

August 13, 2025

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 June 2025 under regulation 30 of SEBI (Listing Obligations & Disclosure Requirements) Regulations, 2015.

Ref: 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, 2025.

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**

Vijayanand Sankar
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)

Key Financial Metrics (₹ million except Diluted EPS)

Particulars	Q1 FY2024	Q2 FY2024	Q3 FY2024	Q4 FY2024	Q1 FY2025	Q2 FY2025	Q3 FY2025	Q4 FY2025	Q1 FY2026	Growth % QoQ	Growth % YoY	FY 24	FY 25	Growth % YoY
Billings	1,245	1,171	1,162	1,212	1,175	1,110	1,094	1,148	1,262	10.0%	7.4%	4,790	4,527	(5.5)%
Matchmaking Services	1,221	1,149	1,141	1,192	1,163	1,099	1,083	1,135	1,253	10.4%	7.8%	4,703	4,480	(4.7)%
Marriage Services and others	24	22	21	19	12	12	10	12	9	(28.1)%	(26.2)%	87	47	(46.4)%
Revenue	1,233	1,216	1,173	1,192	1,206	1,155	1,114	1,083	1,153	6.5%	(4.4)%	4,814	4,558	(5.3)%
Matchmaking Services	1,206	1,192	1,149	1,177	1,186	1,143	1,101	1,070	1,141	6.6%	(3.8)%	4,724	4,500	(4.7)%
Marriage Services and others	27	24	23	15	20	12	13	13	13	(4.4)%	(35.8)%	90	59	(34.7)%
Deferred Revenue (As at end of)	793	748	736	757	723	679	659	723	830	14.7%	14.7%	757	723	(4.5)%
Matchmaking Services	763	720	710	727	701	658	640	706	816	15.6%	16.4%	727	706	(3.0)%
Marriage Services and others	30	28	26	30	22	21	19	17	14	(22.0)%	(39.1)%	30	17	(42.4)%
Operating expenses (incl Marketing expenses) (As at end of)														
Matchmaking Services	915	938	932	953	918	885	895	881	940	6.7%	2.4%	3,737	3,578	(4.3)%
Marriage Services and others	59	51	44	40	42	49	51	62	46	(26.1)%	9.9%	193	204	5.4%
EBITDA - Segment														
Matchmaking Services	291	254	218	224	269	258	206	189	201	6.1%	(25.2)%	987	922	(6.6)%
Margin (%)	24.1%	21.3%	18.9%	19.1%	22.6%	22.6%	18.7%	17.7%	17.6%			20.9%	20.5%	
Marriage Services and others	(31)	(27)	(21)	(24)	(22)	(36)	(38)	(49)	(33)			(103)	(145)	
Segment EBITDA (Total)	260	227	197	200	247	221	169	140	168	19.7%	(32.0)%	884	777	(12.1)%
Add: Unallocable Income	8	2	1	2	0	2	1	20	1			13	23	
Less: Unallocable Expenses	54	46	31	32	45	48	32	38	42			162	162	
EBITDA - Enterprise	214	183	167	170	202	175	138	123	127	3.3%	(37.2)%	734	638	(13.2)%
EBITDA Margin (%)	17.2%	15.1%	14.3%	14.2%	16.7%	15.2%	12.4%	10.8%	11.0%			15.2%	13.8%	
Net Profit	142	125	111	117	140	132	100	82	84	2.6%	(40.0)%	496	453	(8.6)%
Net Profit Margin (%)	11.4%	10.3%	9.5%	9.8%	11.6%	11.4%	8.9%	7.2%	7.3%			10.3%	9.8%	
Diluted EPS (Rs.)	6.4	5.6	5.0	5.3	6.3	5.9	4.5	3.8	3.9	2.5%	(38.0)%	22.3	20.6	(7.6)%
Marketing Expenses- Enterprise	442	473	464	488	479	458	471	476	477	0.2%	(0.4)%	1,868	1,884	0.9%
EBITDA (Enterprise) excluding Marketing	656	657	631	658	680	633	609	599	604	0.8%	(11.3)%	2,603	2,522	(3.1)%
Margin %	53%	54%	54%	55%	56%	55%	55%	54%	52%			54%	55%	
Marketing Expenses- Matchmaking	431	461	455	479	471	452	462	467	467	(0.1)%	(0.9)%	1,825	1,852	1.5%
EBITDA (Matchmaking) excluding Marketing	723	714	673	703	740	709	669	657	668	1.7%	(9.8)%	2,812	2,774	(1.3)%
Margin %	60%	60%	59%	60%	62%	62%	61%	61%	59%			60%	62%	

Key Business Metrics

As at end of/during	Q1 FY2024	Q2 FY2024	Q3 FY2024	Q4 FY2024	Q1 FY2025	Q2 FY2025	Q3 FY2025	Q4 FY2025	Q1 FY2026	Growth % QoQ	Growth % YoY	FY 24	FY 25	Growth % YoY
Paid Subscriptions (in mn)- during	0.28	0.26	0.26	0.27	0.26	0.25	0.24	0.25	0.26	6.9%	(0.8)%	1.07	1.00	(7.3)%
ATV (Rs.)	4,359	4,412	4,322	4,424	4,395	4,435	4,542	4,621	4,775	3.3%	8.6%	4,379	4,496	2.7%

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