

CORPORATE PRESENTATION

April 2025

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Q4 FY25 means the period Jan 1, 2025 to Mar 31, 2025

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



BUSINESS OVERVIEW

COMPANY OVERVIEW

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



High user engagement, 152.6 million ratings & reviews



191.3 million quarterly unique visitors in Q4-FY25



Database of 48.8 million listings



Scalable and profitable business model



613,290 active paid campaigns



Figures as on Mar 31, 2025

KEY STRENGTHS

- ❑ First Mover Advantage in Indian Local Search Market
- ❑ Strong Brand Recognition with 191.3 million unique quarterly visitors^ in Q4 FY25 (191.2 million in Q3 FY25)
- ❑ Comprehensive database of 48.8 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



4,633 employees in tele-sales, 5,470 feet-on-street salesforce



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

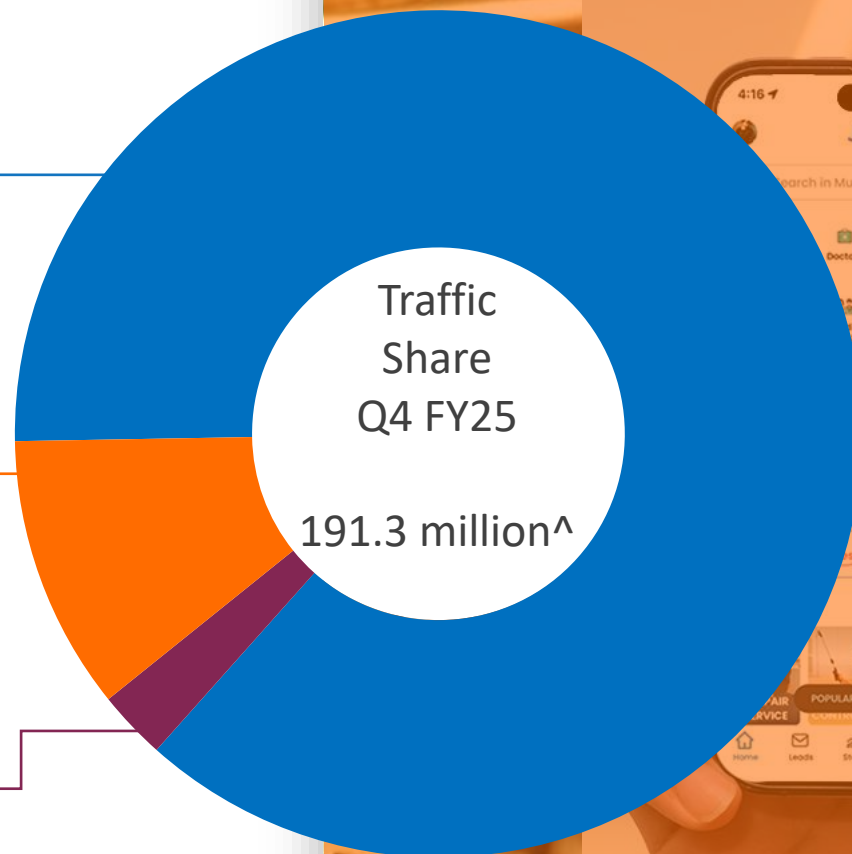


PLATFORMS

 **86.9%**
MOBILE
Mobile Site & Apps

 **10.5%**
DESKTOP/ PC
www.justdial.com

 **2.6%**
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

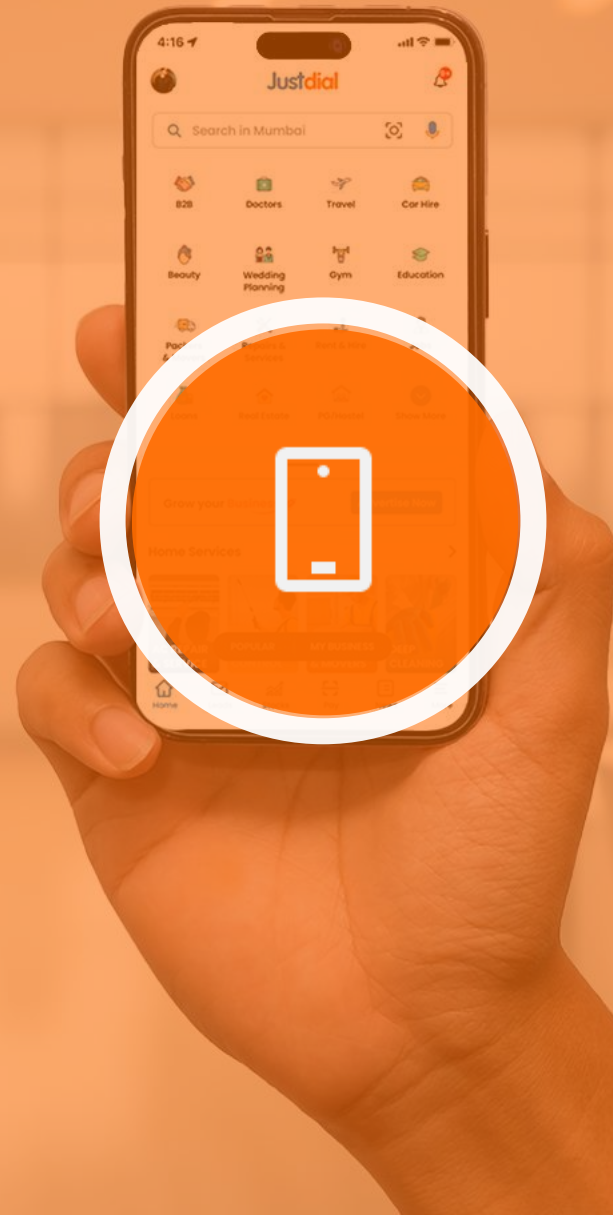
Ratings & Reviews

Friends' Ratings

Real-time Performance tags for listings

Catalogues

Search Plus



WEBSITE

Predictive Auto-Suggest

Company, Category, Product Search

Location Detection

Maps & directions

Operating hours

Business logos

Pictures & videos

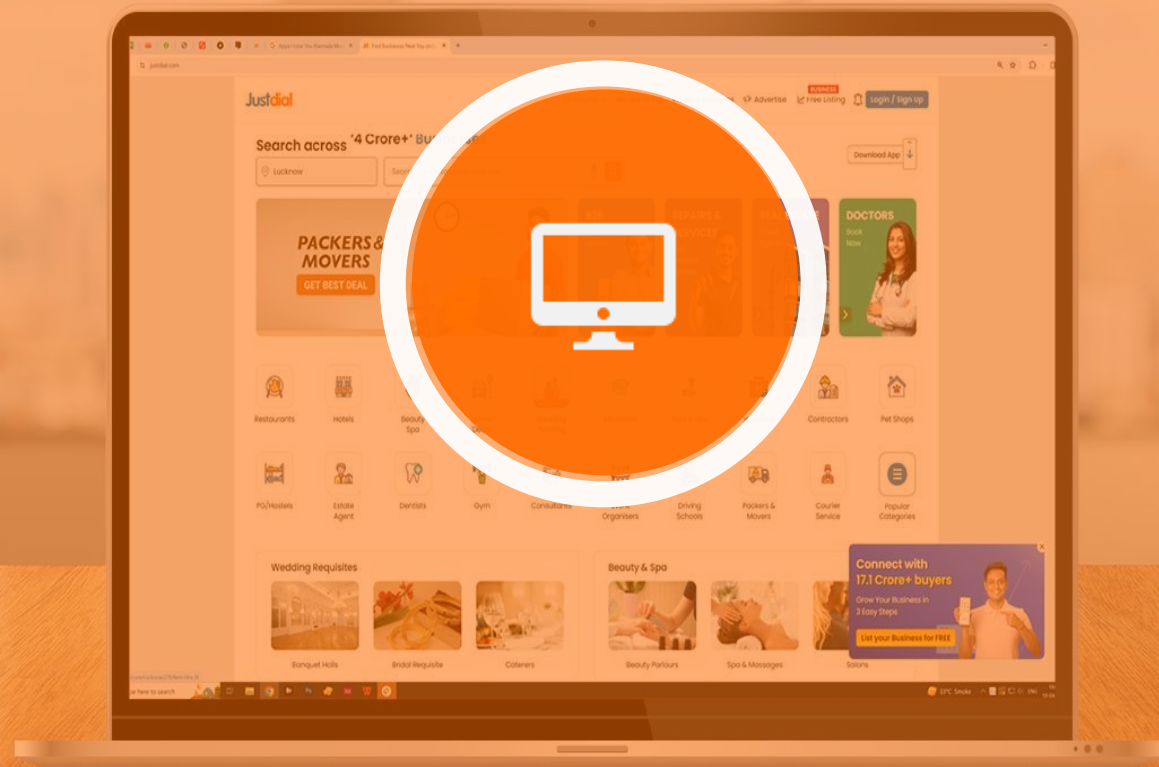
Ratings & reviews

Friends' Ratings

Catalogues

Search Plus

Popular Category Searches



VOICE

 888888-888888

Operator-assisted Hotline Number

One number across India

24 Hours a day x 7 Days a week

Multi-lingual support

Zero-ring Pickup

Personalized Greeting

Multiple queries in one call

Instant WhatsApp, SMS & Email



VALUE PROPOSITION FOR SMEs



USER ENGAGEMENT



152.6 million Ratings & Reviews

Mobile-verified, unbiased ratings

Intelligent tags to capture experiences

Friends' Ratings

5-Point Rating Scale

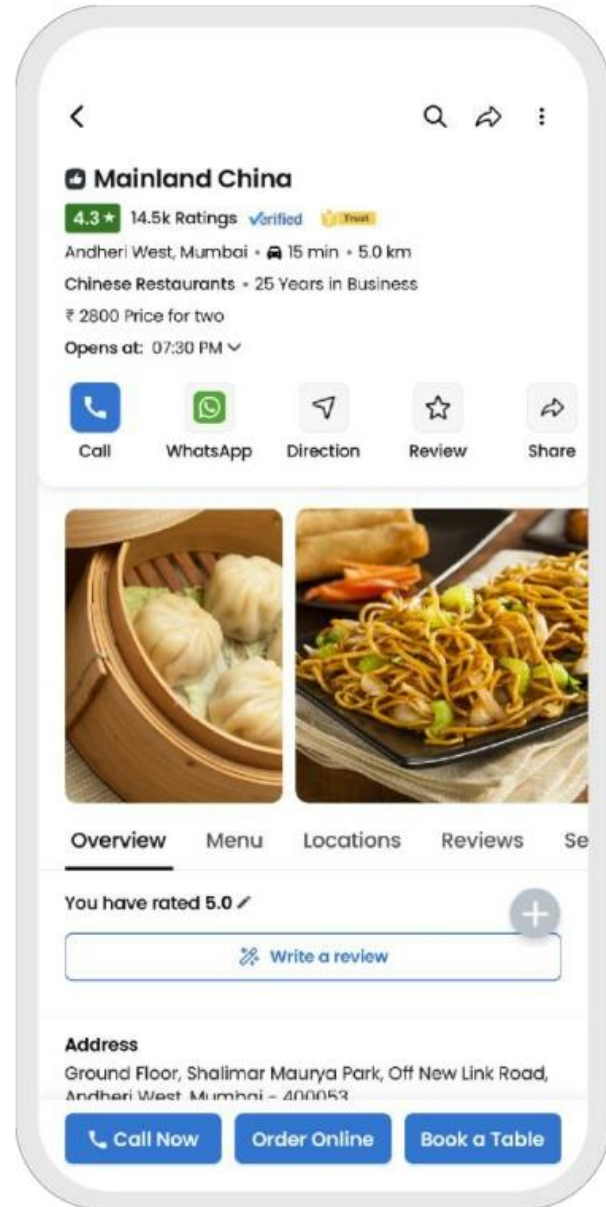
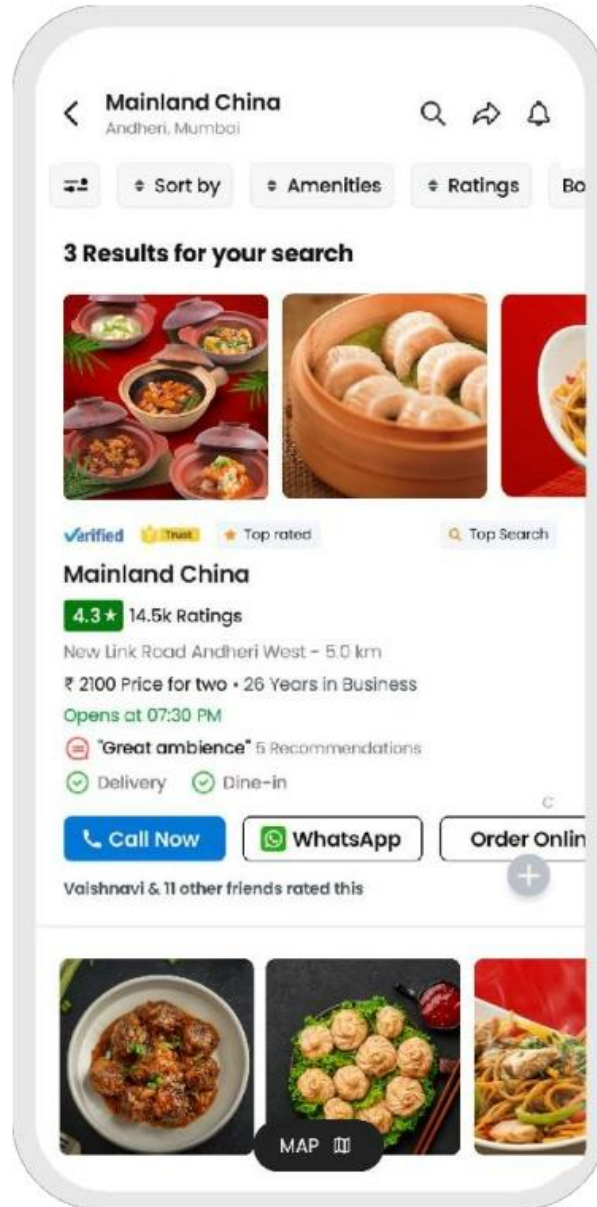
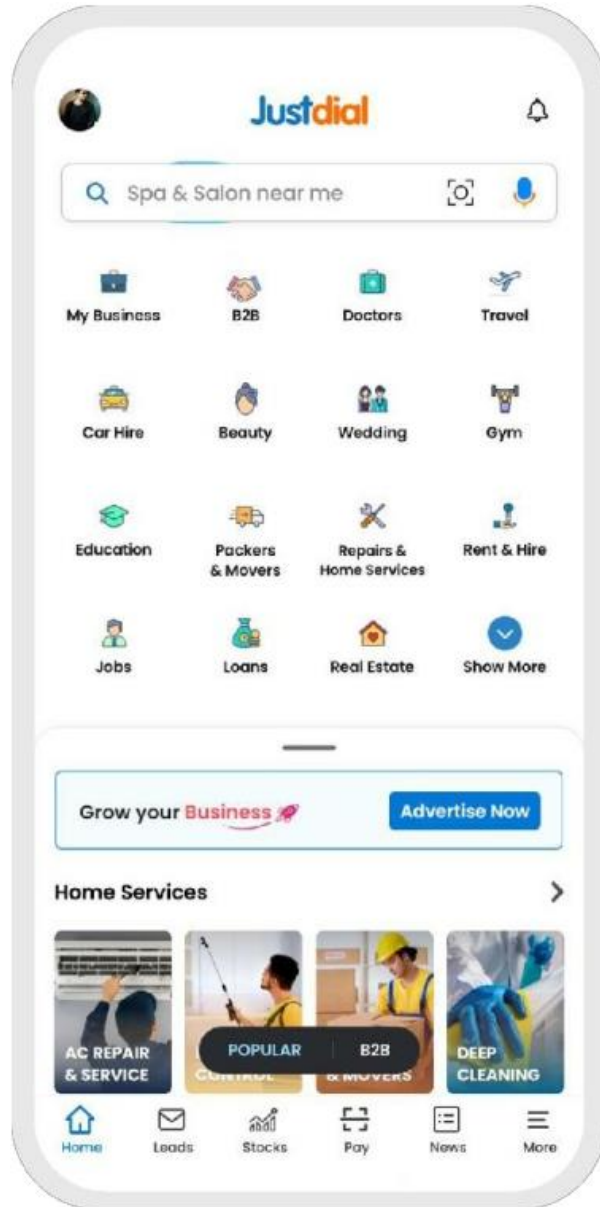
Photos Upload with Review

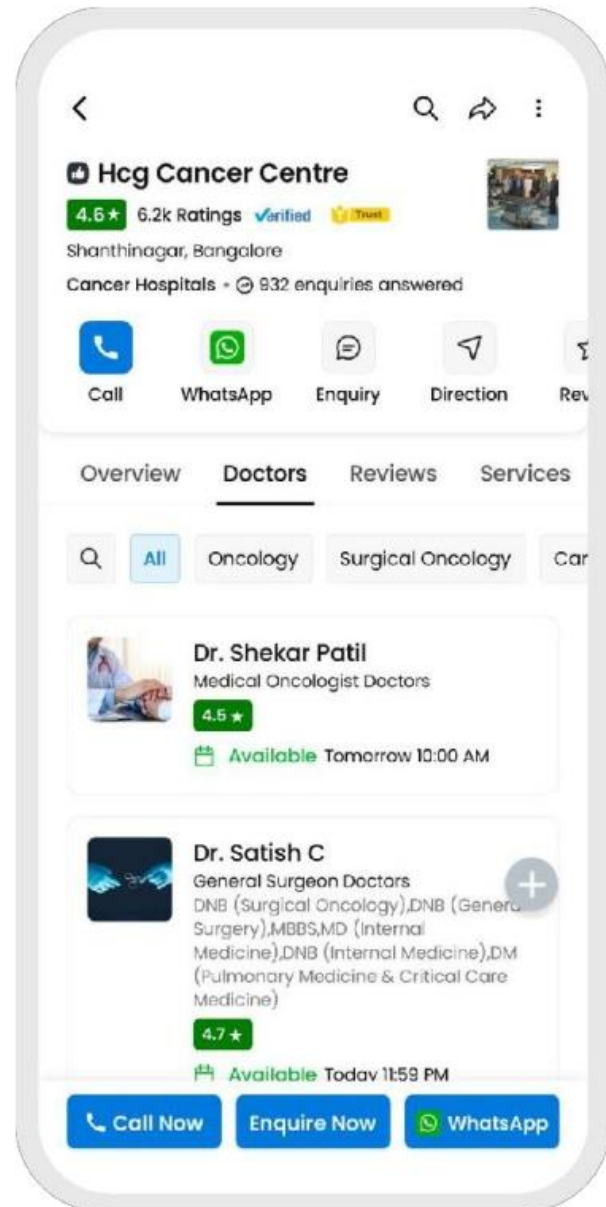
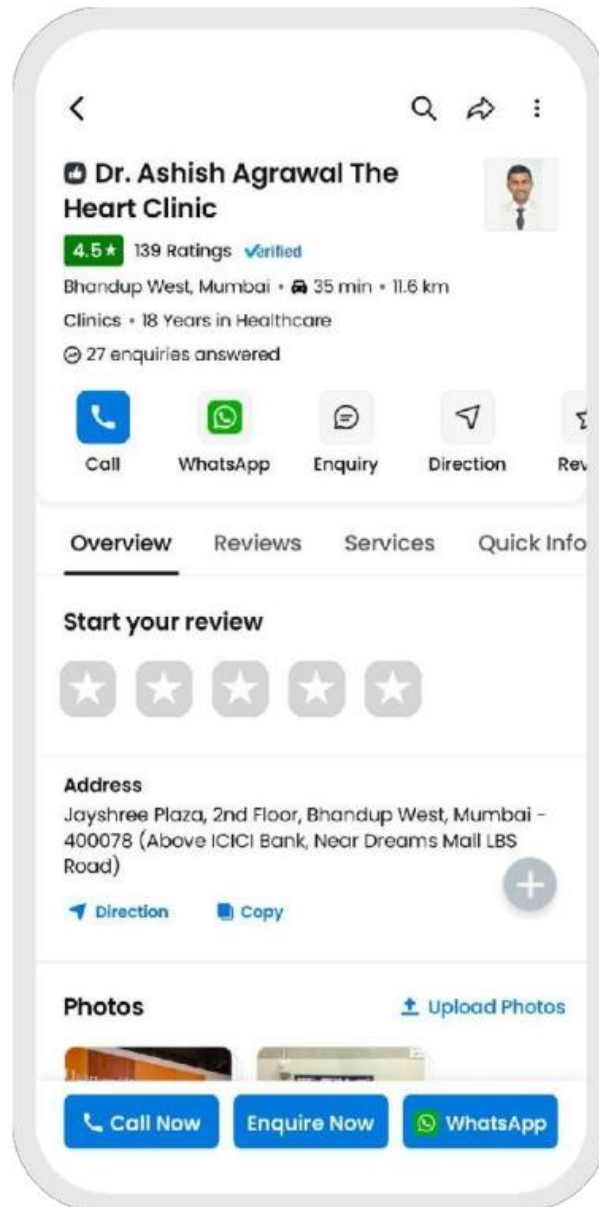
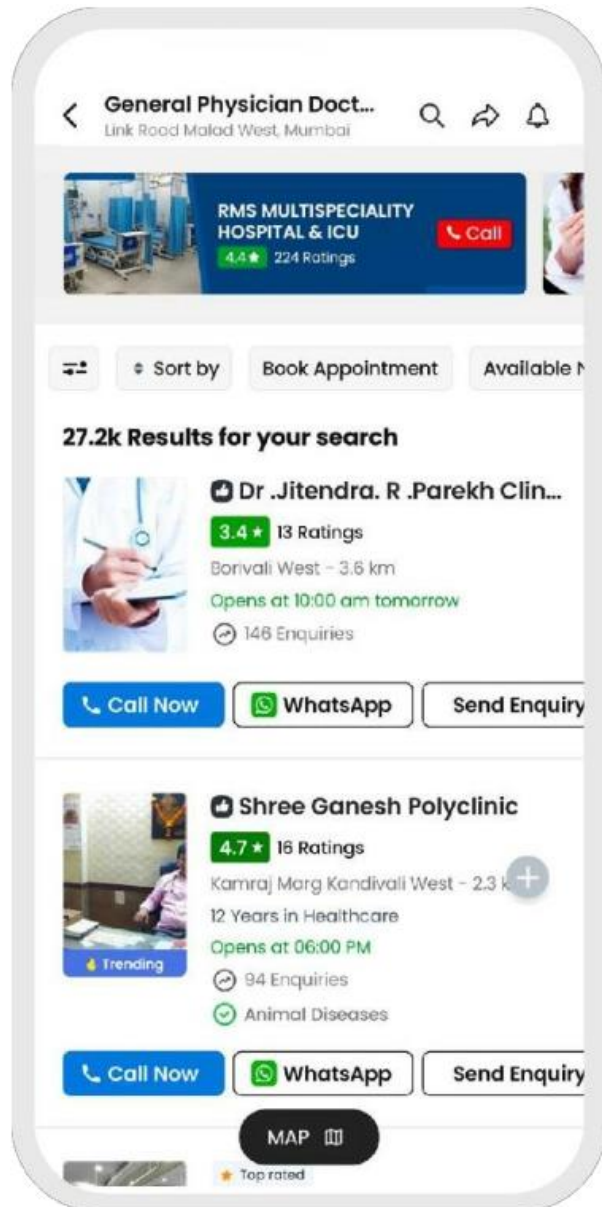
Robust Audit Mechanism

