Date: August 06, 2026

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

BSE Scrip Code: 544642

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

NSE Scrip Symbol: WAKEFIT

Subject: Investor Presentation for the quarter ended June 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 ended June 30, 2026.

This 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: 2026.08.06 21:22:42 +05'30'

Surbhi Sharma
Company Secretary and Compliance Officer
Membership Number: A57349

Enclosure as above

wakefit

Investor Presentation

Wakefit Innovations Limited
August 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.

This Presentation has been prepared by the Company based on information and data which the Company considers reliable, but the Company makes no representation or warranty, express or implied, whatsoever, and no reliance shall be placed on, the truth, accuracy, completeness, fairness and reasonableness of the contents of this Presentation. This Presentation may not be all inclusive and may not contain all of the information that you may consider material. Any liability in respect of the contents of, or any omission from, this Presentation is expressly excluded.

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

Furnishing

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

Digital first D2C brand	Rapid omnichannel expansion	Vertically-integrated operations
Built on technology, data and consumer insights	Strong presence across online and offline touchpoints	Backed by in-house manufacturing and research led products

Several Points of Sale

Wakefit.co.in - Company Website

165 COCO Stores – 100 cities in 22 states

2,250 MBO Stores – Across 701 towns/cities

Presence Across Leading Online Marketplaces

As on 30th June 2026

Financial Performance

	FY26 (INR Mn)				Q1FY27 (INR Mn)			
	14,889	**1,123 (7.5%)**	**911 (6.1%)**	**1,892 (12.7%)**	**4,049**	**368 (9.1%)**	**363 (9.0%)**	**234 (5.8%)**
	Revenue from operations	Operating EBITDA [3] (% margin)	PBT after exceptional items (% margin)	PAT [4] (% margin)	Revenue from operations	Operating EBITDA [3] (% margin)	PBT after exceptional items (% margin)	PAT (% margin)

Source: Redseer Report. Note MBOs: Multi-branded Outlets. 1. In the home & furnishings market in India among organized peers basis Redseer report. 2. In terms of revenue from operations in Fiscal 2024 basis Redseer report. 3. Operating EBITDA represents EBITDA before considering Ind AS116 adjustments (lease), ESOP charges and other non operating or one time income & expenses. 4 FY26 PAT is after the impact of Deferred Tax Asset of INR 980.7 mn



Quarterly Overview

Management commentary (1/2)

Ankit Garg
Chairman, CEO & Executive Director

"We are pleased to begin FY27 on a strong note, delivering Revenue from Operations of INR 4,049.1 mn, up 16.6% YoY. Reported EBITDA (excluding Other Income) increased to INR 564.0 mn, with the EBITDA margin improving to 13.9%. Profit Before Tax rose to INR 363.1 mn, an increase of 85.1% YoY, while Profit After Tax for the quarter stood at INR 233.8 mn, registering a YoY increase of 19.2%. Repeat customers contributed 36.7% of our revenue during the quarter, reflecting the strength of our customer relationships and the trust we have built across our product categories.

Our mattress business continued to deliver strong momentum, growing 27.3% YoY. As we continue to expand our offline footprint, we see significant opportunities to drive cross-selling across mattresses, furniture and furnishings. While mattresses will remain our stable growth and cash-generation engine, we expect the contribution from furniture and furnishing to increase meaningfully over the next three to four years, expanding our addressable market and enhancing customer lifetime value.

I would like to express my sincere appreciation to the entire Wakefit team for their commitment and relentless execution, which have been instrumental in delivering another strong quarter. Their dedication and hard work continue to be the driving force behind our long-term growth and success."

Management commentary (2/2)

Chaitanya Ramalingegowda
Executive Director

"The quarter was marked by significant volatility in raw material prices following the Middle East situation, particularly across key mattress category inputs such as Polyol and TDI. The Middle East situation also impacted supply chain costs across the other categories. We responded through calibrated pricing actions to mitigate the impact of higher input costs while continuing to execute on our strategic priorities. The full impact of increased raw material cost will reflect in H1FY'27.

Our retail expansion strategy continued to make strong progress during the quarter, with the addition of 27 COCO stores, taking our network to 165 active stores, compared to 42 store additions during the entire FY26. Our MBO network also expanded to 2,250 stores across 701 cities, further strengthening our reach and enhancing customer accessibility. We remain on track to add nearly 80 COCO stores during FY27. Our expanding retail footprint is enhancing brand salience and customer confidence, encouraging greater engagement across channels and supporting online purchases.

