

January 13, 2026

To

| | | |
|---|---|---|
| BSE Limited Phiroze Jeejeebhoy Towers, Dalal Street, Mumbai - 400 001 <i>Scrip Code: 535648</i> | National Stock Exchange of India Limited Exchange Plaza, C-1, Block G, Bandra-Kurla Complex, Bandra (East), Mumbai - 400 051 <i>Trading Symbol: JUSTDIAL</i> | Metropolitan Stock Exchange of India Limited Building A, Unit 205A, 2 nd Floor, Piramal Agastya Corporate Park, L.B.S Road, Kurla (West), Mumbai - 400 070 <i>Trading Symbol: JUSTDIAL</i> |
|---|---|---|

Dear Sir/Madam,

**Sub: Disclosure under Regulation 30 of the Securities and Exchange Board of India
(Listing Obligations and Disclosure Requirements) Regulations, 2015 -
Presentation on the Unaudited Financial Results**

The presentation to analysts / investors on the financial performance of the Company for Unaudited Financial Results of the Company for the third quarter and nine months ended December 31, 2025, is enclosed herewith.

This is for information and records.

Thanking you,

Yours truly,

For Just Dial Limited

Manan Udani
Company Secretary and Compliance Officer

Encl: as above

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 • E-mail : investors@justdial.com

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

☎ 088888-88888 | www.justdial.com

CORPORATE PRESENTATION

January 2026

DISCLAIMER

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 assume 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 FY26 means the period Oct 1, 2025 to Dec 31, 2025

FY26 or FY 25-26 or FY 2026 means the Financial Year starting Apr 1, 2025 and ending Mar 31, 2026



BUSINESS OVERVIEW

COMPANY OVERVIEW

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



High user engagement, 155.7 million ratings & reviews



184.5 million quarterly unique visitors in Q3-FY26



Database of 52.8 million listings



Scalable and profitable business model



629,180 active paid campaigns



Figures as on Dec 31, 2025

KEY STRENGTHS

- ❑ First Mover Advantage in Indian Local Search Market
- ❑ Strong Brand Recognition with 184.5 million unique quarterly visitors^ in Q3 FY26 (197.7 million in Q2 FY26)
- ❑ Comprehensive database of 52.8 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



4,883 employees in tele-sales,
5,252 feet-on-street salesforce




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

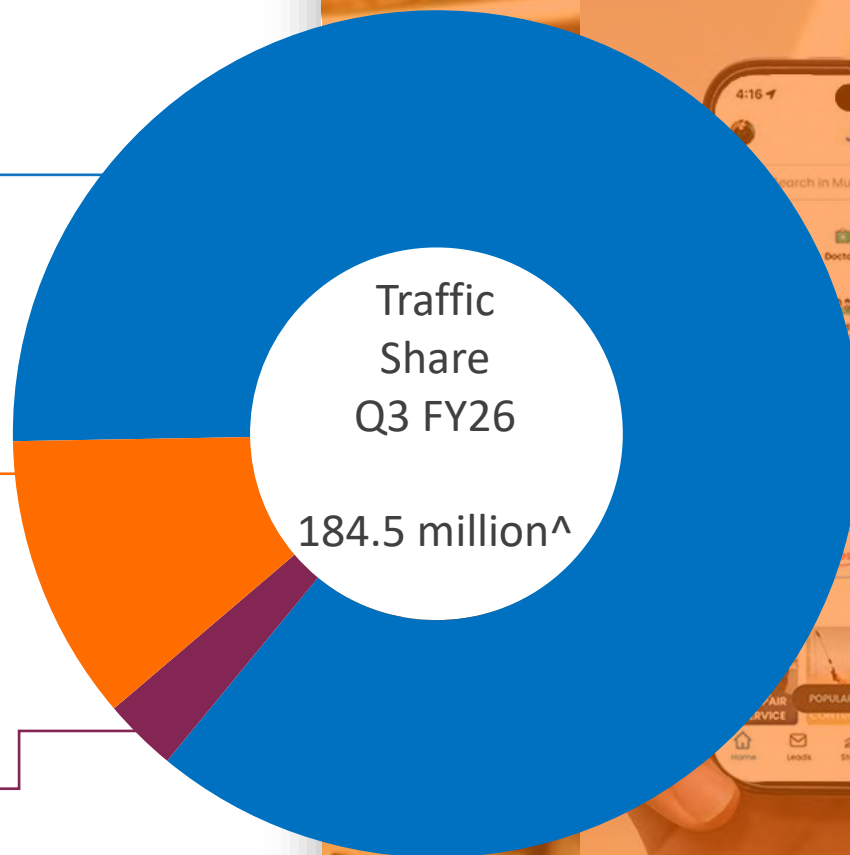


PLATFORMS

 **86.2%**
MOBILE
Mobile Site & Apps

 **11.0%**
DESKTOP/ PC
www.justdial.com

 **2.8%**
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

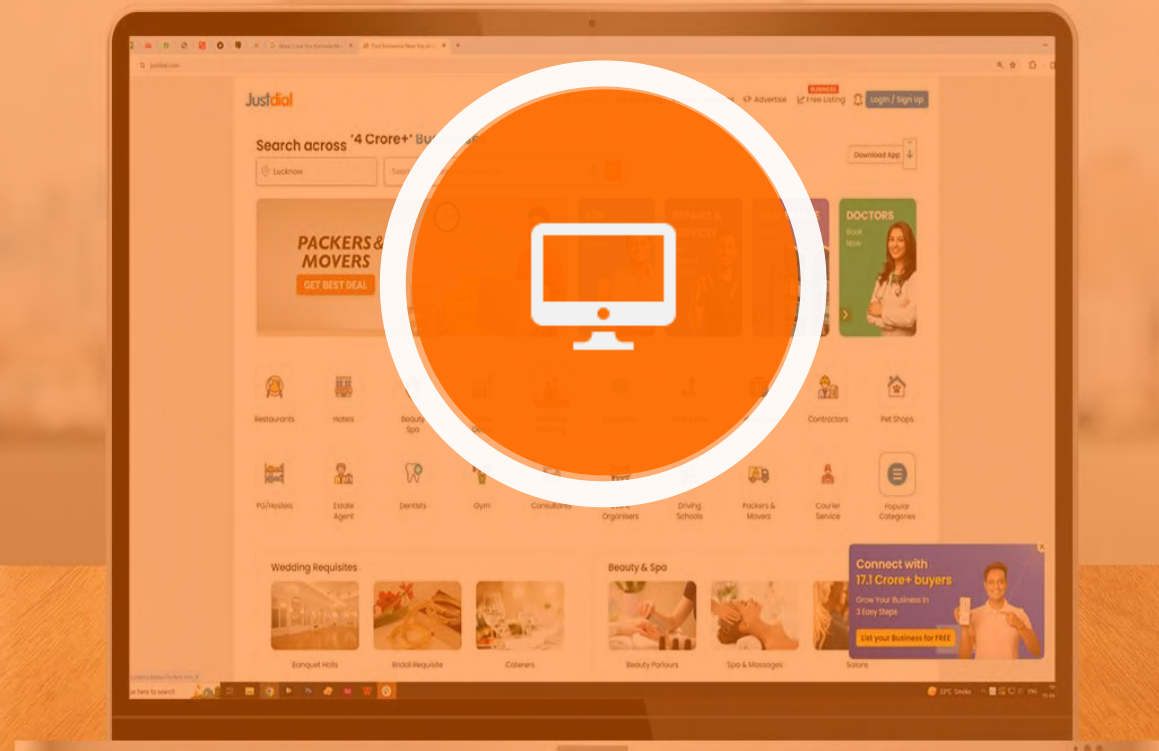
Ratings & reviews

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

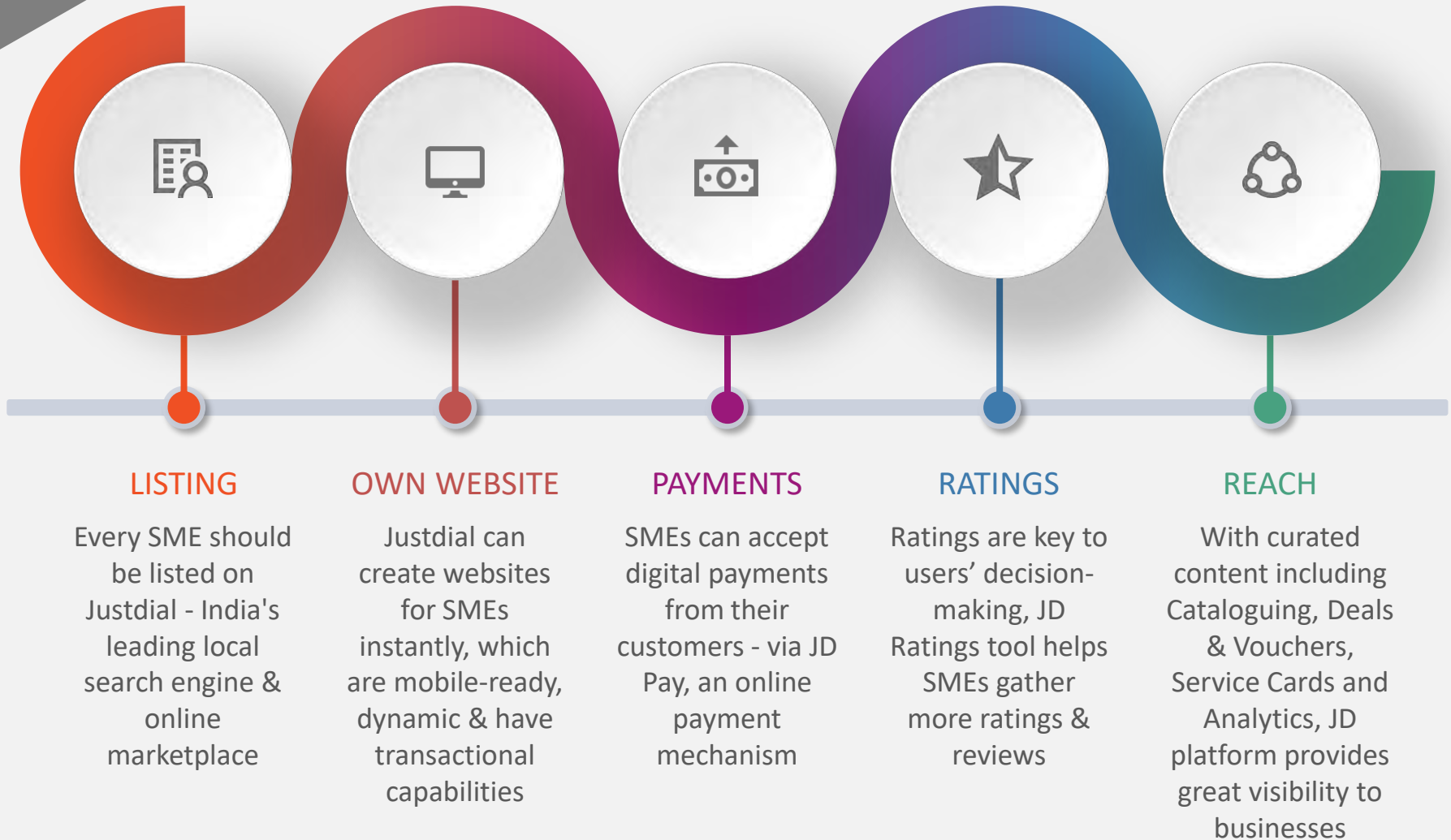
Personalized Greeting

Multiple queries in one call

Instant WhatsApp, SMS & Email



VALUE PROPOSITION FOR SMEs



USER ENGAGEMENT



155.7 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 app interface for writing a review for 'Mainland China' in Andheri West. The interface includes a 5-point star rating system with 5 stars selected, labeled 'Excellent' with a smiley face emoji. Below the rating, there are icons for 'Dine in' (selected) and 'Delivery'. The 'What did you love?' section features a search icon and several tags: 'Trained staff', 'Easy booking', 'Authentic cuisine', 'Tasty food', and a '+2' indicator. The 'Tell us about your experience' section has a 'Tips' icon and a prompt to 'Please say a little something about the food, ambience, service and price'. At the bottom, there is a 'Let AI write' button, a microphone icon, an 'Upload Photos' section with a camera icon, and a prominent blue 'Submit Review' button.

Mainland China
Andheri West

★★★★★ Excellent 😊

Dine in Delivery

What did you love?

Trained staff Easy booking
Authentic cuisine Tasty food +2

Tell us about your experience Tips

Please say a little something about the food, ambience, service and price

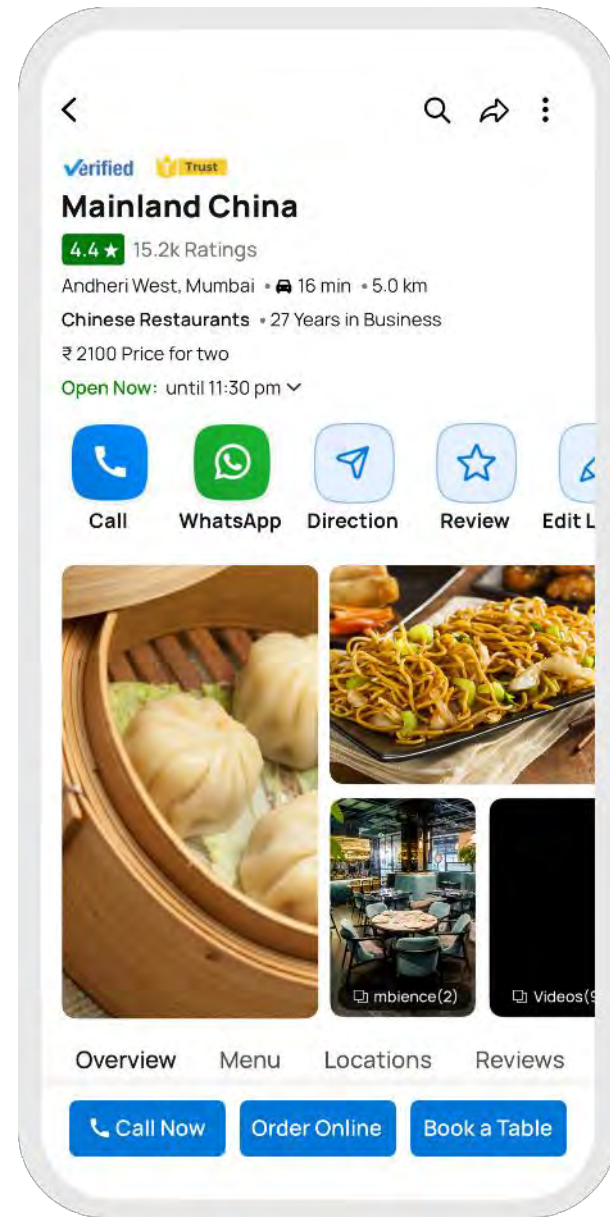
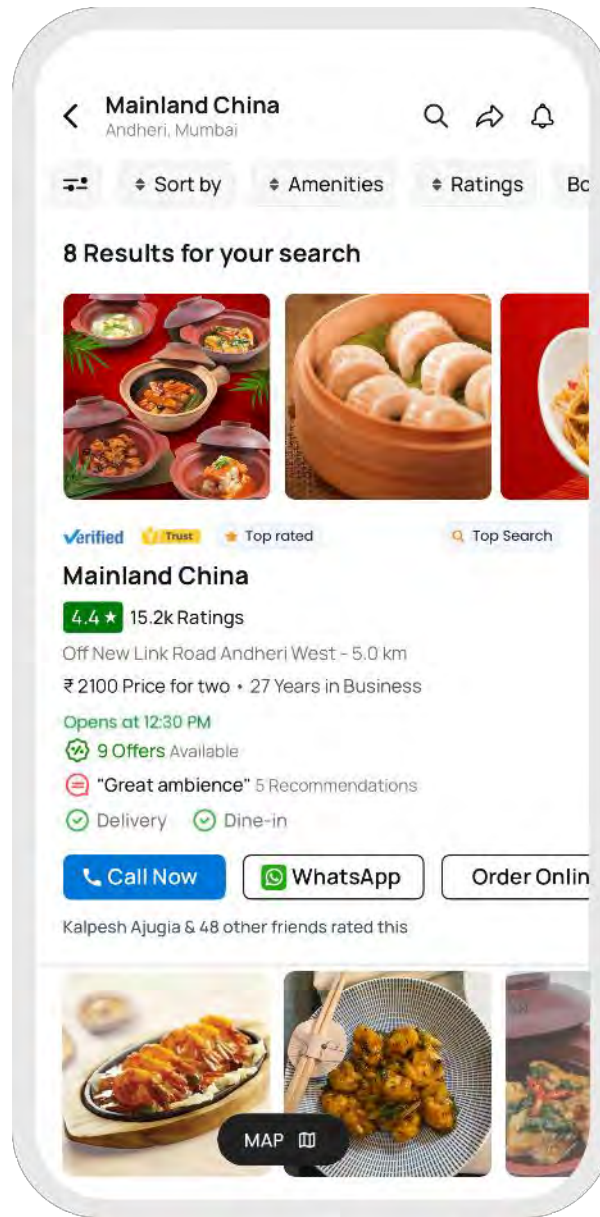
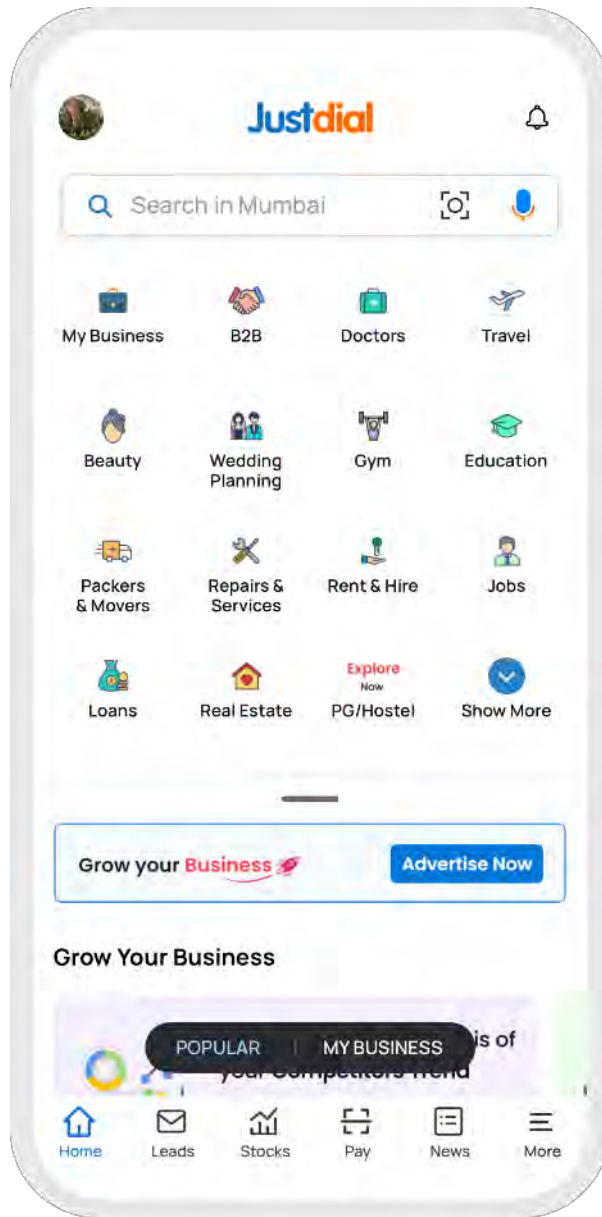
Let AI write

