

Data Sheet

Matrimony.com Ltd (Consolidated)

matrimony.com

Key Revenue Metrics

As at end of/during	Q1 FY2017	Q2 FY2017	Q3 FY2017	Q4 FY2017*	Q1 FY2018	Q2 FY2018	Q3 FY2018	Growth % Y-o-Y (Q3)	9 Months Ended FY17	9 Months Ended FY18	Growth % Y-o-Y (9m)
Ever Reaistrations (in mn)	24.27	25.02	25.84	26.75	27.65	28.51	29.47	14.1%	25.84	29.47	14.1%
Active Profiles (in mn)	2.66	2.75	2.89	3.03	3.08	3.19	3.29	13.7%	2.89	3.29	13.7%
Free Reaistration (in mn)	0.74	0.75	0.82	0.91	0.90	0.87	0.95	16.2%	2.31	2.73	18.1%
Average Free Registration Per Day	8132	8119	8927	10098	9903	9464	10375	16.2%	8393	9914	18.1%
Matchmaking Sales(in mn)	698	682	685	789	805	766	817	19.4%	2,065	2,389	15.7%
Paid Subscription (000's)	177	170	169	186	190	177	187	10.8%	516	553	7.2%
ATV (in Rs)	3,946	4,002	4,057	4,245	4,242	4,339	4,371	7.7%	4,001	4,316	7.9%

Key Financial Metrics

Enterprise (₹ million)	Q1 FY2017	Q2 FY2017	Q3 FY2017	Q4 FY2017*	Q1 FY2018	Q2 FY2018	Q3 FY2018	Growth % Y-o-Y (Q3)	9 Months Ended FY17	9 Months Ended FY18	Growth % Y-o-Y (9m)
Sales	724	709	708	826	856	814	856	21.0%	2,141	2,526	18.0%
Revenue	714	736	725	754	839	836	837	15.4%	2,175	2,512	15.5%
EBITDA	122	148	161	158	197	206	174	7.8%	432	577	33.8%
Net Profit	93	117	131	88	149	192	230	75.1%	342	570	67.0%
Diluted EPS (Rs.)	4.4	5.5	6.1	4.1	6.9	8.9	10.5	70.6%	15.9	25.9	62.8%
EBITDA Margin (%)	17.1%	20.1%	22.2%	20.9%	23.5%	24.6%	20.8%		19.8%	23.0%	
Net Profit Margin (%)	13.1%	15.9%	18.1%	11.7%	17.7%	22.9%	27.5%		15.7%	22.7%	

Segment (₹ million)	Q1 FY2017	Q2 FY2017	Q3 FY2017	Q4 FY2017*	Q1 FY2018	Q2 FY2018	Q3 FY2018	Growth % Y-o-Y (Q3)	9 Months Ended FY17	9 Months Ended FY18	Growth % Y-o-Y (9m)
Segment Revenue											
Matchmaking Services	685	706	700	717	790	790	797	14.0%	2,091	2,377	13.7%
Marriage Services	28	30	26	37	49	46	39	53.7%	83	134	60.7%
Total	713	736	725	754	838	836	837	15.4%	2,174	2,511	15.5%
Deferred Revenue (As at end of)											
Matchmaking Services	533	509	494	563	582	563	587	19.0%	494	587	19.0%
Marriage Services	18	18	19	19	18	16	11		19	11	
Total	551	527	512	582	600	579	599	16.9%	512	599	16.9%
Segment EBITDA											
Matchmaking Services	183	200	216	215	261	267	250	16.0%	598	779	30.2%
Marriage Services	-37	-23	-30	-31	-36	-38	-51		-91	-125	
Total	146	176	186	184	225	229	200	7.7%	508	654	28.8%
Add: Unallocable Income	0.5	0.4	0.1	0.2	0.1	0.8	0.0		0.9	0.9	
Less: Unallocable Expenses	24	29	24	27	28	24	26		77	78	
EBITDA (Enterprise)	122	148	161	158	197	206	174	7.8%	432	577	33.8%

Note: Q4 of FY17 financials as per IGAAP