



Date: May 21, 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

Dear Sir/ Madam,

Subject: Investor Presentation

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 Audited financial results for the quarter and financial year ended March 31, 2026.

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

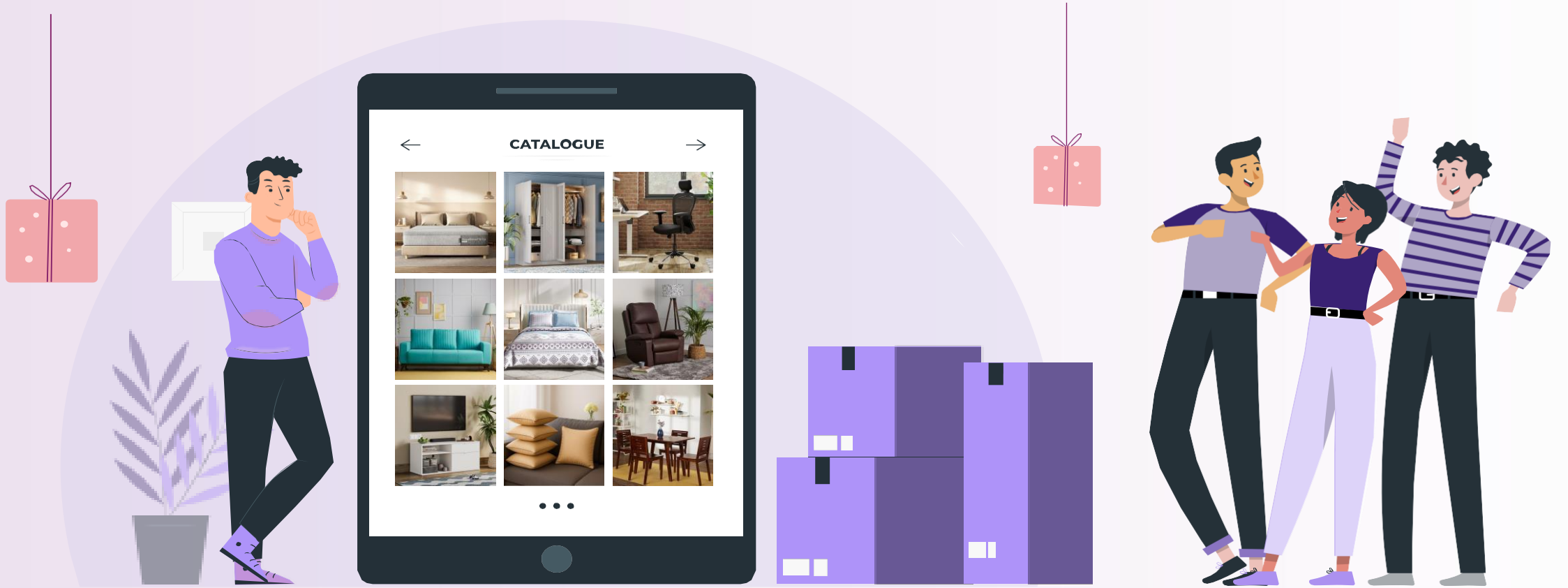
You are requested to kindly take the same on record.

Thanking you,

Yours faithfully,
For Wakefit Innovations Limited
(formerly known as Wakefit Innovations Private Limited)

Surbhi Sharma
Company Secretary and Compliance Officer
Membership Number: A57349

Enclosure as above



Investor Presentation

Wakefit Innovations Limited

May 2026



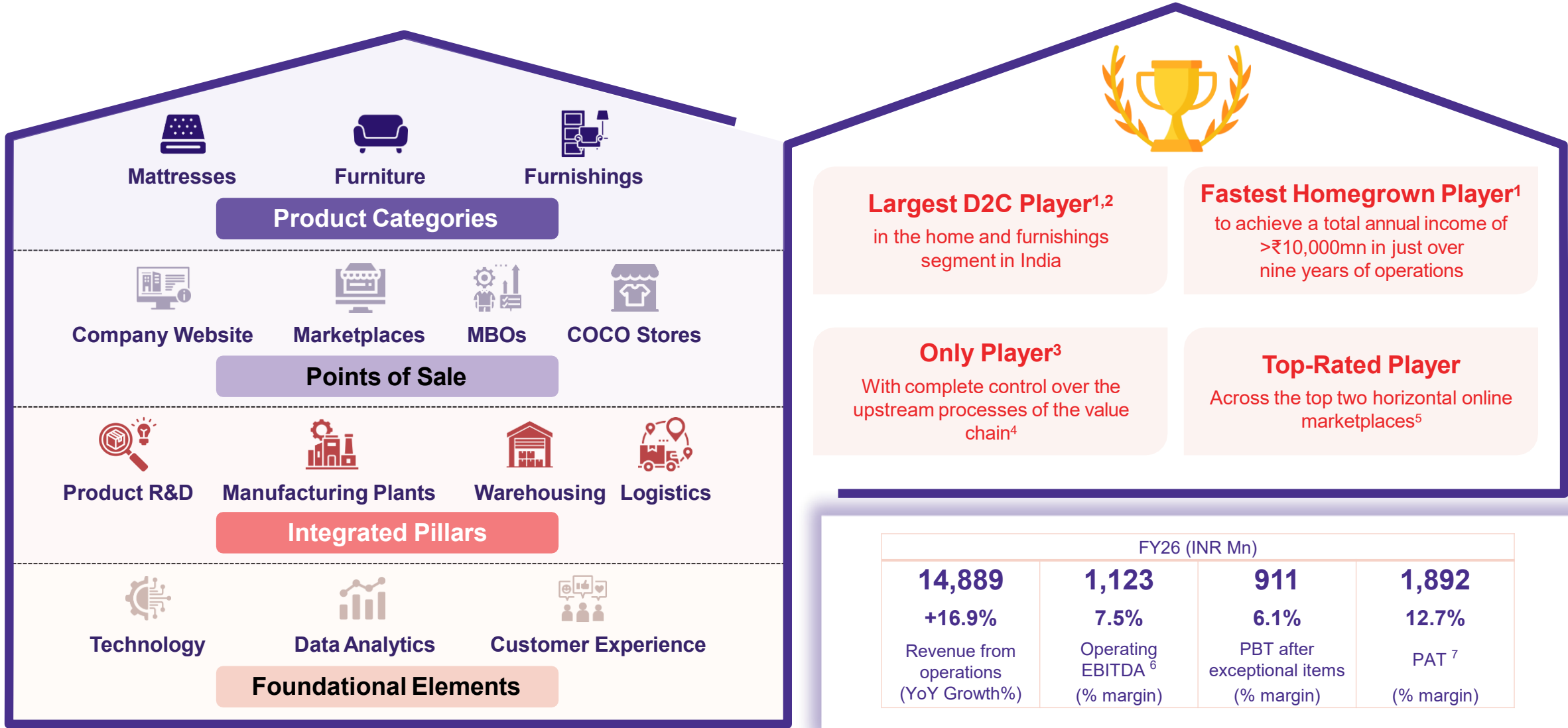
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This presentation contains certain forward looking statements concerning the Company’s future business prospects and business profitability, which are subject to a number of risks and uncertainties and the actual results could materially differ from 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 At a Glance

Largest and Fastest Growing D2C Home and Furnishing Solutions Destination



Largest D2C Player^{1,2}
in the home and furnishings segment in India

Fastest Homegrown Player¹
to achieve a total annual income of >₹10,000mn in just over nine years of operations

Only Player³
With complete control over the upstream processes of the value chain⁴

Top-Rated Player
Across the top two horizontal online marketplaces⁵

FY26 (INR Mn)			
14,889	1,123	911	1,892
+16.9%	7.5%	6.1%	12.7%
Revenue from operations (YoY Growth%)	Operating EBITDA ⁶ (% margin)	PBT after exceptional items (% margin)	PAT ⁷ (% 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. Among the home & furnishings peers basis Redseer report. 4. Covering design to manufacturing phase in the mattress and furniture segments, that encompasses R&D, Prototyping, and manufacturing. 5. In the home and furnishings market across SKUs in the mattress, furniture and furnishings and décor categories among its organized peers basis Redseer report. 6. Operating EBITDA represents EBITDA before considering Ind AS116 adjustments (lease), ESOP charges and other non operating or one time income & expenses. 7. FY26 PAT is after the impact of Deferred Tax Asset of INR 980.7 mn





Quarterly Overview



Ankit Garg
*Chairman, CEO &
Executive Director*

“In FY26 we set a new record in terms of revenue from operations. The mattress segment witnessed healthy momentum with ~17% YoY growth. Furniture category delivered growth of ~24% on a YoY basis. In FY26, our retail channel growth stood at 49%.

Due to the seasonality element in the business, YoY trends are appropriate parameters to gauge performance. In Q4FY26, the mattress category maintained its growth trajectory and reported a 20% growth on a YoY basis and outperformed the overall industry growth trends. The Retail Channel growth for Q4FY26 stood at ~35%.

Multiple external headwinds impacted the second half of the year, weighing on consumer demand and discretionary spending. Despite these challenges, the Company delivered a reasonable performance during the period. In FY27, we are targeting revenue growth driven by the strength of our Mattress portfolio, while improving the reach of our furniture and furnishing business. We are closely monitoring raw material prices to navigate the volatile environment with prudent price increases and focused cost optimization efforts while ensuring best value to our customers.

The long term opportunity in the Indian home and furniture market continues to remain intact. Structural growth drivers such as rising urbanization, premiumization trends, increasing online adoption, and a growing consumer preference for organized branded players continue to support long-term category expansion. In line with this, the Board of Directors have approved expanding our scope of work in the MOA which will allow us to strengthen our offerings and reinforce our position as a comprehensive home and furnishing solution provider.”



Chaitanya Ramalingegowda
Executive Director

“From a macro perspective March 2026 witnessed significant volatility across several raw material categories, with select key inputs such as Polyol and TDI registering price increases in the range of 30% to 160%. Furthermore, there were elevated costs across crude linked materials, packaging inputs, logistics, and infrastructure related expenses.

The impact of cost inflation was partly mitigated through strong supplier relationships built over the years. Also, we initiated measured pricing actions towards the end of March, with a further round of price increases implemented in April.

In the March quarter, the Company invested its internal accruals for COCO store expansion. The Company ended the year with 139 active COCO stores. Our owned channels, which include the website, contributed over 67.2% of total revenues in FY26 vs 57.0% in FY25.

We had a 30% increase in our MBO store counts, ending March 2026 with 1,948 stores across 536 cities. We continue to view MBOs as strategic partners as they help expand geographic reach, improve accessibility and deepen market penetration across both existing and newer regions and enhance overall brand visibility and customer touchpoints.

Our balance sheet continues to be strong with investable cash of INR 9,586 mn as of March 31, 2026. Going forward, we intend to prioritize store expansion in Tier 2 towns to deepen our geographic reach.

During the year, the Company continued to invest in brand building, marketing, customer acquisition, and omnichannel expansion to grow market share and drive long-term growth.

