# matrimony.com

#### October 31, 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 Jeejheebhoy Towers Dalal Street, Mumbai – 400 001  $\sqrt{\phantom{a}}$ 

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 31st October 2018, have approved the following,

- 1. The Un-audited consolidated financial results of the Company as per Indian Accounting Standards (Ind AS) for the quarter and half year ended September 30, 2018;
- 2. The Un-audited standalone financial results of the Company as per Ind AS for the quarter and half year ended September 30, 2018;

In this regard, Please find enclosed the copy of the Un-audited Standalone and Consolidated financial results for the quarter and half year ended September 30, 2018 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, 10th Floor, MRC Nagar, Chennai - 600028

# S.R. BATLIBOI & ASSOCIATES LLP

Chartered Accountants

6th Floor - "A" Block Tidel Park, No. 4 Rajiv Gandhi Salai Taramani, Chennai - 600 113, India

Tel: +91 44 6117 9000

### Limited Review Report - Ind AS Consolidated Financial Results

Review Report to The Board of Directors Matrimony.com Limited

- 1. We have reviewed the accompanying Statement of Unaudited Consolidated Ind AS financial results of Matrimony.com Limited (the 'Company') comprising its subsidiaries (together referred to as 'the Group'), for the quarter ended September 30, 2018 and year to date from April 1, 2018 to September 30, 2018 (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'), read with SEBI Circular No. CIR/CFD/FAC/62/2016 dated July 5, 2016 ('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 read with Rule 3 of Companies (Indian Accounting Standards) Rules, 2015, as amended, 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 issue express a conclusion on the Statement based on our review.
- 3. We conducted our review 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.
- 4. The Statement includes the results of the following subsidiaries:
  - a. Community Matrimony Private Limited
  - b. Consim Info USA Inc., USA
  - c. Matchify Services Private Limited
  - d. Sys India Private Limited
  - e. Tambulya Online Marketplace Private Limited
- 5. Based on our review conducted as above and based on the consideration of the reports of other auditors on the unaudited separate quarterly financial results and on the other financial information of subsidiaries, nothing has come to our attention that causes us to believe that the accompanying Statement of unaudited consolidated Ind AS financial results prepared in accordance with recognition and measurement principles laid down in the applicable Indian Accounting Standards specified under Section 133 of the Companies Act, 2013, 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.
- 6. We did not review the financial statements and other financial information, in respect of two subsidiaries, whose Ind AS financial statements include total assets of Rs 420.68 lakhs as at September 30, 2018, and total revenues of Rs 159.53 lakhs and 814.51 lakhs for the quarter and the year to date period ended on that date respectively. These Ind AS financial statements and other financial information have been reviewed by other auditors, which financial statements, other financial information and auditor's reports have been furnished to us by the management. Our conclusion, in so far as it relates to the affairs of such subsidiaries is based solely on the report of other auditors. Our conclusion is not modified in respect of this matter.



# S.R. BATLIBOI & ASSOCIATES LLP

Chartered Accountants

7. We did not review the unaudited financial statements and other financial information, in respect of three subsidiaries, whose Ind AS financial statements include total assets of Rs.Nil as at September 30, 2018, and total revenues of Rs.Nil and Rs,Nil for the quarter and the year to date period ended on that date respectively. These Ind AS financial statements and other financial information have been furnished to us by the management and our conclusion, in so far as it relates to the affairs of such subsidiaries is based solely on such unaudited financial statements and other financial information. Our conclusion is not modified in respect of this matter.

For S.R. BATLIBOI & ASSOCIATES LLP

Chartered Accountants

ICAI Firm registration number: 101049W/E300004

Chennai

per Aravind K

Partner

Membership No.: 221268

Place: Chennai

Date: October 31, 2018

# S.R. BATLIBOI & ASSOCIATES LLP

Chartered Accountants

6th Floor - "A" Block Tidel Park, No. 4 Rajiv Gandhi Salai

Taramani, Chennai - 600 113, India

Tel: +91 44 6117 9000

# Limited Review Report- Ind AS Standalone Financial Results

Review Report to The Board of Directors Matrimony.com Limited

- 1. We have reviewed the accompanying Statement of Unaudited Standalone Ind AS financial results of Matrimony.com Limited (the 'Company') for the quarter ended September 30, 2018 and year to date from April 1, 2018 to September 30, 2018 (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'), read with SEBI Circular No. CIR/CFD/FAC/62/2016 dated July 5, 2016 ('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 read with Rule 3 of Companies (Indian Accounting Standards) Rules, 2015, as amended, 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.
- 3. We conducted our review 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.
- 4. 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, 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

per Aravind K

Partner

Membership No.: 221268

Place: Chennai

Date: October 31, 2018



CIN:L63090TN2001PLC047432

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

## $STATEMENT\ OF\ UNAUDITED\ CONSOLIDATED\ FINANCIAL\ RESULTS\ FOR\ THE\ QUARTER\ AND\ HALF\ YEAR\ ENDED\ SEPTEBER\ 30,2018$

