

**Ref. No.** DOMS/SE/25-26/31

**Date:** August 08, 2025

To,

**The Manager**  
**Corporate Relationship Department**  
**BSE Limited**  
Phiroze Jeejeebhoy Towers,  
Dalal Street,  
Mumbai - 400 001

**The Manager**  
**Listing Department**  
**National Stock Exchange of India Limited**  
Exchange Plaza, Bandra Kurla Complex,  
Bandra (East),  
Mumbai - 400 051

**BSE Symbol - DOMS**  
**BSE Scrip Code - 544045**

**NSE Symbol - DOMS**

**Subject: Investor Presentation in relation to the Unaudited (Standalone and Consolidated) Financial Results for the quarter ended June 30, 2025**

Dear Sir/ Madam,

In continuation to our letter dated August 05, 2025 and pursuant to Regulation 30 read with Para A of Part A of Schedule III of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, as amended, ('SEBI LODR Regulations'), please find enclosed herewith the Investor Presentation in relation to Unaudited (Standalone and Consolidated) Financial Results for the quarter ended June 30, 2025.

The Investor Presentation is available on the website of the Company at [www.domsindia.com](http://www.domsindia.com).

This is for your information and records.

Thanking you,  
Yours faithfully,  
**For DOMS Industries Limited**

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**Mitesh Padia**  
**Company Secretary and Compliance Officer**  
**Membership No.: A58693**

**Encl.:** As above

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**Registered Office:**

J-19, Opp. Telephone Exchange,  
G.I.D.C., Umbergaon- 396171,  
Dist. Valsad, Gujarat, India.

**Website:**

[www.domsindia.com](http://www.domsindia.com)

**Corporate Office:**

Plot No. 117, G.I.D.C., 52, Hector Expansion  
Area, Umbergaon- 396171,  
Dist. Valsad, Gujarat, India.

**Tel:** (+91) 7434888445 / 446

**E-mail:** [info@domsindia.com](mailto:info@domsindia.com)

**Mumbai Office:**

17th Floor, C-Wing, Kailas Business Park,  
Hiranandani Link Road, Vikhroli (W)  
Mumbai- 400079, Maharashtra, India.

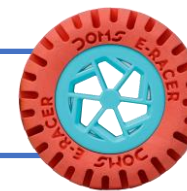
**Tel:** (+91) 7069028500 / 600

**Email:** [asst.admin@domsindia.com](mailto:asst.admin@domsindia.com)

# DOMS INDUSTRIES LIMITED INVESTOR PRESENTATION

→ Q1 FY26





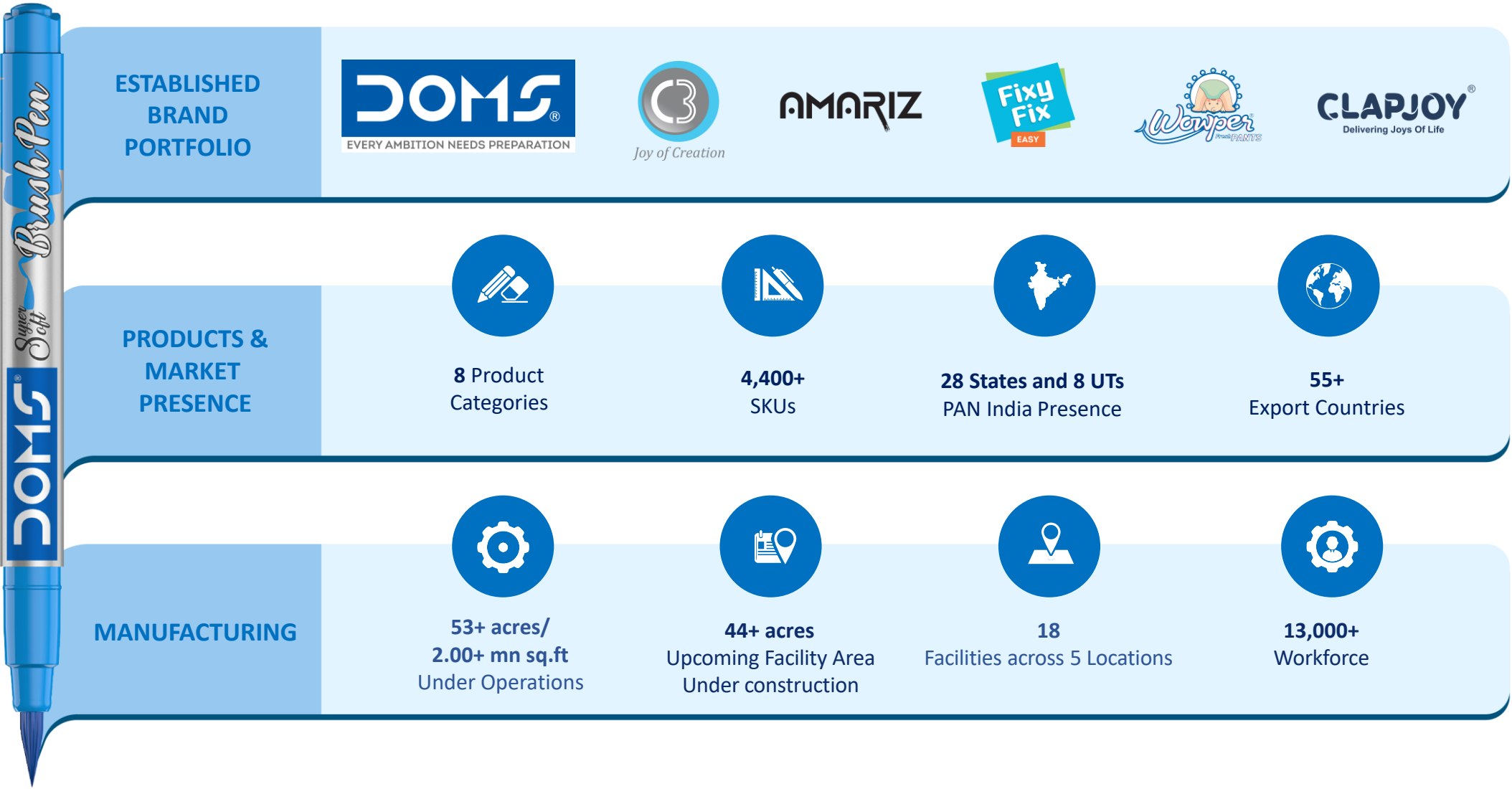
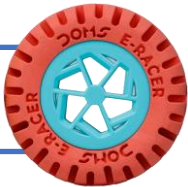
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This presentation may include statements which may constitute forward-looking statements. These statements include descriptions regarding the intent, belief or current expectations of the Company or its directors and officers with respect to the results of operations and financial condition of the Company. Forward-looking statements are statements concerning future circumstances and results, and any other statements that are not historical facts, sometimes identified by the words including, without limitation “believes”, “expects”, “predicts”, “intends”, “projects”, “plans”, “estimates”, “aims”, “foresees”, “anticipates”, “targets”, and similar expressions. Such forward-looking statements are not guarantees of future performance and involve risks and uncertainties, and actual results may differ from those specified in such forward-looking statements as a result of various factors and assumptions. The risks and uncertainties relating to these statements include, but are not limited to, (i) fluctuations in earnings, (ii) the Company’s ability to manage growth, (iii) competition, (iv) government policies and regulations, and (v) political, economic, legal and social conditions in India and outside India.