A screenshot of a mobile application interface for writing a review. At the top, the restaurant name 'Mainland China' and location 'Andheri West' are displayed next to a close button. Below this is a 5-star rating system with five orange stars and the word 'Excellent' followed by a smiley face emoji. There are two tabs: 'Dine in' (selected with a blue checkmark) and 'Delivery'. The main section is titled 'What did you love?' with a search icon. It contains several tags: 'Trained staff', 'Easy booking', 'Authentic cuisine', 'Tasty food', and a '+2' button. Below the tags is a section titled 'Tell us about your experience' with a 'Tips' icon. It includes a text prompt: 'Please say a little something about the food, ambience, service and price'. There is a text input field with a 'Let AI write' button and a microphone icon. At the bottom, there is an 'Upload Photos' section with a camera icon. A large blue 'Submit Review' button is at the very bottom.



PRODUCT OVERVIEW







The Neha Salon & Academy

4.6★ 2.1k Ratings Verified Trust

Goregaon West, Mumbai • 8 min • 2.7 km

Beauty Parlours • 36 Years in Business

92 enquiries answered

Open Now: until 8:30 pm

Women Hair Cut Starting at ₹ 850



Call



WhatsApp



Book Now



Enquiry



Directions



Overview

Catalogue

Reviews

Services

Start your review



Call Now

Enquire Now

WhatsApp

Favourite Businesses

Search from your favourites

Recently Added

Restaurants (2)

Home Serv



Trust Verified

PaintCraft

4.8★ 6 Ratings

Complex Kandivali East - 4.0 km

Call Now

Send Enquiry

Chat



Trust Verified

Mehran The Family Rest...

4.8★ 6 Ratings

Complex Kandivali East - 4.0 km

Call Now

Send Enquiry

Chat



Trust Verified

Green Leaf Restaurant a...

4.8★ 6 Ratings

Complex Kandivali East - 4.0 km

Call Now

Send Enquiry

Chat



Trust Verified

Silver Wellness Spa & Sa...

4.8★ 6 Ratings

Enrich Beauty

Overview

Catalogue

Locations

Review

Gender

Unisex

Grooming

Shaving

Saree Draping

Beard Styling

View All Services

Highlights from the Business



Hair
Straightening



Hair Rebonding



Hair Colour

Key Insights

What users liked

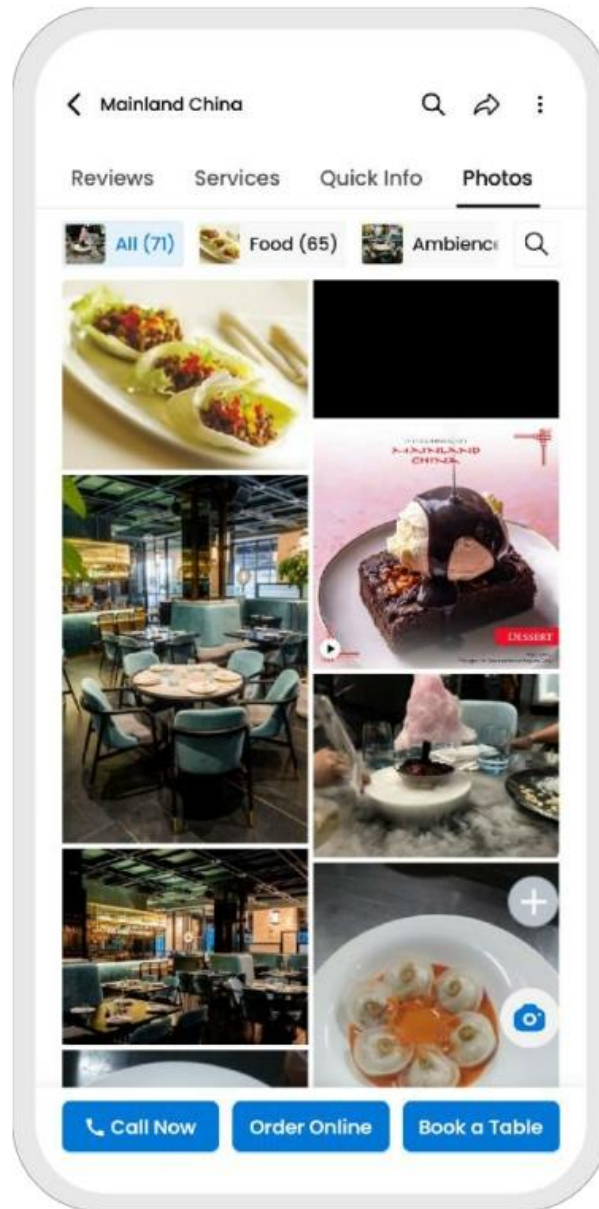
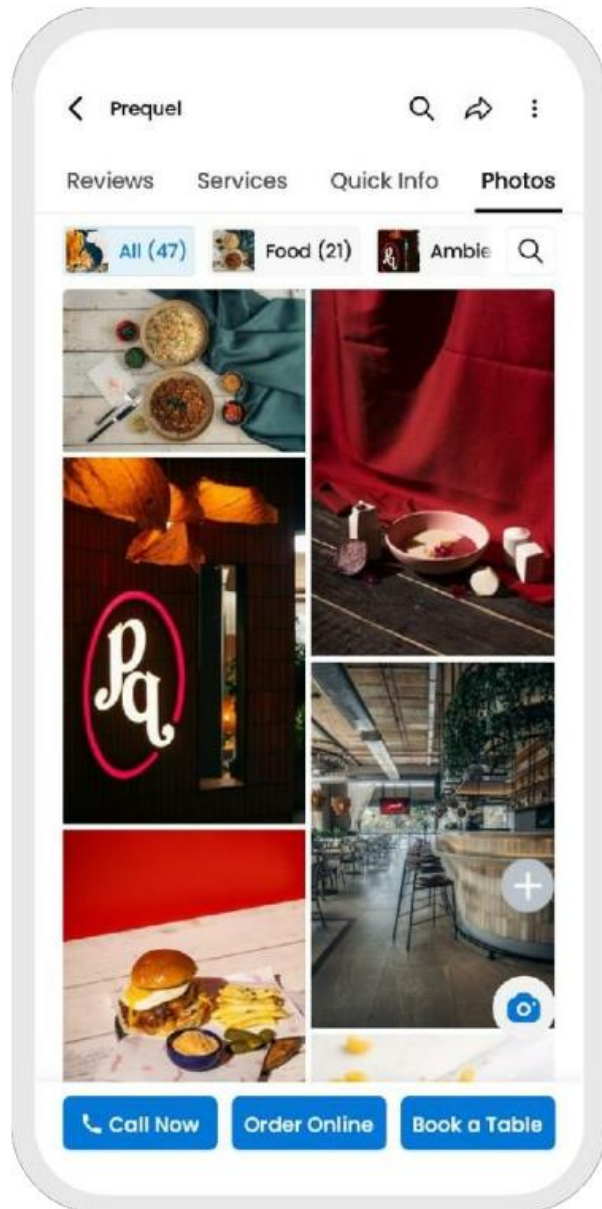
Friendly and professional staff

Call Now

Enquire Now

WhatsApp

JD Mobile



Voice Search

Listening.....

Mainland China restaurant



Mainland China

4.3 ★ 14.5k Ratings Verified Trust

Andheri West, Mumbai • 🚗 15 min • 5.0 km

Chinese Restaurants • 25 Years in Business

₹ 2800 Price for two

Opens at: 07:30 PM ▾



Call



WhatsApp



Direction



Review



Share



Overview

Menu

Locations

Reviews

Se

You have rated 5.0 ✎



 Write a review

Address

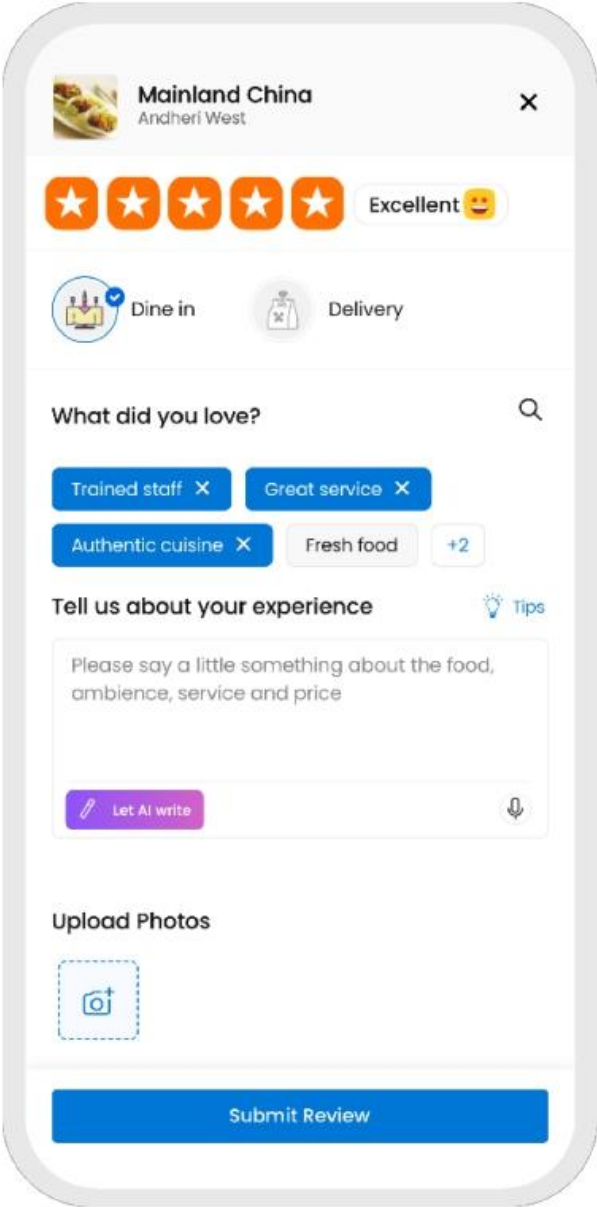
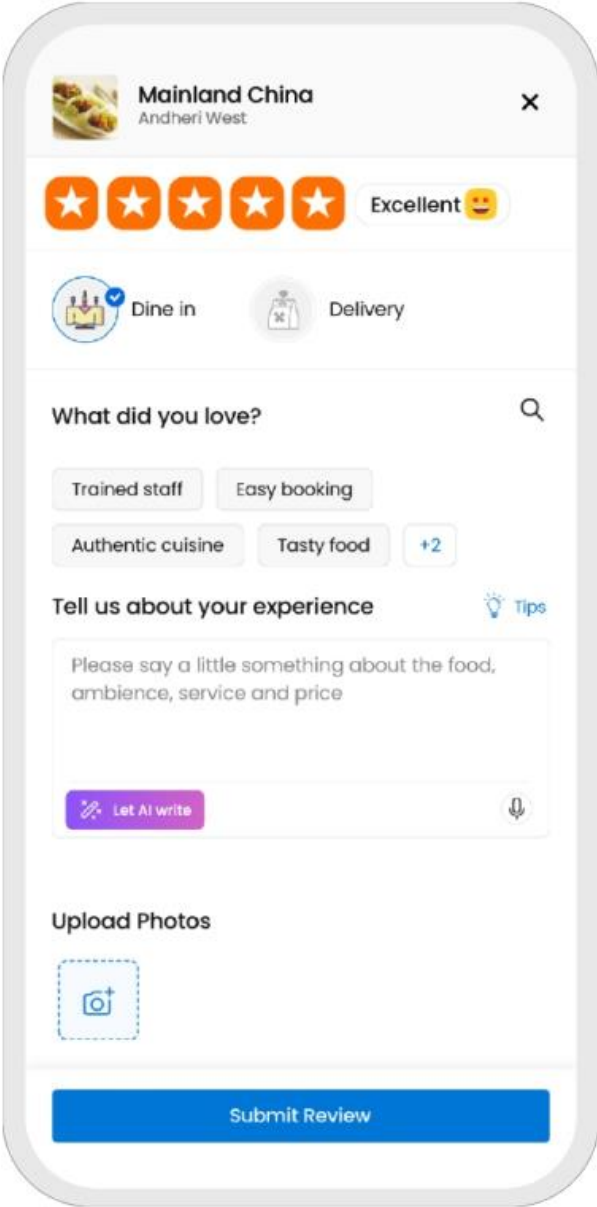
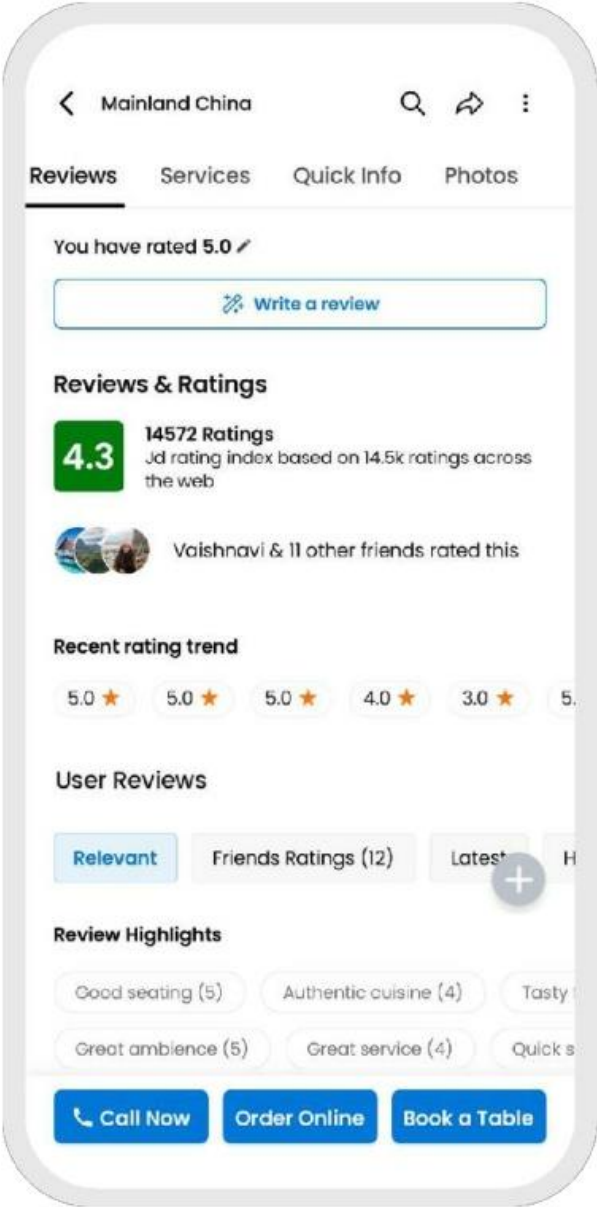
Ground Floor, Shalimar Maurya Park, Off New Link Road,
Andheri West, Mumbai - 400053

 Call Now

Order Online

Book a Table

Enhanced Ratings & Reviews System



Review Insights

Key Insights

What users liked

- The cafe has a great and pleasant ambiance
- The staff is friendly and attentive
- The food is delicious and flavorful, with a variety of options

[More](#)

What can be improved

- Some customers mentioned that the customer service was disappointing, with arrogant and careless staff members
- Another review mentioned that the prices were high, although portion sizes were good

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

Reviews & Ratings

4.3

46,562 Rating

Jd rating index based on 46562 ratings across the web

Start your Review



Recent rating trend



User Reviews

Relevant

Latest

High to Low

Review Highlights

Great ambience (6)

Authentic cuisine (4)

Good seating (3)

Well sanitised (3)

Clean place (3)

Tasty food (3)

Quick service (3)

< Leopold Cafe & Bar



Overview

Menu

Reviews

Services

Key Insights

What users liked

- The cafe has a great and pleasant ambiance
- The staff is friendly and attentive
- The food is delicious and flavorful, with a variety of options

[More](#)

What can be improved

- Some customers mentioned that the customer service was disappointing, with arrogant and careless staff members
- Another review mentioned that the prices were high, although portion sizes were good

Likes and suggested improvements are based on the reviews across the web

Reviews & Ratings

4.3

46.5k Ratings

Jd rating index based on 46.5k ratings across the web

 Amey Hatiskar & 1 other friends rated this

Call Now

Order Online

Book a Table

Search across '5.9 Crore+' Products & Services

Mianwali Nagar, Delhi

Search for Pest Control Services



Download App



Restaurants



Hotels



Beauty
Spa



Home
Decor



Wedding
Planning



Education



Rent & Hire



Hospitals



Contractors



Pet Shops



PG/Hostels



Estate
Agent



Dentists



Gym



Loans



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

Mumbai

Prequel Hebbal

×

🔍

EN

🔗 Advertise

📄 Free Listing

🔔

👤

Rangalore > Restaurants in Rangalore > Restaurants in Hebbal > Prequel



+41
More

Add More Photo



Prequel

4.3 ★ 1,658 Rating 🍷 "Clean place" 5 Suggestions · [Claim this business](#)

