

Matrimony reports consolidated revenue of Rs 85.3 crores in Q3

Chennai, February 12, 2019: Matrimony.com Limited, the leading online matrimony company, announced its unaudited standalone and consolidated financial results for the third quarter ended December 31, 2018, as approved by its board of directors.

Murugavel Janakiraman, Chairman and Managing Director said, "With an on-going increase in marketing spends and better traction in marriage services, we see an enhanced growth momentum as we enter the next financial year. We are also undertaking many productivity improvements and product enhancements by leveraging emerging technologies to further drive customer centricity."

Key consolidated financial highlights for the quarter ended December 31, 2018

- Billing at Rs 85.5 crores (decline of 0.1% y/y)
- Revenue at Rs 85.3 crores (growth of 1.9% y/y)
- EBITDA at Rs 10.1 crores (decline of 42.1% y/y)
- PAT at Rs 6.8 crores (*decline of 32.9% y/y)
- Marketing costs in the quarter were Rs 22.2 crores, an increase of 18.5% q/q and 51.2% y/y. 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 Q3 FY18

Other highlights for the quarter ended December 31, 2018

- 3.59 million active profiles as at December 31, 2018, a growth of 9.3% y/y
- Added 970,000 free profiles and 175,000 paid subscriptions in the quarter
- Matchmaking segment revenue grew 3.6% y/y
- Marriage services segment revenue grew by 9.1% q/q

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>



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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:

Vijayanand S

Company Secretary

Matrimony.com Ltd.

No: 94, TVH Belicia Towers, Tower 2, 10th Floor,

MRC Nagar, Mandaveli, Chennai - 600 028, Tamil Nadu, India.

Phone: 044-24631500

Email: investors@matrimony.com

CIN: L63090TN2001PLC047432

