

Auditor's Report On Quarterly and Year to Date Financial Results of Matrimony.com Limited pursuant to Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015

To
Board of Directors of
Matrimony.com Limited

1. We have audited the accompanying statement of consolidated financial results of Matrimony.com Limited ('the Company') and its subsidiaries (together, 'the Group') for the quarter and year ended March 31, 2018 attached herewith, being submitted by the Company pursuant to the requirement of Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, read with SEBI Circular No. CIR/CFD/FAC/62/2016 dated July 5, 2016. The quarterly consolidated financial results are the derived figures between the audited figures in respect of the year ended March 31, 2018 and the published year-to-date figures up to December 31, 2017, being the date of the end of the third quarter of the current financial year, which were subject to limited review. The consolidated financial results for the quarter ended March 31, 2018 and year ended March 31, 2018 have been prepared on the basis of the reviewed consolidated financial results for the nine-month period ended December 31, 2017, the audited annual consolidated Ind AS financial statements as at and for the year ended March 31, 2018, and the relevant requirements of Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 read with SEBI Circular No. CIR/CFD/FAC/62/2016 dated July 5, 2016, which are the responsibility of the Company's management and have been approved by the Board of Directors of the Company. Our responsibility is to express an opinion on these consolidated financial results based on our review of the consolidated financial results for the nine-month period ended December 31, 2017 which was prepared in accordance with the recognition and measurement principles laid down in Indian Accounting Standard (Ind AS) 34 Interim Financial Reporting, Interim Financial Reporting, specified under Section 133 of the Companies Act 2013 read with relevant rules issued thereunder and other accounting principles generally accepted in India; our audit of the annual consolidated Ind AS financial statements as at and for the year ended March 31, 2018; and the relevant requirements of Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, read with SEBI Circular No. CIR/CFD/FAC/62/2016 dated July 5, 2016.
2. We conducted our audit in accordance with the auditing standards generally accepted in India. Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the financial results are free of material misstatement. An audit includes examining, on a test basis, evidence supporting the amounts disclosed as financial results. An audit also includes assessing the accounting principles used and significant estimates made by management. We believe that our audit provides a reasonable basis for our opinion.
3. In our opinion and to the best of our information and according to the explanations given to us, and based on the consideration of the reports of other auditors on separate financial statements and the other financial information of subsidiaries these quarterly consolidated financial results as well as the year to date results:
 - i. includes the results of the following entities
 - (a) Community Matrimony Private Limited
 - (b) Consim Info USA Inc., USA
 - (c) Matchify Services Private Limited
 - (d) Sys India Private Limited
 - (e) Tambulya Online Marketplace Private Limited



S.R. BATLIBOI & ASSOCIATES LLP

Chartered Accountants

- ii. are presented in accordance with the requirements of Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 read with SEBI Circular No. CIR/CFD/FAC/62/2016 dated July 5, 2016, in this regard; and
 - iii. give a true and fair view of the net profit and other financial information for the quarter ended March 31, 2018 and for the year ended March 31, 2018.
4. We did not audit the financial statements and other financial information, in respect of 5 subsidiaries, whose Ind AS financial statements include total assets of Rs 686.16 lakhs and net liability of Rs 551.77 lakhs as at March 31, 2018, and total revenues of Rs 1,059.18 lakhs and Rs 4,299.31 lakhs respectively, for the quarter and the year ended on that date. These Ind AS financial statement and other financial information have been audited by other auditors, which financial statements, other financial information and auditor's reports have been furnished to us by the management. Our opinion, in so far as it relates to the affairs of such subsidiaries is based solely on the report of other auditors. Our opinion is not modified in respect of this matter.
5. Further, read with paragraph 1 above, we report that the figures for the quarter ended March 31, 2018 represent the derived figures between the audited figures in respect of the financial year ended March 31, 2018 and the published year-to-date figures up to December 31, 2017, being the date of the end of the third quarter of the current financial year, which were subjected to a limited review as stated in paragraph 1 above, as required under Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 read with SEBI Circular No. CIR/CFD/FAC/62/2016 dated July 5, 2016.

