

**Ref. No.** DIL/SE/24-25/85

**Date:** February 03, 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 and nine months ended December 31, 2024**

Dear Sir/ Madam,

In continuation of our letter dated January 28, 2025, this is to inform that 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 and nine months ended December 31, 2024.

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

Q3 & 9M FY2025

Growing  
Brand  
Portfolio



Products &  
Market  
Presence



8

Product Categories



4,350+

SKUs



28 States and 8 UTs

PAN India Presence



50+

Export Countries

Manufacturing



48+ acres/1.80+ mn sq.ft

Operations Area



16

Facilities across 4 Locations



12,300+

Workforce



44+ acres

Upcoming Facility Area

Note: All the datapoints are as of December 31, 2024 unless mentioned otherwise



Corporate Video Link : [Click Here](#)



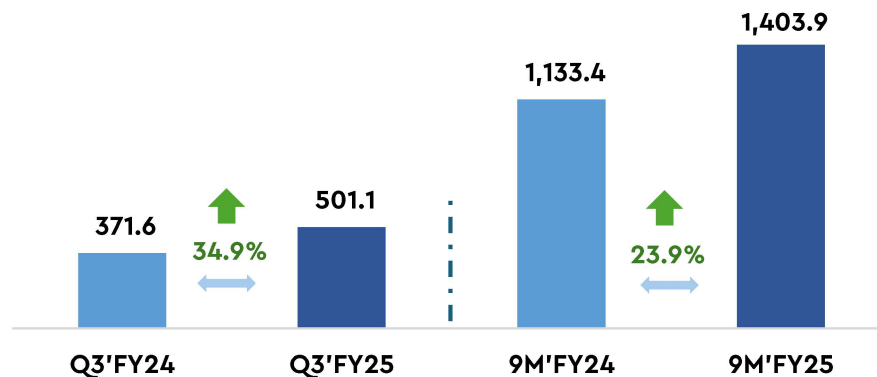
# Q3 & 9M FY25 Performance Highlights



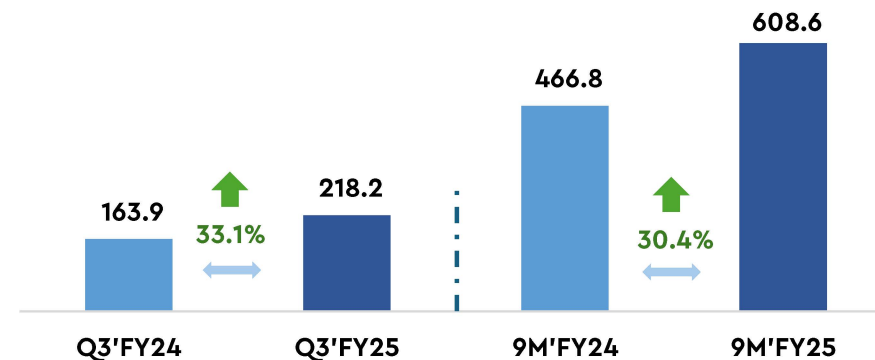


# Q3 & 9M FY25 – Consolidated Key Financial Highlights

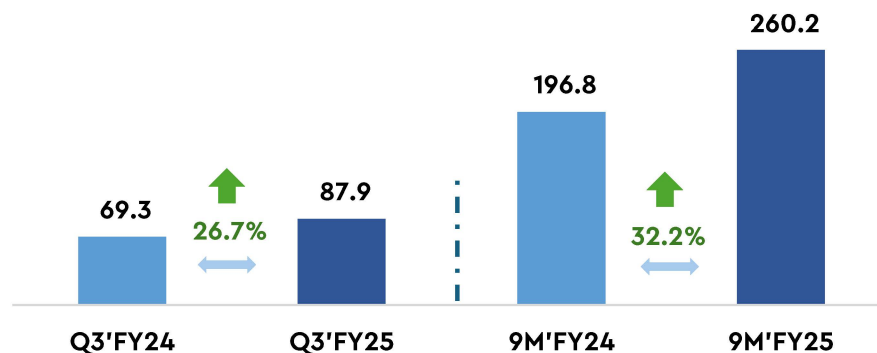
## Operating Revenues# (₹ Cr)



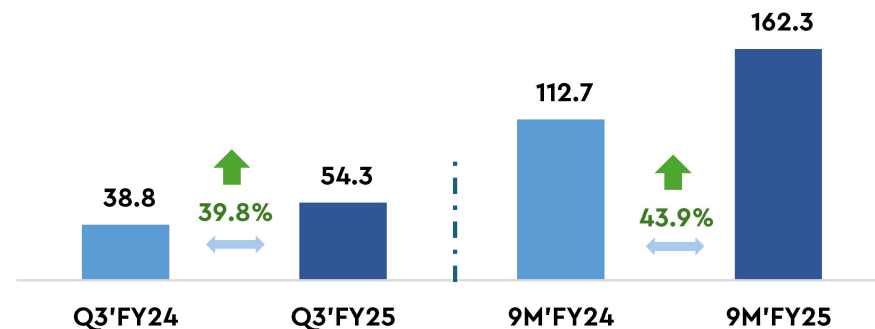
## Gross Profit (₹ Cr)



## EBITDA (₹ Cr)



## PAT (₹ Cr)



# Comparable Consolidated Operating Revenue, excluding Uniclan Healthcare sales impact, grew at 18.2% for 9M'FY25 (Y-o-Y) and 21.4% for Q3'FY25 (Y-o-Y)

## Key Updates

- **Rewarded for Export Excellence** : Awarded third time consecutively **Top Exporter Award for being No. 1 Exporter for the Year 2023-24** by the Pen & Stationery Association of India, underscoring Company's role as a frontrunner in the Indian Export market
- **Recognizing Employee Excellence and Growing Together** : To reward hard work and to retain & motivate talent, Company approved grant of **117,045 stock options under Employee Stock Option Plan 2023** to eligible employees during Q3'FY25
- **Empowering Sustainable Future** : Successful **installation of 1 MW Solar Plant** at Umergaon Manufacturing Facility
- **Ongoing Capacity Expansion on Track** : 44+ acres greenfield expansion in full swing and **possession of first building for machinery installation in Q3'FY26**
- **Uniclan accelerating Growth Initiatives**
  - **Launch of DOMS Co-branded Diapers** : Commercial launch of DOMS Wowper – co-branded range of diapers by Uniclan Healthcare
  - Successful **installation of third diaper production line** at the existing facility widening capacity to **65 crore diapers per annum**
  - Most of requisite pre-approvals from authorities in place **enabling in-house manufacturing of wet wipes by end of Q4'FY25**
- **Cultivating and Nurturing Creative Excellence** : AMARIZ – Company's Fine Art Range partners with Plaza Artist Association at the iconic Art Plaza Gallery, Kala Ghoda, Mumbai to empower emerging artist and provide them a platform to showcase their work



