

April 17, 2024

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 (Consolidated and Standalone) for the quarter and financial year ended March 31, 2024

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, 2024 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

April 2024



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.

Q4 FY24 means the period Jan 1, 2024 to Mar 31, 2024

FY24 or FY 23-24 or FY 2024 means the Financial Year starting Apr 1, 2023 and ending Mar 31, 2024



BUSINESS OVERVIEW



COMPANY OVERVIEW

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



High user engagement, 148.0 million ratings & reviews



171.1 million quarterly unique visitors in Q4-FY24



Database of 43.6 million listings



Scalable and profitable business model



583,690 active paid campaigns



Figures as on Mar 31, 2024

KEY STRENGTHS

- ❑ First Mover Advantage in Indian Local Search Market
- ❑ Strong Brand Recognition with 171.1 million unique quarterly visitors^ in Q4 FY24 (165.9 million in Q3 FY24)
- ❑ Comprehensive database of 43.6 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



4,535 employees in tele-sales, 5,281 feet-on-street salesforce



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

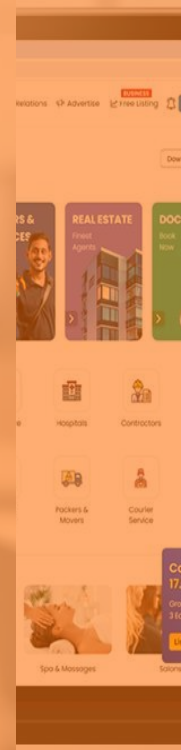
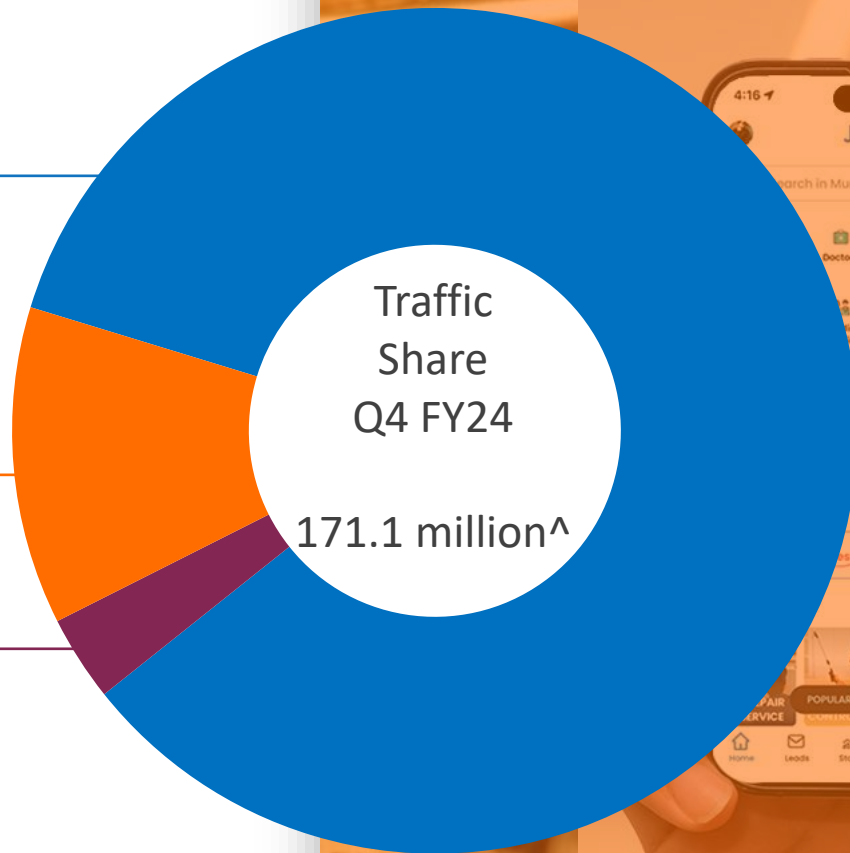


