Date: November 12, 2026

BSE Limited,
Phiroze Jeejeebhoy Towers,
Dalal Street, Mumbai- 400001,
Maharashtra, India

National Stock Exchange of India Limited,
Exchange Plaza, C-1, Block G,
Bandra Kurla Complex, Bandra (E),
Mumbai – 400 051

BSE Scrip Code: 544642

NSE Scrip Symbol: WAKEFIT

Subject: Investors Presentation for the quarter and half year ended September 30, 2026

Dear Sir/ Madam,

Pursuant to Regulation 30 of the Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015, we are enclosing herewith a copy of the Investor Presentation on the Company's unaudited financial results for the quarter and half year ended September 30, 2026.

This intimation along with investor presentation shall be made available on the Company's website at www.wakefit.co/investor-relations.

You are requested to kindly take the same on record.

Thanking you,

Yours faithfully,

For Wakefit Innovations Limited
(formerly known as Wakefit Innovations Private Limited)

SURBHI SHARMA
Digitally signed by SURBHI SHARMA
Date: 2026.11.12 22:06:25 +05'30'

Surbhi Sharma
Company Secretary and Compliance Officer
Membership Number: A57349

Enclosure as above

Investor Presentation

Wakefit Innovations Limited
November 2026



Safe harbor

This presentation and the accompanying slides (the “Presentation”), which have been prepared by Wakefit Innovations Limited (the “Company”), have been prepared solely for information purposes and do not constitute any offer, recommendation or invitation to purchase or subscribe for any securities, and shall not form the basis or be relied on in connection with any contract or binding commitment whatsoever. No offering of securities of the Company will be made except by means of a statutory offering document containing detailed information about the Company.

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This presentation contains certain forward looking statements concerning the Company’s future business prospects and business profitability, which are subject to a number of risks and uncertainties and the actual results could materially differ from those in such forward looking statements. The risks and uncertainties relating to these statements include, but are not limited to, risks and uncertainties regarding fluctuations in earnings, our ability to manage growth, competition (both domestic and international), economic growth in India and abroad, ability to attract and retain highly skilled professionals, time and cost over runs on contracts, our ability to manage our international operations, government policies and actions regulations, interest and other fiscal costs generally prevailing in the economy. The Company does not undertake to make any announcement in case any of these forward looking statements become materially incorrect in future or update any forward looking statements made from time to time by or on behalf of the Company.

Wakefit: Largest D2C Player in the Home & Furnishing Segment in India

Diverse Product Portfolio of Home Solutions



Mattresses

Memory Foam, ShapeSense Mattresses, Eco Latex Mattress, Dual Comfort Mattress, Rollup Mattress, Foldable Mattress, etc.



Furniture

Sofas, Beds, Wardrobes, Chair & Sitting, Dinning Furniture, Wood Cabinet, Engineered Wood TV Unit, Solid Wood Coffee Table, etc.



Furnishing

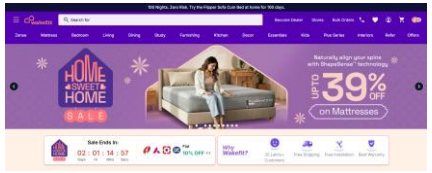
Cushions, Pillows. Bedsheets, Protector, Bathrobe, Carpet, Curtains, Rug, Runner, Towels, Home Décor, Lightings, etc.

Digital first D2C brand
Built on technology, data and consumer insights

Rapid omnichannel expansion
Strong presence across online and offline touchpoints

Vertically-integrated operations
Backed by in-house manufacturing and research led products

Several Points of Sale



wakefit.co - Company Website

205 COCO Stores
137 cities in 22 states

2,589 MBO[1] Stores
Across 787 towns/cities

Presence Across Leading Online Marketplaces

As on 30th September 2026

Financial Performance	FY26 (INR Mn)				H1FY27 (INR Mn)			
	14,889	1,123 (7.5%)	911 (6.1%)	1,892 (12.7%)	8,569	673 (7.9%)	628 (7.3%)	393 (4.6%)
	Revenue from operations	Operating EBITDA [2] (% margin)	PBT after exceptional items (% margin)	PAT [3] (% margin)	Revenue from operations	Operating EBITDA [2] (% margin)	PBT after exceptional items (% margin)	PAT (% margin)

Source: Redseer Report. Note: 1. MBOs: Multi-branded Outlets. 2. Operating EBITDA represents EBITDA before considering Ind AS116 adjustments (lease), ESOP charges and other non operating or one time income & expenses. 3 FY26 PAT is after the impact of Deferred Tax Asset of INR 980.7 mn







Quarterly Overview

Management commentary (1/2)



Ankit Garg
Chairperson, CEO & Executive Director

"We are pleased to report our highest-ever quarterly Revenue from Operations of INR 4,519.9 mn in Q2 FY27, registering a growth of 19.9% YoY. This takes our H1 FY27 revenue to INR 8,569.0 mn, up 18.4% YoY. Reported EBITDA (excluding Other Income) stood at INR 501.5 mn, up 21.5% YoY, with an EBITDA margin of 11.1%. Profit Before Tax increased to INR 265.4 mn, up 66.3% YoY, while Profit After Tax, excluding deferred tax, stood at INR 223.2 mn, registering a growth of 39.9% YoY.

We delivered this growth despite the festive sale season commencing in the second week of October this year, compared with the last week of September last year, resulting in all the festive demand shifting to Q3. Accordingly, we believe that H1 performance, when viewed together with Q3, will provide a better reflection of our underlying business momentum.

Across categories, mattresses recorded a growth of 21.4% YoY in Q2 FY27, while furniture revenue grew 24.9% YoY. Repeat customers contributed 32.4% of our revenue during the quarter, reflecting the trust we continue to build with our customers. The current environment is accelerating the shift from unorganised to organised players, and we believe our vertically integrated, omnichannel model positions us well to capture a larger share of the home category.

I would like to thank the entire Wakefit team across our factories, warehouses, stores and offices for their continued commitment and dedication. Their efforts remain the driving force behind our growth."

Management commentary (2/2)



Chaitanya Ramalingegowda
Executive Director

"The operating environment remained challenging during the quarter, with crude-linked raw materials, particularly Polyol and TDI, continuing to remain elevated, with further price increases witnessed in recent months. Geopolitical disruptions in West Asia also impacted raw material availability and logistics across the industry. Over the last two quarters, we made calibrated price increases to balance customer affordability with absolute profitability.

Our retail expansion continued at an accelerated pace, with 41 COCO stores added in Q2 FY27 and 68 in H1 FY27, taking our network to 205 active stores across 137 cities. Our MBO network expanded to 2,589 stores across 787 cities, compared with 2,250 stores across 701 cities as of Jun'26. Own channels contributed 71.1% of H1 FY27 revenue. We are proud to share that we have crossed the milestone of 10 mn lifetime orders, reflecting the growing scale of our business and the trust customers place in Wakefit.

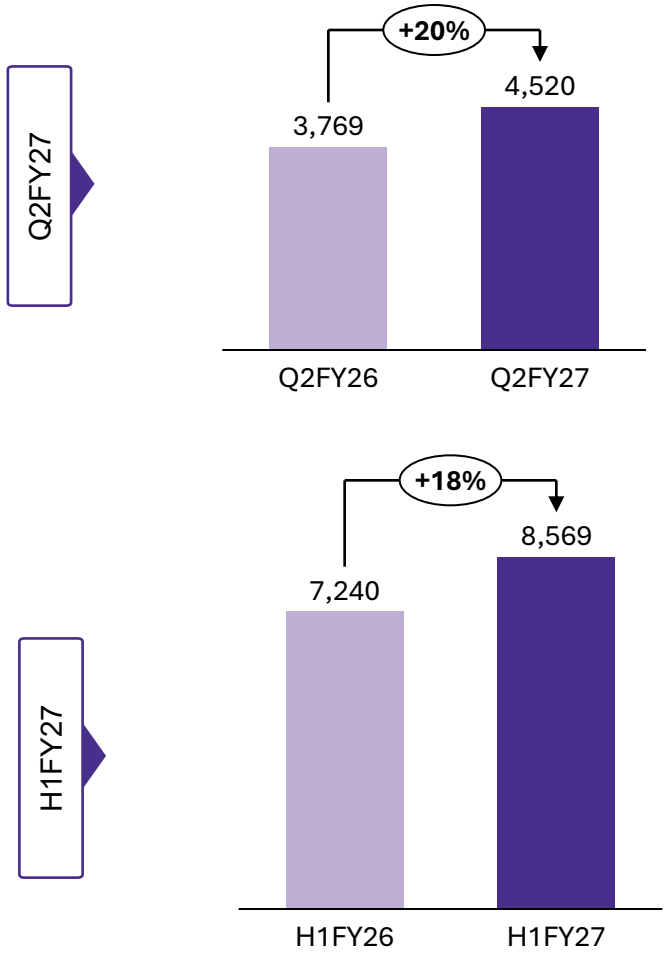
Our planned FY27 capex of around INR 1,000-1,200 mn remains on track, with approximately 80% allocated towards retail expansion, particularly our jumbo store format. Construction of our first jumbo store in Bengaluru is progressing, and we are targeting its launch in Q2' FY 28.

