

May 09, 2019

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 fact sheet of the Company for the quarter and year ended 31st March 2019 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 year ended March 31, 2019.

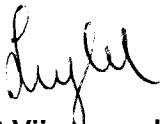
The aforesaid information is also being hosted on the website of the Company viz., www.matrimony.com.

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

Data Sheet

Matrimony.com Ltd (Consolidated)

matrimony.com

Key Financial Metrics (₹ million)

Particulars	Q1 FY2018	Q2 FY2018	Q3 FY2018	Q4 FY2018	Q1 FY2019	Q2 FY2019	Q3 FY2019	Q4 FY2019	Growth % QoQ (Q4)	Growth % YoY (Q4)	Year Ended FY18	Year Ended FY19	Growth % YoY
Billings	856	814	856	892	893	862	855	948	10.9%	6.3%	3,418	3,559	4.1%
Matchmaking Services	808	770	822	867	860	835	823	908	10.3%	4.7%	3,267	3,427	4.9%
Marriage Services	48	43	34	25	33	26	32	41	26.2%	61.2%	151	132	(12.4)%
Revenue	838	836	837	843	895	876	853	861	1.0%	2.1%	3,354	3,484	3.9%
Matchmaking Services	790	790	797	814	859	851	826	822	(0.5)%	1.0%	3,191	3,358	5.2%
Marriage Services	49	46	39	30	36	24	27	40	48.3%	32.6%	164	126	(22.7)%
Deferred Revenue (As at end of)	600	579	599	655	650	635	635	721	13.6%	10.2%	655	721	10.2%
Matchmaking Services	582	563	587	648	647	629	624	709	13.7%	9.4%	648	709	9.4%
Marriage Services	18	16	11	6	4	6	11	12	8.6%	86.5%	6	12	86.5%
EBITDA - Segment													
Matchmaking Services	261	267	250	264	277	235	174	148	(15.1)%	(44.0)%	1,043	834	(20.0)%
Margin (%)	33.1%	33.8%	31.4%	32.5%	32.2%	27.7%	21.1%	18.0%			32.7%	24.8%	
Marriage Services	(36)	(38)	(51)	(43)	(31)	(35)	(39)	(36)			(168)	(142)	
Segment EBITDA (Total)	225	229	200	221	245	200	135	112	(17.3)%	(49.6)%	875	692	(20.9)%
Add: Unallocable Income	0.1	0.4	0.0	0.1	0.8	5.9	4.7	5.1			0.7	16.5	
Less: Unallocable Expenses	28	24	26	22	34	32	39	36			99	141	
EBITDA - Enterprise	197	206	174	199	212	174	101	81	(19.7)%	(59.4)%	777	567	(27.0)%
EBITDA Margin (%)	23.5%	24.6%	20.8%	23.6%	23.6%	19.7%	11.7%	9.3%			23.1%	16.2%	
Net Profit	149	192	230	168	156	134	68	73	6.5%	(56.7)%	739	431	(41.6)%
Net Profit Margin (%)	17.7%	22.9%	27.5%	19.9%	17.5%	15.1%	8.0%	8.4%			22.0%	12.3%	
Diluted EPS (Rs.)	6.9	8.9	10.1	7.4	6.9	5.8	3.0	3.2	6.6%	(56.8)%	33.4	18.9	(43.4)%
Marketing Expenses- Enterprise	139	129	147	145	160	187	222	241	8.7%	65.9%	560	810	44.6%
EBITDA (Enterprise) excluding Marketing	337	335	321	345	372	361	323	322	(0.2)%	(6.6)%	1,337	1,378	3.0%
Margin %	40%	40%	38%	41%	41%	41%	38%	37%			40%	39%	
Marketing Expenses- Matchmaking	126	119	131	136	154	182	217	238	10.0%	74.9%	513	791	54.3%
EBITDA (Matchmaking) excluding Marketing	388	386	382	401	431	417	391	386	(1.2)%	(3.5)%	1,556	1,625	4.5%
Margin %	49%	49%	48%	49%	50%	49%	47%	47%			49%	48%	

Key Business Metrics

As at end of/during	Q1 FY2018	Q2 FY2018	Q3 FY2018	Q4 FY2018	Q1 FY2019	Q2 FY2019	Q3 FY2019	Q4 FY2019	Growth % QoQ (Q4)	Growth % YoY (Q4)	Year Ended FY18	Year Ended FY19	Growth % YoY
Ever Registrations (in mn)	27.65	28.51	29.47	30.47	31.49	32.49	33.46	34.54	3.2%	13.4%	30.47	34.54	13.4%
Active Profiles (in mn)	3.08	3.19	3.29	3.40	3.53	3.57	3.59	3.72	3.5%	9.5%	3.40	3.72	9.5%
Free Registrations (in mn)- during	0.90	0.87	0.95	0.99	1.02	1.00	0.97	1.08	11.5%	9.0%	3.72	4.08	9.5%
Average Free Registrations Per Day	9,903	9,465	10,375	11,043	11,216	10,862	10,561	12,040	14.0%	9.0%	10,193	11,165	9.5%
Paid Subscriptions (in mn)- during	0.19	0.18	0.19	0.19	0.19	0.18	0.17	0.18	3.2%	(6.0)%	0.75	0.73	(2.0)%
ATV (Rs.)	4,242	4,339	4,371	4,489	4,477	4,542	4,699	5,025	6.9%	11.9%	4,361	4,682	7.4%

