matrimony.com

August 11, 2026

National Stock Exchange of India Ltd Exchange Plaza, 5th Floor Plot No: C/1, G Block Bandra Kurla Complex, Bandra (E) Mumbai – 400 051

Dear Sir/Madam,

Sub: Submission of the copy of Investor presentation under regulation 30 of SEBI (Listing Obligations & Disclosure Requirements) Regulations, 2015.

NSE Symbol: MATRIMONY

Pursuant to Regulation 30 of the SEBI (Listing Obligations & Disclosure Requirements) Regulations, 2015, please find enclosed the copy of Investor presentation for the quarter ended June 30, 2026.

The aforesaid presentation is also being hosted on the website of the Company viz., www.matrimony.com.

Submitted for your information and records.

Thanking you

Yours faithfully,

For **Matrimony.com Limited**

VIJAYANAND SANKAR
Digitally signed by VIJAYANAND SANKAR
Date: 2026.08.11 20:08:58 +05'30'

Vijayanand Sankar
Company Secretary & Compliance Officer
ACS: 18951
No.94, TVH Beliciaa Towers, Tower II, 5th Floor,
MRC Nagar, Raja Annamalaipuram,
Chennai – 600028

Investor Presentation
August 2026

CELEBRATING 26 YEARS

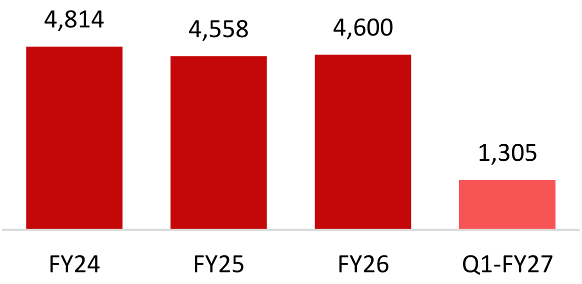
Matrimony.com at a glance

- Founded by Mr. Murugavel Janakiraman in the year 2000 as a community portal for Indians living and working abroad, and since then become the largest Indian matchmaking service.
- Pioneer and leader in the Indian online matchmaking space.
- Providing diversified online matchmaking services both online and offline to cater to the unique requirements of Indian origin consumers like regional, community, and also tailor made services for the elite.
- 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.
- The market cap of the company as on 30th June 2026 ~ INR 8,178 Mn
- Matrimony.com has been certified a Great Place to Work by an assessment conducted by Great Place to Work, India for second consecutive year.

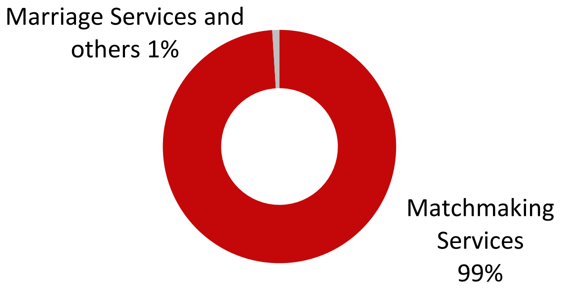
Great Place To Work. Certified

We are Great Place To Work® Certified™

Consolidated Revenue (INR Mn)



Business Mix – Q1-FY27



Our Leadership Position

Market Leader
Highest market share pan India

Customised and personalised approach for every community and preferences

Paid subscription base of 0.96 Mn profiles in FY26

Strong offline presence through retail stores

Zero debt company

Robust technology and Data Analytics

matrimony.com

Strong Free Cash Flow generation

Well known and established brand

Profitable consumer internet company with healthy Balance Sheet

Strong Return Ratios

Marquee Investors

The Indian Matchmaking Opportunity

Sector

Total Population:
1.4Bn

Total Unmarried population:
600 Mn+*

Total Active Seekers:
100 Mn+*

Total weddings:
11-13 Mn
p.a

Country

Arranged marriages in India in 2016
80%+

Online Matchmaking industry
6% of marriages in India

Total marriage related spends every year pre-covid
USD 50 Bn

Estimated Revenue of Matchmaking/Dating segment
USD 306 Mn
(2029)

* World Bank, Census, Medium.com, KPMG report, Indian Express, Statista, Company Sources

COMPANY OVERVIEW

Notable milestones over the last 26 years

matrimony.com

1997 – As a young programmer in New Jersey Mr. M Janakiraman launches a community portal

2000 – Incorporated Matrimony.com

2002 – Launched the largest matrimony meet in the world 'Mega Swayamvaram'

2006 – Received first round of funding of 8.65 Mn from various PE investors

2008 – Received second round of funding of 11.75Mn from various PE Investors

Launched "Elite Matrimony", an exclusive matchmaking services for premium customers

2009 – Launched "CommunityMatrimony"

2010 – Launched "Assisted Matrimony"

2011 – "BharatMatrimony" made available on iPhone, iPad, Android, Blackberry, Nokia devices.

