

April 18, 2025

To

|   |   |  |
|---|---|--|
| <b>BSE Limited</b><br>PJ Towers,<br>Dalal Street,<br>Mumbai - 400001<br><i>Scrip Code: 535648</i> | <b>National Stock Exchange of India Limited</b><br>Exchange Plaza, Plot no. C/1,<br>G Block, Bandra-Kurla Complex,<br>Bandra (East), Mumbai - 400051<br><i>Trading Symbol: JUSTDIAL</i> | <b>Metropolitan Stock Exchange of India Limited</b><br>205(A), 2 <sup>nd</sup> Floor,<br>Piramal Agastya Corporate Park,<br>L.B.S Road, Kurla (West), Mumbai - 400070<br><i>Scrip Symbol: JUSTDIAL</i> |
|---|---|--|

Dear Sir/Madam,

**Sub.: Press Release – Financial Results for the quarter and year ended March 31, 2025**

Press Release of the Company in respect of Financial Results of the Company for the quarter and year ended March 31, 2025 is enclosed herewith.

The Financial Results for the quarter and year ended March 31, 2025, approved by the Board of Directors and the Press Release thereon will also be available on the Company's website [www.justdial.com](http://www.justdial.com).

We request you to take the above on record.

Thanking you,

Yours truly,

**For Just Dial Limited**

**Manan Udani**  
**Company Secretary**

**Encl: as above**

**Just Dial Limited**

CIN NO: 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 • E-mail : [investors@justdial.com](mailto:investors@justdial.com)

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## **JUST DIAL ANNOUNCES RESULTS FOR QUARTER ENDED MARCH 31, 2025**

**Mumbai, India – April 18, 2025:** Just Dial Limited (BSE: 535648, NSE: JUSTDIAL), India's leading local search engine company, today announced its financial and operating results for its fourth quarter ended March 31, 2025. Following are the key highlights:

- **4Q-FY25 Revenue stood at ₹ 289.2 Crores, up 7.0% YoY**
- **EBITDA stood at ₹ 86.1 Crores, up 21.9% YoY; EBITDA Margin at 29.8%, improved 363 bp YoY**
- **Net Profit at ₹ 157.6 Crores, up 36.3% YoY**
- **Traffic (Quarterly Unique Visitors) in 4Q-FY25 stood at 191.3 million users, up 11.8% YoY**
- **Cash and Investments stood at ₹ 5,278.6 Crores as on March 31, 2025, up 14.1% YoY**

### **Financial Highlights for Fiscal 2025 Fourth Quarter (4Q-FY25)**

- **Operating Revenue & EBITDA:** Operating Revenue stood at ₹ 289.2 Crores, up 7.0% YoY. Operating EBITDA stood at ₹ 86.1 Crores, with healthy EBITDA margin of 29.8%. EBITDA Margin witnessed 363 bps YoY expansion, led by both topline growth and cost efficiencies (operating expenses increased only 1.7% YoY). Advertising spends stood at ~₹ 7.2 Crores during the quarter.
- **Other Income** stood at ₹ 108.7 Crores, up 19.0% YoY and 40.4% QoQ, due to decline in bond yields during the quarter and higher treasury.
- **Profit Before Taxes** stood at ₹ 179.5 Crores, up 21.9% YoY and Net Profit stood at ₹ 157.6 Crores, up 36.3% YoY aided by lower Effective Tax Rate (ETR). ETR stood at 12.2% for 4Q FY25 (12% for full year FY25), lower YoY due to reversal of deferred tax on part of treasury moving from short-term to long term bucket in FY25.
- **Deferred Revenue** stood at ₹ 557.9 Crores, up 9.9% YoY.
- **Cash and Investments** stood at ₹ 5,278.6 Crores as on March 31, 2025 compared to ₹ 4,625.4 Crores as on March 31, 2024 and ₹ 5,062.7 Crores as on December 31, 2024.

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**Business Highlights for Fiscal 2025 Fourth Quarter (4Q-FY25)**

- **Total Traffic (Unique Visitors)** for the quarter stood at 191.3 million, up 11.8% YoY and 0.1% QoQ. 86.9% traffic originated on Mobile platforms, 10.5% on Desktop/ PC and 2.6% on our Voice platform. Content enrichment, initiatives towards better user experience, moderate advertising are resulting in traffic growth which augurs well for the business.
- **Total Active Listings** stood at 48.8 million as on March 31, 2025, an increase of 11.9% YoY and 2.6% QoQ. 1,231,207 listings were added (net) to the database during the quarter. Out of total listings, 32.7 million listings were geocoded as on March 31, 2025, up 15.0% YoY. Total Images in listings stood at 227.3 million, up 20.6% YoY and 5.2% QoQ.
- **Total Ratings & Reviews** stood at 152.6 million at the end of quarter, up 3.1% YoY.
- **Active Paid Campaigns** at the end of quarter stood at 613,290 up 5.1% YoY and 2.0% QoQ

