

August 10, 2023

**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: Scrip code (BSE: 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 ended June 30, 2023.

The aforesaid presentation is also being hosted on the website of the Company viz., [www.matrimony.com](http://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, 5<sup>th</sup> Floor,**  
**MRC Nagar, Raja Annamalaipuram,**  
**Chennai – 600028**

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**Matrimony.com Limited**

(CIN: L63090TN2001PLC047432)

Registered & Corporate Office No.94, TVH Beliciaa Towers, Tower II, 5<sup>th</sup> Floor, MRC Nagar, Raja Annamalaipuram, Chennai – 600028. Phone No. 044-4900 1919



Investor Presentation | August 2023



▶ 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.

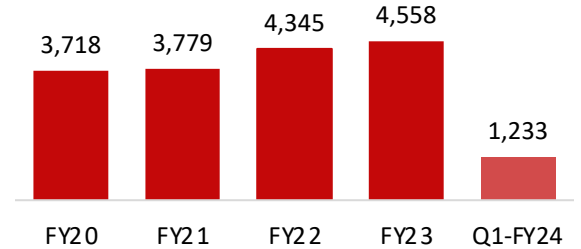
▶ Pioneer and leader in the Indian online matchmaking space.

▶ 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.

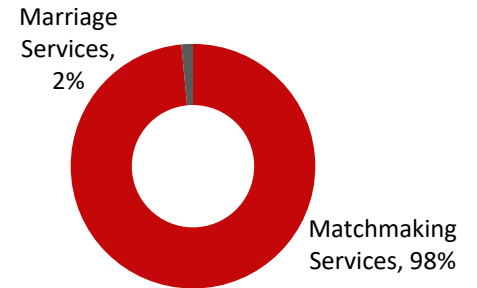
▶ Forward integrated into providing marriage services by aspiring to become a one stop shop for our customers in an asset light vendor platform for venue bookings, catering, decorations, etc.

