# matrimony.com

### February 4, 2021

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

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 04<sup>th</sup> February 2021, have approved the following,

- 1. The Unaudited consolidated financial results of the Company and its subsidiaries as per Indian Accounting Standards (Ind AS) for the quarter and nine months ended December 31, 2020;
- 2. The Unaudited standalone financial results of the Company as per Ind AS for the quarter and nine months ended December 31, 2020;

In this regard, please find enclosed the copy of the Unaudited Standalone and Consolidated financial results for the quarter and nine months ended December 31, 2020.

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, 5<sup>th</sup> Floor, MRC Nagar, Raja Annamalaipuram Chennai – 600028

6th Floor — A. Block Tidel Park, No. 4 Rajiv Gandhi Salai Taramani, Cherma: 600 113 India Tel : +91 44 6117 9000

Independent Auditor's Review Report on the Quarterly and Year to Date Unaudited Consolidated Financial Results of the 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

- We have reviewed the accompanying Statement of Unaudited Consolidated Financial Results of Matrimony.com Limited (the "Holding Company") and its subsidiaries (the Holding Company and its subsidiaries together referred to as "the Group"), its associate for the quarter ended December 31, 2020 and year to date from April 1, 2020 to December 31, 2020 (the "Statement") attached herewith, being submitted by the Holding Company pursuant to the requirements of Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, as amended (the "Listing Regulations").
- 2. This Statement, which is the responsibility of the Holding Company's Management and approved by the Holding Company'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. 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. 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 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 No. CIR/CFD/CMD1/44/2019 dated March 29, 2019 issued by the Securities and Exchange Board of India under Regulation 33(8) of the Listing Regulations, 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)
  - e. Astro Vision Futuretech Private Limited (Associate)



## S.R. BATLIBOI & ASSOCIATES LLP

Chartered Accountants

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- 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 Standards ('Ind AS') 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 Listing Regulations, including the manner in which it is to be disclosed, or that it contains any material misstatement.
- 6. The accompanying Statement includes the unaudited interim financial results and other financial information, in respect of:
  - three subsidiaries, whose unaudited interim financial results include total revenues of Rs 185.29 Lakhs and Rs 532.62 Lakhs, total net profit after tax of Rs. 76.85 Lakhs and Rs. 218.63 Lakhs, total comprehensive income of Rs. 75.13 Lakhs and Rs. 210.28 Lakhs, for the quarter ended December 31, 2020 and the period ended on that date respectively, as considered in the Statement which have been reviewed by their respective independent auditors.
  - one associate, whose unaudited interim financial results include Group's share of net loss of Rs. 8.54 Lakhs and Rs. 57.56 Lakhs and Group's share of total comprehensive loss of Rs. 8.54 Lakhs and Rs. 57.56 Lakhs for the quarter ended December 31, 2020 and for the period from April 1, 2020 to December 31, 2020 respectively, as considered in the Statement whose interim financial results, other financial information have been reviewed by their respective independent auditors.

The independent auditor's reports on interim financial results of these entities 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 and associate is based solely on the report of such auditors and procedures performed by us as stated in Paragraph 3 above.

Our conclusion on the Statement in respect of matters stated above is not modified with respect to our reliance on the work done and the reports of the other auditors.

For S.R. BATLIBOI & ASSOCIATES LLP Chartered Accountants ICAI Firm registration number: 101049W/E300004

Arither per Aravind K Partner Membership No.: 221268

UDIN: 21221268AAAAAW5728

Place: Chennai Date: February 4, 2021



# S.R. BATLIBOI & ASSOCIATES LLP

Chartered Accountants

6th Floor - 'A Block Tidel Park, No. 4 Rajiv Gandhi Safar Taramani: Chennai - 600 113 India Tel : +91 44 6117 9000

Independent Auditor's Review Report on the Quarterly and Year to Date 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 December 31, 2020 and year to date from April 1, 2020 to December 31, 2020 (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, as amended (the "Listing Regulations").
- 2. This Statement, which is the responsibility of the Company's Management and approved by the Company'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. 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. 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 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.
- 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 aforesaid Indian Accounting Standards ('Ind AS') 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 Listing Regulations, 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 UDIN: 21221268AAAAAX5781 Place: Chennai Date: February 4, 2021