**44+ Acre Expansion Video Link : [Click Here](#)**

# Q3 & 9M FY25 – Consolidated P&L Snapshot



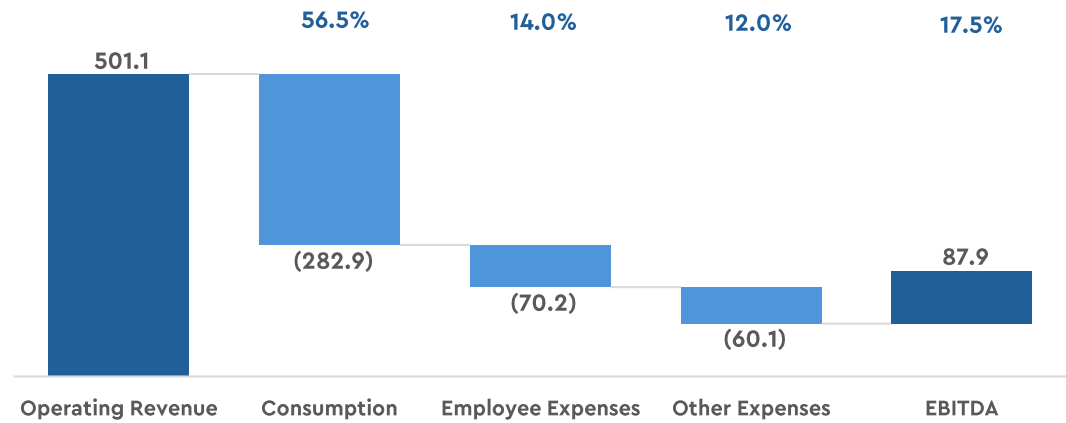
Particulars (₹ Cr)	Q3'FY25	Q3'FY24	Y-o-Y % Change	Q2'FY25	9M'FY25	9M'FY24	Y-o-Y % Change	FY24
<b>Revenue from operations</b>	<b>501.1</b>	<b>371.6</b>	<b>34.9%</b>	<b>457.8</b>	<b>1,403.9</b>	<b>1,133.4</b>	<b>23.9%</b>	<b>1,537.1</b>
Consumption Expenses	282.9	207.7		259.1	795.3	666.6		892.8
Gross Profit	218.2	163.9	33.1%	198.7	608.6	466.8	30.4%	644.4
<i>Gross Profit Margins (%)</i>	<i>43.5%</i>	<i>44.1%</i>		<i>43.4%</i>	<i>43.3%</i>	<i>41.2%</i>		<i>41.9%</i>
Employee Benefits Expense	70.2	54.4		61.5	192.8	156.9		213.1
Other Expenses	60.1	40.1		51.2	155.6	113.0		158.6
<b>EBITDA</b>	<b>87.9</b>	<b>69.3</b>	<b>26.7%</b>	<b>85.9</b>	<b>260.2</b>	<b>196.8</b>	<b>32.2%</b>	<b>272.7</b>
<i>EBITDA Margins (%)</i>	<i>17.5%</i>	<i>18.7%</i>		<i>18.8%</i>	<i>18.5%</i>	<i>17.4%</i>		<i>17.7%</i>
Other Income	6.2	2.0		6.1	17.8	4.5		10.1
Depreciation & Amortisation	17.5	14.0		16.1	48.4	36.8		51.2
EBIT	76.5	57.4	33.4%	75.9	229.6	164.4	39.6%	231.6
<i>EBIT Margins (%)</i>	<i>15.3%</i>	<i>15.4%</i>		<i>16.6%</i>	<i>16.4%</i>	<i>14.5%</i>		<i>15.1%</i>
Finance Costs	3.6	5.0		3.8	11.4	12.8		17.1
Share of Profit / (Loss) of Associates	0.0	0.0		(0.0)	(0.00)	-0.08		-0.0
Profit Before Tax	73.0	52.4	39.3%	72.1	218.2	151.5	44.0%	214.5
<i>PBT Margins (%)</i>	<i>14.6%</i>	<i>14.1%</i>		<i>15.7%</i>	<i>15.5%</i>	<i>13.4%</i>		<i>14.0%</i>
Tax expenses	18.7	13.6		18.4	55.9	38.8		54.8
<b>PAT</b>	<b>54.3</b>	<b>38.8</b>	<b>39.8%</b>	<b>53.7</b>	<b>162.3</b>	<b>112.7</b>	<b>43.9%</b>	<b>159.7</b>
<i>PAT Margins (%)</i>	<i>10.8%</i>	<i>10.4%</i>		<i>11.7%</i>	<i>11.6%</i>	<i>9.9%</i>		<i>10.4%</i>



