

DOMS INDUSTRIES LIMITED

Strong Sales Growth Momentum with Robust Margin Profile

Revenue for Q1'FY25 up by **17.3% y-o-y** at ₹ 445.0 Crs

EBITDA for Q1'FY25 up by **38.9% y-o-y** at ₹ 86.4 Crs

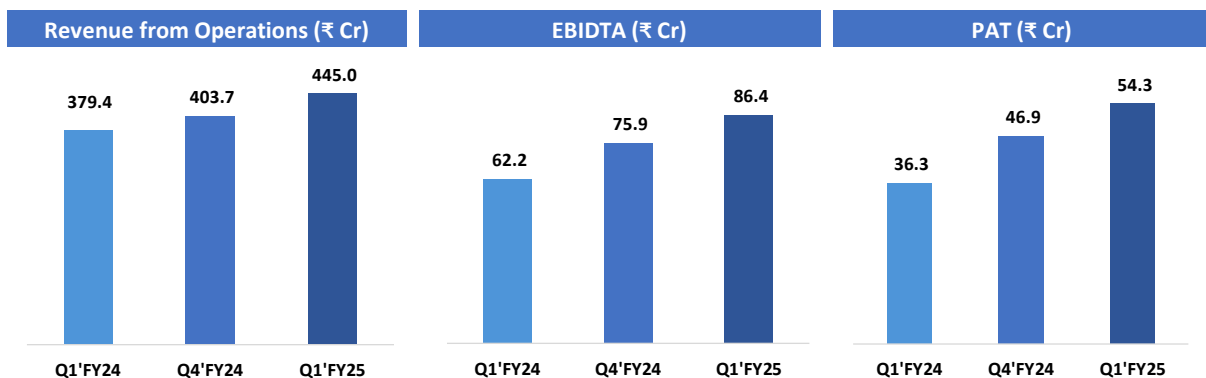
PAT for Q1'25 up by **49.5% y-o-y** at ₹ 54.3 Crs

Umbergaon, Gujarat August 12, 2024: DOMS Industries Limited ('DOMS'), one of India's leading stationery and art material company, announced its Financial Results for the quarter ending June 30, 2024.

Consolidated Key Financial Highlights are as follows:

Particulars (₹ Crores)	Q1'FY25	Q1'FY24	Y-o-Y % Change	Q4'FY24	Q-o-Q % Change	FY24
Revenues	445.0	379.4	17.3%	403.7	10.2%	1,537.1
Gross Profit (GP)	191.8	145.8		177.6		644.4
GP Margin	43.1%	38.4%		44.0%		41.9%
EBITDA	86.4	62.2	38.9%	75.9	13.8%	272.7
EBITDA Margin (%)	19.4%	16.4%		18.8%		17.7%
PBT	73.2	48.7		63.0		214.5
PBT Margin (%)	16.4%	12.8%		15.6%		14.0%
PAT	54.3	36.3	49.5%	46.9	15.7%	159.7
PAT Margin (%)	12.2%	9.6%		11.6%		10.4%

Consolidated Performance Highlights for Q1'FY25



Performance highlights for Q1

- Revenue from Operations for Q1 FY25 grew by 17.3% to ₹ 445.0 crores as compared to Q1'FY24 and 10.2% as compared to the previous quarter - Q4'FY24, highlighting our sustained growth trajectory.

- **EBITDA** for Q1'FY25 grew by 38.9% to ₹ 86.4 crores as compared to Q1'FY24 and 13.8% as compared to Q4'FY24. **EBITDA margin** for Q1'FY25 surged to 19.4% as compared to 16.4% in Q1'FY24 and 18.8% in Q4'FY24.
- **PAT** for Q1'FY25 grew by 49.5% to ₹ 54.3 crores as compared to Q1'FY24 and 15.7% as compared to Q4'FY24. **PAT margin** for Q1'FY25 rose to 12.2% as compared to 9.6% in Q1'FY24 and 11.6% in Q4'FY24.

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

"The start to the financial year 2025 has been positive, despite the challenges on account of extreme weather conditions, especially in North India during the quarter ended June 30, 2024. We continue to see momentum in sales growth and improvement in our margin profile reflecting our unwavering commitment to delivering exceptional value to our targeted consumers.

Our brand's growing acceptance in the market is due to its inherent advantages spanning across innovation, design, product engineering and market engagement, ensuring that we remain ahead of the curve despite competition and evolving consumer preferences. We continue to focus on further enhancing our integration across our robust manufacturing infrastructure and designing capabilities. Along with our manufacturing prowess, we continue to prioritise strengthening our reach in the Indian markets as well as globally with focused distribution network expansion.

In a move to accelerate growth and solidify our position for the future, we continue to pursue inorganic opportunities with a view to widen our targetable addressable market and expanding our presence in the product lines which are associated through the growing year of kids, children and young adults. Our proposed acquisition of majority stake in Unilcan Healthcare Private Limited, a company engaged in the manufacturing and marketing of baby diapers & wet-wipes is our first step in broadening our addressable market.

With a strong foundation laid out and with the guiding principles aimed towards sustainable growth, we are confident that our strategic initiatives in terms of product and capacity expansion and dedication to excellence will continue to propel us forward."

About DOMS Industries Limited:

DOMS Industries Limited ("**DOMS**") is one of India's largest Stationery and Art products company. The company designs, develops, manufactures and sells a wide range of well designed, quality Stationery and Art products, categorised into seven categories that include, Scholastic Stationery, Scholastic Art Material, Paper Stationery, Kits and Combos, Office Supplies, Hobby and Craft and Fine Art Products.

The Company's products are primarily sold under the flagship brand 'DOMS', as well as through other brands/sub-brands, like C3, Amariz and FixyFix. The Company's multi-channel distribution network is spread domestically across 29 states and UTs of India as well as in 50+ countries globally covering the US, Africa, Asia Pacific, Europe and Middle East.

The Company's keen focus on research and development (R&D), product engineering, backward integrated manufacturing operations, large and diverse product portfolio has enabled DOMS to become the fastest growing Stationery and Art material products company in India in terms of revenue over the past few years. With a focus on excellence and a commitment to consumer satisfaction, the Company has now become a trusted name in the global market. The Company's long legacy is based on its commitment to quality, dependability and redefining the industry's future.

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

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