140+ Matrimony retail outlets across in India

2016 – Launched matrimonybazaar.com

2017 – Company listed on stock exchanges andLaunched matrimonymandaps.com

2018 – Dubai office launched

Cricketer MS Dhoni brand ambassador of Bharat Matrimony

2020 – Launched RajasthaniMatrimony and BihariMatrimony

Launched DoctorsMatrimony exclusively for medical professionals

2021 – Launched BhojpuriMatrimony Launched IIMIITMatrimony.com

Created a new brand identity - WeddingBazaar.com, one of India's largest wedding marketplace from the earlier avatar of MatrimonyBazaar.com

Acquired 100% stake in Boatman Tech Private Limited, promoters of ShaadiSaga.com

Expanded operations in Bangladesh

2022 – Jodii product launched in 9 vernacular languages

Launched RainbowLuv for LGBTQIA+ community

Launched TechieMatrimony

2024 – Launched MeraLuv.com, an exclusive dating app for Indian Americans

As a First in segment launched Elite Matrimony Kiosks at airports across India

Launched Luv.com, a matchmaking app for Indians to find genuine, serious relationships

Launched Matchastro, an exclusive astrology product

Launched MakeMyWedding, a personalised service for wedding planning

Launched ManyJobs, which focuses exclusively on grey-collar, front- line, and entry level jobs

Governed by a Strong Board

Murugavel Janakiraman
Chairman and Managing Director

- Graduated in statistics from Presidency college, MCA from University of Madras
- Worked as a software engineer and consultant in USA before starting Tamil Matrimony
- Received an award of top 5 Asian Indian businessmen in USA by Asian Indian Chamber of Commerce, Business Icon of the year award by India Today, Nominated twice for the 'Entrepreneur of the year' award by Economic Times

Deepa Murugavel – Non Executive Woman Director : Holds a bachelor's degree of science in biochemistry (special) from Gujarat University and a master's degree in business administration from California Coast University. Associated with the company since 2006.

S M Sundaram – Non Executive Independent Director : Mr. S. M. Sundaram is a Chartered Accountant, a Cost Accountant, a Company Secretary, a Chartered Financial Analyst and an MBA from IIM Ahmedabad, with several all-India ranks. He has over 37 years of professional experience, most of them in senior roles in Finance and Investment Management. He is currently the Chief Investment Officer of an Investment Management entity focused on listed investments in India

Akila Krishnakumar - Non Executive Independent Director : An alumnus of the Birla Institute of Technology and Sciences (BITS), Pilani. Has over 30 years of experience in software product development for financial services. Until 2013, Akila was President - Global Technology and Country Head for SunGard in India - a Fortune 500 company and global leader in financial services software. She has won several awards and accolades including being among the top 5 women leaders in the Indian technology industry for many years.

C K Ranganathan – Non Executive Director : Holds a bachelor's degree in Chemistry. Founder of Cavinkare Private Limited, a company engaged in the business of personal care, food, beverages, dairy and snacks. Conferred the prestigious, Entrepreneur of the Year Award by Economic Times in 2004. He is associated with Matrimony.com since 2014.

Rajesh Sawhney – Non Executive Independent Director: Holds a bachelor's degree in Engineering (Electronics and Communication) from the University of Delhi and a master's degree in Management Studies from the University of Bombay. He has extensive experience in the fields of media, entertainment, telecommunications and the internet industry. He has worked with Reliance Capital Limited and Reliance Entertainment Limited. He is currently on the Board of India Mart Intermesh Ltd, Le Travenues Technology Ltd (IXIGO), Neilsoft Limited .

Awards & Accolades

Bharatmatrimony.com awarded 'India's most trusted online matrimony' by Brand Trust Report India Study 2014

Received Certificate of Excellence from NASSCOM for 'Innovative Application of Analytics for Business Solution, 2015'

Special jury mention for gender sensitivity (2013-2014) for a TVC (Bharat Matrimony-Career) at the National Laadli Media and Advertising Awards, 2015

BharatMatrimony Mobile App- Best app in the social category. Global mobile app summit and awards- July 2016 and July 2017

'Find Your Equal' campaign, award for 'Gender Sensitivity' at the International Advertising Association's IndiAA regional awards – July 2019

BharatMatrimony has been conferred with the prestigious 'Superbrand 2019' status by leading independent brand arbiter Superbrands India

Matrimony.com featured in ET India growth champions list, 2020

Mr. Murugavel Janakiraman was featured in the Top Technology Leaders 2020 List by Exchange4Media's Impact Magazine.

Matrimony.com won an Award from CNBC-TV18 under "Masters of Risk – Service Sector, Small Cap category".