As we continue to scale our operations, our focus will remain on strengthening our retail network, improving the productivity of existing stores and expanding our product catalogue. We believe these initiatives will help us enhance customer reach, drive better store economics and build a stronger foundation for our next phase of growth."

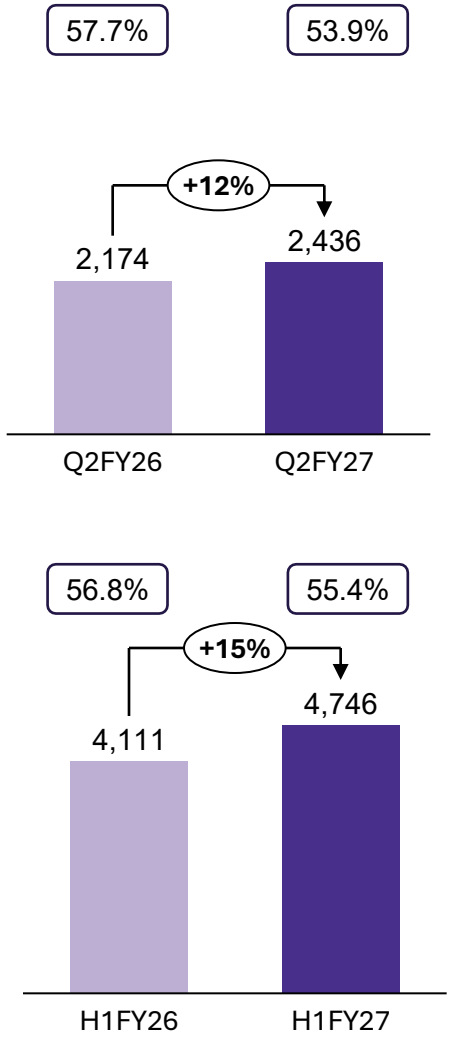
Key Highlights

INR mn | Margins (%)

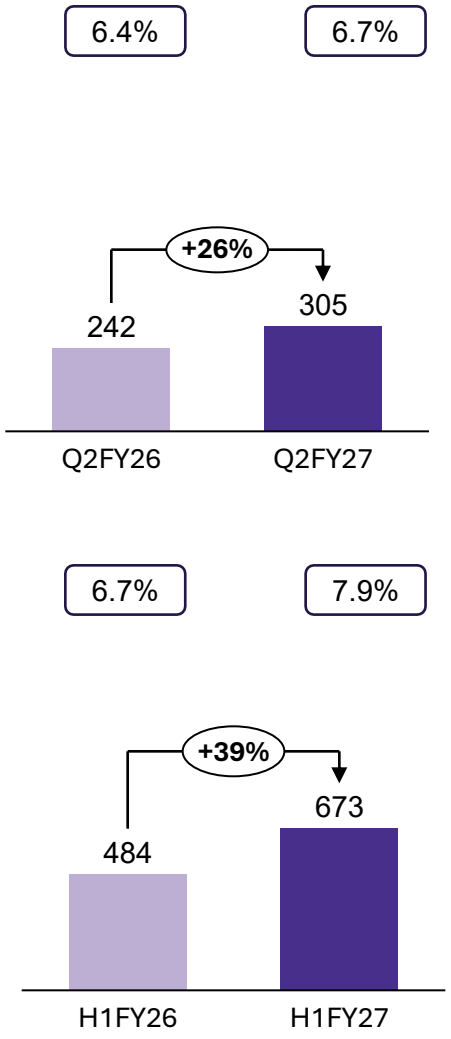
Revenue from Operations



Gross Profit & Margins (%)



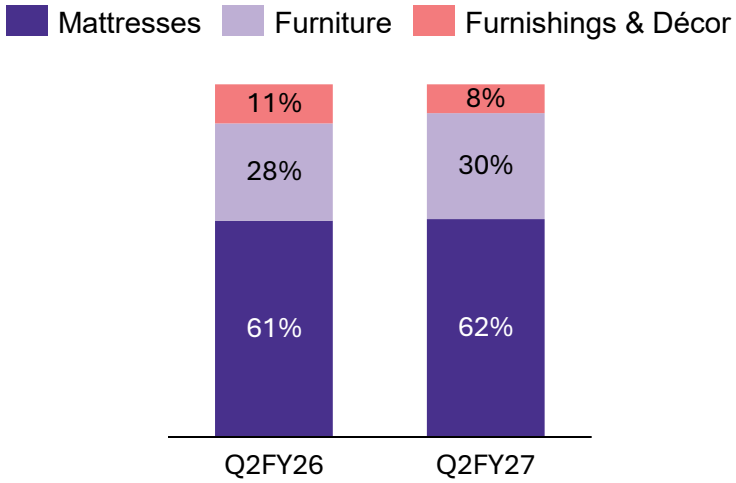
Operating EBITDA & Margins[1] (%)



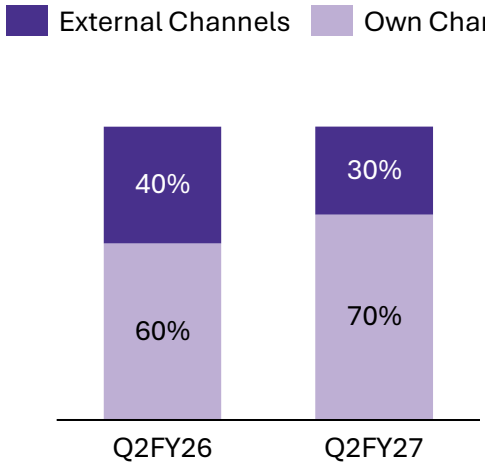
1.Operating EBITDA represents EBITDA before considering Ind AS116 adjustments (lease), ESOP charges and other non-operating or one time income & expenses,

Sales Mix

Category-wise



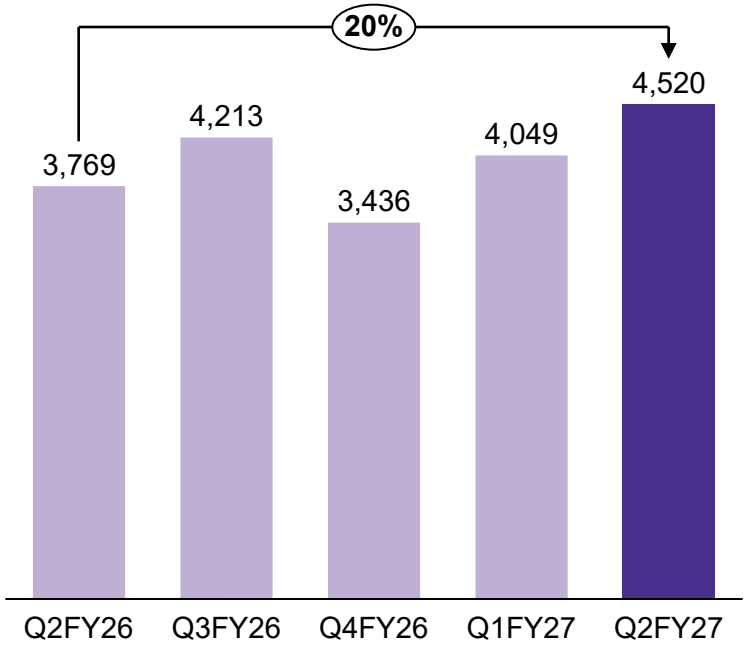
Channel-wise



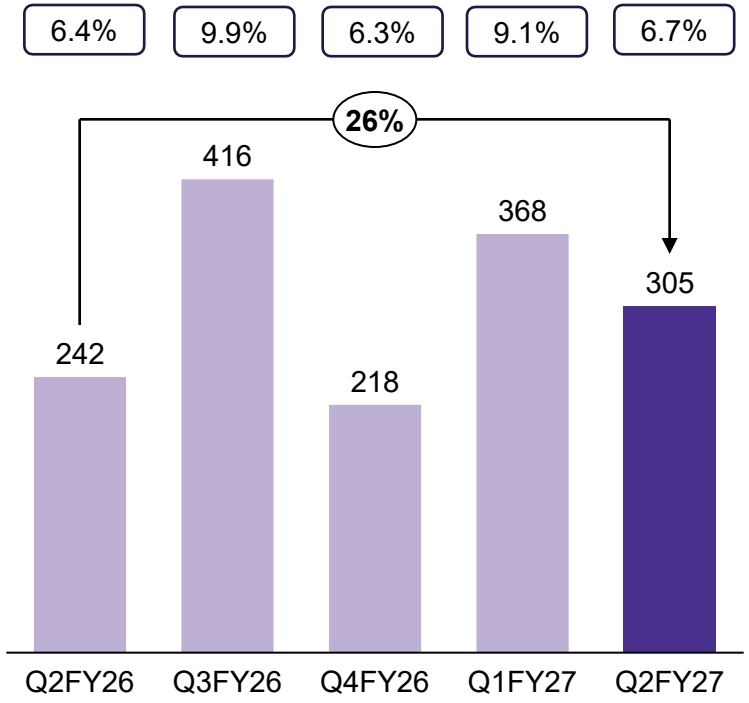
Sustained performance

INR mn | Margins (%)

