

June 4, 2018

BSE Limited Department of Corporate Services Listing Department P J Towers 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 (E) Mumbai – 400051 <i>Scrip Symbol: JUSTDIAL</i>	Metropolitan Stock Exchange of India Limited 4 th Floor, Vibgyor Towers, Plot No. C 62, G Block, Opp. Trident Hotel, BandraKurla Complex, Bandra (East), Mumbai – 400098 <i>Scrip Symbol: JUSTDIAL</i>
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Dear Sir/Madam,

Sub.: Regulation 30 of the Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015 - Intimation of Investor Meeting

In accordance with the provisions of the Regulation 30 of the Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015, we would like to inform that the representative of the Company will attend investors meeting viz. **Nomura Investment Forum Asia 2018** on June 4, 2018 at Singapore.

The Schedule may undergo change due to exigencies on part of Investor/Company.

List of participants and copy of presentation to be shared with investors in the above conferences are attached.

This is for your information and records please.

Thanking You,

Yours faithfully, .

For Just Dial Limited

Sachin Jain
Company Secretary

**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 / 39808795 • Fax : 022-28893789

Mumbai, Delhi, Kolkata, Chennai, Bangalore, Pune, Hyderabad, Ahmedabad, Coimbatore, Jaipur and Chandigarh

☎ 88888-88888 | www.justdial.com

Just Dial Limited – Investors Meeting - June 4, 2018.

Sr. No.	Name of the Participants
1	Broad Peak Investment Advisors
2	Daiwa SB Investments
3	Doric Capital Corporation
4	Flowering Tree Investment Management
5	Franklin Templeton Investments
6	Helios Capital Management
7	Kayne Anderson Rudnick Investment Management
8	Midas International Asset Management
9	Southeastern Asset Management
10	Tree Line Advisors
11	Truston Asset Management
12	Value Partners

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CORPORATE PRESENTATION

June 2018



India's No.1 local search engine

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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 assumes 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 FY18 means the period Jan 1, 2018 to Mar 31, 2018

FY18 or FY 17-18 or FY 2018 means the Financial Year starting Apr 1, 2017 and ending Mar 31, 2018

COMPANY OVERVIEW

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



High user engagement, ~82 million ratings & reviews



~112 million quarterly unique visitors in Q4 FY18



Database of 21.8 million listings



Scalable and profitable business model



~445,100 active paid campaigns



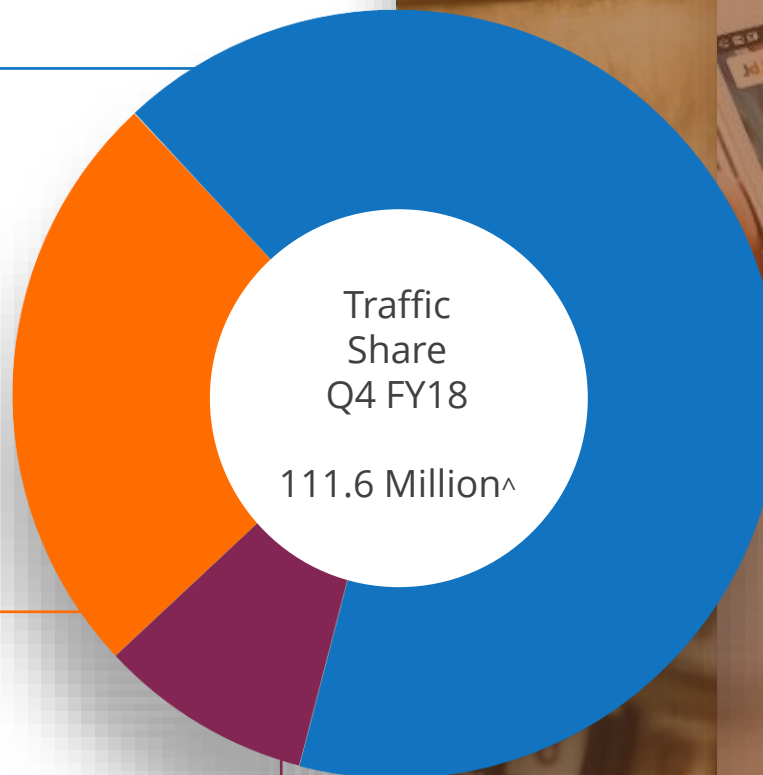
Figures as on Mar 31, 2018

PLATFORMS

 **71%**
MOBILE
Mobile site & Apps

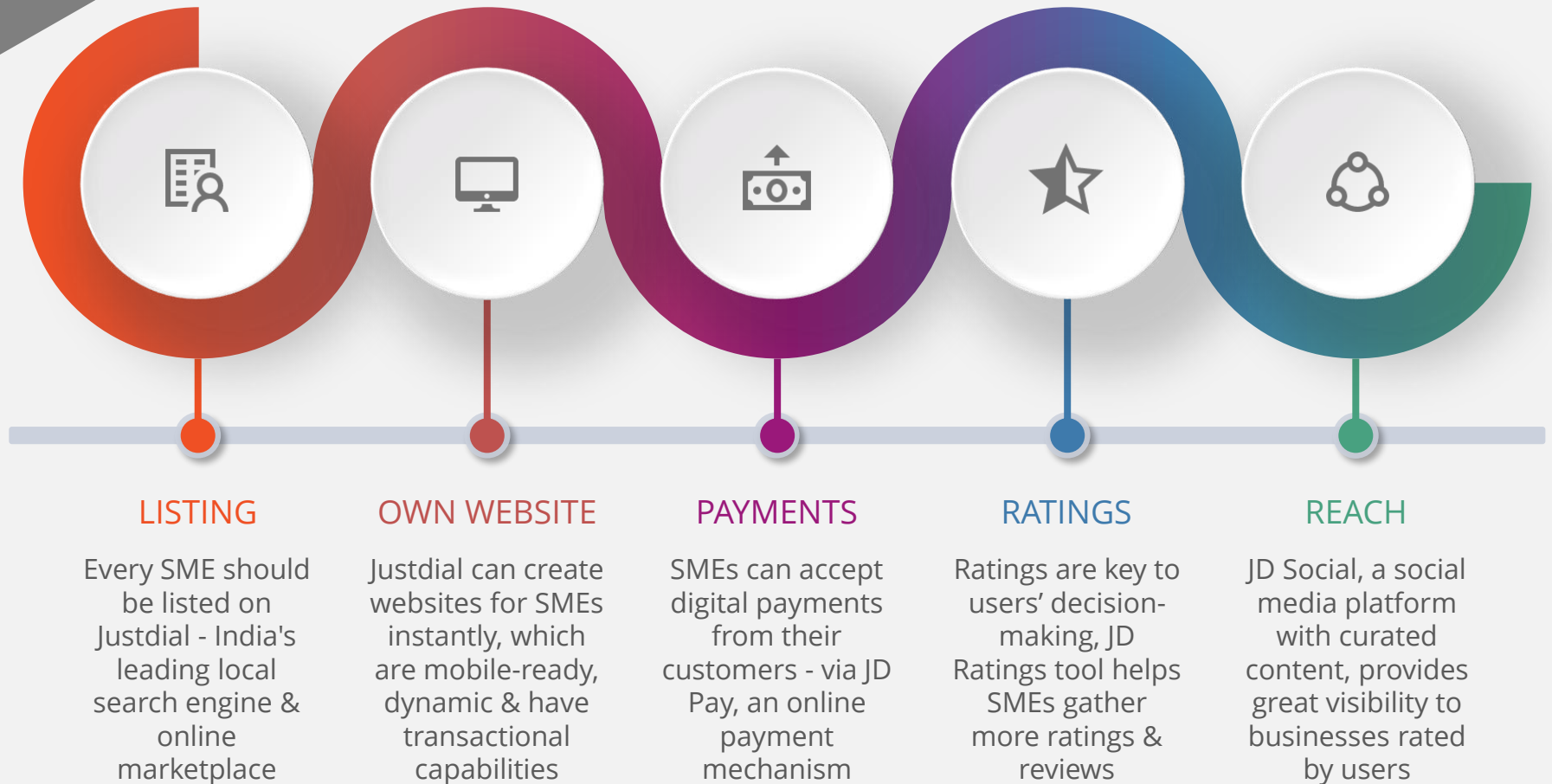
 **21%**
DESKTOP/ PC
www.justdial.com

 **8%**
VOICE
88888-88888

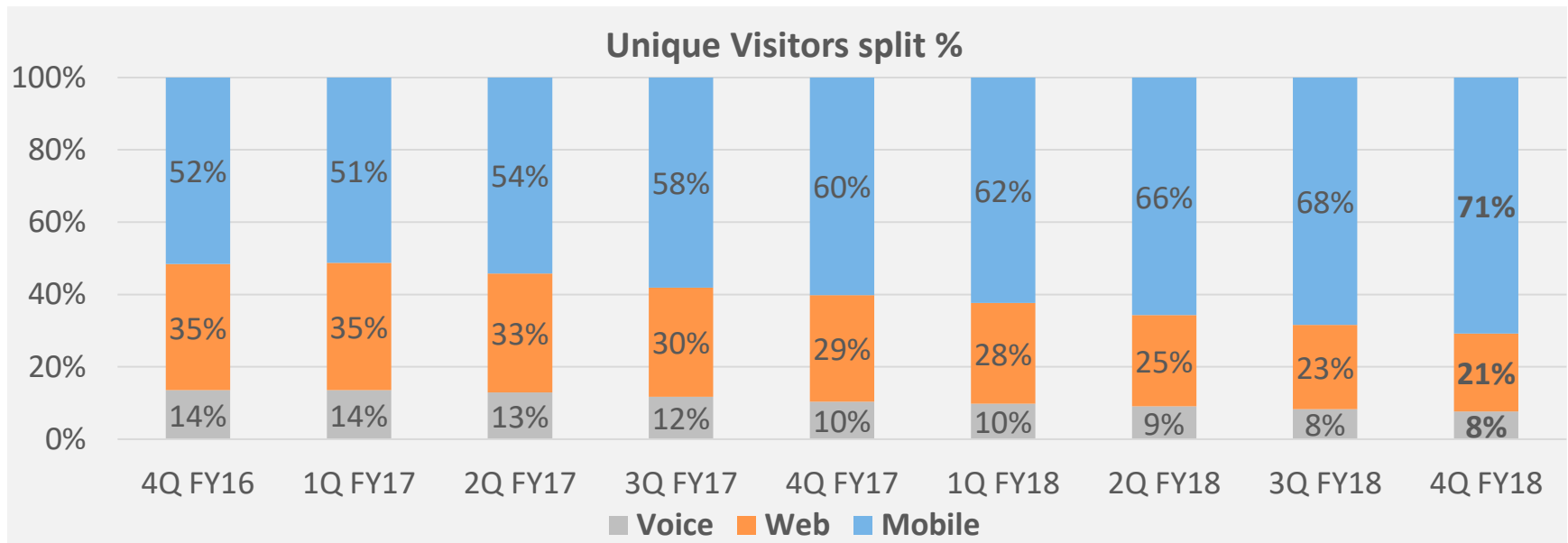
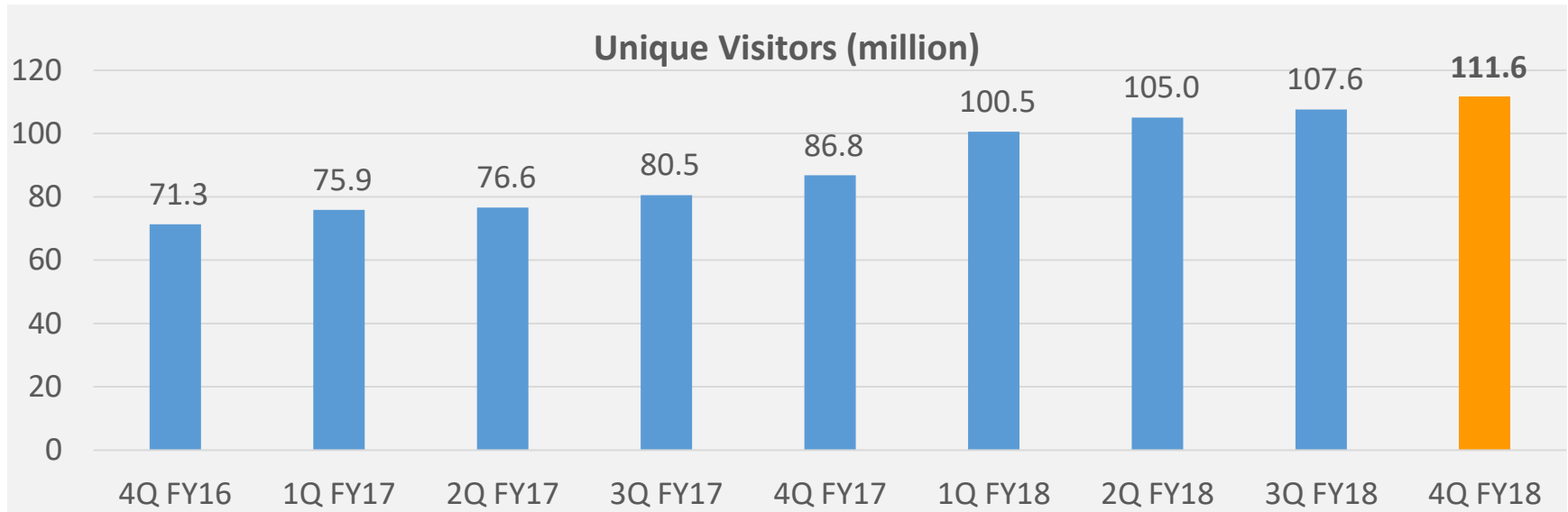


