

May 14, 2026

Corporate Relationship Department
BSE Ltd.,
Phiroze Jeejeebhoy Towers
Dalal Street, Mumbai – 400 001

Dear Sir/Madam,

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

Ref: BSE Scrip code: 540704

Pursuant to Regulation 30 of the SEBI (Listing Obligations & Disclosure Requirements) Regulations, 2015, please find enclosed the copy of Investor presentation for the quarter & year ended March 31, 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
Company Secretary & Compliance Officer
ACS: 18951
No.94, TVH Beliciaa Towers, Tower II, 5th Floor,
MRC Nagar, Raja Annamalaipuram
Chennai – 600028

Investor Presentation

May 2026





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.

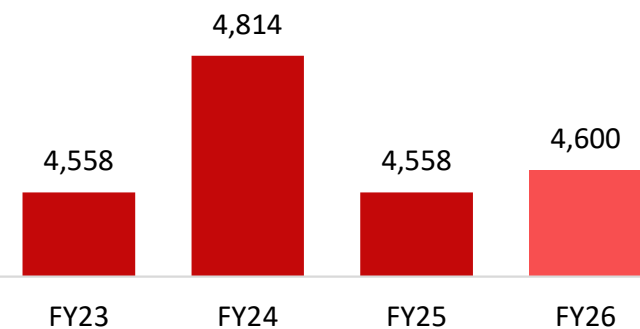
▶ Forward integrated into providing marriage services by aspiring to become a one stop shop for our customers in an asset light vendor platform for venue bookings, catering, decorations, etc.

▶ The market cap of the company as on 31st March 2026 ~ INR 8,815 Mn

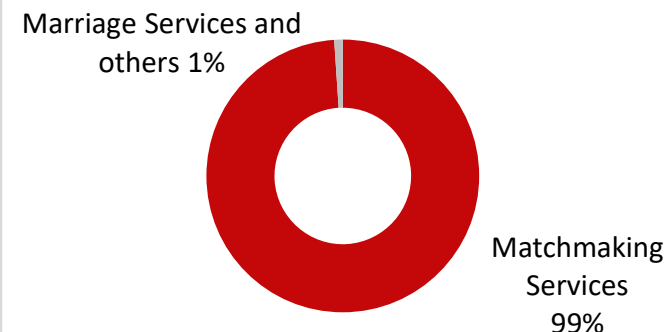
▶ Matrimony.com has been certified a Great Place to Work by an assessment conducted by Great Place to Work, India



Consolidated Revenue (INR Mn)