| <b>JUST DIAL LTD - 4Q FY25 (Quarter ended March 31, 2025) PERFORMANCE SUMMARY</b> |             |                |                |                   |                |                   |
|---|-------------|----------------|----------------|-------------------|----------------|-------------------|
| <b>Metric</b>   | <b>Unit</b> | <b>4Q FY25</b> | <b>4Q FY24</b> | <b>YoY change</b> | <b>3Q FY25</b> | <b>QoQ change</b> |
| Operating Revenue   | (₹ million) | 2,892          | 2,703          | 7.0%              | 2,873          | 0.6%              |
| Operating EBITDA  | (₹ million) | 861            | 706            | 21.9%             | 866            | -0.6%             |
| Operating EBITDA Margin   | %           | 29.8%          | 26.1%          | 363 bps           | 30.1%          | -38 bps           |
| Other Income  | (₹ million) | 1,087          | 913            | 19.0%             | 774            | 40.4%             |
| Profit Before Taxes   | (₹ million) | 1,795          | 1,473          | 21.9%             | 1,492          | 20.3%             |
| Net Profit  | (₹ million) | 1,576          | 1,156          | 36.3%             | 1,313          | 20.0%             |
| Net Profit Margin*  | %           | 39.6%          | 32.0%          | 764 bps           | 36.0%          | 361 bps           |
| Deferred Revenue (period end)   | (₹ million) | 5,579          | 5,077          | 9.9%              | 5,072          | 10.0%             |
| Cash & Investments (period end)   | (₹ million) | 52,786         | 46,254         | 14.1%             | 50,627         | 4.3%              |
| Unique Visitors^  | (million)   | 191.3          | 171.1          | 11.8%             | 191.2          | 0.1%              |
| - Mobile  | (million)   | 166.2          | 144.7          | 14.9%             | 164.4          | 1.1%              |
| - Desktop/ PC   | (million)   | 20.1           | 20.8           | -3.4%             | 21.4           | -6.2%             |
| - Voice   | (million)   | 5.0            | 5.6            | -10.2%            | 5.4            | -6.0%             |
| - Mobile  | % share     | 86.9%          | 84.6%          | 230 bps           | 86.0%          | 87 bps            |
| - Desktop/ PC   | % share     | 10.5%          | 12.2%          | -165 bps          | 11.2%          | -70 bps           |
| - Voice   | % share     | 2.6%           | 3.3%           | -65 bps           | 2.8%           | -17 bps           |

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|                                       |           |           |           |        |           |       |
|---------------------------------------|-----------|-----------|-----------|--------|-----------|-------|
| Total Listings (period end)           | (million) | 48.8      | 43.6      | 11.9%  | 47.5      | 2.6%  |
| Net Listings Addition                 |           | 1,231,207 | 1,942,275 | -36.6% | 1,290,820 | -4.6% |
| Total Images in Listings (period end) | (million) | 227.3     | 188.5     | 20.6%  | 216.0     | 5.2%  |
| Listings with Geocodes (period end)   | (million) | 32.7      | 28.5      | 15.0%  | 31.8      | 2.9%  |
| Ratings & Reviews                     | (million) | 152.6     | 148.0     | 3.1%   | 151.4     | 0.8%  |
| Paid campaigns (period end)           |           | 613,290   | 583,690   | 5.1%   | 601,080   | 2.0%  |
|                                       |           |           |           |        |           |       |
| Total App Downloads (period end)      | (million) | 39.9      | 36.4      | 9.4%   | 39.0      | 2.1%  |
| - Android                             | (million) | 35.2      | 32.1      | 9.6%   | 34.4      | 2.1%  |
| - iOS                                 | (million) | 3.8       | 3.5       | 9.8%   | 3.8       | 2.3%  |
| - Others                              | (million) | 0.8       | 0.8       | 0.0%   | 0.8       | 0.0%  |
|                                       |           |           |           |        |           |       |
| App Downloads per day                 |           | 6,915     | 7,106     | -2.7%  | 6,935     | -0.3% |
| Total Employees (period end)          |           | 13,002    | 12,834    | 1.3%   | 12,676    | 2.6%  |
| - Sales Employees (period end)        |           | 10,103    | 9,816     | 2.9%   | 9,765     | 3.5%  |

| JUST DIAL LTD - FY25 (Fiscal Year ended March 31, 2025) PERFORMANCE SUMMARY |             |        |        |            |             |
|---|-------------|--------|--------|------------|-------------|
| Metric  | Unit        | FY25   | FY24   | YoY change | YoY% change |
| Operating Revenue   | (₹ million) | 11,419 | 10,429 | 990        | 9.5%        |
|   |             |        |        |            |             |
| Operating EBITDA  | (₹ million) | 3,354  | 2,165  | 1,189      | 54.9%       |
| Operating EBITDA Margin   | %           | 29.4%  | 20.8%  |            | 861 bps     |
|   |             |        |        |            |             |
| Other Income  | (₹ million) | 3,865  | 3,055  | 811        | 26.5%       |
| Profit Before Taxes   | (₹ million) | 6,642  | 4,665  | 1,977      | 42.4%       |
|   |             |        |        |            |             |
| Net Profit  | (₹ million) | 5,842  | 3,628  | 2,214      | 61.0%       |
| Net Profit Margin*  | %           | 38.2%  | 26.9%  |            | 1,131 bps   |
|   |             |        |        |            |             |
| Deferred Revenue (period end)   | (₹ million) | 5,579  | 5,077  | 502        | 9.9%        |
| Cash & Investments (period end)   | (₹ million) | 52,786 | 46,254 | 6,532      | 14.1%       |

^ 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 Total Revenue (Operating Revenue + Other Income) for the period.

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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 and mobile website (<https://www.justdial.com>), mobile apps (Android & iOS), and over the telephone (Voice, pan India number 88888-88888). 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 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.

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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