RENTOMOJO LIMITED
(Formerly known as Edunetwork Private Limited, subsequently converted to Rentomojo Limited from Rentomojo Private Limited)
CIN: U72200KA2012PLC063551

PRESS RELEASE

Rentomojo reports 52.8% YoY growth in Revenue from Operations to ₹1,421 million in Q2 FY27; normalised EBITDA rises 52.7% to ₹588 million

Normalised PAT grows 52.2% YoY to ₹240 million | Gross Items Ordered by Customers up 45.0% YoY | H1 FY27 operating cash flow at ₹1,100 million

Bengaluru, 11 November 2026: Rentomojo Limited, a full-stack direct-to-consumer rental and subscription platform for furniture, home appliances and adjacent categories, today announced its unaudited consolidated financial results for the quarter and half year ended 30 September 2026.

These are the Company's second quarterly results following the listing of Rentomojo's equity shares on the NSE and BSE on 17 September 2026 after its Initial Public Offering.

Rentomojo maintained strong growth momentum during Q2 FY27, with **Revenue from Operations increasing 52.8% year-on-year to ₹1,421 million**, supported by continued growth in Gross Items Ordered by Customers, Live Items and Live Subscribers.

Underlying profitability grew in line with revenue. **Normalised EBITDA increased 52.7% YoY to ₹588 million**, while **Normalised PAT increased 52.2% YoY to ₹240 million**.

For H1 FY27, Revenue from Operations grew **52.0% YoY to ₹2,684 million**, while Normalised EBITDA increased **51.5% YoY to ₹1,111 million and profit before exceptional items and tax increased 61.0% YoY to ₹459 million**.

Q2 FY27 Highlights

- **Revenue from Operations:** ₹1,421 million, up **52.8% YoY** and **12.5% QoQ**
- **Normalised EBITDA:** ₹588 million, up **52.7% YoY** and **12.6% QoQ**
- **Normalised EBIT:** ₹330 million, up **50.7% YoY** and **12.6% QoQ**
- **Normalised PAT:** ₹240 million, up **52.2% YoY** and **9.4% QoQ**
- **Normalised ROE: 24.6%** on an annualised basis
- **Normalised ROCE: 25.3%** on an annualised basis
- **Weighted average cost of debt: 9.27%**
- **Most recent borrowing priced at approximately 8.65%**
- **Gross Items Ordered by Customers: 381,347**, up **45.0% YoY** and **15.9% QoQ**
- **Estimated purchase value displaced: ₹4,469** million, up **60.5% YoY**
- **Experience Stores: 96 stores across 14 cities** as of 30 September 2026

Financial Performance

₹ million	Q2 FY27	Q2 YoY Growth	Q2 QoQ Growth	H1 FY27	H1 FY26	H1 YoY Growth
Revenue from Operations	1,421	52.8%	12.5%	2,684	1,766	52.0%
Reported EBITDA	592	53.7%	44.8%	1,001	733	36.5%
Reported EBIT	334	52.5%	86.3%	513	413	24.2%
Reported PBT	244	54.8%	131.0%	350	285	22.5%
Reported PAT	182	(62.6%)	132.1%	260	614	(57.6%)
Normalised EBITDA	588	52.7%	12.6%	1,111	733	51.5%
Normalised EBIT	330	50.7%	12.6%	622	413	50.7%
Normalised PAT	240	52.2%	9.4%	459	285	61.0%
Operating Cash Flow				1,100	805	36.7%

Notes to table:

1. *Normalised measures exclude exceptional items.*
2. *Reported PAT declined YoY because Q2 FY26 included a deferred-tax credit of ₹328.4 million, whereas Q2 FY27 included deferred-tax expense of ₹62.11 million.*
3. *QoQ changes in reported EBITDA, EBIT, PBT and PAT are affected by the ₹113.66 million exceptional fire-related loss recognised in Q1 FY27.*

Continued operating scale-up

Growth during the quarter remained broad-based across the platform.

Gross Items Ordered by Customers increased 45.0% YoY to 381,347, while Live Items increased **44.0% YoY to approximately 1.05 million,** Live Subscribers increased **42.5% YoY to approximately 324,000**, while Items per User remained stable at **2.8**, reflecting sustained demand.

Average Occupancy improved by **61 basis points YoY to approximately 85.9%**, reflecting continued utilisation of the Company's growing asset base.

Average Revenue per Item (ARPI) increased **4.6% YoY**.

The estimated value of purchase displaced through Rentomojo's rental model increased **60.5% YoY to ₹4,469 million** during Q2 FY27.

Strong H1 cash generation

Rentomojo continued to demonstrate strong conversion of operating earnings into cash.

For H1 FY27, net cash from operating activities was **₹1,099.7** million, equivalent to **109.8%** of reported EBITDA for the period.

Capital expenditure during H1 FY27 was **₹1,922.6** million, compared with **₹799** million in H1 FY26, an increase of **140.6%** as the Company continued to invest in its asset base and physical network to support future growth.

