

May 14, 2024

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 and year ended 31st March 2024 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 & year ended March 31, 2024.

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)

Particulars	Q1 FY2023	Q2 FY2023	Q3 FY2023	Q4 FY2023	Q1 FY2024	Q2 FY2024	Q3 FY2024	Q4 FY2024	Growth % QoQ	Growth % YoY	FY 23	FY 24	Growth % YoY
Billings	1,165	1,091	1,114	1,210	1,245	1,171	1,162	1,212	4.3%	0.2%	4,580	4,790	4.6%
<i>Matchmaking Services</i>	1,146	1,066	1,083	1,176	1,221	1,149	1,141	1,192	4.5%	1.4%	4,470	4,703	5.2%
<i>Marriage Services</i>	20	26	31	33	24	22	21	19	(7.5)%	(41.6)%	110	87	(21.1)%
Revenue	1,160	1,149	1,104	1,145	1,233	1,216	1,173	1,192	1.7%	4.1%	4,558	4,814	5.6%
<i>Matchmaking Services</i>	1,142	1,125	1,078	1,116	1,206	1,192	1,149	1,177	2.4%	5.5%	4,460	4,724	5.9%
<i>Marriage Services</i>	18	24	26	29	27	24	23	15	(34.2)%	(47.6)%	97	90	(7.7)%
Deferred Revenue (As at end of)	771	713	721	782	793	748	736	757	2.9%	(3.1)%	782	757	(3.1)%
<i>Matchmaking Services</i>	748	690	692	749	763	720	710	727	2.4%	(2.9)%	749	727	(2.9)%
<i>Marriage Services</i>	23	24	29	33	30	28	26	30	18.0%	(8.9)%	33	30	(8.9)%
EBITDA - Segment													
<i>Matchmaking Services</i>	268	259	192	236	291	254	218	224	3.2%	(4.7)%	955	987	3.3%
<i>Margin (%)</i>	23.5%	23.1%	17.8%	21.1%	24.1%	21.3%	18.9%	19.1%			21.4%	20.9%	
<i>Marriage Services</i>	(34)	(33)	(31)	(32)	(31)	(27)	(21)	(24)			(130)	(103)	
Segment EBITDA (Total)	235	226	161	204	260	227	197	200	1.7%	(1.8)%	825	884	7.1%
<i>Add: Unallocable Income (Refer note 1)</i>	8	2	60	6	8	2	1	2			75	13	
<i>Less: Unallocable Expenses</i>	37	41	36	37	54	46	31	32			151	162	
EBITDA - Enterprise (Refer note 1)	205	187	185	173	214	183	167	170	1.5%	(1.7)%	749	734	(2.0)%
EBITDA Margin (%)	17.6%	16.3%	15.9%	15.0%	17.2%	15.1%	14.3%	14.2%			16.2%	15.2%	
Net Profit	120	117	116	114	142	125	111	117	5.6%	2.9%	467	496	6.2%
Net Profit Margin (%)	10.2%	10.2%	10.0%	9.9%	11.4%	10.3%	9.5%	9.8%			10.1%	10.3%	
Diluted EPS (Rs.)	5.2	5.2	5.2	5.1	6.4	5.6	5.0	5.3	5.5%	2.8%	20.7	22.3	7.4%
<i>Marketing Expenses- Enterprise</i>	444	453	461	465	442	473	464	488	5.1%	4.9%	1,823	1,868	2.5%
EBITDA (Enterprise) excluding Marketing	649	640	646	638	656	657	631	658	4.3%	3.1%	2,573	2,603	1.2%
Margin %	56%	56%	56%	55%	53%	54%	54%	55%			56%	54%	
<i>Marketing Expenses- Matchmaking</i>	435	444	452	453	431	461	455	479	5.3%	5.8%	1,783	1,825	2.3%
EBITDA (Matchmaking) excluding Marketing	703	703	644	688	723	714	673	703	4.4%	2.2%	2,739	2,812	2.7%
Margin %	62%	63%	60%	62%	60%	60%	59%	60%			61%	60%	

Key Business Metrics

As at end of/during	Q1 FY2023	Q2 FY2023	Q3 FY2023	Q4 FY2023	Q1 FY2024	Q2 FY2024	Q3 FY2024	Q4 FY2024	Growth % QoQ	Growth % YoY	FY 23	FY 24	Growth % YoY
Paid Subscriptions (in mn)- during	0.25	0.24	0.24	0.26	0.28	0.26	0.26	0.27	2.1%	2.9%	0.99	1.07	8.0%
ATV (Rs.)	4,553	4,396	4,535	4,488	4,359	4,412	4,322	4,424	2.4%	(1.4)%	4,493	4,379	(2.5)%

Note: 1. Unallocable income and EBITDA - Enterprise for Q3 FY 2023 includes profit of Rs.58 mn on account of sale of land.
 2. Figures of the previous periods, wherever necessary, have been regrouped / reclassified to conform to the current periods' presentation.