

January 13, 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 Unaudited Financial Results (Consolidated and Standalone) for the third quarter ended December 31, 2022

The presentation to analysts / investors on the financial performance of the Company for Unaudited Financial Results of the Company for the third quarter ended December 31, 2022 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

Jan 2023



DISCLAIMER

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

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

Q3 FY23 means the period Oct 1, 2022 to Dec 31, 2022

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, 139.8 million ratings & reviews



156.8 million quarterly unique visitors in Q3-FY23



Database of 35.0 million listings



Scalable and profitable business model



521,880 active paid campaigns



Figures as on Dec 31, 2022

KEY STRENGTHS

- ❑ First Mover Advantage in Indian Local Search Market
- ❑ Strong Brand Recognition with 156.8 million unique quarterly visitors^ in Q3 FY23 (156.5 million in Q2 FY23)
- ❑ Comprehensive database of 35.0 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



5,228 employees in tele-sales, 6,719 feet-on-street salesforce



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

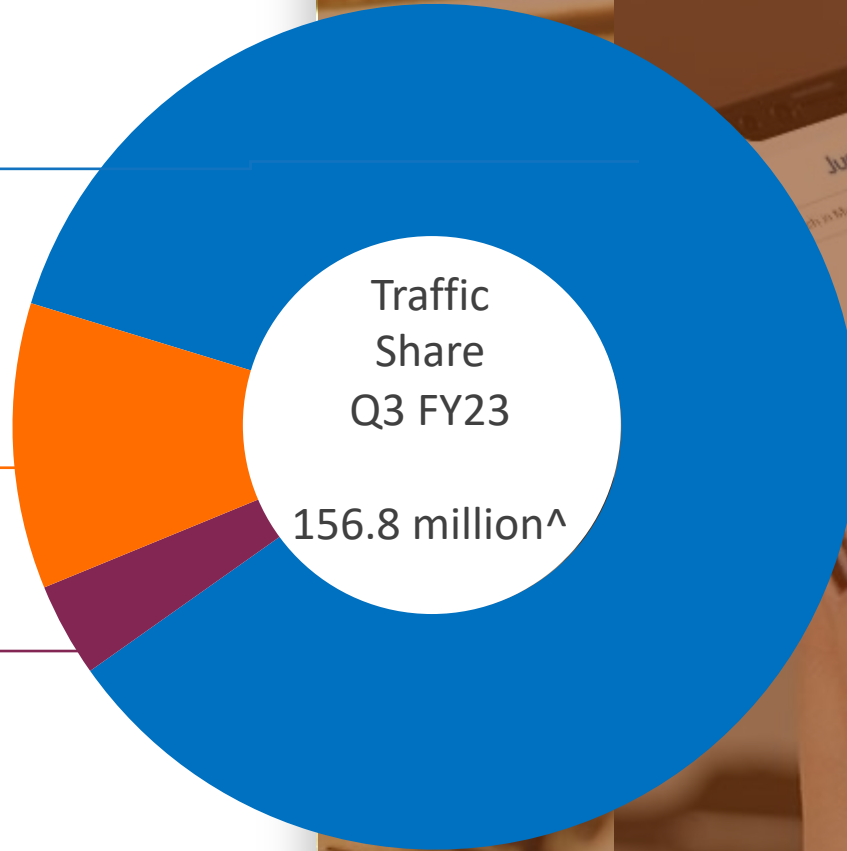


PLATFORMS

 **85.5%**
MOBILE
Mobile Site & Apps

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

 **3.6%**
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

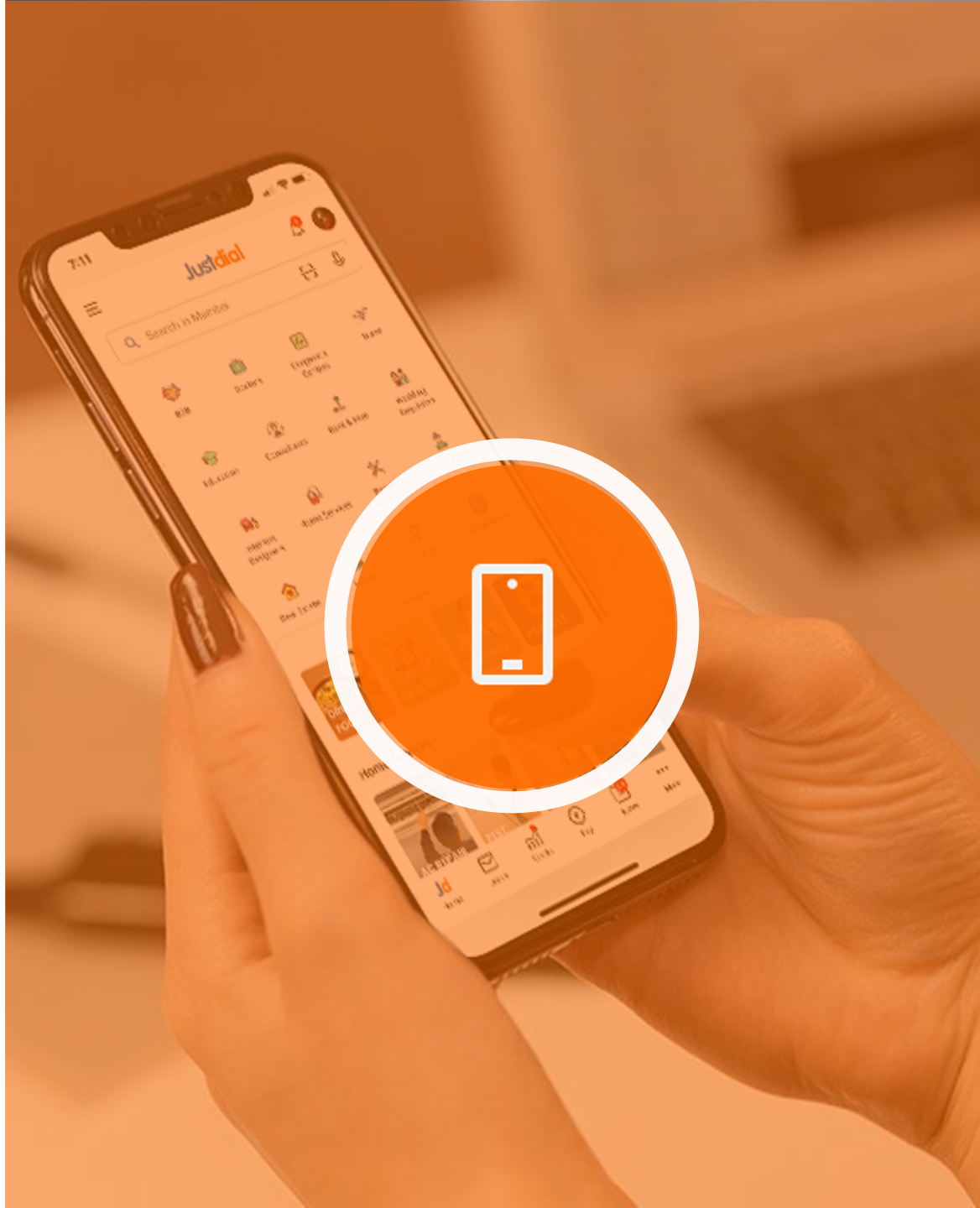
Location-based search service

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

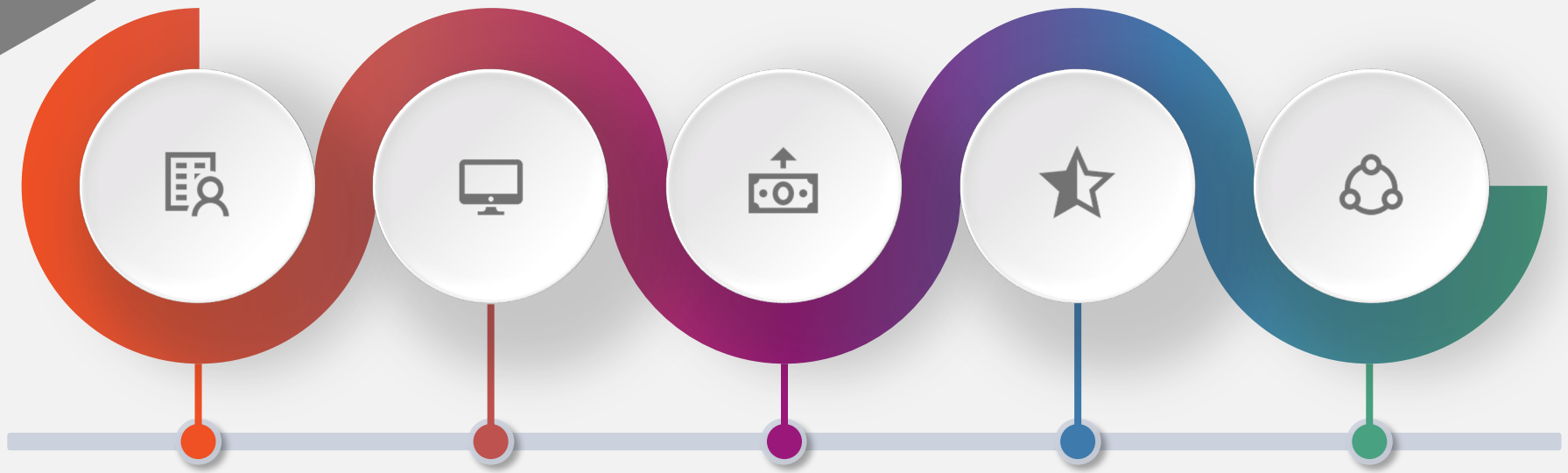
Personalized Greeting

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

JD Social, a social media platform with curated content, provides great visibility to businesses rated by users

USER ENGAGEMENT



139.8 million Ratings & Reviews

Mobile-verified, unbiased ratings

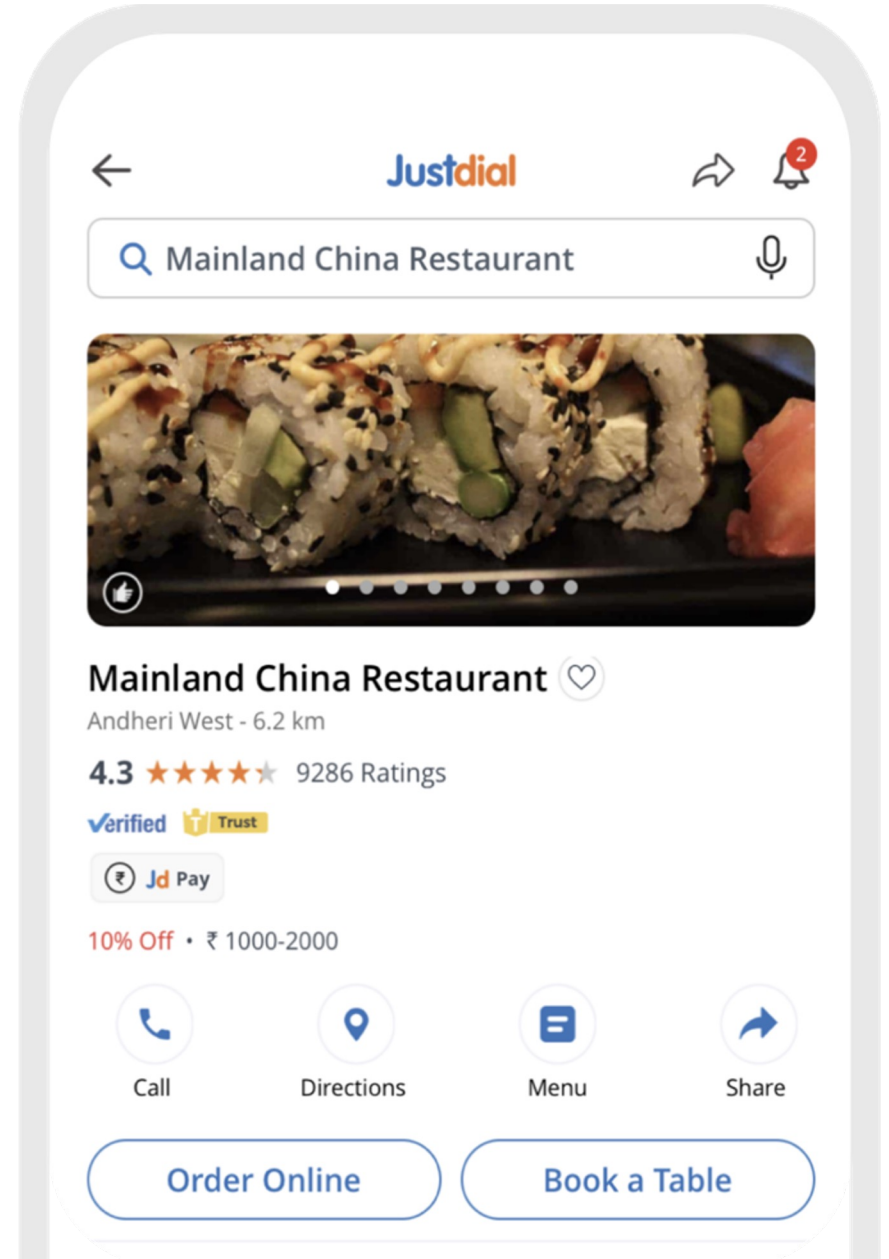
Intelligent tags to capture experiences

Friends' Ratings

5-Point Rating Scale

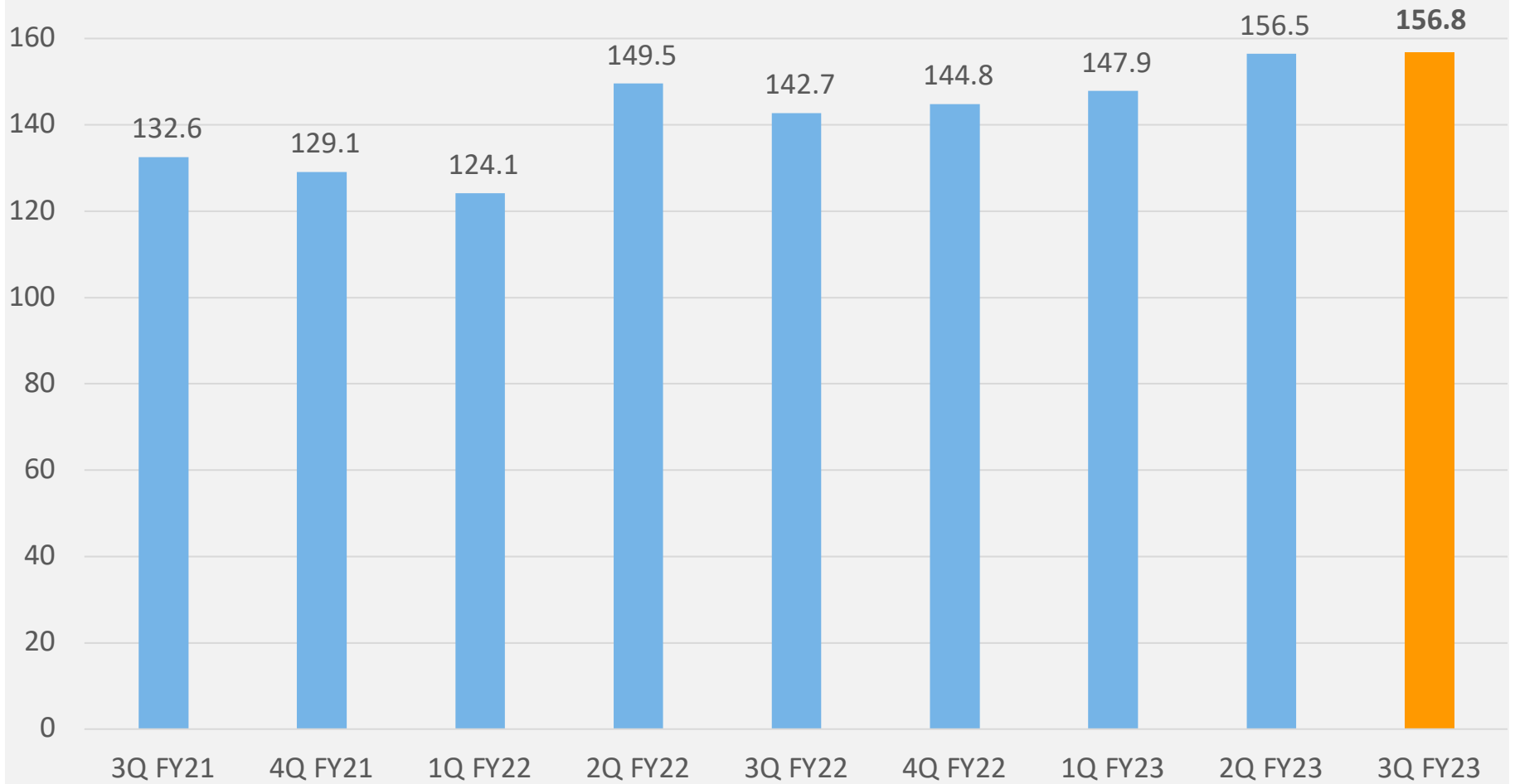
Photos Upload with Review

Robust Audit Mechanism



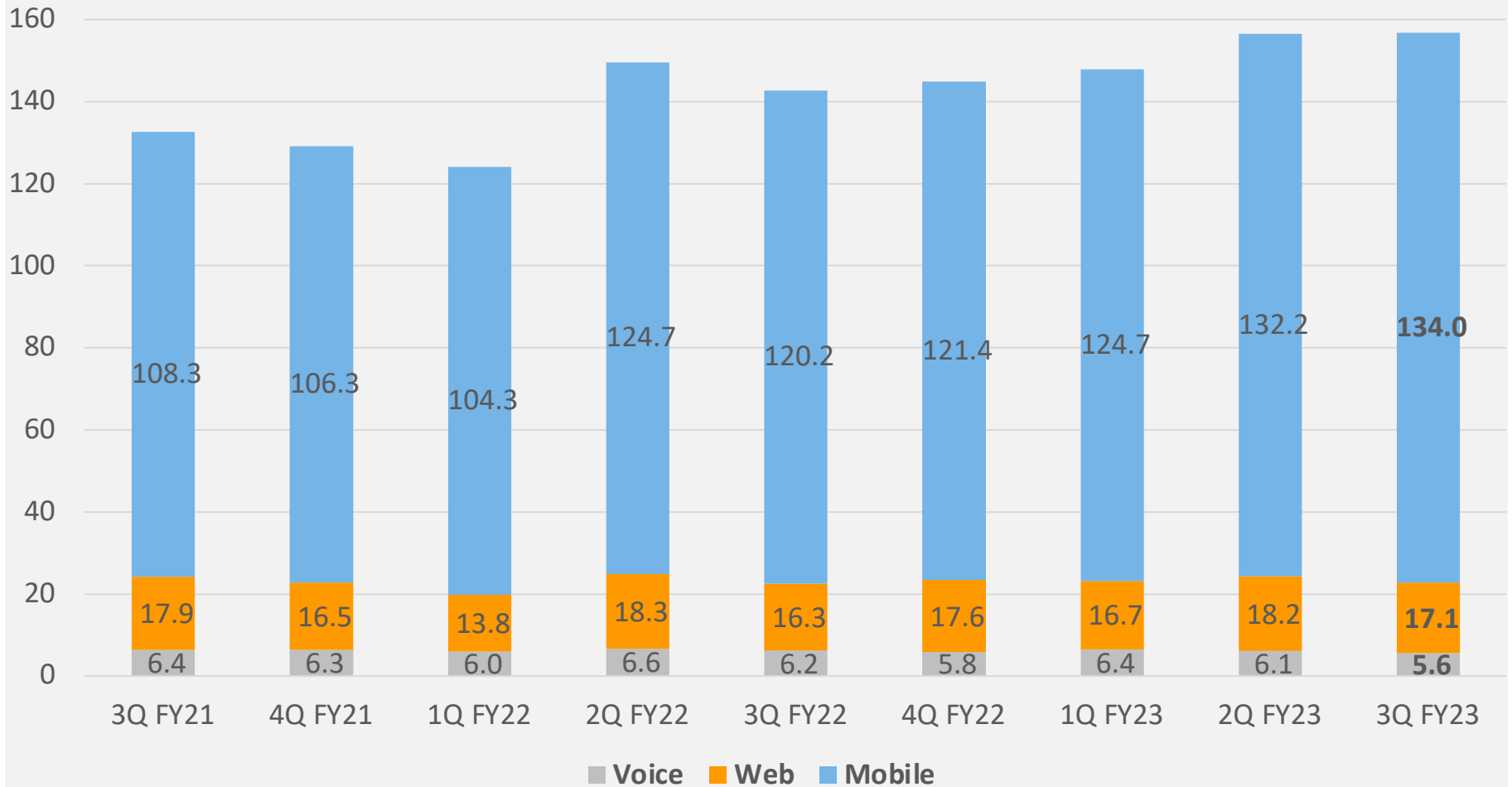
TRAFFIC/ VISITORS

Quarterly Unique Visitors (million)



TRAFFIC/ VISITORS

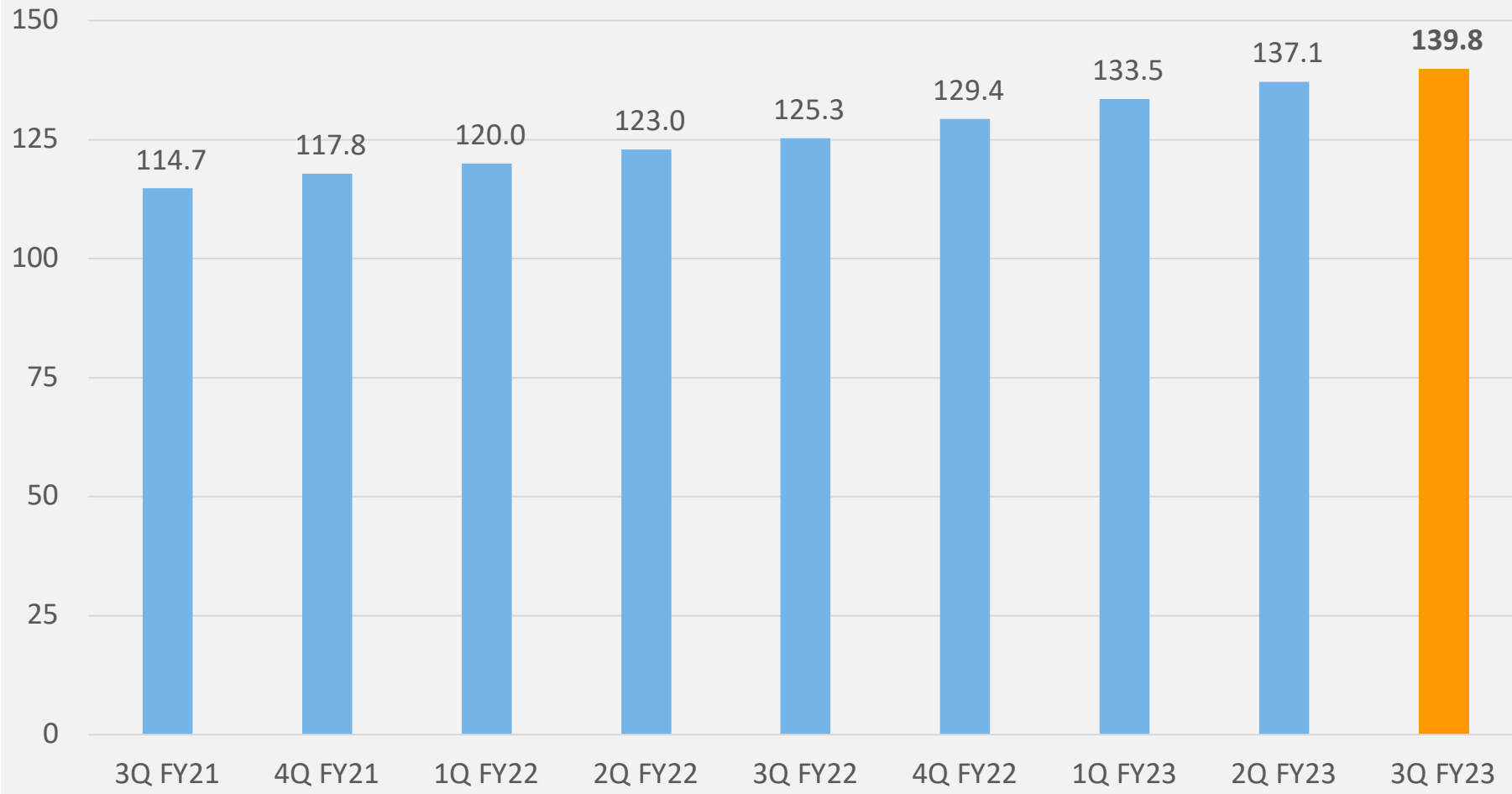
Quarterly Unique Visitors split (million)



