

February 5, 2025

National Stock Exchange of India Ltd
Exchange Plaza, 5th Floor
Plot No: C/1, G Block
Bandra Kurla Complex, Bandra (E)
Mumbai – 400 051

Dear Sir/Madam,

Sub: Submission of the fact sheet of the Company for the quarter and nine months ended 31st December 2024 under regulation 30 of SEBI (Listing Obligations & Disclosure Requirements) Regulations, 2015.

Ref: 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 & nine months ended December 31, 2024.

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**

Vijayanand Sankar
Company Secretary & Compliance Officer
ACS: 18951
No.94, TVH Beliciaa Towers, Tower II, 5th Floor,
MRC Nagar, Raja Annamalaipuram
Chennai – 600028

Matrimony.com Limited

(CIN: L63090TN2001PLC047432)

Registered & Corporate Office No.94, TVH Beliciaa Towers, Tower II, 5th Floor, MRC Nagar, Raja Annamalaipuram, Chennai – 600028. Phone No. 044-4900 1919

Data Sheet Matrimony.com Ltd (Consolidated)

Key Financial Metrics (₹ million)

Particulars	Q1 FY2024	Q2 FY2024	Q3 FY2024	Q4 FY2024	Q1 FY2025	Q2 FY2025	Q3 FY2025	Growth % QoQ	Growth % YoY	9M FY 24	9M FY 25	Growth % YoY (9M)	FY 23	FY 24	Growth % YoY
Billings	1,245	1,171	1,162	1,212	1,175	1,110	1,094	(1.5)%	(5.9)%	3,578	3,379	(5.6)%	4,580	4,790	4.6%
Matchmaking Services	1,221	1,149	1,141	1,192	1,163	1,099	1,083	(1.4)%	(5.0)%	3,511	3,345	(4.7)%	4,470	4,703	5.2%
Marriage Services and others	24	22	21	19	12	12	10	(11.7)%	(50.7)%	67	34	(49.3)%	110	87	(21.1)%
Revenue	1,233	1,216	1,173	1,192	1,206	1,155	1,114	(3.5)%	(5.0)%	3,622	3,475	(4.1)%	4,558	4,814	5.6%
Matchmaking Services	1,206	1,192	1,149	1,177	1,186	1,143	1,101	(3.6)%	(4.2)%	3,547	3,430	(3.3)%	4,460	4,724	5.9%
Marriage Services and others	27	24	23	15	20	12	13	7.8%	(42.2)%	74	45	(39.6)%	97	90	(7.7)%
Deferred Revenue (As at end of)	793	748	736	757	723	679	659	(2.9)%	(10.5)%	736	659	(10.5)%	782	757	(3.1)%
Matchmaking Services	763	720	710	727	701	658	640	(2.7)%	(9.9)%	710	640	(9.9)%	749	727	(2.9)%
Marriage Services and others	30	28	26	30	22	21	19	(11.3)%	(27.3)%	26	19	(27.3)%	33	30	(8.9)%
EBITDA - Segment															
Matchmaking Services	291	254	218	224	269	258	206	(20.0)%	(5.1)%	763	733	(4.0)%	955	987	3.3%
Margin (%)	24.1%	21.3%	18.9%	19.1%	22.6%	22.6%	18.7%			21.5%	21.4%		21.4%	20.9%	
Marriage Services and others	(31)	(27)	(21)	(24)	(22)	(36)	(38)			(79)	(96)		(130)	(103)	
Segment EBITDA (Total)	260	227	197	200	247	221	169	(23.8)%	(14.2)%	684	637	(7.0)%	825	884	7.1%
Add: Unallocable Income (Refer note 1)	8	2	1	2	0	2	1			11	3		75	13	
Less: Unallocable Expenses	54	46	31	32	45	48	32			131	125		151	162	
EBITDA - Enterprise (Refer note 1)	214	183	167	170	202	175	138	(21.4)%	(17.7)%	564	515	(8.7)%	749	734	(2.0)%
EBITDA Margin (%)	17.2%	15.1%	14.3%	14.2%	16.7%	15.2%	12.4%			15.5%	14.8%		16.2%	15.2%	
Net Profit	142	125	111	117	140	132	100	(24.2)%	(10.2)%	378	371	(1.9)%	467	496	6.2%
Net Profit Margin (%)	11.4%	10.3%	9.5%	9.8%	11.6%	11.4%	8.9%			10.4%	10.7%		10.1%	10.3%	
Diluted EPS (Rs.)	6.4	5.6	5.0	5.3	6.3	5.9	4.5	(23.2)%	(9.0)%	17.0	16.7	(1.4)%	20.7	22.3	7.4%
Marketing Expenses- Enterprise	442	473	464	488	479	458	471	2.9%	1.5%	1,380	1,408	2.0%	1,823	1,868	2.5%
EBITDA (Enterprise) excluding Marketing	656	657	631	658	680	633	609	(3.8)%	(3.4)%	1,944	1,923	(1.1)%	2,573	2,603	1.2%
Margin %	53%	54%	54%	55%	56%	55%	55%			54%	55%		56%	54%	
Marketing Expenses- Matchmaking	431	461	455	479	471	452	462	2.4%	1.6%	1,347	1,385	2.8%	1,783	1,825	2.3%
EBITDA (Matchmaking) excluding	723	714	673	703	740	709	669	(5.8)%	(0.7)%	2,110	2,118	0.4%	2,739	2,812	2.7%
Margin %	60%	60%	59%	60%	62%	62%	61%			59%	62%		61%	60%	

Key Business Metrics

As at end of/during	Q1 FY2024	Q2 FY2024	Q3 FY2024	Q4 FY2024	Q1 FY2025	Q2 FY2025	Q3 FY2025	Growth % QoQ	Growth % YoY	9M FY 24	9M FY 25	Growth % YoY (9M)	FY 23	FY 24	Growth % YoY
Paid Subscriptions (in mn)- during	0.28	0.26	0.26	0.27	0.26	0.25	0.24	(3.7)%	(9.7)%	0.80	0.75	(6.7)%	0.99	1.07	8.0%
ATV (Rs.)	4,359	4,412	4,322	4,424	4,395	4,435	4,542	2.4%	5.1%	4,364	4,455	2.1%	4,493	4,379	(2.5)%

Note: 1. Unallocable income and EBITDA - Enterprise for FY 2023 includes profit of Rs.58 mn on account of sale of land.
2. Figures of the previous periods, wherever necessary, have been regrouped / reclassified to conform to the current periods' presentation.