

# 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	Q4 FY2018	Growth % Y-o-Y (Q4)	FY17	FY18	Growth % Y-o-Y
Ever Registrations (in mn)	24.27	25.02	25.84	26.75	27.65	28.51	29.47	30.47	13.9%	26.75	30.47	13.9%
Active Profiles (in mn)	2.66	2.75	2.89	3.03	3.08	3.19	3.29	3.40	12.1%	3.03	3.40	12.1%
Free Registration (in mn)	0.74	0.75	0.82	0.91	0.90	0.87	0.95	0.99	9.4%	3.21	3.72	15.8%
Average Free Registration Per Day	8100	8119	8927	10098	9903	9465	10375	11043	9.4%	8806	10193	15.8%
Paid Subscription (000's)	177	170	169	186	190	177	187	192	3.2%	702	745	6.2%
ATV (in Rs)	3,946	4,002	4,057	4,245	4,242	4,339	4,371	4,489	5.7%	4,065	4,361	7.3%

### Key Financial Metrics

Enterprise (l million)	Q1 FY2017	Q2 FY2017	Q3 FY2017	Q4 FY2017	Q1 FY2018	Q2 FY2018	Q3 FY2018	Q4 FY2018	Growth % Y-o-Y (Q4)	FY17	FY18	Growth % Y-o-Y
Sales	724	709	708	826	856	814	856	892	8.0%	2,967	3,418	15.2%
Matchmaking	698	682	685	789	808	770	822	867	9.8%	2,854	3,267	14.5%
Marriage Services	26	27	23	37	48	43	34	25	-31.4%	113	151	33.8%
Revenue	714	736	725	754	839	836	837	844	11.9%	2,929	3,355	14.5%
EBITDA	122	148	161	158	197	206	174	200	26.3%	590	777	31.8%
Net Profit	93	117	131	88	149	192	230	168	90.8%	430	739	71.9%
Diluted EPS (Rs.)	4.4	5.5	6.1	4.1	6.9	8.9	10.1	7.6	85.1%	20.0	33.4	66.8%
EBITDA Margin (%)	17.1%	20.1%	22.2%	20.9%	23.5%	24.6%	20.8%	23.6%		20.1%	23.2%	
Net Profit Margin (%)	13.1%	15.9%	18.1%	11.7%	17.7%	22.9%	27.5%	19.9%		14.7%	22.0%	

Segment (l million)	Q1 FY2017	Q2 FY2017	Q3 FY2017	Q4 FY2017	Q1 FY2018	Q2 FY2018	Q3 FY2018	Q4 FY2018	Growth % Y-o-Y (Q4)	FY17	FY18	Growth % Y-o-Y
<b>Segment Revenue</b>												
Matchmaking Services	685	706	700	717	790	790	797	814	13.5%	2,808	3,191	13.6%
Marriage Services	28	30	26	37	49	46	39	30	-19.9%	121	164	35.7%
Total	713	736	725	754	838	836	837	843	11.9%	2,928	3,354	14.6%
<b>Deferred Revenue (As at end of)</b>												
Matchmaking Services	533	509	494	563	582	563	587	648	15.2%	563	648	15.2%
Marriage Services	18	18	19	19	18	16	11	6		19	6	
Total	551	527	512	582	600	579	599	655	12.4%	582	655	12.4%
<b>Segment EBITDA</b>												
Matchmaking Services	183	200	216	215	261	267	250	264	22.6%	814	1,043	28.2%
Marriage Services	-37	-23	-30	-31	-36	-38	-51	-43		-122	-168	
Total	146	176	186	184	225	229	200	221	20.1%	692	875	26.5%
Add: Unallocable Income	0.5	0.4	0.1	0.2	0.1	0.4	0.0	0.4		1.1	0.9	
Less: Unallocable Expenses	24	29	24	26	28	24	26	22		104	99	
EBITDA (Enterprise)	122	148	161	158	197	206	174	200	26.3%	590	777	31.8%

