

Data Sheet Matrimony.com Ltd (Consolidated)

matrimony.com

Key Financial Metrics (₹ million)															
Particulars	Q1 FY2022	Q2 FY2022	Q3 FY2022	Q4 FY2022	Q1 FY2023	Q2 FY2023	Q3 FY2023	Growth % QoQ (Q3)	Growth % YoY (Q3)	9M FY 2022	9M FY 2023	Growth % YoY (9M)	FY 21	FY 22	Growth % YoY
Billings	1,052	1,068	1,074	1,151	1,165	1,091	1,114	2.1%	3.8%	3,194	3,371	5.5%	3,850	4,344	12.9%
<i>Matchmaking Services</i>	1,047	1,061	1,061	1,132	1,146	1,066	1,083	1.6%	2.1%	3,169	3,294	4.0%	3,832	4,301	12.2%
<i>Marriage Services</i>	5	7	13	19	20	26	31	22.2%	139.7%	25	77	207.8%	18	44	147.6%
Revenue	1,055	1,100	1,085	1,106	1,160	1,149	1,104	(3.9)%	1.7%	3,239	3,413	5.4%	3,778	4,345	15.0%
<i>Matchmaking Services</i>	1,049	1,092	1,072	1,091	1,142	1,125	1,078	(4.2)%	0.5%	3,212	3,344	4.1%	3,757	4,304	14.6%
<i>Marriage Services</i>	6	8	13	15	18	24	26	9.4%	97.4%	27	68	155.7%	22	41	89.6%
Deferred Revenue (As at end of)	760	736	725	767	771	713	721	1.0%	(0.6)%	725	721	(0.6)%	765	767	0.3%
<i>Matchmaking Services</i>	747	720	710	747	748	690	692	0.4%	(2.4)%	710	692	(2.4)%	751	747	(0.5)%
<i>Marriage Services</i>	13	16	16	20	23	24	29	17.8%	83.2%	16	29	83.2%	14	20	43.8%
EBITDA - Segment															
<i>Matchmaking Services</i>	290	316	263	248	268	259	192	(26.0)%	(26.9)%	869	720	(17.2)%	897	1,117	24.5%
<i>Margin (%)</i>	27.7%	29.0%	24.5%	22.7%	23.5%	23.1%	17.8%			27.1%	21.5%		23.9%	26.0%	
<i>Marriage Services</i>	(21)	(15)	(29)	(31)	(34)	(33)	(31)			(65)	(98)		(96)	(96)	
Segment EBITDA (Total)	270	301	234	217	235	226	161	(29.1)%	(31.4)%	805	622	(22.8)%	801	1,022	27.5%
Add: Unallocable Income (Refer note 1)	7	2	4	17	8	2	60			12	69		26	30	
Less: Unallocable Expenses	47	38	36	31	37	41	36			121	114		121	152	
EBITDA - Enterprise (Refer note 1)	229	265	202	204	205	187	185	(1.4)%	(8.7)%	696	577	(17.1)%	706	900	27.5%
EBITDA Margin (%)	21.6%	24.0%	18.6%	18.1%	17.6%	16.3%	15.9%			21.4%	16.6%		18.6%	20.6%	
Net Profit	138	166	115	117	120	117	116	(0.9)%	0.9%	419	353	(15.8)%	408	536	31.4%
Net Profit Margin (%)	13.0%	15.0%	10.6%	10.4%	10.2%	10.2%	10.0%			12.9%	10.1%		10.7%	12.2%	
Diluted EPS (Rs.)	6.0	7.2	5.0	5.1	5.2	5.2	5.2	1.1%	4.0%	18.3	15.6	(14.6)%	17.9	23.4	30.9%
Marketing Expenses- Enterprise	373	399	418	432	444	453	461	1.9%	10.5%	1,190	1,358	14.1%	1,368	1,621	18.5%
EBITDA (Enterprise) excluding Marketing	602	664	620	635	649	640	646	0.9%	4.2%	1,886	1,935	2.6%	2,074	2,521	21.5%
Margin %	57%	60%	57%	57%	56%	56%	56%			58%	56%		55%	58%	
Marketing Expenses- Matchmaking	373	399	416	427	435	444	452	1.8%	8.6%	1,188	1,331	12.0%	1,366	1,614	18.2%
EBITDA (Matchmaking) excluding Marketing	663	715	678	675	703	703	644	(8.4)%	(5.1)%	2,057	2,050	(0.3)%	2,263	2,732	20.7%
Margin %	63%	66%	63%	62%	62%	63%	60%			64%	61%		60%	63%	

Key Business Metrics															
As at end of/during	Q1 FY2022	Q2 FY2022	Q3 FY2022	Q4 FY2022	Q1 FY2023	Q2 FY2023	Q3 FY2023	Growth % QoQ (Q3)	Growth % YoY (Q3)	9M FY 2022	9M FY 2023	Growth % YoY (9M)	FY 21	FY 22	Growth % YoY
Paid Subscriptions (in mn)- during	0.22	0.22	0.22	0.23	0.25	0.24	0.24	(1.7)%	10.7%	0.66	0.73	10.9%	0.84	0.89	6.8%
ATV (Rs.)	4,742	4,739	4,921	4,823	4,553	4,396	4,535	3.2%	(7.8)%	4,799	4,495	(6.3)%	4,578	4,806	5.0%

Note: 1. Unallocable income and EBITDA - Enterprise for Q3 FY 2023 includes profit of Rs.58 mn on account of sale of land.
2. Figures of the previous periods, wherever necessary, have been regrouped / reclassified to conform to the current periods' presentation.