

April 29, 2022

To

BSE Limited Department of Corporate Services Listing Department P J Towers, 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 Building A, Unit 205 A, 2nd 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,

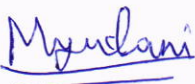
Sub.: Press Release

In accordance with Regulation 30 of the Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015, please find enclosed herewith Press Release of the Company in respect of Financial Results of the Company for the quarter and financial year ended March 31, 2022.

We request you to take the above on record and disseminate the same on your website.

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 / 66976666 Fax : 022-28893789

Mumbai, Delhi, Kolkata, Chennai, Bangalore, Pune, Hyderabad, Ahmedabad, Coimbatore, Jaipur and Chandigarh

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JUST DIAL ANNOUNCES RESULTS FOR QUARTER ENDED MARCH 31, 2022

Mumbai, India, April 29, 2022 – Just Dial Limited (BSE: 535648, NSE: JUSTDIAL), India's leading local search engine company, today announced its financial and operating results for its fourth fiscal quarter ending March 31, 2022. Following are the key highlights:

- **Traffic (Quarterly Unique Visitors) in 4Q-FY22 stood at 144.8 million users**
- **4Q-FY22 Revenue stood at ₹ 166.7 Crores, Net Profit for 4Q-FY22 stood at ₹ 22.1 Crores**
- **Active Paid Campaigns stood at 461,495 (up 5.5% QoQ), addition of 24,160 campaigns QoQ led by aggressive focus on monthly payment plans**
- **Sales team hiring ramped up, sales strength up 26% QoQ & 22.6% YoY**
- **Cash and Investments stood at ₹ 3,820.1 Crores as on March 31, 2022**

Financial Highlights for Fiscal 2022 Fourth Quarter (4Q-FY22)

- **Operating Revenue & EBITDA:** Operating Revenue stood at ₹ 166.7 Crores, down 5.1% YoY & up 4.9% QoQ. Adjusted Operating EBITDA, excluding ESOP expenses, stood at ₹ -0.8 Crores. Company has ramped up hiring across critical functions such as technology, content, sales and marketing teams which has resulted in higher employee expenses. In sales department, headcount was up 26% QoQ. These investments should result in superior product offerings and higher monetization going forward.
- **Net Profit** stood at ₹ 22.1 Crores, down 34.0% YoY. Other income stood at ₹ 35.2 Crores for the quarter.
- **Deferred Revenue** stood at ₹ 338.1 Crores, up 3.8% QoQ and 2.4% YoY. Sequential growth in deferred revenue despite focus on monthly payment plans is encouraging.
- **Cash and Investments** stood at ₹ 3,820.1 Crores as on December 31, 2021 compared to ₹ 1,572.1 Crores as on March 31, 2021 and ₹ 3,769 Crores as on December 31, 2021.

Business Highlights for Fiscal 2022 Fourth Quarter (4Q-FY22)

- **Total Traffic (Unique Visitors)** for the quarter stood at 144.8 million, up 12.2% YoY and 1.5% QoQ. 83.8% traffic originated on Mobile platforms, 12.1% on Desktop/ PC and 4% on our Voice platform.
- **Total Active Listings** stood at 31.9 million as on March 31, 2022, an increase of 4.9% YoY and 1.7% QoQ. 524,816 listings were added (net) to the database during the quarter. Out of total listings, 18.5

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million listings were geocoded as on March 31, 2022, up 6.8% YoY. Total Images in listings stood at 117.7 million, up 13.7% YoY and up 3.8% QoQ.

- **Total Ratings & Reviews** stood at 129.4 million at the end of quarter, up 9.8% YoY.
- **Active Paid Campaigns** at the end of quarter stood at 461,495, up 0.9% YoY and 5.5% QoQ. Robust paid campaigns addition of 24,160 for the quarter was led by aggressive focus on selling monthly payment plans.

