

April 17, 2023

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

Sub: Investor presentation on Financial Results (Standalone and Consolidated) for the quarter and financial year ended March 31, 2023

The presentation to analysts / investors on the financial performance of the Company for Financial Results of the Company for the quarter and financial year ended March 31, 2023 is enclosed herewith.

Kindly take the same on record.

Thanking you,

Yours faithfully,
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

Apr 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.

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

Q4 FY23 means the period Jan 1, 2023 to Mar 31, 2023

FY23 or FY 22-23 or FY 2023 means the Financial Year starting Apr 1, 2022 and ending Mar 31, 2023



BUSINESS OVERVIEW



COMPANY OVERVIEW

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



High user engagement, 143 million ratings & reviews



159.3 million quarterly unique visitors in Q4-FY23



Database of 36.5 million listings



Scalable and profitable business model



538,220 active paid campaigns



Figures as on Mar 31, 2023

KEY STRENGTHS

- ❑ First Mover Advantage in Indian Local Search Market
- ❑ Strong Brand Recognition with 159.3 million unique quarterly visitors^ in Q4 FY23 (156.8 million in Q3 FY23)
- ❑ Comprehensive database of 36.5 million listings
- ❑ Attractive Value Proposition For Local SMEs
- ❑ Experience and Expertise in Local Indian Market
- ❑ Advanced and Scalable Technology Platform
- ❑ Efficient & Profitable Business Model
- ❑ Strong & Experienced Management Team
- ❑ Strong Financial Profile, Prepaid Model

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



NATIONWIDE PRESENCE



Nationwide coverage, branches in 11 cities across India



Corporate Headquarters in Mumbai, Technology operations in Bengaluru



5,091 employees in tele-sales, 6,499 feet-on-street salesforce



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

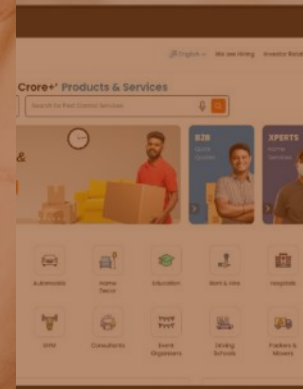
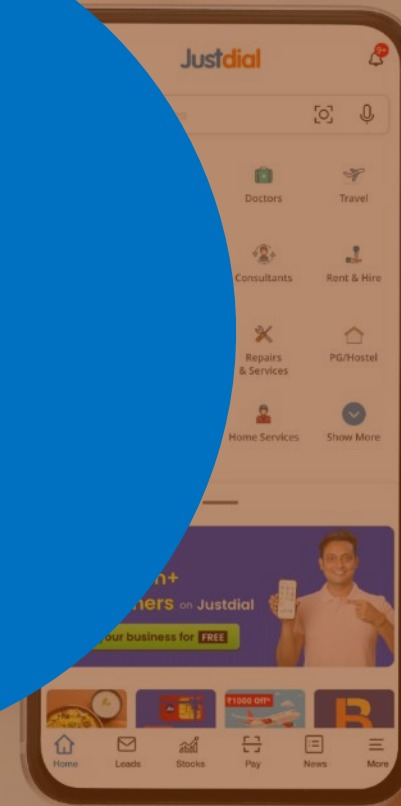
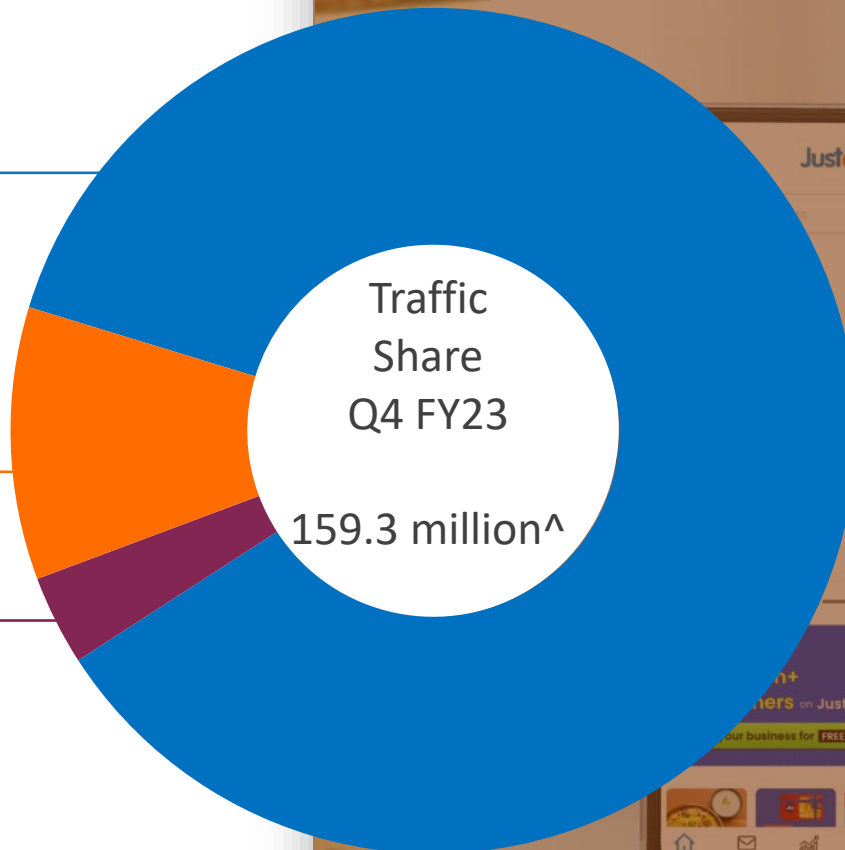


PLATFORMS

 **86.1%**
MOBILE
Mobile Site & Apps

 **10.4%**
DESKTOP/ PC
www.justdial.com

 **3.5%**
VOICE
88888-88888



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

MOBILE



Android & iOS Apps

Predictive Auto-Suggest

Company, Category, Product Search

Map View of Category Search

Location Detection

Voice Search

App Notifications

JD Pay

Maps & directions

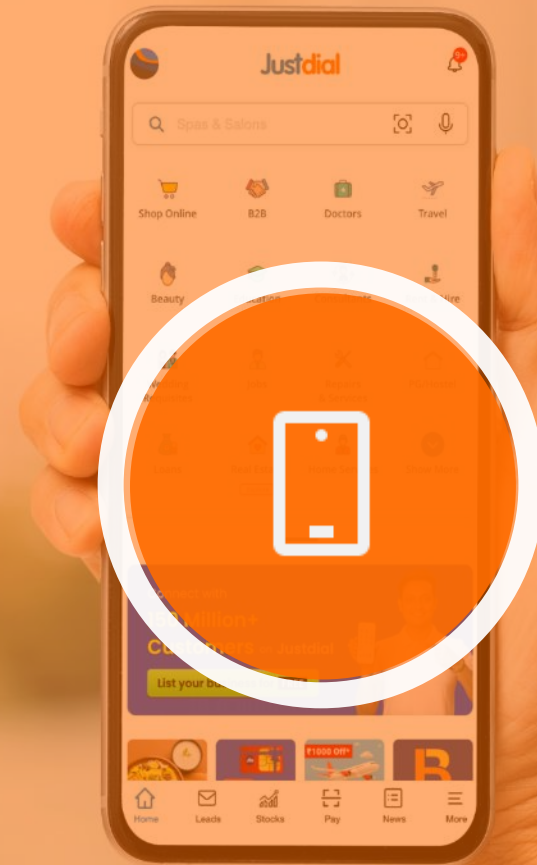
Location-based search service

Ratings & Reviews

Friends' Ratings

Favorites

Search Plus



WEBSITE

Predictive Auto-Suggest

Company, Category, Product Search

Location Detection

Maps & directions

Operating hours

Business logos

Pictures & videos

Ratings & reviews

Friends' Ratings

Favorites

Search Plus

Popular Category Searches



VOICE

 888888-888888

Operator-assisted Hotline Number

One number across India

24 Hours a day x 7 Days a week

Multi-lingual support

Zero-ring Pickup

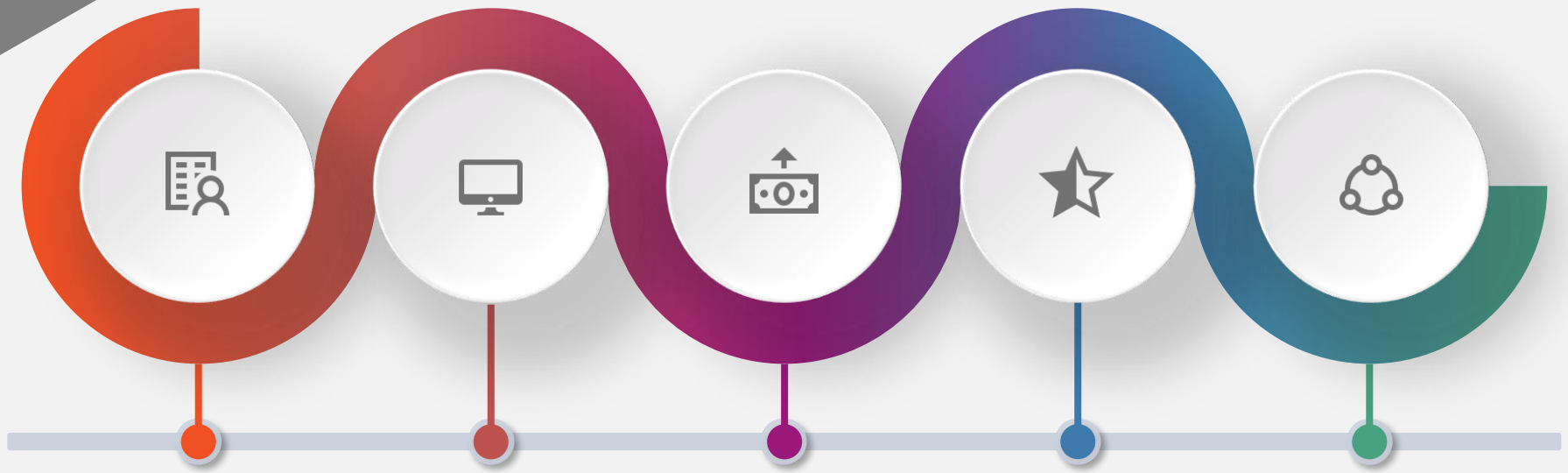
Personalized Greeting

Multiple queries in one call

Instant Email & SMS



VALUE PROPOSITION FOR SMEs



LISTING

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

OWN WEBSITE

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

PAYMENTS

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

RATINGS

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

REACH

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

USER ENGAGEMENT



143 million Ratings & Reviews

Mobile-verified, unbiased ratings

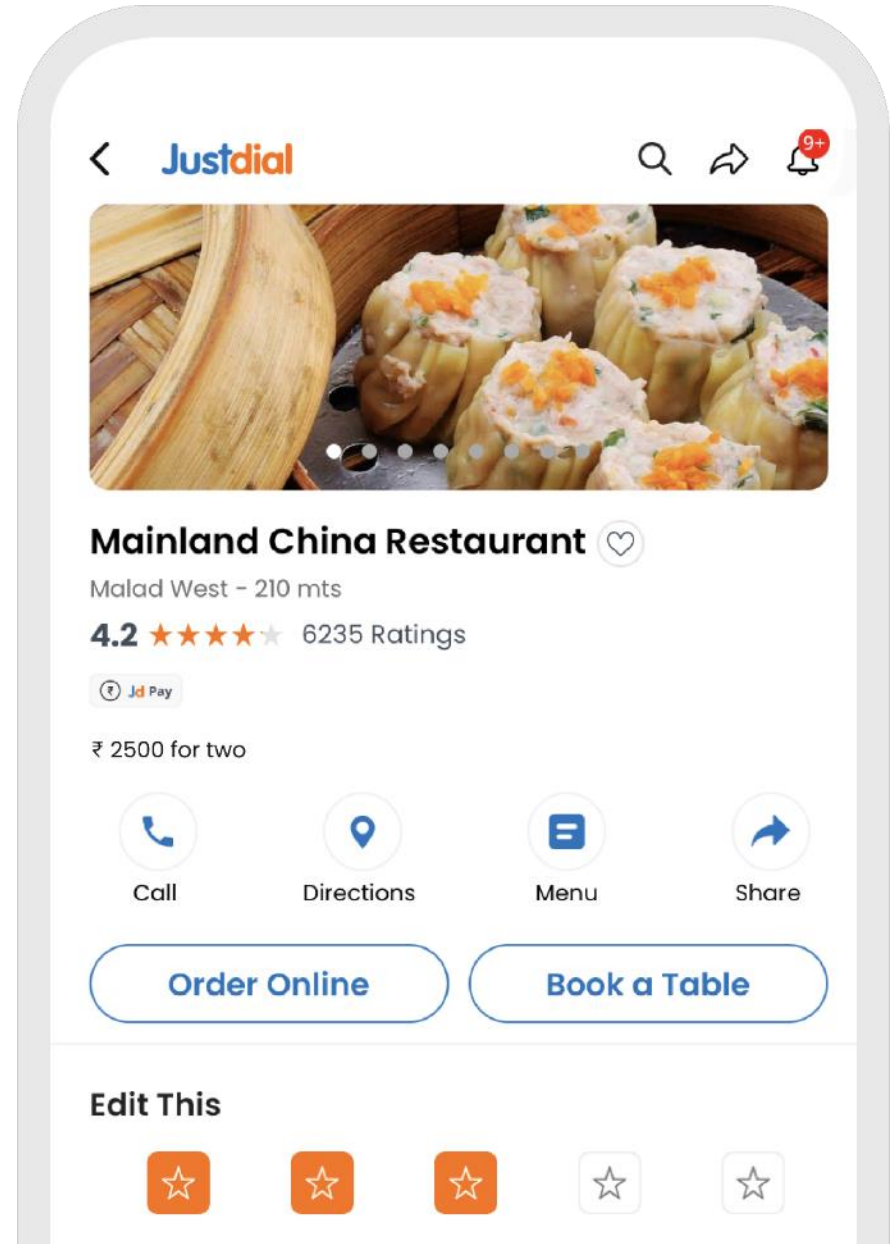
Intelligent tags to capture experiences

Friends' Ratings

5-Point Rating Scale

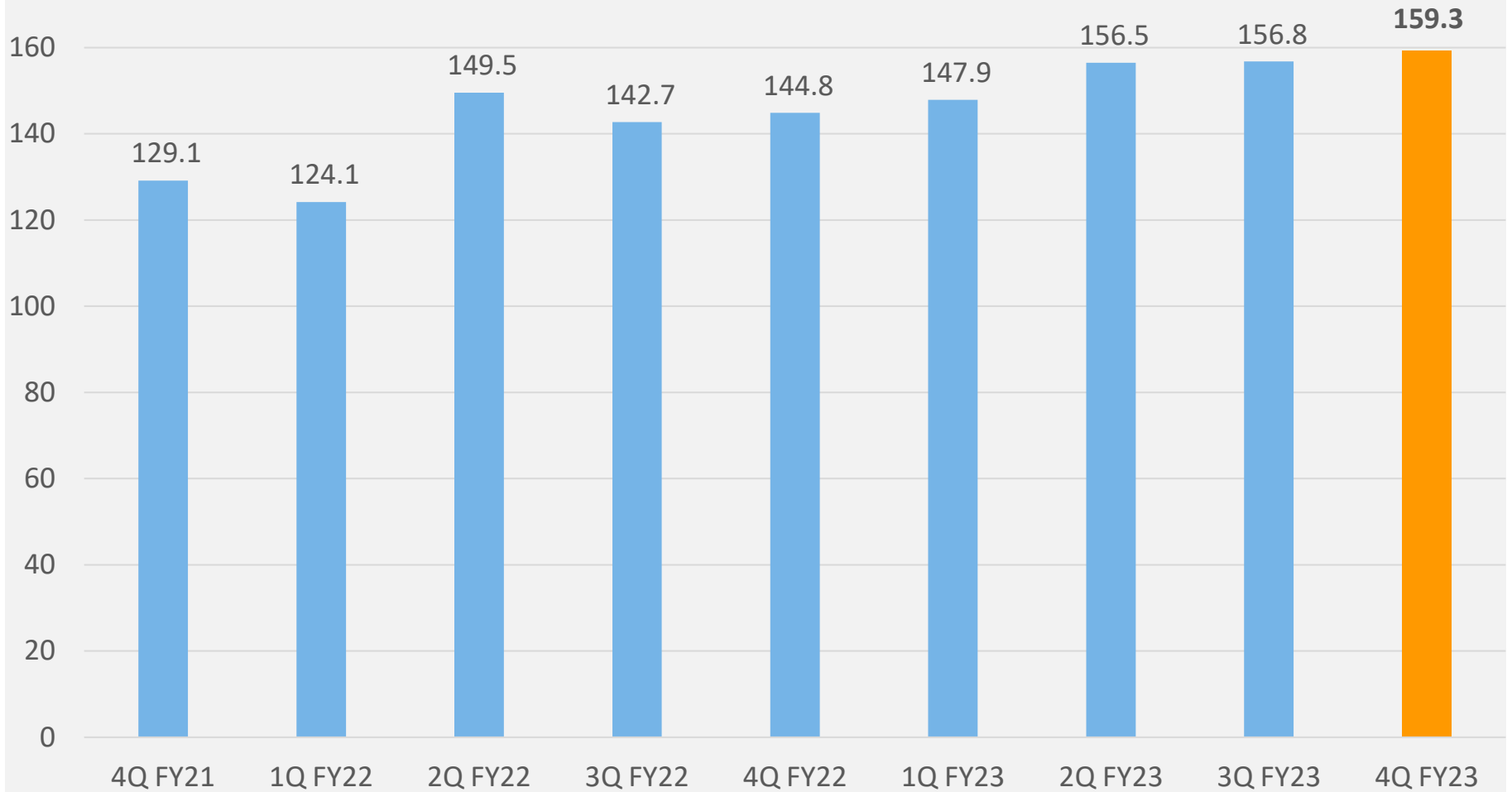
Photos Upload with Review

Robust Audit Mechanism



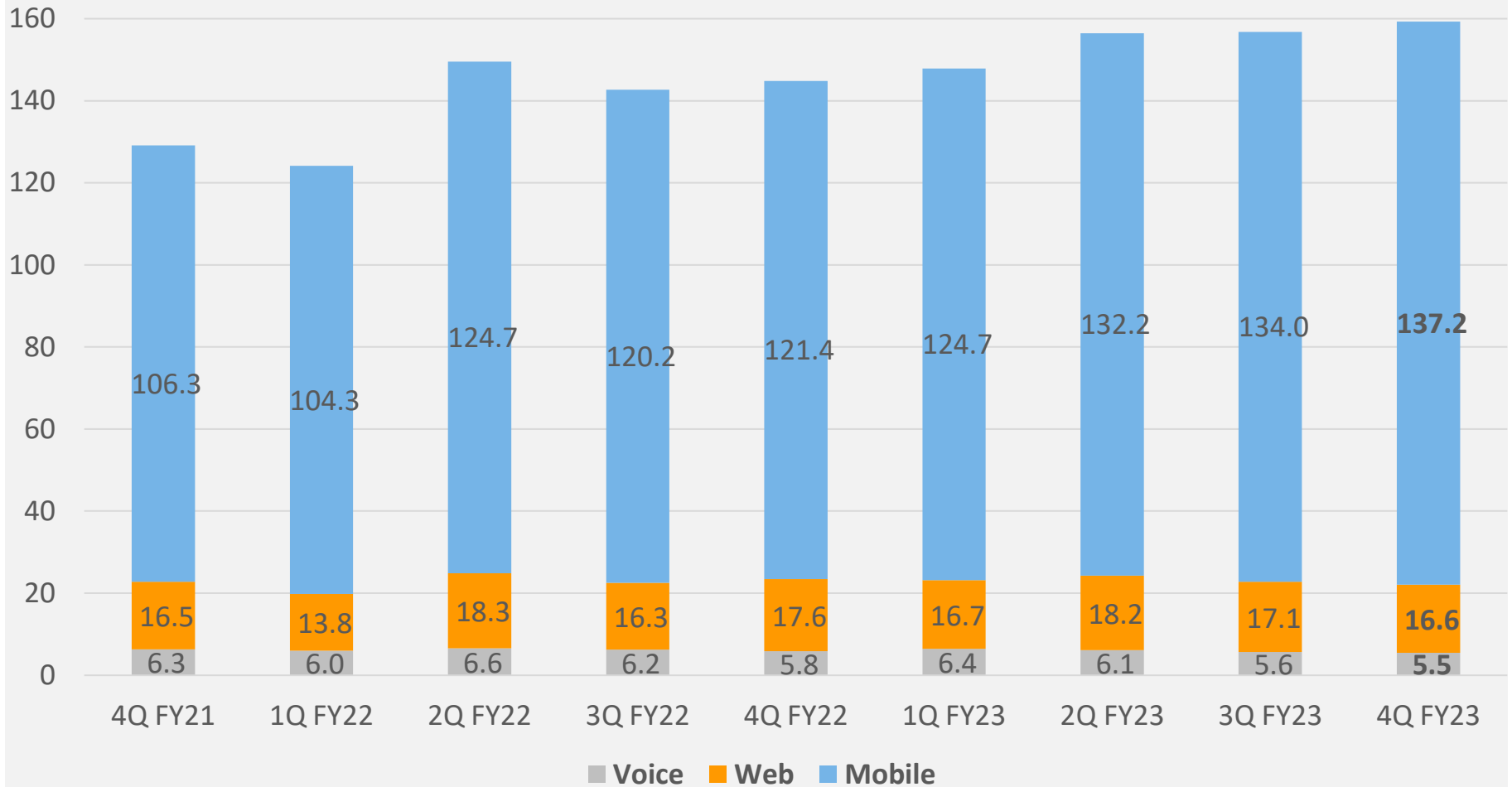
TRAFFIC/ VISITORS

Quarterly Unique Visitors (million)



TRAFFIC/ VISITORS

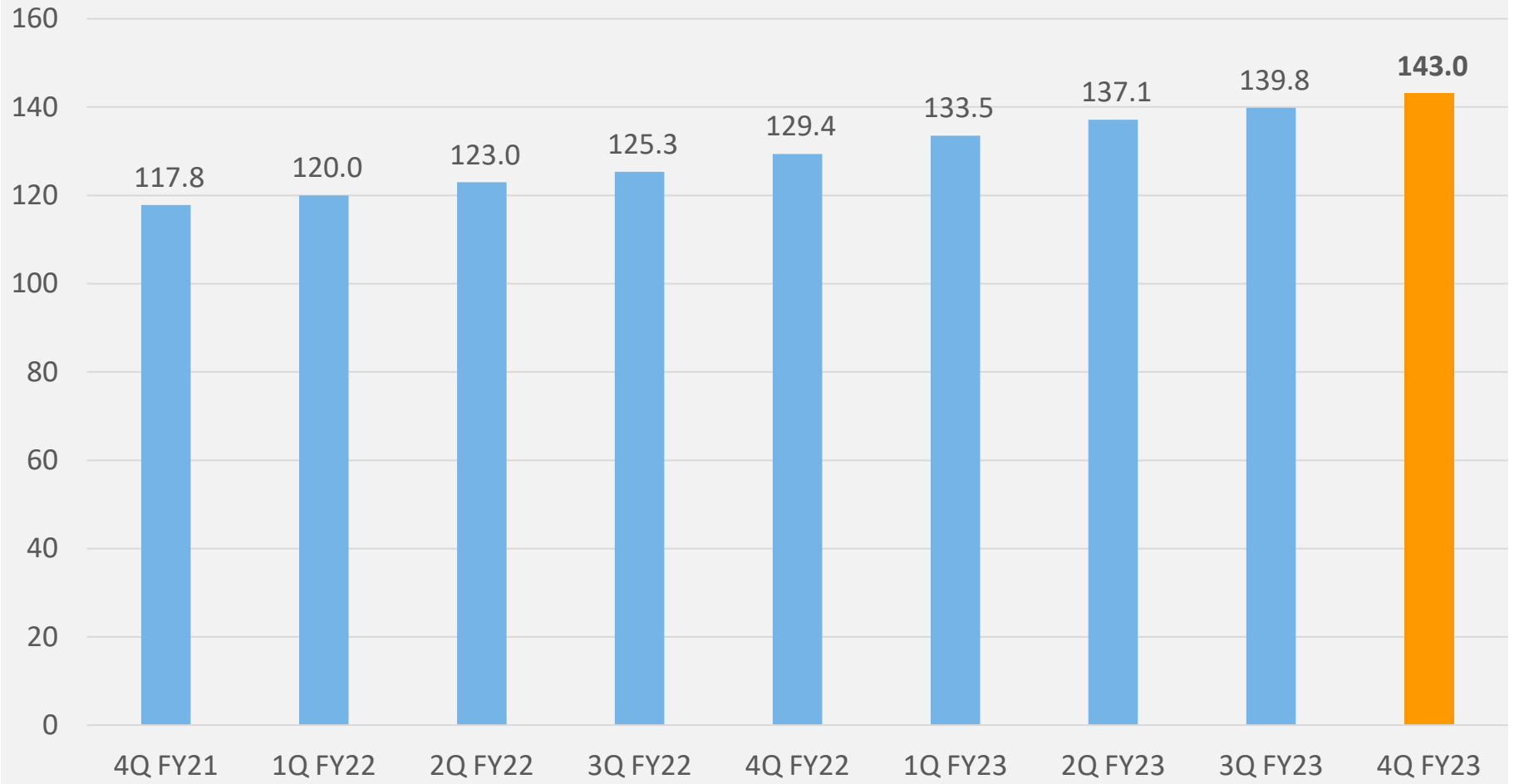
Quarterly Unique Visitors split (million)