^ Unique visitors are aggregated across various mediums – Voice, Desktop/ PC, Mobile; these may not necessarily be mutually exclusive

VALUE PROPOSITION FOR SMEs

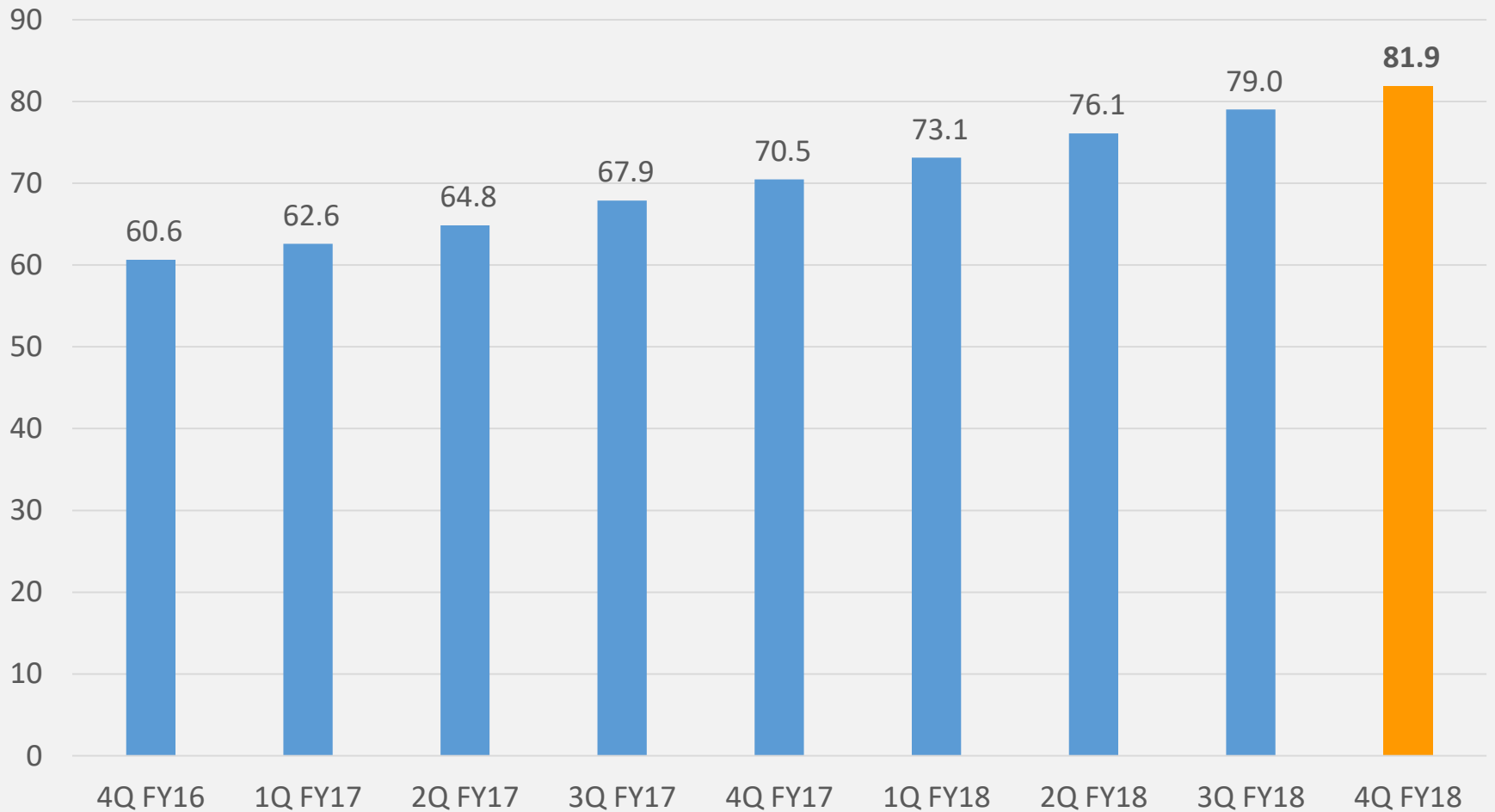


TRAFFIC / VISITORS



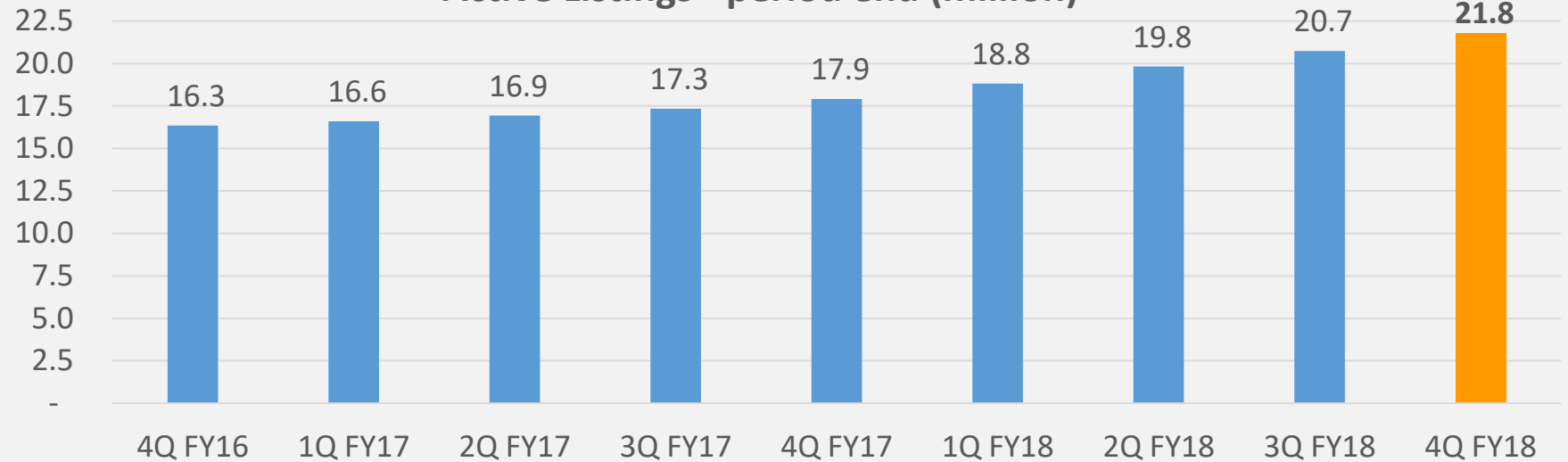
USER ENGAGEMENT

Ratings & Reviews (million)

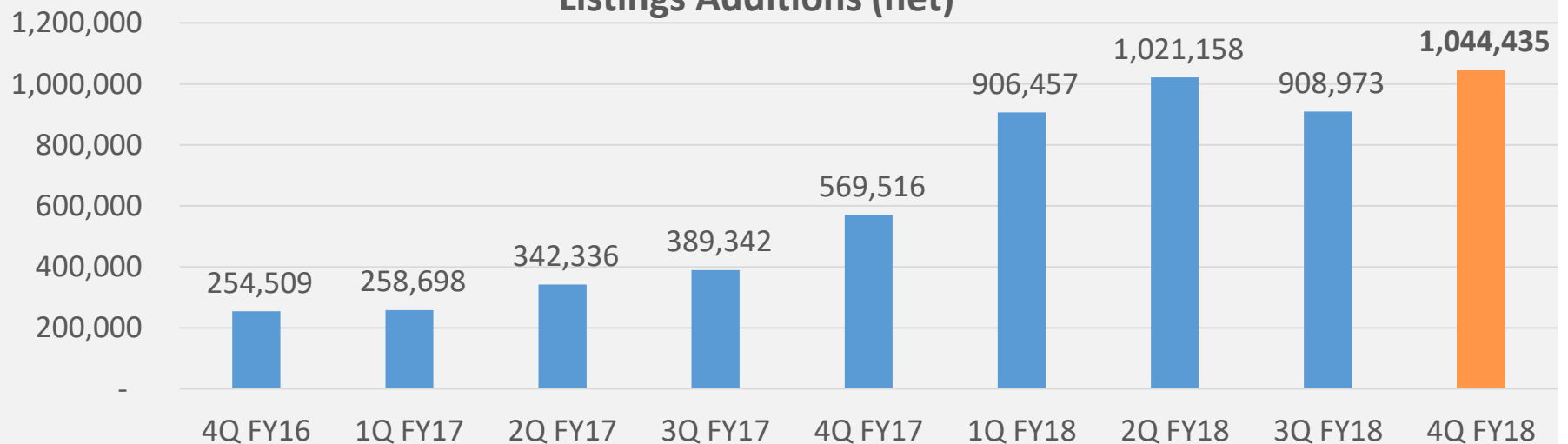


DATA ENRICHMENT

Active Listings - period end (million)