📍 Hebbal, Bangalore · 🕒 Open until 1:00 am · ₹ 1400 Price for two

Show Number

Order Online

Book a Table

WhatsApp

🔗

✎

Restaurants

North Indian Restaurants

🔖

Click to Rate

★ ★ ★ ★ ★

Overview

Menu 📄

Quick Info

Services

Photos

Key Insights

Reviews

Connect with

17.1 Crore+ Buyers

on Justdial



List your business for **FREE**

Menu



Shrimp Popcorn

₹ 565



Pull Apart Garlic Cheese Bread

₹ 335



House Spiced Masala Peanuts

₹ 335











Quick Information

Contact

Show Number

Address

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

📍 Get Directions

📄 Copy

🕒 Open until 1:00 am

⌵

✎ Suggest new hours

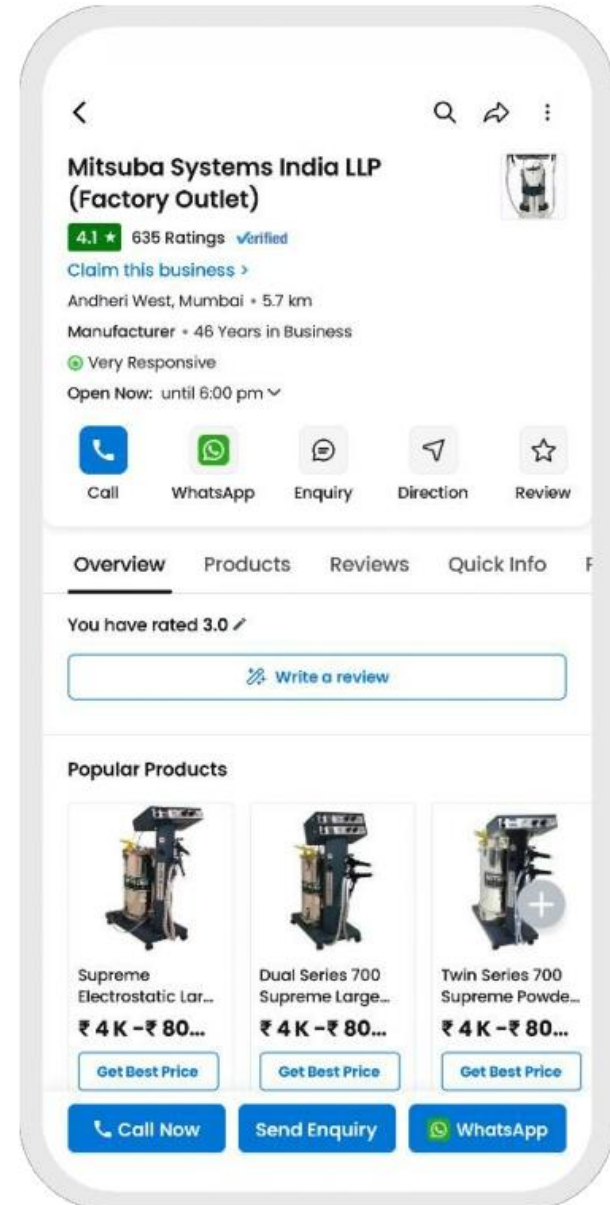
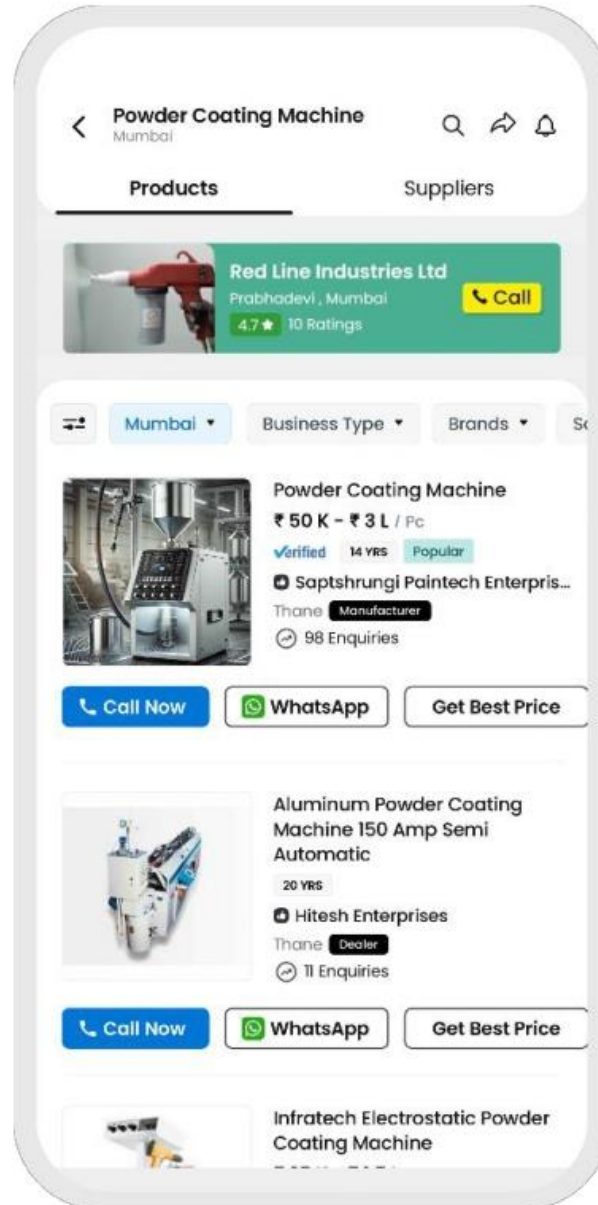
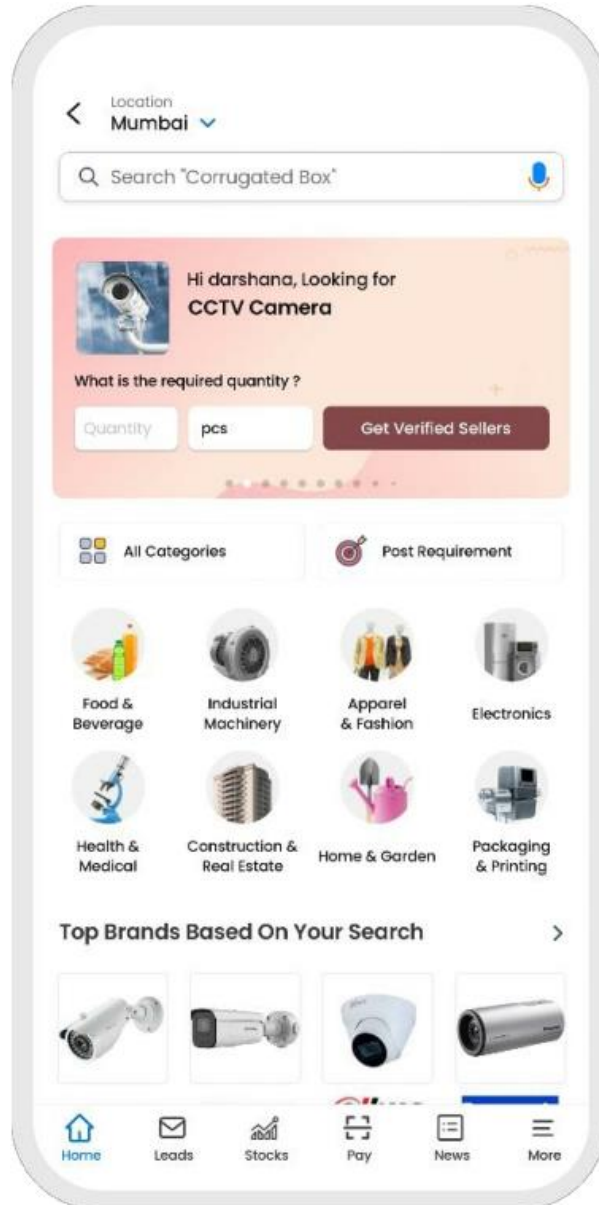
📄 Get info via SMS/Email

🔗 Share

★ Tap to rate

🌐 Visit our Website

JD Mart – Exclusive B2B Platform



JD Mart – Exclusive B2B Platform



Ask More Photos

Aluminum Powder Coating Machine 150 Amp Semi Automatic

Hitesh Enterprises
Thane East – Thane [more](#)

Dealer

[Ask for Price >](#)

Specifications

Functions	Coating
Size	Standard
Air Consumption	500 L/min
Product Model	APC-150

Description

A robust and efficient solution for your coating needs, this manual electrostatic machine is designed for optimal performance. Crafted from durable cast iron, it ensures longevity while delivering consistent results. Ideal for

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



Supreme Electrostatic Large Powder Coating Machine, 100 Amp, 220V
Mitsuba Systems India LLP (Factory Outlet)
Andheri West – Mumbai [more](#)

Manufacturer

₹ 4,000 – ₹ 80,000 / Pc

[Get Quote >](#)

Specifications

Automation Grade	Fully Automatic
Coating Material	Polyester, Epoxy
Heating Mode	Electric
Output Current	100 Amp
Temperature Range	150–350 C
Type	Electrostatic Powder Coating Machine
Voltage	220 Volts

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



Seller Brochure



Catalogue 1
42 Photo

Catalogue 2
17 Photo

More from this seller



Cold Press Oil Extraction Machine
₹ 1.20 L / Unit

Wooden Chekku Cold Press Oil Extr...
₹ 2.35 L / Pc

manual vegetable cutting machine
₹ 2,700 / Pc

[Get Best Price](#) [Get Best Price](#) [Get Best Price](#)



Call Seller now to get more details instantly!

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

JD Mart – Exclusive B2B Platform



Mumbai

Search "roofing Sheets"

EN Advertise

LIST FOR FREE
Become a Seller

Login / Sign Up

All Categories Food & Beverage Industrial Machinery Apparel & Fashion Electronics Health & Medical



**Are you looking for
Fencing Wire ?**

What is the required quantity?

Quantity mtr

Get Verified Sellers

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

Register Now



Categories Similar To Your Search

View all



Fencing Wire



ACSR Core Wires



Sealing Wire



Bonding Wire



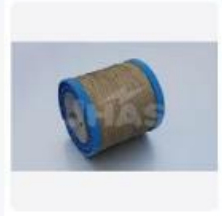
Brazing Wire



Coated Wire

Top-Ranked Categories For You

View all



Sealing Wire



Alloy Coil



Resistance Wire



Square Billet



Gun Metal Rod



GP Coils

JD Mart – Exclusive B2B Platform

Mumbai

CP PLUS CP-ENC-D21PL3C Wireless CCTV Dome C... X

FN Advertise

LIST FOR FREE
Become a Seller

Login / Sign Up

All Categories

Food & Beverage

Industrial Machinery

Apparel & Fashion

Electronics

Health & Medical

Mumbai > Security & Protection in Mu... > CCTV Products in Mumbai > CCTV Camera in Mumbai > CP PLUS (CP-ENC-D21PL3C)...



CP PLUS (CP-ENC-D21PL3C) Wireless CCTV Dome Camera 2 MP

₹ 8,000 – ₹ 25,000 / Pc
(MOQ : 5 Pc)

Specification

Material	Plastic
Color	White
Connectivity	WIFI Enabled
Mount Type	Wall Mount
Type	Dome Camera

Description

CP PLUS (CP-ENC-D21PL3C) Wireless CCTV Dome Camera 2 MP is a type of security camera enclosed in a dome-shaped housing. Known for its discreet appearance and wide-angle coverage, it is ideal for surveillance in commercial and residential settings. Dome cameras often feature high-resolution imaging, night vision, and weatherproof capabilities, providing reliable monitoring and enhanced security.

Seller Information



Santech Digital Solutions
IND | Mumbai
Dealer

4.5

★★★★★

15 Ratings

5 Years in Business

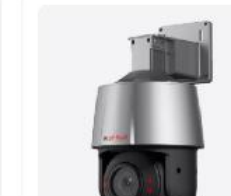
Responds in 12.6 hrs • 107 enquiries

Register Your Business for FREE

Get access to 17.1 Cr+ Buyers and Free Leads



More from this seller



JD Mart – Exclusive B2B Platform

Mumbai

Mitsuba Systems India LLP Factory Outlet Andheri... X

EN Advertise

LIST FOR FREE

Become a Seller

Login / Sign Up

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

Mitsuba Systems India LLP (Factory Outlet)

4.1 ★ 635 Ratings **Verified** Manufacturer [Claim this business](#)

Andheri West, Mumbai • Opens at 9:30 am tomorrow • 45 Years in Business

[Show Number](#) [Send Enquiry](#) [WhatsApp](#)

Powder Coating Machine Manufacturers-Mitsuba Systems

Click to Rate

☆

☆

☆

☆

☆

Overview

Products 12

Catalogue

Business Details

Photos

Videos 12

Reviews

Key Insights

Popular Products

View All

Supreme Electrostatic Large Powder Coating Machine...
₹ 4 K - ₹ 80 K /Pc
(MOQ) : 1 Pc
[Get Best Price](#)

Dual Series 700 Supreme Large Electrostatic Powder...
₹ 4 K - ₹ 80 K /Pc
(MOQ) : 1 Pc
[Get Best Price](#)

Mitsuba Continuous Type Conveyorised Powder...
₹ 40 K - ₹ 8 L /Pc
(MOQ) : 1 Pc
[Get Best Price](#)

Twin Series 700 Supreme Powder Coating Machine
₹ 4 K - ₹ 80 K /Pc
(MOQ) : 1 Pc
[Get Best Price](#)

Company Catalogue

Share

Contact

[Show Number](#)

[WhatsApp](#)

[Get info via SMS/Email](#)

Address
Laxmi Industrial Estate, New Link Road, Andheri West, Mumbai - 400053 (Opposite Shabri Hotel)
[Get Directions](#) [Copy Address](#)

[Opens at 9:30 am tomorrow](#)

[Suggest New Timings](#)

[Share](#)

[Tap to rate](#)

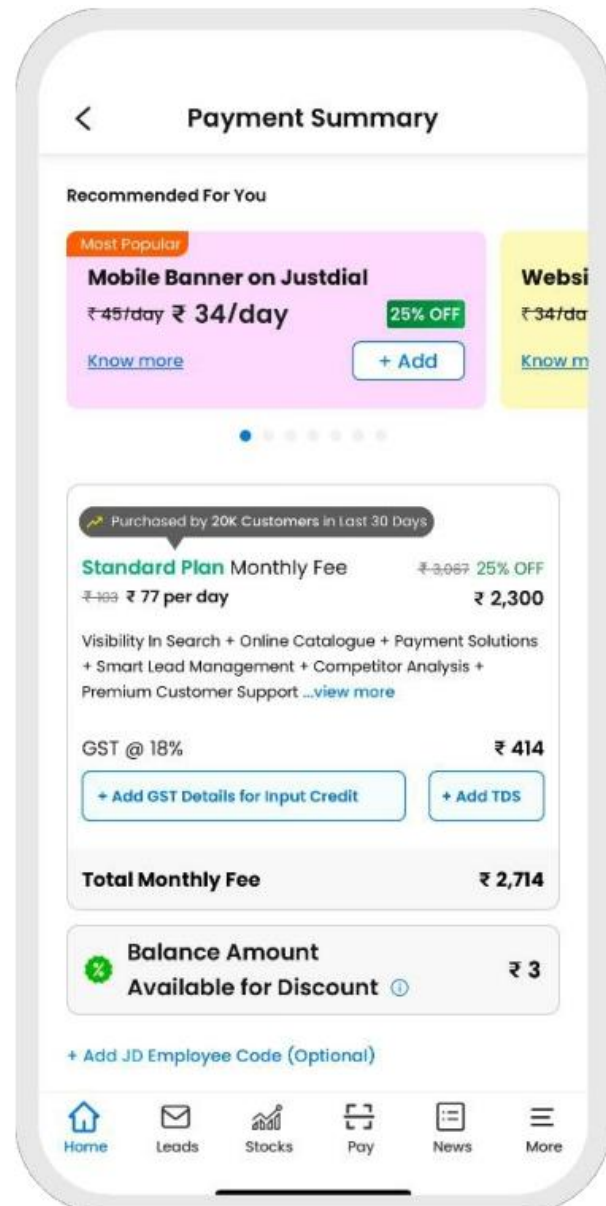
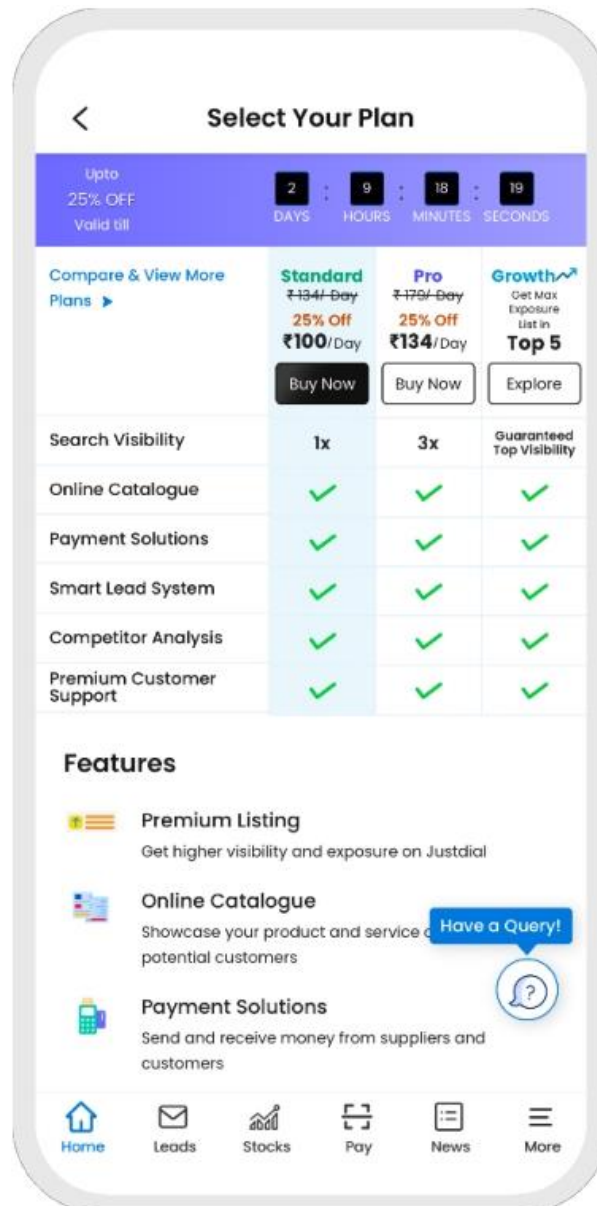
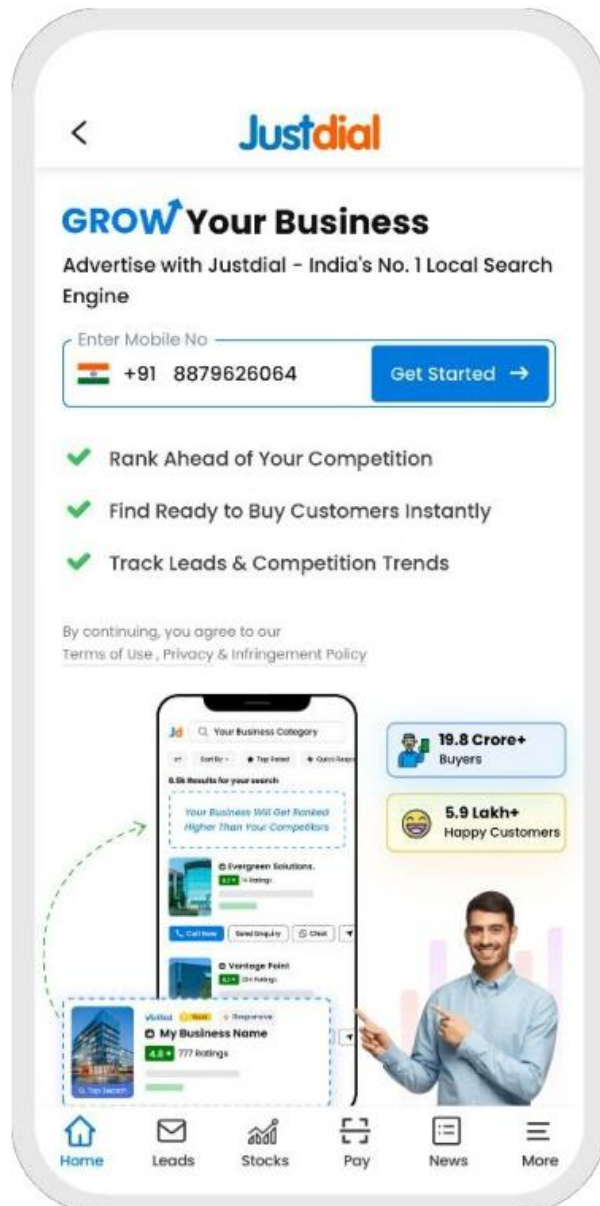
[Visit our Website](#)

[GSTIN : 27ABEFM7597DIZW](#)