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

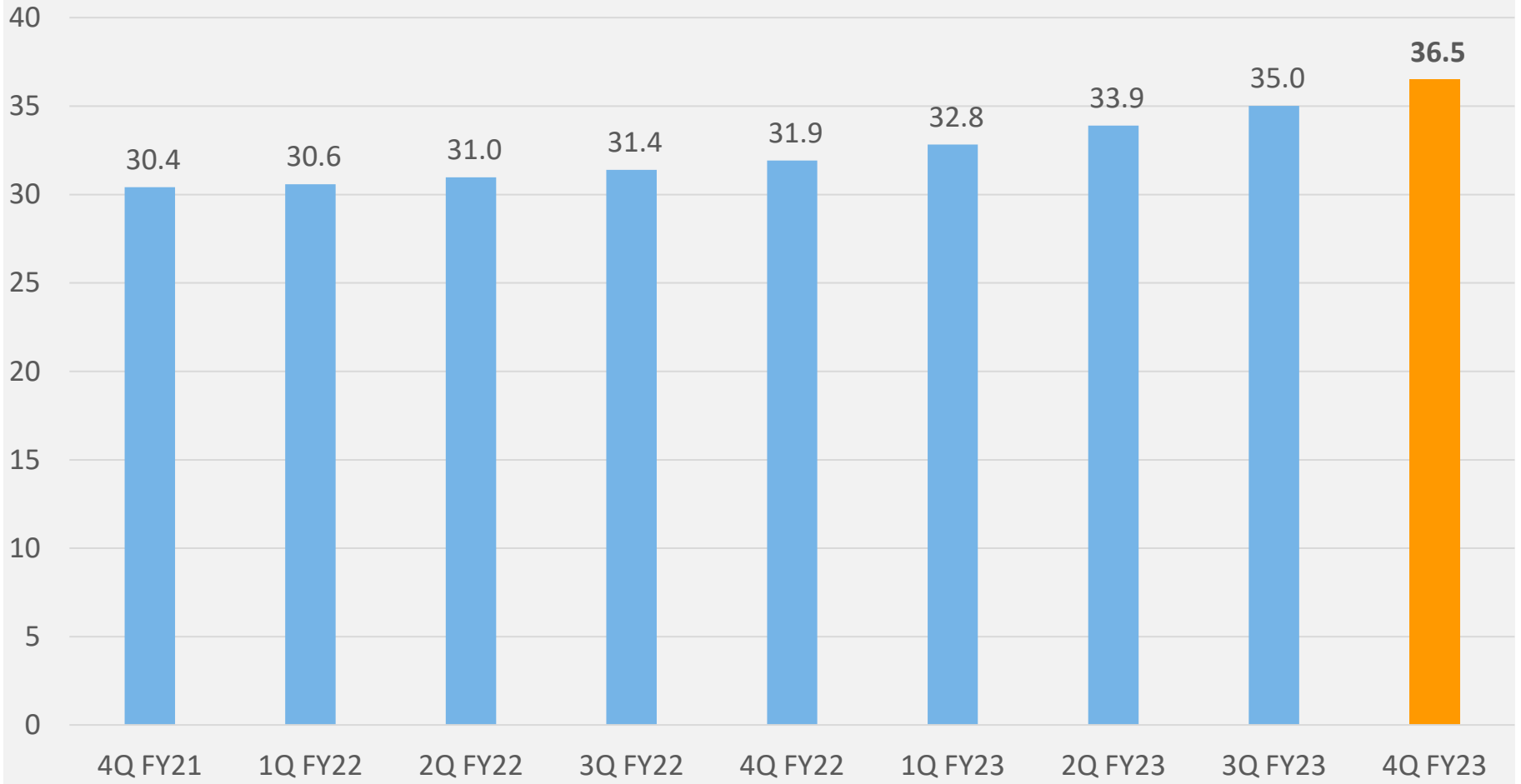
USER ENGAGEMENT

Ratings & Reviews (million)



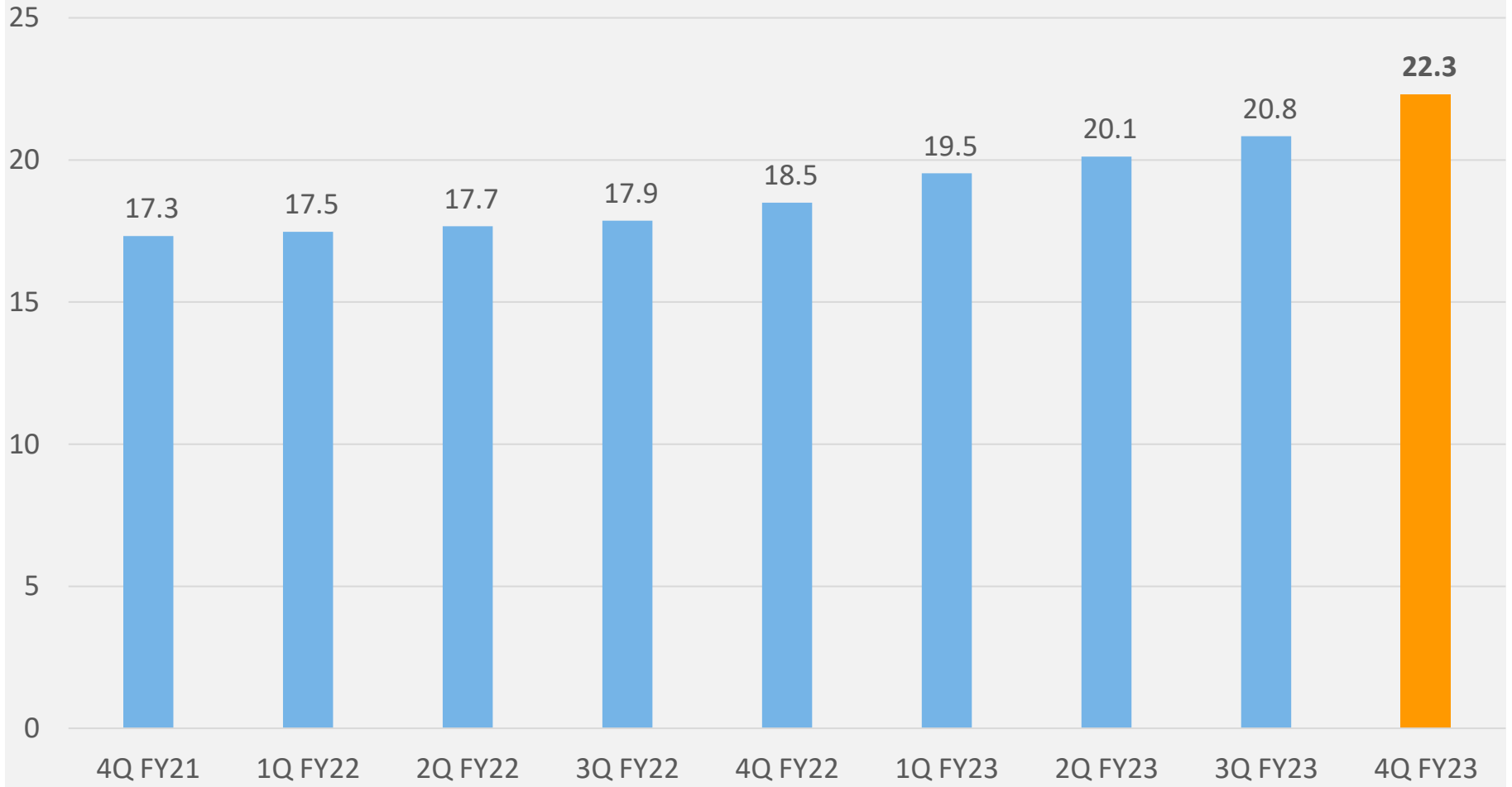
DATA ENRICHMENT

Active Listings - period end (million)



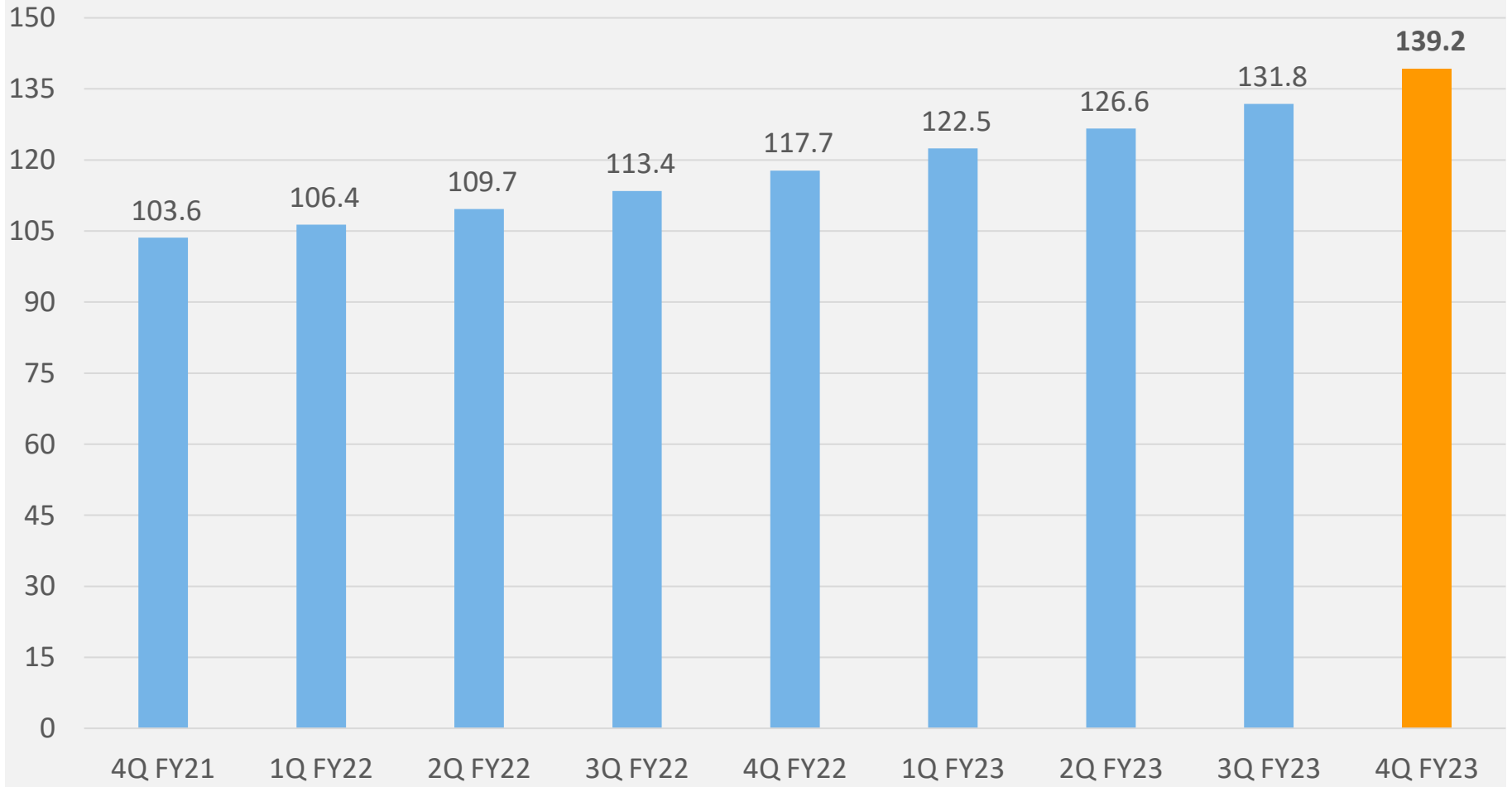
DATA ENRICHMENT

Listings with Geocodes (million)



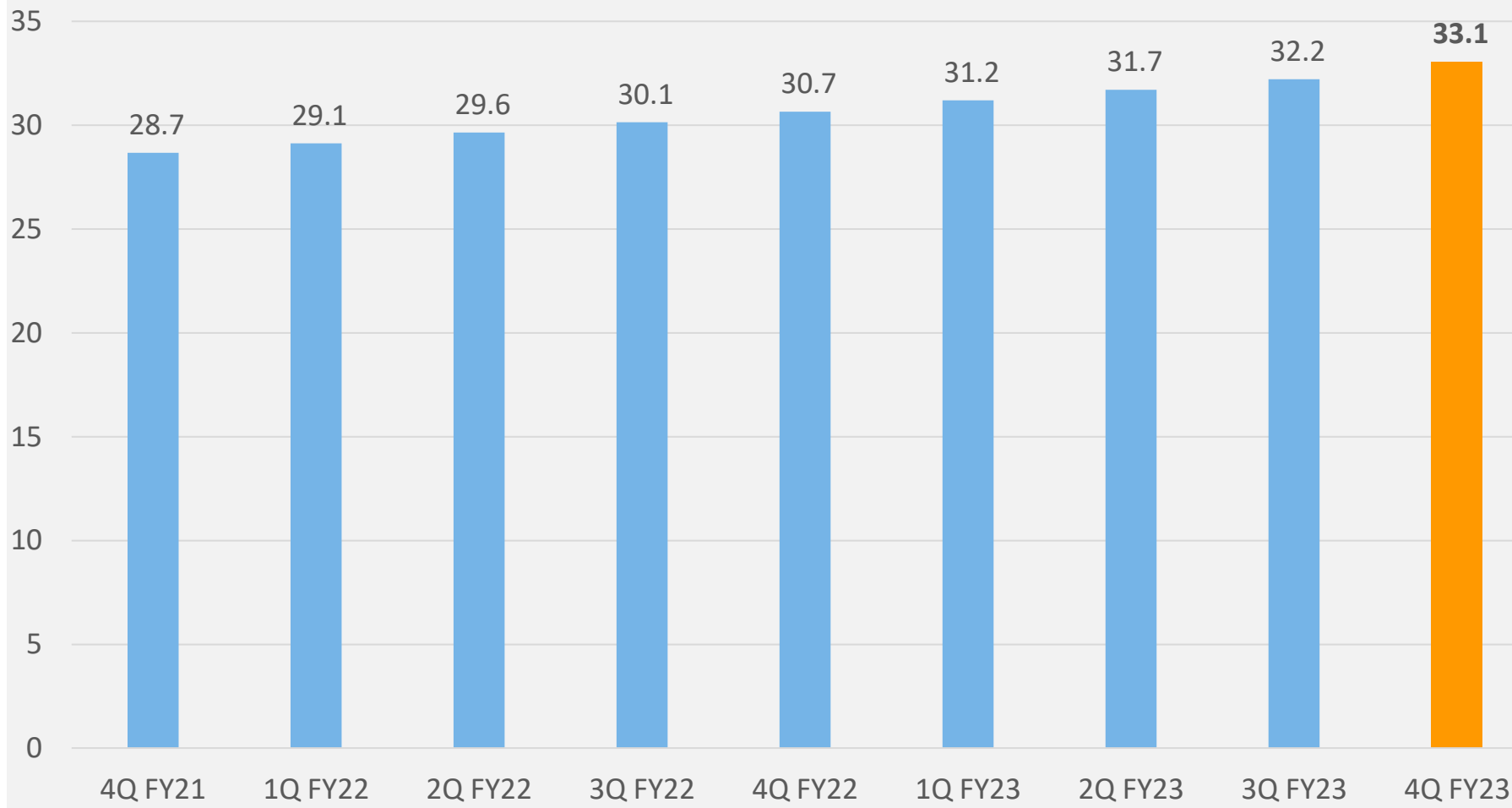
DATA ENRICHMENT

Images in Active Listings (million)



MOBILE APPS

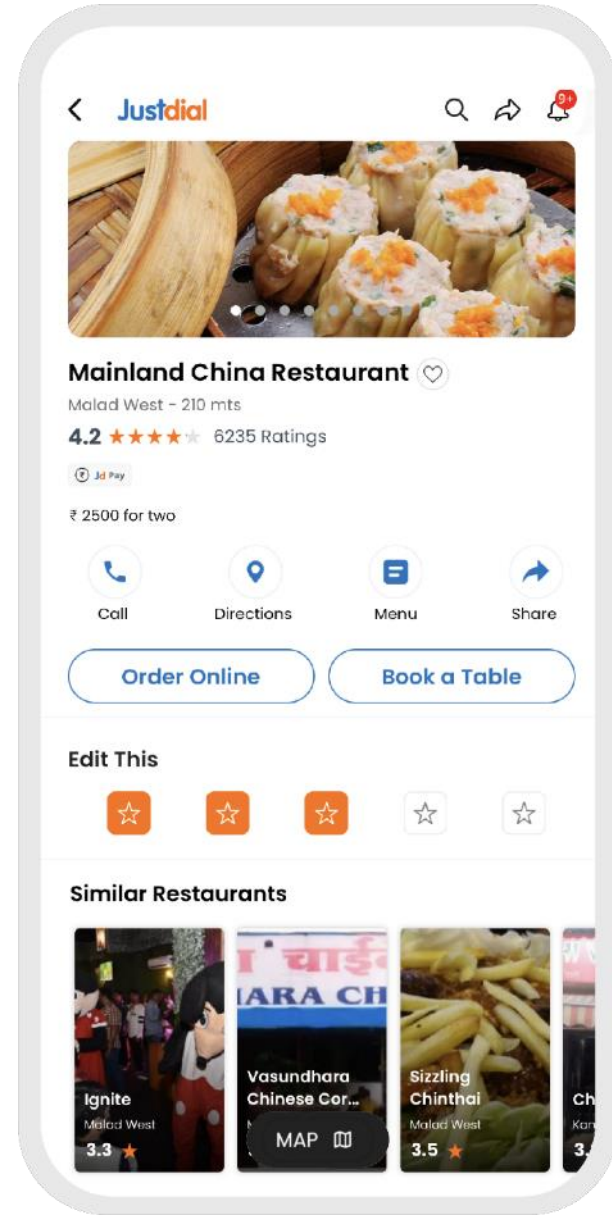
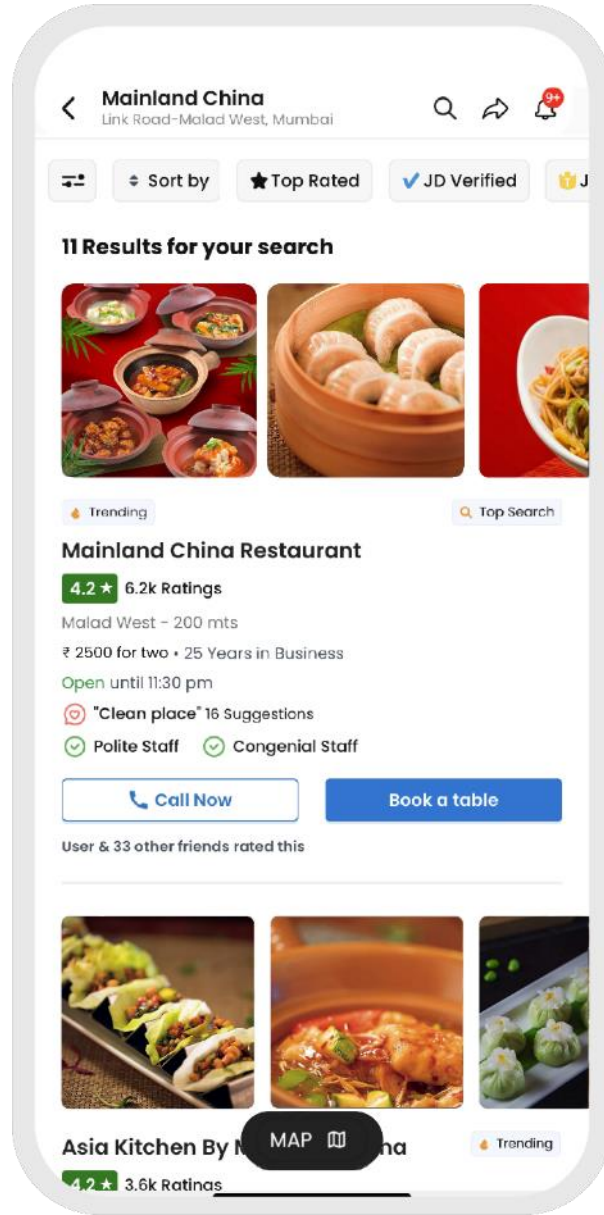
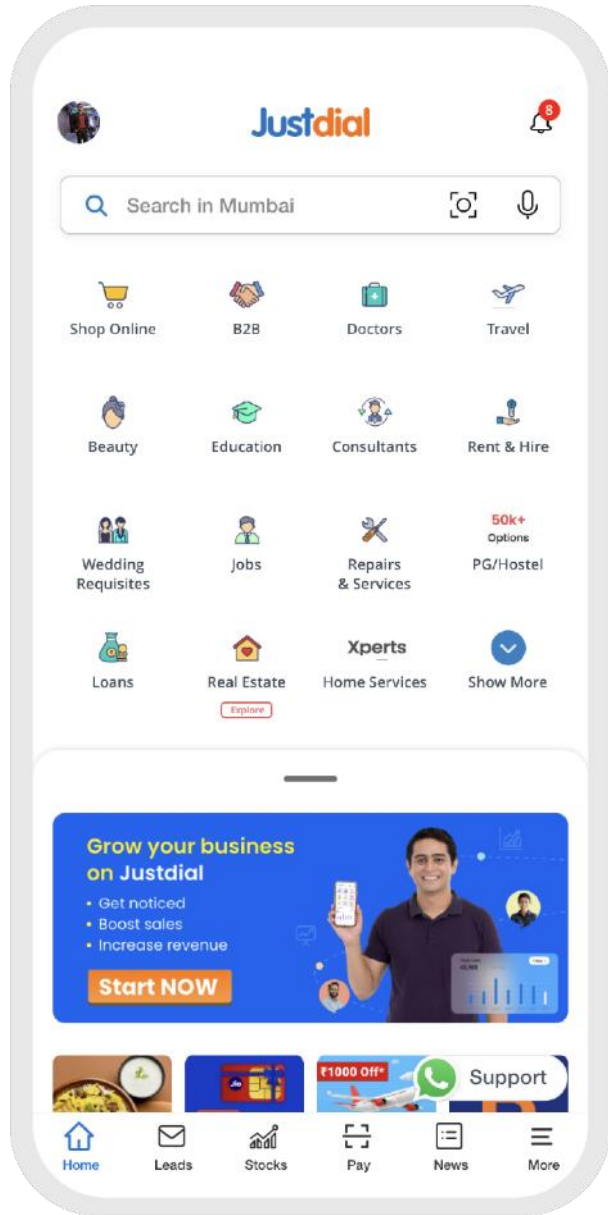
Cumulative JD App Downloads (million)





PRODUCT OVERVIEW

JD - MOBILE



VOICE SEARCH


Mainland China restaurant



Mainland China
Link Road-Malad West, Mumbai

Sort by Top Rated JD Verified

11 Results for your search




Trending Top Search

Mainland China Restaurant
4.2 ★ 6.2k Ratings
Malad West - 200 mts
₹ 2500 for two • 25 Years in Business
Open until 11:30 pm
"Clean place" 16 Suggestions
Polite Staff Congenial Staff

Call Now Book a table

User & 33 other friends rated this




Asia Kitchen By M MAP na
4.2 ★ 3.6k Ratings

Trending

ENHANCED MOBILE PAGE

< Justdial 🔍 📍 🔔






Neo Kitchen ♡
Nagawara
4.2 ★★★★☆ 153 Ratings
JD Pay
₹ 2000+

📞 Call 📍 Directions 📄 Menu ➦ Share

Rate This


☆ ☆ ☆ ☆ ☆

Menu

 <p>Food (16)</p>	 <p>Beverages (3)</p>	 <p>Bar (2)</p>
--	--	--

Photos

< Justdial 🔍 📍 🔔



KFC (Inorbit Mall) ♡
Malad West - 1.45 km
3.9 ★★★★☆ 6226 Ratings

📞 Call 📍 Directions 📄 Menu ➦ Share

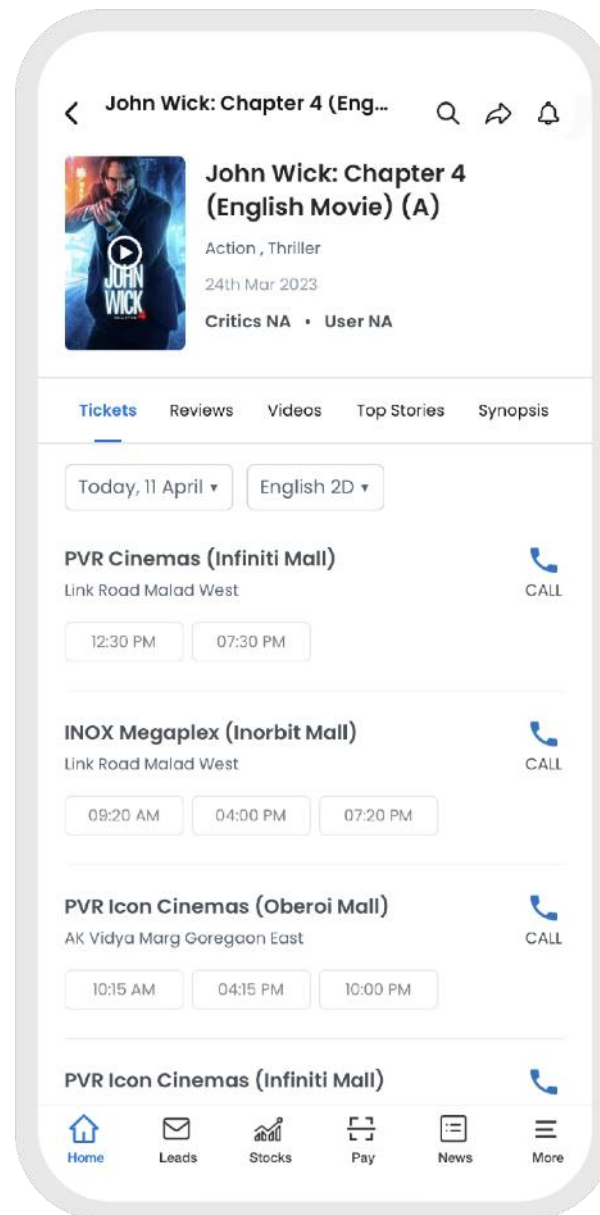
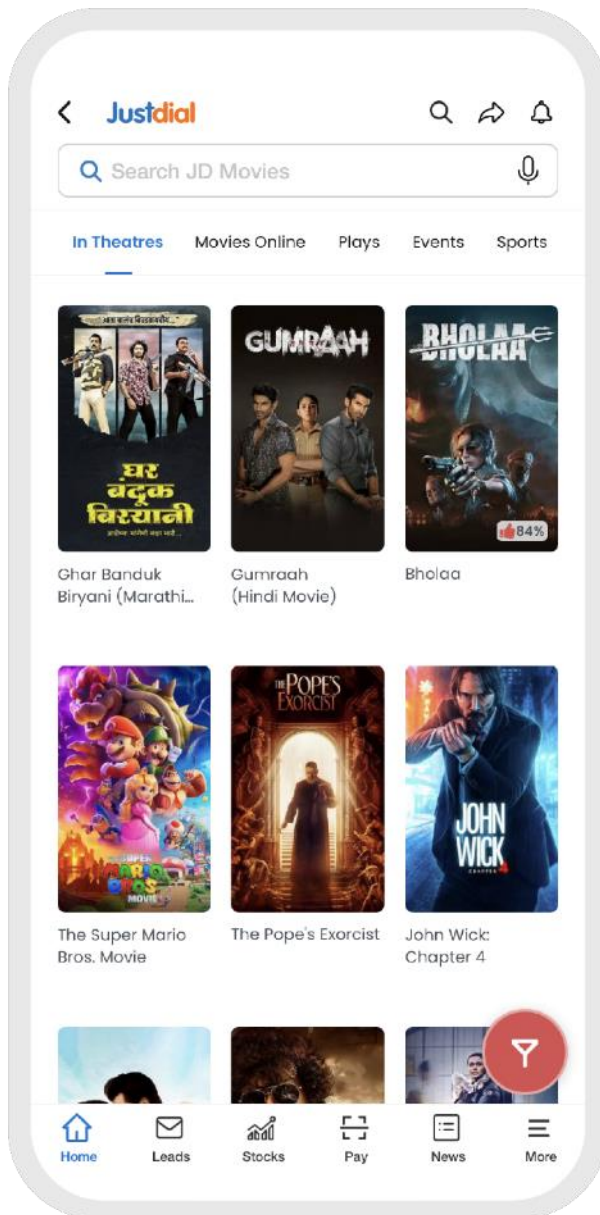
[Order Online](#)

