

August 07, 2019

<b>National Stock Exchange of India Ltd</b> Exchange Plaza, 5th Floor Plot No: C/1, G Block Bandra Kurla Complex, Bandra (E) Mumbai – 400 051	<b>Corporate Relationship Department</b> BSE Ltd., Phiroze Jeejeebhoy Towers Dalal Street, Mumbai – 400 001
---	--

Dear Sirs,

**Sub: Intimation under Regulation 30 (4) and 33 of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015**

**Ref: Scrip Code – BSE: 540704; NSE: MATRIMONY**

Pursuant to Regulation 30 (4) and 33 of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 (LODR), the Audit Committee and the Board of Directors of the Company at their meeting held on 07<sup>th</sup> August 2019, have approved the following,

1. The Un-audited consolidated financial results of the Company as per Indian Accounting Standards (Ind AS) for the quarter ended June 30, 2019;
2. The Un-audited standalone financial results of the Company as per Ind AS for the quarter ended June 30, 2019;

In this regard, Please find enclosed the copy of the Un-audited Standalone and Consolidated financial results for the quarter ended June 30, 2019 along with the limited review report provided by the Statutory Auditors.

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, 10<sup>th</sup> Floor, MRC Nagar, Chennai – 600028**

**Independent Auditor's Review Report on the Quarterly Unaudited Consolidated Financial Results of Matrimony.com Limited Pursuant to the Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, as amended****Review Report to  
The Board of Directors  
Matrimony.com Limited**

1. We have reviewed the accompanying Statement of Unaudited Consolidated Financial Results of Matrimony.com Limited ("the Parent") and its subsidiaries (the Parent and its subsidiaries together referred to as 'the Group'), for the quarter ended June 30, 2019 (the "Statement") attached herewith, being submitted by the Parent pursuant to the requirements of Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 as amended ('the Regulation'), read with SEBI Circular No. CIR/CFD/CMD1/44/2019 dated March 29, 2019 ('the Circular').
2. This Statement, which is the responsibility of the Parent's Management and approved by the Parent's Board of Directors, has been prepared in accordance with the recognition and measurement principles laid down in Indian Accounting Standard 34, (Ind AS 34) "Interim Financial Reporting" prescribed under Section 133 of the Companies Act, 2013 as amended, read with relevant rules issued thereunder and other accounting principles generally accepted in India read with the Circular. Our responsibility is to express a conclusion on the Statement based on our review.
3. We conducted our review of the Statement in accordance with the Standard on Review Engagements (SRE) 2410, "Review of Interim Financial Information Performed by the Independent Auditor of the Entity" issued by the Institute of Chartered Accountants of India. A review of interim financial information consists of making inquiries, primarily of persons responsible for financial and accounting matters, and applying analytical and other review procedures. A review is substantially less in scope than an audit conducted in accordance with Standards on Auditing and consequently does not enable us to obtain assurance that we would become aware of all significant matters that might be identified in an audit. Accordingly, we do not express an audit opinion.  
  
We also performed procedures in accordance with the Circular issued by the Securities and Exchange Board of India under Regulation 33(8) of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 as amended, to the extent applicable.
4. The Statement includes the results of the following entities:
  - a. Matrimony.com Limited (Holding Company)
  - b. Sys India Private Limited (Subsidiary Company)
  - c. Consim Info USA Inc., USA (Subsidiary Company)
  - d. Matrimony DMCC (Subsidiary Company)
5. Based on our review conducted and procedures performed as stated in Paragraph 3 above and based on the consideration of the review reports of other auditors referred to in Paragraph 6 below, nothing has come to our attention that causes us to believe that the accompanying Statement, prepared in accordance with recognition and measurement principles laid down in the aforesaid Indian Accounting Standard specified under Section 133 of the Companies Act, 2013, as amended, read with relevant rules issued thereunder and other accounting principles generally accepted in India, has not disclosed the information required to be disclosed in terms of the Regulation, read with the Circular, including the manner in which it is to be disclosed, or that it contains any material misstatement.



# **S.R. BATLIBOI & ASSOCIATES LLP**

Chartered Accountants

6. We did not review the interim financial results of three subsidiaries, included in the Consolidated Unaudited Financial Results, whose interim financial results reflect total revenues of Rs. 149.19 Lakhs, total net profit after tax of Rs. 68.79 Lakhs and total comprehensive income of Rs. 67.64 Lakhs, for the quarter ended June 30, 2019, as considered in the Consolidated Unaudited Financial Results. These interim financial results have been reviewed by other auditors, whose reports have been furnished to us by the management and our conclusion on the Statement, in so far as it relates to the amounts and disclosures in respect of these subsidiaries is based solely on the report of the other auditors and procedures performed by us as stated in Paragraph 3 above. Our conclusion on the Statement is not modified in respect of the above matter.

