July 31, 2020

To

<table>
<thead>
<tr>
<th>BSE Limited</th>
<th>National Stock Exchange of India Limited</th>
<th>Metropolitan Stock Exchange of India Limited</th>
</tr>
</thead>
<tbody>
<tr>
<td>Department of Corporate Services Listing Department</td>
<td>Listing Department Exchange Plaza, Plot no. C/1, G Block, Bandra-Kurla Complex, Bandra (East), Mumbai – 400051</td>
<td>4th Floor, Vibgyor Towers, Plot No. C 62, G Block, Opp. Trident Hotel, Bandra Kurla Complex, Bandra (East), Mumbai – 400098</td>
</tr>
<tr>
<td>P J Towers, Dalal Street, Mumbai – 400001</td>
<td>Scrip Code: 535648</td>
<td>Scrip Symbol: JUSTDIAL</td>
</tr>
<tr>
<td>Scrip Symbol: JUSTDIAL</td>
<td>Metropolitan Stock Exchange of India Limited</td>
<td>Scrip Symbol: JUSTDIAL</td>
</tr>
</tbody>
</table>

Dear Sir/Madam,

**Sub: Investor Presentation**

In accordance with Regulation 30 of the Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015, please find enclosed herewith a presentation to analysts / investors on the financial performance of the Company for Unaudited Financial Results of the Company for the 1st quarter ended June 30, 2020.

We request you to take the same on record.

Thanking You,

Yours truly,

For Just Dial Limited

Manan Udani
Company Secretary

Encl: as above
This Presentation has been prepared by Just Dial Limited (“Just Dial”) for investors, shareholders, analysts and other relevant stakeholders, solely for informational purposes. The information set out in this Presentation, including business overview, traffic related numbers, products related information, historical financial performance and any forecasts should not be considered as advice or a recommendation to investors or potential investors in relation to holding, purchasing or selling securities or other financial products. Before acting on any information, you should consider the appropriateness of the information having regard to these matters, any relevant offer document and in particular, you should seek independent financial advice.

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

The contents of this presentation are confidential, and they must not be copied, distributed, disseminated, published or reproduced, in whole or in part, or disclosed by recipients directly or indirectly to any other person. Just Dial makes no representation or warranty as to the accuracy or completeness of this information and shall not have any liability for any representations (expressed or implied) regarding information contained in, or for any omissions from, this information or any other written or oral communications transmitted to the recipient in the course of its evaluation of the Company.

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

Q1 FY21 means the period Apr 1, 2020 to Jun 30, 2020
FY21 or FY 20-21 or FY 2021 means the Financial Year starting Apr 1, 2020 and ending Mar 31, 2021
COVID-19 IMPACT & RESPONSE

- As a result of lockdown imposed by the Government owing to COVID-19, the Company closed its offices from March 23, 2020 and moved to Work-from-Home (WFH) for all employees. Post lockdown relaxations, Company has opened its offices across India with limited workforce in line with Government’s directives issued from time to time.

- To optimize discretionary costs, Company had curtailed its advertising spends (both digital and non-digital) from Apr-20. For the month of Apr-20, average daily traffic declined ~48% versus Feb-20 (pre-COVID period) levels. For the month of Jul-20, average daily traffic was down ~12% versus Feb-20 levels. However, since majority of traffic is presently coming organically (without advertising), on a like-for-like basis, Jul-20 organic traffic has surpassed pre-COVID levels (Feb-20). Overall, for 1Q FY21, quarterly unique visitors declined 36% YoY and 28% QoQ to 100 million visitors.

- In order to assist SMEs in these unprecedented times, the Company launched various offers on its paid campaigns during the period, including better discounts, flexibility in activation of their campaign (post lockdown), better payment terms, etc. As a result, the Company was able to arrest COVID-19 impact on 1Q FY21 monetization (Collections) to a decline of 52% YoY and 43% QoQ. With lockdown easing, monetization is improving and the impact of any revised lockdown/ restrictions in certain geographies is being monitored.

