

DOMS INDUSTRIES LIMITED

Consistent Impressive Growth with Robust Margin Profile

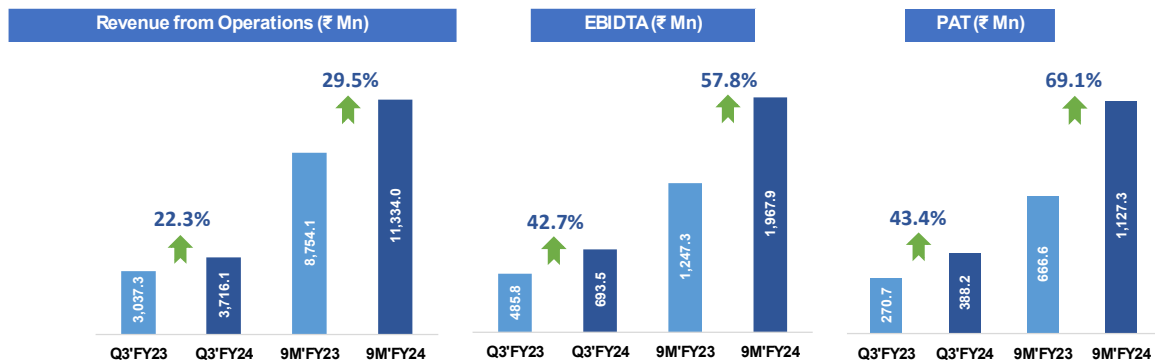
Revenue for 9M'FY24 up by **29.5% y-o-y** at ₹ **11,334.0 Mn**
 EBITDA for 9M'FY24 up by **57.8% y-o-y** at ₹ **1,967.9 Mn**
 PAT for 9M'FY24 up by **69.1% y-o-y** at ₹ **1,127.3 crores**

Umbergaon, Gujarat February 09, 2024: DOMS Industries Limited ('DOMS'), one of India's leading stationery and art material company, announced its Financial Results for the quarter and nine months period ending December 31, 2023.

Consolidated Key Financial Highlights are as follows:

Particulars (₹ Mn)	Q3'FY24	Q3'FY23	Y-o-Y % Change	Q2'FY24	9M'FY24	9M'FY23	Y-o-Y % Change	FY23
Revenue from Operations	3,716.1	3,037.3	22.3%	3,823.9	11,334.0	8,754.1	29.5%	12,118.9
Gross Profit (GP)	1,639.1	1,152.1		1,570.9	4,667.9	3,156.8		4,485.2
GP Margin	44.1%	37.9%		41.1%	41.2%	36.1%		37.0%
EBITDA	693.5	485.8	42.7%	652.3	1,967.9	1,247.3	57.8%	1,866.6
EBITDA Margin (%)	18.7%	16.0%		17.1%	17.4%	14.2%		15.4%
PBT	523.9	363.0		504.3	1,515.3	896.2		1,387.6
PBT Margin (%)	14.1%	12.0%		13.2%	13.4%	10.2%		11.5%
PAT	388.2	270.7	43.4%	375.9	1,127.3	666.6	69.1%	1,028.7
PAT Margin (%)	10.4%	8.9%		9.8%	9.9%	7.6%		8.5%

Consolidated Performance Highlights for Q3 & 9M'FY24



Performance highlights for Q3

- Revenue from Operations for Q3'FY24 grew by a robust 22.3% to ₹ 3,716.1 Mn as compared to ₹ 3,037.3 Mn in Q3'FY23.
- EBITDA for Q3'FY24 grew by an impressive 42.7% to ₹ 693.5 Mn as compared to ₹ 485.8 Mn in Q3'FY23. EBITDA margin for Q3'FY24 expanded by 270 bps to an impressive 18.7% as compared to 16.0% in Q3'FY23.

- **PAT** for Q3'FY24 grew by an impressive 43.4% to ₹ 388.2 Mn as compared to ₹ 270.7 Mn in Q3'FY23. **PAT margin** for Q3'FY24 expanded to 10.4% as compared to 8.9% in Q3'FY23.

Performance highlights for 9M

- **Revenue from Operations** for 9M'FY24 grew by a robust 29.5% to ₹ 11,334.0 Mn as compared to ₹ 8,754.1 Mn in 9M'FY23.
- **EBIDTA** for 9M'FY24 grew by an impressive 57.8% to ₹ 1,967.9 Mn as compared to ₹ 1,247.3 Mn in 9M'FY23. **EBIDTA margin** for 9M'FY24 expanded by 320 bps to an impressive 17.4% as compared to 14.2% in 9M'FY23.
- **PAT** for 9M'FY24 grew by 69.1% to ₹ 1,127.3 Mn as compared to ₹ 666.6 Mn in 9M'FY23. **PAT margin** for 9M'FY24 increased to 9.9% as compared to 7.6% in 9M'FY23.

