

November 10, 2022

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 September 2022 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 & half year ended September 30, 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	Growth % QoQ (Q2)	Growth % YoY (Q2)	6M FY 2022	6M FY 2023	Growth % YoY (6M)	FY 21	FY 22	Growth % YoY
Billings	1,052	1,068	1,074	1,151	1,165	1,091	(6.3)%	2.2%	2,120	2,256	6.4%	3,850	4,344	12.9%
<i>Matchmaking Services</i>	1,047	1,061	1,061	1,132	1,146	1,066	(7.0)%	0.4%	2,108	2,211	4.9%	3,832	4,301	12.2%
<i>Marriage Services</i>	5	7	13	19	20	26	30.2%	261.4%	12	45	283.2%	18	44	147.6%
Revenue	1,055	1,100	1,085	1,106	1,160	1,149	(1.0)%	4.5%	2,154	2,309	7.2%	3,778	4,345	15.0%
<i>Matchmaking Services</i>	1,049	1,092	1,072	1,091	1,142	1,125	(1.5)%	3.0%	2,141	2,267	5.9%	3,757	4,304	14.6%
<i>Marriage Services</i>	6	8	13	15	18	24	30.6%	202.9%	14	42	213.1%	22	41	89.6%
Deferred Revenue (As at end of)	760	736	725	767	771	713	(7.4)%	(3.0)%	736	713	(3.0)%	765	767	0.3%
<i>Matchmaking Services</i>	747	720	710	747	748	690	(7.8)%	(4.2)%	720	690	(4.2)%	751	747	(0.5)%
<i>Marriage Services</i>	13	16	16	20	23	24	5.4%	47.9%	16	24	47.9%	14	20	43.8%
EBITDA - Segment														
<i>Matchmaking Services</i>	290	316	263	248	268	259	(3.3)%	(18.0)%	607	528	(13.0)%	897	1,117	24.5%
<i>Margin (%)</i>	27.7%	29.0%	24.5%	22.7%	23.5%	23.1%			28.3%	23.3%		23.9%	26.0%	
<i>Marriage Services</i>	(21)	(15)	(29)	(31)	(34)	(33)			(36)	(67)		(96)	(96)	
Segment EBITDA (Total)	270	301	234	217	235	226	(3.4)%	(24.7)%	571	461	(19.2)%	801	1,022	27.5%
<i>Add: Unallocable Income</i>	7	2	4	17	8	2			8	10		26	30	
<i>Less: Unallocable Expenses</i>	47	38	36	31	37	41			85	78		121	152	
EBITDA - Enterprise	229	265	202	204	205	187	(8.7)%	(29.3)%	494	392	(20.6)%	706	900	27.5%
EBITDA Margin (%)	21.6%	24.0%	18.6%	18.1%	17.6%	16.3%			22.8%	16.9%		18.6%	20.6%	
Net Profit	138	166	115	117	120	117	(2.0)%	(29.3)%	304	237	(22.1)%	408	536	31.4%
Net Profit Margin (%)	13.0%	15.0%	10.6%	10.4%	10.2%	10.2%			14.1%	10.2%		10.7%	12.2%	
Diluted EPS (Rs.)	6.0	7.2	5.0	5.1	5.2	5.2	(1.0)%	(28.4)%	13.3	10.4	(21.7)%	17.9	23.4	30.9%
Marketing Expenses- Enterprise	373	399	418	432	444	453	2.1%	13.5%	772	896	16.1%	1,368	1,621	18.5%
EBITDA (Enterprise) excluding Marketing	602	664	620	635	649	640	(1.3)%	(3.6)%	1,266	1,289	1.8%	2,074	2,521	21.5%
Margin %	57%	60%	57%	57%	56%	56%			59%	56%		55%	58%	
Marketing Expenses- Matchmaking	373	399	416	427	435	444	2.0%	11.2%	772	879	13.9%	1,366	1,614	18.2%
EBITDA (Matchmaking) excluding Marketing	663	715	678	675	703	703	(0.1)%	(1.7)%	1,378	1,406	2.0%	2,263	2,732	20.7%
Margin %	63%	66%	63%	62%	62%	63%			64%	62%		60%	63%	

Key Business Metrics

As at end of/during	Q1 FY2022	Q2 FY2022	Q3 FY2022	Q4 FY2022	Q1 FY2023	Q2 FY2023	Growth % QoQ (Q2)	Growth % YoY (Q2)	6M FY 2022	6M FY 2023	Growth % YoY (6M)	FY 21	FY 22	Growth % YoY
Paid Subscriptions (in mn)- during	0.22	0.22	0.22	0.23	0.25	0.24	(3.5)%	8.3%	0.44	0.49	11.0%	0.84	0.89	6.8%
ATV (Rs.)	4,742	4,739	4,921	4,823	4,553	4,396	(3.4)%	(7.2)%	4,741	4,476	(5.6)%	4,578	4,806	5.0%

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