Business Mix – FY26





Our Leadership Position

matrimony.com

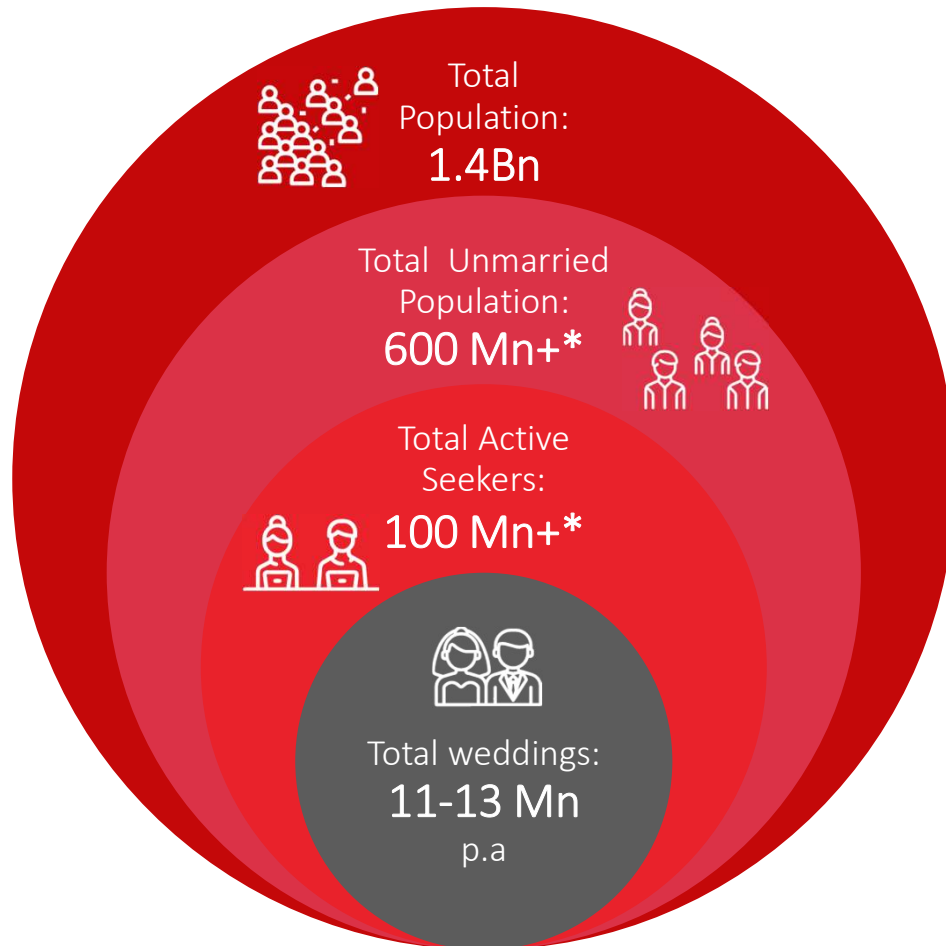




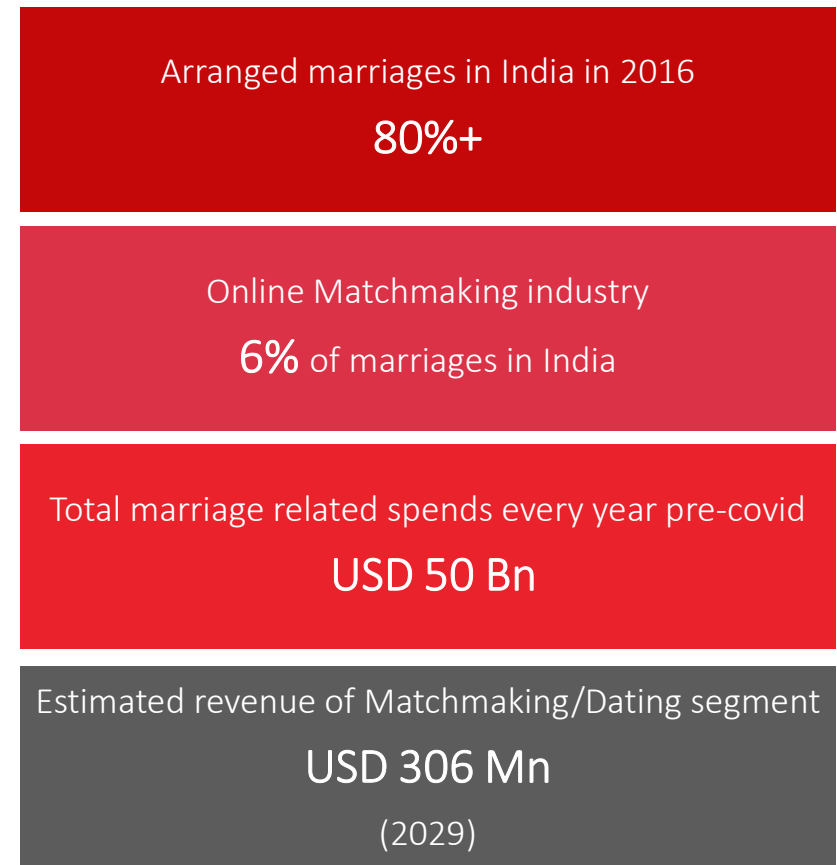
The Indian Matchmaking Opportunity

matrimony.com

Sector



Country

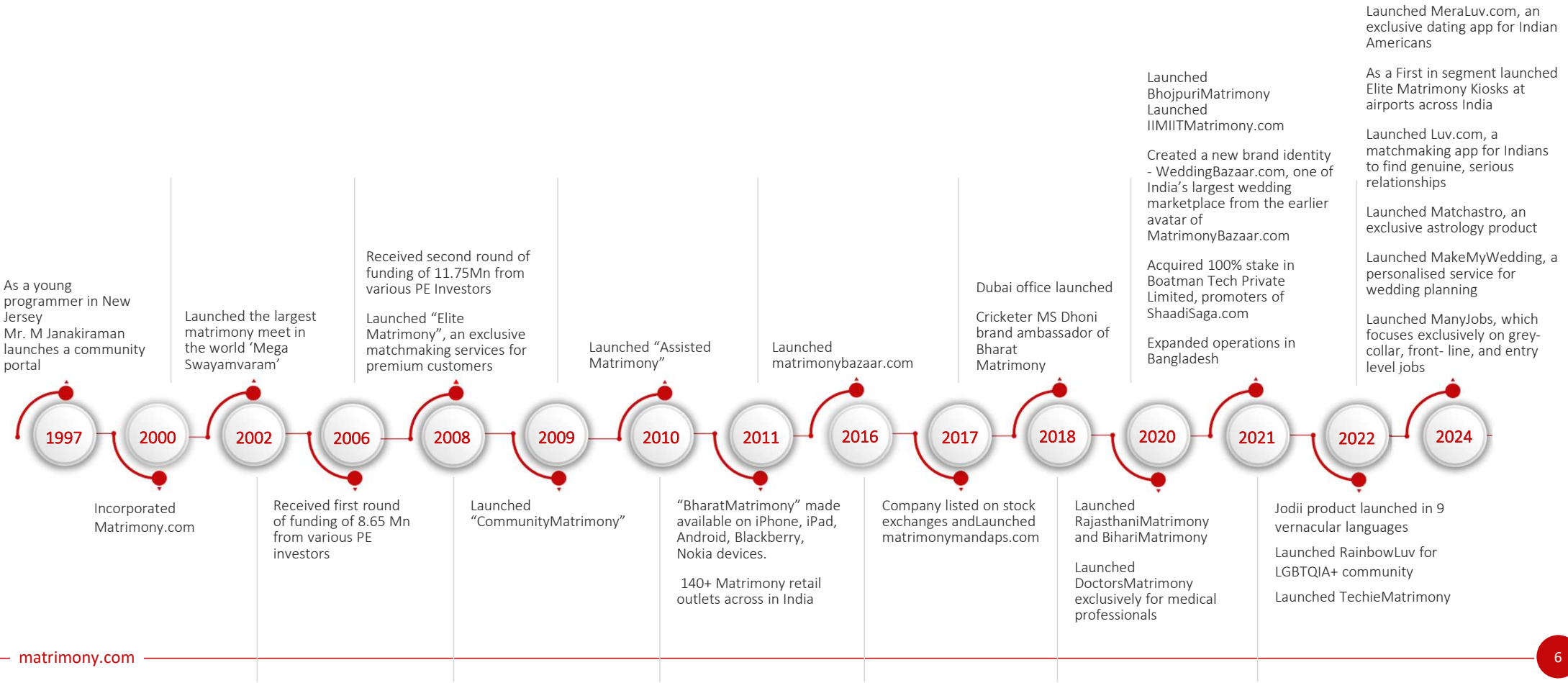


* World Bank, Census, Medium.com, KPMG report, Indian Express, Statista, Company Sources
matrimony.com

COMPANY OVERVIEW



Notable milestones over the last 26 years





Governed by a Strong Board

matrimony.com



**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

matrimony.com



THE
BRAND TRUST
REPORT 2014

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.



