DOMS
EVERY AMBITION NEEDS PREPARATION

DOMS INDUSTRIES LIMITED

# INVESTOR PRESENTATION

Q1 FY26

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# DOMS – Growing Child Centric Company

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| | | | | |
|---|---|---|---|---|
| **ESTABLISHED BRAND PORTFOLIO** | DOMS (EVERY AMBITION NEEDS PREPARATION), C3 (Joy of Creation), AMARIZ, Fixy Fix, Wowper, CLAPJOY (Delivering Joys Of Life) | | | |
| **PRODUCTS & MARKET PRESENCE** | **8** Product Categories | **4,400+** SKUs | **28 States and 8 UTs** PAN India Presence | **55+** Export Countries |
| **MANUFACTURING** | **53+ acres/ 2.00+ mn sq.ft** Under Operations | **44+ acres** Upcoming Facility Area Under construction | **18** Facilities across 5 Locations | **13,000+** Workforce |

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

## Q1 FY26 Performance Highlights

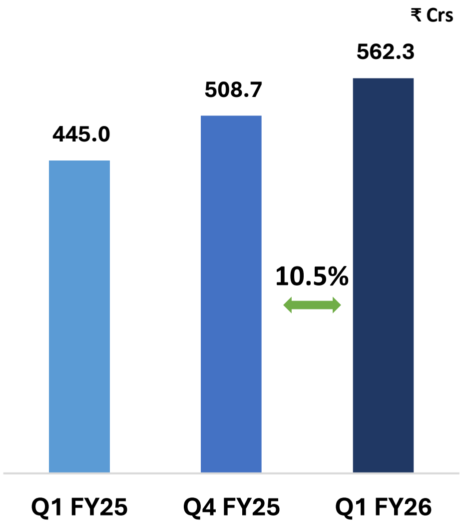
# Q1 FY26 Consolidated Key Financial Highlights

