

Key Financial Metrics (₹ million)

Particulars	Q1 FY2019	Q2 FY2019	Q3 FY2019	Q4 FY2019	Q1 FY2020	Q2 FY2020	Q3 FY2020	Q4 FY2020	Growth % QoQ (Q4)	Growth % YoY (Q4)	FY19	FY20	Growth % YoY
Billings	893	862	855	948	923	881	919	963	4.8%	1.5%	3,559	3,686	3.6%
Matchmaking Services	860	835	823	908	877	847	895	947	5.9%	4.3%	3,427	3,566	4.1%
Marriage Services	33	26	32	41	46	34	24	16	(34.1)%	(61.2)%	132	119	(9.6)%
Revenue	895	876	853	861	955	922	900	941	4.5%	9.3%	3,484	3,718	6.7%
Matchmaking Services	859	851	826	822	911	886	878	930	5.8%	13.1%	3,358	3,604	7.3%
Marriage Services	36	24	27	40	44	36	22	11	(47.6)%	(70.9)%	126	114	(9.9)%
Deferred Revenue (As at end of)	650	635	635	721	692	653	673	697	3.6%	(3.4)%	721	697	(3.4)%
Matchmaking Services	647	629	624	709	678	641	659	679	3.0%	(4.3)%	709	679	(4.3)%
Marriage Services	4	6	11	12	14	12	14	18	31.8%	51.9%	12	18	51.9%
EBITDA - Segment*													
Matchmaking Services	318	282	221	192	240	212	186	204	9.4%	6.1%	1,013	842	(16.9)%
Margin (%)	37.0%	33.1%	26.8%	23.4%	26.4%	23.9%	21.2%	21.9%			30.2%	23.4%	
Marriage Services	(30)	(34)	(38)	(34)	(44)	(44)	(46)	(35)			(135)	(170)	
Segment EBITDA (Total)	288	248	184	158	196	167	140	169	20.7%	6.9%	877	672	(23.4)%
Add: Unallocable Income	1	6	5	5	3	3	3	6			17	15	
Less: Unallocable Expenses	33	31	37	34	30	27	32	38			135	127	
EBITDA - Enterprise*	256	223	151	129	169	144	111	137	23.4%	6.0%	759	580	(26.2)%
EBITDA Margin (%)	28.6%	25.3%	17.6%	14.9%	17.7%	15.5%	12.3%	14.4%			21.7%	15.0%	
Net Profit*	155	131	67	71	93	78	56	68	20.9%	(4.5)%	425	295	(30.4)%
Net Profit Margin (%)	17.3%	14.9%	7.8%	8.2%	9.7%	8.5%	6.2%	7.2%			12.1%	7.9%	
Diluted EPS (Rs.)	6.8	5.7	2.9	3.1	4.1	3.4	2.5	3.0	20.9%	(4.5)%	18.6	12.9	(30.4)%
Marketing Expenses- Enterprise	160	187	222	241	264	259	272	286	5.4%	18.6%	810	1,080	33.3%
EBITDA (Enterprise) excluding Marketing	416	410	373	370	433	403	382	423	10.6%	14.2%	1,570	1,640	4.5%
Margin %	46%	47%	44%	43%	45%	43%	42%	45%			45%	44%	
Marketing Expenses- Matchmaking	154	182	217	238	259	255	267	287	7.4%	20.5%	791	1,069	35.1%
EBITDA (Matchmaking) excluding Marketing	472	463	438	430	499	467	454	491	8.2%	14.1%	1,804	1,911	5.9%
Margin %	55%	54%	53%	52%	55%	53%	52%	53%			54%	53%	

*Company has adopted Ind AS 116 "Leases" using full retrospective method. Consequently, Depreciation and Interest expenses are recognised in lieu of Rent expenses. As a result of transition, Comparatives has been restated and there is no significant impact to PAT.

Key Business Metrics

As at end of/during	Q1 FY2019	Q2 FY2019	Q3 FY2019	Q4 FY2019	Q1 FY2020	Q2 FY2020	Q3 FY2020	Q4 FY2020	Growth % QoQ (Q4)	Growth % YoY (Q4)	FY19	FY20	Growth % YoY
Ever Registrations (in mn)	31.49	32.49	33.46	34.54	35.80	37.11	38.37	39.82	3.8%	15.3%	34.54	39.82	15.3%
Active Profiles (in mn)	3.53	3.57	3.59	3.72	4.00	4.27	4.38	4.60	5.0%	23.6%	3.72	4.60	23.6%
Free Registrations (in mn)- during	1.02	1.00	0.97	1.08	1.25	1.32	1.25	1.45	15.7%	33.9%	4.08	5.28	29.5%
Average Free Registrations Per Day	11,216	10,862	10,561	12,040	13,780	14,301	13,636	15,949	17.0%	32.5%	11,165	14,414	29.1%
Paid Subscriptions (in mn)- during	0.19	0.18	0.17	0.18	0.18	0.17	0.17	0.18	5.7%	1.6%	0.73	0.70	(3.6)%
ATV (Rs.)	4,477	4,542	4,699	5,025	4,958	4,963	5,153	5,166	0.3%	2.8%	4,682	5,061	8.1%

For **Matrimony.Com Limited**

Company Secretary