

February 05, 2020

✓ 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

Dear Sir/Madam,

Sub: Submission of the fact sheet of the Company for the quarter and nine months ended 31st December 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 and nine months ended December 31, 2019.

The aforesaid information is also being hosted on the website of the Company viz., 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 Beliciaa Towers, Tower II, 10th 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	Q2 FY2020	Q3 FY2020	Growth % QoQ (Q3)	Growth % YoY (Q3)	9M FY2019	9M FY2020	Growth % YoY (9M)	Year Ended FY19
Billings	893	862	855	948	923	881	919	4.3%	7.4%	2,611	2,723	4.3%	3,559
Matchmaking Services	860	835	823	908	877	847	895	5.7%	8.7%	2,519	2,619	4.0%	3,427
Marriage Services	33	26	32	41	46	34	24	(29.8)%	(25.8)%	92	104	13.3%	132
Revenue	895	876	853	861	955	922	900	(2.4)%	5.6%	2,623	2,777	5.9%	3,484
Matchmaking Services	859	851	826	822	911	886	878	(0.9)%	6.3%	2,536	2,675	5.5%	3,358
Marriage Services	36	24	27	40	44	36	22	(39.6)%	(17.8)%	87	102	17.8%	126
Deferred Revenue (As at end of)	650	635	635	721	692	653	673	3.0%	6.0%	635	673	6.0%	721
Matchmaking Services	647	629	624	709	678	641	659	2.8%	5.7%	624	659	5.7%	709
Marriage Services	4	6	11	12	14	12	14	16.3%	25.1%	11	14	25.1%	12
EBITDA - Segment*													
Matchmaking Services	318	282	221	192	240	212	186	(12.0)%	(15.8)%	821	638	(22.2)%	1,013
Margin (%)	37.0%	33.1%	26.8%	23.4%	26.4%	23.9%	21.2%			32.4%	23.9%		30.2%
Marriage Services	(30)	(34)	(38)	(34)	(44)	(44)	(46)			(101)	(135)		(135)
Segment EBITDA (Total)	288	248	184	158	196	167	140	(16.4)%	(23.8)%	720	503	(30.0)%	877
Add: Unallocable Income	0.8	5.9	4.7	5.1	3.2	3.4	2.9			11.4	9.5		16.5
Less: Unallocable Expenses	33	31	37	34	30	27	32			100.5	89.3		135
EBITDA - Enterprise*	256	223	151	129	169	144	111	(22.9)%	(26.7)%	631	424	(32.8)%	759
EBITDA Margin (%)	28.6%	25.3%	17.6%	14.9%	17.7%	15.5%	12.3%			23.9%	15.2%		21.7%
Net Profit*	155	131	67	71	93	78	56	(28.3)%	(16.5)%	353	228	(35.6)%	425
Net Profit Margin (%)	17.3%	14.9%	7.8%	8.2%	9.7%	8.5%	6.2%			13.4%	8.2%		12.1%
Diluted EPS (Rs.)	6.8	5.7	2.9	3.1	4.1	3.4	2.5	(28.3)%	(16.4)%	15.5	10.0	(35.6)%	18.6
Marketing Expenses- Enterprise	160	187	222	241	264	259	272	4.8%	22.3%	569	794	39.5%	810
EBITDA (Enterprise) excluding Marketing	416	410	373	370	433	403	382	(5.1)%	2.5%	1,573	1,218	(22.6)%	1,570
Margin %	46%	47%	44%	43%	45%	43%	42%			60%	44%		45%
Marketing Expenses- Matchmaking	154	182	217	238	259	255	267	5.0%	23.4%	553	781	41.4%	791
EBITDA (Matchmaking) excluding Marketing	472	463	438	430	499	467	454	(2.7)%	3.6%	1,811	1,420	(21.6)%	1,804
Margin %	55%	54%	53%	52%	55%	53%	52%			71%	53%		54%

*Company has adopted Ind AS 116 "Leases" using full retrospective method. Consequently, Depreciation and Interest expenses are recognised in lieu of Rent expenses. 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	Q2 FY2020	Q3 FY2020	Growth % QoQ (Q3)	Growth % YoY (Q3)	9M FY2019	9M FY2020	Growth % YoY (9M)	Year Ended FY19
Ever Registrations (in mn)	31.49	32.49	33.46	34.54	35.80	37.11	38.37	3.4%	14.7%	33.46	38.37	14.7%	34.54
Active Profiles (in mn)	3.53	3.57	3.59	3.72	4.00	4.27	4.38	2.6%	21.9%	3.59	4.38	21.9%	3.72
Free Registrations (in mn)- during	1.02	1.00	0.97	1.08	1.25	1.32	1.25	(4.6)%	29.1%	2.99	3.82	27.8%	4.08
Average Free Registrations Per Day	11,216	10,862	10,561	12,040	13,780	14,301	13,636	(4.6)%	29.1%	10,878	13,906	27.8%	11,165
Paid Subscriptions (in mn)- during	0.19	0.18	0.17	0.18	0.18	0.17	0.17	1.8%	(0.8)%	0.55	0.52	(5.3)%	0.73
ATV (Rs.)	4,477	4,542	4,699	5,025	4,958	4,963	5,153	3.8%	9.7%	4,569	5,025	10.0%	4,682