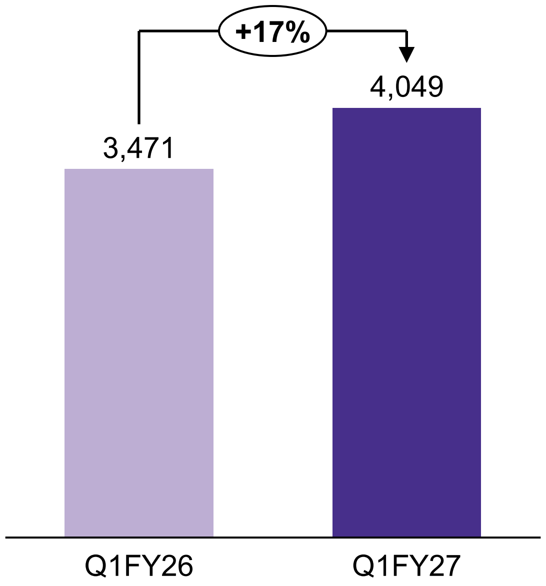
Our planned FY27 capex of around INR 1,000-1,200 mn remains on track, with approximately 80% allocated towards retail expansion, particularly our jumbo store format, and the remaining 20% towards manufacturing automation and other regular business upgrades. These investments will support the next phase of our retail expansion while further strengthening our manufacturing capabilities.

Looking ahead, we remain focused on the disciplined execution of our expansion strategy, positioning us well to continue investing in long-term growth and further strengthening our presence across mattresses, furniture, and furnishings."

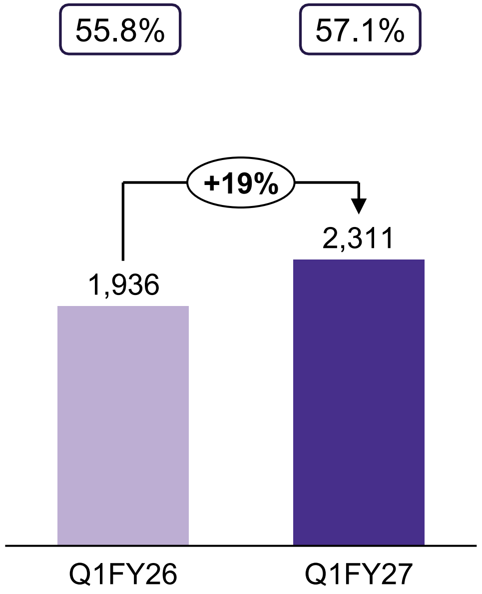
Key Highlights

INR mn *Margins (%)*

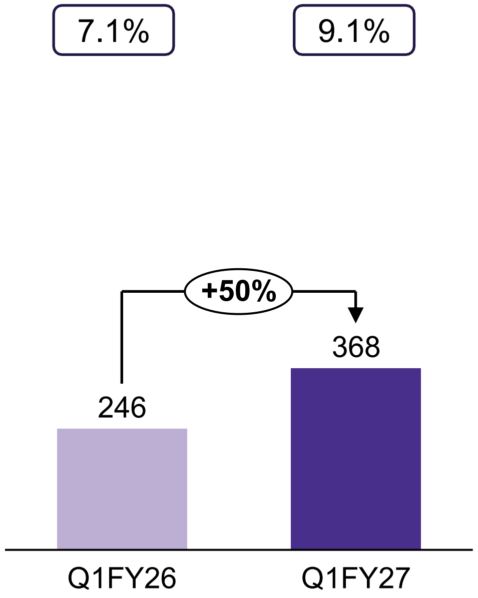
Revenue from Operations



Gross Profit & Margins (%)



