

Ref. No. DOMS/SE/25-26/14

Date: May 19, 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 Audited (Standalone and Consolidated) Financial Results for the financial year ended March 31, 2025

Dear Sir/ Madam,

In continuation to our letter dated May 15, 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 Audited (Standalone and Consolidated) Financial Results for the financial year ended March 31, 2025.

The Investor Presentation is available on the website of the Company at www.domsindia.com.

This is for your information and records.

Thanking you,
Yours faithfully,
For DOMS Industries Limited

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

Encl.: As above

Registered Office:

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

Website:

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

Mumbai Office:

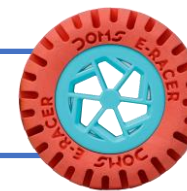
17th Floor, C-Wing, Kailas Business Park,
Hiranandani Link Road, Vikhroli (W)
Mumbai- 400079, Maharashtra, India.

Tel: (+91) 7069028500 / 600

Email: asst.admin@domsindia.com

Q4 FY2025





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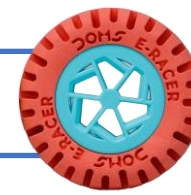
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The Company does not undertake any obligation to revise or update any forward-looking statement that may be made from time to time by or on behalf of the Company. Given these risks, uncertainties and other factors, viewers of this presentation are 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.



DOMS – Growing Child Centric Company



GROWING BRAND PORTFOLIO



Joy of Creation

AMARIZ



CLAPJOY[®]
Delivering Joys Of Life

PRODUCTS & MARKET PRESENCE



8 Product Categories



4300+ SKUs



28 States and 8 UTs
PAN India Presence



50+ Export Countries

MANUFACTURING



50+ acres/
1.90+ mn sq.ft
Operations Area



16
Facilities across 4 Locations



12,500+
Workforce



44+ acres
Upcoming Facility Area

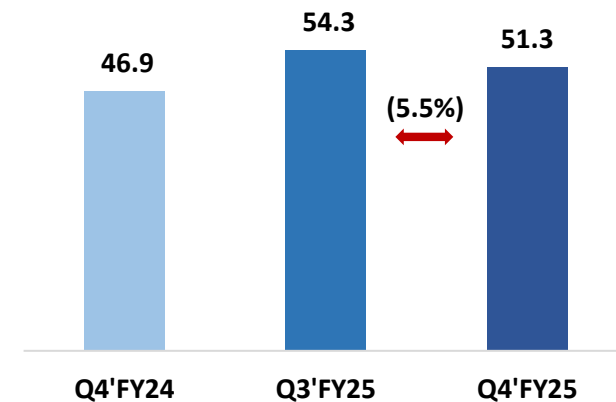
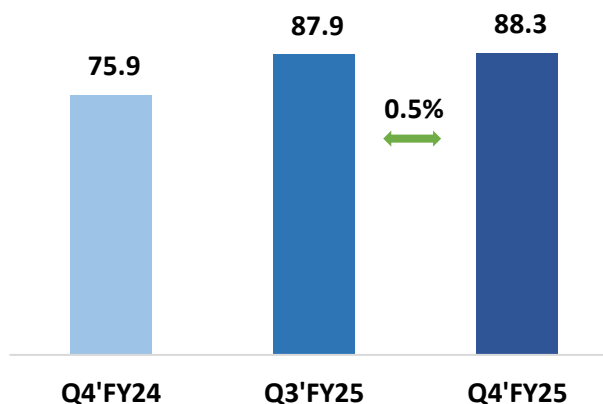
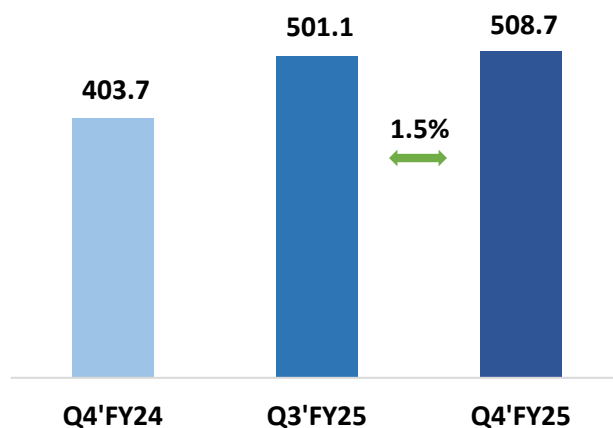
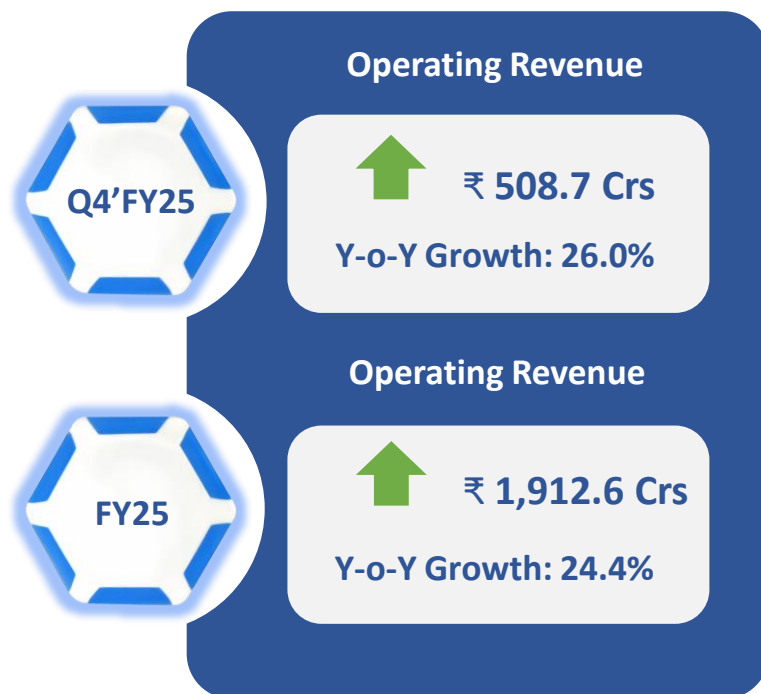
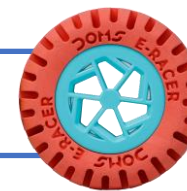
Note: All the datapoints are as of March 31, 2025 unless mentioned otherwise

