

November 11, 2021

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
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Dear Sir/Madam,

Sub: Submission of the fact sheet of the Company for the quarter ended 30th June 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 & half year ended September 30, 2021.

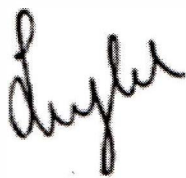
The aforesaid information is also being hosted on the website of the Company viz., www.matrimony.com.

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

matrimony.com ltd.

(CIN: L63090TN2001PLC047432)

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	Growth % QoQ (Q2)	Growth % YoY (Q2)	6M FY 2021	6M FY 2022	Growth % YoY (6M)	FY20	FY21	Growth % YoY
Billings	815	966	1,001	1,067	1,052	1,068	1.6%	10.5%	1,782	2,120	19.0%	3,686	3,850	4.4%
Matchmaking Services	812	962	998	1,061	1,047	1,061	1.3%	10.3%	1,773	2,108	18.9%	3,566	3,832	7.4%
Marriage Services	4	5	3	6	5	7	49.9%	46.7%	8	12	39.9%	119	18	(85.2)%
Revenue	868	933	967	1,011	1,055	1,100	4.3%	17.9%	1,801	2,154	19.6%	3,718	3,778	1.6%
Matchmaking Services	861	927	962	1,006	1,049	1,092	4.1%	17.8%	1,788	2,141	19.7%	3,604	3,757	4.2%
Marriage Services	7	6	5	5	6	8	41.2%	35.1%	13	14	7.3%	114	22	(80.9)%
Deferred Revenue (As at end of)	644	677	711	765	760	736	(3.2)%	8.6%	677	736	8.6%	697	765	9.7%
Matchmaking Services	628	663	698	751	747	720	(3.7)%	8.5%	663	720	8.5%	679	751	10.6%
Marriage Services	15	14	13	14	13	16	23.8%	12.8%	14	16	12.8%	18	14	(23.8)%
EBITDA - Segment														
Matchmaking Services	216	219	227	235	290	316	8.9%	44.2%	435	607	39.4%	842	897	6.5%
Margin (%)	25.1%	23.7%	23.6%	23.4%	27.7%	29.0%			24.3%	28.3%		23.4%	23.9%	
Marriage Services	(33)	(25)	(19)	(19)	(21)	(15)			(58)	(36)		(170)	(96)	
Segment EBITDA (Total)	182	195	208	216	270	301	11.6%	54.6%	377	571	51.3%	672	801	19.2%
Add: Unallocable Income	8	13	3	1	7	2			22	8		15	26	
Less: Unallocable Expenses	28	30	25	38	47	38			58	85		127	121	
EBITDA - Enterprise	163	178	186	179	229	265	15.4%	48.4%	341	494	44.8%	560	706	26.0%
EBITDA Margin (%)	18.6%	18.8%	19.1%	17.7%	21.6%	24.0%			18.7%	22.8%		15.0%	18.6%	
Net Profit	94	103	110	101	138	166	19.9%	61.4%	196	304	54.8%	295	408	38.0%
Net Profit Margin (%)	10.7%	10.9%	11.4%	10.0%	13.0%	15.0%			10.8%	14.1%		7.9%	10.7%	
Diluted EPS (Rs.)	4.1	4.5	4.8	4.4	6.0	7.2	19.9%	60.9%	8.6	13.3	54.3%	12.9	17.9	38.0%
Marketing Expenses- Enterprise	268	339	375	386	373	399	7.0%	17.9%	606	772	27.3%	1,030	1,368	32.8%
EBITDA (Enterprise) excluding Marketing	431	517	561	566	602	664	10.2%	28.4%	947	1,266	33.6%	1,590	2,074	30.4%
Margin %	49%	55%	58%	56%	57%	60%			52%	59%		43%	55%	
Marketing Expenses- Matchmaking	267	337	375	386	373	399	7.0%	18.3%	604	772	27.7%	1,020	1,366	33.8%
EBITDA (Matchmaking) excluding Marketing	483	557	602	621	663	715	7.8%	28.5%	1,040	1,378	32.6%	1,863	2,263	21.5%
Margin %	56%	60%	63%	62%	63%	66%			58%	64%		52%	60%	

Key Business Metrics

As at end of/during	Q1 FY2021	Q2 FY2021	Q3 FY2021	Q4 FY2021	Q1 FY2022	Q2 FY2022	Growth % QoQ (Q2)	Growth % YoY (Q2)	6M FY 2021	6M FY 2022	Growth % YoY (6M)	FY20	FY21	Growth % YoY
Paid Subscriptions (in mn)- during	0.17	0.21	0.23	0.23	0.22	0.22	1.4%	4.4%	0.38	0.44	16.3%	0.70	0.84	18.9%
ATV (Rs.)	4,837	4,485	4,385	4,667	4,742	4,739	(0.1)%	5.7%	4,639	4,741	2.2%	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.

