

July 16, 2024

To,

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 Sir/Madam,

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

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

Kindly take the same on record.

Thanking you,

Yours truly,

For **Just Dial Limited**

Manan Udani
Company Secretary

Encl: as above

Just Dial Limited

CIN NO: L74140MH1993PLC150054

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

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

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

☎ 088888-88888 | www.justdial.com

CORPORATE PRESENTATION

July 2024



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

Q1 FY25 means the period Apr 1, 2024 to Jun 30, 2024

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



BUSINESS OVERVIEW



COMPANY OVERVIEW

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



High user engagement, 149.1 million ratings & reviews



181.3 million quarterly unique visitors in Q1-FY25



Database of 44.9 million listings



Scalable and profitable business model



591,650 active paid campaigns



Figures as on Jun 30, 2024

KEY STRENGTHS

- ❑ First Mover Advantage in Indian Local Search Market
- ❑ Strong Brand Recognition with 181.3 million unique quarterly visitors^ in Q1 FY25 (171.1 million in Q4 FY24)
- ❑ Comprehensive database of 44.9 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



4,694 employees in tele-sales, 5,286 feet-on-street salesforce




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

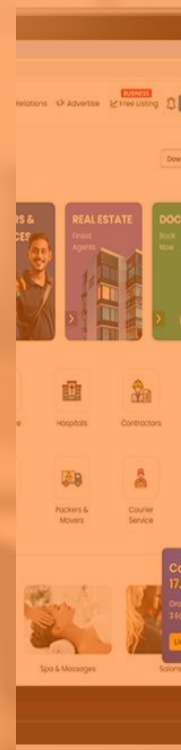
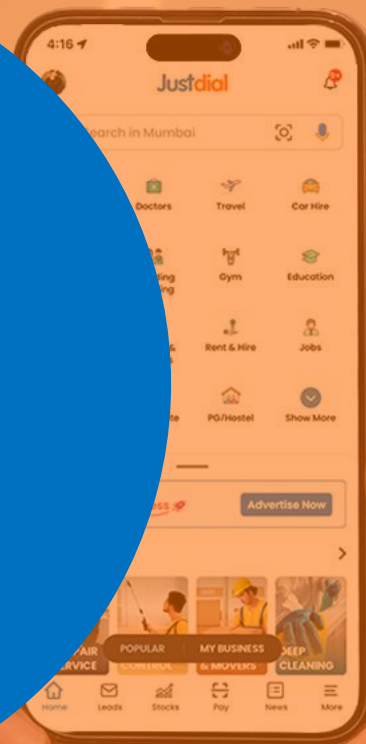
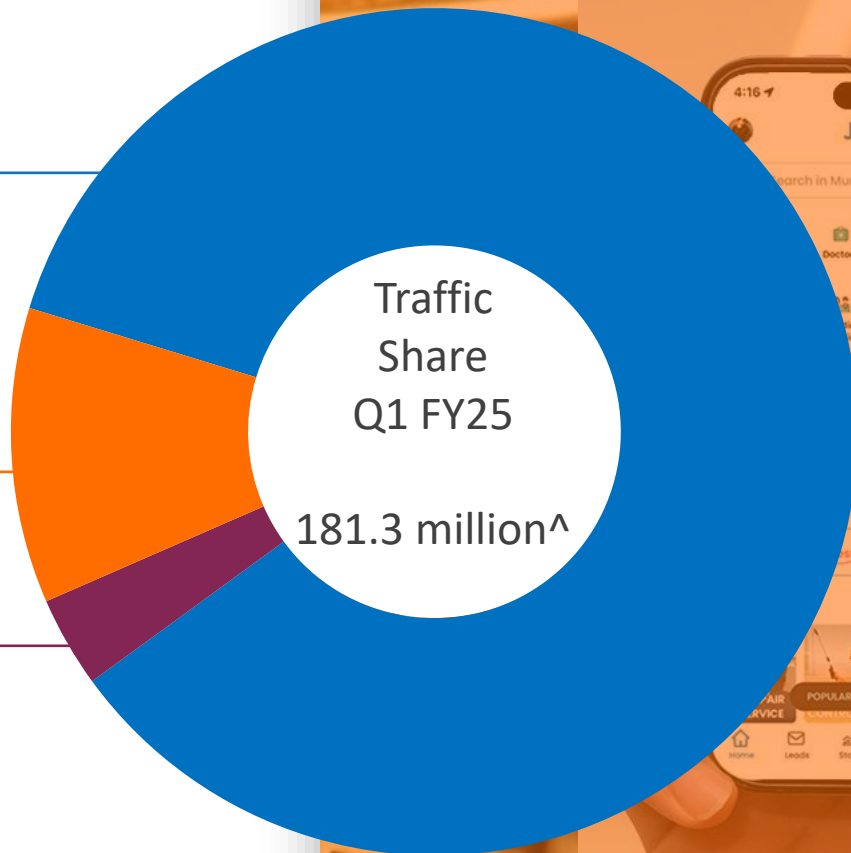