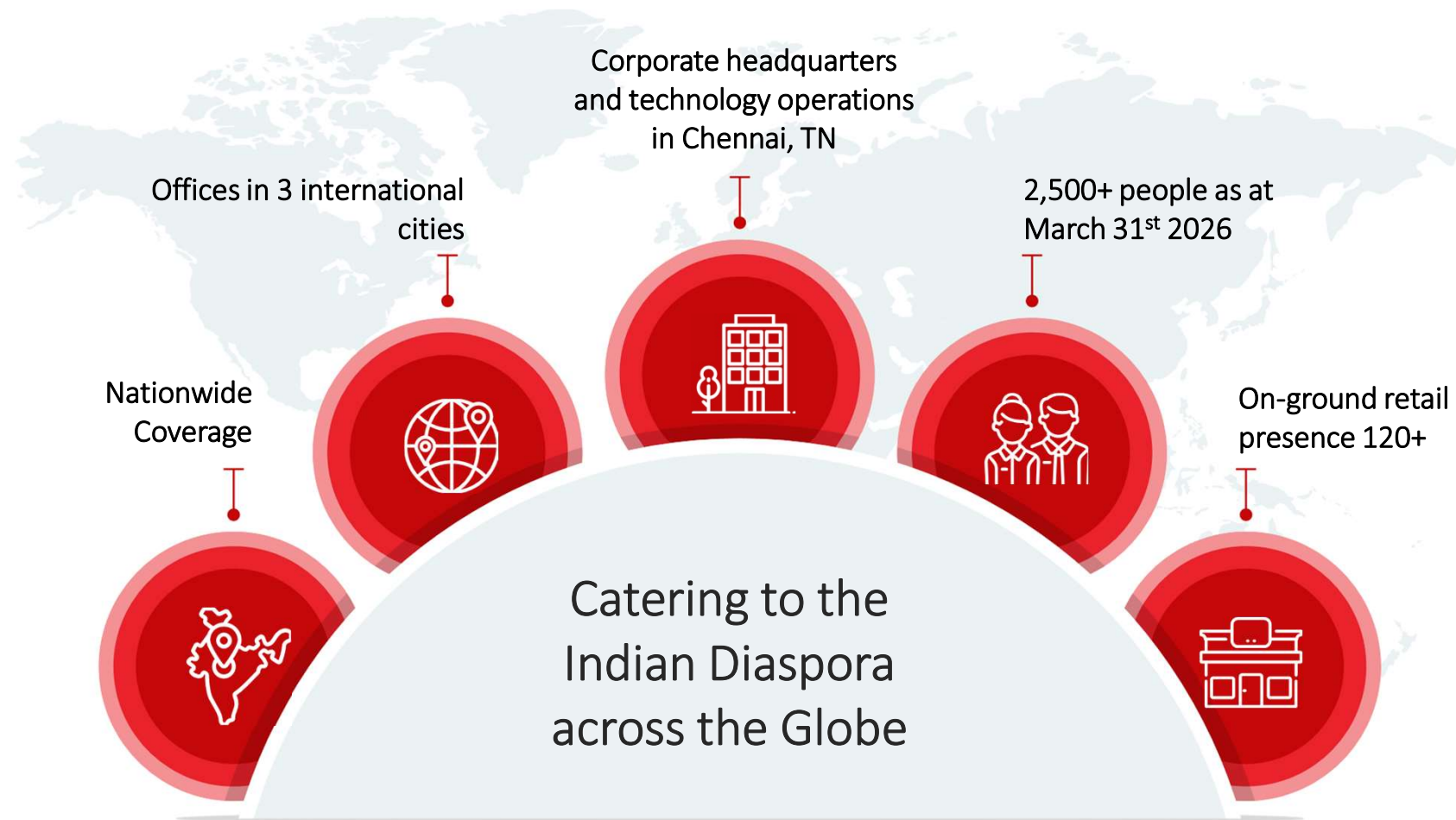
Matrimony.com won an Award from CNBC-TV18 under "Masters of Risk – Service Sector, Small Cap category".



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



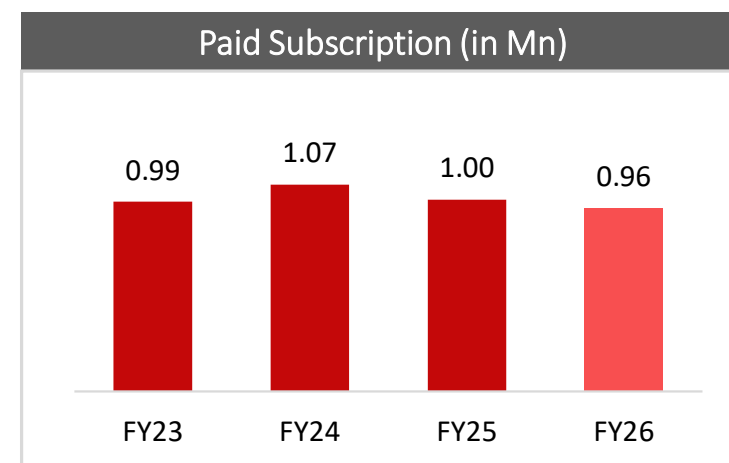
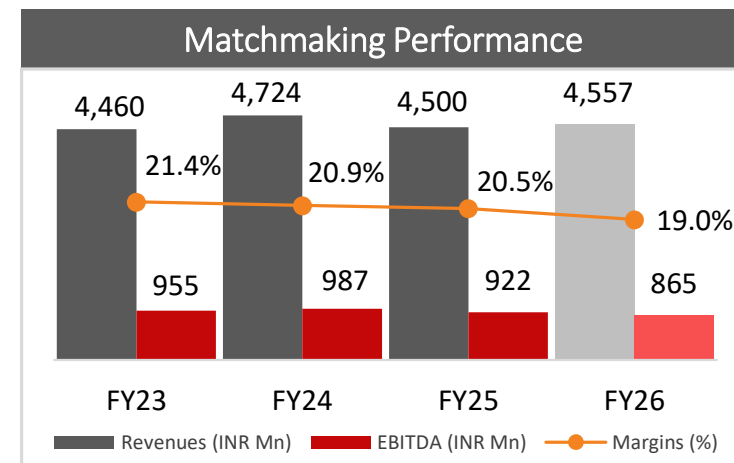
BUSINESS OVERVIEW



Pioneering Matchmaking Services in India

matrimony.com

- ▶ 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





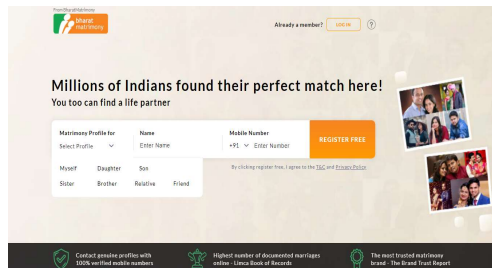
Flagship Matchmaking Brands

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.



