

**Key Financial Metrics (₹ million)**

Particulars	Q1: FY2021	Q2: FY2021	Q3: FY2021	Q4: FY2021	Q1: FY2022	Q2: FY2022	Q3: FY2022	Q4: FY2022	Q1: FY2023	Growth% QoQ (Q1)	Growth% YoY (Q1)	FY: 21	FY: 22	Growth% YoY
<b>Billings</b>	815	966	1,001	1,067	1,052	1,068	1,074	1,151	1,165	1.3%	10.8%	3,850	4,344	12.9%
Matchmaking Services	812	962	998	1,061	1,047	1,061	1,061	1,132	1,146	1.2%	9.4%	3,832	4,301	12.2%
Marriage Services	4	5	3	6	5	7	13	19	20	4.9%	315.8%	18	44	147.6%
<b>Revenue</b>	868	933	967	1,011	1,055	1,100	1,085	1,106	1,160	4.9%	10.0%	3,778	4,345	15.0%
Matchmaking Services	861	927	962	1,006	1,049	1,092	1,072	1,091	1,142	4.6%	8.9%	3,757	4,304	14.6%
Marriage Services	7	6	5	5	6	8	13	15	18	26.0%	227.4%	22	41	89.6%
<b>Deferred Revenue (As at end of)</b>	644	677	711	765	760	736	725	767	771	0.5%	1.4%	765	767	0.3%
Matchmaking Services	628	663	698	751	747	720	710	747	748	0.2%	0.1%	751	747	(0.5)%
Marriage Services	15	14	13	14	13	16	16	20	23	12.2%	73.8%	14	20	43.8%
<b>EBITDA - Segment</b>														
Matchmaking Services	216	219	227	235	290	316	263	248	268	8.3%	(7.6)%	897	1,117	24.5%
Margin (%)	25.1%	23.7%	23.6%	23.4%	27.7%	29.0%	24.5%	22.7%	23.5%			23.9%	26.0%	
Marriage Services	(33)	(25)	(19)	(19)	(21)	(15)	(29)	(31)	(34)			(96)	(96)	
<b>Segment EBITDA (Total)</b>	182	195	208	216	270	301	234	217	235	8.2%	(13.0)%	801	1,022	27.5%
Add: Unallocable Income	8	13	3	1	7	2	4	17	8			26	30	
Less: Unallocable Expenses	28	30	25	38	47	38	36	31	37			121	152	
<b>EBITDA - Enterprise</b>	163	178	186	179	229	265	202	204	205	0.7%	(10.5)%	706	900	27.5%
<b>EBITDA Margin (%)</b>	18.6%	18.8%	19.1%	17.7%	21.6%	24.0%	18.6%	18.1%	17.6%			18.6%	20.6%	
<b>Net Profit</b>	94	103	110	101	138	166	115	117	120	2.1%	(13.5)%	408	536	31.4%
<b>Net Profit Margin (%)</b>	10.7%	10.9%	11.4%	10.0%	13.0%	15.0%	10.6%	10.4%	10.2%			10.7%	12.2%	
<b>Diluted EPS (Rs.)</b>	4.1	4.5	4.8	4.4	6.0	7.2	5.0	5.1	5.2	2.2%	(13.5)%	17.9	23.4	30.9%
<b>Marketing Expenses- Enterprise</b>	268	339	375	386	373	399	418	432	444	2.7%	18.9%	1,368	1,621	18.5%
<b>EBITDA (Enterprise) excluding Marketing</b>	431	517	561	566	602	664	620	635	649	2.1%	7.7%	2,074	2,521	21.5%
<b>Margin %</b>	49%	55%	58%	56%	57%	60%	57%	57%	56%			55%	58%	
<b>Marketing Expenses- Matchmaking</b>	267	337	375	386	373	399	416	427	435	1.9%	16.7%	1,366	1,614	18.2%
<b>EBITDA (Matchmaking) excluding Marketing</b>	483	557	602	621	663	715	678	675	703	4.3%	6.1%	2,263	2,732	20.7%
<b>Margin %</b>	56%	60%	63%	62%	63%	66%	63%	62%	62%			60%	63%	

**Key Business Metrics**

As at end of/during	Q1: FY2021	Q2: FY2021	Q3: FY2021	Q4: FY2021	Q1: FY2022	Q2: FY2022	Q3: FY2022	Q4: FY2022	Q1: FY2023	Growth% QoQ (Q1)	Growth% YoY (Q1)	FY: 21	FY: 22	Growth% YoY
<b>Paid Subscriptions (in mn)- during</b>	0.17	0.21	0.23	0.23	0.22	0.22	0.22	0.23	0.25	7.2%	13.8%	0.84	0.89	6.8%
<b>ATV (Rs.)</b>	4,837	4,485	4,385	4,667	4,742	4,739	4,921	4,823	4,553	(5.6)%	(4.0)%	4,578	4,806	5.0%

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

For Matrimony.Com Limited

*Dhye*  
Company Secretary