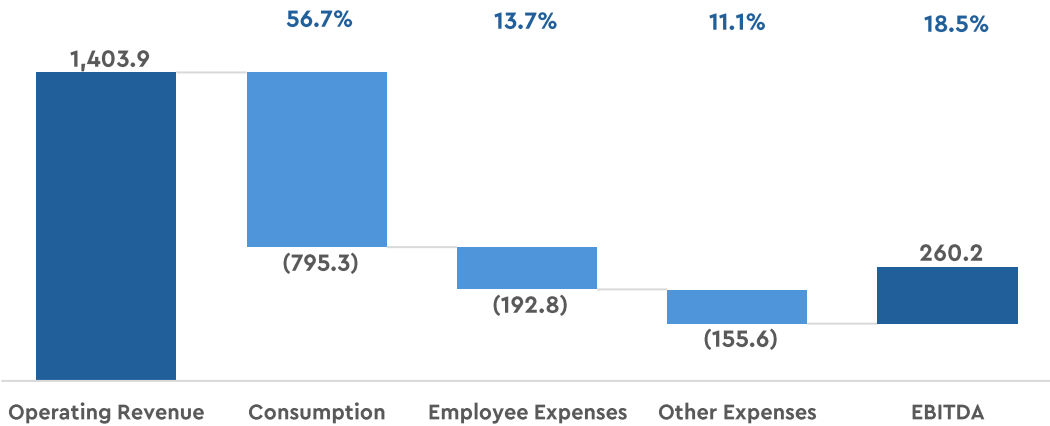
# Q3 & 9M'FY25 - Operational Profile



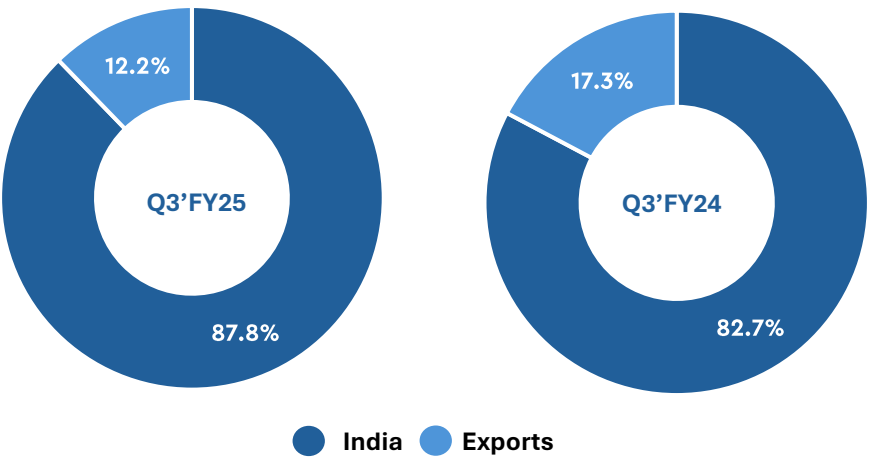
Q3'FY25 - Operational Analysis



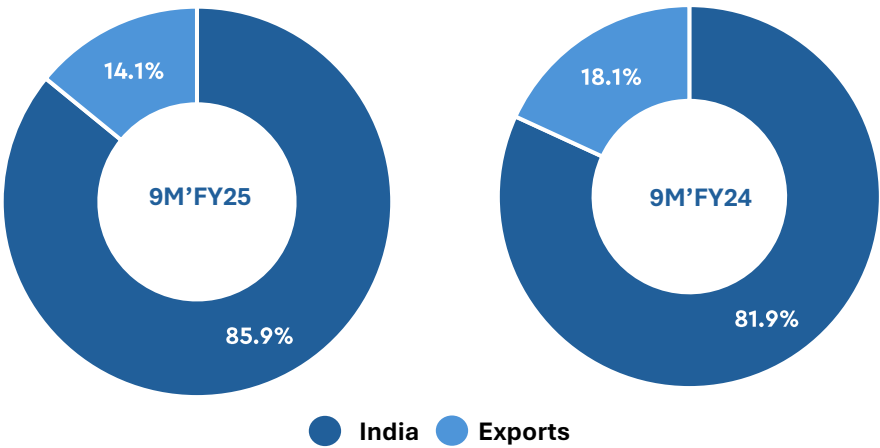
9M'FY25 - Operational Analysis



Q3 (Y-o-Y) - Geographical Sales Break up



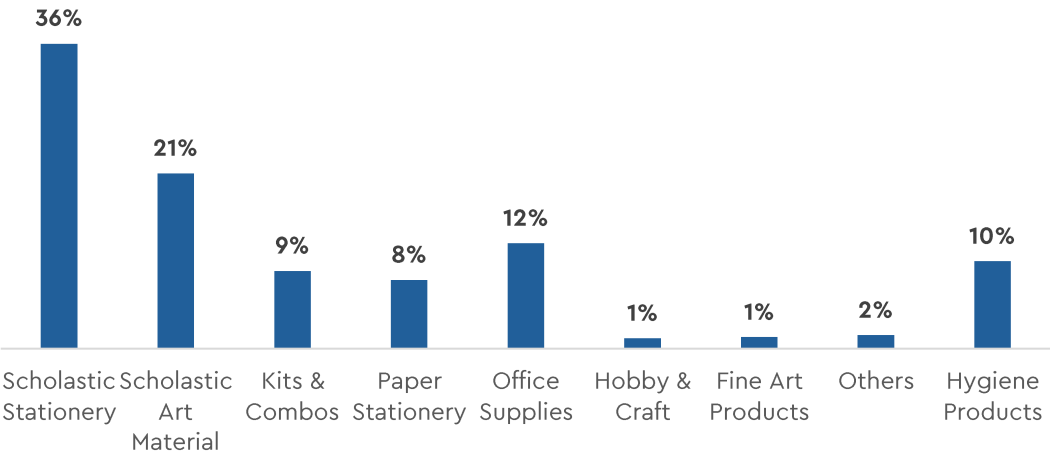
9M (Y-o-Y) - Geographical Sales Break up



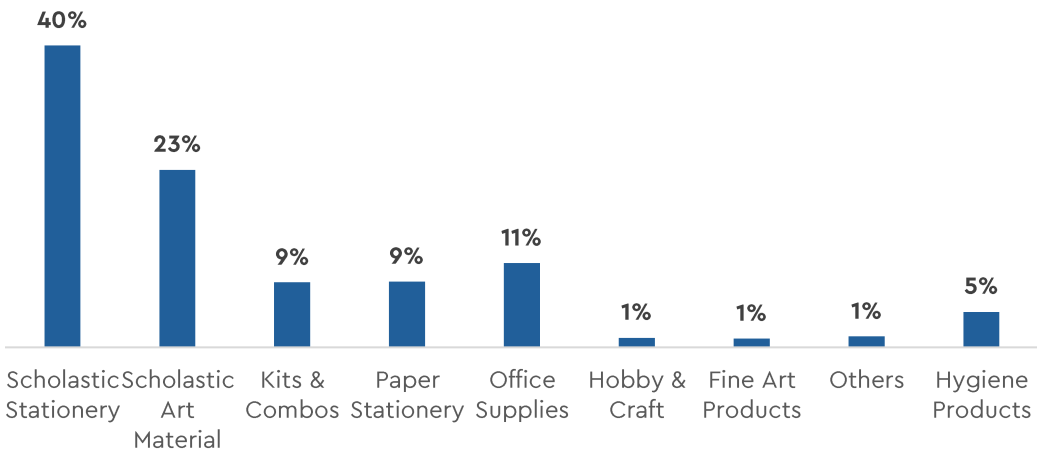
# Q3 & 9M'FY25 - Operational Profile



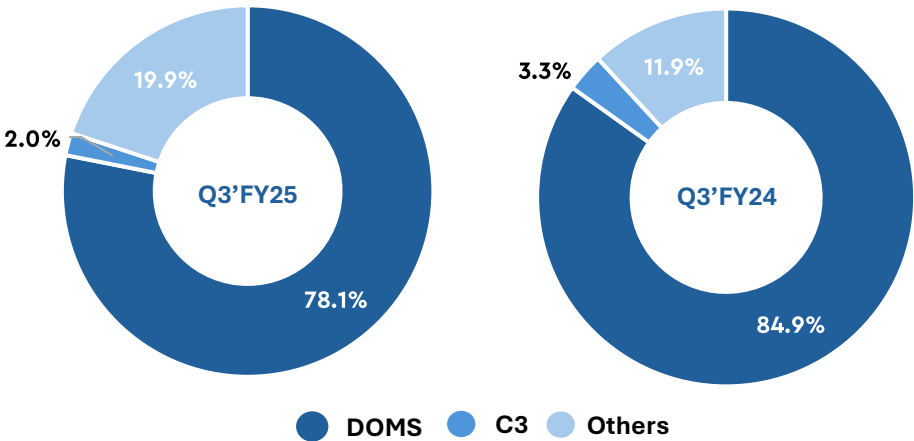
Q3'FY25 - Product Category wise Sales Break up



