

Just Dial Limited announces results for the Quarter and Year Ended March 31, 2015

- Just Dial Ltd's operating revenue increased by 28% (Y-o-Y) to ₹589.80crore for FY15
- Adjusted Operating EBITDA in FY15 increased by 29% (Y-o-Y) to ₹183.96crore*
- Net Profit increased by 15% (Y-o-Y) to ₹138.89crore with Net Profit Margin of 22% for FY15

- Just Dial Ltd's operating revenue in Q4FY15 increased by 26% (Y-o-Y) to ₹156.28crore
- Adjusted Operating EBITDA in Q4FY15 increased by 39% (Y-o-Y) to ₹51.83crore**
- Net Profit in Q4FY15 increased by 38% (Y-o-Y) to ₹47.16crore with Net Profit Margin of 26%

Note: No material differences between unconsolidated and consolidated financials, hence consolidated figures are not reported separately.

Mumbai, India - May 29, 2015

Financial Highlights

Year Ended March 31, 2015 - Comparison of FY15 results Vs FY14

- Operating revenue increased by 28% to ₹589.80crore (Y-o-Y) from ₹461.29crore
- Adjusted Operating EBITDA increased by 29% to ₹183.96crore (Y-o-Y) from ₹142.20crore*
- Adjusted Operating EBIDTA margin was stable at 31% in FY15 and FY14*
- Net Profit increased by 15% (Y-o-Y) to ₹138.89crore from ₹120.62crore
- Net Profit margin was 22% in FY15 as compared to 24% in FY14
- Cash and Investments totaling to ₹815crore as at March 31, 2015 as compared to ₹663crore as at March 31, 2014
- Deferred revenue increased by 30% to ₹210crore as compared to ₹162crore.

**Note: Adjusted Operating EBIDTA is excluding ESOP expenses (₹15.25crore) during the year & one-time gratuity spend of ₹2.92 crore*

Quarter Ended March 31, 2015 - Comparison of Q4FY15 results Vs Q4FY14

- Operating revenue increased by 26% to ₹156.28crore (Y-o-Y) from ₹124.21crore
- Adjusted Operating EBIDTA increased by 39% to ₹51.83crore (Y-o-Y) from ₹37.38crore**
- Adjusted Operating EBIDTA margin expanded by 300 basis points to 33% in Q4FY15 as compared to 30% in Q4FY14**
- Net Profit increased by 38% (Y-o-Y) to ₹47.16crore from ₹34.15crore
- Net Profit margin was 26% in Q4FY15 as compared to 25% in Q4FY14

***Note: Adjusted Operating EBIDTA is excluding ESOP expenses (₹6.55crore) during the quarter & one-time gratuity spend of ₹2.92 crore*

Other Highlights

- As of March 31, 2015, we were conducting approximately 3,31,200 campaigns for our paid advertisers as compared to 262,150 campaigns as of March 31, 2014, representing a Y-o-Y growth of 26%
- As of March 31, 2015 our database consisted of approximately 15.0 million listings as compared to 11.8 million listings as of March 31, 2014 representing a Y-o-Y growth of 27%
- As of March 31, 2015 we had 9,533 employees
- The Company currently has 24 search plus services live on the platform

Mr. V.S.S. Mani, MD & CEO, Just Dial Ltd said: “We have witnessed another solid year of growth and profitability. We continue to invest in building a great search plus product and we are now ready for the commercial launch of the same. We are confident that the Indian consumer will experience an easier, convenient, efficient way to perform online transactions and in the process save money and time, all on our single app/platform.”

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.