Rs. In lakhs

						Rs. In lakhs
	Q	UARTER ENDE	D	HALF YEAR ENDED		YEAR ENDED
Particulars	September 30, 2018 (Unaudited)	June 30, 2018 (Unaudited)	September 30, 2017 (Unaudited)	September 30, 2018 (Unaudited)	September 30, 2017 (Unaudited)	March 31, 2018 (Audited)
1. Income						
Revenue from operations (net)	8,758.11	8,948.68	8,359.51	17,706.79	16,743.56	33,544.49
Other income	59 19	8.22	7.81	67,41	8.72	9 33
Total income	8,817.30	8,956.90	8,367.32	17,774.20	16,752.28	33,553.82
2. Expenses:						
Employee benefits expense	3,459.09	3,492.26	3,288.95	6,951.35	6,498.82	13,288 98
Advertisement and business promotion expenses	1,873.20	1,598.53	1,290.26	3,471.73	2,681.34	5,603 20
Other expenses	1,744.37	1,748.86	1,726.99	3,493.23	3,536.86	6,892.92
Total expenses	7,076.66	6,839.65	6,306.20	13,916.31	12,717.02	25,785.10
3. Earnings before exceptional items, interest, tax, depreciation and						
amortisation (EBITDA) (1-2)	1,740.64	2,117.25	2,061.12	3,857.89	4,035.26	7,768.72
4. Depreciation and amortisation expense	263.65	267.56	232.94	531.21	480.10	957 45
5. Finance cost	0.41	2.44	58.86	2.85	140.86	153 20
6. Finance income	347.69	272.34	111.36	620.03	215.86	635.20
7. Profit before exceptional items and tax				160 0000	5.7567.6.91	500,00100
(3 - 4 - 5 + 6)	1,824.27	2,119.59	1,880.68	3,943.86	3,630.16	7,293.33
8. Exceptional items (Refer note d)						1,281.92
9. Profit before tax (7 + 8)	1,824.27	2,119.59	1,880.68	3,943.86	3,630.16	8,575.25
10. Tax expenses			,	,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,		, , , , , , , , , , , , , , , , , , , ,
Current tax	593.57	531.31	289.67	1,124.88	562.91	1,287.38
Deferred tax (net)	(104.77)	23.73	(325.37)	(81.04)	(337.00)	(98.39)
Total tax expenses	488.80	555.04	(35.70)	1,043.84	225.91	1,188 99
11. Net Profit for the period (9 - 10)	1,335.47	1,564.55	1,916.38	2,900.02	3,404.25	7,386.26
12. Other comprehensive income (net of taxes)		2,000,000	1,710.00	2,500,02	5,101125	7,500.20
Items that will not be reclassified to profit and loss in subsequent periods	(11.05)	(16.73)	(37.51)	(27.78)	(82.64)	(60 06
Items that will be reclassified to profit and loss in subsequent periods	(51.48)	(28.75)	-	(80.23)	-	10.26
13. Total comprehensive income for the period (11+12)	1,272.94	1,519.07	1,878.87	2,792.01	3,321.61	7,336.46
Net Profit for the period attributable to: - Owners of the Company - Non-Controlling interests	1,335.47	1,564.55	1,916.38	2,900.02	3,404.25	7,386.26
Other comprehensive income for the period attributable to: - Owners of the Company	(62.53)	(45.48)	(37.51)	(108.01)	(82.64)	(49.80)
- Non-Controlling interests  Total comprehensive income for the period attributable to:  - Owners of the Company - Non-Controlling interests	- 1,272.94 -	1,519.07 -	- 1,878.87 -	2,792.01	3,321.61	7,336.46
Daid on Fault. Chara Carifal						
Paid-up Equity Share Capital						
Equity shares of Rs 5 each	1,136.46	1,136.18	1,129.73	1,136.46	1,129.73	1,135.55
Earnings Per Share (EPS) of Rs.5 each (Rs.)	Not Annualised					
Basic (Rs.)	5.88	6.89	9.00	12.76	15.98	33.61
Diluted (Rs.)	5.85	6.85	8.89	12.70	15.80	33.40

