



EVERY AMBITION NEEDS PREPARATION



















# DOMS INDUSTRIES LIMITED INVESTOR PRESENTATION

← Q4 & FY2026 →



# DOMS : Scaling across Kids-centric Consumer Ecosystem



Established Brand Portfolio	     			
Products & Market Presence	 <b>9 Product Categories</b>	 <b>4,700+ SKUs</b>	 <b>28 States and 8 UTs</b> PAN India Presence	 <b>55+</b> Export Countries
Manufacturing Infrastructure & Expertise	 <b>55+ acres/ 2.00+ mn sq.ft</b> Operations Area	 <b>18 Facilities</b> across <b>5 Locations</b>	 <b>14,000+</b> Workforce	 <b>58+ acres</b> Future Expansion Area
Consistent Growth Trajectory	 Revenue Growth <b>~20% CAGR</b> (FY 2016 - 2026)	 Sustained Profitability <b>17%+</b> EBITDA Margin	 Prudent Leverage <b>0.02 x</b> Net Debt to Equity	 Asset Utilization <b>2.7 x</b> Gross Fixed Asset Turnover

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

# Q4 & FY26 PERFORMANCE HIGHLIGHTS





## Q4



### Revenues

↑ ₹ 604.0 Cr

Y-o-Y Growth: 18.7%

### EBIDTA

↑ ₹ 100.9 Cr

Y-o-Y Growth: 14.4%

Margin: 16.7%

### PAT

↑ ₹ 58.2 Cr

Y-o-Y Growth: 13.5%

Margin: 9.6%

## FY



### Revenues

↑ ₹ 2,326.4 Cr

Y-o-Y Growth: 21.6%

### EBIDTA

↑ ₹ 402.6 Cr

Y-o-Y Growth: 15.5%

Margin: 17.3%

### PAT

↑ ₹ 239.6 Cr

Y-o-Y Growth: 12.2%

Margin: 10.3%

### Key Highlights

- **New Launches Strengthen Portfolio** : Tin based pencil boxes, fresh designs across school bags and paper stationery, new range of pens, stamp pads, attractively designed mechanical pencils, erasers and wide range of kits & combos, office supplies and scholastic stationery products
- **Strong Domestic Demand** : Demand buoyancy sustained in domestic market, supported by onset of back-to-school season
- **Capacity Expansion on Track** : Foundation for Future Growth progressing - first phase construction nearing completion at ~45 acre land parcel; first building commercial production expected by the end of Q2 FY27
- **Operational Resilience Amid Volatility** : Managed raw material cost volatility and supply chain disruptions from crisis in West Asia through prudent sourcing and calibrated decisions, ensuring uninterrupted operations
- **Dividend Payout**: Board recommends final dividend of ₹ 3.65 per share, aggregating to ~10% of standalone PAT, reinforcing commitment to shareholder returns