Looking ahead, our focus remains on strengthening the omnichannel ecosystem, deepening customer engagement, and investing in innovation across products and categories. With the home and furniture market in India still largely fragmented and underpenetrated by organized players, we see Wakefit evolving into an integrated home-focused platform where adjacent categories drive cross-selling opportunities, customer retention, and long-term growth.”

Operating Environment

Raw material procurement costs rose substantially during the latter part of Q4FY26, with select key inputs including polyols, TDI etc registering price increases of 30% to 160%.

Competitive intensity remained elevated during the March quarter as players increased spending to stimulate relatively subdued demand.

The Company initiated phased pricing actions beginning in the latter part of March, followed by another round of price revisions in April.

MOA Object Clause Expansion

The Board of Directors of the Company approved amending the existing object clauses and by inclusion of new object clauses that will support the core categories. Aimed at broadening the Company's operational scope within the wider mattress, furniture and furnishing ecosystem, the expansion into adjacent categories includes home improvement, lifestyle solutions and ancillary products to our core categories. The amendments are aligned with the Company's vision to be one stop destination for home furnishing needs. The proposal is provided to the members of the Company for approval.

Stores update

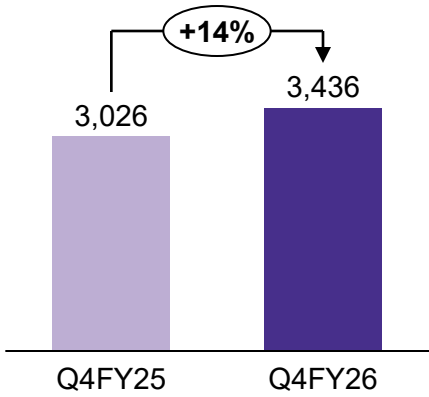
As on 31-Mar-26, the company had 139 active COCO stores.

Committed to store expansion plans in line with the plans stated in the IPO offer document.

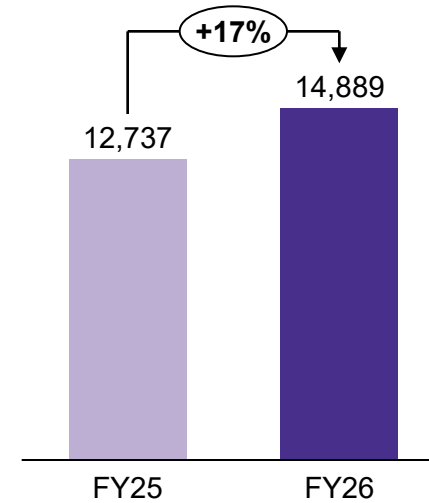
Key Highlights: Highest Ever Annual Performance

Revenue from Operations

Q4FY26



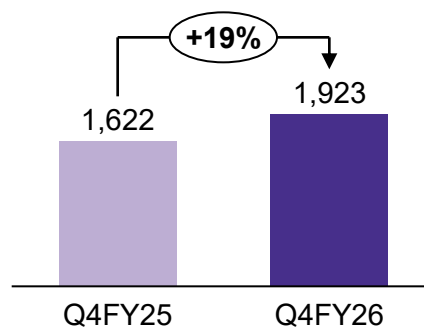
FY6



Gross Profit & Margins (%)

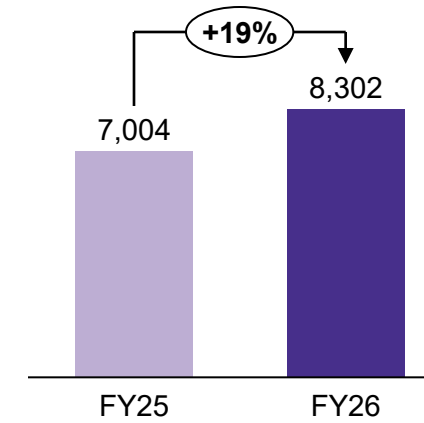
53.6%

56.0%



55.0%

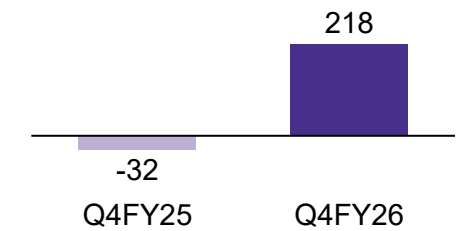
55.8%



Operating EBITDA & Margins¹ (%)

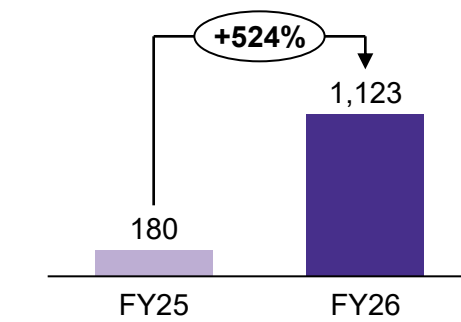
(1.1%)

6.3%



1.4%

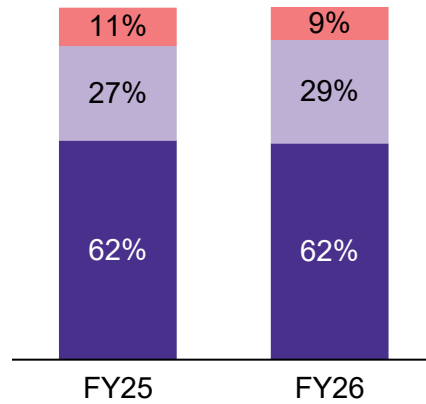
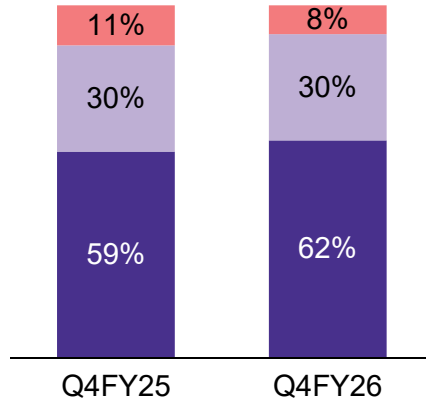
7.5%



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

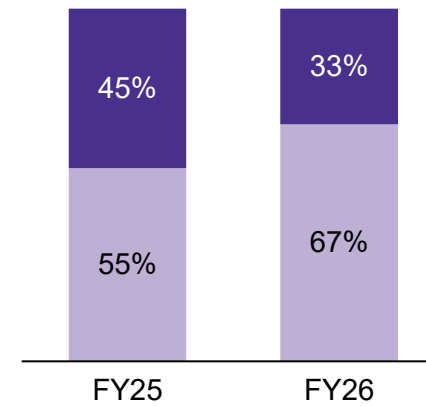
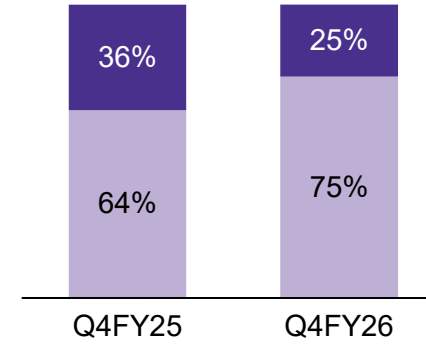
Category-wise

■ Mattresses
 ■ Furniture
 ■ Furnishings & Décor



Channel-wise

■ External Channels
 ■ Own Channels



Profit and Loss Statement



Particulars (INRmn)	Q4FY26	Q4FY25	YoY	FY26	FY25	YoY
Revenue from Operations	3,436.0	3,026.1	13.5%	14,889.4	12,736.9	16.9%
Cost of goods sold	1,513.1	1,403.9		6,587.8	5,733.4	
Gross Margin	1,922.9	1,622.1	18.5%	8,301.7	7,003.5	18.5%
% Margin	56.0%	53.6%		55.8%	55.0%	
Employee benefit expenses	434.3	399.7		1,662.0	1,657.4	
Other Expenses	1,123.9	1,162.7		4,820.1	4,755.2	
Reported EBITDA (excl.Other Income)	364.8	59.7	510.7%	1,819.6	591.0	207.9%
% Margin	10.6%	2.0%		12.2%	4.6%	
Other Income	173.7	84.6		454.3	317.4	
Reported IndAS EBITDA (incl.Other Income)	538.5	144.3	273.2%	2,273.9	908.3	150.3%
Depreciation and amortisation expense	241.3	297.8		1,044.5	962.4	
EBIT	297.3	(153.5)	nm	1,229.3	(54.1)	nm
% Margin	8.7%	(5.1%)		8.3%	(0.4%)	
Finance Cost	62.3	108.4		280.7	295.9	
Profit before Tax before exceptional item	235.0	(262.0)	nm	948.6	(350.0)	nm
% Margin	6.8%	(8.7%)		6.4%	(2.7%)	
Exceptional Items #	(1.7)	0.0		37.6	0.0	
Profit before Tax after exceptional item	236.7	(262.0)		911.0	(350.0)	
% Margin	6.9%	(8.7%)		6.1%	(2.7%)	
Tax	(980.7)	0.0		(980.7)	0.0	
Profit After Tax	1,217.5	(262.0)	nm	1,891.8	(350.0)	nm
% Margin	35.4%	(8.7%)		12.7%	(2.7%)	
Operating EBITDA	218.0	(32.4)	nm	1,122.6	179.8	524.5%
% Margin	6.3%	(1.1%)		7.5%	1.4%	

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

increase in gratuity liability arising out of past service cost and increase in leave liability on account for changes in Labour laws

- Retail Channel revenue growth (Q4FY26/ FY26): 35% / 49%.
- In Q4FY26, the Company reported Revenue from Operations of INR 3,436 mn. While demand trends normalized at the beginning of the quarter, discretionary spending moderated in the latter half of Q4FY26 due to macroeconomic headwinds, resulting in softer demand.
- Amid continued raw material cost volatility, Gross Profit for Q4FY26 stood at INR 1,923 mn, with margin at 56%. The Company has been proactively stocking raw materials and taking price hikes in a phased manner to manage this situation, while balancing growth.
- Increased investments in advertising and marketing initiatives, coupled with heightened competitive intensity in the category, led to moderation in margins during the quarter. In Q4FY26, the marketing spends stood at ~7.3% of the revenue from operations.
- In accordance with IndAS 12, the Company recognized Deferred Tax Assets charge of INR 980.7 mn under tax expense in Q4FY26.
- The total ESOP expenses for FY26 stood at INR 33.0 mn and FY27 is expected to be INR 120 mn.
- For FY26, the net cashflow generated from operating activities stood at INR 2,445 mn
- As on 31-Mar-26, the Company had 139 active COCO stores. During the year the Company added 42 new stores and closed 8 stores. The Company remains committed to executing its planned store expansion strategy as outlined in the object of the offer during the IPO
- As on 31-Mar-26, the Company had utilised internal accruals for store expansion. The Company has INR 9,586 mn investable cash.