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

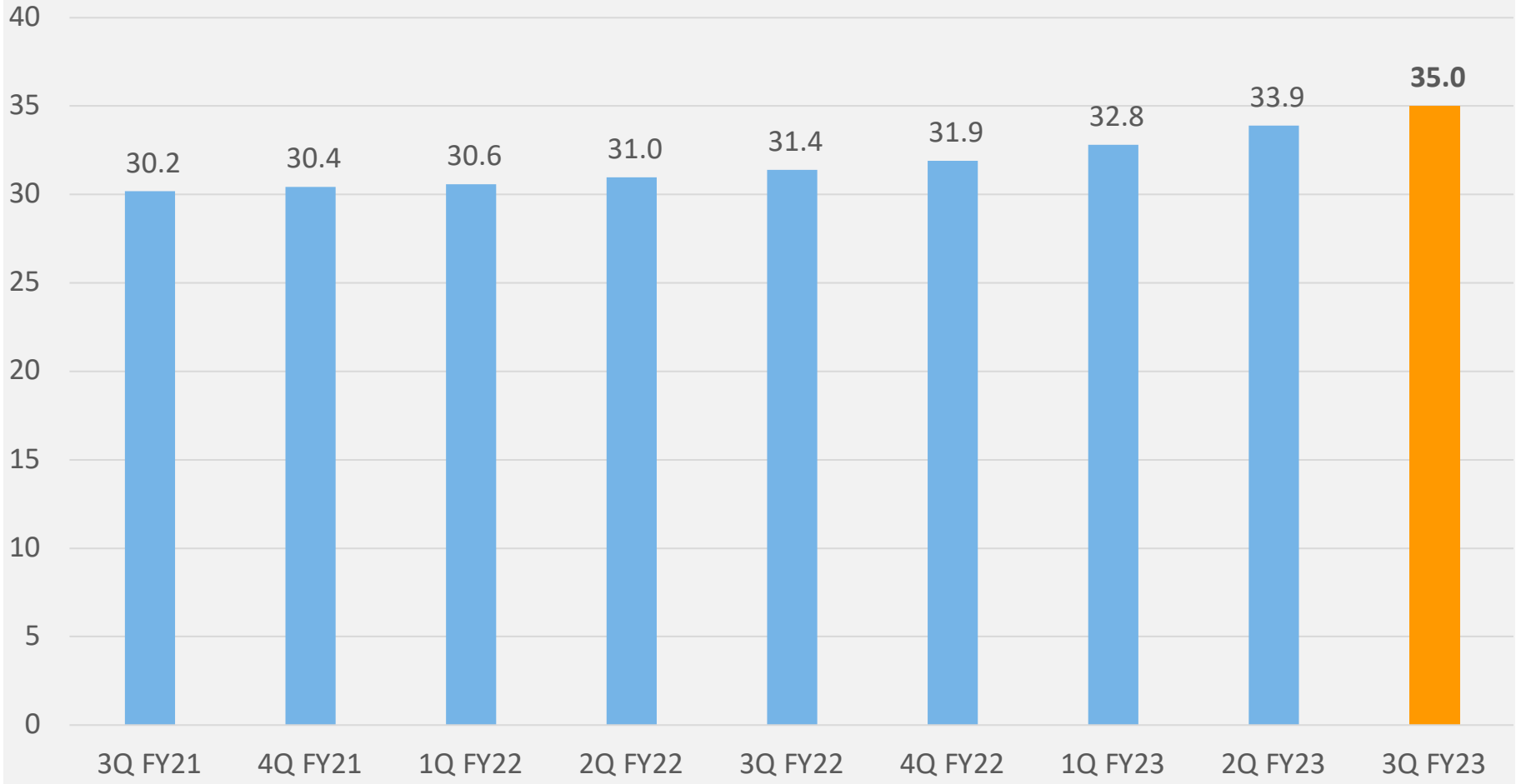
USER ENGAGEMENT

Ratings & Reviews (million)



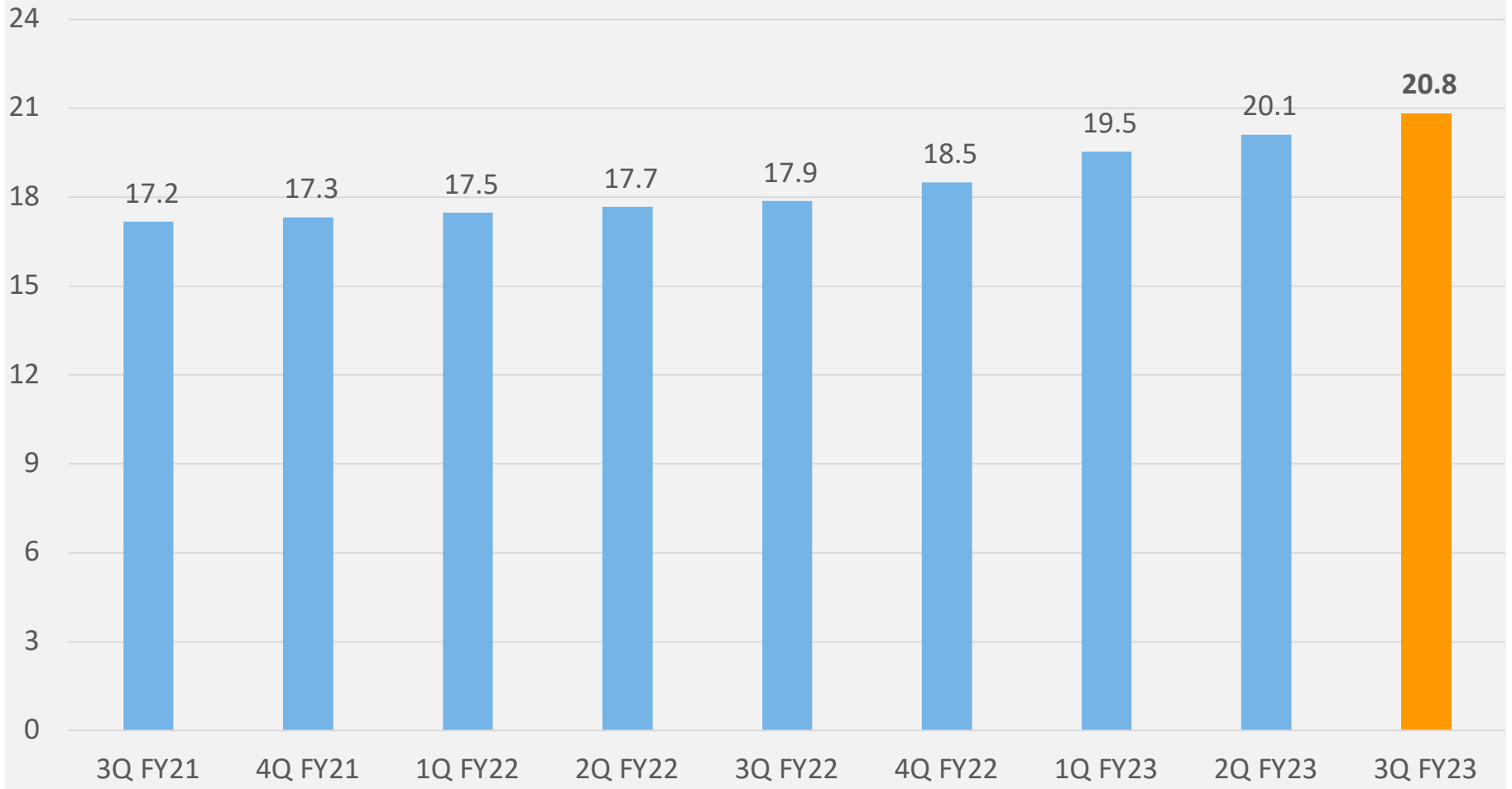
DATA ENRICHMENT

Active Listings - period end (million)



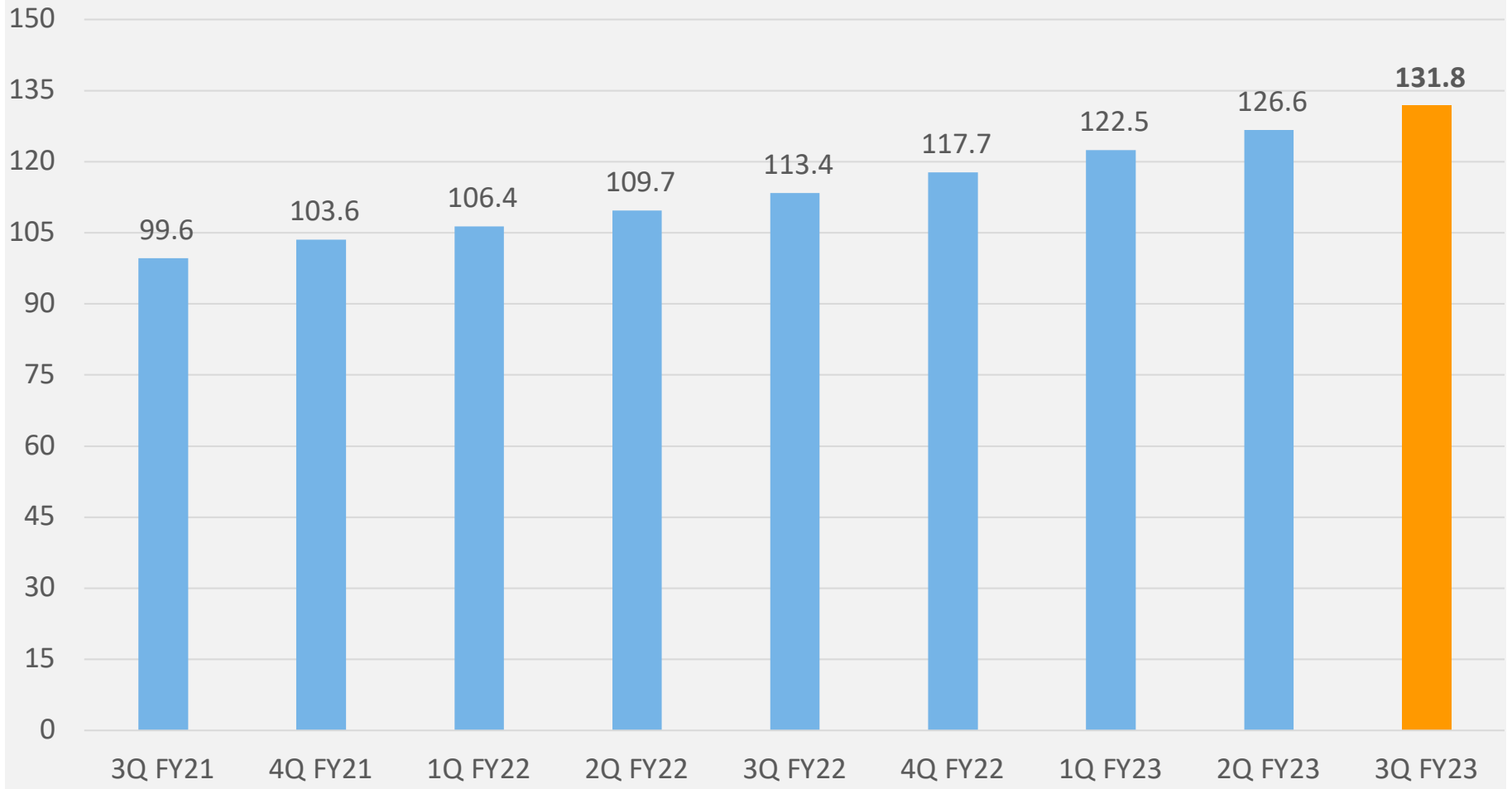
DATA ENRICHMENT

Listings with Geocodes (million)



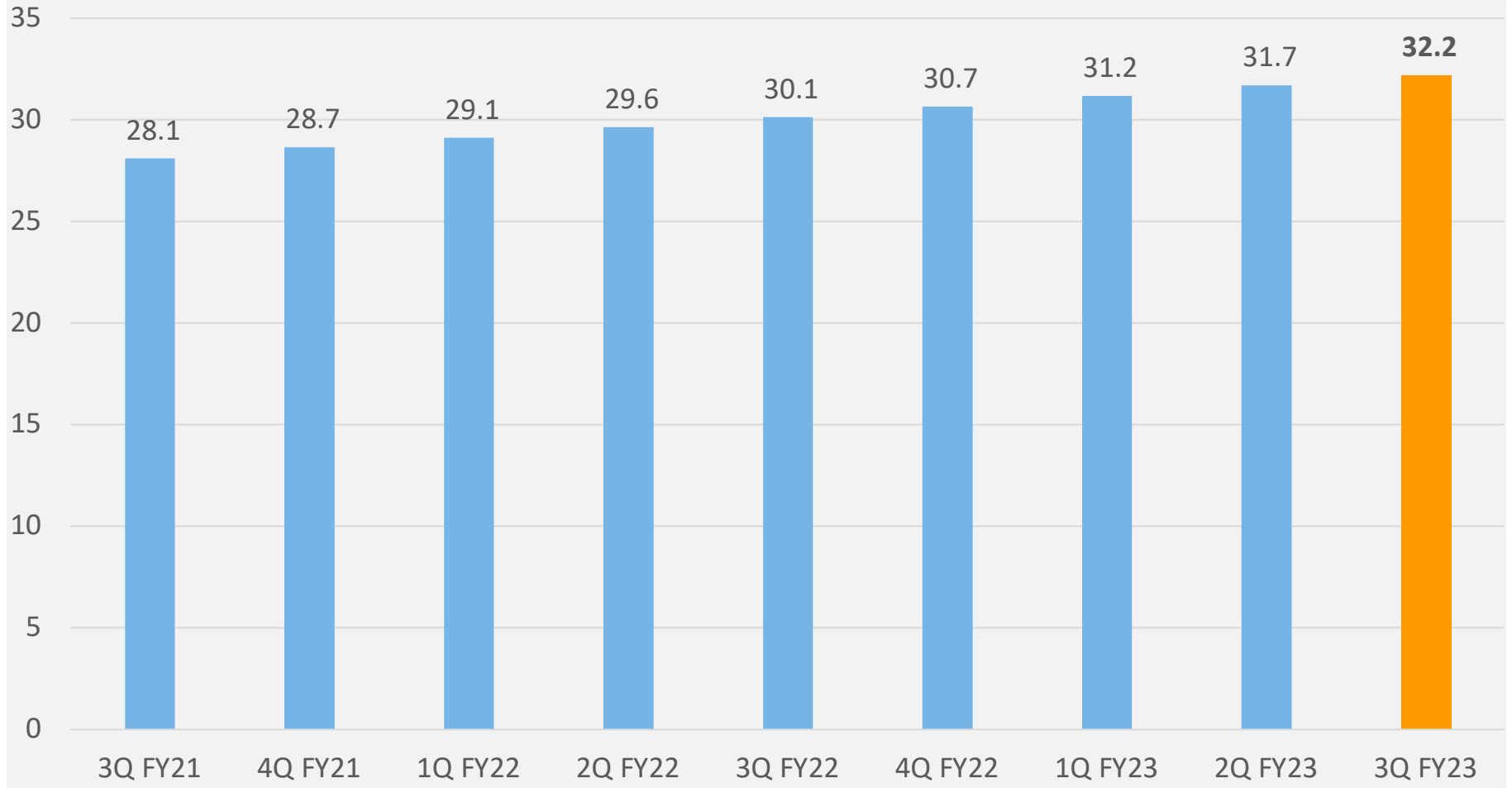
DATA ENRICHMENT

Images in Active Listings (million)



MOBILE APPS

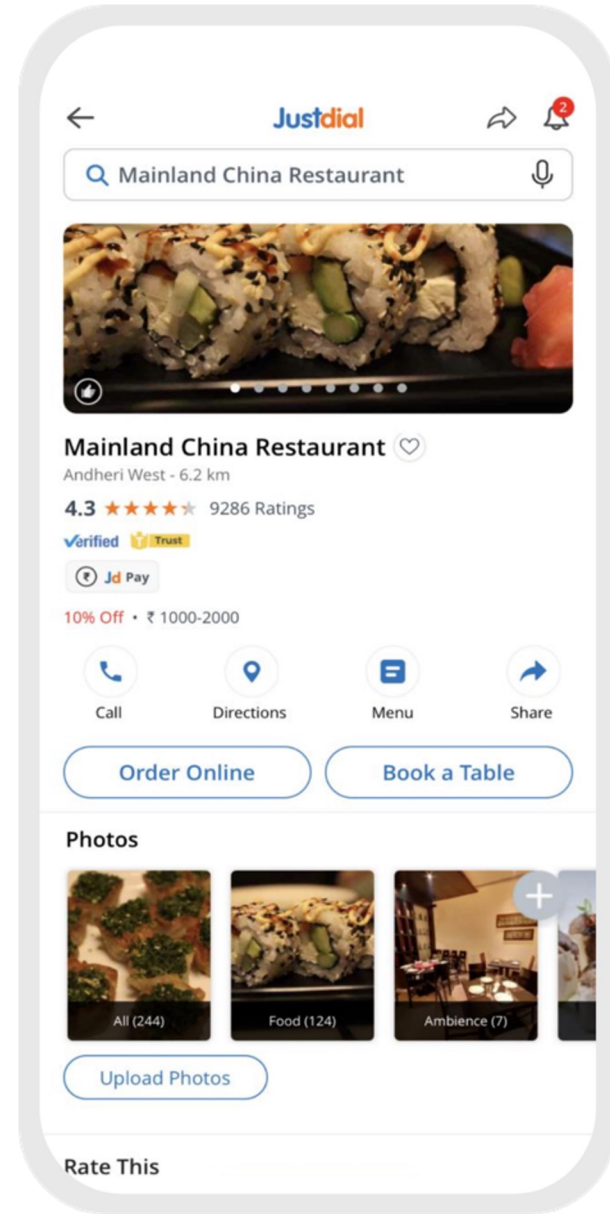
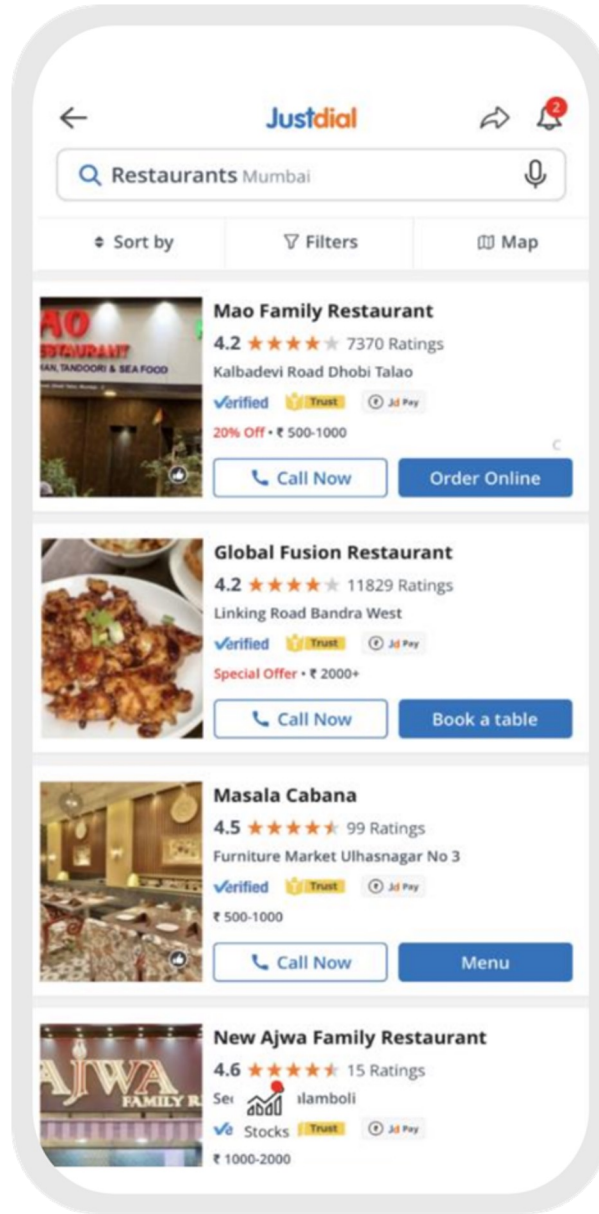
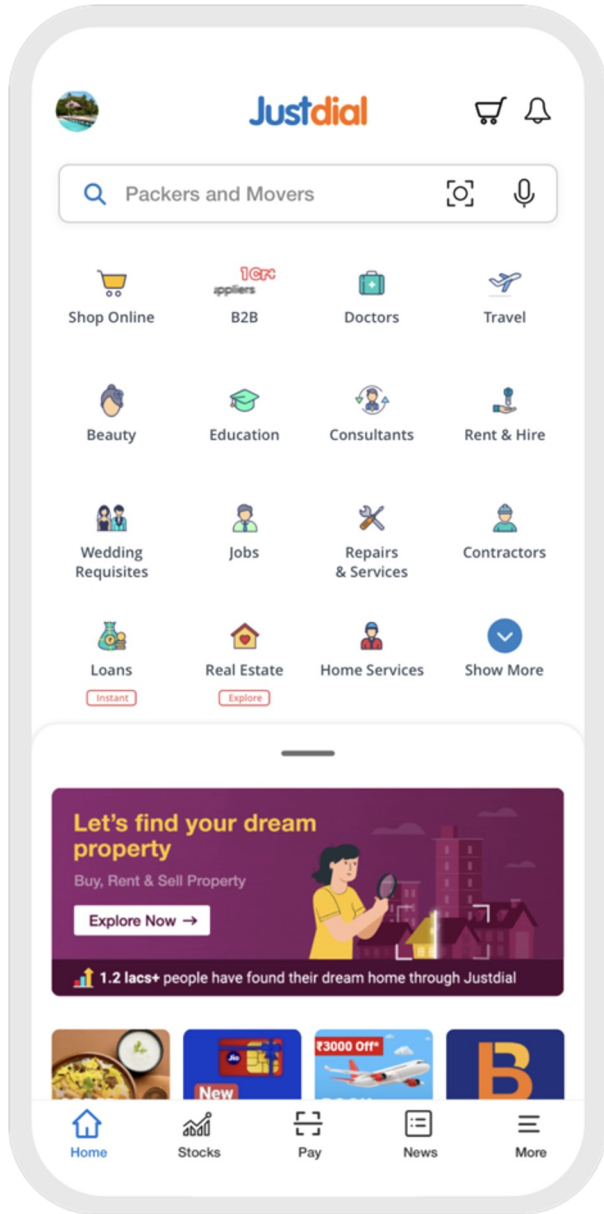
Cumulative JD App Downloads (million)





PRODUCT OVERVIEW

JD - MOBILE



VOICE SEARCH

Mainland China restaurant



The screenshot shows the Justdial mobile app interface. At the top, there is a back arrow, the Justdial logo, a share icon, and a notification bell with a red '1'. Below this is a search bar containing the text 'Mainland China Near Me' and a 'Link...' option, with a microphone icon on the right. Under the search bar are three filter buttons: 'Sort By', 'Filters', and 'Map'. The search results are listed below, each with a food image, restaurant name, rating, number of ratings, location, price range, and a 'Call Now' button. The first result is for 'Mainland China Restaurant' with a 4.2 rating and 4190 ratings, located in Malad West, 190 mts away, with a 10% off offer and a price range of ₹ 1000-2000. The second result is for 'Mainland China Restaurant' with a 4.1 rating and 1938 ratings, located on Express Highway Goregaon..., 2.87 KM away, with a price range of ₹ 1000-2000. The third result is for 'Mainland China Restaurant' with a 4.3 rating and 9976 ratings, located on New Link Road Andheri We..., 4.8 KM away, with a 10% off offer and a price range of ₹ 1000-2000. Each result also includes a 'Book a table' button.