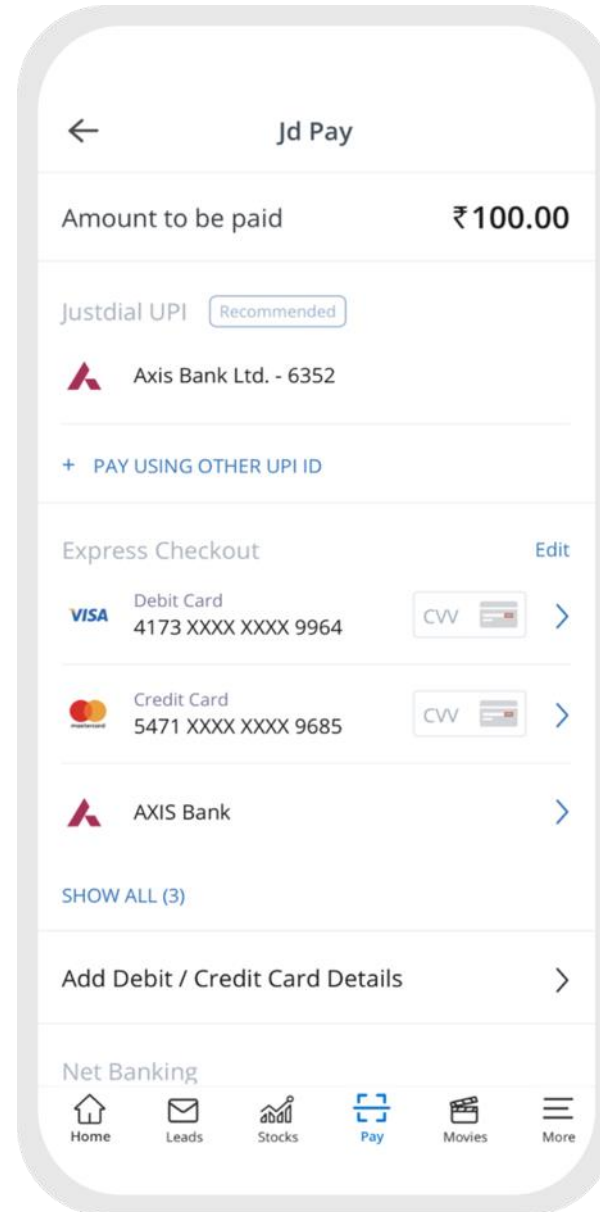
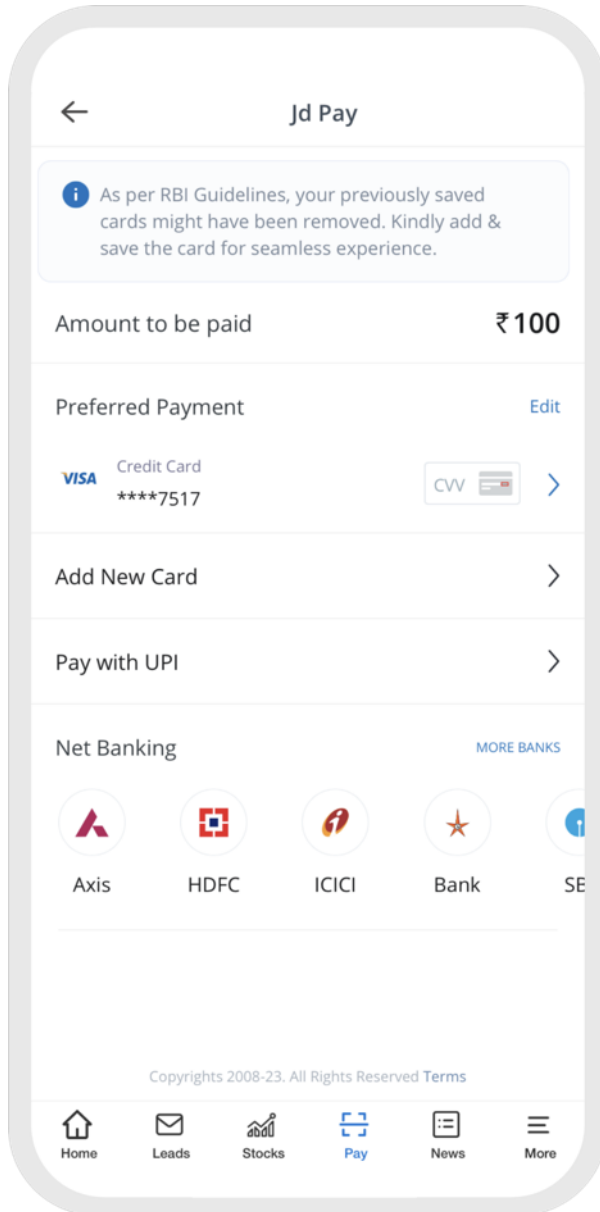
4 Vouchers in store

KFC E-Gift Voucher worth Rs 100 ₹100 **₹94**
Finger licking chicken at your fin...
Non Refundable [Details](#) Save 6% [Add Now](#)

KFC E-Gift Voucher worth Rs 250 ₹250 **₹235**
Finger licking chicken at your fin...
Non Refundable [Details](#) Save 6% [Add Now](#)

[More Vouchers](#)





BEYOND SEARCH

JD Shopping

Flight Tickets

Train Tickets

Bus Tickets

Hotel Bookings

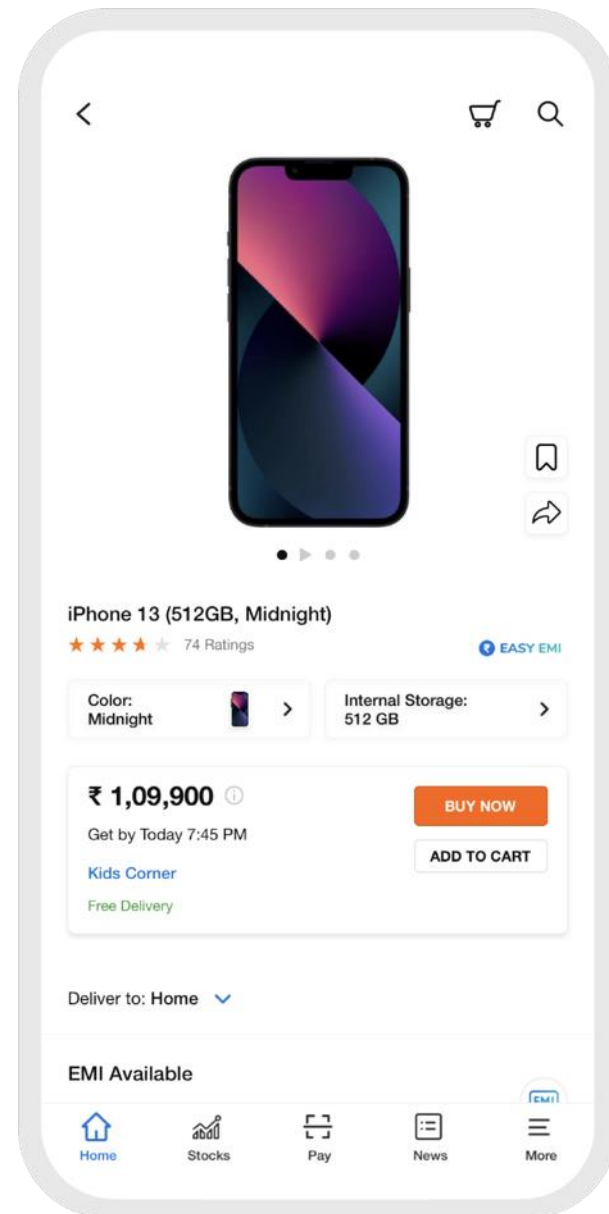
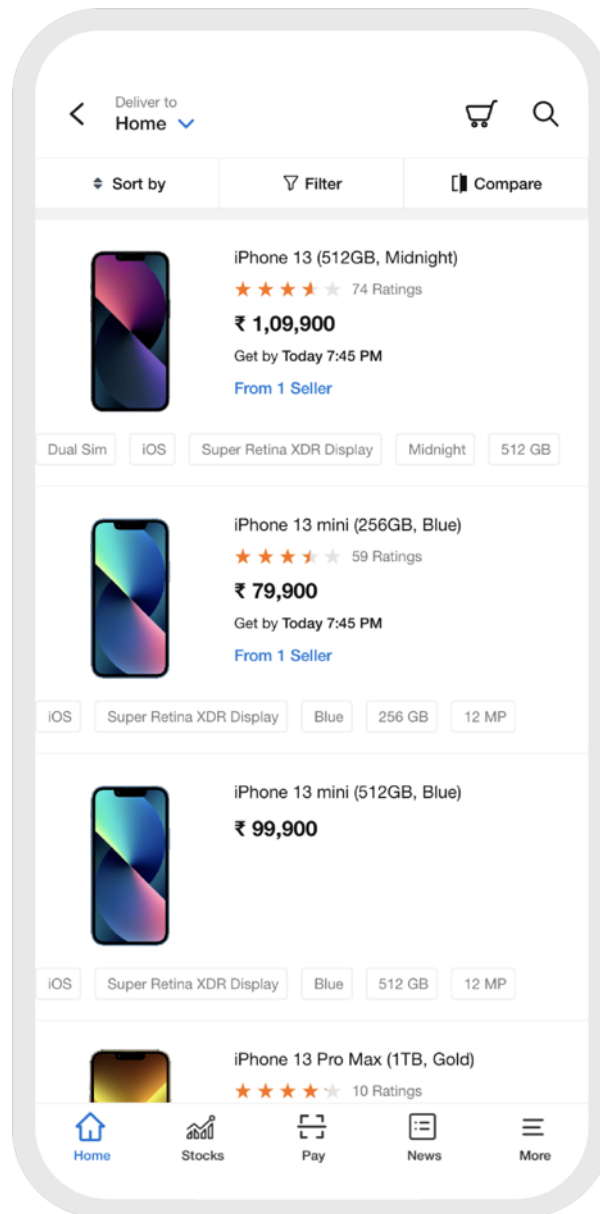
Bills & Recharge

Stocks

Logistics

Augmented Reality

... and many more.



BEYOND SEARCH

JD Shopping

 Flight Tickets

Train Tickets

Bus Tickets

Hotel Bookings

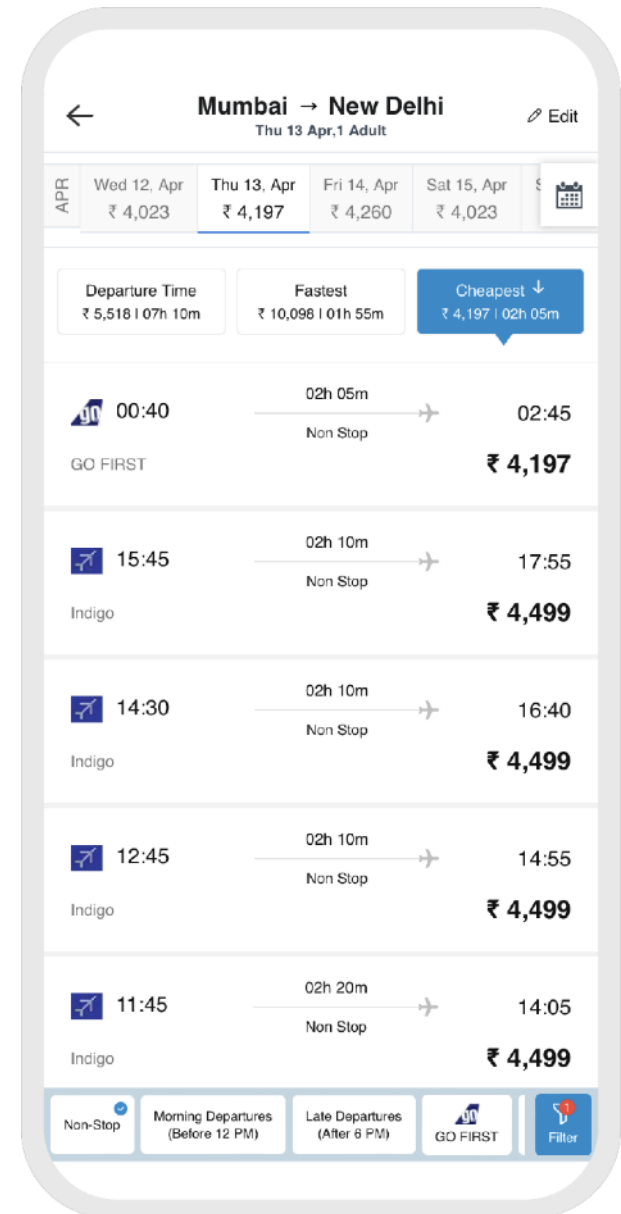
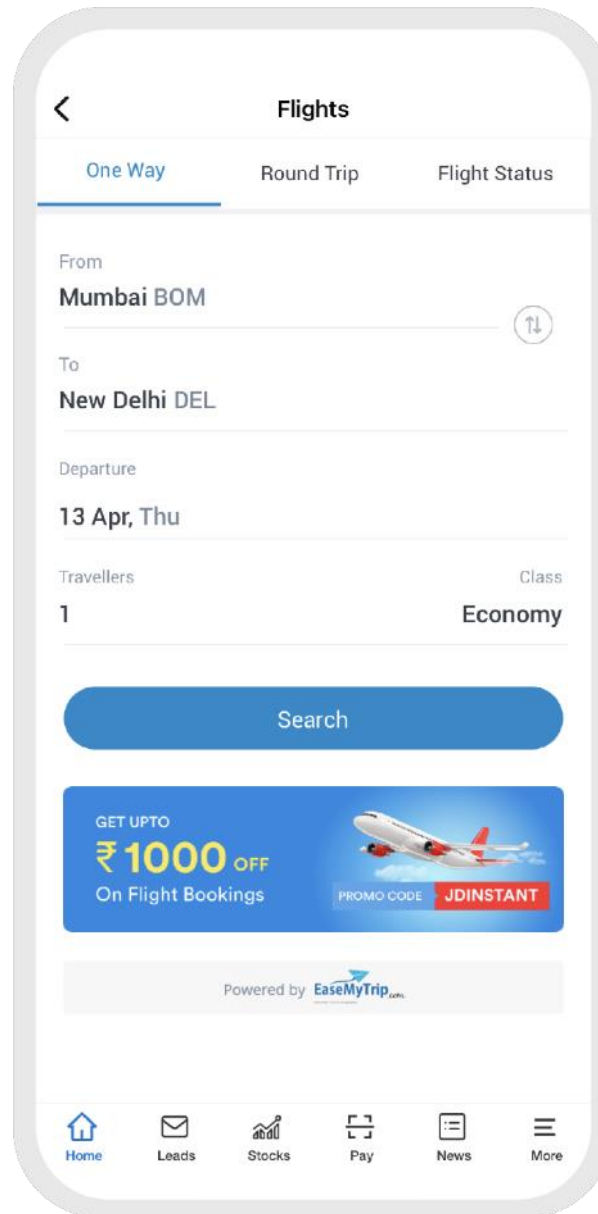
Bills & Recharge

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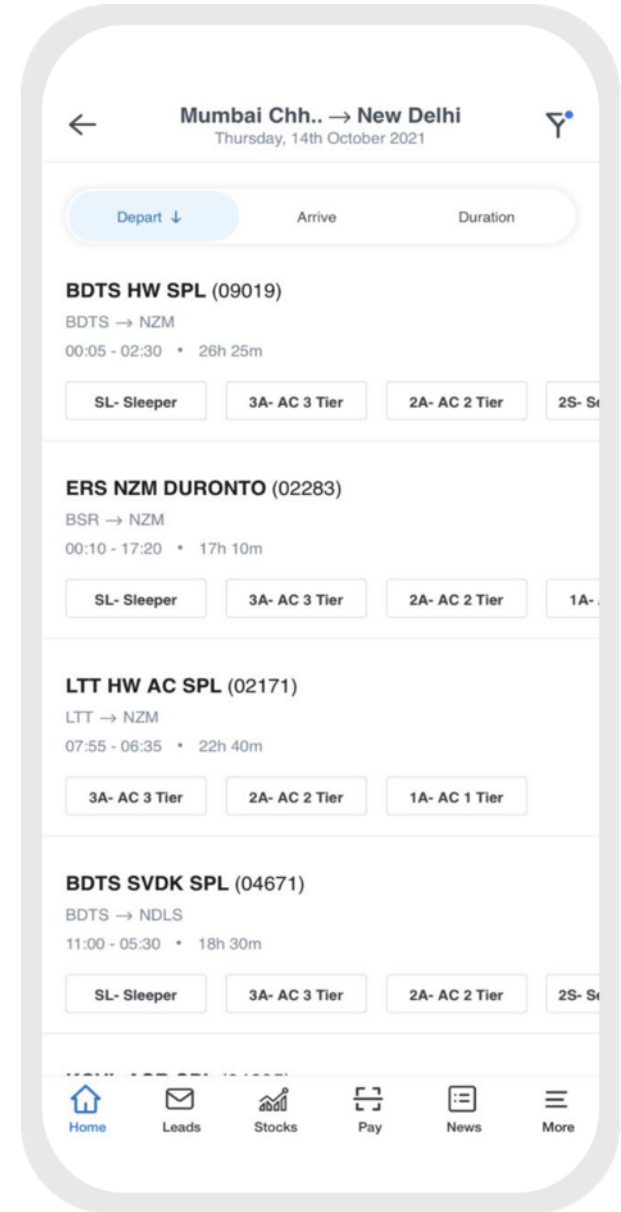
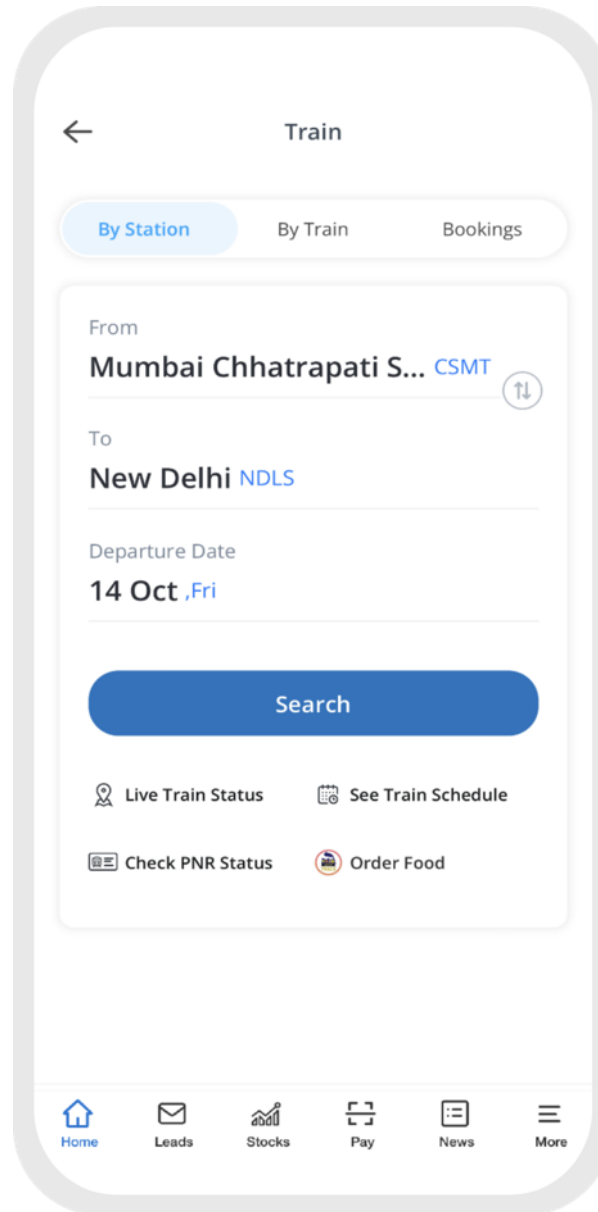
Bills & Recharge

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BEYOND SEARCH

JD Shopping

Flight Tickets

Train Tickets

 **Bus Tickets**

Hotel Bookings

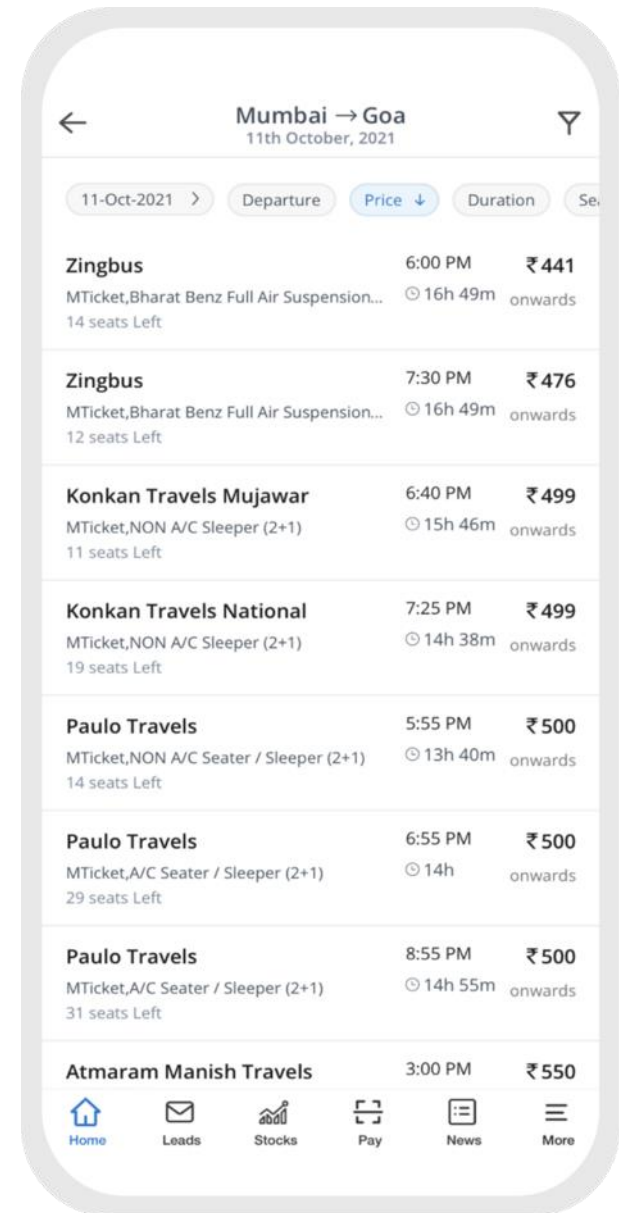
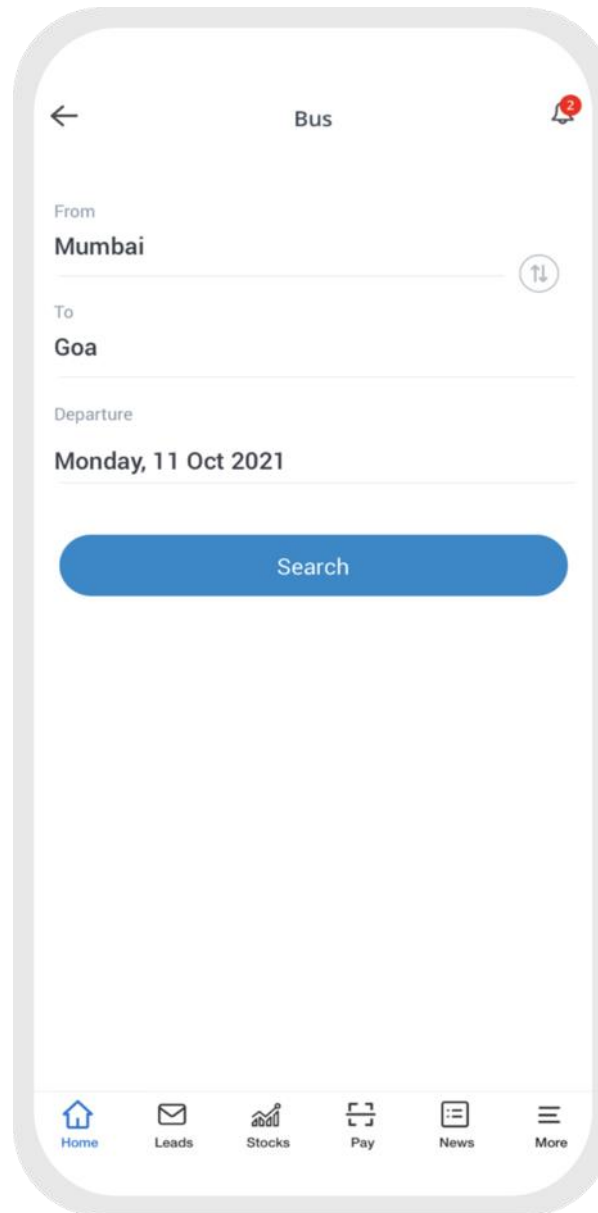
Bills & Recharge

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Augmented Reality

... and many more.