# Key Financial Metrics – 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

# Consolidated P&L Highlights : Q4 & FY26

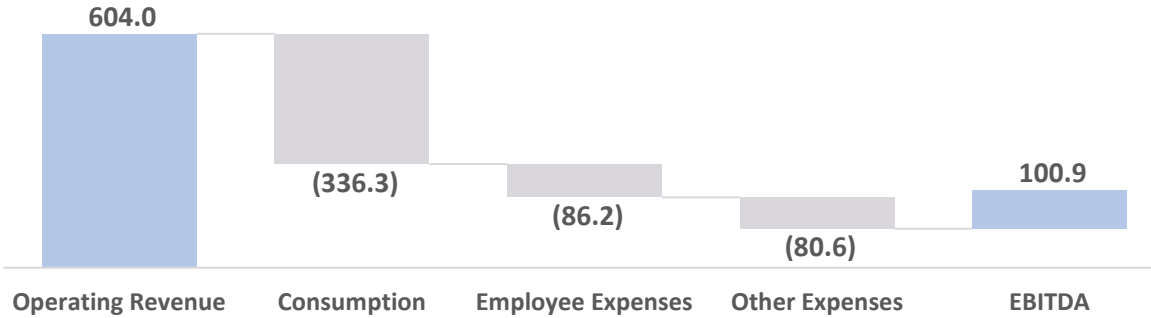


Particulars (₹ Cr)	Q4'FY26	Q4'FY25	Y-o-Y % Change	Q3'FY26	FY26	FY25	Y-o-Y % Change
Revenue from Operations	604.0	508.7	18.7%	592.2	2,326.4	1,912.6	21.6%
Consumption Expenses	336.3	285.3		330.4	1,311.3	1,080.6	
<b>Gross Profit</b>	<b>267.7</b>	<b>223.5</b>	<b>19.8%</b>	<b>261.8</b>	<b>1,015.1</b>	<b>832.0</b>	<b>22.0%</b>
<b>Gross Profit Margin (%)</b>	<b>44.3%</b>	<b>43.9%</b>		<b>44.2%</b>	<b>43.6%</b>	<b>43.5%</b>	
Employee Benefits Expense	86.2	72.4		84.8	328.9	265.2	
Other Expenses	80.6	62.8		73.6	283.6	218.3	
<b>EBITDA</b>	<b>100.9</b>	<b>88.3</b>	<b>14.4%</b>	<b>103.4</b>	<b>402.6</b>	<b>348.4</b>	<b>15.5%</b>
<b>EBITDA Margins (%)</b>	<b>16.7%</b>	<b>17.3%</b>		<b>17.5%</b>	<b>17.3%</b>	<b>18.2%</b>	
<b>Other Income</b>	<b>4.1</b>	<b>4.8</b>		<b>3.5</b>	<b>18.6</b>	<b>22.6</b>	
<b>Depreciation &amp; Amortisation</b>	<b>23.2</b>	<b>20.8</b>		<b>22.5</b>	<b>88.1</b>	<b>69.2</b>	
<b>EBIT</b>	<b>81.9</b>	<b>72.3</b>	<b>13.3%</b>	<b>84.4</b>	<b>333.1</b>	<b>301.9</b>	<b>10.3%</b>
<b>EBIT Margins (%)</b>	<b>13.6%</b>	<b>14.2%</b>		<b>14.3%</b>	<b>14.3%</b>	<b>15.8%</b>	
<b>Finance Costs</b>	<b>3.0</b>	<b>3.6</b>		<b>2.2</b>	<b>10.8</b>	<b>15.0</b>	
<b>Share of Profit / (Loss) of Associates</b>	<b>0.0</b>	<b>0.0</b>		<b>0.0</b>	<b>0.0</b>	<b>0.0</b>	
<b>Profit Before Tax (PBT)</b>	<b>78.9</b>	<b>68.6</b>	<b>15.0%</b>	<b>82.2</b>	<b>322.3</b>	<b>286.8</b>	<b>12.4%</b>
<b>PBT Margins (%)</b>	<b>13.1%</b>	<b>13.5%</b>		<b>13.9%</b>	<b>13.9%</b>	<b>15.0%</b>	
<b>Tax Expenses</b>	<b>20.7</b>	<b>17.4</b>		<b>20.8</b>	<b>82.7</b>	<b>73.3</b>	
<b>Profit / (Loss) After Tax</b>	<b>58.2</b>	<b>51.3</b>	<b>13.5%</b>	<b>61.4</b>	<b>239.6</b>	<b>213.5</b>	<b>12.2%</b>
<b>PAT Margins (%)</b>	<b>9.6%</b>	<b>10.1%</b>		<b>10.4%</b>	<b>10.3%</b>	<b>11.2%</b>	



