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November 15, 2017

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

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 following investor meetings, to be held during November 15, 2017 to November 17, 2017, will be attended by the representative of the Company.

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

1. CLSA India Forum - November 15, 2017,
2. UBS - India Conference- 2017 - November 16, 2017
3. Macquarie India Conference, - November 17, 2017.

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

JUST DIAL LIMITED MUMBAI

Sachin Jain
Company Secretary

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Just Dial Limited – Investors Meeting November 15, 16 and 17, 2017.

Sr. No.	Name
1	Allianz Global Investor
2	APG Holand (Non- Trading)
3	Arisaig Partners (Asia) Pte Ltd
4	Axis Asset Management
5	CanaraRobeco
6	Charlemagne Capital (IOM) Limited / Portfolio Manager
7	Clough Capital Partners, LP
8	General Atlantic Pvt Ltd
9	GSAM Gems Team
10	Indus Capital
11	JK Capital Management Ltd / Portfolio Manager
12	Newport Asia LLC
13	Norwest Venture Partners
14	Skagen AS / Portfolio Manager
15	Sumitomo Mitsui Asset Management Group
16	Temasek Holdings
17	TPG Capital
18	Treetop Asset Management S A
19	UBS Wealth Management

JUST DIAL LIMITED MUMBAI

CORPORATE PRESENTATION

November 2017

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D I S C L A I M E R

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

Q2 FY18 means the period Jul 1, 2017 to Sep 30, 2017
FY18 or FY 17-18 or FY 2018 means the Financial Year starting Apr 1, 2017 and ending Mar 31, 2018

COMPANY OVERVIEW

Justdial
India's No.1 local search engine

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

High user engagement, 76.1 million ratings & reviews

~105 million quarterly unique visitors in Q2 FY18

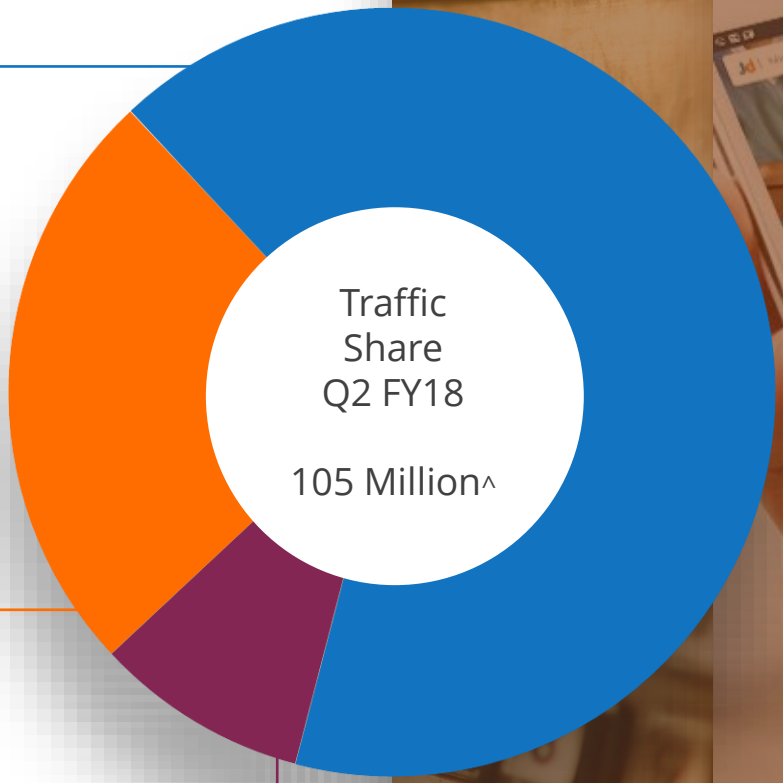
Database of 19.8 Million Listings

Scalable and profitable business model

~439,700 Active Paid Campaigns

Figures as on Sep 30, 2017

PLATFORMS



66%
MOBILE
Mobile site & Apps

25%
DESKTOP/ PC
www.justdial.com

9%
VOICE
88888-88888

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

Newer App – Better design, Chat messenger integrated; Rollout in 2 weeks

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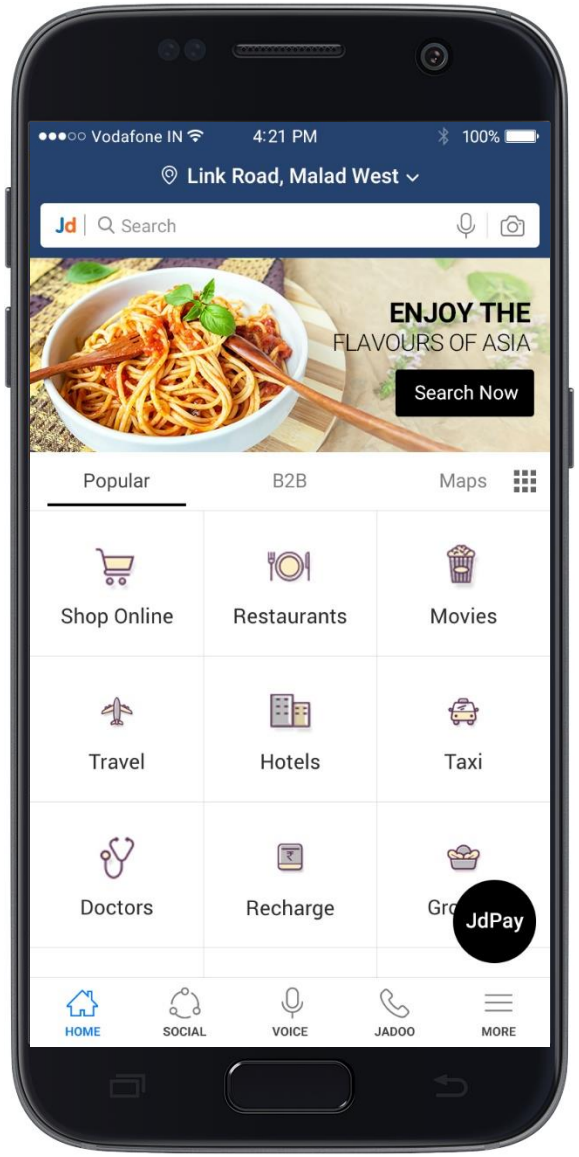

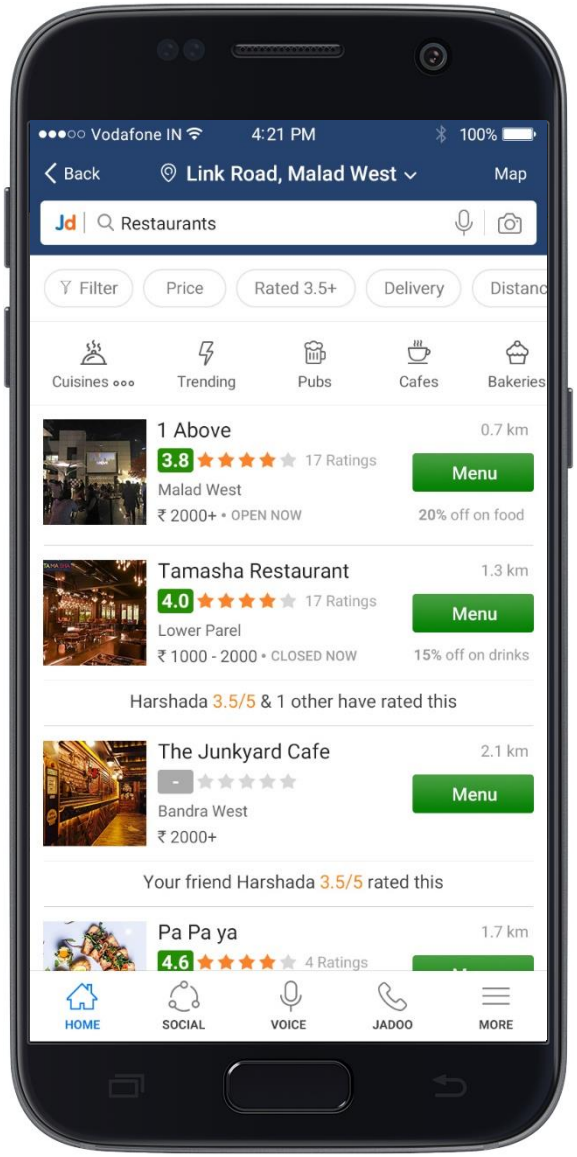

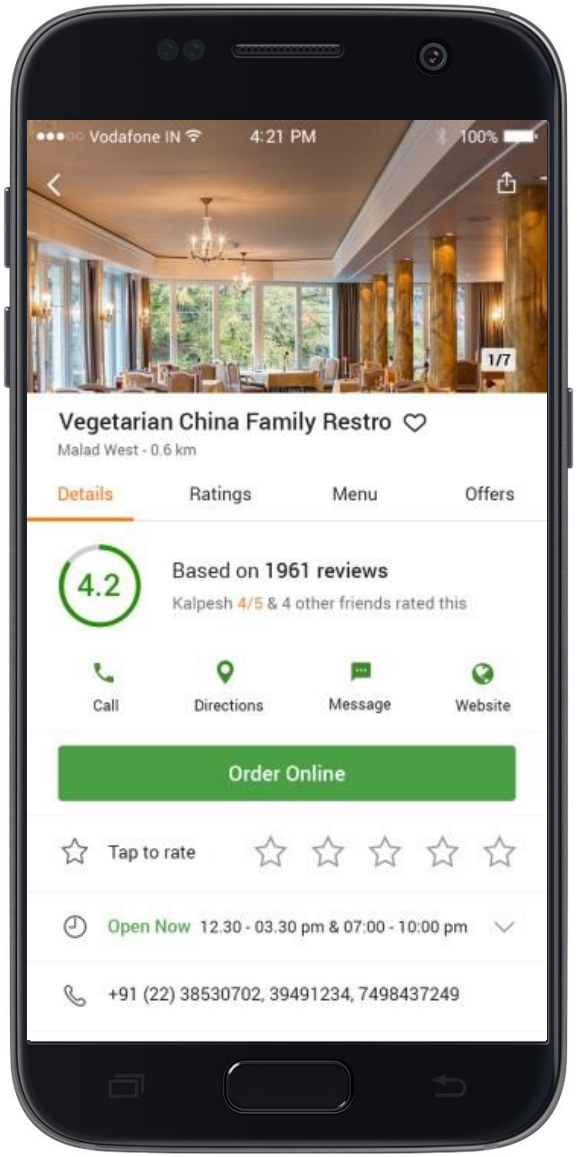

Real-time Messenger to connect users & businesses via JD App

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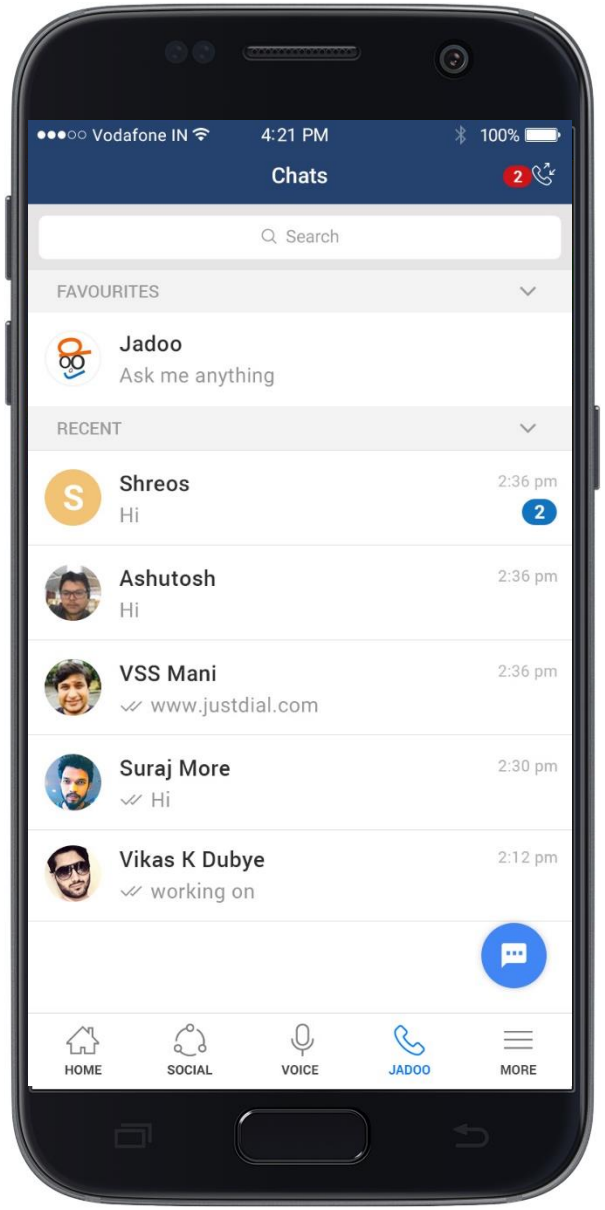