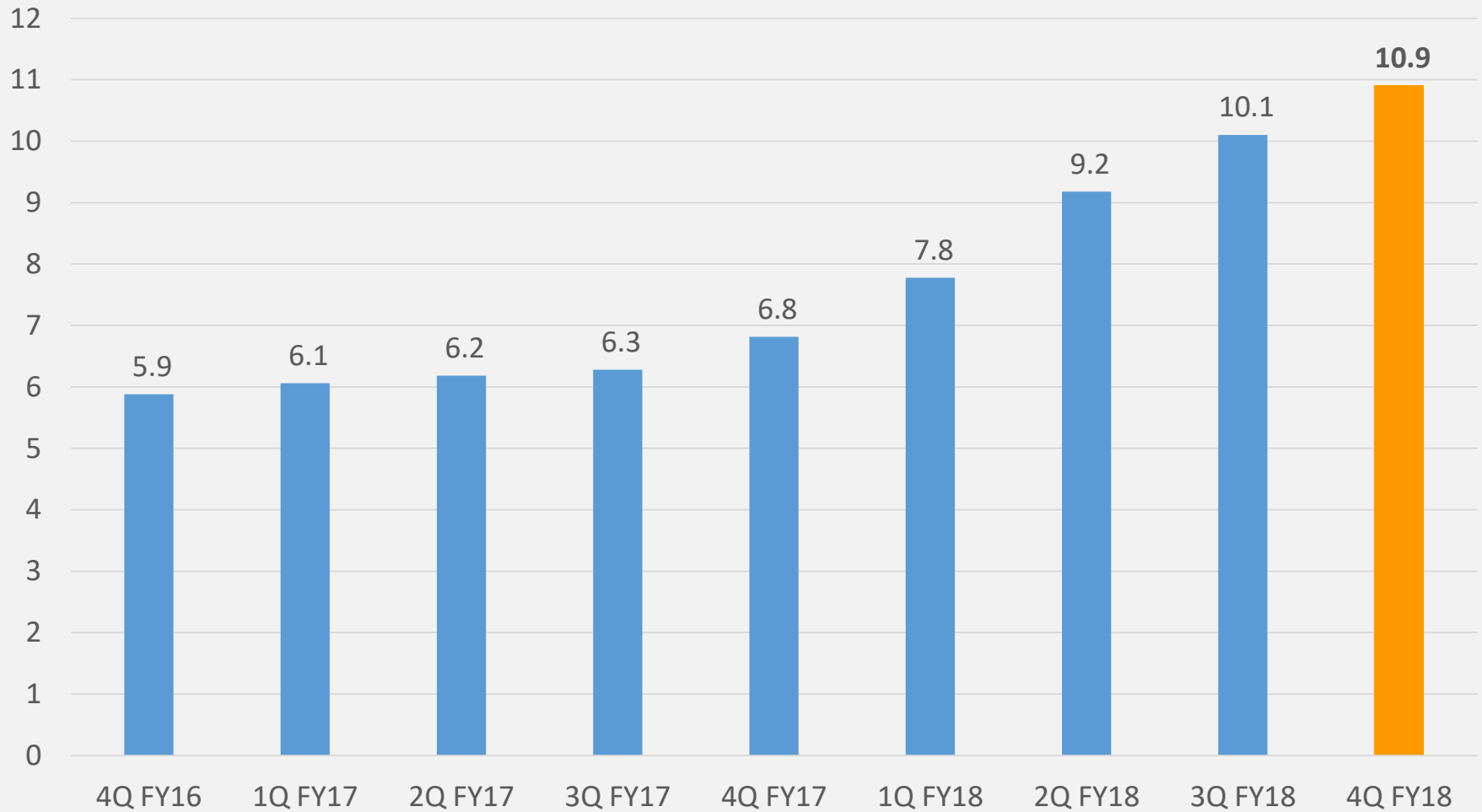


Listings Additions (net)

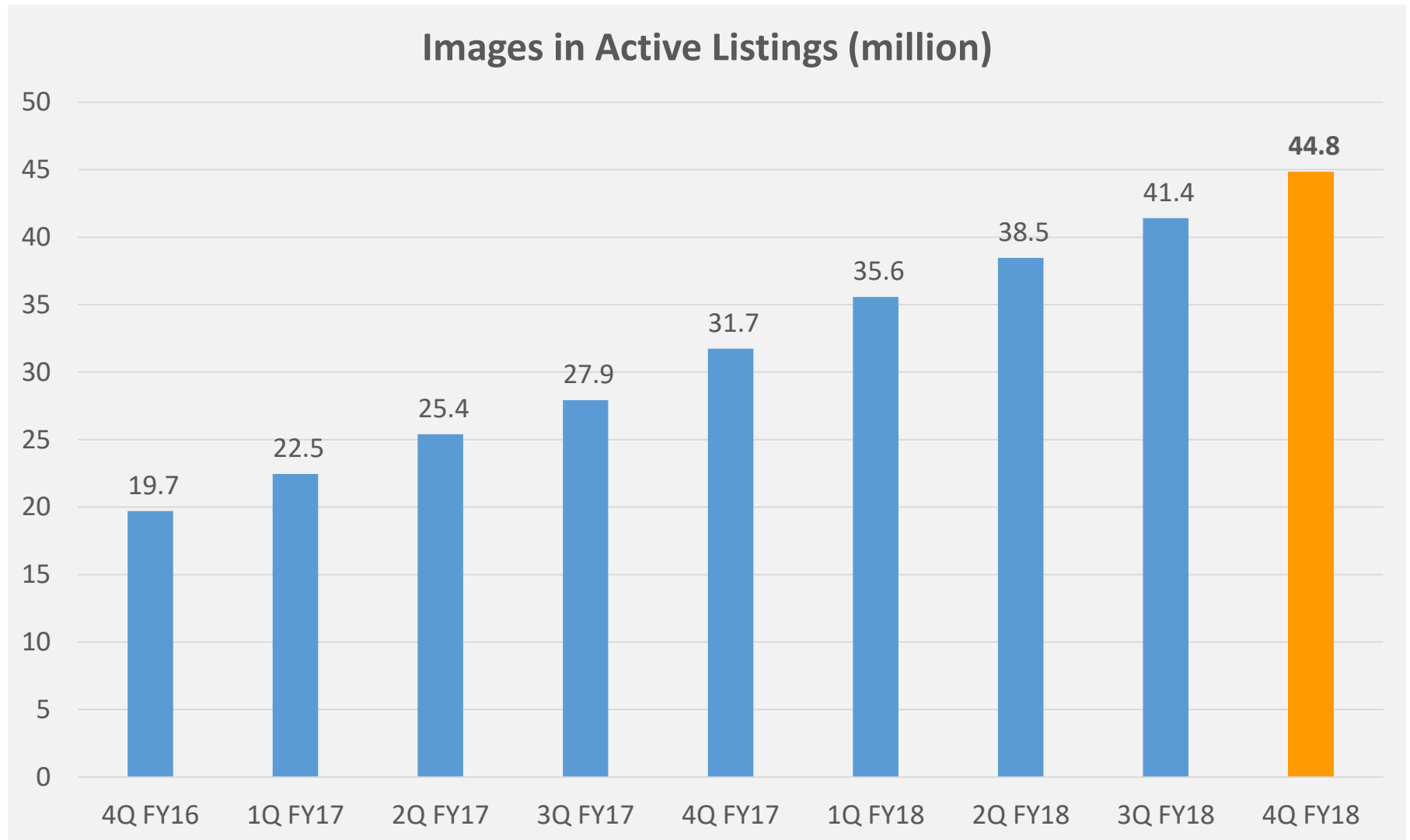


DATA ENRICHMENT

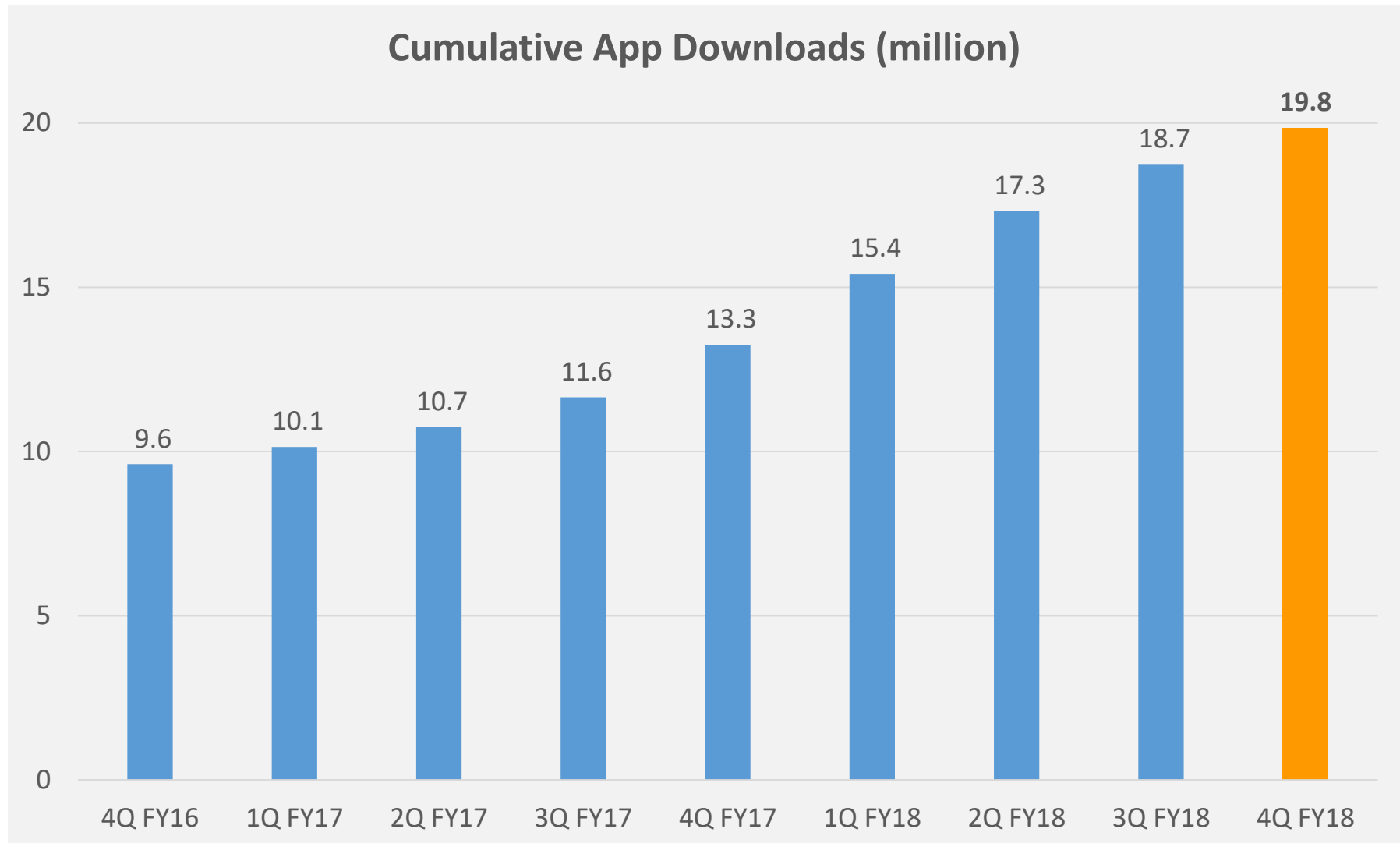
Listings with Geocodes (million)