**For S.R. BATLIBOI & ASSOCIATES LLP**

Chartered Accountants

**ICAI Firm registration number: 101049W/E300004**

*Aravind K*

**per Aravind K**

Partner

Membership No.: 221268

UDIN: 19221268AAAAAZ3338

Place: Chennai

Date: August 7, 2019



**MATRIMONY.COM LIMITED**

CIN:L63090TN2001PLC047432

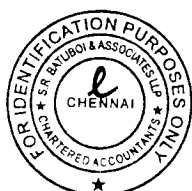
Registered Office and Corporate Office: TVH Beliciaa Towers, Tower II, 10th Floor, No. 94, MRC Nagar, Mandaveli, Chennai - 600028

**STATEMENT OF UNAUDITED CONSOLIDATED FINANCIAL RESULTS FOR THE QUARTER ENDED JUNE 30, 2019**

	Rs. In lakhs			
	QUARTER ENDED			YEAR ENDED
Particulars	June 30, 2019 (Unaudited)	March 31, 2019 (Audited) (refer note e)	June 30, 2018 (Unaudited)	March 31, 2019 (Audited)
<b>1. Income</b>				
Revenue from contracts with customers	9,549.02	8,610.75	8,948.68	34,842.75
Other income	441.63	436.23	280.56	1,558.68
<b>Total income</b>	<b>9,990.65</b>	<b>9,046.98</b>	<b>9,229.24</b>	<b>36,401.43</b>
<b>2. Expenses:</b>				
Employee benefits expense	3,891.37	3,610.00	3,492.26	14,148.06
Advertisement and business promotion expenses	2,635.14	2,412.29	1,598.53	8,103.83
Other expenses	1,359.95	1,351.67	1,302.13	5,163.03
Depreciation and amortisation expense	657.30	652.00	627.85	2,651.01
Finance cost	125.48	126.49	100.85	485.87
<b>Total expenses</b>	<b>8,669.24</b>	<b>8,152.45</b>	<b>7,121.62</b>	<b>30,551.80</b>
<b>3. Profit before tax (1-2)</b>	<b>1,321.41</b>	<b>894.53</b>	<b>2,107.62</b>	<b>5,849.63</b>
<b>4. Tax expenses</b>				
Current tax	304.61	143.58	531.31	1,568.71
Tax relating to earlier years	-	-	-	6.81
Deferred tax (net)	84.36	40.80	25.29	29.05
<b>Total tax expenses</b>	<b>388.97</b>	<b>184.38</b>	<b>556.60</b>	<b>1,604.57</b>
<b>5. Net Profit for the period (3-4)</b>	<b>932.44</b>	<b>710.15</b>	<b>1,551.02</b>	<b>4,245.06</b>
<b>6. Other comprehensive income (net of taxes)</b>				
Items that will not be reclassified to profit and loss in subsequent periods	(15.00)	(24.74)	(16.73)	(62.18)
Items that will be reclassified to profit and loss in subsequent periods	(7.01)	26.75	(28.75)	20.96
<b>7. Total comprehensive income for the period (5+6)</b>	<b>910.43</b>	<b>712.16</b>	<b>1,505.54</b>	<b>4,203.84</b>
<b>Net Profit for the period attributable to:</b>				
- Owners of the Company	932.44	710.15	1,551.02	4,245.06
- Non-Controlling interest	-	-	-	-
<b>Other comprehensive income for the period attributable to:</b>				
- Owners of the Company	(22.01)	2.01	(45.48)	(41.22)
- Non-Controlling interest	-	-	-	-
<b>Total comprehensive income for the period attributable to:</b>				
- Owners of the Company	910.43	712.16	1,505.54	4,203.84
- Non-Controlling interest	-	-	-	-
<b>Paid-up Equity Share Capital</b>				
Equity shares of Rs 5 each	1,136.72	1,136.47	1,136.18	1,136.47
<b>Earnings Per Share (EPS) of Rs.5 each (Rs.)</b>				
	<b>Not Annualised</b>			
Basic (Rs.)	4.10	3.12	6.83	18.68
Diluted (Rs.)	4.08	3.11	6.79	18.59

See accompanying notes to the financial results

Page 1 of 4



**MATRIMONY.COM LIMITED**

CIN:L63090TN2001PLC047432

Registered Office and Corporate Office: TVH Belicia Towers, Tower II, 10th Floor, No. 94, MRC Nagar, Mandaveli, Chennai - 600028