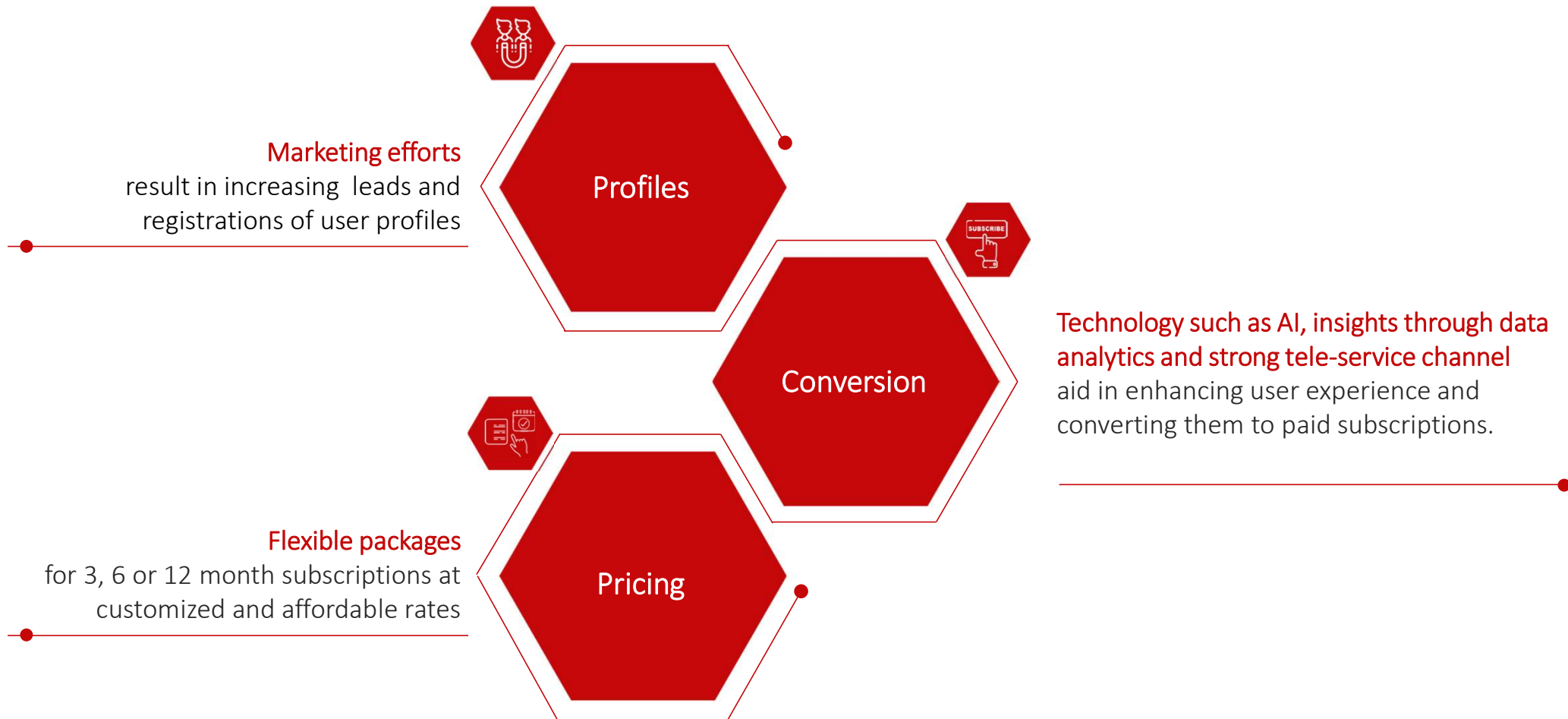
Premium Matrimony Services

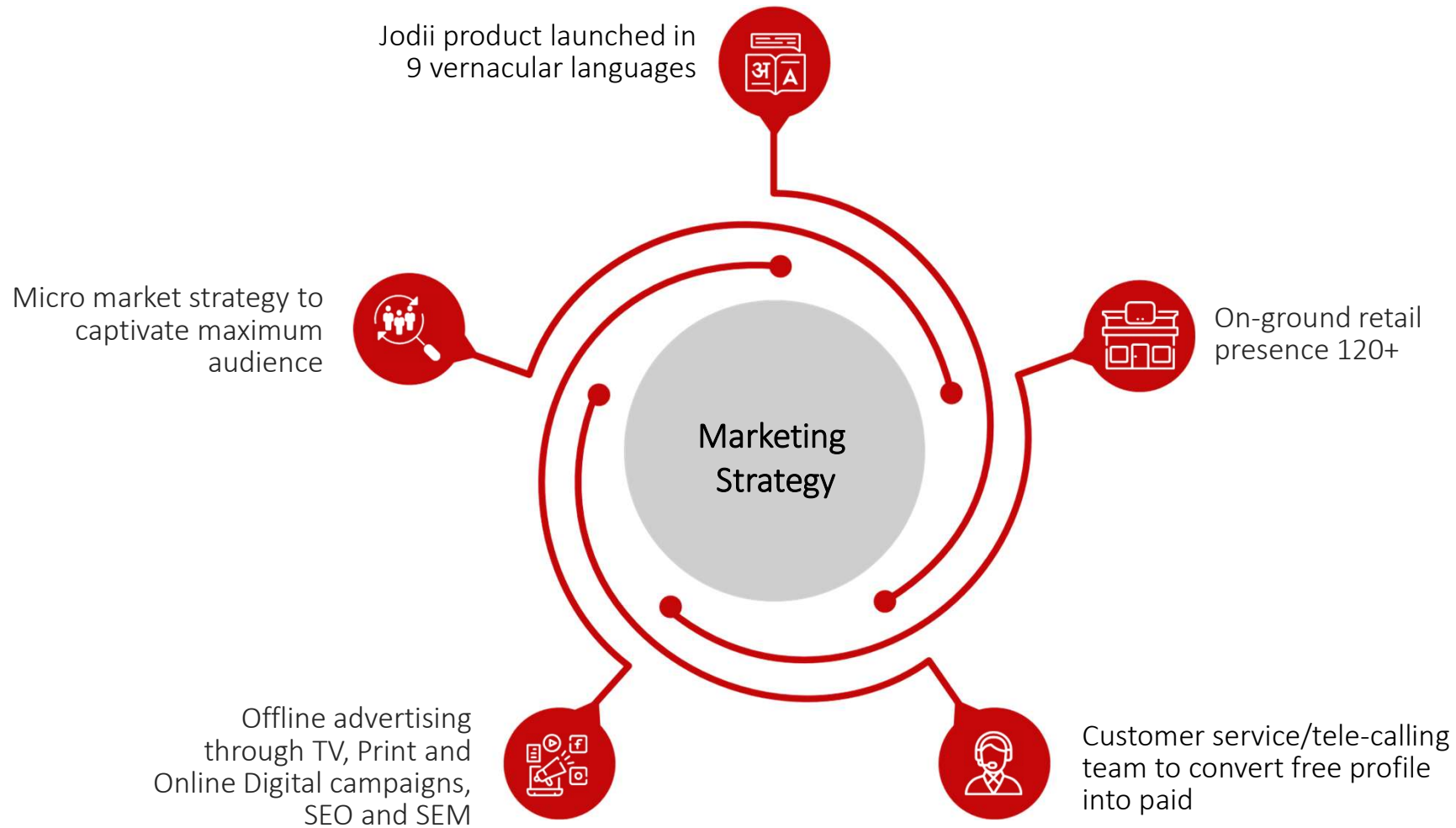
Assisted Matrimony – Matrimony.com also provides value added services for the users who are busy and need assistance in matchmaking.

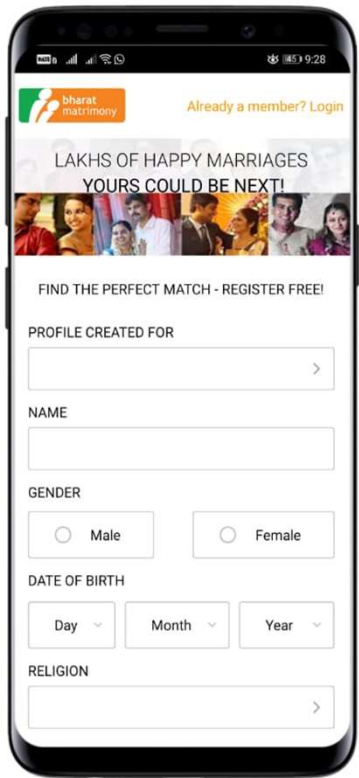
Involves matchmaking services supported by relationship managers who provide personalized assistance to subscribed users. Relationship managers contact the prospects on behalf of the customer after taking the customer’s consent and facilitate communication and meetings based on mutual interest.



Elite Matrimony – A personalized matchmaking service for the affluent.












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

