

January 10, 2025

To

BSE Limited PJ Towers, Dalal Street, Mumbai - 400001 <i>Scrip Code: 535648</i>	National Stock Exchange of India Limited Exchange Plaza, Plot no. C/1, G Block, Bandra-Kurla Complex, Bandra (East), Mumbai - 400051 <i>Trading 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 Sir/Madam,

Sub.: Press Release – Unaudited Financial Results for the quarter ended December 31, 2024

Press Release of the Company in respect of Unaudited Financial Results of the Company for the quarter ended December 31, 2024 is enclosed herewith.

The Unaudited Financial Results for the quarter ended December 31, 2024, 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

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JUST DIAL ANNOUNCES RESULTS FOR QUARTER ENDED DECEMBER 31, 2024

Mumbai, India – January 10, 2025: 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, 2024. Following are the key highlights:

- **3Q-FY25 Revenue stood at ₹ 287.3 Crores, up 8.4% YoY**
- **EBITDA stood at ₹ 86.6 Crores, up 43.4% YoY; EBITDA Margin at 30.1% (vs. 22.8% in 3Q-FY24)**
- **Net Profit at ₹ 131.3 Crores, up 42.7% YoY**
- **Traffic (Quarterly Unique Visitors) in 3Q-FY25 stood at 191.2 million users, up 15.3% YoY**
- **Cash and Investments stood at ₹ 5,062.7 Crores as on December 31, 2024, up 14.9% YoY**

Financial Highlights for Fiscal 2025 Third Quarter (3Q-FY25)

- **Operating Revenue & EBITDA:** Operating Revenue stood at ₹ 287.3 Crores, up 8.4% YoY & 0.9% QoQ. Operating EBITDA stood at ₹ 86.6 Crores, with healthy EBITDA margin of 30.1%. EBITDA Margin witnessed 735 bps YoY expansion, led by both topline growth and cost efficiencies (operating expenses declined 1.9% YoY). Advertising spends stood at ~₹ 6.5 Crores during the quarter.
- **Other Income** stood at ₹ 77.4 Crores, up 3.4% YoY and down 31.9% QoQ. Sequential decline is mainly due to preceding quarter (2Q-FY25) witnessing higher MTM gains on treasury portfolio due to decline in bond yields during that quarter.
- **Profit Before Taxes** stood at ₹ 149.2 Crores, up 23.3% YoY and Net Profit stood at ₹ 131.3 Crores, up 42.7% YoY. Effective Tax Rate stands at 12.0% for 9M FY25, lower YoY due to reversal of deferred tax on part of treasury moving from short-term to long term bucket in FY25. Current estimate of annual ETR for FY25 stands at ~12% (taking into consideration capital gains tax changes in last budget).
- **Deferred Revenue** stood at ₹ 507.2 Crores, up 7.3% YoY.
- **Cash and Investments** stood at ₹ 5,062.7 Crores as on December 31, 2024 compared to ₹ 4,405.3 Crores as on December 31, 2023 and ₹ 4,942.8 Crores as on September 30, 2024.

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Business Highlights for Fiscal 2025 Third Quarter (3Q-FY25)

- **Total Traffic (Unique Visitors)** for the quarter stood at 191.2 million, up 15.3% YoY and down 3.5% QoQ. Sequential decline was on expected lines due to impact of festival weeks during the quarter. 86.0% traffic originated on Mobile platforms, 11.2% on Desktop/ PC and 2.8% on our Voice platform. Content enrichment, initiatives towards better user experience are resulting in healthy organic traffic growth which augurs well for the business.
- **Total Active Listings** stood at 47.5 million as on December 31, 2024, an increase of 14.2% YoY and 2.8% QoQ. 1,290,820 listings were added (net) to the database during the quarter. Out of total listings, 31.8 million listings were geocoded as on December 31, 2024, up 20.4% YoY. Total Images in listings stood at 216.0 million, up 23.0% YoY and 4.6% QoQ.
- **Total Ratings & Reviews** stood at 151.4 million at the end of quarter, up 3.0% YoY.
- **Active Paid Campaigns** at the end of quarter stood at 601,080 up 6.0% YoY and 0.4% QoQ

JUST DIAL LTD - 3Q FY25 (Quarter ended December 31, 2024) PERFORMANCE SUMMARY						
Metric	Unit	3Q FY25	3Q FY24	YoY change	2Q FY25	QoQ change
Operating Revenue	(₹ million)	2,873	2,650	8.4%	2,848	0.9%
Operating EBITDA	(₹ million)	866	604	43.4%	821	5.5%
Operating EBITDA Margin	%	30.1%	22.8%	735 bps	28.8%	133 bps
Other Income	(₹ million)	774	749	3.4%	1,136	-31.9%
Profit Before Taxes	(₹ million)	1,492	1,210	23.3%	1,816	-17.8%
Net Profit	(₹ million)	1,313	920	42.7%	1,541	-14.8%
Net Profit Margin*	%	36.0%	27.1%	893 bps	38.7%	-266 bps
Deferred Revenue (period end)	(₹ million)	5,072	4,727	7.3%	5,155	-1.6%
Cash & Investments (period end)	(₹ million)	50,627	44,053	14.9%	49,428	2.4%
Unique Visitors^	(million)	191.2	165.9	15.3%	198.0	-3.5%
- Mobile	(million)	164.4	141.2	16.4%	169.0	-2.7%
- Desktop/ PC	(million)	21.4	19.1	12.3%	23.4	-8.5%
- Voice	(million)	5.4	5.6	-3.8%	5.6	-4.5%
- Mobile	% share	86.0%	85.2%	85 bps	85.4%	64 bps
- Desktop/ PC	% share	11.2%	11.4%	-29 bps	11.8%	-61 bps
- Voice	% share	2.8%	3.4%	-55 bps	2.8%	-3 bps
Total Listings (period end)	(million)	47.5	41.6	14.2%	46.2	2.8%

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Net Listings Addition		1,290,820	1,404,614	-8.1%	1,305,226	-1.1%
Total Images in Listings (period end)	(million)	216.0	175.7	23.0%	206.5	4.6%
Listings with Geocodes (period end)	(million)	31.8	26.4	20.4%	30.8	3.1%
Ratings & Reviews	(million)	151.4	147.0	3.0%	150.3	0.7%
Paid campaigns (period end)		601,080	566,955	6.0%	598,430	0.4%
Total App Downloads (period end)	(million)	39.0	35.8	8.9%	38.2	2.2%
- Android	(million)	34.4	31.6	9.0%	33.7	2.2%
- iOS	(million)	3.8	3.4	10.3%	3.7	2.3%
- Others	(million)	0.8	0.8	0.0%	0.8	0.0%
App Downloads per day		6,935	7,660	-9.5%	7,377	-6.0%
Total Employees (period end)		12,676	13,954	-9.2%	13,147	-3.6%
- Sales Employees (period end)		9,765	10,906	-10.5%	10,184	-4.1%

^ 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 Total Revenue (Operating Revenue + Other Income) for the period.

About Just Dial Limited

Just Dial Limited provides local search related services to users in India through multiple platforms such as desktop and mobile website (<https://www.justdial.com>), mobile apps (Android & iOS), and over the telephone (Voice, pan India number 88888-88888). 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.

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