

Data Sheet Matrimony.com Ltd (Consolidated)

matrimony.com

Key Financial Metrics (₹ million)

Particulars	Q1 FY2020	Q2 FY2020	Q3 FY2020	Q4 FY2020	Q1 FY2021	Q2 FY2021	Q3 FY2021	Q4 FY2021	Q1 FY2022	Growth % QoQ (Q1)	Growth % YoY (Q1)	FY20	FY21	Growth % YoY
Billings	923	881	919	963	815	966	1,001	1,067	1,052	(1.4)%	29.0%	3,686	3,850	4.4%
Matchmaking Services	877	847	895	947	812	962	998	1,061	1,047	(1.3)%	29.0%	3,566	3,832	7.4%
Marriage Services	46	34	24	16	4	5	3	6	5	(23.6)%	30.9%	119	18	(85.2)%
Revenue	955	922	900	941	868	933	967	1,011	1,055	4.3%	21.5%	3,718	3,778	1.6%
Matchmaking Services	911	886	878	930	861	927	962	1,006	1,049	4.2%	21.8%	3,604	3,757	4.2%
Marriage Services	44	36	22	11	7	6	5	5	6	19.1%	(16.8)%	114	22	(80.9)%
Deferred Revenue (As at end of)	692	653	673	697	644	677	711	765	760	(0.6)%	18.1%	697	765	9.7%
Matchmaking Services	678	641	659	679	628	663	698	751	747	(0.4)%	18.9%	679	751	10.6%
Marriage Services	14	12	14	18	15	14	13	14	13	(7.2)%	(15.9)%	18	14	(23.8)%
EBITDA - Segment														
Matchmaking Services	240	212	186	204	216	219	227	235	290	23.5%	34.5%	842	897	6.5%
Margin (%)	26.4%	23.9%	21.2%	21.9%	25.1%	23.7%	23.6%	23.4%	27.7%			23.4%	23.9%	
Marriage Services	(44)	(44)	(46)	(35)	(33)	(25)	(19)	(19)	(21)			(170)	(96)	
Segment EBITDA (Total)	196	167	140	169	182	195	208	216	270	24.9%	47.8%	672	801	19.2%
Add: Unallocable Income	3	3	3	6	8	13	3	1	7			15	26	
Less: Unallocable Expenses	30	27	32	38	28	30	25	38	47			127	121	
EBITDA - Enterprise	169	144	111	137	163	178	186	179	229	27.9%	40.9%	560	706	26.0%
EBITDA Margin (%)	17.7%	15.5%	12.3%	14.4%	18.6%	18.8%	19.1%	17.7%	21.6%			15.0%	18.6%	
Net Profit	93	78	56	68	94	103	110	101	138	36.5%	47.6%	295	408	38.0%
Net Profit Margin (%)	9.7%	8.5%	6.2%	7.2%	10.7%	10.9%	11.4%	10.0%	13.0%			7.9%	10.7%	
Diluted EPS (Rs.)	4.1	3.4	2.5	3.0	4.1	4.5	4.8	4.4	6.0	35.8%	47.0%	12.9	17.9	38.0%
Marketing Expenses- Enterprise	251	247	260	272	268	339	375	386	373	(3.5)%	39.2%	1,030	1,368	32.8%
EBITDA (Enterprise) excluding Marketing	420	391	370	409	431	517	561	566	602	6.5%	39.8%	1,590	2,074	30.4%
Margin %	44%	42%	41%	43%	49%	55%	58%	56%	57%			43%	55%	
Marketing Expenses- Matchmaking	247	244	256	274	267	337	375	386	373	(3.4)%	39.6%	1,020	1,366	33.8%
EBITDA (Matchmaking) excluding Marketing	487	456	442	478	483	557	602	621	663	6.8%	37.3%	1,863	2,263	21.5%
Margin %	54%	51%	50%	51%	56%	60%	63%	62%	63%			52%	60%	

Key Business Metrics

As at end of/during	Q1 FY2020	Q2 FY2020	Q3 FY2020	Q4 FY2020	Q1 FY2021	Q2 FY2021	Q3 FY2021	Q4 FY2021	Q1 FY2022	Growth % QoQ (Q1)	Growth % YoY (Q1)	FY20	FY21	Growth % YoY
Paid Subscriptions (in mn)- during	0.18	0.17	0.17	0.18	0.17	0.21	0.23	0.23	0.22	(2.9)%	31.6%	0.70	0.84	18.9%
ATV (Rs.)	4,958	4,963	5,153	5,163	4,837	4,485	4,385	4,667	4,742	1.6%	(1.9)%	5,061	4,578	(9.5)%

Note: Figures of the previous periods, wherever necessary, have been regrouped / reclassified to conform to the current periods' presentation.