

# B S R & Co. LLP

Chartered Accountants

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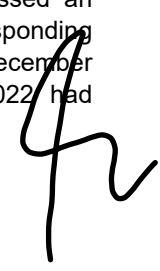
## Limited Review Report on unaudited consolidated financial results of Matrimony.com Limited for the quarter ended 31 December 2022 and year to date results for the period from 01 April 2022 to 31 December 2022 pursuant to Regulation 33 of Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015, as amended

### To the Board of Directors of Matrimony.com Limited

1. We have reviewed the accompanying Statement of unaudited consolidated financial results of Matrimony.com Limited (hereinafter referred to as “the Parent”), and its subsidiaries (the Parent and its subsidiaries together referred to as “the Group”) and its share of the net loss after tax and total comprehensive loss of its associate for the quarter ended 31 December 2022 and year to date results for the period from 01 April 2022 to 31 December 2022 (“the Statement”), being submitted by the Parent pursuant to the requirements of Regulation 33 of the Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015, as amended (“Listing Regulations”).
2. This Statement, which is the responsibility of the Parent’s management and approved by the Parent’s Board of Directors, has been prepared in accordance with the recognition and measurement principles laid down in Indian Accounting Standard 34 “*Interim Financial Reporting*” (“Ind AS 34”), prescribed under Section 133 of the Companies Act, 2013, and other accounting principles generally accepted in India and in compliance with Regulation 33 of the Listing Regulations. Our responsibility is to express a conclusion on the Statement based on our review.
3. We conducted our review of the Statement in accordance with the Standard on Review Engagements (SRE) 2410 “*Review of Interim Financial Information Performed by the Independent Auditor of the Entity*”, issued by the Institute of Chartered Accountants of India. A review of interim financial information consists of making inquiries, primarily of persons responsible for financial and accounting matters, and applying analytical and other review procedures. A review is substantially less in scope than an audit conducted in accordance with Standards on Auditing and consequently does not enable us to obtain assurance that we would become aware of all significant matters that might be identified in an audit. Accordingly, we do not express an audit opinion.

We also performed procedures in accordance with the circular issued by the Securities and Exchange Board of India under Regulation 33(8) of the Listing Regulations, to the extent applicable.

4. The Statement includes the results of the entities mentioned in Annexure I to the Statement.
5. Based on our review conducted and procedures performed as stated in paragraph 3 above and based on the consideration of the review reports of the other auditors referred to in paragraph 7 below, nothing has come to our attention that causes us to believe that the accompanying Statement, prepared in accordance with the recognition and measurement principles laid down in the aforesaid Indian Accounting Standard and other accounting principles generally accepted in India, has not disclosed the information required to be disclosed in terms of Regulation 33 of the Listing Regulations, including the manner in which it is to be disclosed, or that it contains any material misstatement.
6. The consolidated financial results of the Group and its associate for the year ended 31 March 2022 were audited by the predecessor auditor whose report dated 12 May 2022 had expressed an unmodified opinion. The financial information of the Group and its associate for the corresponding quarter ended 31 December 2021 [and the corresponding period from 01 April 2021 to 31 December 2021] were reviewed by the predecessor auditor whose report dated 10 February 2022 had expressed an unmodified opinion.



Registered Office:

**Limited Review Report (Continued)**

**Matrimony.com Limited**

7. We did not review the interim financial information of five subsidiaries included in the Statement, whose interim financial information reflects total revenues of INR 244.92 lakhs and INR 782.75 lakhs, total net profit after tax of INR 142.64 lakhs and INR 213.06 lakhs and total comprehensive income of INR 150.16 lakhs and INR 243.50 lakhs, for the quarter ended 31 December 2022 and for the period from 01 April 2022 to 31 December 2022 respectively, as considered in the Statement. The Statement also include the Group's share of net loss after tax of INR 1.48 lakhs and INR 5.28 lakhs and total comprehensive loss of INR 1.48 lakhs and INR 5.28 lakhs, for the quarter ended 31 December 2022 and for the period from 01 April 2022 to 31 December 2022 respectively as considered in the Statement, in respect of an associate, whose interim financial information has not been reviewed by us. These interim financial information have been reviewed by other auditors whose reports have been furnished to us by the Parent's management and our conclusion on the Statement, in so far as it relates to the amounts and disclosures included in respect of these subsidiaries and associate, is based solely on the reports of the other auditors and the procedures performed by us as stated in paragraph 3 above.