The Company does not undertake any obligation to revise or update any forward-looking statement that may be made from time to time by or on behalf of the Company. Given these risks, uncertainties and other factors, viewers of this presentation are cautioned not to place undue reliance on these forward-looking statements. The Company assumes no obligation to update any forward-looking information contained in this Presentation. Any statements or projections made by third parties included in this Presentation are not verified by the Company and the Company is not responsible for such third party statements and projections.





Note: All the datapoints are as of June 30, 2025 unless mentioned otherwise



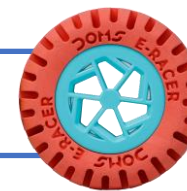




## Q1 FY26 Performance Highlights

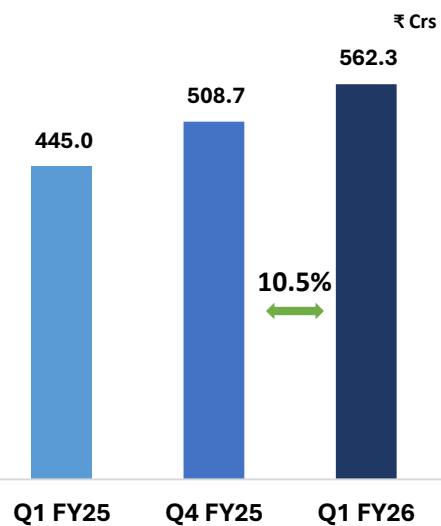


# Q1 FY26 Consolidated Key Financial Highlights



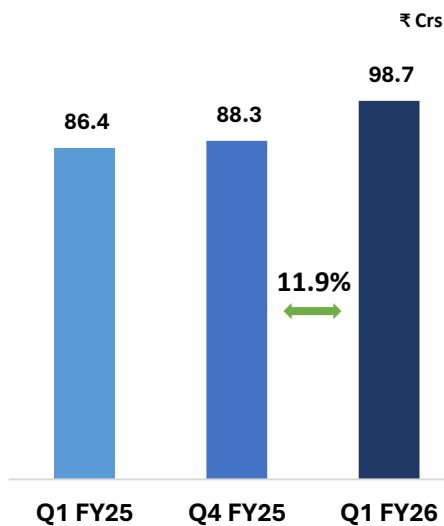
## Operating Revenue

↑ ₹ 562.3 Crs  
Y-o-Y Growth: 26.4%



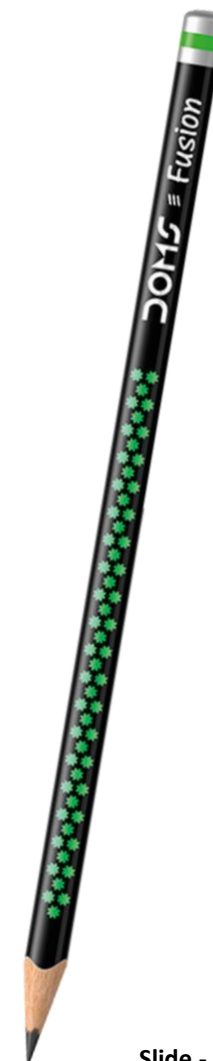
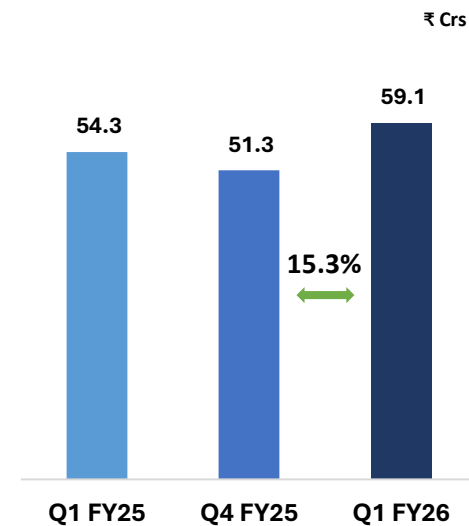
## EBIDTA

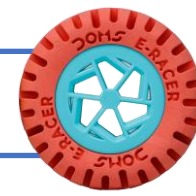
↑ ₹ 98.7 Crs  
Y-o-Y Growth: 14.3%  
Margin: 17.6%



## PAT

↑ ₹ 59.1 Crs  
Y-o-Y Growth: 8.8%  
Margin: 10.5%

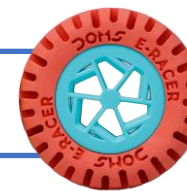




### Key Corporate Developments

- **~44 Acre Project Expansion on Track**
  - Construction is advancing on schedule, with possession of our first factory building anticipated by end of Q3 FY26
  - On track to commence commercial production by the end of Q4 FY26, marking a major milestone in our growth journey
- **Strengthening of Paper Stationery Portfolio - Successful closure of Acquisition of Super Treads Private Ltd. ("STPL") in East India**
  - Successfully completed the acquisition strategically enhancing paper stationery production capacity by nearly 3,600 mtpa
  - Strengthens presence and distribution capabilities in Eastern India
  - Aligned with our growth strategy and commitment to expanding market share in the paper stationery segment
- **Strategic ongoing Brownfield Capacity Expansion across all Product Categories with phased commencement and increase in capacities**
- **Notable new product introductions in core categories of Scholastic Stationery, Scholastic Art Material, Kits & Combo packs, Paper Stationery and Office Supplies**
- **Encouraging market response for new product launches in the Hobby & Craft, Baby Hygiene and Back to School segment**
- **Positive Demand Traction in Export Markets**
  - DOMS branded products have gained traction in existing export markets contributing to the quarterly growth
  - Encouraging response from export markets where DOMS branded products were launched through FILA Group network as part of Distribution Agreement
  - Optimistic about continued growth and expansion in the global market leveraging existing FILA Group network and distribution