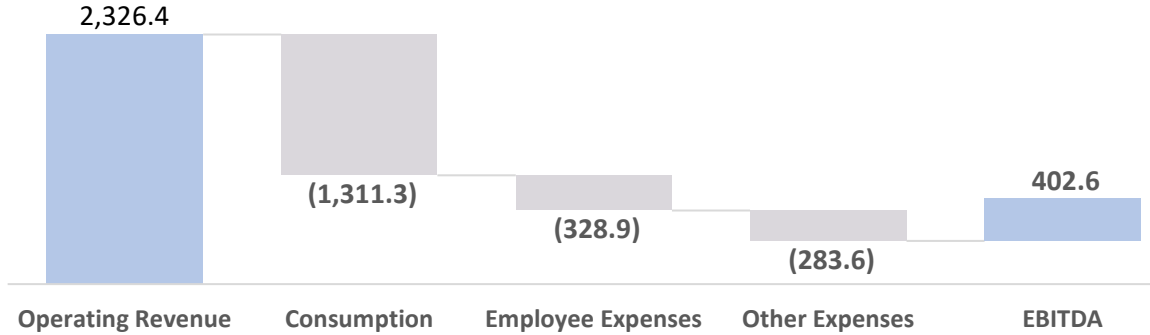
## Q4'FY26 – Operational Analysis

% of Op. Revenue >> 55.7% 14.3% 13.4% 16.7%

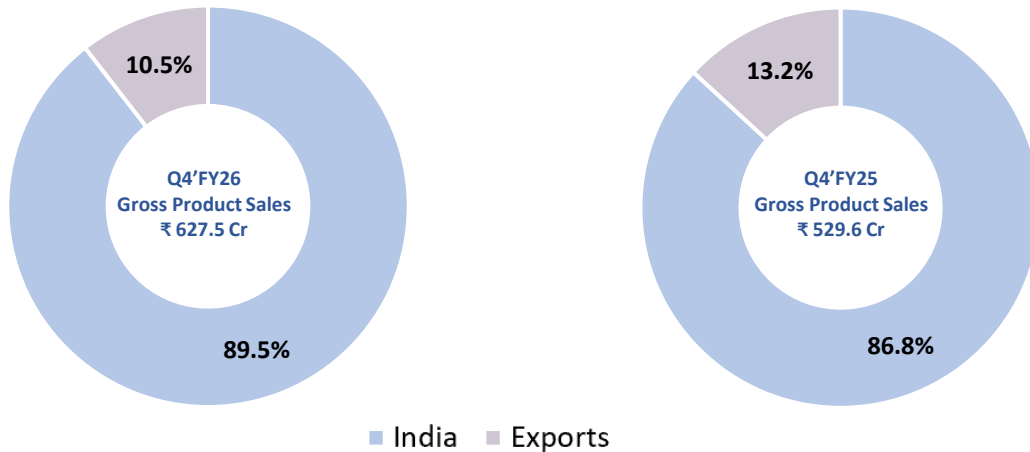


## FY26 – Operational Analysis

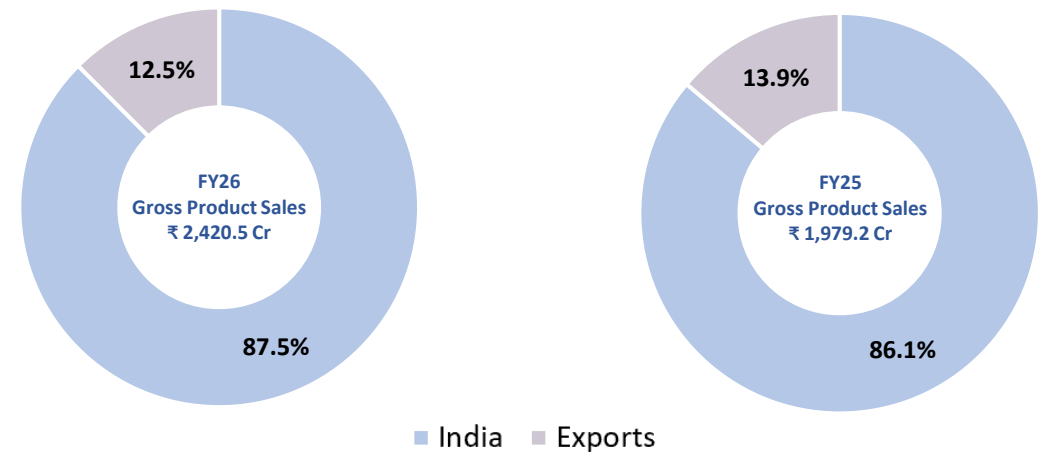
% of Op. Revenue >> 56.4% 14.1% 12.2% 17.3%



