Company Name: Matrimony.com Ltd.

Quarter under review: Q4-FY26

Matrimony.com Ltd – Q4-FY26/FY26 Concall Highlights:

Matrimony.com Ltd.								
INR In Mn	Q4-FY26	Q3-FY26	Q-o-Q	Q4-FY25	Y-o-Y	FY26	FY25	Y-o-Y
Operational Income	1,168	1,132	3.2%	1,083	7.9%	4,600	4,558	0.9%
EBITDA	144	124	16.2%	71	104.1%	516	583	-11.5%
EBITDA M (%)	12.35%	10.97%	138 bps	6.53%	582 bps	11.21%	12.78%	-12.3%
PAT	97	83	6.0%	82	18.7%	342	453	-24.5%
PAT M (%)	8.31%	7.33%	98 bps	7.55%	76 bps	7.43%	9.93%	-25.2%
Diluted EPS	4.59	3.85	19.2%	3.79	21.1%	15.92	20.56	-22.6%

Operational Highlights:

- Achieved 10.5% YoY billing growth in the core matchmaking business during Q4 FY26
- Completed a share buyback worth ₹58.5 crore in Q4 FY26 as part of shareholder return initiatives.
- Management indicated that it will continue evaluating additional shareholder reward opportunities, subject to approvals.
- Opened the first-ever Elite Matrimony Center in Hyderabad, aimed at strengthening the premium matchmaking business.
- Management highlighted significant focus on AI integration across products and business functions, with several new AI capabilities expected to go live in the current quarter.
- Consolidated Q4 FY26 billings stood at ₹126.1 crore, registering 9.9% YoY growth and 7% QoQ growth.
- Full-year FY26 consolidated billings grew 8% YoY to ₹488.6 crore.
- Matchmaking segment Q4 billings stood at ₹125.4 crore, growing 10.5% YoY and 7.2% QoQ.
- Matchmaking segment Q4 revenue stood at ₹116 crore, increasing 8.4% YoY and 3.5% QoQ.
- Paid subscriptions in the matchmaking business stood at 2.34 lakh, declining 4.3% YoY but increasing 3.3% QoQ.
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- The company generated approximately 2,300 success stories during Q4 FY26.
- For FY26, the matchmaking business generated over 1 lakh success stories.
- The Marriage Services & Others segment continued to witness weakness, with Q4 billings declining 40.7% YoY to ₹73 lakh.
- Matchmaking marketing expenses reduced to ₹43.5 crore in Q4 FY26 from ₹46.7 crore in Q4 FY25.
- Management guided for double-digit billing growth or high single-digit billing growth, along with double-digit revenue growth and more than doubling of PAT in Q1 FY27 compared to Q1 FY26.

Key Questions & Answers discussed during the Concall:

- **When do we expect the promoter pledge to be removed, and why are promoter share purchase disclosures not visible on BSE?** We believe the pledge-related matter is personal in nature and may be resolved at an appropriate time. Regarding promoter share purchase disclosures, we understand that the disclosures are generally automated, and we will review the issue and revert back.

- **What is our advertising and marketing spend outlook for FY27?** We expect marketing expenses to remain broadly at similar levels as FY26 unless there is a strong strategic need to either increase or reduce spending. As revenues and billings continue to grow while marketing spends remain stable, we expect operating leverage benefits to improve profitability.

- **Why has our PAT declined sharply despite relatively stable revenue and expenses?** We attribute the ~24–25% decline in PAT to a marginal decline in total income, a 2.7% increase in expenses, and lower finance income. Finance income declined primarily due to lower investment balances following shareholder buybacks and reduced investment yields due to repo rate cuts.

- **What is the update on our "Bharat Ek Coach" / astrology-related investment?** We have invested in an AI-based astrology startup that is currently at a very early stage. We see long-term opportunity in this segment and intend to continue experimenting and evaluating monetization opportunities going forward.

- **Why is there a large gap between our billing growth and revenue growth?** The gap was primarily due to the launch of the one-year "Tillumari" package introduced in March 2025. Since revenues are recognized over the subscription period, billing growth was ahead of revenue growth earlier. From Q4 onwards, we expect billing growth and revenue growth to move more closely in line.

- **What is our strategy for the loss-making Marriage Services business?** We have shifted the wedding services business from a subscription-led model to a new operating model. We continue to experiment with the business and believe the revised model could unlock a much larger opportunity over time. Our current focus is on achieving strong product-market fit rather than near-term profitability.

- **What margin trajectory should we expect for FY27?** We expect profitability to improve significantly beginning Q1 FY27, with PAT expected to more than double versus Q1 FY26. We also expect margins to improve alongside stronger revenue growth and operating leverage.

- **Are we focusing more on premiumization rather than subscriber growth?** Our growth is being driven by a combination of premium/personalized services, improving online matchmaking traction, better profile additions, and increasing renewals. We also expect momentum in subscriber volume growth to improve during FY27.

- **When is the Marriage Services & Others segment expected to break even?** Near-term break-even is not our immediate priority. We are currently focused on finalizing the right business model, achieving product-market fit, and building a scalable long-term opportunity. It may take a few more quarters before we have clearer visibility on profitability timelines.

- **What is driving the acceleration in matchmaking billings growth, and is the trend sustainable?** The acceleration in billings growth is being driven by strong growth in personal services, improving online matchmaking services, better profile additions, and increasing renewals. We believe this momentum is sustainable and expect high single-digit to double-digit billing growth in FY27.

- **Why have our marketing expenses declined, and what is the future outlook?** We are optimizing marketing spends and allocating capital only where required. We expect marketing expenses to remain broadly stable unless we decide to aggressively scale a particular initiative.

- **What is the latest update on our astrology business?** Our AI-based astrology platform has witnessed encouraging downloads and usage metrics. However, the business remains in the experimentation phase, and we are still evaluating the optimal monetization model.

- **Are we evaluating acquisitions or partnerships in newer segments?** We remain open to evaluating inorganic opportunities, including acquisitions and partnerships, if attractive opportunities emerge.

- **Given the structural slowdown in subscriber growth, how large does the organized online matchmaking opportunity remain in India?** We believe the organized online matchmaking market opportunity in India is currently around ₹1,000 crore. We continue to see significant long-term potential in the organized segment.

- **Is competition intensifying from dating apps and other digital matchmaking platforms targeting younger demographics?** We believe dating remains a relatively small segment compared to the broader matrimony category. Matrimony continues to remain the preferred destination for individuals seeking marriage. While dating platforms exist, we do not see them becoming a significant competitive threat to the core matrimony business.

Key Participants:
- Ashwin Kedia – Alchemy
- Kanish D - WhiteOak Capital
- Damodaran - Acuitas Capital
- Hemant Patel – Alder Capital