

## **JUST DIAL ANNOUNCES RESULTS FOR QUARTER ENDED MARCH 31, 2019**

**Mumbai, India, May 13, 2019** – 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 ending March 31, 2019. Following are the key highlights:

- **Traffic (Quarterly Unique Visitors) grew 24.7% YoY in 4Q-FY19 to 139.1 million users**
- **Mobile Traffic (Quarterly Unique Visitors) grew 39.7% YoY in 4Q-FY19 to 110.4 million users**
- **4Q-FY19 Revenue witnessed 15.9% YoY growth, EBITDA grew 28.5% YoY**
- **Net Profit stood at ₹ 62.5 Crores, up 60.5% YoY**
- **Cash & Investments stood at ₹ 1,331.4 Crores as on March 31, 2019; Buyback for ₹ 220 Crores completed on January 10, 2019**
- **Total listings stood at 25.7 million; active paid campaigns stood at 500,838 (addition of ~15.4K campaigns QoQ)**

### **Financial Highlights for Fiscal 2019 Fourth Quarter (4Q-FY19)**

- **Operating Revenue:** Total Operating Revenue stood at ₹ 232.3 Crores, growing 15.9% YoY.
- **Operating EBITDA<sup>#</sup>:** Operating EBITDA at ₹ 58.8 Crores witnessed growth of 28.5% YoY. Adjusted Operating EBITDA Margin, excluding ESOP expenses, stood at 26.1%, up 176 bps YoY.
- **Net Profit (Profit after Taxes)<sup>#</sup>** stood at ₹ 62.5 Crores, up 60.5% YoY and 9.1% QoQ. Other income stood at ₹ 32.2 Crores for the quarter versus ₹ 34.1 Crores in 3Q-FY19 and ₹ 16.6 Crores in 4Q-FY18.
- **Cash and Investments** stood at ₹ 1,331.4 Crores as on March 31, 2019 compared to ₹ 1,200.6 Crores as on March 31, 2018 and ₹ 1,441.6 Crores as on December 31, 2018.
- Pursuant to the approval of Directors and members of the Company for buyback of equity shares of ₹ 220 Crores, the Company has completed buy-back of 27,50,000 equity shares of face value of ₹ 10/- each at a price of ₹ 800/- per share for an amount aggregating up to ₹ 220 Crores from the shareholders on a proportionate basis, through the tender offer, on January 10, 2019.

**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

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**Business Highlights for Fiscal 2019 Fourth Quarter (4Q-FY19)**

- **Traffic (Unique Visitors)** for the quarter stood at 139.1 million, up 24.7% YoY and 3.6% QoQ. 79.4% traffic originated on mobile platforms, 14.8% on desktop/ PC and 5.8% on our voice platform.
- **Total Active Listings** stood at 25.7 million as on March 31, 2019, an increase of 18.2% YoY and 3.8% QoQ. 932,504 listings were added (net) to the database during the quarter. Out of total listings, 14.0 million listings were geocoded as on March 31, 2019, up 28.3% YoY. Total Images in listings stood at 60.3 million, up 34.4% YoY and up 9.0% QoQ.
- **Total Ratings & Reviews** stood at 95.6 million at the end of quarter, up 16.7% YoY.
- **Paid Campaigns** at the end of quarter stood at 500,838, up 12.5% YoY and up 3.2% QoQ.
- **Cumulative App Downloads** at the end of quarter stood at 23.7 million, up 19.2% YoY and 3.6% QoQ. Average 12,588 App Downloads per day witnessed during the quarter.