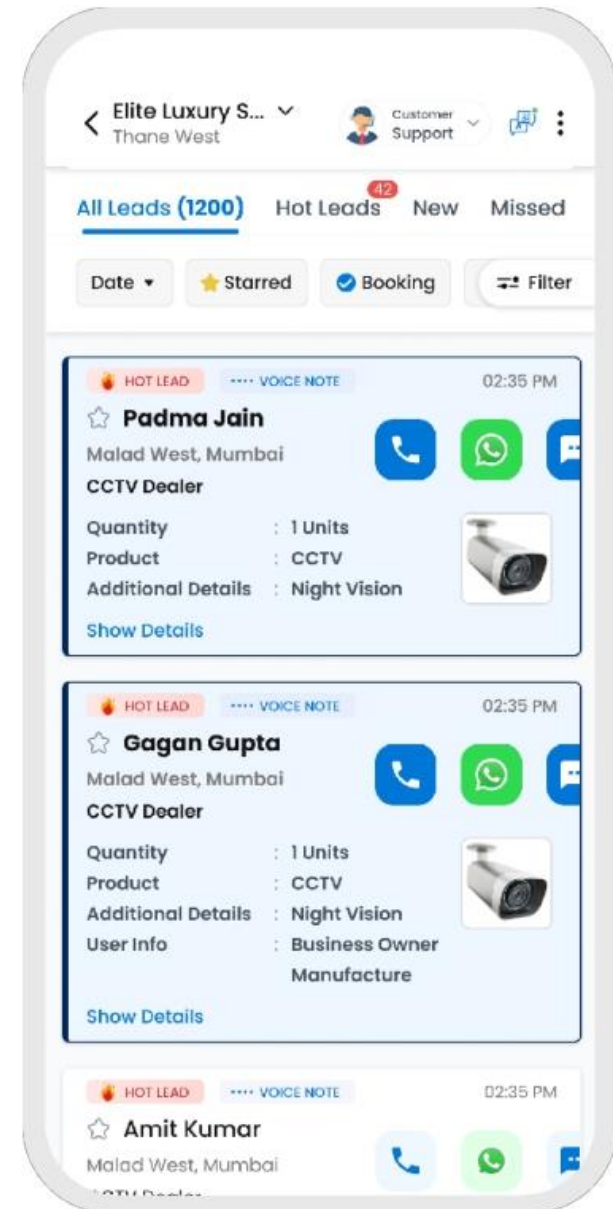
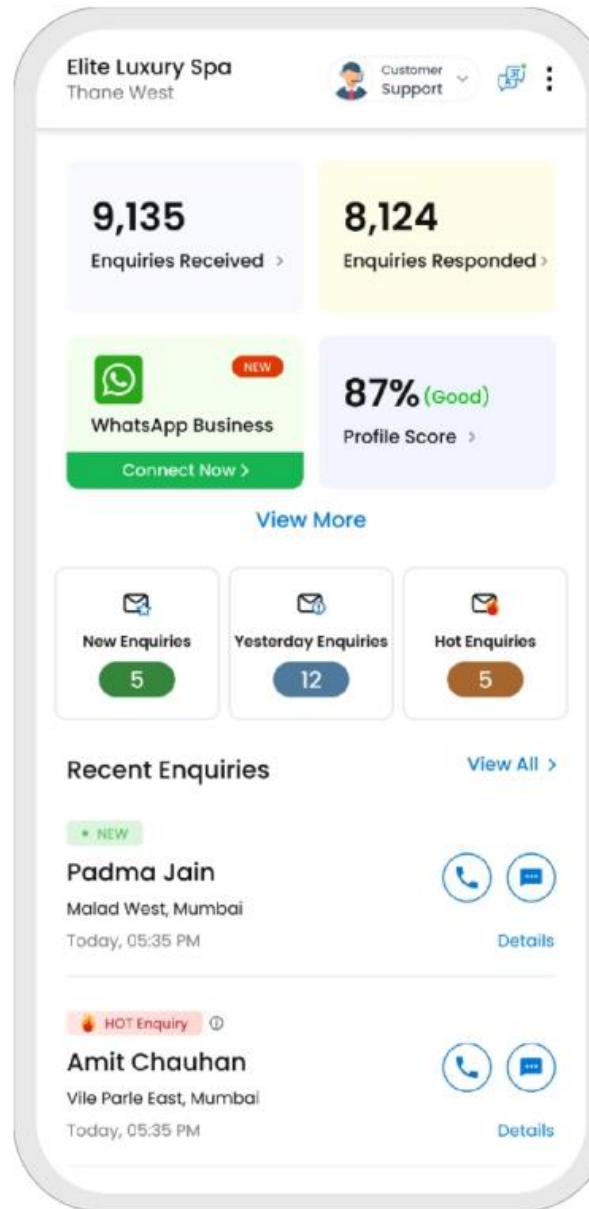
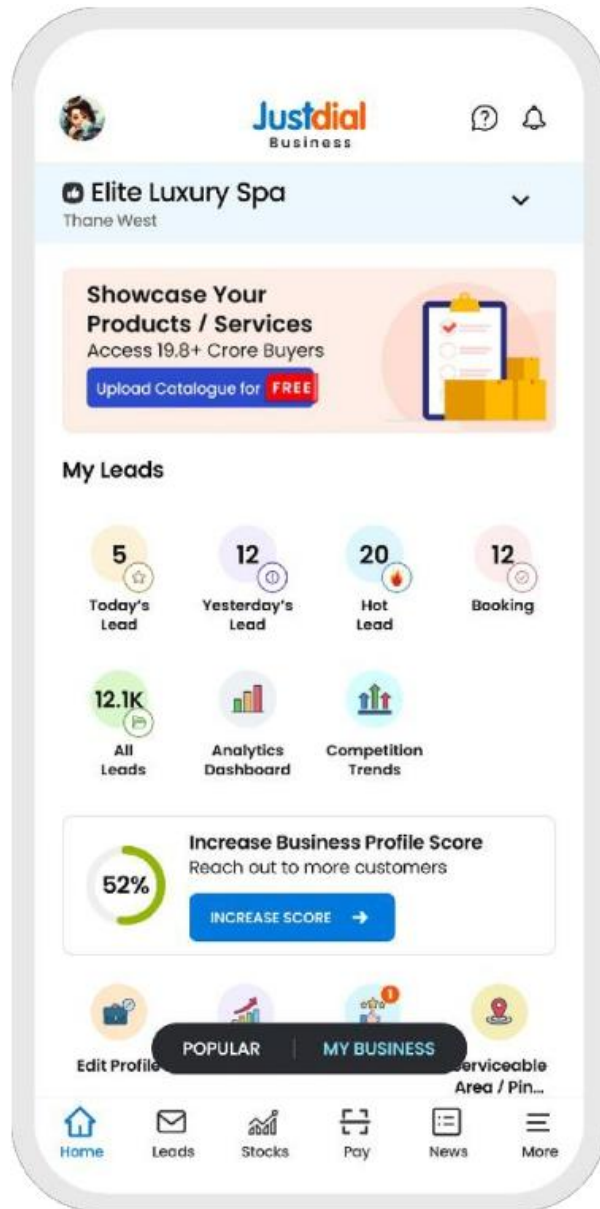
[Edit this Listing](#)

Also listed in

Self-Sign-up for SMEs to start paid campaign

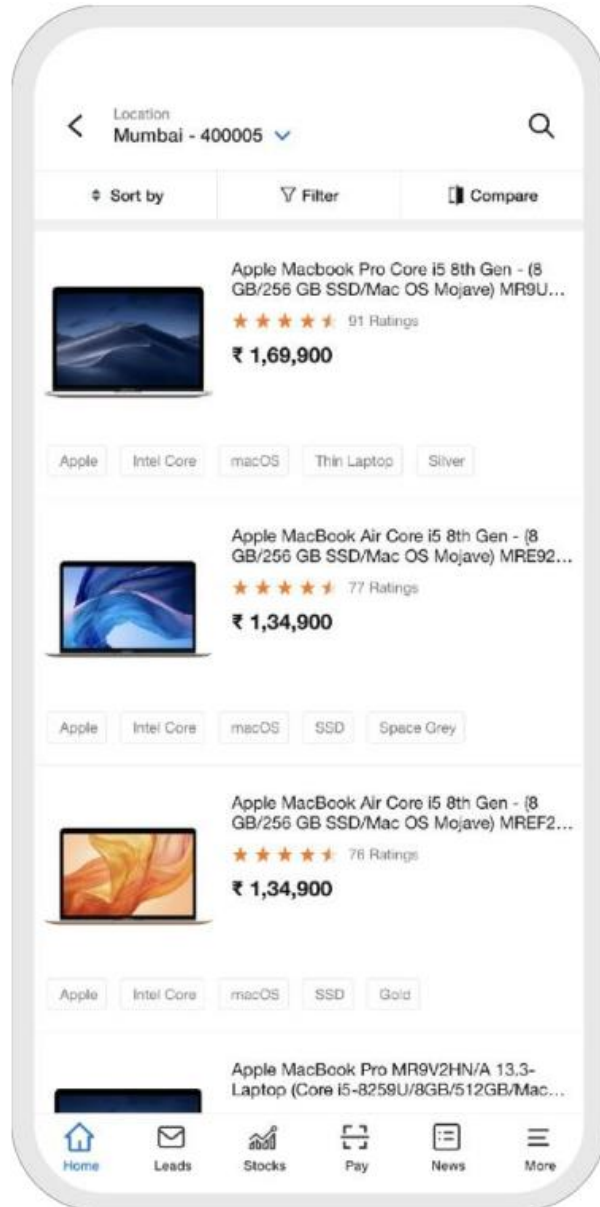


JD Business – Dashboard for SMEs to manage campaigns

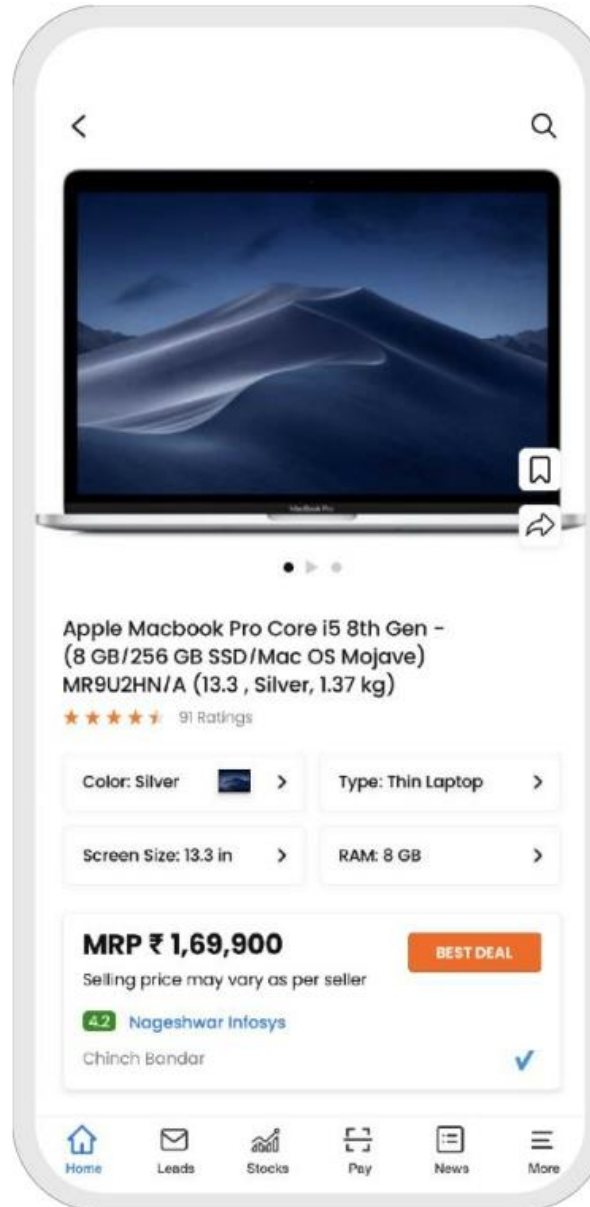


Beyond Search

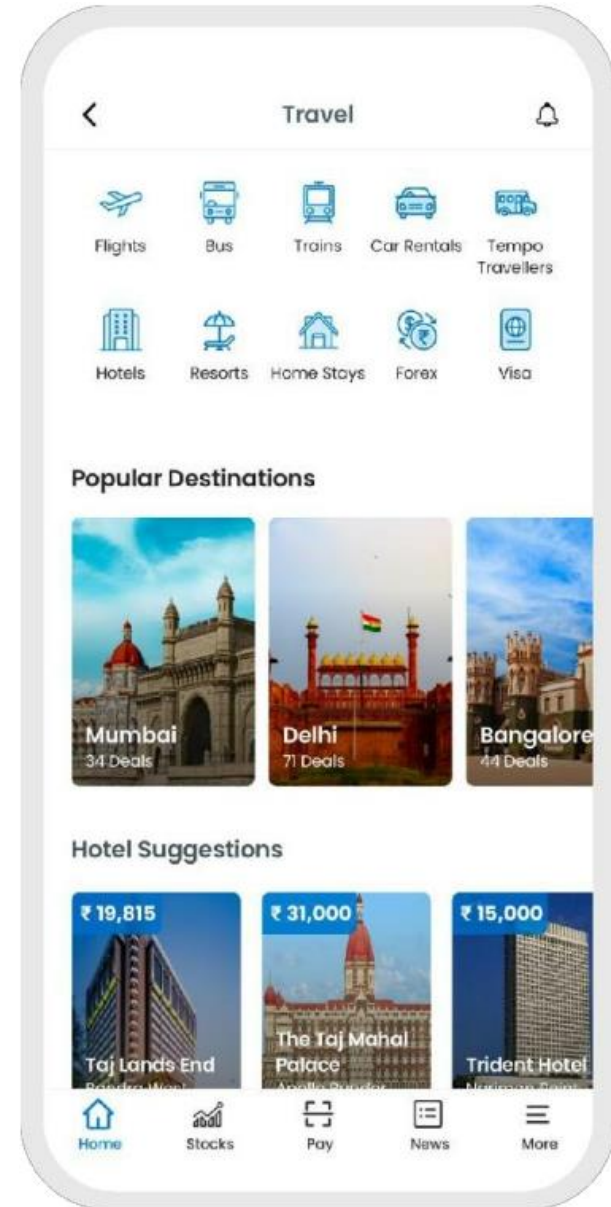
JD Shopping



Get quotes on Products



Travel



Beyond Search

Flights

<

Flights

8

One Way

Round Trip

Flight Status

From

Mumbai BOM

TL

To

New Delhi DEL

Departure

2 July Tue

Travellers

1

Class

Economy

Search

GET UPTO

₹1000 OFF

On Flight Bookings

PROMO CODE JDINSTANT



Powered by EaseMyTrip.com

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<

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Mobile

Electricity

DTH

Pending Bills

History

Auto Payment



Vodafone Postpaid

₹ 550

:

9594858380

5 May 2025



Adani Electricity

₹ 2330

:

2210105410

4 May 2025



Mahanagar Gas

₹ 550

:

9594858380

9 May 2025

Apply discount coupon

₹ 2,880

2 Bills Selected

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Send Money



Receive Money



Scan JD QR



Account Passbook



Settings

Travel, Bills & Recharge

Now



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

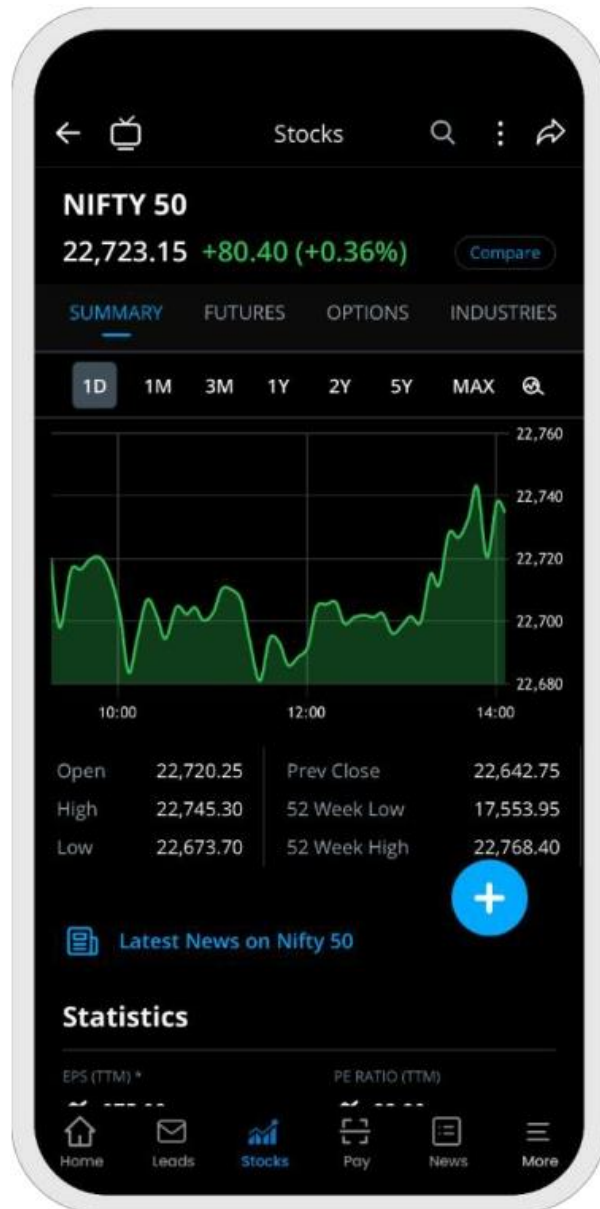
Pay

News

More

Beyond Search

Stocks



Logistics

The screenshot displays the Logistics section of the app. At the top, there is a header with 'LOGISTICS' and 'ORDERS'. Below the header, there is a section for 'Pickup Pincode' and 'Delivery Pincode'. The pickup pincode is 400064 and the delivery pincode is 201309. A message states 'We are providing service between these areas.' Below this, there is a blue button labeled 'Instant Lowest Quotes'. At the bottom, there is a section titled 'LOGISTICS SIMPLIFIED' with three icons: 'Explore', 'Compare', and 'Ship'. The bottom navigation bar includes icons for Home, Leads, Stocks, Pay, News, and More.

LOGISTICS ORDERS

Pickup Pincode
400064

Delivery Pincode
201309

We are providing service between these areas.

[Instant Lowest Quotes](#)

LOGISTICS SIMPLIFIED

Explore Compare Ship

Home Leads Stocks Pay News More

Get quotes

The screenshot displays the 'Get quotes' section of the app. At the top, there is a header with 'JdMart Logistics'. Below the header, there is a section titled 'Choose Your Preferred Logistic Partner'. Below this, there is a list of logistics companies with their respective cost estimates. The companies listed are XpressBees, Dotzot, Delhivery, Shadowfax, and Blue Dart. The bottom navigation bar includes icons for Home, Leads, Stocks, Pay, News, and More.

JdMart Logistics

Choose Your Preferred Logistic Partner

Logistics Company Cost (Est.)

☒ **XpressBees** ₹ 1126 - ₹ 5974

☒ **Economy** ₹ 1126
Del. Time (Est.) : 6-7 days

☐ **Standard** ₹ 5267
Del. Time (Est.) : 5-6 days

☐ **Economy 0.5kg** ₹ 5974
Del. Time (Est.) : 5-6 days

☐ **DOTZOT** ₹ 3138 - ₹ 8108

☐ **DELHIVERY** ₹ 3138 - ₹ 8108

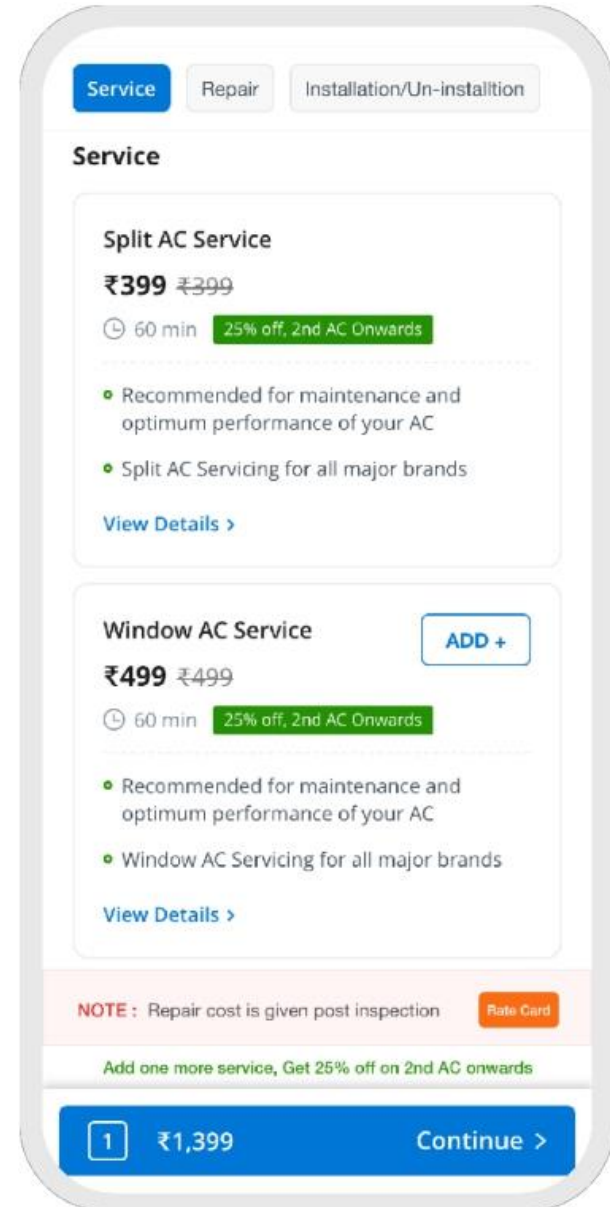
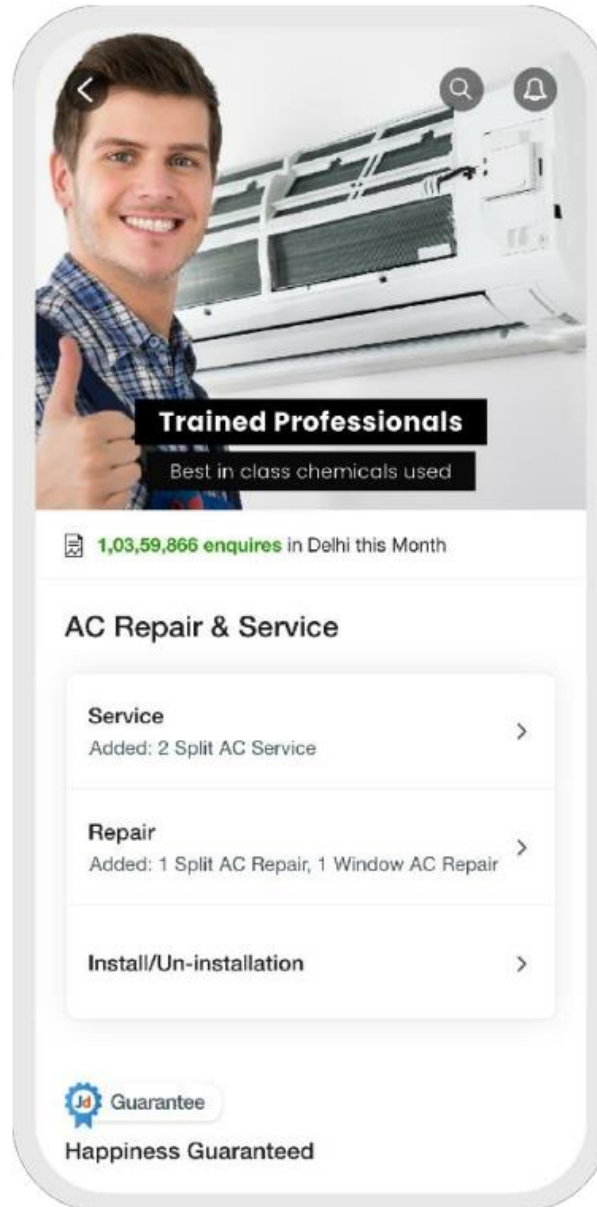
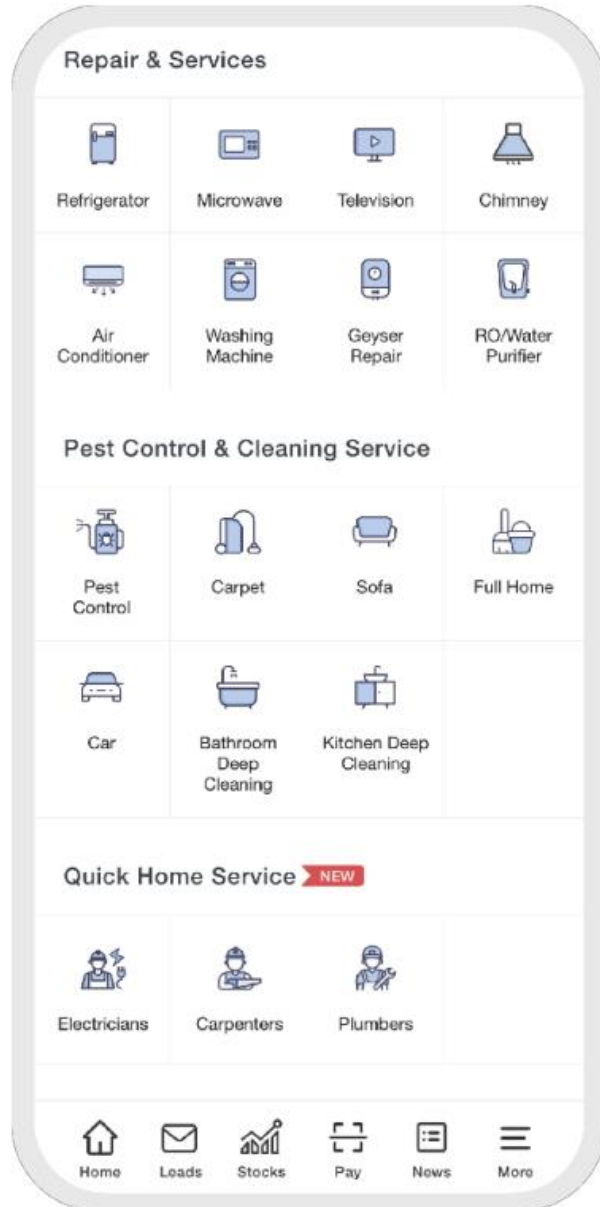
☐ **shadowfax** ₹ 5518