**Segment Results for Consolidated Financial Results**

The Chairman and Managing Director of the Company has been identified as the Chief Operating Decision Maker ('CODM') as defined by Ind AS 108, 'Operating Segments'. Based on review by the CODM, Matchmaking Services and Marriage Services have been identified as reportable segments. The CODM evaluates the segments based on their revenue growth and operating income, which are the key drivers of performance of these segments. Due to the difference in relative size, scale and maturity of the Company's segments, material assets and liabilities used in the Company's business are not identified to any of the operating segments, as these are used interchangeably used between the segments. Further, the CODM does not review assets and liabilities at a reportable segment level. Accordingly, while the Company was providing disclosures relating to segment assets and liabilities in addition to segment results as an additional disclosure till March 31, 2019 (using a reasonable allocation basis), effective from the current period, segment disclosures relating to assets and liabilities have not been provided.

**Reporting of Segment wise Revenue and Results for the quarter ended June 30, 2019**

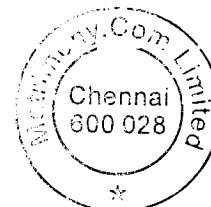
Rs. In lakhs

Particulars	QUARTER ENDED			YEAR ENDED
	June 30, 2019 (Unaudited)	March 31, 2019 (Audited) (refer note e)	June 30, 2018 (Unaudited)	March 31, 2019 (Audited)
<b>Segment Revenue</b>				
Matchmaking services	9,106.09	8,215.44	8,589.86	33,577.77
Marriage services	442.93	395.31	358.82	1,264.98
<b>Total Revenue</b>	<b>9,549.02</b>	<b>8,610.75</b>	<b>8,948.68</b>	<b>34,842.75</b>
<b>Segment Results</b>				
Matchmaking services	1,675.31	1,305.86	2,571.74	7,567.79
Marriage services	(469.02)	(388.66)	(334.75)	(1,509.95)
<b>Total Segment Results</b>	<b>1,206.29</b>	<b>917.20</b>	<b>2,236.99</b>	<b>6,057.84</b>
Less: Interest expenses	(6.32)	(4.70)	(2.44)	(9.48)
Less: Other un-allocable expenditure	(320.19)	(454.18)	(399.26)	(1,757.41)
Add: Other un-allocable income	441.63	436.21	272.33	1,558.68
<b>Profit before tax</b>	<b>1,321.41</b>	<b>894.53</b>	<b>2,107.62</b>	<b>5,849.63</b>

**Segment revenue and expenses:**

Segment revenue and expenses represent relevant amounts that are either directly attributable to individual segment or are attributable to individual segment on a reasonable basis.

Page 2 of 4



**Independent Auditor's Review Report on the Quarterly Unaudited Standalone Financial Results of Matrimony.com Limited Pursuant to the Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, as amended**

**Review Report to  
The Board of Directors  
Matrimony.com Limited**

1. We have reviewed the accompanying statement of Unaudited Standalone Financial Results of Matrimony.com Limited (the 'Company') for the quarter ended June 30, 2019 (the "Statement") attached herewith, being submitted by the Company pursuant to the requirements of Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 ('the Regulation') as amended, read with SEBI Circular No. CIR/CFD/CMD1/44/2019 dated March 29, 2019 ('the Circular').
2. The preparation of the Statement in accordance with the recognition and measurement principles laid down in Indian Accounting Standard 34, (Ind AS 34) "Interim Financial Reporting" prescribed under Section 133 of the Companies Act, 2013, as amended, read with relevant rules issued thereunder and other accounting principles generally accepted in India, read with the Circular is the responsibility of the Company's management and has been approved by the Board of Directors of the Company. Our responsibility is to express a conclusion on the Statement based on our review.

We conducted our review of the Statement in accordance with the Standard on Review Engagements (SRE) 2410, "Review of Interim Financial Information Performed by the Independent Auditor of the Entity" issued by the Institute of Chartered Accountants of India. This standard requires that we plan and perform the review to obtain moderate assurance as to whether the Statement is free of material misstatement. A review is limited primarily to inquiries of company personnel and analytical procedures applied to financial data and thus provides less assurance than an audit. We have not performed an audit and accordingly, we do not express an audit opinion.

3. Based on our review conducted as above, nothing has come to our attention that causes us to believe that the accompanying Statement, prepared in accordance with the recognition and measurement principles laid down in the applicable Indian Accounting Standards ('Ind AS') specified under Section 133 of the Companies Act, 2013 as amended, read with relevant rules issued thereunder and other recognised accounting practices and policies has not disclosed the information required to be disclosed in terms of the Regulation, read with the Circular, including the manner in which it is to be disclosed, or that it contains any material misstatement.

