

November 01, 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 Sir/Madam,

**Sub: Submission of the copy of FACT SHEET under regulation 30 of SEBI
(Listing Obligations & Disclosure Requirements) Regulations, 2015.**

Ref: BSE Scrip code: 540704 / NSE Symbol: MATRIMONY

Pursuant to Regulation 30 of the SEBI (Listing Obligations & Disclosure Requirements) Regulations, 2015, please find enclosed the copy of the fact sheet of the Company for the quarter and half year ended September 30, 2018.

The aforesaid information is also being hosted on the website of the Company viz., www.matrimony.com.

Submitted 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)

Key Revenue Metrics

As at end of/during	Q1 FY2018	Q2 FY2018	Q3 FY2018	Q4 FY2018	Q1 FY2019	Q2 FY2019	Growth % Y-o-Y (Q2)	H1FY18	H1FY19	Growth % Y-o-Y (H1)
Ever Registrations (in mn)	27.65	28.51	29.47	30.47	31.49	32.49	13.9%	28.51	32.49	13.9%
Active Profiles (in mn)	3.08	3.19	3.29	3.40	3.53	3.57	12.1%	3.19	3.57	12.1%
Free Registration (in mn)	0.90	0.87	0.95	0.99	1.02	1.00	14.8%	1.77	2.02	14.0%
Average Free Registration Per Day	9903	9465	10375	11043	11216	10862	14.8%	9683	11038	14.0%
Paid Subscription (000's)	190	177	187	192	191	184	4.1%	366	375	2.4%
ATV (in Rs)	4,242	4,339	4,371	4,489	4,477	4,542	4.7%	4,289	4,509	5.1%

Key Financial Metrics

Enterprise (₹ million)	Q1 FY2018	Q2 FY2018	Q3 FY2018	Q4 FY2018	Q1 FY2019	Q2 FY2019	Growth % Y-o-Y (Q2)	H1FY18	H1FY19	Growth % Y-o-Y (H1)
Sales	856	814	856	892	893	862	5.9%	1,669	1,755	5.1%
Matchmaking	808	770	822	867	860	835	8.5%	1,578	1,696	7.5%
Marriage Services	48	43	34	25	33	26	-39.7%	91	59	-35.0%
Revenue	839	836	837	844	896	882	5.4%	1,675	1,777	6.1%
Marketing Expenses	139	129	147	145	160	187	45.2%	268	347	29.5%
Gross Margin *	337	335	321	345	372	361	7.8%	672	733	9.1%
Gross Margin %	40%	40%	38%	41%	41%	41%		40%	41%	
EBITDA	197	206	174	200	212	174	-15.5%	404	386	-4.4%
Net Profit	149	192	230	168	156	134	-30.3%	340	290	-14.8%
Diluted EPS (Rs.)	6.9	8.9	10.1	7.6	6.9	5.8	-34.2%	15.8	12.7	-19.7%
EBITDA Margin (%)	23.5%	24.6%	20.8%	23.6%	23.6%	19.7%		24.1%	21.7%	
Net Profit Margin (%)	17.7%	22.9%	27.5%	19.9%	17.5%	15.1%		20.3%	16.3%	

Segment (₹ million)	Q1 FY2018	Q2 FY2018	Q3 FY2018	Q4 FY2018	Q1 FY2019	Q2 FY2019	Growth % Y-o-Y (Q2)	H1FY18	H1FY19	Growth % Y-o-Y (H1)
Segment Revenue	790	790	797	814	859	851	7.7%	1,580	1,710	8.3%
Matchmaking Services	49	46	39	30	36	24		95	60	
Marriage Services	838	836	837	843	895	876	4.8%	1,674	1,771	5.8%
Total										
Deferred Revenue (As at end of)	582	563	587	648	647	629	11.8%	563	629	11.8%
Matchmaking Services	18	16	11	6	4	6		16	6	
Marriage Services	600	579	599	655	650	635	9.6%	579	635	9.6%
Total										
Gross Margin- Matchmaking										
Marketing Expenses	126	119	131	136	154	182	53.1%	245	336	37.1%
Gross Margin *	388	386	382	401	431	417	8.0%	774	848	9.6%
Gross Margin %	49%	49%	48%	49%	50%	49%		49%	50%	
Segment EBITDA	261	267	250	264	277	235	-11.9%	529	512	-3.1%
Matchmaking Services	-36	-38	-51	-43	-31	-35		-74	-66	
Marriage Services	225	229	200	221	245	200	-12.5%	454	446	-1.9%
Total										
Add: Unallocable Income	0.1	0.4	0.0	0.4	0.8	5.9		1	6.7	
Less: Unallocable Expenses	28	24	26	22	34	32		51	67	
EBITDA (Enterprise)	197	206	174	200	212	174	-15.6%	404	386	-4.4%

* Gross margin = EBITDA+Marketing Expenses

