

October 20, 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>
---	---	---

Dear Sirs,

**Sub: Investor presentation on Unaudited Financial Results (Standalone and Consolidated)
for the quarter ended September 30, 2023**

The presentation to analysts / investors on the financial performance of the Company for Unaudited Financial Results of the Company for the quarter ended September 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

October 2023



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.

Q2 FY24 means the period Jul 1, 2023 to Sep 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, 145.8 million ratings & reviews



171.7 million quarterly unique visitors in Q2-FY24



Database of 40.2 million listings



Scalable and profitable business model



560,830 active paid campaigns



Figures as on Sep 30, 2023

KEY STRENGTHS

- ❑ First Mover Advantage in Indian Local Search Market
- ❑ Strong Brand Recognition with 171.7 million unique quarterly visitors^ in Q2 FY24 (171.4 million in Q1 FY24)
- ❑ Comprehensive database of 40.2 million listings
- ❑ Attractive Value Proposition For Local SMEs
- ❑ Experience and Expertise in Local Indian Market
- ❑ Advanced and Scalable Technology Platform
- ❑ Efficient & Profitable Business Model
- ❑ Strong & Experienced Management Team
- ❑ Strong Financial Profile, Prepaid Model

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



NATIONWIDE PRESENCE



Nationwide coverage, branches in 11 cities across India



Corporate Headquarters in Mumbai, Technology operations in Bengaluru



4,946 employees in tele-sales, 6,586 feet-on-street salesforce



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

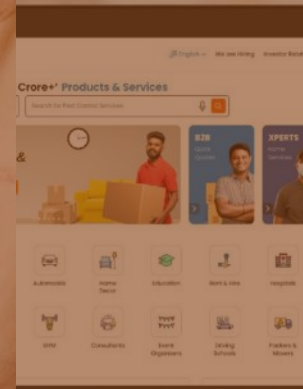
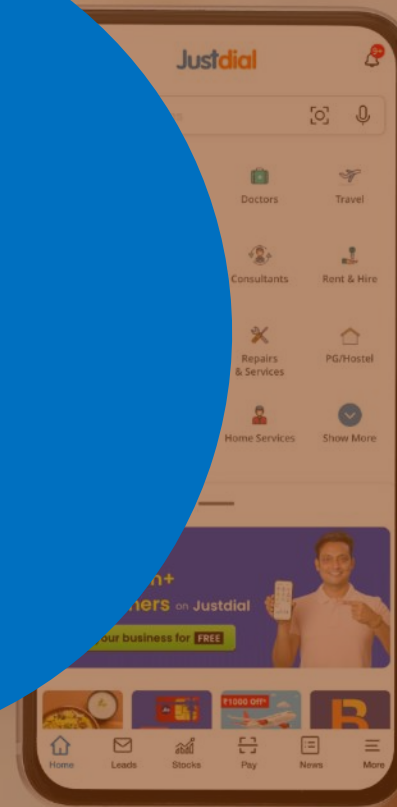
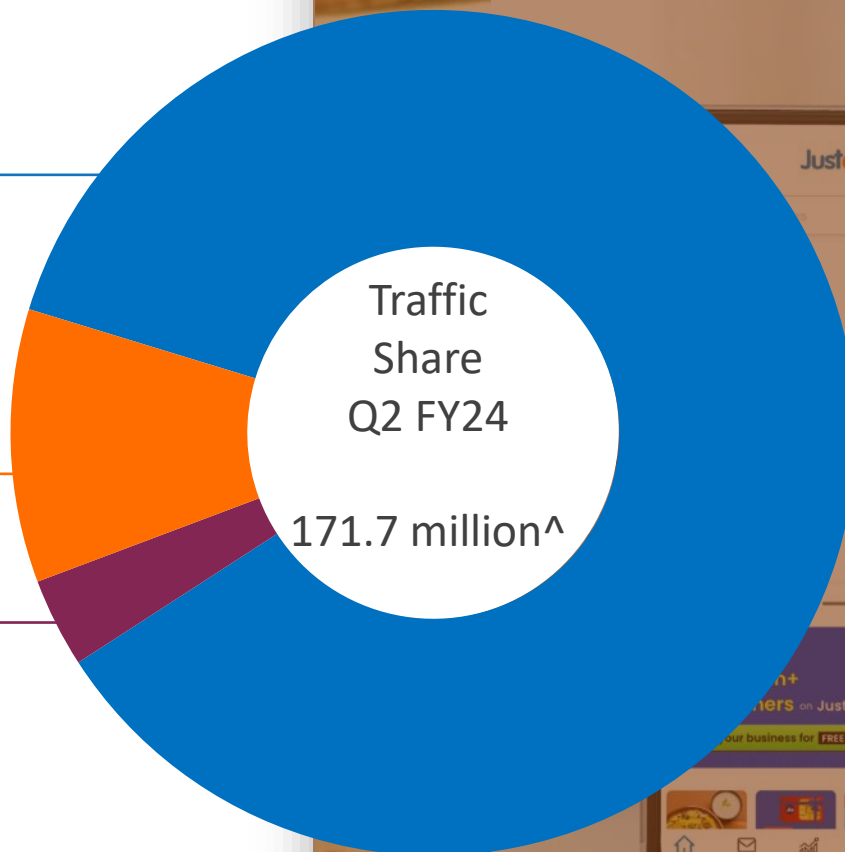


PLATFORMS

 **86.1%**
MOBILE
Mobile Site & Apps

 **10.5%**
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

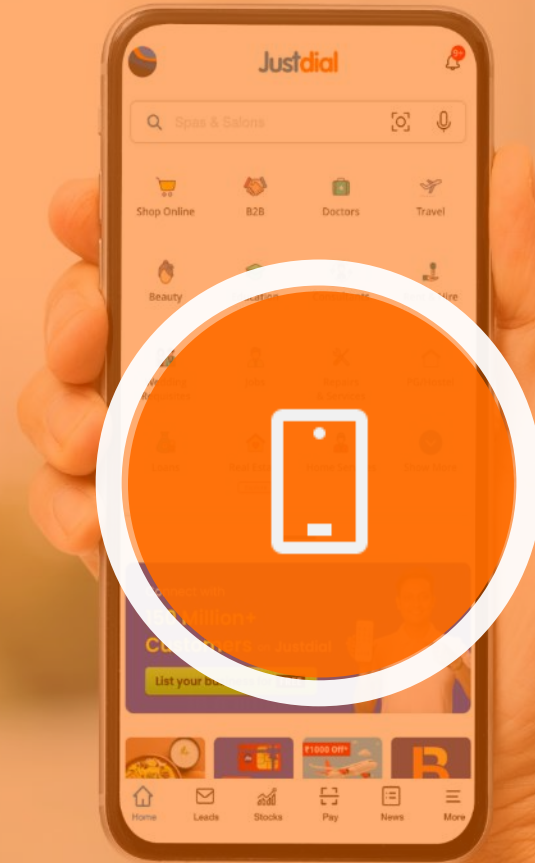
Ratings & Reviews

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

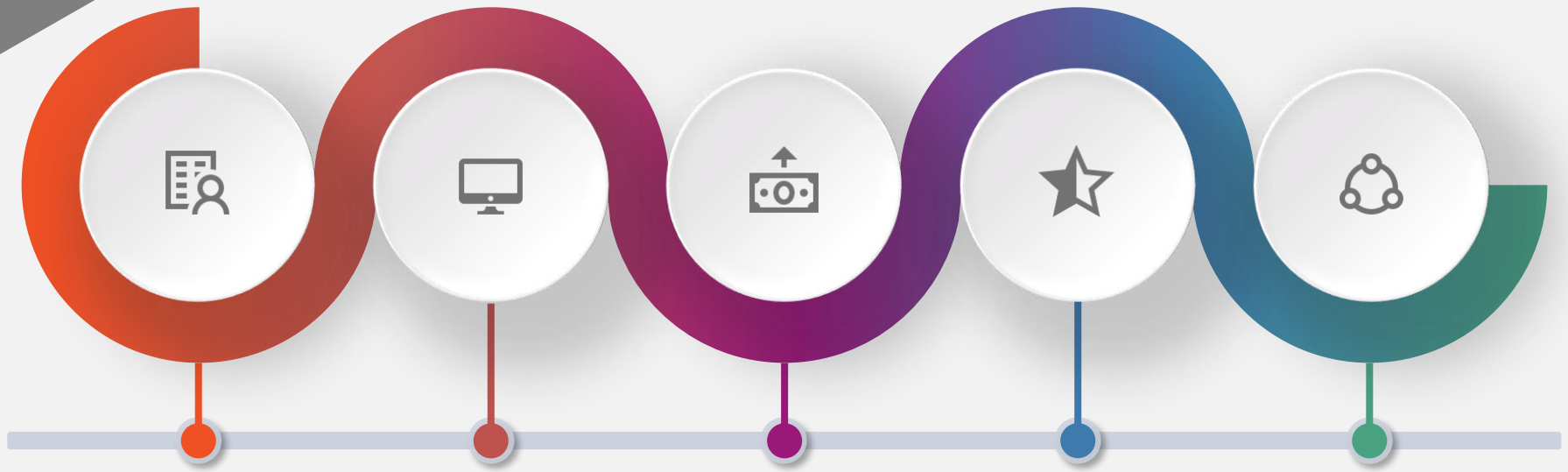
Personalized Greeting

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



145.8 million Ratings & Reviews

Mobile-verified, unbiased ratings

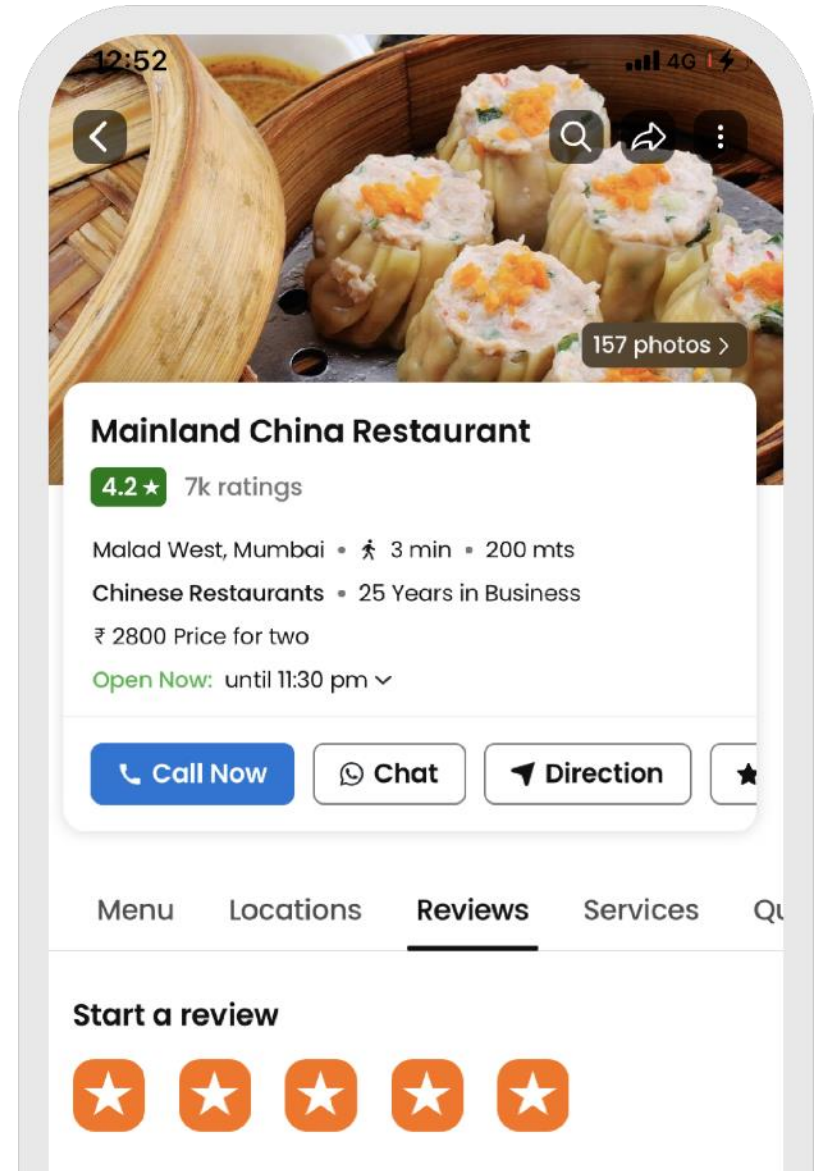
Intelligent tags to capture experiences

Friends' Ratings

5-Point Rating Scale

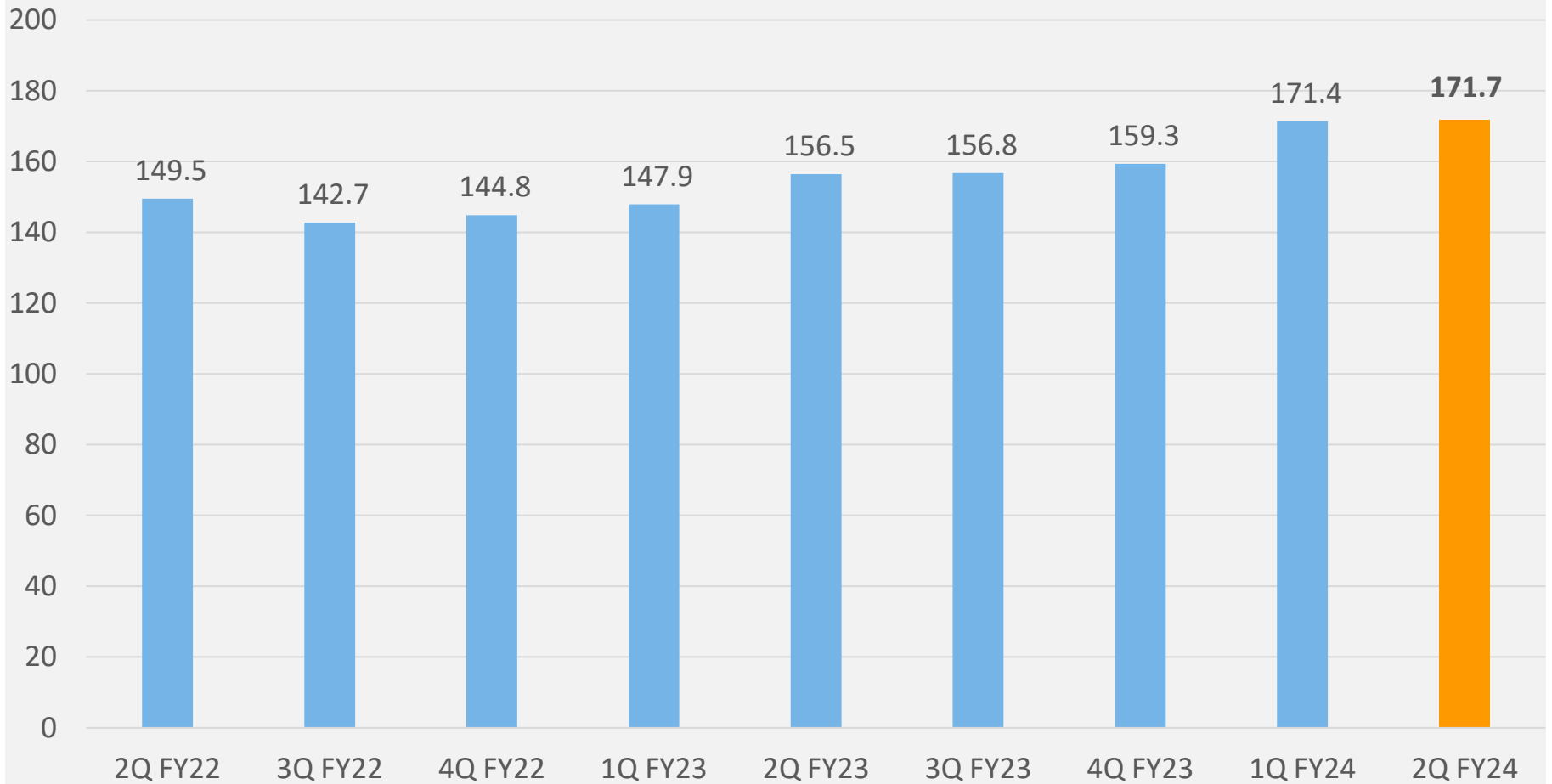
Photos Upload with Review

Robust Audit Mechanism



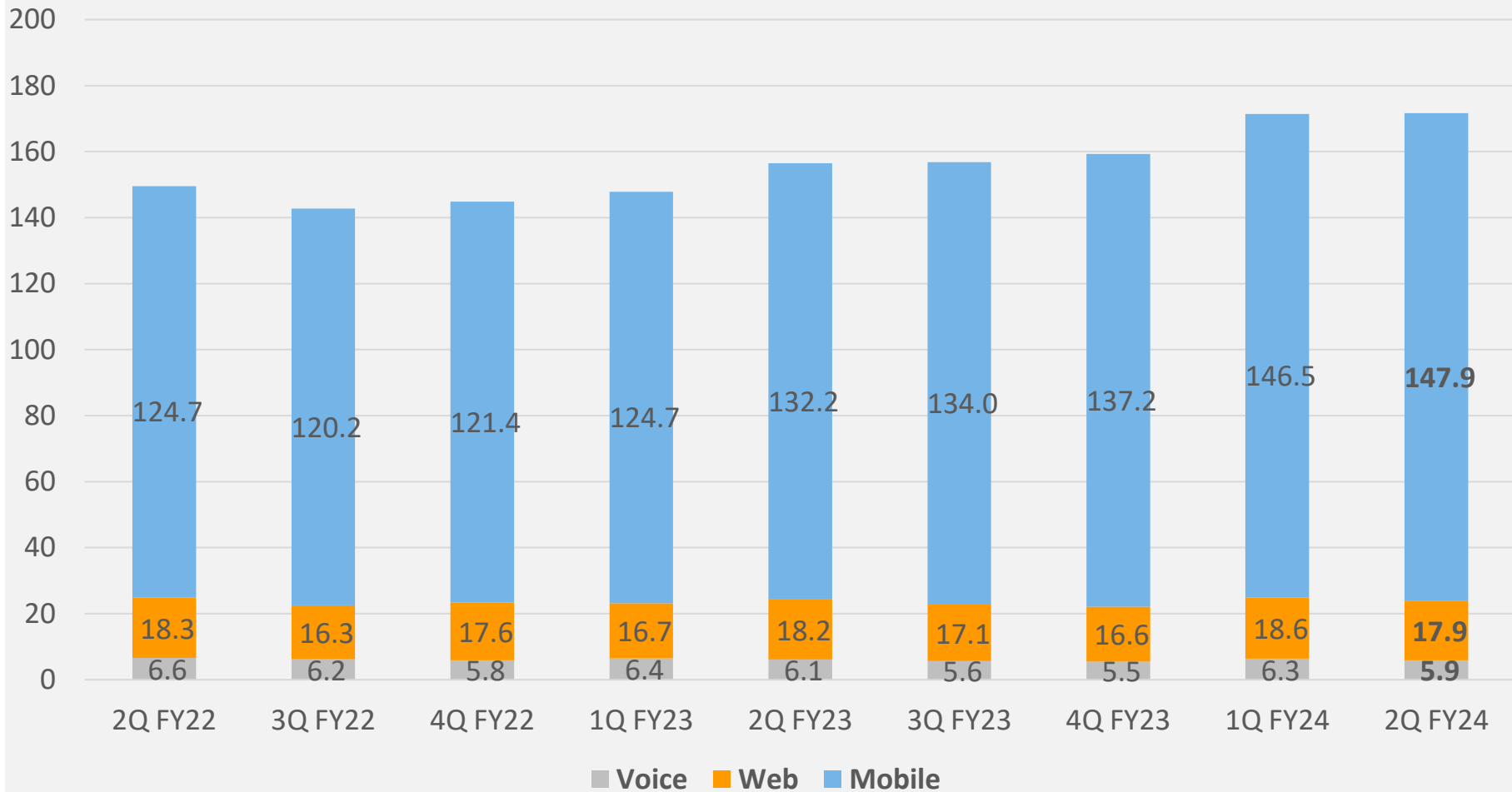
TRAFFIC/ VISITORS

Quarterly Unique Visitors (million)



TRAFFIC/ VISITORS

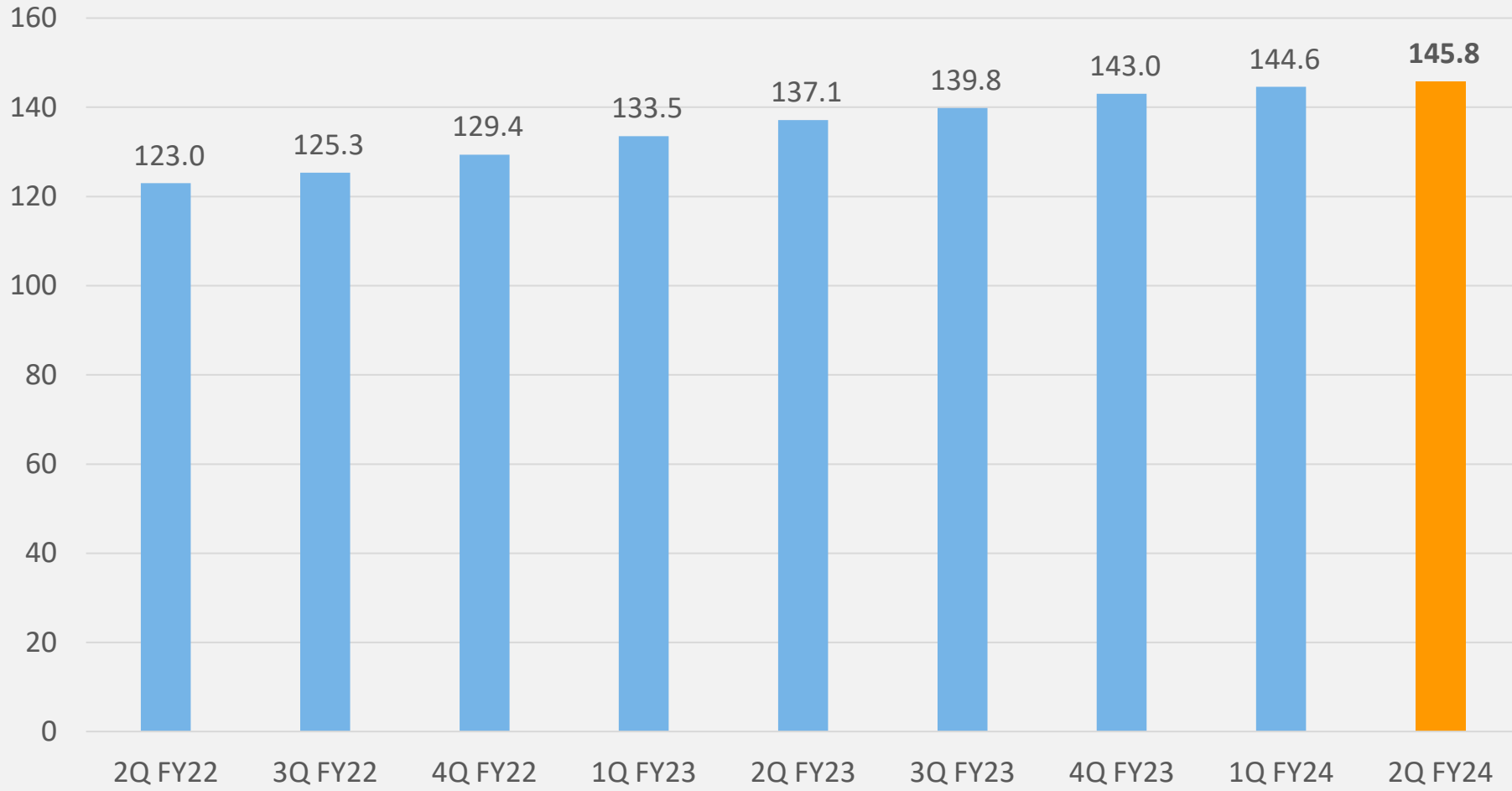
Quarterly Unique Visitors split (million)