← Justdial

🔍 Mainland China Near Me Link...

⇅ Sort By Filters Map

Mainland China Restaurant
4.2 ★★★★★ 4190 Ratings
Malad West • 190 mts
 10% Off • ₹ 1000-2000
[Call Now](#) [Book a table](#)

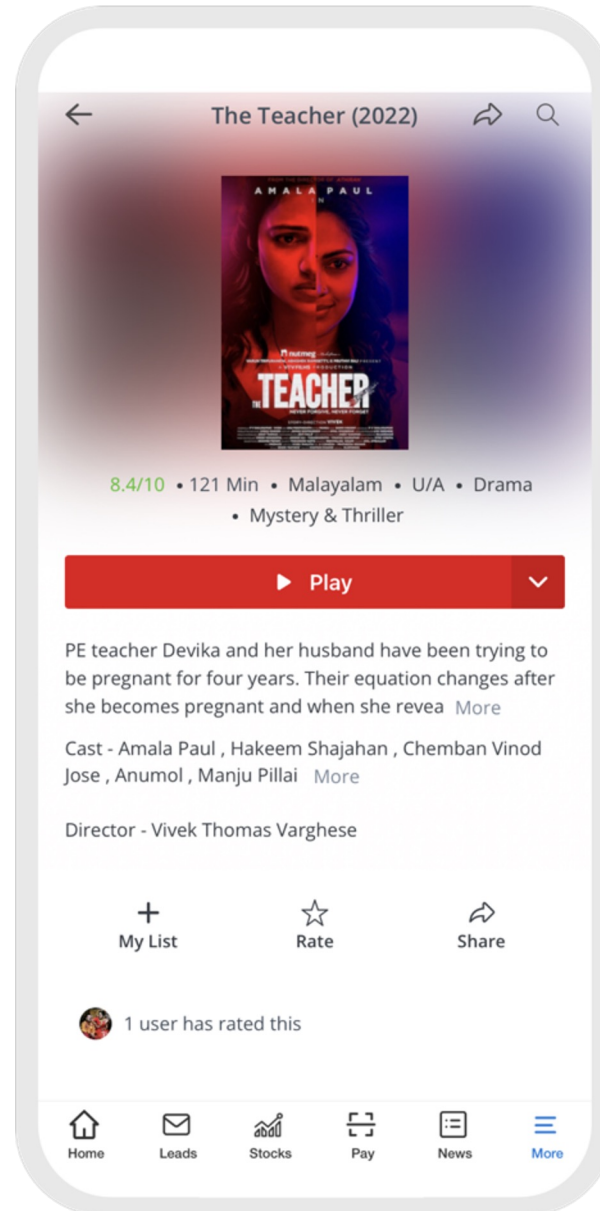
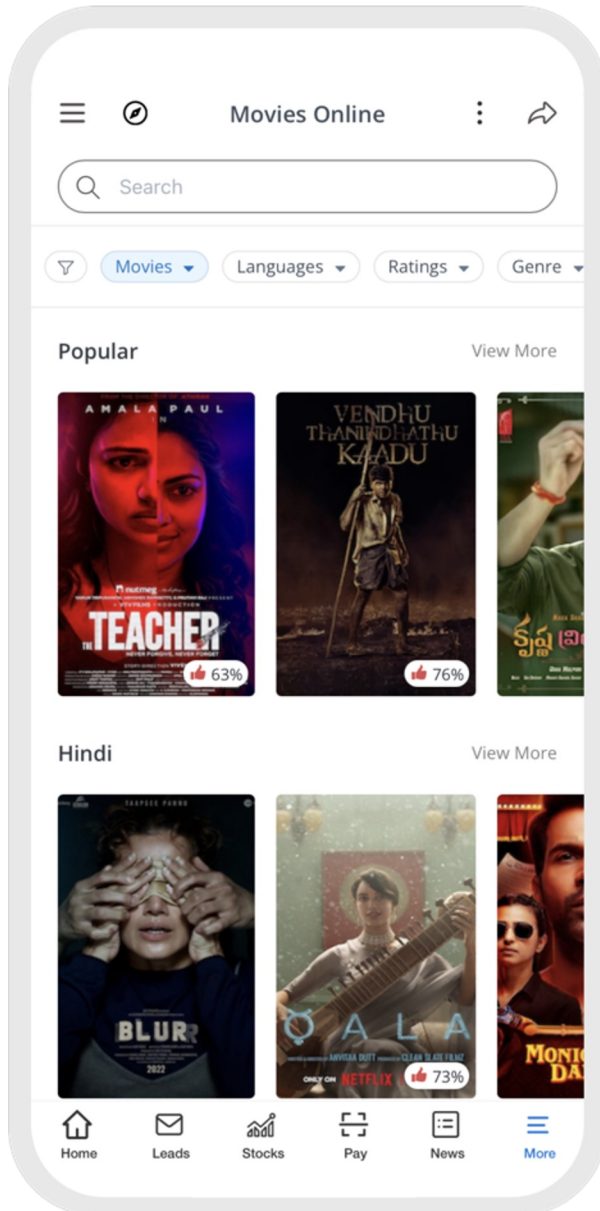
Bhumika 4.5/5 & 21 others have rated this

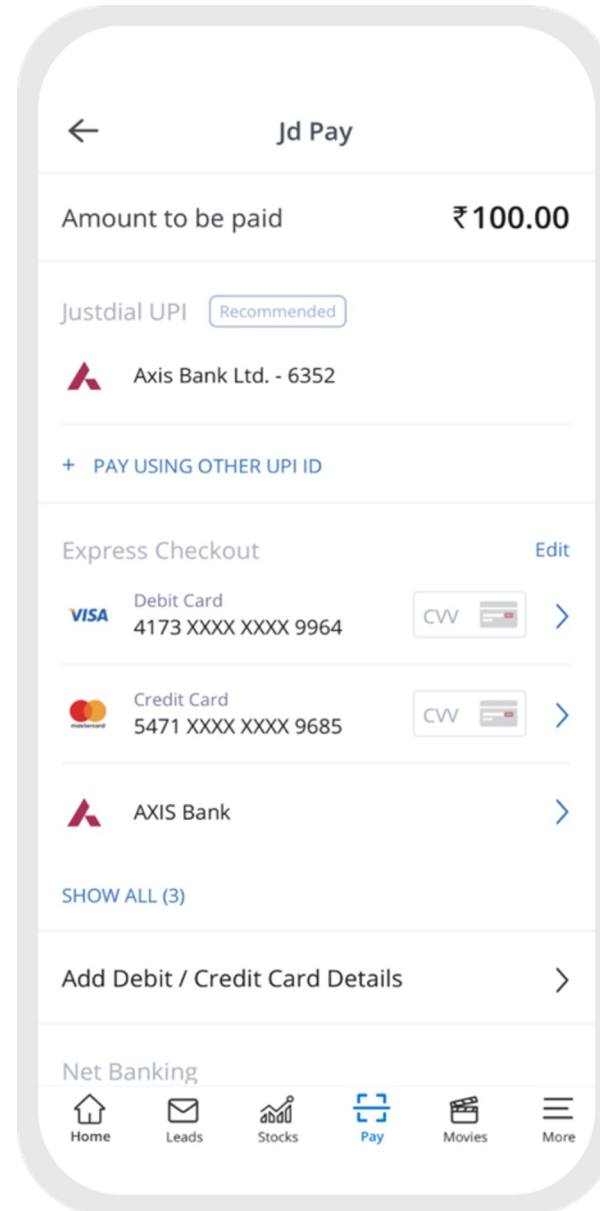
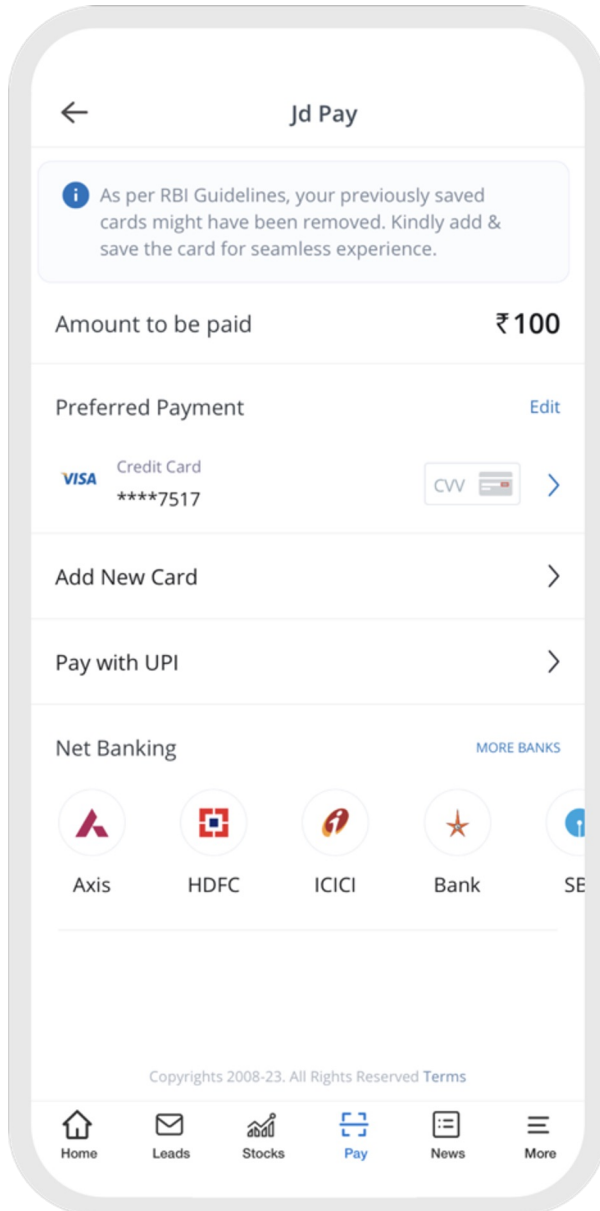
Mainland China Restaurant
4.1 ★★★★★ 1938 Ratings
Express Highway Goregaon... • 2.87 KM
 ₹ 1000-2000
[Call Now](#)

Akshay 3.5/5 & 5 others have rated this

Mainland China Restaurant
4.3 ★★★★★ 9976 Ratings
New Link Road Andheri We... • 4.8 KM
 10% Off • ₹ 1000-2000
[Call Now](#) [Book a table](#)

MOVIES ONLINE





BEYOND SEARCH

JD Shopping

Flight Tickets

Train Tickets

Bus Tickets

Hotel Bookings

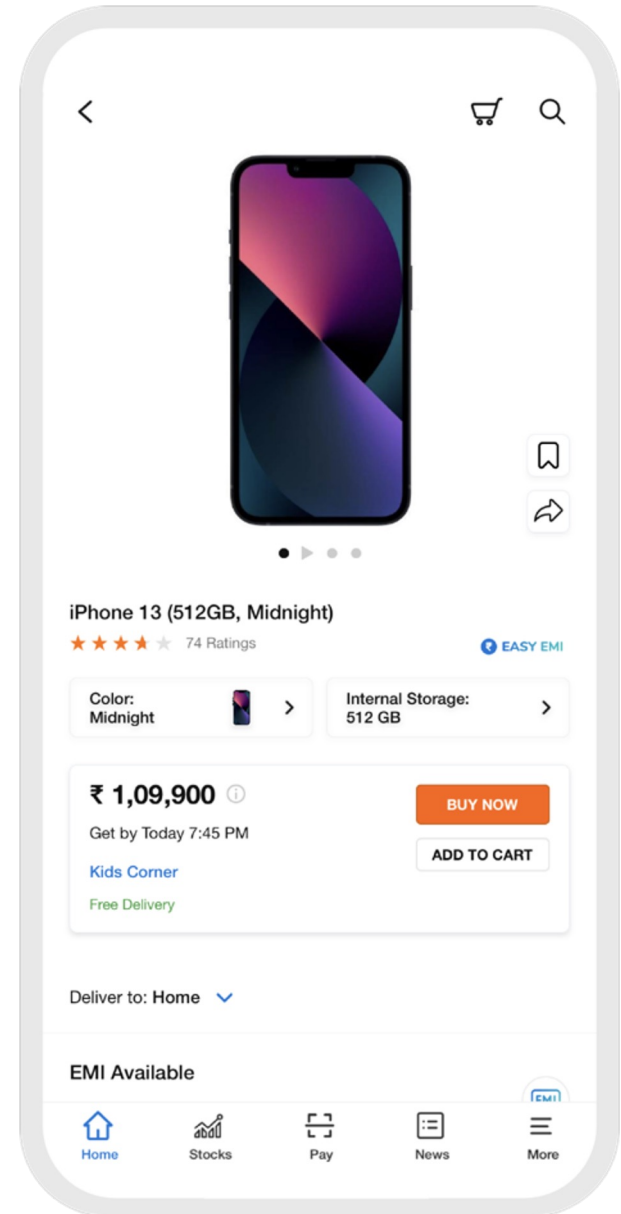
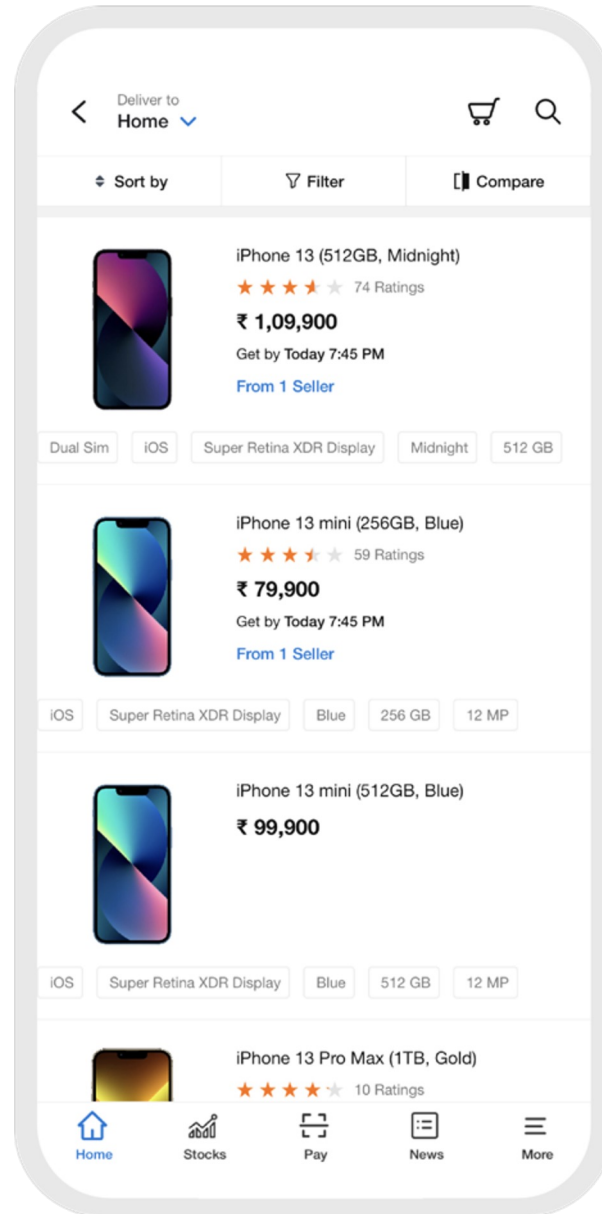
Bills & Recharge

Stocks

Logistics

Augmented Reality

... and many more.



BEYOND SEARCH

JD Shopping

 Flight Tickets

Train Tickets

Bus Tickets

Hotel Bookings

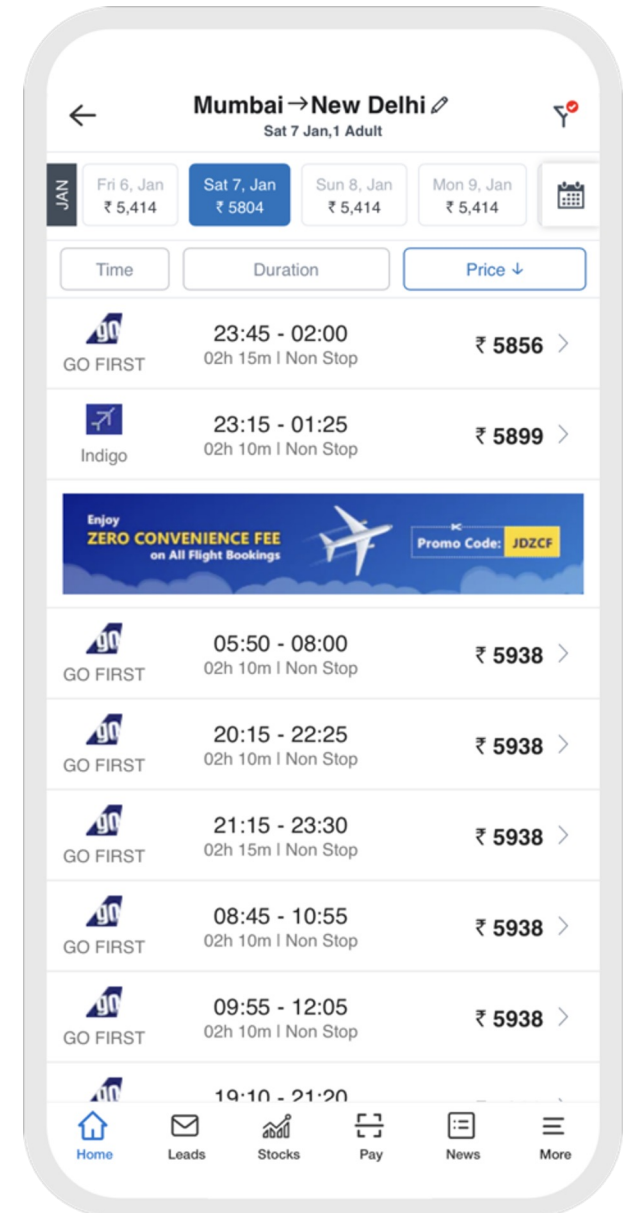
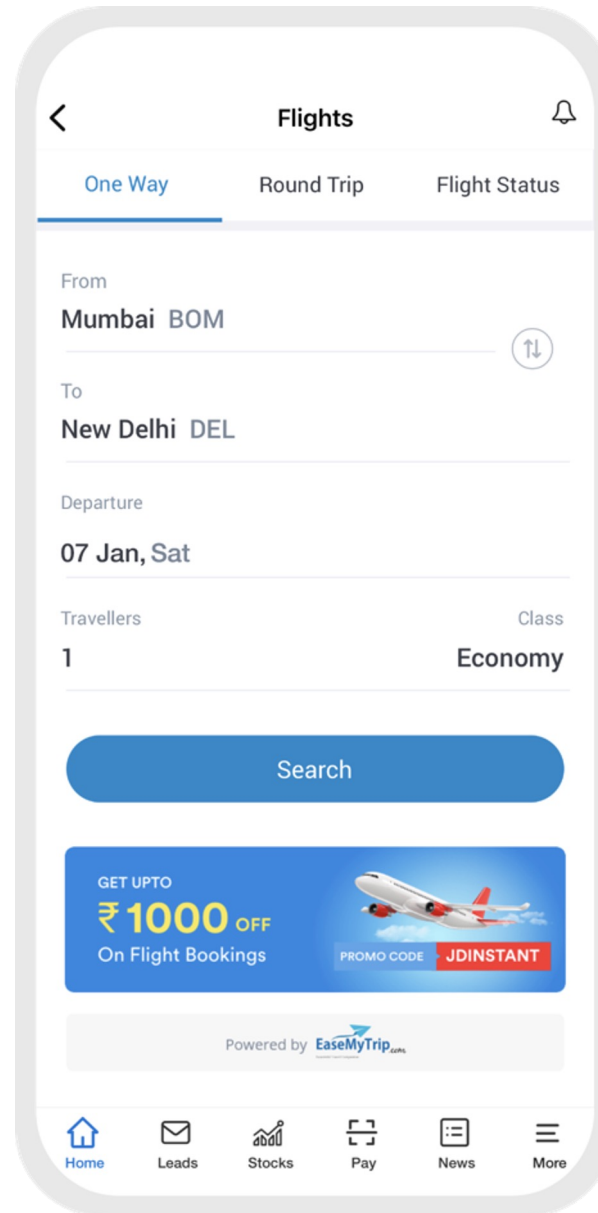
Bills & Recharge

Stocks

Logistics

Augmented Reality

... and many more.



BEYOND SEARCH

JD Shopping

Flight Tickets

 **Train Tickets**

Bus Tickets

Hotel Bookings

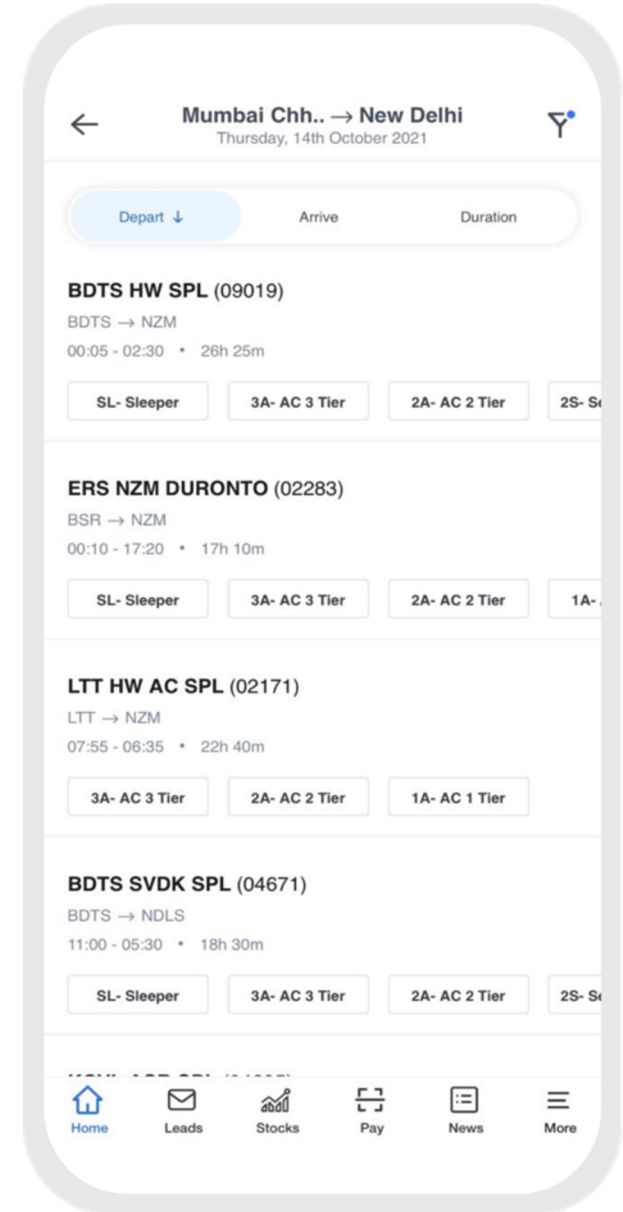
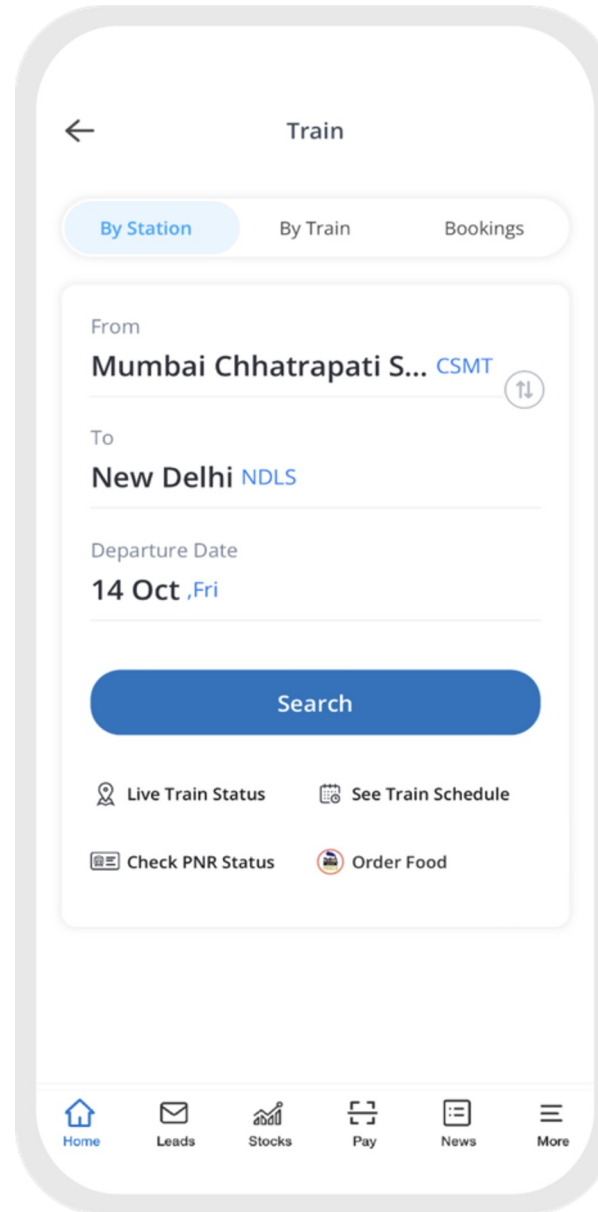
Bills & Recharge