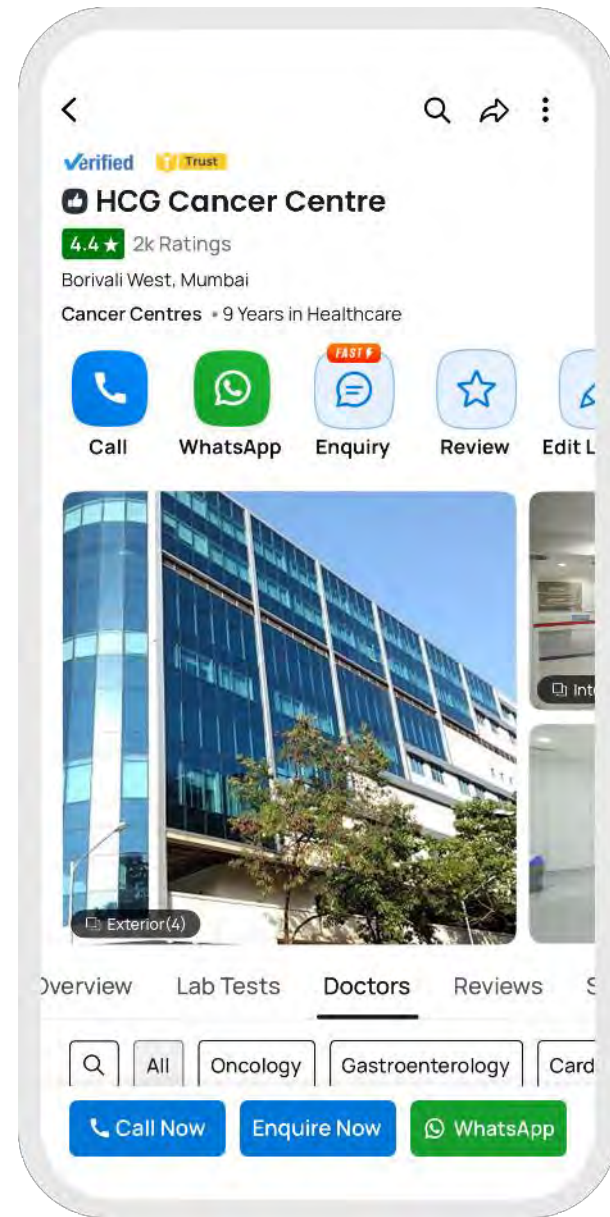
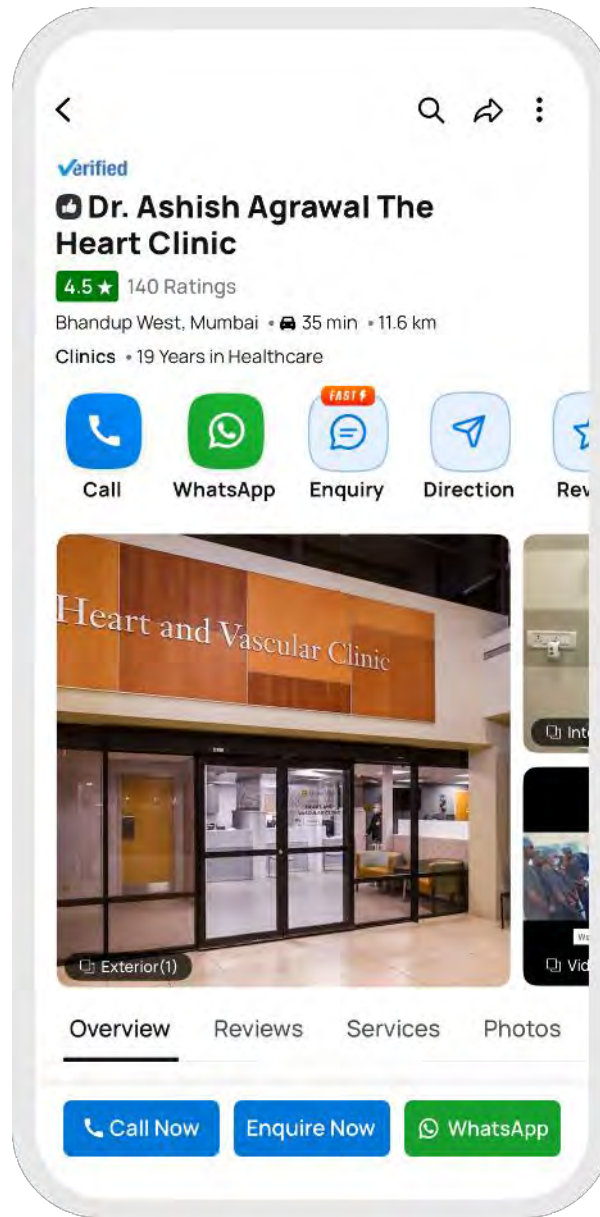
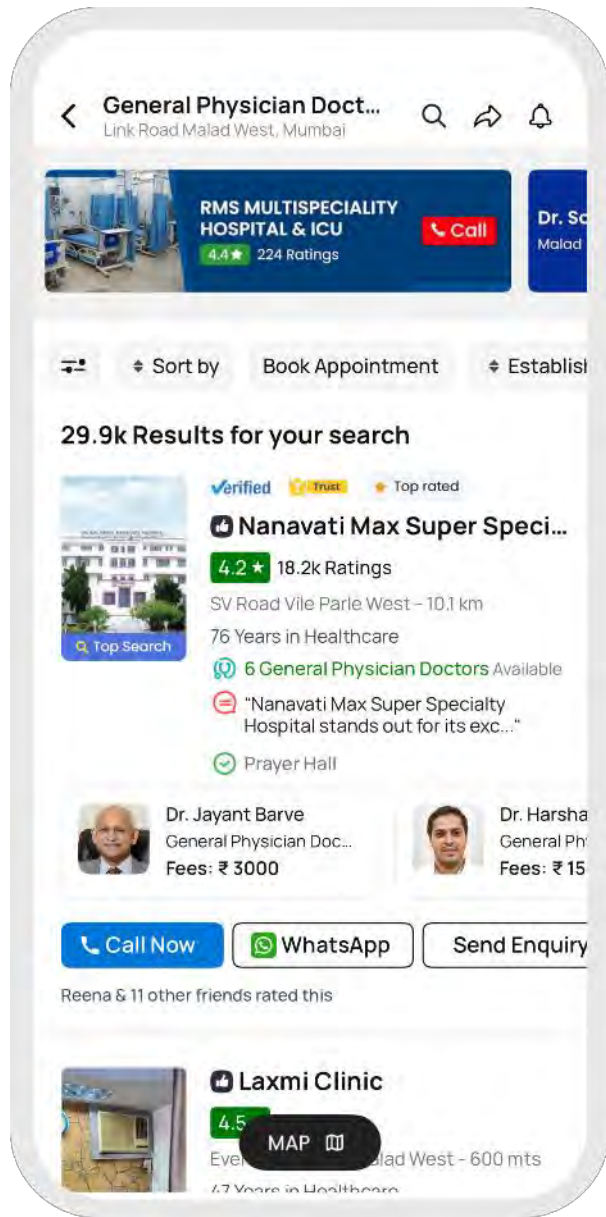
Upload Photos

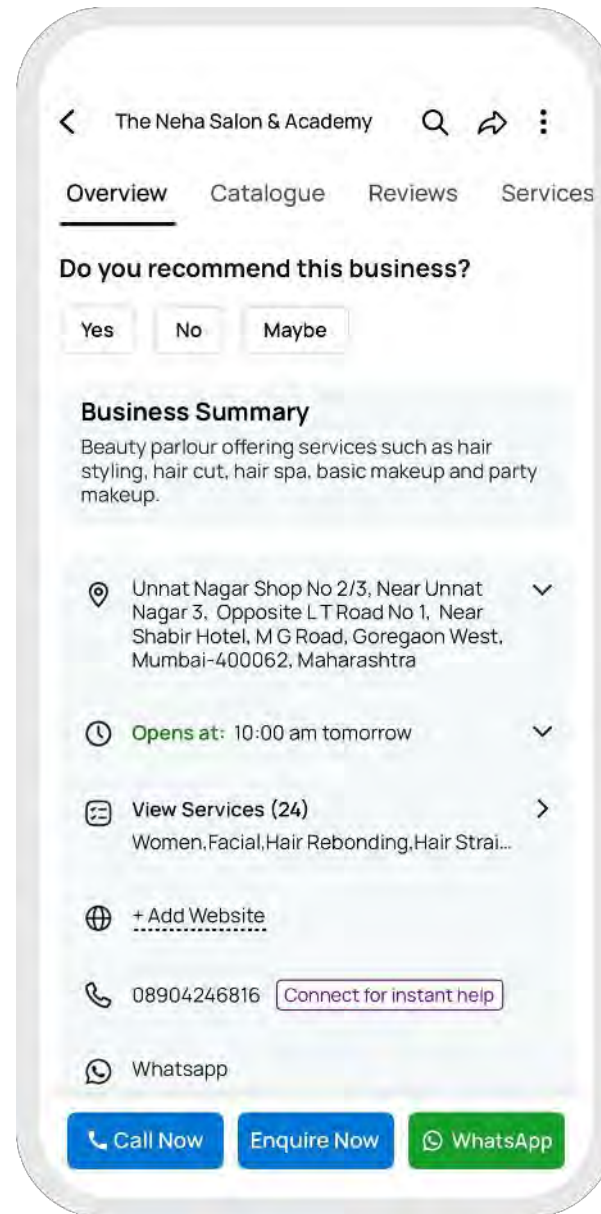
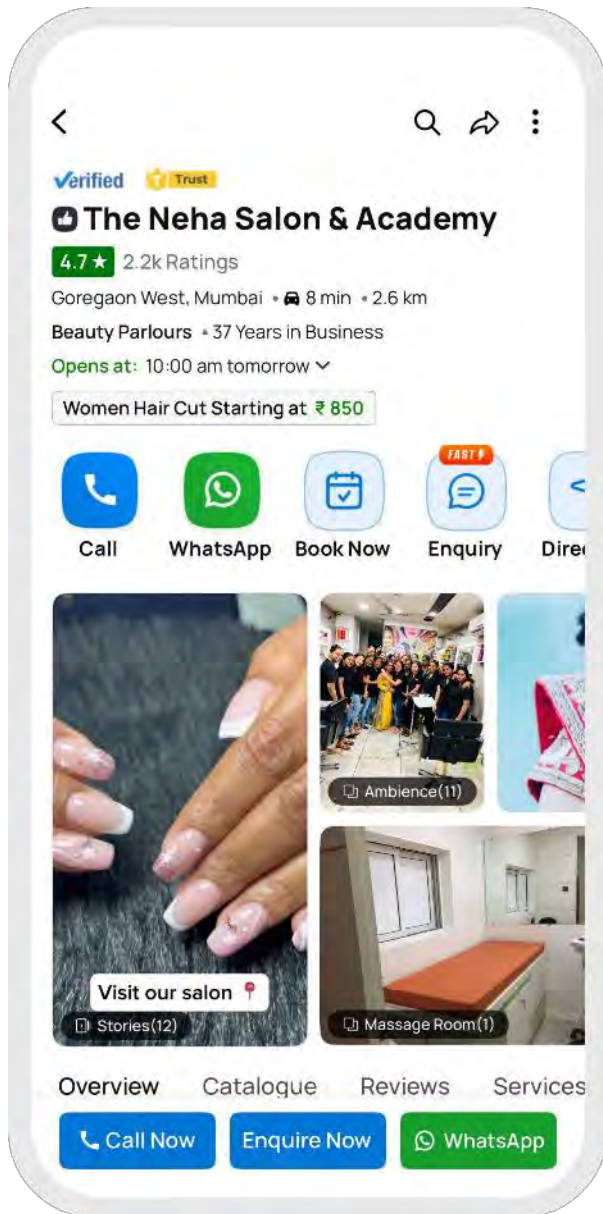
Submit Review



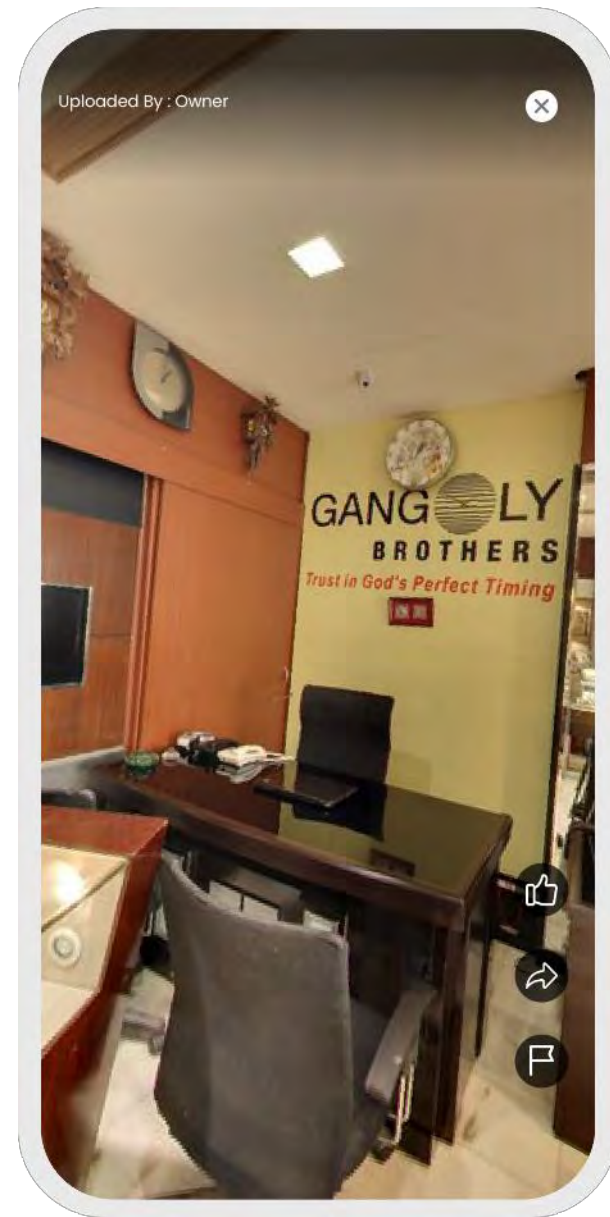
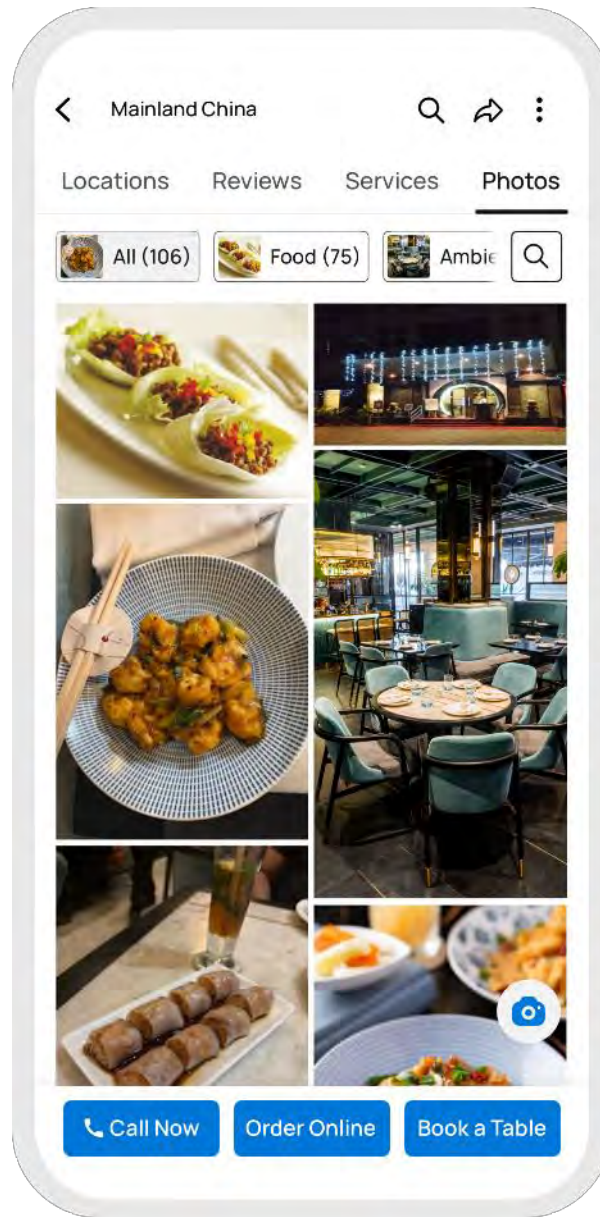
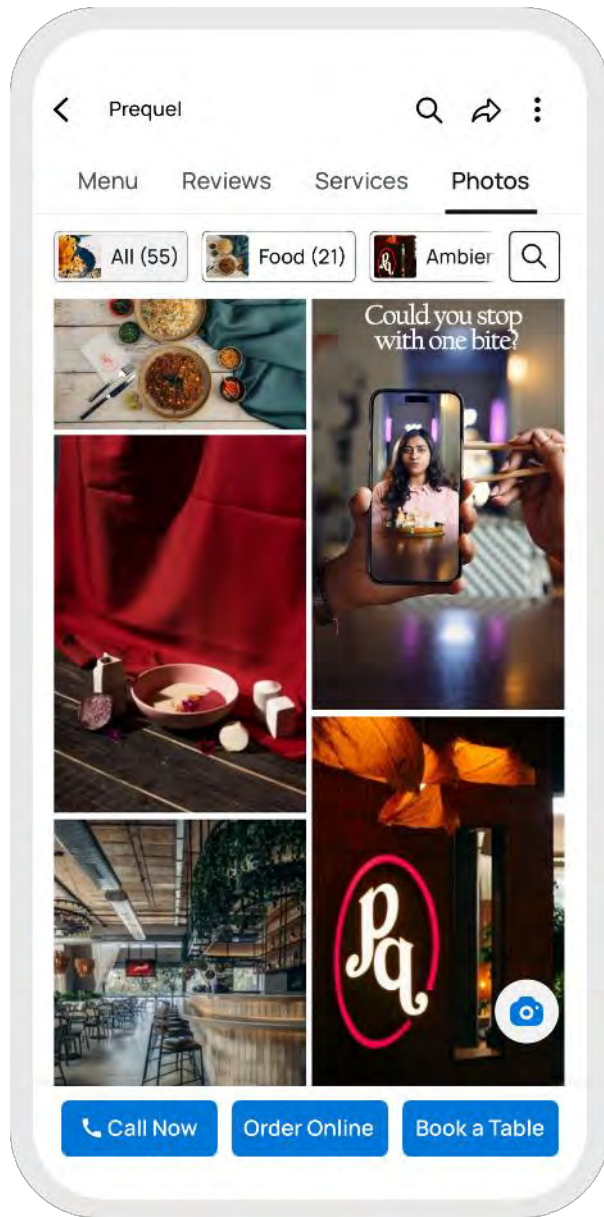
PRODUCT OVERVIEW



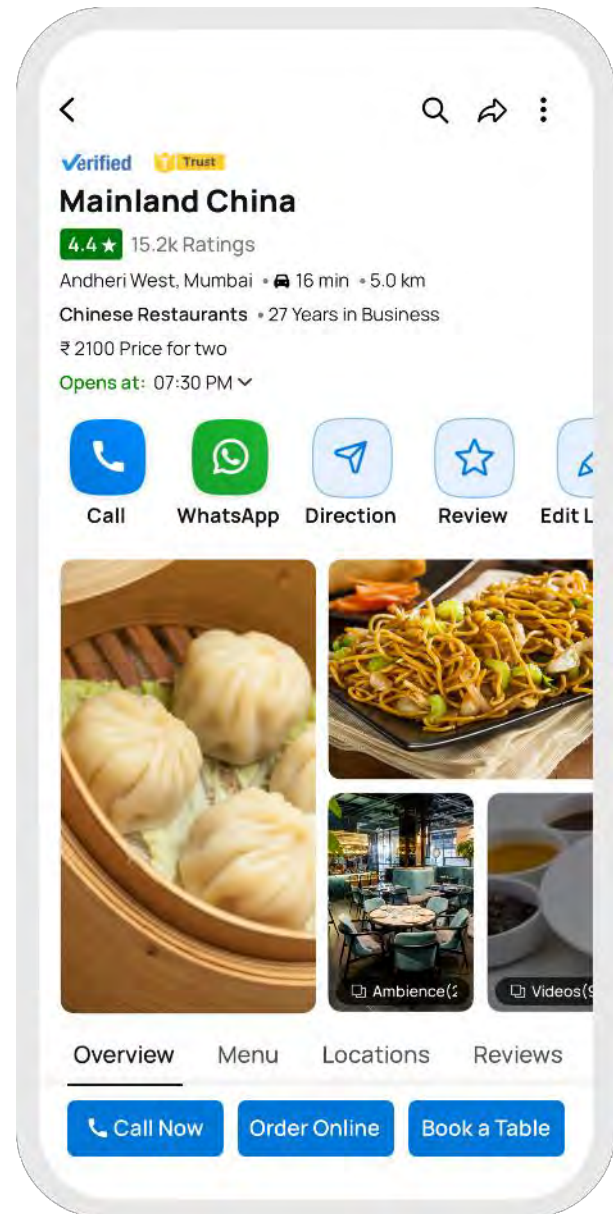
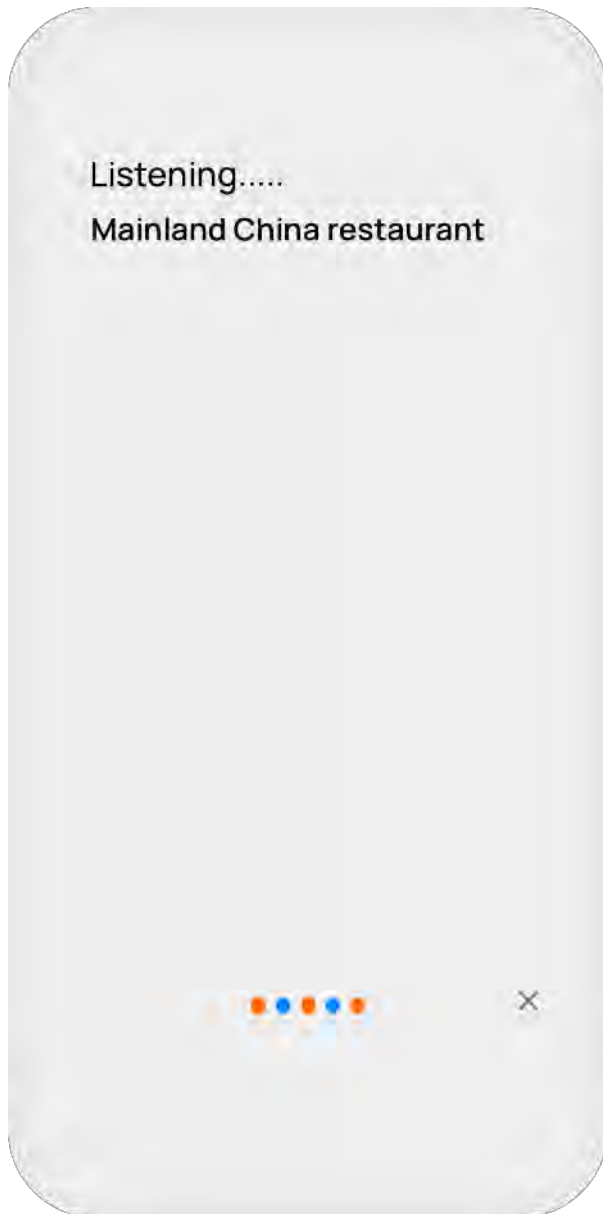




JD Mobile



Voice Search



Search across '5.9 Crore+' Products & Services

Ranchi

Search for Packers and Movers



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

Poco Loco Tapas Bar Khar West

EN

Advertise

Free Listing

Mumbai > Restaurants in Mumbai > Restaurants in Khar West > Poco Loco Tapas & Bar

Poco Loco Tapas & Bar

4.2

6,691 Rating

Verified

Claimed

Khar West, Mumbai

Open until 1:00 am

7 Years in Business

Price for two ₹ 1900

Show Number

Order Online

WhatsApp

Click to Rate

Overview

Menu

Quick Info

Services

Photos

Explore

Reviews

Menu

View all

Lamb Burrito Bowl

₹ 660

Double Chocolate Cake [mini]

₹ 450

Tomato Salsa [120 ml]

₹ 75

JOIN

PERIODIC

PERIODIC

PERIODIC

JOIN

PERIODIC

PERIODIC

PERIODIC

Quick Information

Business summary

Restaurant and bar offering a unique menu inspired by the periodic table.

