

July 14, 2023

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>
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Dear Sirs,

Sub: Investor presentation on Financial Results (Standalone and Consolidated) for the first quarter ended June 30, 2023

The presentation to analysts / investors on the financial performance of the Company for Financial Results of the Company for the first quarter ended June 30, 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

July 2023



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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.

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

Q1 FY24 means the period Apr 1, 2023 to Jun 30, 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, 144.6 million ratings & reviews



171.4 million quarterly unique visitors in Q1-FY24



Database of 38 million listings



Scalable and profitable business model



548,270 active paid campaigns



Figures as on Jun 30, 2023

KEY STRENGTHS

- ❑ First Mover Advantage in Indian Local Search Market
- ❑ Strong Brand Recognition with 171.4 million unique quarterly visitors^ in Q1 FY24 (159.3 million in Q4 FY23)
- ❑ Comprehensive database of 38 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



5,266 employees in tele-sales, 6,480 feet-on-street salesforce




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

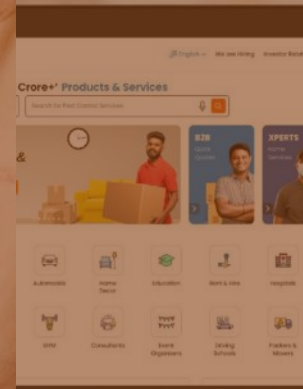
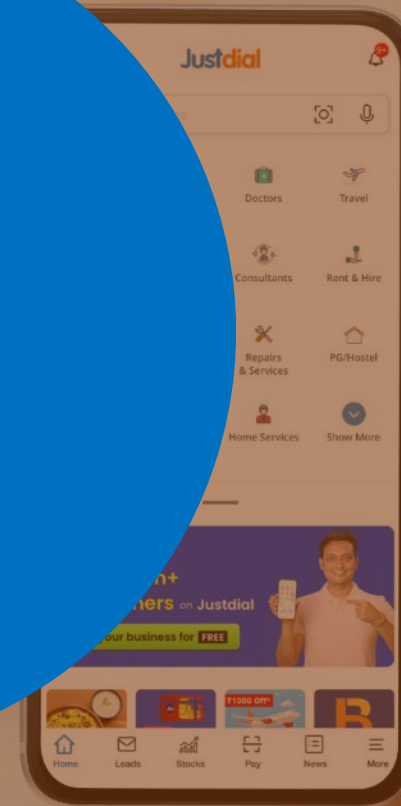
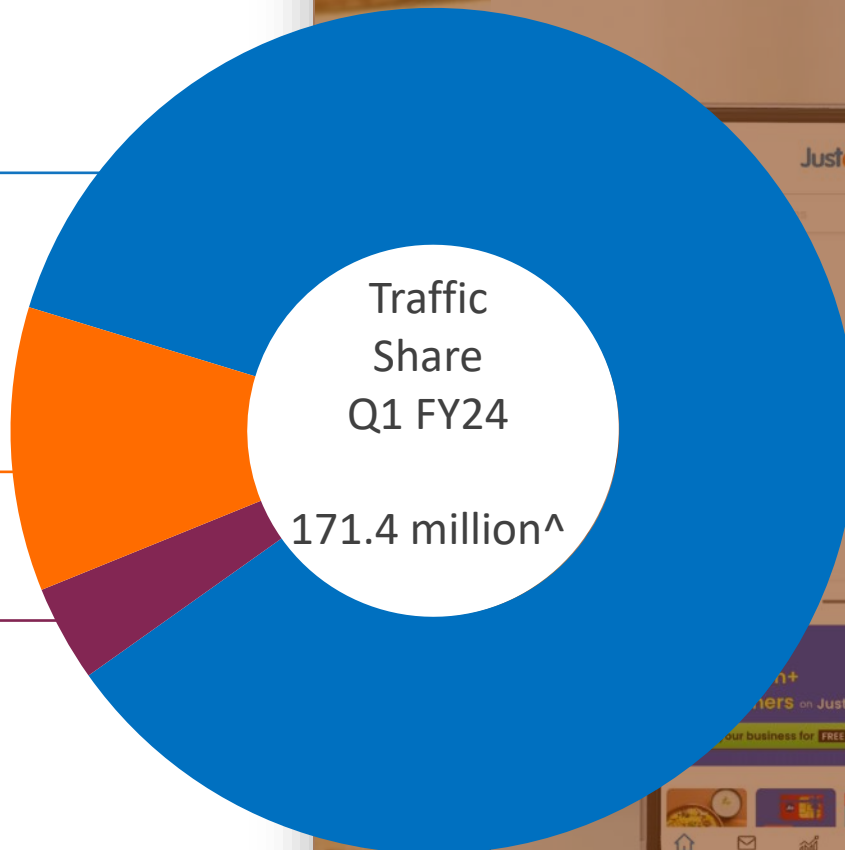


PLATFORMS

 **85.5%**
MOBILE
Mobile Site & Apps

 **10.9%**
DESKTOP/ PC
www.justdial.com

 **3.7%**
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

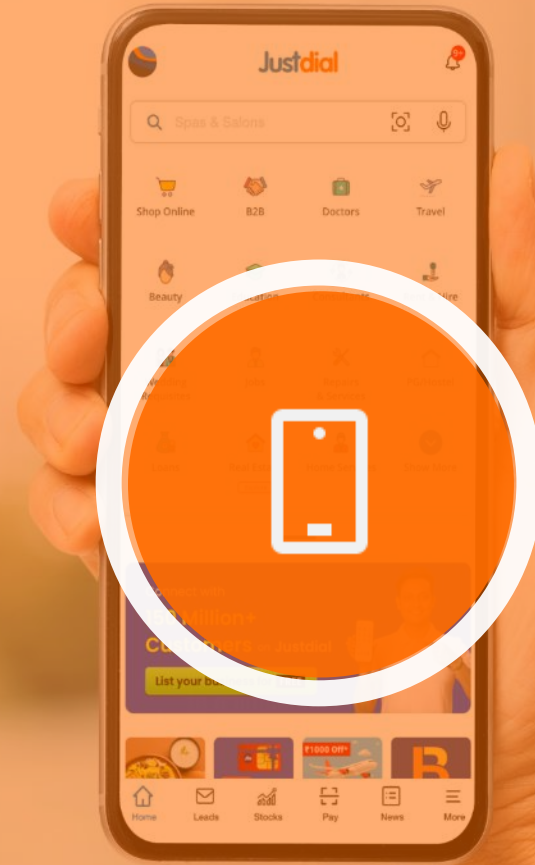
Location-based search service

Ratings & Reviews

Friends' Ratings

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

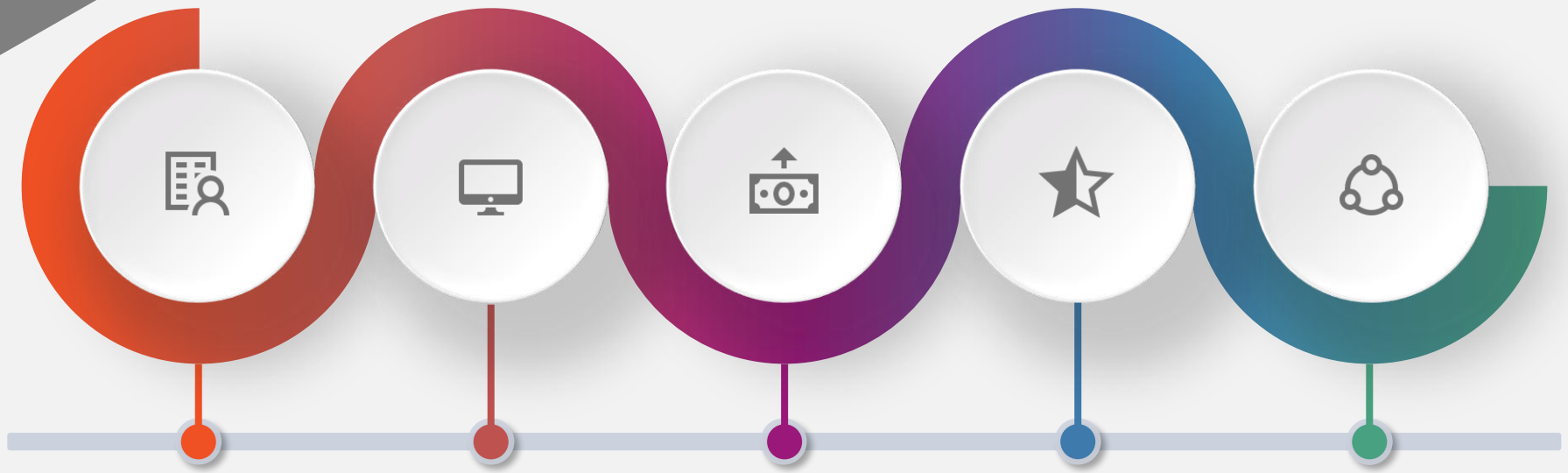
Personalized Greeting

Multiple queries in one call

Instant Email & SMS



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



144.6 million Ratings & Reviews

Mobile-verified, unbiased ratings

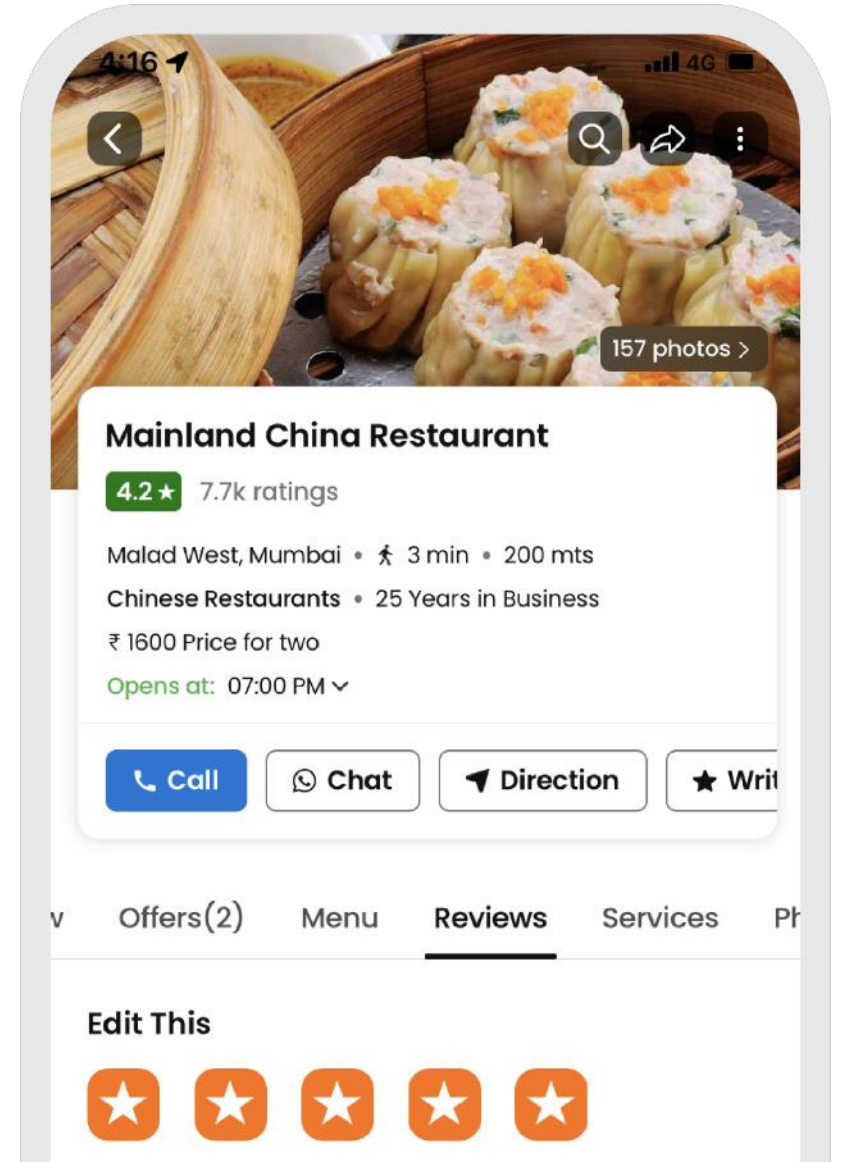
Intelligent tags to capture experiences

Friends' Ratings

5-Point Rating Scale

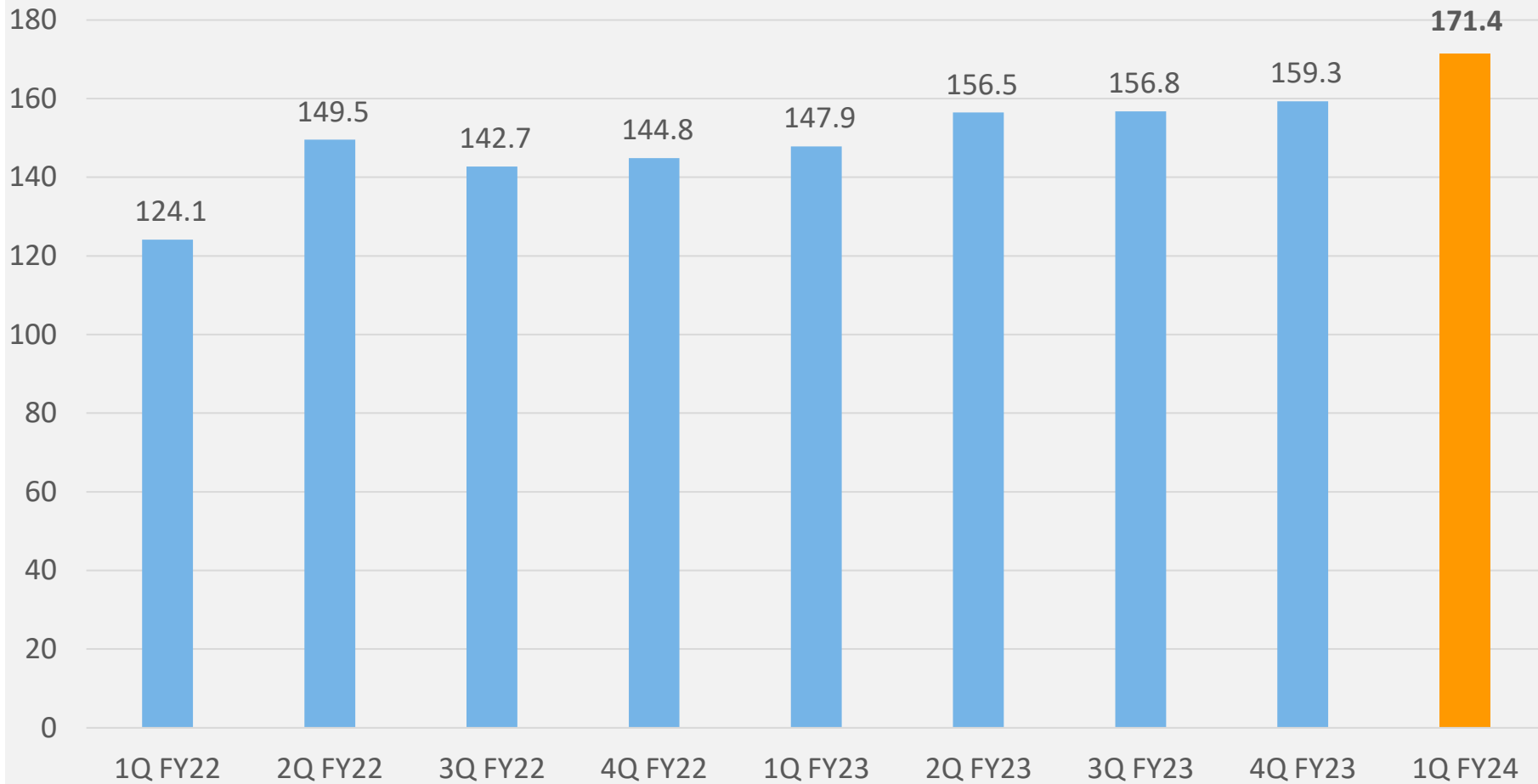
Photos Upload with Review

Robust Audit Mechanism

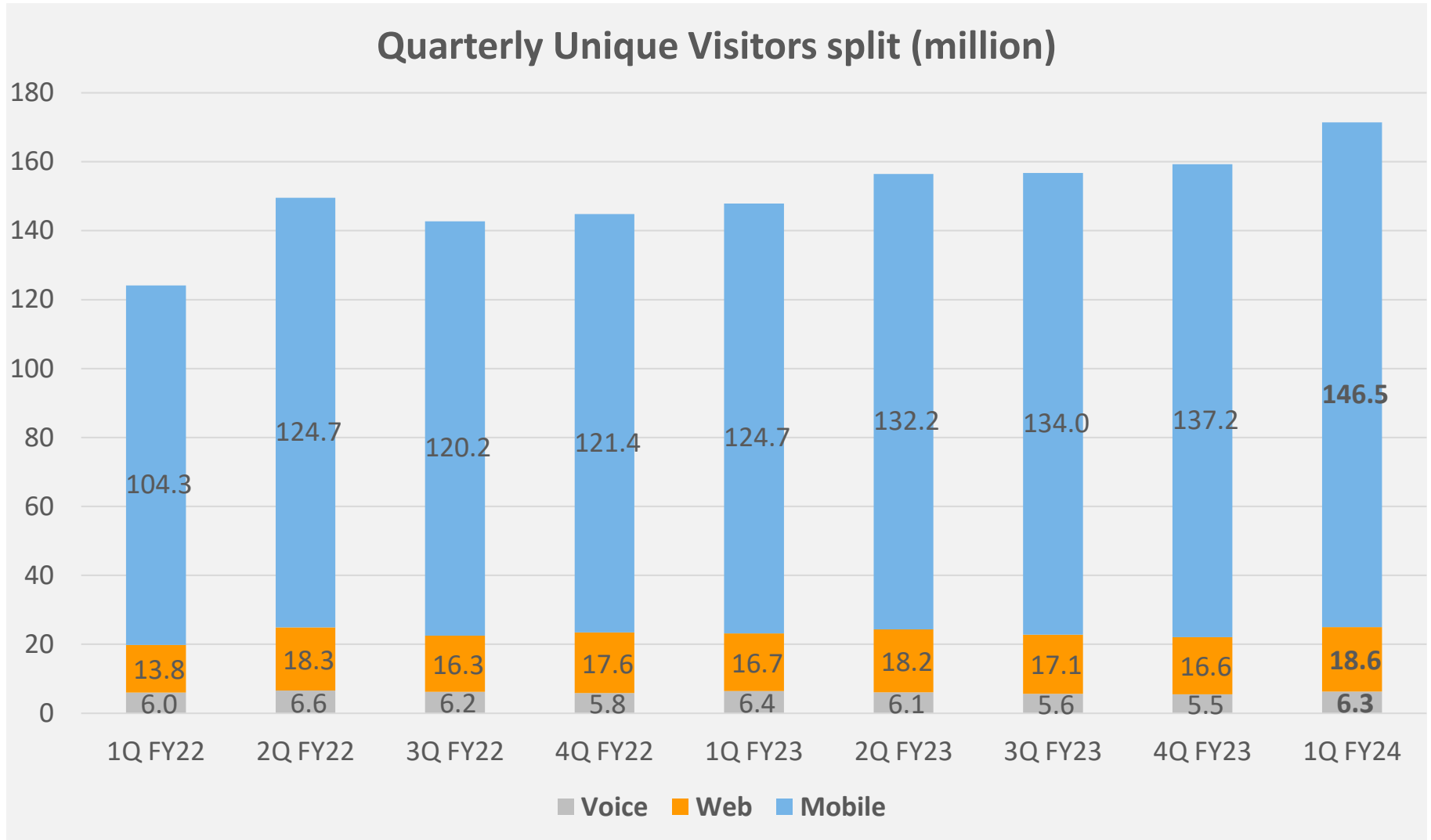


TRAFFIC/ VISITORS

Quarterly Unique Visitors (million)



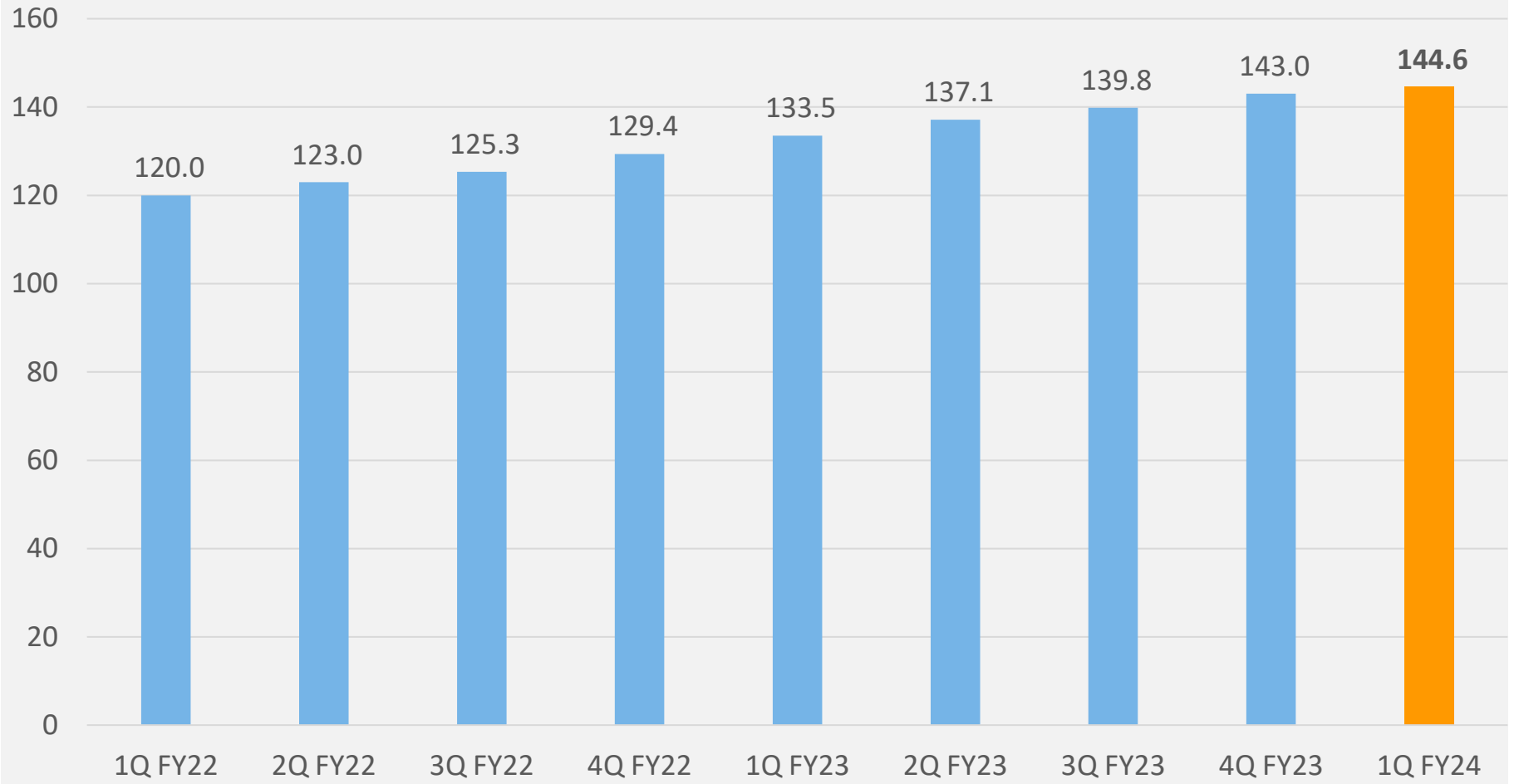
TRAFFIC/ VISITORS



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

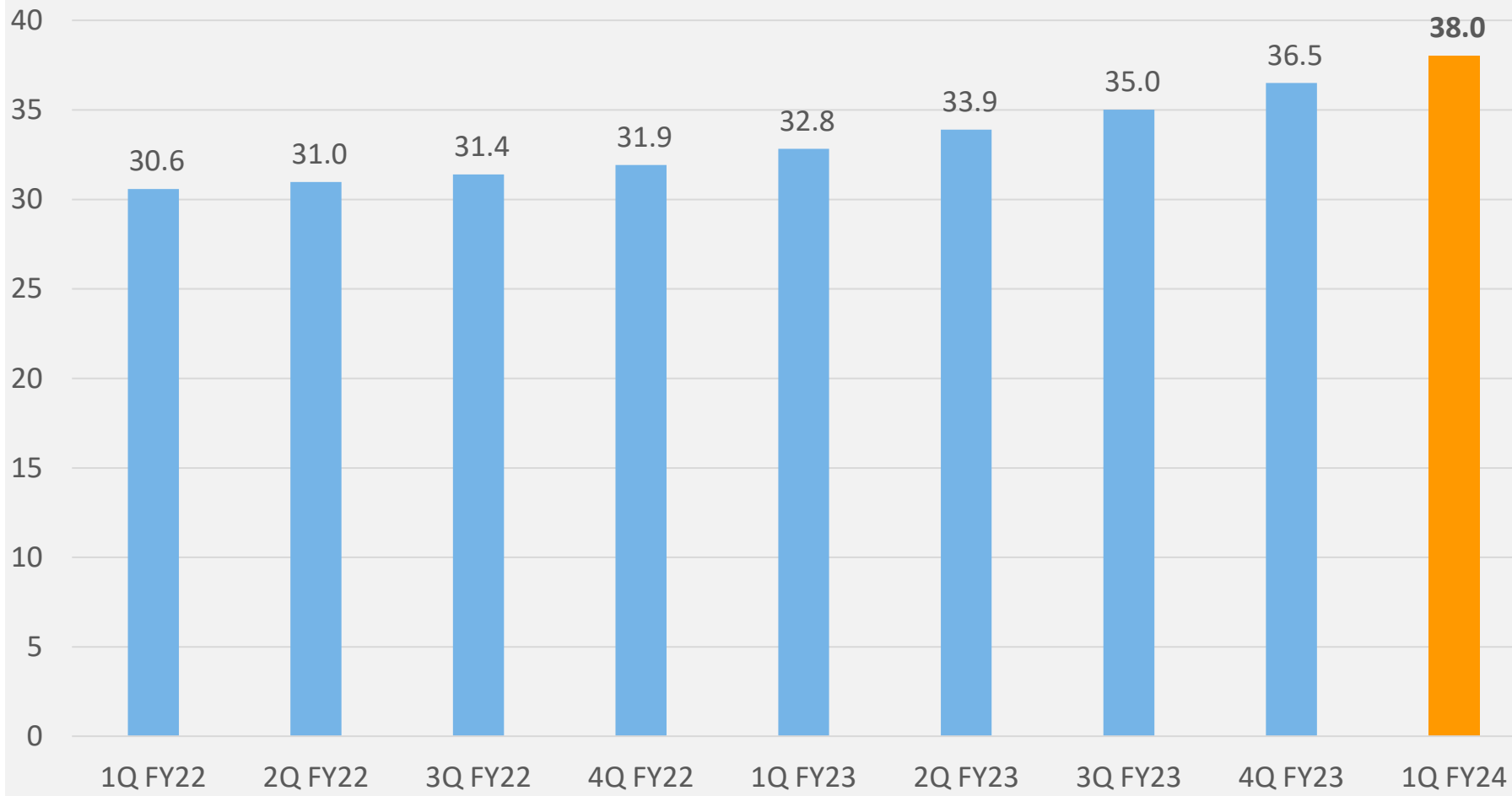
USER ENGAGEMENT

Ratings & Reviews (million)