For S.R. BATLIBOI & ASSOCIATES LLP

Chartered Accountants

ICAI Firm Registration Number: 101049W/E300004



per Shankar Srinivasan

Partner

Membership No.: 213271



Place Hyderabad

Date: May 3, 2018

MATRIMONY.COM LIMITED
CIN:U63090TN2001PLC047432

Registered Office and Corporate Office: TVH Bellicaa Towers, Tower II, 10th Floor, No. 94, MRC Nagar, Mandaveli, Chennai - 600028

STATEMENT OF AUDITED CONSOLIDATED FINANCIAL RESULTS FOR THE QUARTER AND YEAR ENDED MARCH 31, 2018

Rs. In lakhs

Particulars	QUARTER ENDED			YEAR ENDED	
	March 31, 2018 (Audited) (refer note l)	December 31, 2017 (Unaudited)	March 31, 2017 (Unaudited) (refer note l)	March 31, 2018 (Audited)	March 31, 2017 (Audited)
1. Income					
Revenue from operations (net)	8,435.00	8,365.93	7,540.76	33,544.49	29,281.91
Other income	3.78	0.36	1.67	9.33	11.04
Total income	8,438.78	8,366.29	7,542.43	33,553.82	29,292.95
2. Expenses:					
Employee benefits expense	3,391.62	3,398.54	2,892.00	13,288.98	11,640.16
Advertisement and business promotion expenses	1,454.18	1,467.78	1,399.93	5,603.20	5,223.04
Other expenses	1,597.88	1,761.71	1,670.61	6,892.92	6,534.71
Total expenses	6,443.68	6,628.03	5,962.54	25,785.10	23,397.91
3. Earnings before exceptional items, interest, tax, depreciation and amortisation (EBITDA) (1-2)	1,995.10	1,738.26	1,579.89	7,768.72	5,895.04
4. Depreciation and amortisation expense	224.02	253.34	242.78	957.45	1,038.18
5. Finance cost	1.59	10.75	107.93	153.20	558.66
6. Finance income	224.87	194.54	112.74	635.26	437.08
7. Profit before exceptional items and tax (3 - 4 - 5 + 6)	1,994.36	1,668.71	1,341.92	7,293.33	4,735.28
8. Exceptional items (Refer note j)	-	1,281.92	(460.71)	1,281.92	(437.21)
9. Profit before tax (7 + 8)	1,994.36	2,950.63	881.21	8,575.25	4,298.07
10. Tax expenses					
Current tax	202.92	521.58	(21.22)	1,287.38	151.37
Deferred tax (net)	109.96	128.61	21.22	(98.39)	(149.96)
Total tax expenses	312.88	650.19	-	1,188.99	1.41
11. Net Profit for the period (9 - 10)	1,681.48	2,300.44	881.21	7,386.26	4,296.66
12. Other comprehensive income (net of taxes)					
Items that will not be reclassified to profit and loss in subsequent periods	(4.08)	26.64	(10.36)	(60.06)	(52.13)
Items that will be reclassified to profit and loss in subsequent periods	(16.10)	26.33	140.10	10.26	13.85
13. Total comprehensive income for the period (11+12)	1,661.30	2,353.41	1,010.95	7,336.46	4,258.38
Net Profit for the period attributable to:					
- Owners of the Company	1,681.48	2,300.44	881.21	7,386.26	4,296.43
- Non-Controlling interests	-	-	-	-	0.23
Other comprehensive income for the period attributable to:					
- Owners of the Company	(20.18)	52.97	129.74	(49.80)	(38.28)
- Non-Controlling interests	-	-	-	-	-
Total comprehensive income for the period attributable to:					
- Owners of the Company	1,661.30	2,353.41	1,010.95	7,336.46	4,258.15
- Non-Controlling interests	-	-	-	-	0.23
Paid-up Equity Share Capital					
Equity shares of Rs 5 each	1,135.55	1,129.73	1,062.08	1,135.55	1,062.08
Earning Per Share (EPS) of Rs.5 each (Rs.)					
	Not Annualised				
Basic (Rs.)	7.43	10.18	4.15	33.61	22.69
Diluted (Rs.)	7.38	10.07	4.10	33.40	20.02