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

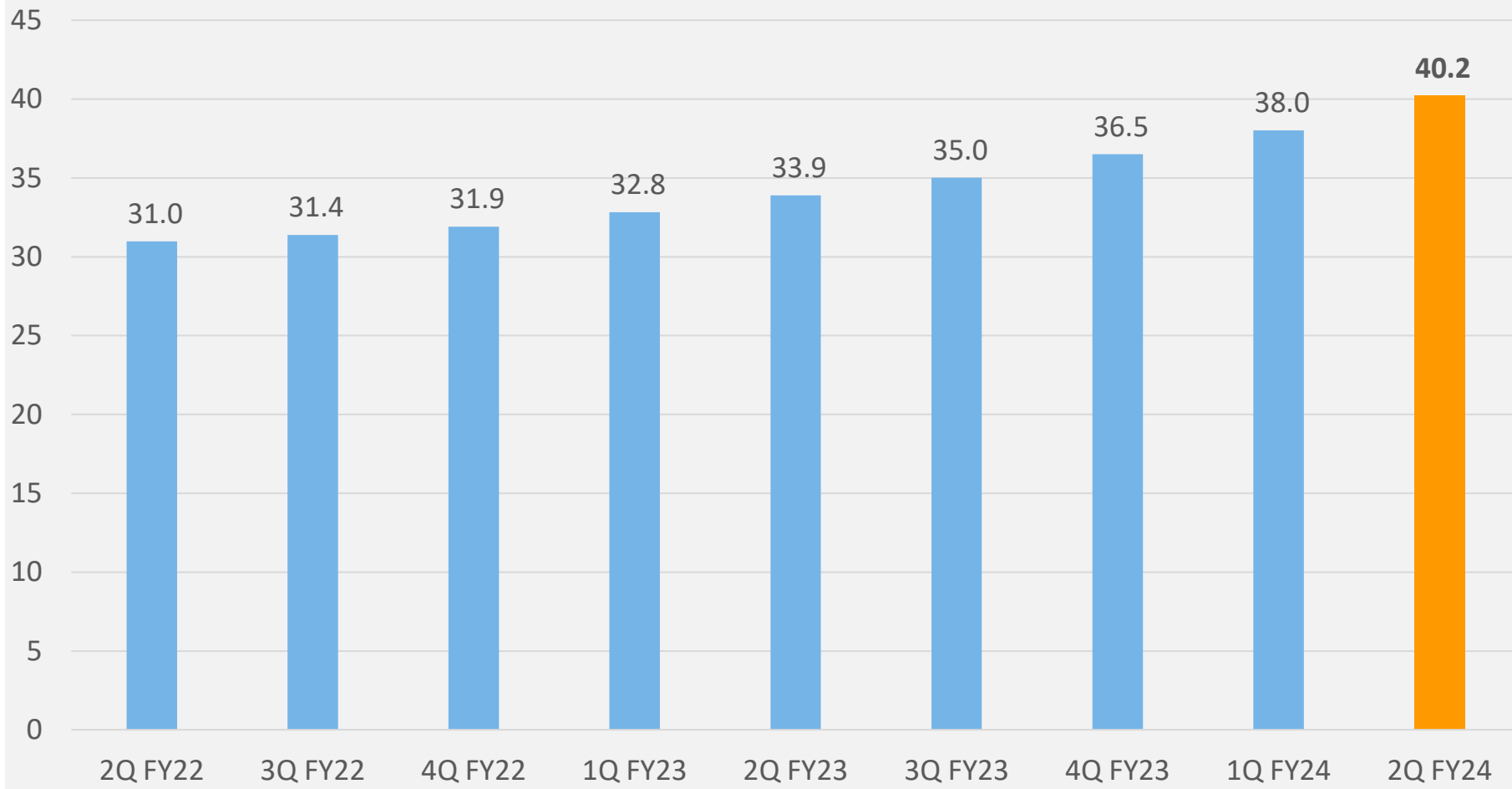
USER ENGAGEMENT

Ratings & Reviews (million)



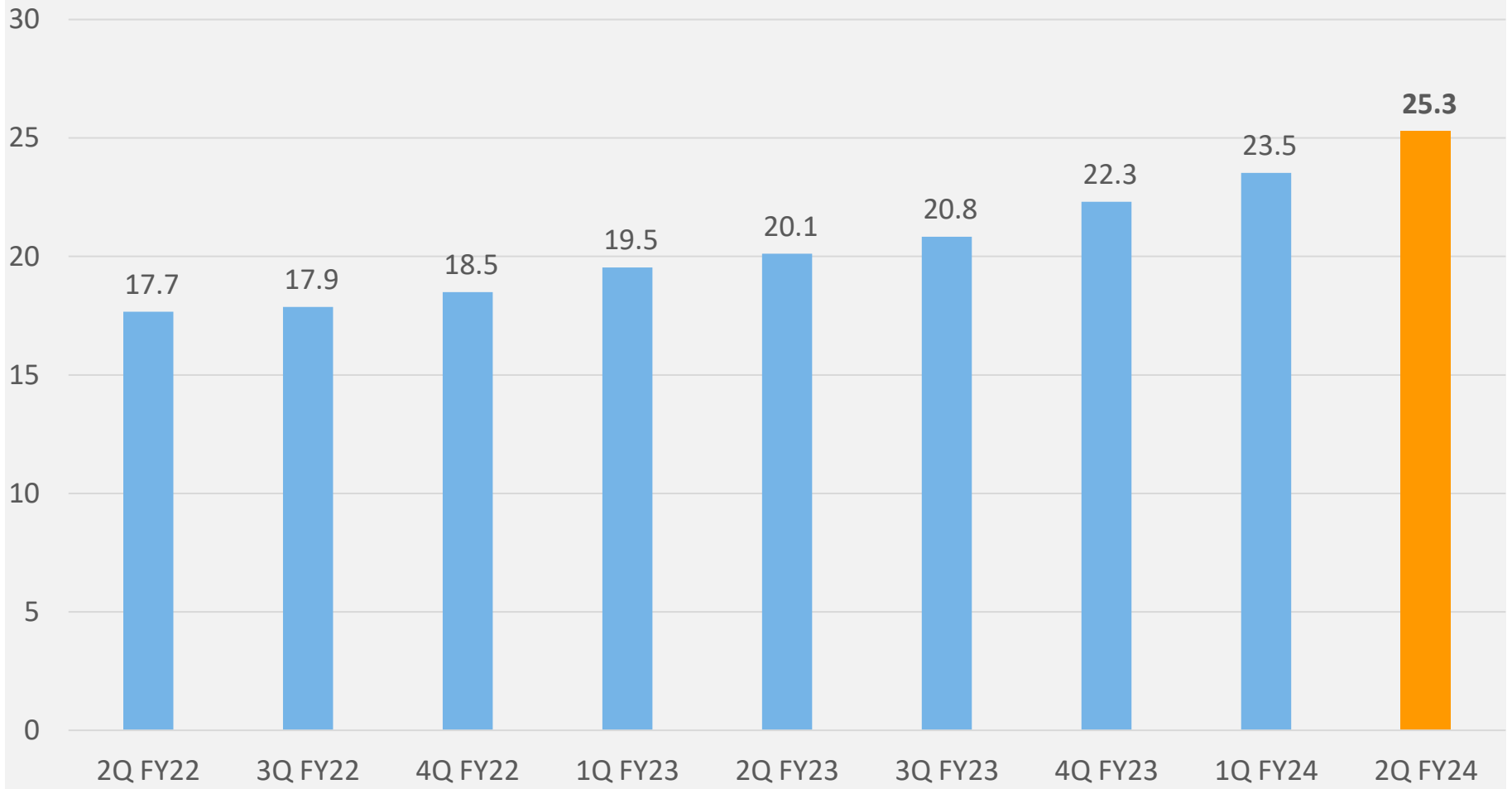
DATA ENRICHMENT

Active Listings - period end (million)



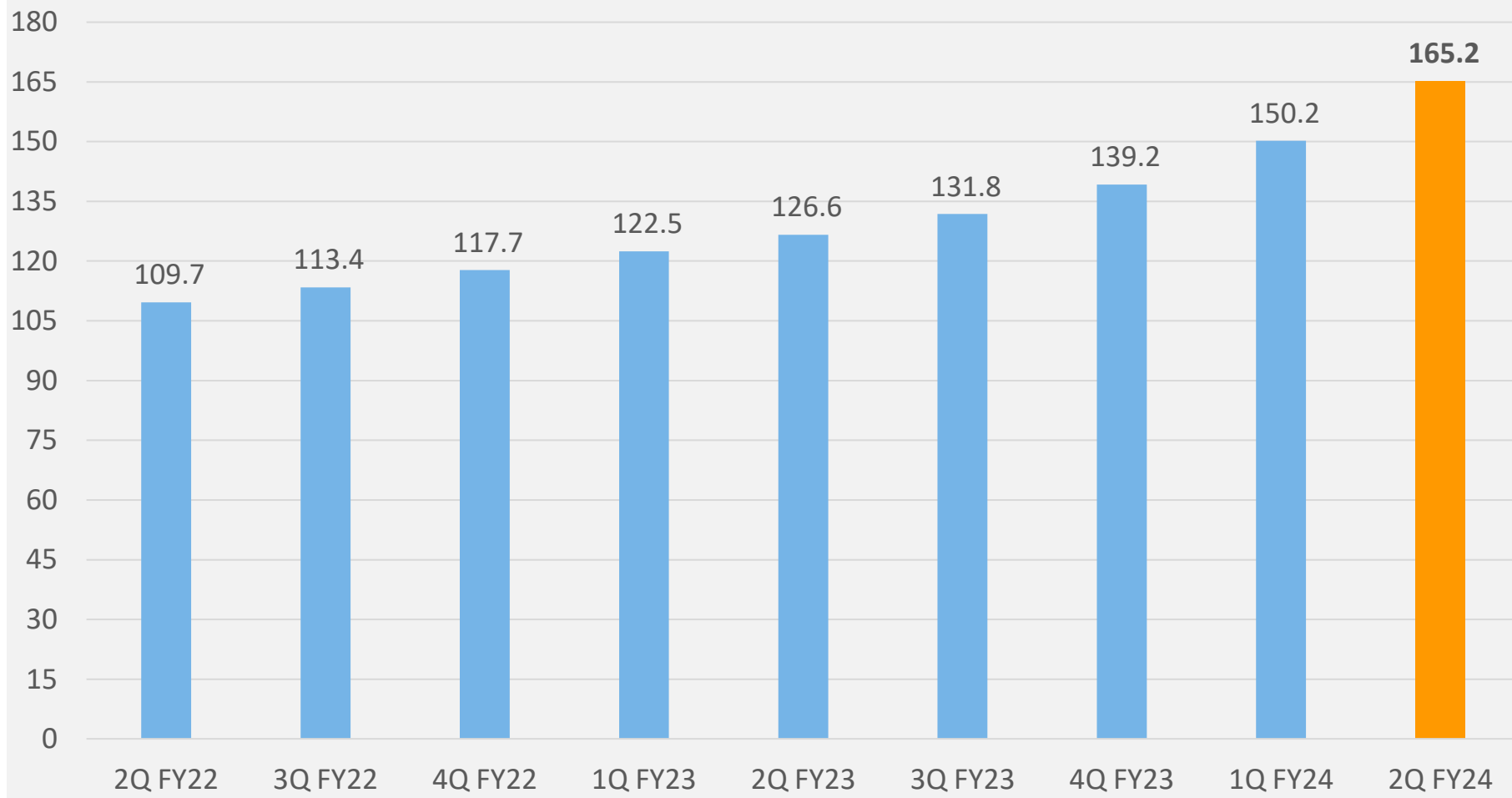
DATA ENRICHMENT

Listings with Geocodes (million)



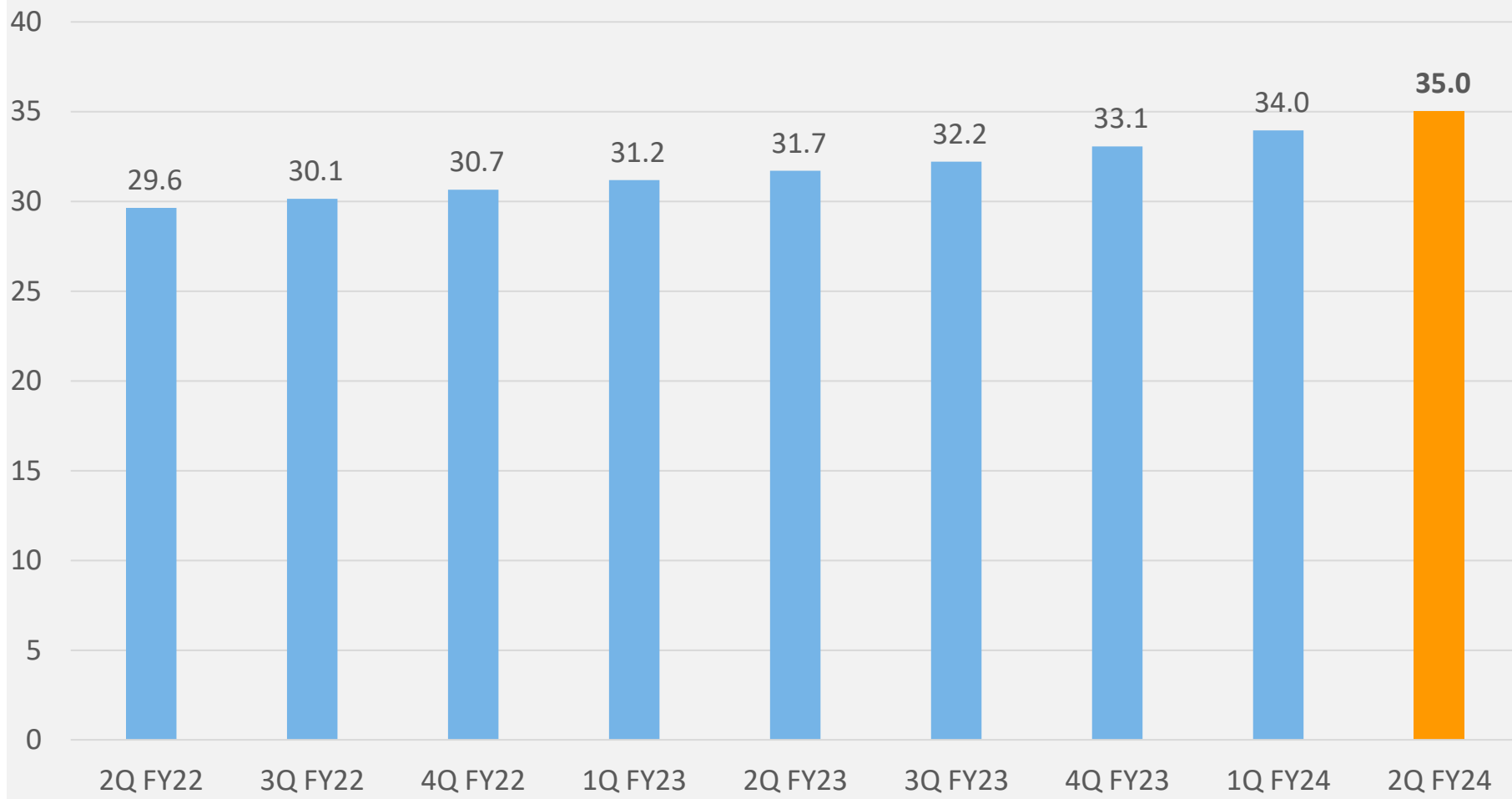
DATA ENRICHMENT

Images in Active Listings (million)



MOBILE APPS

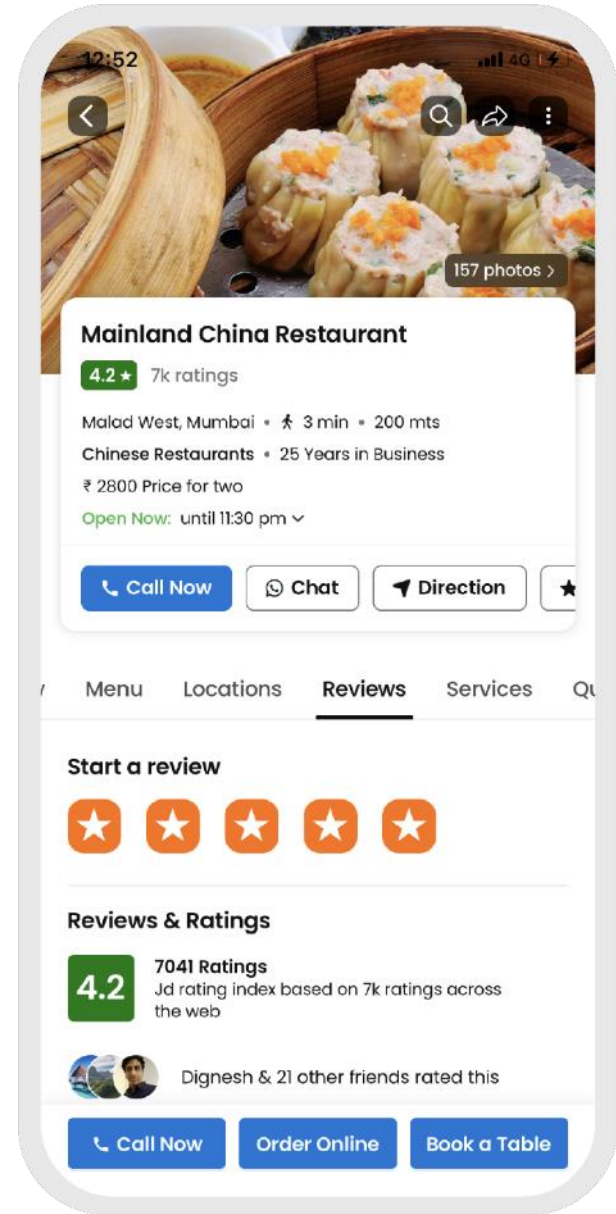
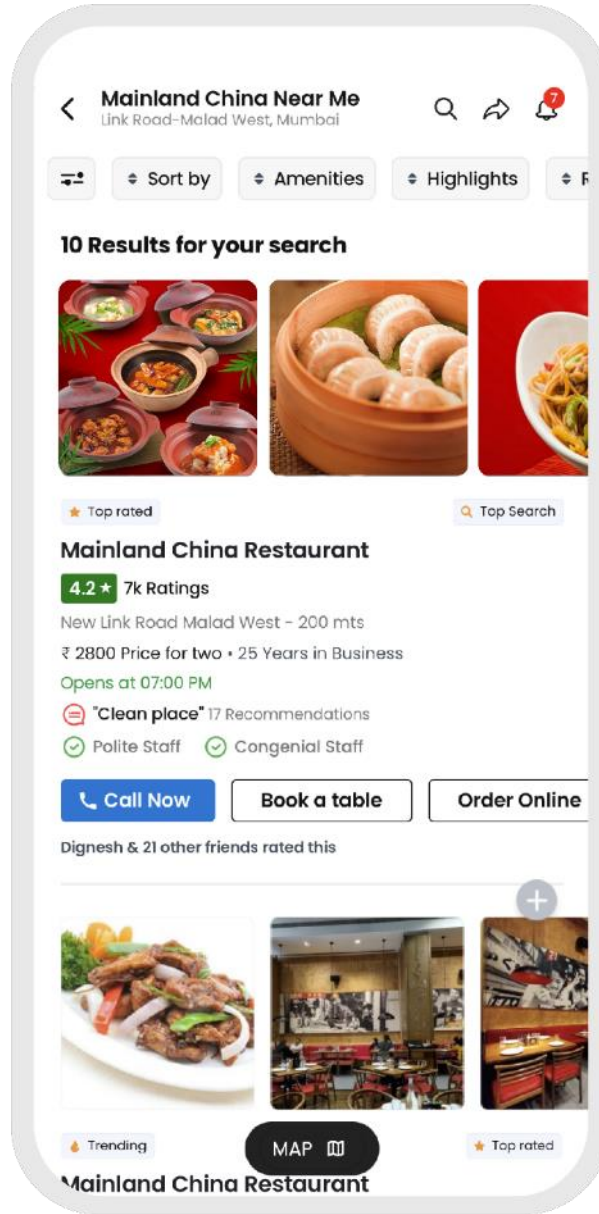
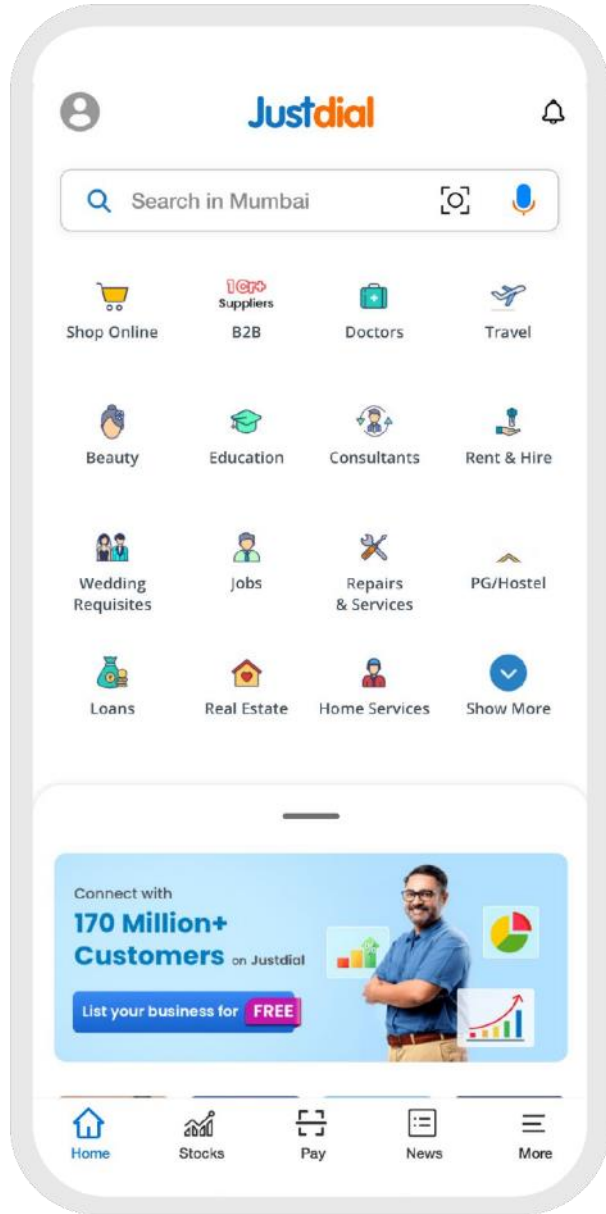
Cumulative JD App Downloads (million)





PRODUCT OVERVIEW

JD - MOBILE



JD - MOBILE

Interior Designers
Colaba, Mumbai

Pooja Plywood and Fabrication

11.1k Results for your search

Bhartik Interiors
5.0 ★ 285 Ratings
Sankalp Phase Mira Road East - 12.3 km
18 Years in Business
Open until 9:30 pm
"Quick service" 41 Recommendations
57 Enquiries
Bungalow Gypsum False Ceiling

Chanda Electrical
5.0 ★ 228 Ratings
Mumbai and Navi Mumbai Panvel - 37.5 km
8 Years in Business
Open 24 Hrs
10 Offers Available
"Excellent service" 95 Recommendations

Call Now Send Enquiry Chat

General Physicians
Colaba, Mumbai

Fees - High to Low Book Appointment

3.8k Results for your search

Dr. Vishakha Shivdasani Clinic
4.0 ★ 22 Ratings
Cuffe Parade - Colaba - 30.0 km
19 Years in Healthcare
Available until 7:00 pm
"Dr Vishaka is the best, she comes in a category of A with he..."
Nutrition Counselling

M & P Mindtransformer
4.9 ★ 16 Ratings
54 M.G.Road Vile Parle East - 9.7 km
Experience : 3 years
Available until 7:00 pm
"From my experience i can firmly say...this is the best place ..."
4 Enquiries
Parenting Counselling

Dr. Muffazal Lakdawala (Digesti...
4.3 ★ 25 Ratings
Pandi Marg Worli - 20.1 km

Call Now Send Enquiry Book Appointment

1:06

Dr. Sameer Pagad (Bombay Hospital And Medical Research Centre)
4.9 ★ 15 ratings
Marine Lines, Mumbai • 82 min • 27.3 km
Cardiologists • DNB (Cardiology)
Opens at: 02:00 PM

Call Now Chat Direction

Overview Reviews Services Quick Info

Start a review

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 Photos

Call Now Enquire Now Chat

VOICE SEARCH

Mainland China restaurant



12:52 4G

157 photos >

Mainland China Restaurant

4.2★ 7k ratings

Malad West, Mumbai • 🚶 3 min • 200 mts
Chinese Restaurants • 25 Years in Business
₹ 2800 Price for two
Open Now: until 11:30 pm

Call Now Chat Direction ★

Menu Locations **Reviews** Services Q

Start a review

★ ★ ★ ★ ★

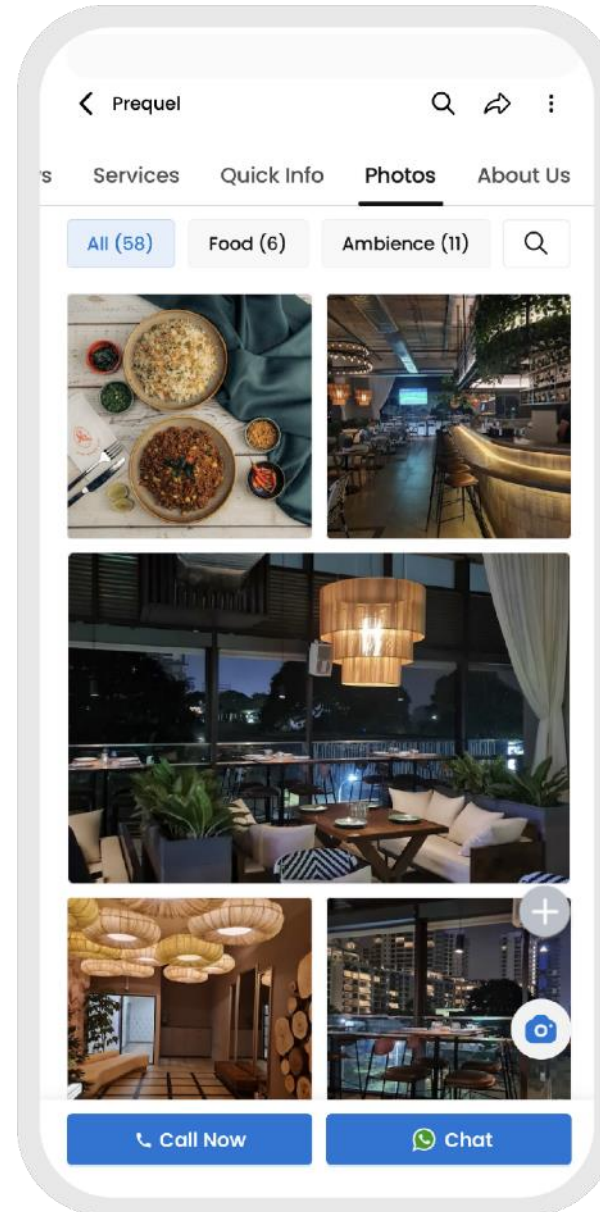
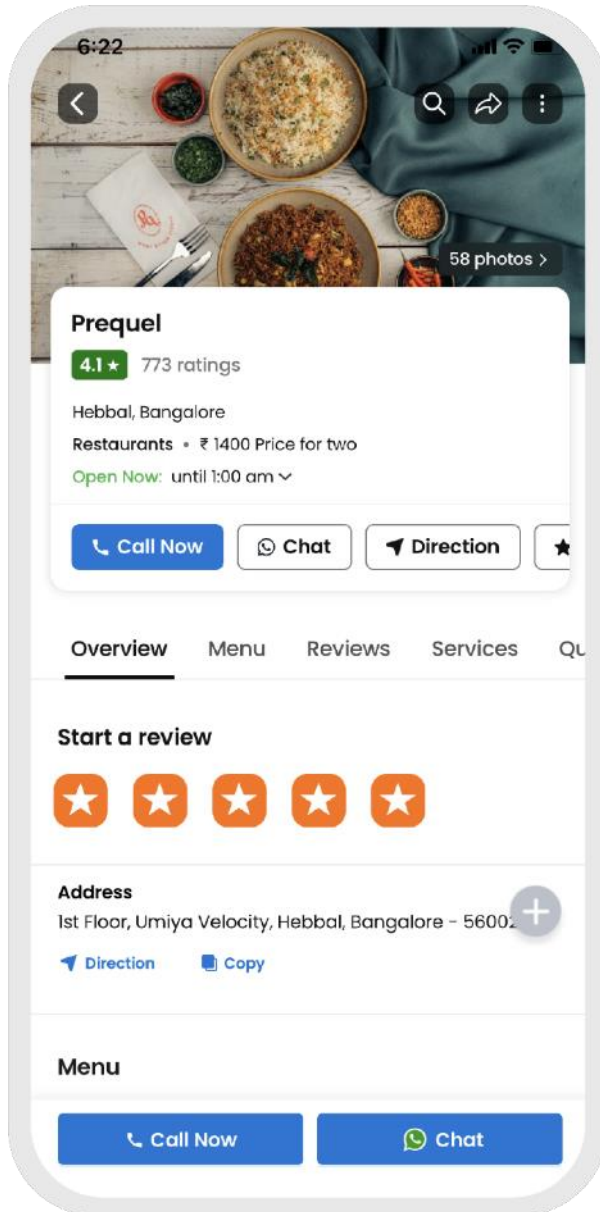
Reviews & Ratings

4.2 7041 Ratings
Jd rating index based on 7k ratings across the web

Dignesh & 21 other friends rated this

Call Now Order Online Book a Table

ENHANCED MOBILE PAGE




MOVIES


[Justdial](#)

Search JD Movies


[In Theatres](#) [Movies Online](#) [Plays](#) [Events](#) [Sports](#)




Fukrey 3
(Hindi Movie)



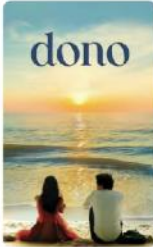
Jawan
Gaurav 4/5




Thank You For
Coming (Hindi M...