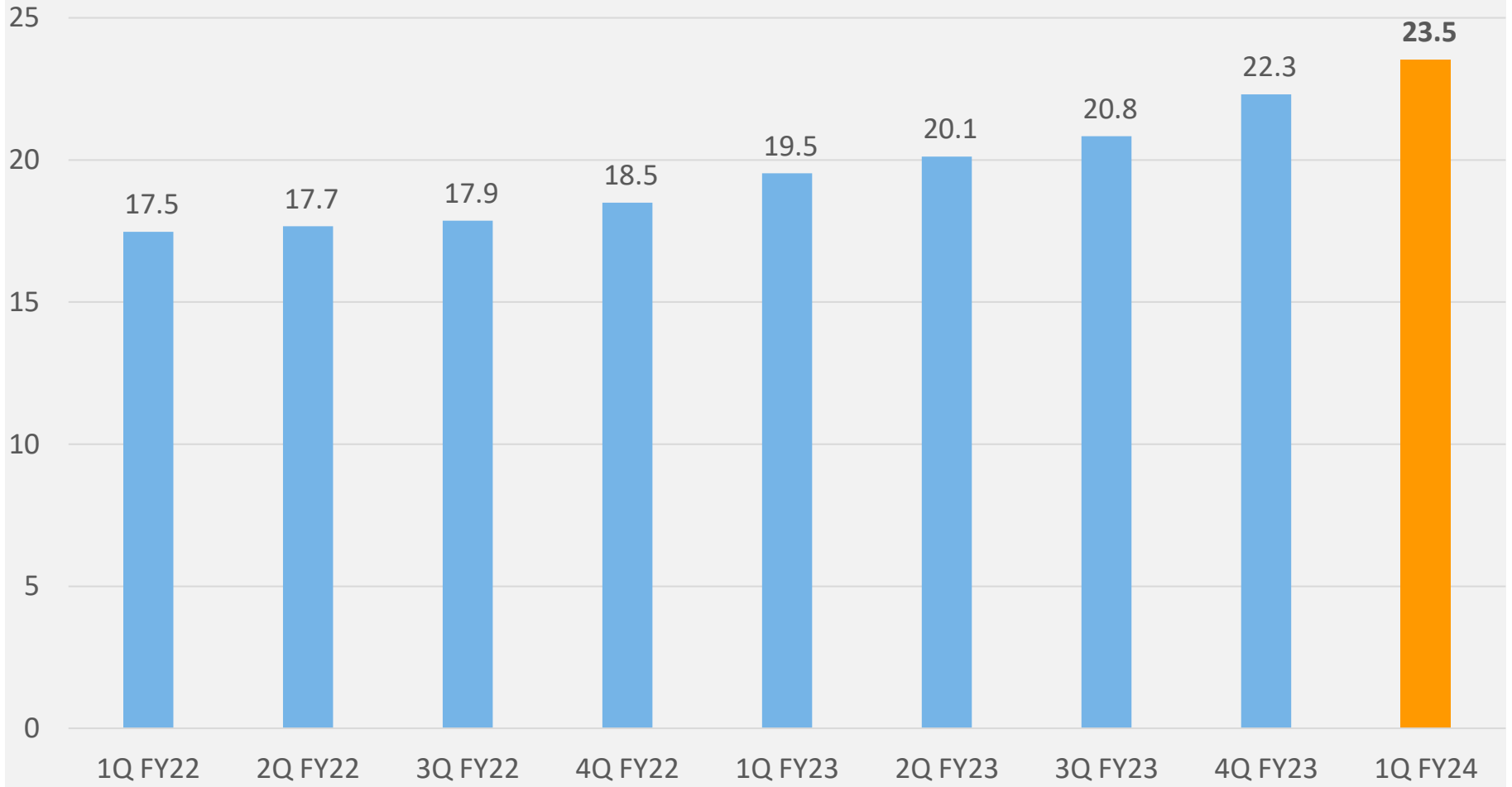
DATA ENRICHMENT

Active Listings - period end (million)



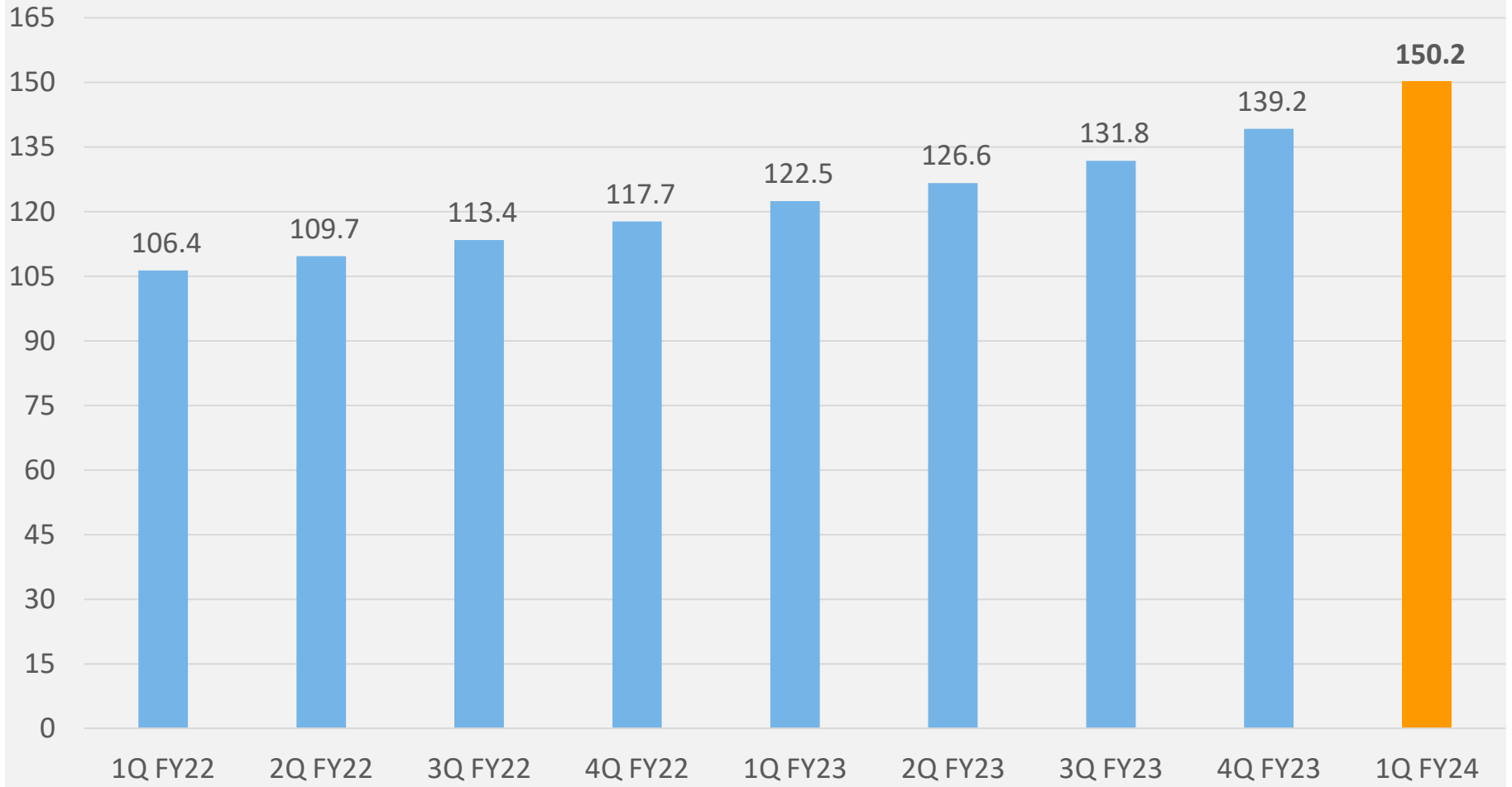
DATA ENRICHMENT

Listings with Geocodes (million)



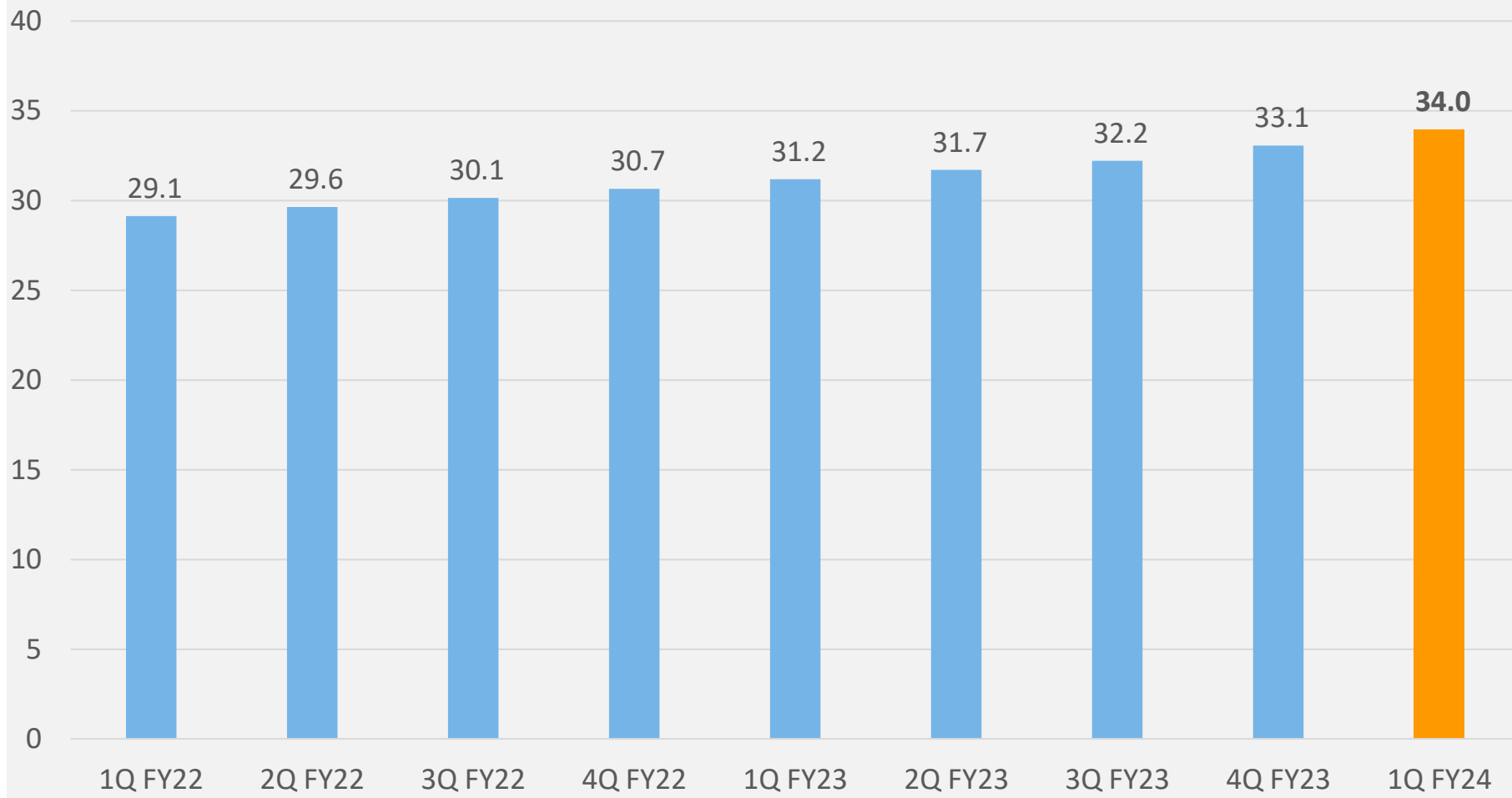
DATA ENRICHMENT

Images in Active Listings (million)



MOBILE APPS

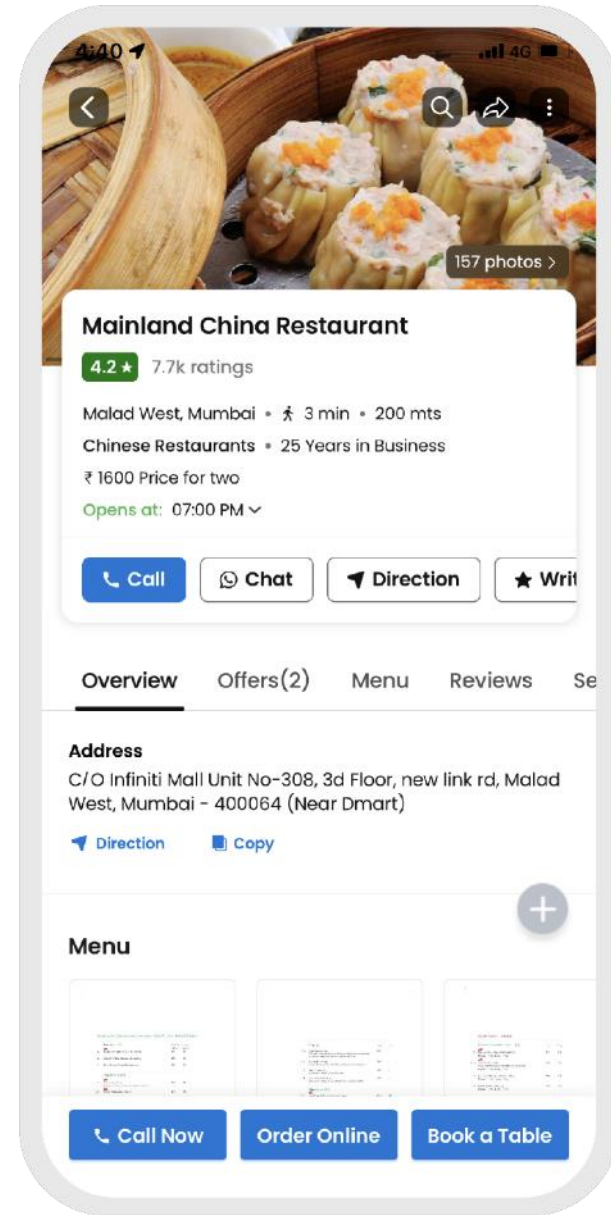
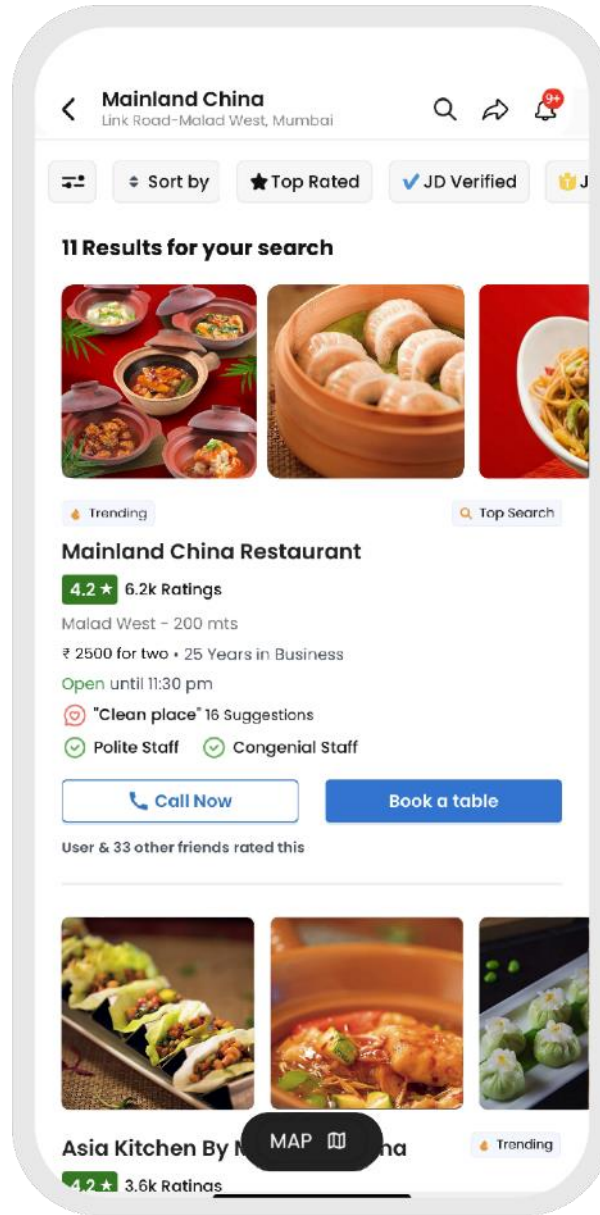
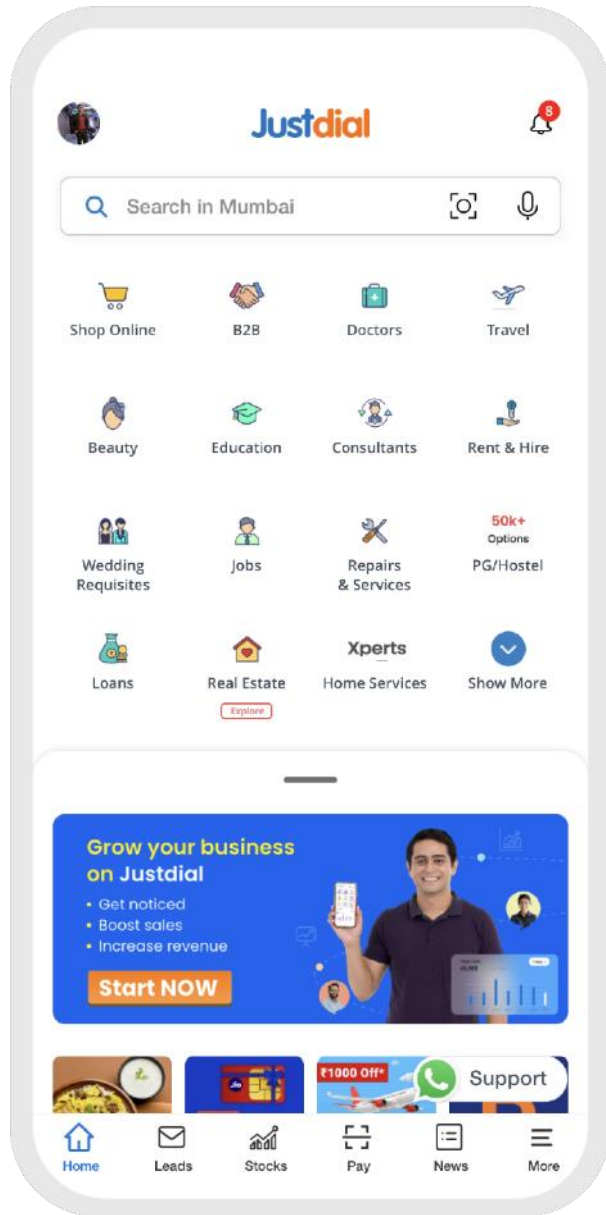
Cumulative JD App Downloads (million)





PRODUCT OVERVIEW

JD - MOBILE



JD - MOBILE

< Interior Designers
Colaba, Mumbai

Pooja Plywood and Fabrication [Call](#)

Rating Top Rated JD Verified

10.7k Results for your search

Burhani Furnishings
5.0★ 614 Ratings
Shivdas Chapsi Marg Mazgaon - 23.2 km
24 Years in Business
Opens at 10:30 am tomorrow
Mr Yakub is a honest person with his unique interior variety he is the best per...
Shop In Store

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

Bhartik Interiors
5.0★ 197 Ratings
Sankalp Phase Mira Road East - 12.3 km
18 Years in Business
Open until 9:30 pm
"Quick service" 23 Recommendations
57 Enquiries

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

< General Physician
Colaba, Mumbai

Fees - High to Low Book Appointment

100 Results for your search

Dr. Prakhar Jain
5.0★ 78 Ratings
Marine Lines - 27.2 km
Open till 5am
"Well connected" 6 Recommendations
Top rated

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

Dr. Shilpa Verma
4.8★ 79 Ratings
Colaba Colaba - 30.1 km
8 Years in Business
Open till 5am
She is attentive and a good listener. Her diagnostic skills is extremely accurate...
13 Enquiries
Preventive Medicine

[Call Now](#) [Book Appointment](#)

Dr. Om Prakash Kapoor (Dr. O P...)
4.7★ 67 Ratings
D Na... 28.0 km
18 Years in business

[MAP](#)

9:56 4G

< 4 photos >

Dr. Sameer Pagad (Bombay Hospital And Medical Research Centre)
4.9★ 15 ratings
Marine Lines, Mumbai • 82 min • 27.3 km
Cardiologists
Available Now: Open till 5am

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

Overview Reviews Services Photos

Address
C/O Bombay Hospital And Medical Research Centre, Room No.207, 2nd Floor, New Wing, Road No 12, Marine Lines, Mumbai - 400020 (Near Liberty Cinema)

[Direction](#) [Copy](#)

Photos [Upload](#)

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

VOICE SEARCH

Mainland China restaurant



Mainland China
Link Road-Malad West, Mumbai

Sort by Top Rated JD Verified

12 Results for your search

Mainland China Restaurant
4.2 ★ 7.8k Ratings
new link rd Malad West - 200 mts
₹ 1600 Price for two • 25 Years in Business
Opens at 07:00 PM
"Clean place" 16 Recommendations
Polite Staff Congenial Staff

Call Now Book a table

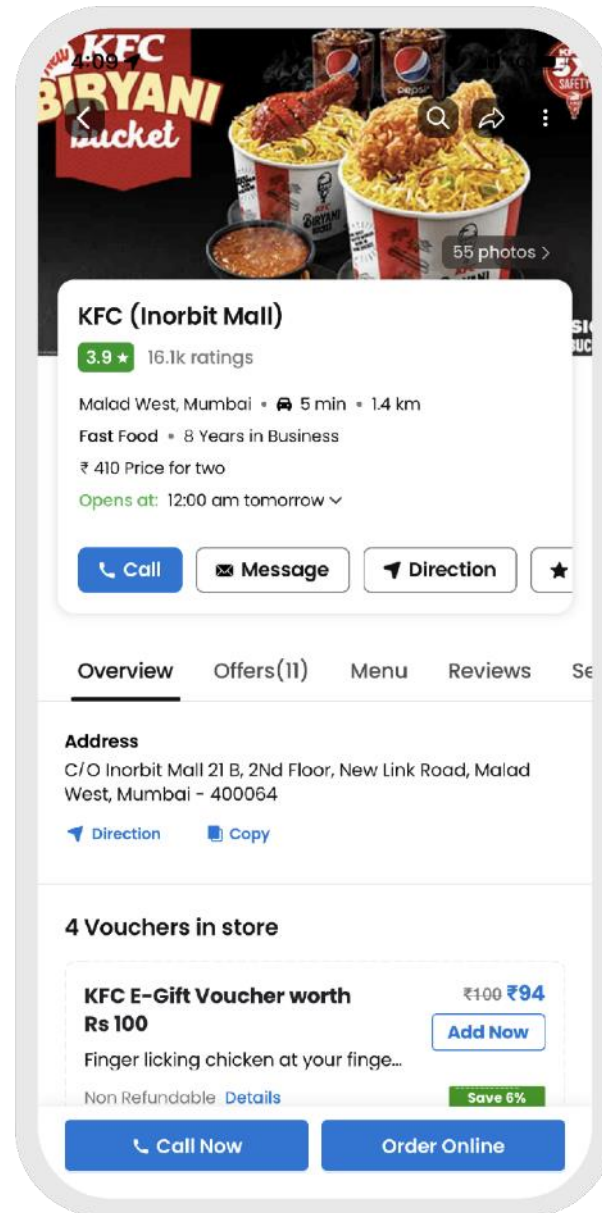
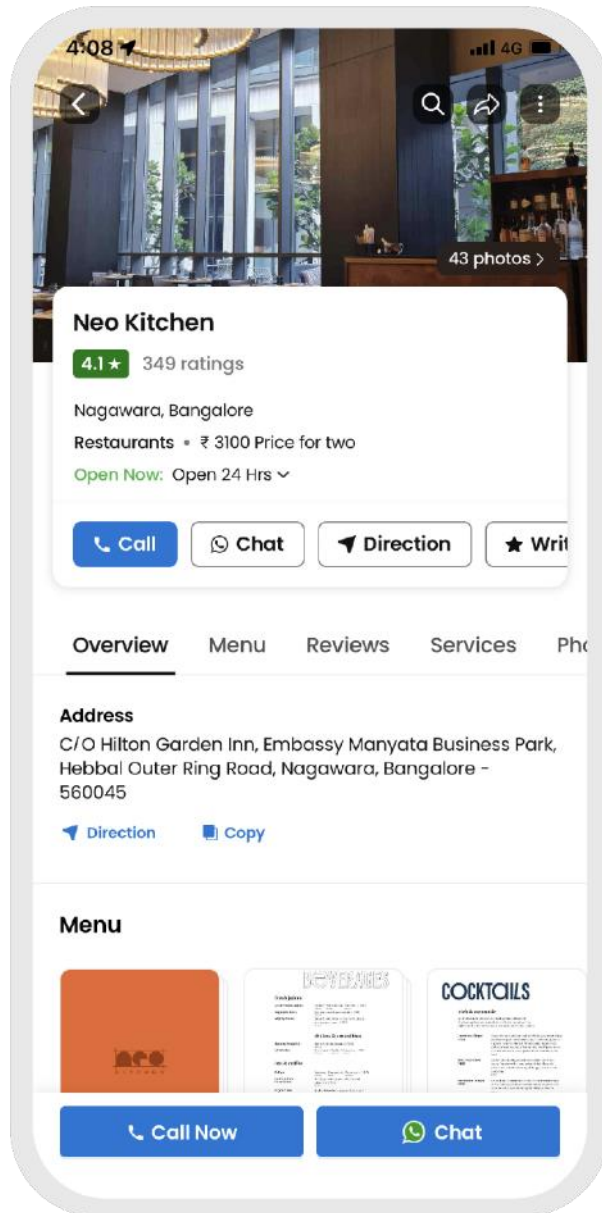
Dignesh & 16 other friends rated this

