

## Just Dial Limited announces results for the Quarter Ended December 31, 2014

- Just Dial Ltd's operating revenue increased in Q3FY15 by 29% (Y-o-Y) to ₹154.42crore
- Adjusted Operating EBITDA increased by 67% (Y-o-Y) to ₹55.63crore\*
- Net Profit increased by 8% (Y-o-Y) to ₹32.14crore with a Net Profit Margin of 20%

Mumbai, India - January 28, 2015

### Financial Highlights

#### Quarter Ended December 31, 2014 - Comparison of Q3FY15 results Vs Q3FY14

- Operating revenue increased by 29% (Y-o-Y) to ₹154.42crore from ₹119.86crore
- Adjusted Operating EBITDA increased by 67% (Y-o-Y) to ₹55.63crore from ₹33.35crore\*
- Adjusted Operating EBITDA margin was 36%\*
- Net Profit increased by 8% (Y-o-Y) to ₹32.14crore from ₹29.76crore
- Net Profit margin was 20% in Q3FY15 as compared to 23% in Q3FY14
- Other Income was down by 69% to ₹3.46crore in Q3FY15 from ₹11.08crore in Q3FY14 on account of deferred profit booking on investments
- Cash and Investments totaling to ₹741crore as at December 31, 2014 as compared to ₹608crore as at December 31, 2013

**\*Note:** Adjusted Operating EBITDA is excluding ESOP expenses (₹5.6crore) incurred during the quarter

### Other Highlights

- As of December 31, 2014, we were conducting approximately 3,12,800 campaigns for our paid advertisers as compared to 249,600 campaigns as of December 31, 2013, representing a Y-o-Y growth of 25%
- As of December 31, 2014 our database consisted of approximately 14.7 million listings as compared to 10.9 million listings as of December 31, 2013 representing a Y-o-Y growth of 35%
- As of December 31, 2014 we had 9,226 employees
- The Company currently has 23 search plus services live on the platform

**Mr. V.S.S. Mani, MD & CEO, Just Dial Ltd said:** “We have delivered yet another quarter of solid growth and profitability. Our strategy of building a single platform for both search and transaction is nearing commercial release. We are confident that we will be able to deliver a great search and transaction experience, on a single platform across many services, to our users.”

### **About Just Dial Ltd**

Just Dial Limited (‘the Company’) provides local search related services to users in India through multiple platforms such as the internet, mobile internet, over the telephone (voice) and text (SMS).

Justdial has also initiated its ‘Search Plus’ Services for the users. These services are aimed at making several day-to-day tasks conveniently actionable and accessible to the users. With this step, Justdial is transitioning from being purely a provider of local search and related information to being an enabler of such transactions. Justdial intends to provide an online platform to thousands of SME’s to get them discovered and transacted.