

May 20, 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 year ended 31st March 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 year ended March 31, 2020.

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	Q4 FY2020	Growth % QoQ (Q4)	Growth % YoY (Q4)	FY19	FY20	Growth % YoY
Billings	893	862	855	948	923	881	919	963	4.8%	1.5%	3,559	3,686	3.6%
Matchmaking Services	860	835	823	908	877	847	895	947	5.9%	4.3%	3,427	3,566	4.1%
Marriage Services	33	26	32	41	46	34	24	16	(34.1)%	(61.2)%	132	119	(9.6)%
Revenue	895	876	853	861	955	922	900	941	4.5%	9.3%	3,484	3,718	6.7%
Matchmaking Services	859	851	826	822	911	886	878	930	5.8%	13.1%	3,358	3,604	7.3%
Marriage Services	36	24	27	40	44	36	22	11	(47.6)%	(70.9)%	126	114	(9.9)%
Deferred Revenue (As at end of)	650	635	635	721	692	653	673	697	3.6%	(3.4)%	721	697	(3.4)%
Matchmaking Services	647	629	624	709	678	641	659	679	3.0%	(4.3)%	709	679	(4.3)%
Marriage Services	4	6	11	12	14	12	14	18	31.8%	51.9%	12	18	51.9%
EBITDA - Segment*													
Matchmaking Services	318	282	221	192	240	212	186	204	9.4%	6.1%	1,013	842	(16.9)%
Margin (%)	37.0%	33.1%	26.8%	23.4%	26.4%	23.9%	21.2%	21.9%			30.2%	23.4%	
Marriage Services	(30)	(34)	(38)	(34)	(44)	(44)	(46)	(35)			(135)	(170)	
Segment EBITDA (Total)	288	248	184	158	196	167	140	169	20.7%	6.9%	877	672	(23.4)%
Add: Unallocable Income	1	6	5	5	3	3	3	6			17	15	
Less: Unallocable Expenses	33	31	37	34	30	27	32	38			135	127	
EBITDA - Enterprise*	256	223	151	129	169	144	111	137	23.4%	6.0%	759	560	(26.2)%
EBITDA Margin (%)	28.6%	25.3%	17.6%	14.9%	17.7%	15.5%	12.3%	14.4%			21.7%	15.0%	
Net Profit*	155	131	67	71	93	78	56	68	20.9%	(4.5)%	425	295	(30.4)%
Net Profit Margin (%)	17.3%	14.9%	7.8%	8.2%	9.7%	8.5%	6.2%	7.2%			12.1%	7.9%	
Diluted EPS (Rs.)	6.8	5.7	2.9	3.1	4.1	3.4	2.5	3.0	20.9%	(4.5)%	18.6	12.9	(30.4)%
Marketing Expenses- Enterprise	160	187	222	241	264	259	272	286	5.4%	18.6%	810	1,080	33.3%
EBITDA (Enterprise) excluding Marketing	416	410	373	370	433	403	382	423	10.6%	14.2%	1,570	1,640	4.5%
Margin %	46%	47%	44%	43%	45%	43%	42%	45%			45%	44%	
Marketing Expenses- Matchmaking	154	182	217	238	259	255	267	287	7.4%	20.5%	791	1,069	35.1%
EBITDA (Matchmaking) excluding Marketing	472	463	438	430	499	467	454	491	8.2%	14.1%	1,804	1,911	5.9%
Margin %	55%	54%	53%	52%	55%	53%	52%	53%			54%	53%	

*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	Q4 FY2020	Growth % QoQ (Q4)	Growth % YoY (Q4)	FY19	FY20	Growth % YoY
Ever Registrations (in mn)	31.49	32.49	33.46	34.54	35.80	37.11	38.37	39.82	3.8%	15.3%	34.54	39.82	15.3%
Active Profiles (in mn)	3.53	3.57	3.59	3.72	4.00	4.27	4.38	4.60	5.0%	23.6%	3.72	4.60	23.6%
Free Registrations (in mn)- during	1.02	1.00	0.97	1.08	1.25	1.32	1.25	1.45	15.7%	33.9%	4.08	5.28	29.5%
Average Free Registrations Per Day	11,216	10,862	10,561	12,040	13,780	14,301	13,636	15,949	17.0%	32.5%	11,165	14,414	29.1%
Paid Subscriptions (in mn)- during	0.19	0.18	0.17	0.18	0.18	0.17	0.17	0.18	5.7%	1.6%	0.73	0.70	(3.6)%
ATV (Rs.)	4,477	4,542	4,699	5,025	4,958	4,963	5,153	5,166	0.3%	2.8%	4,682	5,061	8.1%

Company Secretary