

JUST DIAL LIMITED ANNOUNCES RESULTS FOR QUARTER ENDED JUNE 30, 2017

Mumbai, India, July 24, 2017 – Just Dial Limited (BSE: 535648, NSE: JUSTDIAL), India's leading local search engine company, today announced its financial and operating results for its first fiscal quarter ended June 30, 2017. Following are the key highlights for the quarter.

Financial Highlights for Fiscal 2018 First Quarter (1Q-FY18)

- **Operating Revenue:** On a like-for-like basis, revenue for Search business at ₹ 190.2 Crores witnessed a growth of 11.7% YoY. Sequentially, Search Revenue increased 4.7% QoQ. Total Operating Revenue stood at ₹ 190.0 Crores, witnessing a growth of 7.8% YoY and 4.6% QoQ.
- **Operating EBITDA:** Operating EBITDA Margin stood at 17.1% witnessing a growth of 51 bps YoY and a decline of 60 bps QoQ. Adjusted Operating EBITDA, excluding ESOP expenses (₹ 4.83 Crores in 1Q FY18, ₹ 5.28 Crores in 1Q FY17, ₹ 3.70 Crores in 4Q FY17) stood at ₹ 37.3 Crores, up 8.1% YoY and up 4.1% QoQ. Adjusted Operating EBITDA Margin (excluding ESOP Expenses) stood at 19.7%, up 6 bps YoY and down 9 bps QoQ.
- **Net Profit (Profit after Taxes)** stood at ₹ 38.2 Crores, down 2% YoY and up 50.5% QoQ. Net Profit Margin at 17.6% declined 138 bps YoY but witnessed 457 bps expansion QoQ.
- **Unearned Revenue** stood at ₹ 290.4 Crores as on June 30, 2017, up 20.0% YoY and up 5.9% QoQ.
- **Cash and Investments** stood at ₹ 1,086.2 Crores as on June 30, 2017 compared to ₹ 863.5 Crores as on June 30, 2016 and ₹ 1,017.2 Crores as on March 31, 2017.

Business Highlights for Fiscal 2018 First Quarter (1Q-FY18)

- **Traffic (Unique Visitors)** for the quarter stood at 100.5 million, up 32.5% YoY and 15.9% QoQ. 62.4% traffic originated on mobile platforms, 27.8% on desktop/ PC and 9.8% on our Voice platform.
- **Total Active Listings** stood at 18.8 million as on June 30, 2017, an increase of 13.3% YoY, 5.1% QoQ. 906,457 listings were added (net) to the database during the quarter. Out of total listings, 7.8 million listings were geocoded as on June 30, 2017, up 28.3% YoY and up 14.1% QoQ. Total images in listings stood at 35.6 million, up 58.5% YoY and up 12.1% QoQ.

Just Dial Limited

CIN: 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

☎ 088888-88888 | www.justdial.com

- **Total Ratings & Reviews** stood at 73.1 million at the end of quarter, up 16.8% YoY and up 3.8% QoQ.
- **Paid Campaigns** at the end of quarter stood at 435,980 (approx.), up 12.0% YoY and up 0.1% QoQ.
- **Cumulative App Downloads** at the end of quarter stood at 15.4 million, up 52% YoY and up 16.2% QoQ. Average 26,533 App Downloads per day were witnessed during the quarter, up 243.6% YoY and 34.8% QoQ.

JUST DIAL LTD - 1Q FY18 (Quarter ended June 30, 2017) PERFORMANCE SUMMARY						
Metric	Unit	1Q-FY18	1Q-FY17	YoY change	4Q-FY17	QoQ change
Operating Revenue	(₹ million)	1,900	1,763	7.8%	1,817	4.6%
- Out of which, Search Revenue	(₹ million)	1,902	1,702	11.7%	1,816	4.7%
Operating EBITDA	(₹ million)	325	293	11.1%	322	1.0%
Operating EBITDA Margin	%	17.1%	16.6%	51 bps	17.7%	-60 bps
Adjusted EBITDA (excl. ESOP expenses)	(₹ million)	373	345	8.1%	359	4.1%
Adjusted EBITDA Margin (excl. ESOP expenses)	%	19.7%	19.6%	6 bps	19.7%	-9 bps
Other Income, net	(₹ million)	266	287	-7.1%	127	110.1%
Profit Before Taxes	(₹ million)	495	490	1.1%	346	43.2%
Net Profit	(₹ million)	382	389	-2.0%	254	50.5%
Net Profit Margin	%	17.6%	19.0%	-138 bps	13.0%	457 bps
Unearned Revenue (period end)	(₹ million)	2,904	2,419	20.0%	2,743	5.9%
Cash & Investments (period end)	(₹ million)	10,862	8,635	25.8%	10,172	6.8%
Unique Visitors^	(million)	100.5	75.9	32.5%	86.8	15.9%
- Mobile	(million)	62.7	38.9	61.2%	52.2	20.1%
- Desktop/ PC	(million)	28.0	26.7	4.9%	25.6	9.2%
- Voice	(million)	9.9	10.3	-4.3%	9.0	9.9%
- Mobile	% share	62.4%	51.3%	1111 bps	60.2%	221 bps
- Desktop/ PC	% share	27.8%	35.1%	-733 bps	29.5%	-168 bps
- Voice	% share	9.8%	13.6%	-378 bps	10.4%	-53 bps

Just Dial Limited

CIN: 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

☎ 088888-88888 | www.justdial.com

JUST DIAL LTD - 1Q FY18 (Quarter ended June 30, 2017) PERFORMANCE SUMMARY						
Metric	Unit	1Q-FY18	1Q-FY17	YoY change	4Q-FY17	QoQ change
Total Listings (period end)	(million)	18.8	16.6	13.3%	17.9	5.1%
Net Listings Addition		906,457	258,698	250.4%	569,516	59.2%
Total Images in Listings (period end)	(million)	35.6	22.5	58.5%	31.7	12.1%
Listings with Geocodes (period end)	(million)	7.8	6.1	28.3%	6.8	14.1%
Ratings & Reviews	(million)	73.1	62.6	16.8%	70.5	3.8%
Paid campaigns (period end)		435,980	389,400	12.0%	435,360	0.1%
Total App Downloads (period end)	(million)	15.4	10.1	52.0%	13.3	16.2%
- Android	(million)	12.9	8.1	59.4%	10.9	18.3%
- iOS	(million)	1.7	1.4	26.0%	1.6	7.6%
- Others	(million)	0.8	0.7	15.0%	0.8	3.9%
App Downloads per day		26,533	7,721	243.6%	19,687	34.8%
Number of Employees (period end)		11,262	11,932	-5.6%	11,334	-0.6%

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

About Just Dial Limited

Just Dial Limited provides local search related services to users in India through multiple platforms such as Desktop/ PC website (<https://www.justdial.com>), mobile site (<https://t.justdial.com>), mobile Apps (Android, iOS, Windows), over the telephone (Voice, pan India number 88888-88888) and text (SMS).

Justdial has also initiated 'Search Plus' Services for its users. These services aim at making several day-to-day tasks conveniently actionable and accessible to users from one App. 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 has also recently launched JD Omni, an end-to-end business management solution for SMEs, through which it intends to transition thousands of SMEs to efficiently run business online and have their adequate online presence via their own website, mobile site. Apart from this, Just Dial has also launched JD Pay, a unique solution for quick digital payments for its users and vendors.

Just Dial Limited

CIN: 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

☎ 088888-88888 | www.justdial.com