PLATFORMS

 **85.3%**
MOBILE
Mobile Site & Apps

 **11.3%**
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

Catalogues

Search Plus



WEBSITE

Predictive Auto-Suggest

Company, Category, Product Search

Location Detection

Maps & directions

Operating hours

Business logos

Pictures & videos

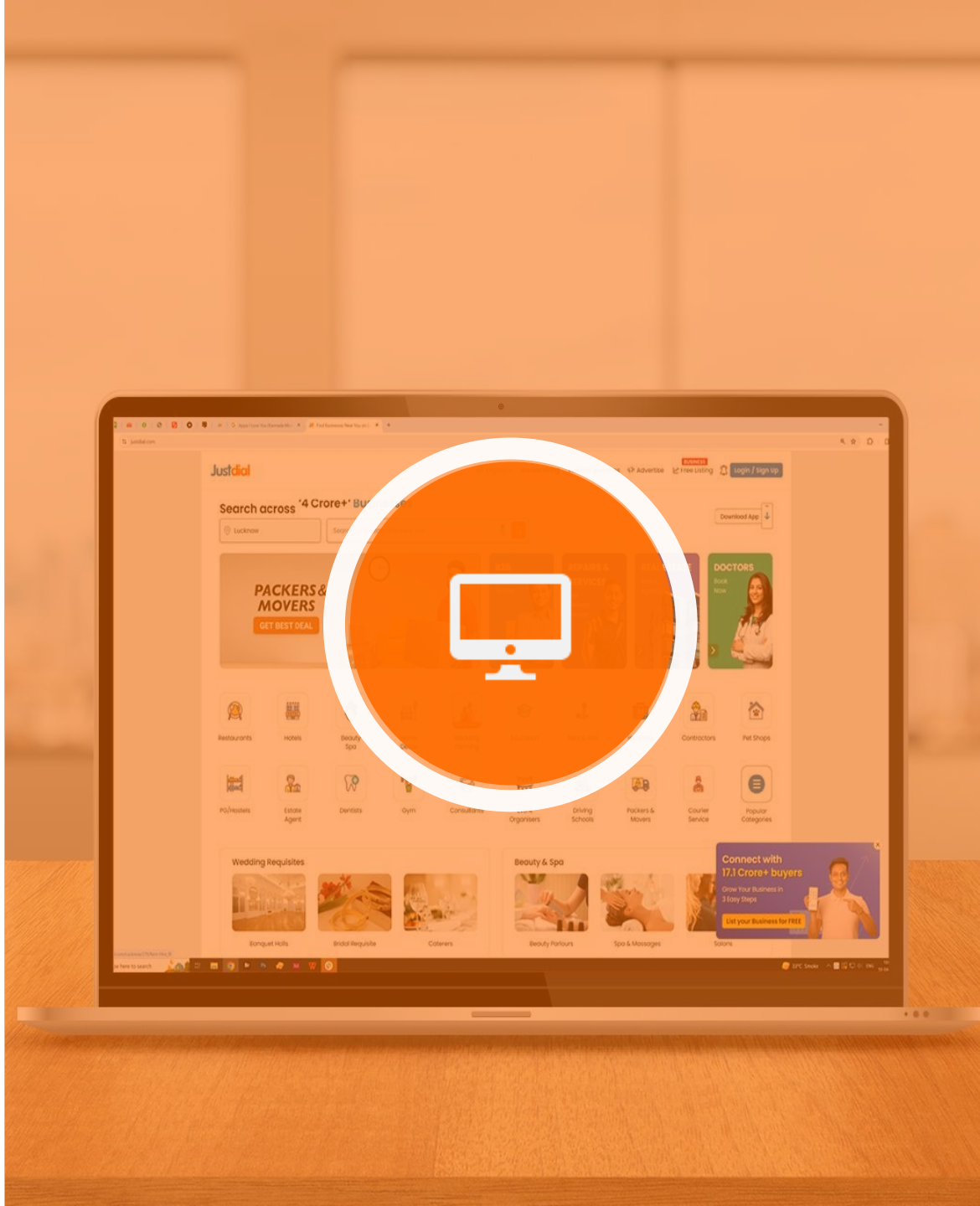
Ratings & reviews

Friends' Ratings

Catalogues

Search Plus

Popular Category Searches



VOICE

 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

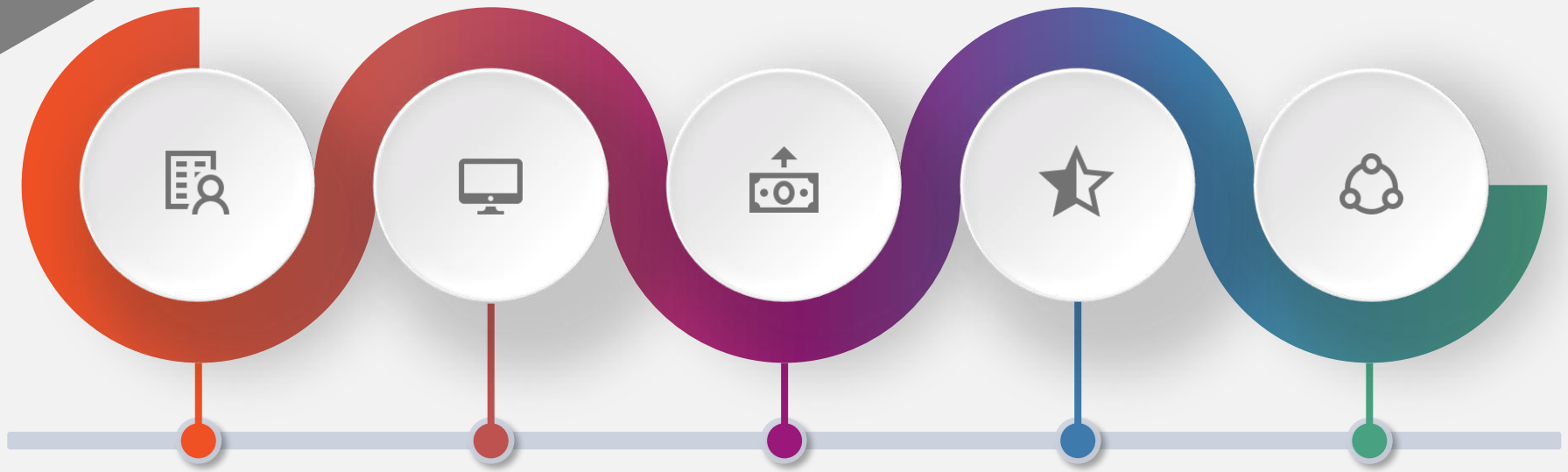
Personalized Greeting

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



149.1 million Ratings & Reviews

Mobile-verified, unbiased ratings

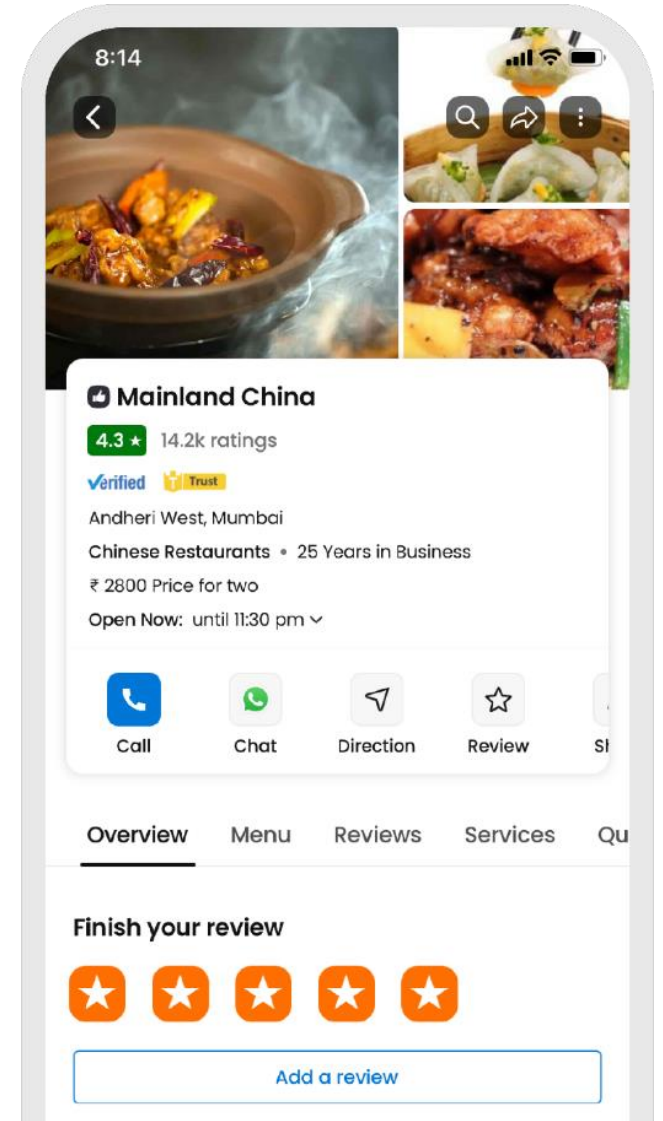
Intelligent tags to capture experiences

Friends' Ratings

5-Point Rating Scale

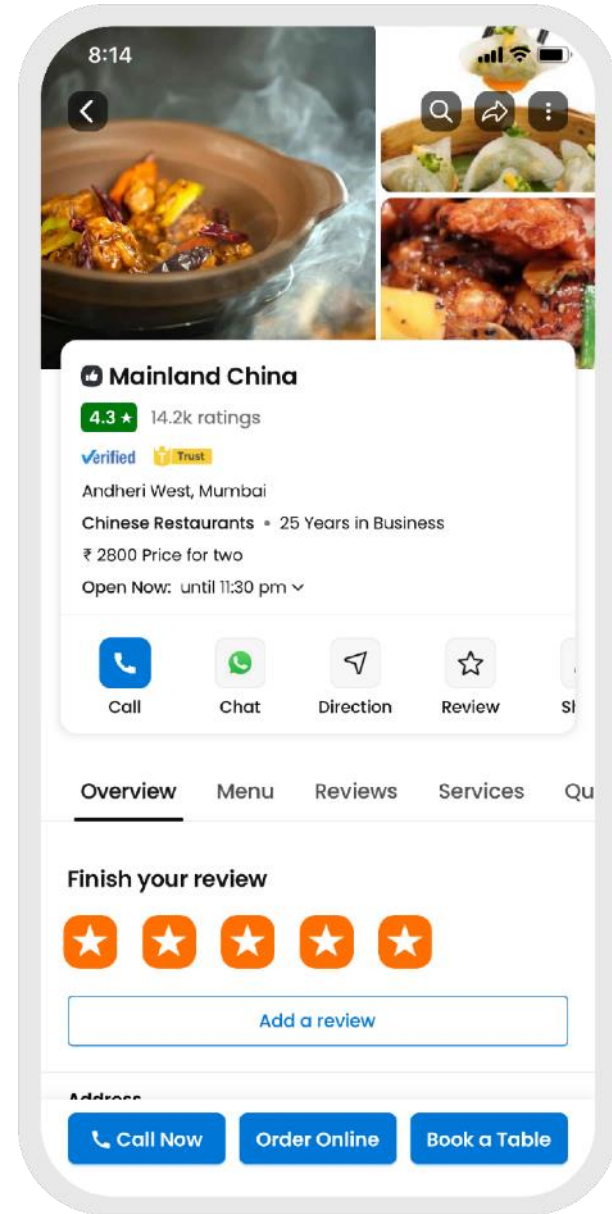
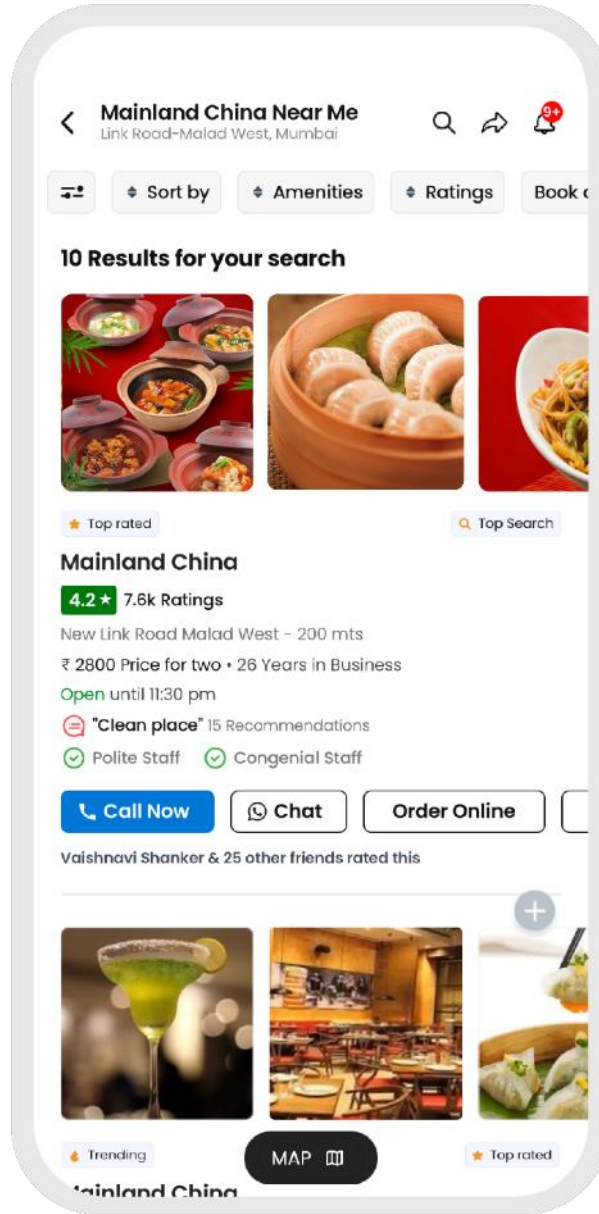
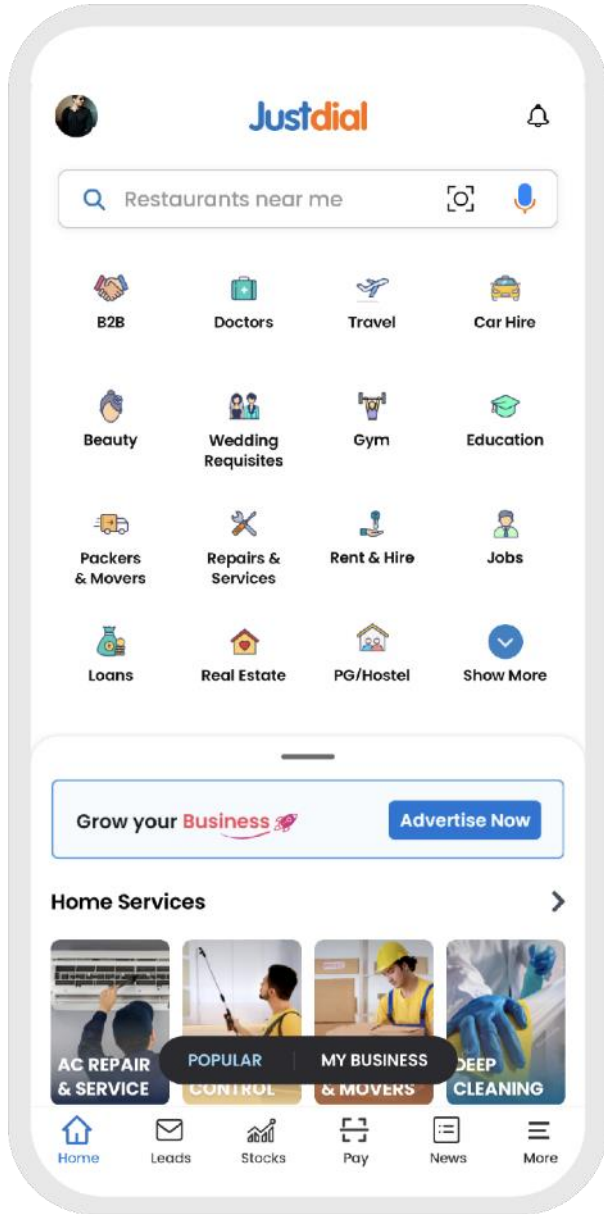
Photos Upload with Review

Robust Audit Mechanism





PRODUCT OVERVIEW



General Physician Doctors
Link Road-Malad West, Mumbai

all **Dr. Asmita D Chaturvedi** Call

Sort by Book Appointment Available Now

26k Results for your search

Dr. Aniket Wadal
Trending
4.9 ★ 34 Ratings
Station Road Kandivali East
6 Years in Healthcare
Available until 10:00 pm
70 Enquiries

Call Now Send Enquiry Chat

Dr. Nimisha P Kakadiya (Man...)
Verified
4.8 ★ 47 Ratings
90feet Road Kandivali East - 4.4 km
7 Years in Healthcare
"Clean & hygienic" 11 Recommendations
152 Enquiries
General And Laparoscopic Surgery

Call Now Send Enquiry Chat

MAP

Fortis HOSPITALS
2 photos >

Dr. Sangeeta Gomes (Fortis Hospital)
4.7 ★ 1.4k ratings
Bannerghatta Road, Bangalore
Gynaecologist & Obstetrician Doctors
MD (Obstetrics & Gynecology) • 23 Years in Healthcare
Opens at: 04:30 PM

Call Message Direction Review

Overview Locations Reviews Services

Finish your review

★★★★★
Add a review

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

Call Now Enquire Now

10 photos >

Dr. Ashish Agrawal (The Heart Clinic)
4.5 ★ 135 ratings
Verified
Mulund West, Mumbai • 35 min • 11.7 km
Cardiologists • DM (Cardiology)
20 Years in Healthcare • 53 enquiries answered
Available Now: Open 24 Hrs
In Clinic Appointment • Fees ₹ 1500

Call Chat Direction Review

Overview Appointment Locations Review


Finish your review

★★★★★
Add a review

Business Summary
Seasoned interventional cardiologist with 20 years of experience; specializing in cardiology.

Call Now Book Appointment

8:23



The Neha Salon & Academy
4.7 ★ 1.9k ratings
Verified Trust
Goregaon West, Mumbai • 8 min • 2.7 km
Beauty Parlours • 35 Years in Healthcare
114 enquiries answered
Available Now: until 8:30 pm

Call Chat Book Now Direction

Overview Catalogue Reviews Services

Address
Unnat Nagar Shop No 2/3, M G Road, Goregaon West, Mumbai - 400062 (Near Unnat Nagar 3, Opposite L T Road No 1, Near Shabir Hotel)

Direction Copy

Call Now Enquire Now Chat

The Neha Salon & Academy

Overview **Catalogue** Reviews Services

Search catalogue

Hair Colour Services (3)

- Colour Highlights For Women ₹6,000 Session
View Details >
- Crown Highlights For Women ₹3,500 Session
View Details >
- Loreal Global Hair Colour (Any Length) + Hair Wash + Blow Dry For Women ₹6,000 Session
View Details >

Nail Art Services (2)

- Gel Polish For Women ₹650

Catalogue

Call Now Enquire Now Chat

Enrich Salon

Overview **Locations** Reviews Services

Services

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

View All Services

Highlights from the Business

- Nail Art
- Manicure
- Pedicure
- Fa

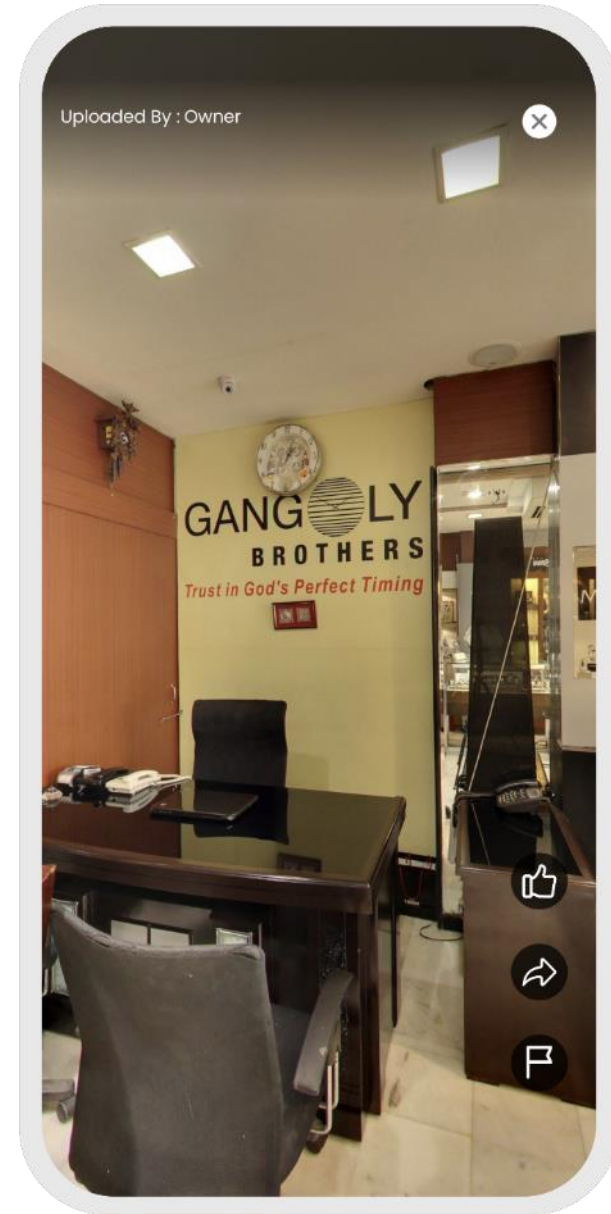
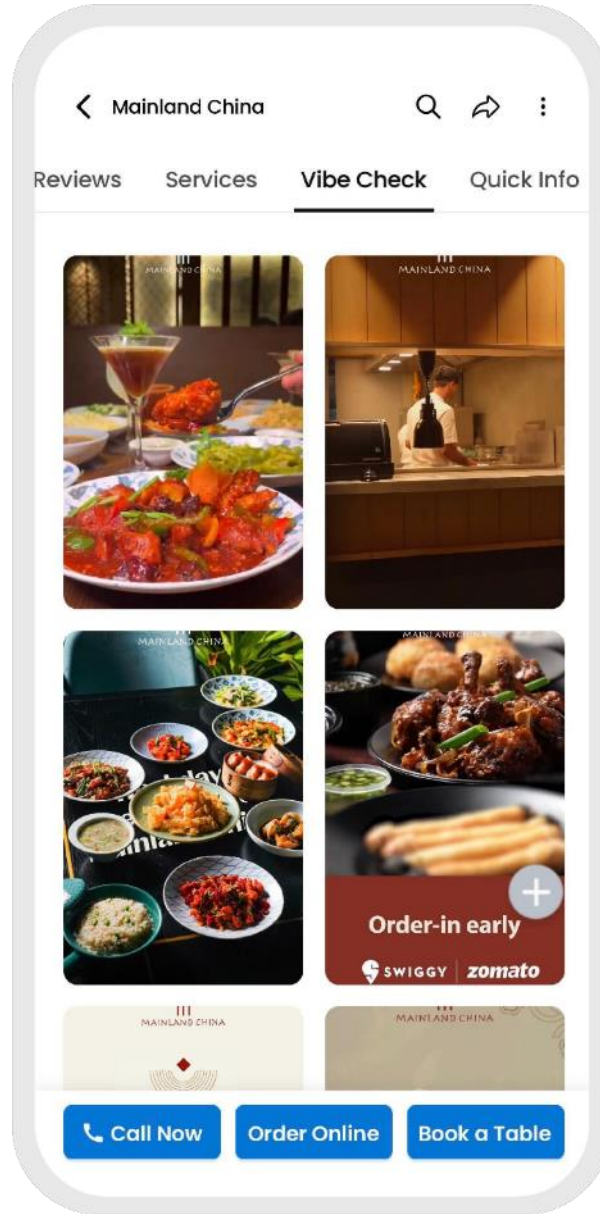
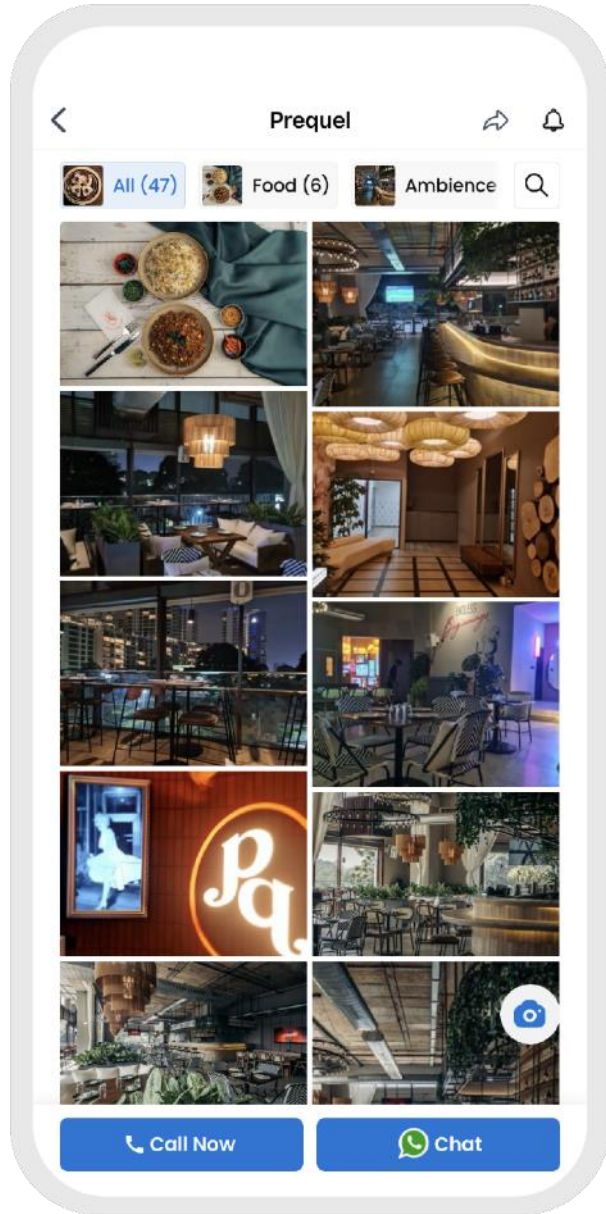
Key Insights

