

**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	Q4 FY2026	Growth % QoQ	Growth % YoY	FY 25	FY 26	Growth % YoY
<b>Billings</b>	1,175	1,110	1,094	1,148	1,262	1,184	1,179	1,261	7.0%	9.9%	4,527	4,886	8.0%
Matchmaking Services	1,163	1,099	1,083	1,135	1,253	1,175	1,170	1,254	7.2%	10.5%	4,480	4,852	8.3%
Marriage Services and others	12	12	10	12	9	9	9	7	(19.4)%	(40.7)%	47	34	(25.9)%
<b>Revenue</b>	1,206	1,155	1,114	1,083	1,153	1,146	1,132	1,168	3.2%	7.9%	4,558	4,600	0.9%
Matchmaking Services	1,186	1,143	1,101	1,070	1,141	1,135	1,121	1,160	3.5%	8.4%	4,500	4,557	1.3%
Marriage Services and others	20	12	13	13	13	10	11	8	(24.7)%	(36.0)%	59	43	(27.0)%
<b>Deferred Revenue (As at end of)</b>	723	679	659	723	830	870	916	1,010	10.2%	39.7%	723	1,010	39.7%
Matchmaking Services	701	658	640	706	816	857	906	1,000	10.3%	41.7%	706	1,000	41.7%
Marriage Services and others	22	21	19	17	14	13	10	10	6.0%	(42.0)%	17	10	(42.0)%
<b>Operating expenses (incl Marketing expenses) (As at end of)</b>													
Matchmaking Services	918	885	895	881	940	942	906	905	(0.0)%	2.8%	3,578	3,692	3.2%
Marriage Services and others	42	49	51	62	46	39	43	65	51.3%	4.7%	204	193	(5.3)%
<b>EBITDA - Segment</b>													
Matchmaking Services	269	258	206	189	201	194	216	255	18.1%	34.7%	922	865	(6.2)%
Margin (%)	22.6%	22.6%	18.7%	17.7%	17.6%	17.1%	19.2%	22.0%			20.5%	19.0%	
Marriage Services and others	(22)	(36)	(38)	(49)	(33)	(28)	(32)	(57)	78.2%	15.8%	(145)	(150)	3.5%
Segment EBITDA (Total)	247	221	169	140	168	165	184	198	7.8%	41.3%	777	715	(7.9)%
Add: Unallocable Income	0	2	1	20	1	3	5	1	(75.4)%	(94.2)%	23	10	(58.9)%
Less: Unallocable Expenses	45	48	32	38	42	45	60	54	(10.4)%	42.5%	162	200	23.0%
<b>EBITDA - Enterprise</b>	202	175	138	123	127	124	129	145	13.1%	18.4%	638	525	(17.7)%
<b>EBITDA Margin (%)</b>	16.7%	15.2%	12.4%	10.8%	11.0%	10.8%	11.3%	12.4%			13.9%	11.4%	
<b>Net Profit</b>	140	132	100	82	84	78	83	97	17.2%	18.9%	453	342	(24.5)%
<b>Net Profit Margin (%)</b>	11.6%	11.4%	8.9%	7.2%	7.3%	6.7%	7.3%	8.3%			9.9%	7.3%	
<b>Diluted EPS (Rs.)</b>	6.3	5.9	4.5	3.8	3.9	3.6	3.9	4.6	19.4%	21.1%	20.5	15.9	(22.3)%
Marketing Expenses- Enterprise	479	458	471	476	477	467	451	447	(0.9)%	(6.1)%	1,884	1,842	(2.2)%
EBITDA (Enterprise) excluding Marketing	680	633	609	599	604	591	580	593	2.2%	(1.1)%	2,522	2,367	(6.1)%
Margin %	56%	55%	55%	54%	52%	51%	51%	51%			55%	51%	
Marketing Expenses- Matchmaking	471	452	462	467	467	458	439	435	(1.1)%	(7.0)%	1,853	1,799	(2.9)%
EBITDA (Matchmaking) excluding	740	709	669	657	668	652	655	689	5.3%	5.0%	2,774	2,664	(4.0)%
Margin %	62%	62%	61%	61%	59%	57%	58%	59%			62%	58%	

**Key Business Metrics**

As at end of/during	Q1 FY2025	Q2 FY2025	Q3 FY2025	Q4 FY2025	Q1 FY2026	Q2 FY2026	Q3 FY2026	Q4 FY2026	Growth % QoQ	Growth % YoY	FY 25	FY 26	Growth % YoY
Paid Subscriptions (in mn)- during	0.26	0.25	0.24	0.25	0.26	0.24	0.23	0.23	3.3%	(4.3)%	1.00	0.96	(3.3)%
ATV (Rs.)	4,395	4,435	4,542	4,621	4,775	4,914	5,144	5,329	3.6%	15.3%	4,496	5,032	11.9%

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