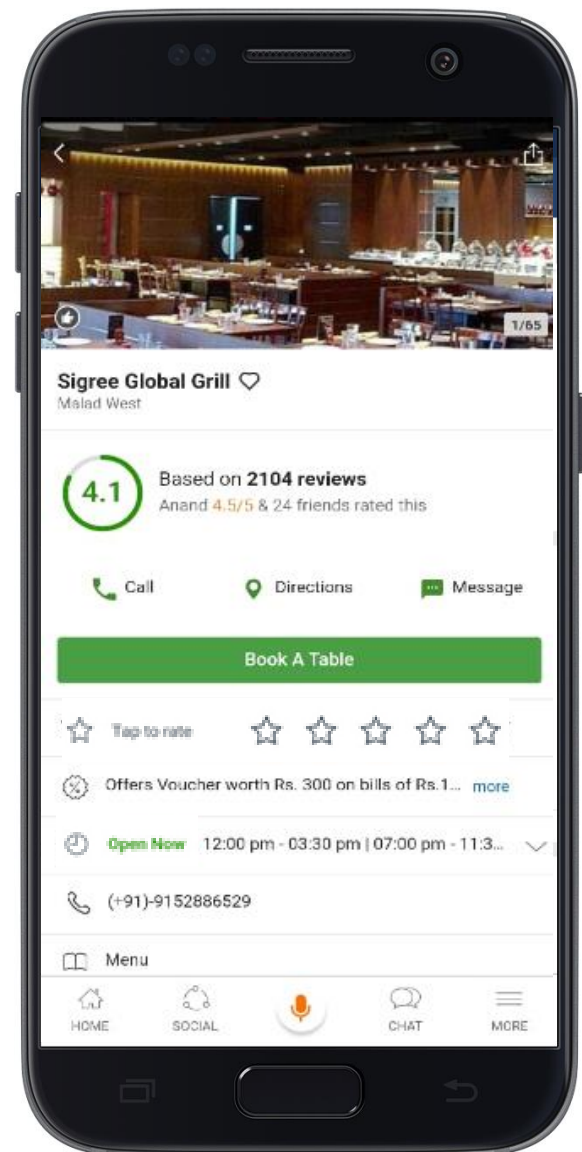
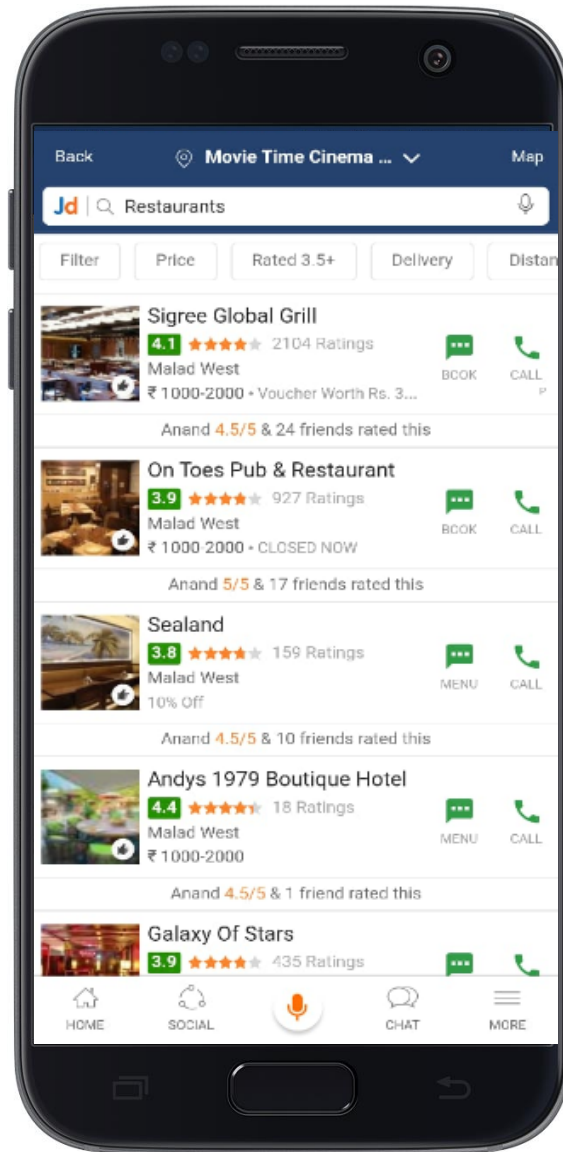
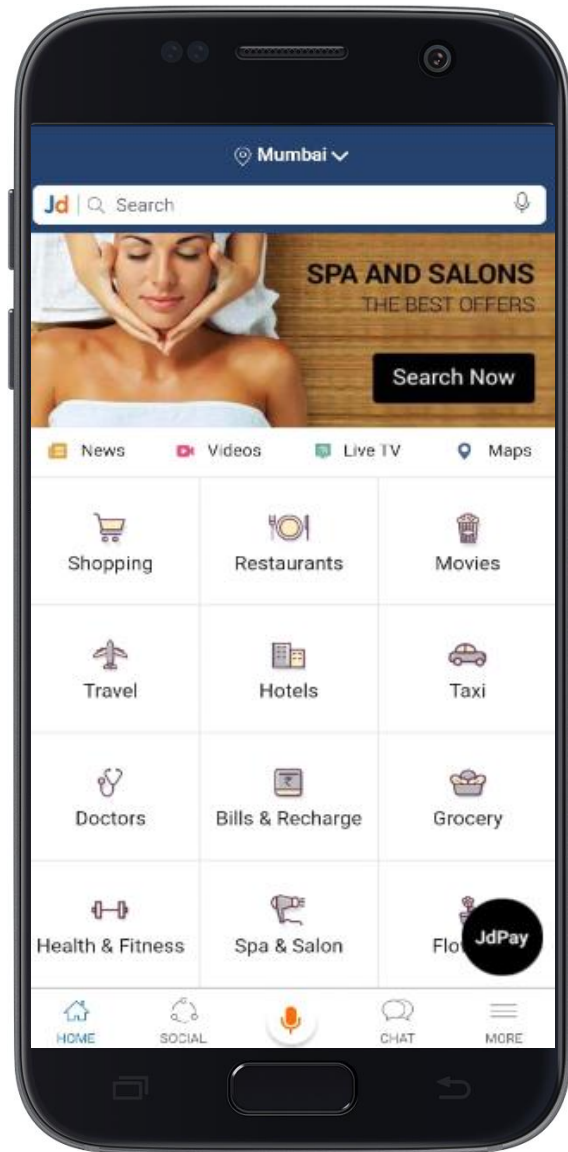
DATA ENRICHMENT



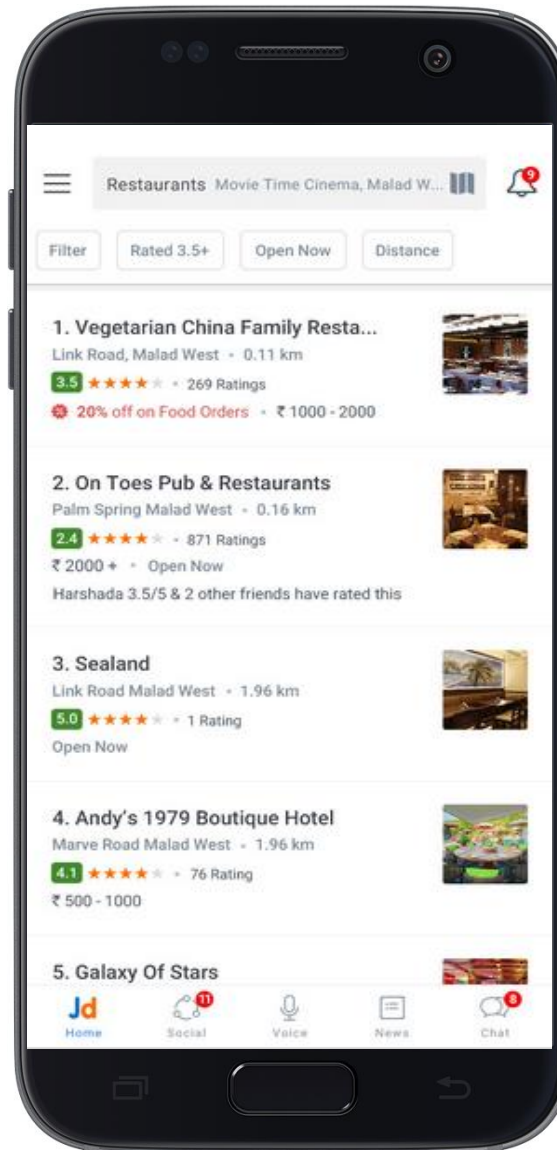
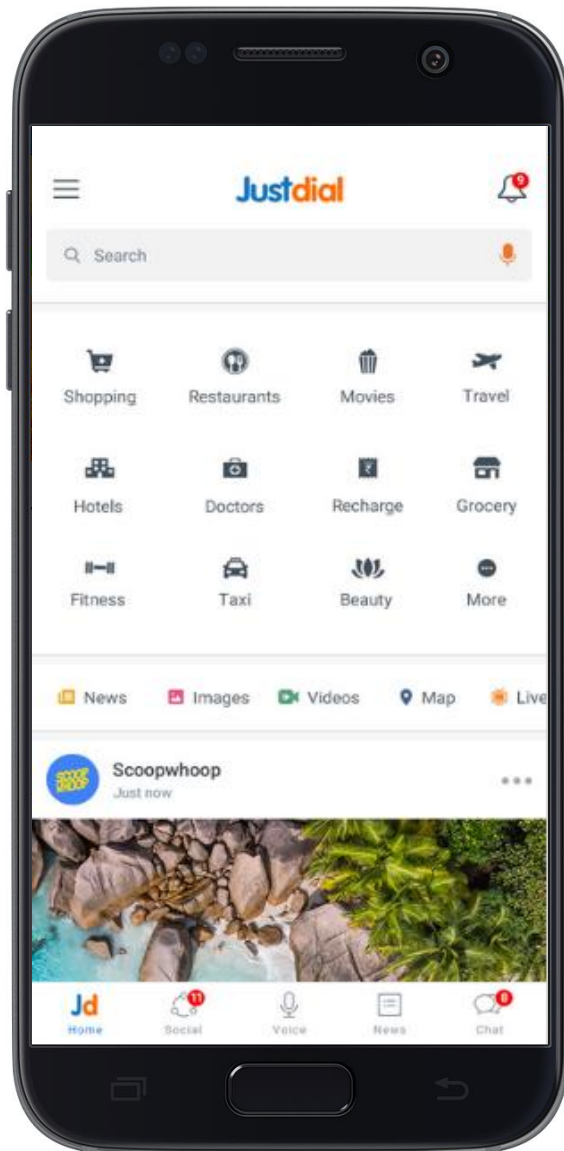
MOBILE APPS