Matrimony.com won the ET Brand Equity "Shark Award" for best use of Digital and Social Media for its AI based Valentine's Day Campaign

Catering To Indian Diaspora Across The Globe

Corporate headquarters and technology operations in Chennai, TN

Offices in 3 international cities

2,500+ people as at March 31st 2026

Nationwide Coverage

On-ground retail presence 120+

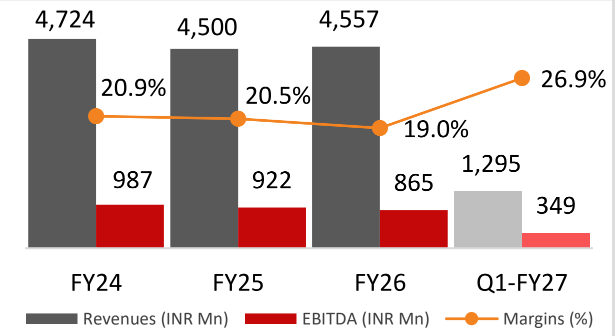
Catering to the Indian Diaspora across the Globe

BUSINESS OVERVIEW

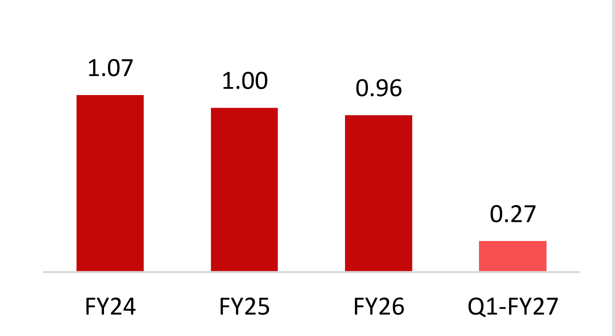
Pioneering Matchmaking Services in India

- Matrimony.com has the largest number of matchmaking online platforms to suit a person's choice and preference
- 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 requirements of customers
- Dominant market share in Southern India
- Pioneer in Community based, Assisted and Elite Matrimony services
- Pioneer in Jodii, launched in 9 vernacular languages

Matchmaking Performance



Paid Subscription (in Mn)



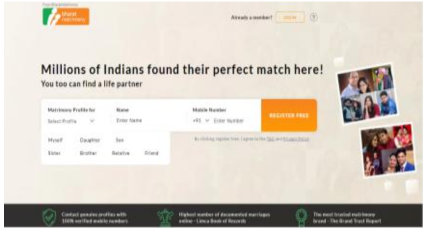
Flagship Matchmaking Brands

Launched in the year 2000, BharatMatrimony is the flagship brand of Matrimony.com

Comprises a network of 17 different regional portals based on varied regions such as TamilMatrimony, KeralaMatrimony, TeluguMatrimony, BengaliMatrimony, HindiMatrimony, etc.

Key features

- 17 Regional sites
- Flexible subscription packages for 3,6 & 12 months



Key features

- 300+ Community sites
- Flexible subscription packages for 3,6 & 12 months

95% of Indians get married within their own community

CommunityMatrimony.com is an exclusive matrimony platform consisting of over 300 different community websites

It has been further sub-divided into categories like ChristianMatrimony, MuslimMatrimony, SikhMatrimony, JainMatrimony, AgarwalMatrimony, YadavMatrimony, MarathaMatrimony, etc. Added IIMIITMatrimony.com and DoctorsMatrimony services.

Premium Matrimony Services

Assisted Matrimony – Matrimony.com also provides value added services for the users who are busy and need assistance in matchmaking.

Involves matchmaking services supported by relationship managers who provide personalized assistance to subscribed users. Relationship managers contact the prospects on behalf of the customer after taking the customer's consent and facilitate communication and meetings based on mutual interest.

Elite Matrimony - From BharatMatrimony

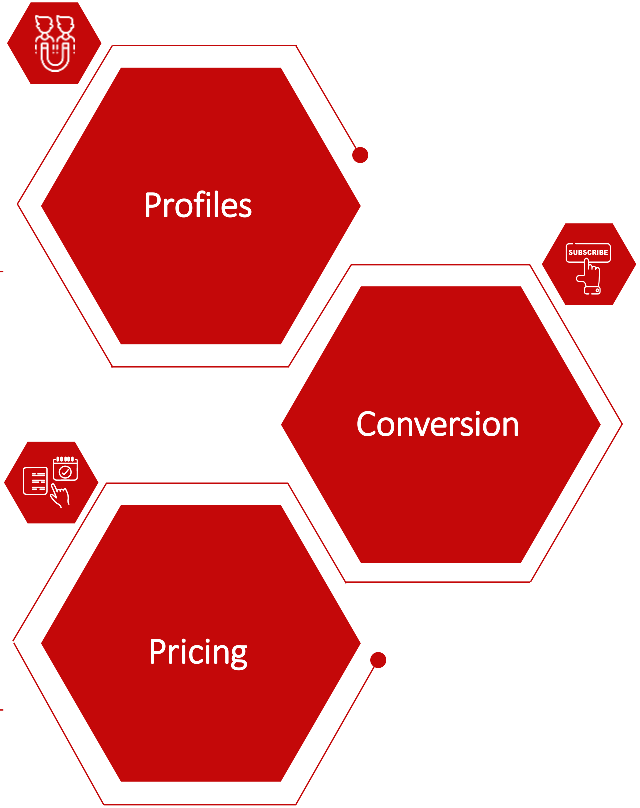
Elite Matrimony – A personalized matchmaking service for the affluent.

