

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	Q3 FY2026	Growth % QoQ	Growth % YoY	9M FY25	9M FY26	Growth % YoY (9M)	FY 24	FY 25	Growth % YoY
Billings	1,175	1,110	1,094	1,148	1,262	1,184	1,179	(0.5)%	7.8%	3,379	3,625	7.3%	4,790	4,527	(5.5)%
Matchmaking Services	1,163	1,099	1,083	1,135	1,253	1,175	1,170	(0.5)%	8.0%	3,345	3,598	7.6%	4,703	4,480	(4.7)%
Marriage Services and others	12	12	10	12	9	9	9	(2.6)%	(12.5)%	34	27	(20.1)%	87	47	(46.4)%
Revenue	1,206	1,155	1,114	1,083	1,153	1,146	1,132	(1.2)%	1.6%	3,475	3,431	(1.3)%	4,814	4,558	(5.3)%
Matchmaking Services	1,186	1,143	1,101	1,070	1,141	1,135	1,121	(1.3)%	1.8%	3,430	3,397	(0.9)%	4,724	4,500	(4.7)%
Marriage Services and others	20	12	13	13	13	10	11	7.7%	(15.7)%	45	34	(23.6)%	90	59	(34.7)%
Deferred Revenue (As at end of)	723	679	659	723	830	870	916	5.2%	39.0%	659	916	39.0%	757	723	(4.5)%
Matchmaking Services	701	658	640	706	816	857	906	5.7%	41.6%	640	906	41.6%	727	706	(3.0)%
Marriage Services and others	22	21	19	17	14	13	10	(26.0)%	(48.8)%	19	10	(48.8)%	30	17	(42.4)%
Operating expenses (incl Marketing expenses) (As at end of)															
Matchmaking Services	918	885	895	881	940	942	906	(3.8)%	1.2%	2,697	2,788	3.4%	3,737	3,578	(4.3)%
Marriage Services and others	42	49	51	62	46	39	43	10.7%	(15.7)%	142	128	(9.7)%	193	204	5.4%
EBITDA - Segment															
Matchmaking Services	269	258	206	189	201	194	216	11.2%	4.5%	733	611	(16.6)%	987	922	(6.6)%
Margin (%)	22.6%	22.6%	18.7%	17.7%	17.6%	17.1%	19.2%			21.4%	18.0%		20.9%	20.5%	
Marriage Services and others	(22)	(36)	(38)	(49)	(33)	(28)	(32)			(96)	(93)		(103)	(145)	
Segment EBITDA (Total)	247	221	169	140	168	165	184	11.1%	9.0%	637	517	(18.8)%	884	777	(12.1)%
Add: Unallocable Income	0	2	1	20	1	3	5	57.7%	490.0%	3	9	217.6%	13	23	
Less: Unallocable Expenses	45	48	32	38	42	45	60	34.8%	89.3%	125	147	17.6%	162	162	
EBITDA - Enterprise	202	175	138	123	127	124	129	3.7%	(6.6)%	515	379	(26.3)%	734	638	(13.2)%
EBITDA Margin (%)	16.7%	15.2%	12.4%	10.8%	11.0%	10.8%	11.3%			14.8%	11.0%		15.2%	13.8%	
Net Profit	140	132	100	82	84	78	83	7.0%	(16.7)%	371	245	(33.9)%	496	453	(8.6)%
Net Profit Margin (%)	11.6%	11.4%	8.9%	7.2%	7.3%	6.7%	7.3%			10.7%	7.1%		10.3%	9.8%	
Diluted EPS (Rs.)	6.3	5.9	4.5	3.8	3.9	3.6	3.9	7.1%	(15.2)%	16.7	11.3	(32.2)%	22.3	20.6	(7.6)%
Marketing Expenses- Enterprise	479	458	471	476	477	467	451	(3.3)%	(4.3)%	1,408	1,395	(0.9)%	1,868	1,884	0.9%
EBITDA (Enterprise) excluding Marketing	680	633	609	599	604	591	580	(1.8)%	(4.8)%	1,923	1,774	(7.7)%	2,603	2,522	(3.1)%
Margin %	56%	55%	55%	54%	52%	51%	51%			55%	52%		54%	55%	
Marketing Expenses- Matchmaking	471	452	462	467	467	458	439	(4.1)%	(5.0)%	1,385	1,364	(1.5)%	1,825	1,852	1.5%
EBITDA (Matchmaking) excluding	740	709	669	657	668	652	655	0.5%	(2.0)%	2,118	1,975	(6.8)%	2,812	2,774	(1.3)%
Margin %	62%	62%	61%	61%	59%	57%	58%			62%	58%		60%	62%	

Key Business Metrics

As at end of/during	Q1 FY2025	Q2 FY2025	Q3 FY2025	Q4 FY2025	Q1 FY2026	Q2 FY2026	Q3 FY2026	Growth % QoQ	Growth % YoY	9M FY25	9M FY26	Growth % YoY (9M)	FY 24	FY 25	Growth % YoY
Paid Subscriptions (in mn)- during	0.26	0.25	0.24	0.25	0.26	0.24	0.23	(4.9)%	(4.6)%	0.75	0.73	(2.9)%	1.07	1.00	(7.3)%
ATV (Rs.)	4,395	4,435	4,542	4,621	4,775	4,914	5,144	4.7%	13.3%	4,455	4,936	10.8%	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.