

July 14, 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 – Financial Results (Standalone and Consolidated) for the first quarter ended June 30, 2023**

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

The Financial Results (Standalone and Consolidated) for the first quarter ended June 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 JUNE 30, 2023**

**Mumbai, India, July 14, 2023** – Just Dial Limited (BSE: 535648, NSE: JUSTDIAL), India's leading local search engine company, today announced its financial and operating results for its first fiscal quarter ending June 30, 2023. Following are the key highlights:

- **1Q-FY24 Revenue stood at ₹ 247.0 Crores, up 33.1% YoY**
- **Adj. EBITDA stood at ₹ 36.3 Crores, Adj. EBITDA Margin stood at 14.7% (vs. 5.9% in 1Q-FY23)**
- **Net Profit stood at ₹ 83.4 Crores (vs ₹ 48.4 Crores loss in 1Q-FY23)**
- **Traffic in 1Q-FY24 stood at 171.4 million users, up 15.9% YoY; Mobile traffic was up 17.5% YoY**
- **Active Paid Campaigns stood at 548,270, up 13.4% YoY**
- **Cash and Investments stood at ₹ 4,159.2 Crores as on June 30, 2023, up 11.2% YoY**

### **Financial Highlights for Fiscal 2024 First Quarter (1Q-FY24)**

- **Operating Revenue & EBITDA:** Operating Revenue stood at ₹ 247.0 Crores, up 33.1% YoY & 6.2% QoQ. Operating EBITDA stood at ₹ 36.7 Crores, a margin of 14.9%. Adjusted EBITDA Margin (excluding ESOP expenses) stood at 14.7% (vs. 5.9% in 1Q FY23)
- Other Income stood at ₹ 81.4 Crores. **Profit Before Taxes** at 106.1 Crores was up 10.6% QoQ. **Net Profit** stood at ₹ 83.4 Crores (versus loss of ₹ 48.4 Crores in 1Q FY23 and declined 0.5% QoQ).
- 1Q Collections stood at ₹ 259.1 Cr, up 28.9% YoY. Consequently, **Deferred Revenue** stood at ₹ 450.3 Crores, up 2.8% QoQ and 27.4% YoY.
- **Cash and Investments** stood at ₹ 4,159.2 Crores as on June 30, 2023 compared to ₹ 3,739.6 Crores as on June 30, 2022 and ₹ 4,066.8 Crores as on March 31, 2023.

### **Business Highlights for Fiscal 2024 First Quarter (1Q-FY24)**

- **Total Traffic (Unique Visitors)** for the quarter stood at 171.4 million, up 15.9% YoY and 7.6% QoQ. 85.5% traffic originated on Mobile platforms, 10.9% on Desktop/ PC and 3.7% on our Voice platform. Traffic growth, majorly driven by free/ organic traffic growth, is encouraging. Mobile traffic grew 17.5% YoY.
- **Total Active Listings** stood at 38.0 million as on June 30, 2023, an increase of 15.8% YoY and 4.1% QoQ. 1,510,972 listings were added (net) to the database during the quarter. Out of total listings, 23.5

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million listings were geocoded as on June 30, 2023, up 20.4% YoY. Total Images in listings stood at 150.2 million, up 22.7% YoY and up 7.9% QoQ.

- **Total Ratings & Reviews** stood at 144.6 million at the end of quarter, up 8.3% YoY.
- **Active Paid Campaigns** at the end of quarter stood at 548,270 up 13.4% YoY and 1.9% QoQ. Focus continues on signing up majority of customers on monthly payment plans.

<b>JUST DIAL LTD - 1Q FY24 (Quarter ended June 30, 2023) PERFORMANCE SUMMARY</b>						
<b>Metric</b>	<b>Unit</b>	<b>1Q FY24</b>	<b>1Q FY23</b>	<b>YoY change</b>	<b>4Q FY23</b>	<b>QoQ change</b>
Operating Revenue	(₹ million)	2,470	1,856	33.1%	2,325	6.2%
Operating EBITDA	(₹ million)	367	84	336.9%	334	9.8%
Operating EBITDA Margin	%	14.9%	4.5%	1033 bps	14.4%	49 bps
Adjusted EBITDA (excl. ESOP expenses)	(₹ million)	363	110	230.7%	356	1.9%
Adjusted EBITDA Margin (excl. ESOP expenses)	%	14.7%	5.9%	878 bps	15.3%	-62 bps
Other Income, net	(₹ million)	814	-600	n.a.	742	9.7%
Profit Before Taxes	(₹ million)	1,061	-598	n.a.	960	10.6%
Net Profit	(₹ million)	834	-484	n.a.	838	-0.5%
Net Profit Margin*	%	33.8%	-26.1%	n.a.	36.0%	-227 bps
Deferred Revenue (period end)	(₹ million)	4,503	3,534	27.4%	4,382	2.8%
Cash & Investments (period end)	(₹ million)	41,592	37,396	11.2%	40,668	2.3%
Unique Visitors^	(million)	171.4	147.9	15.9%	159.3	7.6%
- Mobile	(million)	146.5	124.7	17.5%	137.2	6.7%
- Desktop/ PC	(million)	18.6	16.7	11.4%	16.6	12.2%
- Voice	(million)	6.3	6.4	-2.0%	5.5	15.3%
- Mobile	% share	85.5%	84.3%	112 bps	86.1%	-69 bps
- Desktop/ PC	% share	10.9%	11.3%	-44 bps	10.4%	44 bps
- Voice	% share	3.7%	4.4%	-67 bps	3.4%	25 bps
Total Listings (period end)	(million)	38.0	32.8	15.8%	36.5	4.1%
Net Listings Addition		1,510,972	907,228	66.5%	1,483,553	1.8%
Total Images in Listings (period end)	(million)	150.2	122.5	22.7%	139.2	7.9%
Listings with Geocodes (period end)	(million)	23.5	19.5	20.4%	22.3	5.5%
Ratings & Reviews	(million)	144.6	133.5	8.3%	143.0	1.1%
Paid campaigns (period end)						

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		548,270	483,690	13.4%	538,220	1.9%
Total App Downloads (period end)	(million)					
- Android	(million)	34.0	31.2	8.8%	33.1	2.7%
- iOS	(million)	30.1	27.5	9.3%	29.2	2.9%
- Others	(million)	3.0	2.9	6.7%	3.0	1.8%
		0.8	0.8	0.0%	0.8	0.0%
App Downloads per day						
Total Employees (period end)		8,553	8,732	-2.0%	8,272	3.4%
- Sales Employees (period end)		15,367	14,106	8.9%	15,320	0.3%

^ 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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