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 0.96 million profiles in as on 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: Market leader with the highest share pan-India, maintaining dominance in Southern India and pioneering community-based services.
- Differentiates itself from other players in India by following a micro-market strategy, offering a range of targeted and customized products and services that are tailored to meet the specific requirements of customers.
- Technological leverage of AI and big data to optimize partner searches, calling campaigns, and matchmaking productivity.
- Integrated marriage services via an asset-light vendor platform aiming to be a one-stop shop for venue, catering, and décor.
- Zero-debt company with a consistently healthy and profitable balance sheet.
- Added new 0.27 Mn paid subscriptions during Q1-FY27.
- Profitable consumer internet company with a healthy Balance Sheet

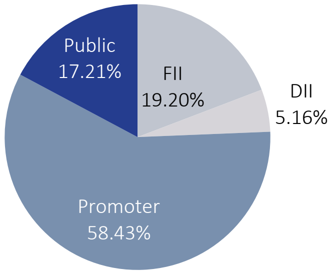
4 Key Growth Drivers

- 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 (In MN)	FY24	FY25	FY26	Q1-FY27
Total Sales	4,814	4,558	4,600	1,305
Sales Growth (Y-O-Y)	*5.61%*	*(5.30)%*	*0.91%*	-
EBITDA	721	583	516	263
EBITDA Margins (%)	*14.21%*	*12.78%*	*11.21%*	*20.15%*
Net Profit	496	453	342	191
Net Profit Margins (%)	*10.29%*	*9.93%*	*1.78%*	*14.64%*
Diluted EPS (In Rs)	22.25	20.56	15.92	9.23
Diluted EPS Growth (Y-O-Y)	*7.38%*	*(7.02)%*	*(22.57)%*	-

Key Financial Ratios	FY26
Net Debt to Equity (x)	(0.04)
Fixed Asset Turnover	22.9x
Interest Coverage Ratio	5.29x
Return on Equity	15%
Return on Capital Employed	10%
Debtor Days	1
Working Capital Days	73

Shareholding Pattern



Capital Structure	
Share Price as on 30th June, 2026	395.6
Number of Shares o/s	20.7
Market Capitalisation	**8,178.4**
Add: Debt	0
Add: Minority Interest	0.0
Less: Cash & Equivalents	29.30
Enterprise Value	**8,149.1**
Networth	**2,064.7**

Investor Relations Team