

April 17, 2024

BSE Limited Department of Corporate Services Listing Department P J Tower, 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 205(A), 2 nd Floor, Piramal Agastya Corporate Park, L.B.S Road, Kurla (West), Mumbai - 400070 <i>Scrip Symbol: JUSTDIAL</i>
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Dear Sirs,

Sub: Press Release – Financial Results (Consolidated and Standalone) for the quarter and year ended March 31, 2024

Press Release of the Company in respect of Financial Results of the Company for the quarter and year ended March 31, 2024 is enclosed herewith.

The Financial Results for the fourth quarter and year ended March 31, 2024, approved by the Board of Directors and the Press Release thereon will also be available on the Company's website www.justdial.com.

We request you to take the above on record.

Thanking you,

Yours truly,

For Just Dial Limited

Manan Udani
Company Secretary

Encl: As above

Just Dial Limited

CIN NO: 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 E-mail : investors@justdial.com

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

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JUST DIAL ANNOUNCES RESULTS FOR QUARTER ENDED MARCH 31, 2024

Mumbai, India – April 17, 2024: Just Dial Limited (BSE: 535648, NSE: JUSTDIAL), India's leading local search engine company, today announced its financial and operating results for its fourth quarter ended March 31, 2024. Following are the key highlights:

- **4Q-FY24 Revenue stood at ₹ 270.3 Crores, up 16.2% YoY**
- **EBITDA stood at ₹ 70.6 Crores, up 111.4% YoY; EBITDA Margin at 26.1% (vs. 14.4% in 4Q-FY23)**
- **PBT stood at ₹ 147.3 Crores, up 53.5% YoY; Net Profit at ₹ 115.6 Crores, up 37.9% YoY**
- **Traffic (Quarterly Unique Visitors) in 4Q-FY24 stood at 171.1 million users**
- **Active Paid Campaigns stood at 583,690 (up 8.4% YoY), addition of 16,735 campaigns QoQ**
- **Cash and Investments stood at ₹ 4,625.4 Crores as on March 31, 2024, up 13.7% YoY**

Financial Highlights for Fiscal 2024 Fourth Quarter (4Q-FY24)

- **Operating Revenue & EBITDA:** Operating Revenue stood at ₹ 270.3 Crores, up 16.2% YoY & 2.0% QoQ. Operating EBITDA stood at ₹ 70.6 Crores, with healthy EBITDA margin of 26.1%. EBITDA Margin witnessed 1,176 bps YoY and 334 bps QoQ expansion, led by topline growth and cost efficiencies, both on employee costs and other expenses.
- **Other Income** (primarily MTM gains on treasury portfolio and interest income on tax-free bonds) stood at ₹ 91.3 Crores (up 23.1% YoY), up 21.9% QoQ, aided by slight decline in bond yields during the quarter.
- **Profit Before Taxes** stood at ₹ 147.3 Crores, up 53.5% YoY and Net Profit stood at ₹ 115.6 Crores, up 37.9% YoY.
- **4Q-FY24 Collections** stood at ₹ 305.3 Cr, up 13.8% YoY. Consequently, Deferred Revenue stood at ₹ 507.7 Crores, up 15.9% YoY.
- **Cash and Investments** stood at ₹ 4,625.4 Crores as on March 31, 2024 compared to ₹ 4,066.8 Crores as on March 31, 2023 and ₹ 4,405.3 Crores as on December 31, 2023.

Business Highlights for Fiscal 2024 Fourth Quarter (4Q-FY24)

- **Total Traffic (Unique Visitors)** for the quarter stood at 171.1 million, up 7.4% YoY and 3.1% QoQ. 84.6% traffic originated on Mobile platforms, 12.2% on Desktop/ PC and 3.2% on our Voice platform.

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- **Total Active Listings** stood at 43.6 million as on March 31, 2024, an increase of 19.3% YoY and 4.7% QoQ. 1,942,275 listings were added (net) to the database during the quarter. Out of total listings, 28.5 million listings were geocoded as on March 31, 2024, up 27.6% YoY. Total Images in listings stood at 188.5 million, up 35.4% YoY and 7.3% QoQ.
- **Total Ratings & Reviews** stood at 148.0 million at the end of quarter, up 3.5% YoY.
- **Active Paid Campaigns** at the end of quarter stood at 583,690 up 8.4% YoY and 3.0% QoQ. Focus continues on signing up majority of customers on monthly payment plans.