Our conclusion is not modified in respect of this matter.

For **B S R & Co. LLP**

*Chartered Accountants*

Firm's Registration No.:101248W/W-100022



K Raghuram  
*Partner*

Chennai

09 February 2023

Membership No.: 211171

UDIN:23211171BGYHIK9651

## Limited Review Report (Continued)

## Matrimony.com Limited

## Annexure I

List of entities included in unaudited consolidated financial results.

Sr. No	Name of component	Relationship
1	Matrimony.com Limited	Holding Company
2	Sys India Private Limited	Subsidiary Company
3	Consim Info USA Inc.,	Subsidiary Company
4	Matrimony DMCC	Subsidiary Company
5	Boatman Tech Private Limited	Subsidiary Company
6	Bangladeshi Matrimony Private Limited	Subsidiary Company
7	Astro Vision Futuretech Private Limited	Associate Company

# B S R & Co. LLP

Chartered Accountants

KRM Tower, 1<sup>st</sup> & 2<sup>nd</sup> Floors,  
No.1, Harrington Road, Chetpet,  
Chennai – 600 031, India

Telephone: +91 44 4608 3100  
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## Limited Review Report on unaudited standalone financial results of Matrimony.com Limited for the quarter ended 31 December 2022 and year to date results for the period from 01 April 2022 to 31 December 2022 pursuant to Regulation 33 of Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015, as amended

### To the Board of Directors of Matrimony.com Limited

1. We have reviewed the accompanying Statement of unaudited standalone financial results of Matrimony.com Limited (hereinafter referred to as “the Company”) for the quarter ended 31 December 2022 and year to date results for the period from 01 April 2022 to 31 December 2022 (“the Statement”).
2. This Statement, which is the responsibility of the Company’s management and approved by its Board of Directors, has been prepared in accordance with the recognition and measurement principles laid down in Indian Accounting Standard 34 “*Interim Financial Reporting*” (“Ind AS 34”), prescribed under Section 133 of the Companies Act, 2013, and other accounting principles generally accepted in India and in compliance with Regulation 33 of the Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015, as amended (“Listing Regulations”). Our responsibility is to issue a report on the Statement based on our review.
3. We conducted our review of the Statement in accordance with the Standard on Review Engagements (SRE) 2410 “*Review of Interim Financial Information Performed by the Independent Auditor of the Entity*”, issued by the Institute of Chartered Accountants of India. A review of interim financial information consists of making inquiries, primarily of persons responsible for financial and accounting matters, and applying analytical and other review procedures. A review is substantially less in scope than an audit conducted in accordance with Standards on Auditing and consequently does not enable us to obtain assurance that we would become aware of all significant matters that might be identified in an audit. Accordingly, we do not express an audit opinion.
4. Based on our review conducted as above, nothing has come to our attention that causes us to believe that the accompanying Statement, prepared in accordance with the recognition and measurement principles laid down in the aforesaid Indian Accounting Standard and other accounting principles generally accepted in India, has not disclosed the information required to be disclosed in terms of Regulation 33 of the Listing Regulations, including the manner in which it is to be disclosed, or that it contains any material misstatement.



**Limited Review Report (Continued)**

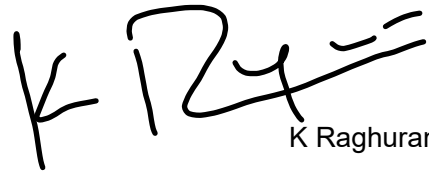
**Matrimony.com Limited**

5. The standalone financial results of the Company for the year ended 31 March 2022 were audited by the predecessor auditor whose report dated 12 May 2022 had expressed an unmodified opinion. The financial information of the Company for the corresponding quarter ended 31 December 2021 [and the corresponding period from 01 April 2021 to 31 December 2021] were reviewed by the predecessor auditor whose report dated 10 February 2022 had expressed an unmodified opinion.