- While prioritizing safety and well-being of its employees, the Company is extensively leveraging technology for its operations. While the Company has a strong Balance Sheet and robust cash position, the Company is re-evaluating and optimizing all costs and focusing even more on automated processes to enable it to successfully navigate the ongoing uncertainties and emerge stronger.
BUSINESS OVERVIEW
Justdial’s services connect sellers of products & services with potential buyers/ users

100 million quarterly unique visitors in Q1-FY21

Scalable and profitable business model

High user engagement, 110.5 million ratings & reviews

Database of 29.6 million listings

444,934 active paid campaigns

Figures as on Jun 30, 2020
KEY STRENGTHS

- First Mover Advantage in Indian Local Search Market

- Strong Brand Recognition with 100 million unique quarterly visitors\(^\text{\textsuperscript{\textdagger}}\) in Q1 FY21 (138.9 million in Q4 FY20)

- Comprehensive database of 29.6 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

\(^\text{\textdagger}\) Unique visitors are aggregated across various mediums – Voice, Desktop/ PC, Mobile; these may not necessarily be mutually exclusive
Nationwide coverage, branches in 11 cities across India

Corporate Headquarters in Mumbai, Technology operations and R&D division in Bengaluru

3,413 employees in tele-sales, 4,687 feet-on-street salesforce

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

Traffic Share
Q1 FY21
100 million^*

81%
MOBILE
Mobile Site & Apps

16%
DESKTOP/ PC
www.justdial.com

3%
VOICE
88888-88888

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

88888-88888
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

110.5 million Ratings & Reviews
Mobile-verified, unbiased ratings
Friends’ Ratings
10-Point Rating Scale
Facebook & Twitter-shareable
Photos Upload with Review
Ratings shared on JD Social
Robust Audit Mechanism
Unique visitors are aggregated across various mediums – Voice, Desktop/PC, Mobile; these may not necessarily be mutually exclusive.
Active Listings - period end (million)

<table>
<thead>
<tr>
<th>Quarter</th>
<th>1Q FY19</th>
<th>2Q FY19</th>
<th>3Q FY19</th>
<th>4Q FY19</th>
<th>1Q FY20</th>
<th>2Q FY20</th>
<th>3Q FY20</th>
<th>4Q FY20</th>
<th>1Q FY21</th>
</tr>
</thead>
<tbody>
<tr>
<td>Value</td>
<td>22.7</td>
<td>23.8</td>
<td>24.8</td>
<td>25.7</td>
<td>26.5</td>
<td>27.6</td>
<td>28.6</td>
<td>29.4</td>
<td>29.6</td>
</tr>
</tbody>
</table>
Listings with Geocodes (million)

1Q FY19: 11.8
2Q FY19: 12.3
3Q FY19: 13.4
4Q FY19: 14.0
1Q FY20: 14.5
2Q FY20: 15.2
3Q FY20: 15.9
4Q FY20: 16.5
1Q FY21: 16.8
PRODUCT OVERVIEW
B2B - PRODUCTS

Justdial

Search in B2B

Search B2B
Maps Shopping News

All Categories

GET VERIFIED SELLERS
FROM JUSTDIAL

POST YOUR REQUIREMENT

Men Shirts

Men Shirts
National Uniforms
Ghatkopar East - Mumbai
11 yrs

Call Now
Get Best Price

Men Shirts

Mens Designer White Shirts
Zinc Clothing Pvt Ltd
Santacruz West - Mumbai
11 yrs

Call Now
Get Best Price

Recommended for you

Casual Shirt

National Uniforms
Ghatkopar East - Mumbai
4.7 •86 Ratings

Call Now
Get Best Price

CCTV Camera
Antique Lamp
Digital Photocopyer

Electronics & Electrical

Apparel & Garments

Jd
Home Social Movies Pay News More
B2B – SELLER DETAILS

Great Service is Our Mission!

Popular Products

- Caps & Jackets
  - ₹ 550 / Unit
  - MOQ: 1 Unit

- Housekeeping Uniforms
  - ₹ 750 / Unit
  - MOQ: 50 Unit

- Promotional Jackets

Call Now Get Best Price

Photos

Upload Photos

- Shop No 1, Ghatkopar East, Mumbai - 400075 (Opposite Building No 20, Pant Nagar)
- Hours and Services may differ
- Opens at 9:00 am tomorrow
- Make payment using JD Pay
VOICE SEARCH

Mainland China restaurant
Seamless digital payment solution
BEYOND SEARCH

- Price Comparison
- Hail a Cab
- Flight Tickets
- Train Tickets
- Bus Tickets
- Hotel Bookings
- Bills & Recharge
- Stocks
- Augmented Reality
- Pay via UPI
... and many more.
BEYOND SEARCH

- Price Comparison
- Hail a Cab
- Flight Tickets
- Train Tickets
- Bus Tickets
- Hotel Bookings
- Bills & Recharge
- Stocks
- Augmented Reality
- Pay via UPI
- ... and many more.
BEYOND SEARCH

