

## Just Dial Limited announces results for the Quarter Ended June 30, 2015

- Just Dial Ltd's operating revenue in Q1FY16 increased by 25% (Y-o-Y) to ₹168.62crore
- Adjusted Operating EBIDTA in Q1FY16 increased by 64% (Y-o-Y) to ₹55.61crore\*
- Net Profit in Q1FY16 increased by 18% (Y-o-Y) to ₹33.18crore with Net Profit Margin of 19%

Mumbai, India - July 27, 2015

### Financial Highlights

#### Quarter Ended June 30, 2015 - Comparison of Q1FY16 results v/s Q1FY15

- Operating revenue increased by 25% to ₹168.62crore (Y-o-Y) from ₹135.03crore
- Adjusted Operating EBIDTA increased by 64% to ₹55.61crore (Y-o-Y) from ₹34.00crore\*
- Adjusted Operating EBIDTA margin expanded by 800 basis points to 33% in Q1FY16 as compared to 25% in Q1FY15\*
- Net Profit increased by 18% (Y-o-Y) to ₹33.18crore from ₹28.11crore
- Net Profit margin was maintained at 19% in both Q1FY16 and Q1FY15

*\*Note: Adjusted Operating EBIDTA is excluding ESOP expenses (₹7.18crore) during the quarter*

### Other Highlights

- As of June 30, 2015, we were conducting approximately 3,46,900 campaigns for our paid advertisers as compared to 277,950 campaigns as of June 30, 2014, representing a Y-o-Y growth of 25%
- As of June 30, 2015 our database consisted of approximately 15.3 million listings as compared to 14.1 million listings as of June 30, 2014 representing a Y-o-Y growth of 9%
- As of June 30, 2015 we had 10,789 employees
- The Company currently has 25 search plus services live on the platform

**Mr. V.S.S. Mani, MD & CEO, Just Dial Ltd said:** “We witnessed another quarter of steady growth and profitability. Our search plus transaction platform continues to show good traction. Our focus is to enhance user experience through investment in back-end infrastructure and we are confident of commercially launching it in the next few months.”

### **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.