

May 16, 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 and year ended 31<sup>st</sup> March 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 & year ended March 31, 2025.

The aforesaid information is also being hosted on the website of the Company viz., [www.matrimony.com](http://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, 5<sup>th</sup> Floor,**  
**MRC Nagar, Raja Annamalaipuram**  
**Chennai – 600028**

# Data Sheet

## Matrimony.com Ltd (Consolidated)

matrimony.com

### Key Financial Metrics (₹ million)

Particulars	Q1 FY2024	Q2 FY2024	Q3 FY2024	Q4 FY2024	Q1 FY2025	Q2 FY2025	Q3 FY2025	Q4 FY2025	Growth % QoQ	Growth % YoY	FY 24	FY 25	Growth % YoY
<b>Billings</b>	1,245	1,171	1,162	1,212	1,175	1,110	1,094	1,148	5.0%	(5.3)%	4,790	4,527	(5.5)%
<i>Matchmaking Services</i>	1,221	1,149	1,141	1,192	1,163	1,099	1,083	1,135	4.8%	(4.8)%	4,703	4,480	(4.7)%
<i>Marriage Services and others</i>	24	22	21	19	12	12	10	12	19.1%	(36.6)%	87	47	(46.4)%
<b>Revenue</b>	1,233	1,216	1,173	1,192	1,206	1,155	1,114	1,083	(2.8)%	(9.1)%	4,814	4,558	(5.3)%
<i>Matchmaking Services</i>	1,206	1,192	1,149	1,177	1,186	1,143	1,101	1,070	(2.8)%	(9.1)%	4,724	4,500	(4.7)%
<i>Marriage Services and others</i>	27	24	23	15	20	12	13	13	(0.8)%	(12.8)%	90	59	(34.7)%
<b>Deferred Revenue (As at end of)</b>	793	748	736	757	723	679	659	723	9.8%	(4.5)%	757	723	(4.5)%
<i>Matchmaking Services</i>	763	720	710	727	701	658	640	706	10.2%	(3.0)%	727	706	(3.0)%
<i>Marriage Services and others</i>	30	28	26	30	22	21	19	17	(6.4)%	(42.4)%	30	17	(42.4)%
<b>EBITDA - Segment</b>													
<i>Matchmaking Services</i>	291	254	218	224	269	258	206	189	(8.3)%	(15.8)%	987	922	(6.6)%
<i>Margin (%)</i>	24.1%	21.3%	18.9%	19.1%	22.6%	22.6%	18.7%	17.7%			20.9%	20.5%	
<i>Marriage Services and others</i>	(31)	(27)	(21)	(24)	(22)	(36)	(38)	(49)			(103)	(145)	
<i>Segment EBITDA (Total)</i>	260	227	197	200	247	221	169	140	(16.9)%	(29.8)%	884	777	(12.1)%
<i>Add: Unallocable Income</i>	8	2	1	2	0	2	1	20			13	23	
<i>Less: Unallocable Expenses</i>	54	46	31	32	45	48	32	38			162	162	
<b>EBITDA - Enterprise</b>	214	183	167	170	202	175	138	123	(10.9)%	(27.7)%	734	638	(13.2)%
<b>EBITDA Margin (%)</b>	17.2%	15.1%	14.3%	14.2%	16.7%	15.2%	12.4%	10.8%			15.2%	13.8%	
<b>Net Profit</b>	142	125	111	117	140	132	100	82	(17.9)%	(30.3)%	496	453	(8.6)%
<b>Net Profit Margin (%)</b>	11.4%	10.3%	9.5%	9.8%	11.6%	11.4%	8.9%	7.2%			10.3%	9.8%	
<b>Diluted EPS (Rs.)</b>	6.4	5.6	5.0	5.3	6.3	5.9	4.5	3.8	(16.4)%	(28.0)%	22.3	20.6	(7.6)%
<i>Marketing Expenses- Enterprise</i>	442	473	464	488	479	458	471	476	1.0%	(2.4)%	1,868	1,884	0.9%
<i>EBITDA (Enterprise) excluding Marketing</i>	656	657	631	658	680	633	609	599	(1.7)%	(8.9)%	2,603	2,522	(3.1)%
<i>Margin %</i>	53%	54%	54%	55%	56%	55%	55%	54%			54%	55%	
<i>Marketing Expenses- Matchmaking</i>	431	461	455	479	471	452	462	467	1.1%	(2.4)%	1,825	1,852	1.5%
<i>EBITDA (Matchmaking) excluding</i>	723	714	673	703	740	709	669	657	(1.8)%	(6.6)%	2,812	2,774	(1.3)%
<i>Margin %</i>	60%	60%	59%	60%	62%	62%	61%	61%			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	Growth % QoQ	Growth % YoY	FY 24	FY 25	Growth % YoY
<i>Paid Subscriptions (in mn)- during</i>	0.28	0.26	0.26	0.27	0.26	0.25	0.24	0.25	3.0%	(9.0)%	1.07	1.00	(7.3)%
<i>ATV (Rs.)</i>	4,359	4,412	4,322	4,424	4,395	4,435	4,542	4,621	1.7%	4.4%	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.