

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	Q3 FY2022	Growth % QoQ (Q3)	Growth % YoY (Q3)	9M FY 2021	9M FY 2022	Growth % YoY (9M)	FY20	FY21	Growth % YoY
Billings	815	966	1,001	1,067	1,052	1,068	1,074	0.5%	7.3%	2,783	3,194	14.8%	3,686	3,850	4.4%
Matchmaking Services	812	962	998	1,061	1,047	1,061	1,061	(0.0)%	6.3%	2,771	3,169	14.3%	3,566	3,832	7.4%
Marriage Services	4	5	3	6	5	7	13	84.3%	337.9%	11	25	117.7%	119	18	(85.2)%
Revenue	868	933	967	1,011	1,055	1,100	1,085	(1.3)%	12.2%	2,767	3,239	17.1%	3,718	3,778	1.6%
Matchmaking Services	861	927	962	1,006	1,049	1,092	1,072	(1.8)%	11.4%	2,750	3,212	16.8%	3,604	3,757	4.2%
Marriage Services	7	6	5	5	6	8	13	67.8%	194.1%	17	27	56.6%	114	22	(80.9)%
Deferred Revenue (As at end of)	644	677	711	765	760	736	725	(1.4)%	2.1%	711	725	2.1%	697	765	9.7%
Matchmaking Services	628	663	698	751	747	720	710	(1.4)%	1.7%	698	710	1.7%	679	751	10.6%
Marriage Services	15	14	13	14	13	16	16	(3.0)%	23.2%	13	16	23.2%	18	14	(23.8)%
EBITDA - Segment															
Matchmaking Services	216	219	227	235	290	316	263	(17.0)%	15.8%	662	869	31.3%	842	897	6.5%
Margin (%)	25.1%	23.7%	23.6%	23.4%	27.7%	29.0%	24.5%			24.1%	27.1%		23.4%	23.9%	
Marriage Services	(33)	(25)	(19)	(19)	(21)	(15)	(29)			(77)	(65)		(170)	(96)	
Segment EBITDA (Total)	182	195	208	216	270	301	234	(22.2)%	12.6%	585	805	37.5%	672	801	19.2%
Add: Unallocable Income	8	13	3	1	7	2	4			24	12		15	26	
Less: Unallocable Expenses	28	30	25	38	47	38	36			83	121		127	121	
EBITDA - Enterprise	163	178	186	179	229	265	202	(23.6)%	8.9%	527	696	32.2%	560	706	26.0%
EBITDA Margin (%)	18.6%	18.8%	19.1%	17.7%	21.6%	24.0%	18.6%			18.9%	21.4%		15.0%	18.6%	
Net Profit	94	103	110	101	138	166	115	(30.6)%	4.3%	306	419	36.7%	295	408	38.0%
Net Profit Margin (%)	10.7%	10.9%	11.4%	10.0%	13.0%	15.0%	10.6%			11.0%	12.9%		7.9%	10.7%	
Diluted EPS (Rs.)	4.1	4.5	4.8	4.4	6.0	7.2	5.0	(30.5)%	4.0%	13.4	18.3	36.1%	12.9	17.9	38.0%
Marketing Expenses- Enterprise	268	339	375	386	373	399	418	4.7%	11.3%	982	1,190	21.2%	1,030	1,368	32.8%
EBITDA (Enterprise) excluding Marketing	431	517	561	566	602	664	620	(6.6)%	10.5%	1,508	1,886	25.0%	1,590	2,074	30.4%
Margin %	49%	55%	58%	56%	57%	60%	57%			54%	58%		43%	55%	
Marketing Expenses- Matchmaking	267	337	375	386	373	399	416	4.3%	10.8%	980	1,188	21.2%	1,020	1,366	33.8%
EBITDA (Matchmaking) excluding Marketing	483	557	602	621	663	715	678	(5.1)%	12.7%	1,642	2,057	25.3%	1,863	2,263	21.5%
Margin %	56%	60%	63%	62%	63%	66%	63%			60%	64%		52%	60%	

Key Business Metrics

As at end of/during	Q1 FY2021	Q2 FY2021	Q3 FY2021	Q4 FY2021	Q1 FY2022	Q2 FY2022	Q3 FY2022	Growth % QoQ (Q3)	Growth % YoY (Q3)	9M FY 2021	9M FY 2022	Growth % YoY (9M)	FY20	FY21	Growth % YoY
Paid Subscriptions (in mn)- during	0.17	0.21	0.23	0.23	0.22	0.22	0.22	(3.8)%	(5.4)%	0.61	0.66	8.2%	0.70	0.84	18.9%
ATV (Rs.)	4,837	4,485	4,385	4,667	4,742	4,739	4,921	3.8%	12.2%	4,544	4,799	5.6%	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.