☐ **BLUE DART** ₹ 7398 - ₹ 8392

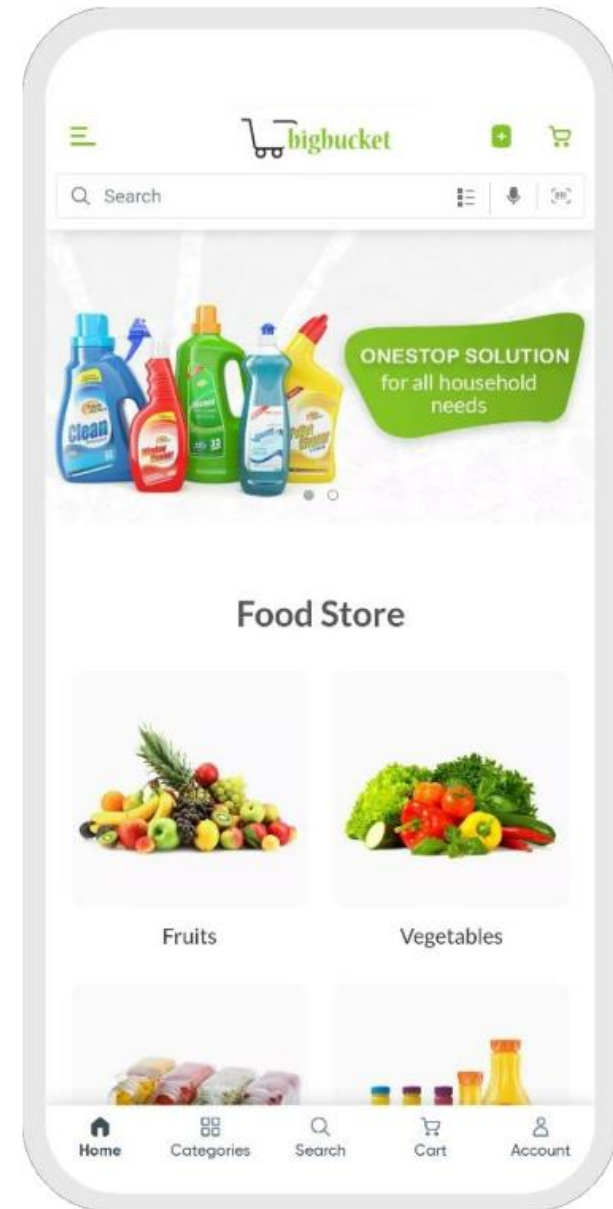
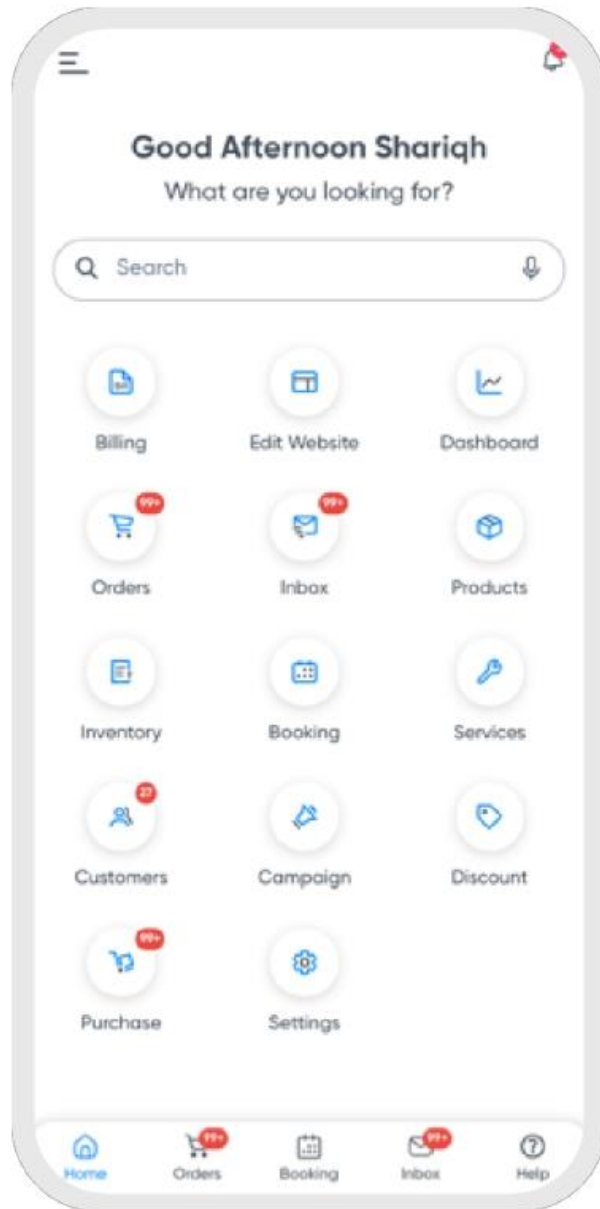
[Proceed](#)

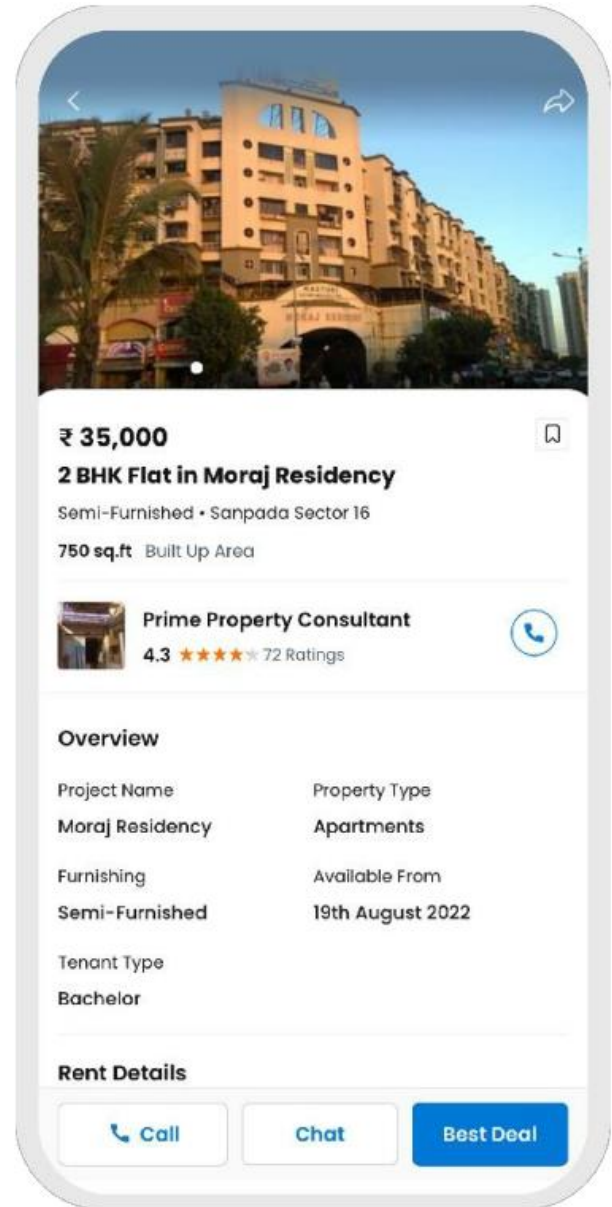
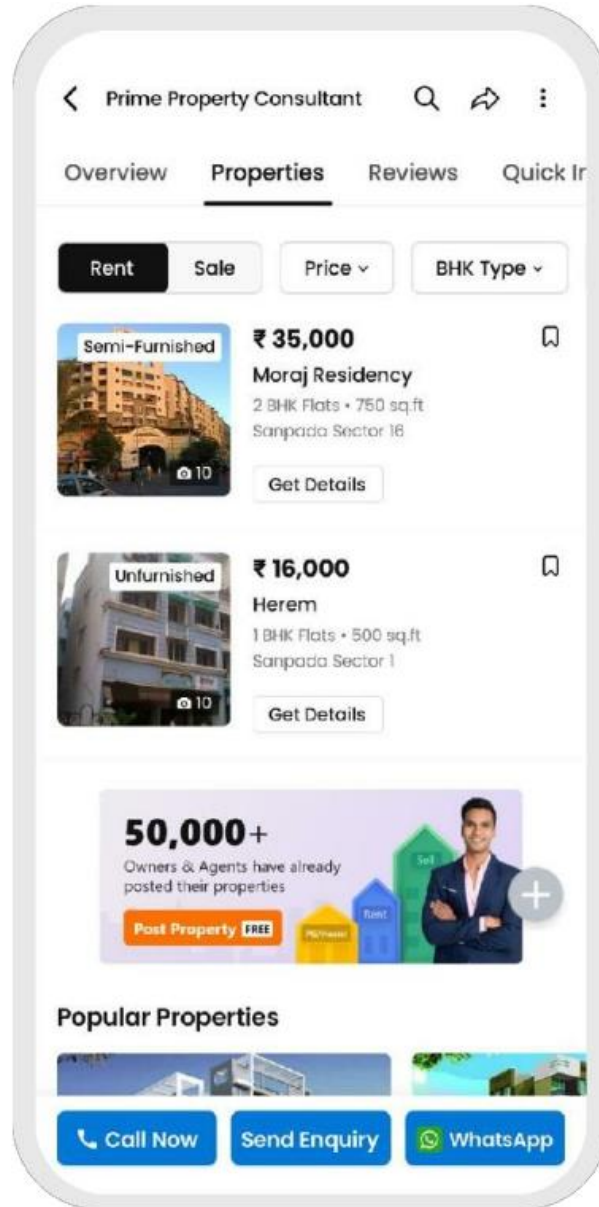
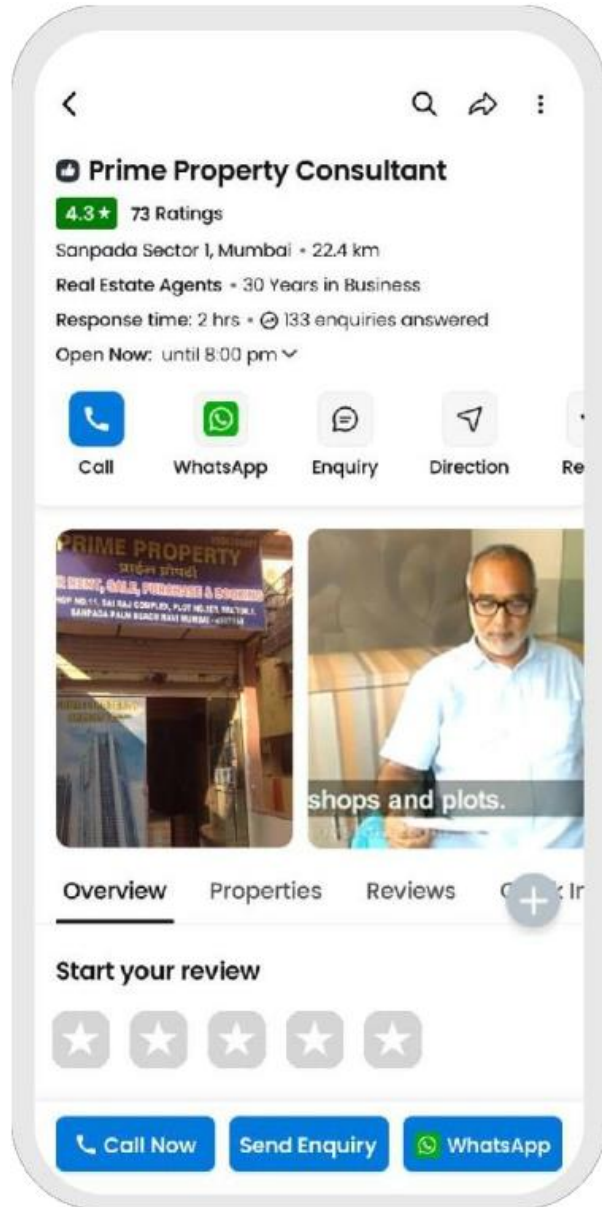
Home Leads Stocks Pay News More

JD Xperts – One Stop Solution for On-Demand Services



JD Omni – Cloud-Hosted Solution for Digitalizing Businesses







OPERATIONAL & FINANCIAL OVERVIEW

EFFICIENT & PROFITABLE BUSINESS MODEL

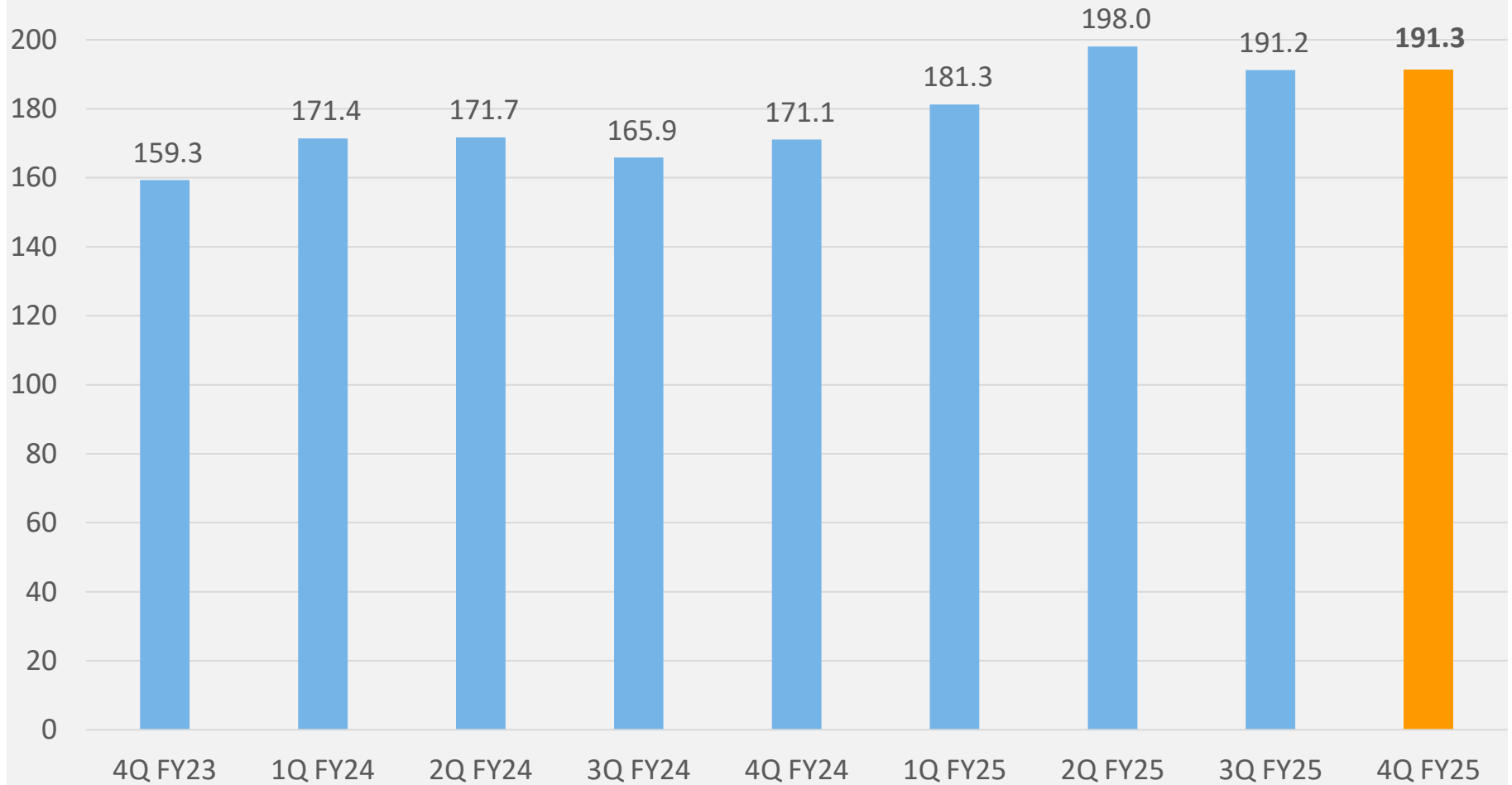
- Paid Advertisers pay a fixed fee to run search-led advertising campaigns for their businesses on Justdial's platforms
- Various premium & non-premium listing packages available which determine placements in search results
- Multiple factors determine pricing, such as business categories of advertiser, 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 4,633 employees in tele-sales, 1,538 feet-on-street (marketing), and 3,932 feet-on-street (Cold Calling & Others) as on Q4 FY25