JUST DIAL LTD - 4Q FY24 (Quarter ended March 31, 2024) PERFORMANCE SUMMARY						
Metric	Unit	4Q FY24	4Q FY23	YoY change	3Q FY24	QoQ change
Operating Revenue	(₹ million)	2,703	2,325	16.2%	2,650	2.0%
Operating EBITDA	(₹ million)	706	334	111.4%	604	16.9%
Operating EBITDA Margin	%	26.1%	14.4%	1,176 bps	22.8%	334 bps
Adjusted EBITDA (excl. ESOP expenses)	(₹ million)	707	356	98.5%	606	16.8%
Adjusted EBITDA Margin (excl. ESOP expenses)	%	26.2%	15.3%	1,084 bps	22.8%	332 bps
Other Income	(₹ million)	913	742	23.1%	749	21.9%
Profit Before Taxes	(₹ million)	1,473	960	53.5%	1,210	21.8%
Net Profit	(₹ million)	1,156	838	37.9%	920	25.6%
Net Profit Margin*	%	32.0%	27.3%	465 bps	27.1%	490 bps
Deferred Revenue (period end)	(₹ million)	5,077	4,382	15.9%	4,727	7.4%
Cash & Investments (period end)	(₹ million)	46,254	40,668	13.7%	44,053	5.0%
Unique Visitors^	(million)	171.1	159.3	7.4%	165.9	3.1%
- Mobile	(million)	144.7	137.2	5.4%	141.2	2.4%
- Desktop/ PC	(million)	20.8	16.6	25.3%	19.1	9.1%
- Voice	(million)	5.6	5.5	2.3%	5.6	0.8%
- Mobile	% share	84.6%	86.1%	-157 bps	85.2%	-58 bps
- Desktop/ PC	% share	12.2%	10.4%	173 bps	11.4%	66 bps
- Voice	% share	3.2%	3.5%	-16 bps	3.4%	-8 bps
Total Listings (period end)	(million)	43.6	36.5	19.3%	41.6	4.7%
Net Listings Addition		1,942,275	1,483,553	30.9%	1,404,614	38.3%
Total Images in Listings (period end)	(million)	188.5	139.2	35.4%	175.7	7.3%
Listings with Geocodes (period end)	(million)	28.5	22.3	27.6%	26.4	7.7%

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Earnings Release

Ratings & Reviews	(million)	148.0	143.0	3.5%	147.0	0.7%
Paid campaigns (period end)		583,690	538,220	8.4%	566,955	3.0%
Total App Downloads (period end)	(million)	36.4	33.1	10.2%	35.8	1.6%
- Android	(million)	32.1	29.2	9.8%	31.6	1.6%
- iOS	(million)	3.5	3.0	17.2%	3.4	2.7%
- Others	(million)	0.8	0.8	0.0%	0.8	0.0%
App Downloads per day		7,106	8,272	-14.1%	7,660	-7.2%
Total Employees (period end)		12,834	15,320	-16.2%	13,954	-8.0%
- Sales Employees (period end)		9,816	11,590	-15.3%	10,906	-10.0%

JUST DIAL LTD - FY24 (Fiscal Year ended March 31, 2024) PERFORMANCE SUMMARY					
Metric	Unit	FY24	FY23	YoY change	YoY% change
Operating Revenue	(₹ million)	10,429	8,448	1,981	23.5%
Operating EBITDA	(₹ million)	2,165	860	1,305	151.9%
Operating EBITDA Margin	%	20.8%	10.2%		1,058 bps
Adjusted EBITDA (excl. ESOP expenses)	(₹ million)	2,161	955	1,206	126.3%
Adjusted EBITDA Margin (excl. ESOP expenses)	%	20.7%	11.3%		942 bps
Other Income	(₹ million)	3,055	1,419	1,635	115.2%
Profit Before Taxes	(₹ million)	4,665	1,880	2,784	148.1%
Net Profit	(₹ million)	3,628	1,629	1,999	122.7%
Net Profit Margin*	%	26.9%	16.5%		1,040 bps
Deferred Revenue (period end)	(₹ million)	5,077	4,382	695	15.9%
Cash & Investments (period end)	(₹ million)	46,254	40,668	5,586	13.7%

^ 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 Total Revenue (Operating Revenue + Other Income) for the period.

About Just Dial Limited

Just Dial Limited provides local search related services to users in India through multiple platforms such as desktop and mobile website (<https://www.justdial.com>), mobile apps (Android & iOS), and over the telephone (Voice, pan India number 88888-88888). 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.

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The Company has 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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