

January 13, 2023

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 Sirs,

Sub: Press Release – Unaudited Financial Results (Standalone and Consolidated) for the third quarter ended December 31, 2022

Press Release of the Company in respect of Unaudited Financial Results (Standalone and Consolidated) of the Company for the third quarter ended December 31, 2022 is enclosed herewith.

The Unaudited Financial Results (Standalone and Consolidated) for the third quarter ended December 31, 2022, 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: 922-28884060 E-mail : investors@justdial.com

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JUST DIAL ANNOUNCES RESULTS FOR QUARTER ENDED DECEMBER 31, 2022

Mumbai, India, January 13, 2022 – Just Dial Limited (BSE: 535648, NSE: JUSTDIAL), India's leading local search engine company, today announced its financial and operating results for its third fiscal quarter ending December 31, 2022. Following are the key highlights:

- **3Q-FY23 Revenue stood at ₹ 221.4 Crores, up 39.3% YoY and 7.9% QoQ**
- **Adjusted EBITDA Margin stood at 13.3%, improvement of 381 bps QoQ**
- **Net Profit for 3Q-FY23 stood at ₹ 75.3 Crores, up 287.7% YoY and 44.2% QoQ**
- **Traffic (Quarterly Unique Visitors) in 3Q-FY23 stood at 156.8 million users**
- **Active Paid Campaigns stood at 521,880 (up 19.3% YoY), addition of 18,040 campaigns QoQ**
- **Cash and Investments stood at ₹ 3,934.4 Crores as on December 31, 2022**

Financial Highlights for Fiscal 2023 Third Quarter (3Q-FY23)

- **Operating Revenue & EBITDA:** Operating Revenue stood at ₹ 221.4 Crores, up 39.3% YoY (FY22 impacted due to COVID) & 7.9% QoQ. Adjusted Operating EBITDA, excluding ESOP expenses, stood at ₹ 29.4 Crores, which was up 194% YoY and 51.1% QoQ. The Company had ramped up hiring in previous 3-4 quarters across technology, content, sales and marketing teams which resulted in higher employee expenses in recent quarters. However, operating expenses growth remained controlled in 3Q FY23 and operating leverage benefits are playing out.
- **Net Profit** stood at ₹ 75.3 Crores (up 287.7% YoY). Other Income stood at ₹ 71.3 Crores.
- **Deferred Revenue** stood at ₹ 402.4 Crores, up 6.3% QoQ and 23.6% YoY. Sequential growth in deferred revenue (led by 6.3% QoQ growth in Collections to ₹ 245.1 Crores) is encouraging.
- **Cash and Investments** stood at ₹ 3,934.4 Crores as on December 31, 2022 compared to ₹ 3,769.0 Crores as on December 31, 2021 and ₹ 3,818.9 Crores as on September 30, 2022.

Business Highlights for Fiscal 2023 Third Quarter (3Q-FY23)

- **Total Traffic (Unique Visitors)** for the quarter stood at 156.8 million, up 9.8% YoY and 0.2% QoQ. 85.5% traffic originated on Mobile platforms, 10.9% on Desktop/ PC and 3.6% on our Voice platform.
- **Total Active Listings** stood at 35.0 million as on December 31, 2022, an increase of 11.4% YoY and 3.3% QoQ. 1,123,874 listings were added (net) to the database during the quarter. Out of total listings,

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20.8 million listings were geocoded as on December 31, 2022, up 16.6% YoY. Total Images in listings stood at 131.8 million, up 16.2% YoY and up 4.1% QoQ.

- **Total Ratings & Reviews** stood at 139.8 million at the end of quarter, up 11.6% YoY.
- **Active Paid Campaigns** at the end of quarter stood at 521,880, up 19.3% YoY and 3.6% QoQ. Continued robust paid campaigns addition of 18,040 for the quarter was led by continued focus on signing up majority of customers on monthly payment plans.

JUST DIAL LTD - 3Q FY23 (Quarter ended December 31, 2022) PERFORMANCE SUMMARY						
Metric	Unit	3Q FY23	3Q FY22	YoY change	2Q FY23	QoQ change
Operating Revenue	(₹ million)	2,214	1,589	39.3%	2,053	7.9%
Operating EBITDA	(₹ million)	271	52	420.0%	170	59.1%
Operating EBITDA Margin	%	12.2%	3.3%	897 bps	8.3%	394 bps
Adjusted EBITDA (excl. ESOP expenses)	(₹ million)	294	100	194.0%	195	51.1%
Adjusted EBITDA Margin (excl. ESOP expenses)	%	13.3%	6.3%	700 bps	9.5%	381 bps
Other Income, net	(₹ million)	713	286	149.5%	565	26.1%
Profit Before Taxes	(₹ million)	876	244	259.0%	643	36.3%
Net Profit	(₹ million)	753	194	287.7%	522	44.2%
Net Profit Margin*	%	34.0%	12.2%	2,178 bps	25.4%	856 bps
Unearned Revenue (period end)	(₹ million)	4,024	3,257	23.6%	3,786	6.3%
Cash & Investments (period end)	(₹ million)	39,344	37,690	4.4%	38,189	3.0%
Unique Visitors^	(million)	156.8	142.7	9.8%	156.5	0.2%
- Mobile	(million)	134.0	120.2	11.5%	132.2	1.4%
- Desktop/ PC	(million)	17.1	16.3	5.2%	18.2	-5.8%
- Voice	(million)	5.6	6.2	-9.4%	6.1	-7.8%
- Mobile	% share	85.5%	84.2%	125 bps	84.5%	101 bps
- Desktop/ PC	% share	10.9%	11.4%	-48 bps	11.6%	-70 bps
- Voice	% share	3.6%	4.4%	-76 bps	3.9%	-31 bps
Total Listings (period end)	(million)	35.0	31.4	11.5%	33.9	3.3%
Net Listings Addition		1,123,874	413,100	172.1%	1,069,916	5.0%
Total Images in Listings (period end)	(million)	131.8	113.4	16.2%	126.6	4.1%
Listings with Geocodes (period end)	(million)	20.8	17.9	16.6%	20.1	3.6%
Ratings & Reviews	(million)	139.8	125.3	11.6%	137.1	2.0%

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Paid campaigns (period end)		521,880	437,335	19.3%	503,840	3.6%
Total App Downloads (period end)	(million)	32.2	30.1	6.9%	31.7	1.6%
- Android	(million)	28.4	26.5	7.1%	28.0	1.7%
- iOS	(million)	2.9	2.8	6.8%	2.9	1.5%
- Others	(million)	0.8	0.8	0.0%	0.8	0.0%
App Downloads per day		7,827	8,407	-6.9%	7,862	-0.4%
Total Employees (period end)		15,393	11,098	38.7%	15,058	2.2%
- Sales Employees (period end)		11,947	8,073	48.0%	11,332	5.4%

^ 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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