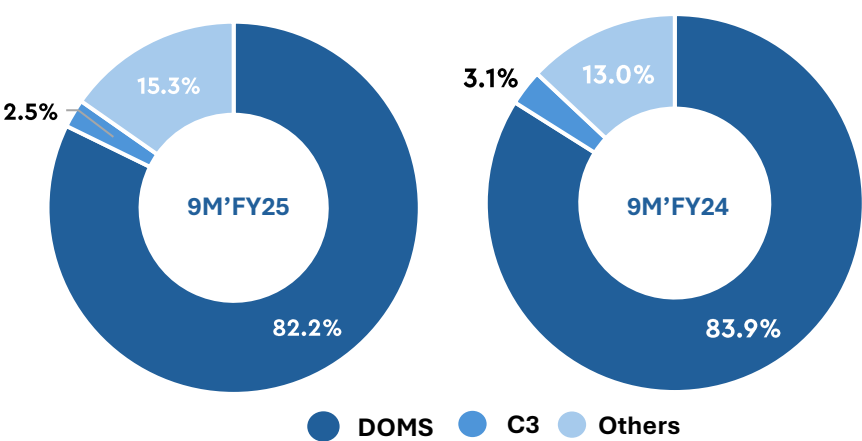
9M'FY25 - Product Category wise Sales Break up



