

August 12, 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

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 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 ended June 30, 2022.

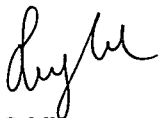
The aforesaid information is also being hosted on the website of the Company viz., www.matrimony.com.

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**

Key Financial Metrics (₹ million)

Particulars	Q1 FY2021	Q2 FY2021	Q3 FY2021	Q4 FY2021	Q1 FY2022	Q2 FY2022	Q3 FY2022	Q4 FY2022	Q1 FY2023	Growth % QoQ (Q1)	Growth % YoY (Q1)	FY 21	FY 22	Growth % YoY
Billings	815	966	1,001	1,067	1,052	1,068	1,074	1,151	1,165	1.3%	10.8%	3,850	4,344	12.9%
Matchmaking Services	812	962	998	1,061	1,047	1,061	1,061	1,132	1,146	1.2%	9.4%	3,832	4,301	12.2%
Marriage Services	4	5	3	6	5	7	13	19	20	4.9%	315.8%	18	44	147.6%
Revenue	868	933	967	1,011	1,055	1,100	1,085	1,106	1,160	4.9%	10.0%	3,778	4,345	15.0%
Matchmaking Services	861	927	962	1,006	1,049	1,092	1,072	1,091	1,142	4.6%	8.9%	3,757	4,304	14.6%
Marriage Services	7	6	5	5	6	8	13	15	18	26.0%	227.4%	22	41	89.6%
Deferred Revenue (As at end of)	644	677	711	765	760	736	725	767	771	0.5%	1.4%	765	767	0.3%
Matchmaking Services	628	663	698	751	747	720	710	747	748	0.2%	0.1%	751	747	(0.5)%
Marriage Services	15	14	13	14	13	16	16	20	23	12.2%	73.8%	14	20	43.8%
EBITDA - Segment														
Matchmaking Services	216	219	227	235	290	316	263	248	268	8.3%	(7.6)%	897	1,117	24.5%
Margin (%)	25.1%	23.7%	23.6%	23.4%	27.7%	29.0%	24.5%	22.7%	23.5%			23.9%	26.0%	
Marriage Services	(33)	(25)	(19)	(19)	(21)	(15)	(29)	(31)	(34)			(96)	(96)	
Segment EBITDA (Total)	182	195	208	216	270	301	234	217	235	8.2%	(13.0)%	801	1,022	27.5%
Add: Unallocable Income	8	13	3	1	7	2	4	17	8			26	30	
Less: Unallocable Expenses	28	30	25	38	47	38	36	31	37			121	152	
EBITDA - Enterprise	163	178	186	179	229	265	202	204	205	0.7%	(10.5)%	706	900	27.5%
EBITDA Margin (%)	18.6%	18.8%	19.1%	17.7%	21.6%	24.0%	18.6%	18.1%	17.6%			18.6%	20.6%	
Net Profit	94	103	110	101	138	166	115	117	120	2.1%	(13.5)%	408	536	31.4%
Net Profit Margin (%)	10.7%	10.9%	11.4%	10.0%	13.0%	15.0%	10.6%	10.4%	10.2%			10.7%	12.2%	
Diluted EPS (Rs.)	4.1	4.5	4.8	4.4	6.0	7.2	5.0	5.1	5.2	2.2%	(13.5)%	17.9	23.4	30.9%
Marketing Expenses- Enterprise	268	339	375	386	373	399	418	432	444	2.7%	18.9%	1,368	1,621	18.5%
EBITDA (Enterprise) excluding Marketing	431	517	561	566	602	664	620	635	649	2.1%	7.7%	2,074	2,521	21.5%
Margin %	49%	55%	58%	56%	57%	60%	57%	57%	56%			55%	58%	
Marketing Expenses- Matchmaking	267	337	375	386	373	399	416	427	435	1.9%	16.7%	1,366	1,614	18.2%
EBITDA (Matchmaking) excluding Marketing	483	557	602	621	663	715	678	675	703	4.3%	6.1%	2,263	2,732	20.7%
Margin %	56%	60%	63%	62%	63%	66%	63%	62%	62%			60%	63%	

Key Business Metrics

As at end of/during	Q1 FY2021	Q2 FY2021	Q3 FY2021	Q4 FY2021	Q1 FY2022	Q2 FY2022	Q3 FY2022	Q4 FY2022	Q1 FY2023	Growth % QoQ (Q1)	Growth % YoY (Q1)	FY 21	FY 22	Growth % YoY
Paid Subscriptions (in mn)- during	0.17	0.21	0.23	0.23	0.22	0.22	0.22	0.23	0.25	7.2%	13.8%	0.84	0.89	6.8%
ATV (Rs.)	4,837	4,485	4,385	4,667	4,742	4,739	4,921	4,823	4,553	(5.6)%	(4.0)%	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.

For Matrimony.Com Limited


Company Secretary