

February 9, 2023

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 2022 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, 2022.

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 FY2022	Q2 FY2022	Q3 FY2022	Q4 FY2022	Q1 FY2023	Q2 FY2023	Q3 FY2023	Growth % QoQ (Q3)	Growth % YoY (Q3)	9M FY 2022	9M FY 2023	Growth % YoY (9M)	FY 21	FY 22	Growth % YoY
Billings	1,052	1,068	1,074	1,151	1,165	1,091	1,114	2.1%	3.8%	3,194	3,371	5.5%	3,850	4,344	12.9%
Matchmaking Services	1,047	1,061	1,061	1,132	1,146	1,066	1,083	1.6%	2.1%	3,169	3,294	4.0%	3,832	4,301	12.2%
Marriage Services	5	7	13	19	20	26	31	22.2%	139.7%	25	77	207.8%	18	44	147.6%
Revenue	1,055	1,100	1,085	1,106	1,160	1,149	1,104	(3.9)%	1.7%	3,239	3,413	5.4%	3,778	4,345	15.0%
Matchmaking Services	1,049	1,092	1,072	1,091	1,142	1,125	1,078	(4.2)%	0.5%	3,212	3,344	4.1%	3,757	4,304	14.6%
Marriage Services	6	8	13	15	18	24	26	9.4%	97.4%	27	68	155.7%	22	41	89.6%
Deferred Revenue (As at end of)	760	736	725	767	771	713	721	1.0%	(0.6)%	725	721	(0.6)%	765	767	0.3%
Matchmaking Services	747	720	710	747	748	690	692	0.4%	(2.4)%	710	692	(2.4)%	751	747	(0.5)%
Marriage Services	13	16	16	20	23	24	29	17.8%	83.2%	16	29	83.2%	14	20	43.8%
EBITDA - Segment															
Matchmaking Services	290	316	263	248	268	259	192	(26.0)%	(26.9)%	869	720	(17.2)%	897	1,117	24.5%
Margin (%)	27.7%	29.0%	24.5%	22.7%	23.5%	23.1%	17.8%			27.1%	21.5%		23.9%	26.0%	
Marriage Services	(21)	(15)	(29)	(31)	(34)	(33)	(31)			(65)	(98)		(96)	(96)	
Segment EBITDA (Total)	270	301	234	217	235	226	161	(29.1)%	(31.4)%	805	622	(22.8)%	801	1,022	27.5%
Add: Unallocable Income (Refer note 1)	7	2	4	17	8	2	60			12	69		26	30	
Less: Unallocable Expenses	47	38	36	31	37	41	36			121	114		121	152	
EBITDA - Enterprise (Refer note 1)	229	265	202	204	205	187	185	(1.4)%	(8.7)%	696	577	(17.1)%	706	900	27.5%
EBITDA Margin (%)	21.6%	24.0%	18.6%	18.1%	17.6%	16.3%	15.9%			21.4%	16.6%		18.6%	20.6%	
Net Profit	138	166	115	117	120	117	116	(0.9)%	0.9%	419	353	(15.8)%	408	536	31.4%
Net Profit Margin (%)	13.0%	15.0%	10.6%	10.4%	10.2%	10.2%	10.0%			12.9%	10.1%		10.7%	12.2%	
Diluted EPS (Rs.)	6.0	7.2	5.0	5.1	5.2	5.2	5.2	1.1%	4.0%	18.3	15.6	(14.6)%	17.9	23.4	30.9%
Marketing Expenses- Enterprise	373	399	418	432	444	453	461	1.9%	10.5%	1,190	1,358	14.1%	1,368	1,621	18.5%
EBITDA (Enterprise) excluding Marketing	602	664	620	635	649	640	646	0.9%	4.2%	1,886	1,935	2.6%	2,074	2,521	21.5%
Margin %	57%	60%	57%	57%	56%	56%	56%			58%	56%		55%	58%	
Marketing Expenses- Matchmaking	373	399	416	427	435	444	452	1.8%	8.6%	1,188	1,331	12.0%	1,366	1,614	18.2%
EBITDA (Matchmaking) excluding Marketing	663	715	678	675	703	703	644	(8.4)%	(5.1)%	2,057	2,050	(0.3)%	2,263	2,732	20.7%
Margin %	63%	66%	63%	62%	62%	63%	60%			64%	61%		60%	63%	

Key Business Metrics															
As at end of/during	Q1 FY2022	Q2 FY2022	Q3 FY2022	Q4 FY2022	Q1 FY2023	Q2 FY2023	Q3 FY2023	Growth % QoQ (Q3)	Growth % YoY (Q3)	9M FY 2022	9M FY 2023	Growth % YoY (9M)	FY 21	FY 22	Growth % YoY
Paid Subscriptions (in mn)- during	0.22	0.22	0.22	0.23	0.25	0.24	0.24	(1.7)%	10.7%	0.66	0.73	10.9%	0.84	0.89	6.8%
ATV (Rs.)	4,742	4,739	4,921	4,823	4,553	4,396	4,535	3.2%	(7.8)%	4,799	4,495	(6.3)%	4,578	4,806	5.0%

Note: 1. Unallocable income and EBITDA - Enterprise for Q3 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.