Date: February 10, 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 SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015

We are enclosing herewith the Press Release for the quarter and nine months ended December 31, 2025. This intimation along with the Press Release will also be made available on the Company's website at www.wakefit.co/investor-relations.

We request you to take the above information 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: 2026.02.10 13:43:48 +05'30'

Surbhi Sharma
Company Secretary and Compliance Officer
Membership Number: A57349

Encl.: As above

WAKEFIT INNOVATIONS LIMITED

Financial Results for Q3FY26 and 9MFY26

Tuesday, 10th February 2026, Bengaluru

Wakefit Innovations Limited (NSE: WAKEFIT | BSE: 544642), India's largest and fastest growing D2C home and furnishing solutions destination, announced its unaudited Financial Results for the third quarter and nine months ended December 31, 2025.

Key Highlights: Highest Ever Quarterly and Nine Monthly Performance

Particulars (INR mn)	Q3FY26	Q3FY25	YoY	9MFY26	9MFY25	YoY
Revenue from Operations	4,213.4	3,851.8	9.4%	11,453.4	9,710.9	17.9%
Reported EBITDA (excl.Other Income)	591.8	200.0	195.9%	1,454.8	531.2	173.9%
% Margin	14.0%	5.2%		12.7%	5.5%	
Reported IndAS EBITDA (incl.Other Income)	703.4	272.5	158.1%	1,735.4	764.0	127.1%
% Margin	16.7%	7.1%		15.2%	7.9%	
Profit After Tax	318.6	(24.1)	nm	674.3	(88.1)	nm
% Margin	7.6%	-0.6%		5.9%	-0.9%	
Operating EBITDA	416.4	79.7	422.7%	933.1	212.1	339.9%
% Margin	*9.9%*	*2.1%*		*8.1%*	*2.2%*	

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

Operational Highlights

- **Sales Mix by Category (Q3FY26/ 9MFY26)**: Mattresses (62.3%/ 61.3%), Furniture (28.7%/ 29.0%) and Furnishings (9.0% / 9.7%).
- **Sales Mix by Channel (Q3FY26/ 9MFY26)**: Own Channels (64.5% / 64.7%) and External (35.5%/ 35.3%).
- The company reported highest-ever quarterly sales despite a YoY shift in festive-related demand, with purchases advancing to Sep-25 due to Diwali being earlier than previous year and getting accounted in Q2FY26.

- GST 2.0 had no impact on Wakefit's major product categories, with rates remaining unchanged at 18%. Q3FY26 demand was marginally impacted due to temporary consumption shifts toward categories benefiting from GST reductions.
- In order to provide a normalized view of growth, YoY sales growth for the last four months of CY, i.e., Sep-Dec'25 period stood at ~14%.
- Typically, H2 is a stronger period for the company. Despite the aforementioned reasons, the demand trends in Q4FY26 indicate a healthy recovery.
- GP margin for Q3FY26 was impacted due to seasonal offers and discounts, although it shows a 230 bps improvement compared to Q3FY25.
- In the recent past, elevated marketing spends by competitors across our categories have led to higher cost intensity. Over the medium term, the Company expects its marketing spends to be closer to historical average of ~8% to 9% of sales.
- The total ESOP expenses in FY26 and FY27 are expected to be ~INR 50 mn and ~INR 120 mn, respectively.
- Lease component in Depreciation & Amortisation is expected to be ~INR 665 mn in FY26.
- 9MFY26 recorded the highest ever performance across revenue and other key metrics.

Recent updates

- In Dec-25, the company got listed on NSE and BSE and raised a total of INR 12,889 Mn including INR 3,772 Mn of primary issue. As on 31-Dec-25, the investable cash aggregated to INR 8,891.8 mn.
- The Board, based on the recommendation of the Nomination and Remuneration Committee, has approved the appointment of Ms. Parul Gupta as Chief Financial Officer (KMP) of the Company from 10-Feb-26. She joined the Company in Aug-25. She is a member of Institute of Chartered Accountants of India and an alumna of ISB Hyderabad. She also holds dual bachelor’s degree in law and commerce. With nearly 20 years in leadership roles across diverse industries, Parul has excelled in strategic finance, business partnering and ensuring robust controls & compliance. Her career includes significant positions with Syngene, Myntra, Jabong, Aircel and Airtel.
  - Ms. Parul Gupta will be replacing prior CFO, Mr. Navesh Gupta, who resigned from the company, due to his personal and professional plans, with last working day as 31-Dec-2025. Appropriate disclosures pertaining to his resignation as CFO were made in the Red Herring Prospectus and Prospectus filed at the time of IPO.
- As on 31-Dec-25, the company had 137 active COCO stores.

Management Commentary

Commenting on the results, Mr. Ankit Garg, Chairman, CEO and Executive Director: “This has been a momentous quarter for the company, marked by our recent listing on the stock exchanges. We extend our gratitude to all shareholders for placing their trust in us. We also warmly welcome our new shareholders and congratulate every stakeholder—employees, customers, business partners, and bankers—whose support made our IPO listing a success. Post the IPO, our balance sheet has strengthened significantly, with investable cash of INR 8,891.8 mn as of December 31, 2025.

During Q3FY26, the company delivered a standout performance, achieving topline growth of 9.4%, despite a shift in festive sales compared to last year and temporary shift in purchasing pattern due to unchanged GST norms for the major categories. Notably, we recorded ~14% growth in the last four months of the calendar year on a YoY basis. With improved capacity utilization, particularly at our furniture facility, we realized a threefold increase in EBITDA, which translated into positive PAT compared to last year.

Early indicators suggest that the Q4FY26 is shaping up stronger than Q3 across key operating metrics. Demand momentum remains healthy, and we aim to close the year with mid to high teen revenue growth with continued improvement in Operating EBITDA margin.”

Commenting on the results, Mr. Chaitanya Ramalingegowda, Executive Director: “In the dynamic business environment that we saw in Q3FY26, we continued to leverage our own channels which resonate with our direct-to-consumer DNA to drive growth. In Sep to Dec’25 period, our core mattress business grew steadily at 11.7% while furniture and furnishing categories, which represent a fast-growing portion of our mix grew at 35.6%. This diversification allows us to increase the repeat behaviour amongst our customers and enhances overall lifetime value. Aligned with our growth story we continue to expand our retail network. At the end of the quarter, the company had 137 active COCO stores experiencing healthy retail growth.

The Indian home and furnishings market is projected to reach US$ 63 – 71 billion by CY2030 (Source: Redseer Report), driven by the rapid expansion of organized retail, increasing online penetration, and growing premiumization.

From a longer term perspective, we continue to finetune our omnichannel model, deepen customer affinity through brand and product innovation, and build the operational muscle required to serve India’s large, under-penetrated home and furniture market.”

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 137 COCO stores (December 31, 2025), located in 76 cities across 21 states and 2 union territories and 1,692 MBO stores (December 31, 2025), located in 453 cities across 25 states and 4 union territories.

Safe Harbour Statement:

For more information please contact:

Company	Investor Relations Advisors
wakefit	SGA Strategic Growth Advisors
Wakefit Innovations Limited CIN: L52590KA2016PLC086582 Surbhi Sharma Company Secretary Email id: investorscompliance@wakefit.co	**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