Growth Drivers

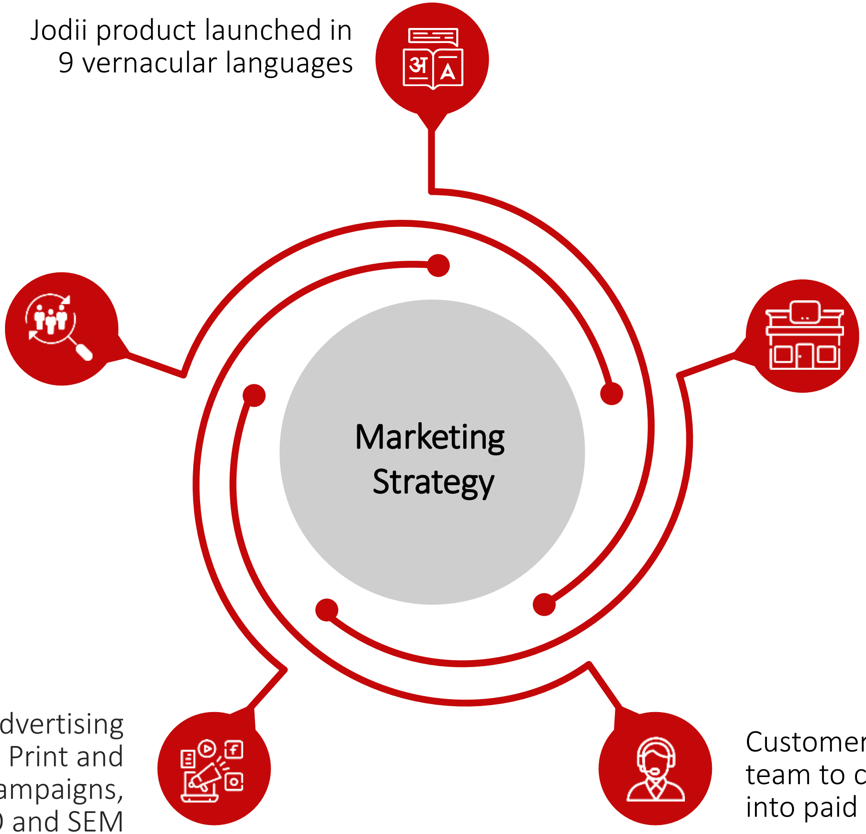
Marketing efforts
result in increasing leads and registrations of user profiles

Technology such as AI, insights through data analytics and strong tele-service channel
aid in enhancing user experience and converting them to paid subscriptions.

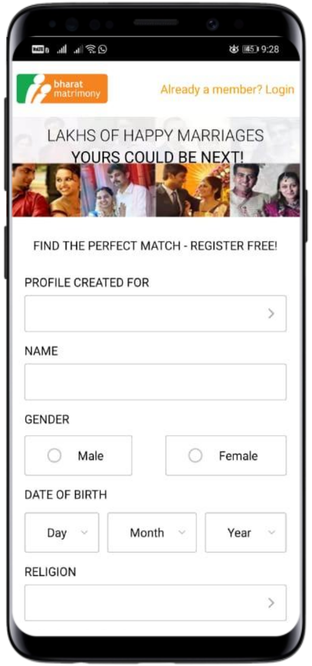
Flexible packages
for 3, 6 or 12 month subscriptions at customized and affordable rates



Strategic 360 Degree Marketing



Great User Experience through Innovative Technology



Culture of Innovation

- Providing seamless and superior experience at all touch points
- Innovating the product consistently based on customer preferences and behavior
- Continuously enhancing the user experience by live testing with customers
- Investing in Big data platform and analytical database to get insights helping in strategic decision
- Adapting to changes in technology such as AI to improve partner search experience, calling campaigns, productivity

User Interface

Features

Great Outcomes

- Multiple methods to find a match : emails, Telephone, SMS
- Multiple platforms to operate : Mobile site, Mobile App, Website
- 24*7 customer service support to find a relevant match
- Phone call verification and trust badge for more authenticated profile listings
- Secure connect : facilitating safe use for women

Success Stories

TamilMatrimony

Love bloomed through WhatsApp for Ishwarya & Arun

A loving family member, friend, or even a co-worker can register on the site to help a person find their partner.

"My sister registered my profile on the site and showed me Arun's profile. When I went through it, I really liked it because he was very frank about himself and what he is looking for."

BengaliMatrimony

Atreyee and Shounak - "I found Shounak in 15 days", says Atreyee

Placing a premium on value systems

"I found Shounak within 15 days of my registration on BharatMatrimony and within a month, everything was fixed. It was indeed quick. What attracted me the most was that family was his priority."

KeralaMatrimony

Rakhee and Vineeth - A Tale of Long Distance Love

"Mere distance does not have the power to shatter unconditional love. Long distance love also works when you truly love someone."

OriyaMatrimony

Saswatee and Ramakanta – "I found Ramakanta in just 4 days"

"I found my life partner here in four days. The site gives you region specific profiles to look through. many of my own family members have had happy and successful marriages through BharatMatrimony."

Complementing the online matchmaking business by providing customers a one stop shop asset light vendor platform for marriage services

WeddingBazaar

Online marketplace providing wedding-related services whereby vendors including photography, make-up, mehendi, wedding-planner, catering and decorations, etc.