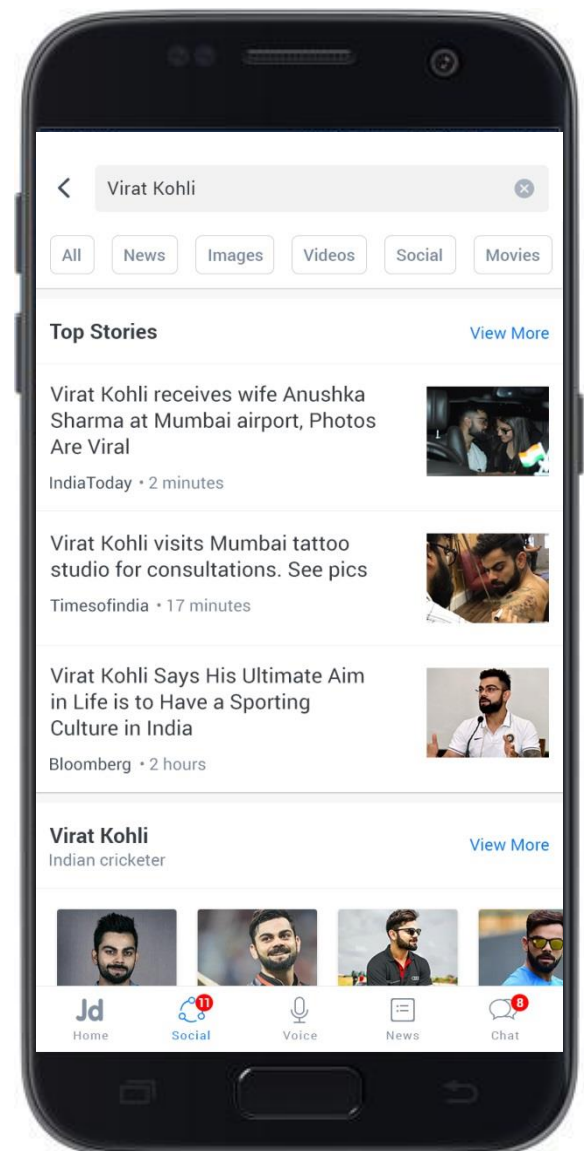
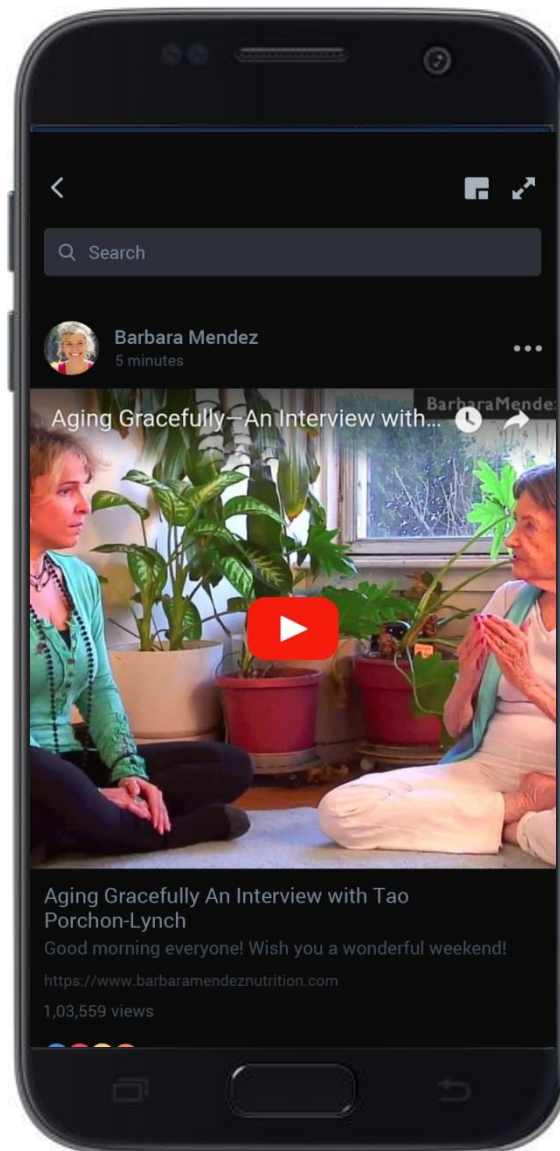
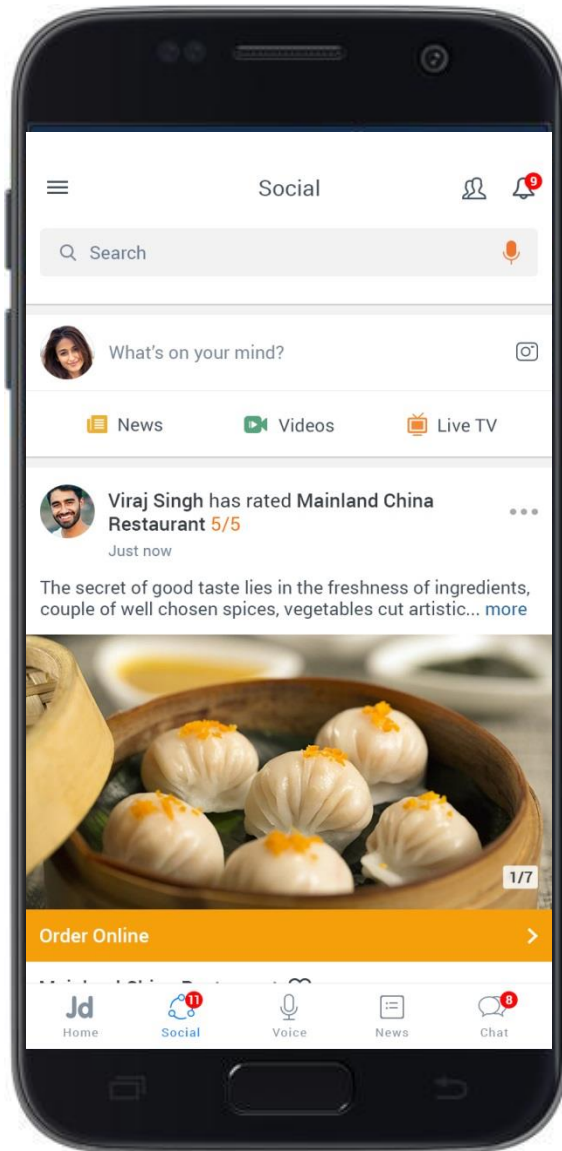


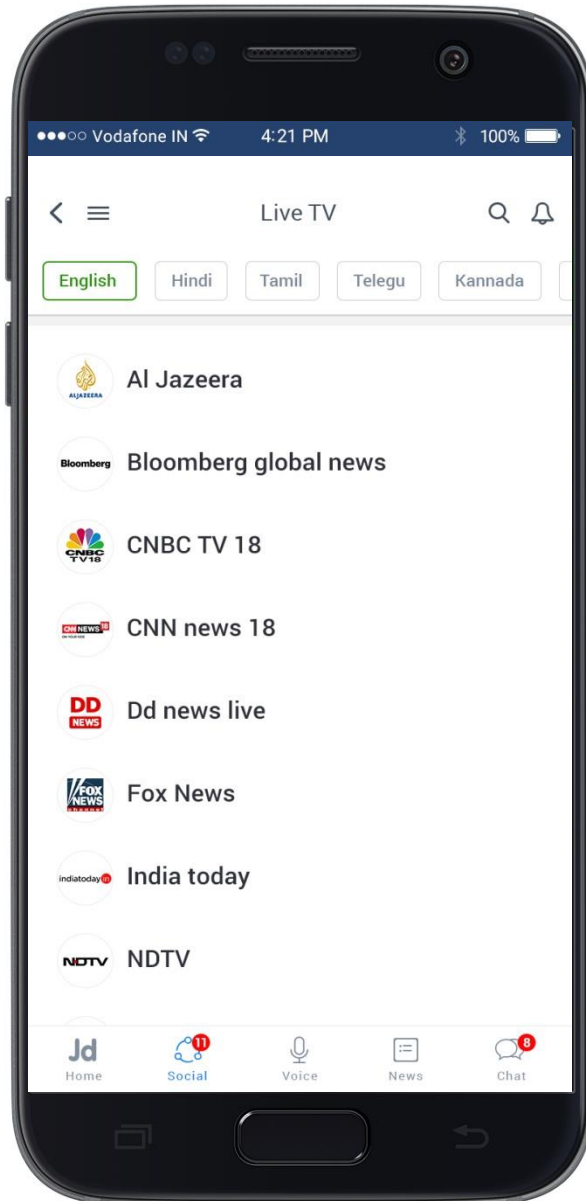
JD - MOBILE



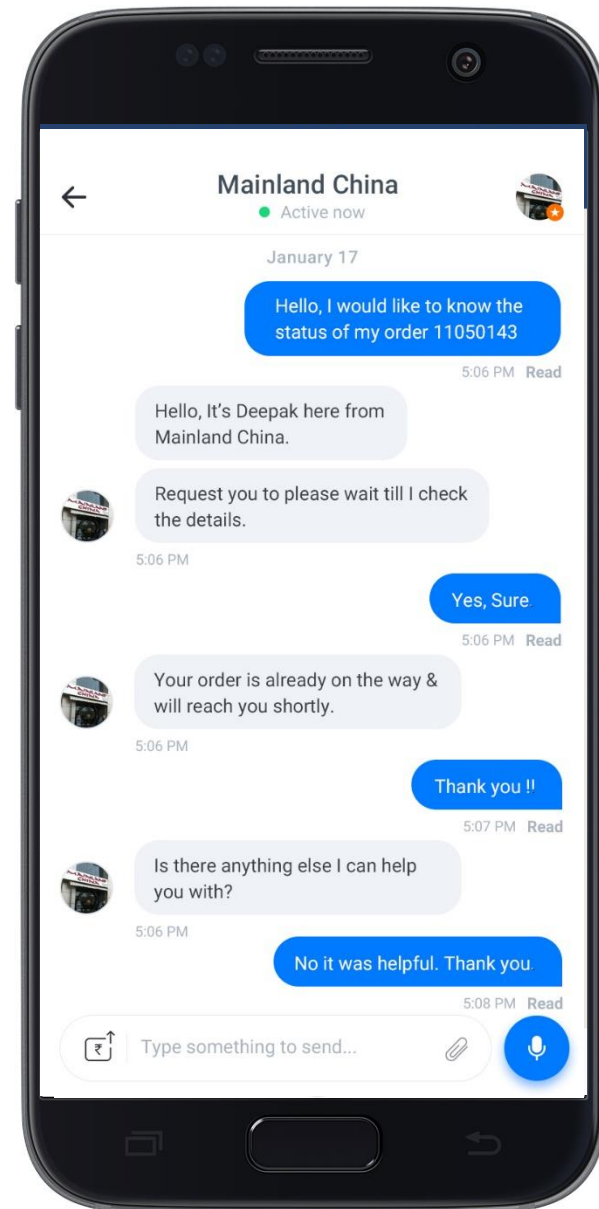
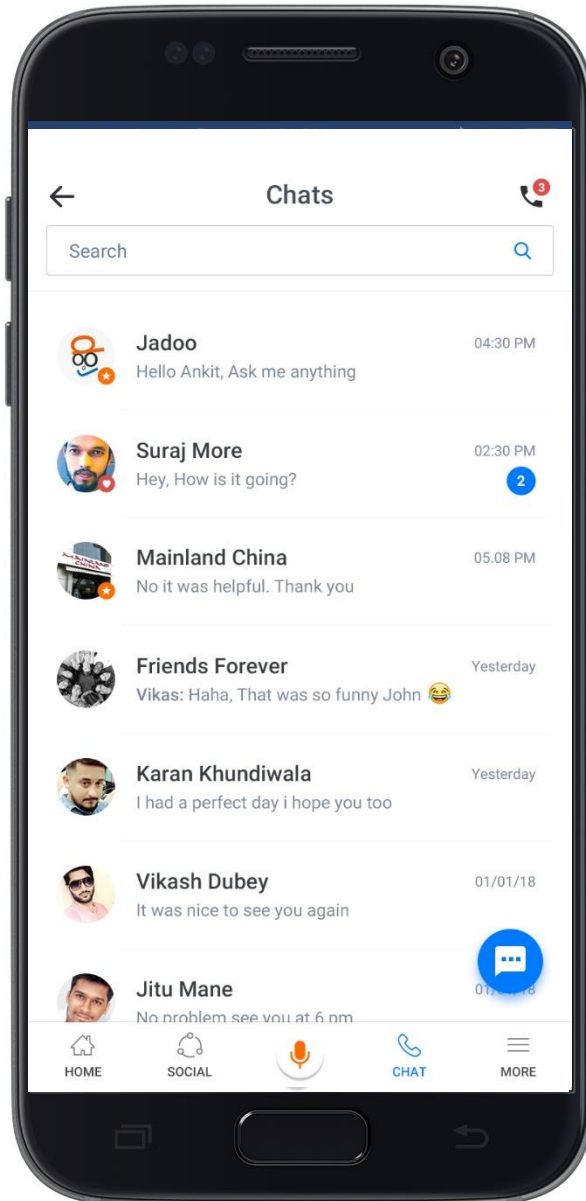
REVAMPED DESIGN