Q1'FY26

## Operating Revenue

₹ 562.3 Crs

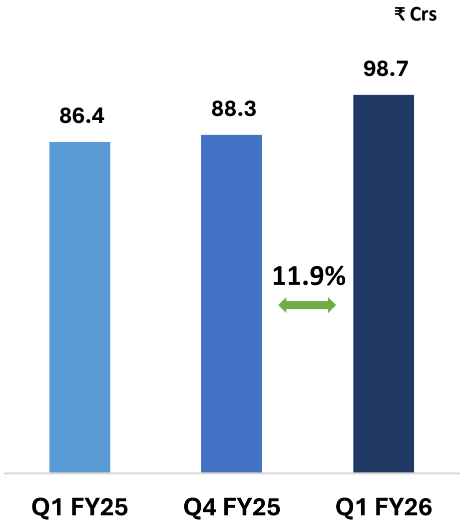
Y-o-Y Growth: 26.4%




## EBIDTA

₹ 98.7 Crs

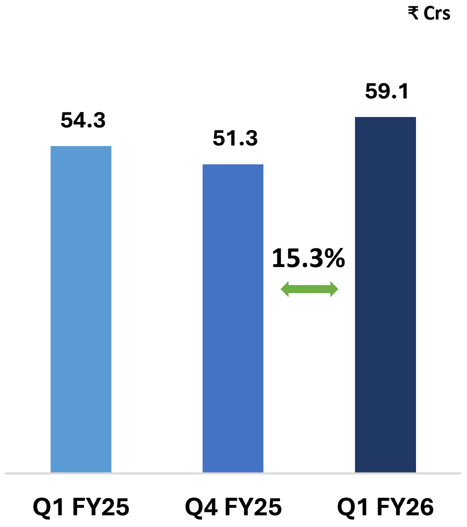
Y-o-Y Growth: 14.3%
Margin: 17.6%




## PAT

₹ 59.1 Crs

Y-o-Y Growth: 8.8%
Margin: 10.5%

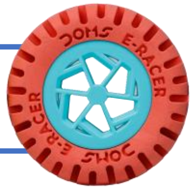


# Key Updates – Q1 FY26

## 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



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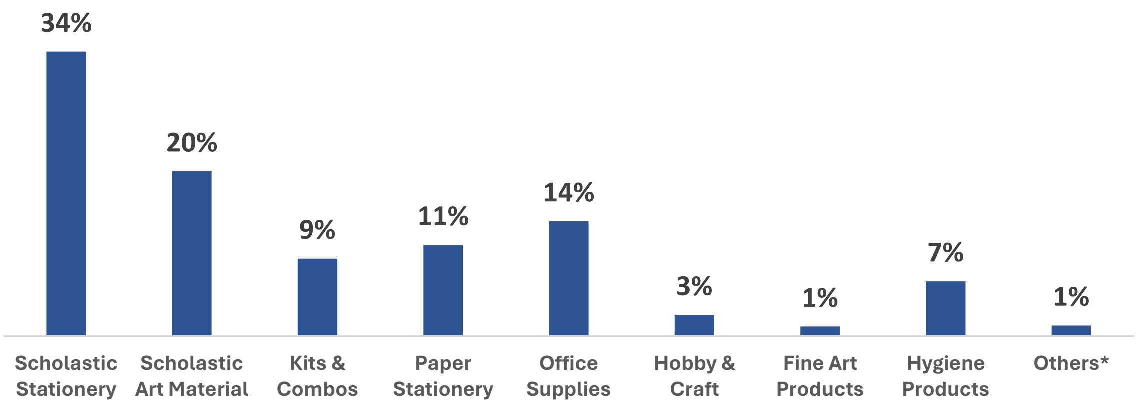
| Particulars (₹ Crs) | Q1 FY26 | Q1 FY25 | Y-o-Y % Change | Q4 FY25 | FY25 | FY24 | Y-o-Y % Change | FY24 |
|---|---|---|---|---|---|---|---|---|
| **Revenue from operations** | **562.3** | **445.0** | **26.4%** | **508.7** | **1,912.6** | **1,537.1** | **24.4%** | **1,537.1** |
| Consumption Expenses | 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 |
| *Gross Profit Margins (%)* | *42.1%* | *43.1%* | | *43.9%* | *43.5%* | *41.9%* | | *41.9%* |
| 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 |
| **EBITDA** | **98.7** | **86.4** | **14.3%** | **88.3** | **348.4** | **272.7** | **27.8%** | **272.7** |
| ***EBITDA Margins (%)*** | ***17.6%*** | ***19.4%*** | | ***17.3%*** | ***18.2%*** | ***17.7%*** | | ***17.7%*** |
| 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 |
| *EBIT Margins (%)* | *14.7%* | *17.3%* | | *14.2%* | *15.8%* | *15.1%* | | *15.1%* |
| 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 |
| *PBT Margins (%)* | *14.1%* | *16.4%* | | *13.5%* | *15.0%* | *14.0%* | | *14.0%* |
| Tax expenses | 20.2 | 18.9 | | 17.4 | 73.3 | 54.8 | | 54.8 |
| **PAT** | **59.1** | **54.3** | **8.8%** | **51.3** | **213.5** | **159.7** | **33.7%** | **159.7** |
| ***PAT Margins (%)*** | ***10.5%*** | ***12.2%*** | | ***10.1%*** | ***11.2%*** | ***10.4%*** | | ***10.4%*** |