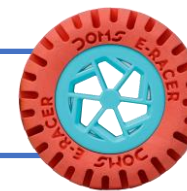


Q4 & FY2025 Performance Highlights



Q4 & FY25 Consolidated Key Financial Highlights



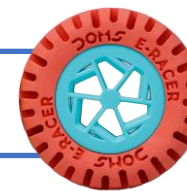


Key Corporate Developments

- **Execution of Shareholders Agreement with FILA**
 - **Nomination Rights:**
 - Promoter Shareholder Group bring experience and expertise of the global stationery industry and have been instrumental in the growth and success of DOMS
 - Their experience, guidance, and vision will play a crucial role in shaping Company's strategy and direction
 - **Exclusive DOMS products Distribution Rights:**
 - Leveraging existing FILA Group network and infrastructure in their existing territories with an aim to smoothen our export business expansion
 - FILA's established infrastructure, market knowledge and expertise will enable to navigate complex export environment and enable to tap into their existing distribution channels and benefit from their logistical capabilities
- **Capacity Expansion underway at ~44 Acre Land parcel at Umbergaon, Gujarat**
 - **Possession of First Building** for installation of plant & machinery **by end of Q3FY26**
 - Expected **commercial production** at the First Building **by end of Q4FY26**
- **Strategic Acquisition of Super Treads Private Ltd. ("STPL") – A Paper Stationery Company in East India**
 - Approved acquisition of 51.00% stake in STPL for a maximum consideration of ₹ 6.12 crores
 - Through this acquisition, aim to increase in capacity in the paper stationery segment and to efficiently reach out to the consumer base in eastern India
- **FY25 marked a year of ongoing expansion of Product Lines and Product Categories**
 - Phased increase in capacities for **writing pens, mathematical boxes** and **Paper Stationery products**
 - Introduction of differentiated range of **Markers and Highlighters**
 - Launched a wide range of **scholastic adhesives in unique and ergonomically designed bottle**
 - **Commercial launch of DOMS Branded School Bags**
 - Successfully installed **third diaper production line and wet-wipe manufacturing plant** at Uniclan
- **Consumer-Centric Marketing Initiatives further enhancing the Brand's connect with consumers**
 - **Launch of Art Studio at Kidzania Dubai** with an aim to nurture creativity and make quality art experiences accessible and engaging across borders
 - Launch an **online engagement programme through 'DOMS Art League'** – an initiative aimed at nurturing the creative spirit and one's connection with Art
 - **Continue to engage with customers through dedicated You Tube channel and Instagram handle** with product videos, product launch announcement etc.
 - Inaugurated **Art Plaza Gallery in Mumbai's Kala Ghoda district** aimed to empower emerging artists and support the commitment to artistic excellence



Q4 & FY25 - Consolidated P&L Snapshot



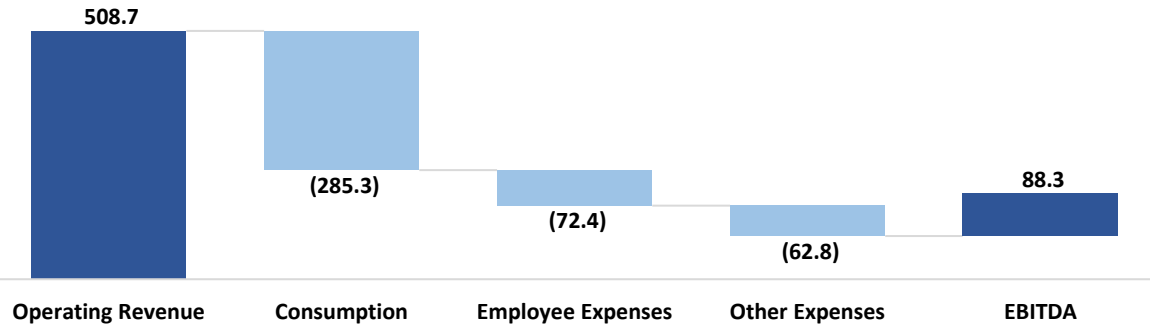
Particulars (₹ Cr)	Q4'FY25	Q4'FY24	Y-o-Y % Change	Q3'FY25	FY25	FY24	Y-o-Y % Change
Revenue from operations	508.7	403.7	26.0%	501.1	1,912.6	1,537.1	24.4%
Consumption Expenses	285.3	226.1		282.9	1,080.6	892.8	
Gross Profit	223.5	177.6	25.8%	218.2	832.0	644.4	29.1%
<i>Gross Profit Margins (%)</i>	<i>43.9%</i>	<i>44.0%</i>		<i>43.5%</i>	<i>43.5%</i>	<i>41.9%</i>	
Employee Benefits Expense	72.4	56.1		70.2	265.2	213.1	
Other Expenses	62.8	45.6		60.1	218.3	158.6	
EBITDA	88.3	75.9	16.2%	87.9	348.4	272.7	27.8%
<i>EBITDA Margins (%)</i>	<i>17.3%</i>	<i>18.8%</i>		<i>17.5%</i>	<i>18.2%</i>	<i>17.7%</i>	
Other Income	4.8	5.7		6.2	22.6	10.1	
Depreciation & Amortisation	20.8	14.4		17.5	69.2	51.2	
EBIT	72.3	67.2	7.6%	76.5	301.9	231.6	30.3%
<i>EBIT Margins (%)</i>	<i>14.2%</i>	<i>16.6%</i>		<i>15.3%</i>	<i>15.8%</i>	<i>15.1%</i>	
Finance Costs	3.6	4.3		3.6	15.0	17.1	
Share of Profit / (Loss) of Associates	0.0	0.1		0.0	0.0	-0.0	
Profit Before Tax	68.6	63.0	9.0%	73.0	286.8	214.5	33.7%
<i>PBT Margins (%)</i>	<i>13.5%</i>	<i>15.6%</i>		<i>14.6%</i>	<i>15.0%</i>	<i>14.0%</i>	
Tax expenses	17.4	16.0		18.7	73.3	54.8	
PAT	51.3	46.9	9.3%	54.3	213.5	159.7	33.7%
<i>PAT Margins (%)</i>	<i>10.1%</i>	<i>11.6%</i>		<i>10.8%</i>	<i>11.2%</i>	<i>10.4%</i>	