The Exorcist:
Believer




Dono (Hindi
Movie)




The Vaccine War
(Hindi Movie)




Home




Leads




Stocks



Pay




News



More


Thank You For Coming (Hin...



**Thank You For Coming
(Hindi Movie) (A)**
Comedy, Drama
6th Oct 2023 • 1 hrs 58 mins
Critics NA • User NA


[Tickets](#) [Reviews](#) [Videos](#) [Top Stories](#) [Synopsis](#)

Today, 6 October ▾

PVR Cinemas (Infiniti Mall) 


Link Road Malad West **CALL**

09:00 AM 01:30 PM 07:45 PM

Movie Time Cinemas 


Evershine Nagar-malad West **CALL**

08:15 PM 10:30 PM


INOX Megaplex (Inorbit Mall) 

Link Road Malad West **CALL**


10:00 AM 12:50 PM 03:35 PM 06:15 PM
10:15 PM




Home




Leads




Stocks



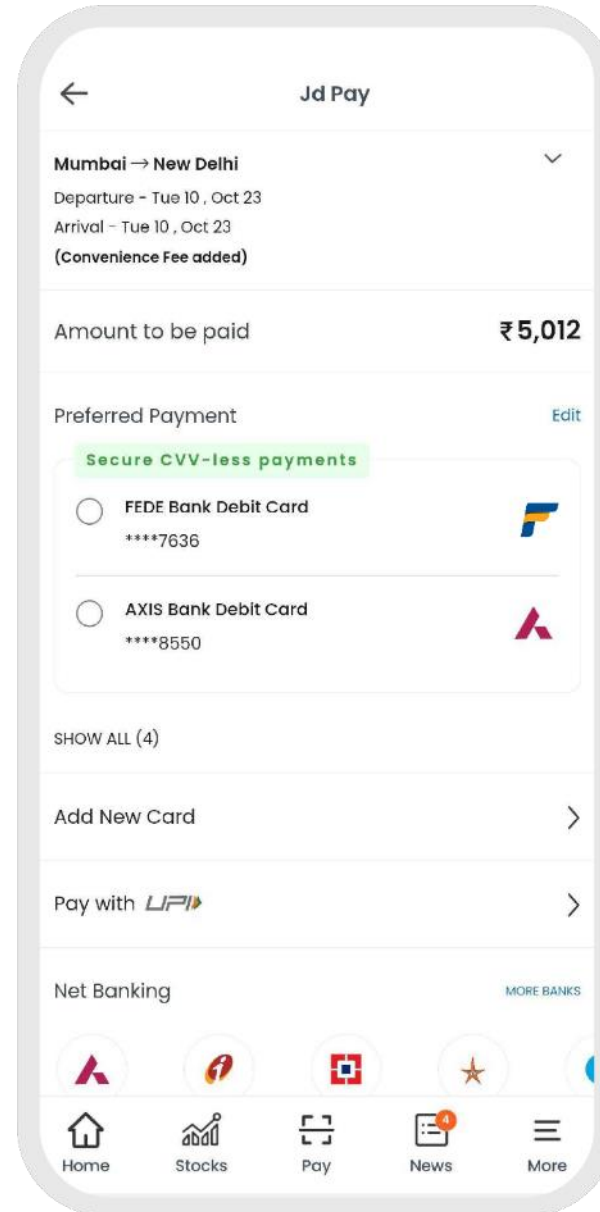
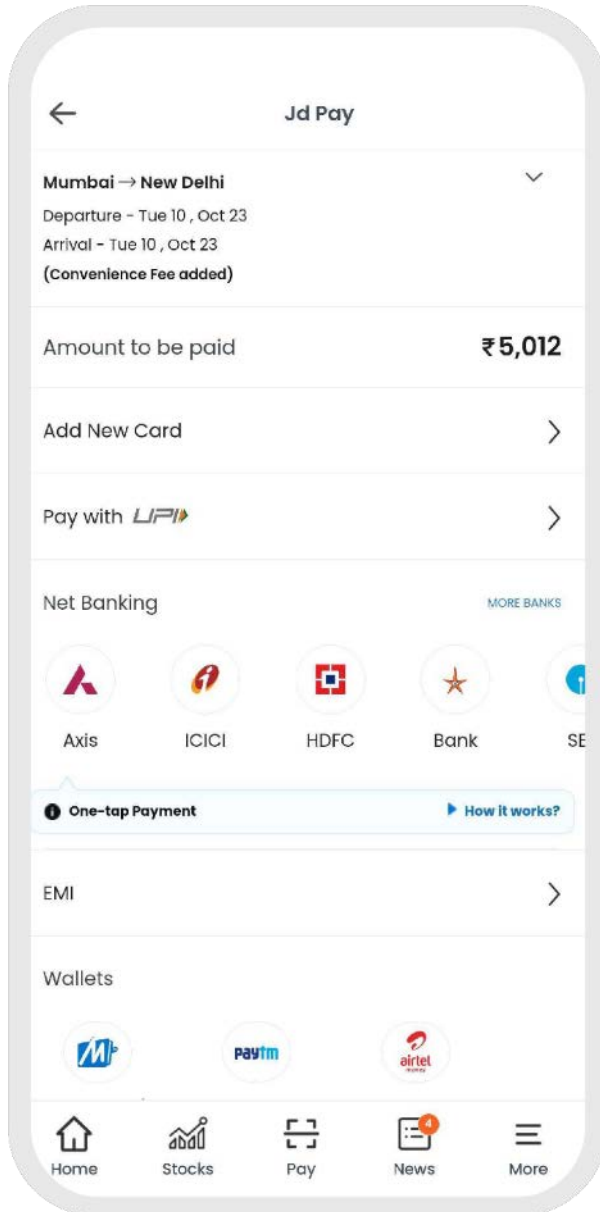
Pay



News



More



BEYOND SEARCH

JD Shopping

Flight Tickets

Bus Tickets

Hotel Bookings

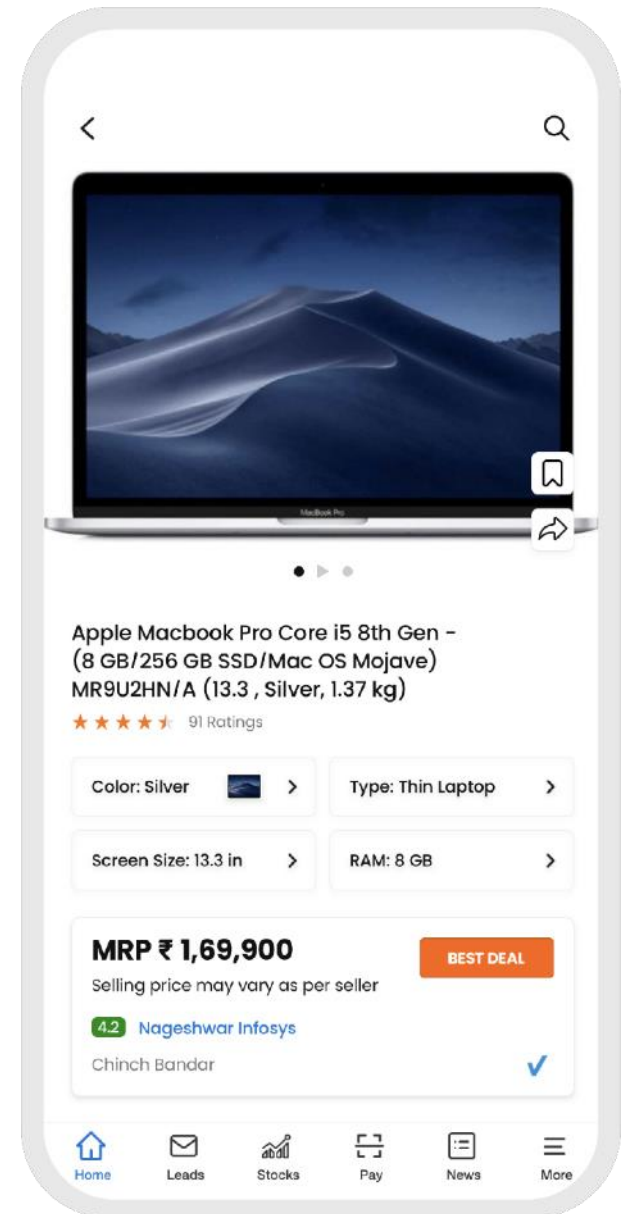
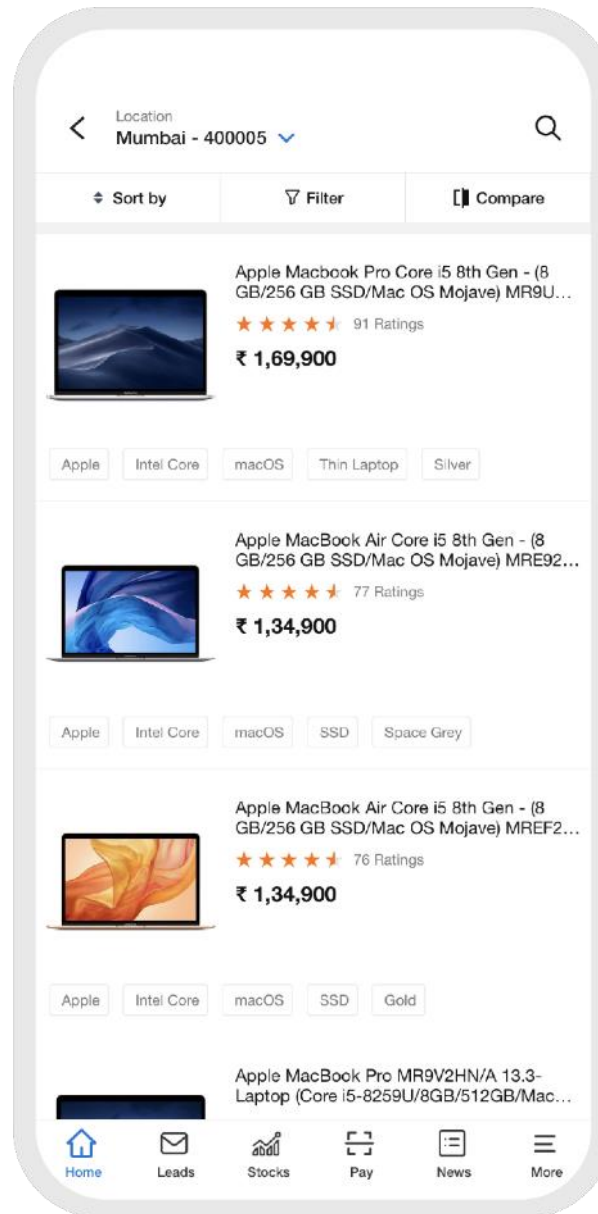
Bills & Recharge

Stocks

Logistics

Augmented Reality

... and many more.



BEYOND SEARCH

JD Shopping

 Flight Tickets

Bus Tickets

Hotel Bookings

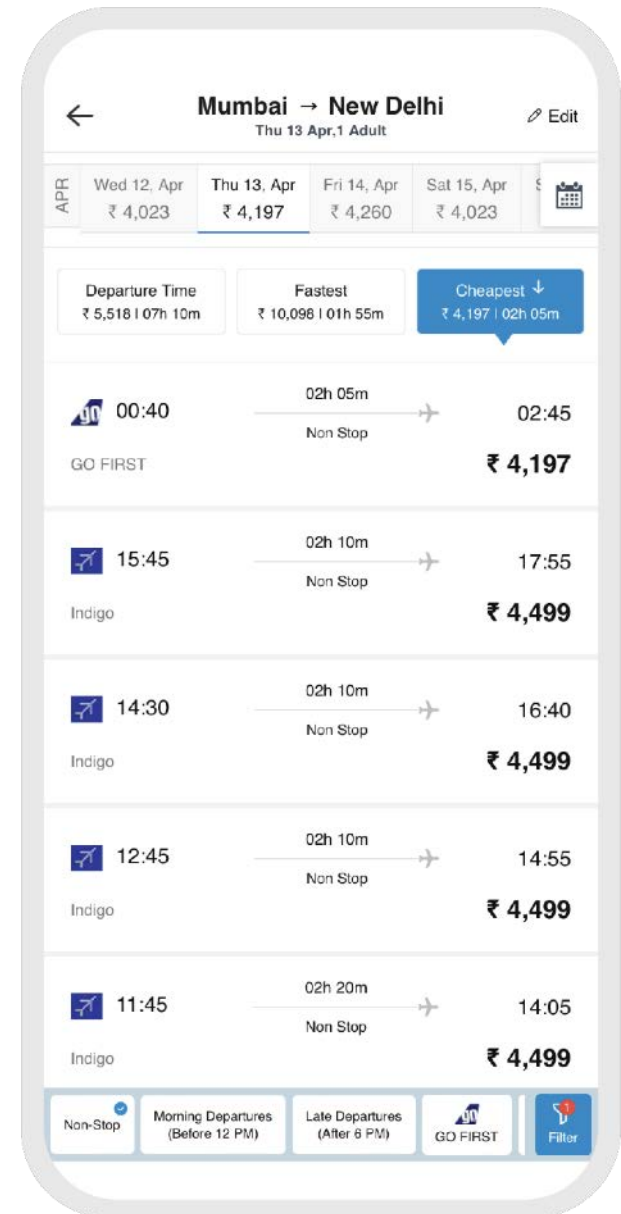
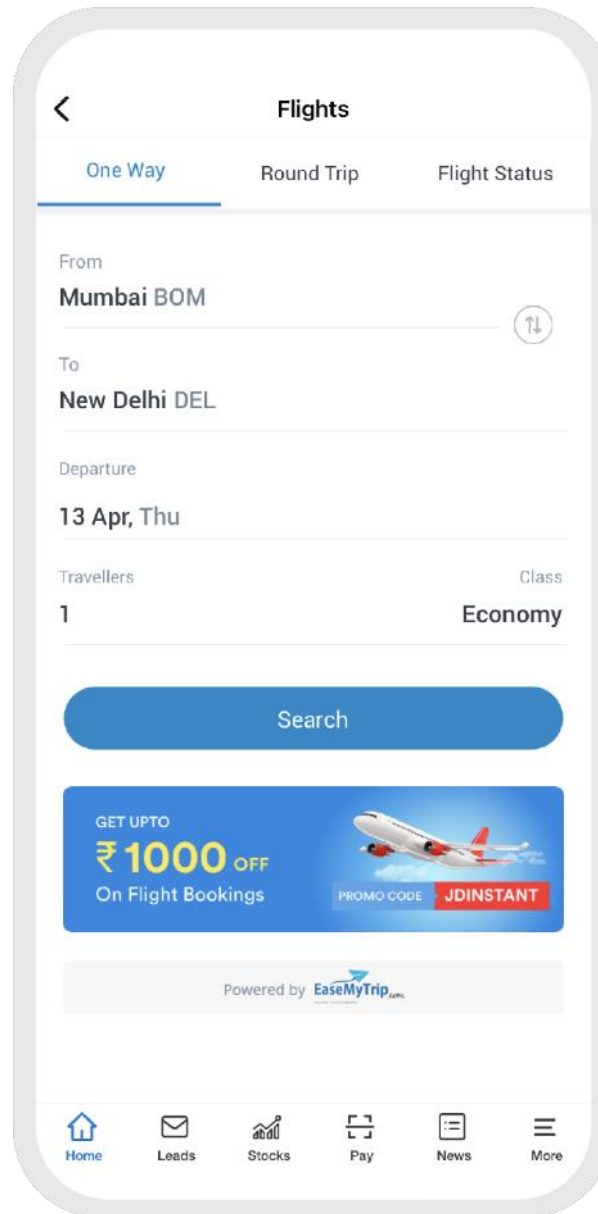
Bills & Recharge

Stocks

Logistics

Augmented Reality

... and many more.



BEYOND SEARCH

JD Shopping

Flight Tickets

 **Bus Tickets**

Hotel Bookings

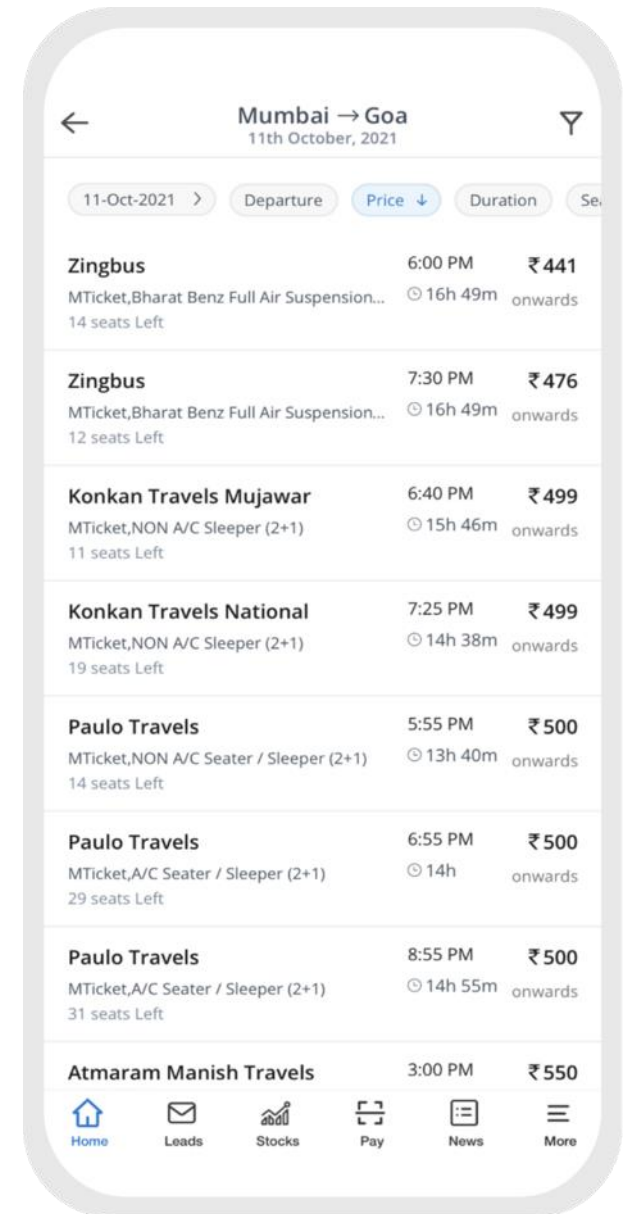
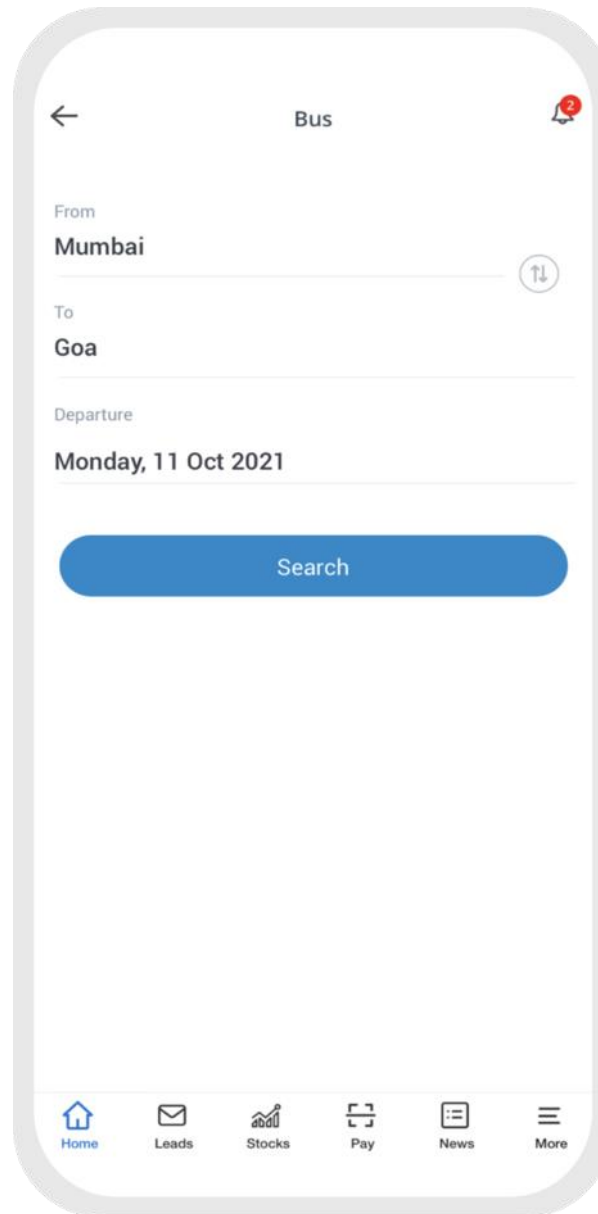
Bills & Recharge

Stocks

Logistics

Augmented Reality

... and many more.



