Justdial®
India's No. 1 local search engine

July 22, 2019

To

BSE Limited Department of Corporate Services Listing Department P J Towers Dalal Street Mumbai – 400001 Scrip Code: 535648	**National Stock Exchange of India Limited** Listing Department Exchange Plaza Plot no. C/1, G Block Bandra-Kurla Complex, Bandra (E) Mumbai – 400051 Scrip Symbol: JUSTDIAL	**Metropolitan Stock Exchange of India Limited** 4th Floor, Vibgyor Towers, Plot No. C 62, G Block, Opp. Trident Hotel, Bandra Kurla Complex, Bandra (East), Mumbai – 400098 Scrip Symbol: JUSTDIAL

Dear Sir/Madam,

Sub: Press Release.

In accordance with Regulation 30 of the Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015, please find enclosed herewith Press Release of the Company in respect of Unaudited Financial Results of the Company for the 1st quarter ended June 30, 2019.

We request you to take the same on record.

Thanking You,

Yours faithfully,

For Just Dial Limited

JUST DIAL LIMITED MUMBAI

Sachin Jain
Company Secretary

Encl: as above

JUST DIAL ANNOUNCES RESULTS FOR QUARTER ENDED JUNE 30, 2019

Mumbai, India, July 22, 2019 – Just Dial Limited (BSE: 535648, NSE: JUSTDIAL), India's leading local search engine company, today announced its financial and operating results for its first fiscal quarter ending June 30, 2019. Following are the key highlights:

- **Traffic (Quarterly Unique Visitors) grew 24.6% YoY in 1Q-FY20 to 156.1 million users**
- **Mobile Traffic (Quarterly Unique Visitors) grew 35.5% YoY in 1Q-FY20 to 125.1 million users**
- **1Q-FY20 Revenue witnessed 13.6% YoY growth, Operating EBITDA grew 11.9% YoY**
- **Net Profit stood at Rs. 57.3 Crores, up 48.7% YoY**
- **Cash & Investments stood at Rs. 1,397.1 Crores as on June 30, 2019**
- **Total listings stood at 26.5 million; active paid campaigns stood at 515,300 (addition of ~14.4K campaigns QoQ)**

Financial Highlights for Fiscal 2020 First Quarter (1Q-FY20)

- **Operating Revenue:** Total Operating Revenue stood at Rs. 240.2 Crores, growing 13.6% YoY.
- **Operating EBITDA:** Operating EBITDA at Rs. 64.2 Crores witnessed growth of 11.9% YoY. Adjusted Operating EBITDA Margin, excluding ESOP expenses, stood at 28.7%, down 83 bps YoY.
- **Net Profit (Profit after Taxes)** stood at Rs. 57.3 Crores, up 48.7% YoY. Other income stood at Rs. 31.1 Crores for the quarter (aided by MTM gains on investment portfolio due to decline in bond yields) versus Rs. 32.2 Crores in 4Q-FY19 and Rs. 8.2 Crores in 1Q-FY19.
- **Cash and Investments** stood at Rs. 1,397.1 Crores as on June 30, 2019 compared to Rs. 1,288.8 Crores as on June 30, 2018 and Rs. 1,331.4 Crores as on March 31, 2019.

Business Highlights for Fiscal 2020 First Quarter (1Q-FY20)

- **Traffic (Unique Visitors)** for the quarter stood at 156.1 million, up 24.6% YoY and 12.2% QoQ. 80.2% traffic originated on Mobile platforms, 14.3% on Desktop/ PC and 5.6% on our Voice platform.
- **Total Active Listings** stood at 26.5 million as on June 30, 2019, an increase of 16.6% YoY and 2.9% QoQ. 748,259 listings were added (net) to the database during the quarter. Out of total listings, 14.5 million listings were geocoded as on June 30, 2019, up 23.6% YoY. Total Images in listings stood at 66.8 million, up 39.3% YoY and up 10.8% QoQ.
- **Total Ratings & Reviews** stood at 98.1 million at the end of quarter, up 15.3% YoY.
- **Paid Campaigns** at the end of quarter stood at 515,300, up 13.8% YoY and up 2.9% QoQ.
- **Cumulative App Downloads** at the end of quarter stood at 24.5 million, up 18.0% YoY and 3.6% QoQ. Average 13,131 App Downloads per day witnessed during the quarter.

