

January 12, 2024

BSE Limited Department of Corporate Services Listing Department P J Tower, Dalal Street, Mumbai - 400001 <i>Scrip Code: 535648</i>	National Stock Exchange of India Limited Listing Department Exchange Plaza, Plot no. C/1, G Block, Bandra-Kurla Complex, Bandra (East), Mumbai - 400051 <i>Scrip Symbol: JUSTDIAL</i>	Metropolitan Stock Exchange of India Limited 205(A), 2 nd Floor, Piramal Agastya Corporate Park, L.B.S Road, Kurla (West), Mumbai - 400070 <i>Scrip Symbol: JUSTDIAL</i>
--	---	---

Dear Sirs,

Sub: Press Release – Unaudited Financial Results for the quarter ended December 31, 2023

Press Release of the Company in respect of Unaudited Financial Results of the Company for the quarter ended December 31, 2023 is enclosed herewith.

The Unaudited Financial Results for the quarter ended December 31, 2023, approved by the Board of Directors and the Press Release thereon will also be available on the Company's website www.justdial.com.

We request you to take the above on record.

Thanking you,

Yours truly,

For Just Dial Limited

Manan Udani
Company Secretary

Encl: As above

Just Dial Limited

CIN NO: L74140MH1993PLC150054

Registered & Corporate Office : Palm Court Building M, 501/B, 5th Floor, New Link Road, Besides Goregaon Sports Complex, Malad West, Mumbai - 400064

Tel.: 022-28884060 E-mail : investors@justdial.com

Mumbai, Delhi, Kolkata, Chennai, Bangalore, Pune, Hyderabad, Ahmedabad, Coimbatore, Jaipur and Chandigarh

☎ 088888-88888 | www.justdial.com

JUST DIAL ANNOUNCES RESULTS FOR QUARTER ENDED DECEMBER 31, 2023

Mumbai, India – January 12, 2024: Just Dial Limited (BSE: 535648, NSE: JUSTDIAL), India's leading local search engine company, today announced its financial and operating results for its third quarter ended December 31, 2023. Following are the key highlights:

- **3Q-FY24 Revenue stood at ₹ 265.0 Crores, up 19.7% YoY**
- **EBITDA stood at ₹ 60.4 Crores, up 122.8% YoY; EBITDA Margin at 22.8%, 1054 bp YoY expansion**
- **PBT stood at ₹ 120.9 Crores, up 38% YoY; Net Profit at ₹ 92.0 Crores, up 22.3% YoY**
- **Deferred Revenue up 17.5% YoY, stood at ₹ 472.7 Crores as on December 31, 2023**
- **Total active listings now 41.6 million; Active Paid Campaigns stood at 566,955, up 8.6% YoY**
- **Cash and Investments stood at ₹ 4,405.3 Crores as on December 31, 2023, up 12.0% YoY**

Financial Highlights for Fiscal 2024 Third Quarter (3Q-FY24)

- **Operating Revenue & EBITDA:** Operating Revenue stood at ₹ 265.0 Crores, up 19.7% YoY & 1.7% QoQ. Operating EBITDA stood at ₹ 60.4 Crores, with EBITDA margin of 22.8%. EBITDA Margin witnessed 1,054 bps YoY and 406 bps QoQ expansion, led by topline growth and strong cost controls, both on employee costs and other expenses.
- **Other Income** (primarily MTM gains on treasury portfolio and interest income on tax-free bonds) stood at a normalised level of ₹ 74.9 Crores (up 5.1% YoY), up 29.2% QoQ.
- **Profit Before Taxes** stood at ₹ 120.9 Crores, up 38.0% YoY and Net Profit stood at ₹ 92.0 Crores, up 22.3% YoY.
- **3Q-FY24 Collections** stood at ₹ 269.7 Cr, up 10.0% YoY. Consequently, Deferred Revenue stood at ₹ 472.7 Crores, up 17.5% YoY.
- **Cash and Investments** stood at ₹ 4,405.3 Crores as on December 31, 2023 compared to ₹ 3,934.4 Crores as on December 31, 2022 and ₹ 4,282.2 Crores as on September 30, 2023.

Business Highlights for Fiscal 2024 Third Quarter (3Q-FY24)

- **Total Traffic (Unique Visitors)** for the quarter stood at 165.9 million, up 5.8% YoY and down 3.4% QoQ. 85.2% traffic originated on Mobile platforms, 11.4% on Desktop/ PC and 3.4% on our Voice platform.

Just Dial Limited

CIN: L74140MH1993PLC150054

Registered & Corporate Office : Palm Court Building M, 501/B, 5th Floor, New Link Road, Besides Goregaon Sports Complex, Malad West, Mumbai - 400064

Tel. : 022-28884060 / 66976666 • Fax : 022-28823789

Mumbai, Delhi, Kolkata, Chennai, Bangalore, Pune, Hyderabad, Ahmedabad, Coimbatore, Jaipur and Chandigarh

☎ 088888-88888 | www.justdial.com

- **Total Active Listings** stood at 41.6 million as on December 31, 2023, an increase of 18.8% YoY and 3.5% QoQ. 1,404,614 listings were added (net) to the database during the quarter. Out of total listings, 26.4 million listings were geocoded as on December 31, 2023, up 26.8% YoY. Total Images in listings stood at 175.7 million, up 33.3% YoY and 6.4% QoQ.
- **Total Ratings & Reviews** stood at 147.0 million at the end of quarter, up 5.1% YoY.
- **Active Paid Campaigns** at the end of quarter stood at 566,955 up 8.6% YoY and 1.1% QoQ. Focus continues on signing up majority of customers on monthly payment plans.