Price Comparison
Hail a Cab
Flight Tickets
Train Tickets
Bus Tickets
Hotel Bookings
Bills & Recharge
Stocks
Augmented Reality
Pay via UPI
... and many more.
BEYOND SEARCH

Price Comparison
Hail a Cab
Flight Tickets
**Train Tickets**
Bus Tickets
Hotel Bookings
Bills & Recharge
Stocks
Augmented Reality
Pay via UPI
... and many more.
BEYOND SEARCH

Price Comparison
Hail a Cab
Flight Tickets
Train Tickets
**Bus Tickets**
Hotel Bookings
Bills & Recharge
Stocks
Augmented Reality
Pay via UPI
... and many more.
BEYOND SEARCH

Price Comparison
Hail a Cab
Flight Tickets
Train Tickets
Bus Tickets

Hotel Bookings
Bills & Recharge
Stocks
Augmented Reality
Pay via UPI
... and many more.
BEYOND SEARCH

Price Comparison
Hail a Cab
Flight Tickets
Train Tickets
Bus Tickets
Hotel Bookings
Bills & Recharge
Stocks
Augmented Reality
Pay via UPI
... and many more.

Bills & Recharge

Apply discount coupon
₹ 2,880
2 Bills Selected

Pay Now
BEYOND SEARCH

Price Comparison
Hail a Cab
Flight Tickets
Train Tickets
Bus Tickets
Hotel Bookings
Bills & Recharge
**Stocks**
Augmented Reality
Pay via UPI
... and many more.

![Image of mobile app interface showing stock market data and news articles]

**BUSINESS NEWS**

Bank Of Baroda Savings Account Can Now Be Opened Online With Aadhaar
Bank of Baroda (BoB) has launched ‘Insta... 48 minutes ago

RIL m-cap climbs to Rs 13 lakh cr from Rs 12 lakh cr in just 8 days; share price hit... RIL shares closed the session 3.55 per c... 54 minutes ago

Did the market really go ahead of economy in recent rally?
Markets are always forward-looking, inst... 1 hour ago
BEYOND SEARCH

Price Comparison
Hail a Cab
Flight Tickets
Train Tickets
Bus Tickets
Hotel Bookings
Bills & Recharge
Stocks

Augmented Reality
Pay via UPI
... and many more.
BEYOND SEARCH

Price Comparison
Hail a Cab
Flight Tickets
Train Tickets
Bus Tickets
Hotel Bookings
Bills & Recharge
Stocks
Augmented Reality
Pay via UPI
... and many more.
EFFICIENT & PROFITABLE BUSINESS MODEL

- Paid Advertisers pay a fixed fee to run search-led 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 3,413 employees in tele-sales, 1,363 feet-on-street (marketing), and 3,324 feet-on-street (JDAs - Just Dial Ambassadors, cold calling team) as on Q1 FY21
Operating Revenue (Rs million)

<table>
<thead>
<tr>
<th>Quarter</th>
<th>Revenue (Rs million)</th>
</tr>
</thead>
<tbody>
<tr>
<td>1Q FY19</td>
<td>2,114</td>
</tr>
<tr>
<td>2Q FY19</td>
<td>2,210</td>
</tr>
<tr>
<td>3Q FY19</td>
<td>2,268</td>
</tr>
<tr>
<td>4Q FY19</td>
<td>2,323</td>
</tr>
<tr>
<td>1Q FY20</td>
<td>2,402</td>
</tr>
<tr>
<td>2Q FY20</td>
<td>2,426</td>
</tr>
<tr>
<td>3Q FY20</td>
<td>2,354</td>
</tr>
<tr>
<td>4Q FY20</td>
<td>2,349</td>
</tr>
<tr>
<td>1Q FY21</td>
<td>1,624</td>
</tr>
</tbody>
</table>
Operating Margin