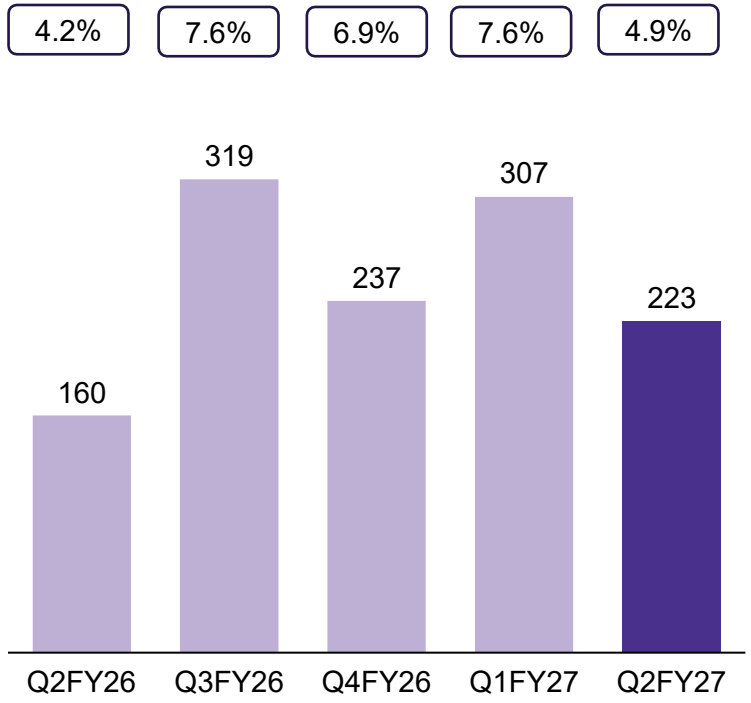
Revenue



Operating EBITDA & Margins[1] (%)



PAT[2] (Excluding Deferred Tax)



1.Operating EBITDA represents EBITDA before considering Ind AS116 adjustments (lease), ESOP charges and other non-operating or one time income & expenses,
2. Company started paying tax from Q1' FY27 onwards

Profit and Loss Statement

Particulars (INRmn)	Q2FY27	Q2FY26	YoY	H1FY27	H1FY26	YoY
Revenue from Operations	**4,519.9**	**3,768.8**	**19.9%**	**8,569.0**	**7,240.0**	**18.4%**
Cost of goods sold	2,084.3	1,594.3		3,822.6	3,129.4	
Gross Margin	**2,435.6**	**2,174.5**	**12.0%**	**4,746.5**	**4,110.7**	**15.5%**
% Margin	***53.9%***	***57.7%***		***55.4%***	***56.8%***	
Employee benefit expenses	545.3	419.3		1,018.8	795.1	
Other Expenses	1,388.8	1,342.5		2,662.2	2,456.6	
Reported EBITDA (excl.Other Income)	**501.5**	**412.7**	**21.5%**	**1,065.5**	**859.0**	**24.0%**
% Margin	***11.1%***	***11.0%***		***12.4%***	***11.9%***	
Other Income	160.4	91.7		316.6	173.0	
Reported IndAS EBITDA (incl.Other Income)	**661.8**	**504.4**	**31.2%**	**1,382.0**	**1,031.9**	**33.9%**
Depreciation and amortisation expense	316.2	271.5		599.5	528.2	
EBIT	**345.6**	**232.9**	**48.4%**	**782.5**	**503.8**	**55.3%**
% Margin	***7.6%***	***6.2%***		***9.1%***	***7.0%***	
Finance Cost	80.2	73.3		154.0	148.0	
Profit before Tax	**265.4**	**159.6**	**66.3%**	**628.5**	**355.7**	**76.7%**
% Margin	***5.9%***	***4.2%***		***7.3%***	***4.9%***	
Tax	**106.5**	**0.0**		**235.8**	**0.0**	
Current Tax	42.2	0.0		98.4	0.0	
Deferred Tax	64.3	0.0		137.3	0.0	
Profit After Tax	**158.9**	**159.6**	**-0.4%**	**392.7**	**355.7**	**10.4%**
% Margin	***3.5%***	***4.2%***		***4.6%***	***4.9%***	
PAT (Excluding Deferred Tax)	**223.2**	**159.6**	**39.9%**	**530.0**	**355.7**	**49.0%**
% PAT (Excluding Deferred Tax) Margin	***4.9%***	***4.2%***		***6.2%***	***4.9%***	
Operating EBITDA	**305.0**	**242.4**	**25.8%**	**673.3**	**484.3**	**39.0%**
% Margin	***6.7%***	***6.4%***		***7.9%***	***6.7%***	

Operating EBITDA represents EBITDA before considering Ind AS116 adjustments (lease), ESOP charges and other non operating or one time income & expenses,

- During the quarter, Wakefit delivered its **highest-ever quarterly revenue of INR 4,519.9 mn**, registering a growth of **19.9% YoY**. Revenue for H1FY27 stood at a **record INR 8,569.0 mn,** reflecting a growth of **18.4% YoY**.
- Last year, festive sales began in late September, resulting in part of the demand falling in Q2. This year, festive sales began from the second week of October, shifting that demand into Q3. This makes the YoY comparison for Q2 less like-for-like. Despite this shift in festive demand, we continued to deliver healthy year-on-year growth.
- Gross Profit for Q2 FY27 stood at **INR 2,435.6 mn (53.9% margin)**, compared with **INR 2,174.5 mn (57.7% margin)** in Q2 FY26, registering a growth of 12.0% YoY. Gross margin% were impacted by the sharp increase in Polyol and TDI prices. We made calibrated price increases to protect absolute profitability while still keeping our products affordable.
- Employee benefit expenses rose 30.0% YoY to INR 545.3 Mn in Q2 FY27. The increase came mainly from strengthening the leadership bench strength and adding manpower to support the growing business and network expansion, along with annual salary revisions, which came into effect in Q2 FY27. This includes ESOP expenses of INR 25.5 Mn, compared with INR 3.6 Mn in Q2 FY26.
- During the quarter and half year ended Sep'26, Advertisement and marketing spend was 5.2% & 6.3% respectively, of Revenue from Operations.
- The Company recorded a deferred tax charge of INR 64.3 mn in Q2 FY27, compared with nil in Q2 FY26 and INR 73.0 mn in Q1 FY27. This is attributable to two factors: (i) normal-course reversal of timing differences relating to depreciation and provisions as they unwind through the P&L, and (ii) the unwinding of the deferred tax asset on carried-forward losses. ***This is a non-cash, accounting-driven movement and does not impact the Company's cash tax outflow or underlying operating profitability.***
- Excluding deferred tax, PAT for Q2 FY27 stood **at INR 223.2 mn (4.9% of Revenue from Operations)**, compared with INR 159.6 mn (4.2%) in Q2 FY26, registering a growth of 39.9% YoY. For H1 FY27, PAT excluding deferred tax stood at INR 530.0 mn (6.2%), compared with INR 355.7 mn (4.9%) in H1 FY26, up 49.0% YoY.
- Wakefit crossed the 200-store milestone during the quarter, with **205 COCO stores** as of 30 September 2026. This includes **41 new stores opened in Q2 FY27**.
- Retail Channel growth (Q2FY27 / H1FY27): **~24% / 22%**

EBITDA Walk

Particulars (INR mn)	Q2FY27	Q1FY27	Q4FY26	Q3FY26	Q2FY26	H1FY27	H1FY26
Reported EBITDA (a)	**501.5**	**564.0**	**364.8**	**591.7**	**412.7**	**1,065.5**	**859.0**
Share based payment expense (b)	25.5	6.1	13.6	12.3	3.6	31.6	7.1
Ind AS Adjustment (Rent) (c)	228.3	209.6	200.3	209.3	195.2	437.9	394.0
Other Non Operating Expense / (Income) (d)	6.4	7.8	39.8	11.5	21.3	14.1	12.2
One Time Costs							
IPO Expense (e)	0.0	0.0	0.0	10.1	0.0	0.0	0.0
Others (f)	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Operating EBITDA (a + b - c + d + e + f)	**305.0**	**368.3**	**218.0**	**416.3**	**242.4**	**673.3**	**484.3**

Operating EBITDA represents EBITDA before considering Ind AS116 adjustments (lease), ESOP charges and other non operating or one time income & expenses







Company Overview

Wakefit in a Nutshell

Largest and fastest growing D2C home and furnishing solutions brand ..