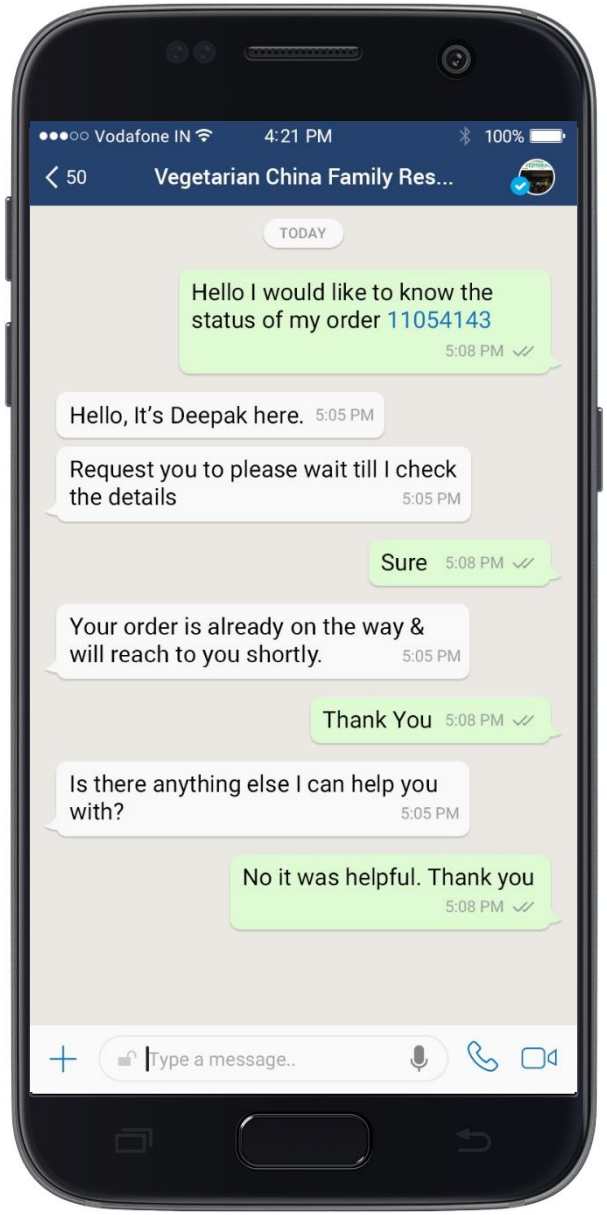

JD Social – Live TV, News feed integration; curated content, video auto-play

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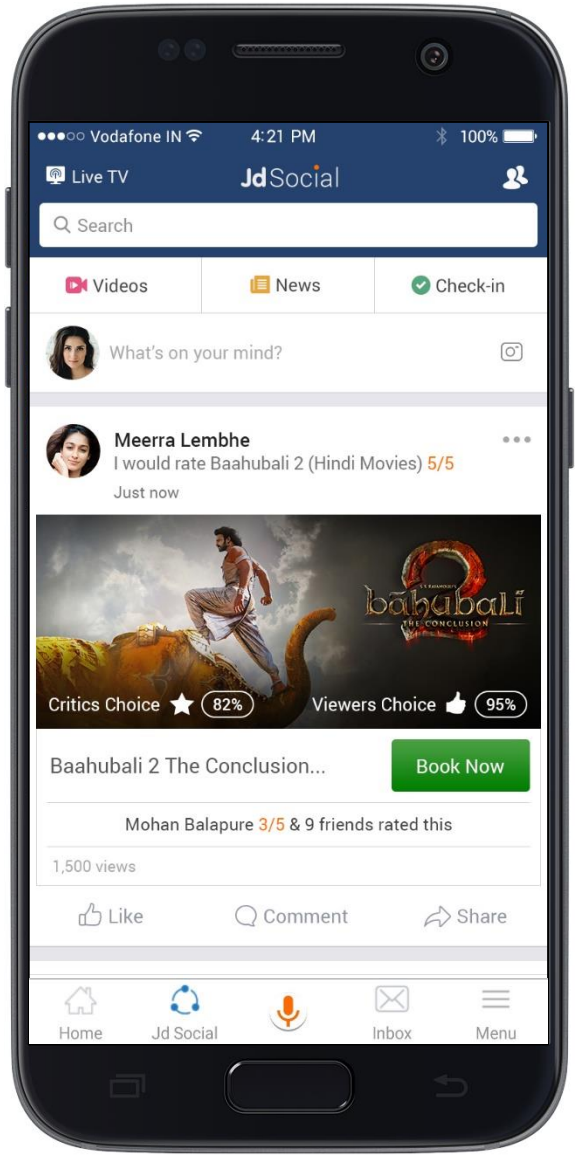

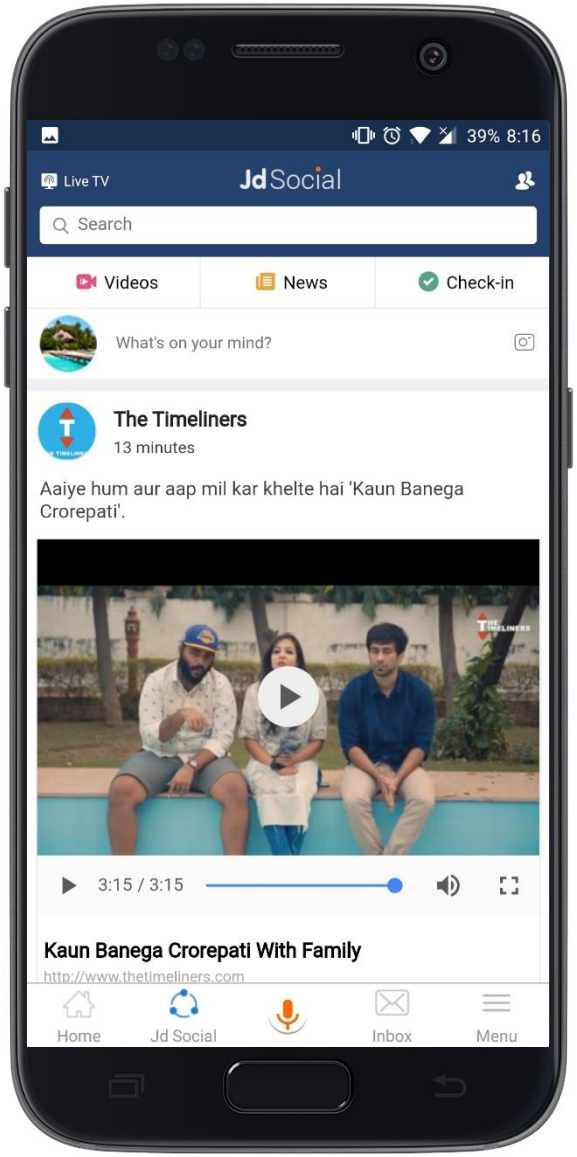

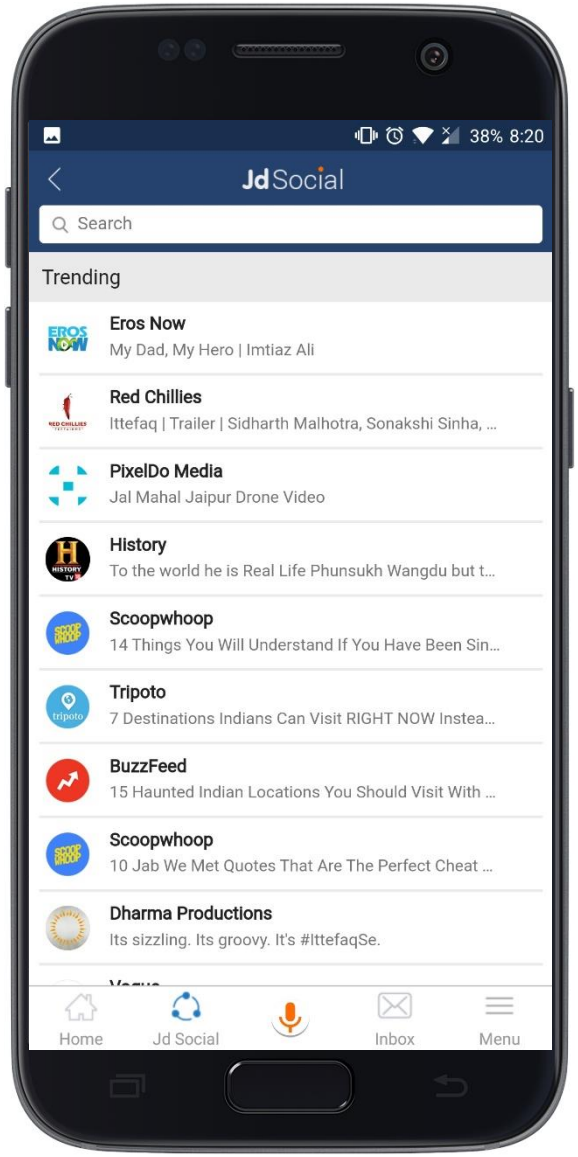

SEARCH ANALYTICS FOR CLIENTS

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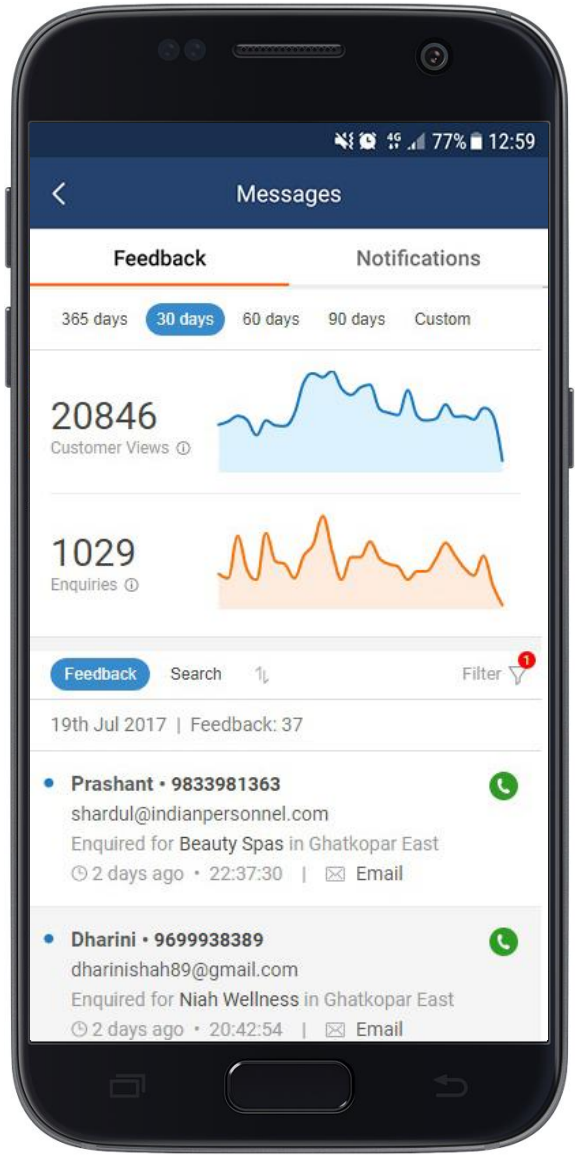