BEYOND SEARCH

JD Shopping

Flight Tickets

Train Tickets

Bus Tickets

 Hotel Bookings

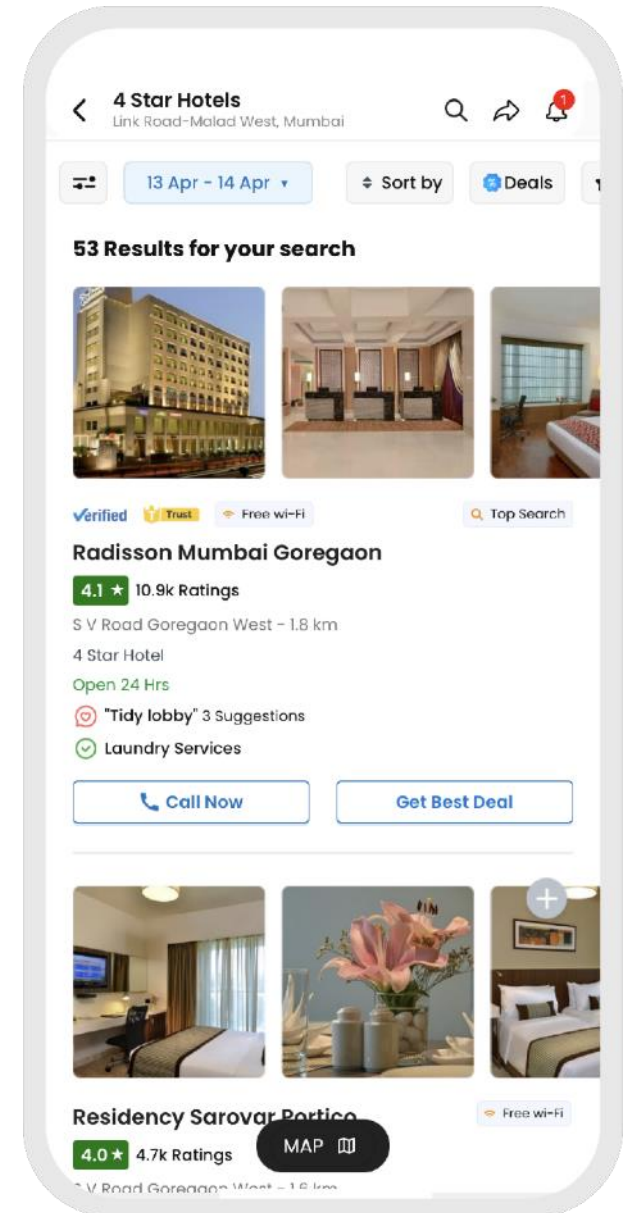
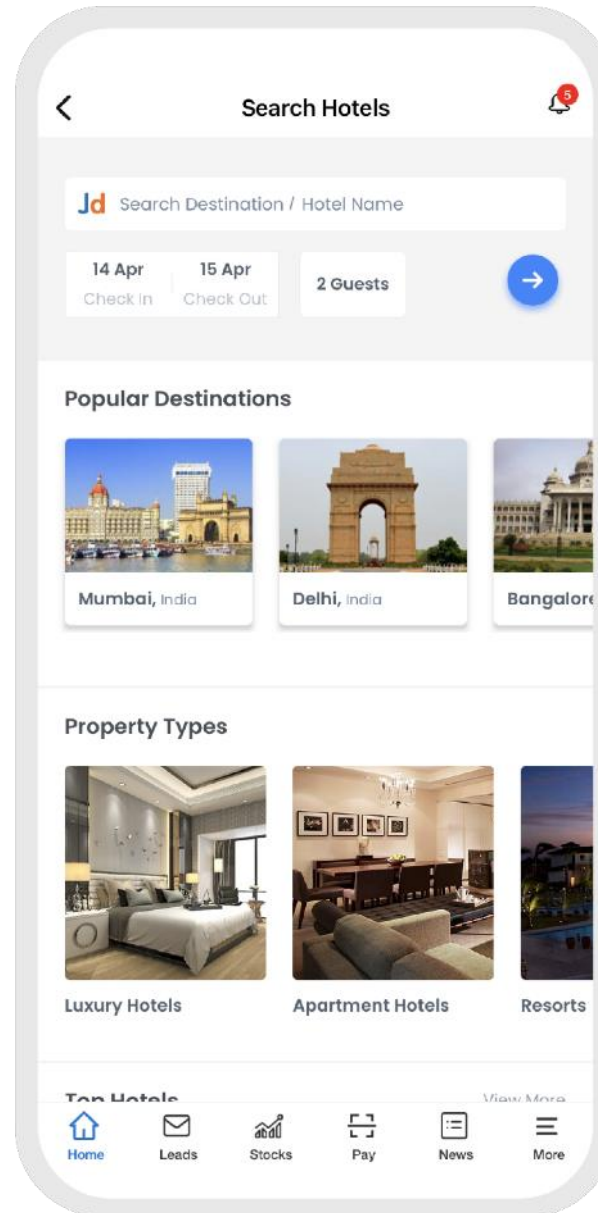
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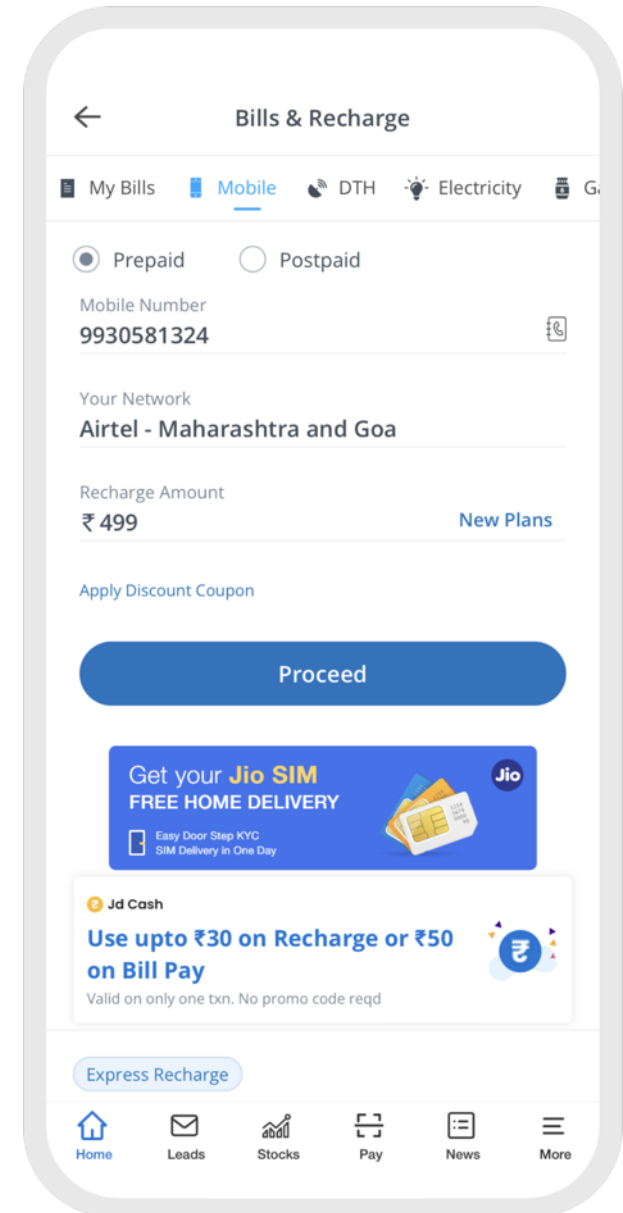
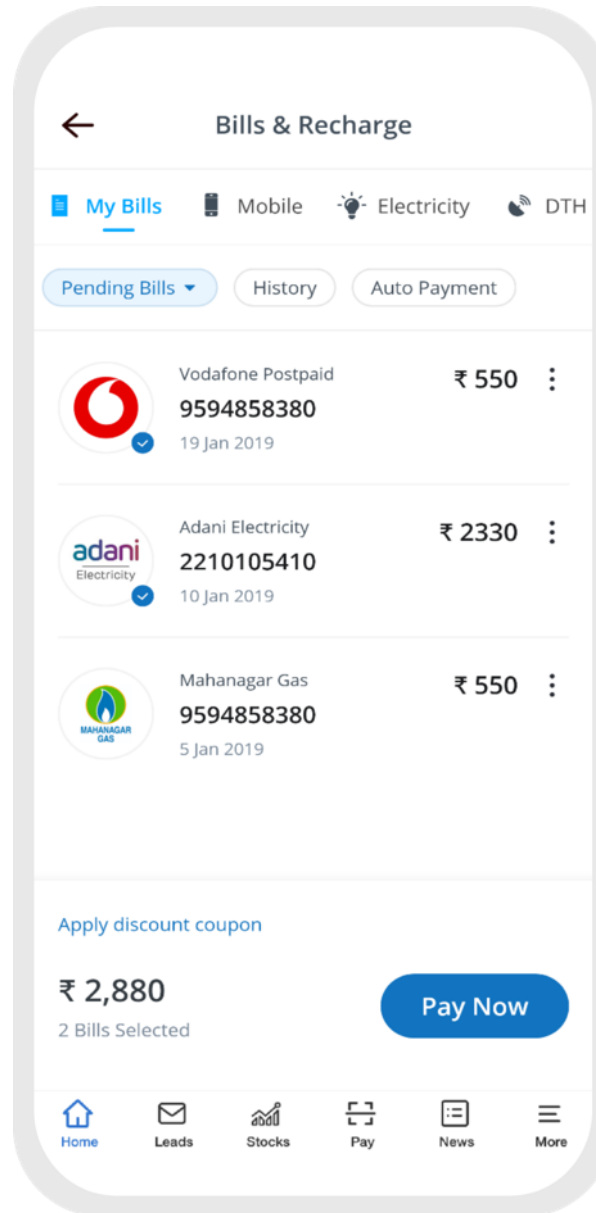
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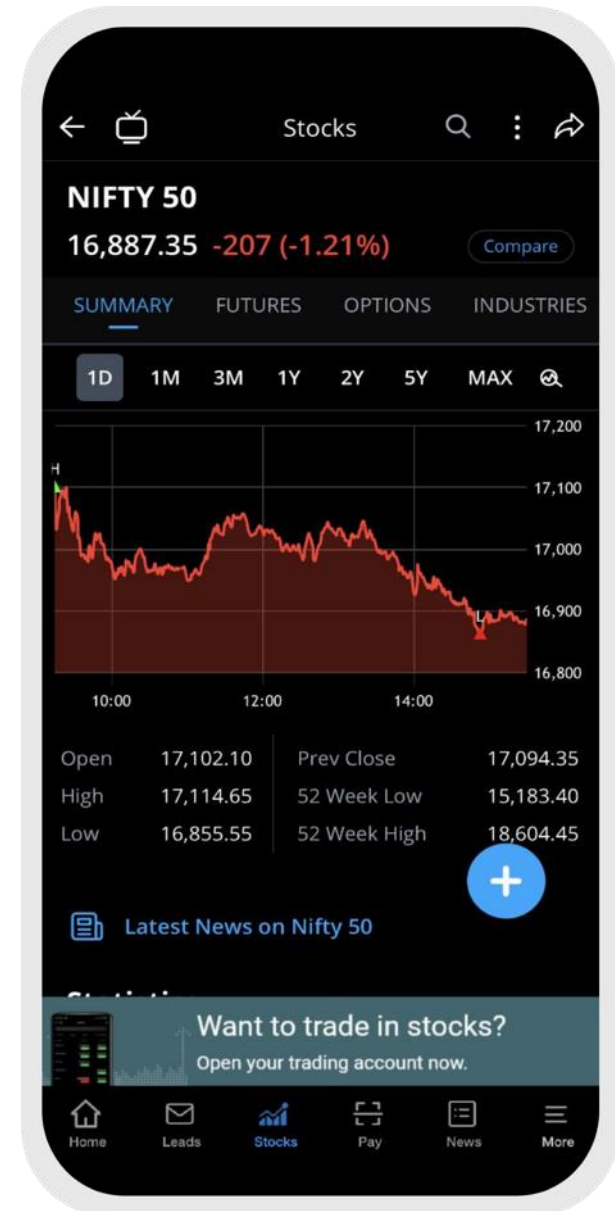
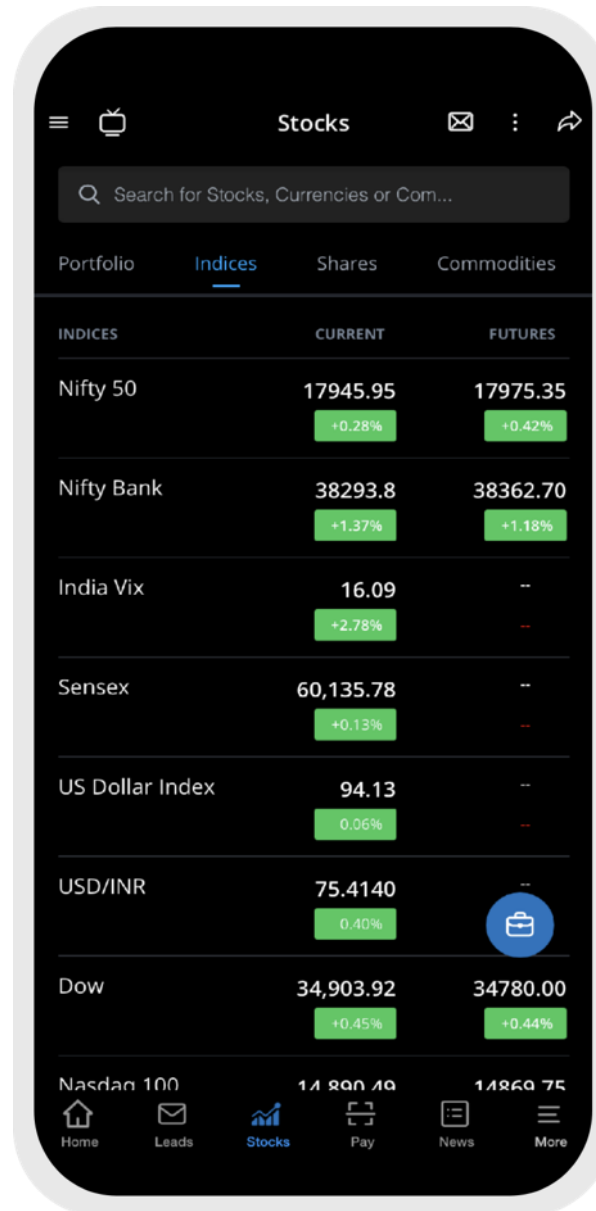
Bills & Recharge

 Stocks

Logistics

Augmented Reality

... and many more.



BEYOND SEARCH

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Train Tickets

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Hotel Bookings

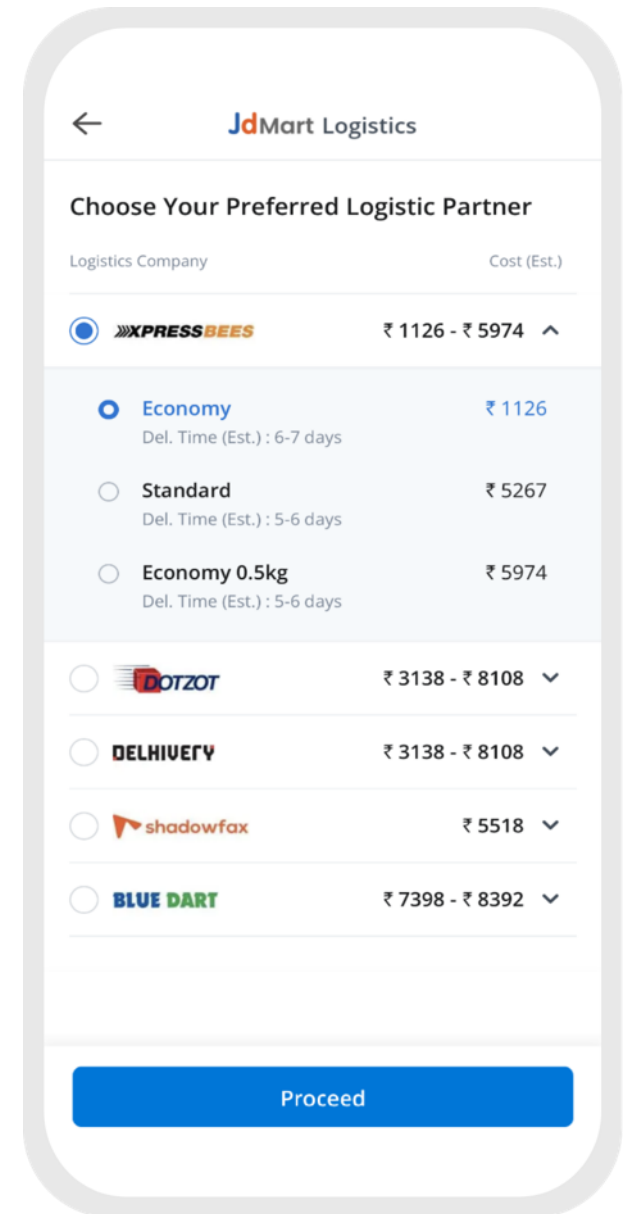
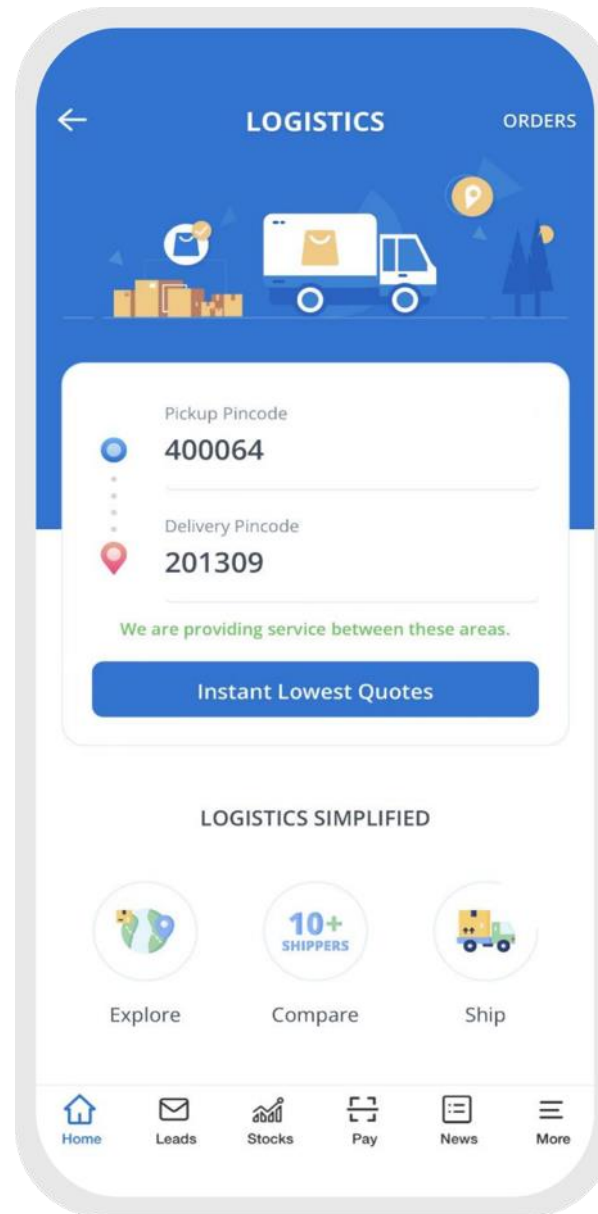
Bills & Recharge

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Augmented Reality

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Bus Tickets

Hotel Bookings

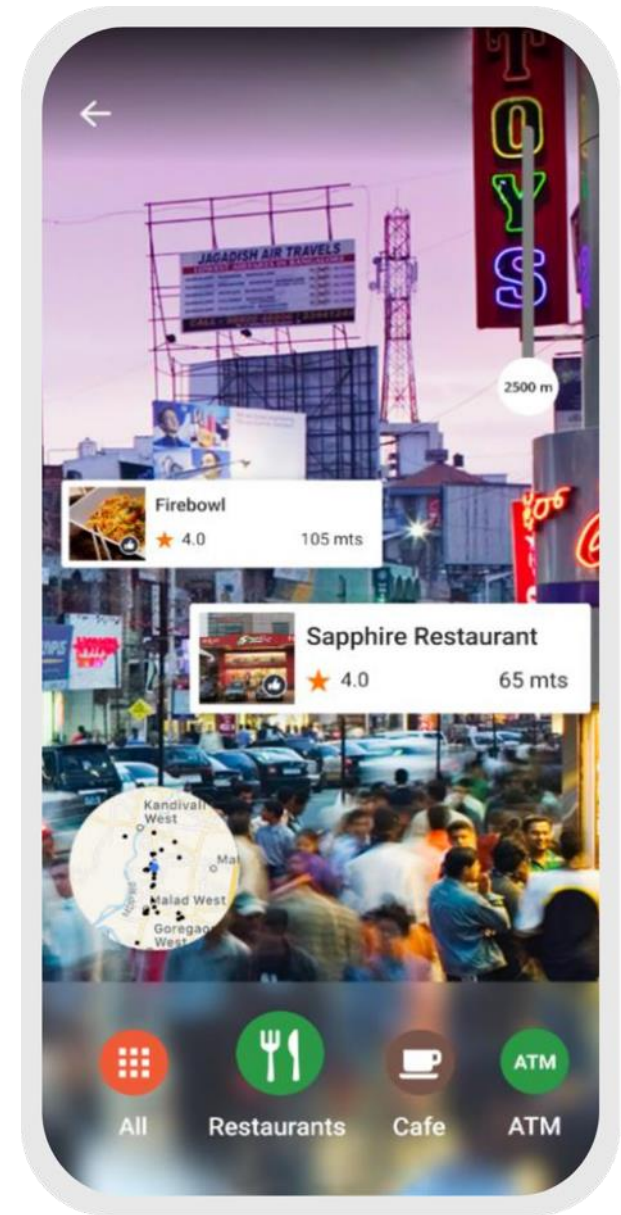
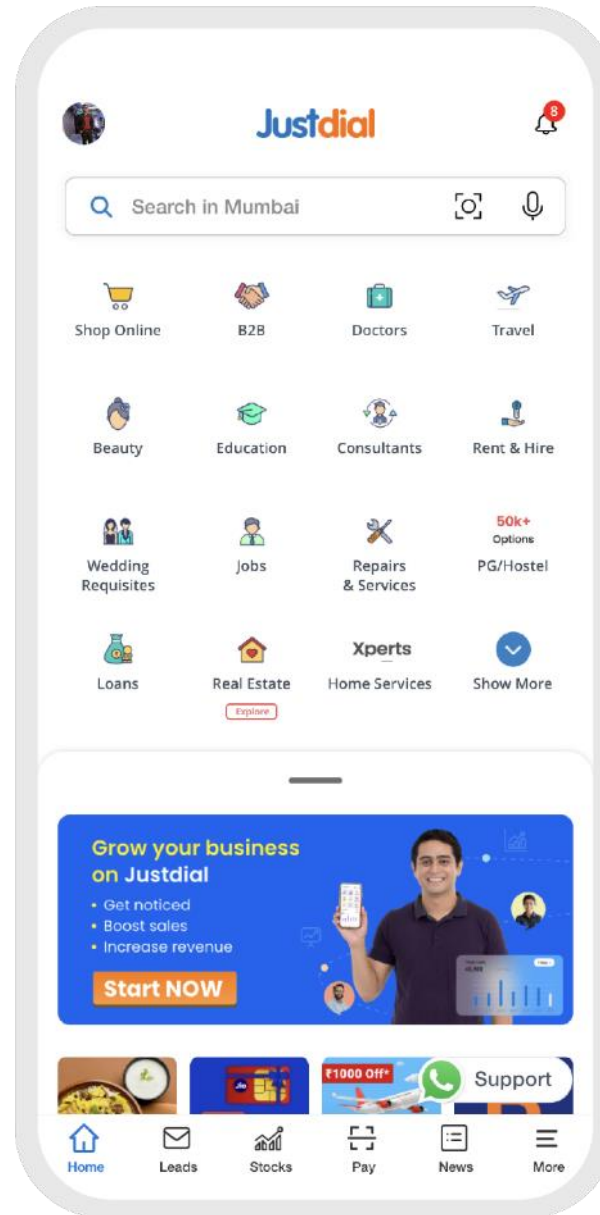
Bills & Recharge

Stocks

Logistics

● **Augmented Reality**

... and many more.





