

January 18, 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 Unaudited Financial Results of the Company for the 3rd quarter ended December 31, 2021.

We request you to take the same on record.

Thanking You,

Yours truly,

For Just Dial Limited





Manan Udani
Company Secretary

Encl: As above

Just Dial Limited

CIN: 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 : 022-28823789

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

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JUST DIAL ANNOUNCES RESULTS FOR QUARTER ENDED DECEMBER 31, 2021

Mumbai, India, January 18, 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, 2021. Following are the key highlights:

- **Traffic (Quarterly Unique Visitors) in 3Q-FY22 stood at 142.7 million users**
- **3Q-FY22 Revenue stood at ₹ 158.9 Crores, Net Profit for 3Q-FY22 stood at ₹ 19.4 Crores**
- **Active Paid Campaigns stood at 437,335, up 1.5% QoQ**
- **Sales team hiring ramped up, sales strength up 18.3% QoQ; Overall headcount up 12.6% QoQ**
- **Cash and Investments stood at ₹ 3,769 Crores as on December 31, 2021**

Financial Highlights for Fiscal 2022 Third Quarter (3Q-FY22)

- **Operating Revenue & EBITDA:** Total Operating Revenue stood at ₹ 158.9 Crores, down 6.3% YoY and up 1.9% QoQ. Adjusted Operating EBITDA, excluding ESOP expenses, stood at ₹ 10 Crores. The 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 18.3% QoQ. These investments should result in superior product offerings and higher monetization going forward.
- **Net Profit** stood at ₹ 19.4 Crores, down 61.2% YoY. Other income stood at ₹ 28.6 Crores for the quarter.
- **Deferred Revenue** stood at ₹ 325.7 Crores, down 2.6% QoQ (due to higher focus on monthly payment plans during the quarter) and up 6.7% YoY.
- **Cash and Investments** stood at ₹ 3,769 Crores as on December 31, 2021 compared to ₹ 1,509.6 Crores as on December 31, 2020 and ₹ 3,773.4 Crores as on September 30, 2021.

Business Highlights for Fiscal 2022 Third Quarter (3Q-FY22)

- **Total Traffic (Unique Visitors)** for the quarter stood at 142.7 million, up 7.7% YoY and down 4.6% QoQ. 84.2% traffic originated on Mobile platforms, 11.4% on Desktop/ PC and 4.4% on our Voice platform.

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- **Total Active Listings** stood at 31.4 million as on December 31, 2021, an increase of 4% YoY and 1.3% QoQ. 413,100 listings were added (net) to the database during the quarter. Out of total listings, 17.9 million listings were geocoded as on December 31, 2021, up 4.1% YoY. Total Images in listings stood at 113.4 million, up 13.8% YoY and up 3.4% QoQ.
- **Total Ratings & Reviews** stood at 125.3 million at the end of quarter, up 9.2% YoY.
- **Active Paid Campaigns** at the end of quarter stood at 437,335, drop of 3.6% YoY and up 1.5% QoQ.

JUST DIAL LTD - 3Q FY22 (Quarter ended December 31, 2021) PERFORMANCE SUMMARY						
Metric	Unit	3Q-FY22	3Q-FY21	YoY change	2Q-FY22	QoQ change
Operating Revenue	(₹ million)	1,589	1,695	-6.3%	1,560	1.9%
Operating EBITDA	(₹ million)	52	381	-86.2%	160	-67.5%
Operating EBITDA Margin	%	3.3%	22.5%	-1,923 bps	10.2%	-696 bps
Adjusted EBITDA (excl. ESOP expenses)	(₹ million)	100	482	-79.3%	208	-52.0%
Adjusted EBITDA Margin (excl. ESOP expenses)	%	6.3%	28.4%	-2,215 bps	13.3%	-706 bps
Other Income, net	(₹ million)	286	304	-6.0%	356	-19.7%
Profit Before Taxes	(₹ million)	244	564	-56.8%	428	-43.0%
Net Profit	(₹ million)	194	499	-61.2%	329	-41.1%
Net Profit Margin*	%	12.2%	29.5%	-1,725 bps	21.1%	-890
Unearned Revenue (period end)	(₹ million)	3,257	3,053	6.7%	3,342	-2.6%
Cash & Investments (period end)	(₹ million)	37,690	15,096	149.7%	37,734	-0.1%
Unique Visitors^	(million)	142.7	132.6	7.7%	149.5	-4.6%
- Mobile	(million)	120.2	108.3	11.0%	124.7	-3.6%
- Desktop/ PC	(million)	16.3	17.9	-8.8%	18.3	-10.9%
- Voice	(million)	6.2	6.4	-2.9%	6.6	-5.6%
- Mobile	% share	84.2%	81.7%	253 bps	83.4%	86 bps
- Desktop/ PC	% share	11.4%	13.5%	-206 bps	12.2%	-81 bps
- Voice	% share	4.4%	4.8%	-47 bps	4.4%	-5 bps
Total Listings (period end)	(million)	31.4	30.2	4.0%	31.0	1.3%
Net Listings Addition		413,100	196,107	110.7%	405,662	1.8%
Total Images in Listings (period end)	(million)	113.4	99.6	13.8%	109.7	3.4%
Listings with Geocodes (period end)	(million)	17.9	17.2	4.1%	17.7	1.1%
Ratings & Reviews	(million)	125.3	114.7	9.2%	123.0	1.9%
Paid campaigns (period end)		437,335	453,800	-3.6%	430,720	1.5%

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Total App Downloads (period end)	(million)	30.1	28.1	7.2%	29.6	1.7%
- Android	(million)	26.5	24.7	7.5%	26.1	1.7%
- iOS	(million)	2.8	2.6	6.4%	2.7	1.6%
- Others	(million)	0.8	0.8	0.5%	0.8	0.1%
App Downloads per day		8,407	9,604	-12.5%	8,953	-6.1%
Number of Employees (period end)		11,098	11,387	-2.5%	9,852	12.6%

^ 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 recently 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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