Contact

Show Number

Address

Plot 99, Navish House, Building B7, S.V Road, Khar, Khar West, Mumbai-400052, Maharashtra

Get Directions

Copy

Open until 1:00 am

Suggest New Timings

Send Enquiry by Email

Get info via SMS/Email

Share

JD Website

JW Marriott Hotel in Juhu, Mumbai - Gallery

Show Number

Best Deal

Add Photos



All (69)

Room (11)

Video (2)

Exterior (10)

Interior (5)

Swimming Pool (6)

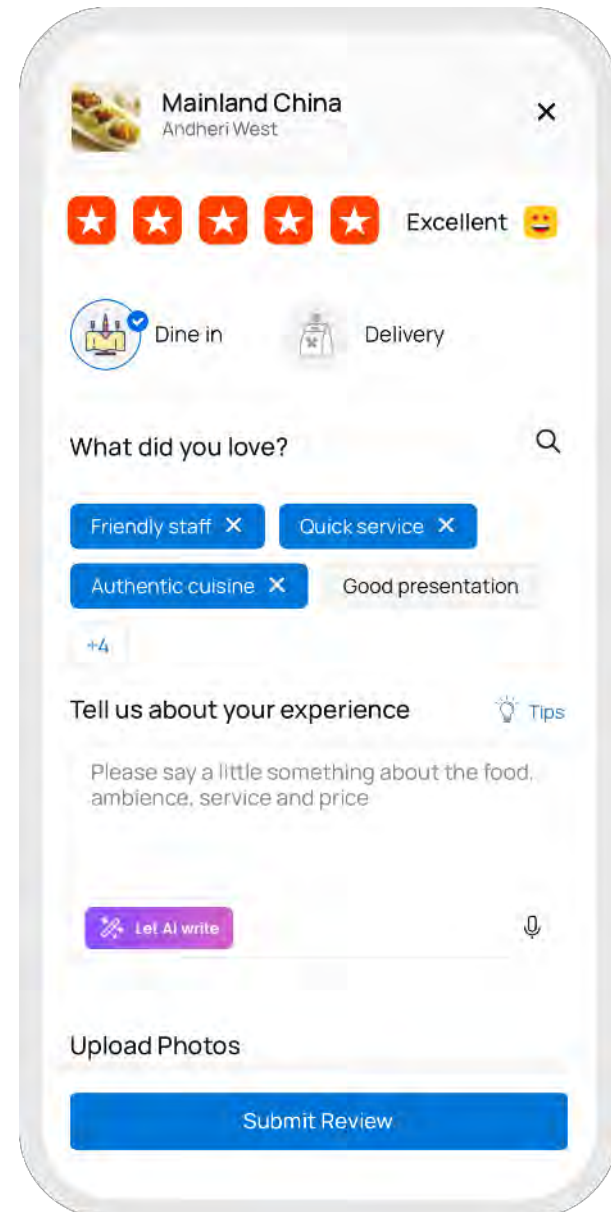
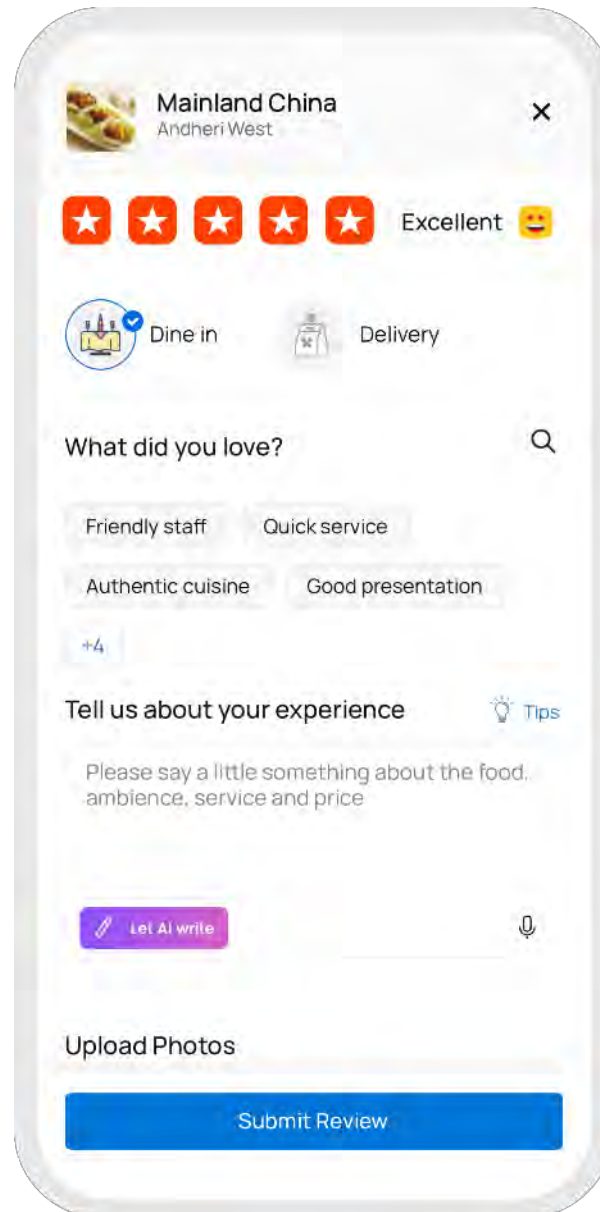
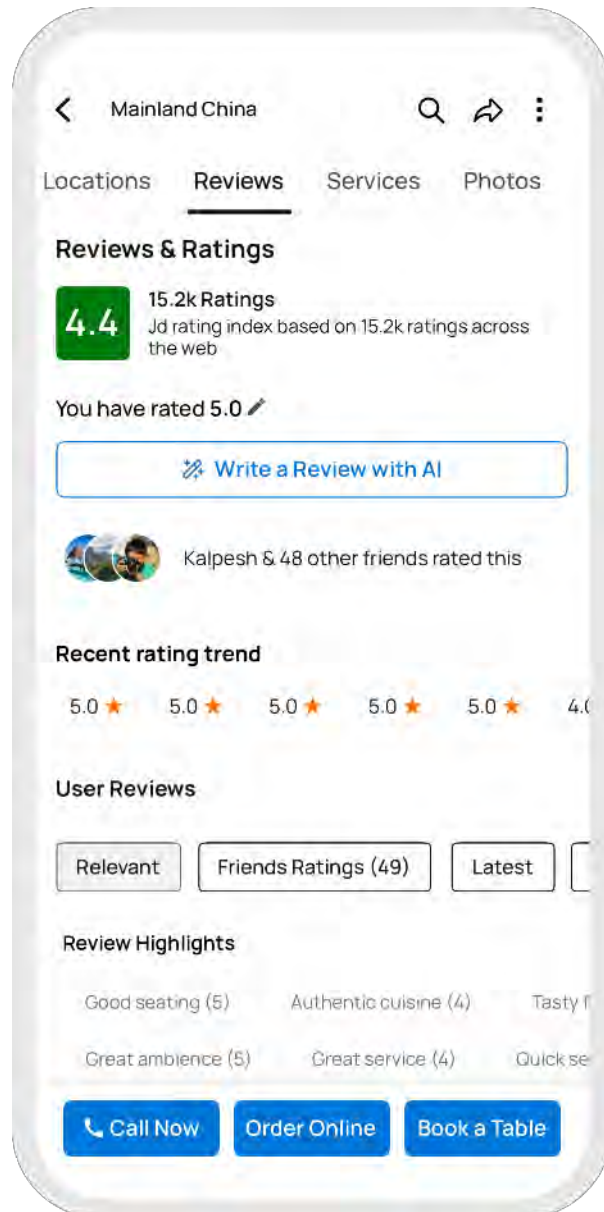
Dining (2)

View 360° (14)

Search photos



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 **47,765 Rating**

Jd rating index based on 47765 ratings across the web

Start your Review



KRUNAL rated 4/5 & 2 other friends rated this

Recent rating trend

5.0 ★ 5.0 ★ 5.0 ★ 5.0 ★ 5.0 ★ 3.0 ★ 3.0 ★ 5.0 ★ 5.0 ★

Reviews with Images



< Leopold Cafe & Bar

Overview Menu Reviews Services


Reviews & Ratings

4.3 47.7k Ratings

Jd rating index based on 47765 ratings across the web

Start your review





★ ★ ★ ★ ★

 Pankaj ... D & 2 other friends rated this

Recent rating trend

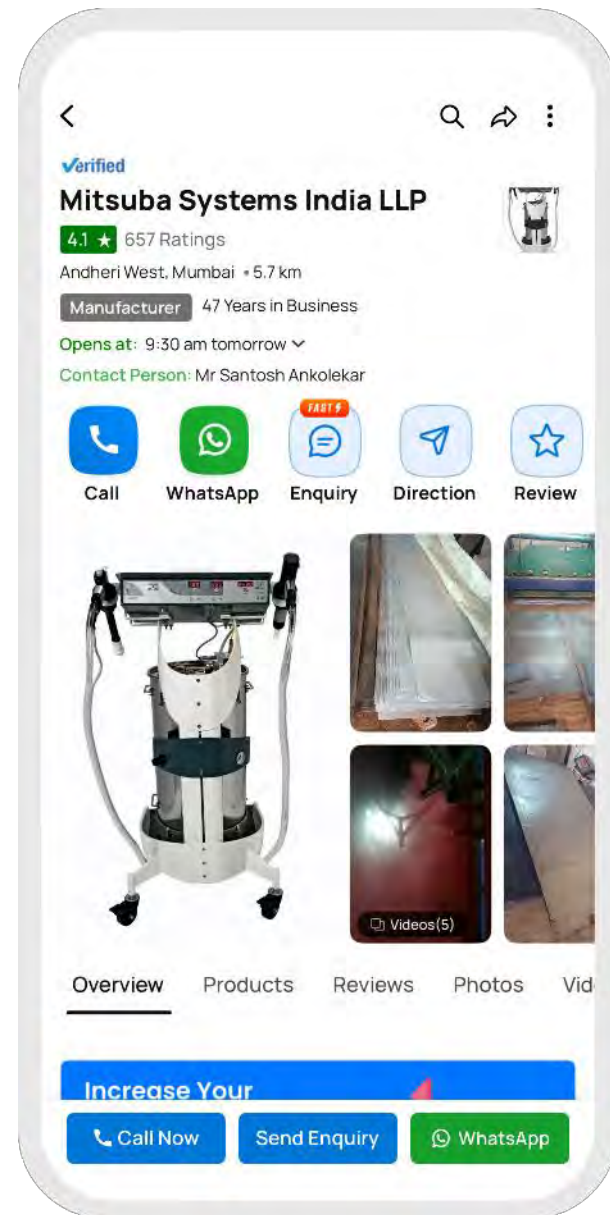
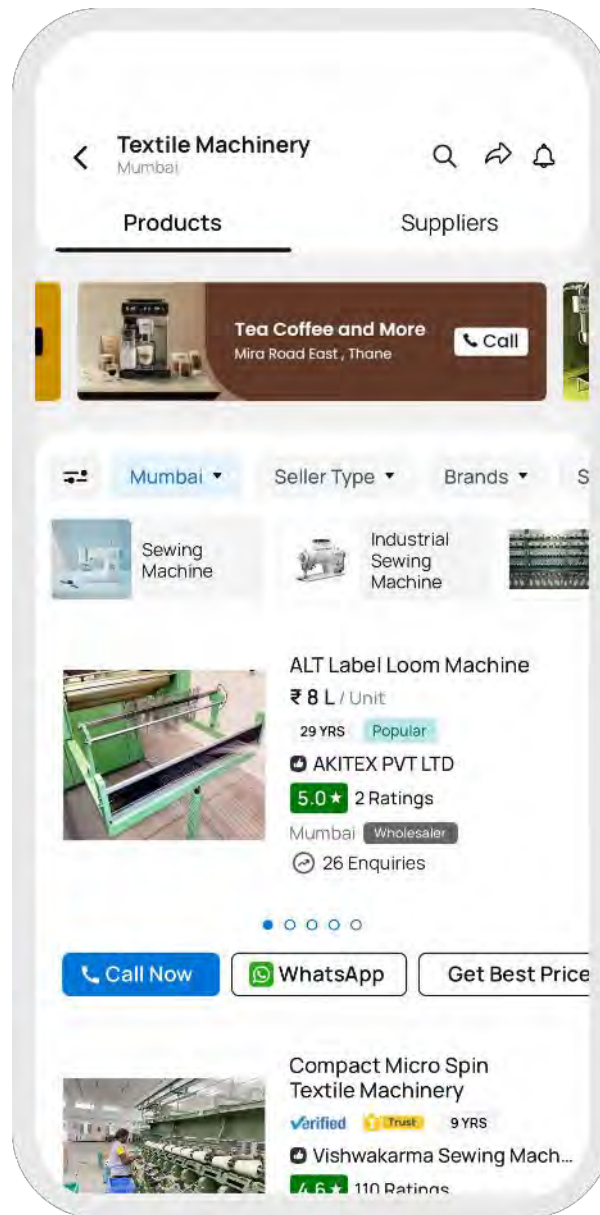
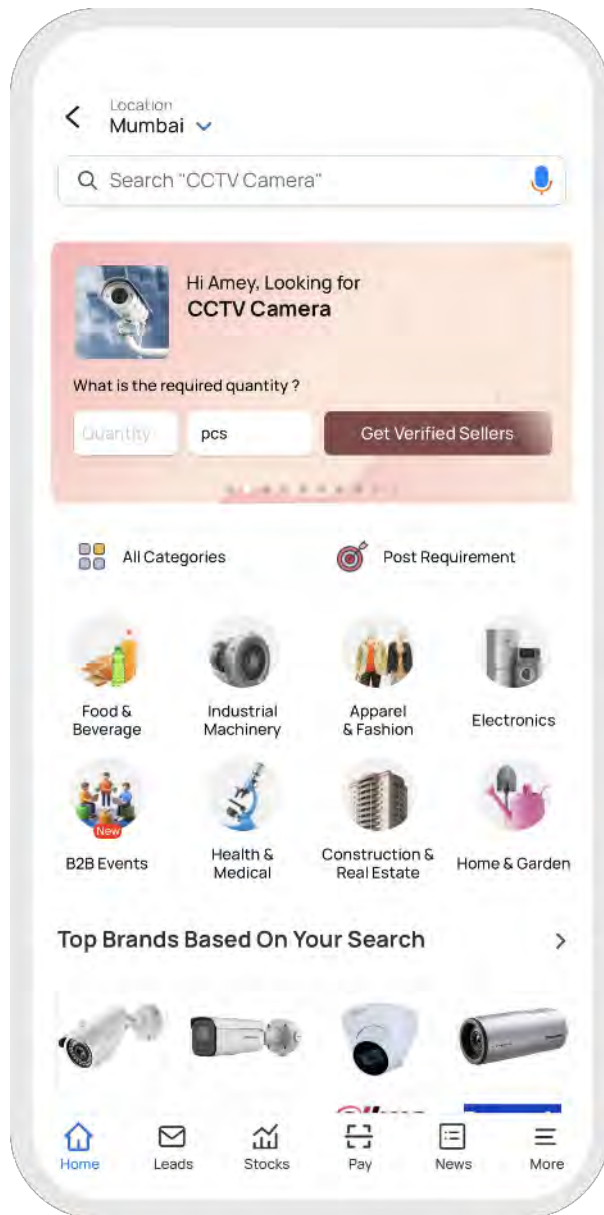
5.0 ★ 5.0 ★ 5.0 ★ 5.0 ★ 5.0 ★ 3.0 ★

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

[Call Now](#) [Order Online](#) [Book a Table](#)

JD Mart – Exclusive B2B Platform



JD Mart – Exclusive B2B Platform



Small Electrostatic Powder Coating Machine

Aastha Engineering

Mundka - Delhi more

Manufacturer

Quantity

units

[Ask for Price >](#)

Specifications

| | |
|-----------------|---|
| Functions | Powder application, Electrostatic charging |
| Size | Small |
| Air Consumption | 20-30 CFM |

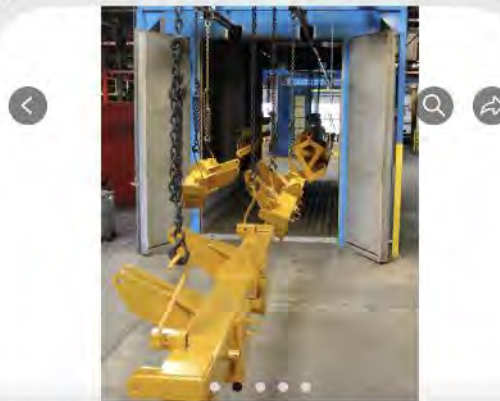
Description

Introducing our Small Electrostatic Powder Coating Machine, a reliable and efficient solution for powder application and electrostatic charging. Made with high-quality Mild Steel, this Electrostatic Powder Coating Machine is designed to deliver outstanding performance. With a frequency of 50-60 Hz and voltage of 220 Volts, it operates seamlessly in Indian settings. Its compact size a

[Call Now](#)

[Get Best Price](#)

[WhatsApp](#)



Infratech Electrostatic Powder Coating Machine

Euro Shine Powder Coating Machine

Maujpur - Delhi more

Manufacturer

₹ 25,000 - ₹ 1.50 L / Pc

Quantity

Pc

[Get Quote >](#)

Specifications

| | |
|-------------------|--------------------------------------|
| Automation Grade | Automatic |
| Coating Material | Hybrid |
| Heating Mode | Gas-fired |
| Output Current | 100 Amp |
| Temperature Range | 250 C |
| Type | Electrostatic Powder Coating Machine |
| Availability | In Stock |

[Call Now](#)

[Get Best Price](#)

[WhatsApp](#)

< Chilli Powder Machine [Search](#) [Share](#)

Seller Brochure

[Share](#)



More from this seller



Cold Press Oil
Extraction Machine

₹ 1.20 L / Unit

[Get Best Price](#)



Wooden Chekku
Cold Press Oil Ext...

₹ 2.35 L / Pc

[Get Best Price](#)



manual vegetable
cutting machine

₹ 2.7 K / Pc

[Get Best Price](#)



Red Chilli Grinding
Machine

₹ 66 K - ₹ 4.27 L...



15 kg per hour
Pulverizer Atta Ch...

₹ 18.7 K / Unit

[Get Best Price](#)



Vegetable
Chopping Machine

₹ 8.5 K / Unit

[Get Best Price](#)

Call Seller now to get more details instantly!


[X](#)

[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

Justdial

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

B2B Events

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



CP PLUS

Ask More Photos

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

₹ 8,000 – ₹ 25,000 / Pc
(MOQ : 5 Pc)

Quantity

Pc

Buy a Sample

Specification


| | |
|--------------|--------------|
| Material | Plastic |
| Color | White |
| Connectivity | WiFi Enabled |
| Mount Type | Wall Mount |
| Type | Dome Camera |
| Availability | In Stock |

Description

1) Seamless Surveillance Solution The CP PLUS Wireless CCTV Dome Camera offers a reliable and efficient way to monitor spaces with its advanced 2 MP resolution. Designed to deliver clear and sharp images, this camera ensures that every detail is captured, providing peace of mind for businesses looking to enhance their security measures. 2) Versatile Installation Options This dome camera features a wall mount design, making it easy to install in various settings, from retail stores to office...

View Details

Seller Information



Santech Digital Solutions

IND | Mumbai

Dealer

4.7 ★

21 Ratings

6 Years In Business

132 enquiries

08792491214

Get Best Price

WhatsApp

Connect with





19.3 Crore+ Buyers

on Justdial

List your business for

FREE

Customers Also Viewed



JD Mart – Exclusive B2B Platform

Justdial

Andheri West, Mumbai

Mitsuba Systems India LLP Factory Outlet An...

FN

Leads

Advertise

BUSINESS

Free Listing

Login / Sign Up

Mumbai > Powder Coating Equipment Manufacturers in Mumbai > Powder Coating Equipment Manufacturers in Andheri West > Mitsuba Systems India LLP (Factory Outlet)

MITSUBA

SYSTEMS (INDIA) LLP

4.1 ★

650 Ratings

Verified

Manufacturer

Claimed

Andheri West, Mumbai

Opens at 9:30 am tomorrow

48 Years in Business

Good quality 16 Suggestions

Show Number

Send Enquiry

WhatsApp

Click to Rate

☆

☆

☆

☆

☆

Overview

Products

Catalogue


Business Details

Photos


Reviews

Popular Products


View all




Booth With Rotary Cyclone Recovery - Cat Series
₹ 8 K - ₹ 3.2 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



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




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


Company Catalogue

Share


Mitsuba Systems India LLP (Factory Outlet)




Stainless Steel Powder 10003



Other Products



Other Products



Contact

Show Number

Whatsapp

Address

34/H,, Laxmi Industrial Estate,
Opposite Shabri Hotel, New Link
Road, Andheri West-400053

