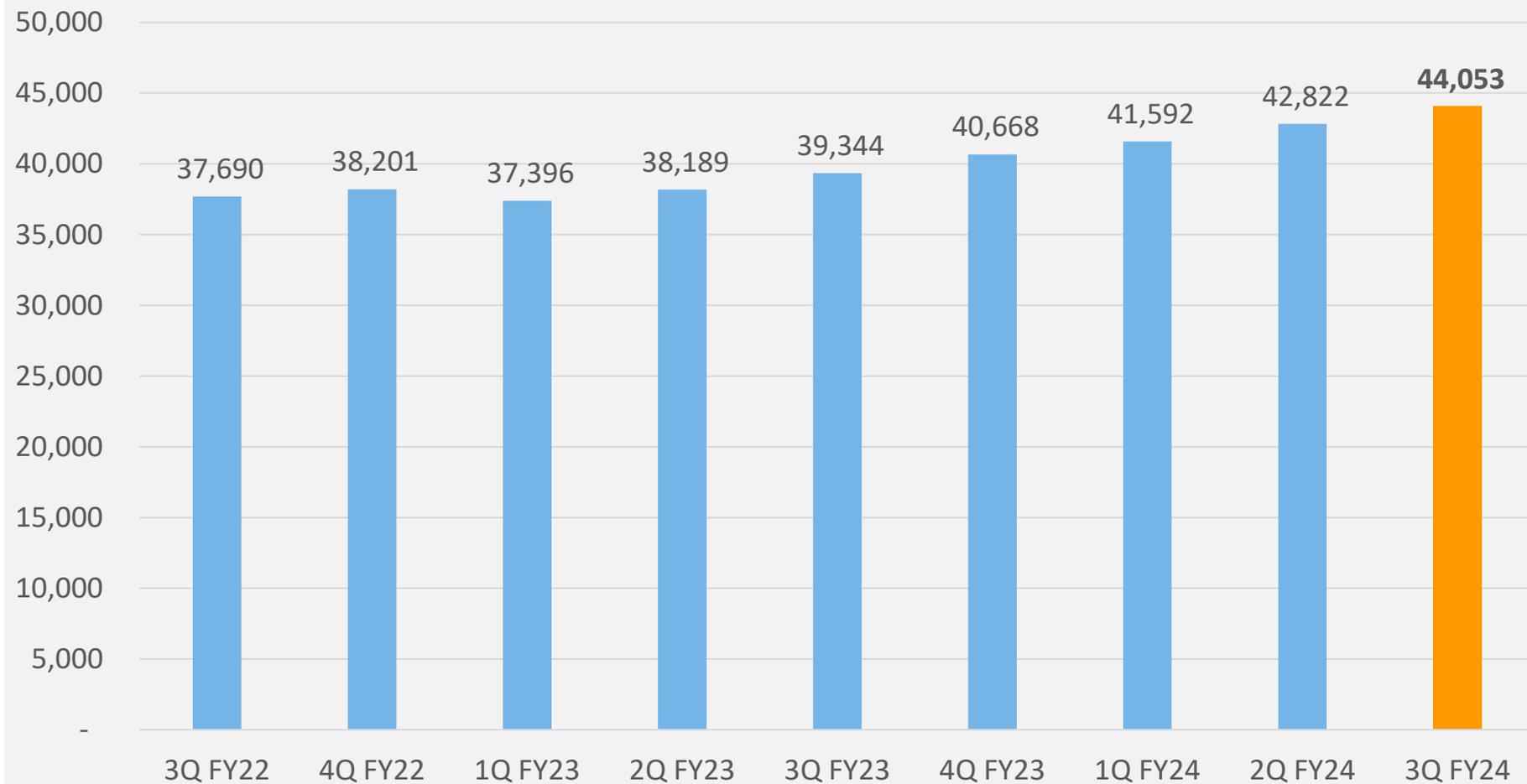
PAID CAMPAIGNS

Active Paid Campaigns - period end



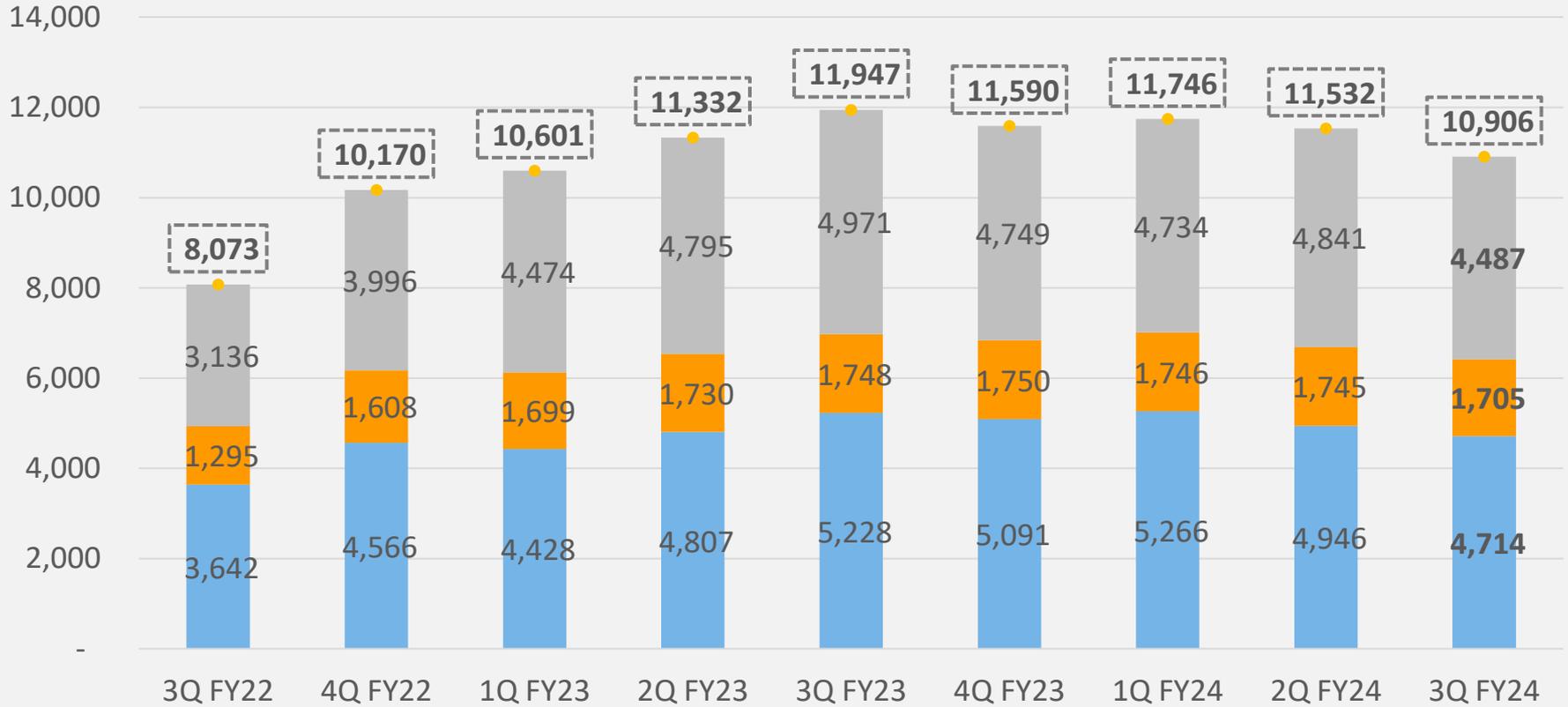
CASH AND INVESTMENTS

Cash & Investments - period end (Rs million)



SALES FORCE

Sales Strength - Period End



■ Tele-Marketing

■ Feet-on-Street (Cold Calling & Others)

■ Feet-on-Street (Marketing)

● Total Sales Team Strength

JUST DIAL LTD - 3Q FY24 (Quarter ended December 31, 2023) PERFORMANCE SUMMARY						
Metric	Unit	3Q FY24	3Q FY23	YoY change	2Q FY24	QoQ change
Operating Revenue	(₹ million)	2,650	2,214	19.7%	2,606	1.7%
Operating EBITDA	(₹ million)	604	271	122.8%	488	23.7%
Operating EBITDA Margin	%	22.8%	12.2%	1054 bps	18.7%	406 bps
Adjusted EBITDA (excl. ESOP expenses)	(₹ million)	605	294	105.7%	486	24.6%
Adjusted EBITDA Margin (excl. ESOP expenses)	%	22.8%	13.3%	955 bps	18.6%	420 bps
Other Income	(₹ million)	749	713	5.1%	579	29.2%
Profit Before Taxes	(₹ million)	1,209	876	38.0%	921	31.3%
Net Profit	(₹ million)	920	753	22.3%	718	28.2%
Net Profit Margin	%	34.7%	34.0%	72 bps	27.6%	717 bps
Deferred Revenue (period end)	(₹ million)	4,727	4,024	17.5%	4,680	1.0%
Cash & Investments (period end)	(₹ million)	44,053	39,344	12.0%	42,822	2.9%