See accompanying notes to the financial results

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### CIN:L63090TN2001PLC047432

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

UNAUDITED CONSOLIDATED STATEMENT OF ASSETS AND LIABILITIES		Rs. In lakhs
	As at	As at March
	September 30,	31, 2018
	2018 (Unaudited)	(Audited)
ASSETS	(Chauditea)	<del>                                     </del>
Non-current assets		
Property, plant and equipment	6,621.10	6,245.43
Capital work-in progress	278.17	
Intangible assets	389.67	
Intangible assets under development	2.37	2.37
Financial assets		
(a) Security deposits	878.80	1,010.49
(b) Bank balances other than cash and cash equivalents	0.75	0.75
Deferred tax assets (net)	416.42	280.61
Non-current tax assets (net)	329.53	393.66
Other non-current assets	366,56	333.95
	9,283.37	8,782.88
Current assets	,	
Financial assets		
(a) Security deposits	308.64	282.98
(b) Cash and cash equivalents	739.10	1,663.64
(c) Bank balances other than cash and cash equivalents	6,760.17	8,112.46
(d) Investments	11,031.38	7,372.85
(e) Trade receivables	395.64	376.00
(f) Other financial assets	454.62	292.21
Other current assets	441.47	447.01
	20,131.02	18,547.15
TOTAL ASSETS	29,414.39	27,330.03
EQUITY AND LIABILITIES		
Equity		
Equity share capital	1,136.46	1,135.55
Other equity	18,064.57	15,629.37
Total Equity	19,201.03	16,764.92
Non-current liabilities		
Provisions	38.50	39.64
Other non-current liabilities	38.71	30.31
	77.21	69.95
Current liabilities		
Financial liabilities	1	
(a) Borrowings	-	641.47
(b) Trade payables	2,032.47	1,793.72
(c) Other payables	127.13	45.27
Other current liabilities	7,160.63	7,468.49
Provisions	608.30	
Liabilities for current tax (net)	207.62	77.80
	10,136.15	10,495.16
TOTAL EQUITY AND LIABILITIES	29,414.39	27,330.03
	27,414.07	27,550.05

See accompanying notes to the financial results

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# MATRIMONY.COM LIMITED CIN:L63090TN2001PLC047432

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

### Segment Results for Consolidated Financial Results

In accordance with Ind AS 108 - "Operating Segment Reporting" and evaluation by the Chief Operating Decision Maker, operating segments of the Group consists of Matchmaking services, Marriage services and Others.

Reporting of Segment wise Revenue, Results, Assets and Liabilities for the quarter and half year ended September 30, 2018

Rs. In lakhs

	Q	UARTER ENDE	D	HALF YE	YEAR ENDED	
Particulars	September 30, 2018 (Unaudited)	June 30, 2018 (Unaudited)	September 30, 2017 (Unaudited)	September 30, 2018 (Unaudited)	September 30, 2017 (Unaudited)	March 31, 2018 (Audited)
Segment Revenue						
Matchmaking services	8,513.78	8,589.86	7,902.62	17,103.64	15,798.31	31,907.93
Marriage services	244.33	358.82	456.89	603.15	945.25	1,636.5
Others	-	*	¥.	-	-	
Total Revenue	8,758.11	8,948.68	8,359.51	17,706.79	16,743.56	33,544.49
Segment Results						
Matchmaking services	2,184.76	2,583.20	2,506.74	4,767.96	4,944.11	9,777.6
Marriage services	(369.78)	(334.24)	(397.04)	(704.02)	(772.39)	(1,747 37
Others		-	0.06		(0.06)	(6.22
Total Segment Results	1,814.98	2,248.96	2,109.64	4,063.94	4,171.66	8,024.02
Less: Interest expenses	(0.40)	(2.44)	(58.85)	(2.84)	(140.86)	(153.20
Less: Other un-allocable expenditure	(405.42)	(399.26)	(289.36)	(804.68)	(625.21)	(1,212.75
Add: Other un-allocable income	415.11	272.33	119.25	687.44	224.57	635.20
Add: Exceptional items	-	-	20	20	-	1,281.92
Profit before tax	1,824.27	2,119.59	1,880.68	3,943.86	3,630.16	8,575.2
Segment Assets						
Matchmaking services	3,523.88	3,820.79	3,218.12	3,523.88	3,218.12	3,271.82
Marriage services	335.50	397.80	518.82	335.50		516.1
Others	<u></u>		5.56		5.56	-
Un-allocable assets	25,555.01	24,044.91	25,121.42	25,555.01	25,121.42	23,542.10
Total Segment Assets	29,414.39	28,263.50	28,863.92	29,414.39	28,863.92	27,330.03
Segment Liabilities						
Matchmaking services	8,795.22	8,519.38	8,637.99	8,795.22	8,637.99	8,156.90
Marriage services	539.75	587.74	576.54	539.75	576.54	484 9
Others	-	-	= =====================================			
Un-allocable liabilities	878.39	836.81	7,157.31	878,39	7,157.31	1,923.2
Total Segment Liabilities	10,213.36	9,943.93	16,371.84	10,213.36	16,371.84	10,565.1

