

## **JUST DIAL ANNOUNCES RESULTS FOR QUARTER ENDED SEPTEMBER 30, 2019**

**Mumbai, India, October 21, 2019** – 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, 2019. Following are the key highlights:

- **Mobile Traffic (Quarterly Unique Visitors) grew 29.2% YoY in 2Q-FY20 to 129.8 million users**
- **Total Traffic (Quarterly Unique Visitors) grew 22.9% YoY in 2Q-FY20 to 161.3 million users**
- **2Q-FY20 Revenue witnessed 9.7% YoY growth, Operating EBITDA grew 17% YoY**
- **Net Profit stood at ₹ 76.9 Crores, up 58.9% YoY**
- **Cash & Investments stood at ₹ 1,468.4 Crores as on September 30, 2019**
- **Total listings stood at 27.6 million; Active paid campaigns stood at 528,915 (addition of ~13.6K campaigns QoQ)**

### **Financial Highlights for Fiscal 2020 Second Quarter (2Q-FY20)**

- **Operating Revenue:** Total Operating Revenue stood at ₹ 242.6 Crores, growing 9.7% YoY.
- **Operating EBITDA:** Operating EBITDA at ₹ 67.2 Crores witnessed growth of 17% YoY. Adjusted Operating EBITDA Margin, excluding ESOP expenses, stood at 29%, up 40 bps YoY.
- **Net Profit (Profit after Taxes)** stood at ₹ 76.9 Crores, up 58.9% YoY. Other income stood at ₹ 44.1 Crores for the quarter, aided by MTM gains on investment portfolio due to decline in bond yields versus ₹ 31.1 Crores in 1Q-FY20 and ₹ 18.4 Crores in 2Q-FY19.
- **Cash and Investments** stood at ₹ 1,468.4 Crores as on September 30, 2019 compared to ₹ 1,358.5 Crores as on September 30, 2018 and ₹ 1,397.1 Crores as on June 30, 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

Mumbai, Delhi, Kolkata, Chennai, Bangalore, Pune, Hyderabad, Ahmedabad, Coimbatore, Jaipur and Chandigarh

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**Business Highlights for Fiscal 2020 Second Quarter (2Q-FY20)**

- **Total Traffic (Unique Visitors)** for the quarter stood at 161.3 million, up 22.9% YoY and 3.3% QoQ. 80.5% traffic originated on Mobile platforms, 14.5% on Desktop/ PC and 5% on our Voice platform.
- **Total Active Listings** stood at 27.6 million as on September 30, 2019, an increase of 16% YoY and 4.2% QoQ. 1,116,042 listings were added (net) to the database during the quarter. Out of total listings, 15.2 million listings were geocoded as on September 30, 2019, up 23.2% YoY. Total Images in listings stood at 73.4 million, up 42.8% YoY and up 9.9% QoQ.
- **Total Ratings & Reviews** stood at 100.8 million at the end of quarter, up 14.5% YoY.
- **Active Paid Campaigns** at the end of quarter stood at 528,915, up 12.4% YoY and up 2.6% QoQ.

<b>JUST DIAL LTD - 2Q FY20 (Quarter ended September 30, 2019) PERFORMANCE SUMMARY</b>						
<b>Metric</b>	<b>Unit</b>	<b>2Q-FY20</b>	<b>2Q-FY19</b>	<b>YoY change</b>	<b>1Q-FY20</b>	<b>QoQ change</b>
Operating Revenue	(₹ million)	<b>2,426</b>	2,210	9.7%	2,402	1.0%
Operating EBITDA	(₹ million)	<b>672</b>	575	17.0%	643	4.7%
Operating EBITDA Margin	%	<b>27.7%</b>	26.0%	172 bps	26.8%	97 bps
Adjusted EBITDA (excl. ESOP expenses)	(₹ million)	<b>703</b>	631	11.3%	689	2.0%
Adjusted EBITDA Margin (excl. ESOP expenses)	%	<b>29.0%</b>	28.6%	40 bps	28.7%	30 bps
Other Income, net	(₹ million)	<b>441</b>	184	139.7%	311	42.1%
Profit Before Taxes	(₹ million)	<b>962</b>	674	42.6%	799	20.4%
Net Profit	(₹ million)	<b>769</b>	484	58.9%	573	34.3%
Net Profit Margin*	%	<b>31.7%</b>	21.9%	982 bps	23.9%	786 bps
Unearned Revenue (period end)	(₹ million)	<b>3,804</b>	3,749	1.5%	3,991	-4.7%
Cash & Investments (period end)	(₹ million)	<b>14,684</b>	13,585	8.1%	13,971	5.1%

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Metric	Unit	2Q-FY20	2Q-FY19	YoY change	1Q-FY20	QoQ change
Unique Visitors <sup>^</sup>	(million)	<b>161.3</b>	131.3	22.9%	156.1	3.3%
- Mobile	(million)	<b>129.8</b>	100.5	29.2%	125.1	3.8%
- Desktop/ PC	(million)	<b>23.3</b>	21.8	6.8%	22.3	4.8%
- Voice	(million)	<b>8.1</b>	8.9	-9.0%	8.7	-6.6%
- Mobile	% share	<b>80.5%</b>	76.6%	393 bps	80.2%	33 bps
- Desktop/ PC	% share	<b>14.5%</b>	16.6%	-217 bps	14.3%	21 bps
- Voice	% share	<b>5.0%</b>	6.8%	-176 bps	5.6%	-53 bps
Total Listings (period end)	(million)	<b>27.6</b>	23.8	16.0%	26.5	4.2%
Net Listings Addition		<b>1,116,042</b>	1,073,032	4.0%	748,259	49.2%
Total Images in Listings (period end)	(million)	<b>73.4</b>	51.4	42.8%	66.8	9.9%
Listings with Geocodes (period end)	(million)	<b>15.2</b>	12.3	23.2%	14.5	4.4%
Ratings & Reviews	(million)	<b>100.8</b>	88.0	14.5%	98.1	2.8%
Paid campaigns (period end)		<b>528,915</b>	470,620	12.4%	515,300	2.6%
Total App Downloads (period end)	(million)	<b>25.4</b>	21.9	16.0%	24.5	3.5%
- Android	(million)	<b>22.2</b>	18.9	17.2%	21.4	3.8%
- iOS	(million)	<b>2.4</b>	2.1	11.1%	2.3	2.4%
- Others	(million)	<b>0.8</b>	0.8	0.8%	0.8	0.2%
App Downloads per day		<b>13,849</b>	13,555	2.2%	13,131	5.5%
Number of Employees (period end)		<b>12,997</b>	12,417	4.7%	13,601	-4.4%

<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.

Note: Numbers from 1Q FY20 incorporate IND AS 116, Leases, which became effective 1 April 2019, and requires change in reporting for rental leases. Consequently, for the period 1Q FY20/ 2Q FY20, rent expense is lower by Rs65.9 million/ Rs61.8 million, depreciation is higher by Rs53.2 million/ Rs50.6 million, finance cost is higher by Rs17.0 million/ Rs21.8 million, and profit before taxes is lower by Rs4.3 million/ Rs10.6 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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