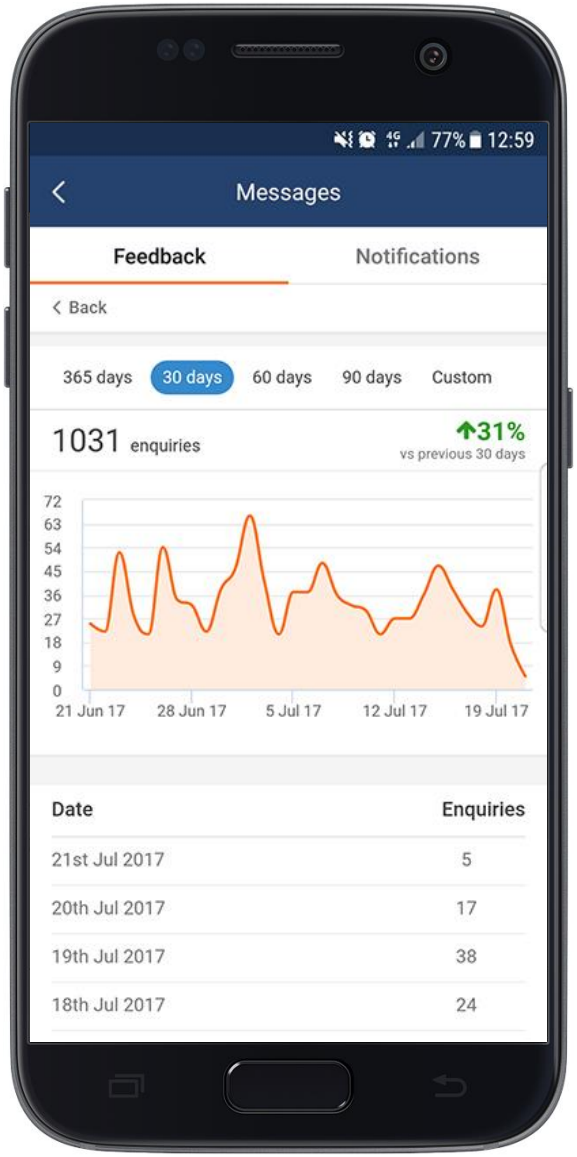

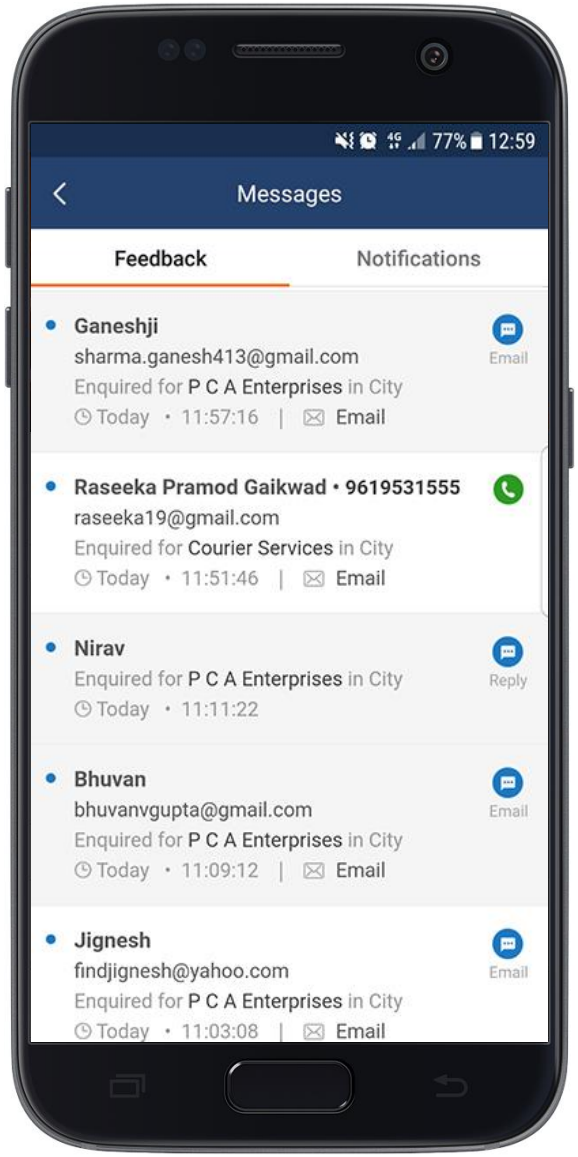

VALUE PROPOSITION FOR SMEs

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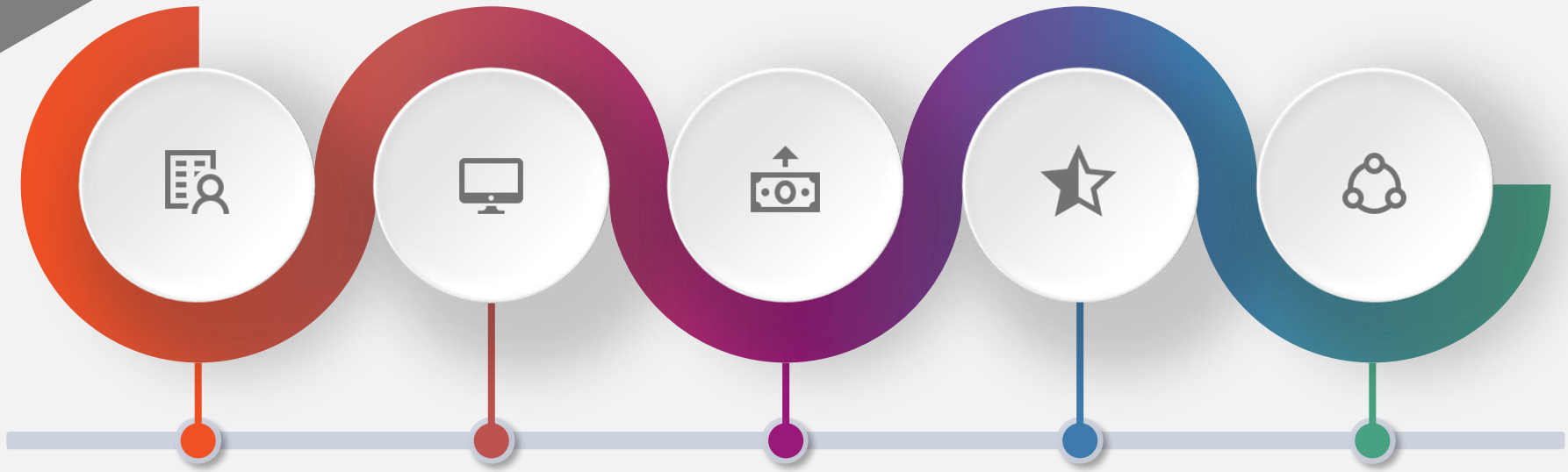


LISTING

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

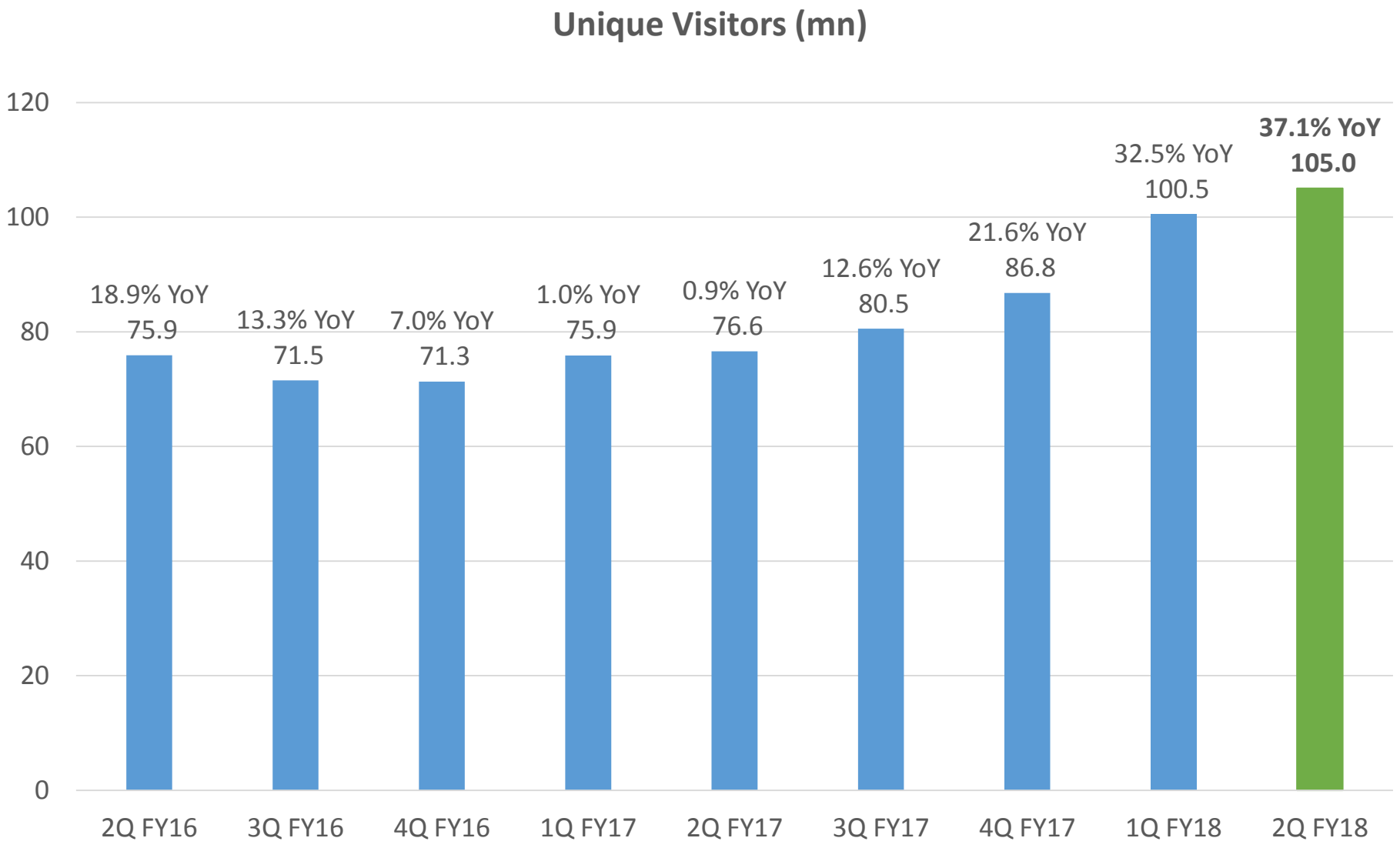
RATINGS

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

2Q FY17 - Traffic up 37% YoY, stood at 105 mn unique quarterly visitors



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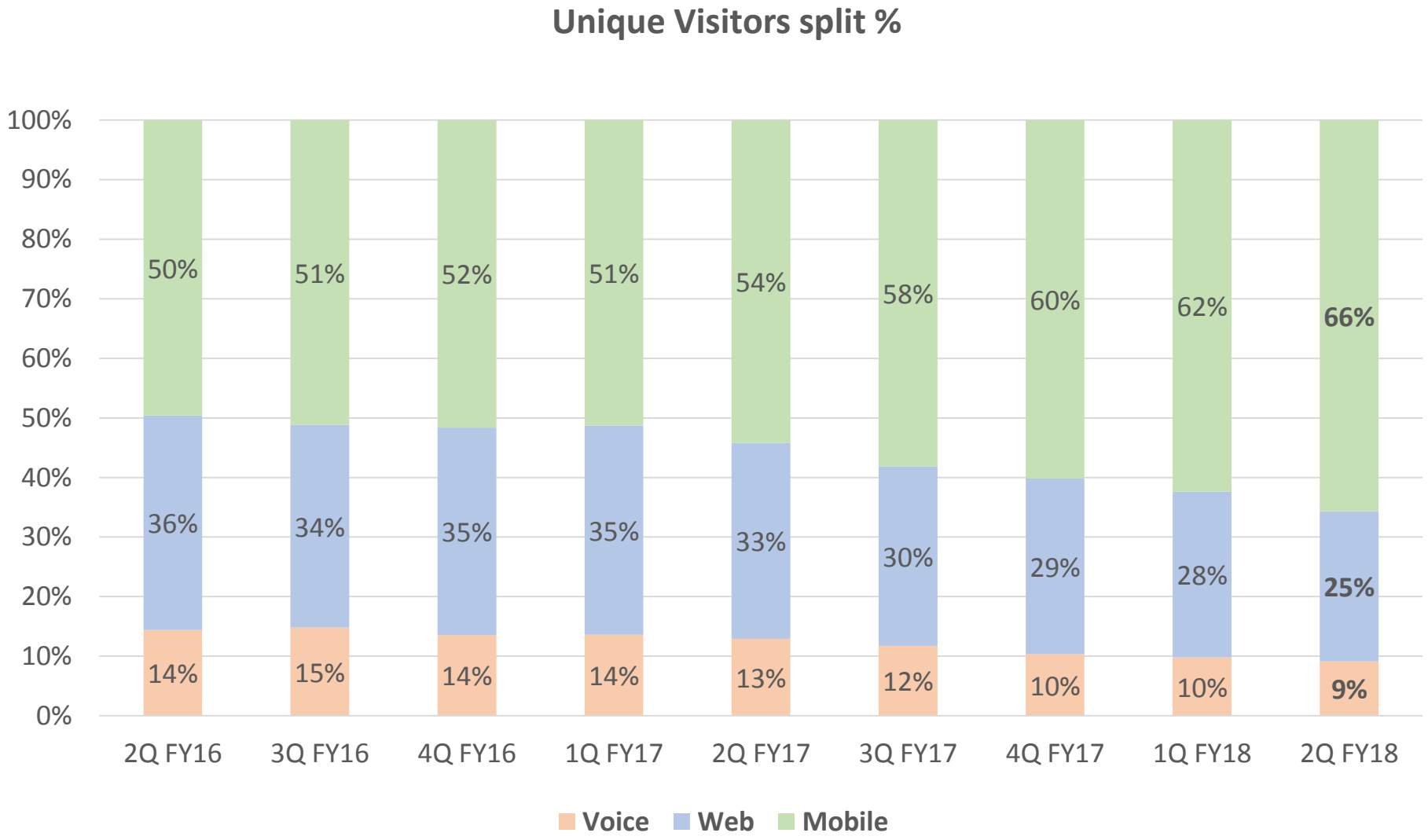
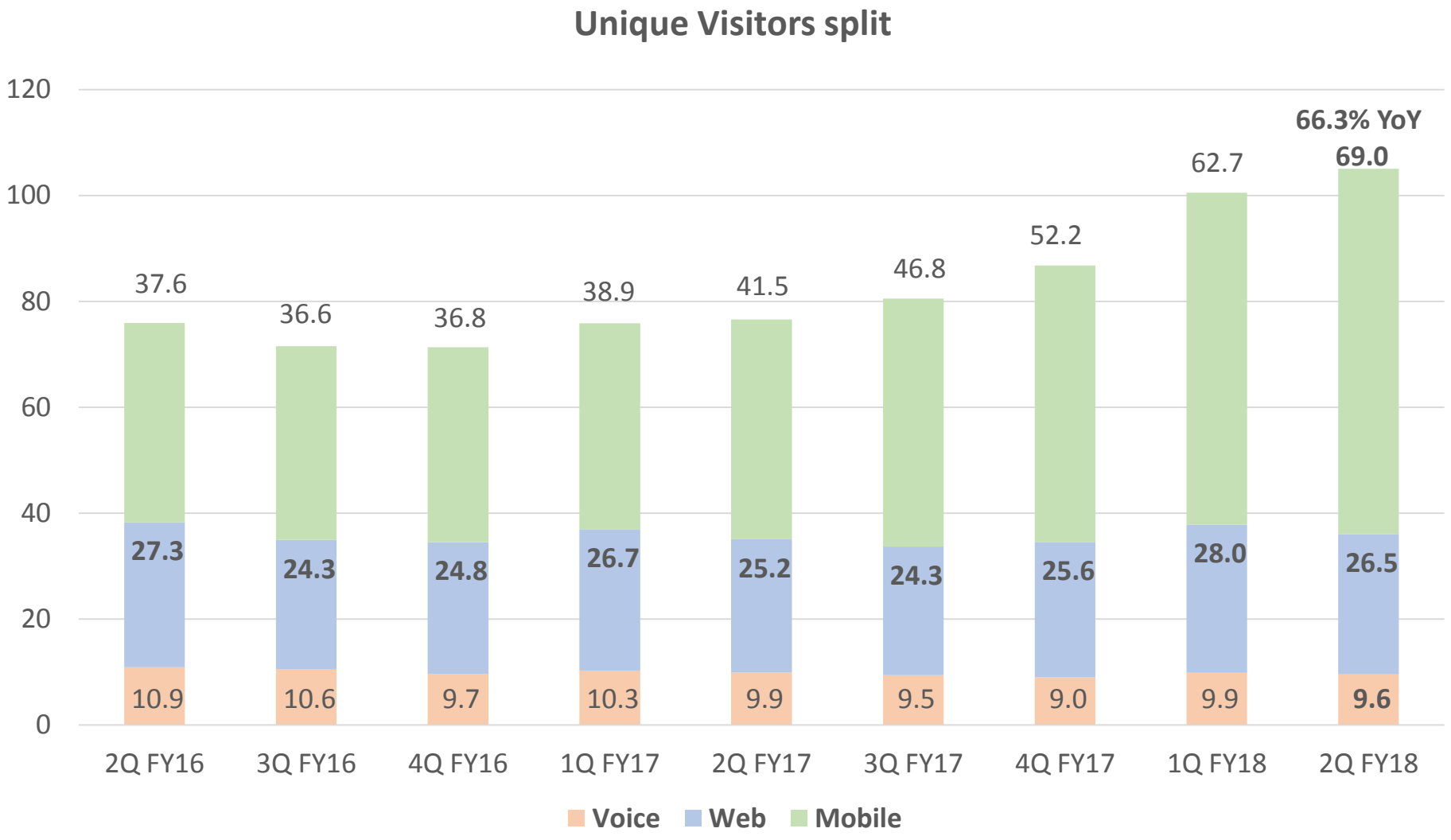
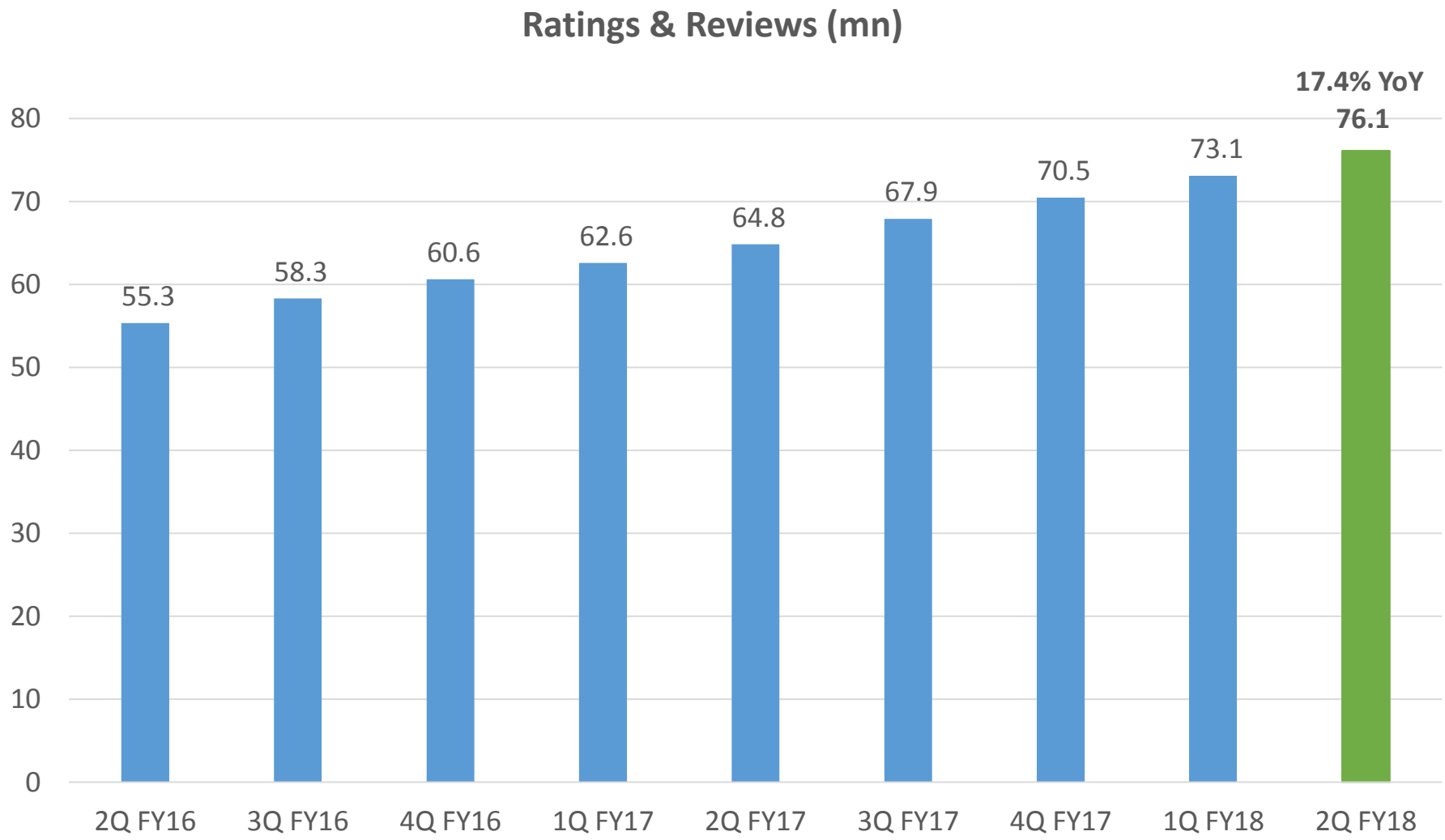
Share of mobile continues to increase, now stands at 66%



