

Date: May 21, 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

Dear Sir/ Madam,

**Subject: Press Release - Intimation under Regulation 30 of Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015**

We are enclosing herewith the Press Release for the quarter and financial year ended March 31, 2026. This intimation along with the Press Release will also be made available on the Company's website at [www.wakefit.co/investor-relations](http://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**

## WAKEFIT INNOVATIONS LIMITED

## Financial Results for Q4FY26 and FY26

Thursday, 21<sup>st</sup> May 2026, Bengaluru

Wakefit Innovations Limited (NSE: WAKEFIT | BSE: 544642), India's largest and fastest growing D2C home and furnishing solutions destination, announced its audited Financial Results for the quarter & year ended 31<sup>st</sup> March 2026

## Key Highlights: Quarterly and Yearly Performance

Particulars (INR mn)	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%
Reported EBITDA (excl.Other Income)	364.8	59.7	511.1%	1,819.6	591.0	207.9%
% Margin	10.6%	2.0%		12.2%	4.6%	
Reported IndAS EBITDA (incl.Other Income)	538.5	144.3	273.2%	2,273.9	908.3	150.3%
% Margin	15.7%	4.8%		15.3%	7.1%	
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

Q4 and FY26 PAT is after the impact of Deferred Tax Asset of INR 980.7 mn

## Operational Highlights

- ❑ **Sales Mix by Category (Q4FY26/ FY26):** Mattresses (61.7% / 61.4%) Furniture (30.1% / 29.3%) and Furnishings (8.2% / 9.3%).
- ❑ **Sales Mix by Channel (Q4FY26/ FY26):** Own Channels (75.5% / 67.2%) and External (24.5% / 32.8%).
- ❑ **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 Ind AS 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.
- ❑ The Board of Directors has approved for alteration of Memorandum of Association to expand the object clauses. The proposed amendments will enhance the Company's integrated business offerings while enabling growth of ancillary products. The proposal is provided to the members of the Company for approval.

## Management Commentary

**Commenting on the results, Mr. Ankit Garg, Chairman, CEO and 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.”

**Commenting on the results, Mr. 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.”

## **About Wakefit Innovations Limited**

Wakefit Innovations Limited (NSE: WAKEFIT | BSE: 544642), headquartered in Bengaluru and incorporated in 2016, is the largest D2C home and furnishings company in India in terms of revenue in Fiscal 2024 (Source: Redseer Report). The company offers a wide range of products, including mattresses, furniture, and furnishings, through omnichannel presence, ensuring a seamless customer experience across all touchpoints, both online and offline. It is a full-stack vertically integrated company, enabling it to control every aspect of operations, from conceptualizing, designing and engineering the products to manufacturing, distributing and providing customer experience and engagement. Over the years, Wakefit has evolved from a sleep solutions player to a one-stop destination offering home and furnishing solutions catering to the mass, masstige and premium segments.

The Company has 5 manufacturing locations across Karnataka, Tamil Nadu and Haryana. It has a wide distribution network spread via 139 COCO stores (March 31, 2026), located in 76 cities across 21 states and 2 union territories and 1,948 MBO stores (March 31, 2026), located in 536 cities across 27 states and 4 union territories.

## **Safe Harbour Statement:**

Statements in this document relating to future status, events, or circumstances, including but not limited to statements about plans and objectives, the progress and results of research and development, potential project characteristics, project potential and target dates for project related issues are forward-looking statements based on estimates and the anticipated effects of future events on current and developing circumstances. Such statements are subject to numerous risks and uncertainties and are not necessarily predictive of future results. Actual results may differ materially from those anticipated in the forward-looking statements. The company assumes no obligation to update forward-looking statements to reflect actual results, changed assumptions or other factors.

## **For more information please contact:**

<p><b>Company</b></p>  <p><b>Wakefit Innovations Limited</b>  CIN: L52590KA2016PLC086582  Surbhi Sharma  Company Secretary  Email id: <a href="mailto:investorscompliance@wakefit.co">investorscompliance@wakefit.co</a></p>	<p><b>Investor Relations Advisors</b></p>  <p><b>Strategic Growth Advisors Pvt Ltd.</b>  CIN: U74140MH2010PTC204285  Devika Shah/ Shikha Puri  devika.shah@sgapl.net / shikha.puri@sgapl.net  Tel No: +91 99207 64659/ +91 98192 82743</p>
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