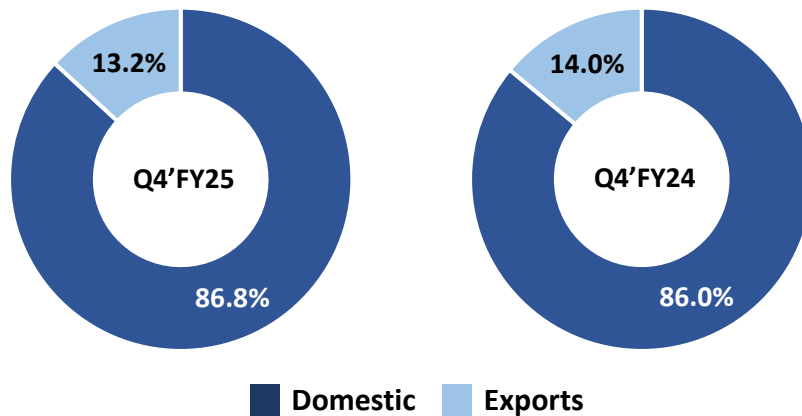
Q4 & FY25 – Operational Profile



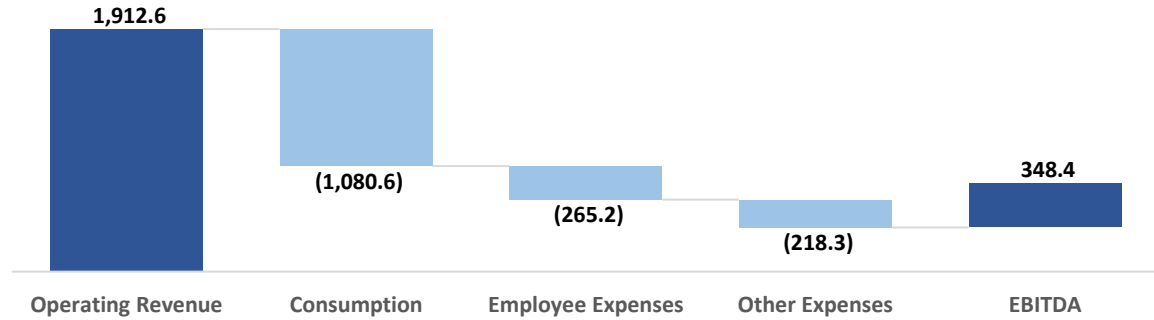
Q4'FY25 - Operational Analysis



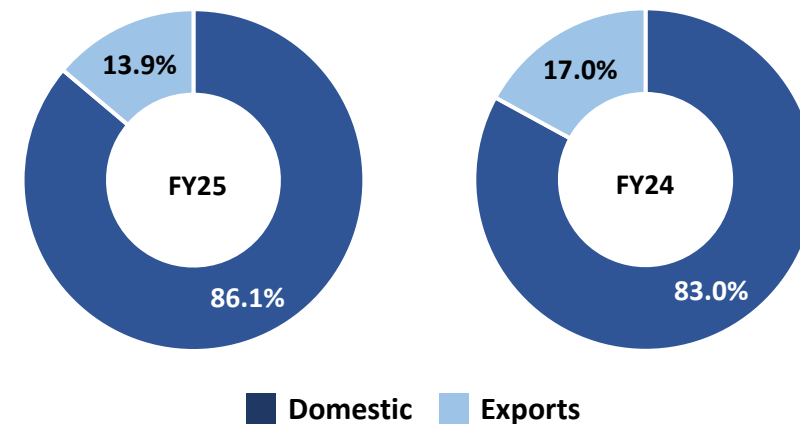
Q4 (Y-o-Y) – Geographical Sales Break-up



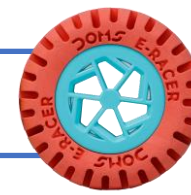
FY25 - Operational Analysis



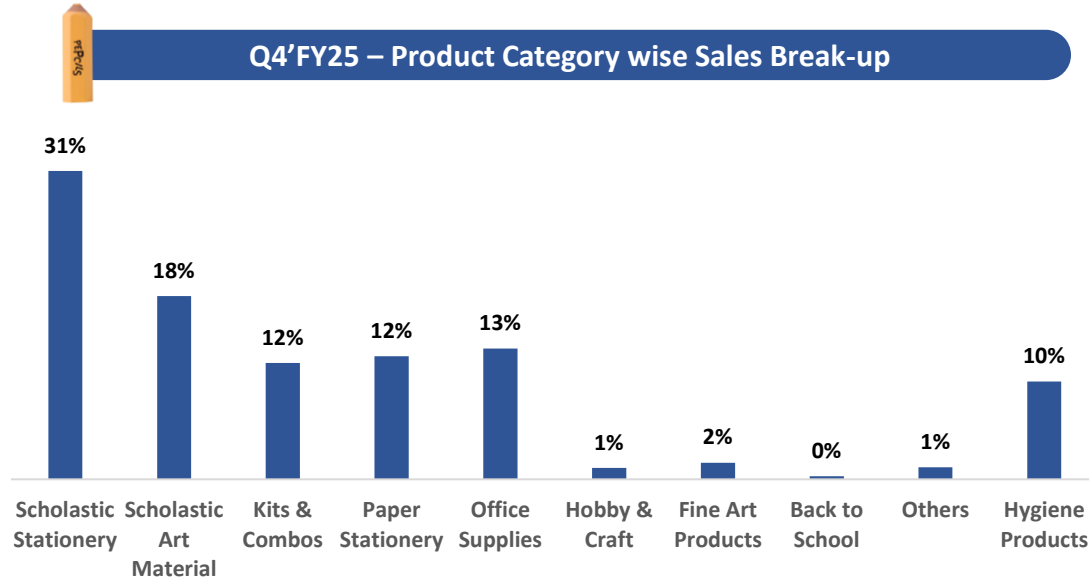
FY (Y-o-Y) - Geographical Sales Break-up