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BEYOND SEARCH

JD Shopping

Flight Tickets

Train Tickets

 **Bus Tickets**

Hotel Bookings

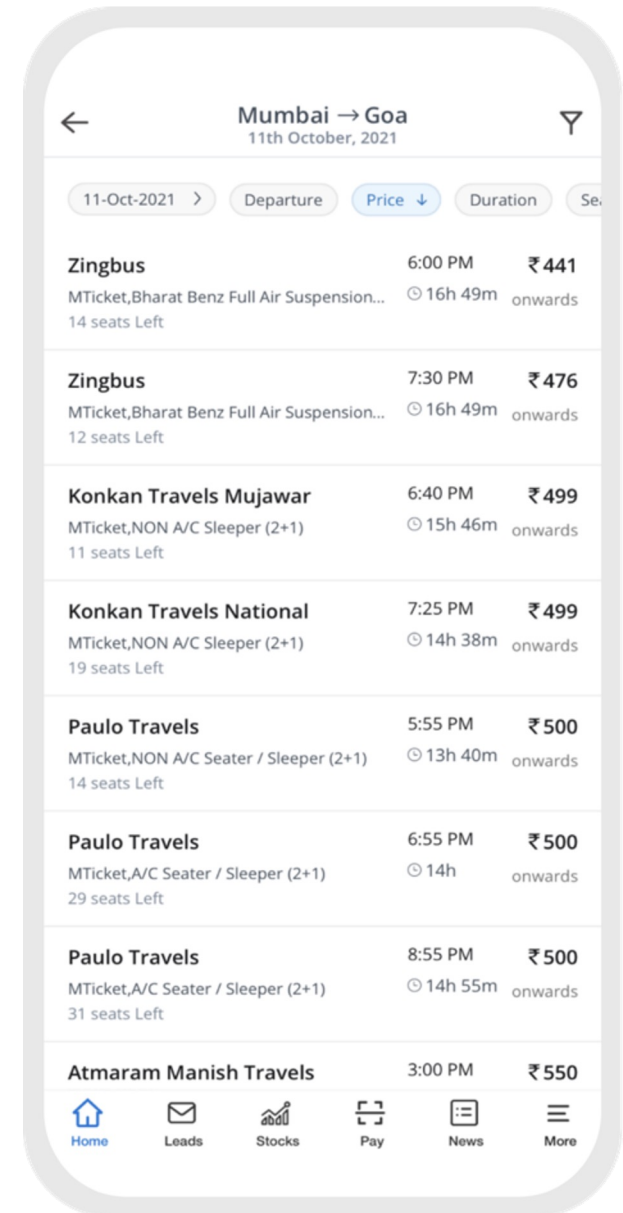
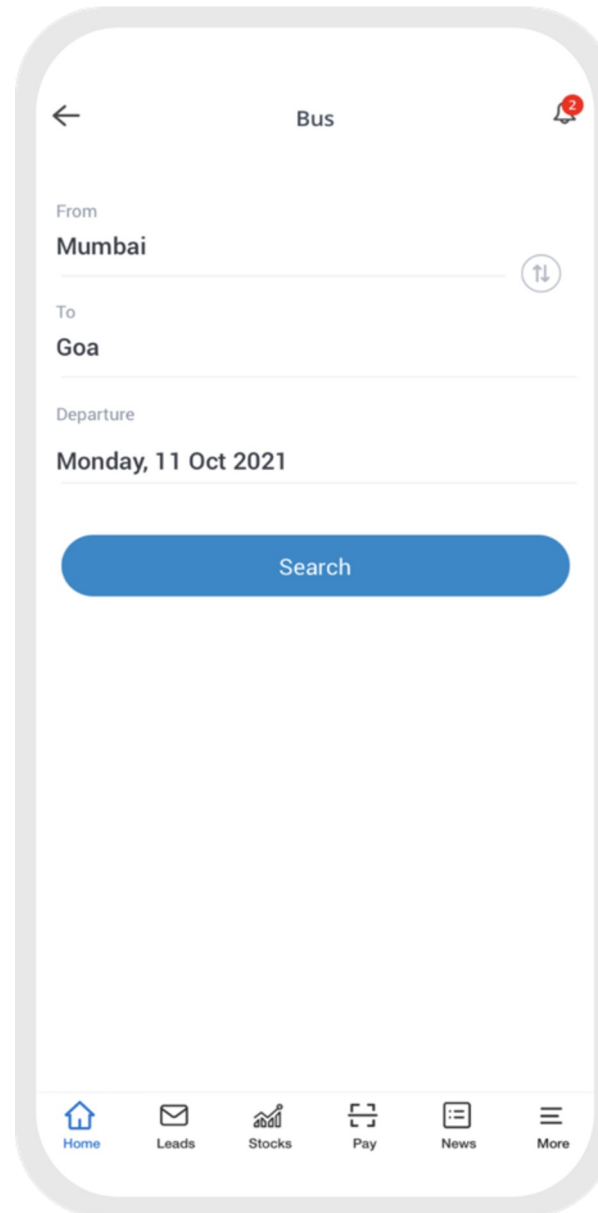
Bills & Recharge

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Augmented Reality

... and many more.



BEYOND SEARCH

JD Shopping

Flight Tickets

Train Tickets

Bus Tickets

 Hotel Bookings

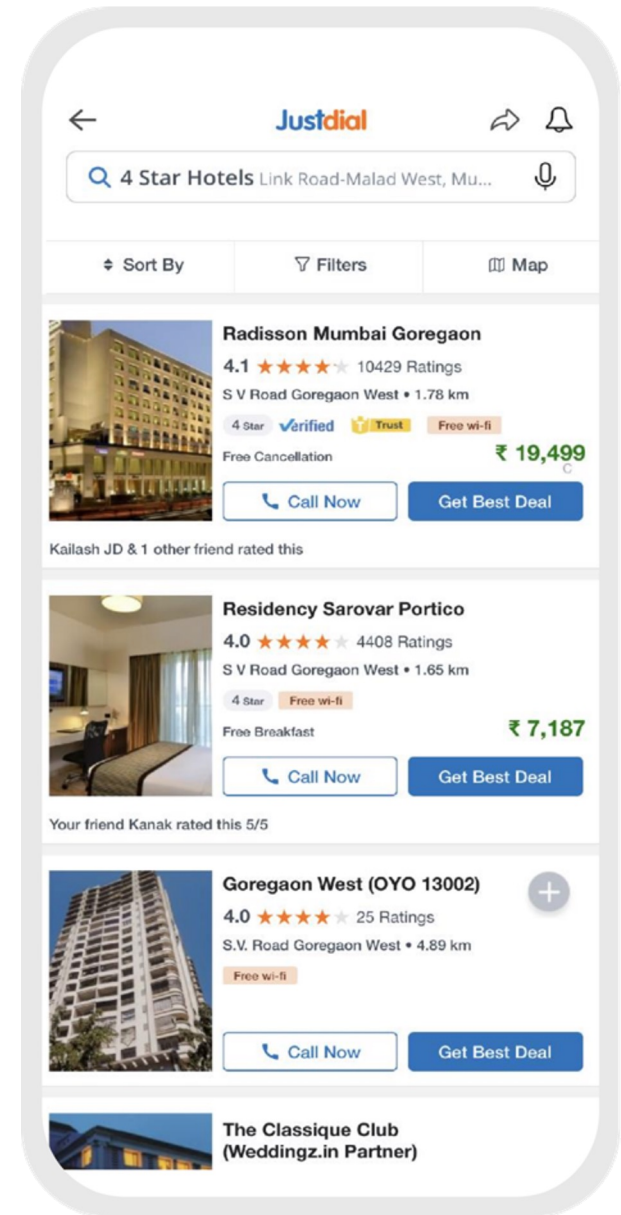
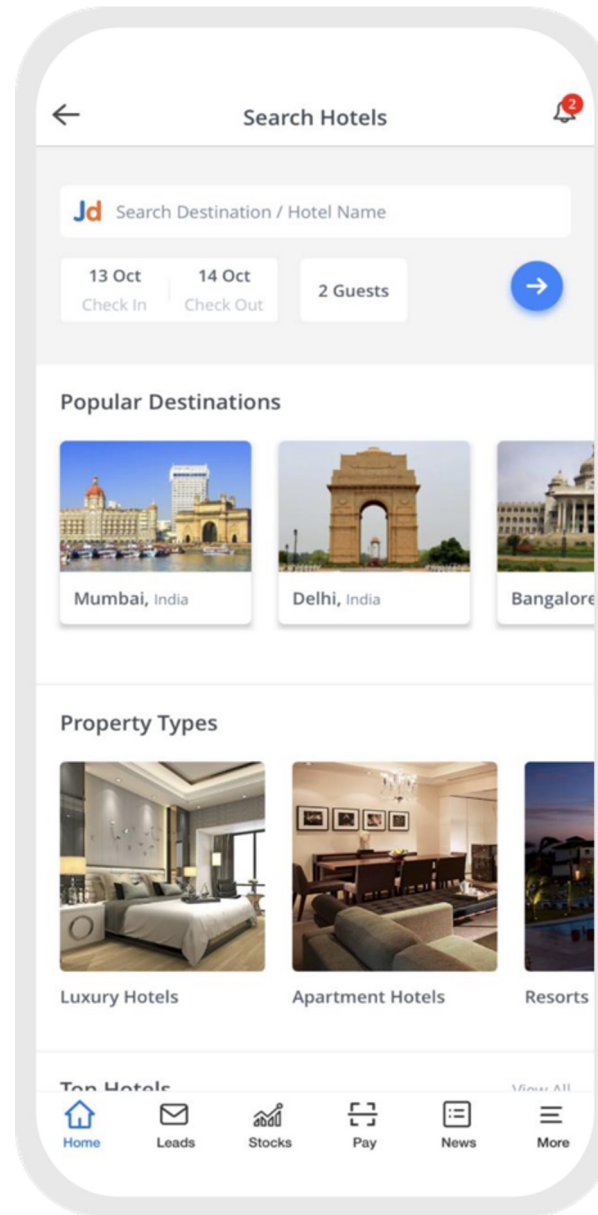
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BEYOND SEARCH

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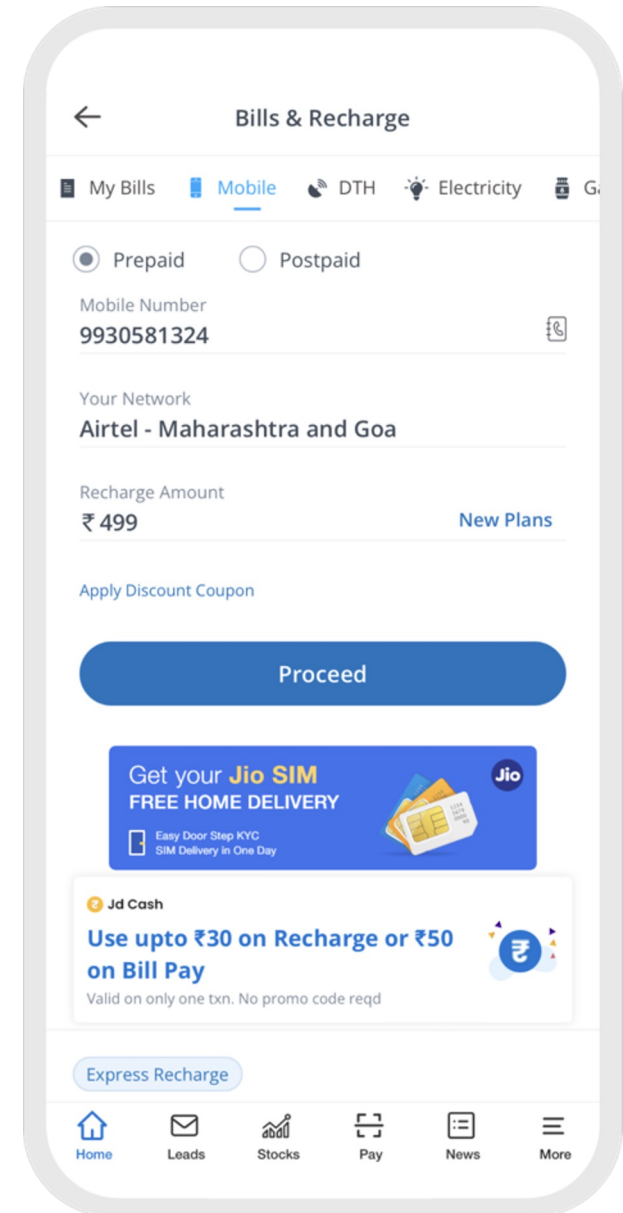
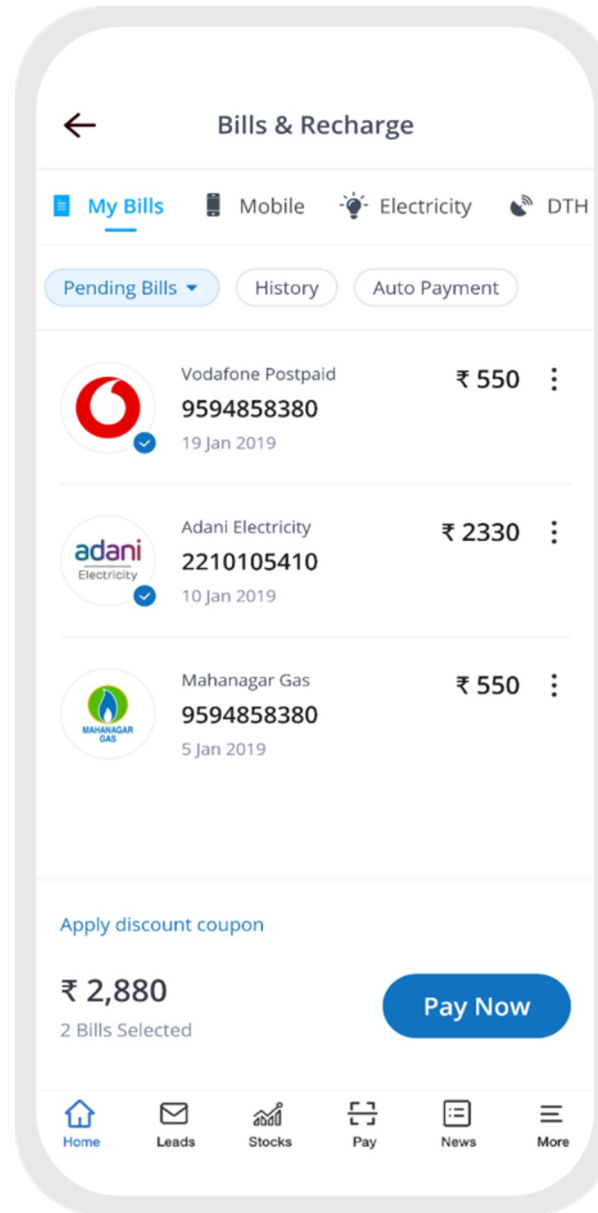
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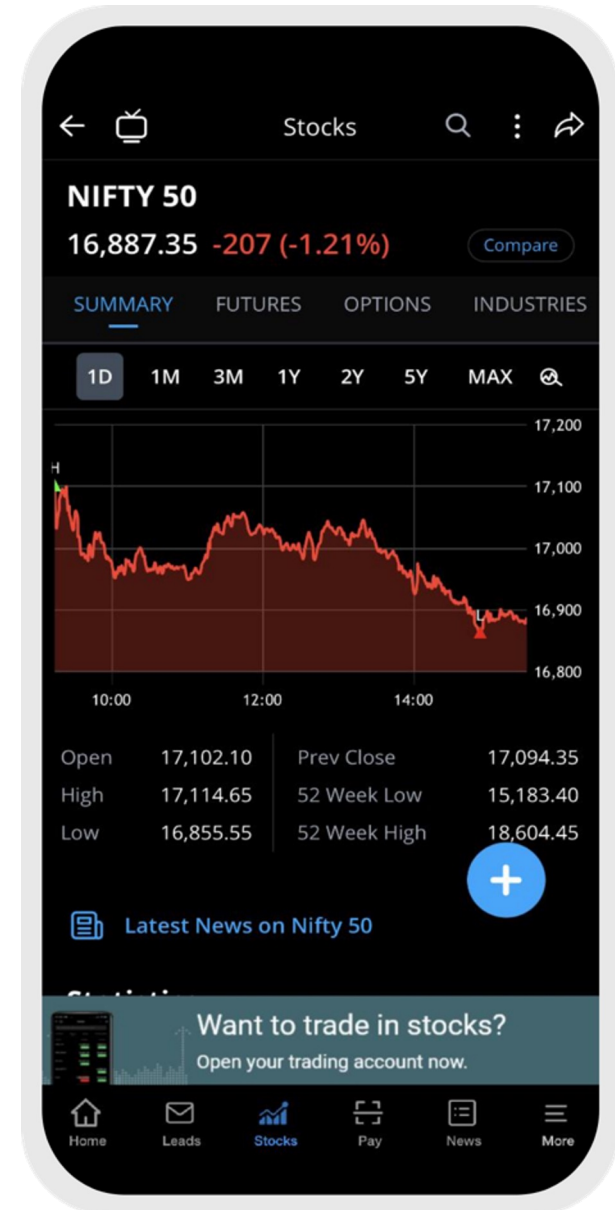
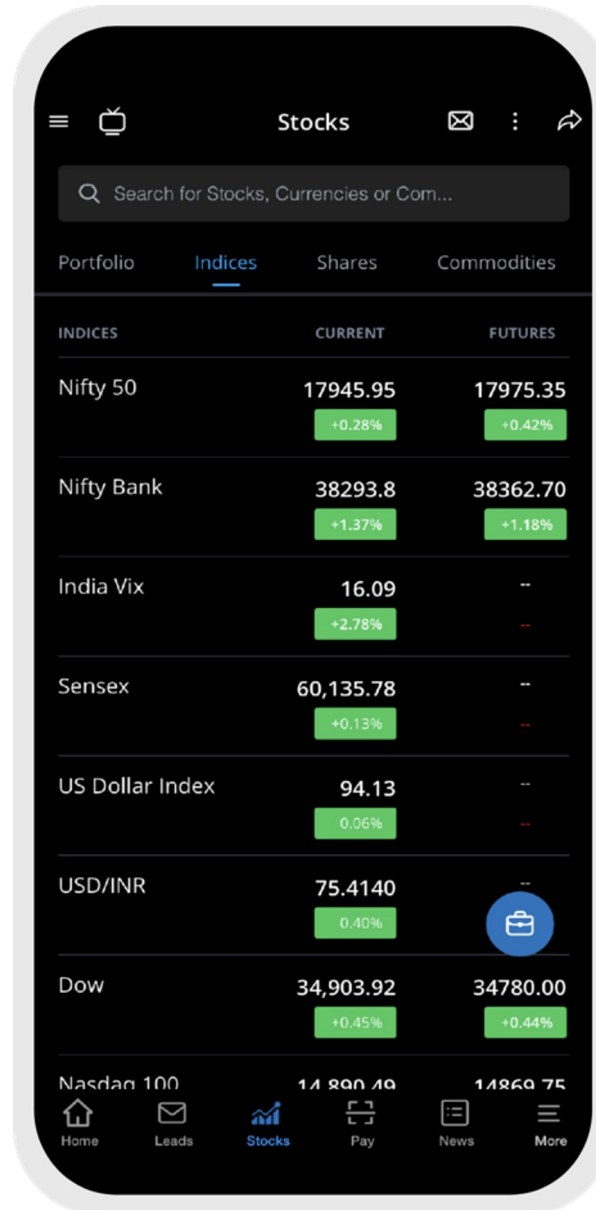
Bills & Recharge

 Stocks

Logistics

Augmented Reality

... and many more.



BEYOND SEARCH

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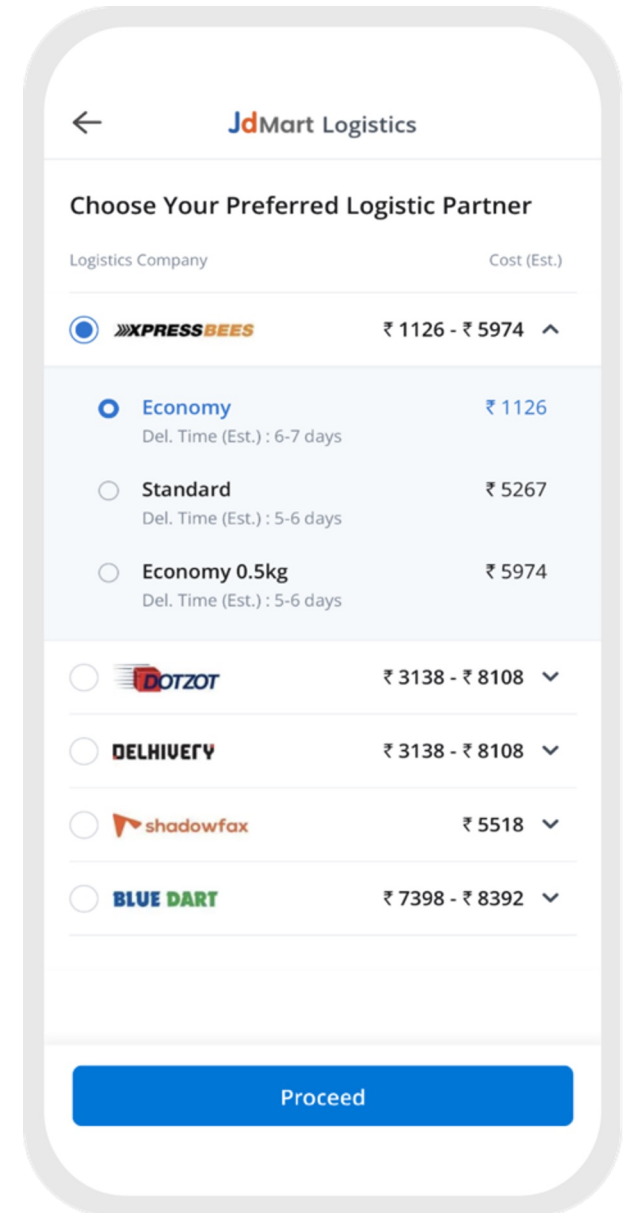
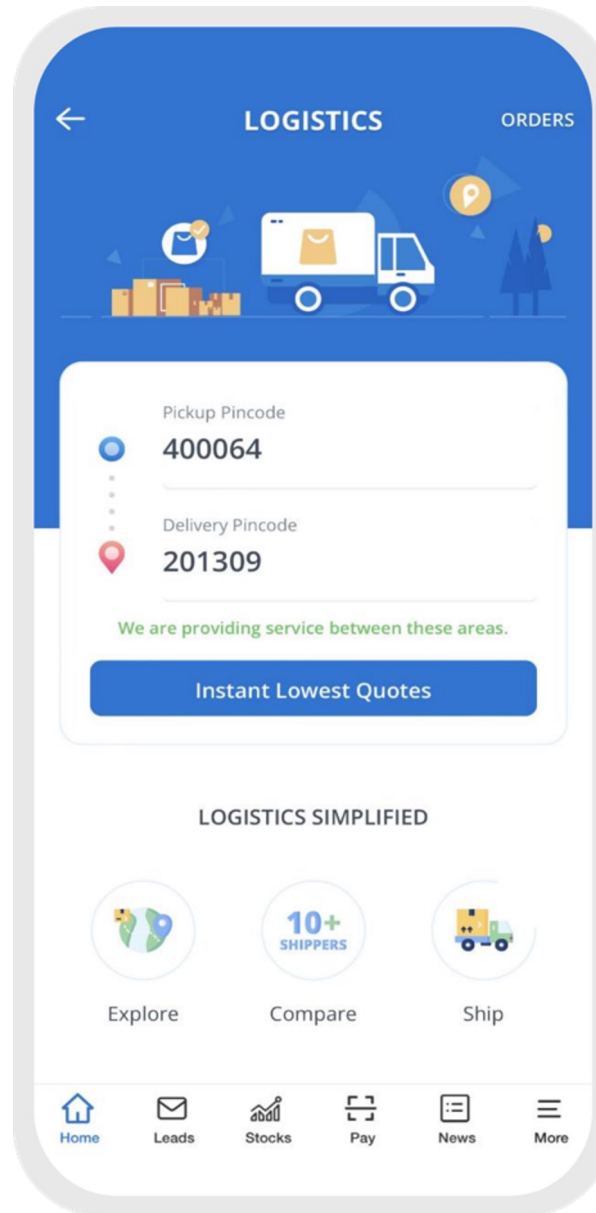
Bills & Recharge

Stocks

 Logistics

Augmented Reality

... and many more.