What users liked

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

Call Now Enquire Now Chat

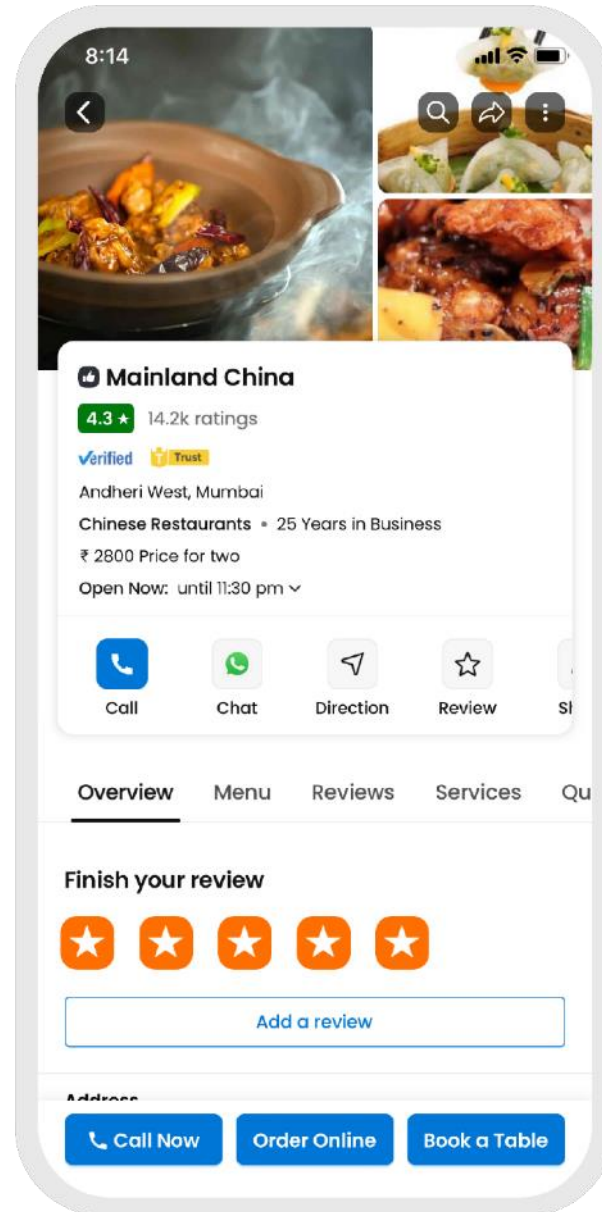
JD Mobile



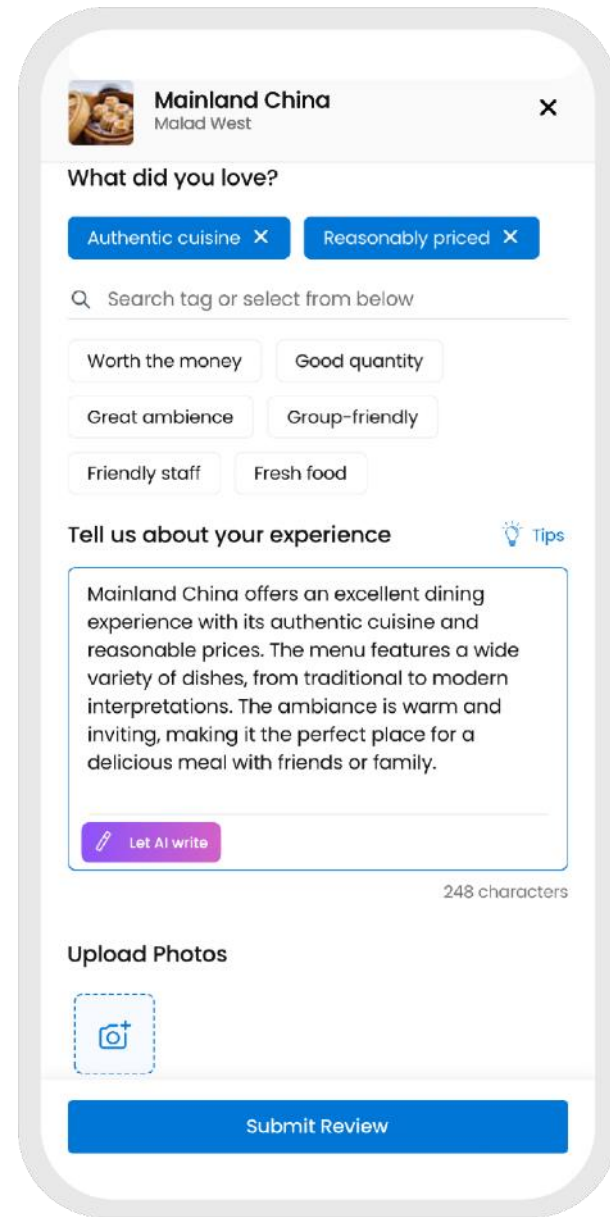
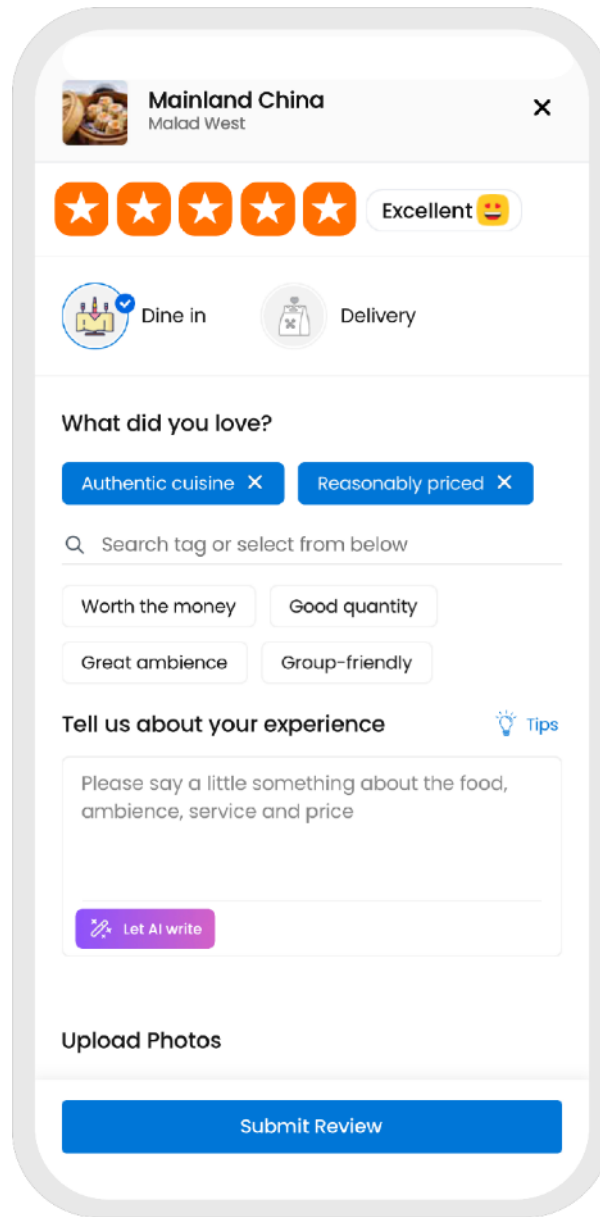
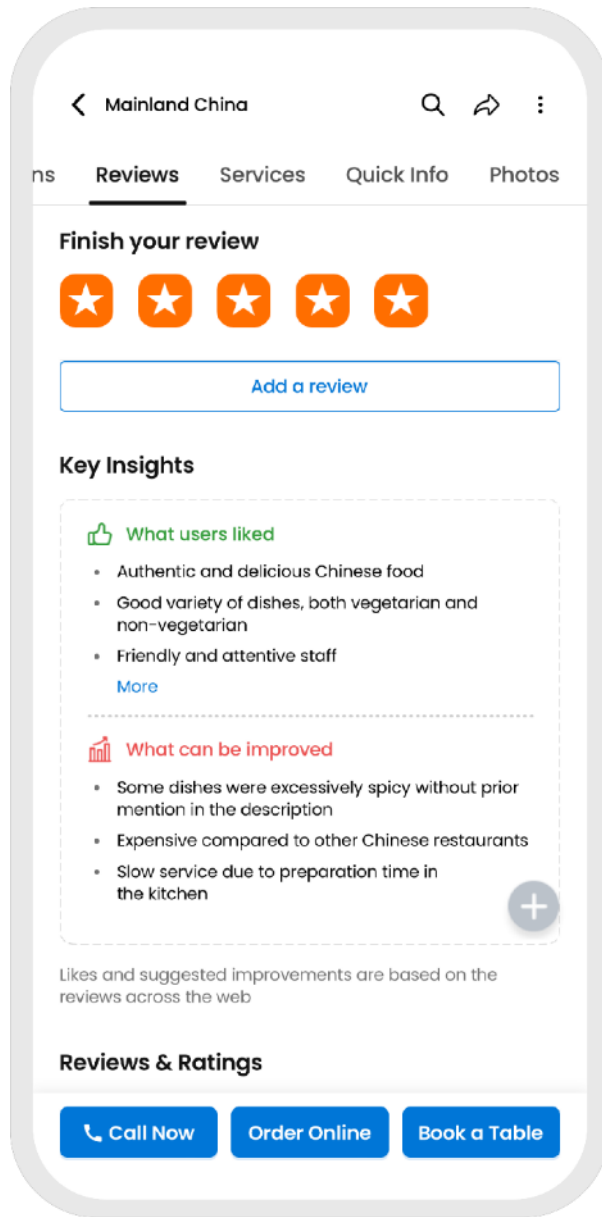
Voice Search

Listening.....

Mainland China restaurant



Enhanced Ratings & Reviews System



Review Insights

Key Insights

What users liked

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

[More](#)

What can be improved

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

[More](#)

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

Reviews & Ratings

4.2

9,067 Rating

Jd rating index based on 9,067 rating across the web

Start your Review



Recent rating trend



Mansi rated 4/5 & 1 other friends rated this

User Reviews

Relevant Friends Ratings (2) Latest High to Low

Search reviews



Somsuraj

1249 reviews, 85 followers

19 Dec 2022

★★★★★ 1

Mainland China

Overview Menu Locations Reviews

What users liked

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[More](#)

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Search across '4.3 Crore+' Businesses

Mumbai Search for Packers and Movers



Looking for?
Interior Designers

Get Best Quotes

B2B
Quick Quotes

REPAIRS & SERVICES
Get Nearest Vendor

REAL ESTATE
Finest Agents

DOCTORS
Book Now

- Restaurants
- Hotels
- Beauty Spa
- Home Decor
- Wedding Planning
- Education
- Rent & Hire
- Hospitals
- Contractors
- Pet Shops
- PG/Hostels
- Estate Agent
- Dentists
- Gym
- 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

Bangalore > Restaurants In Bangalore > Restaurants in Hebbal > Prequel



Prequel

4.2 ★★★★★ 1,261 Rating • [Claim this business](#)

📍 Hebbal, Bangalore • [Open until 1:00 am](#) • ₹ 1400 Price for two

- Show Number
- Chat
- Tap to Rate
- Share
- Edit
- 📍

Restaurants Fast Food

Order Online

Book a Table

Menu



Quick Information

Cuisines

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

Average Cost

Price For Two: ₹ 1400

Type

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

Timings

Mon - Tue 12:00 pm - 1:00 am
Wed, 17th Jul 12:00 pm - 1:00 am (Muharram) ⓘ
Thu - Sun 12:00 pm - 1:00 am

[Suggest new hours](#)

Address

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

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

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Similar Restaurants

[View More](#)

Alcohol

Amenities

Services



JD Mart – Exclusive B2B Platform

Location: Mumbai

Search "Headphones"

Kirloskar Pumps
Enriching Lives
Source Now

All Categories | Post Requirement

- Construction & Real Estate
- Security & Protection
- Automobiles Accessories
- Textile & Leather Produ...
- Food & Beverage
- Health & Medical
- Chemicals
- Electronics

Top Brands Based On Your Search

Home | Leads | Stocks | Pay | News | More

Powder Coating Machine
Mumbai

Products | Suppliers **New**

All India | Business Type | Brands

NC301D Manual Powder Coating Machine
₹ 89.6 K / Unit
Verified 19 yrs Popular
Magnus Equipments
Palghar **Manufacturer**
Also Serves Mumbai
15 Enquiries

Call Now | Get Best Price

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

Call Now | Get Best Price

industrial powder coating machine
18 yrs Responsive

4:58 | 4G

76 photos >

Mitsuba Systems India LLP (Factory Outlet)
4.1 ★ 625 ratings
Verified
Andheri West, Mumbai • 5.7 km
Manufacturer • 45 Years in Business
Open Now: until 6:00 pm

Call | Chat | Direction | Review | SI

Overview | **Products** | Reviews | Quick Info

All | Powder Recovery Booth | Conveyori


Powder Recovery Booth
1 product

Series 3 High Efficiency Electric After Filter, 5000 mg Capacity, Stainless Steel
₹ 60 K – ₹ 16 L / Pc
LIST

Series : Series 3

Call Now | Get Best Price | Chat

JD Mart – Exclusive B2B Platform



Video 1/2



Extension Muzzles

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

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


Description

Coat deep recessed areas with ease and uniformity using the extension lances which are available in various lengths.

 **Verified**  **Trust** 45 yrs
Mitsuba Systems India LLP (Factory Outlet)
4.1 ★ 625 Ratings
Andheri West - Mumbai **Manufacturer**
[View more seller info >](#)

[Company Brochure](#) [Share](#)

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



1/4

Rebar Coating Equipment



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

₹ 10,000 - ₹ 8 L / Pc

Quantity kg [Get Quote >](#)

Description

Mitsuba is a pioneer in the manufacture and supply of rebar powder coating equipment to coat fusion bonded epoxy powder for reinforcing bars. FBE coated rebars have better corrosion resistance and high flexibility which allows the bar to be bent without damaging the coating

 **Verified**  **Trust** 45 yrs
Mitsuba Systems India LLP (Factory Outlet)
4.1 ★ 625 Ratings
Andheri West - Mumbai **Manufacturer**
[View more seller info >](#)

[Company Brochure](#) [Share](#)







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Rebar Coating Equipment

[Company Brochure](#) [Share](#)

[View more seller info >](#)

More from this seller

 <p>Dipstick Series 700 Supreme Lar... ₹ 4 K - ₹ 80 K</p>	 <p>Dual Series 700 Supreme Large E... ₹ 4 K - ₹ 80 K</p>	 <p>Series 3 High Efficiency Electric... ₹ 60 K - ₹ 16 L</p>
 <p>Uni Series Powder Spray Booth with... ₹ 8 K - ₹ 3.2 L</p>	 <p>Sprayright Plus Powder Coating... ₹ 4 K - ₹ 80 K</p>	 <p>Compact Standalone Siev... ₹ 200 - ₹ 80 K</p>

Product images

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

JD Mart – Exclusive B2B Platform

Justdial

Bangalore

Search 'Brick'



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Login / Sign Up

All Categories

B2B Events

Construction & Real Estate

Food & Beverage

Home & Garden

Apparel & Fashion



Are you looking for
**Mitsuba Systems Powder Coating
Machine ?**

What is the required quantity?

Quantity

sq.in

Get Verified Sellers >

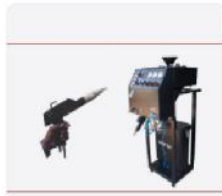
Have a business ?
Start selling with us in
just 40 secs for free!

Register Now >



Categories Similar To Your Search

View all



Powder Coating Machine



Powder Coating Twin
Screw Extruder



Powder Coating
Equipment



Powder Coating Filter



Conveyorised Powder
Coating Plant



Powder Coating Ovens

Top-Ranked Categories For You

View all



Felt Bob



Plural Component Spra...



Powder Coating Ovens



Canvas Drop Cloth



Paint Robots



Powder Coating Equipm...

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Justdial

Bangalore

Loom Solar Panel 10 watt 12 volt for Mobile Charg...

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Home & Garden

Apparel & Fashion

Bangalore > Energy in Bangalore > Solar Energy Products in B... > Solar Panel in Bangalore > Loom Solar Panel 10 watt - ...



Loom Solar Panel 10 Watt - 12 Volt For Mobile Charging

₹ 1,000 / Pc

1 Pc (MOQ)

Quantity

watt

Get Quote

Specification

Brand

Loom Solar

Description

Output Power 10 Watts
Panel Technology Poly Crystalline
Performance Warranty 25 Years
Cell Conversion efficiency > 16%



Seller Information



Konark Solar

IND | Bangalore

Dealer

4.8 ★★★★★ 154 Ratings

6 Years

Show Number

Get Best Price

Chat

Register Your Business for FREE

Get access to 17.1 Cr+ Buyers and Free Leads



More from this seller



6 Kw On-Grid Solar Panel

₹ 55,000

Get Best Price



On Grid Solar Panel

₹ 60,000

Get Best Price



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

₹ 1,600

Get Best Price



Loom Solar Panel - Shark 575-Topcon, 144 Cells, Half...

₹ 16,500

Get Best Price

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Justdial

Mumbai

Mitsuba Systems India LLP Factory Outlet Andher...

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All Categories

B2B Events

Construction & Real Estate

Food & Beverage

Home & Garden

Apparel & Fashion

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



Mitsuba Systems India LLP (Factory Outlet)

4.1 ★★★★★ 625 Rating **Verified** **Manufacturer** • Claim this business

IND Andheri West, Mumbai • Open until 6:00 pm • 45 Years in Business

Show Number

Chat

Tap to Rate

Share

Edit

Send Your Enquiry
Get best deal for free

Powder Coating Equipment Manufacturers

Powder Coating Machine Manufacturers-Mitsuba Systems

Overview

Products

Catalogue

Business Details

Photos

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Reviews

Popular Products

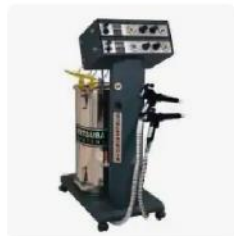
View All



Dipstick Series 700 Supreme Large Electrostatic Powder...

₹ 4 K - ₹ 80 K /Pc
(MOQ) : 1 Pc

Get Best Price



Dual Series 700 Supreme Large Electrostatic Powder...

₹ 4 K - ₹ 80 K /Pc
(MOQ) : 1 Pc

Get Best Price



Series 3 High Efficiency Electric After Filter, 5000 M...

₹ 60 K - ₹ 16 L /Pc
(MOQ) : 1 Pc

Get Best Price



Uni Series Powder Spray Booth With Cyclone...

₹ 8 K - ₹ 3.2 L /Pc
(MOQ) : 1 Pc

Get Best Price

Address

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

Get Directions

Copy Address

Show Number

Sms / Email

Share this

Tap to rate

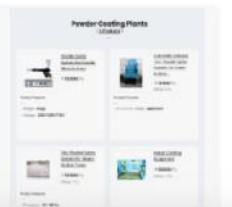
Visit our Website

GSTIN : 27ABEFM7597DIZW

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Company Catalogue


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Similar Businesses

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Self-Sign-up for SMEs to start paid campaign



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with India's No. 1 Local Search Engine

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- ✓ Find Ready to Buy Customers Instantly
- ✓ Track Leads & Competition Trends

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5.4 Lakh+
Happy Customers

17.1 Crore+
Buyers*



Select Your Plan

11 Buyer Lead Available in Mumbai.
Upgrade Now to Access these Leads

		3 Year Plan	
Compare & View More Plans >	Standard ₹134/day 25% off ₹ 100/day	Standard ₹167/day 60% off ₹ 67/day	Growth ↗ Max Exposure List in Top 5
	Buy Now	Buy Now	Know More
Search Visibility	1x	1x	Guaranteed Top Visibility
Online Catalogue	✓	✓	✓
Payment Solutions	✓	✓	✓
Smart Lead System	✓	✓	✓
Competitor Analysis	✓	✓	✓
Premium Customer Support	✓	✓	✓
Verified Seal [®]	✗	✓	✓*
Trust Stamp [®]	✗	✓	✓*
Mobile Banner	✗	✓	✓*
Website Banner	✗	✓	✓*
Business Website	✗	✓	✓*
Jd Rating Certificate	✗	✓	✓

JD Business – Dashboard for SMEs to manage campaigns

Justdial Business

Elite Luxury Spa
Thane West

5 Today's Lead
12 Yesterday's Lead
20 Hot Lead
12 Booking

12.1K All Leads
Analytics Dashboard
Competition Trends

Increase Business Profile Score
Reach out to more customers
76%
INCREASE SCORE →

Edit Profile
Complete KYC
Add GST
Add Photos

View More

Improve your Ratings
Download Software QR code
POPULAR MY BUSINESS

Elite Luxury S...
Thane West

Customer Support

380 Leads Received >
366 Leads Responded >

22 mins Avg. Response Time >
87% (Good) Profile Score >

View More

New Leads: 5
Yesterday Leads: 23
Hot Leads: 5

New Feature Available
Add Reminder
Check it out!