## Q4 - Geographic Sales Break up

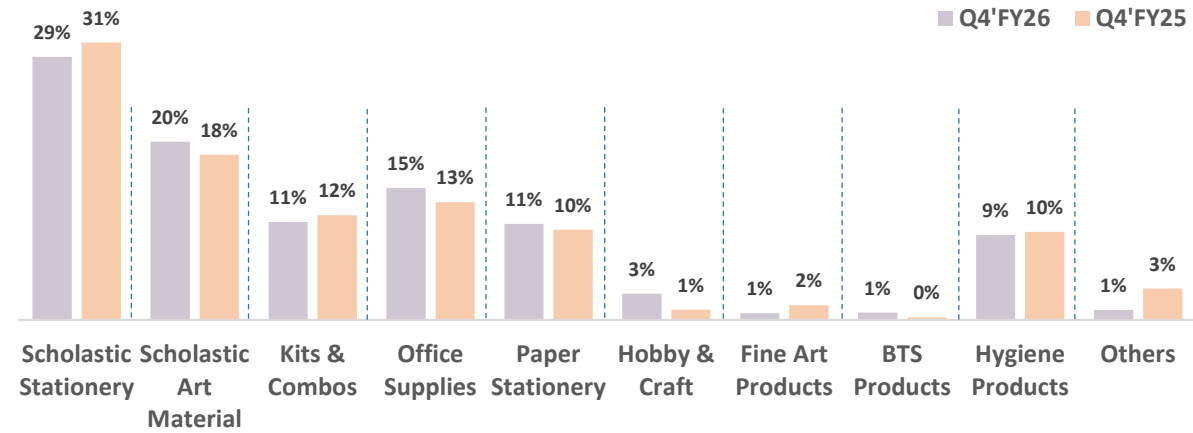


## FY - Geographic Sales Break up

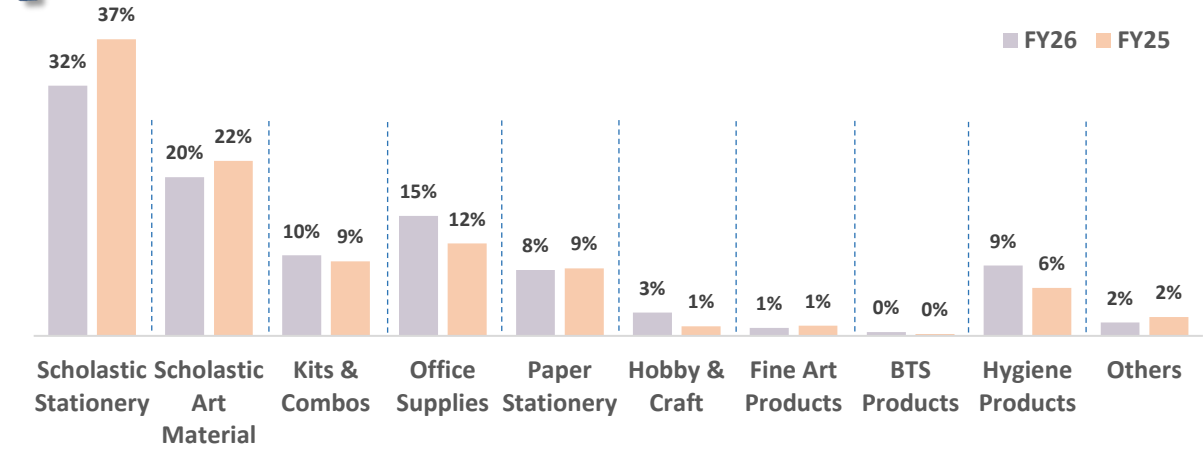




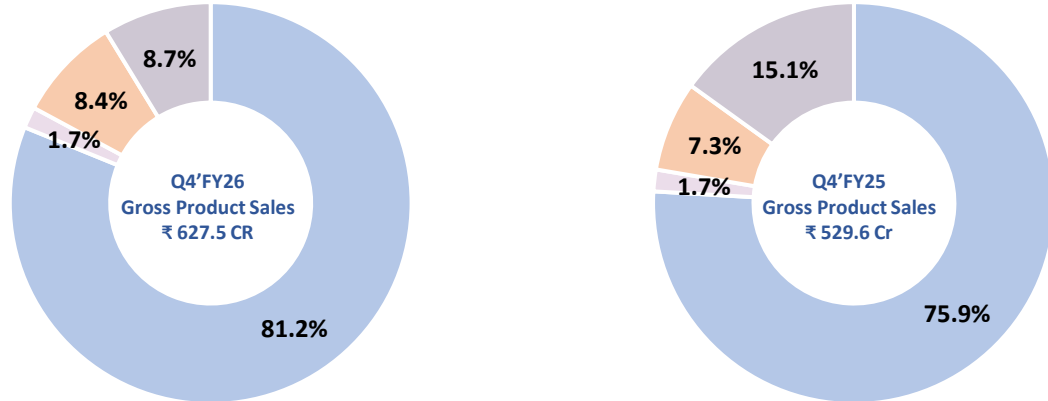
### Q4 - Product Category wise Sales Break up



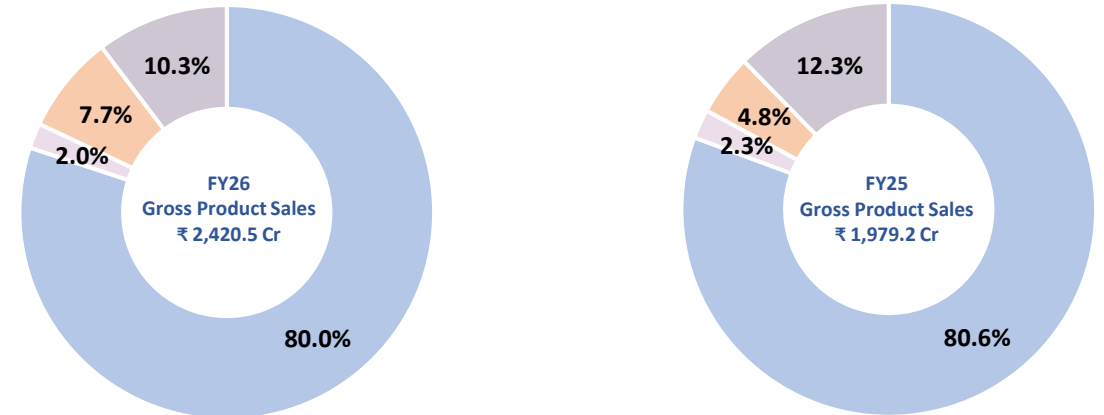
### FY - Product Category wise Sales Break up



### Q4 - Brand wise Sales Break up



### FY - Brand wise Sales Break up



DOMS C3 Wowper Others

DOMS C3 Wowper Others

# RECENT PRODUCT LAUNCHES & MARKETING INITIATIVES



# Strengthening Portfolio : Recent Product Launches





## Republic Day Celebrations



## Makar Sankranti Celebrations



## Creative Activity



## Holi Celebrations



START – Setup & Beginning

MIDDLE – Designing in Progress

FINAL – Mini Fashion Wall Display

## World Art Day



## Interactive Activities





## Artist Engagement & Programme



**DOMS**  
EVERY AMBITION NEEDS PREPARATION

**ACRYLIC PAINT MARKERS**

*Painting*

COME EXPERIENCE DOMS ACRYLIC MARKERS WITH ARTIST **MS. POOJA DUBEY**

DATE : 14<sup>th</sup> of March, 2026 | TIME: 4:00 pm – 5:00 pm  
Location : KidZania Theatre

The eligibility to participate in the Calligraphy Workshop requires the purchase of a DOMS product.





Pen Paper & Stationery Expo



Stationery, School & Office Supply Expo Hyderabad



Anime India – Kolkata Edition





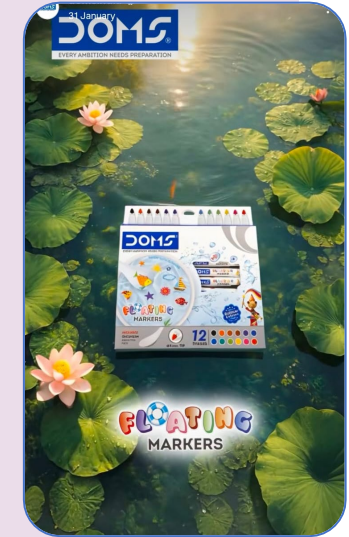
**4.00 Mn+**  
SUBSCRIBERS

YouTube Link : [Click Here](#)



