

**Independent Auditor's Review Report on the Unaudited Standalone Financial Results of Matrimony.com Limited pursuant to Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015**

**Review Report to  
The Board of Directors  
Matrimony.com Limited**

1. We have reviewed the accompanying statement of unaudited standalone Ind AS financial results of Matrimony.com Limited (the 'Company') for the quarter ended June 30, 2018 (the "Statement") attached herewith, being submitted by the Company pursuant to the requirements of Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 ('the Regulation'), read with SEBI Circular No. CIR/CFD/FAC/62/2016 dated July 5, 2016 ('the Circular').
2. The preparation of the Statement in accordance with the recognition and measurement principles laid down in Indian Accounting Standard 34, (Ind AS) 34 "Interim Financial Reporting" prescribed under Section 133 of the Companies Act, 2013 read with Rule 3 of Companies (Indian Accounting Standards) Rules, 2015, as amended, read with the Circular is the responsibility of the Company's management and has been approved by the Board of Directors of the Company. Our responsibility is to express a conclusion on the Statement based on our review.
3. We conducted our review 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. This standard requires that we plan and perform the review to obtain moderate assurance as to whether the Statement is free of material misstatement. A review is limited primarily to inquiries of company personnel and analytical procedures applied to financial data and thus provides less assurance than an audit. We have not performed an audit and 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 applicable Indian Accounting Standards ('Ind AS') specified under Section 133 of the Companies Act, 2013, read with relevant rules issued thereunder and other recognised accounting practices and policies has not disclosed the information required to be disclosed in terms of the Regulation, read with the Circular, including the manner in which it is to be disclosed, or that it contains any material misstatement.

**For S.R. BATLIBOI & ASSOCIATES LLP**  
Chartered Accountants  
ICAI Firm registration number: 101049W/E300004

*Aravind K*  
per Aravind K  
Partner  
Membership No.: 221268



Place: Chennai  
Date: August 10, 2018

**MATRIMONY.COM LIMITED**

CIN:U63090TN2001PLC047432

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

**STATEMENT OF UNAUDITED STANDALONE FINANCIAL RESULTS FOR THE QUARTER ENDED JUNE 30, 2018**

Rs. In Lakhs

Particulars	QUARTER ENDED			YEAR ENDED
	June 30, 2018 (Unaudited)	March 31, 2018 (Audited) (refer note f)	June 30, 2017 (Unaudited)	March 31, 2018 (Audited)
<b>1. Income</b>				
Revenue from operations (net)	8,314.82	7,783.33	7,693.59	30,821.32
Other income	12.42	8.00	3.17	23.91
<b>Total income</b>	<b>8,327.24</b>	<b>7,791.33</b>	<b>7,696.76</b>	<b>30,845.23</b>
<b>2. Expenses:</b>				
Employee benefits expense	3,488.58	3,388.11	3,206.29	13,274.81
Advertisement and business promotion expenses	1,605.11	1,452.86	1,383.40	5,592.33
Other expenses	1,750.83	1,523.00	1,750.99	6,644.33
<b>Total expenses</b>	<b>6,844.52</b>	<b>6,363.97</b>	<b>6,340.68</b>	<b>25,511.47</b>
<b>3. Earnings before exceptional items, interest, tax, depreciation and amortisation (EBITDA) (1-2)</b>	<b>1,482.72</b>	<b>1,427.36</b>	<b>1,356.08</b>	<b>5,333.76</b>
4. Depreciation and amortisation expense	267.51	223.97	247.13	957.15
5. Finance cost	2.38	1.54	67.26	125.98
6. Finance income	272.34	224.87	106.49	639.01
<b>7. Profit before exceptional items and tax (3 - 4 - 5 + 6)</b>	<b>1,485.17</b>	<b>1,426.72</b>	<b>1,148.18</b>	<b>4,889.64</b>
8. Exceptional items (Refer note d)	-	-	-	1,281.92
<b>9. Profit before tax (7 + 8)</b>	<b>1,485.17</b>	<b>1,426.72</b>	<b>1,148.18</b>	<b>6,171.56</b>
10. Tax expenses				
Current tax	460.57	202.90	273.12	1,287.12
Deferred tax (net)	23.74	109.97	(11.60)	(98.39)
Total tax expenses	484.31	312.87	261.52	1,188.73
<b>11. Net Profit for the period (9 - 10)</b>	<b>1,000.86</b>	<b>1,113.85</b>	<b>886.66</b>	<b>4,982.83</b>
<b>12. Other comprehensive income (net of taxes)</b>				
Items that will not be reclassified to profit and loss in subsequent periods	(16.73)	(4.08)	(45.13)	(60.06)
Items that will be reclassified to profit and loss in subsequent periods	(17.31)	-	-	-
<b>13. Total comprehensive income for the period (11+12)</b>	<b>966.82</b>	<b>1,109.77</b>	<b>841.53</b>	<b>4,922.77</b>
<b>Paid-up Equity Share Capital</b>				
Equity shares of Rs 5 each	1,136.18	1,135.55	1,062.99	1,135.55
<b>Earnings Per Share (EPS) of Rs.5 each (Rs.)</b>				
		<b>Not Annualised</b>		
Basic	4.41	4.92	4.17	22.67
Diluted	4.38	4.89	4.13	22.53

See accompanying notes to the financial results

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**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 Revenue, Results, Assets and Liabilities for the quarter ended June 30, 2018**

