

## Data Sheet Matrimony.com Ltd (Consolidated)

matrimony.com

### Key Financial Metrics (₹ million)

Particulars	Q1 FY2018	Q2 FY2018	Q3 FY2018	Q4 FY2018	Q1 FY2019	Q2 FY2019	Q3 FY2019	Growth % QoQ (Q3)	Growth % YoY (Q3)	9 Months Ended FY18	9 Months Ended FY19	Growth % YoY (9m)
<b>Billing</b>	856	814	856	892	893	862	855	(0.7)%	(0.1)%	2,526	2,611	3.4%
Matchmaking Services	808	770	822	867	860	835	823	(1.5)%	0.1%	2,400	2,519	5.0%
Marriage Services	48	43	34	25	33	26	32	22.3%	(6.2)%	126	92	(27.1)%
<b>Revenue</b>	838	836	837	843	895	876	853	(2.7)%	1.9%	2,511	2,623	4.5%
Matchmaking Services	790	790	797	814	859	851	826	(3.0)%	3.6%	2,377	2,536	6.7%
Marriage Services	49	46	39	30	36	24	27	9.1%	(32.2)%	134	87	(35.0)%
<b>Deferred Revenue (As at end of)</b>	600	579	599	655	650	635	635	(0.0)%	6.1%	599	635	6.1%
Matchmaking Services	582	563	587	648	647	629	624	(0.9)%	6.2%	587	624	6.2%
Marriage Services	18	16	11	6	4	6	11	94.1%	(1.4)%	11	11	(1.4)%
<b>EBITDA - Segment</b>												
Matchmaking Services	261	267	250	264	277	235	174	(26.0)%	(30.4)%	779	686	(11.9)%
Margin (%)	33.1%	33.8%	31.4%	32.5%	32.2%	27.7%	21.1%			32.8%	27.1%	
Marriage Services	(36)	(38)	(51)	(43)	(31)	(35)	(39)			(125)	(106)	
Segment EBITDA (Total)	225	229	200	221	245	200	135	(32.7)%	(32.5)%	654	581	(11.2)%
Add: Unallocable Income	0.1	0.4	0.0	0.4	0.8	5.9	4.7			0.6	11.4	
Less: Unallocable Expenses	28	24	26	22	34	32	39			77	106	
<b>EBITDA - Enterprise</b>	197	206	174	200	212	174	101	(42.2)%	(42.1)%	577	486	(15.8)%
<b>EBITDA Margin (%)</b>	23.5%	24.6%	20.8%	23.6%	23.6%	19.7%	11.7%			23.0%	18.5%	
<b>Net Profit</b>	149	192	230	168	156	134	68	(48.8)%	(70.3)%	570	358	(37.2)%
<b>Net Profit Margin (%)</b>	17.7%	22.9%	27.5%	19.9%	17.5%	15.1%	8.0%			22.7%	13.6%	
<b>Diluted EPS (Rs.)</b>	6.9	8.9	10.1	7.6	6.9	5.8	3.0	(48.8)%	(70.3)%	25.9	15.7	(39.4)%
Marketing Expenses- Enterprise	139	129	147	145	160	187	222	18.5%	51.2%	415	569	37.2%
EBITDA (Enterprise) excluding Marketing	337	335	321	345	372	361	323	(10.7)%	0.6%	992	1,056	6.4%
Margin %	40%	40%	38%	41%	41%	41%	38%			40%	40%	
Marketing Expenses- Matchmaking	126	119	131	136	154	182	217	19.3%	65.0%	376	553	46.9%
EBITDA (Matchmaking) excluding Marketing	388	386	382	401	431	417	391	(6.3)%	2.4%	1,155	1,239	7.2%
Margin %	49%	49%	48%	49%	50%	49%	47%			49%	49%	

### Key Business Metrics

As at end of/during	Q1 FY2018	Q2 FY2018	Q3 FY2018	Q4 FY2018	Q1 FY2019	Q2 FY2019	Q3 FY2019	Growth % QoQ (Q3)	Growth % YoY (Q3)	9 Months Ended FY18	9 Months Ended FY19	Growth % YoY (9m)
Ever Registrations (in mn)	27.65	28.51	29.47	30.47	31.49	32.49	33.46	3.0%	13.5%	29.47	33.46	13.5%
Active Profiles (in mn)	3.08	3.19	3.29	3.40	3.53	3.57	3.59	0.5%	9.3%	3.29	3.59	9.3%
Free Registrations (in mn)- during	0.90	0.87	0.95	0.99	1.02	1.00	0.97	(2.8)%	1.8%	2.73	2.99	9.7%
Average Free Registrations Per Day	9,903	9,465	10,375	11,043	11,216	10,862	10,561	(2.8)%	1.8%	9,915	10,878	9.7%
Paid Subscriptions (in mn)- during	0.19	0.18	0.19	0.19	0.19	0.18	0.17	(4.8)%	(6.5)%	0.55	0.55	(0.6)%
ATW (Rs.)	4,242	4,339	4,371	4,489	4,477	4,542	4,699	3.4%	7.5%	4,316	4,569	5.9%

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