Get Directions

Copy

Opens at 9:30 am tomorrow

Suggest New Timings

Send Enquiry by Email

Get info via SMS/Email

Share

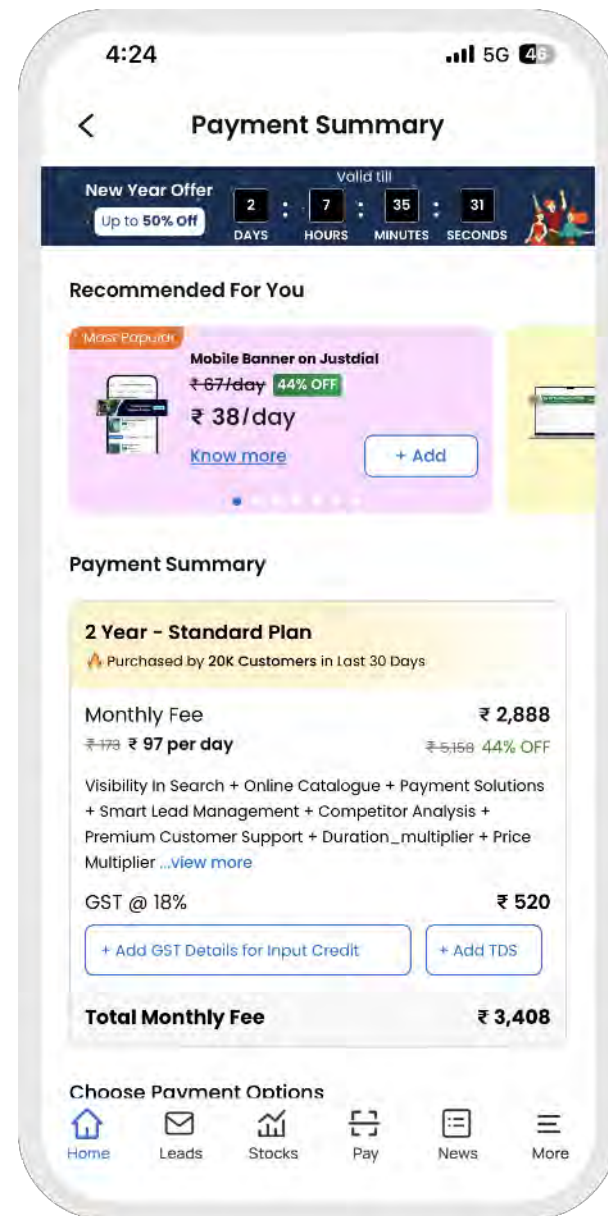
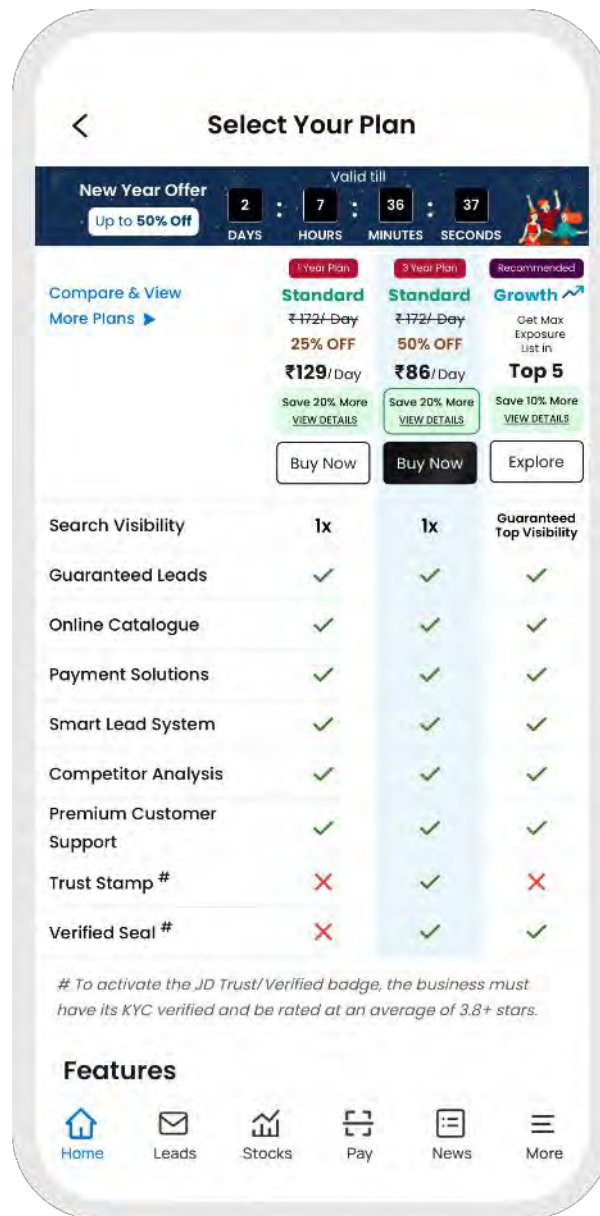
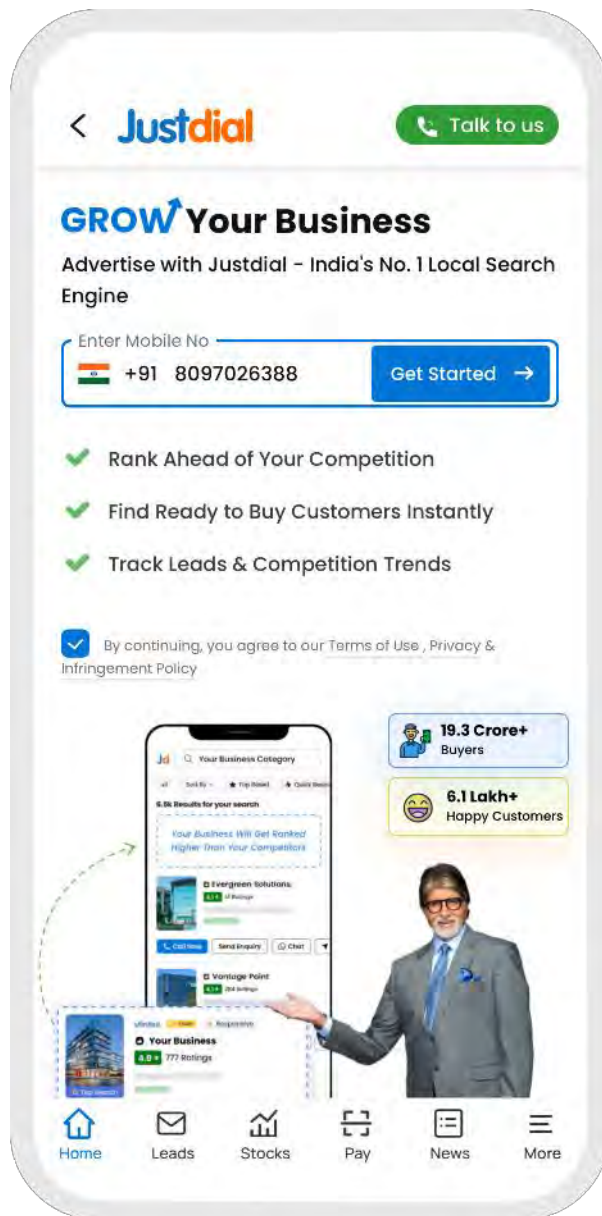
Tap to rate

Edit this Listing

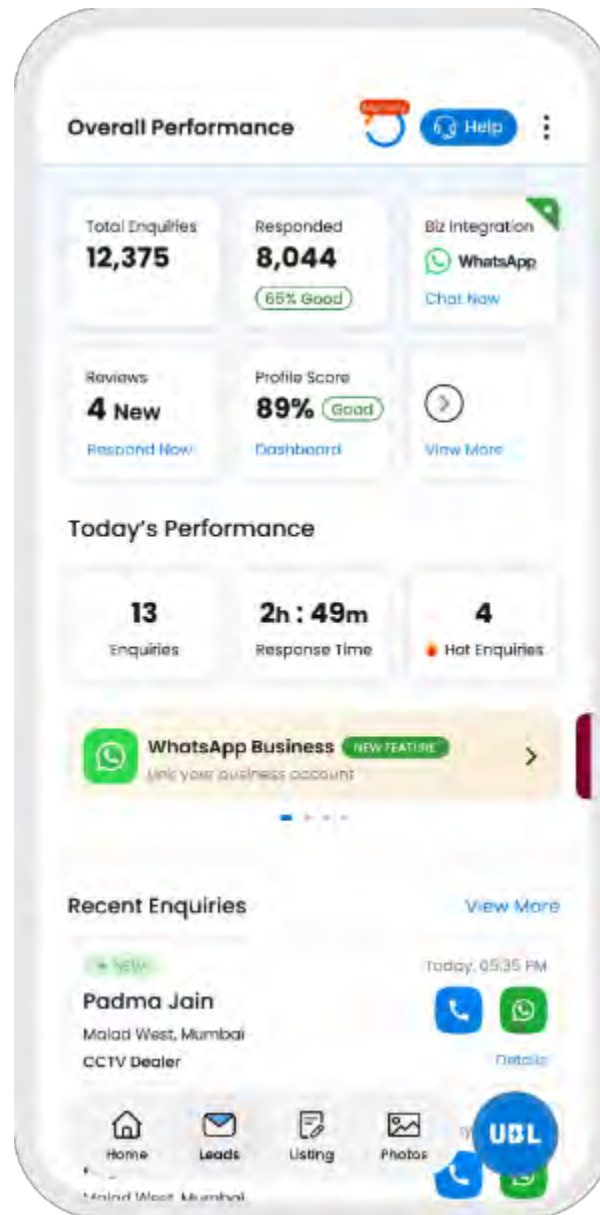
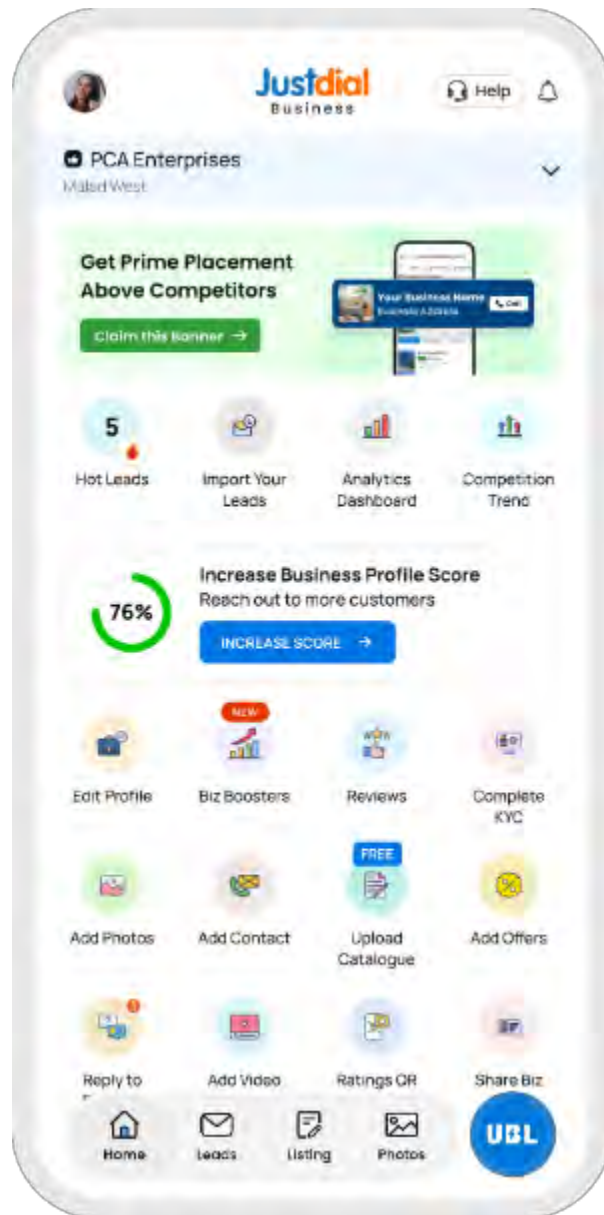
Visit our Website