PLATFORMS

 **84.6%**
MOBILE
Mobile Site & Apps

 **12.2%**
DESKTOP/ PC
www.justdial.com

 **3.2%**
VOICE
88888-88888



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

MOBILE



Android & iOS Apps

Predictive Auto-Suggest

Company, Category, Product Search

Map View of Category Search

Location Detection

Voice Search

App Notifications

JD Pay

Maps & directions

Location-based search service

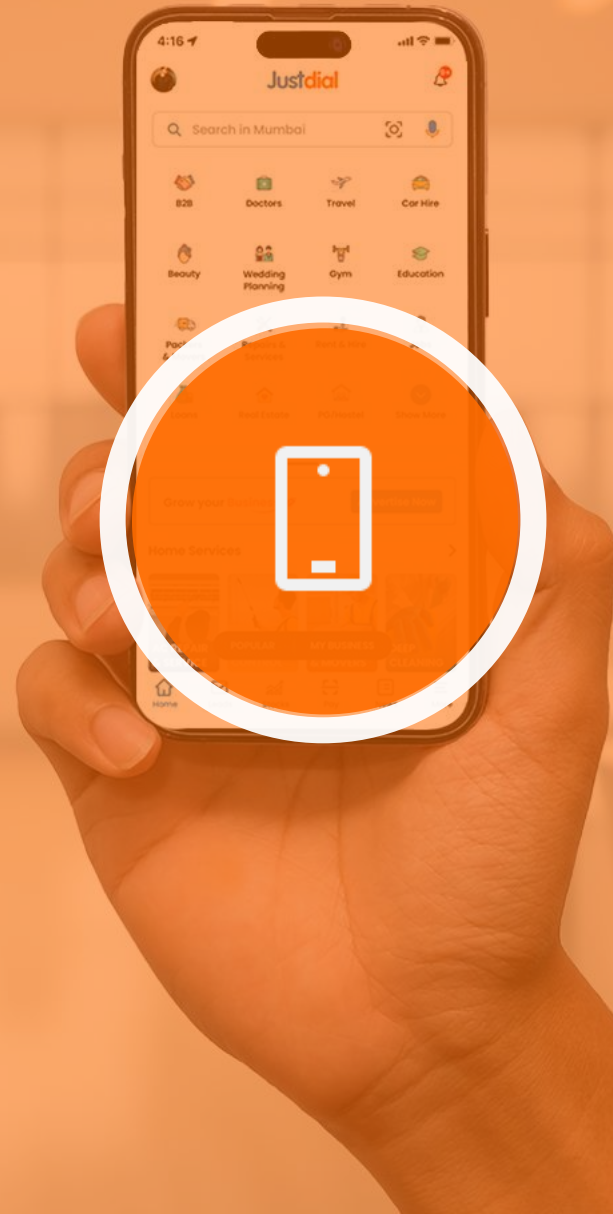
Ratings & Reviews

Friends' Ratings

Real-time Performance tags for listings

Favorites

Search Plus



WEBSITE

Predictive Auto-Suggest

Company, Category, Product Search

Location Detection

Maps & directions

Operating hours

Business logos

Pictures & videos

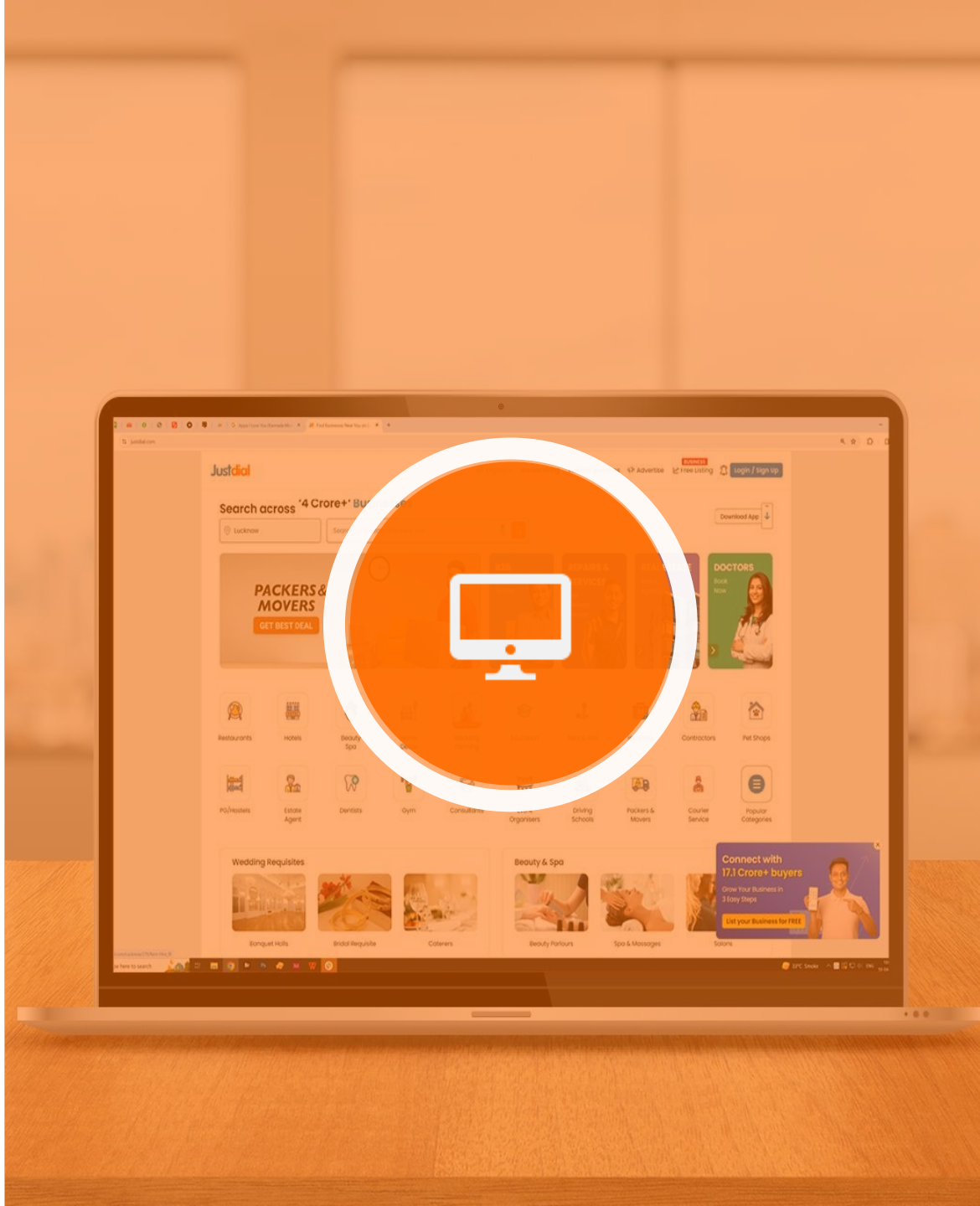
Ratings & reviews

Friends' Ratings

Favorites

Search Plus

Popular Category Searches



VOICE

 888888-888888

Operator-assisted Hotline Number

One number across India

24 Hours a day x 7 Days a week

Multi-lingual support

Zero-ring Pickup

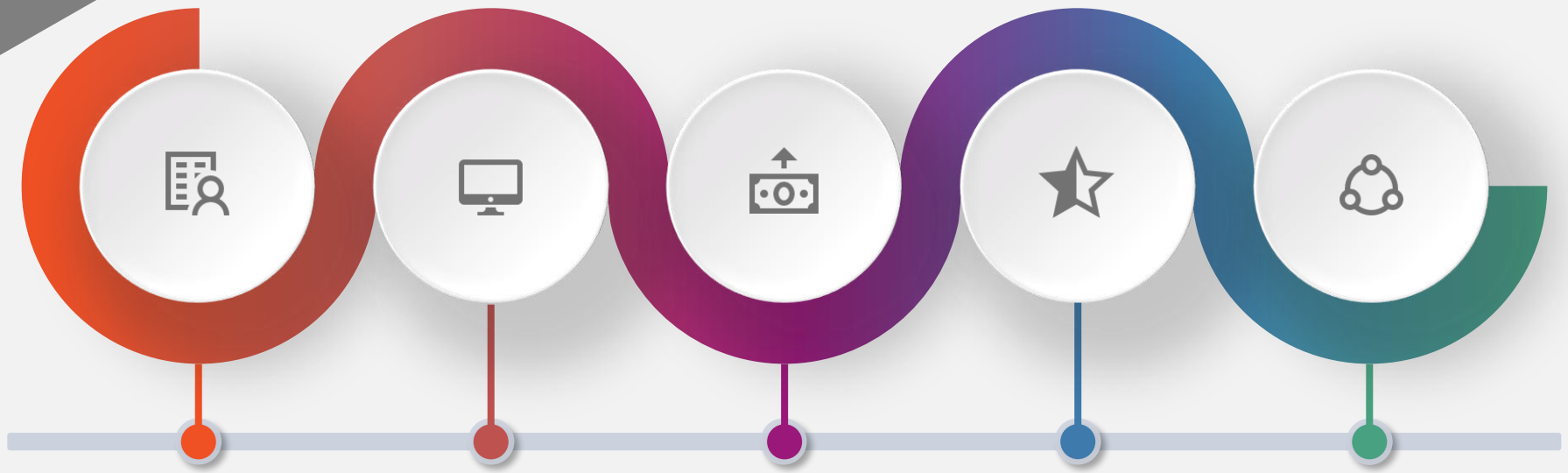
Personalized Greeting

Multiple queries in one call

Instant WhatsApp, SMS & Email



VALUE PROPOSITION FOR SMEs



LISTING

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

OWN WEBSITE

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

PAYMENTS

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

RATINGS

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

REACH

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

USER ENGAGEMENT



148.0 million Ratings & Reviews

Mobile-verified, unbiased ratings

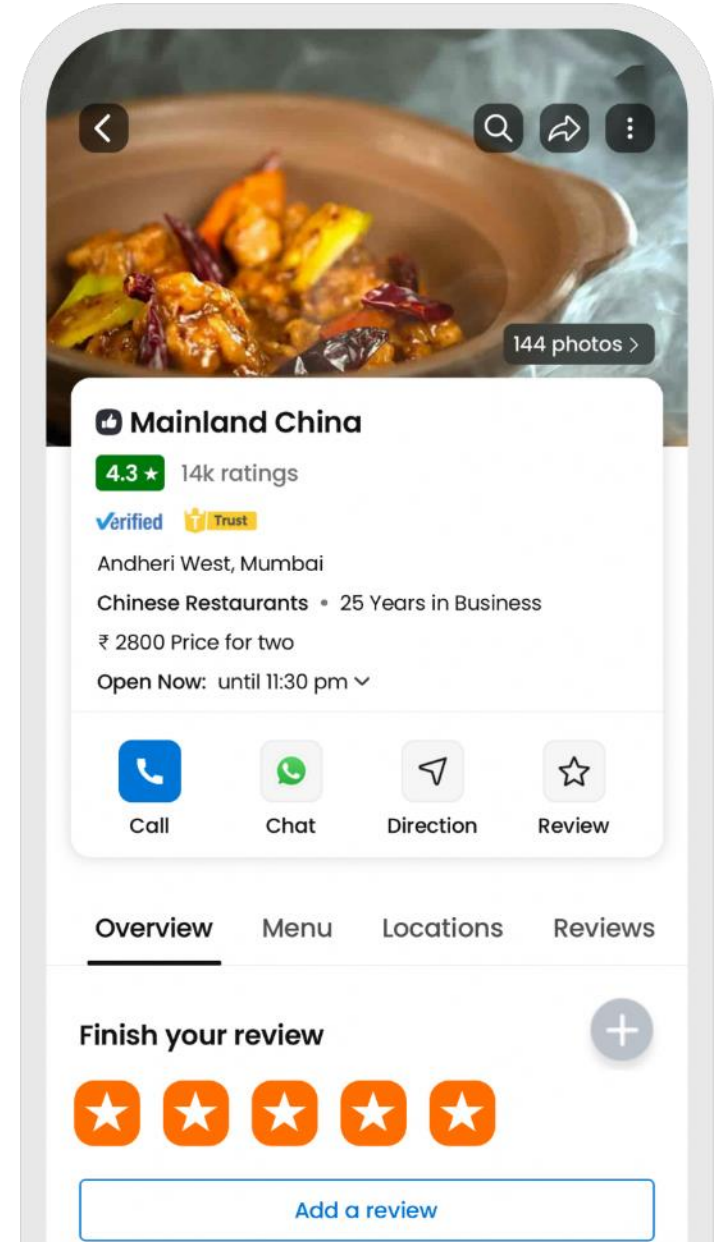
Intelligent tags to capture experiences

Friends' Ratings

5-Point Rating Scale

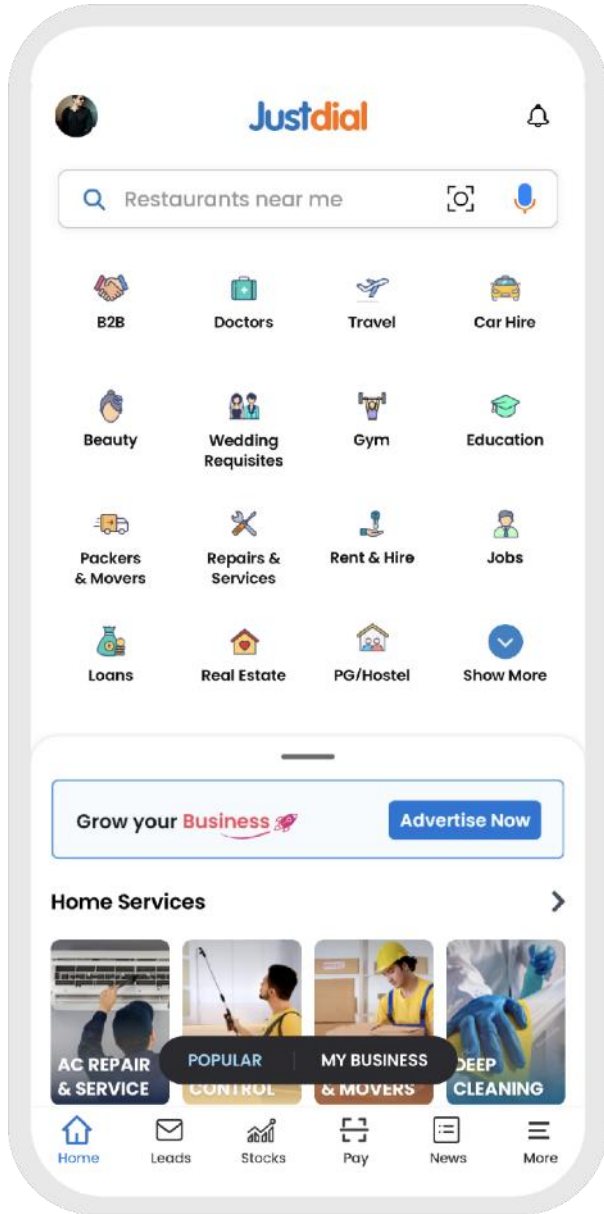
Photos Upload with Review

Robust Audit Mechanism

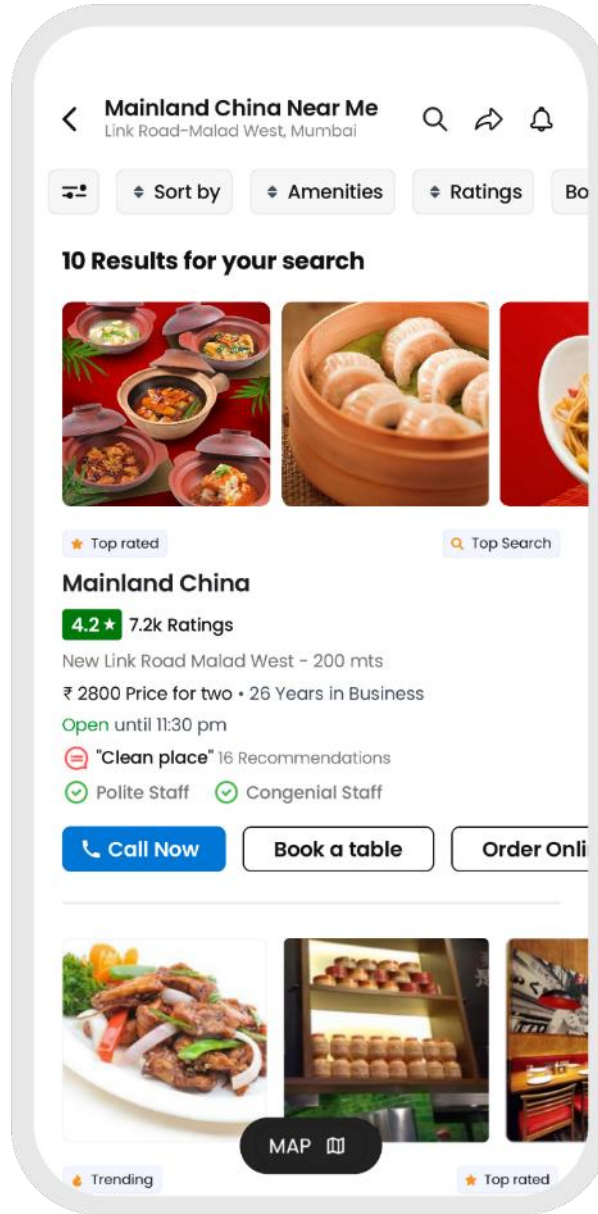




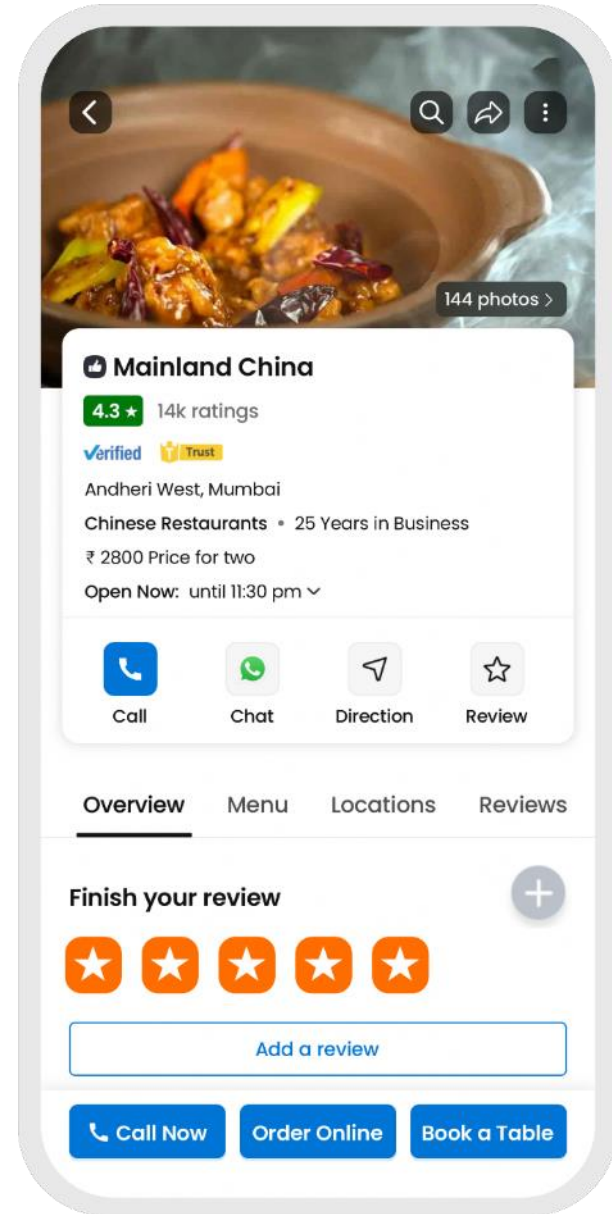
PRODUCT OVERVIEW



The Justdial app home screen features a search bar with the text "Restaurants near me" and a microphone icon. Below the search bar is a grid of 16 service categories, each with an icon and text: B2B, Doctors, Travel, Car Hire, Beauty, Wedding Requisites, Gym, Education, Packers & Movers, Repairs & Services, Rent & Hire, Jobs, Loans, Real Estate, PG/Hostel, and Show More. At the bottom, there is a "Home Services" section with four featured services: AC REPAIR & SERVICE, POPULAR CONTROL, MY BUSINESS & MOVERS, and DEEP CLEANING. The bottom navigation bar includes icons for Home, Leads, Stocks, Pay, News, and More.



The search results for "Mainland China Near Me" in Link Road-Malad West, Mumbai, show 10 results. The top result is "Mainland China" with a 4.2 star rating and 7.2k ratings. It is located at New Link Road Malad West - 200 mts, with a price of ₹ 2800 for two and 26 years in business. The restaurant is open until 11:30 pm and has received 16 recommendations for being a "Clean place", with staff noted as polite and congenial. Action buttons include "Call Now", "Book a table", and "Order Online". Below the text are three images of food: a plate of stir-fried chicken, a steamer of dumplings, and a bowl of noodles.



The detail view for "Mainland China" shows a 4.3 star rating with 14k ratings, a verified badge, and a trust badge. The address is Andheri West, Mumbai, and it has been in business for 25 years. The price is ₹ 2800 for two, and it is open until 11:30 pm. Action buttons for "Call", "Chat", "Direction", and "Review" are visible. Below the buttons are tabs for "Overview", "Menu", "Locations", and "Reviews". A "Finish your review" section shows five orange star icons and an "Add a review" button. At the bottom, there are buttons for "Call Now", "Order Online", and "Book a Table".

General Physician Doctors
Link Road-Malad West, Mumbai

Dr. Asmita D Chaturvedi
Call

Sort By Book Appointment Available Now

25.4k Results for your search

Sai Clinic
4.7 ★ 29 Ratings
LT Road Borivali West - 4.7 km
10 Years in Healthcare
Available until 9:00 pm
Trending
"As I was looking out for some heart specialist doctor cardio..."
108 Enquiries

Call Now Send Enquiry Chat

Your friend Gaurav rated this 4/5

Dr. Aniket Wadal
4.9 ★ 33 Ratings
Station Road Kandivali East
2016 Years in Healthcare
Available until 10:00 pm
Responsive
71 Enc 29 Ratings

Call Now Send Enquiry Book Appointment

MAP

2:05

10 photos >

Dr. Ashish Agrawal (The Heart Clinic)
4.5 ★ 127 ratings
Verified
Mulund West, Mumbai
Cardiologists • DM (Cardiology)
20 Years in Healthcare • 67 people enquired
Available Now: Open 24 Hrs
In Clinic Appointment • Fees ₹ 1500

Call Chat Direction Review

Overview Appointment Locations Reviews

Start your review

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

Call Now Book Appointment

9:04

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: 4:30 pm tomorrow
In Clinic Appointment • Fees ₹ 500

Call Message Direction Review

Overview Locations Reviews Services

Fortis Hospital
No.154/9, Bannerghatta Road, Bangalore - 560076
Direction Copy

Fees ₹500

Clinic Timings
Mon-Sat : 04:30 PM - 08:30 PM

Call Now Enquire Now

4:36

Enrich Salon

4.4 ★ 1.5k ratings

Hsr Layout Sector 2, Bangalore Salons

Open Now: until 8:00 pm

Call Chat Book Now Direction

Overview **Locations** Reviews Services

Enrich Salon 4.5 ★ Hulimavu

Enrich Salon 4.6 ★ Jp Nagar 5th Phase

Call Now Enquire Now Chat

Enrich Salon

Overview Locations Reviews **Services**

Services

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

View All Services

Highlights from the Business

Nail Art Manicure Pedicure

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

The Neha Salon & Academy

Overview **Catalogue** Reviews Quick I

Search catalogue

Hair Colour Services (3)

Colour Highlights For Women

₹6,000 / Session

View Details

Crown Highlights For Women

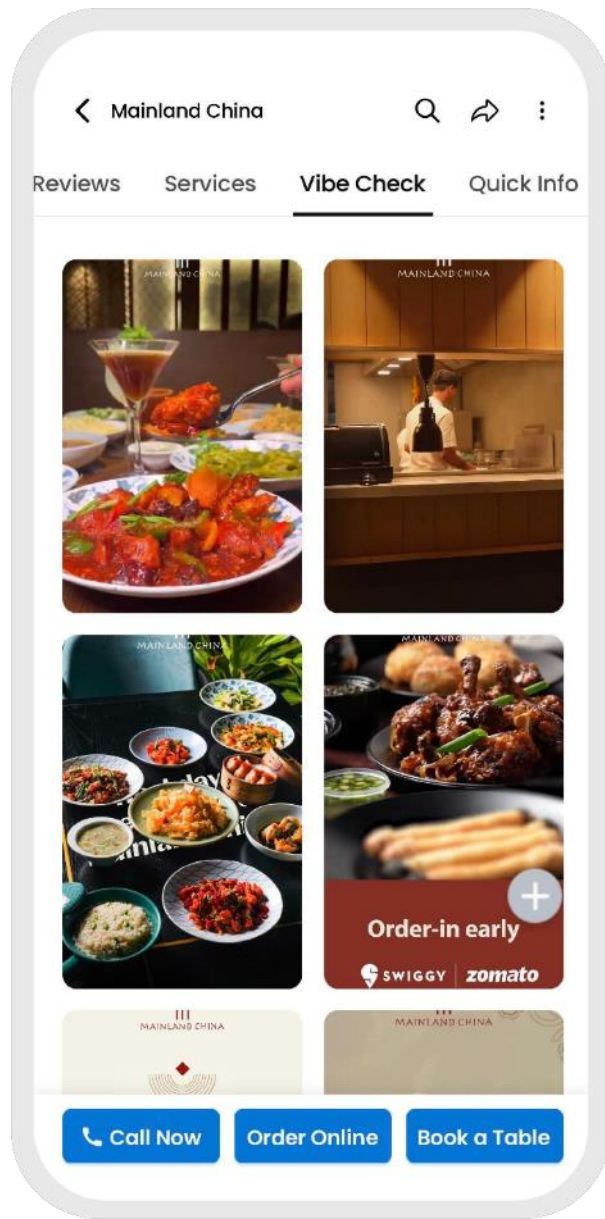
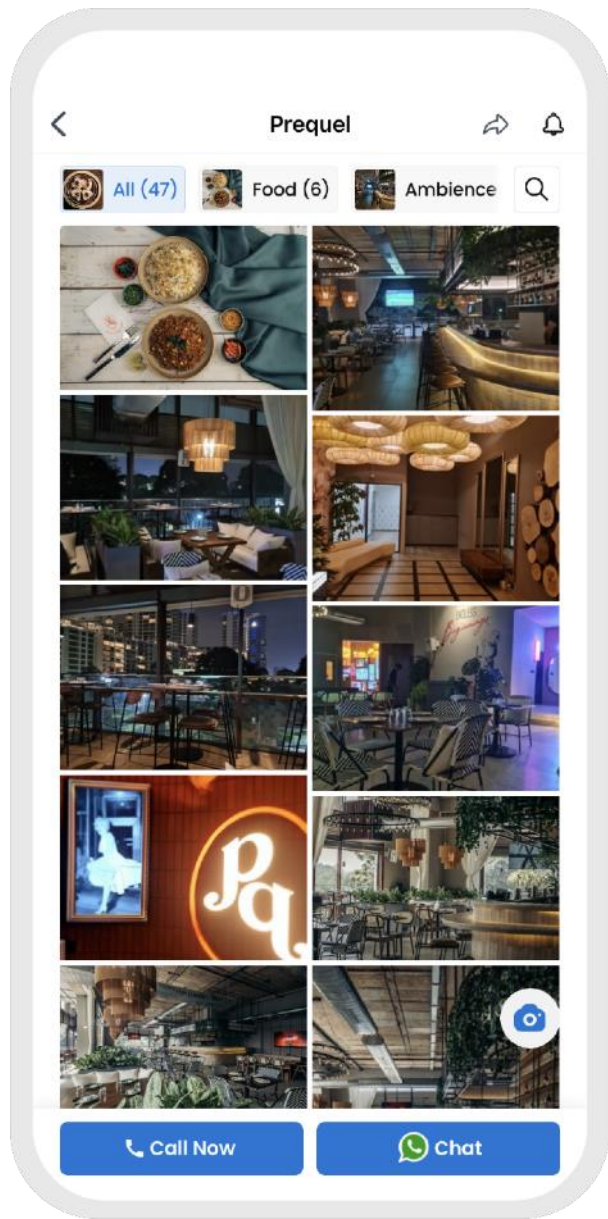
₹3,500 / Session

View Details

Catalogue

Call Now Enquire Now Chat

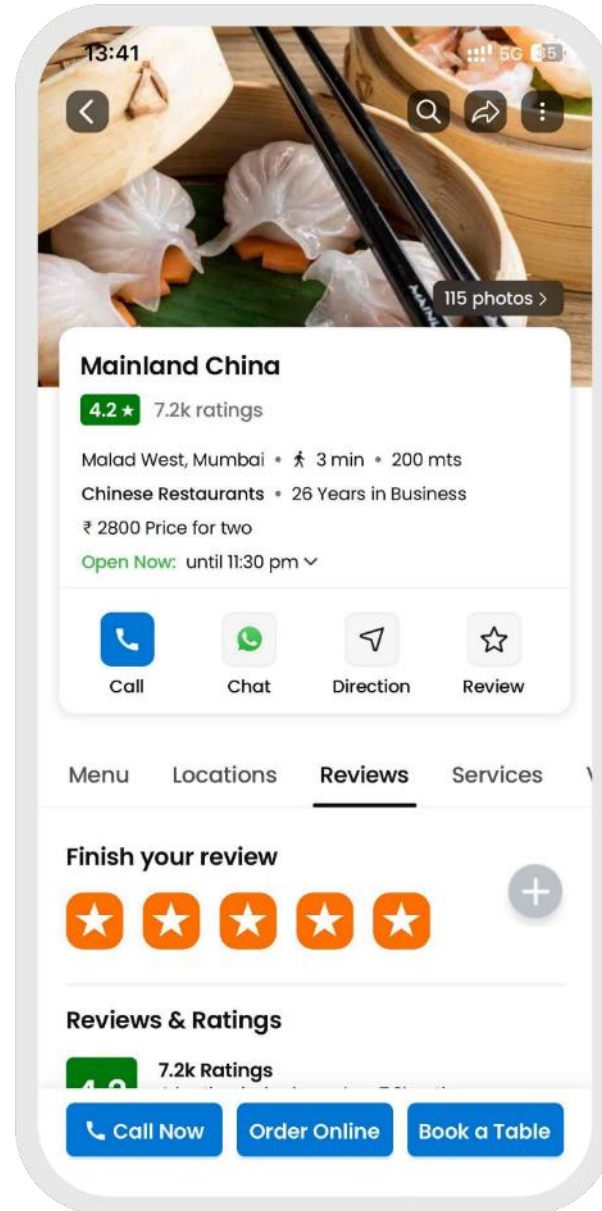
JD Mobile



Voice Search

Listening.....

