

February 12, 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 following investor meetings, to be held during February 12, 2018 to February 14, 2018, will be attended by the representative of the Company.

1. Motilal Oswal India Corporate Day 2018 Asia Series - February 12 & 13, 2018
2. Motilal Oswal Roadshow, - February 14, 2018

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

Schedule of Investors Meeting 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 / 66976666 • Fax : 022-28823789

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

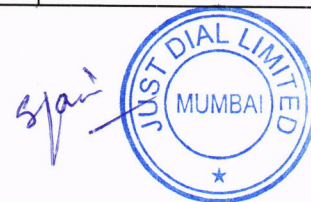
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SCHEDULE OF INVESTORS MEETING

Date	Motilal Oswal India Corporate Day 2018 Asia Series	Place
12/02/2018	1. Amiral Gestion 2. Broadpeak 3. Dymon Asia 4. Eastspring Investments 5. Helios Capital 6. Manulife Asset Management 7. Regal Funds Asia 8. Siddhartha Asset Management 9. Sixteenth Street Capital 10. Target Asset Management	Singapore

Date	Motilal Oswal India Corporate Day 2018 Asia Series	Place
13/02/2018	1. APS Asset Management 2. Coupland Cardiff AM 3. First State Investment 4. Goldman Sachs 5. Kiara Asset Management 6. Nikko Asset Management 7. Nomura Singapore 8. Prosperitas Investments 9. Skale Investments 10. Tree Line Advisors	Singapore

Date	Motilal Oswal Roadshow Itinerary	Place
14/02/2018	1. Indus Capital 2. Ishana Capital 3. JP Morgan 4. Karst Peak Capital 5. Myriad Asset Management 6. Treeline Advisors 7. Ward Ferry Asset Management	Hong Kong



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CORPORATE PRESENTATION

February 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.

Q3 FY18 means the period Oct 1, 2017 to Dec 31, 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's services connect sellers of products & services with potential buyers/ users