▶ The market cap of the company as on 30<sup>th</sup> June 2023 ~ INR 14,000 Mn

## Consolidated Revenue Growth (INR Mn)

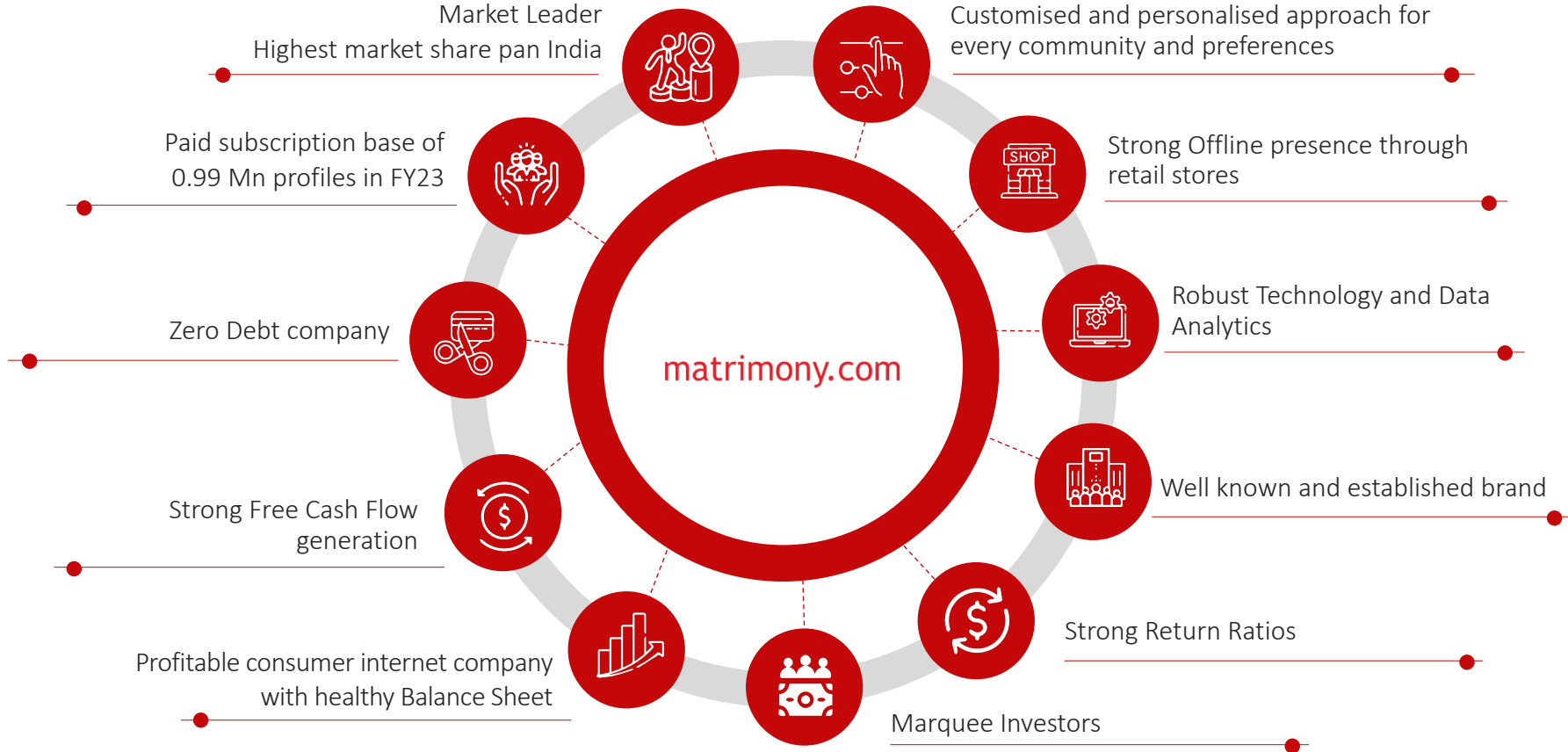


## Business Mix – Q1-FY24



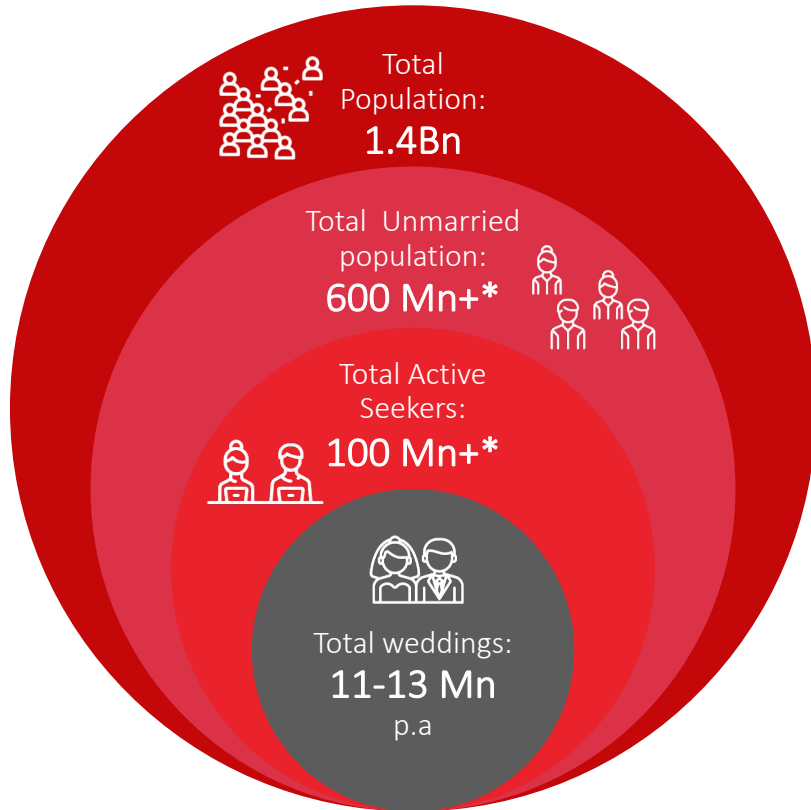


# Our Leadership Position





## Sector



## 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 260 Mn**

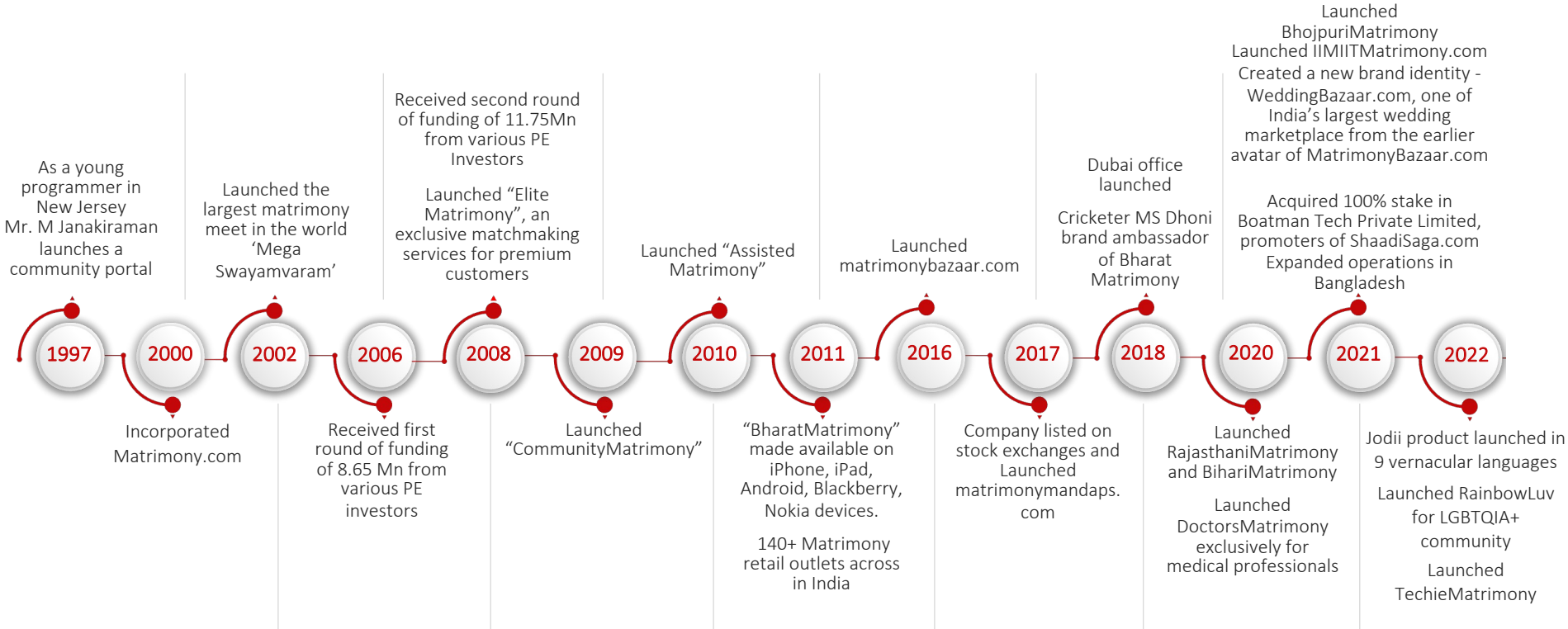
(2024)

# COMPANY OVERVIEW





# Notable milestones over the last 22 years





**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.

**Milind Sarwate – Non Executive Independent Director :** Holds a bachelor's degree in commerce from University of Bombay, and is a Chartered Accountant, Cost Accountant and Company Secretary. ● He is currently the Founder and CEO of Increate Value Advisors LLP, which is engaged in facilitating organisations and individuals to discover, develop and deliver business and social value.