For **B S R & Co. LLP**

*Chartered Accountants*

Firm's Registration No.:101248W/W-100022



K Raghuram

*Partner*

Chennai

09 February 2023

Membership No.: 211171

UDIN:23211171BGYHIJ2356

MATRIMONY.COM LIMITED						
CIN: L63090TN2001PLC047432						
Registered Office and Corporate Office: TVH Beliciana Towers, Tower II, 5th Floor, No 394, MRC Nagar, Raja Annamalaipuram, Chennai - 600028						
STATEMENT OF UNAUDITED CONSOLIDATED FINANCIAL RESULTS FOR THE QUARTER AND NINE MONTHS ENDED DECEMBER 31, 2022						
Rs. In Lakhs						
Particulars	QUARTER ENDED			NINE MONTHS ENDED		YEAR ENDED
	December 31, 2022 (Unaudited)	September 30, 2022 (Unaudited)	December 31, 2021 (Unaudited)	December 31, 2022 (Unaudited)	December 31, 2021 (Unaudited)	March 31, 2022 (Audited)
<b>1. Income</b>						
Revenue from contracts with customers	11,037.87	11,486.24	10,850.05	34,126.33	32,392.03	43,449.56
Other income (Refer note c)	997.88	421.04	409.59	1,893.03	1,225.07	1,794.08
<b>Total income</b>	<b>12,035.75</b>	<b>11,907.28</b>	<b>11,259.64</b>	<b>36,019.36</b>	<b>33,617.10</b>	<b>45,243.64</b>
<b>2. Expenses:</b>						
Employee benefits expenses	3,658.14	3,634.50	3,376.79	10,912.27	9,875.35	13,231.69
Advertisement and business promotion expenses	4,614.91	4,527.64	4,176.62	13,577.82	11,895.50	16,212.10
Other expenses	1,516.59	1,472.72	1,316.62	4,561.38	3,786.32	5,308.00
Depreciation and amortisation expenses	736.49	767.37	689.09	2,269.83	1,995.52	2,690.68
Finance cost	145.73	150.51	140.34	451.37	398.82	536.00
<b>Total expenses</b>	<b>10,671.86</b>	<b>10,552.74</b>	<b>9,699.46</b>	<b>31,772.67</b>	<b>27,951.51</b>	<b>37,978.47</b>
<b>3. Profit before tax and share of profit / (loss) from associate (1-2)</b>	<b>1,363.89</b>	<b>1,354.54</b>	<b>1,560.18</b>	<b>4,246.69</b>	<b>5,665.59</b>	<b>7,265.17</b>
4. Share of profit/ (loss) of associate (net of tax)	(1.48)	12.50	(15.05)	(5.28)	(62.18)	(78.95)
<b>5. Profit before tax (3+4)</b>	<b>1,362.41</b>	<b>1,367.04</b>	<b>1,545.13</b>	<b>4,241.41</b>	<b>5,603.41</b>	<b>7,186.22</b>
<b>6. Tax expenses</b>						
Current tax	266.49	420.87	400.30	1,118.28	1,443.34	1,832.14
Deferred tax (net)	(64.54)	(224.81)	(4.91)	(403.66)	(28.80)	(5.07)
<b>Total tax expenses</b>	<b>201.95</b>	<b>196.06</b>	<b>395.39</b>	<b>714.62</b>	<b>1,414.54</b>	<b>1,827.07</b>
<b>7. Net Profit for the period (5-6)</b>	<b>1,160.46</b>	<b>1,170.98</b>	<b>1,149.74</b>	<b>3,526.79</b>	<b>4,188.87</b>	<b>5,359.15</b>
<b>8. Other comprehensive income (net of taxes)</b>						
Items that will not be reclassified to profit and loss in subsequent periods	(15.19)	(19.30)	(0.23)	(50.39)	(0.86)	(50.51)
Items that will be reclassified to profit and loss in subsequent periods	7.52	9.43	0.43	30.44	4.18	8.57
<b>9. Total comprehensive income for the period (7+8)</b>	<b>1,152.79</b>	<b>1,161.11</b>	<b>1,149.94</b>	<b>3,506.84</b>	<b>4,192.19</b>	<b>5,317.21</b>
<b>Net Profit for the period attributable to:</b>						
- Owners of the Company	1,160.46	1,170.98	1,149.74	3,526.79	4,188.87	5,359.15
- Non-Controlling interest	-	-	-	-	-	-
<b>Other comprehensive income for the period attributable to:</b>						
- Owners of the Company	(7.67)	(9.87)	0.20	(19.95)	3.32	(41.94)
- Non-Controlling interest	-	-	-	-	-	-
<b>Total comprehensive income for the period attributable to:</b>						
- Owners of the Company	1,152.79	1,161.11	1,149.94	3,506.84	4,192.19	5,317.21
- Non-Controlling interest	-	-	-	-	-	-
<b>Paid-up Equity Share Capital</b>						
Equity shares of Rs 5 each	1,112.77	1,112.77	1,144.55	1,112.77	1,144.55	1,144.94
<b>Earnings Per Share (EPS) of Rs.5 each (Rs.)</b>						
	Not Annualised					
Basic (Rs.)	5.21	5.17	5.02	15.60	18.31	23.42
Diluted (Rs.)	5.21	5.16	5.01	15.59	18.28	23.39