Recent Leads
View All >

NEW
Padma Jain
Malad West, Mumbai
Today, 05:35 PM
Details

NEW HOT LEAD
Amit Chauhan

Elite Luxury S...
Thane West

Customer Support

All Leads (1200) Hot Leads 42 New Missed

Date Starred Booking Filter

HOT LEAD 02:35 PM
Padma Jain
Thane West, Mumbai
Spa
18 Jun 2024, 02:35 PM
Add Note Add Reminder Ask Rating
Padma Jain has a requirement in the category you deal with.
Hide Details

HOT LEAD FOLLOW UP 01:45 PM
Amit Kumar
Thane West, Mumbai
Spa
18 Jun 2024, 02:35 PM
Add Note Add Reminder Ask Rating
Amit Vadagamapuri has a requirement in the category you deal with.
Hide Details Connected 1 hour ago 4★

HOT LEAD 20 May
Deepti Sharma
Thane West, Mumbai

Beyond Search

JD Shopping

The JD Shopping app interface displays search results for Apple MacBooks. At the top, the location is set to Mumbai - 400005. Below the search bar, there are options to sort by, filter, and compare. The results list three MacBooks:

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

At the bottom, a partial result for an Apple MacBook Pro MR9V2HN/A 13.3-Laptop is visible. The bottom navigation bar includes Home, Leads, Stocks, Pay, News, and More.

Get quotes on Products

The product detail page for an Apple MacBook Pro Core i5 8th Gen - (8 GB/256 GB SSD/Mac OS Mojave) MR9U2HN/A (13.3, Silver, 1.37 kg) is shown. It features a large image of the laptop with a bookmark and share icon. Below the image, the product name and specifications are listed, along with a 4.2-star rating from 91 reviews. The price is ₹ 1,69,900, marked as a 'BEST DEAL'. The seller is Nageshwar Infosys, located in Chinch Bandar. The bottom navigation bar is consistent with the JD Shopping app.

Travel

The Travel app interface provides a central hub for various travel services. At the top, there are icons for Flights, Bus, Trains, Car Rentals, and Tempo Travellers. Below these are icons for Hotels, Resorts, Home Stays, Forex, and Visa. A notification badge is present in the top right corner. The 'Popular Destinations' section features cards for Mumbai (34 Deals), Delhi (71 Deals), and Bangalore (44 Deals). The 'Hotel Suggestions' section shows cards for Radisson Mumbai Gor... (₹ 10,999), Hotel Lucky (₹ 3,615), and Treebo Olive Nest (₹ 4,762). The bottom navigation bar includes Home, Leads, Stocks, Pay, News, and More.

Beyond Search

Flights

< Flights 6

One Way Round Trip Flight Status

From
Mumbai BOM

To
New Delhi DEL

Departure
2 July Tue

Travellers
1

Class
Economy

Search

GET UP TO
₹ 1000 OFF
On Flight Bookings
PROMO CODE JDINSTANT

Powered by EaseMyTrip.com

Home Leads Stocks Pay News More

Bills & Recharge

< Bills & Recharge

My Bills Mobile Electricity DTH

Pending Bills History Auto Payment

Vodafone Postpaid ₹ 550
9594858380
3 July 2024

Adani Electricity ₹ 2330
2210105410
6 July 2024

Mahanagar Gas ₹ 550
9594858380
4 July 2024

Apply discount coupon

₹ 2,880
2 Bills Selected

Pay Now

Home Leads Stocks Pay News More

Jd Pay

☰ JD Pay

Send Money Receive Money Scan JD QR Account Passbook Settings

Travel, Bills & Recharge

Credit Card Gift Card Loan Repayment Fastag Flight

Bus Recharge Postpaid DTH Electricity

Landline Gas Broadband Insurance Water

Businesses

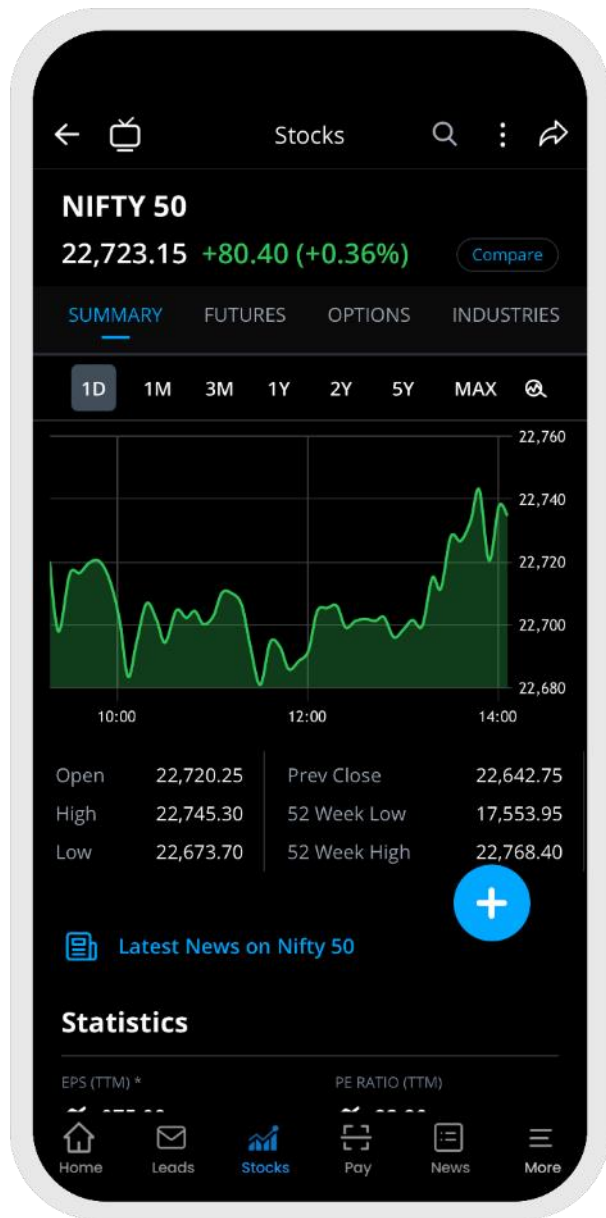
Style Lit... Chaska...

Account Passbook

Home Leads Stocks Pay News More

Beyond Search

Stocks



Logistics

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

Pickup Pincode: 400064
Delivery Pincode: 201309

We are providing service between these areas.

Instant Lowest Quotes

LOGISTICS SIMPLIFIED

- Explore
- Compare (10+ SHIPPERS)
- Ship

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

Get quotes

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

Choose Your Preferred Logistic Partner

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

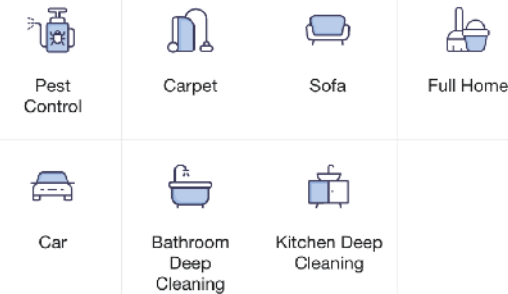
Proceed

JD Xperts – One Stop Solution for On-Demand Services

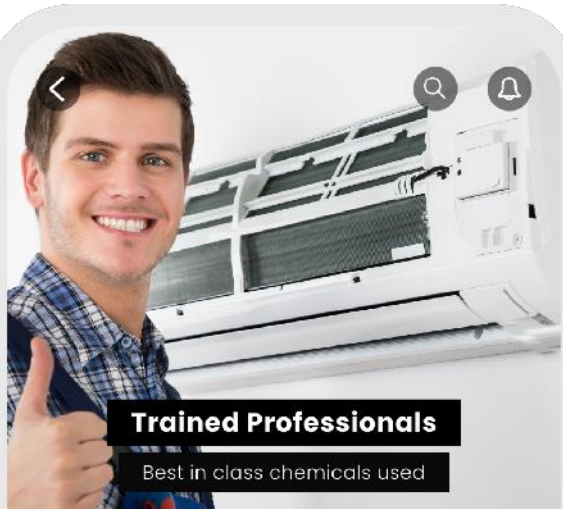
Repair & Services



Pest Control & Cleaning Service



Quick Home Service NEW



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

AC Repair & Service

Service
Added: 2 Split AC Service

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

Install/Un-installation

Guarantee

Happiness Guaranteed

Service Repair Installation/Un-installation

Service

Split AC Service

₹399 ~~₹399~~

60 min 25% off, 2nd AC Onwards

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

[View Details >](#)

Window AC Service

ADD +

₹499 ~~₹499~~

60 min 25% off, 2nd AC Onwards

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

[View Details >](#)

NOTE : Repair cost is given post inspection

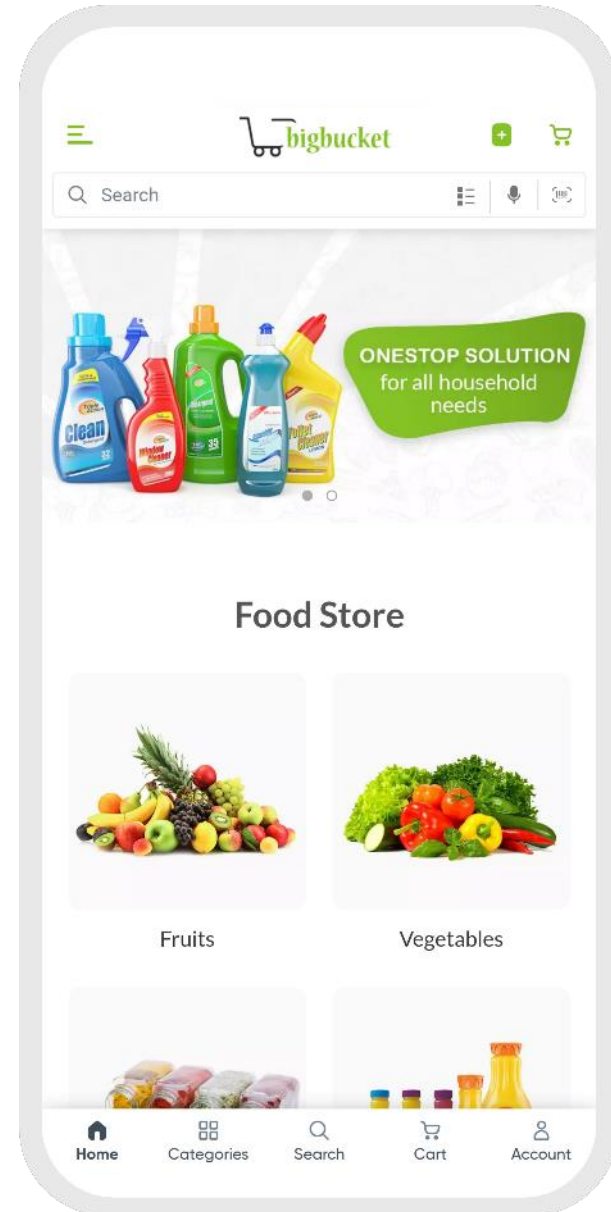
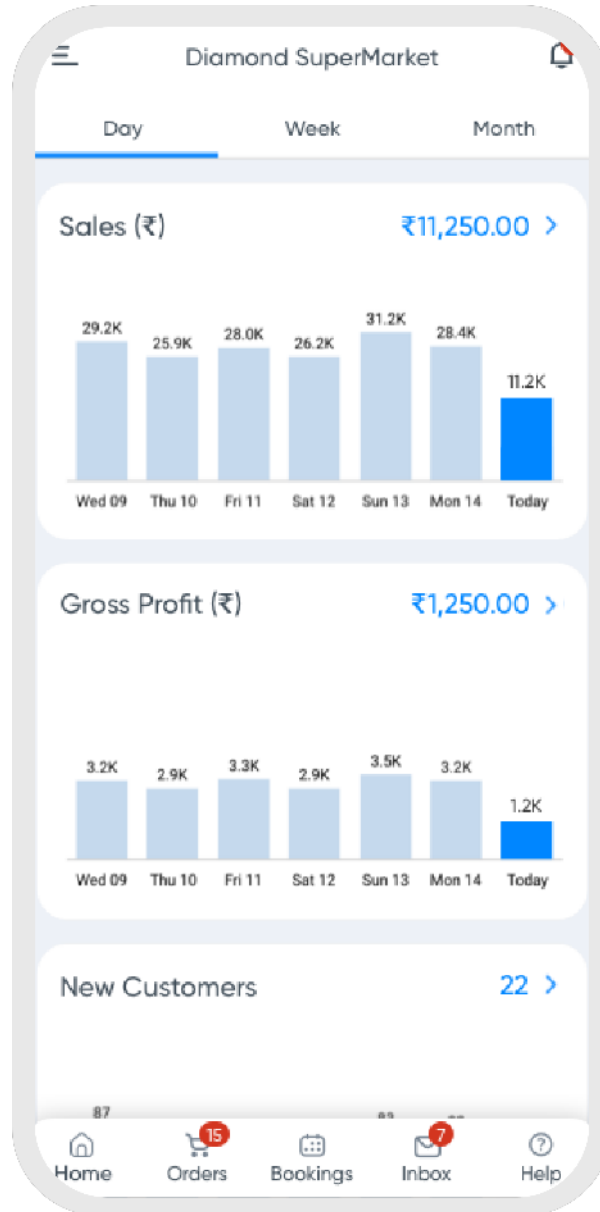
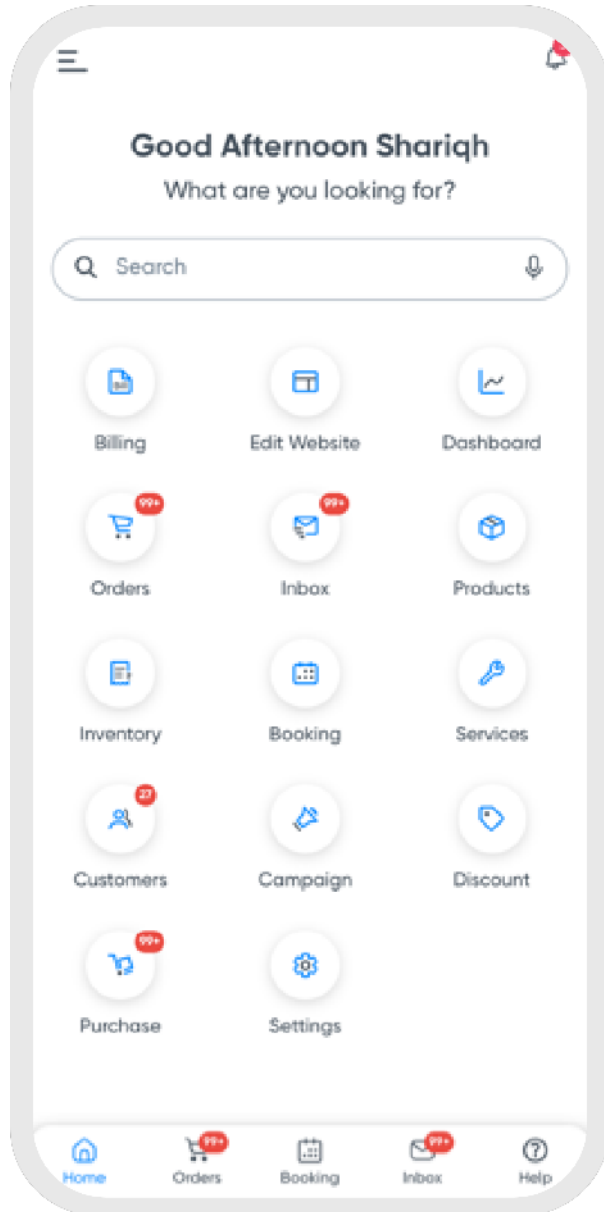
[Rate Card](#)

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

1 ₹1,399

[Continue >](#)

JD Omni – Cloud-Hosted Solution for Digitalizing Businesses



2:01 FOR RENT, SALE, PURCHASE & BOOKING SHOP NO.11, SAI RAJ COMPLEX, PLOT NO.103, SECTOR.1 SANPADA PALM BEACH NAVI MUMBAI - 4007056 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 ▾ Fu

Semi-Furnished ₹35,000
Moraj Residency
2 BHK Flats • 750 sq.ft
Sanpada Sector 16
Get Details