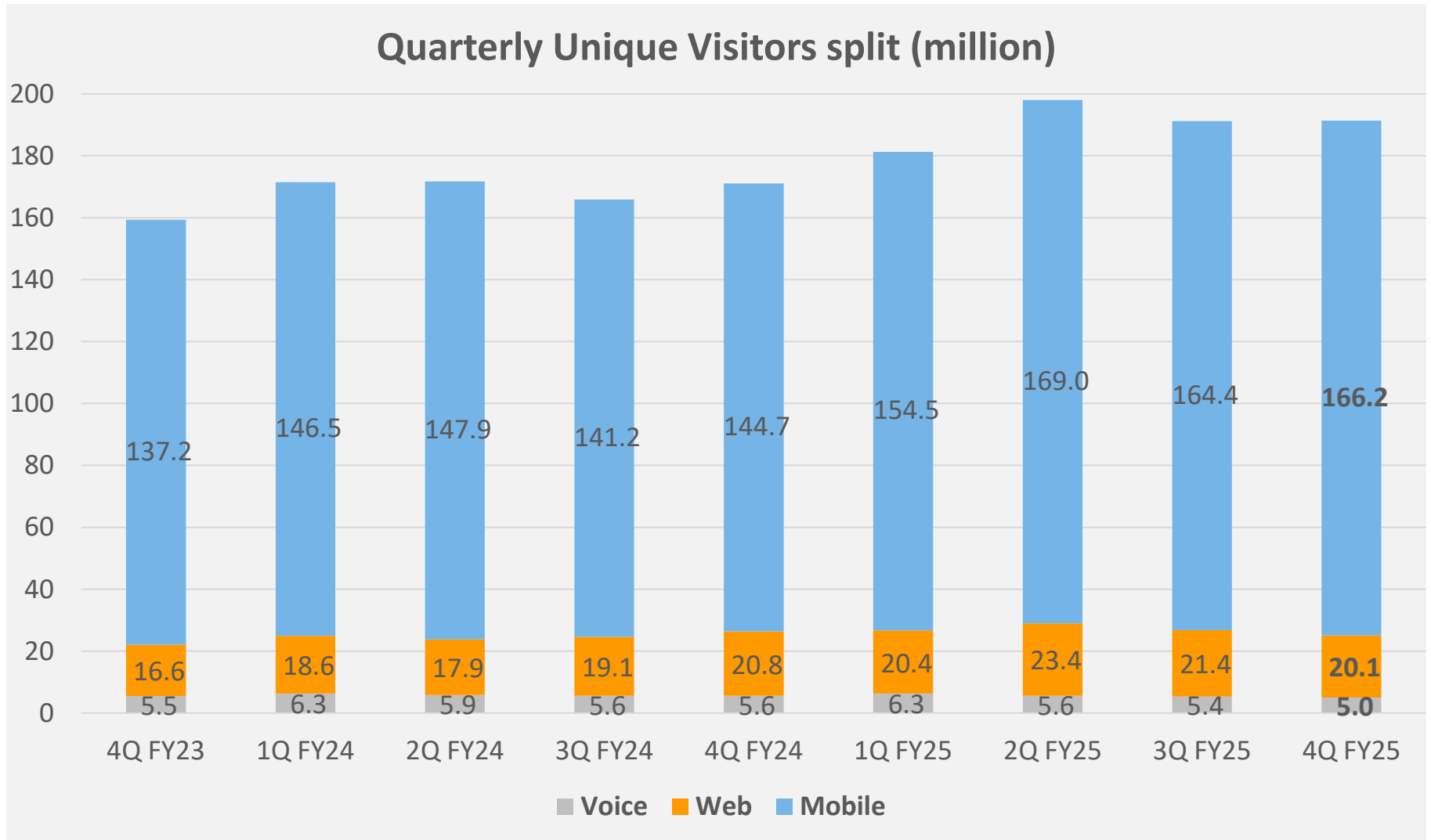
KEY
BUSINESS
ATTRIBUTES

TRAFFIC/ VISITORS

Quarterly Unique Visitors (million)



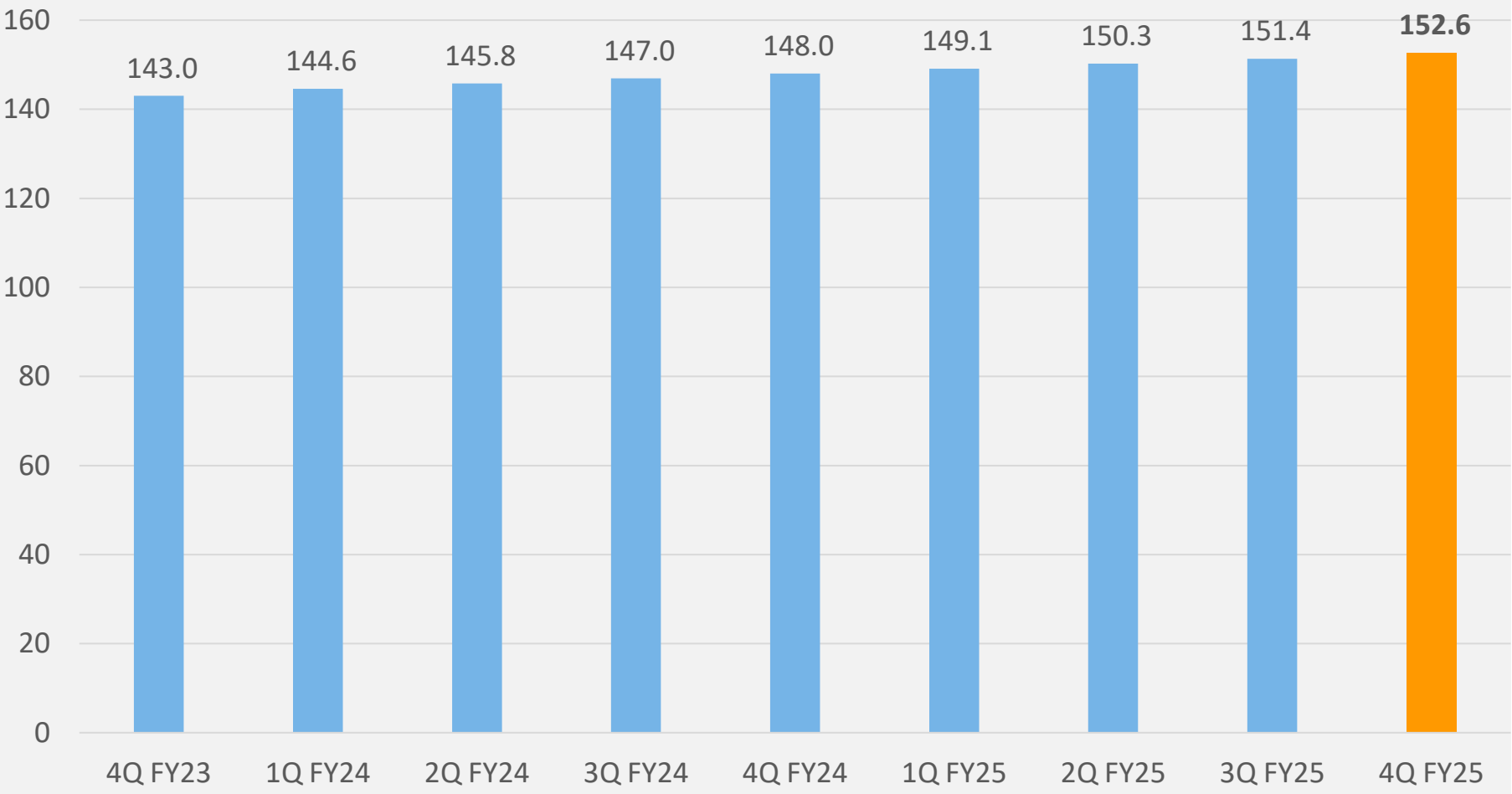
TRAFFIC/ VISITORS



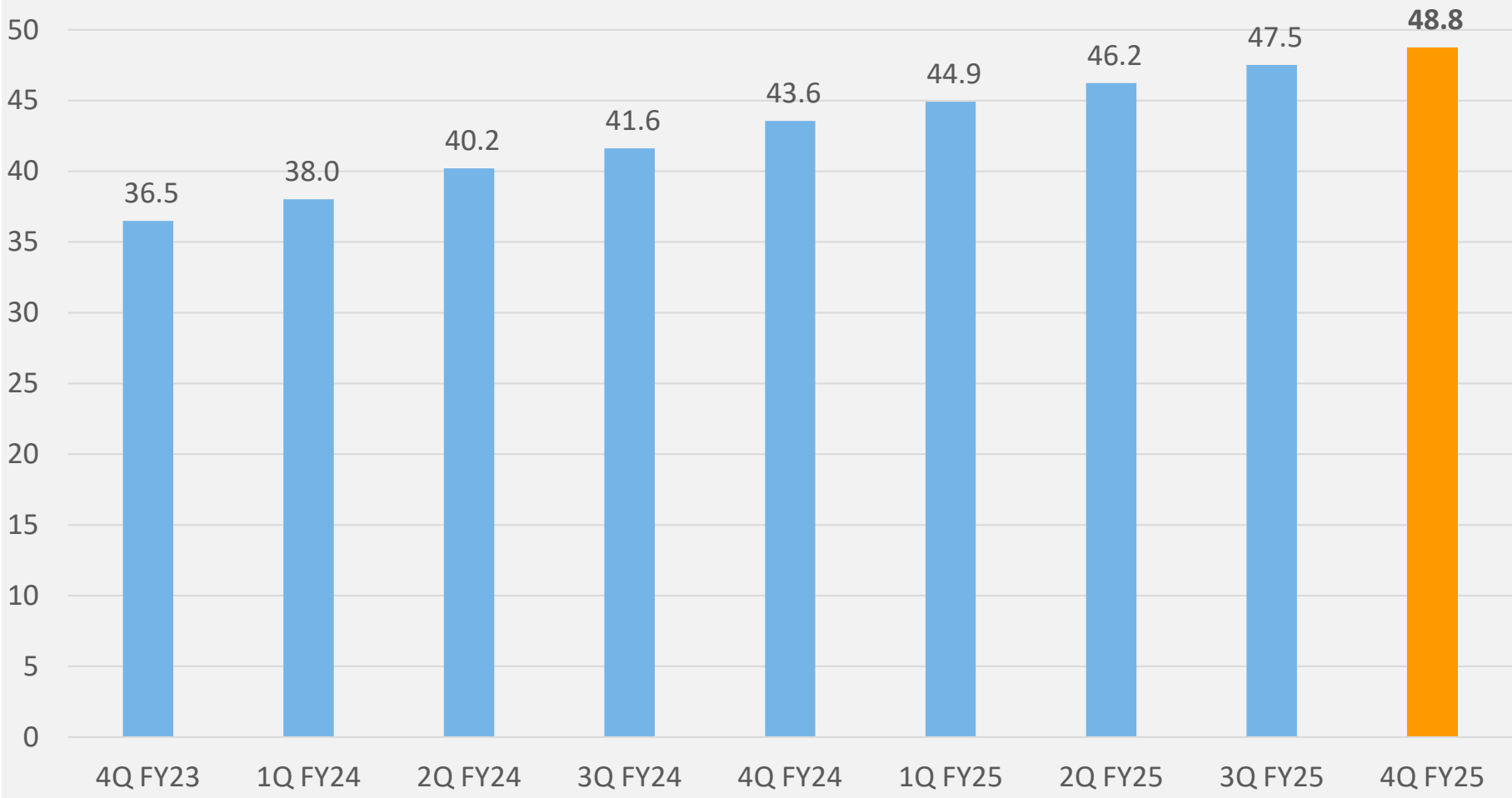
Unique visitors are aggregated across various mediums – Voice, Desktop/ PC, Mobile; these may not necessarily be mutually exclusive

USER ENGAGEMENT

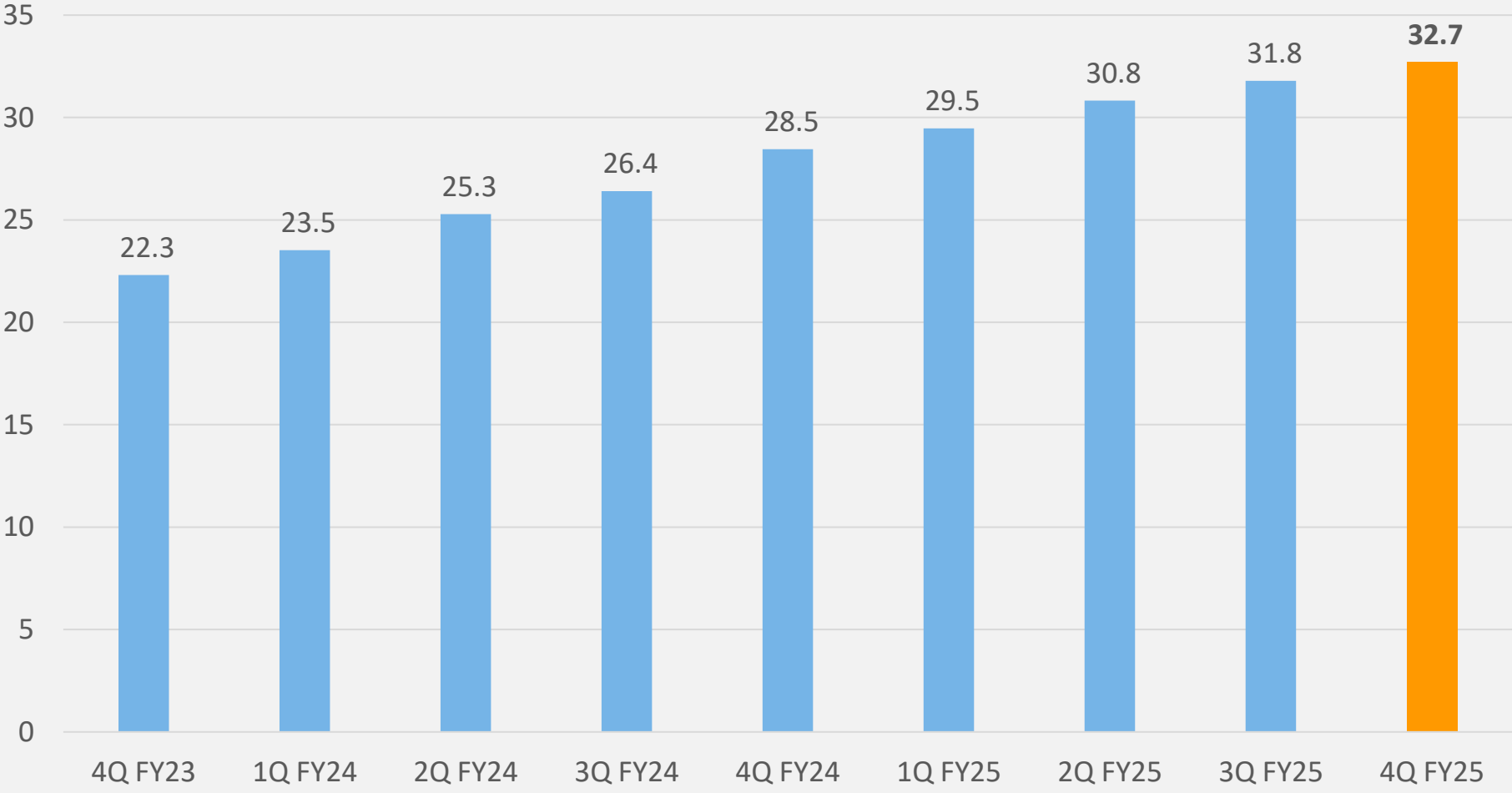
Ratings & Reviews (million)



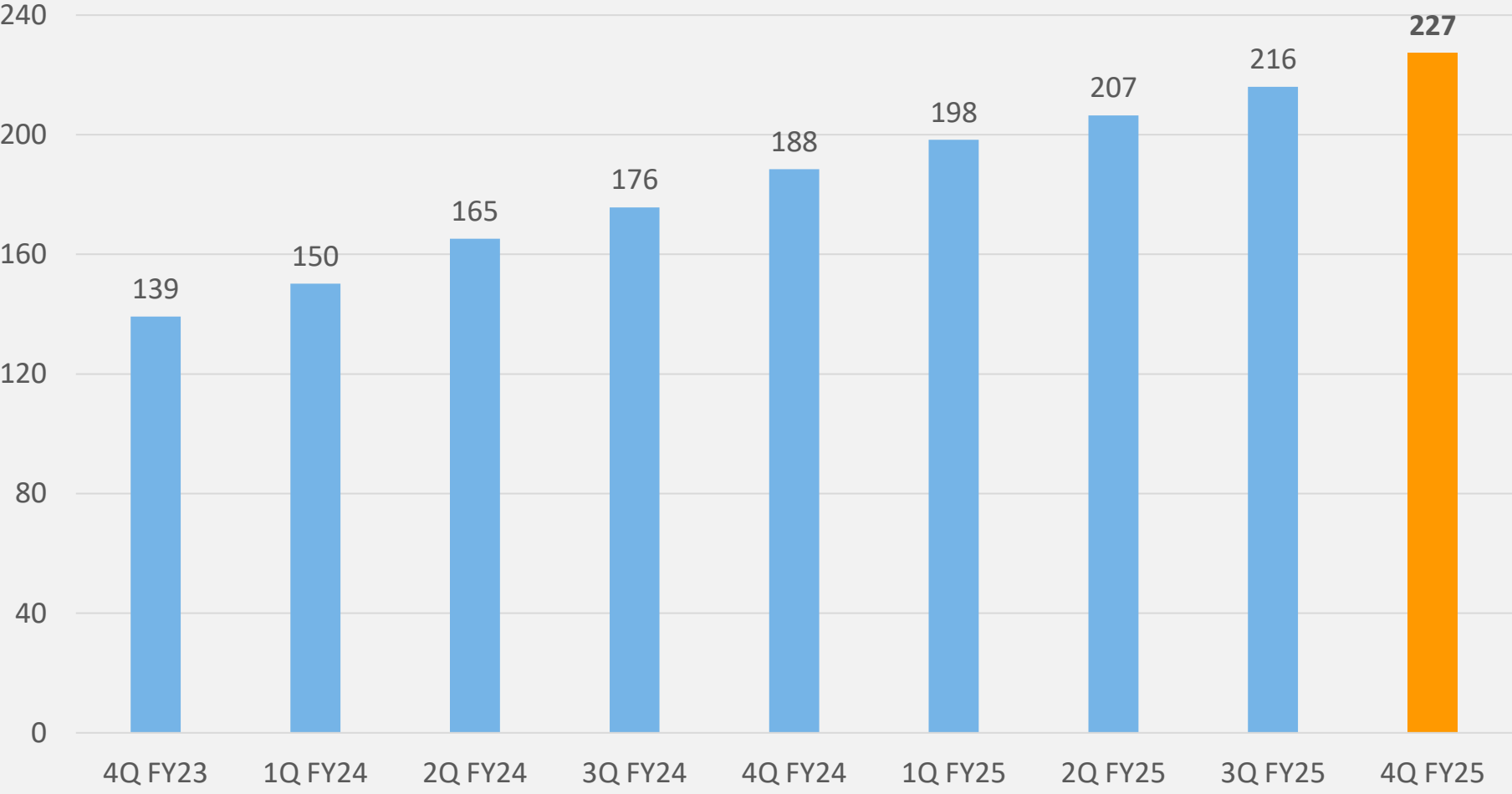
Active Listings - period end (million)



Listings with Geocodes (million)

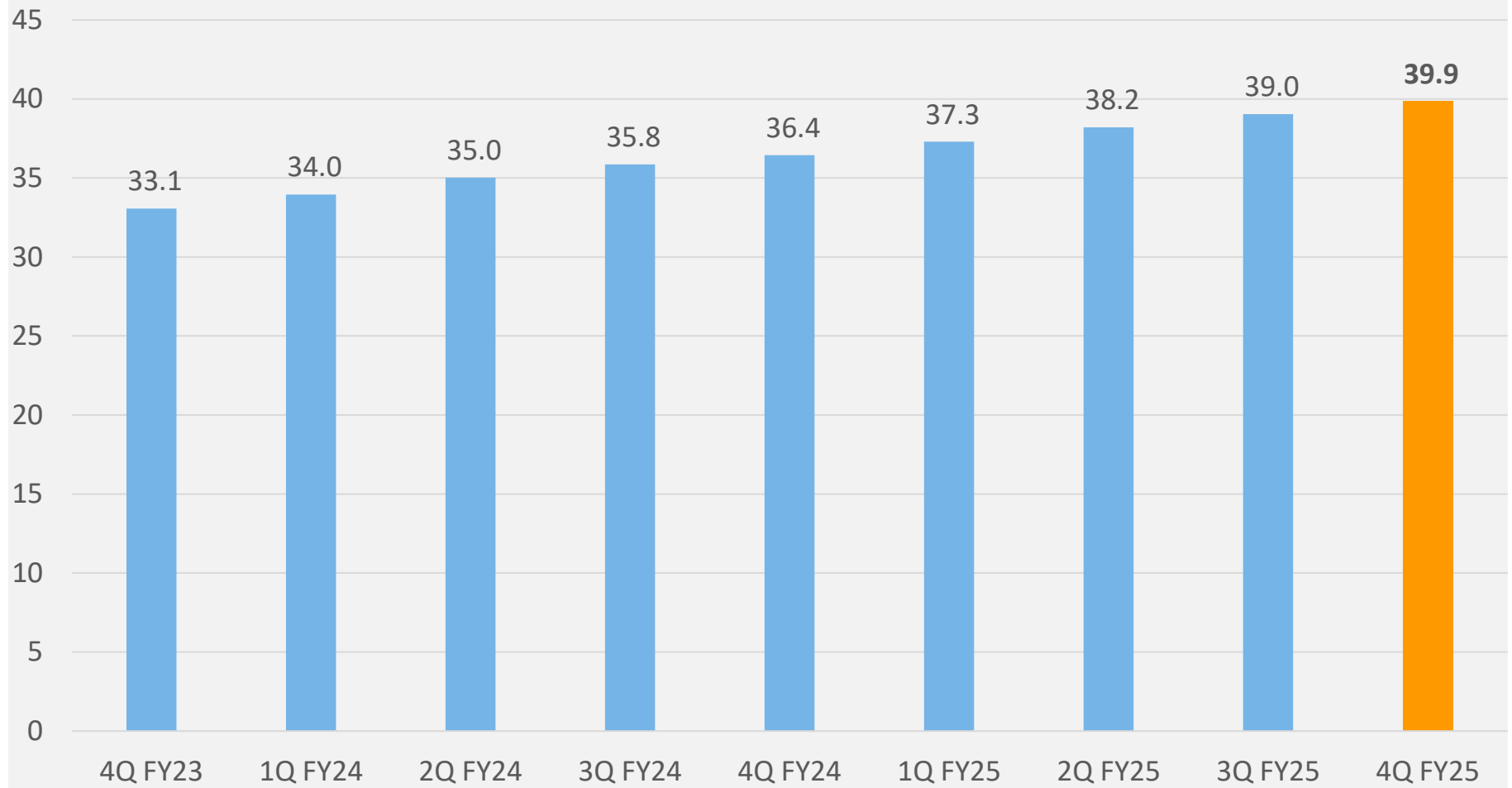


Images in Active Listings (million)