Adjusted EBITDA (Rs million) & Margin %

<table>
<thead>
<tr>
<th>Quarter</th>
<th>Adjusted EBITDA (Rs million)</th>
<th>Margin %</th>
</tr>
</thead>
<tbody>
<tr>
<td>1Q FY19</td>
<td>624</td>
<td>29.5%</td>
</tr>
<tr>
<td>2Q FY19</td>
<td>631</td>
<td>28.6%</td>
</tr>
<tr>
<td>3Q FY19</td>
<td>606</td>
<td>26.7%</td>
</tr>
<tr>
<td>4Q FY19</td>
<td>607</td>
<td>26.1%</td>
</tr>
<tr>
<td>1Q FY20</td>
<td>689</td>
<td>28.7%</td>
</tr>
<tr>
<td>2Q FY20</td>
<td>703</td>
<td>29.0%</td>
</tr>
<tr>
<td>3Q FY20</td>
<td>712</td>
<td>30.3%</td>
</tr>
<tr>
<td>4Q FY20</td>
<td>800</td>
<td>34.0%</td>
</tr>
<tr>
<td>1Q FY21</td>
<td>463</td>
<td>28.5%</td>
</tr>
</tbody>
</table>
COST STRUCTURE

Expenses as % of Operating Revenue

Employee Costs
ESOP Expenses
Interest Cost on Lease Liability
Depreciation on Lease Asset
Depreciation - Others

<table>
<thead>
<tr>
<th></th>
<th>1Q FY19</th>
<th>2Q FY19</th>
<th>3Q FY19</th>
<th>4Q FY19</th>
<th>1Q FY20</th>
<th>2Q FY20</th>
<th>3Q FY20</th>
<th>4Q FY20</th>
<th>1Q FY21</th>
</tr>
</thead>
<tbody>
<tr>
<td>Expenses</td>
<td>4.0%</td>
<td>3.8%</td>
<td>3.8%</td>
<td>3.6%</td>
<td>3.4%</td>
<td>3.2%</td>
<td>3.1%</td>
<td>3.4%</td>
<td>3.8%</td>
</tr>
<tr>
<td>ESOP Expenses</td>
<td>17.2%</td>
<td>17.9%</td>
<td>20.2%</td>
<td>18.9%</td>
<td>17.5%</td>
<td>16.0%</td>
<td>14.9%</td>
<td>13.4%</td>
<td>10.6%</td>
</tr>
<tr>
<td>Other Expenses</td>
<td>56.7%</td>
<td>53.6%</td>
<td>53.1%</td>
<td>55.0%</td>
<td>55.1%</td>
<td>55.0%</td>
<td>54.8%</td>
<td>52.6%</td>
<td>60.9%</td>
</tr>
</tbody>
</table>

- Employee Costs
- ESOP Expenses
- Interest Cost on Lease Liability
- Depreciation on Lease Asset
- Depreciation - Others
Note: PAT Margin is calculated as Net Profit (Profit After Taxes) as a percentage of Operating Revenue for the quarter.
PAID CAMPAIGNS

Active Paid Campaigns - period end

- 1Q FY19: 452,900
- 2Q FY19: 470,620
- 3Q FY19: 485,410
- 4Q FY19: 500,838
- 1Q FY20: 515,300
- 2Q FY20: 528,915
- 3Q FY20: 534,960
- 4Q FY20: 536,236
- 1Q FY21: 444,934
Sales Strength - Period End