BEYOND SEARCH

JD Shopping

Flight Tickets

Bus Tickets

 Hotel Bookings

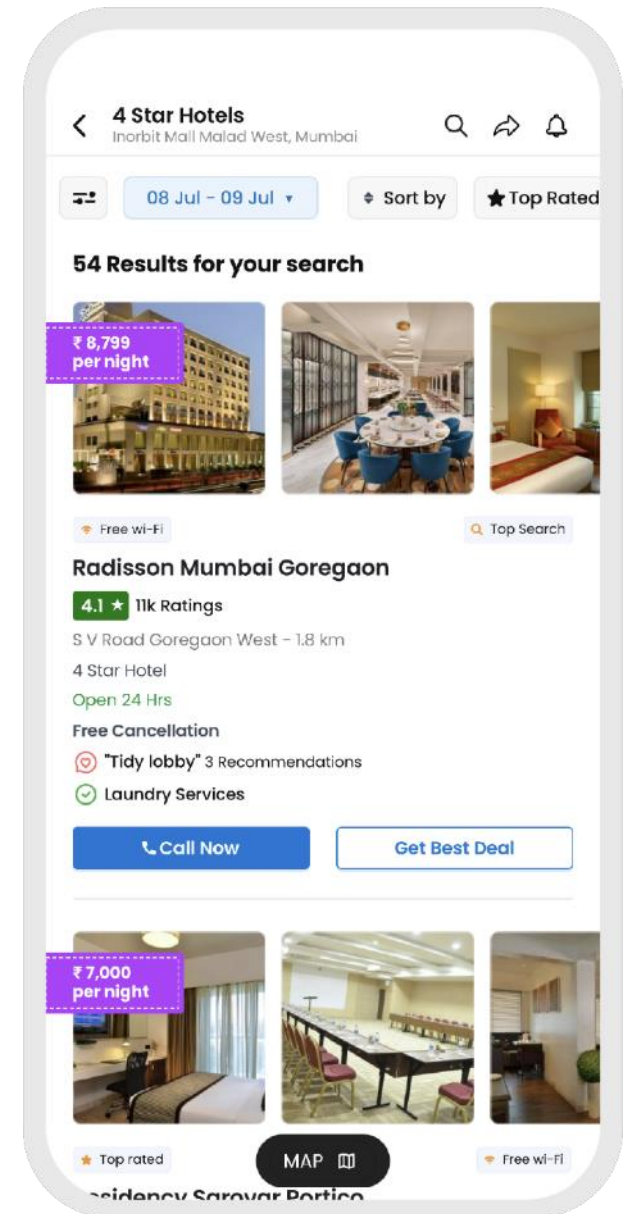
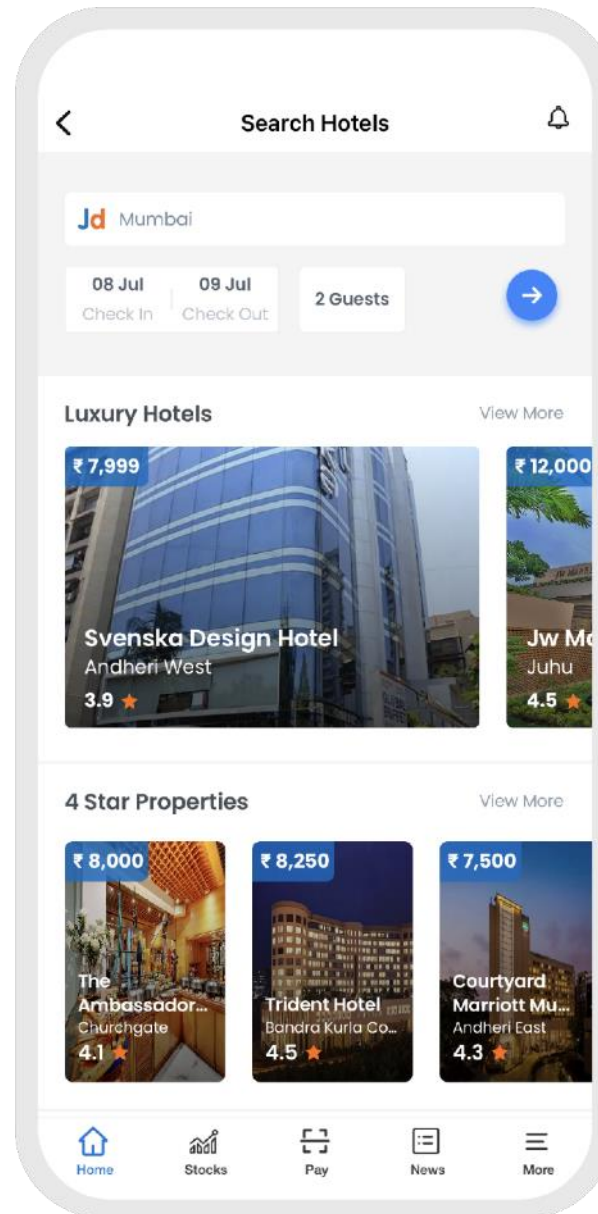
Bills & Recharge

Stocks

Logistics

Augmented Reality

... and many more.



BEYOND SEARCH

JD Shopping

Flight Tickets

Bus Tickets

Hotel Bookings

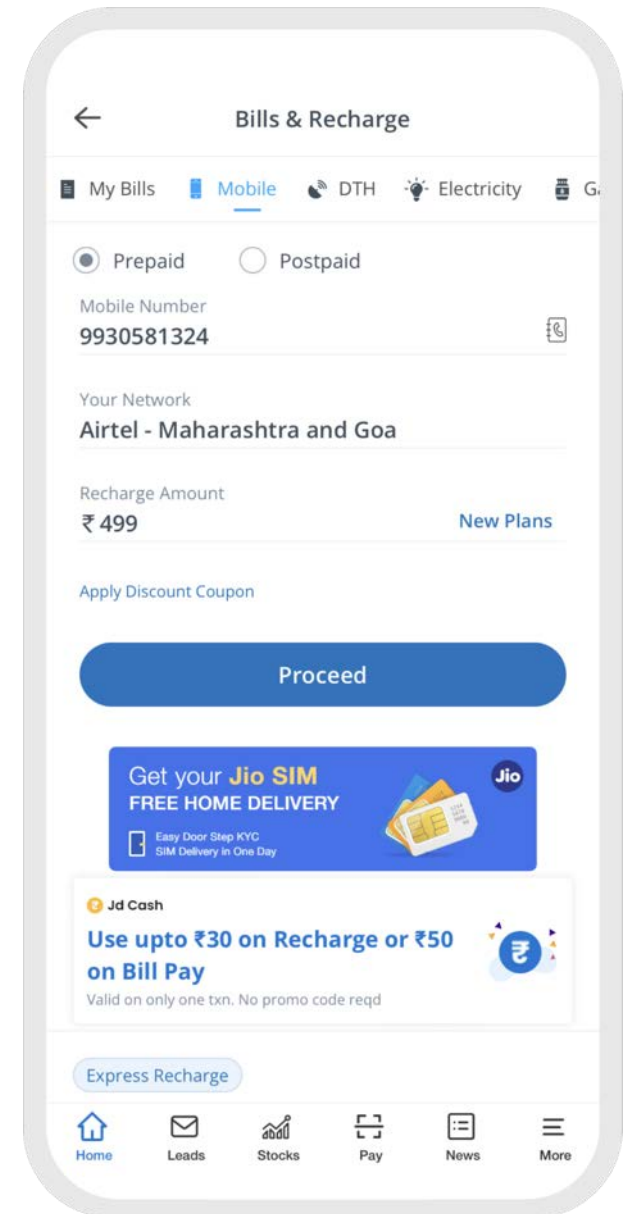
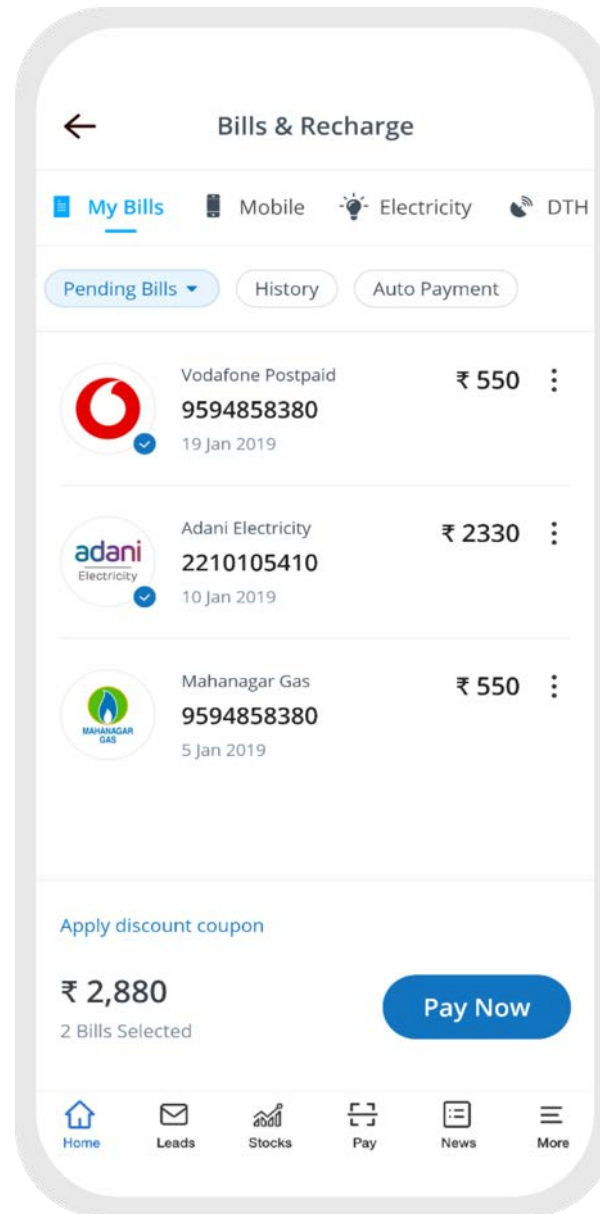
 Bills & Recharge

Stocks

Logistics

Augmented Reality

... and many more.



BEYOND SEARCH

JD Shopping

Flight Tickets

Bus Tickets

Hotel Bookings

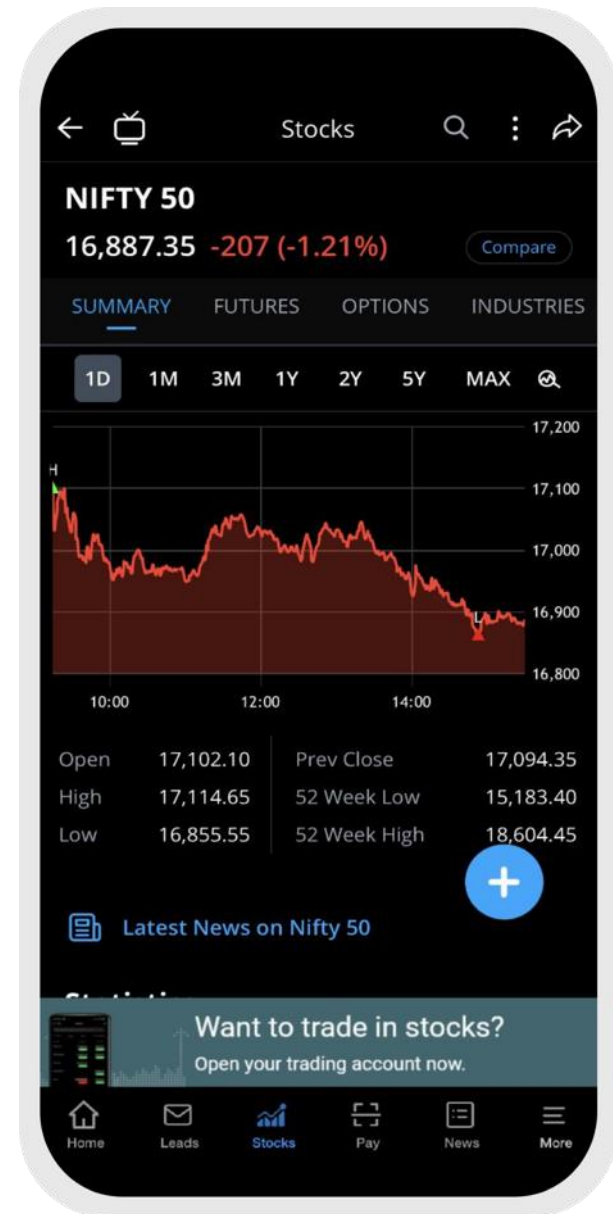
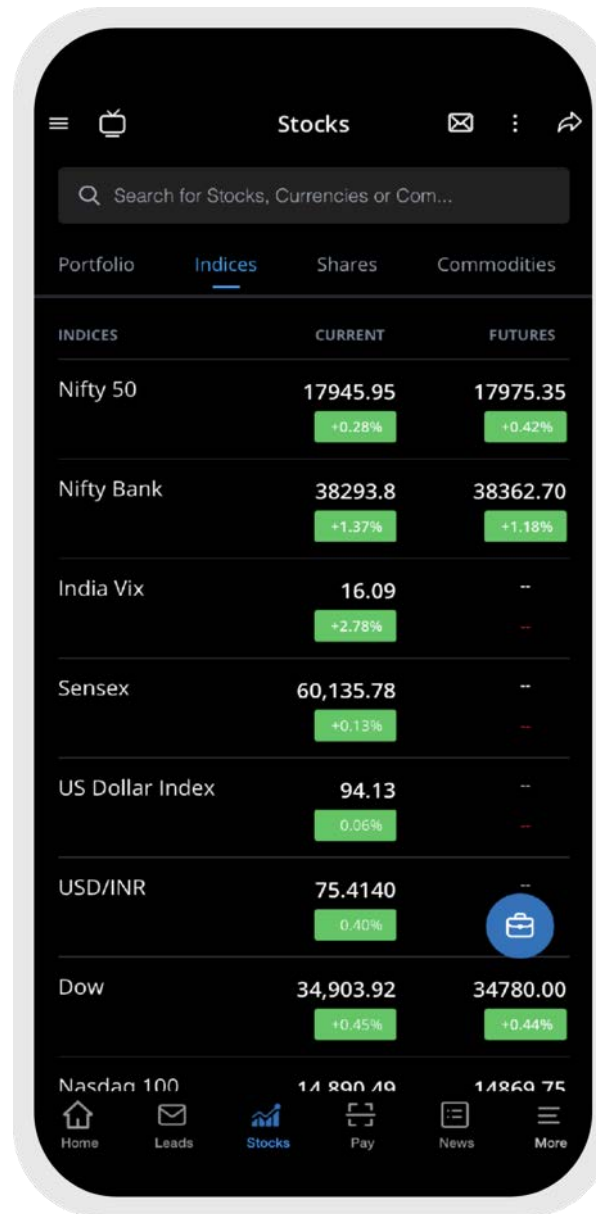
Bills & Recharge

 Stocks

Logistics

Augmented Reality

... and many more.



BEYOND SEARCH

JD Shopping

Flight Tickets

Bus Tickets

Hotel Bookings

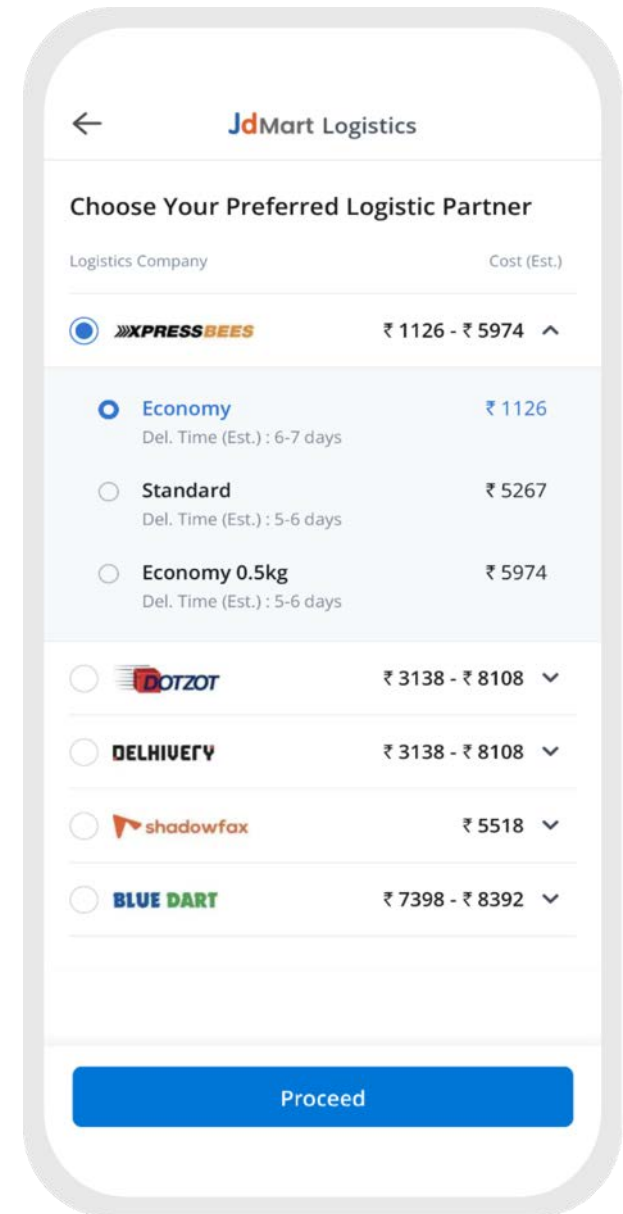
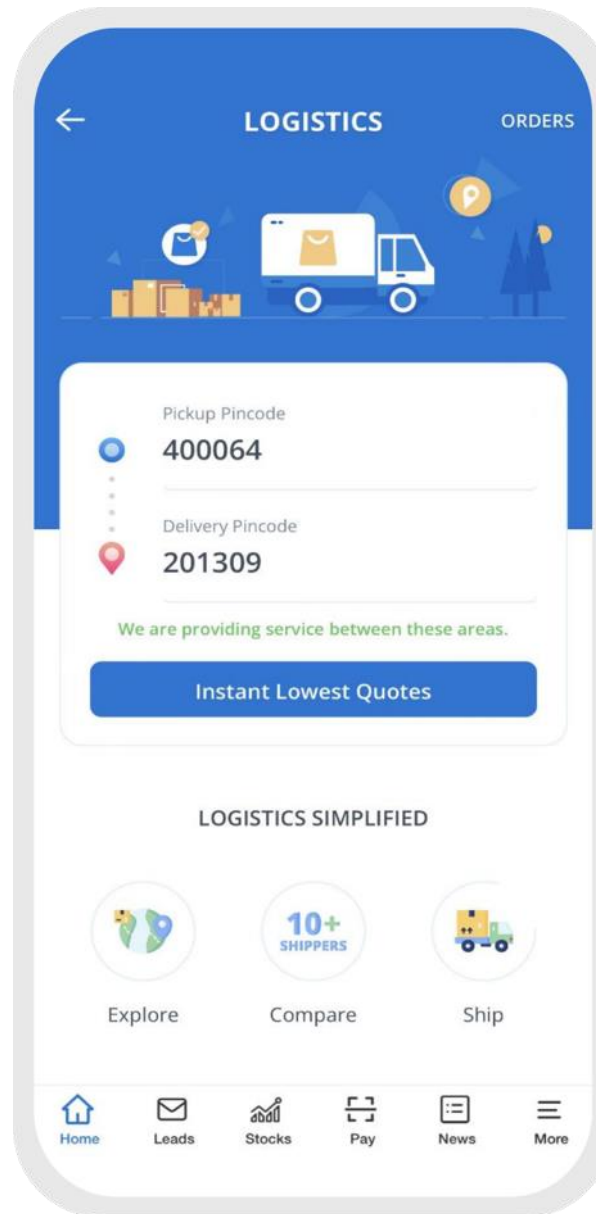
Bills & Recharge

Stocks

 **Logistics**

Augmented Reality

... and many more.



BEYOND SEARCH

JD Shopping

Flight Tickets

Bus Tickets

Hotel Bookings

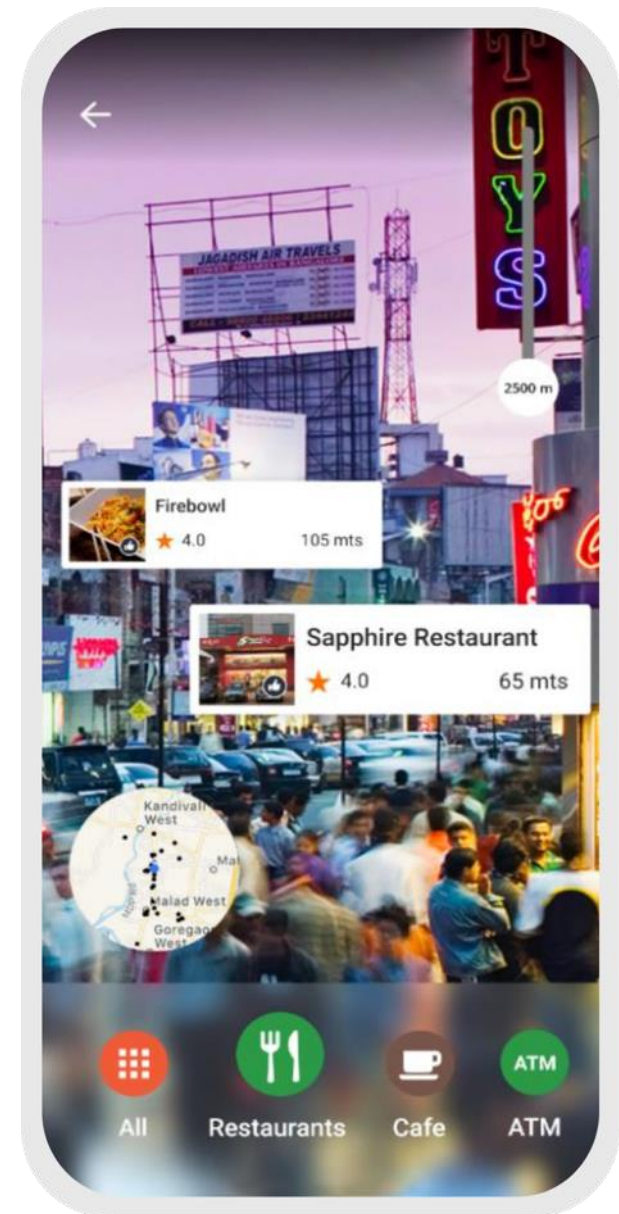
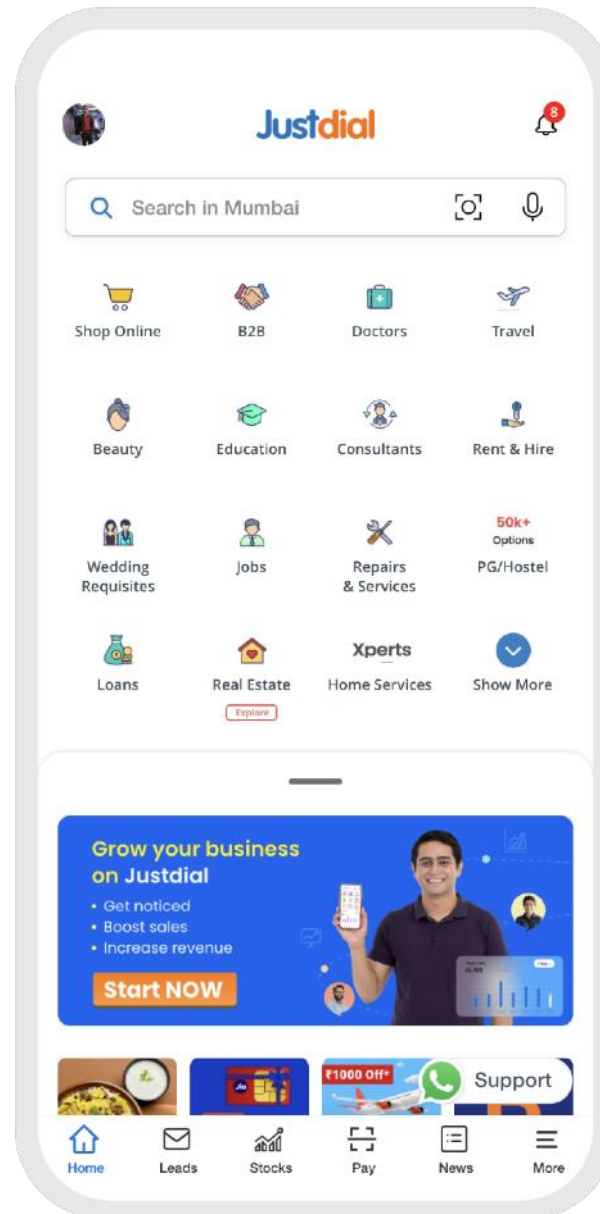
Bills & Recharge

Stocks

Logistics

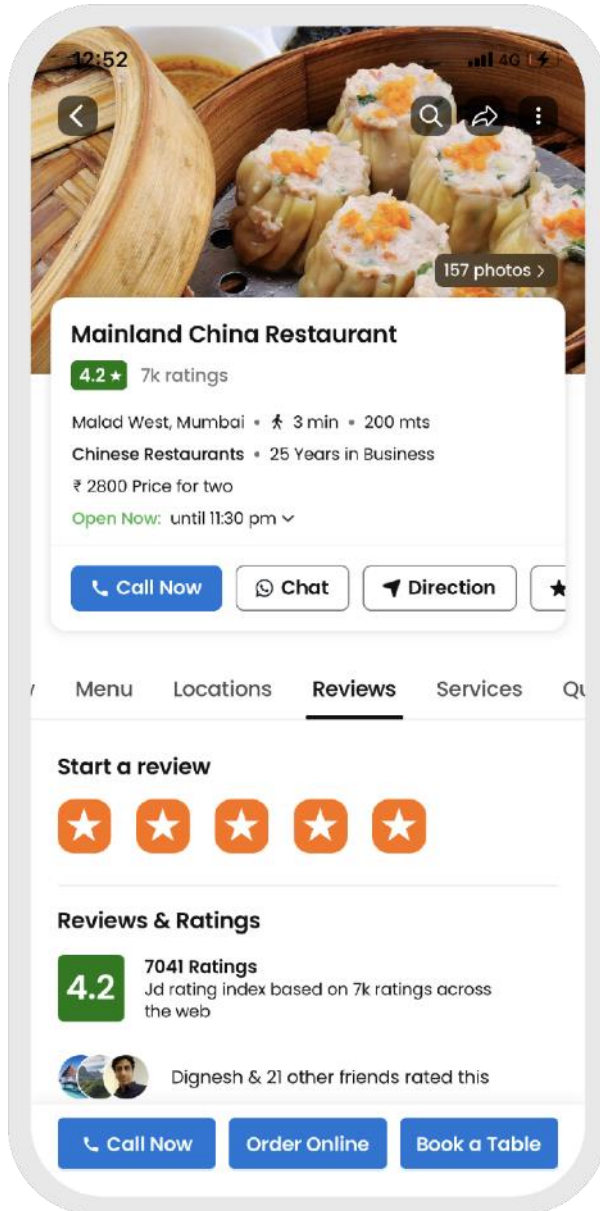
 **Augmented Reality**

... and many more.