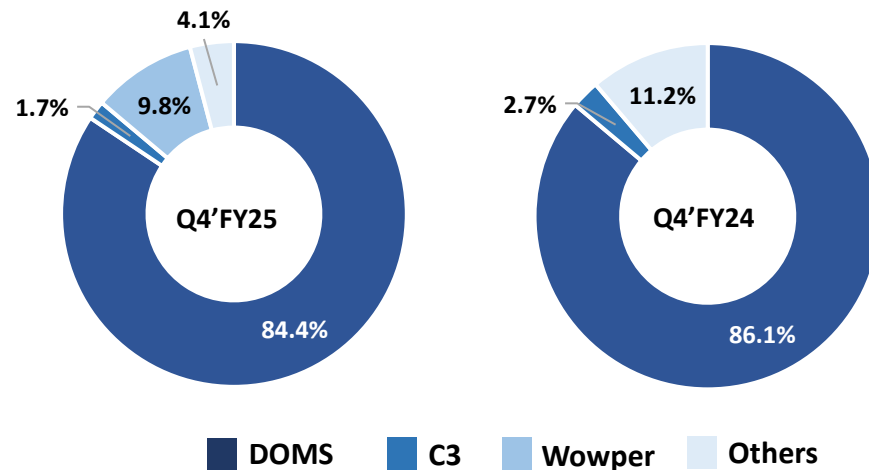
Q4 & FY25 – Operational Profile



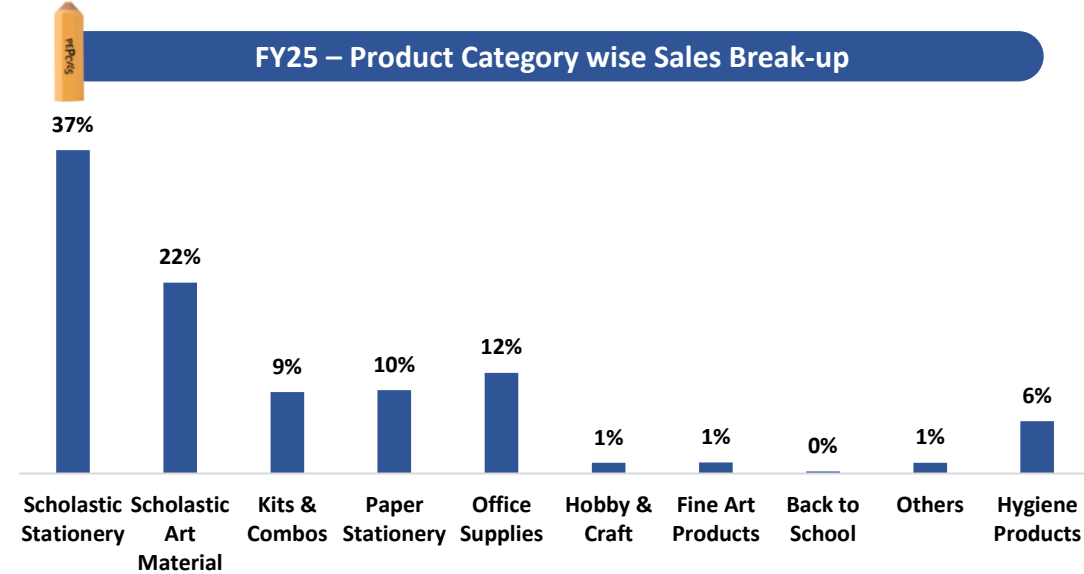
Q4'FY25 – Product Category wise Sales Break-up