#### 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.

#### Segment assets and liabilities:

Segment assets and liabilities include all relevant amounts pertaining to a segment, which are directly attributable to individual segments or are attributable to individual segments on a reasonable basis.

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CIN:L63090TN2001PLC047432

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

# STATEMENT OF UNAUDITED STANDALONE FINANCIAL RESULTS FOR THE QUARTER AND HALF YEAR ENDED SEPTEMBER 30, 2018

Rs. In Lakhs

	QUARTER ENDED			HALF YEAR ENDED		YEAR ENDED
Particulars	September 30, 2018 (Unaudited)	June 30, 2018 (Unaudited)	September 30, 2017 (Unaudited)	September 30, 2018 (Unaudited)	September 30, 2017 (Unaudited)	March 31, 2018 (Audited)
1. Income						
Revenue from operations (net)	8,622.95	8,314.82	7,660.91	16,937.77	15,354.50	30,821.32
Other income	61.53	12.42	11.85	73.95	15.13	23.91
Total income	8,684.48	8,327.24	7,672.76	17,011.72	15,369.63	30,845.23
2. Expenses:					~	
Employee benefits expense	3,455.23	3,488.58	3,285.40	6,943.81	6,491.70	13,274.81
Advertisement and business promotion expenses	1,878.55	1,605.11	1,287.85	3,483.66	2,671.22	5,592.33
Other expenses	1,747.82	1,750.83	1,669.65	3,498.65	3,420.73	6,644.33
Total expenses	7,081.60	6,844.52	6,242.90	13,926.12	12,583.65	25,511.47
3. Earnings before exceptional items, interest, tax, depreciation and			1			
amortisation (EBITDA) (1-2)	1,602.88	1,482.72	1,429.86	3,085,60	2,785.98	5,333.76
Depreciation and amortisation expense	263.59	267.51	232.85	531.10	479.99	957.15
5. Finance cost	0.38	2.38	49.36	2.76	116.72	125.98
6. Finance income	347.69	272.34	112.63	620.03	219.13	639.01
7. Profit before exceptional items and tax	1,686.60	1,485.17	1,260.28	3,171.77	2,408,40	4,889.64
(3-4-5+6)	1,000.00	1,405.17	1,200.20	3,171,77	2,400.40	4,009.04
8. Exceptional items (Refer note d)	-	-		-		1,281.92
9.Profit before tax (7 + 8)	1,686.60	1,485.17	1,260.28	3,171.77	2,408.40	6,171.56
10. Tax expenses						
Current tax	588.44	460.57	289.57	1,049.01	562.69	1,287.12
Deferred tax (net)	(104.78)	23.74	(325.37)	(81.04)	(336.97)	(98.39)
Total tax expenses	483.66	484.31	(35.80)	967.97	225.72	1,188.73
11. Net Profit for the period (9 - 10)	1,202.94	1,000.86	1,296.08	2,203.80	2,182.68	4,982.83
12. Other comprehensive income (net of taxes)						
Items that will not be reclassified to profit and loss in subsequent periods	(11.05)	(16.73)	(37.51)	(27,78)	(82.64)	(60,06)
Items that will be reclassified to profit and loss in subsequent periods	(56.87)	(17.31)	:=	(74.18)	¥	-
13. Total comprehensive income for the period (11+12)	1,135.02	966.82	1,258.57	2,101.84	2,100.04	4,922.77
Paid-up Equity Share Capital						
Equity shares of Rs 5 each	1,136.46	1,136.18	1,129.73	1,136.46	1,129.73	1,135.55
Earnings Per Share (EPS) of Rs.5 each (Rs.)	Not Annualised					
Basic	5.29	4.41	6.08	9.70	10.25	22.67
Diluted	5.27	4.38	6.02	9.65	10 13	22.53