BEYOND SEARCH

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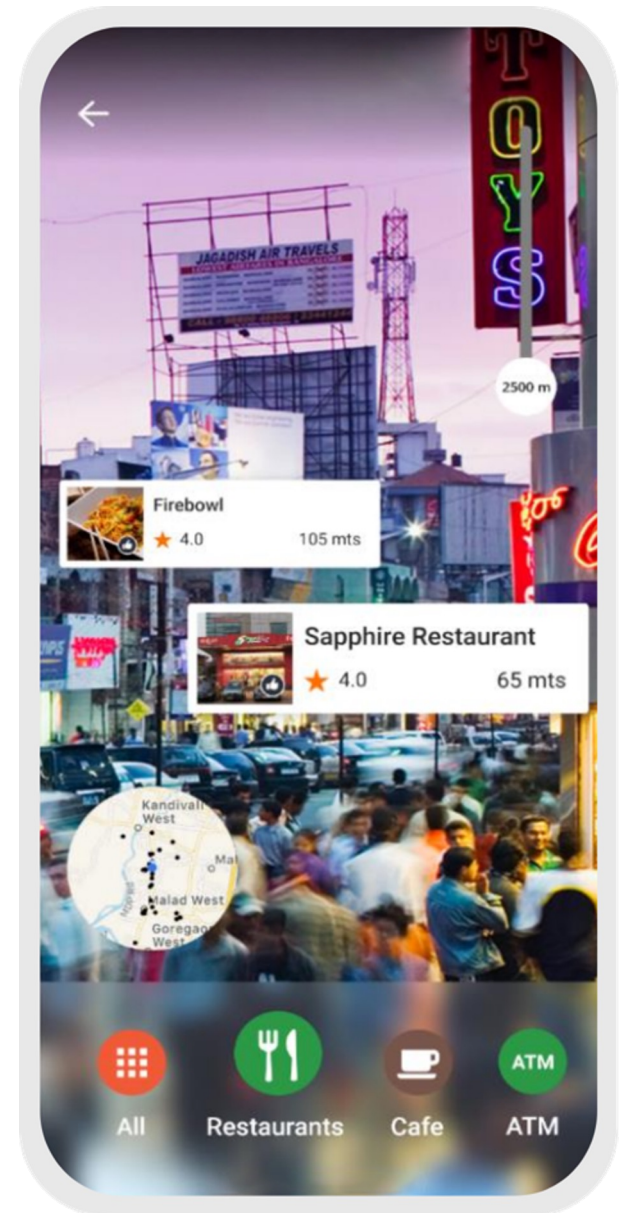
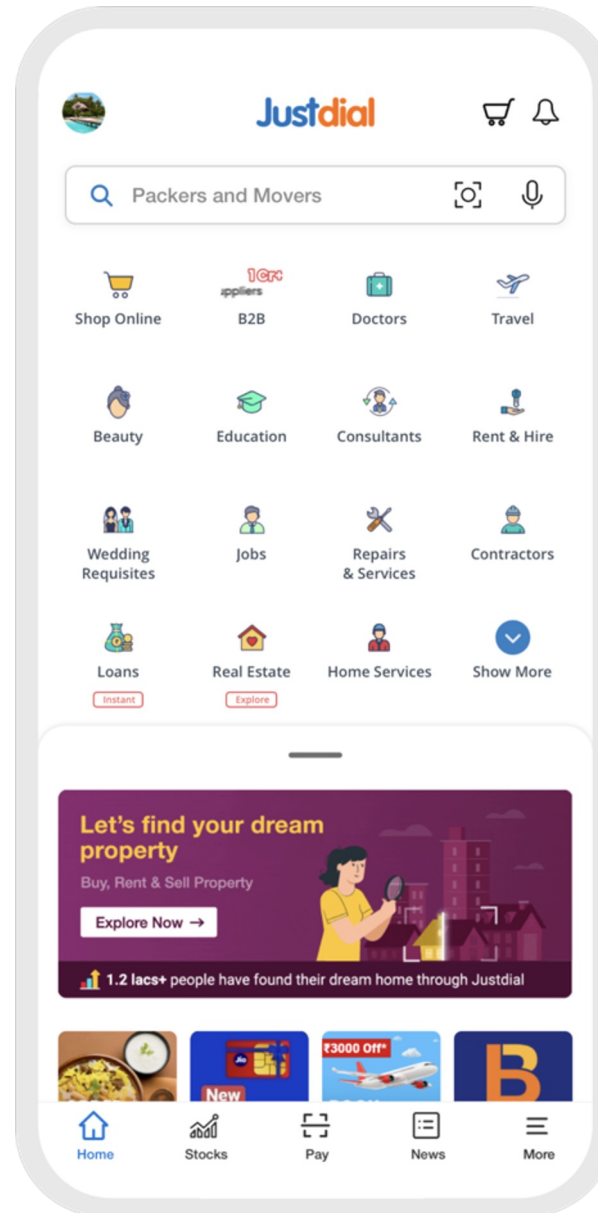
Bills & Recharge

Stocks

Logistics

● **Augmented Reality**

... and many more.





NEW INITIATIVES

Revamped Website

Justdial

हिन्दी

We are Hiring

Advertise

Free Listing



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




Bangalore


Prequel

Advertise 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

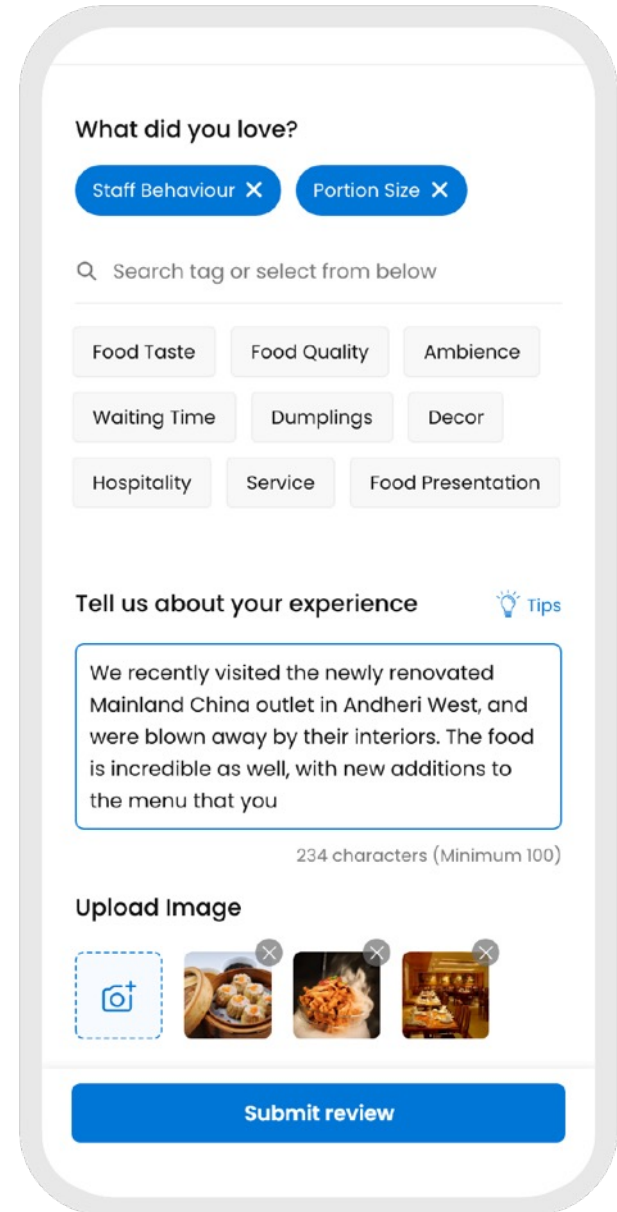
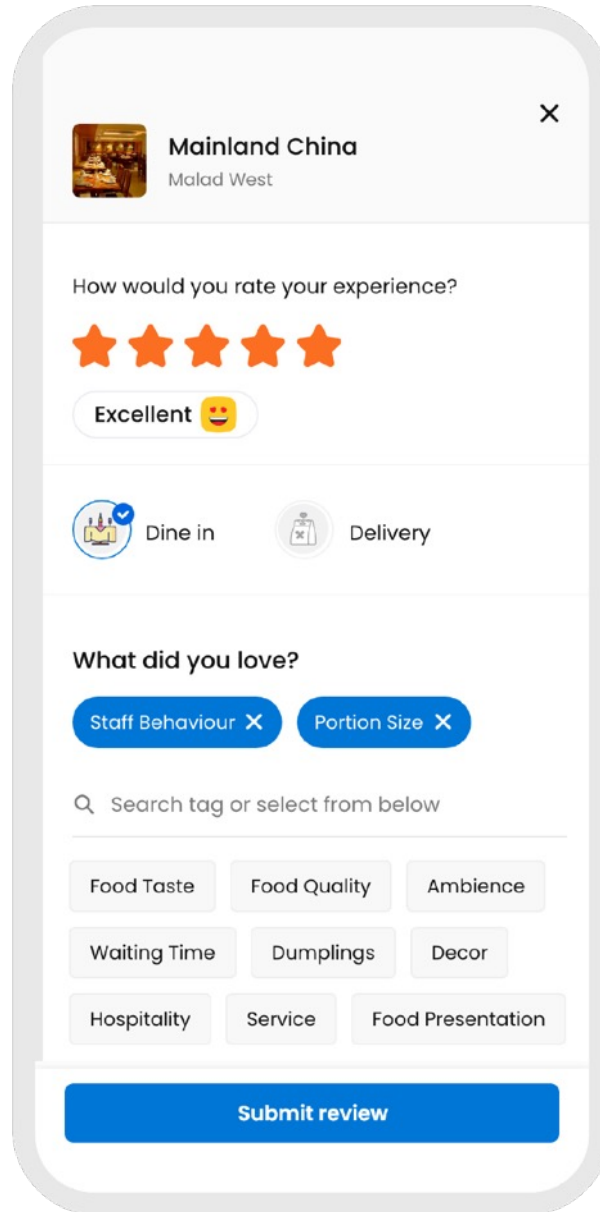
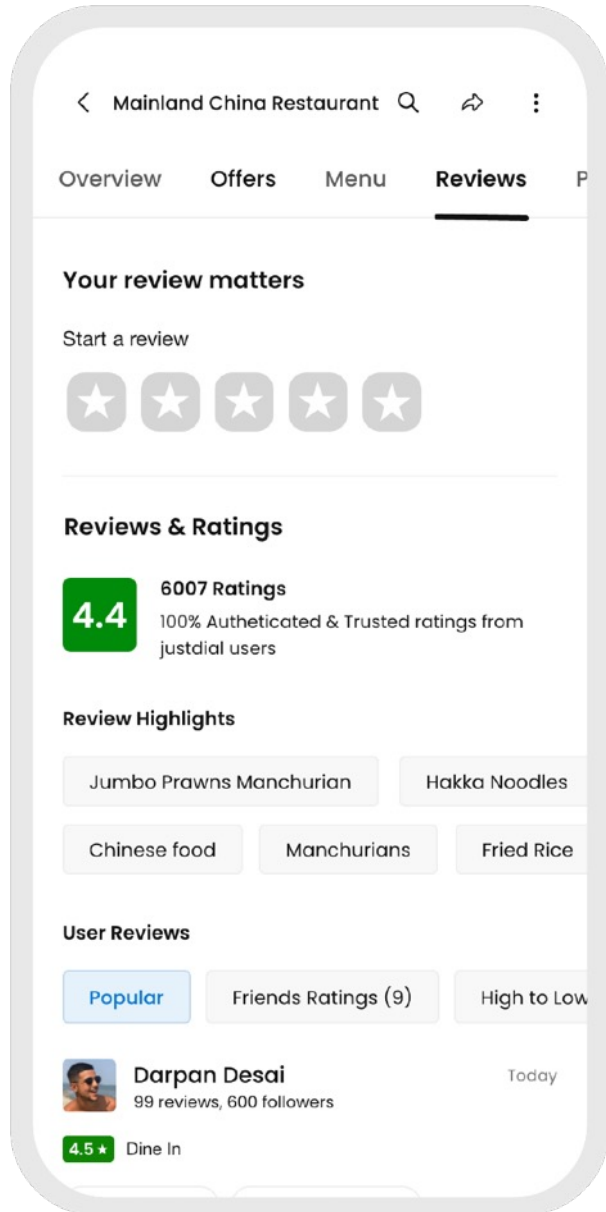
Address

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




JD Mobile

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 Photos

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 OFFER  **ON TAKEAWAY**

10% OFF ON ORDERS BETWEEN ₹100 - ₹199

20% OFF ON ORDERS ABOVE ₹100

Monsoon Offers ontakeaway

1 Dec - 31 Dec 2022

Source: Instagram 



Special Buffet Offer

₹395*



Mon - Thurs

*T&C Apply
Valid till 14th December '17


[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

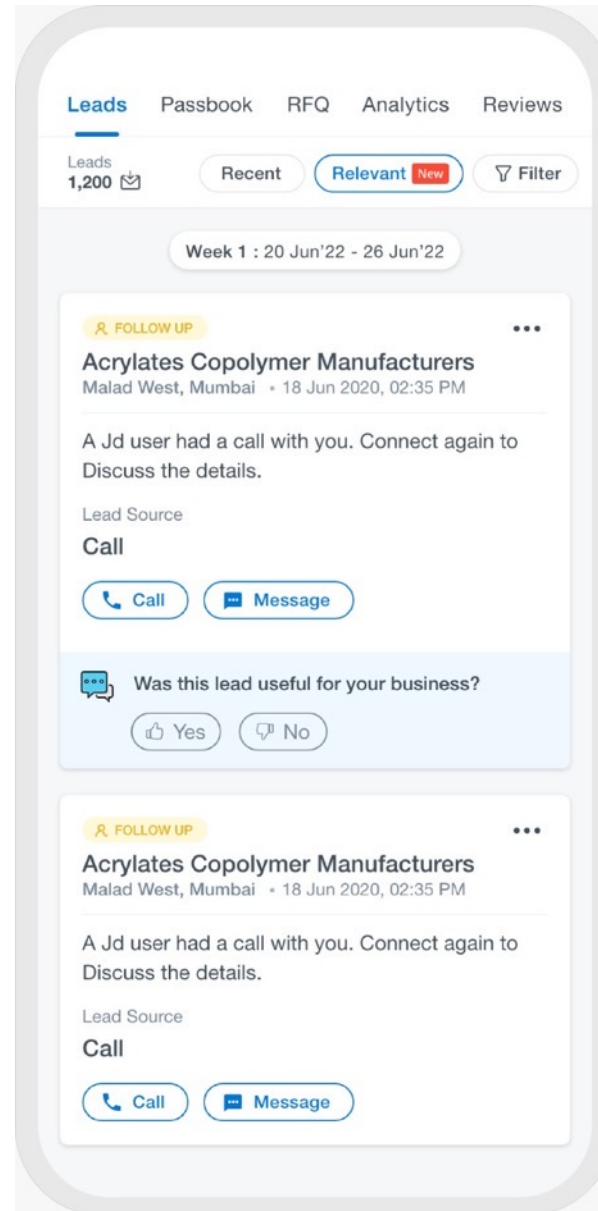
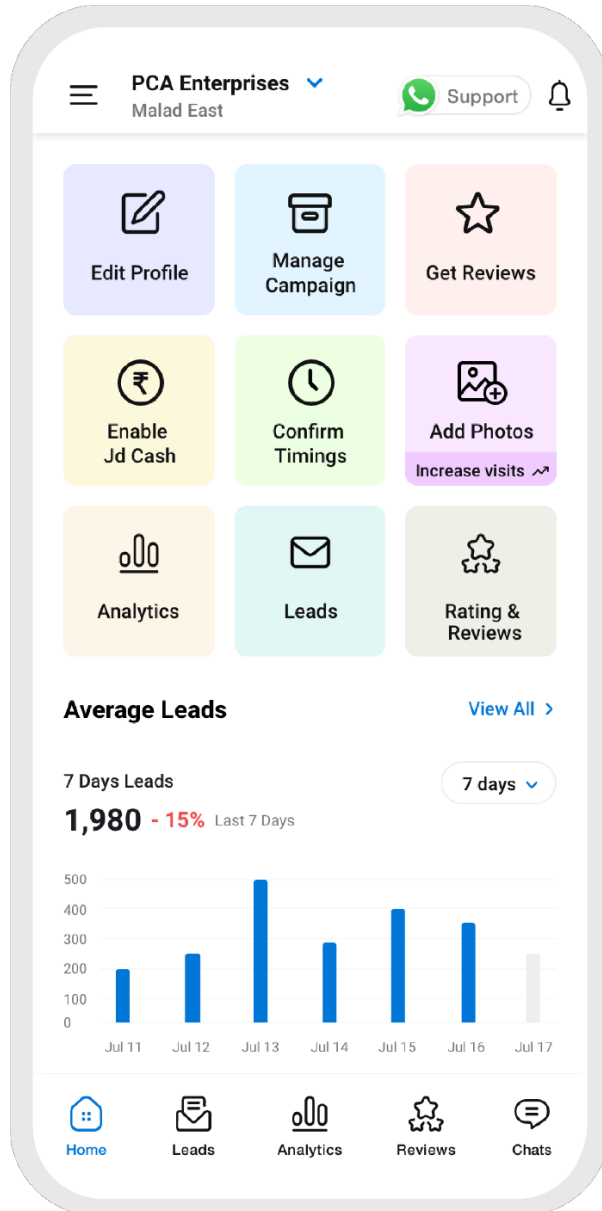
Get **Flat 20%** Discount [→](#)

Address

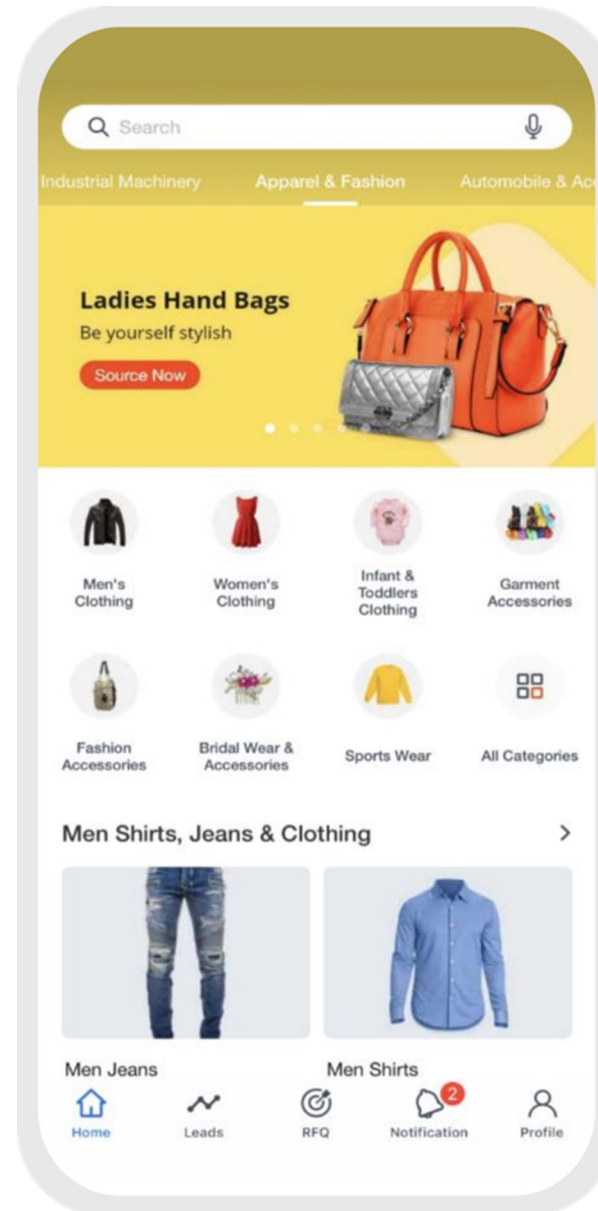
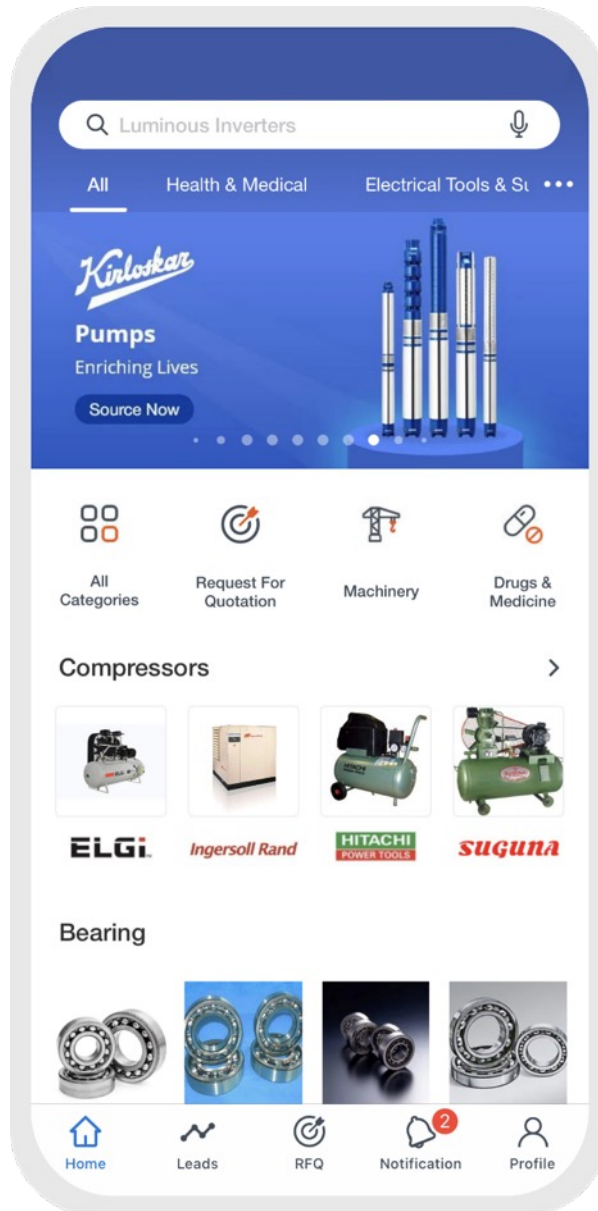
Shop No 2, Ground & First Floor, New Shankar Nivas, SV Road, Irla-vile Parle West, Mumbai - 400056

