

February 02, 2018

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 copy of Investor presentation 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, 2017.

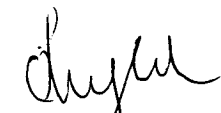
The aforesaid information is also being hosted on the website of the Company viz., www.matrimony.com.

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 Revenue Metrics

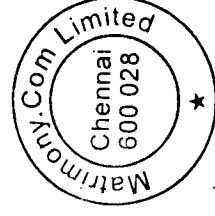
As at end of/during	Q1 FY2017	Q2 FY2017	Q3 FY2017	Q4 FY2017	Q1 FY2018*	Q2 FY2018	Q3 FY2018	Growth % Y-o-Y (Q3)	9 Months Ended FY17	9 Months Ended FY18	Growth % Y-o-Y (9m)
Ever Registrations (in mn)	24.27	25.02	25.84	26.75	27.65	28.51	29.47	14.1%	25.84	29.47	14.1%
Active Profiles (in mn)	2.66	2.75	2.89	3.03	3.08	3.19	3.29	13.7%	2.89	3.29	13.7%
Free Registration (in mn)	0.74	0.75	0.82	0.91	0.90	0.87	0.95	16.2%	2.31	2.73	18.1%
Average Free Registration Per Day	8,132	8,119	8,927	10,098	9,903	9,464	10,375	16.2%	8,393	9,914	18.1%
Paid Subscription (000's)	177	170	169	186	190	177	187	10.8%	516	553	7.2%
ATV (in Rs)	3,946	4,002	4,057	4,245	4,242	4,339	4,371	7.7%	4,001	4,316	7.9%

Key Financial Metrics

Enterprise (₹ million)	Q1 FY2017	Q2 FY2017	Q3 FY2017	Q4 FY2017	Q1 FY2018*	Q2 FY2018	Q3 FY2018	Growth % Y-o-Y (Q3)	9 Months Ended FY17	9 Months Ended FY18	Growth % Y-o-Y (9m)
Revenue	714	736	725	754	839	836	837	15.4%	2,175	2,512	15.5%
EBITDA	122	148	161	158	197	206	174	7.8%	432	577	33.8%
Net Profit	93	117	131	88	149	192	230	75.1%	342	570	67.0%
Diluted EPS (Rs.)	4.4	5.5	6.1	4.1	6.9	8.9	10.5	70.6%	15.9	25.9	62.8%
EBITDA Margin (%)	17.1%	20.1%	22.2%	20.9%	23.5%	24.6%	20.8%		19.8%	23.0%	
Net Profit Margin (%)	13.1%	15.9%	18.1%	11.7%	17.7%	22.9%	27.5%		15.7%	22.7%	

Segment (₹ million)	Q1 FY2017	Q2 FY2017	Q3 FY2017	Q4 FY2017	Q1 FY2018*	Q2 FY2018	Q3 FY2018	Growth % Y-o-Y (Q3)	9 Months Ended FY17	9 Months Ended FY18	Growth % Y-o-Y (9m)
Segment Revenue											
Matchmaking Services	685	706	700	717	790	790	797	14.0%	2,091	2,377	13.7%
Marriage Services	28	30	26	37	49	46	39	53.7%	83	134	60.7%
Total	713	736	725	754	838	836	837	15.4%	2,174	2,511	15.5%
Deferred Revenue (As at end of)											
Matchmaking Services	533	509	494	563	582	563	587	19.0%	494	587	19.0%
Marriage Services	18	18	19	19	18	16	11	16.9%	19	11	16.9%
Total	551	527	512	582	600	579	599		512	599	
Segment EBITDA											
Matchmaking Services	183	200	216	215	261	267	250	16.0%	598	779	30.2%
Marriage Services	-37	-23	-30	-31	-36	-38	-51	7.7%	-91	-125	28.8%
Total	146	176	186	184	225	229	200		508	654	
Add: Unallocable Income	0.5	0.4	0.1	0.2	0.1	0.8	0.0		0.9	0.9	
Less: Unallocable Expenses	24	29	24	27	28	24	26		77	78	
EBITDA (Enterprise)	122	148	161	158	197	206	174	7.8%	432	577	33.8%

Note: Q4 of FY17 financials as per IGAAP



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