Rs. In Lakhs

Particulars	QUARTER ENDED			YEAR ENDED
	June 30, 2018 (Unaudited)	March 31, 2018 (Audited) (refer note f)	June 30, 2017 (Unaudited)	March 31, 2018 (Audited)
<b>Segment Revenue</b>				
Matchmaking services	7,956.00	7,485.21	7,205.23	29,184.76
Marriage services	358.82	298.12	488.36	1,636.56
<b>Total Revenue</b>	<b>8,314.82</b>	<b>7,783.33</b>	<b>7,693.59</b>	<b>30,821.32</b>
<b>Segment Results</b>				
Matchmaking services	1,939.46	1,907.17	1,817.78	7,309.43
Marriage services	(334.24)	(445.01)	(375.51)	(1,736.67)
<b>Total Segment Results</b>	<b>1,605.22</b>	<b>1,462.16</b>	<b>1,442.27</b>	<b>5,572.76</b>
Less: Interest expenses	(2.38)	(1.55)	(67.26)	(125.99)
Less: Other un-allocable expenditure	(402.43)	(266.75)	(336.52)	(1,220.05)
Add: Other un-allocable income	284.76	232.86	109.69	662.92
Add: Exceptional items	-	-	-	1,281.92
<b>Profit before tax</b>	<b>1,485.17</b>	<b>1,426.72</b>	<b>1,148.18</b>	<b>6,171.56</b>
<b>Segment Assets</b>				
Matchmaking services	3,473.26	2,927.69	3,668.22	2,927.69
Marriage services	397.80	516.11	480.73	516.11
Un-allocable assets	24,046.37	23,452.72	9,013.60	23,452.72
<b>Total Segment Assets</b>	<b>27,917.43</b>	<b>26,896.52</b>	<b>13,162.55</b>	<b>26,896.52</b>
<b>Segment Liabilities</b>				
Matchmaking services	8,172.29	7,238.86	6,788.79	7,238.86
Marriage services	587.74	484.92	569.51	484.92
Un-allocable liabilities	836.81	1,854.57	5,062.55	1,854.57
<b>Total Segment Liabilities</b>	<b>9,596.84</b>	<b>9,578.35</b>	<b>12,420.85</b>	<b>9,578.35</b>

**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.

**NOTES :**

a) The above unaudited consolidated and standalone financial results as reviewed by the Audit Committee have been approved by Board of Directors at its meeting held on August 10, 2018. The Statutory Auditors has conducted 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 subsidiaries (together 'the Group') includes the results of the following entities

Company	Relationship under Ind AS
Community Matrimony Private Limited*	Subsidiary
Sys India Private Limited	Subsidiary
Consim Info USA Inc	Subsidiary
Matchify Services Private Limited*	Subsidiary
Tambulya Online Marketplace Private Limited*	Subsidiary

\* These subsidiaries have become inactive and the application under section 248(2) of Companies Act, 2013 for removal of names from register of companies has been filed with Registrar of Companies. The results of these subsidiaries are included till the period ended March 31, 2018. There are no operations in these companies post this date

c) Until March 31, 2018, the Group was managing its overseas business through its wholly owned subsidiary, Consim Info USA under a Business License agreement. With effect from April 1, 2018, the Group changed this arrangement to an Agency model, wherein the Consim Info USA Inc will act as agent instead of a licensee.



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d) In December 2017, Consim Info Inc., USA, subsidiary of the Company, completed the settlement / payment process in respect of a litigation and based on a call made by the Company, the Promoter paid an agreed sum of Rs.1,281.92 lakhs (\$ 2,000,000) towards his voluntary contribution to the Company under an Inter Se Agreement between the Company including certain subsidiaries and its directors and the Promoter. As the amount involved is significant, the related income has been disclosed as exceptional item in the standalone and consolidated financial results for the year ended March 31, 2018.

e) During the quarter, 12,730 stock options were exercised by eligible employees, and the total outstanding stock options as at June 30, 2018 is 176,193.

f) The figures for the quarter ended March 31, 2018 are the balancing figures between audited figures in respect of the full financial year end March 31, 2018 and the un-audited published year to date figures up to December 31, 2017, being the end of the third quarter of the financial year which were subjected to a limited review.

g) Ind AS 115 Revenue from Contracts with Customers, mandatory for reporting periods beginning on or after April 1, 2018, replaces existing revenue recognition requirements. Under the modified retrospective approach there were no significant adjustments required to the retained earnings at April 1, 2018. Also, the application of Ind AS 115 did not have any significant impact on recognition and measurement of revenue and related items in the financial results.

h) As permitted by Guidance note on Division II – Ind AS Schedule III of the Companies Act, 2013 issued by Institute of Chartered Accountants of India, the Group has elected to present earnings before exceptional items, interest, tax, depreciation and amortization (EBITDA) as a separate line item on the face of the Statement of Profit and Loss in the financial statements. The same classification is also followed while presenting the financial results pursuant to the requirements of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 (as amended). The Group has included other income and excluded exceptional items, depreciation and amortisation expense, finance income, finance costs and tax expense for the EBITDA presentation.

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

j) The above consolidated and standalone financial results are also available on the stock exchange websites [www.bseindia.com](http://www.bseindia.com) and [www.nseindia.com](http://www.nseindia.com) and on our website [www.matrimony.com](http://www.matrimony.com).

Place : Chennai

Date : August 10, 2018



For Matrimony.Com Limited

  
Murugavel Janakiraman  
Chairman & Managing Director