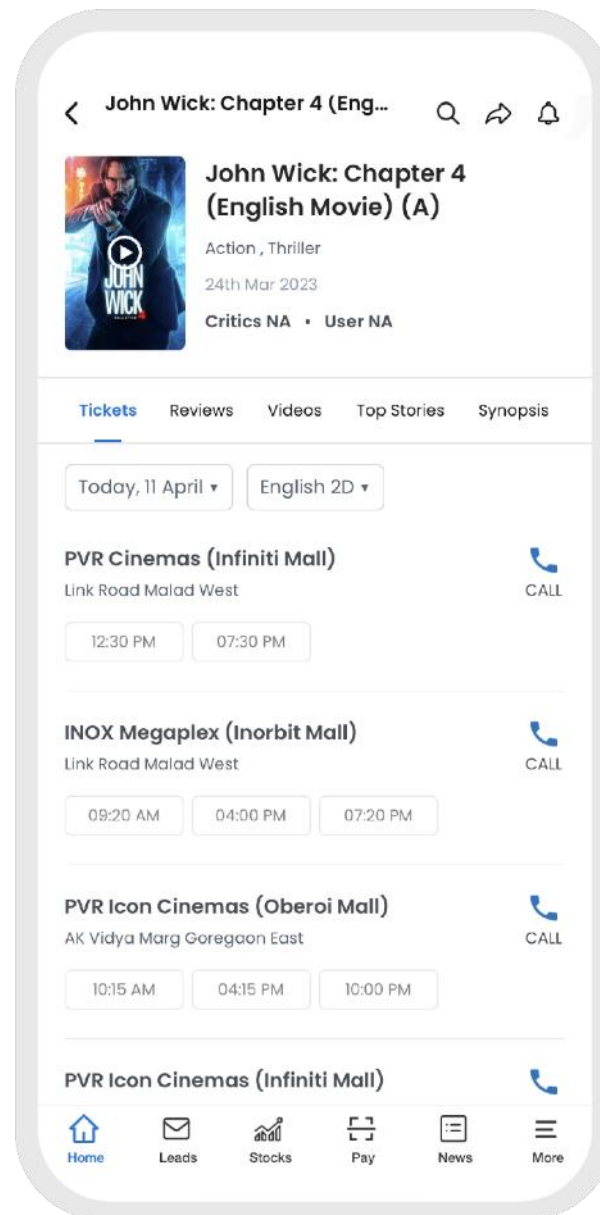
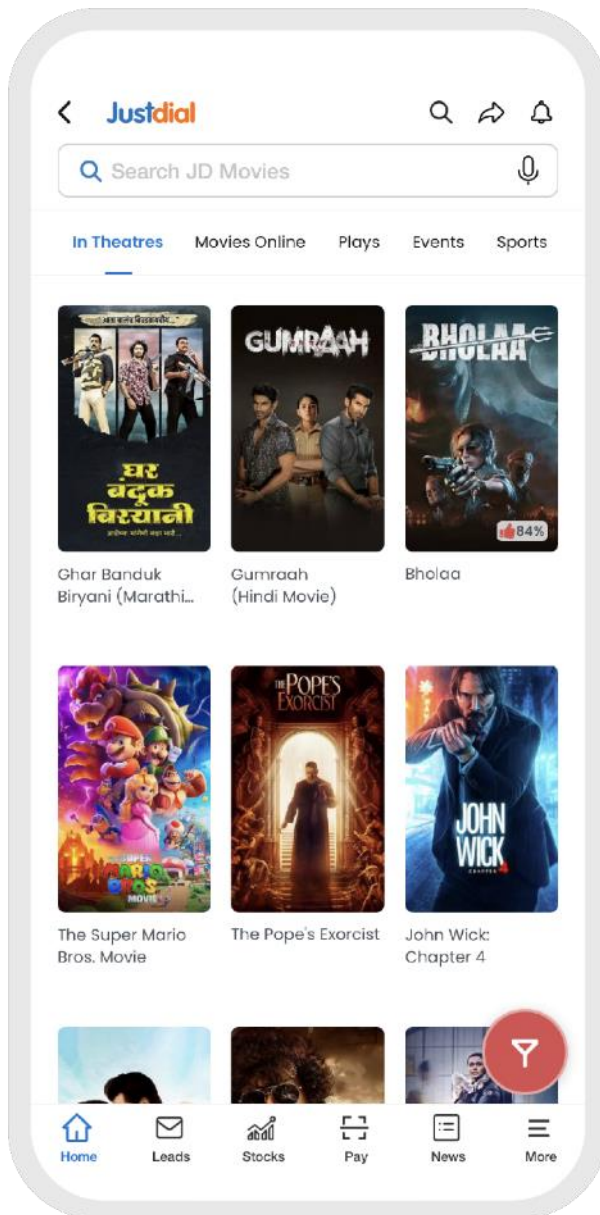
Trending MAP Top rated

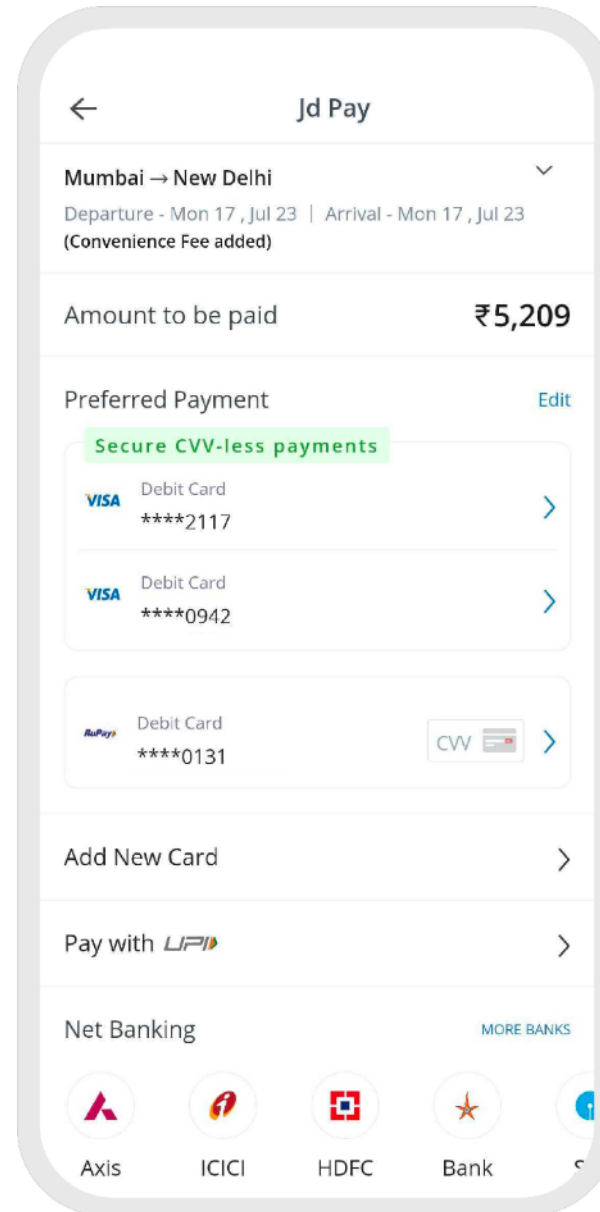
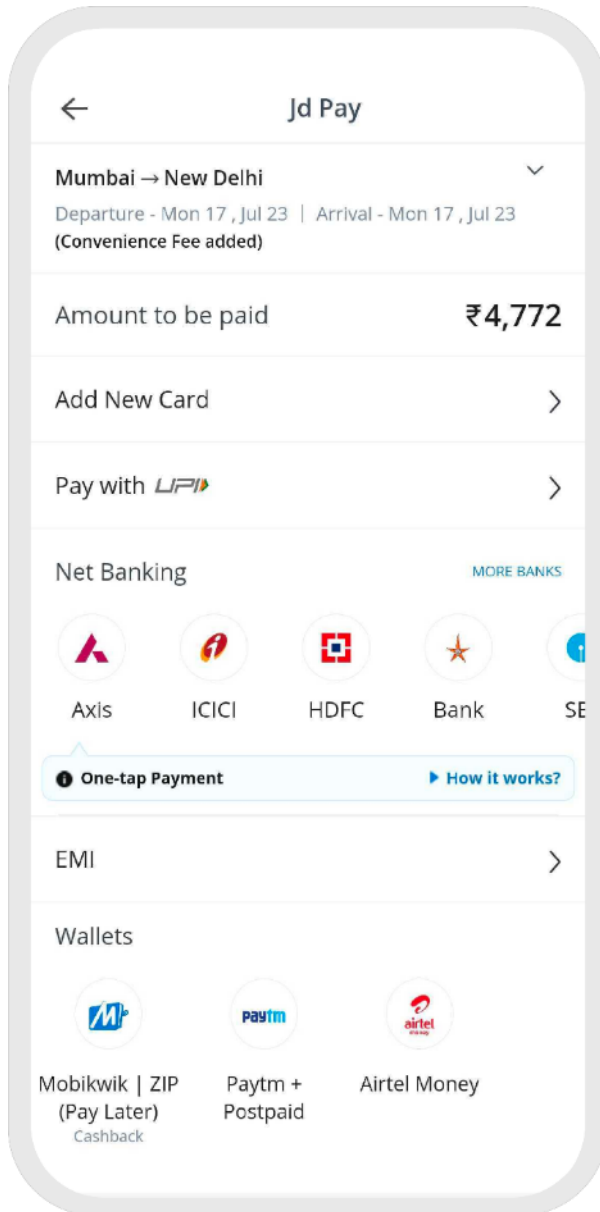
via Kitchens By Mainland China

The screenshot shows a mobile app interface for a restaurant search. At the top, there's a header for 'Mainland China' with its address 'Link Road-Malad West, Mumbai'. Below this are filter buttons for 'Sort by', 'Top Rated', and 'JD Verified'. The main content area displays '12 Results for your search' with three image thumbnails: a steamer of dumplings, a restaurant interior, and another restaurant interior. Below the images, the restaurant's name 'Mainland China Restaurant' is shown with a 4.2 star rating and 7.8k ratings. The address 'new link rd Malad West - 200 mts', price '₹ 1600 Price for two • 25 Years in Business', and opening time 'Opens at 07:00 PM' are listed. There are also badges for 'Clean place' (16 Recommendations), 'Polite Staff', and 'Congenial Staff'. At the bottom, there are buttons for 'Call Now' and 'Book a table', and a note that 'Dignesh & 16 other friends rated this'. A grid of more images is visible at the bottom, with a 'MAP' button and 'Trending' and 'Top rated' filters.

ENHANCED MOBILE PAGE







BEYOND SEARCH

JD Shopping

Flight Tickets

Train Tickets

Bus Tickets

Hotel Bookings

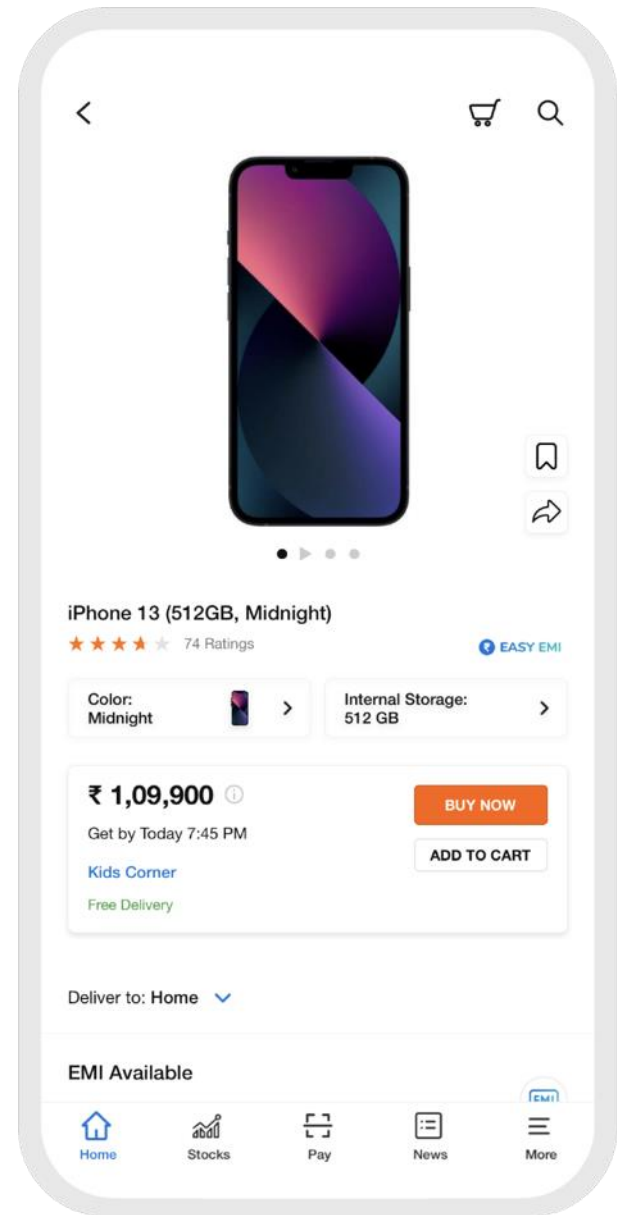
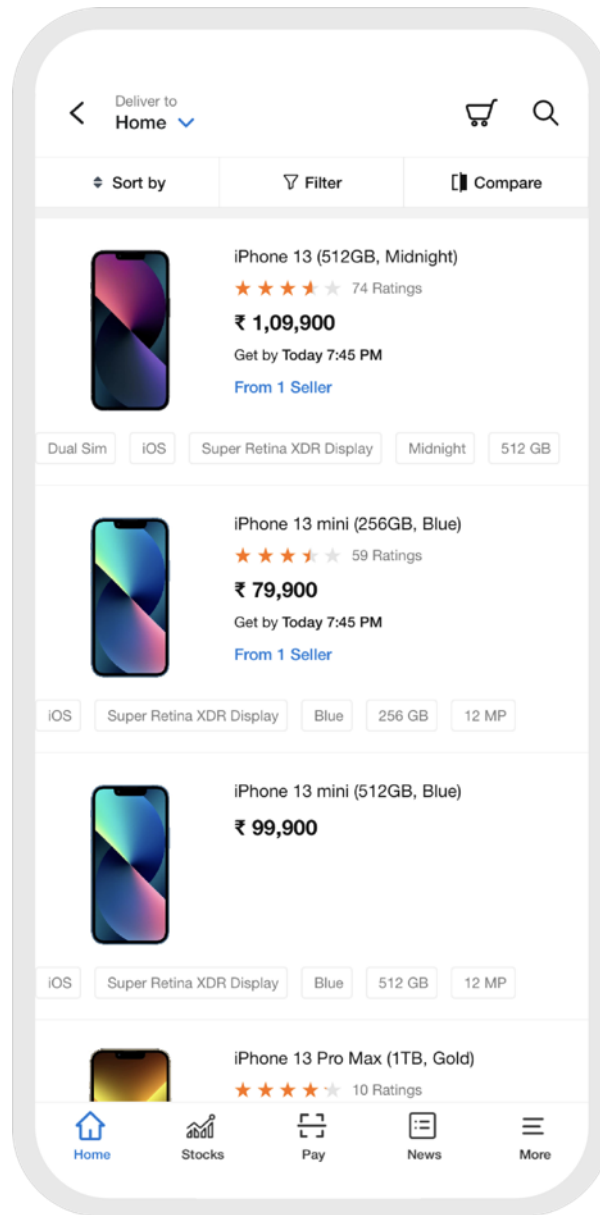
Bills & Recharge

Stocks

Logistics

Augmented Reality

... and many more.



BEYOND SEARCH

JD Shopping

 Flight Tickets

Train Tickets

Bus Tickets

Hotel Bookings

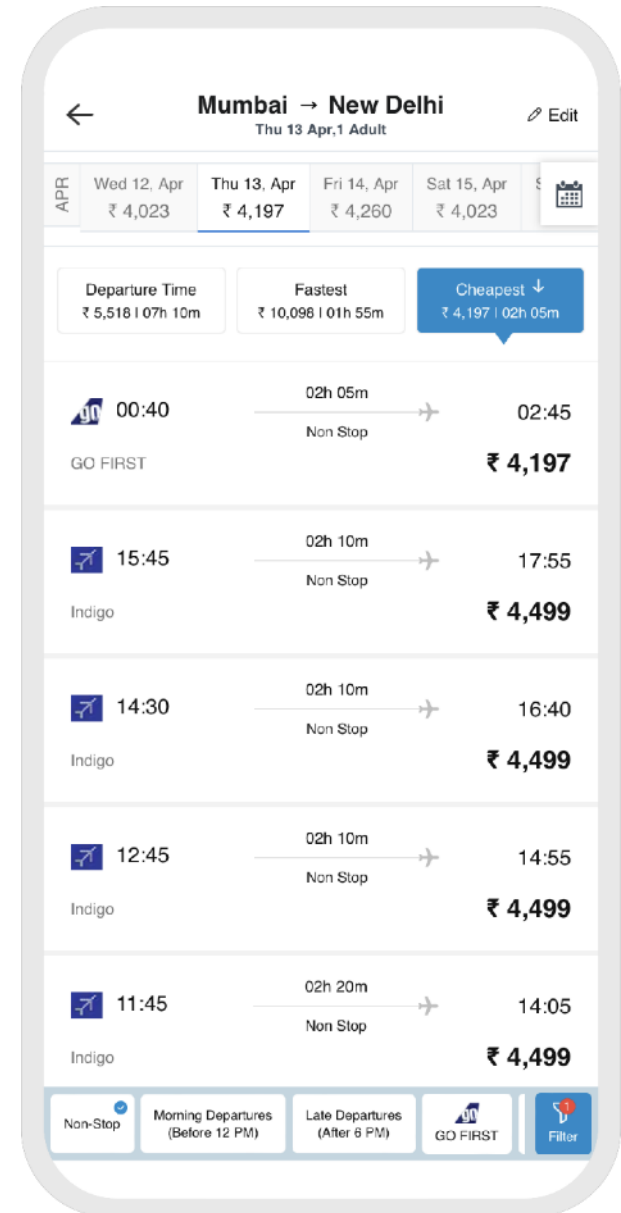
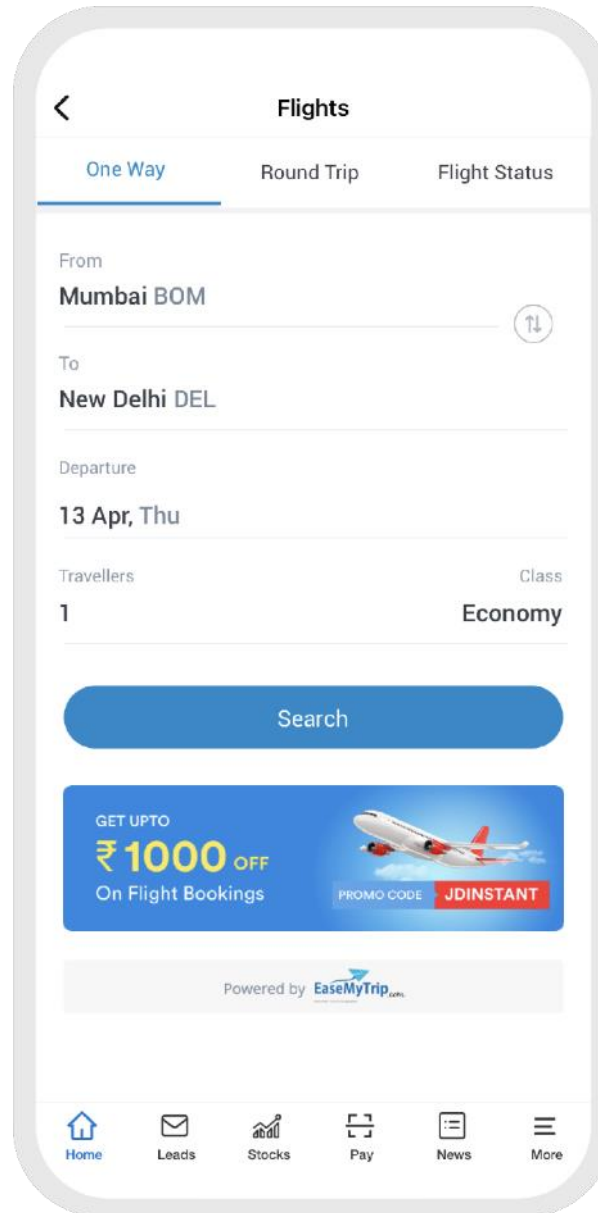
Bills & Recharge

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JD Shopping

Flight Tickets

 Train Tickets

Bus Tickets

Hotel Bookings

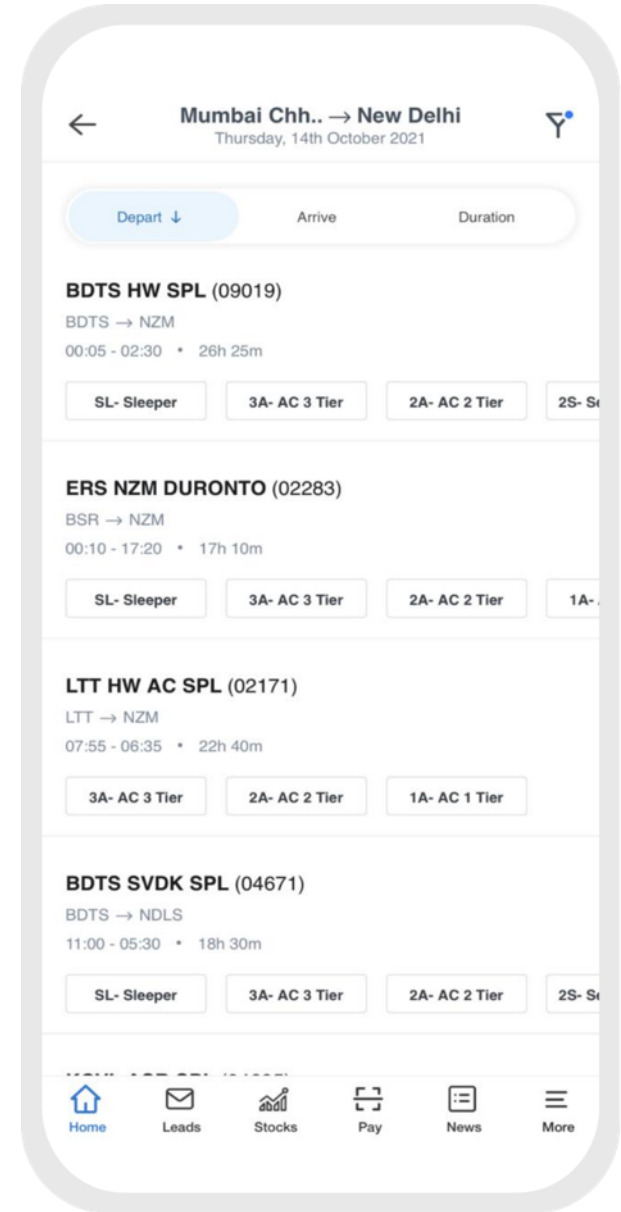
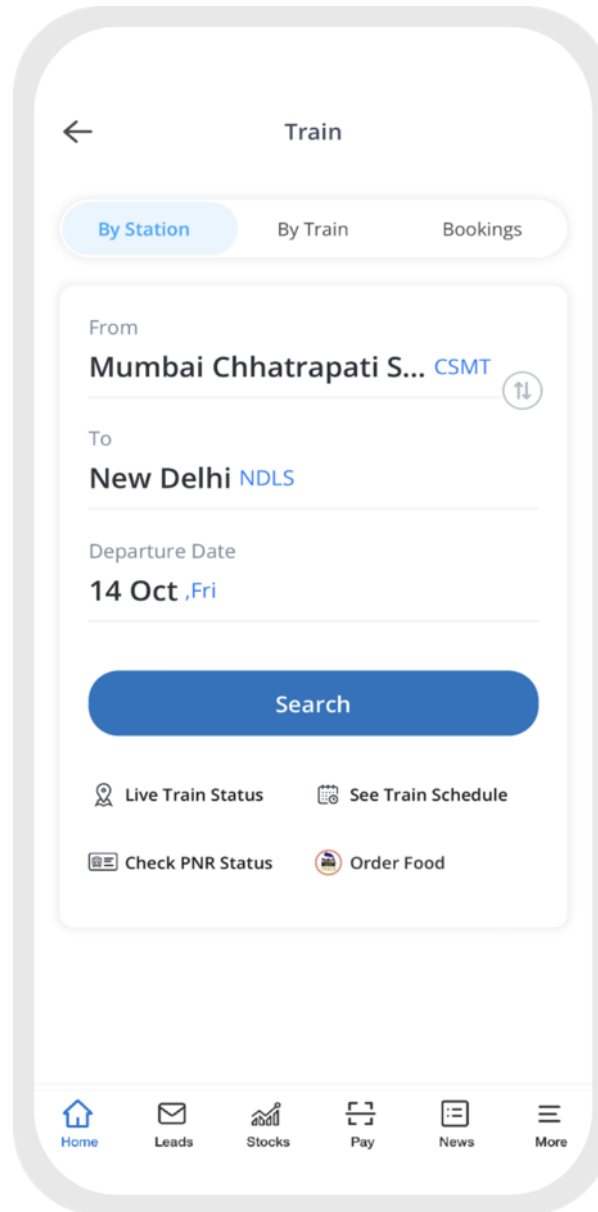
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Flight Tickets

Train Tickets

Bus Tickets

Hotel Bookings

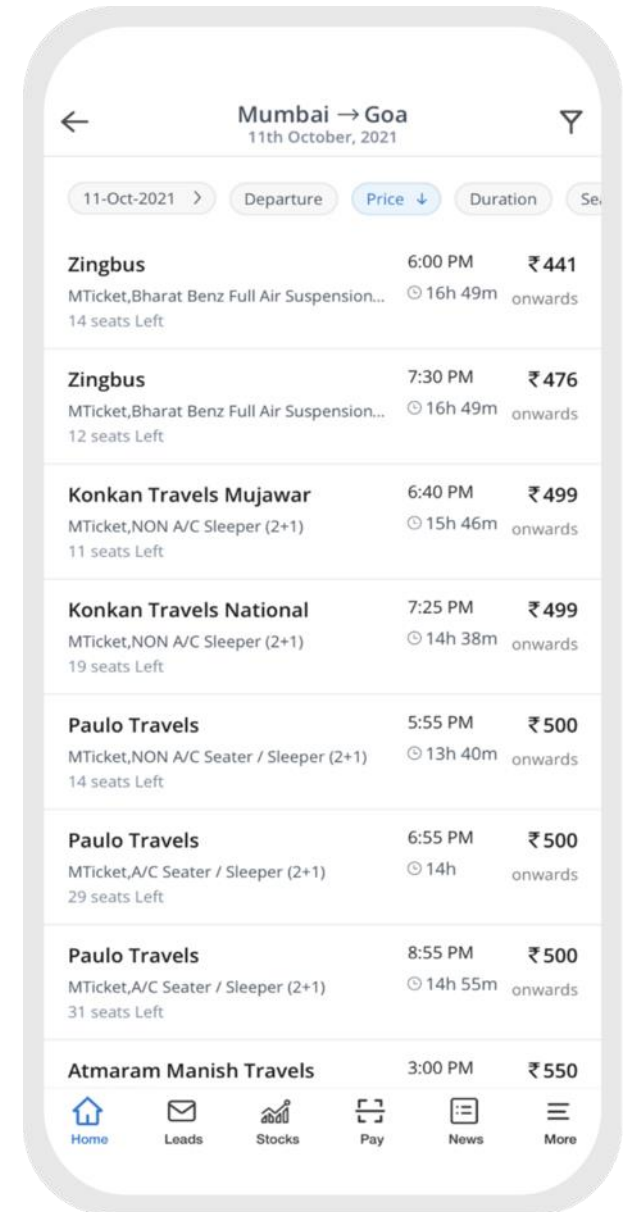
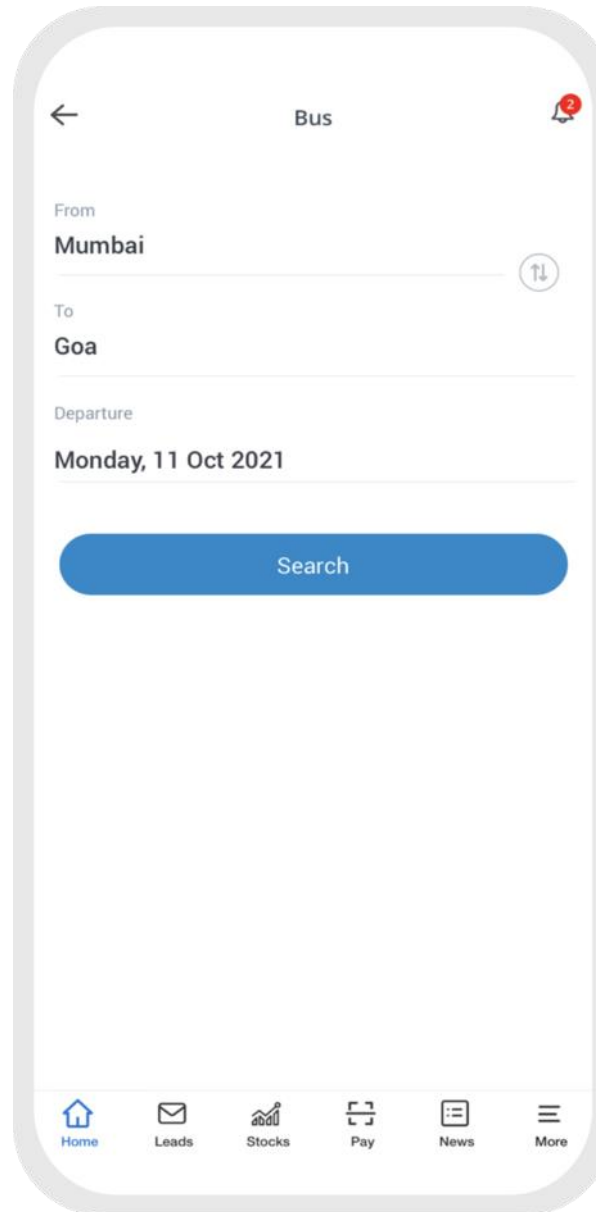
Bills & Recharge

Stocks

Logistics

Augmented Reality

... and many more.