Largest D2C Player[1]
in the home and furnishings segment in India

Wakefit ranks among the **Top 3 Players** in the organized mattress market[5]

Wakefit is the **Largest Player** in terms of online revenue from mattresses[6]

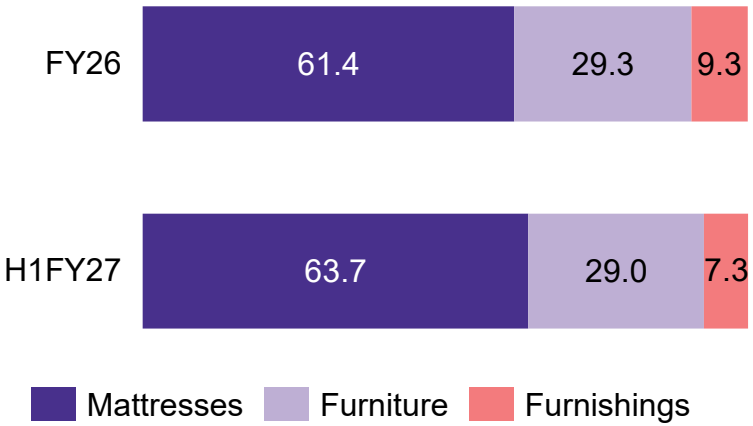
Top-Rated Player
Across the top two horizontal online marketplaces[5]

.. Catering to a large opportunity

	TAM in US$ Bn[2]	Segment Share[3]	CAGR[4] Online TAM	CAGR[4] Organized B&M TAM
Mattresses	**1.7 -1.9**	**~5%**	**19-21%**	**17-19%**
Furniture	**22-24**	**~66%**	**16-18%**	**12-14%**
Furnishing & Décor	**9.5-10.4**	**~29%**	**21-23%**	**13-15%**

.. With a comprehensive product portfolio focused on product innovation

Revenue mix



Full-stack vertically integrated operations with differentiated processes and technical capabilities

Omnichannel sales presence and strategically located store network

Multi-faceted marketing approach to enhance our brand image

"Experienced management team" with a proven track record in the industry

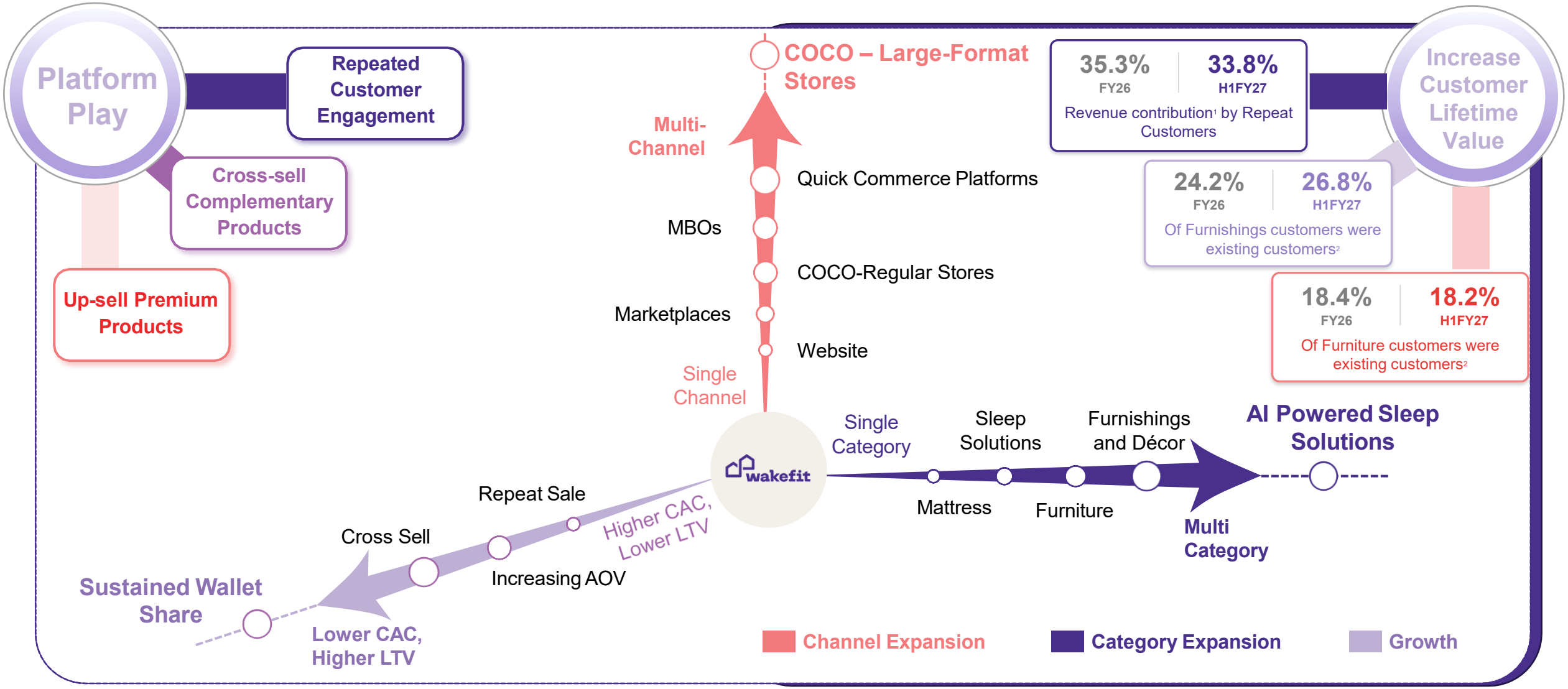
Business model with a track record of delivering financial growth

Source: Redseer Report.

Notes: 1. In the home & furnishings market in India among organized peers basis Redseer report. 1. In terms of revenue from operations in Fiscal 2024 basis Redseer report. 2. CY24 TAM. . 3 Segment share of the CY2024 India home and furnishings market. 4. CY24-30 CAGR . 5. In the home and furnishings market across SKUs in the mattress. 6. Among its organized peers basis Redseer report

Cross-sell & Up-sell Under a Single Brand

A unified brand ecosystem facilitates cross-selling across categories and up-selling to higher-end products.



Notes: 1. As of FY26 and 30th September 2026. 2. Existing customers of other categories in FY26 and 30th September 2026.

Core Focus on Product Innovation and New Product Development

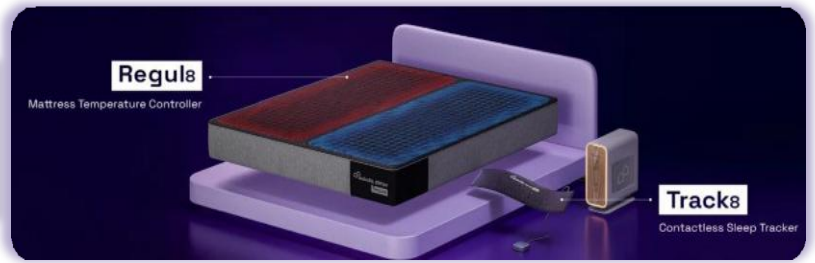
Leveraging Consumer Insights to Drive Product Development and Launch Industry-first Products.

Product Innovation

First Organised Player

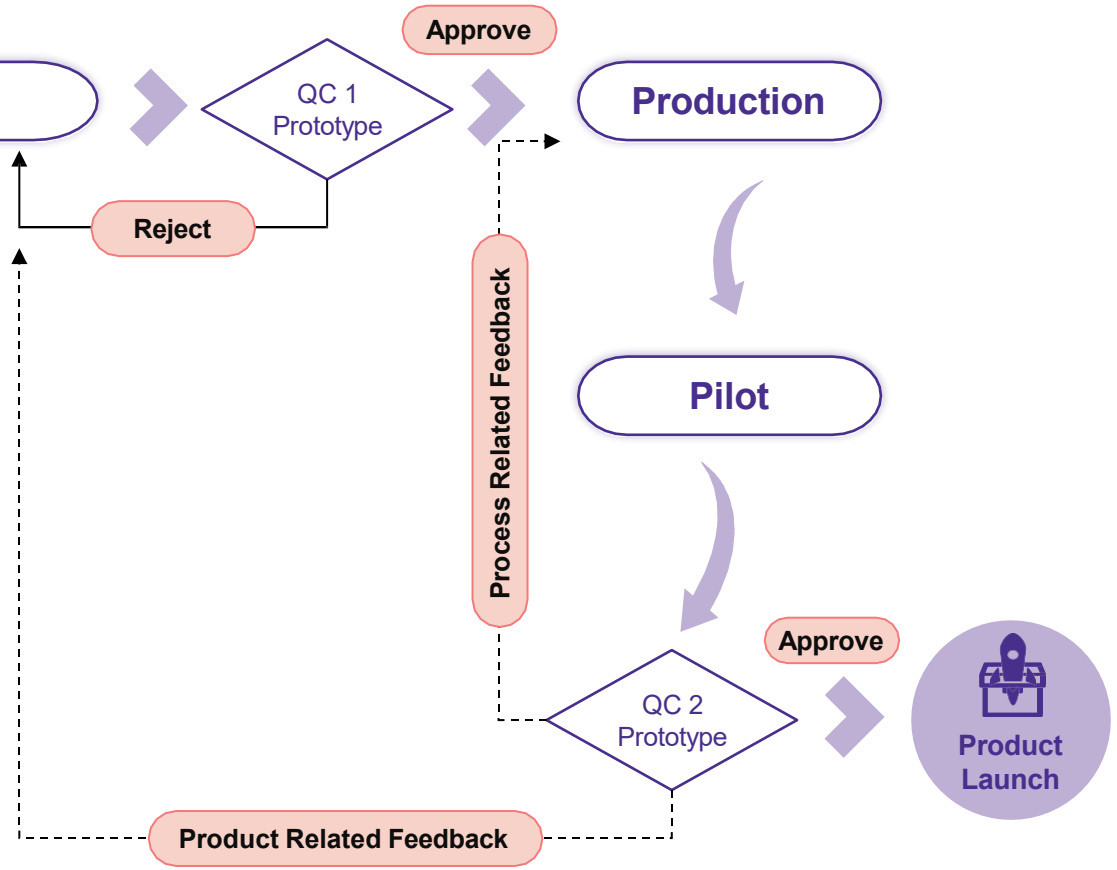
To introduce roll-packing technology for mattresses in India

Zense Range of SleepTech Products



Personalized Mattresses

Currently pilot testing a technology that leverages firmness customization techniques



Source: Redseer report.