Q3 (Y-o-Y) – Brand Wise Sales



9M (Y-o-Y) - Brand Wise Sales





## Recent Key Events & Engagements





# Recent Product Introductions



## Writing Instruments - Pens



## Pencils



## Markers & Highlighters



## Kits & Combos



## Tots Range & Art Products



# Online Engagement Initiatives



## Online Engagement & Product Videos

You Tube  
**2.5 Mn+**  
Subscribers

Instagram  
**85 K+**  
Followers



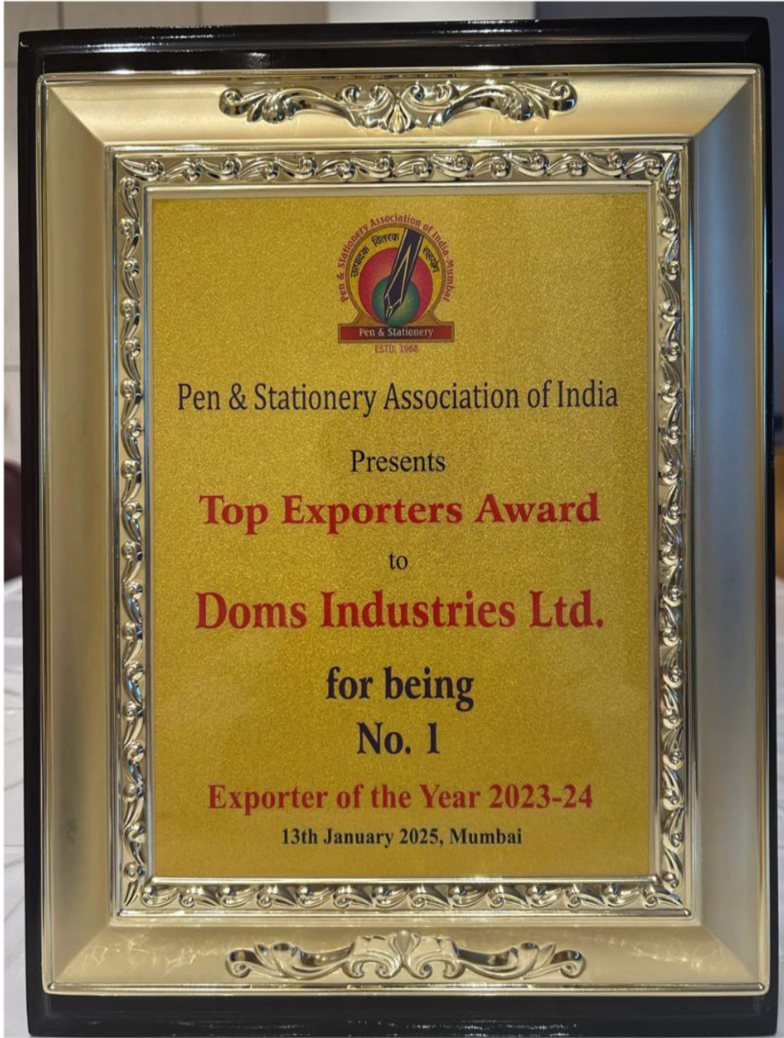


# Recent Events & Fair Participation

Inauguration of Open Art Plaza Gallery @ Kala Ghoda, Mumbai



Top Exporter Award : 2023-24



Dubai Paper World Exhibition 2024





# Recent Events & Fair Participation



DOMS Parivar – Channel Meet & DOMS WOWPER Diapers Launch Event



Umargam Industrial Expo - 2024



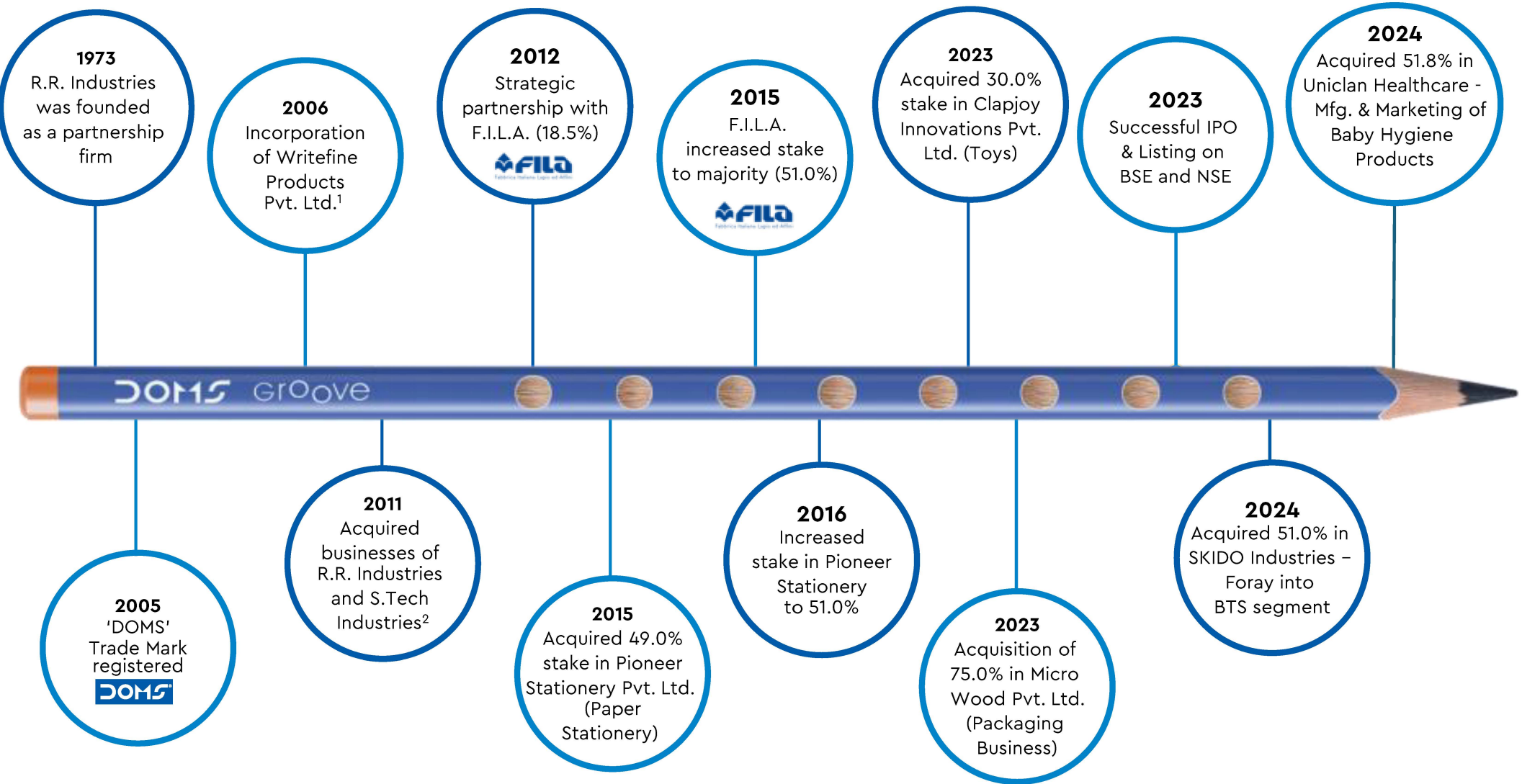


# Company Overview





# Major Corporate Events and Timeline



Note: (1) DOMS Industries Limited was originally incorporated as Writefine Products Private Limited; (2) R.R. Industries was engaged in the business of manufacturing and sale of pencils and crayons as a partnership firm and S. Tech Industries was engaged in the business of manufacturing and sale of polymer based pencils



# DOMS – Amongst the Leading Industry Players



# 01. Diversified Product Portfolio

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

**Scholastic Stationery**



**Scholastic Art Material**



**Paper Stationery**



**Kits & Combos**



**Office Supplies**



**Hobby & Craft**



**Fine Art Products**



**Hygiene Products**



*Products offered in multiple categories at diverse price points through our wide range of SKUs*



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

### Scale and Size of Operations – 16 Manufacturing Facilities Spread Across 1.80 mn sq.ft. Facility Area



Operations spread across ~43+ acres in Umbergaon and 5 acres in Jammu, Jalandhar & Jaipur



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

### Robust Manufacturing Infrastructure – Enabling End-to-End Operations

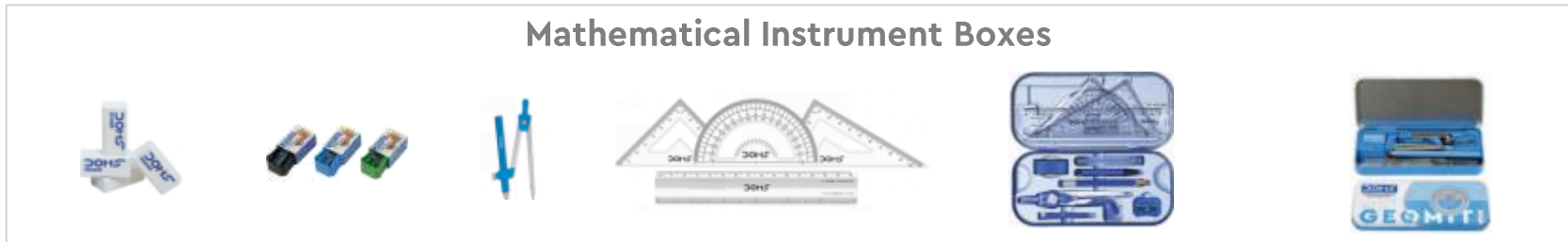




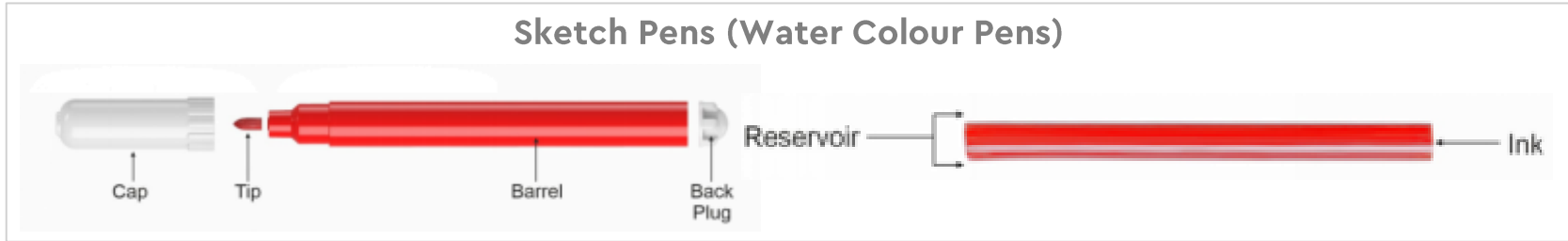
Backward Integrated In-House Manufacturing Infrastructure – Driving Operational Efficiency