**200K+**  
FOLLOWERS

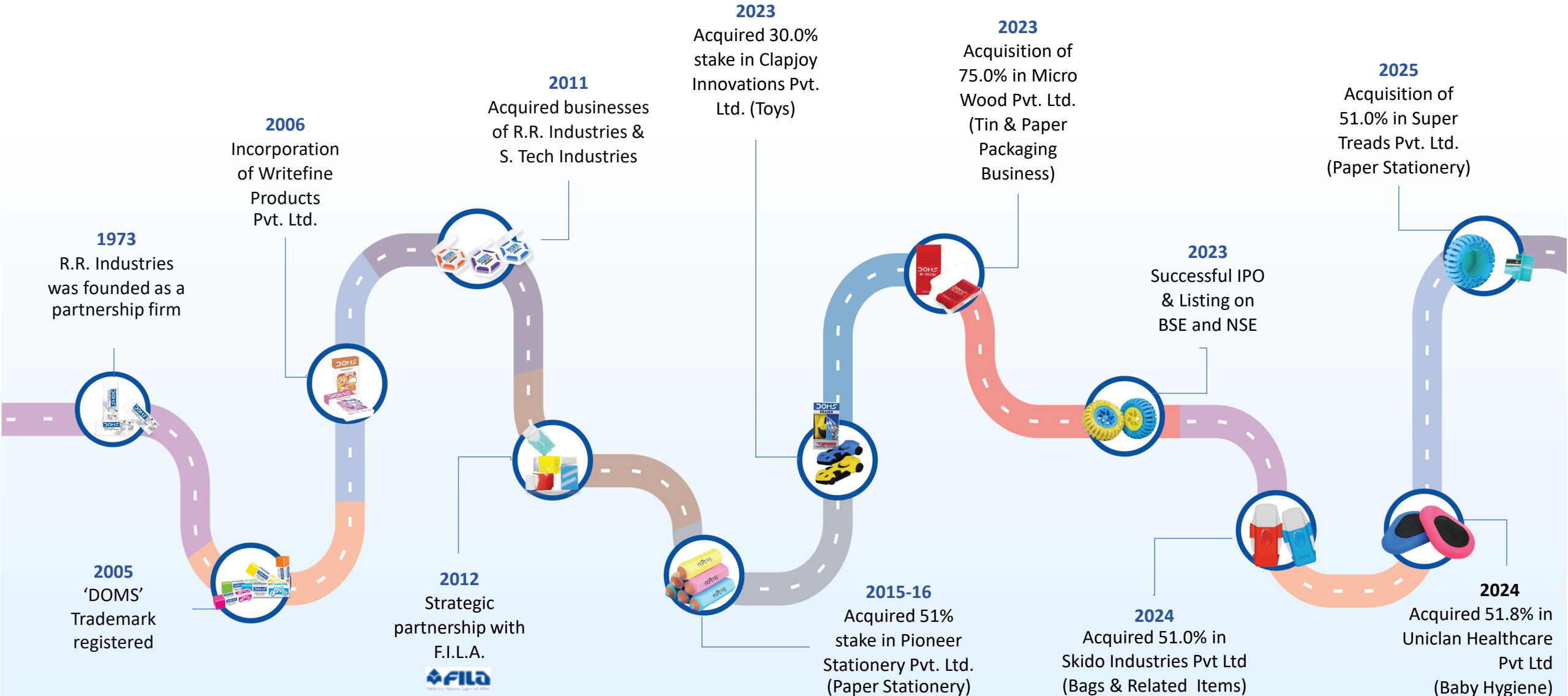
Instagram Link : [Click Here](#)



# COMPANY OVERVIEW



# Our Journey - Built on Trust, Driven by Commitment





# Diversified Product Portfolio - Kids Focused Ecosystem



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



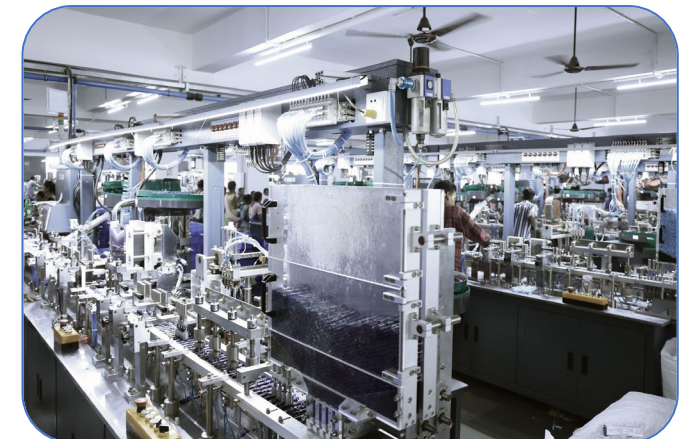
SHOC

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



SHOC

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





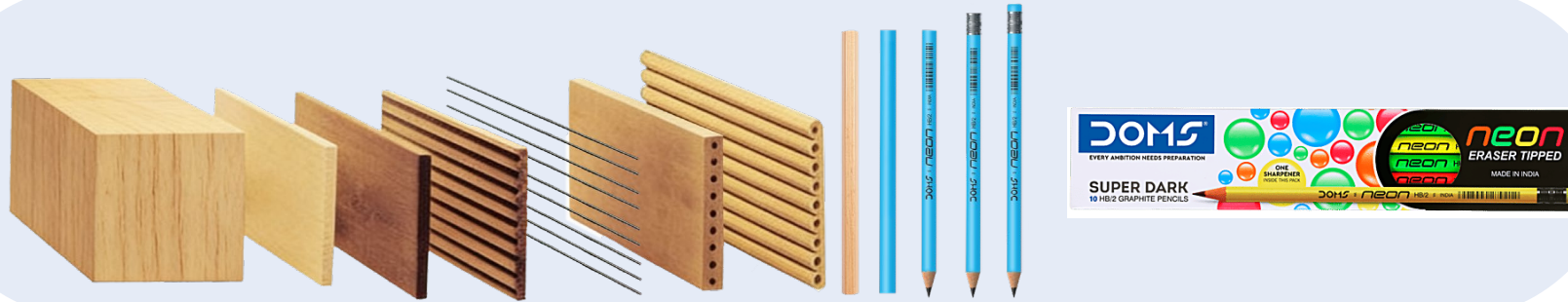
**Strategic Land Bank for Future Expansion : (i) ~45+ Acres (ii) 5+ Acres (Adjoining ~45 Acre Parcel) + (iii) 8+ Acres (Adjoining Existing Facility)**