Vertically Integrated Model

Reflects Wakefit Ability to Maintain Control over Every Stage of a Product Lifecycle

Structural Challenges	Changing consumer preferences and multiple design philosophies	Lack of product standardization and SKU complexity	Inconsistent quality, assembly variations and resource constraints	Storage constraints and fulfilment inefficiencies	Growing need for seamless transition across touchpoints	Limited brand stickiness and reliance on performance marketing
Wakefit Pillars	**Product Design**	**Engineering**	**Manufacturing**	**Logistics**	**Sales Channels**	**Brand**

Automated, High-Quality Manufacturing

Precision manufacturing enabled through robotic arms, roller belts, and the 'Every Part Every Interval' (EPEI) process to minimize wastage.

Facility I



Sonipat, Haryana

- Mattress
- Sofa

Built-up Area
1,21,040 Sq. ft

Facility II

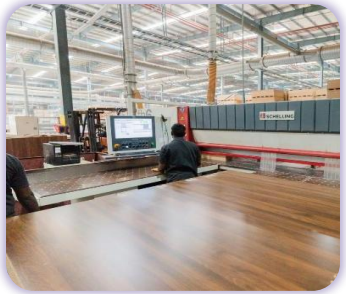


Bengaluru, Karnataka

- Fabrication
- R&D activities

Built-up Area
37,076 Sq. ft

Facility III



Bengaluru, Karnataka

- Accessories[1]

Built-up Area
70,725 Sq. ft

Facility IV



Hosur, Tamil Nadu

- Wood furniture[2]
- Sofa
- Chairs

Built-up Area
3,44,994 Sq. ft

Facility V



Hosur, Tamil Nadu

- Mattress

Built-up Area
1,25,000 Sq. ft

5
Manufacturing Facilities

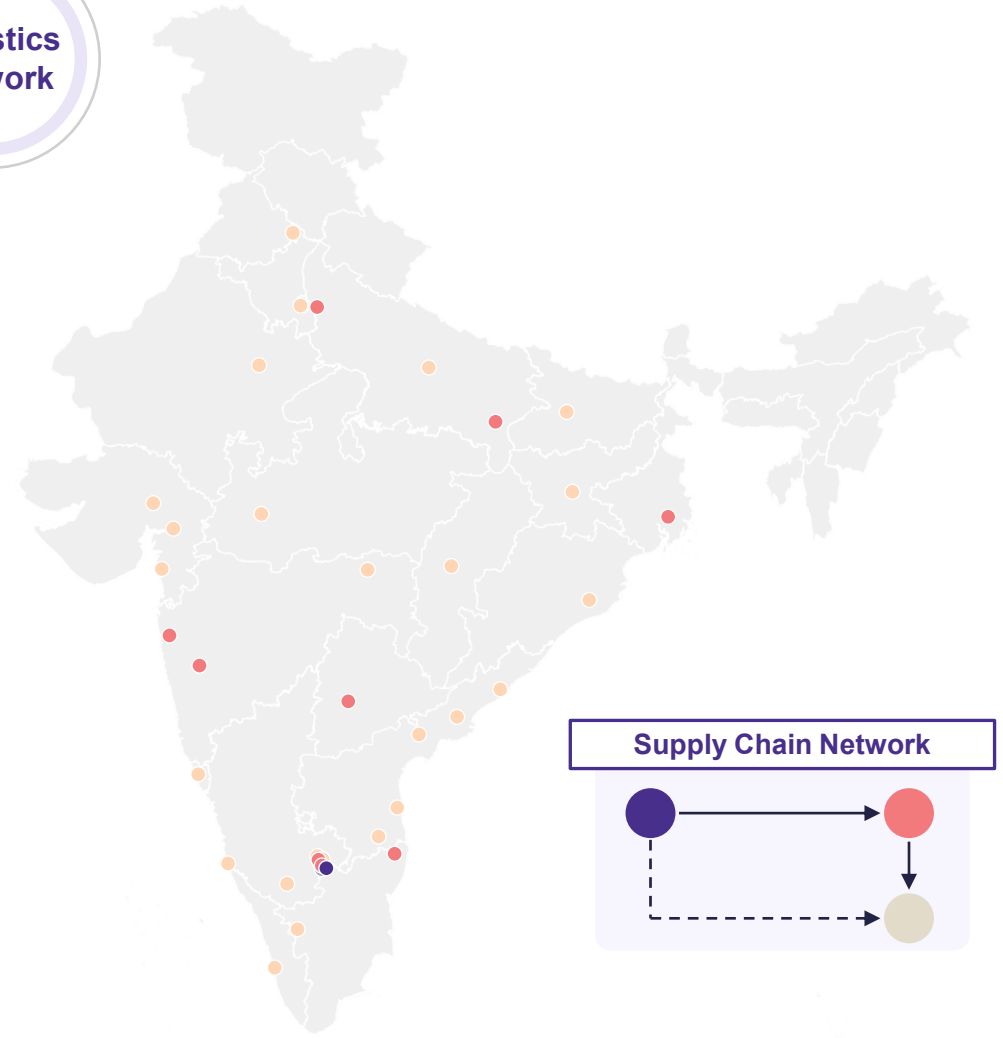
6.99 Lakh+
Total Built-up Area (sq. ft.)

Advanced Automation
Robotic Arms, Roller Belts, CNC, EPEI & more

Notes: 1. Including comforter, pillows, bedsheet, protectors, curtains, cushion, bean bag, décor items. 2. Includes engineered and solid wood furniture.

Optimized Logistics and Distribution Through a Well-structured Supply Chain Network

Logistics Network



1 **Mother Warehouse in Hosur (1.6 lakh sq. ft.)** – Serves as the primary inventory repository and main distribution point

10 **Inventory Holding Points (10,000 to 55,000 sq. ft.)** – Hold inventory for mattresses and marketplace-serviced categories

26 **Points of Delivery (800 to 5,600 sq. ft.)** – Act as transit hubs for last- mile deliveries and bases for furniture installers

As of 30th September 2026.

Map not to scale. All data, information, and maps are provided "as is" without warranty or any representation of accuracy, timeliness or completeness

A Seamless Omnichannel Customer Journey

Discovery & Exploration → In-store Product Trial → Discovery & Exploration → Comparison & Decision-Making → Purchase (Either Offline or Online) → Post Sales Service/ Review

Own Channels – 67% (FY26) | 71% (H1FY27)

COCO Stores

205 Active Stores

Experience Centres
Product Trials
Hands-on Experience



Website & App

Easy Navigation
3D / AR Experience
Measurement Guides
Rich Content



External Channels – 33% (FY26) | 29% (H1FY27)

MBOs

2,589 Stores across 787 cities
27 / 4 States / Uts
Diverse Range of Dealers
Additional Touchpoints for Customers

Marketplaces

Major E-commerce Platforms
Quick Commerce Platforms
Wider Reach & Convenience
Additional Touchpoints

amazon.in Flipkart

Operational Efficiency

Synchronizes inventory management across channels for consistent delivery timelines

Enhanced Customer Engagement

Integrates discovery, comparison and validation across channels

Strategic Growth Lever

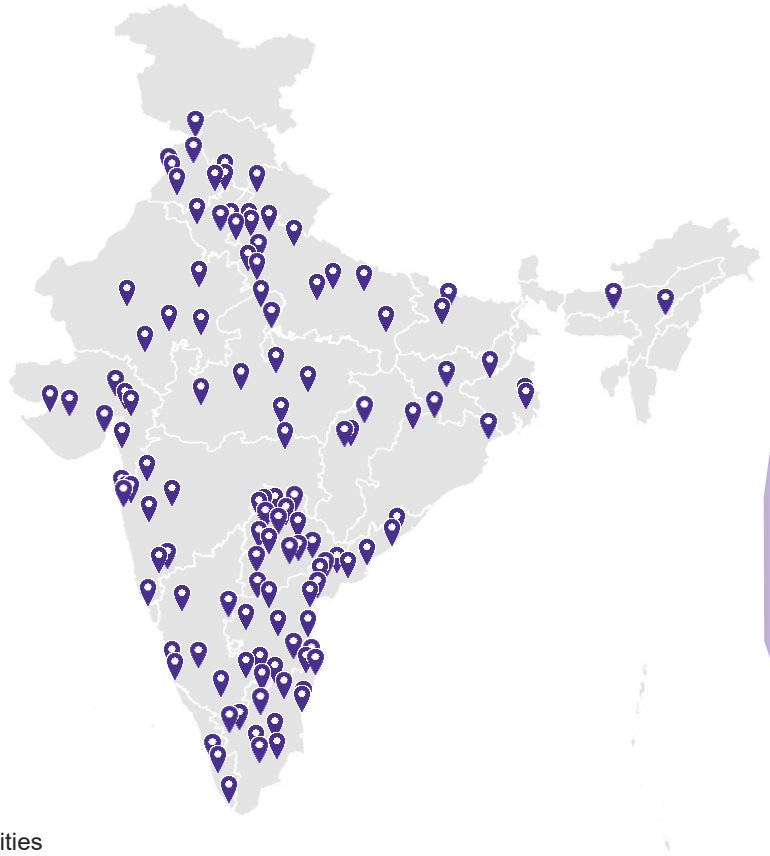
Expands reach and scale, enabling entry into adjacent categories

