

February 10, 2022

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**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 31<sup>st</sup> December 2021 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, 2021.

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**



**S. Vijayanand**  
**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)**

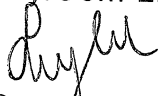
| Particulars                                     | Q1 FY2021 | Q2 FY2021 | Q3 FY2021 | Q4 FY2021 | Q1 FY2022 | Q2 FY2022 | Q3 FY2022 | Growth %<br>QoQ (Q3) | Growth %<br>YoY (Q3) | 9M FY 2021 | 9M FY 2022 | Growth %<br>YoY (9M) | FY20  | FY21  | Growth %<br>YoY |
|-------------------------------------------------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|----------------------|----------------------|------------|------------|----------------------|-------|-------|-----------------|
| <b>Billings</b>                                 | 815       | 966       | 1,001     | 1,067     | 1,052     | 1,068     | 1,074     | 0.5%                 | 7.3%                 | 2,783      | 3,194      | 14.8%                | 3,686 | 3,850 | 4.4%            |
| Matchmaking Services                            | 812       | 962       | 998       | 1,061     | 1,047     | 1,061     | 1,061     | (0.0)%               | 6.3%                 | 2,771      | 3,169      | 14.3%                | 3,566 | 3,832 | 7.4%            |
| Marriage Services                               | 4         | 5         | 3         | 6         | 5         | 7         | 13        | 84.3%                | 337.9%               | 11         | 25         | 117.7%               | 119   | 18    | (85.2)%         |
| <b>Revenue</b>                                  | 868       | 933       | 967       | 1,011     | 1,055     | 1,100     | 1,085     | (1.3)%               | 12.2%                | 2,767      | 3,239      | 17.1%                | 3,718 | 3,778 | 1.6%            |
| Matchmaking Services                            | 861       | 927       | 962       | 1,006     | 1,049     | 1,092     | 1,072     | (1.8)%               | 11.4%                | 2,750      | 3,212      | 16.8%                | 3,604 | 3,757 | 4.2%            |
| Marriage Services                               | 7         | 6         | 5         | 5         | 6         | 8         | 13        | 67.8%                | 194.1%               | 17         | 27         | 56.6%                | 114   | 22    | (80.9)%         |
| <b>Deferred Revenue (As at end of)</b>          | 644       | 677       | 711       | 765       | 760       | 736       | 725       | (1.4)%               | 2.1%                 | 711        | 725        | 2.1%                 | 697   | 765   | 9.7%            |
| Matchmaking Services                            | 628       | 663       | 698       | 751       | 747       | 720       | 710       | (1.4)%               | 1.7%                 | 698        | 710        | 1.7%                 | 679   | 751   | 10.6%           |
| Marriage Services                               | 15        | 14        | 13        | 14        | 13        | 16        | 16        | (3.0)%               | 23.2%                | 13         | 16         | 23.2%                | 18    | 14    | (23.8)%         |
| <b>EBITDA - Segment</b>                         |           |           |           |           |           |           |           |                      |                      |            |            |                      |       |       |                 |
| Matchmaking Services                            | 216       | 219       | 227       | 235       | 290       | 316       | 263       | (17.0)%              | 15.8%                | 662        | 869        | 31.3%                | 842   | 897   | 6.5%            |
| Margin (%)                                      | 25.1%     | 23.7%     | 23.6%     | 23.4%     | 27.7%     | 29.0%     | 24.5%     |                      |                      | 24.1%      | 27.1%      |                      | 23.4% | 23.9% |                 |
| Marriage Services                               | (33)      | (25)      | (19)      | (19)      | (21)      | (15)      | (29)      |                      |                      | (77)       | (65)       |                      | (170) | (96)  |                 |
| <b>Segment EBITDA (Total)</b>                   | 182       | 195       | 208       | 216       | 270       | 301       | 234       | (22.2)%              | 12.6%                | 585        | 805        | 37.5%                | 672   | 801   | 19.2%           |
