



For Immediate Release

Just Dial Limited announces FY'13 results

Just Dial Ltd's operating revenue increased by 38% to Rs.362.77 crore (Y-o-Y) for FY 2012-13

Operating EBITDA margin expanded 2% to 28% in FY 2012-13

Net Profit increased by 35% to Rs. 68.46 crore (Y-o-Y) with Net Profit Margin of 18% for FY 2012-13

Mumbai, July 22, 2013: Just Dial Ltd, India's No.1 local search engine, announced its financial results for the year ended March 31, 2013.

Annual Results

- Just Dial Ltd's operating revenue increased by 38% (Y-o-Y) to Rs.362.77 crore from Rs. 262.06 crore.
- Just Dial Ltd's operating EBITDA increased by 50% (Y-o-Y) to Rs. 100.83 crore from Rs. 67.23 crore
- Operating EBITDA margin increased to 28% (Y-o-Y) from 26%. (Y-o-Y).
- Net Profit increased by 35% (Y-o-Y) to Rs. 68.46 crore from Rs. 50.58 crore.
- Our PAT margin was 18% for FY 12-13.
- Cash and investments totaling to Rs 510 crore as at 31st March 2013 as compared to Rs 181crore in PY

Operational Performance

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

In Fiscal 2013, we received approximately 364.00 million search requests from the users of our search services (growth of 43% as compared to 254.3 million in Fiscal 2012). This comprised of 182.6 million Internet searches (growth of 47% as compared to 124.3 million in Fiscal 2012), 41.9 million Mobile Internet visits (growth of 208% as compared to 13.6 million in Fiscal 2012), 139.1 million Voice searches (growth of 20% as compared to 115.9 million in Fiscal 2012) and 0.9 million Text (SMS) searches (growth of 47% as compared to 0.6 million in Fiscal 2012).



- Internet platform (both PC & Mobile) contributed 62% of total search request in FY 2013 Vs 54% in FY 2012. Mobile internet visits contributed to 12% of total search request in FY 13 Vs 5% in FY 12.
- As of March 31, 2013, we were conducting approximately 206,500 campaigns for our paid advertisers (growth of 21% as compared to 171,000 campaigns as of March 31, 2012).

Mr. V.S.S. Mani, MD & CEO, Just Dial Ltd said: “FY 13 has seen yet another solid performance on all fronts. I’m quite excited by the fact that we are benefiting from the changing ecosystem in India of increasing internet usage driven by smart phones, which is amply reflected in our usage pattern with incremental growth in usage coming from Internet platform driven by mobile internet. As we move forward we plan to deepen our engagement with our users with innovative products and services that are logical extension of the search process”.

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.