

October 14, 2022

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>
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Dear Sirs,

Sub: Press Release – Unaudited Financial Results (Standalone and Consolidated) for second quarter and half year ended September 30, 2022

Press Release of the Company in respect of Unaudited Financial Results (Standalone and Consolidated) of the Company for the second quarter and half year ended September 30, 2022 is enclosed herewith.

The Unaudited Financial Results (Standalone and Consolidated) for the second quarter and half year ended September 30, 2022, 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: 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

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JUST DIAL ANNOUNCES RESULTS FOR QUARTER ENDED SEPTEMBER 30, 2022

Mumbai, India, October 14, 2022 – Just Dial Limited (BSE: 535648, NSE: JUSTDIAL), India's leading local search engine company, today announced its financial and operating results for its second fiscal quarter ending September 30, 2022. Following are the key highlights:

- **Traffic (Quarterly Unique Visitors) in 2Q-FY23 stood at 156.5 million users**
- **2Q-FY23 Revenue stood at ₹ 205.3 Crores, up 10.6% QoQ and 31.6% YoY**
- **Active Paid Campaigns stood at 503,840 (up 17% YoY), addition of 20,150 campaigns QoQ**
- **Net Profit for 2Q-FY23 stood at ₹ 52.2 Crores, up 58.6% YoY**
- **Cash and Investments stood at ₹ 3,818.9 Crores as on September 30, 2022**

Financial Highlights for Fiscal 2023 Second Quarter (2Q-FY23)

- **Operating Revenue & EBITDA:** Operating Revenue stood at ₹ 205.3 Crores, up 31.6% YoY & 10.6% QoQ. Adjusted Operating EBITDA, excluding ESOP expenses, stood at ₹ 19.5 Crores. Company has ramped up hiring in recent quarters across critical functions such as technology, content, sales and marketing teams which has resulted in higher employee expenses. In sales department, headcount was up 6.9% QoQ. These investments should result in superior product offerings and higher monetization going forward.
- **Net Profit** stood at ₹ 52.2 Crores (up 58.6% YoY). Other Income stood at ₹ 56.5 Crores.
- **Deferred Revenue** stood at ₹ 378.6 Crores, up 7.1% QoQ and 13.3% YoY. Sequential growth in deferred revenue (led by 14.7% QoQ growth in Collections to ₹ 230.5 Crores) despite focus on monthly payment plans is encouraging.
- **Cash and Investments** stood at ₹ 3,818.9 Crores as on Sep 30, 2022 compared to ₹ 3,773.4 Crores as on September 30, 2021 and ₹ 3,739.6 Crores as on June 30, 2022.

Business Highlights for Fiscal 2023 Second Quarter (2Q-FY23)

- **Total Traffic (Unique Visitors)** for the quarter stood at 156.5 million, up 4.6% YoY and 5.8% QoQ. 84.5% traffic originated on Mobile platforms, 11.6% on Desktop/ PC and 3.9% on our Voice platform.
- **Total Active Listings** stood at 33.9 million as on September 30, 2022, an increase of 9.4% YoY and 3.3% QoQ. 1,069,916 listings were added (net) to the database during the quarter. Out of total listings,

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20.1 million listings were geocoded as on September 30, 2022, up 13.8% YoY. Total Images in listings stood at 126.6 million, up 15.5% YoY and up 3.4% QoQ.

- **Total Ratings & Reviews** stood at 137.1 million at the end of quarter, up 11.5% YoY.
- **Active Paid Campaigns** at the end of quarter stood at 503,840, up 17.0% YoY and 4.2% QoQ. Robust paid campaigns addition of 20,150 for the quarter was led by aggressive focus on selling monthly payment plans.

JUST DIAL LTD - 2Q FY23 (Quarter ended September 30, 2022) PERFORMANCE SUMMARY						
Metric	Unit	2Q FY23	2Q FY22	YoY change	1Q FY23	QoQ change
Operating Revenue	(₹ million)	2,053	1,560	31.6%	1,856	10.6%
Operating EBITDA	(₹ million)	170	160	6.8%	84	103.0%
Operating EBITDA Margin	%	8.3%	10.2%	-192 bps	4.5%	378 bps
Adjusted EBITDA (excl. ESOP expenses)	(₹ million)	195	208	-6.4%	110	77.5%
Adjusted EBITDA Margin (excl. ESOP expenses)	%	9.5%	13.3%	-385 bps	5.9%	358 bps
Other Income, net	(₹ million)	565	356	58.8%	-600	n.a.
Profit Before Taxes	(₹ million)	643	428	50.2%	-598	n.a.
Net Profit	(₹ million)	522	329	58.6%	-484	n.a.
Net Profit Margin*	%	25.4%	21.1%	433 bps	-26.1%	n.a.
Unearned Revenue (period end)	(₹ million)	3,786	3,342	13.3%	3,534	7.1%
Cash & Investments (period end)	(₹ million)	38,189	37,734	1.2%	37,396	2.1%
Unique Visitors [^]	(million)	156.5	149.5	4.6%	147.9	5.8%
- Mobile	(million)	132.2	124.7	6.0%	124.7	6.0%
- Desktop/ PC	(million)	18.2	18.3	-0.5%	16.7	8.8%
- Voice	(million)	6.1	6.6	-7.3%	6.4	-5.2%
- Mobile	% share	84.5%	83.4%	110 bps	84.3%	13 bps
- Desktop/ PC	% share	11.6%	12.2%	-60 bps	11.3%	32 bps
- Voice	% share	3.9%	4.4%	-50 bps	4.4%	-45 bps
Total Listings (period end)	(million)	33.9	31.0	9.4%	32.8	3.3%
Net Listings Addition		1,069,916	405,662	163.7%	907,228	17.9%
Total Images in Listings (period end)	(million)	126.6	109.7	15.5%	122.5	3.4%
Listings with Geocodes (period end)	(million)	20.1	17.7	13.8%	19.5	3.0%
Ratings & Reviews	(million)	137.1	123.0	11.5%	133.5	2.7%

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Paid campaigns (period end)		503,840	430,720	17.0%	483,690	4.2%
Total App Downloads (period end)	(million)	31.7	29.6	7.0%	31.2	1.6%
- Android	(million)	28.0	26.1	7.2%	27.5	1.7%
- iOS	(million)	2.9	2.7	6.9%	2.9	1.6%
- Others	(million)	0.8	0.8	0.1%	0.8	0.0%
App Downloads per day		7,862	8,953	-12.2%	8,732	-10.0%
Total Employees (period end)		15,058	9,852	52.8%	14,106	6.7%
- Sales Employees (period end)		11,332	6,825	66.0%	10,601	6.9%

^ 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 Desktop/ PC website (<https://www.justdial.com>), mobile site (<https://t.justdial.com>), 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 recently 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.

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