

February 9, 2024

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 and nine months ended 31st December 2023 under regulation 30 of SEBI (Listing Obligations & Disclosure Requirements) Regulations, 2015.

Ref: BSE Scrip code: 540704

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 & nine months ended December 31, 2023.

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)

matrimony.com

Key Financial Metrics (₹ million)

Particulars	Q1 FY2023	Q2 FY2023	Q3 FY2023	Q4 FY2023	Q1 FY2024	Q2 FY2024	Q3 FY2024	Growth % QoQ	Growth % YoY	9M FY 23	9M FY 24	Growth % YoY (9M)	FY 22	FY 23	Growth % YoY
Billings	1,165	1,091	1,114	1,210	1,245	1,171	1,162	(0.8)%	4.3%	3,371	3,578	6.1%	4,344	4,580	5.4%
Matchmaking Services	1,146	1,066	1,083	1,176	1,221	1,149	1,141	(0.7)%	5.3%	3,294	3,511	6.6%	4,301	4,470	3.9%
Marriage Services	20	26	31	33	24	22	21	(6.1)%	(32.9)%	77	67	(12.4)%	44	110	151.8%
Revenue	1,160	1,149	1,104	1,145	1,233	1,216	1,173	(3.6)%	6.2%	3,413	3,622	6.1%	4,345	4,558	4.9%
Matchmaking Services	1,142	1,125	1,078	1,116	1,206	1,192	1,149	(3.5)%	6.7%	3,344	3,547	6.1%	4,304	4,460	3.6%
Marriage Services	18	24	26	29	27	24	23	(5.0)%	(11.7)%	68	74	7.7%	41	97	135.9%
Deferred Revenue (As at end of)	771	713	721	782	793	748	736	(1.6)%	2.1%	721	736	2.1%	767	782	2.0%
Matchmaking Services	748	690	692	749	763	720	710	(1.3)%	2.6%	692	710	2.6%	747	749	0.3%
Marriage Services	23	24	29	33	30	28	26	(8.6)%	(10.1)%	29	26	(10.1)%	20	33	65.6%
EBITDA - Segment															
Matchmaking Services	268	259	192	236	291	254	218	(14.3)%	13.3%	720	763	6.1%	1,117	955	(14.5)%
Margin (%)	23.5%	23.1%	17.8%	21.1%	24.1%	21.3%	18.9%			21.5%	21.5%		26.0%	21.4%	
Marriage Services	(34)	(33)	(31)	(32)	(31)	(27)	(21)			(98)	(79)		(96)	(130)	
Segment EBITDA (Total)	235	226	161	204	260	227	197	(13.4)%	22.5%	622	684	10.1%	1,022	825	(19.2)%
Add: Unallocable Income (Refer note 1)	8	2	60	6	8	2	1			69	11		30	75	
Less: Unallocable Expenses	37	41	36	37	54	46	31			114	131		152	151	
EBITDA - Enterprise (Refer note 1)	205	187	185	173	214	183	167	(8.8)%	(9.3)%	577	564	(2.3)%	900	749	(16.7)%
EBITDA Margin (%)	17.6%	16.3%	15.9%	15.0%	17.2%	15.1%	14.3%			16.6%	15.5%		20.6%	16.2%	
Net Profit	120	117	116	114	142	125	111	(11.3)%	(4.3)%	353	378	7.2%	536	467	(12.9)%
Net Profit Margin (%)	10.2%	10.2%	10.0%	9.9%	11.4%	10.3%	9.5%			10.1%	10.4%		12.2%	10.1%	
Diluted EPS (Rs.)	5.2	5.2	5.2	5.1	6.4	5.6	5.0	(11.3)%	(4.3)%	15.6	17.0	8.9%	23.4	20.7	(11.4)%
Marketing Expenses- Enterprise	444	453	461	465	442	473	464	(1.9)%	0.7%	1,358	1,380	1.7%	1,621	1,823	12.5%
EBITDA (Enterprise) excluding Marketing	649	640	646	638	656	657	631	(4.0)%	(2.4)%	1,935	1,944	0.5%	2,521	2,573	2.1%
Margin %	56%	56%	56%	55%	53%	54%	54%			56%	54%		58%	56%	
Marketing Expenses- Matchmaking	435	444	452	453	431	461	455	(1.2)%	0.7%	1,331	1,347	1.2%	1,614	1,783	10.5%
EBITDA (Matchmaking) excluding Marketing	703	703	644	688	723	714	673	(5.8)%	4.6%	2,050	2,110	2.9%	2,732	2,739	0.3%
Margin %	62%	63%	60%	62%	60%	60%	59%			61%	59%		63%	61%	

Key Business Metrics

As at end of/during	Q1 FY2023	Q2 FY2023	Q3 FY2023	Q4 FY2023	Q1 FY2024	Q2 FY2024	Q3 FY2024	Growth % QoQ	Growth % YoY	9M FY 23	9M FY 24	Growth % YoY (9M)	FY 22	FY 23	Growth % YoY
Paid Subscriptions (in mn)- during	0.25	0.24	0.24	0.26	0.28	0.26	0.26	1.4%	10.8%	0.73	0.80	9.9%	0.89	0.99	11.1%
ATV (Rs.)	4,553	4,396	4,535	4,488	4,359	4,412	4,322	(2.0)%	(4.7)%	4,495	4,364	(2.9)%	4,806	4,493	(6.5)%

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.