High user engagement, 79 million ratings & reviews



~108 million quarterly unique visitors in Q3 FY18



Database of 20.7 million listings



Scalable and profitable business model



~440,600 active paid campaigns



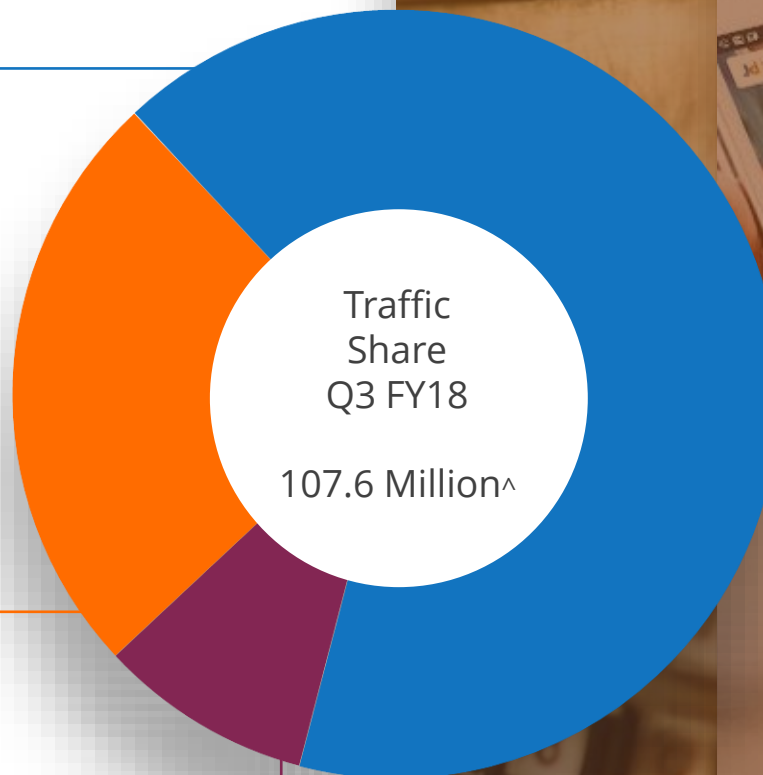
Figures as on Dec 31, 2017

PLATFORMS

 **69%**
MOBILE
Mobile site & Apps

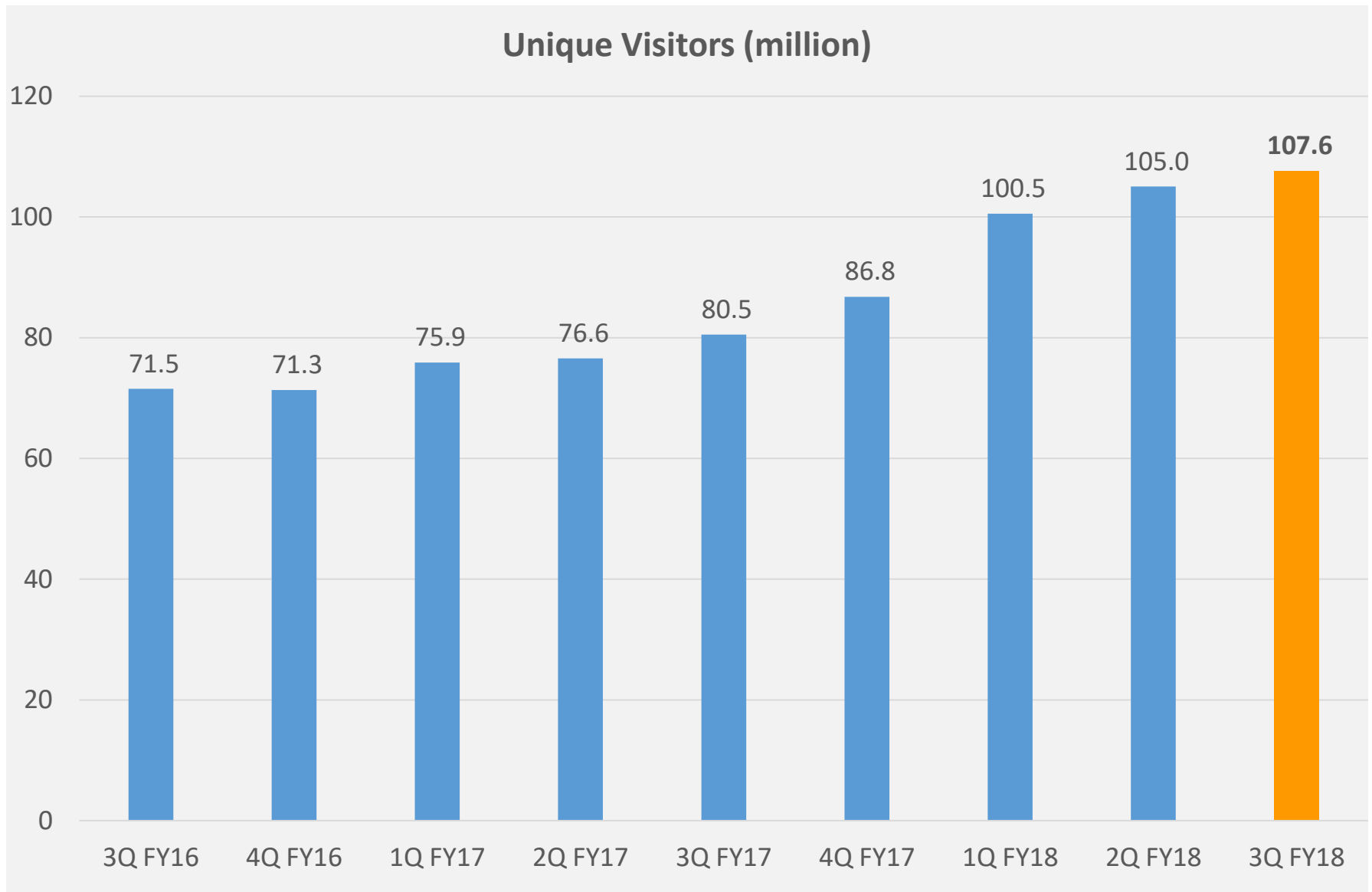
 **23%**
DESKTOP/ PC
www.justdial.com

 **8%**
VOICE
88888-88888

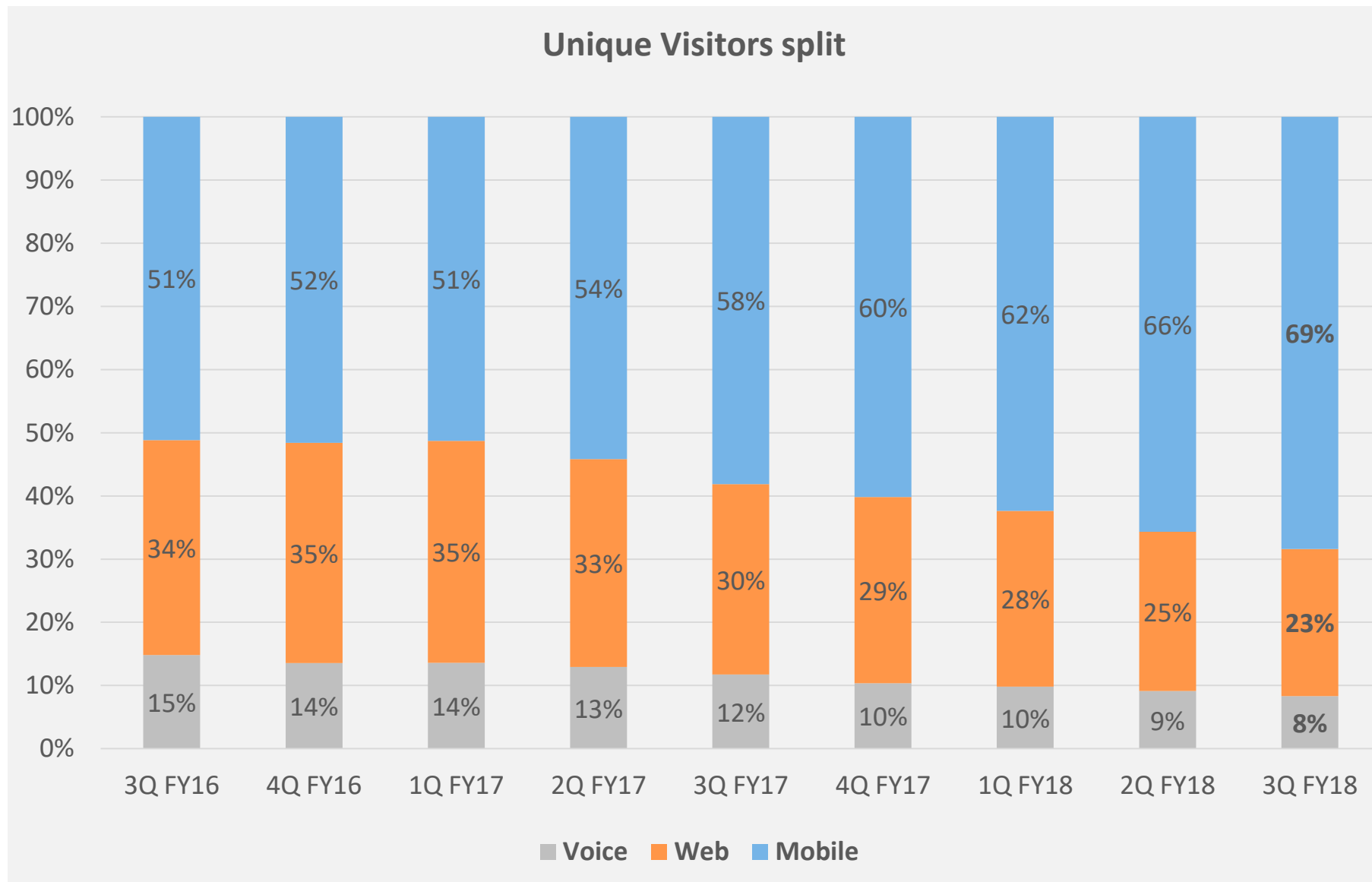


^ Unique visitors are aggregated across various mediums – Voice, Desktop/ PC, Mobile; these may not necessarily be mutually exclusive

TRAFFIC / VISITORS

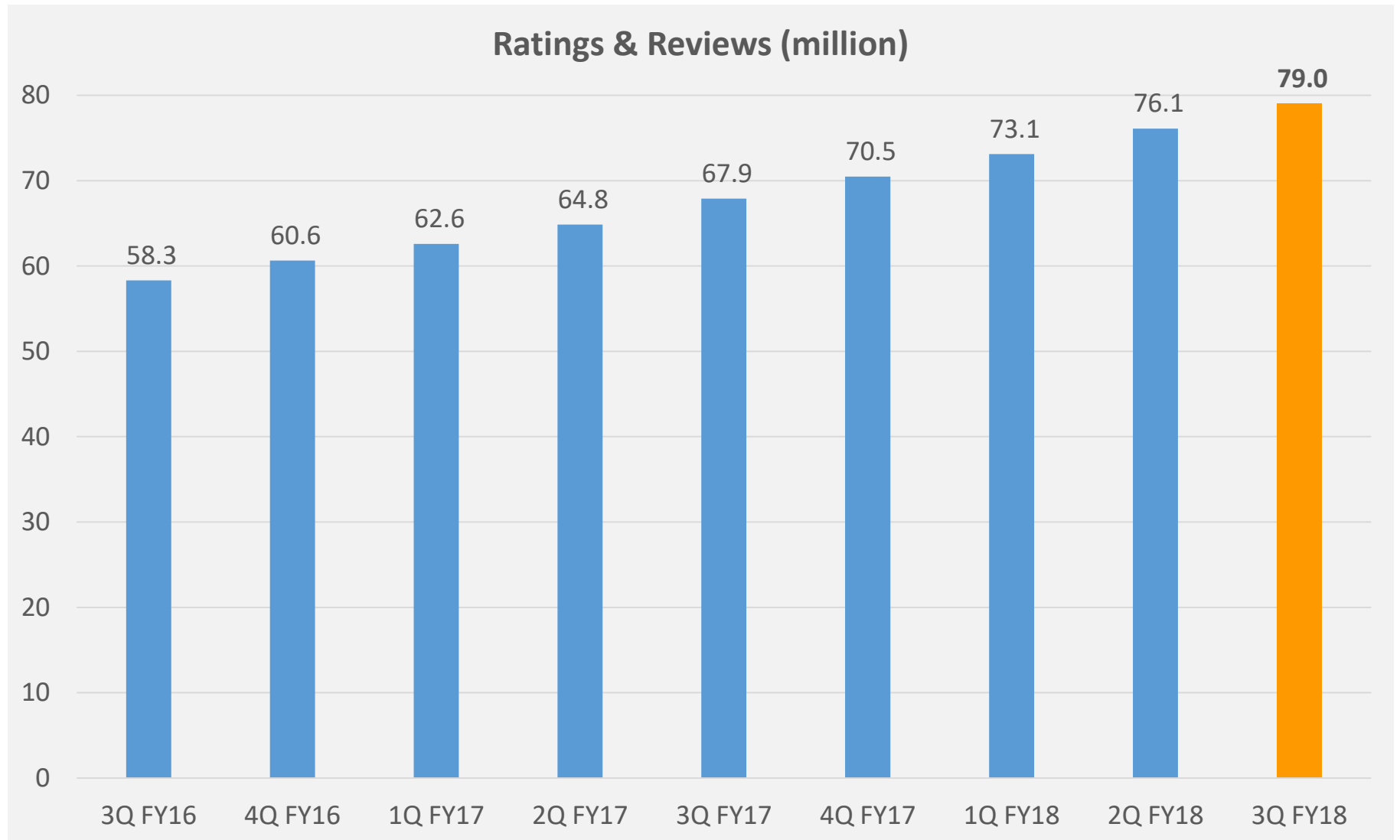


TRAFFIC / VISITORS



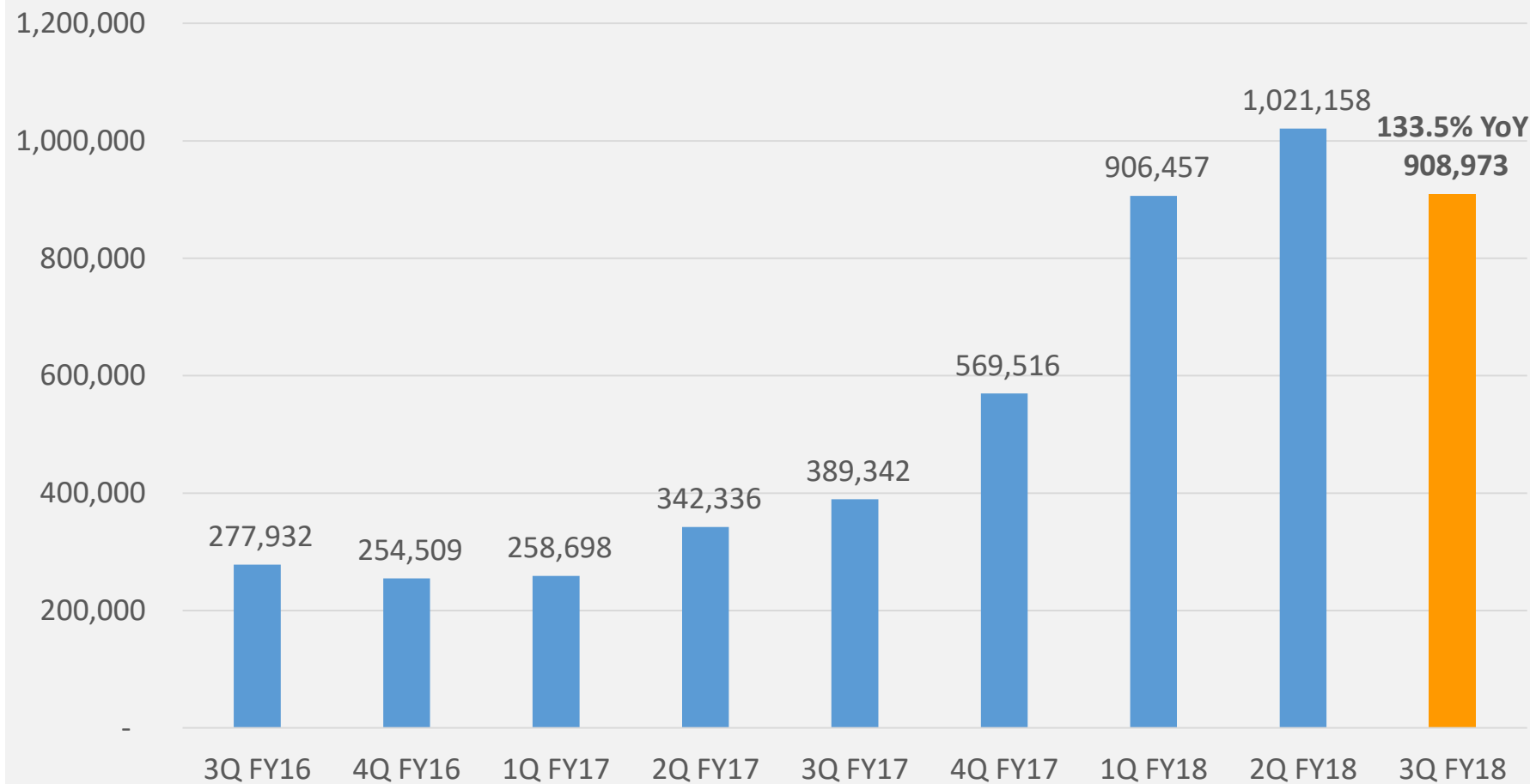
Unique visitors are aggregated across various mediums – Voice, Desktop/ PC, Mobile; these may not necessarily be mutually exclusive