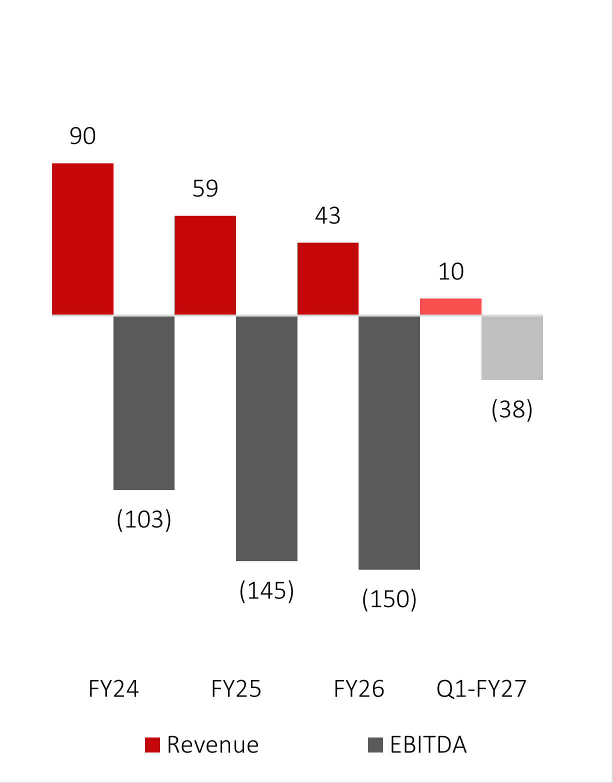
mandap.com from BharatMatrimony

Mandap

A wedding venue booking platform with mandaps, banquet halls, convention halls, etc.

Marriage Services with a network of over 1,00,000 vendors in 40+ cities

Marriage Services & Others Performance (INR Mn)



New Business Launched

Luv.com

- Luv.com is a premier matchmaking app specifically tailored for Indians seeking genuine, serious relationships that stand the test of time. Designed with the needs of singles in mind, Luv.com focuses on fostering long-lasting love and meaningful connections.

meraluv The Dating App for Indian Americans

- MeraLuv is an exclusive dating app designed for Indian Americans, bridging the gap for those seeking meaningful connections in their romantic journeys. It caters to individuals who desire relationships that resonate with their cultural heritage while embracing their contemporary American identity.

MANY JOBS FRONTLINE AND ENTRY LEVEL JOBS

- Many jobs, is Exclusively for Frontline & Entry level job seekers, currently available in major cities of Tamil Nadu, with the option of using the app in Tamil.
- Designed with simplicity and accessibility in mind, our platform focuses on helping individuals start their careers or transition into new roles.

Make My Wedding by matrimony.com group

- A premium service designed to connect customers with the finest wedding vendors, offering exclusive deals and tailored support through dedicated Relationship Managers. Our goal is to simplify the wedding planning process, making it not only effortless but also a joyful experience for the customers.

MatchAstro.com

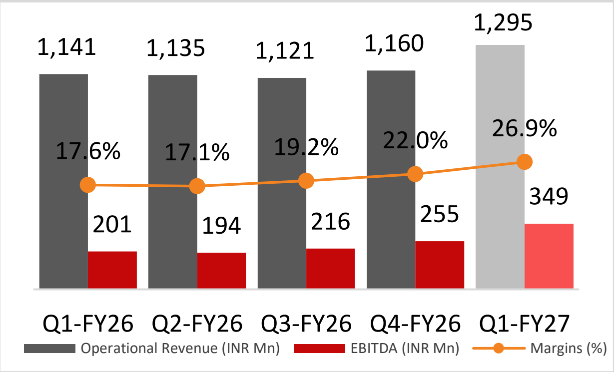
- MatchAstro is an exclusive astrology product focused on giving astrology advice, mainly about love, relationship, and marriage.
- It is a platform to connect with handpicked top astrologers who have expertise in marriage consultancy.

