

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 Jeejeebhoy Towers
Dalal Street, Mumbai – 400 001

Dear Sir/Madam,

Sub: Submission of the fact sheet of the Company for the quarter ended 31st December 2020 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, 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, 5th Floor, MRC Nagar, Raja Annamalaipuram
Chennai – 600028**

Data Sheet
Matrimony.com Ltd (Consolidated)

matrimony.com

Key Financial Metrics (₹ million)

Particulars	Q1 FY2020	Q2 FY2020	Q3 FY2020	Q4 FY2020	Q1 FY2021	Q2 FY2021	Q3 FY2021	Growth % QoQ (Q3)	Growth % YoY (Q3)	9M FY2020	9M FY2021	Growth % YoY (9M)	FY19	FY20	Growth % YoY
Billings	923	881	919	963	815	966	1,001	3.6%	9.0%	2,723	2,783	2.2%	3,559	3,686	3.6%
Matchmaking Services	877	847	895	947	812	962	998	3.8%	11.6%	2,619	2,771	5.8%	3,427	3,566	4.1%
Marriage Services	46	34	24	16	4	5	3	(38.2)%	(87.4)%	104	11	(88.9)%	132	119	(9.6)%
Revenue	955	922	900	941	868	933	967	3.6%	7.4%	2,777	2,767	(0.4)%	3,484	3,718	6.7%
Matchmaking Services	911	886	878	930	861	927	962	3.8%	9.6%	2,675	2,750	2.8%	3,358	3,604	7.3%
Marriage Services	44	36	22	11	7	6	5	(22.9)%	(79.4)%	102	17	(83.3)%	126	114	(9.9)%
Deferred Revenue (As at end of)	692	653	673	697	644	677	711	4.9%	5.6%	673	711	5.6%	721	697	(3.4)%
Matchmaking Services	678	641	659	679	628	663	698	5.2%	5.9%	659	698	5.9%	709	679	(4.3)%
Marriage Services	14	12	14	18	15	14	13	(11.2)%	(9.0)%	14	13	(9.0)%	12	18	51.9%
EBITDA - Segment															
Matchmaking Services	240	212	186	204	216	219	227	3.3%	21.7%	638	662	3.7%	1,013	842	(16.9)%
Margin (%)	26.4%	23.9%	21.2%	21.9%	25.1%	23.7%	23.6%			23.9%	24.1%		30.2%	23.4%	
Marriage Services	(44)	(44)	(46)	(35)	(33)	(25)	(19)			(135)	(77)		(135)	(170)	
Segment EBITDA (Total)	196	167	140	169	182	195	208	6.8%	48.7%	503	585	16.2%	877	672	(23.4)%
Add: Unallocable Income	3	3	3	6	8	13	3			9.5	24.4		17	15	
Less: Unallocable Expenses	30	27	32	38	28	30	25			89.3	82.9		135	127	
EBITDA - Enterprise	169	144	111	137	163	178	186	4.1%	67.7%	424	527	24.3%	759	560	(26.2)%
EBITDA Margin (%)	17.7%	15.5%	12.3%	14.4%	18.6%	18.8%	19.1%			15.2%	18.9%		21.7%	15.0%	
Net Profit	93	78	56	68	94	103	110	7.4%	96.5%	228	306	34.7%	425	295	(30.4)%
Net Profit Margin (%)	9.7%	8.5%	6.2%	7.2%	10.7%	10.9%	11.4%			8.2%	11.0%		12.1%	7.9%	
Diluted EPS (Rs.)	4.1	3.4	2.5	3.0	4.1	4.5	4.8	7.3%	96.2%	10.0	13.4	34.6%	18.6	12.9	(30.4)%
Marketing Expenses- Enterprise	264	259	272	286	269	340	377	10.9%	38.7%	794	985	24.1%	810	1,080	33.3%
EBITDA (Enterprise) excluding Marketing	433	403	382	423	432	518	562	8.6%	47.1%	1,218	1,512	24.1%	1,570	1,640	4.5%
Margin %	45%	43%	42%	45%	49%	55%	58%			44%	54%		45%	44%	
Marketing Expenses- Matchmaking	259	255	267	287	268	338	376	11.3%	40.8%	781	983	25.8%	791	1,069	35.1%
EBITDA (Matchmaking) excluding Marketing	499	467	454	491	484	558	603	8.2%	32.9%	1,420	1,645	15.9%	1,804	1,911	5.9%
Margin %	55%	53%	52%	53%	56%	60%	63%			53%	60%		54%	53%	

Key Business Metrics

As at end of/during	Q1 FY2020	Q2 FY2020	Q3 FY2020	Q4 FY2020	Q1 FY2021	Q2 FY2021	Q3 FY2021	Growth % QoQ (Q3)	Growth % YoY (Q3)	9M FY2020	9M FY2021	Growth % YoY (9M)	FY19	FY20	Growth % YoY
Paid Subscriptions (in mn)- during	0.18	0.17	0.17	0.18	0.17	0.21	0.23	6.2%	31.2%	0.52	0.61	17.1%	0.73	0.70	(3.6)%
ATV (Rs.)	4,958	4,963	5,153	5,166	4,837	4,485	4,385	(2.2)%	(14.9)%	5,025	4,544	(9.6)%	4,682	5,061	8.1%

Note: Figures of the previous periods, wherever necessary, have been regrouped / reclassified to conform to the current periods' presentation.