

## **JUST DIAL ANNOUNCES RESULTS FOR QUARTER & YEAR ENDED MARCH 31, 2018**

**Mumbai, India, May 21, 2018** – Just Dial Limited (BSE: 535648, NSE: JUSTDIAL), India's leading local search engine company, today announced its financial and operating results for its fourth fiscal quarter and year ended March 31, 2018. Following are the key highlights:

- **Traffic (Quarterly Unique Visitors) grew 28.6% YoY in 4Q-FY18**
- **4Q-FY18 Revenue witnessed 10.3% YoY growth, EBITDA grew 42.3% YoY**
- **4Q-FY18 Profit After Taxes went up 53.6% YoY**
- **FY18 Revenue witnessed 8.8% YoY growth, Annual EBITDA growth stood at 50% YoY**
- **Cash & Investments stood at ₹ 1,200.6 Crores as on March 31, 2018**

### **Financial Highlights for Fiscal 2018 Fourth Quarter (4Q-FY18)**

- **Operating Revenue:** Total Operating Revenue stood at ₹ 200.5 Crores, witnessing a growth of 10.3% YoY and 1.9% QoQ.
- **Operating EBITDA:** Operating EBITDA at ₹ 45.8 Crores witnessed growth of 42.3% YoY and drop of 1.7% QoQ. Adjusted Operating EBITDA Margin, excluding ESOP expenses, stood at 24.4%, up 464 bps YoY and drop of 143 bps QoQ.
- **Net Profit (Profit after Taxes)** stood at ₹ 39.0 Crores, up 53.6% YoY and 36.3% QoQ. Other income stood at ₹ 16.6 Crores for the quarter versus ₹ 2.6 Crores in 3Q-FY18 and ₹ 12.7 Crores in 4Q-FY17.
- **Cash and Investments** stood at ₹ 1,200.6 Crores as on March 31, 2018 compared to ₹ 1,017.2 Crores as on March 31, 2017 and ₹ 1,085.3 Crores as on December 31, 2017.

### **Business Highlights for Fiscal 2018 Fourth Quarter (4Q-FY18)**

- **Traffic (Unique Visitors)** for the quarter stood at 111.6 million, up 28.6% YoY and 3.7% QoQ. 70.8% traffic originated on mobile platforms, 21.5% on desktop/ PC and 7.7% on our Voice platform.
- **Total Active Listings** stood at 21.8 million as on March 31, 2018, an increase of 21.7% YoY, 5.0% QoQ. 1,044,435 listings were added (net) to the database during the quarter. Out of total listings, 10.9 million listings were geocoded as on March 31, 2018, up 60.0% YoY. Total images in listings stood at 44.8 million, up 41.3% YoY and up 8.3% 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

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- **Total Ratings & Reviews** stood at 81.9 million at the end of quarter, up 16.2% YoY.
- **Paid Campaigns** at the end of quarter stood at 445,110, up 2.2% YoY and up 1.0% QoQ.
- **Cumulative App Downloads** at the end of quarter stood at 19.8 million, up 49.7% YoY and 5.8% QoQ. Average 15,501 App Downloads per day witnessed during the quarter.

<b>JUST DIAL LTD - 4Q FY18 (Quarter ended March 31, 2018) PERFORMANCE SUMMARY</b>						
<b>Metric</b>	<b>Unit</b>	<b>4Q-FY18</b>	<b>4Q-FY17</b>	<b>YoY change</b>	<b>3Q-FY18</b>	<b>QoQ change</b>
Operating Revenue	(₹ million)	<b>2,005</b>	1,817	10.3%	1,968	1.9%
Operating EBITDA	(₹ million)	<b>458</b>	322	42.3%	465	-1.7%
Operating EBITDA Margin	%	<b>22.8%</b>	17.7%	513 bps	23.7%	-82 bps
Adjusted EBITDA (excl. ESOP expenses)	(₹ million)	<b>489</b>	359	36.3%	508	-3.8%
Adjusted EBITDA Margin (excl. ESOP expenses)	%	<b>24.4%</b>	19.7%	464 bps	25.8%	-143 bps
Other Income, net	(₹ million)	<b>166</b>	127	31.2%	26	545.1%
Profit Before Taxes	(₹ million)	<b>540</b>	346	56.1%	401	34.6%
Net Profit	(₹ million)	<b>390</b>	254	53.6%	286	36.3%
Net Profit Margin*	%	<b>19.4%</b>	14.0%	548 bps	14.5%	490 bps
Unearned Revenue (period end)	(₹ million)	<b>3,330</b>	2,743	21.4%	2,852	16.7%
Cash & Investments (period end)	(₹ million)	<b>12,006</b>	10,172	18.0%	10,853	10.6%
Unique Visitors^	(million)	<b>111.6</b>	86.8	28.6%	107.6	3.7%
- Mobile	(million)	<b>79.0</b>	52.2	51.4%	73.6	7.3%
- Desktop/ PC	(million)	<b>24.0</b>	25.6	-6.3%	25.0	-4.2%
- Voice	(million)	<b>8.6</b>	9.0	-4.4%	9.0	-4.2%
- Mobile	% share	<b>70.8%</b>	60.2%	1066 bps	68.4%	241 bps
- Desktop/ PC	% share	<b>21.5%</b>	29.5%	-801 bps	23.3%	-177 bps
- Voice	% share	<b>7.7%</b>	10.4%	-265 bps	8.3%	-64 bps
Total Listings (period end)	(million)	<b>21.8</b>	17.9	21.7%	20.7	5.0%
Net Listings Addition		<b>1,044,435</b>	569,516	83.4%	908,973	14.9%
Total Images in Listings (period end)	(million)	<b>44.8</b>	31.7	41.3%	41.4	8.3%
Listings with Geocodes (period end)	(million)	<b>10.9</b>	6.8	60.0%	20.1	8.0%
Ratings & Reviews	(million)	<b>81.9</b>	70.5	16.2%	79.0	3.7%
Paid campaigns (period end)		<b>445,110</b>	435,360	2.2%	440,600	1.0%

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Metric	Unit	4Q-FY18	4Q-FY17	YoY change	3Q-FY18	QoQ change
Total App Downloads (period end)	(million)	<b>19.8</b>	13.3	49.7%	18.7	5.8%
- Android	(million)	<b>17.0</b>	10.9	56.1%	16.0	6.3%
- iOS	(million)	<b>2.0</b>	1.6	25.3%	1.9	4.3%
- Others	(million)	<b>0.8</b>	0.8	9.3%	0.8	0.9%
App Downloads per day		<b>15,501</b>	19,687	-21.3%	19,103	-18.9%
Number of Employees (period end)		<b>11,452</b>	11,334	1.0%	10,948	4.6%

^ 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, 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.

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