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

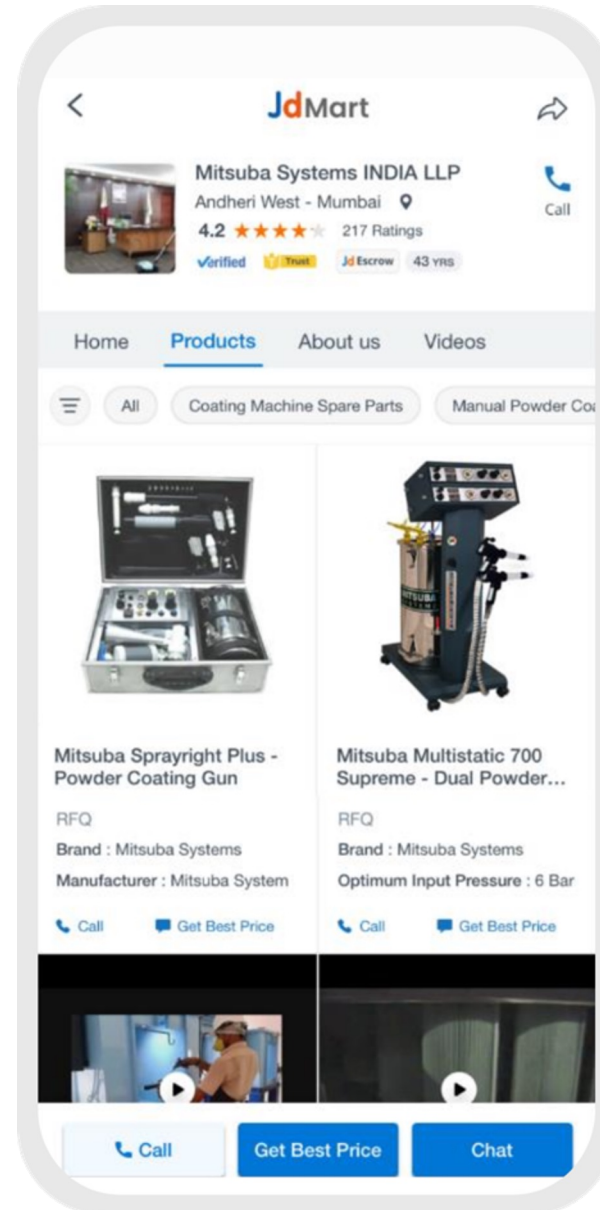
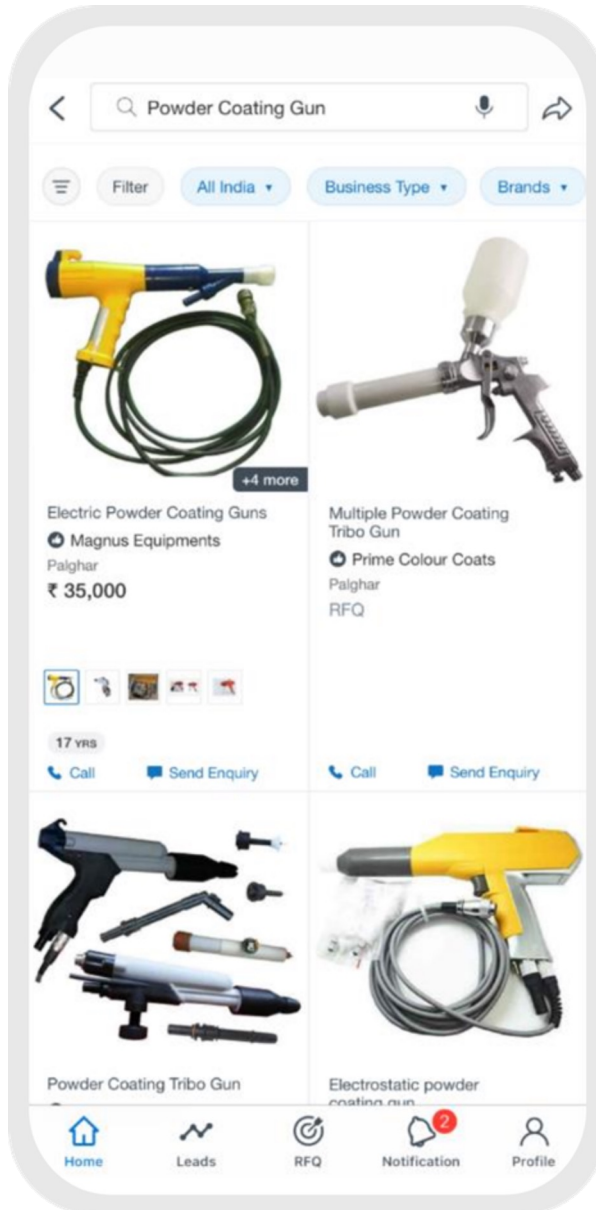
Enhanced Analytics for Customers



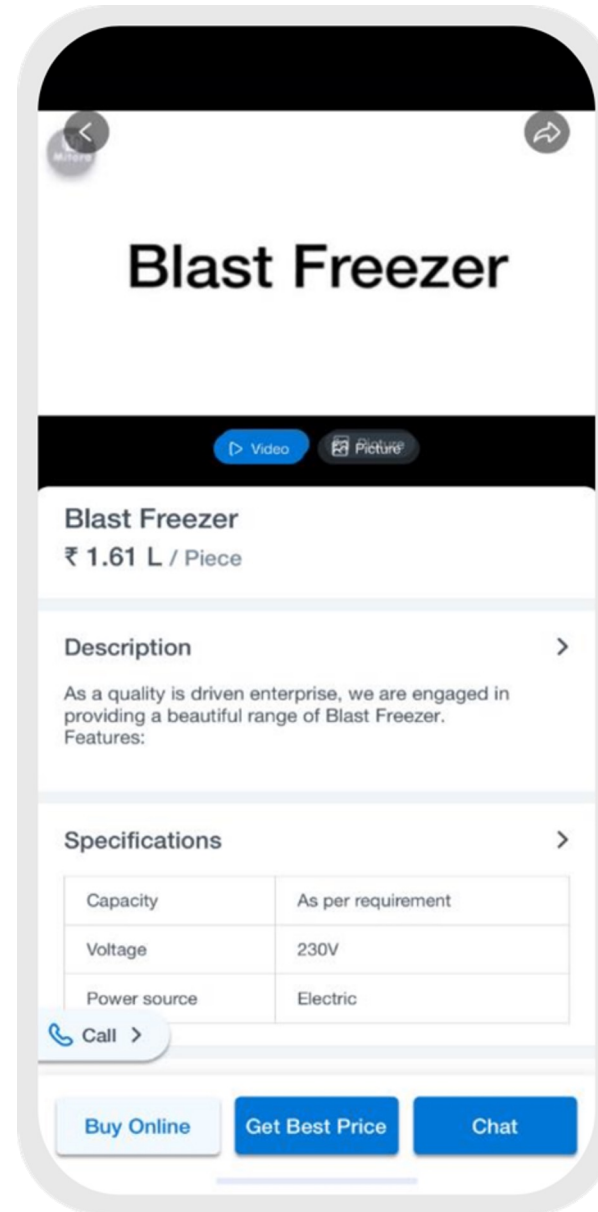
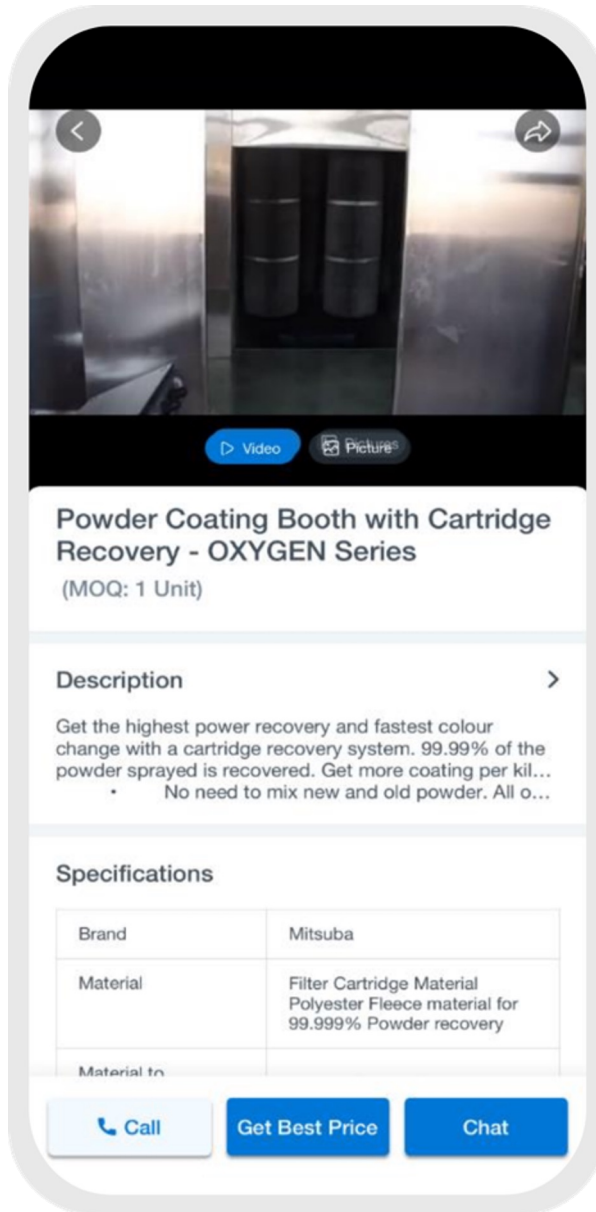
JD Mart – Exclusive B2B Platform, a New Wholesale Experience



JD Mart – Exclusive B2B Platform, a New Wholesale Experience



JD Mart – Exclusive B2B Platform, a New Wholesale Experience



JD Mart – Exclusive B2B Platform, a New Wholesale Experience

JdMart
Sell Smart • Buy Smart

Palghar ▼ What are you looking for...

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[Categories](#) | [Health & Medical](#) | [Electrical Tools & Supplies](#) | [Industrial Machinery](#) | [Apparel & Fashion](#) | [Automobile & Accessories](#) [Post Your Requirement](#)

MICROTEK
TECHNOLOGY WE LIVE

UPS
NO BREAKDOWNS

[SOURCE NOW](#)

TECHNOLOGY THAT TAKES HEAVY LOAD WITH EASE

Industry Markets

- Healthcare Medical
- Electrical Equipments
- Industrial Plants & Machinery
- Apparel
- Automobiles & Two Wheelers
- Agriculture
- Beauty & Personal Care
- Food & Beverage
- Packaging & Printing
- Minerals & Metallurgy

AUTOMOTIVE ENGINE

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

TILES [View all](#)

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-

JD Mart – Exclusive B2B Platform, a New Wholesale Experience

After Filter Suitable For Cyclone & Rotary Cyclone Recoveries



Ask for price

1 Unit (MOQ)



Description

Cyclone, Rotary Cyclone recoveries will capture up to 98% of the overspray powder. The remaining powder which is fine powder will escape out into the atmosphere. the cartridge type after filter will capture this fine powder and will only allow clean air to be expelled out.

Specification

Frequency	50 Hz
Voltage	230 V





SHARE THE REQUIREMENT
TO GET BEST PRICE!

Submit



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4 ★★★★★ 337 Ratings

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Electro Mechanical Oscillator

₹ 100

Get Best Price



Powder Sieving Machine

₹ RFQ

Get Best Price



Hopper Mounted Siever (Batch Type)

₹ RFQ

Get Best Price



Standalone Sieving Machine

₹ RFQ

Get Best Price

JD MART - PRODUCT STACK

Product



Marketplace



Logistics



Lending

Buyers



Retailers



Business



Industrial
Buyers



Turnkey Project
Managers

Explore



Search



Discover



RFQ By
Bulk Upload



RFQ By
Product Name

Search



Auto
Complete



Voice
Search




Barcode
Scan




Image
Search


JD MART - PRODUCT STACK


Content


Product Catalogue


Images


Videos


Specification


Description



Price


MOQ


Years in Business

Transact



RFQ



Buy Online


Send Enquiry


Call


Chat


Reverse Auction


Web & App Notification

Protection & Certification


Jd Pay Escrow



Verified


Trust


Trade Assurance

Seller Tools












Catalogue Management
(Mobile & Desktop)


Real Time Lead Management

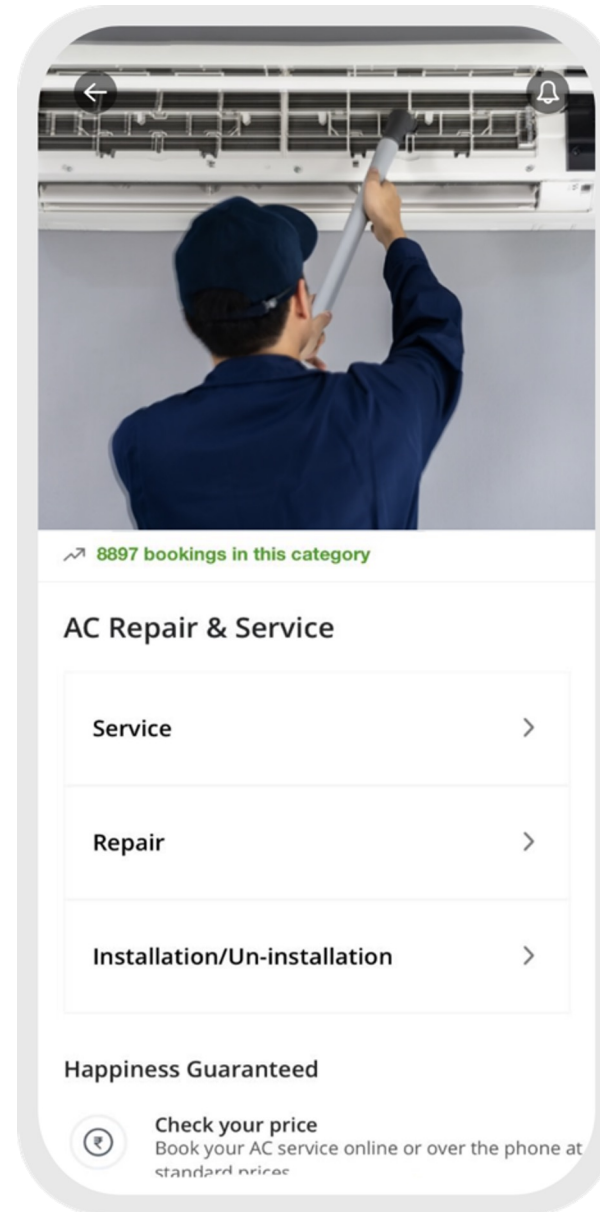
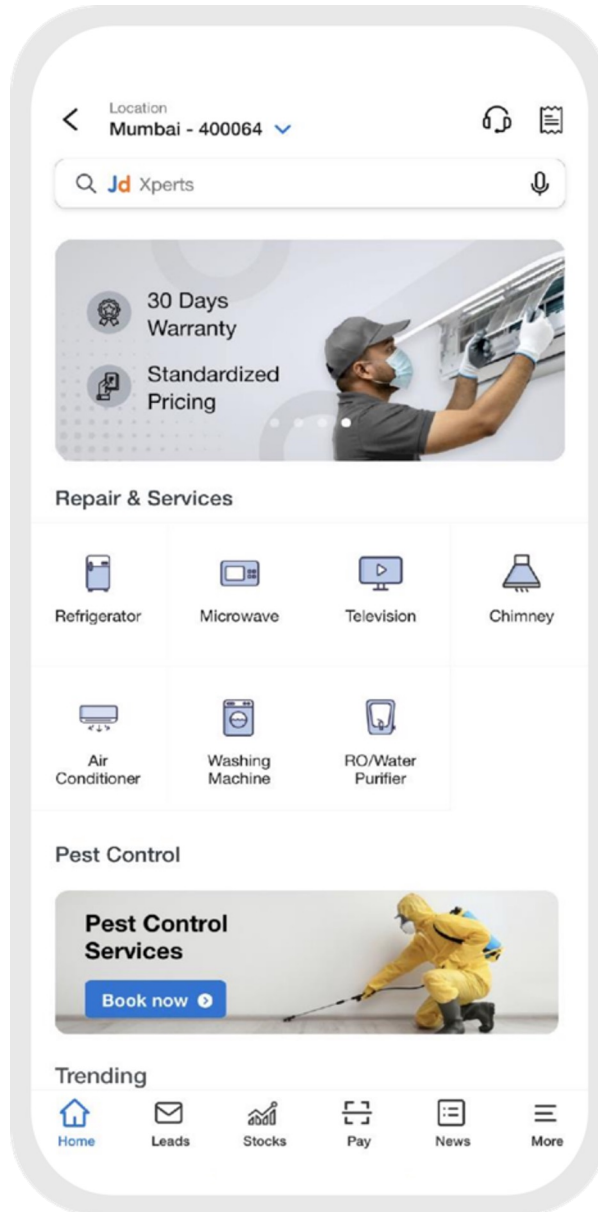

Manage RFQ


Chat With Buyers

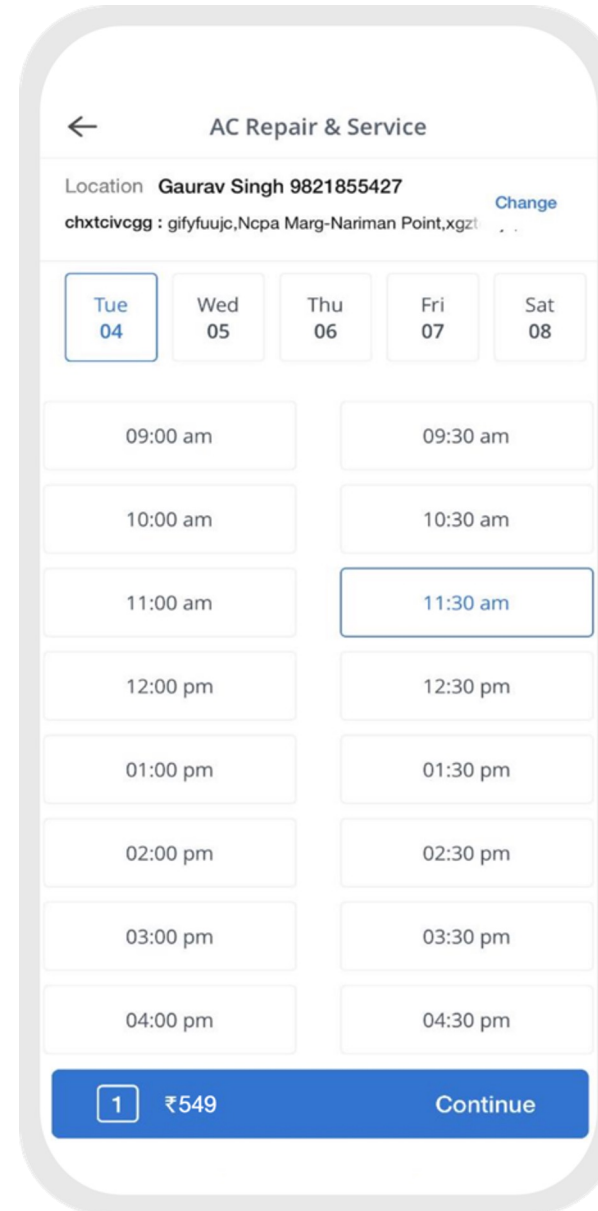
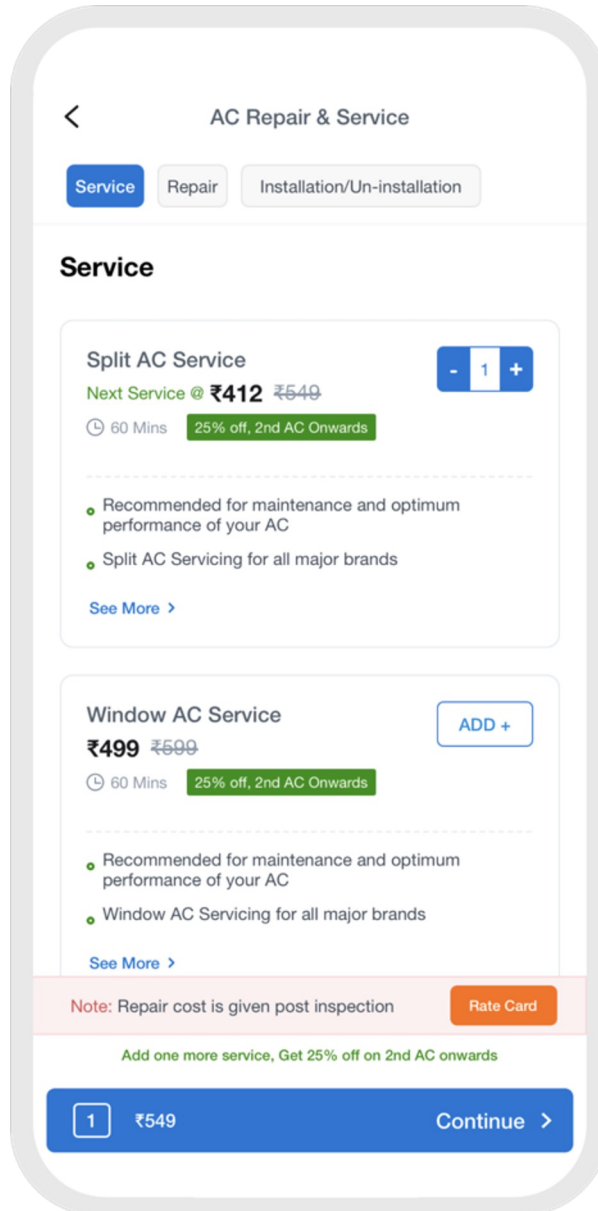
JD MART - PRODUCT STACK