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

JUST DIAL LTD - 3Q FY24 (Quarter ended December 31, 2023) PERFORMANCE SUMMARY						
Metric	Unit	3Q FY24	3Q FY23	YoY change	2Q FY24	QoQ change
Unique Visitors	(million)	165.9	156.8	5.8%	171.7	-3.4%
- Mobile	(million)	141.2	134.0	5.4%	147.9	-4.5%
- Desktop/ PC	(million)	19.1	17.1	11.3%	17.9	6.3%
- Voice	(million)	5.6	5.6	-1.2%	5.9	-5.1%
- Mobile	% share	85.2%	85.5%	-33 bps	86.1%	-98 bps
- Desktop/ PC	% share	11.4%	10.9%	57 bps	10.5%	105 bps
- Voice	% share	3.4%	3.6%	-24 bps	3.4%	-6 bps
Total Listings (period end)	(million)	41.6	35.0	18.8%	40.2	3.5%
Net Listings Addition		1,404,614	1,123,874	25.0%	2,192,436	-35.9%
Total Images in Listings (period end)	(million)	175.7	131.8	33.3%	165.2	6.4%
Listings with Geocodes (period end)	(million)	26.4	20.8	26.8%	25.3	4.4%
Ratings & Reviews	(million)	147.0	139.8	5.1%	145.8	0.8%
Paid campaigns (period end)		566,955	521,880	8.6%	560,830	1.1%
Total App Downloads (period end)	(million)	35.8	32.2	11.3%	35.0	2.4%
App Downloads per day		7,660	7,827	-2.1%	8,237	-7.0%
Total Employees (period end)		13,954	15,393	-9.3%	14,888	-6.3%
- Sales Employees (period end)		10,906	11,947	-8.7%	11,532	-5.4%

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 35 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

B Anand (Chairman)

B. Anand has served as the CEO of Nayara Energy and CFO of Trafigura. He has over 36 years of experience in large scale global enterprise leadership, operations, strategies, enterprise integration and value creation, including corporate finance and investment banking. He is a Commerce graduate and a member of Institute of Chartered Accountants of India.

Sanjay Bahadur

Sanjay Bahadur has over 39 years of experience in construction. He holds a degree in Civil Engineering from the Delhi College of Engineering and is currently the Chief Strategy and Business Development of Construction and Chemicals division of Pidilite Industries Limited. He had also worked with Larsen & Toubro Limited, Aeons Construction Products Limited, Unitech Prefab Limited and ACC Concrete Limited.

Malcolm Monteiro

Malcolm Monteiro, an Electrical Engineering graduate from the Indian Institute of Technology (IIT), Bombay, and a postgraduate in Business Management from the Indian Institute of Management (IIM), Ahmedabad, has been a valuable asset with a keen sense of vision. He was the India CEO of DHL e-commerce and also served as a member of the DHL e-commerce Global Management Board and Director of Blue Dart Express Limited.

Bhavna Thakur

Bhavna Thakur is Chief Operating Officer of Tifin Studios II, working in the arena of artificial intelligence, technology and finance. Prior to this she was the head of Capital Markets at Everstone Capital and Citigroup India and has over 24 years of experience in corporate finance, investment banking, M&A and capital markets. She holds a BA LLB (Hons.) from National Law School of India and a postgraduate degree in Law from Columbia University. She also worked with Citigroup, Morgan Stanley in Mumbai and Paul Weiss, Wharton Garrison LLP and Davis Polk and Wardwell LLP in London and New York, respectively.

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.

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 of Reliance group 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 24 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.