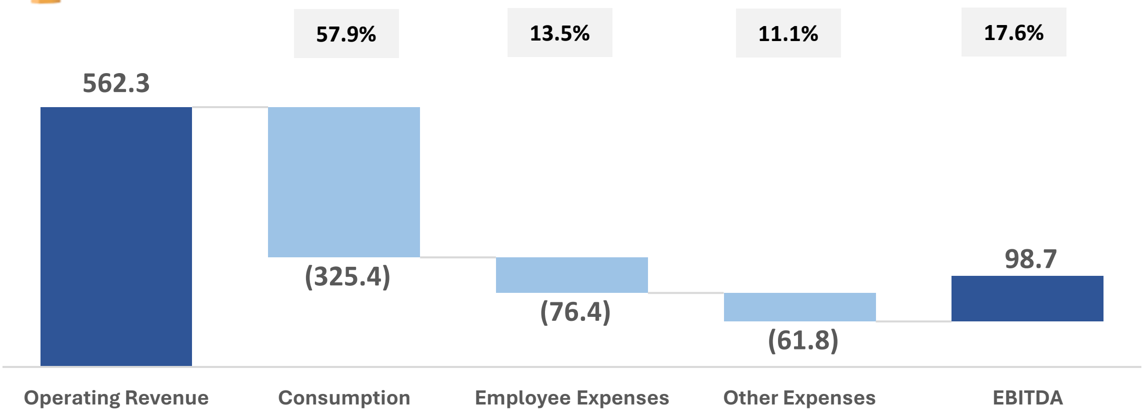
# Q1 FY26 – Operational Profile

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

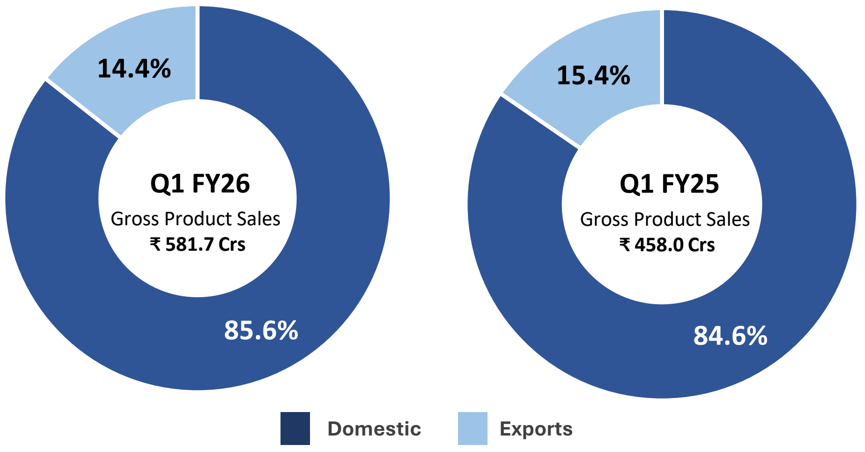



** Includes Back to School products*

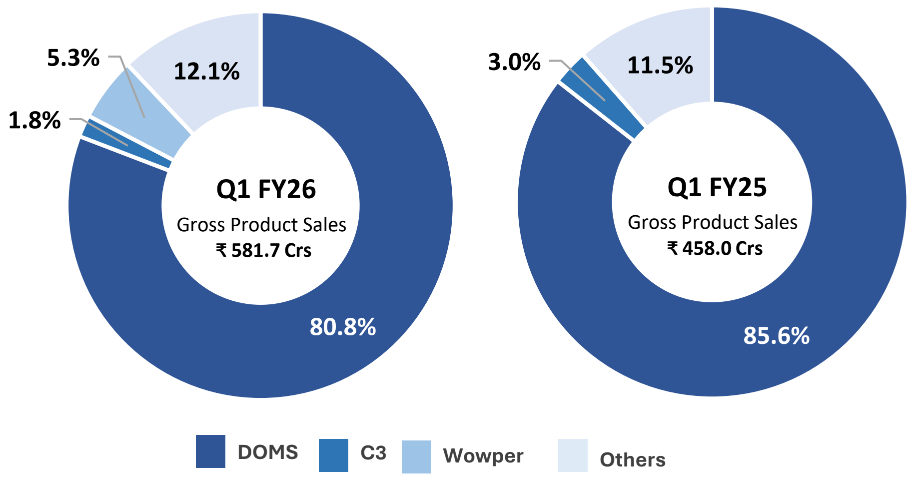
## Q1 FY26 – Operational Analysis




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




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




** Calculated on Gross Product Sales*


## Recent Key Events & Engagements

# Recent Product Introductions

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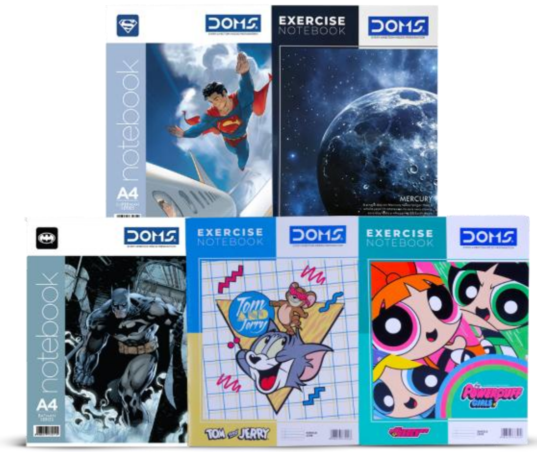
## Scholastic Stationery Products


