

July 31, 2026

National Stock Exchange of India Limited
The Listing Department,
Exchange Plaza,
Bandra Kurla Complex,
Mumbai - 400 051

BSE Limited
Department of Corporate Services,
Phiroze Jeejeebhoy Towers,
Dalal Street, Fort,
Mumbai - 400 001

Symbol: URBANCO

Scrip Code: 544515

Sub.: Disclosure under Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 – Media Release

Dear Sir/ Ma'am,

In compliance with Regulation 30 and other applicable provisions of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, as amended, please find enclosed the media release on the financial results (standalone and consolidated) of the Company for the quarter ended June 30, 2026.

The aforesaid details will also be hosted on the Company's website viz. <https://investorrelations.urbancompany.com/>

This is for your information and record.

Thanking you,

For Urban Company Limited
*(Formerly UrbanClap Technologies India Limited and
UrbanClap Technologies India Private Limited)*

Sonali Singh
Company Secretary and Compliance Officer
Membership No.: A26585

Encl.: As above

Urban Company Limited

(Formerly known as UrbanClap Technologies India Limited & UrbanClap Technologies India Private Limited)

REGISTERED OFFICE:

Unit No. 8, Ground Floor,
Rectangle 1, D4, Saket District Centre,
New Delhi, 110017, Delhi, India

CORPORATE OFFICE:

7th & 8th Floor, Go Works,
Plot 183, Rajiv Nagar, Udyog Vihar
Phase 1, Sector 20,
Gurgaon - 122016, Haryana, India

**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	with > 1 mn new	Adj. EBITDA
	(Highest growth in	users	(Ex-InstaHelp)
	16 quarters)		

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.

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.

Safe Harbour Statement

This document contains certain statements that are or may be forward-looking statements, including without limitation, statements relating to Urban Company's business objectives, strategies, growth prospects, service expansion, technology initiatives, estimates of revenue growth, future EBITDA and future financial or operating performance, and overall industry outlook. These statements can be recognised by the use of words such as "expects," "plans," "will," "estimates," "projects," "marks," "believe" or other words of similar meaning. These forward-looking statements are not guarantees of future performance but represent only the Company's current intentions, beliefs or expectations, assumptions and estimates, and are subject to risks and uncertainties which are difficult to predict and are outside of the control of the Company, and actual results may differ materially from those expressed or implied in such forward-looking statements. Such risks and uncertainties include, among others, changes in economic conditions, fluctuations in earnings, regulatory developments, competition, platform execution, and service partner engagement and the Company's ability to manage growth and competition. Readers are cautioned not to place undue reliance on these forward-looking statements. Urban Company undertakes no obligation to update or revise any forward-looking statements to reflect future events or circumstances, except as required under applicable law.

Any investment in securities issued by the Company will also involve certain risks. There may be additional material risks that are currently not considered to be material or of which the Company, its directors, their respective advisers or representatives are unaware. Against the background of these risks, uncertainties and other factors, viewers of this document are cautioned not to place undue reliance on these forward-looking statements. The Company, its directors, their respective advisers or representatives assume no responsibility to update forward-looking statements or to adapt them to future events or developments. Accordingly, any reliance you place on such forward-looking statements will be at your sole risk.

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