

## **JUST DIAL ANNOUNCES RESULTS FOR QUARTER ENDED JUNE 30, 2022**

**Mumbai, India, July 15, 2022** – 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 ending June 30, 2022. Following are the key highlights:

- **Traffic (Quarterly Unique Visitors) in 1Q-FY23 stood at 147.9 million users**
- **1Q-FY23 Revenue stood at ₹ 185.6 Crores, up 11.4% QoQ, up 12.2% YoY**
- **Active Paid Campaigns stood at 483,690 (up 4.8% QoQ), addition of 22,195 campaigns QoQ**
- **Sales team hiring ramped up further, sales strength up 4.2% QoQ & 52.9% YoY**
- **Net loss for 1Q-FY23 stood at ₹ 48.3 Crores, mainly due to MTM loss on treasury portfolio due to increase in bond yields**
- **Cash and Investments stood at ₹ 3,739.6 Crores as on June 30, 2022**

### **Financial Highlights for Fiscal 2023 First Quarter (1Q-FY23)**

- **Operating Revenue & EBITDA:** Operating Revenue stood at ₹ 185.6 Crores, up 12.2% YoY & 11.4% QoQ. Adjusted Operating EBITDA, excluding ESOP expenses, stood at ₹ 11 Crores. Company has ramped up hiring across critical functions such as technology, content, sales and marketing teams which has resulted in higher employee expenses. In sales department, headcount was up 4.2% QoQ. These investments should result in superior product offerings and higher monetization going forward.
- **Net loss** stood at ₹ 48.3 Crores. This was driven by other income which stood at ₹ -60 Crores for the quarter due to mark-to-market (MTM) losses on treasury portfolio owing to significant increase in bond yields (135-150 bps QoQ for 2-3 year AAA bonds) during the quarter.
- **Deferred Revenue** stood at ₹ 353.4 Crores, up 4.5% QoQ and 15% YoY. Sequential growth in deferred revenue (led by 12.2% QoQ growth in Collections to ₹ 200.9 Crores) despite focus on monthly payment plans is encouraging.
- **Cash and Investments** stood at ₹ 3,739.6 Crores as on Jun 30, 2022 compared to ₹ 1,533 Crores as on June 30, 2021 and ₹ 3,820.1 Crores as on March 31, 2022.

### **Business Highlights for Fiscal 2023 First Quarter (1Q-FY23)**

#### **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

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- **Total Traffic (Unique Visitors)** for the quarter stood at 147.9 million, up 19.1% YoY and 2.1% QoQ. 84.3% traffic originated on Mobile platforms, 11.3% on Desktop/ PC and 4.4% on our Voice platform.
- **Total Active Listings** stood at 32.8 million as on June 30, 2022, an increase of 7.4% YoY and 2.8% QoQ. 907,228 listings were added (net) to the database during the quarter. Out of total listings, 19.5 million listings were geocoded as on June 30, 2022, up 11.8% YoY. Total Images in listings stood at 122.5 million, up 15.1% YoY and up 4% QoQ.
- **Total Ratings & Reviews** stood at 133.5 million at the end of quarter, up 11.3% YoY.
- **Active Paid Campaigns** at the end of quarter stood at 483,690, up 10.5% YoY and 4.8% QoQ. Robust paid campaigns addition of 22,195 for the quarter was led by aggressive focus on selling monthly payment plans.

JUST DIAL LTD - 1Q FY23 (Quarter ended June 30, 2022) PERFORMANCE SUMMARY						
Metric	Unit	1Q FY23	1Q FY22	YoY change	4Q FY22	QoQ change
Operating Revenue	(₹ million)	1,856	1,654	12.2%	1,667	11.4%
Operating EBITDA	(₹ million)	84	-172	n.a.	-60	n.a.
Operating EBITDA Margin	%	4.5%	-10.4%	n.a.	-3.6%	n.a.
Adjusted EBITDA (excl. ESOP expenses)	(₹ million)	110	-104	n.a.	-8	n.a.
Adjusted EBITDA Margin (excl. ESOP expenses)	%	5.9%	-6.3%	n.a.	-0.5%	n.a.
Other Income, net	(₹ million)	-600	228	n.a.	352	n.a.
Profit Before Taxes	(₹ million)	-598	-44	n.a.	206	n.a.
Net Profit	(₹ million)	-483	-35	n.a.	222	n.a.
Net Profit Margin*	%	-26.0%	-2.1%	n.a.	13.3%	n.a.
Unearned Revenue (period end)	(₹ million)	3,534	3,074	15.0%	3,381	4.5%
Cash & Investments (period end)	(₹ million)	37,396	15,330	143.9%	38,201	-2.1%
Unique Visitors^	(million)	147.9	124.1	19.1%	144.8	2.1%
- Mobile	(million)	124.7	104.3	19.5%	121.4	2.7%
- Desktop/ PC	(million)	16.7	13.8	21.0%	17.6	-4.9%
- Voice	(million)	6.4	6.0	7.8%	5.8	10.4%

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- Mobile	% share	<b>84.3%</b>	84.1%	28 bps	83.8%	50 bps
- Desktop/ PC	% share	<b>11.3%</b>	11.1%	18 bps	12.1%	-83 bps
- Voice	% share	<b>4.4%</b>	4.8%	-46 bps	4.0%	33 bps
Total Listings (period end)	(million)	<b>32.8</b>	30.6	7.4%	31.9	2.8%
Net Listings Addition		<b>907,228</b>	152,116	496.4%	524,816	72.9%
Total Images in Listings (period end)	(million)	<b>122.5</b>	106.4	15.1%	117.7	4.0%
Listings with Geocodes (period end)	(million)	<b>19.5</b>	17.5	11.8%	18.5	5.6%
Ratings & Reviews	(million)	<b>133.5</b>	120.0	11.3%	129.4	3.2%
Paid campaigns (period end)		483,690	437,865	10.5%	461,495	4.8%
Total App Downloads (period end)	(million)	31.2	29.1	7.1%	30.7	1.8%
- Android	(million)	27.5	25.6	7.3%	27.0	1.8%
- iOS	(million)	2.9	2.7	6.8%	2.8	1.8%
- Others	(million)	0.8	0.8	0.2%	0.8	0.0%
App Downloads per day		8,732	7,831	11.5%	8,369	4.3%
Total Employees (period end)		14,106	9,751	44.7%	13,343	5.7%
- Sales Employees (period end)		10,601	6,935	52.9%	10,170	4.2%

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

\* Net Profit Margin is calculated as Net Profit (Profit After Taxes) as a percentage of Operating Revenue for the quarter.

## 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), over the telephone (Voice, pan India number 88888-88888) and text (SMS). Justdial's latest version of JD App, is an All-in-One App, replete with features like Map-aided Search, Live TV, Videos, Stock quotes, etc to make the life of the consumer infinitely smoother & more engaging.

The Company has recently launched its B2B marketplace platform, JD Mart. JD Mart platform, available at <https://www.jdmart.com> and via apps on Play Store and App Store, is aimed at enabling millions of India's manufacturers, distributors, wholesalers, retailers to become internet-ready in post-COVID era, get new customers and sell their products online. The platform offers digital product catalogues to businesses and aims at digitalising India's businesses, especially MSMEs, across categories. Buyers can discover quality vendors offering a wide selection of products to choose from, spread across millions of categories to suit all B2B needs.

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Justdial has also initiated transaction-oriented 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 a direct/ indirect enabler of such transactions. Justdial has also recently launched 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, Justdial has also launched JD Pay, a unique solution for quick digital payments for its users and vendors.

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