## Q1 FY26 - Consolidated P&L Snapshot

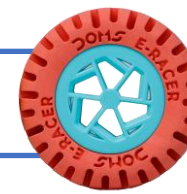


Particulars (₹ Crs)	Q1 FY26	Q1 FY25	Y-o-Y % Change	Q4 FY25	FY25	FY24	Y-o-Y % Change	FY24
<b>Revenue from operations</b>	<b>562.3</b>	<b>445.0</b>	<b>26.4%</b>	<b>508.7</b>	<b>1,912.6</b>	<b>1,537.1</b>	<b>24.4%</b>	<b>1,537.1</b>
Consumption Expenses	325.4	253.3		285.3	1,080.6	892.8		892.8
Gross Profit	236.9	191.8	23.5%	223.5	832.0	644.4	29.1%	644.4
<i>Gross Profit Margins (%)</i>	<i>42.1%</i>	<i>43.1%</i>		<i>43.9%</i>	<i>43.5%</i>	<i>41.9%</i>		<i>41.9%</i>
Employee Benefits Expense	76.4	61.1		72.4	265.2	213.1		213.1
Other Expenses	61.8	44.3		62.8	218.3	158.6		158.6
<b>EBITDA</b>	<b>98.7</b>	<b>86.4</b>	<b>14.3%</b>	<b>88.3</b>	<b>348.4</b>	<b>272.7</b>	<b>27.8%</b>	<b>272.7</b>
<i>EBITDA Margins (%)</i>	<i>17.6%</i>	<i>19.4%</i>		<i>17.3%</i>	<i>18.2%</i>	<i>17.7%</i>		<i>17.7%</i>
Other Income	4.5	5.6		4.8	22.6	10.1		10.1
Depreciation & Amortisation	20.4	14.8		20.8	69.2	51.2		51.2
EBIT	82.8	77.2	7.3%	72.3	301.9	231.6	30.3%	231.6
<i>EBIT Margins (%)</i>	<i>14.7%</i>	<i>17.3%</i>		<i>14.2%</i>	<i>15.8%</i>	<i>15.1%</i>		<i>15.1%</i>
Finance Costs	3.5	4.0		3.6	15.0	17.1		17.1
Share of Profit / (Loss) of Associates	-0.0	0.0		0.0	0.0	-0.0		-0.0
Profit Before Tax	79.3	73.2	8.4%	68.6	286.8	214.5	33.7%	214.5
<i>PBT Margins (%)</i>	<i>14.1%</i>	<i>16.4%</i>		<i>13.5%</i>	<i>15.0%</i>	<i>14.0%</i>		<i>14.0%</i>
Tax expenses	20.2	18.9		17.4	73.3	54.8		54.8
<b>PAT</b>	<b>59.1</b>	<b>54.3</b>	<b>8.8%</b>	<b>51.3</b>	<b>213.5</b>	<b>159.7</b>	<b>33.7%</b>	<b>159.7</b>
<i>PAT Margins (%)</i>	<i>10.5%</i>	<i>12.2%</i>		<i>10.1%</i>	<i>11.2%</i>	<i>10.4%</i>		<i>10.4%</i>