<b>JUST DIAL LTD - 4Q FY19 (Quarter ended March 31, 2019) PERFORMANCE SUMMARY</b>						
<b>Metric</b>	<b>Unit</b>	<b>4Q-FY19</b>	<b>4Q-FY18</b>	<b>YoY change</b>	<b>3Q-FY19</b>	<b>QoQ change</b>
Operating Revenue	(₹ million)	<b>2,323</b>	2,005	15.9%	2,268	2.4%
Operating EBITDA	(₹ million)	<b>588</b>	458	28.5%	552	6.6%
Operating EBITDA Margin	%	<b>25.3%</b>	22.8%	250 bps	24.3%	99 bps
Adjusted EBITDA (excl. ESOP expenses)	(₹ million)	<b>607</b>	489	24.2%	606	0.2%
Adjusted EBITDA Margin (excl. ESOP expenses)	%	<b>26.1%</b>	24.4%	176 bps	26.7%	-57 bps
Other Income, net	(₹ million)	<b>322</b>	166	93.9%	341	-5.5%
Profit Before Taxes	(₹ million)	<b>827</b>	540	53.2%	807	2.5%
Net Profit	(₹ million)	<b>625</b>	390	60.5%	573	9.1%
Net Profit Margin*	%	<b>26.9%</b>	19.4%	749 bps	25.3%	165 bps
Unearned Revenue (period end)	(₹ million)	<b>4,054</b>	3,330	21.8%	3,786	7.1%
Cash & Investments (period end)	(₹ million)	<b>13,314</b>	12,006	10.9%	14,416	-7.6%

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Metric	Unit	4Q-FY19	4Q-FY18	YoY change	3Q-FY19	QoQ change
Unique Visitors <sup>^</sup>	(million)	<b>139.1</b>	111.6	24.7%	134.2	3.6%
- Mobile	(million)	<b>110.4</b>	79.0	39.7%	105.3	4.8%
- Desktop/ PC	(million)	<b>20.6</b>	24.0	-14.0%	20.3	1.5%
- Voice	(million)	<b>8.1</b>	8.6	-5.8%	8.6	-5.8%
- Mobile	% share	<b>79.4%</b>	70.8%	854 bps	78.5%	89 bps
- Desktop/ PC	% share	<b>14.8%</b>	21.5%	-666 bps	15.1%	-31 bps
- Voice	% share	<b>5.8%</b>	7.7%	-188 bps	6.4%	-58 bps
Total Listings (period end)	(million)	<b>25.7</b>	21.8	18.2%	24.8	3.8%
Net Listings Addition		<b>932,504</b>	1,044,435	-10.7%	1,014,966	-8.1%
Total Images in Listings (period end)	(million)	<b>60.3</b>	44.8	34.4%	55.3	9.0%
Listings with Geocodes (period end)	(million)	<b>14.0</b>	10.9	28.3%	13.4	4.3%
Ratings & Reviews	(million)	<b>95.6</b>	81.9	16.7%	91.3	4.8%
Paid campaigns (period end)		<b>500,838</b>	445,110	12.5%	485,410	3.2%
Total App Downloads (period end)	(million)	<b>23.7</b>	19.8	19.2%	22.8	3.6%
- Android	(million)	<b>20.6</b>	17.0	20.8%	19.8	3.8%
- iOS	(million)	<b>2.3</b>	2.0	13.2%	2.2	2.5%
- Others	(million)	<b>0.8</b>	0.8	1.2%	0.8	0.2%
App Downloads per day		<b>12,588</b>	15,501	-18.8%	14,437	-12.8%
Number of Employees (period end)		<b>12,691</b>	11,452	10.8%	12,476	1.7%

<sup>^</sup> 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.

<sup>#</sup> Note 1: Numbers from 1Q FY19 onwards are based on IND AS 115. Due to application of Ind AS 115 from 1 April 2018 onwards, there has been an impact on sales incentives expense recognition (expensed in line with revenue recognition under Ind AS 115). Consequently, Profit after Taxes for 1Q FY19, 2Q FY19, 3Q FY19 and 4Q FY19 is higher by Rs17.5 million, Rs10.1 million, Rs2.1 million Rs50.5 million, respectively, vis-à-vis the amounts if erstwhile standards were applicable.

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## 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 recently launched the newest version of its JD App, which is an All-in-One App, replete with features like Map-aided Search, Live TV, Videos, News & Real-Time Chat Messenger, to make the life of the consumer infinitely smoother & more engaging.

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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