See accompanying notes to the financial results

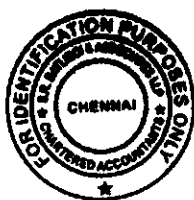
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AUDITED CONSOLIDATED STATEMENT OF ASSETS AND LIABILITIES	Rs. In lakhs	
	March 31, 2018	March 31, 2017
ASSETS		
Non-current assets		
Property, plant and equipment	6,245.43	1,776.65
Intangible assets	515.62	646.88
Intangible assets under development	2.37	-
Financial assets		
(a) Security deposits	1,010.49	774.34
(b) Bank balances other than cash and cash equivalents	0.75	0.75
Deferred tax assets (net)	280.61	149.96
Non-current tax assets (net)	393.66	386.32
Other non-current assets	333.95	433.03
	8,782.88	4,167.93
Current assets		
Financial assets		
(a) Security deposits	282.98	271.00
(b) Cash and cash equivalents	1,663.64	588.37
(c) Bank balances other than cash and cash equivalents	8,112.46	5,212.09
(d) Investments	7,372.85	-
(e) Trade receivables	376.00	215.66
(f) Other financial assets	292.21	355.66
Other current assets	447.01	1,117.43
	18,547.15	7,760.21
TOTAL ASSETS	27,330.03	11,928.14
EQUITY AND LIABILITIES		
Equity		
Equity share capital	1,135.55	1,062.08
Other equity	15,629.37	(4,013.96)
Total Equity	16,764.92	(2,951.88)
Non-current liabilities		
Provisions	39.64	195.11
Other non-current liabilities	30.31	25.14
	69.95	220.25
Current liabilities		
Financial liabilities		
(a) Borrowings	641.47	4,437.60
(b) Trade payables	1,793.72	1,494.68
(c) Other payables	45.27	2,071.19
Other current liabilities	7,468.49	6,074.90
Provisions	468.41	581.40
Liabilities for current tax (net)	77.80	-
	10,495.16	14,659.77
TOTAL EQUITY AND LIABILITIES	27,330.03	11,928.14

See accompanying notes to the financial results

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Segment Results for Consolidated Financial Results

In accordance with Ind AS 108 - "Operating Segment Reporting" and evaluation by the Chief Operating Decision Maker, operating segments of the Group consists of: Matchmaking services, Marriage services and related sale of products and Others.

Rs. In lakhs

Reporting of Segment wise Revenue, Results, Assets and Liabilities for the quarter and year ended March 31, 2018

Particulars	QUARTER ENDED			YEAR ENDED	
	March 31, 2018 (Audited) (refer note 1)	December 31, 2017 (Unaudited)	March 31, 2017 (Unaudited) (refer note 1)	March 31, 2018 (Audited)	March 31, 2017 (Audited)
Segment Revenue					
Matchmaking services	8,136.88	7,972.75	7,168.67	31,907.93	28,076.35
Marriage services and related sale of products	298.12	393.18	372.09	1,636.56	1,205.56
Others	-	-	-	-	-
Total Revenue	8,435.00	8,365.93	7,540.76	33,544.49	29,281.91
Segment Results					
Matchmaking services	2,497.12	2,336.38	1,973.71	9,777.61	7,385.47
Marriage services and related sale of products	(455.75)	(519.22)	(328.25)	(1,747.37)	(1,249.54)
Others	-	-	(0.18)	(6.22)	(20.58)
Total Segment Results	2,041.37	1,817.16	1,645.28	8,024.02	6,115.35
Less: Interest expenses	(1.59)	(10.75)	(107.93)	(153.20)	(558.66)
Less: Other un-allocable expenditure	(264.65)	(332.59)	(298.79)	(1,212.75)	(1,258.49)
Add: Other un-allocable income	219.23	194.89	103.36	635.26	437.08
Add: Exceptional items	-	1,281.92	(460.71)	1,281.92	(437.21)
Profit before tax	1,994.36	2,950.63	881.21	8,575.25	4,298.07
Segment Assets					
Matchmaking services	3,271.82	3,132.92	3,351.07	3,271.82	3,351.07
Marriage services and related sale of products	516.11	338.92	331.37	516.11	331.37
Others	-	5.56	6.34	-	6.34
Un-allocable assets	23,542.10	21,883.13	8,239.36	23,542.10	8,239.36
Total Segment Assets	27,330.03	25,360.53	11,928.14	27,330.03	11,928.14
Segment Liabilities					
Matchmaking services	6,776.32	8,027.96	8,912.17	6,776.32	8,912.17
Marriage services and related sale of products	424.38	590.06	560.41	424.38	560.41
Others	-	-	0.12	-	0.12
Un-allocable liabilities	3,364.41	1,909.43	5,407.32	3,364.41	5,407.32
Total Segment Liabilities	10,565.11	10,527.45	14,880.02	10,565.11	14,880.02

Segment revenue and expenses:

Segment revenue and expenses represent relevant amounts that are either directly attributable to individual segment or are attributable to individual segment on a reasonable basis.

Segment assets and liabilities:

Segment assets and liabilities include all relevant amounts pertaining to a segment, which are directly attributable to individual segments or are attributable to individual segments on a reasonable basis.

