Urban Company

Urban Company posts 44% revenue growth (highest in 16 quarters); Adjusted EBITDA loss shrinks QoQ by 33%; Adjusted EBITDA (Ex InstaHelp) more than doubles YoY to ₹67 Cr

- *India Consumer Services (Ex InstaHelp) records 29% YoY NTV growth* with 6.9% Adjusted EBITDA margins (170 bps improvement YoY)
- *International business NTV grew 76% YoY, emerging as a second profit engine for UC*
- *Native Net Revenue grew by 60% to ₹95 Cr., while* Adjusted EBITDA margins improved by 410 bps YoY
- *Consolidated Adjusted EBITDA loss shrinks QoQ from ₹(98) Cr. in Q4 FY26 to ₹(65) Cr. in Q1 FY27*
- *Adjusted EBITDA (Ex InstaHelp) grew 116% YoY to reach ₹*67 Cr. in Q1 FY26
- *The Company continues to invest in InstaHelp to solidify market leadership*

Gurugram, July 31, 2026: Urban Company Limited (NSE: URBANCO), India's leading home services platform, today announced its financial results for the quarter ended June 30, 2026 (Q1 FY27). Urban Company delivered one of its strongest quarters, with broad-based growth across its businesses and record profitability in its Core business. Consolidated Net Transaction Value (NTV) grew 42% YoY to ₹1,465 crore, while revenue from operations increased 44% YoY to ₹528 crore. The Company delivered 13.2 million orders during the quarter, an increase of 79% YoY. Further, the Company added approximately 1.2 million new users, making it the first-ever quarter to cross one million new users acquired. Consolidated Adjusted EBITDA loss reduced QoQ from ₹(98) Cr. in Q4 FY26 to ₹(65) Cr. in Q1 FY27. Excluding the investments in InstaHelp, Adjusted EBITDA (Ex InstaHelp) grew 116% YoY to reach ₹67 Cr. in Q1 FY26

Q1 FY27 SNAPSHOT

₹1,465 Cr	**₹528 Cr**	**1.2M+**	**₹67 Cr**
+42% YoY	**+44% YoY**	**First-ever quarter**	**4.8% of NTV**
NTV	Net Revenue (Highest growth in 16 quarters)	with > 1 mn new users	Adj. EBITDA (Ex-InstaHelp)

Key performance highlights:

Consolidated business

- NTV: grew 42% YoY to ₹1,465 Cr., with broad-based acceleration across India Consumer Services, International, Native and InstaHelp.
- Revenue from operations: Up 44% YoY to ₹528 Cr.
- Adjusted EBITDA: Loss reduced QoQ from ₹(98) Cr. in Q4 FY26 to ₹(65) Cr. in Q1 FY27. This loss was largely driven by a ₹(132) Cr. Adjusted EBITDA loss in InstaHelp. Excluding InstaHelp, the business generated an Adjusted EBITDA profit of ₹67 Cr., or 4.8% of NTV, more than double the ₹31 Cr. delivered in Q1 FY26.

India Consumer Services (Ex InstaHelp)

- NTV: grew 29% YoY to ₹1,056 Cr. — the fourth consecutive quarter of accelerating growth (10% → 19% → 21% → 26% → 29%).
- Adjusted EBITDA: ₹73 Cr., or 6.9% of NTV, compared to 5.2% of NTV in Q1 FY26.
- Annual transacting users grew ~21% YoY to ~8.2 million and spend per annual transacting user rose ~7% YoY, compounding into 29% YoY NTV growth.
- Tier 2 cities (beyond the top 10 metros) grew NTV 36.2% YoY, outpacing 28.7% growth in the top 10 cities, and continue to contribute a rising share of new customers.

International

- NTV: Grew 76% YoY to ₹237 Cr. (58% YoY in constant currency), despite temporary demand softness in the UAE in April linked to the Middle East conflict; demand recovered fully through May and June.
- KSA joint venture (Waed, with SMASCO): NTV grew 135% YoY to ₹77 Cr.

Native

- Net Revenue: Grew 60% YoY to ₹95 Cr.
- Adjusted EBITDA: ₹(9) Cr., with loss margins narrowing to (7.3)% of NTV from (11.4)% a year ago.
- Launched two new products during the quarter: Native M3 Pro, a water purifier engineered for a three-year maintenance-free life; and Lock Ultra, a next-generation smart lock with two-way video calling and facial-recognition unlock features.

InstaHelp

- Scale: Orders grew 43% QoQ to 3.82 million, with NTV reaching ₹53 Cr., up 32% QoQ.
- Unit economics: Adjusted EBITDA loss per order improved to ₹(346), from ₹(447) in Q4 FY26, driven by network densification.
- P&L: Adjusted EBITDA loss of ₹(132) Cr. for the quarter.

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About Urban Company Limited

Urban Company Limited (NSE: URBANCO) is a technology-driven platform that connects customers with trusted professionals for home and beauty needs — from cleaning and repairs to salon and spa services. As per Urban Company's 9M FY26 Earnings Index, average monthly net earnings in-hand reached INR 28,322 for all active service professionals (ex. InstaHelp), while the top 5% of service professionals earned INR 51,673. In addition, all active service professionals are covered under group life and accidental insurance, which includes life insurance cover of up to INR 10 lacs, disability cover of up to INR 6 lacs, as well as accidental hospitalisation and OPD treatment coverage, among other benefits.

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