Balance sheet strengthened following IPO

Rentomojo completed its Initial Public Offering during the quarter and listed on the NSE and BSE on **17 September 2026**.

The IPO comprised a **fresh issue of approximately ₹1,500 million** and an Offer for Sale.

As stated in the Prospectus, net proceeds allocated to the stated objects were **₹1,413.7 million**. As at 30 September 2026, the Company had utilised ₹900.0 million, or 63.7% of these net proceeds, as shown below.

Objects	As per Prospectus (In ₹ million)	Utilised up to 30 September 2026 (In ₹ million)	Unutilised as at up to 30 September 2026 (In ₹ million)
Repayment or prepayment of debt	700.0	700.0	-
Payment on lease rental and license fees for the company Warehouses and experience store	425.0	81.0	344.0
General Corporate Purpose	288.7	119.0	169.7
Total	**1413.7**	**900.0**	**513.7**

The ₹700 million allocated to debt repayment or prepayment had been fully utilised by 30 September 2026. The balance-sheet position at that date was:

- **Net worth increased to ₹4,662 million**
- **Debt-to-equity improved to 0.50x**, compared with 0.63x at FY26-end
- **Net debt declined to ₹1,306 million**, compared with ₹1,493 million at FY26-end
- **Net debt-to-equity improved to 0.28x**, compared with 0.50x at FY26-end
- **Net debt-to-annualised EBITDA was 0.65x**

The stronger capital base provides the Company with additional flexibility to fund growth while maintaining balance-sheet discipline.

Expanding the omnichannel network

Rentomojo continued to expand its physical presence alongside its digital platform.

As of 30 September 2026, the Company operated **96 Experience Stores across 14 cities**, compared with 67 stores in the corresponding period last year.

The combination of digital customer acquisition and physical Experience Stores allows customers to experience products before subscribing while providing guidance on product selection, rental tenure, upgrades and returns.

The Company continues to use micro-market-level demand data to determine store locations and expand its network.

Asset lifecycle economics continue to strengthen

Rentomojo's business model is built around the refurbishment and repeated deployment of furniture and appliance assets across multiple customer cycles.

As of 30 September 2026, the Company's **FY2017 asset cohort had generated cumulative revenue equivalent to 5.32 times its original cohort value**, with approximately **54.0% of the cohort continuing to generate revenue**.

The FY2018 cohort had generated approximately **4.71 times its original cohort value**, with **59.2% of items continuing to generate revenue**.

The Company believes its ability to extend asset life through refurbishment and redeployment supports higher lifetime revenue per asset, operating leverage and capital efficiency.

Management Commentary

Commenting on the performance, **Geetansh Bamania, Founder, Chairperson, Managing Director and Chief Executive Officer, Rentomojo Limited**, said:

"Our Q2 FY27 results reflect the strength of our underlying business. Gross Items Ordered by Customers grew 45.0% year-on-year, revenue grew 52.8% to ₹1,421 million, normalised EBITDA grew 52.7% to ₹588 million, and profit before exceptional items and tax grew 52.2% to ₹240 million.

Growth was broad-based, with live subscribers up 42.5%, live items up 44.0%, and average occupancy improving to 85.9%. Normalised EBITDA margin was 41.01% for H1 FY27, while profit before exceptional items and tax represented 16.95% of Revenue from Operations.

Our earnings continue to convert into cash, with H1 FY27 operating cash flow of ₹1,099.7 million, equivalent to 109.8% of reported EBITDA. Following the IPO, total equity stood at ₹4,661.7 million and net debt was ₹1,306.2 million as at 30 September 2026. Normalised ROCE stood at 25.3%, reflecting our focus on capital efficiency.

We remain focused on scaling Rentomojo through subscriber growth, better asset utilisation and technology, while maintaining strong profitability, cash generation and returns on capital."

About Rentomojo Limited

Rentomojo Limited operates a full-stack direct-to-consumer rental and subscription platform focused on furniture, home appliances and adjacent lifestyle categories.

The platform combines digital channels with a growing network of physical Experience Stores. Its operating infrastructure covers procurement, warehousing, logistics, refurbishment, collections and recovery, and customer care.

The Company's technology platform supports customer risk assessment, logistics and route optimisation, asset tracking, asset lifecycle management and refurbishment operations.

As of 30 September 2026, Rentomojo operated **96 Experience Stores across 14 cities**.

Forward-Looking Statements

This press release may contain certain forward-looking statements concerning Rentomojo Limited's future business prospects, strategy, operations and financial performance. These statements are based on the current expectations and assumptions of management and are subject to risks and uncertainties that could cause actual results to differ materially.

Such risks include, among others, changes in consumer demand, competition, asset utilisation, procurement and financing costs, economic conditions and regulatory developments. The Company undertakes no obligation to update any forward-looking statements except as may be required under applicable law.

Basis of Financial Information

H1 FY26 comparative figures included in this press release were compiled by management and were not subjected to limited review or audit by the statutory auditors.

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