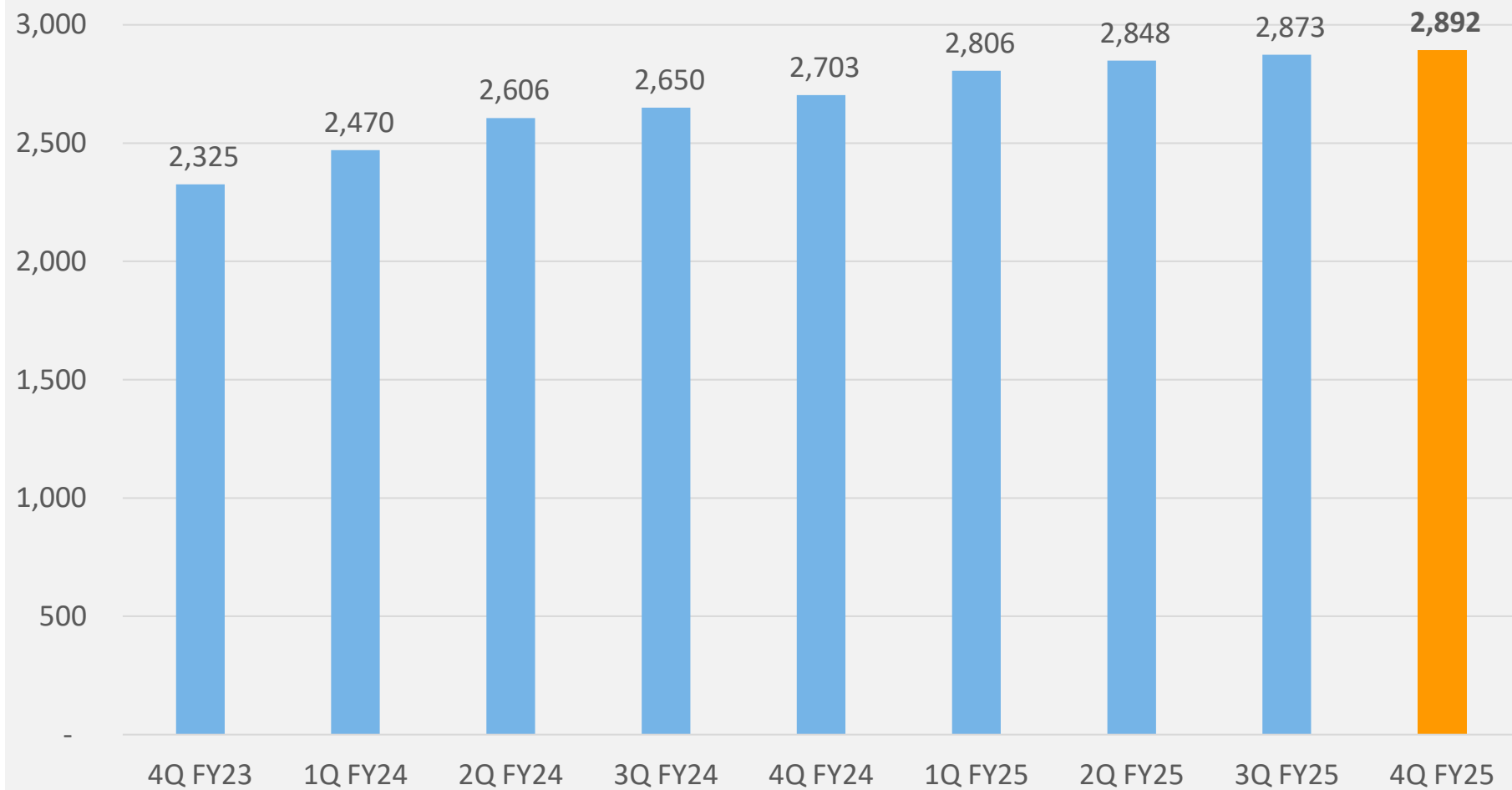
MOBILE APPS

Cumulative JD App Downloads (million)



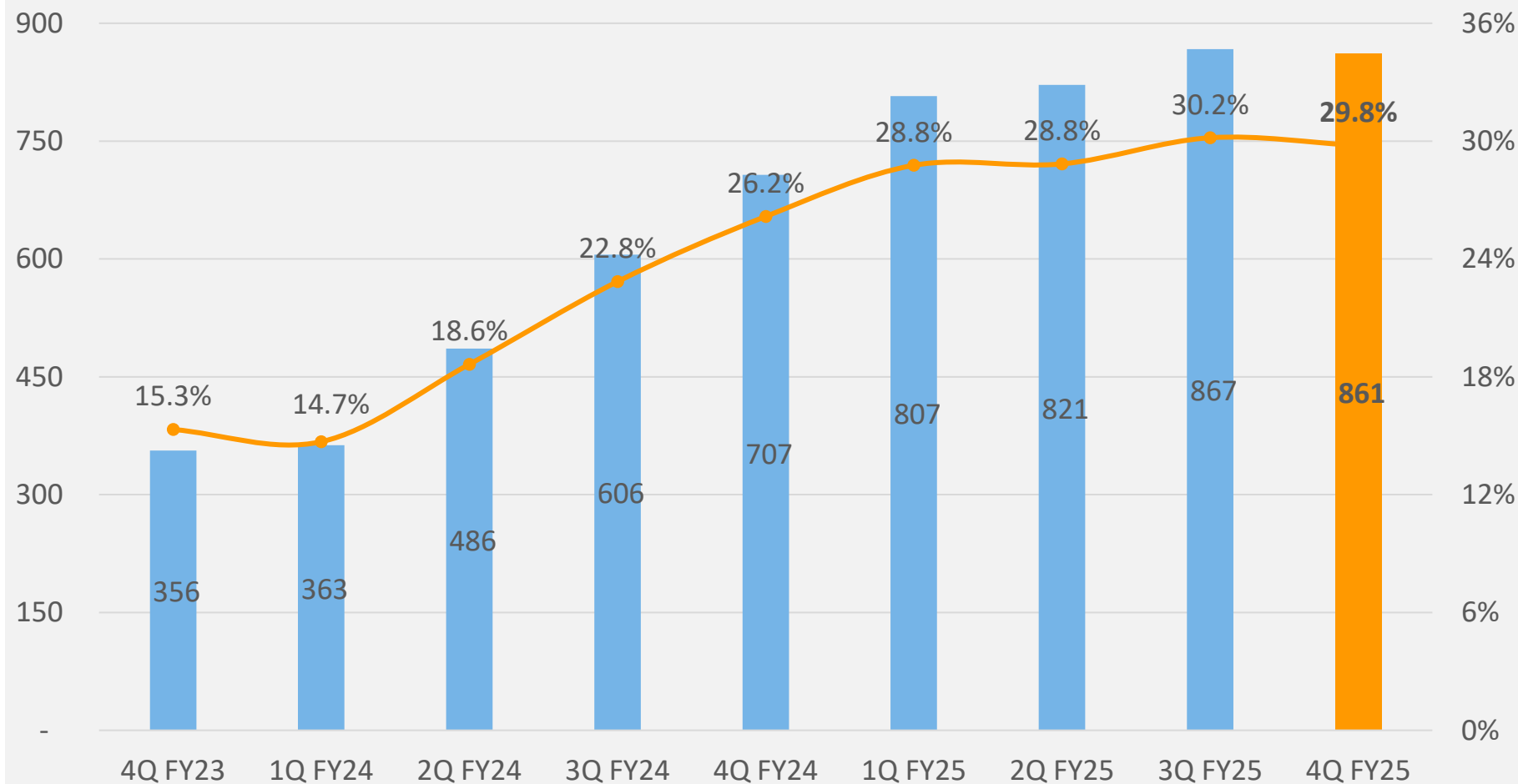
REVENUE

Operating Revenue (Rs million)



OPERATING MARGIN

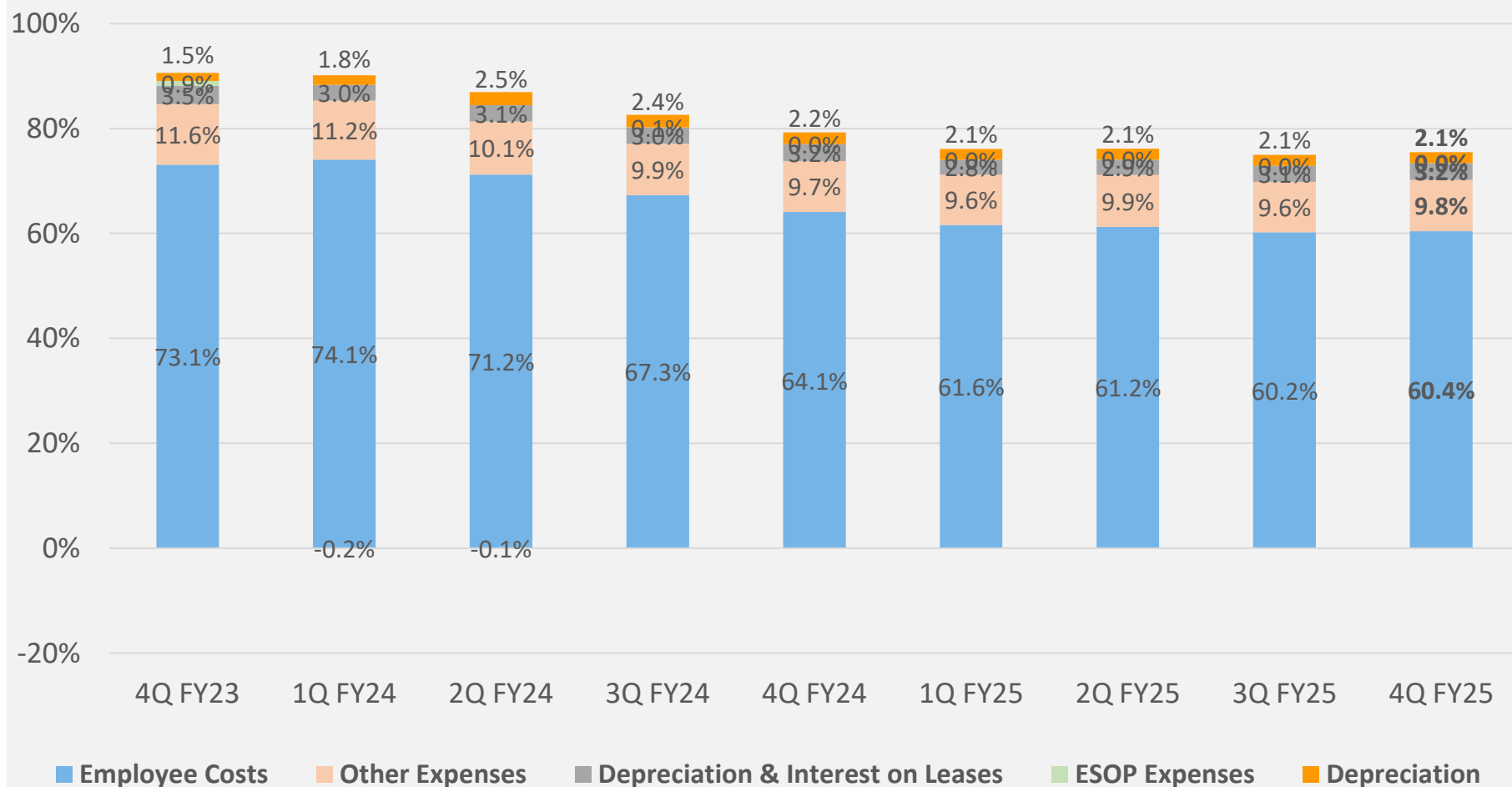
Adjusted EBITDA (Rs million) & Margin %



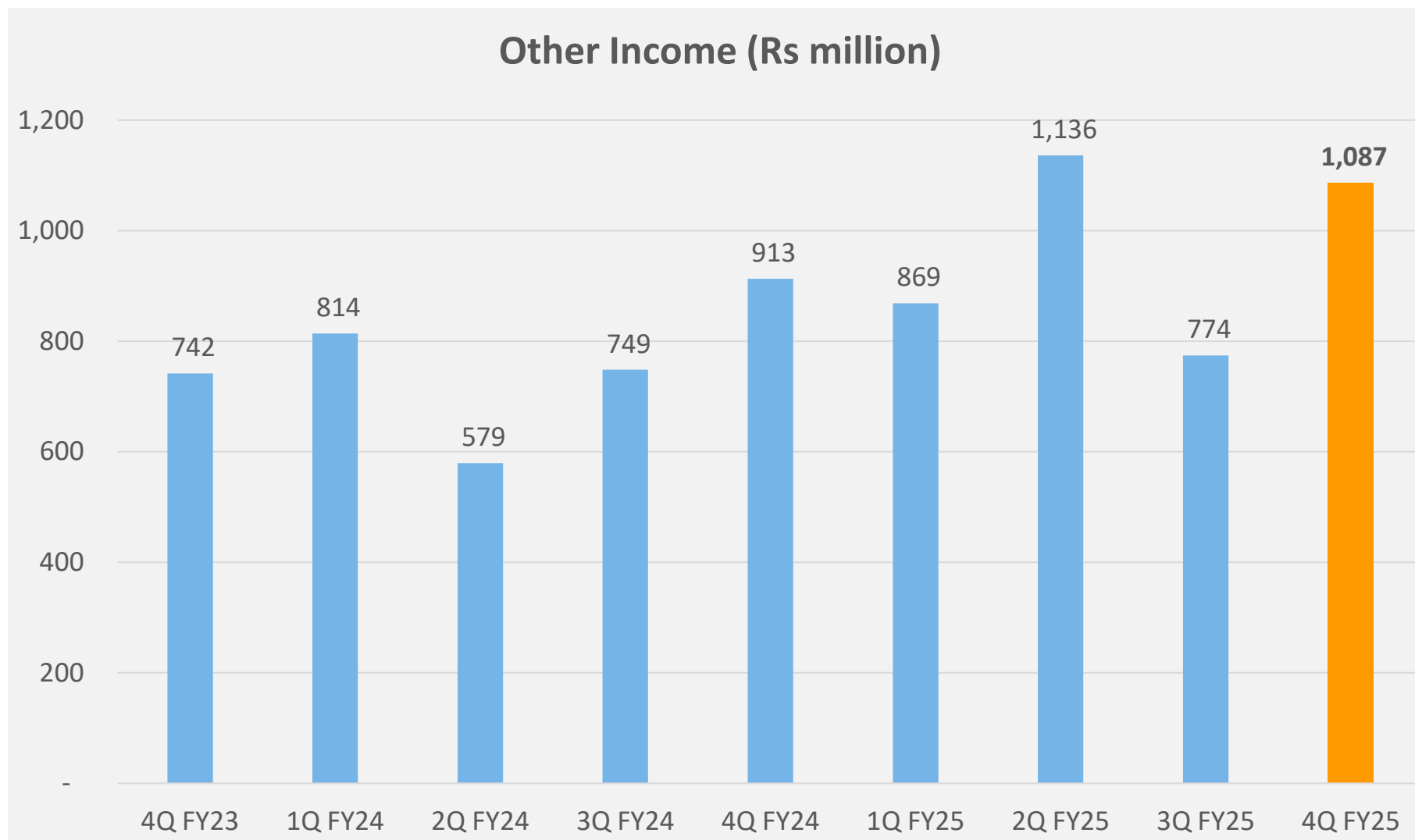
Note: Adjusted EBITDA calculated after excluding non-cash ESOP Expenses from reported EBITDA

COST STRUCTURE

Expenses as % of Operating Revenue

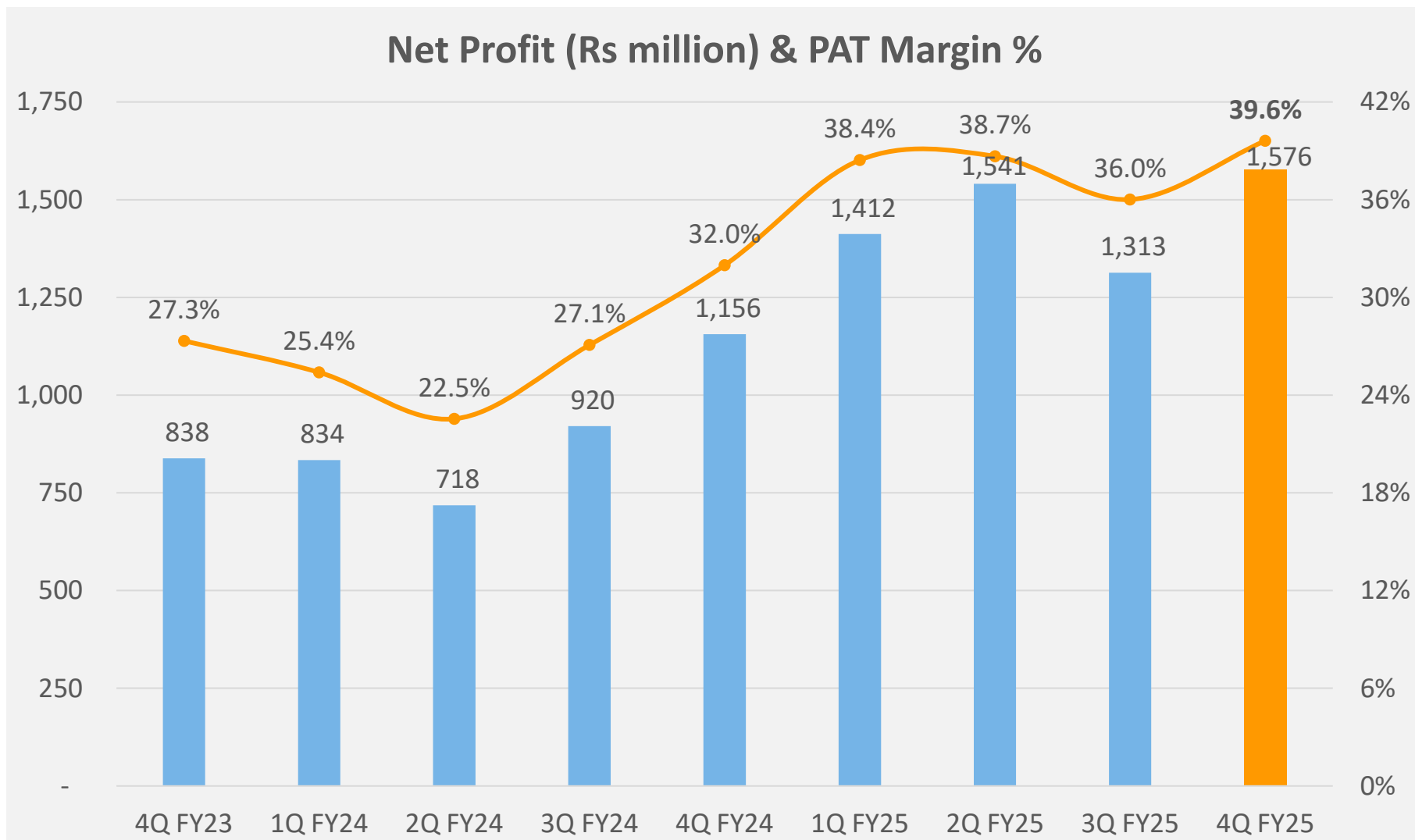


OTHER INCOME



Note: Other Income primarily constitutes mark-to-market (MTM) gains on treasury portfolio, which can have high quarterly fluctuations depending on movement of bond yields during that quarter.

