

October 31, 2018

**National Stock Exchange of India Ltd**  
Exchange Plaza, 5th Floor  
Plot No: C/1, G Block  
Bandra Kurla Complex, Bandra (E)  
Mumbai – 400 051

**Corporate Relationship Department**  
BSE Ltd.,  
Phiroze Jeejeebhoy Towers  
Dalal Street, Mumbai – 400 001

Dear Sirs,

**Sub: Intimation of the Media release under SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015**

**Ref: Scrip Code – BSE: 540704; NSE: MATRIMONY**

Pursuant to the provisions of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, copy of the media release is enclosed for your information and records

Thanking you,

Yours faithfully  
For **Matrimony.com Limited**



**S.Vijayanand**  
**Company Secretary & Compliance Officer**  
**ACS: 18951**  
**No.94, TVH Beliciaa Towers, Tower II, 10<sup>th</sup> Floor, MRC Nagar, Chennai – 600028**

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**MATRIMONY.COM LTD CONSOLIDATED PBT at Rs 18 Cr**

**Chennai, October 31, 2018:** The Board of Directors of Matrimony.com Limited met today and approved the unaudited standalone and consolidated financial results for the quarter and half year ended 30th September, 2018.

**Consolidated Results**

Matrimony.com, the leading online matrimony company has achieved a consolidated Revenue of Rs. 88.2 Crores for the quarter, a growth of 5.4% against the corresponding quarter of the previous year. The Earnings before Interest, Tax and Depreciation (EBITDA) for the quarter were at Rs. 17.4 Crores as against Rs. 20.6 Crores for the corresponding quarter of the previous year. The Company has incurred higher marketing spend of Rs 5.8 Crores against the corresponding quarter of the previous year. The Gross margin before marketing expenses was at 41.0% as against 40.1% in the corresponding quarter of the previous year. The EBITDA margin for the quarter was at 19.7% as against 24.6% for the corresponding quarter of the previous year. The Company's consolidated Net Profit before Tax for the quarter was at Rs. 18.2 Crores, against Rs 18.8 Crores the corresponding quarter of the previous year. The PBT margin for the quarter was at 20.7% as against 22.5% for the corresponding quarter of the previous year. The Income Tax charge in the previous financial year is lower due to availing the carry forward loss and recognition of previously unrecognised net deferred tax assets. The Company's consolidated Net Profit after Tax for the quarter was at Rs. 13.4 Crores, against Rs 19.2 Crores the corresponding quarter of the previous year.

Mr. Murugavel Janakiraman, Managing Director said, "Q2 revenue has been impacted due to seasonality, lower margin is due to higher marketing spend. We will continue to invest additionally in marketing and as a result the EBITDA margin will be lower than the earlier period. Talent pool has been strengthened across the organisation which should result in higher performance in the coming quarters."



Overall profiles added for quarter were 10 lakhs, of which 60% were posted by the prospects themselves, 17% of the profiles were added by parents and 23% of the profiles were by siblings, relatives and others. Around 55000 success stories have been reported to the Company in H1 of the current financial year.

## **Segmental Results**

### ***Matchmaking***

Active profiles grew by 12% and the average realisation improved by 4.7% in the current quarter when compared to the corresponding quarter of the previous year. Matchmaking Segment Sales for the current quarter was at Rs.83.5 Crores as against Rs.77.0 Crores for the corresponding quarter of the previous year resulting in a growth of 8.5%. Segment Revenue for the current quarter was at Rs.85.1 Crores as against Rs.79.0 Crores for the corresponding quarter of the previous year resulting in a growth of 7.7%. EBITDA for the quarter was at Rs. 23.5 Crores as against Rs. 26.7 Crores for the corresponding quarter of the previous year. The Gross margin before marketing expenses was at 49.0%, which is in line with the corresponding quarter of the previous year. Marketing spend in Q2 as a percentage to Revenue is higher by 6% over the Q2 of the previous year and consequently the EBITDA margin is at 27.7%.

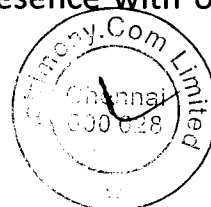
### ***Marriage Services***

The Marriage Services Revenue for the current quarter was at Rs. 2.4 Crores as against Rs. 4.6 Crores. The marriage services segment which is in the nascent stage had operational issues which have been addressed. This segment is expected to have a healthy growth from Q3 / Q4 onwards as Q2 is historically a lean quarter for marriage services.

The cash burn for the quarter was Rs. 3.5 Crores as compared to Rs. 3.8 Crores for the corresponding quarter of the previous year.

## **About Matrimony.com limited**

Matrimony.com is, India's leading consumer Internet Company. It is a signature consumer internet conglomerate, managing marquee brands such as BharatMatrimony, CommunityMatrimony and EliteMatrimony. BharatMatrimony is considered the largest and most trusted matrimony brand which has also established a considerable retail presence with over 135 self-



owned retail outlets across India. The Company delivers matchmaking and marriage related services to users in India and the Indian diaspora.

The Company has pioneered several new business models such as MatrimonyPhotography, MatrimonyBazaar, MatrimonyMandaps, and CommunityMatrimony, a consortium of over 300 community matrimony websites.

For more details, visit <https://www.matrimony.com>

For further information, please contact:

Vijayanand S

Company Secretary

Matrimony.com Ltd.

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