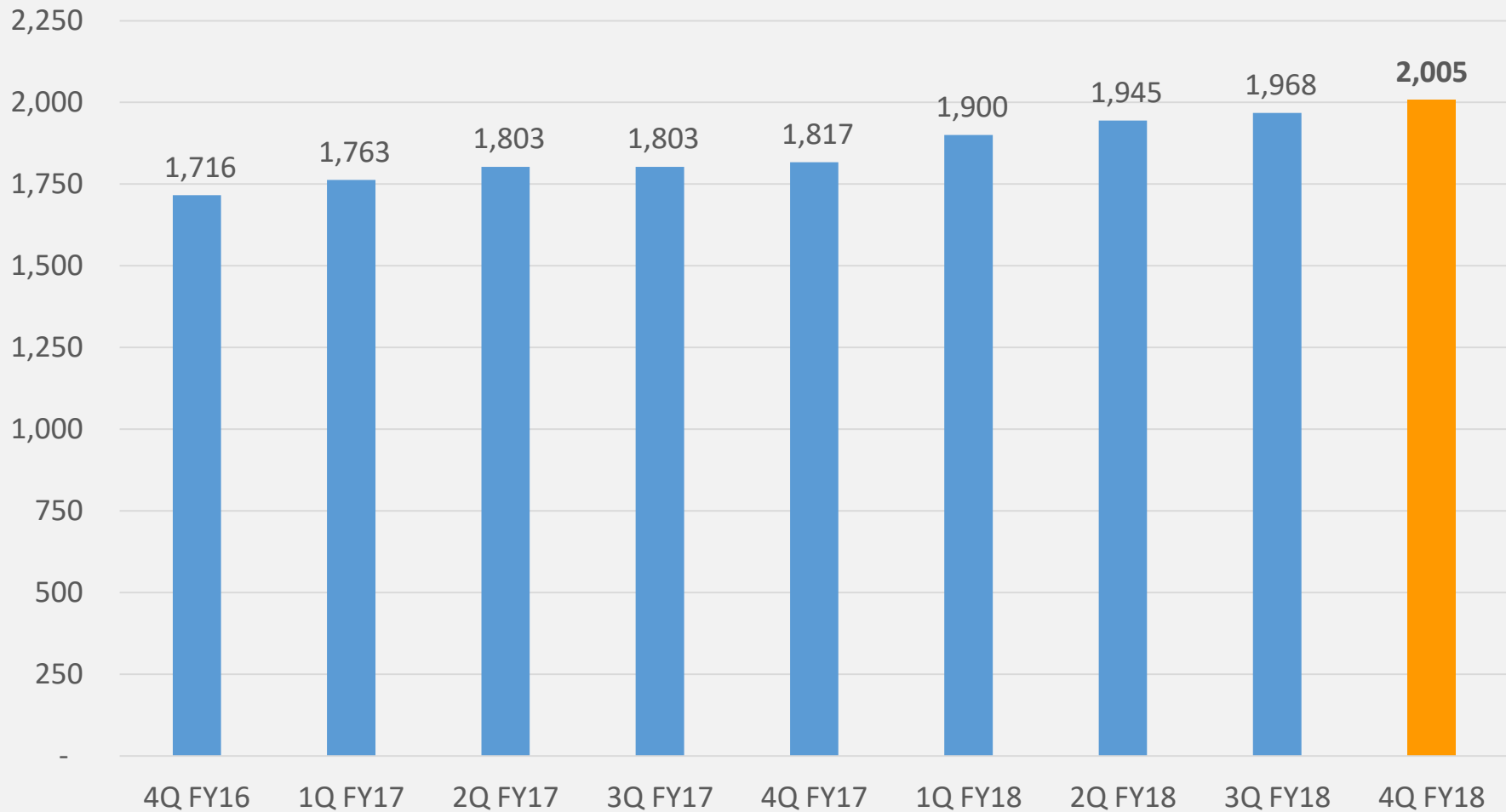


CHAT MESSENGER



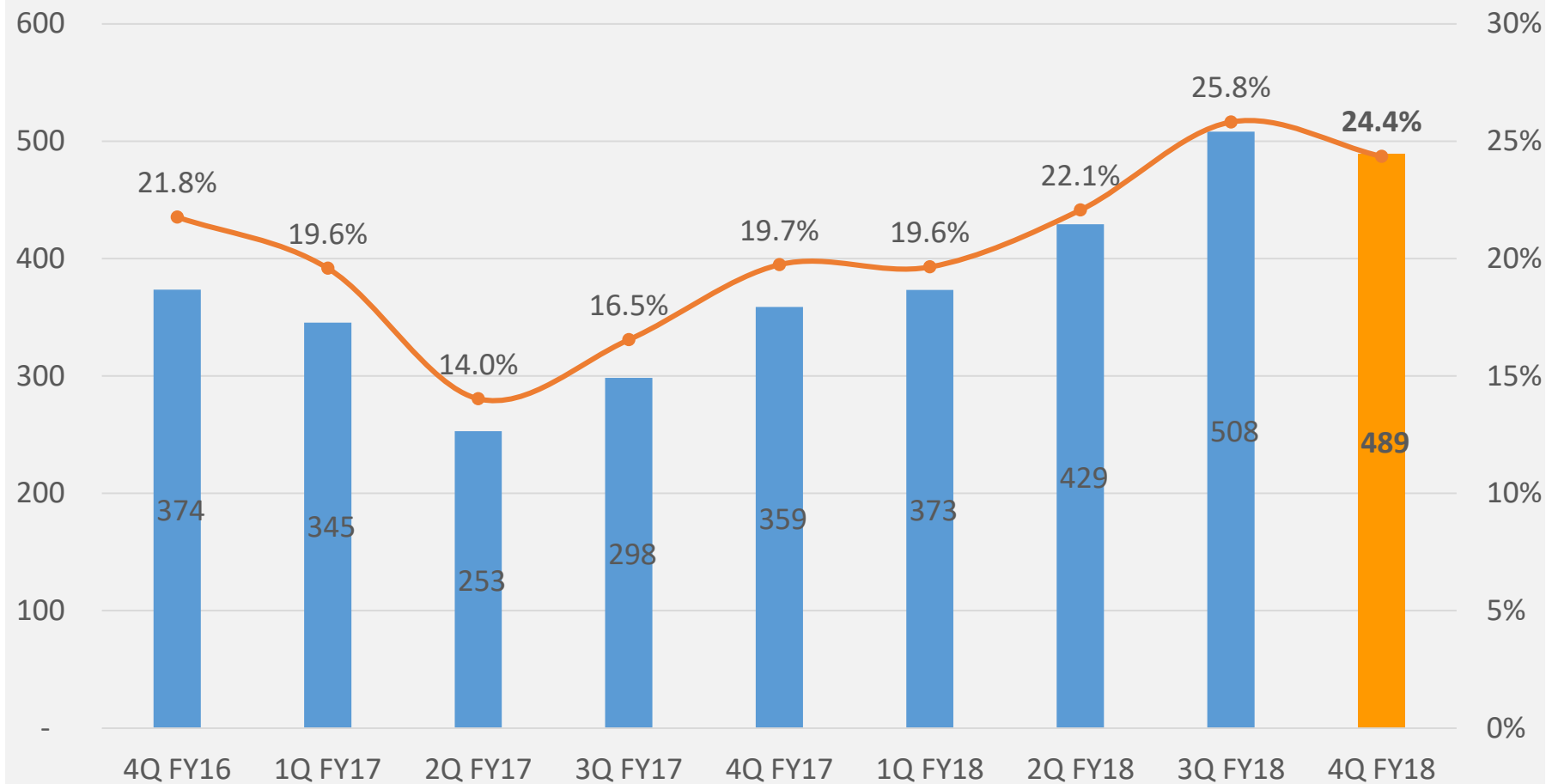
REVENUE

Operating Revenue (Rs. million)



OPERATING MARGIN

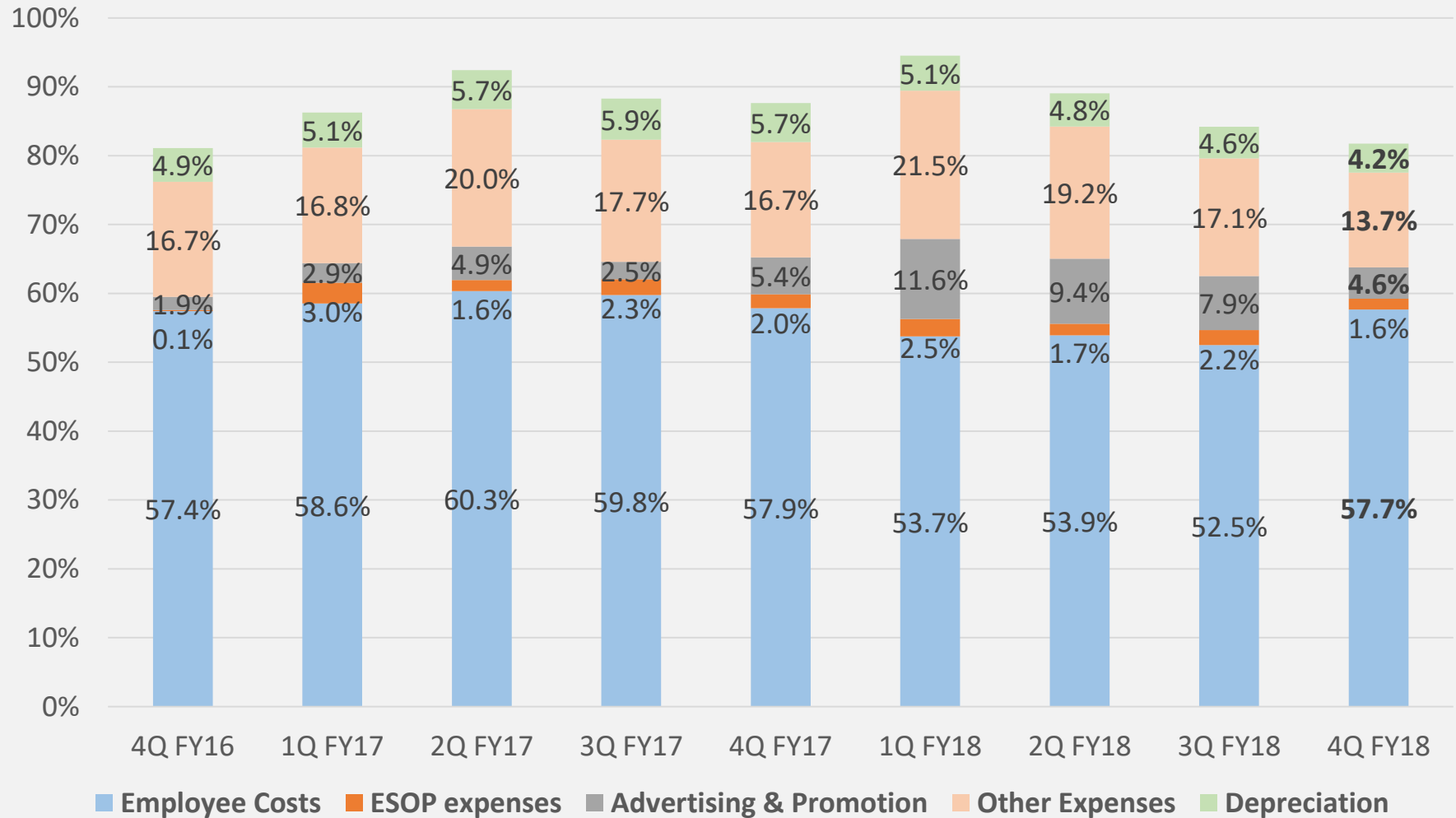
Adjusted EBITDA (Rs. millions) & Margin %



