VALOREM ADVISORS

INVESTOR RELATIONS MANAGEMENT SERVICES

matrimony.com

1 Matrimony.com

Founded in 2000 by Mr. Murugavel Janakiraman as a community portal for Indians abroad, the company has grown into India's largest online matchmaking platform with ~60% market share. It had a paid subscriber base of 1 million profiles in FY25, adding 0.73 million in 9M-FY26.The company offers diversified online and offline matchmaking services across regional, community, and elite segments, and has forward-integrated into marriage services through an asset-light vendor platform covering venues, photography, catering, and décor—positioning itself as a one-stop wedding solution.

2 Business Segments

Match Making Services (99%): The website has diversified into 4 brands including the flagship brand Bharat Matrimony, Community Matrimony, Assisted Matrimony, and Elite Matrimony, whereby it offers a range of targeted and tailored products & services to better meet the requirements of customers based on their linguistic, religious, caste and community preferences.

Marriage Services (1%): Forward integration through marriage services, complementing the online matchmaking business by providing organized services in the marriage services market.

3 Key Strengths

- Market Leader: Highest market share pan India (60%). Well established brand names amongst consumers in India with significant presence in South India.
- Adopted a micro-market strategy offering a range of targeted and customized products and services that are tailored to meet the specific requirements of customers.
- Leveraging technology like AI and data analytics to improve the efficiency of the website and enhance user experience. Astrology Tools also included for better matchmaking.
- Forward integrated into providing marriage services by aspiring to become a one stop shop for our customers in an asset light vendor platform for venue bookings, catering, decorations, etc.
- No leverage – Zero debt company.
- Added new 0.23 Mn paid subscriptions during Q3-FY26.
- Profitable consumer internet company with a healthy Balance Sheet
- Cash balance and Investments is at INR 3,279 Mn, strong operating cashflow to EBIDTA at 115%. Dividend Payout stands at 24.58% as on FY25 and the firm had a buyback of INR 72 crores in Q3 FY25.

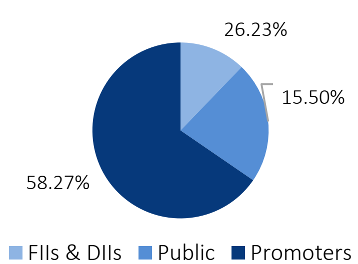
4 Key Growth Drivers

- Profiles - Marketing efforts result in increasing leads and registrations of user profiles.
- Conversion - Technology such as AI, insights through data analytics and strong tele-service channel aid in enhancing user experience and converting them to paid subscriptions.
- Pricing - Flexible packages for 3,6- or 12-month subscriptions at customized and affordable rates.
- Matchmaking industry is evolving from unorganized to organized

Key Financials	FY23	FY24	FY25	FY26
Total Sales	4,558	4,814	4,558	4,600
Sales Growth (Y-O-Y)	*4.90%*	*5.61%*	*(5.30)%*	*0.91%*
EBITDA	*674*	*721*	*583*	*516*
EBITDA Margins (%)	14.80%	14.21%	12.78%	11.21%
Net Profit	467	496	453	342
Net Profit Margins (%)	10.24%	10.29%	9.93%	1.78%
Diluted EPS (In Rs)	20.72	22.25	20.56	15.92
Diluted EPS Growth (Y-O-Y)	*(11.42)%*	*7.38%*	*(7.02)%*	*(22.57)%*

Key Financial Ratios	FY26
Net Debt to Equity (x)	NA
Fixed Asset Turnover	22.9x
Interest Coverage Ratio	5.29X
Return on Equity	15.26%
Return on Capital Employed	10.11%
Debtor Days	1
Working Capital Days	73

Shareholding Pattern



Capital Structure

Share Price as on 31st Mar, 2026	426.40
Number of Shares o/s	20.7
Market Capitalisation	**8,815**
Add: Debt	0
Add: Minority Interest	0.0
Less: Cash & Equivalents	29.30
Enterprise Value	**8,731**
Networth	**2064.7**

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