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.”



Forward Integration - Marriage Services

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



WeddingBazaar

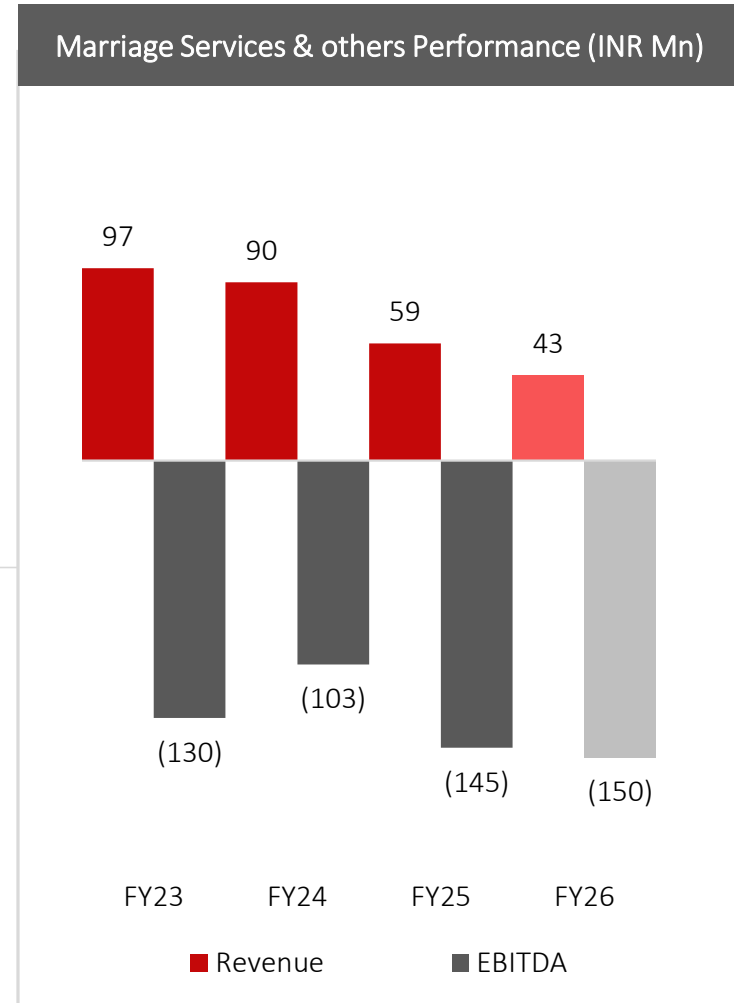
Online marketplace providing wedding-related services whereby vendors including photography, make-up, mehendi, wedding-planner, catering and decorations, etc.



Mandap

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





New Business Launched



- 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 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, 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.



- 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.