NEW INITIATIVES

Revamped Website



Search across '3.4 Crore+' Businesses

Bangalore

Search for Spa & Salons

Download App

Search
compare prices &
book hotels

GET BEST DEALS

B2B
Quick
Quotes

XPERTS
Home
Services

REAL ESTATE
Properties
Online

DOCTORS
Book
Now



Restaurants



Hotels



Automobile



Home
Decor



Rent & Hire



Contractors



Event
Organisers



Education



PG/Hostels



Popular
Categories

Wedding Requisites



Banquet Halls



Bridal Requisite



Caterers

Beauty & Spa



Beauty Parlours



Spa & Massages



Salons



Book Jd Xpert




Daily Needs




Revamped Website

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

Bangalore > Restaurants In Bangalore > Restaurants in Hebbal > Prequel






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

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

Menu



Quick Information

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

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

Timings

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

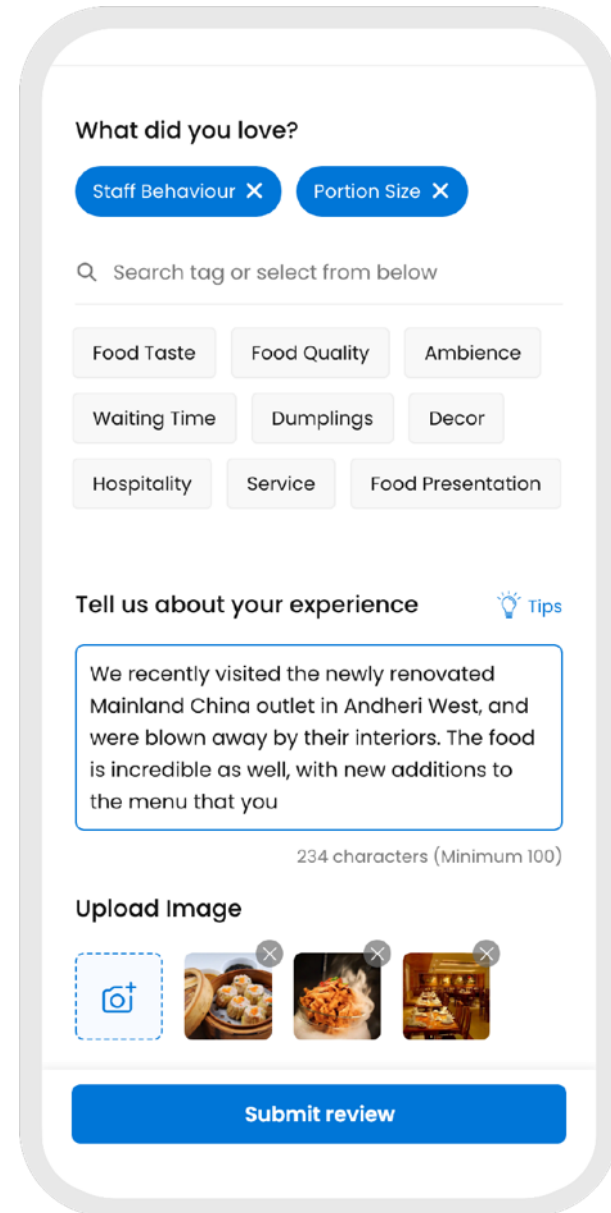
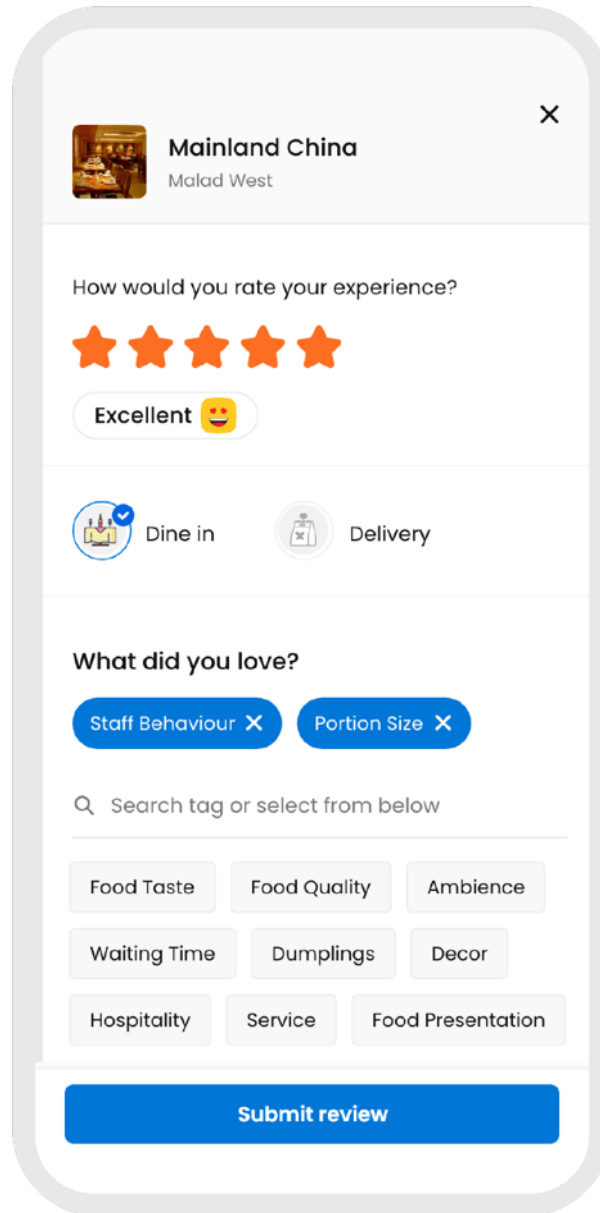
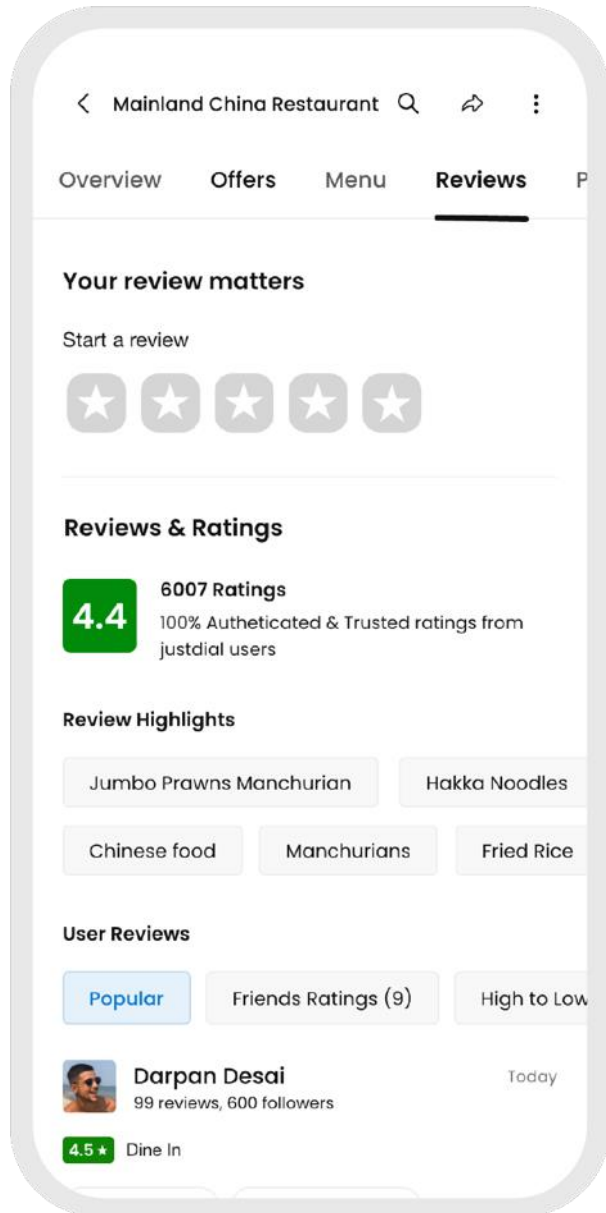
Address

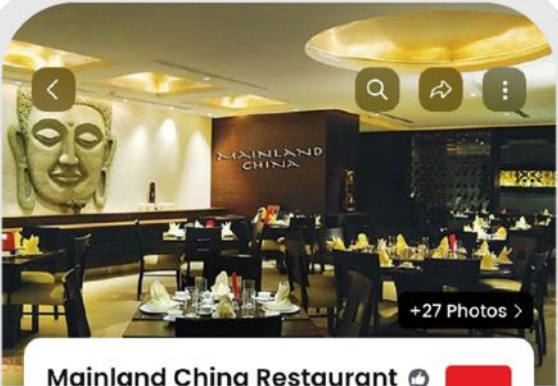
1st Floor, Umiya Velocity, Hebbal, Bangalore - 560024




[📄 Copy](#)
[🔄 Share this](#)
[★ Tap to rate](#)
[🌐 Visit our Website](#)
[✎ Edit this](#)

More Options [View More](#)



Enhanced Ratings & Reviews System






Mainland China Restaurant   


4.2 ★ 6007 ratings


 Trust  Verified


Chinese Restaurant

Open until 11.30 pm  ₹1600 for two

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

Overview **Offers** Menu Reviews 

Looking to dine out ? 




Pay Bill using  Cash

Get **Flat 20%** Discount [→](#)

Address


Unit No 308, 3rd Floor, Infiniti Mall 2, Malad West, Mumbai - 400064

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

< Mainland China Rest...   

Overview **Offers** Menu Reviews


Business Offers



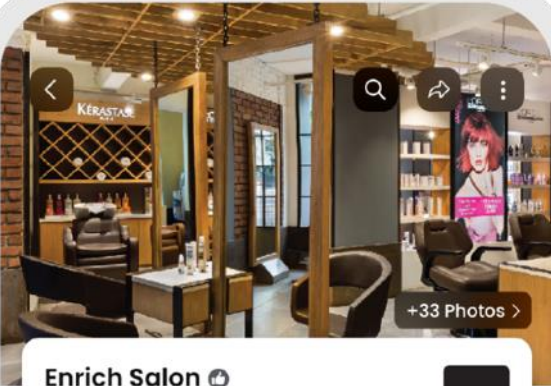
Monsoon Offers ontakeaway




1 Dec - 31 Dec 2022

Source: Instagram • Expiring Soon





[Call](#) [Pay Bill](#) **20%** Flat off




Enrich Salon   

4.0 ★ 3,532 ratings


 Trust  Verified


Salons

Open until 10.00 pm 

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

Overview **Offers** Reviews **Photos**

Looking for salon services ? 

Pay Bill using  Cash

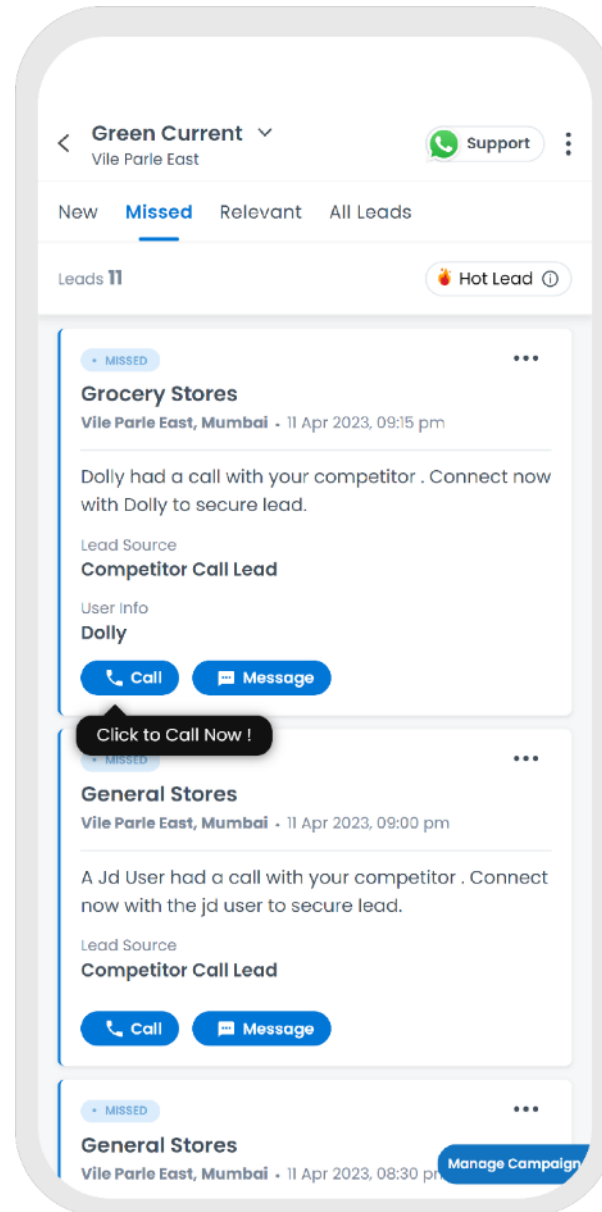
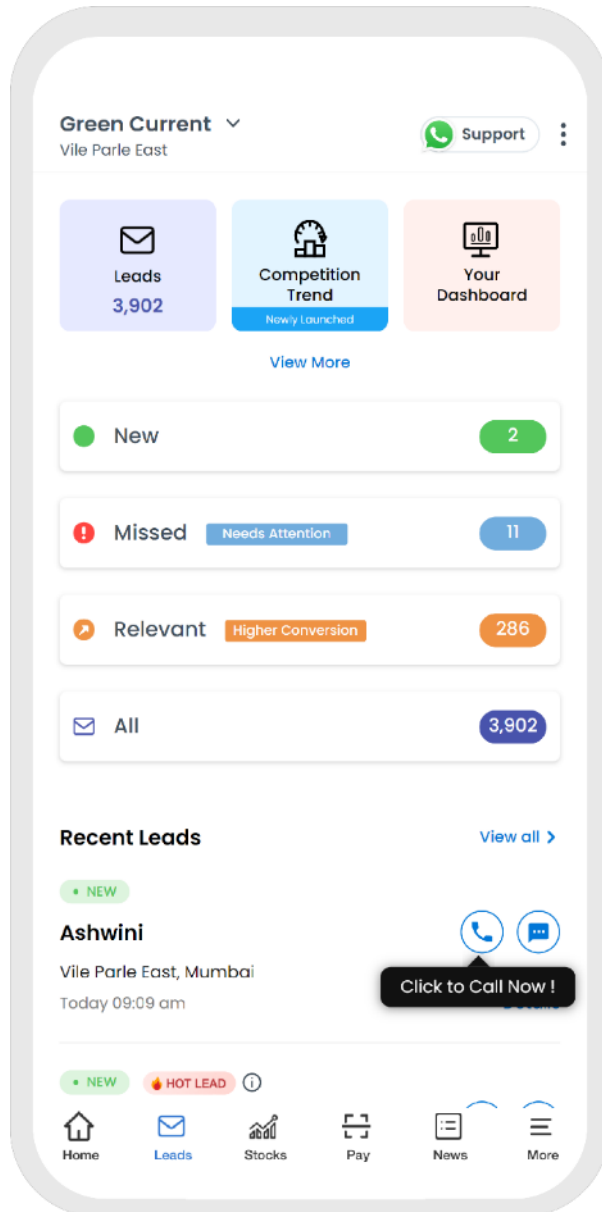
Get **Flat 20%** Discount [→](#)

Address

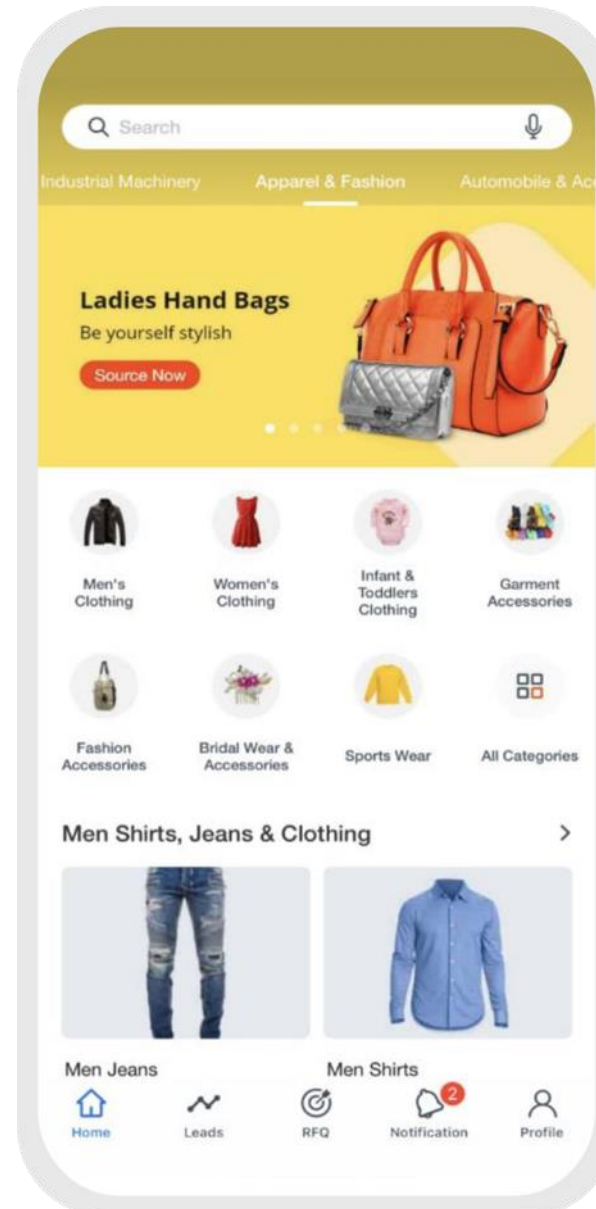
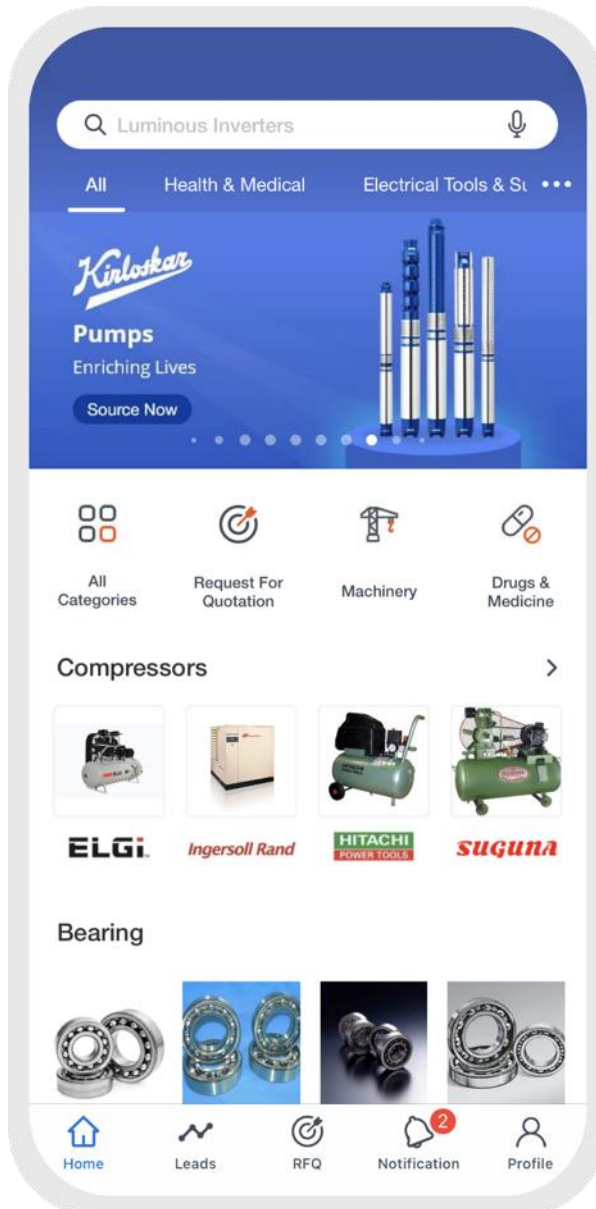
Shop No 2, Ground & First Floor, New Shankar Nivas, SV Road, Irla-vile Parle West, Mumbai - 400056

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

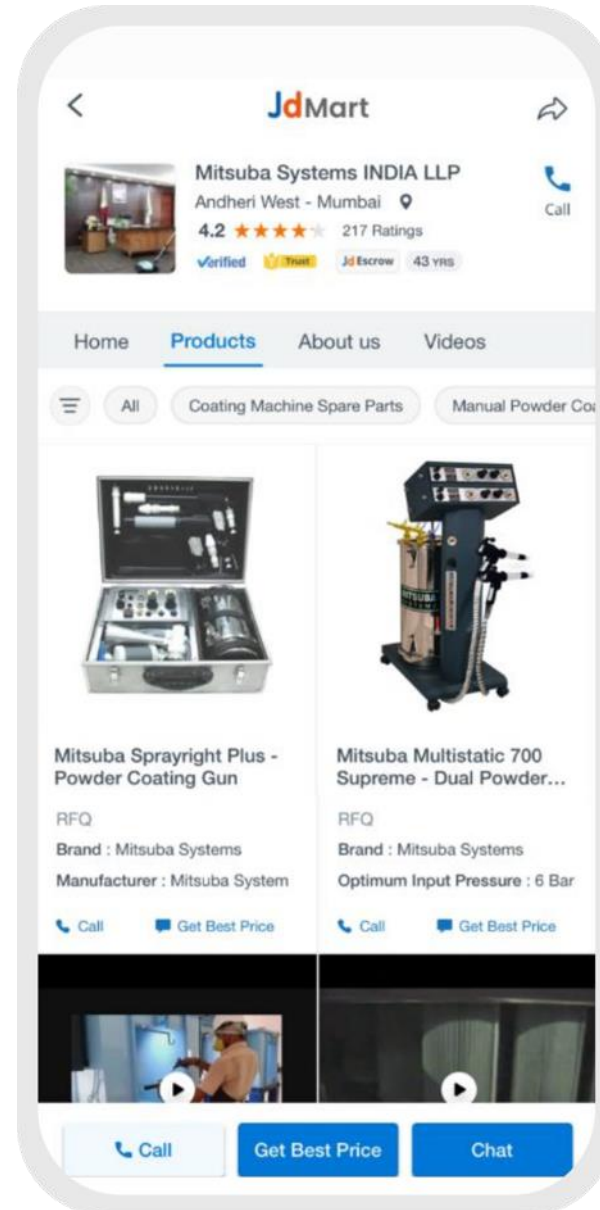
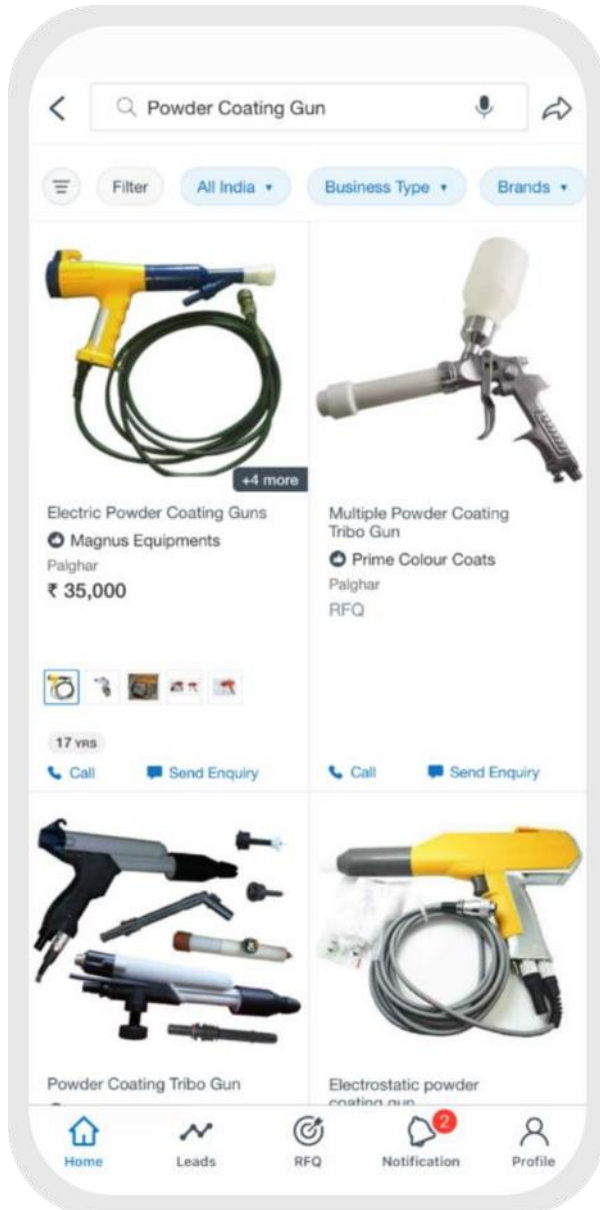
Enhanced Analytics for Customers



