

October 20, 2023

<b>BSE Limited</b> Department of Corporate Services Listing Department P J Tower, Dalal Street, Mumbai - 400001 <i>Scrip Code: 535648</i>	<b>National Stock Exchange of India Limited</b> Listing Department Exchange Plaza, Plot no. C/1, G Block, Bandra-Kurla Complex, Bandra (East), Mumbai - 400051 <i>Scrip Symbol: JUSTDIAL</i>	<b>Metropolitan Stock Exchange of India Limited</b> 205(A), 2 <sup>nd</sup> 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 the quarter ended September 30, 2023**

Press Release of the Company in respect of Unaudited Financial Results (Standalone and Consolidated) of the Company for the quarter ended September 30, 2023 is enclosed herewith.

The Unaudited Financial Results (Standalone and Consolidated) for the quarter ended September 30, 2023, approved by the Board of Directors and the Press Release thereon will also be available on the Company's website [www.justdial.com](http://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

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## **JUST DIAL ANNOUNCES RESULTS FOR QUARTER ENDED SEPTEMBER 30, 2023**

**Mumbai, India – October 20, 2023:** Just Dial Limited (BSE: 535648, NSE: JUSTDIAL), India's leading local search engine company, today announced its financial and operating results for its second quarter ended September 30, 2023. Following are the key highlights:

- **2Q-FY24 Revenue stood at ₹ 260.6 Crores, up 27.0% YoY**
- **EBITDA stood at ₹ 48.8 Crores, up 186.3% YoY; EBITDA Margin at 18.7% (vs. 8.3% in 2Q-FY23)**
- **Net Profit stood at ₹ 71.8 Crores, up 37.5% YoY**
- **Traffic in 2Q-FY24 stood at 171.7 million users, up 9.7% YoY**
- **Active Paid Campaigns stood at 560,830, up 11.3% YoY**
- **Cash and Investments stood at ₹ 4,282.2 Crores as on September 30, 2023, up 12.1% YoY**

### **Financial Highlights for Fiscal 2024 Second Quarter (2Q-FY24)**

- **Operating Revenue & EBITDA:** Operating Revenue stood at ₹ 260.6 Crores, up 27.0% YoY & 5.5% QoQ. Operating EBITDA stood at ₹ 48.8 Crores, a margin of 18.7%.
- Other Income stood at ₹ 57.9 Crores (up 2.5% YoY), declining 28.8% QoQ, due to lesser MTM gains on treasury portfolio due to slight increase in bond yields during the quarter. Profit Before Taxes stood at ₹ 92.1 Crores, up 43.3% YoY and Net Profit stood at ₹ 71.8 Crores, up 37.5% YoY.
- **2Q-FY24 Collections** stood at ₹ 278.4 Cr, **up 20.8% YoY**. Consequently, Deferred Revenue stood at ₹ 468.0 Crores, up 3.9% QoQ and 23.6% YoY.
- **Cash and Investments** stood at ₹ 4,282.2 Crores as on September 30, 2023 compared to ₹ 3,818.9 Crores as on September 30, 2022 and ₹ 4,159.2 Crores as on June 30, 2023.

### **Business Highlights for Fiscal 2024 Second Quarter (2Q-FY24)**

- **Total Traffic (Unique Visitors)** for the quarter stood at 171.7 million, up 9.7% YoY and 0.1% QoQ. 86.1% traffic originated on Mobile platforms, 10.5% on Desktop/ PC and 3.4% on our Voice platform. Traffic growth, majorly driven by free/ organic traffic growth, is encouraging. Mobile traffic grew 11.9% YoY.
- **Total Active Listings** stood at 40.2 million as on September 30, 2023, an increase of 18.6% YoY and 5.8% QoQ. 2,192,436 listings were added (net) to the database during the quarter. Out of total listings,

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25.3 million listings were geocoded as on September 30, 2023, up 25.7% YoY. Total Images in listings stood at 165.2 million, up 30.5% YoY and 10.0% QoQ.

- **Total Ratings & Reviews** stood at 145.8 million at the end of quarter, up 6.3% YoY.
- **Active Paid Campaigns** at the end of quarter stood at 560,830 up 11.3% YoY and 2.3% QoQ. Focus continues on signing up majority of customers on monthly payment plans.

<b>JUST DIAL LTD - 2Q FY24 (Quarter ended September 30, 2023) PERFORMANCE SUMMARY</b>						
<b>Metric</b>	<b>Unit</b>	<b>2Q FY24</b>	<b>2Q FY23</b>	<b>YoY change</b>	<b>1Q FY24</b>	<b>QoQ change</b>
Operating Revenue	(₹ million)	2,606	2,053	27.0%	2,470	5.5%
Operating EBITDA	(₹ million)	488	170	186.3%	367	33.0%
Operating EBITDA Margin	%	18.7%	8.3%	1,042 bps	14.9%	387 bps
Adjusted EBITDA (excl. ESOP expenses)	(₹ million)	486	195	149.4%	363	33.9%
Adjusted EBITDA Margin (excl. ESOP expenses)	%	18.6%	9.5%	915 bps	14.7%	395 bps
Other Income, net	(₹ million)	579	565	2.5%	814	-28.8%
Profit Before Taxes	(₹ million)	921	643	43.3%	1,061	-13.2%
Net Profit	(₹ million)	718	522	37.5%	834	-13.9%
Net Profit Margin*	%	27.6%	25.4%	212 bps	33.8%	-621 bps
Deferred Revenue (period end)	(₹ million)	4,680	3,786	23.6%	4,503	3.9%
Cash & Investments (period end)	(₹ million)	42,822	38,189	12.1%	41,592	3.0%
Unique Visitors^	(million)	171.7	156.5	9.7%	171.4	0.1%
- Mobile	(million)	147.9	132.2	11.9%	146.5	0.9%
- Desktop/ PC	(million)	17.9	18.2	-1.4%	18.6	-3.7%
- Voice	(million)	5.9	6.1	-4.0%	6.3	-7.2%
- Mobile	% share	86.1%	84.5%	166 bps	85.5%	68 bps
- Desktop/ PC	% share	10.5%	11.6%	-117 bps	10.9%	-41 bps
- Voice	% share	3.4%	3.9%	-49 bps	3.7%	-27 bps
Total Listings (period end)	(million)	40.2	33.9	18.6%	38.0	5.8%
Net Listings Addition		2,192,436	1,069,916	104.9%	1,510,972	45.1%
Total Images in Listings (period end)	(million)	165.2	126.6	30.5%	150.2	10.0%
Listings with Geocodes (period end)	(million)	25.3	20.1	25.7%	23.5	7.5%
Ratings & Reviews	(million)	145.8	137.1	6.3%	144.6	0.9%
Paid campaigns (period end)		560,830	503,840	11.3%	548,270	2.3%

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Total App Downloads (period end)	(million)	35.0	31.7	10.5%	34.0	3.2%
- Android	(million)	30.9	28.0	10.4%	30.1	2.7%
- iOS	(million)	3.3	2.9	14.4%	3.0	9.0%
- Others	(million)	0.8	0.8	0.0%	0.8	0.0%
App Downloads per day		8,237	7,862	4.8%	8,553	-3.7%
Total Employees (period end)		14,888	15,058	-1.1%	15,367	-3.1%
- Sales Employees (period end)		11,532	11,332	1.8%	11,746	-1.8%

^ 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 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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