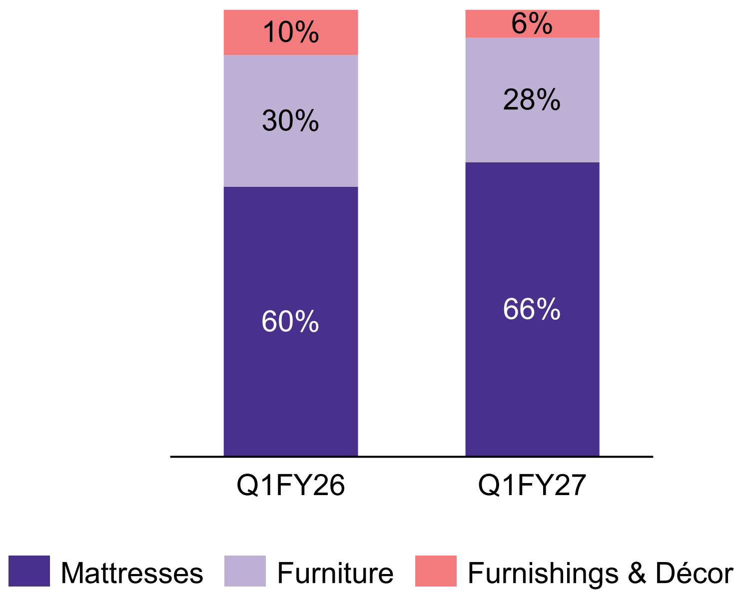
Operating EBITDA & Margins[1] (%)



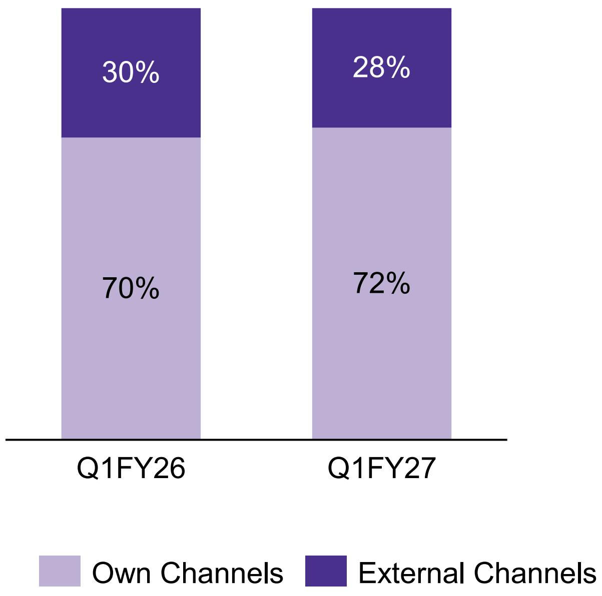
1.Operating EBITDA represents EBITDA before considering Ind AS116 adjustments (lease), ESOP charges and other non-operating or one time income & expenses,

Sales Mix

Category-wise



Channel-wise



Profit and Loss Statement

Particulars (INRmn)	Q1FY27	Q1FY26	YoY	FY26
Revenue from Operations	**4,049.1**	**3,471.2**	**16.6%**	**14,889.4**
Cost of goods sold	1,738.2	1,535.1		6,587.8
Gross Margin	**2,310.9**	**1,936.2**	**19.4%**	**8,301.7**
% Margin	***57.1%***	***55.8%***		***55.8%***
Employee benefit expenses	473.6	375.8		1,662.0
Other Expenses	1,273.3	1,110.1		4,820.1
Reported EBITDA (excl.Other Income)	**564.0**	**450.4**	**25.2%**	**1,819.6**
% Margin	***13.9%***	***13.0%***		***12.2%***
Other Income	156.2	77.2		454.3
Reported IndAS EBITDA (incl.Other Income)	**720.2**	**527.6**	**36.5%**	**2,273.9**
Depreciation and amortisation expense	283.3	256.7		1,044.5
EBIT	**436.9**	**270.9**	**61.3%**	**1,229.3**
% Margin	***10.8%***	***7.8%***		***8.3%***
Finance Cost	73.9	74.7		280.7
Profit before Tax before exceptional item	**363.1**	**196.2**	**85.1%**	**948.6**
% Margin	***9.0%***	***5.7%***		***6.4%***
Exceptional Items #	0.0	0.0		37.6
Profit before Tax after exceptional item	**363.1**	**196.2**	**85.1%**	**911.0**
% Margin	***9.0%***	***5.7%***		***6.1%***
Tax	**129.2**	**0.0**		**-980.7**
Current Tax	56.2	0.0		0.0
Deferred Tax	73.0	0.0		-980.7
Profit After Tax	**233.8**	**196.2**	**19.2%**	**1,891.8**
% Margin	***5.8%***	***5.7%***		***12.7%***
PAT (Excluding Deferred Tax)	**306.8**	**196.2**	**56.4%**	**911.0**
% PAT (Excluding Deferred Tax) Margin	***7.6%***	***5.7%***		***6.1%***
Operating EBITDA	**368.3**	**246.0**	**49.7%**	**1,122.6**
% Margin	***9.1%***	***7.1%***		***7.5%***

