

February 9, 2024

**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 31<sup>st</sup> December 2023 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, 2023.

The aforesaid information is also being hosted on the website of the Company viz., [www.matrimony.com](http://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, 5<sup>th</sup> Floor,**  
**MRC Nagar, Raja Annamalaipuram**  
**Chennai – 600028**

**Data Sheet**  
**Matrimony.com Ltd (Consolidated)**

matrimony.com

**Key Financial Metrics (₹ million)**

Particulars	Q1 FY2023	Q2 FY2023	Q3 FY2023	Q4 FY2023	Q1 FY2024	Q2 FY2024	Q3 FY2024	Growth % QoQ	Growth % YoY	9M FY 23	9M FY 24	Growth % YoY (9M)	FY 22	FY 23	Growth % YoY
<b>Billings</b>	1,165	1,091	1,114	1,210	1,245	1,171	1,162	(0.8)%	4.3%	3,371	3,578	6.1%	4,344	4,580	5.4%
Matchmaking Services	1,146	1,066	1,083	1,176	1,221	1,149	1,141	(0.7)%	5.3%	3,294	3,511	6.6%	4,301	4,470	3.9%
Marriage Services	20	26	31	33	24	22	21	(6.1)%	(32.9)%	77	67	(12.4)%	44	110	151.8%
<b>Revenue</b>	1,160	1,149	1,104	1,145	1,233	1,216	1,173	(3.6)%	6.2%	3,413	3,622	6.1%	4,345	4,558	4.9%
Matchmaking Services	1,142	1,125	1,078	1,116	1,206	1,192	1,149	(3.5)%	6.7%	3,344	3,547	6.1%	4,304	4,460	3.6%
Marriage Services	18	24	26	29	27	24	23	(5.0)%	(11.7)%	68	74	7.7%	41	97	135.9%
<b>Deferred Revenue (As at end of)</b>	771	713	721	782	793	748	736	(1.6)%	2.1%	721	736	2.1%	767	782	2.0%
Matchmaking Services	748	690	692	749	763	720	710	(1.3)%	2.6%	692	710	2.6%	747	749	0.3%
Marriage Services	23	24	29	33	30	28	26	(8.6)%	(10.1)%	29	26	(10.1)%	20	33	65.6%
<b>EBITDA - Segment</b>															
Matchmaking Services	268	259	192	236	291	254	218	(14.3)%	13.3%	720	763	6.1%	1,117	955	(14.5)%
Margin (%)	23.5%	23.1%	17.8%	21.1%	24.1%	21.3%	18.9%			21.5%	21.5%		26.0%	21.4%	
Marriage Services	(34)	(33)	(31)	(32)	(31)	(27)	(21)			(98)	(79)		(96)	(130)	
<b>Segment EBITDA (Total)</b>	235	226	161	204	260	227	197	(13.4)%	22.5%	622	684	10.1%	1,022	825	(19.2)%
Add: Unallocable Income (Refer note 1)	8	2	60	6	8	2	1			69	11		30	75	
Less: Unallocable Expenses	37	41	36	37	54	46	31			114	131		152	151	
<b>EBITDA - Enterprise (Refer note 1)</b>	205	187	185	173	214	183	167	(8.8)%	(9.3)%	577	564	(2.3)%	900	749	(16.7)%
<b>EBITDA Margin (%)</b>	17.6%	16.3%	15.9%	15.0%	17.2%	15.1%	14.3%			16.6%	15.5%		20.6%	16.2%	
<b>Net Profit</b>	120	117	116	114	142	125	111	(11.3)%	(4.3)%	353	378	7.2%	536	467	(12.9)%
<b>Net Profit Margin (%)</b>	10.2%	10.2%	10.0%	9.9%	11.4%	10.3%	9.5%			10.1%	10.4%		12.2%	10.1%	
<b>Diluted EPS (Rs.)</b>	5.2	5.2	5.2	5.1	6.4	5.6	5.0	(11.3)%	(4.3)%	15.6	17.0	8.9%	23.4	20.7	(11.4)%
<b>Marketing Expenses- Enterprise</b>	444	453	461	465	442	473	464	(1.9)%	0.7%	1,358	1,380	1.7%	1,621	1,823	12.5%
<b>EBITDA (Enterprise) excluding Marketing</b>	649	640	646	638	656	657	631	(4.0)%	(2.4)%	1,935	1,944	0.5%	2,521	2,573	2.1%
<b>Margin %</b>	56%	56%	56%	55%	53%	54%	54%			56%	54%		58%	56%	
<b>Marketing Expenses- Matchmaking</b>	435	444	452	453	431	461	455	(1.2)%	0.7%	1,331	1,347	1.2%	1,614	1,783	10.5%
<b>EBITDA (Matchmaking) excluding Marketing</b>	703	703	644	688	723	714	673	(5.8)%	4.6%	2,050	2,110	2.9%	2,732	2,739	0.3%
<b>Margin %</b>	62%	63%	60%	62%	60%	60%	59%			61%	59%		63%	61%	

**Key Business Metrics**

As at end of/during	Q1 FY2023	Q2 FY2023	Q3 FY2023	Q4 FY2023	Q1 FY2024	Q2 FY2024	Q3 FY2024	Growth % QoQ	Growth % YoY	9M FY 23	9M FY 24	Growth % YoY (9M)	FY 22	FY 23	Growth % YoY
<b>Paid Subscriptions (in mn)- during</b>	0.25	0.24	0.24	0.26	0.28	0.26	0.26	1.4%	10.8%	0.73	0.80	9.9%	0.89	0.99	11.1%
<b>ATV (Rs.)</b>	4,553	4,396	4,535	4,488	4,359	4,412	4,322	(2.0)%	(4.7)%	4,495	4,364	(2.9)%	4,806	4,493	(6.5)%

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.