

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	Q4 FY2019	Growth %	Growth %	Year	Year	Growth %
									QoQ (Q4)	YoY (Q4)	Ended FY18	Ended FY19	YoY
Billings	856	814	856	892	893	862	855	948	10.9%	6.3%	3,418	3,559	4.1%
Matchmaking Services	808	770	822	867	860	835	823	908	10.3%	4.7%	3,267	3,427	4.9%
Marriage Services	48	43	34	25	33	26	32	41	26.2%	61.2%	151	132	(12.4)%
Revenue	838	836	837	843	895	876	853	861	1.0%	2.1%	3,354	3,484	3.9%
Matchmaking Services	790	790	797	814	859	851	826	822	(0.5)%	1.0%	3,191	3,358	5.2%
Marriage Services	49	46	39	30	36	24	27	40	48.3%	32.6%	164	126	(22.7)%
Deferred Revenue (As at end of)	600	579	599	655	650	635	635	721	13.6%	10.2%	655	721	10.2%
Matchmaking Services	582	563	587	648	647	629	624	709	13.7%	9.4%	648	709	9.4%
Marriage Services	18	16	11	6	4	6	11	12	8.6%	86.5%	6	12	86.5%
EBITDA - Segment													
Matchmaking Services	261	267	250	264	277	235	174	148	(15.1)%	(44.0)%	1,043	834	(20.0)%
Margin (%)	33.1%	33.8%	31.4%	32.5%	32.2%	27.7%	21.1%	18.0%			32.7%	24.8%	
Marriage Services	(36)	(38)	(51)	(43)	(31)	(35)	(39)	(36)			(168)	(142)	
Segment EBITDA (Total)	225	229	200	221	245	200	135	112	(17.3)%	(49.6)%	875	692	(20.9)%
Add: Unallocable Income	0.1	0.4	0.0	0.1	0.8	5.9	4.7	5.1			0.7	16.5	
Less: Unallocable Expenses	28	24	26	22	34	32	39	36			99	141	
EBITDA - Enterprise	197	206	174	199	212	174	101	81	(19.7)%	(59.4)%	777	567	(27.0)%
EBITDA Margin (%)	23.5%	24.6%	20.8%	23.6%	23.6%	19.7%	11.7%	9.3%			23.1%	16.2%	
Net Profit	149	192	230	168	156	134	68	73	6.5%	(56.7)%	739	431	(41.6)%
Net Profit Margin (%)	17.7%	22.9%	27.5%	19.9%	17.5%	15.1%	8.0%	8.4%			22.0%	12.3%	
Diluted EPS (Rs.)	6.9	8.9	10.1	7.4	6.9	5.8	3.0	3.2	6.6%	(56.8)%	33.4	18.9	(43.4)%
Marketing Expenses- Enterprise	139	129	147	145	160	187	222	241	8.7%	65.9%	560	810	44.6%
EBITDA (Enterprise) excluding Marketing	337	335	321	345	372	361	323	322	(0.2)%	(6.6)%	1,337	1,378	3.0%
Margin %	40%	40%	38%	41%	41%	41%	38%	37%			40%	39%	
Marketing Expenses- Matchmaking	126	119	131	136	154	182	217	238	10.0%	74.9%	513	791	54.3%
EBITDA (Matchmaking) excluding Marketing	388	386	382	401	431	417	391	386	(1.2)%	(3.5)%	1,556	1,625	4.5%
Margin %	49%	49%	48%	49%	50%	49%	47%	47%			49%	48%	

Key Business Metrics

As at end of/during	Q1 FY2018	Q2 FY2018	Q3 FY2018	Q4 FY2018	Q1 FY2019	Q2 FY2019	Q3 FY2019	Q4 FY2019	Growth %	Growth %	Year	Year	Growth %
									QoQ (Q4)	YoY (Q4)	Ended FY18	Ended FY19	YoY
Ever Registrations (in mn)	27.65	28.51	29.47	30.47	31.49	32.49	33.46	34.54	3.2%	13.4%	30.47	34.54	13.4%
Active Profiles (in mn)	3.08	3.19	3.29	3.40	3.53	3.57	3.59	3.72	3.5%	9.5%	3.40	3.72	9.5%
Free Registrations (in mn)- during	0.90	0.87	0.95	0.99	1.02	1.00	0.97	1.08	11.5%	9.0%	3.72	4.08	9.5%
Average Free Registrations Per Day	9,903	9,465	10,375	11,043	11,216	10,862	10,561	12,040	14.0%	9.0%	10,193	11,165	9.5%
Paid Subscriptions (in mn)- during	0.19	0.18	0.19	0.19	0.19	0.18	0.17	0.18	3.2%	(6.0)%	0.75	0.73	(2.0)%
ATV (Rs.)	4,242	4,339	4,371	4,489	4,477	4,542	4,699	5,025	6.9%	11.9%	4,361	4,682	7.4%