Growth in traffic driven by mobile, desktop & voice traffic flattish



Steady growth in user ratings & reviews



USER ENGAGEMENT

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76.1 Million Ratings & Reviews

Mobile-verified, unbiased ratings

Friends' Ratings

10-Point Rating Scale

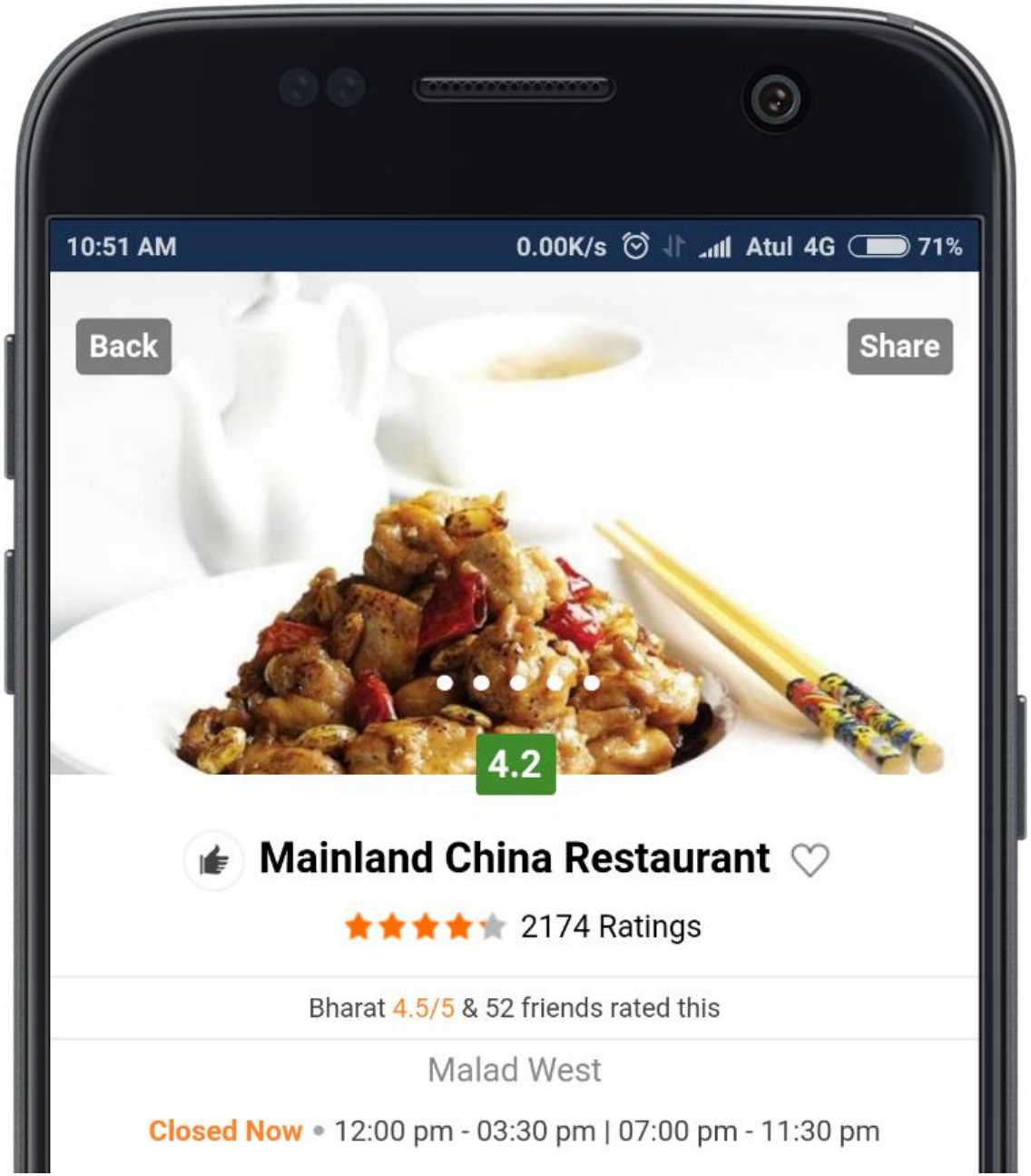
Facebook & Twitter Shareable

Photo Upload with Review

Ratings shared on JD Social

Ratings distribution over time

Robust Audit Mechanism



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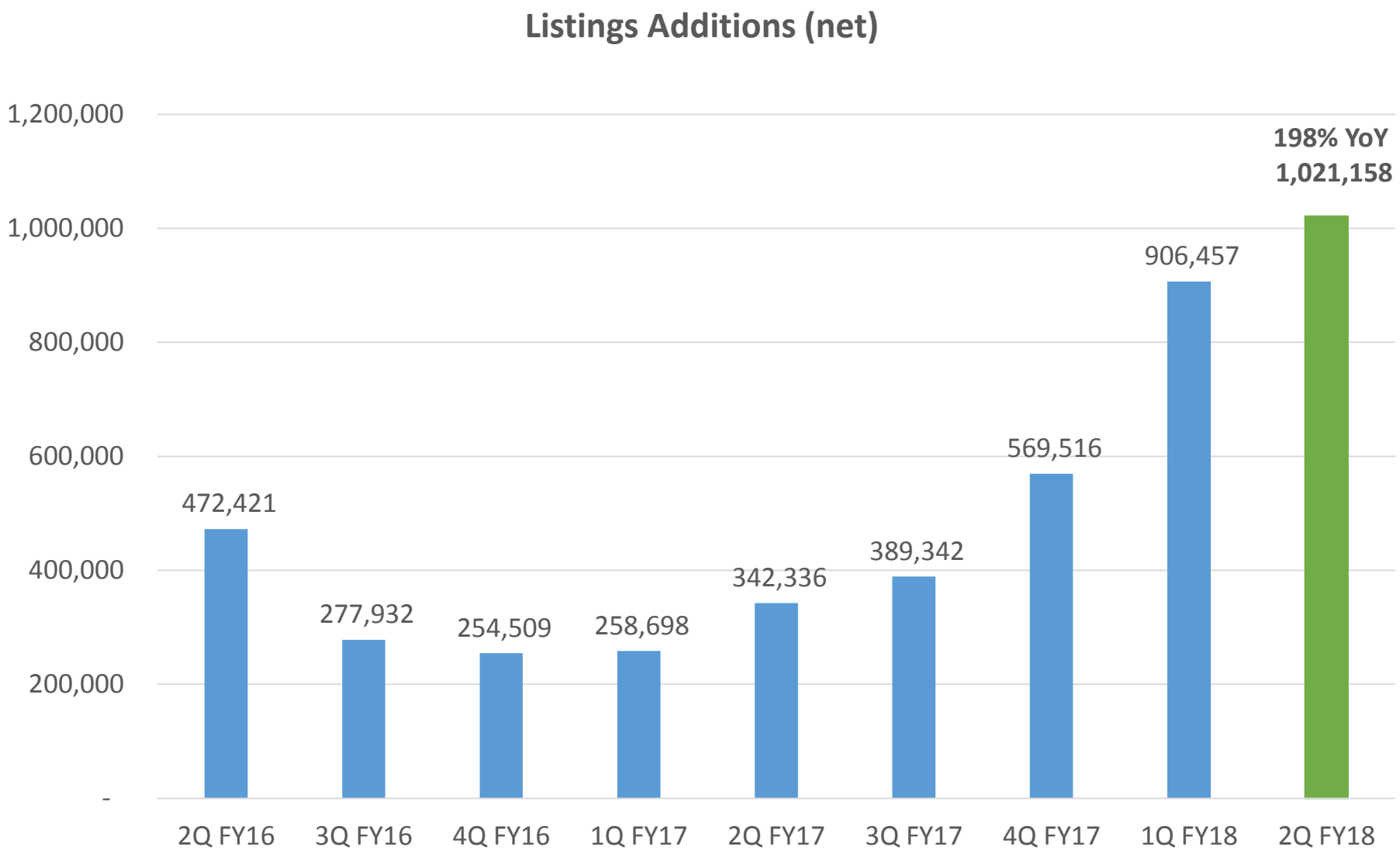
Over a million new listings added during the quarter