- All key components are manufactured in-house



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



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

# 03. Focused R&D driving High Product Quality, Differentiation and Innovation



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



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



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

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



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

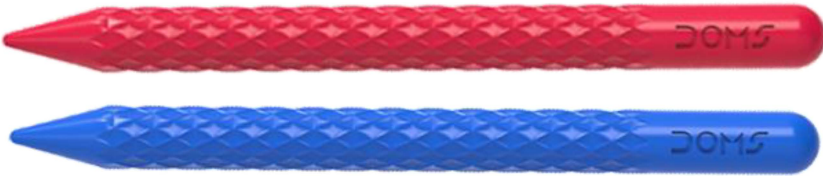


F.I.L.A. partnership augmenting DOMS R&D capabilities



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

## Key Innovation Initiatives



**Improved Usability**

**Innovative Design**

**Patented Technology**

Note: (1) As of December 31, 2024

# 04. Strong Global Network within the Stationery & Art Material Segment



125+  
Super Stockists

5,600+  
Distributors

140,000+  
Retail Outlets

800+  
Sales Personnel



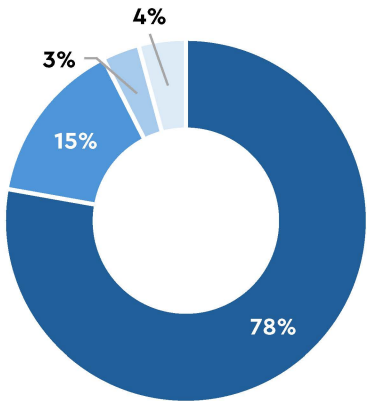
6  
Continents

50+  
Countries

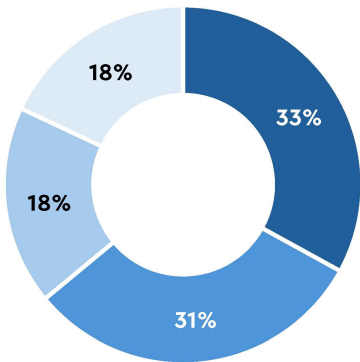
8.7%  
F.I.L.A. Group Exports<sup>3</sup>

6.0%  
Third Party Exports<sup>3</sup>

Multi Channel Presence<sup>1</sup>



Balanced Regional Mix<sup>3</sup>



Key Distribution Strengths



Pan India presence and accessibility



Minimal receivables in general trade



Presence across leading modern trade chains



Available on multiple e-commerce platforms

■ General Trade ■ Exports ■ Modern Trade ■ Others

■ North ■ West ■ East ■ South

Note: (1) Above datapoints as of December 31, 2024 and excludes Uniclan Healthcare (2) North includes New Delhi, Haryana, Chandigarh, Punjab, Jammu and Kashmir, Uttar Pradesh, Uttarakhand, and Himachal Pradesh; West includes Maharashtra, Madhya Pradesh, Chhattisgarh, Gujarat, Dadra and Nagar Haveli and Daman and Diu, Goa, and Rajasthan; East includes West Bengal, Bihar, Jharkhand, Orissa, Assam, Tripura, Manipur, Mizoram, Sikkim and Nagaland; South includes Tamil Nadu, Kerala, Karnataka, Telangana, Puducherry, Andaman & Nicobar Islands and Andhra Pradesh: (3) 9M-FY25 Sales % (Excluding Uniclan Healthcare Sales)



# 04. Establishing Parallel Distribution Network through Uniclan Healthcare



40+

Super Stockists

1,100+

Distributors

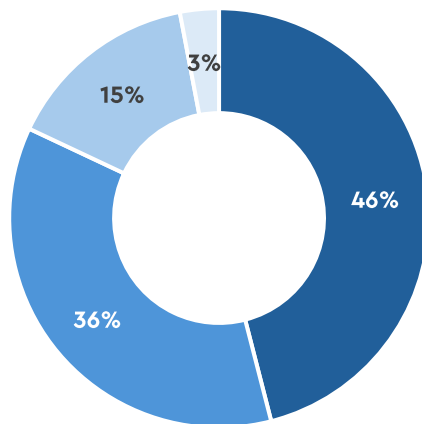
35,000+

Retail Outlets

250+

Sales Personnel

## Channel Sales Distribution<sup>1</sup>



■ General Trade ■ E-Commerce ■ OEM ■ Exports

- **Huge Potential to expand Business through General Trade Segment**
  - Currently, GT contributes to only 46%<sup>1</sup> of Sales with meaningful presence across six states of India
  - Intend to capitalise on DOMS's established Super Stockist & Distributor network to grow this network PAN India and capitalise on growing demand - Certain SS already on board
- **Strong E-commerce Presence**
  - Robust E-commerce presence yielding impressive results - nearly 36%<sup>1</sup> of Sales on a PAN India basis, demonstrating wide product acceptance
  - Capitalise on this latent demand by enhancing physical presence through widening GT network and inturn strengthening our omni-channel sales capabilities
- **Capitalise on Export Potential**
  - Leveraging upon DOMS established global network, aim to tap into the vast export opportunities
  - Commencement of Exports in Q3'FY25 through DOMS SS network



Note: (1) Q3-FY25 Sales %

## Board of Directors

### Indian Promoter Family



**Santosh Raveshia**  
Managing Director

*Joined R.R. Industries in 2000*



**Sanjay Rajani**  
Whole Time Director

*Joined R.R. Industries in 1985*



**Ketan Rajani**  
Whole Time Director

*Joined R.R. Industries in 2003*



**Chandni Somaiya**  
Whole Time Director

*Associated with S-Tech Industries as a partner since 2004*

### Foreign Promoter - F.I.L.A. Group



**Massimo Candela**  
Non- Executive Director

*Chief Executive Officer – F.I.L.A.; Associated with F.I.L.A. since 1992*



**Annalisa Barbera**  
Non- Executive Director

*Non-Executive Director – F.I.L.A.; Ex. Trifirò and Partners*



**Luca Pelosin**  
Non- Executive Director

*Executive Director – F.I.L.A.; Ex. Nuova Alpa Collanti S.r.l.*



**Cristian Nicoletti**  
Non- Executive Director

*Chief Financial Officer – F.I.L.A.; Ex. Akzo Nobel Coatings S.p.A.*

### Independent Directors



**Gianmatteo Terruzzi**  
Chairman & Independent Director

*Ex. LVT Advisors S.R.L., Egida SRL, I.R.E. 2 S.R.L., Lusben Varazze S.R.L*



**Rajiv Mistry**  
Independent Director

*Founder and Chairman of Ascent Meditech Limited*



**Mehul Shah**  
Independent Director

*Advocate with Bar Council of Maharashtra and Goa*



**Darshika Thacker**  
Independent Director

*Partner, Thacker & Associates*

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 as well as Professional Members

Permanent Employees<sup>1</sup>  
**11,100+**

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



Better cost controls and margin expansion

Greater control on product quality

Note: (1) As of December 31, 2024



About F.I.L.A. Group



Industry Experience  
**100 years**

Market Presence  
**150 countries**

No. of Brands  
**25**

Production Sites  
**22**

Revenues<sup>1</sup>  
**EURO 779mn**

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

Access to F.I.L.A.  
Capabilities



Product Manufacturing  
for F.I.L.A.