NEW INITIATIVES



12:52 4G

157 photos >

Mainland China Restaurant

4.2 ★ 7k ratings

Malad West, Mumbai • 3 min • 200 mts

Chinese Restaurants • 25 Years in Business

₹ 2800 Price for two

Open Now: until 11:30 pm

Call Now Chat Direction ★

Menu Locations **Reviews** Services

Start a review

★ ★ ★ ★ ★

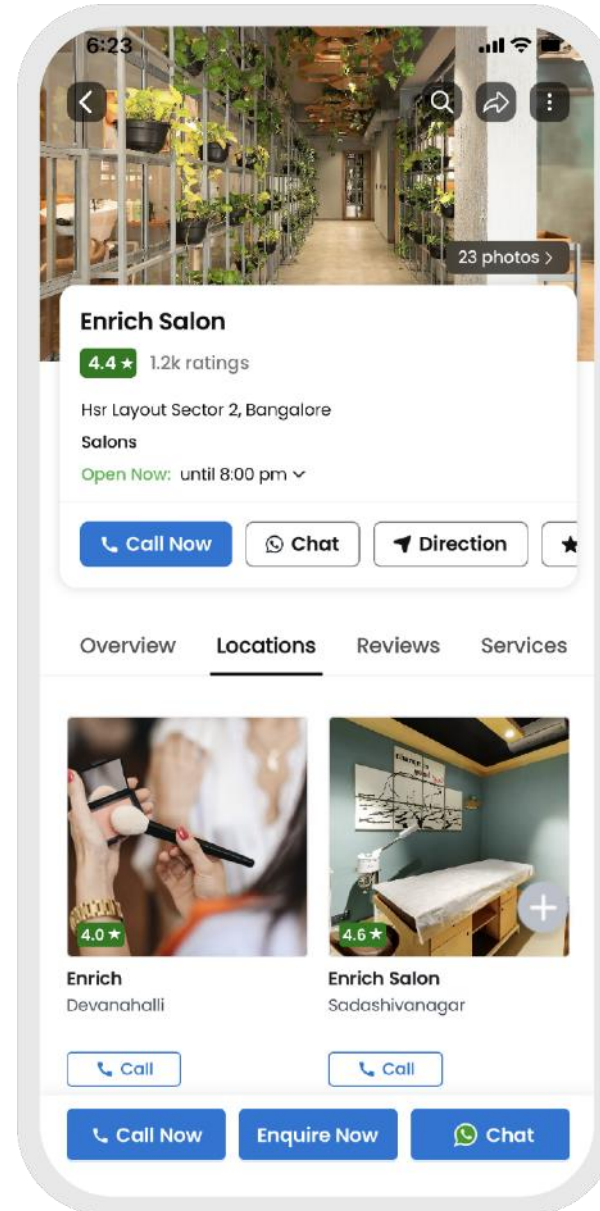
Reviews & Ratings

4.2 7041 Ratings

Jd rating index based on 7k ratings across the web

Dignesh & 21 other friends rated this

Call Now Order Online Book a Table



6:23

23 photos >

Enrich Salon

4.4 ★ 1.2k ratings


Hsr Layout Sector 2, Bangalore

Salons

Open Now: until 8:00 pm

Call Now Chat Direction ★


Overview **Locations** Reviews Services



4.0 ★

Enrich Devanahalli

Call



4.6 ★

Enrich Salon Sadashivanagar

Call

Call Now Enquire Now Chat

Enhanced Ratings & Reviews System

← Mainland China Restaurant 🔍 📍 ⋮


Overview Menu Locations **Reviews** See all

You rated

★ ★ ★ ★ ★

Reviews & Ratings

4.2 7k Ratings
Jd rating index based on 7k ratings across the web

 Dignesh & 21 other friends rated this

Recent rating trend


4.0 ★ 5.0 ★ 5.0 ★ 4.0 ★ 4.0 ★ 4.0 ★

User Reviews


Relevant Friends Ratings (22) Latest High

Review Highlights

Clean place (17) Tasty food (9) Great ambience (9)
Well sanitised (11) Fresh food (9) Good presentation (9)

 Prashant Rana 7 months ago



Call Now Order Online Book a Table

 **Mainland China Restaurant** Malad West ✕

How would you rate your experience?

★ ★ ★ ★ ★

Excellent 😄

 Dine in  Delivery

What did you love?

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

🔍 Search tag or select from below

Great service Trained staff Fresh food
Tasty food Clean place Well sanitised
Child-friendly Great ambience
Good quantity Worth the money

🔍 Search tag or select from below





Great service Trained staff Fresh food
Tasty food Clean place Well sanitised
Child-friendly Great ambience
Good quantity Worth the money

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 Image

Submit Review

 **Mainland China Restaurant** Malad West ✕

What did you love?

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

🔍 Search tag or select from below





Great service Trained staff Fresh food
Tasty food Clean place Well sanitised
Child-friendly Great ambience
Good quantity Worth the money

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 Image

Submit Review

Enhanced Analytics for Customers

MARITON ...
Jalandhar

Customer Support

All Leads **441**

Analytics Dashboard

Competition Trends

To Get More Leads [Complete Your Profile](#)

Add Photos
Attract more customers by adding more photos

Add →

Business Profile Score

Fair 49%

Complete the options below to increase your profile score and reach out to more users on Justdial

Add Map Location

Add 10 or More Business Categories 8 Pending

Add 10 or More High Quality Photos 8 Pending

Add Video

MARITON ...
Jalandhar

Customer Support

Leads **1,256**

Your Dashboard

Competition Trend

[View More](#)

Your Business Performance

[View Report](#)

Missed Lead Needs Attention 1

Relevant Higher Conversion 45

Recent Leads [View all >](#)

HOT LEAD

Usman

Police Line, Jalandhar

Yesterday 12:33 pm

[Details](#)

MARITON HO...
Jalandhar

Customer Support

New Missed Relevant **All Leads**

Leads **1,256** [Clear All](#) [Filters](#)

Date ★ Starred ✗ Missed Call

MISSED LEAD **HOT LEAD**

Hotels

Police Line, Jalandhar - 05 Oct 2023, 12:33 pm

Usman enquired for hotels. Kindly send me price and other details.

Lead Source
Lead via Call Center

User Info
Usman

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

Banquet Halls

Bmc Chowk, Jalandhar - 02 Oct 2023, 10:30 pm

[Manage Campaign](#)

Kuljeet Kaur inquired for banquet halls with your competitor . Send Kuljeet Kaur price and other details to secure lead

Revamped Website

Justdial

English

We are Hiring

Investor Relations

Advertise

BUSINESS
Free Listing



Login / Sign Up

Search across '3.8 Crore+' Businesses

Bangalore

Search in Bangalore



Download App

Looking for?
Interior Designers

Get Best Quotes

B2B
Quick
Quotes

XPERTS
Home
Services

REAL ESTATE
Finest
Agents

DOCTORS
Book
Now



Restaurants



World Cup



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



Popular
Categories

Wedding Requisites



Banquet Halls



Bridal Requisite



Caterers

Beauty & Spa



Beauty Parlours



Spa & Massages



Salons


Repairs & Services



Daily Needs



Revamped Website




Bangalore

Prequel

Advertise Free Listing Login / Sign Up


Bangalore > Restaurants In Bangalore > Restaurants In Hebbal > Prequel



Prequel 4.1 ★★★★★ 773 Ratings
Hebbal, bangalore • Open until 1:00 am • ₹ 1400 Price for two

Show Number Chat Tap to Rate Share Edit Menu

Menu



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

Quick Information


Cuisines Desserts, Multicuisine, North Indian, Italian, Indian, Continental, Japanese, Pan Asian, Asian	Type Delivery, Food Stall, Fine Dining, Cocktail Bar, Lounge Bars, Take Away, Full Bar
Average Cost Price For Two: ₹ 1400	Mode of Payment Cash, Debit Cards, Credit Card, Paytm, BHIM, UPI, Master Ca... more

Timings

Mon - Sun 12:00 pm - 1:00 am [suggest new hours](#)

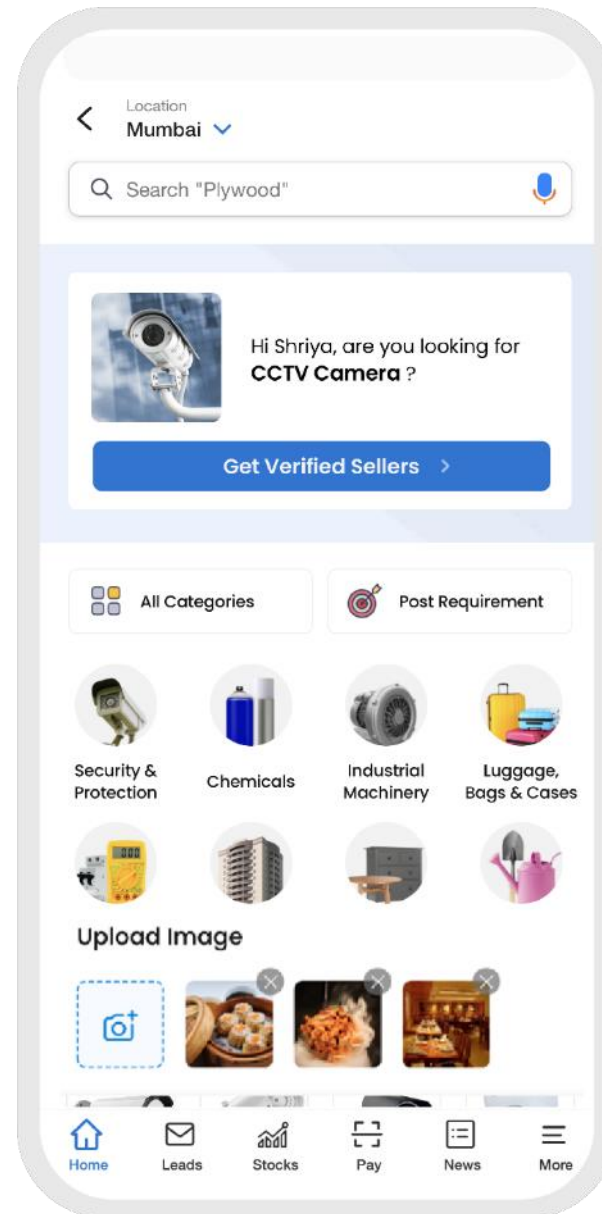
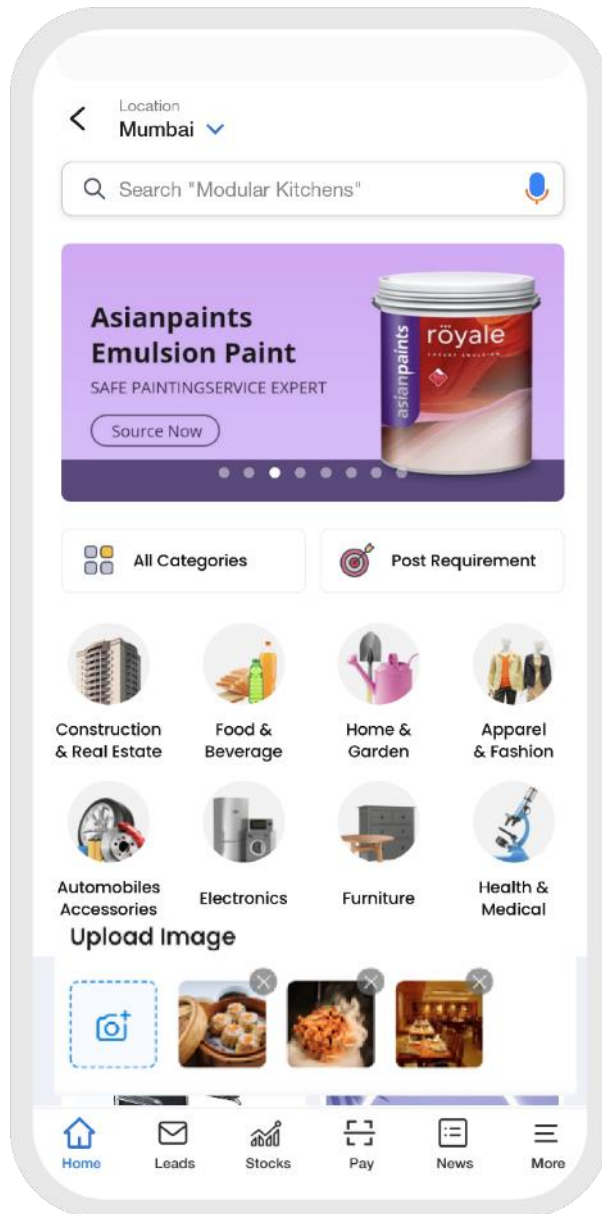
Similar Restaurants

[View More](#)



Alcohol Amenities Services

JD Mart – Exclusive B2B Platform, a New Wholesale Experience



JD Mart – Exclusive B2B Platform, a New Wholesale Experience

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 'Mumbai'. A search bar contains the text 'Search "Modular Kitchens"'. To the right of the search bar are links for 'Advertise', 'Free Listing', 'Become a Seller', and 'Login / Sign Up'. Below the search bar is a horizontal menu with categories: 'All Categories', 'Automobiles Accessories', 'Construction & Real Estate', 'Electronic Component', 'Health & Medical', and 'Industrial Machinery'. The main content area features two promotional banners. The left banner, titled 'Tell us what you need', includes a search input field with the placeholder 'Search by Product Name' and a blue 'Get Verified Sellers' button. The right banner, titled 'Have a business?', offers to help users start selling in 'just 40 secs for free!' with a 'Register Now' button. Below these banners is a 'Top-Ranked Categories For You' section with a 'View all' link. It contains six category cards: 'Conduits & Fittings' (with an image of white pipes), 'Kitchen Furniture' (with an image of a kitchen), 'Trailer Parts' (with an image of a red trailer), 'Wash Basins' (with an image of a white sink), 'Truck Parts' (with an image of metal truck components), and 'Passive Components' (with an image of electronic components). The bottom section is 'Explore By Categories', also with a 'View All' link. It features a horizontal menu with categories: 'Chemicals', 'Construction & Real Estate', 'Industrial Plants & Machinery', 'Furniture', 'Automobiles & Two Wheelers', 'Health & Medical', and 'Baby Care'. Under the 'Chemicals' category, there are five sub-sections: 'Admixture & Additives' (listing Maleic Anhydride, Sodium Sulphide, Tungsten Carbide, Dewaxed Bleached Shellac, and Glutathione), 'Chemical Reagents' (listing Dimethylformamide, EDTA Acid, Epichlorohydrin, Ethylene Oxide, and Nucleic Acids), 'Industrial Gas' (listing Sulfur Dioxide, Carrier Gas, Freon Gas, Chloromethane, and Nitric Oxide), 'Coatings' (listing Zinc Coating Spray, High Temperature Ceramic, High Temperature Coating, Epoxy Polyester Powder, and Thermal Insulating Coating), and 'Textile Chemical' (listing Bio Scouring Enzymes, Zari Binder, Potassium Permanganate, Softener Flake, and Hydrophilic Amino Silicone).

Justdial Mumbai Search "Modular Kitchens" Advertise Free Listing Become a Seller Login / Sign Up

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

Tell us what you need
We will help you find verified sellers

Search by Product Name [Get Verified Sellers](#)

Have a business ?
Start selling with us in **just 40 secs for free!**

[Register Now](#)

Top-Ranked Categories For You [View all](#)

- Conduits & Fittings
- Kitchen Furniture
- Trailer Parts
- Wash Basins
- Truck Parts
- Passive Components

Explore By Categories [View All](#)

[Chemicals](#) Construction & Real Estate Industrial Plants & Machinery Furniture Automobiles & Two Wheelers Health & Medical Baby Care

- Admixture & Additives**
 - Maleic Anhydride
 - Sodium Sulphide
 - Tungsten Carbide
 - Dewaxed Bleached Shellac
 - Glutathione
- Chemical Reagents**
 - Dimethylformamide
 - EDTA Acid
 - Epichlorohydrin
 - Ethylene Oxide
 - Nucleic Acids
- Industrial Gas**
 - Sulfur Dioxide
 - Carrier Gas
 - Freon Gas
 - Chloromethane
 - Nitric Oxide
- Coatings**
 - Zinc Coating Spray
 - High Temperature Ceramic...
 - High Temperature Coating
 - Epoxy Polyester Powder...
 - Thermal Insulating Coating
- Textile Chemical**
 - Bio Scouring Enzymes
 - Zari Binder
 - Potassium Permanganate...
 - Softener Flake
 - Hydrophilic Amino Silicone...

JD Mart – Exclusive B2B Platform, a New Wholesale Experience

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 'Mumbai' and a search bar containing 'Search "Raf"'. Navigation links for 'Advertise', 'Free Listing', and 'Become a Seller' are on the right. Below the header, a category menu includes 'All Categories', 'Automobiles Accessories', 'Construction & Real Estate', 'Electronic Component', 'Health & Medical', and 'Industrial Machinery'.

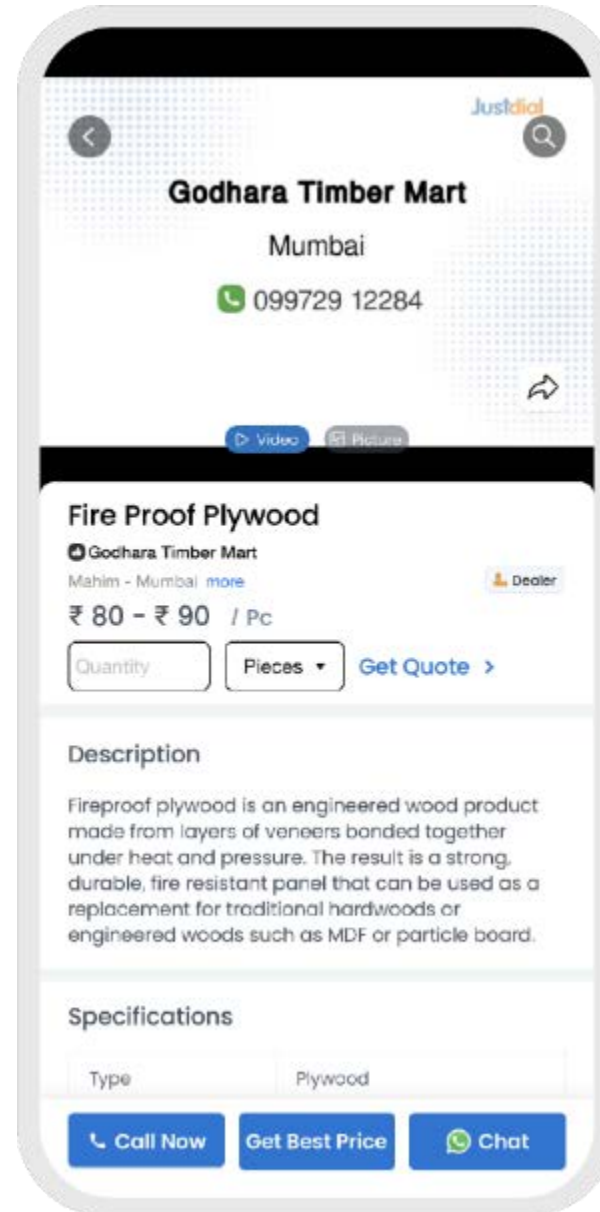
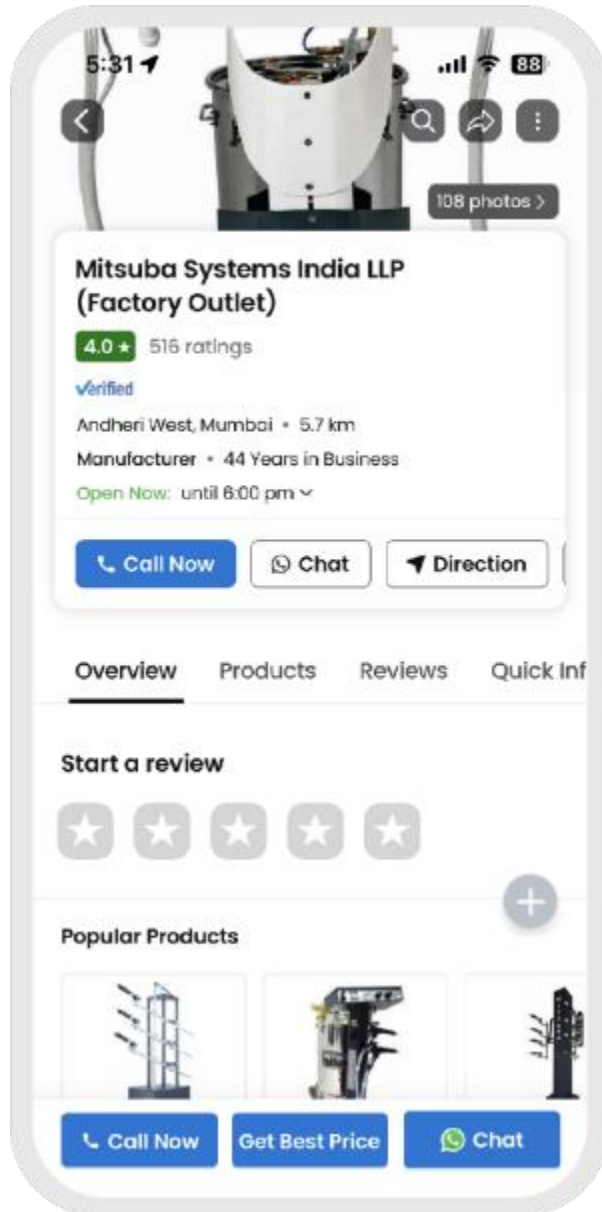
A personalized greeting reads: 'Hi Ninad, Have a long bucket list? 😊 Let us help you get verified sellers'. Below this are three product tiles: 'CCTV Camera', 'Sarees', and 'Ganesha'. A blue button labeled 'Get Verified Sellers >' is positioned below the tiles.

To the right, a user profile for 'Sumedha Priyadarshni' is shown with a testimonial: 'Justdial is the best one stop solution for any kind of purchase or service requirements. Based on search history, most suitable suggestions are advised. JD verified service providers render state of the art facilities. An online friend just one search away. 🙌'. Below the profile are three statistics: '4 Crore+ Business Listed', '3.3 Crore+ Product & Services', and '14.4 Crore+ Ratings & Reviews'.

The main content area features a 'CCTV Camera' section with a 'View all' link. It displays six product cards with images and brand logos: HIKVISION, CP PLUS, ZICOM, dahua, mi, and Panasonic.





Below this is a 'Top-Ranked Categories For You' section with a 'View all' link. It shows six product categories with images: CCTV Bracket, CCTV Products, CCTV Multiplexer, CCTV Camera Mount, CCTV Cable, and CCTV Part & Accessories.

JD Mart – Exclusive B2B Platform, a New Wholesale Experience




JD Mart – Exclusive B2B Platform, a New Wholesale Experience

Recommend Categories

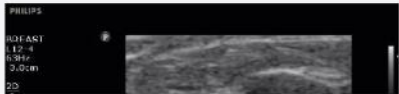
   

Rehabilitation Equipment Physiotherapy Equipment Drug Diab...

Product video



Product image






Call Get Best Price Chat

...can be used for a full range of examinations without additional obtrusive hardware.

All Details





More from this seller

Mindray Resona 7... Mindray DC-70 General... Mindray DC-80A General...

Ask for Price Ask for Price Ask for Price

Recommend Categories

Rehabilitation Equipment Physiotherapy Equipment Drug Dia...

Product video

Call Get Best Price Chat

JD Mart – Exclusive B2B Platform, a New Wholesale Experience

Justdial

Bangalore

Search 'Chemicals'

Advertise

Free Listing

Become a Seller

Login / Sign Up

All Categories

Automobiles Accessories

Construction & Real Estate

Electronic Component

Health & Medical

Industrial Machinery

Have a long bucket list? 🛒

Let us help you get verified sellers



Allopathic
Vitamin
Supplements



Tocopherol



Mobile

Get Verified Sellers >

Have a business ?

Start selling with us in
just 40 secs for free!

