

## **Milestone quarter for Matrimony**

**Rs 100 crores billing in Q3**

**Net Profit surges 96.5% y/y and 7.4% q/q**

**Chennai, February 4, 2021:** Matrimony.com Limited, the leading online matrimony company, announced its unaudited standalone and consolidated financial results for the third quarter and nine months ended December 31, 2020, as approved by its board of directors.

**Murugavel Janakiraman, Chairman and Managing Director** said, “Happy to achieve a milestone of Rs 100 crores of billing in this quarter and continued improvement in profitability. We have strengthened our leadership team and launched new products and services. With numerous initiatives being implemented, we are confident of sustained double-digit growth in billing in the future”.

### **Key financial highlights for the quarter ended December 31, 2020**

#### ***Consolidated***

- Billing at Rs 100.1 crores (growth of 3.6% q/q and 9% y/y)
- Revenue at Rs 96.7 crores (growth of 3.6 % q/q and 7.4% y/y)
- Profit After Tax (PAT) at Rs 11 crores (growth of 7.4% q/q and 96.5% y/y)

#### ***Matchmaking***

- Billing at Rs 99.8 crores (growth of 3.8% q/q and 11.6% y/y)
- Revenue at Rs 96.2 crores (growth of 3.8% q/q and 9.6% y/y)
- Added 2.3 lakhs paid subscriptions during the quarter (growth of 6.2% q/q and 31.2% y/y)

#### **Other highlights**

- Launched two new and exclusive services namely RajasthaniMatrimony and BihariMatrimony, in a move to expand and strengthen leadership in the North.
- Launched DoctorsMatrimony exclusively for Doctors.
- Undertook Women Empowerment Program (CSR initiative) to promote employment by enhancing vocation skills for women. About 160 women will benefit from the Online Skill Training Program which is being executed in association with the global NGO “Hand in Hand India”.

#### **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 130 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 MatrimonyBazaar.com, Mandap.com and CommunityMatrimony.com, a consortium of over 300 community matrimony websites.

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

### **Safe Harbour**

Certain statements in this release could be forward-looking statements on our business. These involve a number of risks and uncertainties that could cause the actual results to differ materially from such forward-looking statements. We do not undertake to update any such forward-looking statements that may be made from time to time by or on behalf of the company unless it is required by law.

For further information, please contact:

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