

October 11, 2024

To,

<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 Sir/Madam,

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

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

The Unaudited Financial Results for the quarter ended September 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](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, 2024**

**Mumbai, India – October 11, 2024:** 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, 2024. Following are the key highlights:

- **2Q-FY25 Revenue stood at ₹ 284.8 Crores, up 9.3% YoY**
- **EBITDA stood at ₹ 82.1 Crores, up 68.2% YoY; healthy EBITDA Margin at 28.8% (vs. 18.7% in 2Q-FY24)**
- **Net Profit at ₹ 154.1 Crores, was up 114.6% YoY**
- **Traffic (Quarterly Unique Visitors) in 2Q-FY25 stood at 198.0 million users, up 15.3% YoY**
- **Cash and Investments stood at ₹ 4,942.8 Crores as on September 30, 2024, up 15.4% YoY**

### **Financial Highlights for Fiscal 2025 Second Quarter (2Q-FY25)**

- **Operating Revenue & EBITDA:** Operating Revenue stood at ₹ 284.8 Crores, up 9.3% YoY & 1.5% QoQ. Operating EBITDA stood at ₹ 82.1 Crores, with healthy EBITDA margin of 28.8%. EBITDA Margin witnessed 1,009 bps YoY expansion, led by both topline growth and cost efficiencies (operating expenses declined 4.3% YoY). Advertising spends stood at ₹ 6.2 Crores during the quarter.
- **Other Income** stood at ₹ 113.6 Crores, up 96.1% YoY and up 30.8% QoQ. Sequential growth was led by higher MTM gains on treasury portfolio due to decline in bond yields during the quarter.
- **Profit Before Taxes** stood at ₹ 181.6 Crores, up 97.1% YoY and Net Profit stood at ₹ 154.1 Crores, up 114.6% YoY. Effective tax rate for the half year 1H-FY25 (and for full year current estimate) stood at 12%, which 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 2 years holding period in FY25. However, for 2Q-FY25, effective tax rate was sequentially higher at 15.1%, due to impact of recent changes in capital gains tax rules.
- **Deferred Revenue** stood at ₹ 515.5 Crores, up 10.1% YoY.
- **Cash and Investments** stood at ₹ 4,942.8 Crores as on September 30, 2024 compared to ₹ 4,282.2 Crores as on September 30, 2023 and ₹ 4,755.5 Crores as on June 30, 2024.

### **Just Dial Limited**

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## Business Highlights for Fiscal 2025 Second Quarter (2Q-FY25)

- **Total Traffic (Unique Visitors)** for the quarter stood at 198.0 million, up 15.3% YoY and 9.3% QoQ. 85.4% traffic originated on Mobile platforms, 11.8% on Desktop/ PC and 2.8% on our Voice platform. Efforts towards content enrichment, better user experience are resulting in healthy organic traffic growth which augurs well for the business.
- **Total Active Listings** stood at 46.2 million as on September 30, 2024, an increase of 15.0% YoY and 2.9% QoQ. 1,305,226 listings were added (net) to the database during the quarter. Out of total listings, 30.8 million listings were geocoded as on September 30, 2024, up 21.9% YoY. Total Images in listings stood at 206.5 million, up 25.0% YoY and 4.1% QoQ.
- **Total Ratings & Reviews** stood at 150.3 million at the end of quarter, up 3.0% YoY.
- **Active Paid Campaigns** at the end of quarter stood at 598,430 up 6.7% YoY and 1.1% QoQ

JUST DIAL LTD - 2Q FY25 (Quarter ended September 30, 2024) PERFORMANCE SUMMARY						
Metric	Unit	2Q FY25	2Q FY24	YoY change	1Q FY25	QoQ change
Operating Revenue	(₹ million)	2,848	2,606	9.3%	2,806	1.5%
Operating EBITDA	(₹ million)	821	488	68.2%	806	1.8%
Operating EBITDA Margin	%	28.8%	18.7%	1,009 bps	28.7%	7 bps
Other Income	(₹ million)	1,136	579	96.1%	869	30.8%
Profit Before Taxes	(₹ million)	1,816	921	97.1%	1,539	18.0%
Net Profit	(₹ million)	1,541	718	114.6%	1,412	9.1%
Net Profit Margin*	%	38.7%	22.5%	1,613 bps	38.4%	24 bps
Deferred Revenue (period end)	(₹ million)	5,155	4,680	10.1%	5,001	3.1%
Cash & Investments (period end)	(₹ million)	49,428	42,822	15.4%	47,555	3.9%
Unique Visitors^	(million)	198.0	171.7	15.3%	181.3	9.3%
- Mobile	(million)	169.0	147.9	14.3%	154.5	9.4%
- Desktop/ PC	(million)	23.4	17.9	30.4%	20.4	14.5%
- Voice	(million)	5.6	5.9	-4.4%	6.3	-10.9%
- Mobile	% share	85.4%	86.1%	-78 bps	85.3%	10 bps
- Desktop/ PC	% share	11.8%	10.5%	137 bps	11.3%	54 bps
- Voice	% share	2.8%	3.4%	-59 bps	3.4%	-64 bps
Total Listings (period end)	(million)	46.2	40.2	15.0%	44.9	2.9%
Net Listings Addition		1,305,226	2,192,436	-40.5%	1,373,563	-5.0%

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Total Images in Listings (period end)	(million)	206.5	165.2	25.0%	198.3	4.1%
Listings with Geocodes (period end)	(million)	30.8	25.3	21.9%	29.5	4.6%
Ratings & Reviews	(million)	150.3	145.8	3.0%	149.1	0.8%
Paid campaigns (period end)		598,430	560,830	6.7%	591,650	1.1%
Total App Downloads (period end)	(million)	38.2	35.0	9.0%	37.3	2.4%
- Android	(million)	33.7	30.9	9.1%	32.9	2.5%
- iOS	(million)	3.7	3.3	10.8%	3.6	2.3%
- Others	(million)	0.8	0.8	0.0%	0.8	0.0%
App Downloads per day		7,377	8,237	-10.4%	6,937	6.4%
Total Employees (period end)		13,147	14,888	-11.7%	13,112	0.3%
- Sales Employees (period end)		10,184	11,532	-11.7%	9,980	2.0%

^ 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 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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