

Data Sheet

Matrimony.com Ltd (Consolidated)

matrimony.com

Key Financial Metrics (₹ million except Diluted EPS)

Particulars	Q1 FY2025	Q2 FY2025	Q3 FY2025	Q4 FY2025	Q1 FY2026	Q2 FY2026	Growth % QoQ	Growth % YoY	6M FY25	6M FY26	Growth % YoY (6M)	FY 24	FY 25	Growth % YoY
Billings	1,175	1,110	1,094	1,148	1,262	1,184	(6.1)%	6.7%	2,285	2,446	7.0%	4,790	4,527	(5.5)%
Matchmaking Services	1,163	1,099	1,083	1,135	1,253	1,175	(6.2)%	6.9%	2,262	2,428	7.4%	4,703	4,480	(4.7)%
Marriage Services and others	12	12	10	12	9	9	4.9%	(20.7)%	24	18	(23.4)%	87	47	(46.4)%
Revenue	1,206	1,155	1,114	1,083	1,153	1,146	(0.6)%	(0.8)%	2,361	2,299	(2.6)%	4,814	4,558	(5.3)%
Matchmaking Services	1,186	1,143	1,101	1,070	1,141	1,135	(0.5)%	(0.6)%	2,329	2,276	(2.3)%	4,724	4,500	(4.7)%
Marriage Services and others	20	12	13	13	13	10	(17.5)%	(15.7)%	32	23	(28.0)%	90	59	(34.7)%
Deferred Revenue (As at end of)	723	679	659	723	830	870	4.9%	28.3%	679	870	28.3%	757	723	(4.5)%
Matchmaking Services	701	658	640	706	816	857	5.1%	30.4%	658	857	30.4%	727	706	(3.0)%
Marriage Services and others	22	21	19	17	14	13	(5.3)%	(38.6)%	21	13	(38.6)%	30	17	(42.4)%
Operating expenses (incl Marketing expenses) (As at end of)														
Matchmaking Services	918	885	895	881	940	942	0.2%	6.4%	1,802	1,881	4.4%	3,737	3,578	(4.3)%
Marriage Services and others	42	49	51	62	46	39	(15.3)%	(20.2)%	91	85	(6.3)%	193	204	5.4%
EBITDA - Segment														
Matchmaking Services	269	258	206	189	201	194	(3.4)%	(24.8)%	526	395	(25.0)%	987	922	(6.6)%
Margin (%)	22.6%	22.6%	18.7%	17.7%	17.6%	17.1%			22.6%	17.3%		20.9%	20.5%	
Marriage Services and others	(22)	(36)	(38)	(49)	(33)	(28)			(58)	(62)		(103)	(145)	
Segment EBITDA (Total)	247	221	169	140	168	165	(1.3)%	(25.3)%	468	333	(28.8)%	884	777	(12.1)%
Add: Unallocable Income	0	2	1	20	1	3			2	4	78.4%	13	23	
Less: Unallocable Expenses	45	48	32	38	42	45			93	86	(7.5)%	162	162	
EBITDA - Enterprise	202	175	138	123	127	124	(2.1)%	(29.2)%	377	251	(33.5)%	734	638	(13.2)%
EBITDA Margin (%)	16.7%	15.2%	12.4%	10.8%	11.0%	10.8%			16.0%	10.9%		15.2%	13.8%	
Net Profit	140	132	100	82	84	78	(7.5)%	(41.1)%	271	161	(40.5)%	496	453	(8.6)%
Net Profit Margin (%)	11.6%	11.4%	8.9%	7.2%	7.3%	6.7%			11.5%	7.0%		10.3%	9.8%	
Diluted EPS (Rs.)	6.3	5.9	4.5	3.8	3.9	3.6	(7.5)%	(39.1)%	12.2	7.5	(38.6)%	22.3	20.6	(7.6)%
Marketing Expenses- Enterprise	479	458	471	476	477	467	(2.2)%	1.9%	937	944	0.7%	1,868	1,884	0.9%
EBITDA (Enterprise) excluding Marketing	680	633	609	599	604	591	(2.2)%	(6.7)%	1,314	1,194	(9.1)%	2,603	2,522	(3.1)%
Margin %	56%	55%	55%	54%	52%	51%			56%	52%		54%	55%	
Marketing Expenses- Matchmaking	471	452	462	467	467	458	(1.9)%	1.4%	923	925	0.2%	1,825	1,852	1.5%
EBITDA (Matchmaking) excluding	740	709	669	657	668	652	(2.4)%	(8.1)%	1,449	1,320	(8.9)%	2,812	2,774	(1.3)%
Margin %	62%	62%	61%	61%	59%	57%			62%	58%		60%	62%	

Key Business Metrics

As at end of/during	Q1 FY2025	Q2 FY2025	Q3 FY2025	Q4 FY2025	Q1 FY2026	Q2 FY2026	Growth % QoQ	Growth % YoY	6M FY25	6M FY26	Growth % YoY (6M)	FY 24	FY 25	Growth % YoY
Paid Subscriptions (in mn)- during	0.26	0.25	0.24	0.25	0.26	0.24	(9.0)%	(3.5)%	0.51	0.50	(2.1)%	1.07	1.00	(7.3)%
ATV (Rs.)	4,395	4,435	4,542	4,621	4,775	4,914	2.9%	10.8%	4,415	4,841	9.7%	4,379	4,496	2.7%

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