

August 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 ended 30th June 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 ended June 30, 2023.

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

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	Q4 FY2023	Q1 FY2024	Growth % QoQ	Growth % YoY	FY 22	FY 23	Growth % YoY
Billings	1,052	1,068	1,074	1,151	1,165	1,091	1,114	1,210	1,245	2.9%	6.9%	4,344	4,580	5.4%
<i>Matchmaking Services</i>	1,047	1,061	1,061	1,132	1,146	1,066	1,083	1,176	1,221	3.8%	6.6%	4,301	4,470	3.9%
<i>Marriage Services</i>	5	7	13	19	20	26	31	33	24	(28.6)%	20.7%	44	110	151.8%
Revenue	1,055	1,100	1,085	1,106	1,160	1,149	1,104	1,145	1,233	7.7%	6.3%	4,345	4,558	4.9%
<i>Matchmaking Services</i>	1,049	1,092	1,072	1,091	1,142	1,125	1,078	1,116	1,206	8.0%	5.6%	4,304	4,460	3.6%
<i>Marriage Services</i>	6	8	13	15	18	24	26	29	27	(5.8)%	49.0%	41	97	135.9%
Deferred Revenue (As at end of)	760	736	725	767	771	713	721	782	793	1.4%	2.9%	767	782	2.0%
<i>Matchmaking Services</i>	747	720	710	747	748	690	692	749	763	1.9%	2.0%	747	749	0.3%
<i>Marriage Services</i>	13	16	16	20	23	24	29	33	30	(10.0)%	32.8%	20	33	65.6%
EBITDA - Segment														
<i>Matchmaking Services</i>	290	316	263	248	268	259	192	236	291	23.5%	8.4%	1,117	955	(14.5)%
<i>Margin (%)</i>	27.7%	29.0%	24.5%	22.7%	23.5%	23.1%	17.8%	21.1%	24.1%			26.0%	21.4%	
<i>Marriage Services</i>	(21)	(15)	(29)	(31)	(34)	(33)	(31)	(32)	(31)			(96)	(130)	
Segment EBITDA (Total)	270	301	234	217	235	226	161	204	260	27.5%	10.7%	1,022	825	(19.2)%
<i>Add: Unallocable Income (Refer note 1)</i>	7	2	4	17	8	2	60	6	8			30	75	
<i>Less: Unallocable Expenses</i>	47	38	36	31	37	41	36	37	54			152	151	
EBITDA - Enterprise (Refer note 1)	229	265	202	204	205	187	185	173	214	24.0%	4.4%	900	749	(16.7)%
EBITDA Margin (%)	21.6%	24.0%	18.6%	18.1%	17.6%	16.3%	15.9%	15.0%	17.2%			20.6%	16.2%	
Net Profit	138	166	115	117	120	117	116	114	142	24.2%	18.5%	536	467	(12.9)%
Net Profit Margin (%)	13.0%	15.0%	10.6%	10.4%	10.2%	10.2%	10.0%	9.9%	11.4%			12.2%	10.1%	
Diluted EPS (Rs.)	6.0	7.2	5.0	5.1	5.2	5.2	5.2	5.1	6.4	24.2%	22.0%	23.4	20.7	(11.4)%
<i>Marketing Expenses- Enterprise</i>	373	399	418	432	444	453	461	465	442	(4.9)%	(0.2)%	1,621	1,823	12.5%
<i>EBITDA (Enterprise) excluding Marketing</i>	602	664	620	635	649	640	646	638	656	2.9%	1.2%	2,521	2,573	2.1%
<i>Margin %</i>	57%	60%	57%	57%	56%	56%	56%	55%	53%			58%	56%	
<i>Marketing Expenses- Matchmaking</i>	373	399	416	427	435	444	452	453	431	(4.9)%	(1.0)%	1,614	1,783	10.5%
<i>EBITDA (Matchmaking) excluding Marketing</i>	663	715	678	675	703	703	644	688	723	5.0%	2.7%	2,732	2,739	0.3%
<i>Margin %</i>	63%	66%	63%	62%	62%	63%	60%	62%	60%			63%	61%	

Key Business Metrics

As at end of/during	Q1 FY2022	Q2 FY2022	Q3 FY2022	Q4 FY2022	Q1 FY2023	Q2 FY2023	Q3 FY2023	Q4 FY2023	Q1 FY2024	Growth % QoQ	Growth % YoY	FY 22	FY 23	Growth % YoY
<i>Paid Subscriptions (in mn)- during</i>	0.22	0.22	0.22	0.23	0.25	0.24	0.24	0.26	0.28	6.9%	11.5%	0.89	0.99	11.1%
<i>ATV (Rs.)</i>	4,742	4,739	4,921	4,823	4,553	4,396	4,535	4,488	4,359	(2.9)%	(4.2)%	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.