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

Call Now Enquire Now Chat

2:01 FOR RENT, SALE, PURCHASE & BOOKING SHOP NO.11, SAI RAJ COMPLEX, PLOT NO.103, SECTOR.1 SANPADA PALM BEACH NAVI MUMBAI - 4007056 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 ▾ Fu

₹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

2:01 FOR RENT, SALE, PURCHASE & BOOKING SHOP NO.11, SAI RAJ COMPLEX, PLOT NO.103, SECTOR.1 SANPADA PALM BEACH NAVI MUMBAI - 4007056 13 photos >

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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 ▾ Fu

₹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
Get Details

Call Now Enquire Now Chat



OPERATIONAL & FINANCIAL
OVERVIEW

EFFICIENT & PROFITABLE BUSINESS MODEL

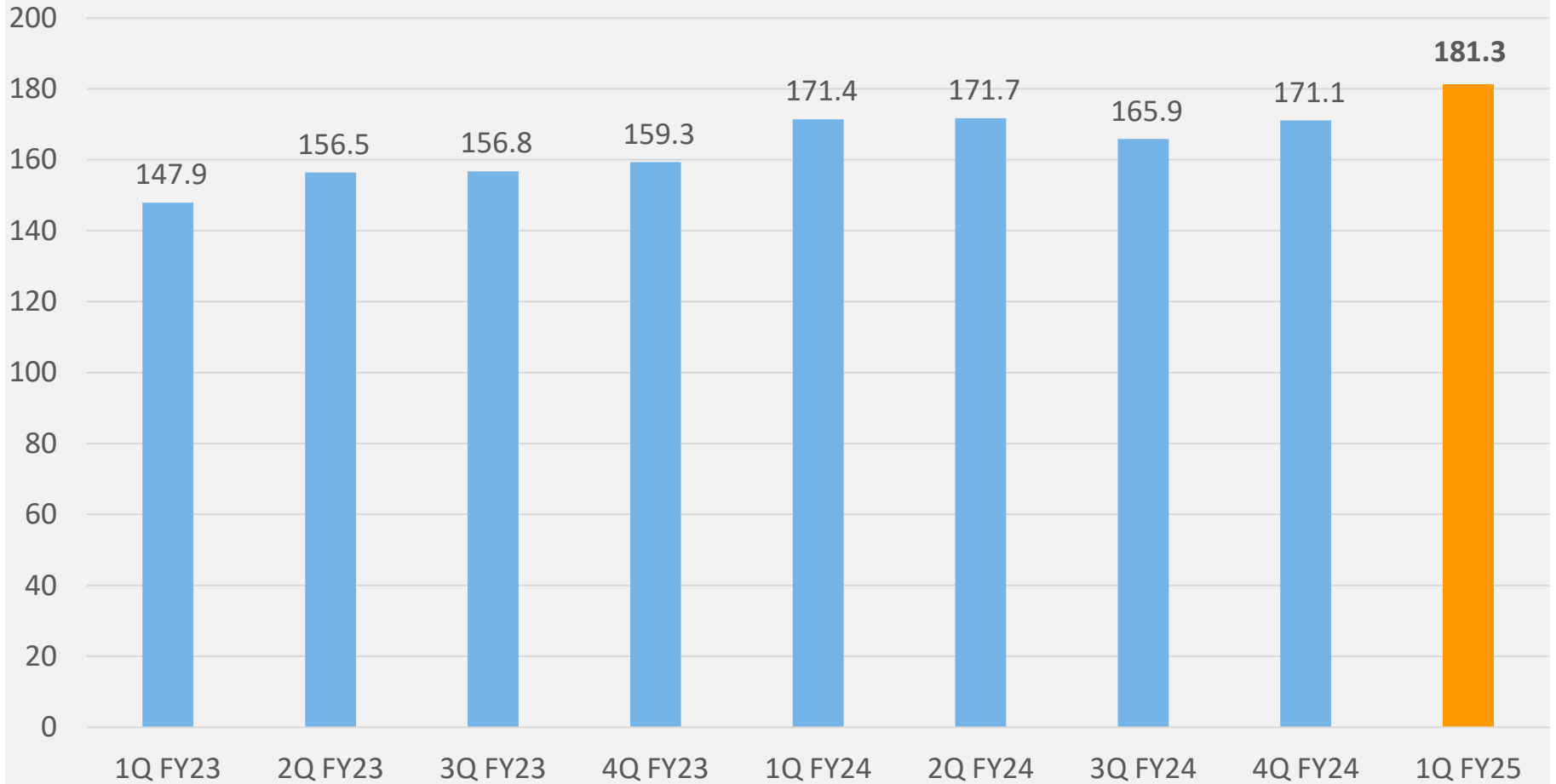
- Paid Advertisers pay a fixed fee to run searched advertising campaigns for their businesses on Justdial's platforms
- Various premium & non-premium listing packages available which determine placements in search results
- Multiple factors determine pricing, such as business categories of advertiser, geographies targeted, type of package
- Add-on products such as banners, own website, JD Pay, JD Ratings, etc. available
- Advertisers can pay amounts either upfront or through monthly payment plans, with ability to manage campaigns online
- Justdial also runs multi-city/ national campaigns for pan-India advertisers
- Sales team comprises of 4,694 employees in tele-sales, 1,532 feet-on-street (marketing), and 3,754 feet-on-street (Cold Calling & Others) as on Q1 FY25



KEY
BUSINESS
ATTRIBUTES

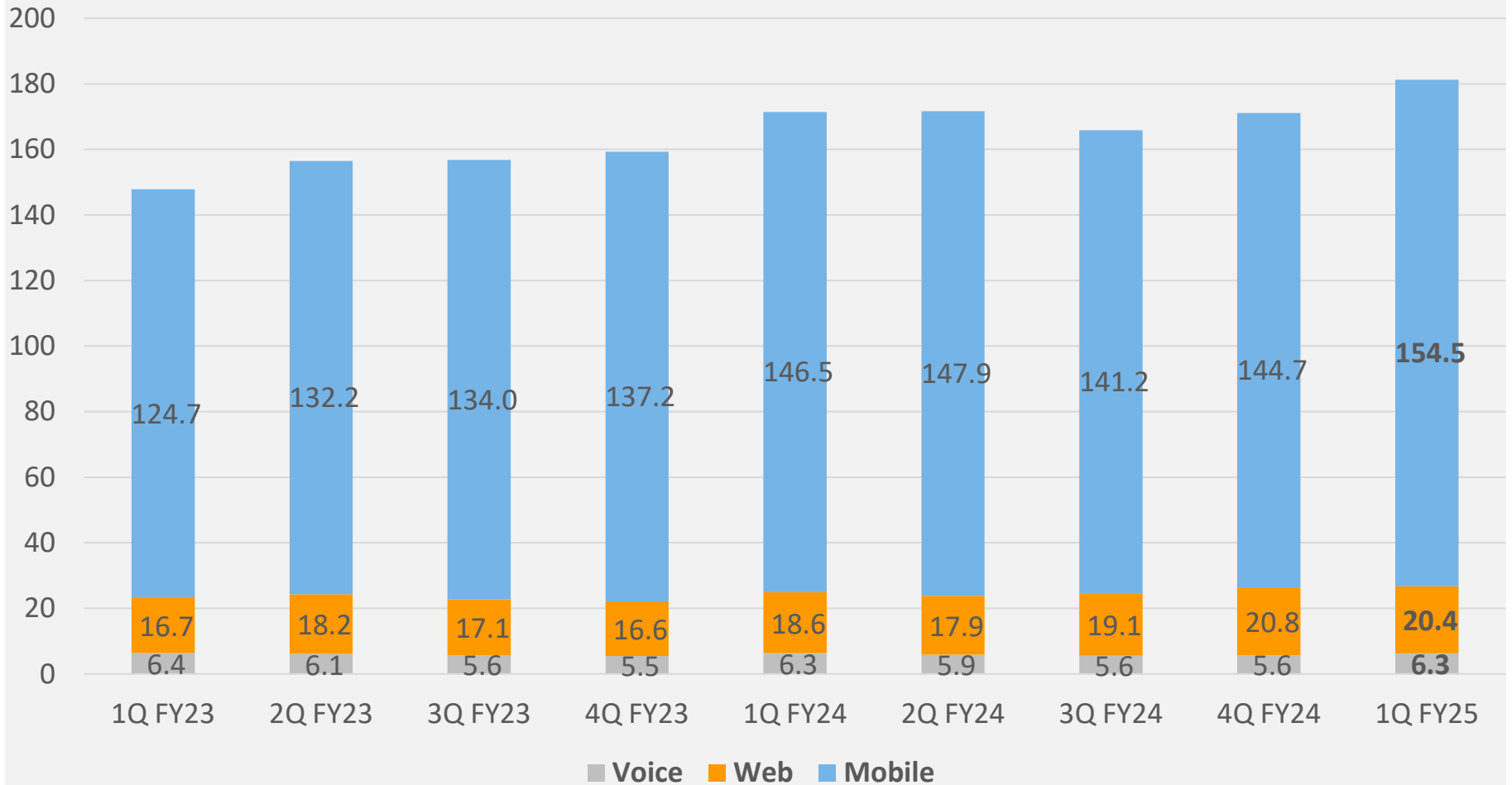
TRAFFIC/ VISITORS

Quarterly Unique Visitors (million)



TRAFFIC/ VISITORS

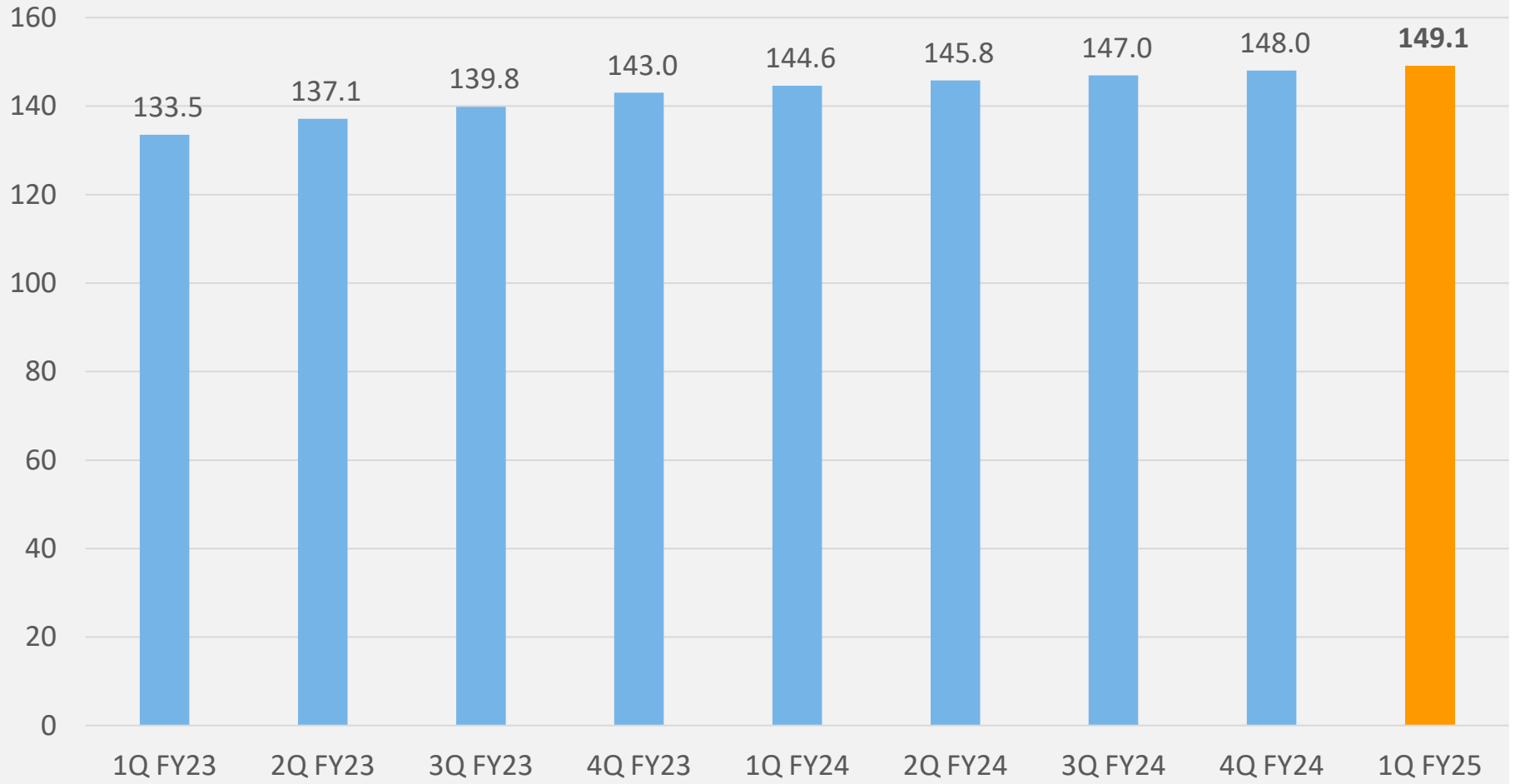
Quarterly Unique Visitors split (million)



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

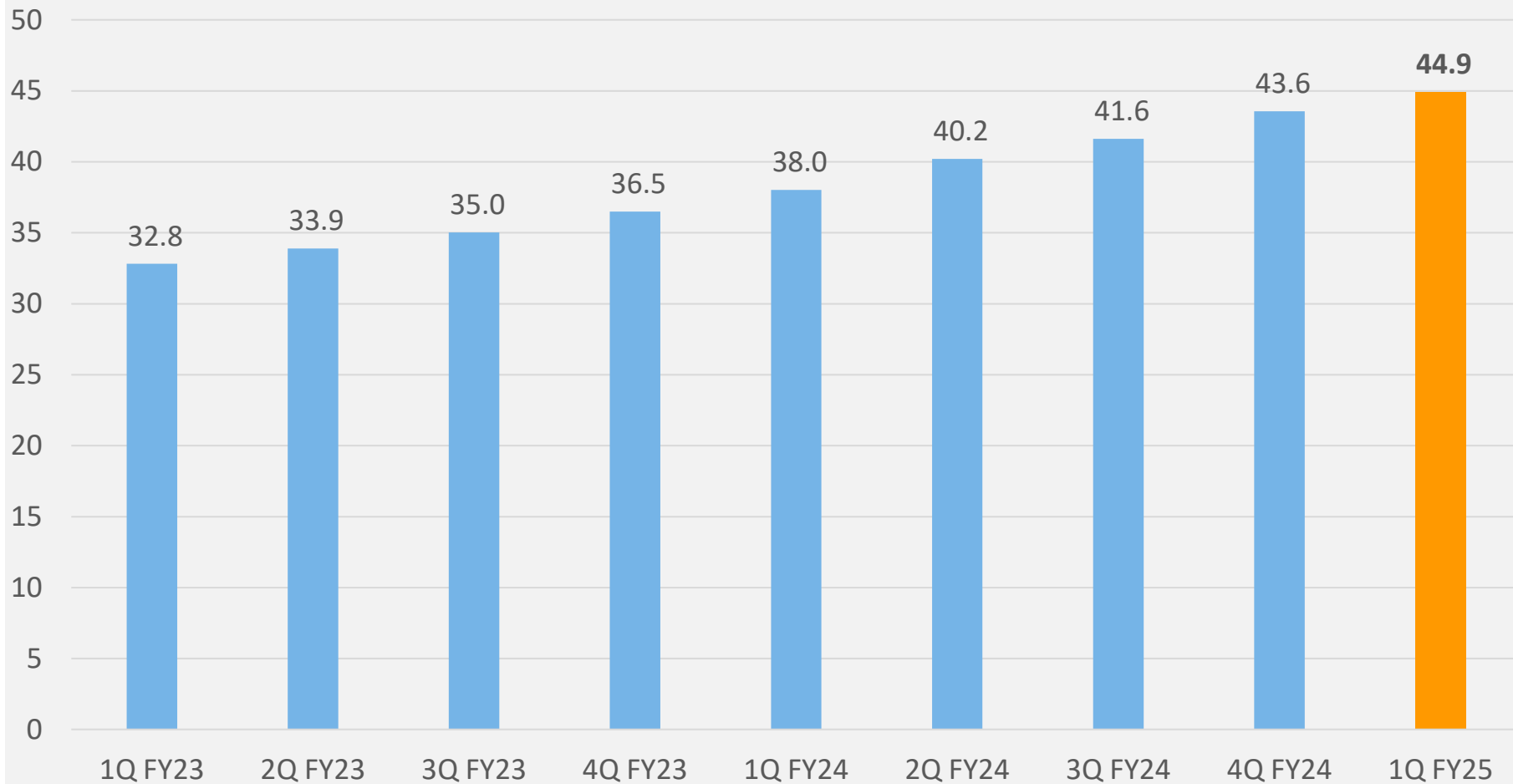
USER ENGAGEMENT

Ratings & Reviews (million)



