EVERY AMBITION NEEDS PREPARATION

DOMS INDUSTRIES LIMITED

INVESTOR PRESENTATION

Q2 & H1'FY2027



DOMS - Scaling Across a Multi-Category Consumer Platform





Established Brand Portfolio

DOMS · Reynolds · AMARIZ · Fixy Fix EASY · CLAPJOY Delivering Joys Of Life · C3 Joy of Creation · Wowper Pants

Products & Market Presence

- **9** Product Categories
- **4,900+** SKUs
- **28 States and 8 UTs** PAN India Presence
- **55+** Export Countries

Manufacturing Infrastructure & Expertise

- **55+ acres/ 2.00+ mn sq.ft** Operations Area
- **18** Facilities across **5 Locations**
- **14,900+** Workforce
- **61+ acres** Expansion Area

Consistent Growth Trajectory

- Revenue Growth **~20% CAGR** (FY 2016 - 2026)
- Sustained Profitability **17%+** EBITDA Margin*
- Prudent Leverage **0.02 x** Net Debt to Equity*
- Asset Utilization **2.7 x** Gross Fixed Asset Turnover*

Note : All the datapoints are as of September 30, 2026 unless mentioned otherwise
** Calculated for FY26 / As on March 31, 2026*

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Q2 & H1'FY27 Performance Highlights



Q2 & H1'FY27 - Consolidated Key Financial Highlights



Q2

Revenues	EBIDTA	PAT
₹ 667.8 Cr	₹ 82.8 Cr	₹ 38.3 Cr
Y-o-Y Growth: 17.6%	Y-o-Y Growth: (16.8%) Margin: 12.4%	Y-o-Y Growth: (37.0%) Margin: 5.7%

H1

Revenues	EBIDTA	PAT
₹ 1,338.3 Cr	₹ 165.3 Cr	₹ 83.6 Cr
Y-o-Y Growth: 18.4%	Y-o-Y Growth: (16.6%) Margin: 12.4%	Y-o-Y Growth: (30.3%) Margin: 6.2%



Key Highlights

- **Sustained Revenue Growth backed by Higher Sales Volume both in Domestic and Export markets**
  - Driven by **capacity addition (Y-o-Y) and successful new product launches** supported by calibrated pricing actions to partially offset RM inflation
  - Inventory damage due to exceptionally heavy rainfall and flooding, led to a **sales growth loss of estimated 300–350 bps** during Q2'FY27
- **Sequentially maintained EBITDA Margins amidst Continued Raw Material Volatility**
  - **Improvement in consumption margins sequentially**, supported by the easing in raw material prices in the earlier part of the quarter before they increased significantly in the second half
  - Benefit offset by higher manpower costs primarily on account of **under-absorption of fixed overheads of Reynolds Team due to transitory impact** in commencement of production
- **One-time Exceptional Loss Impacting PAT:** PAT includes a **one-time exceptional expense of ₹10.4 Cr** towards damages caused by heavy rainfall and flooding. Relevant insurance claims have been lodged and the **associated recovery is expected to substantially offset the P&L impact in due course**

Consolidated P&L Highlights – Q2 & H1'FY27



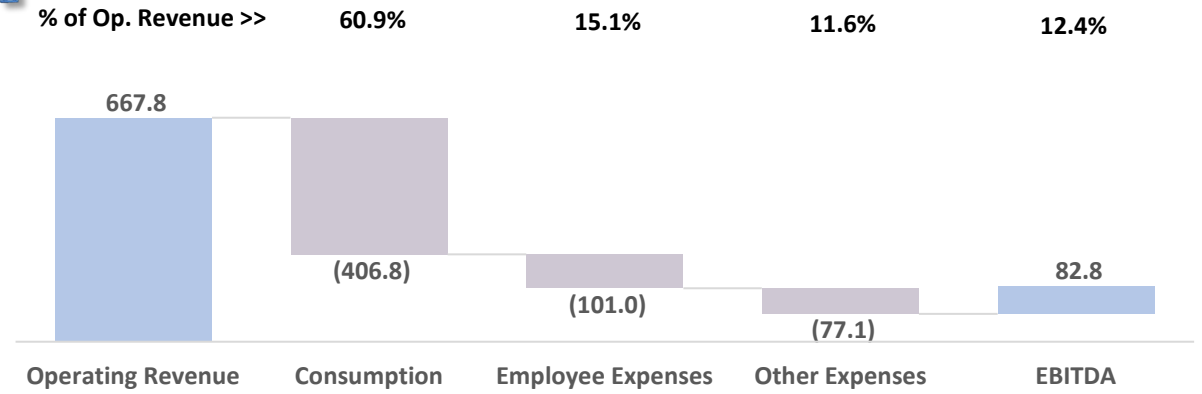
Particulars (₹ Cr)	Q2'FY27	Q2'FY26	Y-o-Y % Change	Q1'FY27	H1'FY27	H1'FY26	Y-o-Y % Change	FY26
Revenue from operations	667.8	567.9	17.6%	670.5	1,338.3	1,130.2	18.4%	2,326.4
Consumption Expenses	406.8	319.2		414.7	821.5	644.6		1,311.3
Gross Profit	260.9	248.7	4.9%	255.8	516.7	485.6	6.4%	1,015.1
Gross Profit Margins (%)	*39.1%*	*43.8%*		*38.2%*	*38.6%*	*43.0%*		*43.6%*
Employee Benefits Expense	101.0	81.6		94.3	195.3	158.0		328.9
Other Expenses	77.1	67.6		78.9	156.1	129.4		283.6
EBITDA	**82.8**	**99.5**	**-16.8%**	**82.6**	**165.3**	**198.3**	**-16.6%**	**402.6**
EBITDA Margins (%)	***12.4%***	***17.5%***		***12.3%***	***12.4%***	***17.5%***		***17.3%***
Other Income	4.8	6.4		4.0	8.7	10.9		18.6
Depreciation & Amortisation	24.1	22.0		23.4	47.5	42.4		88.1
EBIT	63.4	83.9	-24.5%	63.2	126.5	166.7	-24.1%	333.1
EBIT Margins (%)	*9.5%*	*14.8%*		*9.4%*	*9.5%*	*14.8%*		*14.3%*
Finance Costs	2.0	2.1		2.0	4.1	5.6		10.8
Share of Profit / (Loss) of Associates	-0.0	-0.0		-0.0	-0.0	-0.0		0.0
Profit Before Exceptional Expense (EE) & Tax	61.4	81.8	-25.0%	61.1	122.5	161.2	-24.0%	322.3
PBT (Before EE) Margins (%)	*9.2%*	*14.4%*		*9.1%*	*9.2%*	*14.3%*		*13.9%*
Exceptional Expense*	10.4	-		-	-10.4	-		-
Profit Before Tax	51.0	81.8	-37.7%	61.1	112.1	161.2	-30.4%	322.3
Tax expenses	12.6	21.0		15.9	28.5	41.2		82.7
PAT	**38.3**	**60.9**	**-37.0%**	**45.3**	**83.6**	**120.0**	**-30.3%**	**239.6**
PAT Margins (%)	***5.7%***	***10.7%***		***6.8%***	***6.2%***	***10.6%***		***10.3%***