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

- In Q1 FY27, the Company reported Revenue from Operations of **INR 4,049.1 mn**, registering a YoY growth of **16.6%**, backed by healthy demand during the quarter.
- Gross Profit for Q1FY27 stood at **INR 2,310.9 million (57.1% margin)** as compared to **INR 1,936.2 million (55.8%) in Q1FY26**. Uptick in gross margins is also driven by price hikes implemented to offset the sharp increase in Polyol and TDI prices following supply disruptions caused by the Middle East conflict.
- Advertisement and marketing investments remained in line with the previous quarter and our earlier guidance, at 7.6% of Revenue from Operations
- The total ESOP expenses for Q1FY27 stood at **INR 6.1 mn**
- The Company recognised a deferred tax charge of **INR 73.0 mn** during the quarter, as against a deferred tax income of **INR 980.7 mn** in the previous quarter - movement of INR 1,054 mn. 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) a lower quantum of DTA unwind on carried-forward losses this quarter compared to the preceding quarter, when the Company had recognised a one-time larger deferred tax asset following improved visibility on future taxable profits. ***This is a non-cash, accounting-driven movement and does not impact the Company's cash tax outflow or underlying operating profitability.***
- Excluding these deferred tax movements, **PAT for the quarter was 306.8 mn (7.6% of Operating Revenue)**, up by 0.7% QoQ and 1.9% YoY, reflecting the underlying operating performance of the business
- As on 30-June-26, the Company had **165 active COCO stores**. During the quarter the Company added **27 new stores**.
- Retail Channel growth (Q1FY27): **20.5%**

 # increase in gratuity liability arising out of past service cost and increase in leave liability on account for changes in Labour laws, In accordance with IndAS 12, the Company recognized Deferred Tax Assets charge of INR 980.7 mn under tax expense in Q4FY26.

EBITDA Walk

Particulars (INR mn)	Q1FY27	Q1FY26	FY26
Reported EBITDA (a)	**564.0**	**450.4**	**1,819.6**
Share based payment expense (b)	6.1	3.5	33.0
Ind AS Adjustment (Rent) (c)	209.6	198.8	803.6
Other Non Operating Expense / (Income) (d)	7.8	-9.1	63.5
One Time Costs			
IPO Expense (e)	0.0	0.0	10.1
Others (f)	0.0	0.0	0.0
Operating EBITDA (a + b - c + d + e + f)	**368.3**	**246.0**	**1,122.6**

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[1,2]

in the home and furnishings segment in India

Wakefit is the **Largest Player** in terms of online revenue from mattresses[7]

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

Top-Rated Player

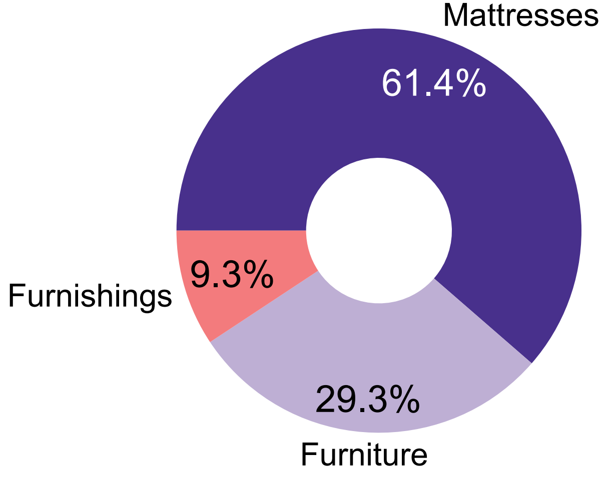
Across the top two horizontal online marketplaces[6]

.. Catering to a large opportunity

	TAM in US$ Bn[3]	Segment Share[4]	CAGR[5] Online TAM	CAGR[5] 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 (FY26)