BEYOND SEARCH

JD Shopping

Flight Tickets

Train Tickets

Bus Tickets

 **Hotel Bookings**

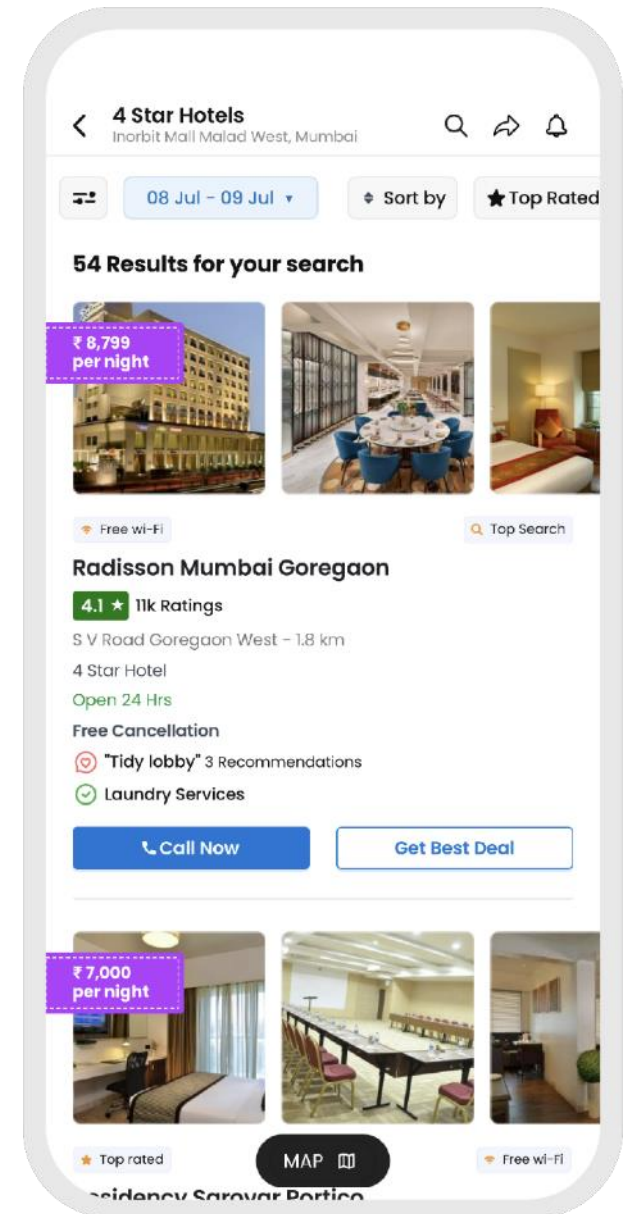
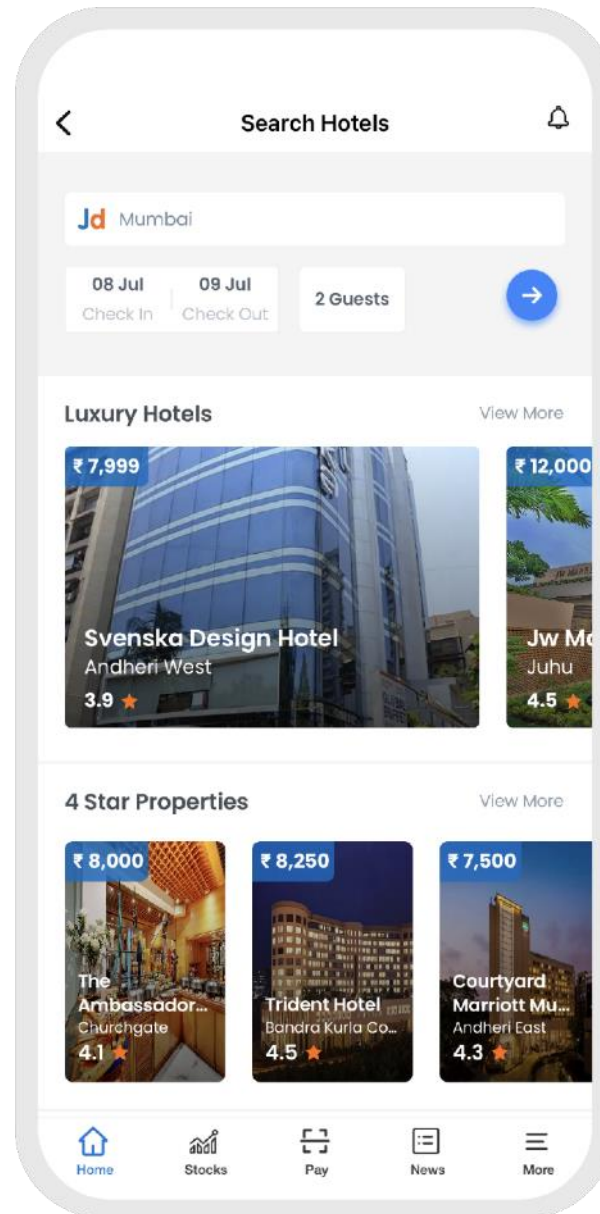
Bills & Recharge

Stocks

Logistics

Augmented Reality

... and many more.



BEYOND SEARCH

JD Shopping

Flight Tickets

Train Tickets

Bus Tickets

Hotel Bookings

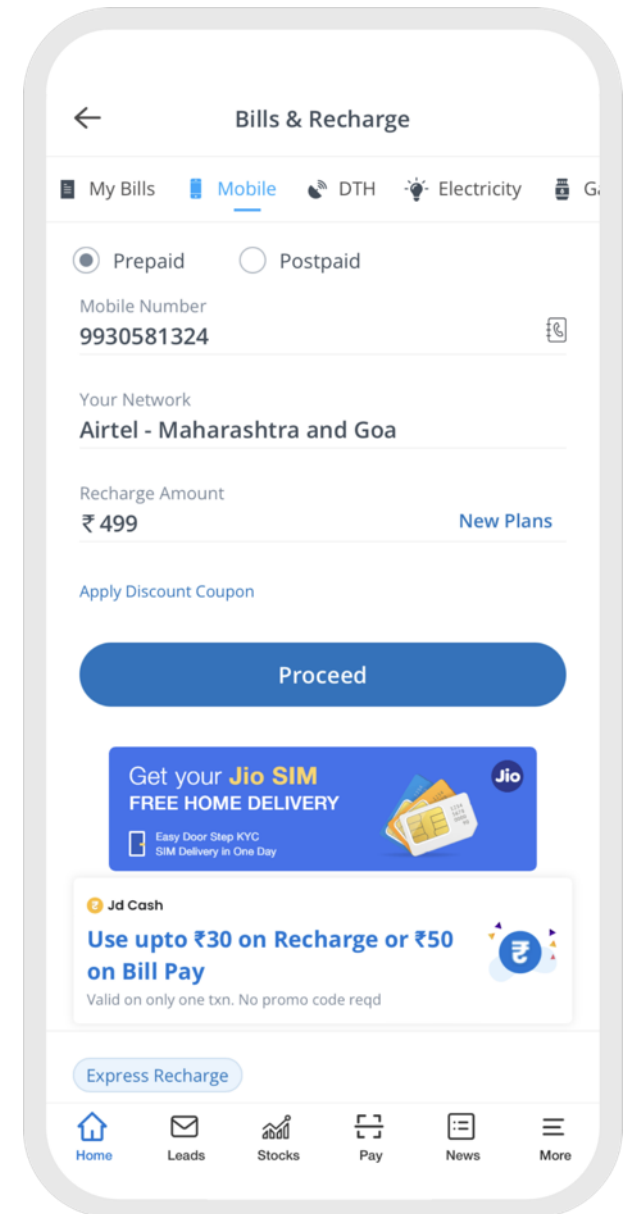
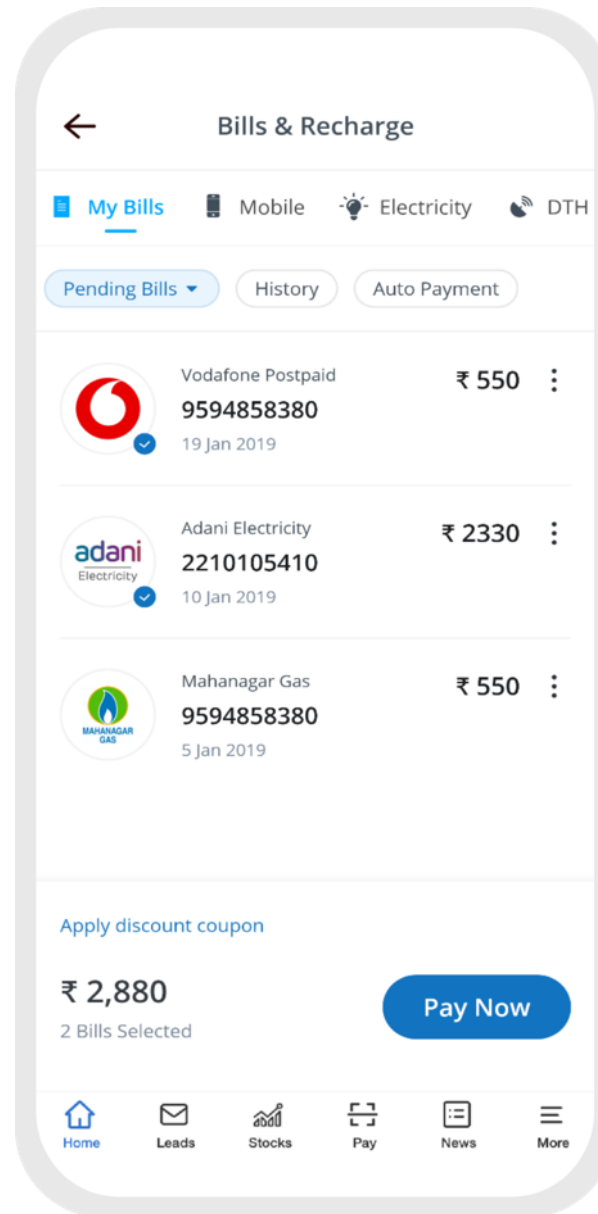
 Bills & Recharge

Stocks

Logistics

Augmented Reality

... and many more.



BEYOND SEARCH

JD Shopping

Flight Tickets

Train Tickets

Bus Tickets

Hotel Bookings

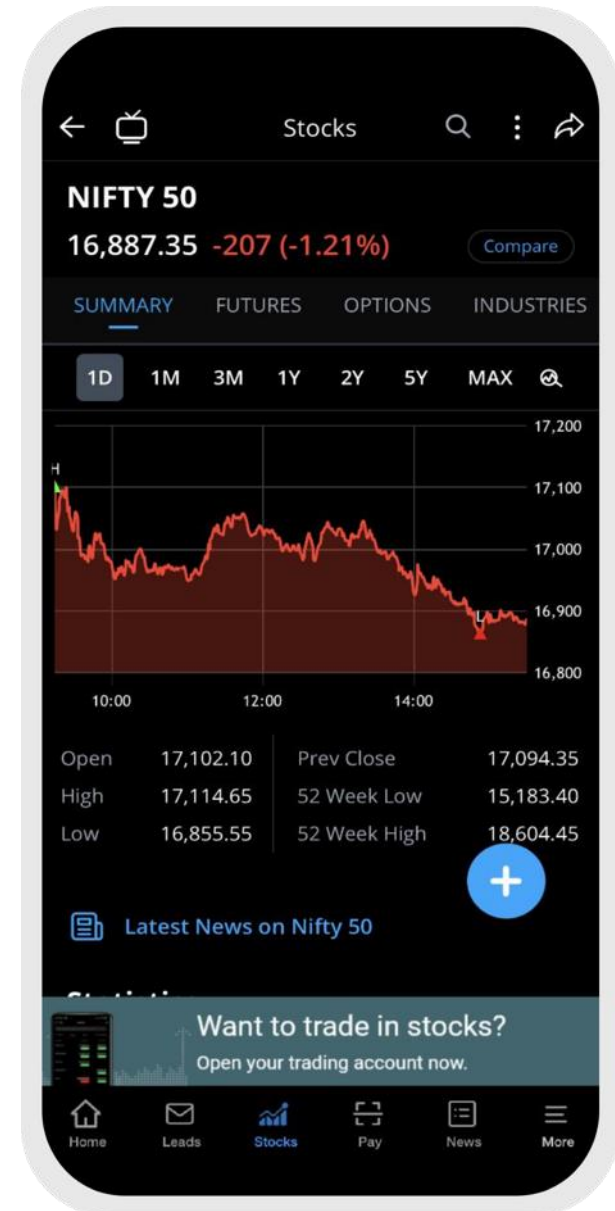
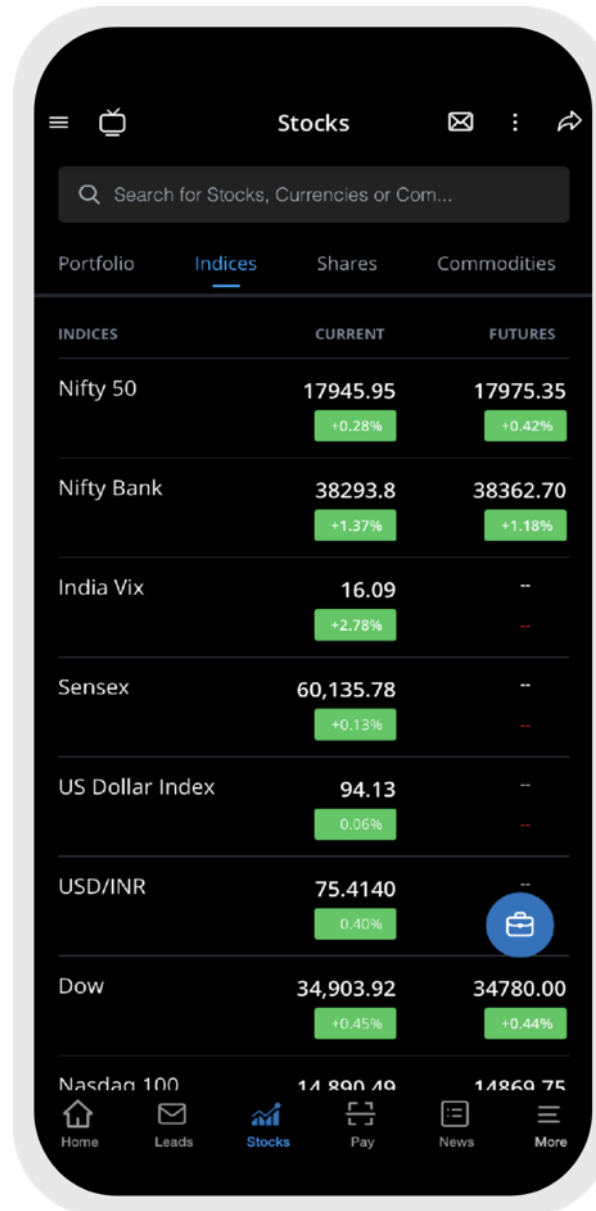
Bills & Recharge

 Stocks

Logistics

Augmented Reality

... and many more.



BEYOND SEARCH

JD Shopping

Flight Tickets

Train Tickets

Bus Tickets

Hotel Bookings

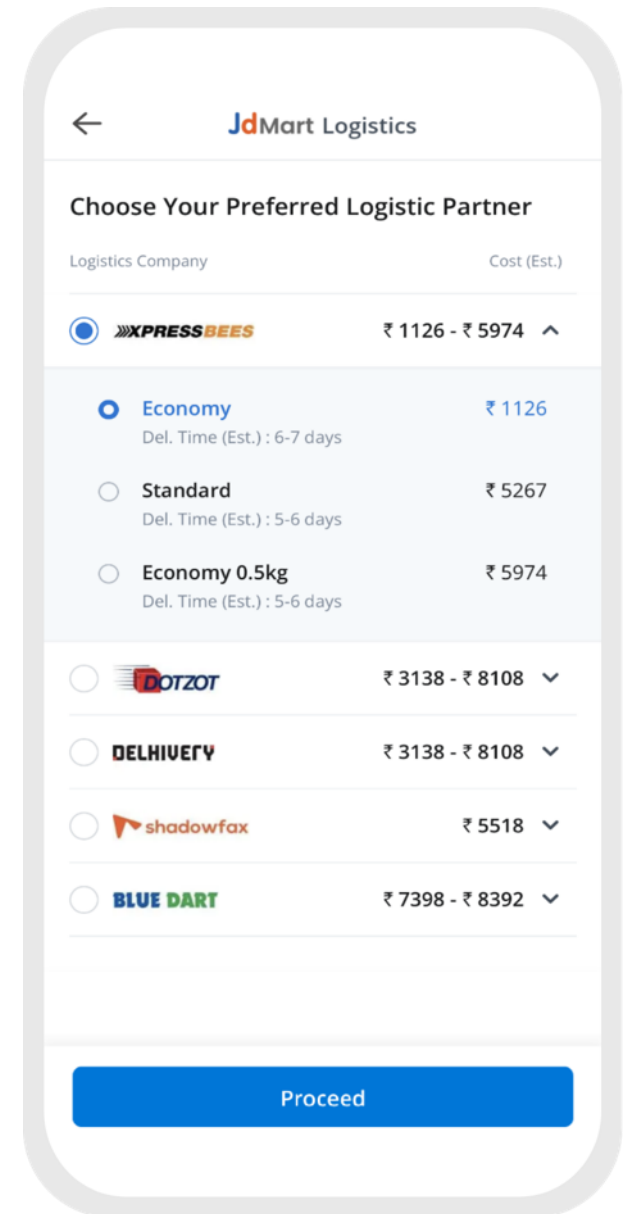
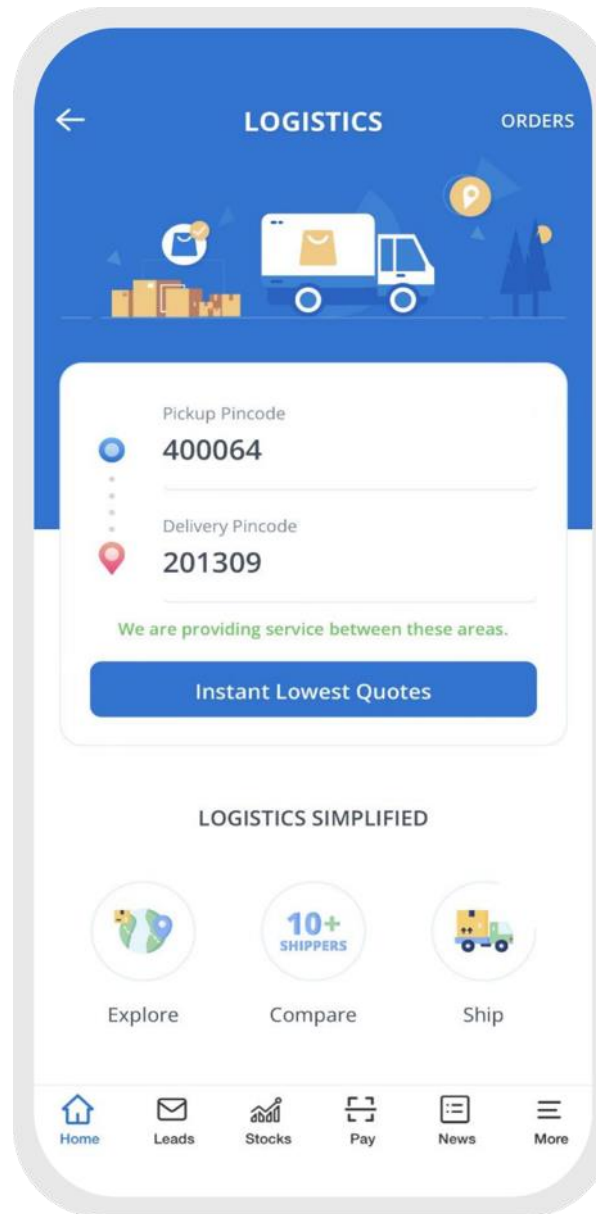
Bills & Recharge

Stocks

 Logistics

Augmented Reality

... and many more.



BEYOND SEARCH

JD Shopping

Flight Tickets

Train Tickets

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Hotel Bookings

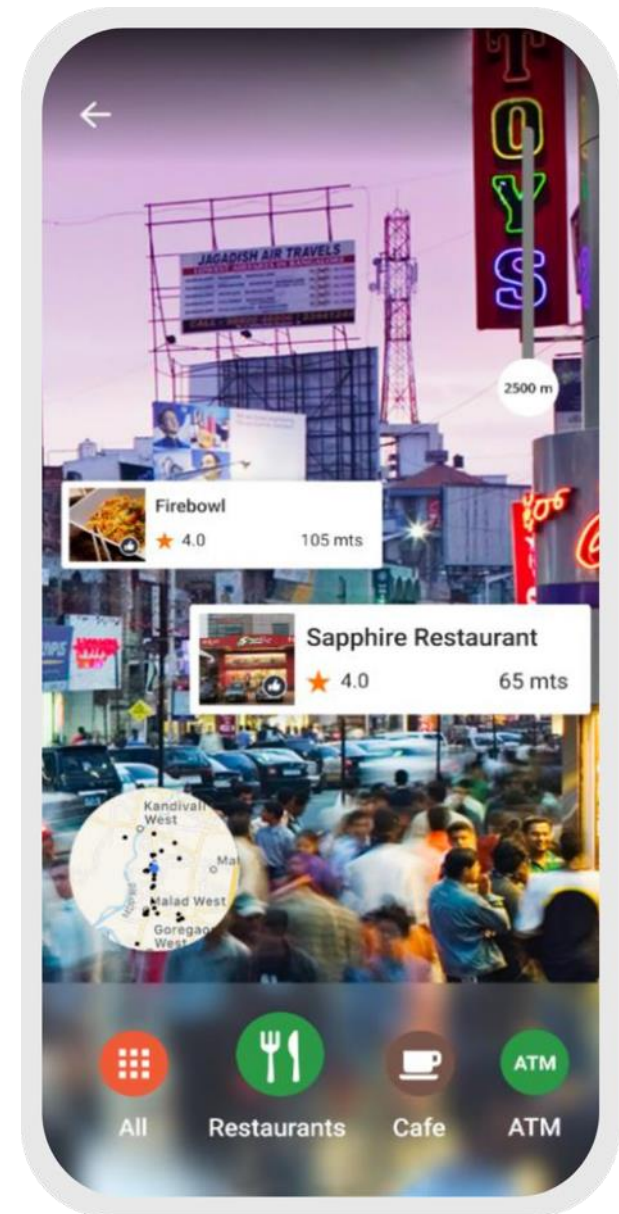
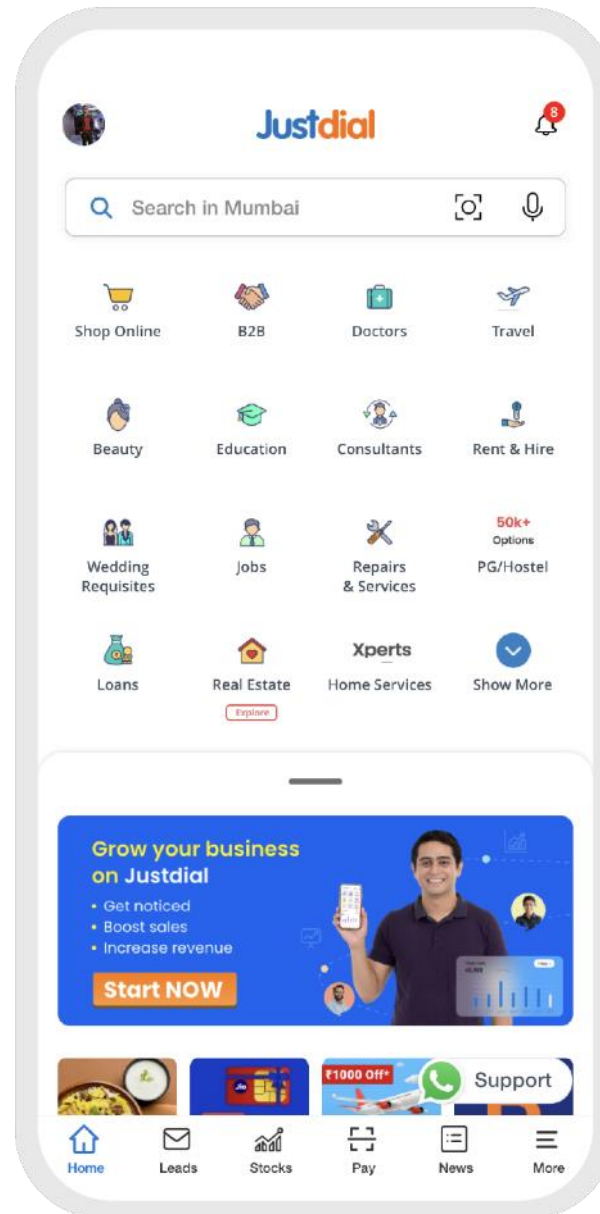
Bills & Recharge

Stocks

Logistics

● **Augmented Reality**

... and many more.





