

May 14, 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 year ended 31<sup>st</sup> March 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 & year ended March 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 FY2023	Q2 FY2023	Q3 FY2023	Q4 FY2023	Q1 FY2024	Q2 FY2024	Q3 FY2024	Q4 FY2024	Growth % QoQ	Growth % YoY	FY 23	FY 24	Growth % YoY
<b>Billings</b>	1,165	1,091	1,114	1,210	1,245	1,171	1,162	1,212	4.3%	0.2%	4,580	4,790	4.6%
<i>Matchmaking Services</i>	1,146	1,066	1,083	1,176	1,221	1,149	1,141	1,192	4.5%	1.4%	4,470	4,703	5.2%
<i>Marriage Services</i>	20	26	31	33	24	22	21	19	(7.5)%	(41.6)%	110	87	(21.1)%
<b>Revenue</b>	1,160	1,149	1,104	1,145	1,233	1,216	1,173	1,192	1.7%	4.1%	4,558	4,814	5.6%
<i>Matchmaking Services</i>	1,142	1,125	1,078	1,116	1,206	1,192	1,149	1,177	2.4%	5.5%	4,460	4,724	5.9%
<i>Marriage Services</i>	18	24	26	29	27	24	23	15	(34.2)%	(47.6)%	97	90	(7.7)%
<b>Deferred Revenue (As at end of)</b>	771	713	721	782	793	748	736	757	2.9%	(3.1)%	782	757	(3.1)%
<i>Matchmaking Services</i>	748	690	692	749	763	720	710	727	2.4%	(2.9)%	749	727	(2.9)%
<i>Marriage Services</i>	23	24	29	33	30	28	26	30	18.0%	(8.9)%	33	30	(8.9)%
<b>EBITDA - Segment</b>													
<i>Matchmaking Services</i>	268	259	192	236	291	254	218	224	3.2%	(4.7)%	955	987	3.3%
<i>Margin (%)</i>	23.5%	23.1%	17.8%	21.1%	24.1%	21.3%	18.9%	19.1%			21.4%	20.9%	
<i>Marriage Services</i>	(34)	(33)	(31)	(32)	(31)	(27)	(21)	(24)			(130)	(103)	
<b>Segment EBITDA (Total)</b>	235	226	161	204	260	227	197	200	1.7%	(1.8)%	825	884	7.1%
<i>Add: Unallocable Income (Refer note 1)</i>	8	2	60	6	8	2	1	2			75	13	
<i>Less: Unallocable Expenses</i>	37	41	36	37	54	46	31	32			151	162	
<b>EBITDA - Enterprise (Refer note 1)</b>	205	187	185	173	214	183	167	170	1.5%	(1.7)%	749	734	(2.0)%
<b>EBITDA Margin (%)</b>	17.6%	16.3%	15.9%	15.0%	17.2%	15.1%	14.3%	14.2%			16.2%	15.2%	
<b>Net Profit</b>	120	117	116	114	142	125	111	117	5.6%	2.9%	467	496	6.2%
<b>Net Profit Margin (%)</b>	10.2%	10.2%	10.0%	9.9%	11.4%	10.3%	9.5%	9.8%			10.1%	10.3%	
<b>Diluted EPS (Rs.)</b>	5.2	5.2	5.2	5.1	6.4	5.6	5.0	5.3	5.5%	2.8%	20.7	22.3	7.4%
<i>Marketing Expenses- Enterprise</i>	444	453	461	465	442	473	464	488	5.1%	4.9%	1,823	1,868	2.5%
<b>EBITDA (Enterprise) excluding Marketing Margin %</b>	649	640	646	638	656	657	631	658	4.3%	3.1%	2,573	2,603	1.2%
<i>Margin %</i>	56%	56%	56%	55%	53%	54%	54%	55%			56%	54%	
<i>Marketing Expenses- Matchmaking</i>	435	444	452	453	431	461	455	479	5.3%	5.8%	1,783	1,825	2.3%
<b>EBITDA (Matchmaking) excluding Marketing Margin %</b>	703	703	644	688	723	714	673	703	4.4%	2.2%	2,739	2,812	2.7%
<i>Margin %</i>	62%	63%	60%	62%	60%	60%	59%	60%			61%	60%	

### Key Business Metrics

As at end of/during	Q1 FY2023	Q2 FY2023	Q3 FY2023	Q4 FY2023	Q1 FY2024	Q2 FY2024	Q3 FY2024	Q4 FY2024	Growth % QoQ	Growth % YoY	FY 23	FY 24	Growth % YoY
<b>Paid Subscriptions (in mn)- during</b>	0.25	0.24	0.24	0.26	0.28	0.26	0.26	0.27	2.1%	2.9%	0.99	1.07	8.0%
<b>ATV (Rs.)</b>	4,553	4,396	4,535	4,488	4,359	4,412	4,322	4,424	2.4%	(1.4)%	4,493	4,379	(2.5)%

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.