** Exceptional Expense refers to one-time exceptional loss of ₹10.4 Cr towards damages caused by heavy rainfall and flooding.* Relevant insurance claims have been lodged and the associated recovery is expected to substantially offset the P&L impact in due course

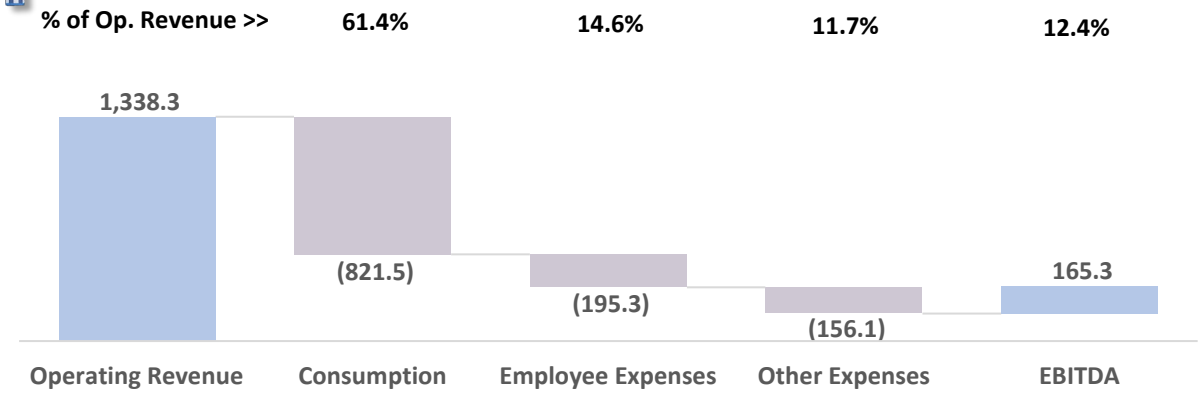
Operational Highlights – Q2 & H1'FY27 (1/2)