## Stationery Art Material Products


## Paper Stationery Products




## Kits & Combo Products

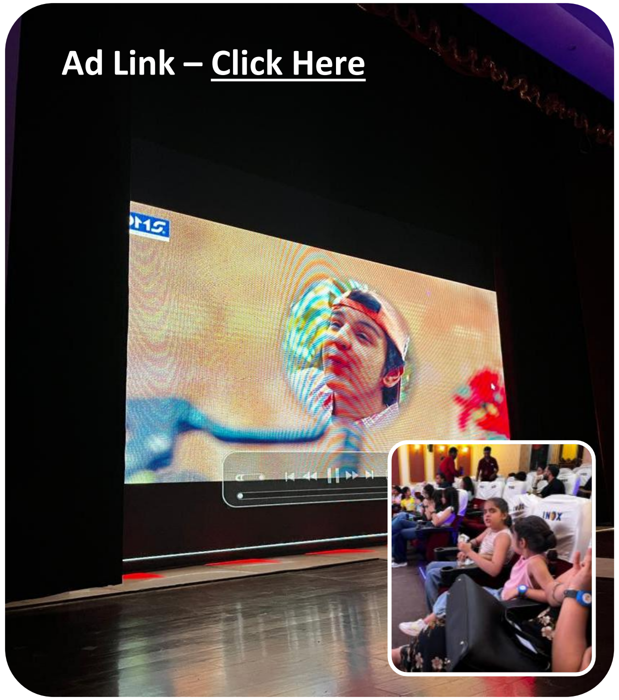

## Office Supplies Products


## 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

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**1973**
R.R. Industries was founded as a partnership firm

**2005**
'DOMS' Trademark registered

**2006**
Incorporation of Writefine Products Pvt. Ltd.[1]

**2011**
Acquired businesses of R.R. Industries and S. Tech Industries

**2012**
Strategic partnership with F.I.L.A.

**2015-16**
Acquired 51% stake in Pioneer Stationery Pvt. Ltd. (Paper Stationery)

**2023**
Acquired 30.0% stake in Clapjoy Innovations Pvt. Ltd. (Toys)

**2023**
Acquisition of 75.0% in Micro Wood Pvt. Ltd. (Tin & Paper Packaging Business)

**2023**
Successful IPO & Listing on BSE and NSE

**2024**
Acquired 51.0% in SKIDO Industries Pvt Ltd (Bags & Related Items)

**2024**
Acquired 51.8% in Uniclan Healthcare Pvt Ltd (Baby Hygiene Products)

**2025**
Acquisition of 51.0% in Super Treads Pvt. Ltd. (Paper Stationery)

# DOMS : Leading with Excellence


1. **Diversified & Growing Product Portfolio** catering to Evolving Customer Requirements

2. Modern, Scalable and **Integrated Manufacturing Infrastructure**

3. **Focused R&D & Product Engineering Approach** driving Product Quality, Differentiation and Innovation

4. **Multi-Channel Distribution Network** with Strong pan India Presence

5. **Experienced Board & F.I.L.A. Partnership** – Enabling Access to Global Export Markets and opening up of Huge Manufacturing Potential