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

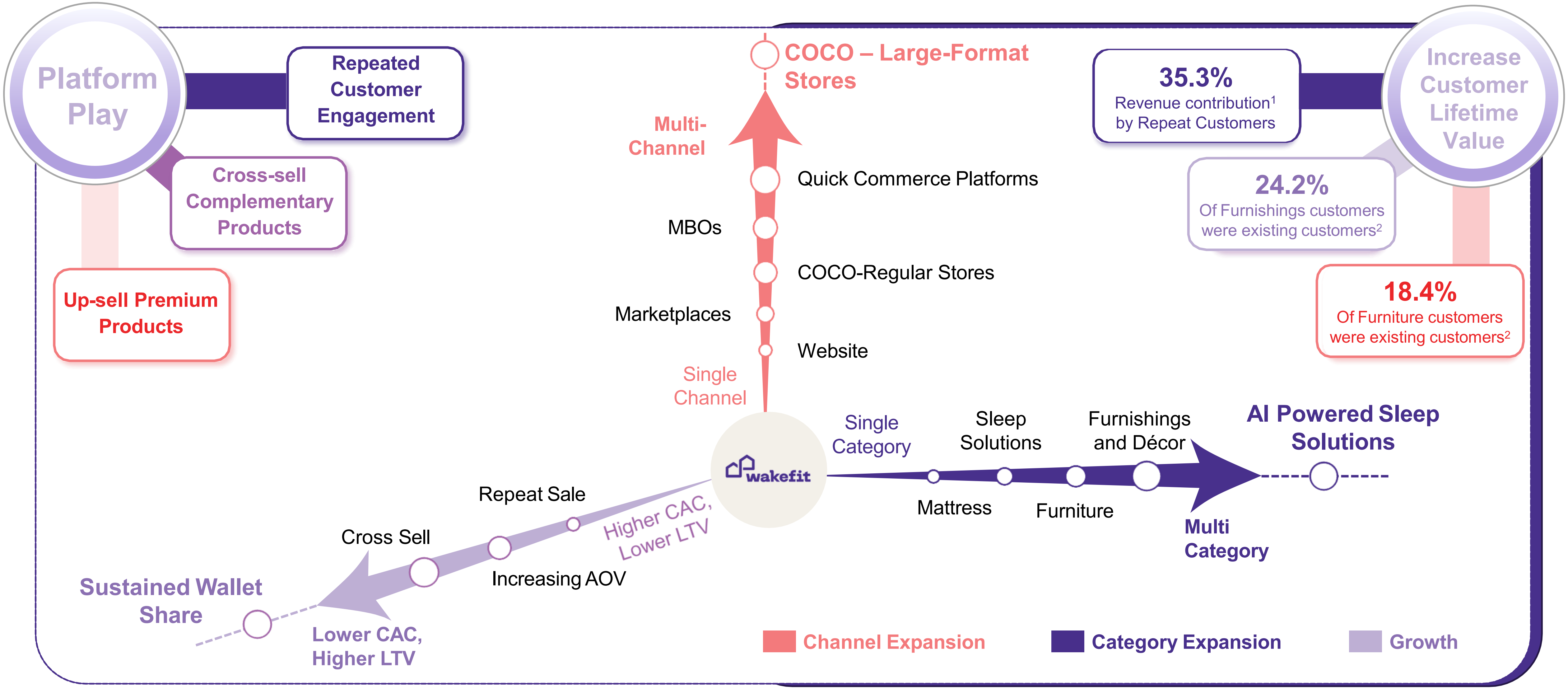
Business model with a track record of delivering financial growth

Source: Redseer Report.

Notes: 1.Note MBOs: Multi-branded Outlets. 2. In the home & furnishings market in India among organized peers basis Redseer report. 2. In terms of revenue from operations in Fiscal 2024 basis Redseer report. 3. CY24 TAM. . 4 Segment share of the CY2024 India home and furnishings market. 5. CY24-30 CAGR . 6. In the home and furnishings market across SKUs in the mattress. 7. 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. 2. Existing customers of other categories in FY26.