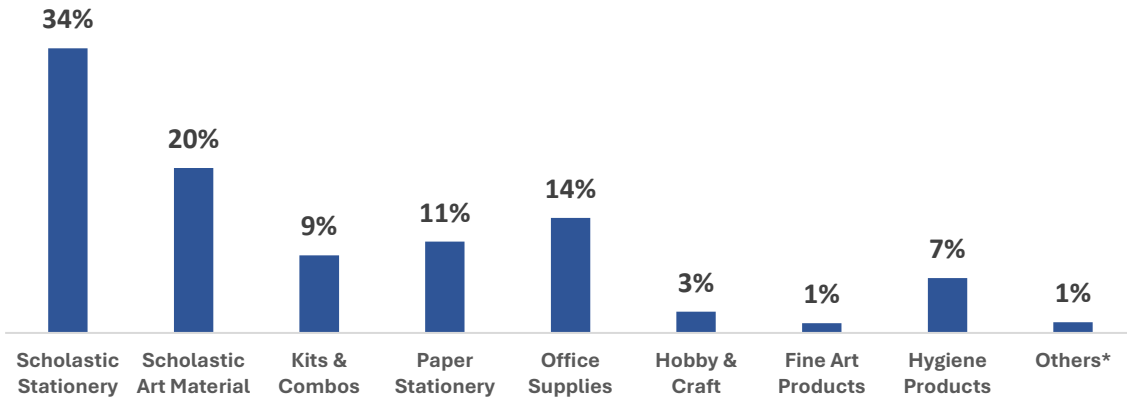




# Q1 FY26 – Operational Profile

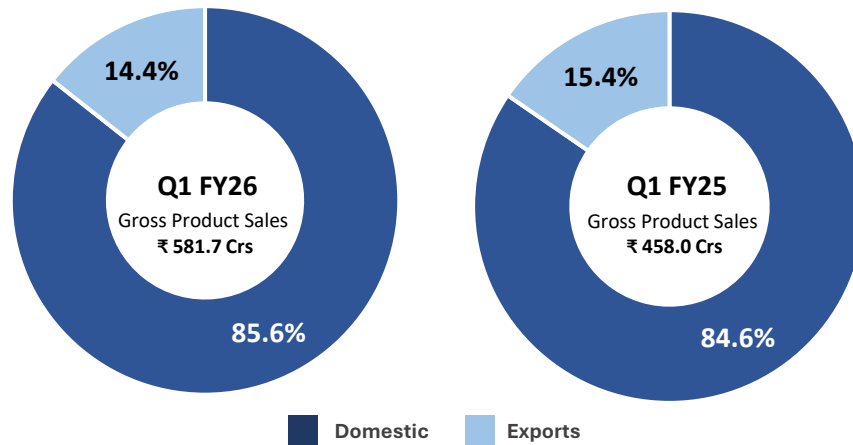


## Q1 FY26 - Product Category wise Sales Break-up\*



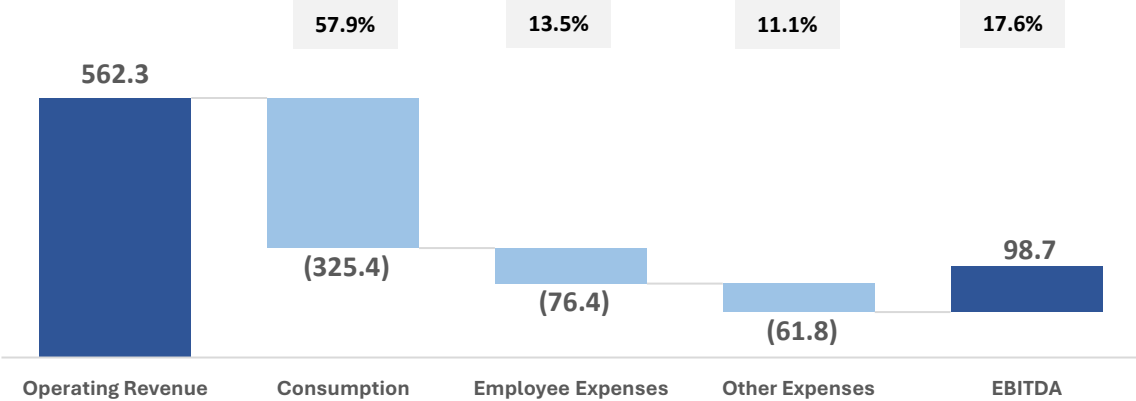
\* Includes Back to School products

## Q1 (Y-o-Y) – Geographical Sales Break-up\*

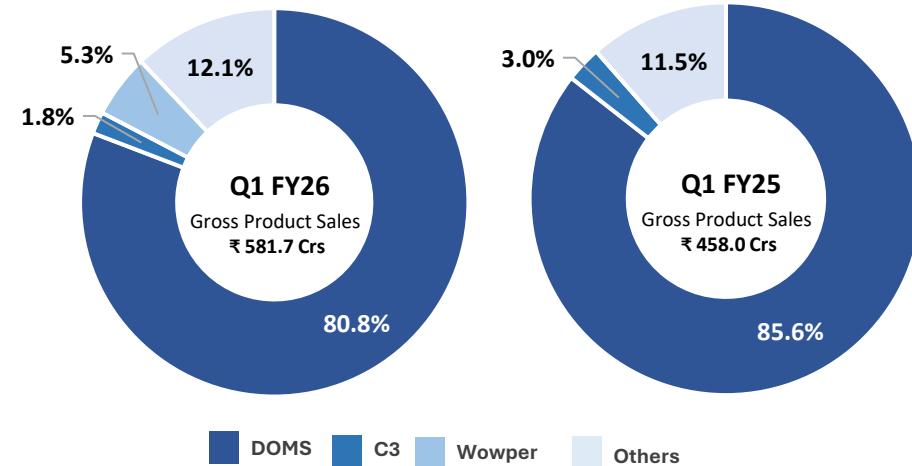


Domestic Exports

## Q1 FY26 – Operational Analysis



## Q1 (Y-o-Y) – Brand wise Sales Break-up\*



DOMS C3 Wowper Others





## Recent Key Events & Engagements





# Recent Product Introductions



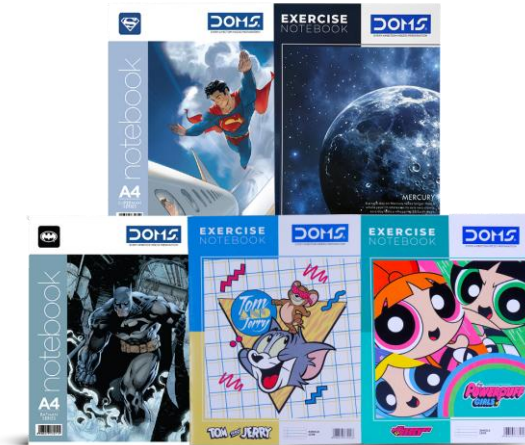
## Scholastic Stationery Products



## Stationery Art Material Products



## Paper Stationery Products



## Kits & Combo Products



## Office Supplies Products



## Hobby & Craft Products



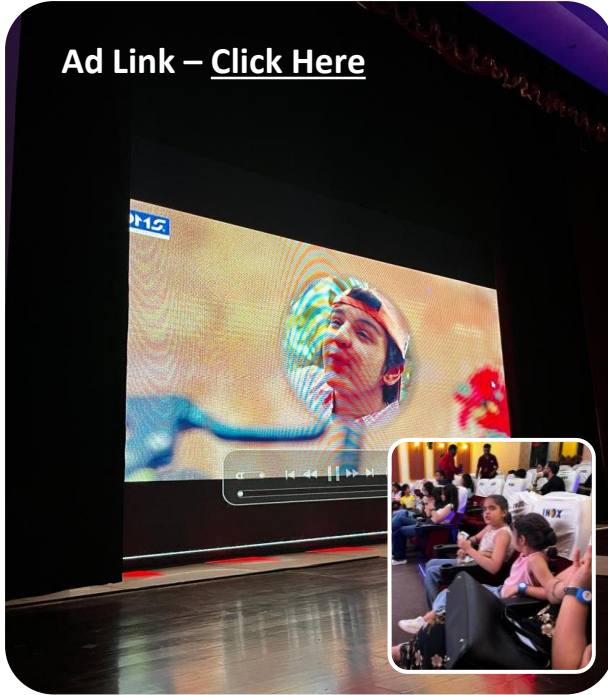


# Marketing Activities building Strong Consumer Connect



## DOMS Inxon – Pen Ad Launch

Ad Link – [Click Here](#)



## Mothers & Fathers Day Celebrations



## Public Activity





# Online Engagement Initiatives



**3.25 Million**  
SUBSCRIBERS

YouTube Link : [Click Here](#)



**100K+**  
FOLLOWERS

Instagram Link : [Click Here](#)



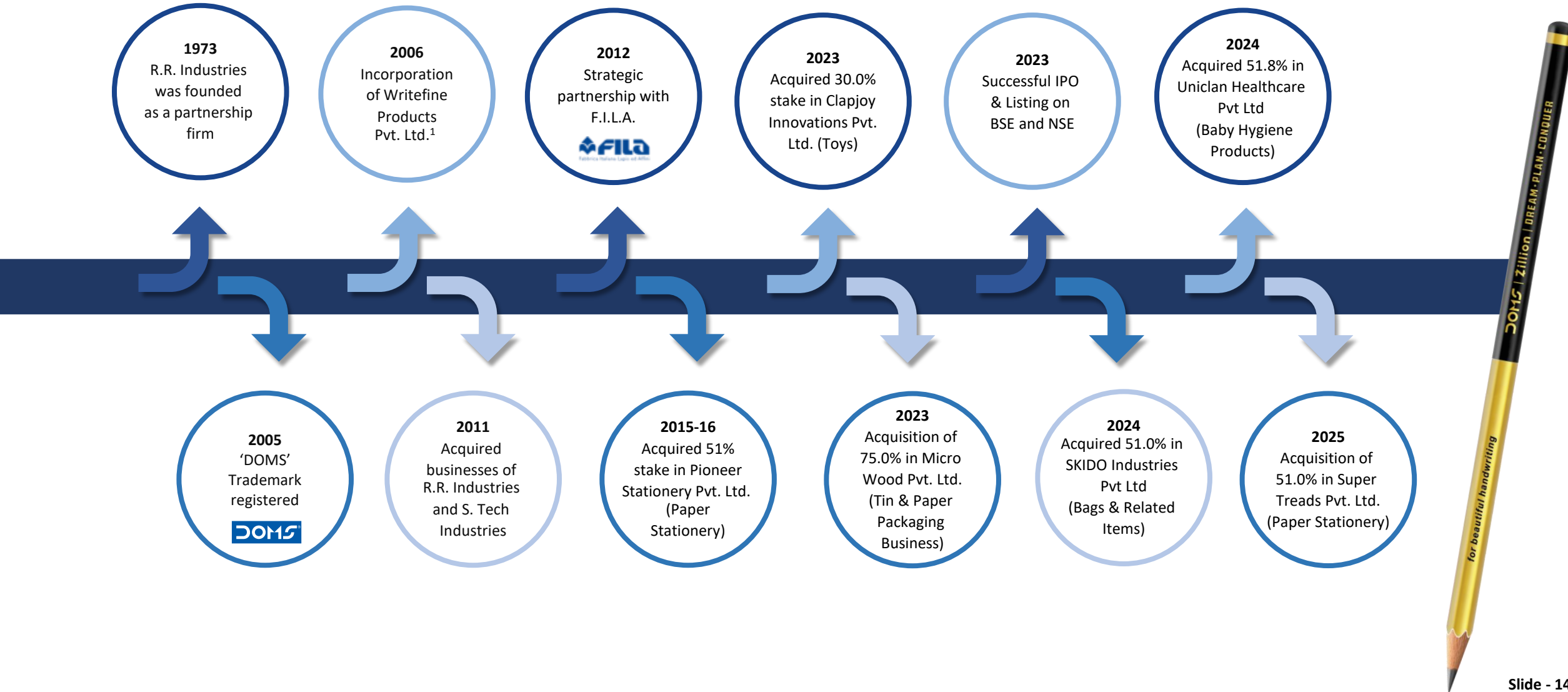
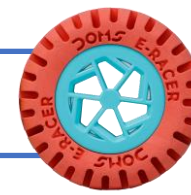