See accompanying notes to the financial results

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#### CIN:L63090TN2001PLC047432

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

UNAUDITED STANDALONE STATEMENT OF ASSETS AND LIABILITIES		Rs. In Lakhs
	As at September 30, 2018	As at March 31 2018 (Audited)
	(Unaudited)	(Auditeu)
ASSETS		l
Non-current assets		
Property, plant and equipment	6,620.89	6,245.14
Capital work-in progress	278.17	
Intangible assets	389.67	515.61
Intangible assets under development	2.37	2.3
Investment in subsidiaries	1.45	1.4
Financial assets		
(a) Security deposits	878.37	1,010.0
(b) Bank balances other than cash and cash equivalents	0.75	0.7
Deferred tax assets (net)	416.42	280.6
Non-current tax assets (net)	304.26	351.7
Other non-current assets	353.65	333.9
	9,246.00	8,741.7
Current assets		
Financial assets		
(a) Security deposits	176.87	155.0-
(b) Cash and cash equivalents	661.01	1,303.6
(c) Bank balances other than cash and cash equivalents	6,760.17	8,112.4
(d) Investments	11,031.38	7,372.8
(e) Trade receivables	294.48	528.20
(f) Other financial assets	413.87	251.95
Other current assets	465.34	430.66
	19,803.12	18,154.81
TOTAL ASSETS	29,049.12	26,896.52
EQUITY AND LIABILITIES		
Equity		
Equity share capital	1,136.46	1,135.5
Other equity	17,927.64	16,182.62
Total equity	19,064.10	17,318.1
Non-current liabilities		
Provisions	38.50	39.6
Other non-current liabilities	38,55	30.3
	77.05	69.95
Current liabilities		
Financial liabilities		
(a) Borrowings	<u>.</u>	641.4
(b) Trade payables		
(i)Total outstanding dues of micro enterprises and small enterprises;		Į .
(ii) Total outstanding dues of creditors other than micro enterprises and small enterprises	1,991.34	1,706.2
(c) Other payables	127.13	45.2
Other current liabilities	7,061.82	6,569.24
Provisions	595.35	468.4
Liabilities for current tax (net)	132.33	77.8
Biadinuss for Cartell lax (life)	9,907.97	9,508.4
	2,50 7.57	2,500.4
TOTAL EQUITY AND LIABILITIES	29,049.12	26,896,5

TOTAL EQUITY AND LIABILITIES

See accompanying notes to the financial results

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#### CIN:L63090TN2001PLC047432

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

#### Segment Results for Standalone Financial Results

In accordance with Ind AS 108 - "Operating Segment Reporting" and evaluation by the Chief Operating Decision Maker, operating segments of the Company consists of Matchmaking services and Marriage services

Reporting of Segment wise Revenue, Results, Assets and Liabilities for the quarter and half year ended September 30, 2018

Rs. In Lakhs

Particulars	September 30, 2018 (Unaudited)	June 30, 2018 (Unaudited)	September 30, 2017 (Unaudited)	September 30, 2018 (Unaudited)	September 30, 2017	March 31, 2018
				(	(Unaudited)	(Audited)
Segment Revenue						
Matchmaking services	8,378.63	7,956.00	7,204.02	16,334.63	14,409.24	29,184.76
Marriage services	244.32	358.82	456.89	603.14	945.26	1,636.56
Total Revenue	8,622.95	8,314.82	7,660.91	16,937.77	15,354.50	30,821.32
Segment Results						
Matchmaking services	2,042.93	1,939.46	1,873.01	3,982.39	3,690.79	7,309 43
Marriage services	(369.77)	(334.24)	(396.89)	(704.01)	(772.40)	(1,736.67)
Total Segment Results	1,673.16	1,605.22	1,476.12	3,278.38	2,918.39	5,572.76
Less: Interest expenses	(0.38)	(2.38)	(49.36)	(2.76)	(116.72)	(125.99)
Less: Other un-allocable expenditure	(395.40)	(402.43)	(290.98)	(797.83)	(627.42)	(1,220.05)
Add: Other un-allocable income	409.22	284.76	124.50	693,98	234.15	662.92
Add: Exceptional items	-	-	•	.=		1,281.92
Profit before tax	1,686.60	1,485.17	1,260,28	3,171.77	2,408.40	6,171.56
Segment Assets						
Matchmaking services	3,157.12	3,473.26	3,494.42	3,157.12	3,494.42	2,927.69
Marriage services	335.50	397.80	510.40	335,50	510.40	516.11
Un-allocable assets	25,556.50	24,046.37	25,124.06	25,556.50	25,124.06	23,452.72
Total Segment Assets	29,049.12	27,917.43	29,128.88	29,049.12	29,128.88	26,896.52
Segment Liabilities						
Matchmaking services	8,566.86	8,172.29	7,102.35	8,566.86	7,102.35	7,238.86
Marriage services	539.75	587.74	576.51	539.75	576.51	484.92
Un-allocable liabilities	878.41	836.81	7,208.01	878.41	7,208.01	1,854.57
Total Segment Liabilities	9,985.02	9,596.84	14,886.87	9,985.02	14,886.87	9,578.35