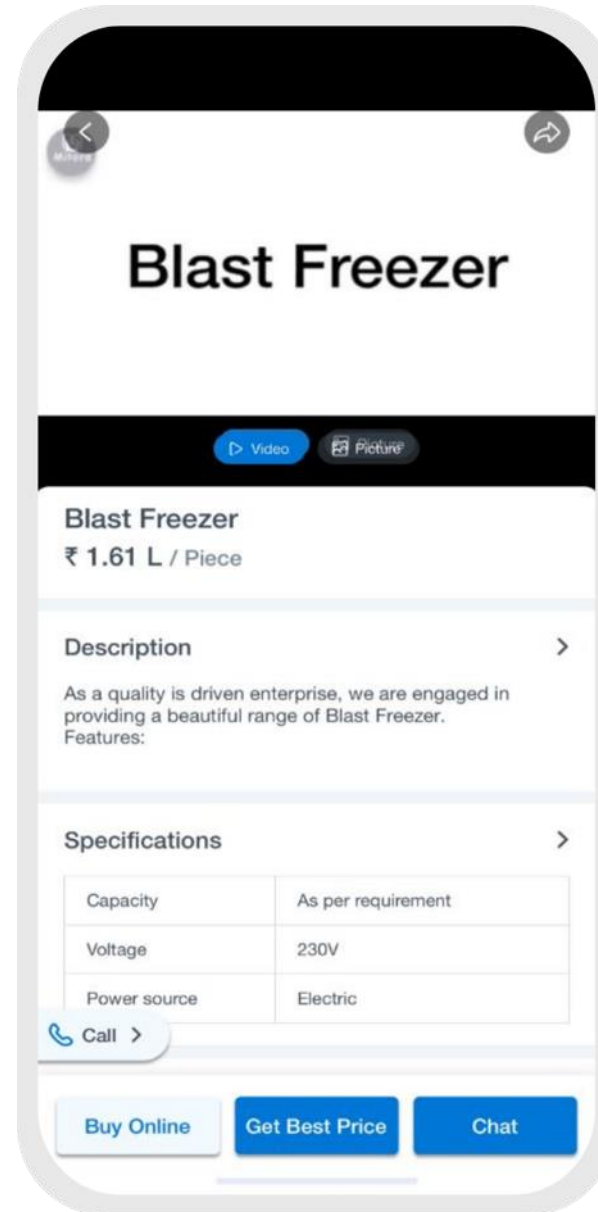
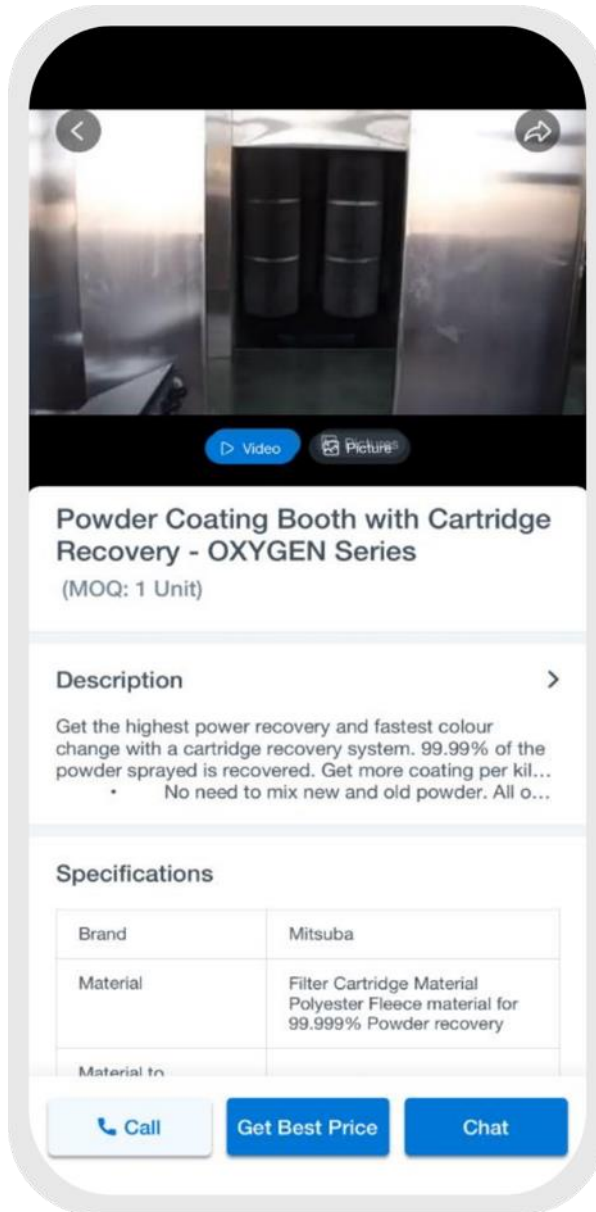
JD Mart – Exclusive B2B Platform, a New Wholesale Experience



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Double Cylinder Engine	Diesel Engine	Truck Engine	Marine Engine	Petrol Engine	Tractor Engine

TILES

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Material	Leather
Gender	Men
Product Model	PCLA00027-K981F096
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JD MART - PRODUCT STACK

Product



Marketplace



Logistics



Lending

Buyers



Retailers



Business



Industrial
Buyers



Turnkey Project
Managers

Explore



Search



Discover



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Bulk Upload



RFQ By
Product Name

Search



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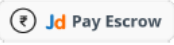









Barcode
Scan

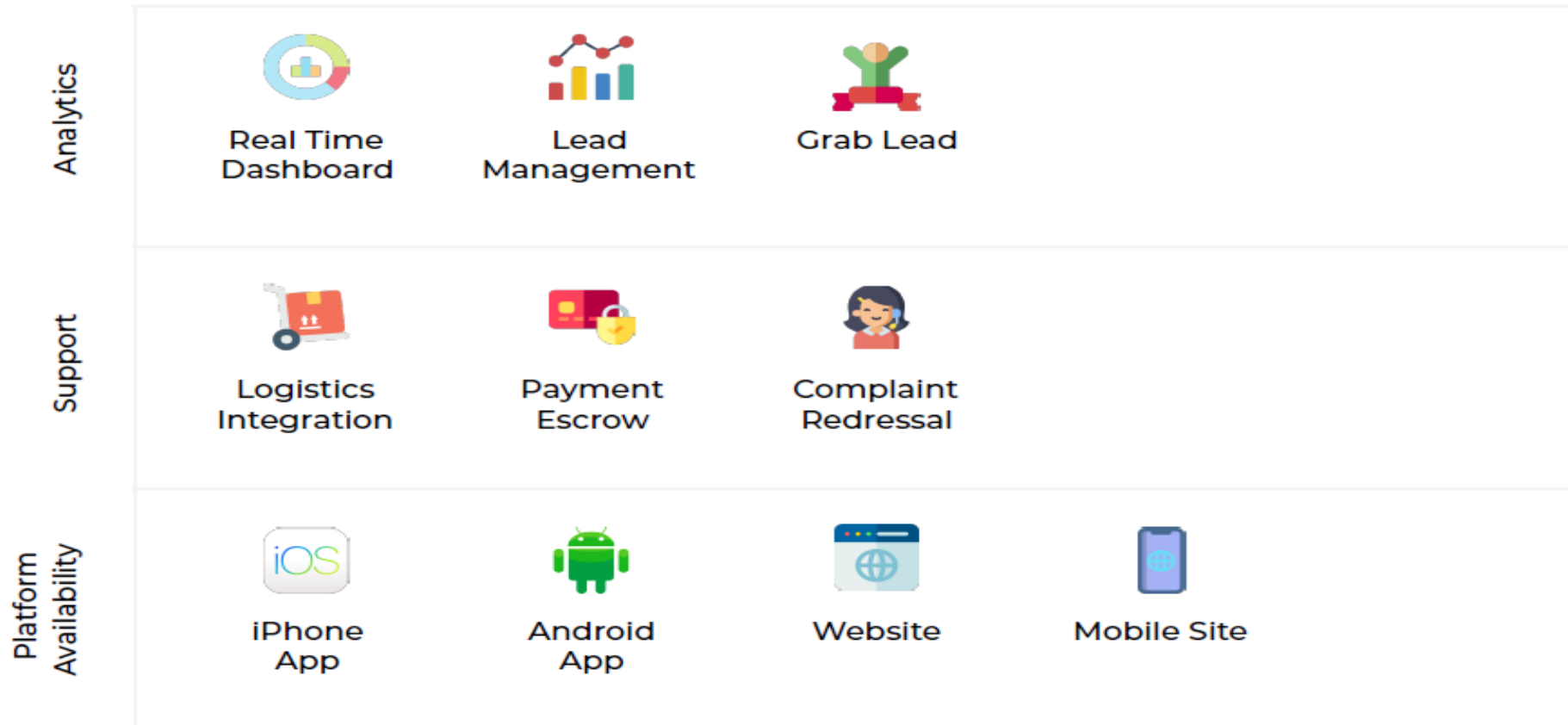


Image
Search

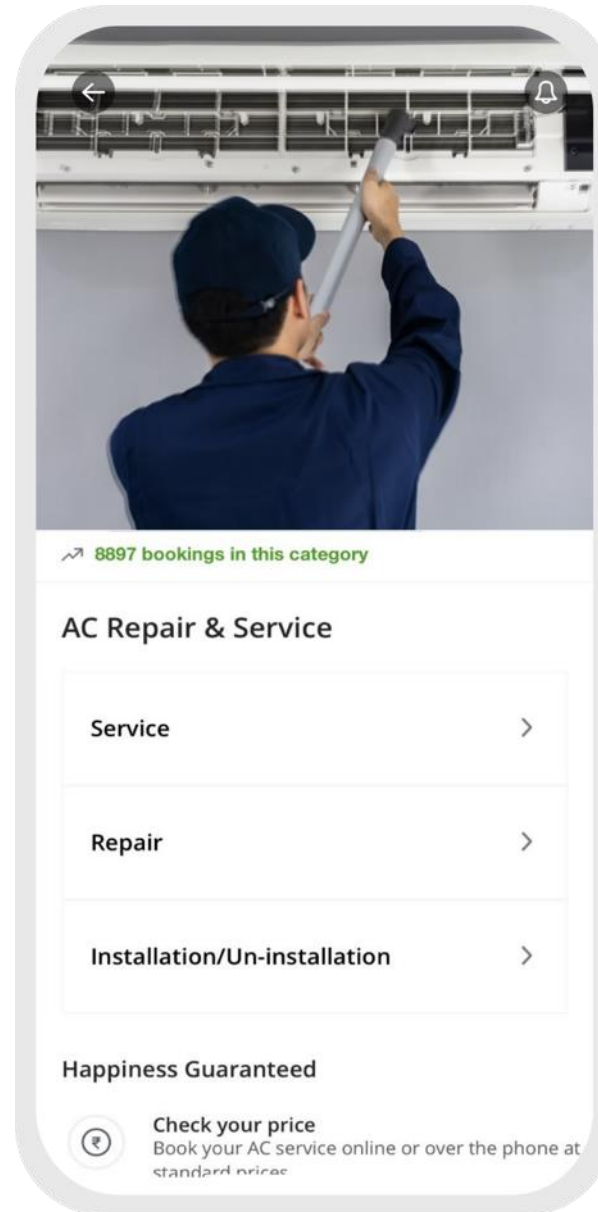
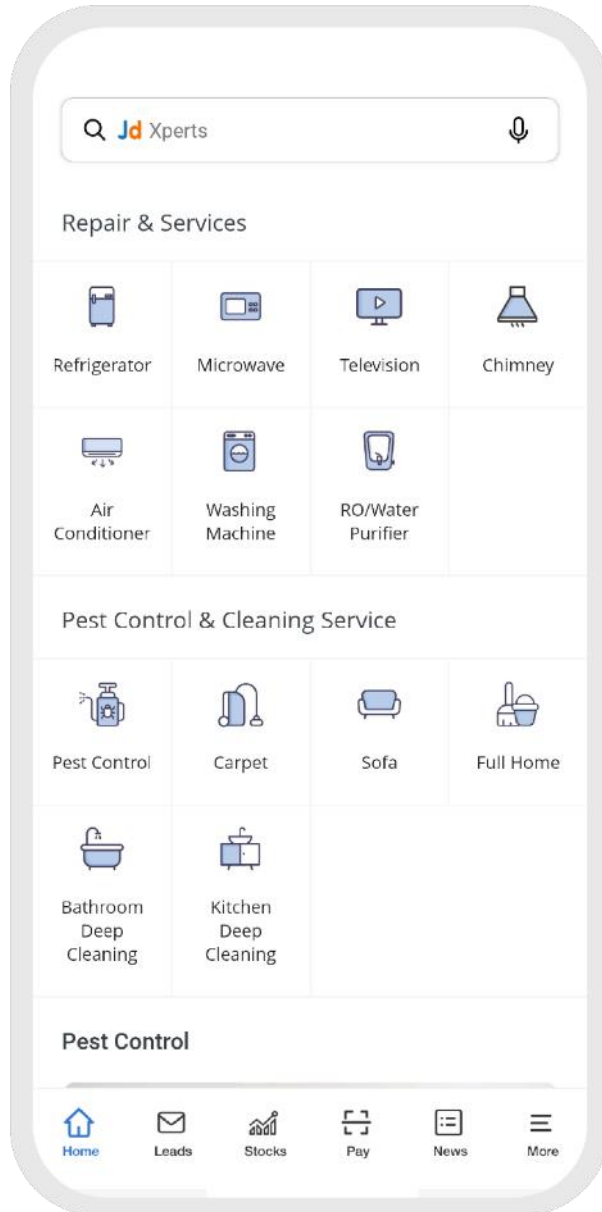
JD MART - PRODUCT STACK

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	

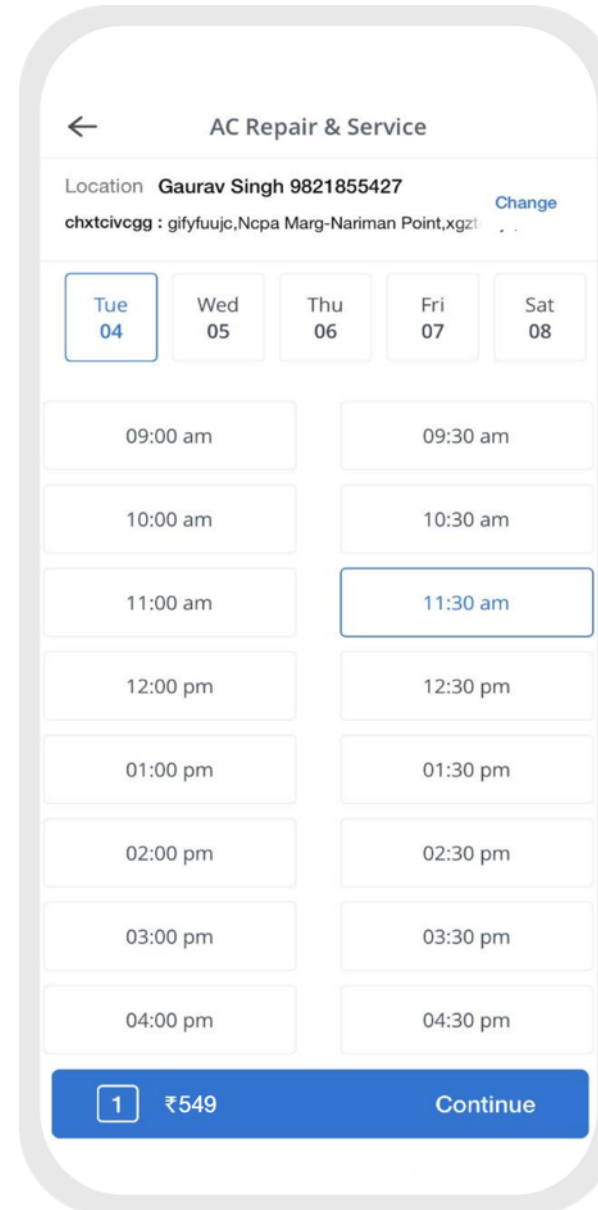
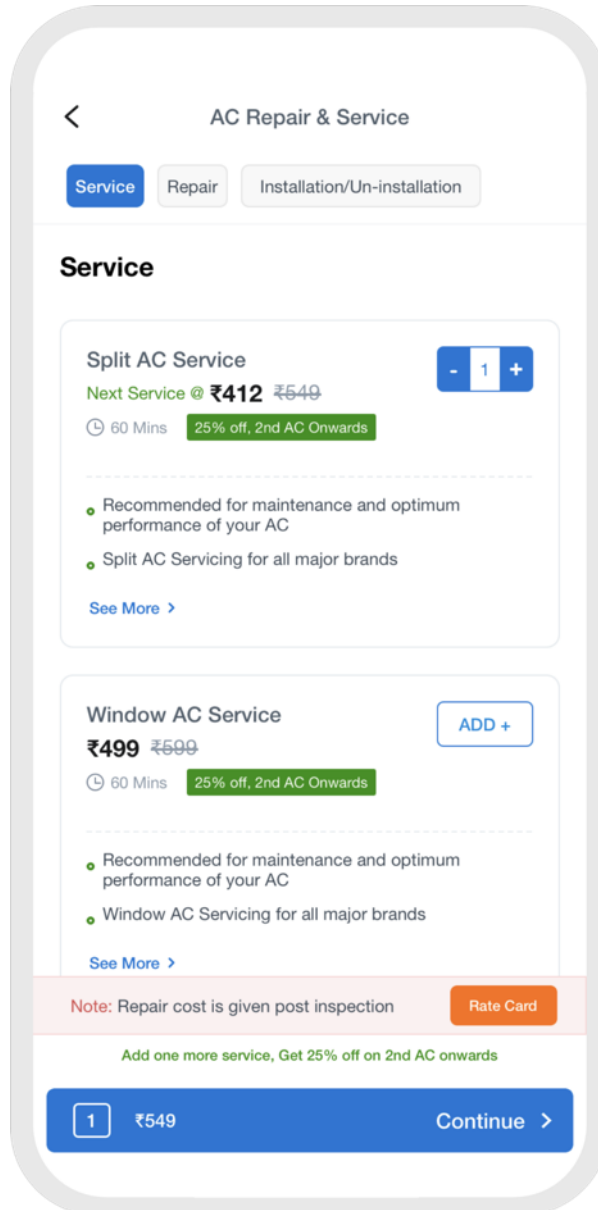
JD MART - PRODUCT STACK



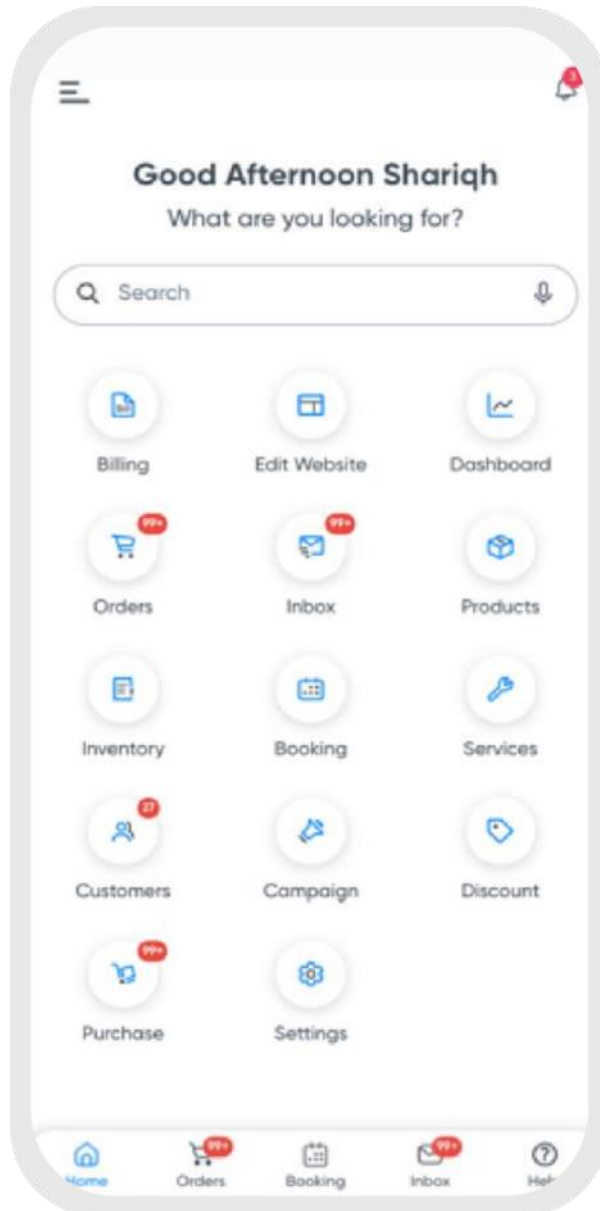
JD XPERTS – ONE STOP SOLUTION FOR ON-DEMAND SERVICES



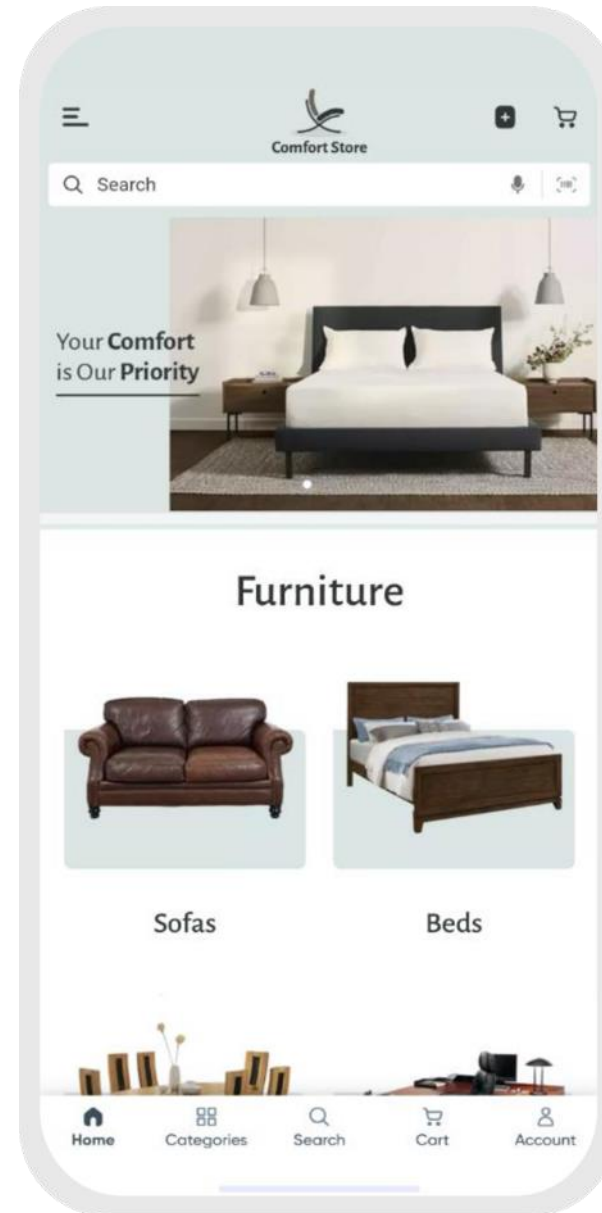
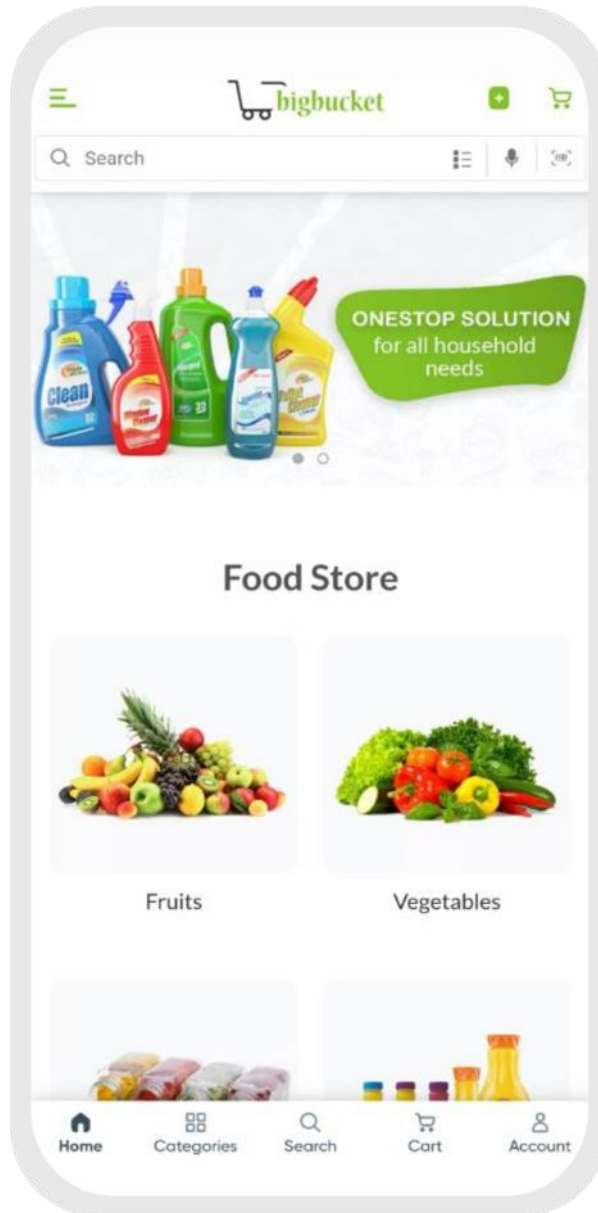
JD XPERTS – ONE STOP SOLUTION FOR ON-DEMAND SERVICES