USER ENGAGEMENT



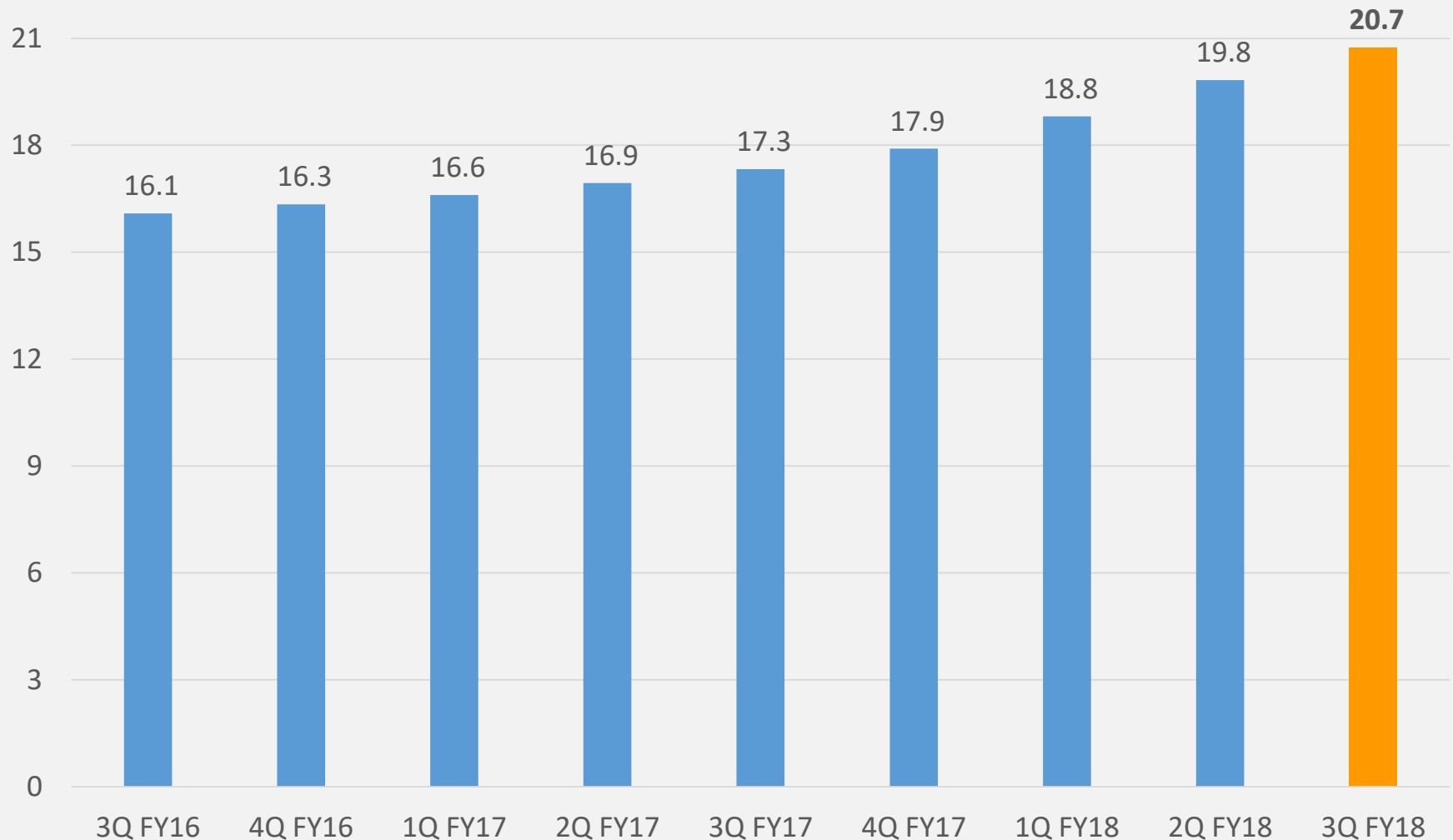
Over 900K new listings added during the quarter

Listings Additions (net)

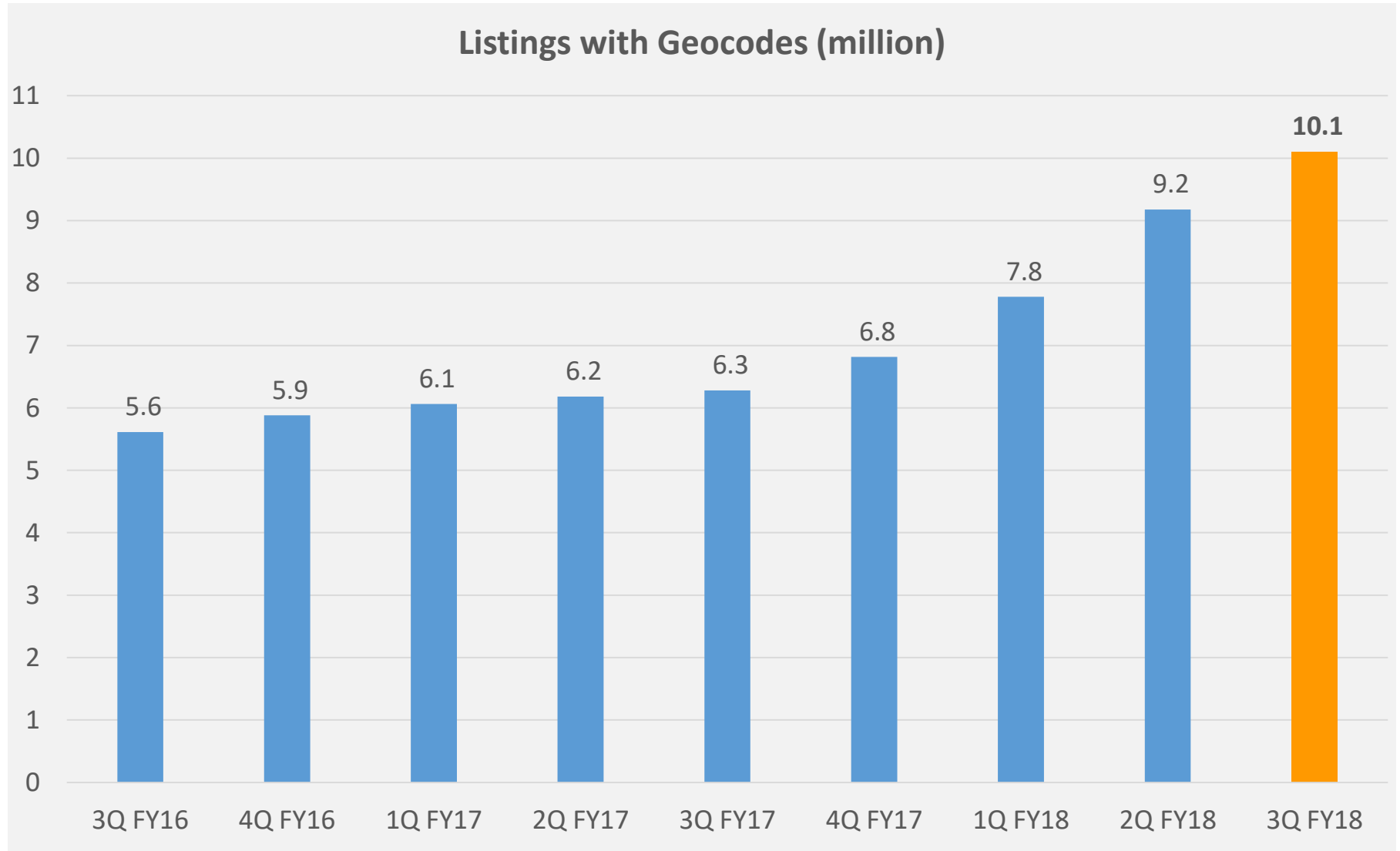


DATA ENRICHMENT

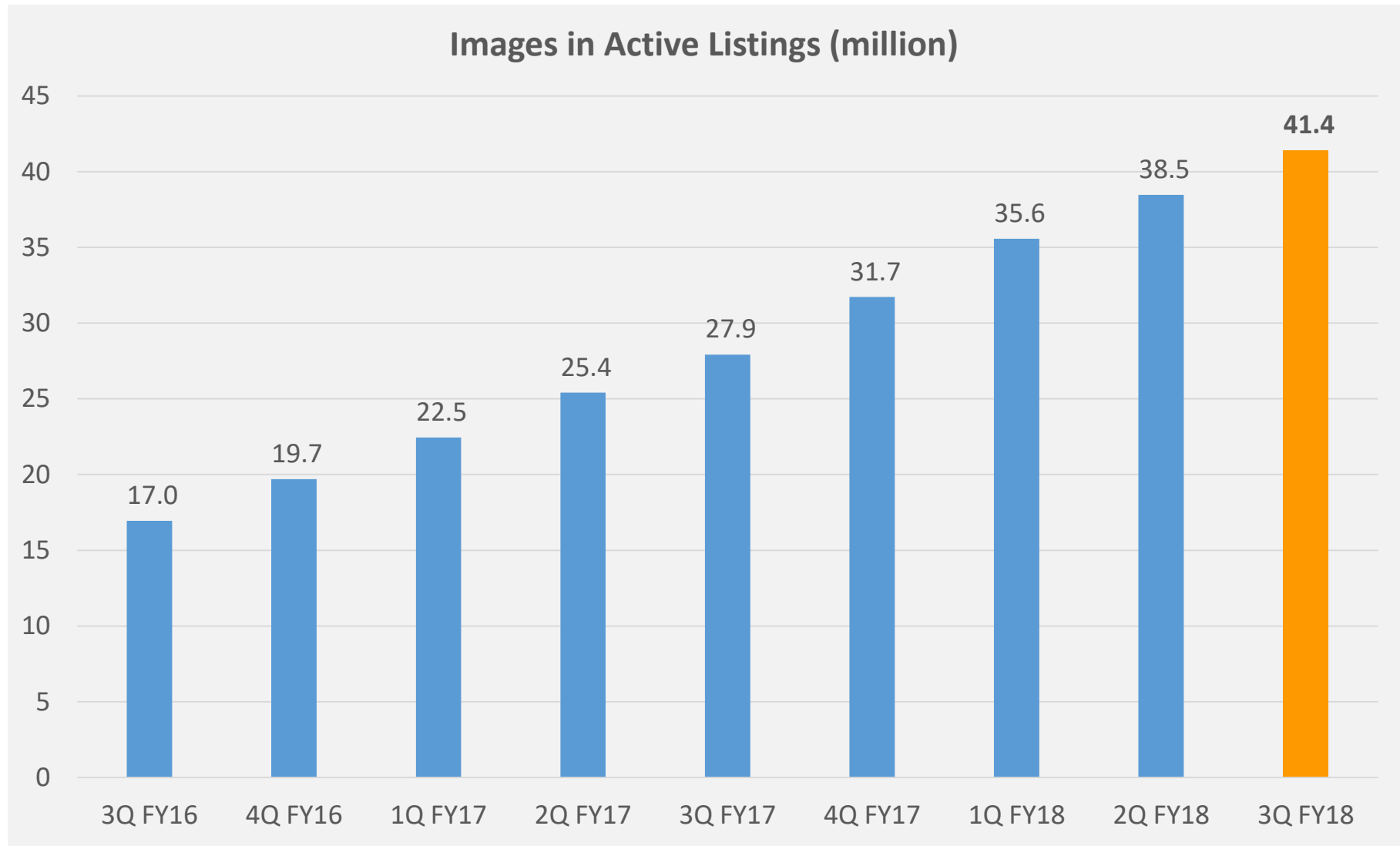
Active Listings - period end (million)