Mainland China restaurant



Enhanced Ratings & Reviews System

← Mainland China 🔍 ↗ ⋮

Overview Menu Locations **Reviews** Se

Finish your review

★ ★ ★ ★ ★

[Add a review](#)

Reviews & Ratings

4.2 7.3k Ratings
Jd rating index based on 7.3k ratings across the web

Vaishnavi & 22 other friends rated this

Recent rating trend

4.0 ★ 5.0 ★ 4.0 ★ 4.5 ★ 5.0 ★ 5.0 ★

User Reviews

Relevant Friends Ratings (23) Latest High

Review Highlights

Clean place (16) Fresh food (9) Great ambience (

[Call Now](#) [Order Online](#) [Book a Table](#)

Mainland China Malad West ✕

How would you rate your experience?

★ ★ ★ ★ ★

Excellent 😊

Dine in Delivery

What did you love?

Authentic cuisine ✕ **Reasonably priced** ✕

🔍 Search tag or select from below

Fresh food Tasty food Short wait time

Quick service Worth the money

Good seating

Tell us about your experience

 Tips

Please say a little something about the food, ambience, service and price

[Let AI write a review for me?](#)

[Submit Review](#)

Mainland China Malad West ✕

What did you love?

Authentic cuisine ✕ **Reasonably priced** ✕

🔍 Search tag or select from below

Fresh food Tasty food Short wait time

Quick service Worth the money

Good seating

Tell us about your experience

 Tips

Mainland China offers an excellent experience with its authentic and delicious Chinese cuisine. The dishes are reasonably priced, allowing for a satisfying meal without breaking the bank. The ambience and service further enhance the overall dining experience.

[Let AI write a review for me?](#) 219 characters

Upload Photos

[Submit Review](#)

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

4d 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



Somsuraj

1249 reviews, 85 followers

19 Dec 2022



Mainland China

Overview Menu Locations Reviews

What users liked

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[More](#)

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Udaipur Rajasthan

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B2B

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REPAIRS & SERVICES

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REAL ESTATE

Finest Agents

DOCTORS

Book Now



Restaurants



Hotels



Beauty Spa



Home Decor



Wedding Requisites



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



Justdial

Bangalore

Prequel



My Business



Bangalore > Restaurants in Bangalore > Restaurants in Hebbal > Prequel



Prequel

4.2 ★★★★★ 1,184 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

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 - Sun 12:00 pm - 1:00 am

[Suggest new hours](#)

Address

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

[Get Directions](#)

[Copy](#)

[Get info via SMS/Email](#)

[Share this](#)

[Tap to rate](#)

[Visit our Website](#)

[Edit this](#)

Similar Restaurants


[View More](#)



JD Mart – Exclusive B2B Platform

Location: Mumbai

Search "Modular Kitchens"



Asianpaints Emulsion Paint
SAFE PAINTING SERVICE EXPERT
Source Now

All Categories | Post Requirement

- Construction & Real Estate
- Food & Beverage
- Home & Garden
- Apparel & Fashion
- Automobiles Accessories
- Electronics
- Furniture
- Health & Medical


Top-Ranked Categories For You

Home | Leads | Stocks | Pay | News | More

Powder Coating Machine
Mumbai


Products | Suppliers **New**

All India | Business Type | Brands




NC301D Manual Powder Coating Machine
₹ 89,600 / Unit
Verified 19 yrs Popular
Magnus Equipments
Palghar **Manufacturer**
20 Enquiries

Call Now | Get Best Price

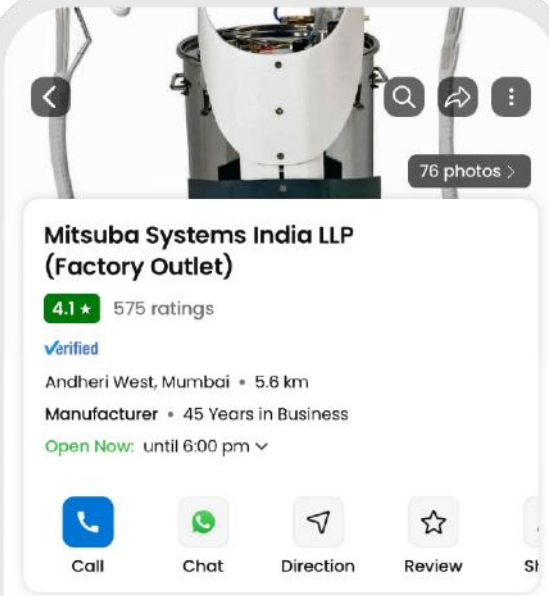


Semi Automatic Powder Coating Machine
19 yrs
Hitesh Enterprises
Thane **Dealer**
5 Enquiries

Call Now | Get Best Price



Steel Powder Coating Machine
18 yrs Responsive
Manali Enterprises
Thane **Wholesaler**




Mitsuba Systems India LLP (Factory Outlet)
4.1 ★ 575 ratings
Verified
Andheri West, Mumbai • 5.6 km
Manufacturer • 45 Years in Business
Open Now: until 6:00 pm

Call | Chat | Direction | Review

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

All | Powder Coating Equipment | Hoppe


Powder Coating Equipment
2 products



Call Now | Enquire Now | Chat

JD Mart – Exclusive B2B Platform

5:05



2/3

Twin Series 700 Supreme Powder Coating Machine

₹ 4,000 - ₹ 80,000 / Pc


Description

Powder coating system designed for conveyerised powder coating plants, where two operators spray powder on objects moving on a conveyor. This equipment comes with an 'Infiniti' powder spray gun, a special 'twin' control panel with a performance monitor and many other features to ensure the coated object gets perfect powder coverage. Benefits:...

Specifications

Brand	Mitsuba Systems
Body Material	Stainless Steel
Type	Electrostatic Powder Coating Machine
Output Current	Others, 100 micro Amp

[Call](#) [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)


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

Rebar Coating Equipment


More from this seller




Dual Series 700 Supreme Large...
₹ 4 K - ₹ 80 K




Series 3 High Efficiency Electr...
₹ 60 K - ₹ 16 L




Uni Series Powder Spray B...
₹ 8 K - ₹ 3.2 L



Compact Standalone Sie...
₹ 200 - ₹ 80 K




Stainless Steel Circular Powder...
₹ 200 - ₹ 32 K



PowderCoatPro Powder Spray S...
₹ 10 K - ₹ 8 L

Product images



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JD Mart – Exclusive B2B Platform

Justdial

Bangalore

Search 'Chemicals'

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Alex



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Immune Booster



Sodium Glycerophosph...



Energy Drink



Energy Drink Powder

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Justdial

Bangalore

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

Advertise

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Become a Seller



All Categories Construction & Real Estate Security & Protection Health & Medical Home & Garden Furniture

Bangalore > Energy In Bangalore > Solar Energy Products In Bangalore > Solar Panel In Bangalore > Loom Solar Panel 20 watt -



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

Quantity

Units

Ask for Price

1 Unit (MOQ)

Specification

Brand

Loom Solar

Description

[View Details](#)

Loom Solar has launched a mini solar panel of 20-watt for a 12-volt battery that is charged with the help of sunlight. Being light in weight, this portable solar panel finds many applications or uses. The panel is specially designed to charge small batteries up to 10 Ah or 10,000 mAh. Loom Solar is India's premium solar brand that manufactures and sells solar systems of various capacities including small solar panels. In the family of solar panels, mini solar panels are defined by their size..

Seller Information



Konark Solar

IND | Bangalore

Dealer

4.8 ★★★★★ 163 Ratings

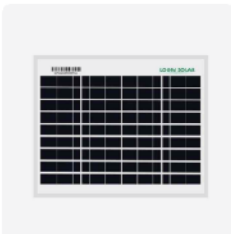
5 Years

Show Number

Get Best Price

Chat

More from this seller



Loom Solar Panel 10 Watt - 12 Volt For Mobile Charging

₹ 500 - ₹ 900

Get Best Price



Off Grid Solar Panel

₹ 700 - ₹ 20,000

Get Best Price



LED Solar Street Light

₹ 8,000 - ₹ 25,000

Get Best Price



Loom Solar Panel 50 Watt - 12 Volt Mono Perc

RFQ

Get Best Price

JD Mart – Exclusive B2B Platform

Justdial

Mumbai

Mitsuba Systems India LLP (Factory Outlet)

Advertise

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All Categories

Automobiles Accessories

Construction & Real Estate

Electronic Component

Health & Medical

Industrial Machinery

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)

IND | Andheri West, Mumbai

4.1 ★★★★★ 576 Ratings

Verified 45 Years

Show Number

Send Enquiry

Chat

Home

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About us

Videos

Search in this store

All

Powder Coating Machine

Powder Coating Plants

Powder Sieving Machine

Powder Coating Booth

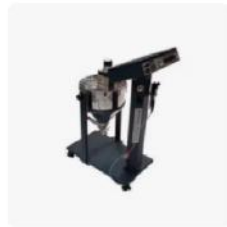
Hopper

Powder Coating Equipment

Automatic Sprayer

Industrial Equipment Parts

Coating Machine



Powder Coating Equipment For Fluorescent Penetrant...

Ask For Price



Hopper Mounted Siever (Batch Type)

Ask For Price



Sprayright Plus Powder Coating Equipment With Re...

Ask For Price



Dipstick Series 700 Supreme Powder Coating Machine

Ask For Price



Booth With Rotary Cyclone Recovery - Cat Series

Ask For Price



Twin Series 700 Supreme Powder Coating Machine

Ask For Price



Powder Spray Booth With Mono Cyclone Recovery - U...


Ask For Price

SHARE THE REQUIREMENT TO GET BEST PRICE!



Submit

Self-Sign-up for SMEs to start paid campaign



GROW Your Business


with India's No. 1 Local Search Engine

Advertise on Justdial Today

+91 Enter Mobile Number **Get Started** →


- ✓ Rank Ahead of Your Competition
- ✓ Find Ready to Buy Customers Instantly
- ✓ Track Leads & Competition Trends

*By continuing, you agree to our Terms of Use & Privacy Policy



5.4 Lakh+ Happy Customers

17.1 Crore+ Buyers*



Select Your Plan

LIMITED TIME OFFER Expires in **02:13:23:48**
Days Hours Minutes Seconds

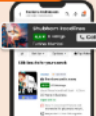

	Standard	Premium	Pro
Starting from	150 / day 25% off ₹ 99/day	250 / day 35% off ₹ 149/day	300 / day 45% off ₹ 199/day
Search Visibility	1x	2x	3x
Category Banner	✓	✓	✓
Verified Seal	✗	✓	✓
Trust Stamp	✗	✗	✓
Online Catalogue	✓	✓	✓
Transactional Website	✓	✓	✓
Payment Solutions	✓	✓	✓
Smart Lead System	✓	✓	✓
Competitor Analysis	✓	✓	✓

Choose the plan that's right for your business


Standard	Most Popular	Pro
₹99/day onwards	₹149/day onwards	₹199/day onwards
Upgrade	Upgrade	Upgrade

Select Add-Ons Skip

Most Popular


 **Mobile Banner**
~~₹ 99/day~~ 25% off
₹28/day **Added** 

- Creative advertising medium to display your ad.
- Target audience related to your business... [more](#)

 **Website Banner**
~~₹ 19/day~~ 15% off
₹16/day **Add**


- Creative advertising medium to display your ad.
- Target audience related to your business... [more](#)

Combo Offer

 **Web + Mobile Banner**
~~₹ 69/day~~ 15% off
₹55/day **Add**

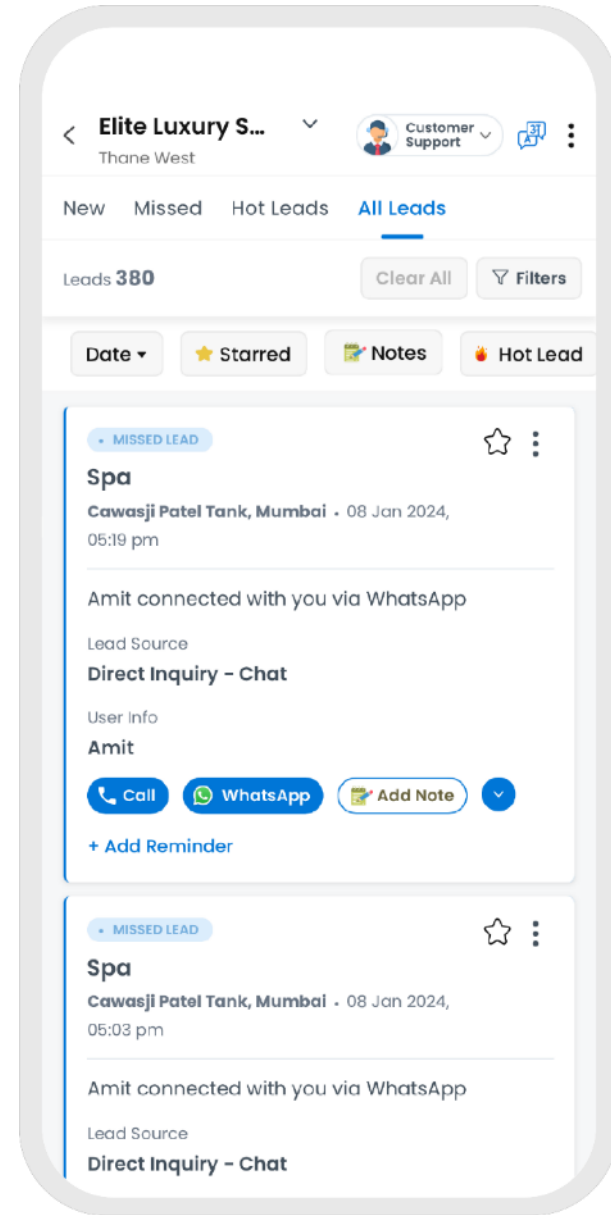
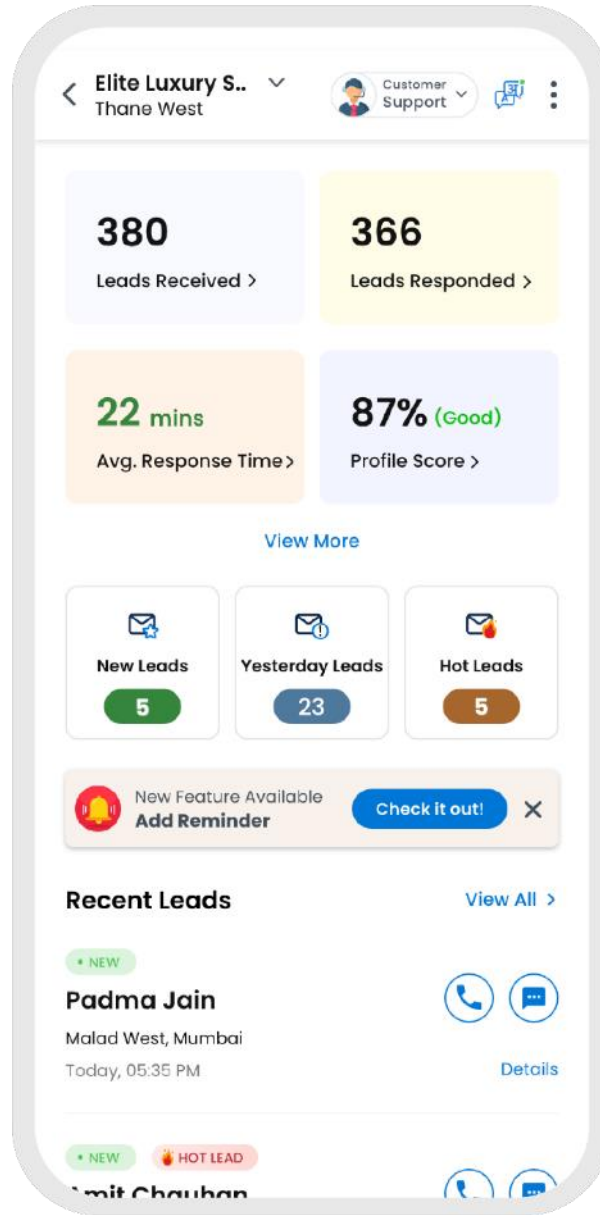
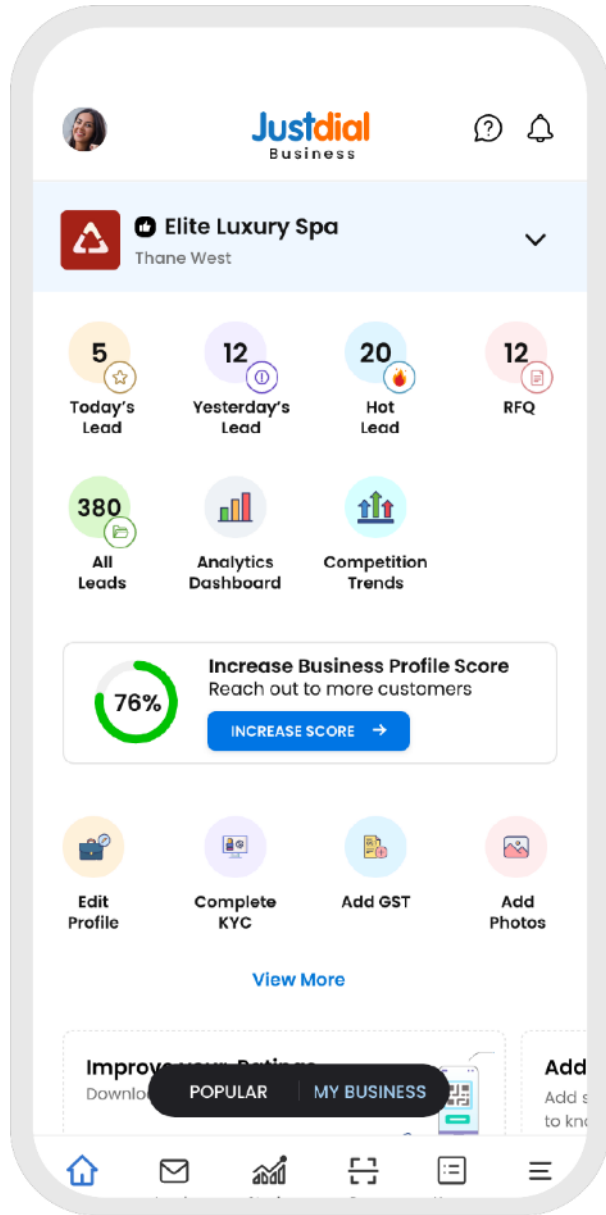
Recommended