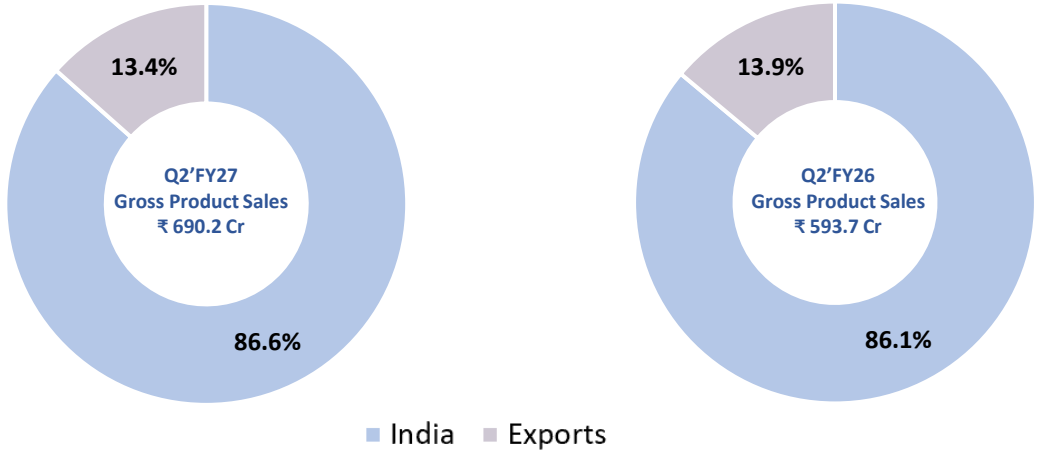
Q2'FY27 – Operational Analysis



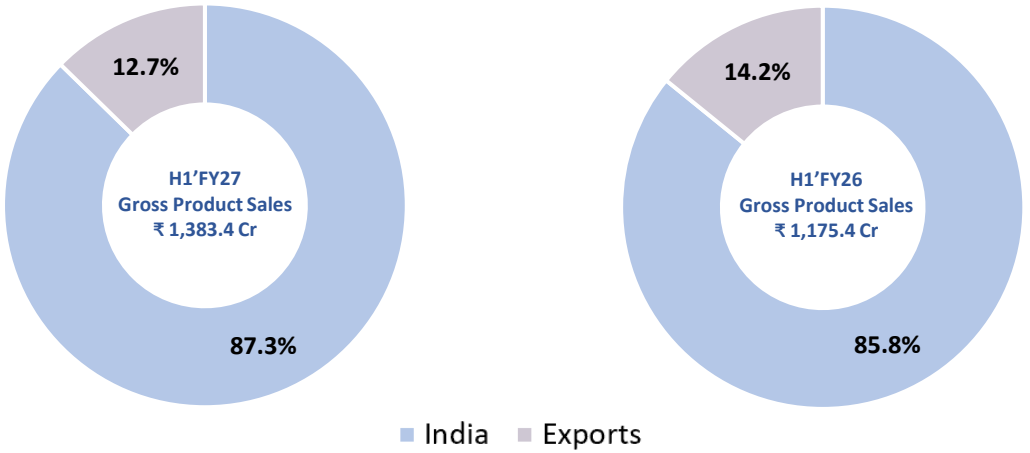
H1'FY27 – Operational Analysis



Q2'FY27 - Geographic Sales Break up



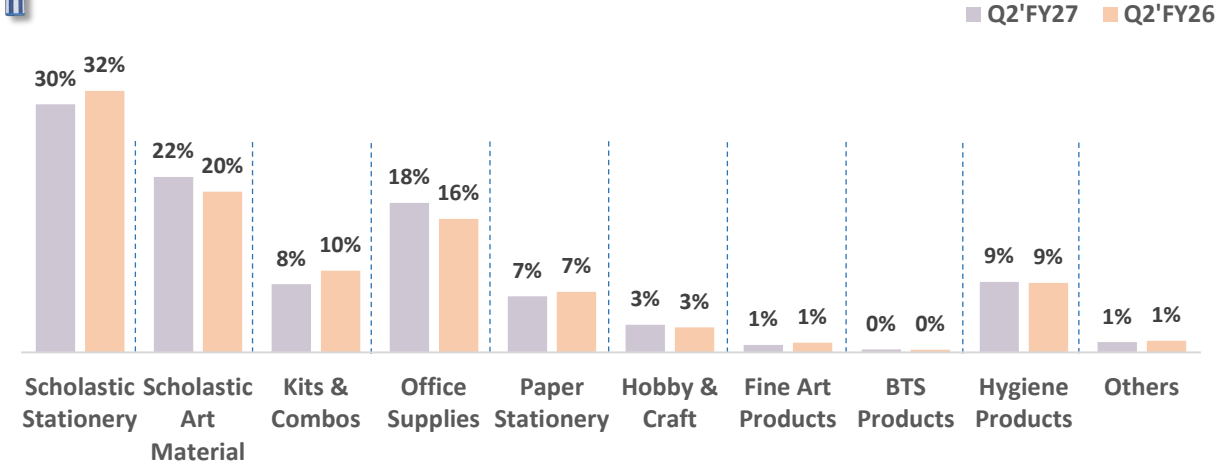
H1'FY27 - Geographic Sales Break up



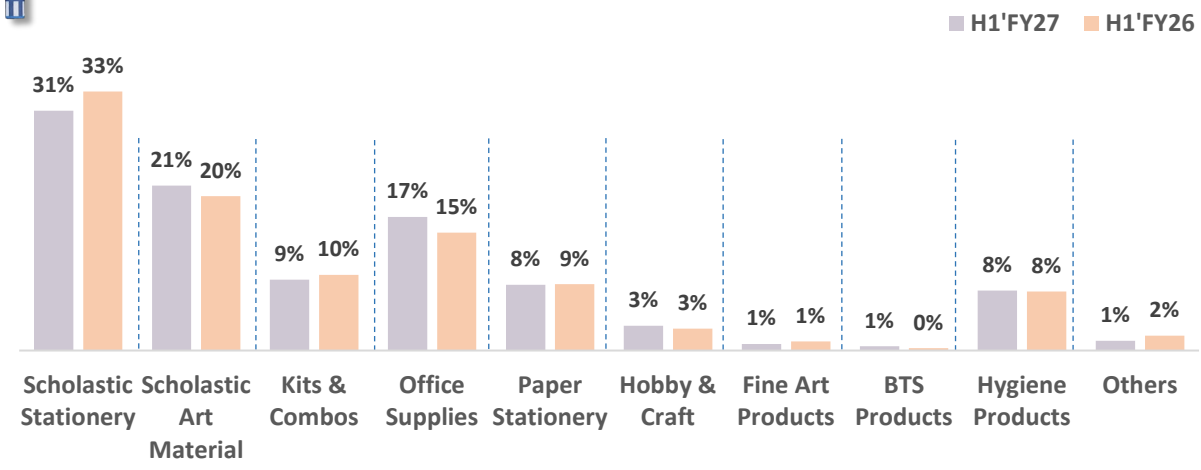
Operational Highlights – Q2 & H1'FY27 (2/2)