**For S.R. BATLIBOI & ASSOCIATES LLP**

Chartered Accountants

**ICAI Firm registration number: 101049W/E300004**

*Aravind K*  
per Aravind K  
Partner  
Membership No.: 221268



UDIN: 19221268AAAAAY3223

Place: Chennai

Date: August 7, 2019

**MATRIMONY.COM LIMITED**

CIN:L63090TN2001PLC047432

Registered Office and Corporate Office: TVH Belicia Towers, Tower II, 10th Floor, No. 94, MRC Nagar, Mandaveli, Chennai - 600028

**STATEMENT OF UNAUDITED STANDALONE FINANCIAL RESULTS FOR THE QUARTER ENDED JUNE 30, 2019**

Rs. In Lakhs

Particulars	QUARTER ENDED			YEAR ENDED
	June 30, 2019 (Unaudited)	March 31, 2019 (Audited) (refer note e)	June 30, 2018 (Unaudited)	March 31, 2019 (Audited)
<b>1. Income</b>				
Revenue from contracts with customers	9,438.50	8,565.78	8,314.82	33,977.19
Other income	446.96	436.73	284.76	1,570.73
<b>Total income</b>	<b>9,885.46</b>	<b>9,002.51</b>	<b>8,599.58</b>	<b>35,547.92</b>
<b>2. Expenses:</b>				
Employee benefits expense	3,864.94	3,576.88	3,488.58	14,093.58
Advertisement and business promotion expenses	2,634.09	2,415.08	1,605.11	8,122.39
Other expenses	1,348.87	1,336.47	1,304.10	5,142.59
Depreciation and amortisation expense	656.17	649.56	627.80	2,648.39
Finance cost	125.12	126.18	100.79	484.32
<b>Total expenses</b>	<b>8,629.19</b>	<b>8,104.17</b>	<b>7,126.38</b>	<b>30,491.27</b>
<b>3. Profit before tax (1-2)</b>	<b>1,256.27</b>	<b>898.34</b>	<b>1,473.20</b>	<b>5,056.65</b>
<b>4. Tax expenses</b>				
Current tax	308.26	140.85	460.57	1,497.47
Tax relating to earlier years	-	-	-	6.81
Deferred tax (net)	84.36	40.80	25.29	29.05
<b>Total tax expenses</b>	<b>392.62</b>	<b>181.65</b>	<b>485.86</b>	<b>1,533.33</b>
<b>5. Net Profit for the period (3-4)</b>	<b>863.65</b>	<b>716.69</b>	<b>987.34</b>	<b>3,523.32</b>
<b>6. Other comprehensive income (net of taxes)</b>				
Items that will not be reclassified to profit and loss in subsequent periods	(15.00)	(24.73)	(16.73)	(62.18)
Items that will be reclassified to profit and loss in subsequent periods	(5.86)	27.88	(17.31)	35.27
<b>7. Total comprehensive income for the period (5+6)</b>	<b>842.79</b>	<b>719.84</b>	<b>953.30</b>	<b>3,496.41</b>
<b>Paid-up Equity Share Capital</b>				
Equity shares of Rs 5 each	1,136.72	1,136.47	1,136.18	1,136.47
<b>Earnings Per Share (EPS) of Rs.5 each (Rs.)</b>				
Basic	3.80	3.15	4.35	15.50
Diluted	3.78	3.14	4.32	15.43

See accompanying notes to the financial results

**Segment Results for Standalone Financial Results**

The Chairman and Managing Director of the Company has been identified as the Chief Operating Decision Maker ('CODM') as defined by Ind AS 108, 'Operating Segments'. Based on review by the CODM, Matchmaking Services and Marriage Services have been identified as reportable segments. The CODM evaluates the segments based on their revenue growth and operating income, which are the key drivers of performance of these segments. Due to the difference in relative size, scale and maturity of the Company's segments, material assets and liabilities used in the Company's business are not identified to any of the operating segments, as these are used interchangeably used between the segments. Further, the CODM does not review assets and liabilities at a reportable segment level. Accordingly, while the Company was providing disclosures relating to segment assets and liabilities in addition to segment results as an additional disclosure till March 31, 2019 (using a reasonable allocation basis), effective from the current period, segment disclosures relating to assets and liabilities have not been provided.