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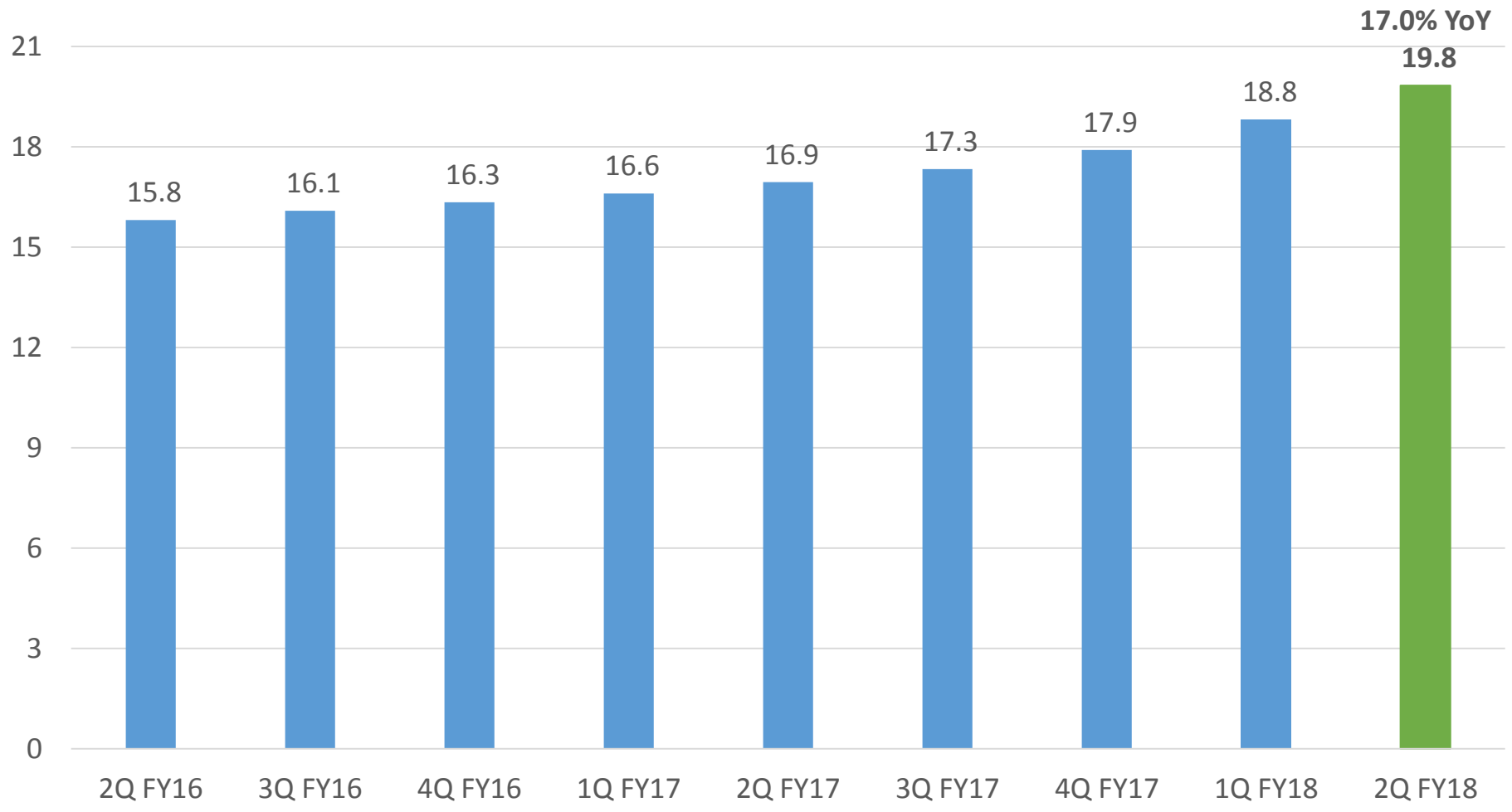
Database has now crossed 20 million listings

Active Listings - period end (mn)



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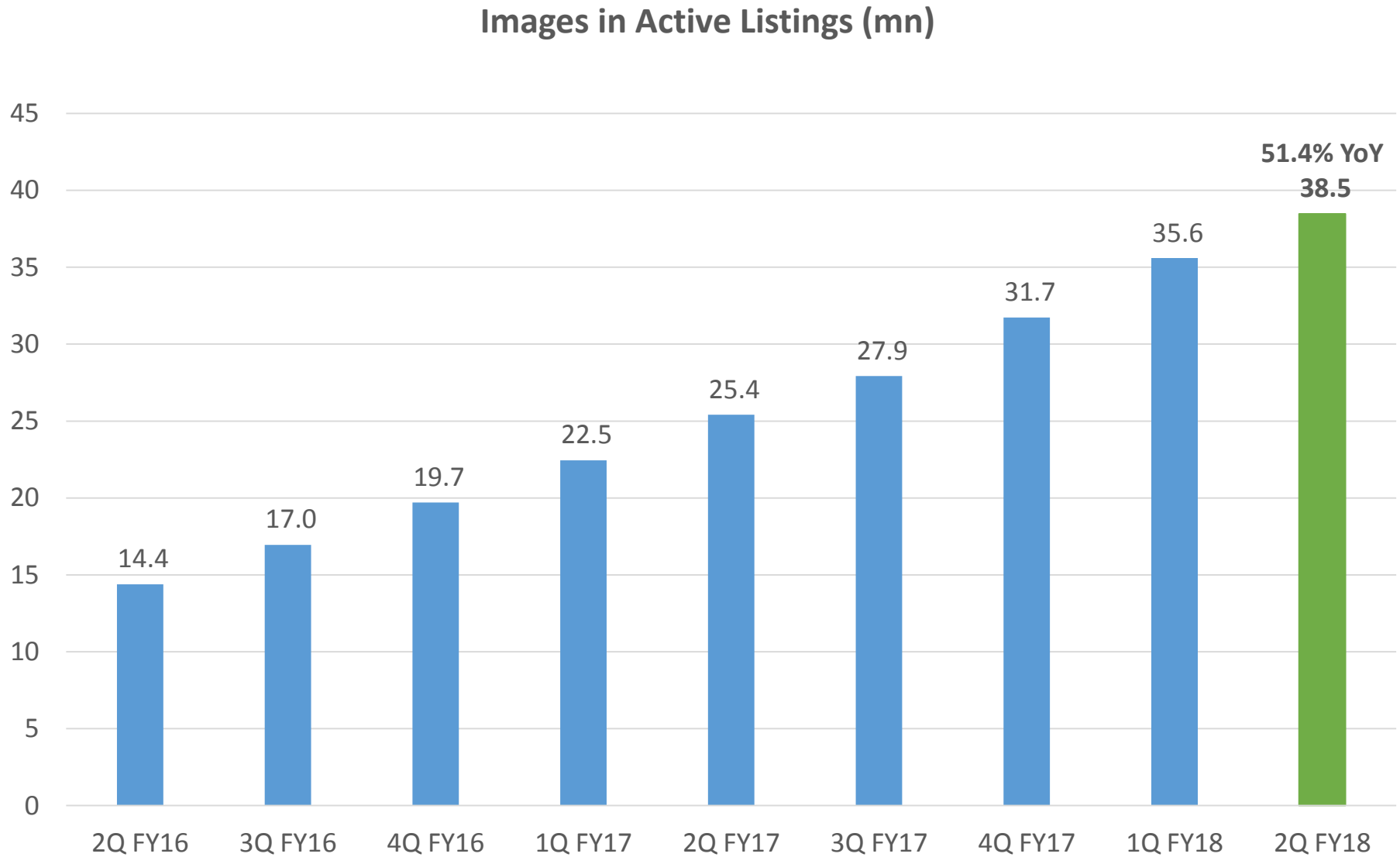
Content enrichment – 3 million images added



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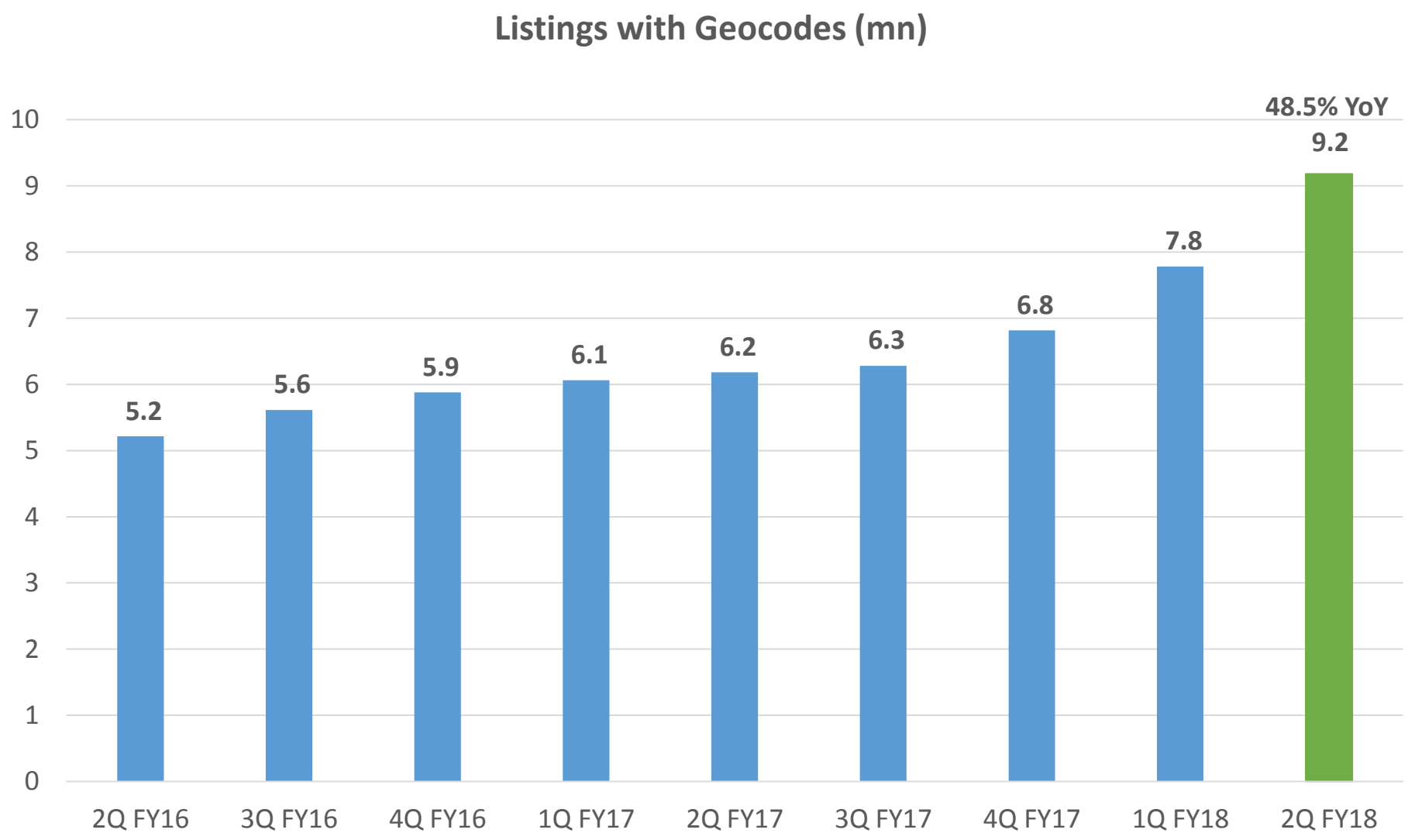
46% of listings now geocoded at building level



