



The Man. The Mission. The Message.

Murugavel Janakiraman is the Founder and CEO of Matrimony.com – whose flagship brand is BharatMatrimony, the most trusted matrimony service (as per The Brand Trust Report). The company is powered by 3000+ employees across 14 branches and 120+ retail stores in 20 major cities in India.

Matrimony.com is India's leading online matrimony company with a 60% market share. It is the first pure play Consumer Internet Company publicly listed on BSE & NSE. BharatMatrimony has facilitated a record number of marriages and has been featured in the Limca Book of Records for most number of documented marriages online. Over two decades, it has earned the trust of millions of Indians across the globe.

In 1997, he pioneered the concept of online matchmaking that changed the way Indians marry.

Back in 1997, while working as a programmer in the US, he used spare time to build a Tamil Community Site to connect NRIs in the US. He added a matrimony section and to his surprise, it was an instant hit attracting sizeable traffic. Quick to realise the opportunity, he decided to foray into an exclusive matrimony service in 2000 with a 300 sq. ft. office in Chennai.

Murugavel Janakiraman, Founder and CEO, Matrimony.com

Initially, he bootstrapped with \$10 per month and succeeded in growing it big. Matrimony.com raised about \$20 M (less than Rs 100 Cr) in two rounds of funding before the public issue in 2017, which comprised fresh issue aggregating Rs 130 crore.

Apart from BharatMatrimony which runs the service in 18 languages, he pioneered several new services including EliteMatrimony, an exclusive matrimony service to help the upper crust of society find meaningful relationships that last a lifetime; CommunityMatrimony.com, the world's largest conglomerate of over 300 community oriented portals; and wedding services such as WeddingBazaar.com and Mandap.com.

He's a speaker at major summits including those hosted by Harvard School of Business, India Today, Business World, IMAI, CII, TiE, Stanford India and FICCI.

Twice he was nominated by The Economic Times for the "Entrepreneur of the Year" award. He has been featured among Top Technology Leaders 2020 by Exchange4Media's Impact Magazine, recognised as a "Disruptor" in the Technology domain by Your Story besides awarded Digital Entrepreneur of the Year by WAT. He was also Chairman of the IMAI (Internet and Mobile Association of India).

He looks at the matrimony service as a way to build a strong Bharat. "The future of a country depends on its Citizens. Good Citizens emerge from Good Parenting. Good Parenting happens in a Happy Marriage. And, we are the Gateway to Happy Marriages," underlines the purpose of Matrimony.com.

Personal Life

Murugavel Janakiraman graduated in Statistics from the Presidency College (Chennai), completed his MCA from the University of Madras and later did a Post Graduate program from the Harvard School of Business. He discovered his wife Deepa through BharatMatrimony. The couple is happily married and blessed with two children Arjun and Anisha.

He practices yoga and is an avid reader of books.

Spiritually inclined, he says he has benefitted from the teachings of his Guru Mahatria Ra and the yoga practices of Sadhguru Jaggi Vasudev.