**S M Sundaram – Additional 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 about 33 years of professional experience, most of them in senior roles in Finance and Investment Management. He is currently a Partner & CFO at Creagis, an asset management platform for private equity investments for global endowments and institutional investors.

**Akila Krishnakumar – Additional Independent Director :** An alumna 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 ● Has won several awards and accolades was among the top 5 women leaders in the Indian technology industry for many years.

**C K Ranganathan – Non Executive Independent 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 ● Currently serves as an independent Non-Executive Director on several Boards such as EID Parry, TVS Logistics amongst others.

**George Zacharias – Non Executive Independent Director :** Holds a bachelor's degree of technology in chemical engineering and a post graduate diploma in business management from the Xavier Labour Relations Institute, Jamsedpur ● Earlier associated with the Company as Nominee Director of Yahoo! Netherlands B.V. ● Was also associated with Mindtree Ltd as Sr. Vice President.





# 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 IndiaAA 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



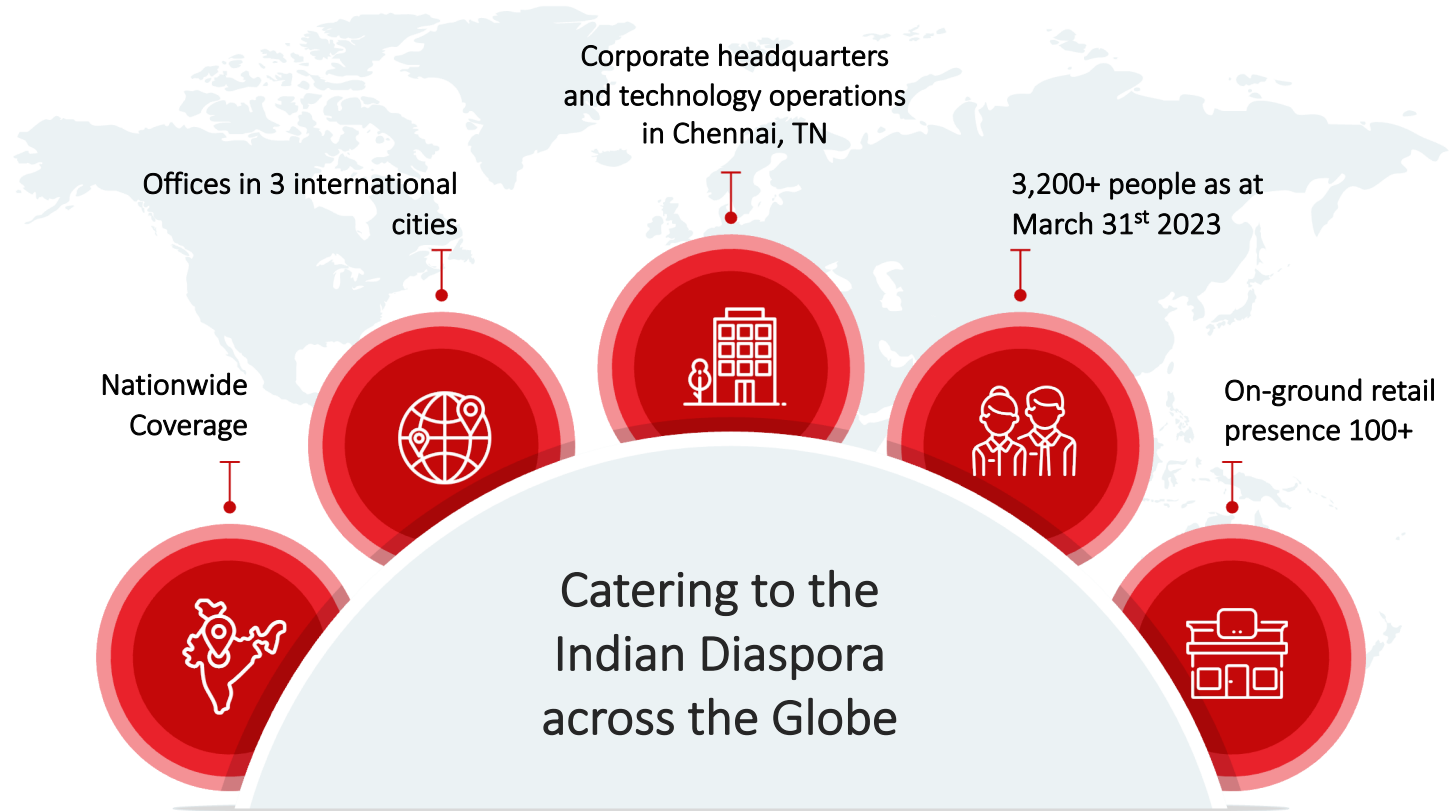
Mr. Murugavel Janakiraman was featured in the Top Technology Leaders 2020 List by Exchange4Media's Impact Magazine.