DOMS Manufacturing  
Experience



Access to F.I.L.A. Group's Popular and Premium Brands



*Exclusive Marketing Rights in 7 countries*

Note: (1) As of December 31, 2023



## Focus on expanding Manufacturing Capacity

- Ongoing broad based Capacity Expansion across Product categories in the Stationery & Art material segment
- Plan to commercialize operations at ~44 acres at the earliest – construction ongoing in full swing
- Regular modernization/upgradation at existing facility leading to improving manufacturing capacities
- Focus to grow further by expanding capacities in Baby Hygiene segment depending on market dynamics



## Capitalising Inorganic Growth Opportunities

- Explore opportunities across products with key focus around universe of kids
- Pursue acquisition and partnership opportunities domestically as well as internationally with an aim to fill gaps across manufacturing and distribution



## Continue Expanding Product Lines

- Recent Expansion of product portfolio - Introduction of refillable pens, tots range of products, adhesives and fine art products
- Additionally, continue to focus on increasing depth within products thereby improving ASP
- Seek to expand product lines associated through growing years of kids, children and young adults with an aim to evolve more than just a stationery brand viz. School Bags (BTS segment) and Baby Hygiene products



## Strengthen Distribution & Market Reach

- Omnichannel distribution network expansion strategy in place
- Aim to build a parallel distribution of general merchant retail universe within the GT segment
- Deepen existing relationship by increasing shelf space for products (new SKUs & Products)
- Arrangements with more super stockists & distributors to reach under-served areas and smaller towns
- Parallely focus to develop modern trade & e-commerce platforms



## Leverage Technology & Data Capabilities

- Continue to invest in technology to drive business efficiencies and cross-functional synergies
- Strengthen systems for better production planning & managing distribution operations
- Further strengthen data analytics enabling better understanding of preferences of customers, improve sales and help in scaling operations

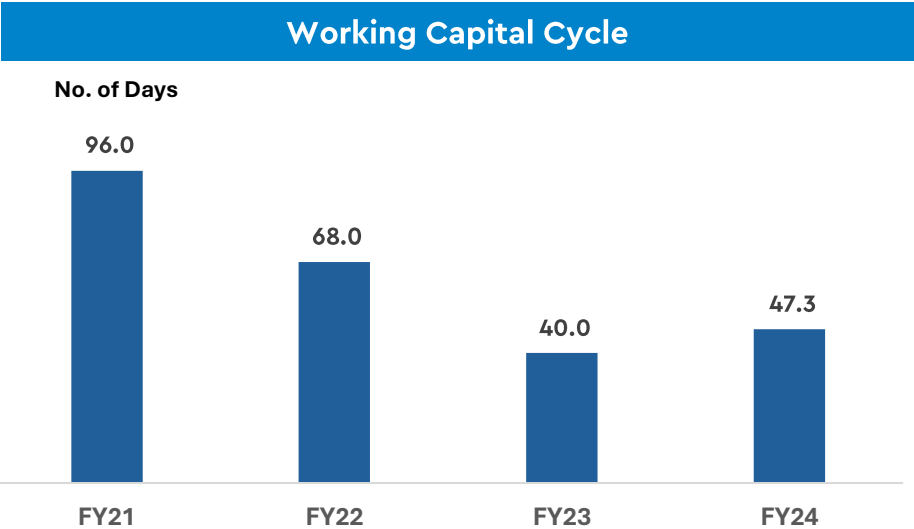
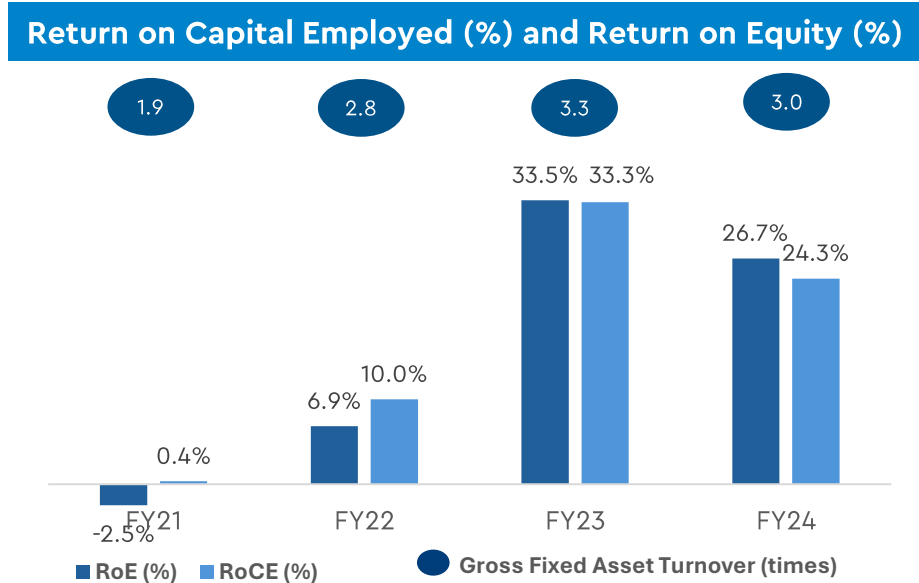
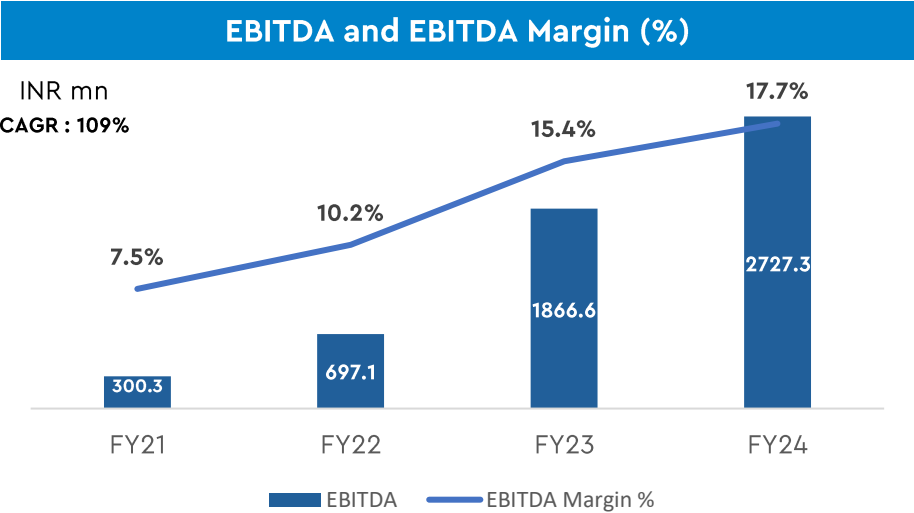
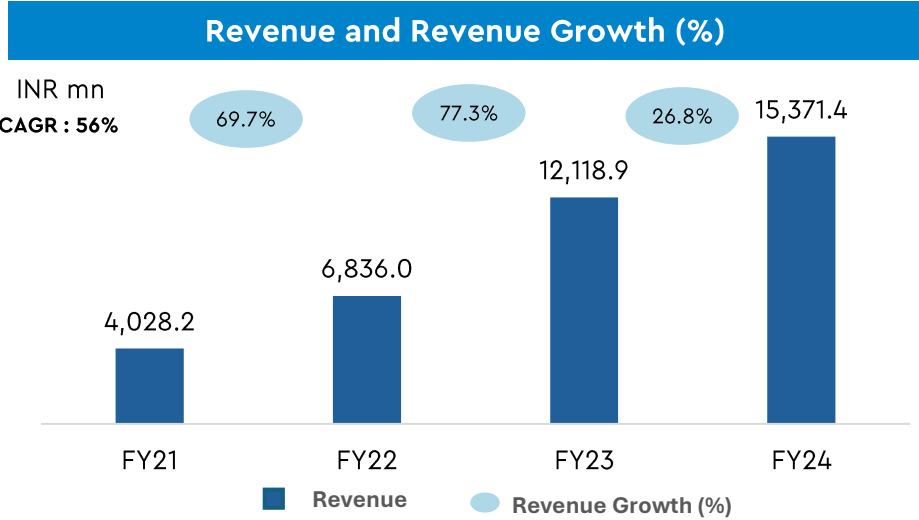