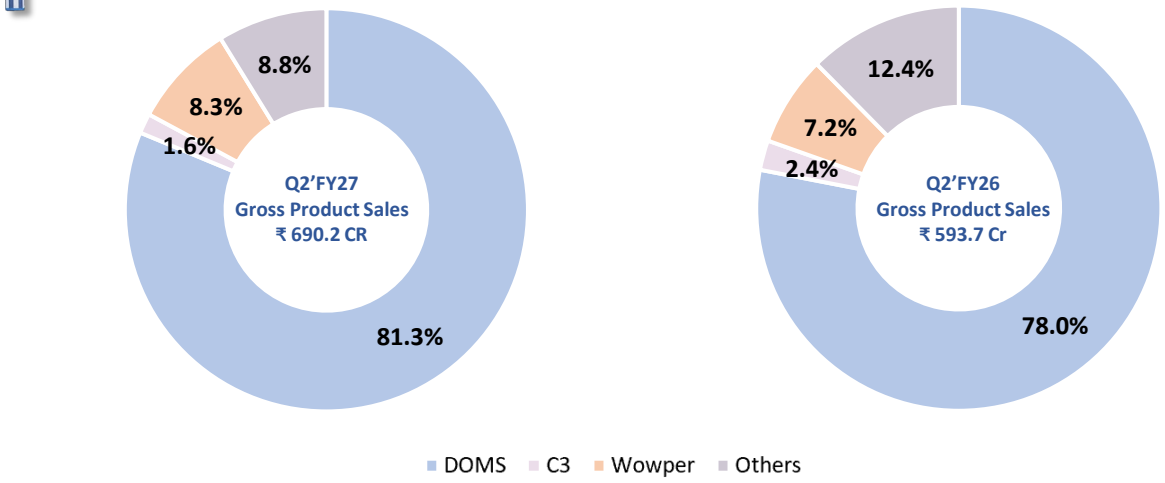
Q2'FY27 - Product Category wise Sales Break up



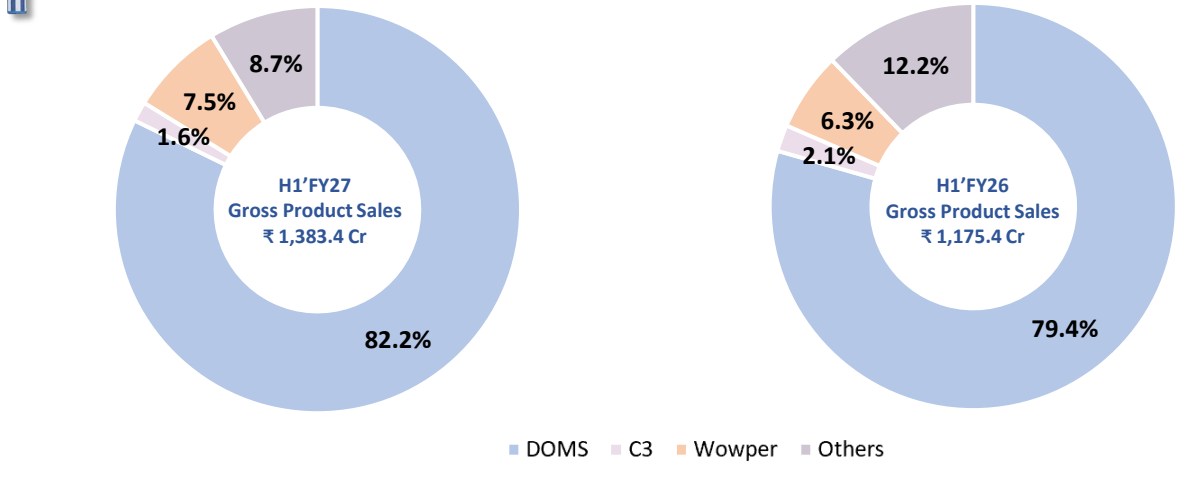
H1'FY27 - Product Category wise Sales Break up



Q2'FY27 - Brand wise Sales Break up



H1'FY27 - Brand wise Sales Break up



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RECENT PRODUCT LAUNCHES & MARKETING INITIATIVES



New Product Launches - Enhancing Portfolio Breadth









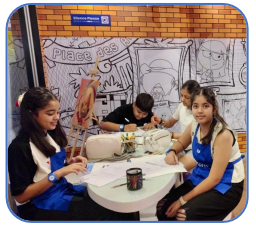
Marketing Activities - Building Strong Consumer Connect