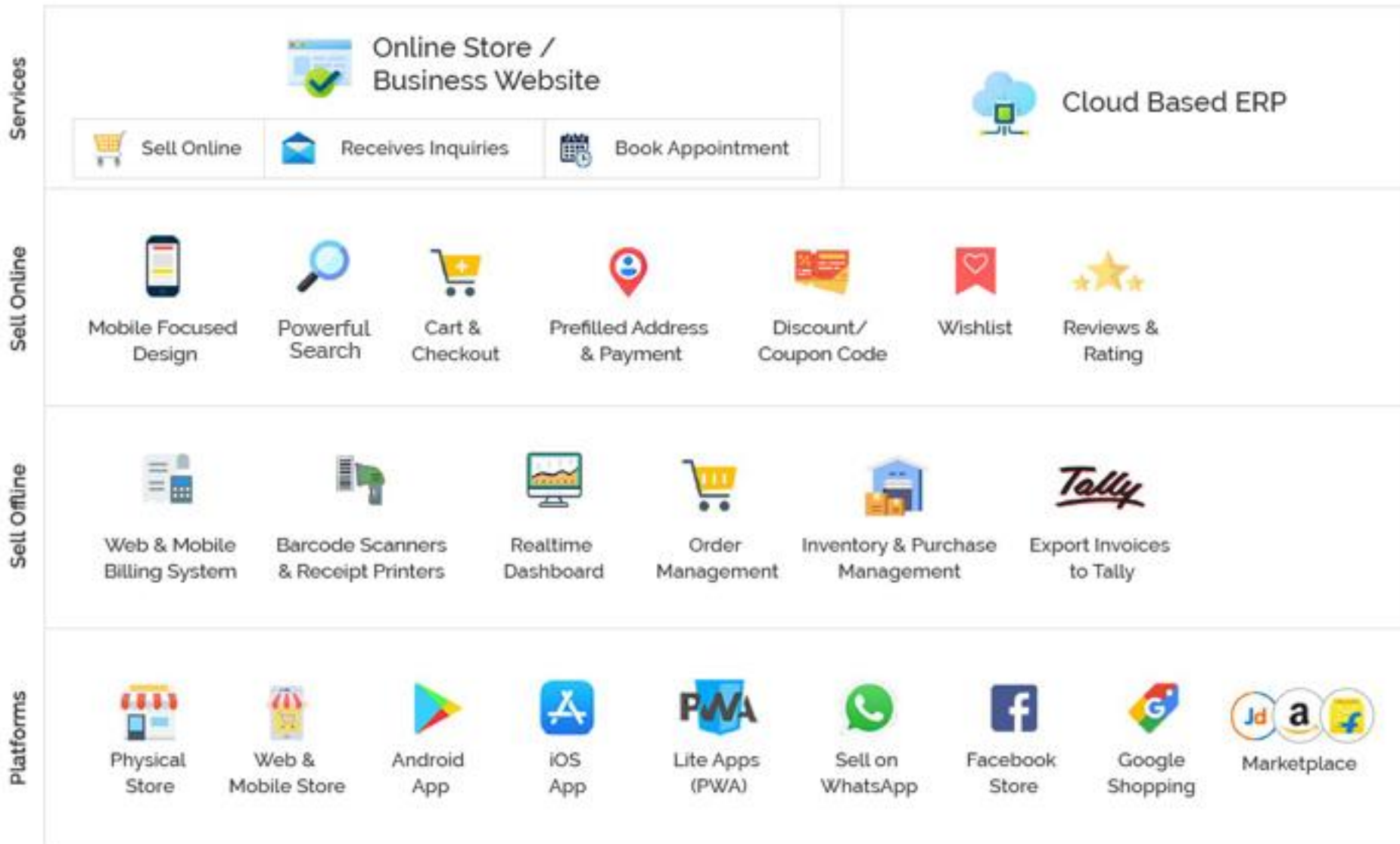
JD OMNI – Cloud-Hosted Solution for Digitalizing Businesses



JD OMNI – Cloud-Hosted Solution for Digitalizing Businesses



JD OMNI – PRODUCT STACK



JD OMNI – PRODUCT STACK

Product
Cataloguing



Bulk Upload
CSV



Add Products
via Barcode



16 Million Product
Catalogue Library



Create Custom
Product

Payments



Jd Pay



UPI



Credit
Debit Card



Wallets



Net
Banking



COD



Send Online
Payment Links



Store Credit
(Khata)

Fulfilment



Shipyaari
(Couries Aggregator)



Swiggy
Genie Integration



Dunzo
Hyperlocal



Local
Delivery Boy



Buy Online,
Pickup in Store

Communication



WhatsApp



Email



SMS



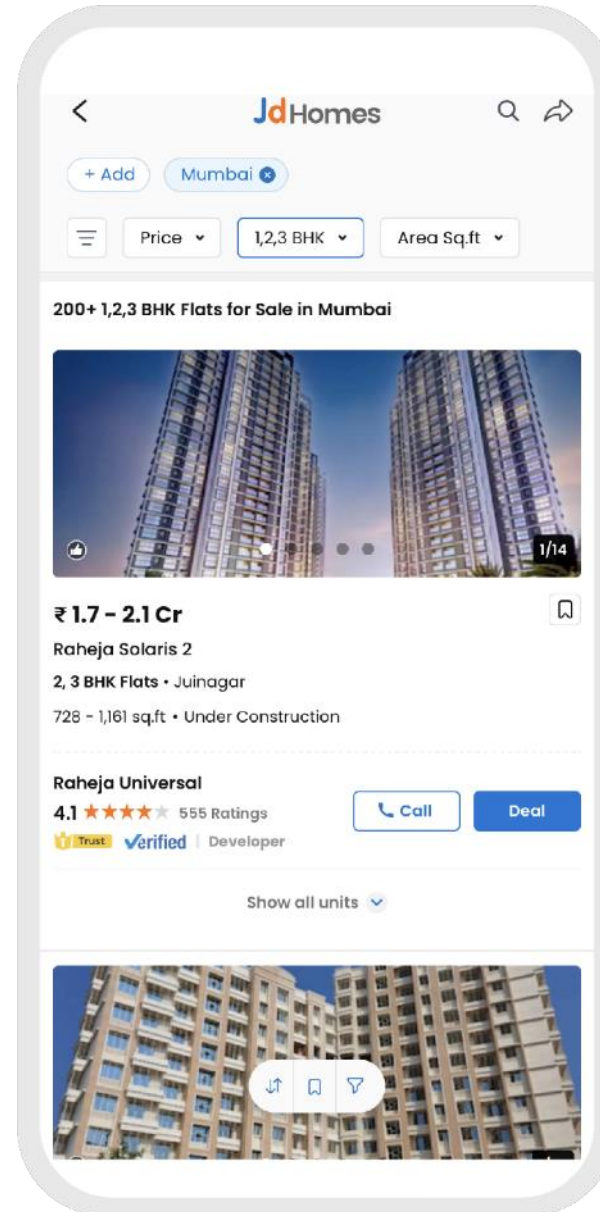
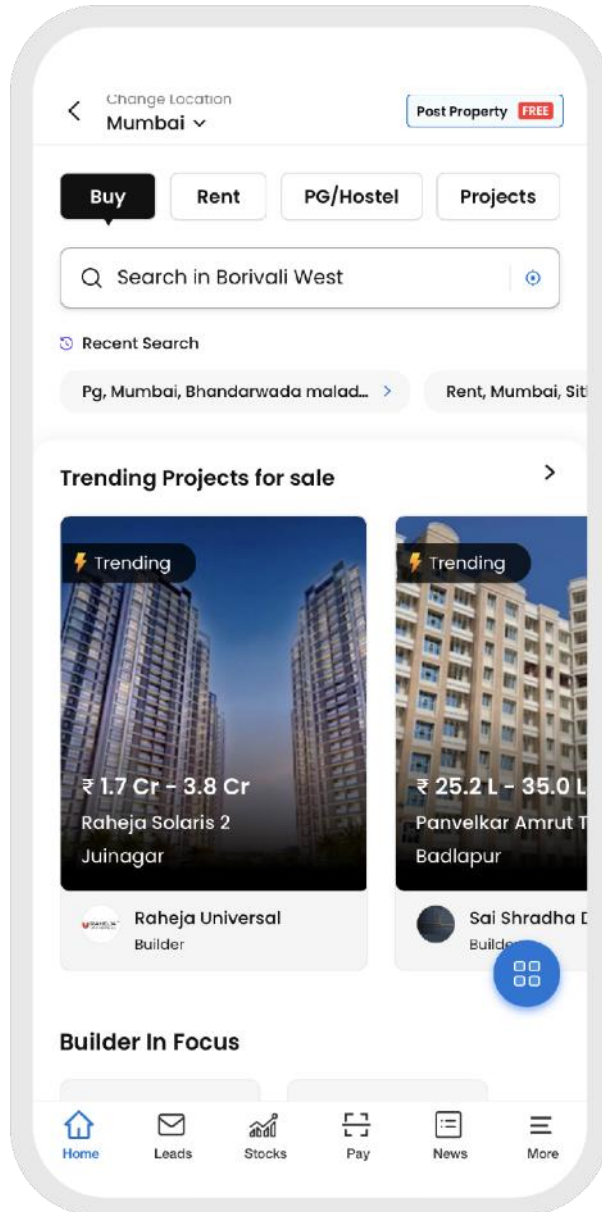
App
Notification



Browser
Notification



Chat





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


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FINANCIAL OVERVIEW

EFFICIENT & PROFITABLE BUSINESS MODEL

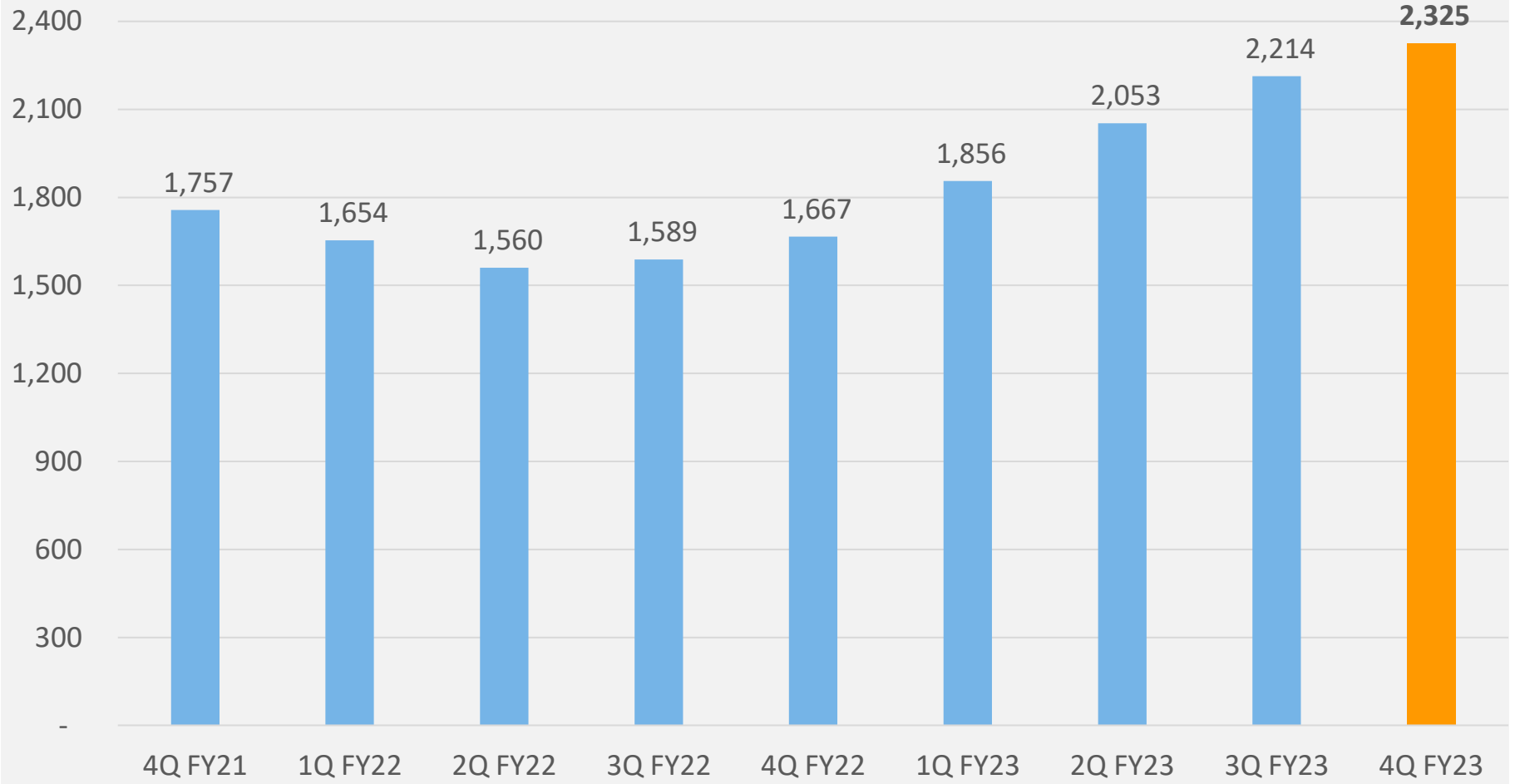
- Paid Advertisers pay a fixed fee to run searched advertising campaigns for their businesses on Justdial's platforms
- Various premium & non-premium listing packages available which determine placements in search results
- Multiple factors determine pricing, such as business categories of advertiser, geographies targeted, type of package
- Add-on products such as banners, own website, JD Pay, JD Ratings, etc. available
- Advertisers can pay amounts either upfront or through monthly payment plans, with ability to manage campaigns online
- Justdial also runs multi-city/ national campaigns for pan-India advertisers
- Sales team comprises of 5,091 employees in tele-sales, 1,750 feet-on-street (marketing), and 4,749 feet-on-street (Cold Calling & Others) as on Q4 FY23



KEY
BUSINESS
ATTRIBUTES

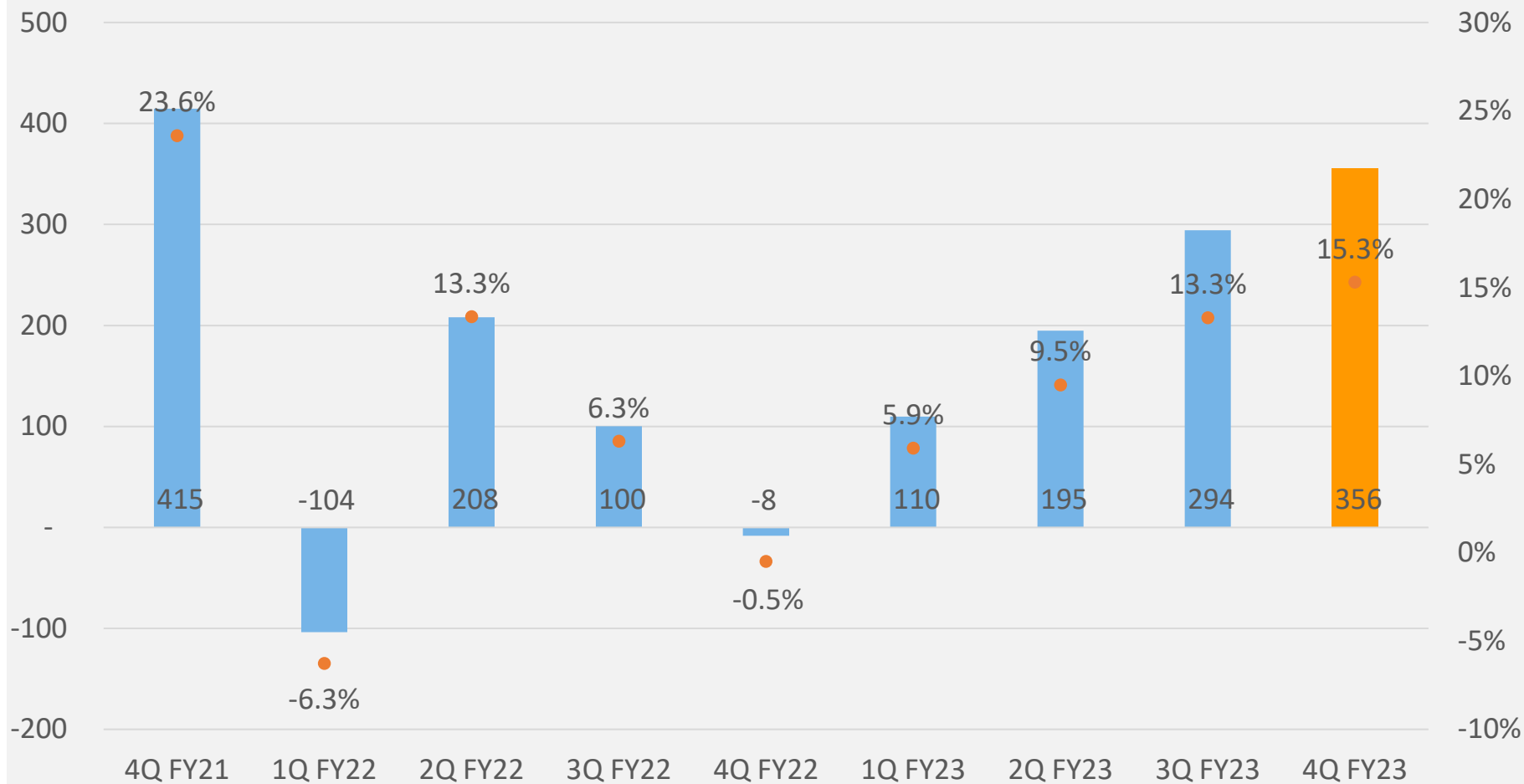
REVENUE

Operating Revenue (Rs million)



OPERATING MARGIN

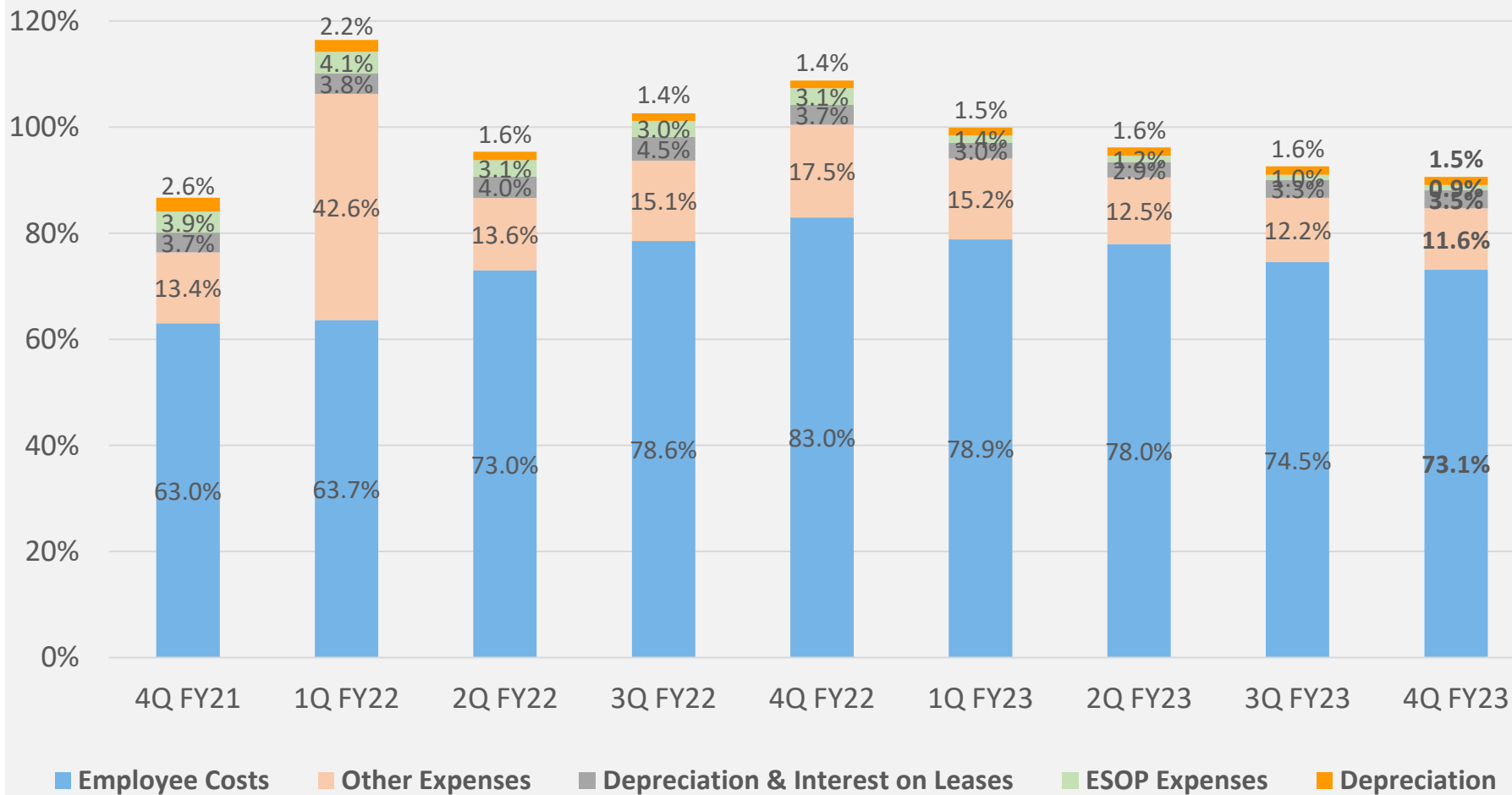
Adjusted EBITDA (Rs million) & Margin %



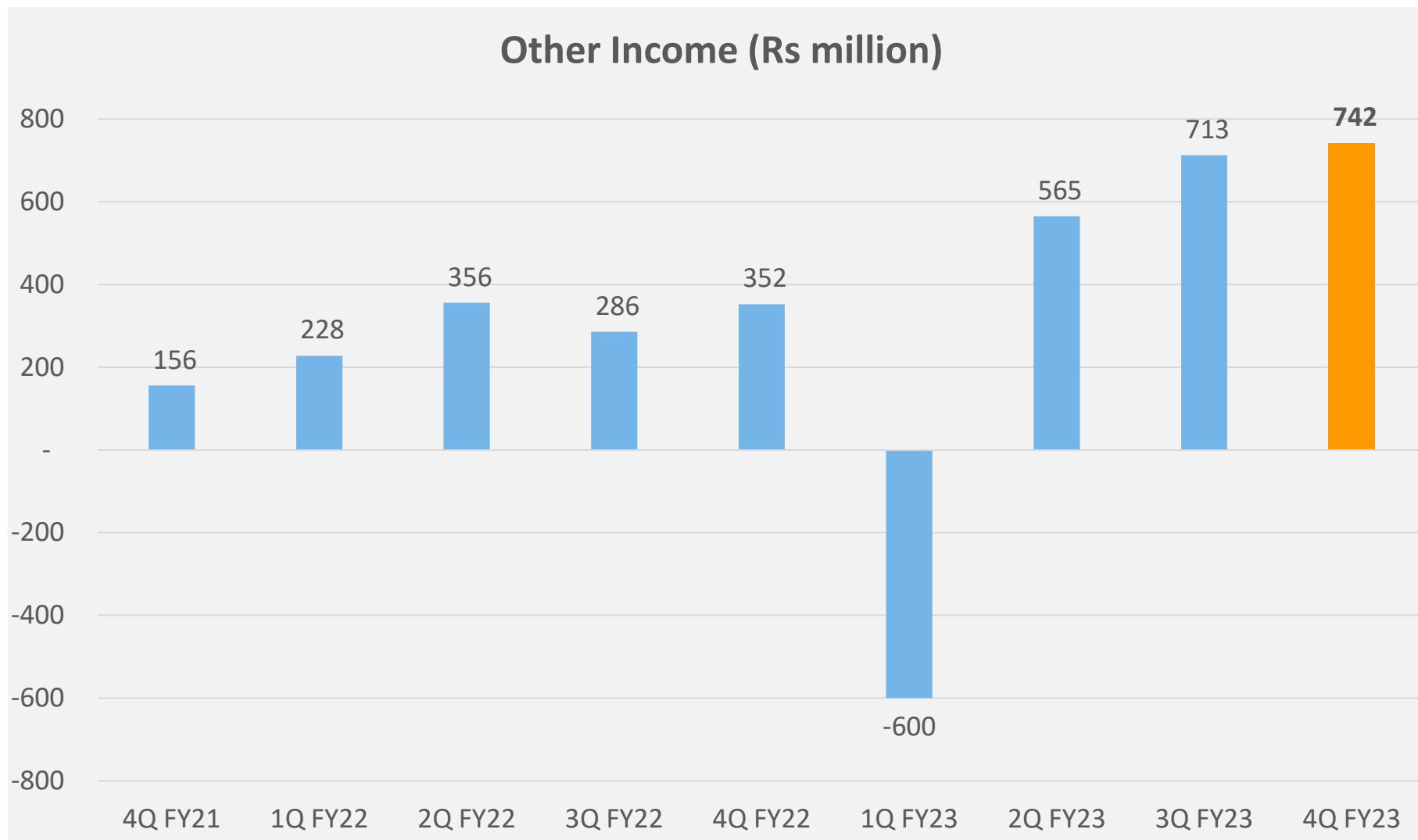
Note: Adjusted EBITDA calculated after excluding non-cash ESOP Expenses from reported EBITDA

