

August 12, 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

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 ended June 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

Data Sheet
Matrimony.com Ltd (Consolidated)

matrimony.com

Key Financial Metrics (₹ million)

Particulars	Q1 FY2020	Q2 FY2020	Q3 FY2020	Q4 FY2020	Q1 FY2021	Q2 FY2021	Q3 FY2021	Q4 FY2021	Q1 FY2022	Growth % QoQ (Q1)	Growth % YoY (Q1)	FY20	FY21	Growth % YoY
Billings	923	881	919	963	815	966	1,001	1,067	1,052	(1.4)%	29.0%	3,686	3,850	4.4%
Matchmaking Services	877	847	895	947	812	962	998	1,061	1,047	(1.3)%	29.0%	3,566	3,832	7.4%
Marriage Services	46	34	24	16	4	5	3	6	5	(23.6)%	30.9%	119	18	(85.2)%
Revenue	955	922	900	941	868	933	967	1,011	1,055	4.3%	21.5%	3,718	3,778	1.6%
Matchmaking Services	911	886	878	930	861	927	962	1,006	1,049	4.2%	21.8%	3,604	3,757	4.2%
Marriage Services	44	36	22	11	7	6	5	5	6	19.1%	(16.8)%	114	22	(80.9)%
Deferred Revenue (As at end of)	692	653	673	697	644	677	711	765	760	(0.6)%	18.1%	697	765	9.7%
Matchmaking Services	678	641	659	679	628	663	698	751	747	(0.4)%	18.9%	679	751	10.6%
Marriage Services	14	12	14	18	15	14	13	14	13	(7.2)%	(15.9)%	18	14	(23.8)%
EBITDA - Segment														
Matchmaking Services	240	212	186	204	216	219	227	235	290	23.5%	34.5%	842	897	6.5%
Margin (%)	26.4%	23.9%	21.2%	21.9%	25.1%	23.7%	23.6%	23.4%	27.7%			23.4%	23.9%	
Marriage Services	(44)	(44)	(46)	(35)	(33)	(25)	(19)	(19)	(21)			(170)	(96)	
Segment EBITDA (Total)	196	167	140	169	182	195	208	216	270	24.9%	47.8%	672	801	19.2%
Add: Unallocable Income	3	3	3	6	8	13	3	1	7			15	26	
Less: Unallocable Expenses	30	27	32	38	28	30	25	38	47			127	121	
EBITDA - Enterprise	169	144	111	137	163	178	186	179	229	27.9%	40.9%	560	706	26.0%
EBITDA Margin (%)	17.7%	15.5%	12.3%	14.4%	18.6%	18.8%	19.1%	17.7%	21.6%			15.0%	18.6%	
Net Profit	93	78	56	68	94	103	110	101	138	36.5%	47.6%	295	408	38.0%
Net Profit Margin (%)	9.7%	8.5%	6.2%	7.2%	10.7%	10.9%	11.4%	10.0%	13.0%			7.9%	10.7%	
Diluted EPS (Rs.)	4.1	3.4	2.5	3.0	4.1	4.5	4.8	4.4	6.0	35.8%	47.0%	12.9	17.9	38.0%
Marketing Expenses- Enterprise	251	247	260	272	268	339	375	386	373	(3.5)%	39.2%	1,030	1,368	32.8%
EBITDA (Enterprise) excluding Marketing	420	391	370	409	431	517	561	566	602	6.5%	39.8%	1,590	2,074	30.4%
Margin %	44%	42%	41%	43%	49%	55%	58%	56%	57%			43%	55%	
Marketing Expenses- Matchmaking	247	244	256	274	267	337	375	386	373	(3.4)%	39.6%	1,020	1,366	33.8%
EBITDA (Matchmaking) excluding Marketing	487	456	442	478	483	557	602	621	663	6.8%	37.3%	1,863	2,263	21.5%
Margin %	54%	51%	50%	51%	56%	60%	63%	62%	63%			52%	60%	

Key Business Metrics

As at end of/during	Q1 FY2020	Q2 FY2020	Q3 FY2020	Q4 FY2020	Q1 FY2021	Q2 FY2021	Q3 FY2021	Q4 FY2021	Q1 FY2022	Growth % QoQ (Q1)	Growth % YoY (Q1)	FY20	FY21	Growth % YoY
Paid Subscriptions (in mn)- during	0.18	0.17	0.17	0.18	0.17	0.21	0.23	0.23	0.22	(2.9)%	31.6%	0.70	0.84	18.9%
ATV (Rs.)	4,958	4,963	5,153	5,163	4,837	4,485	4,385	4,667	4,742	1.6%	(1.9)%	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