

Just Dial Limited announces results for the Quarter Ended September 30, 2016

- Just Dial Ltd's operating revenue in Q2FY17 increased by 10% (Y-o-Y) to ₹180.32crore
- Operating EBITDA in Q2FY17 at ₹22.45crore
- Adjusted Operating EBITDA in Q2FY17 at ₹25.31crore*
- Net Profit in Q2FY17 at ₹29.62crore with a Net Profit Margin of 14%

Note: The numbers are in accordance with Ind AS. No material differences between unconsolidated and consolidated financials, hence consolidated figures are not reported separately.

Mumbai, India - October 26, 2016

Financial Highlights

Quarter Ended September 30, 2016 - Comparison of Q2FY17 results V/s Q2FY16

- Operating revenue in Q2FY17 increased by 10% to ₹180.32crore (Y-o-Y) from ₹163.86crore
- Adjusted Operating EBITDA in Q2FY17 at ₹25.31crore*
- Adjusted Operating EBITDA margin in Q2FY17 was 14% as compared to 24% in Q2FY16*
- Net Profit in Q2FY17 at ₹29.62crore as compared to ₹40.49crore in Q2FY16
- Net Profit margin in Q2FY17 was 14%

**Note: Adjusted Operating EBITDA is excluding ESOP spends of ₹2.86crore during the quarter*

Other Highlights

- As of September 30, 2016, we were conducting approximately 4,08,800 campaigns for our paid advertisers as compared to 3,49,800 campaigns as of September 30, 2015 representing a Y-o-Y growth of 17%
- As of September 30, 2016 our database consisted of approximately 16.9 million listings as compared to 15.8 million listings as of September 30, 2015 representing a Y-o-Y growth of 7%
- As of September 30, 2016 we had 11,799 employees
- The Company currently has over 30 search plus services live on the platform

Mr. V.S.S. Mani, MD & CEO, Just Dial Ltd said: “We are seeing encouraging signs on the growth front from steps that we initiated in the past few quarters and we expect the momentum to strengthen. We remain confident of getting back to a sustainable growth trajectory in the coming quarters.”

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.