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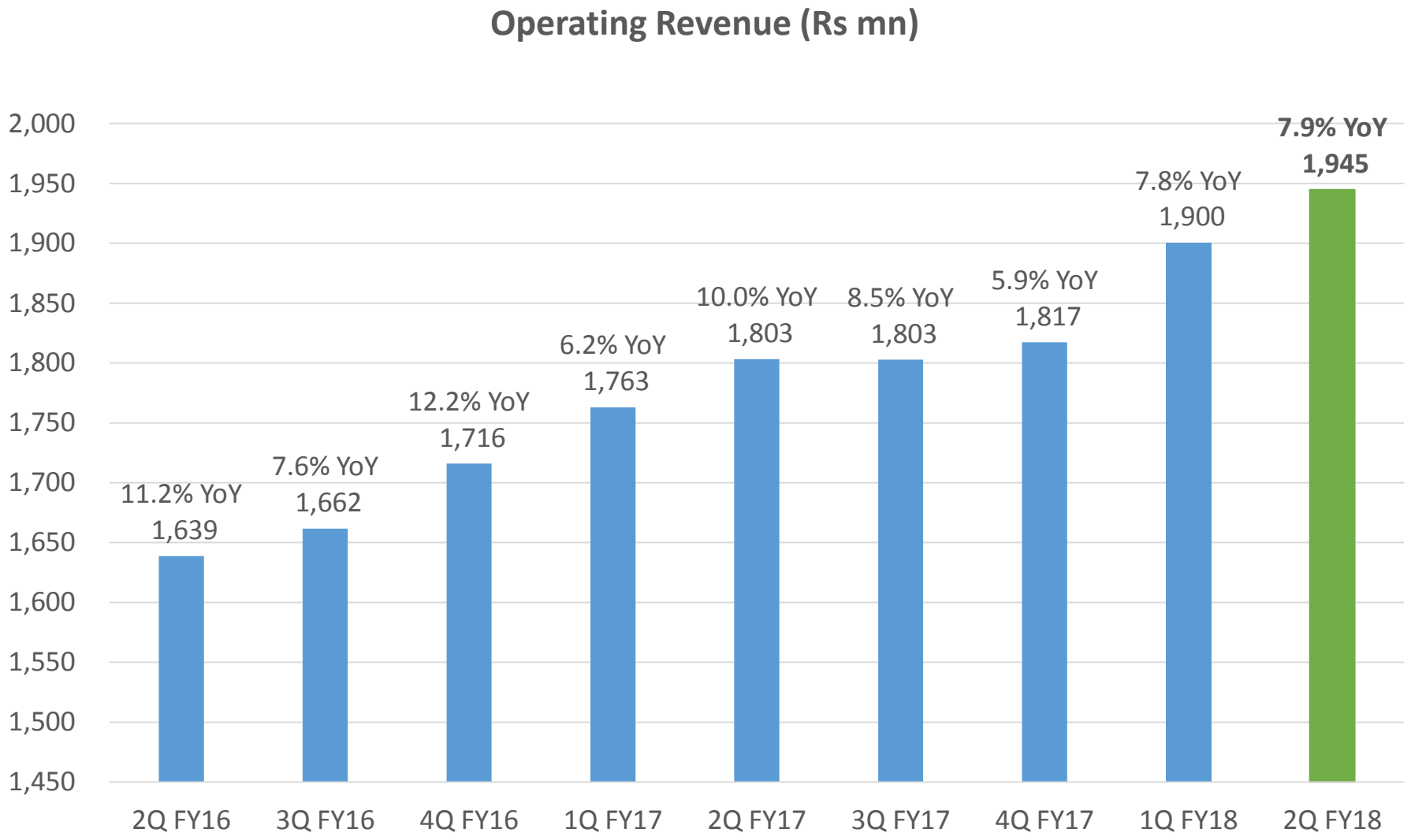
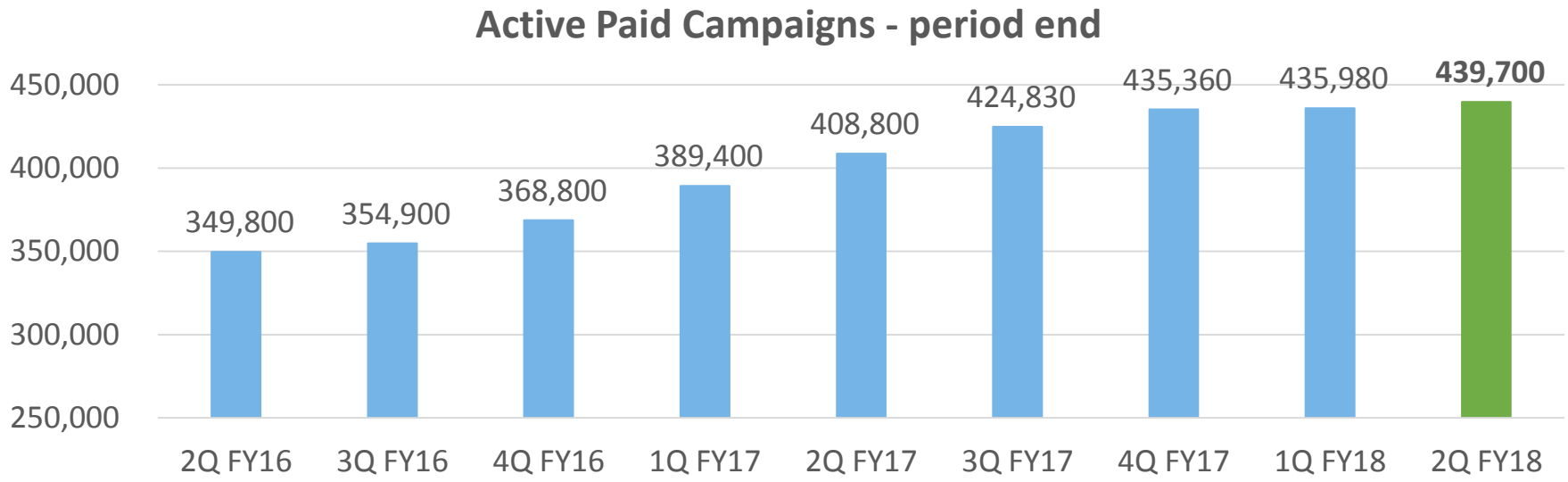
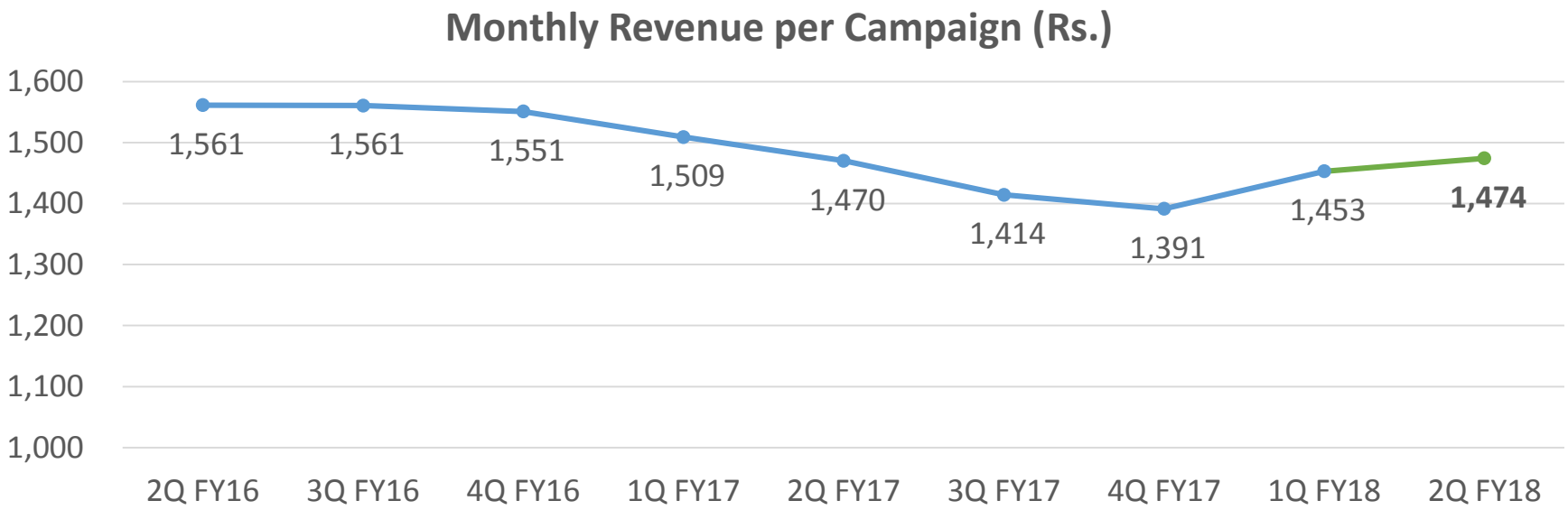
Operating revenue witnessed 7.9% YoY growth



Paid campaigns 7.6% YoY growth, realizations marginally improve





SALES FORCE

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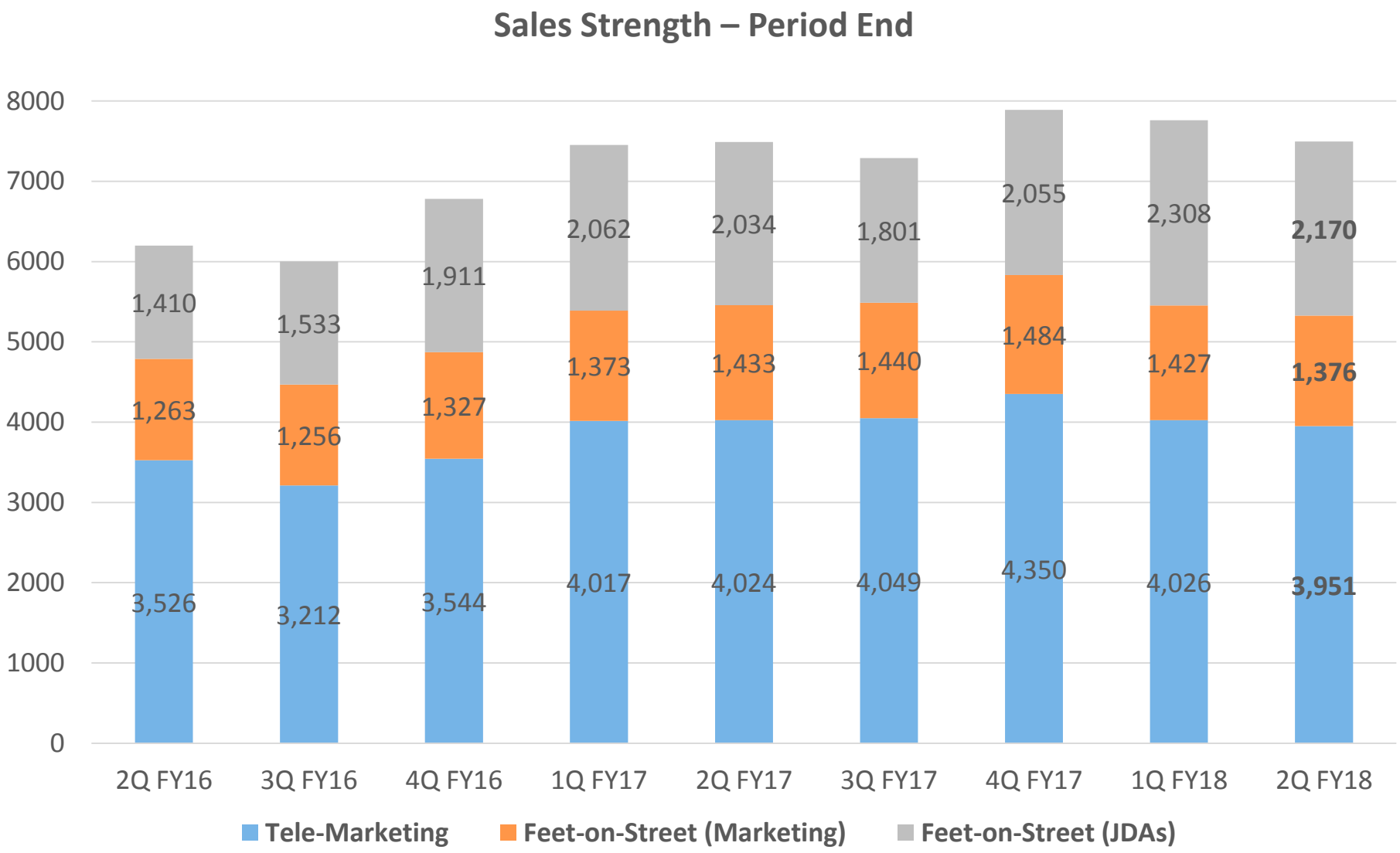

COST STRUCTURE

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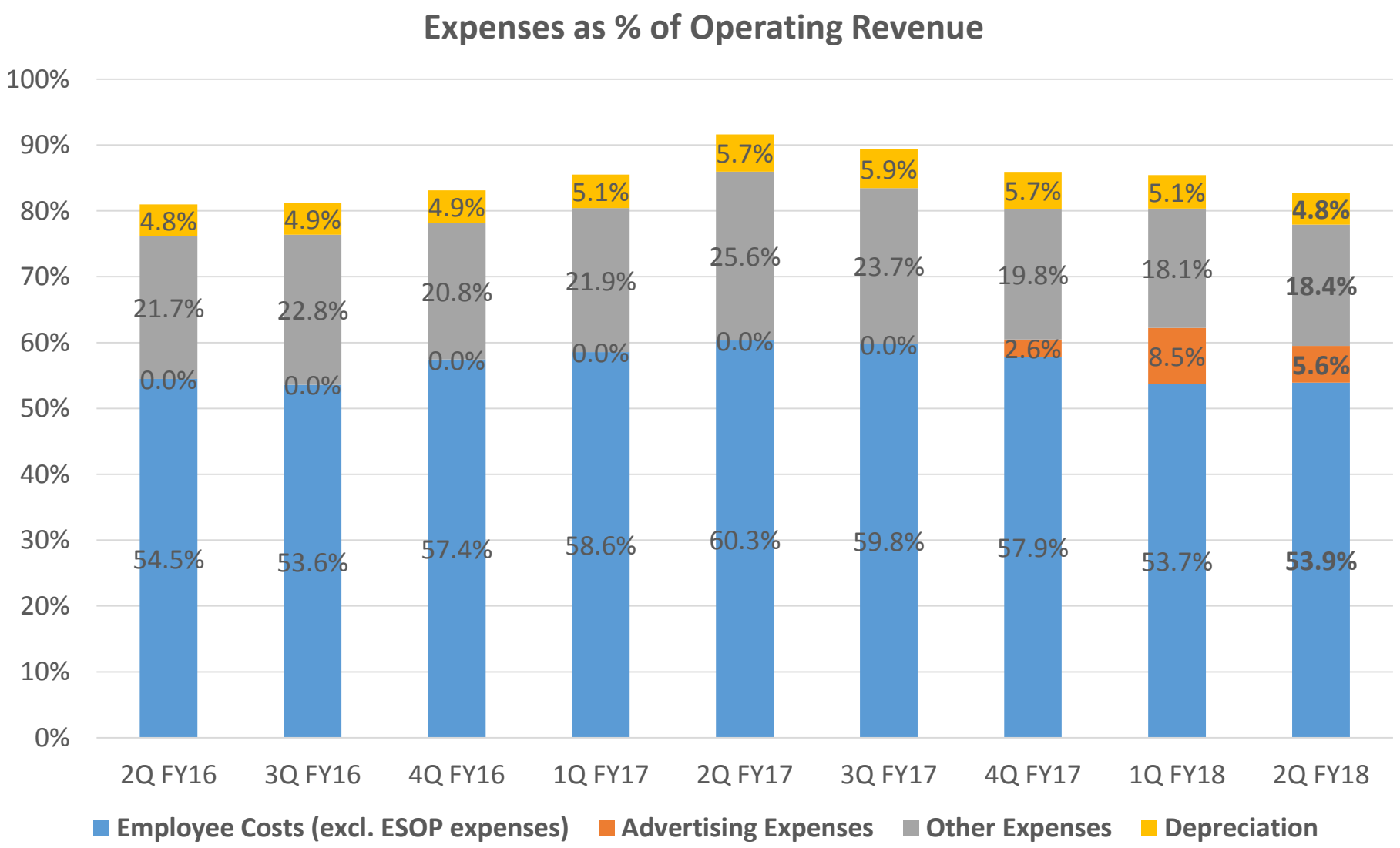