| Add: Unallocable Income                         | 8         | 13        | 3         | 1         | 7         | 2         | 4         |                      |                      | 24         | 12         |                      | 15    | 26    |                 |
| Less: Unallocable Expenses                      | 28        | 30        | 25        | 38        | 47        | 38        | 36        |                      |                      | 83         | 121        |                      | 127   | 121   |                 |
| <b>EBITDA - Enterprise</b>                      | 163       | 178       | 186       | 179       | 229       | 265       | 202       | (23.6)%              | 8.9%                 | 527        | 696        | 32.2%                | 560   | 706   | 26.0%           |
| <b>EBITDA Margin (%)</b>                        | 18.6%     | 18.8%     | 19.1%     | 17.7%     | 21.6%     | 24.0%     | 18.6%     |                      |                      | 18.9%      | 21.4%      |                      | 15.0% | 18.6% |                 |
| <b>Net Profit</b>                               | 94        | 103       | 110       | 101       | 138       | 166       | 115       | (30.6)%              | 4.3%                 | 306        | 419        | 36.7%                | 295   | 408   | 38.0%           |
| <b>Net Profit Margin (%)</b>                    | 10.7%     | 10.9%     | 11.4%     | 10.0%     | 13.0%     | 15.0%     | 10.6%     |                      |                      | 11.0%      | 12.9%      |                      | 7.9%  | 10.7% |                 |
| <b>Diluted EPS (Rs.)</b>                        | 4.1       | 4.5       | 4.8       | 4.4       | 6.0       | 7.2       | 5.0       | (30.5)%              | 4.0%                 | 13.4       | 18.3       | 36.1%                | 12.9  | 17.9  | 38.0%           |
| <b>Marketing Expenses- Enterprise</b>           | 268       | 339       | 375       | 386       | 373       | 399       | 418       | 4.7%                 | 11.3%                | 982        | 1,190      | 21.2%                | 1,030 | 1,368 | 32.8%           |
| <b>EBITDA (Enterprise) excluding Marketing</b>  | 431       | 517       | 561       | 566       | 602       | 664       | 620       | (6.6)%               | 10.5%                | 1,508      | 1,886      | 25.0%                | 1,590 | 2,074 | 30.4%           |
| <b>Margin %</b>                                 | 49%       | 55%       | 58%       | 56%       | 57%       | 60%       | 57%       |                      |                      | 54%        | 58%        |                      | 43%   | 55%   |                 |
| <b>Marketing Expenses- Matchmaking</b>          | 267       | 337       | 375       | 386       | 373       | 399       | 416       | 4.3%                 | 10.8%                | 980        | 1,188      | 21.2%                | 1,020 | 1,366 | 33.8%           |
| <b>EBITDA (Matchmaking) excluding Marketing</b> | 483       | 557       | 602       | 621       | 663       | 715       | 678       | (5.1)%               | 12.7%                | 1,642      | 2,057      | 25.3%                | 1,863 | 2,263 | 21.5%           |
| <b>Margin %</b>                                 | 56%       | 60%       | 63%       | 62%       | 63%       | 66%       | 63%       |                      |                      | 60%        | 64%        |                      | 52%   | 60%   |                 |

**Key Business Metrics**

| As at end of/during                       | Q1 FY2021 | Q2 FY2021 | Q3 FY2021 | Q4 FY2021 | Q1 FY2022 | Q2 FY2022 | Q3 FY2022 | Growth %<br>QoQ (Q3) | Growth %<br>YoY (Q3) | 9M FY 2021 | 9M FY 2022 | Growth %<br>YoY (9M) | FY20  | FY21  | Growth %<br>YoY |
|-------------------------------------------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|----------------------|----------------------|------------|------------|----------------------|-------|-------|-----------------|
| <b>Paid Subscriptions (in mn)- during</b> | 0.17      | 0.21      | 0.23      | 0.23      | 0.22      | 0.22      | 0.22      | (3.8)%               | (5.4)%               | 0.61       | 0.66       | 8.2%                 | 0.70  | 0.84  | 18.9%           |
| <b>ATV (Rs.)</b>                          | 4,837     | 4,485     | 4,385     | 4,667     | 4,742     | 4,739     | 4,921     | 3.8%                 | 12.2%                | 4,544      | 4,799      | 5.6%                 | 5,061 | 4,578 | (9.5)%          |

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

For Matrimony.Com Limited

  
Company Secretary