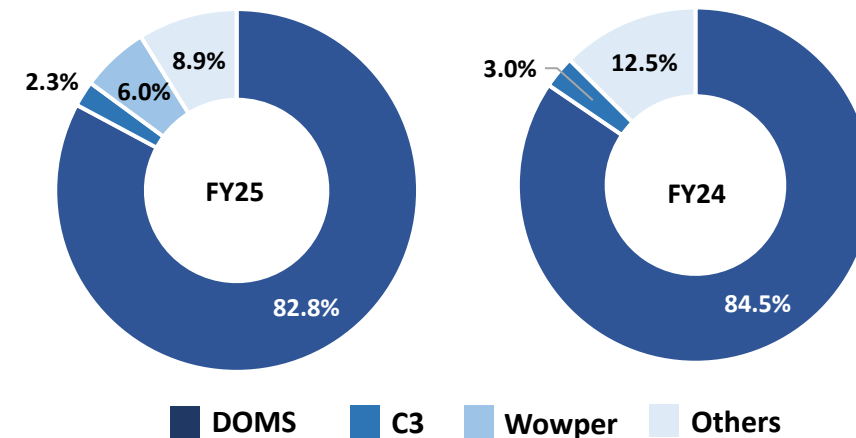
Q4 (Y-o-Y) – Brand wise Sales Break-up



FY25 – Product Category wise Sales Break-up



FY (Y-o-Y) – Brand wise Sales Break-up





Recent Key Events & Engagements



Recent Product Introductions



Marketing Activities building Strong Consumer Connect



Launch of DOMS Art Studio at Kidzania Dubai



Factory Visits & School Events



Cancer Patients – Joyful Activity



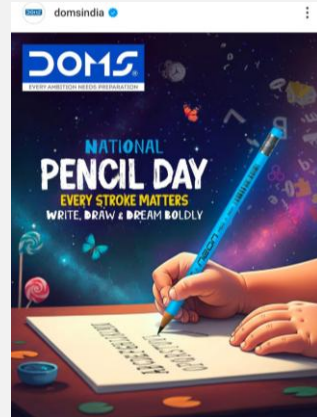
Online Engagement Initiatives



3 Million
SUBSCRIBERS



90.0K
FOLLOWERS

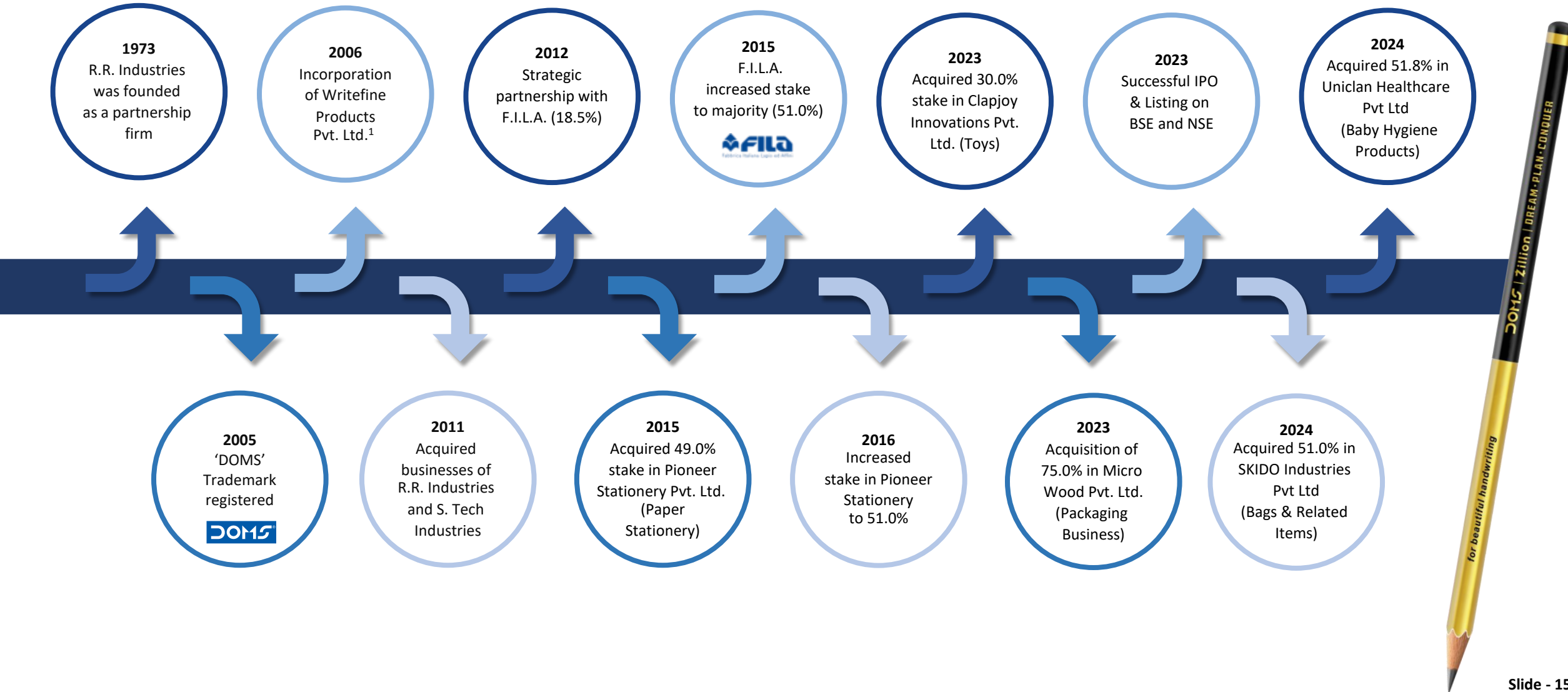


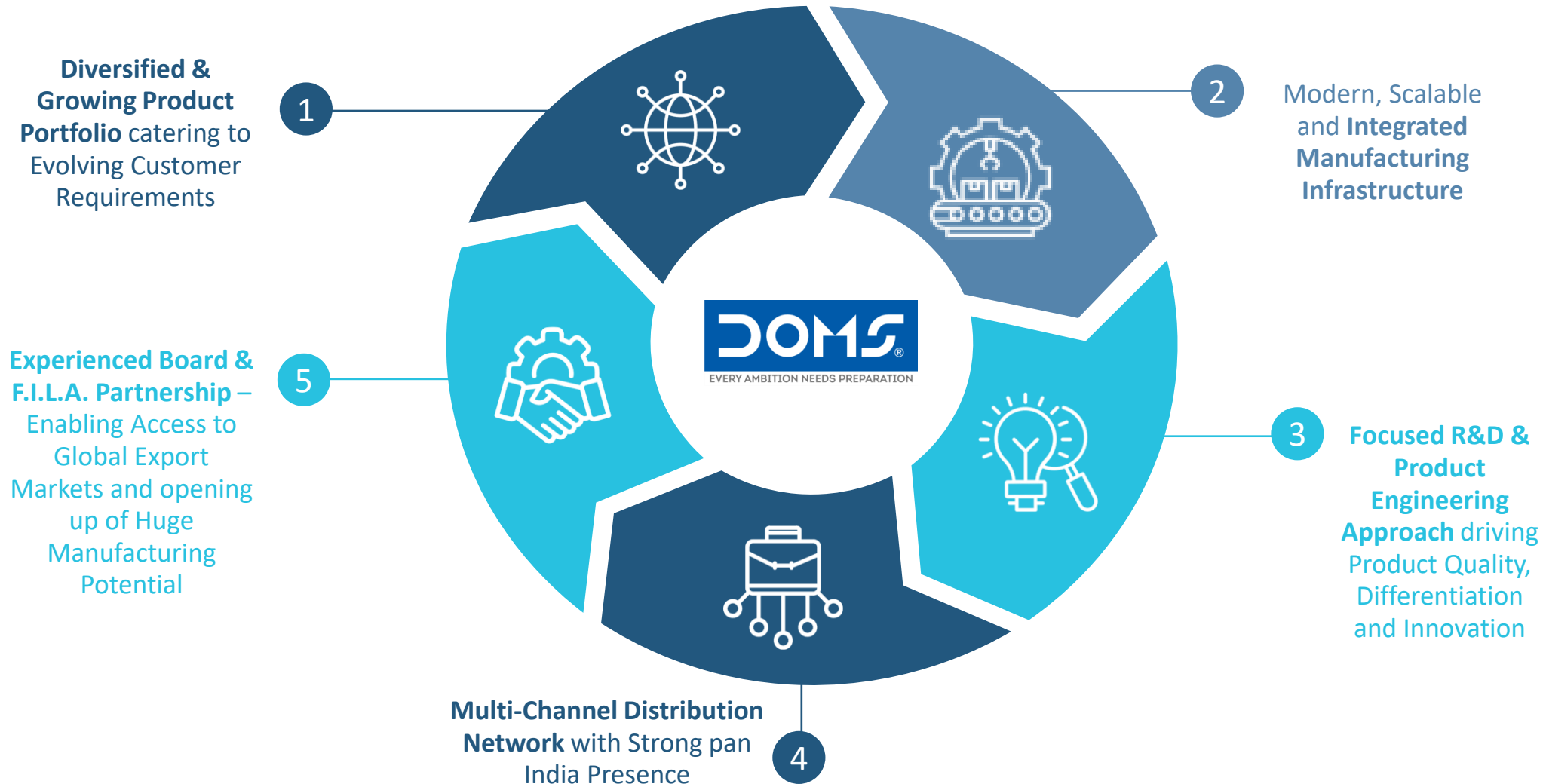
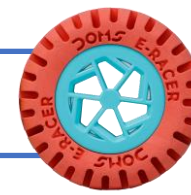


Company Overview

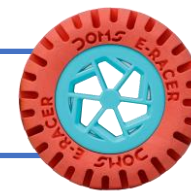


Major Corporate Events & Timeline





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)