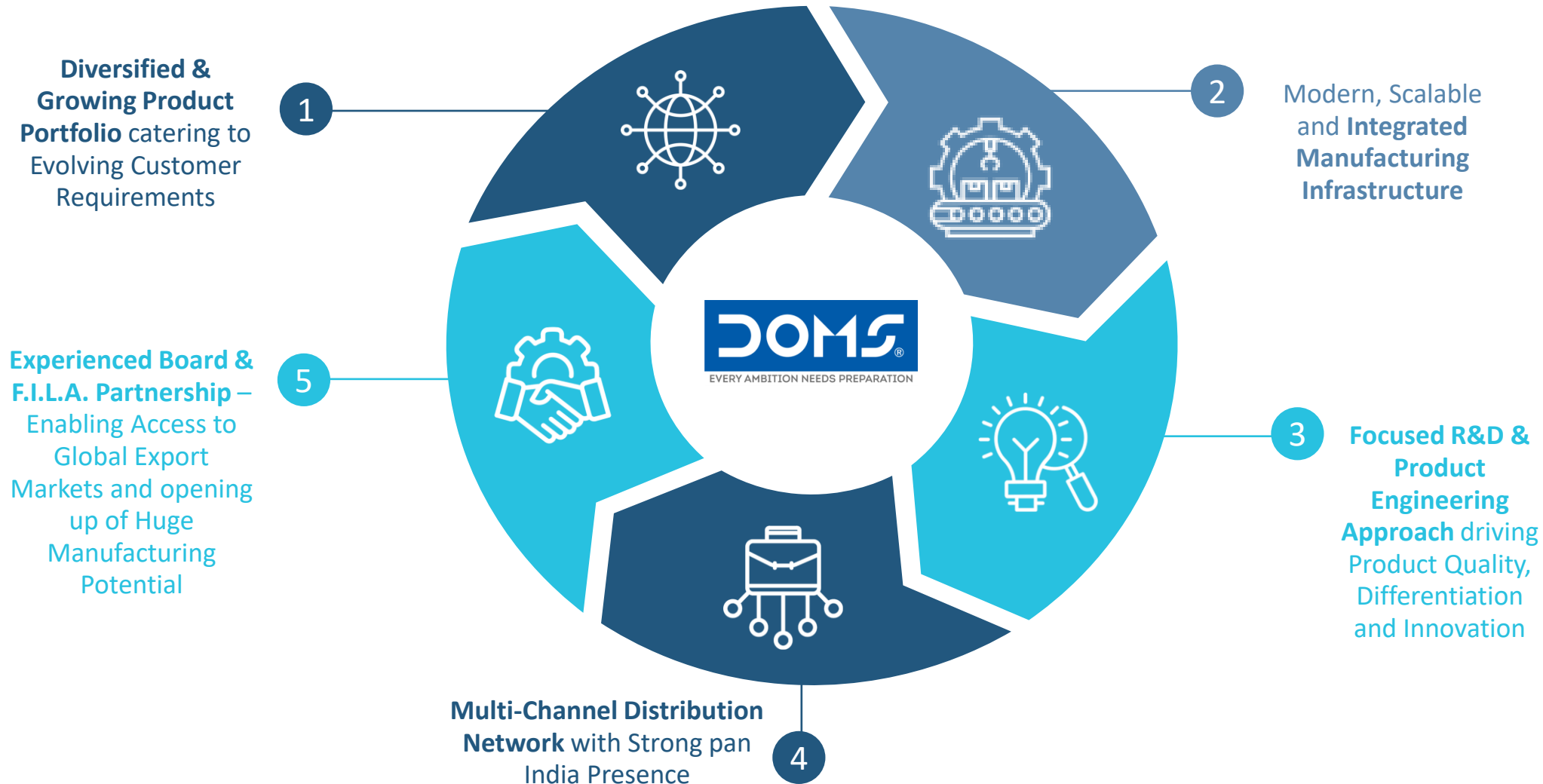
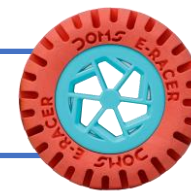


## Company Overview



# Major Corporate Events & Timeline







# Diversified Product Portfolio



1

## Scholastic Stationery



2

## Scholastic Art Material



3

## Paper Stationery



4

## Kits & Combos



5

## Fine Art Products



8

## Hygiene Products



6

## Office Supplies



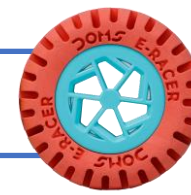
7

## Hobby & Craft



Diversified Product Portfolio – One stop shop for all Stationery and Art Materials; and Baby Hygiene Products

# Modern, Scalable and Integrated Manufacturing Infrastructure (1/2)



Scale and Size of Operations – 18 Manufacturing Facilities Spread Across 2.00+ mn sq.ft. Facility Area



