
MATRIMONY.COM LTD CONSOLIDATED PAT FOR THE YEAR AT Rs 74 Cr UP BY 72 %

1. Matchmaking segmental EBITDA for the year at 104.32 Cr, a growth of 28.2%
2. Number of reported success stories for the year crossed 1 lakh
3. 3.72 Million Profiles added during the year.

Chennai, May 3, 2018: The Board of Directors of Matrimony.com Limited met today and approved the audited standalone and consolidated financial results for the year ended 31st March 2018.

Consolidated Results

Q4 Performance

Matrimony.com, the leading online matrimony company has achieved a consolidated Revenue of Rs. 84.39 Crores for the quarter, a growth of 11.9% against the corresponding quarter of the previous year. The Earnings before Interest, Tax and Depreciation (EBITDA) for the quarter was at Rs. 19.95 Crores as against Rs. 15.80 Crores for the corresponding quarter of the previous year, a growth of 26.3%. The Profit before Tax and exceptional item for the quarter was at Rs. 19.94 Crores as against Rs 13.42 Crores for the corresponding quarter of the previous year, representing a growth of 48.6%. The Company's consolidated Net Profit (Total comprehensive income) for the quarter was at Rs. 16.61 Crores, a growth of 64.3%, against the corresponding quarter of the previous year.

FY 18 Performance

The company has achieved a consolidated Revenue of Rs. 335.54 Crores for the year, a growth of 14.5% against the corresponding previous year. The Earnings before Interest, Tax and Depreciation (EBITDA) for the year was at Rs. 77.69 Crores as against Rs. 58.95 Crores for the corresponding previous year, a growth of 31.8%. The Profit before Tax and exceptional item for the year was at Rs.72.93 Crores as against Rs. 47.35 Crores for the corresponding previous year, representing a growth of 54.0%. The Company's consolidated Net Profit (Total comprehensive income) for the year was at Rs. 73.36 Crores, a growth of 72.3%, against the corresponding previous year. The net profit for the year includes the one time receipt of Rs 12.82 Cr from Mr Murugavel Janakiraman, CEO of the Company, towards the obligation he had as per the terms of the agreement between defendants of the litigation in USA.



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The Board of Directors of the Company has recommended a final dividend of Rs 1.50 per equity share of Rs 5 each, which is subject to the approval of the Shareholders.

Mr. Murugavel Janakiraman, Managing Director said, "Match making business witnessed a profile growth of 15.8% year on year. During Q4 secondshaadi.com, an exclusive portal for divorcees has been acquired and combining with our existing portal divorce matrimony.com , we have become the leading player in this segment. We will continue to invest in brand building in the matrimony segment and expect the revenue to expand in coming quarters".

Segmental Results

Matchmaking

Matchmaking segment revenue for the current quarter was at Rs. 81.37 Crores as against Rs. 71.69 Crores for the corresponding quarter of the previous year resulting in a growth of 13.5%. Overall profiles added for the quarter were 9.94 lakhs, of which 60% were posted by the prospects themselves, 17% of the profiles were added by parents and 23% of the profiles were by siblings, relatives and others. The matchmaking EBITDA for the quarter grew by 22.6% to reach Rs. 26.42 Crores as against Rs. 21.55 Crores for the corresponding quarter of the previous year. The matchmaking EBITDA margin for the quarter was at 32.5% as against 30.1% for the corresponding quarter of the previous year.

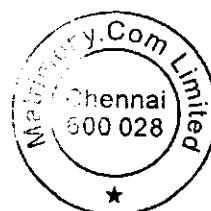
Matchmaking segment revenue for the year FY18 was at Rs. 319.08 Crores as against Rs. 280.76 Crores for the corresponding previous year resulting in a growth of 13.6%. Around 1,08,000 success stories have been reported to the Company in the financial year 2018. The matchmaking EBITDA for the year grew by 28.2% to reach Rs. 104.32 Crores as against Rs. 81.39 Crores for the corresponding previous year. The matchmaking EBITDA margin for the year was at 32.7% as against 29.0% for the corresponding previous year.

Marriage Services

The Marriage Services Revenue for the current quarter was at Rs. 2.98 Crores as against Rs. 3.72 Crores for the corresponding quarter. The EBITDA for the quarter was a loss of Rs. 4.29 Crores as compared to loss of Rs. 3.12 Crores for the corresponding quarter of the previous year.

The Marriage Services Revenue for the current year was at Rs. 16.37 Crores as against Rs. 12.06 Crores for the corresponding previous year resulting in a growth of 35.8%. The EBITDA for the year was loss of Rs. 16.78 Crores as compared to loss of Rs. 12.18 Crores for the corresponding previous year

About Matrimony.com limited



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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 around 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.

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

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