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

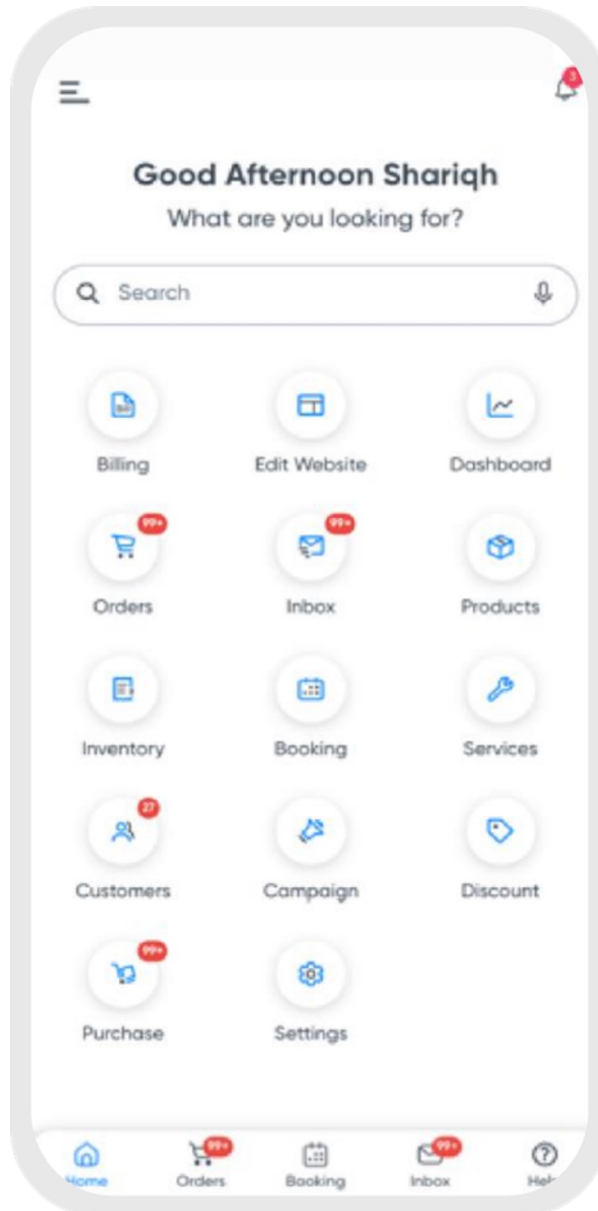
JD XPERTS – ONE STOP SOLUTION FOR ON-DEMAND SERVICES



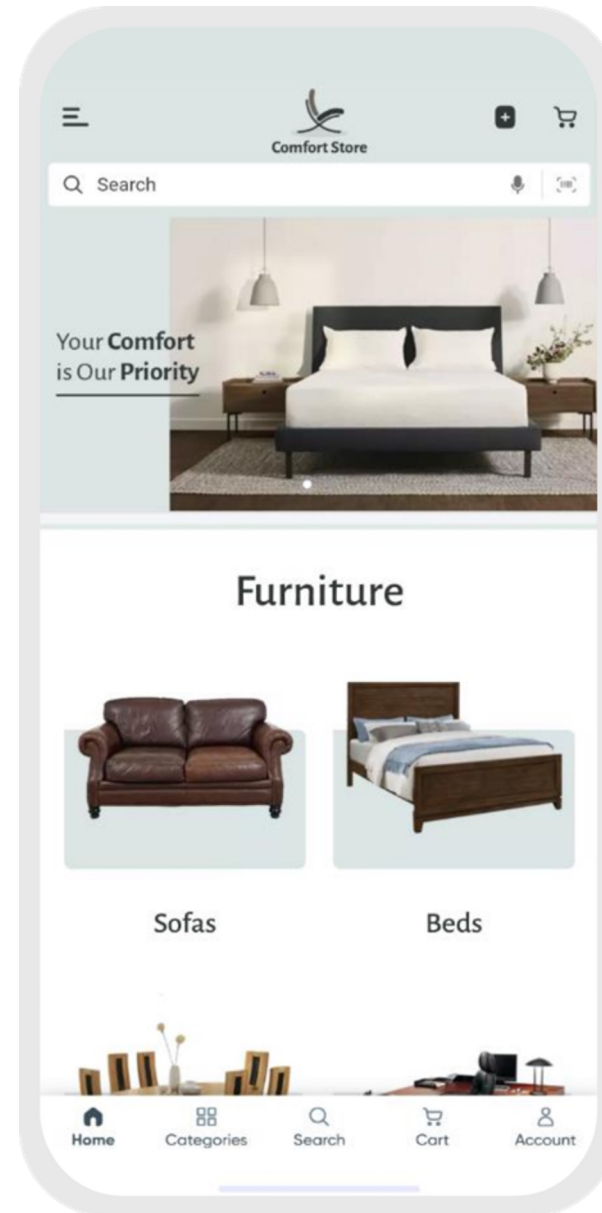
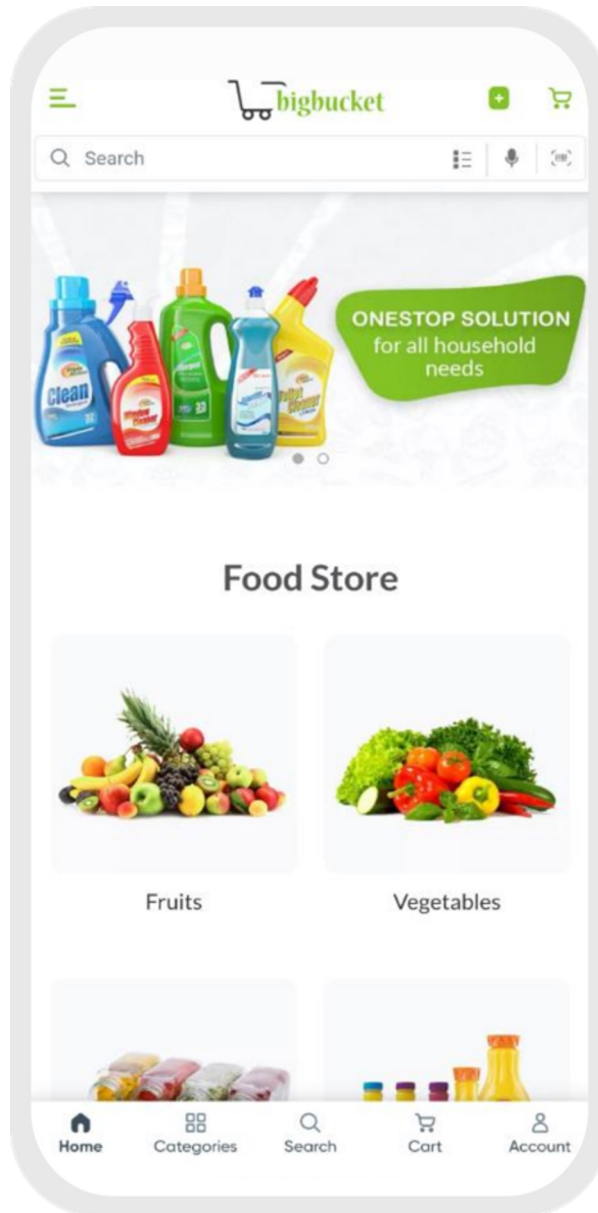
JD XPERTS – ONE STOP SOLUTION FOR ON-DEMAND SERVICES



JD OMNI – Cloud-Hosted Solution for Digitalizing Businesses



JD OMNI – Cloud-Hosted Solution for Digitalizing Businesses



JD OMNI – PRODUCT STACK

Services



Online Store /
Business Website



Cloud Based ERP



Sell Online



Receives Inquiries



Book Appointment

Sell Online



Mobile Focused
Design



Pwerful
Search



Cart &
Checkout



Prefilled Address
& Payment



Discount/
Coupon Code



Wishlist



Reviews &
Rating

Sell Offline



Web & Mobile
Billing System



Barcode Scanners
& Receipt Printers



Realtime
Dashboard



Order
Management



Inventory & Purchase
Management



Export Invoices
to Tally

Platforms



Physical
Store



Web &
Mobile Store



Android
App



iOS
App



Lite Apps
(PWA)



Sell on
WhatsApp



Facebook
Store

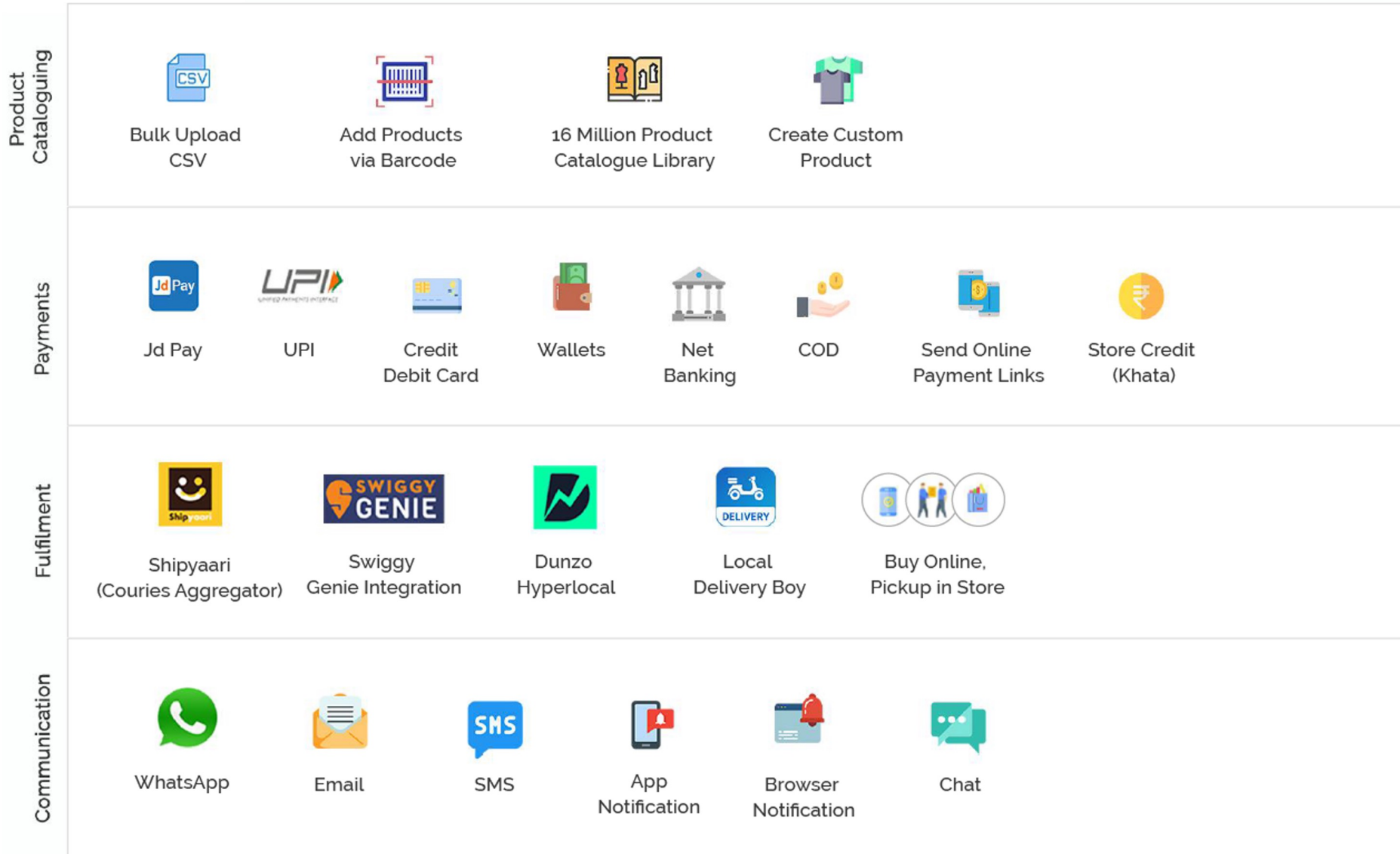




Google
Shopping






Marketplace





JD OMNI – PRODUCT STACK




Deliver to **Mumbai - 400064**  



 **JD Shopping Beta**  

Clock
You're gonna find a good time
[Shop Now](#)



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 **iPhone 13 (512GB, Midnight)**
★★★★☆ 74 Ratings
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iOS | Super Retina XDR Display | Blue | 256 GB | 12 MP


 **iPhone 13 mini (512GB, Blue)**
₹ 99,900

iOS | Super Retina XDR Display | Blue | 512 GB | 12 MP



 **iPhone 13 Pro Max (1TB, Gold)**
★★★★☆ 10 Ratings


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iPhone 13 (512GB, Midnight)
★★★★☆ 74 Ratings [EASY EMI](#)

Color: Midnight  **Internal Storage:** 512 GB 

₹ 1,09,900 
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FINANCIAL OVERVIEW

EFFICIENT & PROFITABLE BUSINESS MODEL

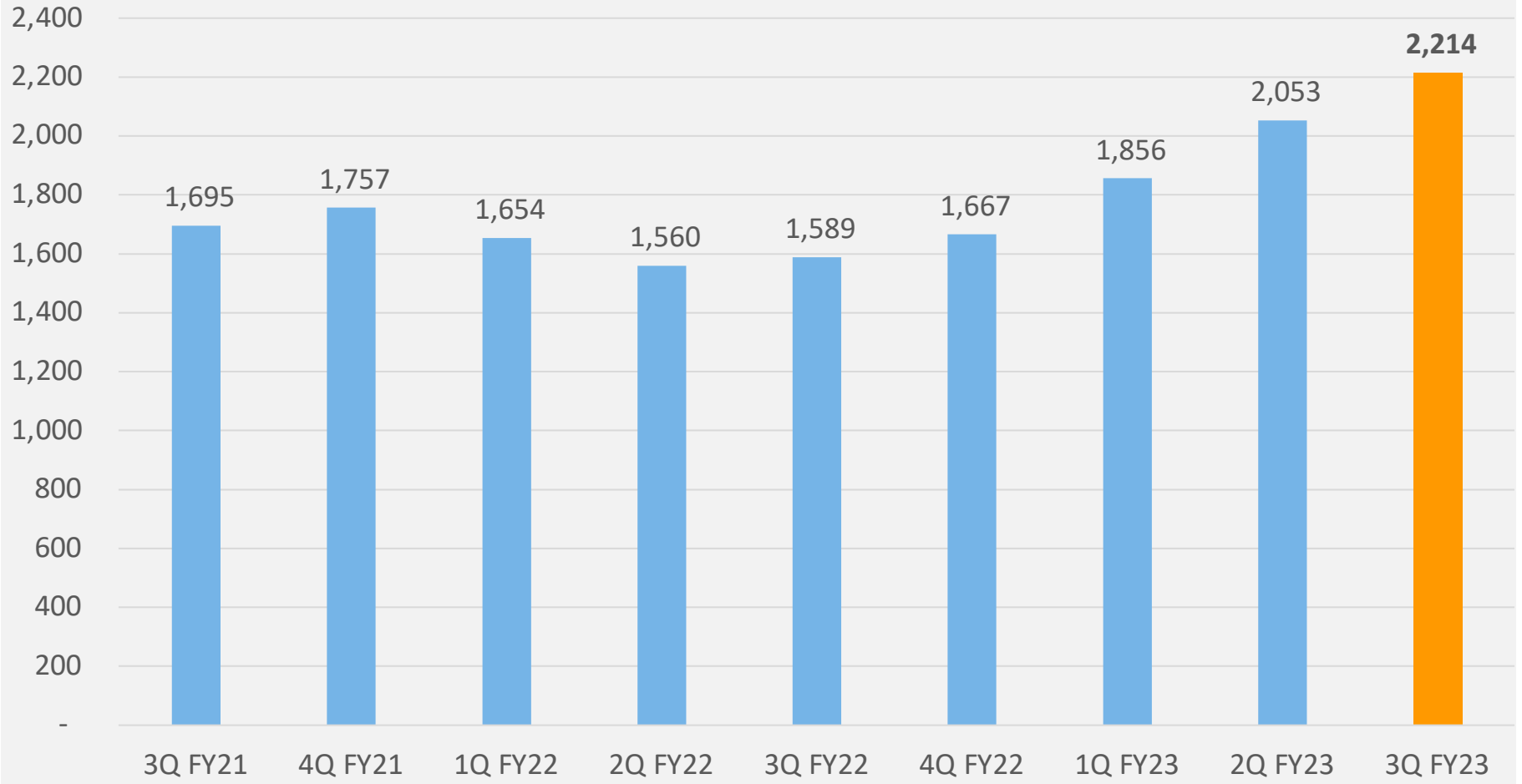
- Paid Advertisers pay a fixed fee to run searched advertising campaigns for their businesses on Justdial's platforms
- Various premium & non-premium listing packages available which determine placements in search results
- Multiple factors determine pricing, such as business categories of advertiser, 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 5,228 employees in tele-sales, 1,748 feet-on-street (marketing), and 4,971 feet-on-street (Cold Calling & Others) as on Q3 FY23



KEY
BUSINESS
ATTRIBUTES

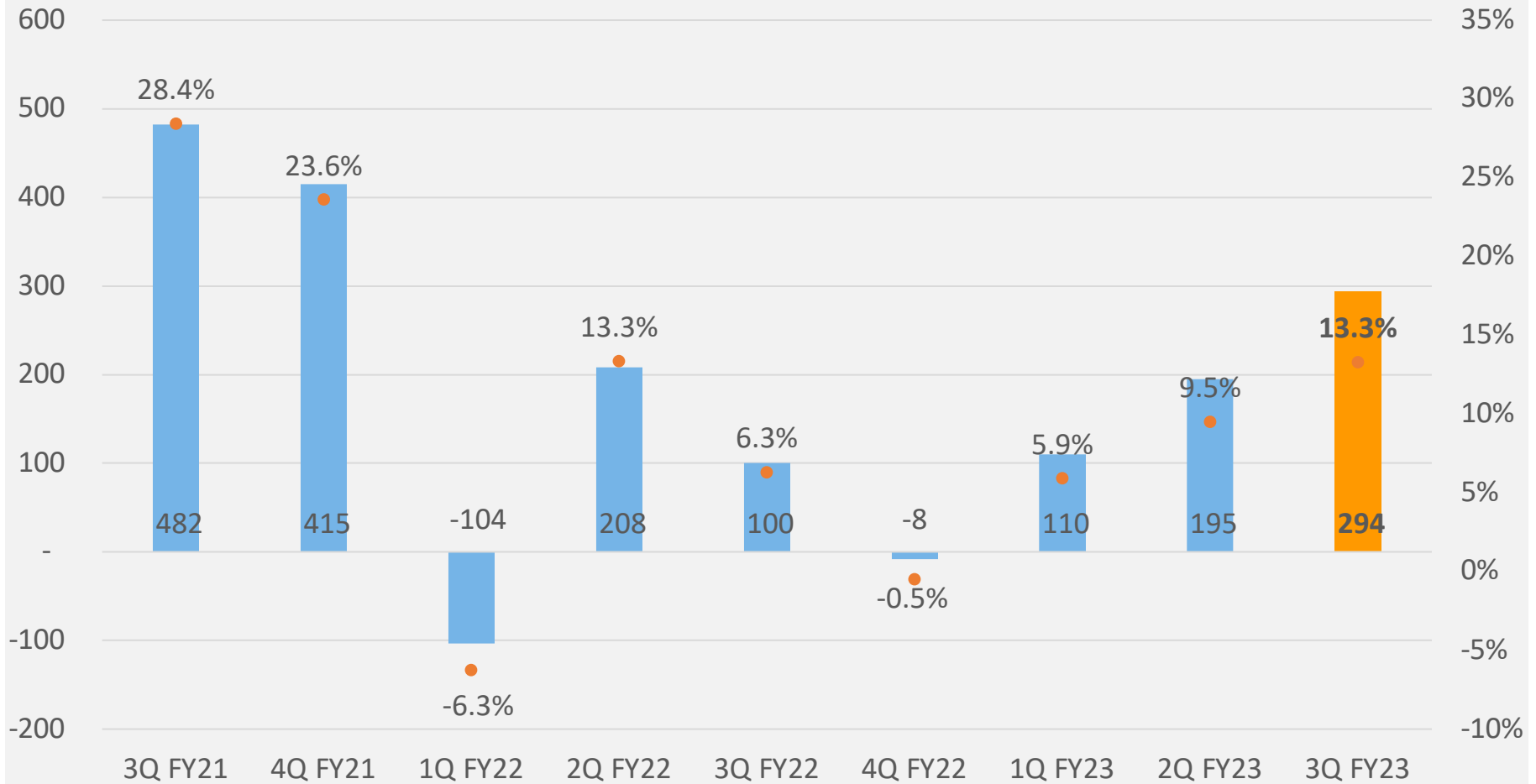
REVENUE

Operating Revenue (Rs million)