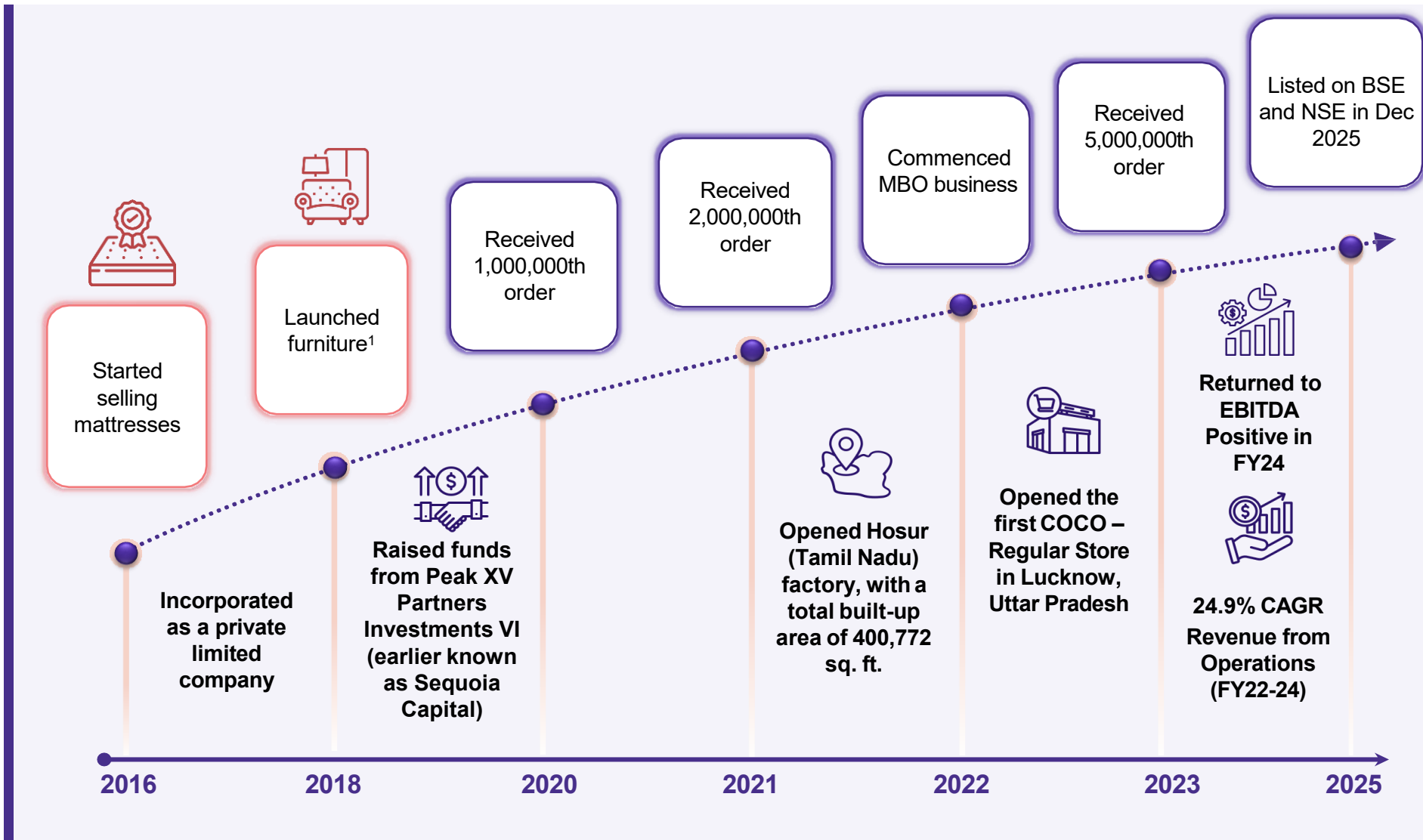
Particulars (INRmn)	Q4FY26	Q4FY25	FY26	FY25
Reported EBITDA (a)	364.8	59.7	1,819.6	591.0
Share based payment expense (b)	13.6	0.4	33.0	117.4
Ind AS Adjustment (Rent) (c)	200.3	185.8	803.6	632.7
Other Non Operating Expense (d)	39.8	15.3	63.5	26.1
One Time Costs				
IPO Expense (e)	0.0	0.0	10.1	0.0
Others (f)	0.0	78.0	0.0	78.0
Operating EBITDA (a + b - c + d + e + f)	218.0	(32.4)	1,122.6	179.8

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



Company Overview

Evolution of Wakefit from a Sleep Solutions Player into a One-stop Destination Offering Home and Furnishing Solutions



- 2025** "Top-rated" player across the top two horizontal online marketplaces in India²
- 2024** 'Top Flipstar 2024 for Highest GMV in Furniture' at Flipstars 2024 by Flipkart
- 2024** 'Top-Rated Tech Startup' at Employee Choice Awards 2024 by Ambition Box
- 2023** 'Home and Lifestyle Retailer of the Year' at the IReC Awards 2023
- 2022** 'Best D2C Brand Over 5 Years³' at D2C Disruptors Awards 2022 by Forbes
- 2022** 'Best Use of Character-Led Branded Content' at the Indian Content Marketing Awards 2022
- 2019** 'Best Customer Service' at the Entrepreneur Awards 2019

Source: Redseer Report.

Notes: 1. Received the first furniture order. 2. In the home and furnishings market across SKUs in the mattress, furniture and furnishings and décor categories basis Redseer report. 3. In the home and lifestyle category.

1

Largest and fastest growing D2C home and furnishing solutions provider

2

Comprehensive home and furnishing solutions brand with a core focus on product innovation

3

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

4

Omnichannel sales presence and strategically located store network

5

Multi-faceted marketing approach to enhance our brand image

6

“Experienced management team” with a proven track record in the industry

7

Strategy in place to capture huge opportunity in the fast growing indian home and furnishings market