Follow us

Self-Sign-up for SMEs to start paid campaign

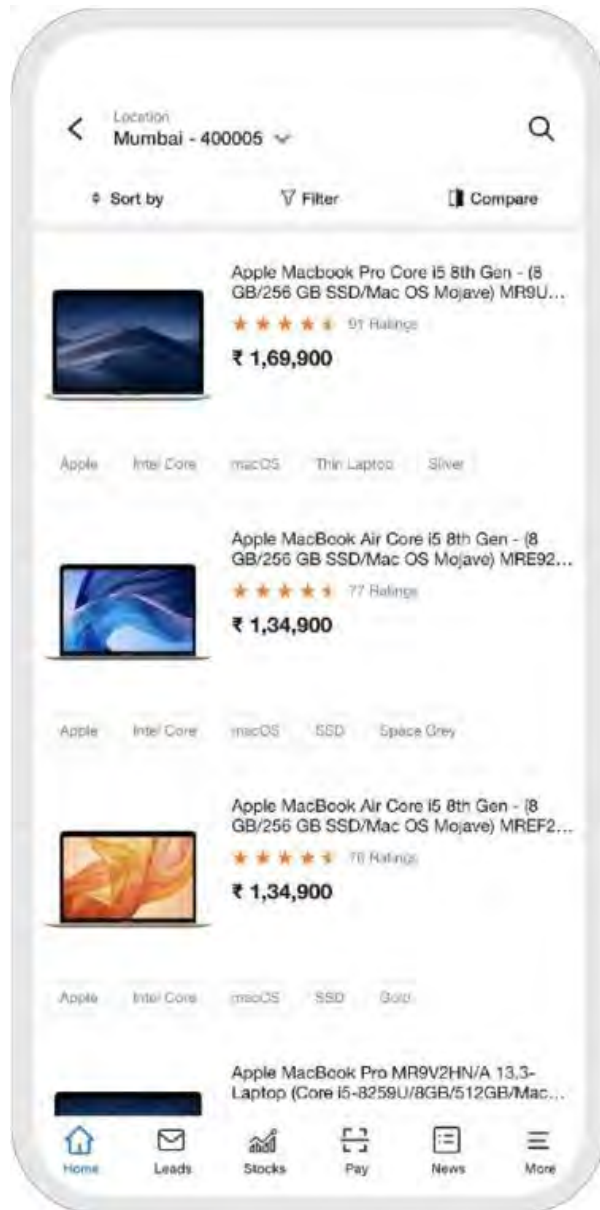


JD Business – Dashboard for SMEs to manage campaigns

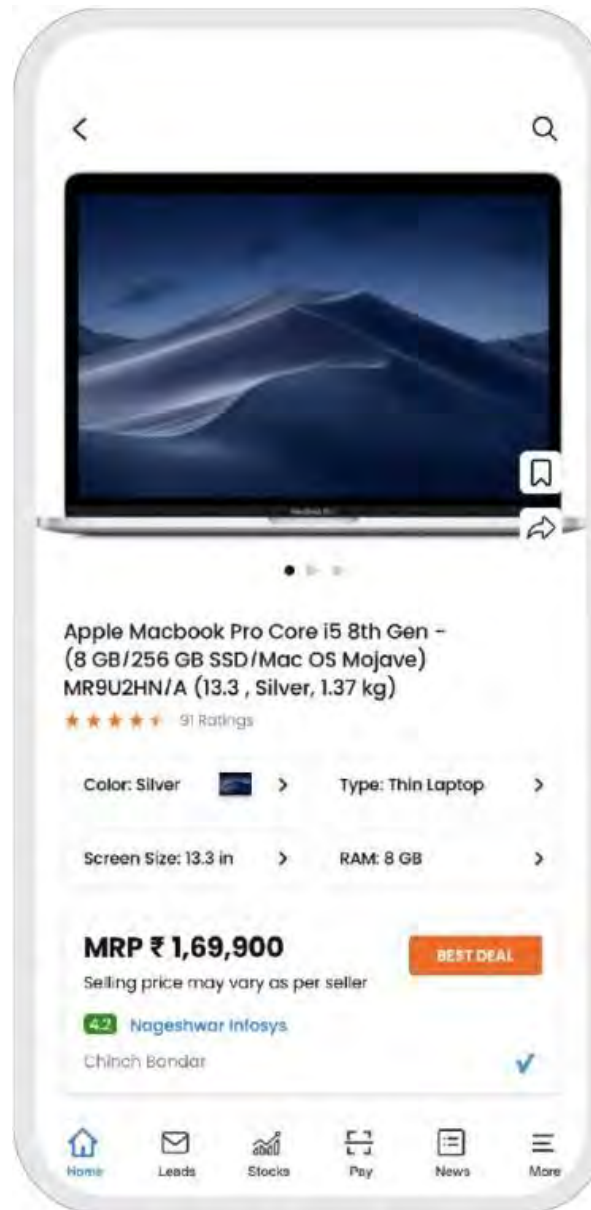


Beyond Search

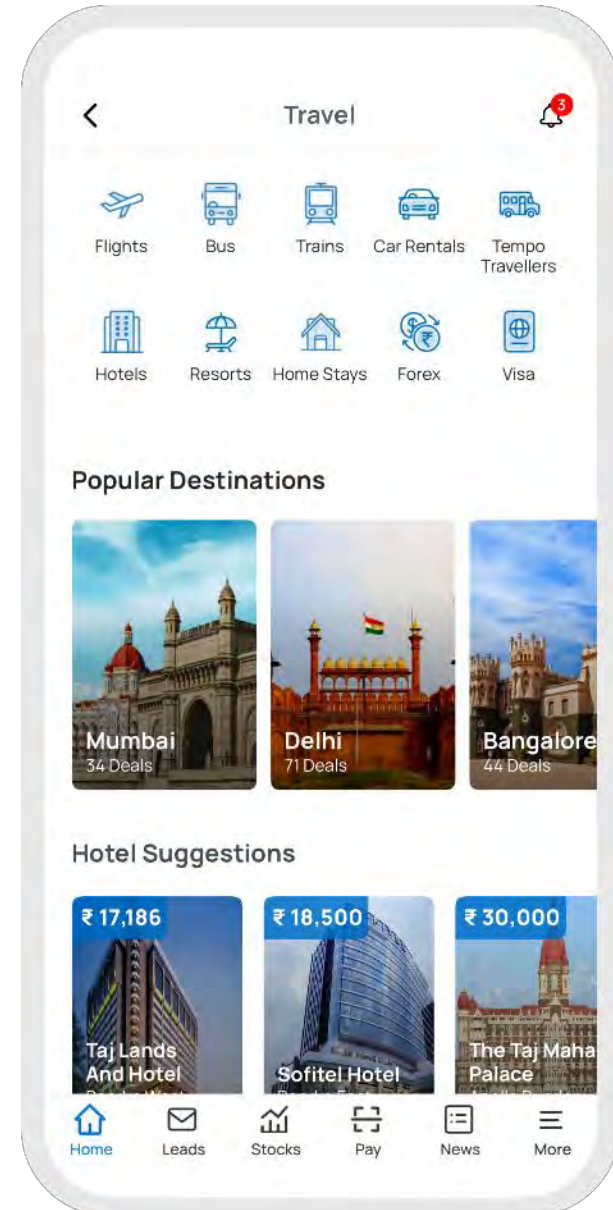
JD Shopping



Get quotes on Products

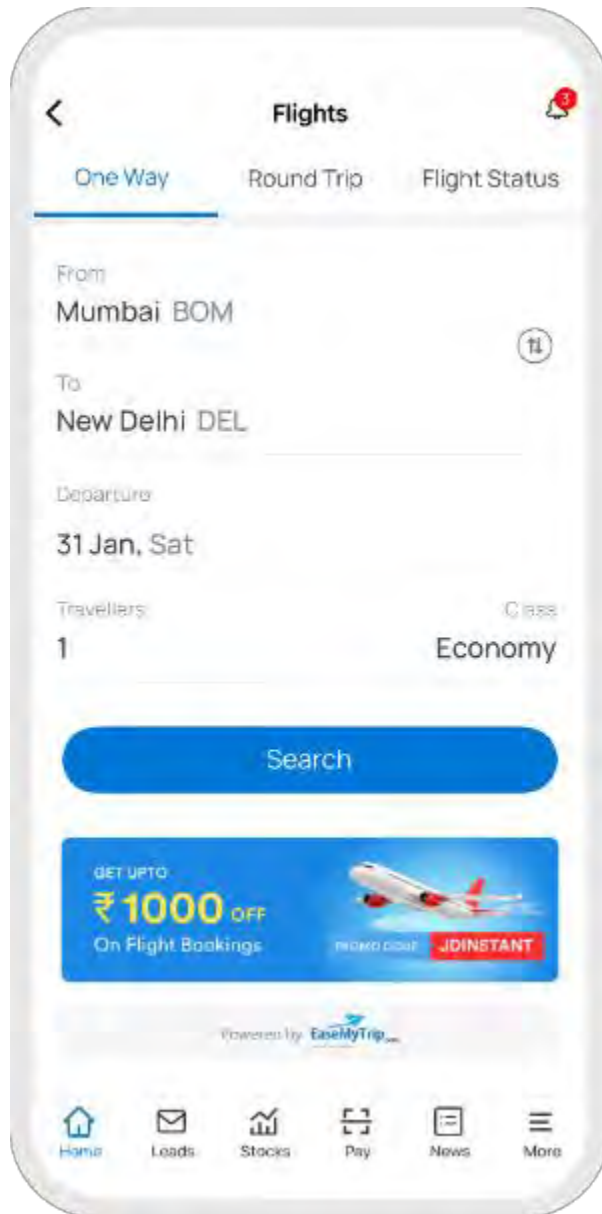


Travel

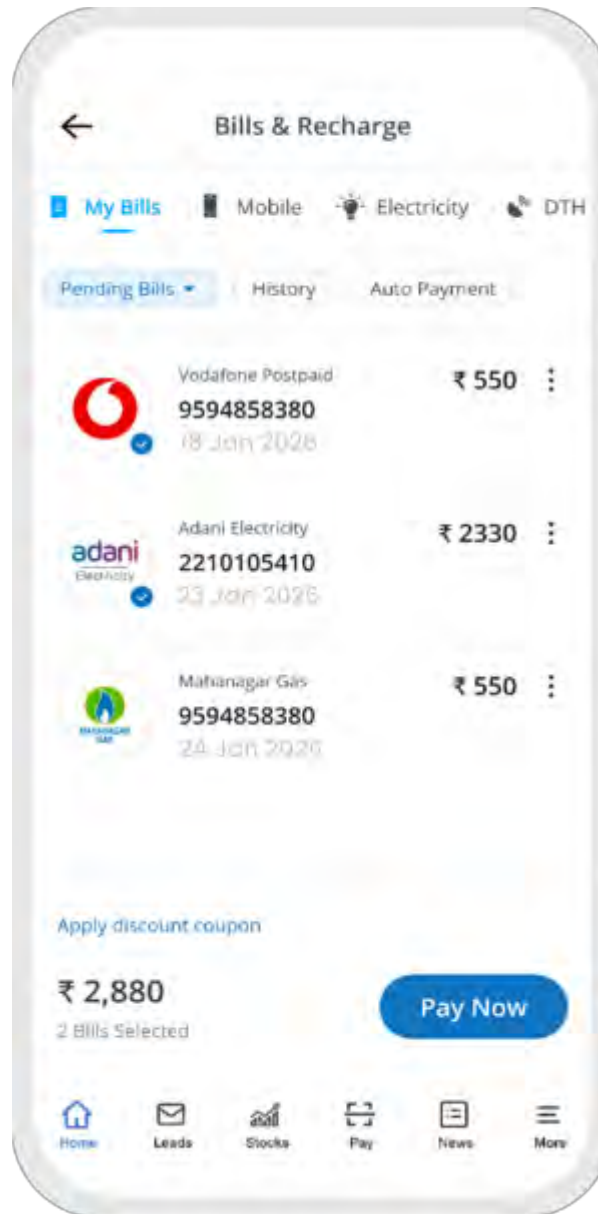


Beyond Search

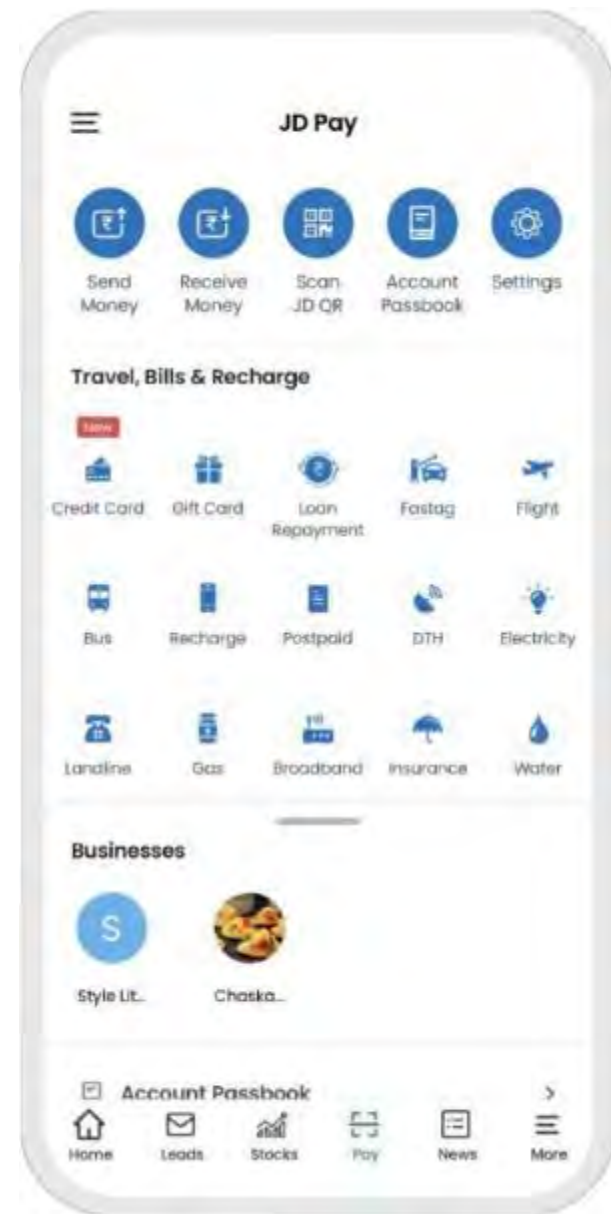
Flights



Bills & Recharge

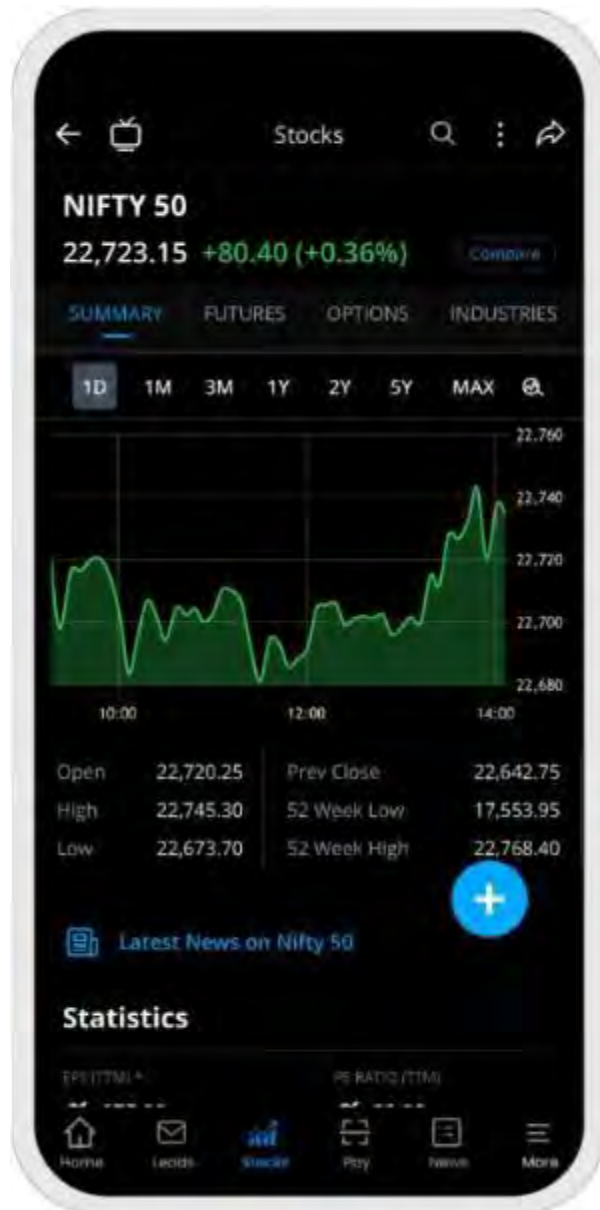


Jd Pay



Beyond Search

Stocks



Logistics

The screenshot displays the Logistics section of a mobile app. It features a header with 'LOGISTICS' and 'ORDERS', a map showing the pickup and delivery locations, and a form to enter pin codes.

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 a mobile app. It features a header with 'JdMart Logistics' and a form to select a preferred logistic partner.

JdMart Logistics

Choose Your Preferred Logistic Partner

EXPRESS ₹ 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

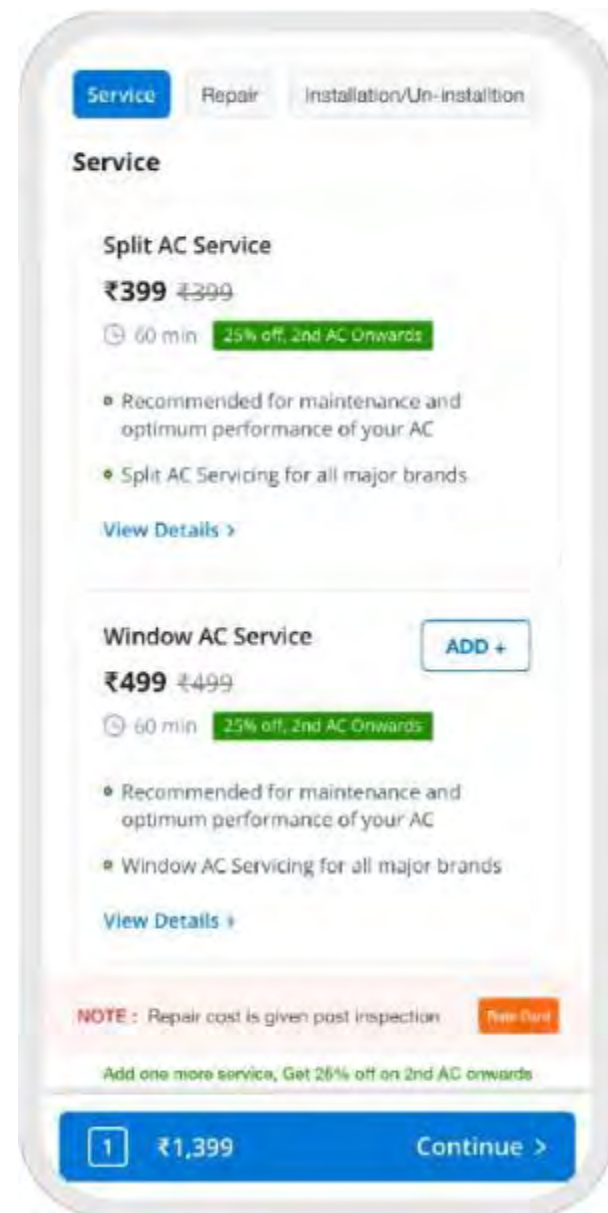
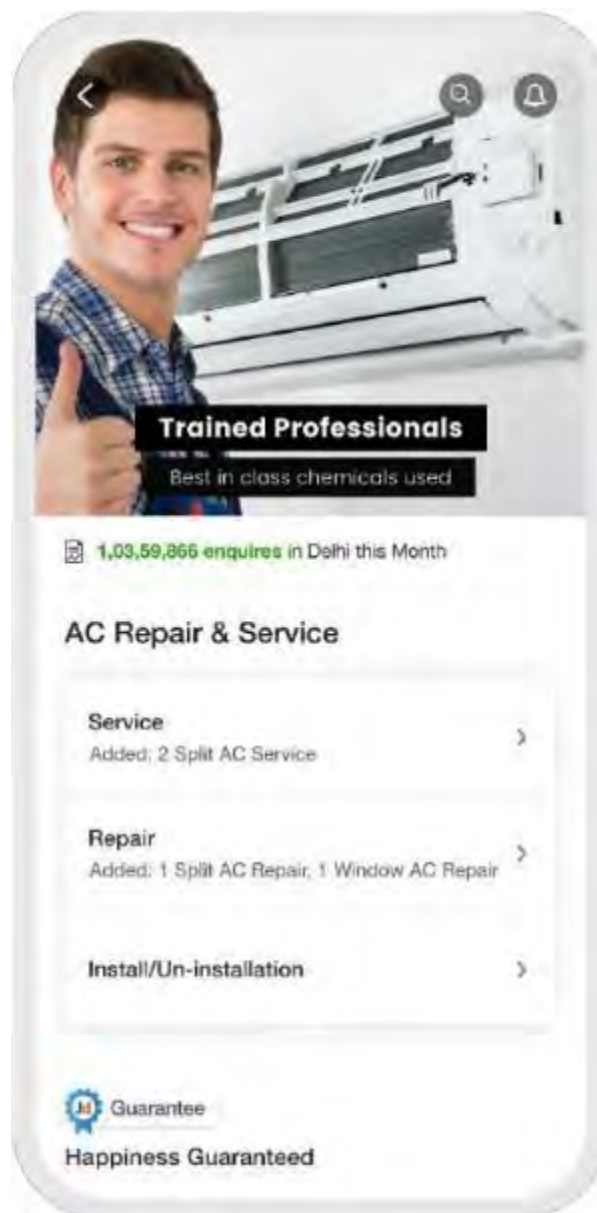
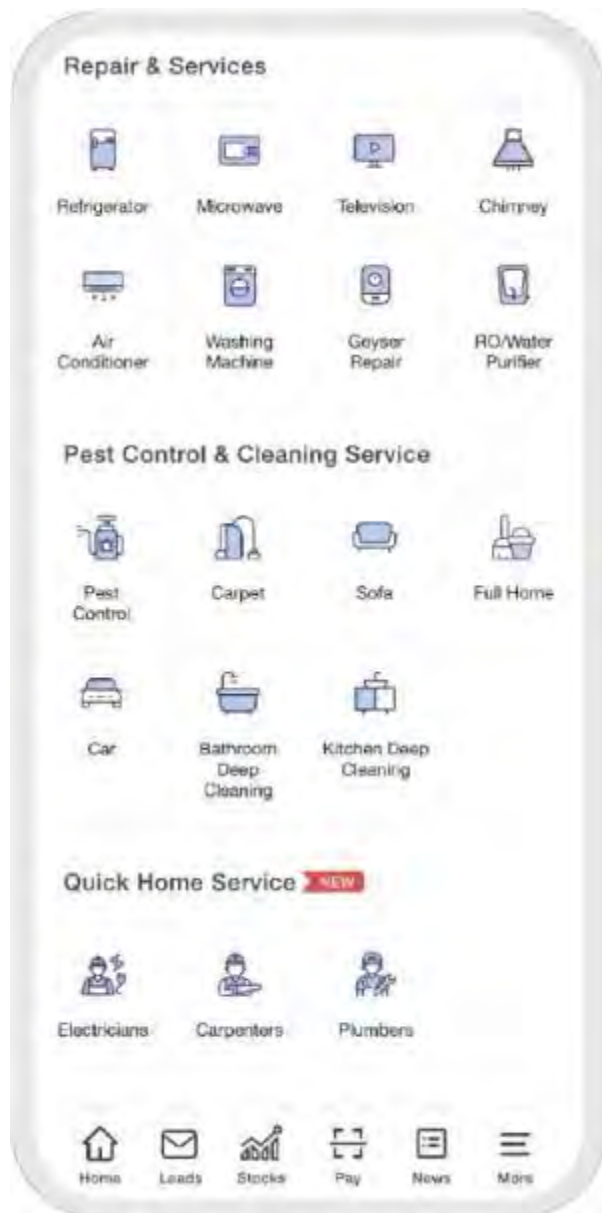
DELHIVERY ₹ 3138 - ₹ 8108

shadowfax ₹ 5518

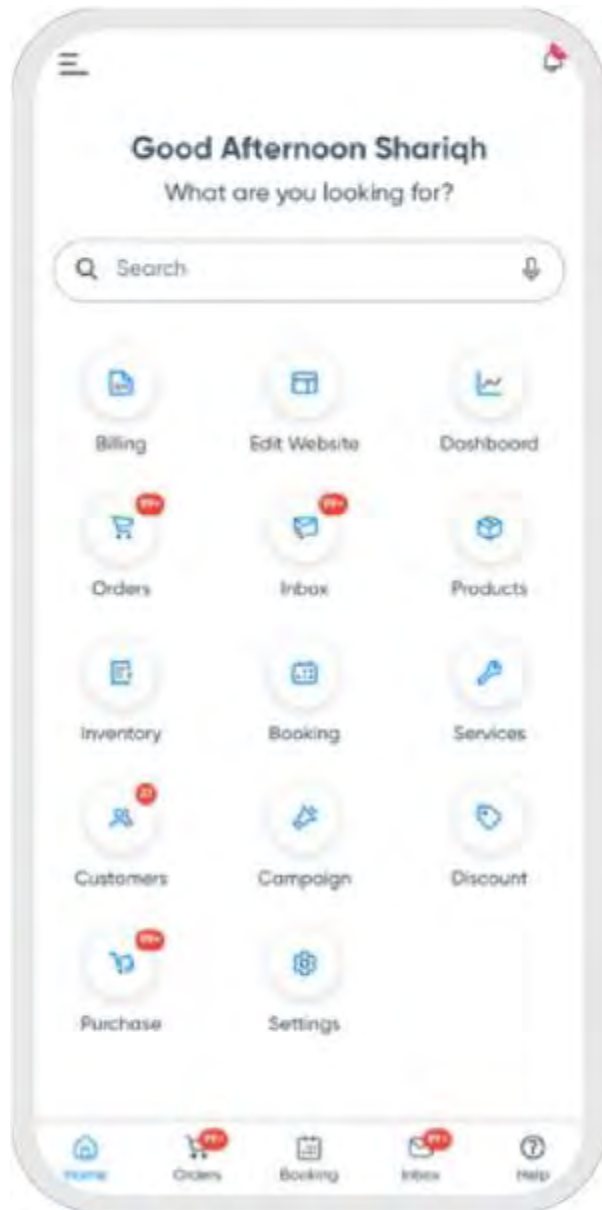
BLUE DART ₹ 7398 - ₹ 8392

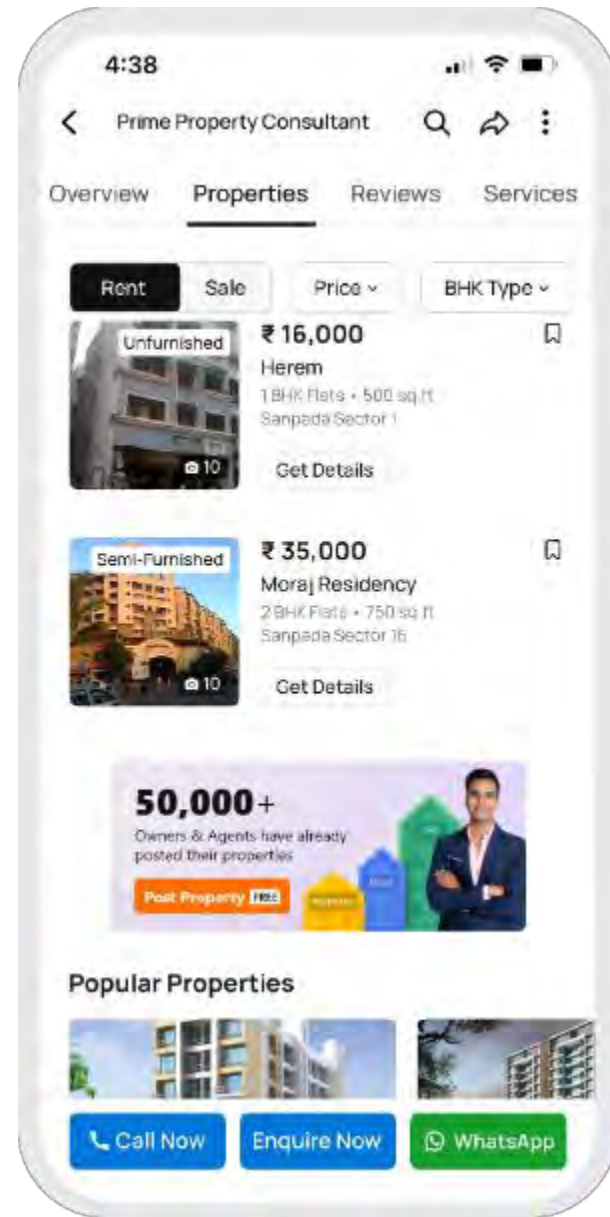
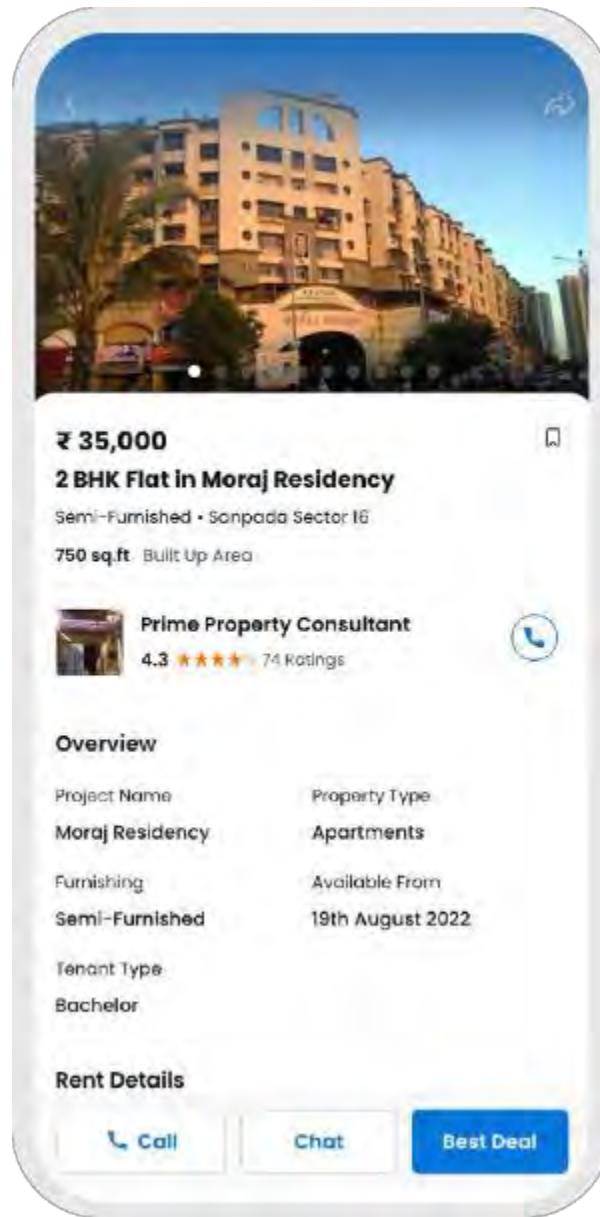
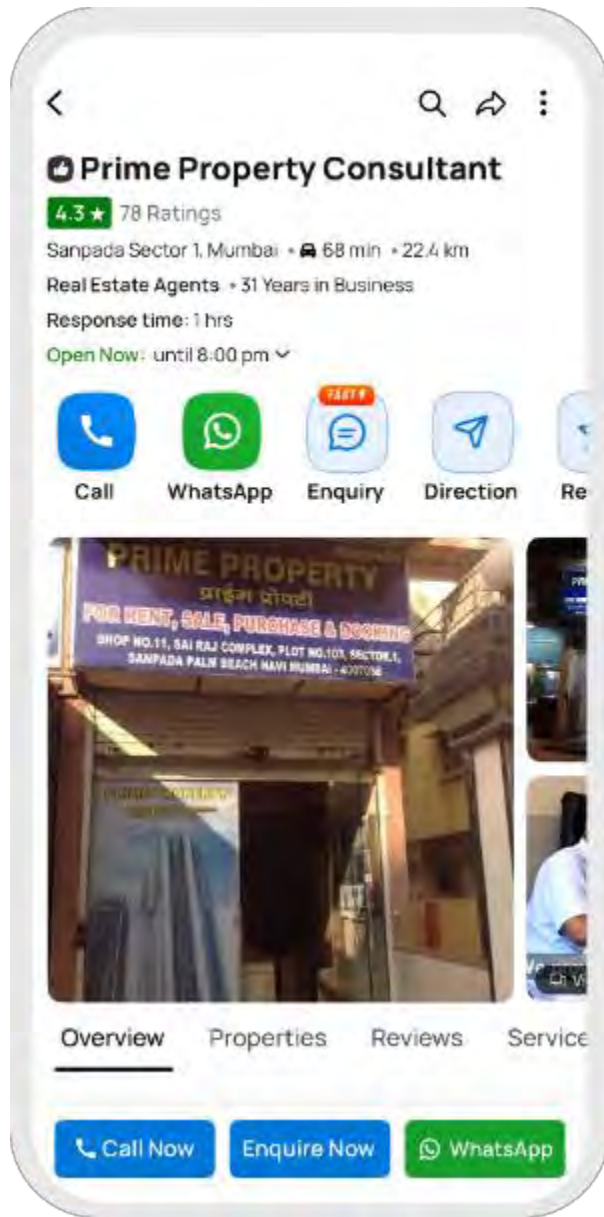
Proceed