NEW INITIATIVES

JD Mobile

4:40 4G

157 photos >

Mainland China Restaurant

4.2 ★ 7.7k ratings

Malad West, Mumbai • 3 min • 200 mts
Chinese Restaurants • 25 Years in Business
₹ 1600 Price for two
Opens at: 07:00 PM ▾

Call Chat Direction Write

Overview Offers(2) Menu Reviews Search

Address

C/O Infiniti Mall Unit No-308, 3d Floor, new link rd, Malad West, Mumbai - 400064 (Near Dmart)

Direction Copy

Menu

Call Now Order Online Book a Table

< Mainland China Rest... 🔍 📍 ⋮

Overview **Offers** Menu Reviews

Business Offers

MONSOON OFFER
ON TAKEAWAY

10% OFF
ON ORDERS BETWEEN ₹150-₹199

20% OFF
ON ORDERS ABOVE ₹199

Monsoon Offers ontakeaway

1 Dec - 31 Dec 2022
Source: Instagram • Expiring Soon

Special Buffet Offer

₹395*
Mon - Thurs
*T&C Apply
Valid till 14th December '17

Call Pay Bill 20% Flat off

4:46 4G

96 photos >

Enrich Salon (Infiniti Mall)

4.0 ★ 3.6k ratings

Malad West, Mumbai • 2 min • 200 mts
Unisex Salons • 31 Years in Business
Open Now: until 10:00 pm ▾

Call Chat Direction Write

Overview **Reviews** Services Photos

Address

Shop Unit No LG 20A, Infiniti Mall, Link Road, Malad West, Mumbai - 400064

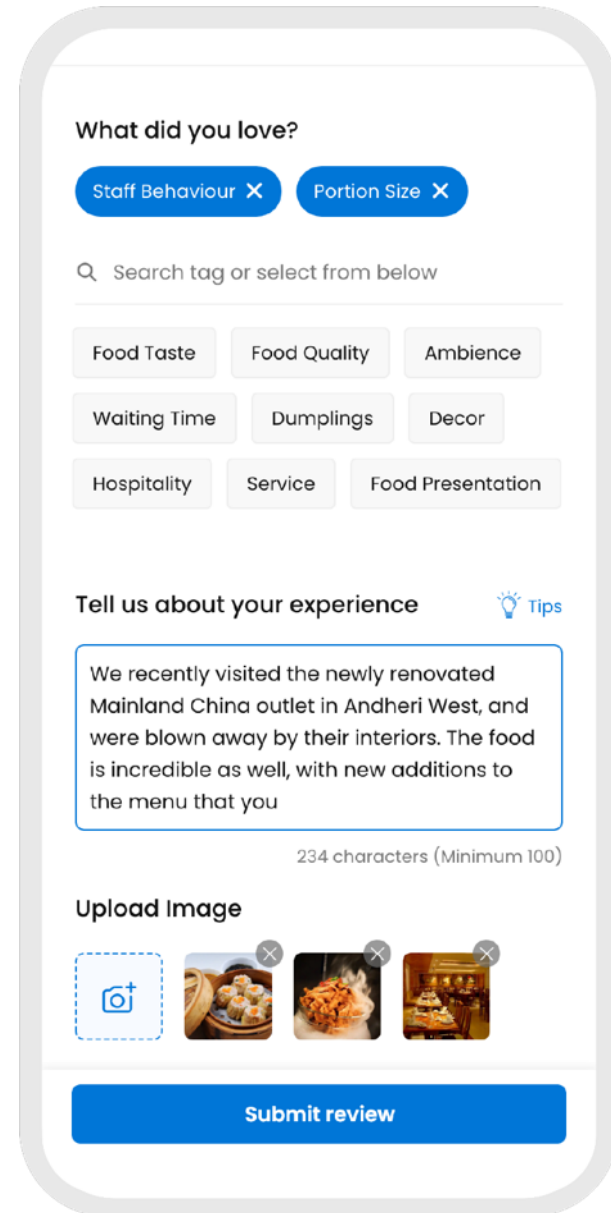
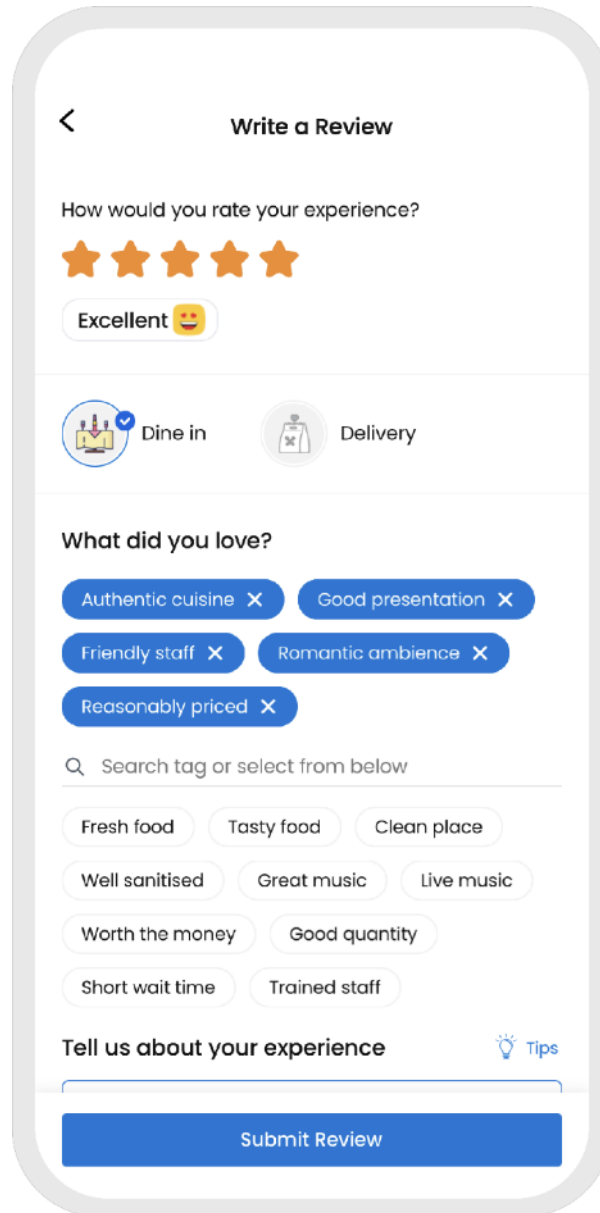
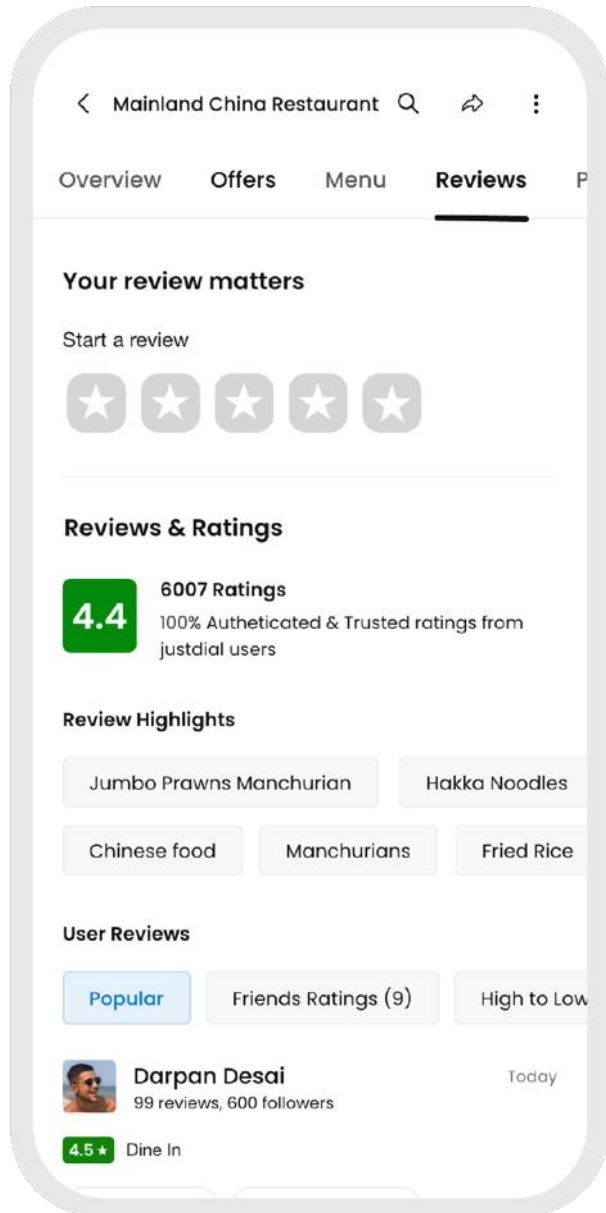
Direction Copy

Photos

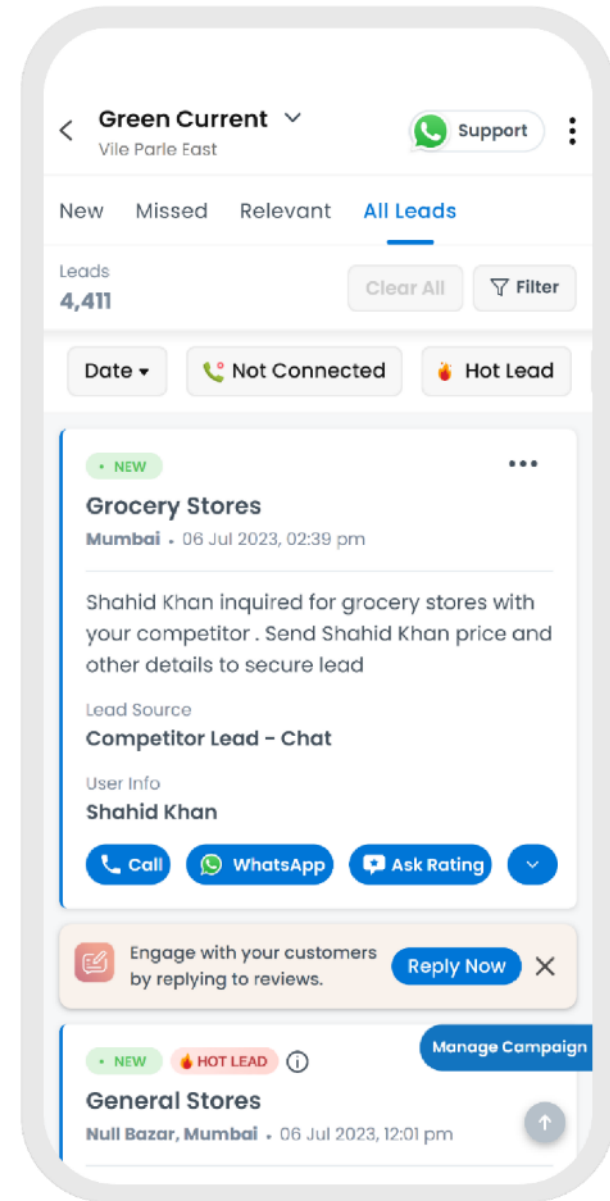
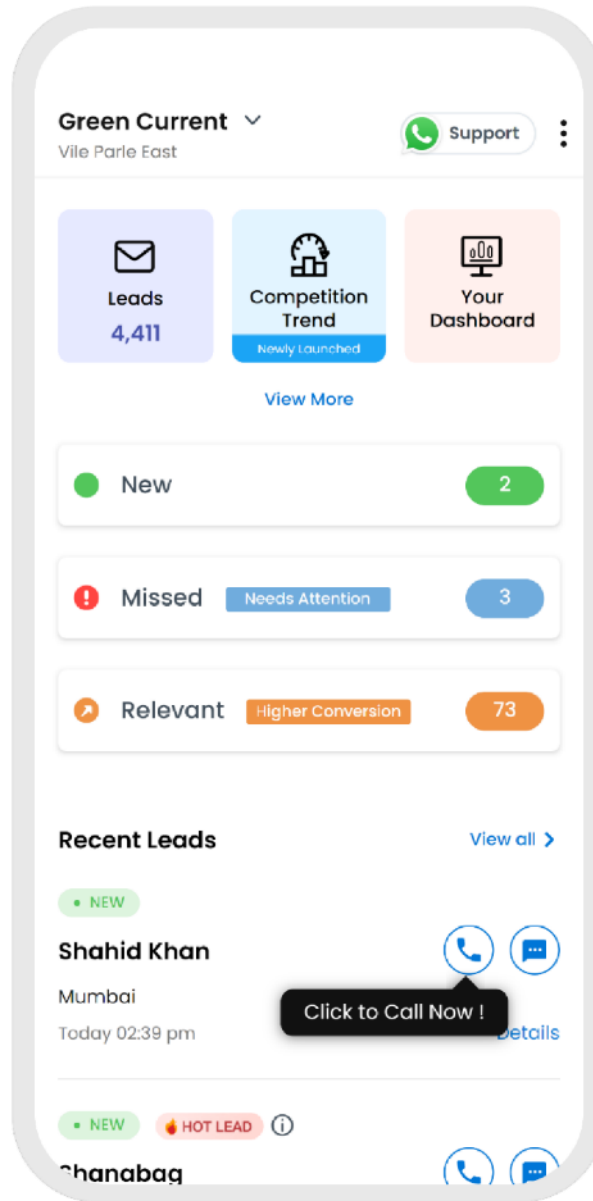
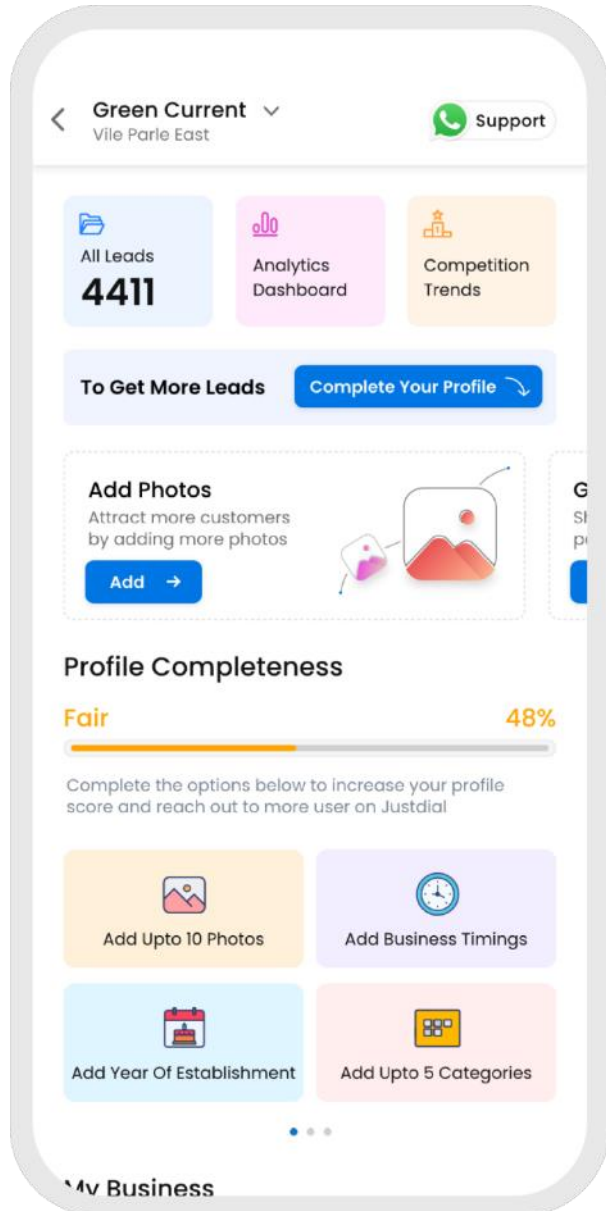
Upload +

Call Now Enquire Now Chat

Enhanced Ratings & Reviews System



Enhanced Analytics for Customers



Revamped Website



Search across '3.4 Crore+' Businesses

Bangalore

Search for Spa & Salons

Download App Jd

Search
compare prices &
book hotels

GET BEST DEALS

B2B
Quick
Quotes

XPERTS
Home
Services

REAL ESTATE
Properties
Online

DOCTORS
Book
Now



Restaurants



Hotels



Automobile



Home
Decor



Rent & Hire



Contractors



Event
Organisers



Education



PG/Hostels



Popular
Categories

Wedding Requisites



Banquet Halls



Bridal Requisite



Caterers

Beauty & Spa



Beauty Parlours



Spa & Massages



Salons



Book Jd Xpert




Daily Needs




Revamped Website

X 🔊 🔍📣 Advertise ^{BUSINESS} 📄 Free Listing 
JD Xperts ▾ B2B ▾ Real Estate ▾ Popular Categories ▾

Bangalore > Restaurants In Bangalore > Restaurants in Hebbal > Prequel






Prequel
4.6 ★★★★★ 7 Ratings
Hebbal, Bangalore
Open until 1:00 am

[📞 Call Now](#) [📝 Write a Review](#) [🔄](#) [❤️](#)

Menu



Quick Information

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

Mode of Payment
Cash, Debit Cards, Credit Card, Paytm, BHIM... [more](#)

Timings

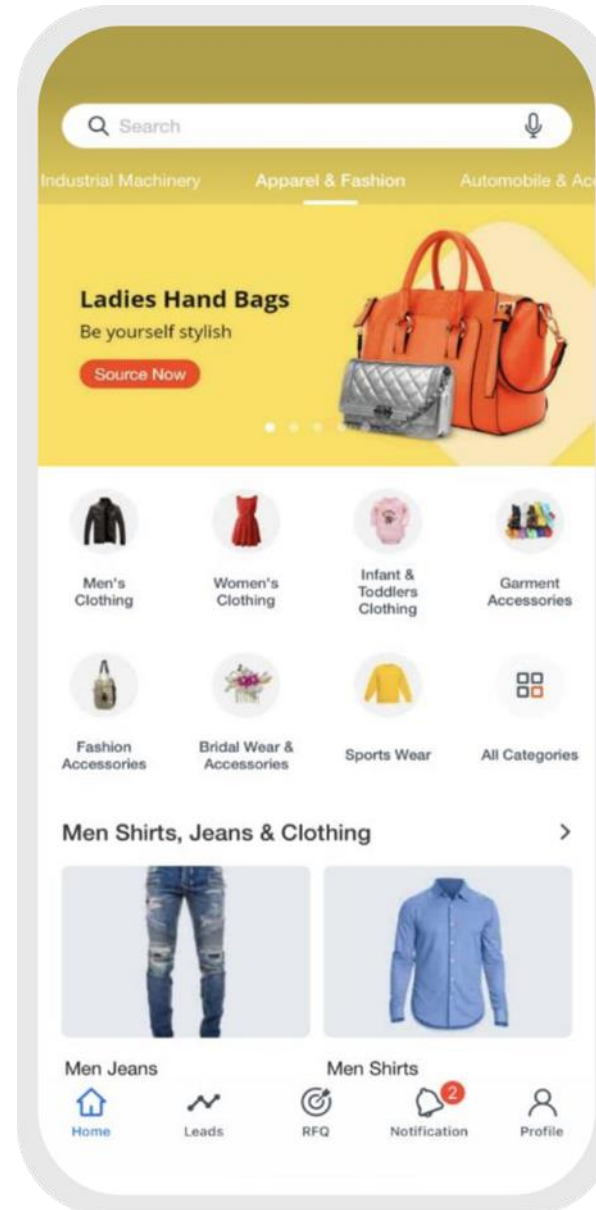
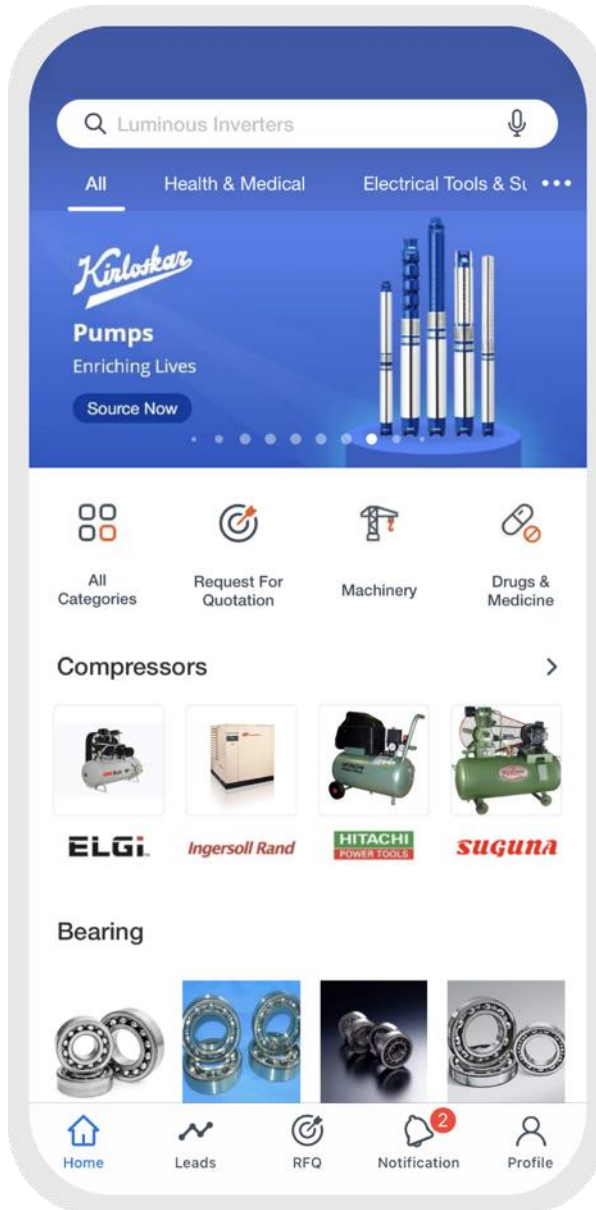
Mon - Sun 12:00 pm - 1:00 am

Address

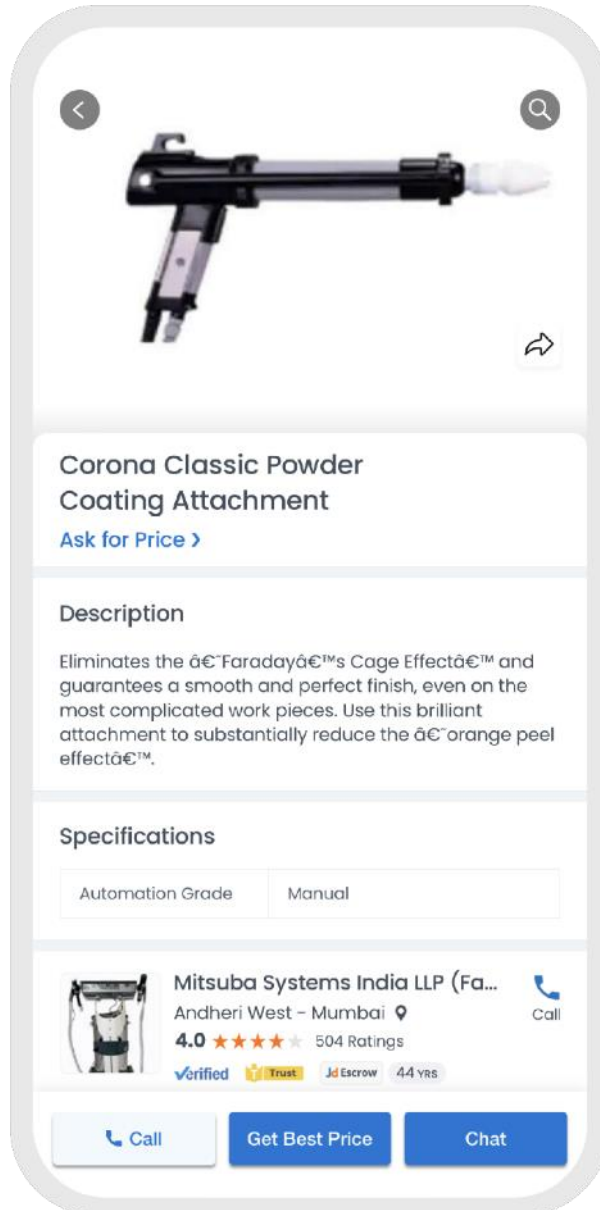
1st Floor, Umiya Velocity, Hebbal, Bangalore - 560024
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More Options [View More](#)

JD Mart – Exclusive B2B Platform, a New Wholesale Experience



JD Mart – Exclusive B2B Platform, a New Wholesale Experience



Corona Classic Powder Coating Attachment
[Ask for Price >](#)

Description

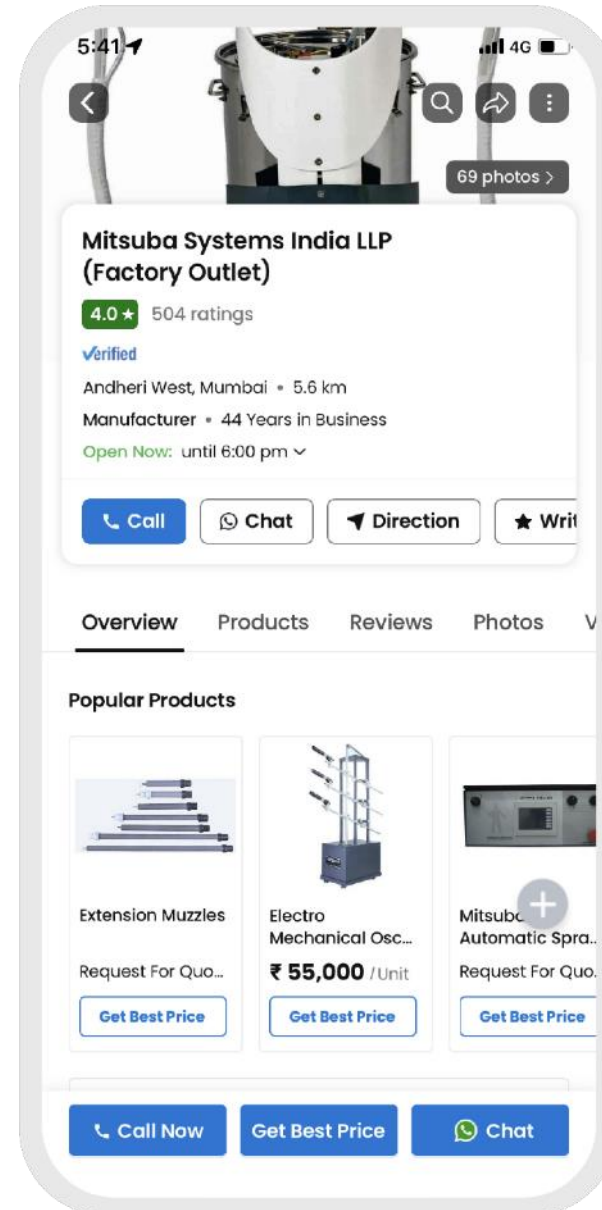
Eliminates the "Faraday's Cage Effect" and guarantees a smooth and perfect finish, even on the most complicated work pieces. Use this brilliant attachment to substantially reduce the "orange peel effect".