# Diversified Product Portfolio

1. **Scholastic Stationery**

2. **Scholastic Art Material**

3. **Paper Stationery**

4. **Kits & Combos**

5. **Fine Art Products**

6. **Office Supplies**


7. **Hobby & Craft**

8. **Hygiene Products**

**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**

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

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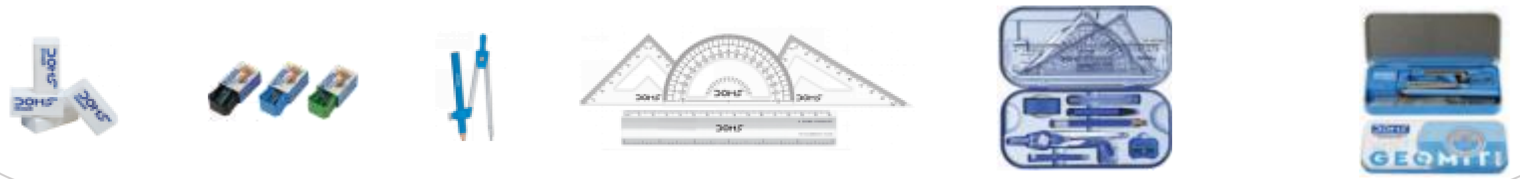
## Backward Integrated In-House Manufacturing Infrastructure – Driving Operational Efficiency

### Wooden Pencils


- All key components are manufactured in-house

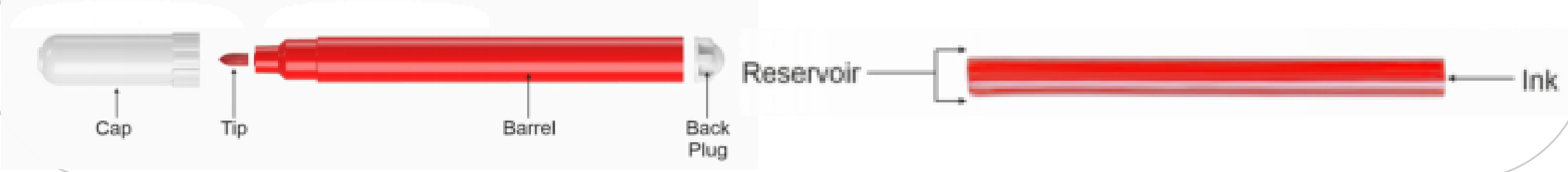
### Mathematical Instrument Boxes




In-house manufacturing of:

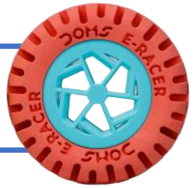
- Tin boxes & Label Printing
- Mathematical Instruments
- Other Stationery Materials

### Sketch Pens (Water Colour Pens)




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

# Focused R&D and Product Engineering driving High Product Quality & Differentiation



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

**R&D and Design Team**
**55+ employees[1]**

**Quality Check & Assurance Team**
**145+ employees[1]**

## 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**

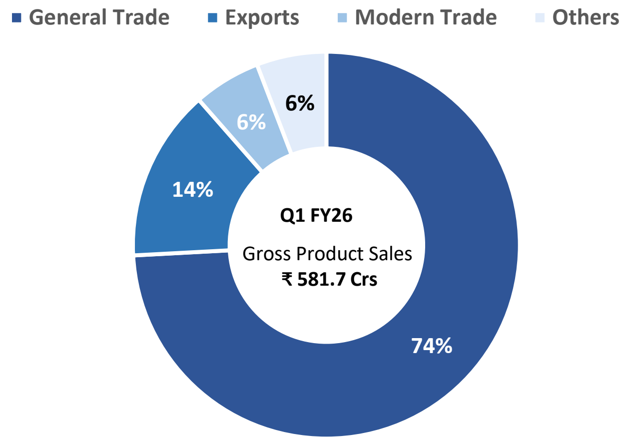

*Note: (1) As of June 30, 2025*

# Strong Distribution Network

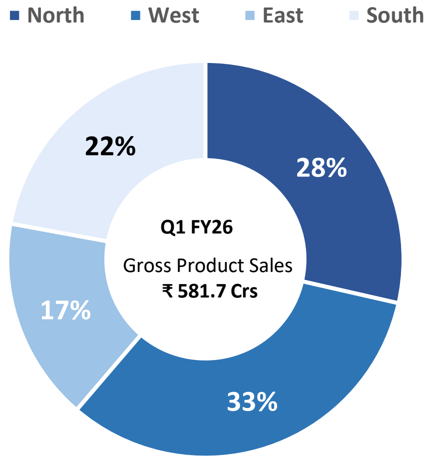
## Domestic Distribution Strength

| DOMS | Uniclan Healthcare Pvt. Ltd. |
|---|---|
| 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