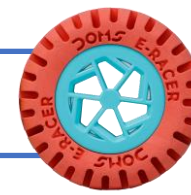
Scale and Size of Operations – 16 Manufacturing Facilities Spread Across 1.90 mn sq.ft. Facility Area



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

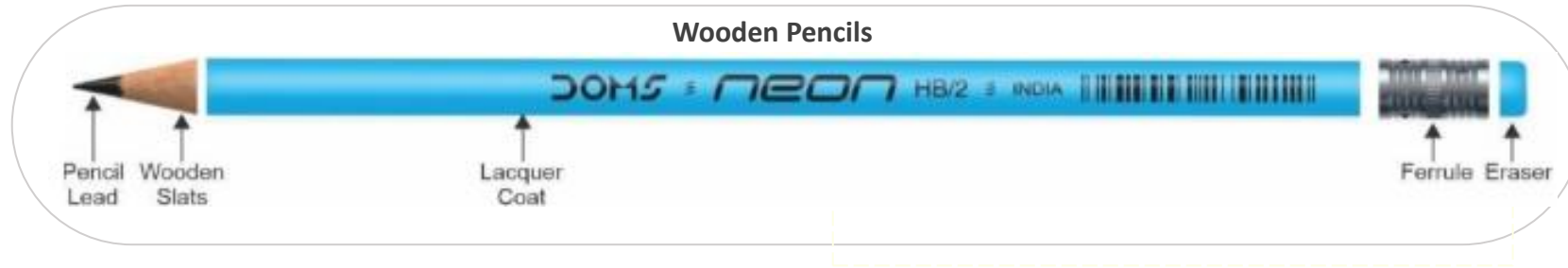
Robust Manufacturing Infrastructure – Enabling End-to-End Operations





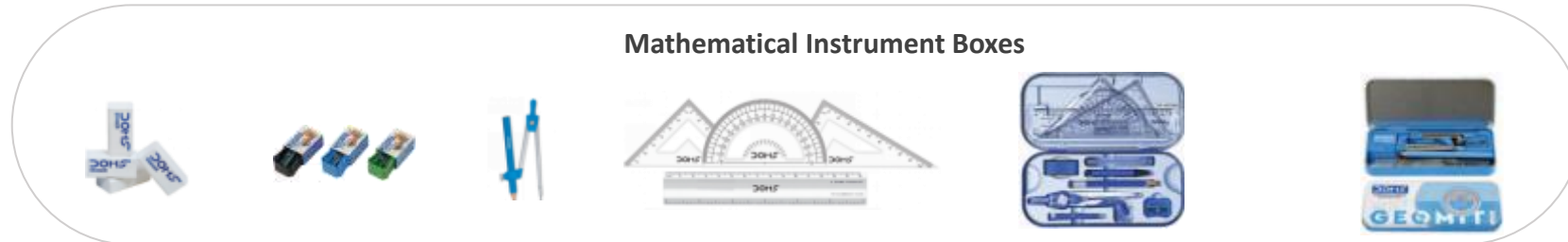
Backward Integrated In-House Manufacturing Infrastructure – Driving Operational Efficiency

Wooden Pencils



- All key components are manufactured in-house

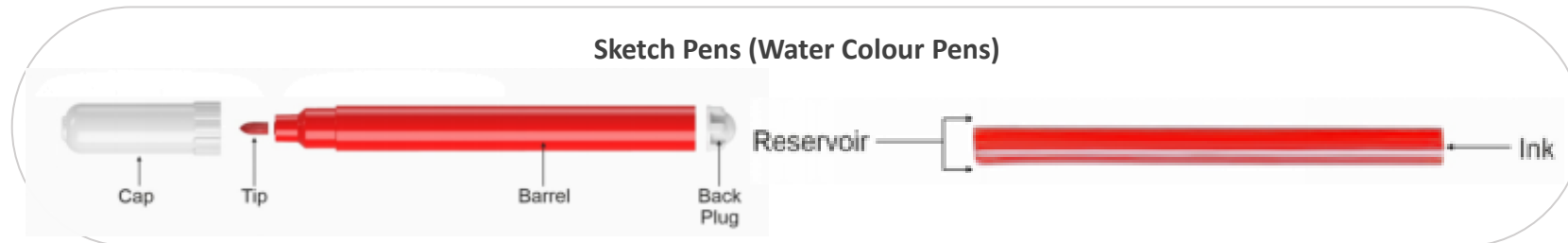
Mathematical Instrument Boxes



In-house manufacturing of:

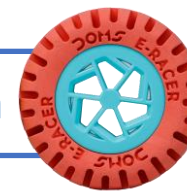
- Tin boxes & Label Printing
- Mathematical Instruments
- Other Stationery Materials