See accompanying notes to the financial results

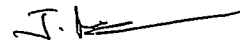
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For Matrimony.Com Limited

  
Managing Director

MATRIMONY.COM LIMITED						
CIN: E63090TN2001PLC047432						
Registered Office and Corporate Office: TVH Beliccia Towers, Tower II, 5th Floor, No. 94, MRC Nagar, Raja Annamalai Puram, Chennai - 600028						
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 and Marriage services.						
Reporting of Segment-wise Consolidated Revenue and Results for the quarter and nine months ended December 31, 2022						
Particulars	QUARTER ENDED			NINE MONTHS ENDED		YEAR ENDED
	December 31, 2022 (Unaudited)	September 30, 2022 (Unaudited)	December 31, 2021 (Unaudited)	December 31, 2022 (Unaudited)	December 31, 2021 (Unaudited)	March 31, 2022 (Audited)
<b>Segment Revenue</b>						
Matchmaking services	10,776.20	11,246.82	10,717.38	33,441.88	32,124.34	43,036.44
Marriage services	261.67	239.42	132.67	684.45	267.69	413.12
<b>Total Revenue</b>	<b>11,037.87</b>	<b>11,486.24</b>	<b>10,850.05</b>	<b>34,126.33</b>	<b>32,392.03</b>	<b>43,449.56</b>
<b>Segment Results</b>						
Matchmaking services	1,079.33	1,714.66	1,828.26	4,589.98	6,376.64	8,053.10
Marriage services	(335.08)	(347.80)	(295.57)	(1,034.49)	(665.07)	(985.45)
<b>Total Segment Results</b>	<b>744.25</b>	<b>1,366.86</b>	<b>1,532.69</b>	<b>3,555.49</b>	<b>5,711.57</b>	<b>7,067.65</b>
Less: Interest expenses	(3.33)	(3.43)	(3.91)	(10.00)	(8.56)	(12.21)
Less: Other un-allocable expenditure	(374.93)	(429.90)	(377.31)	(1,191.83)	(1,261.57)	(1,583.40)
Add: Other un-allocable income	996.42	433.51	393.66	1887.75	1,161.97	1,714.18
<b>Profit before tax</b>	<b>1,362.41</b>	<b>1,367.04</b>	<b>1,545.13</b>	<b>4,241.41</b>	<b>5,603.41</b>	<b>7,186.22</b>
<b>Segment revenue and expenses:</b>						
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.						

For Matrimony.Com Limited



Managing Director

**MATRIMONY.COM LIMITED**

CIN: E63090TN2001PEG047432

Registered Office and Corporate Office: IVH Beliccia Towers, Tower II, 5th Floor, No. 94, MRC Nagar, Raja Annamalaipuram, Chennai - 600028.