Register Now >



Vitamin Supplements

View all



urban platter



deltalab



Alex



K4
VITAMINS



vital care



Dr. Morepen

Top-Ranked Categories For You

View all



Carnitine



Healthcare Supplements



Immune Booster



Sodium Glycerophosph...



Energy Drink



Energy Drink Powder

JD Mart – Exclusive B2B Platform, a New Wholesale Experience

Justdial

Allahabad

Loom Solar Panel 20 watt 12 volt for Small Batter...

Advertise

Free Listing

Become a Seller

Login / Sign Up

All Categories

Automobile Accessories

Construction & Real Estate

Electronic Component

Health & Medical

Industrial Machinery

Allahabad > Energy in Allahabad > Solar Energy Products in All... > 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)

Get Best Price

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...

Seller information

Vaishno Enterprise

IND | Allahabad

Dealer

4.0 ★★★★★ 4 Ratings

Verified

Responds in 3.6 hrs · 56 enquiries

08971556044

Get Best Price

Chat

MORE FROM THIS SELLER



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

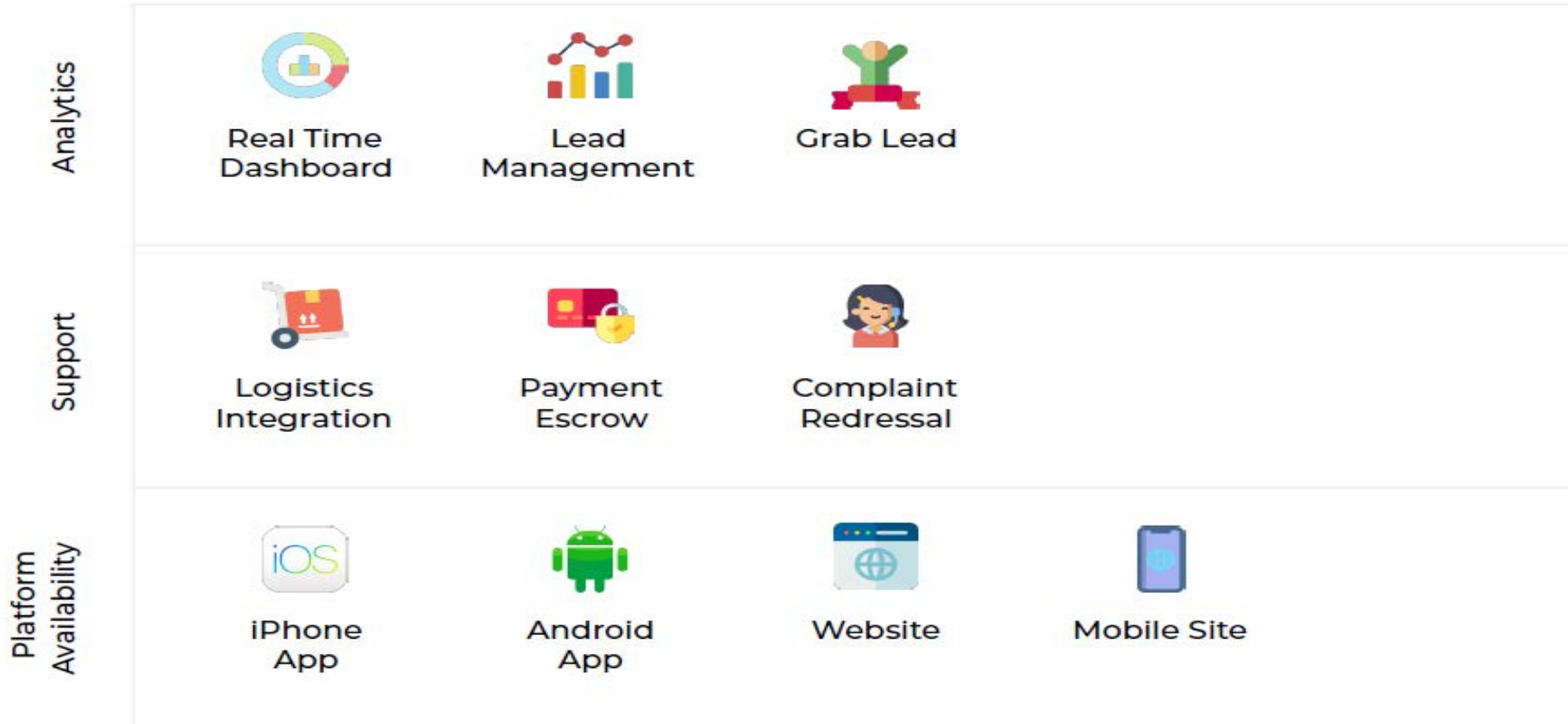


Image
Search

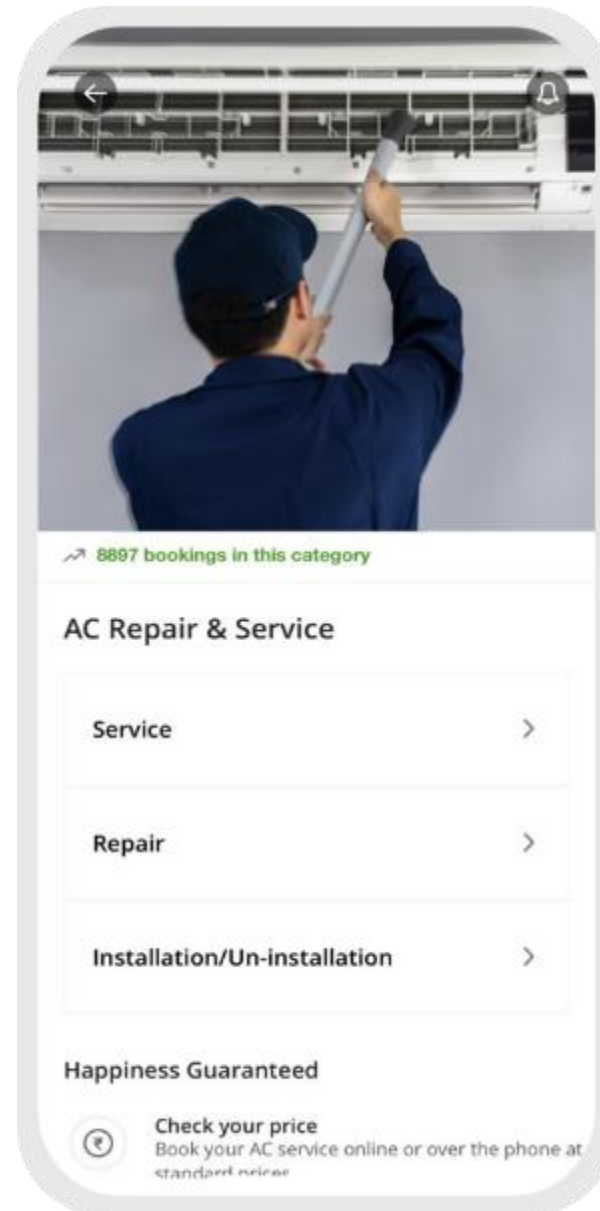
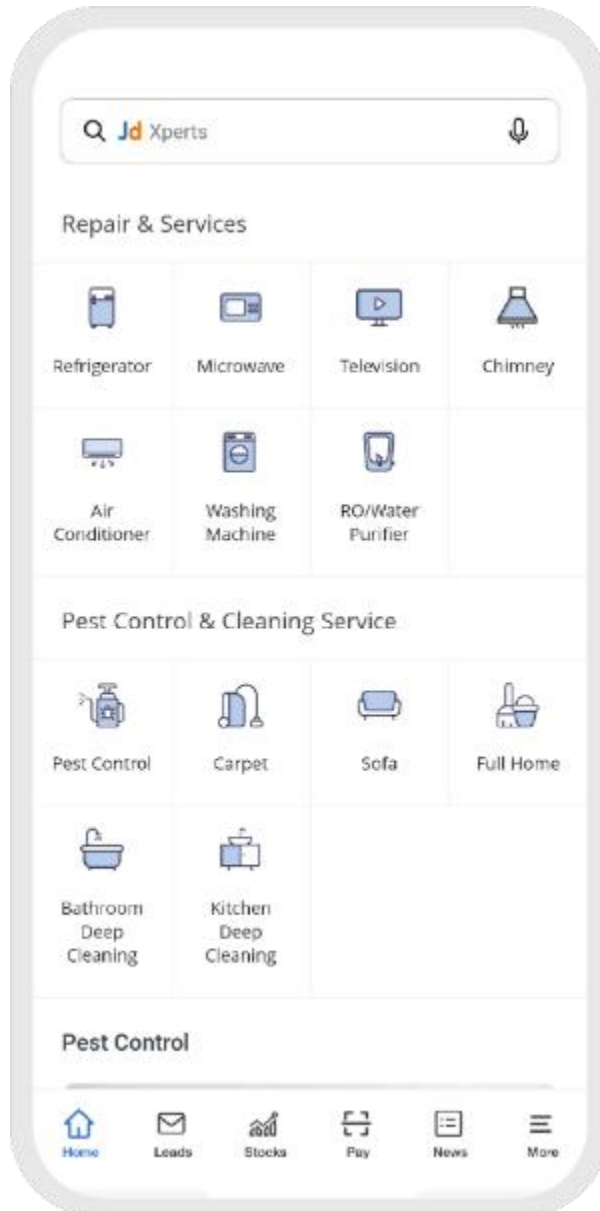
JD MART - PRODUCT STACK

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	

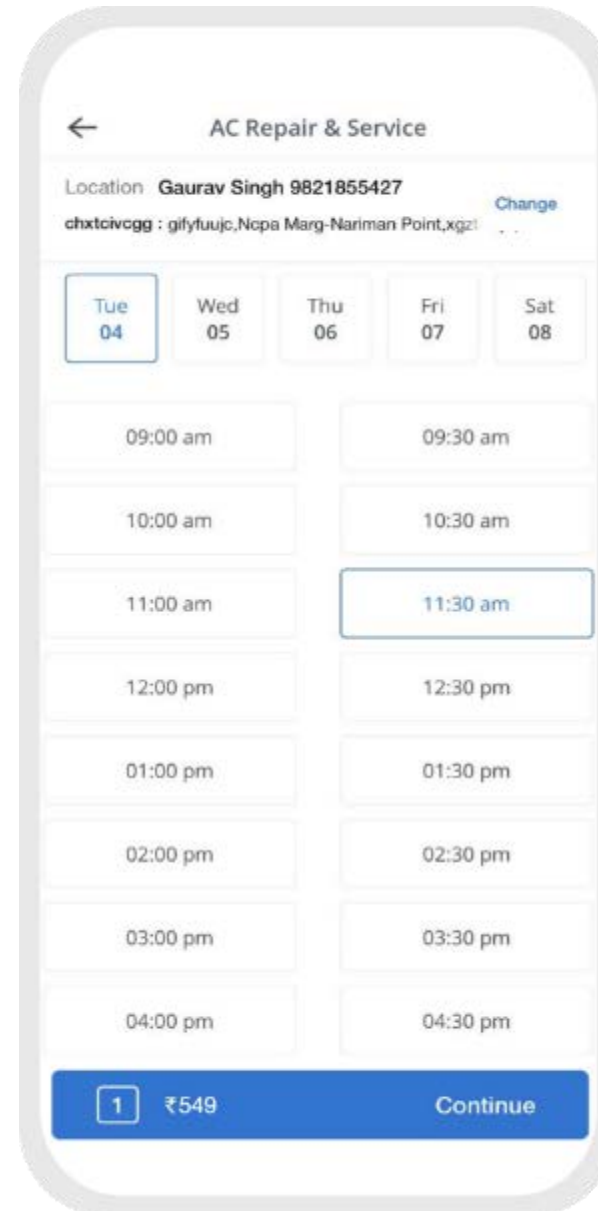
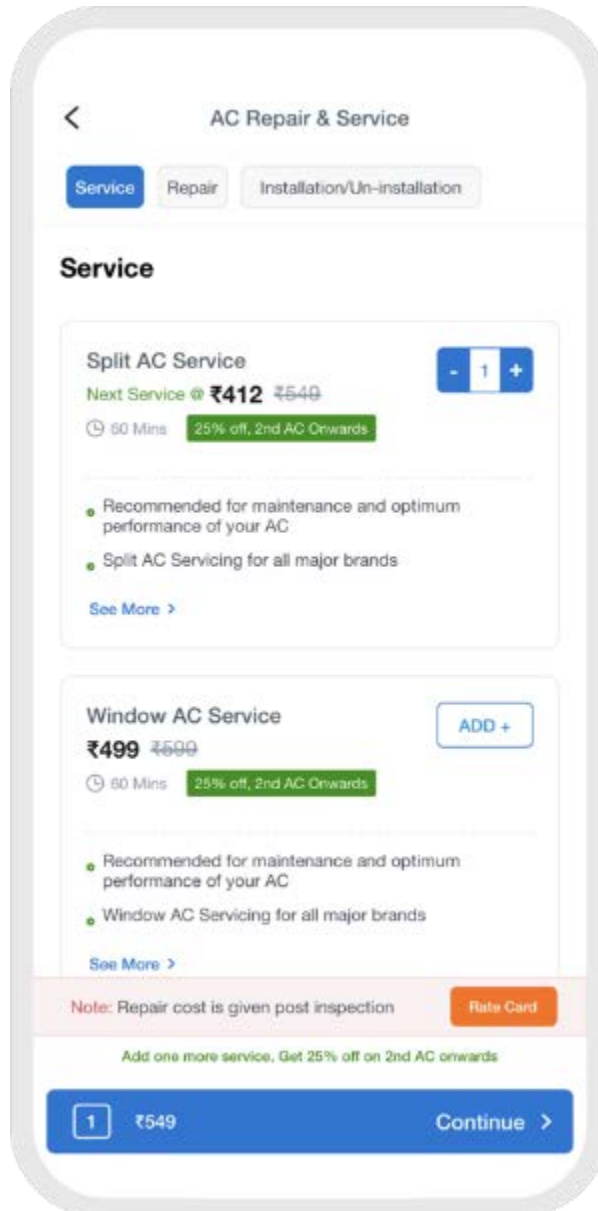
JD MART - PRODUCT STACK



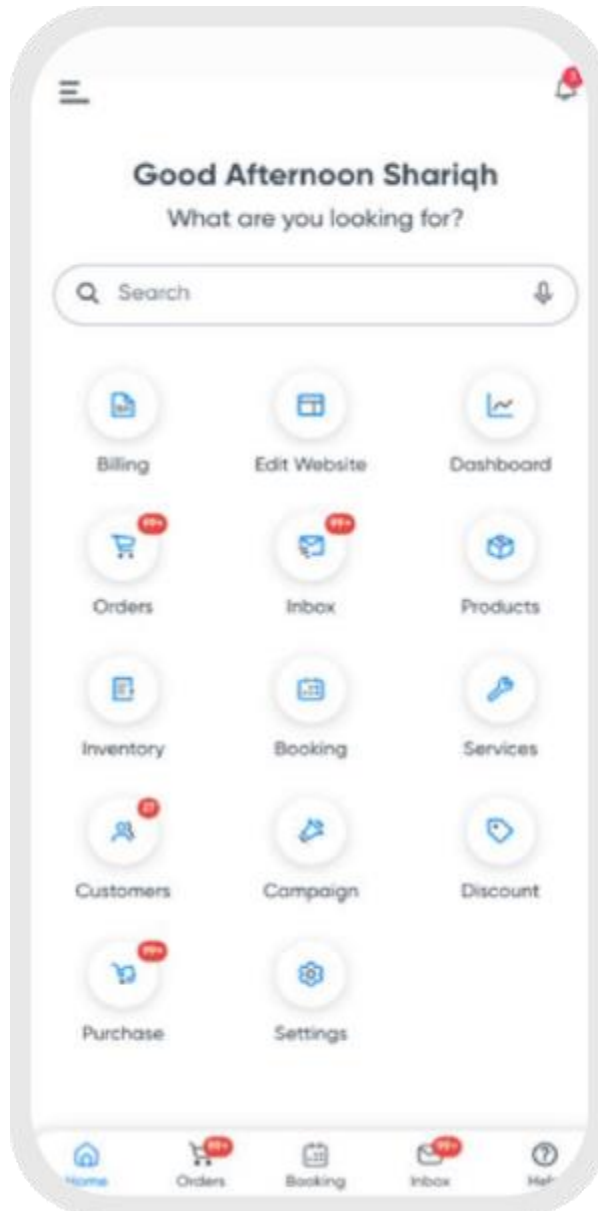
JD XPERTS – ONE STOP SOLUTION FOR ON-DEMAND SERVICES



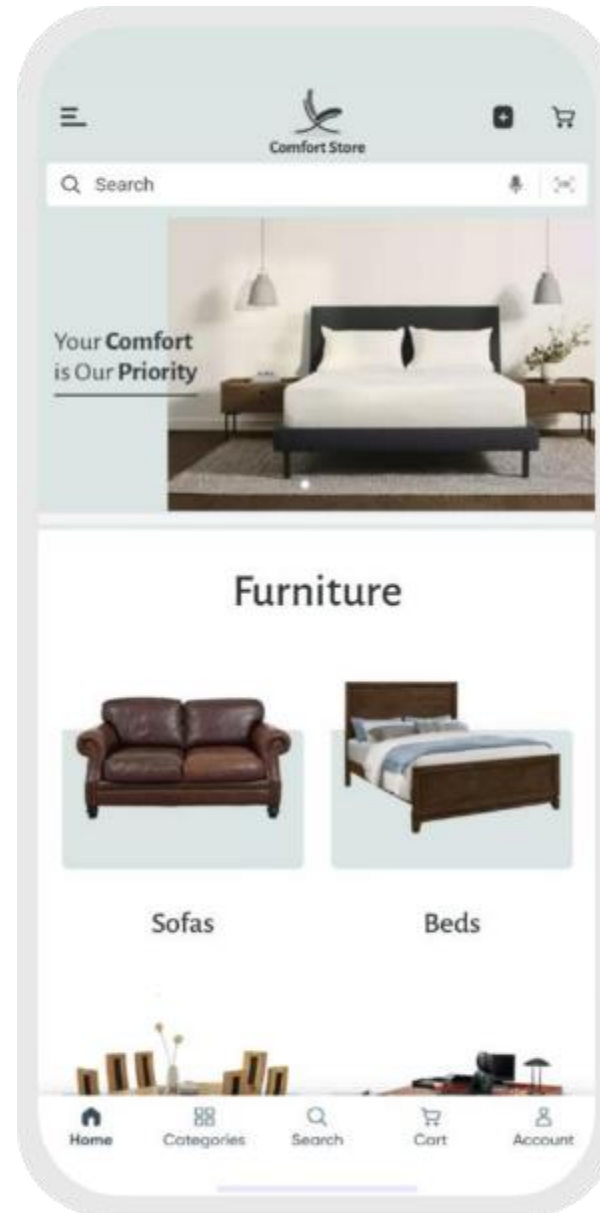
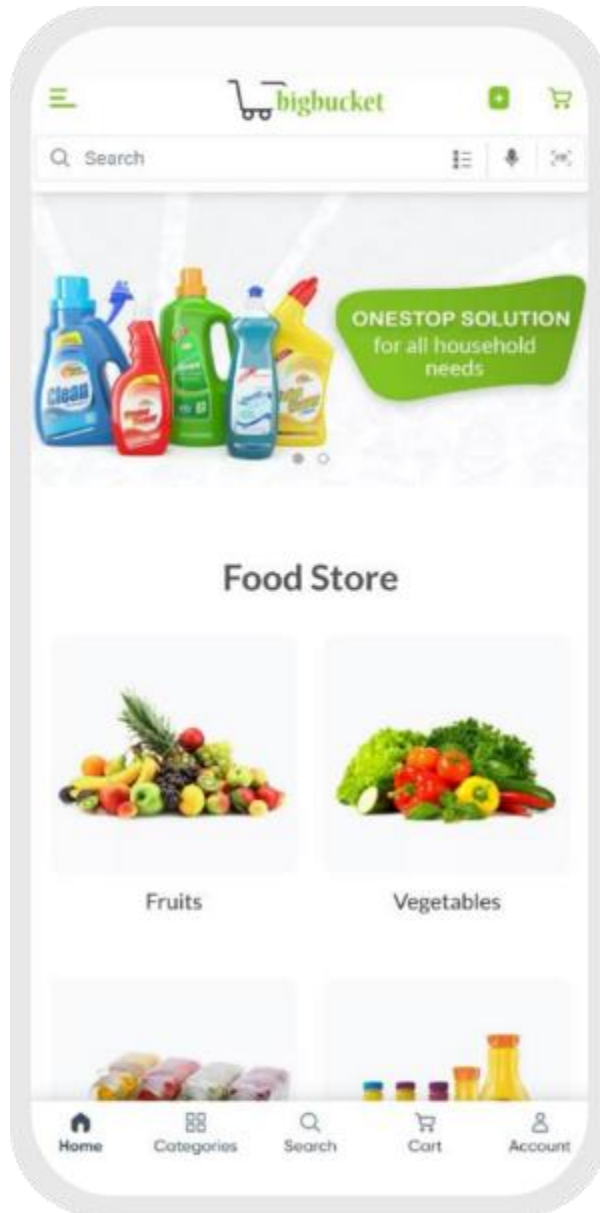
JD XPERTS – ONE STOP SOLUTION FOR ON-DEMAND SERVICES



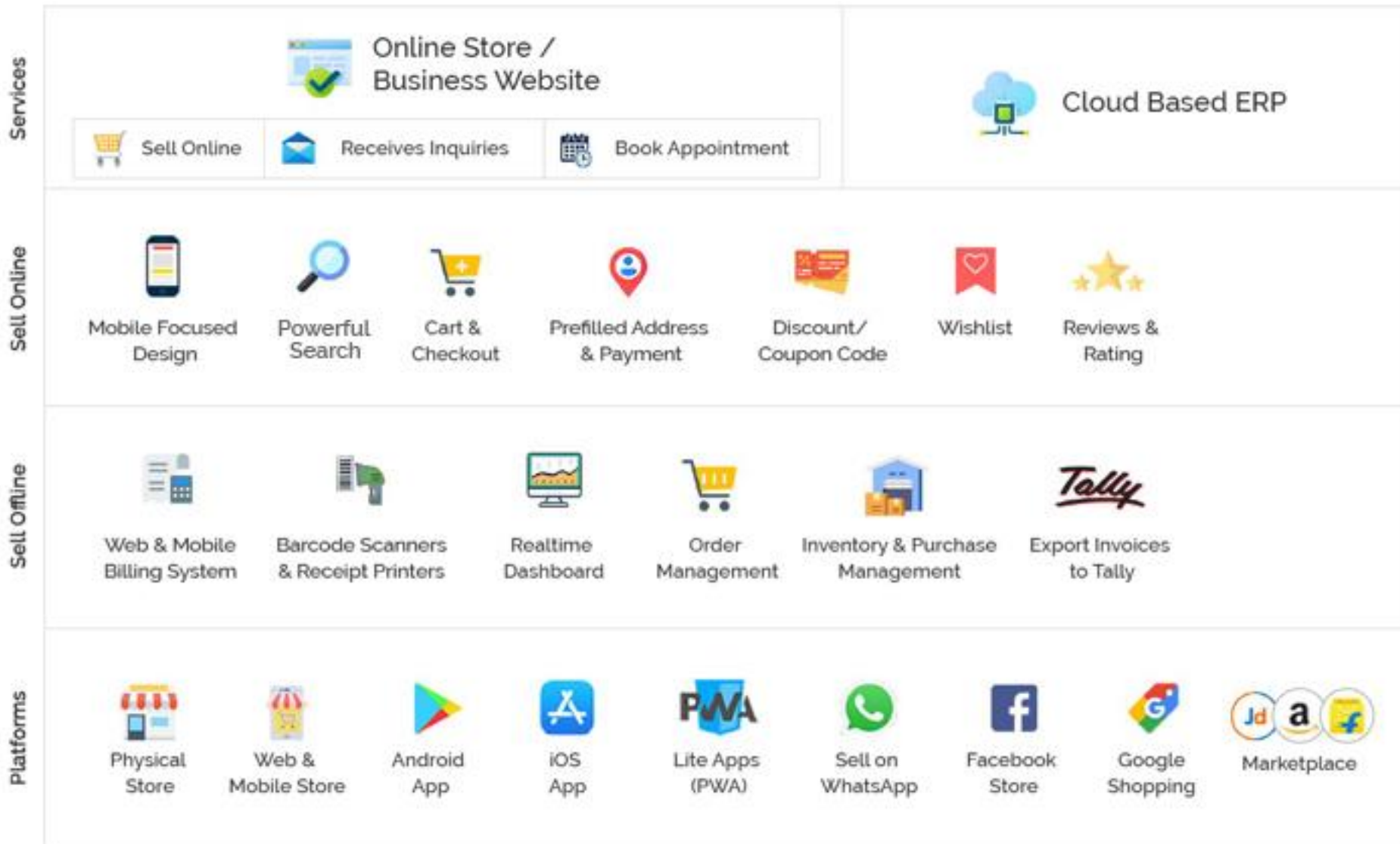
JD OMNI – Cloud-Hosted Solution for Digitalizing Businesses