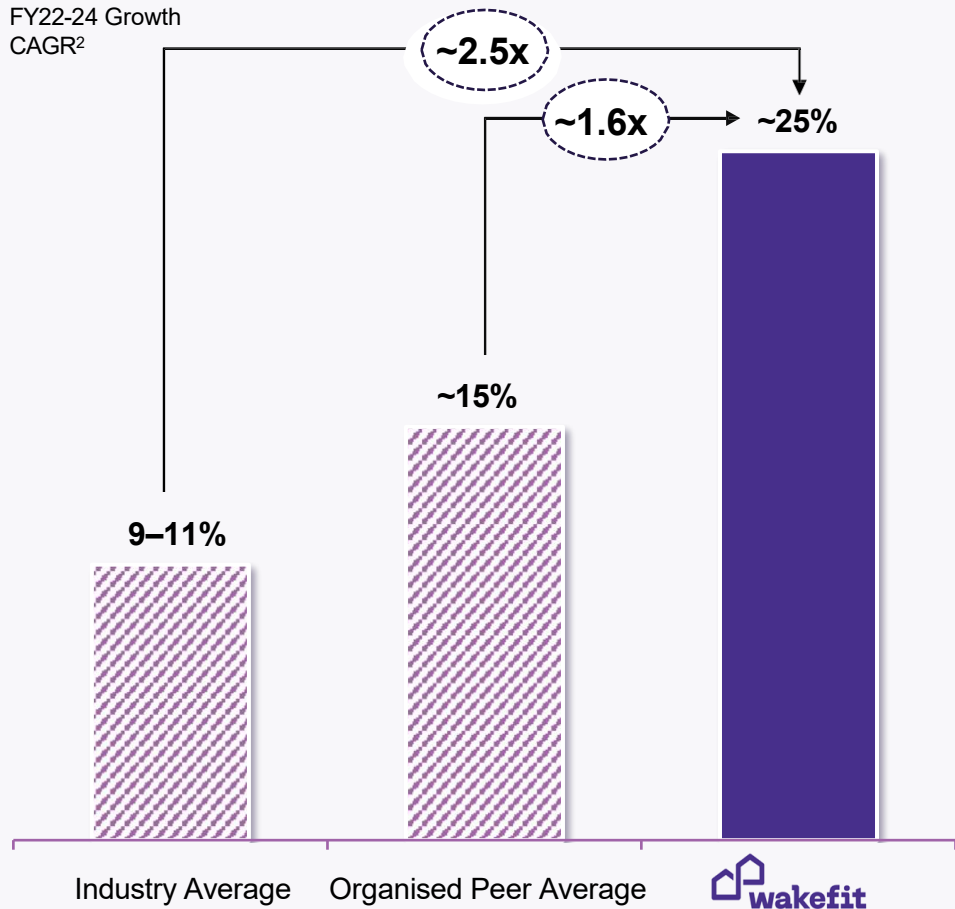
8

Business model with a track record of delivering financial growth

1 Largest & Fastest Growing D2C Home and Furnishing Solutions Provider^{1,3}



Fastest-growing Homegrown Company in the Home and Furnishings Market in India¹



Largest D2C Home and Furnishing Company in India³

3.2x Revenue vs #2 D2C Player³

Significantly scaled vs second-largest D2C player in the space

>₹10,000mn Total Income in FY24

Achieved within just 9 years of operations

Only Full-stack D2C Brand that has Scaled Across Verticals⁴

Each vertical generated >₹1,000mn in revenue in FY24

Amongst the Top Three Companies

In the organized mattress market in terms of revenue in FY24

Wakefit ranks among the **Top 3 Players** in the organized mattress market⁵

Wakefit is the **Largest Player** in terms of online revenue from mattresses⁶

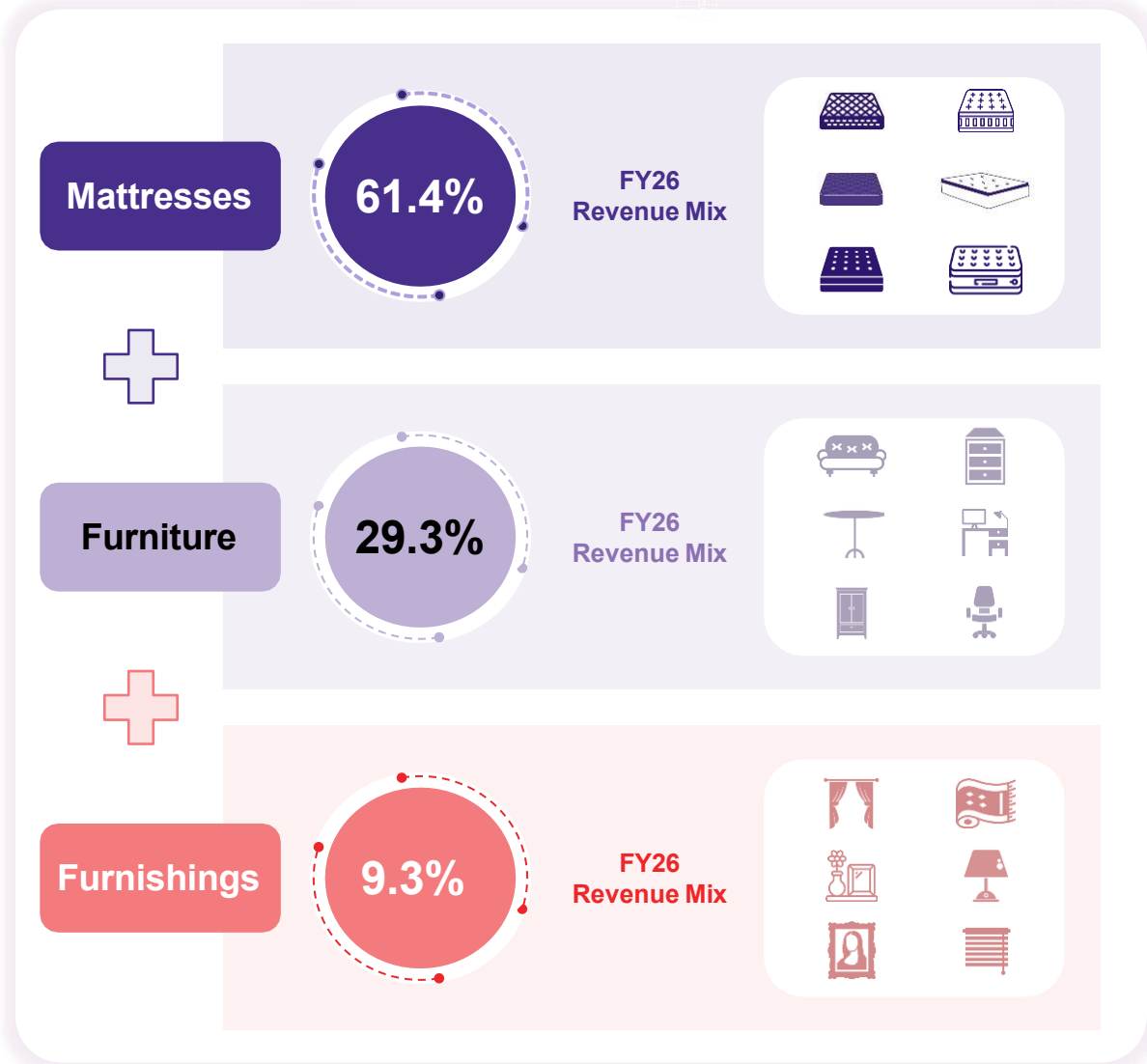
Wakefit is the **Only Player** with complete control over the upstream processes of the value chain⁷

Wakefit **Owns Majority** of its distribution through owned channels

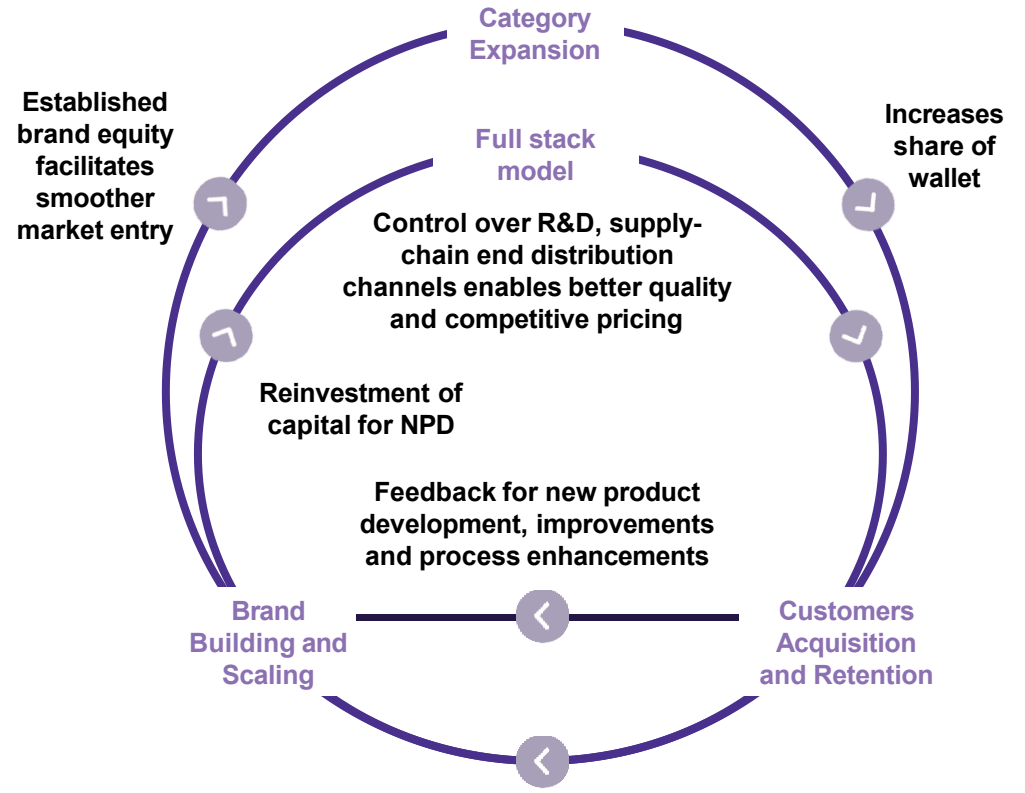
Source: Redseer Report.

Notes: 1. Among its organized peers basis Redseer report. 2. Growth in revenue from operations in FY22-24. 3. In terms of revenue from operations in Fiscal 2024 basis Redseer report. 4. Includes mattresses, furniture and furnishings. 5. By FY2024 revenue; 6. Among its organized peers basis Redseer report. 7. In the mattress and furniture segments basis Redseer report..

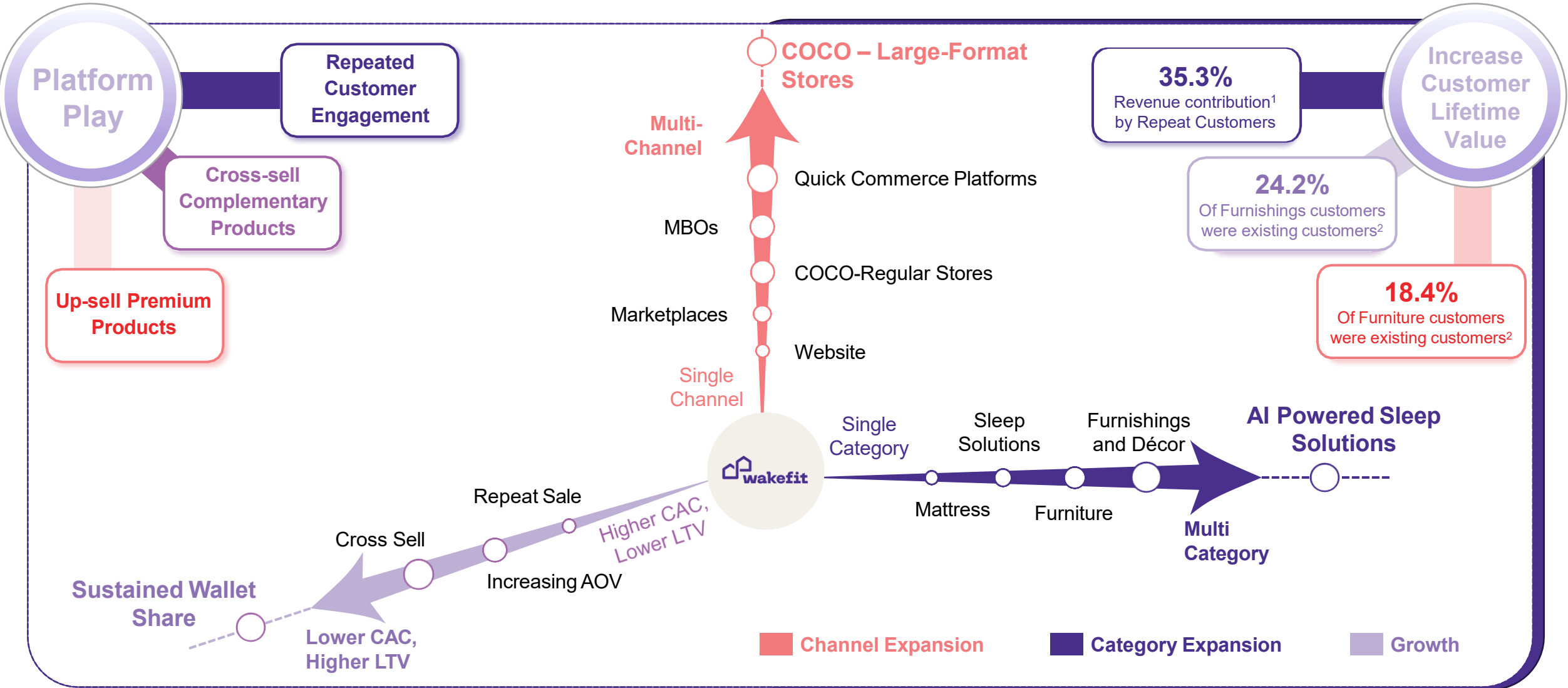




Flywheel Effect in Home & Furnishings Market
 Offering mattresses, furniture and furnishings under a single brand enables cross-selling of complementary products, up-sell higher-end products and encourages repeated customer engagement through network effects



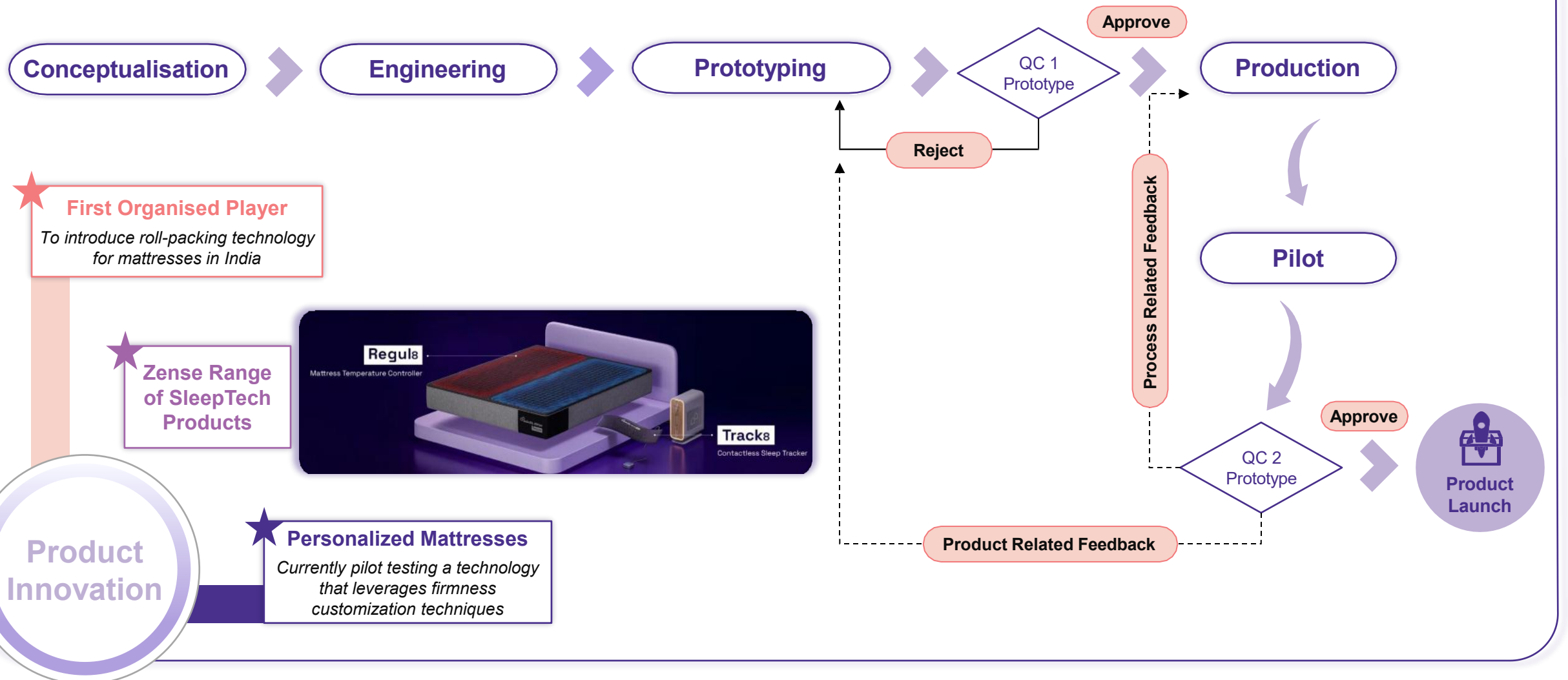
2 Strong Platform Play Under a Single Brand Enables us to Cross-sell Complementary Products and Up-sell Higher-end Products



Notes: 1. As of FY26. 2. Existing customers of other categories in FY26.