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



# BUSINESS OVERVIEW





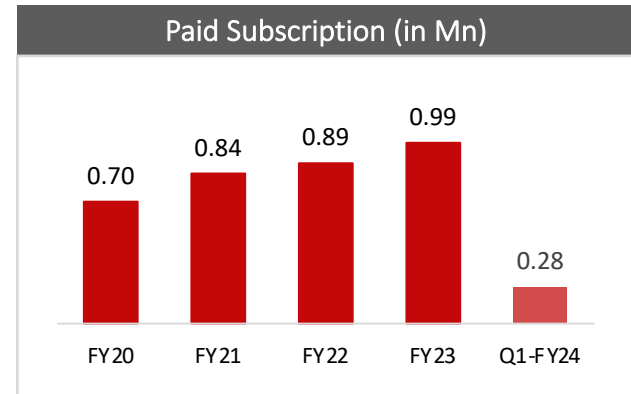
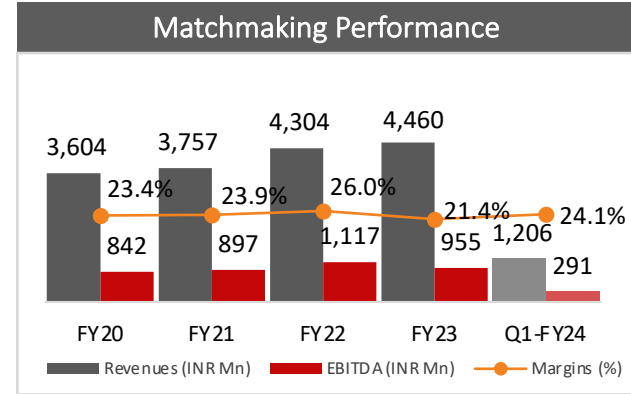
▶ Matrimony.com has the largest number of matchmaking online platforms to suit a person's choice and preference

▶ 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



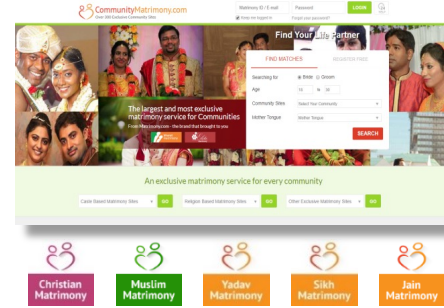
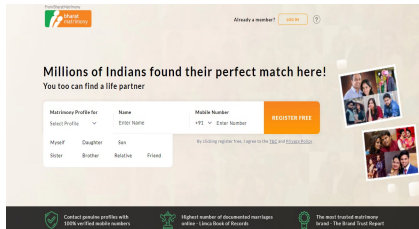


Launched in the year 2000, BharatMatrimony is the flagship brand of Matrimony.com

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

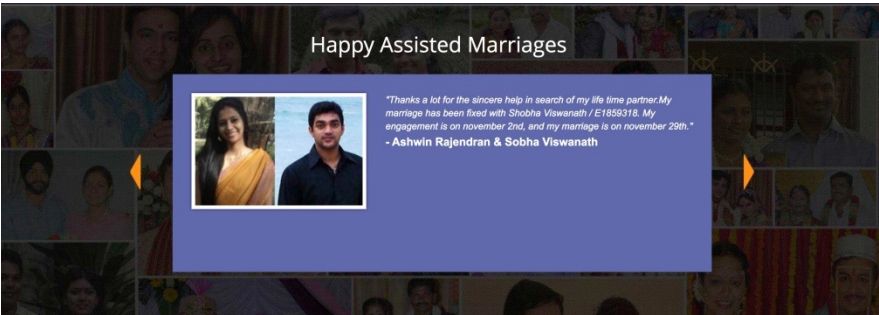
CommunityMatrimony.com is an exclusive matrimony platform consisting of over 300 different community websites