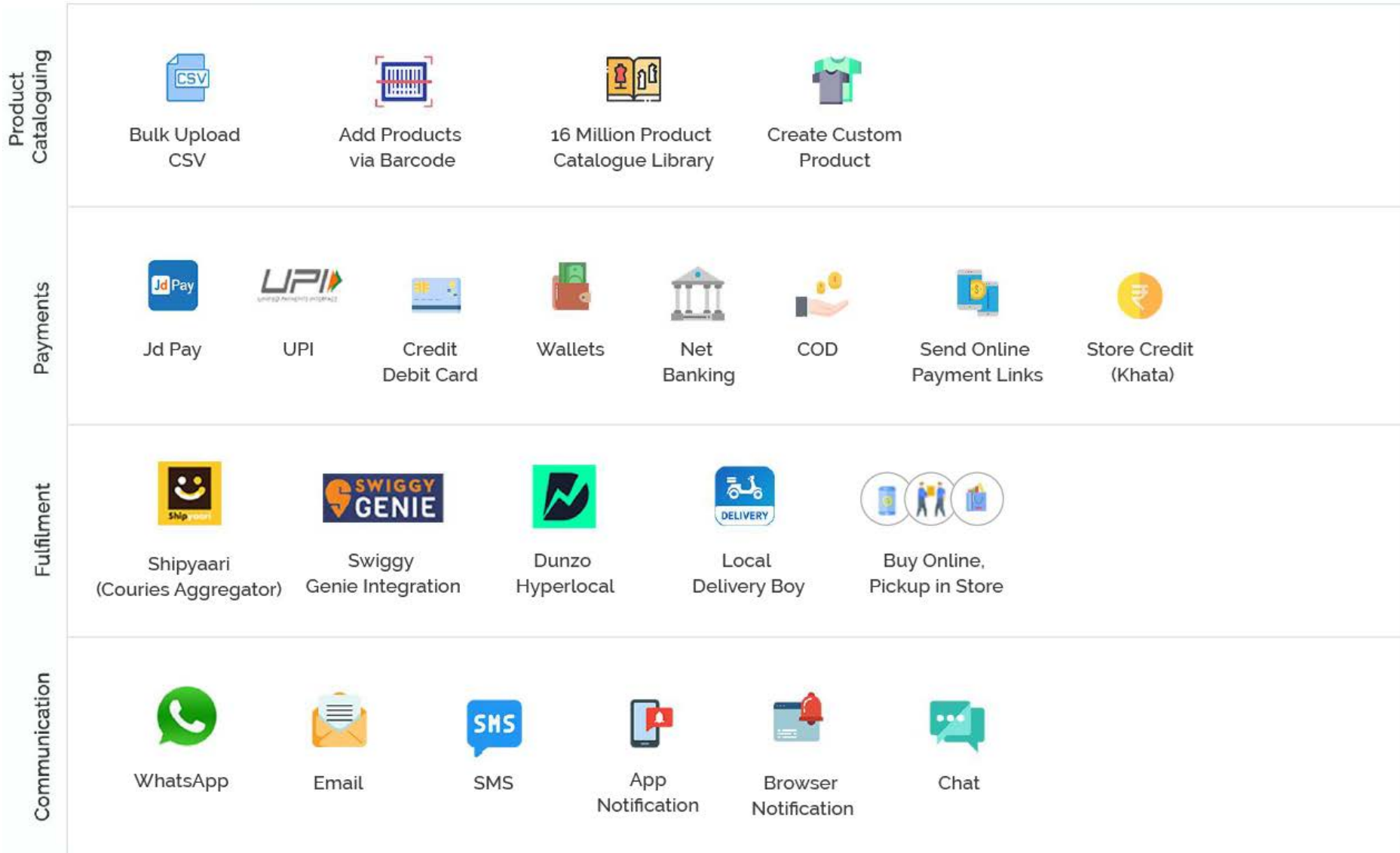
JD OMNI – Cloud-Hosted Solution for Digitalizing Businesses



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 1
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 • 1195 sq.ft
Vashi
Get Details

₹ 1.5 Cr
Shiv Pooja
2 BHK Flats • 650 sq.ft
Vashi Sector 29
Get Details

Call Now Enquire Now Chat

2:01
FOR RENT, SALE, PURCHASE & WORKING
SHOP NO.11, SAI RAJ COMPLEX, PLOT NO.181, VICTOR 1
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

₹ 35,000
Semi-Furnished
Moraj Residency
2 BHK Flats • 750 sq.ft
Sanpada Sector 1B
Get Details

₹ 12,500
Unfurnished
Sai Prasad
1 BHK Flats • 500 sq.ft
Kharghar Sector 34
Get Details

Call Now Enquire Now Chat

FOR RENT, SALE, PURCHASE & WORKING
SHOP NO.11, SAI RAJ COMPLEX, PLOT NO.181, VICTOR 1
SANPADA PALM BEACH NAVY MUMBAI - 401716

₹ 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

YE H MAUKA PHIR NAHI AAYEGA!
SPIN & SEIZE
8 EXCITING PRIZES



1 & 2 BHK HOMES FROM
₹38 LACS*

*GST, Service charges / DDC Apply

INDUSTRIAL GALA FROM
₹34.80 LACS*

All inclusive

At Rs. 34.80 Lacs per sq. ft. (incl. GST) for 1 BHK. 11 Lacs for 2 BHK. (incl. GST) for 1 BHK.

Trending Projects for sale

[View All](#)



Raheja Solaris 2



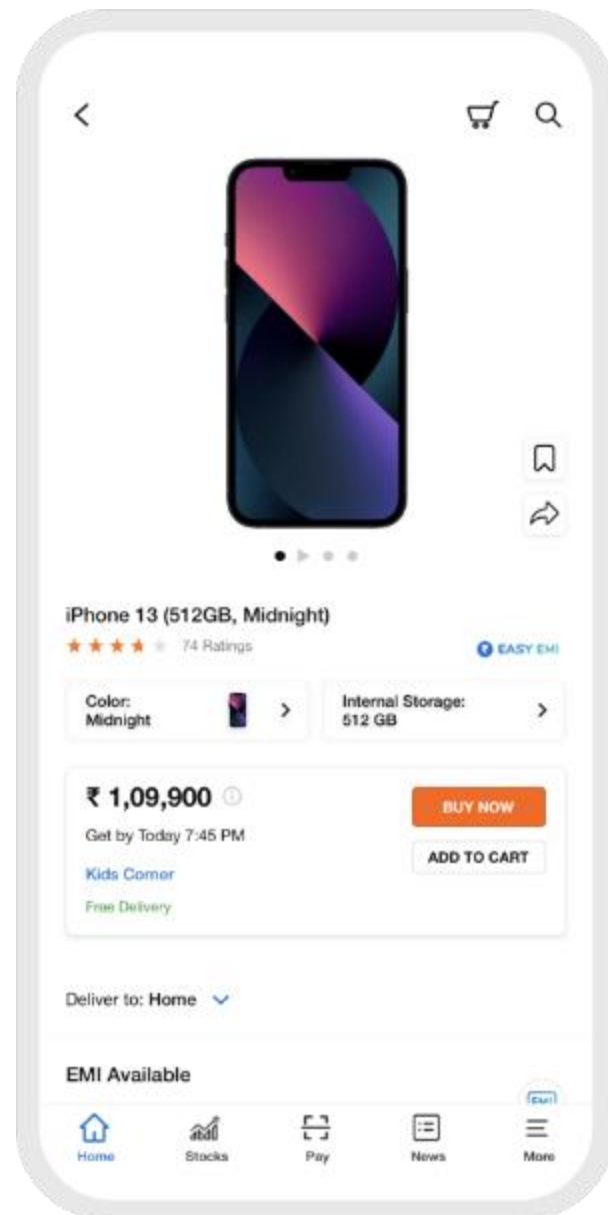
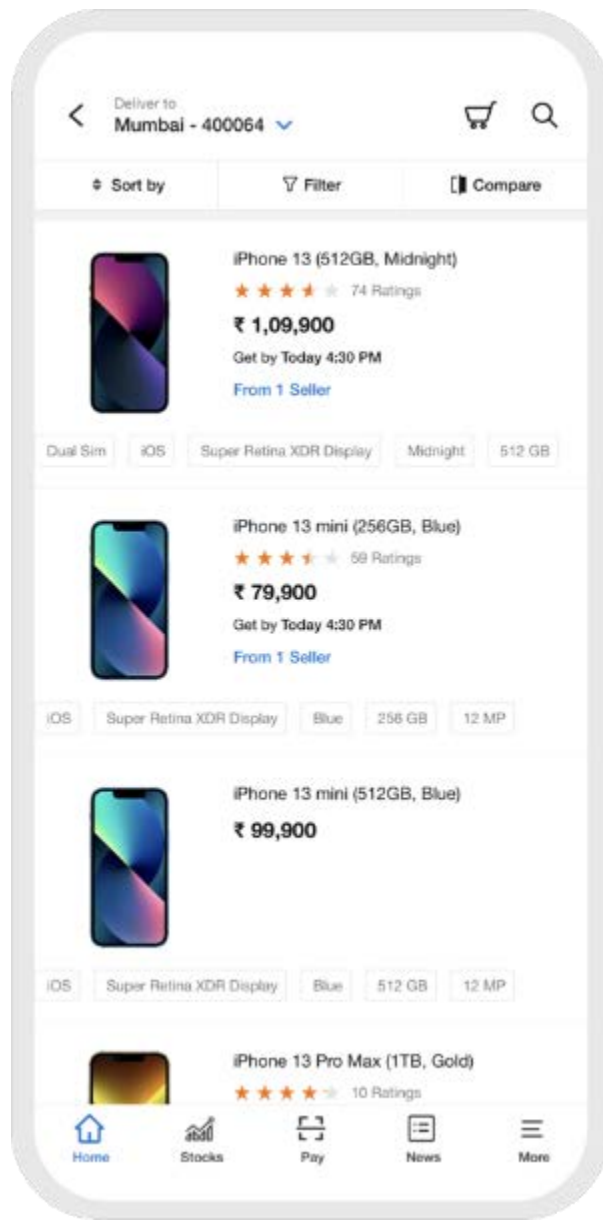
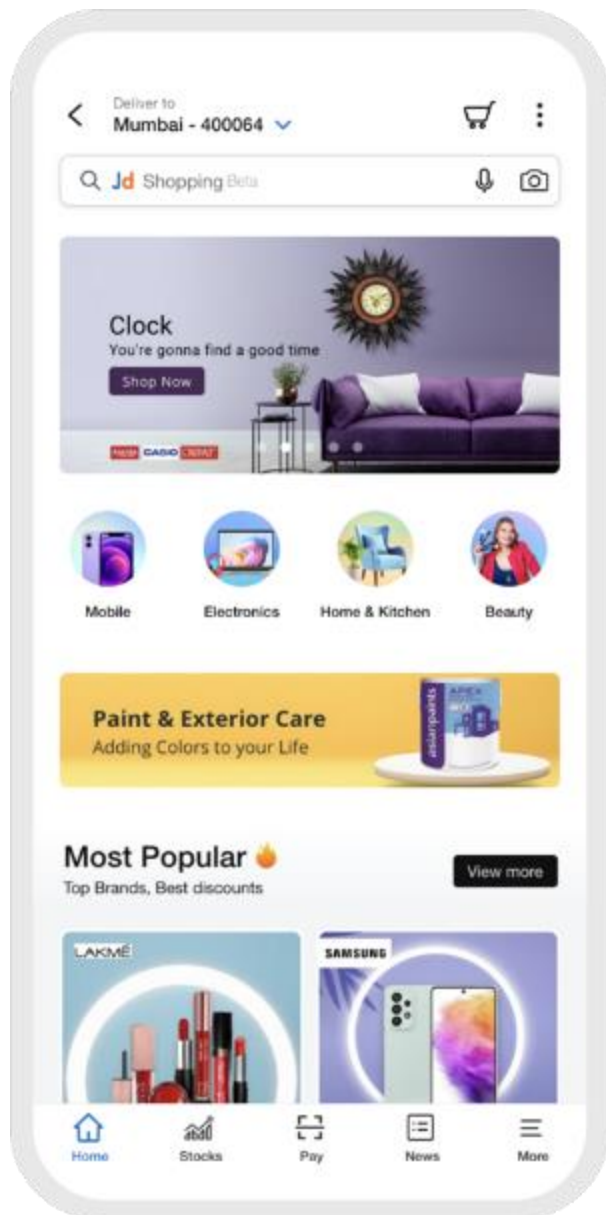
Panvelkar Amrut Towers



Grpm Zee Heights



Ajmera Treon





FINANCIAL OVERVIEW

EFFICIENT & PROFITABLE BUSINESS MODEL

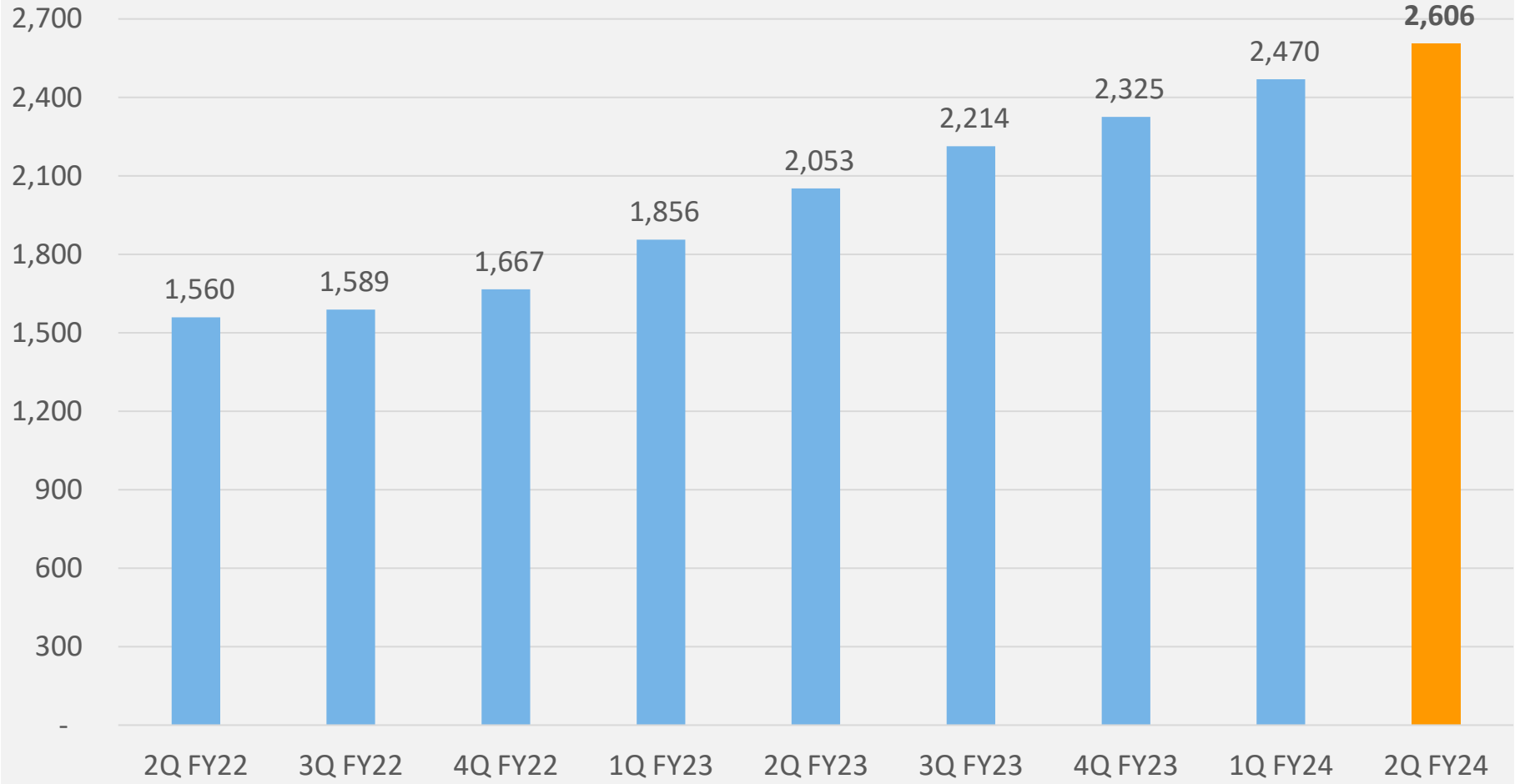
- Paid Advertisers pay a fixed fee to run searched advertising campaigns for their businesses on Justdial's platforms
- Various premium & non-premium listing packages available which determine placements in search results
- Multiple factors determine pricing, such as business categories of advertiser, 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 4,946 employees in tele-sales, 1,745 feet-on-street (marketing), and 4,841 feet-on-street (Cold Calling & Others) as on Q2 FY24



KEY
BUSINESS
ATTRIBUTES

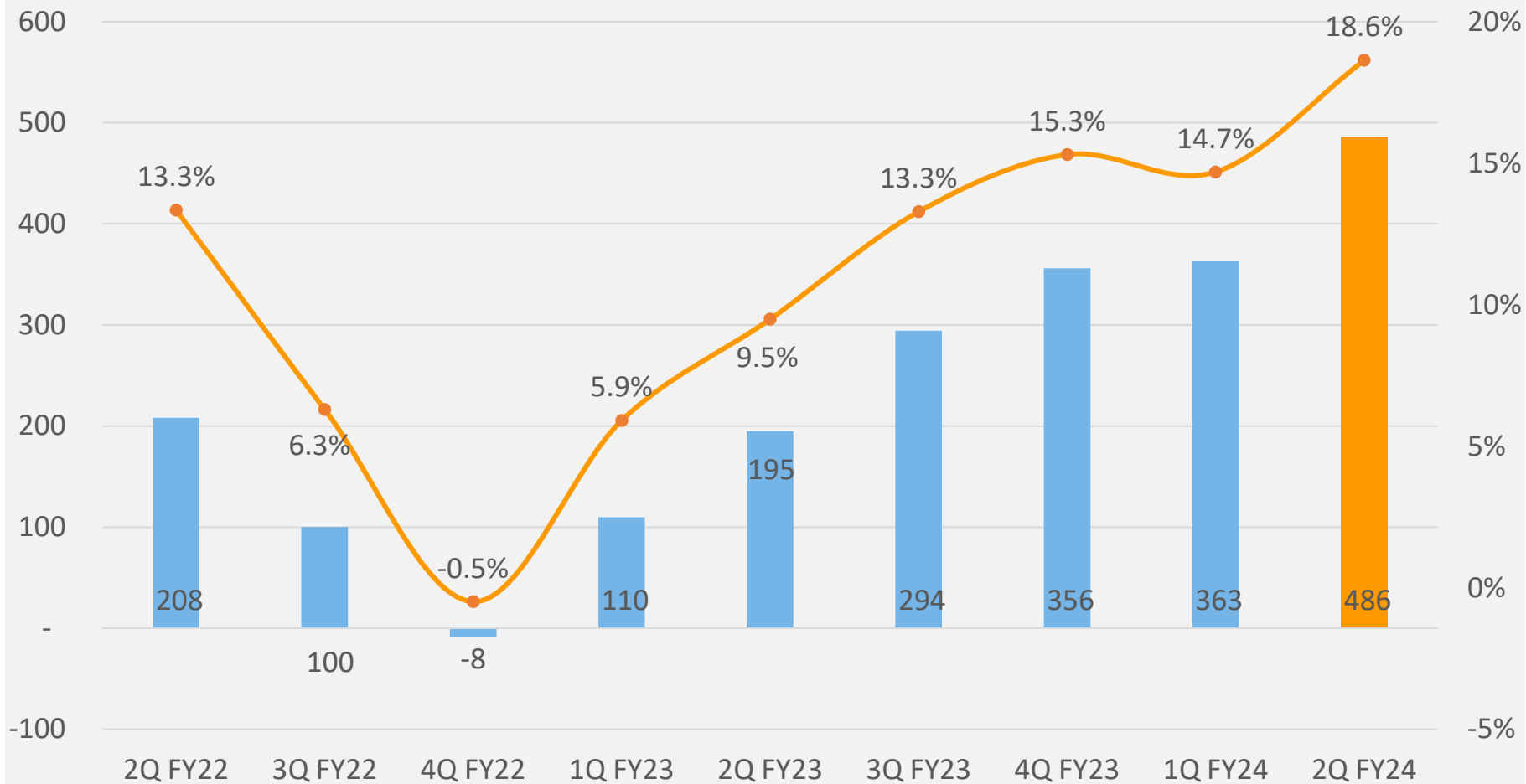
REVENUE

Operating Revenue (Rs million)



OPERATING MARGIN

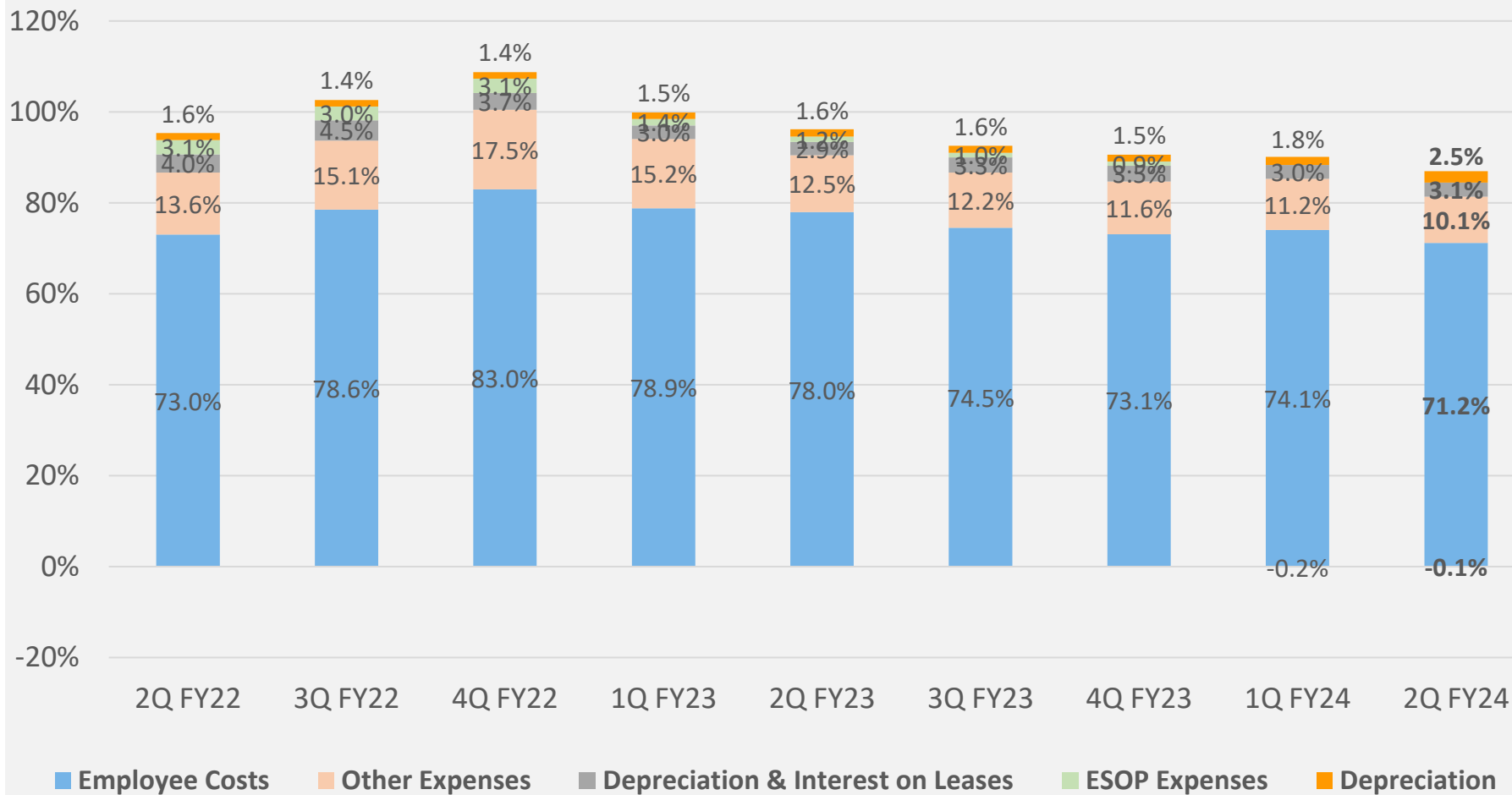
Adjusted EBITDA (Rs million) & Margin %



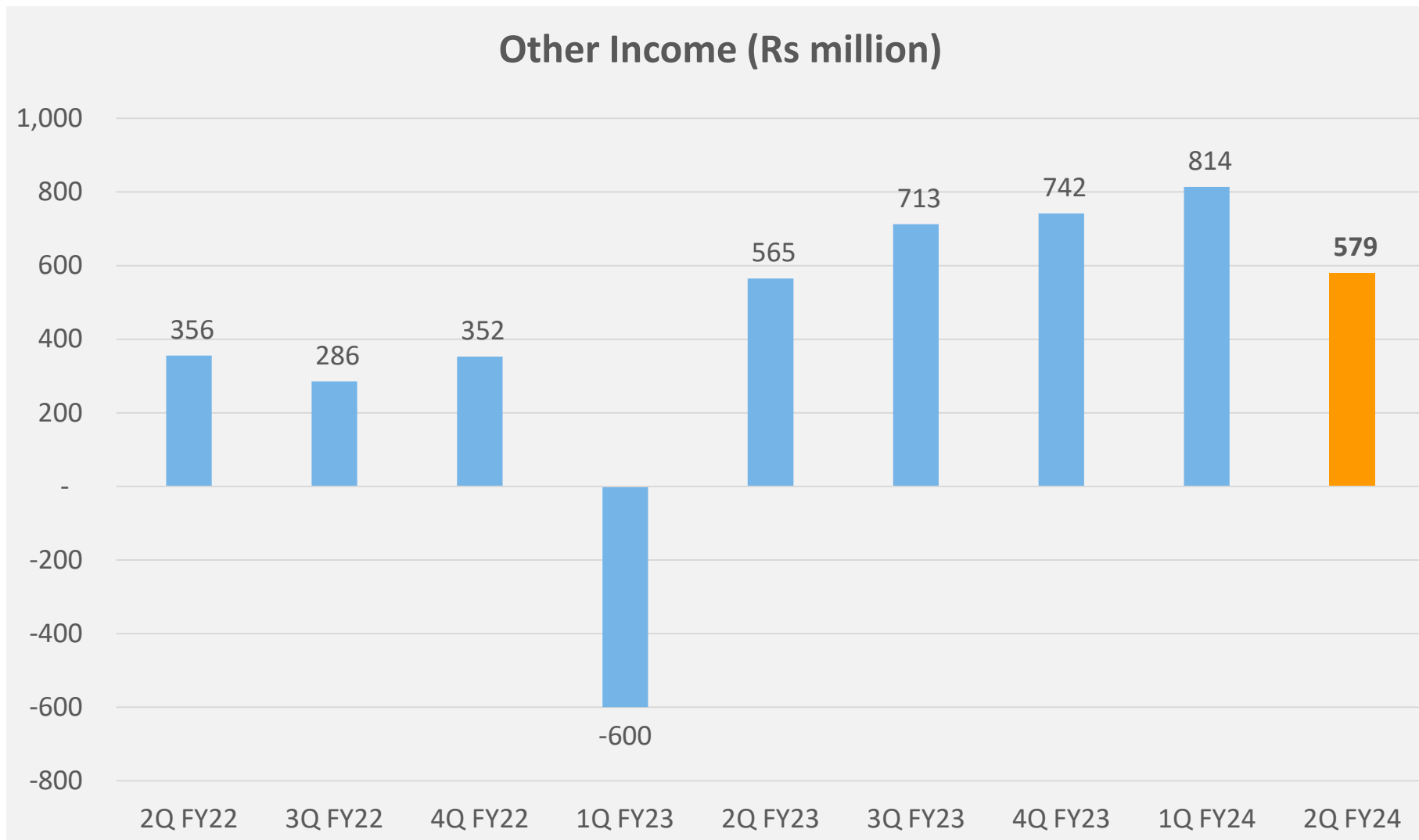
Note: Adjusted EBITDA calculated after excluding non-cash ESOP Expenses from reported EBITDA