2 Core Focus on Product Innovation and New Product Development

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

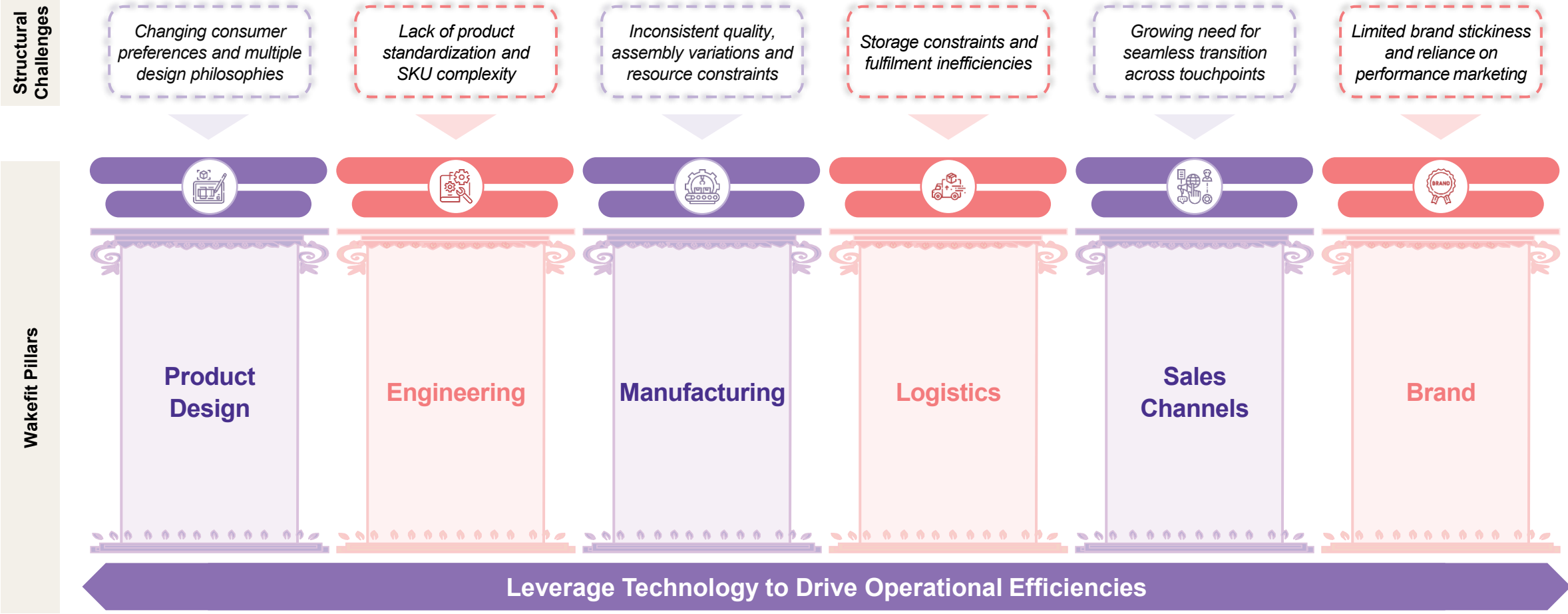


3

“Full-Stack” Vertically Integrated Model Reflects our Ability to Maintain Control over Every Stage of a Product Lifecycle



Pillars of Vertically-Integrated Business



3 Streamlined Quality Manufacturing Through Imported Machinery and Automated Technology

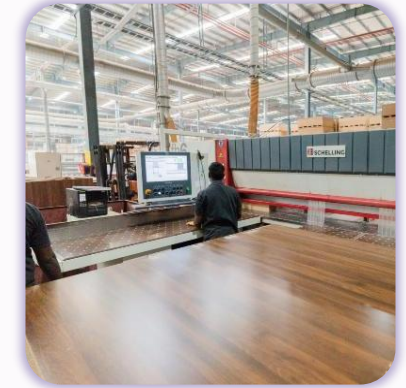
Manufacturing Facility	Location	Products Manufactured	Built-up Area (sq. ft.)
Facility I	Sonipat, Haryana	<ul style="list-style-type: none"> Mattress Sofa 	1,21,040
Facility II	Bengaluru, Karnataka	<ul style="list-style-type: none"> Chairs Steel bed fabrication R&D activities 	37,076
Facility III	Bengaluru, Karnataka	<ul style="list-style-type: none"> Accessories¹ 	70,725
Facility IV	Hosur, Tamil Nadu	<ul style="list-style-type: none"> Wood furniture² Sofa 	3,44,994
Facility V	Hosur, Tamil Nadu	<ul style="list-style-type: none"> Mattress 	1,25,000