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



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

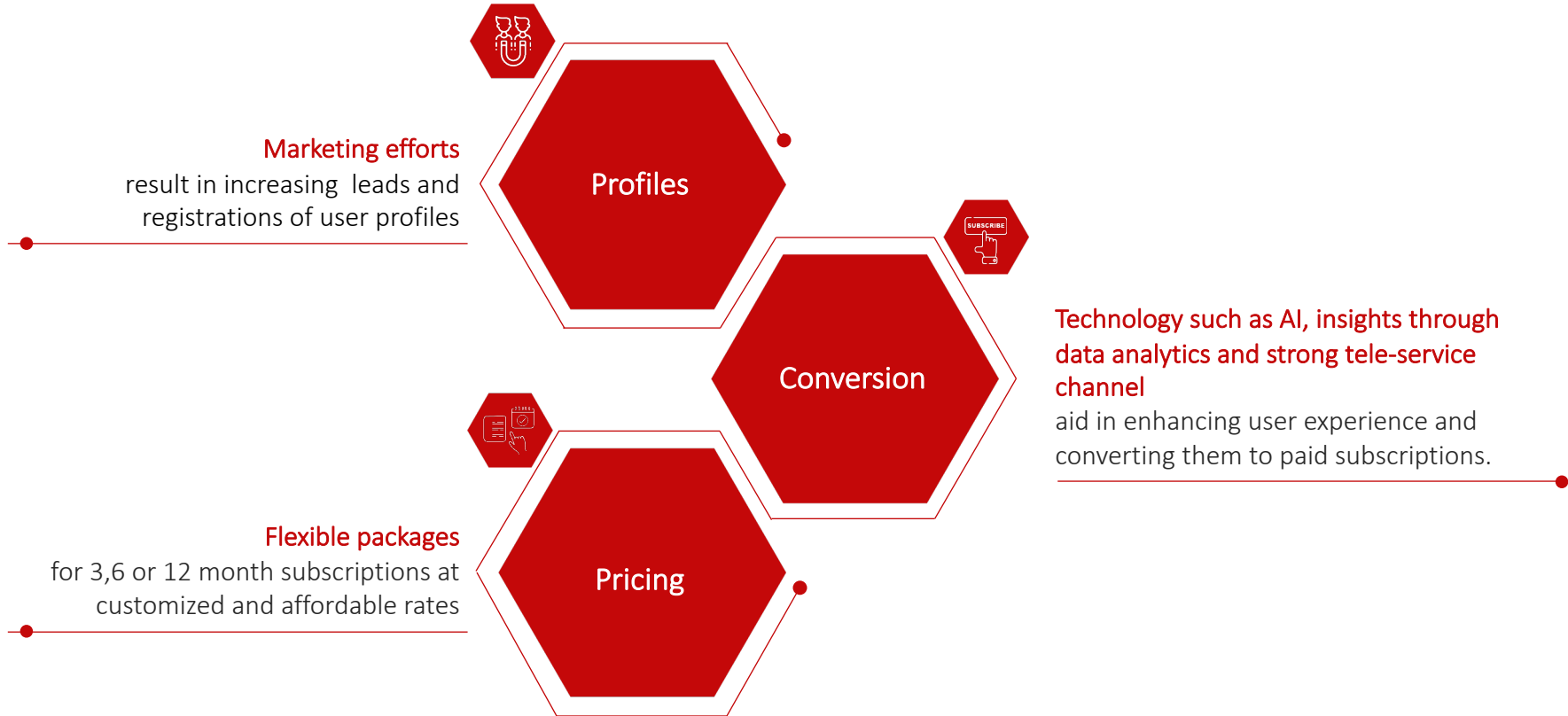
Involves matchmaking services supported by relationship managers who provide personalized assistance to subscribed users. Relationship managers contact the prospects on behalf of the customer after taking the customer's consent and facilitate communication and meetings based on mutual interest.



- From BharatMatrimony

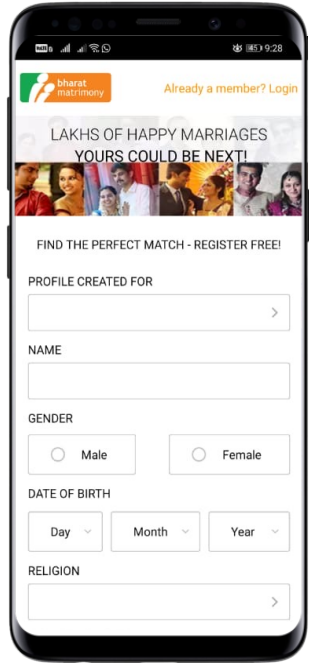


Elite Matrimony – A personalized matchmaking service for the affluent.









## 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



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.

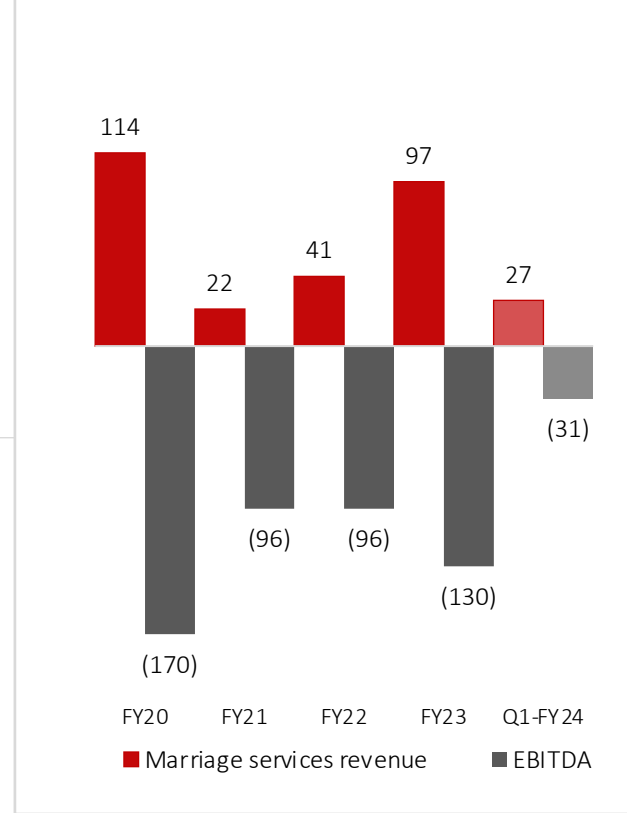
**mandap.com**  
from BharatMatrimony

## Mandap

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

**Marriage Services with a network of over 2,00,000 vendors in 40+ cities**

Marriage Services Performance (INR Mn)