### STATEMENT OF UNAUDITED CONSOLIDATED FINANCIAL RESULTS FOR THE QUARTER AND NINE MONTHS ENDED DECEMBER 31, 2020

	QUARTER ENDED			NINE MONTHS ENDED		Rs. In lakhs	
	December 31.	September 30,	December 31,	December 31.	Y		
Particulars	2020	2020	2019	2020	December 31, 2019	March 31,	
	(Unaudited)	(Unaudited)	(Unaudited)	(Unaudited)	(Unaudited)	2020 (Audited)	
1. Income			(causairea)	(chaudited)	(Onauuneu)	(Anuneu)	
Revenue from contracts with customers	9,669,44	9.326.64	9.001.34	27 (75 02	0.7.772 (7		
Other income	371.02	9.326.64	9,001.34 419.65	27.675.92	27,773.47	37,183.5	
Total income	10,040.46		9,420.99	1.351.12	1,326.27	1,785.9	
2. Expenses:	10,040.40	2.122.00	7,420.99	29,027,04	29,099.74	38,969.4	
Employee benefits expenses	3.011.83	3,200,50	3,858.04	9,522.74	11 55 1 00	15 246 7	
Advertisement and business promotion expenses	3,766.84	3,395.84	2.715.76	9,322.74	11,554.09 7,941.04	15,346.3	
Other expenses	1,062.68	1,080.07	1.350.08	3,279.64	4,136.83	10,802.7	
Depreciation and amortisation expenses	627.52	638.13	720.21	1,944,33	, .	5,585.1	
Finance cost	120.70	114.66	137.21	359.13	2,073.80 399.57	2,796.3	
Total expenses	8,589.57	8,429.20	8,781.30			524.9	
3. Profit before tax and share of profit / (loss) from	0,007.07	0,427.20	04/01:20	24,956.97	26,105.33	35,055,5	
associate (1-2)	1,450.89	1,370.60	639.69	4,070.07	2,994.41	3,913.9	
4. Share of profit/ (loss) of associate	(8.54)	(26.53)		(27.60)			
5. Profit before tax (3+4)	1,442.35		-	(57.56)	-	(6.28	
6. Tax expenses	1,442.35	1,344.07	639.69	4,012.51	2,994.41	3,907.6	
Current tax	329.74	274.28	05.44				
Tax relating to earlier years	529.14	274.20	95.66	940,20	579.55	785.9	
Deferred tax (net)	10.65	43.47	(39.75)		(39.75)	(43.76	
Total tax expenses	340.39	317.75	22.98 <b>78.89</b>	7.48 947.68	179.03	211.9	
7. Net Profit for the period (5-6)	1.101.96	1,026.32	560.80		718.83	954.1	
8. Other comprehensive income (net of taxes)	1,101.20	1,020.32	100.00	3,064.83	2,275.58	2,953.4	
		•	1	1			
Items that will not be reclassified to profit and loss in	5.32	(18.27)	(14.52)	(34.34)	(61.86)	(69.04	
subsequent periods			(1	(34.24)	(01.80)	(09.04	
Items that will be reclassified to profit and loss in	(1.72)	(7.04)	(6.67)	(8.35)	(22.20)		
subsequent periods	(	(1.04)	(0.07)	(0.33)	(22.26)	(17.85	
9. Total comprehensive income for the period (7+8)	1,105.56	1.001.01	539.61	3.022.14	2,191.46	2 8/7 5	
				21244114	2,121.40	2,866.59	
Net Profit for the period attributable to: - Owners of the Company	1 101 05						
- Non-Controlling interest	1,101.96	1.026.32	560.80	3.064.83	2.275.58	2.953.48	
	-	۴.,	-	-	-	-	
Other comprehensive income for the period				Ĩ	1		
attributable to:			4				
- Owners of the Company	3.60	(25.31)	(21.19)	(42.69)	(84.12)	(86.89)	
- Non-Controlling interest	- 1		- 1		-		
Total comprehensive income for the period				1			
attributable to:							
- Owners of the Company	1,105.56	1.001.01	539.61	3.022.14	2,191.46	3 BLX PA	
- Non-Controlling interest		1.001101	-	5,422.14	2,191.40	2,866.59	
			-	-	-	-	
Paid-up Equity Share Capital	l	<u>, , , , , , , , , , , , , , , , , , , </u>				-	
Equity shares of Rs 5 each	1.139.15	1,138.51	1.136.72	1,139.15	1,136.72	1 120 21	
Earnings Per Share (EPS) of Rs.5 each (Rs.)	A		Not Annualised	1,139.13	1,130.72	1,138,31	
Basic (Rs.)	4.84			T	10.02		
Diluted (Rs.)	4,82	4.51 4.49	2.47 2.46	13.46	10.01	12.99	
See accompanying notes to the financial results	7,02	4.47	2.40	13.41	9.96	12.95	

See accompanying notes to the financial results

Page 1 of 4



For Matrimony.Com Limited

J.K

Managing Director

#### MATRIMONY.COM LIMITED CIN:L63090TN2001PLC047432

# Registered Office and Corporate Office: No. 94, TVH Beliciaa Towers, Tower II, 5th Floor, MRC Nagar, Raja Annamalaipuram, 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 and Marriage services.

