

Data Sheet

Matrimony.com Ltd (Consolidated)

matrimony.com

Key Financial Metrics (₹ million except Diluted EPS)														
Particulars	Q1 FY2024	Q2 FY2024	Q3 FY2024	Q4 FY2024	Q1 FY2025	Q2 FY2025	Q3 FY2025	Q4 FY2025	Q1 FY2026	Growth % QoQ	Growth % YoY	FY 24	FY 25	Growth % YoY
Billings	1,245	1,171	1,162	1,212	1,175	1,110	1,094	1,148	1,262	10.0%	7.4%	4,790	4,527	(5.5)%
<i>Matchmaking Services</i>	1,221	1,149	1,141	1,192	1,163	1,099	1,083	1,135	1,253	10.4%	7.8%	4,703	4,480	(4.7)%
<i>Marriage Services and others</i>	24	22	21	19	12	12	10	12	9	(28.1)%	(26.2)%	87	47	(46.4)%
Revenue	1,233	1,216	1,173	1,192	1,206	1,155	1,114	1,083	1,153	6.5%	(4.4)%	4,814	4,558	(5.3)%
<i>Matchmaking Services</i>	1,206	1,192	1,149	1,177	1,186	1,143	1,101	1,070	1,141	6.6%	(3.8)%	4,724	4,500	(4.7)%
<i>Marriage Services and others</i>	27	24	23	15	20	12	13	13	13	(4.4)%	(35.8)%	90	59	(34.7)%
Deferred Revenue (As at end of)	793	748	736	757	723	679	659	723	830	14.7%	14.7%	757	723	(4.5)%
<i>Matchmaking Services</i>	763	720	710	727	701	658	640	706	816	15.6%	16.4%	727	706	(3.0)%
<i>Marriage Services and others</i>	30	28	26	30	22	21	19	17	14	(22.0)%	(39.1)%	30	17	(42.4)%
Operating expenses (incl Marketing expenses) (As at end of)														
<i>Matchmaking Services</i>	915	938	932	953	918	885	895	881	940	6.7%	2.4%	3,737	3,578	(4.3)%
<i>Marriage Services and others</i>	59	51	44	40	42	49	51	62	46	(26.1)%	9.9%	193	204	5.4%
EBITDA - Segment														
<i>Matchmaking Services</i>	291	254	218	224	269	258	206	189	201	6.1%	(25.2)%	987	922	(6.6)%
<i>Margin (%)</i>	24.1%	21.3%	18.9%	19.1%	22.6%	22.6%	18.7%	17.7%	17.6%			20.9%	20.5%	
<i>Marriage Services and others</i>	(31)	(27)	(21)	(24)	(22)	(36)	(38)	(49)	(33)			(103)	(145)	
Segment EBITDA (Total)	260	227	197	200	247	221	169	140	168	19.7%	(32.0)%	884	777	(12.1)%
Add: Unallocable Income	8	2	1	2	0	2	1	20	1			13	23	
Less: Unallocable Expenses	54	46	31	32	45	48	32	38	42			162	162	
EBITDA - Enterprise	214	183	167	170	202	175	138	123	127	3.3%	(37.2)%	734	638	(13.2)%
EBITDA Margin (%)	17.2%	15.1%	14.3%	14.2%	16.7%	15.2%	12.4%	10.8%	11.0%			15.2%	13.8%	
Net Profit	142	125	111	117	140	132	100	82	84	2.6%	(40.0)%	496	453	(8.6)%
Net Profit Margin (%)	11.4%	10.3%	9.5%	9.8%	11.6%	11.4%	8.9%	7.2%	7.3%			10.3%	9.8%	
Diluted EPS (Rs.)	6.4	5.6	5.0	5.3	6.3	5.9	4.5	3.8	3.9	2.5%	(38.0)%	22.3	20.6	(7.6)%
Marketing Expenses- Enterprise	442	473	464	488	479	458	471	476	477	0.2%	(0.4)%	1,868	1,884	0.9%
EBITDA (Enterprise) excluding Marketing	656	657	631	658	680	633	609	599	604	0.8%	(11.3)%	2,603	2,522	(3.1)%
Margin %	53%	54%	54%	55%	56%	55%	55%	54%	52%			54%	55%	
Marketing Expenses- Matchmaking	431	461	455	479	471	452	462	467	467	(0.1)%	(0.9)%	1,825	1,852	1.5%
EBITDA (Matchmaking) excluding Marketing	723	714	673	703	740	709	669	657	668	1.7%	(9.8)%	2,812	2,774	(1.3)%
Margin %	60%	60%	59%	60%	62%	62%	61%	61%	59%			60%	62%	

Key Business Metrics														
As at end of/during	Q1 FY2024	Q2 FY2024	Q3 FY2024	Q4 FY2024	Q1 FY2025	Q2 FY2025	Q3 FY2025	Q4 FY2025	Q1 FY2026	Growth % QoQ	Growth % YoY	FY 24	FY 25	Growth % YoY
Paid Subscriptions (in mn)- during	0.28	0.26	0.26	0.27	0.26	0.25	0.24	0.25	0.26	6.9%	(0.8)%	1.07	1.00	(7.3)%
ATV (Rs.)	4,359	4,412	4,322	4,424	4,395	4,435	4,542	4,621	4,775	3.3%	8.6%	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.