- Creative advertising medium to display your ad.
- Target audience related to your business... [more](#)

 **Website**
~~₹ 47/day~~ 15% off

Continue to Payment **2**

JD Business – Dashboard for SMEs to manage campaigns



Beyond Search

JD Shopping

Location: Mumbai - 400005

Sort by | Filter | Compare

- Apple MacBook Pro Core i5 8th Gen - (8 GB/256 GB SSD/Mac OS Mojave) MR9U...
★★★★★ 91 Ratings
₹ 1,69,900
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
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
Apple | Intel Core | macOS | SSD | Gold
- Apple MacBook Pro MR9V2HN/A 13.3-Laptop (Core i5-8259U/8GB/512GB/Mac...

Home | Leads | Stocks | Pay | News | More

Get quotes on Products

Apple MacBook Pro Core i5 8th Gen - (8 GB/256 GB SSD/Mac OS Mojave) MR9U2HN/A (13.3, Silver, 1.37 kg)
★★★★★ 91 Ratings

Color: Silver | Type: Thin Laptop
Screen Size: 13.3 in | RAM: 8 GB

MRP ₹ 1,69,900 **BEST DEAL**
Selling price may vary as per seller
4.2 Nageshwar Infosys
Chinch Bandar

Home | Leads | Stocks | Pay | News | More

Travel

Travel

- Flights | Bus | Trains | Car Rentals | Tempo Travellers
- Hotels | Resorts | Home Stays | Forex | Visa

Popular Destinations

- Mumbai (34 Deals)
- Delhi (71 Deals)
- Bangalore (44 Deals)

Hotel Suggestions [View More](#)

- ₹ 10,999 Radisson Mumbai Gor... (Carraigan West)
- ₹ 3,615 Hotel Lucky (Carraigan East)
- ₹ 4,762 Treebo Olive Nest (Malad West)

Home | Leads | Stocks | Pay | News | More

Beyond Search

Flights

← **Mumbai → New Delhi** Tue 2 Apr, 1 Adult Edit

APR APR Mon 1, Apr ₹ 7,318 **Tue 2, Apr ₹ 5,301** Wed 3, Apr ₹ 4,621 Thu 4, Apr ₹ 4,943 Calendar

Departure Time: ₹ 5,521 | 02h 15m | Fastest: ₹ 7,652 | 02h 00m | **Cheapest ↓: ₹ 5,301 | 06h 50m**

18:50	02h 10m Non Stop	→	21:00	₹ 5,310
22:15	02h 10m Non Stop	→	00:25	₹ 5,321
23:30	02h 05m Non Stop	→	01:35	₹ 5,323
01:20	02h 15m Non Stop	→	03:35	₹ 5,342
13:05	02h 10m Non Stop	→	15:15	

Non-Stop | Morning Departures (Before 12 PM) | Late Departures (After 6 PM) | Air India Express | Filter

Bills & Recharge

← **Bills & Recharge**

My Bills | Mobile | Electricity | DTH

Pending Bills | History | Auto Payment

	Vodafone Postpaid 9594858380 3 April 2024	₹ 550	⋮
	Adani Electricity 2210105410 1 April 2024	₹ 2330	⋮
	Mahanagar Gas 9594858380 13 April 2024	₹ 550	⋮

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

New

Credit Card	Gift Card	Loan Repayment	Fastag	Flight
Bus	Recharge	Postpaid	DTH	Electricity
Landline	Gas	Broadband	Insurance	Water

Businesses

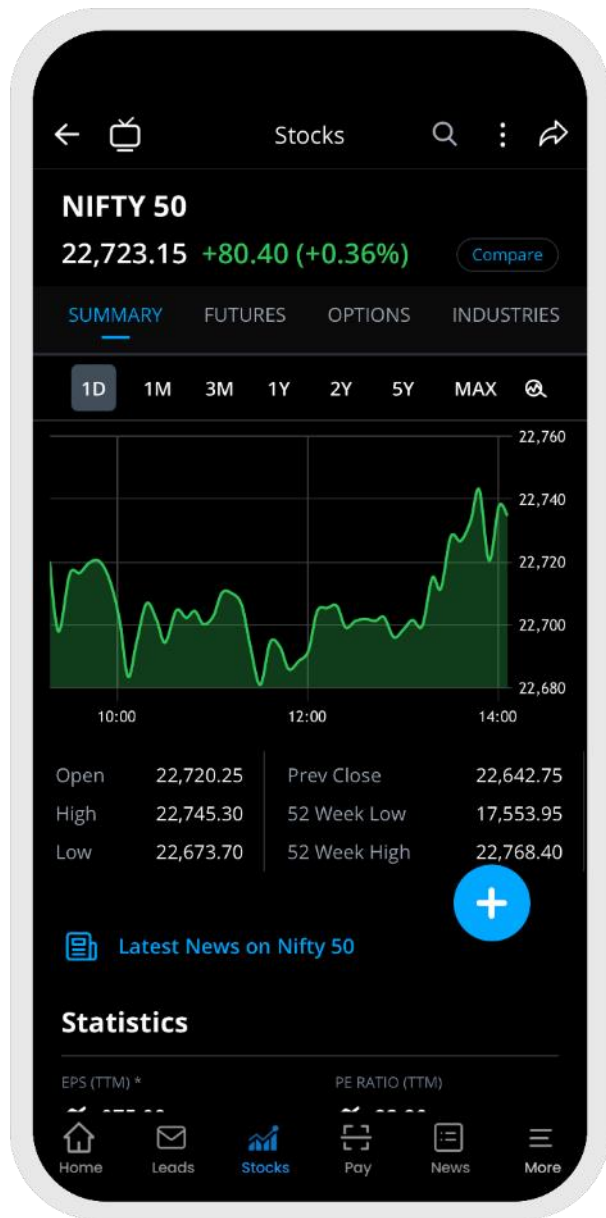
Style Lit..	Chaska...

Account Passbook

Home | Leads | Stocks | Pay | News | More

Beyond Search

Stocks



Logistics

The screenshot shows a logistics quote request form with pickup and delivery pincode fields, 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 Del. Time (Est.): 6-7 days
<input type="radio"/> Standard	₹ 5267 Del. Time (Est.): 5-6 days
<input type="radio"/> Economy 0.5kg	₹ 5974 Del. Time (Est.): 5-6 days
<input type="radio"/> DOTZOT	₹ 3138 - ₹ 8108
<input type="radio"/> DELHIVERY	₹ 3138 - ₹ 8108
<input type="radio"/> shadowfax	₹ 5518
<input type="radio"/> BLUE DART	₹ 7398 - ₹ 8392

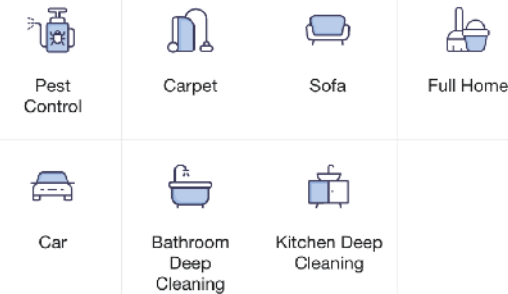
Proceed

JD Xperts – One Stop Solution for On-Demand Services

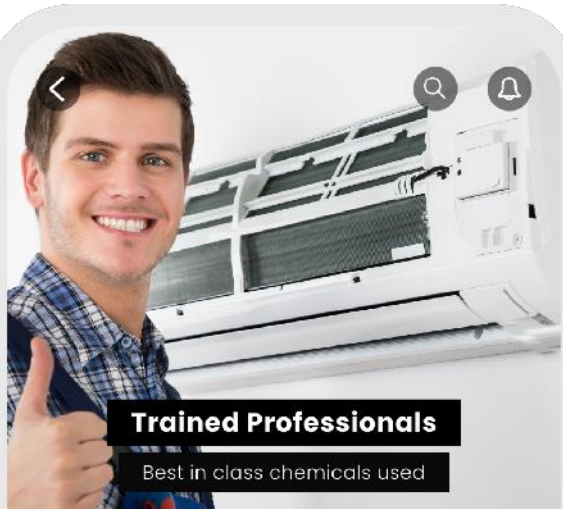
Repair & Services



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



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

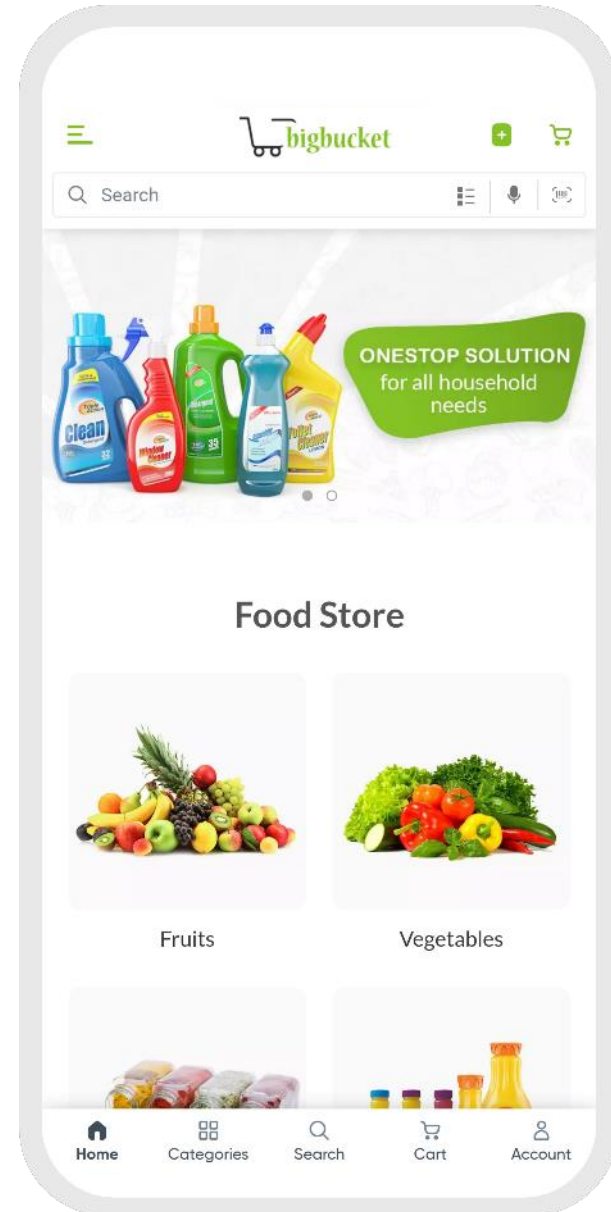
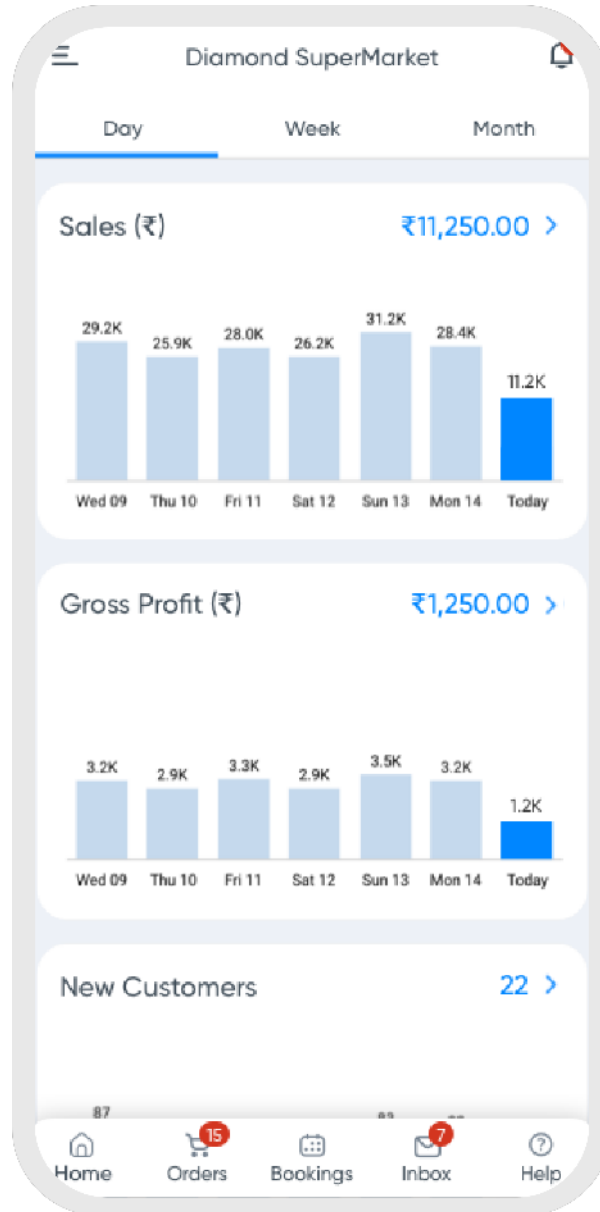
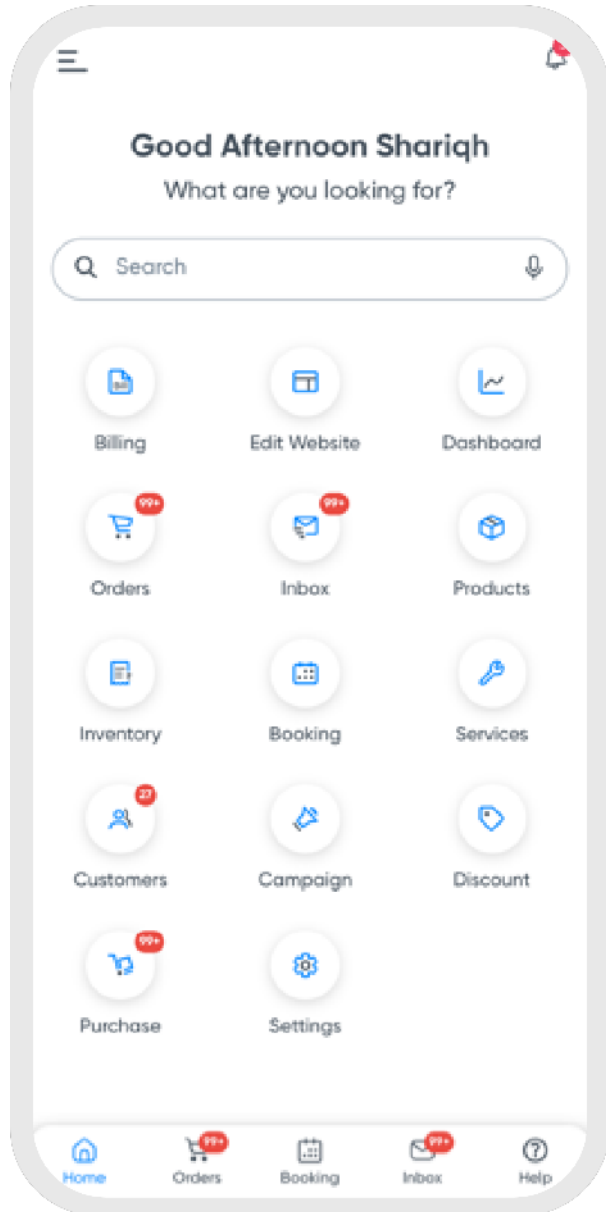
[View Details >](#)