The Managing Director of the Company has been identified as the Chief Operating Decision Maker (CODM) as defined by Ind AS 108, 'Operating Segments'. The Managing Director reviews the segment performance based on segment results which are the key drivers. Considering, the CODM does not review segment assets and liabilities as the Marriage services segment is significantly smaller compared to the Matchmaking segment and supplemented by the fact that the assets are interchangeably used between segments, the Company has decided to disclose only segment results.

		UARTER ENDE	D	NINE MON	THS ENDED	YEAR ENDER
Particulars	December 31, 2020 (Unaudited)	September 30, 2020 (Unaudited)	December 31, 2019 (Unaudited)	December 31, 2020 (Unaudited)	December 31, 2019 (Unaudited)	March 31, 2020 (Audited)
Segment Revenue					<u> </u>	
Matchmaking services	9,624.03	9,268.14	8,782.32	27,504,73	26,749.16	36,044.3
Marriage services	45.41	58.50	219.02	171.19		
Total Revenue	9,669.44	9,326.64	9,001.34	27.675.92	27,773.47	
Segment Results						
Matchmaking services	1,555.09	1,479,73	1,051,77	4,417.38	4,067.95	5 201 12
Marriage services	(191.01)		(485.19)	(783.35)	(1,431.07)	
Total Segment Results	1,364.08		566.58	3.634.03	2,636.88	(
Less: Interest expenses	(3.59)	(4.15)	(7.93)	(9.86)		3,483.30
Less: Other un-allocable expenditure	(280.62)		(338.61)	(905.22)	(21.23)	(
Add: Other un-allocable income	362.48	446.61	419.65	1,293.56	(947.50).	
Profit before tax	1,442.35	1.344.07	639.69	4,012.51	1,326.26 <b>2,994.4</b> 1	1,791.74 3,907.65

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



For Matrimony.Com Linker.

J.Le\_

Managing Director

Registered Office and Corporate Office: No. 94, TVH Beliciaa Towers, Tower II, 5th Floor, MRC Nagar, Raja Annamalaipuram, Chennai - 600028

## STATEMENT OF UNAUDITED STANDALONE FINANCIAL RESULTS FOR THE QUARTER AND NINE MONTHS ENDED DECEMBER 31, 2020

	QUARTER ENDED			NINE MONTHS ENDED		YEAR ENDEL	
Particulars	December 31,	September 30,	December 31,	December 31,	December 31.	March 31,	
	2020	2020	2019	2020	2019	2020	
	(Unaudited)	(Unaudited)	(Unaudited)	(Unaudited)	(Unaudited)	(Audited)	
I. Income							
Revenue from contracts with customers	9,538.32	9.201.40	8,874.03	27.297.07	27,424.77	36.711.69	
Other income	446.66	579.75	422.46	1.537.54	1,338.60	1,972.00	
Total income	9,984.98	9,781.15	9,296.49	28,834.61	28,763.37	38,683.69	
2. Expenses:						00,003.02	
Employee benefits expenses	2,974.11	3.163.18	3.820.63	9.408.06	11,458.00	15,213,51	
Advertisement and business promotion expenses	3.771.03	3,400.53	2.726.19	9,865.03	7.955.23	10.821.92	
Other expenses	1.047.04	1.065.85	1,325.64	3.236.33	4,079.12	5,507.90	
Depreciation and amortisation expenses	626.71	637.30	719.27	1.941.81	2.070.72	2,792.47	
Finance cost	120.36	114.31	136.90	358.12	398.64	523.55	
Total expenses	8,539.25	8,381.17	8,728.63	24,809,35	25,961.71	34,859.35	
8. Profit before tax (1-2)	1,445.73	1,399,98	567.86	4,025.26	2,801.66	3.824.34	
. Tax expenses		•••••			2,001.00	3,024,34	
Current tax	329.21	274.06	95.31	939,25	582.38	784:39	
Tax relating to earlier years	-	-	(39.75)	-	(39.75)	(39.75	
Deferred tax (net)	10.65	43.47	22.98	7.48	179.03	211.94	
Total tax expenses	339.86	317.53	78.54	946.73	721.66	956.58	
5. Net Profit for the period (3-4)	1,105.87	1,082.45	489.32	3,078.53	2,080.00	2,867.76	
. Other comprehensive income (net of taxes)				0101010		2,007.70	
Items that will not be reclassified to profit and loss in							
subsequent periods							
Items that will be reclassified to profit and loss in	5.32	(18.27)	(14.51)	(34.34)	(61.86)	(68.91)	
subsequent periods							
	-		(9.59)		(29.78)	(35.27)	
. Total comprehensive income for the period (5+6)	1,111.19	1,064.18	465.22	3,044,19	1,988.36	2.763.58	
Paid-up Equity Share Capital							
Equity shares of Rs 5 each	1,139.15	1.138.51	1.136.72	1,139.15	1,136.72	1,138,31	
Carnings Per Share (EPS) of Rs.5 each (Rs.)			Not Annualised				
Desta	4.85	4.75	2.15	13.52	9,15	12.61	
Basic							



For Matrimony.Com Linder

J.