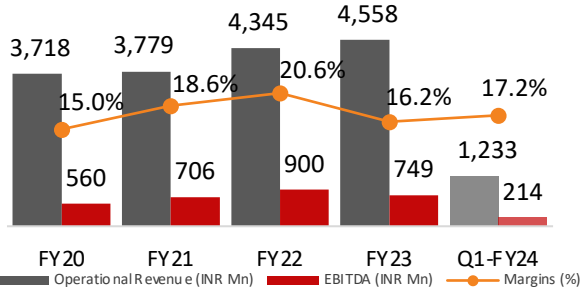


# FINANCIAL OVERVIEW

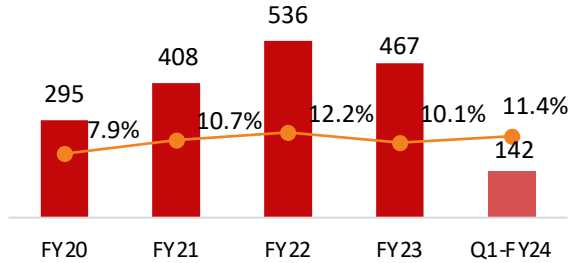




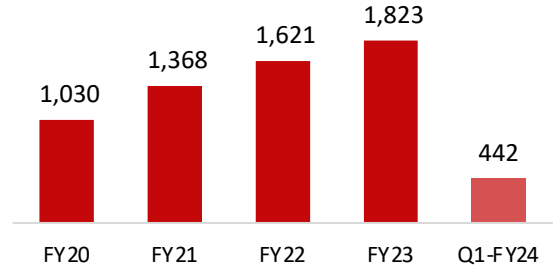
## Consolidated Performance



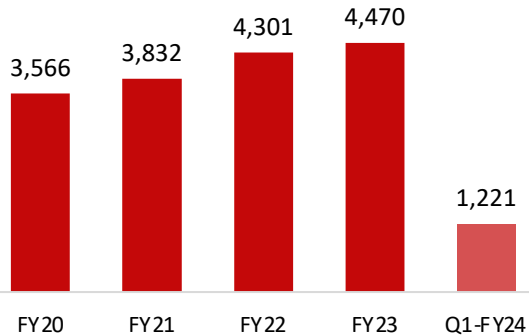
## Net Profit (INR Mn) and PAT Margins (%)



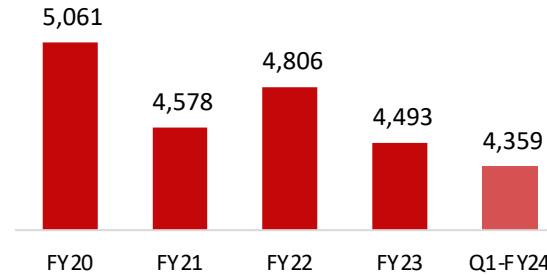
## Marketing Expense (INR Mn)



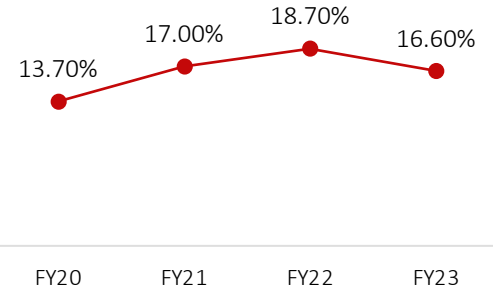
## Matchmaking Billings (INR Mn)



## ATV (INR)

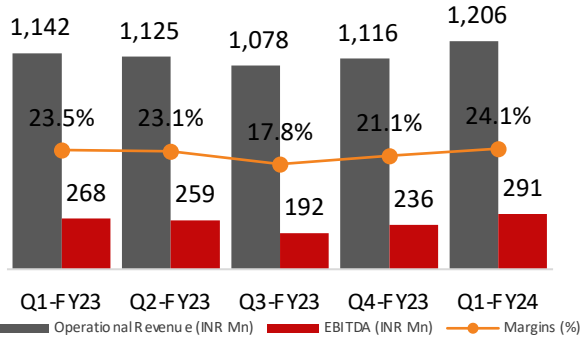


## RoE (%)

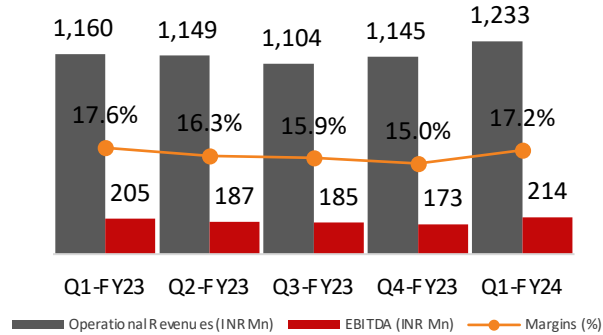




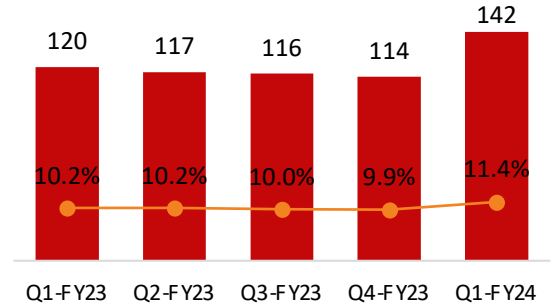
## Matchmaking Performance



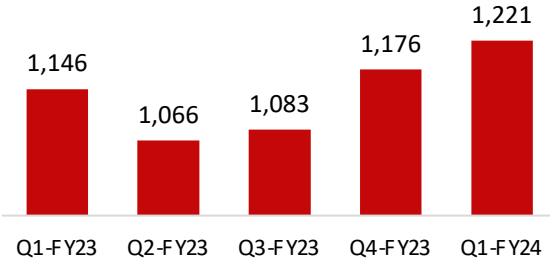
## Consolidated Performance



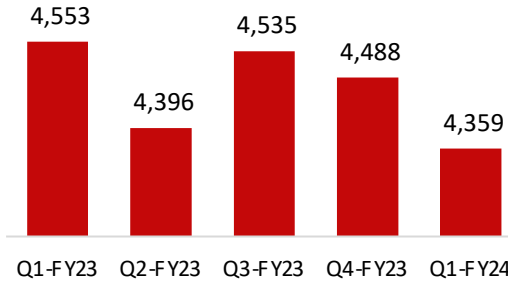
## Net Profit (INR Mn) and PAT Margins (%)



