

# Data Sheet Matrimony.com Ltd (Consolidated)

matrimony.com

## Key Financial Metrics (₹ million)

Particulars	Q1 FY2021	Q2 FY2021	Q3 FY2021	Q4 FY2021	Q1 FY2022	Q2 FY2022	Growth % QoQ (Q2)	Growth % YoY (Q2)	6M FY 2021	6M FY 2022	Growth % YoY (6M)	FY20	FY21	Growth % YoY
<b>Billings</b>	815	966	1,001	1,067	1,052	1,068	1.6%	10.5%	1,782	2,120	19.0%	3,686	3,850	4.4%
Matchmaking Services	812	962	998	1,061	1,047	1,061	1.3%	10.3%	1,773	2,108	18.9%	3,566	3,832	7.4%
Marriage Services	4	5	3	6	5	7	49.9%	46.7%	8	12	39.9%	119	18	(85.2)%
<b>Revenue</b>	868	933	967	1,011	1,055	1,100	4.3%	17.9%	1,801	2,154	19.6%	3,718	3,778	1.6%
Matchmaking Services	861	927	962	1,006	1,049	1,092	4.1%	17.8%	1,788	2,141	19.7%	3,604	3,757	4.2%
Marriage Services	7	6	5	5	6	8	41.2%	35.1%	13	14	7.3%	114	22	(80.9)%
<b>Deferred Revenue (As at end of)</b>	644	677	711	765	760	736	(3.2)%	8.6%	677	736	8.6%	697	765	9.7%
Matchmaking Services	628	663	698	751	747	720	(3.7)%	8.5%	663	720	8.5%	679	751	10.6%
Marriage Services	15	14	13	14	13	16	23.8%	12.8%	14	16	12.8%	18	14	(23.8)%
<b>EBITDA - Segment</b>														
Matchmaking Services	216	219	227	235	290	316	8.9%	44.2%	435	607	39.4%	842	897	6.5%
Margin (%)	25.1%	23.7%	23.6%	23.4%	27.7%	29.0%			24.3%	28.3%		23.4%	23.9%	
Marriage Services	(33)	(25)	(19)	(19)	(21)	(15)			(58)	(36)		(170)	(96)	
<b>Segment EBITDA (Total)</b>	182	195	208	216	270	301	11.6%	54.6%	377	571	51.3%	672	801	19.2%
Add: Unallocable Income	8	13	3	1	7	2			22	8		15	26	
Less: Unallocable Expenses	28	30	25	38	47	38			58	85		127	121	
<b>EBITDA - Enterprise</b>	163	178	186	179	229	265	15.4%	48.4%	341	494	44.8%	560	706	26.0%
<b>EBITDA Margin (%)</b>	18.6%	18.8%	19.1%	17.7%	21.6%	24.0%			18.7%	22.8%		15.0%	18.6%	
<b>Net Profit</b>	94	103	110	101	138	166	19.9%	61.4%	196	304	54.8%	295	408	38.0%
<b>Net Profit Margin (%)</b>	10.7%	10.9%	11.4%	10.0%	13.0%	15.0%			10.8%	14.1%		7.9%	10.7%	
<b>Diluted EPS (Rs.)</b>	4.1	4.5	4.8	4.4	6.0	7.2	19.9%	60.9%	8.6	13.3	54.3%	12.9	17.9	38.0%
<b>Marketing Expenses- Enterprise</b>	268	339	375	386	373	399	7.0%	17.9%	606	772	27.3%	1,030	1,368	32.8%
<b>EBITDA (Enterprise) excluding Marketing</b>	431	517	561	566	602	664	10.2%	28.4%	947	1,266	33.6%	1,590	2,074	30.4%
<b>Margin %</b>	49%	55%	58%	56%	57%	60%			52%	59%		43%	55%	
<b>Marketing Expenses- Matchmaking</b>	267	337	375	386	373	399	7.0%	18.3%	604	772	27.7%	1,020	1,366	33.8%
<b>EBITDA (Matchmaking) excluding Marketing</b>	483	557	602	621	663	715	7.8%	28.5%	1,040	1,378	32.6%	1,863	2,263	21.5%
<b>Margin %</b>	56%	60%	63%	62%	63%	66%			58%	64%		52%	60%	

## Key Business Metrics

As at end of/during	Q1 FY2021	Q2 FY2021	Q3 FY2021	Q4 FY2021	Q1 FY2022	Q2 FY2022	Growth % QoQ (Q2)	Growth % YoY (Q2)	6M FY 2021	6M FY 2022	Growth % YoY (6M)	FY20	FY21	Growth % YoY
<b>Paid Subscriptions (in mn)- during</b>	0.17	0.21	0.23	0.23	0.22	0.22	1.4%	4.4%	0.38	0.44	16.3%	0.70	0.84	18.9%
<b>ATV (Rs.)</b>	4,837	4,485	4,385	4,667	4,742	4,739	(0.1)%	5.7%	4,639	4,741	2.2%	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.