Managing Director

#### MATRIMONY.COM LIMITED CIN:L63090TN2001PLC047432

### Registered Office and Corporate Office: No. 94, TVH Beliciaa Towers, Tower II, 5th Floor, MRC Nagar, Raja Annamalaipuram, 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.

The Managing Director of the Company has been identified as the Chief Operating Decision Maker (CODM) as defined by Ind AS 108, 'Operating Segments'. The Managing Director reviews the segment performance based on segment results which are the key drivers. Considering, the CODM does not review segment assets and liabilities as the Marriage services segment is significantly smaller compared to the Matchmaking segment and supplemented by the fact that the assets are interchangeably used between segments, the Company has decided to disclose only segment results.

#### Reporting of Segment wise Standalone Revenue and Results for the quarter and nine months ended December 31, 2020

	Q	QUARTER ENDED			NINE MONTHS ENDED	
Particulars	December 31, 2020 (Unaudited)	September 30, 2020 (Unaudited)	December 31, 2019 (Unaudited)	December 31, 2020 (Unaudited)	December 31, 2019 (Unaudited)	YEAR ENDED March 31, 2020 (Audited)
Segment Revenue						
Matchmaking services	9,492.91	9,142.89	8,655.01	27,125,87	26,400,46	35,572.51
Marriage services	45.41	58.51	219.02	171.20	1.024.31	1,139.18
Total Revenue	9,538.32	9,201.40	8,874.03	27,297.07	27,424.77	
Segment Results						
Matchmaking services	1.467.18	1.396.59	973.05	4,167.50	3,840.55	4,976,43
Marriage services	(191.01)	(251.95)	(485.19)	(783.36)	(1.436.66)	
Total Segment Results	1,276.17	1,144.64	487.86	3.384.14	2,403.89	3,178.60
Less: Interest expenses	(3.24)	(3.81)	(7.62)	(8.85)	(20.31)	
Less: Other un-allocable expenditure	(273.87)	(320.60)	(334.84)	(887.57)	• • • •	(,
Add: Other un-allocable income	446.67	579.75	422,46	1.537.54	1,338.59	1,978.27
Profit before tax	1,445.73	1,399.98	567.86	4,025.26	2,801.66	3,824.34

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.

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 February 04, 2021. The Statutory Auditors has conducted a 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') and its associate includes the results of the following entities:

Company	Relationship under Ind AS		
Sys India Private Limited	Subsidiary		
Consim Info USA Inc.	Subsidiary		
Matrimony DMCC	Subsidiary		
Astro Vision Futuretech Private Limited	Associate		

c) The Company has considered the possible effects that may result from COVID-19 in the preparation of these financial results, including the impact of this pandemic on its business operations, assessed the Company's liquidity position for the next one year and evaluated the recoverability and carrying value of its assets including Property, plant and equipment, Right of Use assets and Investments as at December 31, 2020. Based on its review, consideration of internal and external information up to the date of approval of these financial results and current indicators of future economic conditions relevant to the Company's operations, management has concluded that there are no adjustments required to the Company's financial results. However, the estimated impact of COVID 19 might vary from the date of approval of these financial results and the Company will continue to monitor any material changes to future economic conditions.

d) The Ministry of Corporate Affairs notified amendment to Ind AS 116, "Leases", that provides an optional practical expedient for lessees from assessing whether a rent concession related to COVID-19 is a lease modification. The Company has elected to account for rent concessions related to COVID-19 the same way as if they were not lease modifications. Accordingly, the Company had recognized Rs. 240.14 lakhs as reversal of lease liability with a corresponding adjustment to the right-of use asset during the quarter ended June 30, 2020,

e) During the quarter, 20,000 stock options were granted to employees and 12,710 stock options exercised by eligible employees. The total outstanding stock options as at December 31, 2020 are 2,19,851,

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.bscindia.com and www.nseindia.com and on our website www.matrimony.com.





For Matrimony.Com Limited

Murugavel Janakiraman Chairman & Managing Director

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