FINANCIAL OVERVIEW

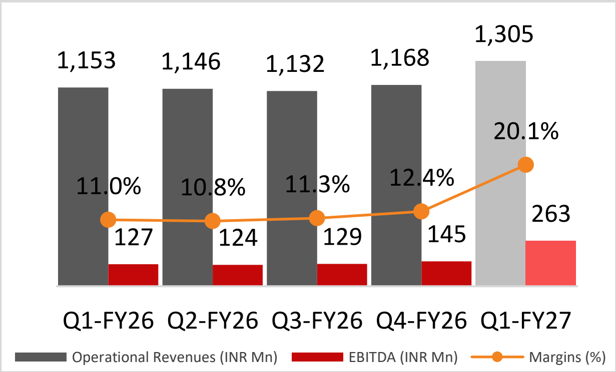
Quarterly Financial Highlights

matrimony.com

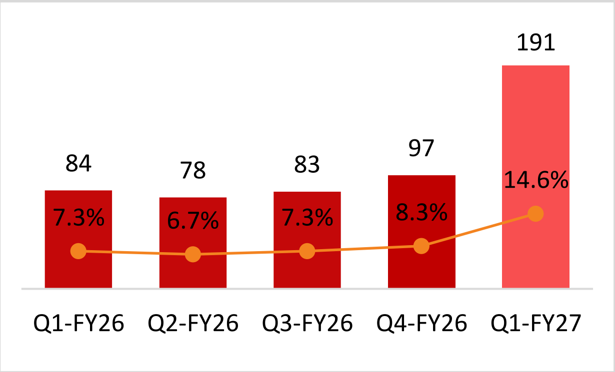
Matchmaking Performance



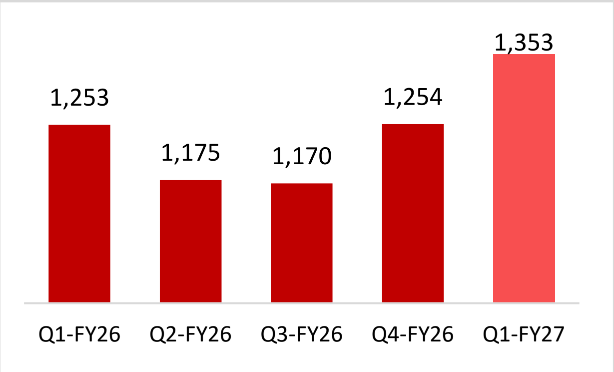
Consolidated Performance



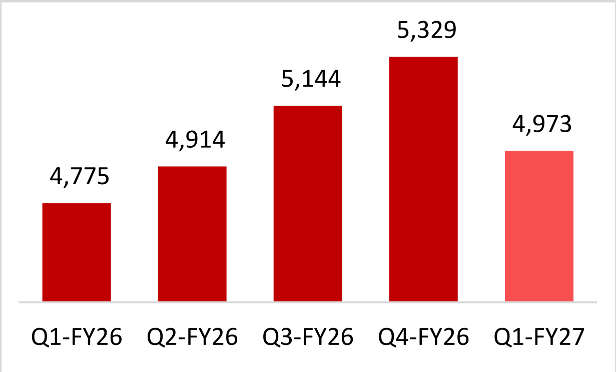
Net Profit (INR Mn) and PAT Margins (%)



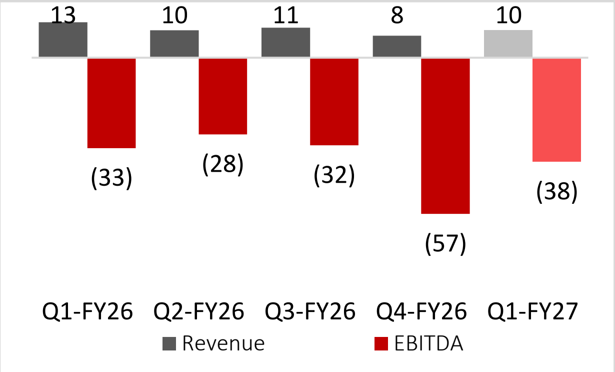
Matchmaking Billings (INR Mn)



Matchmaking ATV (INR)

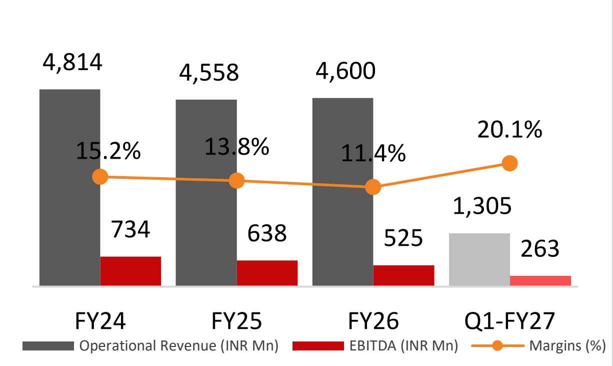


Marriage Services & Others Performance (INR Mn)