Specifications

Automation Grade	Manual
------------------	--------

Mitsuba Systems India LLP (Fa...
Andheri West – Mumbai
4.0 ★★★★★ 504 Ratings
Verified Trust Jd Escrow 44 yrs

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Mitsuba Systems India LLP (Factory Outlet)
4.0 ★ 504 ratings
Verified
Andheri West, Mumbai • 5.6 km
Manufacturer • 44 Years in Business
Open Now: until 6:00 pm

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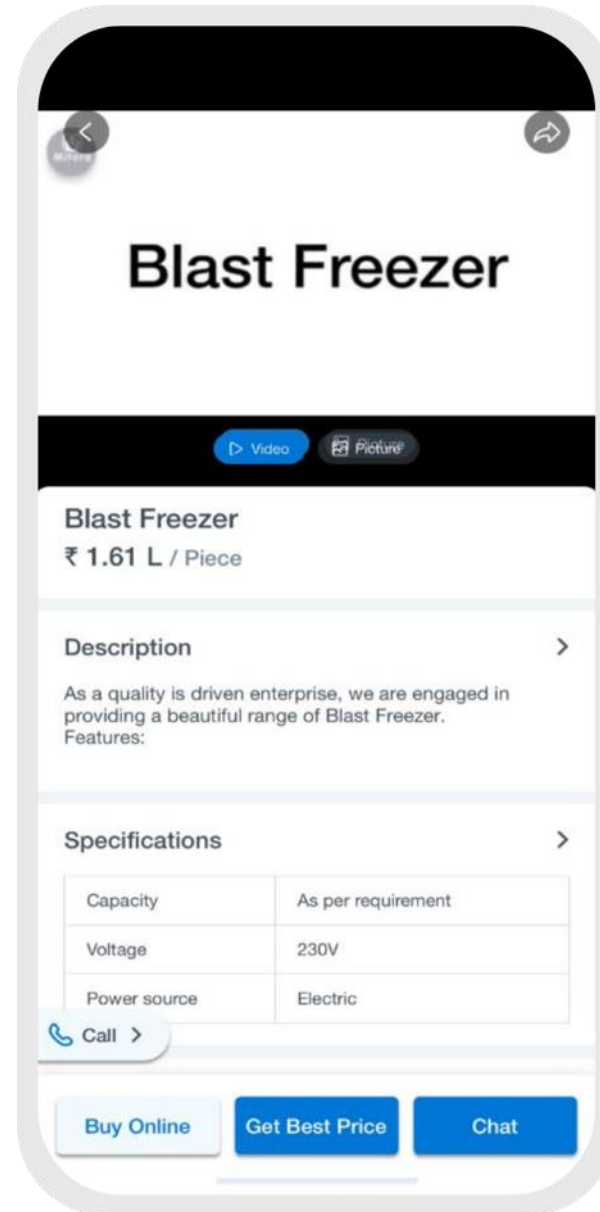
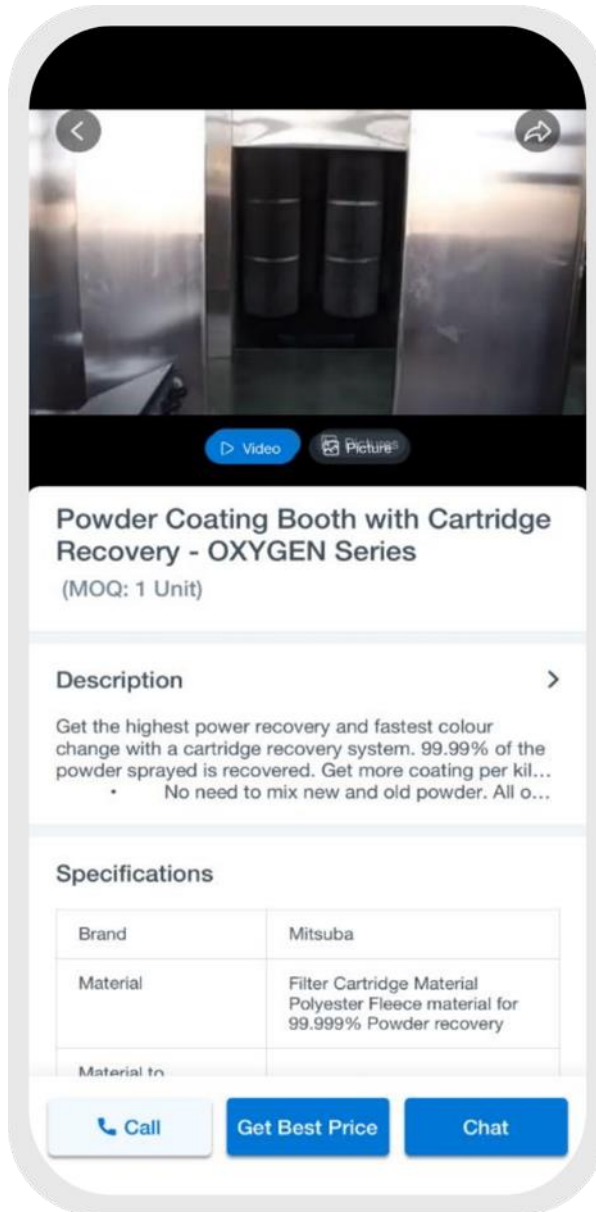
Overview Products Reviews Photos

Popular Products

 Extension Muzzles Request For Quo... Get Best Price	 Electro Mechanical Osc... Request For Quo... ₹ 55,000 /Unit Get Best Price	 Mitsuba Automatic Spra... Request For Quo... Get Best Price
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[Call Now](#) [Get Best Price](#) [Chat](#)

JD Mart – Exclusive B2B Platform, a New Wholesale Experience



JD Mart – Exclusive B2B Platform, a New Wholesale Experience


The screenshot displays the Justdial website interface. At the top, the Justdial logo is on the left, followed by a location dropdown set to 'Jamshedpur' and a search bar containing 'Wallpaper'. To the right of the search bar are icons for 'Advertise', 'My Catalogue', 'Become a Seller', and 'Sign In'. Below the search bar is a horizontal navigation menu with categories: 'All Categories', 'Automobiles Accessories', 'Construction & Real Estate', 'Electronic Component', 'Health & Medical', and 'Industrial Machinery'. A 'Post Your Requirement' link is located on the far right of this menu.

The main content area features a dark grey banner with the text 'Get Best Quotes from Verified Sellers'. To the right of this text is a white box with the heading 'Are you looking for Exide Batteries?' and a sub-heading 'Justdial is here to help you find the verified sellers'. Below this is a blue button labeled 'Get Verified Sellers'. To the right of the white box are three circular icons with corresponding text: 'Connect with Verified Sellers instantly', 'Get Best Quotes for your requirement', and 'Close Deal with convenience'.


Below the banner is a section titled 'Batteries' with a 'View all' link on the right. This section contains six product cards, each with an image of a battery and a brand logo below it: Exide, Luminous, SF SONIC, Eastman, OKAYA, and Amara Raja.

At the bottom, there is a section titled 'Top-Ranked Categories For You' with a 'View all' link on the right. This section contains six product cards showing various battery models and components.

JD Mart – Exclusive B2B Platform, a New Wholesale Experience

BhopalLoom Solar Bi Facial Panel Stand 2 Panelsx🔍🏠📄👤👤AdvertiseMy CatalogueBecome a SellerSign In

All CategoriesAutomobiles AccessoriesConstruction & Real EstateElectronic ComponentHealth & MedicalIndustrial Machinery



Loom Solar Bi-Facial Panel Stand (2 Panels)

₹ 7,000 / Unit



Description


Loom Solar introduces Bi-Facial Panel Stand for 2 nos. of the Bi-Facial solar panels. You can install a solar panel from 375 watts - 450 watts of any brand and any make. The portable solar panel stand is made of galvanized iron, the rust-proof solar panel stand life is more than 25 years.

Get Best Price

Specification

Weight	18 Kg
Material	Galvanized Iron
Angle	15 ° And 25 °





Follow

Vasudev Infratech

Wholesaler

Bhopal

4.7 ★★★★★ 84 Ratings


Verified

Show Number

Get Best Price


Chat

MORE FROM THIS SELLER




1 Panel Connector, 1- In -1 Wire Out

₹ 200




Solar Inverter Msun 1435 Va / 12 Volt - Off Grid

₹ 7,000



Loom Solar DC Wire, 4 Sq Mm

₹ 1,200



Loom Solar DC Wire, 6 Sq Mm, 15 Meters Pair

₹ 3,000

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
















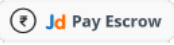









Barcode
Scan

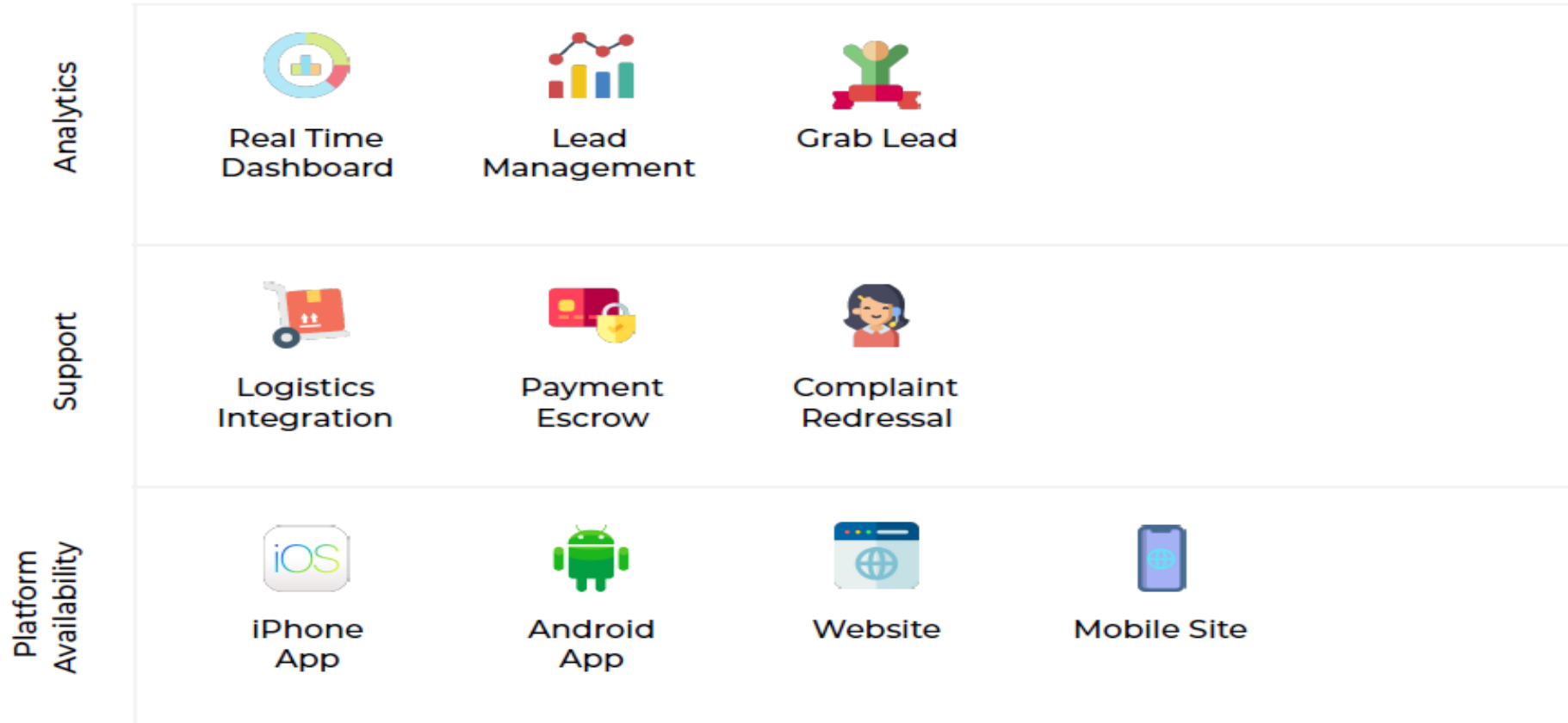


Image
Search

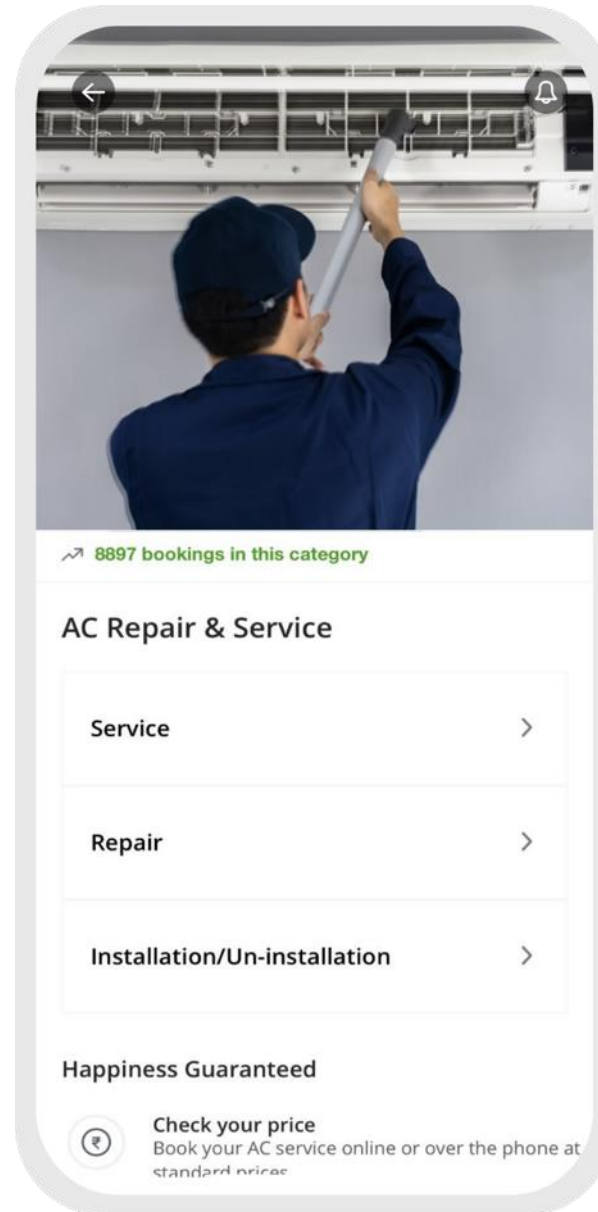
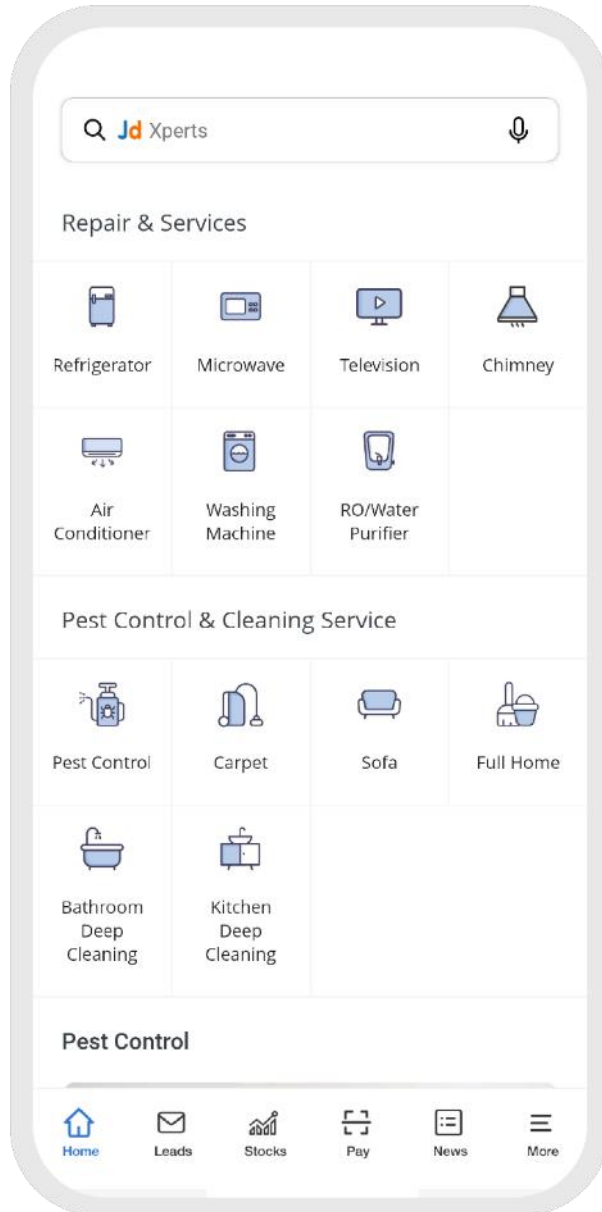
JD MART - PRODUCT STACK

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	

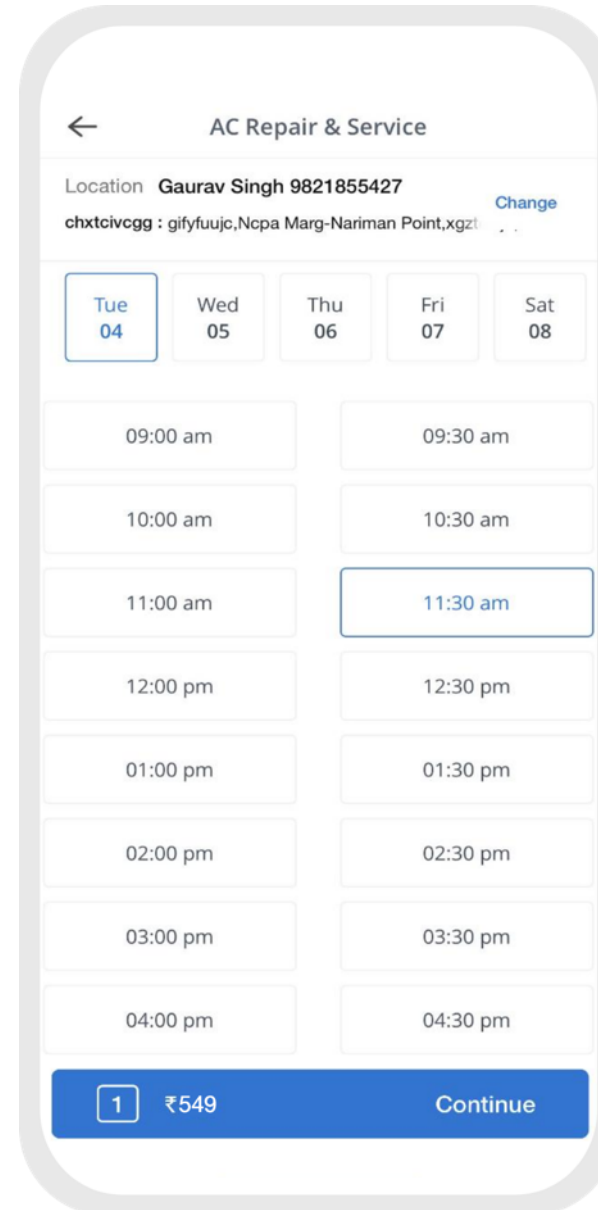
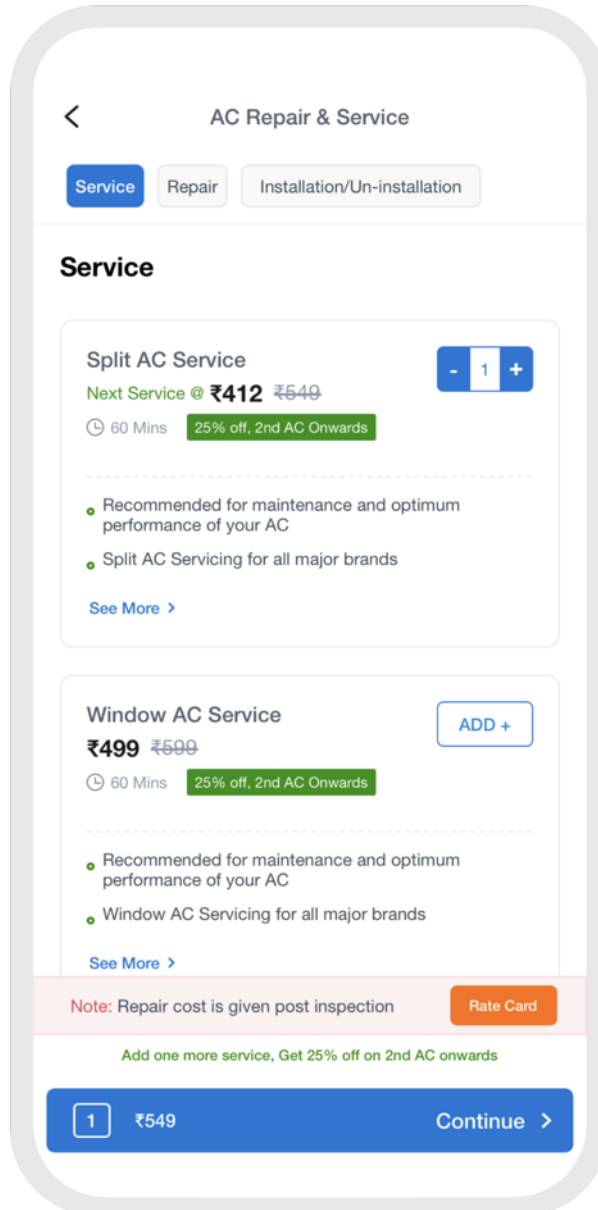
JD MART - PRODUCT STACK



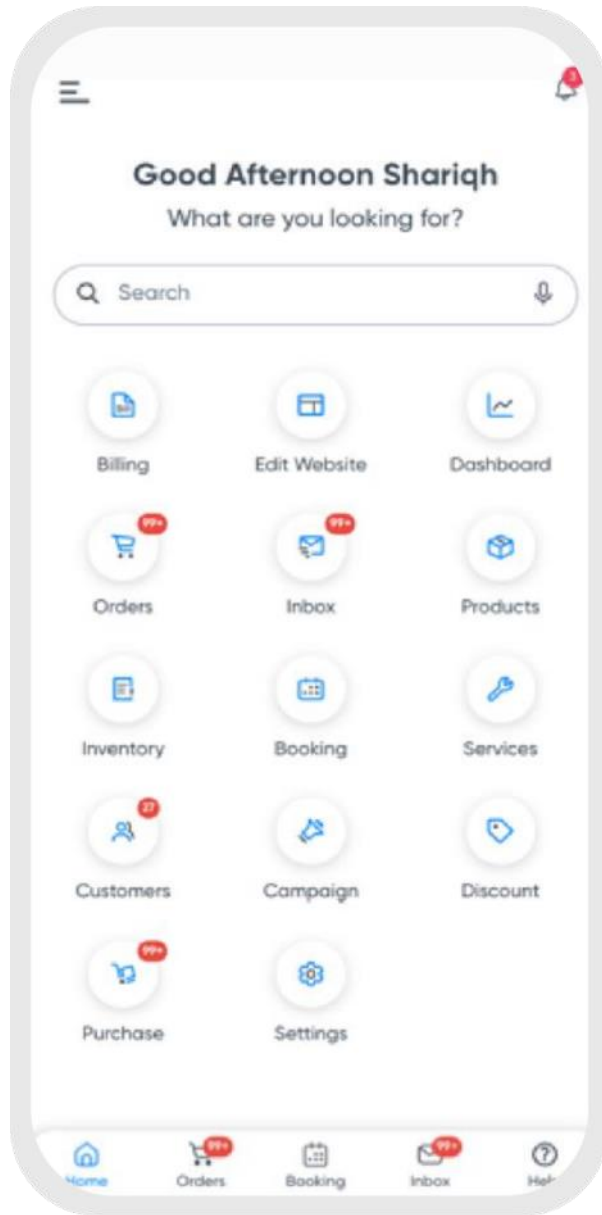
JD XPERTS – ONE STOP SOLUTION FOR ON-DEMAND SERVICES



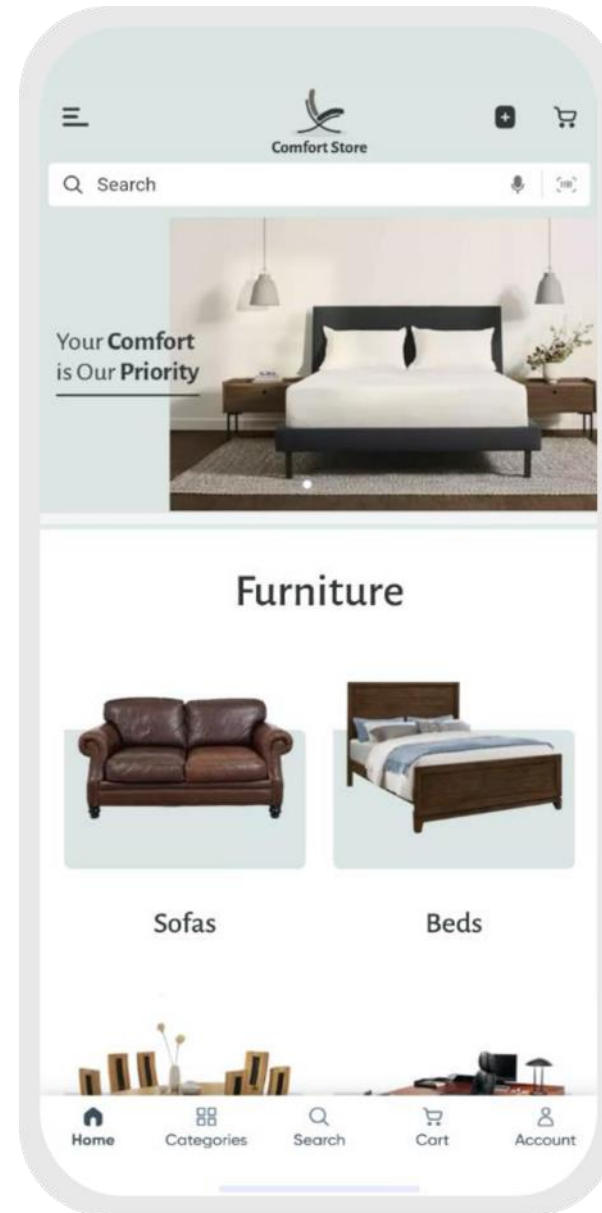
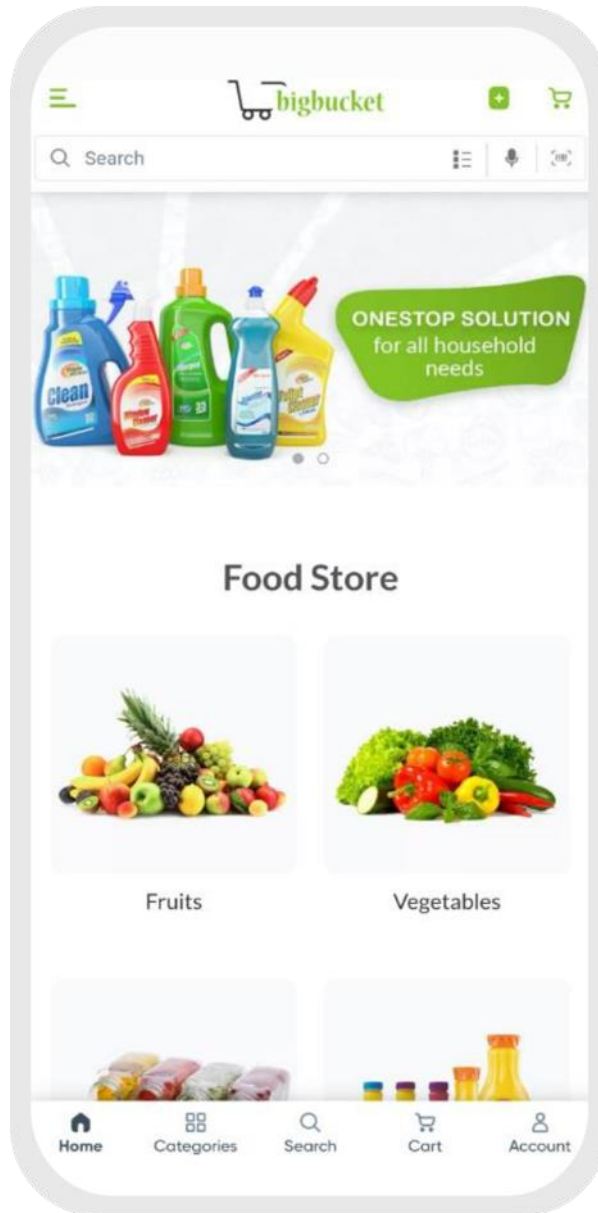
JD XPERTS – ONE STOP SOLUTION FOR ON-DEMAND SERVICES



