

November 01, 2025

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 of the Securities and Exchange Board of India (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 and half year ended September 30, 2025.

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

This is for your information and records.

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 reports 37% YoY growth (44% Ex. KSA); Core India profitable; International breakeven, investing in Native & Insta Help

Gurugram, November 1, 2025: Urban Company Limited (NSE: URBANCO), India's leading home services and solutions platform, today announced its financial results for the quarter ended September 30, 2025 (Q2 FY26). **Revenue from operations grew 37% year-on-year, or 44% on a like-for-like basis** excluding the impact of KSA deconsolidation, driven by **broad-based growth across all segments**.

The **Core India Services business remained profitable** at an Adjusted EBITDA level, while **international markets (UAE and Singapore) achieved Adjusted EBITDA breakeven**.

Urban Company continued to **invest in two long-term growth initiatives — Insta Help and Native**. The company reported an Adjusted EBITDA loss of INR 35 Cr for the quarter, primarily due to a loss of INR 44 Cr in Insta Help, its new vertical focused on daily cleaning and housekeeping services. **Excluding Insta Help**, the business delivered an **Adjusted EBITDA profit of INR 10 Cr (+0.9% of NTV)**, marking an **improvement of INR 15 Cr year-on-year**.

Key metrics for Q2 FY26

Net Transaction Value (NTV)	Revenue from operations	Adjusted EBITDA	Adjusted EBITDA (Ex. Insta Help) / % of NTV
INR 1,030 Cr.	INR 380 Cr.	INR (35) Cr.	INR 10 Cr. / 0.9%
31% YoY 34% YoY (Ex KSA) ¹	37% YoY 44% YoY (Ex KSA)	INR (30) Cr. (YoY change)	+INR 15 Cr./ +1.6% (YoY change)

Annual Transacting Users (Million)	Monthly Active Service Professionals	Total Cities	Average Rating
7.4	57,251	51	4.80

¹We have deconsolidated our operations in the Kingdom of Saudi Arabia ("KSA") following the transition from a wholly owned subsidiary to a 50:50 joint venture, effective January 1, 2025. As a result, revenues from KSA operations are no longer consolidated in our financial statements; instead, our share of the joint venture's results is recognized below EBITDA. On a like-for-like basis, both NTV and revenue growth year-on-year are significantly higher than the reported figures.

Key performance highlights:

Consolidated Business

- NTV: Grew 34% YoY to INR 1,030 Cr. (ex KSA) with broad-based growth across all segments
- Revenue from operations: Up 44% YoY (ex KSA) to INR 380 Cr.
- Adjusted EBITDA: Loss of INR (35) Cr., driven by an Adjusted EBITDA loss of INR (44) Cr. in our new vertical, Insta Help. Excluding Insta Help, the business generated an Adjusted EBITDA profit of INR 10 Cr. or +0.9% of NTV

India Consumer Services (ex Insta Help)

- NTV: Grew 19% YoY to INR 762 Cr. driven by new user growth, steady revenue retention and good traction in core categories.
- Revenue from operations: Up 24% YoY to INR 262 Cr.
- Adjusted EBITDA: INR 18 Cr. or 2.4% of NTV compared to 3.1% of NTV for the same period last year. The YoY decline is attributed to our investments in training & audits, user acquisition, faster fulfilment, customer support and team expansion – to set up the business well for long-term growth.

Native

- NTV: Grew 164% YoY to INR 97 Cr. with water purifiers and electronic door locks portfolio growing well.
- Revenue from operations: Up 179% YoY to INR 75 Cr.
- Adjusted EBITDA: INR (9) Cr., or (9.0)% of NTV, compared to (30.1)% of NTV for the same period last year.

International

- NTV: Grew 73% YoY to INR 160 Cr. (ex KSA) with strong growth across UAE and Singapore markets.
- Revenue from operations: Up 66% YoY to INR 41 Cr. (ex KSA).
- Adjusted EBITDA: Achieved Adjusted EBITDA breakeven across combined operations in UAE & Singapore.



Insta Help

- Overview: Launched earlier this year as a high-frequency vertical offering daily housekeeping services.
- Strategic Role: Expected to become a large, high-frequency business, strengthening Urban Company's core platform. As the market leader in online home and beauty services in India, Urban Company has a clear right to win in this category – we need to make upfront investment to build and grow the category.
- Early Scale: In just eight months since launch, Insta Help has scaled rapidly to 468K orders in October, despite limited geographic coverage. Customer retention and repeat rates are strong, though steady-state behavior will take time to mature.

- Financials: Reported an Adjusted EBITDA loss of INR (44) Cr. in Q2 FY26, reflecting early-phase investments in supply onboarding, training and network densification.

Cash and cash equivalents at the end of the quarter were INR 2,136 Cr.

For further details please contact:

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