Construction going on in full swing at the 44+ acres new facility

Robust Manufacturing Infrastructure – Enabling End-to-End Operations

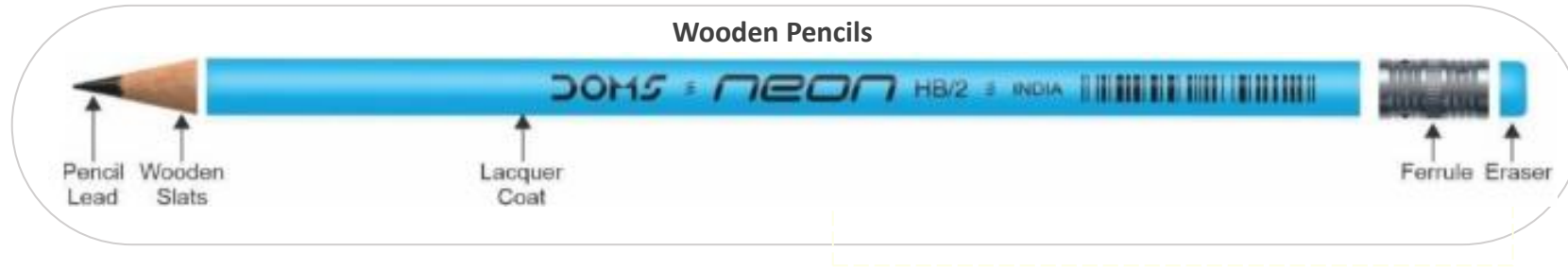






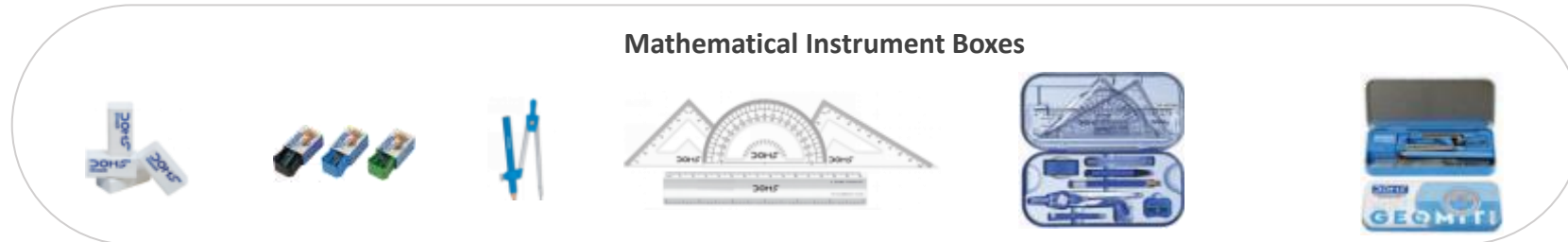
## Backward Integrated In-House Manufacturing Infrastructure – Driving Operational Efficiency

### Wooden Pencils



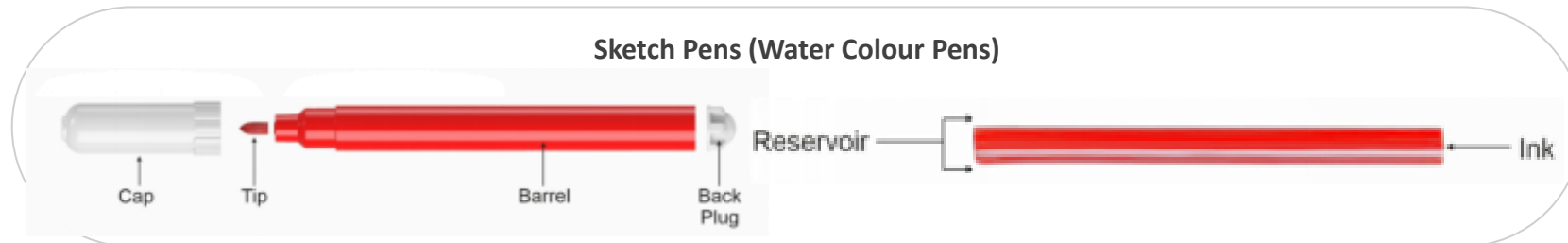
- All key components are manufactured in-house

### Mathematical Instrument Boxes



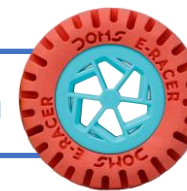
- In-house manufacturing of:
  - Tin boxes & Label Printing
  - Mathematical Instruments
  - Other Stationery Materials

### Sketch Pens (Water Colour Pens)



- From sketch pen caps to ink & reservoir – All are manufactured in-house





## State-of-Art R&D Facility and In-House Designing Team




**R&D and Design Team**  
**55+ employees<sup>1</sup>**





**Quality Check & Assurance Team**  
**145+ employees<sup>1</sup>**

## F.I.L.A. Expertise as a Strategic Partner



 Knowledge sharing arrangement with F.I.L.A.

 F.I.L.A. partnership augmenting DOMS R&D capabilities

 Exchanging technical know-how from F.I.L.A.

## Key Innovation Initiatives

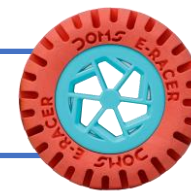


**Innovative Design**

**Improved Usability**

**Patented Technology**

# Strong Distribution Network



## Domestic Distribution Strength



130+

Super Stockists

70+

Super Stockists

5,725+

Distributors

1,100+

Distributors

145,000+

Retail Outlets

28,000+

Retail Outlets

850+

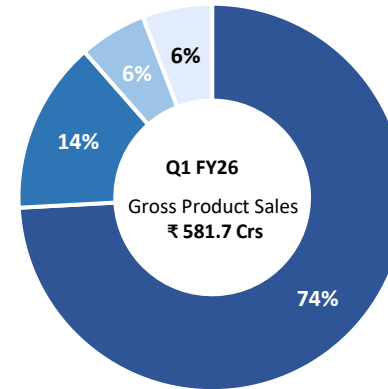
Sales Personnel

240+

Sales Personnel

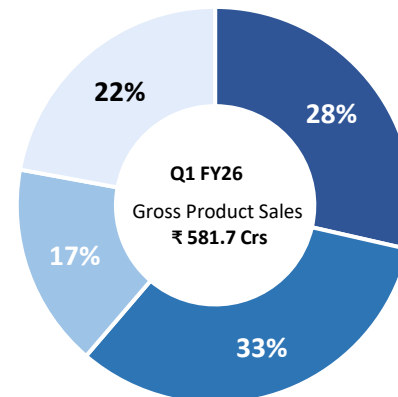
## Multi Channel Presence

■ General Trade ■ Exports ■ Modern Trade ■ Others



## Balanced Regional Mix

■ North ■ West ■ East ■ South



## Expanding International Presence

55+

Countries

8.3%

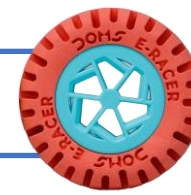
F.I.L.A. Group Exports

6.1%

Third Party Exports

6

Continents



## Board of Directors

### Promoter Group Directors



**Massimo Candela**

*Chairman*



**Luca Pelosin**

*Non- Executive Director*



**Annalisa Barbera**

*Non- Executive Director*



**Ketan Rajani**

*Whole Time Director*



**Santosh Raveshia**

*Managing Director*



**Sanjay Rajani**

*Whole Time Director*



**Chandni Somaiya**

*Whole Time Director*



**Om Raveshia**

*Whole Time Director*

### Independent Directors



**Gianmatteo Terruzzi**

*Independent Director*



**Mehul Shah**

*Independent Director*



**Harsh Thakkar**

*Independent Director*



**Nitesh Shah**

*Independent Director*



**Rajiv Mistry**

*Independent Director*



**Darshika Thacker**

*Independent Director*



**Rohan Ghalla**

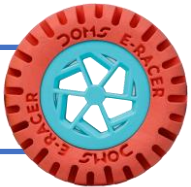
*Independent Director*



**Piyush Mehta**

*Independent Director*






Management Team



**Harshad Raveshia**  
*Chief Consultant  
Wood Working Division*




**Suresh Rajani**  
*Chief Consultant  
Color Pencil Division*



**Vijay Somaiya**  
*Head – Polymer Division*



**Purav Raveshia**  
*Vice President  
Product Development*



**Sumit Rajani**  
*Vice President  
Color Pencil & Graphite Lead*



**Suraj Raveshia**  
*Vice President  
International Business*



**Santosh Swain**  
*Vice President  
Purchase & General Affairs*



**Rahul Shah**  
*Chief Financial Officer*



**Saumitra Prasad**  
*Chief Marketing Officer*

Management Team includes Promoter Group Directors as well as Professional Members