#### 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.

Segment assets and liabilities include all relevant amounts pertaining to a segment, which are directly attributable to individual segments or are attributable to individual segments on a reasonable basis.

#### 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 October 31, 2018. 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 subsidiaries (together 'the Group') includes the results of the following entities:

Company	Relationship under Ind AS
Community Matrimony Private Limited*	Subsidiary
Sys India Private Limited	Subsidiary
Consim Info USA Inc	Subsidiary
Matchify Services Private Limited*	Subsidiary
Tambulya Online Marketplace Private Limited*	Subsidiary

- \* These subsidiaries have become inactive and the application under section 248(2) of Companies Act, 2013 for removal of names from register of companies has been filed with Registrar of Companies. The results of these subsidiaries are included in the consolidated financial statements of the Group till the period ended March 31, 2018. There are no operations in these companies post this date.
- c) Until March 31, 2018, the Group was managing its overseas business through its wholly owned subsidiary, Consim Info USA under a Business License agreement. With effect from April 1, 2018, the Group changed this arrangement to an Agency model, wherein the Consim Info USA Inc will act as agent instead of a licensee.

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#### MATRIMONY.COM LIMITED CIN:L63090TN2001PLC047432

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

- d) During the year ended March 31 2018, Consim Info Inc., USA, subsidiary of the Company, completed the settlement / payment process in respect of a litigation and based on a call made by the Company, the Promoter paid an agreed sum of Rs.1,281.92 lakhs (\$ 2,000,000) towards his voluntary contribution to the Company under an Inter Se Agreement between the Company including certain subsidiaries and its directors and the Promoter. As the amount involved is significant, the related income has been disclosed as exceptional item in the standalone and consolidated financial results for the year ended March 31, 2018.
- e) The Company had re-assessed the previously unrecognised deferred tax assets on certain temporary differences and recognised deferred tax assets of Rs. 325.37 lakhs in the statement of profit and loss account and Rs 12.60 lakhs in the statement of other comprehensive income for the quarter and half year ended September 30, 2017. Accordingly the deferred tax credit relating to quarter and half year ended September 30, 2017 are not comparable with the other periods presented in these standalone and consolidated financial results.
- f) During the quarter, 5,715 stock options were excercised by eligible employees, and the total outstanding stock options as at September 30, 2018 is 170,478.
- g) Ind AS 115 Revenue from Contracts with Customers, mandatory for reporting periods beginning on or after April 1, 2018, replaces existing revenue recognition requirements. Under the modified retrospective approach there were no significant adjustments required to the retained earnings at April 1, 2018. Also, the application of Ind AS 115 did not have any significant impact on recognition and measurement of revenue and related items in the financial results.
- h) As permitted by Guidance note on Division II Ind AS Schedule III of the Companies Act, 2013 issued by Institute of Chartered Accountants of India, the Group has elected to present earnings before exceptional items, interest, tax, depreciation and amortization (EBITDA) as a separate line item on the face of the Statement of Profit and Loss in the financial statements. The same classification is also followed while presenting the financial results pursuant to the requirements of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 (as amended). The Group has included other income and excluded exceptional items, depreciation and amortisation expense, finance income, finance costs and tax expense for the EBITDA presentation.
- i) Figures of the previous periods, wherever necessary, have been regrouped / reclassified to conform to the current periods presentation.
- j) The above consolidated and standalone financial results are also available on the stock exchange websites www.bseindia.com and www.nseindia.com and on our website www.matrimony.com.

Place: Chennai

Date : October 31, 2018

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Chennai 600 028 Q

For Matrimony.Com Limited

Murugavel Janakiraman Chairman & Managing Director

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