**STATEMENT OF UNAUDITED STANDALONE FINANCIAL RESULTS FOR THE QUARTER AND NINE MONTHS ENDED DECEMBER 31, 2022**

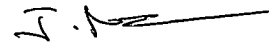
Rs. In Lakhs

Particulars	QUARTER ENDED			NINE MONTHS ENDED		YEAR ENDED
	December 31, 2022 (Unaudited)	September 30, 2022 (Unaudited)	December 31, 2021 (Unaudited)	December 31, 2022 (Unaudited)	December 31, 2021 (Unaudited)	March 31, 2022 (Audited)
<b>1. Income</b>						
Revenue from contracts with customers	10,855.69	11,302.71	10,734.32	33,587.02	32,012.70	42,966.68
Other income (Refer note c)	1,099.13	513.83	490.90	2,164.21	1,479.07	2,119.47
<b>Total income</b>	<b>11,954.82</b>	<b>11,816.54</b>	<b>11,225.22</b>	<b>35,751.23</b>	<b>33,491.77</b>	<b>45,086.15</b>
<b>2. Expenses:</b>						
Employee benefits expenses	3,604.53	3,583.70	3,324.40	10,762.76	9,751.43	13,057.94
Advertisement and business promotion expenses	4,613.02	4,504.29	4,162.93	13,489.34	11,883.46	16,131.18
Other expenses	1,543.15	1,429.11	1,278.66	4,501.19	3,722.91	5,197.87
Depreciation and amortisation expenses	710.28	741.17	662.14	2,191.50	1,962.94	2,632.45
Finance cost	145.04	149.77	138.59	449.22	396.17	531.34
<b>Total expenses</b>	<b>10,616.02</b>	<b>10,408.04</b>	<b>9,566.72</b>	<b>31,394.01</b>	<b>27,716.91</b>	<b>37,550.78</b>
<b>3. Profit before tax (1-2)</b>	<b>1,338.80</b>	<b>1,408.50</b>	<b>1,658.50</b>	<b>4,357.22</b>	<b>5,774.86</b>	<b>7,535.37</b>
<b>4. Tax expenses</b>						
Current tax	266.19	420.37	400.01	1,116.55	1,440.19	1,828.70
Deferred tax (net)	(58.10)	(218.55)	(0.36)	(384.73)	(23.32)	8.49
<b>Total tax expenses</b>	<b>208.09</b>	<b>201.82</b>	<b>399.65</b>	<b>731.82</b>	<b>1,416.87</b>	<b>1,837.19</b>
<b>5. Net Profit for the period (3-4)</b>	<b>1,130.71</b>	<b>1,206.68</b>	<b>1,258.85</b>	<b>3,625.40</b>	<b>4,357.99</b>	<b>5,698.18</b>
<b>6. Other comprehensive income (net of taxes)</b>						
Items that will not be reclassified to profit and loss in subsequent periods	(15.19)	(19.30)	(0.23)	(50.39)	(0.86)	(51.51)
<b>7. Total comprehensive income for the period (5+6)</b>	<b>1,115.52</b>	<b>1,187.38</b>	<b>1,258.62</b>	<b>3,575.01</b>	<b>4,357.13</b>	<b>5,646.67</b>
<b>Paid-up Equity Share Capital</b>						
Equity shares of Rs 5 each	1,112.77	1,112.77	1,144.55	1,112.77	1,144.55	1,144.94
<b>Earnings Per Share (EPS) of Rs.5 each (Rs.)</b>						
	Not Annualised					
Basic	5.08	5.33	5.50	16.03	19.05	24.90
Diluted	5.08	5.33	5.49	16.03	19.01	24.87

See accompanying notes to the financial results

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For Matrimony.Com Limited



Managing Director



**MATRIMONY.COM LIMITED**

CIN: E63090TN2001PLC047432

Registered Office and Corporate Office: TVH Belicia Towers, Tower-II, 5th Floor, No.94, MRC Nagar, Raja Annamalaipuram, Chennai - 600028.

