

July 16, 2024

To,

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 Sir/Madam,

Sub: Press Release – Unaudited Financial Results for the quarter ended June 30, 2024

Press Release of the Company in respect of Unaudited Financial Results of the Company for the quarter ended June 30, 2024 is enclosed herewith.

The Unaudited Financial Results for the quarter ended June 30, 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 JUNE 30, 2024

Mumbai, India – July 16, 2024: Just Dial Limited (BSE: 535648, NSE: JUSTDIAL), India's leading local search engine company, today announced its financial and operating results for its first quarter ended June 30, 2024. Following are the key highlights:

- **1Q-FY25 Revenue stood at ₹ 280.6 Crores, up 13.6% YoY**
- **EBITDA stood at ₹ 80.6 Crores, up 119.8% YoY; EBITDA Margin at 28.7% (vs. 14.9% in 1Q-FY24)**
- **Net Profit at ₹ 141.2 Crores, up 69.3% YoY**
- **Traffic (Quarterly Unique Visitors) in 1Q-FY25 stood at 181.3 million users**
- **Cash and Investments stood at ₹ 4,755.5 Crores as on June 30, 2024, up 14.3% YoY**

Financial Highlights for Fiscal 2025 First Quarter (1Q-FY25)

- **Operating Revenue & EBITDA:** Operating Revenue stood at ₹ 280.6 Crores, up 13.6% YoY & 3.8% QoQ. Operating EBITDA stood at ₹ 80.6 Crores, with healthy EBITDA margin of 28.7%. EBITDA Margin witnessed 1,389 bps YoY and 261 bps QoQ expansion, led by topline growth and cost efficiencies, both on employee costs and other expenses.
- **Other Income** stood at a normalised level of ₹ 86.9 Crores (up 6.7% YoY), down 4.8% QoQ, sequential decline due to marginal increase in bond yields during the quarter.
- **Profit Before Taxes** stood at ₹ 153.9 Crores, up 45.0% YoY and Net Profit stood at ₹ 141.2 Crores, up 69.3% YoY. Effective tax rate for the quarter (and for full year expected) is lower due to reversal of deferred taxes on account of part of treasury portfolio moving from short-term to long-term bucket due to completion of 3 years holding period in FY25.
- **Deferred Revenue** stood at ₹ 500.1 Crores, up 11.1% YoY.
- **Cash and Investments** stood at ₹ 4,755.5 Crores as on June 30, 2024 compared to ₹ 4,159.2 Crores as on June 30, 2023 and ₹ 4,625.4 Crores as on March 31, 2024.

Business Highlights for Fiscal 2025 First Quarter (1Q-FY25)

- **Total Traffic (Unique Visitors)** for the quarter stood at 181.3 million, up 5.7% YoY and 6.0% QoQ. 85.3% traffic originated on Mobile platforms, 11.3% on Desktop/ PC and 3.4% on our Voice platform.

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- **Total Active Listings** stood at 44.9 million as on June 30, 2024, an increase of 18.2% YoY and 3.2% QoQ. 1,373,563 listings were added (net) to the database during the quarter. Out of total listings, 29.5 million listings were geocoded as on June 30, 2024, up 25.3% YoY. Total Images in listings stood at 198.3 million, up 32.0% YoY and 5.2% QoQ.
- **Total Ratings & Reviews** stood at 149.1 million at the end of quarter, up 3.1% YoY.
- **Active Paid Campaigns** at the end of quarter stood at 591,650 up 7.9% YoY and 1.4% QoQ, with majority customers getting signed up on monthly payment plans.

JUST DIAL LTD - 1Q FY25 (Quarter ended June 30, 2024) PERFORMANCE SUMMARY						
Metric	Unit	1Q FY25	1Q FY24	YoY change	4Q FY24	QoQ change
Operating Revenue	(₹ million)	2,806	2,470	13.6%	2,703	3.8%
Operating EBITDA	(₹ million)	806	367	119.8%	706	14.2%
Operating EBITDA Margin	%	28.7%	14.9%	1,389 bps	26.1%	261 bps
Other Income	(₹ million)	869	814	6.7%	913	-4.8%
Profit Before Taxes	(₹ million)	1,539	1,061	45.0%	1,473	4.5%
Net Profit	(₹ million)	1,412	834	69.3%	1,156	22.1%
Net Profit Margin*	%	38.4%	25.4%	1,304 bps	32.0%	645 bps
Deferred Revenue (period end)	(₹ million)	5,001	4,503	11.1%	5,077	-1.5%
Cash & Investments (period end)	(₹ million)	47,555	41,592	14.3%	46,254	2.8%
Unique Visitors^	(million)	181.3	171.4	5.7%	171.1	6.0%
- Mobile	(million)	154.5	146.5	5.5%	144.7	6.8%
- Desktop/ PC	(million)	20.4	18.6	9.7%	20.8	-1.7%
- Voice	(million)	6.3	6.3	-0.4%	5.6	12.2%
- Mobile	% share	85.3%	85.5%	-20 bps	84.6%	69 bps
- Desktop/ PC	% share	11.3%	10.9%	41 bps	12.2%	-88 bps
- Voice	% share	3.4%	3.6%	-21 bps	3.2%	19 bps
Total Listings (period end)	(million)	44.9	38.0	18.2%	43.6	3.2%
Net Listings Addition		1,373,563	1,510,972	-9.1%	1,942,275	-29.3%
Total Images in Listings (period end)	(million)	198.3	150.2	32.0%	188.5	5.2%
Listings with Geocodes (period end)	(million)	29.5	23.5	25.3%	28.5	3.6%
Ratings & Reviews	(million)	149.1	144.6	3.1%	148.0	0.7%
Paid campaigns (period end)		591,650	548,270	7.9%	583,690	1.4%
Total App Downloads (period end)	(million)	37.3	34.0	9.8%	36.4	2.3%

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Earnings Release

- Android	(million)	32.9	30.1	9.3%	32.1	2.4%
- iOS	(million)	3.6	3.0	18.0%	3.5	2.5%
- Others	(million)	0.8	0.8	0.0%	0.8	0.0%
App Downloads per day		6,937	8,553	-18.9%	7,106	-2.4%
Total Employees (period end)		13,112	15,367	-14.7%	12,834	2.2%
- Sales Employees (period end)		9,980	11,746	-15.0%	9,816	1.7%

^ 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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