

Just Dial Limited announces results for the Quarter and Year Ended March 31, 2014

- Just Dial Ltd's operating revenue increased by 27% (Y-o-Y) to ₹461.29crore for FY14
- Operating EBITDA margin expanded 3% to 31% (Y-o-Y) in FY14
- Net Profit increased by 76% (Y-o-Y) to ₹120.62crore with Net Profit Margin of 24% for FY14

- Just Dial Ltd's operating revenue in Q4FY14 increased by 26% (Y-o-Y) to ₹124.21crore
- Operating EBITDA margin in Q4FY14 expanded 2% to 30% (Y-o-Y)
- Net Profit in Q4FY14 increased by 60% (Y-o-Y) to ₹34.15crore with Net Profit Margin of 25%

Mumbai, India - May 12, 2014

Financial Highlights

Year Ended March 31, 2014 - Comparison of FY14 results Vs FY13

- Operating revenue increased by 27% to ₹461.29crore (Y-o-Y) from ₹362.77crore
- Operating EBIDTA increased by 41% to ₹142.20crore (Y-o-Y) from ₹100.72crore
- Operating EBIDTA margin increased to 31% in FY14 as compared to 28% in FY13
- Net Profit increased by 76% (Y-o-Y) to ₹120.62crore from ₹68.48crore
- Our Net Profit margin was 24% in FY14 as compared to 18% in FY13
- Cash and Investments totaling to ₹663crore as at March 31, 2014 as compared to ₹510crore as at March 31, 2013

Quarter Ended March 31, 2014 - Comparison of Q4FY14 results Vs Q4FY13

- Operating revenue increased by 26% to ₹124.21crore (Y-o-Y) from ₹98.27crore
- Operating EBIDTA increased by 37% to ₹37.38crore (Y-o-Y) from ₹27.25crore
- Operating EBIDTA margin increased to 30% in Q4FY14 as compared to 28% in Q4FY13
- Net Profit increased by 60% (Y-o-Y) to ₹34.15crore from ₹21.37crore
- Our Net Profit margin was 25% in Q4FY14 as compared to 20% in Q4FY13

Operational Performance

Search metrics - Total searches:

We received approximately 1,125.7 million searches in FY14 as compared to 780.7 million in FY13, representing a YoY growth of 44%. We received approximately 290.4 million searches in Q4FY14 as compared to 210.8 million in Q4FY13, representing a YoY growth of 38%.

Table 1- Searches data (in million)

	FY14	FY13	Growth % (YoY)	Q4FY14	Q4FY13	Growth % (YoY)
PC Internet searches	709.5	547.9	29%	176.2	141.9	24%
Mobile Internet searches	263.1	92.8	183%	78.1	34.5	126%
Voice/ SMS searches	153.1	140	9%	36.1	34.4	5%
Total Searches (million)	1,125.7	780.7	44%	290.4	210.8	38%

- As of March 31, 2014, we were conducting approximately 262,150 campaigns for our paid advertisers as compared to 206,500 campaigns as of March 31, 2013, representing a Y-o-Y growth of 27%.
- As of March 31, 2014, our database consisted of approximately 11.8 million listings as compared to 9.1 million listings as of March 31, 2013, representing a Y-o-Y growth of 30%.
- As of March 31, 2014 we had 8,543 employees.
- The Company currently has more than 17 search plus services live on the platform. The Company also launched a Reverse Auction for branded goods, which will enable a user/buyer to discover the best price for any branded good/s on a real time basis.
- The Company launched JD Maps during the quarter replacing Google maps for directions on the Justdial platform.

Mr. V.S.S. Mani, MD & CEO, Just Dial Ltd said: “We have delivered a solid performance on all financial metrics – revenue, margins & profit. We are quite excited about the trends we have witnessed in the latest quarter and are confident of the growth prospects of Justdial in the coming year. With the launch of several search plus services we are poised for greater engagement with the user community.”

About Just Dial Ltd

Just Dial Limited (‘the Company’) provides local search related services to users in India through multiple platforms such as the internet, mobile internet, over the telephone (voice) and text (SMS).

The equity shares of the Company are listed on The National Stock Exchange of India Limited, The BSE Limited and MCX Stock Exchange Limited on June 5, 2013.