

February 01, 2018

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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, 10th Floor, MRC Nagar, Chennai – 600028

MATRIMONY.COM LTD CONSOLIDATED PAT AT Rs 23 Cr UP BY 75 %

Chennai, February 1, 2018: The Board of Directors of Matrimony.com Limited met today and approved the unaudited standalone and consolidated financial results for the quarter ended 31st December 2017.

Consolidated Results

Matrimony.com, the leading online matrimony company has achieved a consolidated Revenue of Rs. 83.66 Crores for the quarter, a growth of 15.4% against the corresponding quarter of the previous year. The Earnings before Interest, Tax and Depreciation (EBITDA) for the quarter were at Rs. 17.38 Crores as against Rs. 16.13 Crores for the corresponding quarter of the previous year, a growth of 7.8%. The Profit before Tax and exceptional item for the quarter was at 16.69 Crores as against 13.14 Crores for the corresponding quarter of the previous year, representing a growth of 27.0%. The Company's consolidated Net Profit (Total comprehensive income) for the quarter was at Rs. 23.00 Crores, a growth of 75.1%, against the corresponding quarter of the previous year. The net profit for the quarter includes the one time receipt of Rs 12.82 Cr from Mr Murugavel Janakiraman, CEO of the Company, towards the obligation he had as per the terms of the agreement between defendants of the litigation in USA.

Mr. Murugavel Janakiraman, Managing Director said, "Match making business witnessed a growth of 16.2% against the corresponding quarter of the previous year in free registrations and with the increased marketing spends in Q3, the revenue is expected to improve over the next few quarters".

Segmental Results

Matchmaking

Matchmaking segment revenue for the current quarter was at Rs. 79.73 Crores as against Rs.69.95 Crores for the corresponding quarter of the previous year resulting in a growth of 14.0%. Overall profiles added for quarter were 9.5 lakhs, of which 61% were posted by the prospects themselves, 17% of the profiles were added by parents and 22% of the profiles were by siblings, relatives and others. Around 78,000 success stories have been reported to the Company till Q3 of the current financial year. The matchmaking EBITDA for the quarter grew by 16.0% to reach Rs. 25.04 Crores as against Rs. 21.58 Crores for the corresponding quarter of the previous year. The matchmaking EBITDA margin for the quarter was at 31.4% as against 30.9% for the corresponding quarter of the previous year.



A handwritten signature in black ink, appearing to be "Luyler".

Marriage Services

The Marriage Services Revenue for the current quarter was at Rs. 3.93 Crores as against Rs. 2.56 Crores for the corresponding quarter of the previous year resulting in a growth of 53.7%. The EBITDA for the quarter was loss of Rs. 5.06 Crores as compared to loss of Rs. 3.03 Crores for the corresponding quarter of the previous year.

Change in the Composition of Board

Mr. Nikhil N Khattau, who was representing the investor Mayfield XII, Mauritius Ltd, has resigned from the Board, consequent to the public listing of the Company.

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 140 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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