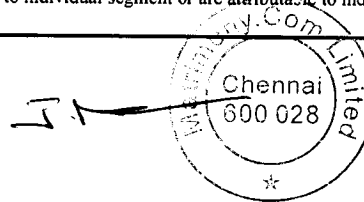
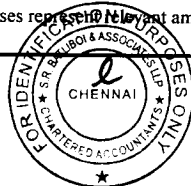
**Reporting of Segment wise Revenue and Results for the quarter ended June 30, 2019**

Rs. In lakhs

Particulars	QUARTER ENDED			YEAR ENDED
	June 30, 2019 (Unaudited)	March 31, 2019 (Audited) (refer note e)	June 30, 2018 (Unaudited)	March 31, 2019 (Audited)
<b>Segment Revenue</b>				
Matchmaking services	8,995.57	8,170.47	7,956.00	32,712.21
Marriage services	442.93	395.31	358.82	1,264.98
<b>Total Revenue</b>	<b>9,438.50</b>	<b>8,565.78</b>	<b>8,314.82</b>	<b>33,977.19</b>
<b>Segment Results</b>				
Matchmaking services	1,603.49	1,306.84	1,928.00	6,743.26
Marriage services	(474.60)	(388.64)	(334.75)	(1,509.92)
<b>Total Segment Results</b>	<b>1,128.89</b>	<b>918.20</b>	<b>1,593.25</b>	<b>5,233.34</b>
Less: Interest expenses	(5.96)	(4.39)	(2.38)	(7.92)
Less: Other un-allocable expenditure	(313.62)	(452.19)	(402.43)	(1,739.50)
Add: Other un-allocable income	446.96	436.72	284.76	1,570.73
<b>Profit before tax</b>	<b>1,256.27</b>	<b>898.34</b>	<b>1,473.20</b>	<b>5,056.65</b>

**Segment revenue and expenses:**

Segment revenue and expenses reported above are not amounts that are either directly attributable to individual segment or are attributable to individual segment on a reasonable basis.



**MATRIMONY.COM LIMITED**

CIN:L63090TN2001PLC047432

Registered Office and Corporate Office: TVH Belicia Towers, Tower II, 10th Floor, No. 94, MRC Nagar, Mandaveli, Chennai - 600028

**NOTES :**

a) The above unaudited consolidated and standalone financial results as reviewed by the Audit Committee have been approved by Board of Directors at its meeting held on August 7, 2019. The Statutory Auditors has conducted Limited review of these results in terms of Regulation 33 of Securities Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations 2015 (as amended).

b) The Consolidated financial results of the Company comprising its wholly owned subsidiaries (together 'the Group') includes the results of the following entities:

Company	Relationship under Ind AS
Sys India Private Limited	Subsidiary
Consim Info USA Inc	Subsidiary
Matrimony DMCC, Dubai	Subsidiary

c) Effective April 1, 2019, the Company has adopted Ind AS 116 "Leases" and applied to all lease contracts existing on April 1, 2018 (transition date) using the full retrospective method and has determined the lease liability at the present value of the lease payments discounted at the incremental borrowing rate for different periods and recognised a Right of use (ROU) asset, as if the standard had been applied from the date of commencement the respective leases. In the statement of profit and loss, the nature of expenses in respect of leases has changed from lease rent in the earlier periods to depreciation cost on the ROU asset and finance cost on lease liability as per Ind AS 116. The cumulative impact of the adoption of this standard (net of taxes) has been debited to retained earnings, as at the transition date. Further, the comparative figures for the quarter and year ended March 31, 2019 and the quarter ended June 30, 2018 have been restated to reflect the adoption of Ind AS 116. The adoption of Ind AS 116 has not resulted in material impact on the net profit across the various periods presented.

d) During the quarter, 45,200 stock options were granted to employees and 4,950 stock options were exercised by eligible employees. The total outstanding stock options as at June 30, 2019 is 2,27,328.

e) The figures for the quarter ended March 31, 2019 are the balancing figures between audited figures in respect of the full financial year end March 31, 2019 and the un-audited published year to date figures up to December 31, 2018, being the end of the third quarter of the financial year which were subjected to a limited review.

f) Figures of the previous periods, wherever necessary, have been regrouped / reclassified to conform to the current periods presentation.

g) The above consolidated and standalone financial results are also available on the stock exchange websites [www.bseindia.com](http://www.bseindia.com) and [www.nseindia.com](http://www.nseindia.com) and on our website [www.matrimony.com](http://www.matrimony.com).

Place : Chennai  
Date : August 7, 2019



For Matrimony.Com Limited

  
Murugavel Janakiraman  
Chairman & Managing Director