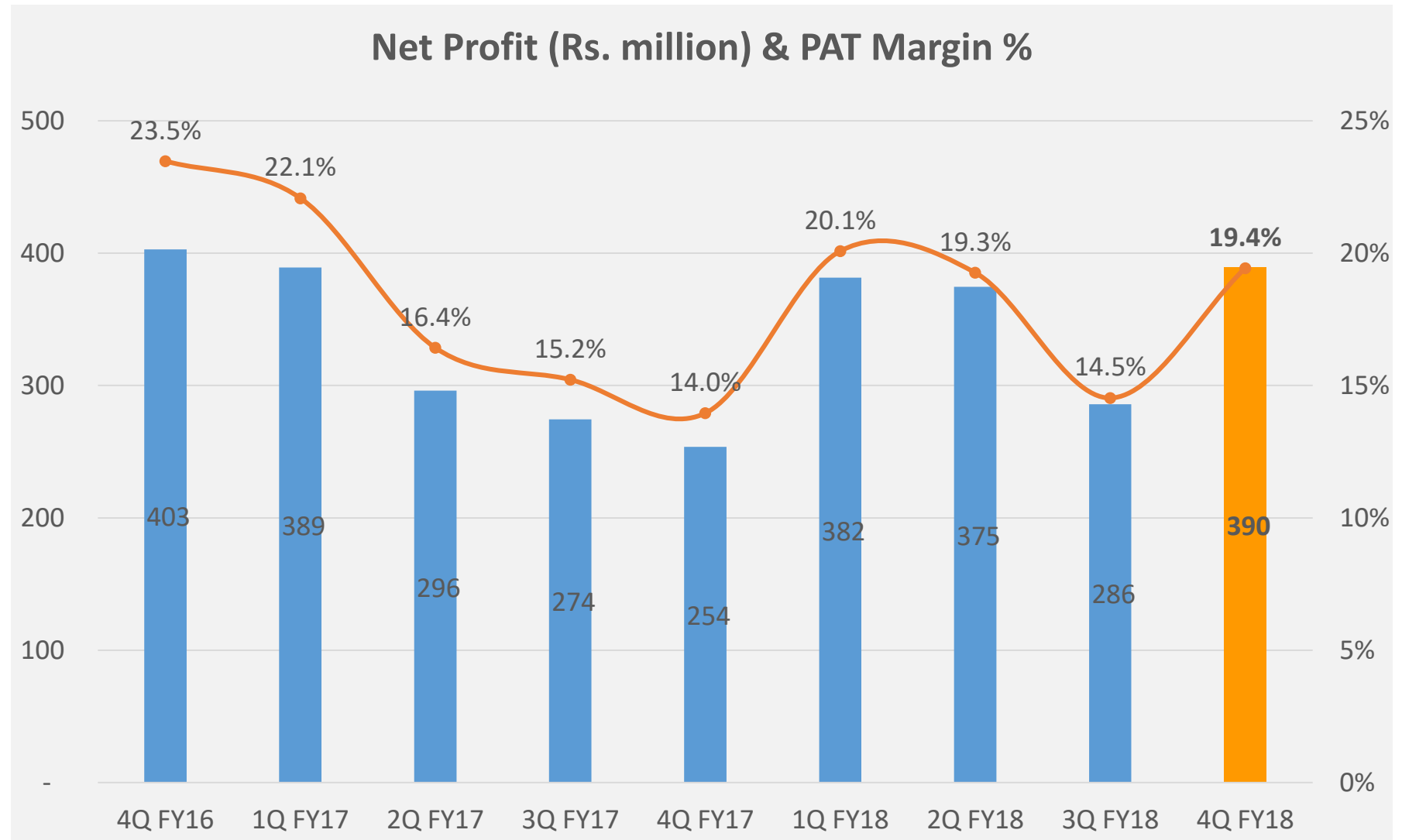
Note: Adjusted Op. EBIDTA adjusted for ESOP & one time expenses

COST STRUCTURE

Expenses as % of Operating Revenue



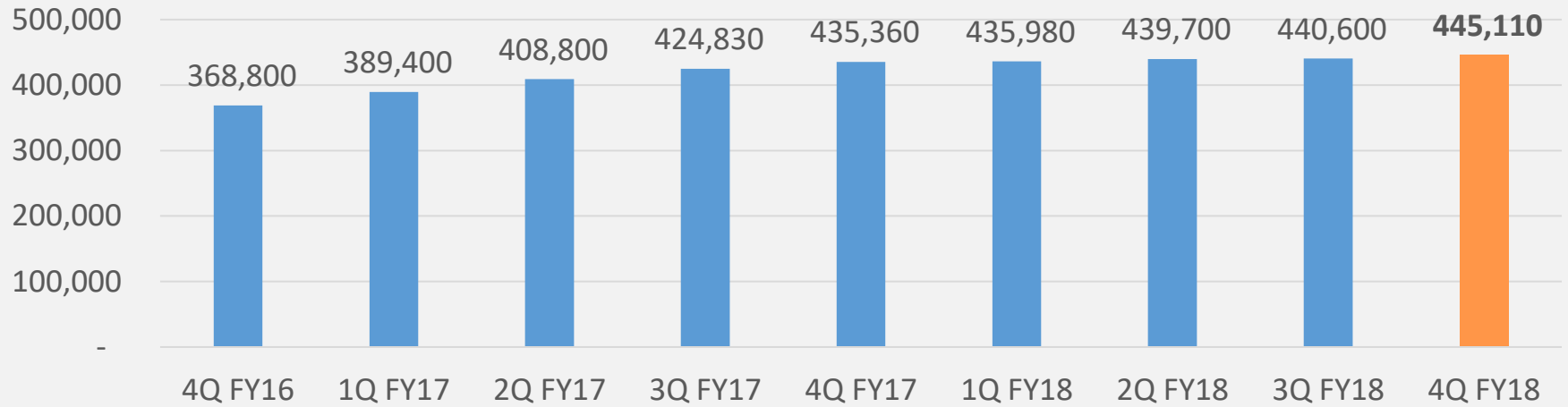
NET PROFIT MARGIN



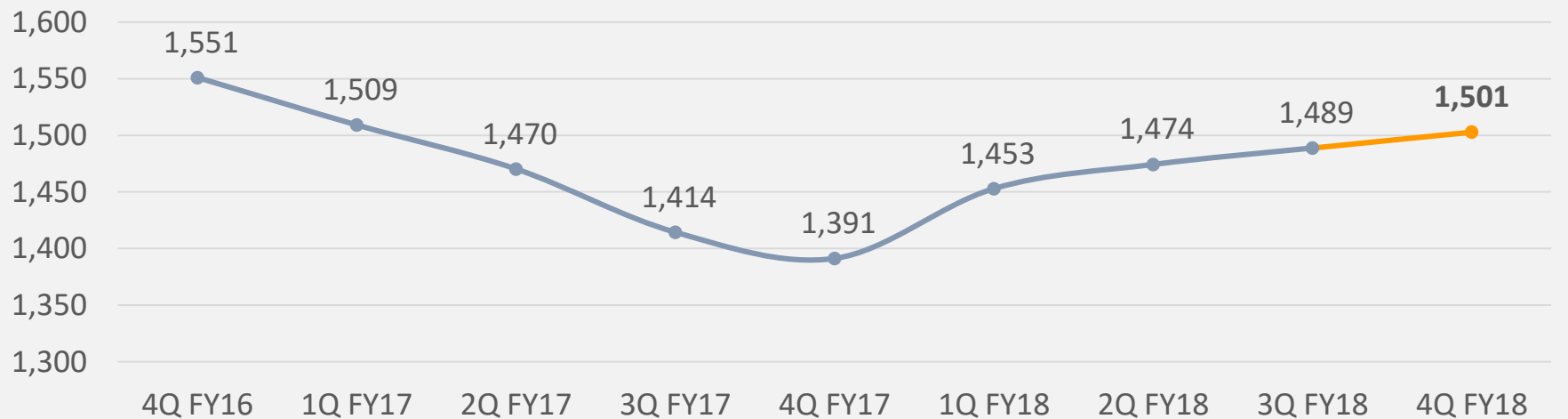
Note: PAT Margin is calculated as Net Profit (Profit After Taxes) as a percentage of Operating Revenue for the quarter