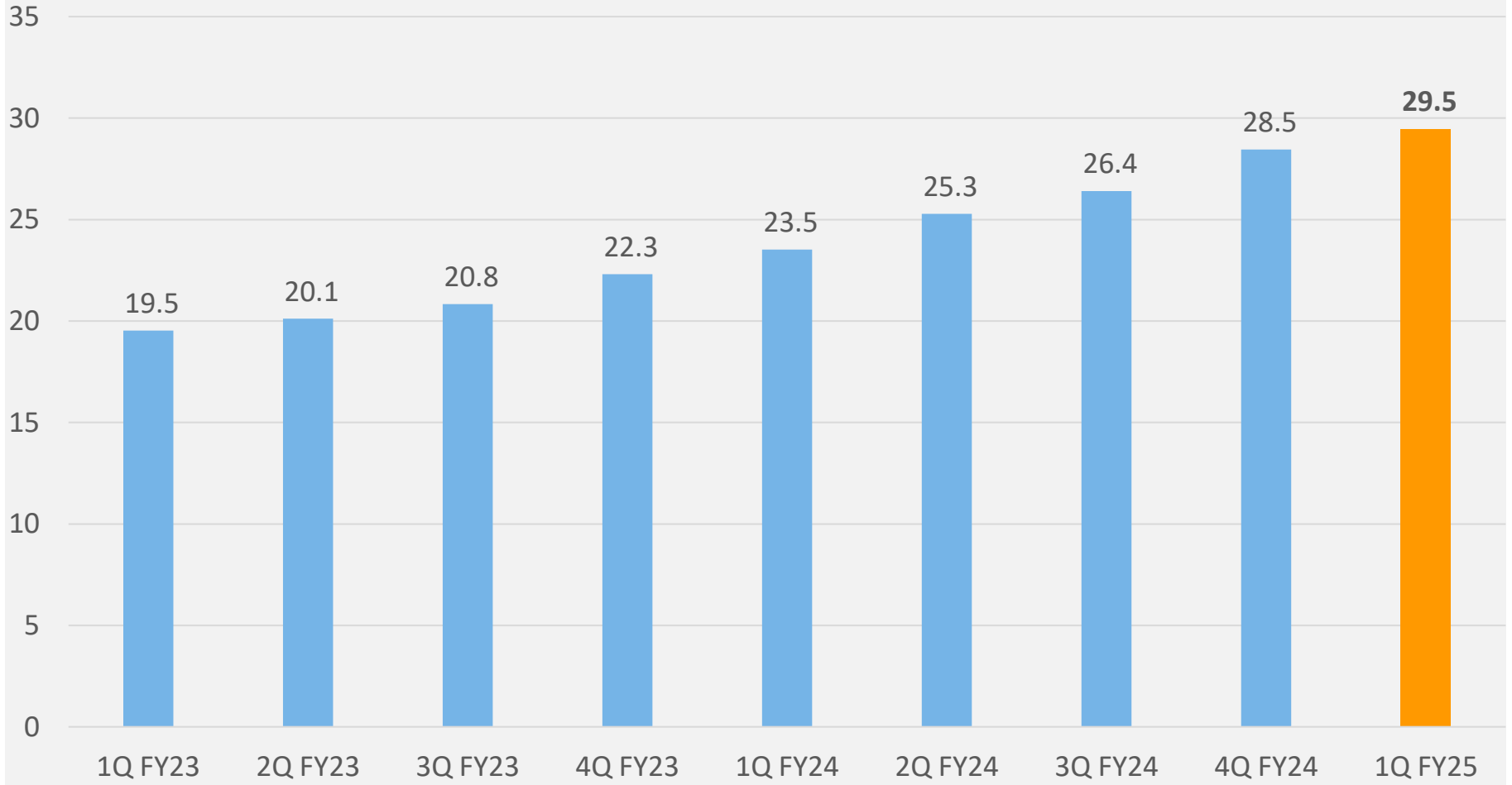
DATA ENRICHMENT

Active Listings - period end (million)



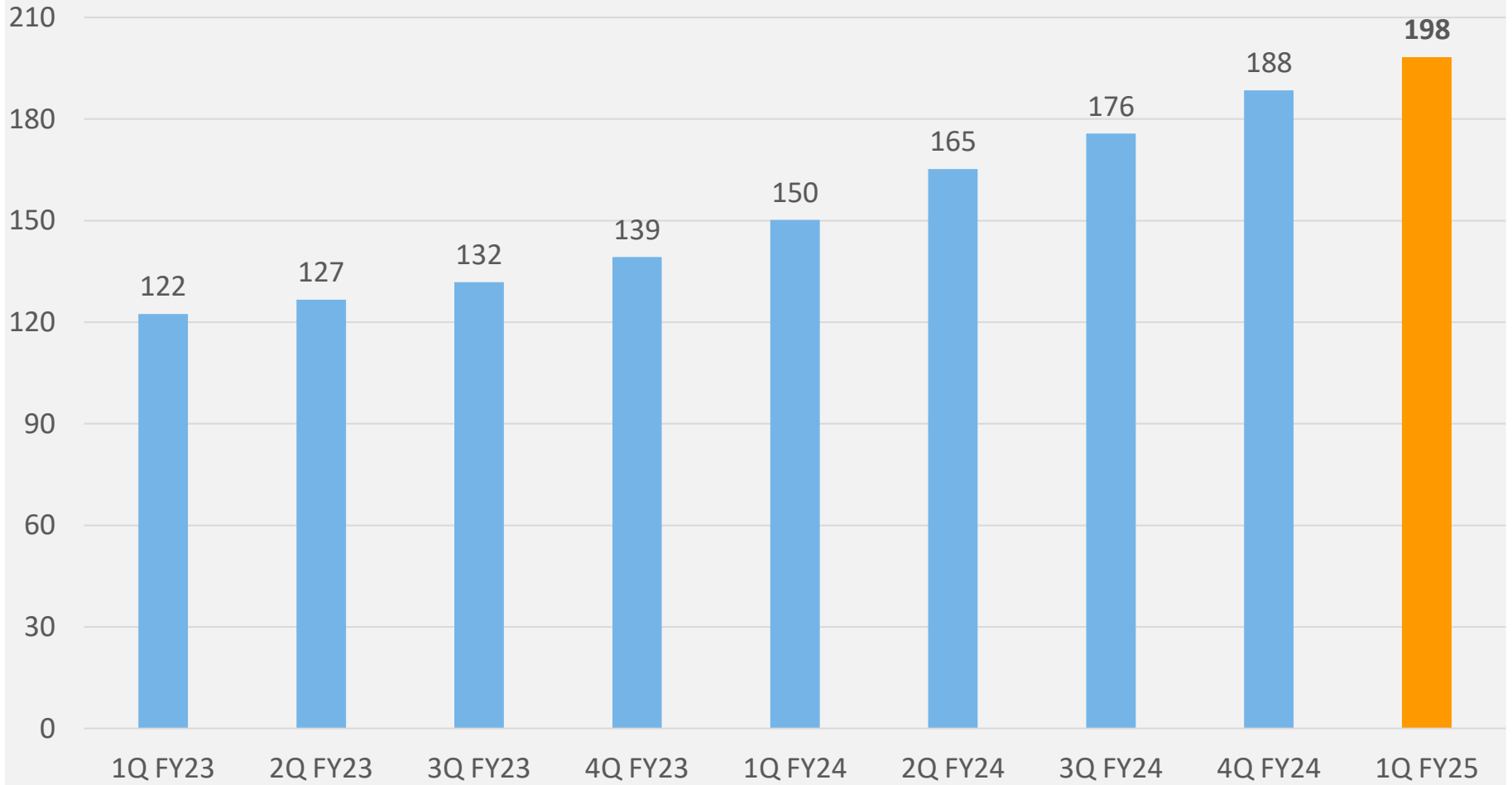
DATA ENRICHMENT

Listings with Geocodes (million)



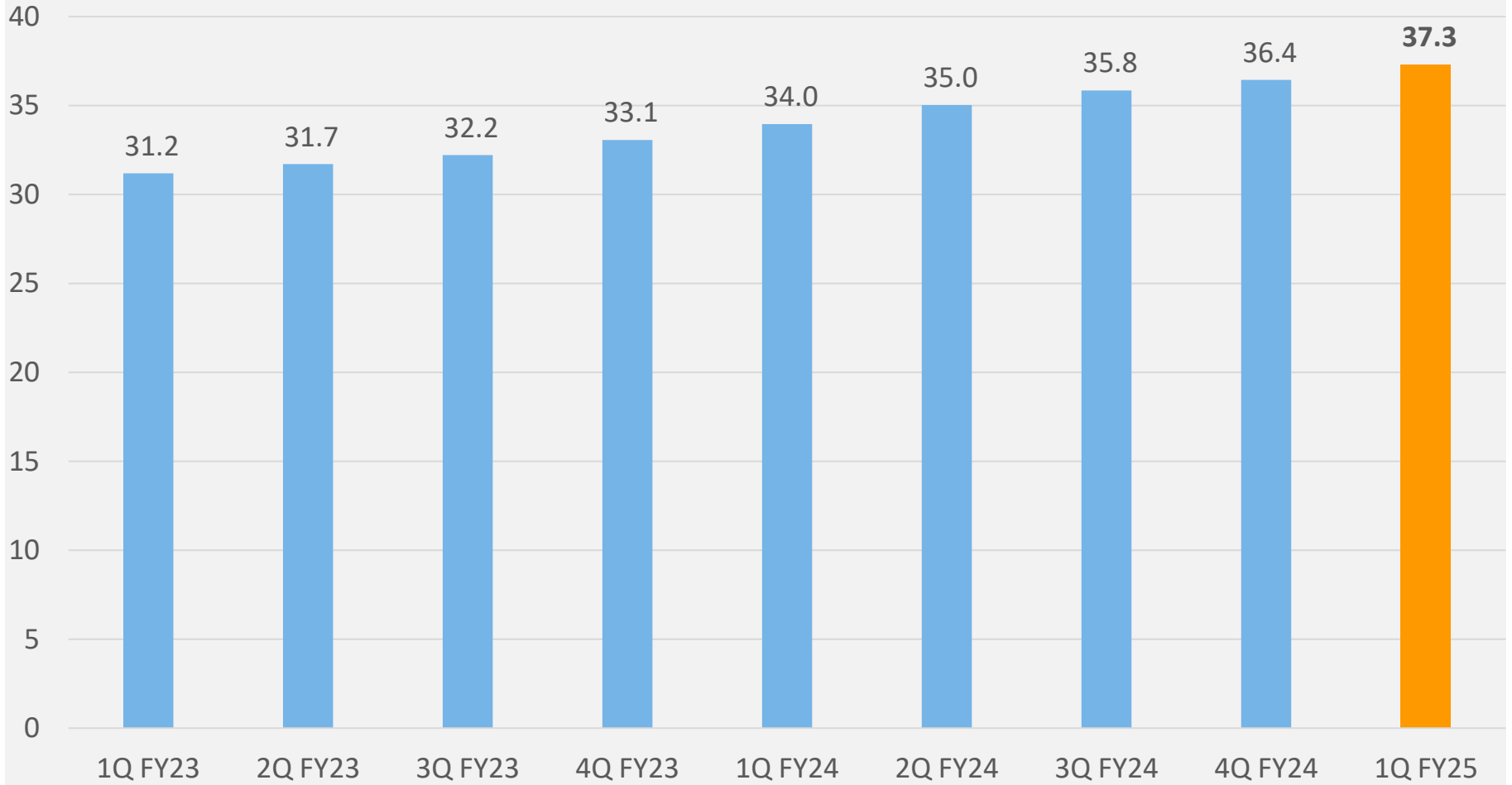
DATA ENRICHMENT

Images in Active Listings (million)



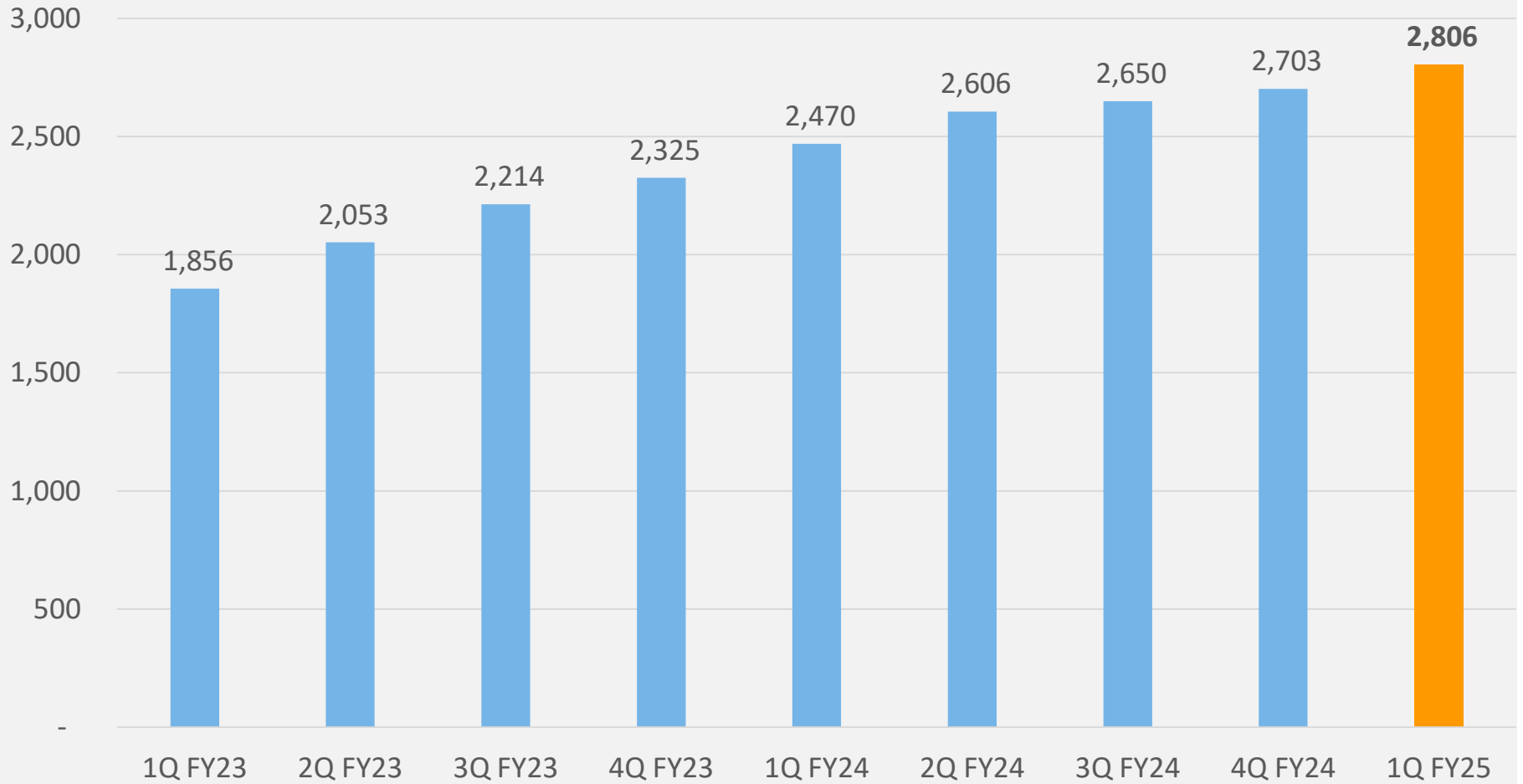
MOBILE APPS

Cumulative JD App Downloads (million)



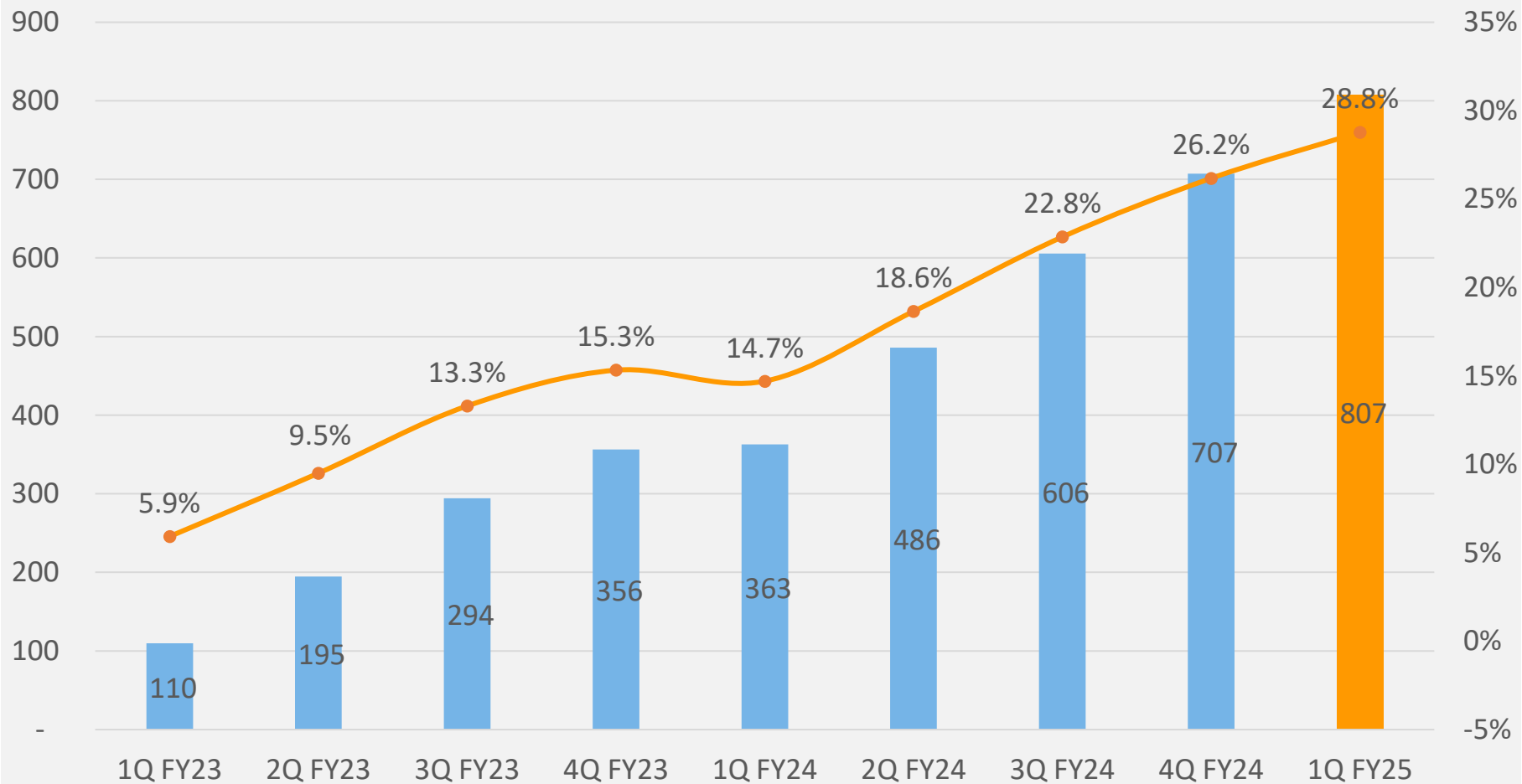
REVENUE

Operating Revenue (Rs million)



