

February 5, 2025

**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 31<sup>st</sup> December 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 & nine months ended December 31, 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	Q3 FY2025	Growth % QoQ	Growth % YoY	9M FY 24	9M FY 25	Growth % YoY (9M)	FY 23	FY 24	Growth % YoY
<b>Billings</b>	1,245	1,171	1,162	1,212	1,175	1,110	1,094	(1.5)%	(5.9)%	3,578	3,379	(5.6)%	4,580	4,790	4.6%
Matchmaking Services	1,221	1,149	1,141	1,192	1,163	1,099	1,083	(1.4)%	(5.0)%	3,511	3,345	(4.7)%	4,470	4,703	5.2%
Marriage Services and others	24	22	21	19	12	12	10	(11.7)%	(50.7)%	67	34	(49.3)%	110	87	(21.1)%
<b>Revenue</b>	1,233	1,216	1,173	1,192	1,206	1,155	1,114	(3.5)%	(5.0)%	3,622	3,475	(4.1)%	4,558	4,814	5.6%
Matchmaking Services	1,206	1,192	1,149	1,177	1,186	1,143	1,101	(3.6)%	(4.2)%	3,547	3,430	(3.3)%	4,460	4,724	5.9%
Marriage Services and others	27	24	23	15	20	12	13	7.8%	(42.2)%	74	45	(39.6)%	97	90	(7.7)%
<b>Deferred Revenue (As at end of)</b>	793	748	736	757	723	679	659	(2.9)%	(10.5)%	736	659	(10.5)%	782	757	(3.1)%
Matchmaking Services	763	720	710	727	701	658	640	(2.7)%	(9.9)%	710	640	(9.9)%	749	727	(2.9)%
Marriage Services and others	30	28	26	30	22	21	19	(11.3)%	(27.3)%	26	19	(27.3)%	33	30	(8.9)%
<b>EBITDA - Segment</b>															
Matchmaking Services	291	254	218	224	269	258	206	(20.0)%	(5.1)%	763	733	(4.0)%	955	987	3.3%
Margin (%)	24.1%	21.3%	18.9%	19.1%	22.6%	22.6%	18.7%			21.5%	21.4%		21.4%	20.9%	
Marriage Services and others	(31)	(27)	(21)	(24)	(22)	(36)	(38)			(79)	(96)		(130)	(103)	
Segment EBITDA (Total)	260	227	197	200	247	221	169	(23.8)%	(14.2)%	684	637	(7.0)%	825	884	7.1%
Add: Unallocable Income (Refer note 1)	8	2	1	2	0	2	1			11	3		75	13	
Less: Unallocable Expenses	54	46	31	32	45	48	32			131	125		151	162	
<b>EBITDA - Enterprise (Refer note 1)</b>	214	183	167	170	202	175	138	(21.4)%	(17.7)%	564	515	(8.7)%	749	734	(2.0)%
<b>EBITDA Margin (%)</b>	17.2%	15.1%	14.3%	14.2%	16.7%	15.2%	12.4%			15.5%	14.8%		16.2%	15.2%	
<b>Net Profit</b>	142	125	111	117	140	132	100	(24.2)%	(10.2)%	378	371	(1.9)%	467	496	6.2%
<b>Net Profit Margin (%)</b>	11.4%	10.3%	9.5%	9.8%	11.6%	11.4%	8.9%			10.4%	10.7%		10.1%	10.3%	
<b>Diluted EPS (Rs.)</b>	6.4	5.6	5.0	5.3	6.3	5.9	4.5	(23.2)%	(9.0)%	17.0	16.7	(1.4)%	20.7	22.3	7.4%
Marketing Expenses- Enterprise	442	473	464	488	479	458	471	2.9%	1.5%	1,380	1,408	2.0%	1,823	1,868	2.5%
EBITDA (Enterprise) excluding Marketing	656	657	631	658	680	633	609	(3.8)%	(3.4)%	1,944	1,923	(1.1)%	2,573	2,603	1.2%
Margin %	53%	54%	54%	55%	56%	55%	55%			54%	55%		56%	54%	
Marketing Expenses- Matchmaking	431	461	455	479	471	452	462	2.4%	1.6%	1,347	1,385	2.8%	1,783	1,825	2.3%
EBITDA (Matchmaking) excluding	723	714	673	703	740	709	669	(5.8)%	(0.7)%	2,110	2,118	0.4%	2,739	2,812	2.7%
Margin %	60%	60%	59%	60%	62%	62%	61%			59%	62%		61%	60%	

**Key Business Metrics**

As at end of/during	Q1 FY2024	Q2 FY2024	Q3 FY2024	Q4 FY2024	Q1 FY2025	Q2 FY2025	Q3 FY2025	Growth % QoQ	Growth % YoY	9M FY 24	9M FY 25	Growth % YoY (9M)	FY 23	FY 24	Growth % YoY
Paid Subscriptions (in mn)- during	0.28	0.26	0.26	0.27	0.26	0.25	0.24	(3.7)%	(9.7)%	0.80	0.75	(6.7)%	0.99	1.07	8.0%
ATV (Rs.)	4,359	4,412	4,322	4,424	4,395	4,435	4,542	2.4%	5.1%	4,364	4,455	2.1%	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.