JD Xperts – One Stop Solution for On-Demand Services



JD Omni – Cloud-Hosted Solution for Digitalizing Businesses







OPERATIONAL & FINANCIAL OVERVIEW

EFFICIENT & PROFITABLE BUSINESS MODEL

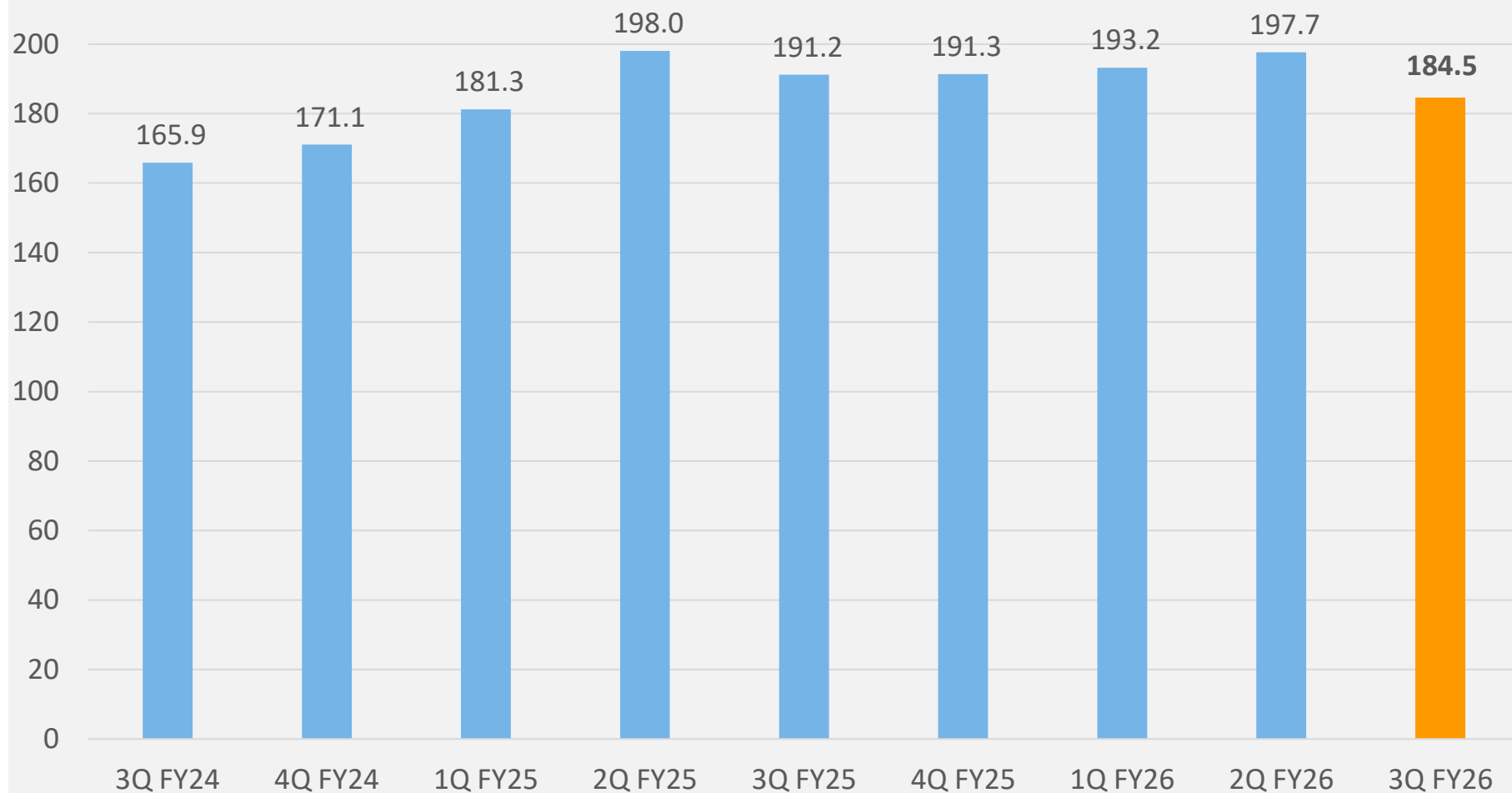
- Paid Advertisers pay a fixed fee to run searched advertising campaigns for their businesses on Justdial's platforms
- Various premium & non-premium listing packages available which determine placements in search results
- Multiple factors determine pricing, such as business categories of advertiser, 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 4,883 employees in tele-sales, 1,511 feet-on-street (marketing), and 3,741 feet-on-street (Cold Calling & Others) as on Q3 FY26



KEY
BUSINESS
ATTRIBUTES

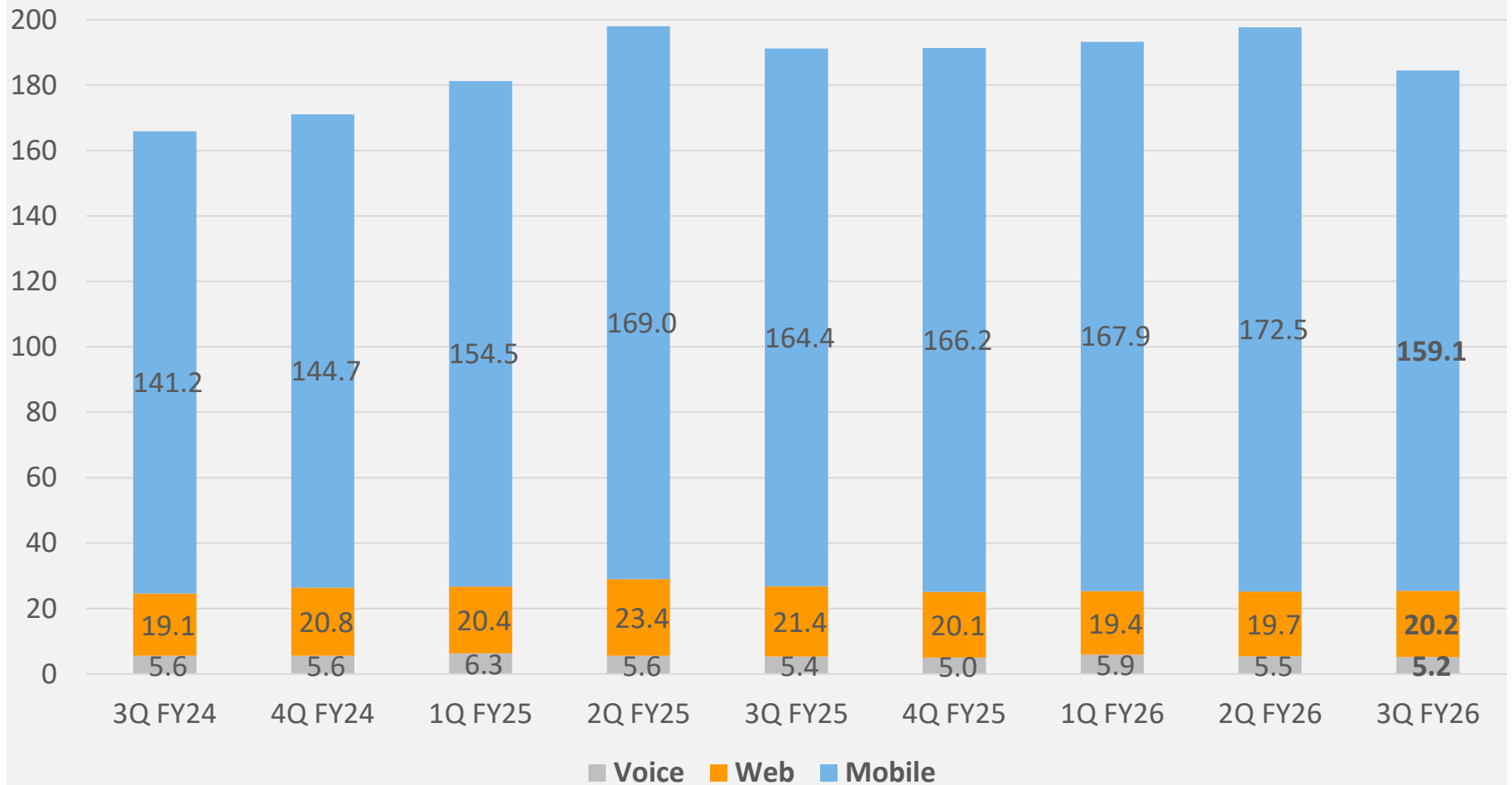
TRAFFIC/ VISITORS

Quarterly Unique Visitors (million)



TRAFFIC/ VISITORS

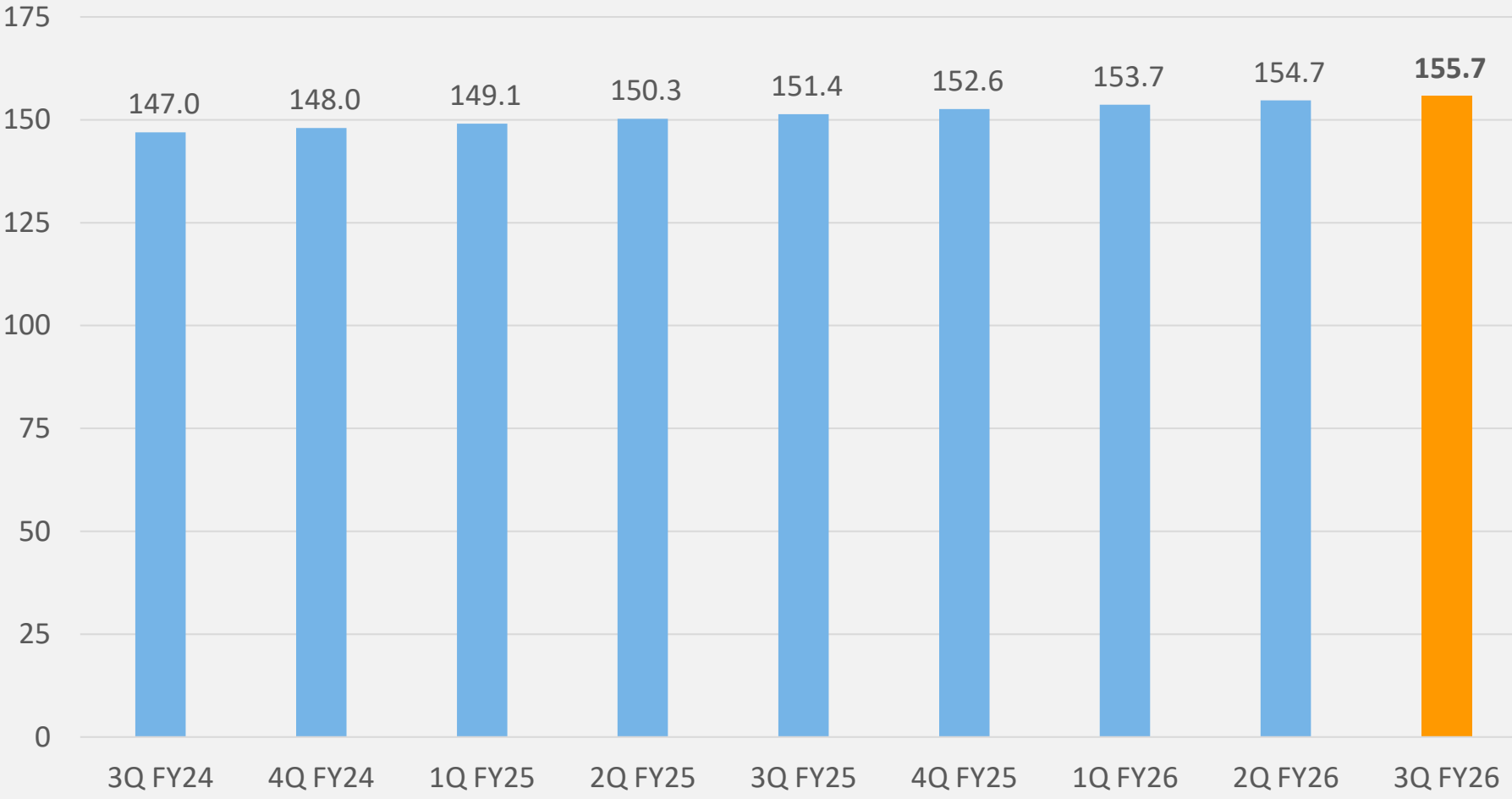
Quarterly Unique Visitors split (million)



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

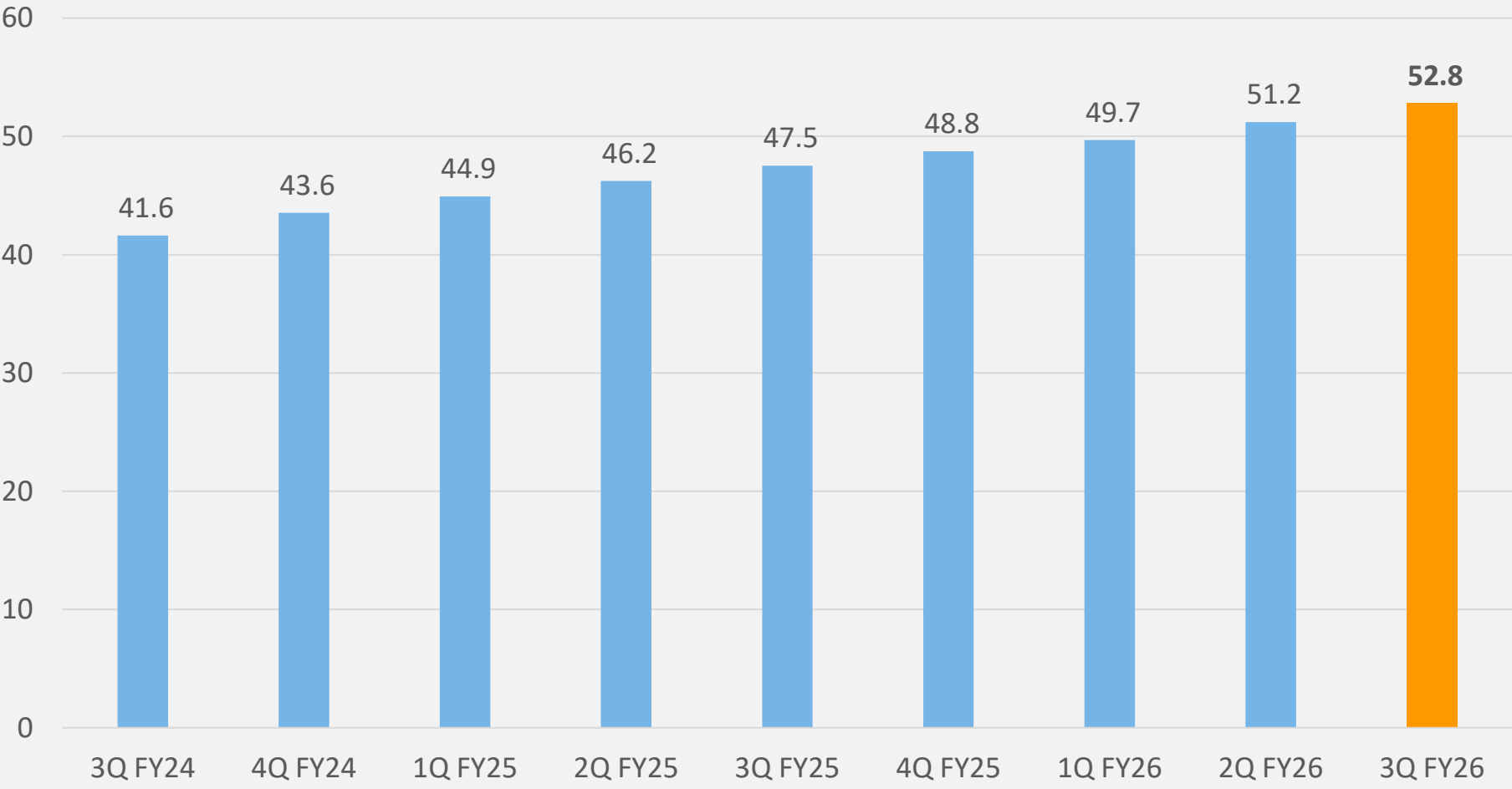
USER ENGAGEMENT

Ratings & Reviews (million)

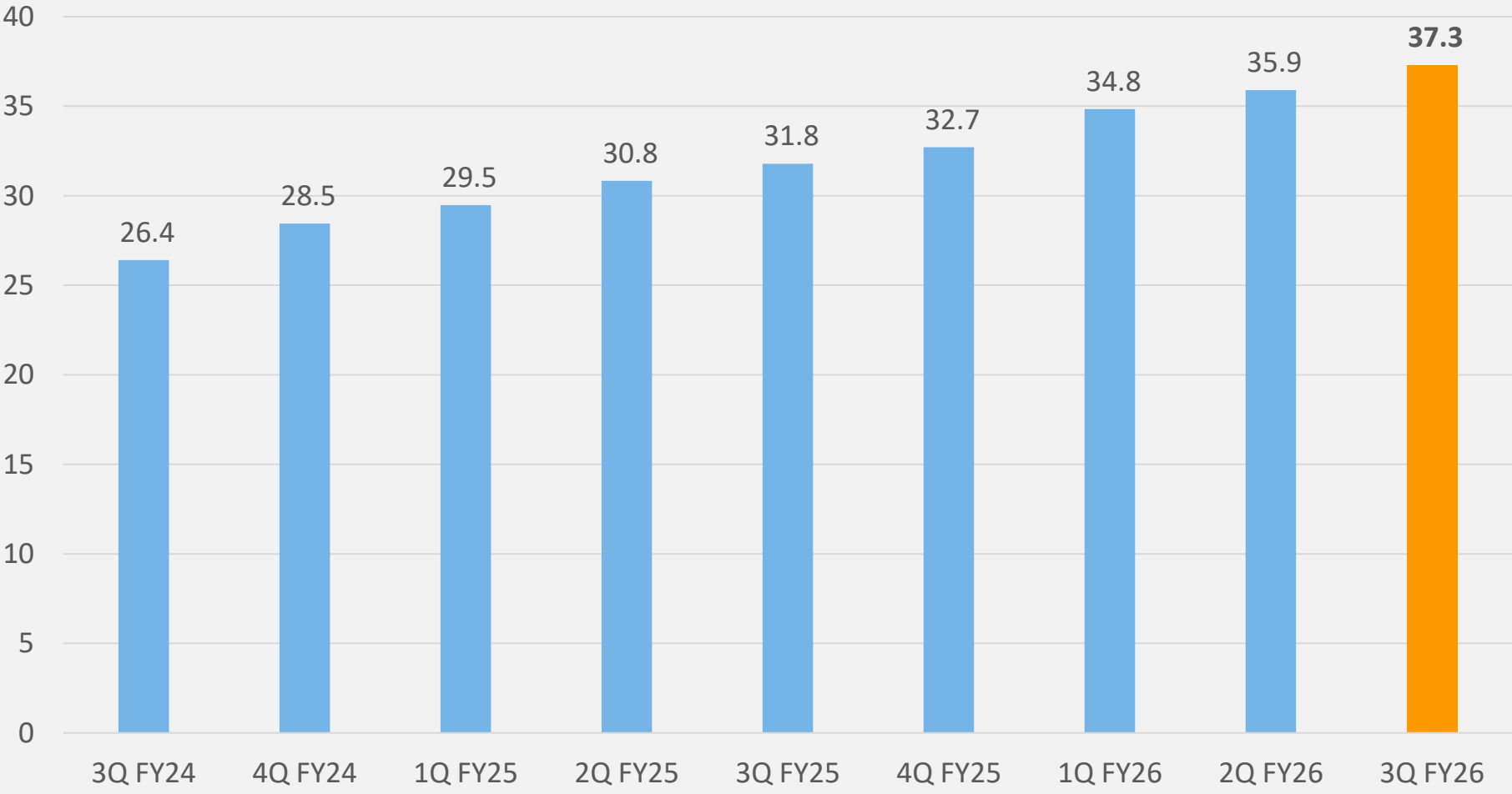


DATA ENRICHMENT

Active Listings - period end (million)

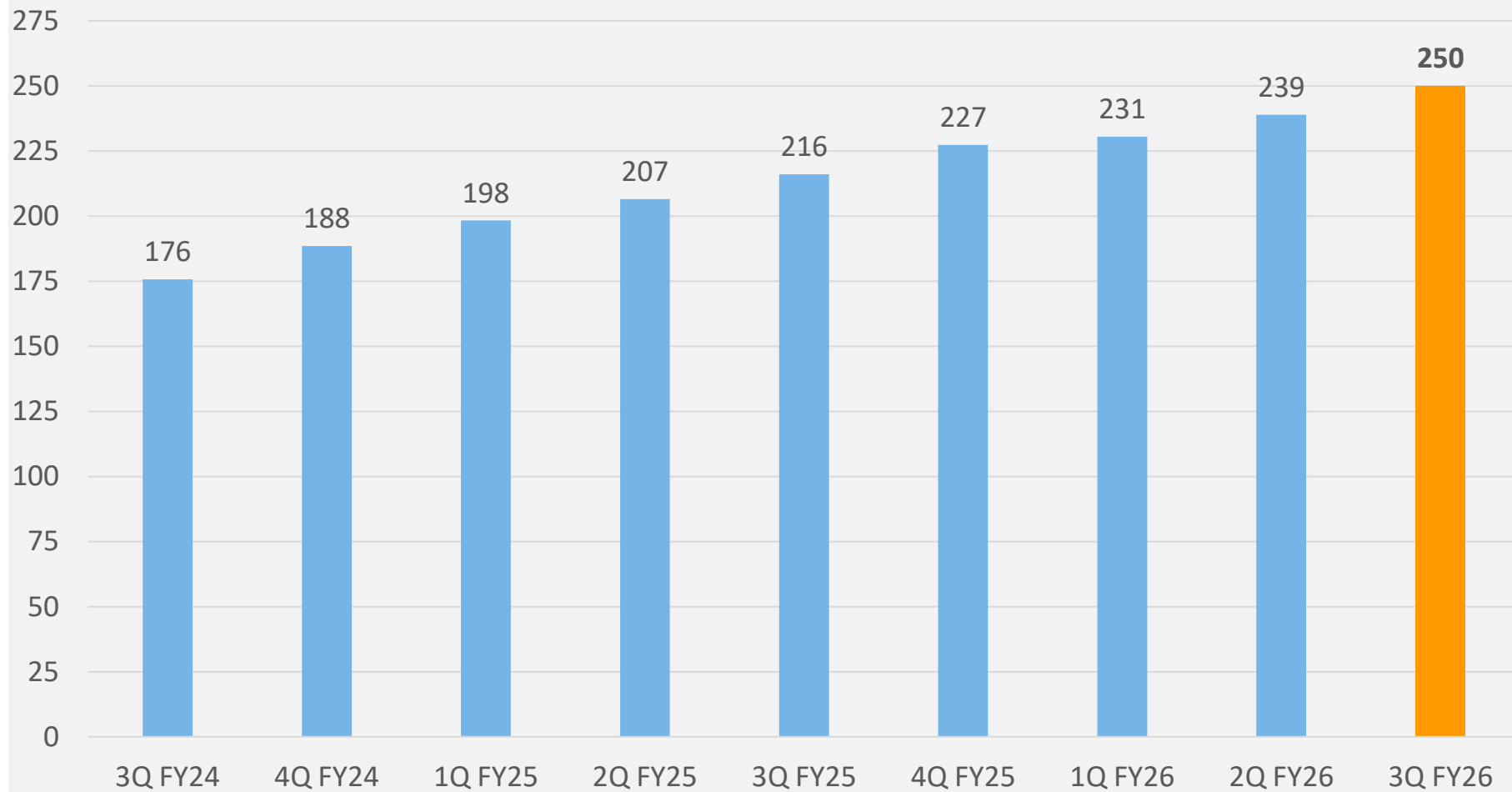


Listings with Geocodes (million)