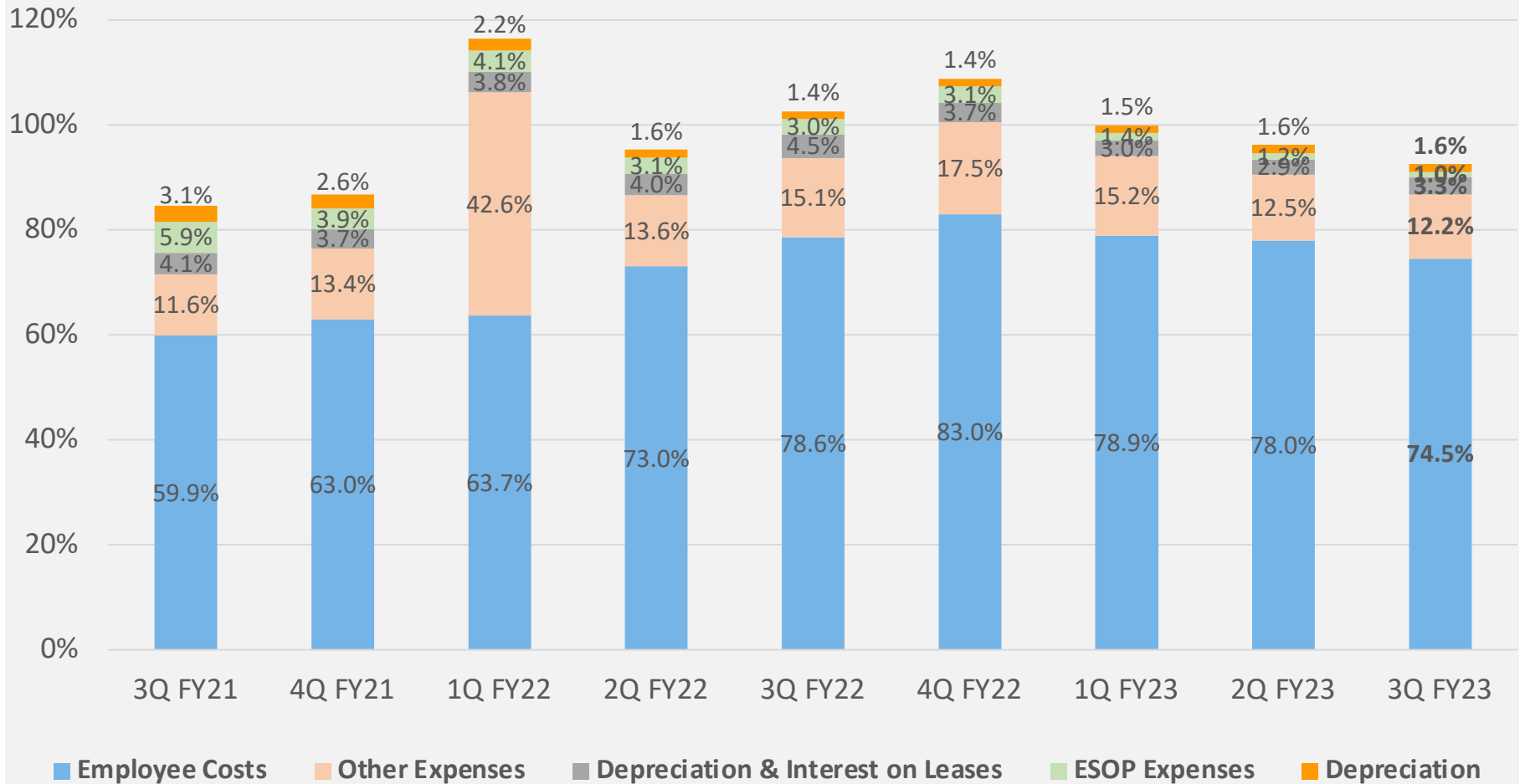
OPERATING MARGIN

Adjusted EBITDA (Rs million) & Margin %

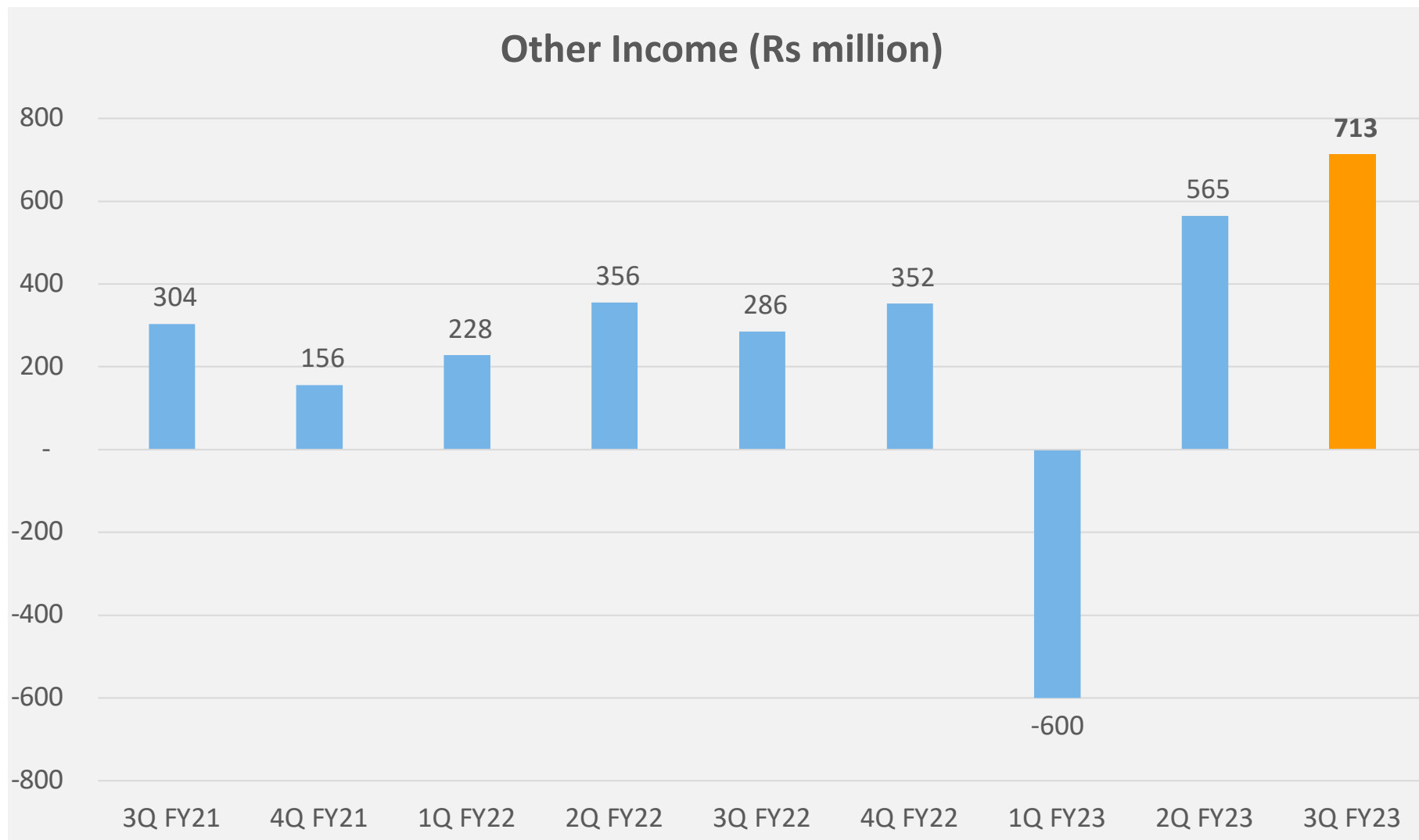


COST STRUCTURE

Expenses as % of Operating Revenue



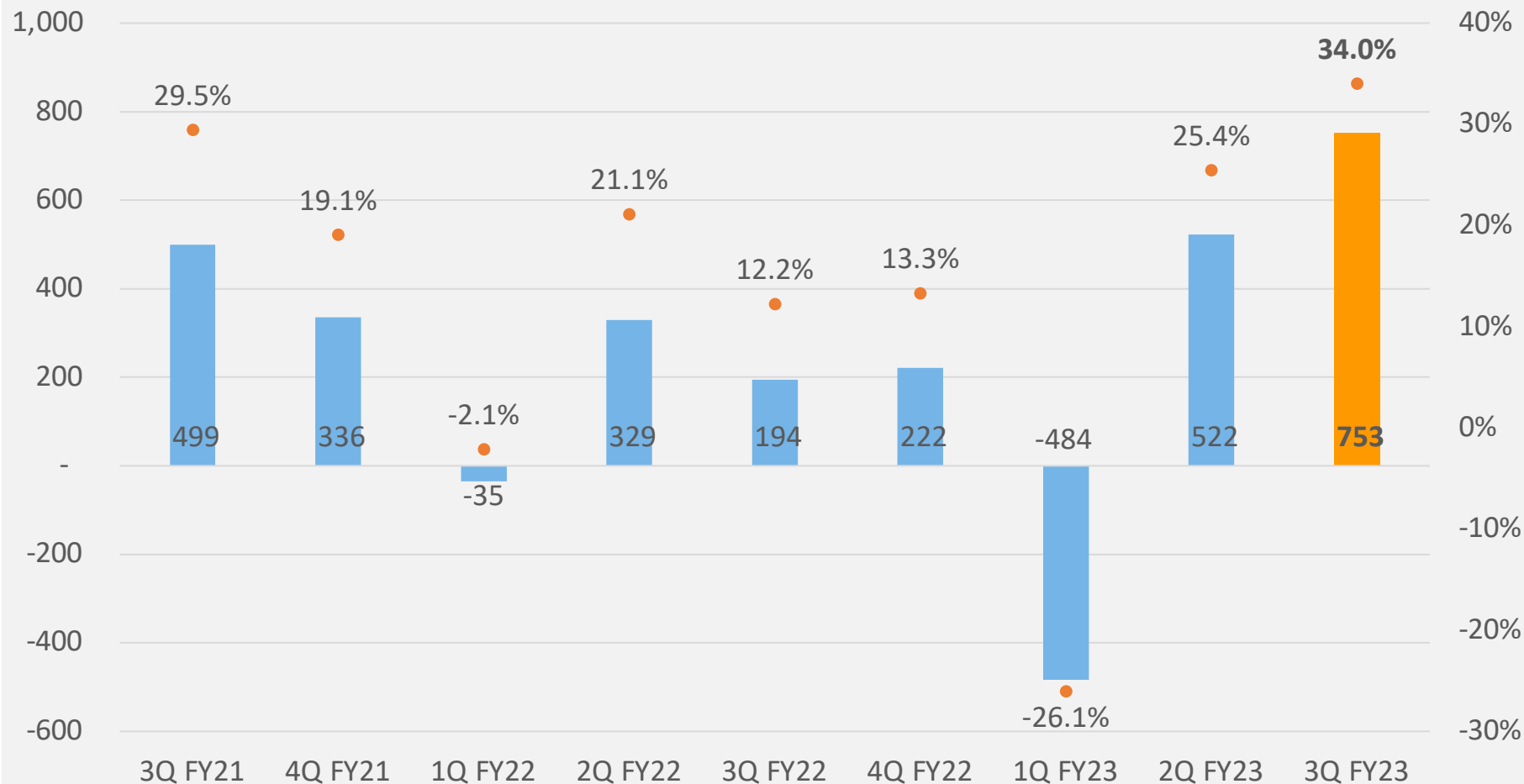
OTHER INCOME



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 the quarter.

NET PROFIT MARGIN

Net Profit (Rs million) & PAT Margin %



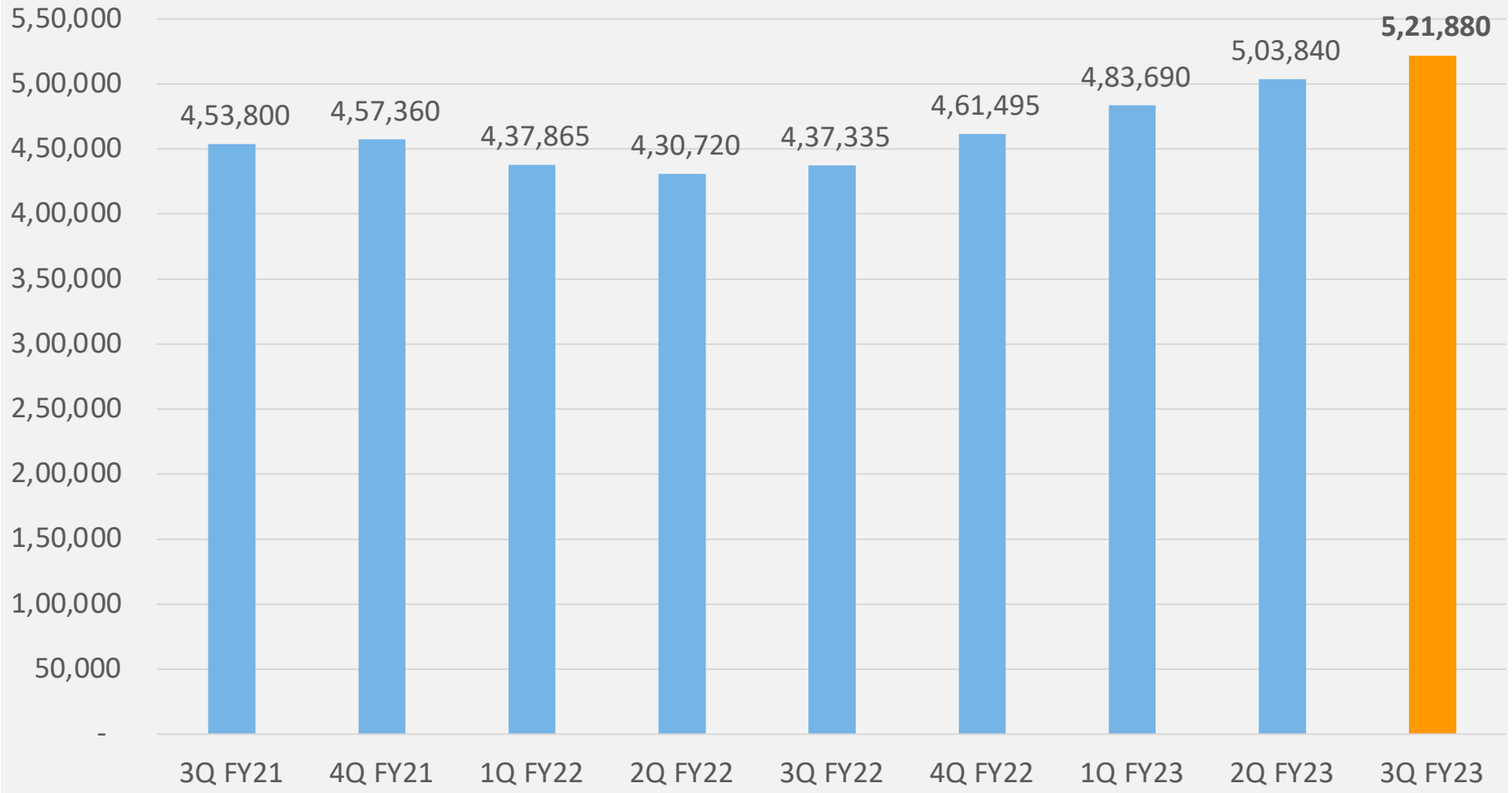
Note:

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 the quarter.

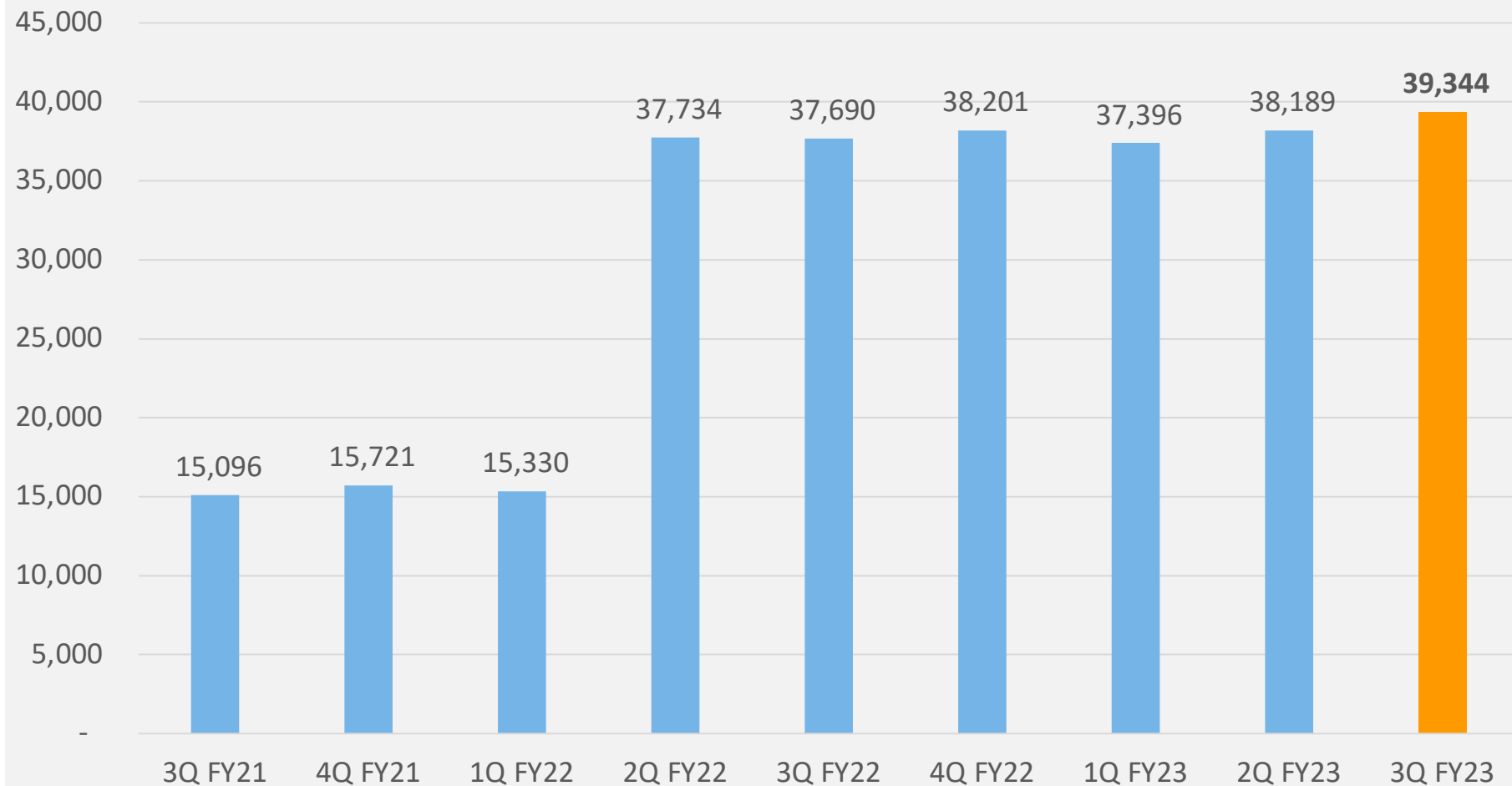
PAID CAMPAIGNS

Active Paid Campaigns - period end



CASH AND INVESTMENTS

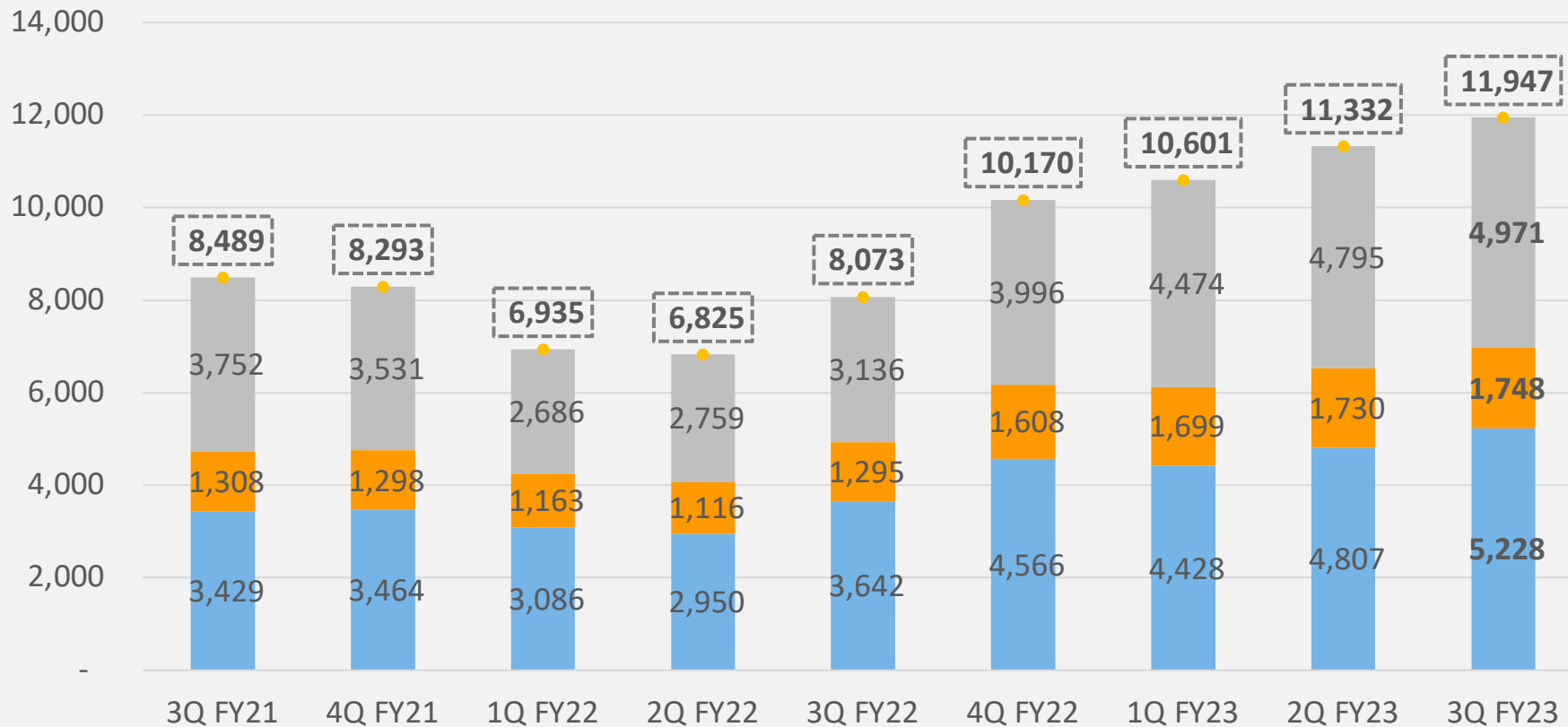
Cash & Investments - period end (Rs million)



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



■ Tele-Marketing

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

■ Feet-on-Street (Marketing)

● Total Sales Team Strength

JUST DIAL LTD - 3Q FY23 (Quarter ended December 31, 2022) PERFORMANCE SUMMARY						
Metric	Unit	3Q FY23	3Q FY22	YoY change	2Q FY23	QoQ change
Operating Revenue	(₹ million)	2,214	1,589	39.3%	2,053	7.9%
Operating EBITDA	(₹ million)	271	52	420.0%	170	59.1%
Operating EBITDA Margin	%	12.2%	3.3%	897 bps	8.3%	394 bps
Adjusted EBITDA (excl. ESOP expenses)	(₹ million)	294	100	194.0%	195	51.1%
Adjusted EBITDA Margin (excl. ESOP expenses)	%	13.3%	6.3%	700 bps	9.5%	381 bps
Other Income, net	(₹ million)	713	286	149.5%	565	26.1%
Profit Before Taxes	(₹ million)	876	244	259.0%	643	36.3%
Net Profit	(₹ million)	753	194	287.7%	522	44.2%
Net Profit Margin	%	34.0%	12.2%	2178 bps	25.4%	856 bps
Unearned Revenue (period end)	(₹ million)	4,024	3,257	23.6%	3,786	6.3%
Cash & Investments (period end)	(₹ million)	39,344	37,690	4.4%	38,189	3.0%

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

JUST DIAL LTD - 3Q FY23 (Quarter ended December 31, 2022) PERFORMANCE SUMMARY						
Metric	Unit	3Q FY23	3Q FY22	YoY change	2Q FY23	QoQ change
Unique Visitors	(million)	156.8	142.7	9.8%	156.5	0.2%
- Mobile	(million)	134.0	120.2	11.5%	132.2	1.4%
- Desktop/ PC	(million)	17.1	16.3	5.2%	18.2	-5.8%
- Voice	(million)	5.6	6.2	-9.4%	6.1	-7.8%
- Mobile	% share	85.5%	84.2%	125 bps	84.5%	101 bps
- Desktop/ PC	% share	10.9%	11.4%	-48 bps	11.6%	-70 bps
- Voice	% share	3.6%	4.4%	-76 bps	3.9%	-31 bps
Total Listings (period end)	(million)	35.0	31.4	11.5%	33.9	3.3%
Net Listings Addition		1,123,874	413,100	172.1%	1,069,916	5.0%
Total Images in Listings (period end)	(million)	131.8	113.4	16.2%	126.6	4.1%
Listings with Geocodes (period end)	(million)	20.8	17.9	16.6%	20.1	3.6%
Ratings & Reviews	(million)	139.8	125.3	11.6%	137.1	2.0%
Paid campaigns (period end)		521,880	437,335	19.3%	503,840	3.6%
Total App Downloads (period end)	(million)	32.2	30.1	6.9%	31.7	1.6%
App Downloads per day		7,827	8,407	-6.9%	7,862	-0.4%
Total Employees (period end)		15,393	11,098	38.7%	15,058	2.2%
- Sales Employees (period end)		11,947	8,073	48.0%	11,332	5.4%

BOARD OF DIRECTORS

EXECUTIVE DIRECTOR

V S S Mani

V.S.S. Mani is the Founder, Managing Director and Chief Executive Officer of Justdial. With over 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.

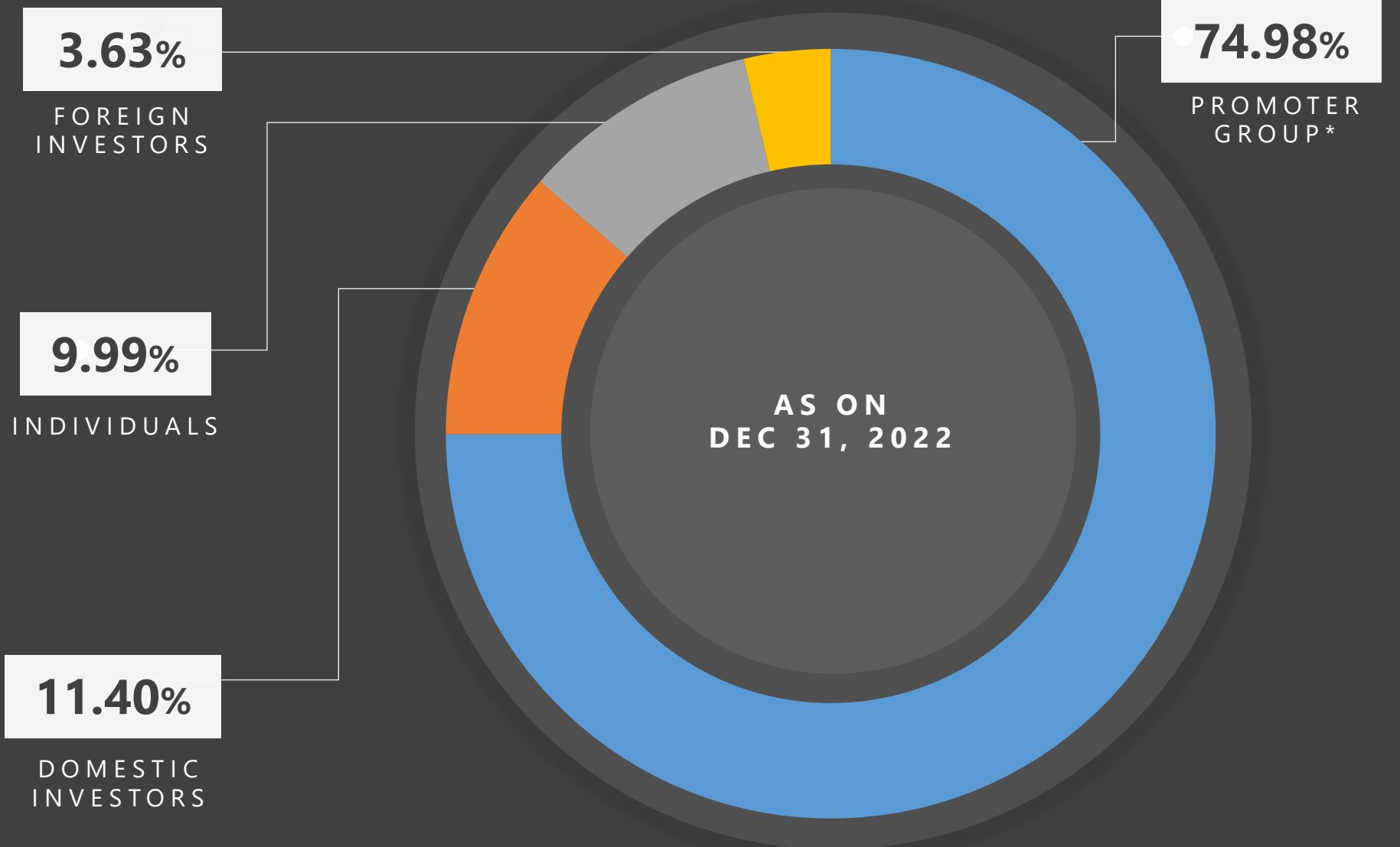
Divya Murthy

Divya Murthy has been associated with Reliance Group for over 19 years as a senior member of the central corporate legal team. She has extensive experience in mergers, acquisitions, joint ventures, other strategic collaborations and allied matters. She is a law graduate from National Law School of India University, Bangalore and is a member of the Bar Council of Maharashtra & Goa.

LEADERSHIP TEAM

Name	Designation	Experience	Functional Areas
V S S Mani	Chief Executive Officer	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	22 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
Prasun Kumar	Chief Marketing Officer	25 Years	Advertising & Marketing, Digital, PR, and User/ Traffic Growth initiatives
Ajay Mohan	Chief Business Officer	27 Years	Sales platform management, Strategic alliances, Corporate partnerships & Business expansion
Rakesh Ojha	Chief Business Officer (West & South)	27 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	24 Years	Sales & Expansion (South Region)
Shwetank Dixit	Vice President - Strategy, Operations & Analytics	11 Years	Strategy, Content Augmentation, Curation & Enrichment, Business Analytics/ MIS, Traffic

SHAREHOLDING PATTERN



*Stake held by Promoter - Reliance Retail Ventures Limited (RRVL) = 64.40%

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