

## **JUST DIAL ANNOUNCES RESULTS FOR QUARTER ENDED SEPTEMBER 30, 2018**

**Mumbai, India, October 29, 2018** – Just Dial Limited (BSE: 535648, NSE: JUSTDIAL), India's leading local search engine company, today announced its financial and operating results for its second fiscal quarter ending September 30, 2018. Following are the key highlights:

- **Traffic (Quarterly Unique Visitors) grew 25% YoY in 2Q-FY19 to 131.3 million users**
- **Mobile Quarterly Unique Visitors stood at 100.5 million**
- **2Q-FY19 Revenue witnessed 13.7% YoY growth, EBITDA grew 45% YoY**
- **Cash & Investments stood at ₹ 1,358.5 Crores as on September 30, 2018**
- **Total listings stood at 23.8 million; 470,620 active paid campaigns**

### **Financial Highlights for Fiscal 2019 Second Quarter (2Q-FY19)**

- **Operating Revenue:** Total Operating Revenue stood at ₹ 221 Crores, witnessing a growth of 13.7% YoY and 4.5% QoQ.
- **Operating EBITDA#:** Operating EBITDA at ₹ 57.5 Crores witnessed growth of 45% YoY. Adjusted Operating EBITDA Margin, excluding ESOP expenses, stood at 28.6%, up 650 bps YoY.
- **Net Profit (Profit after Taxes)#** stood at ₹ 48.4 Crores, up 29.2% YoY and 25.6% QoQ. Other income stood at ₹ 18.4 Crores for the quarter versus ₹ 8.2 Crores in 1Q-FY19 and ₹ 20 Crores in 2Q-FY18.
- **Cash and Investments** stood at ₹ 1,358.5 Crores as on September 30, 2018 compared to ₹ 1,045.3 Crores as on September 30, 2017 and ₹ 1,288.8 Crores as on June 30, 2018.

### **Business Highlights for Fiscal 2019 Second Quarter (2Q-FY19)**

- **Traffic (Unique Visitors)** for the quarter stood at 131.3 million, up 25% YoY and 4.8% QoQ. 76.6% traffic originated on mobile platforms, 16.6% on desktop/ PC and 6.8% on our voice platform. Mobile traffic has now crossed 100 million quarterly users.
- **Total Active Listings** stood at 23.8 million as on September 30, 2018, an increase of 20% YoY and 4.7% QoQ. 1,073,032 listings were added (net) to the database during the quarter. Out of total

### **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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listings, 12.3 million listings were geocoded as on September 30, 2018, up 34.2% YoY. Total images in listings stood at 51.4 million, up 33.6% YoY and up 7.2% QoQ.

- **Total Ratings & Reviews** stood at 88 million at the end of quarter, up 15.7% YoY.
- **Paid Campaigns** at the end of quarter stood at 470,620, up 7% YoY and up 3.9% QoQ.
- **Cumulative App Downloads** at the end of quarter stood at 21.9 million, up 26.3% YoY and 5.3% QoQ. Average 13,555 App Downloads per day witnessed during the quarter.

JUST DIAL LTD - 2Q FY19 (Quarter ended September 30, 2018) PERFORMANCE SUMMARY						
Metric	Unit	2Q-FY19	2Q-FY18	YoY change	1Q-FY19	QoQ change
Operating Revenue	(₹ million)	2,210	1,945	13.7%	2,114	4.5%
Operating EBITDA	(₹ million)	575	396	45.0%	574	0.1%
Operating EBITDA Margin	%	26.0%	20.4%	563 bps	27.2%	-116 bps
Adjusted EBITDA (excl. ESOP expenses)	(₹ million)	631	429	47.1%	624	1.3%
Adjusted EBITDA Margin (excl. ESOP expenses)	%	28.6%	22.1%	650 bps	29.5%	-93 bps
Other Income, net	(₹ million)	184	200	-8.2%	82	123.7%
Profit Before Taxes	(₹ million)	674	503	34.0%	573	17.8%
Net Profit	(₹ million)	484	375	29.2%	385	25.6%
Net Profit Margin*	%	21.9%	19.3%	263 bps	18.2%	367 bps
Unearned Revenue (period end)	(₹ million)	3,749	2,774	35.1%	3,713	1.0%
Cash & Investments (period end)	(₹ million)	13,585	10,453	30.0%	12,888	5.4%
Unique Visitors^	(million)	131.3	105.0	25.0%	125.2	4.8%
- Mobile	(million)	100.5	69.0	45.7%	92.3	8.9%
- Desktop/ PC	(million)	21.8	26.5	-17.5%	23.5	-7.1%
- Voice	(million)	8.9	9.6	-6.9%	9.4	-4.8%
- Mobile	% share	76.6%	65.7%	1090 bps	73.7%	283 bps
- Desktop/ PC	% share	16.6%	25.2%	-857 bps	18.8%	-214 bps
- Voice	% share	6.8%	9.1%	-233 bps	7.5%	-69 bps
Total Listings (period end)	(million)	23.8	19.8	20.0%	22.7	4.7%
Net Listings Addition		1,073,032	1,021,158	5.1%	943,367	13.7%
Total Images in Listings (period end)	(million)	51.4	38.5	33.6%	47.9	7.2%
Listings with Geocodes (period end)	(million)	12.3	9.2	34.2%	11.8	4.7%
Ratings & Reviews	(million)	88.0	76.1	15.7%	85.1	3.5%

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Metric	Unit	2Q-FY19	2Q-FY18	YoY change	1Q-FY19	QoQ change
Paid campaigns (period end)		<b>470,620</b>	439,700	7.0%	452,900	3.9%
Total App Downloads (period end)	(million)	<b>21.9</b>	17.3	26.3%	20.8	5.3%
- Android	(million)	<b>18.9</b>	14.7	28.7%	17.9	5.7%
- iOS	(million)	<b>2.1</b>	1.8	17.5%	2.1	3.3%
- Others	(million)	<b>0.8</b>	0.8	3.3%	0.8	0.3%
App Downloads per day		<b>13,555</b>	23,871	-43.2%	14,351	-5.5%
Number of Employees (period end)		<b>12,417</b>	10,892	14.0%	12,281	1.1%

^ 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 Operating Revenue for the quarter.

# 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. Consequently, Profit after Taxes for 1Q FY19 and 2Q FY19 is higher by Rs17.5 million and Rs10.1 million, respectively, vis-à-vis the amounts if erstwhile standards were applicable.

## 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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