DATA ENRICHMENT

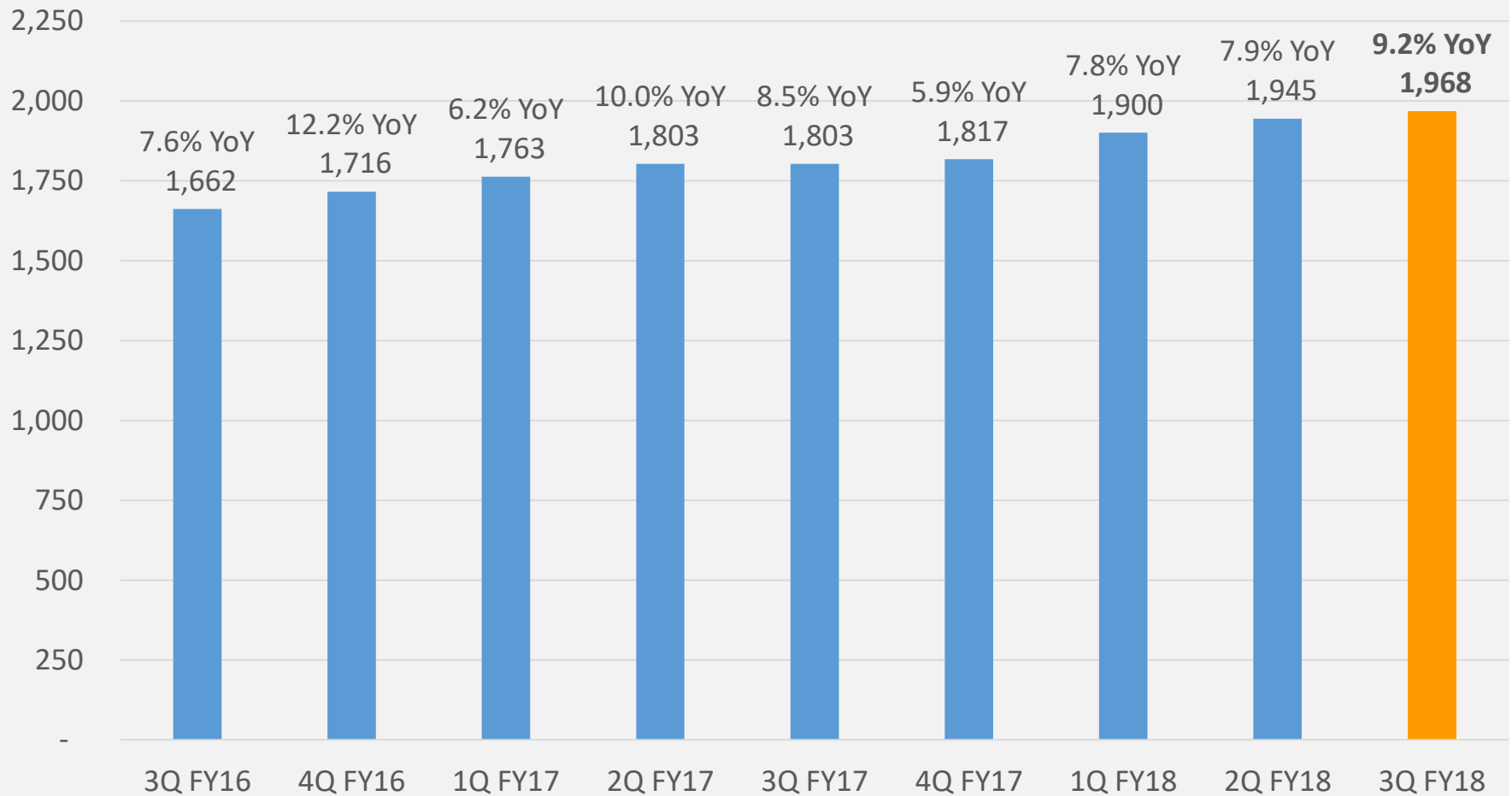


DATA ENRICHMENT



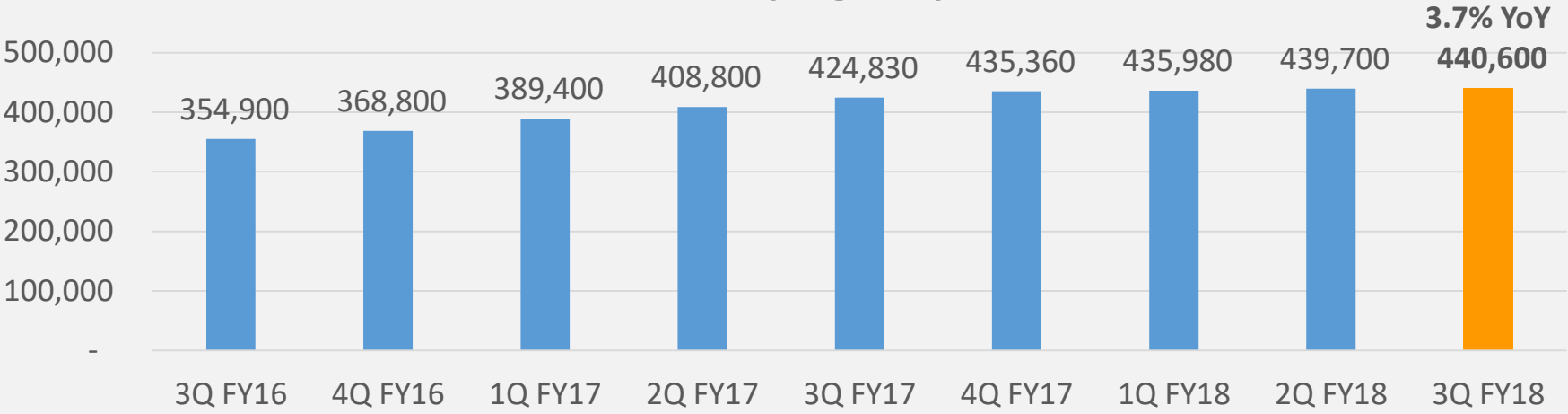
REVENUE

Operating Revenue (Rs million)