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 >



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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 >


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

 **₹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

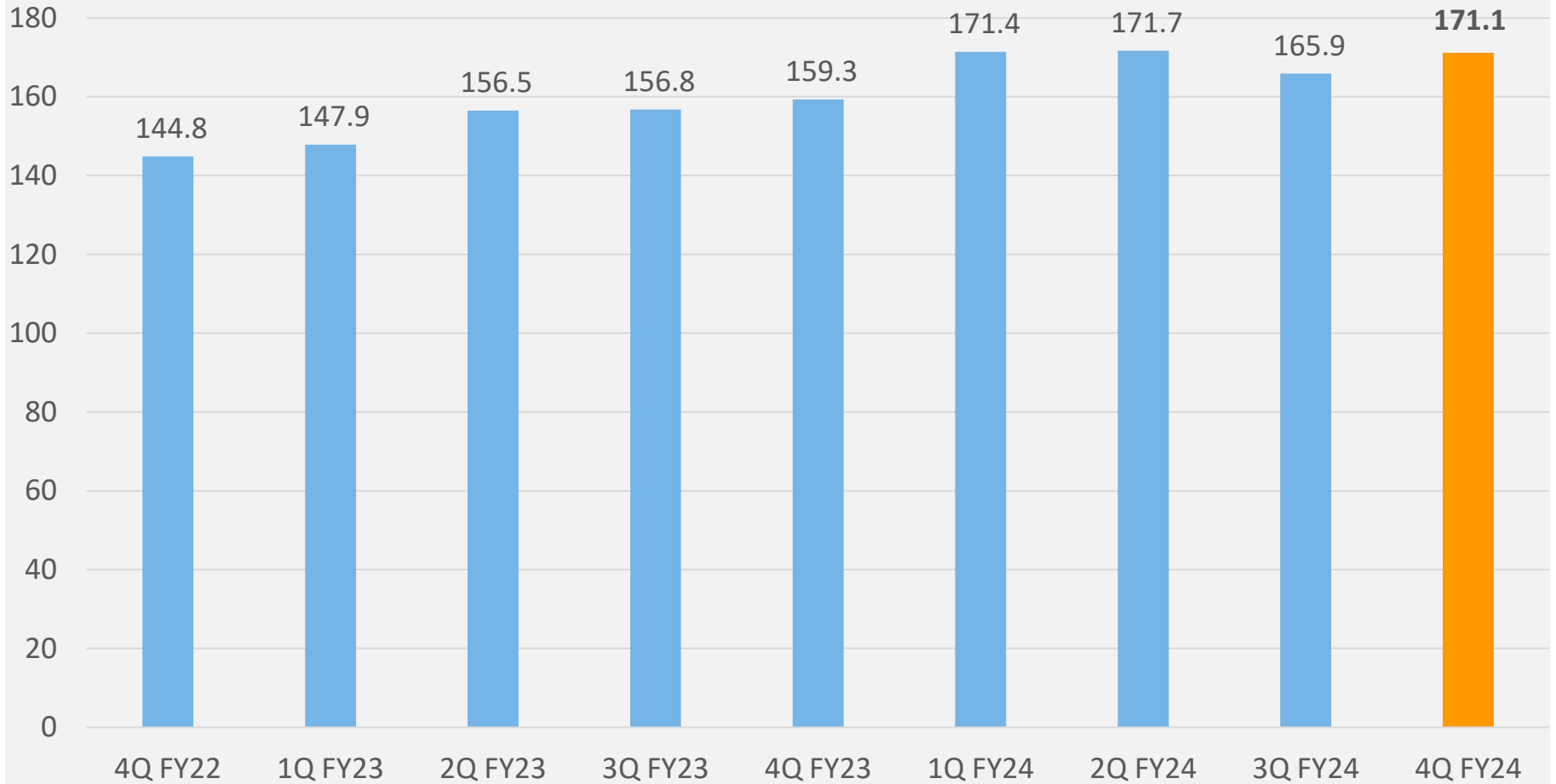
- Paid Advertisers pay a fixed fee to run searched advertising campaigns for their businesses on Justdial's platforms
- Various premium & non-premium listing packages available which determine placements in search results
- Multiple factors determine pricing, such as business categories of advertiser, 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 4,535 employees in tele-sales, 1,574 feet-on-street (marketing), and 3,707 feet-on-street (Cold Calling & Others) as on Q4 FY24



KEY
BUSINESS
ATTRIBUTES

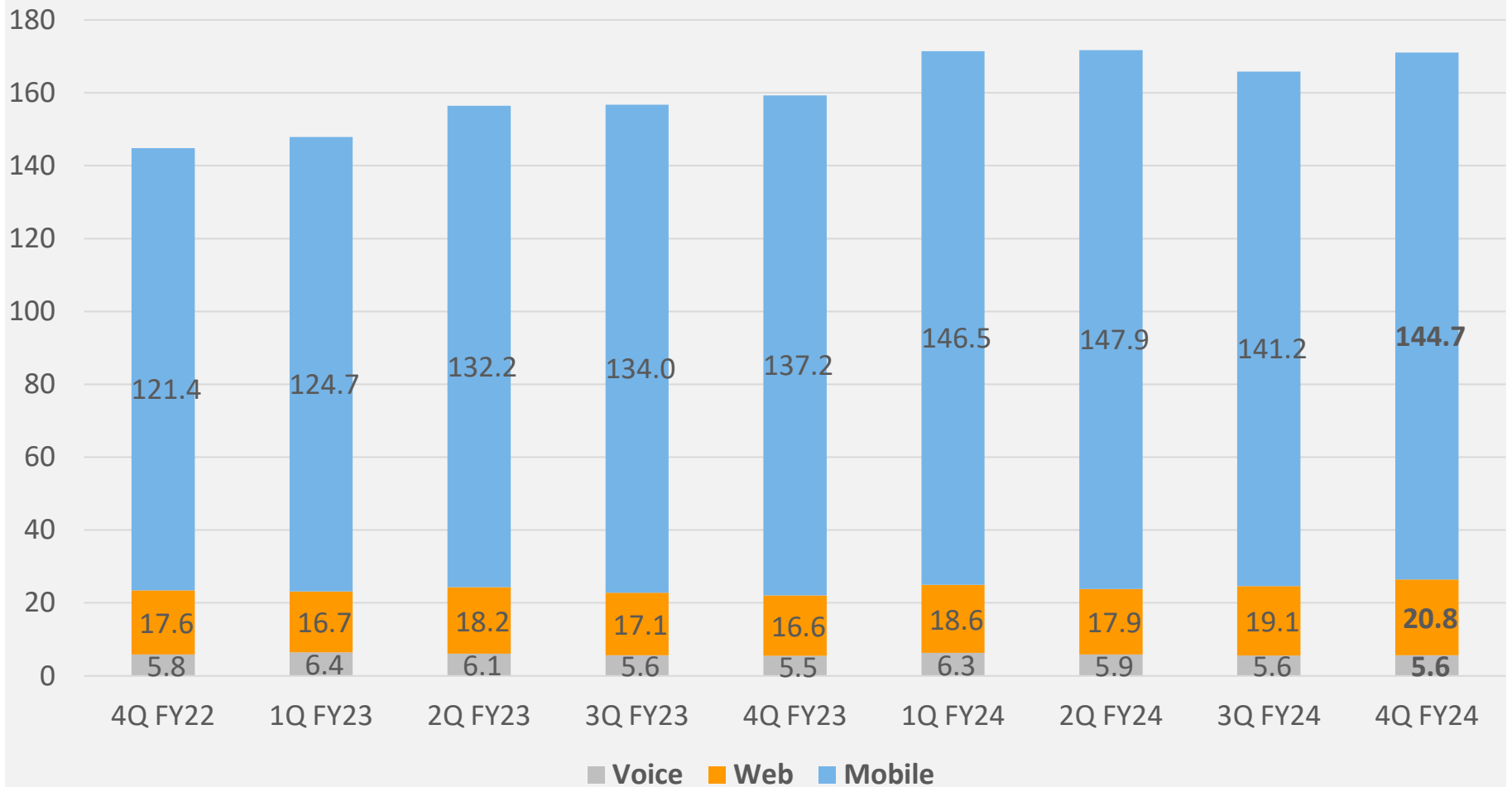
TRAFFIC/ VISITORS

Quarterly Unique Visitors (million)



TRAFFIC/ VISITORS

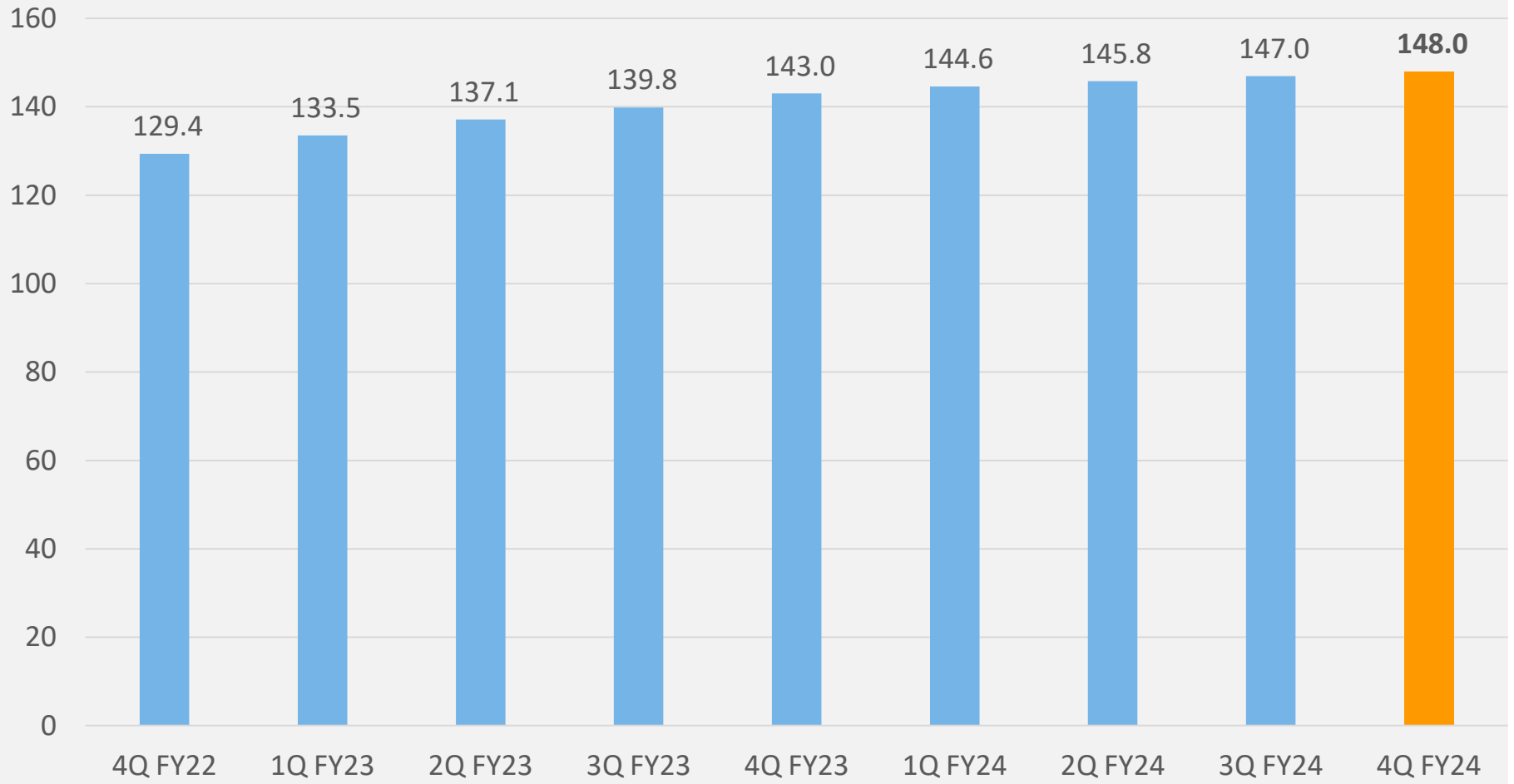
Quarterly Unique Visitors split (million)



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

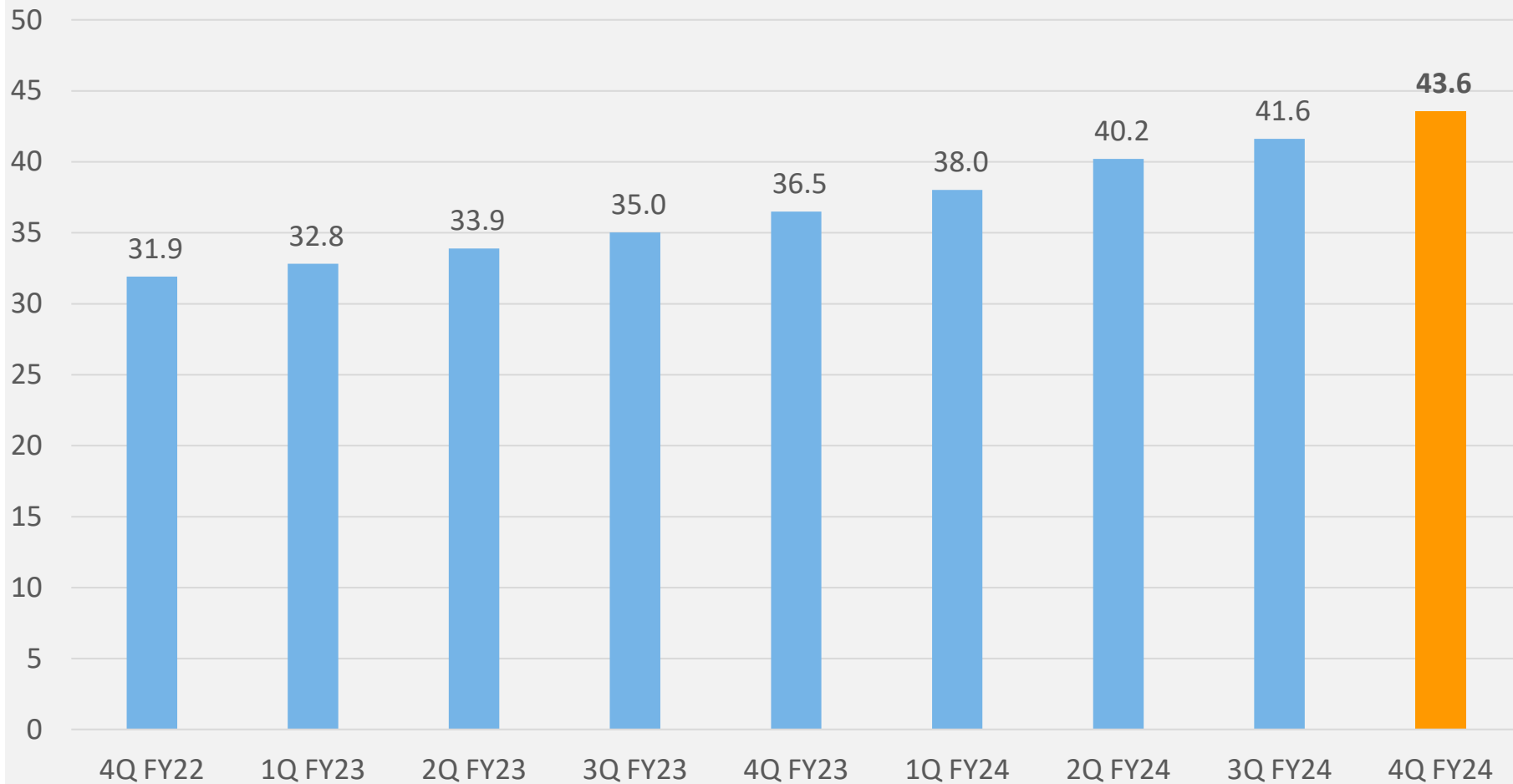
USER ENGAGEMENT

Ratings & Reviews (million)