**Segment Results for Standalone Financial Results**

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

**Reporting of Segment-wise Standalone Revenue and Results for the quarter and nine months ended December 31, 2022**

Rs. In Lakhs

Particulars	QUARTER ENDED			NINE MONTHS ENDED		YEAR ENDED
	December 31, 2022 (Unaudited)	September 30, 2022 (Unaudited)	December 31, 2021 (Unaudited)	December 31, 2022 (Unaudited)	December 31, 2021 (Unaudited)	March 31, 2022 (Audited)
<b>Segment Revenue</b>						
Matchmaking services	10,595.06	11,072.39	10,589.49	32,933.07	31,740.39	42,517.73
Marriage services	260.63	230.32	144.83	653.95	272.31	448.95
<b>Total Revenue</b>	<b>10,855.69</b>	<b>11,302.71</b>	<b>10,734.32</b>	<b>33,587.02</b>	<b>32,012.70</b>	<b>42,966.68</b>
<b>Segment Results</b>						
Matchmaking services	1,006.57	1,665.50	1,789.89	4,461.90	6,166.81	7,829.63
Marriage services	(398.91)	(348.16)	(251.12)	(1,099.60)	(628.56)	(857.55)
<b>Total Segment Results</b>	<b>607.66</b>	<b>1,317.34</b>	<b>1,538.77</b>	<b>3,362.30</b>	<b>5,538.25</b>	<b>6,972.08</b>
Less: Interest expenses	(2.59)	(2.68)	(2.20)	(7.81)	(5.95)	(8.65)
Less: Other un-allocable expenditure	(365.44)	(420.01)	(368.97)	(1,161.53)	(1,236.51)	(1,548.58)
Add: Other un-allocable income	1,099.17	513.85	490.90	2,164.26	1,479.07	2,120.52
<b>Profit before tax</b>	<b>1,338.80</b>	<b>1,408.50</b>	<b>1,658.50</b>	<b>4,357.22</b>	<b>5,774.86</b>	<b>7,535.37</b>

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.

**NOTES :**

a) The above unaudited consolidated and standalone financial results were reviewed and recommended by the Audit Committee and have been approved by the Board of Directors at their meetings held on February 08, 2023 and February 09, 2023 respectively. The Statutory Auditors have conducted a limited review of these results in terms of Regulation 33 of Securities Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations 2015 (as amended).

b) The Consolidated financial results of the company comprising its wholly owned subsidiaries (together 'the Group') and its associate includes the results of the following entities:

Company	Relationship
Sys India Private Limited	Subsidiary
Consim Info USA Inc.	Subsidiary
Bangladeshi Matrimony Private Limited	Subsidiary
Matrimony DMCC	Subsidiary
Boatman Tech Private Limited	Subsidiary
Astro Vision Futuretech Private Limited	Associate

c) The Company had in 2017, purchased land for constructing of office premises, out of the proceeds from fresh issue of equity shares during its initial public offering ('IPO'). The entire IPO proceeds were fully utilized and confirmed by the monitoring agency's report. However, the management decided not to pursue the construction of office premises post the Covid-19 pandemic. Accordingly, the Board of Directors and the Shareholders of the Company approved the change in objects on March 31, 2022 and May 08, 2022 respectively, enabling the company to sell the land. During the quarter ended December 31, 2022, the Company completed the sale of land for a total sale consideration of INR 4,941 lakhs. Accordingly, the Company has recognized a profit of INR 581 lakhs on account of such sale during the quarter ended December 31, 2022.

The consideration realized from the sale transaction has been deposited into a separate bank account and such amount will be utilized for marketing expenses, as approved by the Board of Directors and the Shareholders. Further, the Company has appointed a monitoring agency to oversee the utilization of the sale proceeds in accordance with the approval of Shareholders.

d) During the quarter, nil stock options were granted to employees (September 30, 2022: Nil stock options) and nil stock options were exercised by eligible employees (September 30, 2022: Nil stock options). The total outstanding stock options as at December 31, 2022 are 93,675 (September 30, 2022 : 93,675).

e) Figures of the previous periods, wherever necessary, have been regrouped / reclassified to conform to the current periods' presentation.

f) The above consolidated and standalone financial results are also available on the stock exchange websites www.bseindia.com and www.nseindia.com and on our website www.matrimony.com.

Place : Chennai  
Date : February 09, 2023



For Matrimony.Com Limited

*J. B.*  
Murugavel Janakiraman  
Chairman & Managing Director