<table>
<thead>
<tr>
<th>Period</th>
<th>Tele-Marketing</th>
<th>Feet-on-Street (Marketing)</th>
<th>Feet-on-Street (JDAs, Cold Calling)</th>
</tr>
</thead>
<tbody>
<tr>
<td>1Q FY19</td>
<td>4,285</td>
<td>1,480</td>
<td>3,025</td>
</tr>
<tr>
<td>2Q FY19</td>
<td>4,312</td>
<td>1,467</td>
<td>3,387</td>
</tr>
<tr>
<td>3Q FY19</td>
<td>4,143</td>
<td>1,448</td>
<td>3,650</td>
</tr>
<tr>
<td>4Q FY19</td>
<td>4,072</td>
<td>1,461</td>
<td>3,896</td>
</tr>
<tr>
<td>1Q FY20</td>
<td>4,291</td>
<td>1,526</td>
<td>4,411</td>
</tr>
<tr>
<td>2Q FY20</td>
<td>4,307</td>
<td>1,515</td>
<td>3,866</td>
</tr>
<tr>
<td>3Q FY20</td>
<td>4,202</td>
<td>1,503</td>
<td>4,168</td>
</tr>
<tr>
<td>4Q FY20</td>
<td>3,972</td>
<td>1,480</td>
<td>3,924</td>
</tr>
<tr>
<td>1Q FY21</td>
<td>3,413</td>
<td>1,363</td>
<td>3,324</td>
</tr>
<tr>
<td>Metric</td>
<td>Unit</td>
<td>1Q FY21</td>
<td>1Q FY20</td>
</tr>
<tr>
<td>---------------------------------------------</td>
<td>----------</td>
<td>---------</td>
<td>---------</td>
</tr>
<tr>
<td>Operating Revenue</td>
<td>(₹ million)</td>
<td>1,624</td>
<td>2,402</td>
</tr>
<tr>
<td>Operating EBITDA</td>
<td>(₹ million)</td>
<td>375</td>
<td>643</td>
</tr>
<tr>
<td>Operating EBITDA Margin</td>
<td>%</td>
<td>23.1%</td>
<td>26.8%</td>
</tr>
<tr>
<td>Adjusted EBITDA (excl. ESOP expenses)</td>
<td>(₹ million)</td>
<td>463</td>
<td>689</td>
</tr>
<tr>
<td>Adjusted EBITDA Margin (excl. ESOP expenses)</td>
<td>%</td>
<td>28.5%</td>
<td>28.7%</td>
</tr>
<tr>
<td>Other Income, net</td>
<td>(₹ million)</td>
<td>769</td>
<td>311</td>
</tr>
<tr>
<td>Profit Before Taxes</td>
<td>(₹ million)</td>
<td>1,013</td>
<td>799</td>
</tr>
<tr>
<td>Net Profit</td>
<td>(₹ million)</td>
<td>833</td>
<td>573</td>
</tr>
<tr>
<td>Net Profit Margin</td>
<td>%</td>
<td>51.3%</td>
<td>23.9%</td>
</tr>
<tr>
<td>Unearned Revenue (period end)</td>
<td>(₹ million)</td>
<td>2,871</td>
<td>3,991</td>
</tr>
<tr>
<td>Cash &amp; Investments (period end)</td>
<td>(₹ million)</td>
<td>16,432</td>
<td>13,967</td>
</tr>
<tr>
<td>Metric</td>
<td>Unit</td>
<td>1Q FY21</td>
<td>1Q FY20</td>
</tr>
<tr>
<td>--------------------------------</td>
<td>--------</td>
<td>---------</td>
<td>---------</td>
</tr>
<tr>
<td>Unique Visitors</td>
<td>(million)</td>
<td>100.0</td>
<td>156.1</td>
</tr>
<tr>
<td>Mobile</td>
<td>(million)</td>
<td>81.0</td>
<td>125.1</td>
</tr>
<tr>
<td>Desktop/ PC</td>
<td>(million)</td>
<td>15.6</td>
<td>22.3</td>
</tr>
<tr>
<td>Voice</td>
<td>(million)</td>
<td>3.4</td>
<td>8.7</td>
</tr>
<tr>
<td>Mobile</td>
<td>% share</td>
<td>81.0%</td>
<td>80.2%</td>
</tr>
<tr>
<td>Desktop/ PC</td>
<td>% share</td>
<td>15.6%</td>
<td>14.3%</td>
</tr>
<tr>
<td>Voice</td>
<td>% share</td>
<td>3.4%</td>
<td>5.6%</td>
</tr>
<tr>
<td>Total Listings (period end)</td>
<td>(million)</td>
<td>29.6</td>
<td>26.5</td>
</tr>
<tr>
<td>Net Listings Addition</td>
<td></td>
<td>258,707</td>
<td>748,259</td>
</tr>
<tr>
<td>Total Images in Listings</td>
<td>(million)</td>
<td>85.1</td>
<td>66.8</td>
</tr>
<tr>
<td>Listings with Geocodes</td>
<td>(million)</td>
<td>16.8</td>
<td>14.5</td>
</tr>
<tr>
<td>Ratings &amp; Reviews</td>
<td>(million)</td>
<td>110.5</td>
<td>98.1</td>
</tr>
<tr>
<td>Paid campaigns (period end)</td>
<td></td>
<td>444,934</td>
<td>515,300</td>
</tr>
<tr>
<td>Total App Downloads (period end)</td>
<td>(million)</td>
<td>27.1</td>
<td>24.5</td>
</tr>
<tr>
<td>App Downloads per day</td>
<td></td>
<td>7,693</td>
<td>13,131</td>
</tr>
<tr>
<td>Number of Employees</td>
<td></td>
<td>10,984</td>
<td>13,601</td>
</tr>
</tbody>
</table>
# BOARD OF DIRECTORS