Precision Manufacturing through Robotic Arms and Roller Belts

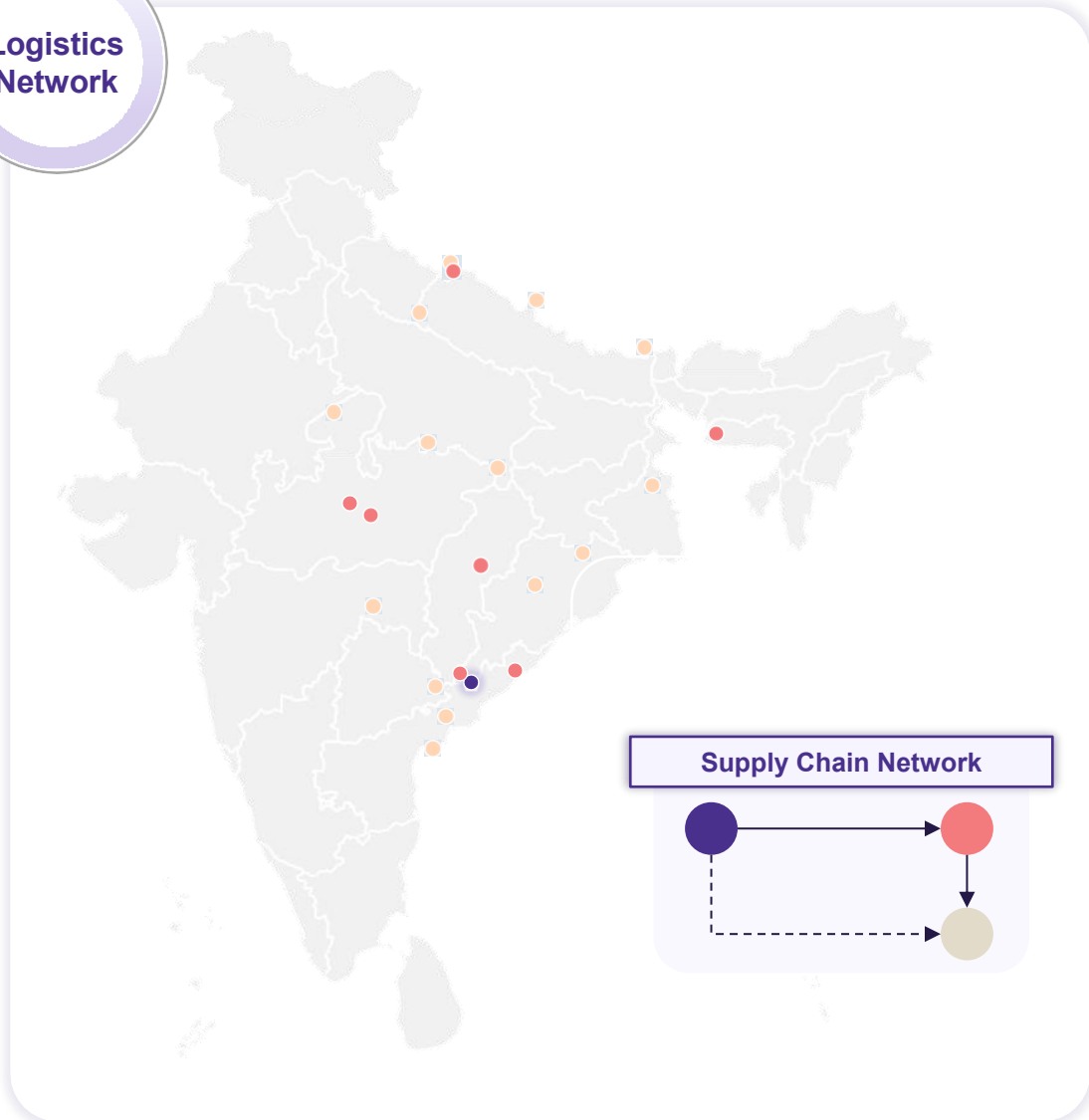


Introduced 'Every Part Every Interval' ("EPEI") Process to Minimize Wastage



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

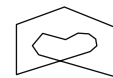
Logistics Network



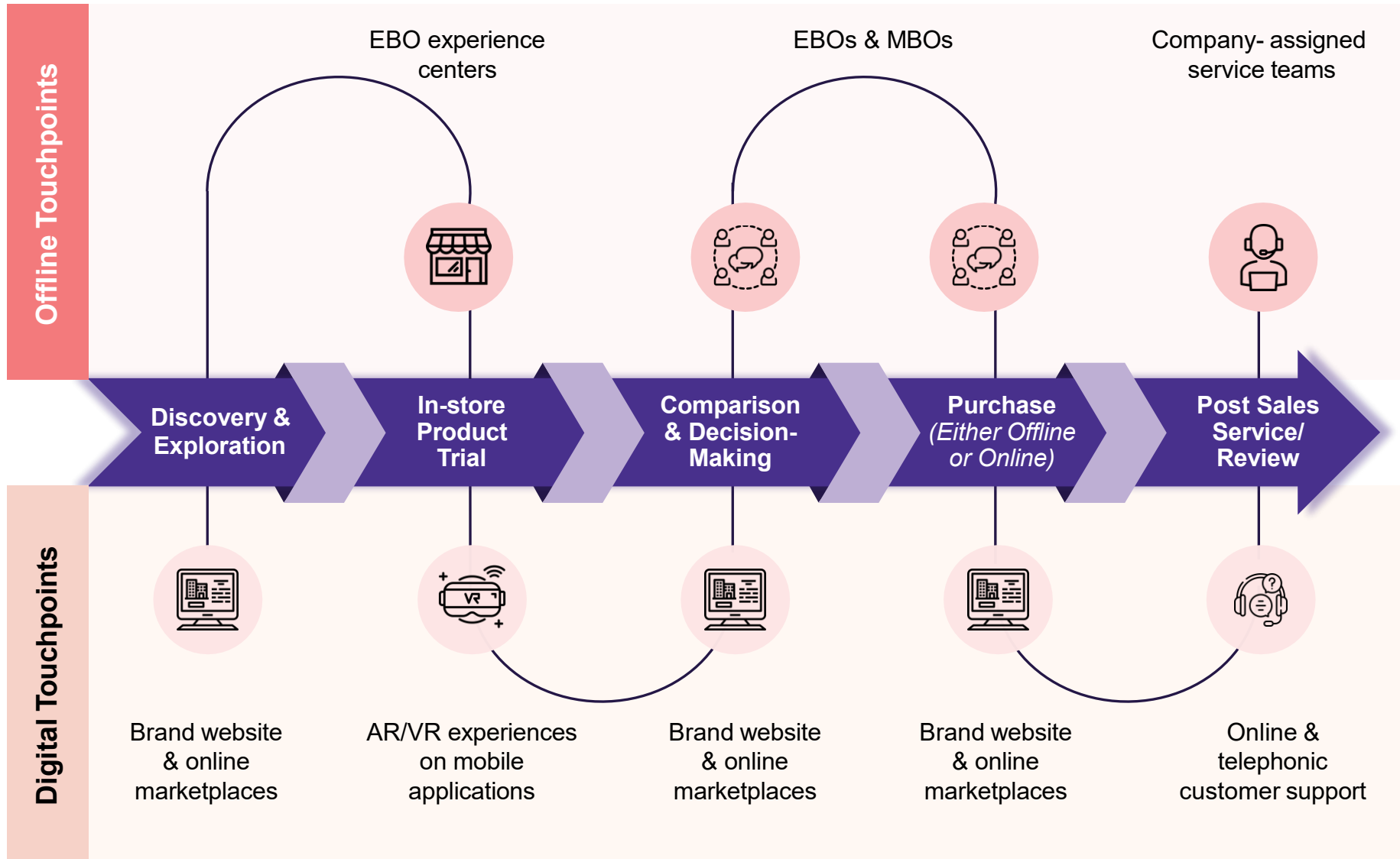
1 **Mother Warehouse in Hosur (1.6 lakh sq. ft.)** – Serves as the primary inventory repository and main distribution point



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



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



Operational Efficiency

Synchronizes inventory management across channels for consistent delivery timelines

Enhanced Customer Engagement

Integrates discovery, comparison and validation across channels

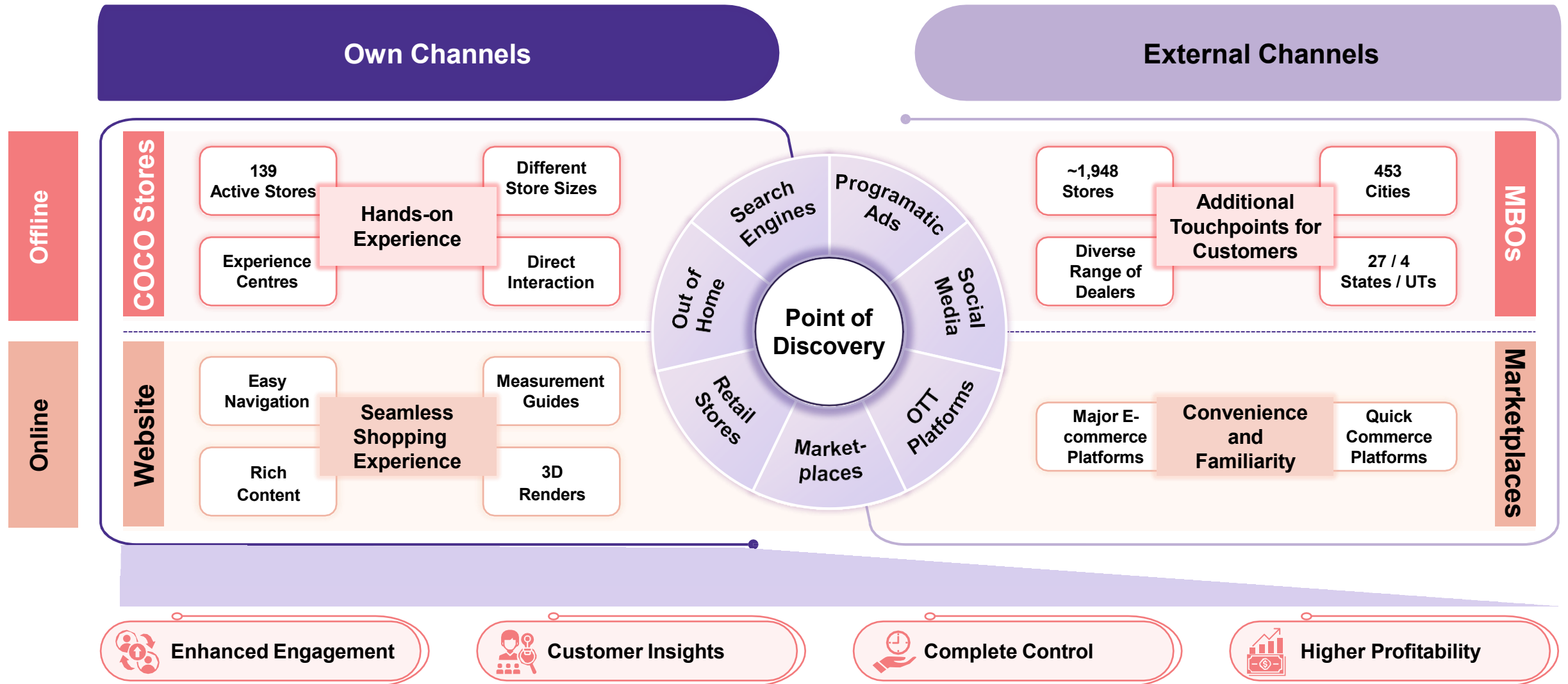
Strategic Growth Lever

Expands reach and scale, enabling entry into adjacent categories

Source: Redseer Report.

Notes: EBO: Exclusive brand outlet, MBO: Multi-brand outlet. AR: Augmented Reality. VR: Virtual reality.

4 Omnichannel Ecosystem Offers Customers Multiple Touchpoints and Integrates Both Own Channels and External Channels



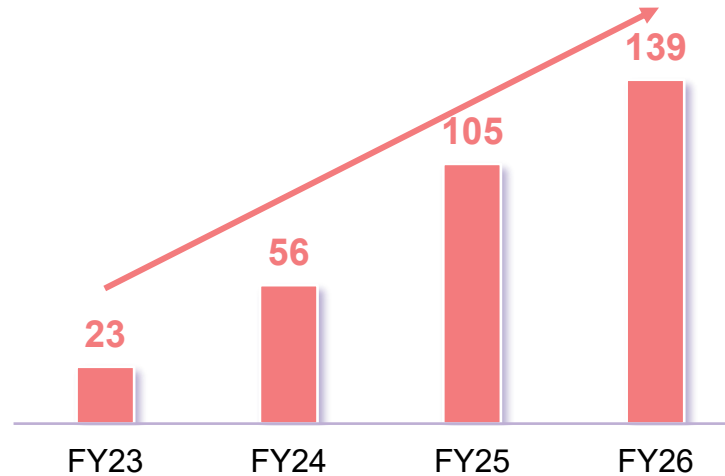
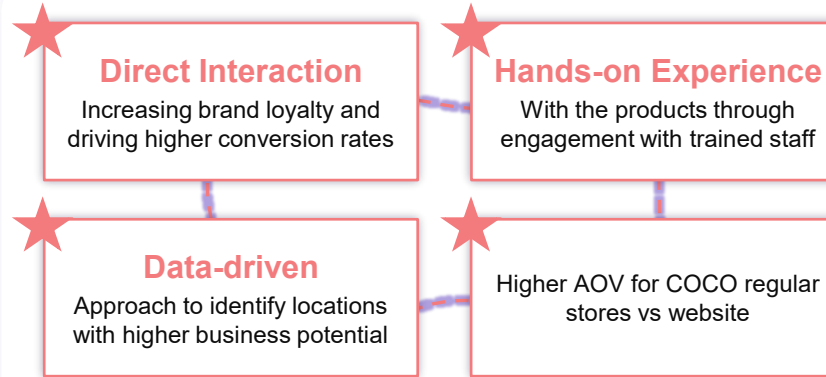
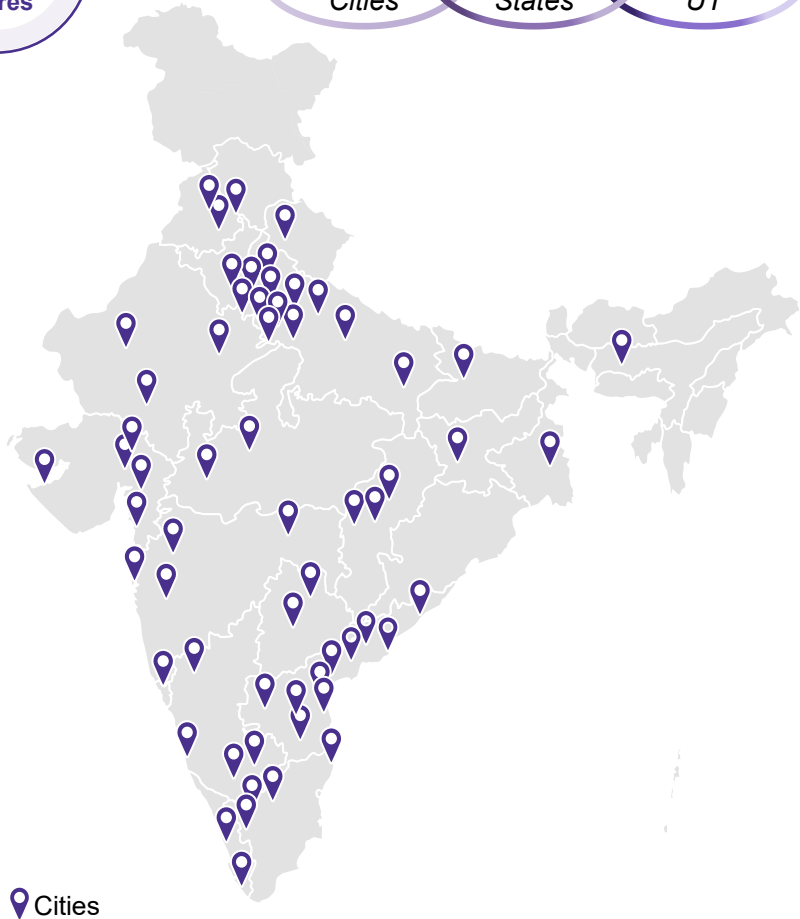
Strategically Located COCO Store Network Provides a Branded Environment and Fosters a Deeper Connection with our Brand

139
COCO
Stores

76
Cities

21
States

2
UT



Notes: AOV: Average Order Value.