COST STRUCTURE

Expenses as % of Operating Revenue



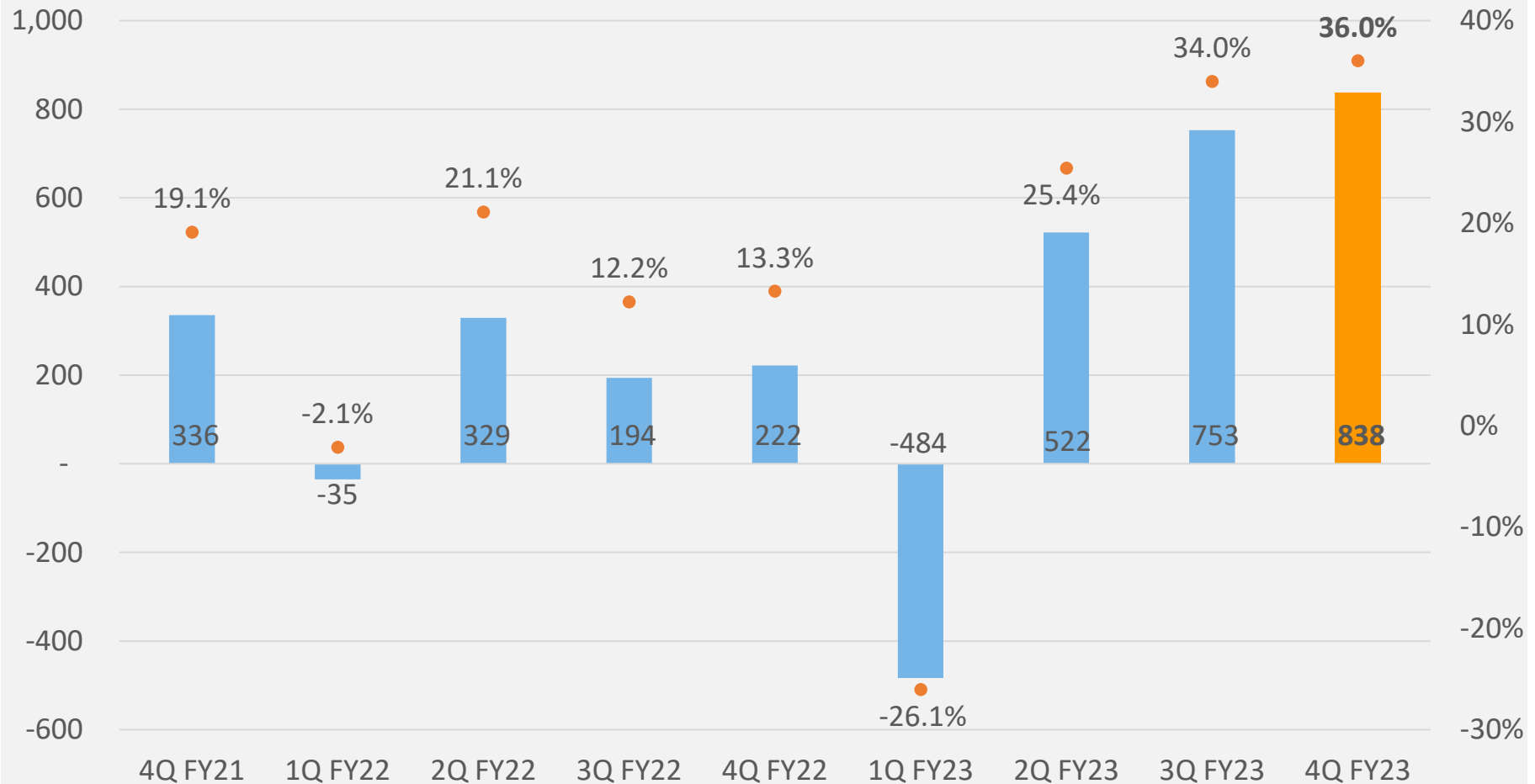
OTHER INCOME



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

NET PROFIT MARGIN

Net Profit (Rs million) & PAT Margin %



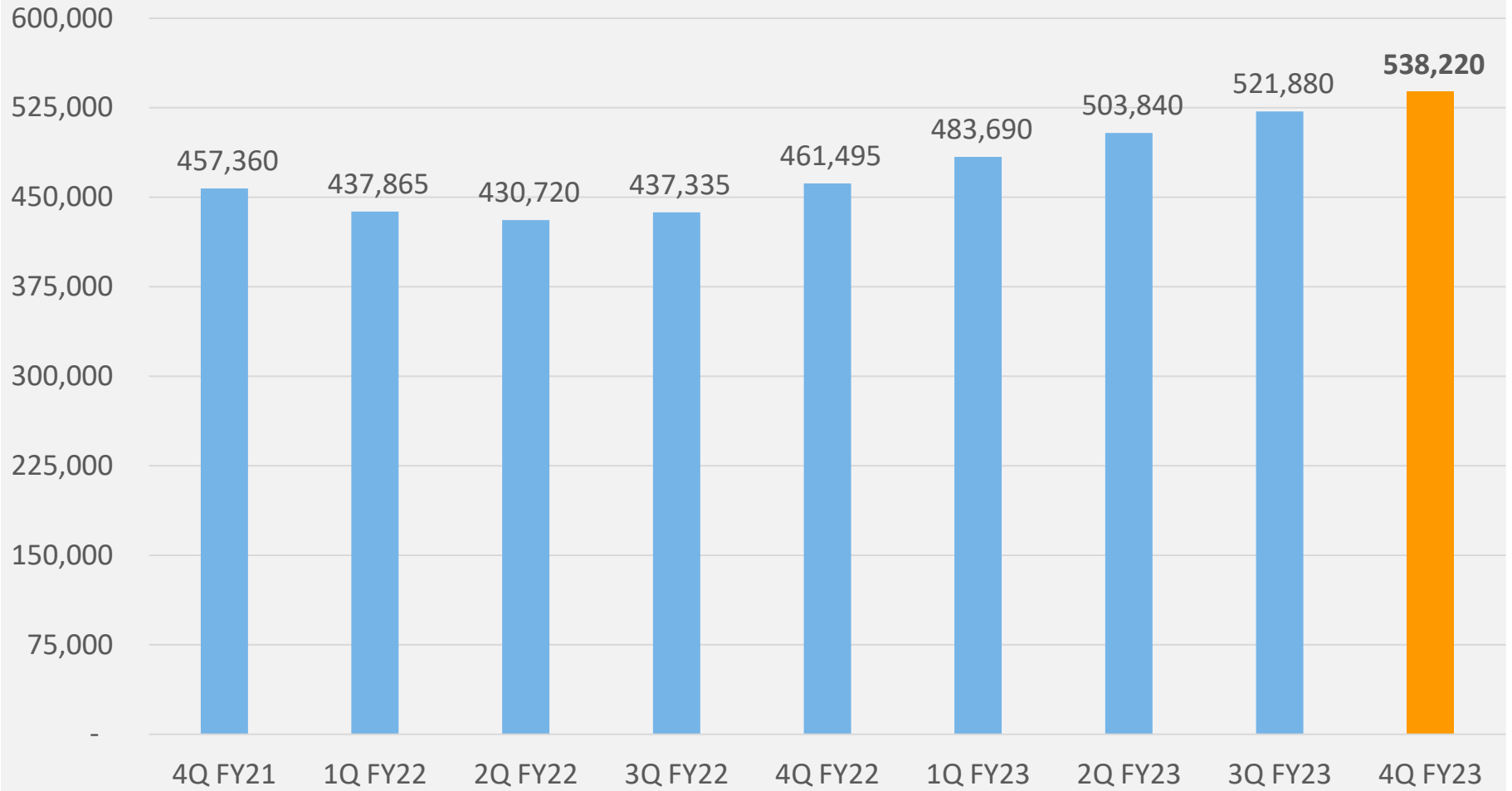
Note:

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

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

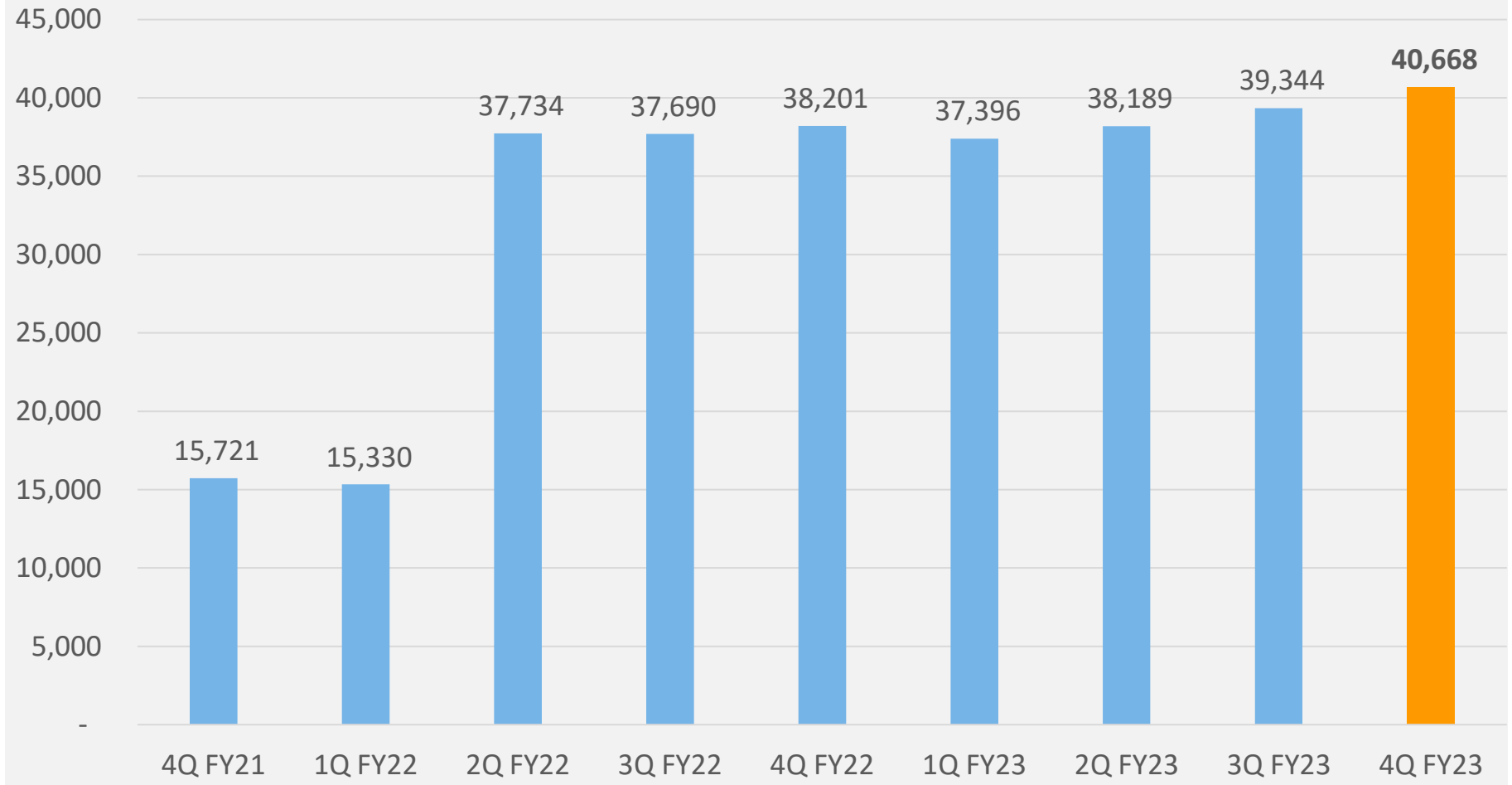
PAID CAMPAIGNS

Active Paid Campaigns - period end



CASH AND INVESTMENTS

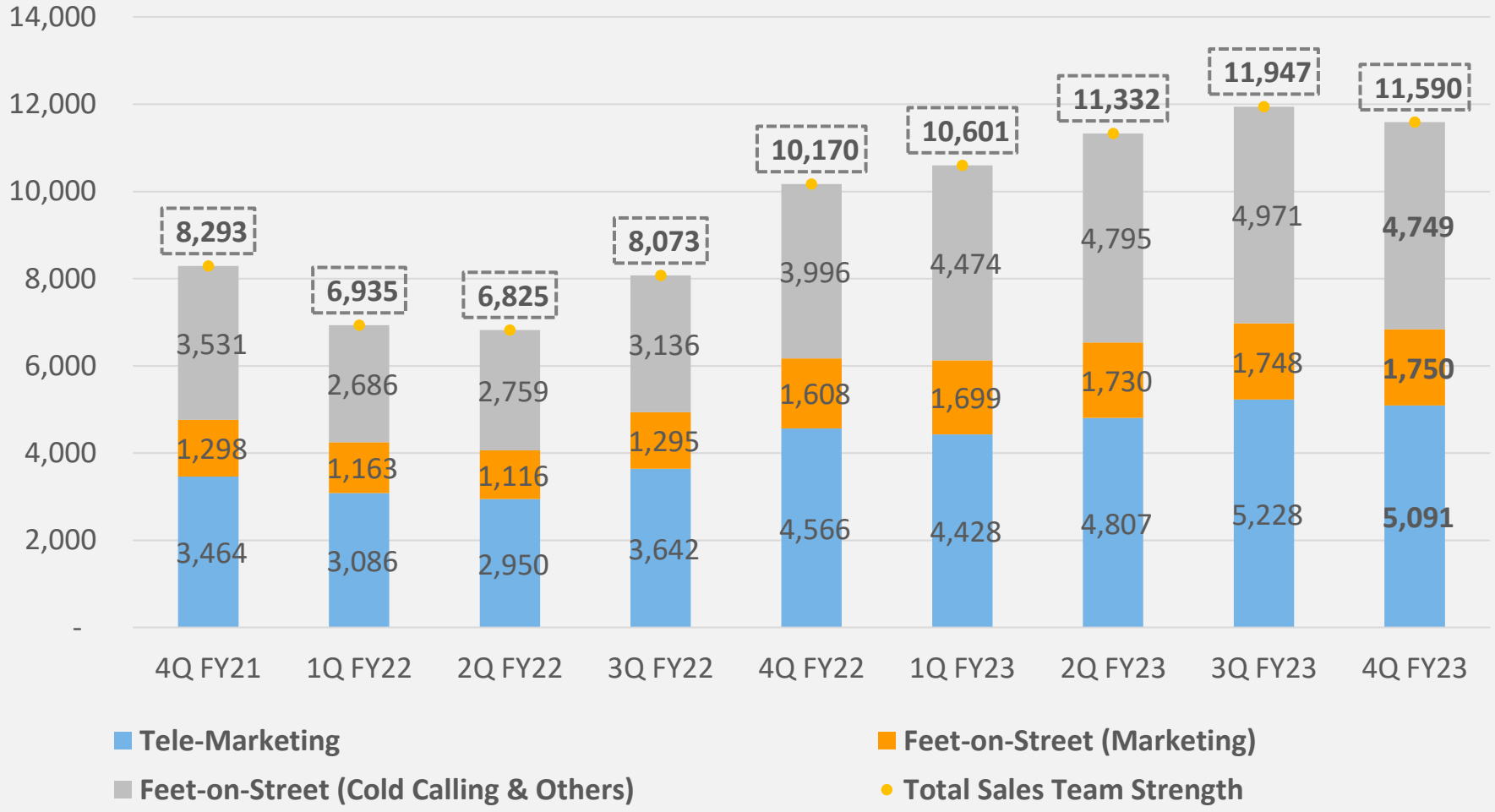
Cash & Investments - period end (Rs million)



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

SALES FORCE

Sales Strength - Period End



JUST DIAL LTD - 4Q FY23 (Quarter ended March 31, 2023) PERFORMANCE SUMMARY						
Metric	Unit	4Q FY23	4Q FY22	YoY change	3Q FY23	QoQ change
Operating Revenue	(₹ million)	2,325	1,667	39.5%	2,214	5.0%
Operating EBITDA	(₹ million)	334	-60	n.a.	271	23.2%
Operating EBITDA Margin	%	14.4%	-3.6%	n.a.	12.2%	212 bps
Adjusted EBITDA (excl. ESOP expenses)	(₹ million)	356	-8	n.a.	294	21.0%
Adjusted EBITDA Margin (excl. ESOP expenses)	%	15.3%	-0.5%	n.a.	13.3%	202 bps
Other Income, net	(₹ million)	742	352	110.5%	713	4.1%
Profit Before Taxes	(₹ million)	960	206	365.9%	876	9.5%
Net Profit	(₹ million)	838	222	278.4%	753	11.3%
Net Profit Margin	%	36.0%	13.3%	2275 bps	34.0%	204 bps
Deferred Revenue (period end)	(₹ million)	4,382	3,381	29.6%	4,024	8.9%
Cash & Investments (period end)	(₹ million)	40,668	38,201	6.5%	39,344	3.4%

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

JUST DIAL LTD - 4Q FY23 (Quarter ended March 31, 2023) PERFORMANCE SUMMARY						
Metric	Unit	4Q FY23	4Q FY22	YoY change	3Q FY23	QoQ change
Unique Visitors	(million)	159.3	144.8	10.0%	156.8	1.6%
- Mobile	(million)	137.2	121.4	13.0%	134.0	2.4%
- Desktop/ PC	(million)	16.6	17.6	-5.5%	17.1	-3.1%
- Voice	(million)	5.5	5.8	-6.2%	5.6	-2.8%
- Mobile	% share	86.1%	83.8%	230 bps	85.5%	66 bps
- Desktop/ PC	% share	10.4%	12.1%	-171 bps	10.9%	-51 bps
- Voice	% share	3.4%	4.0%	-59 bps	3.6%	-16 bps
Total Listings (period end)	(million)	36.5	31.9	14.4%	35.0	4.2%
Net Listings Addition		1,483,553	524,816	182.7%	1,123,874	32.0%
Total Images in Listings (period end)	(million)	139.2	117.7	18.3%	131.8	5.6%
Listings with Geocodes (period end)	(million)	22.3	18.5	20.6%	20.8	7.1%
Ratings & Reviews	(million)	143.0	129.4	10.5%	139.8	2.3%
Paid campaigns (period end)		538,220	461,495	16.6%	521,880	3.1%
Total App Downloads (period end)	(million)	33.1	30.7	7.9%	32.2	2.6%
App Downloads per day		8,272	8,369	-1.2%	7,827	5.7%
Total Employees (period end)		15,320	13,343	14.8%	15,393	-0.5%
- Sales Employees (period end)		11,590	10,170	14.0%	11,947	-3.0%

JUST DIAL LTD - FY23 (Fiscal Year ended March 31, 2023) PERFORMANCE SUMMARY					
Metric	Unit	FY23	FY22	YoY change	YoY% change
Operating Revenue	(₹ million)	8,448	6,470	1,978	30.6%
Operating EBITDA	(₹ million)	860	(21)	n.a.	n.a.
Operating EBITDA Margin	%	10.2%	-0.3%		n.a.
Adjusted EBITDA (excl. ESOP expenses)	(₹ million)	955	196	759	386.4%
Adjusted EBITDA Margin (excl. ESOP expenses)	%	11.3%	3.0%		827 bps
Other Income, net	(₹ million)	1,419	1,222	197	16.2%
Profit Before Taxes	(₹ million)	1,880	834	1,046	125.4%
Net Profit	(₹ million)	1,629	710	920	129.6%
Net Profit Margin	%	19.3%	11.0%		832 bps
Deferred Revenue (period end)	(₹ million)	4,382	3,381	1,001	29.6%
Cash & Investments (period end)	(₹ million)	40,668	38,201	2,468	6.5%

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

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 34 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 35 years of experience in large scale global enterprise leadership, operations, strategies, enterprise integration and value creation, including corporate finance and investment banking. He is a Commerce graduate and an associate member of Institute of Chartered Accountants of India.

Sanjay Bahadur

With over 38 years of experience in construction, Sanjay Bahadur has served on our Board since August 2, 2011. He holds a degree in Civil Engineering from the Delhi College of Engineering and is currently the Chief – Strategy and Business Development of Construction and Chemicals division of Pidilite Industries Limited. He had also worked with Larsen & Toubro Limited, Acons Construction Products Limited, Unitech Prefab Limited and ACC Concrete Limited.

Malcolm Monteiro

Malcolm Monteiro has been part of Justdial’s Board since 2011. Being an Electrical Engineering graduate from the Indian Institute of Technology (IIT), Mumbai, and a postgraduate in Business Management from the Indian Institute of Management (IIM), Ahmedabad, he has been a valuable asset with a keen sense of vision. He was the India CEO of DHL e-commerce and also served as a member of the DHL e-commerce Global Management Board and Director of Blue Dart Express Limited.

Bhavna Thakur

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

Ranjit V. Pandit

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

BOARD OF DIRECTORS

NON-EXECUTIVE DIRECTORS

V. Subramaniam

V. Subramaniam has over 25 years of experience in the fields of Finance, accounts, taxation and business management. He has over the years served at various leadership positions in industries ranging from consumer products, petrochemicals, refining to automobiles and retail during his corporate tenure.

Ashwin Khasgiwala

Ashwin Khasgiwala presently serves as the Chief Business Operations Controller for Retail Business and has been associated with Reliance Group for more than 15 years. He is a Chartered Accountant and has over two decades of experience in the fields of finance, compliance and accounting.

Geeta Fulwadaya

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

Anshuman Thakur

Anshuman Thakur has completed his graduation in Economics and MBA from IIM Ahmedabad. He has 24 years of experience in corporate strategy and investment banking and has worked across diverse industries. He is currently Senior Vice President at Jio Platforms Limited and responsible for strategy and planning functions. He joined the Reliance Group in 2014 and has ever since been closely involved with the Jio and retail businesses. Prior to joining Reliance, he worked with Morgan Stanley as Head of Mergers & Acquisitions in India. He was a TMT coverage banker at Rothschild prior to his stint at Morgan Stanley. He has also worked with Arthur Andersen and Ernst & Young in the areas of corporate finance and strategy.

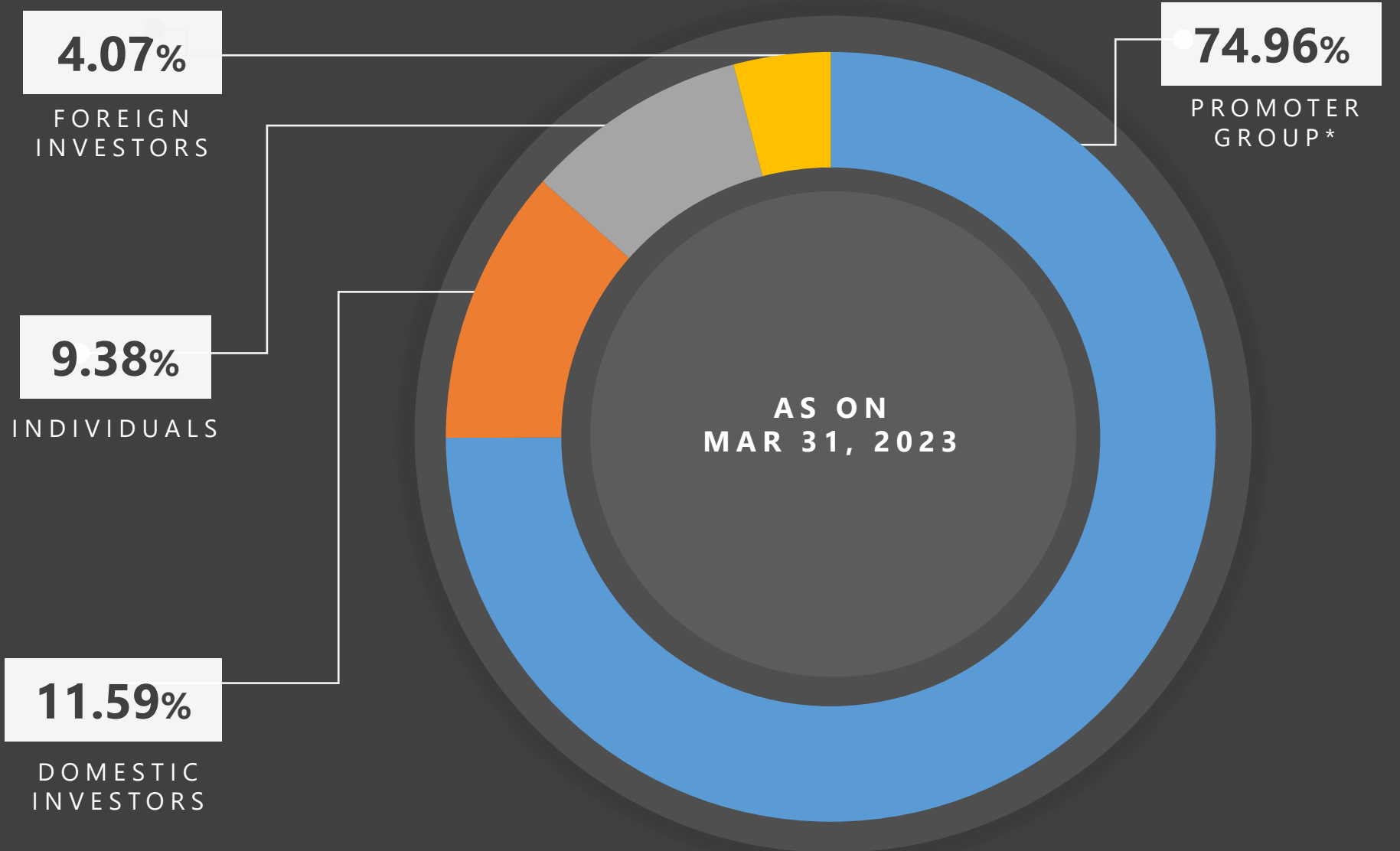
Dinesh Taluja

Dinesh Taluja has completed his B. Tech. from IIT Delhi and MBA from IIM Ahmedabad. He has 18 years of experience across Investment Banking, Management Consulting & Private Equity and has worked in various roles across Credit Suisse, Standard Chartered Bank, McKinsey & Company and Peepul Capital. He was associated with Credit Suisse where he was leading their India's M&A practice. He is currently 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	34 Years	Overall growth strategy, planning, execution & management
V Krishnan	Group President	28 Years	Growth Strategy and Business Development
Abhishek Bansal	Chief Financial Officer	14 Years	Finance, Strategy, Accounting, Treasury, Audit, Legal, Compliance & Traffic
Vishal Parikh	Chief Product Officer	23 Years	Leads Product, Design & Technology teams, IT Infra and Voice Operations
Sumeet Vaid	Chief Revenue Officer	27 Years	Revenue growth & Business development
Rajesh Madhavan	Chief People Officer	29 Years	Human Resource Functions
Ajay Mohan	Chief Business Officer	27 Years	Sales platform management, Strategic alliances, Corporate partnerships & Business expansion
Rakesh Ojha	Chief Business Officer (West & South)	28 Years	Sales & Expansion (West & South Region)
Prashant Nagar	Chief Business Officer (Feet on Street - FOS)	23 Years	Sales & Expansion (Delhi, Feet on Street - FOS)
Suhail Siddiqui	Chief Business officer (North & East)	27 Years	Sales & Expansion (North & East Region)
Rajiv Nair	Vice President	25 Years	Sales & Expansion (South Region)
Shwetank Dixit	Vice President - Strategy, Operations & Analytics	12 Years	Strategy, Content Augmentation, Curation & Enrichment, Business Analytics/ MIS, Traffic

SHAREHOLDING PATTERN



*Stake held by Promoter - Reliance Retail Ventures Limited (RRVL) = 64.38%

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