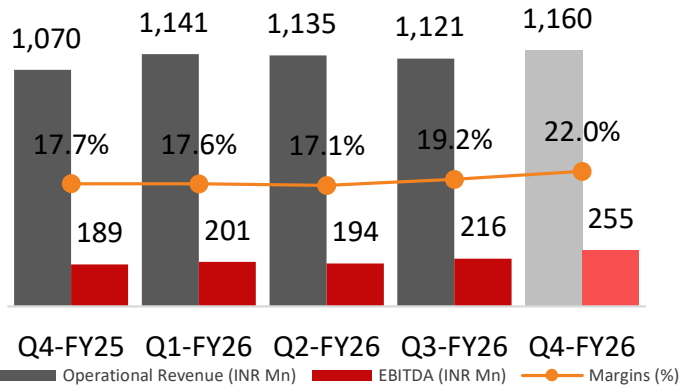
- MatchAstro is an exclusive astrology product focused on giving astrology advice, mainly about love, relationship, and marriage.
- It is a platform to connect with handpicked top astrologers who have expertise in marriage consultancy.

FINANCIAL OVERVIEW

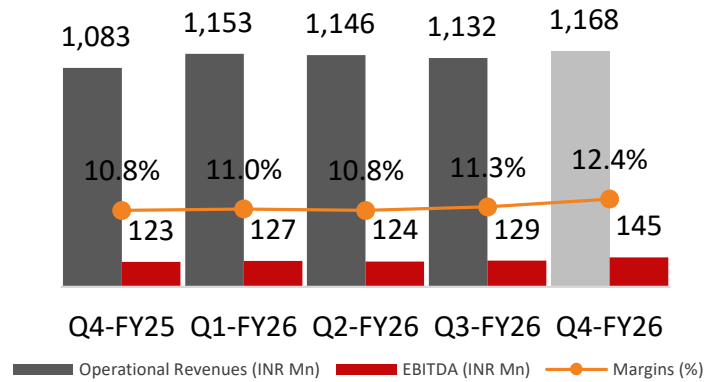


Quarterly Financial Highlights

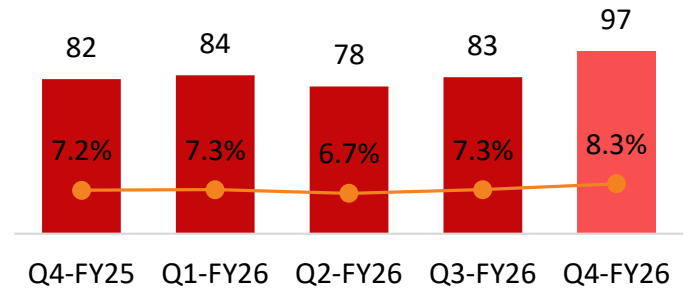
Matchmaking Performance



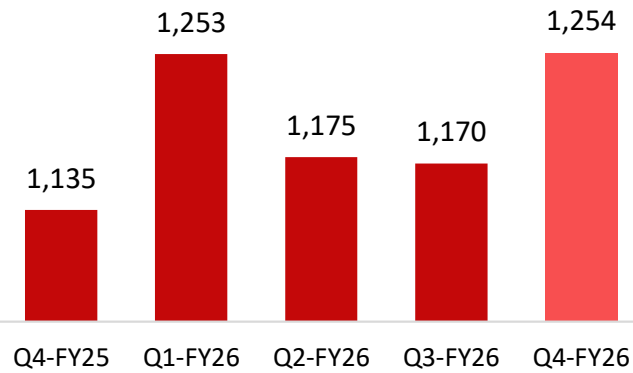
Consolidated Performance



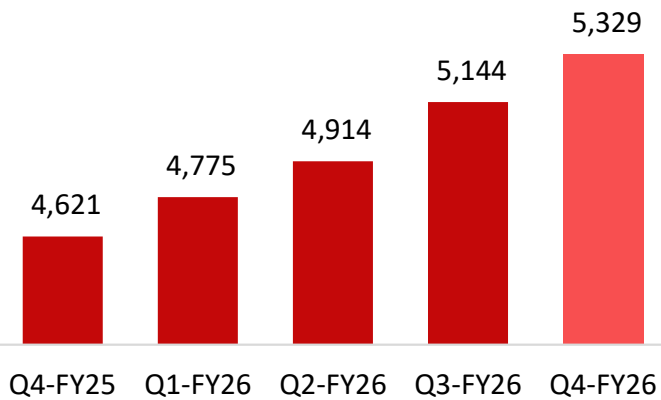
Net Profit (INR Mn) and PAT Margins (%)



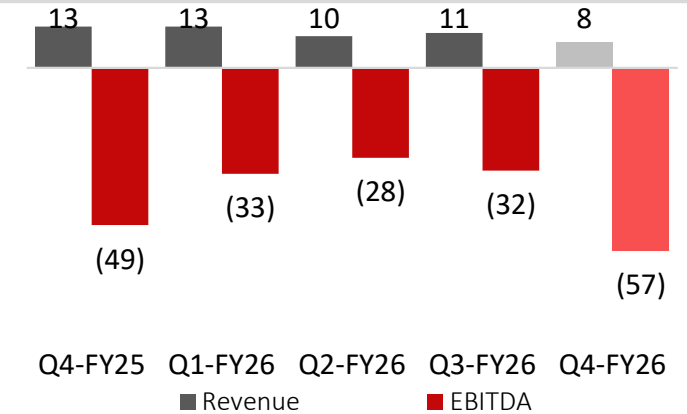
Matchmaking Billings (INR Mn)



Matchmaking ATV (INR)



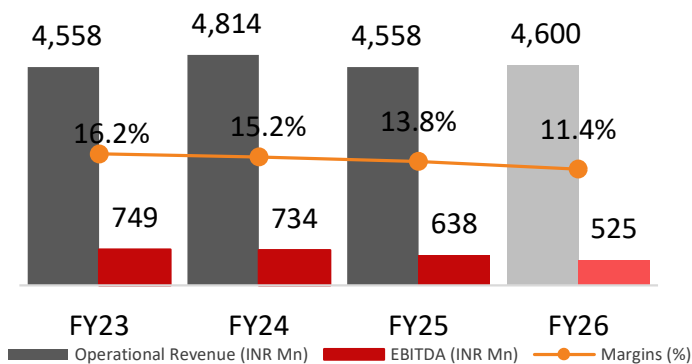
Marriage Services & Others Performance (INR Mn)



