

Just Dial Limited announces results for the Quarter Ended September 30, 2014

- Just Dial Ltd's operating revenue increased in Q2FY15 by 31% (Y-o-Y) to ₹147.40crore
- Adjusted Operating EBITDA increased by 30% (Y-o-Y) to ₹45.78crore*
- Net Profit increased by 10% (Y-o-Y) to ₹31.49crore with a Net Profit Margin of 20%

Mumbai, India - October 20, 2014

Financial Highlights

Quarter Ended September 30, 2014 - Comparison of Q2FY15 results Vs Q2FY14

- Operating revenue increased by 31% (Y-o-Y) to ₹147.40crore from ₹112.66crore
- Adjusted Operating EBITDA increased by 30% (Y-o-Y) to ₹45.78crore from ₹35.23crore*
- Adjusted Operating EBITDA margin was 31%*
- Net Profit increased by 10% (Y-o-Y) to ₹31.49crore from ₹28.66crore
- Net Profit margin was 20% in Q2FY15 as compared to 24% in Q2FY14
- Cash and Investments totaling to ₹740.8crore as at September 30, 2014 as compared to ₹570crore as at September 30, 2013

***Note:** Adjusted Operating EBITDA is excluding ESOP expenses incurred during the quarter

Other Highlights

- As of September 30, 2014, we were conducting approximately 2,96,100 campaigns for our paid advertisers as compared to 238,650 campaigns as of September 30, 2013, representing a Y-o-Y growth of 24%
- As of September 30, 2014 our database consisted of approximately 14.5 million listings as compared to 10.1 million listings as of September 30, 2013 representing a Y-o-Y growth of 44%
- As of September 30, 2014 we had 8,899 employees
- The Company currently has 20 search plus services live on the platform
- The Board has approved to raise capital upto ₹1,000crore through equity & related instruments

Mr. V.S.S. Mani, MD & CEO, Just Dial Ltd said: “We have delivered yet another good quarter of growth across all financial metrics. We are happy with the way the eco-system is trending and Just Dial is well positioned to leverage this with the roll out of our search plus services and we look forward to delivering value to our users, vendors and other eco-system participants.”

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).

Justdial has also initiated its ‘Search Plus’ Services for the users. These services are aimed at making several day-to-day tasks conveniently actionable and accessible to the users. With this step, Justdial is transitioning from being purely a provider of local search and related information to being an enabler of such transactions. Justdial intends to provide an online platform to thousands of SME’s to get them discovered and transacted.