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

5 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

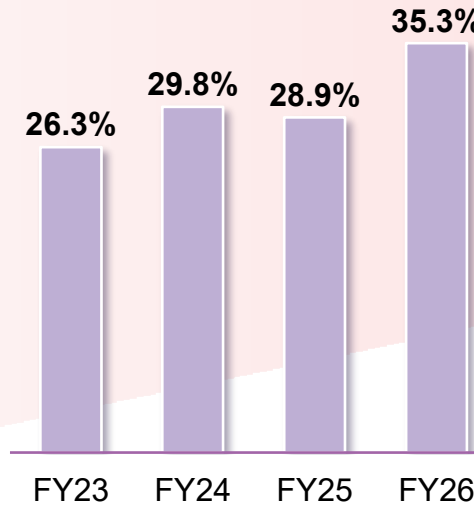
- ❑ 'Andar ke bacche ko jagao'
- ❑ 'Kumbhakaran
- ❑ 'Gaddagiri'

★ 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

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



Promoters¹ bring Expertise and Strategic Vision



Ankit Garg
Chairman, CEO and Executive Director

Indian Institute of Technology, Roorkee

Bayer Materials Science and J. B. Polymers

- 15+ years of experience
- Leverages expertise in R&D, new product development and customer insights



“Forbes 30 under 30 – 2019”, “ET 40 under 40- 2024”, “BW Disrupt Young Entrepreneur Awards 2021” and “BW Disrupt 40 under 40 Entrepreneurs 2022”



Chaitanya Ramalingegowda
Executive Director

Indian School of Business, Hyderabad

Cognizant and Zinnov

- 20+ years of experience
- Drives marketing, growth strategies, customer experience and technological advancements



BW Disrupt 40 under 40 – 2020

Key Managerial Personnel

~20



Parul Gupta
Chief Financial Officer

Syngene, Myntra, Jabong, Aircel and Airtel

~7



Surbhi Sharma
Company Secretary and Compliance Officer

Ola Electric Mobility, BMP & Co. LLP and Kerala Ayurveda

Senior Management

~6



Kunal Chandel
Senior Manager - Legal

Hindustan Zinc and Rahul Chaudhry & Partners

~18



Umanath Nayak
Head of Human Resource

Freshmenu², Gionee, Papa Johns and Global Franchise Architects

Notes: 1. Also a part of Board of Directors. 2. Food Vista India Private Limited (Freshmenu).

Distinguished Board



Sakshi Vijay Chopra
Nominee Director

Peak XV Partners



Alok Chandra Misra
Independent Director

General Atlantic, WNS and Mphasis



Gunender Kapur
Independent Director

Vishal Mega Mart



Sandhya Pottigari
Independent Director

GE Digital, Amazon and Siemens



Mukul Arora
Nominee Director

Elevation Capital (Light Ray Advisors)



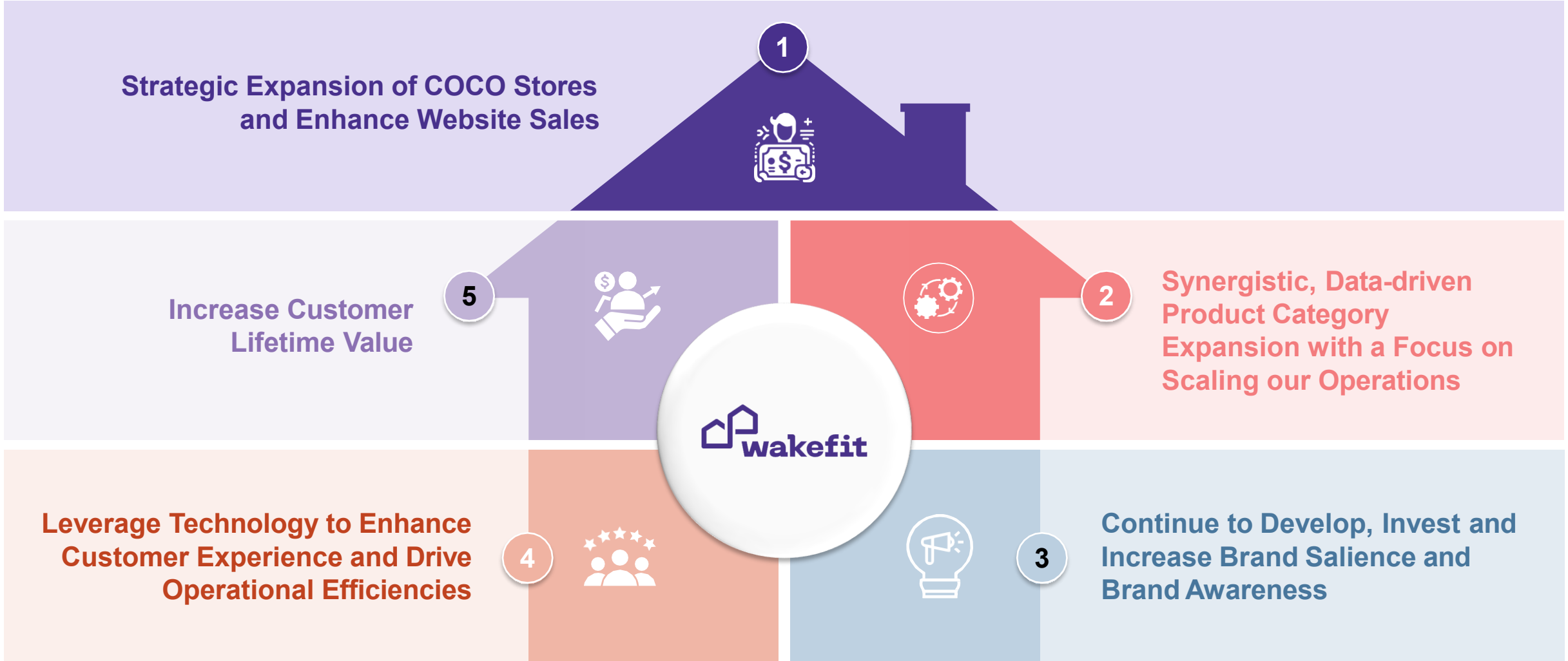
Sudeep Nagar
Independent Director

Bluestone, Lodha Group and CSC (Computer Sciences Corporation)



Arindam Paul
Independent Director

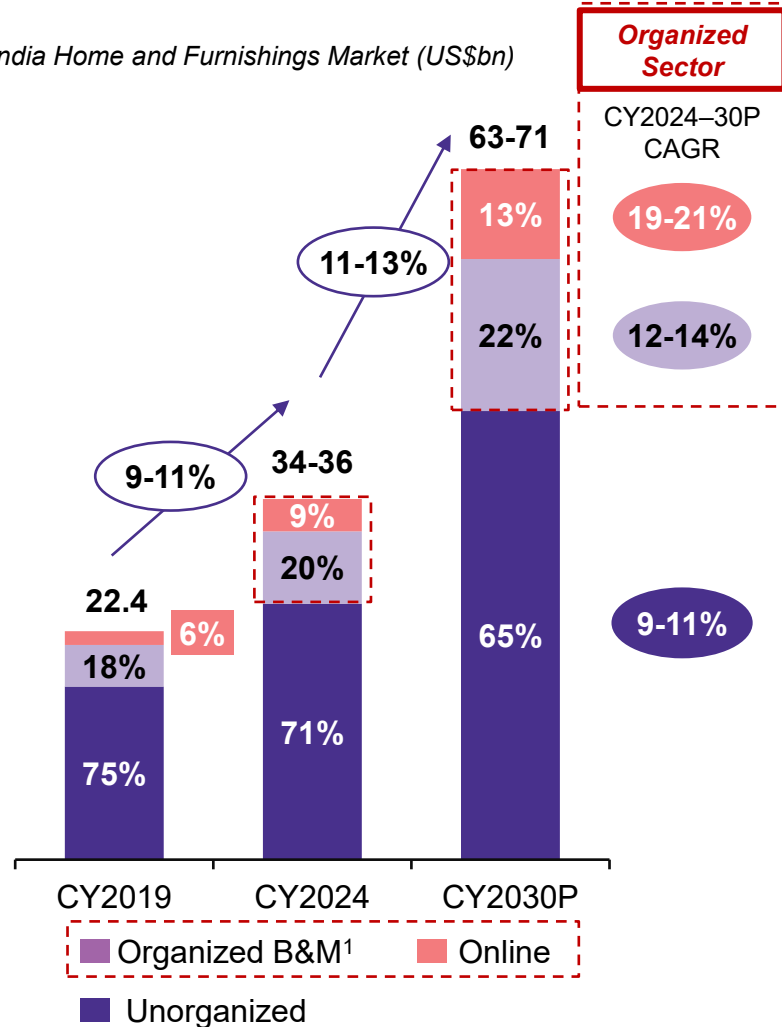
Atomberg and Cognizant



7 Home and Furnishings Market to Reach US\$63-71bn by CY2030 Led by Organized Retail Growth, Rising Online Dominance and Premiumization

Home & Furnishings Market to reach **US\$63-71bn by CY2030** led by **High Growth in Organized Sector**

India Home and Furnishings Market (US\$bn)



Organized Sector
 CY2024-30P CAGR
 19-21%
 12-14%

Mattresses
 US\$1.7-1.9bn TAM²
 ~5% Segment Share³



19-21% CAGR



17-19% CAGR

- **Rapidly formalizing** with an increase in organized share from ~20% to ~30% by value from CY2019 to CY2024 and ~45% by CY2030P
- **Branded & digital play** are driving the organized market

Furniture
 US\$22-24bn TAM²
 ~66% Segment Share³



16-18% CAGR



12-14% CAGR

- **Premiumization** – Masstige (30% share⁴), premium, and luxury categories to outpace mass-market growth
- **Formalizing of the market** with streamlined supply chains

Furnishings & Décor
 US\$9.5-10.4bn TAM²
 ~29% Segment Share³



21-23% CAGR



13-15% CAGR

- **Branded and D2C players**, along with e-commerce platforms, are driving the growth by swiftly **adapting to evolving consumer trends and preferences**