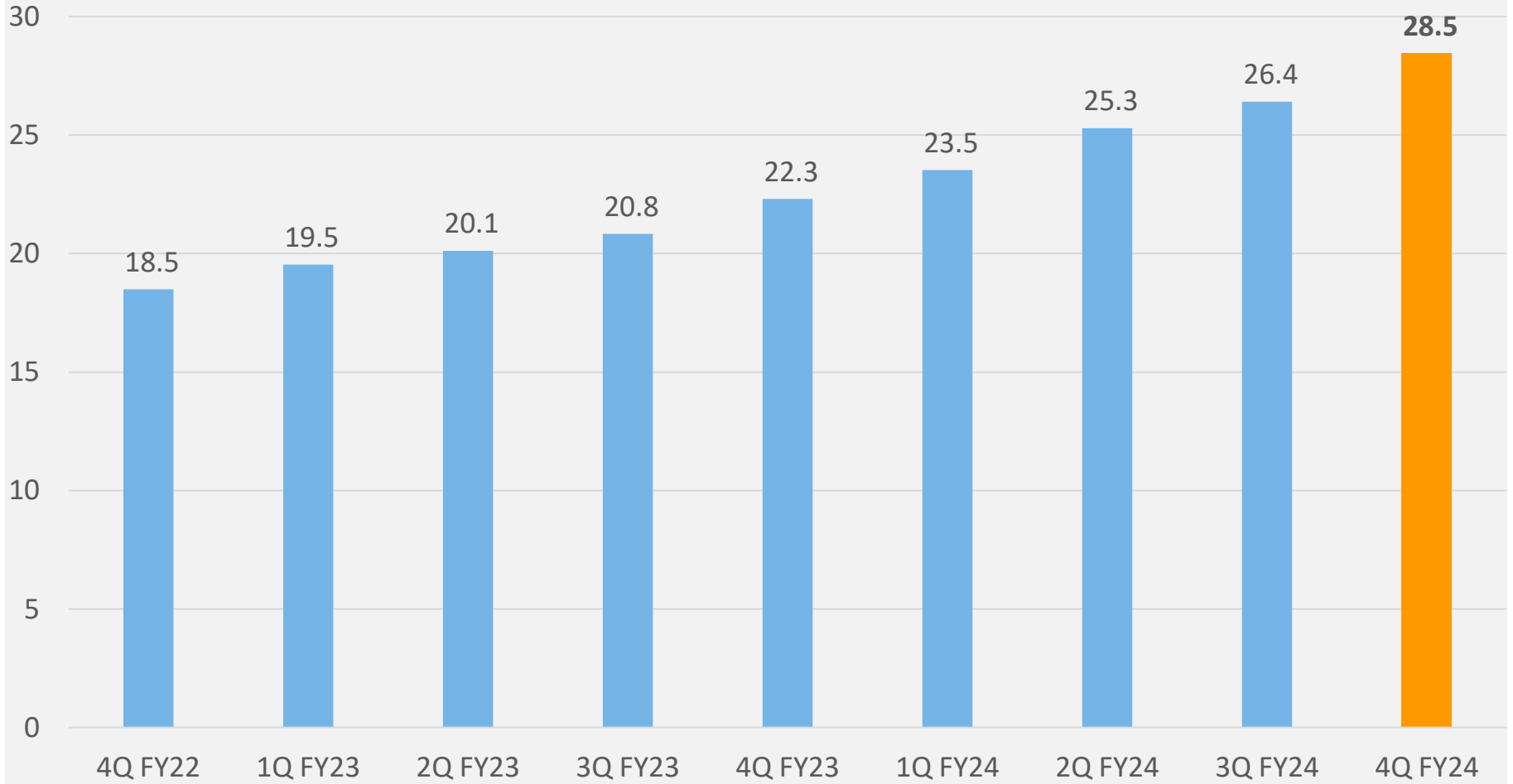
DATA ENRICHMENT

Active Listings - period end (million)



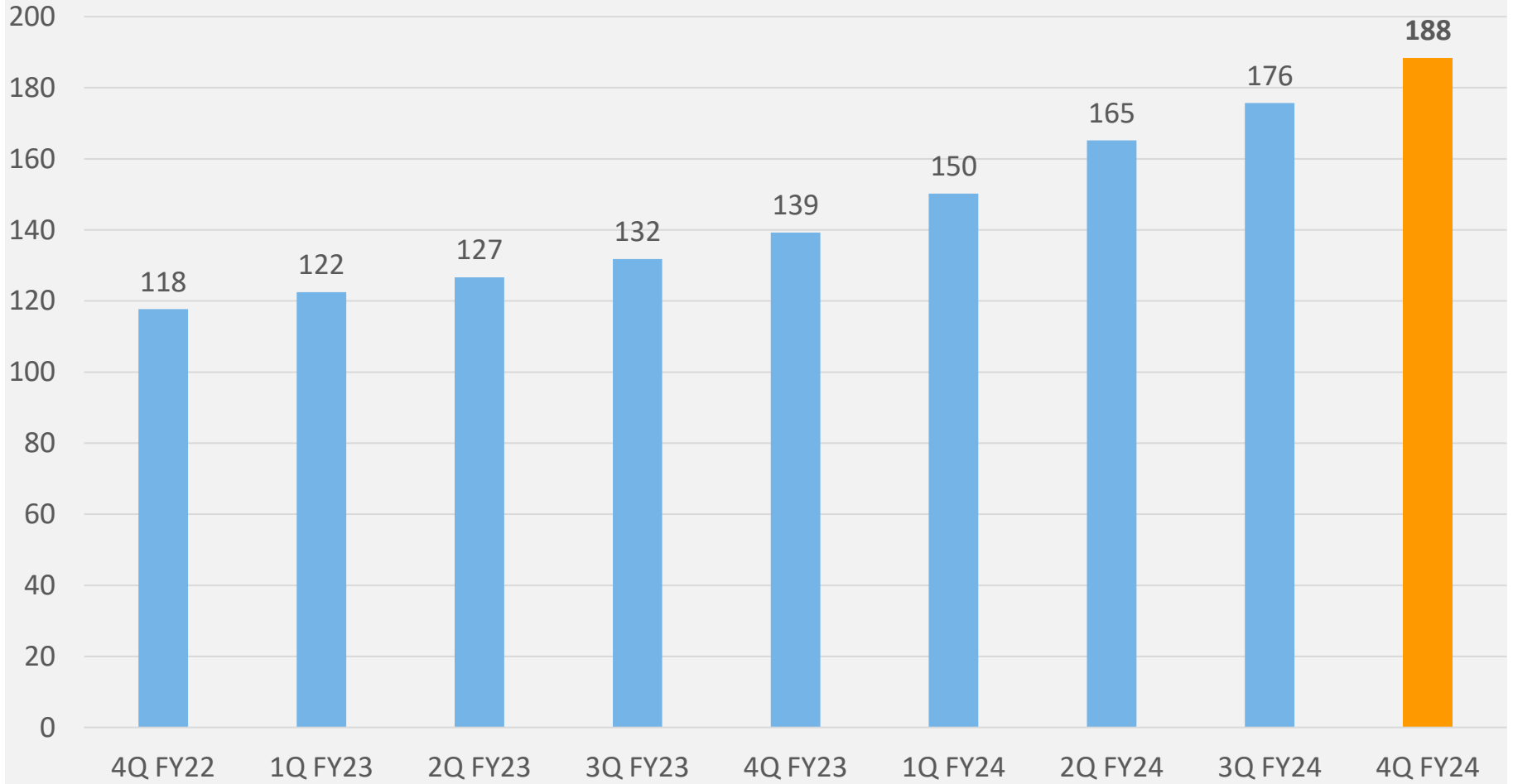
DATA ENRICHMENT

Listings with Geocodes (million)



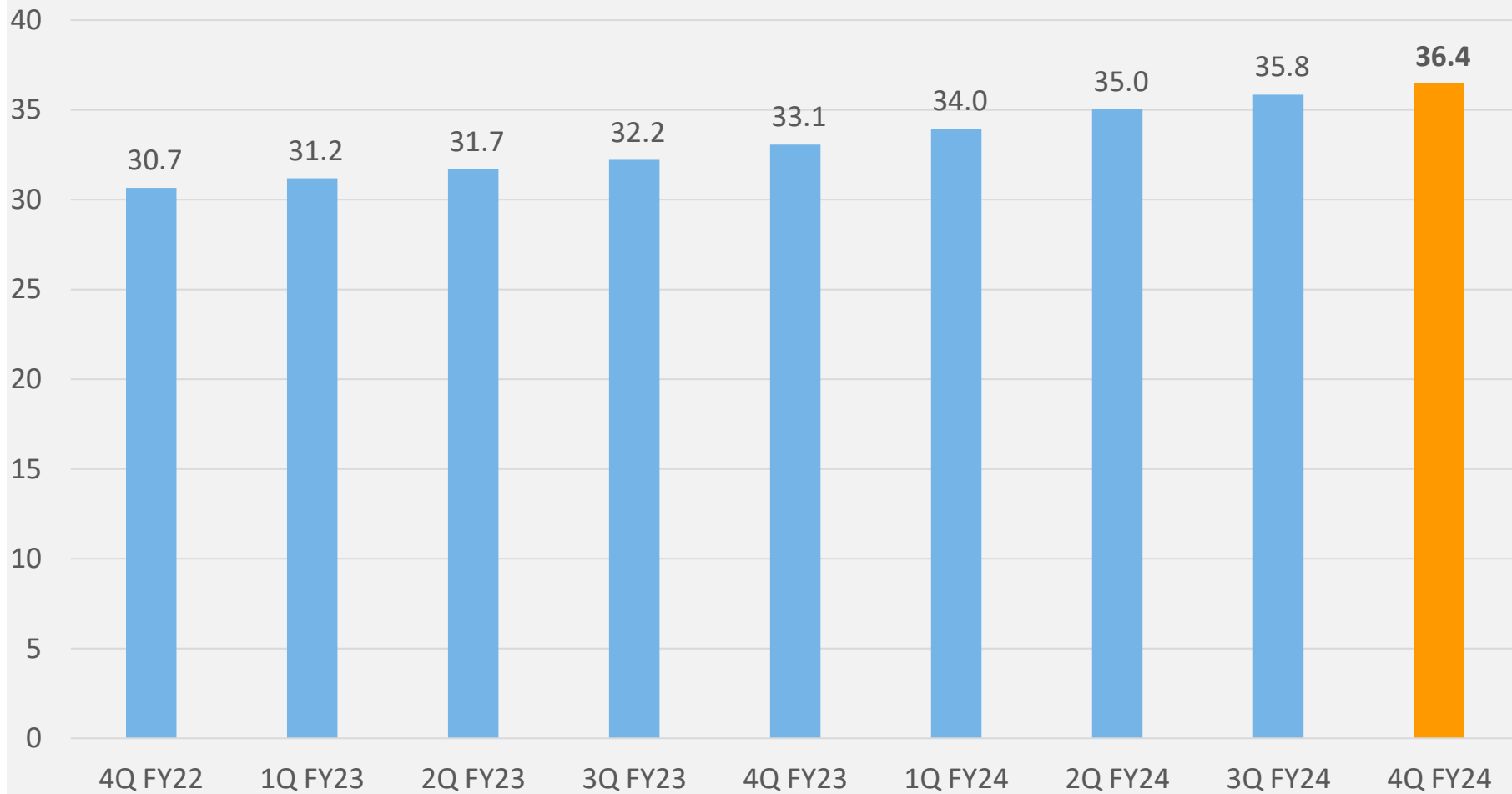
DATA ENRICHMENT

Images in Active Listings (million)



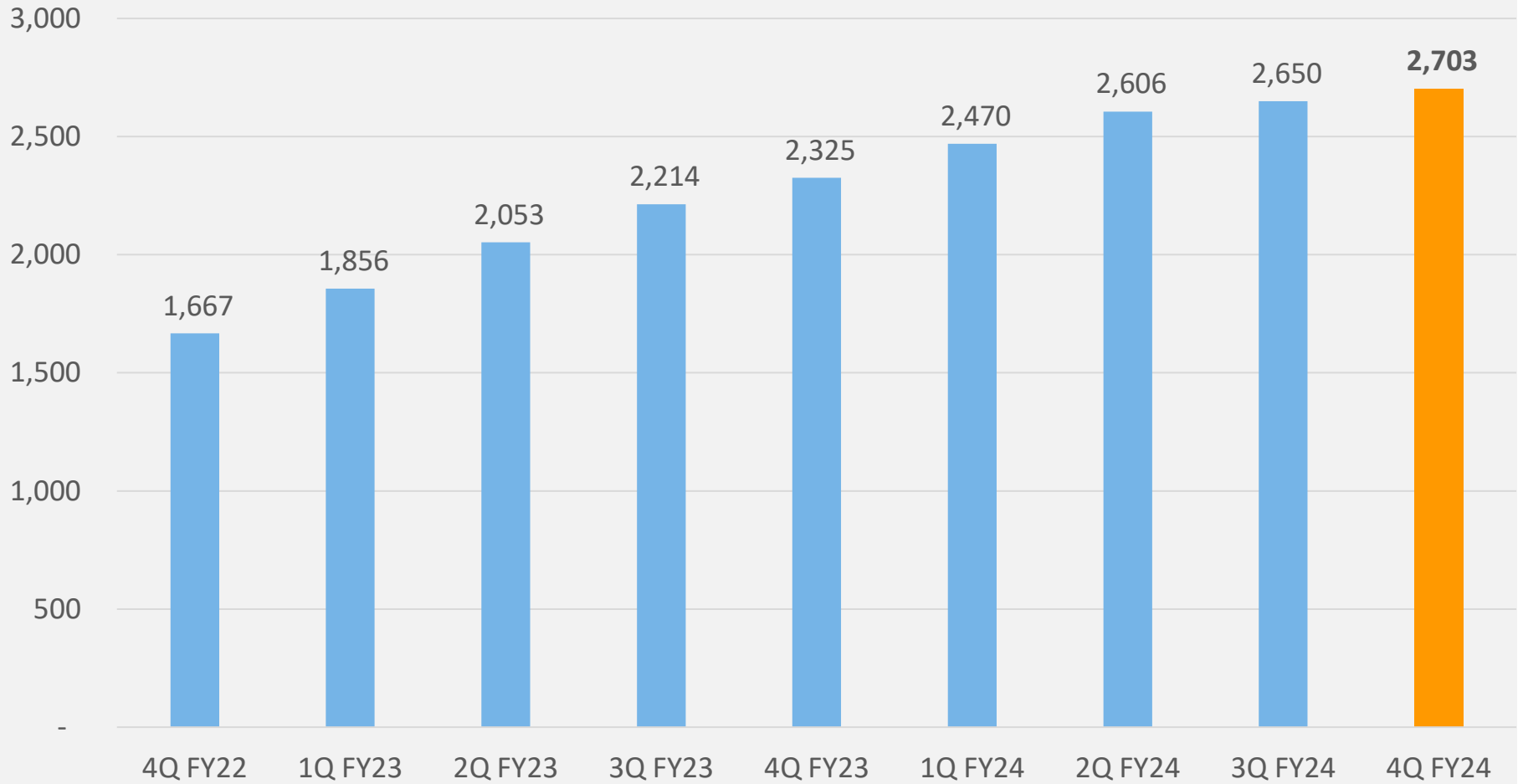
MOBILE APPS

Cumulative JD App Downloads (million)



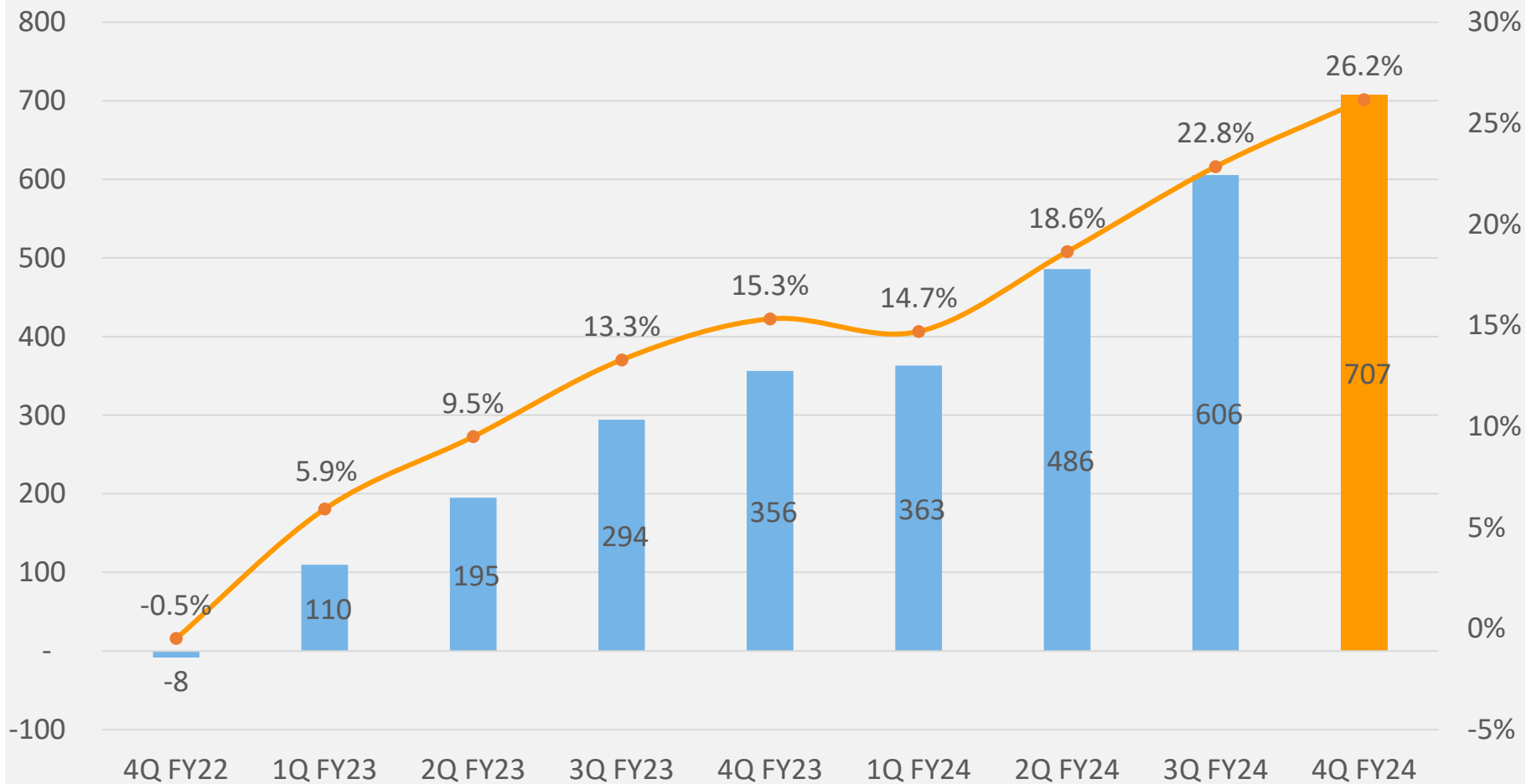
REVENUE

Operating Revenue (Rs million)