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+ employees¹



Quality Check & Assurance Team
140 employees¹

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



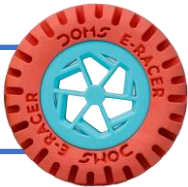
Innovative Design

Improved Usability

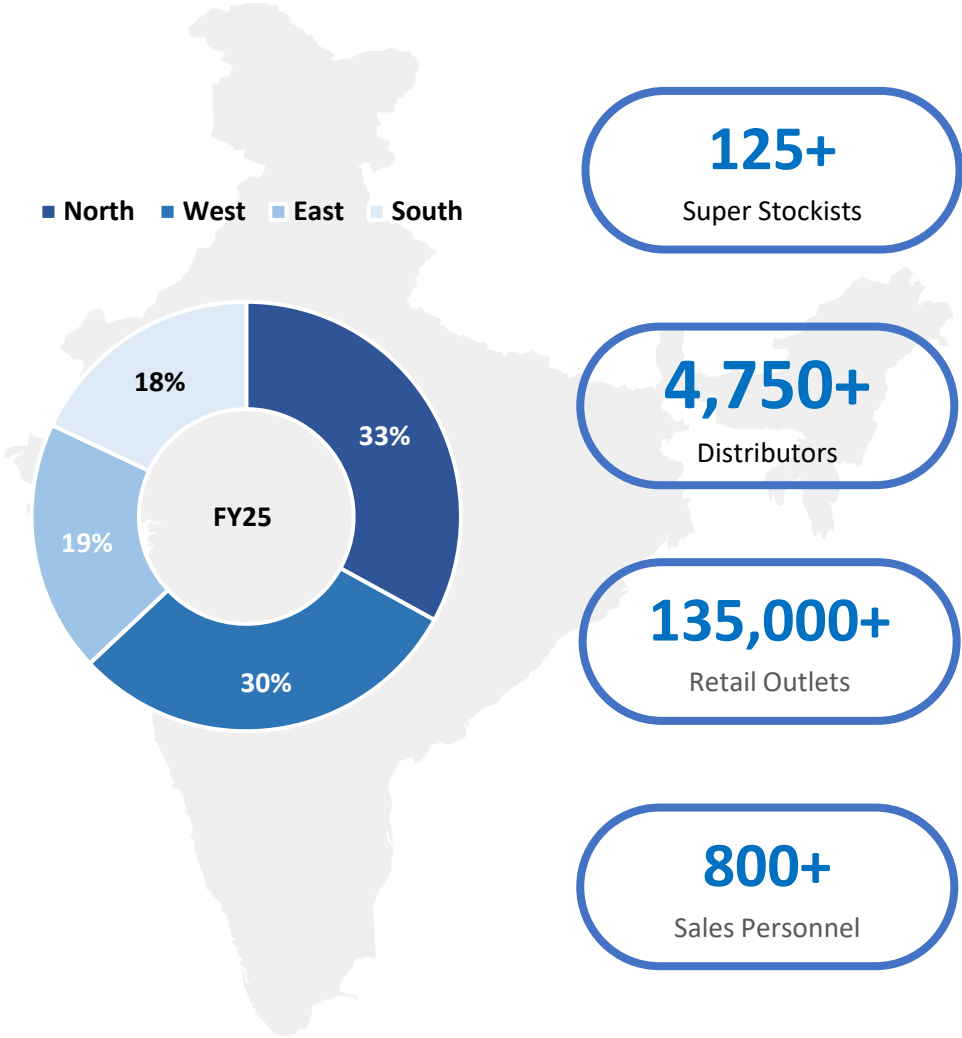
Patented Technology



Strong Global Network within the Stationery & Art Material Segment



Balanced Regional Mix



125+
Super Stockists

4,750+
Distributors

135,000+
Retail Outlets

800+
Sales Personnel

Multi Channel Presence

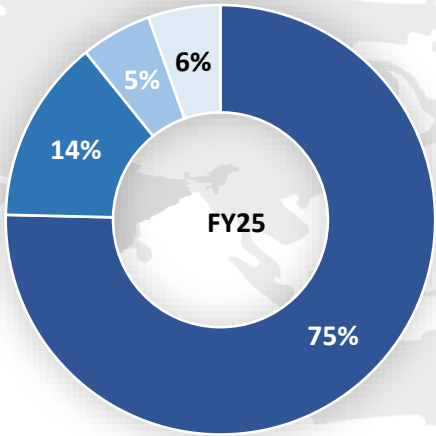
50+
Countries

8.4%
F.I.L.A. Group Exports

5.4%
Third Party Exports

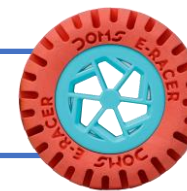
6
Continents

Legend: General Trade (dark blue), Exports (medium blue), Modern Trade (light blue), Others (very light blue)



Note: Data as of FY25 / March 31, 2025, unless otherwise mentioned

Establishing Parallel Distribution Network through Uniclan



70+

Super Stockists

1,100+

Distributors

35,000+

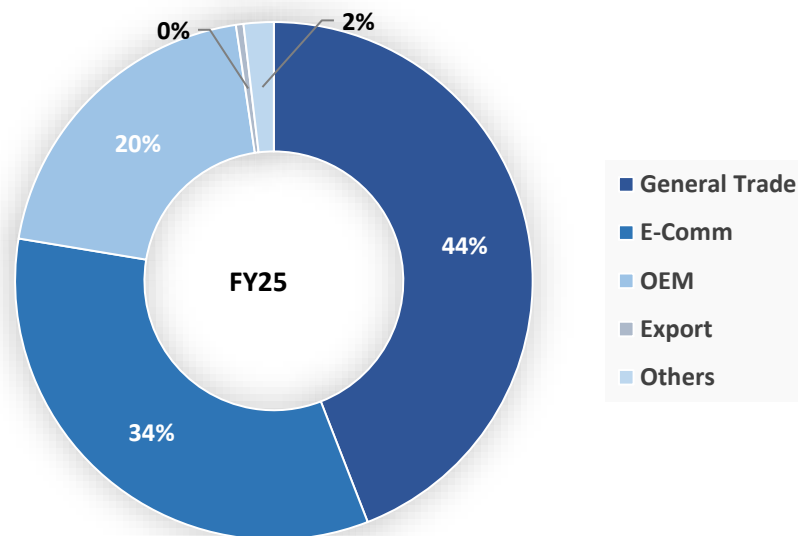
Retail Outlets

250+

Sales Personnel



Channel Sales Distribution



Huge Potential to expand Business through General Trade Segment : Intend to capitalise on DOMS's established channel network to grow this network PAN India and capitalise on growing demand - Distribution integration already in-process

Strong E-commerce Presence : Robust E-commerce presence yielding impressive results with sales on a PAN India basis, demonstrating wide product acceptance

Capitalise on Export Potential : Leveraging upon DOMS established global network, aim to tap into the vast export opportunities



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

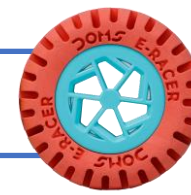
Independent Director



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 Employees¹

11,300+

Contracted Employees¹

1,200+

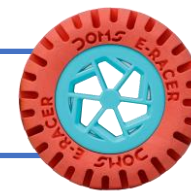


Better cost controls and margin expansion

Greater control on product quality

Note: (1) As of March 31, 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 Support

- Exclusive rights for export of DOMS products in their existing areas of presence
- Leveraging FILA Group network with an aim to smoothen our export business
- FILA's established infrastructure, market knowledge and expertise will enable to navigate complex export environment