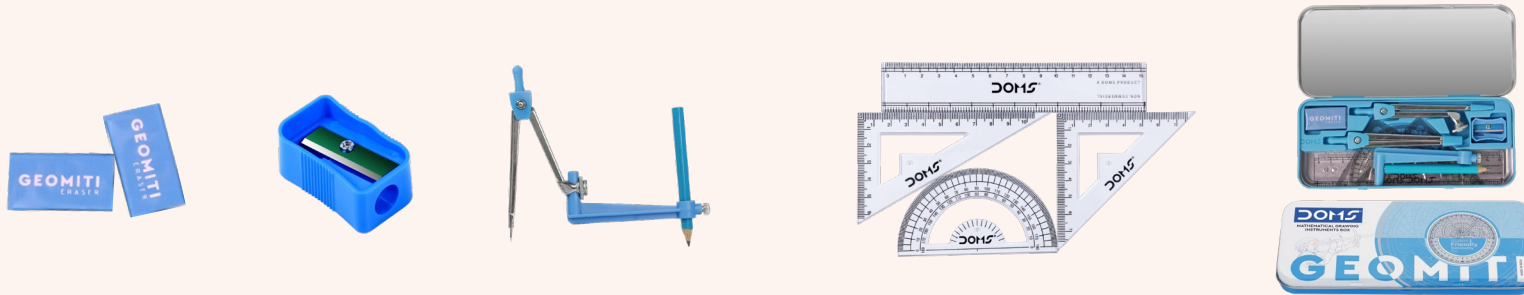
**Foundation for Future Growth - First Phase Construction Nearing Completion at ~45 Acre Land Parcel  
(First Building Commercial production Expected by the End of Q2'FY27)**



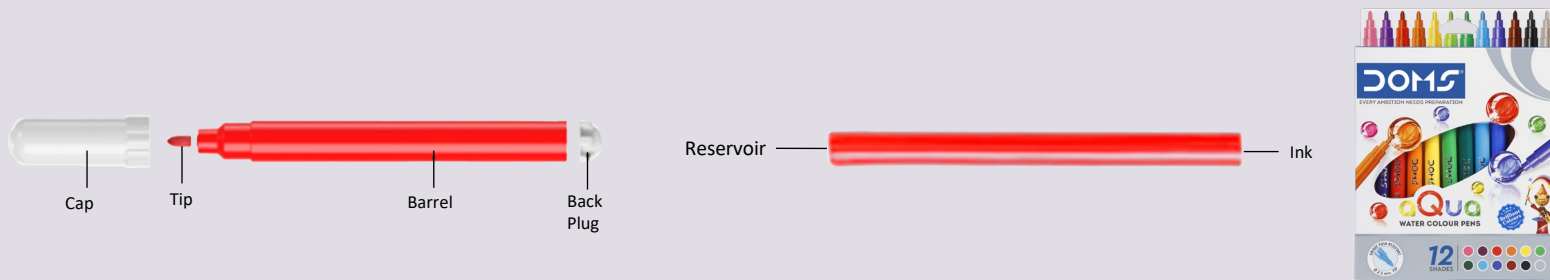
## Backward Integrated In-House Manufacturing Infrastructure – Driving Operational Efficiency