## Impeccable Financial Performance





# Strong Financial Profile



# Consolidated Profit and Loss Statement



Particulars (₹ mn)	FY21	FY22	FY23	FY24
Revenue from Operations	4,028	6,836	12,119	15,371
Other Income	60	26	46	101
<b>Total Income</b>	<b>4,088</b>	<b>6,862</b>	<b>12,165</b>	<b>15,473</b>
Cost of Materials Consumed	2,321	4,251	7,427	8,784
Purchase of Stock-in-Trade	116	138	261	591
Changes in Inventories of Finished Goods, Stock-in-Trade and WIP	16	(68)	(55)	(448)
Employee Benefits Expense	711	1,014	1,418	2,131
Finance Costs	88	103	119	171
Depreciation and Amortization	348	380	407	512
Other Expenses	564	804	1,201	1,586
<b>Total Expenses</b>	<b>4,164</b>	<b>6,622</b>	<b>10,778</b>	<b>13,328</b>
<b>Profit / (Loss) Before Tax</b>	<b>(76)</b>	<b>240</b>	<b>1,388</b>	<b>2,145</b>
Tax Expenses	(16)	69	359	548
<b>Profit / (Loss) After Tax</b>	<b>(60)</b>	<b>171</b>	<b>1,029</b>	<b>1,597</b>

# Consolidated Balance Sheet

Particulars (₹ mn)	FY21	FY22	FY23	FY24
<b>Non-Current Liabilities</b>				
Borrowings	29	29	152	837
Lease Liabilities	283	294	303	430
Provisions	60	78	91	149
<b>Total Non-Current Liabilities</b>	<b>372</b>	<b>400</b>	<b>545</b>	<b>1,416</b>
<b>Current Liabilities</b>				
Borrowings	944	821	849	322
Lease Liabilities	81	87	95	130
Trade Payables	568	811	870	904
Other Financial Liabilities	131	131	175	411
Other Current Liabilities	63	144	310	294
<b>Total Current Liabilities</b>	<b>1,787</b>	<b>1,993</b>	<b>2,299</b>	<b>2,061</b>
<b>Equity</b>				
Equity Share Capital	4	4	4	607
Other Equity	2,332	2,469	3,371	7,537
Non-Controlling Interest	81	108	179	278
<b>Total Equity</b>	<b>2,417</b>	<b>2,581</b>	<b>3,553</b>	<b>8,422</b>
<b>Total Equity and Liabilities</b>	<b>4,575</b>	<b>4,975</b>	<b>6,398</b>	<b>11,900</b>

Particulars (INR mn)	FY21	FY22	FY23	FY24
<b>Non- Current Assets</b>				
Property, Plant and Equipment	1,869	1,861	2,799	3,814
Capital Work-in-Progress	31	40	69	254
Right of use Assets	379	382	382	543
Goodwill	33	20	20	624
Other Intangible Assets	5	2	1	1
Financial Assets	114	106	124	144
Other Non-Current Assets	71	117	209	355
<b>Total Non-Current Assets</b>	<b>2,502</b>	<b>2,528</b>	<b>3,604</b>	<b>5,735</b>
<b>Current Assets</b>				
Inventories	1,208	1,592	1,846	2,251
Trade Receivables	419	492	356	646
Cash and Cash Equivalents	227	93	343	565
Bank Balance other than above	63	65	75	2,495
Other Current Assets	156	205	174	209
<b>Total Current Assets</b>	<b>2,074</b>	<b>2,446</b>	<b>2,794</b>	<b>6,165</b>
<b>Total Assets</b>	<b>4,575</b>	<b>4,975</b>	<b>6,398</b>	<b>11,900</b>



# Consolidated Cash Flow Statement

Particulars (₹ mn)	FY21	FY22	FY23	FY24
<b>Cash flow from Operating Activities</b>				
Profit / (Loss) before tax	(76)	240	1,388	2,145
Adjustments for non-cash items	350	416	431	509
Adjustment for non-operating items	49	92	106	105
<b>Operating cash inflow before working capital changes</b>	<b>323</b>	<b>748</b>	<b>1,924</b>	<b>2,758</b>
Net decrease / (increase) in working capital	(149)	(207)	154	(289)
<b>Cash generated from Operations</b>	<b>174</b>	<b>541</b>	<b>2,077</b>	<b>2,469</b>
Income tax paid (net of refunds)	22	32	345	(643)
<b>Net cash flows generated from Operating activities (A)</b>	<b>152</b>	<b>509</b>	<b>1,733</b>	<b>1,826</b>
<b>Cash flow from Investing Activities</b>				
Purchase of property, plant and equipment (including CWIP and capital advances)(net)	(230)	(349)	(1,363)	(1,535)
Acquisition of subsidiary, net of cash	-	-	-	(705)
Proceeds from sale of property plant & equipment	66	2	8	3
Other Inflow / (Outflow) from Investing Activities	(23)	10	(5)	(2340)
<b>Net cash flows used in Investing activities (B)</b>	<b>(187)</b>	<b>(337)</b>	<b>(1,359)</b>	<b>(4,576)</b>
<b>Cash flow from Financing Activities</b>				
Proceeds from Fresh Issue of Shares (Net)	-	-	-	3,347
Dividends paid	-	-	(56)	(93)
Finance cost paid	(84)	(110)	(140)	(158)
Payment of lease liabilities	(51)	(79)	(74)	(111)
Proceeds / (Repayments) of borrowings	384	(117)	145	(13)
<b>Net cash flows (used in) / generated from Financing activities (C)</b>	<b>249</b>	<b>(306)</b>	<b>(124)</b>	<b>2,972</b>
<b>Net increase/(decrease) in cash and cash equivalents (A+B+C)</b>	<b>214</b>	<b>(134)</b>	<b>250</b>	<b>222</b>

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