Core Focus on Product Innovation and New Product Development

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

Conceptualisation → Engineering → Prototyping → QC 1 Prototype

QC 1 Prototype: Approve → Production; Reject → Prototyping

Production → Pilot → QC 2 Prototype

QC 2 Prototype: Approve → Product Launch

Process Related Feedback

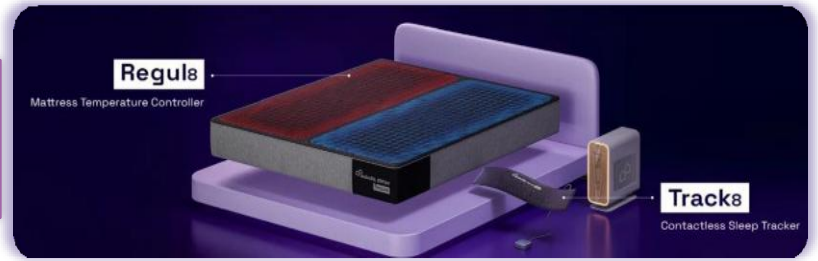
Product Related Feedback

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

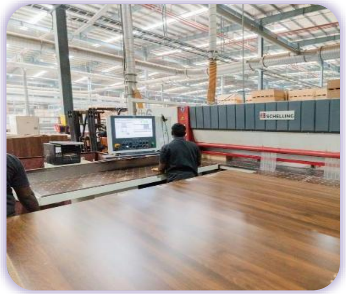
Facility II

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

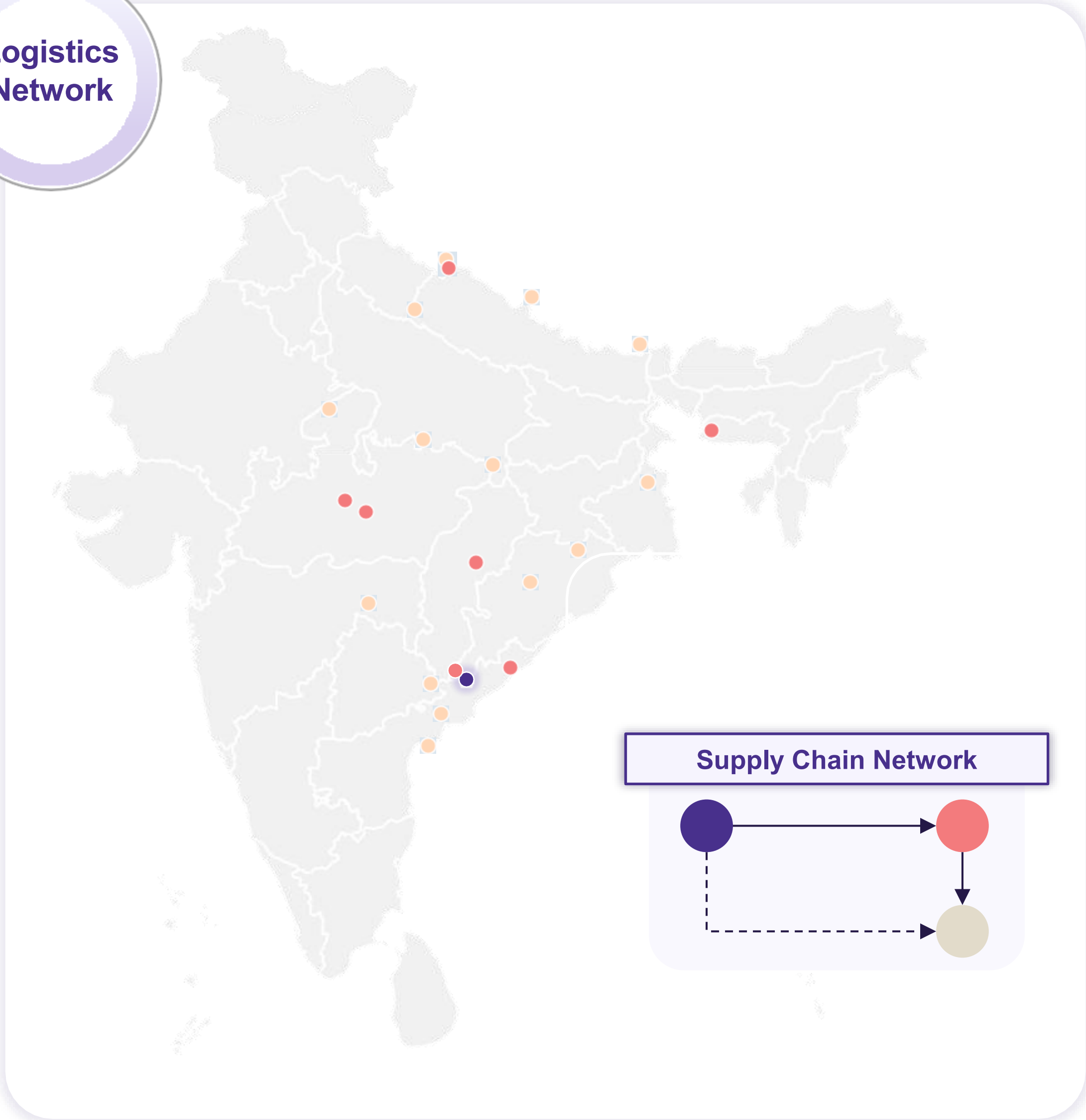
6.99 Lakh+
Total Built-up Area (sq. ft.)