JUST DIAL LTD - 1Q FY20 (Quarter ended June 30, 2019) PERFORMANCE SUMMARY

Metric	Unit	1Q-FY20	1Q-FY19	YoY change	4Q-FY19	QoQ change
Operating Revenue	(Rs. million)	**2,402**	2,114	13.6%	2,323	3.4%
Operating EBITDA	(Rs. million)	**642**	574	11.9%	588	9.2%
Operating EBITDA Margin	%	**26.8%**	27.2%	-40 bps	25.3%	142 bps
Adjusted EBITDA (excl. ESOP expenses)	(Rs. million)	**689**	624	10.4%	607	13.4%
Adjusted EBITDA Margin (excl. ESOP expenses)	%	**28.7%**	29.5%	-83 bps	26.1%	252 bps
Other Income, net	(Rs. million)	**311**	82	277.4%	322	-3.7%
Profit Before Taxes	(Rs. million)	**799**	573	39.5%	827	-3.4%
Net Profit	(Rs. million)	**573**	385	48.7%	625	-8.4%
Net Profit Margin*	%	**23.8%**	18.2%	562 bps	26.9%	-308 bps
Unearned Revenue (period end)	(Rs. million)	**3,991**	3,713	7.5%	4,054	-1.6%
Cash & Investments (period end)	(Rs. million)	**13,971**	12,888	8.4%	13,314	4.9%

Metric	Unit	1Q-FY20	1Q-FY19	YoY change	4Q-FY19	QoQ change
Unique Visitors^	(million)	**156.1**	125.2	24.6%	139.1	12.2%
- Mobile	(million)	**125.1**	92.3	35.5%	110.4	13.4%
- Desktop/ PC	(million)	**22.3**	23.5	-5.3%	20.6	8.0%
- Voice	(million)	**8.7**	9.4	-7.3%	8.1	7.2%
- Mobile	% share	**80.2%**	73.7%	643 bps	79.4%	82 bps
- Desktop/ PC	% share	**14.3%**	18.8%	-452 bps	14.8%	-56 bps
- Voice	% share	**5.6%**	7.5%	-191 bps	5.8%	-26 bps
Total Listings (period end)	(million)	**26.5**	22.7	16.6%	25.7	2.9%
Net Listings Addition		**748,259**	943,367	-20.7%	932,504	-19.8%
Total Images in Listings (period end)	(million)	**66.8**	47.9	39.3%	60.3	10.8%
Listings with Geocodes (period end)	(million)	**14.5**	11.8	23.6%	14.0	3.9%
Ratings & Reviews	(million)	**98.1**	85.1	15.3%	95.6	2.6%
Paid campaigns (period end)		**515,300**	452,900	13.8%	500,838	2.9%
Total App Downloads (period end)	(million)	**24.5**	20.8	18.0%	23.7	3.6%
- Android	(million)	**21.4**	17.9	19.4%	20.6	3.8%
- iOS	(million)	**2.3**	2.1	12.1%	2.3	2.6%
- Others	(million)	**0.8**	0.8	0.9%	0.8	0.2%
App Downloads per day		**13,131**	14,351	-8.5%	12,588	4.3%
Number of Employees (period end)		**13,601**	12,281	10.7%	12,691	7.2%

^ 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, rent expense is lower by Rs659 million, depreciation is higher by Rs532 million, finance cost is higher by Rs170 million, and profit before taxes is lower by Rs43 million, 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.