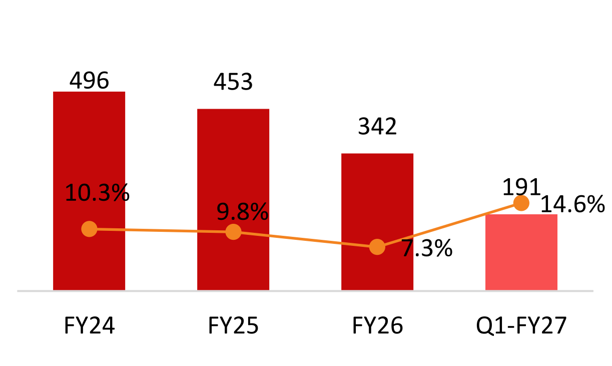


Financial Highlights

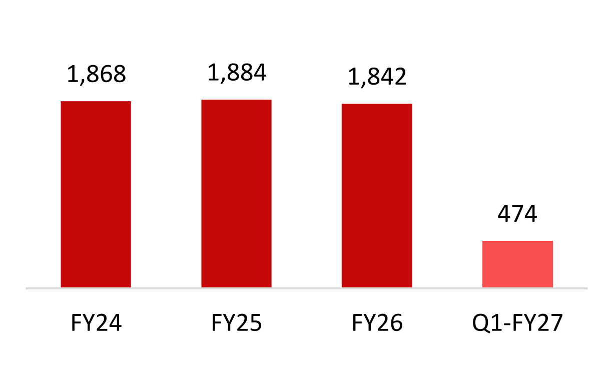
Consolidated Performance



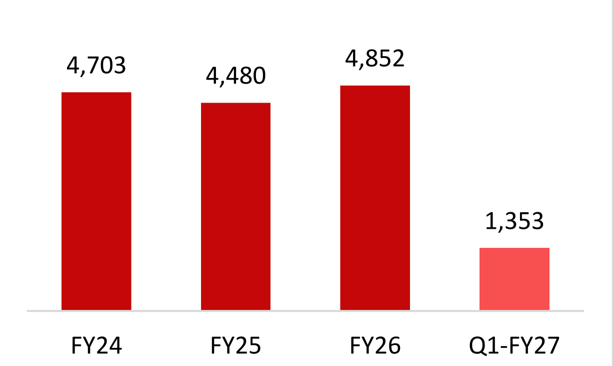
Net Profit (INR Mn) and PAT Margins (%)



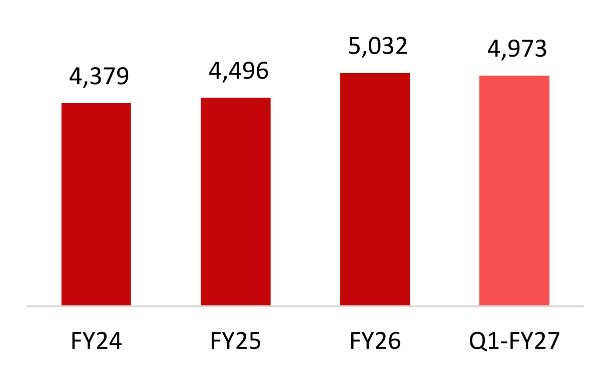
Marketing Expense (INR Mn)



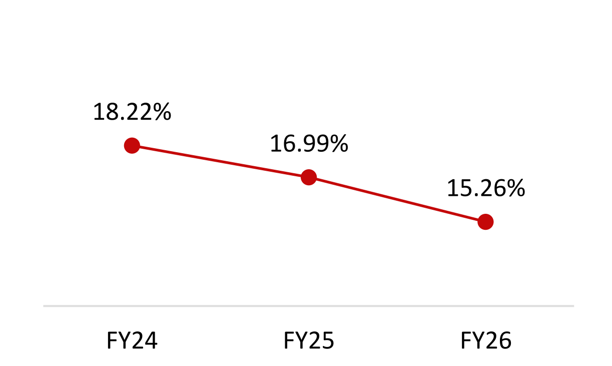
Matchmaking Billings (INR Mn)



ATV (INR)



RoE (%)



Operational Highlights

Consolidated Billings for the quarter

INR 1,360 Mn

Revenues for the quarter

INR 1,305 Mn

Matchmaking Billings for the quarter

INR 1,353 Mn

Revenues for the quarter

INR 1,295 Mn

0.27 Mn

Paid Subscriptions for the quarter

Average transaction value for the matchmaking business for the quarter

INR 4,973

25,500+ success stories in Q1-FY27

Annualized return on capital employed is at 36.4%

Q1-FY27 Consolidated PAT was at INR 191 Mn which represents 127.5% Y-o-Y growth.

Added 0.27 Mn paid subscribers during the quarter increased by 15.9% Q-O-Q

Our cash & investments balance is at INR 3,417 Mn

ATV for the matchmaking business increased by 4.2% Y-O-Y, in line with our customer segmentation strategies

ANNEXURE

Quarterly Consolidated Financial Performance

Particulars (INR Mn)	Q1-FY27	Q1-FY26	Y-o-Y	Q4-FY26	Q-o-Q
Revenues	**1,305**	**1,153**	**13.2%**	**1,168**	**11.7%**
Total Expenses*	1,042	1,027	1.5%	1,023	1.9%
EBITDA	**263**	**127**	**107.1%**	**145**	**81.4%**
EBITDA Margin (%)	***20.1%***	***11.0%***	***910 Bps***	***12.4%***	***770 Bps***
Depreciation	66	68	(2.9)%	65	1.5%
Finance Cost	12	11	9.1%	11	9.1%
Other Income	66	63	4.8%	50	32.0%
Share of Profit/(loss) of associate#	(1)	(2)	50.0%	#	NA
PBT	**250**	**108**	**131.5%**	**119**	**110.1%**
Tax	60	24	150%	22	172.8%
Profit After Tax	**191**	**84**	**127.4%**	**97**	**96.9%**
PAT Margin (%)	***14.6%***	***7.3%***	***730 Bps***	***8.3%***	***630 Bps***
Diluted EPS	9.23	3.89	137.3%	4.59	101.1%