NOTE: The Brand Names and Logos mentioned are the property of their respective owners and are used here for identification purposes only, Operational Numbers as on 30th September 2026

Strategically Located COCO Store Network Provides a Branded Environment and Fosters a Deeper Connection with our Brand

205 COCO Stores

137 Cities | *22* States | *3* UT

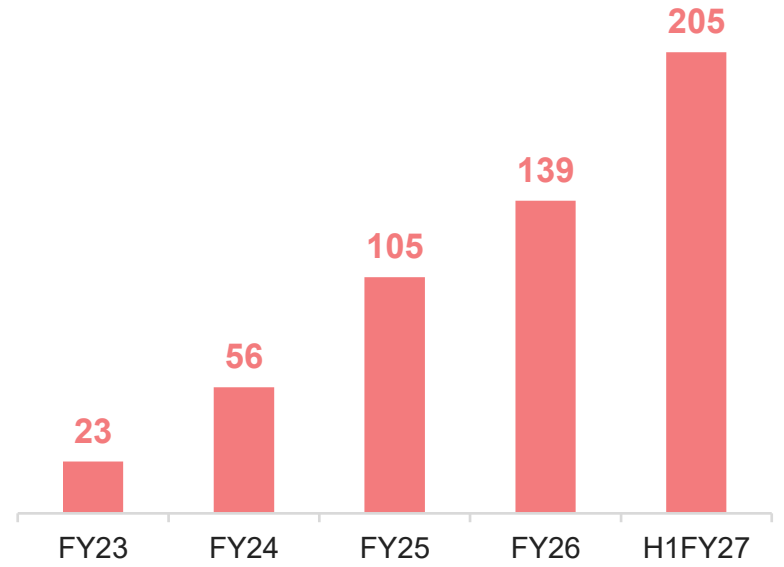


Direct Interaction
Increasing brand loyalty and driving higher conversion rates

Hands-on Experience
With the products through engagement with trained staff

Data-driven
Approach to identify locations with higher business potential

Higher AOV for COCO regular stores vs website









Notes: AOV: Average Order Value.
Map not to scale. All data, information, and maps are provided "as is" without warranty or any representation of accuracy, timeliness or completeness

Multi-faceted Marketing Approach Focusses on Building Enduring Relationships and Results in High Level of Customer Satisfaction

Significant Visibility and Engagement with a Disciplined Marketing Approach

Strong Customer Retention

Community Engagement

- ‘Sleep Internship’
- Great Indian Sleep Score

Marketing Campaigns

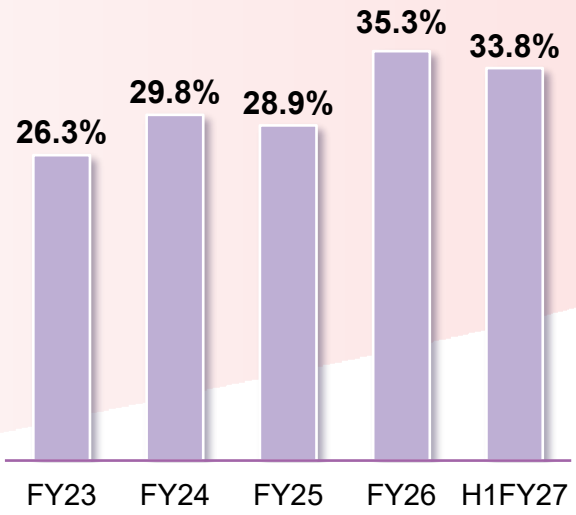
- ‘Andar ke bacche ko jagao’
- ‘Kumbhakaran
- ‘Gaddagiri’

Celebrity Collaborations

- Celebrity Collaborations
- Rashmika Mandanna
- Bobby Deol

Cultural Integration

- Strategic placements in topical media and advertising and alignment with current trends & cultural conversations



Repeat customer revenues as a % of revenues from operations

Major Global E-commerce Platform

- 4.3/5 Mattresses
- 4.1/5 Furniture
- 4.1/5 Furnishings

Major Homegrown E-commerce Platform

- 4.4/5 Mattresses
- 4.3/5 Furniture
- 4.3/5 Furnishings

Average Rating[2]

Notes: 1. In the home & furnishings space basis Redseer Report. 2. As of FY26.

Experienced Management Team

Promoters with Expertise & Strategic Vision



Ankit Garg
Chairman, CEO and Executive Director

15+ yrs Leverages expertise in R&D, new product development and customer insights. IIT Roorkee, Bayer Materials Science, J. B. Polymers.



Chaitanya Ramalingegowda
Executive Director

20+ yrs Drives marketing, growth strategies, customer experience and technological advancements. ISB Hyderabad, Cognizant , Zinnov.

Key Managerial Personnel

Parul Gupta
Chief Financial Officer
~20+ yrs · Syngene, Myntra, Jabong, Aircel and Airtel



Surbhi Sharma
Company Secretary & Compliance Officer
~7 yrs ·Ola Electric Mobility, BMP & Co. and Kerala Ayurveda



Senior Management

Nitesh Prakash
Senior Vice President – Home Interiors
~10+ yrs · Ola (ANI Technologies Pvt. Ltd)



Suman Yadav
Chief Human Resource Officer
~22 yrs ·Infosys BPM, Amazon



Board of Directors

Sakshi Vijay Chopra
Nominee Director
Peak XV Partners



Alok Chandra Misra
Independent Director
General Atlantic, WNS and Mphasis



Mukul Arora
Nominee Director
Elevation Capital (Light Ray Advisors)



Sudeep Nagar
Independent Director
Bluestone, Lodha Group and CSC



Gunender Kapur
Independent Director
Vishal Mega Mart



Sandhya Pottigari
Independent Director
GE Digital, Amazon and Siemens



Arindam Paul
Independent Director
Atomberg and Cognizant



Note: Promoters are also part of the Board of Directors. Freshmenu refers to Food Vista India Private Limited.

The Road Ahead

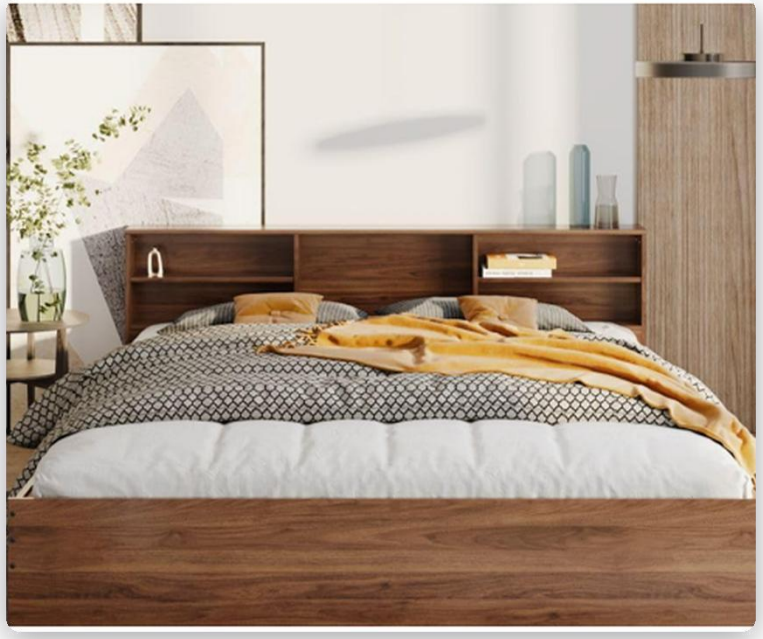
Aim to be the most loved home solutions company in India.

