

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

- Just Dial Ltd's operating revenue in Q2FY16 was ₹171.27crore - an increase of 20% (Y-o-Y) \*
- Adjusted Operating EBITDA in Q2FY16 increased by 3% (Y-o-Y) to ₹46.93crore\*
- Net Profit in Q2FY16 increased by 47% (Y-o-Y) to ₹46.31crore with Net Profit Margin of 23%

Mumbai, India - October 28, 2015

### Financial Highlights

#### Quarter Ended September 30, 2015 - Comparison of Q2FY16 results v/s Q2FY15

- Operating revenue increased by 20% (Y-o-Y) to ₹171.27crore\*
- Adjusted Operating EBITDA increased by 3% to ₹46.93crore (Y-o-Y) from ₹45.78crore\*
- Adjusted Operating EBITDA margin was 27% in Q2FY16 as compared to 31% in Q2FY15\*
- Net Profit increased by 47% (Y-o-Y) to ₹46.31crore from ₹31.49crore
- Net Profit margin was 23% in Q2FY16 as compared to 20% in Q2FY15

**\*Note:**

1. During Q2FY15, Just Dial's reported revenue of ₹147.40crore inadvertently included deferred revenue of ₹4.27crore. Adjusting for this, the revenue growth in Q2FY16 is 20% Y-o-Y.
2. Adjusted Operating EBITDA is excluding ESOP expenses (₹7.21crore) during the quarter

### Other Highlights

- As of September 30, 2015, we were conducting approximately 3,49,800 campaigns for our paid advertisers as compared to 296,100 campaigns as of September 30, 2014, representing a Y-o-Y growth of 18%
- As of September 30, 2015 our database consisted of approximately 15.8 million listings as compared to 14.5 million listings as of September 30, 2014 representing a Y-o-Y growth of 9%
- As of September 30, 2015 we had 10,611 employees
- The Company currently has 27 search plus services live on the platform
- Total unique visitors (across Voice, PC Internet, Mobile Internet) increased by 19% Y-o-Y to 75.9mn in Q2FY16

**Mr. V.S.S. Mani, MD & CEO, Just Dial Ltd said:** “During the quarter, Just Dial launched new versions of its mobile app and website and we are witnessing greater user engagement on our Search Plus platform. We will continue to add more features and enhance user experience on our platform. The company has taken necessary steps to accelerate revenue growth and we expect such efforts to yield results over the next few quarters.”

### **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.