Kidzania Activities

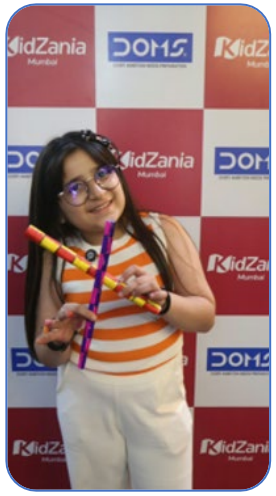










Paperworld Delhi 2026






Interactive Activity – Jehangir Art Gallery – Art Plaza








Digital Initiatives - Enhancing Consumer Engagement

4.40 Mn+
SUBSCRIBERS

YouTube Link : Click Here

250K+
FOLLOWERS

Instagram Link : Click Here





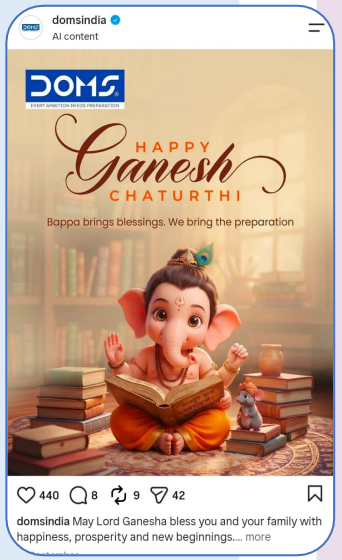


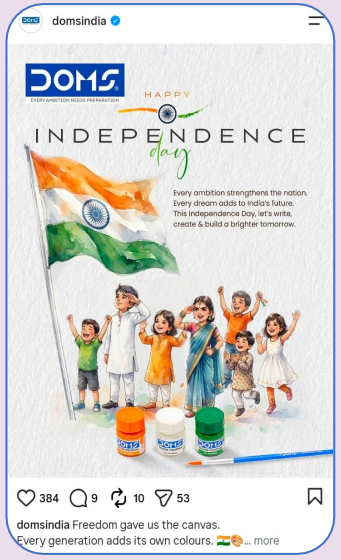














DOMS®
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COMPANY OVERVIEW



Our Journey - Built on Trust, Driven by Commitment



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

2005
'DOMS' Trademark registered

2006
Incorporation of Writefine Products Pvt. Ltd.

2011
Acquired businesses of R.R. Industries & 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)

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

2026
Acquisition of 'Reynolds' Brand & Related Asset Purchase

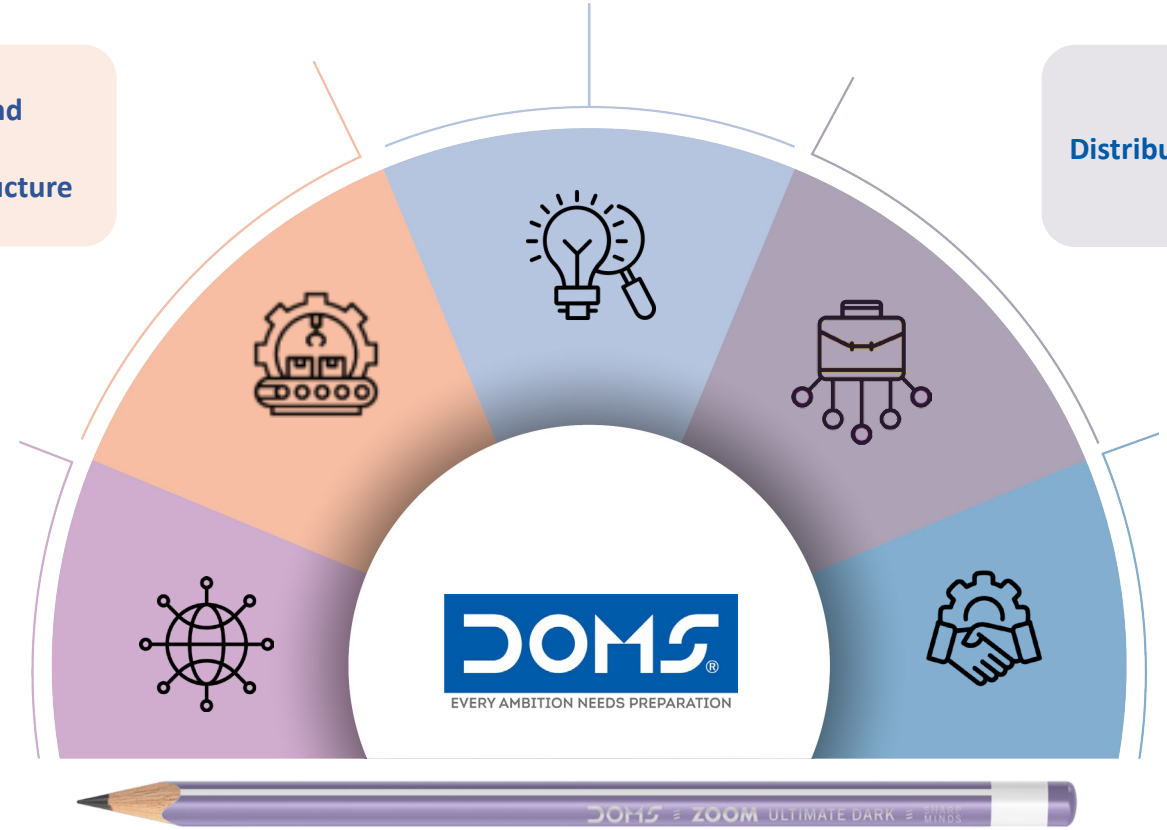
DOMS - Leading with Excellence



3 Focused R&D and Product Engineering Driving Differentiation

2 Modern, Scalable and Integrated Manufacturing Infrastructure

4 Multi-Channel Distribution Network with Strong Pan India Presence



1 Diversified Product Portfolio Catering to Evolving Customer Requirements

5 Experienced Board & F.I.L.A. Partnership – Enabling Product Expertise & Access to Global Markets

Diversified Portfolio - Supporting Multi-Category Growth

1



Scholastic Stationery

2



Scholastic Art Material

3



Office Supplies

4



Paper Stationery

5



Kits & Combos

6



Hobby & Craft

7



Fine Art Products

8



Baby Hygiene

9



Back to School

Modern, Scalable & Integrated Infrastructure (1/3)