JUST DIAL LTD - 4Q FY22 (Quarter ended March 31, 2022) PERFORMANCE SUMMARY						
Metric	Unit	4Q-FY22	4Q-FY21	YoY change	3Q-FY22	QoQ change
Operating Revenue	(₹ million)	1,667	1,757	-5.1%	1,589	4.9%
Operating EBITDA	(₹ million)	-60	345	N.A.	52	N.A.
Operating EBITDA Margin	%	-3.6%	19.7%	N.A.	3.3%	N.A.
Adjusted EBITDA (excl. ESOP expenses)	(₹ million)	-8	415	N.A.	100	N.A.
Adjusted EBITDA Margin (excl. ESOP expenses)	%	-0.5%	23.6%	N.A.	6.3%	N.A.
Other Income, net	(₹ million)	352	156	126.4%	286	23.4%
Profit Before Taxes	(₹ million)	206	389	-47.1%	244	-15.6%
Net Profit	(₹ million)	221	336	-34.0%	194	14.1%
Net Profit Margin*	%	13.3%	19.1%	-582 bps	12.2%	107 bps
Unearned Revenue (period end)	(₹ million)	3,381	3,303	2.4%	3,257	3.8%
Cash & Investments (period end)	(₹ million)	38,201	15,721	143.0%	37,690	1.4%
Unique Visitors^	(million)	144.8	129.1	12.2%	142.7	1.5%
- Mobile	(million)	121.4	106.3	14.2%	120.2	1.0%
- Desktop/ PC	(million)	17.6	16.5	6.8%	16.3	7.9%
- Voice	(million)	5.8	6.3	-7.8%	6.2	-6.1%
- Mobile	% share	83.8%	82.4%	148 bps	84.2%	-40 bps
- Desktop/ PC	% share	12.1%	12.7%	-61 bps	11.4%	72 bps
- Voice	% share	4.0%	4.9%	-87 bps	4.4%	-33 bps
Total Listings (period end)	(million)	31.9	30.4	4.9%	31.4	1.7%
Net Listings Addition		524,816	246,774	112.7%	413,100	27.0%
Total Images in Listings (period end)	(million)	117.7	103.6	13.7%	113.4	3.8%
Listings with Geocodes (period end)	(million)	18.5	17.3	6.8%	17.9	3.5%
Ratings & Reviews	(million)	129.4	117.8	9.8%	125.3	3.2%

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Paid campaigns (period end)		461,495	457,360	0.9%	437,335	5.5%
Total App Downloads (period end)	(million)	30.7	28.7	6.9%	30.1	1.7%
- Android	(million)	27.0	25.2	7.2%	26.5	1.8%
- iOS	(million)	2.8	2.6	6.3%	2.8	1.7%
- Others	(million)	0.8	0.8	0.3%	0.8	0.0%
App Downloads per day		8,369	9,614	-12.9%	8,407	-0.4%
Total Employees (period end)		13,343	11,162	19.5%	11,098	20.2%
- Sales Employees (period end)		10,170	8,293	22.6%	8,073	26.0%

JUST DIAL LTD - FY22 (Fiscal Year ended March 31, 2022) PERFORMANCE SUMMARY					
Metric	Unit	FY22	FY21	YoY change	YoY change%
Operating Revenue	(₹ million)	6,470	6,752	(282)	-4.2%
Operating EBITDA	(₹ million)	(20)	1,549	(1,569)	N.A.
Operating EBITDA Margin	%	-0.3%	22.9%		N.A.
Adjusted EBITDA (excl. ESOP expenses)	(₹ million)	197	1,906	(1,709)	-89.7%
Adjusted EBITDA Margin (excl. ESOP expenses)	%	3.0%	28.2%		-2519 bps
Other Income, net	(₹ million)	1,222	1,495	(273)	-18.3%
Profit Before Taxes	(₹ million)	834	2,546	(1,712)	-67.2%
Net Profit	(₹ million)	710	2,142	(1,432)	-66.9%
Net Profit Margin*	%	11.0%	31.7%		-2075 bps
Unearned Revenue (period end)	(₹ million)	3,381	3,303	78	2.4%
Cash & Investments (period end)	(₹ million)	38,201	15,721	22,480	143.0%

^ 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 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.

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The Company has recently launched its B2B marketplace platform, JD Mart. JD Mart platform, available at <https://www.idmart.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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