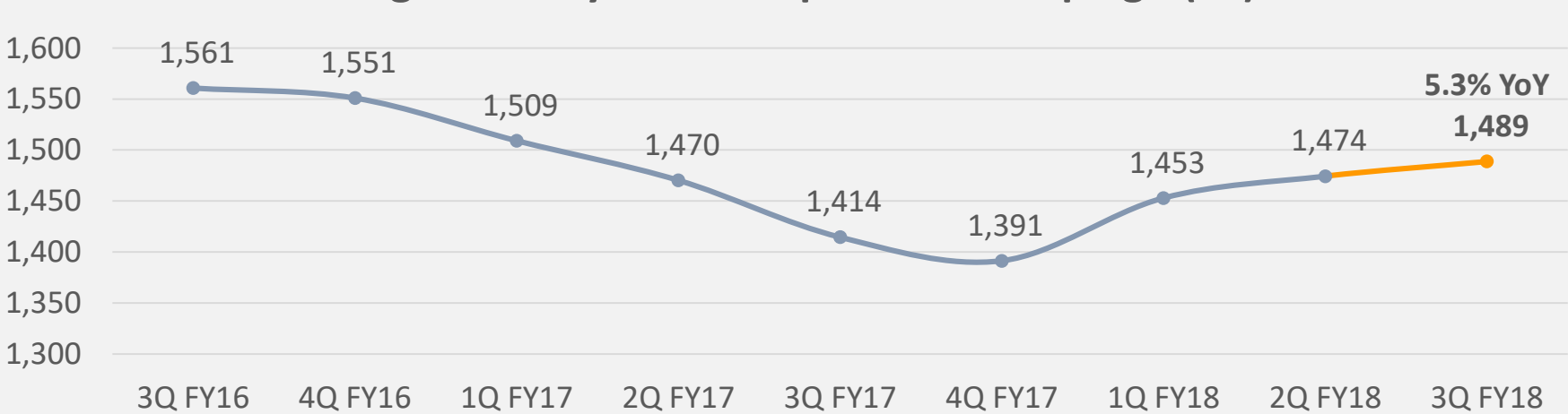


Paid campaigns 3.7% YoY growth, 5.3% YoY improvement in blended realization

Active Paid Campaigns - period end

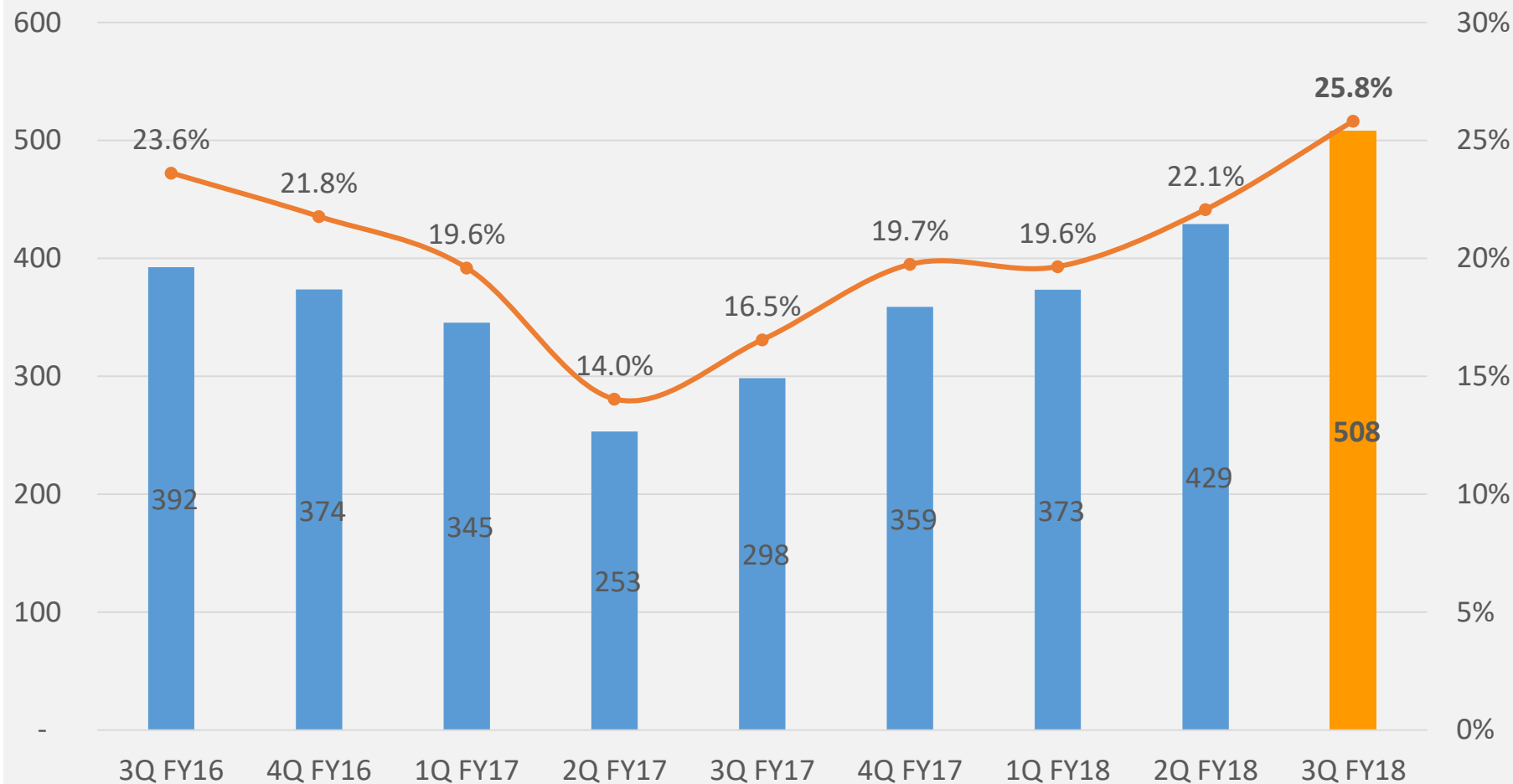


Avg. Monthly Revenue per Paid Campaign (Rs)



OPERATING MARGIN

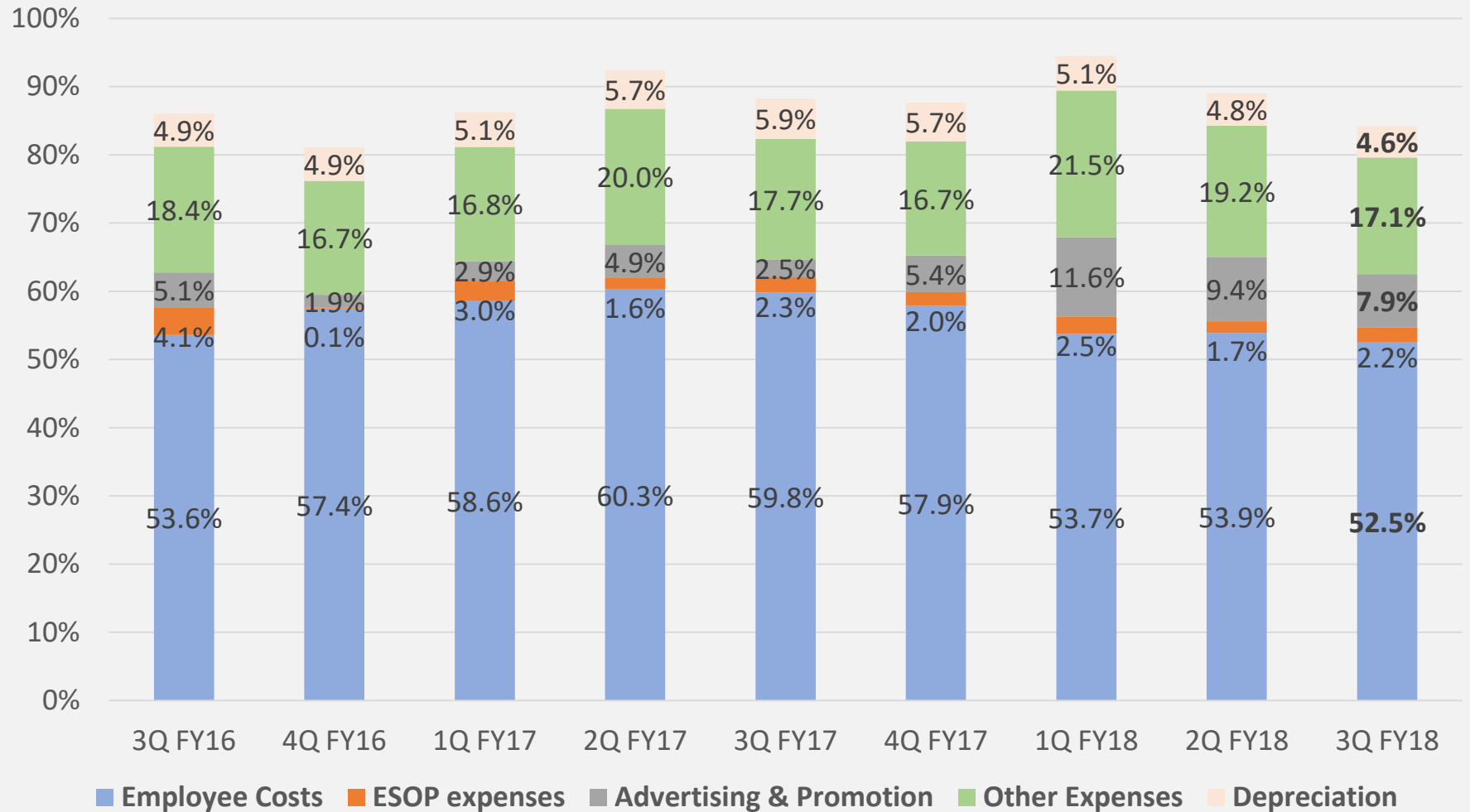
Adjusted EBITDA (Rs million) & Margin %



Note: Adjusted Op. EBIDTA adjusted for ESOP & one time expenses. Financials up to FY15 are based on Indian GAAP, FY16 onwards based on Ind AS.