- **Strategic Expansion of COCO Stores and Enhance Website Sales**
- **Synergistic, Data-driven Product Category Expansion with a Focus on Scaling our Operations**
- **Continue to Develop, Invest and Increase Brand Salience and Brand Awareness**
- **Leverage Technology to Enhance Customer Experience and Drive Operational Efficiencies**
- **Increase Customer Lifetime Value**





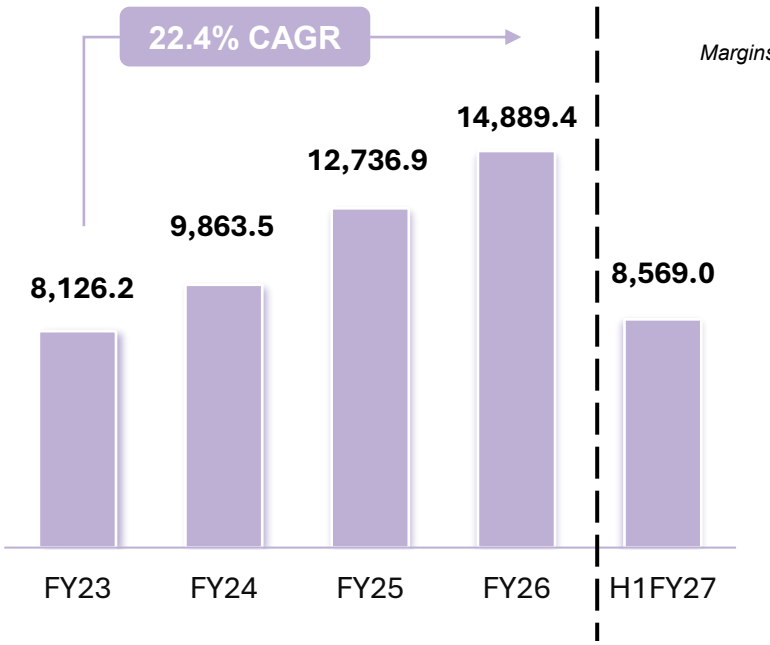




Appendices

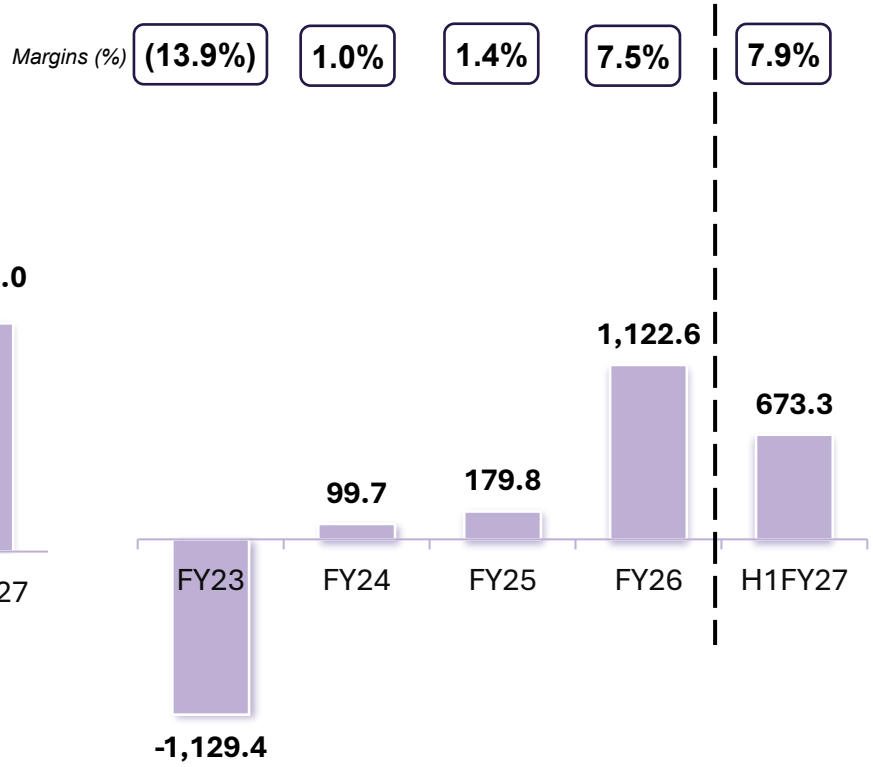
Track Record of Consistent Financial Growth

Revenue from Operations (INRmn)

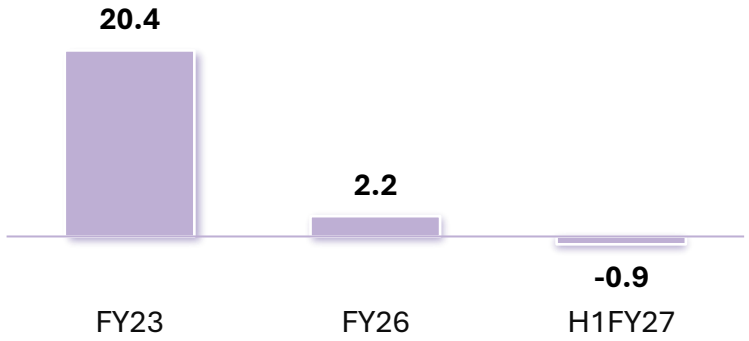


Revenue from Operations (INRmn)	FY23	FY26	CAGR[2]
Mattresses	5,159.8	9,138.7	20.9%
Furniture	1,951.1	4,357.5	30.7%
Furnishings	1,015.3	1,393.2	11.1%

Operating EBITDA[1] (INRmn) and Margins[1] (%)



Net Working Capital Days[3] (days)



*Notes: 1. Operating EBITDA represents EBITDA before considering Ind AS116 adjustments (lease), ESOP charges and other non operating or one time income & expenses. 2. FY23-26 CAGR. 3. Calculated as (Average Net working capital divided by Revenue from Operations)*365; Net working capital is calculated as Inventories plus Trade Receivables minus Trade Payables.*

Successful IPO Listing on NSE and BSE in Dec'25



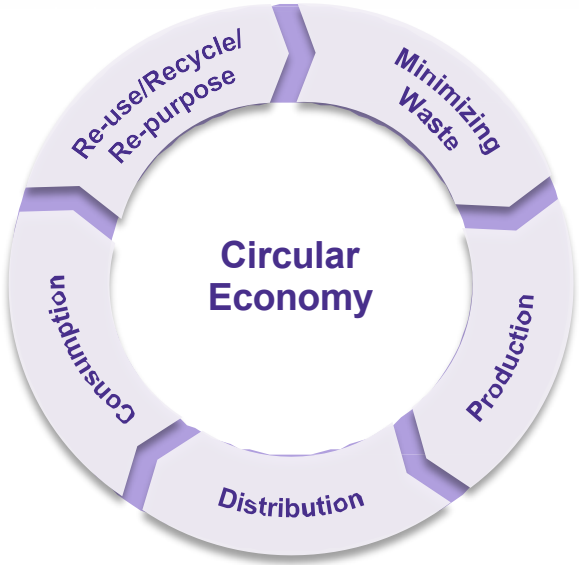
IPO Proceeds
INR 12,889 Mn

Primary Issuance	Offer for Sale (OFS)
INR 3,772 Mn	INR 9,117 Mn

- **INR 308.4 Mn** - Capital expenditure to be incurred by our Company for setting up of 117 new COCO – Regular Stores
- **INR 1,614.7 Mn** - Expenditure for lease, sub-lease rent and license fee payments for existing COCO – Regular Stores
- **INR 154.1 Mn** - Capital expenditure to be incurred by for purchase of new equipment and machinery
- **INR 1,084.0 Mn** - Marketing and advertising expenses
- **INR 330.7 Mn** - General Corporate Purposes

Focus on Environmental, Social and Governance ("ESG") Principles

Environmental Development and Sustainability

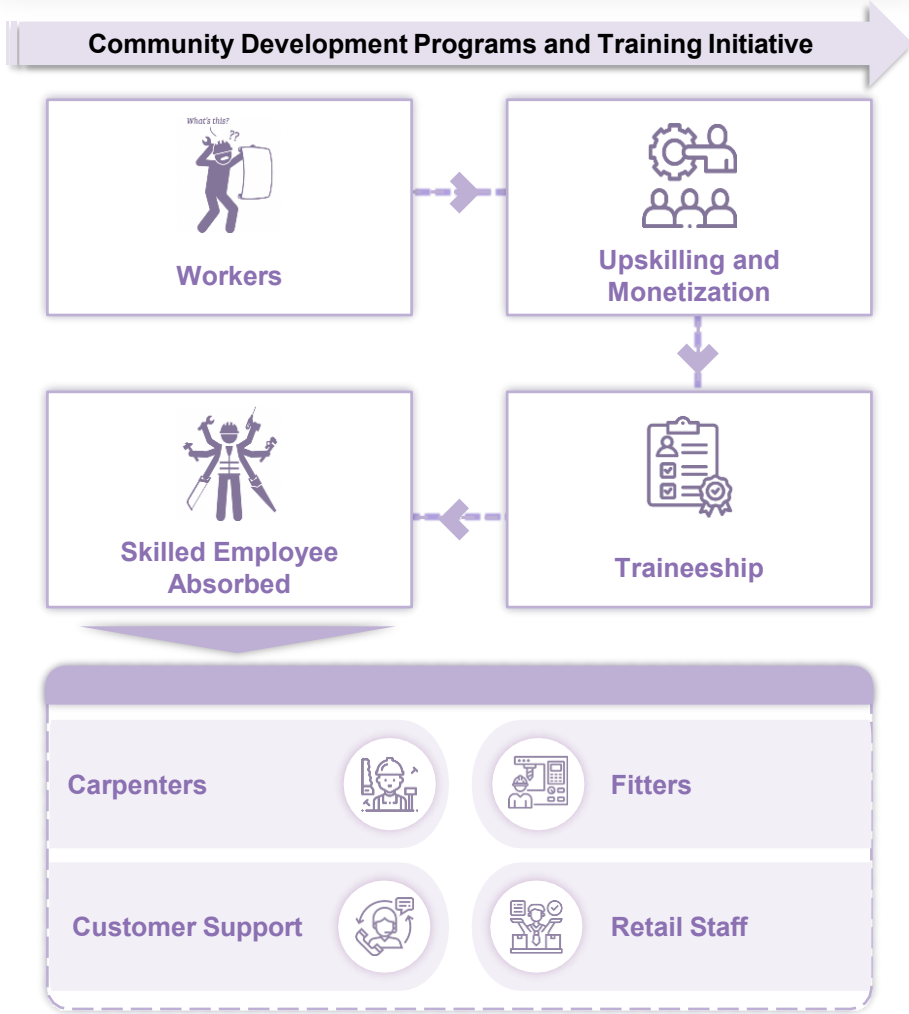


Repurpose Sawdust into fuel briquettes for industrial boilers and hotels

Minimize Waste through PU rollers, 3-ply cardboard packaging and reusable covers

Minimize Packaging Material usage through roll-pack and flat-pack designs

Inclusive Growth Through Wakefit Gurukul



Prioritize Good Governance Practices

Employee Welfare

- ESOPs irrespective of designation
- Diverse programs and engagement initiatives
- Healthy and supportive work environment

Compliance and Quality Assurance

- ISO 9001:2015 and ISO/IEC 27001:2022 certification
- Robust firewalls, intrusion detection and security audits
- Testing raw materials, in-process checks

Notes: PU: Polyurethane.