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

24 **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 June 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% of Revenue (FY26)

COCO Stores

165 Active Stores
Experience Centres
Product Trials
Hands-on Experience

Website & App

Easy Navigation
3D / AR Experience
Measurement Guides
Rich Content

External Channels- 33% of Revenue (FY26)

MBOs

2,250 Stores across 701 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

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 June 2026

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

165 COCO Stores

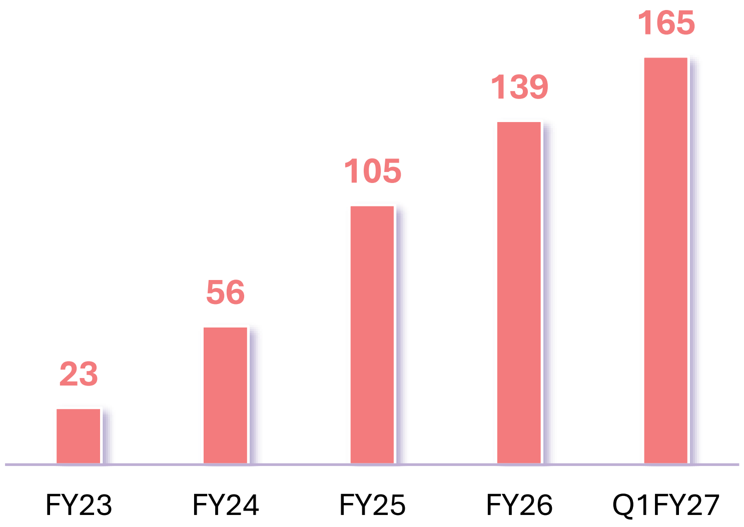
100 *Cities* | *22* *States* | *2* *UT*

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 map sare 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

Community Engagement

- ‘Sleep Internship’
- Great Indian Sleep Score

Marketing Campaigns

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

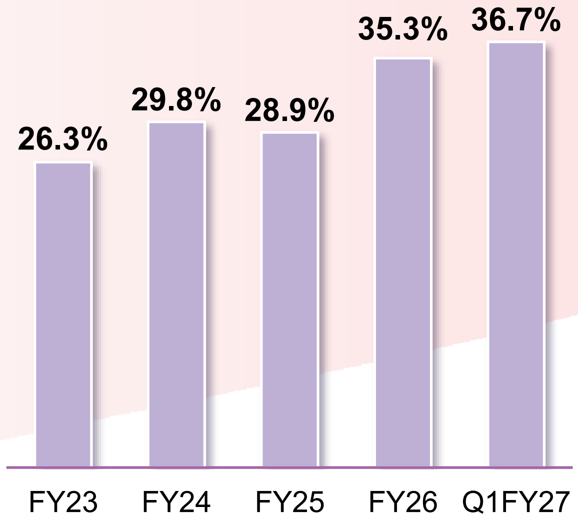
Celebrity Collaborations

- Celebrity Collaborations
- Rashmika Mandanna
- Bobby Deol

Cultural Integration

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

Strong Customer Retention



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

Kunal Chandel
Senior Manager – Legal
~6 yrs · Hindustan Zinc and Rahul Chaudhry & Partners

Umanath Nayak
Head of Human Resource
~18 yrs · Freshmenu, Gionee, Papa Johns and Global Franchise Architects

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

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.

