
MATRIMONY.COM LTD CONSOLIDATED PAT UP BY 61 %

Chennai, November 16, 2017: The Board of Directors of Matrimony.com Limited met today and approved the unaudited standalone and consolidated financial results for the quarter and half year ended 30th September, 2017.

Consolidated Results

Matrimony.com, the leading online matrimony company has achieved a consolidated Revenue of Rs. 83.7 Crores for the quarter, a growth of 13.7 % against the corresponding quarter of the previous year. The Earnings before Interest, Tax and Depreciation (EBITDA) for the quarter were at Rs. 20.6 Crores as against Rs. 14.8 Crores for the corresponding quarter of the previous year, a growth of 39.5%. The EBITDA margin for the quarter was at 24.6% as against 20.1% for the corresponding quarter of the previous year. The Company's consolidated Net Profit (Total comprehensive income) for the quarter was at Rs. 18.8 Crores, a growth of 61.1%, against the corresponding quarter of the previous year. The net profit for the quarter includes the impact of recognition of previously unrecognised net deferred tax assets of Rs 3.25 Crores.

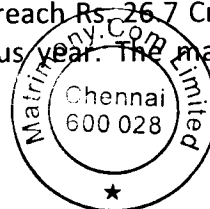
Mr. Murugavel Janakiraman, Managing Director said, "Business is witnessing a healthy double digit growth with improved EBITDA margins leading to higher cash flows".

Overall profiles added for quarter were 8.7 lakhs, of which 61% were posted by the prospects themselves, 17% of the profiles were added by parents and 22% of the profiles were by siblings, relatives and others. Around 52,000 success stories have been reported to the Company in H1 of the current financial year. The growth in match making revenue coupled with higher operating leverage has resulted in the improvement in margin quarter on quarter. The marriage services segment is still in the nascent stage and is being nurtured for growth and scale. During the quarter, the Photography service has expanded its operations to Karnataka. The IPO funds received towards the purchase of land and repayment of overdraft facility have been successfully deployed in October'17.

Segmental Results

Matchmaking

Matchmaking segment revenue for the current quarter was at Rs.79 Crores as against Rs.70.6 Crores for the corresponding quarter of the previous year resulting in a growth of 12%. The additional tax incidence of 3%, due to implementation of GST, with effect from July 2017, has impacted the match making revenue by Rs 0.7 Crore. The matchmaking EBITDA for the quarter grew by 33.9% to reach Rs. 26.7 Crores as against Rs. 20 Crores for the corresponding quarter of the previous year. The matchmaking EBITDA



Signature

margin for the quarter was at 33.8% as against 28.3% for the corresponding quarter of the previous year.

Marriage Services

The Marriage Services Revenue for the current quarter was at Rs. 4.6 Crores as against Rs. 3 Crores for the corresponding quarter of the previous year resulting in a growth of 52.6%. The EBITDA for the quarter was loss of Rs. 3.8 Crores as compared to loss of Rs. 2.3 Crores for the corresponding quarter of the previous year.

Changes in the Composition of Board

Mr. Vishal V Gupta and Mr Avneet Singh Kochar, who were representing Bessemer and CMDB II, have resigned from the Board, consequent to the listing of the Company. Mr. C K Ranganathan, has relinquished the post of Chairman of the Company due to personal commitments and desires to continue on the Board, as an independent director. Mr Murugavel Janakiraman, Managing Director, will take over as the Chairman of the Company.

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 140 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.

Q2 FY18 EARNINGS CONFERENCE CALL DETAILS:

Date	Friday, 17th November 2017
Time	4:00 PM IST 06:30 PM HK/SG 10:30 AM UK 5:30 AM EST
Call Leader	Vishal Desai, Axis Capital Limited
India Dial in Number	+91 22 3938 1075
International Dial In	
- Hong Kong	800 964 448
- Singapore	800 101 2045
- UK	0 808 101 1573
- USA	1 866 746 2133



Signature

For more details, visit <https://www.matrimony.com>

For further information, please contact:

Vijayanand S

Company Secretary

Matrimony.com Ltd.

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

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

Phone: 044-24631500

Email: investors@matrimony.com

CIN: U63090TN2001PLC047432



Ayer