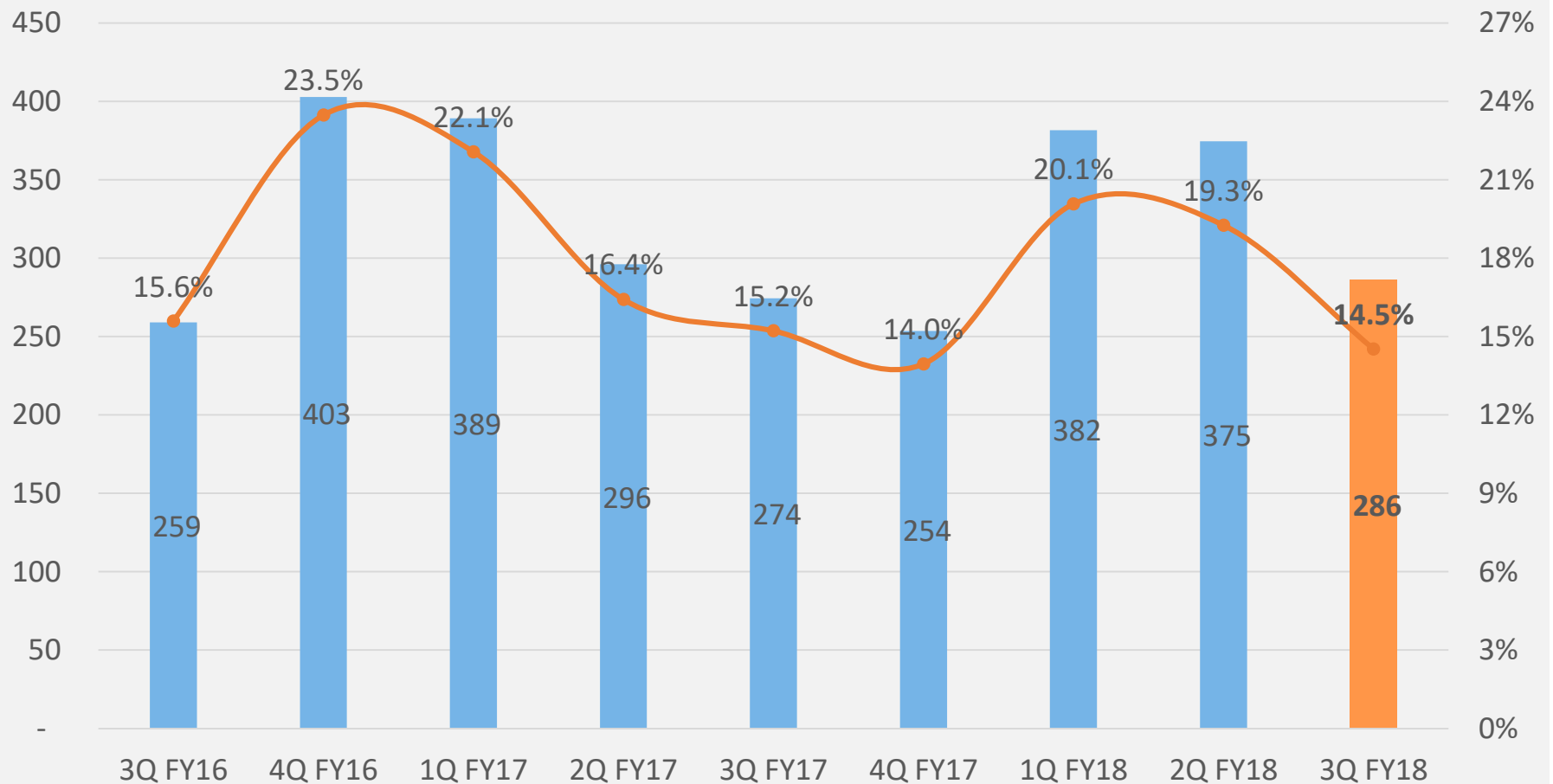
COST STRUCTURE

Expenses as % of Operating Revenue

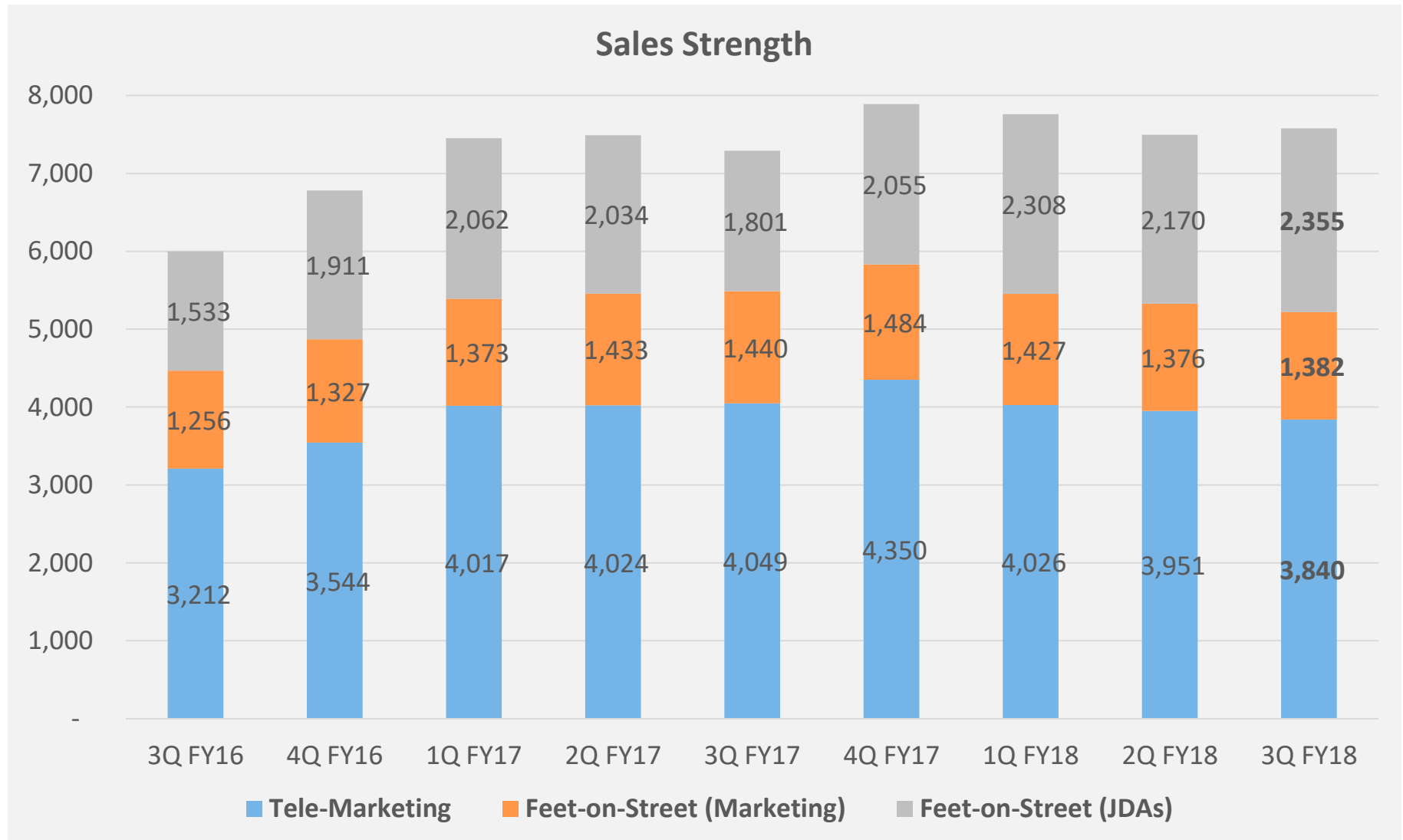


NET PROFIT MARGIN

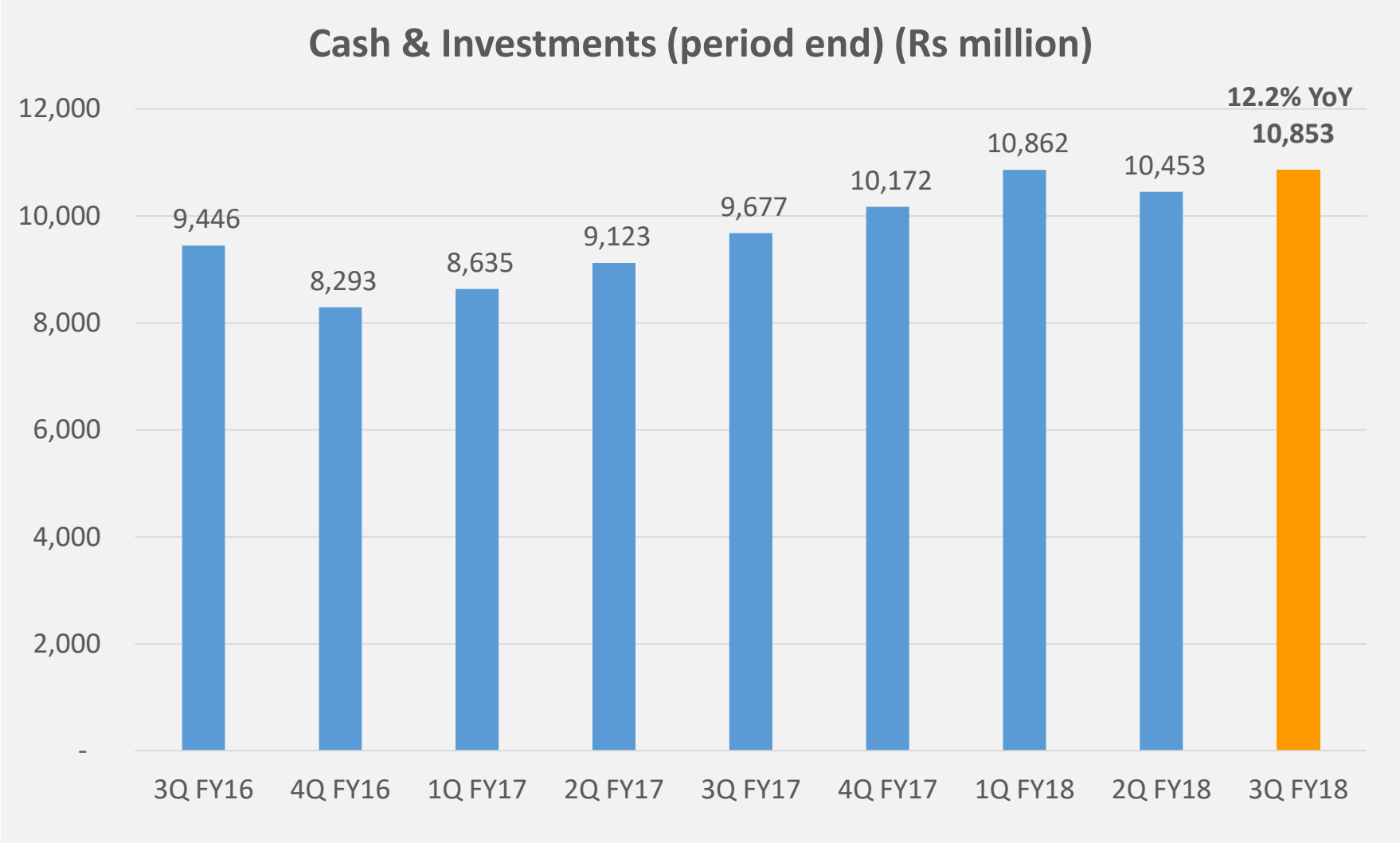
Net Profit (Rs million) & PAT Margin %



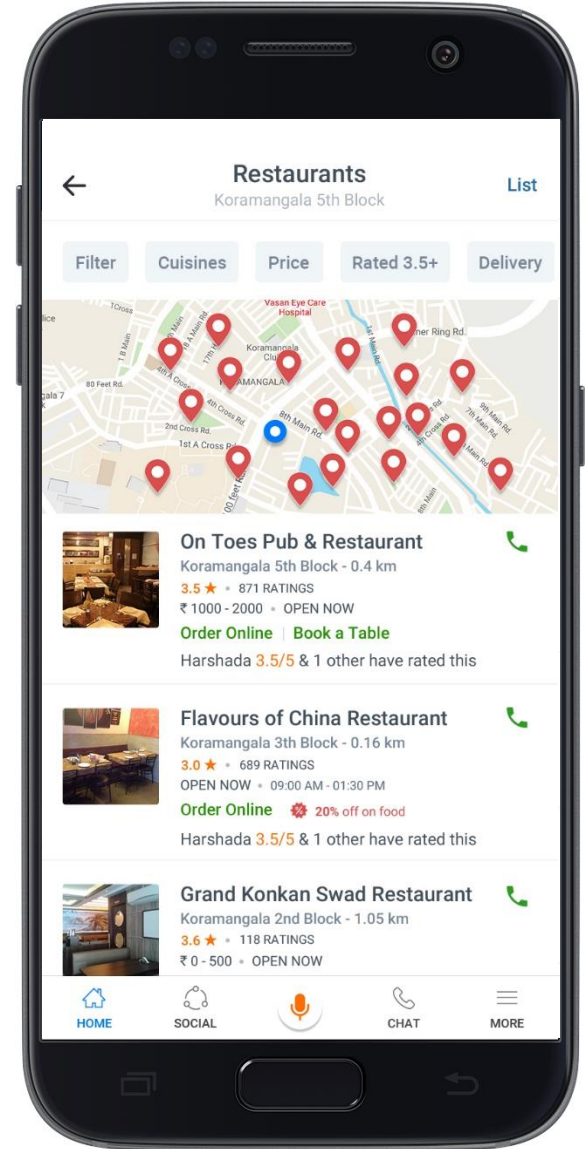
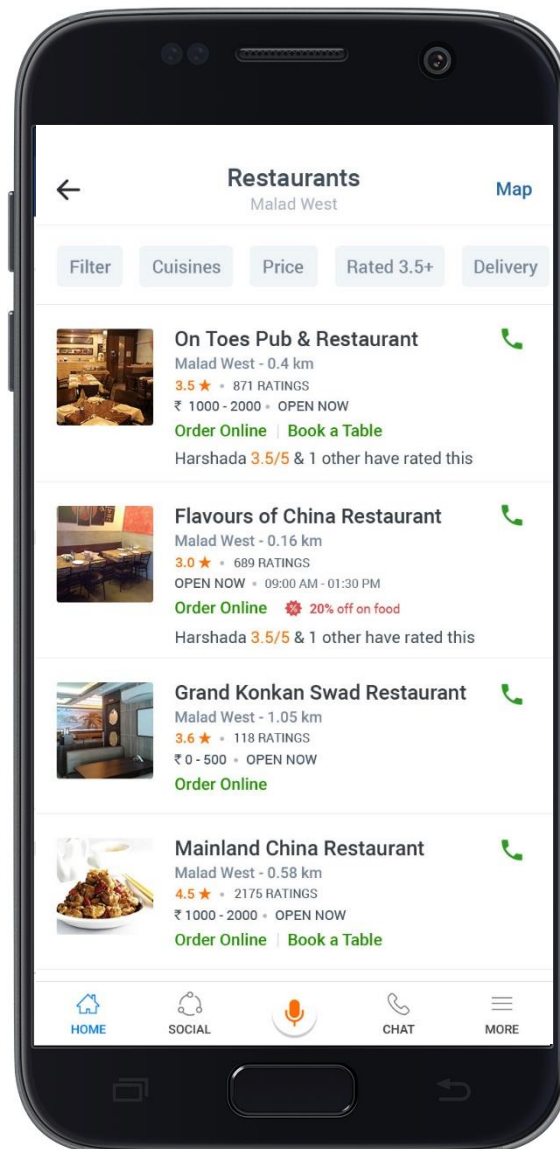