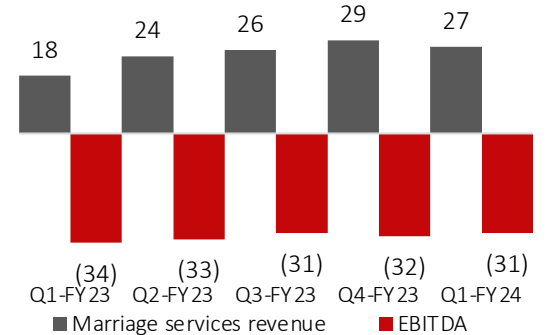
## Matchmaking Billings (INR Mn)



## Matchmaking ATV (INR)



## Marriage Services Performance (INR Mn)





Consolidated Billings for the quarter

**INR 1,245 Mn**

Revenues for the quarter

**INR 1,233 Mn**

Q1-FY24 Consolidated Revenue is INR 1,233 Mn which represents a 7.7% Q-O-Q and 6.3% Y-O-Y growth

Matchmaking Billings for the quarter

**INR 1,221 Mn**

Revenues for the quarter

**INR 1,206 Mn**

Q1-FY24 Matchmaking revenue is INR 1,206 Mn which represents an 8.0% Q-O-Q and 5.6% Y-O-Y growth

**0.28 Mn**

Paid Subscriptions for the quarter

Added 0.28 Mn paid subscribers during the quarter which represents a growth of 6.9% on a Q-O-Q basis and 11.5% Y-O-Y basis

27,800+ success stories in Q1-FY24

Average transaction value for the matchmaking business for the quarter

**4,359 INR**

Annualized return on capital employed is at 21% for Q1-FY24 which has increased from 16% in Q1-FY23 and Q4-FY23

Free cash flow generation has been robust at INR 230 Mn for the quarter

27,800+ success stories created in Q1-FY24

PAT is at INR 142 Mn which represents a growth of 24.2% Q-O-Q and 18.5% Y-O-Y

Our cash balance is at INR 3,500 Mn

ANNEXURE







# Quarterly Consolidated Financial Performance

Particulars (INR Mn)	Q1-FY24	Q1-FY23	Y-o-Y	Q4-FY23	Q-o-Q
Revenues	1,233	1,160	6.3%	1,145	7.7%
Total Expenses*	1,019	955	6.7%	972	4.8%
<b>EBITDA</b>	<b>214</b>	<b>205</b>	<b>4.4%</b>	<b>173</b>	<b>24.0%</b>
<b>EBITDA Margin (%)</b>	<b>17.2%</b>	<b>17.6%</b>	<b>(40) Bps</b>	<b>15.0%</b>	<b>220 bps</b>
Depreciation	72	77	(6.5)%	73	(1.4)%
Finance Cost	13	16	(18.8)%	14	(7.1)%
Finance Income	57	40	42.5%	49	16.3%
Share of Profit/(loss) of associate	(1)	(2)	50.0%	0	NA
<b>PBT</b>	<b>185</b>	<b>151</b>	<b>22.5%</b>	<b>135</b>	<b>37.0%</b>
Tax	43	31	38.7%	21	104%
<b>Profit After Tax</b>	<b>142</b>	<b>120</b>	<b>18.5%</b>	<b>114</b>	<b>24.2%</b>
<b>PAT Margin (%)</b>	<b>11.4%</b>	<b>10.2%</b>	<b>120 bps</b>	<b>9.9%</b>	<b>150 bps</b>
Diluted EPS	6.36	5.22	22.0%	5.12	24.2%

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



# Historical Consolidated Income Statement

Particulars (INR Mn)	FY20	FY21	FY22	FY23	Q1-FY24
Revenues	3,718	3,779	4,345	4,558	1,233
Total Expenses*	3,158	3,073	3,445	3,809	1,019
<b>EBITDA</b>	<b>560</b>	<b>706</b>	<b>900</b>	<b>749</b>	<b>214</b>
<b>EBITDA Margin (%)</b>	<b>15.0%</b>	<b>18.6%</b>	<b>20.6%</b>	<b>16.2%</b>	<b>17.2%</b>
Depreciation	280	259	269	300	72
Finance Cost	52	48	54	59	13
Finance Income	163	144	150	169	57
Share of Profit/(loss) of associate	(1)	(6)	(8)	-	(1)
<b>PBT</b>	<b>390</b>	<b>537</b>	<b>719</b>	<b>559</b>	<b>185</b>
Tax	95	129	183	92	43
<b>Profit After Tax</b>	<b>295</b>	<b>408</b>	<b>536</b>	<b>467</b>	<b>142</b>
<b>PAT Margin (%)</b>	<b>7.9%</b>	<b>10.7%</b>	<b>12.2%</b>	<b>10.1%</b>	<b>11.4%</b>
Diluted EPS	12.95	17.88	23.39	20.72	6.36