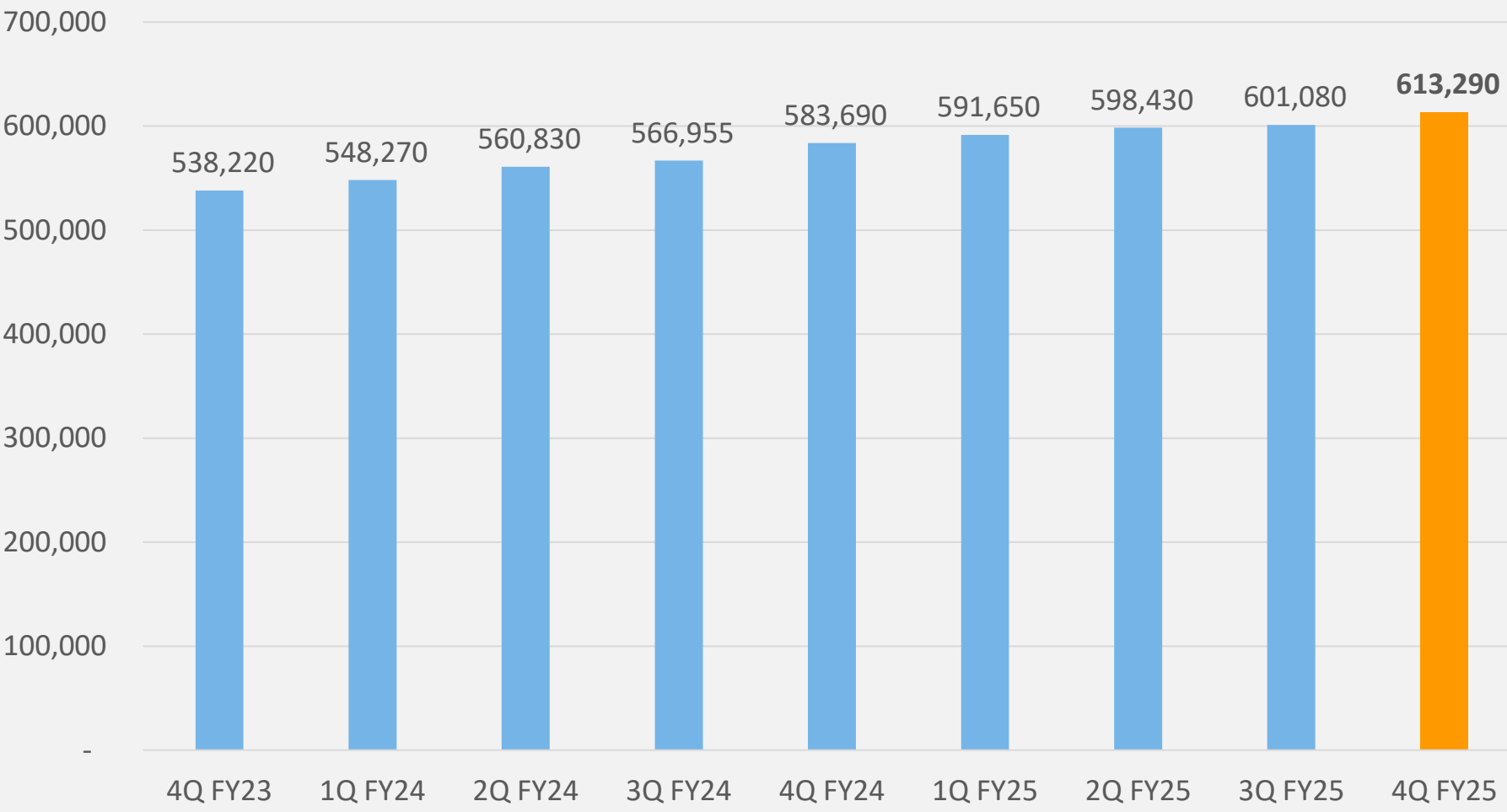
NET PROFIT MARGIN



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.

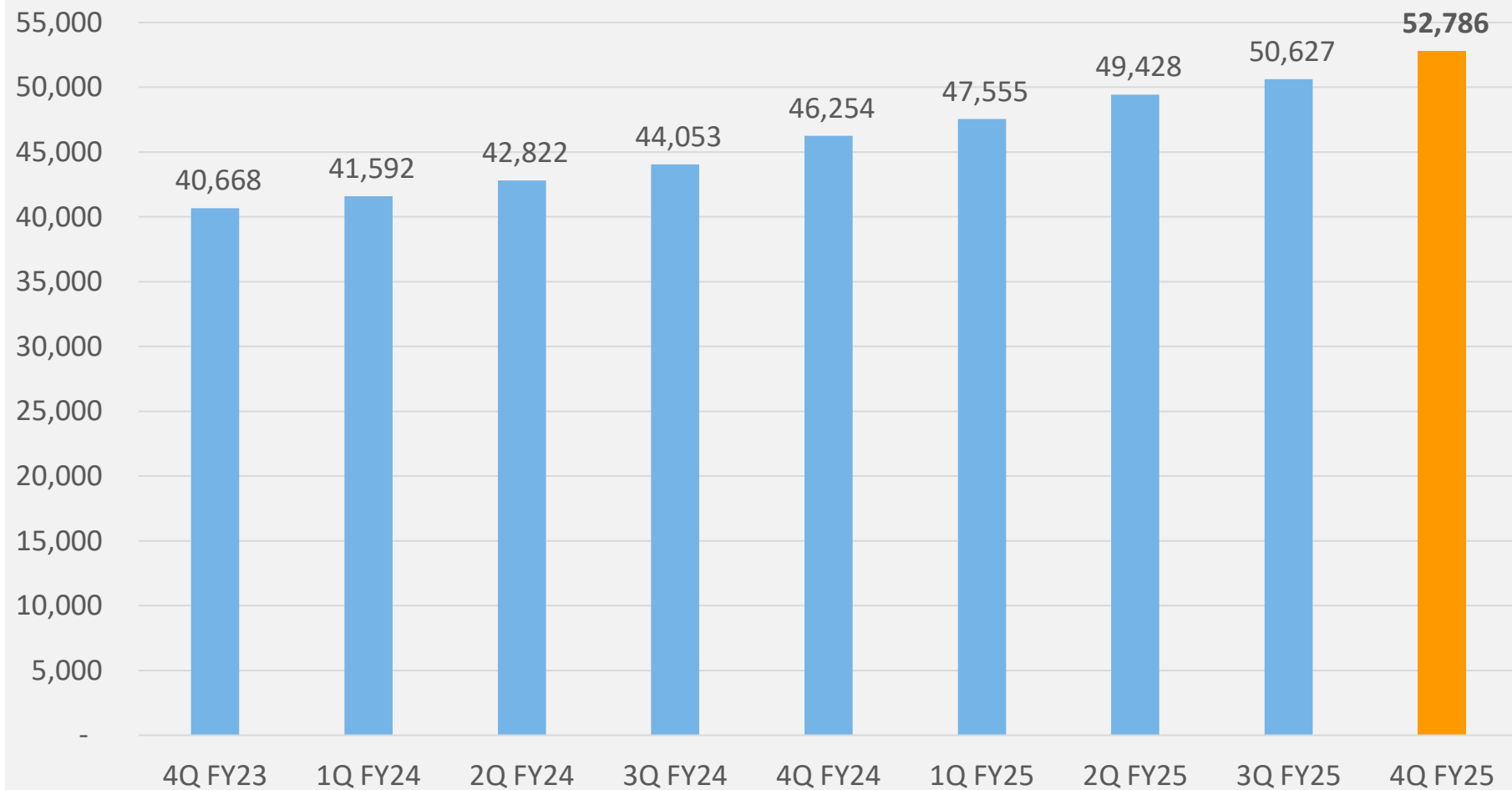
PAID CAMPAIGNS

Active Paid Campaigns - period end



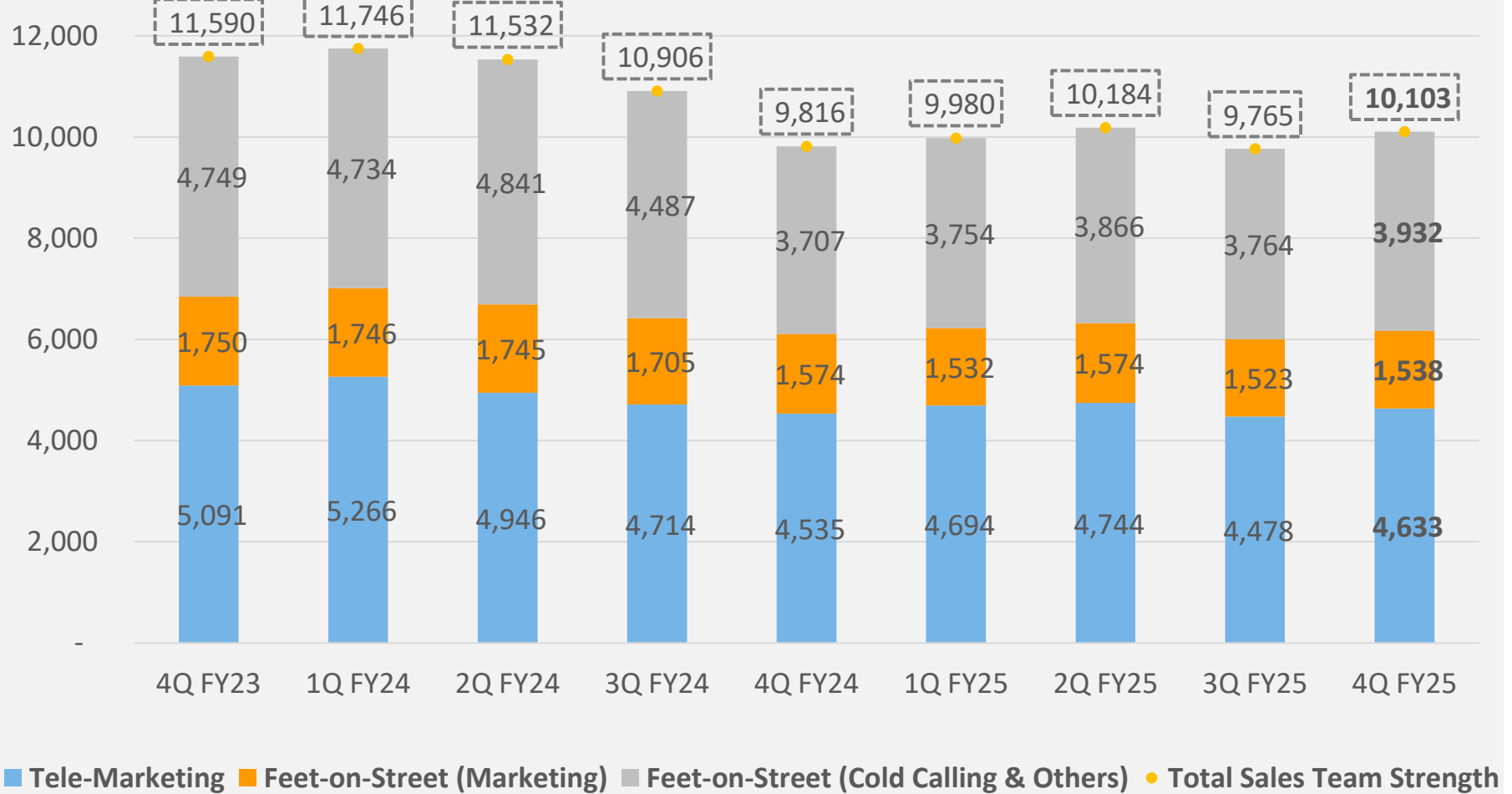
CASH AND INVESTMENTS

Cash & Investments - period end (Rs million)



SALES FORCE

Sales Strength - Period End



JUST DIAL LTD - 4Q FY25 (Quarter ended March 31, 2025) PERFORMANCE SUMMARY						
Metric	Unit	4Q FY25	4Q FY24	YoY change	3Q FY25	QoQ change
Operating Revenue	(₹ million)	2,892	2,703	7.0%	2,873	0.6%
Operating EBITDA	(₹ million)	861	706	21.9%	866	-0.6%
Operating EBITDA Margin	%	29.8%	26.1%	363 bps	30.1%	-38 bps
Adjusted EBITDA (excl. ESOP expenses)	(₹ million)	861	707	21.8%	867	-0.7%
Adjusted EBITDA Margin (excl. ESOP expenses)	%	29.8%	26.2%	361 bps	30.2%	-40 bps
Other Income	(₹ million)	1,087	913	19.0%	774	40.4%
Profit Before Taxes	(₹ million)	1,795	1,473	21.9%	1,492	20.3%
Net Profit	(₹ million)	1,576	1,156	36.3%	1,313	20.0%
Net Profit Margin	%	39.6%	32.0%	764 bps	36.0%	361 bps
Deferred Revenue (period end)	(₹ million)	5,579	5,077	9.9%	5,072	10.0%
Cash & Investments (period end)	(₹ million)	52,786	46,254	14.1%	50,627	4.3%

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 FY25 (Quarter ended March 31, 2025) PERFORMANCE SUMMARY						
Metric	Unit	4Q FY25	4Q FY24	YoY change	3Q FY25	QoQ change
Unique Visitors	(million)	191.3	171.1	11.8%	191.2	0.1%
- Mobile	(million)	166.2	144.7	14.9%	164.4	1.1%
- Desktop/ PC	(million)	20.1	20.8	-3.4%	21.4	-6.2%
- Voice	(million)	5.0	5.6	-10.2%	5.4	-6.0%
- Mobile	% share	86.9%	84.6%	230 bps	86.0%	87 bps
- Desktop/ PC	% share	10.5%	12.2%	-165 bps	11.2%	-70 bps
- Voice	% share	2.6%	3.3%	-65 bps	2.8%	-17 bps
Total Listings (period end)	(million)	48.8	43.6	11.9%	47.5	2.6%
Net Listings Addition		1,231,207	1,942,275	-36.6%	1,290,820	-4.6%
Total Images in Listings (period end)	(million)	227.3	188.5	20.6%	216.0	5.2%
Listings with Geocodes (period end)	(million)	32.7	28.5	15.0%	31.8	2.9%
Ratings & Reviews	(million)	152.6	148.0	3.1%	151.4	0.8%
Paid campaigns (period end)		613,290	583,690	5.1%	601,080	2.0%
Total App Downloads (period end)	(million)	39.9	36.4	9.4%	39.0	2.1%
App Downloads per day		6,915	7,106	-2.7%	6,935	-0.3%
Total Employees (period end)		13,002	12,834	1.3%	12,676	2.6%
- Sales Employees (period end)		10,103	9,816	2.9%	9,765	3.5%

JUST DIAL LTD - FY25 (Fiscal Year ended March 31, 2025) PERFORMANCE SUMMARY					
Metric	Unit	FY25	FY24	YoY change	YoY% change
Operating Revenue	(₹ million)	11,419	10,429	990	9.5%
Operating EBITDA	(₹ million)	3,354	2,165	1,189	54.9%
Operating EBITDA Margin	%	29.4%	20.8%		861 bps
Adjusted EBITDA (excl. ESOP expenses)	(₹ million)	3,357	2,161	1,195	55.3%
Adjusted EBITDA Margin (excl. ESOP expenses)	%	29.4%	20.7%		867 bps
Other Income, net	(₹ million)	3,865	3,055	811	26.5%
Profit Before Taxes	(₹ million)	6,642	4,665	1,977	42.4%
Net Profit	(₹ million)	5,842	3,628	2,214	61.0%
Net Profit Margin	%	38.2%	26.9%		1,131 bps
Deferred Revenue (period end)	(₹ million)	5,579	5,077	502	9.9%
Cash & Investments (period end)	(₹ million)	52,786	46,254	6,532	14.1%

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 36 years of experience in the field of media and local search services, he has successfully steered and kept our business on the growth track, driven by technological innovation.

INDEPENDENT DIRECTORS

K. Sudarshan (Chairman)

K. Sudarshan is an Engineering graduate from the National Institute of Technology, Kurukshetra. He leads EMA Partners across India, Singapore & the Middle East and is part of the global firm's executive board responsible for the Marketing & Communications portfolio. Operating from Mumbai & Singapore, he has over 25 years of experience in Executive search and has led successful engagements for both Indian and multinational corporations across industry sectors and functional disciplines. He also leads the Board and CEO practice for the firm in India. He is widely networked and recognized as an industry thought leader in India. He has also written several articles in leading business media across a variety of issues encompassing general management, human resources, and academics.

Ranjit V. Pandit

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

Bhama Krishnamurthy

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

Prof. Dipak C. Jain

Professor Dipak C. Jain earned his M.Sc in Mathematical Statistics from Guwahati University and his Ph.D. in Marketing from the University of Texas at Dallas, USA. He holds a distinguished reputation as both an educator and a scholar. He assumed the role of Dean at the Kellogg School of Management, Northwestern University USA, from 2001 to 2009, and later served as Dean at INSEAD, a prominent business school located in Fontainebleau (Paris), France. Following this, he served as Director at the SASIN Graduate Institute of Business Administration, Chulalongkorn University in Bangkok, Thailand. Presently, Professor Jain holds the title of Professor of Marketing at the China Europe International Business School (CEIBS), bringing with him over 40 years of expertise in management education. He has published several articles in esteemed international journals focusing on marketing and related disciplines. Additionally, he served as the President (European) of China Europe International Business School from 2017 to 2022.

BOARD OF DIRECTORS

NON-EXECUTIVE DIRECTORS

V. Subramaniam

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

Ashwin Khasgiwala

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

Geeta Fulwadaya

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

Anshuman Thakur

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

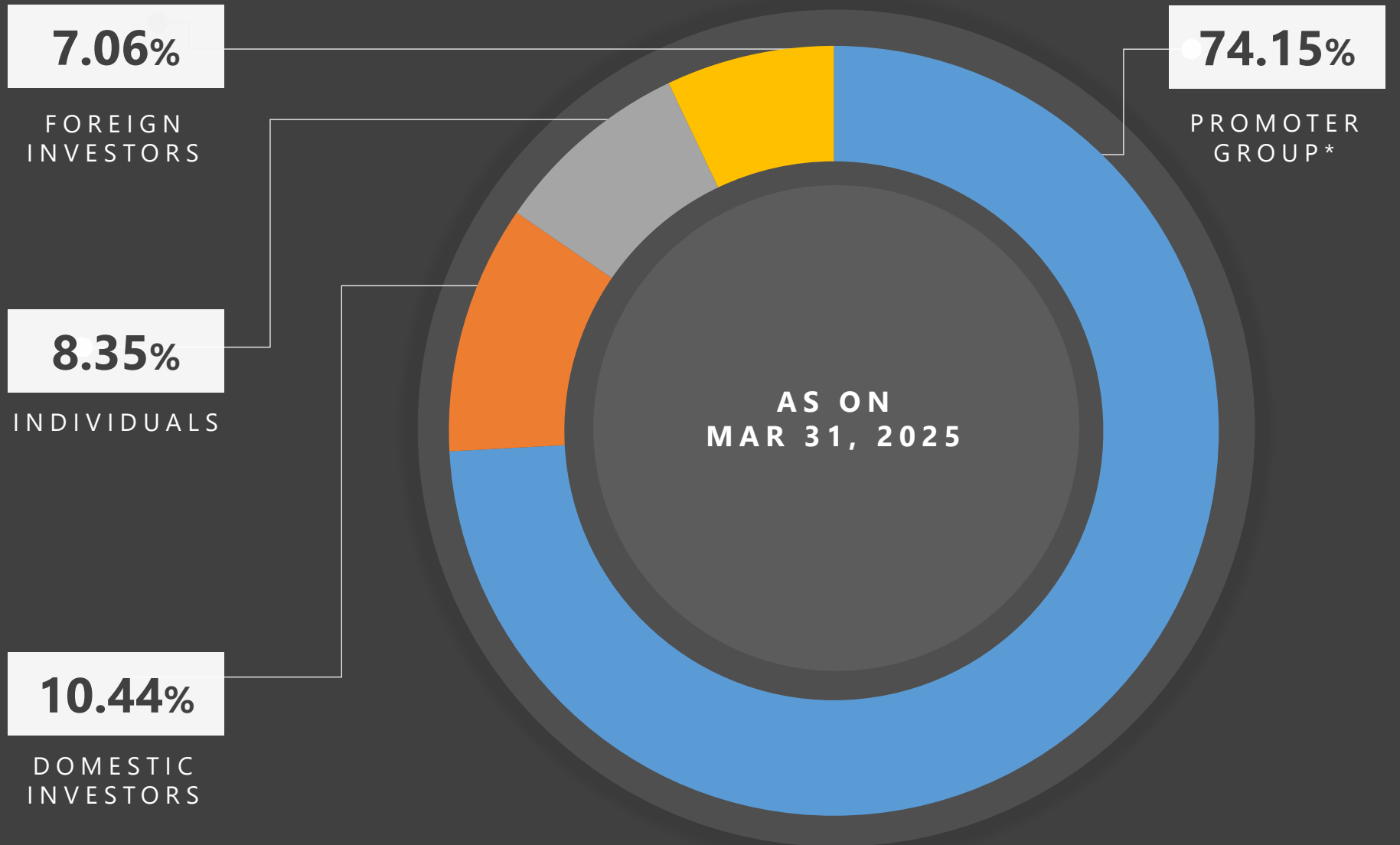
Dinesh Taluja

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

LEADERSHIP TEAM

Name	Designation	Experience	Functional Areas
V S S Mani	Managing Director & CEO	36 Years	Overall growth strategy, planning, execution & management
V Krishnan	Group President	31 Years	Growth Strategy and Business Development
Abhishek Bansal	Chief Financial Officer	16 Years	Finance, Strategy, Accounting, Treasury, Audit, Legal, Compliance & Investor Relations
Vishal Parikh	Chief Product Officer	24 Years	Leads Product, Design & Technology teams, IT Infra and Voice Operations
Shwetank Dixit	Chief Growth Officer	13 Years	Strategy, Marketing, Business Analytics, Traffic and Revenue Growth, Content Augmentation & SEO
Rakesh Ojha	Chief Business Officer (West & South)	29 Years	Sales & Expansion (West & South Region)
Prashant Nagar	Chief Business Officer (North & East)	25 Years	Sales & Expansion (North & East Region)
Ajay Mohan	Chief Business Officer	29 Years	Sales platform management, Strategic alliances, Corporate partnerships & Business expansion
Rajesh Madhavan	Chief People Officer	31 Years	Human Resource Functions
Bandan Karkidholý	Vice President & General Counsel	20 Years	Legal, Regulatory Compliances, Intellectual Property
Manan Udani	Company Secretary & Compliance Officer	16 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