OPERATING MARGIN

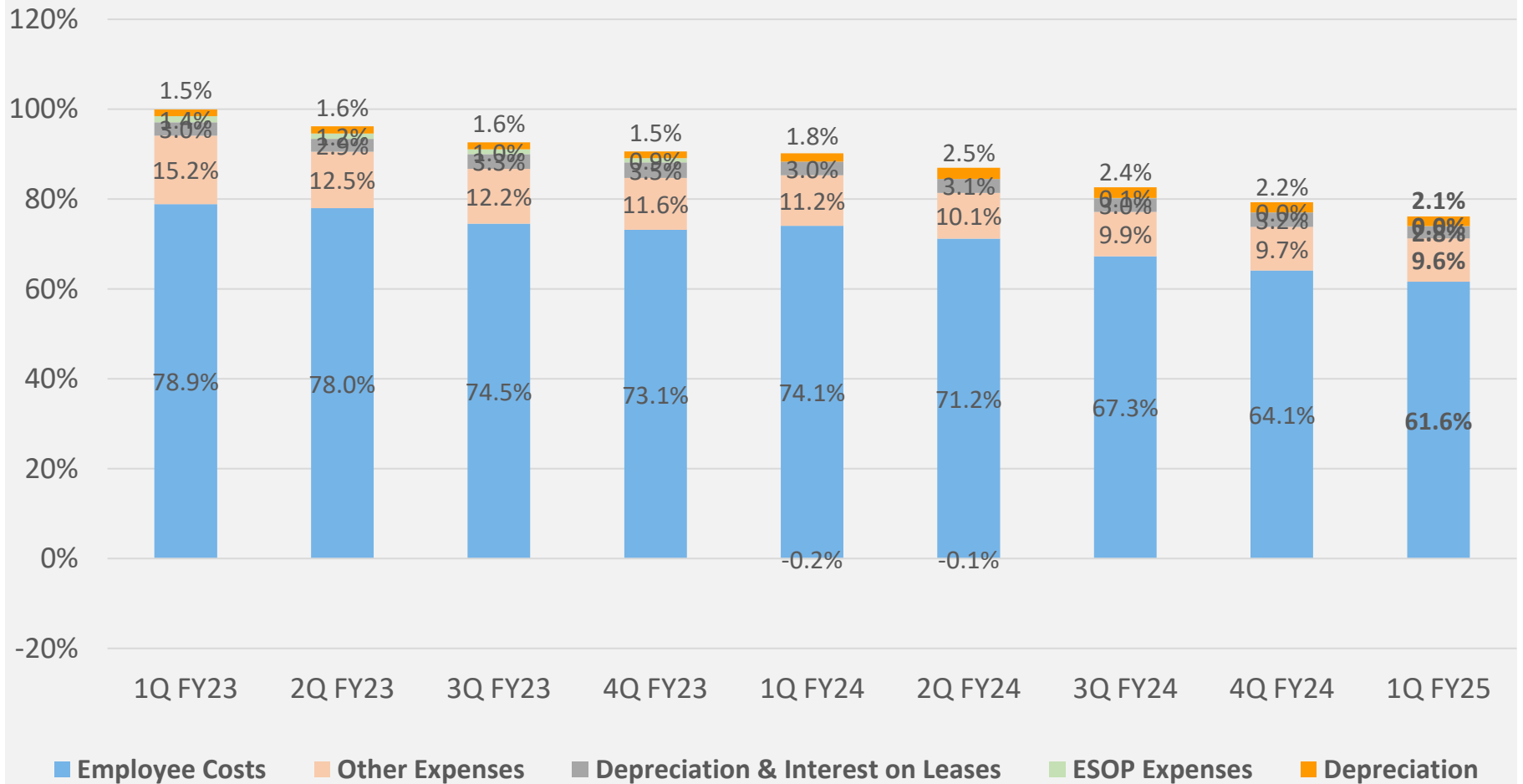
Adjusted EBITDA (Rs million) & Margin %



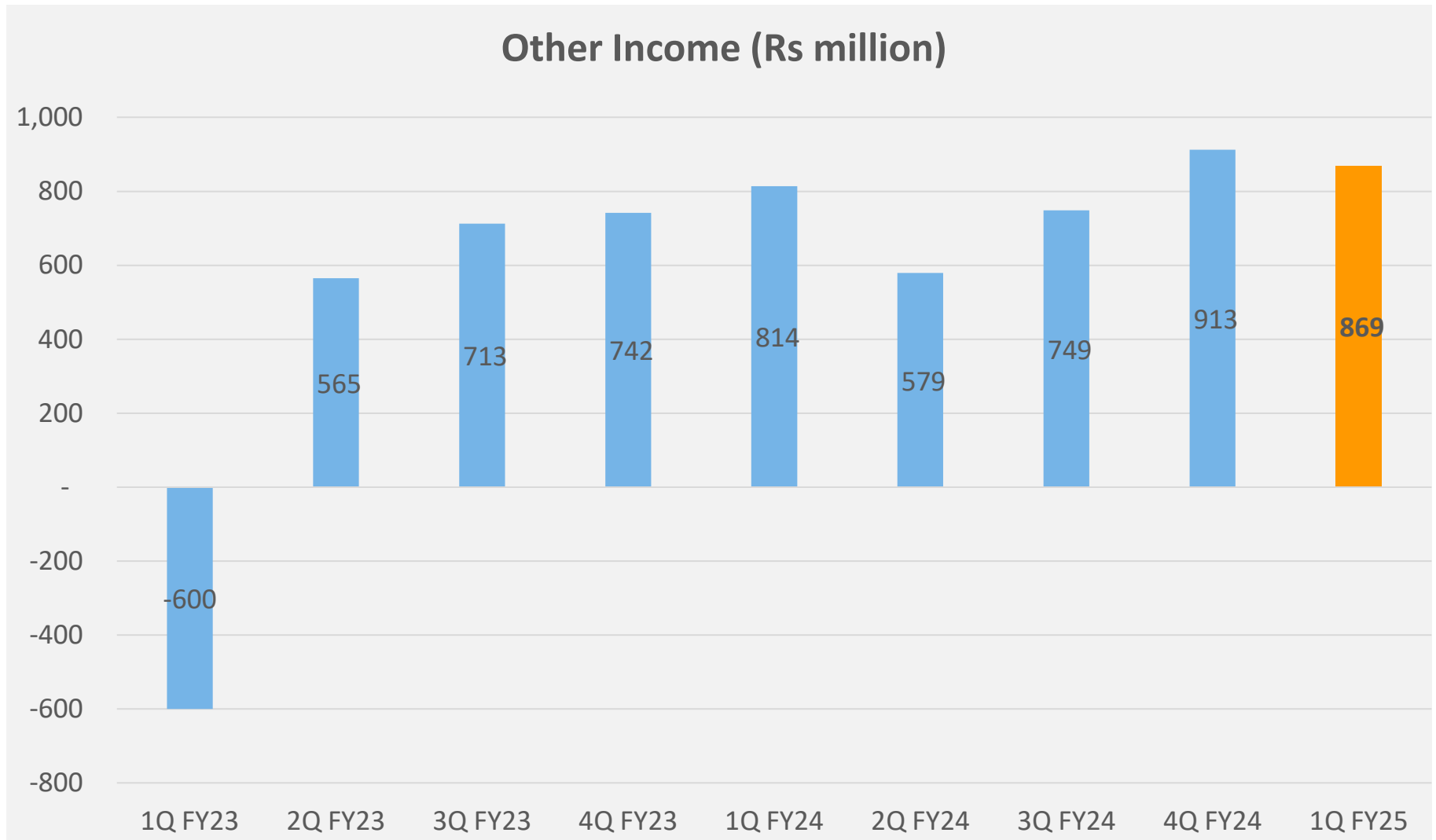
Note: Adjusted EBITDA calculated after excluding non-cash ESOP Expenses from reported EBITDA

COST STRUCTURE

Expenses as % of Operating Revenue



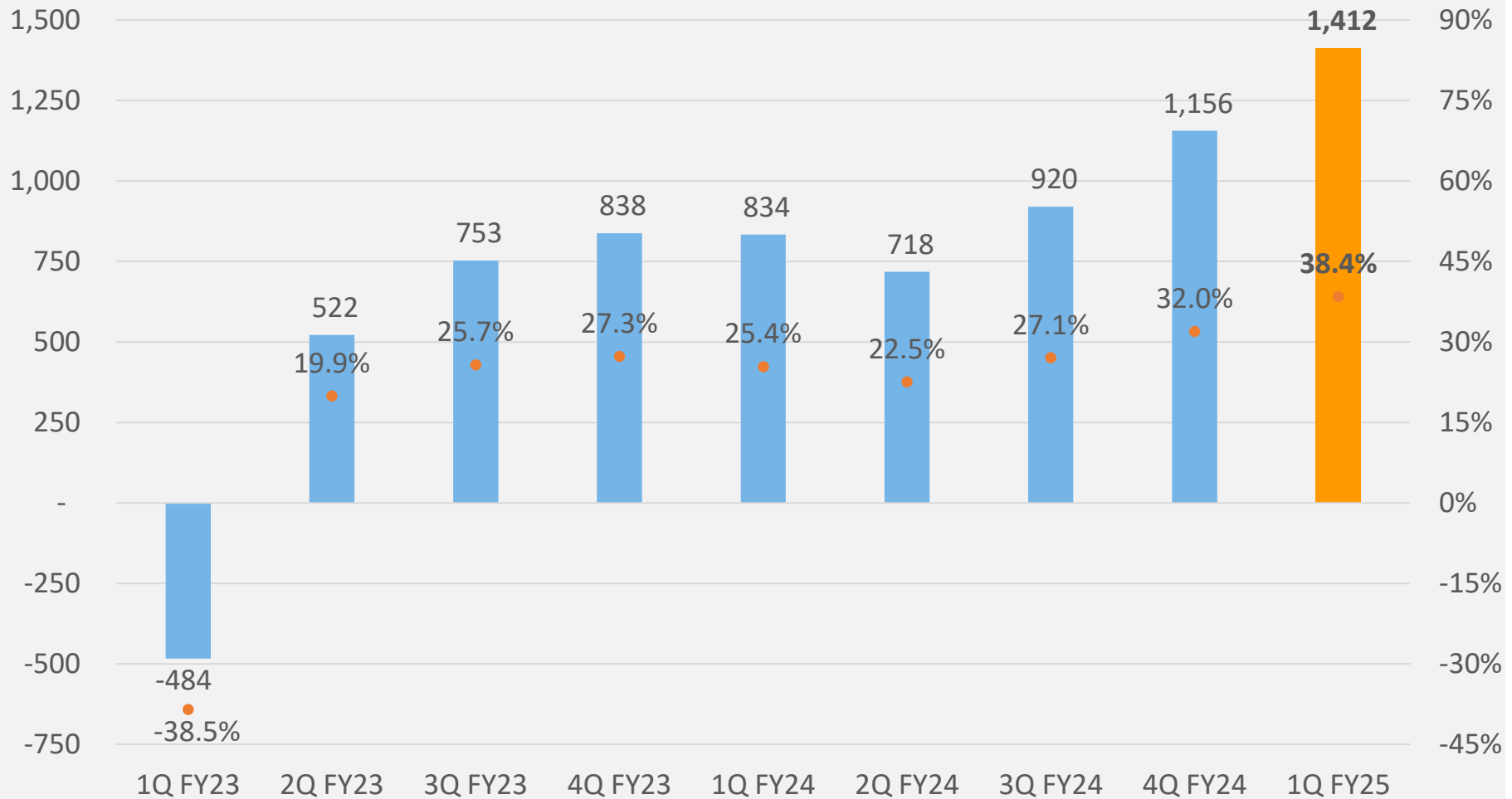
OTHER INCOME



Note: Other Income in 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 %

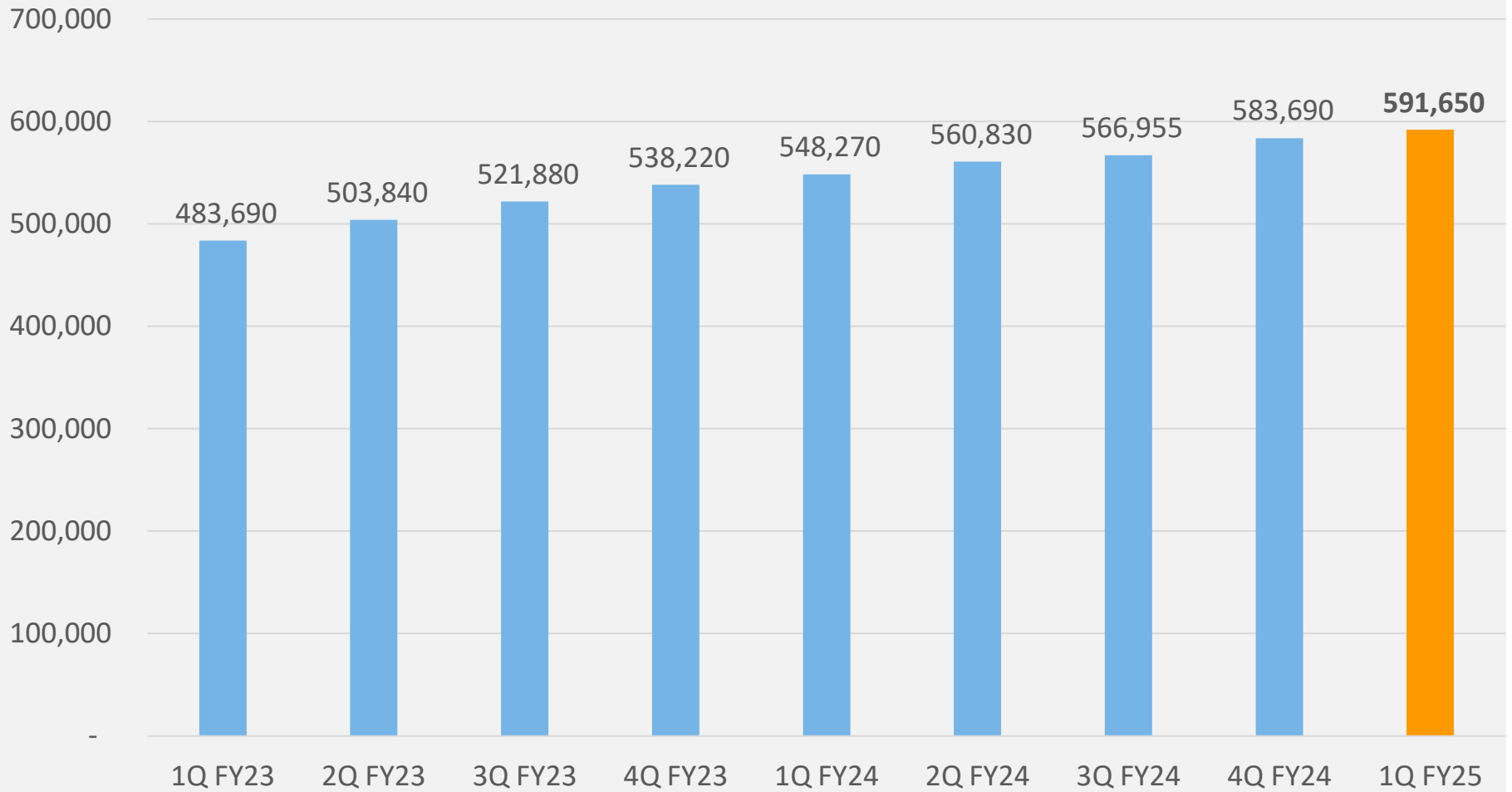


Note:

- 1) Net Profit Margin is calculated as Net Profit (Profit After Taxes) as a percentage of Total Revenue (Operating Revenue + Other Income) for the period.
- 2) Loss during 1Q FY23 was driven by negative other income due to mark-to-market (MTM) losses on treasury portfolio owing to significant increase in bond yields during that quarter.

