

November 7, 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 half year ended 30<sup>th</sup> September 2024 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 and half year ended September 30, 2024.

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)**

**Key Financial Metrics (₹ million)**

Particulars	Q1 FY2024	Q2 FY2024	Q3 FY2024	Q4 FY2024	Q1 FY2025	Q2 FY2025	Growth % QoQ	Growth % YoY	6M FY 24	6M FY 25	Growth % YoY (6M)	FY 23	FY 24	Growth % YoY
<b>Billings</b>	1,245	1,171	1,162	1,212	1,175	1,110	(5.5)%	(5.2)%	2,416	2,285	(5.4)%	4,580	4,790	4.6%
<i>Matchmaking Services</i>	1,221	1,149	1,141	1,192	1,163	1,099	(5.5)%	(4.3)%	2,370	2,262	(4.6)%	4,470	4,703	5.2%
<i>Marriage Services and others</i>	24	22	21	19	12	12	(2.3)%	(47.6)%	46	24	(48.6)%	110	87	(21.1)%
<b>Revenue</b>	1,233	1,216	1,173	1,192	1,206	1,155	(4.2)%	(5.0)%	2,449	2,361	(3.6)%	4,558	4,814	5.6%
<i>Matchmaking Services</i>	1,206	1,192	1,149	1,177	1,186	1,143	(3.7)%	(4.1)%	2,397	2,329	(2.9)%	4,460	4,724	5.9%
<i>Marriage Services and others</i>	27	24	23	15	20	12	(37.2)%	(49.0)%	52	32	(37.7)%	97	90	(7.7)%
<b>Deferred Revenue (As at end of)</b>	793	748	736	757	723	679	(6.2)%	(9.3)%	748	679	(9.3)%	782	757	(3.1)%
<i>Matchmaking Services</i>	763	720	710	727	701	658	(6.2)%	(8.7)%	720	658	(8.7)%	749	727	(2.9)%
<i>Marriage Services and others</i>	30	28	26	30	22	21	(5.9)%	(25.1)%	28	21	(25.1)%	33	30	(8.9)%
<b>EBITDA - Segment</b>														
<i>Matchmaking Services</i>	291	254	218	224	269	258	(4.0)%	1.5%	545	526	(3.4)%	955	987	3.3%
<i>Margin (%)</i>	24.1%	21.3%	18.9%	19.1%	22.6%	22.6%			22.7%	22.6%		21.4%	20.9%	
<i>Marriage Services and others</i>	(31)	(27)	(21)	(24)	(22)	(36)			(58)	(58)		(130)	(103)	
<b>Segment EBITDA (Total)</b>	260	227	197	200	247	221	(10.2)%	(2.5)%	487	468	(3.9)%	825	884	7.1%
<i>Add: Unallocable Income (Refer note 1)</i>	8	2	1	2	0	2			10	2		75	13	
<i>Less: Unallocable Expenses</i>	54	46	31	32	45	48			100	93		151	162	
<b>EBITDA - Enterprise (Refer note 1)</b>	214	183	167	170	202	175	(13.1)%	(4.5)%	397	377	(5.2)%	749	734	(2.0)%
<b>EBITDA Margin (%)</b>	17.2%	15.1%	14.3%	14.2%	16.7%	15.2%			16.2%	16.0%		16.2%	15.2%	
<b>Net Profit</b>	142	125	111	117	140	132	(5.8)%	5.0%	267	271	1.6%	467	496	6.2%
<b>Net Profit Margin (%)</b>	11.4%	10.3%	9.5%	9.8%	11.6%	11.4%			10.9%	11.5%		10.1%	10.3%	
<b>Diluted EPS (Rs.)</b>	6.4	5.6	5.0	5.3	6.3	5.9	(5.8)%	5.0%	12.0	12.2	1.6%	20.7	22.3	7.4%
<i>Marketing Expenses- Enterprise</i>	442	473	464	488	479	458	(4.3)%	(3.2)%	916	937	2.3%	1,823	1,868	2.5%
<i>EBITDA (Enterprise) excluding Marketing</i>	656	657	631	658	680	633	(6.9)%	(3.6)%	1,313	1,314	0.0%	2,573	2,603	1.2%
<i>Margin %</i>	53%	54%	54%	55%	56%	55%			53%	56%		56%	54%	
<i>Marketing Expenses- Matchmaking</i>	431	461	455	479	471	452	(4.2)%	(1.9)%	892	923	3.4%	1,783	1,825	2.3%
<i>EBITDA (Matchmaking) excluding Marketing</i>	723	714	673	703	740	709	(4.1)%	(0.7)%	1,437	1,449	0.9%	2,739	2,812	2.7%
<i>Margin %</i>	60%	60%	59%	60%	62%	62%			60%	62%		61%	60%	

<b>Key Business Metrics</b>														
As at end of/during	Q1 FY2024	Q2 FY2024	Q3 FY2024	Q4 FY2024	Q1 FY2025	Q2 FY2025	Growth % QoQ	Growth % YoY	6M FY 24	6M FY 25	Growth % YoY (6M)	FY 23	FY 24	Growth % YoY
<i>Paid Subscriptions (in mn)- during</i>	0.28	0.26	0.26	0.27	0.26	0.25	(6.4)%	(4.9)%	0.54	0.51	(5.3)%	0.99	1.07	8.0%
<i>ATV (Rs.)</i>	4,359	4,412	4,322	4,424	4,395	4,435	0.9%	0.5%	4,385	4,415	0.7%	4,493	4,379	(2.5)%

Note: 1. Unallocable income and EBITDA - Enterprise for 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.