## Balanced Regional Mix




## Expanding International Presence

**55+** Countries

**8.3%** F.I.L.A. Group Exports

**6.1%** Third Party Exports

**6** Continents

*Note: Data as of Q1FY26 / June 30, 2025, unless otherwise mentioned*

# DOMS – Led by an Experienced Board

## Board of Directors

### Promoter Group Directors

**Massimo Candela**

*Chairman*

**Santosh Raveshia**

*Managing Director*

**Luca Pelosin**

*Non- Executive Director*

**Sanjay Rajani**

*Whole Time Director*

**Annalisa Barbera**

*Non- Executive Director*

**Chandni Somaiya**

*Whole Time Director*

**Ketan Rajani**

*Whole Time Director*

**Om Raveshia**

*Whole Time Director*

### Independent Directors

**Gianmatteo Terruzzi**

*Independent Director*

**Rajiv Mistry**

*Independent Director*

**Mehul Shah**

*Independent Director*

**Darshika Thacker**

*Independent Director*

**Harsh Thakkar**

*Independent Director*

**Rohan Ghalla**

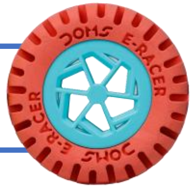
*Independent Director*

**Nitesh Shah**

*Independent Director*

**Piyush Mehta**

*Independent Director*



# Supported by Able Senior Management Driving Business Efficiency

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## 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[1] | Contracted Employees[1] |
|---|---|
| 11,800+ | 1,200+ |

- **Better cost controls and margin expansion**
- **Greater control on product quality**


Note: (1) As of June 30, 2025

# F.I.L.A. Partnership Enabling Product Expertise & Access to Global Markets

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

Fabbrica Italiana Lapis ed Affini

| Industry Experience | Market Presence | No. of Brands | Production Sites | Revenues |
|---|---|---|---|---|
| 100 years | 150 countries | 25 | 22 | 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

# Growth Strategy

### 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

### Capitalising on 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
- Look to collaborate with technocrats who possess in-depth knowledge of manufacturing capabilities and genuine passion for their products

### Continue Expanding Product Lines

- Recent Expansion of product portfolio - Introduction of Highlighters, Adhesives, School Bags and Expanding Fine Art range
- Additionally, continue to focus on increasing depth within products thereby ensuring reach to a wider target audience
- 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

### Strengthen Distribution & Market Reach

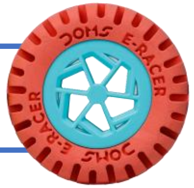
- Omnichannel distribution network expansion strategy in place
- Aim to build a parallel distribution of general merchant retail universe within the GT segment
- Parallelly focus to develop modern trade & e-commerce platforms
- Continue to entrench the existing export markets directly with DOMS branded products and explore new geographies leveraging FILA Group network under the Distribution Agreement

### 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

## Financial Performance

# Consolidated Profit & Loss Statement Overview

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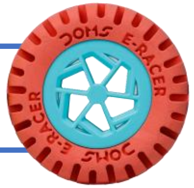
| Particulars (₹ Crs) | FY21 | FY22 | FY23 | FY24 | FY25 |
|---|---|---|---|---|---|
| Revenue from Operations | 402.8 | 683.6 | 1,211.9 | 1,537.1 | 1,912.6 |
| Other Income | 6.0 | 2.6 | 4.6 | 10.1 | 22.6 |
| **Total Income** | **408.8** | **686.2** | **1,216.5** | **1,547.3** | **1,935.2** |
| Cost 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

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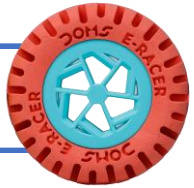
| Particulars (₹ Crs) | FY21 | FY22 | FY23 | FY24 | FY25 |
|---|---|---|---|---|---|
| **Non- Current Assets** | | | | | |
| Property, Plant and Equipment | 186.9 | 186.1 | 279.9 | 374.6 | 498.4 |
| Capital Work-in-Progress | 3.1 | 4.0 | 6.9 | 25.4 | 60.3 |
| Right of use Assets | 37.9 | 38.2 | 38.2 | 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 (₹ Crs) | 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 (₹ Crs) | 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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