

Just Dial Limited announces results for the Quarter and Year Ended March 31, 2016

- Just Dial Ltd's operating revenue in FY16 increased by 17% (Y-o-Y) to ₹690.83crore
- Operating EBITDA in FY16 increased by 3% to ₹170.54crore
- Adjusted Operating EBITDA in FY16 increased by 6% (Y-o-Y) to ₹195.83crore*
- Net Profit in FY16 increased by 2% (Y-o-Y) to ₹141.80crore with Net Profit Margin of 19%

- Just Dial Ltd's operating revenue in Q4FY16 increased by 15% (Y-o-Y) to ₹179.61crore
- Operating EBITDA in Q4FY16 increased by 6% to ₹44.99crore
- Adjusted Operating EBITDA in Q4FY16 at ₹45.77crore**
- Net Profit in Q4FY16 at ₹35.32crore with Net Profit Margin of 18%

Note: No material differences between unconsolidated and consolidated financials, hence consolidated figures are not reported separately.

Mumbai, India - May 20, 2016

Financial Highlights

Year Ended March 31, 2016 - Comparison of FY16 results Vs FY15

- Operating revenue increased by 17% to ₹690.83crore (Y-o-Y) from ₹589.80crore
- Adjusted Operating EBITDA increased by 6% to ₹195.83crore (Y-o-Y) from ₹183.96crore*
- Adjusted Operating EBITDA margin in FY16 was 28% as compared to 31% in FY15*
- Net Profit increased by 2% (Y-o-Y) to ₹141.80crore from ₹138.89crore
- Net Profit margin was 19% in FY16 as compared to 22% in FY15
- Cash and Investments totaling to ₹737crore as at March 31, 2016 as compared to ₹815crore as at March 31, 2015
- Deferred revenue marginally increased to ₹211crore as compared to ₹210crore

**Note: Adjusted Operating EBITDA is excluding ESOP expenses (₹20.55crore) during the year & one-time spend of ₹4.73crore*

Quarter Ended March 31, 2016 - Comparison of Q4FY16 results Vs Q4FY15

- Operating revenue in Q4FY16 increased by 15% to ₹179.61crore (Y-o-Y) from ₹156.28crore
- Adjusted Operating EBITDA in Q4FY16 at ₹45.77crore **
- Adjusted Operating EBITDA margin in Q4FY16 was 25% as compared to 33% in Q4FY15**
- Net Profit in Q4FY16 was at ₹35.32crore
- Net Profit margin in Q4FY16 was 18% as compared to 26% in Q4FY15

***Note: Adjusted Operating EBITDA is excluding one-time spends of ₹0.78crore during the quarter*

Other Highlights

- As of March 31, 2016, we were conducting approximately 3,68,800 campaigns for our paid advertisers as compared to 3,31,200 campaigns as of March 31, 2015 representing a Y-o-Y growth of 11%
 - As of March 31, 2016 our database consisted of approximately 16.3 million listings as compared to 15.0 million listings as of March 31, 2015 representing a Y-o-Y growth of 9%
 - As of March 31, 2016 we had 11,142 employees
 - The Company currently has 30 search plus services live on the platform
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Mr. V.S.S. Mani, MD & CEO, Just Dial Ltd said: “Our effort to scale up revenues is beginning to show results. Also with the launch of JD OMNI search plus services for small businesses, we are confident that SMEs will find it easier to seamlessly sell both online and offline and also run their businesses efficiently.”

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.