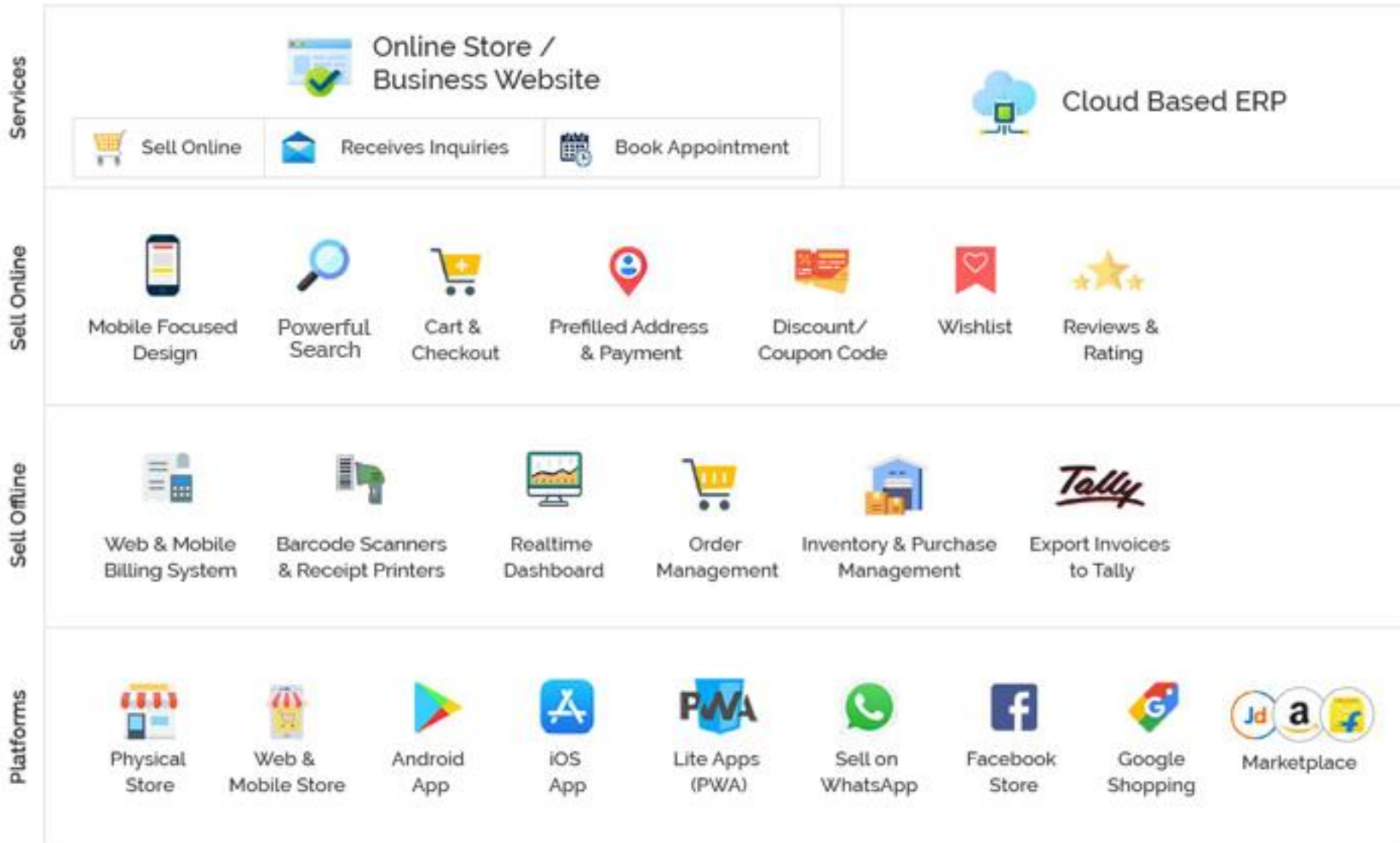
JD OMNI – Cloud-Hosted Solution for Digitalizing Businesses



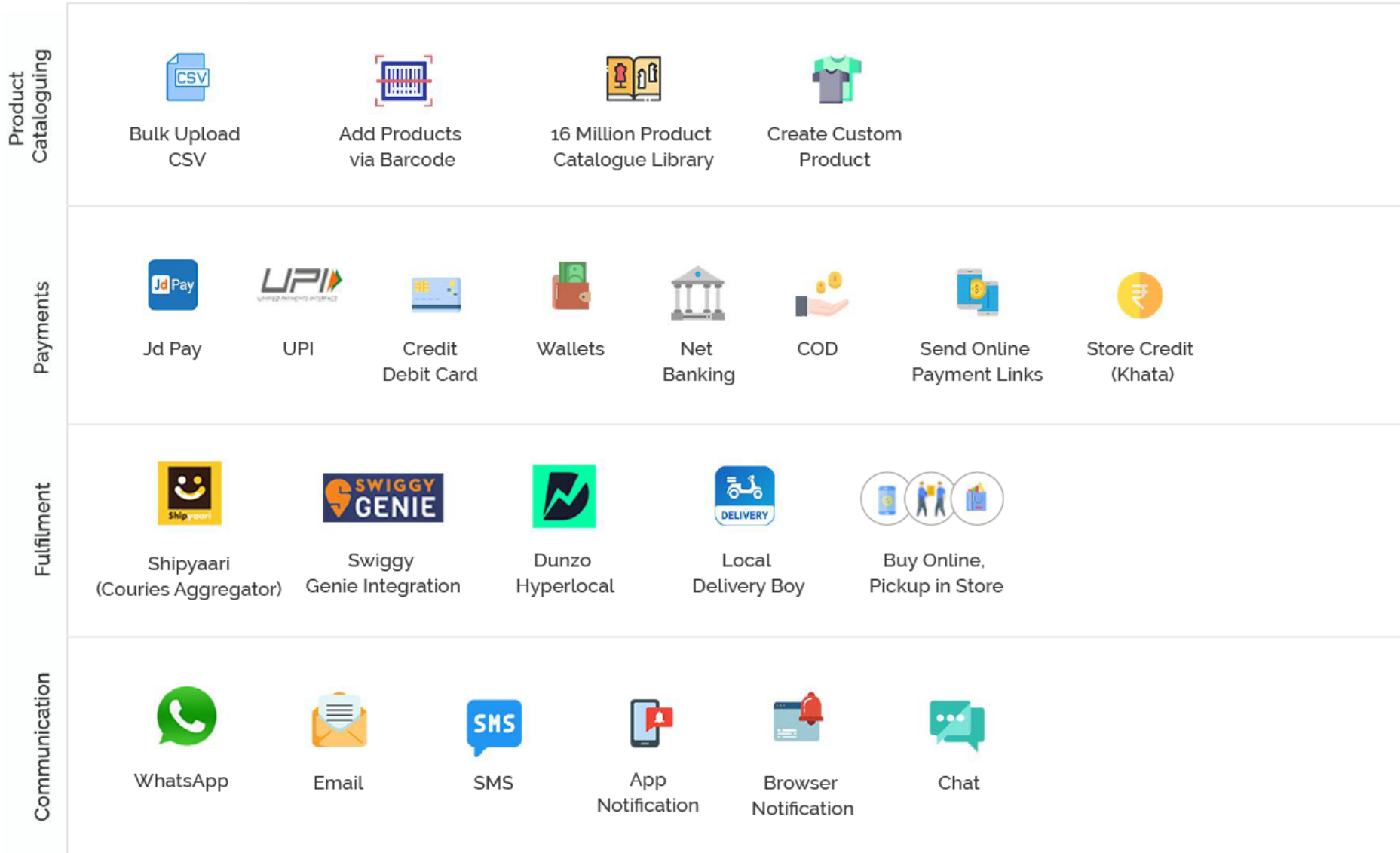
JD OMNI – Cloud-Hosted Solution for Digitalizing Businesses



JD OMNI – PRODUCT STACK



JD OMNI – PRODUCT STACK



2:01

FOR RENT, SALE, PURCHASE & WORKING

SHOP NO.11, SAI RAJ COMPLEX, PLOT NO.181, VICTOR, I, SANPADA PALM BEACH NAVY MUMBAI - 401716

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 • 1,195 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 - 401716

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 - 401716

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**



BUY

RENT

COMMERCIAL

PG/HOSTEL **NEW**

PROJECTS

Mumbai

Search for locality, landmark or projects



Search

YEH MAUKA PHIR NAHI AAYEGA!
SPIN & SEIZE
8 EXCITING PRIZES



1 & 2 BHK HOMES FROM
₹38 LACS*

*Floor, taxes extra / DTC Apply

INDUSTRIAL GALA FROM
₹34.80 LACS*

All inclusive

At Rs. 37.5 Lacs per sq. ft. for 1 & 2 BHK. 11 Lacs for 1 & 2 BHK. 11 Lacs for 1 & 2 BHK. 11 Lacs for 1 & 2 BHK.

Trending Projects for sale

[View All](#)



Raheja Solaris 2



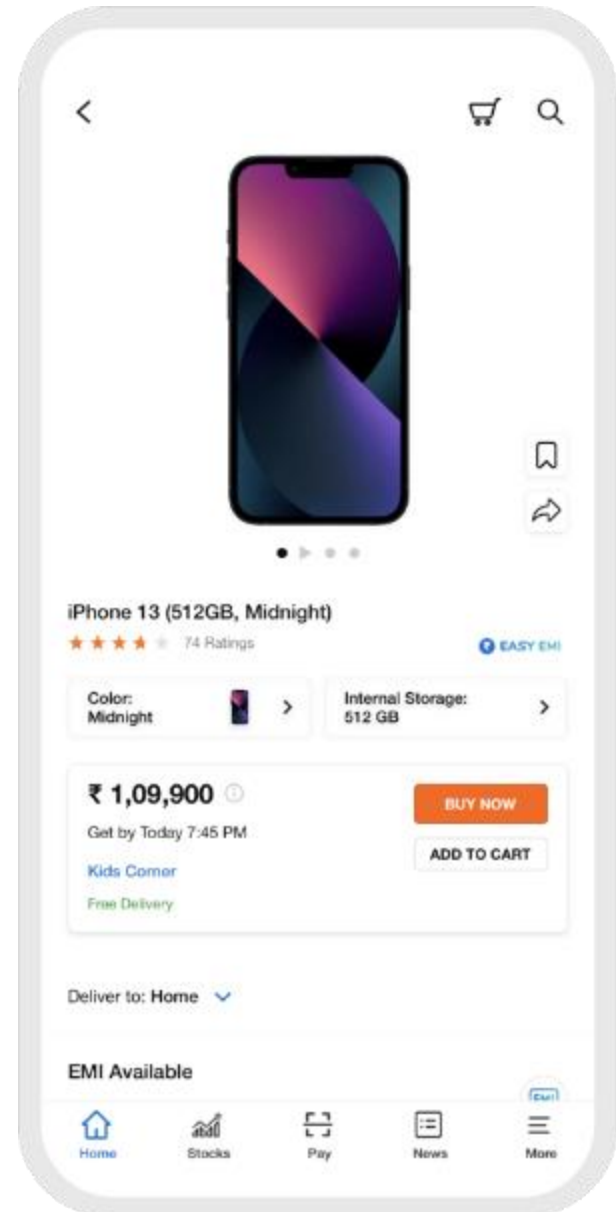
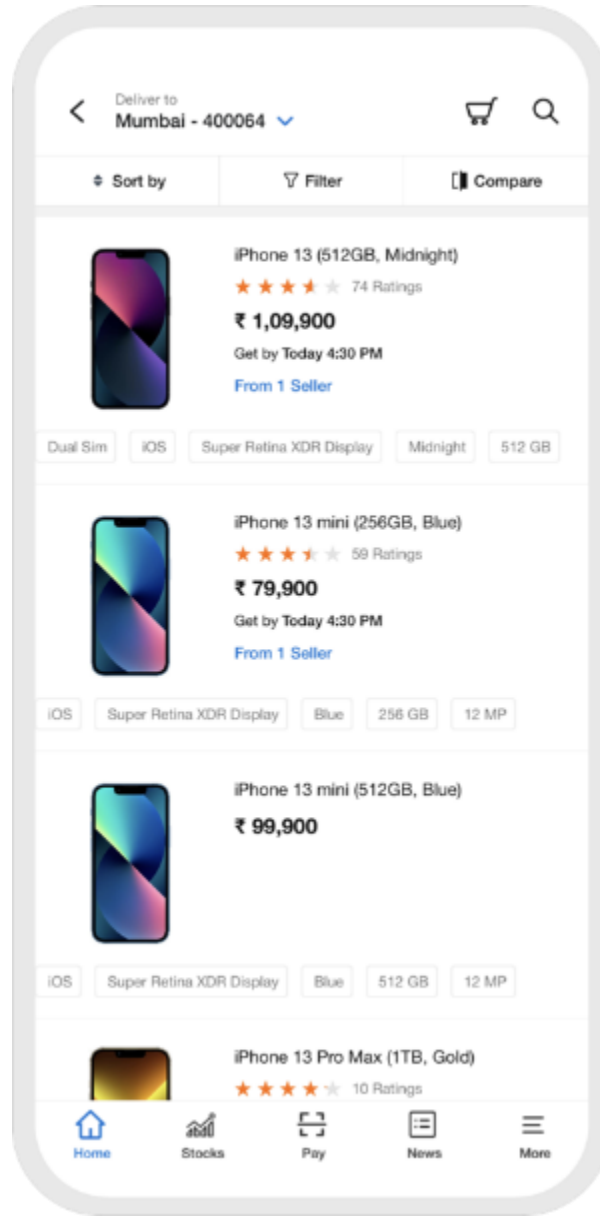
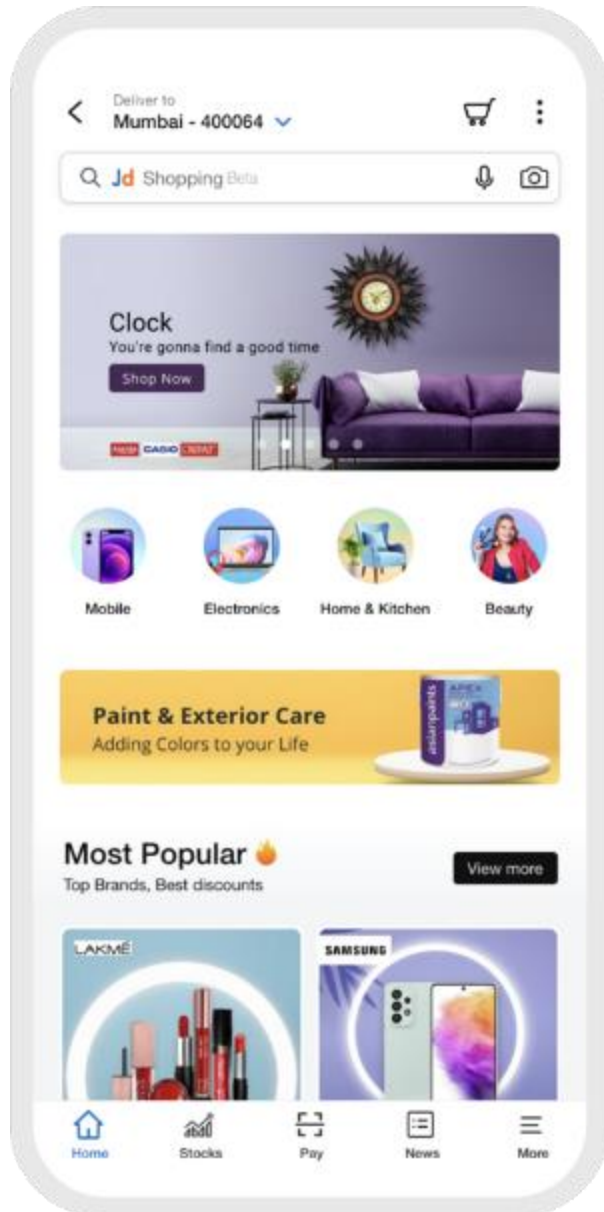
Panvelkar Amrut Towers



Grpm Zee Heights



Ajmera Treon





FINANCIAL OVERVIEW

EFFICIENT & PROFITABLE BUSINESS MODEL

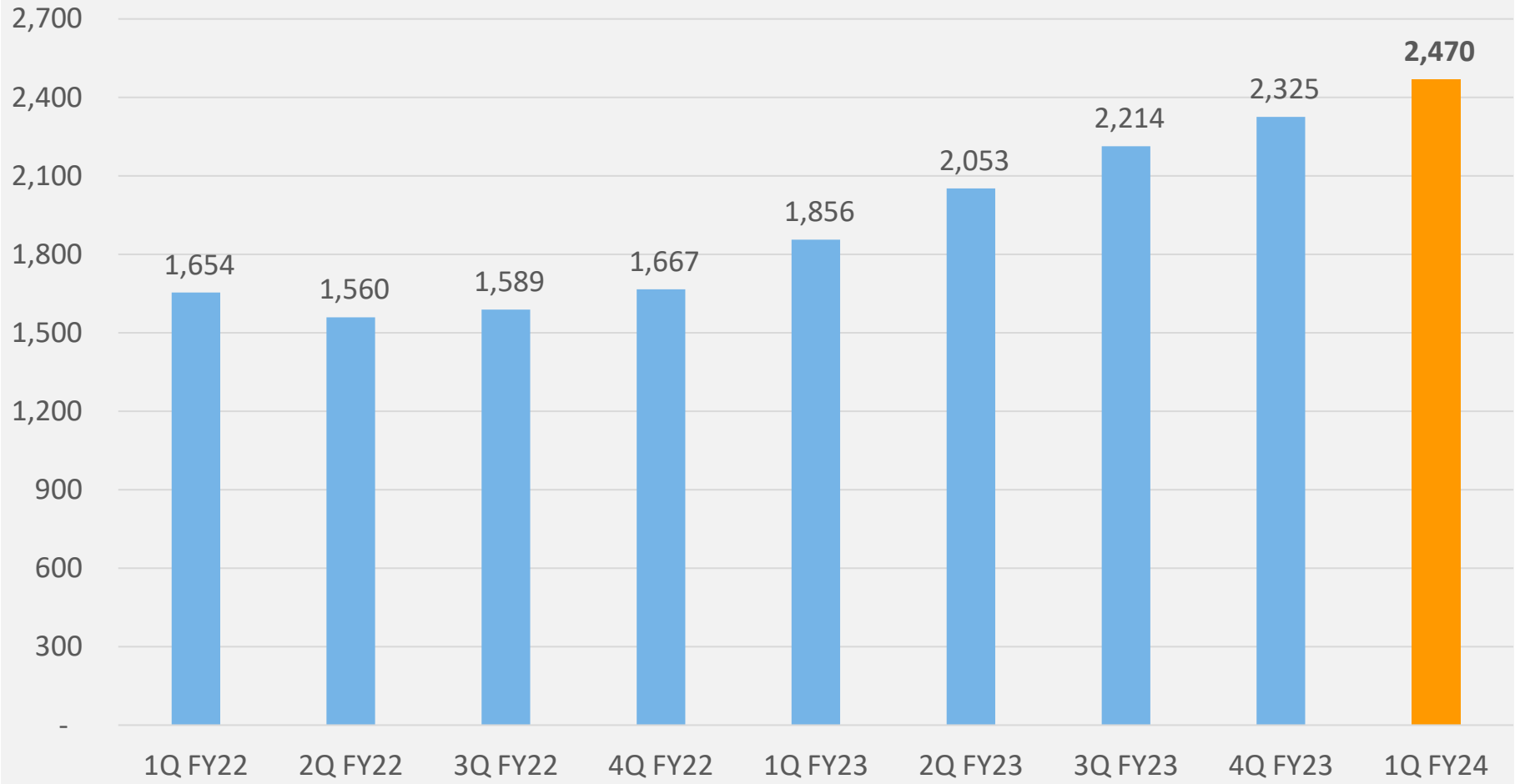
- Paid Advertisers pay a fixed fee to run searched advertising campaigns for their businesses on Justdial's platforms
- Various premium & non-premium listing packages available which determine placements in search results
- Multiple factors determine pricing, such as business categories of advertiser, 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 5,266 employees in tele-sales, 1,746 feet-on-street (marketing), and 4,734 feet-on-street (Cold Calling & Others) as on Q1 FY24



KEY
BUSINESS
ATTRIBUTES

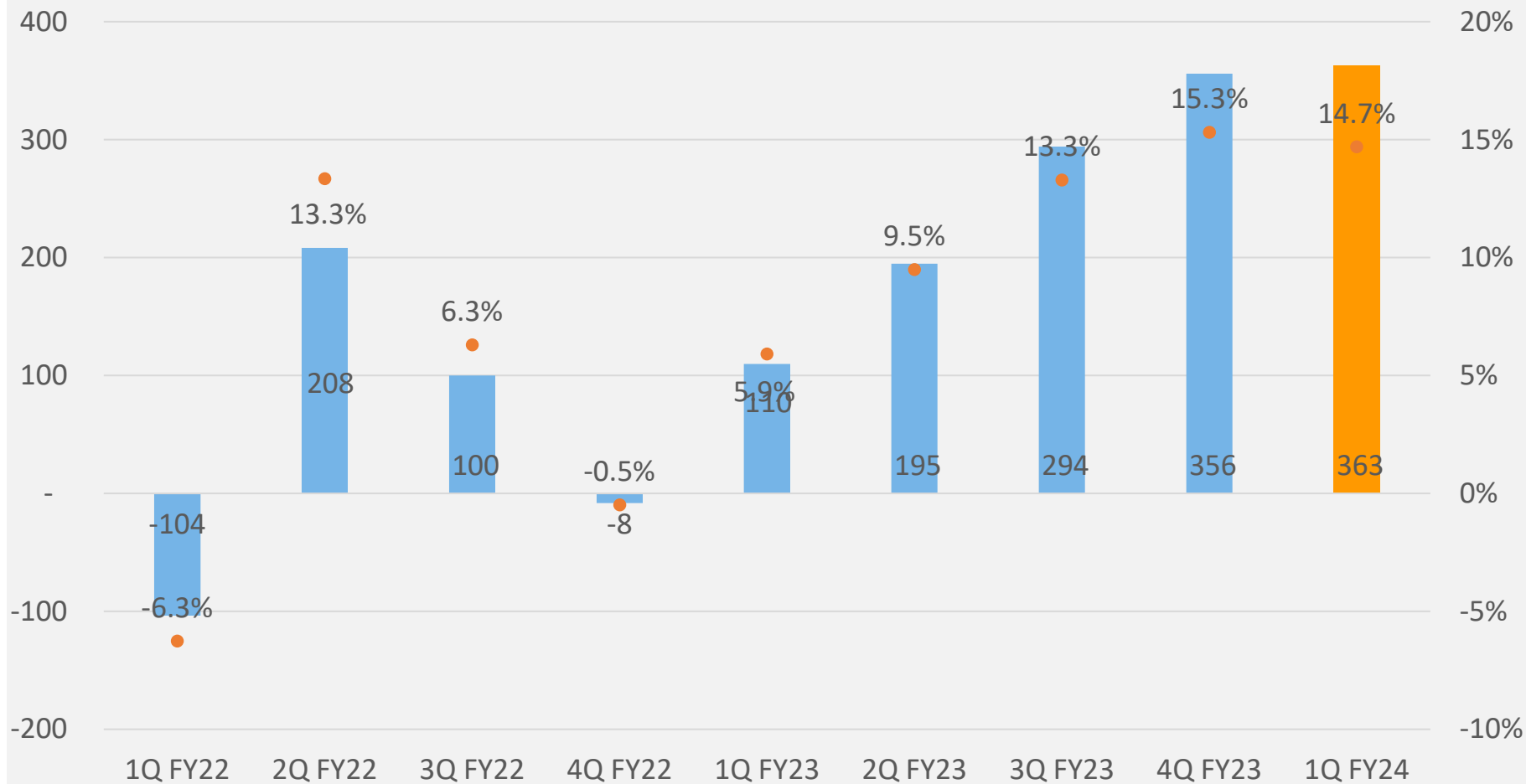
REVENUE

Operating Revenue (Rs million)