Online TAM CY24-30 CAGR



Organized B&M TAM CY24-30 CAGR

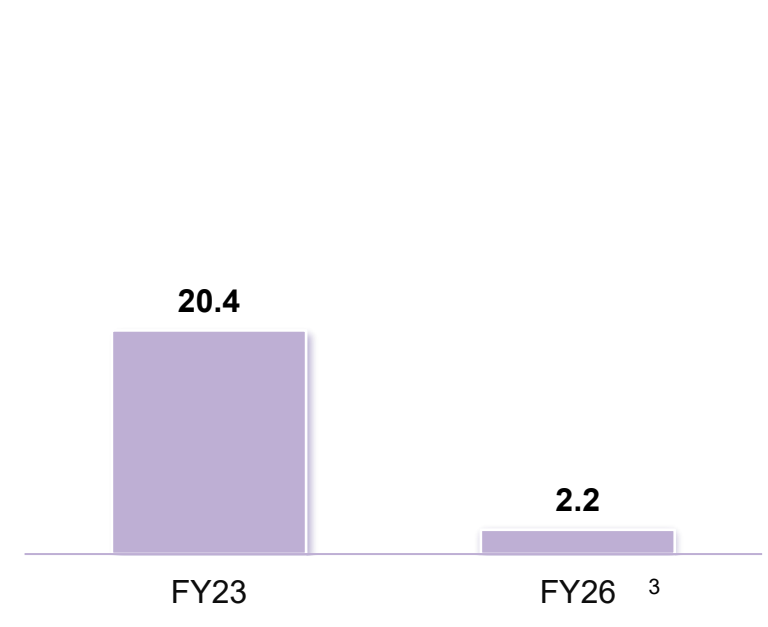
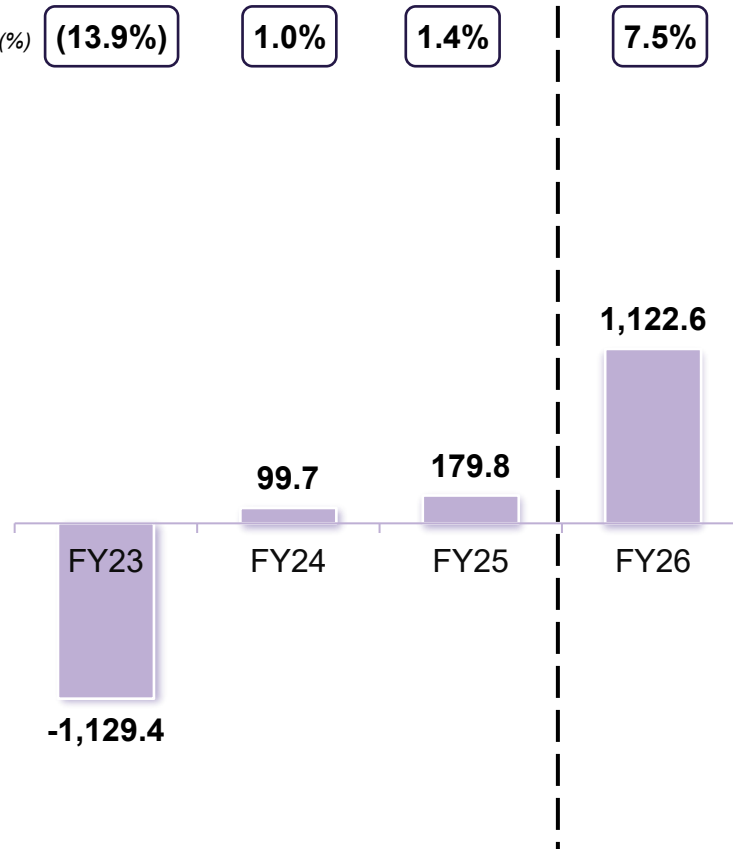
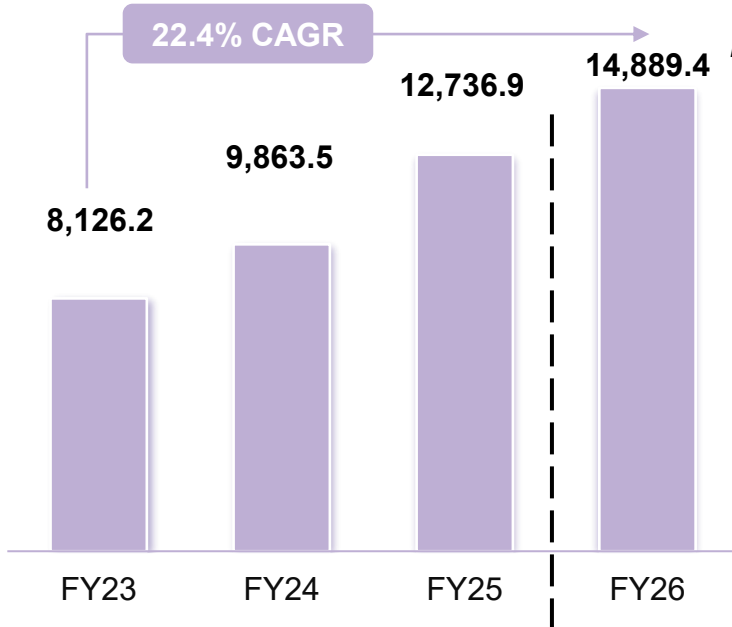
Source: Redseer Report.

Notes: 1. B&M: Brick and Mortar. 2. CY24 TAM. 3. Segment share of the CY2024 India home and furnishings market. 4. Share by value in CY2024.

Revenue from Operations (INRmn)

Operating EBITDA¹ (INRmn) and Margins¹ (%)

Net Working Capital Days (days)



Revenue from Operations (INRmn)	FY23	FY26	CAGR ²
Mattresses	5,159.8	9,138.7	20.0%
Furniture	1,951.1	4,357.5	30.7%
Furnishings	1,015.3	1,393.2	11.1%

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



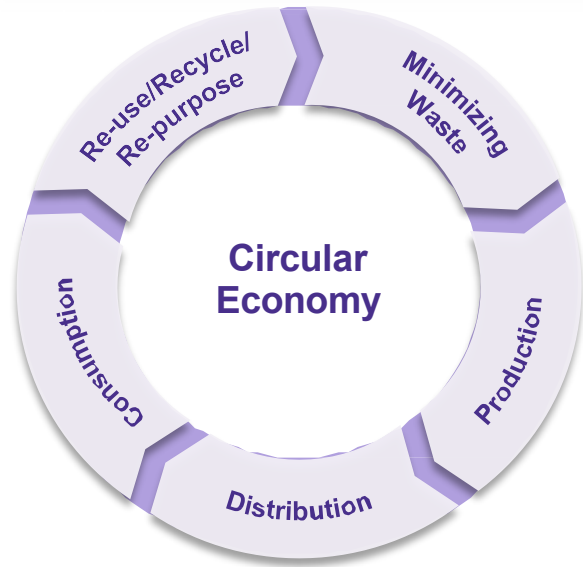
IPO Proceeds
INR 12,889 Mn

Primary Issuance
INR 3,772 Mn

Offer for Sale (OFS)
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

Environmental Development and Sustainability



Repurpose Sawdust into fuel briquettes for industrial boilers and hotels



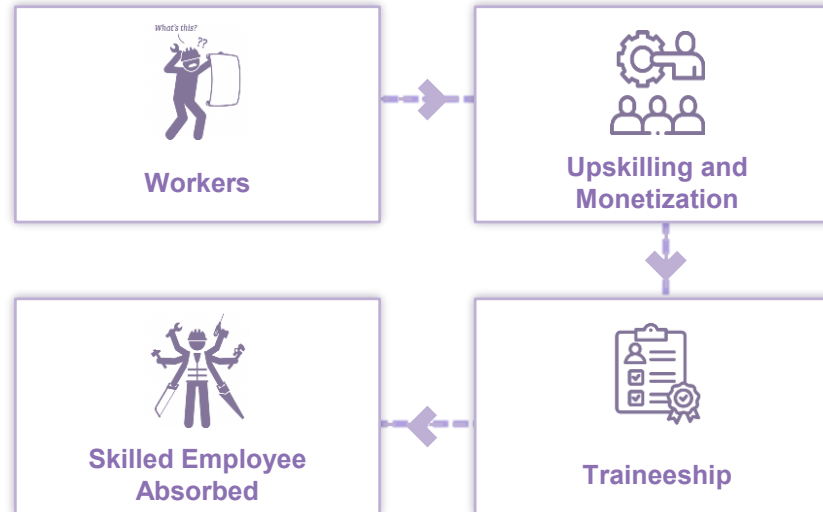
Minimize Waste through PU rollers, 3-ply cardboard packaging and reusable covers



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

Inclusive Growth Through Wakefit Gurukul

Community Development Programs and Training Initiative



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

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	4,52,307
Furnishings	11,73,453	14,00,491	14,55,037	15,65,972
Total	19,20,384	22,77,212	25,99,877	29,33,681
COCO Stores	23	56	105	139

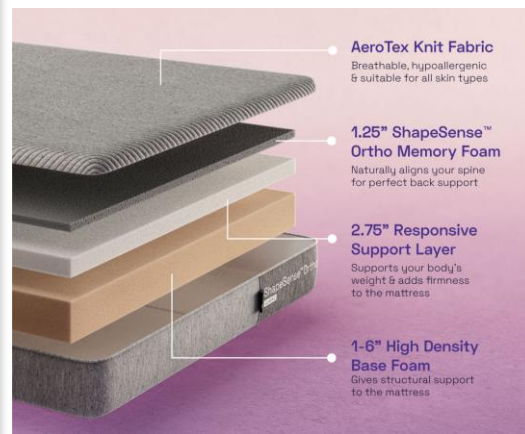
Return on Capital Employed is calculated as (Earnings before interest and taxes("EBIT") divided by capital employed) *100

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.

Memory Foam and ShapeSense Mattresses



Eco Latex Mattress



Xpert Grid Mattress



Dual Comfort Mattress



Rollup Mattress



Foldable Mattress





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



Cushions



Pillows



Bathrobe



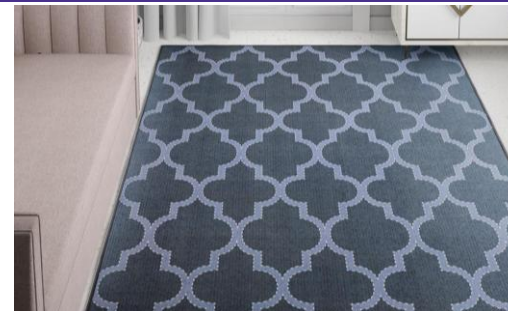
Carpet



Curtains



Mat



Rug



Runner



Towels




Yoga Mat



Home Decor



Lightings



Thank You

Company



Wakefit Innovations Limited
CIN: L52590KA2016PLC086582

Surbhi Sharma
Company Secretary
Email id: investorscompliance@wakefit.co

Investor Relations Advisors



Strategic Growth Advisors Pvt Ltd.
CIN: U74140MH2010PTC204285

Devika Shah/ Shikha Puri
devika.shah@sgapl.net / shikha.puri@sgapl.net
Tel No: +91 99207 64659/ +91 98192 82743