**Operational other income adjusted with total expenses to calculate EBITDA*

 # Amounts less than million

Historical Consolidated Income Statement

Particulars (INR Mn)	FY24	FY25	FY26	Q1-FY27
Revenues	**4,814**	**4,558**	**4,600**	**1,305**
Total Expenses*	4,080	3,920	4,075	1,042
EBITDA	**734**	**638**	**525**	**263**
EBITDA Margin (%)	***15.2%***	***13.9%***	***11.4%***	***20.1%***
Depreciation	284	293	270	66
Finance Cost	52	48	47	12
Other Income	248	282	228	66
Share of Profit/(loss) of associate	-	(1)	(3)	(1)
PBT	**647**	**578**	**433**	**250**
Tax	152	125	91	60
Profit After Tax	**496**	**453**	**342**	**191**
PAT Margin (%)	***10.3%***	***9.9%***	***7.4%***	***14.6%***
Diluted EPS	22.25	20.56	15.92	9.23

**Operational other income adjusted with total expenses to calculate EBITDA*

Historical Consolidated Balance Sheet

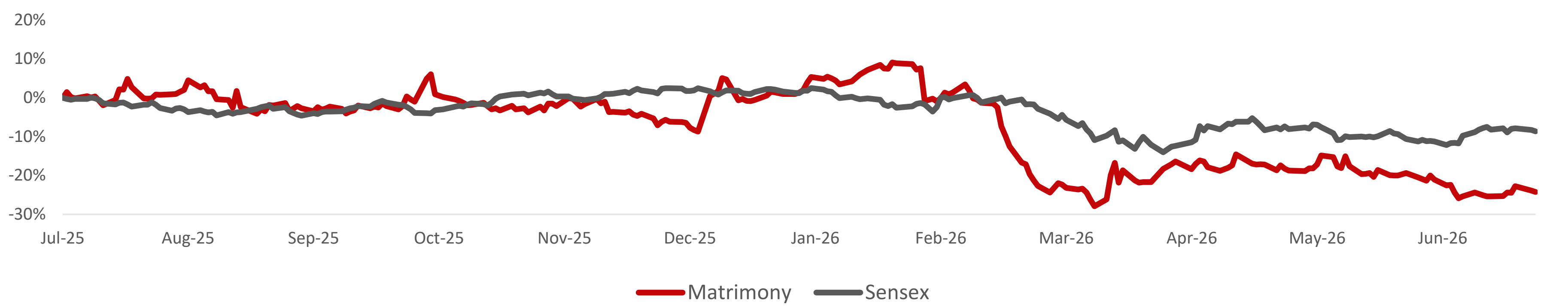
matrimony.com

Particulars (INR Mn)	FY24	FY25	FY26
EQUITY AND LIABILITIES			
EQUITY			
Share Capital	111	108	103
Other Equity	2,804	2,308	1,962
Total Equity	**2,915**	**2,416**	**2,065**
Non Current Liabilities			
Lease Liabilities	424	361	364
Deferred Tax Liabilities (Net)	5	2	-
Other Non Current Liabilities	-	-	3
Sub Total Non Current Liabilities	**429**	**363**	**367**
Current Liabilities			
Financial Liabilities			
Trade Payables	531	642	619
Lease Liabilities	156	174	129
Other Current Liabilities	861	938	1,139
Provisions	85	74	85
Current Tax Liabilities	43	-	-
Sub Total Current Liabilities	**1,676**	**1,828**	**1,972**
TOTAL EQUITY AND LIABILITIES	**5,020**	**4,607**	**4,404**

Particulars (INR Mn)	FY24	FY25	FY26
ASSETS			
Non-Current Assets			
Property, Plant & Equipment	148	193	212
Rights of Use Assets	494	461	421
Other Intangible Assets	160	133	107
Goodwill	87	67	52
Investments accounted for using the equity method	47	46	43
Financial Assets			
Security Deposits	81	93	79
Other Financial Assets	-	313	9
Investments	209	205	628
Deferred Tax Assets (Net)	84	74	77
Income tax assets	38	3	3
Other Non-Current Assets	31	35	27
Sub Total Non Current Assets	**1,379**	**1,623**	**1,658**
Current Assets			
Financial Assets			
Security Deposits	20	19	18
Cash and Cash Equivalents	81	182	29
Bank Balances other than Cash and Cash equivalents	2,148	462	55
Investments	1,146	970	1,279
Trade Receivables	1	4	10
Loans	2	-	-
Other Financial Assets	177	1,287	1,296
Other Current Assets	66	61	59
Sub Total Current Assets	**3,641**	**2,984**	**2,746**
TOTAL ASSETS	**5,020**	**4,607**	**4,404**

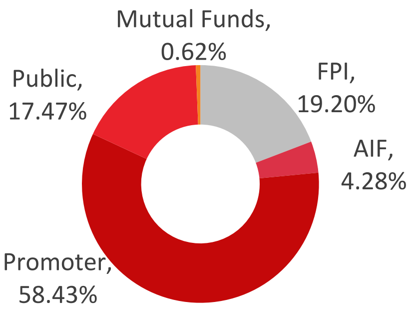
Capital Market Information

1 Year Stock Market Performance (as on 30th June, 2026)



Price Data (as on 30th June 2026)	
Face Value (INR)	5.0
Market Price (INR)	395.6
52 Week H/L (INR)	589.0/363.3
Market Cap (INR Mn)	8,178.4
Equity Shares Outstanding (Mn)	20.7
1 Year Avg. Trading Volume ('000)	35.4

Shareholding Pattern (as on 30th June, 2026)



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