

October 20, 2021

To

BSE Limited Department of Corporate Services Listing Department P J Towers, 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 Building A, Unit 205 A, 2nd 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

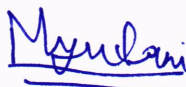
In accordance with Regulation 30 of the Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015, please find enclosed herewith Press Release of the Company in respect of Unaudited Financial Results of the Company for the 2nd quarter and half year ended September 30, 2021.

We request you to take the same 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 / 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, 2021

Mumbai, India, October 20, 2021 – 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, 2021. Following are the key highlights:

- **Reliance Retail Ventures Ltd (RRVL) has recently acquired controlling stake in Just Dial via following transactions, for a total consideration of Rs 5,719 Crores:**
 - **Preferential issue at Rs 1,022.25/ share for a consideration of Rs 2,165 Crores**
 - **Acquisition from Mr. VSS Mani, Managing Director, at Rs 1,020.00/ share, consideration of Rs 1,332 Crores**
 - **Acquired ~26% stake via Open Offer at Rs 1,022.25/ share, consideration of Rs 2,222 Crores**
 - **RRVL now holds 67.0% stake in JD and overall, Promoter Group shareholding stands as 77.7%.**
- **Traffic (Quarterly Unique Visitors) in 2Q-FY22 stood at 149.5 million users, up 20.5% QoQ**
- **2Q-FY22 Revenue stood at ₹ 156 Crores, Net Profit for 2Q-FY22 stood at ₹ 32.9 Crores**
- **Deferred Revenue stood at ₹ 334.2 Crores, up 8.7% QoQ**
- **Cash and Investments stood at ₹ 3,773.4 Crores as on September 30, 2021**

Financial Highlights for Fiscal 2022 Second Quarter (2Q-FY22)

- **Operating Revenue:** Total Operating Revenue stood at ₹ 156 Crores, down 6.9% YoY.
- **Operating EBITDA:** Operating EBITDA at ₹ 16 Crores. Adjusted Operating EBITDA, excluding ESOP expenses, stood at ₹ 20.8 Crores.
- **Net Profit** stood at ₹ 32.9 Crores, down 30.5% YoY. Other income stood at ₹ 35.6 Crores for the quarter.
- **Deferred Revenue** stood at ₹ 334.2 Crores, up 8.7% QoQ and up 19.6% YoY.

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- **Cash and Investments** stood at ₹ 3,773.4 Crores as on September 30, 2021 compared to ₹ 1,427.4 Crores as on September 30, 2020 and ₹ 1,533 Crores as on June 30, 2021. This increase is on account of ₹ 2,164.9 Crores received upon preferential issue of Equity Shares to RRVL.

Business Highlights for Fiscal 2022 Second Quarter (2Q-FY22)

- **Total Traffic (Unique Visitors)** for the quarter stood at 149.5 million, up 14.5% YoY and 20.5% QoQ. 83.4% traffic originated on Mobile platforms, 12.2% on Desktop/ PC and 4.4% on our Voice platform.
- **Total Active Listings** stood at 31 million as on September 30, 2021, an increase of 3.3% YoY and 1.3% QoQ. 405,662 listings were added (net) to the database during the quarter. Out of total listings, 17.7 million listings were geocoded as on September 30, 2021, up 3.7% YoY. Total Images in listings stood at 109.7 million, up 13.5% YoY and up 3.1% QoQ.
- **Total Ratings & Reviews** stood at 123 million at the end of quarter, up 9.9% YoY.
- **Active Paid Campaigns** at the end of quarter stood at 430,720, drop of 4% YoY and 1.6% QoQ.

JUST DIAL LTD - 2Q FY22 (Quarter ended September 30, 2021) PERFORMANCE SUMMARY						
Metric	Unit	2Q-FY22	2Q-FY21	YoY change	1Q-FY21	QoQ change
Operating Revenue	(₹ million)	1,560	1,675	-6.9%	1,654	-5.7%
Operating EBITDA	(₹ million)	160	447	-64.3%	-172	N.A.
Operating EBITDA Margin	%	10.2%	26.7%	-1,645 bps	-10.4%	N.A.
Adjusted EBITDA (excl. ESOP expenses)	(₹ million)	208	546	-61.9%	-104	N.A.
Adjusted EBITDA Margin (excl. ESOP expenses)	%	13.3%	32.6%	-1,927 bps	-6.3%	N.A.
Other Income, net	(₹ million)	356	267	33.5%	228	56.1%
Profit Before Taxes	(₹ million)	428	580	-26.2%	-44	N.A.
Net Profit	(₹ million)	329	474	-30.5%	-35	N.A.
Net Profit Margin*	%	21.1%	28.3%	-716 bps	-2.1%	N.A.
Unearned Revenue (period end)	(₹ million)	3,342	2,795	19.6%	3,074	8.7%
Cash & Investments (period end)	(₹ million)	37,734	14,274	164.4%	15,330	146.1%
Unique Visitors^	(million)	149.5	130.6	14.5%	124.1	20.5%
- Mobile	(million)	124.7	105.5	18.2%	104.3	19.5%
- Desktop/ PC	(million)	18.3	19.0	-3.7%	13.8	32.3%
- Voice	(million)	6.6	6.1	7.4%	6.0	10.2%

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- Mobile	% share	83.4%	80.8%	260 bps	84.1%	-68 bps
- Desktop/ PC	% share	12.2%	14.5%	-231 bps	11.1%	109 bps
- Voice	% share	4.4%	4.7%	-29 bps	4.8%	-41 bps
Total Listings (period end)	(million)	31.0	30.0	3.3%	30.6	1.3%
Net Listings Addition		405,662	340,635	19.1%	152,116	166.7%
Total Images in Listings (period end)	(million)	109.7	96.6	13.5%	106.4	3.1%
Listings with Geocodes (period end)	(million)	17.7	17.0	3.7%	17.5	1.1%
Ratings & Reviews	(million)	123.0	111.9	9.9%	120.0	2.5%
Paid campaigns (period end)		430,720	448,600	-4.0%	437,865	-1.6%
Total App Downloads (period end)	(million)	29.6	27.6	7.5%	29.1	1.8%
- Android	(million)	26.1	24.2	7.8%	25.6	1.8%
- iOS	(million)	2.7	2.5	6.4%	2.7	1.5%
- Others	(million)	0.8	0.8	0.5%	0.8	0.1%
App Downloads per day		8,953	9,207	-2.8%	7,831	14.3%
Number of Employees (period end)		9,852	10,305	-4.4%	9,751	1.0%

^ 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

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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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