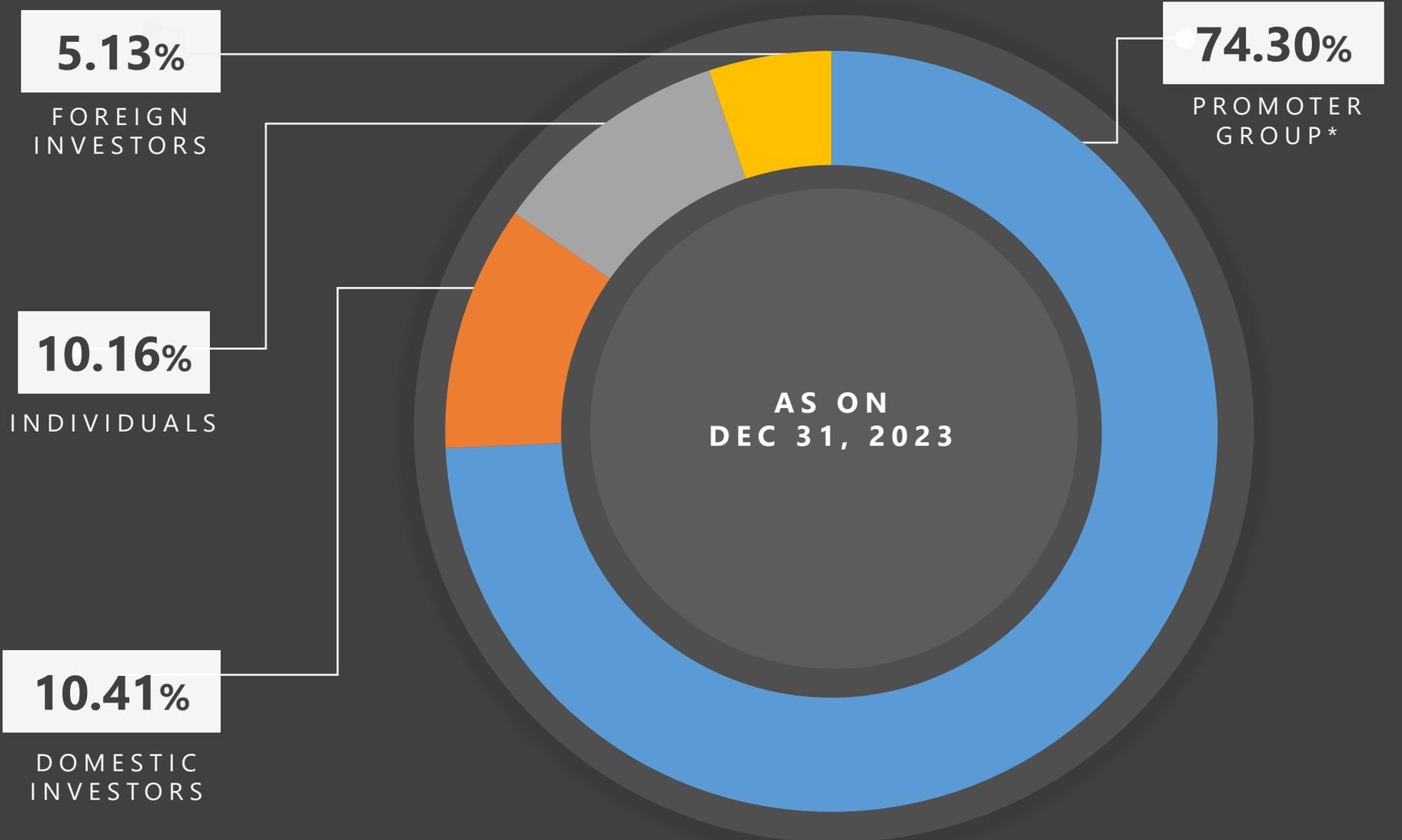
Dinesh Taluja

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	35 Years	Overall growth strategy, planning, execution & management
V Krishnan	Group President	29 Years	Growth Strategy and Business Development
Abhishek Bansal	Chief Financial Officer	15 Years	Finance, Strategy, Accounting, Treasury, Audit, Legal, Compliance & Traffic
Vishal Parikh	Chief Product Officer	23 Years	Leads Product, Design & Technology teams, IT Infra and Voice Operations
Shwetank Dixit	Chief Growth Officer	12 Years	Strategy, Marketing, Business Analytics, Traffic and Revenue Growth, Content Augmentation & SEO
Rajesh Madhavan	Chief People Officer	30 Years	Human Resource Functions
Ajay Mohan	Chief Business Officer	28 Years	Sales platform management, Strategic alliances, Corporate partnerships & Business expansion
Rakesh Ojha	Chief Business Officer (West & South)	28 Years	Sales & Expansion (West & South Region)
Prashant Nagar	Chief Business Officer (Feet on Street - FOS)	24 Years	Sales & Expansion (Delhi, Feet on Street - FOS)
Suhail Siddiqui	Chief Business officer (North & East)	28 Years	Sales & Expansion (North & East Region)
Rajiv Nair	Vice President	25 Years	Sales & Expansion (South Region)

SHAREHOLDING PATTERN



*Stake held by Promoter - Reliance Retail Ventures Limited (RRVL) = 63.85%

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