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



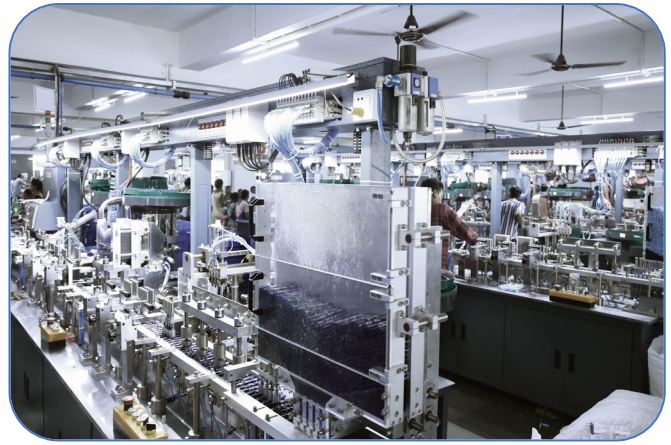




Robust & Modern Manufacturing Infrastructure – Enabling End-to-End Operations







Modern, Scalable & Integrated Infrastructure (2/3)

Foundation for Future Growth - Strategic Land Bank for Future Expansion : (i) ~50+ Acres (Greenfield Project) **(ii)** 11+ Acres (Adjoining Existing Facilities)









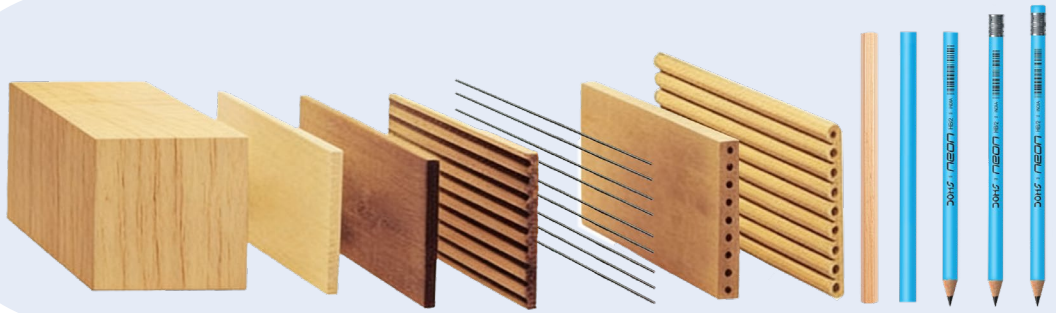




Actual site photographs of the facilities and machinery at our new ~50+ Acres manufacturing plant

Modern, Scalable & Integrated Infrastructure (3/3)

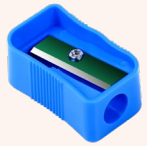
Backward Integrated In-House Manufacturing Infrastructure – Driving Operational Efficiency



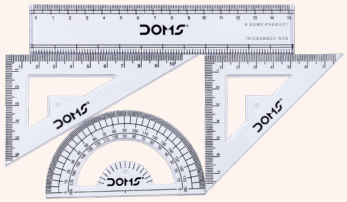


From Wood Processing to Finished Pencils - All key components are manufactured in-house





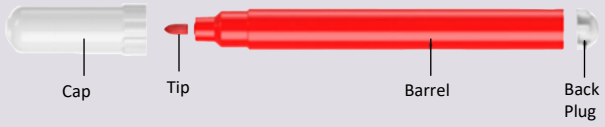






In-house manufacturing of :

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







From Sketch Pen Caps to Ink & Reservoir to Packaging Material - All are manufactured in-house

Focused R&D & Product Engineering driving Differentiation



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



R&D and Design Team
60+ employees[1]



Quality Check & Assurance Team
190+ employees[1]

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

DOMS + FILA
Fabbrica Italiana Lapis ed Affini

- **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 Innovative Initiatives



- **Innovative Design**
- **Improved Usability**
- **Patented Technology**

Note: (1) As of September 30, 2026

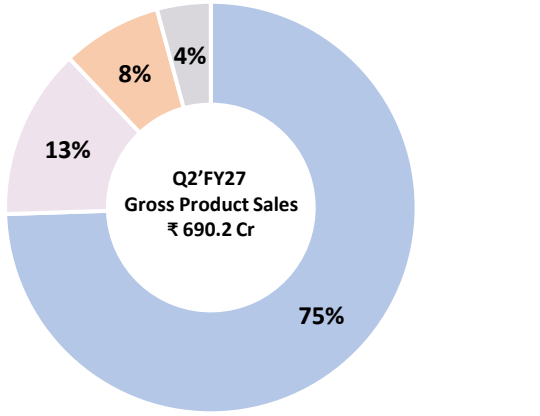
Multi Channel Distribution Network - Key Growth Enabler