COST STRUCTURE

Expenses as % of Operating Revenue



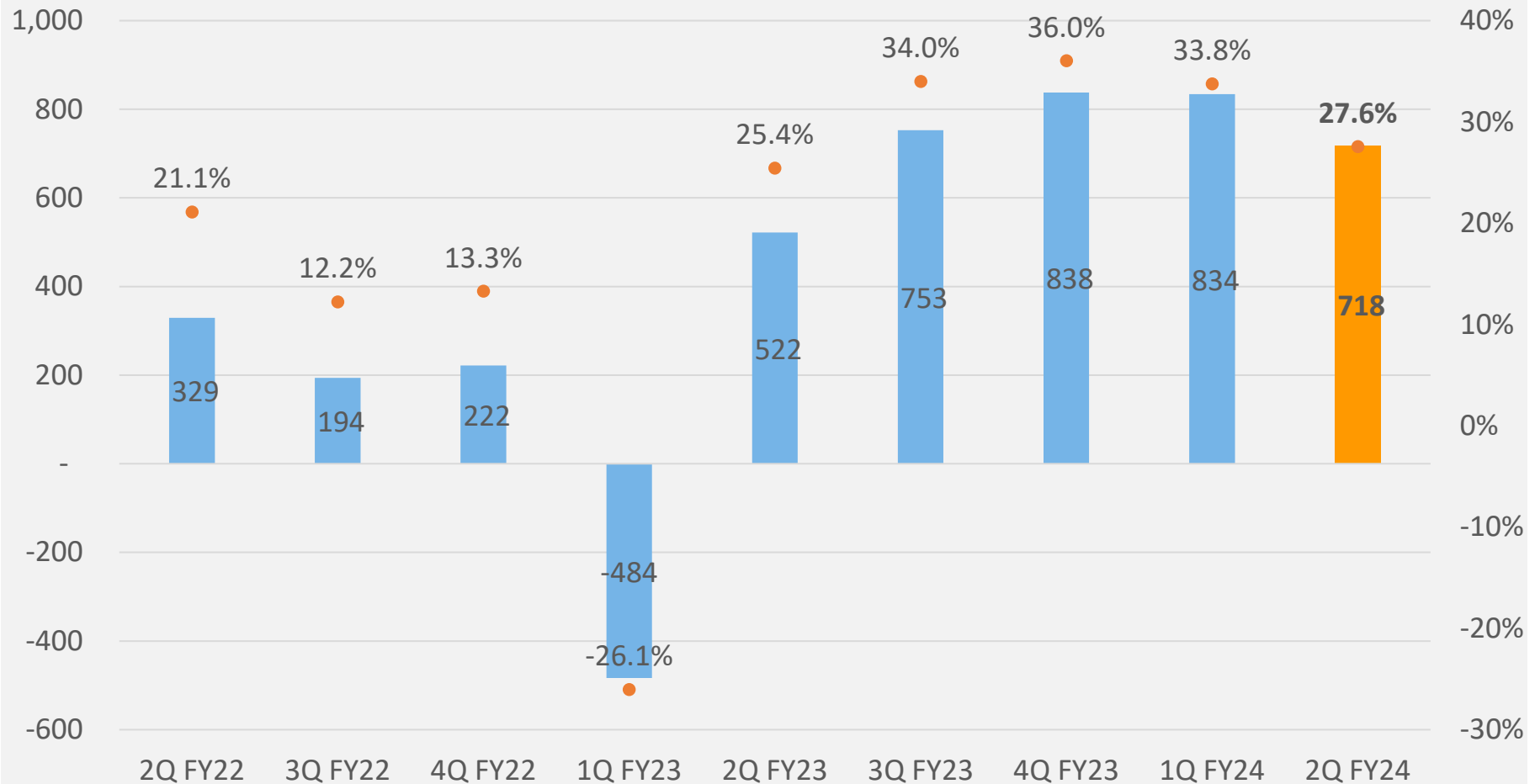
OTHER INCOME



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. Slight increase in bond yields in 2Q FY24 resulted in lesser MTM gains during the quarter versus yield of maturity (YTM) of the portfolio.

NET PROFIT MARGIN

Net Profit (Rs million) & PAT Margin %



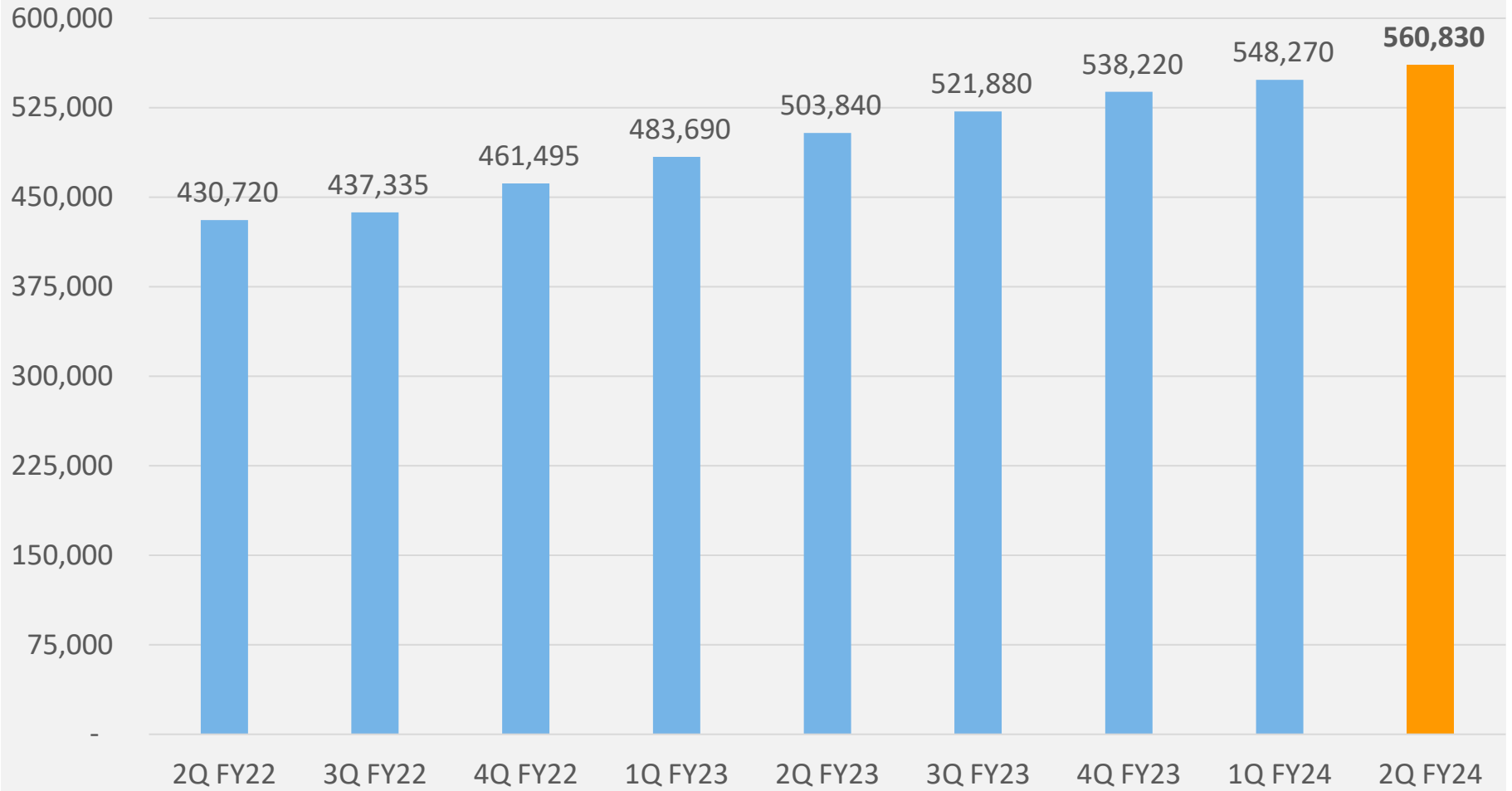
Note:

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.

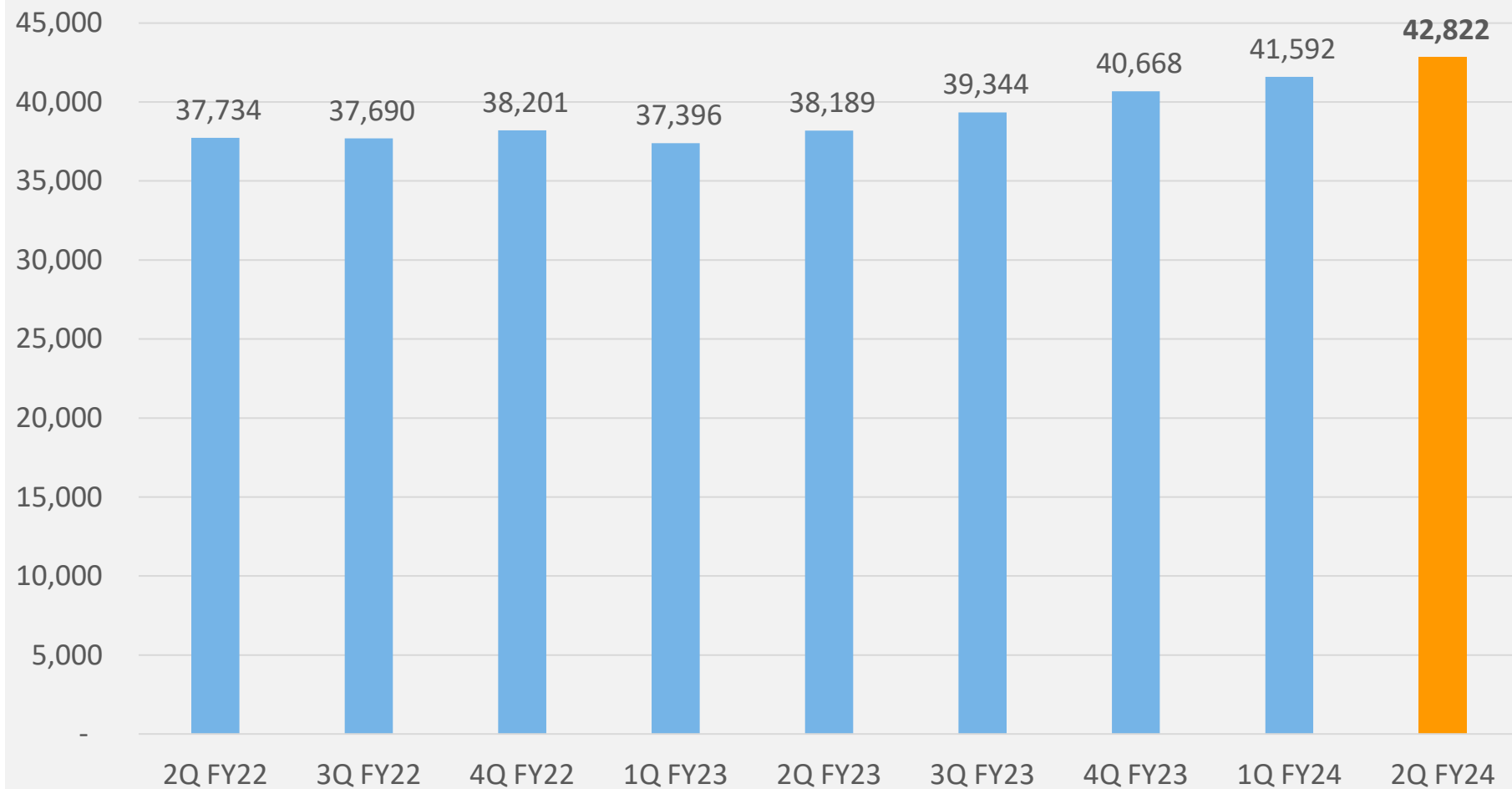
PAID CAMPAIGNS

Active Paid Campaigns - period end



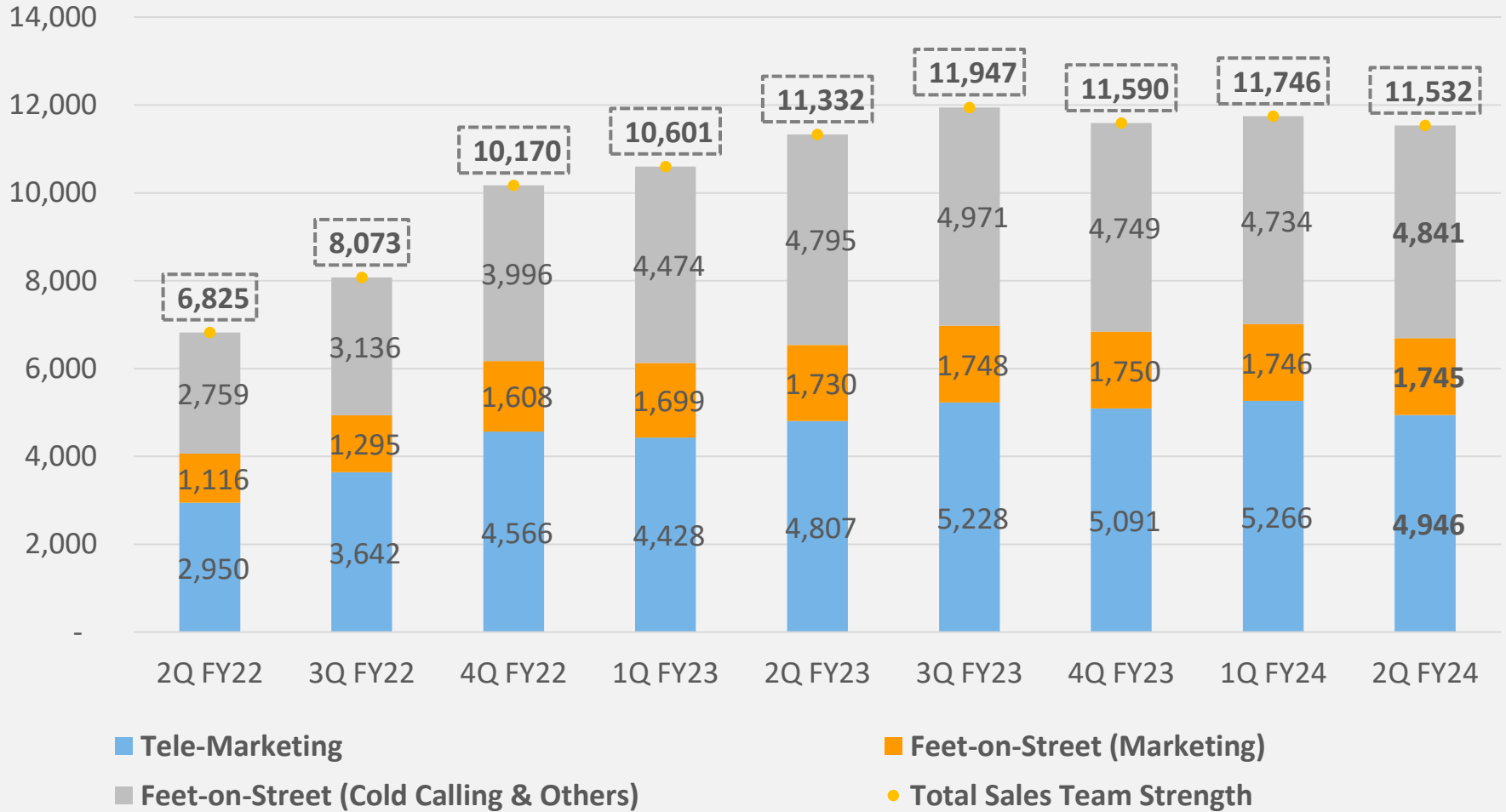
CASH AND INVESTMENTS

Cash & Investments - period end (Rs million)



SALES FORCE

Sales Strength - Period End



JUST DIAL LTD - 2Q FY24 (Quarter ended September 30, 2023) PERFORMANCE SUMMARY						
Metric	Unit	2Q FY24	2Q FY23	YoY change	1Q FY24	QoQ change
Operating Revenue	(₹ million)	2,606	2,053	27.0%	2,470	5.5%
Operating EBITDA	(₹ million)	488	170	186.3%	367	33.0%
Operating EBITDA Margin	%	18.7%	8.3%	1042 bps	14.9%	387 bps
Adjusted EBITDA (excl. ESOP expenses)	(₹ million)	486	195	149.4%	363	33.9%
Adjusted EBITDA Margin (excl. ESOP expenses)	%	18.6%	9.5%	915 bps	14.7%	395 bps
Other Income, net	(₹ million)	579	565	2.5%	814	-28.8%
Profit Before Taxes	(₹ million)	921	643	43.3%	1,061	-13.2%
Net Profit	(₹ million)	718	522	37.5%	834	-13.9%
Net Profit Margin	%	27.6%	25.4%	212 bps	33.8%	-621 bps
Deferred Revenue (period end)	(₹ million)	4,680	3,786	23.6%	4,503	3.9%
Cash & Investments (period end)	(₹ million)	42,822	38,189	12.1%	41,592	3.0%

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

JUST DIAL LTD - 2Q FY24 (Quarter ended September 30, 2023) PERFORMANCE SUMMARY						
Metric	Unit	2Q FY24	2Q FY23	YoY change	1Q FY24	QoQ change
Unique Visitors	(million)	171.7	156.5	9.7%	171.4	0.1%
- Mobile	(million)	147.9	132.2	11.9%	146.5	0.9%
- Desktop/ PC	(million)	17.9	18.2	-1.4%	18.6	-3.7%
- Voice	(million)	5.9	6.1	-4.0%	6.3	-7.2%
- Mobile	% share	86.1%	84.5%	166 bps	85.5%	68 bps
- Desktop/ PC	% share	10.5%	11.6%	-117 bps	10.9%	-41 bps
- Voice	% share	3.4%	3.9%	-49 bps	3.7%	-27 bps
Total Listings (period end)	(million)	40.2	33.9	18.6%	38.0	5.8%
Net Listings Addition		2,192,436	1,069,916	104.9%	1,510,972	45.1%
Total Images in Listings (period end)	(million)	165.2	126.6	30.5%	150.2	10.0%
Listings with Geocodes (period end)	(million)	25.3	20.1	25.7%	23.5	7.5%
Ratings & Reviews	(million)	145.8	137.1	6.3%	144.6	0.9%
Paid campaigns (period end)		560,830	503,840	11.3%	548,270	2.3%
Total App Downloads (period end)	(million)	35.0	31.7	10.5%	34.0	3.2%
App Downloads per day		8,237	7,862	4.8%	8,553	-3.7%
Total Employees (period end)		14,888	15,058	-1.1%	15,367	-3.1%
- Sales Employees (period end)		11,532	11,332	1.8%	11,746	-1.8%

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.

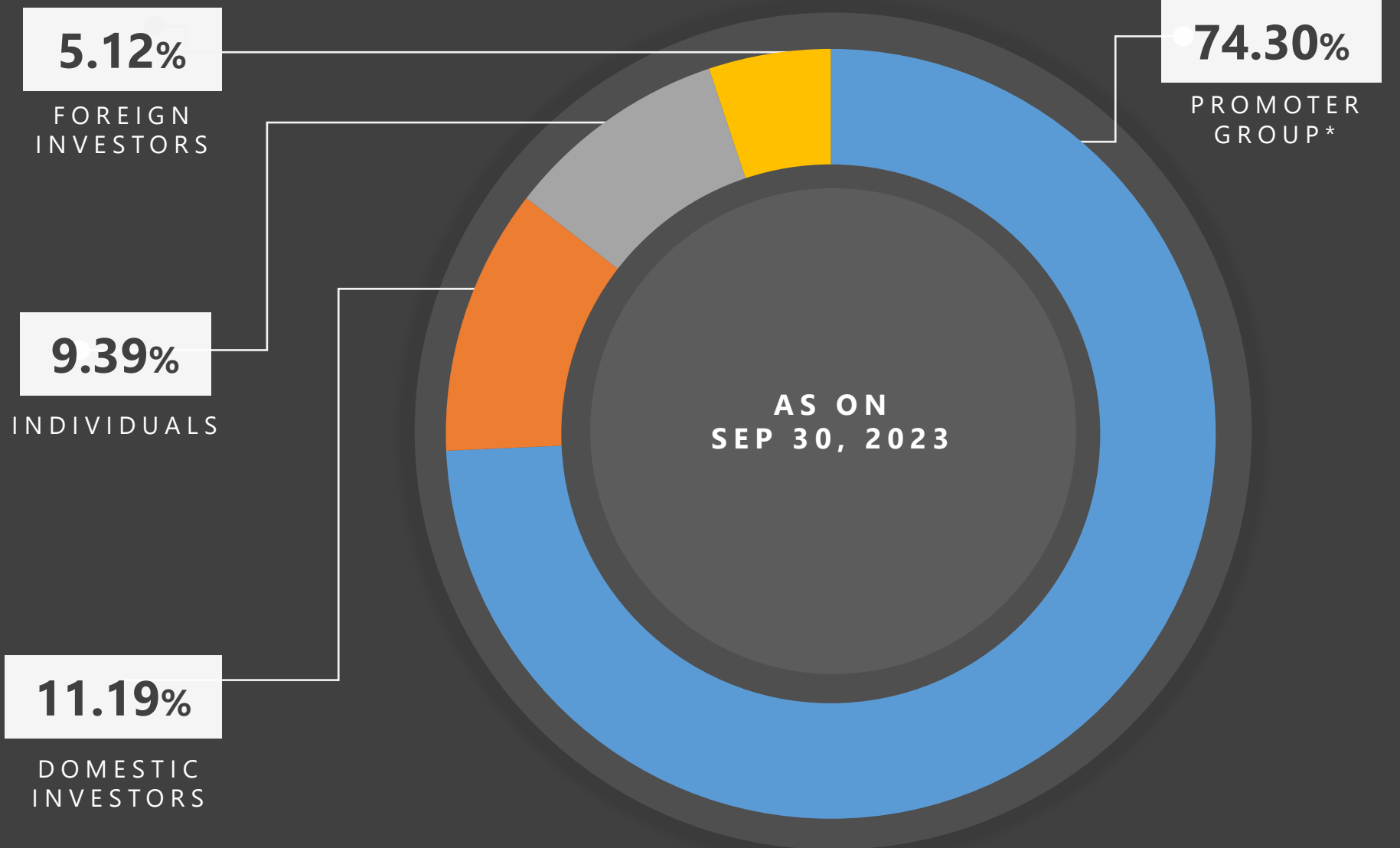
Dinesh Taluja

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)	27 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