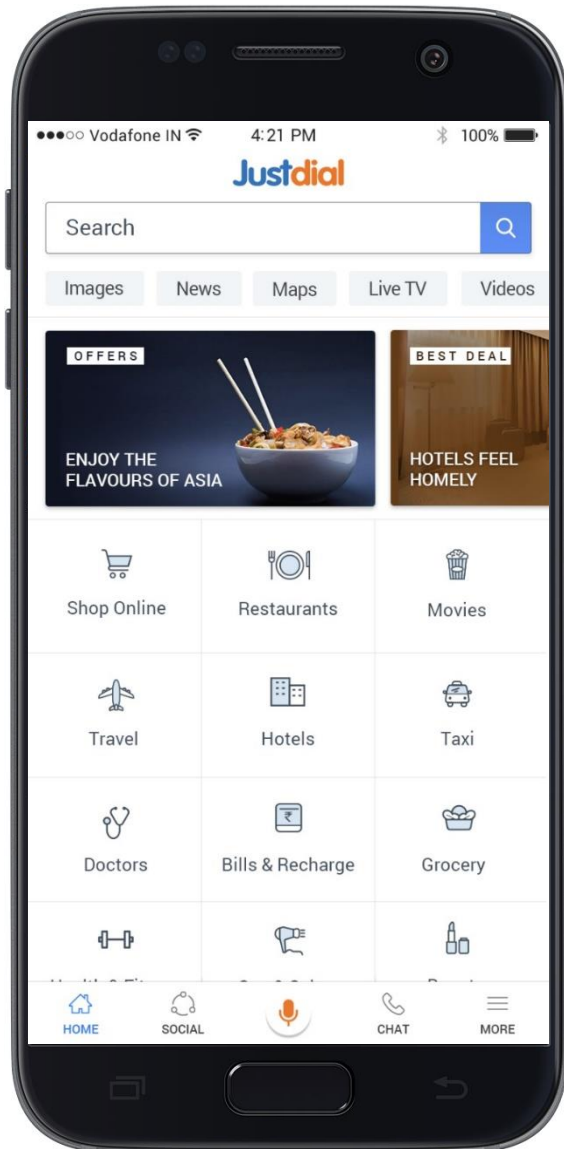
Note: PAT Margin is calculated as Net Profit (Profit After Taxes) as a percentage of Operating Revenue for the quarter



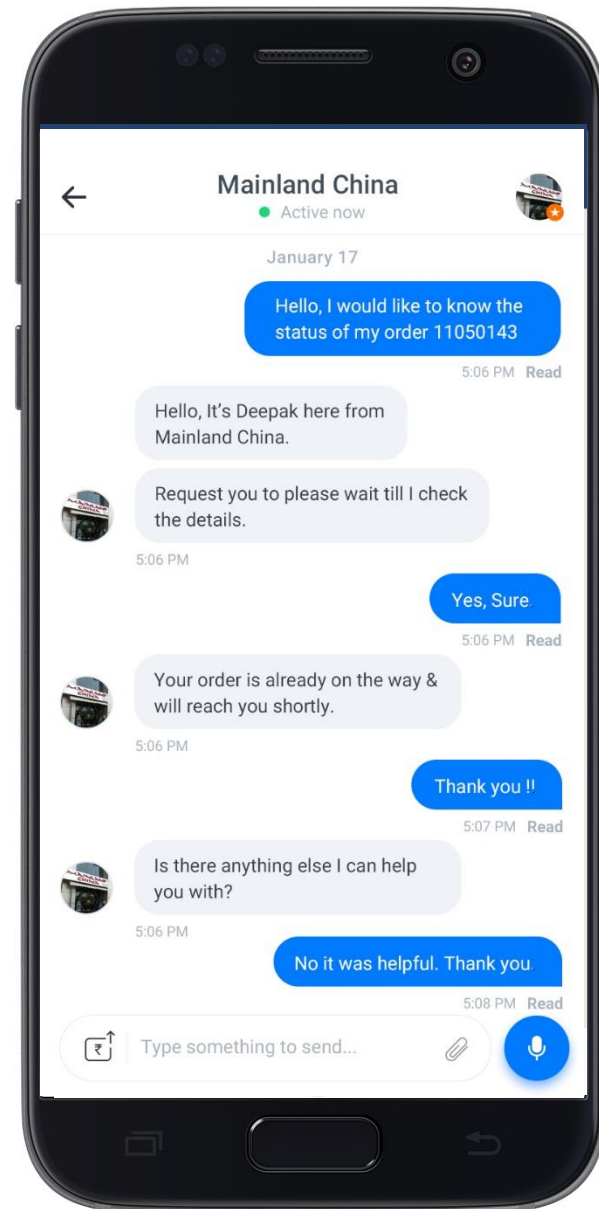
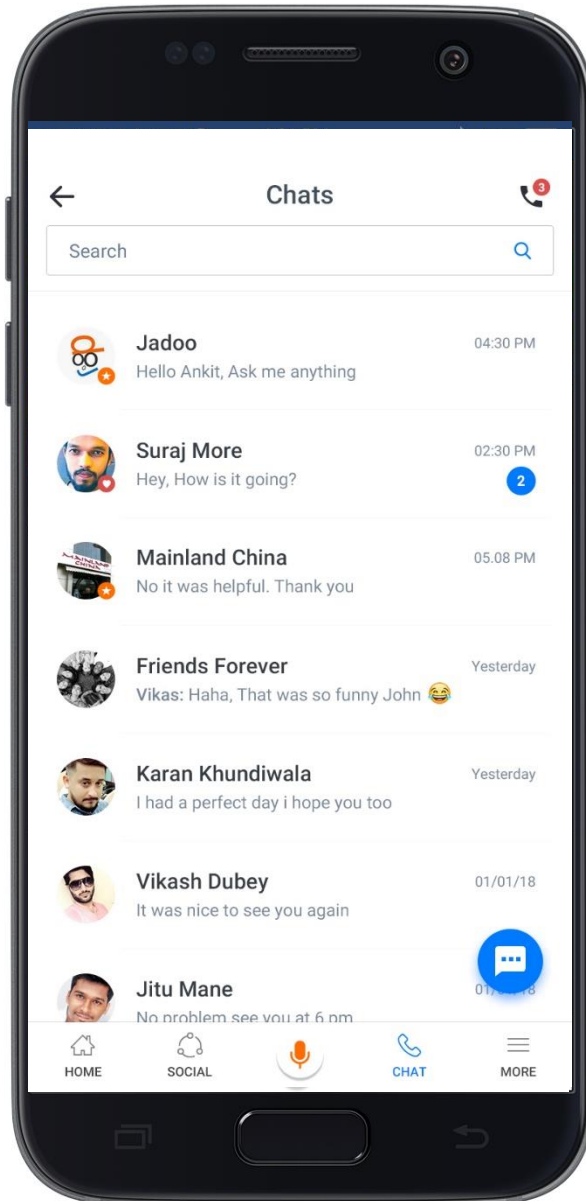
Cash on books – Rs 1085 Cr as on 31 Dec 2017