**Permanent Employees<sup>1</sup>**  
**11,800+**

**Contracted Employees<sup>1</sup>**  
**1,200+**



**Better cost controls and margin expansion**

**Greater control on product quality**

Note: (1) As of June 30, 2025







## About F.I.L.A. Group



**Industry Experience**  
**100 years**

**Market Presence**  
**150 countries**

**No. of Brands**  
**25**

**Production Sites**  
**22**

**Revenues**  
**EURO 612 mn**  
As of FY24 (ending December 31 2024)

## Symbiotic Relationship with F.I.L.A. Group

### Global Export Distribution

- Exclusive rights for export of DOMS products in FILA's existing areas of presence
- FILA's infrastructure and market expertise combined with DOMS' diverse product range creates a powerful synergy, driving mutual growth and success

### Exclusive Marketing Rights for FILA Products

- Access to F.I.L.A. Group's Popular and Premium Brands in the Stationery & Art material Industry
- Exclusive Marketing Rights in 7 countries for such FILA Group Products

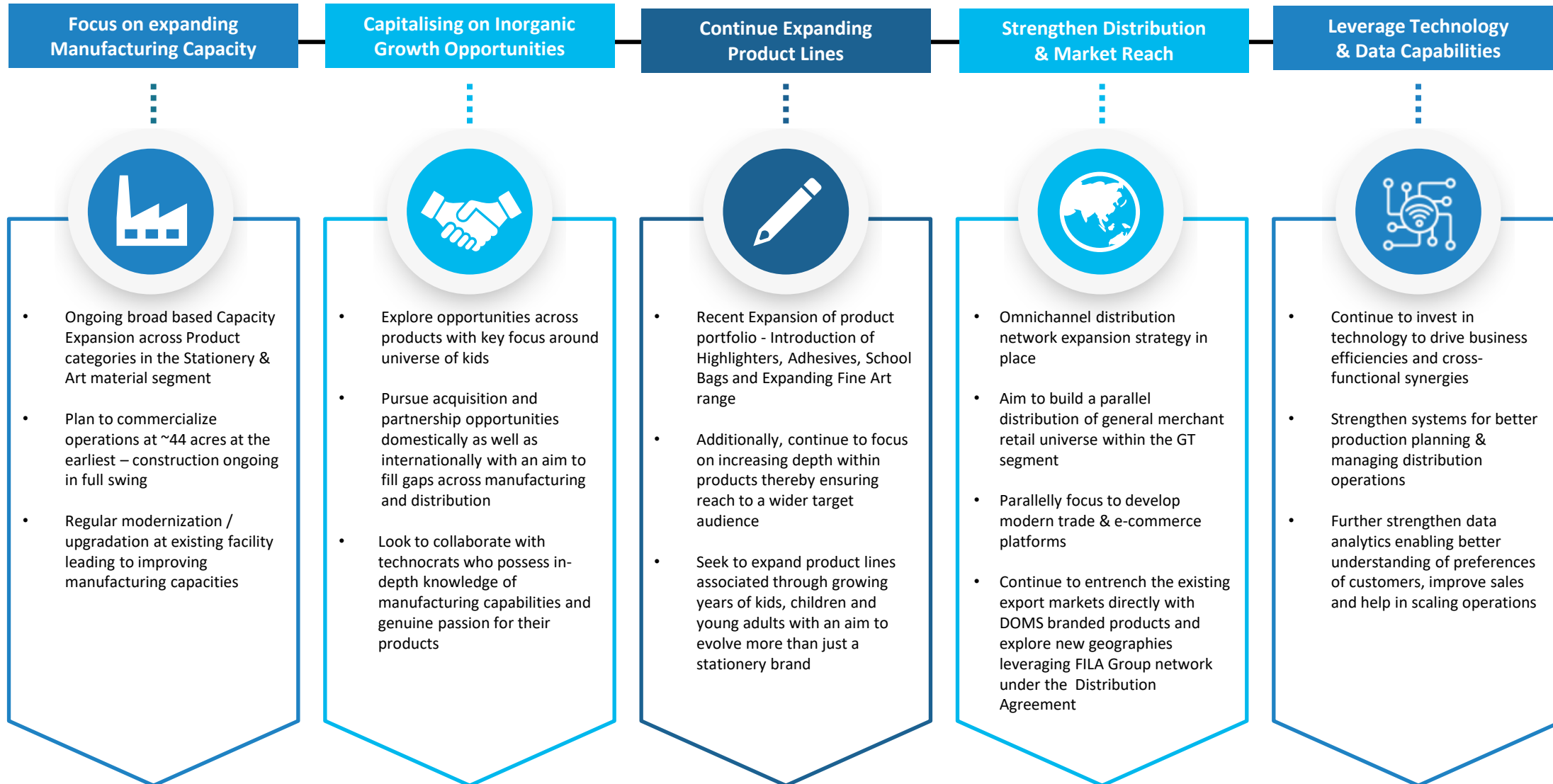
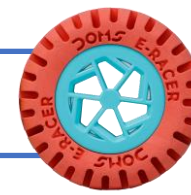
### Access to Product Know How & Global Trends

- Access to FILA Group's established product formulation and use case
- Knowledge sharing of emerging global trends on account of its presence across 150 countries
- Inputs from FILA Board Members with strong Industry domain experience

### DOMS Manufacturing Experience

- With inhouse manufacturing capabilities manufacture (OEM basis) for FILA Group
- Assist in improving ability to source quality products at competitive prices from India for global sales
- Aim to consolidate certain procurement activities across the FILA Group providing an opportunity for us to utilize our manufacturing infrastructure efficiently



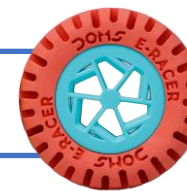




## Financial Performance



## Consolidated Profit & Loss Statement Overview

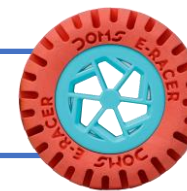


Particulars (₹ Crs)	FY21	FY22	FY23	FY24	FY25
Revenue from Operations	402.8	683.6	1,211.9	1,537.1	1,912.6
Other Income	6.0	2.6	4.6	10.1	22.6
<b>Total Income</b>	<b>408.8</b>	<b>686.2</b>	<b>1,216.5</b>	<b>1,547.3</b>	<b>1,935.2</b>
Cost of Materials Consumed	232.1	425.1	742.7	878.4	1,048.9
Purchase of Stock-in-Trade	11.6	13.7	26.1	59.1	60.6
Changes in Inventories of Finished Goods, Stock-in-Trade and WIP	1.6	-6.8	-5.5	-44.8	-28.9
Employee Benefits Expense	71.1	101.4	141.8	213.1	265.2
Finance Costs	8.8	10.3	11.9	17.1	15.0
Depreciation and Amortization	34.8	38.0	40.7	51.2	69.2
Other Expenses	56.4	80.4	120.1	158.6	218.3
<b>Total Expenses</b>	<b>416.4</b>	<b>662.2</b>	<b>1,077.8</b>	<b>1,332.8</b>	<b>1,648.4</b>
<b>Profit / (Loss) Before Tax</b>	<b>-7.6</b>	<b>24.0</b>	<b>138.8</b>	<b>214.5</b>	<b>286.8</b>
Tax Expenses	-1.6	6.9	35.9	54.8	73.3
<b>Profit / (Loss) After Tax</b>	<b>-6.0</b>	<b>17.1</b>	<b>102.9</b>	<b>159.7</b>	<b>213.5</b>





