Q1FY27 Financial & Business Update

Revenue Grows 52.1% YoY to Rs. 32.6 Cr; PAT Rises 75.7% YoY to Rs. 3.8 Cr in Q1FY27

New Delhi, India, 14th Aug 2026: Womancart Limited, a women-focused lifestyle commerce platform offering fashion, beauty, wellness and everyday essentials, has announced its **Q1FY27 Financials Results**. During the quarter, the Company continued to strengthen its technology-led quick-commerce proposition, expand its product portfolio, onboard global brands and deepen its presence across emerging lifestyle categories.

FINANCIAL PERFORMANCE

Q1FY27

Revenue	EBITDA	PAT
Rs. 3,256 lakhs	Rs. 647 lakhs	Rs. 375 lakhs
⬆ 52.1 % YoY	⬆ 39.9 % YoY	⬆ 75.7 % YoY

FINANCIAL HIGHLIGHTS

- **Revenue stood at ₹3,256 lakh in Q1FY27, registering 52.1% YoY growth**, supported by higher order volumes, an expanded product portfolio and increasing customer engagement across categories.
- **EBITDA stood at ₹647 lakh, with an EBITDA margin of 19.9%**, reflecting the benefits of operating scale while the Company continued to invest in customer acquisition, technology and infrastructure.
- **PAT stood at ₹375 lakh, with a PAT margin of 11.5%**, demonstrating continued profitability while investing for future growth.
- The Company continues to focus on **improving the contribution of owned brands**, which offer stronger unit economics and greater control over pricing, inventory and customer experience.
- The Company remains focused on balancing **top-line growth through marquee brands and marketplace reach with margin expansion through its growing portfolio of in-house brands.**

STRATEGIC & BUSINESS UPDATES

1. Technology-Led Quick Delivery Platform

- Womancart has introduced a technology-driven Quick Delivery Platform to enhance customer experience through faster deliveries and complete order visibility.
- The platform incorporates real-time GPS tracking, allowing customers to monitor the live movement of their orders on a map from dispatch until delivery.
- Customers receive live order-status updates including Order Confirmed, On the Way and Delivered, along with a dynamic Estimated Time of Arrival (ETA) based on the delivery partner's live location.

- The technology-led system is currently enabled for Womancart's 2-hour delivery proposition across Delhi NCR and Jaipur, with the Company evaluating further expansion based on customer response, operational performance and infrastructure readiness.
- The initiative is expected to improve delivery transparency, operational efficiency, convenience and customer trust, further strengthening Womancart's quick-commerce proposition.

2. Expanding Global Beauty Portfolio with Leading International Brands

- Womancart has expanded its beauty portfolio through the onboarding of **CeraVe**, a globally recognised skincare brand, and **The Face Shop**, a leading K-beauty brand.
- The addition of international brands strengthens Womancart's presence in **premium skincare and K-beauty**, two categories witnessing increasing consumer interest.
- The Company is actively working on onboarding **additional global brands**, with further names expected to be added to the platform over the coming period.
- The strategy is aimed at **expanding the addressable customer base, improving product assortment and increasing customer engagement and basket value**.
- Womancart intends to continue adding recognised international and Indian brands, strengthening its position as a preferred platform for **premium and aspirational brands**.

3. Strengthening Wellness Offering Through Just Organik

- Womancart has entered a strategic collaboration with Just Organik, expanding its presence in the growing health, wellness and organic food segment.
- Customers can access a broad range of organic products, including grains, pulses, flours, spices, natural sweeteners, cold-pressed oils, superfoods, herbal supplements and wellness essentials.
- The Company plans to integrate eligible Just Organik products with its 2-hour delivery service across Delhi NCR, further improving convenience for customers purchasing everyday wellness and grocery essentials.
- The initiative supports Womancart's transition from a category-focused platform towards a multi-category lifestyle commerce destination spanning fashion, beauty, wellness, home essentials, kitchenware and daily lifestyle products.
- The expansion into wellness is expected to support higher purchase frequency, stronger customer retention and greater customer engagement by addressing recurring consumer needs.

4. “Try & Buy at Home” – Bridging Online Convenience with Physical Retail

- Womancart has launched its “Try & Buy at Home” service across Delhi NCR, enabling customers to experience selected products at home before making their final purchase decision.
- Customers can browse products digitally, have them delivered to their doorstep, evaluate fit, style, colour, comfort and suitability, and purchase only the products they wish to retain.

- The service is currently available across selected categories including Clothing & Fashion Wear, Jewellery, Suits & Ethnic Wear, Footwear, Nightwear, Bedsheets and Home Decor.
- The initiative directly addresses a key challenge in online shopping by providing customers with greater confidence before purchase.
- Womancart believes the service can help reduce purchase hesitation, improve customer trust and strengthen customer engagement, while combining the convenience of digital commerce with the experience of physical retail.

Commenting on the Business Performance, Mr. Madhu Sudan Pahwa, Managing Director, said:

"The Company continues to witness strong growth momentum, with our business expanding across categories and customer segments. A key highlight is the significant growth in our own-brand portfolio, with own brands now contributing approximately 51% of our business, compared with the previous year. This increasing contribution from own brands is expected to strengthen margins and create greater value for the Company.

At the same time, we are witnessing significant technological and operational advancements, which are helping us improve customer experience, fulfilment capabilities and overall business efficiency.

Our business is also seasonal in nature, and we are now entering the most important 8–9 months of the year, driven by the festive, wedding and peak consumption periods. With stronger own brands, a wider product portfolio, enhanced technology and improving operational capabilities, we believe the coming months present a significant opportunity for higher sales and revenue generation.

Overall, we remain confident about maintaining our growth momentum and creating sustainable value for our shareholders.

Disclaimer: Certain statements in this document that are not historical facts are forward-looking statements. Such forward-looking statements are subject to certain risks and uncertainties like government actions, local, political or economic developments, technological risks, and many other factors that could cause actual results to differ materially from those contemplated by the relevant forward-looking statements. The Company will not be in any way responsible for any action taken based on such statements and undertakes no obligation to publicly update these forward-looking statements to reflect subsequent events or circumstances

For further details, please contact:

Company's Contact
Email: *info@womancart.in*

Ms. Prayasi Patel (Go India Advisors)
Email: prayasi@goindiaadvisors.com
Ms. Khushbu Singhania (Go India Advisors)
Email: khushbu@goindiaadvisors.com