

November 9, 2023

**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 half year ended 30<sup>th</sup> September 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 & half year ended September 30, 2023.

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 FY2023	Q2 FY2023	Q3 FY2023	Q4 FY2023	Q1 FY2024	Q2 FY2024	Growth % QoQ	Growth % YoY	6M FY 23	6M FY 24	Growth % YoY (6M)	FY 22	FY 23	Growth % YoY
<b>Billings</b>	1,165	1,091	1,114	1,210	1,245	1,171	(6.0)%	7.3%	2,256	2,416	7.1%	4,344	4,580	5.4%
<i>Matchmaking Services</i>	1,146	1,066	1,083	1,176	1,221	1,149	(6.0)%	7.8%	2,211	2,370	7.2%	4,301	4,470	3.9%
<i>Marriage Services</i>	20	26	31	33	24	22	(5.7)%	(12.6)%	45	46	1.8%	44	110	151.8%
<b>Revenue</b>	1,160	1,149	1,104	1,145	1,233	1,216	(1.4)%	5.9%	2,309	2,449	6.1%	4,345	4,558	4.9%
<i>Matchmaking Services</i>	1,142	1,125	1,078	1,116	1,206	1,192	(1.2)%	6.0%	2,267	2,397	5.8%	4,304	4,460	3.6%
<i>Marriage Services</i>	18	24	26	29	27	24	(10.9)%	1.6%	42	52	22.2%	41	97	135.9%
<b>Deferred Revenue (As at end of)</b>	771	713	721	782	793	748	(5.7)%	4.8%	713	748	4.8%	767	782	2.0%
<i>Matchmaking Services</i>	748	690	692	749	763	720	(5.7)%	4.4%	690	720	4.4%	747	749	0.3%
<i>Marriage Services</i>	23	24	29	33	30	28	(6.1)%	15.8%	24	28	15.8%	20	33	65.6%
<b>EBITDA - Segment</b>														
<i>Matchmaking Services</i>	268	259	192	236	291	254	(12.7)%	(2.1)%	528	545	3.2%	1,117	955	(14.5)%
<i>Margin (%)</i>	23.5%	23.1%	17.8%	21.1%	24.1%	21.3%			23.3%	22.7%		26.0%	21.4%	
<i>Marriage Services</i>	(34)	(33)	(31)	(32)	(31)	(27)			(67)	(58)		(96)	(130)	
<b>Segment EBITDA (Total)</b>	235	226	161	204	260	227	(12.5)%	0.3%	461	487	5.6%	1,022	825	(19.2)%
<i>Add: Unallocable Income (Refer note 1)</i>	8	2	60	6	8	2			10	10		30	75	
<i>Less: Unallocable Expenses</i>	37	41	36	37	54	46			78	100		152	151	
<b>EBITDA - Enterprise (Refer note 1)</b>	205	187	185	173	214	183	(14.2)%	(2.0)%	392	397	1.3%	900	749	(16.7)%
<b>EBITDA Margin (%)</b>	17.6%	16.3%	15.9%	15.0%	17.2%	15.1%			16.9%	16.2%		20.6%	16.2%	
<b>Net Profit</b>	120	117	116	114	142	125	(11.6)%	7.0%	237	267	12.8%	536	467	(12.9)%
<b>Net Profit Margin (%)</b>	10.2%	10.2%	10.0%	9.9%	11.4%	10.3%			10.2%	10.9%		12.2%	10.1%	
<b>Diluted EPS (Rs.)</b>	5.2	5.2	5.2	5.1	6.4	5.6	(11.6)%	9.1%	10.4	12.0	15.6%	23.4	20.7	(11.4)%
<i>Marketing Expenses- Enterprise</i>	444	453	461	465	442	473	7.0%	4.5%	896	916	2.2%	1,621	1,823	12.5%
<b>EBITDA (Enterprise) excluding Marketing</b>	649	640	646	638	656	657	0.1%	2.6%	1,289	1,313	1.9%	2,521	2,573	2.1%
<b>Margin %</b>	56%	56%	56%	55%	53%	54%			56%	53%		58%	56%	
<i>Marketing Expenses- Matchmaking</i>	435	444	452	453	431	461	7.0%	3.8%	879	892	1.5%	1,614	1,783	10.5%
<b>EBITDA (Matchmaking) excluding Marketing</b>	703	703	644	688	723	714	(1.1)%	1.6%	1,406	1,437	2.2%	2,732	2,739	0.3%
<b>Margin %</b>	62%	63%	60%	62%	60%	60%			62%	60%		63%	61%	

### Key Business Metrics

As at end of/during	Q1 FY2023	Q2 FY2023	Q3 FY2023	Q4 FY2023	Q1 FY2024	Q2 FY2024	Growth % QoQ	Growth % YoY	6M FY 23	6M FY 24	Growth % YoY (6M)	FY 22	FY 23	Growth % YoY
<i>Paid Subscriptions (in mn)- during</i>	0.25	0.24	0.24	0.26	0.28	0.26	(7.0)%	7.4%	0.49	0.54	9.5%	0.89	0.99	11.1%
<b>ATV (Rs.)</b>	4,553	4,396	4,535	4,488	4,359	4,412	1.2%	0.4%	4,476	4,385	(2.0)%	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.