

PRESS RELEASE

Rentomojo reports first quarterly results after listing; Revenue from Operations grows 51.1% YoY to ₹1,263.3 million in Q1 FY27

Normalised EBITDA grows 50.2% YoY to ₹523 million | Normalised PAT rises 71.8% YoY | Gross Items Ordered by Subscribers increase 45.8% YoY.

Bengaluru, 5 October 2026: RentoMojo Limited, India's largest full-stack D2C online rental and subscription platform for furniture and home appliances, today announced its unaudited consolidated financial results for the quarter ended 30 June 2026.

This marks Rentomojo's first earnings announcement following its listing on 17 September 2026, providing public market investors with the Company's first quarterly update as a listed entity.

Rentomojo delivered strong operating momentum during Q1 FY27, with **Revenue from Operations increasing 51.1% year-on-year to ₹1,263.3 million**, Total Income increasing 49.8% year-on-year to ₹ 1,271.0 million supported by continued growth in items ordered by subscribers and live items.

Underlying profitability also strengthened, with **normalised EBITDA increased 50.2% YoY to ₹522.7 million**, while **Normalised PAT increased 71.8% YoY to ₹219.3 million**.

Reported profitability during the quarter was impacted by a **one-time exceptional loss of ₹113.7 million arising from a fire incident**, together with a deferred tax expense of ₹27.3 million. There was no loss of life or injury in the fire incident. The Company maintains insurance coverage; any recovery will be subject to the applicable policy terms and claims process. Consequently, reported PAT for Q1 FY27 stood at ₹78.4 million.

Q1 FY27 Highlights

- **Revenue from Operations:** ₹1,263.3 million, up **51.1% YoY** and **15.3% QoQ**
- **Total Income:** ₹1,271.0 million, up **49.8% YoY** and **12.1% QoQ**
- **Normalised EBITDA:** ₹522.7 million, up **50.2% YoY** and **13.9% QoQ**
- **Normalised EBIT:** ₹292.7 million, up **50.8% YoY** and **12.7% QoQ**
- **Normalised PAT:** ₹219.3 million, up **71.8% YoY** and **11.2% QoQ**
- **Normalised ROE:** 28.85% on an annualised basis, up **198 bps YoY**
- **Normalised ROCE:** 26.58% on an annualised basis, up **21 bps YoY**
- **Weighted average cost of debt:** **9.58%** during Q1 FY27
- **Gross Items Ordered by Subscribers :** 329,159, up **45.8% YoY** and **27.6% QoQ**
- **Experience Stores:** 89 stores, an addition of **34 stores YoY** and **7 stores QoQ**

Corporate Office:

B Wing- 4 th Floor, BHIVE Workspace, WJ88+69V BMTC Complex, Old Madiwala, Kuvempu Nagar, Stage 2, BTM Layout, Bengaluru, Karnataka - 560068

Registered Office:

2 nd Floor, Block B, No. 112, AKR Tech Park "A" and 7 th Mile, Hosur Road, Krishna Reddy Industrial Area, Bengaluru, Karnataka - 560068

Financial Performance

₹ million	Q1 FY27	YoY Growth	QoQ Growth
Revenue from Operations	1,263.3	51.1%	15.3%
Total Income	1,271.0	49.8%	12.1%
Normalised EBITDA	522.7	50.2%	13.9%
Normalised EBIT	292.7	50.8%	12.7%
Normalised PAT	219.3	71.8%	11.2%
Reported EBITDA	409.1	17.5%	(16.2%)
Reported EBIT	179.1	(7.8%)	(38.1%)
Reported PAT	78.4	(38.6%)	(53.3%)

Note: The normalised measures exclude the effects of the ₹113.7 million exceptional fire-related loss and, for Normalised PAT, the ₹27.3 million deferred tax expense, subject to rounding.

Strong operating momentum across the platform

Operating metrics continued to scale alongside revenue during the quarter.

Gross Items Ordered by customers increased **45.8% YoY to 329,159**, reflecting continued demand for Rentomojo's furniture, appliances and water purifier categories.

Live Items increased **41.0% YoY** and **8.4% QoQ**, while Live Subscribers increased **36.3% YoY** and **11.5% QoQ**.

Items per User increased approximately **5.9% YoY**, while Average Revenue per Item increased **6.8% YoY** and **6.9% QoQ**. Average occupancy remained stable, reflecting sustained asset utilisation as the platform scaled. Occupancy is calculated by dividing the average number of items deployed with subscribers during the period by the average number of live items during the period.

The Company continued to expand its omnichannel footprint, ending the quarter with **89 Experience Stores across 14 cities**, compared with 55 stores in the corresponding period last year.

Strong returns relative to borrowing costs

The Company's capital efficiency remained healthy during the quarter. **Normalised annualised ROCE stood at 26.6%**, compared with the Company's **weighted average cost of debt of 9.58% for Q1 FY27**.

The Company's latest debt was raised at a cost of approximately **8.95%**, compared with the weighted average cost of debt of 9.58% during the quarter.

The spread between operating returns and borrowing costs reflects the economics of Rentomojo's multi-cycle asset model, where products can be refurbished and redeployed across multiple subscription cycles.

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Management Commentary

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

*“Our first quarterly results as a listed company mark an important milestone for Rentomojo and reflect the strength of our underlying business. We began FY27 with strong momentum, with **items ordered by subscribers growing 45.8% year-on-year and Revenue from Operations increasing 51.1%**, while maintaining a **normalised EBITDA margin of approximately 41%**.*

*What gives us particular confidence is the **quality of this growth** — strong repeat behaviour, high organic demand and healthy internal cash generation. The IPO has further strengthened our net worth and enhanced our capacity to fund future growth, giving us greater balance sheet flexibility as we scale.*

Importantly, our earnings translate strongly into cash flows, with EBITDA-to-CFO conversion of 1.05x in FY26. We generated ₹1,729 million of cash flow from operations during the year, which fully funded our growth capex, while delivering revenue growth of over 40%.

*Our ambition is to build Rentomojo into a scaled, technology-led platform for flexible living, while remaining disciplined on profitability and capital efficiency. **The IPO is an important milestone in that journey, but it is only the beginning.**”*

Expanding the omnichannel network

Rentomojo continues to build an omnichannel distribution model combining its website and application with a growing network of physical Experience Stores.

Store locations are selected using micro-market data, including order patterns, inventory movement and customer behaviour.

The Company added seven Experience Stores during Q1 FY27, taking the total network to **89 stores as of 30 June 2026**.

Building additional growth engines

Rentomojo's growth strategy is centred on three key levers:

Omnichannel expansion: Increasing physical presence in relevant micro-markets to complement the Company's digital customer acquisition engine and improve awareness.

New cities and technology: Expanding through a capital-efficient city-launch model while increasing investments in engineering, data, artificial intelligence and technology across logistics and field-service operations.

Broader platform services: Extending Rentomojo's operating platform into service-intensive categories that can leverage the Company's existing logistics, technology and customer-service infrastructure.

Water purifiers are emerging as one such adjacent category. Water purifier items ordered increased 199% YoY in Q1 FY27.

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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, including its website and application, with physical Experience Stores. Its vertically integrated operating infrastructure covers procurement, logistics, warehousing, refurbishment, collections and recovery, and customer care.

Rentomojo's technology stack supports customer risk assessment, logistics and route optimisation, asset tracking, lifecycle management and refurbishment operations.

The Company operates across furniture and appliance categories including beds, mattresses, sofas, wardrobes, refrigerators, washing machines, televisions and air conditioners, as well as adjacent categories including water purifiers.

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 by applicable law.

Investor Relations

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