Commenting on the results and performance, Mr. Santosh Raveshia, Managing Director, DOMS Industries Limited said:

“Q3'FY24 was a milestone period in the Company's history with the successful listing of its equity shares on the Indian Stock Exchange. Our journey nurtured by the support and affection of countless stakeholders, has continuously inspired us to strive forward. I am pleased to inform you that we have registered a robust sales growth of 22.3% in Q3'FY24 backed by increase in capacities across our core product categories as well as introduction of new product segments. This growth performance was backed with strong growth in EBITDA margins primarily on account of lower raw material costs as well as owing to change in product sales mix. The consistent growth in our performance reflects the power of our Brand acceptance and is testimony of our effective implementation of our growth strategy.

We believe that powerful consumer trends in India will continue to expand the Indian stationery and art material industry and our differentiated product offering to consumers will drive increasing market share. With an objective to quickly and effectively capitalise on this growth potential and capture higher market share, we continue to focus on expanding our manufacturing capabilities. Towards this aim, we have spent ~ ₹ 280 Mn in CAPEX in Q3'FY24 and have recently added 100,000 sq ft of manufacturing floor space in commercial production during the quarter with another 100,000 sq. ft under construction which is likely to be operational during Q1'FY25. This coupled with our proposed 44 acres expansion, will provide us the required resources to continue our growth momentum and enhance our market share.

With a PAN India retail presence backed by modern, scalable and integrated manufacturing infrastructure driving differentiated product offering will help us to capitalise on this growth trajectory reinforcing our commitment of a long-term vision of pursuing robust and profitable sales growth. In addition to our strong presence in India comprising of a multi-channel distribution network, we have been selling our products across 45+ countries internationally as well. Recently, we were awarded the No. 1 Exporter of the Year 2022-23 at the Annual Awards of the Pen & Stationery Association of India for the second time in a row. This esteemed honor serves as a reminder of our unwavering dedication to innovation, excellence, and the growing worldwide influence of the 'DOMS' Brand.

With our focus on developing differentiated quality products specifically keeping in mind children and young adults, we believe to continue this growth momentum in the immediate future. Notwithstanding the uncertainty in the global scenario on account of geo-political problems, the resilient domestic macroeconomic and financial conditions, place India at an advantageous position providing a platform for high growth. Looking ahead, I believe, we will continue to reinforce what we have achieved in recent times and further bear the fruit of the several manufacturing and distribution expansion initiatives that are underway.”

About DOMS Industries Limited: DOMS Industries Limited ('DOMS'), is one of India's leading stationery and art products company. The Company designs, develops, manufactures and sells a wide range of well-designed, quality stationery and art products, categorised into seven categories that include, scholastic stationery, scholastic art material, paper stationery, kits and combos, office supplies, hobby and craft and fine art products. The Company's products are primarily sold under the flagship brand 'DOMS', as well as through other brands/ sub-brands, like C3, Amariz and FixyFix. The Company's multi-channel distribution network is spread domestically across 28 states and UTs of India as well as in 45 countries globally covering the US, Africa, Asia Pacific, Europe and Middle East. The Company's keen focus on research and development (R&D), product engineering, backward integrated manufacturing operations, large and diverse product portfolio has enabled DOMS to become the fastest growing stationery and art material products company in India in terms of revenue over the past few years.

Disclaimer : *Certain statements in this "Release" may not be based on historical information or facts and may be "forward looking statements" within the meaning of applicable securities laws and regulations, including, but not limited to, those relating to general business plans & strategy of the Company, its future outlook & growth prospects, future developments in its businesses, its competitive & regulatory environment and management's current views & assumptions which may not remain constant due to risks and uncertainties. Actual results could differ materially from those expressed or implied. The Company and its management assumes no responsibility to publicly amend, modify or revise any statement, based on any subsequent development, information, or events, or otherwise. This "Release" does not constitute a prospectus, offering circular or offering memorandum or an offer to acquire any shares and should not be considered as a recommendation that any investor should subscribe for or purchase any of the Company's shares. The financial figures in this "Release" have been rounded off to the nearest ₹ One Million. The financial results are consolidated financials unless otherwise specified.*

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