Adjusted EBITDA Margin stood at 22.1%, up 242 bps QoQ

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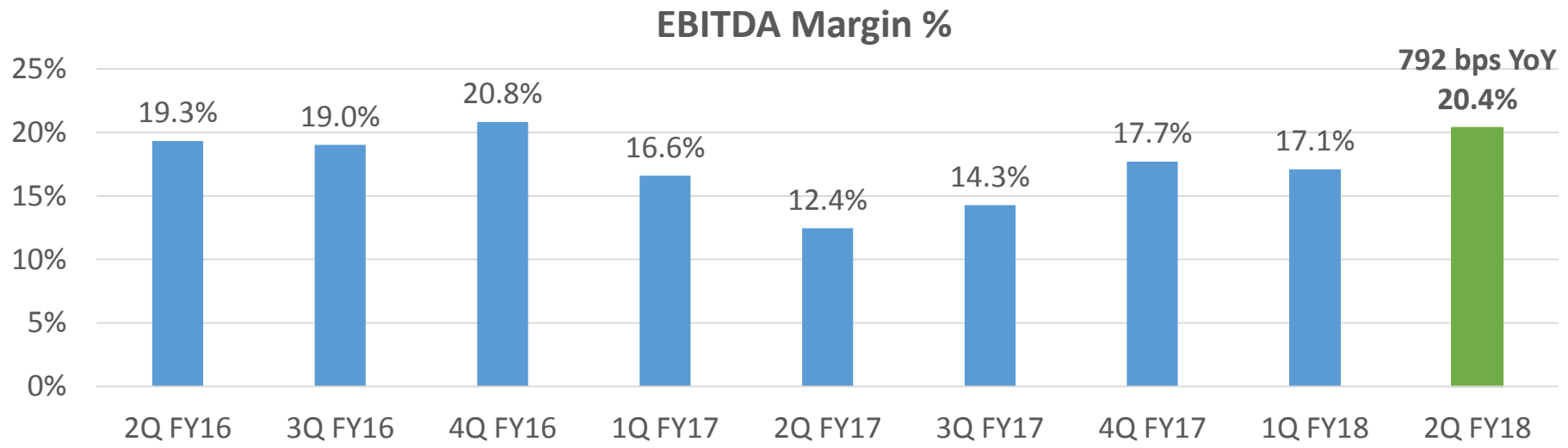

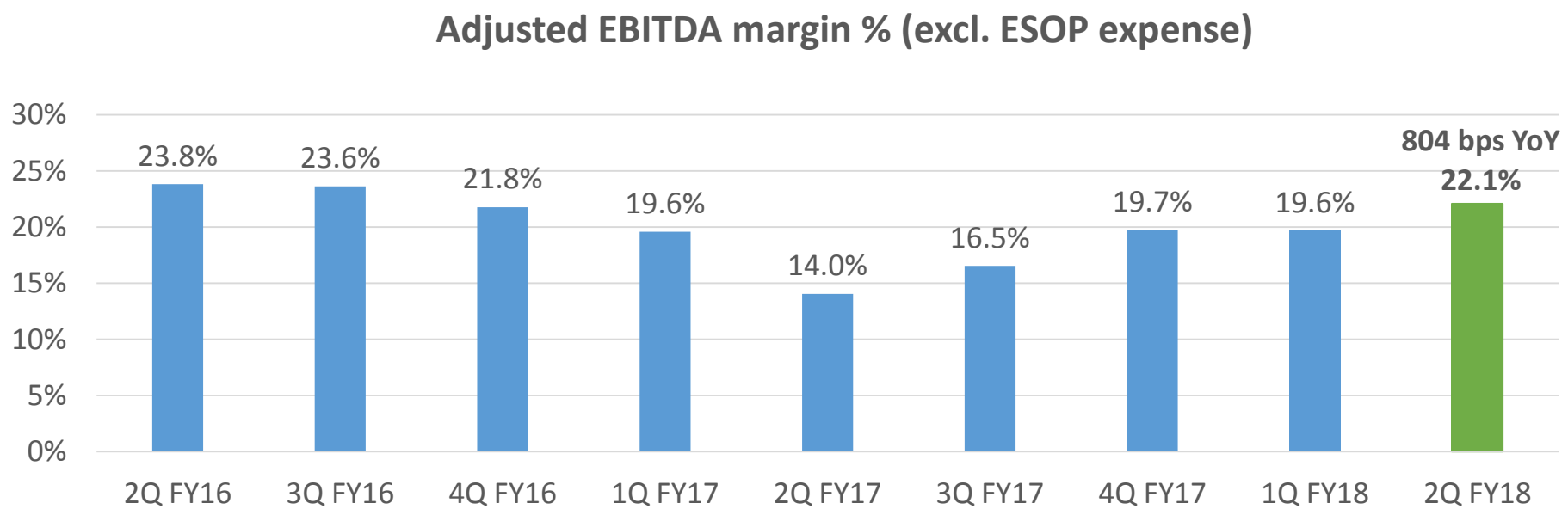

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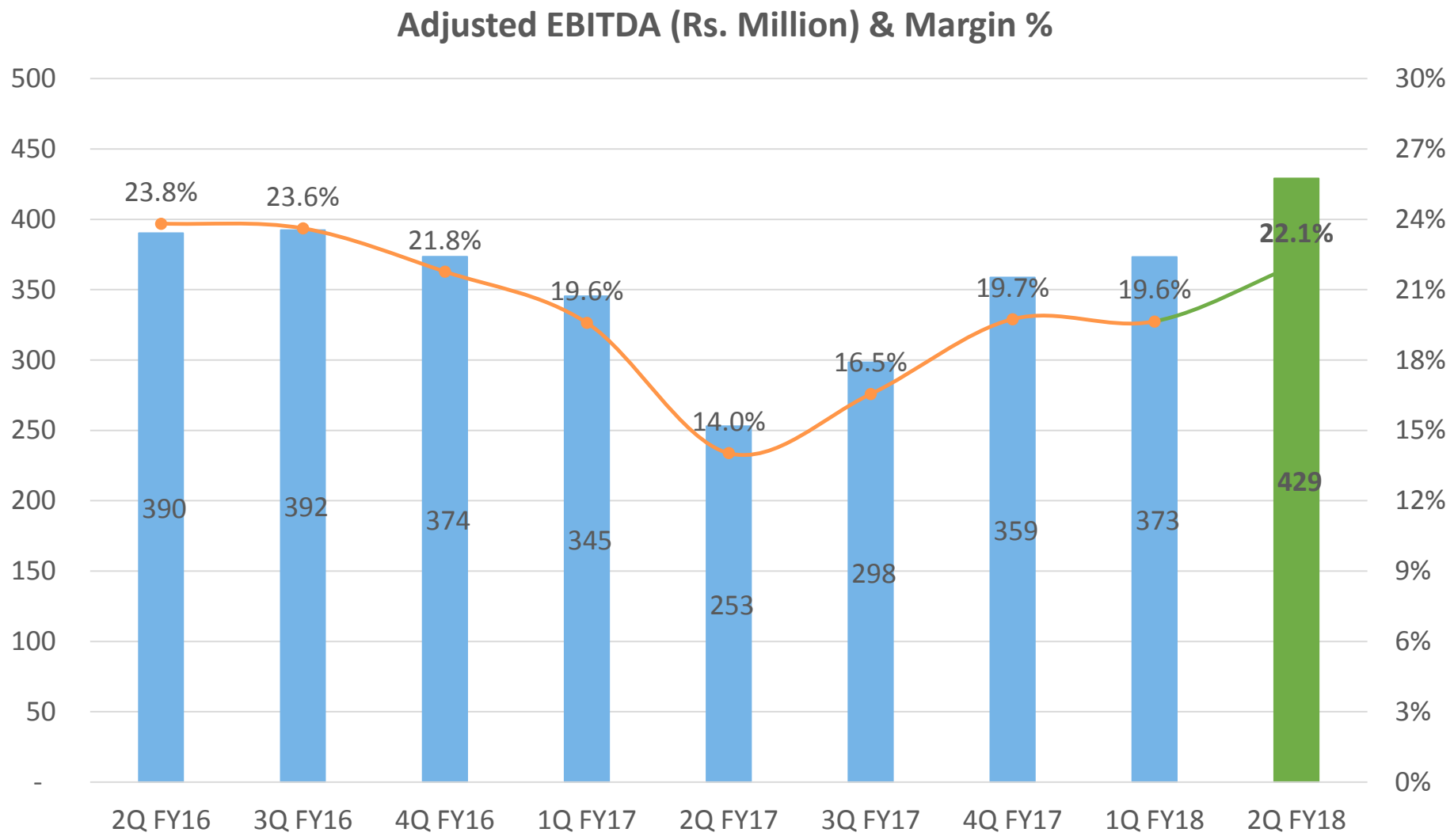

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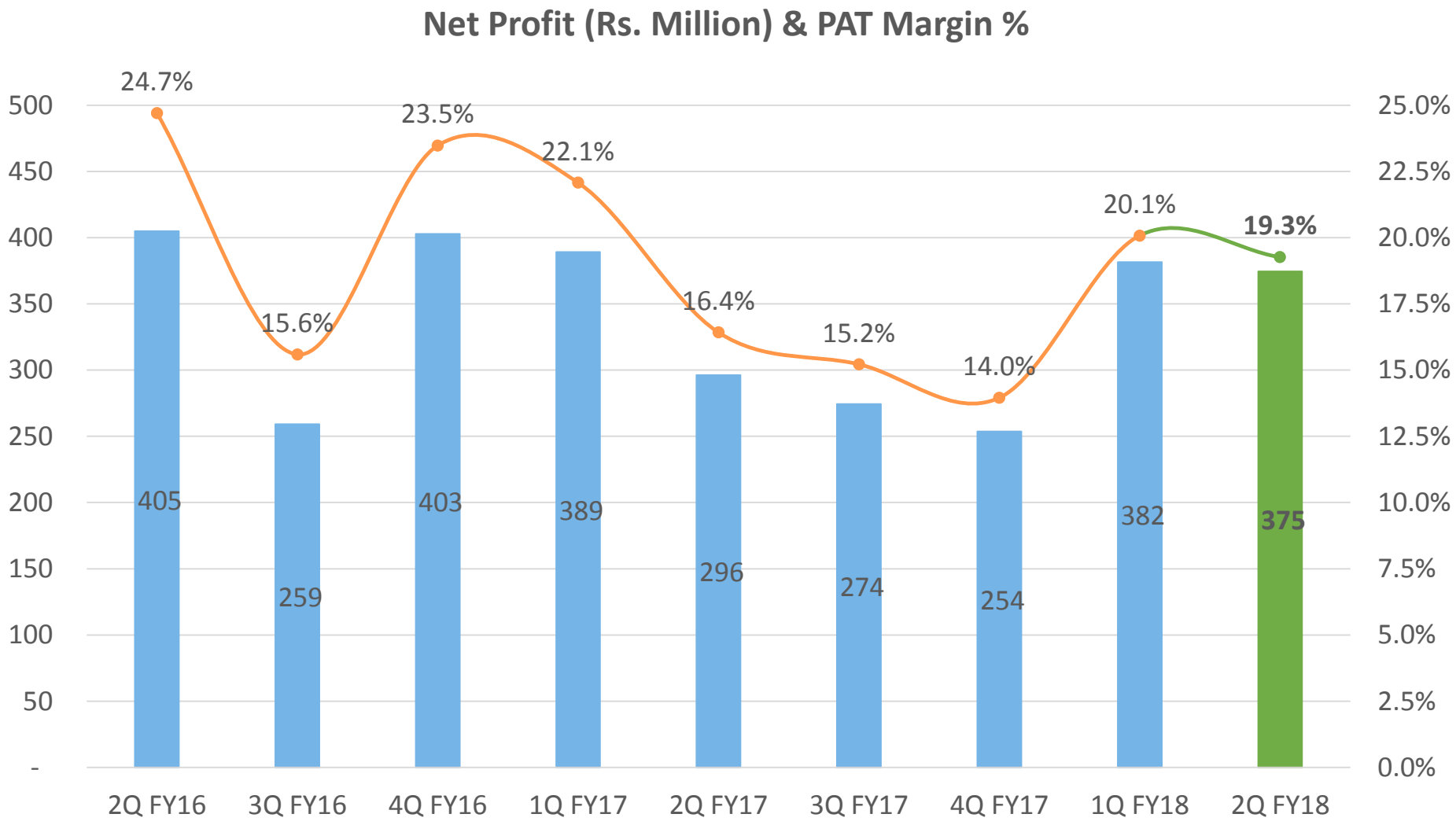
Profit Margin – sequential decline due to lower other income (Rs 20 Cr vs. Rs 26.6 Cr in 1Q)