# Consolidated Balance Sheet Overview



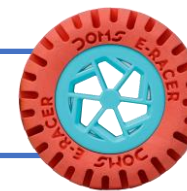
Particulars (₹ Crs)	FY21	FY22	FY23	FY24	FY25
<b>Non- Current Assets</b>					
Property, Plant and Equipment	186.9	186.1	279.9	374.6	498.4
Capital Work-in-Progress	3.1	4.0	6.9	25.4	60.3
Right of use Assets	37.9	38.2	38.2	61.1	76.5
Goodwill	3.3	2.0	2.0	62.4	74.6
Other Intangible Assets	0.5	0.2	0.1	0.1	40.9
Investments	-	-	1.5	1.5	1.5
Other Financial Assets	11.4	10.6	10.9	17.4	20.8
Deferred Tax Assets	0.3	1.2	3.2	5.4	8.2
Other Tax Assets (Net)	1.0	1.1	0.3	0.2	1.5
Other Non-Current Assets	5.8	9.3	17.4	25.3	48.1
<b>Total Non-Current Assets</b>	<b>250.2</b>	<b>252.8</b>	<b>360.4</b>	<b>573.5</b>	<b>830.8</b>
<b>Current Assets</b>					
Inventories	120.8	159.2	184.6	225.1	294.0
Trade Receivables	41.9	49.2	35.6	64.6	134.3
Cash and Cash Equivalents	22.7	9.3	34.3	56.4	60.5
Bank Balance other than above	6.3	6.5	7.4	249.4	164.9
Other Financial Assets (inc. Loans)	0.5	0.6	0.8	3.7	6.5
Other Current Assets	15.2	19.9	16.6	17.1	28.6
<b>Total Current Assets</b>	<b>207.4</b>	<b>244.6</b>	<b>279.4</b>	<b>616.5</b>	<b>688.8</b>
<b>Total Assets</b>	<b>457.5</b>	<b>497.5</b>	<b>639.8</b>	<b>1,190.0</b>	<b>1,519.6</b>

Particulars (₹ Crs)	FY21	FY22	FY23	FY24	FY25
<b>Equity</b>	0.4	0.4	0.4	60.7	60.7
Equity Share Capital	233.2	246.9	337.1	753.7	942.1
Other Equity	8.1	10.8	17.9	27.8	79.7
Non-Controlling Interest	<b>241.7</b>	<b>258.1</b>	<b>355.3</b>	<b>842.2</b>	<b>1,082.5</b>
<b>Total Equity</b>					
<b>Non-Current Liabilities</b>	2.9	2.9	15.2	83.7	105.5
Borrowings	28.3	29.4	30.3	43.0	43.2
Lease Liabilities	-	-	-	-	1.4
Non-Current Provisions	6.0	7.8	9.1	13.2	18.8
Deferred Tax Liabilities (Net)	-	-	-	-	11.3
<b>Total Non-Current Liabilities</b>	<b>37.2</b>	<b>40.0</b>	<b>54.5</b>	<b>140.0</b>	<b>180.2</b>
<b>Current Liabilities</b>					
Borrowings	94.4	82.1	84.9	32.2	47.6
Lease Liabilities	8.1	8.7	9.5	13.0	15.4
Trade Payables	56.8	81.1	87.0	89.2	109.1
Other Financial Liabilities	13.1	13.1	17.5	41.1	40.6
Other Current Liabilities	4.8	7.7	20.0	23.8	32.5
Current Provisions	1.1	1.9	3.6	6.9	8.9
Current Tax Liabilities (Net)	0.4	4.8	7.4	1.6	2.8
<b>Total Current Liabilities</b>	<b>178.7</b>	<b>199.3</b>	<b>229.9</b>	<b>207.8</b>	<b>256.9</b>
<b>Total Equity &amp; Liabilities</b>	<b>457.5</b>	<b>497.5</b>	<b>639.8</b>	<b>1,190.0</b>	<b>1,519.6</b>





# Consolidated Cash Flow Overview



Particulars (₹ Crs)	FY21	FY22	FY23	FY24	FY25
<b>Cash flow from Operating Activities</b>					
Profit / (Loss) before tax	-7.6	24.0	138.8	214.5	286.8
Adjustments for non-cash items	3.5	7.4	43.0	50.9	72.8
Adjustment for non-operating items	36.4	43.4	10.5	10.5	-2.8
<b>Operating cash inflow before working capital changes</b>	<b>32.3</b>	<b>74.8</b>	<b>192.4</b>	<b>275.8</b>	<b>356.8</b>
Net decrease / (increase) in working capital	-14.9	-20.7	15.4	-29.0	-97.7
<b>Cash generated from Operations</b>	<b>17.4</b>	<b>54.1</b>	<b>207.7</b>	<b>246.8</b>	<b>259.1</b>
Income tax paid (net of refunds)	-2.2	-3.2	-34.5	-64.3	-75.7
<b>Net cash flows generated from Operating activities (A)</b>	<b>15.2</b>	<b>50.9</b>	<b>173.3</b>	<b>182.5</b>	<b>183.3</b>
<b>Cash flow from Investing Activities</b>					
Purchase of property, plant and equipment (including CWIP and capital advances)(net)	-23.0	-34.9	-136.3	-153.5	-213.3
Acquisition of subsidiary, net of cash	0.0	0.0	0.0	-70.5	-24.9
Proceeds from sale of property plant & equipment	6.6	0.2	0.8	0.3	0.2
Other Inflow / (Outflow) from Investing Activities	-2.3	0.9	-0.5	-233.8	98.4
<b>Net cash flows used in Investing activities (B)</b>	<b>-18.7</b>	<b>-33.7</b>	<b>-135.9</b>	<b>-457.5</b>	<b>-139.6</b>
<b>Cash flow from Financing Activities</b>					
Proceeds from Fresh Issue of Shares (Net)	0.0	-	0.0	334.7	0.0
Dividends paid	-	-	-5.6	-9.3	-15.2
Finance cost paid	-8.4	-11.0	-14.0	-12.0	-11.5
Payment of lease liabilities	-5.1	-7.9	-7.4	-14.8	-16.6
Proceeds / (Repayments) of borrowings	38.4	-11.6	14.6	-1.3	3.5
<b>Net cash flows (used in) / generated from Financing activities (C)</b>	<b>24.9</b>	<b>-30.6</b>	<b>-12.4</b>	<b>297.2</b>	<b>-39.8</b>
<b>Net increase/(decrease) in cash and cash equivalents (A+B+C)</b>	<b>21.4</b>	<b>-13.4</b>	<b>25.0</b>	<b>22.2</b>	<b>4.0</b>





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**Thank You**

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