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



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



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






**Quality Check & Assurance Team  
175+ 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 Innovative Initiatives



**Innovative Design**

**Improved Usability**

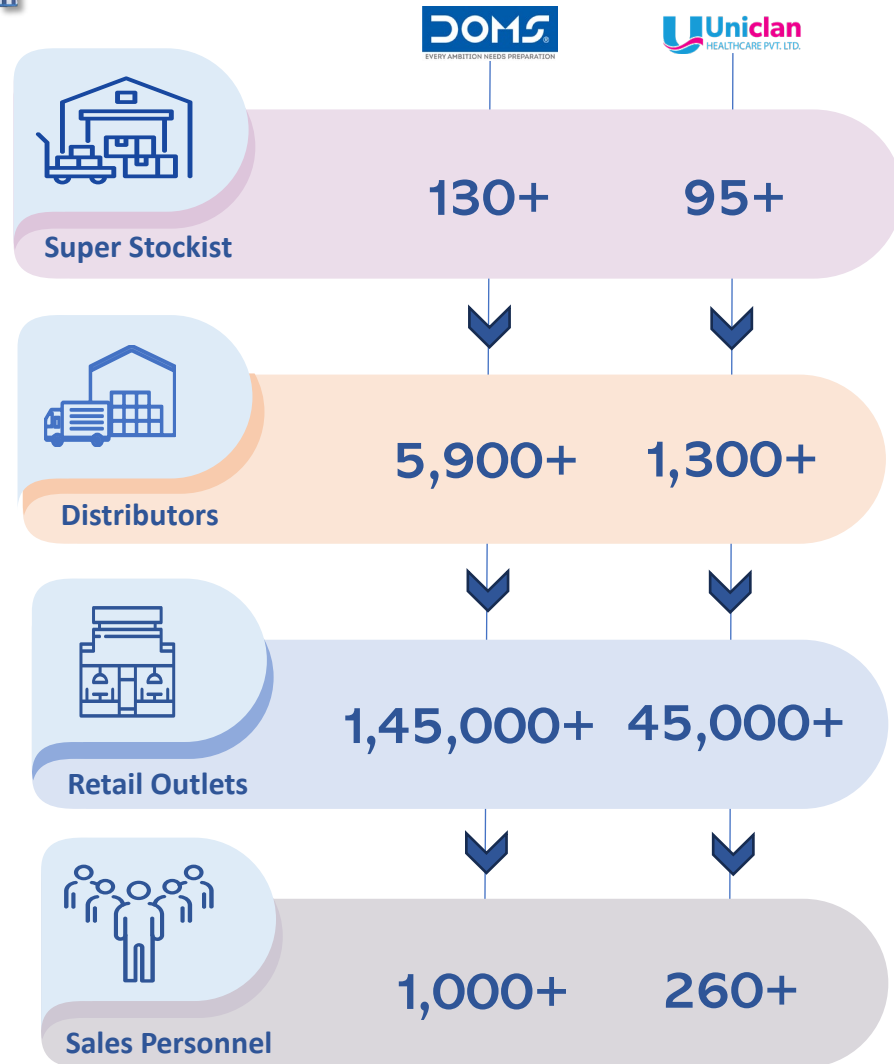
**Patented Technology**

Note: (1) As of March 31, 2026

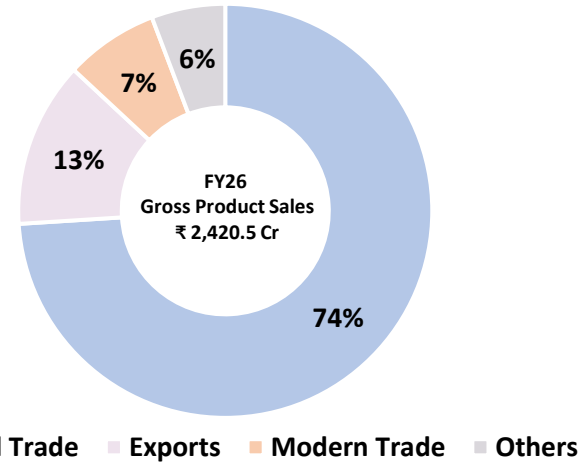
# Multi Channel Distribution Network - Key Growth Enabler