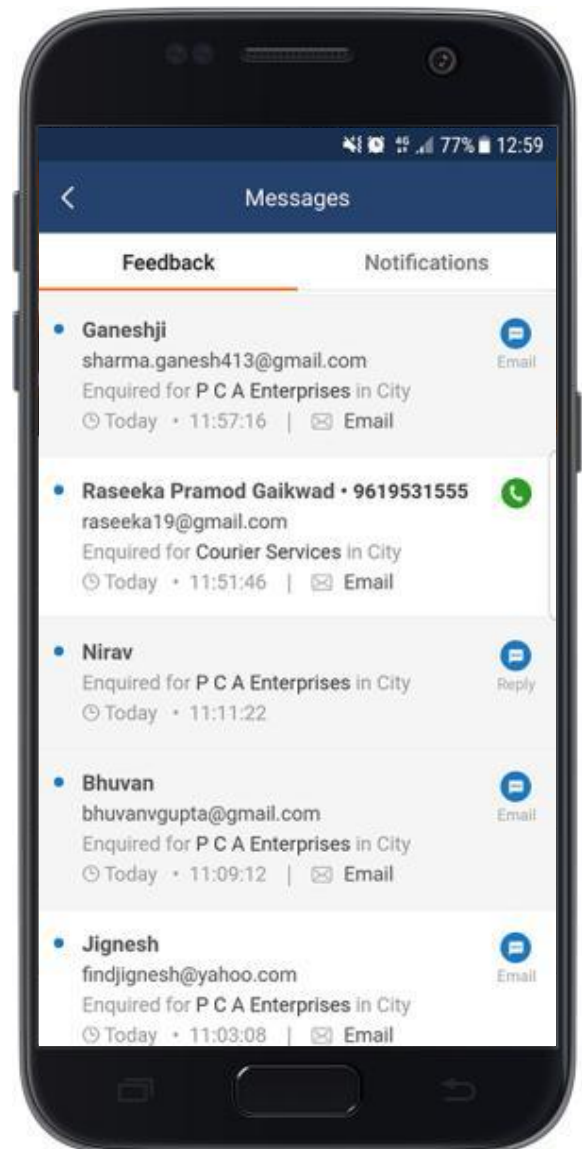
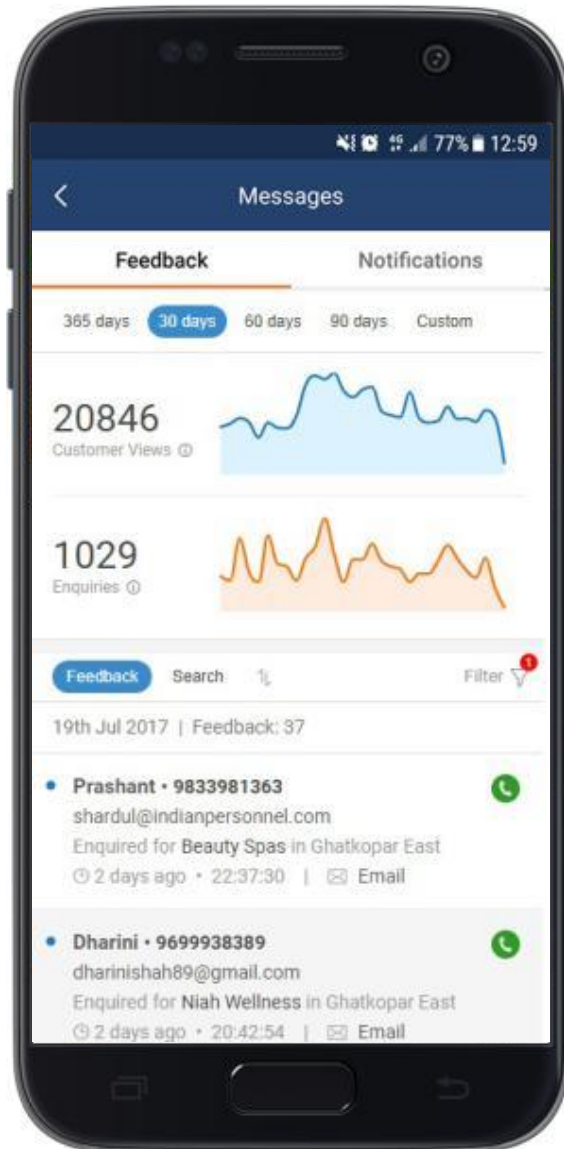
REVAMPED MOBILE PLATFORM



REAL-TIME CHAT MESSENGER



SEARCH ANALYTICS FOR CLIENTS



JUST DIAL LTD - 3Q FY18 (Quarter ended December 31, 2017) PERFORMANCE SUMMARY

Metric	Unit	3Q-FY18	3Q-FY17	YoY change	2Q-FY18	QoQ change
Operating Revenue	(₹ million)	1,968	1,803	9.2%	1,945	1.2%
Operating EBITDA	(₹ million)	465	257	80.9%	396	17.5%
Operating EBITDA Margin	%	23.7%	14.3%	938 bps	20.4%	328 bps
Adjusted EBITDA (excl. ESOP exp.)	(₹ million)	508	298	70.3%	429	18.4%
Adjusted EBITDA Margin (excl. ESOP exp.)	%	25.8%	16.5%	927 bps	22.1%	375 bps
Other Income, net	(₹ million)	26	197	-86.9%	200	-87.1%
Profit Before Taxes	(₹ million)	401	348	15.35%	503	-20.33%
Net Profit	(₹ million)	286	274	4.2%	375	-23.7%
Net Profit Margin	%	14.5%	15.2%	-69 bps	19.3%	-473 bps
Unearned Revenue (period end)	(₹ million)	2,852	2,559	11.5%	2,774	2.8%
Cash & Investments (period end)	(₹ million)	10,853	9,677	12.2%	10,453	3.8%

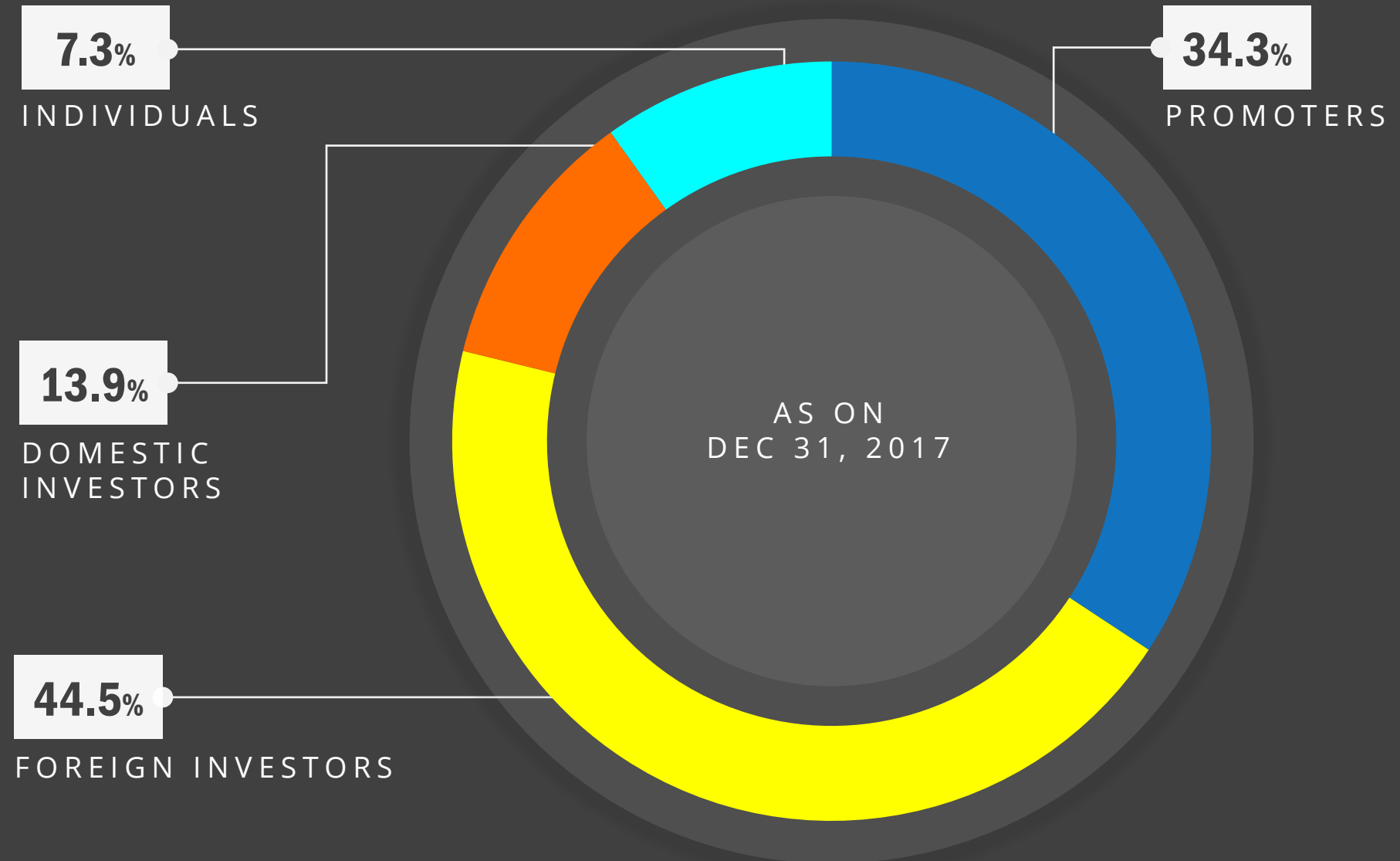
JUST DIAL LTD - 3Q FY18 (Quarter ended December 31, 2017) PERFORMANCE SUMMARY

Metric	Unit	3Q-FY18	3Q-FY17	YoY change	2Q-FY18	QoQ change
Unique Visitors	(million)	107.6	80.5	33.6%	105.0	2.4%
- Mobile	(million)	73.6	46.8	57.3%	69.0	6.7%
- Desktop/ PC	(million)	25.0	24.3	3.1%	26.5	-5.5%
- Voice	(million)	9.0	9.5	-5.1%	9.6	-6.2%
- Mobile	% share	68.4%	58.1%	1029 bps	65.7%	273 bps
- Desktop/ PC	% share	23.3%	30.1%	-689 bps	25.2%	-195 bps
- Voice	% share	8.3%	11.7%	-340 bps	9.1%	-77 bps
Total Listings (period end)	(million)	20.7	17.3	19.7%	19.8	4.6%
Net Listings Addition		908,973	389,342	133.5%	1,021,158	-11.0%
Total Images in Listings (period end)	(million)	41.4	27.9	48.3%	38.5	7.7%
Listings with Geocodes (period end)	(million)	10.1	6.3	60.8%	9.2	10.1%
Ratings & Reviews	(million)	79.0	67.9	16.4%	76.1	3.8%
Paid campaigns (period end)		440,600	424,830	3.7%	439,700	0.2%
Total App Downloads (period end)	(million)	18.7	11.6	61.0%	17.3	8.3%
App Downloads per day		19,103	12,416	53.9%	23,871	-20.0%
Number of Employees (period end)		10,948	11,185	-2.1%	10,892	0.5%

LEADERSHIP TEAM

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	9 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

SHAREHOLDING PATTERN



End of Presentation