OPERATING MARGIN

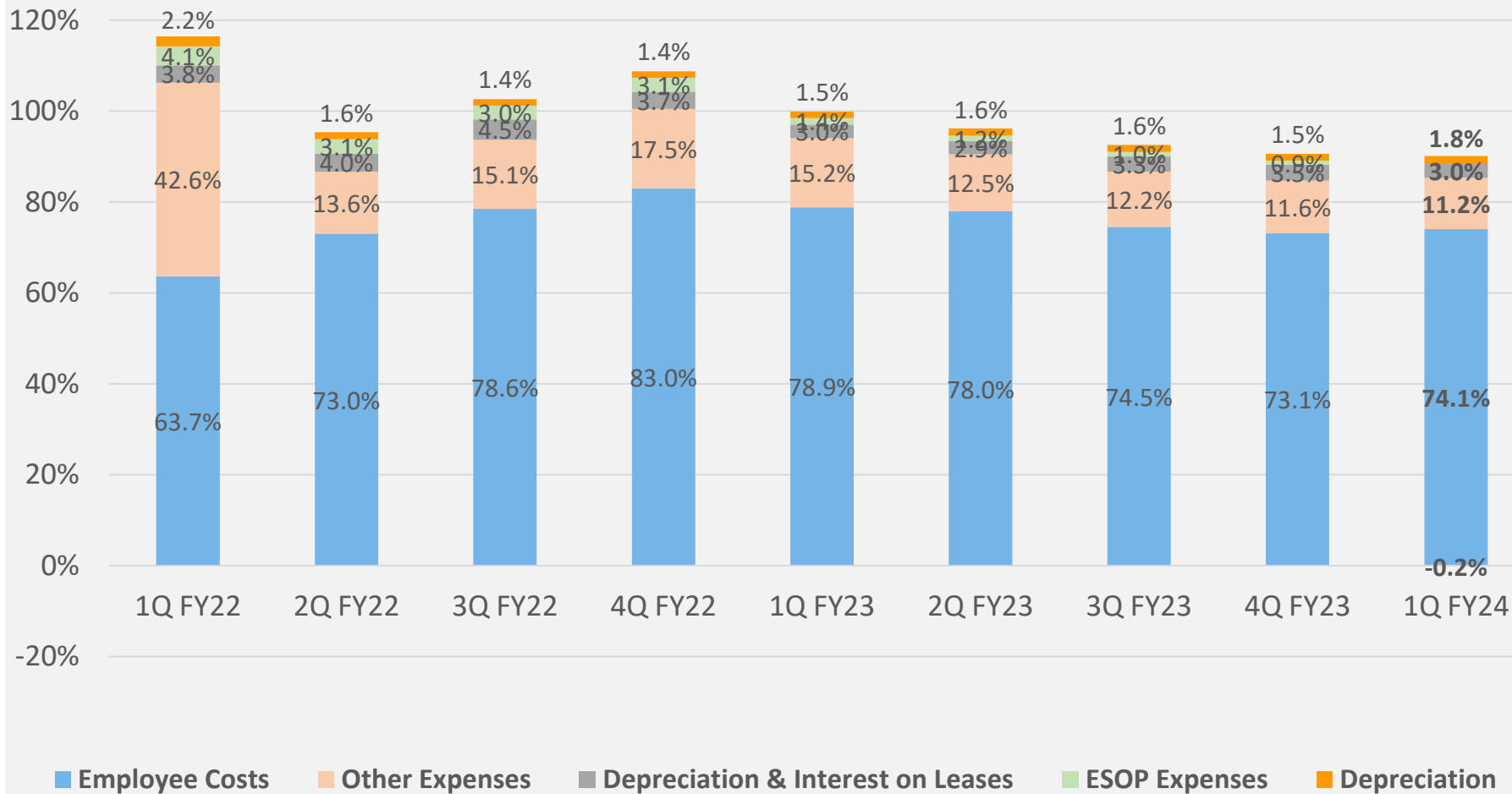
Adjusted EBITDA (Rs million) & Margin %



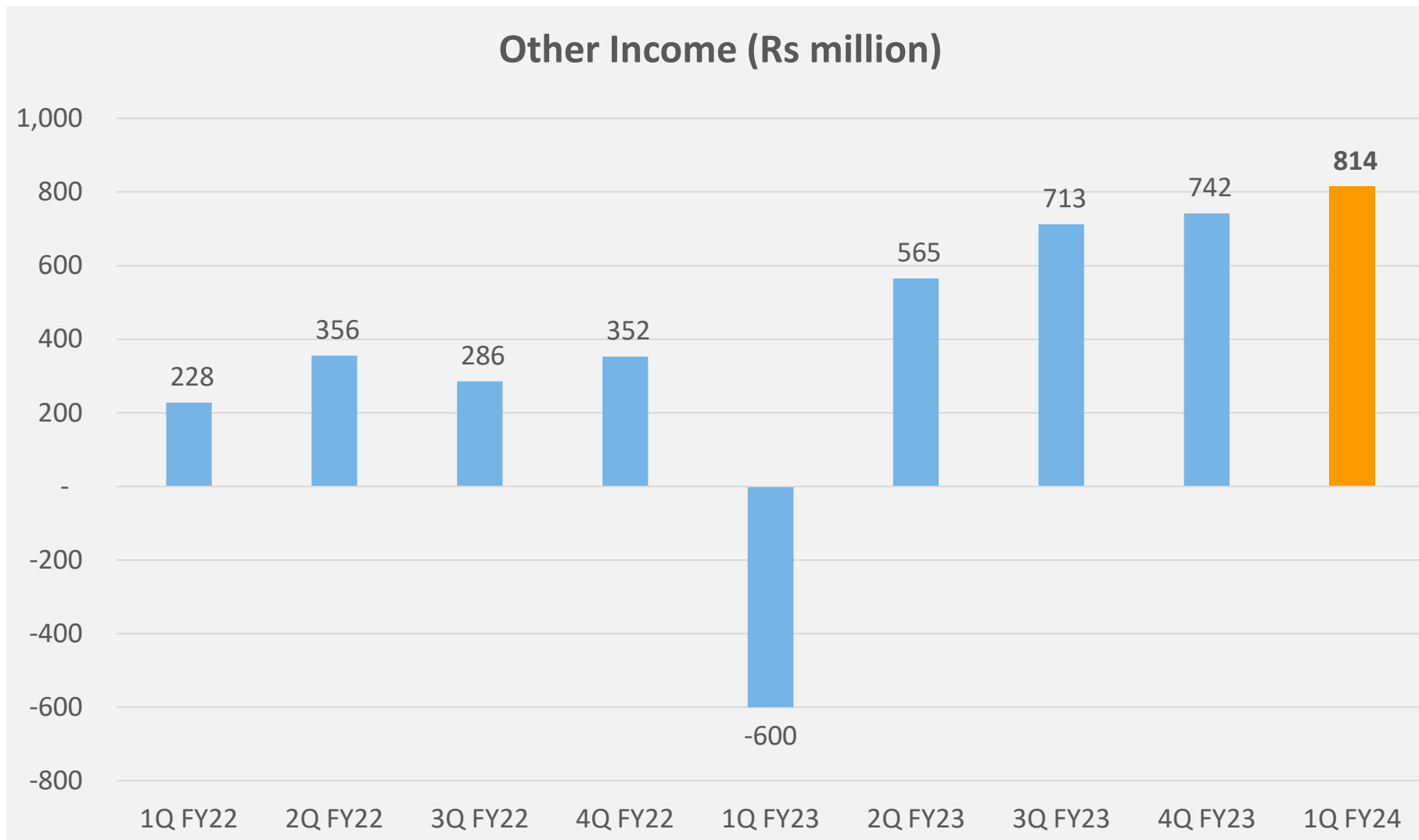
Note: Adjusted EBITDA calculated after excluding non-cash ESOP Expenses from reported EBITDA

COST STRUCTURE

Expenses as % of Operating Revenue



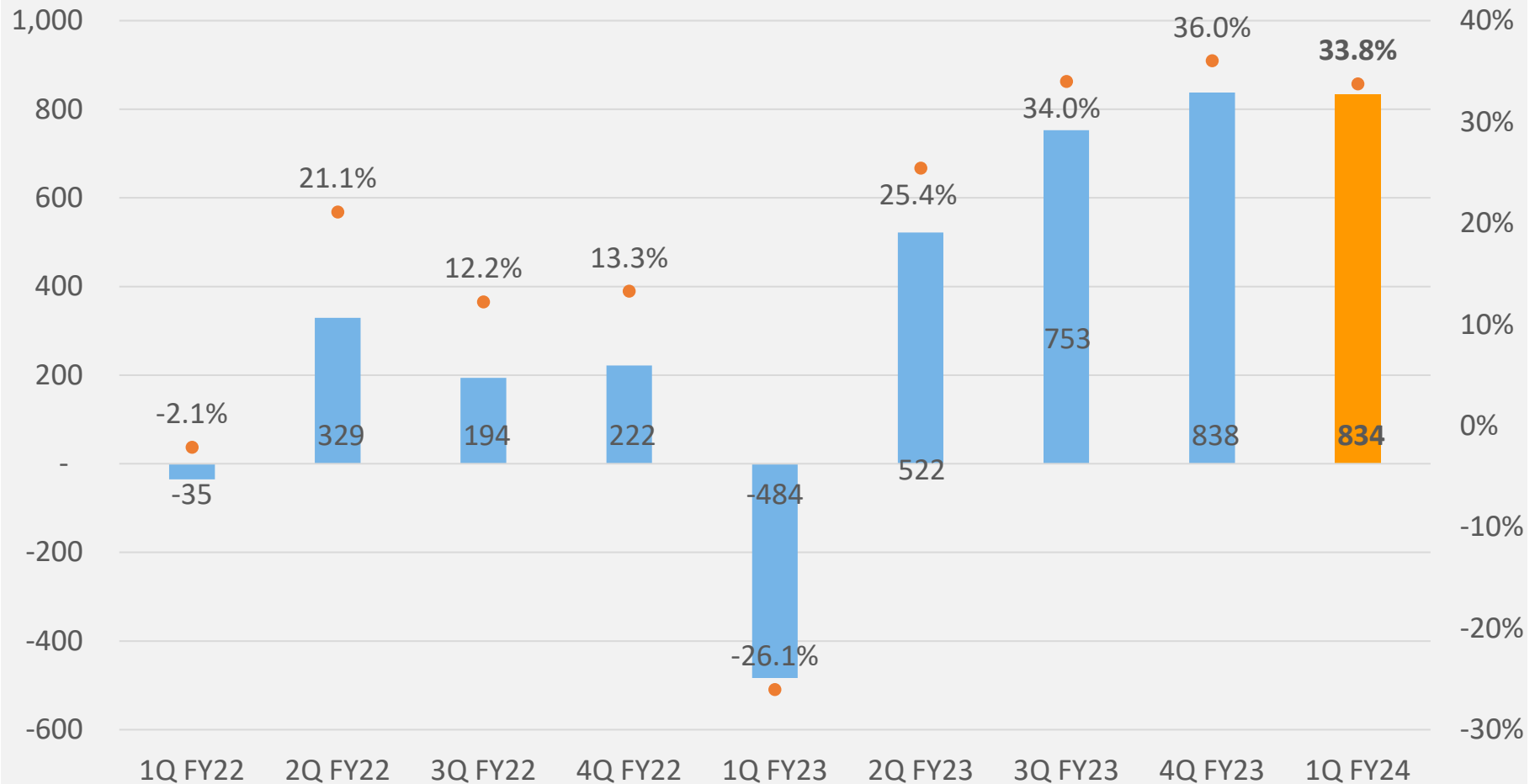
OTHER INCOME



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 %



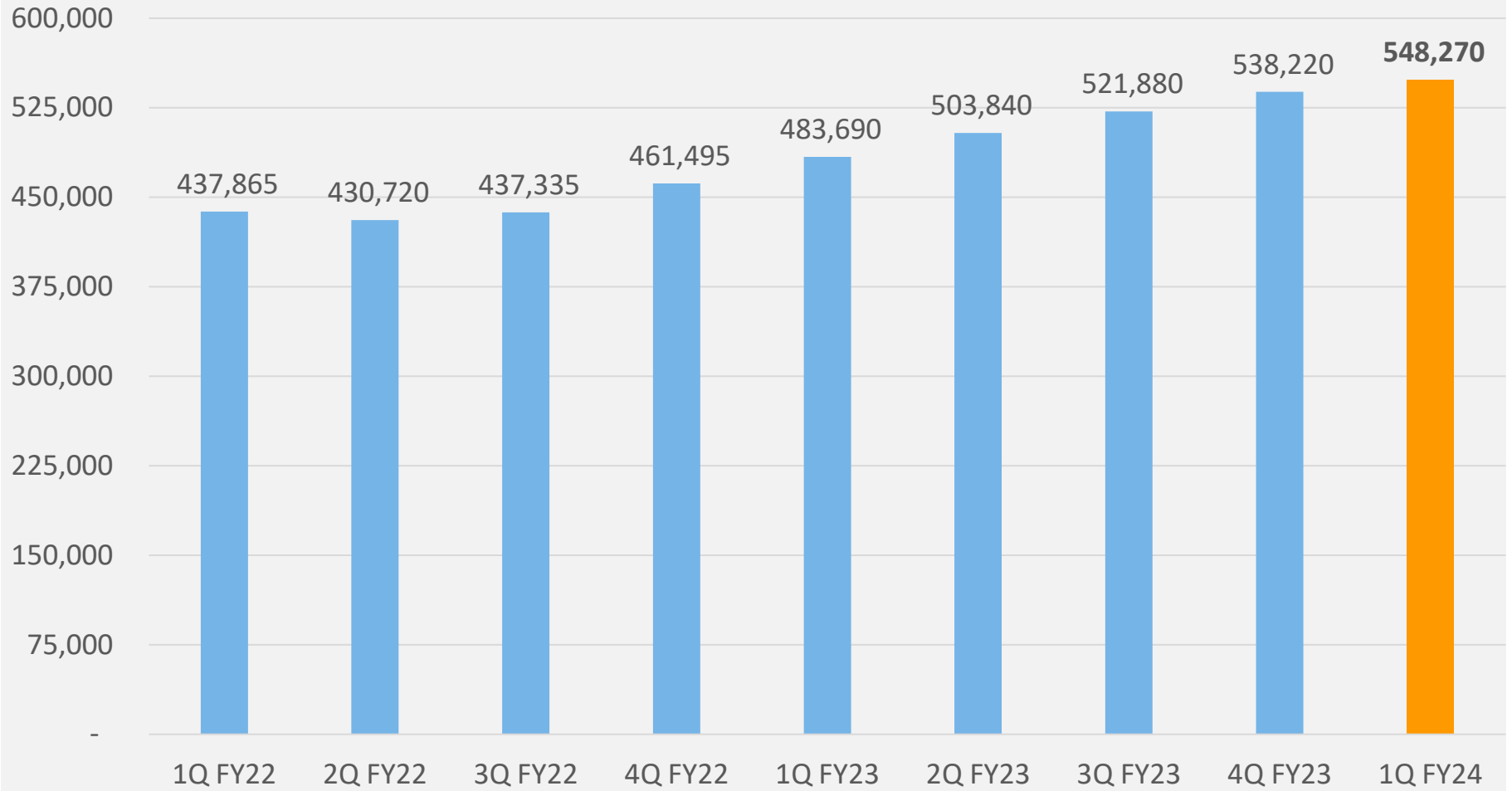
Note:

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 is 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.

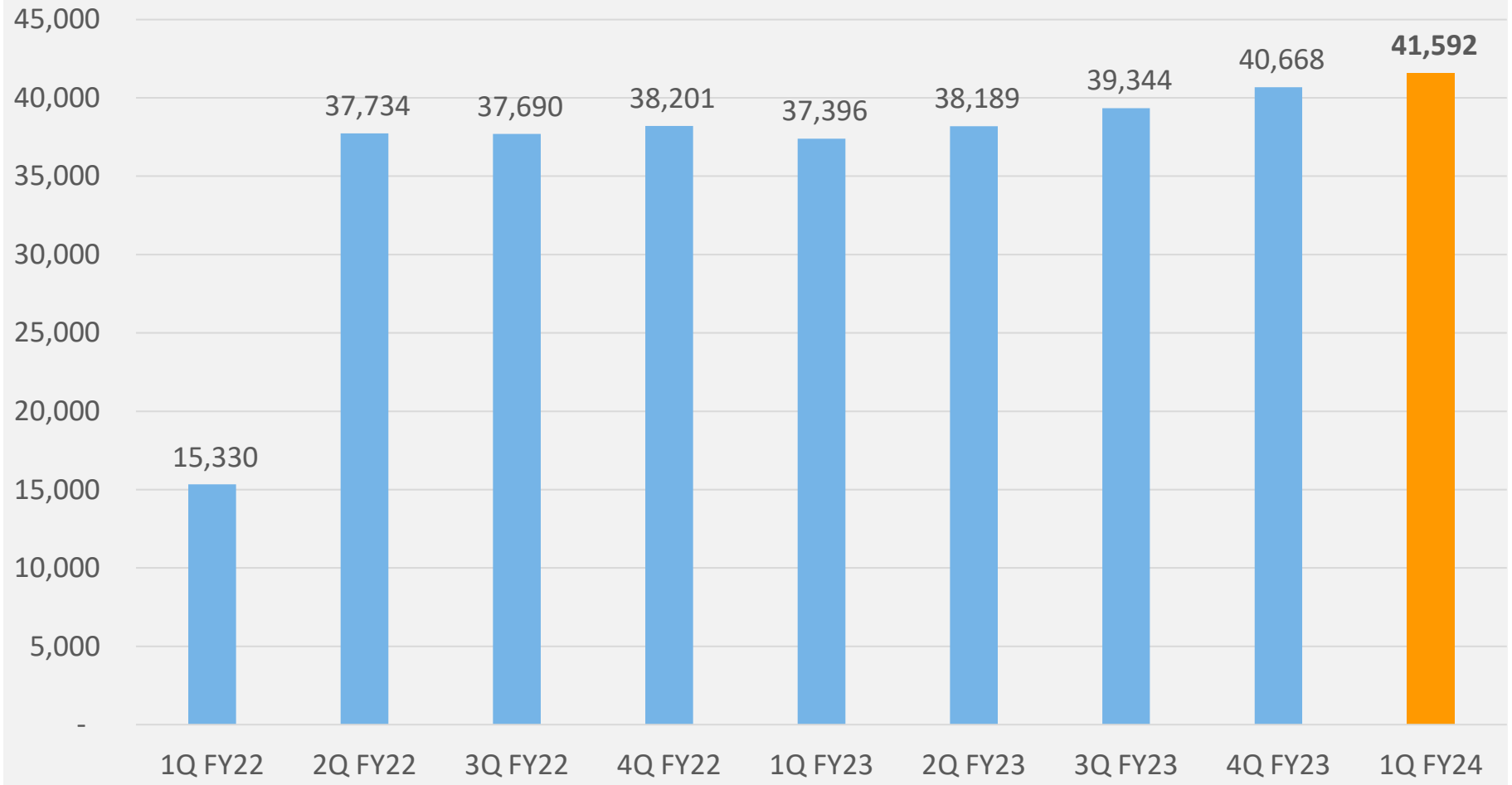
PAID CAMPAIGNS

Active Paid Campaigns - period end



CASH AND INVESTMENTS

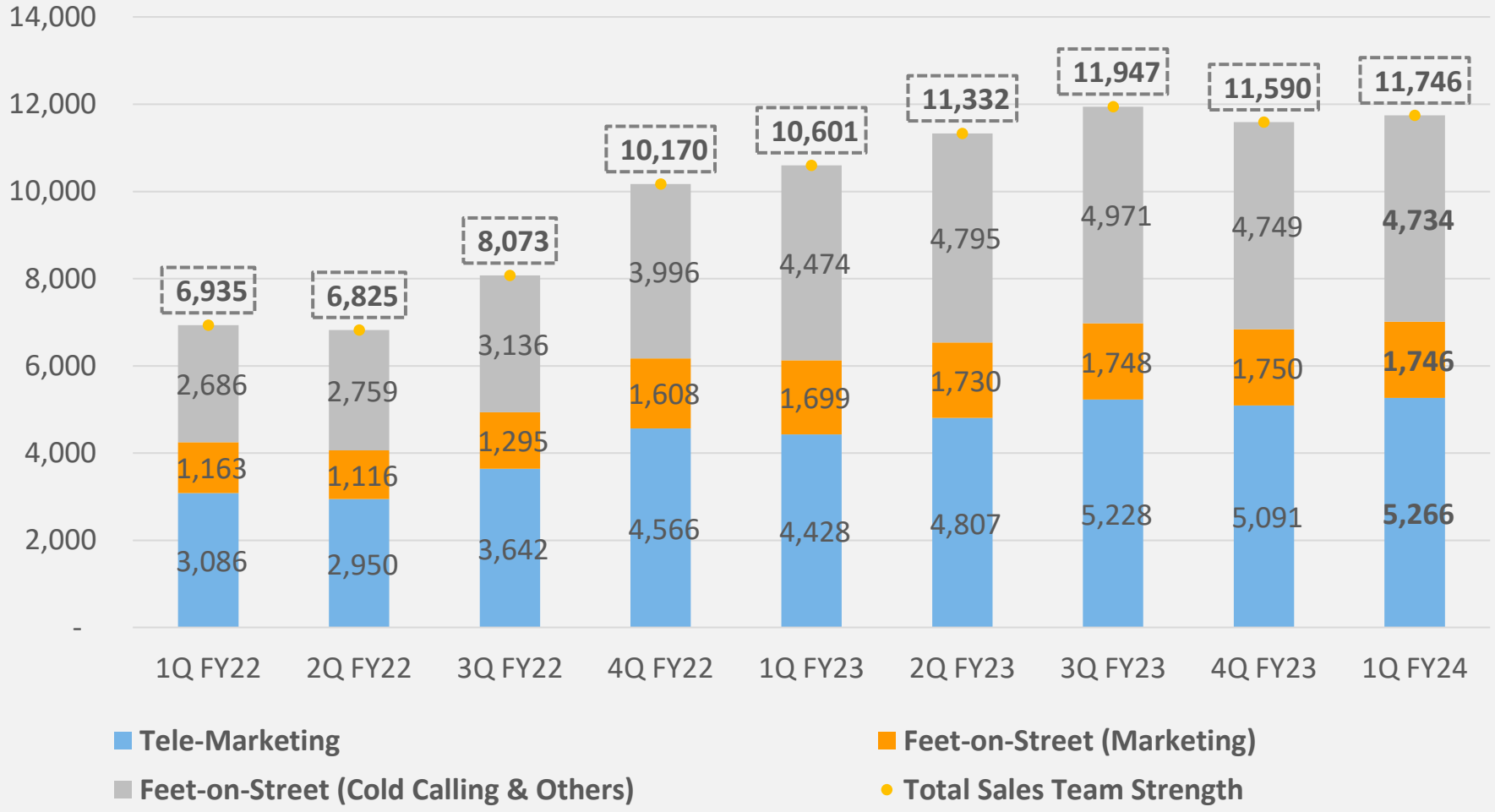
Cash & Investments - period end (Rs million)



Note: Increase in Cash & Investments in 2Q FY22 is on account of Rs 21.65 billion received upon preferential issue of Equity Shares to RRVL.

SALES FORCE

Sales Strength - Period End



JUST DIAL LTD - 1Q FY24 (Quarter ended June 30, 2023) PERFORMANCE SUMMARY						
Metric	Unit	1Q FY24	1Q FY23	YoY change	4Q FY23	QoQ change
Operating Revenue	(₹ million)	2,470	1,856	33.1%	2,325	6.2%
Operating EBITDA	(₹ million)	367	84	336.9%	334	9.8%
Operating EBITDA Margin	%	14.9%	4.5%	1033 bps	14.4%	49 bps
Adjusted EBITDA (excl. ESOP expenses)	(₹ million)	363	110	230.7%	356	1.9%
Adjusted EBITDA Margin (excl. ESOP expenses)	%	14.7%	5.9%	878 bps	15.3%	-62 bps
Other Income, net	(₹ million)	814	-600	n.a.	742	9.7%
Profit Before Taxes	(₹ million)	1,061	-598	n.a.	960	10.6%
Net Profit	(₹ million)	834	-484	n.a.	838	-0.5%
Net Profit Margin	%	33.8%	-26.1%	n.a.	36.0%	-227 bps
Deferred Revenue (period end)	(₹ million)	4,503	3,534	27.4%	4,382	2.8%
Cash & Investments (period end)	(₹ million)	41,592	37,396	11.2%	40,668	2.3%

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

JUST DIAL LTD - 1Q FY24 (Quarter ended June 30, 2023) PERFORMANCE SUMMARY						
Metric	Unit	1Q FY24	1Q FY23	YoY change	4Q FY23	QoQ change
Unique Visitors	(million)	171.4	147.9	15.9%	159.3	7.6%
- Mobile	(million)	146.5	124.7	17.5%	137.2	6.7%
- Desktop/ PC	(million)	18.6	16.7	11.4%	16.6	12.2%
- Voice	(million)	6.3	6.4	-2.0%	5.5	15.3%
- Mobile	% share	85.5%	84.3%	112 bps	86.1%	-69 bps
- Desktop/ PC	% share	10.9%	11.3%	-44 bps	10.4%	44 bps
- Voice	% share	3.7%	4.4%	-67 bps	3.4%	25 bps
Total Listings (period end)	(million)	38.0	32.8	15.8%	36.5	4.1%
Net Listings Addition		1,510,972	907,228	66.5%	1,483,553	1.8%
Total Images in Listings (period end)	(million)	150.2	122.5	22.7%	139.2	7.9%
Listings with Geocodes (period end)	(million)	23.5	19.5	20.4%	22.3	5.5%
Ratings & Reviews	(million)	144.6	133.5	8.3%	143.0	1.1%
Paid campaigns (period end)		548,270	483,690	13.4%	538,220	1.9%
Total App Downloads (period end)	(million)	34.0	31.2	8.8%	33.1	2.7%
App Downloads per day		8,553	8,732	-2.0%	8,272	3.4%
Total Employees (period end)		15,367	14,106	8.9%	15,320	0.3%
- Sales Employees (period end)		11,746	10,601	10.8%	11,590	1.3%

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 an associate member of Institute of Chartered Accountants of India.

Sanjay Bahadur

With over 39 years of experience in construction, Sanjay Bahadur has served on our Board since August 2, 2011. 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 has been part of Justdial's Board since 2011. Being an Electrical Engineering graduate from the Indian Institute of Technology (IIT), Mumbai, and a postgraduate in Business Management from the Indian Institute of Management (IIM), Ahmedabad, he 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 2, 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 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.

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 15 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.

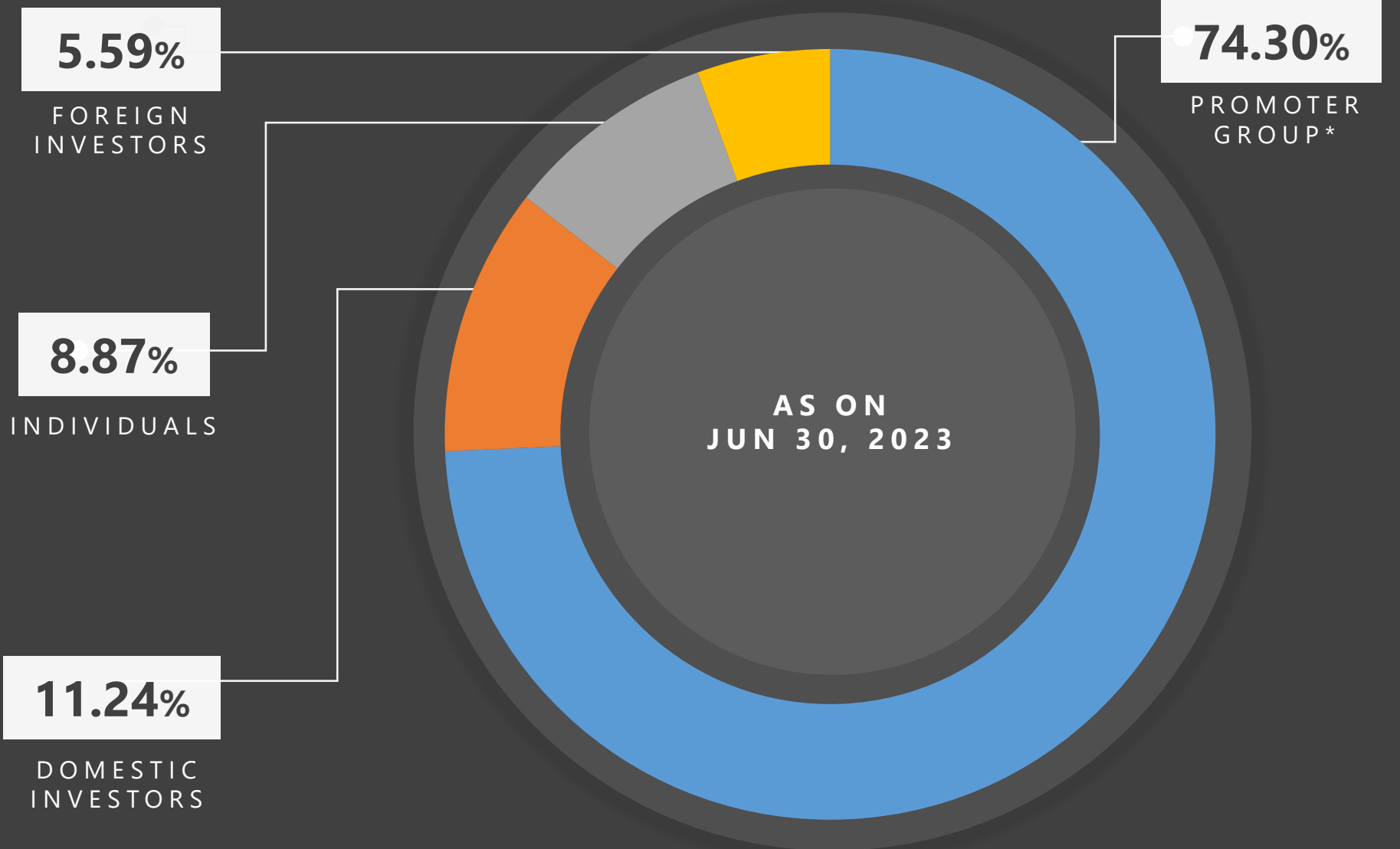
Dinesh Taluja

Dinesh Taluja has completed his B. Tech. from IIT Delhi and MBA from IIM Ahmedabad. He has 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	28 Years	Growth Strategy and Business Development
Abhishek Bansal	Chief Financial Officer	14 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
Sumeet Vaid	Chief Revenue Officer	27 Years	Revenue growth & Business development
Rajesh Madhavan	Chief People Officer	30 Years	Human Resource Functions
Ajay Mohan	Chief Business Officer	27 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)	27 Years	Sales & Expansion (North & East Region)
Rajiv Nair	Vice President	25 Years	Sales & Expansion (South Region)
Shwetank Dixit	Vice President - Strategy, Operations & Analytics	12 Years	Strategy, Content Augmentation, Curation & Enrichment, Business Analytics/ MIS, Traffic

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