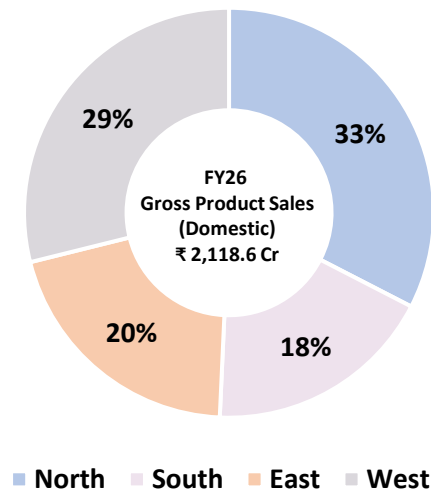
## Domestic Distribution Strength



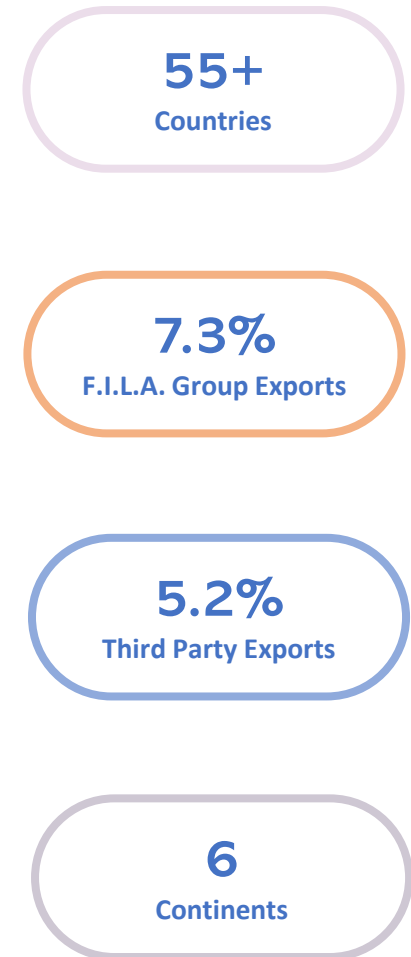
## Multi Channel Presence



## Balanced Regional Mix



## Expanding International Presence



Note: Data for FY26 / as of March 31, 2026, unless otherwise mentioned



## 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*



## 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<sup>1</sup>  
**14,000+**

Contracted Employees<sup>1</sup>  
**1,000+**

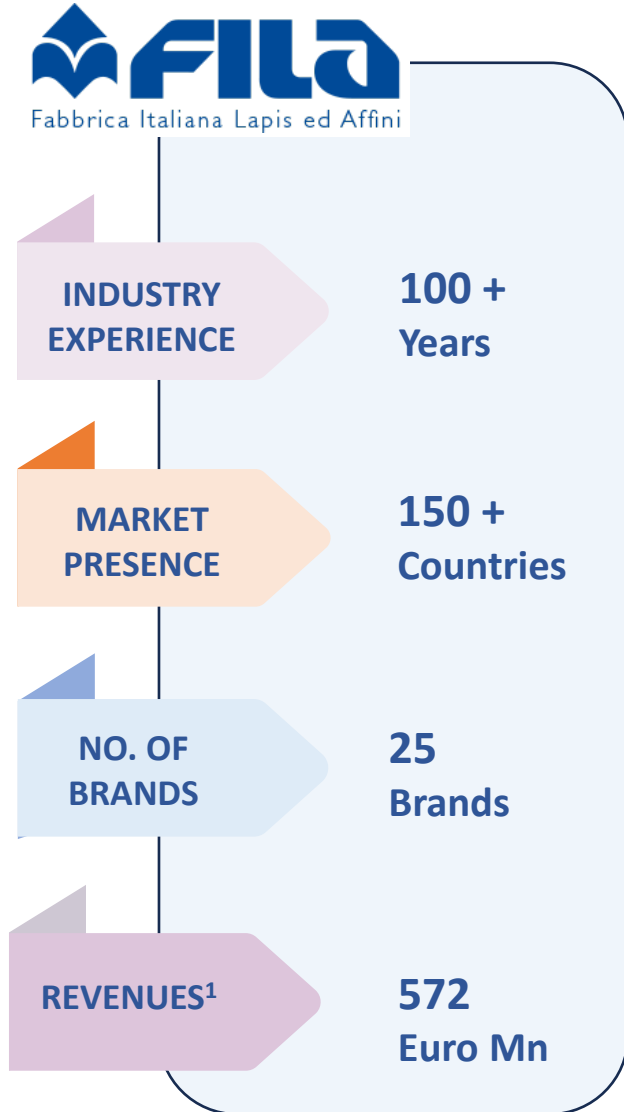


Better Cost Controls and  
Margin Expansion



Greater Control on  
Product Quality

Note : (1) As of March 31, 2026



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



## 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



## Focus on expanding Manufacturing Capacity

01

- Ongoing broad based Capacity Expansion across Product categories in Stationery & Art material segment
- Plan to commercialize operations at ~44+ 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.

## Capitalising Inorganic Growth Opportunities

02

- 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

## Continue Expanding Product Lines

03

- 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.

## Strengthen Distribution & Market Reach

04

- 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
- Parallely focus to develop modern trade, e-commerce and quick commerce

## Leverage Technology & Data Capabilities

05

- 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
<b>Total Income</b>	<b>686.2</b>	<b>1,216.5</b>	<b>1,547.3</b>	<b>1,935.2</b>	<b>2,344.9</b>
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
<b>Total Expenses</b>	<b>662.2</b>	<b>1,077.8</b>	<b>1,332.8</b>	<b>1,648.4</b>	<b>2,022.7</b>
<b>Profit / (Loss) Before Tax</b>	<b>24.0</b>	<b>138.8</b>	<b>214.5</b>	<b>286.8</b>	<b>322.3</b>
Tax Expenses	6.9	35.9	54.8	73.3	82.7
<b>Profit / (Loss) After Tax</b>	<b>17.1</b>	<b>102.9</b>	<b>159.7</b>	<b>213.5</b>	<b>239.6</b>

# Consolidated Balance Sheet



Particulars (₹ Cr)	FY22	FY23	FY24	FY25	FY26
<b>Non- Current Assets</b>					
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
<b>Total Non-Current Assets</b>	<b>252.8</b>	<b>360.4</b>	<b>573.5</b>	<b>830.8</b>	<b>1,073</b>
<b>Current Assets</b>					
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
<b>Total Current Assets</b>	<b>244.6</b>	<b>279.4</b>	<b>616.5</b>	<b>688.8</b>	<b>639.2</b>
<b>Total Assets</b>	<b>497.5</b>	<b>639.8</b>	<b>1,190.0</b>	<b>1,519.6</b>	<b>1,711.8</b>

Particulars (₹ Cr)	FY22	FY23	FY24	FY25	FY26
<b>Equity</b>	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	<b>258.1</b>	<b>355.3</b>	<b>842.2</b>	<b>1,082.5</b>	<b>1,302.1</b>
<b>Total Equity</b>					
<b>Non-Current Liabilities</b>					
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
<b>Total Non-Current Liabilities</b>	<b>40.0</b>	<b>54.5</b>	<b>140.0</b>	<b>180.2</b>	<b>115.9</b>
<b>Current Liabilities</b>					
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
<b>Total Current Liabilities</b>	<b>199.3</b>	<b>229.9</b>	<b>207.8</b>	<b>256.9</b>	<b>293.9</b>
<b>Total Equity &amp; Liabilities</b>	<b>497.5</b>	<b>639.8</b>	<b>1,190.0</b>	<b>1,519.6</b>	<b>1,711.8</b>

# Consolidated Cash Flow Overview



Particulars (₹ Cr)	FY22	FY23	FY24	FY25	FY26
<b>Cash flow from Operating Activities</b>					
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
<b>Net cash flows generated from Operating activities (A)</b>	<b>50.9</b>	<b>173.3</b>	<b>182.5</b>	<b>183.3</b>	<b>254.3</b>
<b>Cash flow from Investing Activities</b>					
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
<b>Net cash flows used in Investing activities (B)</b>	<b>-33.7</b>	<b>-135.9</b>	<b>-457.5</b>	<b>-139.6</b>	<b>-148.6</b>
<b>Cash flow from Financing Activities</b>					
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
<b>Net cash flows (used in) / generated from Financing activities (C)</b>	<b>-30.6</b>	<b>-12.4</b>	<b>297.2</b>	<b>-39.8</b>	<b>-112.7</b>
<b>Net increase/(decrease) in cash and cash equivalents (A+B+C)</b>	<b>-13.4</b>	<b>25.0</b>	<b>22.2</b>	<b>4.0</b>	<b>-7.0</b>



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