Balance Sheet

Assets (INRmn)	FY23	FY24	FY25	FY26	H1FY27
Property, plant and equipment	1,559.3	1,635.6	1,652.0	1,493.3	1,704.1
Capital work-in-progress	34.7	21.4	7.4	16.6	194.4
Right-of-use assets	1,325.6	1,652.3	2,493.1	2,386.5	2,936.4
Intangible assets	11.2	5.8	9.1	11.3	8.7
Financial assets	1,039.8	129.9	890.4	3,516.7	2,002.7
Income tax assets (net)	34.2	49.3	36.2	61.3	32.1
Deferred tax assets (net)	0.0	0.0	0.0	1034.4	889.3
Other non-current assets	57.4	47.5	44.6	63.3	68.0
Total Non-current Assets	**4,062.2**	**3,541.8**	**5,132.8**	**8,583.4**	**7,835.6**
Inventories	1,155.9	1,306.8	1,636.3	1,975.5	3,252.2
Investments	315.0	1,384.2	512.5	799.4	1,003.6
Trade receivables	168.3	280.9	58.6	22.0	31.8
Cash and cash equivalents	615.2	36.3	71.2	884.9	283.8
Bank balances other than cash and cash equivalents	1,116.4	135.9	30.8	1,543.6	942.8
Other financial assets	55.4	2,378.8	2,902.5	3,403.3	5,614.4
Other current assets	429.7	218.3	162.9	299.9	505.0
Total Current Assets	**3,855.9**	**5,741.2**	**5,374.8**	**8,928.6**	**11,633.7**
Assets held for sale	0.0	0.0	0.0	0.0	0.0
Total Assets	**7,918.1**	**9,283.0**	**10,507.6**	**17,512.0**	**19,469.2**

Liabilities (INRmn)	FY23	FY24	FY25	FY26	H1FY27
Equity share capital	10.1	10.3	10.5	330.0	331.7
Instruments entirely equity in nature	170.8	192.5	192.5	0.0	0.0
Other equity	4,869.9	5,233.3	5,002.7	10,988.2	11,403.7
Total Equity	**5,050.8**	**5,436.1**	**5,205.7**	**11,318.2**	**11,735.4**
Lease liability	1,134.6	1,376.3	2,023.4	1,909.6	2,423.5
Provisions	13.3	75.8	84.6	89.2	94.5
Total Non-current Liabilities	**1,147.9**	**1,452.1**	**2,108.0**	**1,998.8**	**2,518.0**
Borrowings	0.0	73.6	0.0	0.0	
Lease liability	304.7	449.1	709.9	809.2	897.7
Trade payables	1,095.2	1,444.2	1,570.1	1,940.6	3,325.6
Other financial liabilities	25.0	96.5	180.0	509.6	273.2
Other current liabilities	223.4	272.6	653.1	809.7	599.1
Provisions	71.0	58.8	80.8	126.0	120.3
Total Current Liabilities	**1,719.3**	**2,394.8**	**3,193.9**	**4,195.0**	**5,215.8**
Total Liabilities	**2,867.2**	**3,846.9**	**5,301.9**	**6,193.8**	**7,733.8**
Total Equity and Liabilities	**7,918.0**	**9,283.0**	**10,507.6**	**17,512.0**	**19,469.2**

Cashflow Statement

Particulars (INR Mn)	Mar-25	Mar-26	Sept- 26
Net Profit Before Tax	**-350.0**	**911.0**	**628.5**
Adjustments for: Non -Cash Items / Other Investment or Financial Items	1,100.4	997.2	473.2
Operating profit before working capital changes	**750.4**	**1,908.3**	**1,101.7**
Changes in working capital	-1.3	558.4	-644.1
Cash generated from Operations	**749.1**	**2,466.7**	**457.6**
Direct taxes paid (net of refund)	13.1	-21.4	-69.2
Net Cash from Operating Activities	**762.2**	**2,445.3**	**388.4**
Net Cash from Investing Activities	**-21.1**	**-4,986.7**	**-551.2**
Net Cash from Financing Activities	**-706.2**	**3,355.1**	**-438.3**
Net Decrease in Cash and Cash equivalents	34.9	813.7	-601.0
Add: Cash & Cash equivalents at the beginning of the period	36.3	71.2	884.9
Cash & Cash equivalents at the end of the period	**71.2**	**884.9**	**283.8**

Key Performance Indicators

Particulars	FY23	FY24	FY25	FY26
Revenue from Operations (INRmn)	8,126.2	9,863.5	12,736.9	14,889.4
Revenue from Operations Growth	28%	21%	29%	17%
Reported EBITDA	(931.4)	348.7	591.0	1,819.6
% Margin	(11%)	4%	5%	12%
Profit After Tax (INRmn)	(1,456.8)	(150.5)	(350.0)	1,891.8
Profit After Tax % Margin	(18%)	(2%)	(3%)	13%
Return on Net Worth %	(29%)	(3%)	(7%)	16.71%
Return on Capital Employed	(21%)	0%	(1%)	8.49%
Net working capital days	20.4	6.9	3.8	2.2
Revenue by category (INRmn)				
Mattresses	5,159.8	5,675.2	7,813.7	9,138.7
Furniture	1,951.1	3,012.2	3,516.9	4,357.5
Furnishings	1,015.3	1,176.2	1,406.3	1,393.2
Total	8,126.2	9,863.5	12,736.9	14,889.4
Volume (mn units)				
Mattresses	5,68,443	5,94,040	7,93,348	9,15,402
Furniture	1,78,488	2,82,681	3,51,492	4,20,001
Furnishings	11,73,453	14,00,491	14,55,037	15,65,972
Total	19,20,384	22,77,212	25,99,877	29,01,375
COCO Stores	23	56	105	139

*Return on Capital Employed is calculated as (Earnings before interest and taxes("EBIT") divided by capital employed) *100*

Capital Employed is calculated as the sum of total equity, current borrowings, current lease liabilities, non-current borrowings, non-current lease liabilities.

*Net working capital days is calculated as (Average Net working capital divided by Revenue from operations)*365..*

Return on Net Worth (%) is computed as profit/(loss) for the period/year divided by Net Worth as at the end of the period/year. Net Worth means the aggregate value of the paid-up share capital and all reserves created out of the profits and securities premium account and debit or credit balance of profit and loss account, after deducting the aggregate value of the accumulated losses, deferred expenditure and miscellaneous expenditure not written off, as per the restated statement of assets and liabilities, but does not include reserves created out of revaluation of assets, write-back of depreciation and amalgamation. Further, Net Worth has been computed as a sum of equity share capital, instruments entirely equity in nature and other equity as of the end of the period/year.







Product Portfolio

Mattresses Portfolio

Memory Foam and ShapeSense Mattresses



Eco Latex Mattress



Xpert Grid Mattress



Dual Comfort Mattress



Rollup Mattress



Foldable Mattress



Notes: Product catalogue not exhaustive

Furniture Portfolio



Sofas



Engineered Wood Beds



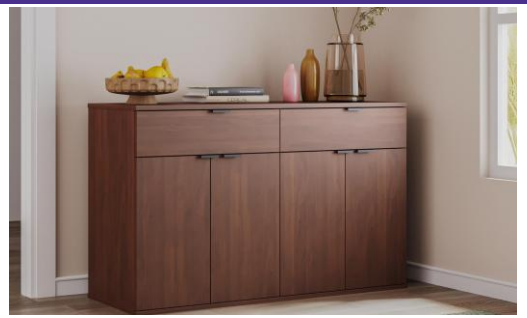
Natural Wood Beds



Chair and Seating



Dining Furniture



Engineered Wood Cabinet



Engineering Wood Wardrobe



Solid Wood Shelf



Solid Wood Wardrobe



Engineered Wood TV Unit



Solid Wood TV Unit



Solid Wood Coffee Table

Notes: Product catalogue not exhaustive

Furnishings Portfolio



Cushions



Pillows



Bathrobe



Carpet



Curtains



Mat



Rug



Runner



Towels



Yoga Mat



Home Decor



Lightings

Notes: Product catalogue not exhaustive

Thank You

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Investor Relations Advisors

Strategic Growth Advisors Pvt Ltd.
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