Justdial®
India's No. 1 local search engine

January 22, 2018

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 3rd quarter ended December 31, 2017.

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 LIMITED ANNOUNCES RESULTS FOR QUARTER ENDED DECEMBER 31, 2017

Mumbai, India, January 22, 2018 – Just Dial Limited (BSE: 535648, NSE: JUSTDIAL), India's leading local search engine company, today announced its financial and operating results for its third fiscal quarter ended December 31, 2017. Following are the key highlights for the quarter.

Financial Highlights for Fiscal 2018 Third Quarter (3Q-FY18)

- **Operating Revenue:** Total Operating Revenue stood at ₹ 196.8 Crores, witnessing a growth of 9.2% YoY and 1.2% QoQ.
- **Operating EBITDA:** Operating EBITDA at ₹ 46.5 Crores witnessed 80.9% YoY and 17.5% QoQ growth. Operating EBITDA Margin at 23.7% grew 938 bps YoY and 328 bps QoQ. Adjusted Operating EBITDA Margin, excluding ESOP expenses, stood at 25.8%, up 927 bps YoY and 375 bps QoQ.
- **Net Profit (Profit after Taxes)** stood at ₹ 28.6 Crores, up 4.2% YoY but down by 23.7% QoQ. Net Profit Margin stood at 14.5%, decline of 69 bps YoY and 473 bps QoQ due to lower other income. Other income stood at ₹ 2.6 Crores for the quarter versus ₹ 20 Crores in 2Q-FY18 and ₹ 19.7 Crores in 3Q-FY17, due to increase in bond yields in 3Q-FY18 resulting in mark-to-market losses on long-maturity investments (such as tax-free bonds among others) in our investment portfolio.
- **Cash and Investments** stood at ₹ 1,085.3 Crores as on December 31, 2017 compared to ₹ 967.7 Crores as on December 31, 2016 and ₹ 1,045.3 Crores as on September 30, 2017.

Business Highlights for Fiscal 2018 Third Quarter (3Q-FY18)

- **Traffic (Unique Visitors)** for the quarter stood at 107.6 million, up 33.6% YoY and 2.4% QoQ. 68.4% traffic originated on mobile platforms, 23.3% on desktop/ PC and 8.3% on our Voice platform.
- **Total Active Listings** stood at 20.7 million as on December 31, 2017, an increase of 19.7% YoY, 4.6% QoQ. 908,973 listings were added (net) to the database during the quarter. Out of total listings, 10.1 million listings were geocoded as on December 31, 2017, up 60.8% YoY and up 10.1% QoQ. Total images in listings stood at 41.4 million, up 48.3% YoY and up 7.7% QoQ.
- **Total Ratings & Reviews** stood at 79 million at the end of quarter, up 16.4% YoY and up 3.8% QoQ.
- **Paid Campaigns** at the end of quarter stood at 440,600, up 3.7% YoY and up 0.2% QoQ.

- **Cumulative App Downloads** at the end of quarter stood at 18.7 million, up 61% YoY and up 8.3% QoQ. Average 19,103 App Downloads per day were witnessed during the quarter, up 53.9% YoY and down 20% QoQ.

JUST DIAL LTD - 3Q FY18 (Quarter ended December 31, 2017) PERFORMANCE SUMMARY						
Metric	**Unit**	**3Q-FY18**	**3Q-FY17**	**YoY change**	**2Q-FY18**	**QoQ change**
Operating Revenue	(₹ million)	**1,968**	1,803	9.2%	1,945	1.2%
Operating EBITDA	(₹ million)	**465**	257	80.9%	396	17.5%
Operating EBITDA Margin	%	**23.7%**	14.3%	938 bps	20.4%	328 bps
Adjusted EBITDA (excl. ESOP expenses)	(₹ million)	**508**	298	70.3%	429	18.4%
Adjusted EBITDA Margin (excl. ESOP expenses)	%	**25.8%**	16.5%	927 bps	22.1%	375 bps
Other Income, net	(₹ million)	**26**	197	-86.9%	200	-87.1%
Profit Before Taxes	(₹ million)	**401**	348	15.35%	503	-20.33%
Net Profit	(₹ million)	**286**	274	4.2%	375	-23.7%
Net Profit Margin*	%	**14.5%**	15.2%	-69 bps	19.3%	-473 bps
Unearned Revenue (period end)	(₹ million)	**2,852**	2,559	11.5%	2,774	2.8%
Cash & Investments (period end)	(₹ million)	**10,853**	9,677	12.2%	10,453	3.8%
Unique Visitors^	(million)	**107.6**	80.5	33.6%	105.0	2.4%
- Mobile	(million)	**73.6**	46.8	57.3%	69.0	6.7%
- Desktop/ PC	(million)	**25.0**	24.3	3.1%	26.5	-5.5%
- Voice	(million)	**9.0**	9.5	-5.1%	9.6	-6.2%
- Mobile	% share	**68.4%**	58.1%	1029 bps	65.7%	273 bps
- Desktop/ PC	% share	**23.3%**	30.1%	-689 bps	25.2%	-195 bps
- Voice	% share	**8.3%**	11.7%	-340 bps	9.1%	-77 bps
Total Listings (period end)	(million)	**20.7**	17.3	19.7%	19.8	4.6%
Net Listings Addition		**908,973**	389,342	133.5%	1,021,158	-11.0%
Total Images in Listings (period end)	(million)	**41.4**	27.9	48.3%	38.5	7.7%
Listings with Geocodes (period end)	(million)	**10.1**	6.3	60.8%	9.2	10.1%
Ratings & Reviews	(million)	**79.0**	67.9	16.4%	76.1	3.8%
Paid campaigns (period end)		**440,600**	424,830	3.7%	439,700	0.2%

Metric	Unit	3Q-FY18	3Q-FY17	YoY change	2Q-FY18	QoQ change
Total App Downloads (period end)	(million)	**18.7**	11.6	61.0%	17.3	8.3%
- Android	(million)	**16.0**	9.4	70.4%	14.7	9.0%
- iOS	(million)	**1.9**	1.5	27.1%	1.8	5.2%
- Others	(million)	**0.8**	0.7	11.0%	0.8	1.6%
App Downloads per day		**19,103**	12,416	53.9%	23,871	-20.0%
Number of Employees (period end)		**10,948**	11,185	-2.1%	10,892	0.5%

^ 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.

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 has also initiated 'Search Plus' 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 an enabler of such transactions. Justdial has also recently launched JD Omni, 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, Just Dial has also launched JD Pay, a unique solution for quick digital payments for its users and vendors.