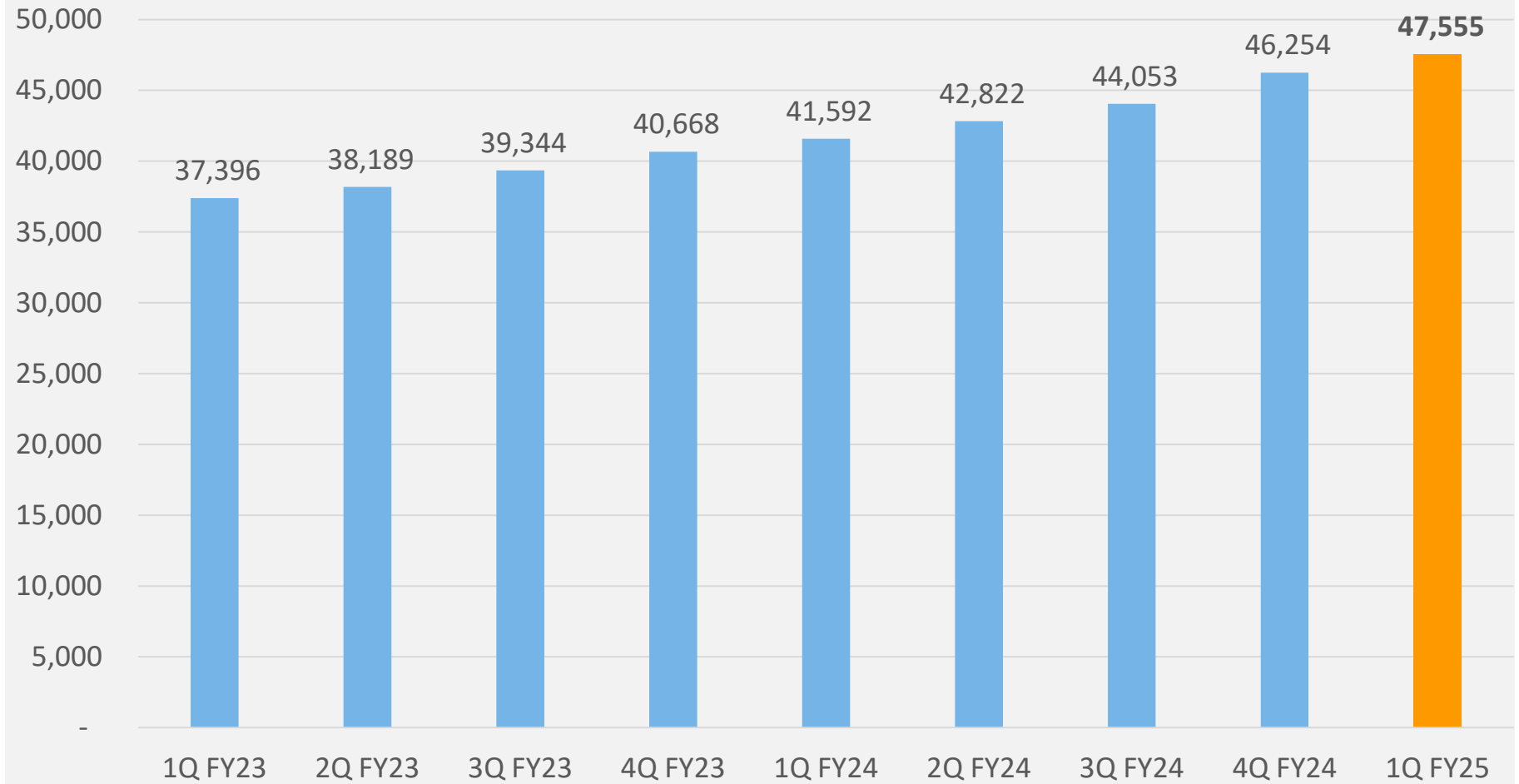
PAID CAMPAIGNS

Active Paid Campaigns - period end



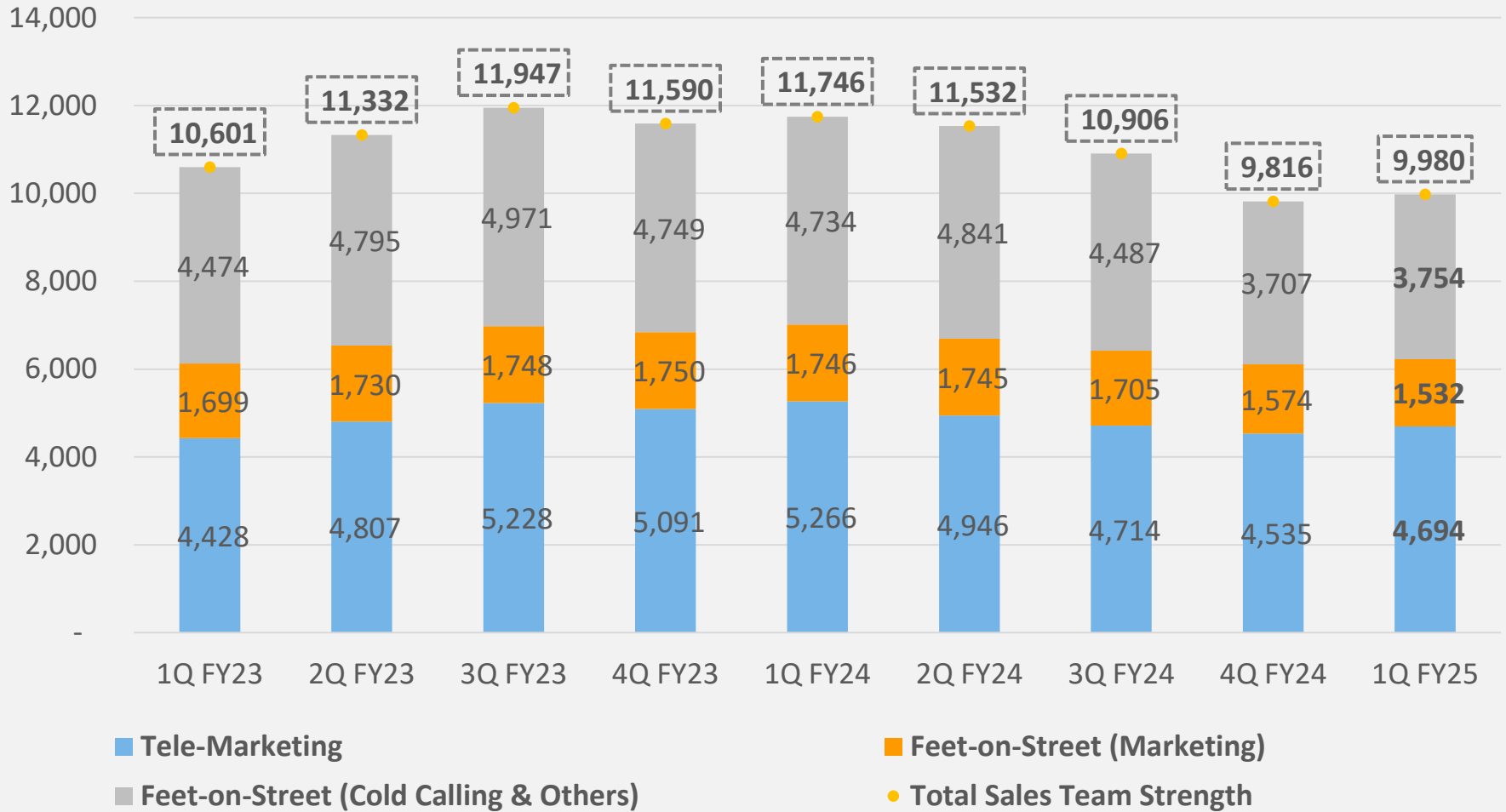
CASH AND INVESTMENTS

Cash & Investments - period end (Rs million)



SALES FORCE

Sales Strength - Period End



JUST DIAL LTD - 1Q FY25 (Quarter ended June 30, 2024) PERFORMANCE SUMMARY						
Metric	Unit	1Q FY25	1Q FY24	YoY change	4Q FY24	QoQ change
Operating Revenue	(₹ million)	2,806	2,470	13.6%	2,703	3.8%
Operating EBITDA	(₹ million)	806	367	119.8%	706	14.2%
Operating EBITDA Margin	%	28.7%	14.9%	1,389 bps	26.1%	261 bps
Adjusted EBITDA (excl. ESOP expenses)	(₹ million)	807	363	122.4%	707	14.1%
Adjusted EBITDA Margin (excl. ESOP expenses)	%	28.8%	14.7%	1,407 bps	26.2%	260 bps
Other Income	(₹ million)	869	814	6.7%	913	-4.8%
Profit Before Taxes	(₹ million)	1539	1061	45.0%	1,473	4.5%
Net Profit	(₹ million)	1,412	834	69.3%	1,156	22.1%
Net Profit Margin	%	38.4%	25.4%	1,304 bps	32.0%	645 bps
Deferred Revenue (period end)	(₹ million)	5,001	4,503	11.1%	5,077	-1.5%
Cash & Investments (period end)	(₹ million)	47,555	41,592	14.3%	46,254	2.8%

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

JUST DIAL LTD - 1Q FY25 (Quarter ended June 30, 2024) PERFORMANCE SUMMARY						
Metric	Unit	1Q FY25	1Q FY24	YoY change	4Q FY24	QoQ change
Unique Visitors	(million)	181.3	171.4	5.7%	171.1	6.0%
- Mobile	(million)	154.5	146.5	5.5%	144.7	6.8%
- Desktop/ PC	(million)	20.4	18.6	9.7%	20.8	-1.7%
- Voice	(million)	6.3	6.3	-0.4%	5.6	12.2%
- Mobile	% share	85.3%	85.5%	-20 bps	84.6%	69 bps
- Desktop/ PC	% share	11.3%	10.9%	41 bps	12.2%	-88 bps
- Voice	% share	3.4%	3.6%	-21 bps	3.2%	19 bps
Total Listings (period end)	(million)	44.9	38.0	18.2%	43.6	3.2%
Net Listings Addition		1,373,563	1,510,972	-9.1%	1,942,275	-29.3%
Total Images in Listings (period end)	(million)	198.3	150.2	32.0%	188.5	5.2%
Listings with Geocodes (period end)	(million)	29.5	23.5	25.3%	28.5	3.6%
Ratings & Reviews	(million)	149.1	144.6	3.1%	148.0	0.7%
Paid campaigns (period end)		591,650	548,270	7.9%	583,690	1.4%
Total App Downloads (period end)	(million)	37.3	34.0	9.8%	36.4	2.3%
App Downloads per day		6,937	8,553	-18.9%	7,106	-2.4%
Total Employees (period end)		13,112	15,367	-14.7%	12,834	2.2%
- Sales Employees (period end)		9,980	11,746	-15.0%	9,816	1.7%

BOARD OF DIRECTORS

EXECUTIVE DIRECTOR

V S S Mani

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

INDEPENDENT DIRECTORS

B Anand (Chairman)

B. Anand has served as the CEO of Nayara Energy and CFO of Trafigura. He has over 37 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 40 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 served as a member of the DHL e-commerce Global Management Board and Director of Blue Dart Express Limited.

Ranjit V. Pandit

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

Bhama Krishnamurthy

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

BOARD OF DIRECTORS

NON-EXECUTIVE DIRECTORS

V. Subramaniam

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

Ashwin Khasgiwala

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

Geeta Fulwadaya

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

Anshuman Thakur

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

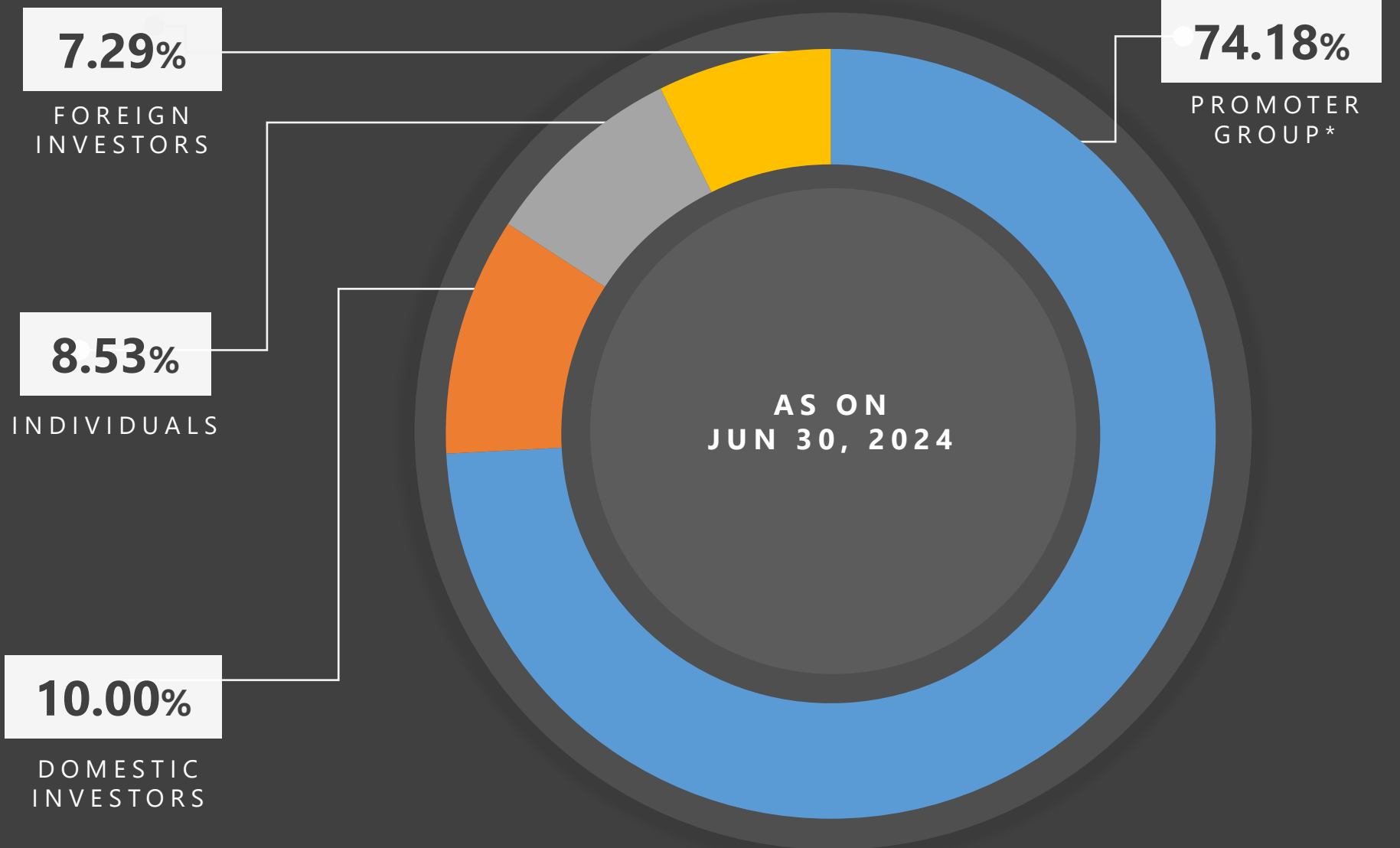
Dinesh Taluja

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

LEADERSHIP TEAM

Name	Designation	Experience	Functional Areas
V S S Mani	Managing Director & CEO	36 Years	Overall growth strategy, planning, execution & management
V Krishnan	Group President	31 Years	Growth Strategy and Business Development
Abhishek Bansal	Chief Financial Officer	15 Years	Finance, Strategy, Accounting, Treasury, Audit, Legal, Compliance & Traffic
Vishal Parikh	Chief Product Officer	24 Years	Leads Product, Design & Technology teams, IT Infra and Voice Operations
Shwetank Dixit	Chief Growth Officer	13 Years	Strategy, Marketing, Business Analytics, Traffic and Revenue Growth, Content Augmentation & SEO
Rakesh Ojha	Chief Business Officer (West & South)	29 Years	Sales & Expansion (West & South Region)
Prashant Nagar	Chief Business Officer (North & East)	25 Years	Sales & Expansion (North & East Region)
Ajay Mohan	Chief Business Officer	29 Years	Sales platform management, Strategic alliances, Corporate partnerships & Business expansion
Rajesh Madhavan	Chief People Officer	30 Years	Human Resource Functions
Bandan Karkidholy	Vice President & General Counsel	20 Years	Legal, Regulatory Compliances, Intellectual Property
Manan Udani	Company Secretary & Compliance Officer	15 Years	Company Secretarial and Compliances

SHAREHOLDING PATTERN



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

End of Presentation

Registered & Corporate Office:

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

For any queries, please contact us at investors@justdial.com