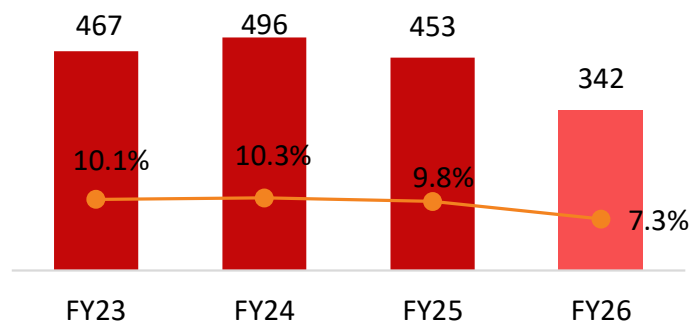


Financial Highlights

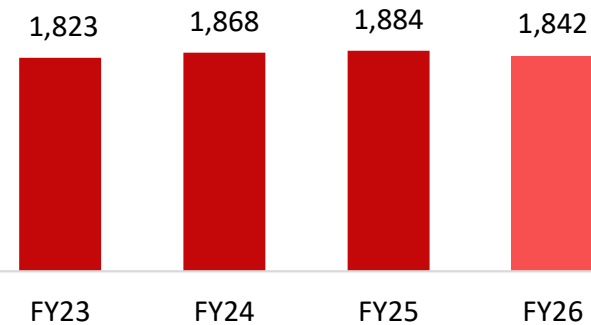
Consolidated Performance



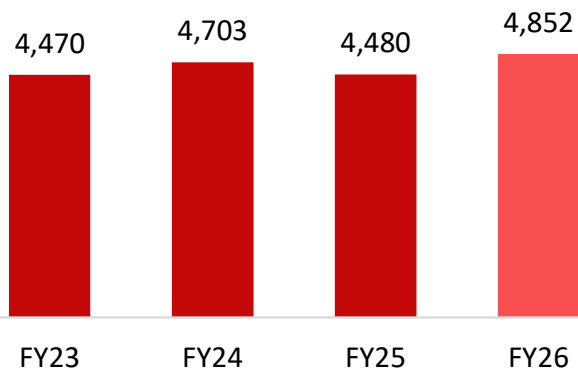
Net Profit (INR Mn) and PAT Margins (%)



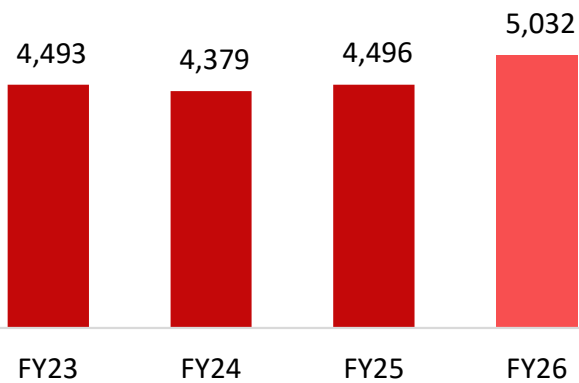
Marketing Expense (INR Mn)



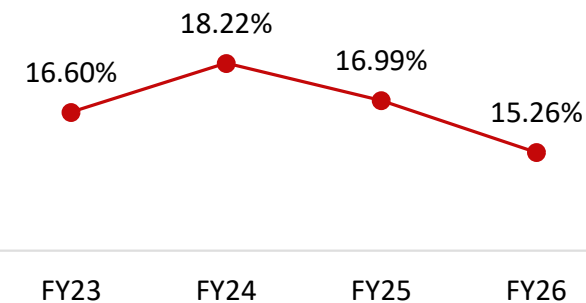
Matchmaking Billings (INR Mn)



ATV (INR)



RoE (%)





Operational Highlights

matrimony.com

Consolidated Billings for the quarter

INR 1,261 Mn

Revenues for the quarter

INR 1,168 Mn

Matchmaking Billings for the quarter

INR 1,254 Mn

Revenues for the quarter

INR 1,160 Mn

0.23 Mn

Paid Subscriptions for the quarter

Average transaction value for the
matchmaking business for the quarter

INR 5,329

23,100+ success stories in Q4-FY26

Annualized return on capital employed is at 11.2%

Q4- FY26 Consolidated PAT was at INR 97 Mn which represents 18.9% Y-o-Y growth.

Added 0.23 Mn paid subscribers during the quarter increased by 3.3% Q-O-Q.

Our cash & investments balance is at INR 3,078 Mn

ATV for the matchmaking business increased by 15.3% Y-O-Y, in line with our customer segmentation strategies

ANNEXURE



Quarterly Consolidated Financial Performance

matrimony.com

| Particulars (INR Mn) | Q4-FY26 | Q4-FY25 | Y-o-Y | Q3-FY26 | Q-o-Q |
|-----------------------------|--------------|--------------|----------------|--------------|----------------|
| Revenues | 1,168 | 1,083 | 7.8% | 1,132 | 3.2% |
| Total Expenses* | 1,023 | 960 | 6.6% | 1,003 | 2.0% |
| EBITDA | 145 | 123 | 17.9% | 129 | 12.4% |
| EBITDA Margin (%) | 12.4% | 10.8% | 160 Bps | 11.3% | 110 Bps |
| Depreciation | 65 | 70 | (7.1)% | 67 | (2.9)% |
| Finance Cost | 11 | 11 | - | 12 | (8.3)% |
| Finance Income | 50 | 61 | (18.1)% | 57 | (12.3)% |
| Share of loss of associate# | - | - | NA | - | NA |
| PBT | 119 | 102 | 16.7% | 107 | 11.2% |
| Tax | 22 | 20 | 10% | 24 | (8.3)% |
| Profit After Tax | 97 | 82 | 18.3% | 83 | 16.9% |
| PAT Margin (%) | 8.3% | 7.2% | 110 Bps | 7.3% | 100 Bps |
| Diluted EPS | 4.59 | 3.79 | 21.1% | 3.85 | 19.2% |