JUST DIAL LTD - 3Q FY24 (Quarter ended December 31, 2023) PERFORMANCE SUMMARY						
Metric	Unit	3Q FY24	3Q FY23	YoY change	2Q FY24	QoQ change
Operating Revenue	(₹ million)	2,650	2,214	19.7%	2,606	1.7%
Operating EBITDA	(₹ million)	604	271	122.8%	488	23.7%
Operating EBITDA Margin	%	22.8%	12.2%	1,054 bps	18.7%	406 bps
Adjusted EBITDA (excl. ESOP expenses)	(₹ million)	605	294	105.7%	486	24.6%
Adjusted EBITDA Margin (excl. ESOP expenses)	%	22.8%	13.3%	955 bps	18.6%	420 bps
Other Income	(₹ million)	749	713	5.1%	579	29.2%
Profit Before Taxes	(₹ million)	1,209	876	38.0%	921	31.3%
Net Profit	(₹ million)	920	753	22.3%	718	28.2%
Net Profit Margin*	%	34.7%	34.0%	72 bps	27.6%	717 bps
Deferred Revenue (period end)	(₹ million)	4,727	4,024	17.5%	4,680	1.0%
Cash & Investments (period end)	(₹ million)	44,053	39,344	12.0%	42,822	2.9%
Unique Visitors^	(million)	165.9	156.8	5.8%	171.7	-3.4%
- Mobile	(million)	141.2	134.0	5.4%	147.9	-4.5%
- Desktop/ PC	(million)	19.1	17.1	11.3%	17.9	6.3%
- Voice	(million)	5.6	5.6	-1.2%	5.9	-5.1%
- Mobile	% share	85.2%	85.5%	-33 bps	86.1%	-98 bps
- Desktop/ PC	% share	11.4%	10.9%	57 bps	10.5%	105 bps
- Voice	% share	3.4%	3.6%	-24 bps	3.4%	-6 bps
Total Listings (period end)	(million)	41.6	35.0	18.8%	40.2	3.5%
Net Listings Addition		1,404,614	1,123,874	25.0%	2,192,436	-35.9%
Total Images in Listings (period end)	(million)	175.7	131.8	33.3%	165.2	6.4%
Listings with Geocodes (period end)	(million)	26.4	20.8	26.8%	25.3	4.4%
Ratings & Reviews	(million)	147.0	139.8	5.1%	145.8	0.8%

Just Dial Limited

CIN: L74140MH1993PLC150054

Registered & Corporate Office : Palm Court Building M, 501/B, 5th Floor, New Link Road, Besides Goregaon Sports Complex, Malad West, Mumbai - 400064

Tel. : 022-28884060 / 66976666 • Fax : 022-28823789

Mumbai, Delhi, Kolkata, Chennai, Bangalore, Pune, Hyderabad, Ahmedabad, Coimbatore, Jaipur and Chandigarh

☎ 088888-88888 | www.justdial.com

Paid campaigns (period end)		566,955	521,880	8.6%	560,830	1.1%
Total App Downloads (period end)	(million)	35.8	32.2	11.3%	35.0	2.4%
- Android	(million)	31.6	28.4	11.2%	30.9	2.4%
- iOS	(million)	3.4	2.9	15.9%	3.3	2.8%
- Others	(million)	0.8	0.8	0.0%	0.8	0.0%
App Downloads per day		7,660	7,827	-2.1%	8,237	-7.0%
Total Employees (period end)		13,954	15,393	-9.3%	14,888	-6.3%
- Sales Employees (period end)		10,906	11,947	-8.7%	11,532	-5.4%

^ Unique visitors are aggregated across various mediums – Voice, Desktop/ PC, Mobile; these may not necessarily be mutually exclusive.

* Net Profit Margin is calculated as Net Profit (Profit After Taxes) as a percentage of Operating Revenue for the quarter.

About Just Dial Limited

Just Dial Limited provides local search related services to users in India through multiple platforms such as website (<https://www.justdial.com>) on Desktop/ PC and mobile, mobile apps (Android & iOS), over the telephone (Voice, pan India number 88888-88888) and text (SMS). Justdial's latest version of JD App, is an All-in-One App, replete with features like Map-aided Search, Live TV, Videos, Stock quotes, etc to make the life of the consumer infinitely smoother & more engaging.

The Company has launched its B2B marketplace platform, JD Mart. JD Mart platform, available at <https://www.jdmart.com> and via apps on Play Store and App Store, is aimed at enabling millions of India's manufacturers, distributors, wholesalers, retailers to become internet-ready in post-COVID era, get new customers and sell their products online. The platform offers digital product catalogues to businesses and aims at digitalising India's businesses, especially MSMEs, across categories. Buyers can discover quality vendors offering a wide selection of products to choose from, spread across millions of categories to suit all B2B needs.

Justdial has also initiated transaction-oriented services for its users. These services aim at making several day-to-day tasks conveniently actionable and accessible to users from one App. With this step, Justdial is transitioning from being purely a provider of local search and related information to being a direct/ indirect enabler of such transactions. Justdial has also recently launched an end-to-end business management solution for SMEs, through which it intends to transition thousands of SMEs to efficiently run business online and have their adequate online presence via their own website, mobile site. Apart from this, Justdial has also launched JD Pay, a unique solution for quick digital payments for its users and vendors.

Just Dial Limited

CIN: L74140MH1993PLC150054

Registered & Corporate Office : Palm Court Building M, 501/B, 5th Floor, New Link Road, Besides Goregaon Sports Complex, Malad West, Mumbai - 400064

Tel. : 022-28884060 / 66976666 • Fax : 022-28823789

Mumbai, Delhi, Kolkata, Chennai, Bangalore, Pune, Hyderabad, Ahmedabad, Coimbatore, Jaipur and Chandigarh

☎ 088888-88888 | www.justdial.com