OPERATING MARGIN

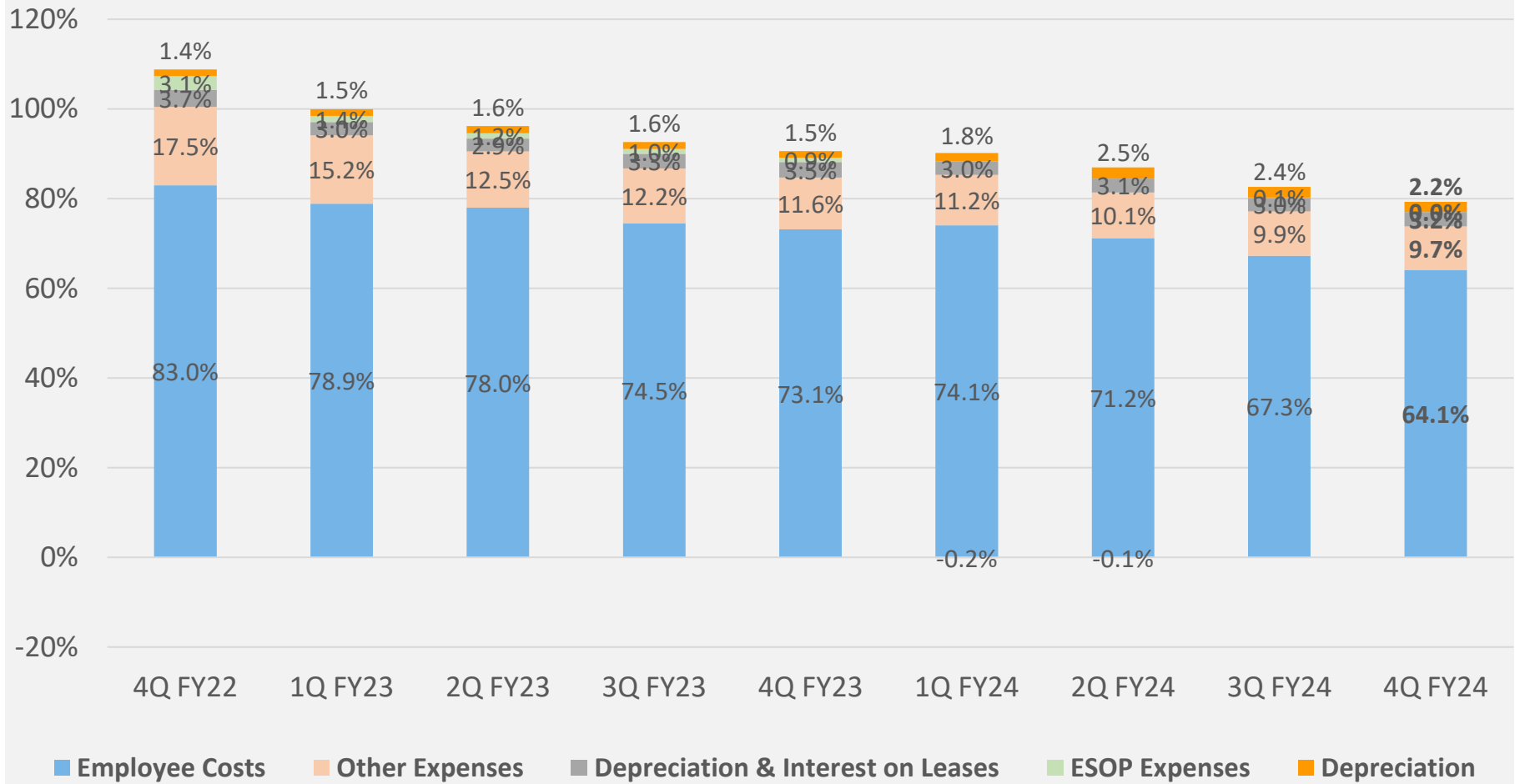
Adjusted EBITDA (Rs million) & Margin %



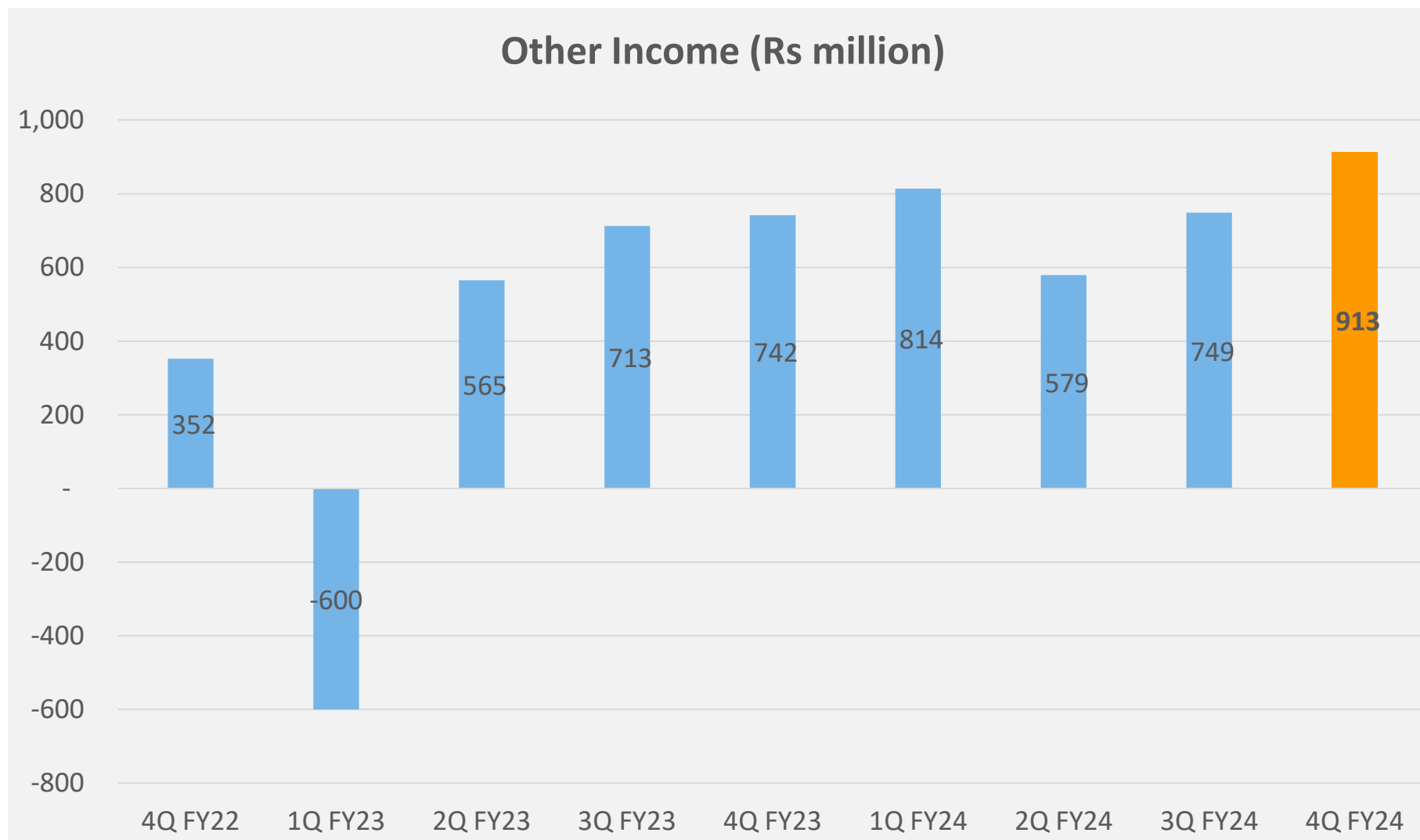
Note: Adjusted EBITDA calculated after excluding non-cash ESOP Expenses from reported EBITDA

COST STRUCTURE

Expenses as % of Operating Revenue



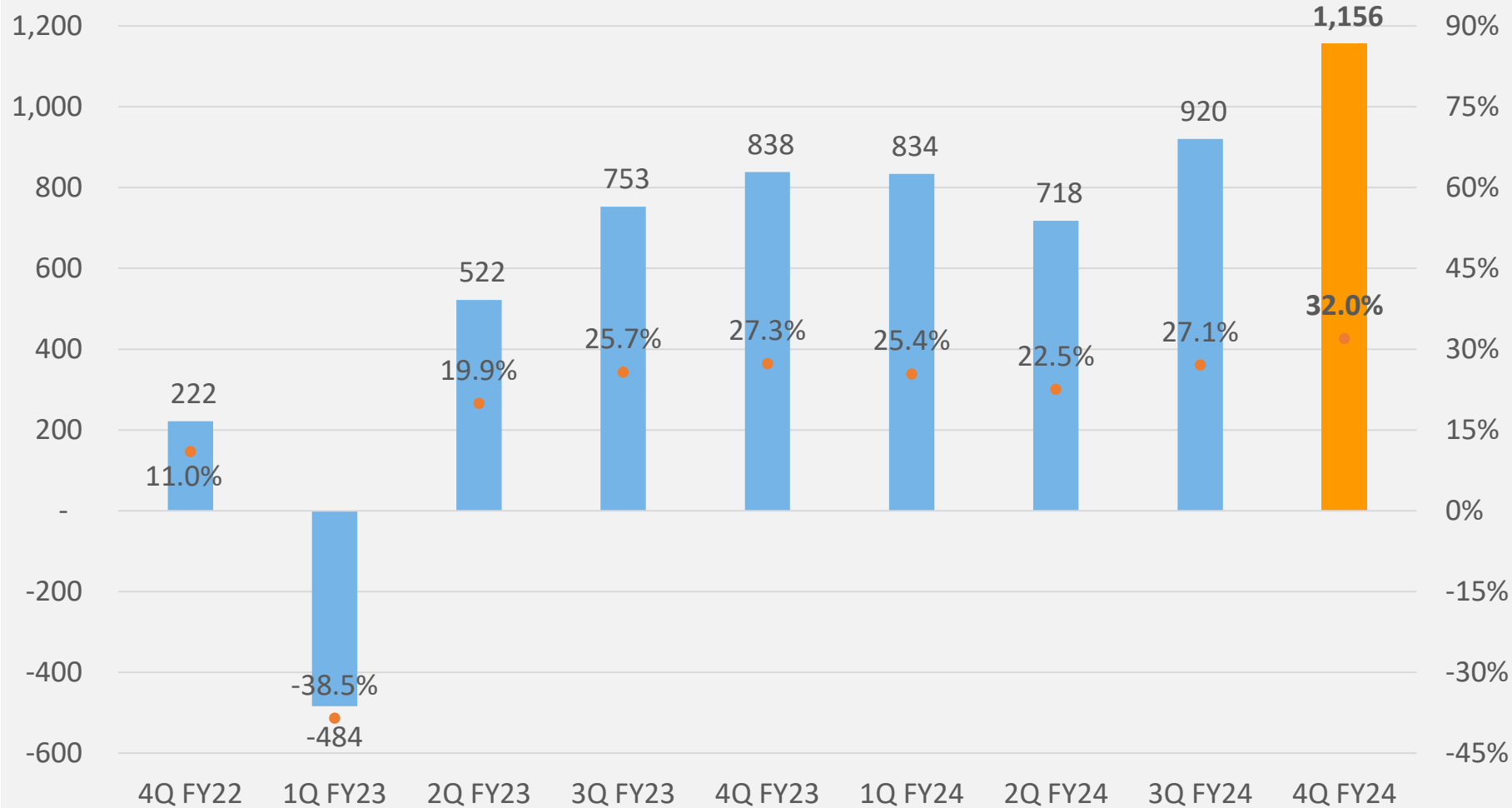
OTHER INCOME



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 millions) & PAT Margin %

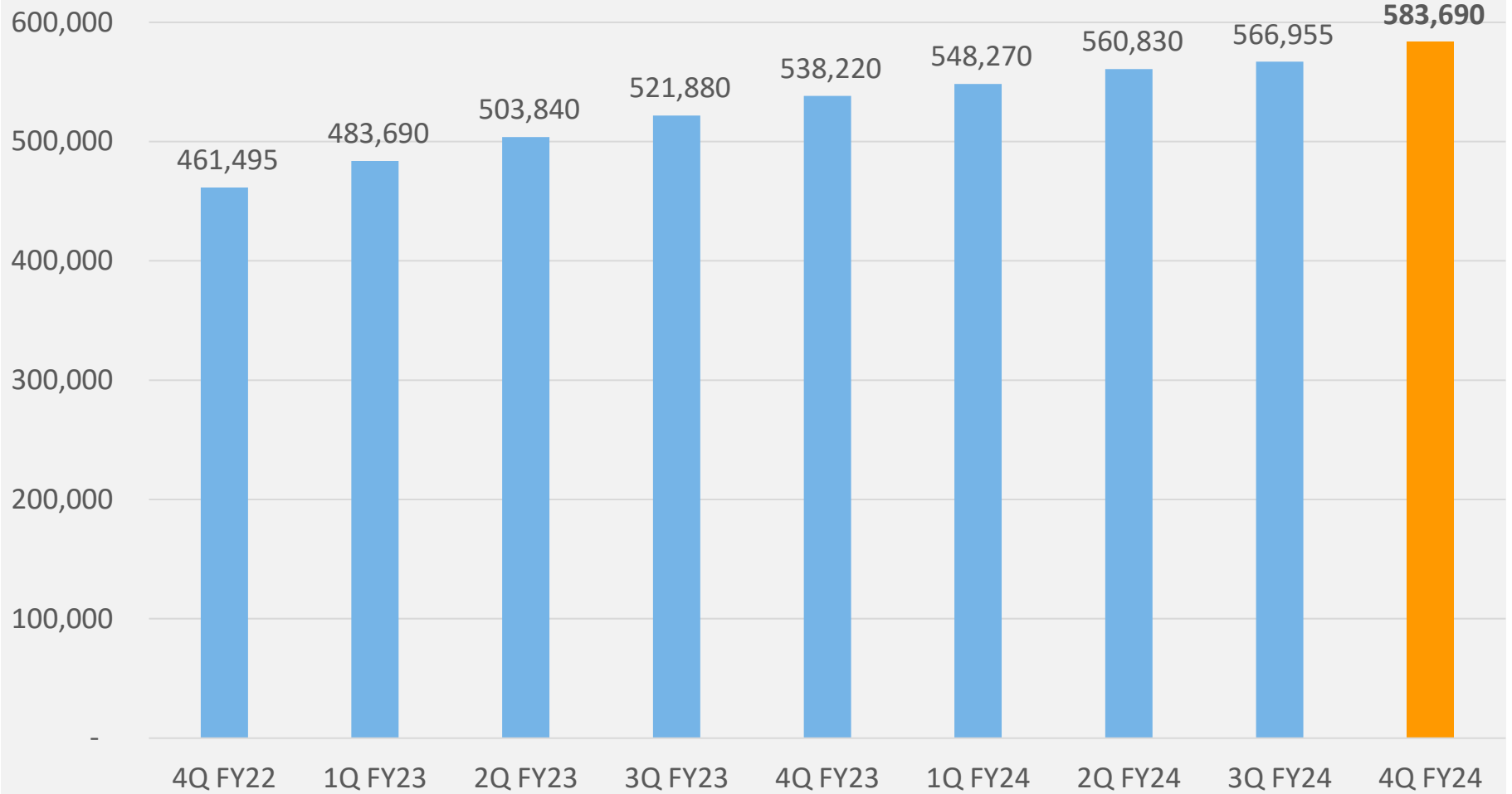


Note:

- 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.

