

August 07, 2019

National Stock Exchange of India Ltd Exchange Plaza, 5th Floor Plot No: C/1, G Block Bandra Kurla Complex, Bandra (E) Mumbai – 400 051	Corporate Relationship Department BSE Ltd., Phiroze Jeejeebhoy Towers Dalal Street, Mumbai – 400 001
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Dear Sir/Madam,

**Sub: Submission of the fact sheet of the Company for the quarter ended 30<sup>th</sup> June 2019 under regulation 30 of SEBI (Listing Obligations & Disclosure Requirements) Regulations, 2015.**

**Ref: BSE Scrip code: 540704 / NSE Symbol: MATRIMONY**

Pursuant to Regulation 30 of the SEBI (Listing Obligations & Disclosure Requirements) Regulations, 2015, please find enclosed the copy of the fact sheet of the Company for the quarter ended June 30, 2019.

The aforesaid information is also being hosted on the website of the Company viz., [www.matrimony.com](http://www.matrimony.com).

Submitted for your information and records.

Thanking you

Yours faithfully,

For **Matrimony.com Limited**



**S.Vijayanand**

**Company Secretary & Compliance Officer**

**ACS: 18951**

**No.94, TVH Belicia Towers, Tower II, 10<sup>th</sup> Floor, MRC Nagar, Chennai – 600028**

**Data Sheet**  
**Matrimony.com Ltd (Consolidated)**

matrimony.com

Key Financial Metrics (₹ million)								
Particulars	Q1 FY2019	Q2 FY2019	Q3 FY2019	Q4 FY2019	Q1 FY2020	Growth % QoQ (Q1)	Growth % YoY (Q1)	Year Ended FY19
<b>Billings</b>	893	862	855	948	923	(2.6)%	3.3%	3,559
Matchmaking Services	860	835	823	908	877	(3.4)%	2.0%	3,427
Marriage Services	33	26	32	41	46	13.2%	38.4%	132
<b>Revenue</b>	895	876	853	861	955	10.9%	6.7%	3,484
Matchmaking Services	859	851	826	822	911	10.8%	6.0%	3,358
Marriage Services	36	24	27	40	44	12.0%	23.4%	126
<b>Deferred Revenue (As at end of)</b>	650	635	635	721	692	(4.0)%	6.4%	721
Matchmaking Services	647	629	624	709	678	(4.4)%	4.9%	709
Marriage Services	4	6	11	12	14	17.5%	275.8%	12
<b>EBITDA - Segment*</b>								
Matchmaking Services	318	282	221	192	240	25.1%	(24.4)%	1,013
Margin (%)	37.0%	33.1%	26.8%	23.4%	26.4%			30.2%
Marriage Services	(30)	(34)	(38)	(34)	(44)			(135)
<b>Segment EBITDA (Total)</b>	288	248	184	158	196	24.4%	(31.9)%	877
Add: Unallocable Income	0.8	5.9	4.7	5.1	3.2			16.5
Less: Unallocable Expenses	33	31	37	34	30			135
<b>EBITDA - Enterprise*</b>	256	223	151	129	169	31.6%	(33.9)%	759
<b>EBITDA Margin (%)</b>	28.6%	25.3%	17.6%	14.9%	17.7%			21.7%
<b>Net Profit*</b>	155	131	67	71	93	31.3%	(39.9)%	425
<b>Net Profit Margin (%)</b>	17.3%	14.9%	7.8%	8.2%	9.7%			12.1%
<b>Diluted EPS (Rs.)</b>	6.8	5.7	2.9	3.1	4.1	31.3%	(39.9)%	18.6
<b>Marketing Expenses- Enterprise</b>	160	187	222	241	264	9.2%	64.8%	810
<b>EBITDA (Enterprise) excluding Marketing</b>	416	410	373	370	433	17.0%	4.0%	1,570
<b>Margin %</b>	46%	47%	44%	43%	45%			45%
<b>Marketing Expenses- Matchmaking</b>	154	182	217	238	259	8.7%	67.9%	791
<b>EBITDA (Matchmaking) excluding Marketing</b>	472	463	438	430	499	16.0%	5.8%	1,804
<b>Margin %</b>	55%	54%	53%	52%	55%			54%

\*Company has adopted Ind AS 116 "Leases" using full retrospective method. Consequently, Depreciation and Interest expenses are recognised in lieu of Rent expenses resulting in increase of EBITDA by 500 bps in the current quarter and similar impact in the previous quarters. As a result of transition, Comparatives has been restated and there is no significant impact to PAT.

Key Business Metrics								
As at end of/during	Q1 FY2019	Q2 FY2019	Q3 FY2019	Q4 FY2019	Q1 FY2020	Growth % QoQ (Q1)	Growth % YoY (Q1)	Year Ended FY19
<b>Ever Registrations (in mn)</b>	31.49	32.49	33.46	34.54	35.77	3.6%	13.6%	34.54
<b>Active Profiles (in mn)</b>	3.53	3.57	3.59	3.72	4.00	7.5%	13.4%	3.72
<b>Free Registrations (in mn)- during</b>	1.02	1.00	0.97	1.08	1.23	13.3%	20.3%	4.08
<b>Average Free Registrations Per Day</b>	11,216	10,862	10,561	12,040	13,489	12.0%	20.3%	11,165
<b>Paid Subscriptions (in mn)- during</b>	0.19	0.18	0.17	0.18	0.18	(2.0)%	(7.6)%	0.73
<b>ATV (Rs.)</b>	4,477	4,542	4,699	5,025	4,958	(1.3)%	10.7%	4,582