Cash on books – Rs1045 Cr; buyback for Rs84 Cr concluded @ avg. Rs374/ share

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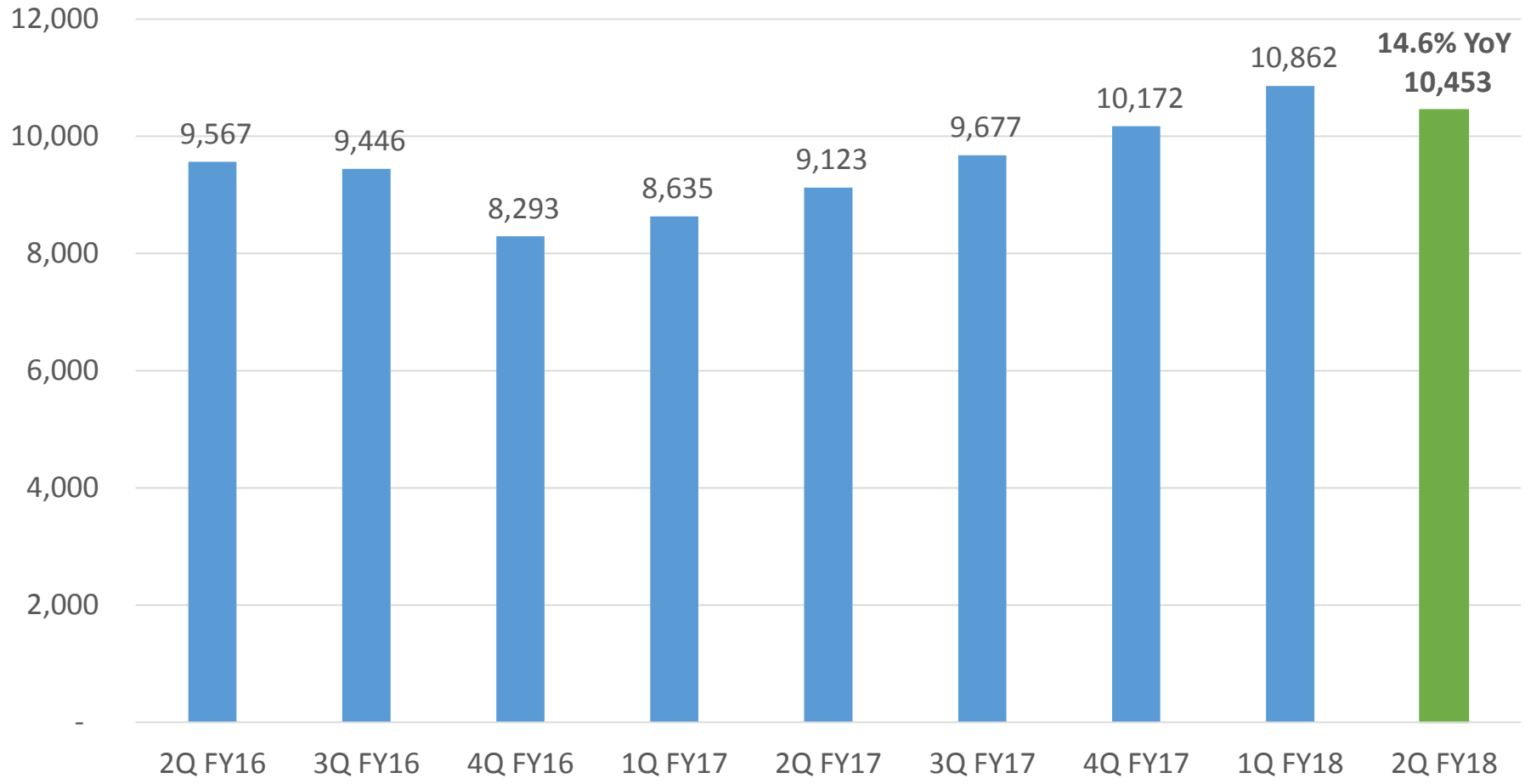
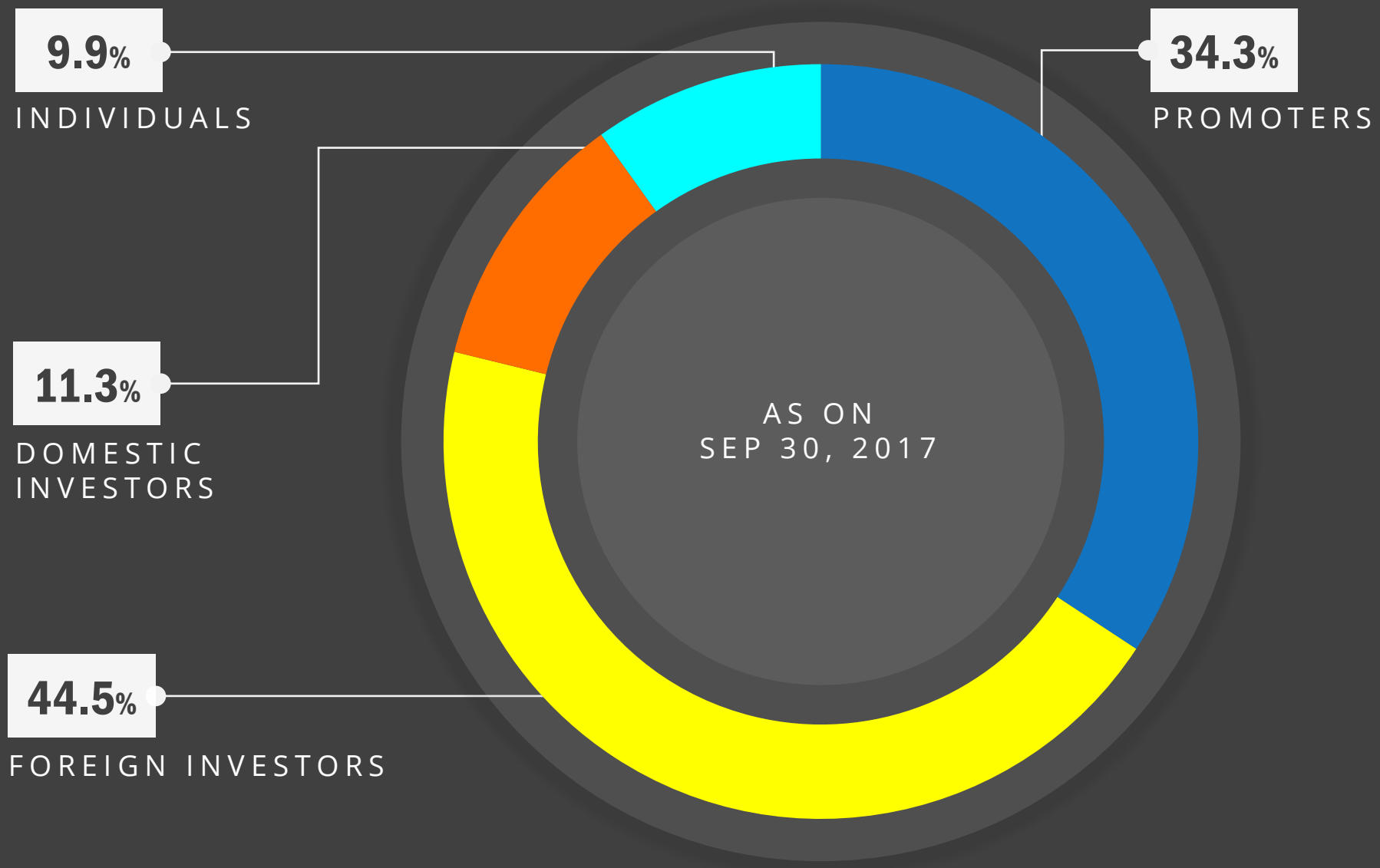
Cash & Investments (period end) (Rs mn)



SHAREHOLDING PATTERN



BOARD OF DIRECTORS

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Executive Directors

V S S Mani

Founder, Managing Director and Chief Executive Officer of Justdial with over 29 years of experience in the field of media and local search services.

Ramani Iyer

Non-Independent, Whole-time Director with 24 years of experience, working with Justdial in the field of strategic planning and execution.

V Krishnan

Non-Independent, Whole-time Director with 24 years of experience, working with Justdial in strategic planning and execution.

Non-Executive Directors

Independent

B Anand

CEO of Essar Oil, previously CFO of Trafigura, with 30 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 Asia Pacific, DHL eCommerce & member of DHL eCommerce Management Board. He holds a degree from IIT Bombay & IIM Ahmedabad.

Non-Independent

Pulak Prasad

Pulak is Founder & MD of Nalanda Capital and has over 25 years of experience in management consulting & investing. He holds B. Tech. from IIT Delhi and an IIM Ahmedabad alumni.

Anita Mani

She has 21 years of experience in the field of general management. She is a history graduate from University of Delhi.

LEADERSHIP TEAM

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Name	Designation	Experience	Functional Areas
V S S Mani	Chief Executive Officer	29 Years	Overall growth strategy, planning, execution & management
Shreos Roychowdhury	Chief Technology Officer	20 Years	Technological Innovation and R&D
Abhishek Bansal	Chief Financial Officer	8 Years	Finance, Strategy, Accounting, Treasury, Audit, Legal, Compliance & Traffic
Vishal Parikh	Chief Product Officer	16 Years	Leads Product, Design & Technology teams, Project Management
Sumeet Vaid	Chief Revenue Officer	20 Years	Revenue growth & Business development
Rajesh Madhavan	Chief People Officer	22 Years	Human Resource Functions
Sandeep Kanchan	Chief Product Officer, Payments & Voice	21 Years	Heads Payment Products & Voice operations
Jaimin Shah	Chief Technology Officer, Omni	17 Years	Leads Omni & related products
Ajay Mohan	Group Vice President, Sales	21 Years	Sales platform management, Strategic alliances, Corporate partnerships & Business expansion
Rakesh Ojha	Group Vice President, Sales	22 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

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JUST DIAL LTD - 2Q FY18 (Quarter ended September 30, 2017) PERFORMANCE SUMMARY

Metric	Unit	2Q-FY18	2Q-FY17	YoY change	1Q-FY18	QoQ change
Operating Revenue	(₹ million)	**1,945**	1,803	7.9%	1,900	2.3%
Operating EBITDA	(₹ million)	**396**	224	76.5%	325	21.9%
Operating EBITDA Margin	%	**20.4%**	12.4%	792 bps	17.1%	327 bps
Adjusted EBITDA (excl. ESOP exp.)	(₹ million)	**429**	253	69.6%	373	15.0%
Adjusted EBITDA Margin (excl. ESOP exp.)	%	**22.1%**	14.0%	804 bps	19.6%	242 bps
Other Income, net	(₹ million)	**200**	260	-22.9%	266	-24.7%
Profit Before Taxes	(₹ million)	**503**	382	31.6%	495	1.7%
Net Profit	(₹ million)	**375**	296	26.5%	382	-1.8%
Net Profit Margin	%	**19.3%**	16.4%	284 bps	20.1%	-82 bps
Unearned Revenue (period end)	(₹ million)	**2,774**	2,451	13.2%	2,904	-4.5%
Cash & Investments (period end)	(₹ million)	**10,453**	9,123	14.6%	10,862	-3.8%

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JUST DIAL LTD - 2Q FY18 (Quarter ended September 30, 2017) PERFORMANCE SUMMARY

Metric	Unit	2Q-FY18	2Q-FY17	YoY change	1Q-FY18	QoQ change
Unique Visitors	(million)	**105.0**	76.6	37.1%	100.5	4.5%
- Mobile	(million)	**69.0**	41.5	66.3%	62.7	10.0%
- Desktop/ PC	(million)	**26.5**	25.2	5.1%	28.0	-5.3%
- Voice	(million)	**9.6**	9.9	-3.3%	9.9	-3.1%
- Mobile	% share	**65.7%**	54.2%	1151 bps	62.4%	331 bps
- Desktop/ PC	% share	**25.2%**	32.9%	-770 bps	27.8%	-260 bps
- Voice	% share	**9.1%**	12.9%	-381 bps	9.8%	-71 bps
Total Listings (period end)	(million)	**19.8**	16.9	17.0%	18.8	5.4%
Net Listings Addition		**1,021,158**	342,336	198.3%	906,457	12.7%
Total Images in Listings (period end)	(million)	**38.5**	25.4	51.4%	35.6	8.1%
Listings with Geocodes (period end)	(million)	**9.2**	6.2	48.5%	7.8	18.0%
Ratings & Reviews	(million)	**76.1**	64.8	17.4%	73.1	4.1%
Paid campaigns (period end)		**439,700**	408,800	7.6%	435,980	0.9%
Total App Downloads (period end)	(million)	**17.3**	10.7	61.3%	15.4	12.4%
App Downloads per day		**23,871**	8,704	174.2%	26,533	-10.0%
Number of Employees (period end)		**10,892**	11,799	-7.7%	11,262	-3.3%

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End of Presentation