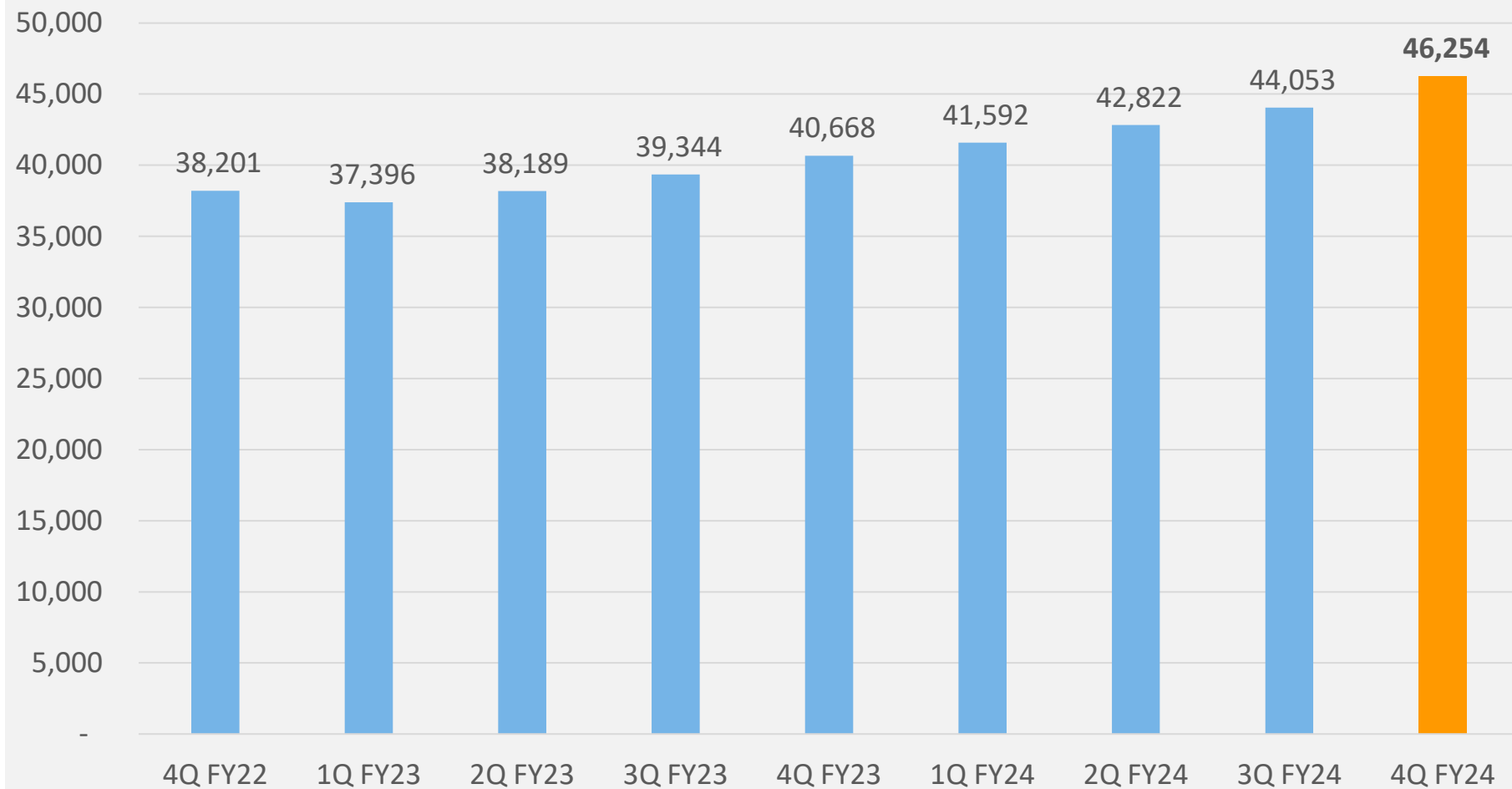
PAID CAMPAIGNS

Active Paid Campaigns - period end



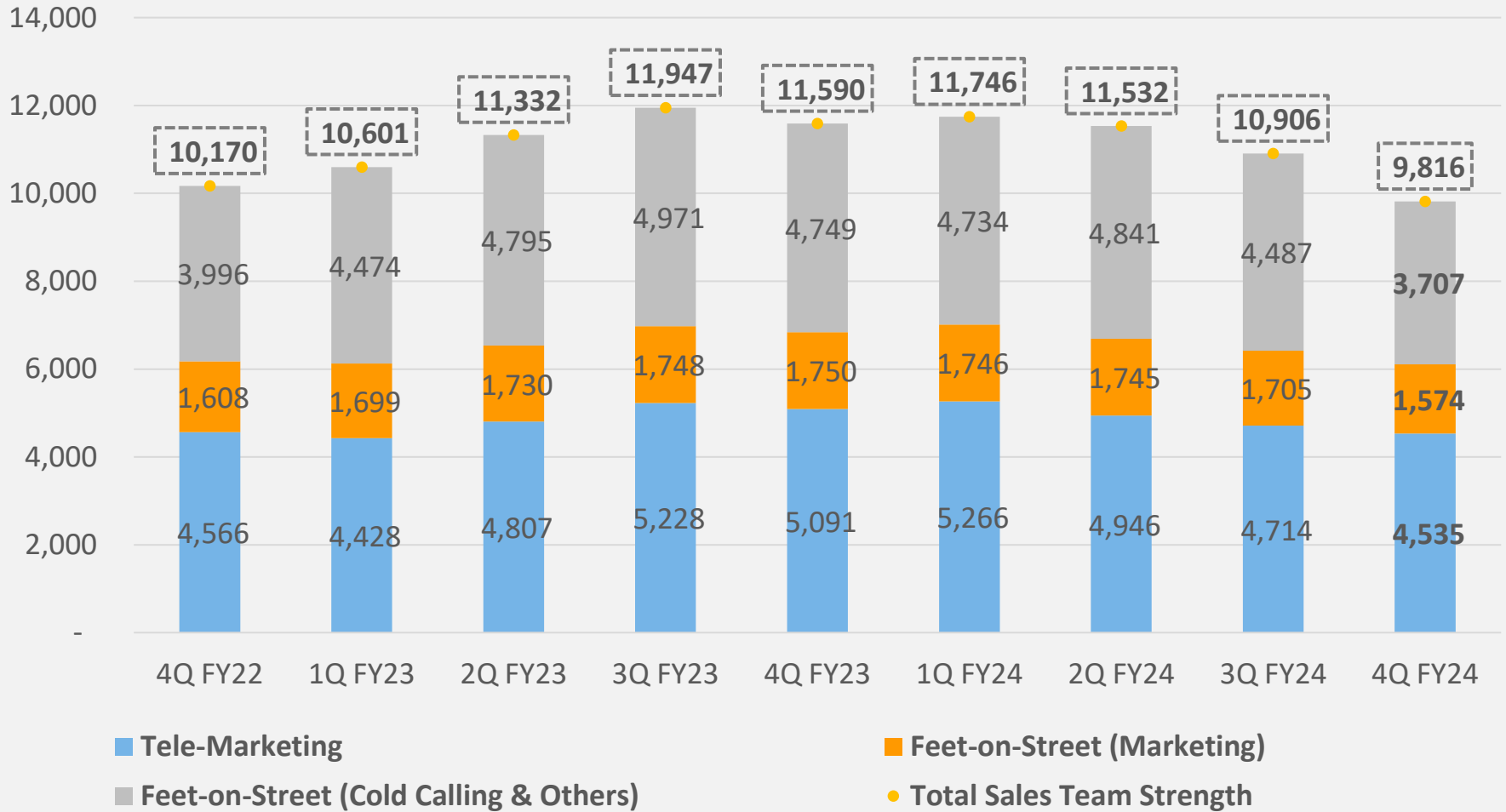
CASH AND INVESTMENTS

Cash & Investments - period end (Rs million)



SALES FORCE

Sales Strength - Period End



JUST DIAL LTD - 4Q FY24 (Quarter ended March 31, 2024) PERFORMANCE SUMMARY						
Metric	Unit	4Q FY24	4Q FY23	YoY change	3Q FY24	QoQ change
Operating Revenue	(₹ million)	2,703	2,325	16.2%	2,650	2.0%
Operating EBITDA	(₹ million)	706	334	111.4%	604	16.9%
Operating EBITDA Margin	%	26.1%	14.4%	1,176 bps	22.8%	334 bps
Adjusted EBITDA (excl. ESOP expenses)	(₹ million)	707	356	98.5%	606	16.8%
Adjusted EBITDA Margin (excl. ESOP expenses)	%	26.2%	15.3%	1,084 bps	22.8%	332 bps
Other Income	(₹ million)	913	742	23.1%	749	21.9%
Profit Before Taxes	(₹ million)	1,473	960	53.5%	1,210	21.8%
Net Profit	(₹ million)	1,156	838	37.9%	920	25.6%
Net Profit Margin	%	32.0%	27.3%	465 bps	27.1%	490 bps
Deferred Revenue (period end)	(₹ million)	5,077	4,382	15.9%	4,727	7.4%
Cash & Investments (period end)	(₹ million)	46,254	40,668	13.7%	44,053	5.0%

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 - 4Q FY24 (Quarter ended March 31, 2024) PERFORMANCE SUMMARY						
Metric	Unit	4Q FY24	4Q FY23	YoY change	3Q FY24	QoQ change
Unique Visitors	(million)	171.1	159.3	7.4%	165.9	3.1%
- Mobile	(million)	144.7	137.2	5.4%	141.2	2.4%
- Desktop/ PC	(million)	20.8	16.6	25.3%	19.1	9.1%
- Voice	(million)	5.6	5.5	2.3%	5.6	0.8%
- Mobile	% share	84.6%	86.1%	-157 bps	85.2%	-58 bps
- Desktop/ PC	% share	12.2%	10.4%	173 bps	11.4%	66 bps
- Voice	% share	3.2%	3.5%	-16 bps	3.4%	-8 bps
Total Listings (period end)	(million)	43.6	36.5	19.3%	41.6	4.7%
Net Listings Addition		1,942,275	1,483,553	30.9%	1,404,614	38.3%
Total Images in Listings (period end)	(million)	188.5	139.2	35.4%	175.7	7.3%
Listings with Geocodes (period end)	(million)	28.5	22.3	27.6%	26.4	7.7%
Ratings & Reviews	(million)	148.0	143.0	3.5%	147.0	0.7%
Paid campaigns (period end)		583,690	538,220	8.4%	566,955	3.0%
Total App Downloads (period end)	(million)	36.4	33.1	10.2%	35.8	1.6%
App Downloads per day		7,106	8,272	-14.1%	7,660	-7.2%
Total Employees (period end)		12,834	15,320	-16.2%	13,954	-8.0%
- Sales Employees (period end)		9,816	11,590	-15.3%	10,906	-10.0%

JUST DIAL LTD - FY24 (Fiscal Year ended March 31, 2024) PERFORMANCE SUMMARY					
Metric	Unit	FY24	FY23	YoY change	YoY% change
Operating Revenue	(₹ million)	10,429	8,448	1,981	23.5%
Operating EBITDA	(₹ million)	2,165	860	1,305	151.9%
Operating EBITDA Margin	%	20.8%	10.2%		1058 bps
Adjusted EBITDA (excl. ESOP expenses)	(₹ million)	2,161	955	1,206	126.3%
Adjusted EBITDA Margin (excl. ESOP expenses)	%	20.7%	11.3%		942 bps
Other Income, net	(₹ million)	3,055	1,419	1,635	115.2%
Profit Before Taxes	(₹ million)	4,665	1,880	2,784	148.1%
Net Profit	(₹ million)	3,628	1,629	1,999	122.7%
Net Profit Margin	%	26.9%	16.5%		1,040 bps
Deferred Revenue (period end)	(₹ million)	5,077	4,382	695	15.9%
Cash & Investments (period end)	(₹ million)	46,254	40,668	5,586	13.7%

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.

BOARD OF DIRECTORS

EXECUTIVE DIRECTOR

V S S Mani

V.S.S. Mani is the Founder, Managing Director and Chief Executive Officer of Justdial. With over 35 years of experience in the field of media and local search services, he has successfully steered and kept our business on the growth track, driven by technological innovation.

INDEPENDENT DIRECTORS

B Anand (Chairman)

B. Anand has served as the CEO of Nayara Energy and CFO of Trafigura. He has over 36 years of experience in large scale global enterprise leadership, operations, strategies, enterprise integration and value creation, including corporate finance and investment banking. He is a Commerce graduate and a member of Institute of Chartered Accountants of India.

Sanjay Bahadur

Sanjay Bahadur has over 39 years of experience in construction. He holds a degree in Civil Engineering from the Delhi College of Engineering and is currently the Chief Strategy and Business Development of Construction and Chemicals division of Pidilite Industries Limited. He had also worked with Larsen & Toubro Limited, Aeons Construction Products Limited, Unitech Prefab Limited and ACC Concrete Limited.

Malcolm Monteiro

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

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 has served as Country Head and Chief General Manager, SIDBI. She has 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, inter-alia, 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 of Reliance group and has been associated with Reliance Group for more than 18 years. He is a Chartered Accountant and has over two decades of experience in the fields of finance, compliance and accounting.

Geeta Fulwadaya

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

Anshuman Thakur

Anshuman Thakur has completed his graduation in Economics and MBA from IIM Ahmedabad. He has 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.

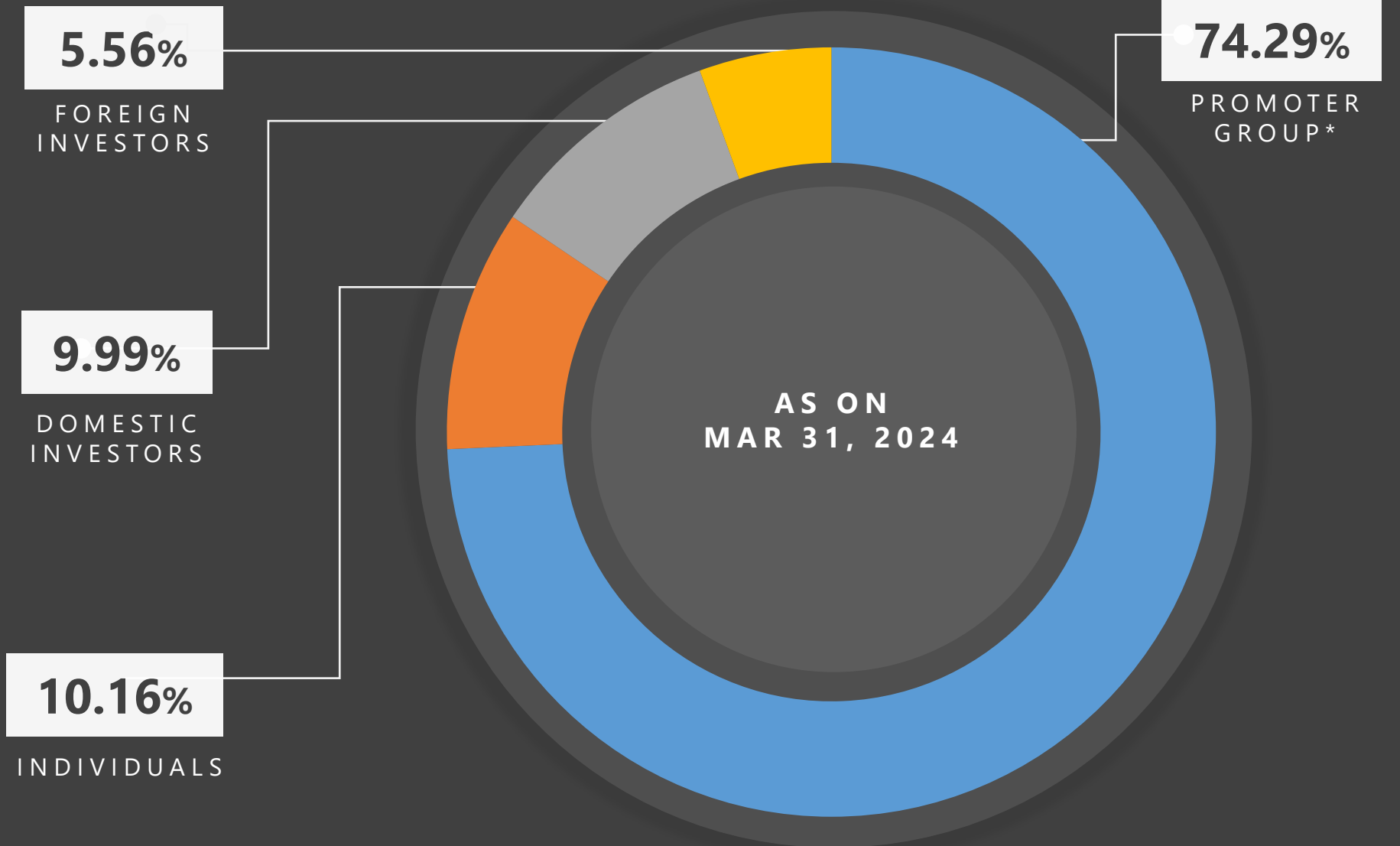
Dinesh Taluja

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	30 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)	28 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	28 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
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