

## Just Dial Limited announces results for the Quarter and Year Ended March 31, 2017

- Just Dial Ltd's operating revenue in Q4FY17 increased by 5.9% (Y-o-Y) to ₹181.7 crore
- Operating EBITDA in Q4FY17 was ₹32.2 crore
- Adjusted Operating EBITDA in Q4FY17 was ₹35.9 crore\*
- Net Profit in Q4FY17 was ₹25.3 crore with a Net Profit Margin of 13%

- Just Dial Ltd's operating revenue in FY17 increased by 7.6% (Y-o-Y) to ₹718.6 crore
- Operating EBITDA in FY17 was ₹109.6 crore
- Adjusted Operating EBITDA in FY17 was ₹125.5 crore\*
- Net Profit in FY17 was ₹121.3 crore with a Net Profit Margin of 15%

*Note: The numbers are in accordance with Ind AS. No material differences between unconsolidated and consolidated financials, hence consolidated figures are not reported separately.*

Mumbai, India - May 19, 2017

### Financial Highlights

#### Quarter Ended March 31, 2017 - Comparison of Q4FY17 results V/s Q4FY16

- Operating revenue in Q4FY17 increased by 5.9% to ₹181.7 crore (Y-o-Y) from ₹171.6 crore
- Adjusted Operating EBITDA in Q4FY17 was ₹35.9 crore\*
- Adjusted Operating EBITDA margin in Q4FY17 was 20% as compared to 22% in Q4FY16\*
- Net Profit in Q4FY17 was ₹25.3 crore as compared to ₹40.3 crore in Q4FY16
- Net Profit margin in Q4FY17 was 13%

*\*Note: Adjusted Operating EBITDA is excluding ESOP spends of ₹3.7 crore during Q4FY17 and ₹0.2 crore in Q4FY16*

#### Year Ended March 31, 2017 - Comparison of FY17 results V/s FY16

- Operating revenue in FY17 increased by 7.6% to ₹718.6 crore (Y-o-Y) from ₹667.7 crore
- Adjusted Operating EBITDA in FY17 was ₹125.5 crore\*
- Adjusted Operating EBITDA margin in FY17 was 17% as compared to 26% in FY16\*
- Net Profit in FY17 was ₹121.3 crore as compared to ₹142.7 crore in FY16
- Net Profit margin in FY17 was 15%
- Cash and Investments (fair value) totaling to ₹1,017 crore as on March 31, 2017 vs ₹829 crore as on March 31, 2016.

*\*Note: Adjusted Operating EBITDA is excluding ESOP spends of ₹15.9 crore in FY17 and ₹21.7 crore in FY16, and one-time spend of ₹4.7 crore in FY16*

### Other Highlights

- As of March 31, 2017, we were conducting approximately 4,35,360 campaigns for our paid advertisers as compared to 3,68,800 campaigns as of March 31, 2016, representing a Y-o-Y growth of 18%
- As of March 31, 2017, our database consisted of approximately 17.9 million listings as compared to 16.3 million listings as of March 31, 2016, representing a Y-o-Y growth of 9.5%
- As of March 31, 2017, we had 11,334 employees

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**Mr. V.S.S. Mani, MD & CEO, Just Dial Ltd said:** “We have had another steady quarter. Our focus continues towards getting the core business back on track. We are seeing encouraging signs post the launch of our ad campaign during the quarter.”

### 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.