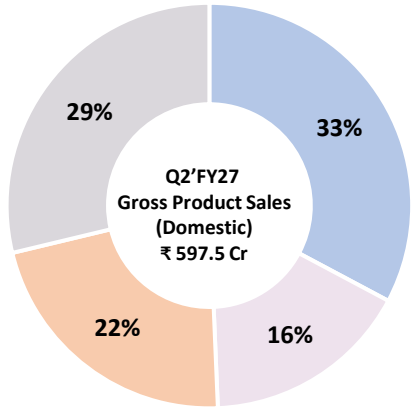
Domestic Distribution Strength

	DOMS	Uniclan
Super Stockist	140+	95+
Distributors	6,300+	1,300+
Retail Outlets	1,45,000+	55,000+
Sales Personnel	1,200+	210+

Multi Channel Presence



Balanced Regional Mix



Expanding International Presence

- **55+** Countries
- **7.4%** F.I.L.A. Group Exports
- **6.0%** Third Party Exports
- **6** Continents

Note: Data for Q2'FY27 / as of September 30, 2026, unless otherwise mentioned

Board - Steering Success through Experience & Vision

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

Supported by Senior Management Driving Business Efficiency

Senior Management Team



Harshad Raveshia
Chief Consultant
Wood Working Division



Purav Raveshia
Vice President
Product Development



Santosh Swain
Vice President
Purchase & General Affairs



Suresh Rajani
Chief Consultant
Colour Pencil Division



Sumit Rajani
Vice President
Color Pencil & Graphite Lead



Rahul Shah
Chief Financial Officer



Vijay Somaiya
Head - Polymer Division



Suraj Raveshia
Vice President
International Business



Saumitra Prasad
Chief Marketing Officer

Management Team includes Promoter Group Directors as well as Professional Members

Permanent Employees[1]
14,000+

Contracted Employees[1]
900+

Better Cost Controls and Margin Expansion + **Greater Control on Product Quality**

Note : (1) As of September 30, 2026

F.I.L.A. Partnership - Product Expertise & Global Market Access



Fabbrica Italiana Lapis ed Affini

INDUSTRY EXPERIENCE	100 + Years
MARKET PRESENCE	150 + Countries
NO. OF BRANDS	25 Brands
REVENUES[1]	572 Euro Mn

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 - 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

Note : (1) As of FY25 (ending Dec 31, 2025)

Strategic Growth Levers



01 Focus on expanding Manufacturing Capacity

- Ongoing broad based Capacity Expansion across Product categories in Stationery & Art material segment
- Plan to commercialize operations at ~50+ acres – first phase construction nearing completion
- Regular modernization /upgradation at existing facility leading to improving manufacturing capacities
- Accelerate growth in Baby Hygiene by optimizing capacity utilization in line with evolving market opportunities.

02 Capitalising Inorganic Growth Opportunities

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

03 Continue Expanding Product Lines

- Recent Expansion of product portfolio - Introduction of mechanical pencils, adhesives, back to school product range 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.

04 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)
- Strengthening arrangements with super stockiest & distributors to improve reach
- Parallelly focus to develop modern trade, e-commerce and quick commerce

05 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

SUSTAINED FINANCIAL PERFORMANCE



Consolidated P&L Overview



Particulars (₹ Cr)	FY22	FY23	FY24	FY25	FY26
Revenue from Operations	683.6	1,211.9	1,537.1	1,912.6	2,326.4
Other Income	2.6	4.6	10.1	22.6	18.6
Total Income	**686.2**	**1,216.5**	**1,547.3**	**1,935.2**	**2,344.9**
Cost of Materials Consumed	425.1	742.7	878.4	1,048.9	1,252.8
Purchase of Stock-in-Trade	13.7	26.1	59.1	60.6	79.8
Changes in Inventories of Finished Goods, Stock-in-Trade and WIP	-6.8	-5.5	-44.8	-28.9	-21.3
Employee Benefits Expense	101.4	141.8	213.1	265.2	328.9
Finance Costs	10.3	11.9	17.1	15.0	10.8
Depreciation and Amortization	38.0	40.7	51.2	69.2	88.1
Other Expenses	80.4	120.1	158.6	218.3	283.6
Total Expenses	**662.2**	**1,077.8**	**1,332.8**	**1,648.4**	**2,022.7**
Profit / (Loss) Before Tax	**24.0**	**138.8**	**214.5**	**286.8**	**322.3**
Tax Expenses	6.9	35.9	54.8	73.3	82.7
Profit / (Loss) After Tax	**17.1**	**102.9**	**159.7**	**213.5**	**239.6**

Consolidated Balance Sheet



Particulars (₹ Cr)	FY22	FY23	FY24	FY25	FY26
Non- Current Assets					
Property, Plant and Equipment	186.1	279.9	374.6	498.4	594.4
Capital Work-in-Progress	4.0	6.9	25.4	60.3	162.1
Right of use Assets	38.2	38.2	61.1	76.5	86.1
Goodwill	2.0	2.0	62.4	74.6	75.8
Other Intangible Assets	0.2	0.1	0.1	40.9	36.5
Investments	-	1.5	1.5	1.5	1.5
Other Financial Assets	10.6	10.9	17.4	20.8	27.3
Deferred Tax Assets	1.2	3.2	5.4	8.2	9.4
Other Tax Assets (Net)	1.1	0.3	0.2	1.5	2.0
Other Non-Current Assets	9.3	17.4	25.3	48.1	77.4
Total Non-Current Assets	**252.8**	**360.4**	**573.5**	**830.8**	**1,073**
Current Assets					
Inventories	159.2	184.6	225.1	294.0	377.0
Trade Receivables	49.2	35.6	64.6	134.3	163.6
Cash and Cash Equivalents	9.3	34.3	56.4	60.5	53.5
Bank Balance other than above	6.5	7.4	249.4	164.9	8.3
Other Financial Assets (inc. Loans)	0.6	0.8	3.7	6.5	3.6
Other Current Assets	19.9	16.6	17.1	28.6	33.2
Total Current Assets	**244.6**	**279.4**	**616.5**	**688.8**	**639.2**
Total Assets	**497.5**	**639.8**	**1,190.0**	**1,519.6**	**1,711.8**

