

Matrimony's Net Profit surges 31.2% y/y and 9.6% q/q Strong billing growth of 13.5% y/y and 18.5% q/q in matchmaking

Chennai, November 5, 2020: Matrimony.com Limited, the leading online matrimony company, announced its unaudited standalone and consolidated financial results for the second quarter and half year ended September 30, 2020, as approved by its board of directors.

Murugavel Janakiraman, Chairman and Managing Director said, "Our customer focus initiatives have yielded positive results and achieved a strong billing and volume growth in Q2. Our profitability continues to grow with improved operational efficiency. We are well-positioned to sustain this momentum in the current dynamic environment through innovation and driving robust execution".

Key financial highlights for the quarter ended September 30, 2020

Consolidated

- Billing at Rs 96.6 crores (growth of 18.5% q/q and 9.7% y/y)
- Revenue at Rs 93.3 crores (growth of 7.5 % q/q and 1.1% y/y)
- Profit After Tax (PAT) at Rs 10.3 crores (growth of 9.6% q/q and 31.2% y/y)

Matchmaking

- Billing at Rs 96.2 crores (growth of 18.5% q/q and 13.5% y/y)
- Revenue at Rs 92.7 crores (growth of 7.6% q/q and 4.6% y/y)
- Added 2.1 lakhs paid subscriptions during the quarter (growth of 27.8% q/q and 25.7% y/y)

Other highlights

Launched a series of new services and features, in line with Matrimony's focus on innovation and enhancing user experience:

- BharatMatrimony "Prime" - a membership service that offers 100% ID verified profiles
- "Who Can See Me" feature that gives members complete control of who can see their profile and contact them
- Unique "SecureConnect" feature which helps members receive calls from prospects without revealing their mobile number

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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