

## Just Dial Limited announces results for the Quarter Ended December 31, 2016

- Just Dial Ltd's operating revenue in Q3FY17 increased by 8.5% (Y-o-Y) to ₹180.3 crore
- Operating EBITDA in Q3FY17 was ₹25.7 crore
- Adjusted Operating EBITDA in Q3FY17 was ₹29.8 crore\*
- Net Profit in Q3FY17 was ₹27.4 crore with a Net Profit Margin of 14%

*Note: The numbers are in accordance with Ind AS. No material differences between unconsolidated and consolidated financials, hence consolidated figures are not reported separately.*

Mumbai, India - January 27, 2017

### Financial Highlights

#### Quarter Ended December 31, 2016 - Comparison of Q3FY17 results V/s Q3FY16

- Operating revenue in Q3FY17 increased by 8.5% to ₹180.3 crore (Y-o-Y) from ₹166.2 crore
- Adjusted Operating EBITDA in Q3FY17 was ₹29.8 crore\*
- Adjusted Operating EBITDA margin in Q3FY17 was 17% as compared to 25% in Q3FY16\*
- Net Profit in Q3FY17 was ₹27.4 crore as compared to ₹25.9 crore in Q3FY16
- Net Profit margin in Q3FY17 was 14%

*\*Note: Adjusted Operating EBITDA is excluding ESOP spends of ₹4.1 crore during the quarter*

### Other Highlights

- As of December 31, 2016, we were conducting approximately 4,24,830 campaigns for our paid advertisers as compared to 3,54,900 campaigns as of December 31, 2015, representing a Y-o-Y growth of 20%
- As of December 31, 2016, our database consisted of approximately 17.3 million listings as compared to 16.1 million listings as of December 31, 2015, representing a Y-o-Y growth of 7%
- As of December 31, 2016, we had 11,185 employees

**Mr. V.S.S. Mani, MD & CEO, Just Dial Ltd said:** “We managed to execute well despite some headwinds during the quarter. With a refresh of our product portfolio, we believe we can continue to improve user engagement and provide greater value to our customers.”

## **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.