

Just Dial Limited announces results for the Quarter Ended December 31, 2015

- Just Dial Ltd's operating revenue in Q3FY16 was ₹171.33crore - an increase of 11% (Y-o-Y)
- Adjusted Operating EBITDA in Q3FY16 was ₹47.52crore*
- Net Profit in Q3FY16 was ₹26.99 crore with Net Profit Margin of 15%

Mumbai, India - January 27, 2016

Financial Highlights

Quarter Ended December 31, 2015 - Comparison of Q3FY16 results v/s Q3FY15

- Operating revenue increased by 11% (Y-o-Y) to ₹171.33crore
- Adjusted Operating EBITDA was ₹47.52crore* in Q3FY16 vs ₹55.63crore* in Q3FY15
- Adjusted Operating EBITDA margin was 28% in Q3FY16 as compared to 36% in Q3FY15*
- Net Profit was ₹26.99crore in Q3FY16 vs ₹32.14crore in Q3FY15
- Net Profit margin was 15% in Q3FY16 as compared to 20% in Q3FY15

***Note:**

Adjusted Operating EBITDA is excluding ESOP expenses (₹6.64crore) and one-time expenses (buyback & other expenses of ₹3.48 crore) during the quarter

Other Highlights

- As of December 31, 2015, we were conducting approximately 354,900 campaigns for our paid advertisers as compared to 312,800 campaigns as of December 31, 2014, representing a Y-o-Y growth of 13%
- As of December 31, 2015 our database consisted of approximately 16.1 million listings as compared to 14.7 million listings as of December 31, 2014 representing a Y-o-Y growth of 9%
- As of December 31, 2015 we had 10,198 employees
- The Company currently has 27 search plus services live on the platform
- Total unique visitors (across Voice, PC Internet, Mobile Internet) increased by 13% Y-o-Y to 71.5mn in Q3FY16

Mr. V.S.S. Mani, MD & CEO, Just Dial Ltd said: “The steps we have taken to address our revenue growth should yield results over the next few quarters. Our search plus product is now ready for mass communication and we are confident that Justdial will ‘make life easy’ for Indian consumers by enabling both search and transact options for all day to day activities.”

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.