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



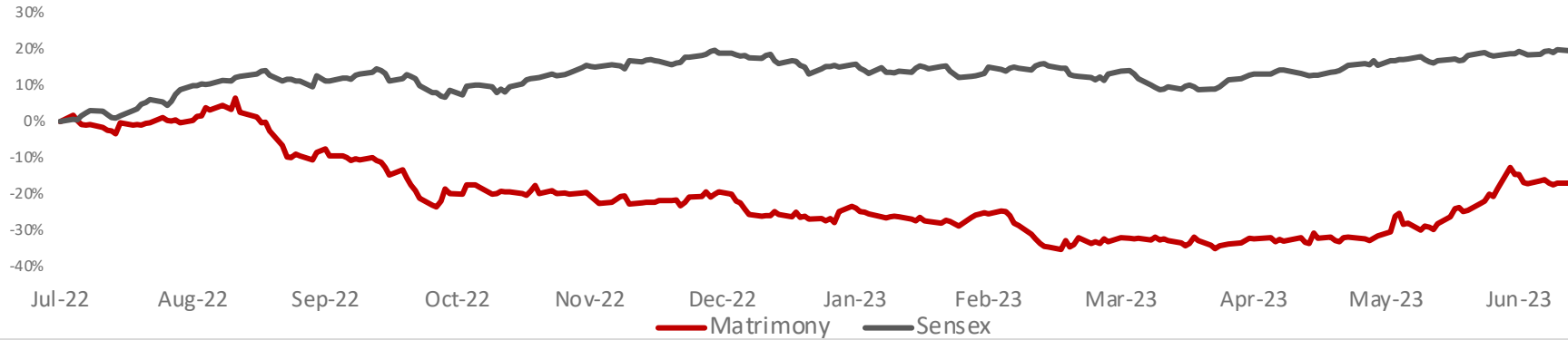
# Historical Consolidated Balance Sheet

Particulars (INR Mn)	FY21	FY22	FY23
<b>EQUITY AND LIABILITIES</b>			
<b>EQUITY</b>			
Share Capital	114	114	111
Other Equity	2,519	2,989	2,419
<b>Total Equity</b>	<b>2,633</b>	<b>3,103</b>	<b>2,530</b>
<b>Non Current Liabilities</b>			
Lease liabilities	479	562	530
Deferred Tax Liabilities (Net)	-	10	7
<b>Sub Total Non Current Liabilities</b>	<b>479</b>	<b>572</b>	<b>537</b>
<b>Current Liabilities</b>			
Financial liabilities			
Trade payables	386	448	452
Lease liabilities	118	132	150
Other current liabilities	840	895	914
Provisions	68	72	73
Current tax liabilities	3	-	2
<b>Sub Total Liabilities</b>	<b>1,415</b>	<b>1,547</b>	<b>1,591</b>
<b>TOTAL EQUITY AND LIABILITIES</b>	<b>4,527</b>	<b>5,222</b>	<b>4,659</b>

Particulars (INR Mn)	FY21	FY22	FY23
<b>ASSETS</b>			
<b>Non-Current Assets</b>			
Property, Plant & Equipment	703	220	184
Rights of use assets	535	631	610
Other Intangible Assets	29	63	50
Goodwill	-	87	87
Investment in associate	55	47	47
<b>Financial Assets</b>			
Security Deposits	60	76	81
Other Financial Assets	-	20	-
Investments	-	190	213
Loans	-	-	2
Deferred tax assets (Net)	20	19	54
Income tax assets	35	36	37
Other Non-current assets	25	39	26
<b>Sub Total Non Current Assets</b>	<b>1,462</b>	<b>1,428</b>	<b>1,391</b>
<b>Current Assets</b>			
<b>Financial Assets</b>			
Security Deposits	41	23	16
Cash and Cash Equivalents	90	95	86
Bank Balances other than Cash and Cash equivalents	1,909	2,173	2,157
Investments	850	860	790
Trade Receivables	75	80	82
Loans	-	6	2
Other financial assets	57	62	73
Other current assets	43	60	62
Assets held for Sale	-	436	-
<b>Sub Total Current Assets</b>	<b>3,065</b>	<b>3,794</b>	<b>3,268</b>
<b>TOTAL ASSETS</b>	<b>4,527</b>	<b>5,222</b>	<b>4,659</b>



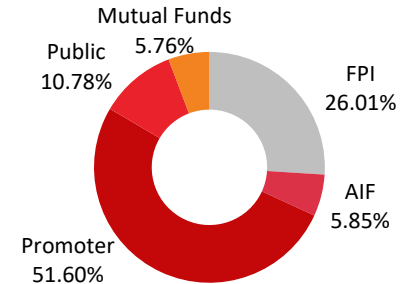
## 1 Year Stock Market Performance (as on 30<sup>th</sup> June, 2023)



## Price Data (as on 30<sup>th</sup> June, 2023)

Face Value (INR)	5.0
Market Price (INR)	631.5
52 Week H/L (INR)	834.8/497.6
Market Cap (INR Mn)	14,055.27
Equity Shares Outstanding (Mn)	22.26
1 Year Avg. Trading Volume ('000)	17.13

## Shareholding Pattern (as on 30<sup>th</sup> June, 2023)





*No representation or warranty, express or implied, is made as to, and no reliance should be placed on, the fairness, accuracy, completeness or correctness of the information or opinions contained in this presentation. Such information and opinions are in all events not current after the date of this presentation. Certain statements made in this presentation may not be based on historical information or facts and may be "forward looking statements" based on the currently held beliefs and assumptions of the management of Matrimony.com Limited, which are expressed in good faith and in their opinion reasonable, including those relating to the Company's general business plans and strategy, its future financial condition and growth prospects and future developments in its industry and its competitive and regulatory environment.*

*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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