## EXECUTIVE DIRECTORS

<table>
<thead>
<tr>
<th>Name</th>
<th>Description</th>
</tr>
</thead>
<tbody>
<tr>
<td>V S S Mani</td>
<td>Founder, Managing Director and Chief Executive Officer of Justdial with over 32 years of experience in the field of media and local search services.</td>
</tr>
<tr>
<td>Ramani Iyer</td>
<td>Whole-time Director with 27 years of experience, working with Justdial in the field of strategic planning and execution.</td>
</tr>
<tr>
<td>V Krishnan</td>
<td>Whole-time Director with 27 years of experience, working with Justdial in strategic planning and execution.</td>
</tr>
<tr>
<td>Abhishek Bansal</td>
<td>CFO and whole-time Director of Justdial, with overall 11 years of experience and handles Finance, Strategy, Accounting, Treasury, Audit, Legal, Compliance &amp; Traffic. He holds an MBA from IIM Bangalore and a B. Tech. in Electrical Engineering from IIT Roorkee.</td>
</tr>
</tbody>
</table>

## NON-EXECUTIVE DIRECTORS – INDEPENDENT

<table>
<thead>
<tr>
<th>Name</th>
<th>Description</th>
</tr>
</thead>
<tbody>
<tr>
<td>B Anand</td>
<td>Anand is CEO of Nayara Energy, and previously was CFO of Trafigura. He has 33 years of experience in Corporate Finance, Strategy &amp; Investment Banking. He is a Commerce graduate and an associate member of ICAI.</td>
</tr>
<tr>
<td>Sanjay Bahadur</td>
<td>Sanjay is CEO of Pidilite Industries for its Global Constructions &amp; Chemicals division and has over three decades of experience. He holds a degree from Delhi College of Engineering.</td>
</tr>
<tr>
<td>Malcolm Monteiro</td>
<td>Malcolm is CEO India, DHL eCommerce &amp; member of DHL eCommerce Management Board. He holds a degree from IIT Mumbai &amp; IIM Ahmedabad.</td>
</tr>
<tr>
<td>Bhavna Thakur</td>
<td>Bhavna heads Capital Markets at Everstone Capital and has over 22 years of experience in Corporate Finance, Investment Banking, and Capital Markets. She holds a BA LLB (Hons.) from NLSIU, Bangalore &amp; a Masters in Law from Columbia University, New York.</td>
</tr>
</tbody>
</table>

## NON-EXECUTIVE DIRECTORS – NON INDEPENDENT

<table>
<thead>
<tr>
<th>Name</th>
<th>Description</th>
</tr>
</thead>
<tbody>
<tr>
<td>Pulak Prasad</td>
<td>Pulak is Founder &amp; MD of Nalanda Capital and has over 28 years of experience in Management Consulting &amp; Investing. He holds a B. Tech. from IIT Delhi and is an IIM Ahmedabad alumni.</td>
</tr>
<tr>
<td>Anita Mani</td>
<td>Anita has 27 years of experience in the field of General Management. She is a history graduate from University of Delhi.</td>
</tr>
<tr>
<td>Name</td>
<td>Designation</td>
</tr>
<tr>
<td>--------------------</td>
<td>--------------------------------------</td>
</tr>
<tr>
<td>V S S Mani</td>
<td>Chief Executive Officer</td>
</tr>
<tr>
<td>Abhishek Bansal</td>
<td>Chief Financial Officer</td>
</tr>
<tr>
<td>Vishal Parikh</td>
<td>Chief Product Officer</td>
</tr>
<tr>
<td>Sumeet Vaid</td>
<td>Chief Revenue Officer</td>
</tr>
<tr>
<td>Rajesh Madhavan</td>
<td>Chief People Officer</td>
</tr>
<tr>
<td>Ajay Mohan</td>
<td>Group Vice President, Sales</td>
</tr>
<tr>
<td>Rakesh Ojha</td>
<td>Group Vice President, Sales</td>
</tr>
<tr>
<td>Prashant Nagar</td>
<td>Vice President, Sales</td>
</tr>
<tr>
<td>Suhail Siddiqui</td>
<td>Vice President, Sales</td>
</tr>
<tr>
<td>Rajiv Nair</td>
<td>Vice President, Sales</td>
</tr>
<tr>
<td>Shwetank Dixit</td>
<td>AVP &amp; Head, Database &amp; Content</td>
</tr>
</tbody>
</table>
SHAREHOLDING PATTERN

AS ON JUN 30, 2020

- PROMOTERS: 33.42%
- FOREIGN INVESTORS: 35.69%
- DOMESTIC INVESTORS: 19.86%
- INDIVIDUALS: 11.03%
End of Presentation