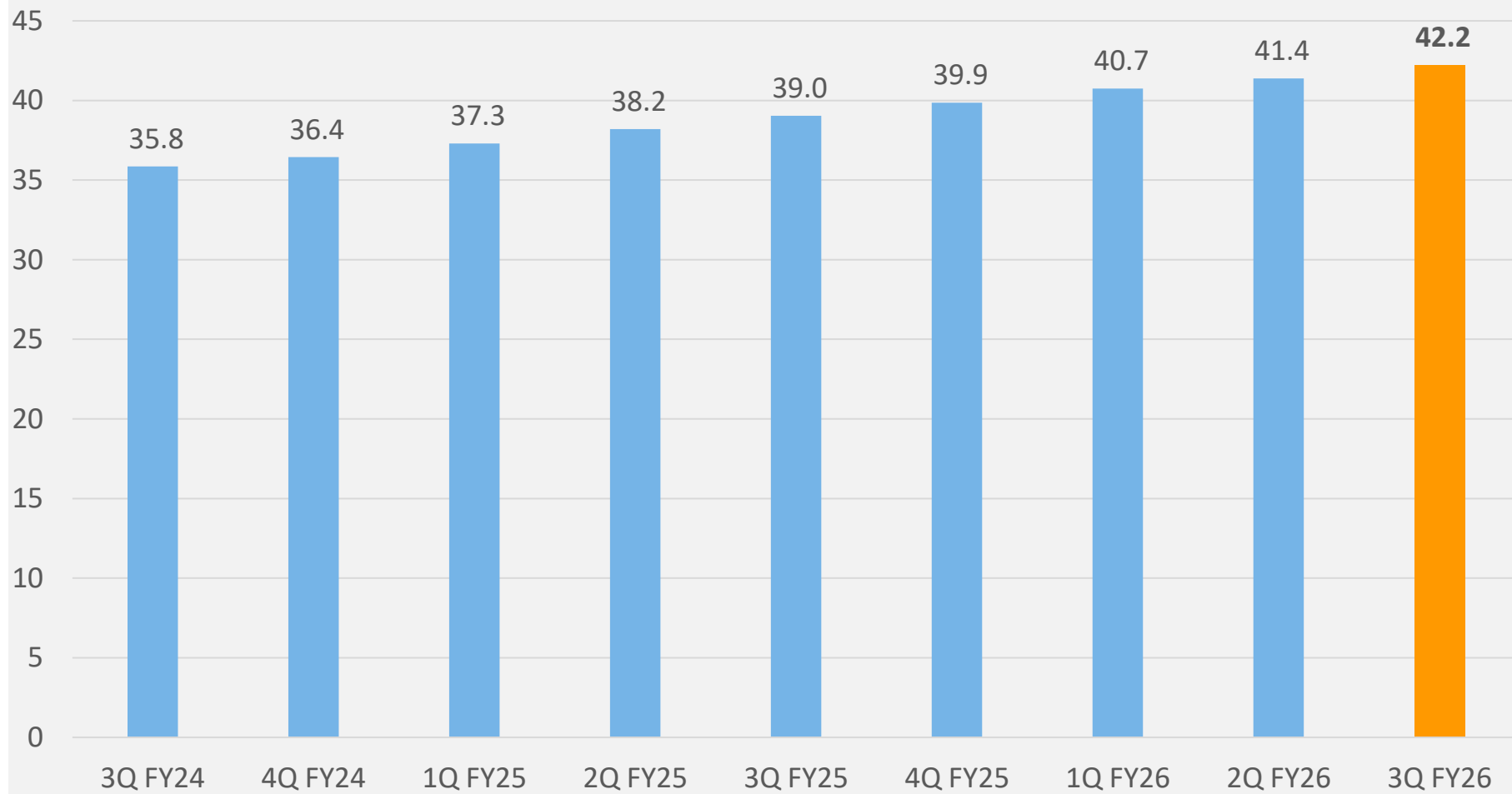
DATA ENRICHMENT

Images in Active Listings (million)



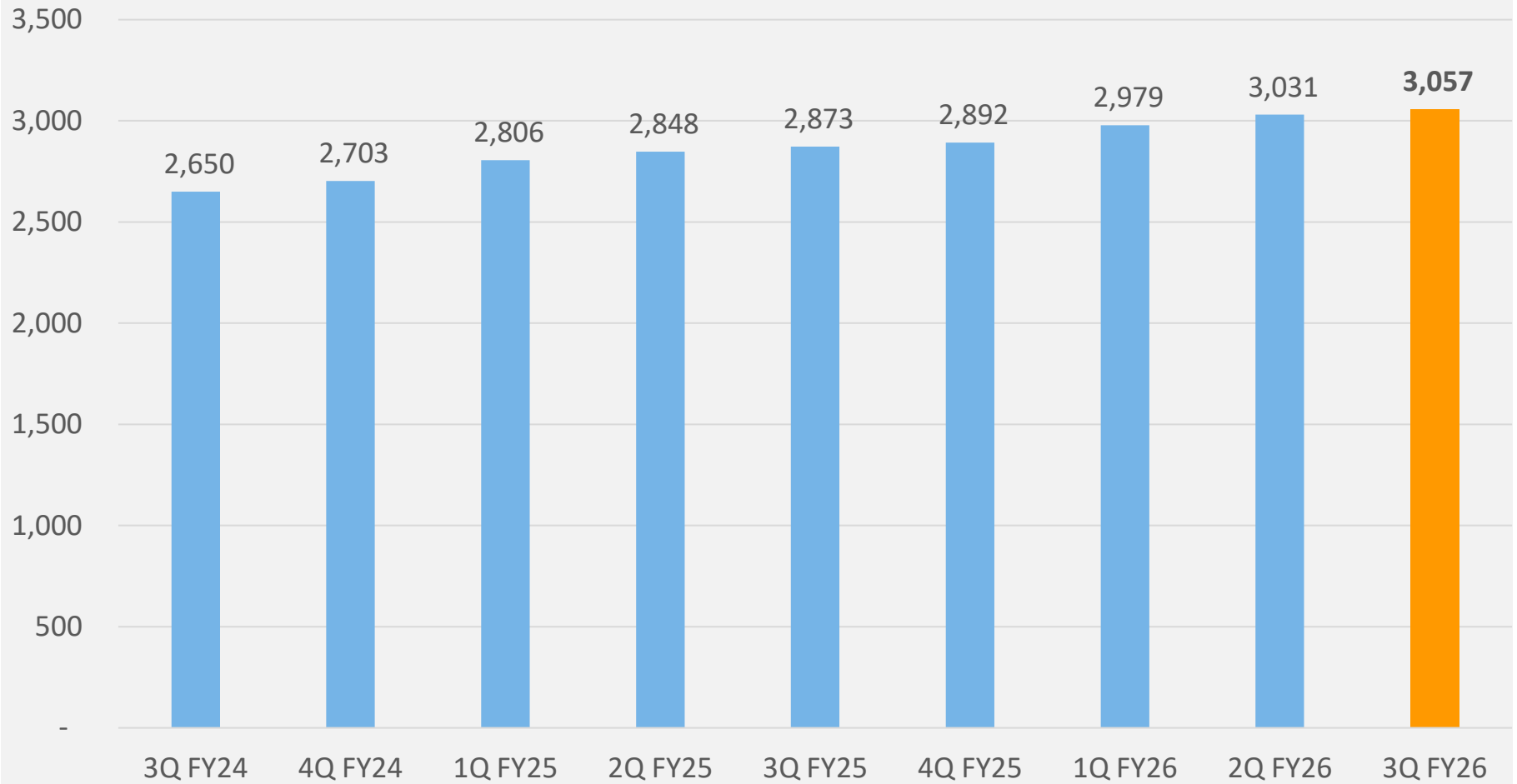
MOBILE APPS

Cumulative JD App Downloads (million)

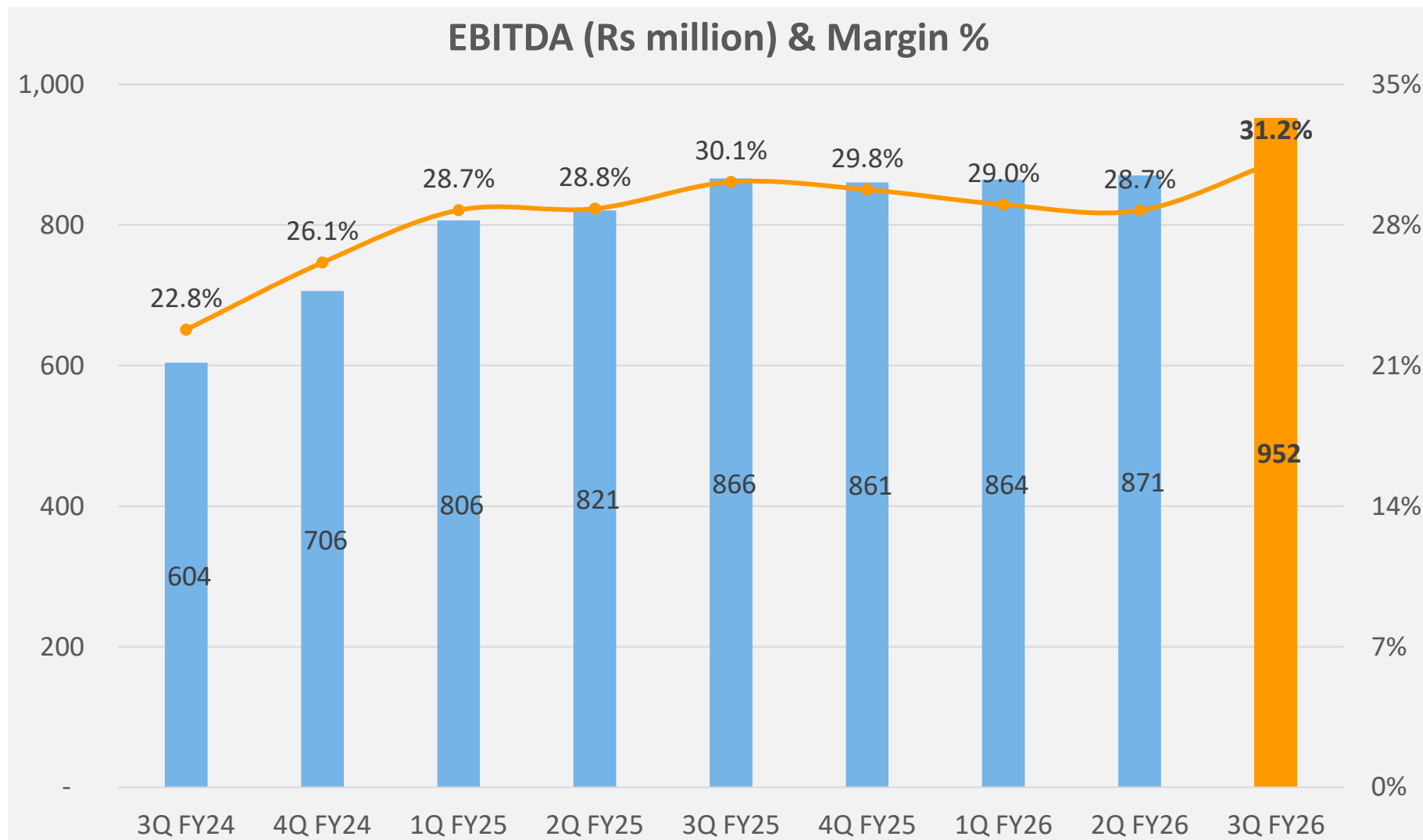


REVENUE

Operating Revenue (Rs million)

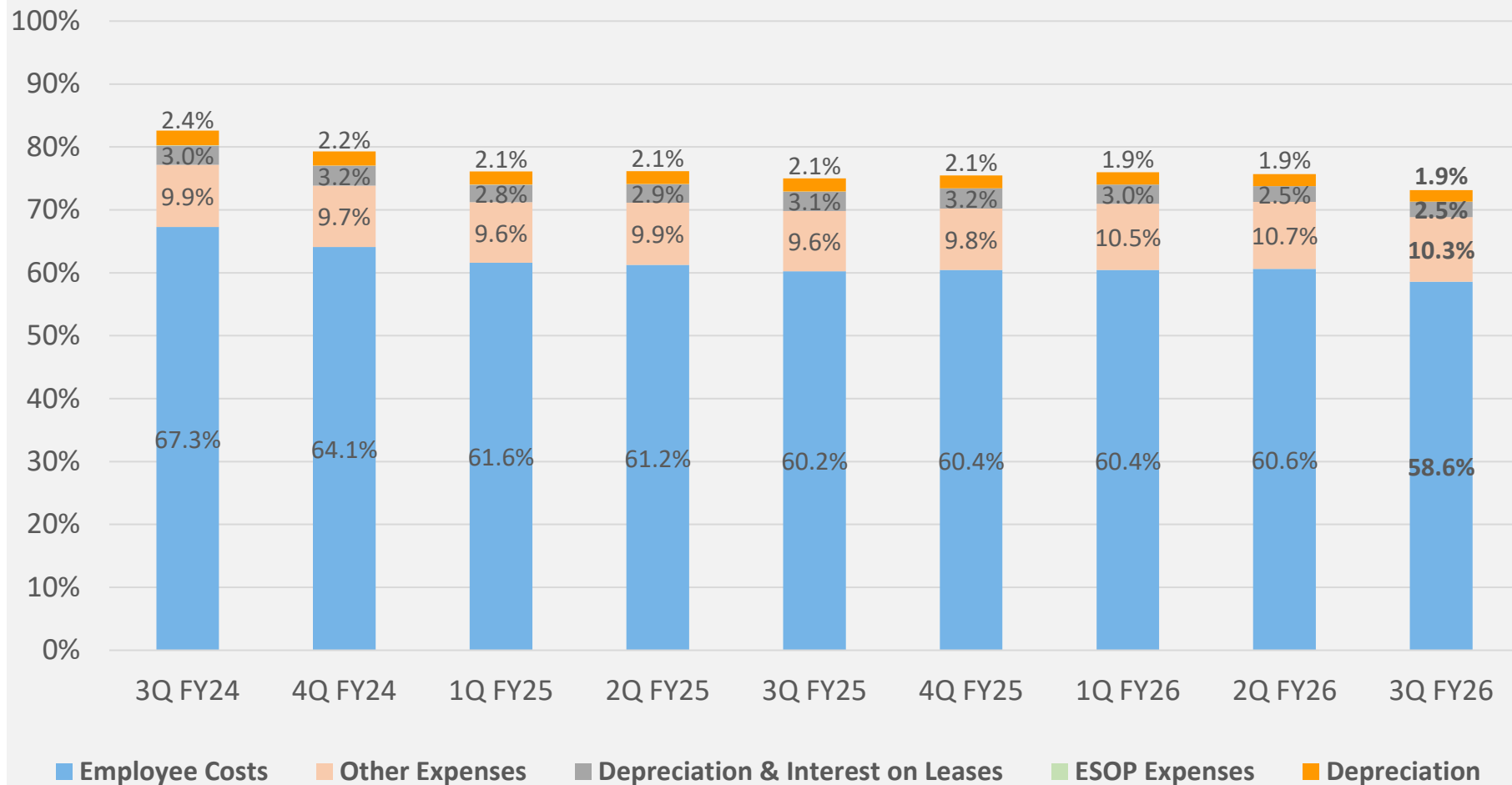


OPERATING MARGIN

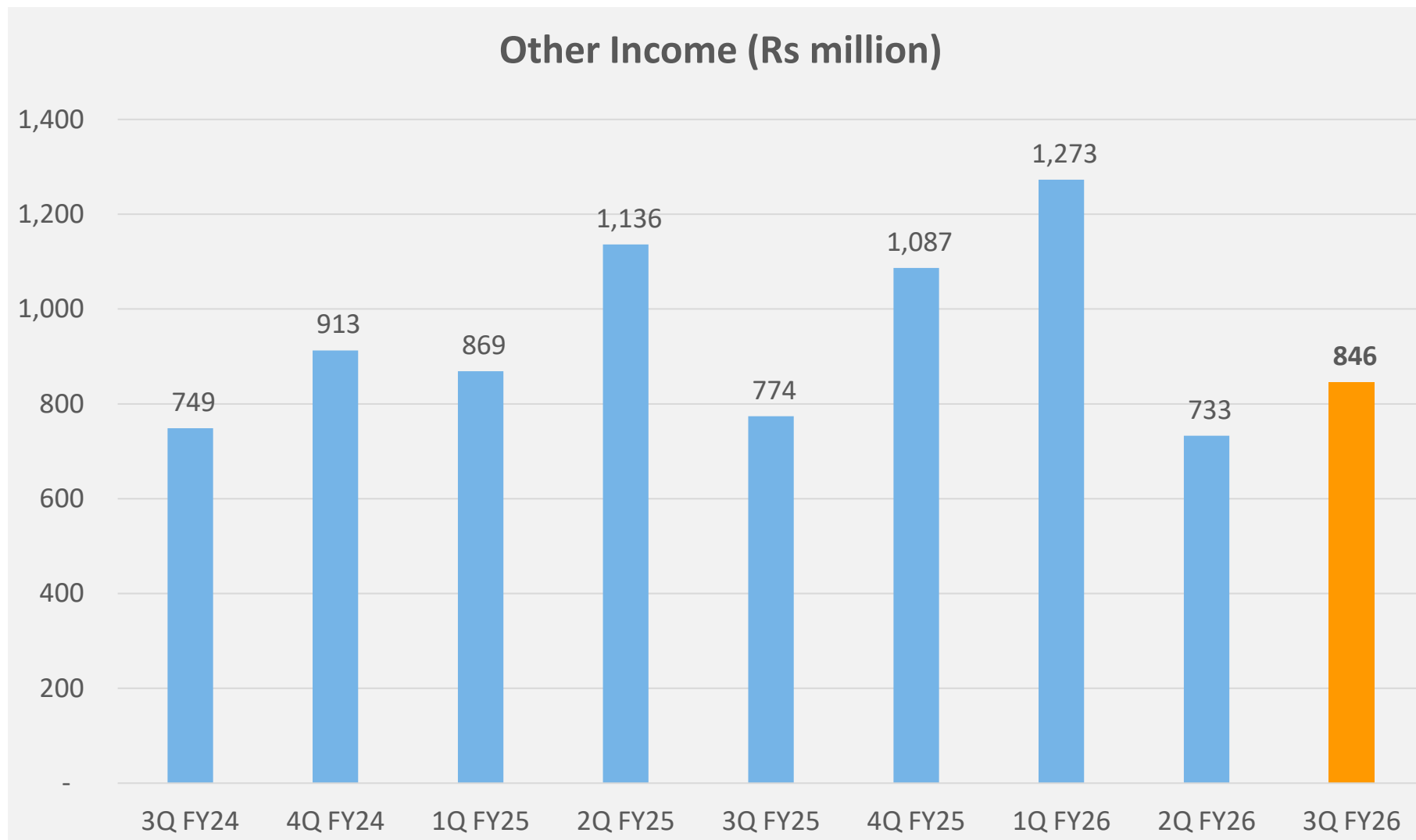


COST STRUCTURE

Expenses as % of Operating Revenue



OTHER INCOME

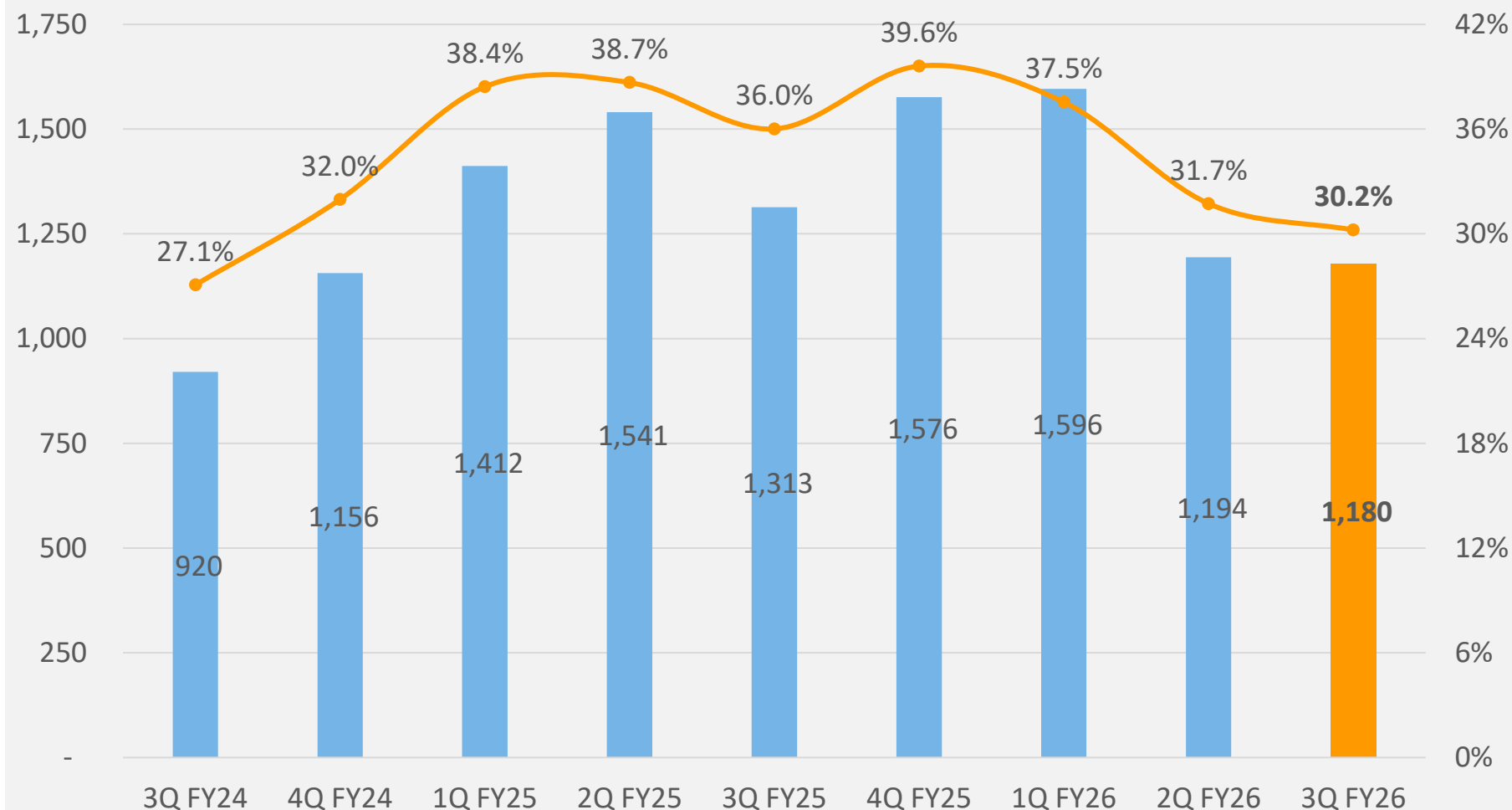


Note:

1. 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

Net Profit (Rs million) & PAT Margin %

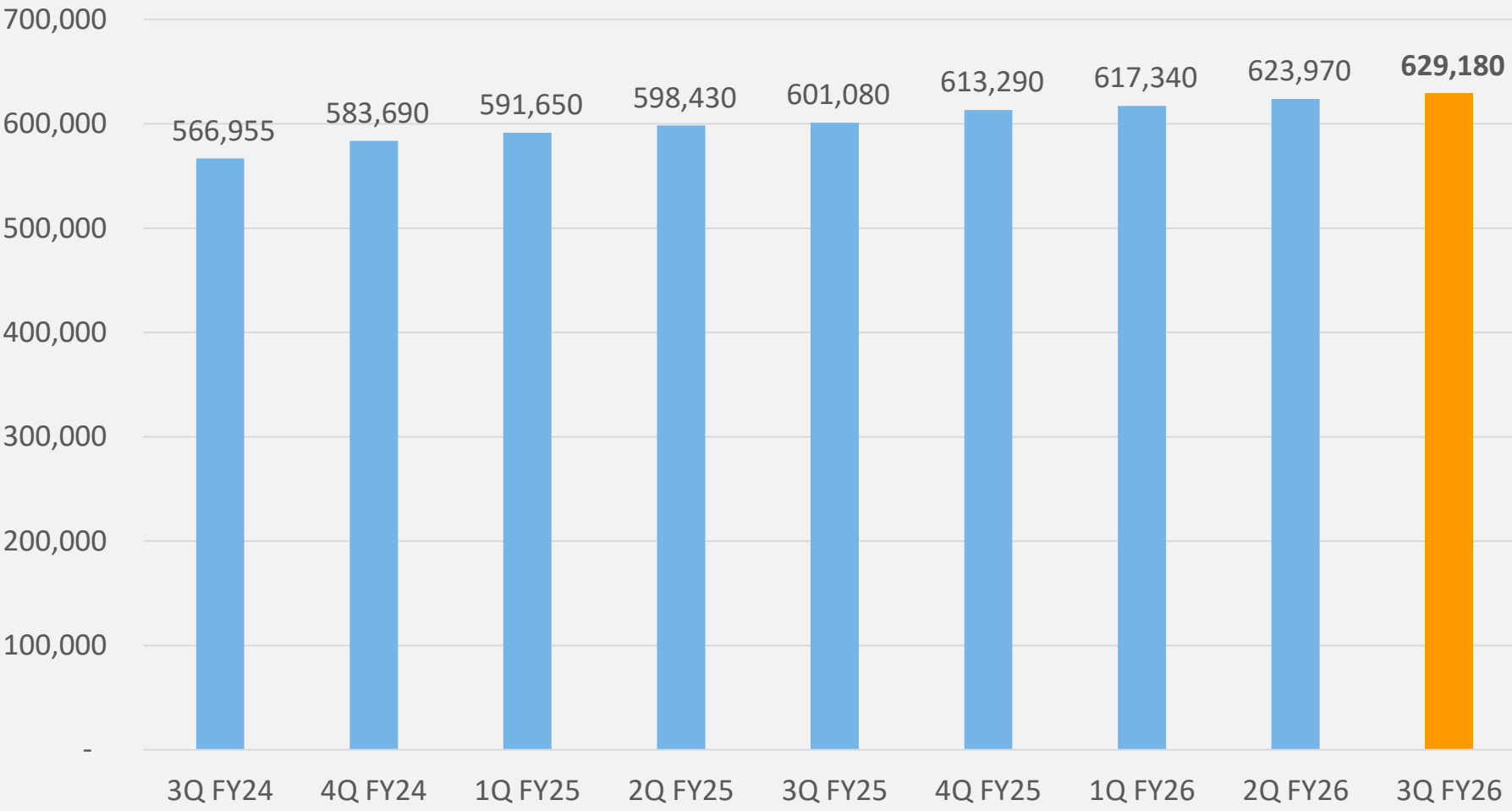


Note:

1. Net Profit Margin is calculated as Net Profit (Profit After Taxes) as a percentage of Total Revenue (Operating Revenue + Other Income) for the period.
2. Effective November 21, 2025, the new labour code on Social Security, 2020, amended the definition of "wages" for gratuity calculations and expanded coverage to fixed-term employees. Under Ind AS 19, the revision to gratuity benefit resulting from new labour codes are considered as plan amendments and are treated as past service costs. Consequently, the Company has recognized a one-time, past service cost of Rs 210.8 million on account of aforesaid revision as Exceptional item in the Statement of Profit and Loss for the quarter and nine months ended December 31, 2025.

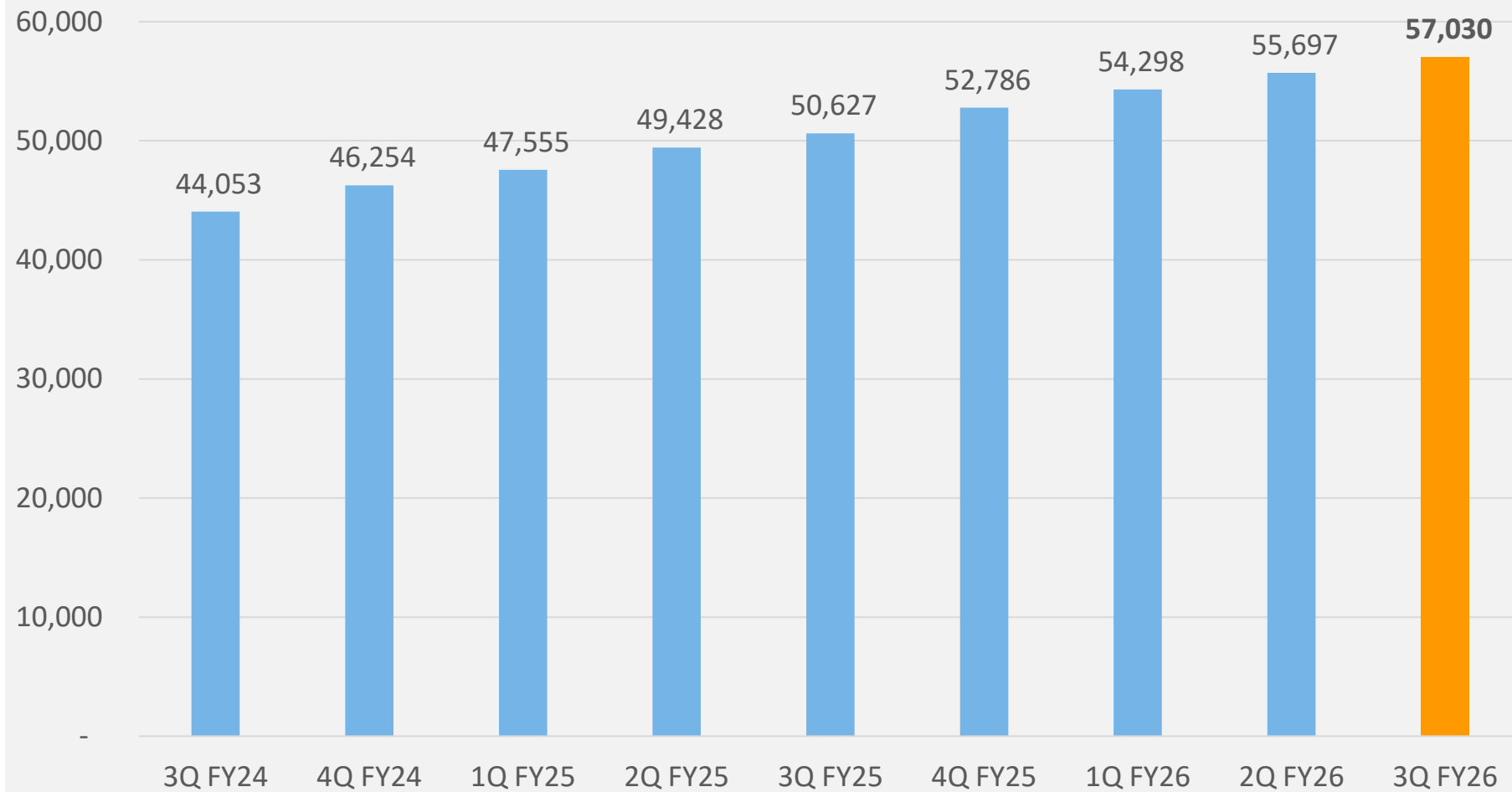
PAID CAMPAIGNS

Active Paid Campaigns - period end



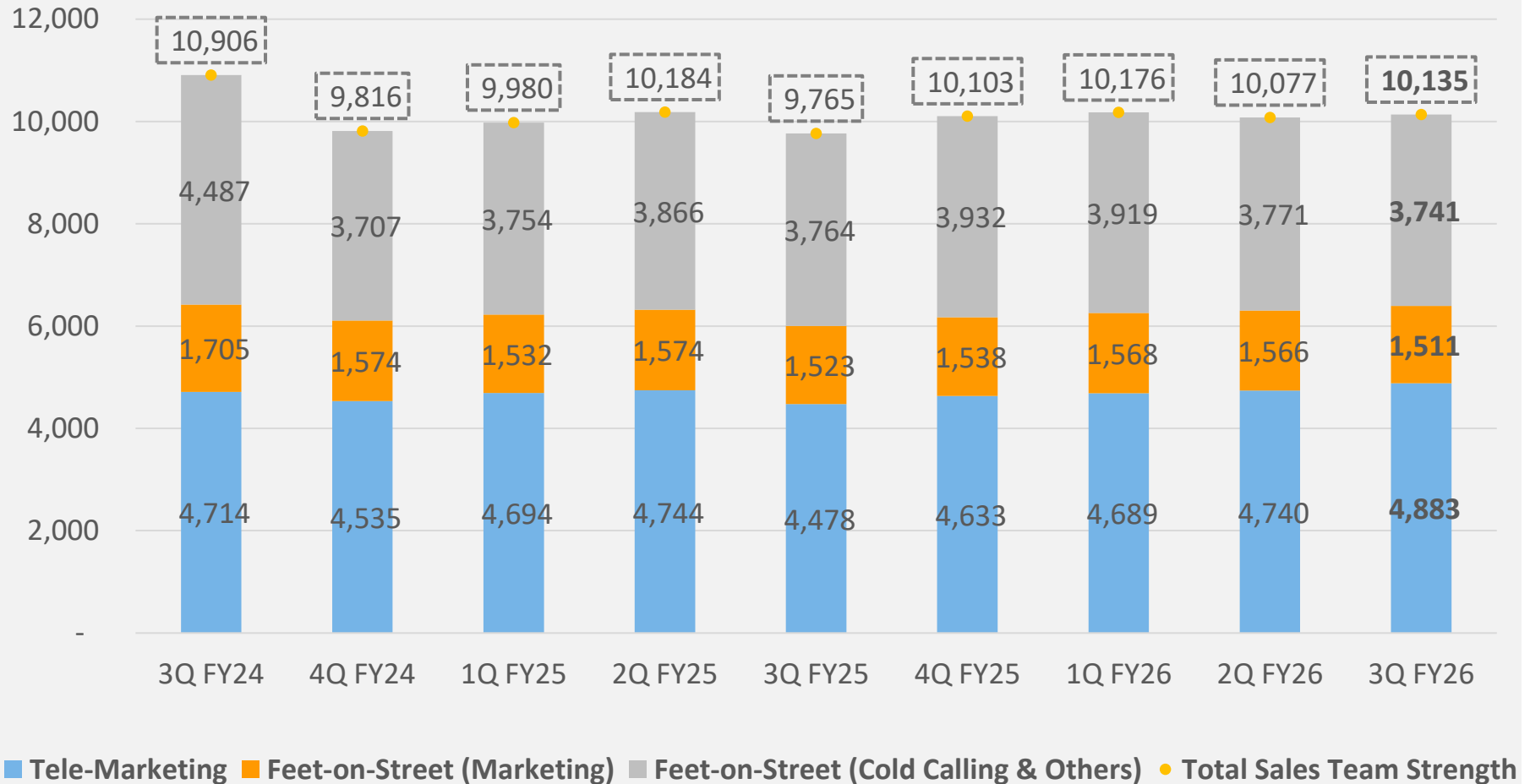
CASH AND INVESTMENTS

Cash & Investments - period end (Rs million)



SALES FORCE

Sales Strength - Period End



JUST DIAL LTD - 3Q FY26 (Quarter ended December 31, 2025) PERFORMANCE SUMMARY

| Metric | Unit | 3Q FY26 | 3Q FY25 | YoY change | 2Q FY26 | QoQ change |
|--|-------------|---------|---------|------------|---------|------------|
| Operating Revenue | (₹ million) | 3,057 | 2,873 | 6.4% | 3,031 | 0.9% |
| | | | | | | |
| Operating EBITDA | (₹ million) | 952 | 866 | 10.0% | 871 | 9.4% |
| Operating EBITDA Margin | % | 31.2% | 30.1% | 101 bps | 28.7% | 243 bps |
| | | | | | | |
| Operating PBT | (₹ million) | 821 | 718 | 14.4% | 737 | 11.4% |
| Other Income | (₹ million) | 846 | 774 | 9.3% | 733 | 15.5% |
| | | | | | | |
| Exceptional Item (Impact of New Labour Code) | (₹ million) | 211 | - | n.a. | - | n.a. |
| Profit Before Taxes | (₹ million) | 1,456 | 1,492 | -2.4% | 1,470 | -0.9% |
| | | | | | | |
| Net Profit | (₹ million) | 1,180 | 1,313 | -10.2% | 1,194 | -1.2% |
| Net Profit Margin | % | 30.2% | 36.0% | -579 bps | 31.7% | -151 bps |
| | | | | | | |
| Unearned Revenue (period end) | (₹ million) | 5,219 | 5,072 | 2.9% | 5,260 | -0.8% |
| Cash & Investments (period end) | (₹ million) | 57,030 | 50,627 | 12.6% | 55,697 | 2.4% |

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.
- Effective November 21, 2025, the new labour code on Social Security, 2020, amended the definition of "wages" for gratuity calculations and expanded coverage to fixed-term employees. Under Ind AS 19, the revision to gratuity benefit resulting from new labour codes are considered as plan amendments and are treated as past service costs. Consequently, the Company has recognized a one-time, past service cost of Rs 210.8 million on account of aforesaid revision as Exceptional item in the Statement of Profit and Loss for the quarter and nine months ended December 31, 2025.

| JUST DIAL LTD - 3Q FY26 (Quarter ended December 31, 2025) PERFORMANCE SUMMARY | | | | | | |
|---|-----------|-----------|-----------|------------|-----------|------------|
| Metric | Unit | 3Q FY26 | 3Q FY25 | YoY change | 2Q FY26 | QoQ change |
| Unique Visitors | (million) | 184.5 | 191.2 | -3.5% | 197.7 | -6.6% |
| - Mobile | (million) | 159.1 | 164.4 | -3.2% | 172.5 | -7.8% |
| - Desktop/ PC | (million) | 20.2 | 21.4 | -5.6% | 19.7 | 2.7% |
| - Voice | (million) | 5.2 | 5.4 | -3.3% | 5.5 | -5.1% |
| | | | | | | |
| - Mobile | % share | 86.2% | 86.0% | 25 bps | 87.3% | -104 bps |
| - Desktop/ PC | % share | 11.0% | 11.2% | -25 bps | 10.0% | 100 bps |
| - Voice | % share | 2.8% | 2.8% | 1 bps | 2.7% | 5 bps |
| | | | | | | |
| Total Listings (period end) | (million) | 52.8 | 47.5 | 11.1% | 51.2 | 3.1% |
| Net Listings Addition | | 1,583,120 | 1,290,820 | 22.6% | 1,519,607 | 4.2% |
| Total Images in Listings (period end) | (million) | 250.0 | 216.0 | 15.7% | 239.0 | 4.6% |
| Listings with Geocodes (period end) | (million) | 37.3 | 31.8 | 17.3% | 35.9 | 3.9% |
| Ratings & Reviews (period end) | (million) | 155.7 | 151.4 | 2.9% | 154.7 | 0.7% |
| | | | | | | |
| Paid campaigns (period end) | | 629,180 | 601,080 | 4.7% | 623,970 | 0.8% |
| | | | | | | |
| Total App Downloads (period end) | (million) | 42.2 | 39.0 | 8.2% | 41.4 | 2.0% |
| App Downloads per day | | 7,317 | 6,935 | 5.5% | 8,145 | -10.2% |
| Total Employees (period end) | | 12,731 | 12,676 | 0.4% | 12,811 | -0.6% |
| - Sales Employees (period end) | | 10,135 | 9,765 | 3.8% | 10,077 | 0.6% |

BOARD OF DIRECTORS

EXECUTIVE DIRECTOR

V S S Mani

V S S Mani is the Founder, Managing Director and Chief Executive Officer of Just Dial. With over 37 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

Krishnan Sudarshan (Chairman)

Krishnan Sudarshan is an Engineering graduate from National Institute of Technology, Kurukshetra and has completed the Owner / President Management Program (OPM) at the Harvard Business School. He is the Managing Director of EMA Partners India Limited and is part of the global firm's executive committee as the Regional Chairman for Asia Pacific. 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.

Ranjit Pandit

Ranjit 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 is a commerce graduate from Mumbai University, Company Secretary from the Institute of Company Secretaries of India (ICSI) and law graduate from Government Law College. She has been associated with Reliance group for over 20 years and has extensive experience in the fields of corporate laws, strategy & planning and allied matters. She is also on the Board of several companies including Reliance Retail Limited, Den Networks Limited and Hathway Cable and Datacom Limited.

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.

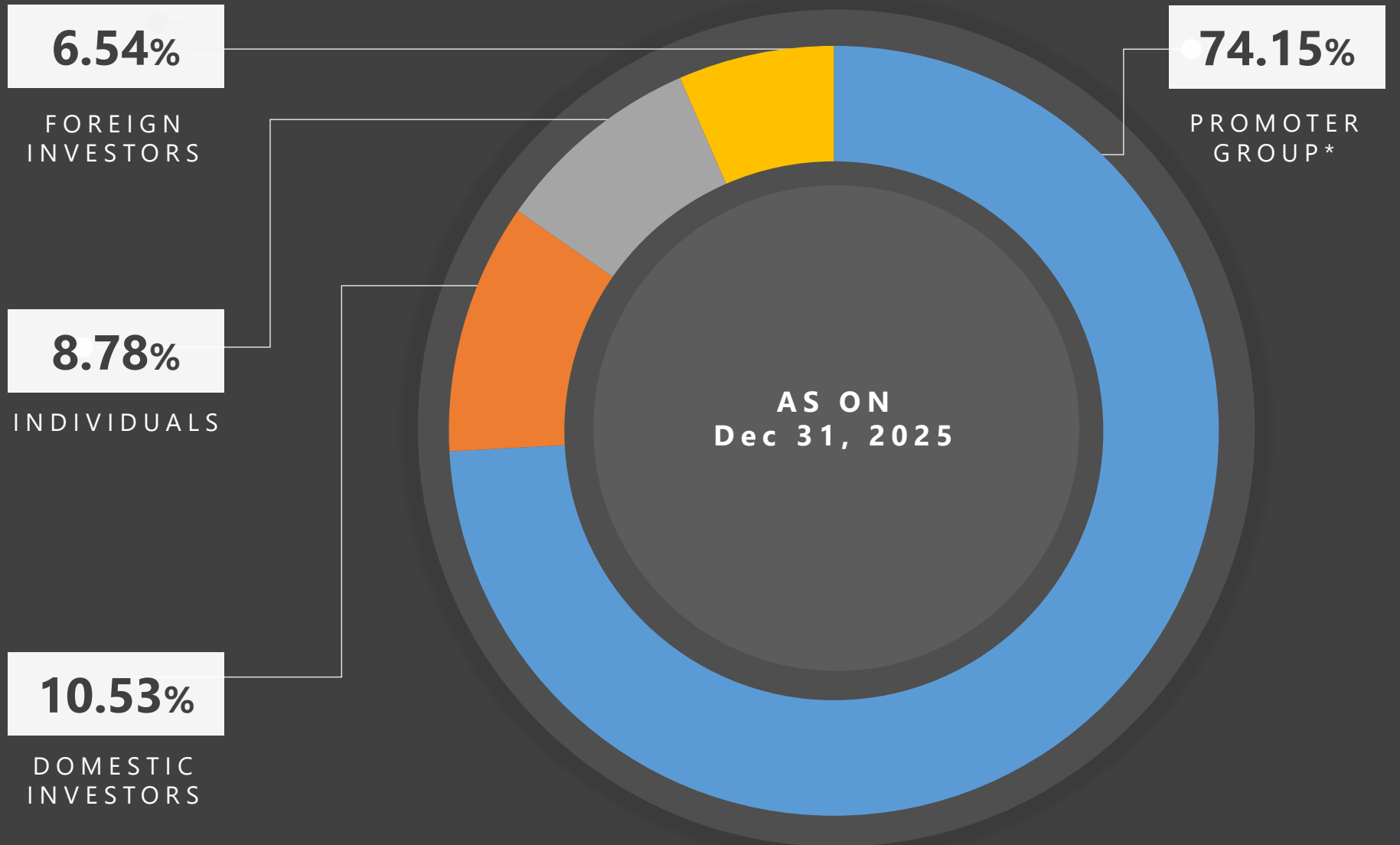
Dinesh Taluja

Dinesh Taluja has completed his B. Tech. from IIT Delhi and MBA from IIM Ahmedabad. He has over 20 years of experience across Investment Banking, Management Consulting, Private Equity & Corporate roles. He has previously worked across Credit Suisse, Standard Chartered Bank, McKinsey & Company and Peepul Capital. He is currently serving as the Chief Financial Officer of Reliance Retail Limited and Deputy Chief Financial Officer of Reliance Retail Ventures Limited.

LEADERSHIP TEAM

| Name | Designation | Experience | Functional Areas |
|-------------------|---|------------|---|
| V S S Mani | Managing Director & CEO | 37 Years | Overall growth strategy, planning, execution & management |
| V Krishnan | Group President | 32 Years | Growth Strategy and Business Development |
| Abhishek Bansal | Chief Financial Officer | 17 Years | Finance, Strategy, Accounting, Treasury, Audit, Legal, Compliance & Investor Relations |
| Vishal Parikh | Chief Product Officer | 25 Years | Leads Product, Design & Technology teams, IT Infra and Voice Operations |
| Shwetank Dixit | Chief Growth Officer | 14 Years | Strategy, Marketing, Business Analytics, Traffic and Revenue Growth, Content Augmentation & SEO |
| Prashant Nagar | Chief Business Officer | 26 Years | Pan-India Sales and Business Development |
| Ajay Mohan | Chief Business Officer | 30 Years | Sales platform management, Strategic alliances, Corporate partnerships & Business expansion |
| Rajesh Madhavan | Chief People Officer | 31 Years | Human Resource Functions |
| Bandan Karkidholy | Senior Vice President & General Counsel | 21 Years | Legal, Regulatory Compliances, Intellectual Property |
| Manan Udani | Company Secretary & Compliance Officer | 17 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 West,
Mumbai, Maharashtra – 400064

For any queries, please contact us at

investors@justdial.com