*Operational other income adjusted with total expenses to calculate EBITDA

Amounts less than million



Annual Consolidated Financial Performance

matrimony.com

| Particulars (INR Mn) | FY26 | FY25 | Y-o-Y |
|----------------------------|--------------|--------------|------------------|
| Revenues | 4,600 | 4,558 | 0.9% |
| Total Expenses* | 4,075 | 3,920 | 3.9% |
| EBITDA | 525 | 638 | (17.7)% |
| <i>EBITDA Margin (%)</i> | <i>11.4%</i> | <i>13.9%</i> | <i>(250) Bps</i> |
| Depreciation | 270 | 293 | (7.8)% |
| Finance Cost | 47 | 48 | (2.1)% |
| Finance Income | 228 | 282 | (19.1)% |
| Share of loss of associate | (3) | (1) | NA |
| PBT | 433 | 578 | (25.1)% |
| Tax | 91 | 125 | (27.0)% |
| Profit After Tax | 342 | 453 | (24.5)% |
| <i>PAT Margin (%)</i> | <i>7.4%</i> | <i>9.9%</i> | <i>(250) Bps</i> |
| Diluted EPS | 15.92 | 20.56 | (22.6)% |

*Operational other income adjusted with total expenses to calculate EBITDA



Historical Consolidated Income Statement

matrimony.com

| Particulars (INR Mn) | FY23 | FY24 | FY25 | FY26 |
|----------------------------|--------------|--------------|--------------|--------------|
| Revenues | 4,558 | 4,814 | 4,558 | 4,600 |
| Total Expenses* | 3,809 | 4,080 | 3,920 | 4,075 |
| EBITDA | 749 | 734 | 638 | 525 |
| EBITDA Margin (%) | 16.4% | 15.2% | 13.9% | 11.4% |
| Depreciation | 300 | 284 | 293 | 270 |
| Finance Cost | 59 | 52 | 48 | 47 |
| Finance Income | 169 | 248 | 282 | 228 |
| Share of loss of associate | - | - | (1) | (3) |
| PBT | 559 | 647 | 578 | 433 |
| Tax | 92 | 152 | 125 | 91 |
| Profit After Tax | 467 | 496 | 453 | 342 |
| PAT Margin (%) | 10.1% | 10.3% | 9.9% | 7.4% |
| Diluted EPS | 20.72 | 22.25 | 20.56 | 15.92 |

*Operational other income adjusted with total expenses to calculate EBITDA

Historical Consolidated Balance Sheet

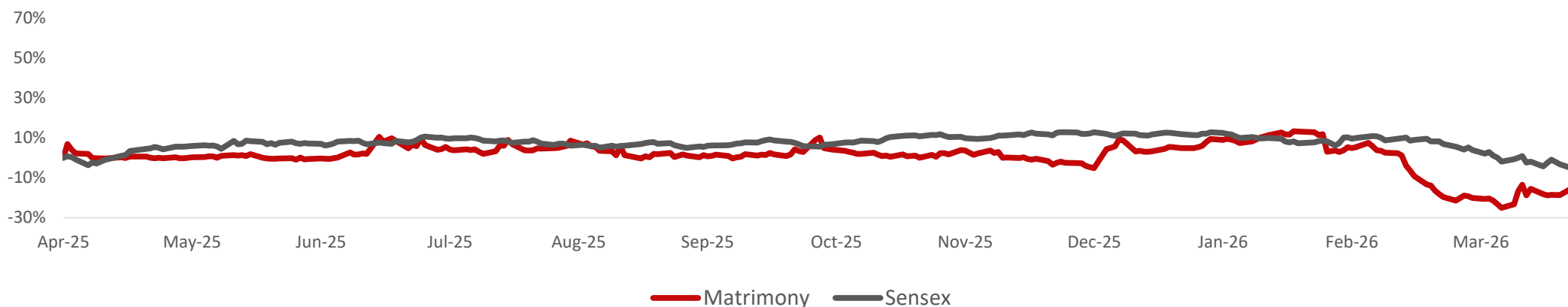
matrimony.com

| 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 |



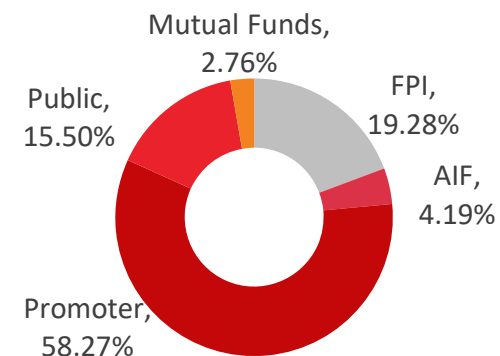
1 Year Stock Market Performance (as on 31st Mar, 2026)



Price Data (as on 31st Mar 2026)

| | |
|-----------------------------------|-------------|
| Face Value (INR) | 5.0 |
| Market Price (INR) | 426.4 |
| 52 Week H/L (INR) | 589.0/363.3 |
| Market Cap (INR Mn) | 8,815 |
| Equity Shares Outstanding (Mn) | 20.7 |
| 1 Year Avg. Trading Volume ('000) | 36.9 |

Shareholding Pattern (as on 31st Mar, 2026)





Disclaimer

matrimony.com

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Forward-looking statements involve known and unknown risks, uncertainties and other factors, which may cause the actual results, financial condition, performance or achievements of the Company or industry results to differ materially from the results, financial condition, performance or achievements expressed or implied by such forward-looking statements, including future changes or developments in the Company's business, its competitive environment and political, economic, legal and social conditions. Further, past performance is not necessarily indicative of future results. Given these risks, uncertainties and other factors, viewers of this presentation are cautioned not to place undue reliance on these forward-looking statements. The Company disclaims any obligation to update these forward-looking statements to reflect future events or developments.

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