PAID CAMPAIGNS & REALIZATIONS

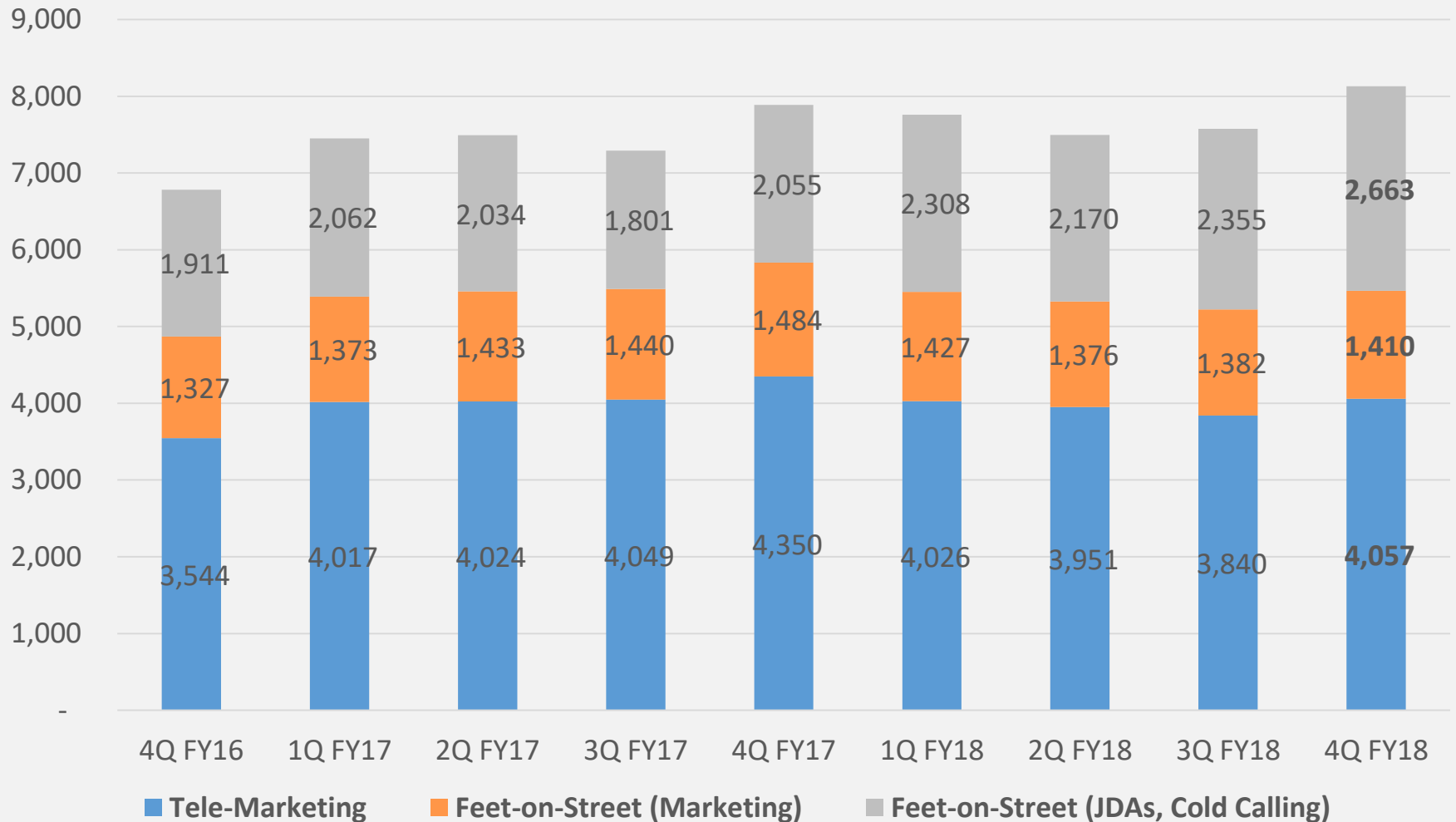
Active Paid Campaigns - period end



Avg. Monthly Revenue per Paid Campaign



Sales Strength - Period End



JUST DIAL LTD - 4Q FY18 (Quarter ended March 31, 2018) PERFORMANCE SUMMARY

Metric	Unit	4Q-FY18	4Q-FY17	YoY change	3Q-FY18	QoQ change
Operating Revenue	(₹ million)	2,005	1,817	10.3%	1,968	1.9%
Operating EBITDA	(₹ million)	458	322	42.2%	465	-1.7%
Operating EBITDA Margin	%	22.8%	17.7%	510 bps	23.7%	-85 bps
Adjusted EBITDA (excl. ESOP exp.)	(₹ million)	489	359	36.2%	508	-3.8%
Adjusted EBITDA Margin (excl. ESOP exp.)	%	24.4%	19.7%	461 bps	25.8%	-146 bps
Other Income, net	(₹ million)	166	127	31.2%	26	545.1%
Profit Before Taxes	(₹ million)	540	346	56.09%	401	34.55%
Net Profit	(₹ million)	390	254	53.6%	286	36.3%
Net Profit Margin	%	19.4%	14.0%	548 bps	14.5%	490 bps
Unearned Revenue (period end)	(₹ million)	3,330	2,743	21.4%	2,852	16.7%
Cash & Investments (period end)	(₹ million)	12,006	10,172	18.0%	10,853	10.6%

JUST DIAL LTD - 4Q FY18 (Quarter ended March 31, 2018) PERFORMANCE SUMMARY

Metric	Unit	4Q-FY18	4Q-FY17	YoY change	3Q-FY18	QoQ change
Unique Visitors	(million)	111.6	86.8	28.6%	107.6	3.7%
- Mobile	(million)	79.0	52.2	51.4%	73.6	7.3%
- Desktop/ PC	(million)	24.0	25.6	-6.3%	25.0	-4.2%
- Voice	(million)	8.6	9.0	-4.4%	9.0	-4.2%
- Mobile	% share	70.8%	60.2%	1066 bps	68.4%	241 bps
- Desktop/ PC	% share	21.5%	29.5%	-801 bps	23.3%	-177 bps
- Voice	% share	7.7%	10.4%	-265 bps	8.3%	-64 bps
Total Listings (period end)	(million)	21.8	17.9	21.7%	20.7	5.0%
Net Listings Addition		1,044,435	569,516	83.4%	908,973	14.9%
Total Images in Listings (period end)	(million)	44.8	31.7	41.3%	41.4	8.3%
Listings with Geocodes (period end)	(million)	10.9	6.8	60.0%	10.1	8.0%
Ratings & Reviews	(million)	81.9	70.5	16.2%	79.0	3.7%
Paid campaigns (period end)		445,110	435,360	2.2%	440,600	1.0%
Total App Downloads (period end)	(million)	19.8	13.3	49.7%	18.7	5.8%
App Downloads per day		15,501	19,687	-21.3%	19,103	-18.9%
Number of Employees (period end)		11,452	11,334	1.0%	10,948	4.6%

BOARD OF DIRECTORS

Executive Directors



V S S Mani

Founder, Managing Director and Chief Executive Officer of Justdial with over 30 years of experience in the field of media and local search services.



Ramani Iyer

Non-Independent, Whole-time Director with 25 years of experience, working with Justdial in the field of strategic planning and execution.



V Krishnan

Non-Independent, Whole-time Director with 25 years of experience, working with Justdial in strategic planning and execution.



B Anand

CEO of Essar Oil, previously CFO of Trafigura, with 31 years of experience in finance, strategy & investment banking. He is a Commerce graduate from Nagpur University



Sanjay Bahadur

Sanjay is CEO of Pidilite Industries for its Global Constructions & Chemicals division and has over three decades of experience. He holds a degree from Delhi College of Engineering.



Malcolm Monteiro

Malcolm is CEO India, DHL eCommerce & member of DHL eCommerce Management Board. He holds a degree from IIT Bombay & IIM Ahmedabad.

Non-Executive Directors

Independent

Non-Independent



Pulak Prasad

Pulak is Founder & MD of Nalanda Capital and has over 26 years of experience in management consulting & investing. He holds B. Tech. from IIT Delhi and is an IIM Ahmedabad alumni.



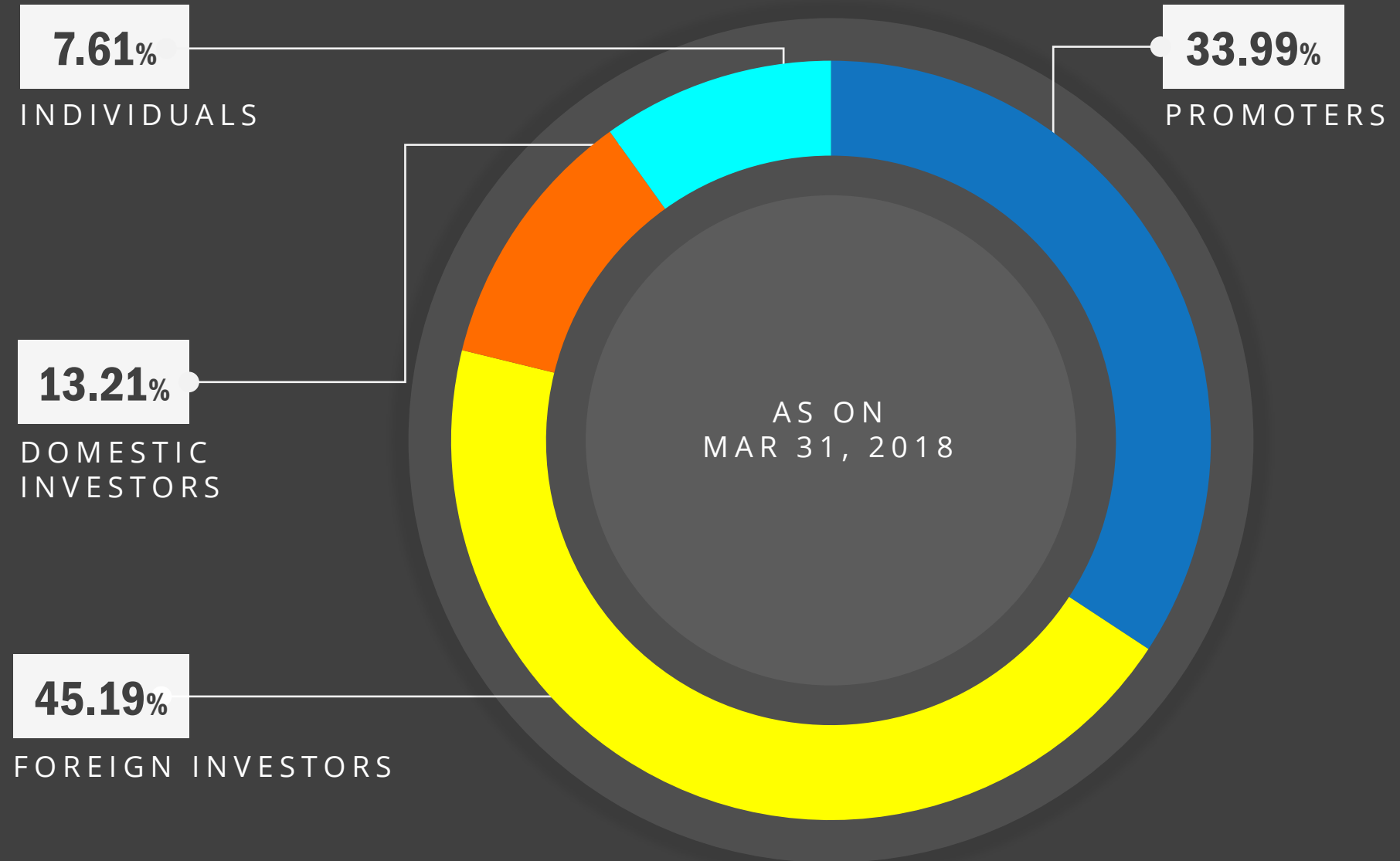
Anita Mani

She has 25 years of experience in the field of general management. She is a history graduate from University of Delhi.

LEADERSHIP TEAM

Name	Designation	Experience	Functional Areas
V S S Mani	Chief Executive Officer	30 Years	Overall growth strategy, planning, execution & management
Shreos Roychowdhury	Chief Technology Officer	21 Years	Technological Innovation and R&D
Abhishek Bansal	Chief Financial Officer	9 Years	Finance, Strategy, Accounting, Treasury, Audit, Legal, Compliance & Traffic
Vishal Parikh	Chief Product Officer	16 Years	Leads Product, Design & Technology teams, Project Management, Payments Product & Voice Operations
Sumeet Vaid	Chief Revenue Officer	20 Years	Revenue growth & Business development
Rajesh Madhavan	Chief People Officer	22 Years	Human Resource Functions
Jaimin Shah	Chief Technology Officer, Omni	18 Years	Leads Omni & related products
Ajay Mohan	Group Vice President, Sales	22 Years	Sales platform management, Strategic alliances, Corporate partnerships & Business expansion
Rakesh Ojha	Group Vice President, Sales	23 Years	Sales & Expansion (West Region)
Prashant Nagar	Vice President, Sales	18 Years	Sales & Expansion (Delhi, Just Dial Ambassadors)
Suhail Siddiqui	Vice President, Sales	21 Years	Sales & Expansion (North & East Region)
Rajiv Nair	Vice President, Sales	18 Years	Sales & Expansion (South Region)
Shwetank Dixit	Head, Database & Content	6 Years	Database augmentation, Curation, Content enrichment

SHAREHOLDING PATTERN



End of Presentation