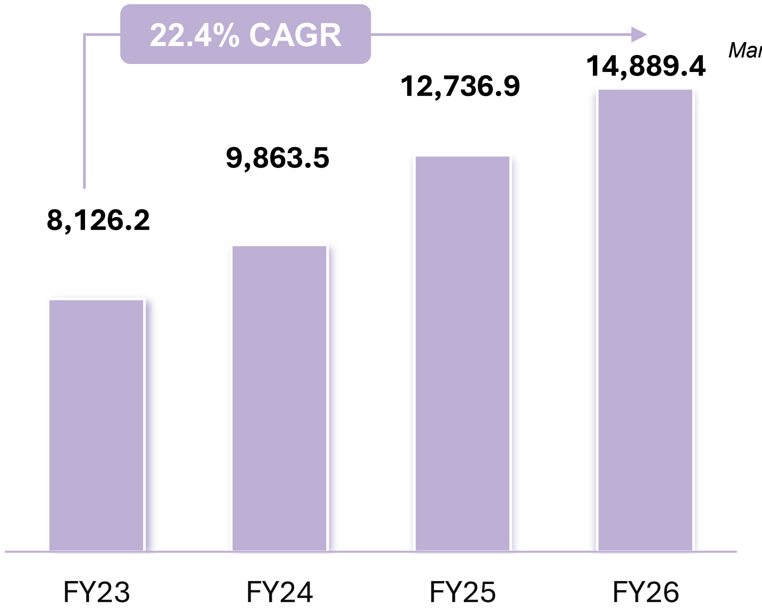
The Road Ahead

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**

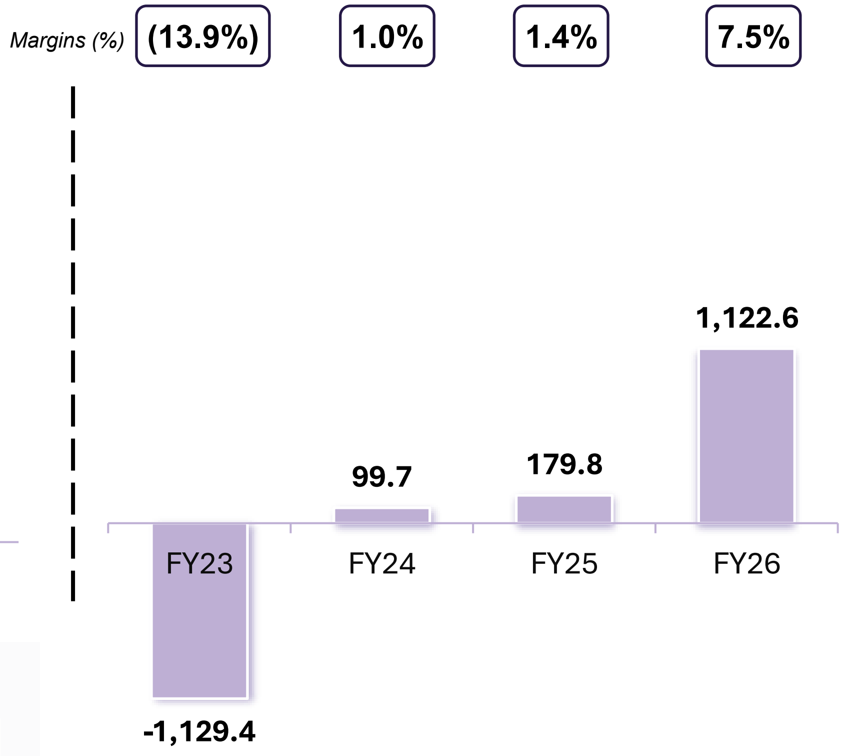
Track Record of Consistent Financial Growth

Revenue from Operations (INRmn)

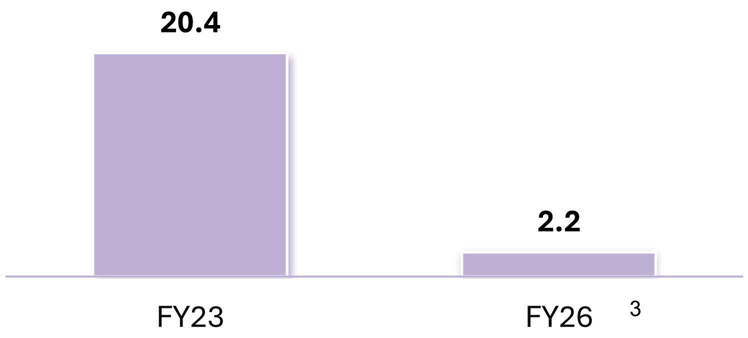


Revenue from Operations (INRmn)	FY23	FY26	CAGR[2]
Mattresses	5,159.8	9,138.7	20.9%
Furniture	1,951.1	4,357.5	30.7%
Furnishings	1,015.3	1,393.2	11.1%

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



Net Working Capital Days (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.

Appendices

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

Community Development Programs and Training Initiative

Workers → Upskilling and Monetization → Traineeship → Skilled Employee Absorbed

- Carpenters
- Fitters
- Customer Support
- Retail Staff

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

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

Cashflow Statement

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

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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