Particulars (₹ Cr)	FY22	FY23	FY24	FY25	FY26
Equity	0.4	0.4	60.7	60.7	60.7
Equity Share Capital	246.9	337.1	753.7	942.1	1,159.0
Other Equity	10.8	17.9	27.8	79.7	82.4
Non-Controlling Interest	**258.1**	**355.3**	**842.2**	**1,082.5**	**1,302.1**
Total Equity					
Non-Current Liabilities					
Borrowings	2.9	15.2	83.7	105.5	38.0
Lease Liabilities	29.4	30.3	43.0	43.2	36.2
Other Financial Liabilities	-	-	-	1.4	5.3
Non-Current Provisions	7.8	9.1	13.2	18.8	26.3
Deferred Tax Liabilities (Net)	-	-	-	11.3	10.0
Total Non-Current Liabilities	**40.0**	**54.5**	**140.0**	**180.2**	**115.9**
Current Liabilities					
Borrowings	82.1	84.9	32.2	47.6	51.6
Lease Liabilities	8.7	9.5	13.0	15.4	15.4
Trade Payables	81.1	87.0	89.2	109.1	125.0
Other Financial Liabilities	13.1	17.5	41.1	40.6	48.2
Other Current Liabilities (incl. Provisions)	9.6	23.6	30.7	41.4	49.7
Current Tax Liabilities (Net)	4.8	7.4	1.6	2.8	3.9
Total Current Liabilities	**199.3**	**229.9**	**207.8**	**256.9**	**293.9**
Total Equity & Liabilities	**497.5**	**639.8**	**1,190.0**	**1,519.6**	**1,711.8**

Consolidated Cash Flow Overview



Particulars (₹ Cr)	FY22	FY23	FY24	FY25	FY26
Cash flow from Operating Activities					
Profit / (Loss) before tax	24.0	138.8	214.5	286.8	322.3
Adjustments for non-cash items	7.4	43.0	50.9	72.8	93.9
Adjustment for non-operating items	43.4	10.5	10.5	-2.8	5.3
Operating cash inflow before working capital changes	74.8	192.4	275.8	356.8	421.5
Net decrease / (increase) in working capital	-20.7	15.4	-29.0	-97.7	-82.4
Cash generated from Operations	54.1	207.7	246.8	259.1	339.1
Income tax paid (net of refunds)	-3.2	-34.5	-64.3	-75.7	-84.7
Net cash flows generated from Operating activities (A)	**50.9**	**173.3**	**182.5**	**183.3**	**254.3**
Cash flow from Investing Activities					
Purchase of property, plant and equipment (including CWIP and capital advances)(net) + Upfront Payment for leasehold land	-34.9	-136.3	-153.5	-213.3	-292.8
Acquisition of subsidiary, net of cash	0.0	0.0	-70.5	-24.9	-15.8
Proceeds from sale of property plant & equipment	0.2	0.8	0.3	0.2	0.3
Other Inflow / (Outflow) from Investing Activities	0.9	-0.5	-233.8	98.4	159.7
Net cash flows used in Investing activities (B)	**-33.7**	**-135.9**	**-457.5**	**-139.6**	**-148.6**
Cash flow from Financing Activities					
Proceeds from Fresh Issue of Shares (Net)	-	0.0	334.7	0.0	0.0
Dividends paid	-	-5.6	-9.3	-15.2	-19.1
Finance cost paid	-11.0	-14.0	-12.0	-11.5	-12.0
Payment of lease liabilities	-7.9	-7.4	-14.8	-16.6	-17.2
Proceeds / (Repayments) of borrowings	-11.6	14.6	-1.3	3.5	-64.5
Net cash flows (used in) / generated from Financing activities (C)	**-30.6**	**-12.4**	**297.2**	**-39.8**	**-112.7**
Net increase/(decrease) in cash and cash equivalents (A+B+C)	**-13.4**	**25.0**	**22.2**	**4.0**	**-7.0**

Key Financial Metrices – Reflecting Business Resilience



Networth

₹ 1,302.1 Cr

Healthy Balance Sheet

Cash Balance

₹ 61.8 Cr

Strong Liquidity

Debt:Equity Ratio

0.02 x

Comfortable Debt Coverage

Cash Flow from Operations

₹ 254.3 Cr

Positive Operational Profile

Working Capital Days

65 Days

Prudent Efficiency

ROE / ROCE

20.1% / 23.9%

Attractive Return Profile

CAPEX

₹ 292.8 Cr

Growth Driven – Investing in Future

Gross Fixed Asset Turnover

2.7 x

Improving Asset Turns

Note : All the datapoints are as of March 31, 2026 / FY26, unless mentioned otherwise

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Thank You



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