

# matrimony.com

Press Release

## Matrimony reports strong Q4 billing growth of 10.9 q/q and 6.3% y/y

**Chennai, May 9, 2019:** Matrimony.com Limited, the leading online matrimony company, announced its audited standalone and consolidated financial results for the fourth quarter and year ended March 31, 2019, as approved by its board of directors.

**Murugavel Janakiraman, Chairman and Managing Director** said, "Q4 was a robust quarter in terms of billing growth. This will drive revenue momentum in the coming quarter and provide us with a good start to the financial year. We are confident of our on-going measures towards customer centricity that will help us deliver an enhanced performance in FY20".

### Key consolidated financial highlights for the quarter ended March 31, 2019

- Billing at Rs 94.8 crores (growth of 10.9% q/q and 6.3 % y/y)
- Revenue at Rs 86.1 crores (growth of 1 % q/q and 2.1y/y)
- EBITDA at Rs 8.1 crores (decline of 19.7% q/q and 59.4% y/y)
- PAT at Rs 7.3 crores (growth of 6.5% q/q, decline of 56.7% y/y)
- Marketing costs in the quarter were Rs 24 crores, an increase of 8.7% q/q and 65.9% y/y. This has mainly caused the EBITDA and PAT to decline. These are on-going investments to fuel future growth.

### Key consolidated financial highlights for the year ended March 31, 2019

- Billing at Rs 355.9 crores (growth of 4.1%)
- Revenue at Rs 348.4 crores (growth of 3.9%)
- EBITDA at Rs 56.7 crores (decline of 27%)
- PAT at Rs 43.1 crores (\*decline of 29%)
- Marketing costs for the year were Rs 81 crores, an increase of 44.6%. This has mainly caused the EBITDA and PAT to decline. These are on-going investments to fuel future growth.

\*Excluding exceptional income of Rs 12.8 crores in FY18

### Other highlights

- 3.72 million active profiles as at March 31, 2019, a growth of 9.5% as compared to March 31, 2018
- Added 4.1 million profiles and 731,000 paid subscriptions in FY19

### Announcement

- The Board of Directors, at its meeting held on May 9, 2019 have recommended a final dividend of 30% (Rs 1.5 per equity share of par value of Rs 5 each), subject to the approval of the Shareholders



A handwritten signature in black ink, appearing to read "Murugavel".

### **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 MatrimonyPhotography, MatrimonyBazaar, MatrimonyMandaps, and CommunityMatrimony, 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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A handwritten signature in black ink, appearing to read "Vijayanand S".