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

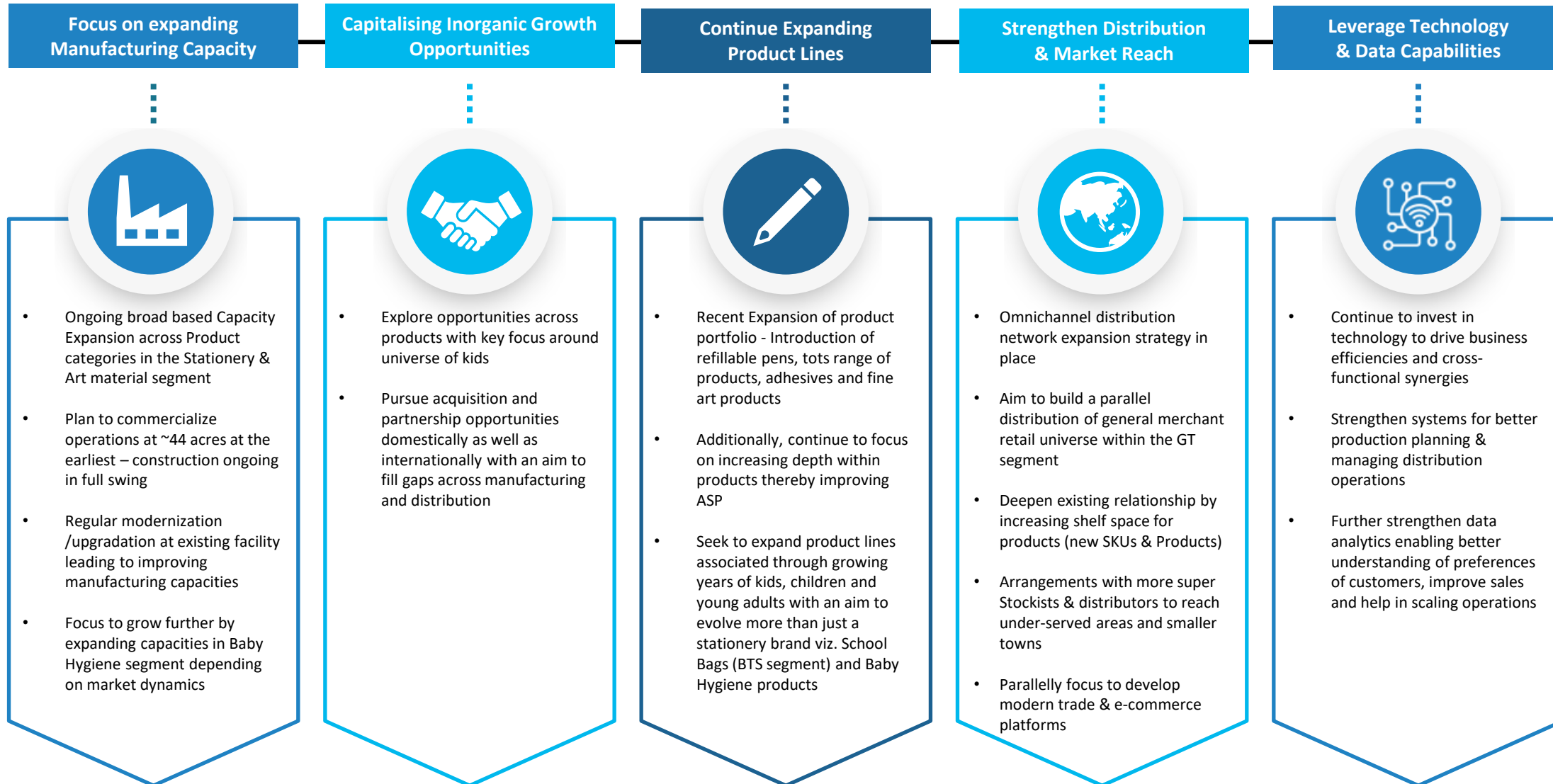
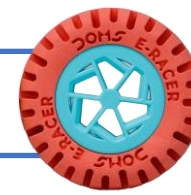
Access to F.I.L.A. Product Formulation & Global Trends

- 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



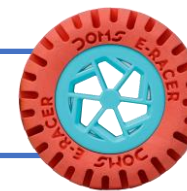




Financial Performance



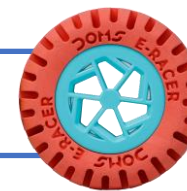
Consolidated Profit & Loss Statement Overview



Particulars (₹ Cr)	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
Total Income	408.8	686.2	1,216.5	1,547.3	1,935.2
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
Total Expenses	416.4	662.2	1,077.8	1,332.8	1,648.4
Profit / (Loss) Before Tax	-7.6	24.0	138.8	214.5	286.8
Tax Expenses	-1.6	6.9	35.9	54.8	73.3
Profit / (Loss) After Tax	-6.0	17.1	102.9	159.7	213.5



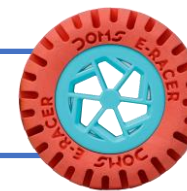
Consolidated Balance Sheet Overview



Particulars (₹ Cr)	FY21	FY22	FY23	FY24	FY25
Non- Current Assets					
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
Total Non-Current Assets	250.2	252.8	360.4	573.5	830.8
Current Assets					
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
Total Current Assets	207.4	244.6	279.4	616.5	688.8
Total Assets	457.5	497.5	639.8	1,190.0	1,519.6

Particulars (₹ Cr)	FY21	FY22	FY23	FY24	FY25
Equity	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	241.7	258.1	355.3	842.2	1,082.5
Total Equity					
Non-Current Liabilities	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
Total Non-Current Liabilities	37.2	40.0	54.5	140.0	180.2
Current Liabilities					
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
Total Current Liabilities	178.7	199.3	229.9	207.8	256.9
Total Equity & Liabilities	457.5	497.5	639.8	1,190.0	1,519.6

Consolidated Cash Flow Overview



Particulars (₹ Cr)	FY21	FY22	FY23	FY24	FY25
Cash flow from Operating Activities					
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
Operating cash inflow before working capital changes	32.3	74.8	192.4	275.8	356.8
Net decrease / (increase) in working capital	-14.9	-20.7	15.4	-29.0	-97.7
Cash generated from Operations	17.4	54.1	207.7	246.8	259.1
Income tax paid (net of refunds)	-2.2	-3.2	-34.5	-64.3	-75.7
Net cash flows generated from Operating activities (A)	15.2	50.9	173.3	182.5	183.3
Cash flow from Investing Activities					
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
Net cash flows used in Investing activities (B)	-18.7	-33.7	-135.9	-457.5	-139.6
Cash flow from Financing Activities					
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
Net cash flows (used in) / generated from Financing activities (C)	24.9	-30.6	-12.4	297.2	-39.8
Net increase/(decrease) in cash and cash equivalents (A+B+C)	21.4	-13.4	25.0	22.2	4.0





Thank You



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