



For Immediate Release

Just Dial Limited announces Q1FY14 results

Just Dial Ltd's operating revenue increased by 28% to Rs. 104.56 crore (Y-o-Y) in Q1FY14

Operating EBITDA margin expanded 4% to 35% (Y-o-Y) in Q1FY14

Net Profit increased by 69% to Rs. 28.04 crore (Y-o-Y) with Net Profit Margin of 25% in Q1FY14

Mumbai, August 2, 2013: Just Dial Ltd, India's No.1 local search engine, announced its unaudited financial results for the first quarter ended June 30, 2013.

Quarterly Results – Comparison of Q1FY14 results Vs Q1FY13

- Just Dial Ltd's operating revenue increased by 28% to Rs. 104.56 crore (Y-o-Y) from Rs. 81.67 crore
- Just Dial Ltd's operating EBITDA increased by 45% to Rs. 36.25 crore (Y-o-Y) from Rs. 25.00 crore
- Operating EBITDA margin increased to 35% in Q1FY14 as compared to 31% in Q1FY13.
- Net Profit increased by 69% to Rs. 28.04 crore (Y-o-Y) from Rs. 16.64 crore.
- Our Net Profit margin was 25% in Q1FY14 as compared to 20% in Q1FY13.

Operational Performance

- Just Dial Ltd's search service is available to users through multiple platforms: Internet, Mobile Internet, Telephone (voice) and Text (SMS).

Search metrics:

Total search request/usage: We received approximately 115.2 million search requests from the users of our search services in Q1FY14 as compared to 84.7 million in Q1FY13, representing a Y-o-Y growth of 36%

- **PC Internet:** 56.4 million Internet searches in Q1FY14 as compared to 43.0 million in Q1FY13 representing a Y-o-Y growth of 31%.



- **Mobile Internet:** 19.5 million Mobile Internet visits in Q1FY14 as compared to 7.9 million in Q1FY13 representing a Y-o-Y growth of 148%.
- **Voice:** 39.3 million Voice searches in Q1FY14 as compared to 33.7 million in Q1FY13 representing a Y-o-Y growth of 17%.
- **Internet platform (both PC & Mobile) contributed 66%** of total search request in Q1FY14 Vs 60% in Q1FY13. Mobile internet visits contributed to 17% of total search request in Q1FY14 Vs 9% in Q1FY13.
- As of June 30, 2013, we were conducting approximately 221,500 campaigns for our paid advertisers as compared to 181,000 campaigns as of June 30, 2012, representing a Y-o-Y growth of 22%.
- As of June 30, 2013 our database consisted of approximately 9.5 million listings as compared to 7.7 million listings as of June 30, 2012, representing a Y-o-Y growth of 23%.
- As of June 30, 2013 we had 8,097 employees.
- The Company has been included in the BSE 500 Index from July 17, 2013 onwards.

Mr. V.S.S. Mani, MD & CEO, Just Dial Ltd said: “Just Dial has delivered a strong quarterly performance with continued high growth and expanding profitability. The operating leverage is clearly demonstrated in the [operating / EBITDA] margin expansion achieved during the quarter. We will continue to invest in the business to accelerate growth and expand our footprint across India. We also remain committed to deepening the engagement with our users as we continue to innovate and bring out new products and features”

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.